

SH/13/2023  
24<sup>th</sup> January, 2023

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. : Investor Presentation- December, 2022

Sirs

Enclosed please find Investor Presentation December, 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**

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# INVESTORS PRESENTATION

For the Quarter and Nine Months ended  
31<sup>st</sup> Dec'2022



# FLOW OF THE PRESENTATION

- BUSINESS HIGHLIGHTS – Q3 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 – Q3 FY 23

- ❑ Company continues to be Debt Free and having Cash surplus of Rs. 687 Crs. at the end of Dec,2022
- ❑ Successful trials of Plastic piping Product plant at Erode (tamilnadu) has been completed and the same has gone into commercial production w.e.f. 1<sup>st</sup> December'22.
- ❑ Company has received prestigious Econaur Sustainability award 2022 - Joint winner (with Tata Steel) for Best Practices in Sustainability.
- ❑ Company has received letter of intent (LOI) worth about Rs.45 Crs. from ECIL for supply of Electronic Ballot Unit (EVM) plastic components and supply of VVPAT in addition to earlier order of Rs. 76 Crs.
- ❑ Raw Material Prices continue to slide down till November. The prices of different Polymers particularly for polypropylene (PP), Low Denier Polyethylene (LDPE) and Poly Vinyl Chloride (PVC) have gone down between Rs. 41 per kg to Rs. 66 per kg since beginning of the year till November i.e. a reduction between 28% to 46%. Severest fall among them was in PVC Resin which has corrected thereafter by Rs. 15 per kg.

# STANDALONE PROFIT & LOSS STATEMENT



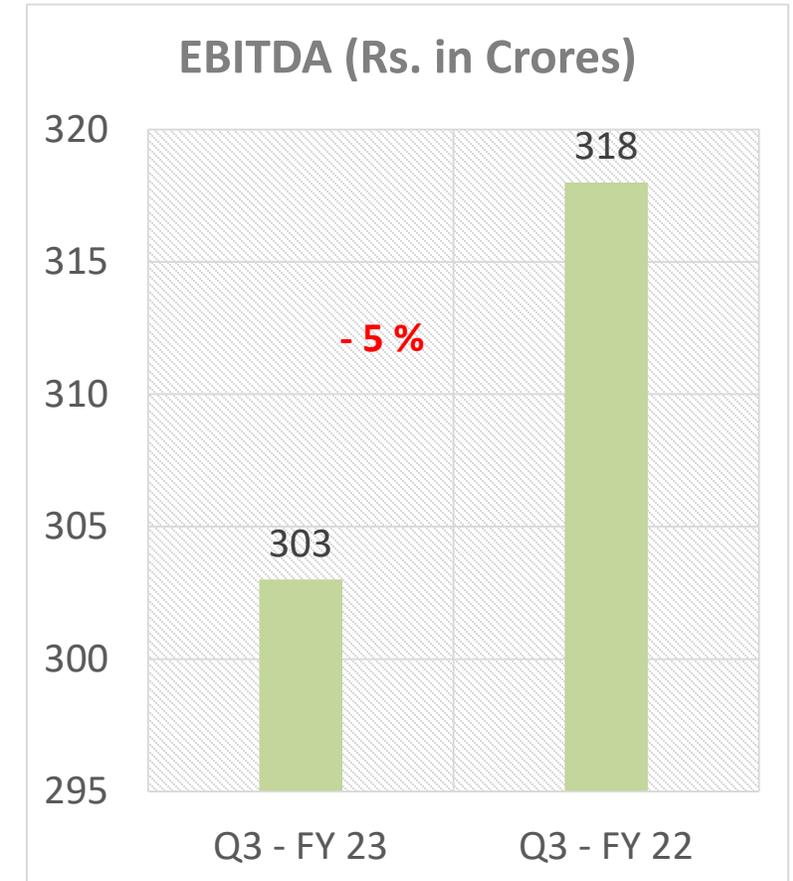
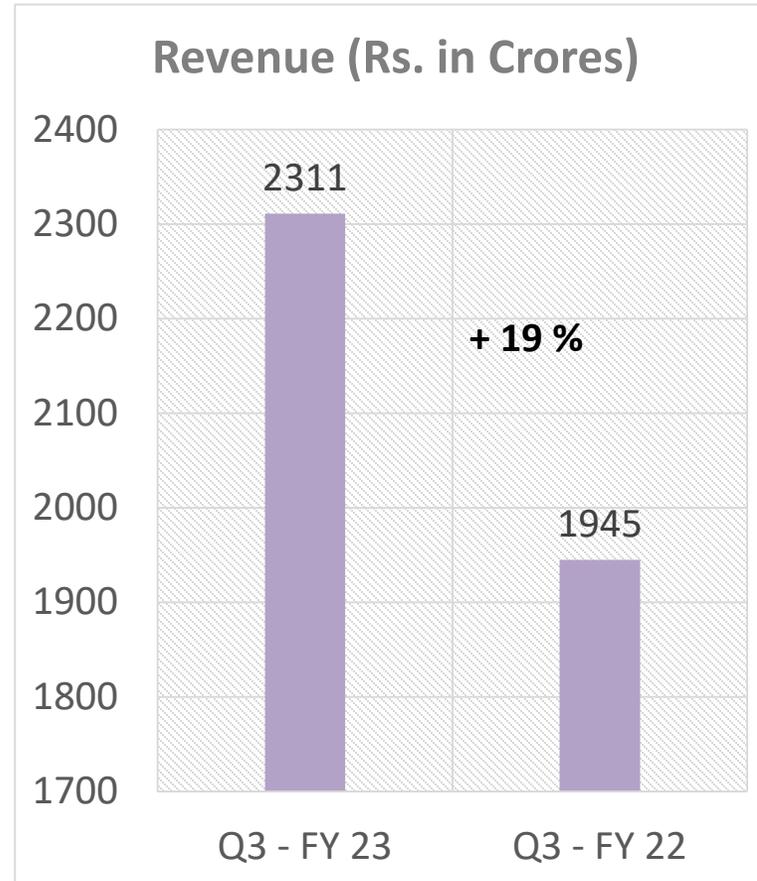
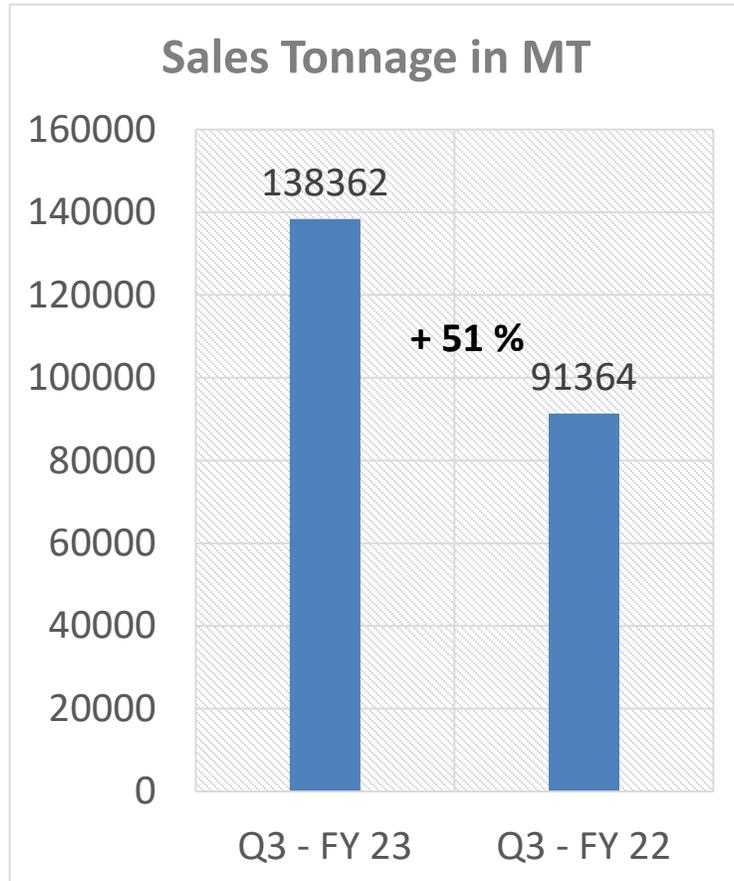
Rs. in Crores

