

SH/13/2023
30th October, 2023

National Stock Exchange of India Ltd.,
Exchange Plaza, 5th floor,
Plot No. C/1, G. Block,
Bandra-Kurla Complex,
Bandra (East),
MUMBAI – 400051

BSE Limited.,
Market-Operations Dept.
1st floor, New Trading Ring,
Rotunda Bldg. P.J.Towers,
Dalal Street, Fort,
MUMBAI 400023

Sub.: Corporate Presentation- September 2023

Sirs

Enclosed please find Corporate Presentation September 2023.

Please take the same on records

Thanking you,

Yours faithfully,
For The Supreme Industries Ltd.



(R.J. Saboo)
VP (Corporate Affairs) &
Company Secretary






Encl.: a/a.

The Supreme Industries Limited

Regd. Office : 612, Raheja Chambers, Nariman Point, Mumbai 400021, INDIA.
CIN : L35920MH1942PLC003554 **PAN :** AAACT1344F

+91-022-6257 0000 / 6257 0025
sil_narimanpoint@supreme.co.in



Corporate Office : 1161 & 1162, Solitaire Corporate Park, Bldg. No. 11, 167, Guru Hargovindji Marg, Andheri - Ghatkopar Link Road, Chakala, Andheri (East), Mumbai 400 093, INDIA.  +91 (022) 6257 0000, 6257 0025  sil_narimanpoint@supreme.co.in  www.supreme.co.in

INVESTORS PRESENTATION

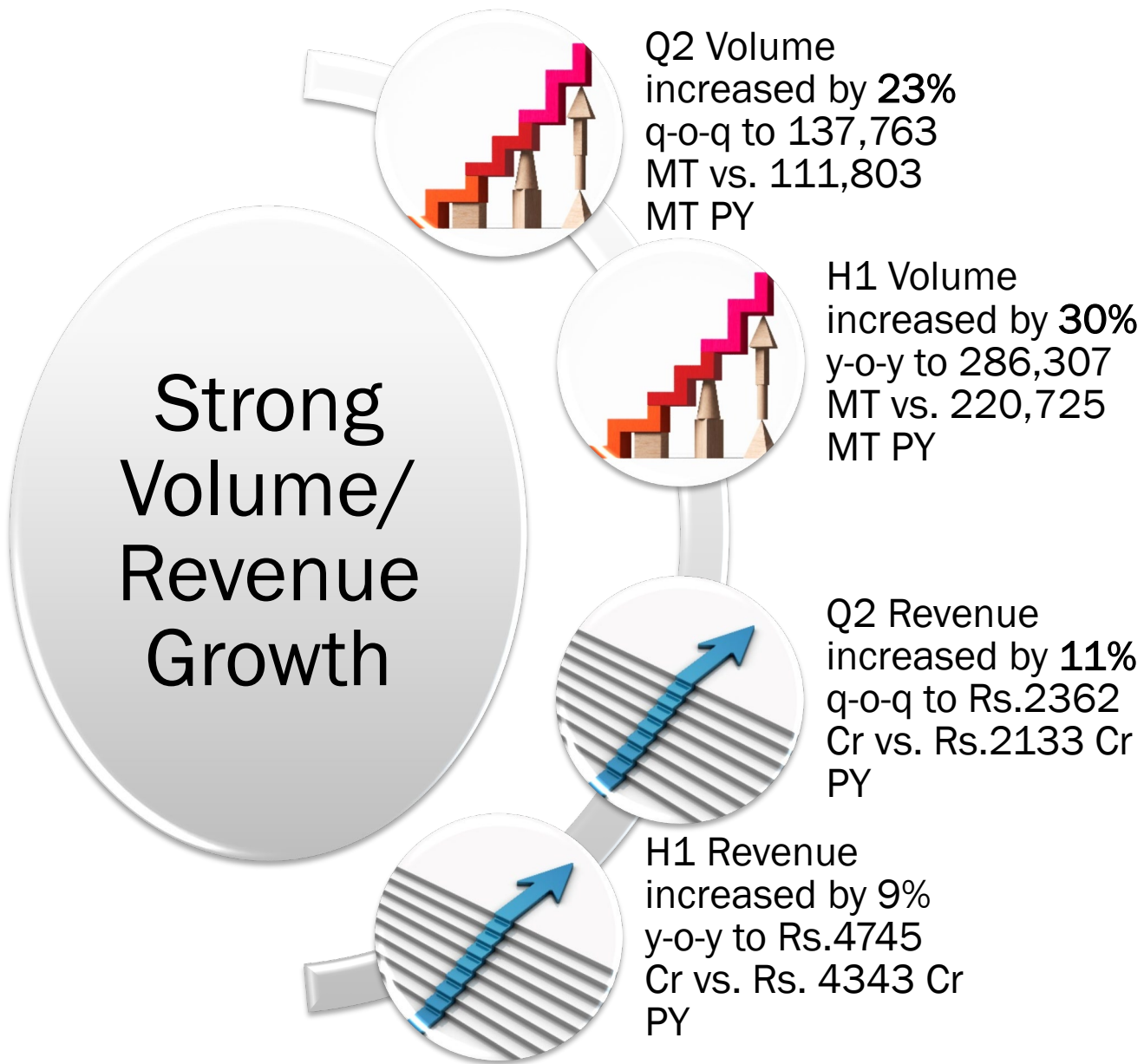
For the Quarter and Half year ended 30th
Sep'2023



FLOW OF THE PRESENTATION

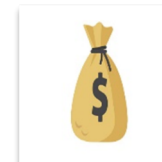
- ❖ FINANCIAL PERFORMANCE HIGHLIGHTS
- ❖ SUMMARISED INCOME STATEMENT
- ❖ SUMMARISED BALANCE SHEET
- ❖ KEY SEGMENT PERFORMANCE
- ❖ WORKING CAPITAL CYCLE
- ❖ THE SUPREME GROUP
- ❖ A CURTAIN RAISER – THE SUPREME INDUSTRIES LTD.
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- ❖ ORGANISATION & MANAGEMENT TEAM
- ❖ BUSINESS VERTICALS
- ❖ PRODUCT PORTFOLIO GLIMPSE
- ❖ GLIMPSE OF NEW PRODUCT INTRODUCED – Q2 FY24
- ❖ SUPREME PRESENCE IN INDIA
- ❖ VIRTUAL TOUR OF PLANTS
- ❖ BRAND PROMOTION & AWARENESS
- ❖ AWARDS & ACCOLADES
- ❖ SUSTAINABILITY
- ❖ A RESPONSIBLE CORPORATE CITIZEN

