

SEPL/SE/Feb/24-25
10th February 2025

The General Manager,
Corporate Relations/Listing
Department
BSE Limited
Floor 25, P.J. Towers,
Dalal Street,
Mumbai – 400 001
Scrip Code: 501423

The Manager,
Listing Department
National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra – Kurla Complex,
Bandra (E),
Mumbai – 400 051
Scrip Code: SHAILY

Sub: Q3FY25 - Result Presentation

Ref: Regulation 30 of the SEBI Listing Regulations, 2015

Dear Sir,

In continuation to our letter dated 4th February 2025, regarding intimation of Earnings Call of the Company scheduled on Monday, 10th February 2025, to discuss the Operational & Financial performance of the Company for the quarter and nine months ended on 31st December 2024, kindly find enclosed herewith **Q3FY25 Result Presentation** of the Company.

A copy of the same is also available on our website www.shaily.com.

Kindly take the same on record.

Thanking You.

Yours truly,
For Shaily Engineering Plastics Limited

Harish Punwani
Company Secretary & Compliance Officer
M. No. A50950

Encl: a/a



Shaily Engineering Plastics Ltd

Investors Presentation

February 2025

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Key Performance Highlights

Healthcare

Successful participant in Pharma Pack 2025, Paris

Participation in Pharma Pack exhibition in Paris to showcase our innovations in medical device space

Healthcare

Signed 6 contracts for Pen Injectors

Signed 6 contracts with different customers for Pen Injectors for GLP 1 / Other therapies

Consumer

New Business awarded

Awarded business from 2 global retail chains and supplies to start from Q1/Q2 FY26

Consumer

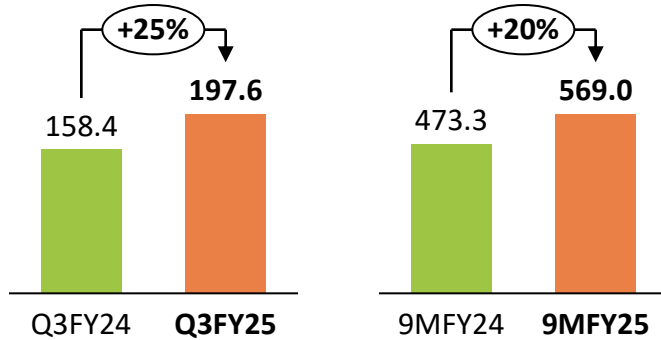
Successful participant in Cosmoprof, Mumbai

Participation in Cosmoprof exhibition in Mumbai to showcase our speciality packaging expertise

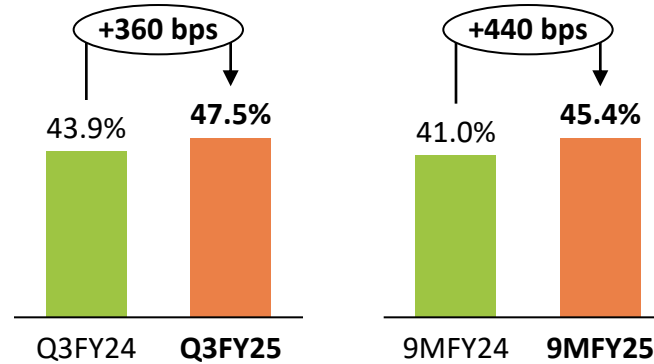
Key Financial Highlights - Q3 & 9M FY25 (Consolidated*)



