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Encl :a/a

A photograph of a modern industrial factory floor. In the foreground, there are several large, white and grey industrial machines. One machine has a red vertical stripe and the number '200' on it. Another machine to the right has 'ELEKTRON 110' written on its side. In the background, there are more machines and a yellow overhead crane. The floor is light-colored, and there are several green plastic crates stacked in the foreground. The ceiling is white with many square light fixtures.

# Shaily Engineering Plastics Limited

Investor & Analyst Meet Presentation  
February 2018

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# Our Story





# SHAILY at Glance



Facilities in  
Gujarat

REVENUE  
5 Years CAGR



Injection  
Moulding  
Machines

EBITDA  
5 Years CAGR



Employees

PAT  
5 Years CAGR



Revenue by 2020

# We provide TOTAL SOLUTIONS in Plastics

- Key Account
- Supply Chain
- Continuous Improvement



- Conceptualization
- Program Management

- Precision Injection Molding
- Cleanroom Manufacturing
- Innovative Assembly
- Industrialization & Scale Up

- Pilot Testing
- Quality Management System
- Documentation



...across BUSINESS DIVISIONS

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**01** | Home Furnishings

**04** | Appliances & Lighting

**02** | Automotive

**05** | Medical Devices

**03** | Home Personal & Beauty Care

**06** | Pharma Packaging

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# From HOME FURNISHING...

Associated with a Home  
Furnishings major as a  
plastics supplier

Evolved as a  
plastic products

of

Scaled up from  
in FY17 to supplying  
currently



Started with a value of  
and currently  
have orders more than

Supplies  
to different segments

- Kitchen
- Children's
- Cooking & Eating
- Organizing & Storage

Set up a dedicated  
to serve  
the requirements of the  
Home Furnishings  
Major with

# ... to growing AUTOMOTIVE SEGMENT



We manufacture high value-added products from ultrahigh performance engineering plastic

Products are :

- Subjected to extremely high temperatures, wear and tear requirements
- Replacement of metal to plastic

We are one of the only processors of TORLON

TORLON is a key polyester based raw material – in Asia and PEEK (Poly ether ether ketone)

Our products used in :

- Turbo charges of high end luxury cars
- Bearing cages by Leading Brand supplying to India's Largest Four Wheeler Manufacturer

We manufacture extremely critical components for the car seat rest assembly

We also manufacture other components of car seats required for adjustment and maneuvering the seats

## ... to fast moving PERSONAL & BEAUTY CARE

Setup an injection  
Molding facility &  
Secondary operation  
facilities with high level  
of engineering skills

Specialty lies in giving  
innovative solutions,  
providing to our  
customer high value  
decoration & assembly  
components

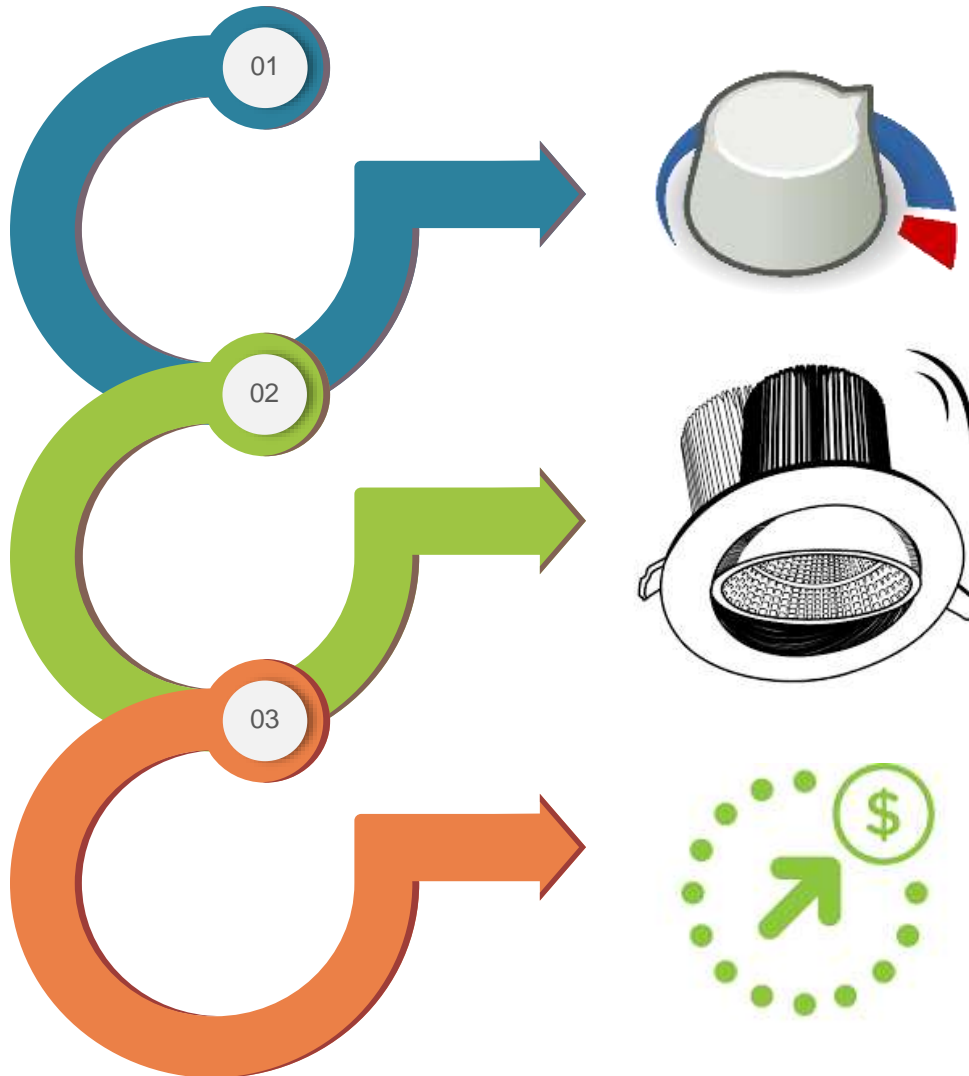


Providing End to End  
solutions that include  
Vacuum Metallizing,  
High Speed Pad Printing,  
Hot Stamping & Hot  
Foiling, Ultrasonic  
Welding, Painting

