

Shaily Engineering Plastics Ltd

Q4 & FY18 Investor Presentation





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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% ↑**



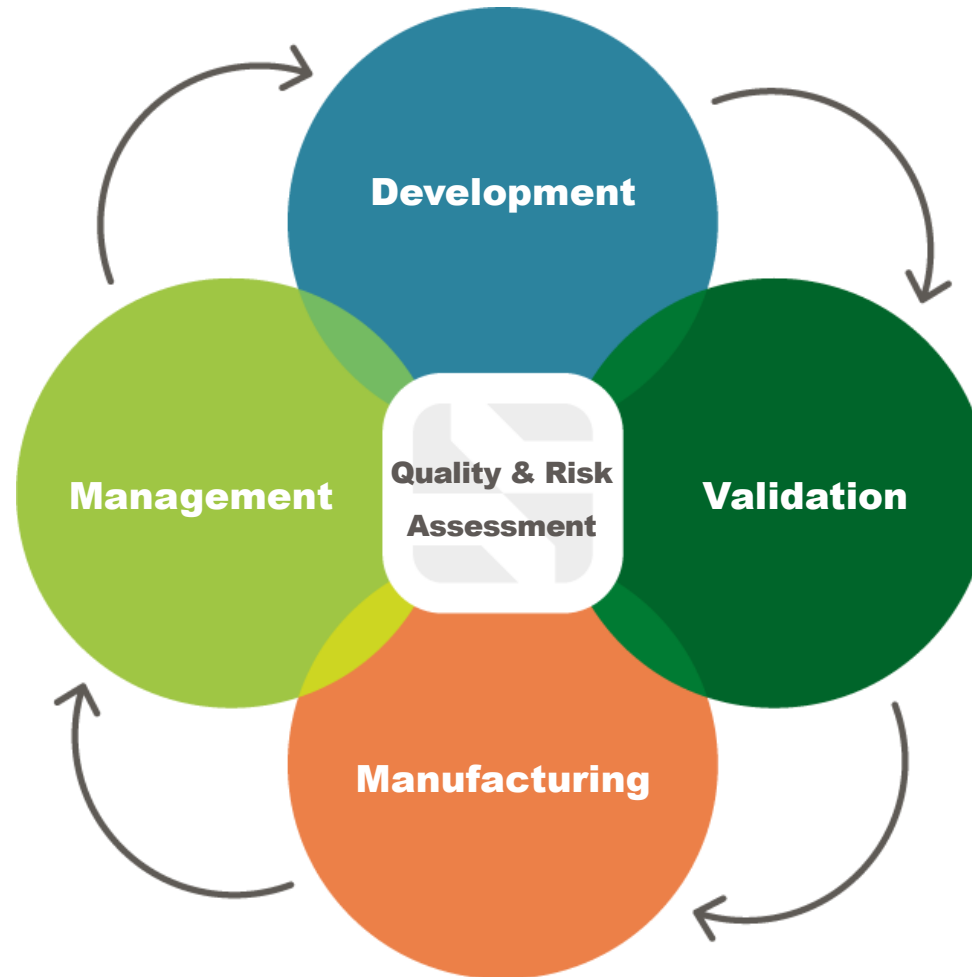
USD 100mn Revenue by 2020

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**



Steady Order In-flow during FY18... I

Q1

- Received Business Confirmations from Domestic FMCG major (new customer) for manufacture of packaging for one of their flagship products
- Pen injector order confirmation received in last quarter now extended for US market
- Order from Large domestic pharma company – for development of disposable insulin pen
- Ramp up in sales seen from auto ancillary company
- Improvement in sales seen in Corvi from Q3
- Home furnishing major – Order confirmation received in Q3FY17, part commercial shipments started
- Launched premium insulin pen for global pharma company for global markets
- Skin care device & Derma applicator – development completed and samples submitted to customer for approval

Q2

- Skin care device & Derma applicator – development completed and samples submitted to customer for approval
- Commercialized a part of the order worth Rs. 60 Cr received from the Home Furnishing major in Q2 & remaining part to be commercialized in Q3
- Also, Successfully launched Skin care for 5 pharmaceutical companies
- Successfully converted a Metal part to Plastic for Honeywell
- **Award:**
 - Top Exporter from Inland Container Depot, Vadodara
- **Credit Ratings:**
 - Long-Term Bank loan rating upgraded from BBB+ to A- and Short-Term rating upgraded A2 from A2+

Steady Order In-flow during FY18... II



- Received confirmation for development & supply of Anal applicator for global markets from a large domestic Pharma company
- Received confirmation to develop & supply 6 different types of Pens for different Therapies/Customers. Expected to launch during FY2019-20
- Commercialised large portion of the Rs. 60 Cr. order in Q3 FY18



- Received Business Confirmations for 2 more pens from large domestic pharma companies
- New medical applicator under development for a large domestic pharma company
- Developing 2 more products for the Home Furnishing major
- Discussion underway to supply LED lighting components for a new client

