

**Shaily Engineering Plastics Ltd**

# **9M FY19 Investor Presentation**

Thursday, 14<sup>th</sup> February 2019





# Overview

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## Shaily at a Glance



**5  
Facilities in  
Gujarat**

**REVENUE  
5 Years CAGR  
21% ↑**

**100+ Injection  
Moulding  
Machines**

**EBITDA  
5 Years CAGR  
22% ↑**

**1,100+  
Employees**

**PAT  
5 Years  
CAGR  
38% ↑**





## Management

- Key account
- Supply chain
- Continuous improvement

## Manufacturing

- Precision injection molding
- Cleanroom manufacturing
- Innovative assembly
- Industrialization and scale up



## Development

- Conceptualization
- Program management

## Validation

- Pilot testing
- Quality management system
- Documentation



**Our  
Performance**



**Q1FY19**

## Home Furnishings Major:

- New Business confirmation for Manufacture & Supply of products under a **Carbon Steel Project**
- Estimated Sales value of the order is **Rs. 100 Crs**
- Start with **6 new products** which will increase in **Future**
- Set up a **New plant at Halol** for this project and order to **commercialize by September 2019** with a **Planned Investment of Rs. 40 Crs**

**Orders**

**Q2FY19**

## New Customer:

- Business confirmation received from a **large global department store** for a **product in the home segment**
- Expect to **commercialize the same by end of Q3 FY19**
- This is a **new customer added** by the company having **huge business potential going ahead**

## Home Furnishings Major:

- Business confirmation for Manufacture & Supply of **2 new products**

**Q3FY19**

## Business Confirmations:

- Confirmation for **2 new devices received from domestic pharma company**
- Business confirmation receive from **home furnishings major for one new product**
- Business confirmation for **3 new products received from Honeywell**

## Acquisition of Land & Arranging of Long Term Debt Financing

### Acquisition of Land

- Purchased land admeasuring **17 acres** at **Halol** for future expansion requirements
- Land Transferred process complete
- Construction of Plant to commence in Q4FY19

### Long Term Debt Financing

- Arranged for Rs. 100 Crores of Debt finance at attractive terms





## Operating Performance in 9MFY19



Revenue

**261** Crores  15.1% YoY



EBITDA

**43** Crores  4.2% YoY



EBITDA Margin

**16.3%**



PBT

**25** Crores  1.3% YoY



PAT

**16** Crores  5.4% YoY



NET Debt: Equity

**0.73 x**

## Key Highlights – 9MFY19

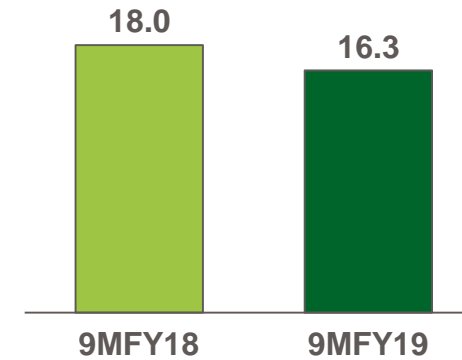
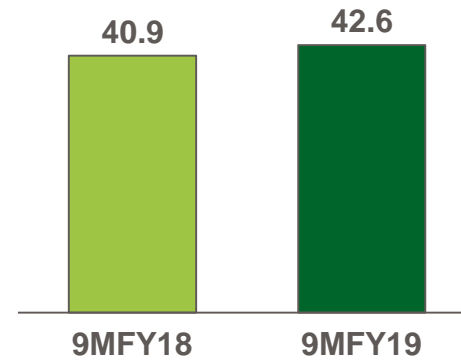
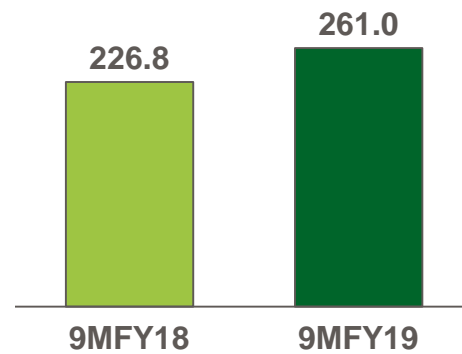


(Rs. Cr.)

Revenue<sup>^</sup>

EBITDA

EBITDA Margin %

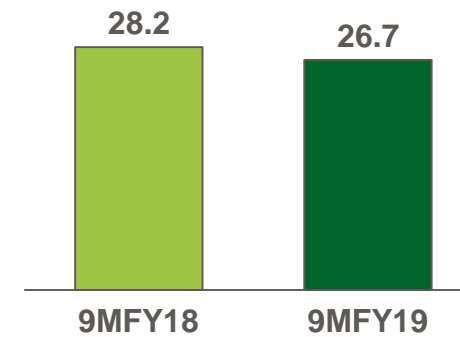
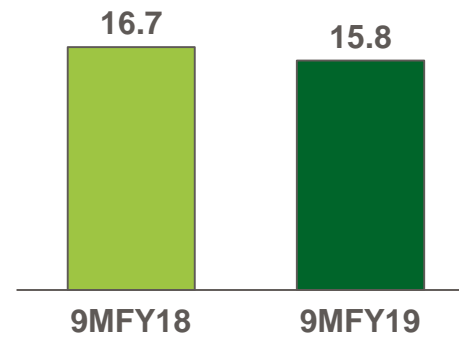
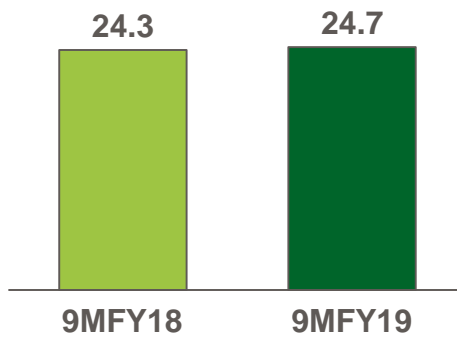


(Rs. Cr.)