Particulars	Q3 FY23	Q3 FY22	Q-o-Q (%)	9 Months FY23	9 Months FY22	Y-o-Y (%)	FY 2021-22
Revenue from operations	2310.73	1945.12	19%	6603.29	5215.73	27%	7772.81
Raw Material Consumed	1646.31	1322.38	24%	4870.86	3509.31	39%	5353.16
Employee benefit expenses	95.69	87.7	9%	274.29	254.24	8%	344.30
Other Expenses	195.47	166.21	18%	546.50	449.46	22%	619.73
EBITDA	303.41	317.83	-5%	719.46	850.76	-15%	1242.19
EBITDA (%)	13%	16%		11%	16%		16%
Depreciation	64.76	57.47	13%	191.29	170.7	12%	229.52
EBIT	238.65	260.36	-8%	528.17	680.06	-22%	1012.67
Other Income	19.87	14.51	37%	70.45	59.09	19%	67.70
Finance Cost	1.15	0.46	150%	3.98	3.27	22%	5.15
PBT	257.37	274.41	-6%	594.64	735.88	-19%	1075.22
Tax Expenses	63.29	67.82	-7%	140.73	178.25	-21%	263.33
PAT	194.08	206.59	-6%	453.91	557.63	-19%	811.89
EPS (in INR)	15.28	16.26		35.73	43.90		63.91

# FINANCIAL PERFORMANCE HIGHLIGHTS

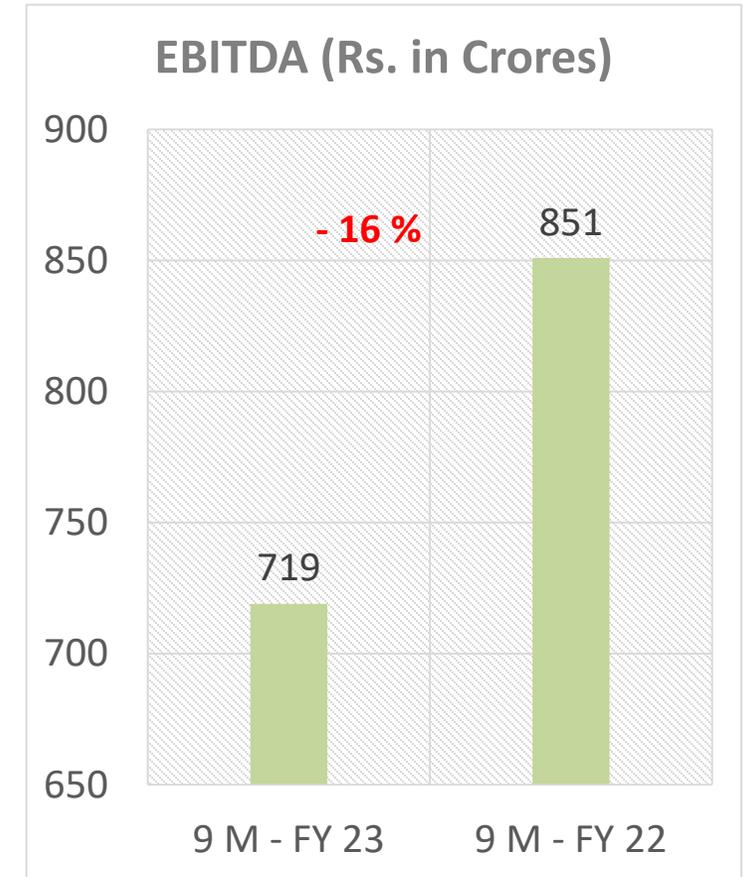
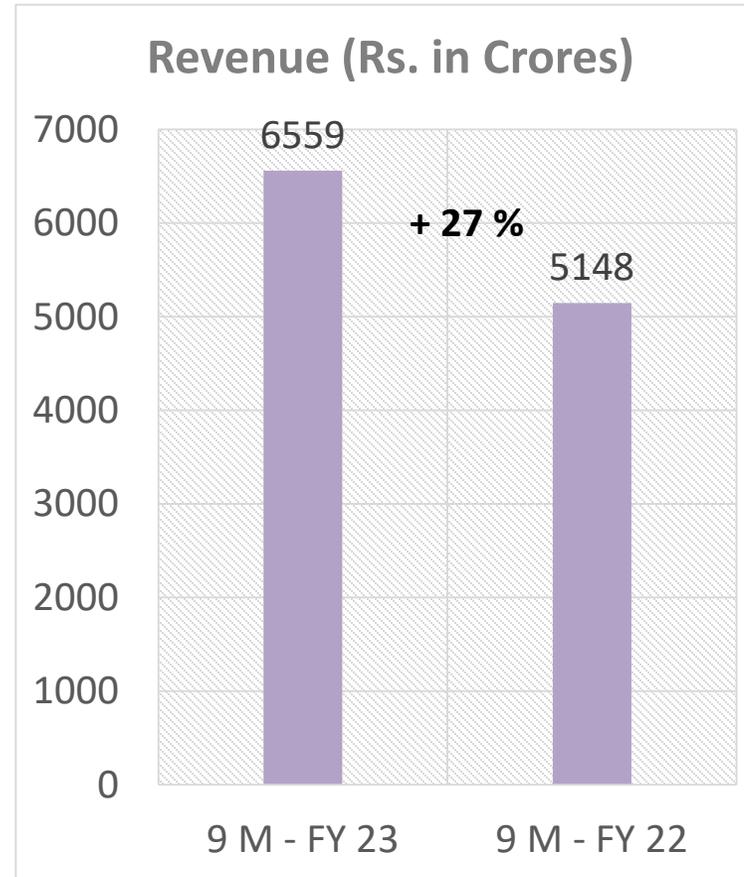
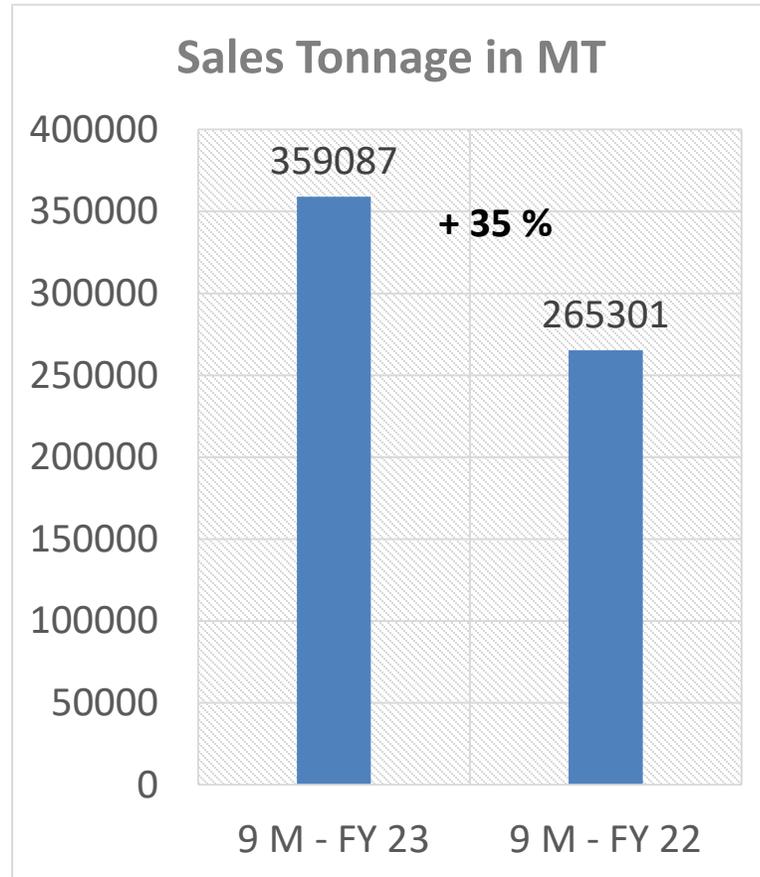


