



# Corporate Presentation

## November - 2017





# Flow of the Presentation



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- **A Curtain Raiser – Supreme Industries**
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  - Revenue Break Up
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# The Supreme Group



## Supreme Industries :

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

## Supreme Petrochem:

- Manufactures Polystyrene, Expanded Polystyrene (normal and food grade), Extruded Polystyrene Foam, Speciality Polymers Compound, Styrene Methyl Methacralate(SMMA).

# 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

## Industry

## Business

## Highlights

- One of the largest plastic processor in India, processing over 3.4 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. 2300 crores and 3 More Plants envisaged with capex of about Rs. 425 - 450 Crores planned in 2017-18.
- Bank Loan Rating : CRISIL AA/Stable  
Short Term Debt Programme Rating : CRISIL A1 plus  
Capitalisation

Year	30-Jun-09	30-Jun-11	30-Jun-13	30- Jun-15	31- Mar-16	31- Mar-17
Rs. in Cr.	643.65	2299.19	4445.94	8577.49	9395.54	13879.59
US\$ in Million	131.36	469.22	808.35	1347.60	1380.73	2138.28

# 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

Shareholders	Nos.	Holding % as on 30 <sup>th</sup> Sept., 2017	
Promoters	17		49.70%
Institutional	202		28.51%
- FIIs/ Foreign Portfolio Investors	146	23.18%	
- FIIs / Mutual Funds	45	5.33%	
Bodies Corporate	644		3.71%
Individual & Others	36037		18.08%
Total	33914		100.00 %



# 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

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



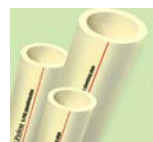
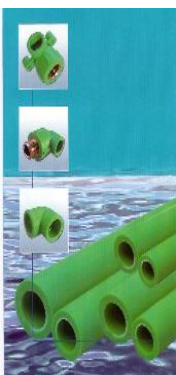
# Recent Awards & Recognitions



- Noida was the 1<sup>st</sup> plastic processing plant and 3<sup>rd</sup> plant in India to be awarded EN16001-2009 (Energy Management System) from BSI.
- Khushkhera was the 2<sup>nd</sup> plastic processing plant and 4<sup>th</sup> 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.
- Company has been awarded Top Spot under “Plastic & Plastic Products” Category by Dun & Brad Street Corporate Awards – 2012, 2013 & 2014.
- Gadegaon unit has bagged most coveted 8<sup>th</sup> 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

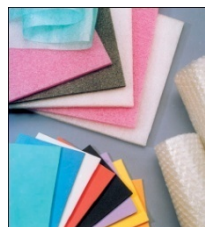
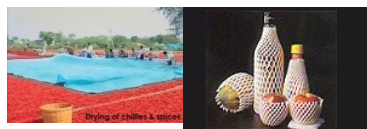


## Consumer Products



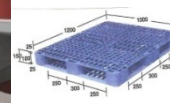
## Packaging Products

- 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

People who know plastics best

Business Vertical	Product Portfolio	Targeted Customer Segment
Plastic Piping System	uPVC Pipes, Injection Moulded fittings, Handmade fittings, Polypropylene Random, Co-polymer Pipes & Fittings, HDPE Pipe Systems, CPVC Pipes Systems, Inspection Chambers, Water Tanks, Septic Tanks, DWC HDPE PIPE, Bath Fittings, Solvents	<ul style="list-style-type: none"> <li>▪ Potable Water Supply</li> <li>▪ Irrigation</li> <li>▪ Drainage &amp; Sanitation</li> <li>▪ Housing</li> </ul>
Consumer Products	Furniture	<ul style="list-style-type: none"> <li>▪ House Hold</li> <li>▪ Office Establishments</li> <li>▪ Institutions</li> </ul>
Industrial Products	Industrial Components Material Handling Products ( Crates, Pallets, Bins & Dustbins)	<ul style="list-style-type: none"> <li>▪ Auto Sector</li> <li>▪ Electronic Household Appliances</li> <li>▪ Water Purification - filters</li> <li>▪ Soft Drink Companies</li> <li>▪ Agriculture &amp; Fisheries</li> </ul>
Packaging Products	Specialty Films Protective Packaging products Cross Laminated film products Cross Line Bonded Film Products	<ul style="list-style-type: none"> <li>▪ Electronics</li> <li>▪ Food Industry</li> <li>▪ Sports Goods</li> <li>▪ Insulation</li> <li>▪ Construction</li> <li>▪ Agriculture</li> <li>▪ Floriculture</li> <li>▪ Horticulture</li> <li>▪ Grain Storage</li> <li>▪ Tarpaulin</li> <li>▪ Pond lining</li> </ul>
Composite Products	LPG Cylinders	<ul style="list-style-type: none"> <li>▪ Retail / Household</li> </ul>