PBT

PAT

Cash PAT #



# Cash PAT includes PAT & Depreciation

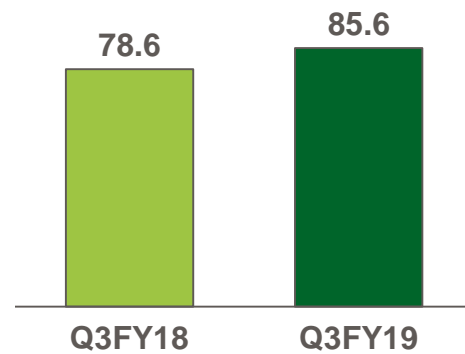
<sup>^</sup> Excise Duty expenses have been excluded for comparison purposes

## Key Highlights – Q3FY19

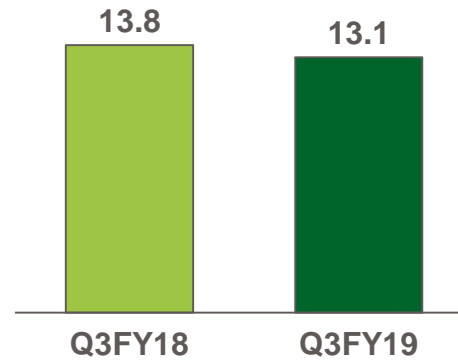


(Rs. Cr.)

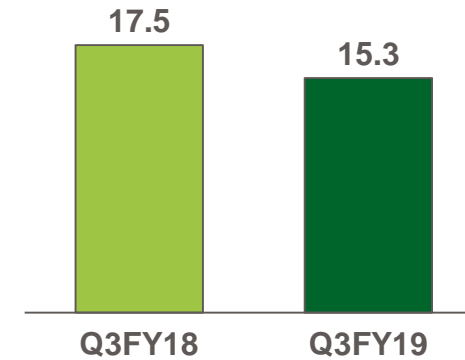
Revenue<sup>^</sup>



EBITDA

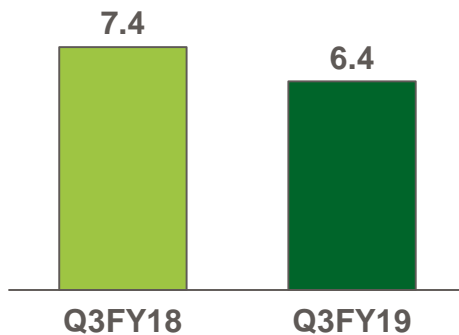


EBITDA Margin %

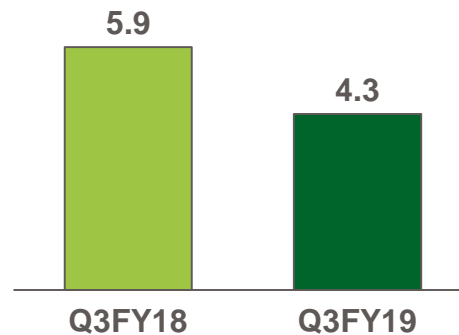


(Rs. Cr.)