In Process of  
Consolidating all our  
FMCG business into one  
world class facility  
enabling us to acquire  
New Customers and  
serve existing marquee  
clients such as Lakme,  
Gillette, P&G, Pepsi



## ... to functional APPLIANCES & LIGHTING



Suppliers of critical components for the needs of various kinds of knob assemblies for different appliances



Capabilities include supplies to industrial & domestic LED lighting fixtures, Photography studio equipment, Industrial Flash Lights, Industrial Electronic



Our ability to consistently mold high precision components to tight tolerances makes us a Key player in the Appliances & Lighting Segment

# ...to Critical MEDICAL DEVICES

## One of India's leading Injection Molding Companies

Our vision is to design, develop and manufacture high quality healthcare devices at lower costs in order to increase our customers' competitiveness

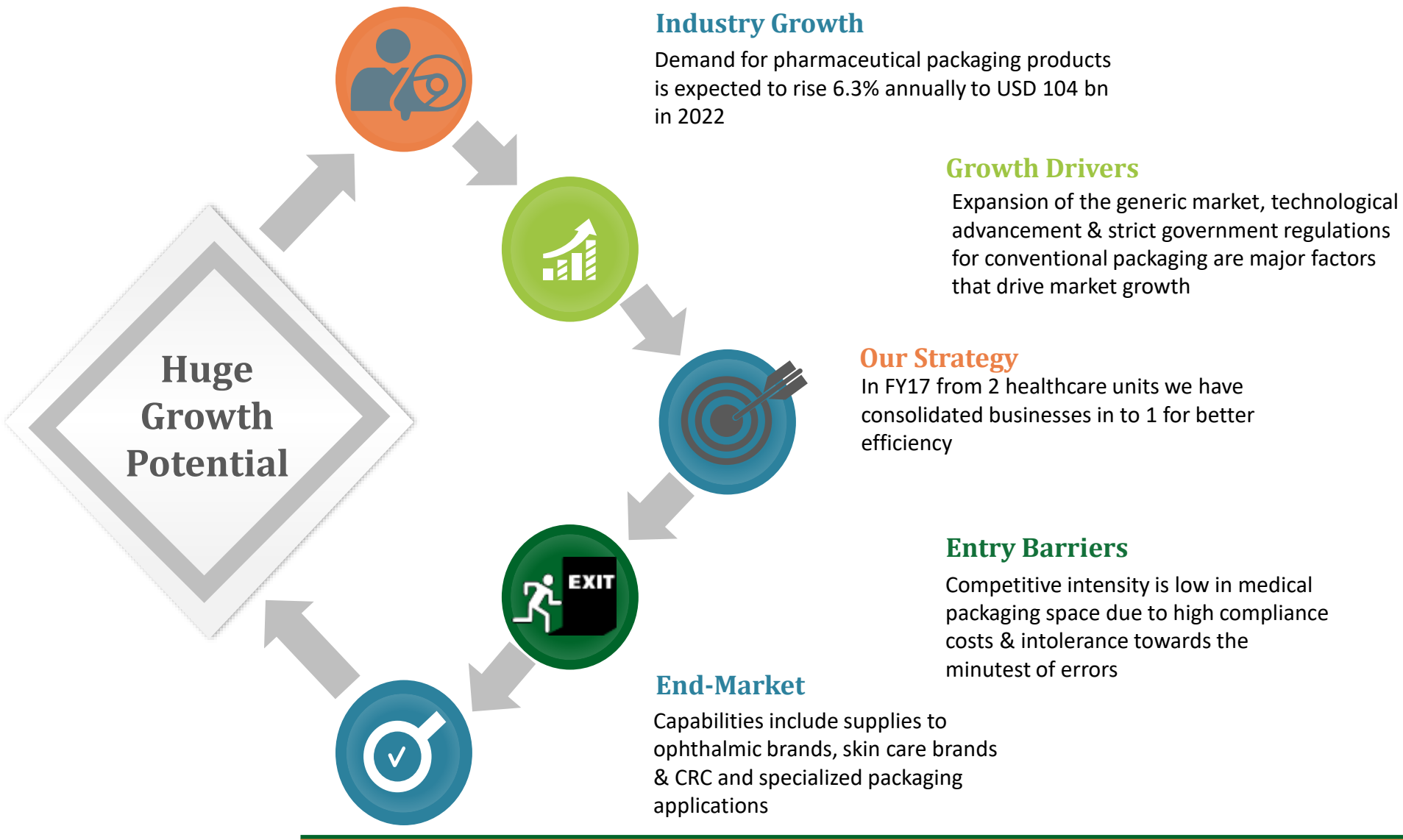
Manufacturing of complex precision components and assemblies requiring stringent quality and tight tolerances. We also assist clients in Compliance & Regulatory filings

Manufacture products like DPI's, Pen Injectors, and Primary Packaging

Ventured into devices segment in early 2000 and today are one of the few suppliers globally



# ... to Innovative PHARMA PACKAGING





# ...with all REGULATORY APPROVALS

Scope: Design, development and manufacturing of plastic molded components and assemblies

Scope: Manufacture of Plastic molded components for interiors, seating systems, lighting systems, radiator tanks and guide bush for the automotive industry without product design and development

Scope: Manufacturing of Plastic molded components and assemblies used in Medical Devices

Scope: Quality management system for manufacturers of pharmaceutical and medical device primary packaging materials



... and MARQUEE CLIENTELE



## ... and AWARDS & RECOGNITIONS



MWV Healthcare  
Award  
100% Quality  
Achievement Award in  
January 2011



MeadWestvaco Corporation Award  
Quality Production Award



Hindustan Unilever Limited  
Awarded for the efforts in  
partnering and for being an integral  
part of the HUL



ALLSTAR Sanofi Award

## ... and AWARDS & RECOGNITIONS



The Plexconcil Award  
Top Exporter of Engineering  
Components for eleven  
consecutive years : 2005 to 2015



The Plastic Export Promotion Council  
Awarded The Trophy for the Highest  
Recognition for Exports of Engineering  
components in 2005-2015.



