

SH/13/2023
28th July, 2023

National Stock Exchange of India Ltd.,
Exchange Plaza, 5th floor,
Plot No. C/1, G. Block,
Bandra-Kurla Complex,
Bandra (East),
MUMBAI – 400051

BSE Limited.,
Market-Operations Dept.
1st floor, New Trading Ring,
Rotunda Bldg. P.J.Towers,
Dalal Street, Fort,
MUMBAI 400023

Sub.: Investor Presentation- June, 2023

Sirs

Enclosed please find Investor Presentation June, 2023

Please take the same on records

Thanking you,

Yours faithfully,
For The Supreme Industries Ltd.



(R.J. Saboo)
VP (Corporate Affairs) &
Company Secretary



Encl.: a/a.

The Supreme Industries Limited

Regd. Office : 612, Raheja Chambers, Nariman Point, Mumbai 400021, INDIA.

CIN : L35920MH1942PLC003554 **PAN :** AAAC1344F

+91-022-6257 0000 / 6257 0025

sil_narimanpoint@supreme.co.in



Corporate Office : 1161 & 1162, Solitaire Corporate Park, Bldg. No. 11, 167, Guru Hargovindji Marg, Andheri - Ghatkopar Link Road, Chakala, Andheri (East), Mumbai 400 093, INDIA. ☎ +91 (022) 6257 0000, 6257 0025 ✉ sil_narimanpoint@supreme.co.in 🌐 www.supreme.co.in

INVESTORS PRESENTATION

Q1 - FY 2023-24



FLOW OF THE PRESENTATION

- FINANCIAL PERFORMANCE HIGHLIGHTS – Q1 FY24
- SUMMARISED INCOME STATEMENT
- KEY SEGMENT PERFORMANCE – Q1 FY24
- WORKING CAPITAL CYCLE
- THE SUPREME GROUP
- A CURTAIN RAISER– THE SUPREME INDUSTRIES LTD.
- THE SUPREME INDUSTRIES LTD. AT A GLANCE
- ORGANISATION & MANAGEMENT TEAM
- BUSINESS VERTICALS
- PRODUCT PORTFOLIO GLIMPSE
- GLIMPSE OF NEW PRODUCT INTRODUCED – Q1 FY24
- SUPREME PRESENCE IN INDIA
- VIRTUAL TOUR OF PLANTS
- BRAND PROMOTION & AWARENESS
- SUSTAINABILITY
- A RESPONSIBLE CORPORATE CITIZEN



Strong Volume Growth

- Volume increased by 36% y-o-y to 148,544 MT vs. 108,922 MT LY
- Revenue increased by 7% y-o-y to Rs.2369 Cr vs. Rs.2206 Cr LY



Profitability Improvement

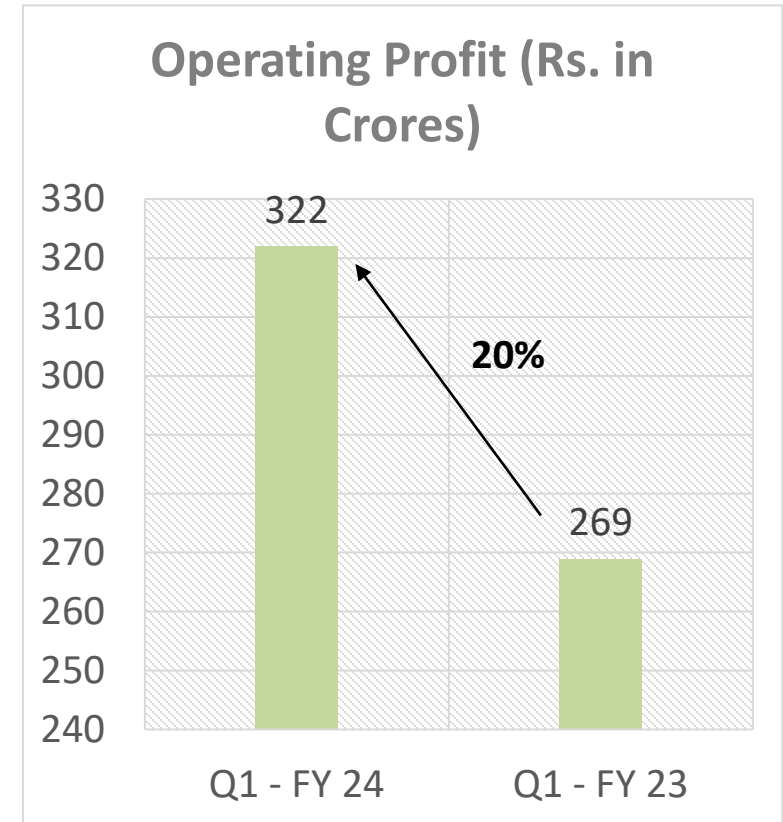
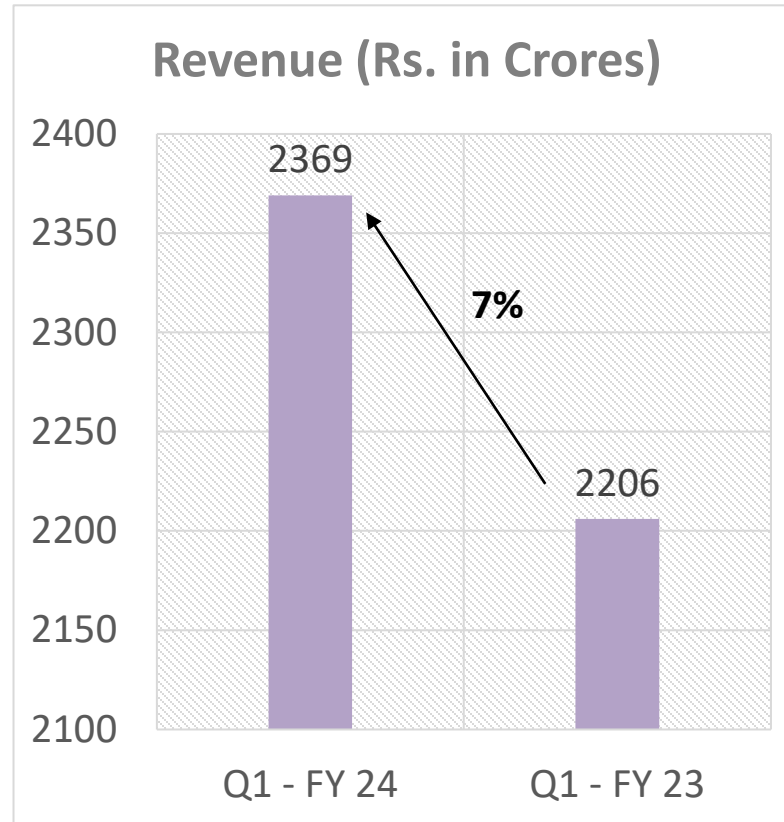
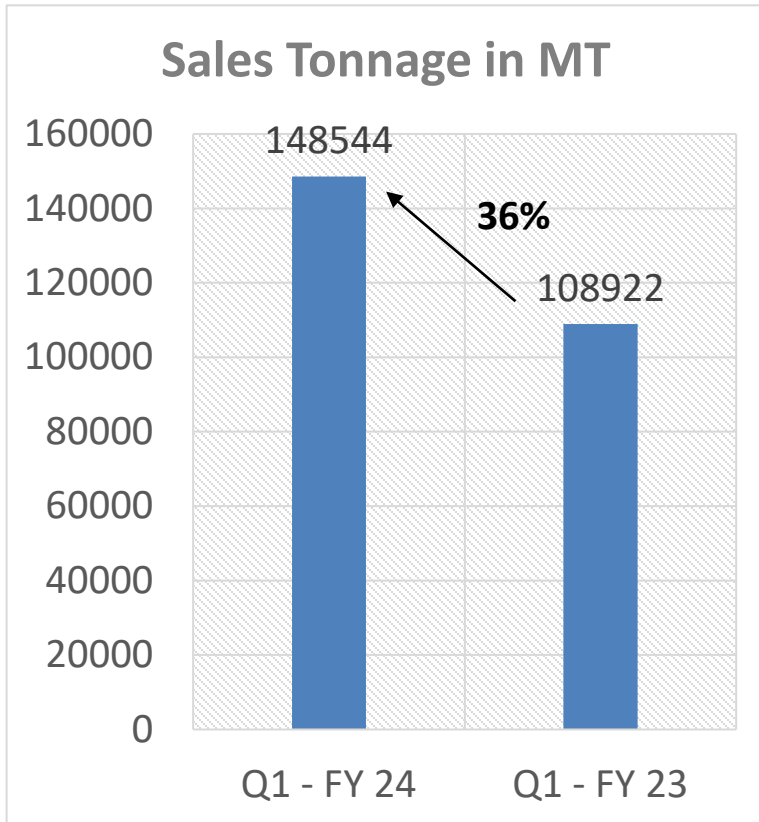
- EBITDA increased by 20% y-o-y to Rs.322 Cr vs. Rs.269 Cr LY
- PBT increased by 25% y-o-y to Rs.262 Cr vs. Rs.210 Cr LY