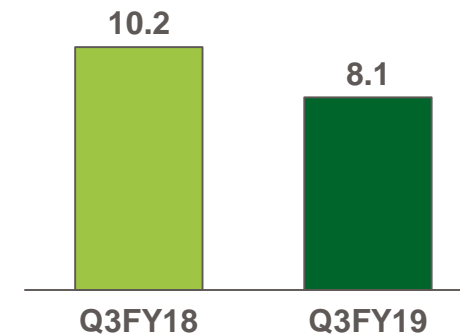
PBT



PAT



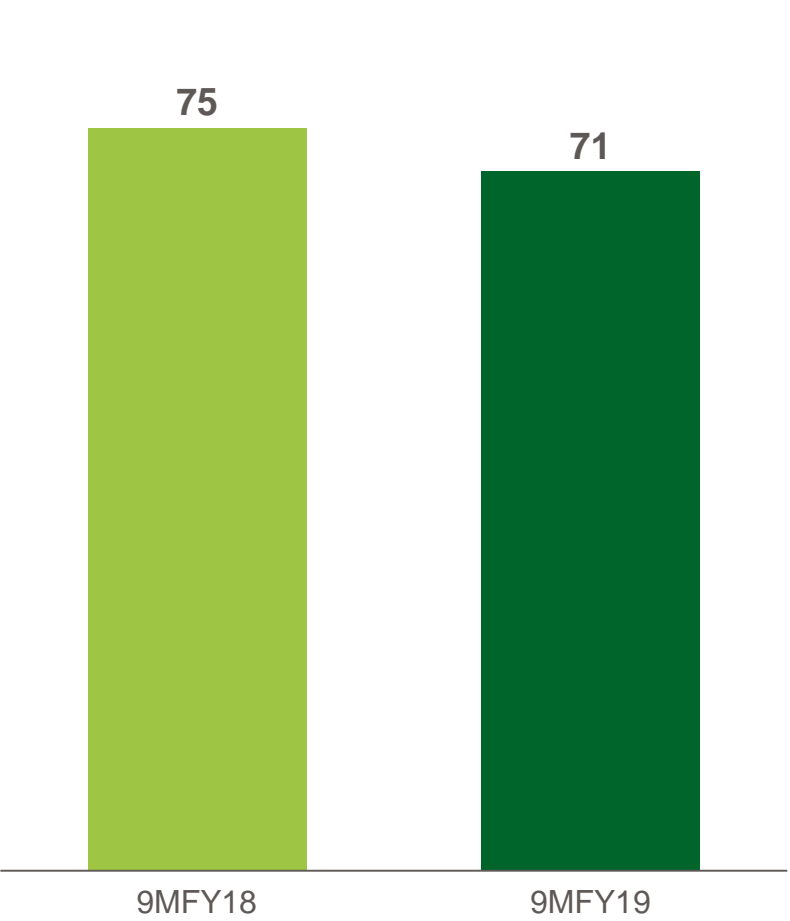
Cash PAT #



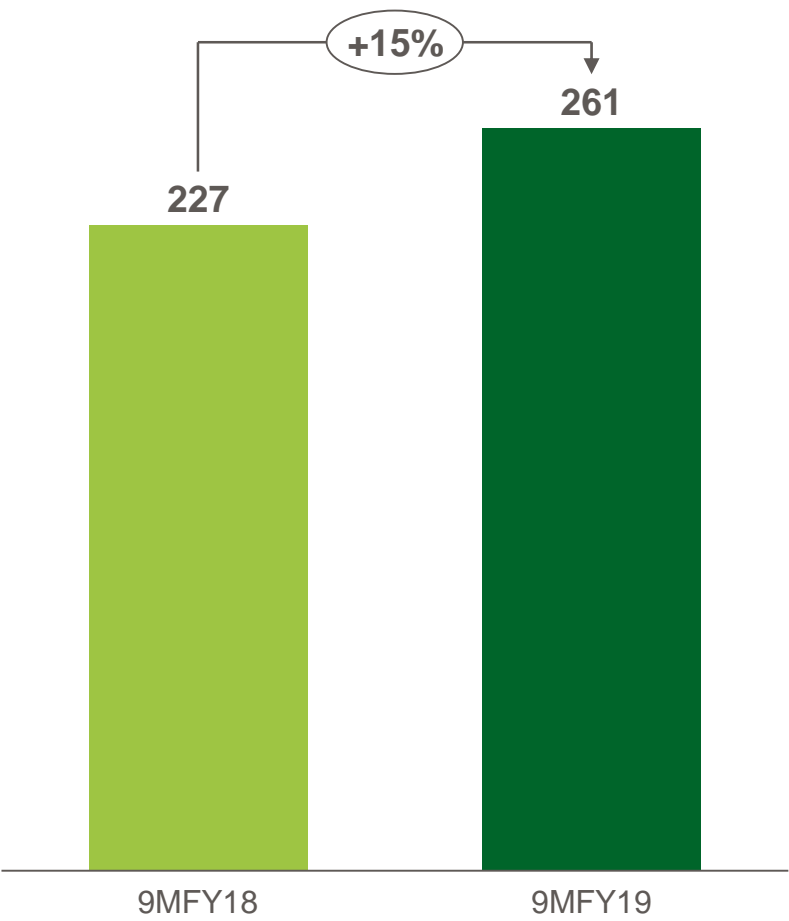
# Cash PAT includes PAT & Depreciation

<sup>^</sup> Excise Duty expenses have been excluded for comparison purposes

Machine Utilization (%)



Revenue (Rs. In Crs)