FINANCIAL PERFORMANCE HIGHLIGHTS



Profitability Improvement

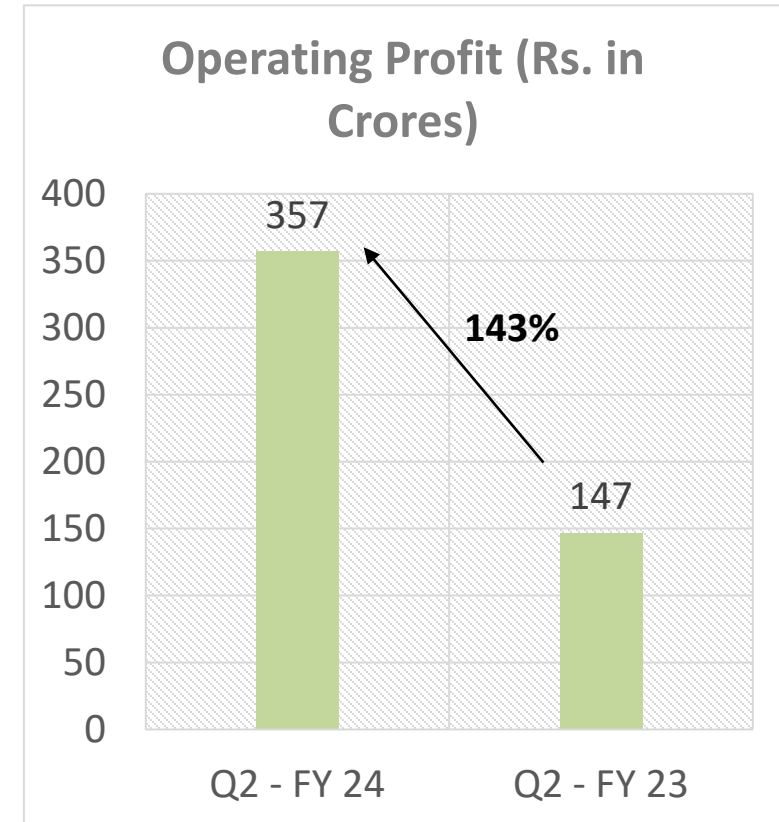
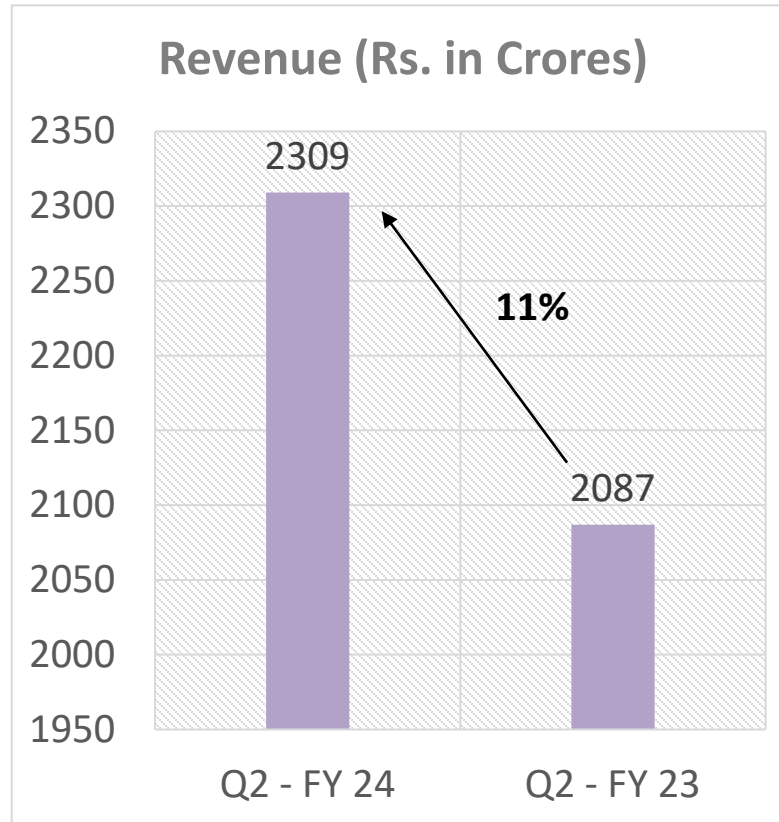
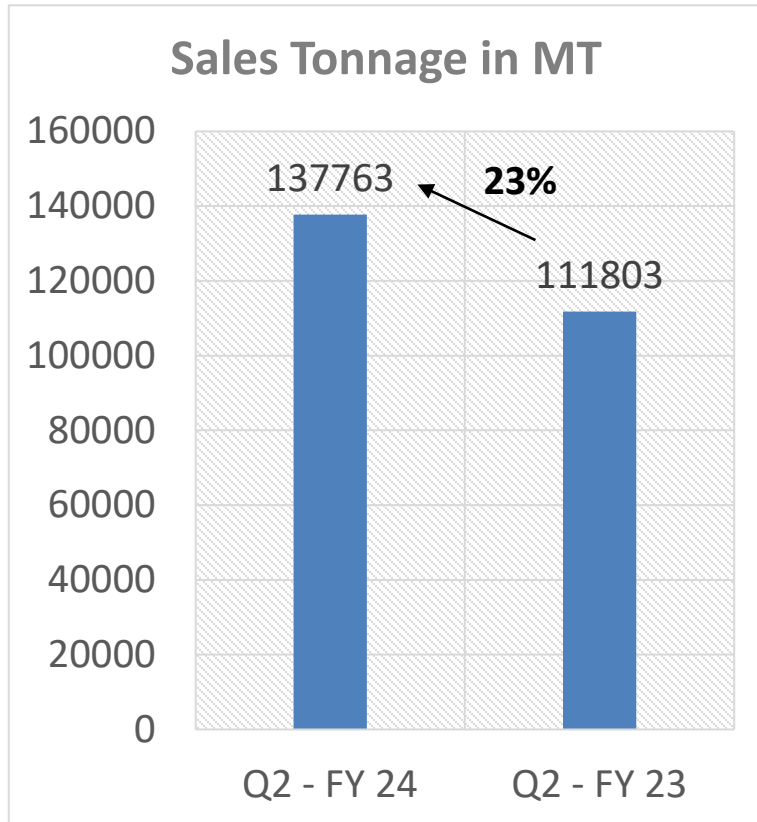
- Q2 EBITDA increased by **142%** q-o-q to Rs.357 Cr vs. Rs.147 Cr PY
- H1 EBITDA increased by **63%** y-o-y to Rs.678 Cr vs. Rs.416 Cr PY