Operating Performance in FY18



Revenue

318 Crores 29% YoY



EBITDA

55* Crores 26% YoY
*As per IndAS



EBITDA Margin

17%* 50 bps

*As per IndAS
EBITDA margins are 18% as per I-GAAP



PAT

24 Crores 51% YoY



NET Debt: Equity

0.85x



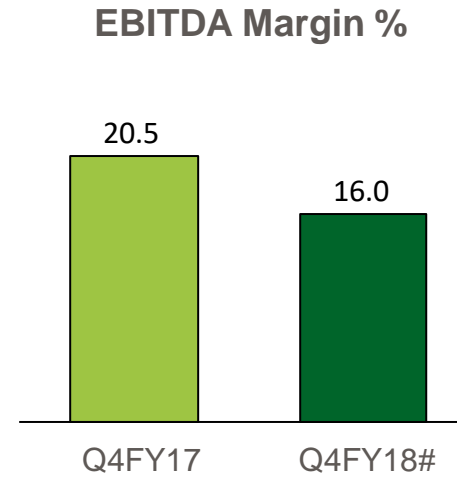
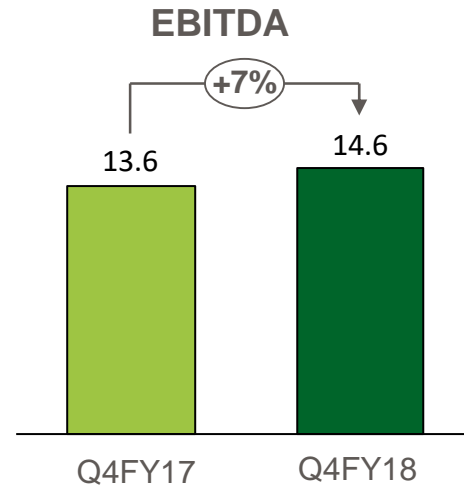
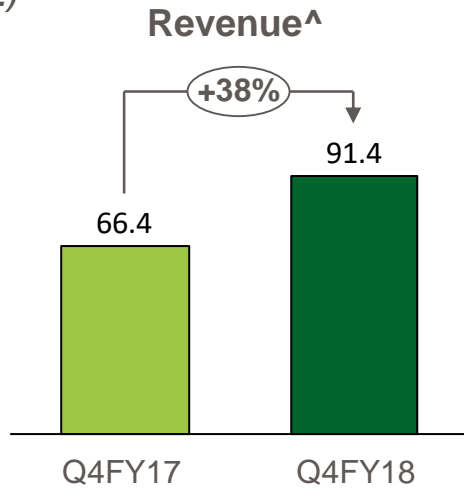
Gross Fixed Assets

228 Crores

Key Highlights – Q4FY18

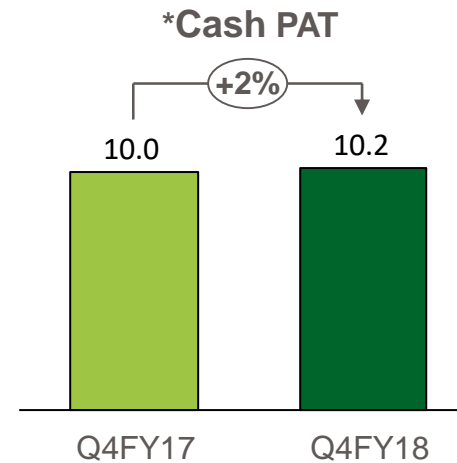
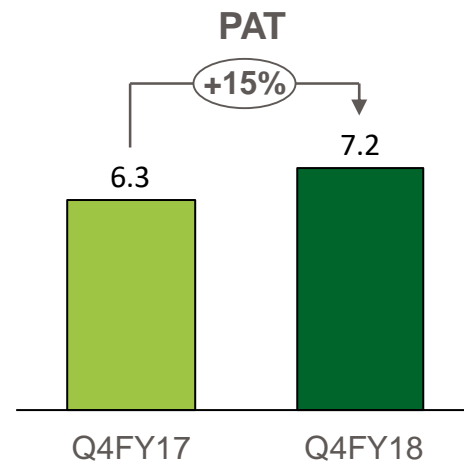
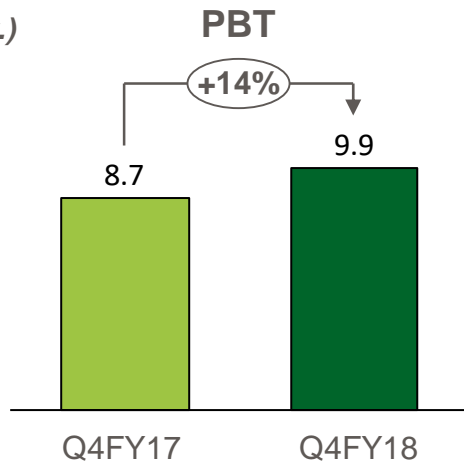


(Rs. Cr.)



As per IndAS. EBITDA margins are 18.4% as per I-GAAP

(Rs. Cr.)

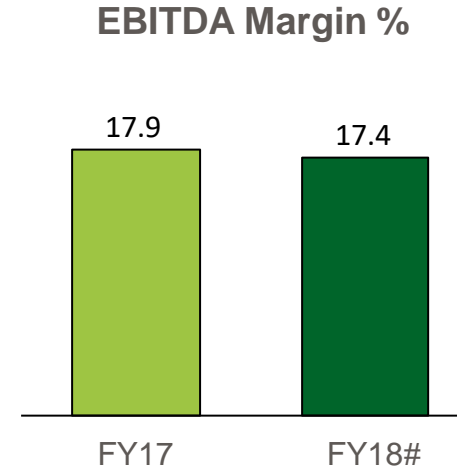
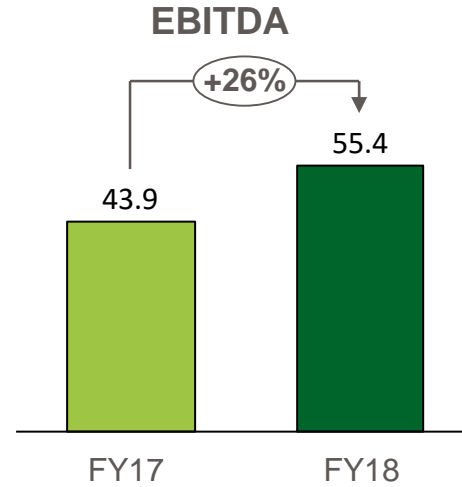
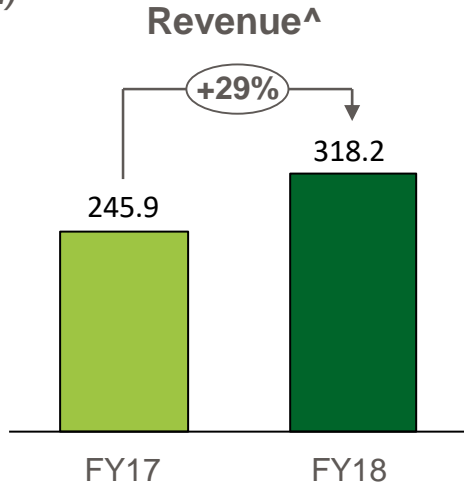