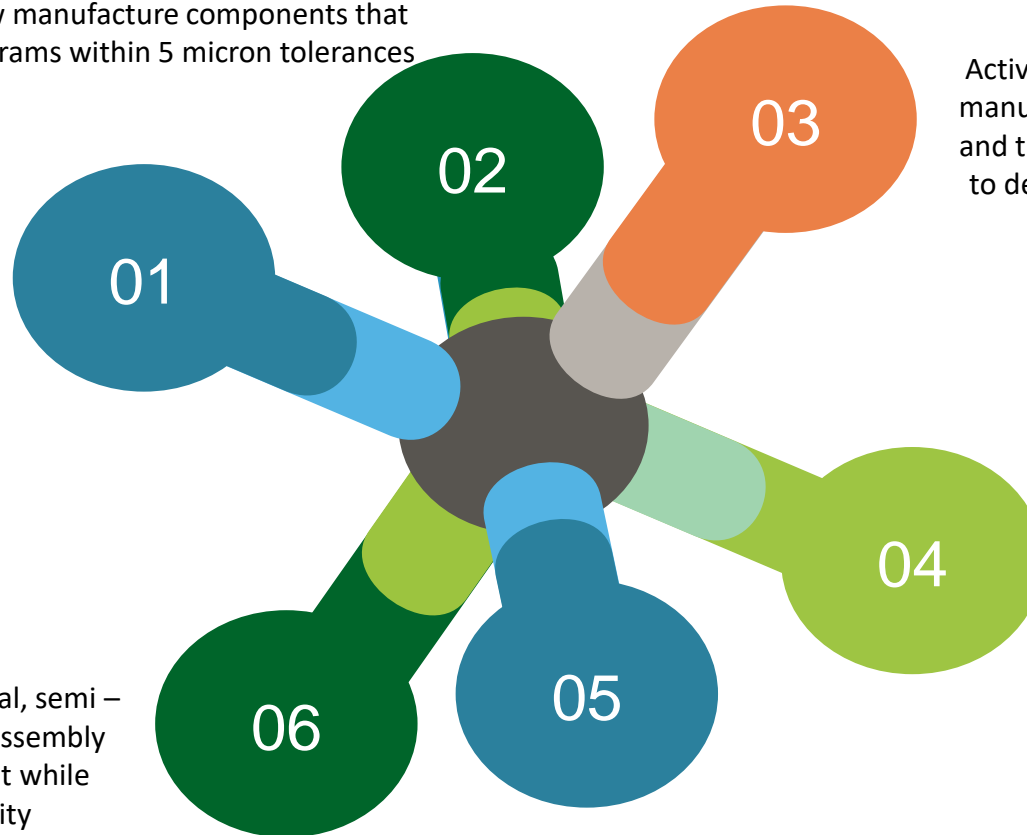
“ ” for outstanding  
export of finished plastic goods by  
PlastIndia Foundation

# We have BUILT EXPERTISE over the years

We have strengthened our capabilities over the years and now manufacture components that weigh > 0.03 grams within 5 micron tolerances

Extensive experience in processing filled and unfilled polymers at temperatures as high as 400 degrees Celsius has helped to cater to Clients like Wockhardt, Honeywell, etc

Specialize in innovating manual, semi – automated and automated assembly processes that optimize cost while maintaining 100% quality



Actively collaborate with our tool manufacturing partner, our clients and their external design agencies to design the most cost effective and robust products

From Concept to Commercialization through engineering drawing, prototype, testing, tool design and manufacturing of final components and assemblies. In regulated markets, our design reviews are in compliance with FDA 21 CFR 820.30

Consistently execute new projects < 6 months (New Facility / Expansion, Molds, Machinery Installation, Automation, Product Development)

# Growth Opportunities

GR  WTH



# Beneficiary of Boom in HOUSING

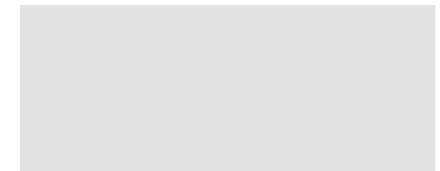
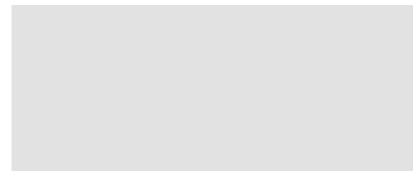
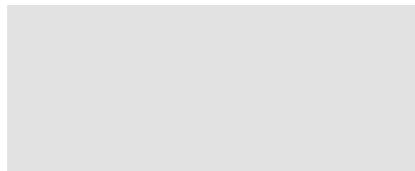
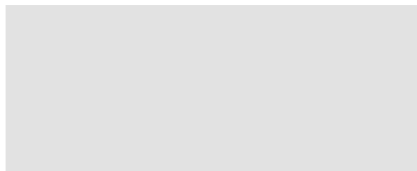


- Housing for all by 2022 is a Government mission which will entail an investment of USD 250-260bn till 2022
- ~60-70mn new units to be created to achieve this achieve
- Housing Boom to throw up major opportunities in the Home Furnishing Segment

- India is becoming a preferred supplier for Global Majors especially in the Home Furnishing Segment
- European Home Furnishing Major has committed nearly \$1.5bn to set up stores in India

- India has higher degree of technical capabilities to deliver a world class product compliant with global standards and requirements
- Relatively better compliance standards and research mind set enabling Indian Business to create newer products

- High Inherent demand arising out of increasing disposable incomes, shift to nuclear homes, affordable homes will create huge opportunities for Home Building benefitting focused players with value addition proposition



# Beneficiary of Increased EFFICIENCY NORMS

## Win-Win Solution

Our approach to provide solutions and take advantage of increasing focus of government on fuel efficiency, pollution norms will help us to closely with clients and create a win – win solution

