

Ref. No. SH/13/2019.  
25<sup>th</sup> May, 2019

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

Bombay Stock Exchange Ltd.  
Market-Operation Dept.,  
1<sup>st</sup> Floor, New Trading Ring,  
Rotunda Bldg., P.J. Towers,  
Dalal Street,  
Fort, MUMBAI 400023

Sub. : Corporate Presentation- May, 2019

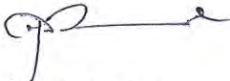
Sirs,

Enclosed please find Corporate Presentation May-2019.

Please take the same on records.

Thanking you,

Your faithfully,  
For The Supreme Industries Ltd.



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

Encl. : a/a.

**The Supreme Industries Limited**

**Regd. Off. :** 612, Raheja Chambers, Nariman Point, Mumbai-400 021. INDIA

**CIN :** L35920MH1942PLC003554 **PAN :** AAACT1344F

**Corp. Off. :** 1161 & 1162, Solitaire Corporate Park, 167, Guru Hargovindji Marg, Andheri- Ghatkopar Link Road, Chakala, Andheri (East), Mumbai-400093. INDIA



+91 (022) 67710000, 40430000



+91 (022) 67710099, 40430099



sil\_ho@supreme.co.in



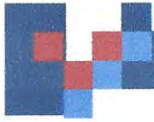
www.supreme.co.in

+91 (022) 22820072, 22851656

+91 (022) 22851657, 30925825

sil\_narimanpoint@supreme.co.in





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

# Corporate Presentation

## May- 2019





# Flow of the Presentation



- **The Supreme Group**
- **A Curtain Raiser – Supreme Industries Ltd.**
- **Supreme Industries Ltd.– 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**
- **Plant Locations**
  - Virtual Tour of the Plants
- **Technical Collaborations**
- **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 Ltd.:

- 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.
- 20.67 percent stake in Joint Venture Company Kumi Supreme India Pvt. Ltd.

## 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 – Supreme Industries



## VISION STATEMENT

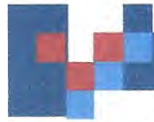
“TO GROW BUSINESS WITH DIGNITY & RESPECT”

## 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 Ltd. at a Glance



## Industry

Plastics and related products

## Business Highlights

- One of the largest plastic processor in India, with a sale of about 4 lakh MT annually
- Presence in the Indian plastic industry for over 53 years under present management
- Diversified revenue model with a large product portfolio across 4 verticals.
- 25 plants situated across India with an asset base of over Rs. 2800 crores and more Plant envisaged along with several brown field expansion capex of about Rs. 300 -350 Crores planned in 2019-20.
- Bank Loan Rating : CRISIL AA/Positive Outlook
- Short Term Debt Programme Rating : CRISIL A1 plus
- Capitalisation

Year	30-Jun-11	30-Jun-13	30- Jun-15	31- Mar-17	31- Mar-18	31- Mar-19
Rs. in Cr.	2299.19	4445.94	8577.49	13879.59	15116.20	14193.35
US\$ in Million	469.22	808.35	1347.60	2138.28	2319.32	2052.40



# Supreme Industries Ltd. at a Glance



## USP

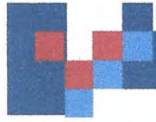
- Manufacturing facilities **spread across the country.**

---

- **Diversified product portfolio** with established Brand Equity
- **Significant Market Share** in each of the verticals
- **Strong Cash Flows** to fund expansion plans 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 plastics materials**
- **Invulnerable from import** substitutes.
- **Optimisation of value**
  - Buy Back of shares
  - Higher ROCE
  - Liberal dividend payout



# Shareholding Pattern



Shareholders	Nos.	Holding % as on 31 <sup>st</sup> March, 2019	
Promoters	17		49.70%
Institutional	189		29.13%
- FIIs/ Foreign Portfolio Investors	126	16.91%	
- FIs / Mutual Funds	63	12.22%	
Bodies Corporate	614		2.86%
Individual & Others	39448		18.31%
Total	40268		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  
Sarthak Behuria (w,e,f,7<sup>th</sup> May,19)  
Ms.Ameeta Parpia (w.e,f,7<sup>th</sup> May,19)

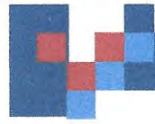
### Management Team

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)