*Cash PAT includes PAT & Depreciation
[^]Excise Duty expenses have been excluded for comparison purposes

Key Highlights – FY18

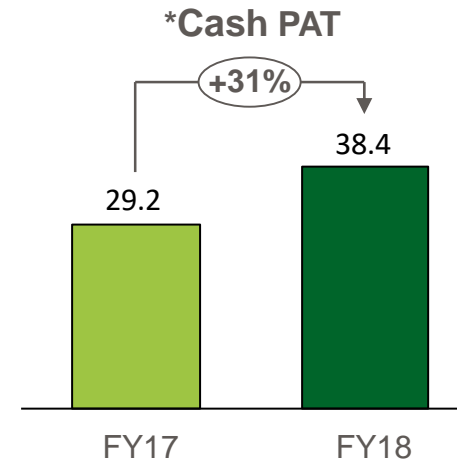
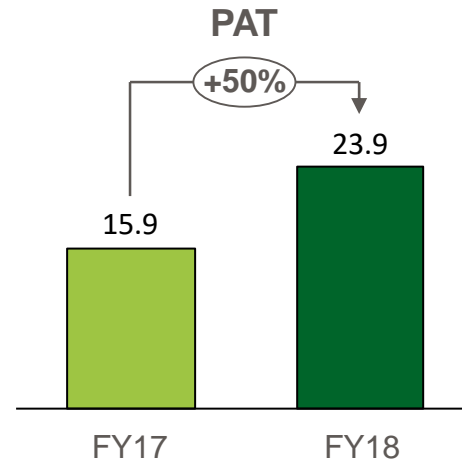
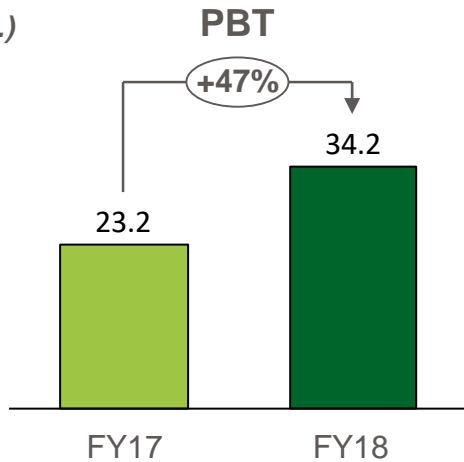


(Rs. Cr.)



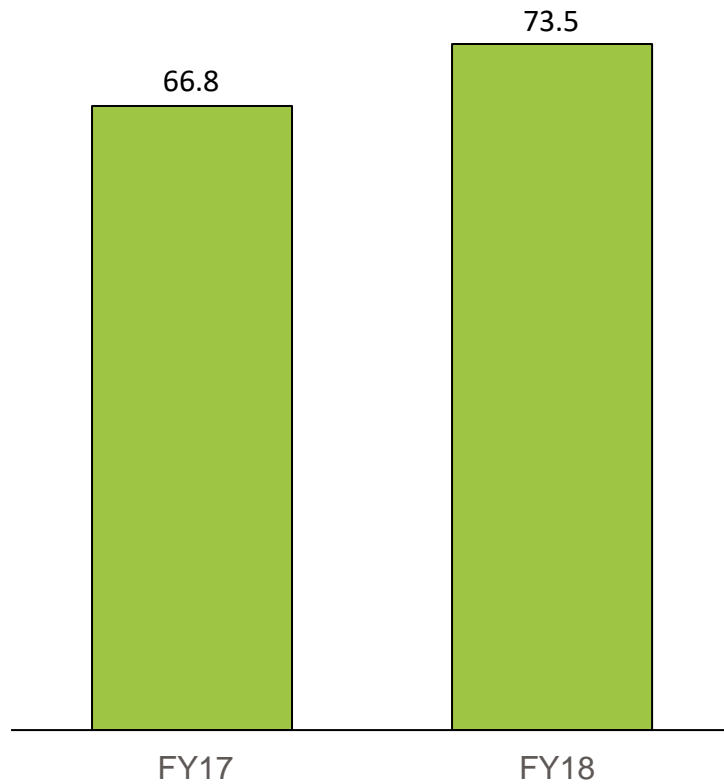
As per IndAS. EBITDA margins are 18% as per I-GAAP

(Rs. Cr.)

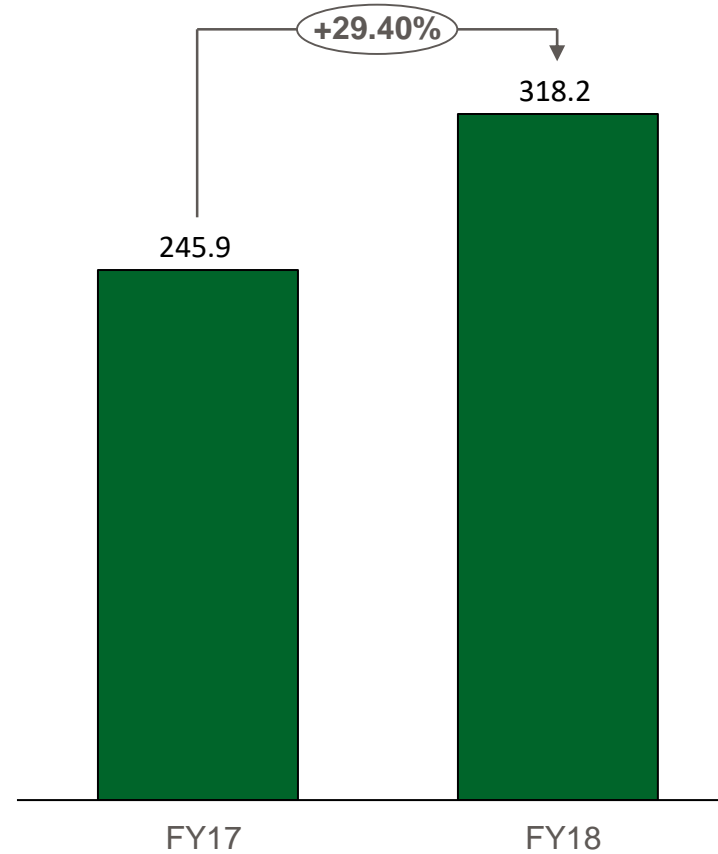


*Cash PAT includes PAT & Depreciation
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Machine Utilization (%)