## Q3 FY23

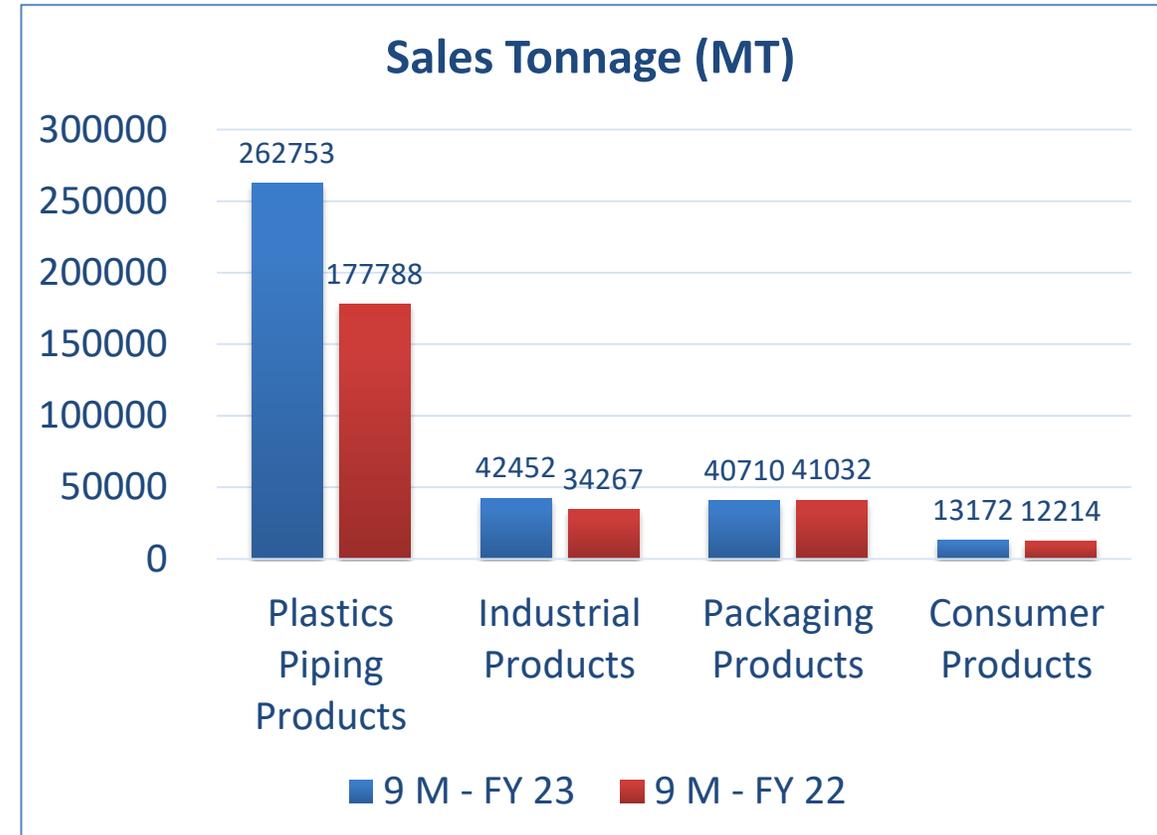
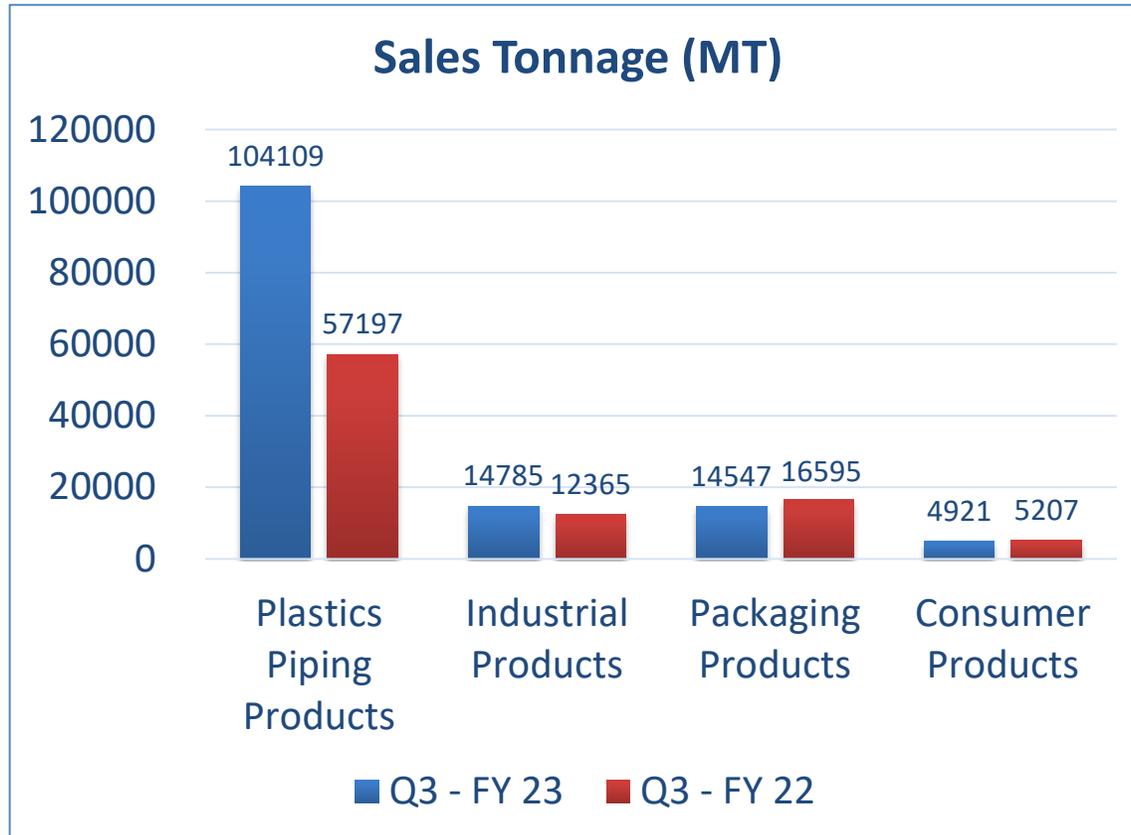


