

Shaily Engineering Plastics Ltd

Q2 & H1FY19 Investor Presentation

Wednesday, 14th November 2018





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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% ↑



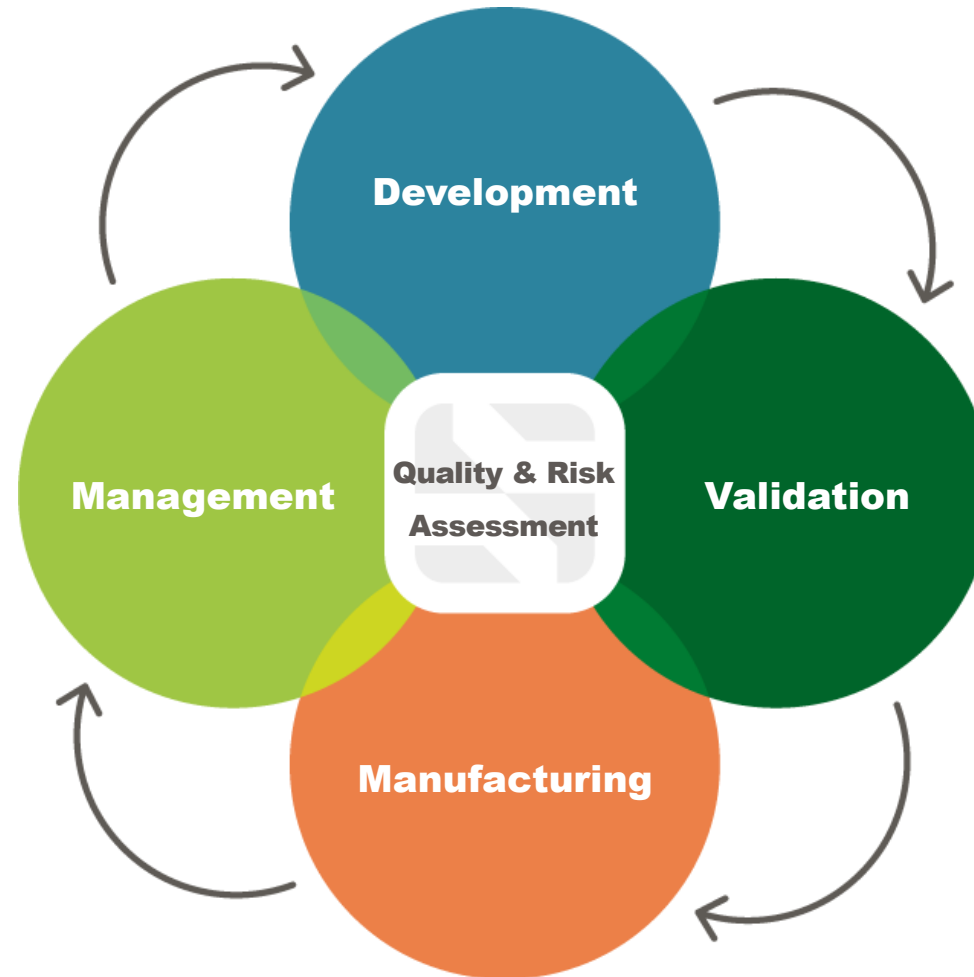
USD 100mn Revenue by 2020

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**



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**

Acquisition of Land & Arranging of Long Term Debt Financing

Acquisition of Land

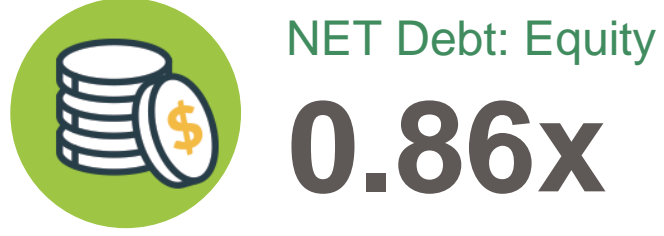
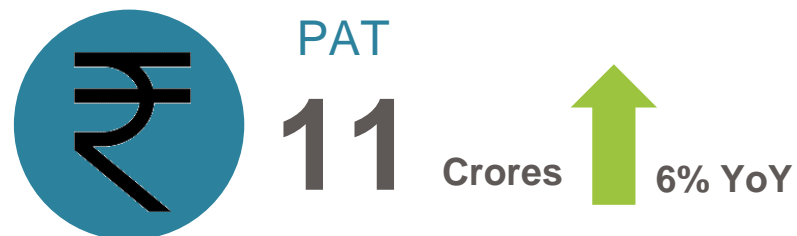
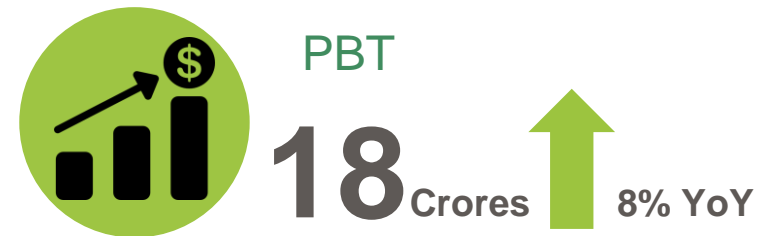
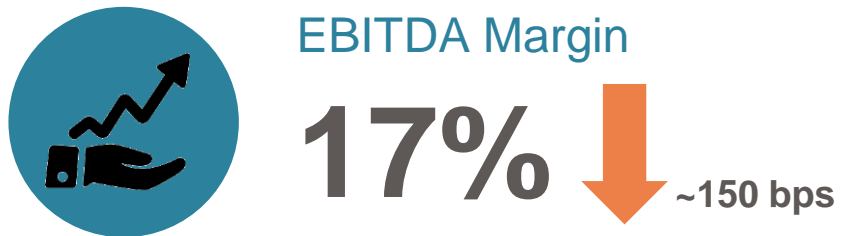
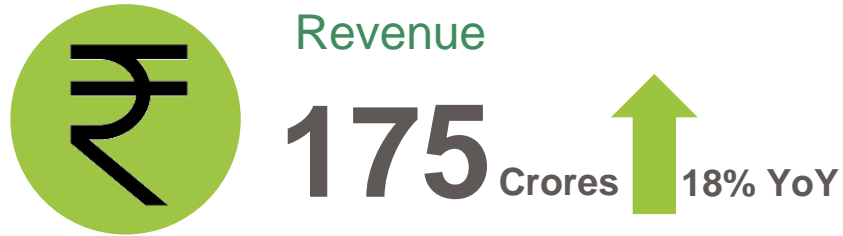
- Purchased land admeasuring **17 acres** at **Halol** for future expansion requirements
- Sales deed executed and the process of completing necessary formalities for transfer of land underway

