

SEPL/SE/Feb/1819

February 14, 2019

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

Sub : Q3 & 9MFY19 Result Presentation

Ref : Regulation 30 of the SEBI Listing Regulations, 2015

Dear Sir,

In continuation to our letter dated February 13, 2019, regarding intimation of Earnings Call of the Company scheduled on February 18, 2019 to discuss the operational & financial performance, kindly find enclosed herewith **Q3 & 9MFY19 Result Presentation** of the Company.

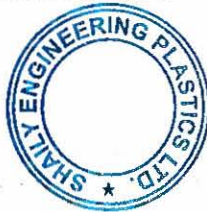
A copy of the same is also available on our website www.shaily.com.

Kindly take the same on record.

Thanking You.

Yours truly,
For Shaily Engineering Plastics Limited


Preeti Sheth
Asst. Company Secretary



Encl : a/a

Shaily Engineering Plastics Ltd

9M FY19 Investor Presentation

Thursday, 14th February 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
21% ↑**

**100+ Injection
Moulding
Machines**

**EBITDA
5 Years CAGR
22% ↑**

**1,100+
Employees**

**PAT
5 Years
CAGR
38% ↑**

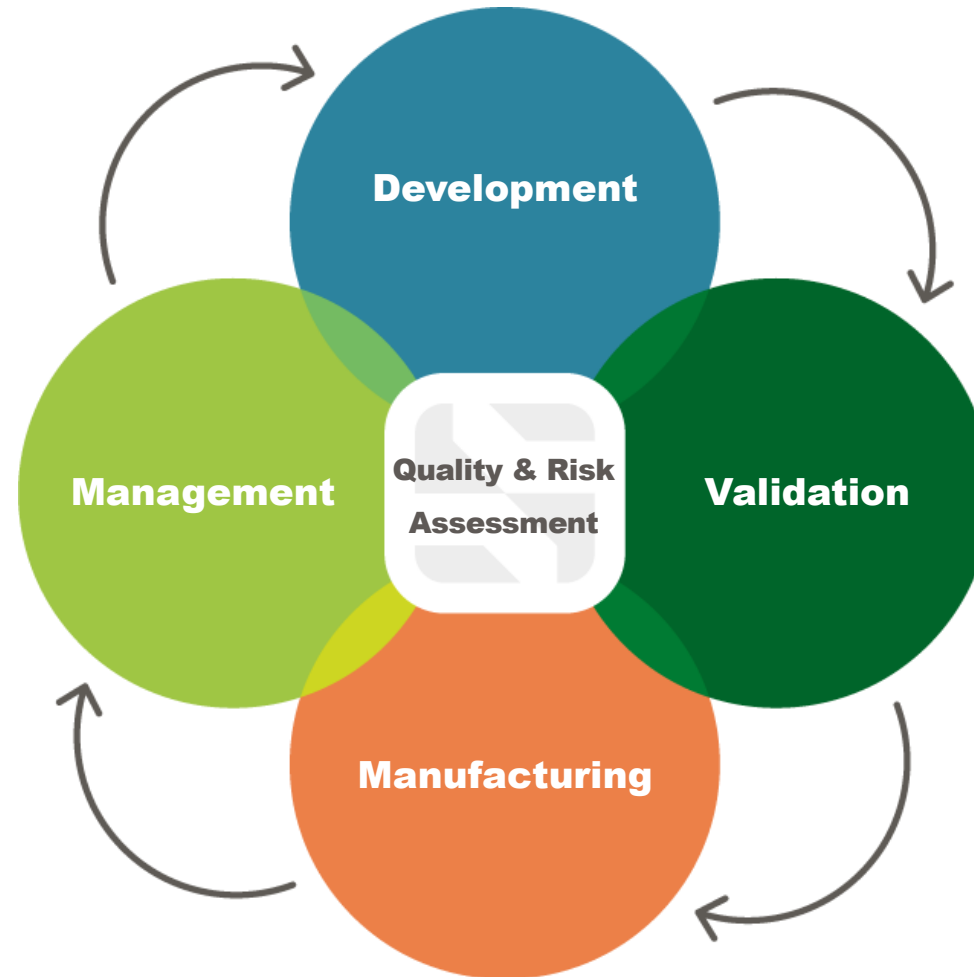


Management

- 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**

Orders

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**

Q3FY19

Business Confirmations:

- Confirmation for **2 new devices received from domestic pharma company**
- Business confirmation receive from **home furnishings major for one new product**
- Business confirmation for **3 new products received from Honeywell**

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 to commence in Q4FY19

Long Term Debt Financing

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



Operating Performance in 9MFY19



Revenue

261 Crores 15.1% YoY



EBITDA

43 Crores 4.2% YoY



EBITDA Margin

16.3%



PBT

25 Crores 1.3% YoY



PAT

16 Crores 5.4% YoY



NET Debt: Equity

0.73 x

Key Highlights – 9MFY19

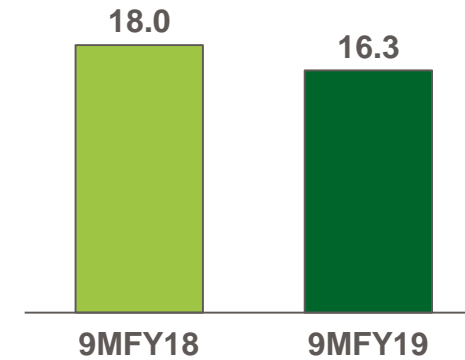
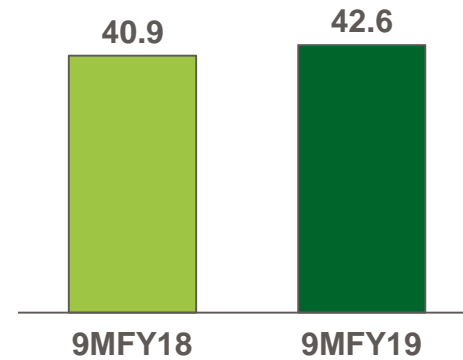
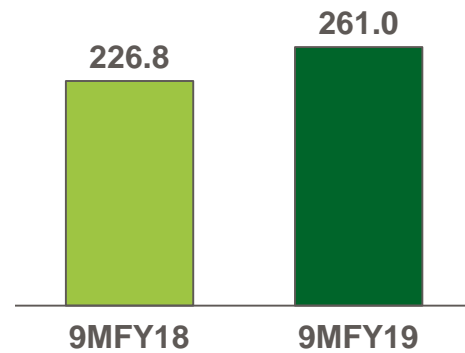


(Rs. Cr.)