# FINANCIAL PERFORMANCE HIGHLIGHTS

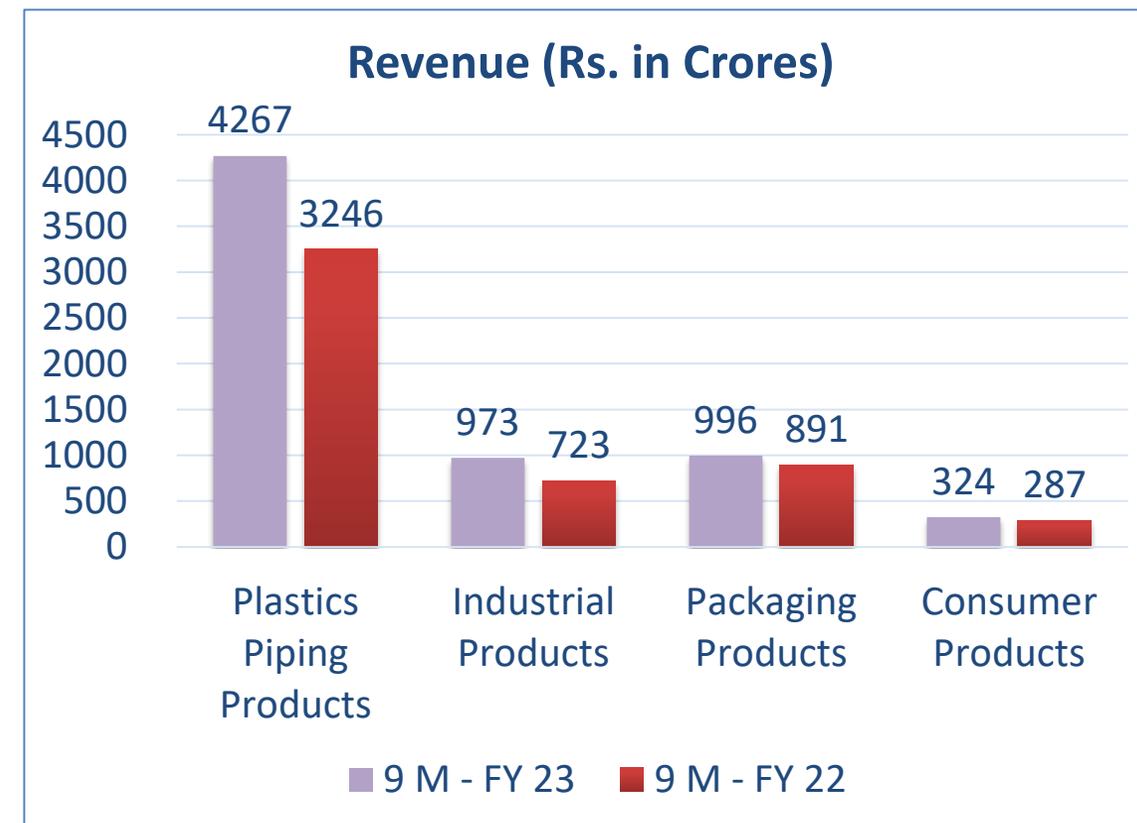
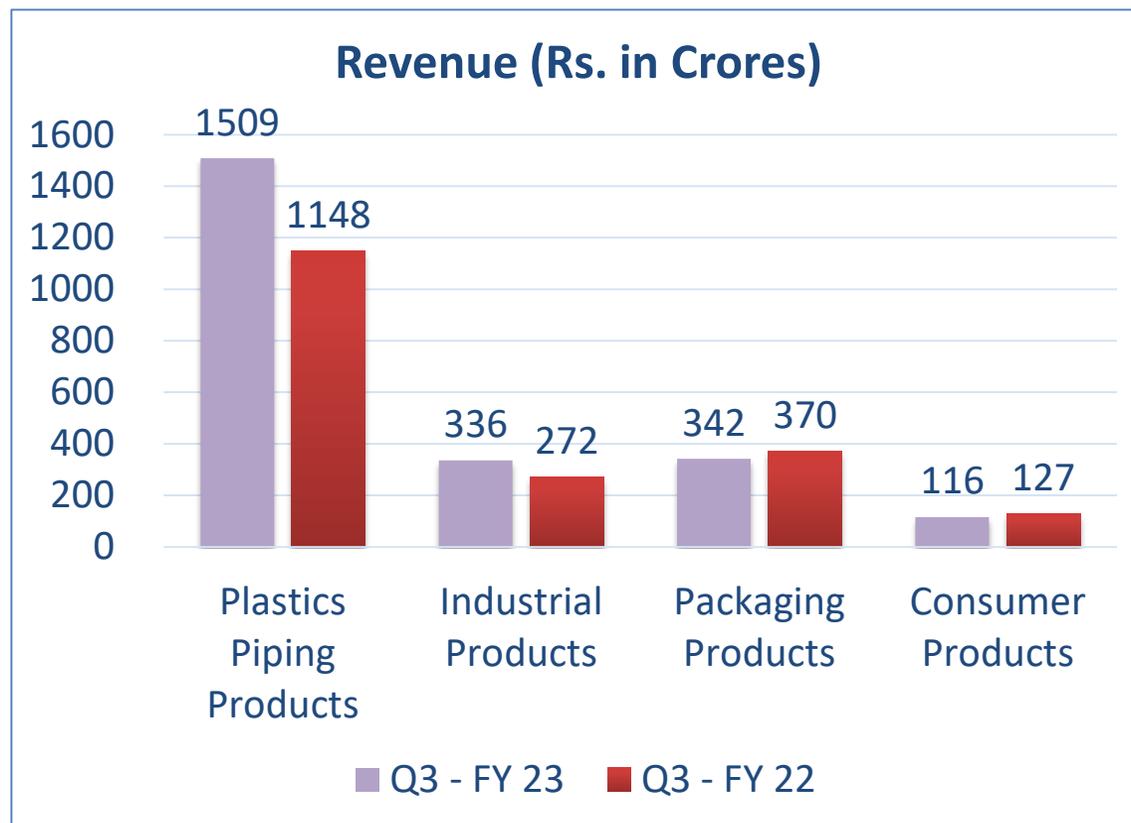
## 9 Months - FY23