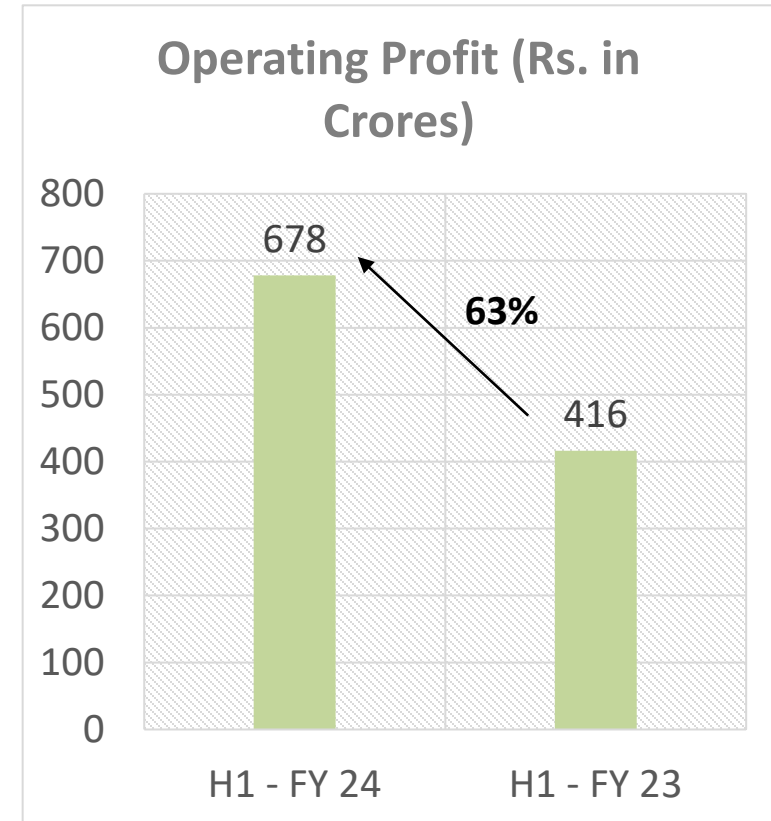
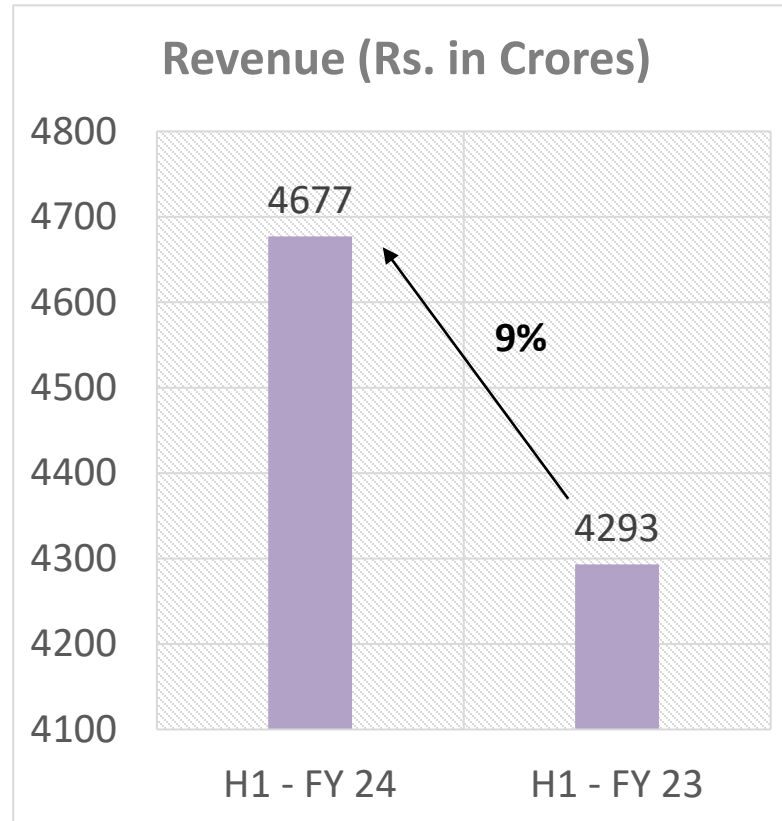
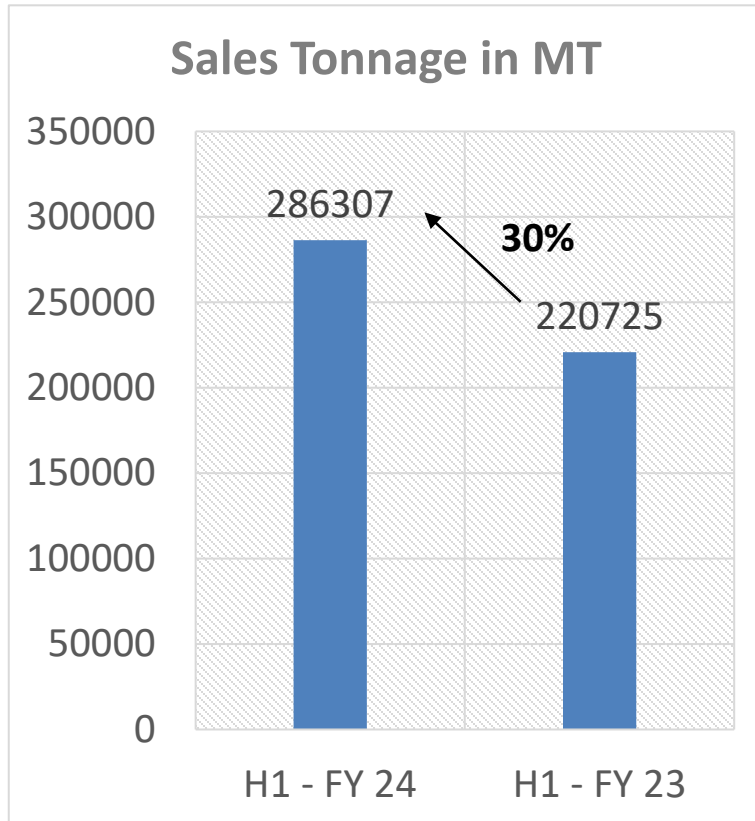
Strong Liquidity

- Company Continues to be Debt Free
- Having Cash Surplus of Rs. 583 Crores as at 30thSep'23

FINANCIAL PERFORMANCE HIGHLIGHTS – Q2 FY24



FINANCIAL PERFORMANCE HIGHLIGHTS – H1 FY24



SUMMARISED INCOME STATEMENT



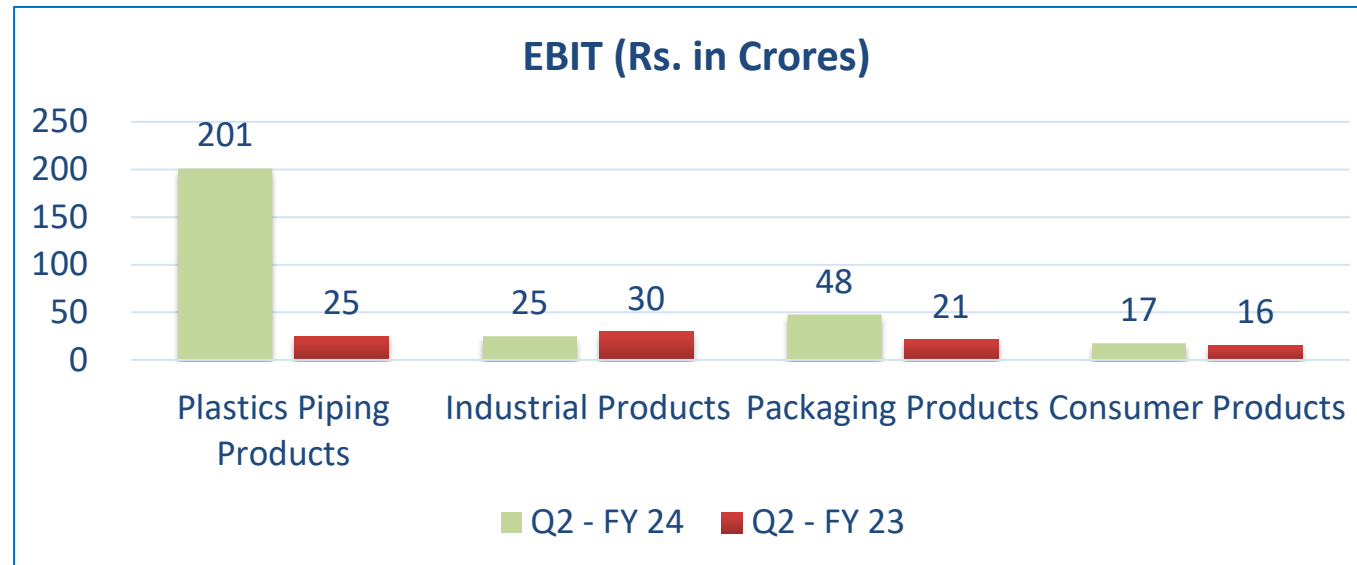
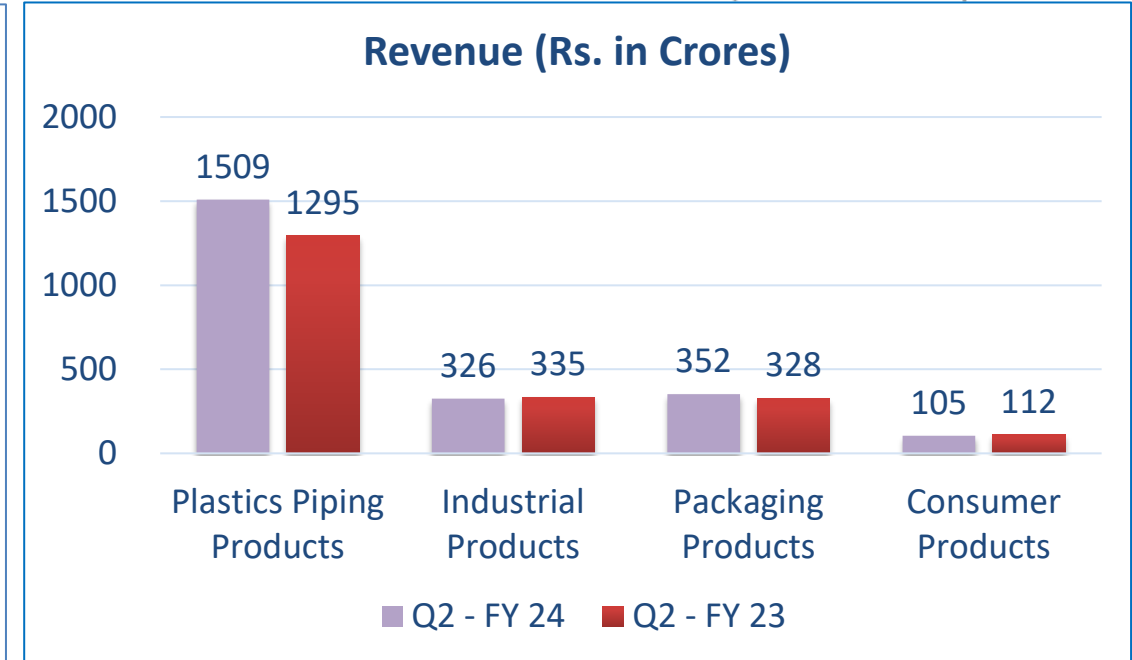
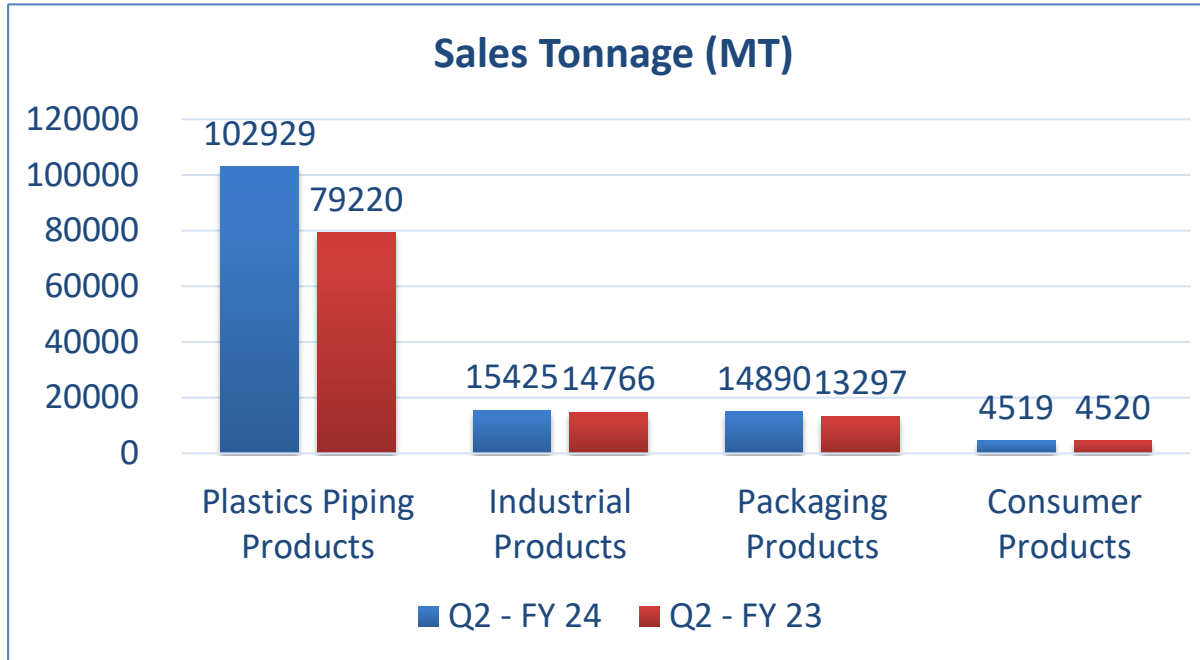
Rs. in Crores