Revenue (Rs. In Crs)

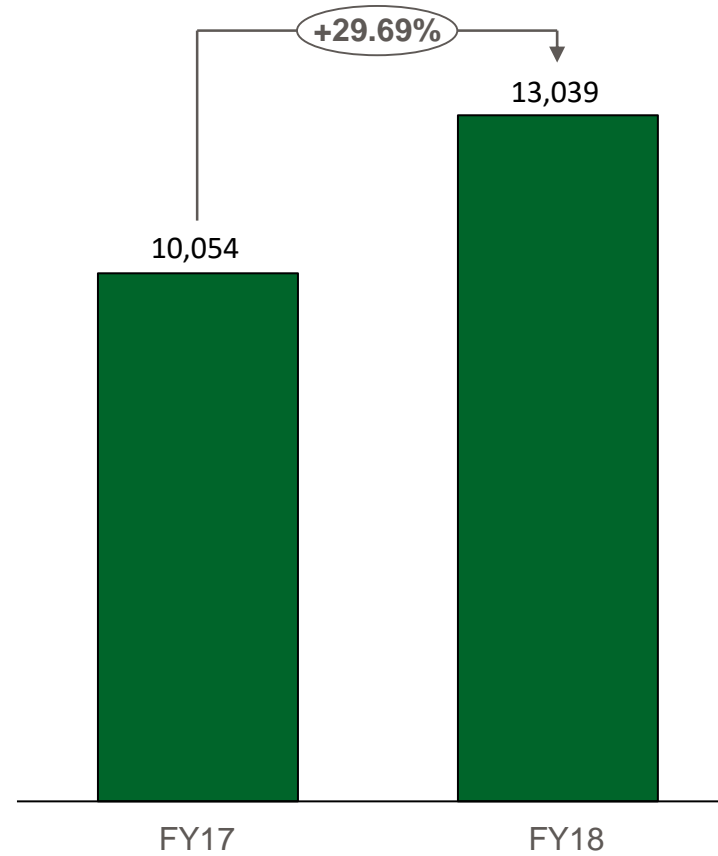
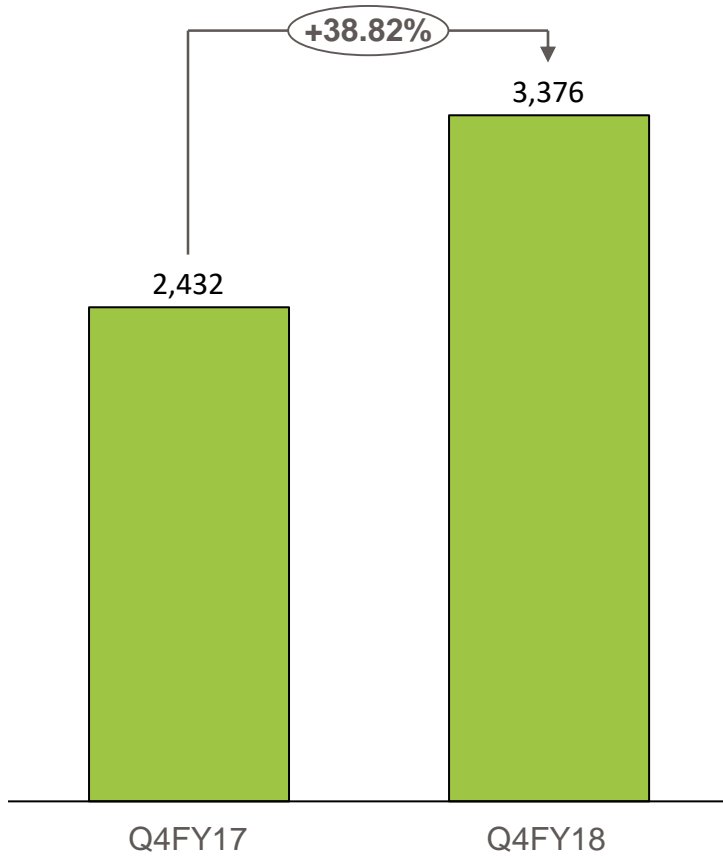


