

SH/13/2024
19th January, 2024

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.: Investor Presentation- December, 2023

Sirs

Enclosed please find Investor Presentation December 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

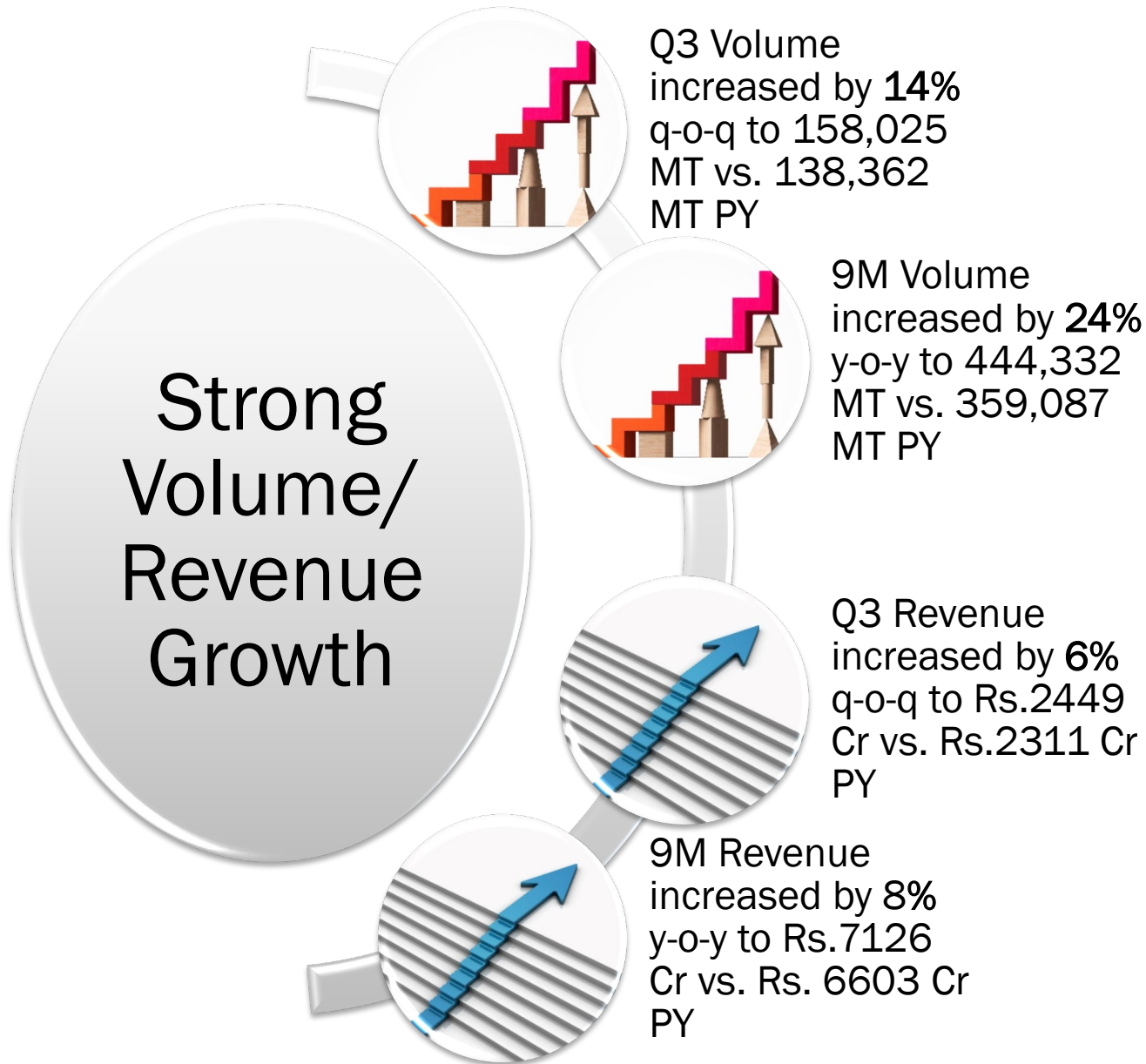
For the Quarter and Nine Months ended
31st December'2023



FLOW OF THE PRESENTATION

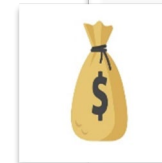
- ❖ FINANCIAL PERFORMANCE HIGHLIGHTS
- ❖ SUMMARISED INCOME STATEMENT
- ❖ KEY SEGMENT PERFORMANCE
- ❖ WORKING CAPITAL CYCLE
- ❖ THE SUPREME GROUP
- ❖ A CURTAIN RAISER- THE SUPREME INDUSTRIES LTD.
- ❖ THE SUPREME INDUSTRIES LTD. AT A GLANCE
- ❖ ORGANISATION & MANAGEMENT TEAM
- ❖ BUSINESS VERTICALS
- ❖ PRODUCT PORTFOLIO GLIMPSE
- ❖ GLIMPSE OF NEW PRODUCT INTRODUCED – Q3 FY24
- ❖ SUPREME PRESENCE IN INDIA
- ❖ VIRTUAL TOUR OF PLANTS
- ❖ BRAND PROMOTION & AWARENESS
- ❖ AWARDS & ACCOLADES
- ❖ SUSTAINABILITY
- ❖ A RESPONSIBLE CORPORATE CITIZEN