Particulars	Q2 FY24	Q2 FY23	Q-o-Q (%)	H1 FY24	H1 FY23	Y-o-Y (%)	FY 22-23
Revenue from operations	2308.68	2086.58	10.64%	4677.22	4292.56	8.96%	9201.49
Raw Material Consumed	1535.69	1602.14	-4.15%	3191.69	3224.55	-1.02%	6599.24
Employee benefit expenses	105.59	87.81	20.25%	208.57	178.6	16.78%	373.63
Other Expenses	310.88	249.38	24.66%	598.71	473.36	26.48%	1028.64
EBITDA	356.52	147.25	142.12%	678.25	416.05	63.02%	1199.98
EBITDA (%)	15.44%	7.06%	118.83%	14.50%	9.69%	49.61%	12.93%
Depreciation	71.92	64.85	10.90%	143.97	126.53	13.78%	263.39
EBIT	284.6	82.40	245.39%	534.28	289.52	84.54%	936.59
Other Income	53.2	46.03	15.58%	67.40	50.58	33.25%	81.86
Finance Cost	1.54	1.20	28.33%	3.23	2.83	14.13%	8.02
PBT	336.26	127.23	164.29%	598.45	337.27	77.44%	1010.43
Tax Expenses	76.29	23.14	229.69%	144.12	77.44	86.11%	245.96
PAT	259.97	104.09	149.76%	454.33	259.83	74.86%	764.47
EPS (in INR)	20.47	8.19	149.76%	35.77	20.45	74.86%	60.18

SUMMARISED BALANCE SHEET

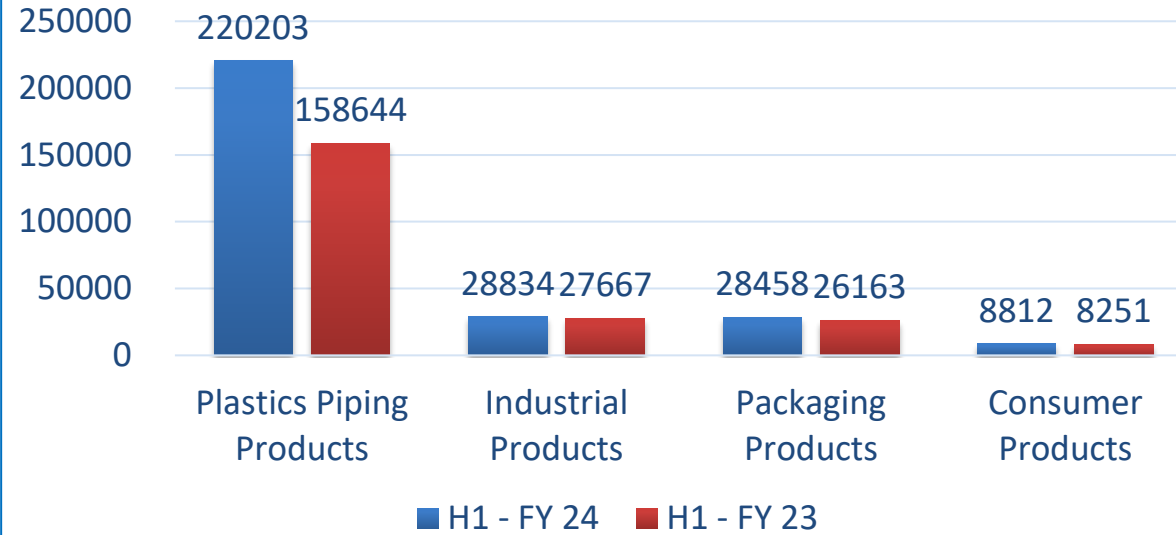
Particulars	Rs. in Crores	
	As at 30-09-2023	As at 31-03-2023
ASSETS		
Fixed Assets (Net)	2067.35	2064.24
Capital work-in-progress	110.94	83.71
Investments	24.55	22.30
Inventories	1450.43	1385.64
Trade receivables	531.23	491.75
Cash & Bank	590.46	745.24
Other Assets	438.79	344.71
TOTAL ASSETS	5213.75	5137.59
EQUITY AND LIABILITIES		
Equity share capital	25.41	25.41
Reserve and Surplus	4018.21	3819.35
Trade Payables	806.19	904.66
Other Liabilities	363.94	388.17
TOTAL EQUITY AND LIABILITIES	5213.75	5137.59

