

SH/13/2022  
31<sup>st</sup> October, 2022

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

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

Sub. : Investors Presentation- September, 2022

Sirs

Enclosed please find Investors Presentation September, 2022

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**

1161 & 1162, Solitaire Corporate Park, Bldg. No. 11, 167, Guru Hargovindji Marg,  
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# INVESTORS PRESENTATION

For the Quarter and Half year ended 30<sup>th</sup>  
Sep'2022



# FLOW OF THE PRESENTATION

- BUSINESS HIGHLIGHTS – Q2 FY 23
- STANDALONE PROFIT & LOSS STATEMENT
- FINANCIAL PERFORMANCE HIGHLIGHTS
- KEY SEGMENT PERFORMANCE
- WORKING CAPITAL CYCLE
- A CURTAIN RAISER– THE SUPREME INDUSTRIES LTD.
- THE SUPREME INDUSTRIES LTD. AT A GLANCE
- ORGANISATION & MANAGEMENT TEAM
- BUSINESS VERTICALS
- GLIMPS OF NEW PRODUCT INTRODUCED
- SUPREME PRESENCE IN INDIA
- VIRTUAL TOUR OF PLANTS
- SUSTANIBILITY
- AWARDS & ACCOLADES
- A RESPONSIBLE CORPORATE CITIZEN

# BUSINESS HIGHLIGHTS – Q2 FY 23



- ❑ Company continues to be Debt Free and having Cash surplus of Rs. 493 Crs. at the end of Sep,2022
- ❑ Successful trials of PEX Pipe plant at Jadcherla (Telangana) has been completed and the same has gone into commercial production w.e.f. 1<sup>st</sup> August'22.
- ❑ Company has received letter of intent (LOI) worth about Rs.480 Crs. from Maharashtra Jeevan Pradhikaran (MJP) for supply of HDPE Pipes for water supply projects over a period of 24 to 30 months under Jal Jivan Mission (JJM) scheme.
- ❑ Raw Material Prices continue to slide down. The prices of different Polymers particularly for polypropylene (PP), Low Denier Polyethylene (LDPE) and Poly Vinyl Chloride (PVC) have gone down between Rs. 31 per kg to Rs. 55 per kg since beginning of the year till now i.e. a reduction between 21% to 38%. Severest fall among them is in PVC Resin where prices have fallen by Rs. 55 per kg. i.e. 38 % from beginning of the year

# STANDALONE PROFIT & LOSS STATEMENT



Rs. in Crores

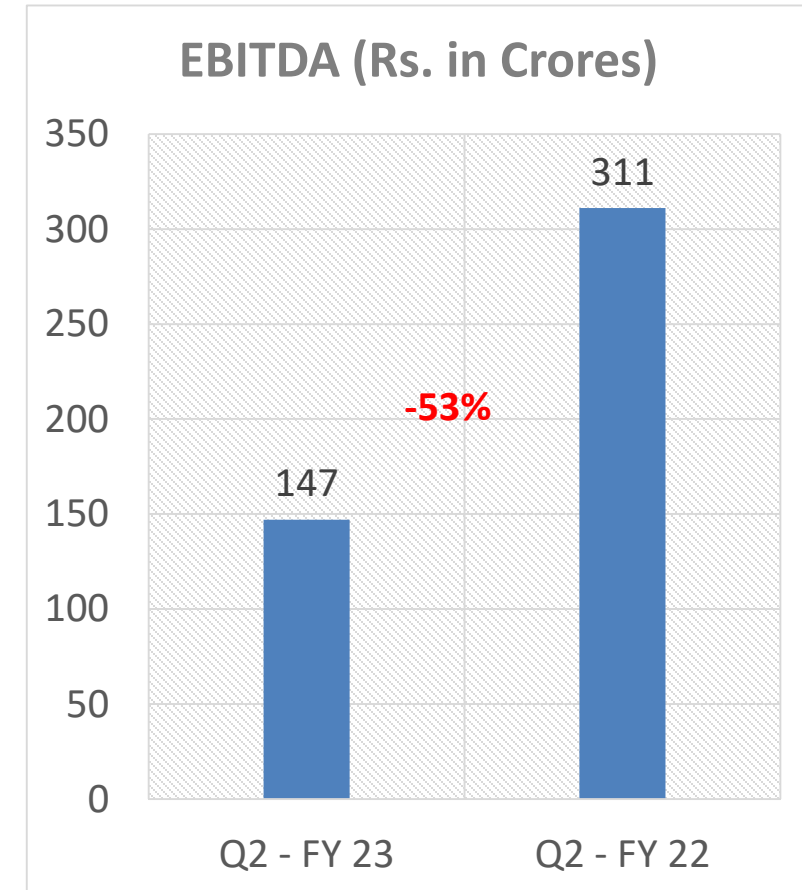
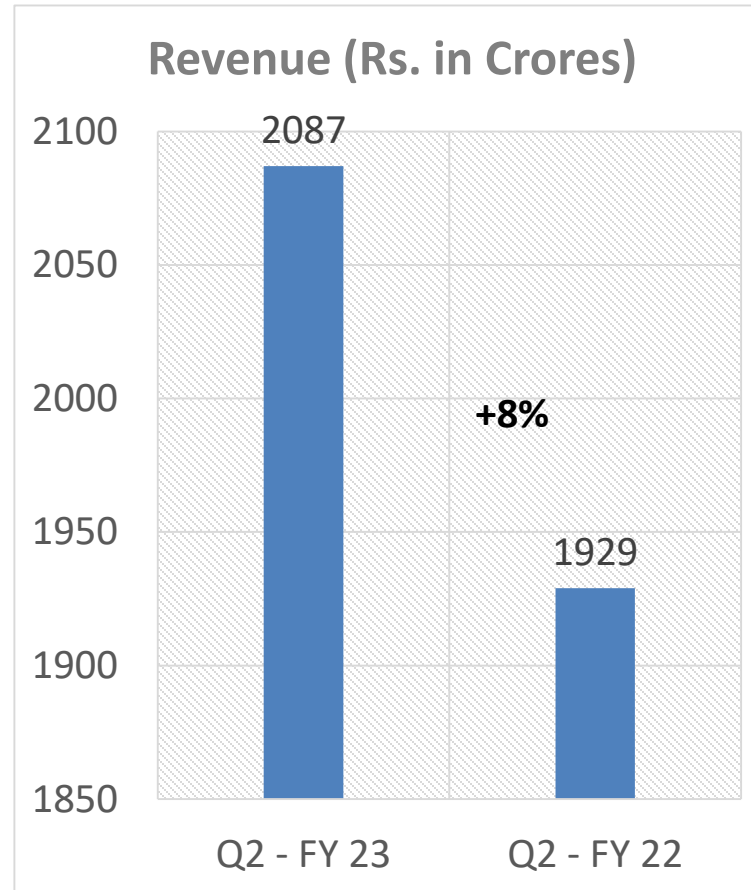
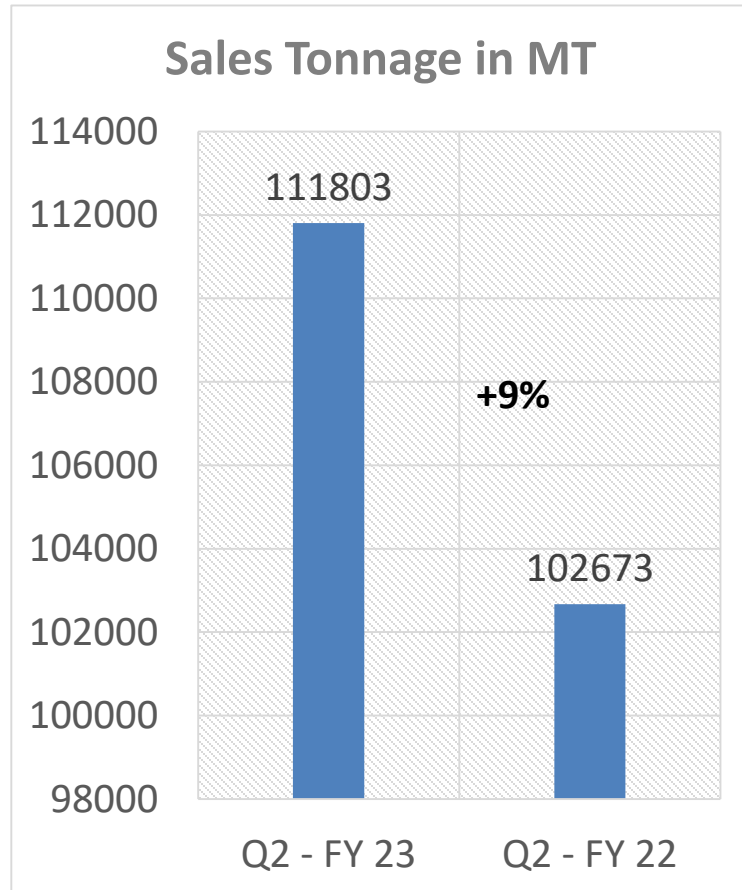
Particulars	Q2 FY23	Q2 FY22	Q-o-Q (%)	H1 FY23	H1 FY22	Y-o-Y (%)	FY 2021-22
Revenue from operations	2086.58	1928.53	8%	4292.56	3270.61	31%	7772.81
Raw Material Consumed	1602.14	1320.72	21%	3224.55	2186.93	47%	5353.16
Employee benefit expenses	87.81	86.41	2%	178.60	166.54	7%	344.30
Other Expenses	183.52	153.84	19%	351.03	283.25	24%	619.73
EBITDA	147.25	310.95	-53%	416.05	532.93	-22%	1242.19
EBITDA (%)	7%	16%		10%	16%		16%
Depreciation	64.85	57.13	14%	126.53	113.23	12%	229.52
EBIT	82.4	253.82	-68%	289.52	419.70	-31%	1012.67
Other Income	46.03	40.26	14%	50.58	44.58	13%	67.70
Finance Cost	1.2	0.68	76%	2.83	2.81	1%	5.15
PBT	127.23	293.4	-57%	337.27	461.47	-27%	1075.22
Tax Expenses	23.14	67.47	-66%	77.44	110.43	-30%	263.33
PAT	104.09	225.93	-54%	259.83	351.04	-26%	811.89
EPS (in INR)	8.19	17.79		20.45	27.64		63.91