Long Term Debt Financing

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



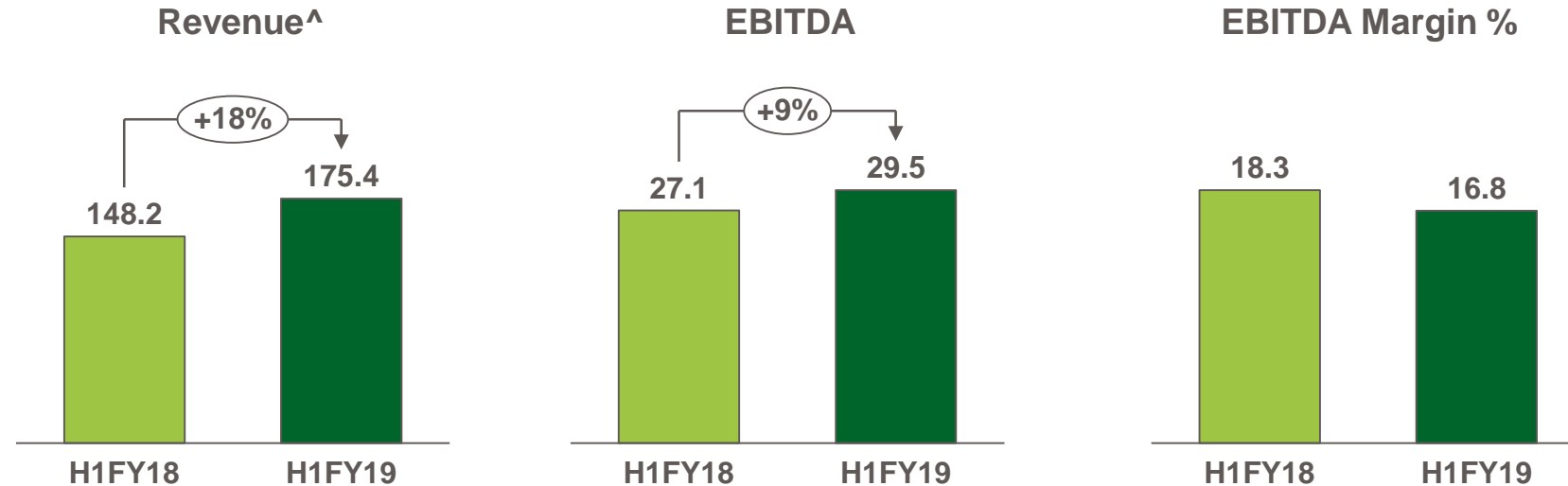
Operating Performance in H1FY19



Key Highlights – H1FY19

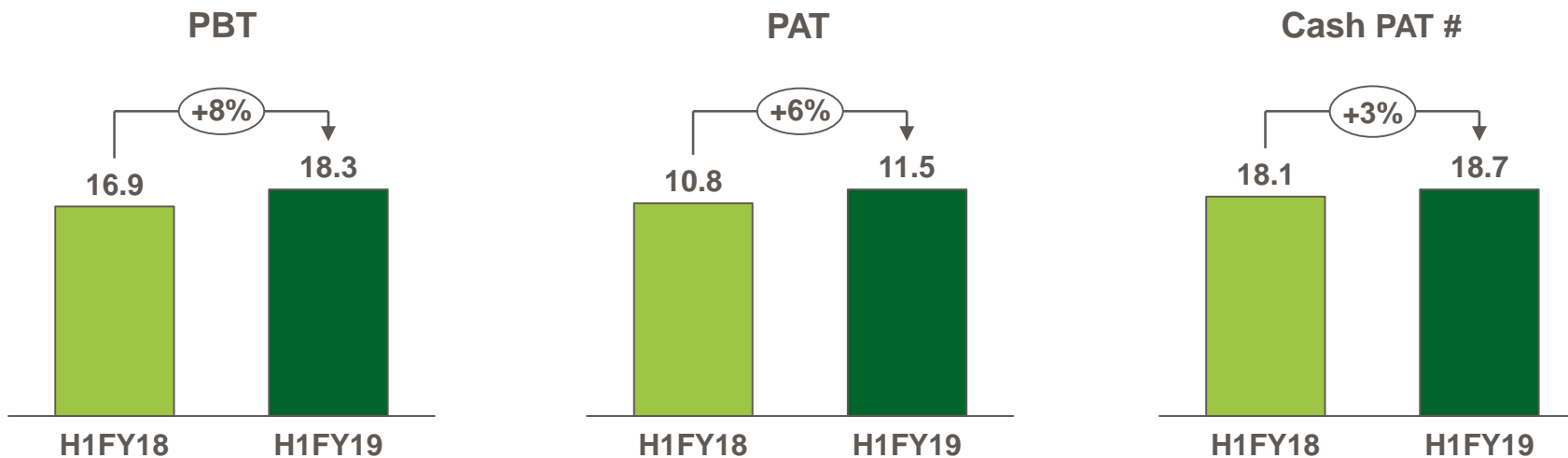


(Rs. Cr.)