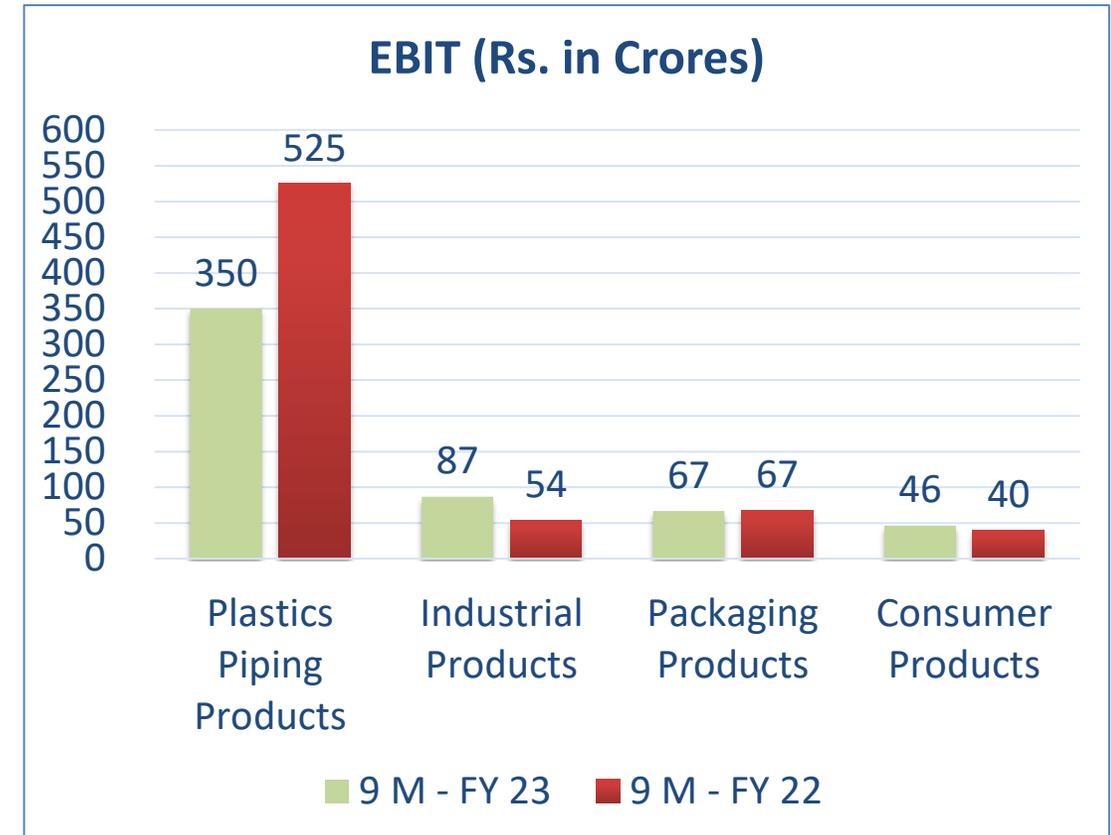
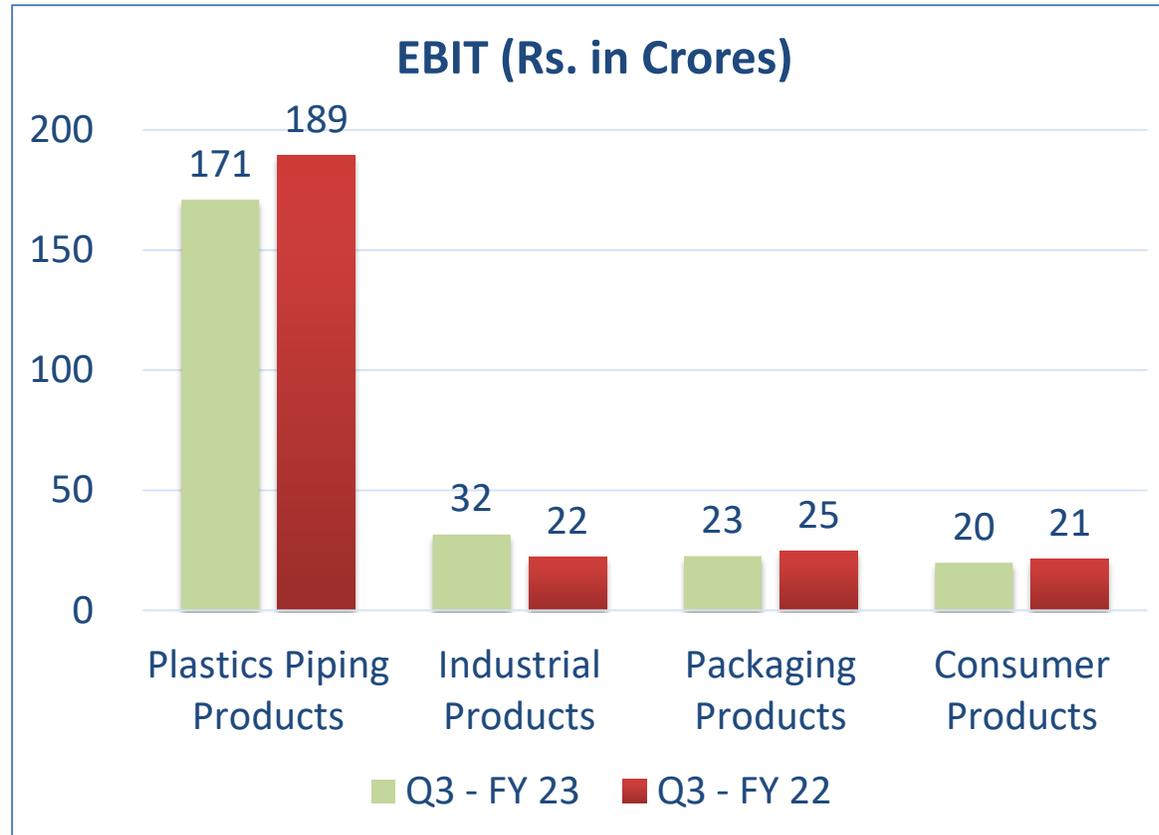
# KEY SEGMENT PERFORMANCE



