

SEPL/SE/Aug/19-20
August 08, 2019

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

Sub : Q1 & FY20 Result Presentation

Ref : Regulation 30 of the SEBI Listing Regulations, 2015

Dear Sir,

In continuation to our letter dated August 07, 2019, regarding intimation of Earnings Call of the Company scheduled on August 09, 2019 to discuss the operational & financial performance, kindly find enclosed herewith **Q1 & FY20 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



Chintan Shah
Chief Financial Officer

Encl : a/a

Shaily Engineering Plastics Ltd

Q1FY20 Investor Presentation

Thursday, 8th August 2019





Overview

This presentation and the accompanying slides (the “Presentation”), which have been prepared by **Shaily Engineering Plastics 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.

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**5
Facilities in
Gujarat**

**REVENUE
5 Years CAGR
17% ↑**

**100+ Injection
Moulding
Machines**

**EBITDA
5 Years CAGR
18% ↑**

**1,100+
Employees**

**PAT
5 Years
CAGR
10% ↑**

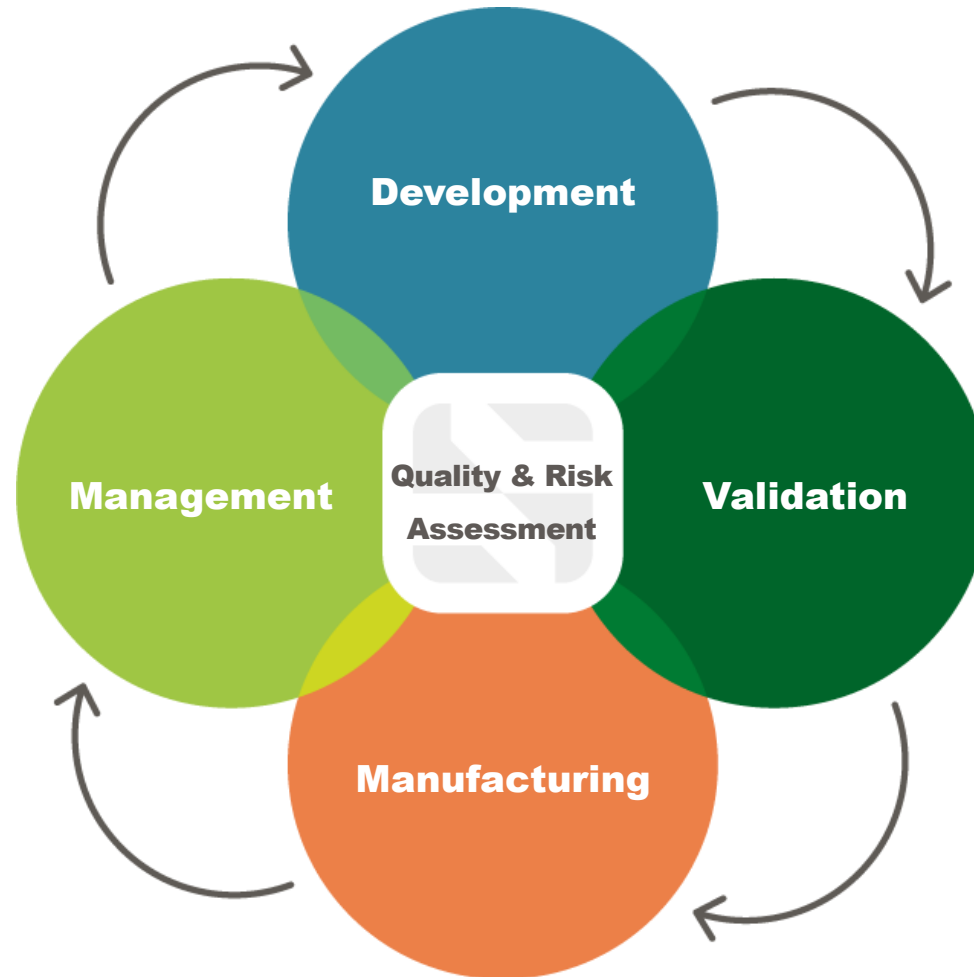


Management

- Key account
- Supply chain
- Continuous improvement

Manufacturing

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



Development

- Conceptualization
- Program management

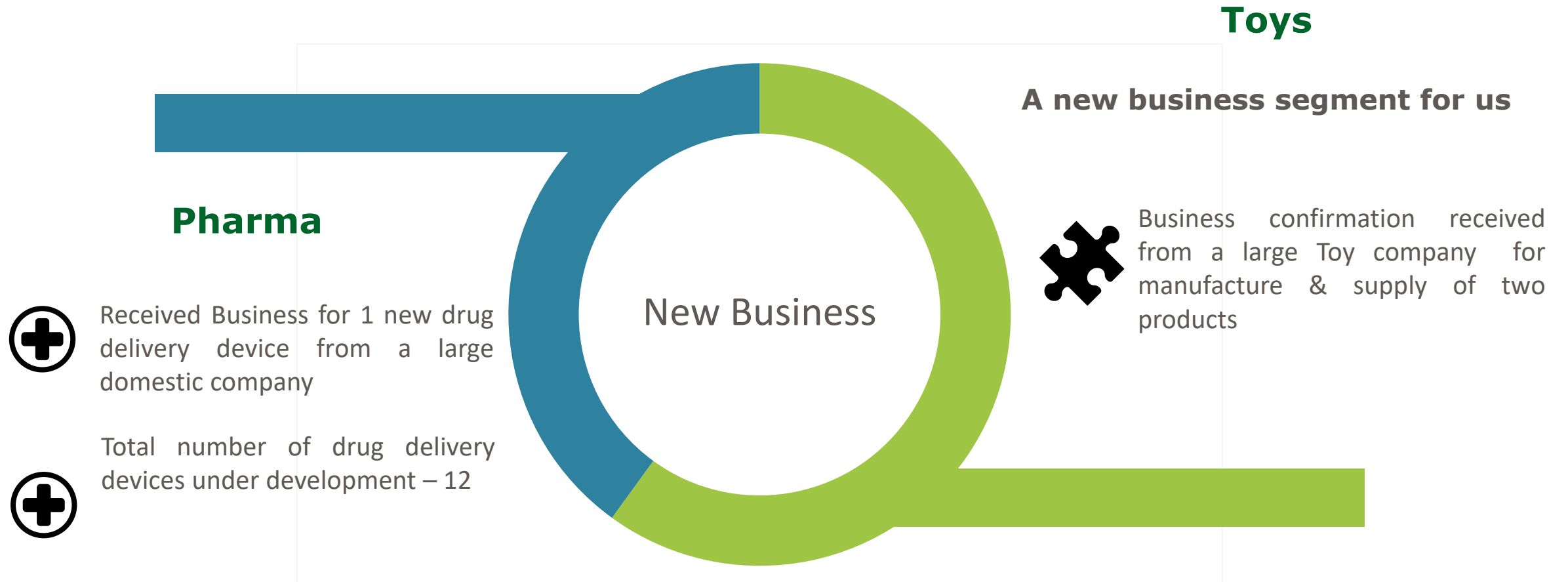
Validation

- Pilot testing
- Quality management system
- Documentation

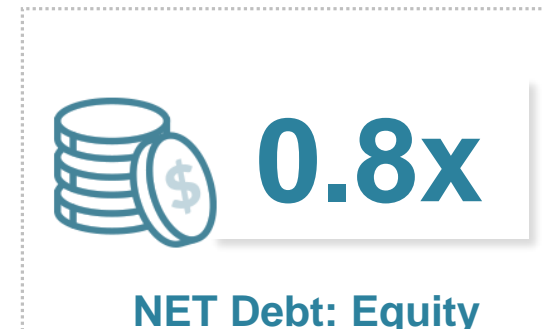
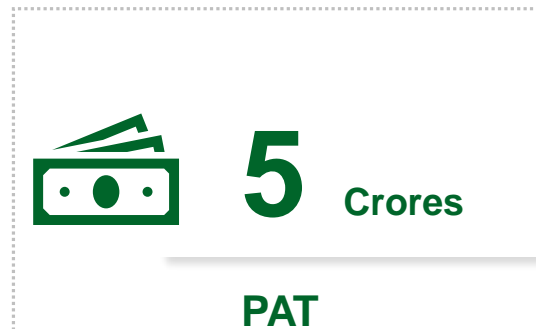
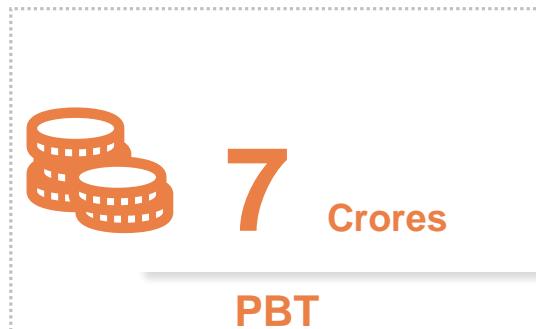
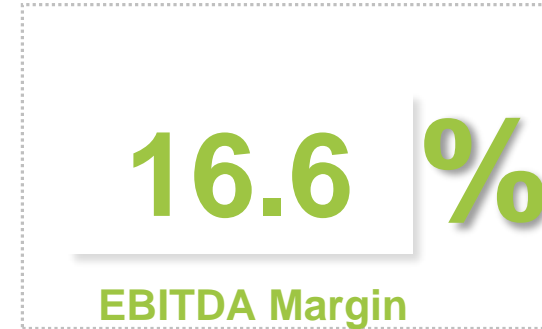
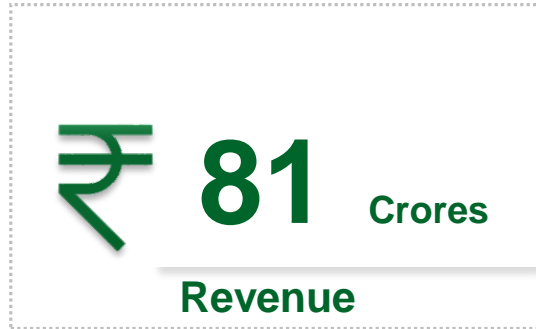


**Our
Performance**





Operating Performance in Q1 FY20

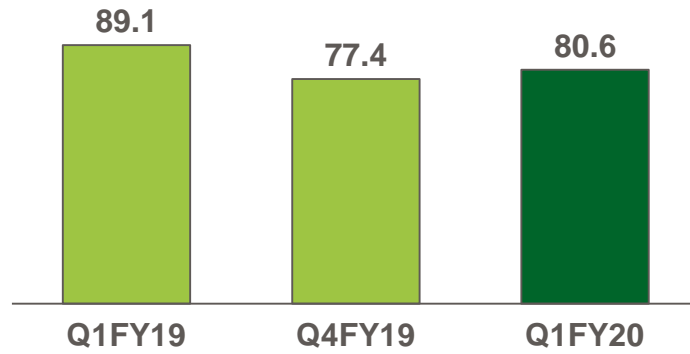


Key Highlights – Q1FY20

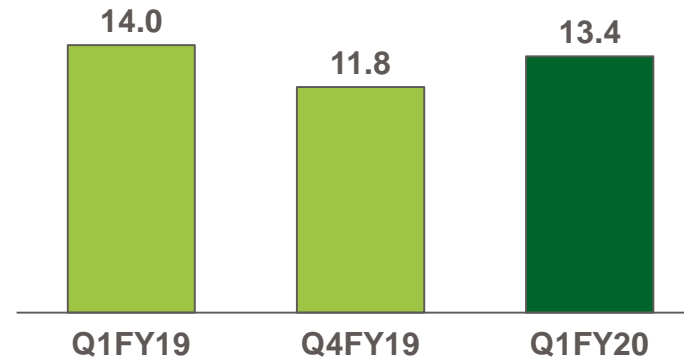


(Rs. Cr.)

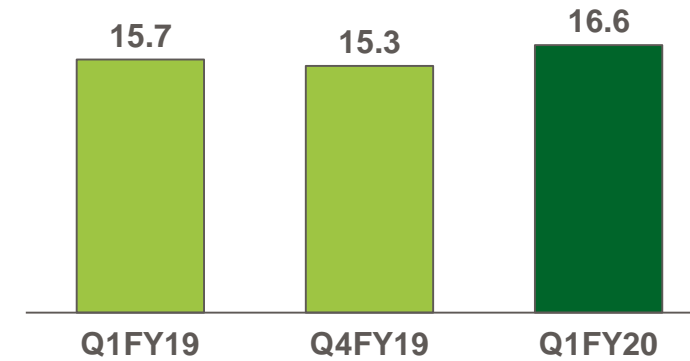
Revenue[^]



EBITDA

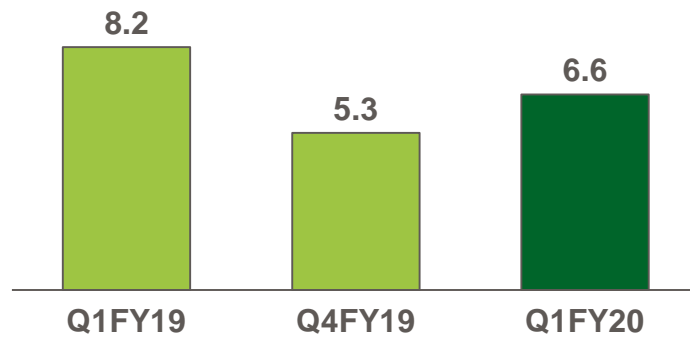


EBITDA Margin %

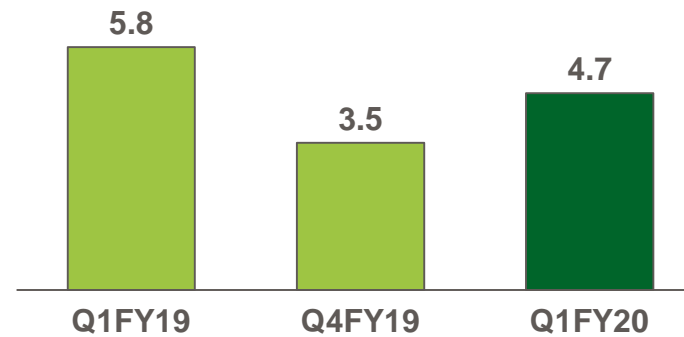


(Rs. Cr.)