EBITDA Margin has been impacted due to higher raw material costs. We expect pass through benefits to accrue in forthcoming quarters with stabilizing raw material basket

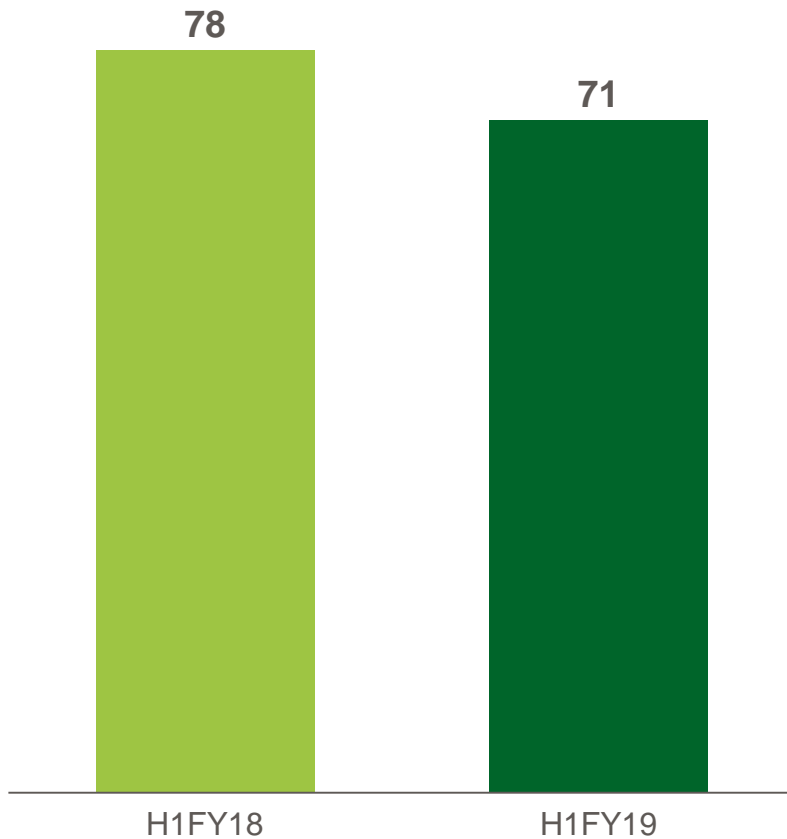
(Rs. Cr.)



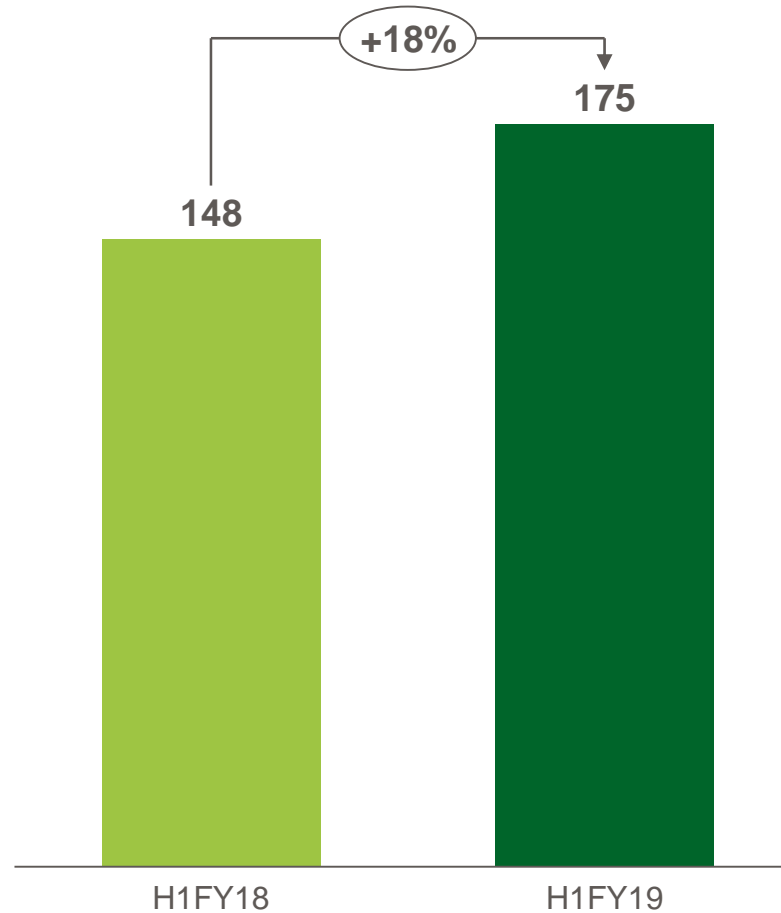
Cash PAT includes PAT & Depreciation

[^] Excise Duty expenses have been excluded for comparison purposes

Machine Utilization (%)



Revenue (Rs. In Crs)