# Plastic Piping Division



## Highlights

- Leading Quality Player with 7300 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 60 % 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 916 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

Estimated Market Size in Rs. Crores	Supreme's Share in 2016-17
30,000	8.4 %

# 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
- First in the industry to make Blow moulded furniture for varied new usage.
- Pioneers in introducing
  - Lacquered furniture
  - Upholstered moulded plastic furniture
  - Hybrid Furniture
  - Blow Moulded Furniture
- Clients – House Hold, Office Establishments & Institutions

Estimated Market Size in Rs. Crores	Supreme's Share in 2016-17
3100	10.50%

# Packaging Products



## Highlights

- 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
- Introdurers 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

Products	Estimated Market Size in Rs. Crores	Supreme's Share in 2016-17
EPE Foam	750	29 %
Air Bubble Film	340	18 %
Cross Linked Foam (Block)	460	17 %
Cross Linked Foam Rolls(Chemical)	90	53 %

# Industrial Products



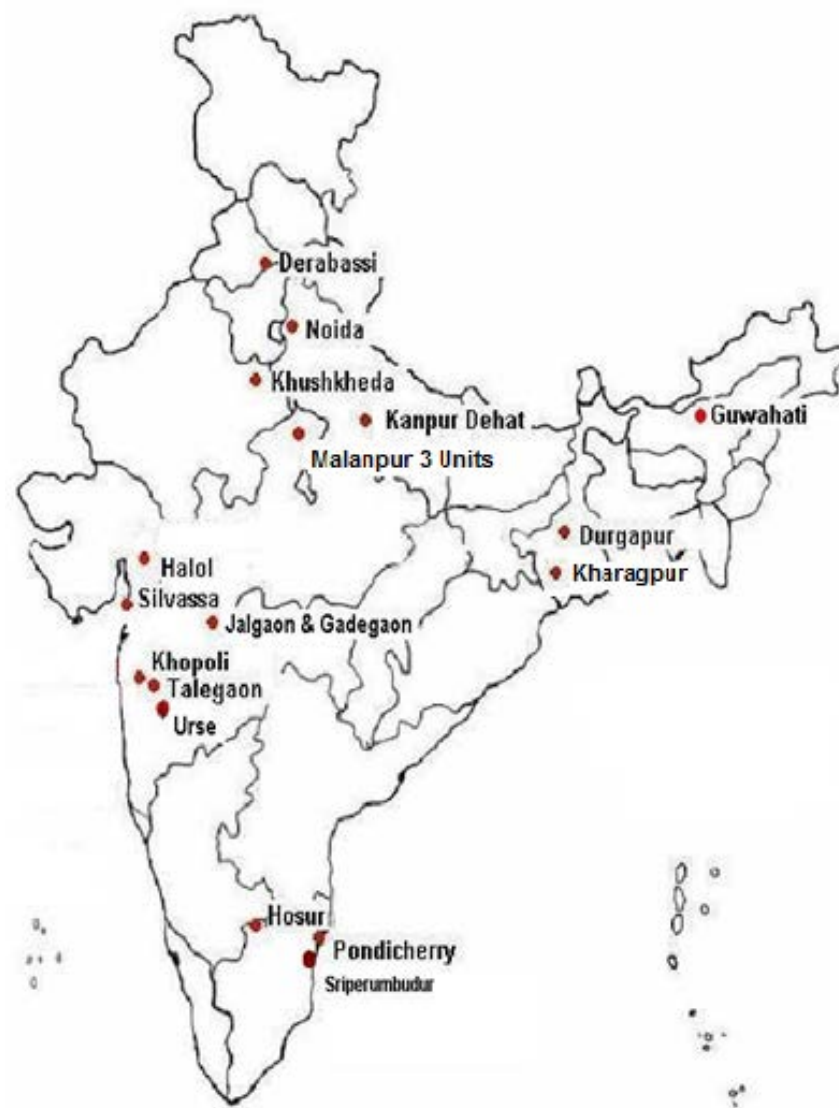
## Highlights

- 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

Estimated Market Size in Rs. Crores	Supreme's Share in 2016-17
1800	13.5%

# Plant Locations



Sr No	Location	Industrial Products	Consumer Products	Packaging Products	Plastic Piping	Composites
1	Derabassi (Punjab)	✓	✓			
2	Durgapur (West Bengal)	✓	✓			
3	Gadegaon (Maharashtra)	✓	✓	✓	✓	
4	Guwahati (Assam)		✓			
5	Halol – Unit I (Gujarat)			✓		
6	Halol – Unit II (Gujarat)			✓		
7	Halol – Unit III (Gujarat)			✓		
8	Halol – Unit IV (Gujarat)					✓
9	Hosur Unit I (Tamil Nadu)			✓		
10	Hosur Unit II (Tamil Nadu)			✓		
11	Jalgaon – Unit I (Maharashtra)				✓	
12	Jalgaon – Unit II (Maharashtra)				✓	
13	Kanhe (Maharashtra)	✓				
14	Kanpur (Uttar Pradesh)				✓	
15	Kharagpur (West Bengal)		✓	✓	✓	
16	Khopoli (Maharashtra)			✓		
17	Khushkheda (Rajasthan)	✓				
18	Malanpur – Unit I (Madhya Pradesh)			✓		