KEY SEGMENT PERFORMANCE – Q2 FY24

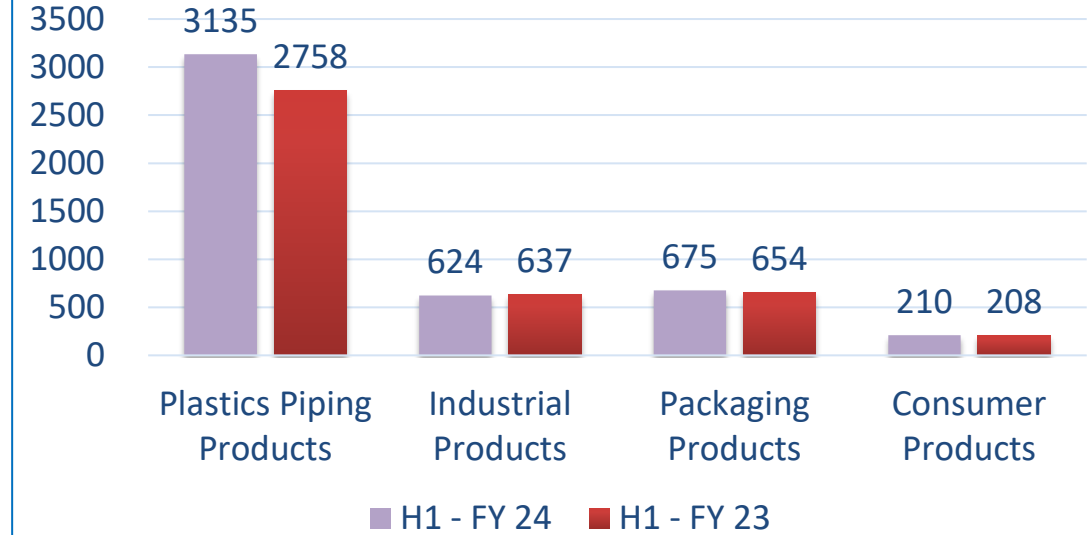


KEY SEGMENT PERFORMANCE – H1 FY24

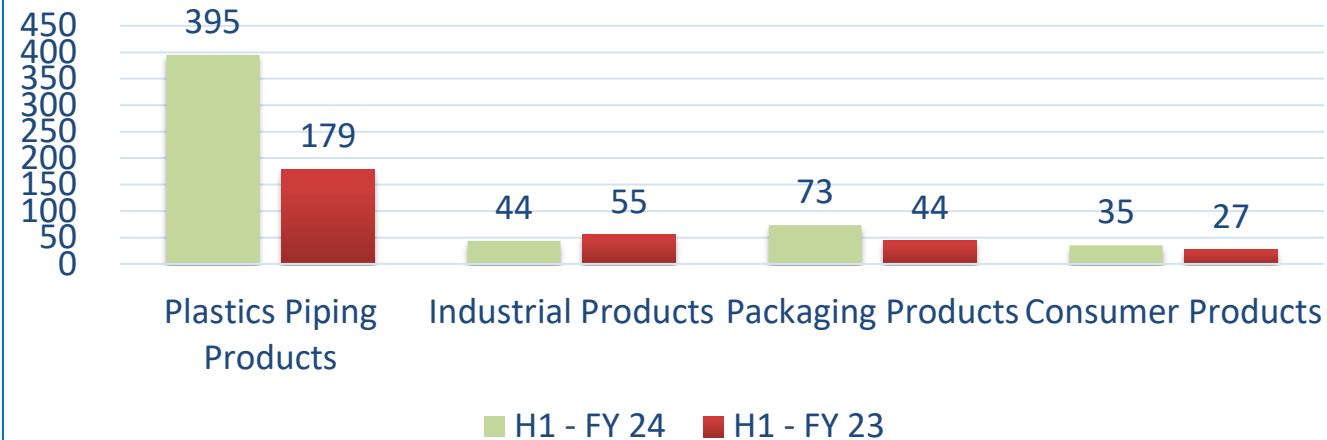
Sales Tonnage (MT)



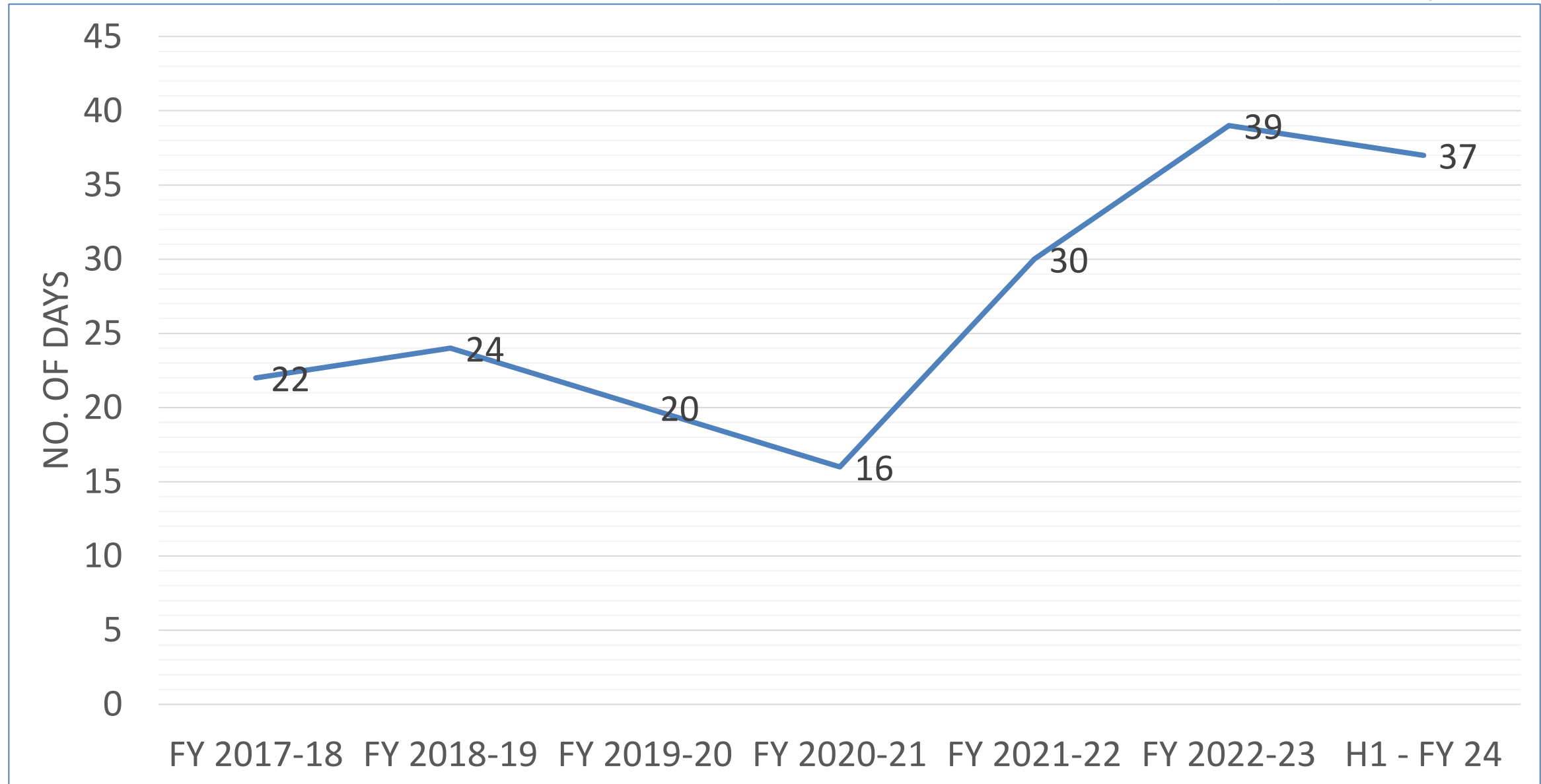
Revenue (Rs. in Crores)



EBIT (Rs. in Crores)



WORKING CAPITAL CYCLE



THE SUPREME GROUP



The Supreme Industries Ltd.:

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

Supreme Petrochem Ltd.:

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

A CURTAIN RAISER– THE SUPREME INDUSTRIES LTD.