# FINANCIAL PERFORMANCE HIGHLIGHTS



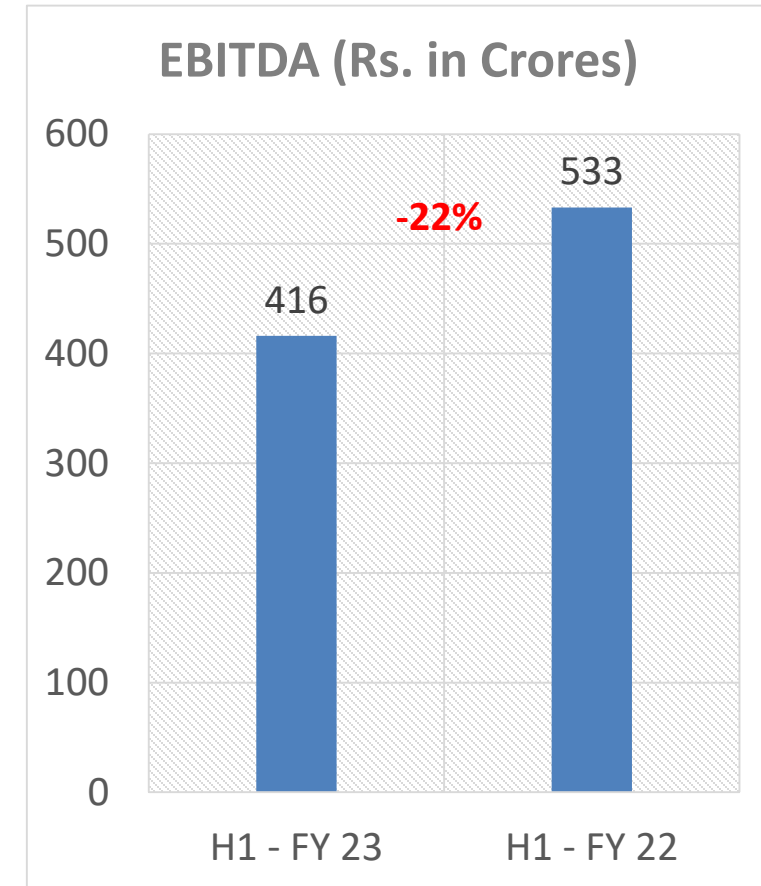
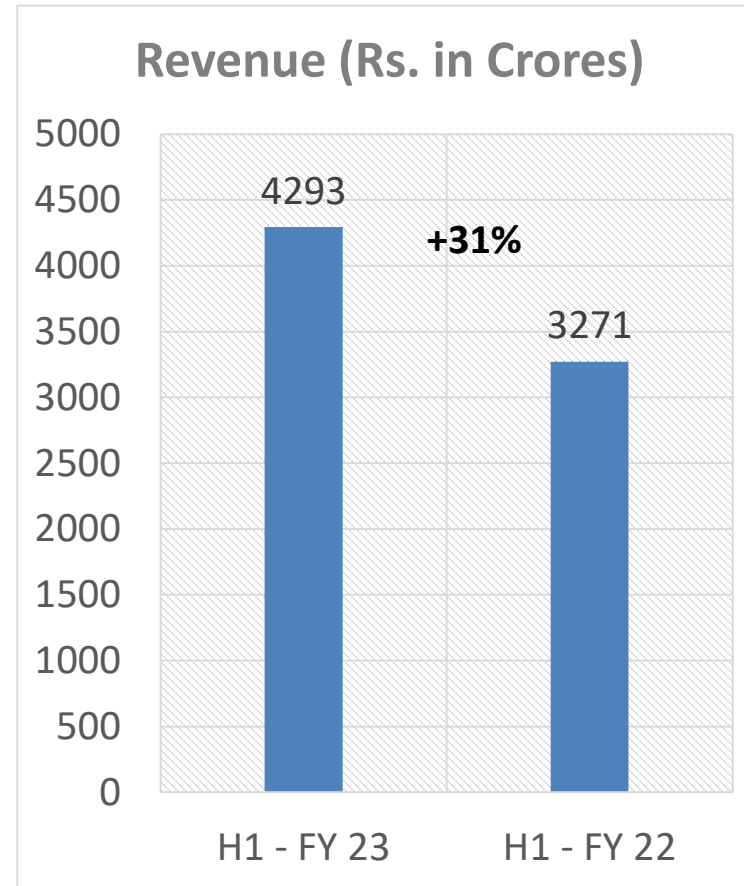
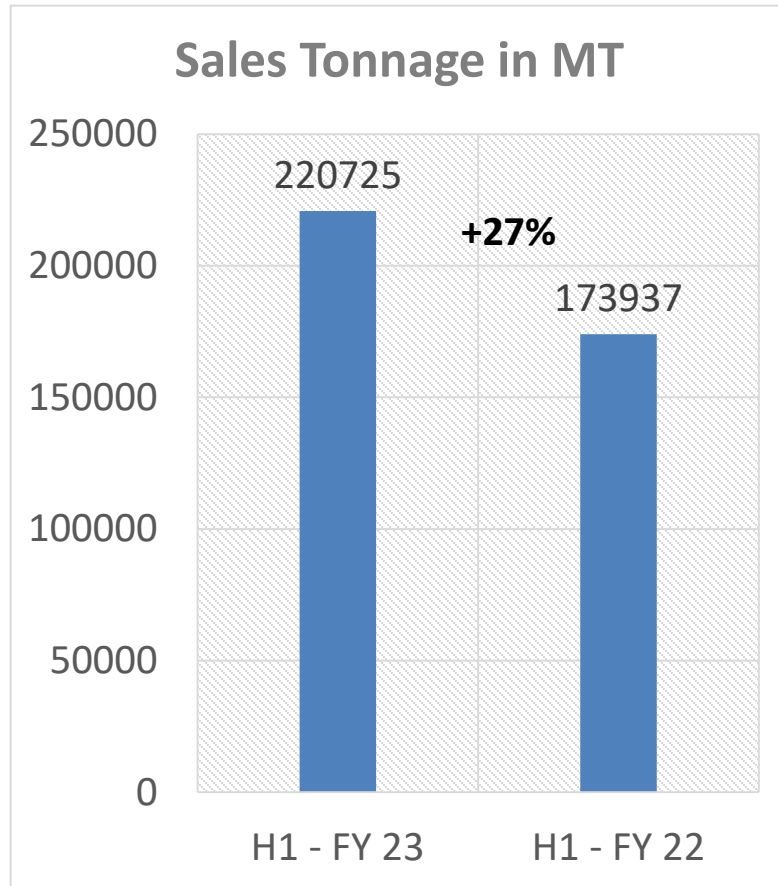
## Q2 FY23