Revenue[^]

EBITDA

EBITDA Margin %

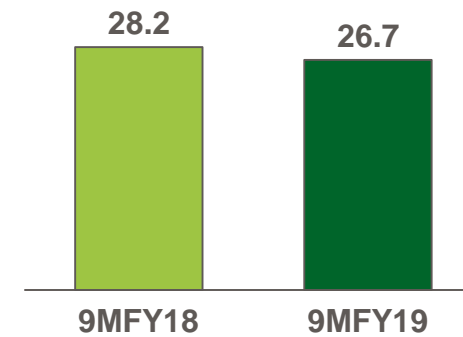
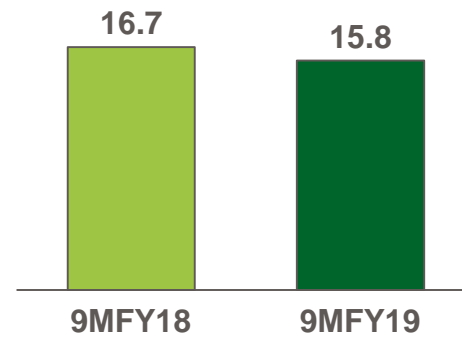
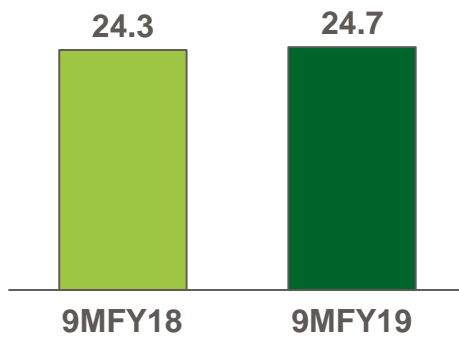


(Rs. Cr.)

PBT

PAT

Cash PAT #



Cash PAT includes PAT & Depreciation

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

Key Highlights – Q3FY19

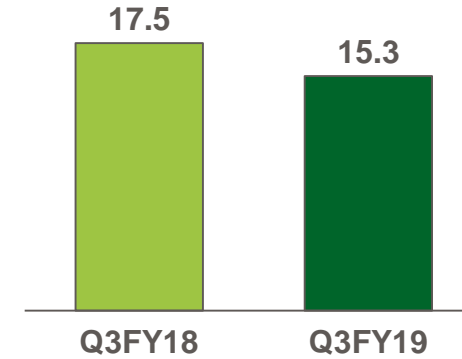
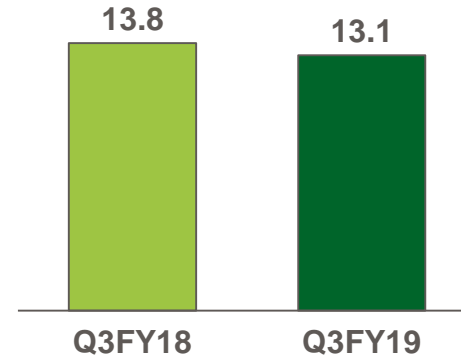
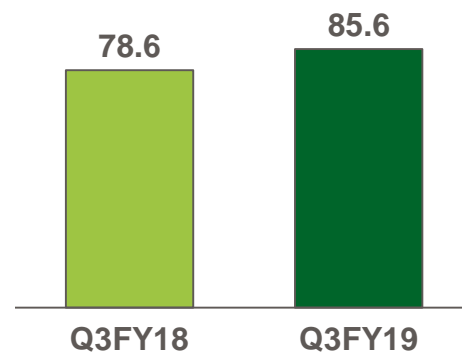


(Rs. Cr.)

Revenue[^]

EBITDA

EBITDA Margin %

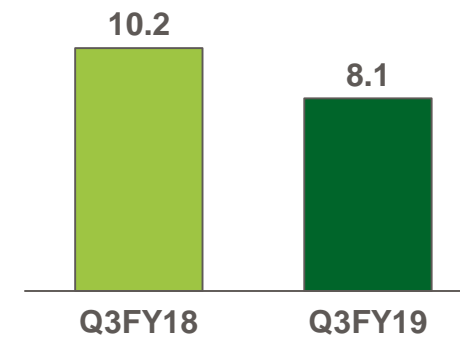
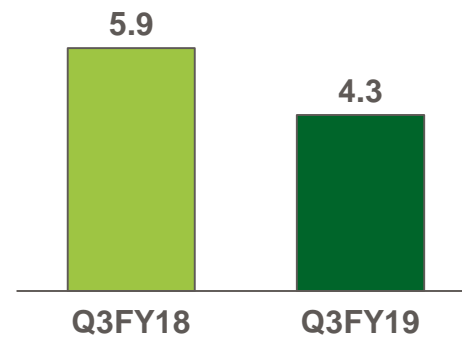
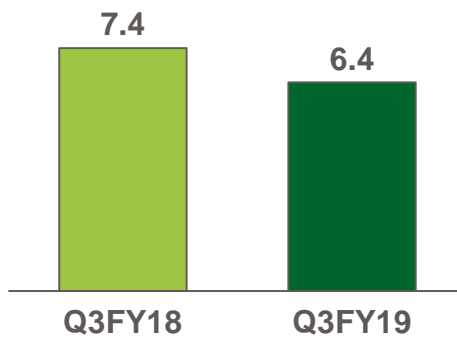


(Rs. Cr.)