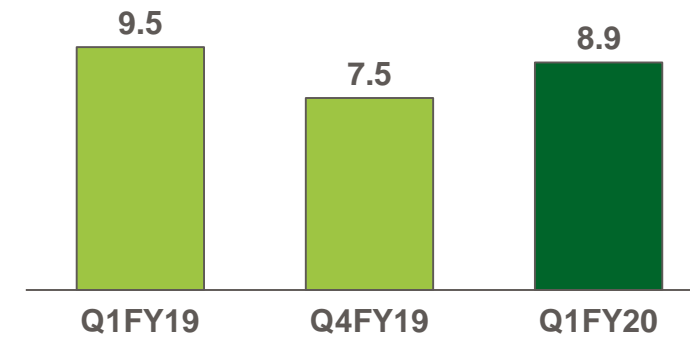
PBT



PAT



Cash PAT #



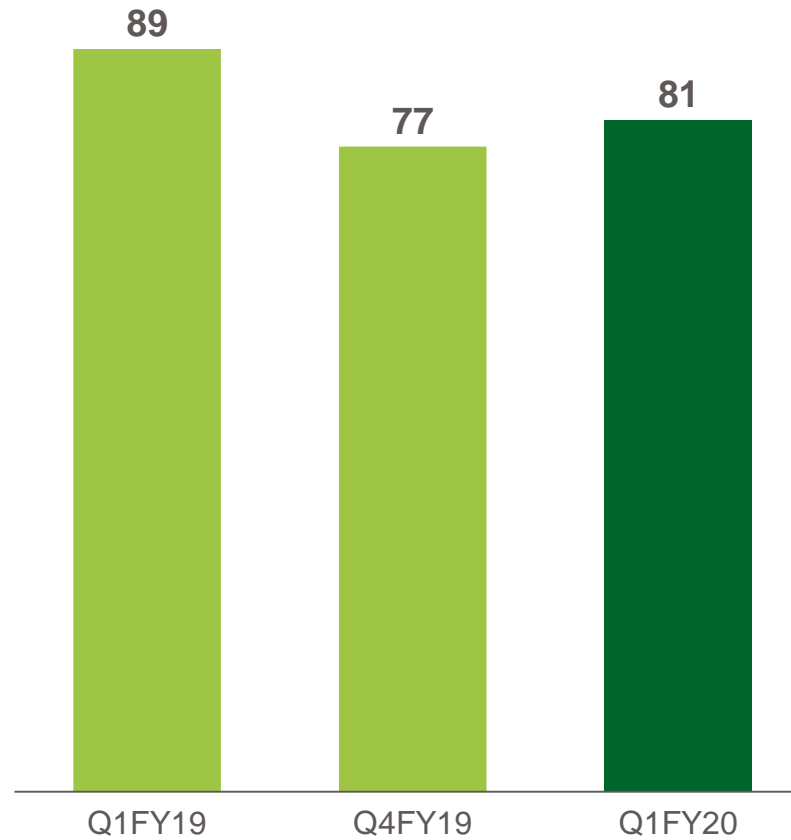
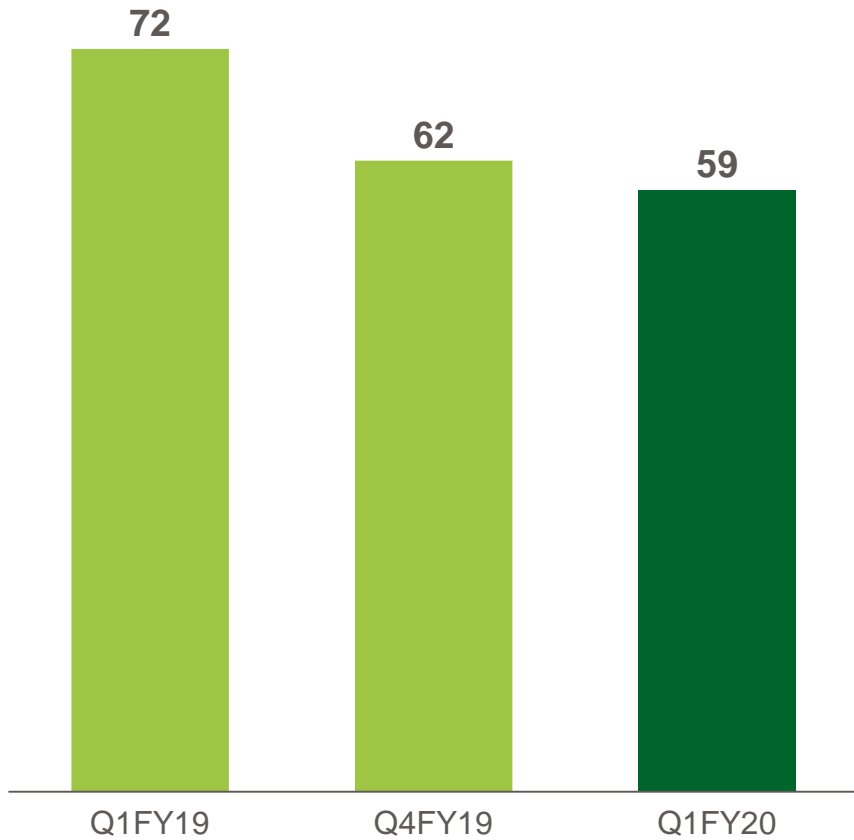
Cash PAT includes PAT & Depreciation

Machine Utilization – Across Plants



Machine Utilization (%)

Revenue (Rs. In Crs)