19	Malanpur – Unit II (Madhya Pradesh)			✓	✓	
20	Malanpur – Unit III (Madhya Pradesh)				✓	
21	Noida (Uttar Pradesh)	✓				
22	Puducherry (Union Territory)	✓	✓			
23	Silvassa (Union Territory)			✓		
24	Sriperumbudur (Tamil Nadu)	✓				
25	Urse (Maharashtra)			✓		



# A Virtual Tour of the Plant - Gadegaon

**Supreme**<sup>®</sup>  
People who know plastics best



-- Mega Project at Gadegaon spread over 132 acres





# A Virtual Tour of the Plants



Durgapur



Halol



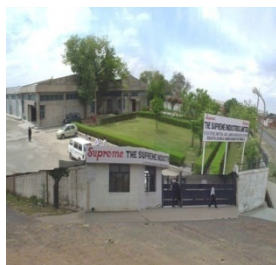
Hosur



Jalgaon



Gadegaon



Kanpur



Khushkera



Malanpur



Kharagpur



Noida



Pondicherry



Silvassa



Talegaon



Chennai

# Technical Collaborations



## COMPANY

- Rasmussen Polymer Development, Switzerland
- Wavin, Netherlands
- Foam Partner, Switzerland
- Sanwa Kako, Japan
- PE Tech, Korea
- Kumi Kasai Co. Ltd., Japan
- Kautex GMBH
- Spears Mfg. Co. Los Angeles
- Calcamite Sanitary Services (PTY)

## PRODUCT LINE

Cross-laminated Films

Plastic Piping Systems

Reticulated PU Foam

2 stage Foam

Cross Linked Foam

Automotive Components

Composite LPG Cylinders

Fire Sprinkler Pipes from CPVC

Septic Tanks



# Supreme Chambers

**Supreme**<sup>®</sup>  
People who know plastics best



# 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 2017 , 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. in between Rs. 100 - 120 Crores.

# Financial Highlights (Consolidated)

*Rs. In Crores*

Year	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18 (H1)
Share Capital	25.41	25.41	25.41	25.41	25.41	25.41
Reserves & Surplus	853.58	1013.75	1294.88	1290.31	1670.31	1632.86
Net Worth	878.99	1039.16	1320.29	1315.72	1695.72	1658.27
Total Assets	1941.71	2059.93	2357.00	2425.05	2817.34	2852.06
Secured Loans	322.63	369.99	278.58	384.74	46.45	86.81
Unsecured Loans	147.22	102.65	97.15	27.35	181.90	340.90
Total Debt	469.85	472.64	375.73	412.09	228.35	427.71
Net Block	1060.79	1105.99	1134.27	1252.87	1309.20	1354.69
Investments	109.83	107.35	120.70	126.16	174.63	176.58
Debt to Equity (x)	0.53	0.45	0.28	0.31	0.13	0.26



