Flow of the Presentation

- The Supreme Group
- A Curtain Raiser – Supreme Industries
- Supreme Industries – At a Glance
- Shareholding Pattern
- Business Verticals
  - Comprehensive Portfolio of Value Added Product
  - Revenue Break Up
- Plastic Piping Division
- Consumer Products
- Packaging Products Division
- Industrial Products
- Composite Products
- Plant Locations
  - Virtual Tour of the Plants
- Technical Collaborations
- Andheri Commercial complex – Supreme Chambers
- Financial Highlights
- The Intangibles – Beyond Numbers
- Addressing Risks
- The Way Forward
- Commitment to Shareholders
- A Responsible Corporate Citizen
- Supreme Petrochem Limited
- Safe Harbour Statement
The Supreme Group

Supreme Industries:

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

Supreme Petrochem:

- Manufactures Polystyrene, Expanded Polystyrene (normal and cup grade), Extruded Polystyrene Insulation Boards, Compounds of Polyolefins
A Curtain Raiser – Supreme Industries

VISION STATEMENT
“TO GROW BUSINESS WITH DIGNITY & RESPECT”

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
Supreme Industries at a Glance

Plastics and related products

- One of the largest plastic processor in India, processing over 3 lakh MT annually
- Presence in the Indian plastic industry for over 50 years under present management
- Diversified revenue model with a large product portfolio across 5 verticals.
- 25 plants situated across India with an asset base of over Rs. 2000 crores.

- Bank Loan Rating: CRISIL AA/Stable
- Short Term Debt Programme Rating: CRISIL A1 plus

Capitalisation

<table>
<thead>
<tr>
<th></th>
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<th></th>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Rs. in Cr.</td>
<td>643.65</td>
<td>2299.19</td>
<td>4445.94</td>
<td>8577.49</td>
<td>9391.73</td>
<td>11525.15</td>
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<tr>
<td>US$ in Million</td>
<td>131.36</td>
<td>469.22</td>
<td>808.35</td>
<td>1347.60</td>
<td>1380.73</td>
<td>1728.36</td>
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</table>
Supreme Industries 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 and Reducing Debt Burden
- **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 material of plastics**
- **Invulnerable from import** substitutes.
- **Optimisation of value**
  - Buy Back of shares
  - Higher ROCE
  - Liberal dividend payout
## Shareholding Pattern

<table>
<thead>
<tr>
<th>Shareholders</th>
<th>Nos.</th>
<th>Holding % as on 30(^{th}) Sept., 2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Promoters</td>
<td>18</td>
<td>49.71 %</td>
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<tr>
<td>Institutional</td>
<td>199</td>
<td>28.64 %</td>
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<tr>
<td>- FII/ Foreign Portfolio Investors</td>
<td>139</td>
<td>22.72%</td>
</tr>
<tr>
<td>- FIs / Mutual Funds</td>
<td>60</td>
<td>5.92%</td>
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<tr>
<td>Bodies Corporate</td>
<td>627</td>
<td>3.61 %</td>
</tr>
<tr>
<td>Individual &amp; Others</td>
<td>31384</td>
<td>18.04 %</td>
</tr>
<tr>
<td>Total</td>
<td>32228</td>
<td>100.00 %</td>
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Organisation & Management Team

Board of Directors
B L Taparia, Chairman
M P Taparia, Managing Director
S J Taparia, Executive Director
V K Taparia, Executive Director
B V Bhargava
N N Khandwala
Smt. Rashna Khan
Y P Trivedi
R Kannan
Rajeev M Pandia

Management Team
J M Totla, Sr. Advisor (Plastic Piping System)
A K Tripathi, V P (Plastic Piping System)
V L Malu, Vice President (Industrial Components)
P C Somani, Chief Financial Officer
A K Ghosh, Vice President (Protective Packaging)
R K Malani, Chief Technology Advisor
Sanjeev Jain, Asso. Vice President (Furniture)
Pradeep Kamat, V P (Composite Cylinders)
Sanjay Mishra, Sr. GM (MHD)
Vivek Taparia, Sr. GM (Business Development)
R J Saboo, Asso. Vice President (Corporate Affairs & Company Secretary)
Manish Poddar, Asso. Vice President (Commercial)
Siddharth Roongta, Asso. Vice President (Cross Laminated Films & Composites)
Parag Prabhu, Asso. Vice President (Finance)
Recent Awards & Recognitions