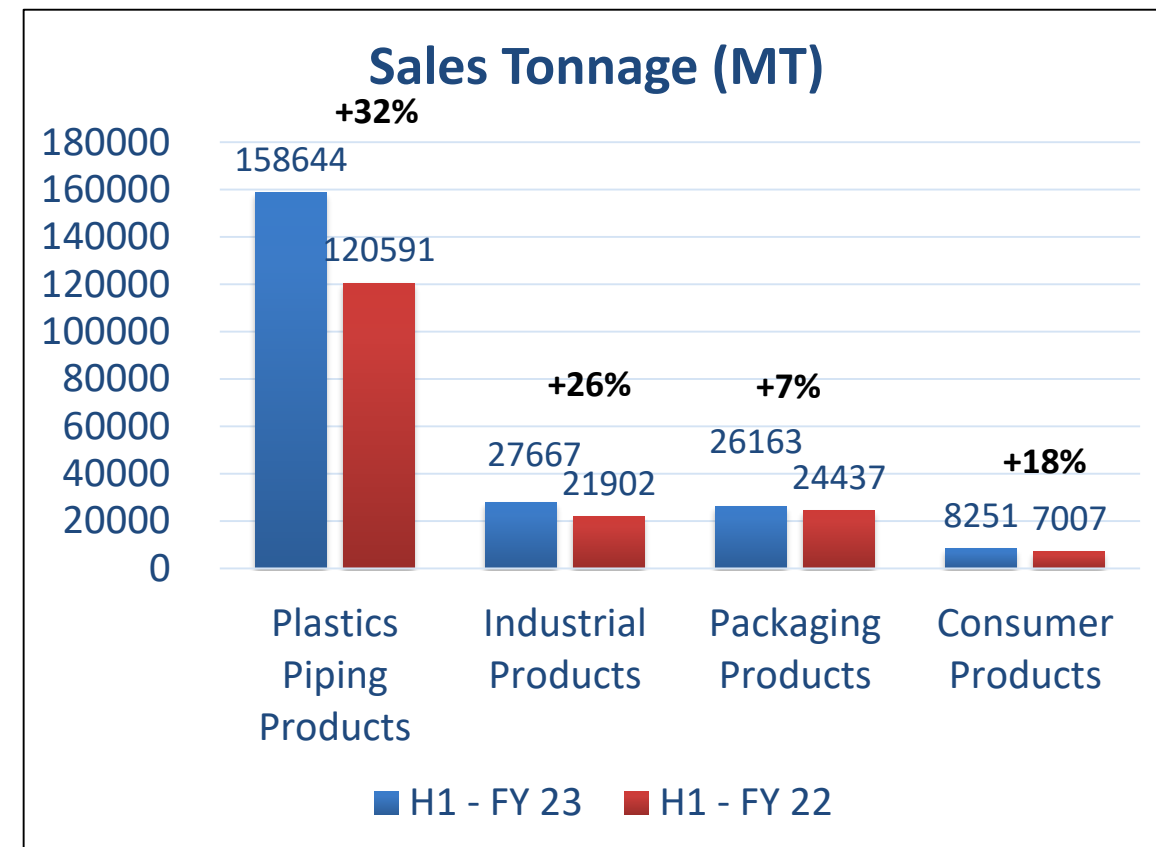
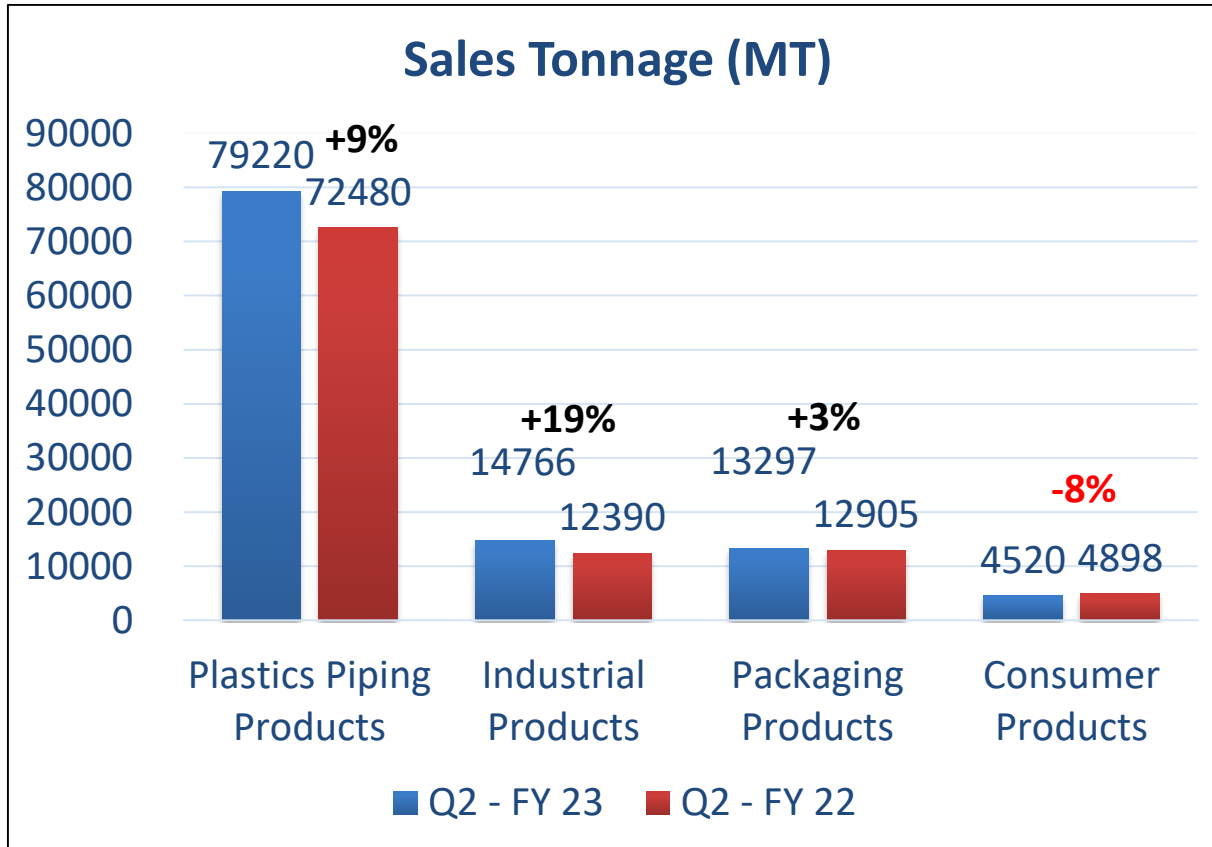
# FINANCIAL PERFORMANCE HIGHLIGHTS