PBT

PAT

Cash PAT #



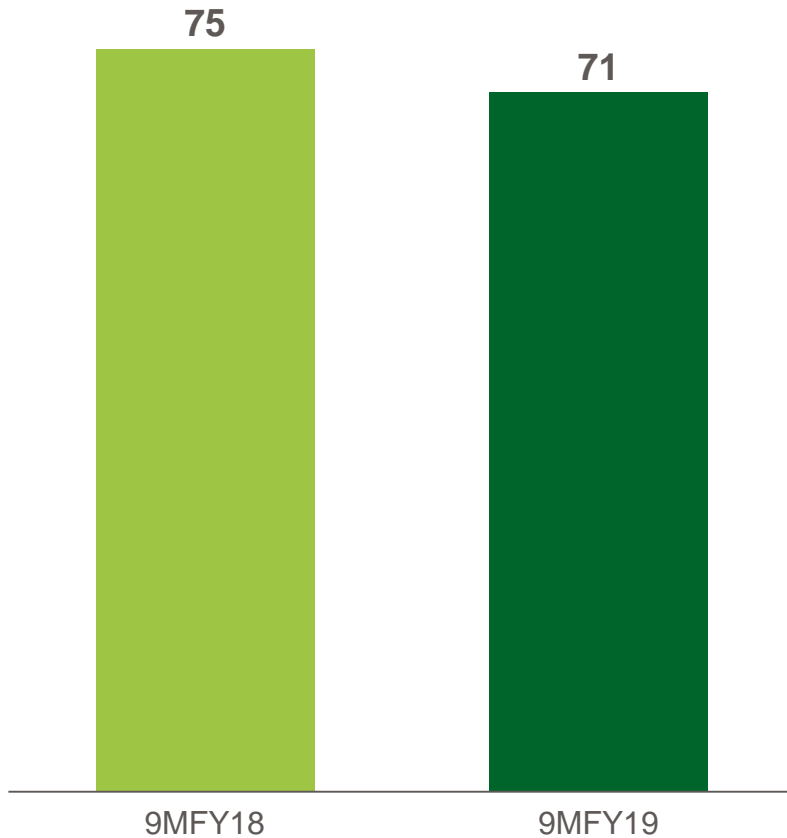
Cash PAT includes PAT & Depreciation

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

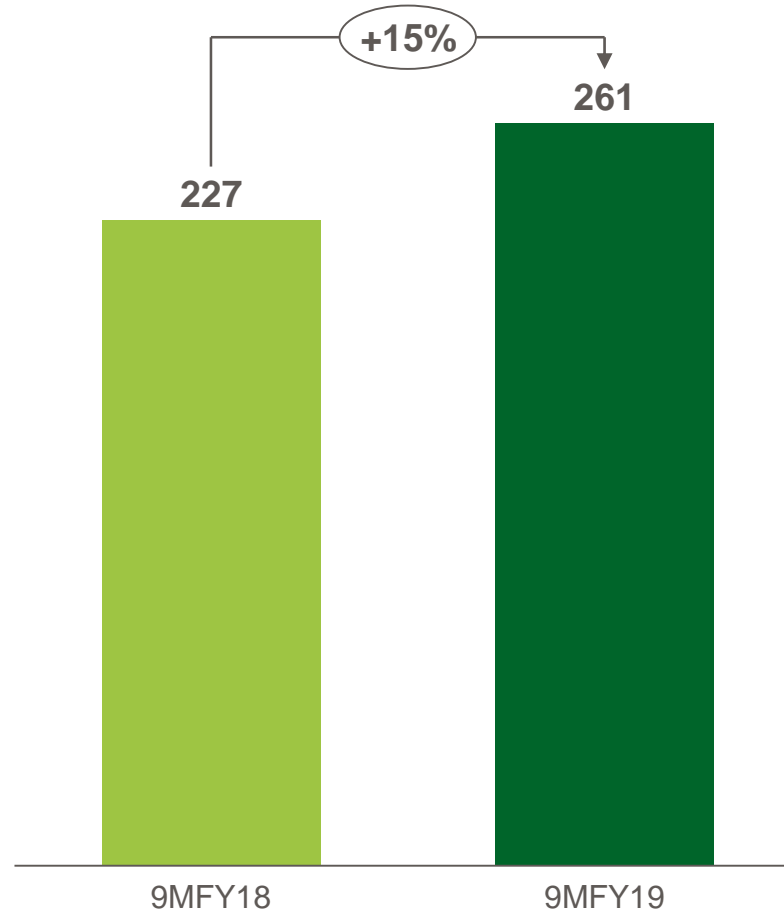
Machine Utilization – Across Plants



Machine Utilization (%)



Revenue (Rs. In Crs)