FINANCIAL PERFORMANCE HIGHLIGHTS



Profitability Improvement

- Q3 EBITDA increased by **25%** q-o-q to Rs.379 Cr vs. Rs.303 Cr PY
- 9M EBITDA increased by **47%** y-o-y to Rs.1058 Cr vs. Rs.719 Cr PY



Strong Liquidity

- Company Continues to be **Debt Free**
- Having Cash Surplus of **Rs. 586 Crores** as at 31stDec'23

SUMMARISED INCOME STATEMENT

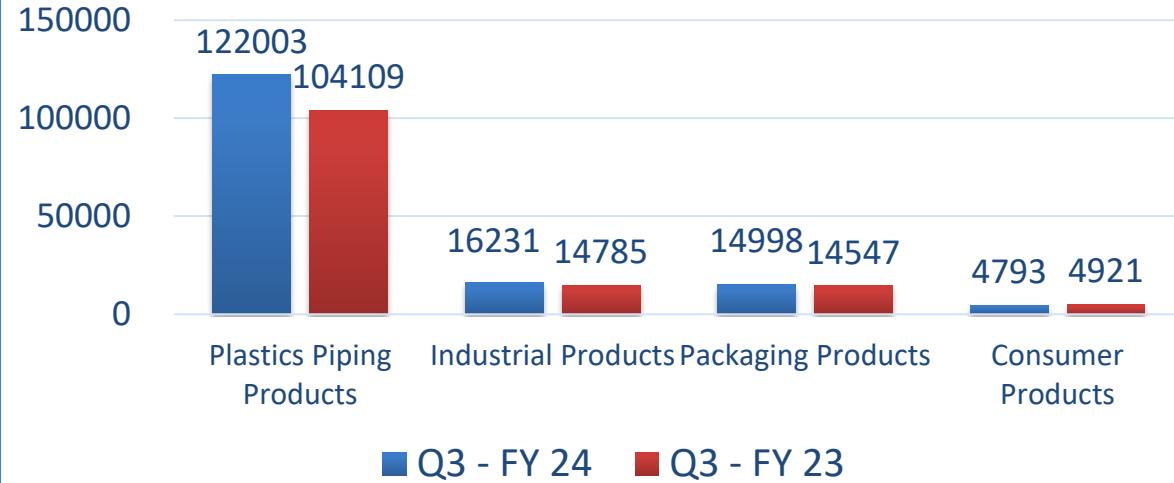


Rs. in Crores

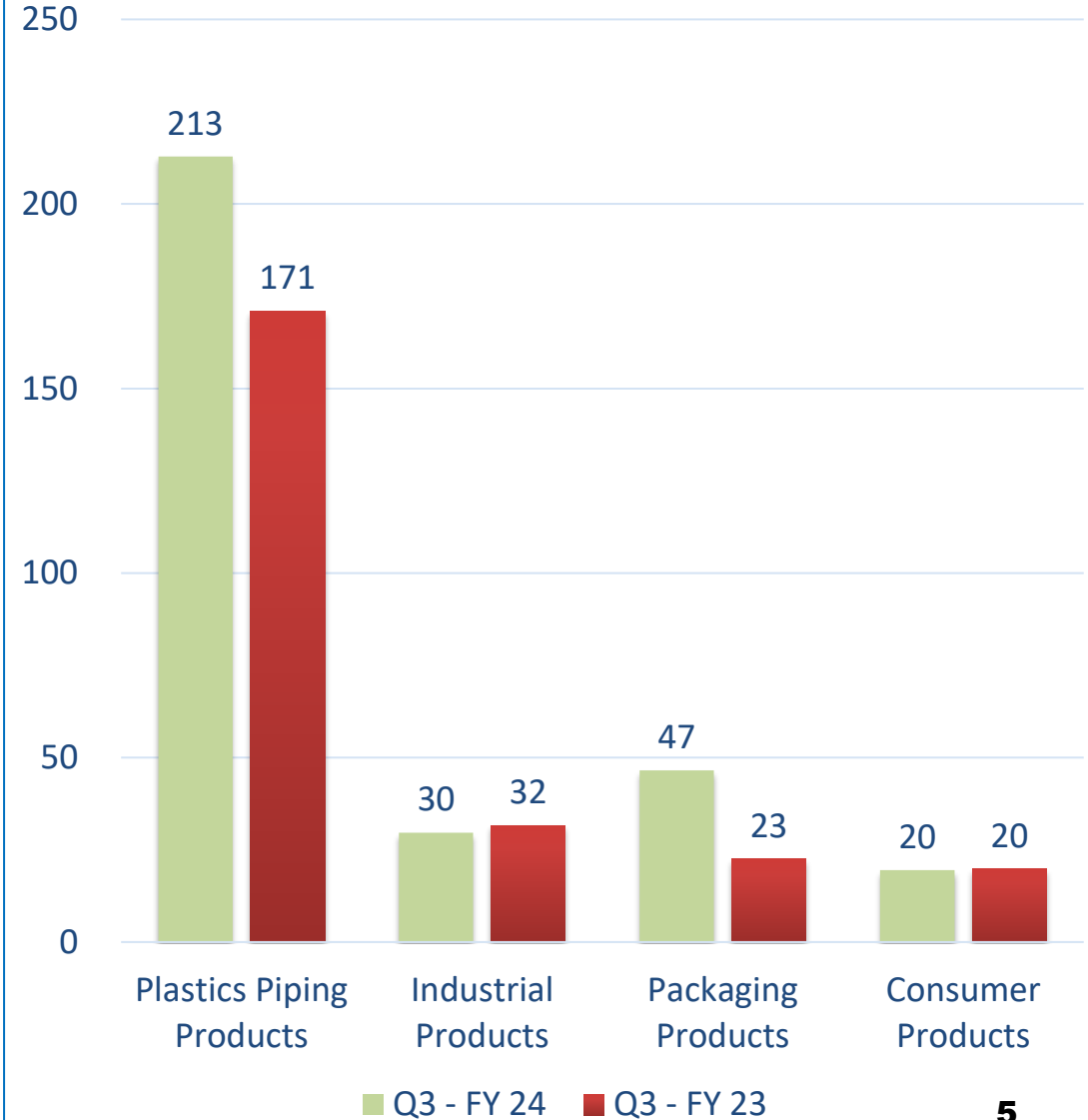
Particulars	Q3 FY24	Q3 FY23	Q-o-Q (%)	9M FY24	9M FY23	Y-o-Y (%)	FY 22-23
Revenue from operations	2449.10	2310.73	5.99%	7126.32	6603.29	7.92%	9201.49
Raw Material Consumed	1640.47	1646.31	-0.35%	4832.16	4870.86	-0.79%	6599.24
Employee benefit expenses	109.58	95.69	14.52%	318.15	274.29	15.99%	373.63