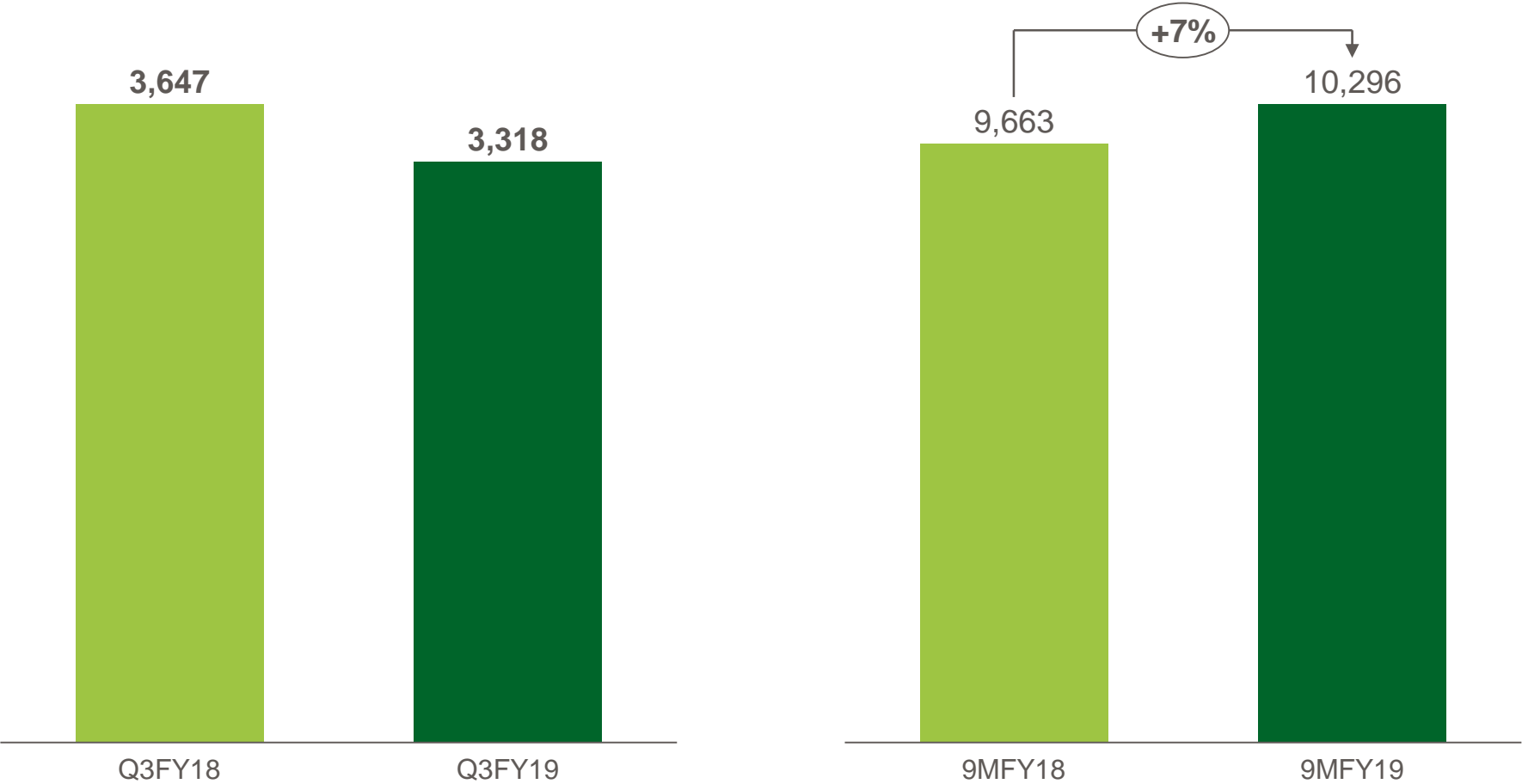


...Focusing on  
higher value add  
products

# Volume of Polymers Processed



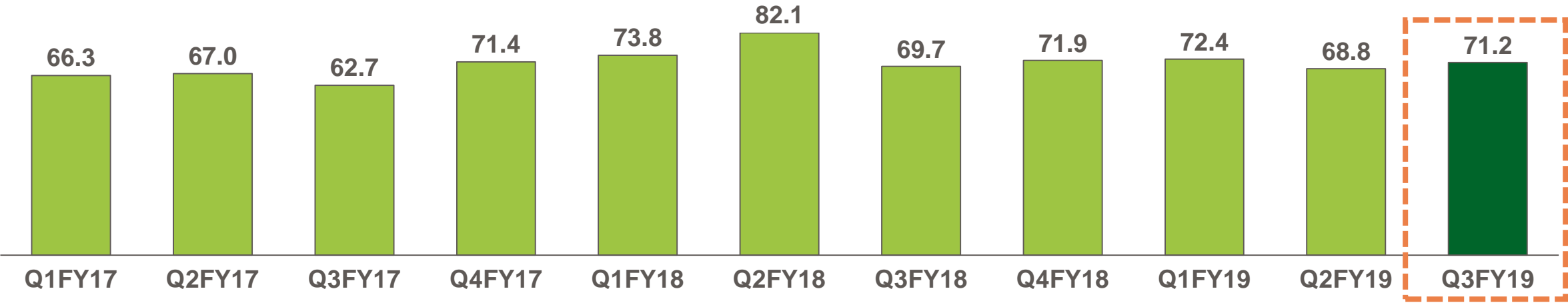
Volume in Tons



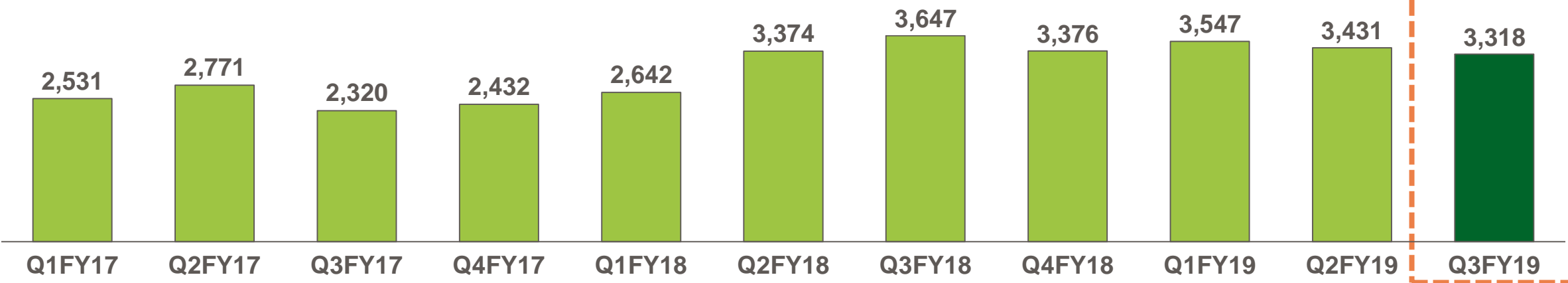
...Increase in basket of product offering and quantity



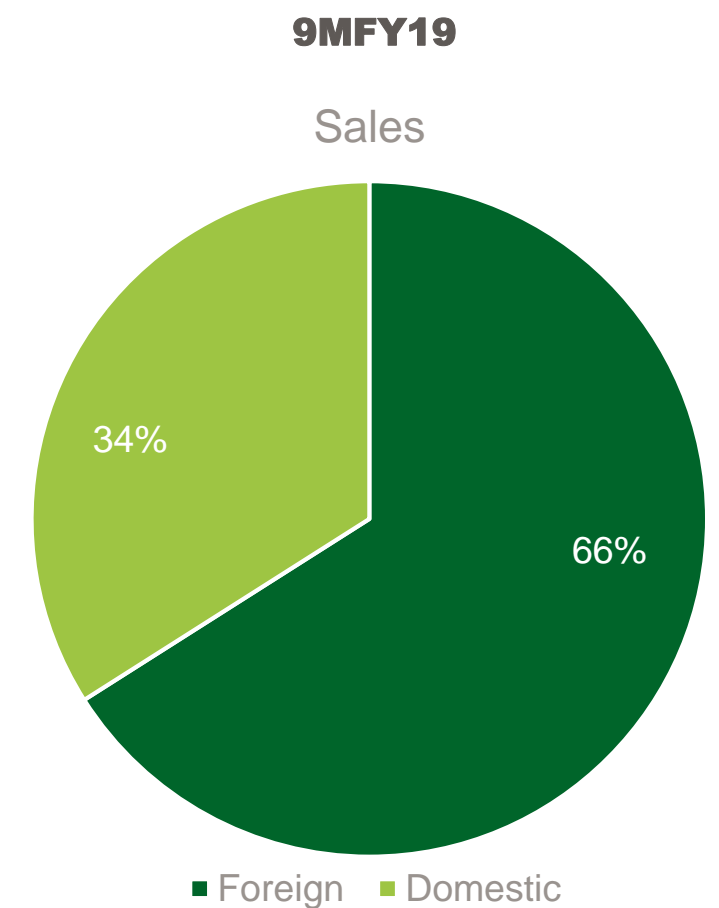
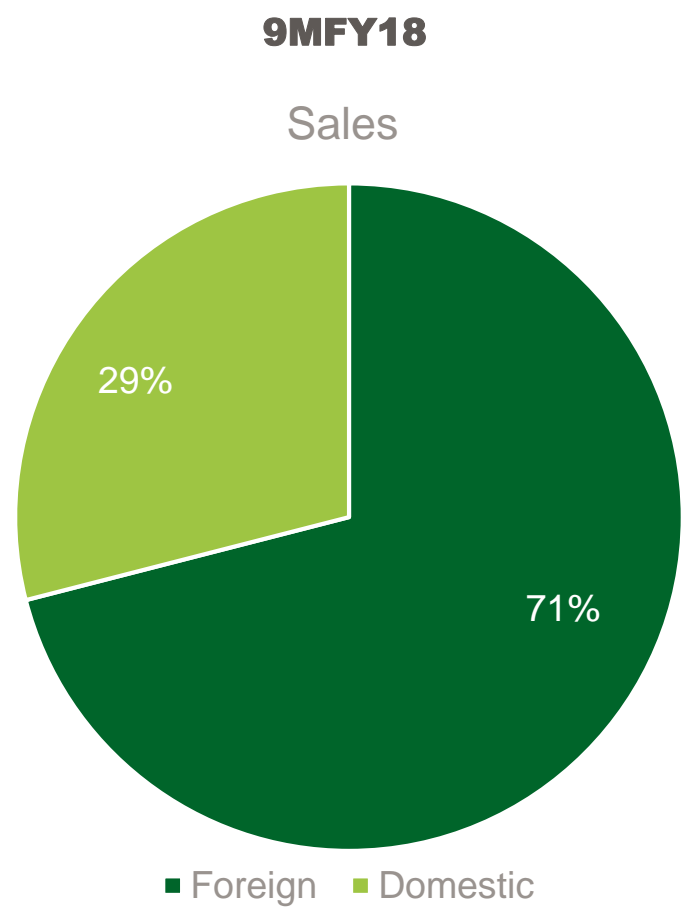
Machine Utilization (%)