- Noida was the 1st plastic processing plant and 3rd plant in India to be awarded EN16001-2009 (Energy Management System) from BSI.
- Khushkhera was the 2nd plastic processing plant and 4th plant in India to be awarded EN16001-2009 (Energy Management System) from BSI.
- Supreme was awarded the Top exporter award in “Fittings for Plastic Pipes and Hoses” and “Tarpaulin” categories consecutively for last four years by Plexcouncil.
- Supreme was awarded the Second Best exporter award in “Plastic Pipes and Hoses” category consecutively for last four years by Plexcouncil.
- Pondicherry Unit won the TPM Excellence Award Category A – 2011 organized by Japan Institute of Plant Maintenance. First Plastic Injection Molding Organization in India to achieve this award.
- Gadegaon Unit has been selected for “Green Manufacturing Excellence Award” 2012 by Frost & Sullivan.
- Gadegaon unit has bagged most coveted 8th State level Energy Conservation Award 2011 – 2012
- Company has been selected Winner in Technology Innovation in Petrochemicals & Downstream Plastics Processing Industry (2015-16) by Govt. of India, Ministry of Chemicals & fertilizers.
- Durgapur unit has been nominated for National Energy Conservation Award in Plastic Category.
BUSINESS VERTICALS

- Plastic Piping Division
- Consumer Products
- Packaging Products
  - Specialty Films
  - Protective Packaging Products
  - Cross Laminated Films
- Industrial Products
  - Industrial Components
  - Material Handling Division
- Composite Products
  - LPG Cylinders
# A comprehensive portfolio of Value Added Products

<table>
<thead>
<tr>
<th>Business Vertical</th>
<th>Product Portfolio</th>
<th>Targeted Customer Segment</th>
</tr>
</thead>
</table>
▪ Irrigation  
▪ Drainage & Sanitation  
▪ Housing |
| Consumer Products      | Furniture                                                                        | ▪ House Hold  
▪ Office Establishments  
▪ Institutions |
| Industrial Products    | Industrial Components  
Material Handling Products (Crates, Pallets, Bins & Dustbins) | ▪ Auto Sector  
▪ Electronic Household Appliances  
▪ Water Purification - filters  
▪ Soft Drink Companies  
▪ Agriculture & Fisheries |
| Packaging Products     | Specialty Films  
Protective Packaging products  
Cross Laminated film products  
Cross Line Bonded Film Products | ▪ Electronics  
▪ Food Industry  
▪ Sports Goods  
▪ Insulation  
▪ Construction |
| Composite Products     | LPG Cylinders                                                                   | ▪ Agriculture  
▪ Floriculture  
▪ Horticulture  
▪ Grain Storage  
▪ Tarpaulin  
▪ Pond lining |

- **Targeted Customer Segment:**
  - Potable Water Supply
  - Irrigation
  - Drainage & Sanitation
  - Housing
  - House Hold
  - Office Establishments
  - Institutions
  - Auto Sector
  - Electronic Household Appliances
  - Water Purification - filters
  - Soft Drink Companies
  - Agriculture & Fisheries
  - Electronics
  - Food Industry
  - Sports Goods
  - Insulation
  - Construction
  - Agriculture
  - Floriculture
  - Horticulture
  - Grain Storage
  - Tarpaulin
  - Pond lining
  - Retail / Household
Plastic Piping Division

- Leading Quality Player with 6800 products for 23 different application systems and only Company to supply pipes and fittings from major polymers like PVC, CPVC, PE & PPR.
- 14 per cent of the organised domestic plastic piping market
- High Quality Raw Materials, structural accuracy and perfect designing techniques resulting in Light Weight, Durable, Non-Corrosive and cost effective solution alternative to conventional products
- Market serviced by organized & unorganized players. The organized players service around 70% of the market. Their share is growing faster than players in unorganized market.
- Custom Designed products to suit Specific Applications
- Meets the specifications of various National & International standards.
- Has 887 channel partners.
- Introduced various Path Breaking Technologies in India
  - S.W.R. Drainage System
  - Aqua Gold High Pressure Plumbing System
  - Indo-Green PP-R hot and cold water system
  - Eco-Drain structured wall hi-tech pipes
  - Nu-drain underground drainage system
  - Inspection Chambers, Man Hole
  - Silent Pipe System
  - Aqua Craft Bath Fittings
  - CPVC Fire Sprinkler System
  - DWC HDPE Pipe System for Sewerage & Drainage
  - Industrial Valves
  - Industrial Requirement

<table>
<thead>
<tr>
<th>Estimated Market Size in Rs. Crores</th>
<th>Supreme’s Share in 2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>25,000</td>
<td>9.50%</td>
</tr>
</tbody>
</table>
Consumer Products – Furniture