Other Expenses	319.76	265.32	20.52%	918.47	738.68	24.34%	1028.64
EBITDA	379.29	303.41	25.01%	1057.54	719.46	46.99%	1199.98
EBITDA (%)	15.49%	13.13%	17.95%	14.84%	10.90%	36.20%	12.93%
Depreciation	77.24	64.76	19.27%	221.21	191.29	15.64%	263.39
EBIT	302.05	238.65	26.57%	836.33	528.17	58.34%	936.59
Other Income	32.27	19.87	62.41%	99.67	70.45	41.48%	81.86
Finance Cost	5.16	1.15	348.70%	8.39	3.98	110.80%	8.02
PBT	329.16	257.37	27.89%	927.61	594.64	56.00%	1010.43
Tax Expenses	81.8	63.29	29.25%	225.92	140.73	60.53%	245.96
PAT	247.36	194.08	27.45%	701.69	453.91	54.59%	764.47
EPS (in INR)	19.47	15.28	27.45%	55.24	35.73	54.59%	60.18

KEY SEGMENT PERFORMANCE – Q3 FY24

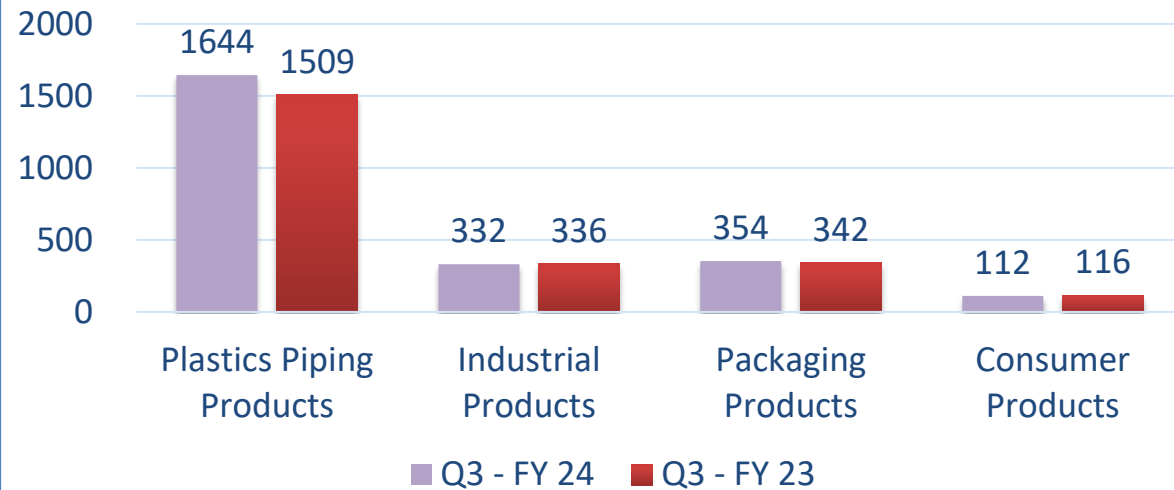
Sales Tonnage (MT)



