



CIN # L51900GJ1980PLC065554



SEPL/SE/May/23-24
24th May 2024

**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: Q4 & FY24 – Investor Presentation

Ref: Regulation 30 of the SEBI Listing Regulations, 2015

Dear Sir,

In continuation to our letter dated 18th May 2024, regarding intimation of Earnings Call of the Company scheduled on Monday, 27th May 2024 at 3:30 p.m., IST, to discuss the operational & financial performance of the Company for the quarter ended on 31st March 2024, kindly find enclosed herewith **Q4 & FY24 Investor 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

**Dimple Mehta
Company Secretary & Compliance Officer
M. No. A 31582**

Encl: a/a



Shaily Engineering Plastics Ltd

Investors Presentation

May 2024

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Key Performance Highlights

Home Furnishing

New Business Confirmation

1 New Product – Carbon Steel

1 New Product – Plastics

Appliances

New business confirmed for supply of knobs for export

Healthcare

Business confirmed with 3 customers for supply of pen injectors

Appointment of CFO

Company appoints
Mr. Paresh Jain as Chief Financial Officer (CFO) w.e.f. 24th May 2024

Mr. Sanjay Shah has been redesignated as the Chief Strategy Officer (CSO) of the Company w.e.f. 24th May 2024

Dividend

The Board of Directors has recommended a Final Dividend of Re. 1 per Equity Share of Face Value of Rs. 2 each of the Company (50% of Face Value)

GE Appliances

New Knobs Business

Total Business Value
Rs. **40** crores per annum

Home Furnishing (Plastics)

New Business
(Supplies start Q2FY25)

Total Business Value
Rs. **50** crores per annum

Pharma

New Applicator Project
(Supplies start Q2FY25)

Total Business Value
Rs. **35** crores per annum

Personal Care

Business awarded for
supply of caps by FMCG
Customer Components
confirmed

Home Furnishing (Carbon Steel)

Business confirmation for
additional volumes

This will **improve utilization**
going ahead

Automotive

3 New Products confirmed
with 2 customers

Total Business Value
Rs. **5** crores per annum

FMCG

New Packaging Development
Confirmed

ASCO : New order for supply
of 6 components

Pharma

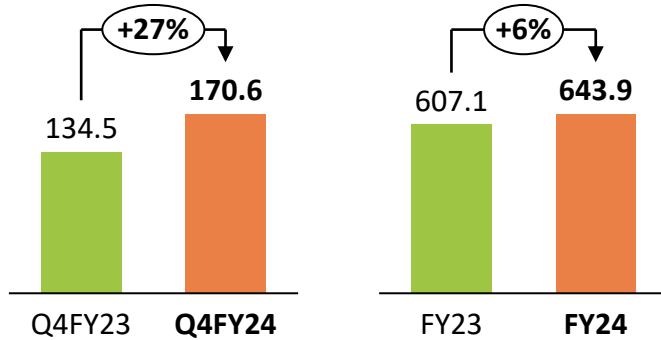
Contracts signed for
development and supply of
Pen injectors

Total Contracts Received
4

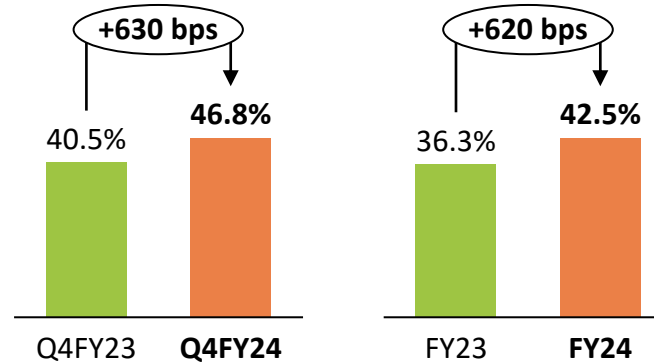
Key Financial Highlights - Q4 & FY24 (Consolidated*)