Strong Liquidity

- Company Continues to be Debt Free
- Having Cash Surplus of Rs. 951 Crores as at 30th June'2023

FINANCIAL PERFORMANCE HIGHLIGHTS – Q1 FY24



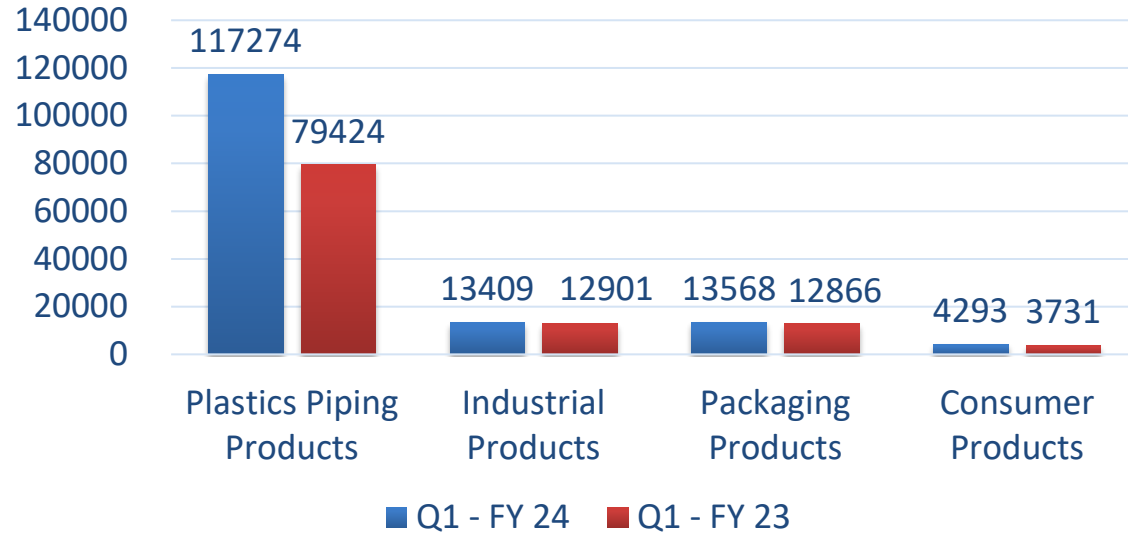
SUMMARISED INCOME STATEMENT

Rs. in Crores

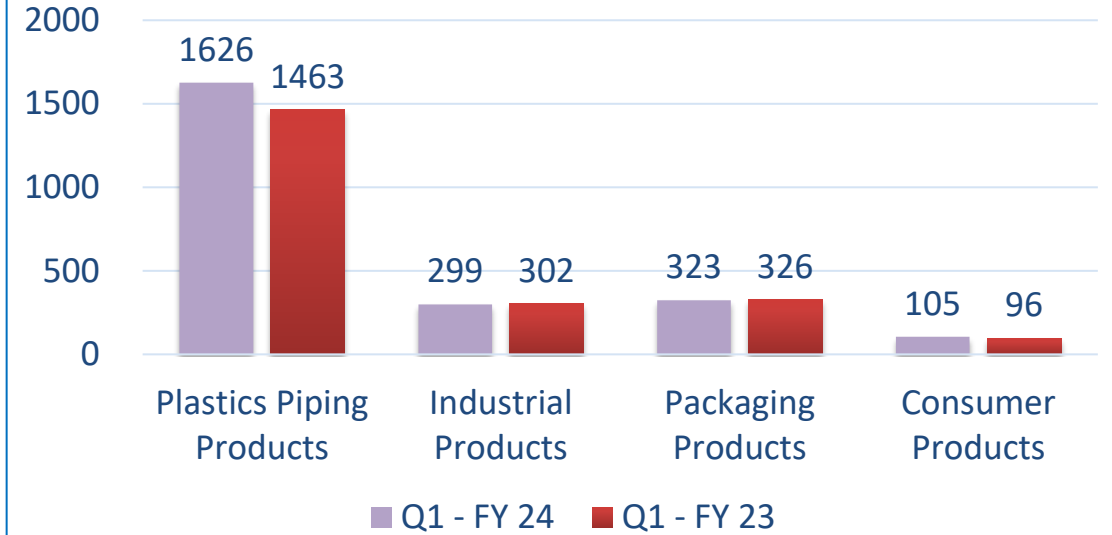
Particulars	Q1 FY24	Q1 FY23	Q-o-Q (%)	FY 2022-23
Revenue from operations	2368.54	2205.98	7.37%	9201.49
Raw Material Consumed	1656.00	1622.41	2.07%	6599.24
Employee benefit expenses	102.98	90.79	13.43%	373.63
Other Expenses	287.83	223.98	28.51%	1028.64
EBITDA	321.73	268.80	19.69%	1199.98
EBITDA (%)	13.50%	12.16	11.02%	12.93%
Depreciation	72.05	61.68	16.81%	263.39
EBIT	249.68	207.12	20.55%	936.59
Other Income	14.20	4.55	212.09%	81.86
Finance Cost	1.69	1.63	3.68%	8.02
PBT	262.19	210.04	24.83%	1010.43
Tax Expenses	67.83	54.30	24.92%	245.96
PAT	194.36	155.74	24.80%	764.47
EPS (in INR)	15.30	12.26	24.80%	60.18 ⁵