# Awards & Recognitions

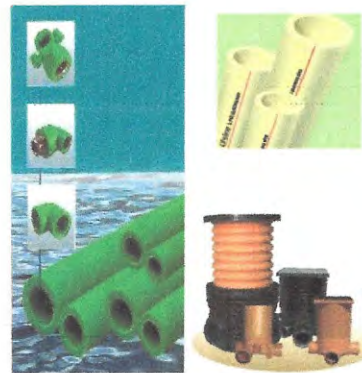


- Noida was the 1<sup>st</sup> plastic processing plant and 3<sup>rd</sup> plant in India to be awarded EN16001-2009 (Energy Management System) from BSI.
- Supreme was awarded the Top exporter award in “Fittings for Plastic Pipes and Hoses” and “Tarpaulin” categories consecutively for last eight years by Plexcouncil.
- Supreme was awarded the Second Best exporter award in “Plastic Pipes and Hoses” category consecutively for last eight years by Plexcouncil.
- Supreme was awarded the Top exporter award in “Multilayer Film” category consecutively for last two 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 consecutively for last five years.
- 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 Film Products



## Industrial Products

- Industrial Component
- Material Handling Division
- Composite LPG Cylinders





# A comprehensive portfolio of Value Added Products *Supreme*<sup>®</sup> People who know plastics best

Business Vertical	Product Portfolio	Targeted Customer Segment	
Plastic Piping System	uPVC Pipes, Injection Moulded fittings, Handmade fittings, Polypropylene Random, Copolymer Pipes & Fittings, HDPE Pipe Systems, CPVC Pipes Systems, Inspection Chambers, Water Tanks, Septic Tanks, Toilets, DWC HDPE PIPE System, Bath Fittings, Solvents	<ul style="list-style-type: none"> <li>▪ Potable Water Supply</li> <li>▪ Irrigation</li> <li>▪ Sewage &amp; Drainage</li> <li>▪ Plumbing &amp; Sanitation</li> <li>▪ Industrial Pipe System</li> <li>▪ Fire Sprinkler System</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) Composite LPG Cylinders	<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> <li>▪ Retail / Household</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>▪ Consumer Appliances</li> <li>▪ Food Industry</li> <li>▪ Sports Goods</li> <li>▪ Insulation</li> <li>▪ Construction</li> <li>▪ Automobiles</li> <li>▪ Agriculture</li> <li>▪ Floriculture</li> <li>▪ Horticulture</li> <li>▪ Grain Storage</li> <li>▪ Tarpaulin</li> <li>▪ Pond lining</li> </ul>	



# Plastic Piping Division



## Highlights

- Leading Quality Player with 8085 products for 31 different application systems and only Company to supply pipes and fittings from major polymers like PVC, CPVC, PE & PPR.
- 15.00 % 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 65 % 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 1071 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 2018-19
32,000	10.00 %



# Consumer Products – Furniture



## Highlights

- Second-largest player in the plastic moulded Furniture with current Processing Capacity-34,000 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
  - Fusion Furniture
  - Blow Moulded Furniture
- Clients – House Hold, Office Establishments & Institutions

Estimated Market Size in Rs. Crores	Supreme's Share in 2018-19
3200	12.50%

# Packaging Products



## Protective 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
- Introducers of various Path Breaking Technological products in India:
  - Reticulated foam products for air filtration
  - Sound absorbing open cell foam products
  - High temperature & Fire Resistant Melamine foam products
  - 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



## Packaging Products Contd.....



### Highlights

#### **Cross Laminated Film & Products**

- Only Indian company to have the technology to manufacture Patented Cross Laminated film Products under Brand name Silpaulin & Silpaulin STAR. It is one-seventh the weight of conventional cotton tarpaulin, but has a high strength-to-weight ratio
- Acquired worldwide rights for Cross Laminated Film and Cross Line Bonded Film
- Acquired worldwide rights for new generation and patented Cross Plastic Film

#### **Multilayer Performance Packaging Film**

- Multilayer Co extruded Film upto seven layer from well known German Make Machines for varied applications ranging from oil Films to Thermoforming Films, Vacuum Pouches, Bulk Bags and B&W UHT Milk Films etc.
- Equipped with latest state of the Art eight colour printing capabilities
- To increase share of Value Added Products, Installed latest Lamination Capabilities to Laminate Co Ex Film with other substrates like PET, Mat Pet, BOPP, Aluminium Foil etc.