# Financial Highlights (Consolidated)

*Rs. In Crores*

Year	2012-13	2013-14	2014-15	2015-16	2016-17	CAGR	2017-18 (H1)	CAGR H1'17
Total Income	3409.51	3914.32	4128.95	2979.04	4520.99	8.22	2217.28	5.13
Y-o-Y Growth %	18.76	14.81	5.48	3.94	13.82			
EBIDTA	548.4	564.28	584.21	470.09	817.34	11.36	315.65	2.72
EBIDTA %	16.09	14.42	14.15	15.78	18.08		14.24	
Depreciation	81.71	101.55	138.99	104.57	154.29		83.03	
EBIT	466.69	462.73	445.22	365.52	663.05	10.80	232.62	-0.06
EBIT %	13.69	11.82	10.78	12.27	14.67		10.49	
Financial Expenses	52.35	76.14	57.96	28.88	30.26		8.47	
Profit Before Tax	414.34	386.59	387.26	336.64	632.79		224.15	
PBT %	12.15	9.88	9.38	11.30	14.00		10.11	
Profit After Tax	283.97	257.66	259.47	219.75	428.14	13.09	148.15	0.81
PAT %	8.33	6.58	6.28	7.38	9.47		6.68	
EPS (basic FV Rs. 2)	22.36	20.28	20.43	17.43	33.88		11.75	
ROE (%)	36.10	26.90	23.07	23.19	28.44		8.83	
ROACE (%) (Pre tax)	39.30	31.97	27.85	28.28	34.82		11.14	



# Financial Highlights (Standalone)

*Rs. In Crores*

Year	2012-13	2013-14	2014-15	2015-16	2016-17	2017-18 (H1)
Share Capital	25.41	25.41	25.41	25.41	25.41	25.41
Reserves & Surplus	777.1	939.53	1206.93	1196.73	1528.04	1488.24
Net Worth	802.51	964.94	1232.34	1222.14	1553.45	1513.65
Total Assets	1955.73	2102.65	2269.1	2331.80	2675.43	2708.90
Secured Loans	322.63	369.99	278.5832	384.74	46.45	86.81
Unsecured Loans	147.22	102.65	97.14758	27.35	181.90	340.90
Total Debt	469.85	472.64	375.7308	412.09	228.35	427.71
Net Block	1060.79	1105.99	1134.269	1252.86	1309.19	1354.69
Investments	33.64	33.64	33.64	33.62	33.66	33.64
Debt to Equity (x)	0.59	0.49	0.30	0.34	0.15	0.28

# Financial Highlights (Standalone)



*Rs. In Crores*

Year	2012-13	2013-14	2014-15	2015-16	2016-17	CAGR	2017-18 (H1)	CAGR H1'17
Total Income	3390.97	3912.14	4122.13	2970.88	4469.79	8.01	2227.31	5.33
Y-o-Y Growth %	18.18	15.37	5.37	3.94	12.84			
EBIDTA	529.42	559.62	577.51	461.84	766.37	10.28	311.16	3.13
EBIDTA %	15.61	14.30	14.01	15.55	17.15		13.97	
Depreciation	81.71	101.54	138.98	104.57	154.29		83.03	
EBIT	447.71	458.08	438.53	357.27	612.08	9.45	228.13	0.36
EBIT %	13.20	11.71	10.64	12.03	13.69		10.24	
Financial Expenses	52.35	76.14	57.95	28.88	30.26		8.47	
Profit Before Tax	395.36	381.94	380.58	328.39	581.82		219.66	
PBT %	11.66	9.76	9.23	11.05	13.02		9.86	
Profit After Tax	265.76	255.36	252.79	211.50	377.17	10.72	143.66	1.50
PAT %	7.84	6.53	6.13	7.12	8.44		6.45	
EPS (basic FV Rs. 2)	20.92	20.10	19.90	16.78	29.87		11.39	
ROE (%)	36.10	26.66	22.48	22.32	26.30		9.37	
ROACE (%) (Pre tax)	39.30	31.65	27.44	27.65	33.39		11.71	