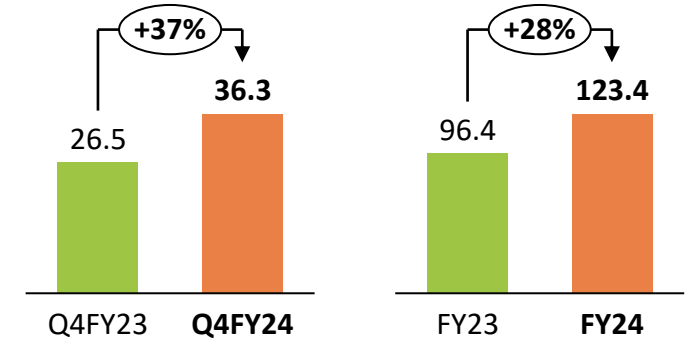
Revenues



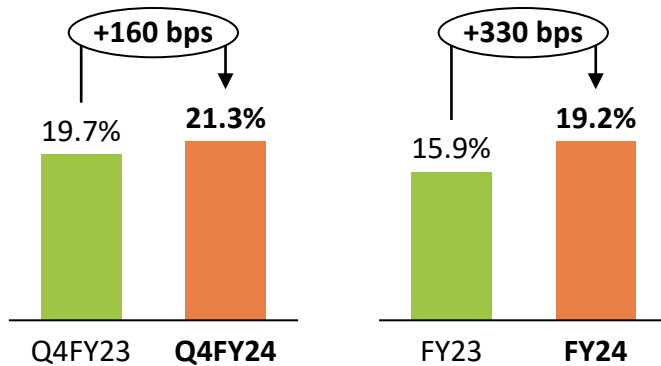
Gross Profit Margin



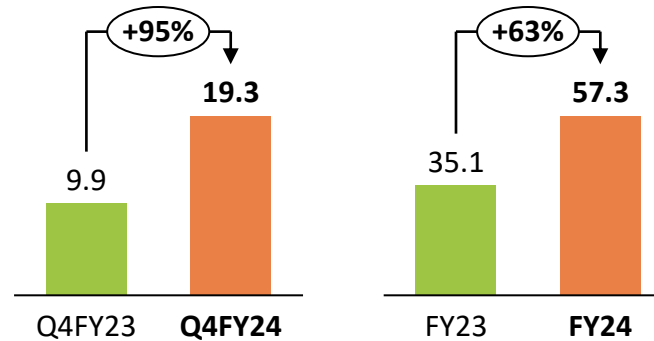
EBITDA



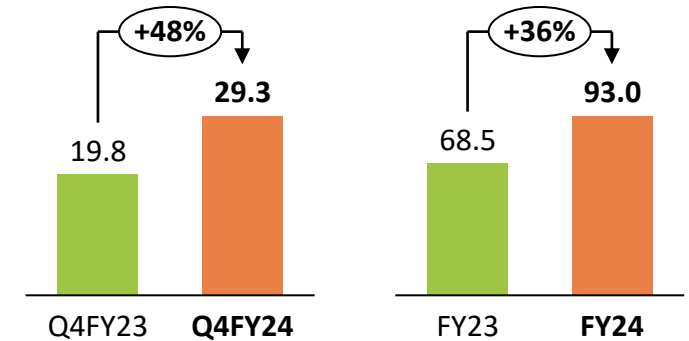
EBITDA Margins



Profit After Tax



Cash PAT#



(Rs. Cr.)