# Industrial Products



## Highlights

Major player in the industrial products segment manufacturing

### Industrial components:

- Ability to provide cockpit assemblies for the Auto Segment
- Presence in water purification segment
- Presence in Electronic Voting Machine

### Material-handling products:

- Major Supplier to the Soft Drinks Industry
- First to launch the Injection Moulded Plastic Pallets

Estimated Market Size in Rs. Crores	Supreme's Share in 2018-19
1900	12.70%

### Composite LPG Cylinders:

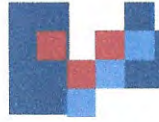
- Safer, Lighter & Aesthetic products



# Plant Locations

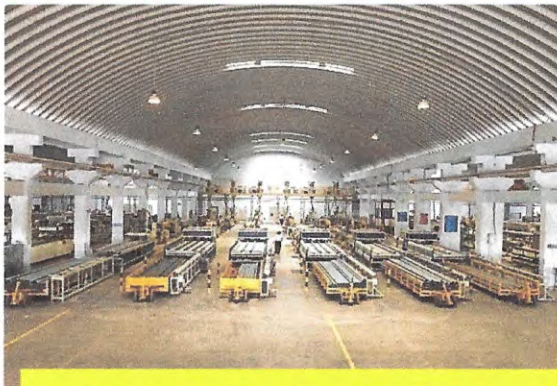


Sr No	Location	Industrial Products	Consumer Products	Packaging Products	Plastic Piping	Composites
1	Derabassi (Punjab)	✓	✓			
2	Durgapur (West Bengal)	✓	✓			
3	Gadegaon (Maharashtra)	✓	✓	✓	✓	
4	Ghiloth (Rajasthan)	✓				
5	Guwahati (Assam)		✓			
6	Halol – Unit I (Gujarat)			✓		
7	Halol – Unit II (Gujarat)			✓		
8	Halol – Unit III (Gujarat)			✓		
9	Halol – Unit IV (Gujarat)					✓
10	Hosur Unit (Tamil Nadu)			✓		
11	Jadcherla (Telangana)	✓	✓	✓	✓	
12	Jaigaon – Unit I (Maharashtra)				✓	
13	Jaigaon – Unit II (Maharashtra)				✓	
14	Kanhe (Maharashtra)	✓				
15	Kanpur (Uttar Pradesh)				✓	
16	Kharagpur (West Bengal)		✓	✓	✓	
17	Khopoli (Maharashtra)			✓		
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	Sripurumbudur (Tamil Nadu)	✓				
25	Urse (Maharashtra)			✓		



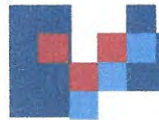
# A Virtual Tour of the Plant - Gadegaon

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



-- Mega Project at Gadegaon spread over 132 acres





## Visuals of other Plants

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



Durgapur



Halol



Hosur



Jalgaon



Gadegaon



Kanpur



Malanpur



Ghiloth



Kharagpur



Noida



Pondicherry



Silvassa



Talegaon



Chennai



# Technical Collaborations



## COMPANY

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

## PRODUCT LINE

Cross-laminated Films

Reticulated PU Foam

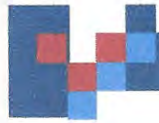
2 stage Foam

Cross Linked Foam

Composite LPG Cylinders

Fire Sprinkler Pipe System from CPVC

Septic Tanks



## Financial Highlights (Standalone)



*Rs. In Crores*

Year	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Share Capital	25.41	25.41	25.41	25.41	25.41	25.41
Reserves & Surplus	939.53	1206.93	1196.73	1528.04	1707.64	1967.24
Net Worth	964.94	1232.34	1222.14	1553.45	1733.05	1992.65
Total Assets	2102.65	2269.10	2331.80	2675.43	2774.34	3069.22
Secured Loans	369.99	278.58	384.74	46.45	82.48	53.45
Unsecured Loans	102.65	97.15	27.35	181.90	165.27	108.97
Total Debt	472.64	375.73	412.09	228.35	247.75	162.42
Net Block	1105.99	1134.27	1252.86	1309.19	1428.40	1611.02
Investments	33.64	33.64	33.62	33.66	33.66	63.80
Debt to Equity (x)	0.49	0.30	0.34	0.15	0.14	0.08

*Till 2014-15 - June Year ending, 2015-16 – March Year ending*



## Financial Highlights (Standalone)



*Rs. In Crores*

Year	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	CAGR
Total Income	3912.14	4122.13	2970.88	4469.79	4961.93	5551.52	7.65
Y-o-Y Growth %	15.37	5.37	3.94	12.84	11.01	11.88	
EBIDTA	559.62	577.51	461.84	766.37	789.13	749.22	6.34
EBIDTA %	14.30	14.01	15.55	17.15	15.90	13.50	
Depreciation	101.54	138.98	104.57	154.29	167.15	183.54	
EBIT	458.08	438.53	357.27	612.08	621.98	565.68	4.54
EBIT %	11.71	10.64	12.03	13.69	12.54	10.19	
Financial Expenses	76.14	57.95	28.88	30.26	20.64	26.00	
Profit Before Tax	381.94	380.58	328.39	581.82	601.34	539.68	
PBT %	9.76	9.23	11.05	13.02	12.12	9.72	
Profit After Tax	255.36	252.79	211.50	377.17	400.31	362.25	7.64
PAT %	6.53	6.13	7.12	8.44	8.07	6.53	
EPS (basic FV Rs. 2)	20.10	19.90	16.78	29.87	31.60	28.52	
ROE (%)	26.66	22.48	22.32	26.30	24.36	19.45	
ROACE (%) (Pre tax)	31.65	27.44	27.65	33.39	31.60	26.22	