KEY SEGMENT PERFORMANCE - Q1 FY24

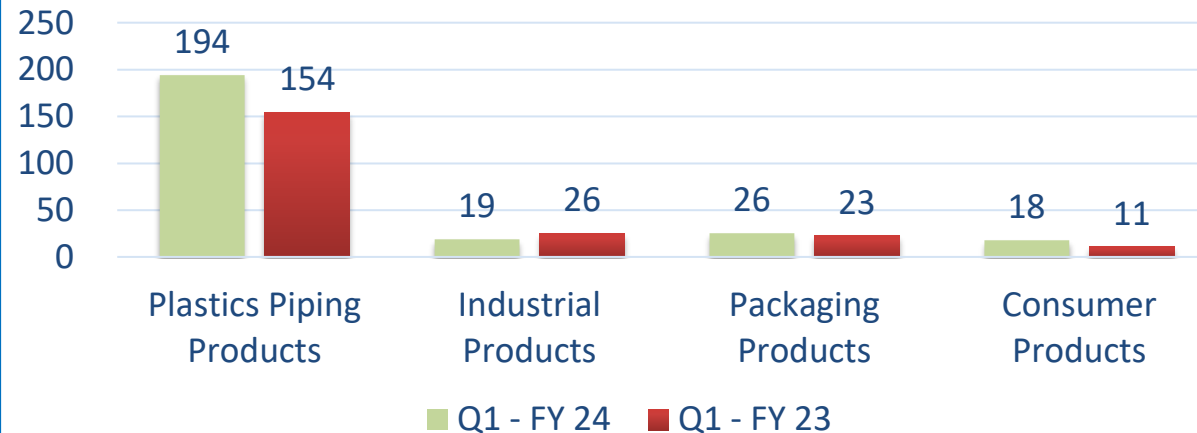
Sales Tonnage (MT)



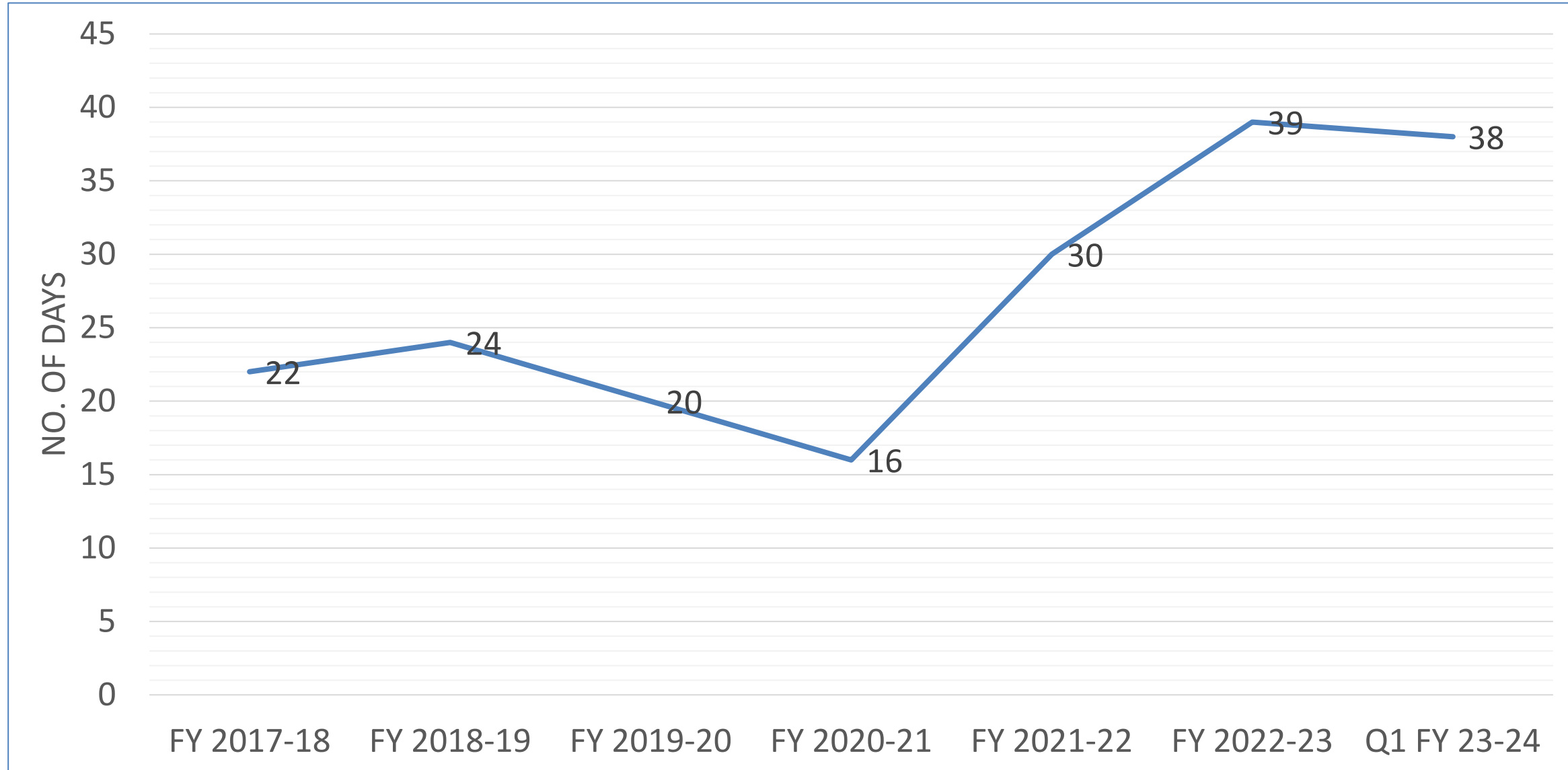
Revenue (Rs. in Crores)



EBIT (Rs. in Crores)



WORKING CAPITAL CYCLE



THE SUPREME GROUP



The Supreme Industries Ltd.:

- Engaged in processing of polymers and resins into finished plastic products
- 30.78 per cent stake in Supreme Petrochem Ltd.
- Supreme Industries Overseas (FZE) - A wholly owned subsidiary, in the United Arab Emirates.