## H1 FY23

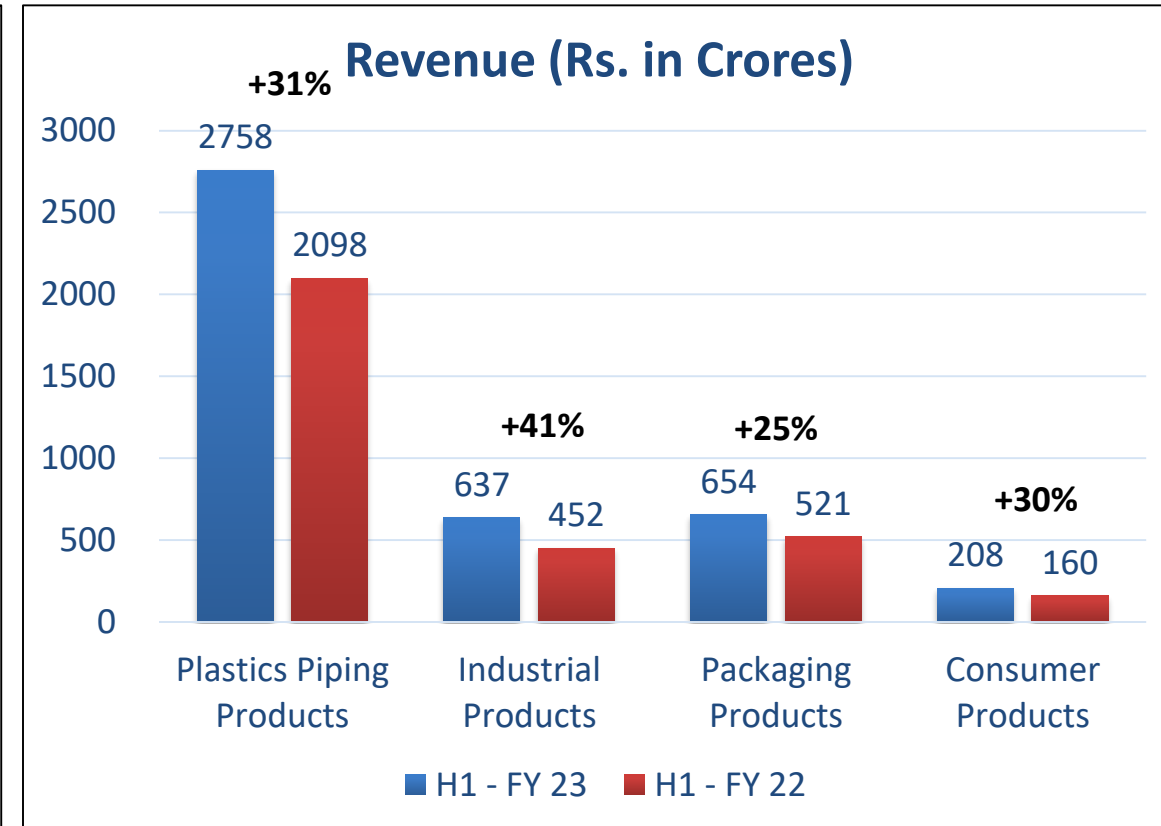
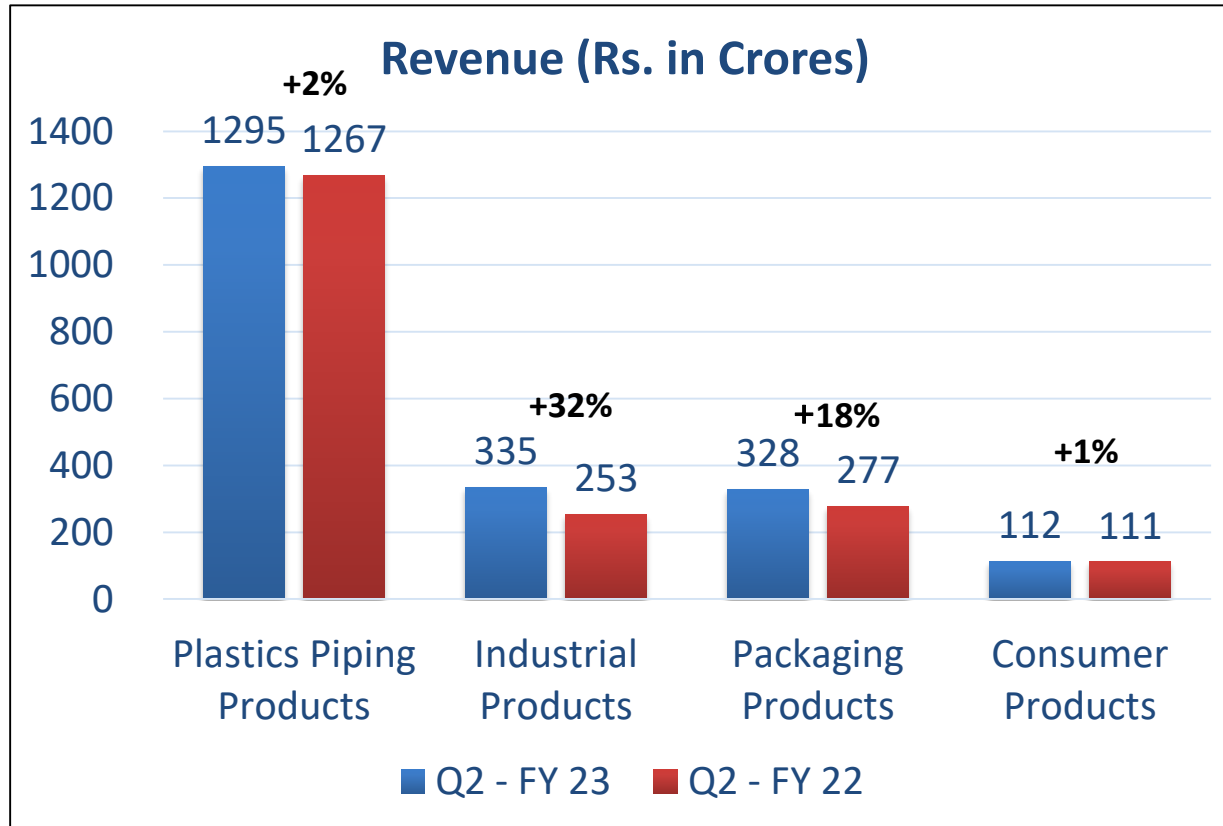