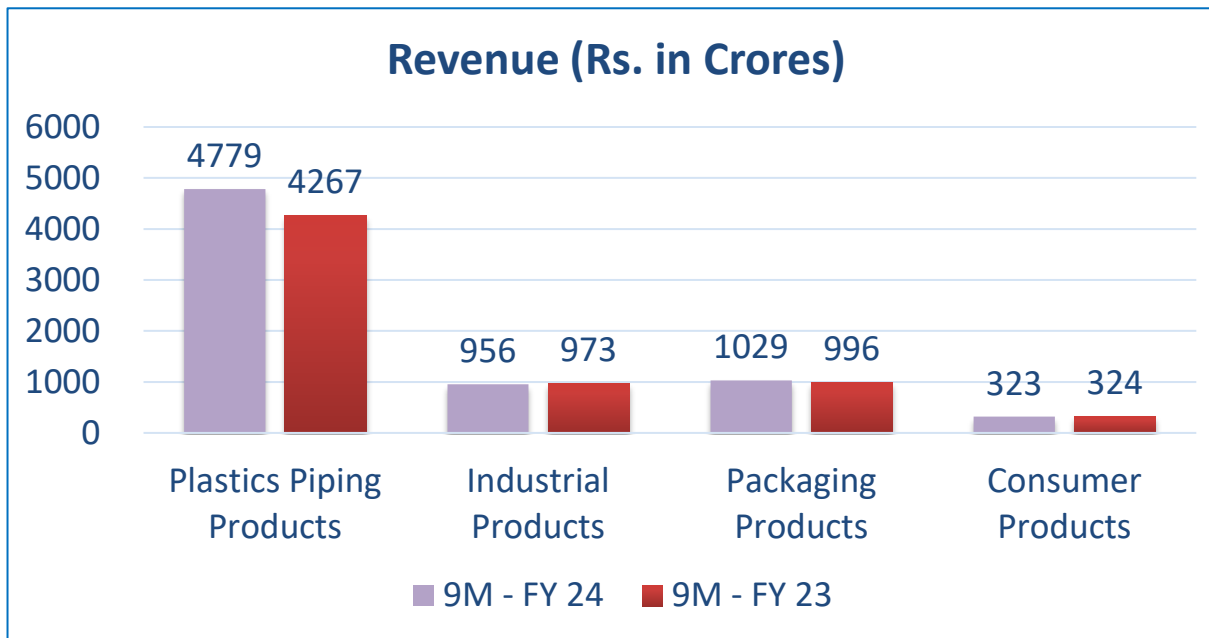
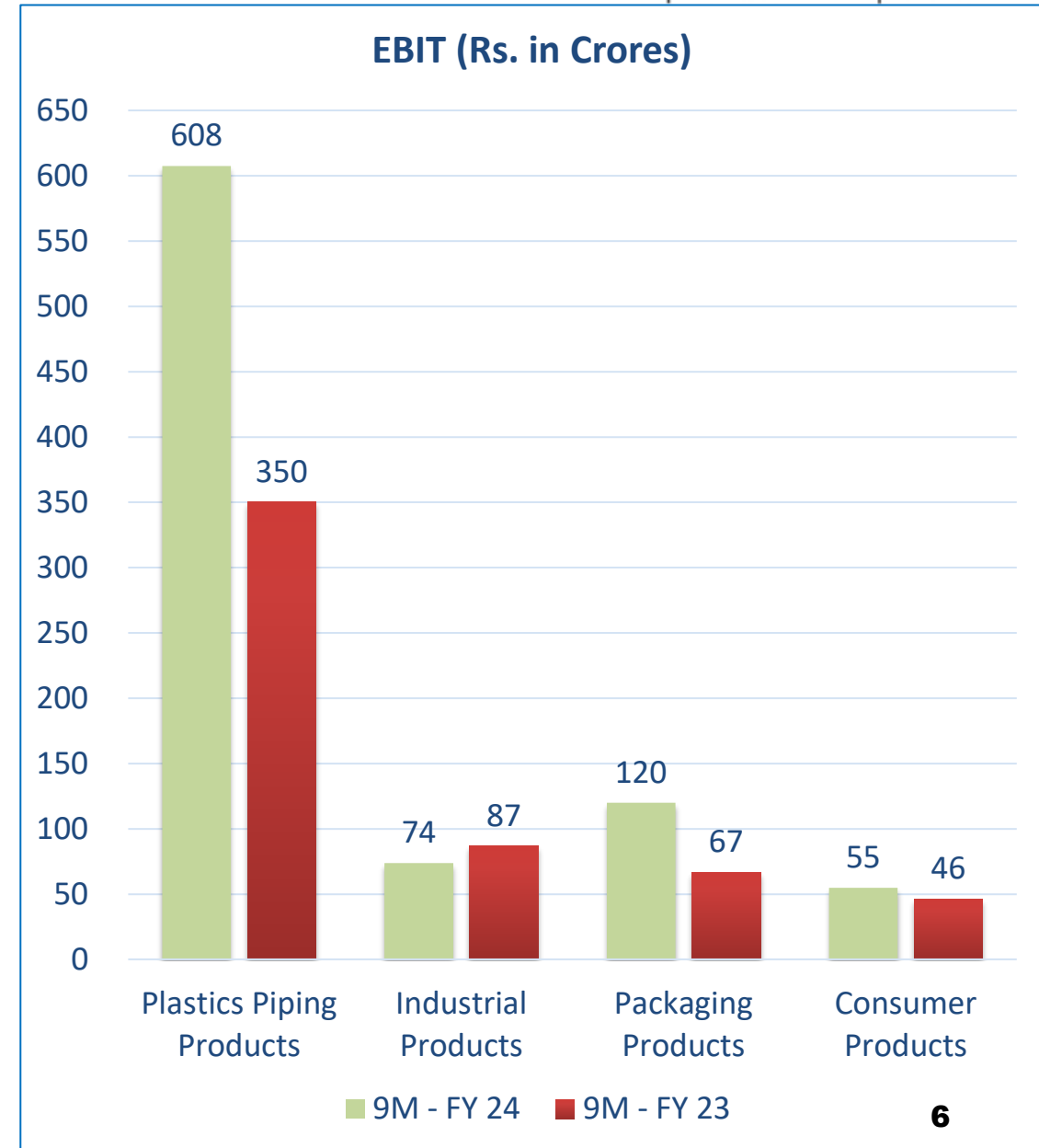
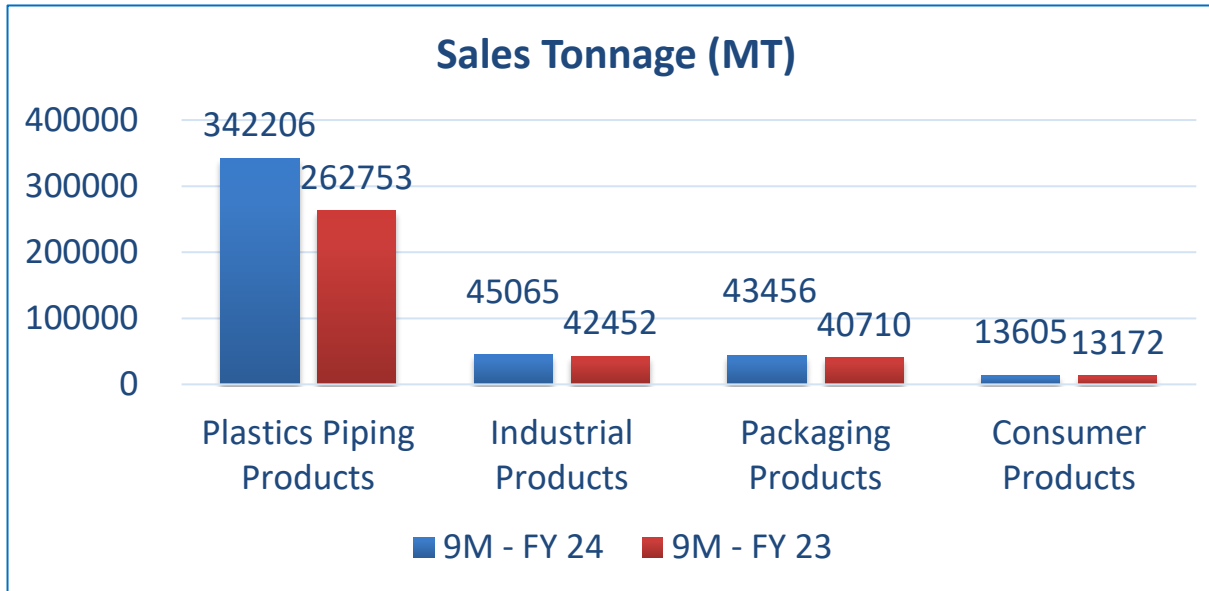
EBIT (Rs. in Crores)