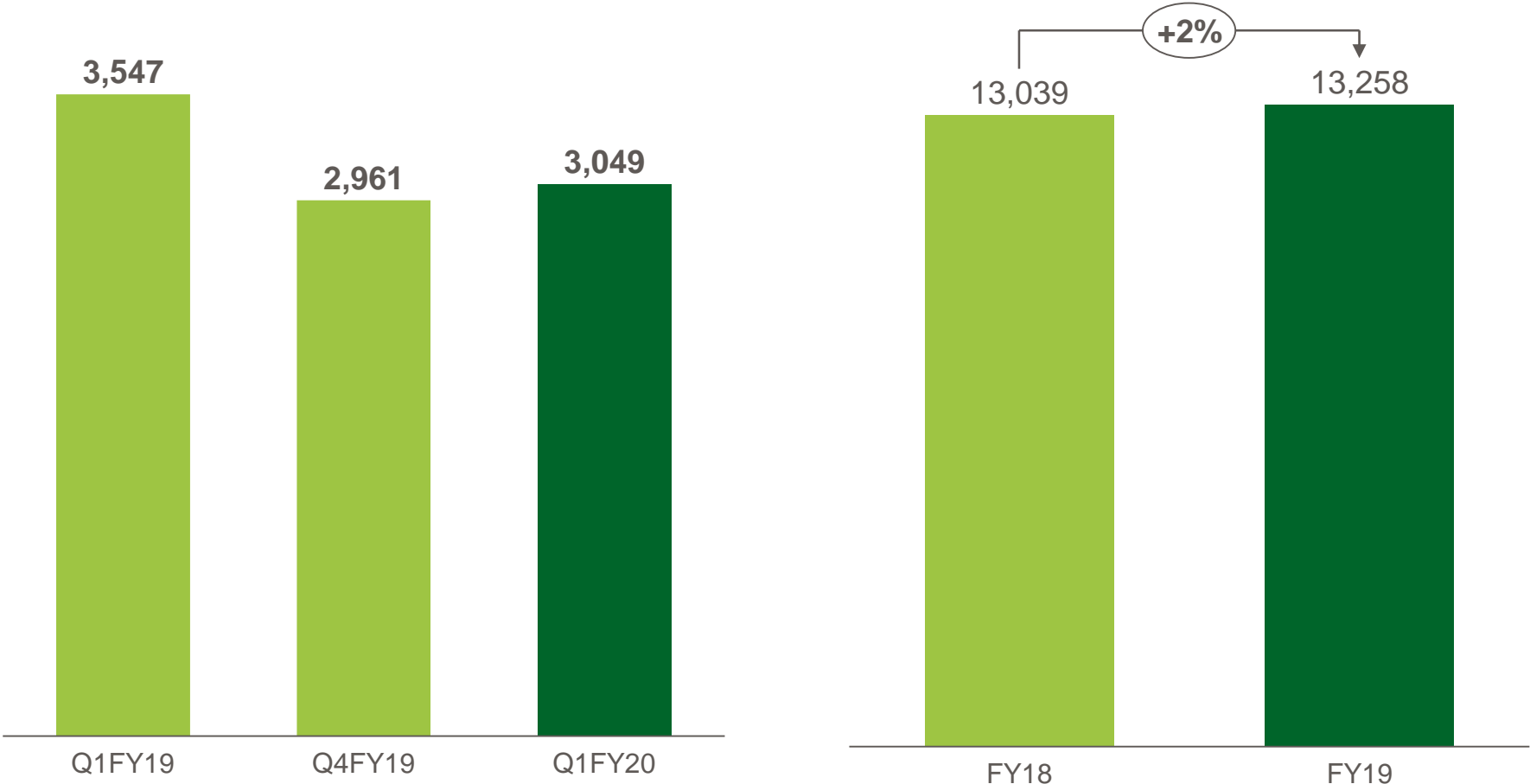


...Focusing on higher value add products

Volume of Polymers Processed

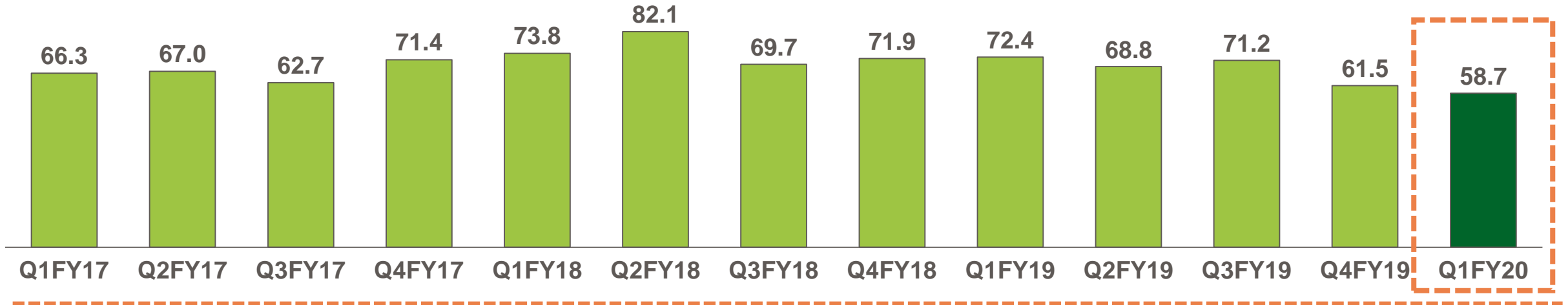


Volume in Tons

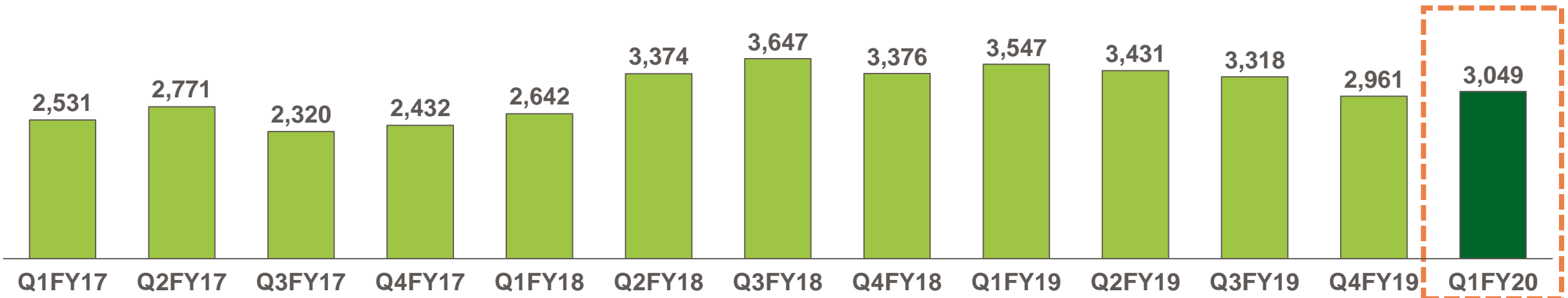


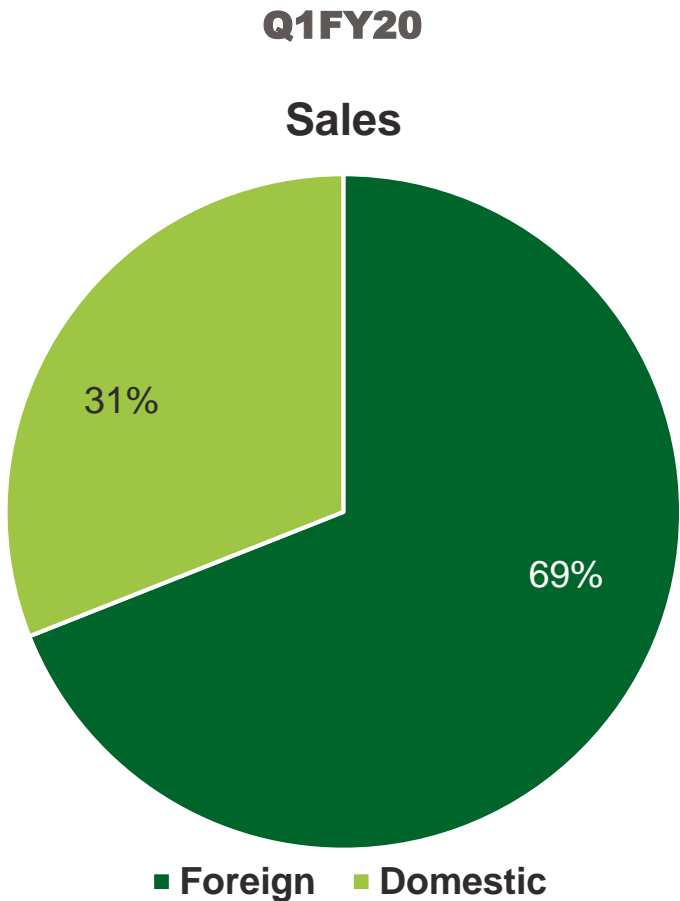
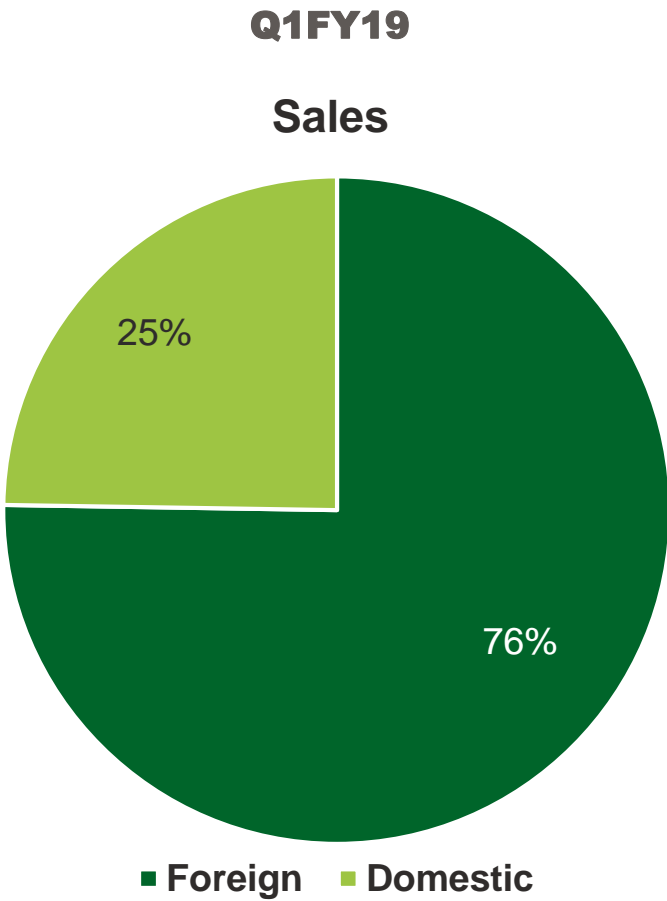
...Increase in basket of product offering and quantity

Machine Utilization (%)



Volumes of Polymers Processed (MT)





Income Statement



Particulars in Rs. Crs	Q1FY20	Q1FY19	YoY %	Q4FY19	QoQ %	FY19
Revenue	80.6	89.1	-9.5%	77.4	4.2%	338.3
Raw Material	48.6	55.9		47.3		209.7
Employee Expenses	6.1	6.8		5.9		24.7
Other Expenses*	12.6	12.8		12.8		51.4
Other Income	0.1	0.4		0.4		1.8
EBITDA	13.4	14.0	-4.0%	11.8	13.3%	54.4
<i>EBITDA Margin</i>	<i>16.6%</i>	<i>15.7%</i>		<i>15.3%</i>		<i>16.1%</i>
Depreciation	4.2	3.7		4.0		14.9
Finance Cost	2.7	2.1		2.6		9.5
PBT	6.6	8.2	-20.2%	5.3	23.2%	30.0
<i>PBT Margin</i>	<i>8.1%</i>	<i>9.2%</i>		<i>6.9%</i>		<i>8.9%</i>