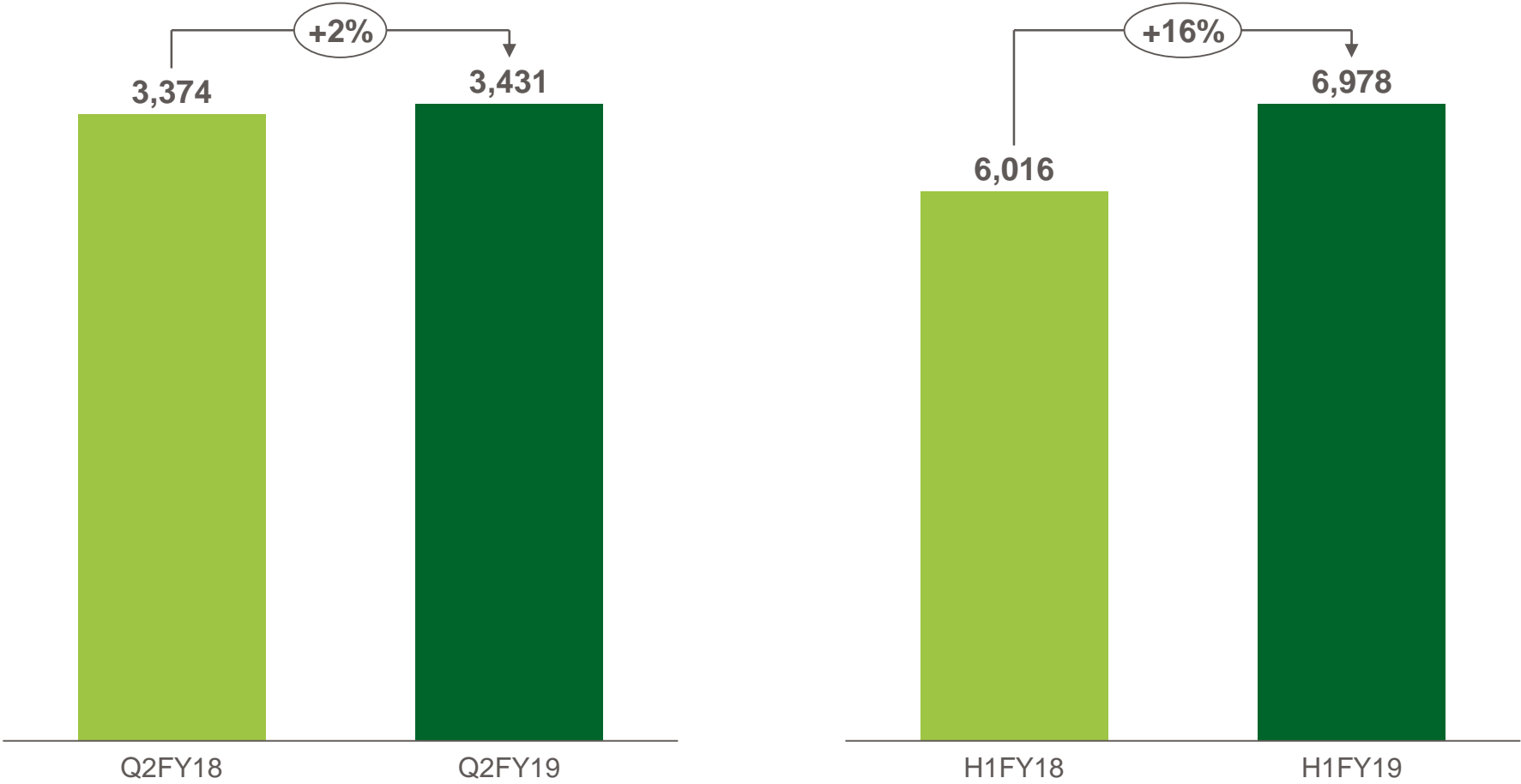


...Focusing on higher value add products

Volume of Polymers Processed

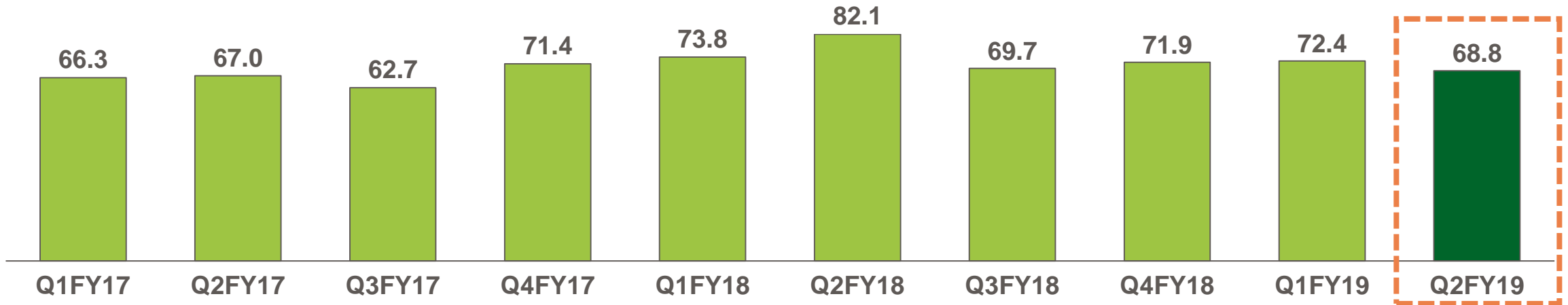


Volume in Tons

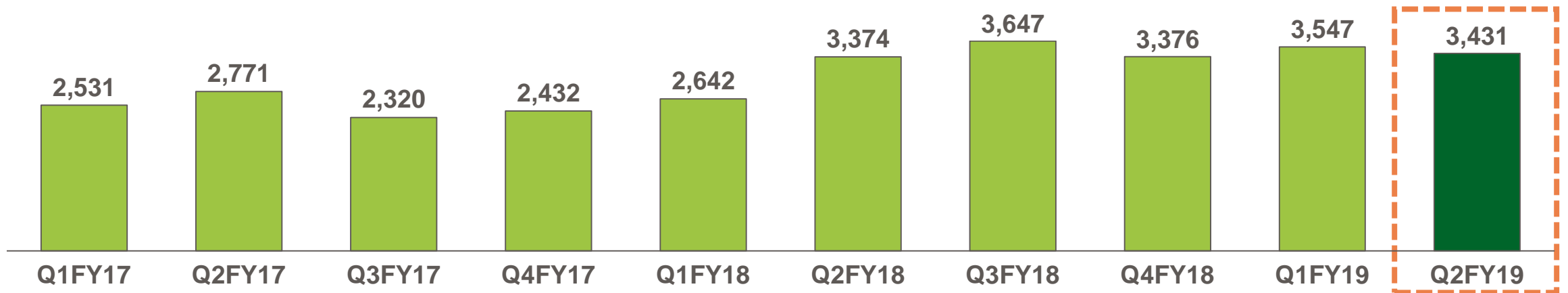


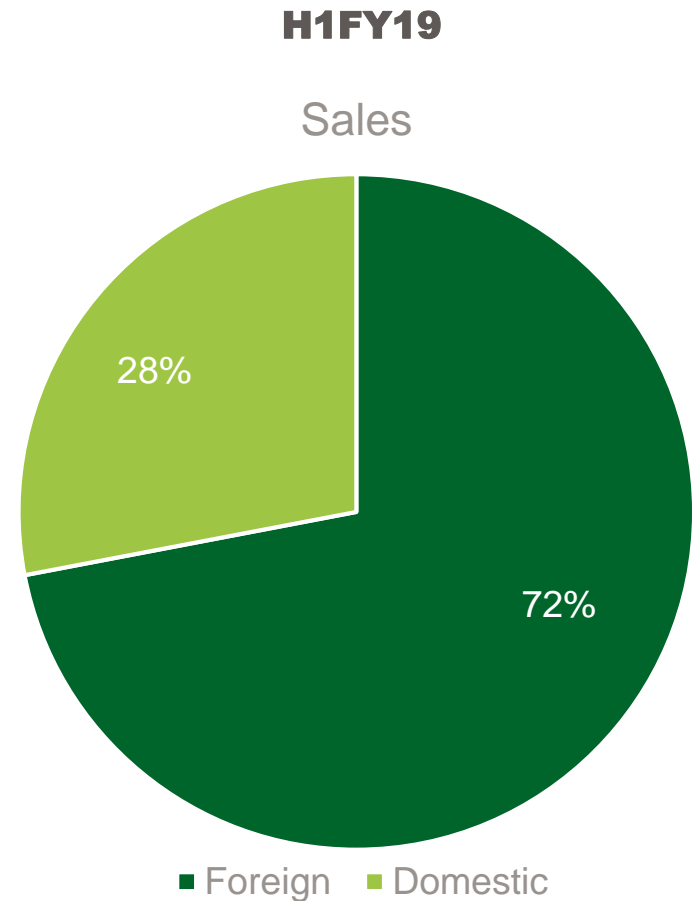
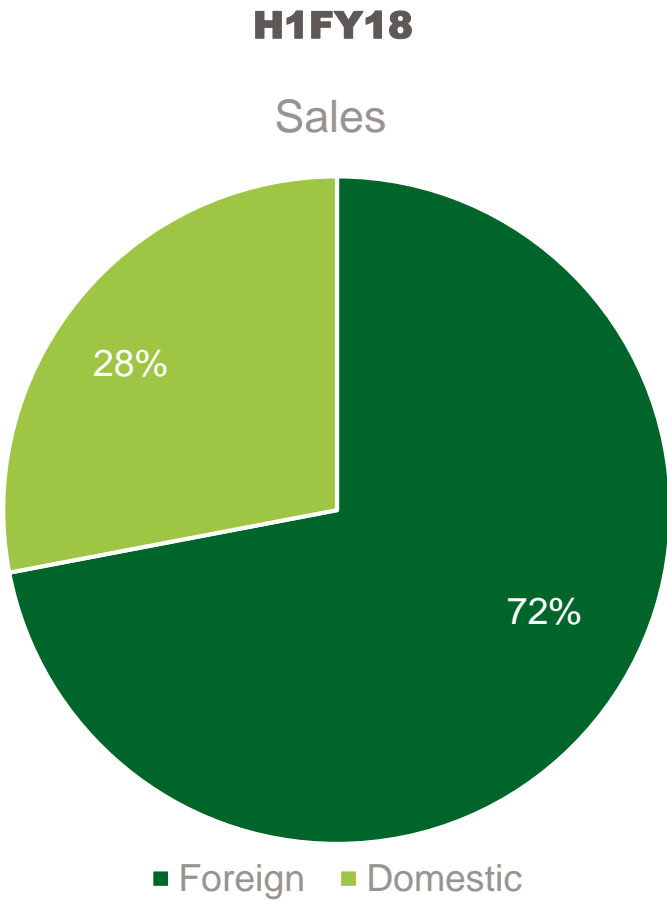
...Increase in basket of product offering and quantity

Machine Utilization (%)



Volumes of Polymers Processed (MT)





Quarterly Income Statement as per IndAS



Particulars in Rs. Crs	Q2FY19	Q2FY18	YoY %	H1FY19	H1FY18	YoY %
Revenue	86.4	78.8	9.6%	175.4	148.2	18.3%
Raw Material	54.0	49.1		109.9	92.3	
Employee Expenses	9.1	7.8		19.0	14.9	
Other Expenses*	8.6	7.6		18.2	15.0	
Other Income	0.7	0.5		1.1	1.1	
EBITDA	15.5	14.9	3.8%	29.5	27.1	8.6%
<i>EBITDA Margin</i>	17.9%	18.9%		16.8%	18.3%	
Depreciation	3.5	3.4		7.2	7.3	
Finance Cost	1.9	1.4		4.0	2.9	
PBT	10.1	10.1	0.4%	18.3	16.9	8.1%
<i>PBT Margin</i>	11.7%	12.8%		10.4%	11.4%	
Tax	4.4	3.7		6.8	6.1	
PAT	5.8	6.4	-9.7%	11.5	10.8	6.4%
<i>PAT Margin</i>	6.7%	8.1%		6.6%	7.3%	
Cash PAT[^]	9.2	9.8	-6.0%	18.7	18.1	3.3%
<i>Cash PAT Margin</i>	10.7%	12.4%		10.6%	12.2%	