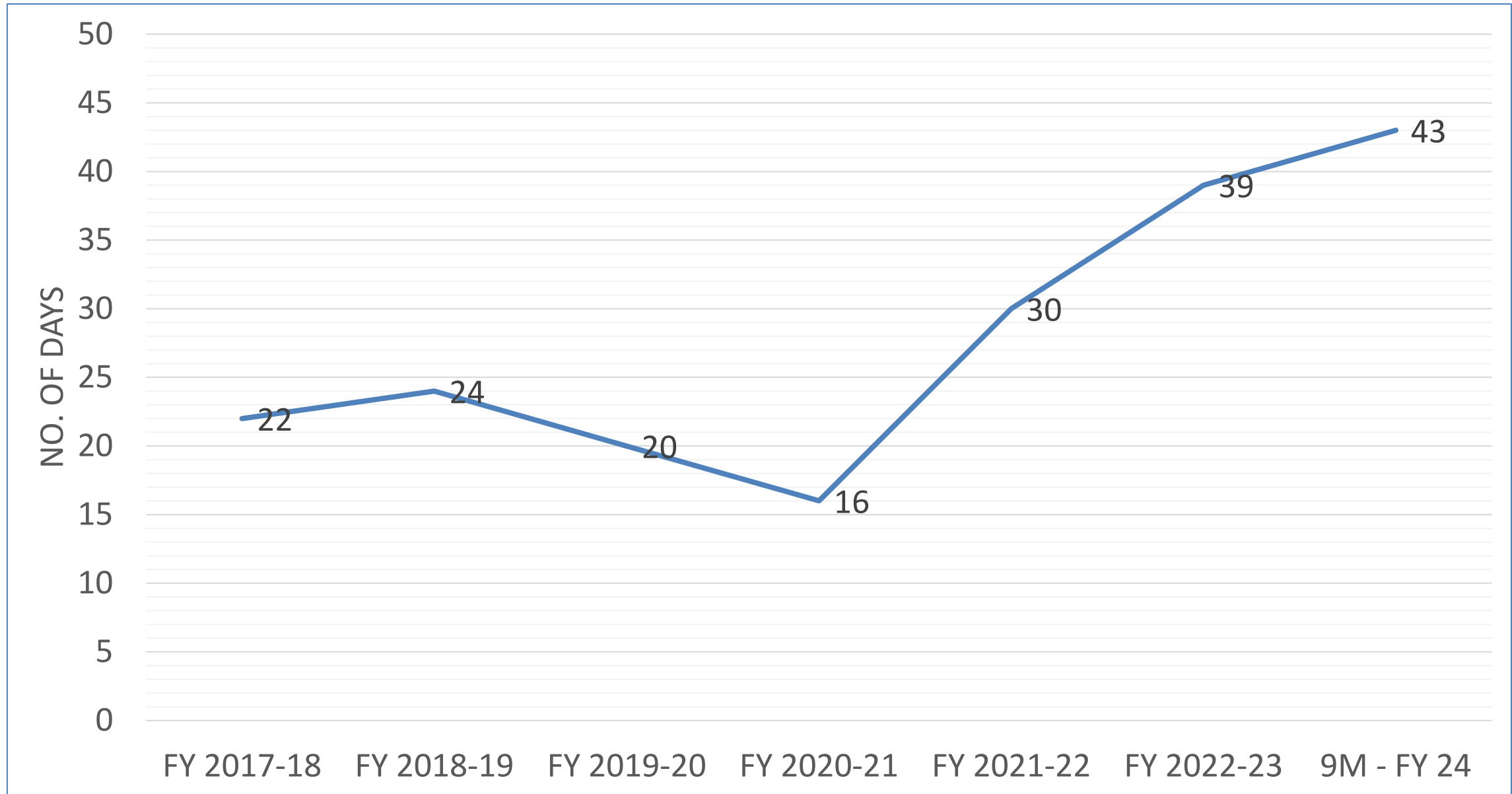
Revenue (Rs. in Crores)