**Highlights**

- Second-largest player in the plastic moulded Furniture with current Processing Capacity-30,000 MT
- One stop solution for varied furniture needs, made from 100% virgin polymers, using computer designed moulds at ISO certified Plants
- First in the Industry to use the Gas Injection technology in moulding process
- Range of Indoors and outdoors high quality furniture tested for ergonomic comforts, resilience and environmental resistance
- Pioneers in introducing
  - Lacquered furniture
  - Upholstered moulded plastic furniture
  - Hybrid Furniture
- Clients – House Hold, Office Establishments & Institutions

<table>
<thead>
<tr>
<th>Estimated Market Size in Rs. Crores</th>
<th>Supreme’s Share in 2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>3100</td>
<td>10.00%</td>
</tr>
</tbody>
</table>
Packaging Products

- **Key Categories:** Specialty Films, Protective Packaging Products & Cross Laminated Films products

- **Product Range:** Thermoplastic PE foam sheets and profiles, cross-linked and blended PE foams (block & extruded), air bubble films and composites and *Customized products* include anti-static, UV resistant and aluminum foil laminated foam & bubble films, besides EPDM blended and other specialty rubber foams. Composites – aluminium, Metalized PET, Speciality film & Cross Laminated Film Products.

- A turnkey packaging solutions provider – oversees the actual packaging operations at the customer’s site, sourcing and incorporation of other materials in the process

- Access to latest technologies and innovations - tie ups with global industry leaders

- **Introducers of various Path Breaking Technologies in India:**
  - Reticulated foam for air filtration
  - Sound absorbing open cell foam
  - High temperature & Fire Resistant Melamine foam
  - Water Proofing Membrane made from a composites of Foam products
  - Bonded Foam for Acoustic Insulation
  - Floor Protector made from Foam & XF Film
  - Launched Consumer Product Vertical including Kids and Home Décor products

- Only Indian company to have the technology to manufacture Patented Cross Laminated film Products under Brand name Silpaulin. It is one-seventh the weight of conventional cotton tarpaulin, but has a high strength-to-weight ratio.

### Protective Packaging Products

<table>
<thead>
<tr>
<th>Products</th>
<th>Estimated Market Size in Rs. Crores</th>
<th>Supreme’s Share in 2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>EPE Foam</td>
<td>700</td>
<td>29 %</td>
</tr>
<tr>
<td>Air Bubble Film</td>
<td>450</td>
<td>12 %</td>
</tr>
<tr>
<td>Cross Linked Foam (Block)</td>
<td>350</td>
<td>19 %</td>
</tr>
<tr>
<td>Cross Linked Foam Rolls(Chemical)</td>
<td>100</td>
<td>56 %</td>
</tr>
</tbody>
</table>
Industrial Products

**Highlights**

- Major player in the industrial products segment manufacturing
  - Industrial components
  - Material-handling products
- Ability to provide cockpit assemblies for the Auto Segment
- Presence in water purification segment
- Presence in Electronic Voting Machine
- Major Supplier to the Soft Drinks Industry
- First to launch the Injection Moulded Plastic Pallets

**Material-handling products**

<table>
<thead>
<tr>
<th>Estimated Market Size in Rs. Crores</th>
<th>Supreme’s Share in 2015-16</th>
</tr>
</thead>
<tbody>
<tr>
<td>1750</td>
<td>15%</td>
</tr>
<tr>
<td>Sr No</td>
<td>Location</td>
</tr>
<tr>
<td>-------</td>
<td>---------------------------</td>
</tr>
<tr>
<td>1</td>
<td>Derabassi (Punjab)</td>
</tr>
<tr>
<td>2</td>
<td>Durgapur (West Bengal)</td>
</tr>
<tr>
<td>3</td>
<td>Gadegaon (Maharashtra)</td>
</tr>
<tr>
<td>4</td>
<td>Guwahati (Assam)</td>
</tr>
<tr>
<td>5</td>
<td>Halol – Unit I (Gujarat)</td>
</tr>
<tr>
<td>6</td>
<td>Halol – Unit II (Gujarat)</td>
</tr>
<tr>
<td>7</td>
<td>Halol – Unit III (Gujarat)</td>
</tr>
<tr>
<td>8</td>
<td>Halol – Unit IV (Gujarat)</td>
</tr>
<tr>
<td>9</td>
<td>Hosur Unit I (Tamil Nadu)</td>
</tr>
<tr>
<td>10</td>
<td>Hosur Unit II (Tamil Nadu)</td>
</tr>
<tr>
<td>11</td>
<td>Jalgaon – Unit I (Maharashtra)</td>
</tr>
<tr>
<td>12</td>
<td>Jalgaon – Unit II (Maharashtra)</td>
</tr>
<tr>
<td>13</td>
<td>Kanhe (Maharashtra)</td>
</tr>
<tr>
<td>14</td>
<td>Kanpur (Uttar Pradesh)</td>
</tr>
<tr>
<td>15</td>
<td>Kharagpur (West Bengal)</td>
</tr>
<tr>
<td>16</td>
<td>Khopoli (Maharashtra)</td>
</tr>
<tr>
<td>17</td>
<td>Khushkheda (Rajasthan)</td>
</tr>
<tr>
<td>18</td>
<td>Malanpur – Unit I (Madhya Pradesh)</td>
</tr>
<tr>
<td>19</td>
<td>Malanpur – Unit II (Madhya Pradesh)</td>
</tr>
<tr>
<td>20</td>
<td>Malanpur – Unit III (Madhya Pradesh)</td>
</tr>
<tr>
<td>21</td>
<td>Noida (Uttar Pradesh)</td>
</tr>
<tr>
<td>22</td>
<td>Puducherry (Union Territory)</td>
</tr>
<tr>
<td>23</td>
<td>Silvassa (Union Territory)</td>
</tr>
<tr>
<td>24</td>
<td>Sriperumbudur (Tamil Nadu)</td>
</tr>
<tr>
<td>25</td>
<td>Urse (Maharashtra)</td>
</tr>
</tbody>
</table>
A Virtual Tour of the Plant - Gadegaon