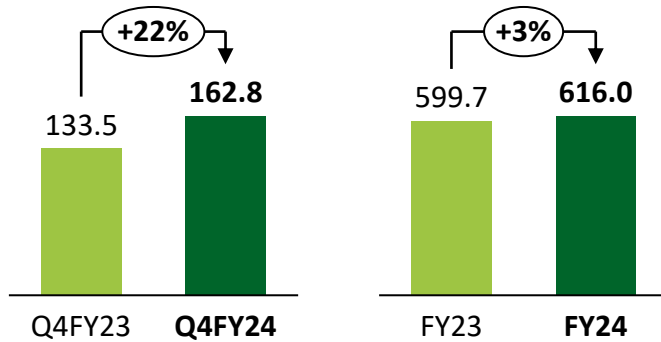
#Cash PAT includes PAT & Depreciation

* Includes the UK Subsidiary Business

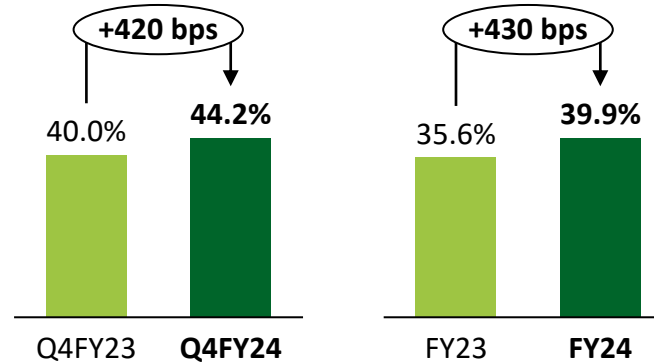
Key Financial Highlights - Q4 & FY24 (Standalone)



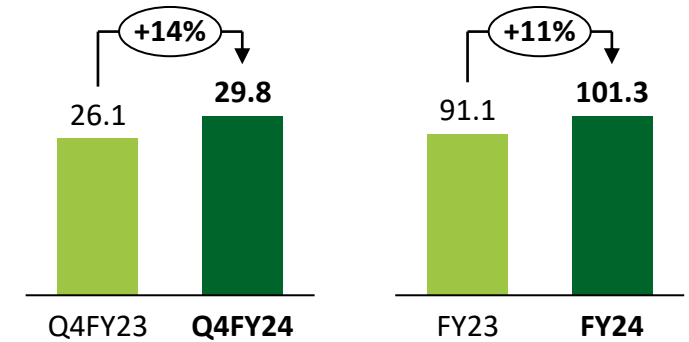
Revenues



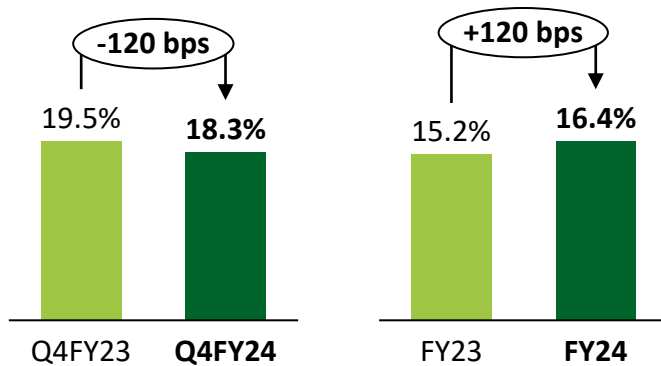
Gross Profit Margin



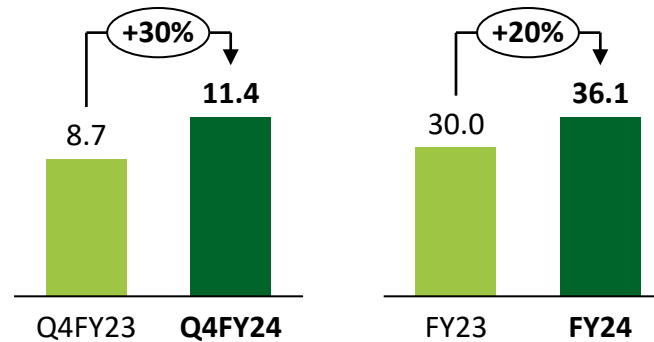
EBITDA



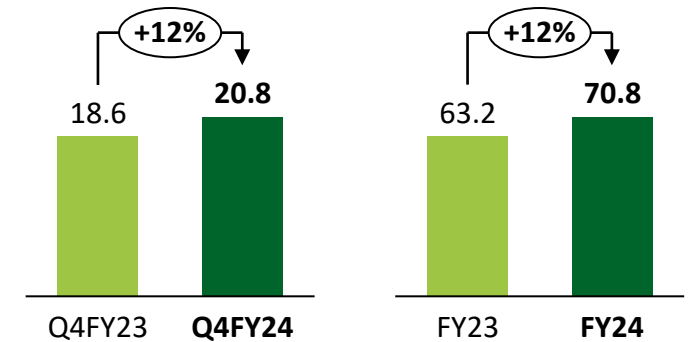
EBITDA Margins



Profit After Tax



Cash PAT[#]