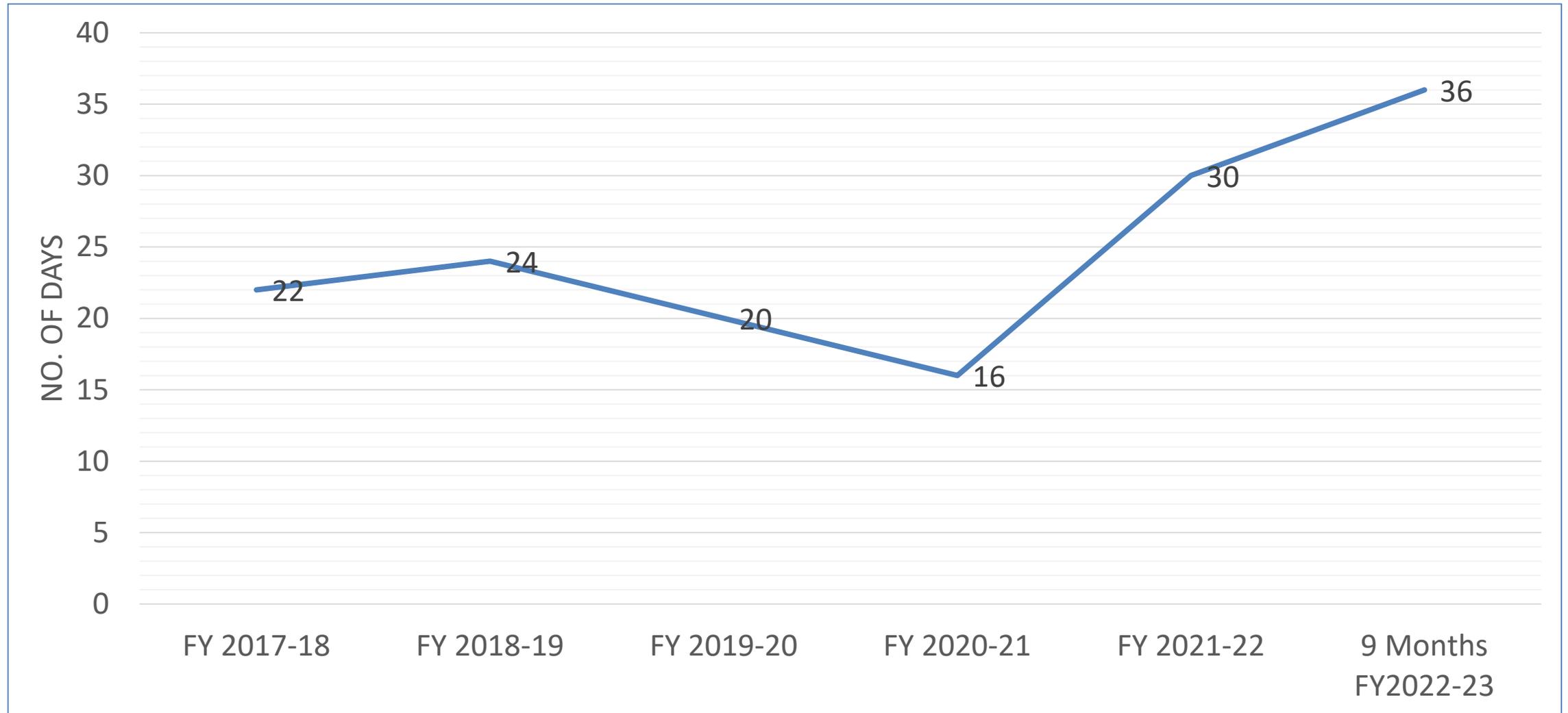
# KEY SEGMENT PERFORMANCE



# 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.
- 27 plants situated across India with an asset base of over Rs. 3500 crores and 1 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	31- Dec-22
Rs. in Cr.	13879.59	14193.35	11025.93	25947.78	25954.77	31127.93
US\$ in Million	2138.28	2052.40	1457.20	3549.14	3424.45	3762.82