[^] Cash PAT = PAT + Depreciation

Note: Financials are excluding Excise Duty

* Other Expenses include Power & Fuel costs

Balance Sheet as per IndAS



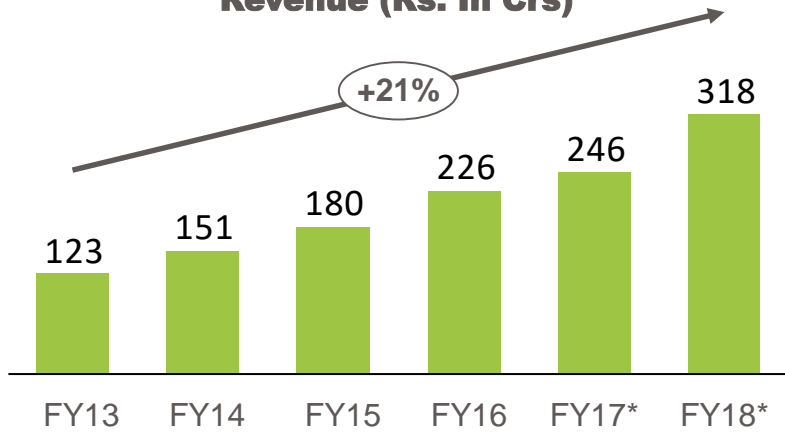
Particulars in Rs. Crs	Sept 18	Mar 18
Assets		
Non current Assets	154.1	125.9
Fixed Assets		
Property Plant & Equipment	125.6	106.4
Capital WIP	7.6	5.8
Intangible Assets	1.2	1.2
Financial Assets		
Investments	0.2	0.2
Loans & Advances	2.2	8.0
Other Non current Assets	17.3	4.4
Current Assets	150.0	158.9
Inventories	44.7	40.7
Financial Assets		
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	-
Total Assets	304.1	284.8

Particulars in Rs. Crs	Sept 18	Mar 18
Equity & Liabilities		
Equity	128.3	124.3
Share Capital	8.3	8.3
Other Equity	120.0	115.9
Non Current Liabilities	57.3	27.0
Financial Liabilities – Borrowings	48.2	21.0
Provisions	1.2	1.0
Deferred Tax Liabilities (Net)	7.0	4.2
Other Non Current Liabilities	0.8	0.8
Current Liabilities	118.7	133.5
Financial Liabilities		
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
Total Equity & Liabilities	304.1	284.8

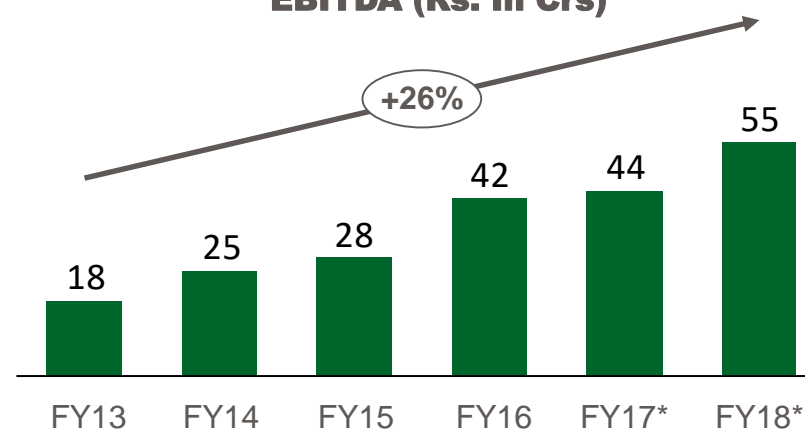
Delivering PROFITABLE GROWTH



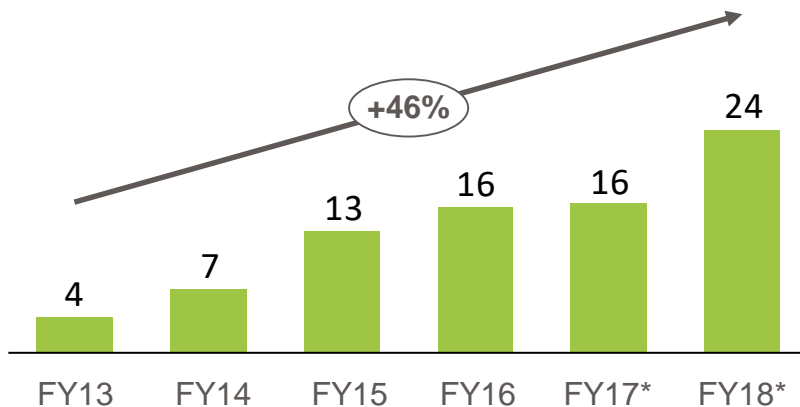
Revenue (Rs. In Crs)



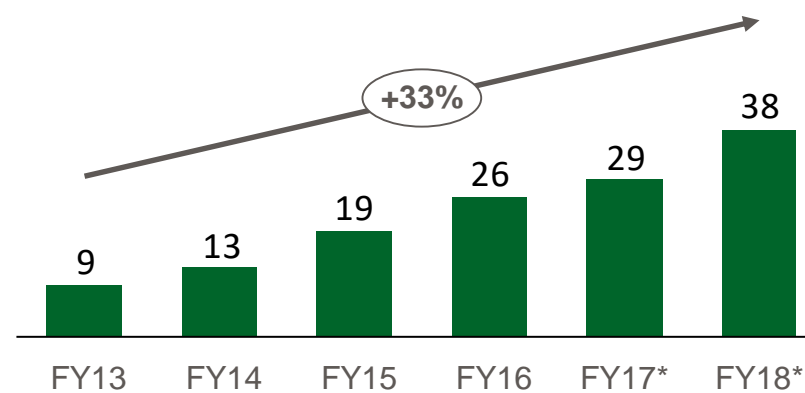
EBITDA (Rs. In Crs)



PAT (Rs. In Crs)