...Focusing on higher value add products

Volume of Polymers Processed



Volume in Tons

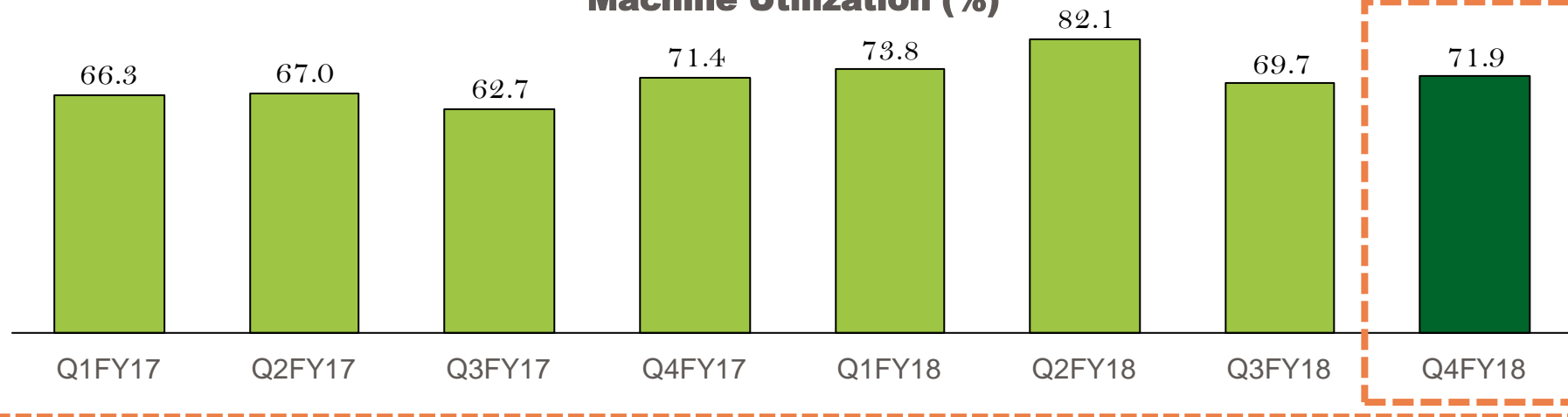


...Increase in basket of product offering and quantity

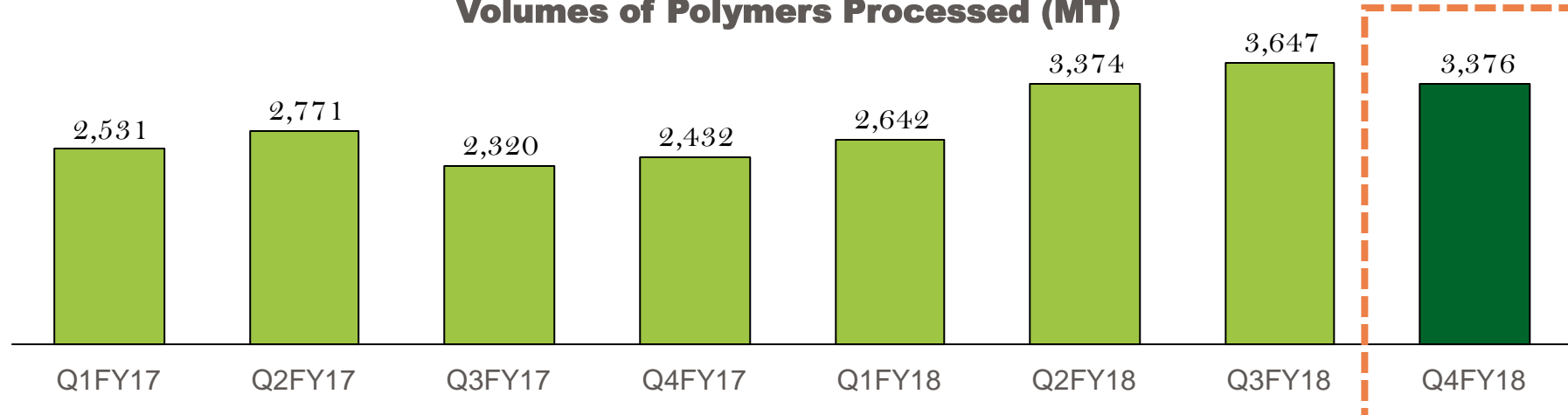
Volume of Polymers Processed



Machine Utilization (%)



Volumes of Polymers Processed (MT)

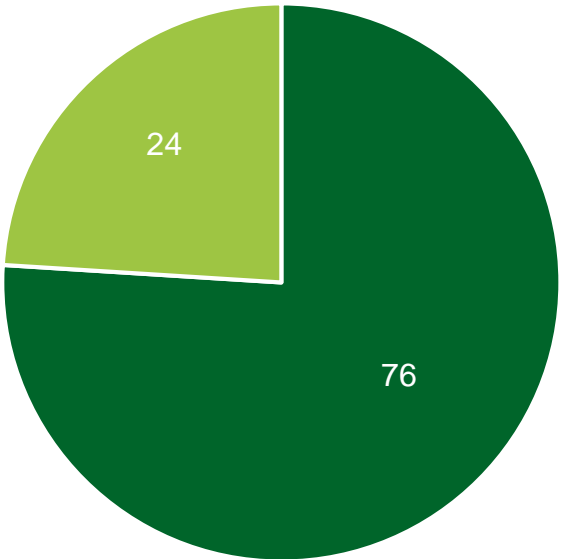


Volume of Polymers Processed



FY17

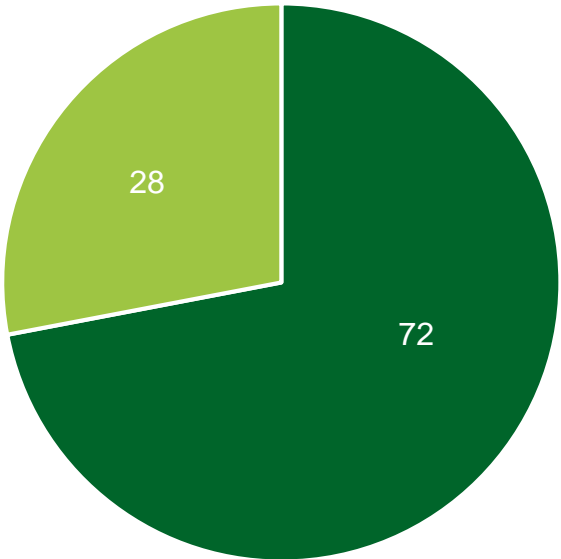
Sales



Foreign Domestic

FY18

Sales



Foreign Domestic

Quarterly Income Statement as per IndAS



Particulars in Rs. Crs	Q4FY18	Q4FY17	YoY %	FY18	FY17	YoY %
Revenue	91.4	66.4	37.5%	318.2	245.9	29.4%
Raw Material	57.6	40.72		198.8	151.1	
Employee Expenses	7.6	6.16		30.7	26.4	
Other Expenses*	12.2	7.00		35.6	27.8	
Other Income	0.6	1.06		2.3	3.4	
EBITDA	14.6	13.62	7.0%	55.4	43.9	26.3%
<i>EBITDA Margin</i>	<i>16.0%</i>	<i>20.5%</i>		<i>17.4%</i>	<i>17.9%</i>	
Depreciation	3.0	3.70		14.5	13.4	
Finance Cost	1.7	1.27		6.7	7.4	
PBT	9.9	8.65	14.4%	34.2	23.2	47.7%
<i>PBT Margin</i>	<i>10.8%</i>	<i>13.0%</i>		<i>10.8%</i>	<i>9.4%</i>	
Tax	2.7	2.39		10.3	7.3	
PAT	7.2	6.26	15.1%	23.9	15.9	50.6%
<i>PAT Margin</i>	<i>7.9%</i>	<i>9.4%</i>		<i>7.5%</i>	<i>6.5%</i>	
Cash PAT*	10.2	10.0	2.0%	38.4	29.2	31.4%
<i>Cash PAT Margin</i>	<i>11.1%</i>	<i>15.0%</i>		<i>12.1%</i>	<i>11.9%</i>	