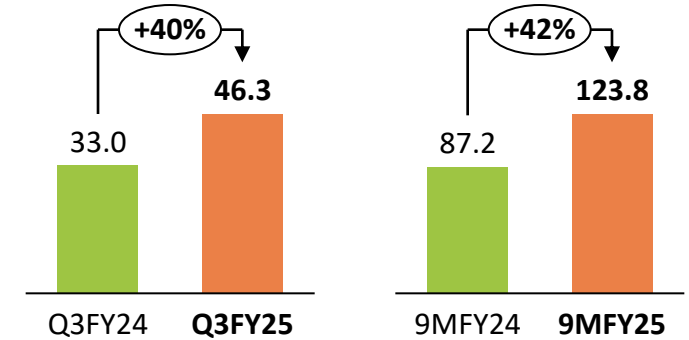
Revenues



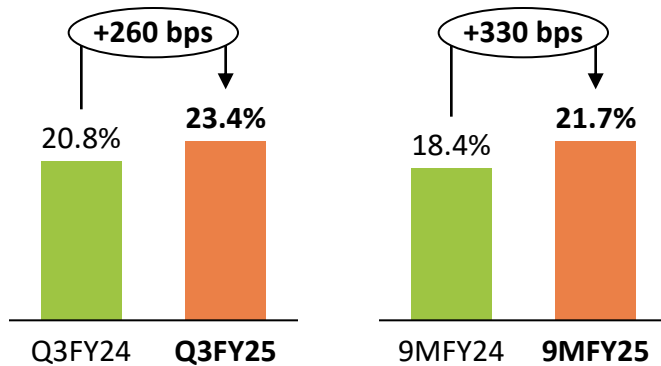
Gross Profit Margin



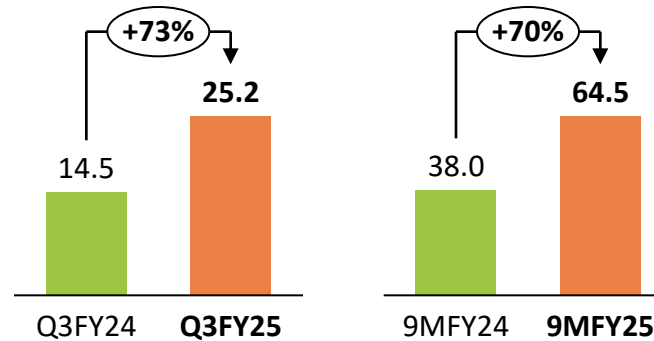
EBITDA



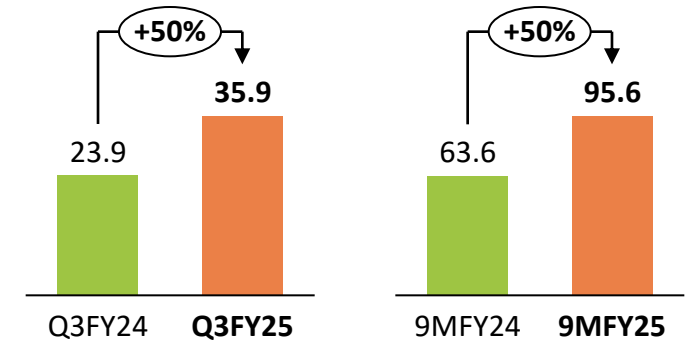
EBITDA Margins



Profit After Tax



Cash PAT#



(Rs. Cr.)

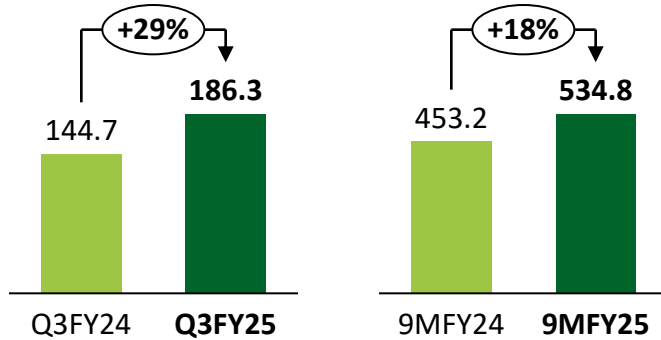
#Cash PAT includes PAT & Depreciation

* Includes the UK Subsidiary Business

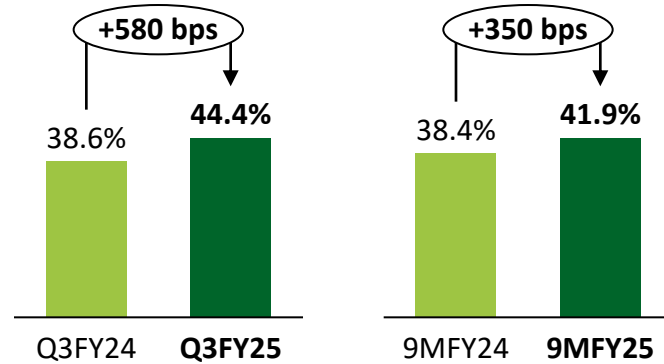
Key Financial Highlights - Q3 & 9M FY25 (Standalone)