Volumes of Polymers Processed (MT)



# Revenue Analysis - Domestic Vs. Exports



# Income Statement



Particulars in Rs. Crs	Q3FY19	Q3FY18	YoY %	9MFY19	9MFY18	YoY %
<b>Revenue</b>	<b>85.6</b>	<b>78.6</b>	<b>8.9%</b>	<b>261.0</b>	<b>226.8</b>	<b>15.1%</b>
Raw Material	52.5	48.8		162.4	141.1	
Employee Expenses	9.5	8.3		28.5	23.2	
Other Expenses*	10.7	8.3		28.9	23.3	
Other Income	0.2	0.6		1.3	1.7	
<b>EBITDA</b>	<b>13.1</b>	<b>13.8</b>	<b>-4.6%</b>	<b>42.6</b>	<b>40.9</b>	<b>4.2%</b>
<i>EBITDA Margin</i>	15.3%	17.5%		16.3%	18.0%	
Depreciation	3.8	4.3		11.0	11.5	
Finance Cost	3.0	2.1		7.0	5.0	
<b>PBT</b>	<b>6.4</b>	<b>7.4</b>	<b>-14.1%</b>	<b>24.7</b>	<b>24.3</b>	<b>1.3%</b>
<i>PBT Margin</i>	7.4%	9.4%		9.4%	10.7%	
Tax	2.1	1.5		17.2	7.6	
<b>PAT</b>	<b>4.3</b>	<b>5.9</b>	<b>-27.5%</b>	<b>15.8</b>	<b>16.7</b>	<b>-5.6%</b>
<i>PAT Margin</i>	5.0%	7.5%		6.0%	7.4%	
<b>Cash PAT^</b>	<b>8.1</b>	<b>10.2</b>	<b>-20.8%</b>	<b>26.7</b>	<b>28.2</b>	<b>-5.4%</b>
<i>Cash PAT Margin</i>	9.4%	12.9%		10.2%	12.5%	

^ Cash PAT = PAT + Depreciation

Note: Financials are excluding Excise Duty

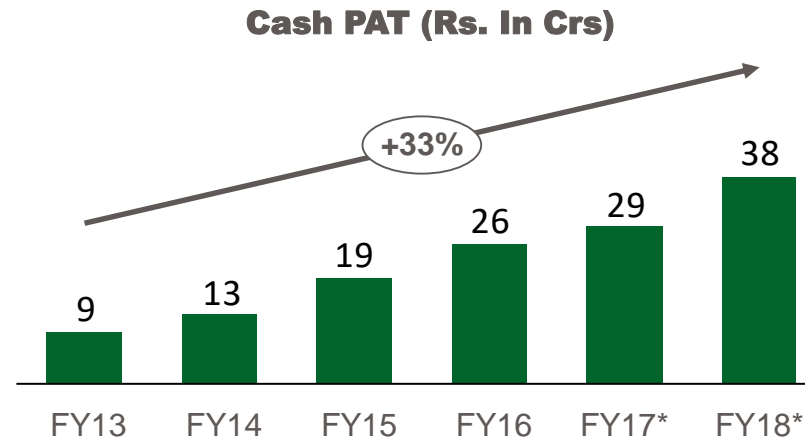
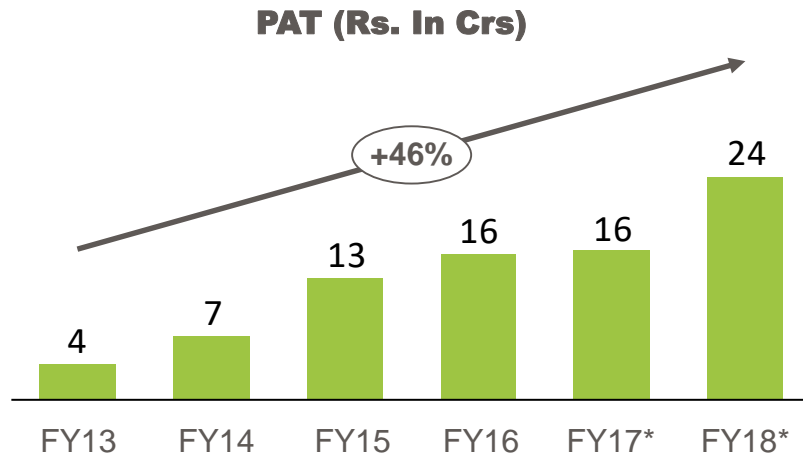
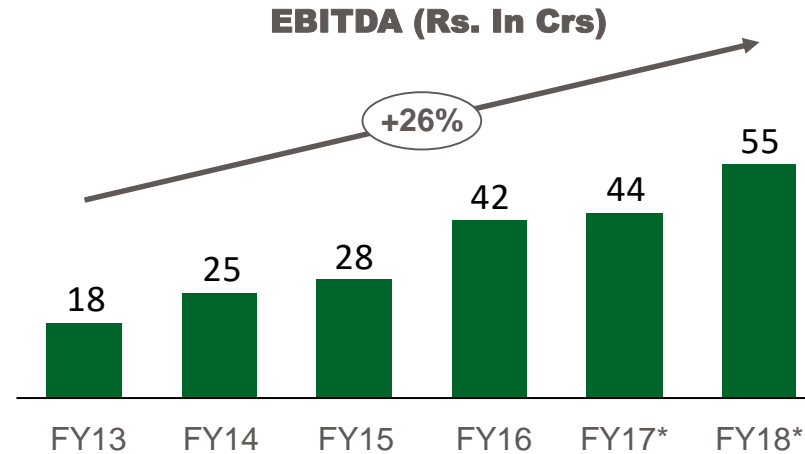
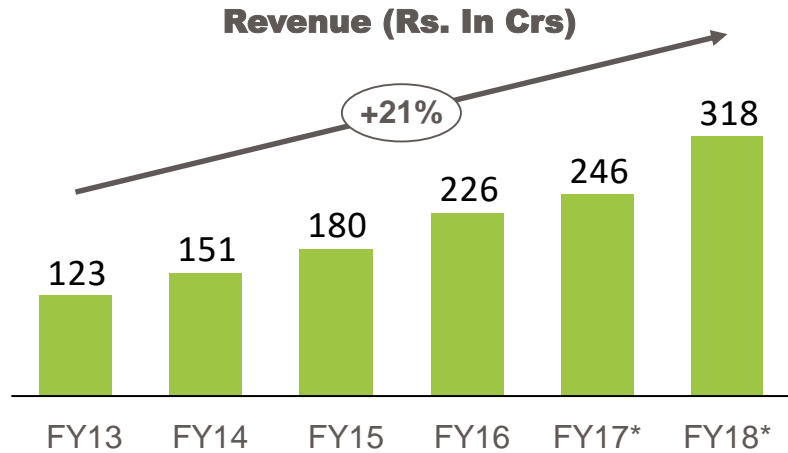
\* Other Expenses include Power & Fuel costs