*Excluding Property Business & Exceptional items 22*



## Financial Highlights (Consolidated)



*Rs. In Crores*

Year	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
Share Capital	25.41	25.41	25.41	25.41	25.41	25.41
Reserves & Surplus	1013.75	1294.88	1290.31	1670.31	1869.49	2128.56
Net Worth	1039.16	1320.29	1315.72	1695.72	1894.90	2153.97
Total Assets	2059.93	2357.00	2425.05	2817.34	2936.11	3229.27
Secured Loans	369.99	278.58	384.74	46.45	82.48	53.45
Unsecured Loans	102.65	97.15	27.35	181.90	165.27	108.97
Total Debt	472.64	375.73	412.09	228.35	247.75	162.42
Net Block	1105.99	1134.27	1252.87	1309.20	1428.40	1611.02
Investments	107.35	120.70	126.16	174.63	193.68	222.33
Debt to Equity (x)	0.45	0.28	0.31	0.13	0.13	0.08

*Till 2014-15 - June Year ending, 2015-16 – March Year ending*





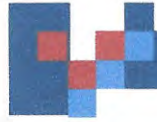
## Financial Highlights (Consolidated)



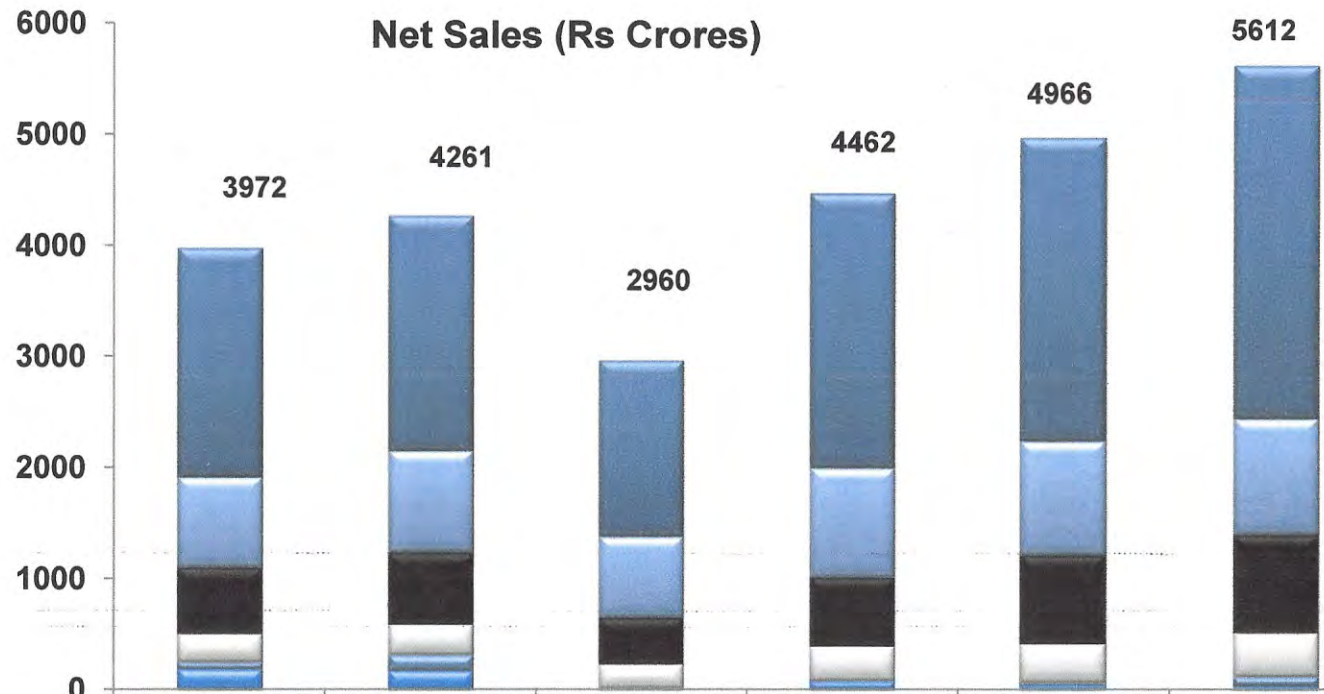
Rs. In Crores

Year	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19	CAGR
Total Income	3914.32	4128.95	2979.04	4520.99	4983.82	5553.2	7.64
Y-o-Y Growth %	14.81	5.48	3.94	13.82	10.24	11.42	
EBIDTA	564.28	584.21	470.09	817.34	811.33	751.39	6.21
EBIDTA %	14.42	14.15	15.78	18.08	16.28	13.53	
Depreciation	101.55	138.99	104.57	154.29	167.15	183.54	
EBIT	462.73	445.22	365.52	663.05	644.18	567.85	4.40
EBIT %	11.82	10.78	12.27	14.67	12.93	10.23	
Financial Expenses	76.14	57.96	28.88	30.26	20.64	26.00	
Profit Before Tax	386.59	387.26	336.64	632.79	623.54	541.85	
PBT %	9.88	9.38	11.30	14.00	12.51	9.76	
Profit After Tax	257.66	259.47	219.75	428.14	422.51	364.42	7.57
PAT %	6.58	6.28	7.38	9.47	8.48	6.56	
EPS (basic FV Rs. 2)	20.28	20.43	17.43	33.88	33.34	28.69	
ROE (%)	26.90	23.07	23.19	28.44	23.53	18.00	
ROACE (%) (Pre tax)	31.97	27.85	28.28	34.82	30.42	24.55	

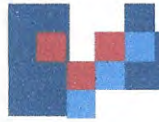
Excluding Property Business & Exceptional items 24