## Product Innovation

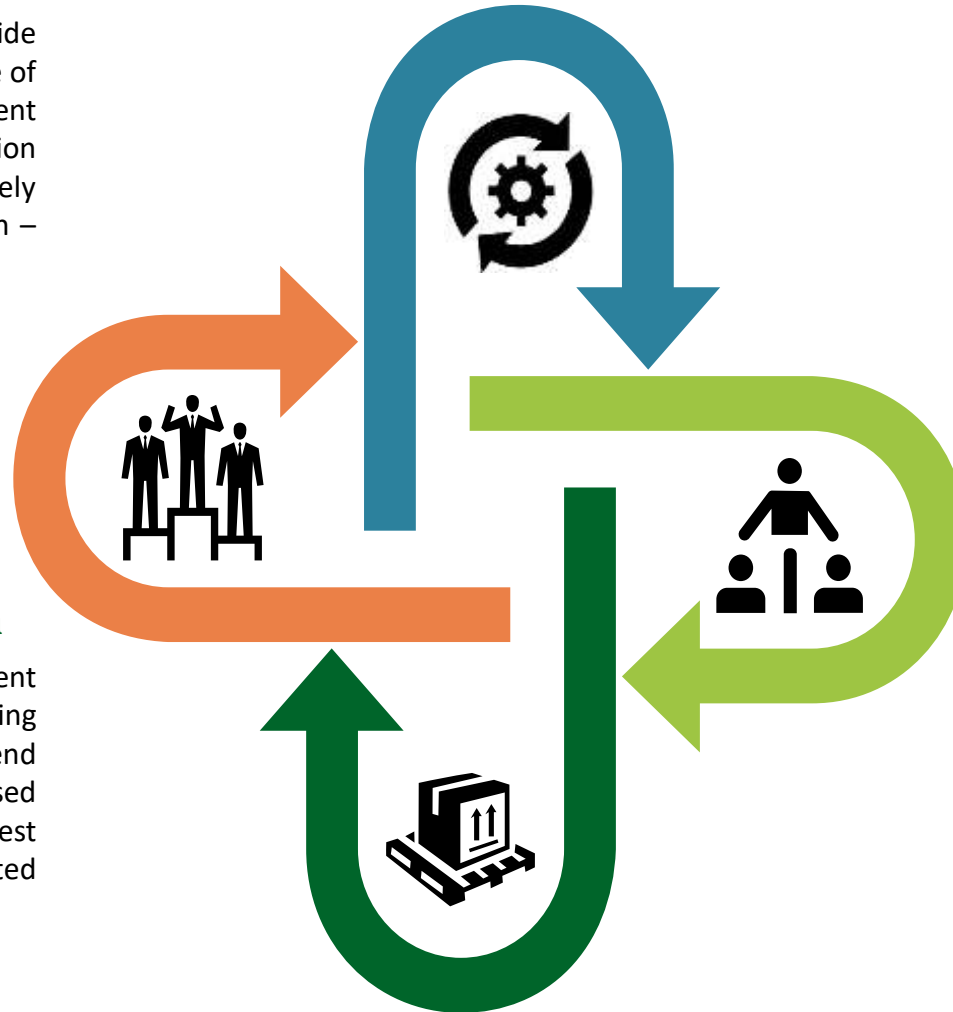
Many Tier I Auto component companies are closely working with us to develop high end plastic/polymer based products for some of the best car brands they are associated with

## Performance Efficiency

Automotive industry, in particular, has been taking advantage of metal-to-plastic conversion for years to meet stricter federal guidelines for improved fuel efficiency by 2025

## New Standards

Federal government has established new standards requiring that by 2025 automotive brands must average 54.5 MPG throughout their consumer vehicle line-up for cars and light trucks



- Built pharma packaging capabilities across varied applications such as CRC, Derma Applicator, Ophthalmic segment

- Established a state of the art ISO class 8 cleanroom facility at an investment of Rs. 30cr



- Partnership with leading Designers Global Closure Systems ( GCS ) for CRC caps. Shaily would be exclusive licensee for the Indian Market



- High level of accuracy, tamper proof elements, International Regulatory Compliances, Patent Filing are capabilities developed in-house to support Customers



## ...with Products of GLOBAL STANDARDS



One of the highest performing closures in both child resistance and adult test



Designed by Global Closure Systems, based on the market leaders Medi-loc® & Clic-loc



An audible click sound is produced while turning the closure to alert Adults

# Creating Sustainable Development



- We believe in Business operations that have a positive impact on the Planet and People



- Our Goal is to constantly improve our Processes in a way that results in reduction in power, water and other natural essential resources



- Lean Sigma forms a significant part of our strategy resulting in improvement across Business landscape



# Our Success Stories





# FIRST non European INSULIN PENS...

It is the world's first Insulin Pen that is made up of 100% plastic components

Pens were designed to meet UL & FDA approvals

With ISO 11608 1,2&3 certification

Shaily in association with IDC designed & engineered an insulin pen for Wockhardt