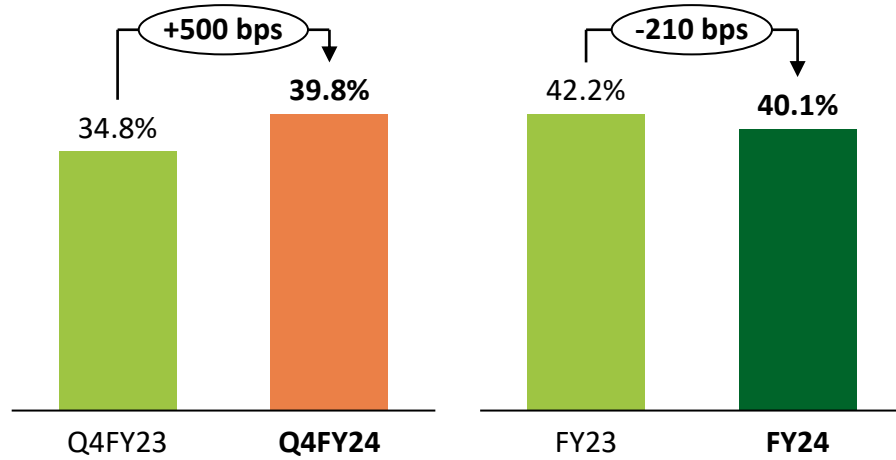


(Rs. Cr.)