Supreme Petrochem Ltd.:

- Manufactures Polystyrene, Expanded Polystyrene (normal and food grade), Extruded Polystyrene Foam, Speciality Polymers Compounds & Masterbatches, Styrene Methyl Methacralate(SMMA).

A CURTAIN RAISER– THE SUPREME INDUSTRIES LTD.



VISION STATEMENT

“TO GROW BUSINESS WITH DIGNITY & RESPECT”

PURPOSE

“TO ADD REAL VALUE TO SOCIETY”

CORE VALUES

- INTEGRITY
- CUSTOMER’S DELIGHT
- CONTINUOUS IMPROVEMENTS & INNOVATIONS
- UNCOMPROMISING QUALITY
- EMPOWERMENT TO INDIVIDUALS

MISSION STATEMENT

- To conduct business with ethical practices and WALK OUR TALK
- To offer consistent products Services with uncompromising quality supported by continuous improvements and Innovations, thereby exceeding Customer Expectations
- To ensure the culture of utmost respect and empowerment to individuals and be catalyst in enhancing their competencies

THE SUPREME INDUSTRIES LTD. AT A GLANCE



Industry

Plastics and related products

Business Highlights

- One of the largest plastic processor in India, with a sale of above 5 lakh MT annually
- Presence in the Indian plastic industry for over 57 years under present management
- Diversified revenue model with a large product portfolio across 4 verticals.
- 28 plants situated across India with an asset base of over Rs. 4000 crores.
- Bank Loan Rating : CRISIL AA+/Stable
Short Term Debt Programme Rating : CRISIL A1 plus
- Market Capitalisation

Year	31- Mar-19	31- Mar-20	31- Mar-21	31- Mar-22	31- Mar-23	30-June-23
Rs. in Cr.	14193.35	11025.93	25947.78	25954.77	31904.77	40590.80
US\$ in Million	2052.40	1457.20	3549.14	3424.45	3882.77	4947.68

THE SUPREME INDUSTRIES LTD. AT A GLANCE



USP

- Manufacturing facilities spread across the country.
- Diversified product portfolio with established Brand Equity
- Significant Market Share in each of the verticals
- Strong Cash Flows to fund expansion plans
- Pan India Distribution Network and Reach
- Consistent increase in revenues from speciality and value added products
- Cost efficient raw material procurement capability
- User of diverse plastics materials
- Invulnerable from import substitutes.
- Optimisation of value - Buy Back of shares
 - Higher ROCE
 - Liberal dividend payout

Board of Directors

B L Taparia, Chairman

M P Taparia, Managing Director

S J Taparia, Executive Director

V K Taparia, Executive Director

R Kannan

Rajeev M Pandia

Sarthak Behuria

Ms. Ameeta Parpia

Pulak Prasad

Vipul Shah

Management Team

- A K Tripathi, Exe. Vice President (Plastic Piping System)
- V L Malu, Exe. Vice President (Industrial Components)
- P C Somani, Chief Financial Officer
- Saurov Ghosh - Chief Human Resources Officer
- A K Ghosh, Exe. Vice President (Protective Packaging)
- S K Patnaik , COO (Protective Packaging Products)
- Pradeep Kamat, Vice President (Composite Cylinders)
- Sanjeev Jain , Vice President (Furniture)
- Siddharth Roongta, Vice President (Cross Laminated Films)
- R J Saboo , Vice President (Corporate Affairs) & Company Secretary
- Parag Prabhu, Vice President (Finance)
- Vivek Taparia, Vice President (Flexible Pkg. Film)
- Sanjay Mishra, Associate Vice President (MHD)

BUSINESS VERTICALS

Plastic Piping Division



Consumer Products



Packaging Products

- Specialty Films
- Protective Packaging Products
- Cross Laminated Film Products



Industrial Products

- Industrial Component
- Material Handling Division
- Composite LPG Cylinders



PRODUCT PORTFOLIO GLIMPSE

Plastic Piping System



Plumbing



Water Tanks



Bath Fittings



Fire Protection



Rainwater Harvesting



Drainage



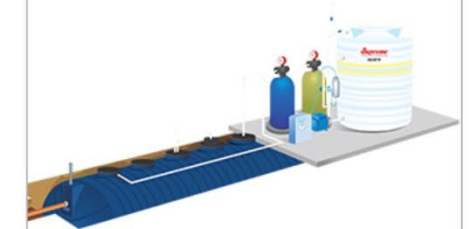
Waste Treatment & Sanitation



Agriculture



Borewell



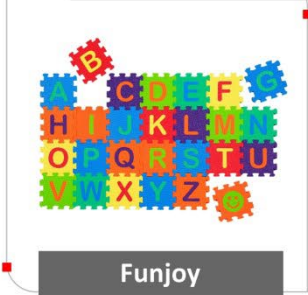
Sewage Treatment Plants

PRODUCT PORTFOLIO GLIMPSE

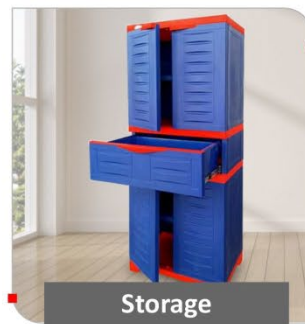
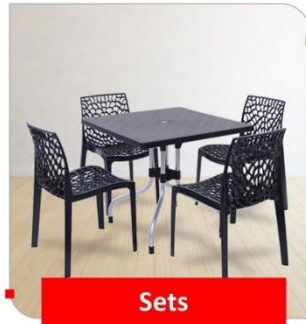
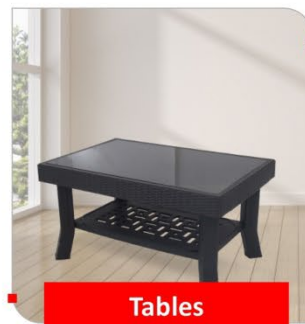
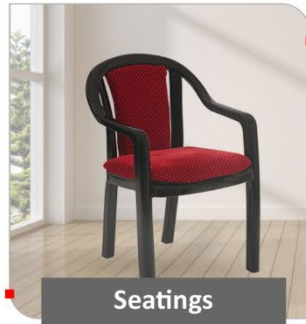
Protective Packaging Products



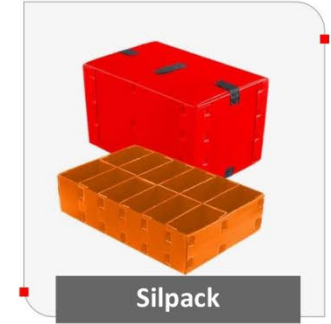
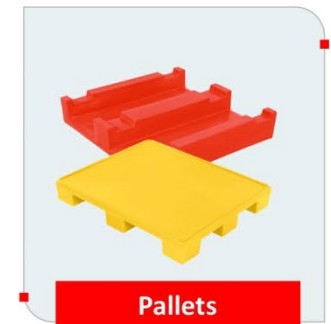
Consumer Application Products