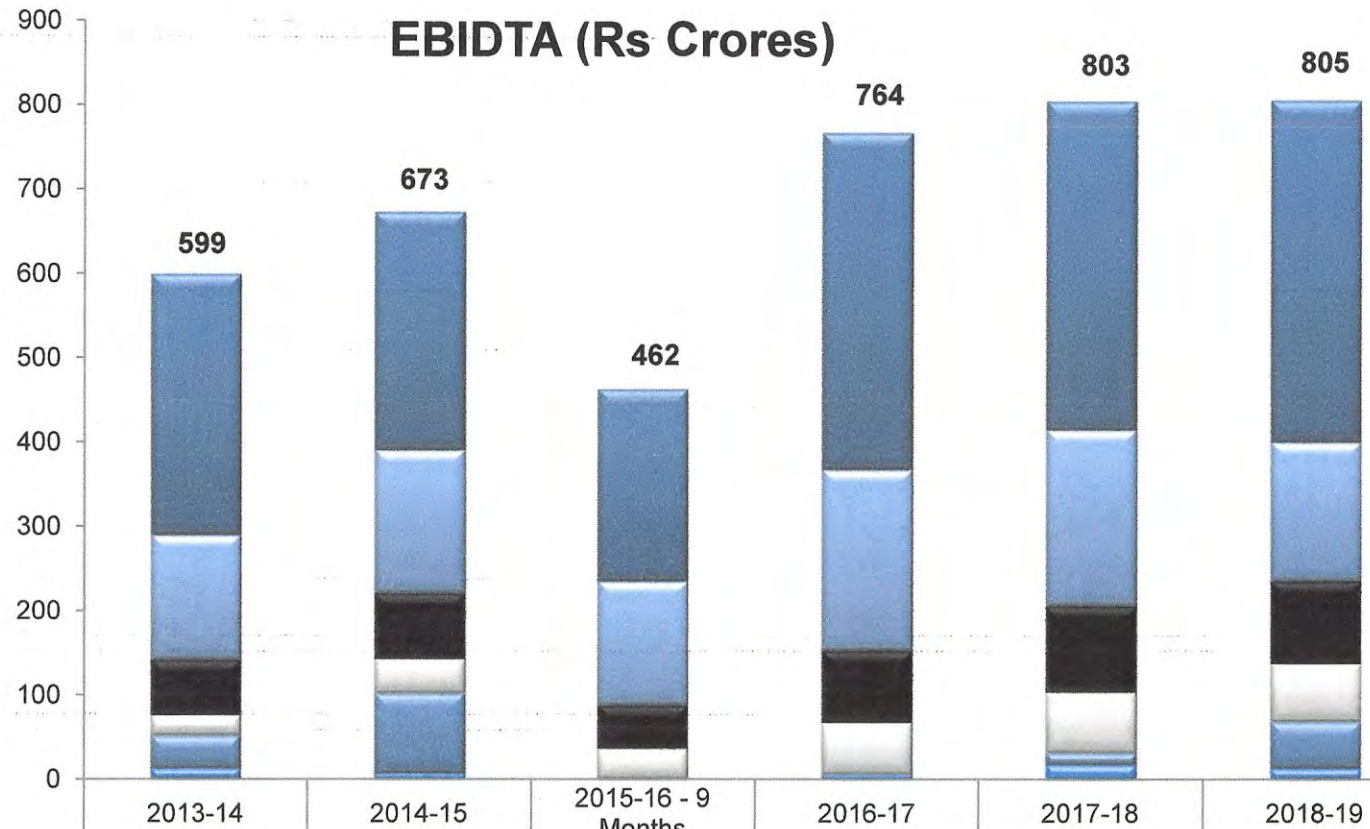
# Financial Highlights – Segment Wise



	2013-14	2014-15	2015-16 - 9 Months	2016-17	2017-18	2018-19
■ Plastic Piping	2060	2113	1585	2467	2729	3173
■ Packaging Products	811	914	728	981	1022	1042
■ Industrial Products	600	649	419	624	801	885
■ Consumer Products	259	276	217	315	352	399
■ Construction	60	139	-	-	24	81
■ Others	182	171	11	75	38	32