KEY SEGMENT PERFORMANCE – 9M FY24



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	31-Dec-23
Rs. in Cr.	14193.35	11025.93	25947.78	25954.77	31904.77	57644.79
US\$ in Million	2052.40	1457.20	3549.14	3424.45	3882.77	4796.77

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



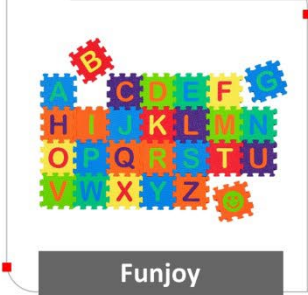
Sewage Treatment Plants

PRODUCT PORTFOLIO GLIMPSE

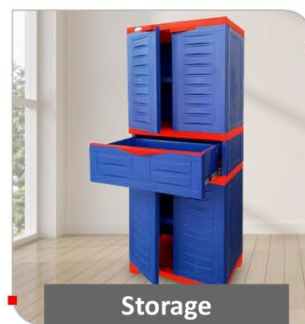
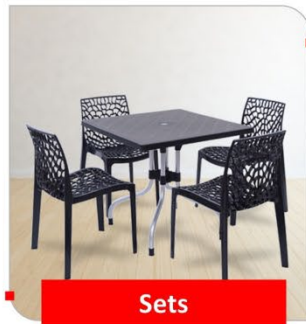
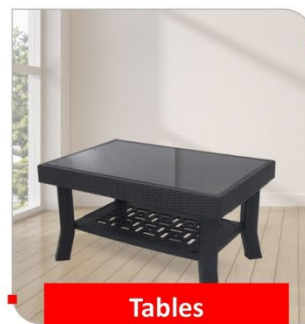
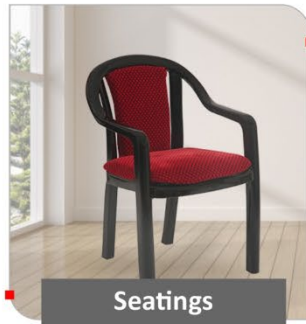
Protective Packaging Products



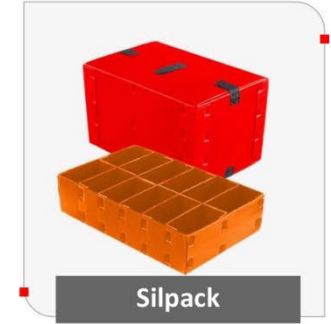
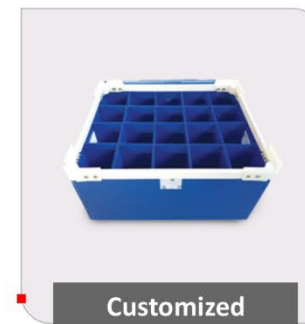
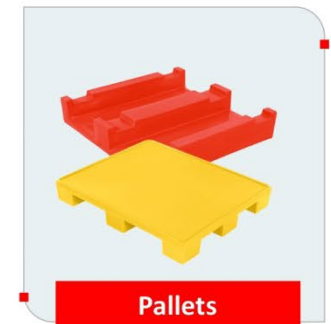
Consumer Application Products