# KEY SEGMENT PERFORMANCE

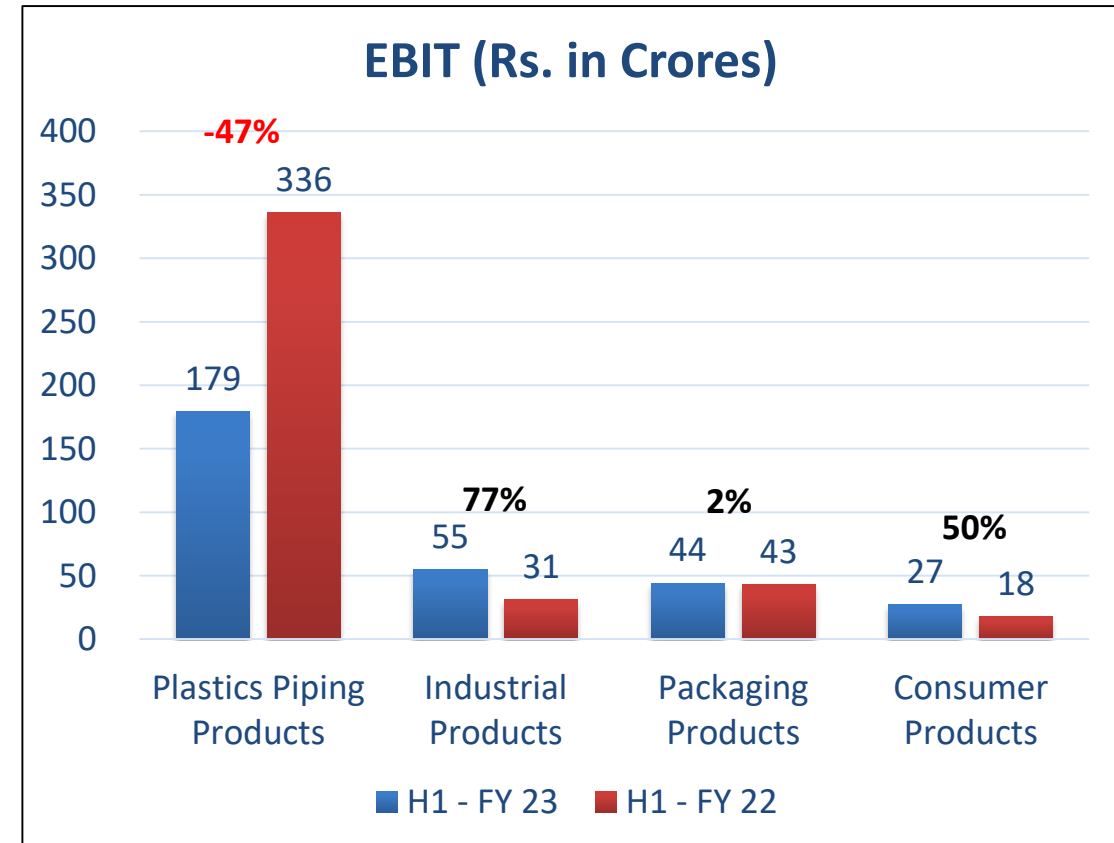
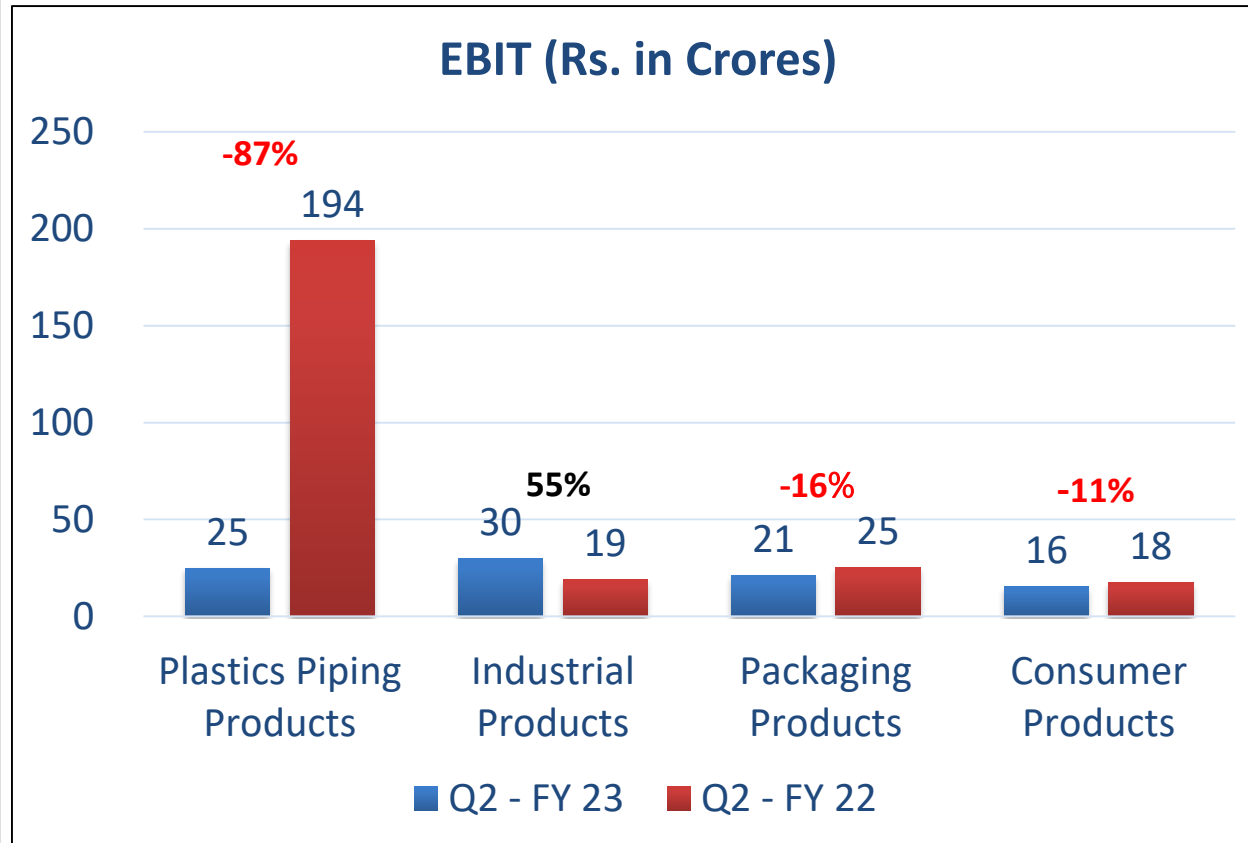




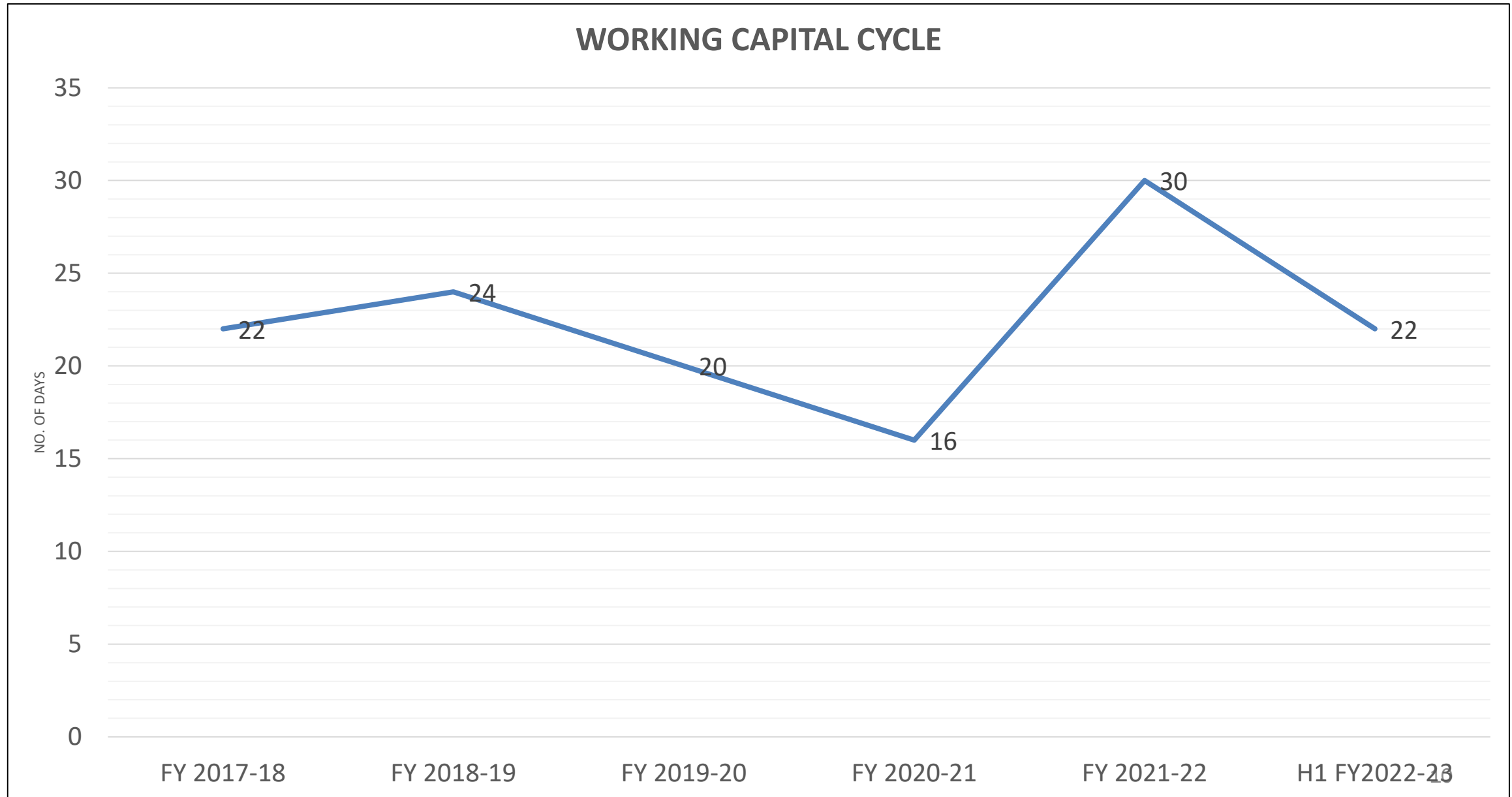
# KEY SEGMENT PERFORMANCE



# KEY SEGMENT PERFORMANCE



# WORKING CAPITAL CYCLE



# A CURTAIN RAISER– THE SUPREME INDUSTRIES LTD.



## 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

# 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 4 lakh MT annually
- Presence in the Indian plastic industry for over 56 years under present management
- Diversified revenue model with a large product portfolio across 4 verticals.
- 26 plants situated across India with an asset base of over Rs. 3500 crores and 2 more Plant envisaged along with several brown field expansion Capex of about Rs. 700 Crores planned in 2022-23.
- Bank Loan Rating : CRISIL AA+/Stable  
Short Term Debt Programme Rating : CRISIL A1 plus
- Market Capitalisation

Year	31- Mar-17	31- Mar-19	31- Mar-20	31- Mar-21	31- Mar-22	30- Sept-22
Rs. in Cr.	13879.59	14193.35	11025.93	25947.78	25954.77	27064.35
US\$ in Million	2138.28	2052.40	1457.20	3549.14	3424.45	3326.90

# 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

## 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
- A K Ghosh, Exe. Vice President (Protective Packaging)
- 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, 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