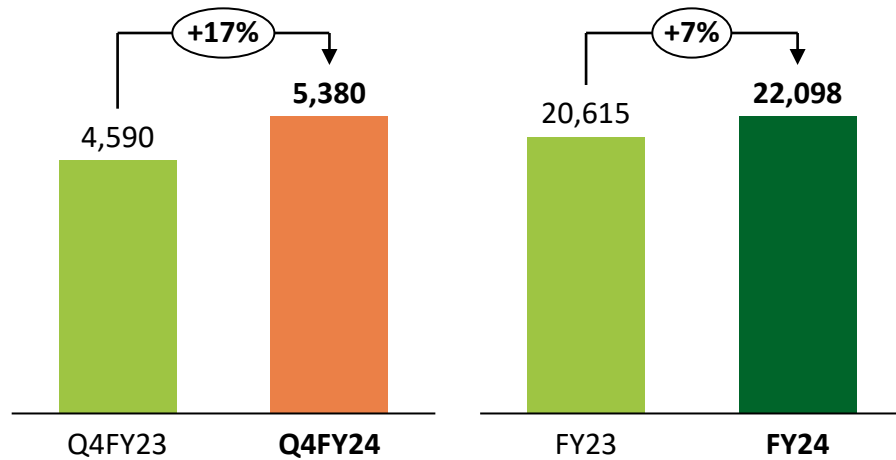
[#]Cash PAT includes PAT & Depreciation

Operational Trends

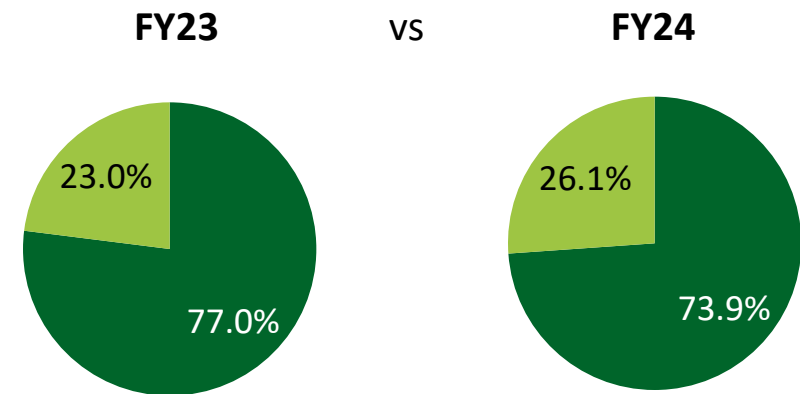
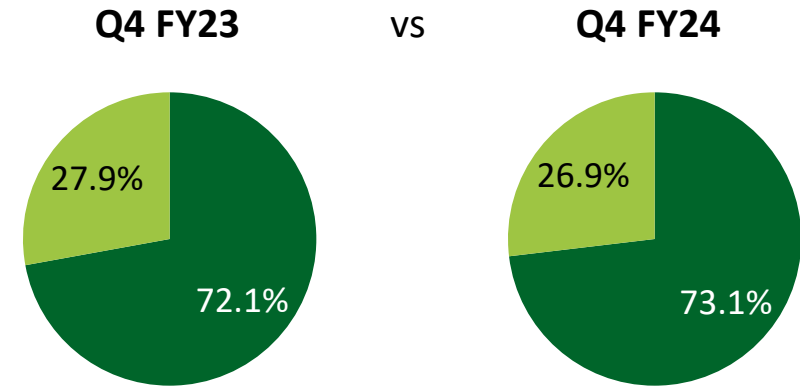
Machine Utilization Across Plants (%)



Volume of Polymers Processed (MT)



Revenue Analysis – Domestic vs. Exports



Profit & Loss Statement



Consolidated

Standalone

Particulars (Rs. Cr.)	Q4 FY24	Q4 FY23	YoY %	FY24	FY23	YoY %
Revenue	170.6	134.5	27%	643.9	607.1	6%
Raw Material	90.8	80.1		370.1	386.5	
Employee Expenses	15.8	12.0		57.3	47.9	
Other Expenses*	29.3	17.2		99.5	80.8	
Other Income	1.6	1.3		6.5	4.5	
EBITDA	36.3	26.5	37%	123.4	96.4	28%
EBITDA Margin	21.3%	19.7%		19.2%	15.9%	
Depreciation	10.0	9.9		35.7	33.3	
Finance Cost	4.7	4.9		17.9	17.9	
PBT	21.6	11.7	84%	69.8	45.2	55%
PBT Margin	12.6%	8.7%		10.8%	7.4%	
Tax	2.2	1.8		12.6	10.1	
PAT	19.3	9.9	95%	57.3	35.1	63%
PAT Margin	11.3%	7.4%		8.9%	5.8%	
Cash PAT[^]	29.3	19.8	48%	93.0	68.5	36%
Cash PAT Margin	17.2%	14.7%		14.4%	11.3%	

Q4 FY24	Q4 FY23	YoY %	FY24	FY23	YoY %
162.8	133.5	22%	616.0	599.7	3%
90.8	80.1		370.1	386.5	
15.0	11.8		55.9	47.2	
28.7	16.8		95.2	79.4	
1.6	1.3		6.5	4.5	
29.8	26.1	14%	101.3	91.1	11%
18.3%	19.5%		16.4%	15.2%	
9.5	9.8		34.7	33.2	
4.7	4.9		17.9	17.9	
15.7	11.4	38%	48.7	40.1	22%
9.6%	8.5%		7.9%	6.7%	
4.3	2.6		12.6	10.1	
11.4	8.7	30%	36.1	30.0	20%
7.0%	6.5%		5.9%	5.0%	
20.8	18.6	12%	70.8	63.2	12%
12.8%	13.9%		11.5%	10.5%	