Tax	1.8	2.4		1.8		10.7
PAT	4.7	5.8	-18.2%	3.5	34.5%	19.3
<i>PAT Margin</i>	<i>5.9%</i>	<i>6.5%</i>		<i>4.5%</i>		<i>5.7%</i>
Cash PAT[^]	8.9	9.5	-5.7%	7.5	19.5%	34.2
<i>Cash PAT Margin</i>	<i>11.1%</i>	<i>10.6%</i>		<i>9.7%</i>		<i>10.1%</i>

[^] Cash PAT = PAT + Depreciation

* Other Expenses include Power & Fuel costs

Balance Sheet



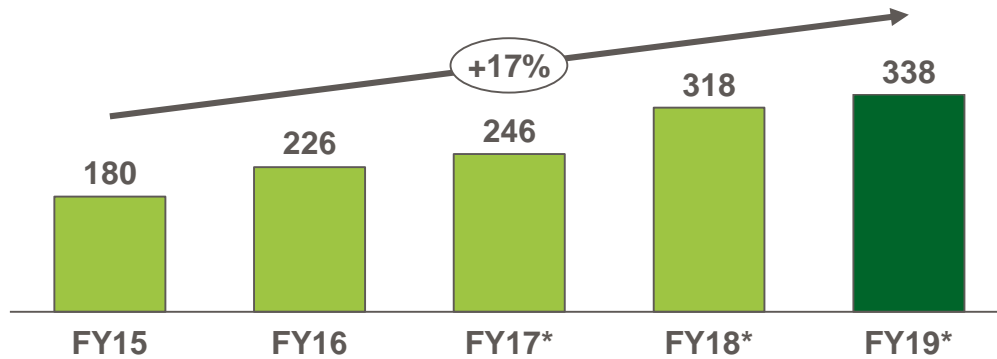
Particulars in Rs. Crs	Mar 19	Mar 18
Assets		
Non-current Assets	175.3	125.9
Fixed Assets		
Property Plant & Equipment	144.0	106.4
Capital WIP	2.7	5.8
Intangible Assets	3.3	1.2
Financial Assets		
Investments	0.2	0.2
Loans & Advances	5.9	8.0
Other Non-current Assets	17.4	4.4
Income Tax assets (net)	1.9	0.0
Current Assets	138.5	158.9
Inventories	43.1	40.7
Financial Assets		
Trade Receivables	59.6	68.2
Cash & cash equivalents	0.5	0.4
Other Bank Balances	0.0	3.3
Loans & Advances	16.6	9.7
Other Current Assets	16.4	36.6
Total Assets	311.5	284.8