# Financial Highlights (Consolidated)



Rs in crores

2011-12 2012-13 2013-14 2014-15 2015-16 2016-17

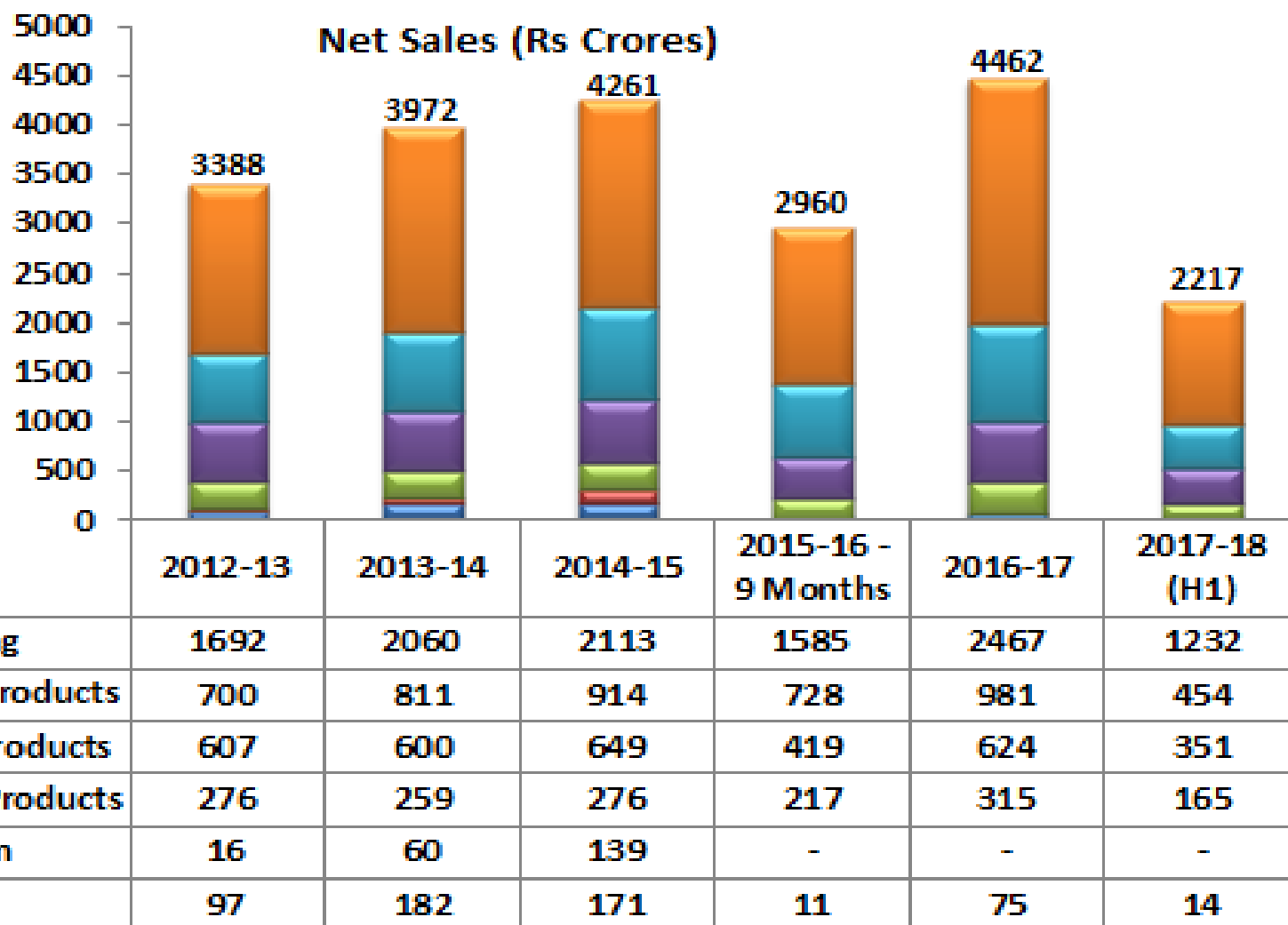
## Cash Flow Summary

Cash and Cash Equivalents at Beginning of year	10.1	9.2	19.9	23.8	178.99	23.79
Net Cash from Operating Activities	350.8	405.8	325.2	600.80	296.39	464.98
Net Cash Used in Investing Activities	(64.3)	(362.7)	(133.7)	(185.98)	(218.05)	(202.20)
Net Cash Used in Financing Activities	(287.4)	(32.4)	(190.3)	(259.63)	(233.54)	(210.37)
Net Inc/(Dec) in Cash and Cash Equivalent	0.2	10.7	3.91	155.21	(155.20)	52.41
Cash and Cash Equivalents at End of the year	9.2	19.9	23.8	178.99	23.79	76.20