-- Mega Project at Gadegaon spread over 132 acres
A Virtual Tour of the Plants

Durgapur
Halol
Hosur
Jalgaon
Gadegaon
Kanpur
Khushkera
Malanpur
Noida
Pondicherry
Silvassa
Talegaon
Chennai
### Technical Collaborations

<table>
<thead>
<tr>
<th>COMPANY</th>
<th>PRODUCT LINE</th>
</tr>
</thead>
<tbody>
<tr>
<td>Rasmussen Polymer Development, Switzerland</td>
<td>Cross-laminated Films</td>
</tr>
<tr>
<td>Wavin, Netherlands</td>
<td>Plastic Piping Systems</td>
</tr>
<tr>
<td>Foam Partner, Switzerland</td>
<td>Reticulated PU Foam</td>
</tr>
<tr>
<td>Sanwa Kako, Japan</td>
<td>2 stage Foam</td>
</tr>
<tr>
<td>PE Tech, Korea</td>
<td>Cross Linked Foam</td>
</tr>
<tr>
<td>Kumi Kasai Co. Ltd., Japan</td>
<td>Automotive Components</td>
</tr>
<tr>
<td>Kautex GMBH</td>
<td>Composite LPG Cylinders</td>
</tr>
<tr>
<td>Spears Mfg. Co. Los Angeles</td>
<td>Fire Sprinkler Pipes from CPVC</td>
</tr>
<tr>
<td>Calcamite Sanitary Services (PTY)</td>
<td>Septic Tanks</td>
</tr>
</tbody>
</table>
Supreme Chambers
Andheri Commercial Complex Project

- Total Land Area: 94,347 sq. ft.
- Purchased TDR: 92,463 sq. ft.
- Architect: Sanjay Puri, one of the leading architects of India.
- Total Construction: Ground+10 storey + 2 level basement
- Other facilities in complex include health club, Conference Room, parking of 350+ cars, DG back up, Green building with platinum rating from the USGBC, pocket terraces at different levels, terrace garden, cafeteria, 6 high speed elevators and 2 service elevators.
Andheri Commercial Complex Project

- Total Saleable Area: around 2,82,835 sq. ft.
- Total Project Cost: about Rs. 145 crores.
- Till March 2016, Sold about 2,12,286 Sq.ft. with net revenues of Rs 338.70 Crores already received.
- One Unit at Ground floor of about 6,681 sq. ft. has been kept by the Company for self use.
- Estimated revenues from balance unsold area of about 63,868 sq. ft. is about Rs. 125 Crores.
## Financial Highlights (Consolidated)