Particulars in Rs. Crs	Mar 19	Mar 18
Equity & Liabilities		
Equity	136.1	124.3
Share Capital	8.3	8.3
Other Equity	127.8	115.9
Non-Current Liabilities	57.2	27.0
Financial Liabilities – Borrowings	47.2	21.0
Provisions	1.2	1.0
Deferred Tax Liabilities (Net)	8.0	4.2
Other Non-Current Liabilities	0.8	0.8
Current Liabilities	120.4	133.5
Financial Liabilities		
Borrowings	51.1	63.9
Trade Payables	32.5	39.0
Other Financial Liabilities	26.1	26.5
Other Current Liabilities	8.0	1.6
Provisions	0.6	0.5
Current Tax Liabilities (Net)	0.0	1.9
Total Equity & Liabilities	311.5	284.8

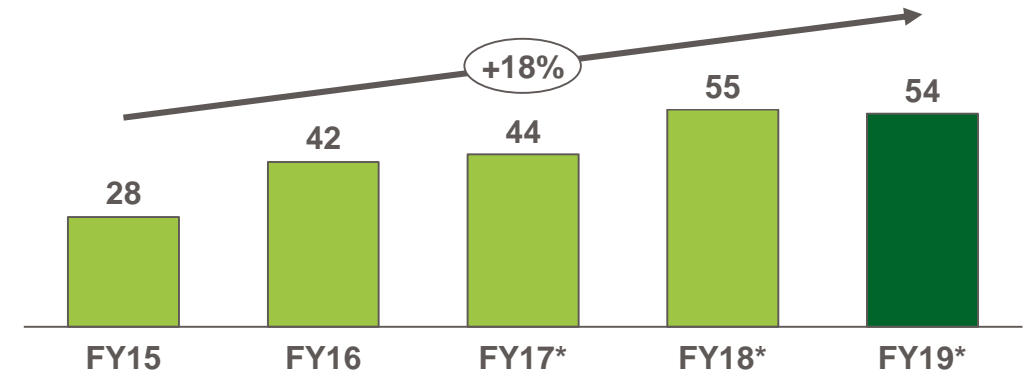
Delivering PROFITABLE GROWTH



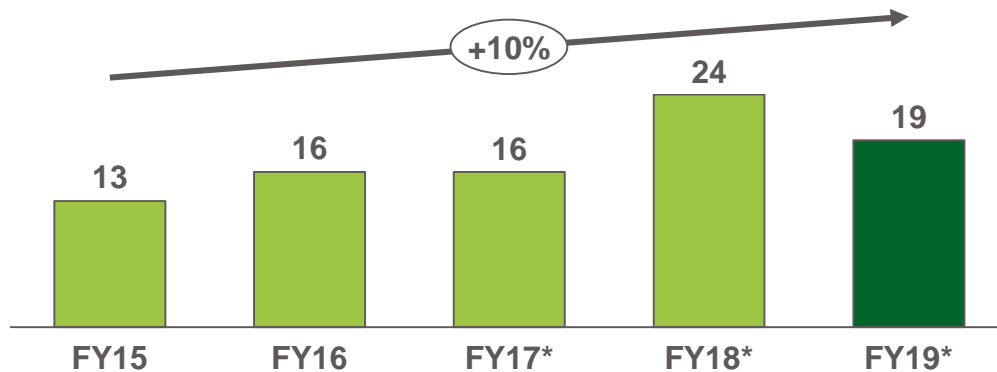
Revenue (Rs. In Crs)



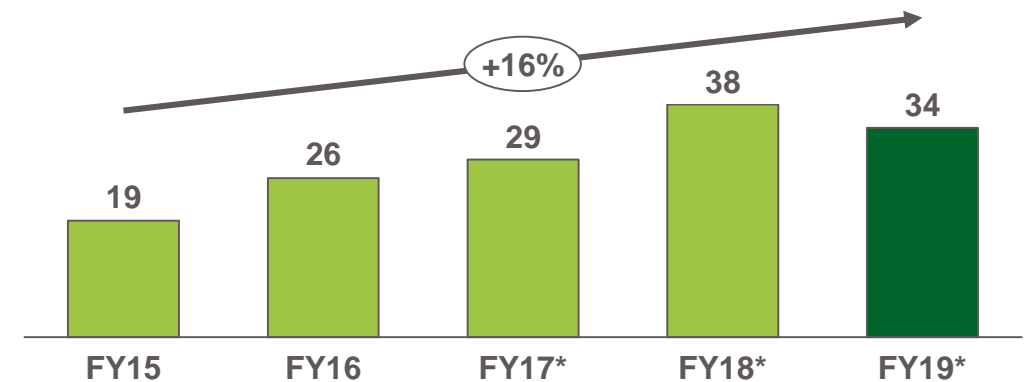
EBITDA (Rs. In Crs)



PAT (Rs. In Crs)