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

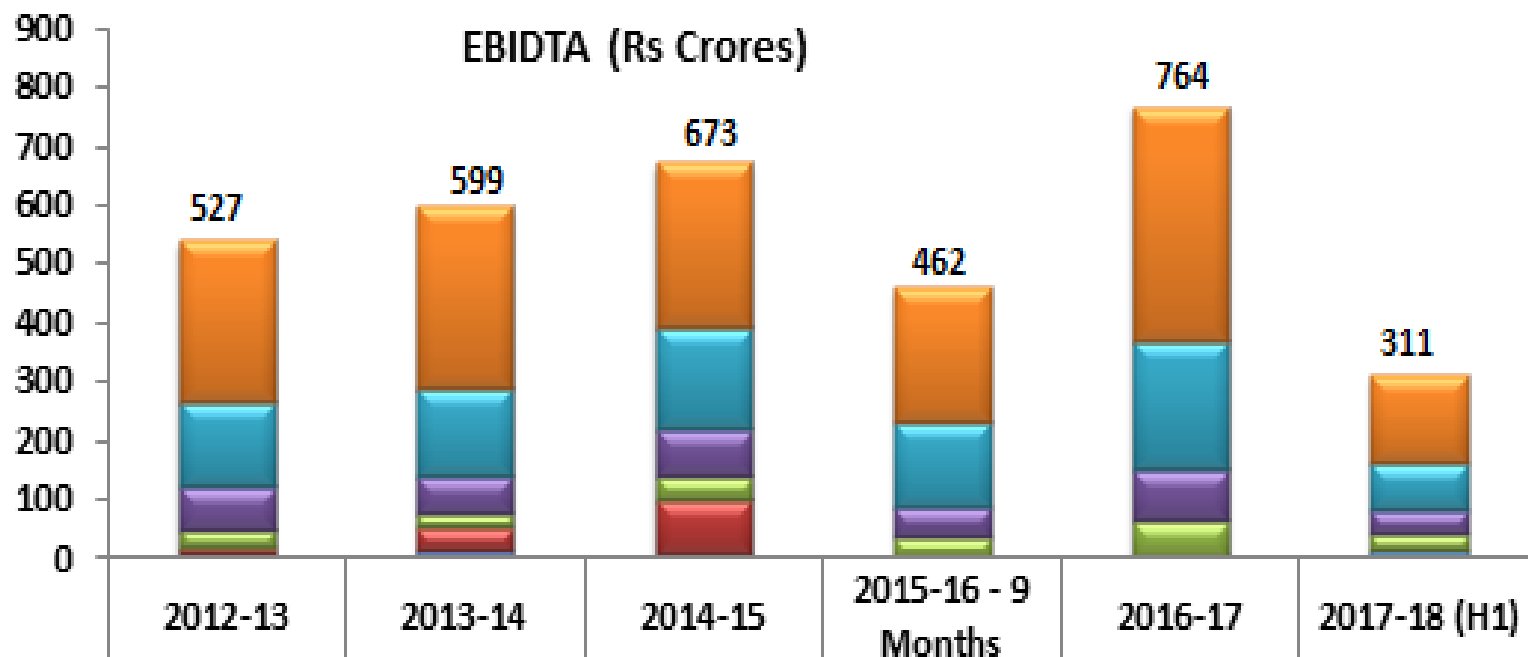
- Positive cash flows at its operating as well as net level
- Even during tough times of FY09 company has made investment towards future