<table>
<thead>
<tr>
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<th></th>
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</thead>
<tbody>
<tr>
<td>Share Capital</td>
<td>25.4</td>
<td>25.4</td>
<td>25.4</td>
<td>25.4</td>
<td>25.4</td>
<td>25.4</td>
</tr>
<tr>
<td>Reserves &amp; Surplus</td>
<td>522.3</td>
<td>671.32</td>
<td>853.58</td>
<td>1013.75</td>
<td>1186.09</td>
<td>1289.86</td>
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<tr>
<td>Net Worth</td>
<td>547.7</td>
<td>696.72</td>
<td>878.98</td>
<td>1039.16</td>
<td>1211.49</td>
<td>1315.26</td>
</tr>
<tr>
<td>Total Assets</td>
<td>1058.95</td>
<td>1448.82</td>
<td>1941.71</td>
<td>2059.93</td>
<td>2267.51</td>
<td>2311.87</td>
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<tr>
<td>Secured Loans</td>
<td>353.22</td>
<td>241.89</td>
<td>322.63</td>
<td>369.99</td>
<td>178.58</td>
<td>384.72</td>
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<tr>
<td>Unsecured Loans</td>
<td>158.02</td>
<td>109.22</td>
<td>147.22</td>
<td>102.65</td>
<td>97.93</td>
<td>28.10</td>
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<tr>
<td>Total Debt</td>
<td>511.24</td>
<td>351.11</td>
<td>469.85</td>
<td>472.64</td>
<td>276.51</td>
<td>412.82</td>
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<tr>
<td>Net Block</td>
<td>741.67</td>
<td>739.39</td>
<td>1060.79</td>
<td>1105.99</td>
<td>1132.31</td>
<td>1252.16</td>
</tr>
<tr>
<td>Investments</td>
<td>91.62</td>
<td>88.74</td>
<td>109.83</td>
<td>107.35</td>
<td>120.69</td>
<td>126.21</td>
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<tr>
<td>Debt to Equity (x)</td>
<td>0.9</td>
<td>0.5</td>
<td>0.53</td>
<td>0.45</td>
<td>0.32</td>
<td>0.31</td>
</tr>
</tbody>
</table>

*Till 2014-15 - June Year ending, 2015-16 – March Year ending, Rs. In Crores*
### Financial Highlights (Consolidated)

<table>
<thead>
<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Total Income</td>
<td>2460.30</td>
<td>2870.86</td>
<td>3409.51</td>
<td>3914.32</td>
<td>4128.95</td>
<td>2975.80</td>
<td>10.03</td>
</tr>
<tr>
<td>Y-o-Y Growth %</td>
<td>22.20</td>
<td>16.69</td>
<td>18.76</td>
<td>14.81</td>
<td>5.48</td>
<td>3.94</td>
<td></td>
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<tr>
<td>EBIDTA</td>
<td>364.30</td>
<td>440.24</td>
<td>548.40</td>
<td>564.28</td>
<td>584.21</td>
<td>472.14</td>
<td>11.56</td>
</tr>
<tr>
<td>EBIDTA %</td>
<td>14.81</td>
<td>15.33</td>
<td>16.09</td>
<td>14.42</td>
<td>14.15</td>
<td>15.87</td>
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<tr>
<td>Depreciation</td>
<td>61.91</td>
<td>72.49</td>
<td>81.71</td>
<td>101.55</td>
<td>138.99</td>
<td>104.57</td>
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<tr>
<td>EBIT</td>
<td>302.39</td>
<td>367.75</td>
<td>466.69</td>
<td>462.73</td>
<td>445.22</td>
<td>367.57</td>
<td>10.14</td>
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<tr>
<td>EBIT %</td>
<td>12.25</td>
<td>12.81</td>
<td>13.69</td>
<td>11.82</td>
<td>10.78</td>
<td>12.35</td>
<td></td>
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<tr>
<td>Financial Expenses</td>
<td>42.51</td>
<td>54.81</td>
<td>52.35</td>
<td>76.14</td>
<td>57.96</td>
<td>27.57</td>
<td></td>
</tr>
<tr>
<td>Profit Before Tax</td>
<td>259.88</td>
<td>312.94</td>
<td>414.34</td>
<td>386.59</td>
<td>387.26</td>
<td>340.00</td>
<td></td>
</tr>
<tr>
<td>PBT %</td>
<td>10.56</td>
<td>10.90</td>
<td>12.15</td>
<td>9.88</td>
<td>9.38</td>
<td>11.43</td>
<td></td>
</tr>
<tr>
<td>Profit After Tax</td>
<td>178.85</td>
<td>211.05</td>
<td>283.97</td>
<td>257.66</td>
<td>259.47</td>
<td>222.25</td>
<td>10.63</td>
</tr>
<tr>
<td>PAT %</td>
<td>7.27</td>
<td>7.35</td>
<td>8.33</td>
<td>6.58</td>
<td>6.28</td>
<td>7.47</td>
<td></td>
</tr>
<tr>
<td>EPS (basic FV Rs. 2)</td>
<td>14.08</td>
<td>16.61</td>
<td>22.35</td>
<td>20.28</td>
<td>20.43</td>
<td>17.50</td>
<td></td>
</tr>
<tr>
<td>ROE (%)</td>
<td>37.30</td>
<td>33.99</td>
<td>36.10</td>
<td>26.90</td>
<td>23.07</td>
<td>23.46</td>
<td></td>
</tr>
<tr>
<td>ROACE (%)</td>
<td>33.63</td>
<td>35.67</td>
<td>39.33</td>
<td>32.02</td>
<td>28.78</td>
<td>29.29</td>
<td></td>
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</tbody>
</table>