Shaily is one of the very few manufacturers of Insulin pens in the World today



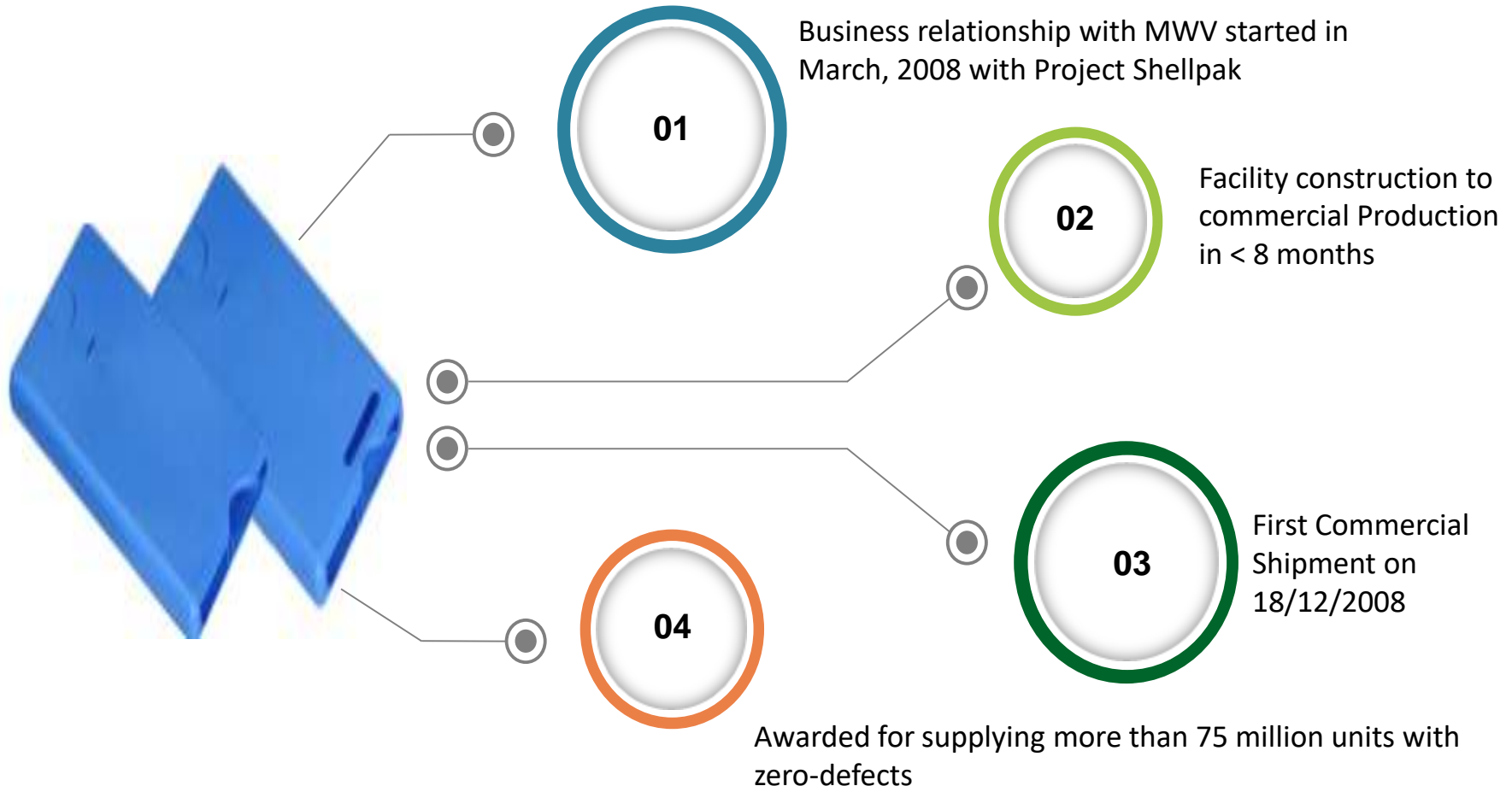


**SHAILY**  
Engineering Plastics Ltd

Started supplies of AllStar Pro which is a premium metal insulin pen



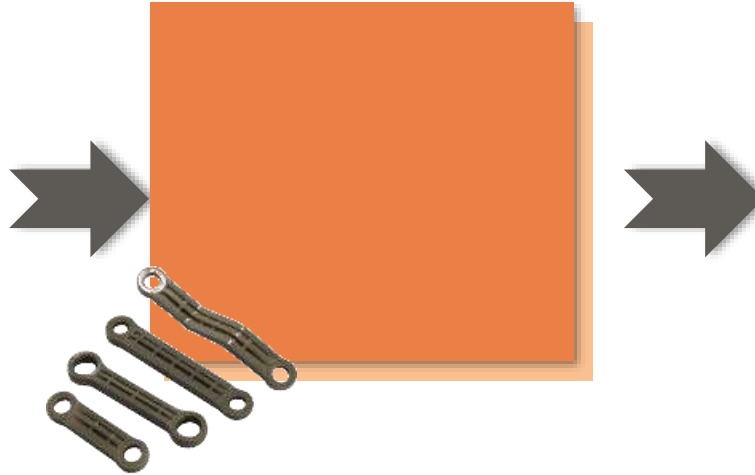
# MWV Shelpack – Delivered in 10 MONTHS



- Shipped ~250 million units of “Shelpak®” till Dec’15 with zero Defects

# Honeywell – Metal converted to PLASTIC

- Had 3 metal components to each rods
- Each component was machined & then welded



- Productivity increased 300 times
- Cost reduction by 40%

- Shaily is the only supplier globally to successfully accomplish this conversion

- The conversion program to Plastic rods are for Brands such as BMW, AUDI, MERC, Hyundai, FORD, Volkswagen and TATA