VISION STATEMENT

“TO GROW BUSINESS WITH DIGNITY & RESPECT”

PURPOSE

“TO ADD REAL VALUE TO SOCIETY”

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

THE SUPREME INDUSTRIES LTD. AT A GLANCE



Industry

Plastics and related products

Business Highlights

- One of the largest plastic processor in India, with a sale of above 5 lakh MT annually
- Presence in the Indian plastic industry for over 57 years under present management
- Diversified revenue model with a large product portfolio across 4 verticals.
- 29 plants situated across India with an asset base of over Rs. 4000 crores.
- Bank Loan Rating : CRISIL AA+/Stable
Short Term Debt Programme Rating : CRISIL A1 plus
- Market Capitalisation

Year	31- Mar-19	31- Mar-20	31- Mar-21	31- Mar-22	31- Mar-23	30-Sep-23
Rs. in Cr.	14193.35	11025.93	25947.78	25954.77	31904.77	52436.69
US\$ in Million	2052.40	1457.20	3549.14	3424.45	3882.77	6314.25

THE SUPREME INDUSTRIES LTD. 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
- 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 plastics materials
- Invulnerable from import substitutes.
- Optimisation of value - Buy Back of shares
 - Higher ROCE
 - Liberal dividend payout

Board of Directors

B L Taparia, Chairman

M P Taparia, Managing Director

S J Taparia, Executive Director

V K Taparia, Executive Director

R Kannan

Rajeev M Pandia

Sarthak Behuria

Ms. Ameeta Parpia

Pulak Prasad

Vipul Shah

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
- Saurov Ghosh - Chief Human Resources Officer
- S K Patnaik , COO (Protective Packaging Products)
- Pradeep Kamat, Vice President (Composite Cylinders)
- Sanjeev Jain , Vice President (Furniture)
- Siddharth Roongta, Vice President (Cross Laminated Films)
- R J Saboo , Vice President (Corporate Affairs) & Company Secretary
- Parag Prabhu, Vice President (Finance)
- Vivek Taparia, Exe. Vice President (Flexible Pkg. Film)
- Sanjay Mishra, Associate Vice President (MHD)

BUSINESS VERTICALS

Plastic Piping Division



Consumer Products



Packaging Products

- Specialty Films
- Protective Packaging Products
- Cross Laminated Film Products



Industrial Products

- Industrial Component
- Material Handling Division
- Composite LPG Cylinders



PRODUCT PORTFOLIO GLIMPSE

Plastic Piping System



Plumbing



Water Tanks



Bath Fittings



Fire Protection



Rainwater Harvesting



Drainage



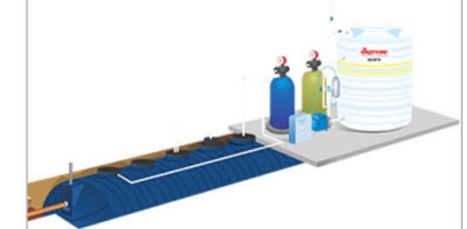
Waste Treatment & Sanitation



Agriculture



Borewell



Sewage Treatment Plants

PRODUCT PORTFOLIO GLIMPSE

Protective Packaging Products



PROTEC

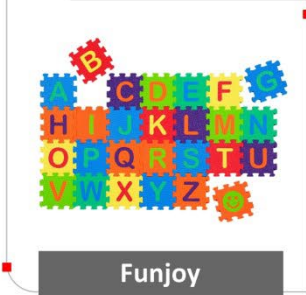


DURA



INSU

Consumer Application Products

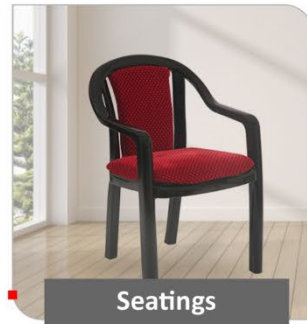


Funjoy

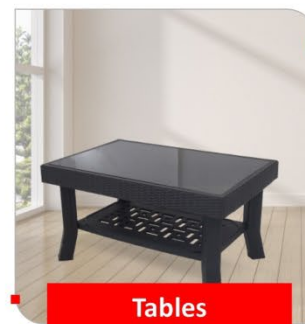


Fitsfree

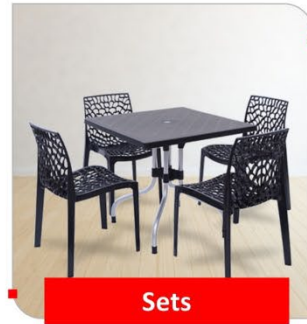
Moulded Furniture



Seatings



Tables



Sets



Storage



Multipurpose

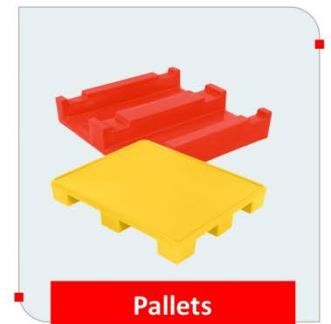


Kids Range

Material Handling Products



Crates



Pallets



Dustbins



Customized



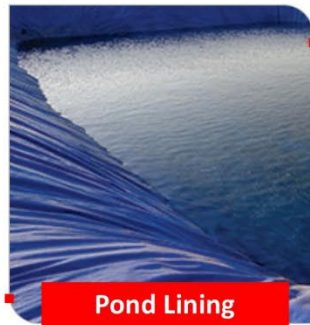
Silpack

PRODUCT PORTFOLIO GLIMPSE

Multi-layer Cross Laminated Films



Agriculture / Horticulture



Pond Lining



Packaging for Transport



Silpoly Liner



Export Marketing

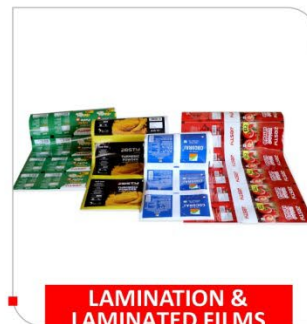


Civil Engineering & Construction

Performance Packaging Films



LIDDING FILMS



LAMINATION & LAMINATED FILMS



VACUUM BAGS & FILMS



THERMOFORMING FILMS








Industrial Moulded Products




Composite Cylinder



GLIMPSE OF NEW PRODUCT INTRODUCED – Q2 FY24

S.NO	PRODUCT DESCRIPTION	System	IMAGE	S.NO	PRODUCT DESCRIPTION	System	IMAGE
1	Non return valve- 1 1/4" SDR-11	CPVC		6	P-trap -(Single piece) 110 X 110 mm	SWR	
2	Nahani trap - 75 X 50mm with jali	SWR		7	Elbow -45° -75mm PN-10	Agri	
3	Nahani trap - 75 X 50mm without jali	SWR		8	Pipe clip - 1 1/4" SCH-80	Aqua-gold	
4	Elbow -45° - 315mm PN-4	Agri		9	Pipe clip - 1 1/2" SCH-80	Aqua-gold	
5	Non return valve- 1 1/4" SCH-80	Aqua-gold		10	Pipe clip - 2" SCH-80	Aqua-gold	
				11	Pipe clip - 2 1/2" SCH-80	Aqua-gold	
				12	Pipe clip - 1" SCH-80	Aqua-gold	

GLIMPSE OF NEW PRODUCT INTRODUCED – Q2 FY24

S.NO	PRODUCT DESCRIPTION	IMAGE
1	Tap Classic Swan Pillar tap QT O Black	
2	TAP EAZO Toilet seat cover MW	
3	TAP EAZO Toilet seat cover soft close MW	
4	Tap Eva Angular tap QT MW	
5	Tap Marvel Wall sink tap QT MW	
6	Tap Marvel Wall Mixer tap QT MW	