*Till 2014-15 - June Year ending, 2015-16 – March Year ending, Rs. In Crores Excluding Property Business*
Financial Highlights (Consolidated)

<table>
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<tr>
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</tr>
</thead>
<tbody>
<tr>
<td>Cash and Cash Equivalents at Beginning of year</td>
<td>15.0</td>
<td>10.1</td>
<td>9.2</td>
<td>19.9</td>
<td>23.77</td>
<td>178.98</td>
</tr>
<tr>
<td>Net Cash from Operating Activities</td>
<td>169.4</td>
<td>350.8</td>
<td>405.8</td>
<td>325.2</td>
<td>600.82</td>
<td>298.46</td>
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<tr>
<td>Net Cash Used in Investing Activities</td>
<td>(240.4)</td>
<td>(64.3)</td>
<td>(362.7)</td>
<td>(133.7)</td>
<td>(185.98)</td>
<td>(219.92)</td>
</tr>
<tr>
<td>Net Cash Used in Financing Activities</td>
<td>66.1</td>
<td>(287.4)</td>
<td>(32.4)</td>
<td>(190.3)</td>
<td>(259.63)</td>
<td>(231.97)</td>
</tr>
<tr>
<td>Net Inc/(Dec) in Cash and Cash Equivalent</td>
<td>(4.4)</td>
<td>0.2</td>
<td>10.7</td>
<td>3.91</td>
<td>155.21</td>
<td>(153.43)</td>
</tr>
<tr>
<td>Cash and Cash Equivalents at End of the year</td>
<td>10.1</td>
<td>9.2</td>
<td>19.9</td>
<td>23.8</td>
<td>178.98</td>
<td>25.56</td>
</tr>
</tbody>
</table>

*Strong cash accruals and favourable capital structure, which provides financial flexibility to raise resources as and when required*

- Positive cash flows at its operating as well as net level
- Even during tough times of FY09 company has made investment towards future
Financial Highlights – Segment Wise

<table>
<thead>
<tr>
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</thead>
<tbody>
<tr>
<td>Others</td>
<td>70</td>
<td>72</td>
<td>113</td>
<td>242</td>
<td>310</td>
<td>63</td>
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<tr>
<td>Plastic Piping</td>
<td>1036</td>
<td>1320</td>
<td>1692</td>
<td>2060</td>
<td>2113</td>
<td>1605</td>
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<tr>
<td>Packaging Products</td>
<td>580</td>
<td>650</td>
<td>700</td>
<td>811</td>
<td>914</td>
<td>683</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>262</td>
<td>268</td>
<td>276</td>
<td>259</td>
<td>276</td>
<td>217</td>
</tr>
<tr>
<td>Industrial Products</td>
<td>492</td>
<td>560</td>
<td>607</td>
<td>600</td>
<td>649</td>
<td>416</td>
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## Financial Highlights – Segment Wise

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<tbody>
<tr>
<td>Others</td>
<td>11</td>
<td>12</td>
<td>5</td>
<td>52</td>
<td>102</td>
<td>0</td>
</tr>
<tr>
<td>Plastic Piping</td>
<td>119</td>
<td>177</td>
<td>273</td>
<td>309</td>
<td>282</td>
<td>228</td>
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<tr>
<td>Packaging Products</td>
<td>117</td>
<td>136</td>
<td>142</td>
<td>148</td>
<td>169</td>
<td>147</td>
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<tr>
<td>Consumer Products</td>
<td>30</td>
<td>38</td>
<td>34</td>
<td>24</td>
<td>41</td>
<td>37</td>
</tr>
<tr>
<td>Industrial Products</td>
<td>65</td>
<td>74</td>
<td>73</td>
<td>66</td>
<td>78</td>
<td>51</td>
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Financial Highlights – Segment Wise