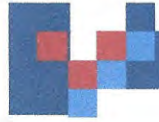


# Financial Highlights – Segment Wise

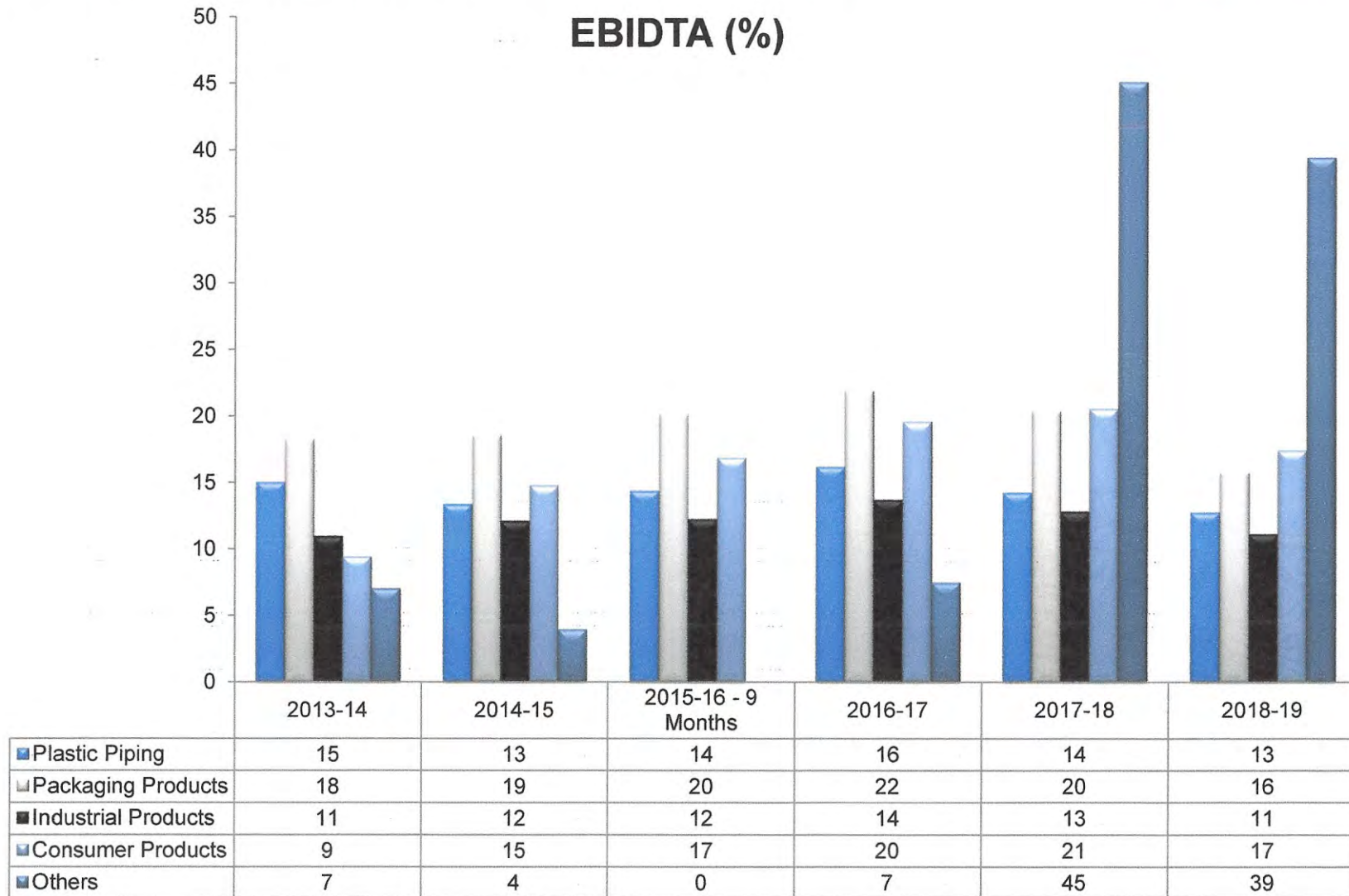


	2013-14	2014-15	2015-16 - 9 Months	2016-17	2017-18	2018-19
■ Plastic Piping	309	282	227	399	389	405
■ Packaging Products	148	169	147	215	208	164
■ Industrial Products	66	78	51	85	103	98
■ Consumer Products	24	41	37	62	72	70
■ Construction	39	95	-	-	14	55
■ Others	13	7	-	6	17	13

*Excluding exceptional items* **26**



# Financial Highlights – Segment Wise



*Excluding exceptional items* **27**

# Financial Highlights (Consolidated)



Rs in crores

	2013-14	2014-15	2015-16	2016-17	2017-18	2018-19
<b>Cash Flow Summary</b>						
Cash and Cash Equivalents at Beginning of year	19.9	23.8	178.99	23.79	75.10	31.97
Net Cash from Operating Activities	325.2	600.80	296.39	463.88	507.58	555.74
Net Cash Used in Investing Activities	(133.7)	(185.98)	(218.05)	(202.20)	(266.87)	(239.61)
Net Cash Used in Financing Activities	(190.3)	(259.63)	(233.54)	(210.37)	(233.84)	(316.03)
Net Inc/(Dec) in Cash and Cash Equivalent	3.91	155.21	(155.20)	52.41	(43.13)	0.10
Cash and Cash Equivalents at End of the year	23.8	178.99	23.79	76.20	31.97	32.07

***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



## New Products Introduced in last Three Years



- Light Hazard Fire Sprinkler System
- Bath Room Fittings
- DWC HDPE Pipe System
- HDPE Pipes above 315 MM Dia & upto 800 MM Dia
- CPVC Pipe System - 6" & above for Industrial Use
- Water Tanks & Septic Tanks
- Sewrage & Drainage System
- Industrial Valves
- XL Bonded Film - 35 GSM to 250 GSM
- 30 & 35 GSM Cross Laminated Film & Cross Laminated Film - 400 GSM



## New Products Introduced in last Three Years Contd...



- Varieties of Insulation Products in Protective Packaging Division
- Various Floor Protection & 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
- Public Urinals & Toilets