Moulded Furniture



Material Handling Products

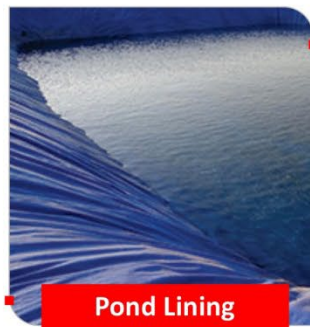


PRODUCT PORTFOLIO GLIMPSE

Multi-layer Cross Laminated Films



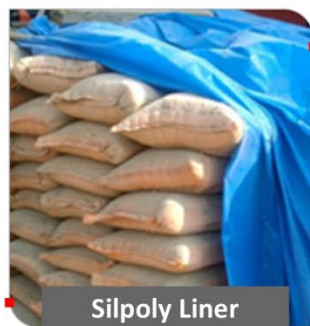
Agriculture / Horticulture



Pond Lining



Packaging for Transport



Silpoly Liner



Export Marketing

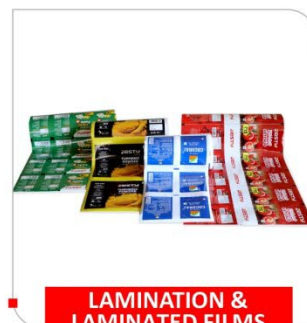


Civil Engineering & Construction

Performance Packaging Films



LIDDING FILMS



LAMINATION & LAMINATED FILMS



VACUUM BAGS & FILMS



THERMOFORMING FILMS









Industrial Moulded Products







Composite Cylinder



GLIMPSE OF NEW PRODUCT INTRODUCED – Q1 FY24

S.NO	PRODUCT DESCRIPTION	System	IMAGE	S.NO	PRODUCT DESCRIPTION	System	IMAGE
1	ELBOW 90° - 200 mm, PN-10	Agri		5	Flange adapter - 1" (25mm) ,SDR-11	C-PVC	
2	Long swept bend - 1-1/2" (40mm) SDR11	C-PVC		6	Flange adapter - 1 1/2" (40mm) ,SDR-11	C-PVC	
3	Reducing Elbow - 40x32mm, PN- 10	Agri		7	Van stone style flange adapter - 1 1/2" (40mm), SDR-11	C-PVC	
4	Reducing tee 40x32mm, PN-10	Agri		8	Flange adapter - 2" (50mm) ,SDR-11	C-PVC	

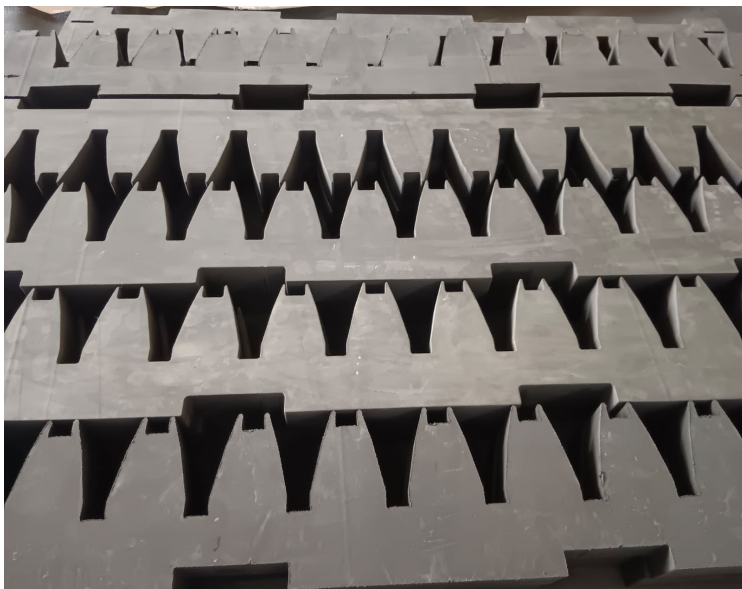
GLIMPSE OF NEW PRODUCT INTRODUCED – Q1 FY24

S.NO	PRODUCT DESCRIPTION	System	IMAGE
9	Van stone style flange adapter - 2" (50mm), SCH-80	Aqua-gold	
10	Reducing Tee - 150x100 mm	DWC	
11	Inspection chamber 600x315	UDS	
12	Inspection chamber 600x250	UDS	

GLIMPSE OF NEW PRODUCT INTRODUCED – Q1 FY24

Sr. No.	Type of fitting	Image of Fitting	Size mm	Rating	Material
1	Compression Fitting Male Threaded Adaptor with metal insert		d 32x1"	PN 16	PP
2	Compression Fitting Female Threaded Adaptor with metal insert		d 32x1"	PN 16	PP
3	Compression Fitting Male Threaded Elbow 90° with metal insert		d 32x1"	PN 16	PP
4	Compression Fitting Female Threaded Elbow 90° with metal insert		d 32x1"	PN 16	PP
5	Electrofusion Coupler		d 250, d 280 & d 315mm	SDR 11 (PN 16) & SDR 17 (PN 10)	HDPE 100