<table>
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<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Industrial Products</td>
<td>13</td>
<td>13</td>
<td>13</td>
<td>12</td>
<td>11</td>
<td>12</td>
<td>12</td>
</tr>
<tr>
<td>Consumer Products</td>
<td>16</td>
<td>11</td>
<td>14</td>
<td>12</td>
<td>9</td>
<td>15</td>
<td>17</td>
</tr>
<tr>
<td>Packaging Products</td>
<td>20</td>
<td>20</td>
<td>21</td>
<td>20</td>
<td>18</td>
<td>19</td>
<td>21</td>
</tr>
<tr>
<td>Plastic Piping</td>
<td>12</td>
<td>11</td>
<td>13</td>
<td>16</td>
<td>15</td>
<td>13</td>
<td>14</td>
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<tr>
<td>Others</td>
<td>5</td>
<td>16</td>
<td>17</td>
<td>4</td>
<td>22</td>
<td>33</td>
<td>1</td>
</tr>
</tbody>
</table>
The Intangibles – Beyond Numbers

- **Large and diverse production network** - Saves on freight costs and time to market its products

- Portfolio of several **Patented Products & Brands with focus on value added products.**

- **Fiscal benefits** due to plants located in backward areas – savings to invest for better infrastructure

- **Technical collaborations** with international players, to supplement its production capabilities and cater to new application coupled with low cost Indian manufacturing base

- **In-house design centre** – enabling to launch innovative products

- **High economies of scale and efficient centralised procurement of raw material**

- **Countrywide Distribution Network**

- **Play on INDIA’s growth story** – Agriculture, Infrastructure, Housing, Packaged Foods, Sports Goods, Potable Water Supply & Sanitation, Auto, Electronics, Horticulture, Floriculture etc. Most industries are the thrust areas of the Government discernible by the huge outlays earmarked for their development
Addressing Risks

- **Raw Material Costs**
  - Supreme Industries’ operating profitability is moderately susceptible to volatility in prices of its key raw materials—poly vinyl chloride resin, polyethylene, and polypropylene; the prices of these commodities are linked to movements in crude oil prices.
  - The company is taking initiatives to enhance the share of the high-margin speciality products in its portfolio.
  - Maintain cost competitiveness through:
    - Continuously enhancing operational efficiencies
    - Leveraging on Economies of Scale
    - Effective Working Capital Management

- **Unorganized Markets**
  - The plastics industry is considered to be highly fragmented, with a large unorganised segment.
  - Insignificant competition from unorganised sector to Company’s product mix except in Furniture.
  - Brand Building Exercise, Technological Innovations to launch innovative products to enhance reach, image and loyalty factor.
  - High Operational Efficiencies to maintain cost competitiveness.

- **Macro Economic Parameters**
  - Government policies have a direct impact on certain industry verticals such as infrastructure spending and high cost of money affecting domestic appliances and 4 wheeler sector.
  - These segments have witnessed increased budgeted outlays over the years and given their relevance in the overall economic development, they are expected to remain key focus areas.
The Way Forward

Focus on technological innovation and enhance product portfolio of existing offerings as well as new offerings.

Increase channel partners and widen as well as deepen the distribution network.

By 2020-21

- Volumes to grow between 12% to 15% CAGR
- Maintain 14.00 – 14.50% operating margins
- Maintain interest & depreciation together below 4% of turnover.

Increase Share of Value Added Products

Widen Distribution Network

Diversify Product Portfolio

Capacity Expansion

The existing capacity to be enhanced to 7,00,000 MT by 2020-21 with capex of around Rs. 1500 crores.

Focus on technological innovations and designs and enhance the overall contribution of VA products from 34% to 35% Plus.
### Product Segment Wise Expansion Plan

- **Total plants to go up to 28 from existing 25 by 2018-19, with total capex of around Rs 1500 crores**

<table>
<thead>
<tr>
<th>Division</th>
<th>Proposed Locations for 2016-17 to 17-18</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plastic Piping System</td>
<td>Rajasthan</td>
</tr>
<tr>
<td>Plastic Piping System</td>
<td>Assam</td>
</tr>
<tr>
<td>Plastic Piping System, Protective Packaging Products &amp; Furniture</td>
<td>Southern India</td>
</tr>
</tbody>
</table>

- **Expected to add more new locations going forward i.e. from 2018-19 to 2020-21.**
Diversify Product Portfolio

- Increase range of Products within existing product lines
- Develop/ Introduce innovative products for new applications
  - Patented Cross Plastic Film Product
  - Large Varieties of Pipe Fittings
  - Large Range of Bath Room Fittings including Electroplated Products
  - Fusion Furniture
  - Protective Packaging Innovative Products
  - Larger Range of Solvents
  - Large Size Chemical Storage Tanks
  - Special varieties of Performance Packaging Film
  - New Plumbing System for HOT & COLD Water
  - New varieties of Plastic Pipe System
Expansion Strategy in Detail