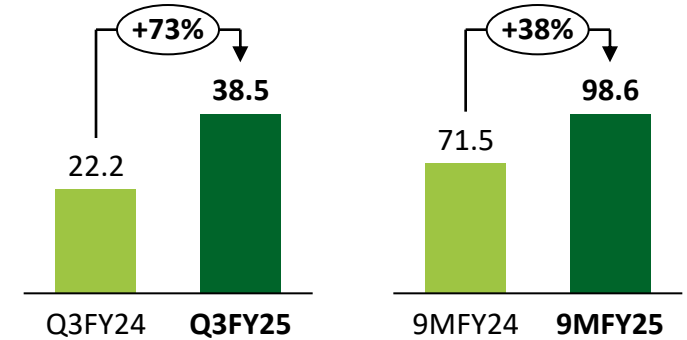
Revenues



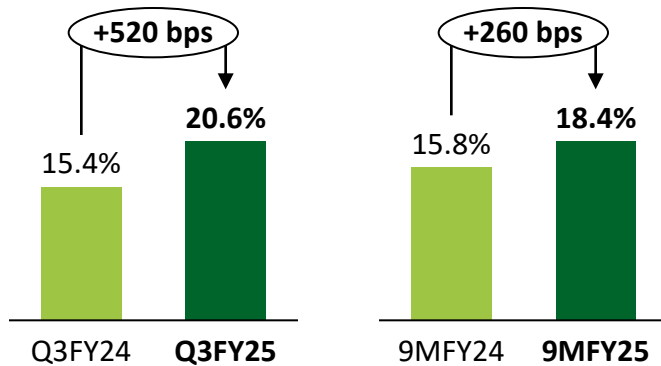
Gross Profit Margin



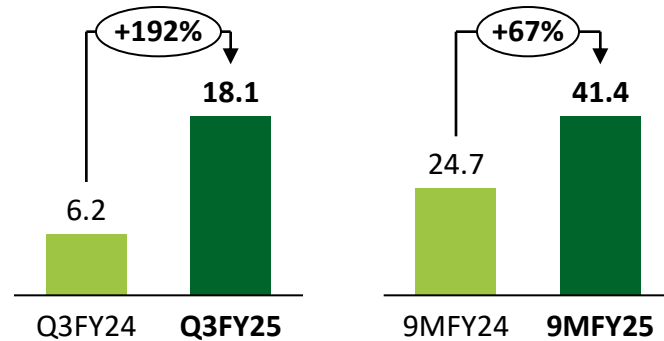
EBITDA



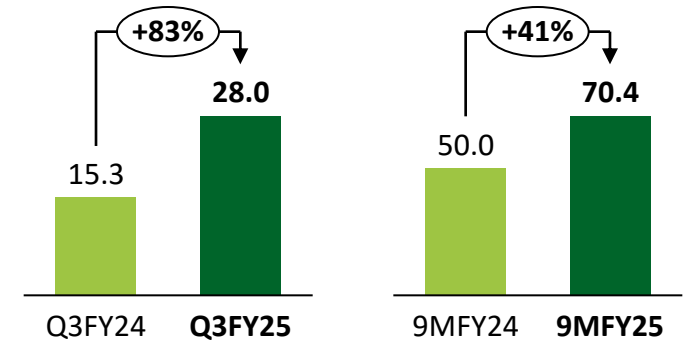
EBITDA Margins



Profit After Tax



Cash PAT#

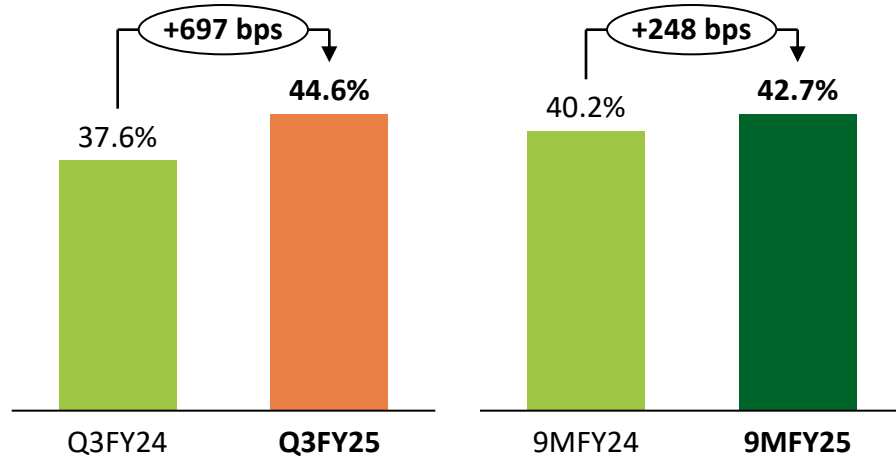


(Rs. Cr.)

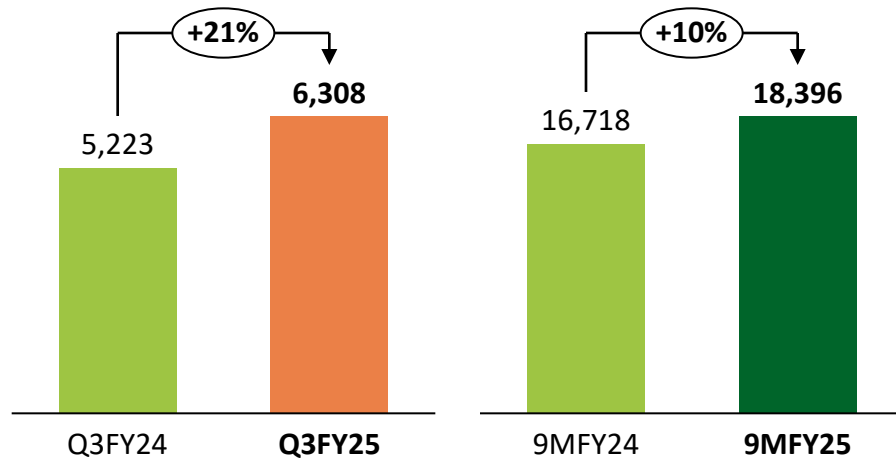
#Cash PAT includes PAT & Depreciation

Operational Trends

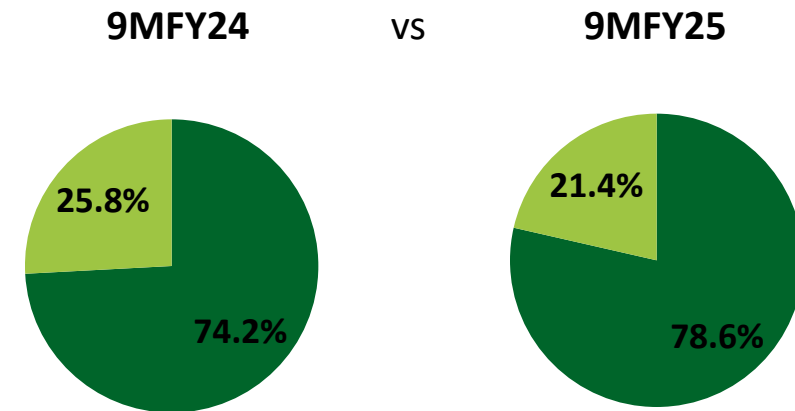
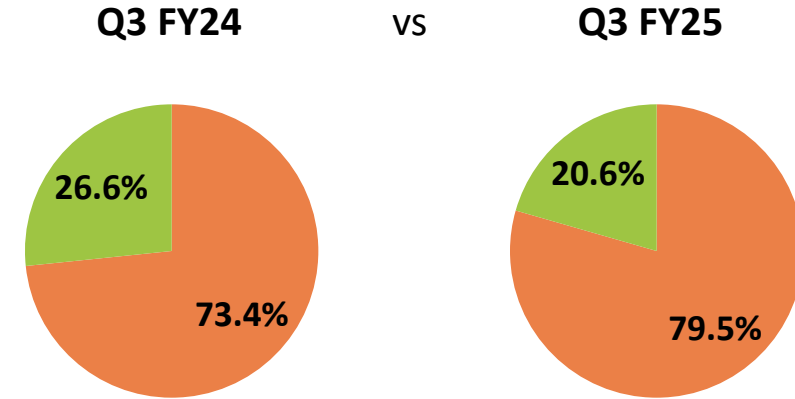
Machine Utilization Across Plants (%)