Balance Sheet as per IndAS



Particulars in Rs. Crs	Mar 18	Mar 17
Assets		
Non current Assets	125.9	104.3
Fixed Assets		
Property Plant & Equipment	106.4	93.8
Capital WIP	5.8	3.1
Intangible Assets	1.2	0.3
Intangible Assets under Development	-	0.6
Financial Assets		
Investments	0.2	0.2
Others	8.0	0.2
Other Non current Assets	4.4	6.2
Current Assets	158.9	96.0
Inventories	40.7	27.5
Financial Assets		
Trade Receivables	68.2	46.2
Cash & cash equivalents	0.4	0.6
Other Bank Balances	3.3	3.1
Loans	0.1	0.0
Other Financial Assets	9.7	0.0
Other Current Assets	36.6	18.5
Total Assets	284.8	200.3

Particulars in Rs. Crs	Mar 18	Mar 17
Equity & Liabilities		
Equity	124.3	105.4
Share Capital	8.3	8.3
Other Equity	115.9	97.1
Non Current Liabilities	27.0	18.8
Financial Liabilities – Borrowings	21.0	16.0
Provisions	0.9	0.9
Deferred Tax Liabilities (Net)	4.2	1.0
Other Non Current Liabilities	0.8	0.9
Current Liabilities	133.5	76.1
Financial Liabilities		
Borrowings	63.9	37.1
Trade Payables	40.5	20.0
Other Financial Liabilities	25.0	14.2
Other Current Liabilities	1.7	2.5
Provisions	0.5	0.4
Current Tax Liabilities (Net)	1.9	1.9
Total Equity & Liabilities	284.8	200.3

Reconciliation as per I-GAAP

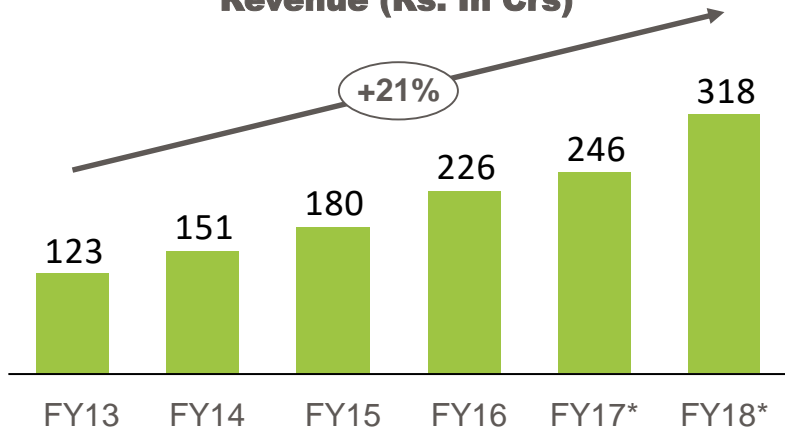


Particulars in Rs. Crs	FY17
Net Profit for the period as per Indian GAAP	15.9
Fair Valuation of Financial Assets - Investment in mutual funds	-
Adjustment on account of provision for expected credit loss	-0.3
Re-measurement of post employment benefit obligations	0.2
Adjustment of borrowings at amortized cost using effective interest rate method	0.0
Tax Impact on above	0.0
Total IND-AS Adjustments	0.0
Net Profit for the period as per IND-AS	15.9
Items that will not be reclassified to profit or loss (Net of Tax)	-0.2
Total Comprehensive Income (Actuarial Gain on Defined Benefit Obligation)	15.7

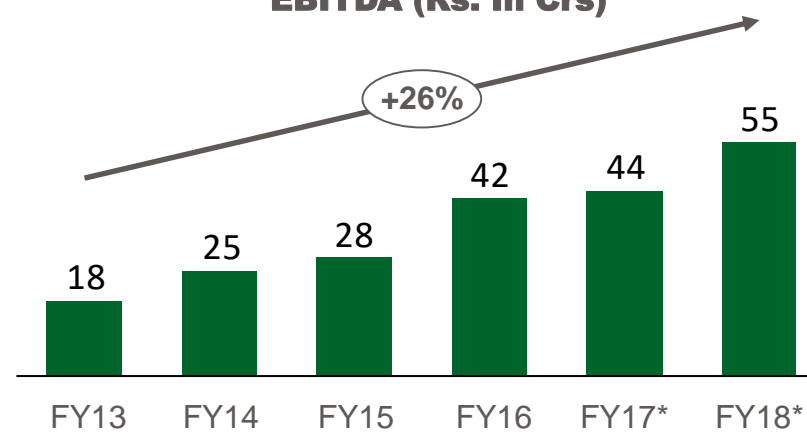
Delivering PROFITABLE GROWTH



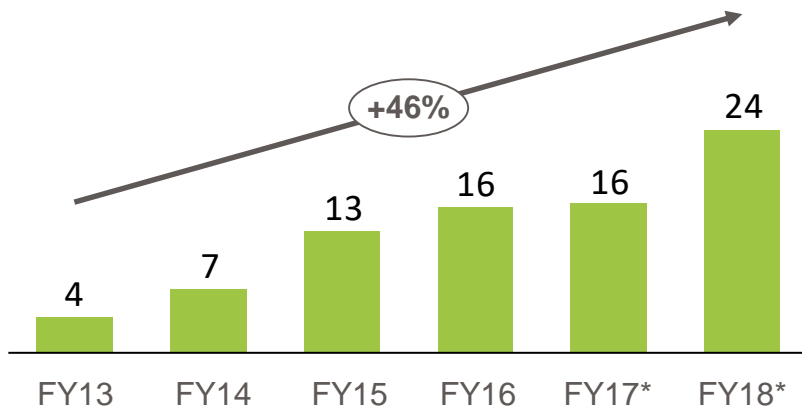
Revenue (Rs. In Crs)