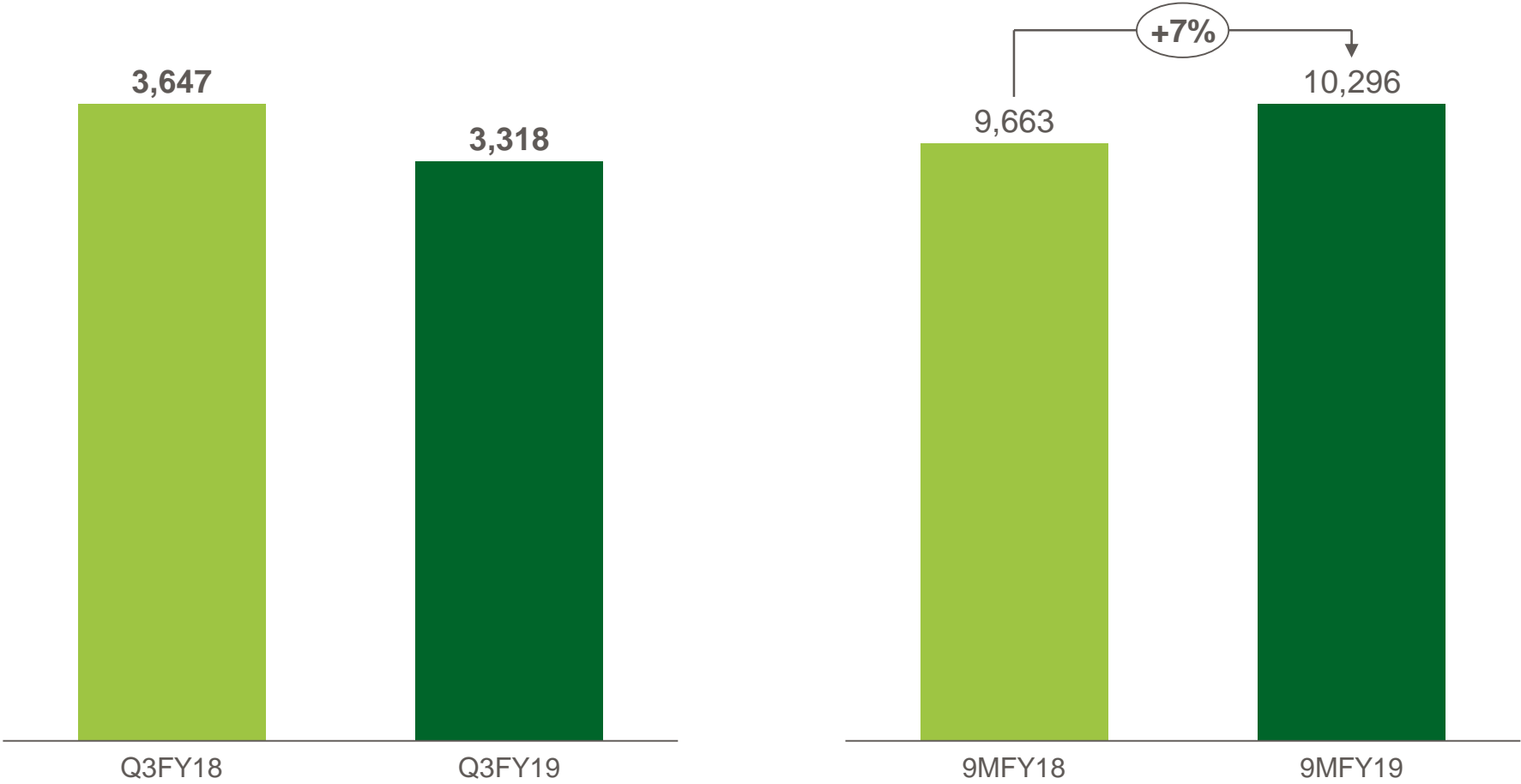


...Focusing on higher value add products

Volume of Polymers Processed

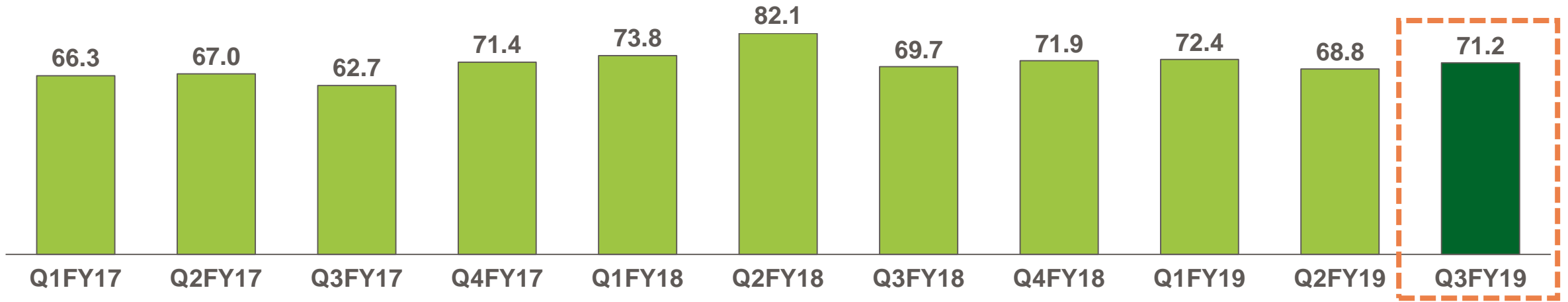


Volume in Tons

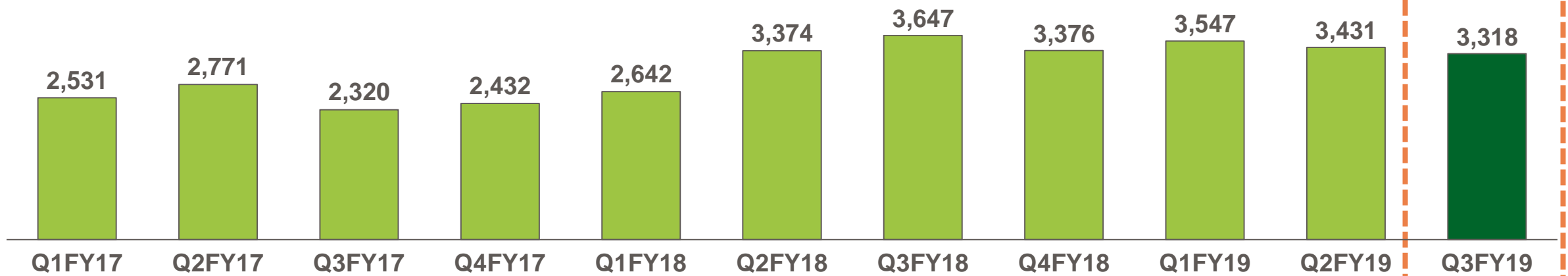


...Increase in basket of product offering and quantity

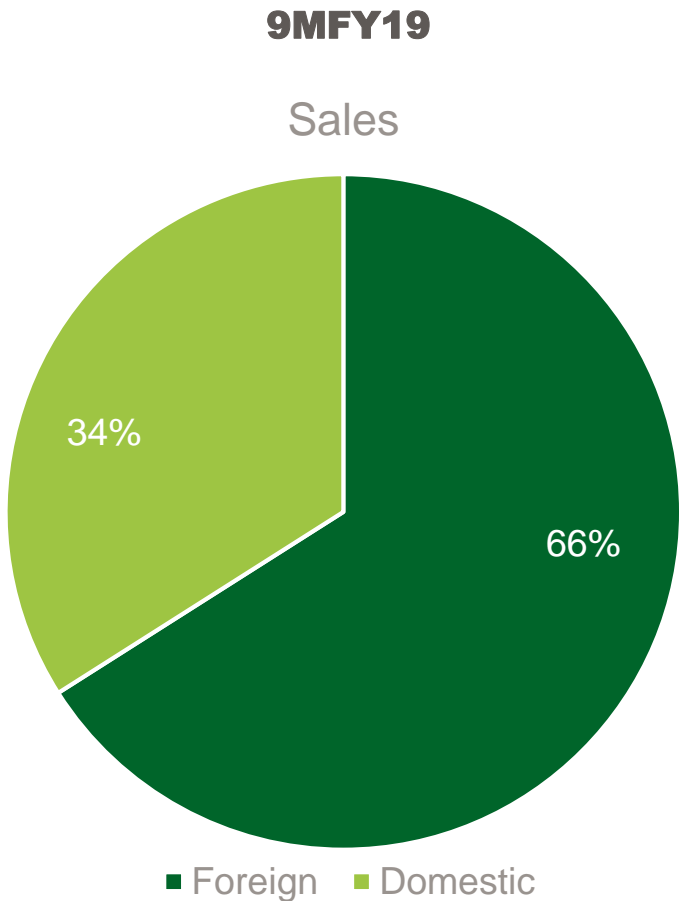
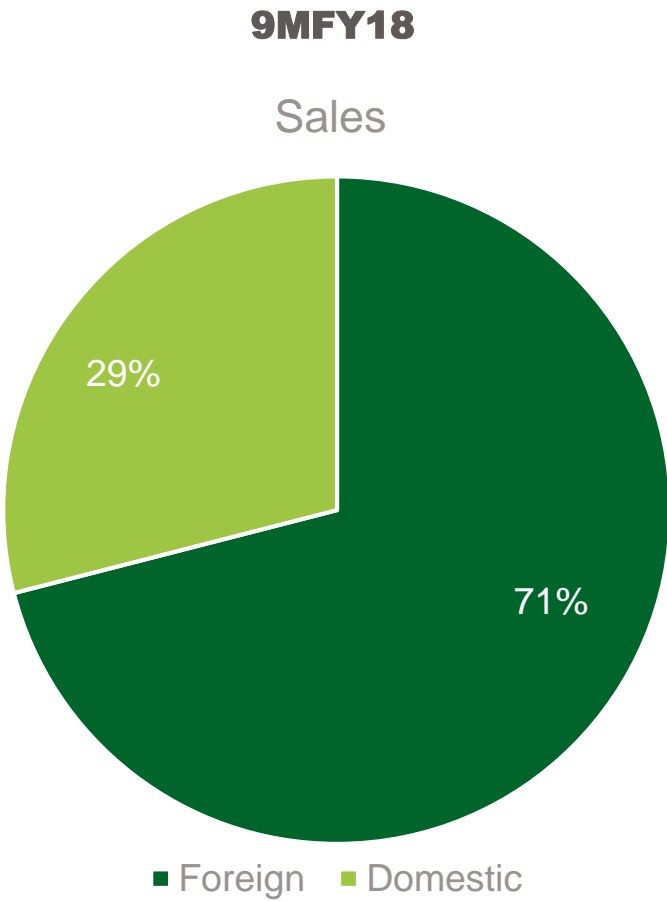
Machine Utilization (%)



Volumes of Polymers Processed (MT)



Revenue Analysis - Domestic Vs. Exports



Income Statement



Particulars in Rs. Crs	Q3FY19	Q3FY18	YoY %	9MFY19	9MFY18	YoY %
Revenue	85.6	78.6	8.9%	261.0	226.8	15.1%
Raw Material	52.5	48.8		162.4	141.1	
Employee Expenses	9.5	8.3		28.5	23.2	
Other Expenses*	10.7	8.3		28.9	23.3	
Other Income	0.2	0.6		1.3	1.7	
EBITDA	13.1	13.8	-4.6%	42.6	40.9	4.2%
<i>EBITDA Margin</i>	15.3%	17.5%		16.3%	18.0%	
Depreciation	3.8	4.3		11.0	11.5	
Finance Cost	3.0	2.1		7.0	5.0	
PBT	6.4	7.4	-14.1%	24.7	24.3	1.3%
<i>PBT Margin</i>	7.4%	9.4%		9.4%	10.7%	
Tax	2.1	1.5		17.2	7.6	
PAT	4.3	5.9	-27.5%	15.8	16.7	-5.6%
<i>PAT Margin</i>	5.0%	7.5%		6.0%	7.4%	
Cash PAT[^]	8.1	10.2	-20.8%	26.7	28.2	-5.4%
<i>Cash PAT Margin</i>	9.4%	12.9%		10.2%	12.5%	