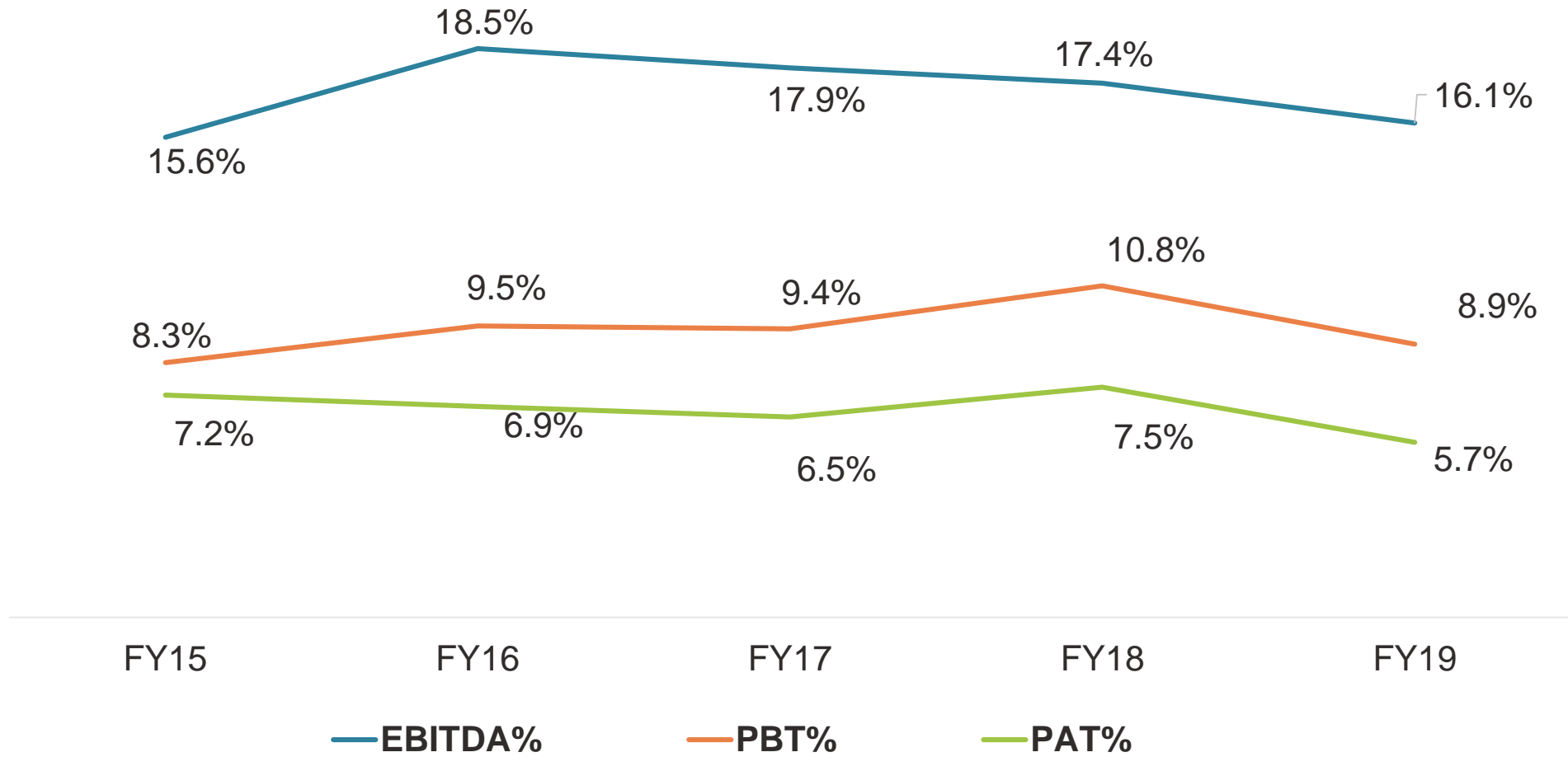
Cash PAT (Rs. In Crs)



* As per IndAS

Note: Financials are excluding Excise Duty

MARGIN Profile



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

Historical Balance Sheet as per I-GAAP

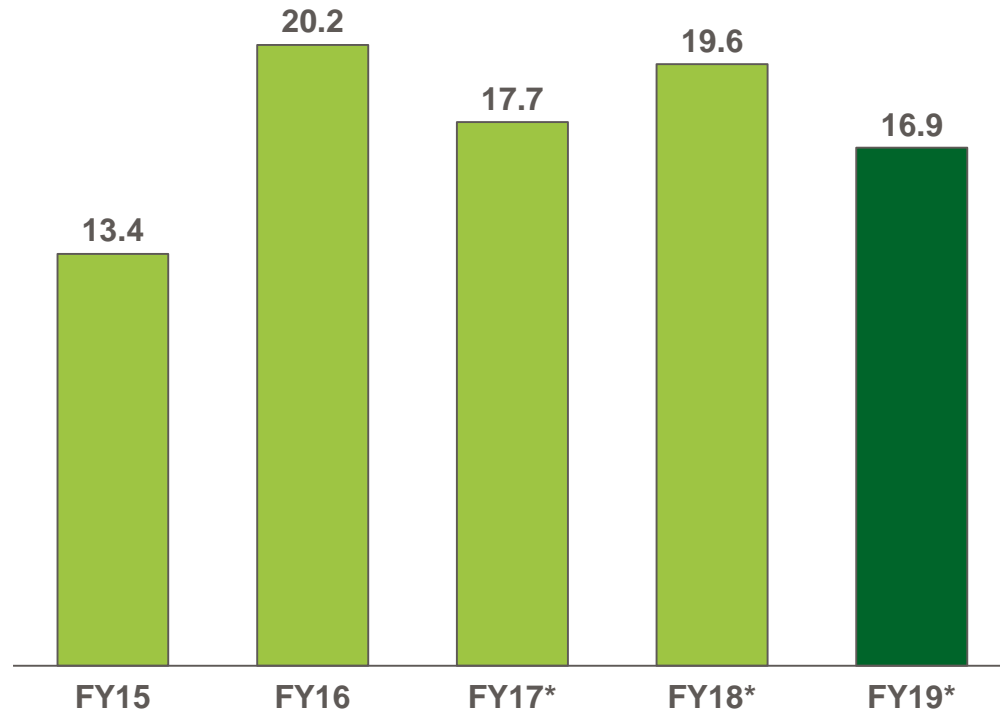


Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Shareholder's Fund	105.6	89.8	78.3	42.6	36.0
Share capital	8.3	8.3	8.3	7.3	7.3
Reserves & Surplus	97.3	81.4	70.0	35.2	28.7
Non-current liabilities	24.6	39.1	40.6	43	19.8
Long term borrowings	16.4	30.9	32.7	38.2	15.1
Deferred Tax Liabilities (net)	6.3	6.3	5.0	3.2	3.1
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

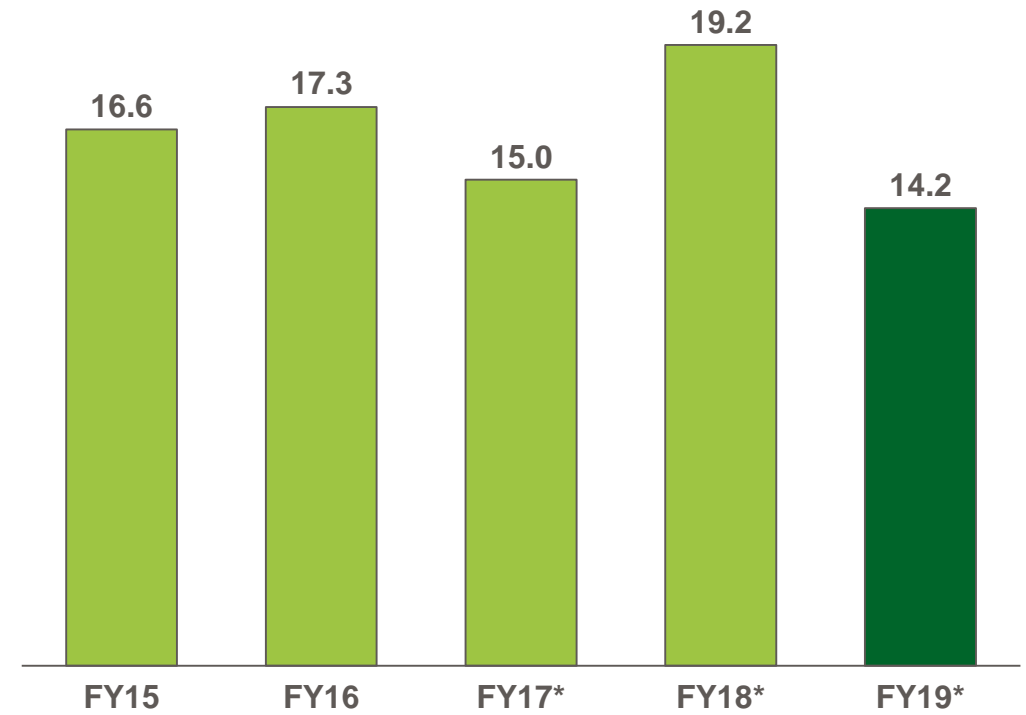
Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Non-current assets	107.3	102.5	87.0	58.0	50
Fixed assets	97.7	97.7	77.6	49.8	45.2
Long-term loans and advances	9.4	4.6	9.1	8.2	4.8
Non-current investments	0.2	0.2	0.3	-	-
Current assets	98.5	88.6	105.5	85.6	57.2
Current Investments	-	-	25.4	-	-
Inventories	27.5	22.5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