# Balance Sheet

Particulars in Rs. Crs	Sept 18	Mar 18
<b>Assets</b>		
<b>Non current Assets</b>	<b>154.1</b>	<b>125.9</b>
<b>Fixed Assets</b>		
Property Plant & Equipment	125.6	106.4
Capital WIP	7.6	5.8
Intangible Assets	1.2	1.2
<b>Financial Assets</b>		
Investments	0.2	0.2
Loans & Advances	2.2	8.0
Other Non current Assets	17.3	4.4
<b>Current Assets</b>	<b>150.0</b>	<b>158.9</b>
Inventories	44.7	40.7
<b>Financial Assets</b>		
Trade Receivables	64.8	68.2
Cash & cash equivalents	0.7	0.4
Other Bank Balances	4.3	3.3
Loans & Advances	11.9	9.7
Other Current Assets	22.7	36.6
Current tax assets (Net)	0.8	-
<b>Total Assets</b>	<b>304.1</b>	<b>284.8</b>

Particulars in Rs. Crs	Sept 18	Mar 18
<b>Equity &amp; Liabilities</b>		
<b>Equity</b>	<b>128.3</b>	<b>124.3</b>
Share Capital	8.3	8.3
Other Equity	120.0	115.9
<b>Non Current Liabilities</b>	<b>57.3</b>	<b>27.0</b>
<b>Financial Liabilities – Borrowings</b>	<b>48.2</b>	<b>21.0</b>
Provisions	1.2	1.0
Deferred Tax Liabilities (Net)	7.0	4.2
Other Non Current Liabilities	0.8	0.8
<b>Current Liabilities</b>	<b>118.7</b>	<b>133.5</b>
<b>Financial Liabilities</b>		
Borrowings	42.4	63.9
Trade Payables	41.8	39.0
Other Financial Liabilities	29.8	26.5
Other Current Liabilities	4.1	1.6
Provisions	0.6	0.5
Current Tax Liabilities (Net)	-	1.9
<b>Total Equity &amp; Liabilities</b>	<b>304.1</b>	<b>284.8</b>