[^] Cash PAT = PAT + Depreciation

Note: Financials are excluding Excise Duty

* Other Expenses include Power & Fuel costs

Balance Sheet



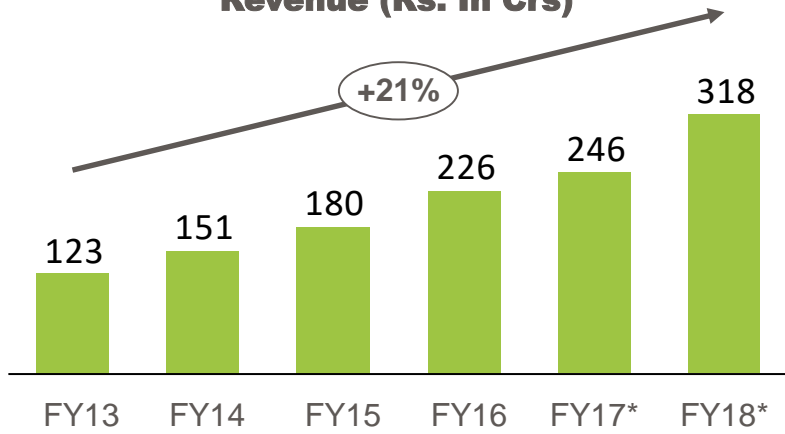
Particulars in Rs. Crs	Sept 18	Mar 18
Assets		
Non current Assets	154.1	125.9
Fixed Assets		
Property Plant & Equipment	125.6	106.4
Capital WIP	7.6	5.8
Intangible Assets	1.2	1.2
Financial Assets		
Investments	0.2	0.2
Loans & Advances	2.2	8.0
Other Non current Assets	17.3	4.4
Current Assets	150.0	158.9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

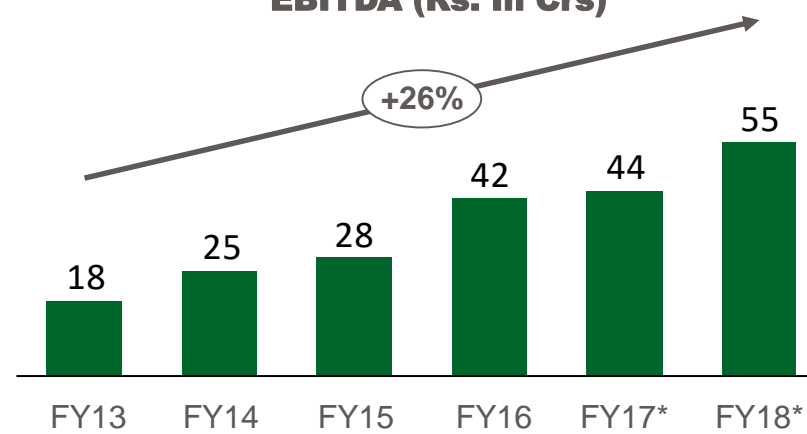
Delivering PROFITABLE GROWTH



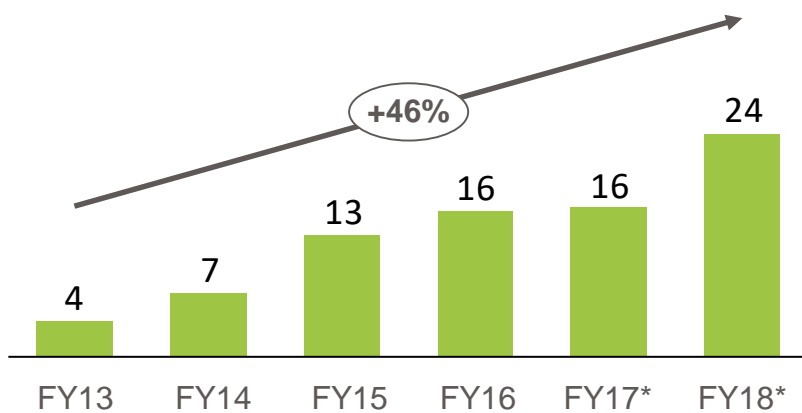
Revenue (Rs. In Crs)



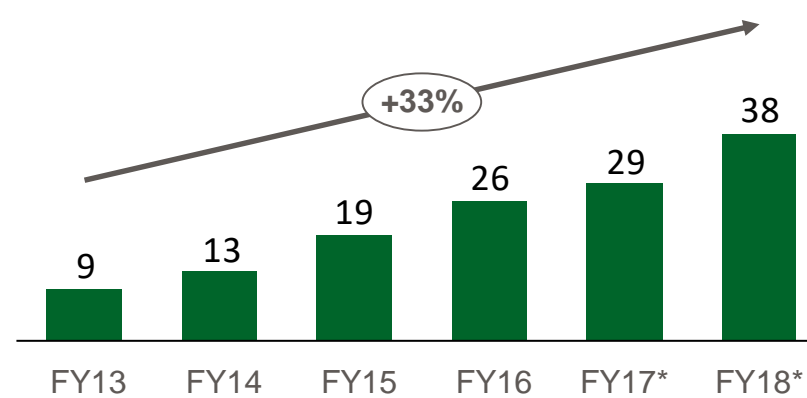
EBITDA (Rs. In Crs)



PAT (Rs. In Crs)