# 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**



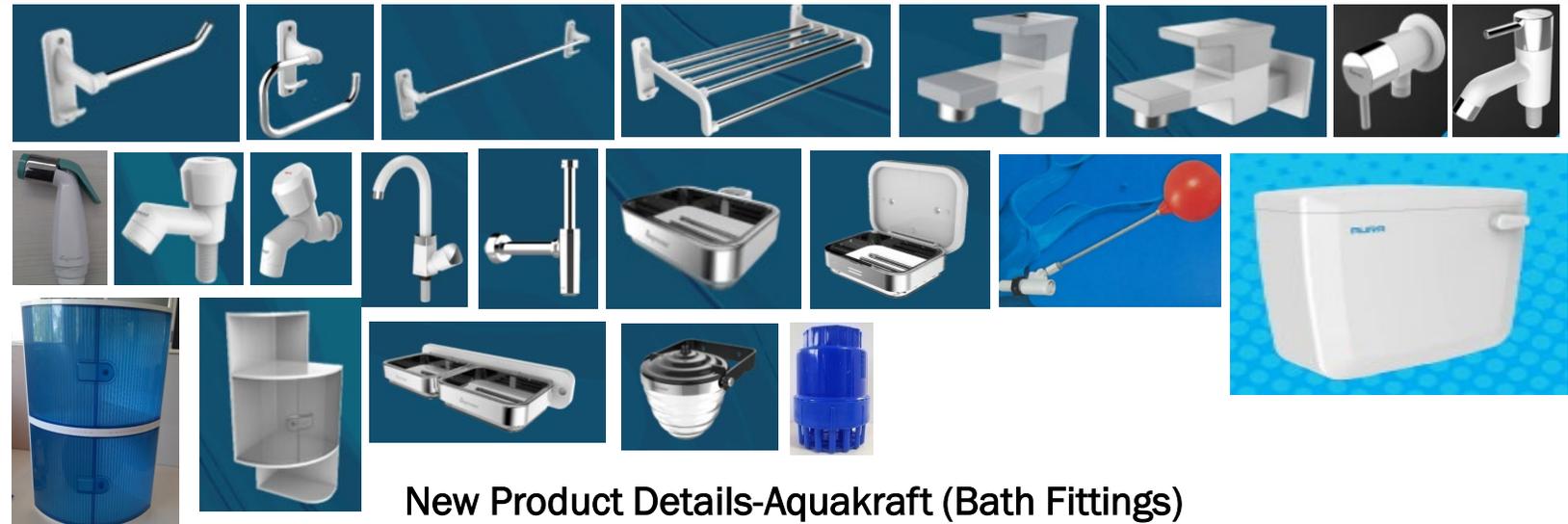
**PP Compression Fittings**



**Injection Moulded Fittings**



**Ecosil Blow-moulded Tanks**



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

# GLIMPS OF NEW PRODUCT INTRODUCED

- 1) PE-X layer
- 2) Adhesive layer
- 3) Aluminium layer
- 4) Adhesive layer
- 5) PE-X layer



Pex Pipes

# GLIMPS OF NEW PRODUCT INTRODUCED – Q3 FY 23

Prodcut name	Size	Class	Type	Product Photo
SINGLE Y	140	PN10	Agri	
REDUCING TEE	63X20	PN6	Agri	
BALL VALVE WITH UNION	3/4"	SCH80	AG	
UNION	75 mm 90 mm	PN10	Agri	

# GLIMPS OF NEW PRODUCT INTRODUCED – Q3 FY 23

Product name	Size	Class	Type	Product Photo
FLANGE VAN STONE STYLE	200 MM	PN10	Agri	
ELBOW 90°	63 mm 75 mm 90 mm 110 mm	PN-3	Agri	
EQUAL TEE	63 mm 75 mm 90 mm 110 mm	PN-3	Agri	
DOOR ELBOW (SxS)	90	SWR	SWR	

# GLIMPS OF NEW PRODUCT INTRODUCED – Q3 FY 23

Product name	Size	Class	Type	Product Photo
ELBOW 90° (SxS)	90	SWR	SWR	
Septic tank (Horizontal)	1000 ltr		Safeguard	
Underground water tank (Horizontal)	1000 ltr		Amrutam	
Ultra 600x600 Multi-inlet Inspection chamber	600 mm	Invert depth 900 mm 1100 mm 1400 mm 1600 mm 1900 mm	Nu-drain	

# GLIMPS OF NEW PRODUCT INTRODUCED – Q3 FY 23

Prodcut name	Size	Class	Type	Product Photo
TAP Crown BIB TAP Quarter Turn MW			Aquakraft	
TAP Crown BIB TAP LONG Quarter Turn MW			Aquakraft	
TAP Crown Right angle Quarter Turn MW			Aquakraft	
TAP Crown 2Way Bib Tap Quarter Turn MW			Aquakraft	
TAP Crown Pillar Tap Quarter Turn MW			Aquakraft	

# GLIMPS OF NEW PRODUCT INTRODUCED – Q3 FY 23

Prodcut name	Size	Class	Type	Product Photo
TAP Crown Wall Mixer Quarter Turn MW			Aquakraft	
TAP BASIN SUVIDHA (18 X 12 Inch)			Aquakraft	
TAP Foot Valve 20mm Spring			Aquakraft	
Tap Washing machine outlet Hose 1mtr			Aquakraft	
TAP ORISSA PAN - (SEAT 20")			Aquakraft	