Volume of Polymers Processed (MT)



Revenue Analysis – Domestic vs. Exports



Profit & Loss Statement



Consolidated

Standalone

Particulars (Rs. Cr.)	Q3 FY25	Q3 FY24	YoY %	9M FY25	9M FY24	YoY %
Revenue	197.6	158.4	25%	569.0	473.3	20%
Raw Material	103.7	88.8		310.6	279.3	
Employee Expenses	19.6	14.7		57.2	41.5	
Other Expenses*	28.4	23.0		79.6	70.3	
Other Income	0.4	1.1		2.2	4.9	
EBITDA	46.3	33.0	40%	123.8	87.2	42%
EBITDA Margin	23.4%	20.8%		21.7%	18.4%	
Depreciation	10.7	9.4		31.1	25.7	
Finance Cost	4.1	5.0		13.0	13.2	
PBT	31.5	18.6	70%	79.7	48.3	65%
PBT Margin	15.9%	11.7%		14.0%	10.2%	
Tax	6.3	4.0		15.1	10.3	
PAT	25.2	14.5	73%	64.5	38.0	70%
PAT Margin	12.8%	9.2%		11.3%	8.0%	
Cash PAT[^]	35.9	23.9	50%	95.6	63.6	50%
Cash PAT Margin	18.1%	15.1%		16.8%	13.4%	

Q3 FY25	Q3 FY24	YoY %	9M FY25	9M FY24	YoY %
186.3	144.7	29%	534.8	453.2	18%
103.7	88.8		310.6	279.3	
17.6	14.5		53.1	40.9	
27.0	20.2		75.5	66.5	
0.4	1.1		2.9	4.9	
38.5	22.2	73%	98.6	71.5	38%
20.6%	15.4%		18.4%	15.8%	
9.9	9.0		29.1	25.2	
4.1	5.0		13.0	13.2	
24.4	8.2	198%	56.5	33.0	71%
13.1%	5.7%		10.6%	7.3%	
6.3	2.0		15.1	8.3	
18.1	6.2	192%	41.4	24.7	67%
9.7%	4.3%		7.7%	5.5%	
28.0	15.3	83%	70.4	50.0	41%
15.0%	10.6%		13.2%	11.0%	

* Other Expenses include Power & Fuel costs

[^] Cash PAT = PAT + Depreciation

Balance Sheet



Particulars (Rs. Crs.)	Sep-24	Mar-24
Non-Current assets		
Property, Plant and Equipments	429.6	435.4
Capital Work in Process	26.7	15.3
Intangible assets	36.0	38.0
Investments	0.0	0.0
Intangible assets under development	8.6	5.1
Financial Assets		
Loans	0.5	0.5
Other Non-Current Assets	20.1	18.3
Income tax assets	1.2	2.7
Total Non-Current Assets	522.6	515.3
Current Assets		
Inventories	101.7	83.6
Financial Assets		
Trade Receivables	136.7	117.4
Cash and Cash Equivalents	15.0	26.4
Loans	0.5	6.4
Other Current Assets	38.7	33.5
Current tax assets (Net)	0.0	0.0
Total Current Assets	292.6	267.2
Total Assets	815.2	782.5

Particulars (Rs. Crs.)	Sep-24	Mar-24
Equity		
Equity Share Capital	9.2	9.2
Other Equity	485.6	450.0
Total Equity	494.8	459.2
Non-Current Liabilities		
Financial Liabilities		
Long-term borrowings	53.2	69.8
Deferred tax liabilities (net)	23.0	20.8
Other long-term liabilities	0.4	1.2
Long-term provisions	2.6	2.2
Total Non-Current Liabilities	79.2	94.1
Current Liabilities		
Short-term borrowings	122.2	138.5
Trade payables	91.7	68.7
Other financial liabilities	9.8	10.3
Other current liabilities	12.2	10.4
Short-term provisions	4.7	1.3
Current tax liabilities (net)	0.7	0.0
Total Current Liabilities	241.2	229.2
Total Equity and Liabilities	815.2	782.5