# Our Performance



# Operating Performance in 9M FY18



Revenue



EBITDA



EBITDA Margin



PAT

**17**



NET Debt: Equity\*

**0.88x**



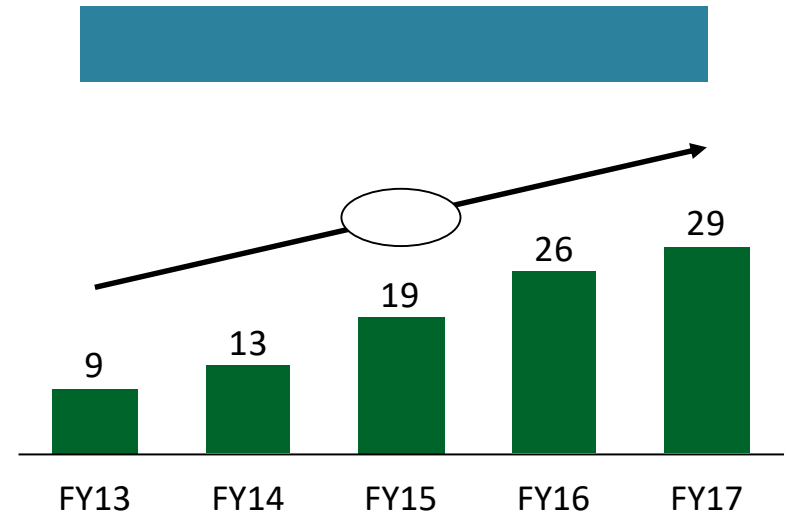
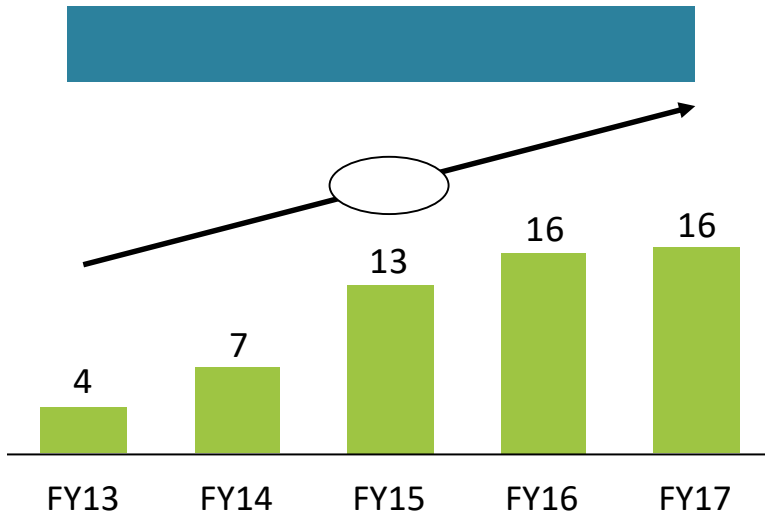
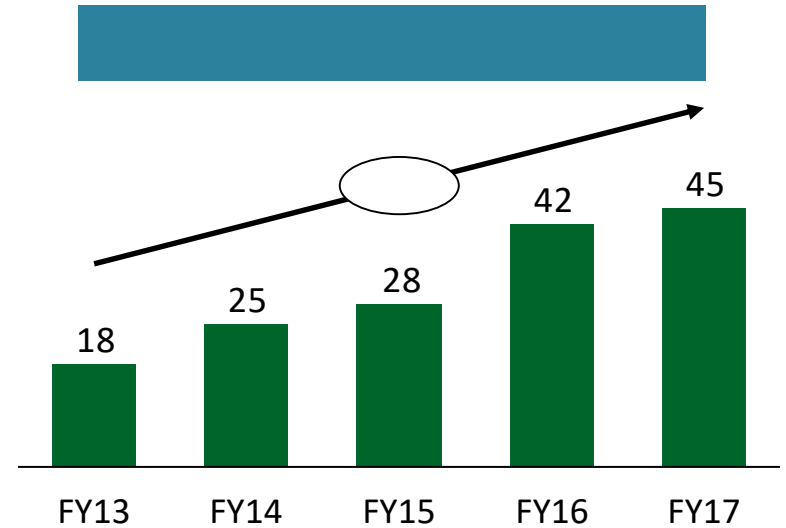
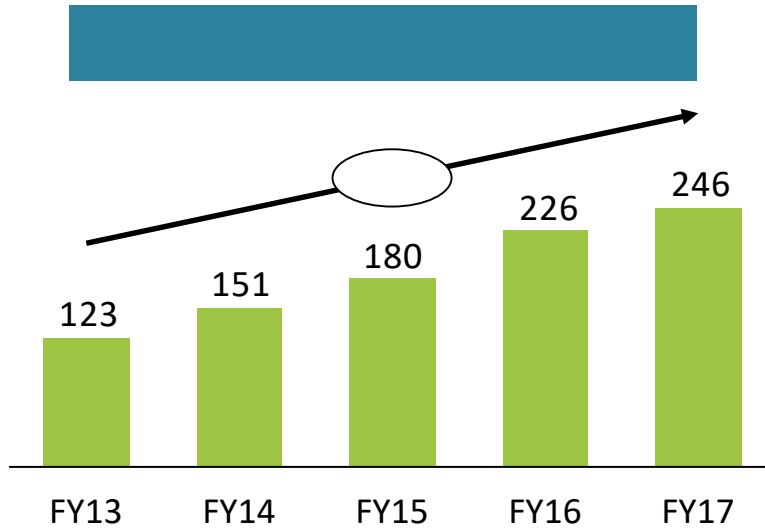
Gross Fixed Assets\*