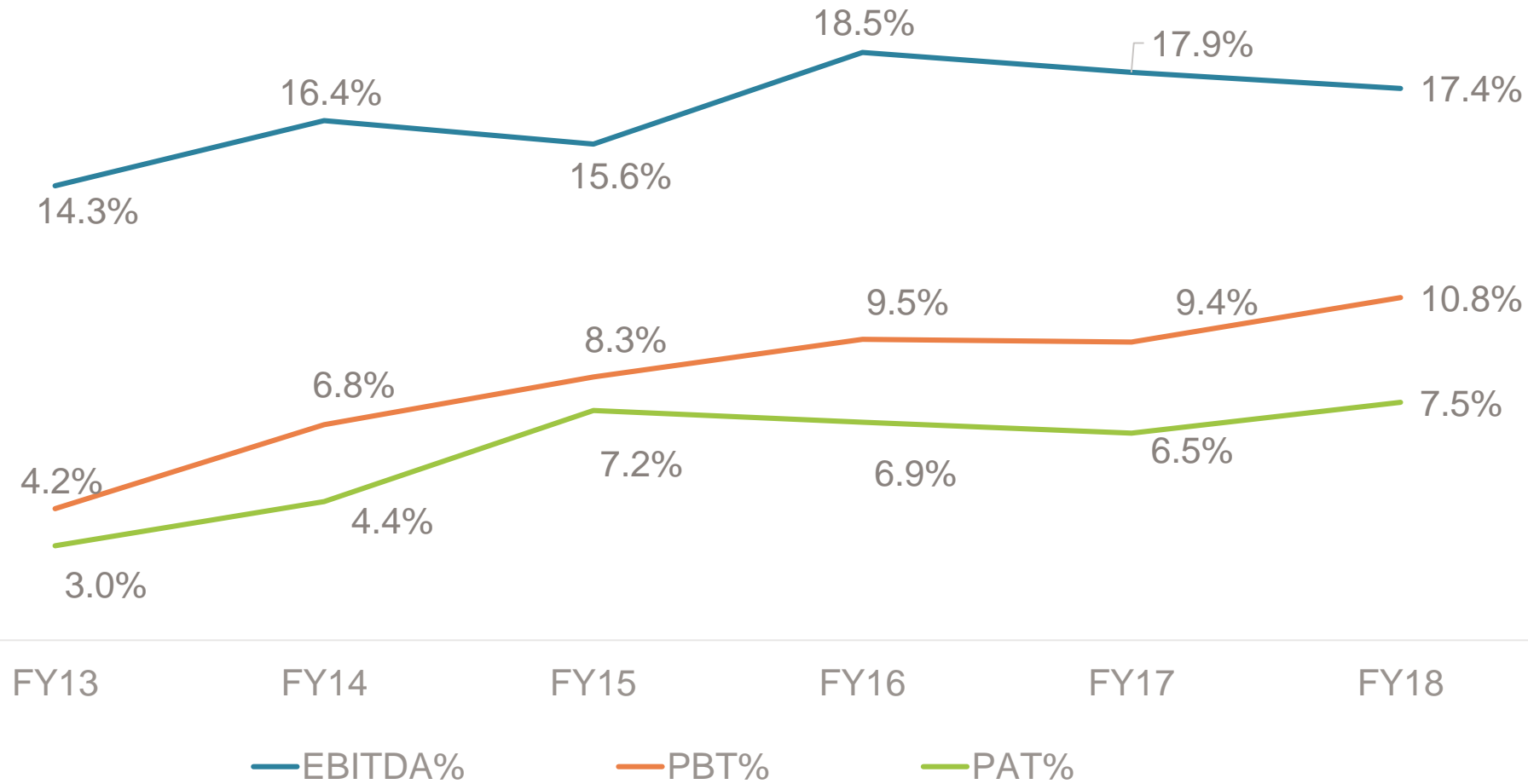
Cash PAT (Rs. In Crs)



* 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

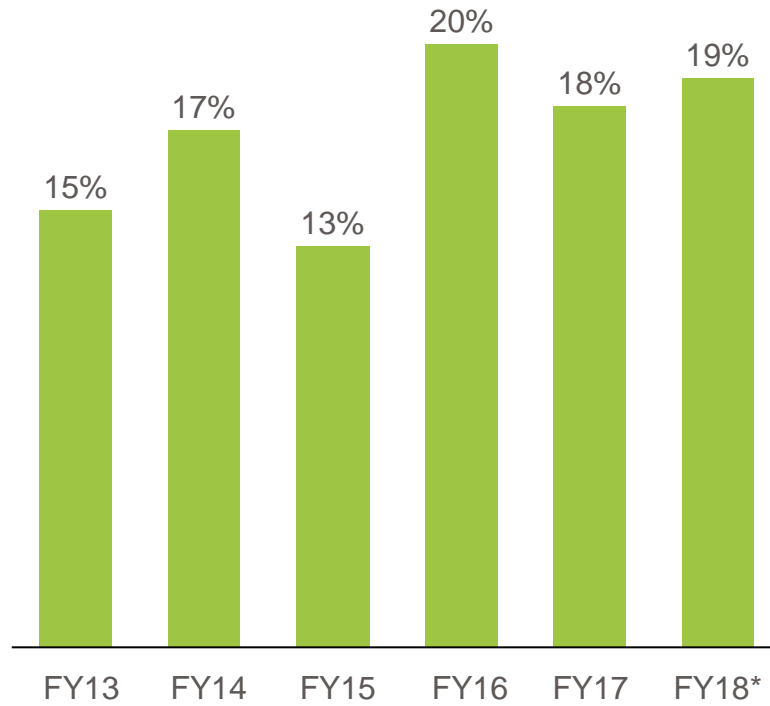


Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Shareholder's Fund	105.6	89.8	78.3	42.6	36.0
Share capital	8.3	8.3	8.3	7.3	7.3
Reserves & Surplus	97.3	81.4	70.0	35.2	28.7
Non-current liabilities	24.6	39.1	40.6	43	19.8
Long term borrowings	16.4	30.9	32.7	38.2	15.1
Deferred Tax Liabilities (net)	6.3	6.3	5.0	3.2	3.1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