Balance Sheet



Particulars	Sep-24	Mar-24
Non-Current assets		
Property, Plant and Equipments	428.4	434.9
Capital Work in Process	26.7	15.3
Intangible assets	16.8	17.8
Investments	11.3	20.6
Intangible assets under development	3.5	2.1
Financial Assets		
Loans	0.5	0.5
Other Non-Current Assets	20.1	18.3
Income tax assets	0.0	2.3
Total Non-Current Assets	507.2	511.8
Current Assets		
Inventories	101.7	83.6
Financial Assets		
Trade Receivables	113.8	111.7
Cash and Cash Equivalentents	5.8	8.6
Loans	0.5	6.4
Other Current Assets	32.3	29.9
Current tax assets (Net)	0.0	0.0
Total Current Assets	254.1	240.3
Total Assets	761.3	752.1

Particulars	Sep-24	Mar-24
Equity		
Equity Share Capital	9.2	9.2
Other Equity	439.8	422.3
Total Equity	449.0	431.5
Non-Current Liabilities		
Financial Liabilities		
Long-term borrowings	53.2	69.8
Deferred tax liabilities (net)	21.9	20.4
Other long-term liabilities	0.4	1.2
Long-term provisions	2.6	2.2
Total Non-Current Liabilities	78.1	93.6
Current Liabilities		
Short-term borrowings	122.2	138.5
Trade payables	90.5	67.2
Other financial liabilities	9.8	10.3
Other current liabilities	6.4	9.7
Short-term provisions	4.7	1.3
Current tax liabilities (net)	0.7	0.0
Total Current Liabilities	234.2	227.0
Total Equity and Liabilities	761.3	752.1

Cash Flow Statement



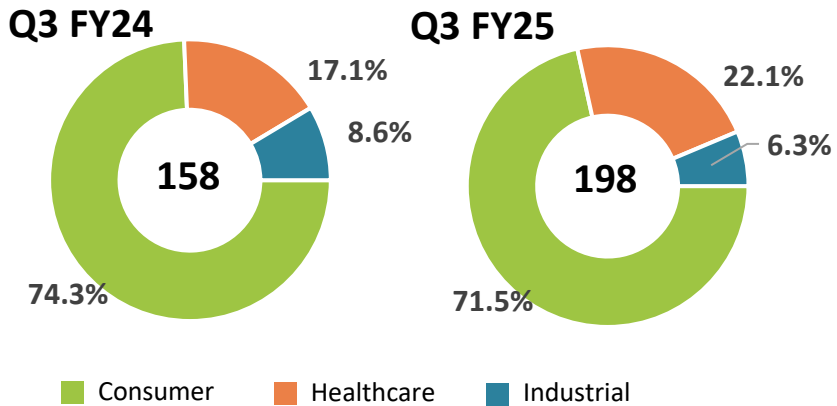
Consolidated

Standalone

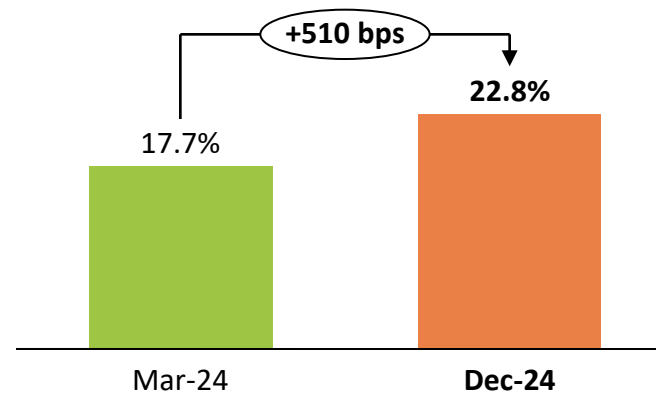
Particulars (Rs. Cr.)	H1 FY25	H1 FY24
Profit Before Tax	48.2	29.7
Adjustments	28.4	23.3
Operating profit before working capital changes	76.6	53.0
Changes in working capital	-6.6	-12.0
Cash generated from operations	69.9	41.0
Direct taxes paid (net of refund)	-3.6	-3.9
Net Cash from Operating Activities	66.3	37.1
Net Cash from Investing Activities	-32.2	-51.8
Net Cash from Financing Activities	-45.9	15.2
Net Change in cash and cash equivalents	-11.8	0.5
Add: Cash & Cash equivalents at the beginning of the period	22.2	19.1
Closing Cash Balance	10.4	19.6

H1 FY25	H1 FY24
32.1	24.8
23.8	23.2
55.9	48.0
9.5	-8.5
65.4	39.4
-3.6	-3.9
61.8	35.6
-19.2	-54.6
-45.9	15.2
-3.3	-3.8
4.4	17.7
1.2	13.9

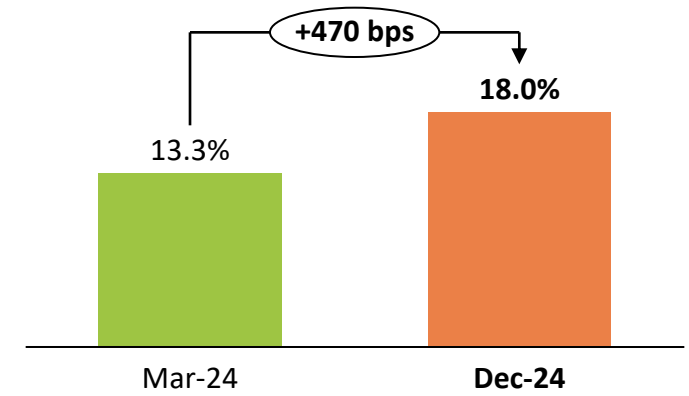
Revenue Breakup (Rs. Crs.)