* Other Expenses include Power & Fuel costs

[^] Cash PAT = PAT + Depreciation

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

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



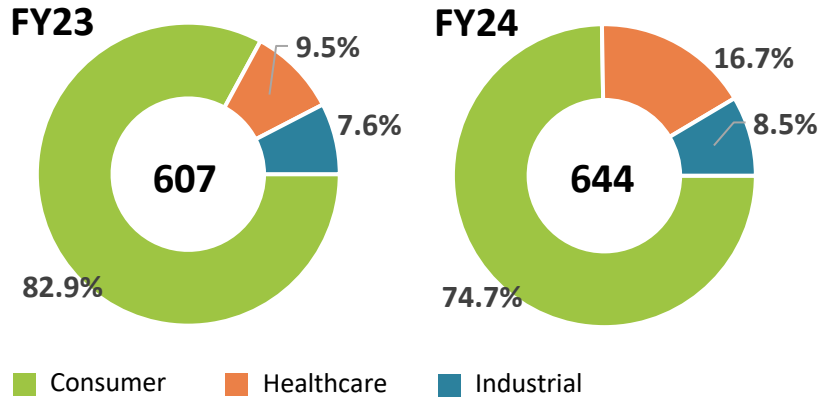
Particulars (Rs. Cr.)	FY24	FY23
Profit Before Tax	69.8	45.2
Adjustments	58.2	51.4
Operating profit before working capital changes	128.0	96.6
Changes in working capital	-27.0	-0.6
Cash generated from operations	101.0	96.0
Direct taxes paid (net of refund)	-8.8	-6.0
Net Cash from Operating Activities	92.3	90.0
Net Cash from Investing Activities	-99.0	-100.9
Net Cash from Financing Activities	9.8	-5.1
Net Change in cash and cash equivalents	3.1	-16.0
Add: Cash & Cash equivalents at the beginning of the period	19.1	35.1
Closing Cash Balance	22.2	19.1

Cash Flow Statement

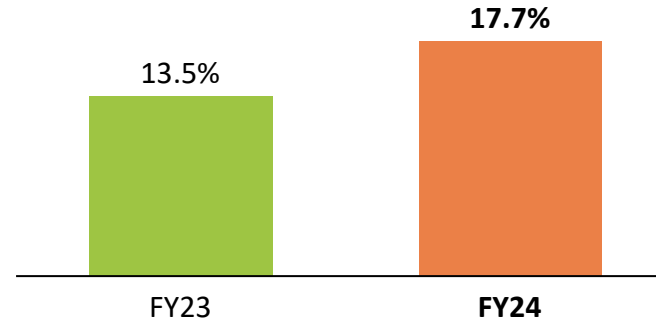


Particulars (Rs. Cr.)	FY24	FY23
Profit Before Tax	48.7	40.1
Adjustments	56.2	50.4
Operating profit before working capital changes	104.8	90.5
Changes in working capital	-21.6	0.2
Cash generated from operations	83.3	90.7
Direct taxes paid (net of refund)	-8.8	-6.0
Net Cash from Operating Activities	74.5	84.7
Net Cash from Investing Activities	-92.4	-93.3
Net Cash from Financing Activities	4.6	-5.1
Net Change in cash and cash equivalents	-13.3	-13.7
Add: Cash & Cash equivalents at the beginning of the period	17.7	31.4
Closing Cash Balance	4.4	17.7

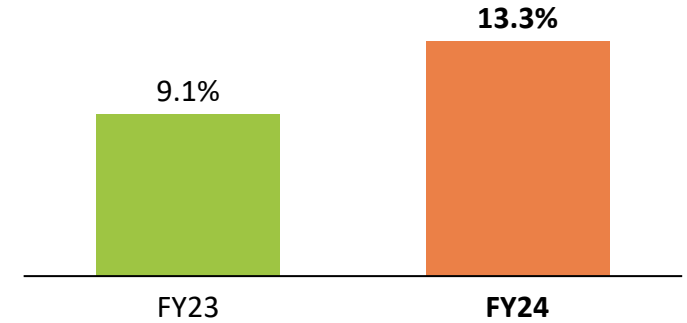
Revenue Breakup (Rs. Crs.)