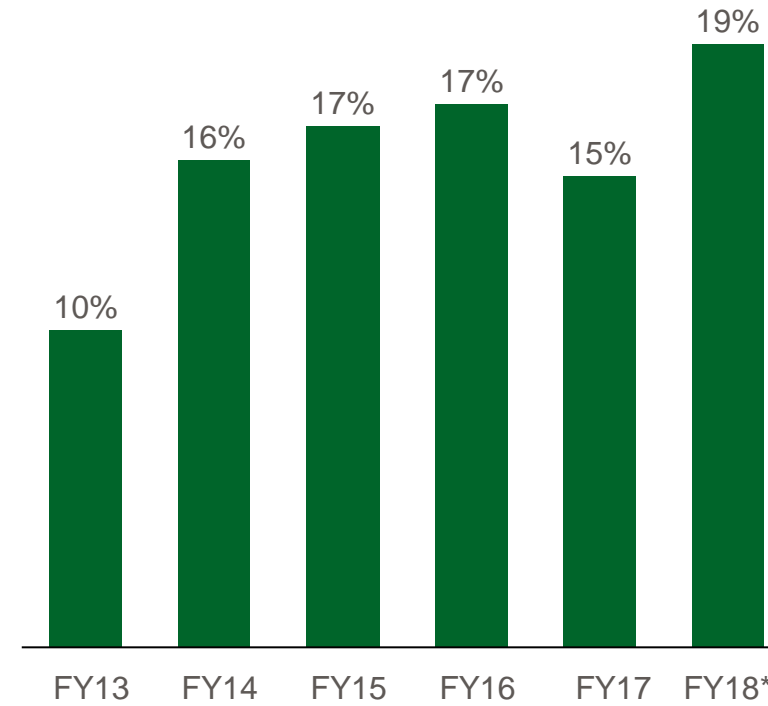
Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Non-current assets	107.3	102.5	87.0	58.0	50
Fixed assets	97.7	97.7	77.6	49.8	45.2
Long-term loans and advances	9.4	4.6	9.1	8.2	4.8
Non-current investments	0.2	0.2	0.3	-	-
Current assets	98.5	88.6	105.5	85.6	57.2
Current Investments	-	-	25.4	-	-
Inventories	27.5	22.5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

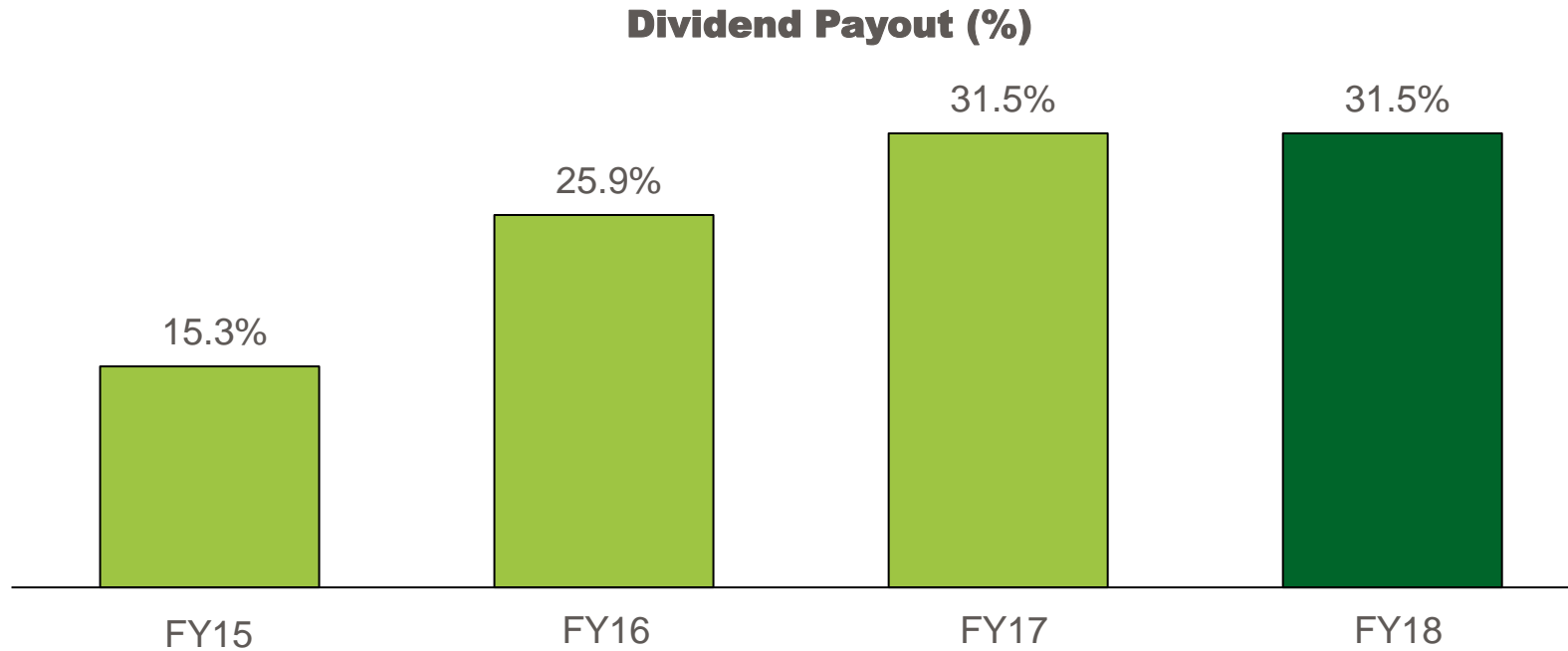


ROE (%)



* 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 :

Shaily Engineering Plastics Ltd.
CIN – L51900GJ1980PLC065554

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285

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Thank you