# GLIMPS OF NEW PRODUCT INTRODUCED



**Brass Compression Fittings**



**Electrofusion Fittings**



**PP Compression Fittings**



**Injection Moulded Fittings**

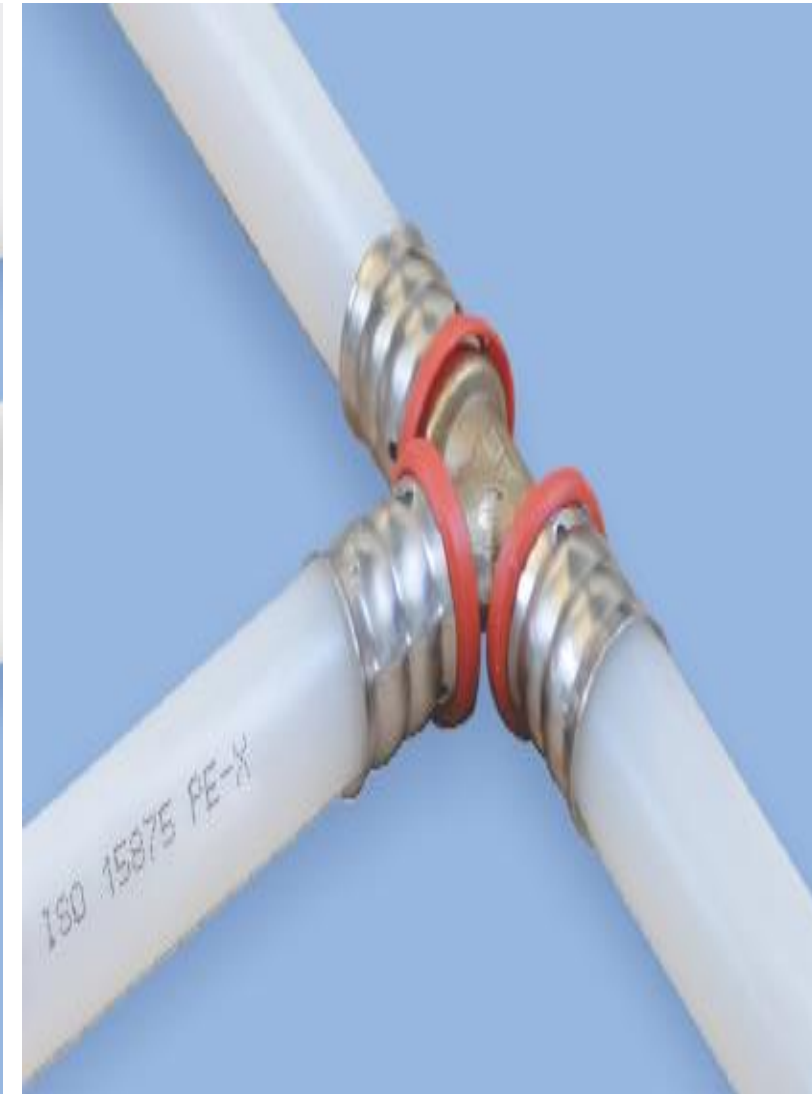
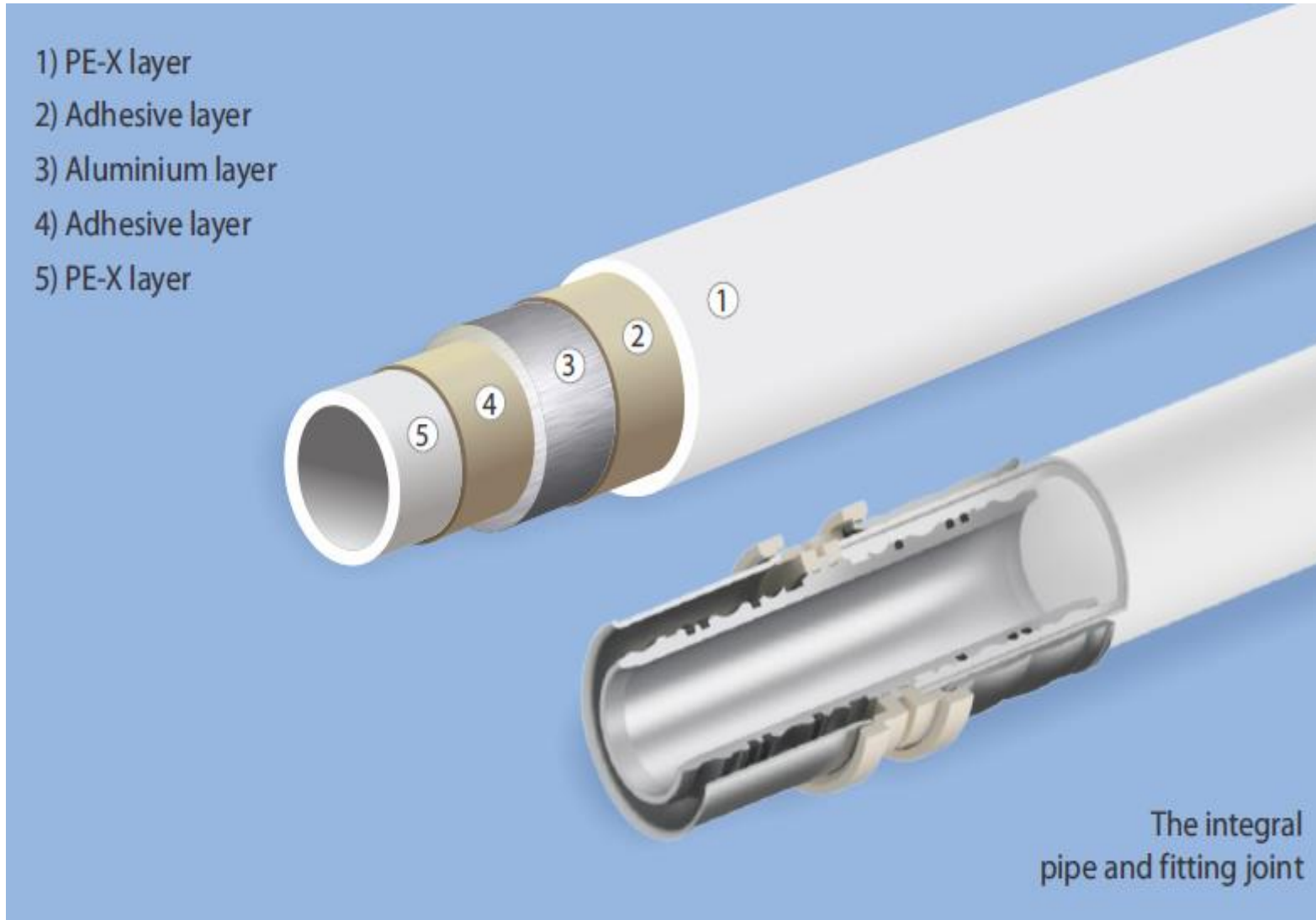


**Ecosil Blow-moulded Tanks**



**New Product Details-Aquakraft (Bath Fittings)**

# GLIMPS OF NEW PRODUCT INTRODUCED - Q2 FY23














Pex Pipes

Plastic Piping System



# GLIMPS OF NEW PRODUCT INTRODUCED - Q2 FY23

Product name	Size	Type	Class	Product Image	
Coupler	2½"	Aquagold	SCH-40		
	3"	Aquagold			
	4"	Aquagold			
Elbow	2½"	Aquagold		SCH-40	
	3"	Aquagold			
	4"	Aquagold			
Tee	2½"	Aquagold	SCH-40		
	3"	Aquagold			
	4"	Aquagold			
Van stone flange	200 mm	Agri	PN-10		

Product name	Size	Type	Class	Product Image
Ball valve	½" ¾" 1"	Aquacraft	PN-10	
Union type Ball valve (Plain)	25 mm	Agri	PN-10	
	1"	C-PVC	SDR-11	
Bend-90° (S x S)	75 mm 110 mm	SWR		
Door Bend-90° (S x S)	75 mm 110 mm			
Single tee (S x S x S)	75 mm 110 mm			
Single tee with door (S x S x S)	75 mm 110 mm			

# GLIMPS OF NEW PRODUCT INTRODUCED - Q2 FY23



120 Litre Dust Bin with Lid -  
Pedal operated



45 Litre Dust Bin with  
Lid - Pedal operated



STP (Supreme Total Perforated)