GLIMPSE OF NEW PRODUCT INTRODUCED – Q1 FY24

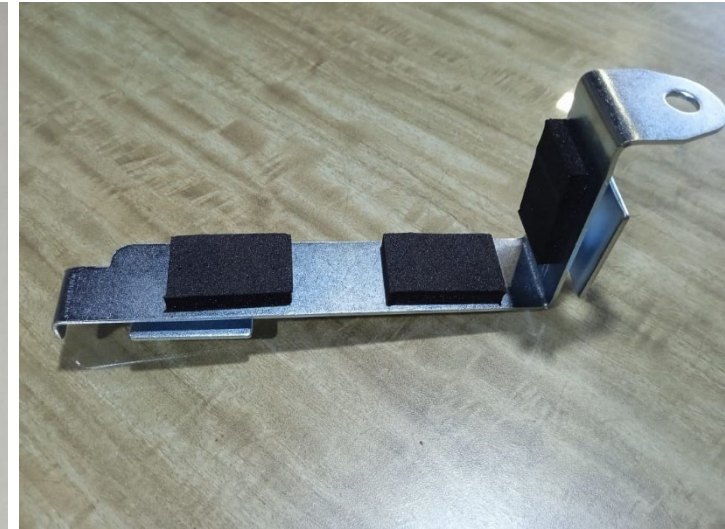


PV (Solar Panel) Packaging



**Alphabets – Capcell SGMP with
Magnetic tape**

Protective Packaging



**Gasket For 2 Wheelers Battery
Mounting**



Neck pad cushion

GLIMPSE OF NEW PRODUCT INTRODUCED – Q1 FY24



Fusion 1 TDR 1

Furniture

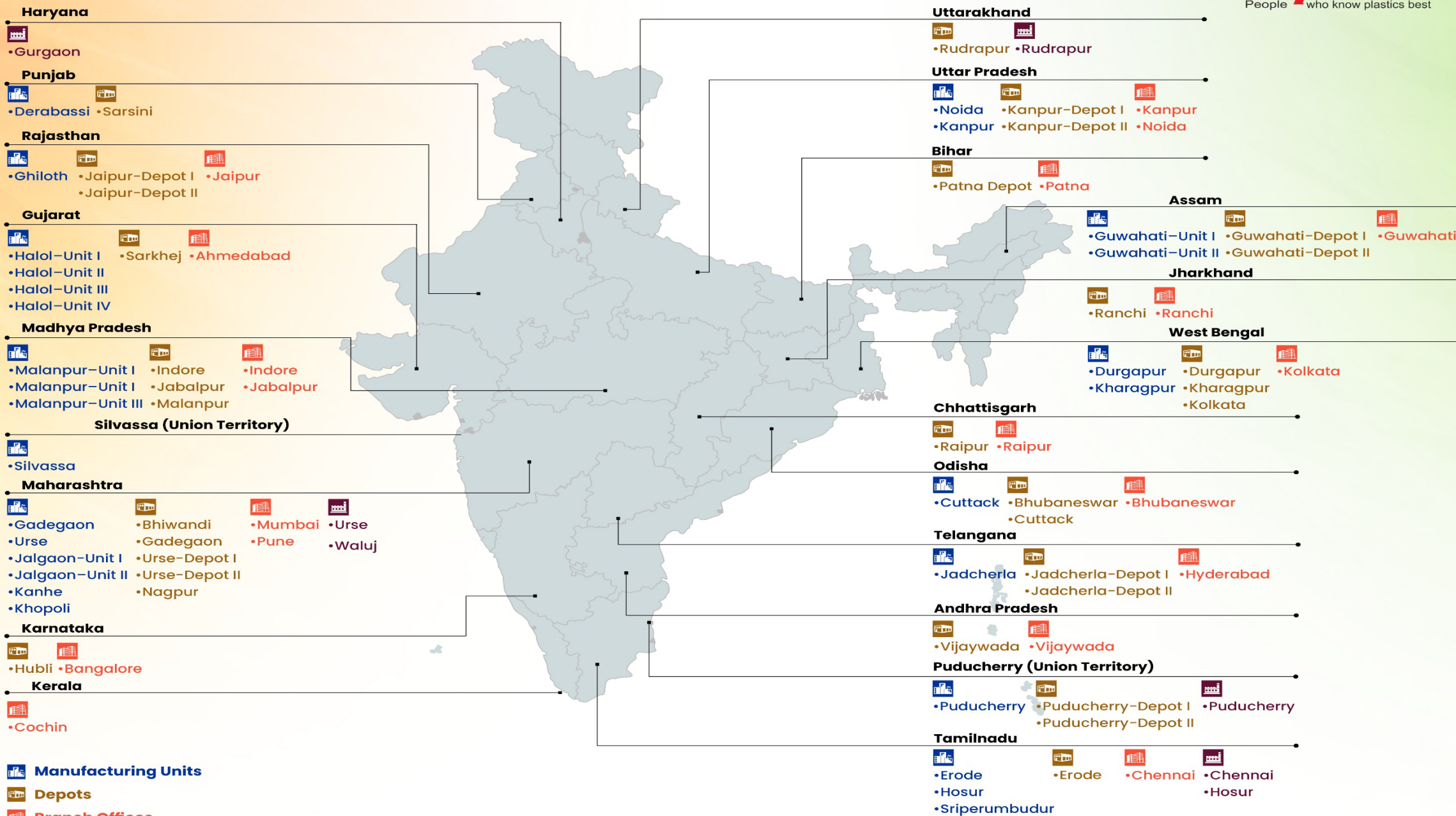
Silgrow[®]
RAISED GARDEN BEDS

15" Dia
6" Height
Handle Loop
Drain Hole
3D VIEW

15" Dia
15" Height
Handle Loop
Drain Hole
3D VIEW

Multilayered Cross Laminated Films

SUPREME PRESENCE IN INDIA



-  **Manufacturing Units**
-  **Depots**
-  **Branch Offices**
-  **Fabrication Units**