Moulded Furniture



Material Handling Products

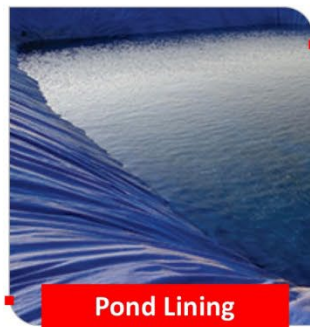


PRODUCT PORTFOLIO GLIMPSE

Multi-layer Cross Laminated Films



Agriculture / Horticulture



Pond Lining



Packaging for Transport



Silpoly Liner



Export Marketing

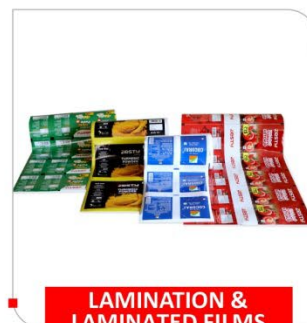


Civil Engineering & Construction

Performance Packaging Films



LIDDING FILMS



LAMINATION & LAMINATED FILMS



VACUUM BAGS & FILMS



THERMOFORMING FILMS






Industrial Moulded Products








Composite Cylinder









GLIMPSE OF NEW PRODUCT INTRODUCED – Q3 FY24

S.NO	PRODUCT DESCRIPTION	System	IMAGE
1	Elbow 45° 90mm PN-10	Agri	
2	Reducing tee 63X20mm (S x S x S)	PPR	
3	Reducing tee 63X20mm WHITE (S x S x S)	PPR	
4	End cap 110 mm GR (S)	PPR	
5	Reducing tee 75X32mm GR(S x S x S)	PPR	






S.NO	PRODUCT DESCRIPTION	System	IMAGE
6	End cap 75mm GR (S)	PPR	
7	Reducer 90X50 mm GR (S)	PPR	
8	End cap -6" SCH-80	C-PVC	
9	Reducer 50X20 mm WHITE (S x S)	PPR	
10	Reducer 50X20 mm GR (S x S)	PPR	

GLIMPSE OF NEW PRODUCT INTRODUCED – Q3 FY24

S.NO	PRODUCT DESCRIPTION	System	IMAGE
11	Cross tee 32 mm WHITE (S x S)	PPR	
12	Cross tee 32mm GR (S x S)	PPR	
13	Reducer 63X20mm GR (S x S)	PPRC	
14	Reducer 63X20mm WHITE (S x S)	PPRC	
15	Flange adaptor 40mm GR (S)	PPRC	
16	Flange adaptor 50mm GR (S)		

S.NO	PRODUCT DESCRIPTION	System	IMAGE
17	Tank connector Union type 32mm PN-10 (S X MT)	Agri	
18	Tank connector Union type 50mm PN-10 (S X MT)		
19	Reducing bush 160X140mm, PN-10	Agri	
20	Flange adaptor 90mm GR	PPR	
21	Reducing tee 2" X 3/4", SCH-80	Flame Guard	
22	Reducing tee - 2 X 1-1/4", SCH-80		
23	Tank connector Union type 50mm PN-10 (S X MT)	Agri	
24	Flange adaptor 63mm WHITE	PPR	
25	Flange adaptor 63mm 63mm GR	PPR	

GLIMPSE OF NEW PRODUCT INTRODUCED – Q3 FY24

S.NO	PRODUCT DESCRIPTION	IMAGE
1	Tap Alpha Wall sink tap QT Green	
2	Tap Alpha Angular tap QT Green	
3	Tap Eva wall sink tap QT MW	
4	TAP Basin Suvidha Plus (22 X 16 Inch)	
5	TAP Squat Stool Buddy MW	