# GLIMPS OF NEW PRODUCT INTRODUCED – Q3 FY 23



Crate - 600X400X230 MM



Crate - 600X400X340 MM



Baggage Tub - 900X480X150 MM



Crate - 400X300X119 MM



Crate - 400X430X229 MM



Crate - 600X400X119 MM

# GLIMPS OF NEW PRODUCT INTRODUCED



Flat EPE Foam



NBR Tube for Handel Grip



Lithium Battery Packaging



New Grade HCG



Inner Padding in Leather watch strap



Horse Riding Helmet 24

# GLIMPS OF NEW PRODUCT INTRODUCED

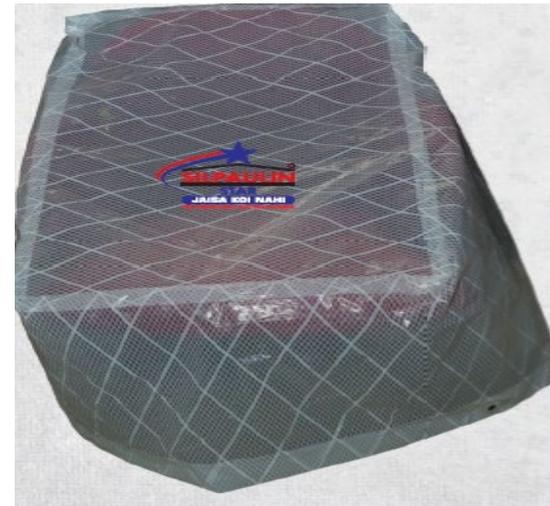


CAPCELL SGOG  
GRADE



Internal Cushion for Artificial Limb

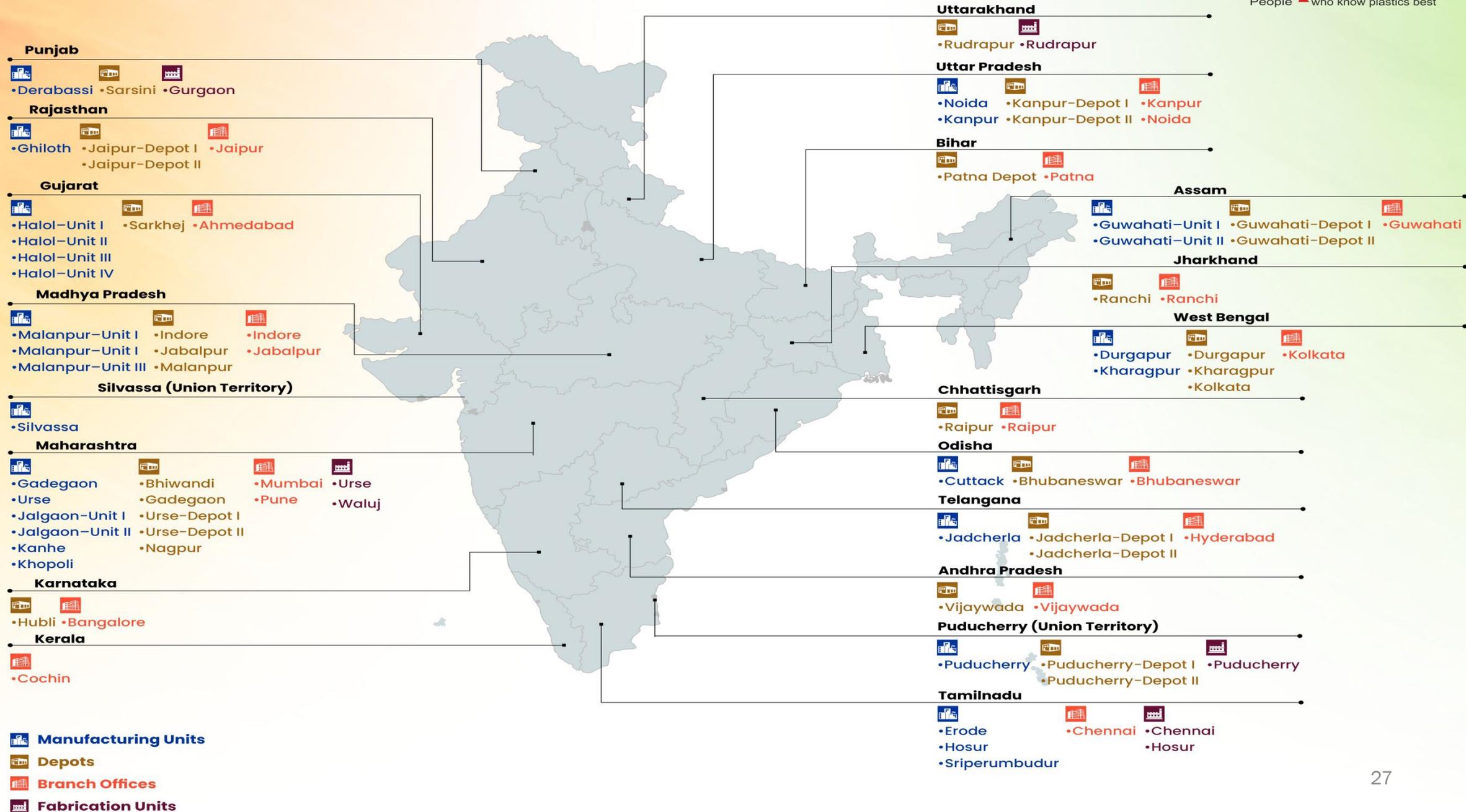
# GLIMPS OF NEW PRODUCT INTRODUCED – Q3 FY 23



Furniture cover

Cross Laminated Film Products - XF

# SUPREME PRESENCE IN INDIA



# VIRTUAL TOUR OF PLANTS



Mega Project at Gadegaon spread over 132 acres



Kharagpur



Jalgaon



Erode

# VIRTUAL TOUR OF PLANTS



Malanpur



Jadcherla



Halol



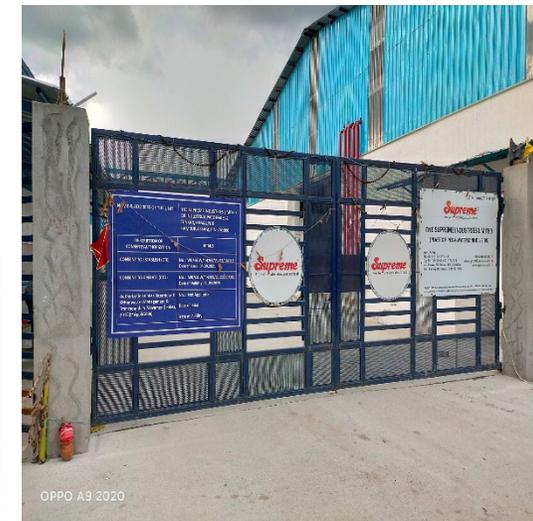
Hosur



Derabassi



Khopoli



Guwahati

# VIRTUAL TOUR OF PLANTS

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



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 – 28.04 MWH
- Waste management
- CII certified green products
- Water and energy conservation



Solar Plants



Tree Plantation

# AWARDS & ACCOLADES



Company has been declared as the “Winner” for Best Practices in Sustainability for its outstanding contribution towards the environment and saving resources.

# 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



**GOVT. SECONDARY SCHOOL DUJAR (LADNUN TEHSIL)  
2 ROOMS FOR PRIMARY CLASSES**

# A RESPONSIBLE CORPORATE CITIZEN

✓ **Sweater Distribution** to Students at various Schools at Rajasthan



GOVT. SECONDARY SCHOOL GEDAP (SUJANGARH)



GOVT. SENIOR SECONDARY SCHOOL TOLIYASAR (SUJ.)



GOVT. MGGS SCHOOL BALDU(LADNUN)



GOVT. JAGANNATH TAPARIA SS (LADNUN)

# A RESPONSIBLE CORPORATE CITIZEN

✓ 86" DIGITAL BOARD IN GOVT. SECONDARY SCHOOL JEELI, SUJANGARH



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