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 at Halol commenced

Long Term Debt Financing

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



Mr. Mahendra Sanghvi
Executive Chairman

Mr. Amit Sanghvi
Managing Director

Mr. Laxman Sanghvi
Executive Director

Mr. Sarup Chowdhary
Independent Director

Mr. Milin Mehta
Independent Director

Mr. Ranjit Singh
Independent Director
(Newly Appointed)

Mr. Jiten Mathuria
Independent Director
(Newly Appointed)

Ms. Tilottama Sanghvi
Non-Executive Director

New Appointments & Resignation

- **Mr. Ranjit Singh appointed as Independent Director**

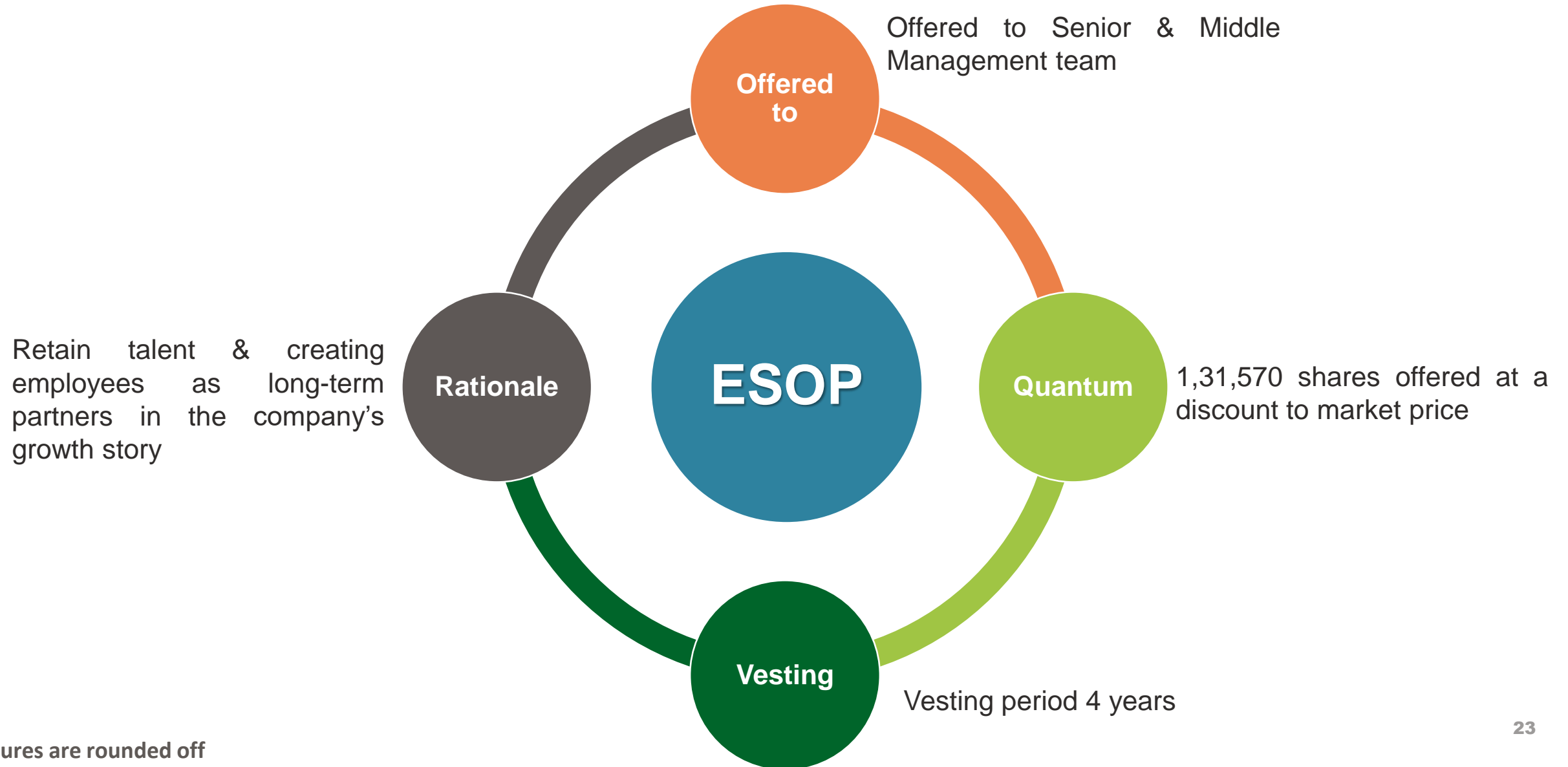
Has over 30 years of experience. He was the Former MD of Kalpataru Power Transmission, Global COO & Board member of Polyplex Corporation Ltd. (4th Largest Polyester Film manufacturer in World), Member, Board of Governors, IIM Jammu, Founder – Aspirelabs Accelerator, Reimagine Plastic, Director & Mentor – Legistify

- **Mr. Jiten Mathuria appointed as Independent Director**

Mr. Mathuria is a prominent name in the Plastics Industry. He is also the Promoter & Director of J P Polymers Pvt. Ltd., one of the largest distributor of Engineering & Specialist polymers in India

- **Mr. P R Singhvi Resigned** as an Independent Director w.e.f. 01/04/2019

- **Ms. Tilottama Sanghvi Retired** as Whole Time Director and has been appointed as Non-Executive Director w.e.f. 01/04/2019



Company



Investor Relations Advisors



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. Pratik R. Shah
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Thank you