# Delivering PROFITABLE GROWTH

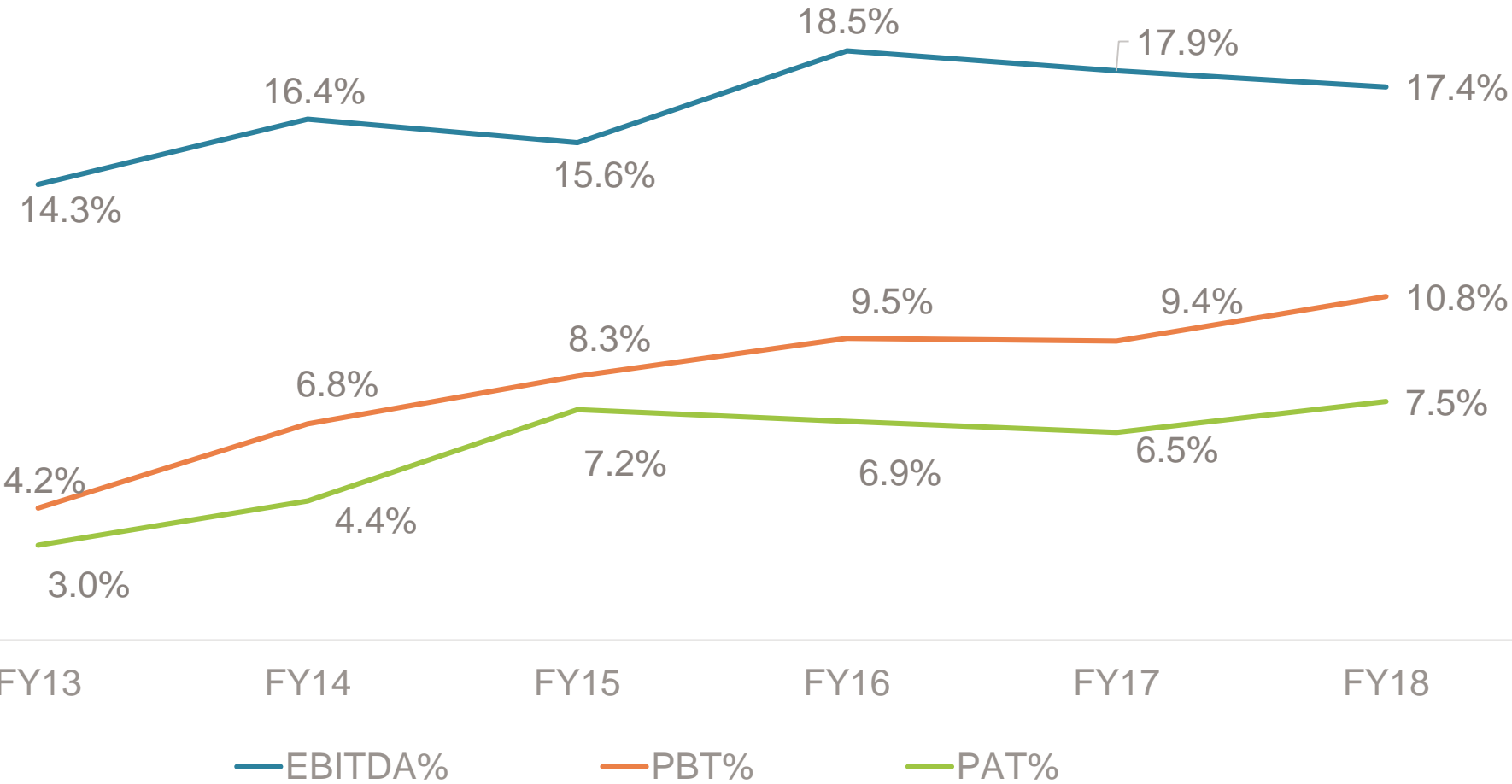


\* As per IndAS

Note: Financials are excluding Excise Duty



# Improving MARGIN Profile



Note: Financials are excluding Excise Duty

# Historical Income Statement as per I-GAAP



Particulars in Rs. Crs.	FY17	FY16	FY15	FY14	FY13
<b>Total Revenue#</b>	<b>252.6</b>	<b>231.2</b>	<b>185.4</b>	<b>155.1</b>	<b>125.7</b>
Raw Material	151.1	137.3	113.4	86.6	69.0
Employee Expenses	26.6	23.4	19.5	16.0	13.1
Excise Duty	6.2	5.6	5.7	4.3	2.9
Other Expenses	27.5	25.9	20.3	24.0	23.7
Other Income	3.4	2.8	1.6	0.5	0.6
<b>EBITDA</b>	<b>44.4</b>	<b>41.8</b>	<b>28.0</b>	<b>24.6</b>	<b>17.6</b>
<i>EBITDA Margin</i>	17.6%	18.1%	15.1%	15.9%	14.0%
Depreciation	13.3	10.3	6.4	6.0	5.6
Finance Cost	7.9	10.1	6.7	8.4	6.9
<b>PBT</b>	<b>23.2</b>	<b>21.4</b>	<b>14.9</b>	<b>10.2</b>	<b>5.1</b>
<i>PBT Margin</i>	9.2%	9.3%	8.3%	6.8%	4.1%
Tax	7.3	5.9	1.9	3.7	1.4
<b>PAT</b>	<b>15.9</b>	<b>15.5</b>	<b>13.0</b>	<b>6.6</b>	<b>3.6</b>
<i>PAT Margin</i>	6.3%	6.7%	7.2%	4.4%	2.9%
<b>*Cash PAT</b>	<b>29.2</b>	<b>25.7</b>	<b>19.4</b>	<b>12.6</b>	<b>9.2</b>
<i>Cash PAT Margin</i>	11.6%	11.1%	10.8%	8.3%	7.5%

\*Cash PAT includes PAT & Depreciation

# Total Revenue includes Excise duty

^ As per IndAS

# Historical Balance Sheet as per I-GAAP

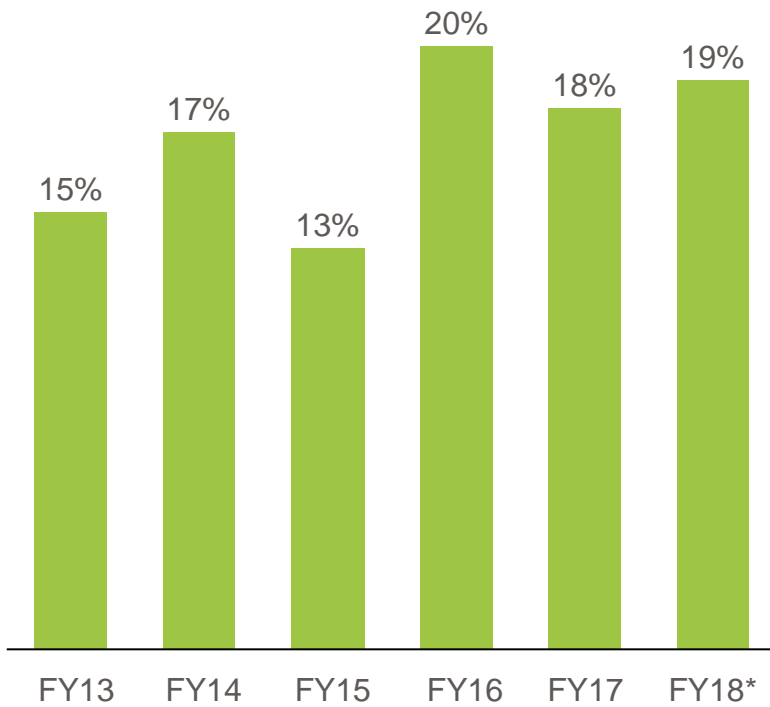


Rs. Crs.	FY17	FY16	FY15	FY14	FY13
<b>Shareholder's Fund</b>	<b>105.6</b>	<b>89.8</b>	<b>78.3</b>	<b>42.6</b>	<b>36.0</b>
Share capital	8.3	8.3	8.3	7.3	7.3
Reserves & Surplus	97.3	81.4	70.0	35.2	28.7
<b>Non-current liabilities</b>	<b>24.6</b>	<b>39.1</b>	<b>40.6</b>	<b>43</b>	<b>19.8</b>
Long term borrowings	16.4	30.9	32.7	38.2	15.1
Deferred Tax Liabilities (net)	6.3	6.3	5.0	3.2	3.1
Other non-current liabilities	0.9	1.2	2.0	1.9	1.6
Long-term provisions	0.9	0.8	0.8	-	-
<b>Current liabilities</b>	<b>75.6</b>	<b>62.2</b>	<b>73.6</b>	<b>57.8</b>	<b>51.5</b>
Short term borrowings	37.1	20.1	36.9	21.5	22.8
Trade Payables	19.9	18.7	15.1	27.1	18.0
Other current liabilities	15.6	19.1	19.5	9.2	10.7
Short-term provisions	3.0	4.3	2.1	-	-
<b>Total Liabilities</b>	<b>205.8</b>	<b>191.1</b>	<b>192.5</b>	<b>143.6</b>	<b>107.2</b>