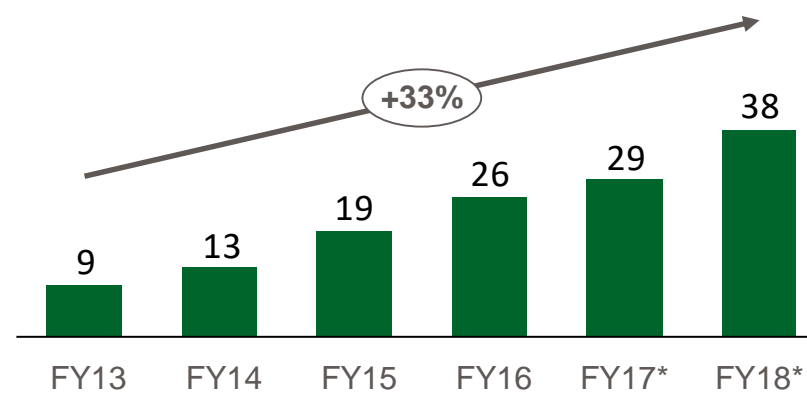
EBITDA (Rs. In Crs)



PAT (Rs. In Crs)



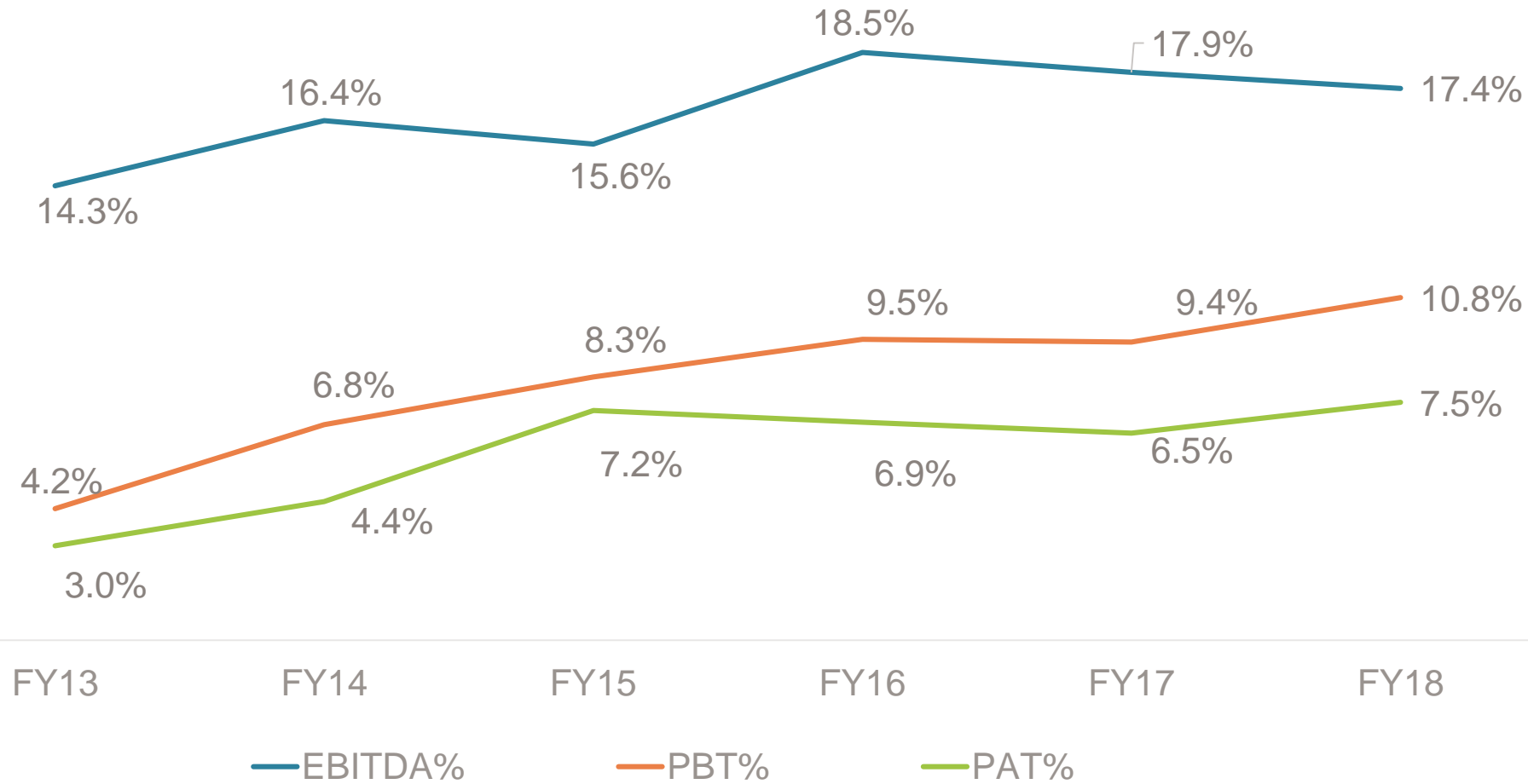
Cash PAT (Rs. In Crs)