GLIMPSE OF NEW PRODUCT INTRODUCED – Q2 FY24



Gym Mat for floor 280 density



NBR Yoga Mat 80 density

Protective Packaging



Headgear Cap for Rugby



Jewellery Box

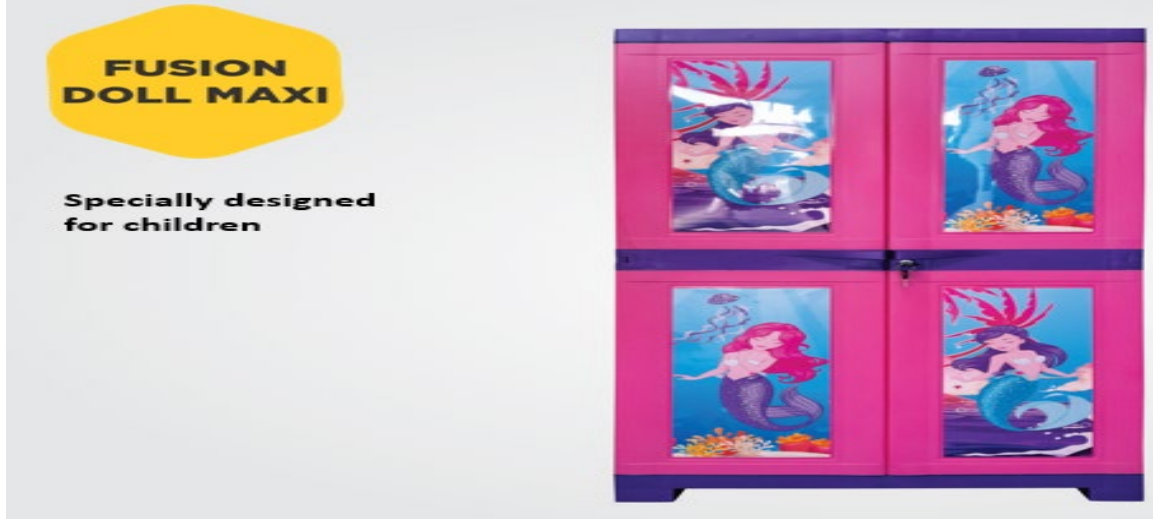


PU Foam: Knee Pad



Boomerang

GLIMPSE OF NEW PRODUCT INTRODUCED – Q2 FY24



SUPREME PRESENCE IN INDIA

Haryana

- Gurgaon

Punjab

- Derabassi •Sarsini

Rajasthan

- Ghiloth •Jaipur-Depot I •Jaipur
- Jaipur-Depot II

Gujarat

- Halol-Unit I •Sarkhej •Ahmedabad
- Halol-Unit II
- Halol-Unit III
- Halol-Unit IV

Madhya Pradesh

- Malanpur-Unit I •Indore •Indore
- Malanpur-Unit I •Jabalpur •Jabalpur
- Malanpur-Unit III •Malanpur

Silvassa (Union Territory)

- Silvassa

Maharashtra

- Gadegaon •Bhiwandi •Mumbai •Urse
- Urse •Gadegaon •Pune •Waluj
- Jalgaon-Unit I •Urse-Depot I
- Jalgaon-Unit II •Urse-Depot II
- Kanhe •Nagpur
- Khopoli

Karnataka

- Hubli •Bangalore

Kerala

- Cochin

Uttarakhand

- Rudrapur •Rudrapur

Uttar Pradesh

- Noida •Kanpur-Depot I •Kanpur
- Kanpur •Kanpur-Depot II •Noida

Bihar

- Patna Depot •Patna

Assam

- Guwahati-Unit I •Guwahati-Depot I •Guwahati
- Guwahati-Unit II •Guwahati-Depot II

Jharkhand

- Ranchi •Ranchi

West Bengal

- Durgapur •Durgapur •Kolkata
- Kharagpur •Kharagpur
- Kolkata

Chhattisgarh

- Raipur •Raipur

Odisha

- Cuttack •Bhubaneswar •Bhubaneswar
- Cuttack

Telangana

- Jadcherla •Jadcherla-Depot I •Hyderabad
- Jadcherla-Depot II

Andhra Pradesh

- Vijaywada •Vijaywada

Puducherry (Union Territory)

- Puducherry •Puducherry-Depot I •Puducherry
- Puducherry-Depot II

Tamilnadu

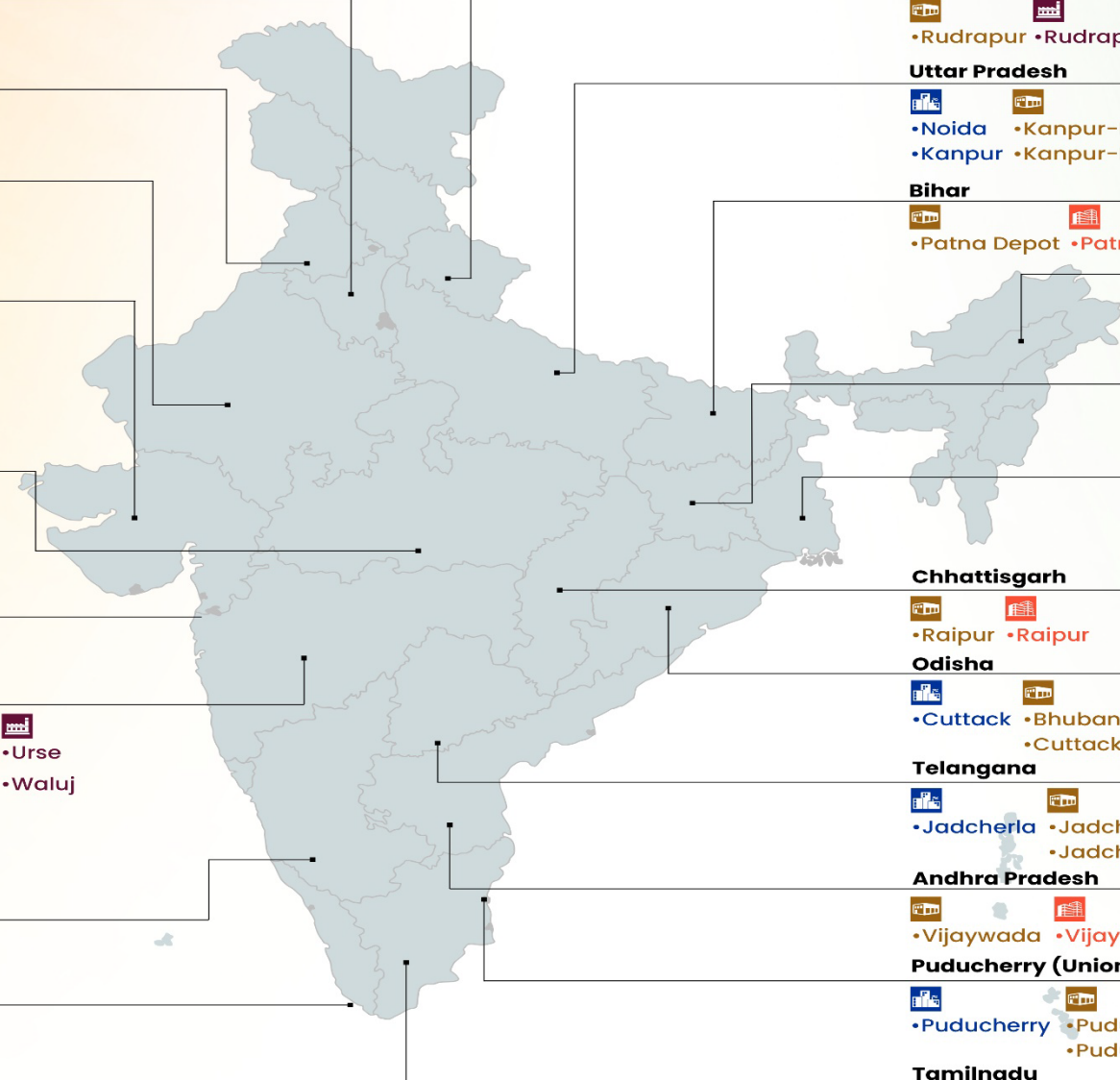
- Erode •Erode •Chennai •Chennai
- Hosur •Hosur
- Sriperumbudur