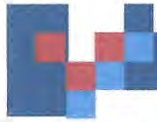


# The Intangibles – Beyond Numbers



- **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

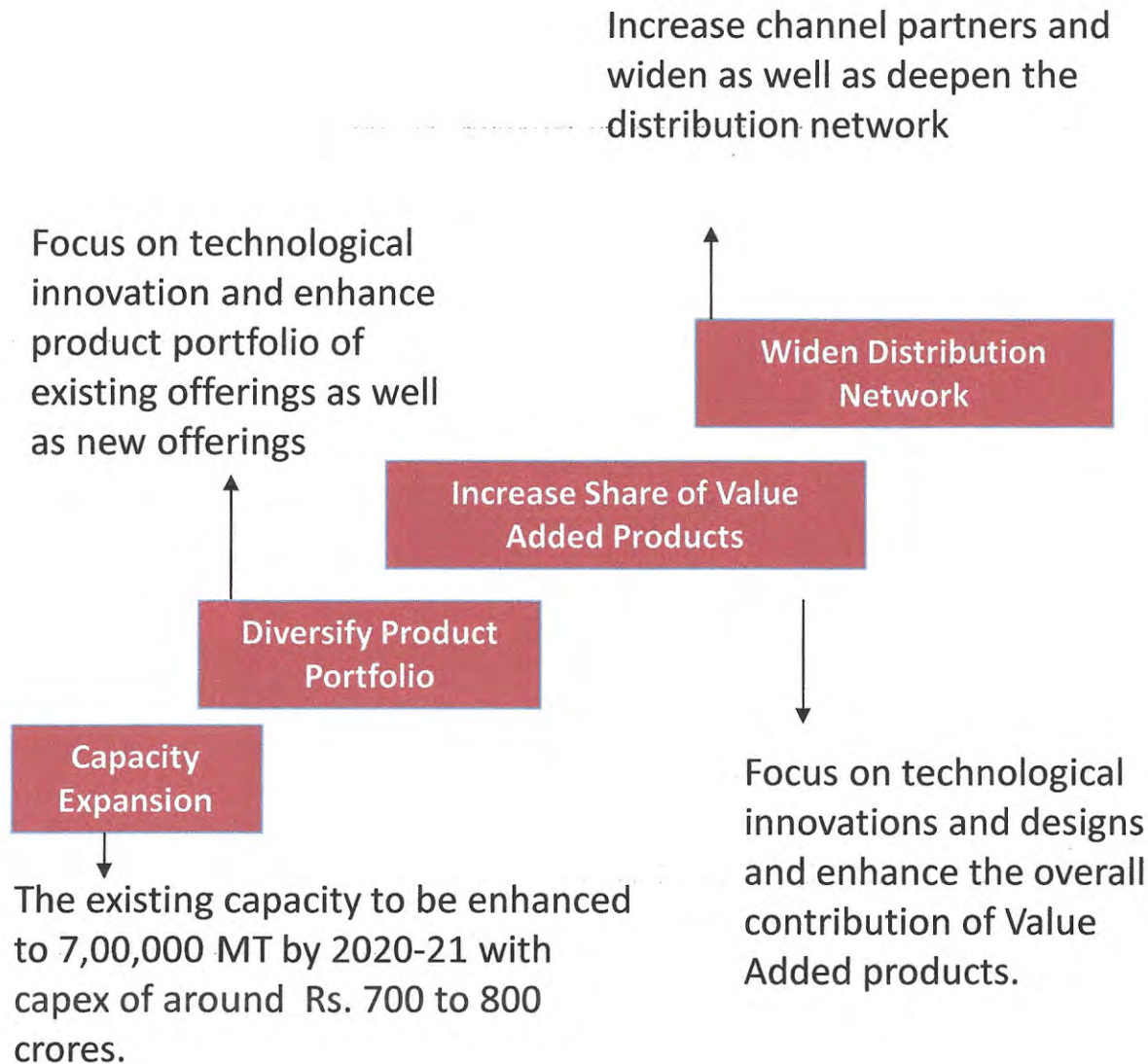
- The plastics industry is considered to be highly fragmented, with a large unorganised segment.
- Insignificant competition from unorganised sector to Company's product mix except in Furniture.
- Brand Building Exercise, Technological Innovations to launch innovative products to enhance reach, image 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..
- Announcement of New policy to build affordable housies, Amrut Yojna & increased spent on Sewrage & Drainage and Irrigation Systems
- 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



## By 2020-21

- *Value to grow between 12% to 15% CAGR*
- *Maintain 13.50 –15.00 % operating margins*
- *Maintain interest & depreciation together below 4% of turnover*



## Product Segment Wise Expansion Plan

- Total plants to go up to 27 from existing 25 by 2020-21
- Expected to add more new locations going forward
- Total capex envisaged in the range of Rs. 700 to Rs 800 crores  
In 19-20 & 20-21

Division	Proposed Locations for 2019-20
Plastic Piping System & Roto Moulded Products	Orissa



## 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%

	2017-18			2018-19		
	Total Net Turnover	Share of Specialty Business	Specialty Business Turnover	Total Net Turnover	Share of Specialty Business	Specialty Business Turnover
<b>Total</b>	<b>4826.42</b>	<b>35.93%</b>	<b>1734.34</b>	<b>5436.57</b>	<b>35.76%</b>	<b>1944.26</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 3,700 channel partners.

## Export Thrust

- Plan to increase current Export Turnover of around 3.00% 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 & Masterbatches	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