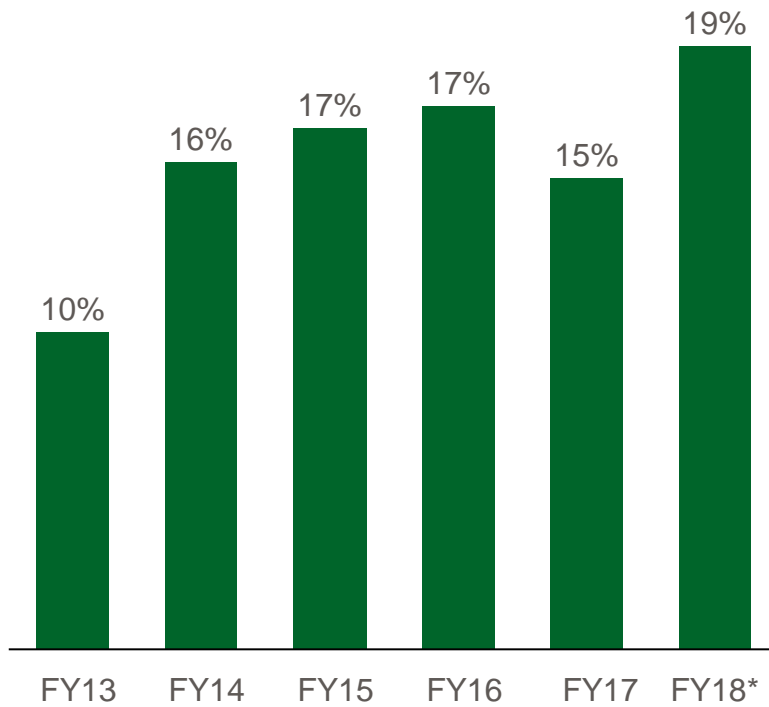
Rs. Crs.	FY17	FY16	FY15	FY14	FY13
<b>Non-current assets</b>	<b>107.3</b>	<b>102.5</b>	<b>87.0</b>	<b>58.0</b>	<b>50</b>
Fixed assets	97.7	97.7	77.6	49.8	45.2
Long-term loans and advances	9.4	4.6	9.1	8.2	4.8
Non-current investments	0.2	0.2	0.3	-	-
<b>Current assets</b>	<b>98.5</b>	<b>88.6</b>	<b>105.5</b>	<b>85.6</b>	<b>57.2</b>
Current Investments	-	-	25.4	-	-
Inventories	27.5	22.5	20.1	15.2	12.5
Trade receivables	46.4	36.1	37.2	32.6	26.2
Cash and bank balances	3.7	13.2	5.9	24.5	6.6
Short-term loans and advances	20.8	16.7	16.9	13.2	11.8
Other current assets	-	0.1	-	-	0.2
<b>Total Assets</b>	<b>205.8</b>	<b>191.1</b>	<b>192.5</b>	<b>143.6</b>	<b>107.1</b>

Note: Financials are excluding Excise Duty

**ROCE (%)**

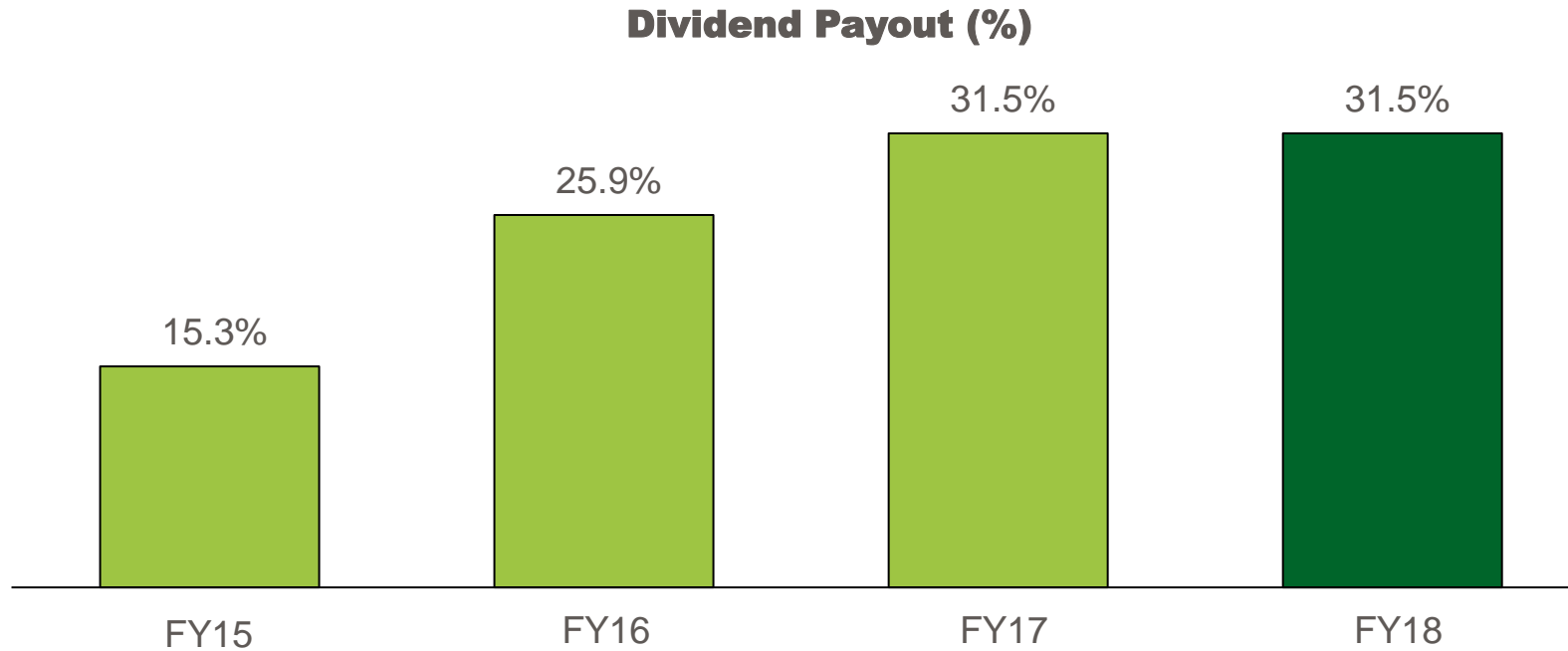


**ROE (%)**



\* As per IndAS

## Increasing DIVIDEND PAYOUT



Particulars (Rs.)	FY15	FY16	FY17	FY18
Book Value per Share	94.3	108.2	127.2	149.4
Earning Per Share	15.6	18.6	19.1	28.7
Dividend Per share	2.0	4.0	5.0	7.5
Dividend Payout including DDT	15.3%	25.9%	31.5%	31.5%



### Company



### Investor Relations Advisors



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#### Company :

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#### Investor Relations Advisors :

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**Strategic Growth Advisors Pvt. Ltd.**  
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**Thank you**