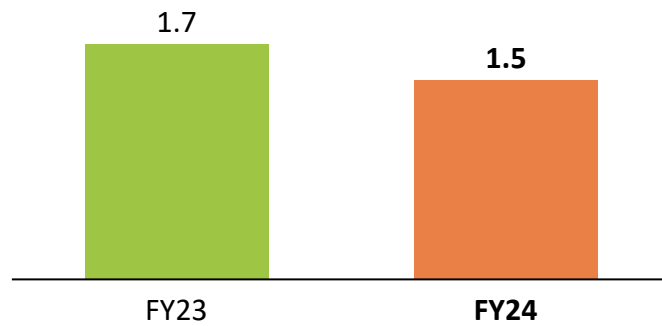
RoCE



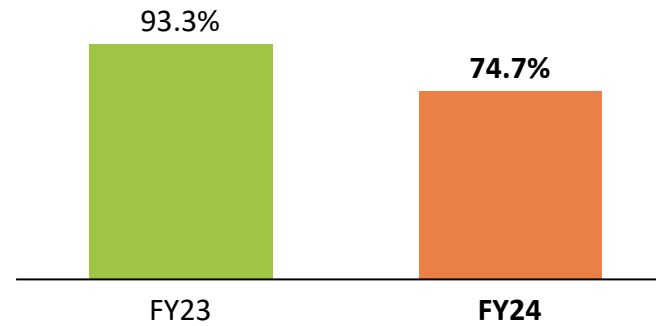
RoE



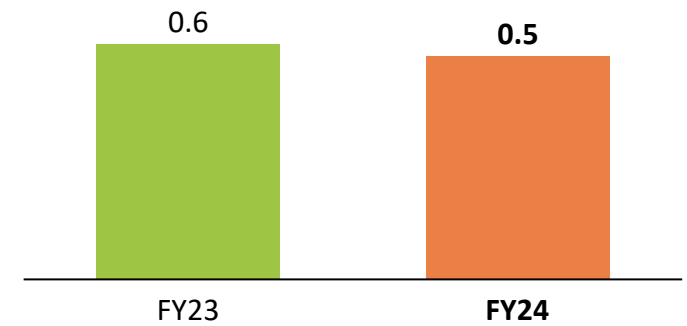
Fixed Asset Turnover



OCF to EBITDA



Total Debt / Equity



Enriching Lives Through Plastics



Founded in
1987

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

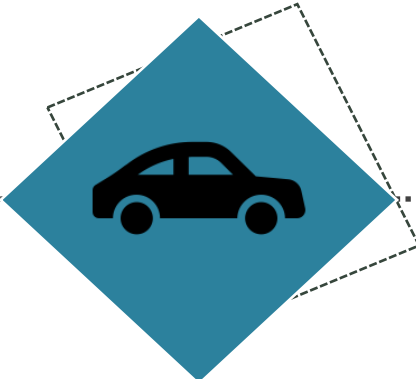
De-risked Business Model





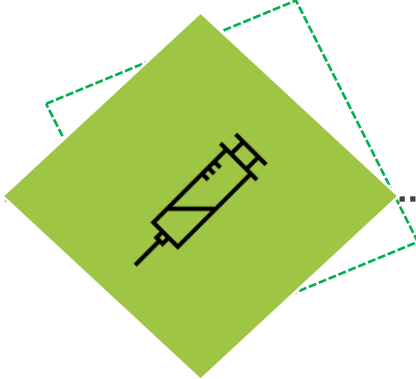
Consumer

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



Industrial

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

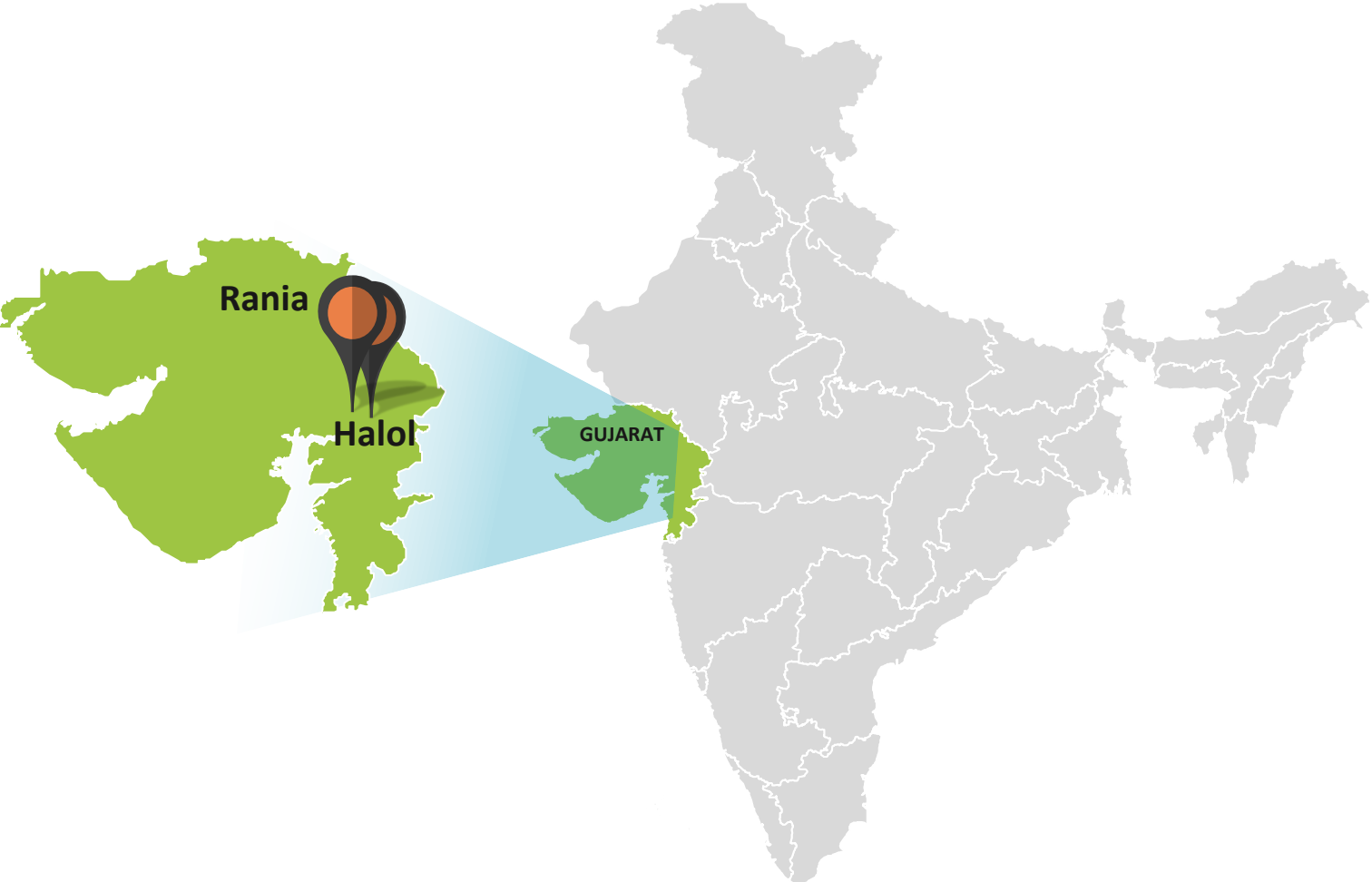


Healthcare

- ✓ 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

Mr. Milin Mehta

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. 283 Crs.; enhanced from Rs. 243.17 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



Company :

Investor Relations Advisors :

Shaily Engineering Plastics Ltd.
CIN – L51900GJ1980PLC065554

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285

Mr. Sanjay Shah, Chief Strategy Officer
sanjay@shaily.com

Mr. Shogun Jain / Mr. Deven Dhruva
shogun.jain@sgapl.net / deven.dhruva@sgapl.net

www.shaily.com

+91 77383 77756 / +91 98333 73300

www.sgapl.net