 **Manufacturing Units**

 **Depots**

 **Branch Offices**

 **Fabrication Units**



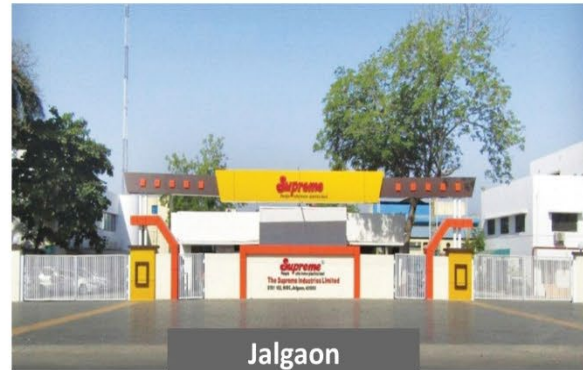
VIRTUAL TOUR OF PLANTS



Mega Project at Gadegaon spread over 132 acres



Kharagpur



Jalgaon



Erode



Cuttack

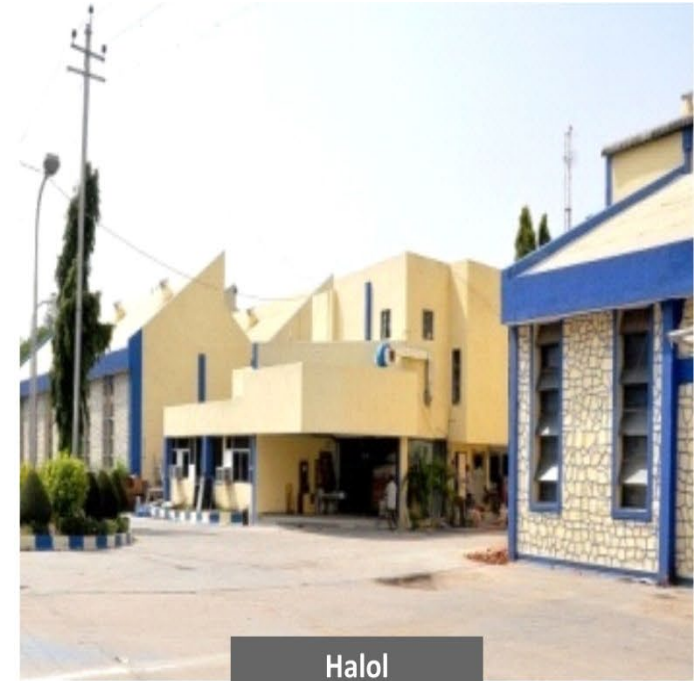
VIRTUAL TOUR OF PLANTS



Malanpur



Jadcherla



Halol



Hosur



Derabassi



Khopoli



Guwahati

VIRTUAL TOUR OF PLANTS



Durgapur



Pondicherry



Ghiloth



Kanpur



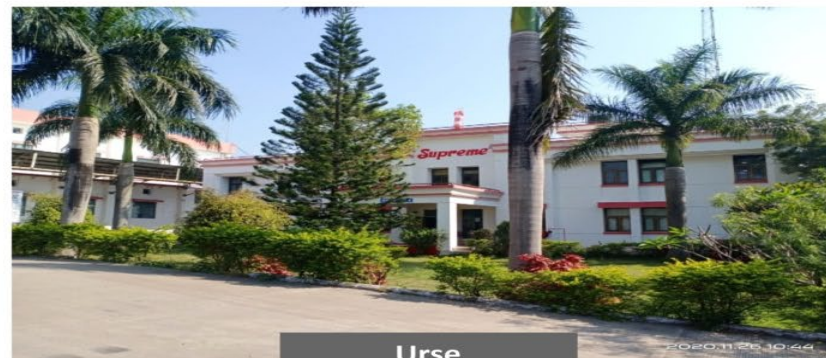
Talegaon



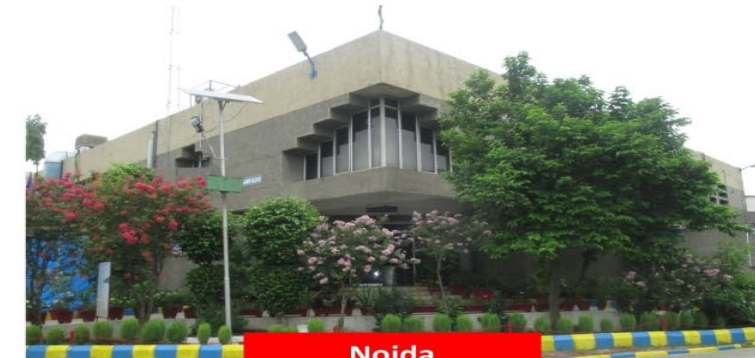
Chennai



Silvassa



Urse



Noida

BRAND PROMOTION & AWARENESS

❖ Participation at Exhibitions



Fire India Exhibit, 2023, Mumbai



Ace Tech, Bengaluru.



Ace Reflect, Coimbatore



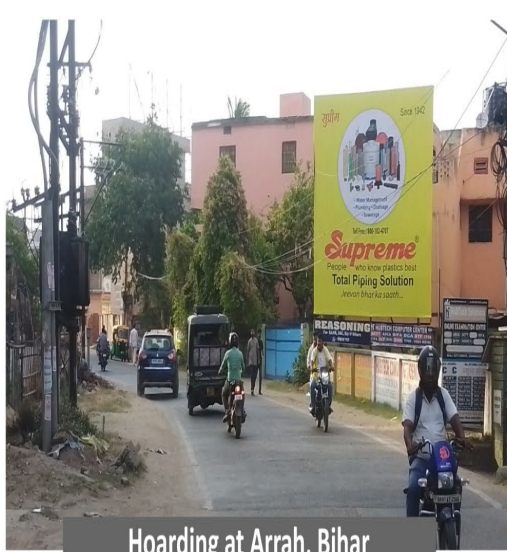
BRAND PROMOTION & AWARENESS

❖ Plumber Meet and Workshops



BRAND PROMOTION & AWARENESS

❖ Hoardings & Retail Shop Branding



Hoarding at Arrah, Bihar



Hoarding at Darjeeling, West Bengal



Shop Branding-Patna, Bihar



Shop Branding, North East



Unipole sign at Siwan, Bihar



Traffic Signal at Bankura, West Bengal



Pole Kiosk at Purulia, West Bengal



Shop Branding-Patna, Bihar



Shop Branding, North East

❖ Various Digital Initiatives

- Robust website www.supreme.co.in which imparts in-depth knowledge about all Supreme business verticals.
- Launch of Shopify website www.supremefurniture.co.in for selling Furniture products on line
- Presence on various Social media channels which helps in constant consumer connect (Corporate as well as Pipe, Furniture, MHD and PPD has dedicated social media presence)
- Various digital promotional activities are taken up like Google Search Engine Marketing, Digital TVC promotion, Android & IOS app for Pipe and Furniture etc

AWARDS & ACCOLADES



Company has received CII's National award for excellence in energy management for its Kanpur, Jadcherla and Malanpur plants for being "Excellent Energy Efficient Units.

SUSTAINABILITY

We are committed to sustainable use of plastic and constantly innovating to develop solutions. As a company, we take several measures to ensure that we walk the sustainability path. Few of our efforts are as follows

- ISO 14001, 450001, 50001 certification
- Lower carbon emission
- Renewable power usage
- Water Intensity Reduction
- Waste management
- CII certified green products
- Water and energy conservation



Solar Plants



Tree Plantation

A RESPONSIBLE CORPORATE CITIZEN

SUPREME FOUNDATION

- ❖ The Foundation has undertaken major projects such as education and healthcare for children. Supreme Foundation is providing volunteer teachers in primary/secondary schools in nine districts in Rajasthan and lecturers in Sanskrit colleges in the entire state.
- ❖ All these initiatives have been undertaken with the active support of the education department of Government of Rajasthan.
- ❖ Physical resources like classroom construction, toilet blocks for students, classroom furniture, educational material, sweaters etc. have also been undertaken
- ❖ Digital-first education with provisions like computer labs, mobile computer labs and e-learning facilities have also been enabled by Supreme Foundation.



A RESPONSIBLE CORPORATE CITIZEN

Nurturing the Nature - For a better future !!

- ❖ Supreme actively participates in environment conservation activities such as tree plantation, across all company plants and facilities.
- ❖ Apart from new plantations, old plantations are also monitored continuously for their growth and survival.
- ❖ Supreme has also partnered with various NGO's for plantation programs in various regions.



A RESPONSIBLE CORPORATE CITIZEN

Swachh Bharat Abhiyan !!

There are many prominent School's/Public places without proper public convenience facilities. Supreme Foundation has taken the initiative to build and maintain such facilities for public convenience.



Toilets at Various School's of Rajasthan



Jalgaon (Maharashtra)



Jaswantgarh (Rajasthan)

DISCLAIMER

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