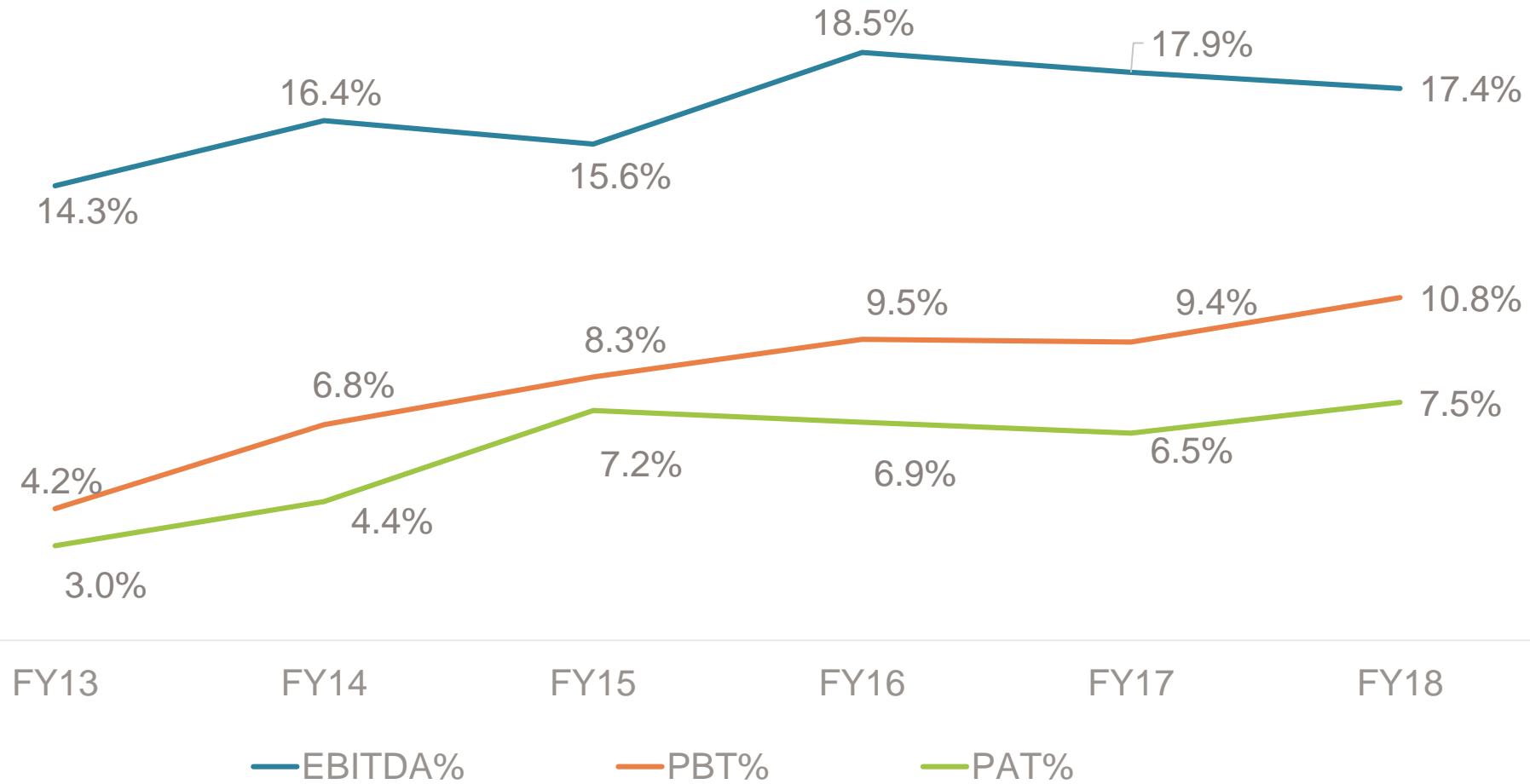
Cash PAT (Rs. In Crs)



* 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
Total Revenue#	252.6	231.2	185.4	155.1	125.7
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
EBITDA	44.4	41.8	28.0	24.6	17.6
<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
PBT	23.2	21.4	14.9	10.2	5.1
<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
PAT	15.9	15.5	13.0	6.6	3.6
<i>PAT Margin</i>	6.3%	6.7%	7.2%	4.4%	2.9%
*Cash PAT	29.2	25.7	19.4	12.6	9.2
<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

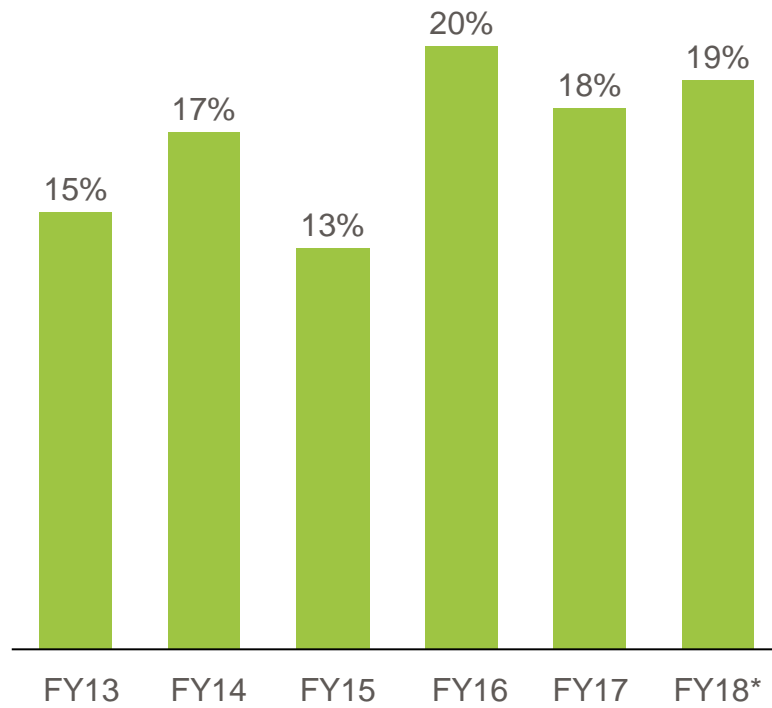


Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Shareholder's Fund	105.6	89.8	78.3	42.6	36.0
Share capital	8.3	8.3	8.3	7.3	7.3
Reserves & Surplus	97.3	81.4	70.0	35.2	28.7
Non-current liabilities	24.6	39.1	40.6	43	19.8
Long term borrowings	16.4	30.9	32.7	38.2	15.1
Deferred Tax Liabilities (net)	6.3	6.3	5.0	3.2	3.1
Other non-current liabilities	0.9	1.2	2.0	1.9	1.6
Long-term provisions	0.9	0.8	0.8	-	-
Current liabilities	75.6	62.2	73.6	57.8	51.5
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	-	-
Total Liabilities	205.8	191.1	192.5	143.6	107.2