**209**

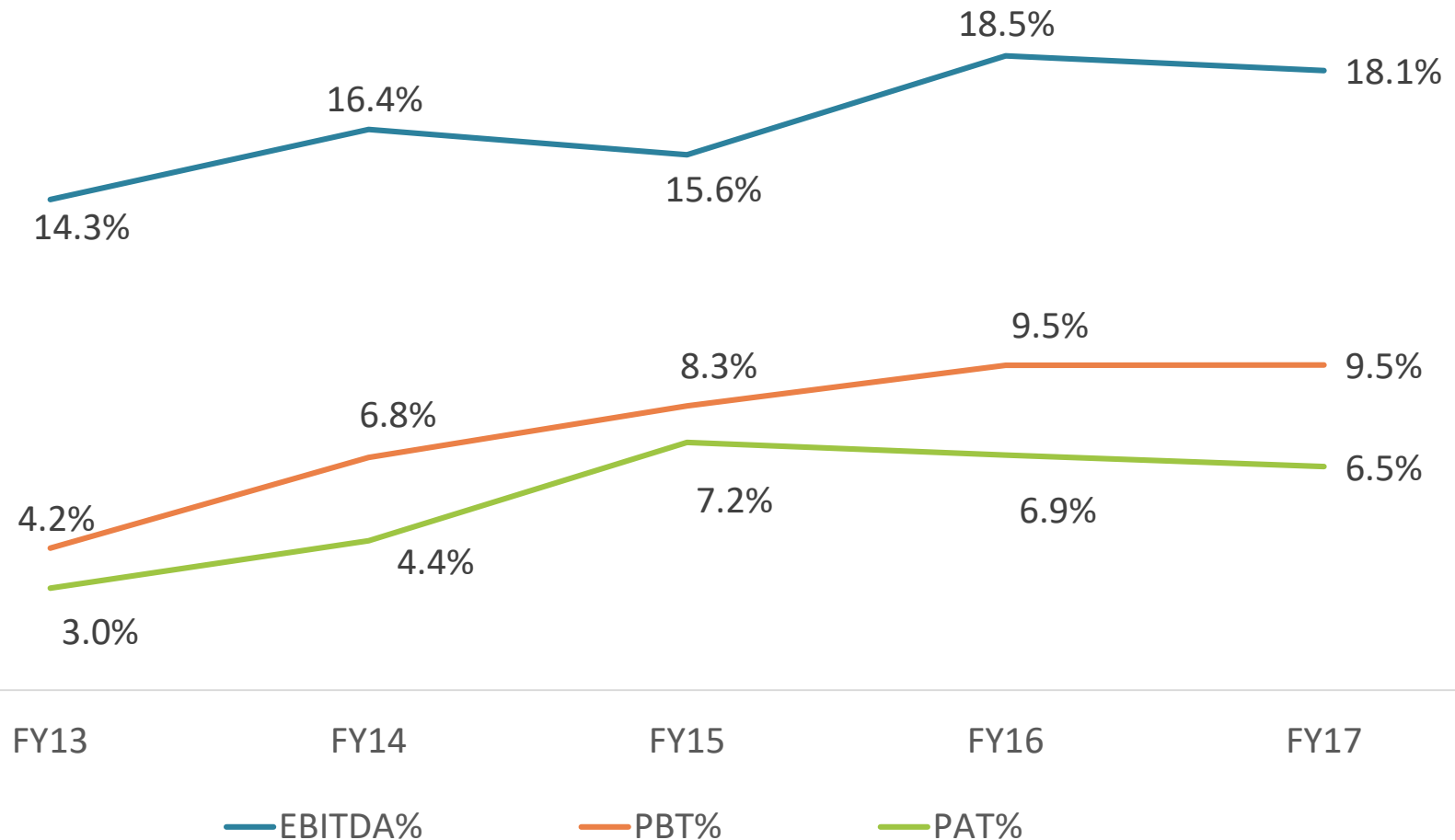
Crores



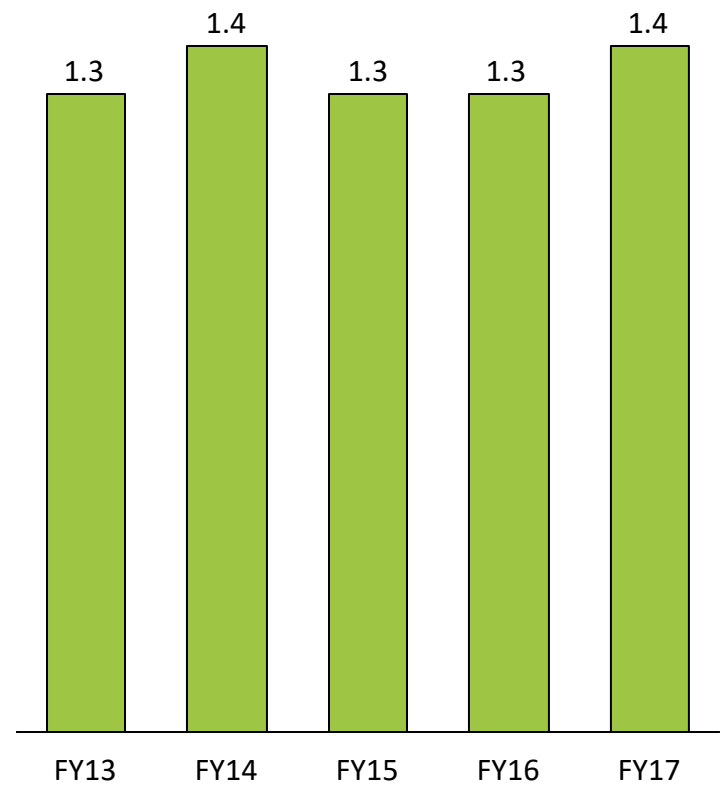
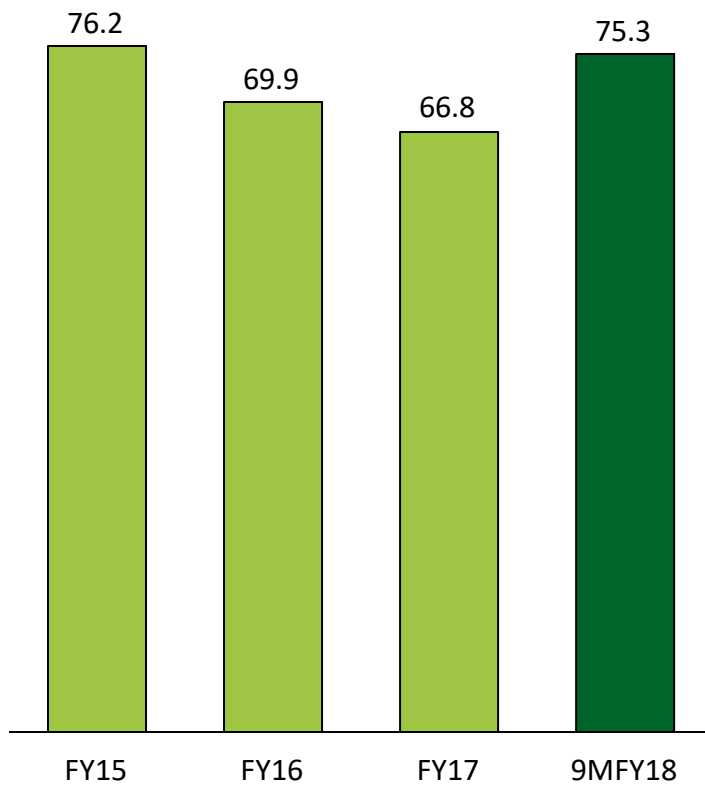
# Delivering PROFITABLE GROWTH