SCH - 500\*325\*250 (Supreme  
Complete Closed)



# GLIMPS OF NEW PRODUCT INTRODUCED - Q2 FY23

## Supreme Comfy



## Supreme Elements



## Supreme Vecto



# GLIMPS OF NEW PRODUCT INTRODUCED - Q2 FY23

## Supreme Fusion Kids Junior



## Supreme Fusion Kids Senior





# GLIMPS OF NEW PRODUCT INTRODUCED

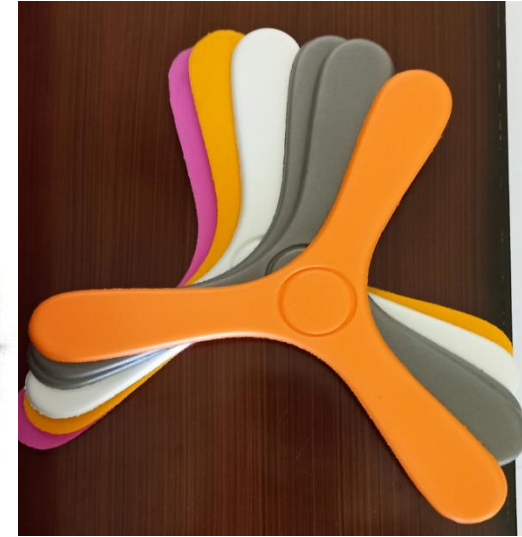


Ideal material for Sound Management

INSU-Sound PEA (Acoustic Foam)



Protect Animate



Boomerang



Conductive Blister Tray

Protective Packaging Products



Swimming Kick Board

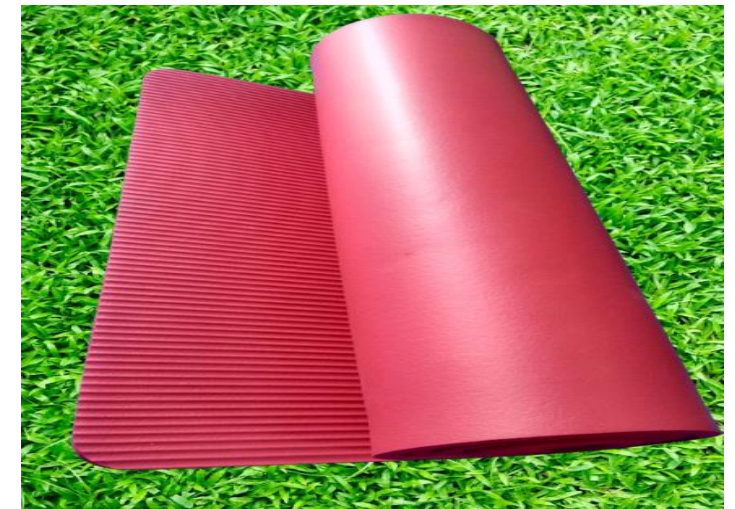
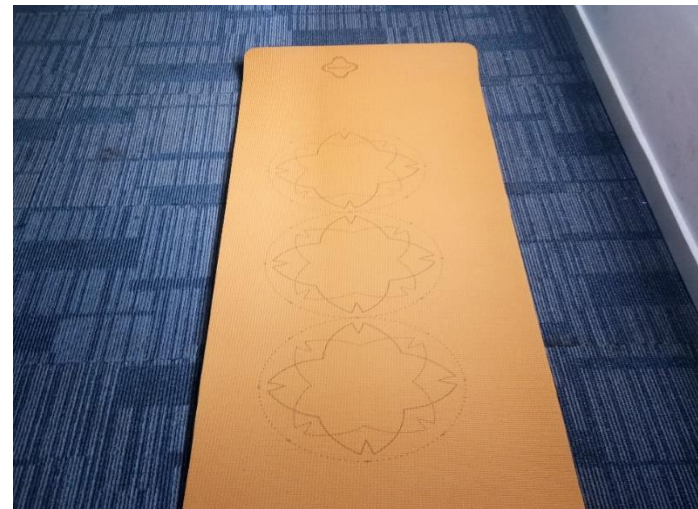
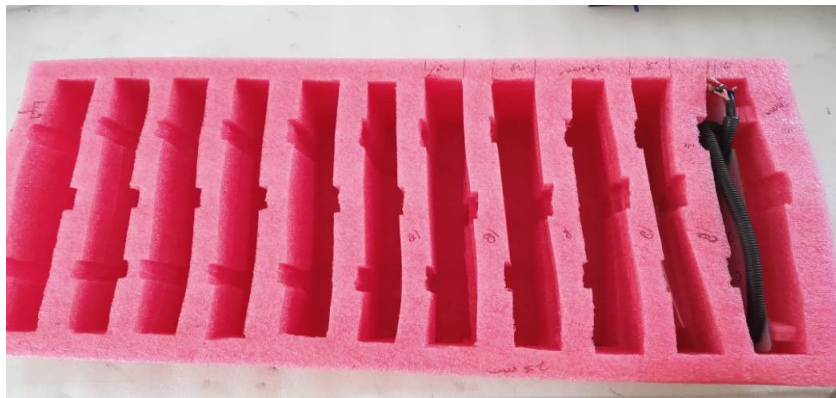