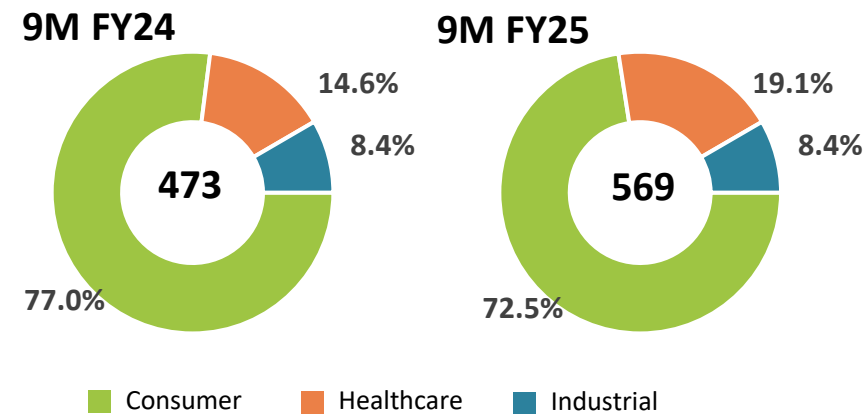
RoCE



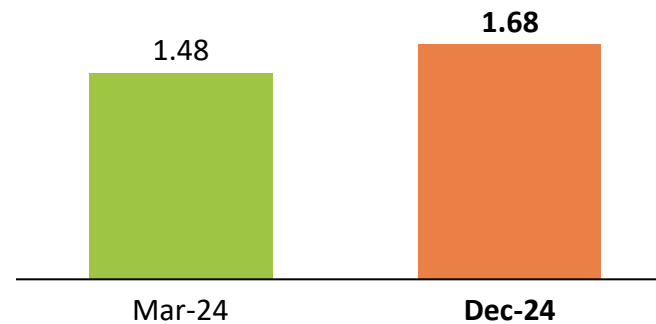
RoE



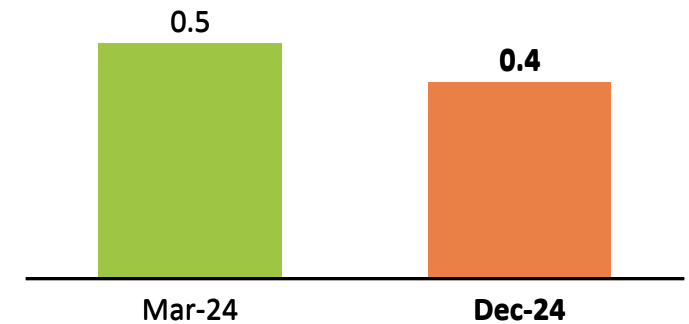
Revenue Breakup (Rs. Crs.)



Fixed Asset Turnover



Total Debt / Equity



Enriching Lives Through Plastics



Shaily Engineering Plastics Limited is India's largest exporter of plastics components. Established in 1987, the Company provides end-to-end solutions in plastic products and services, whilst delivering superior quality and value to all stakeholders. The Company employs over 2,000+ employees and have over 200+ injection molding machines, with precise, high speed automated and robotic production lines.

Revenue*
Rs. 644 Crores
FY 24

7 Facilities in Gujarat
6 for Plastic
1 for Steel Furniture

Long-standing global relationships with marquee clients

200+
Injection moulding machines

Over
2,000 employees
across 7 plants

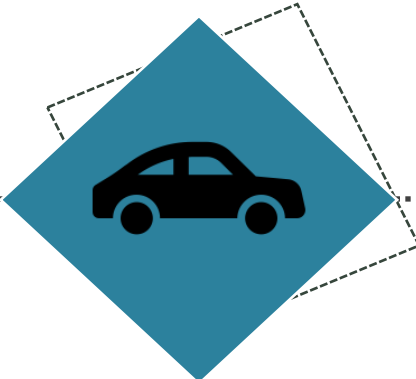
De-risked Business Model





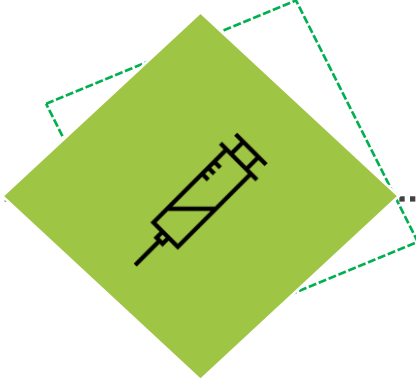
Consumer

- ✓ Home Furnishings
- ✓ FMCG Packaging
- ✓ LED Lights
- ✓ Toys
- ✓ Carbon Steel Furniture



Industrial

- ✓ Automotive Components
- ✓ Appliances
- ✓ High Performance Engineering Components