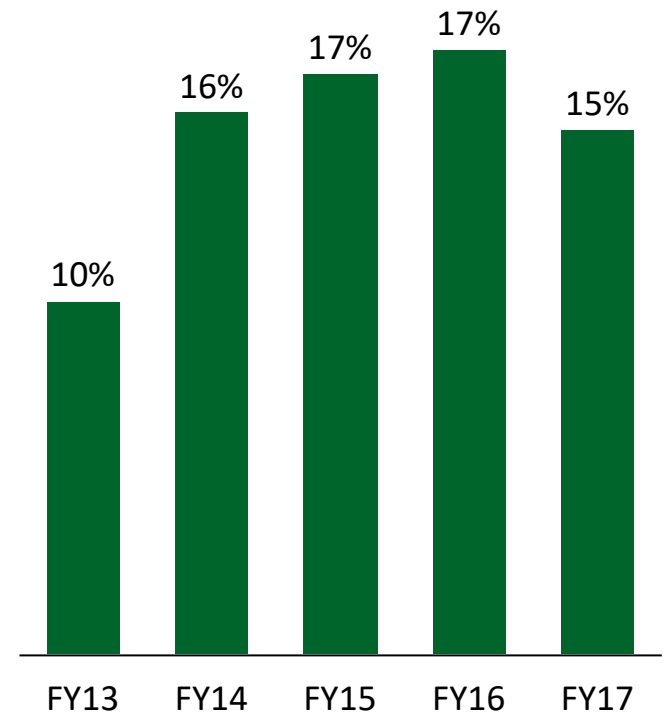
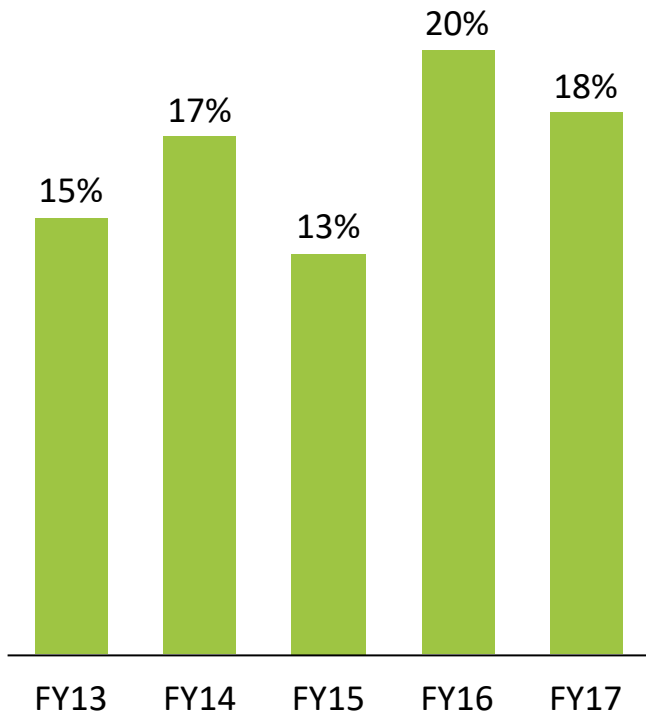
# Improving MARGIN Profile



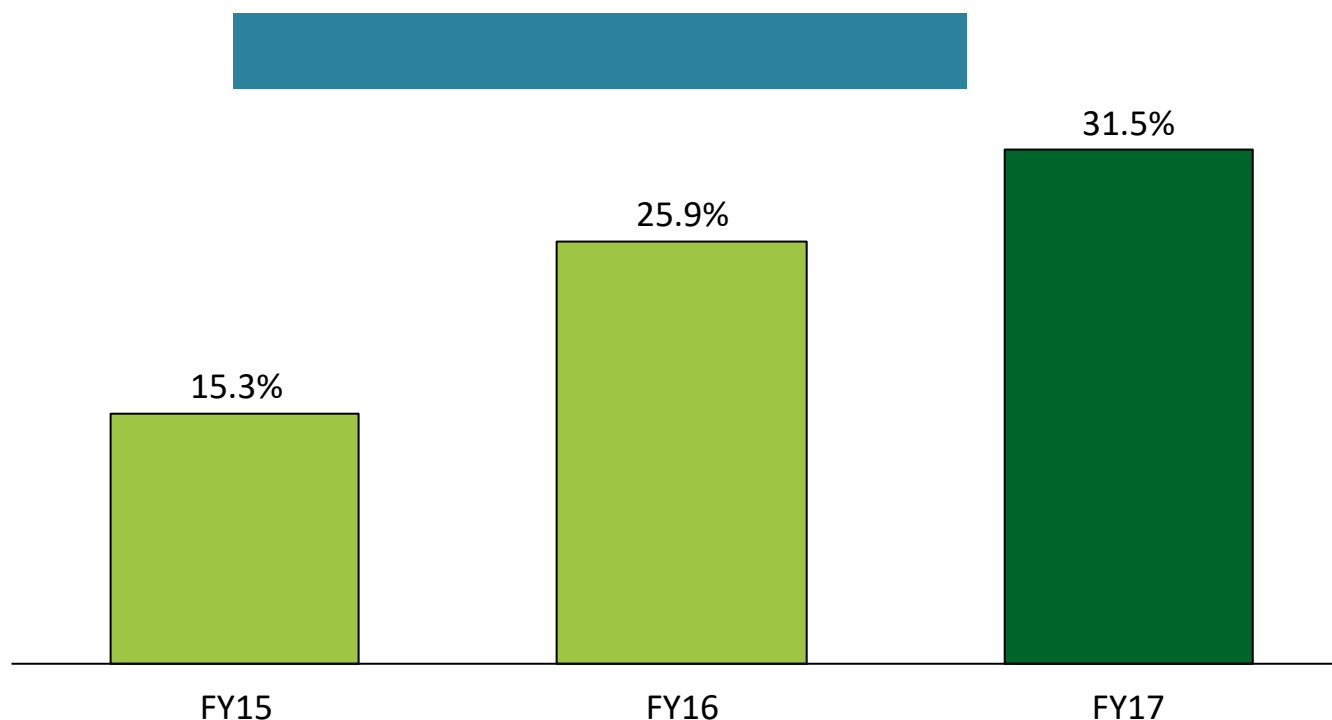
# OPERATING LEVERAGE



# DISCIPLINED use of Capital



# Increasing DIVIDEND PAYOUT



Book Value per Share	94.3	108.2	127.2
Earning Per Share	15.6	18.6	19.1
Dividend Per share	2.0	4.0	5.0
Dividend Payout including DDT	15.3%	25.9%	31.5%



**SGA** Strategic Growth Advisors

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