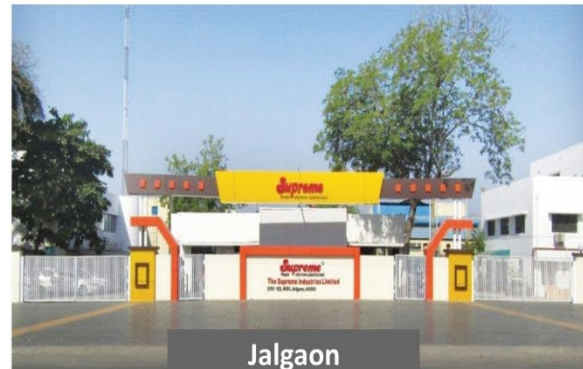
VIRTUAL TOUR OF PLANTS



Mega Project at Gadegaon spread over 132 acres



Kharagpur



Jalgaon



Erode



Cuttack

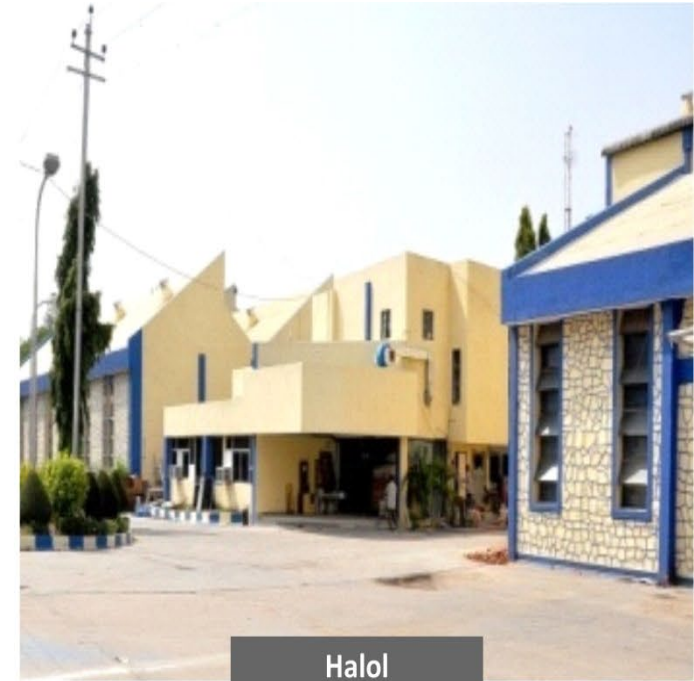
VIRTUAL TOUR OF PLANTS



Malanpur



Jadcherla



Halol



Hosur



Derabassi



Khopoli



Guwahati

VIRTUAL TOUR OF PLANTS



Durgapur



Pondicherry



Ghiloth



Kanpur



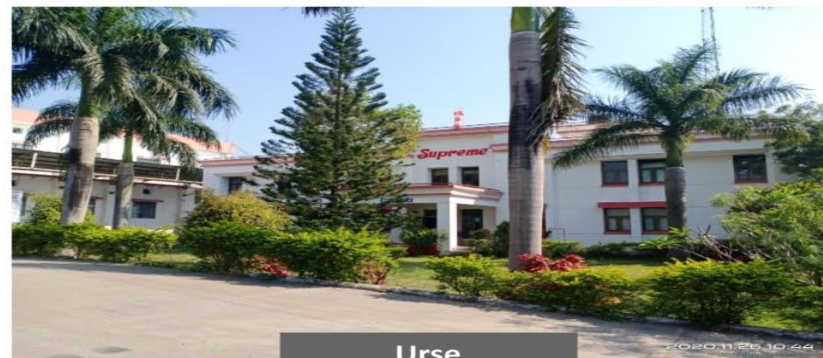
Talegaon



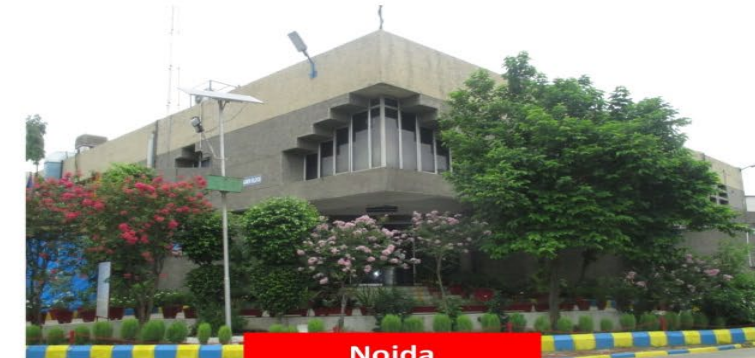
Chennai



Silvassa



Urse



Noida

BRAND PROMOTION & AWARENESS

❖ Participation at Exhibitions



Plex Connect, Mumbai



Interpack, Germany

BRAND PROMOTION & AWARENESS

❖ Plumber Meet and Workshops



Plumbing Workshop at Bhojpur, Bihar



Plumbing Workshop at Cuttack, Odisha



Plumbing Workshop at Raniganj, West Bengal



Retailer Factory Visit Picture, west Bengal



Retailer Factory Visit, Jharkhand

BRAND PROMOTION & AWARENESS

❖ Advance Plumbing training program



BRAND PROMOTION & AWARENESS

❖ Engineer & Architect meets



BRAND PROMOTION & AWARENESS

❖ Hoardings



Hoarding at Arrah, Bihar



Hoarding at Darjeeling, West Bengal

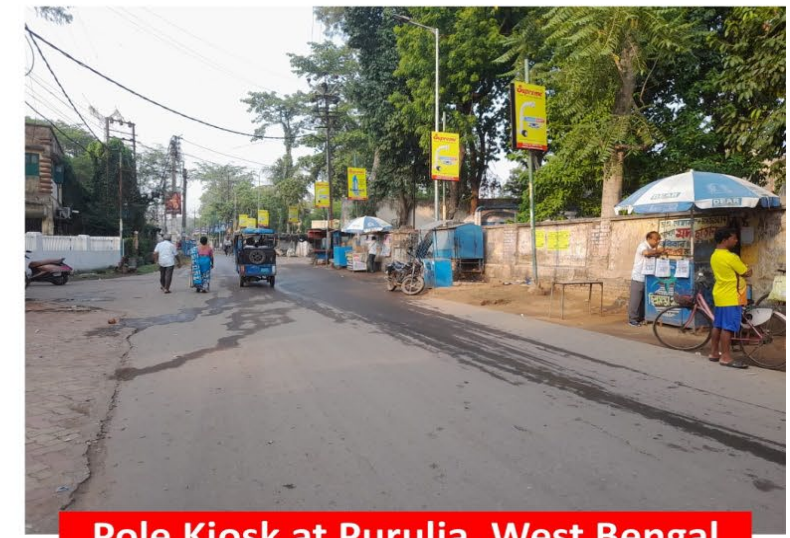
2023/6/16 12:01



Unipole sign at Siwan, Bihar



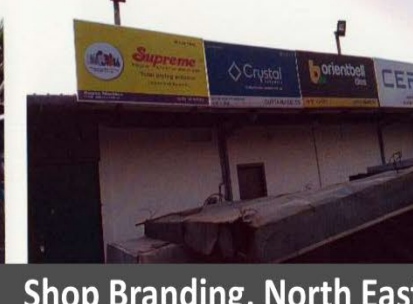
Traffic Signal at Bankura, West Bengal



Pole Kiosk at Purulia, West Bengal

BRAND PROMOTION & AWARENESS

❖ Retail Shop Branding

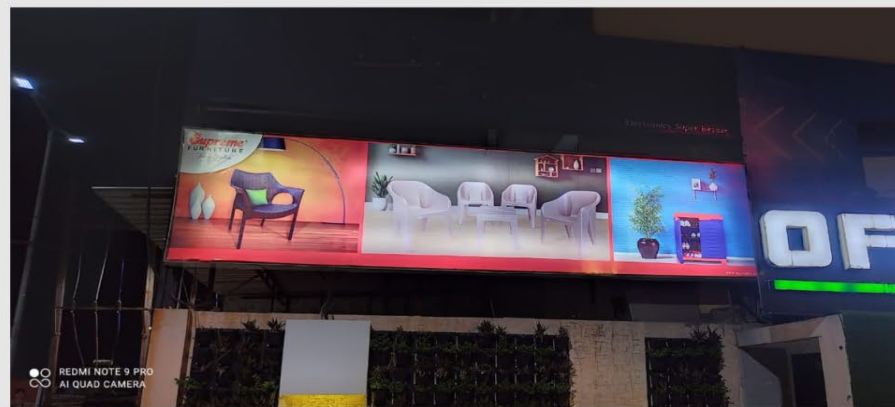
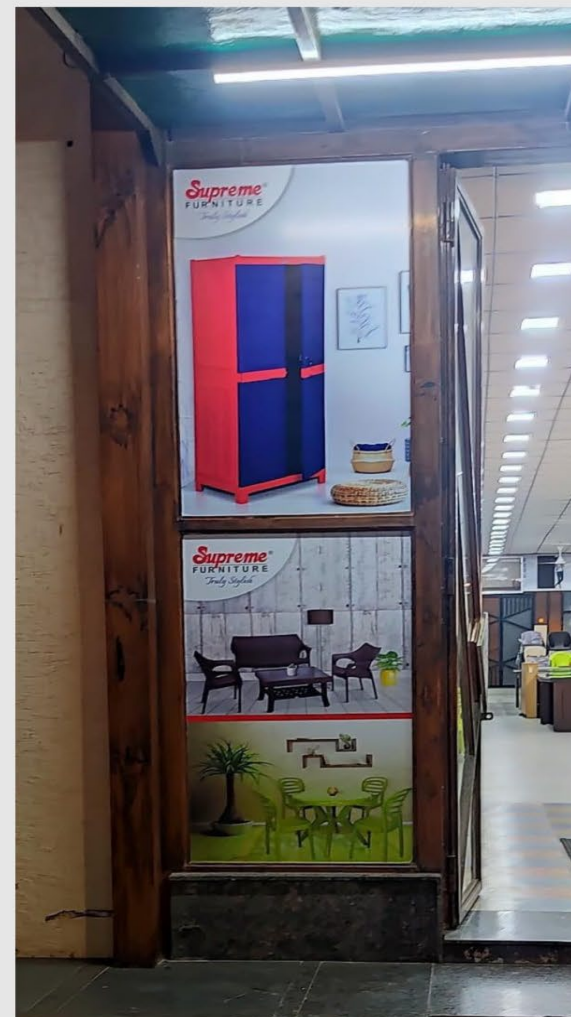


Shop Branding-Patna, Bihar

Shop Branding, North East

BRAND PROMOTION & AWARENESS

❖ Retail Shop Branding



Furniture retail store branding

❖ Various Digital Initiatives

- Robust website www.supreme.co.in which imparts in-depth knowledge about all Supreme business verticals.
- Launch of Shopify website www.supremefurniture.co.in for selling Furniture products on line
- Presence on various Social media channels which helps in constant consumer connect (Corporate as well as Pipe, Furniture, MHD and PPD has dedicated social media presence)
- Various digital promotional activities are taken up like Google Search Engine Marketing, Digital TVC promotion, Android & IOS app for Pipe and Furniture etc

SUSTAINABILITY

We are committed to sustainable use of plastic and constantly innovating to develop solutions. As a company, we take several measures to ensure that we walk the sustainability path. Few of our efforts are as follows

- ISO 14001 certification
- Lower carbon emission
- Renewable power usage
- Waste management
- CII certified green products
- Water and energy conservation



Solar Plants



Tree Plantation

A RESPONSIBLE CORPORATE CITIZEN