# Financial Highlights – Segment Wise



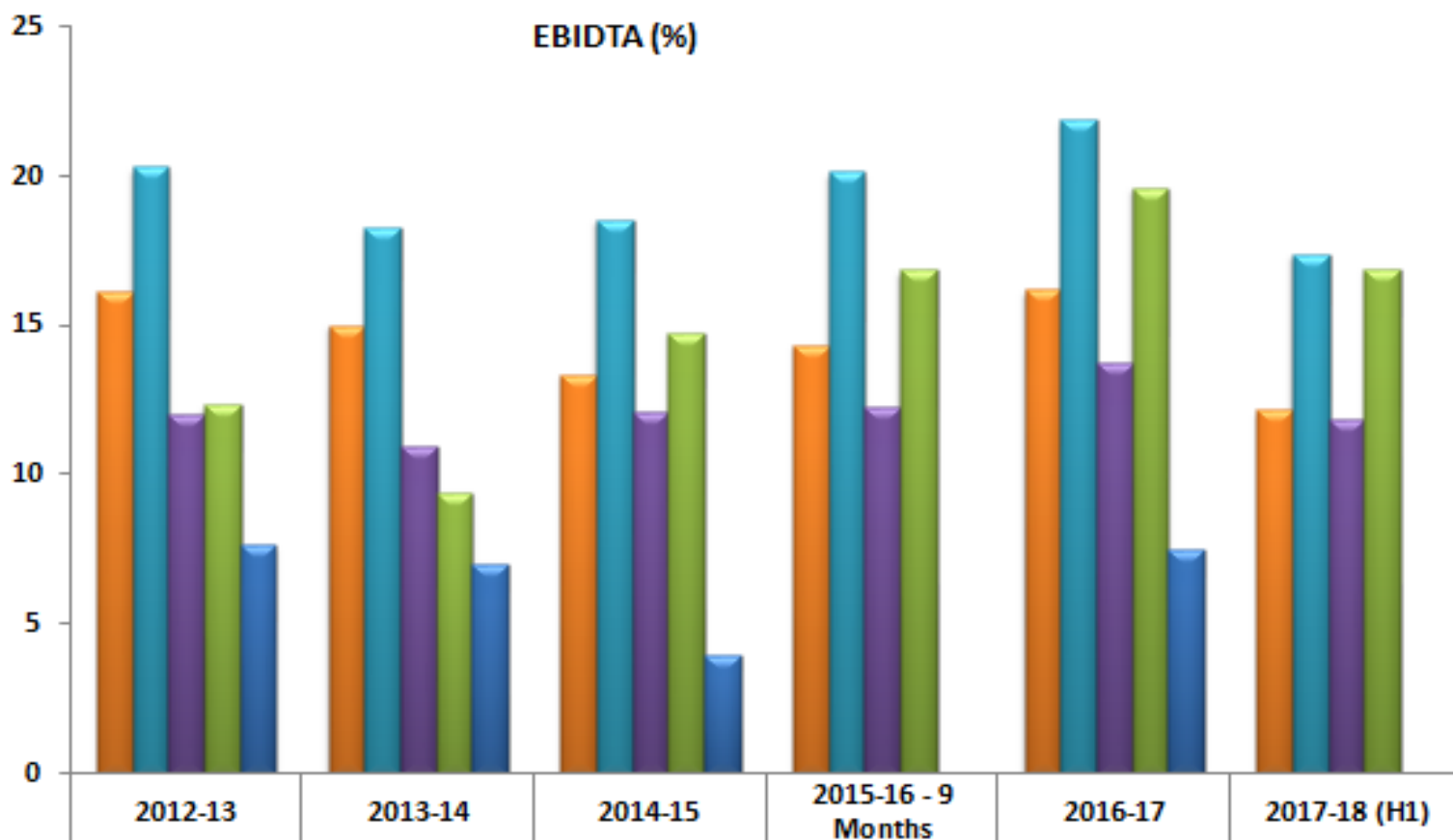
# Financial Highlights – Segment Wise

EBIDTA (Rs Crores)



	2012-13	2013-14	2014-15	2015-16 - 9 Months	2016-17	2017-18 (H1)
Plastic Piping	273	309	282	227	399	150
Packaging Products	142	148	169	147	215	79
Industrial Products	73	66	78	51	85	42
Consumer Products	34	24	41	37	62	28
Construction	10	39	95	-	-	-
Others	7	13	7	-	6	13

# Financial Highlights – Segment Wise



	2012-13	2013-14	2014-15	2015-16 - 9 Months	2016-17	2017-18 (H1)
Plastic Piping	16	15	13	14	16	12
Packaging Products	20	18	19	20	22	17
Industrial Products	12	11	12	12	14	12
Consumer Products	12	9	15	17	20	17
Others	8	7	4	0	7	

## New Products Introduced in last Three Years



- Light Hazard Fire Sprinkler System
- Bath Room Fittings
- DWC HDPE Pipes
- HDPE Pipes above 315 MM Dia
- CPVC Pipe System - 6" & above for Industrial Use
- Water Tanks & Septic Tanks
- Sewage & Drainage System
- Industrial Valves
- XL Bonded Film - 70 GSM to 250 GSM
- 30 & 35 GSM Cross Laminated Film &  
Cross Laminated Film - 400 GSM & 450 GSM