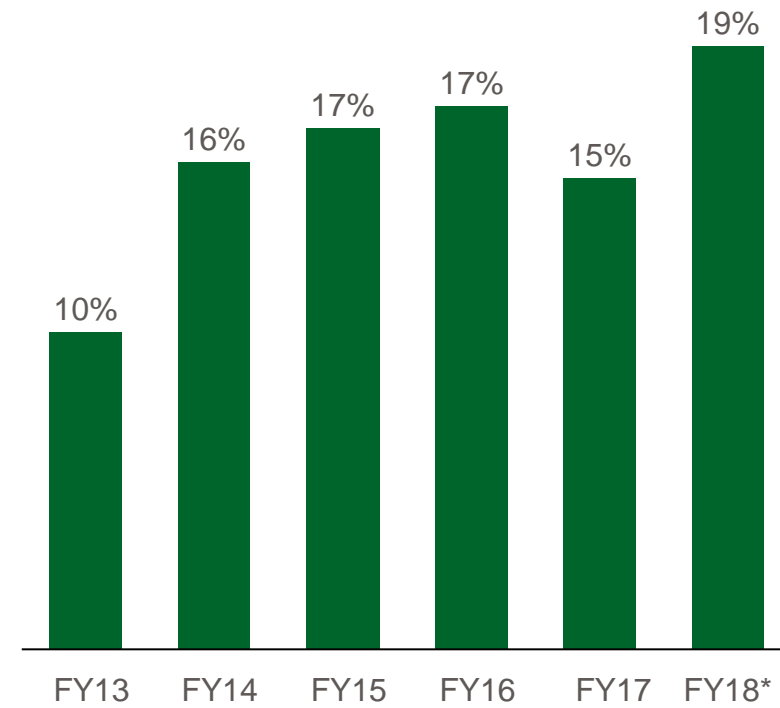
Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Non-current assets	107.3	102.5	87.0	58.0	50
Fixed assets	97.7	97.7	77.6	49.8	45.2
Long-term loans and advances	9.4	4.6	9.1	8.2	4.8
Non-current investments	0.2	0.2	0.3	-	-
Current assets	98.5	88.6	105.5	85.6	57.2
Current Investments	-	-	25.4	-	-
Inventories	27.5	22.5	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
Total Assets	205.8	191.1	192.5	143.6	107.1

Note: Financials are excluding Excise Duty

ROCE (%)

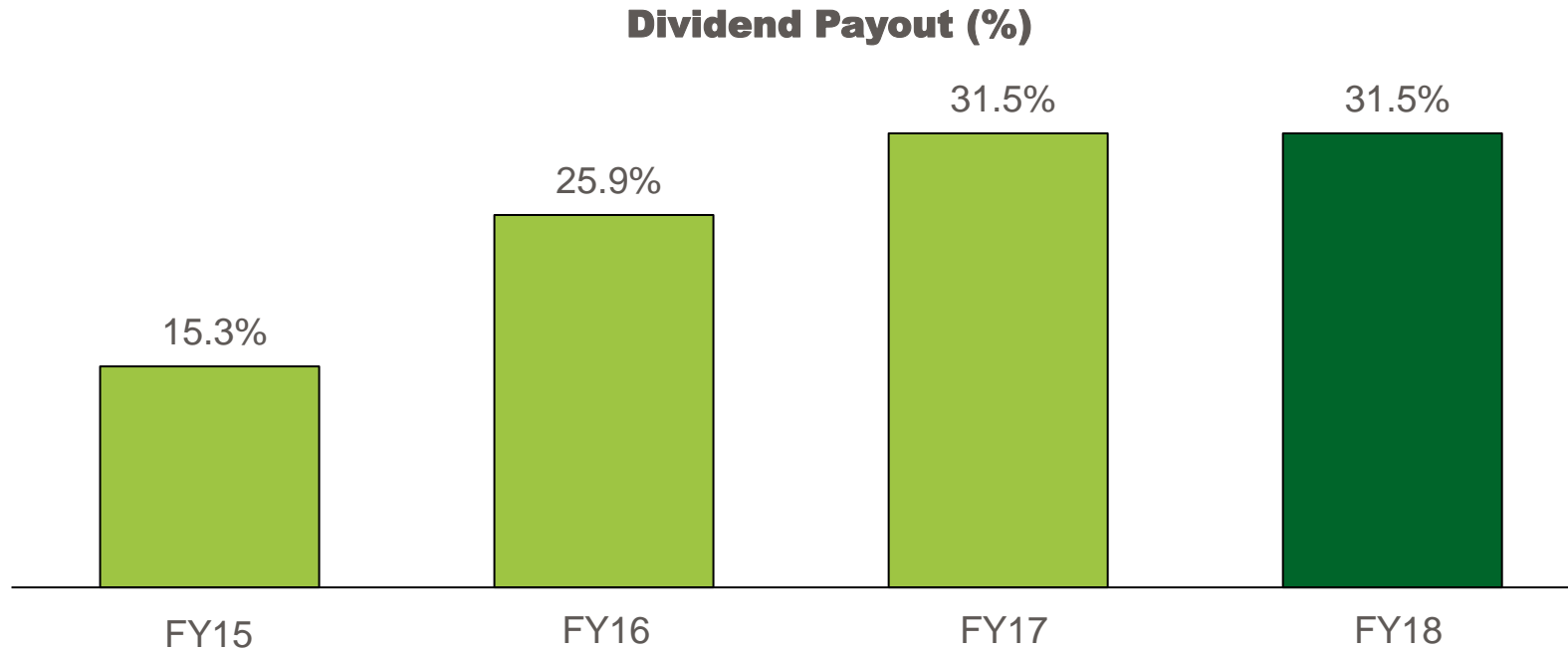


ROE (%)



* 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



Company :

Investor Relations Advisors :

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CIN – L51900GJ1980PLC065554

Strategic Growth Advisors Pvt. Ltd.
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Thank you