- Company's CSR arm "Supreme Foundation" has initiated a project to provide teachers for educating the students in Govt. Schools in Bikaner & Ajmer division, Ladnun Tehsil in Nagaur District, Sujangarh Tehsil in Churu District and Govt. Sanskrit Colleges in entire state of Rajasthan.
- **The Company in furtherance of the above objectives undertakes following social work activities**
 - Supply of clean drinking water to the neighbouring villages of Gadegaon plant.
 - Provided sanitation facility for ladies at Gadegaon village & public convenience facilities at Jalgaon Town.
 - Provided sanitation facility at village Jaswantgarh in district Nagaur at Rajasthan
 - Provided constructed houses & toilets to underprivileged in rural area of Rajasthan
 - Company provided Mobile Health Centre with all basic medical amenities in tribal and remote area of Dhadgaon in Dist Nandurbar.
 - Provided healthcare facilities & oxygen plant, other medical equipment etc. for Covid & other treatment at local hospitals in Rajasthan
- **Monetary Contribution towards**
 - Medical & healthcare Facilities
 - Education
 - Upliftment of underprivileged
 - Green environment

The Company is also actively engaged and working on Public / Private partnership mode for extensive work in the field of SANITATION & DRINKING WATER SUPPLY .

A RESPONSIBLE CORPORATE CITIZEN

- ✓ Continue **Providing Teachers and Lecturers** In
 - Government Primary & secondary schools in Ajmer & Bikaner Division (Rajasthan) And Sanskrit colleges in Rajasthan
 - Government Primary & secondary schools in Ladnun Tehsil in Nagaur District & Sujangarh Tehsil in Churu District (Rajasthan)



- ✓ Managing **Mobile Computer Buses** to impart **learning** of Computer education, Maths & science / English in village areas



A RESPONSIBLE CORPORATE CITIZEN

✓ **Construction work** at Various School's of Rajasthan



Kanoi School Tin Shed



Jhanwar School Tin Shed



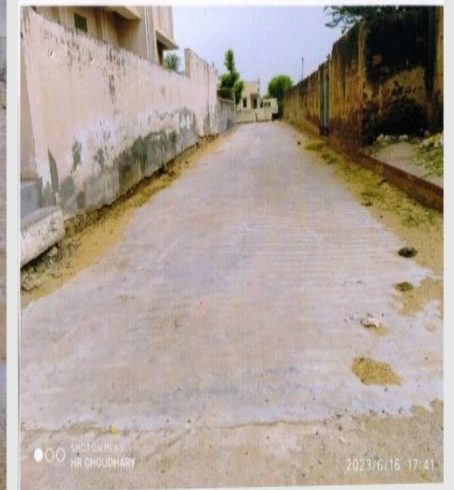
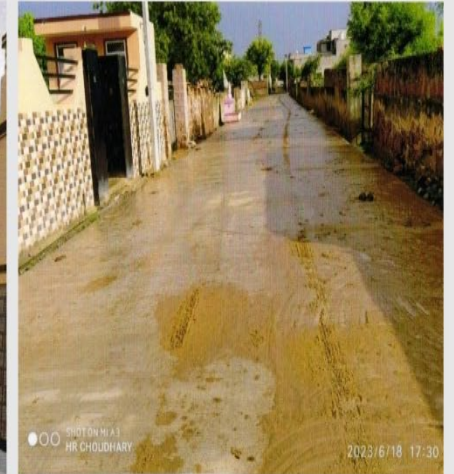
Kanpur School repair work

A RESPONSIBLE CORPORATE CITIZEN

✓ **Construction work** at Ladnun Tehsil at Rajasthan



Electricity department & Tehsil Office



Village CC Road Construction work

DISCLAIMER

- This presentation and the accompanying slides (the “Presentation”), which have been prepared by Supreme Industries Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.
- This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.
- Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.
- The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions.

THANK YOU

Contact Details

Mr. R J Saboo

VP (Corporate Affairs) & Company Secretary

Tel: +91-22-62570029

Email: rj_saboo@supreme.co.in

Mr. P C Somani

Chief Financial Officer

Tel : +91-22-40430060

Email: pc_somani@supreme.co.in