March Year Ending	Total Dividend- Outgo Crores	As a % of Face Value	Per Share Amount Paid in Rs. on FV Rs.2 per share
2019	199.08	650	13.00
2018	183.69	600	12.00
2017	229.33	750	15.00*
2016	114.99	375	7.50
2015	137.18	450	9.00
2014	118.89	400	8.00

### 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 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 price of Rs. 1117 on 31.03.2019. Appreciation in value by about Rs. 1214 crores
- IV. Unlocking the wealth by developing Commercial Complex at Andheri ( Mumbai )
- V. The Total Shareholder Return (TSR) for last 10 years is CAGR 36.25% i.e. an amount of Rs. 100 invested in The Supreme Industries Limited Shares on 30 Jun2009 have increased 22 times as on 31 Mar2019.

\*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



- **Company's CSR arm "Supreme Foundation" has initiated a project to provide teachers for educating the students in Govt. Schools in Bikaner and Ajmer division & 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 to Gadegaon village.
  - Provided public convenience 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 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 also actively engaged and working on Public / Private partnership mode for extensive work in the field of SANITATION & DRINKING WATER SUPPLY .**

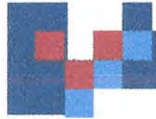




## Safe Harbour

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Supreme Industries Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

- This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.
- Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.
- The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions.



## 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