* 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

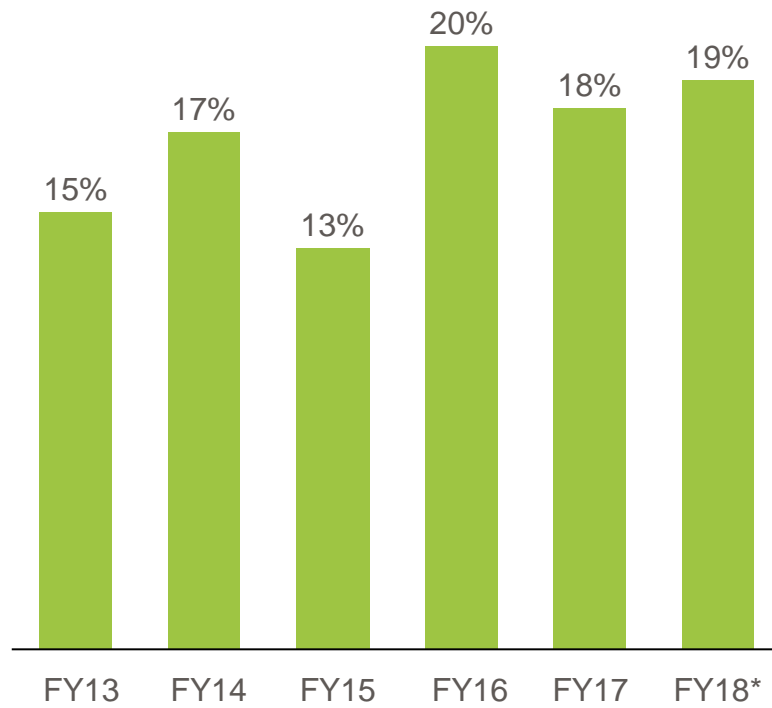
Historical Balance Sheet as per I-GAAP



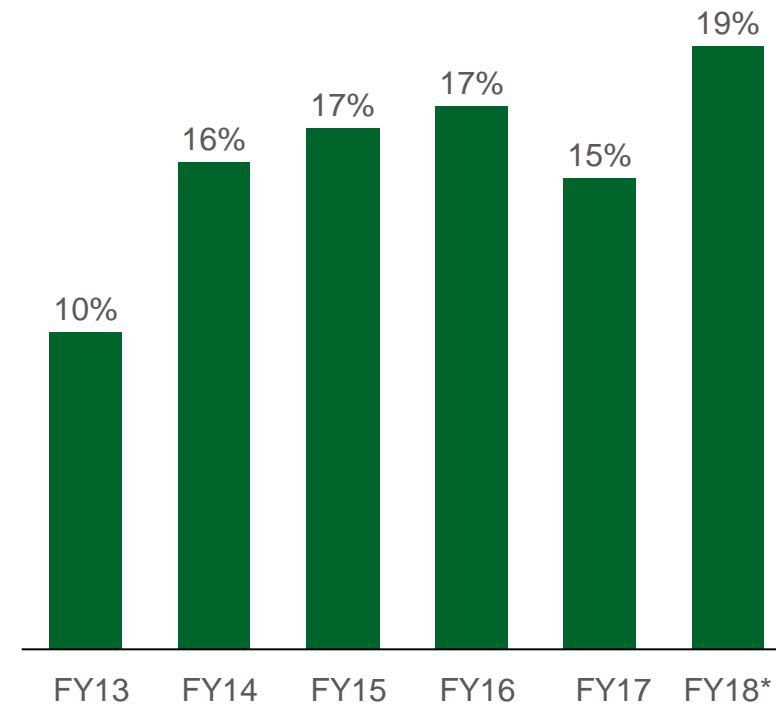
Rs. Crs.	FY17	FY16	FY15	FY14	FY13
Shareholder's Fund	105.6	89.8	78.3	42.6	36.0
Share capital	8.3	8.3	8.3	7.3	7.3
Reserves & Surplus	97.3	81.4	70.0	35.2	28.7
Non-current liabilities	24.6	39.1	40.6	43	19.8
Long term borrowings	16.4	30.9	32.7	38.2	15.1
Deferred Tax Liabilities (net)	6.3	6.3	5.0	3.2	3.1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

ROCE (%)



ROE (%)

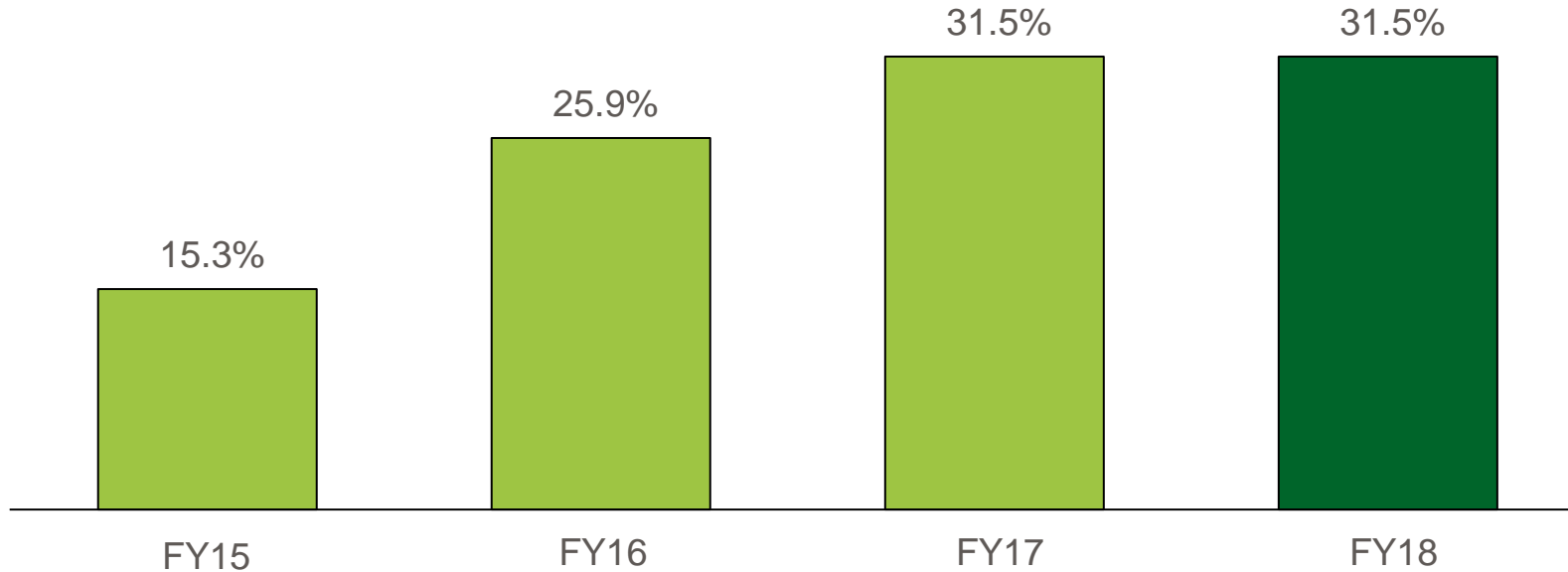


* As per IndAS

Increasing DIVIDEND PAYOUT



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