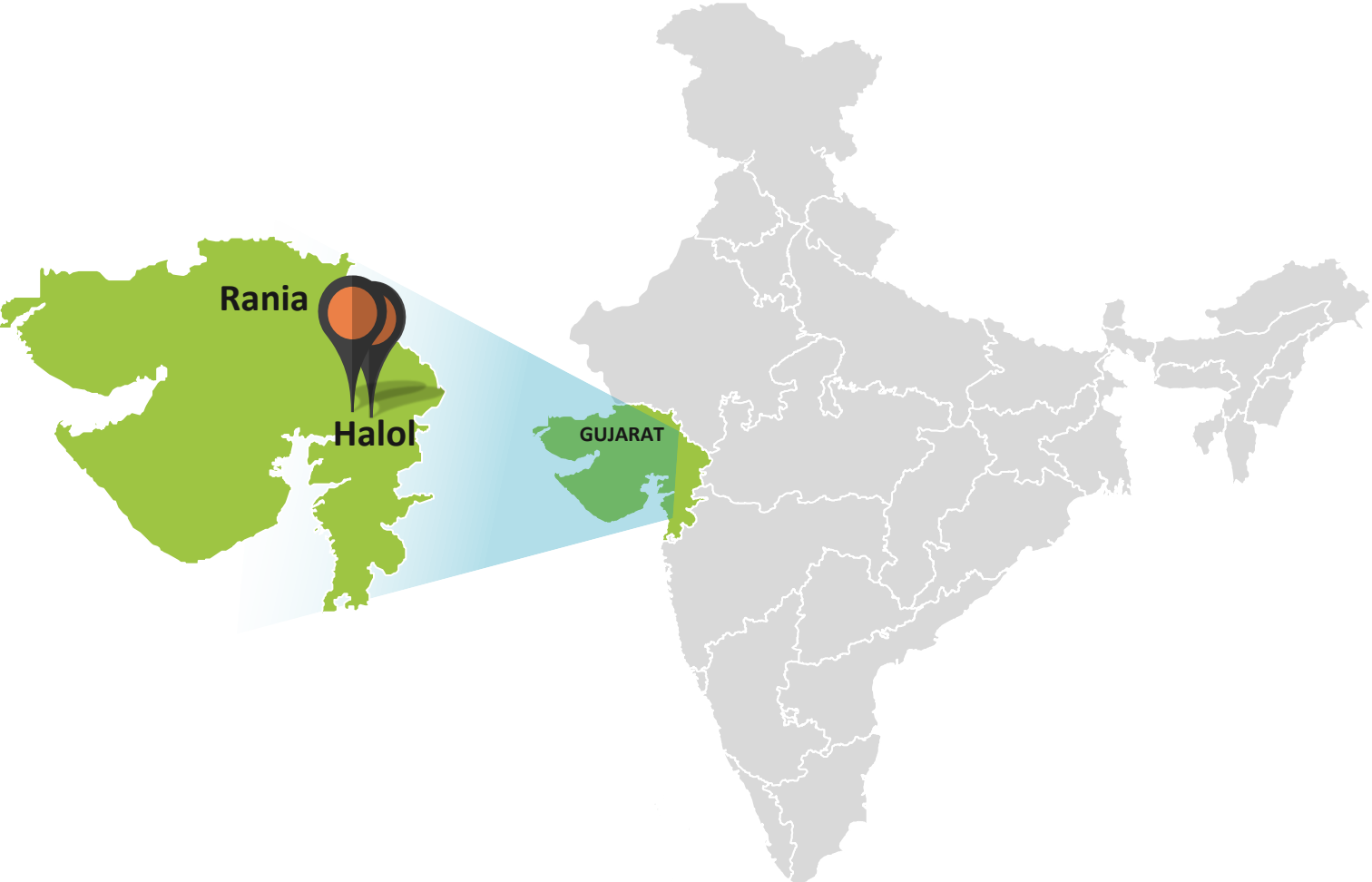


Healthcare

- ✓ Platform Devices
- ✓ Drug Delivery Devices
- ✓ Pharma Packaging



7 Facilities with over 200 molding machines ranging from 35 tons to 1,000 tons



Rania

- ❖ Export Oriented Unit
- ❖ Pharma (Dedicated ISO Class 8 clean room manufacturing facility)
- ❖ Others

Halol (Existing)

- ❖ Automotive & Engineering

Halol (New)

- ❖ Carbon Steel
- ❖ Plastic

Executive Chairman

Mr. Mahendra Sanghvi

Whole Time Director

Ms. Tilottama Sanghvi

Managing Director

Mr. Amit Sanghvi

Executive Director

Mr. Laxman Sanghvi

Independent Director

Dr. Shailesh Ayyangar

Independent Director

Mr. Ranjit Singh

Independent Director

Mr. Samaresh Parida

Independent Director

Mrs. Sangeeta Singh

LONG TERM BANK FACILITIES

Rs. 238.45 Crs.; reduced from Rs. 283 Crs.

CARE A; Outlook: Stable
Rating Action: Reaffirmed

SHORT TERM BANK FACILITIES

Rs. 35 Crs.