- Varieties of Insulation Products in Protective Packaging Division
- Various Floor Protector & Sound Proofing Products in Protective Packaging Division
- Retail Product Range in Protective Packaging Division
- Blow Moulded Furniture
- Several varieties of new Furniture Products
- Several varieties of Crates, Pallets & Dust Bin
- Composite LPG Cylinder



# 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

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

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

Widen Distribution Network

Increase Share of Value Added Products

Diversify Product Portfolio

Capacity Expansion

Focus on technological innovations and designs and enhance the overall contribution of Value Added products.

The existing capacity to be enhanced to 7,00,000 MT by 2020-21 with capex of around Rs. 1200 to 1300 crores.

## By 2020-21

- **Volumes to grow between 12% to 15% CAGR**
- **Maintain 15.00 – 15.50% operating margins**
- **Maintain interest & depreciation together below 4% of turnover .**

## Product Segment Wise Expansion Plan

- Total plants to go up to 28 from existing 25 by 2017-18
- Expected to add more new locations going forward i.e. from 2018-19 to 2020-21
- Total capex envisaged in the range of Rs. 1200 to Rs 1300 crores till 2020-21

Division	Proposed Locations for 2017-18
Industrial Components	Rajasthan
Plastic Piping System	Assam
Plastic Piping System, Protective Packaging Products & Furniture	Telangana

## Diversify Product Portfolio

- Increase range of Products within existing product lines
- 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
- Special varieties of Performance Packaging Film

# Expansion Strategy in Detail

## Increase Share of Value Added Products

■ VA products are those where OPM > 17%

Product Group	2015-16 (9 Months)			2016-17		
	Total Net Turnover	Share of Specialty Business	Specialty Business Turnover	Total Net Turnover	Share of Specialty Business	Specialty Business Turnover
Plastic Piping	1594.08	33.38%	532.11	2452.03	31.74%	778.32
Molded Furniture	216.12	48.28%	104.35	313.14	52.12%	163.22
Cross Lami. Films	333.73	100.00%	333.73	465.84	100.00%	465.84
Prot. Packaging	260.27	32.69%	85.09	383.21	44.15%	169.18
Composite LPG Cyl.	0.21	100.00%	0.21	9.33	100.00%	9.33
Others	500.89	2.33%	11.69	752.57	7.35%	55.35
<b>Total</b>	<b>2905.30</b>	<b>36.73%</b>	<b>1067.18</b>	<b>4376.12</b>	<b>37.50%</b>	<b>1641.24</b>

## 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 2,950 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



**Supreme**<sup>®</sup>  
People who know plastics best

- 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
Speciality Polymers Compound	30,000 TPA
Expandable Polystyrene	72,000 TPA
Styrene Methyl Methacralate	42,000 TPA
(Within the overall capacity of Polystyrene)	
Extruded Polystyrene Foam	1,00,000 M3 PA

- 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 Ltd.

# Commitment to Shareholders



## Last 5 years Dividend Payout History

June Year Ending	Total Dividend-Outgo Crores	As a % of Face Value	Per Share Amount Paid in Rs. on FV Rs.2 per share
2017	229.33	750	15.00*
2016	114.99	375	7.50
2015	137.18	450	9.00
2014	118.89	400	8.00
2013	111.27	375	7.50
2012	88.58	300	6.00

## Regular Bonuses since Inception

Year	Ratio
2006	1:1
1992	1:1
1988	1:1
1986	4:5
1981	2:5
1978	3:5

**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 55% 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. 1150. Appreciation in value by about Rs. 1250 crores
- IV. Unlocking the wealth by developing Commercial Complex at Andheri ( Mumbai )
- V. The Total Shareholder Return (TSR) for last 10 years is CAGR 36.77% i.e. an amount of Rs. 100 invested in The Supreme Industries Limited Shares on 30Jun2007 have increased 24 times as on 31Mar2017.

\*including special dividend @250 % i.e. Rs. 5/- per equity share to commemorate the completion of 75th year of the Company.



# 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
  - ☐ Aurvedic 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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# THANK YOU

Contact Point

Mr. R J Saboo

Email ID: [rj\\_saboo@supreme.co.in](mailto:rj_saboo@supreme.co.in)

Number: +91-22-22851656