Increase Share of Value Added Products

VA products are those where OPM > 17%

<table>
<thead>
<tr>
<th></th>
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</tr>
</thead>
<tbody>
<tr>
<td>Plastic Piping</td>
<td>2084.37</td>
<td>30.33%</td>
<td>632.09</td>
</tr>
<tr>
<td>Molded Furniture</td>
<td>275.14</td>
<td>47.64%</td>
<td>131.07</td>
</tr>
<tr>
<td>Cross Lami. Films</td>
<td>450.70</td>
<td>100.00%</td>
<td>450.70</td>
</tr>
<tr>
<td>Prot. Packaging</td>
<td>342.21</td>
<td>30.40%</td>
<td>104.04</td>
</tr>
<tr>
<td>Composite LPG Cyl.</td>
<td>3.04</td>
<td>100.00%</td>
<td>3.04</td>
</tr>
<tr>
<td>Others</td>
<td>763.01</td>
<td>2.51%</td>
<td>19.12</td>
</tr>
<tr>
<td>Total</td>
<td>3918.47</td>
<td>34.20%</td>
<td>1340.06</td>
</tr>
</tbody>
</table>

Widen Distribution Network

- Increase reach in existing locations and capture market share in untapped locations
- Strengthen channel partners and increase the distribution network, which at present is over 2,800 channel partners.

Export Thrust

- Plan to increase current Export Turnover of around 2.50% of total turnover, significantly over next five years.
Supreme Petrochem Limited – Introduction

- One of the largest single site Polystyrene (PS) producer accounting for 2% of world capacity. Owns 60% of domestic installed capacity.

- Current Effective Capacity:
  - Polystyrene (PS) 2,55,000 TPA
  - Compounded Polymers 30,000 TPA
  - EPS - normal & Cup Grade 65,000 TPA
  - XPS 1,00,000 M3

- Location:
  1. About 120 kms. From Mumbai on Goa highway in District Raigad. Plant site area – 333 acres.
  2. At Manali near Chennai in South India.

- Supreme Industries own 29.99% equity of Supreme Petrochem.
Commitment to Shareholders

<table>
<thead>
<tr>
<th>June Year Ending</th>
<th>Total Dividend-Outgo Crores</th>
<th>As a % of Face Value</th>
<th>Per Share Amount Paid in Rs. on FV Rs.2 per share</th>
</tr>
</thead>
<tbody>
<tr>
<td>2016</td>
<td>114.99</td>
<td>375</td>
<td>7.50</td>
</tr>
<tr>
<td>2015</td>
<td>137.18</td>
<td>450</td>
<td>9.00</td>
</tr>
<tr>
<td>2014</td>
<td>118.89</td>
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<td>8.00</td>
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<tr>
<td>2013</td>
<td>111.27</td>
<td>375</td>
<td>7.50</td>
</tr>
<tr>
<td>2012</td>
<td>88.58</td>
<td>300</td>
<td>6.00</td>
</tr>
<tr>
<td>2011</td>
<td>63.55</td>
<td>215</td>
<td>4.30</td>
</tr>
</tbody>
</table>

Stock split in the ratio of 5-for-1 on October 19, 2010 as a record date.

I. Over the years, Supreme has rewarded its shareholders with constant dividends year after year. Payout ratio between 35 to 50% of PAT.
II. There is timely bonus given to shareholders to create wealth for them
III. Efficient capital allocation – Buy back of shares in 2008-09 at average price of Rs.22 against present price of Rs. 855. Appreciation in value by about Rs. 915 crores
IV. Unlocking the wealth by developing Commercial Complex at Andheri (Mumbai)
V. The Total Shareholder Return (TSR) for last 10 years is CAGR 31.65% i.e. an amount of Rs. 100 invested in The Supreme Industries Limited Shares on 30Jun2006 have increased 16 times as on 31Mar2016.
A Responsible Corporate Citizen

The Company’s Gadegaon Unit, 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 to Gadegaon village.
- Provided decoratively constructed “Meditation Centre” of around 2,000 sq.ft. near the shrine of Sant Totaram Maharaj in Gadegaon village for the benefit of villagers.
- The Company conducts blood donation camps for Indian Red Cross Society.
- Company has shown it’s commitment towards Physically Disabled persons by taking a mission “Positive towards Disabled People (PDP)”, and provided employment initially to four PDP at Gadegaon factory.
- Company provided Mobile Health Centre with all basic medical amenities in tribal and remote area of Dhadgaon in Dist Nandurbar.
- Tree plantation drive being organised by the Company.

Monetary Contribution towards

- Medical Facilities
- ITI’s
- Ayurvedic Hospitals
- Education

The Company is in advanced stage of discussion for Public / Private partnership mode for extensive work in the field of SANITATION & DRINKING WATER SUPPLY.
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Number: +91-22-22851656