CARE A1
Rating Action: Reaffirmed



Long and established track record in the plastic injection molding business along with experienced Promoters



Growth in Total operating income on the back of increased volumes & higher exports



Sustainable healthy operating margin along with strengthening leverage and debt coverage indicators



New business confirmations from existing clients along with addition of marquee clients across diversified industries



Sustainable healthy operating margin along with strengthening leverage and debt coverage indicators

Historical Profit & Loss Statement



Consolidated

Standalone

Particulars (Rs. Cr.)	FY24	FY23
Revenue	643.9	607.1
Raw Material	370.1	386.5
Employee Expenses	57.3	47.9
Other Expenses*	99.5	80.8
Other Income	6.5	4.5
EBITDA	123.4	96.4
EBITDA Margin	19.2%	15.9%
Depreciation	35.7	33.3
Finance Cost	17.9	17.9
PBT	69.8	45.2
PBT Margin	10.8%	7.4%
Tax	12.6	10.1
PAT	57.3	35.1
PAT Margin	8.9%	5.8%
Cash PAT[^]	93.0	68.5
Cash PAT Margin	14.4%	11.3%

FY24	FY23
616.0	599.7
370.1	386.5
55.9	47.2
95.2	79.4
6.5	4.5
101.3	91.1
16.4%	15.2%
34.7	33.2
17.9	17.9
48.7	40.1
7.9%	6.7%
12.6	10.1
36.1	30.0
5.9%	5.0%
70.8	63.2
11.5%	10.5%

* Other Expenses include Power & Fuel costs

[^] Cash PAT = PAT + Depreciation

Historical Balance Sheet



Particulars	Mar-24	Mar-23
Non-Current assets		
Property, Plant and Equipments	435.4	347.9
Capital Work in Process	15.3	49.0
Intangible assets	38.0	19.0
Investments	0.0	0.0
Intangible assets under development	5.1	19.3
Financial Assets		
Loans	0.5	0.5
Other Non-Current Assets	18.3	17.2
Income tax assets	2.7	2.1
Total Non-Current Assets	515.3	455.0
Current Assets		
Inventories	83.6	73.0
Financial Assets		
Trade Receivables	117.4	91.9
Cash and Cash Equivalents	26.4	23.0
Loans	6.4	5.7
Other Current Assets	33.5	44.1
Current tax assets (Net)	0.0	0.0
Total Current Assets	267.2	237.7
Total Assets	782.5	692.7

Particulars	Mar-24	Mar-23
Equity		
Equity Share Capital	9.2	9.2
Other Equity	450.0	392.2
Total Equity	459.2	401.4
Non-Current Liabilities		
Financial Liabilities		
Long-term borrowings	69.8	62.5
Deferred tax liabilities (net)	20.8	17.0
Other long-term liabilities	1.2	1.2
Long-term provisions	2.2	2.3
Total Non-Current Liabilities	94.1	83.1
Current Liabilities		
Short-term borrowings	138.5	124.3
Trade payables	68.7	53.4
Other financial liabilities	10.3	9.3
Other current liabilities	10.4	20.0
Short-term provisions	1.3	1.2
Current tax liabilities (net)	0.0	0.0
Total Current Liabilities	229.2	208.2
Total Equity and Liabilities	782.5	692.7

Historical Balance Sheet



Particulars	Mar-24	Mar-23
Non-Current assets		
Property, Plant and Equipments	434.9	348.6
Capital Work in Process	15.3	49.0
Intangible assets	17.8	13.8
Investments	20.6	15.4
Intangible assets under development	2.1	5.7
Financial Assets		
Loans	0.5	0.5
Other Non-Current Assets	18.3	17.2
Income tax assets	2.3	2.1
Total Non-Current Assets	511.8	452.3
Current Assets		
Inventories	83.6	73.0
Financial Assets		
Trade Receivables	111.7	88.8
Cash and Cash Equivalents	8.6	17.7
Loans	6.4	13.7
Other Current Assets	29.9	39.2
Current tax assets (Net)	0.0	0.0
Total Current Assets	240.3	232.4
Total Assets	752.1	684.6

Particulars	Mar-24	Mar-23
Equity		
Equity Share Capital	9.2	9.2
Other Equity	422.3	386.5
Total Equity	431.5	395.6
Non-Current Liabilities		
Financial Liabilities		
Long-term borrowings	69.8	62.5
Deferred tax liabilities (net)	20.4	16.9
Other long-term liabilities	1.2	1.2
Long-term provisions	2.2	2.3
Total Non-Current Liabilities	93.6	82.9
Current Liabilities		
Short-term borrowings	138.5	123.2
Trade payables	67.2	51.7
Other financial liabilities	10.3	10.4
Other current liabilities	9.7	19.5
Short-term provisions	1.3	1.2
Current tax liabilities (net)	0.0	0.0
Total Current Liabilities	227.0	206.1
Total Equity and Liabilities	752.1	684.6

Cash Flow Statement



Particulars (Rs. Cr.)	Consolidated		Standalone	
	FY24	FY23	FY24	FY23
Profit Before Tax	69.8	45.2	48.7	40.1
Adjustments	58.2	51.4	56.2	50.4
Operating profit before working capital changes	128.0	96.6	104.8	90.5
Changes in working capital	-27.0	-0.6	-21.6	0.2
Cash generated from operations	101.0	96.0	83.3	90.7
Direct taxes paid (net of refund)	-8.8	-6.0	-8.8	-6.0
Net Cash from Operating Activities	92.3	90.0	74.5	84.7
Net Cash from Investing Activities	-99.0	-100.9	-92.4	-93.3
Net Cash from Financing Activities	9.8	-5.1	4.6	-5.1
Net Change in cash and cash equivalents	3.1	-16.0	-13.3	-13.7
Add: Cash & Cash equivalents at the beginning of the period	19.1	35.1	17.7	31.4
Closing Cash Balance	22.2	19.1	4.4	17.7



Company :

Investor Relations Advisors :

Shaily Engineering Plastics Ltd.
CIN – L51900GJ1980PLC065554

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285

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