# GLIMPS OF NEW PRODUCT INTRODUCED



Fabricated Cricket Bat & Ball

Kit for Ceramic Tiles



Car floor carpet

Printed Yoga Mat

Pillate Mat

**Protective Packaging Products**



# GLIMPS OF NEW PRODUCT INTRODUCED



Azolla bed



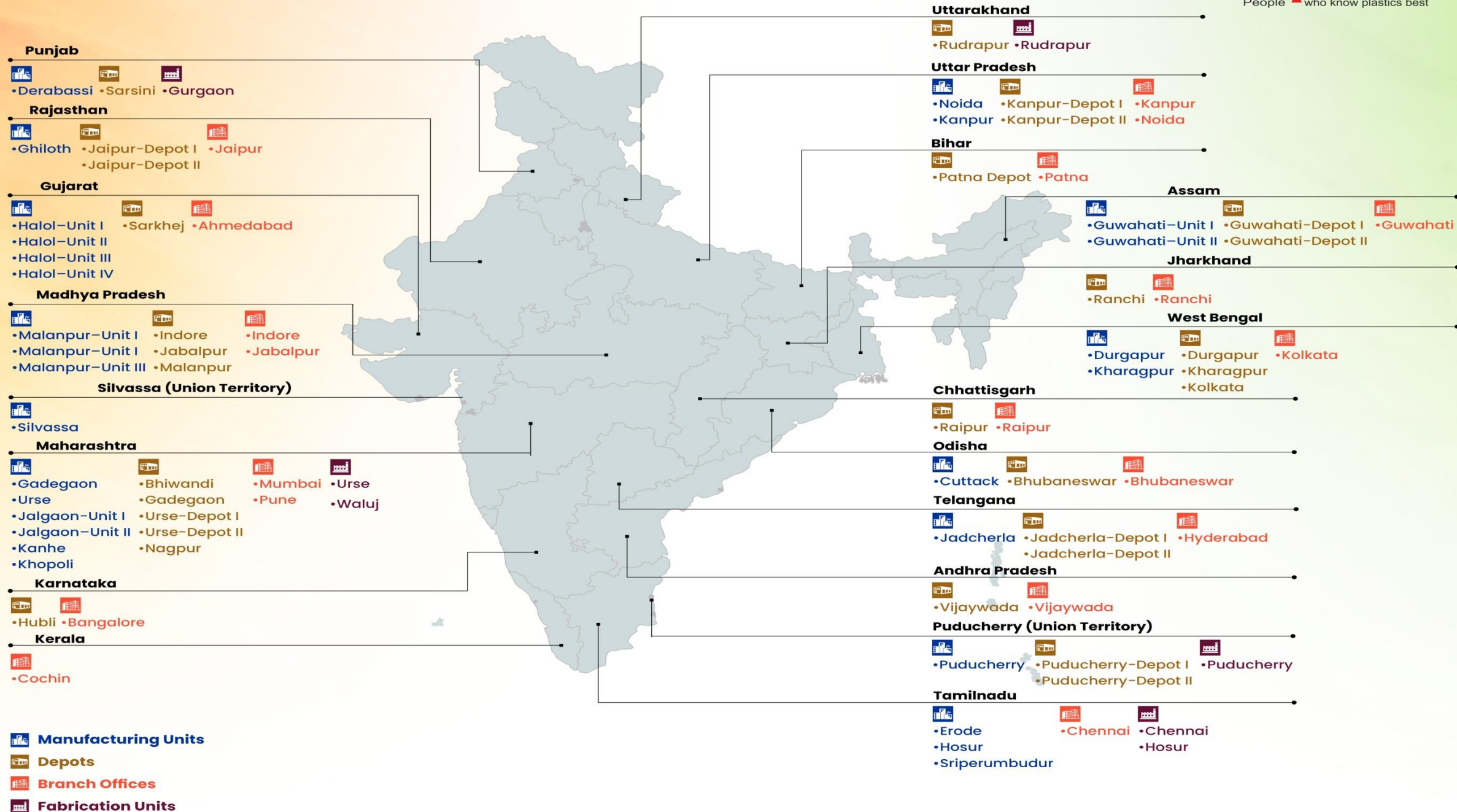
Inflatable water storage



Furniture cover



# SUPREME PRESENCE IN INDIA



-  Manufacturing Units
-  Depots
-  Branch Offices
-  Fabrication Units



# VIRTUAL TOUR OF PLANTS



Mega Project at Gadegaon spread over 132 acres



Kharagpur



Jalgaon



# VIRTUAL TOUR OF PLANTS



Malanpur



Jadcherla



Halol



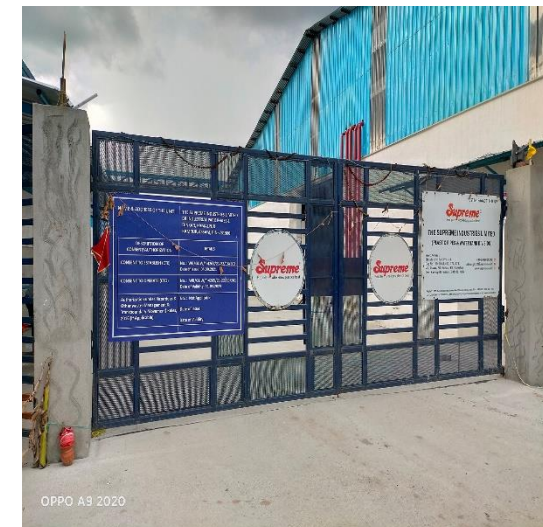
Hosur



Derabassi



Khopoli



Guwahati



# VIRTUAL TOUR OF PLANTS



Durgapur



Pondicherry



Ghiloth



Kanpur



Talegaon



Chennai



Silvassa



Urse



Noida



# 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 certification
- Lower carbon emission
- Renewable power usage – 26.6 MWH (YTD)
- Waste management
- CII certified green products
- Water and energy conservation



Solar Plants



Tree Plantation



# AWARDS & ACCOLADES



Company has received CII's 23rd National award for excellence in energy management for its Lalru, Kanpur, and Jalgaon plants for being "Excellent Energy Efficient Units."

# AWARDS & ACCOLADES

- Company has received prestigious **Dun & Bradstreet corporate award 2022** - winner under Plastic & Plastic Products category. This award is being received by the Company consecutively for more than a decade.



- Company has received **Export Awards** in various product categories through Plexcouncil (Plastic product export promotion council under ministry of Commerce)



The Plastics Export Promotion Council Award **Tarpaulin** 2020-21



The Plastics Export Promotion Council Award **Fitting for Pipes & Hoses** 2020-21



# A RESPONSIBLE CORPORATE CITIZEN



- Company's CSR arm "Supreme Foundation" has initiated a project to provide teachers for educating the students in Govt. Schools in Bikaner & Ajmer division, Ladnun Tehsil in Nagaur District, Sujangarh Tehsil in Churu District and Govt. Sanskrit Colleges in entire state of Rajasthan.
- **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 at Gadegaon village & public convenience facilities at Jalgaon Town.
  - 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.
  - Company has shown its commitment towards Physically Disabled persons by taking a mission "Positive towards Disabled People (PDP)", and provided employment opportunities.
  - Company provided Mobile Health Centre with all basic medical amenities in tribal and remote area of Dhadgaon in Dist Nandurbar.
  - Provided healthcare facilities & oxygen plant, other medical equipment etc. for Covid & other treatment at local hospitals in Rajasthan
- **Monetary Contribution towards**
  - Medical & healthcare Facilities
  - ITI's
  - Aurvedic Hospitals
  - Education
  - Upliftment of underprivileged
  - Green environment

**The Company is also actively engaged and working on Public / Private partnership mode for extensive work in the field of SANITATION & DRINKING WATER SUPPLY .**

# A RESPONSIBLE CORPORATE CITIZEN

- ✓ Continue **Providing Teachers and Lecturers In**
  - Government Primary & secondary schools in Ajmer & Bikaner Division ( Rajasthan) And Sanskrit colleges in Rajasthan
  - Government Primary & secondary schools in Ladnun Tehsil in Nagaur District & Sujangarh Tehsil in Churu District (Rajasthan)





# A RESPONSIBLE CORPORATE CITIZEN

- ✓ Continue Providing **Basic infrastructure facilities in associated schools** like Girls Toilet, Drinking water Storage, school furniture and other educational accessories



ट्रस्ट द्वारा राजकीय विद्यालयों की बालिका क्रीड़ा प्रतियोगिता



ट्रस्ट द्वारा राजकीय उच्च माध्यमिक विद्यालय ऑडिट में निर्मित कक्ष का उद्घाटन



# A RESPONSIBLE CORPORATE CITIZEN

## ✓ Public Sanitation Facility at Jaswantgarh (Rajasthan)





# A RESPONSIBLE CORPORATE CITIZEN

✓ Construction at Various School's of Rajasthan

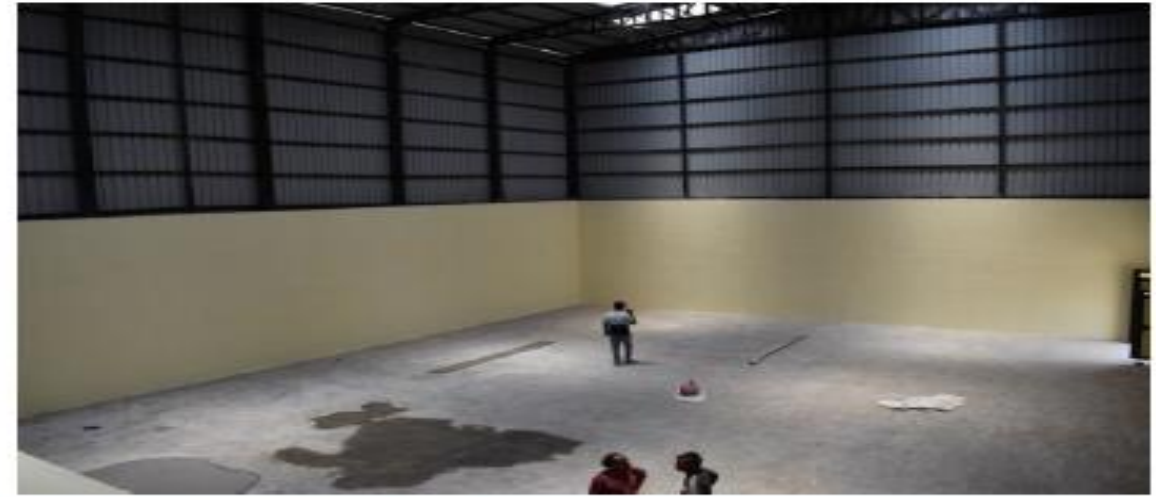


राजकीय उच्च माध्यमिक विद्यालय मून्दड़ा  
कमरा निर्माण कार्य

राजकीय उच्च प्राथमिक विद्यालय चुन्डासरिया  
हॉल निर्माण कार्य



# A RESPONSIBLE CORPORATE CITIZEN



राजकीय उच्च माध्यमिक विद्यालय हिरावती  
इन्दौर गेम्स कोर्ट निर्माण कार्य



# A RESPONSIBLE CORPORATE CITIZEN

✓ **HIV Medicine Supply** at Civil Hospital Jalgaon resulted saving of life of approx. 400 person



✓ **Construction of Public Road's** at Jaswantgarh (Raj.)



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