GLIMPSE OF NEW PRODUCT INTRODUCED – Q3 FY24



Monobloc Chair with arms with perforated design

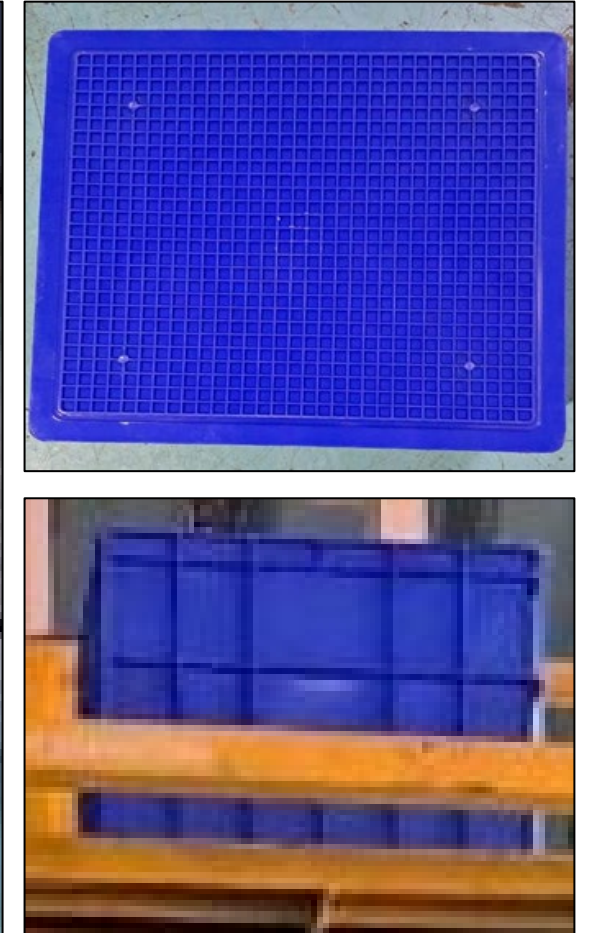


Monobloc Chair with Arms – High Gloss Finish

GLIMPSE OF NEW PRODUCT INTRODUCED – Q3 FY24



Inj Moulded Wheeled Dustbins 240ltr



Crate 460x400x360mm

GLIMPSE OF NEW PRODUCT INTRODUCED – Q3 FY24



Automotive Gasket For Moulded Part



Seat cushion



Tool kit buffer for export packing



Vehicle cover

Protective Packaging

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
- Malanpur-Unit IV

Silvassa (Union Territory)

- Silvassa

Maharashtra

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

Karnataka

- Hubli •Bangalore
- Hubli

Kerala

- Cochin

Uttarakhand

- Rudrapur •Rudrapur

Uttar Pradesh

- Noida •Kanpur-Depot I •Kanpur-Unit I
- Kanpur •Kanpur-Depot II •Kanpur-Unit 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)

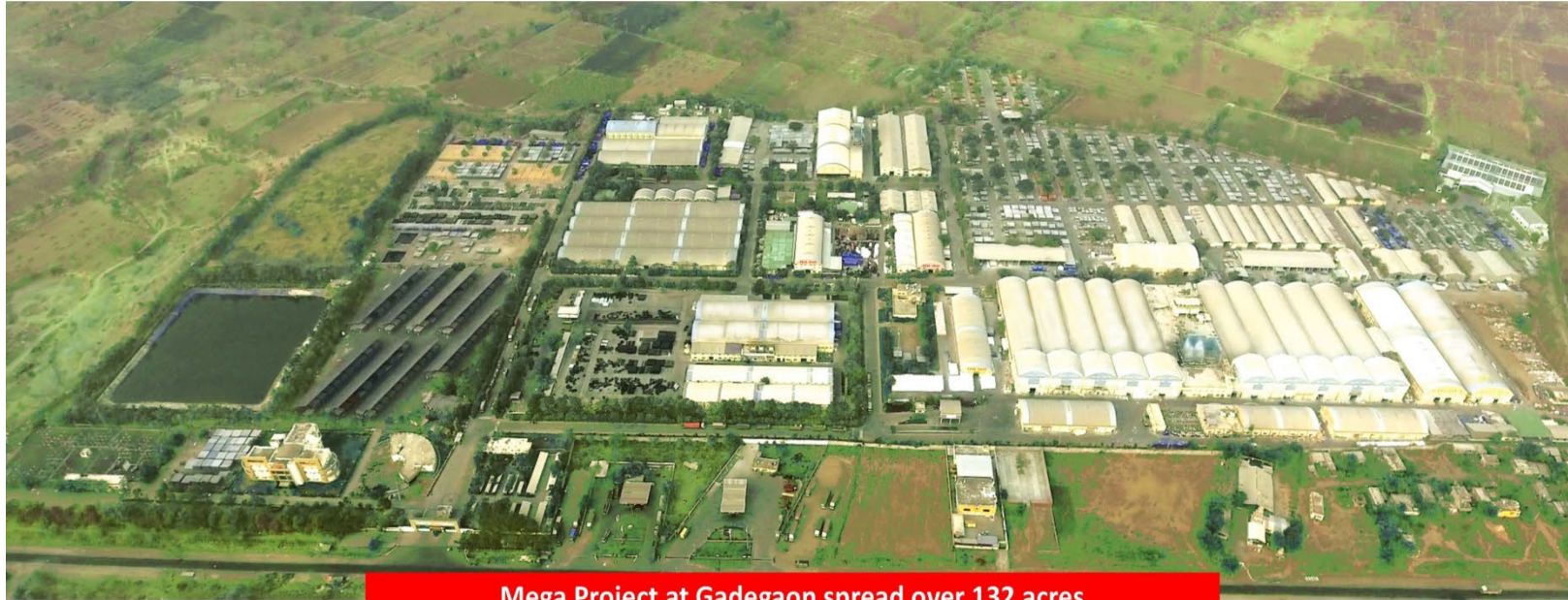
- Puducherry •Puducherry •Puducherry

Tamilnadu

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

-  **Manufacturing Units**
-  **Depots**
-  **Branch Offices**
-  **Fabrication Units**

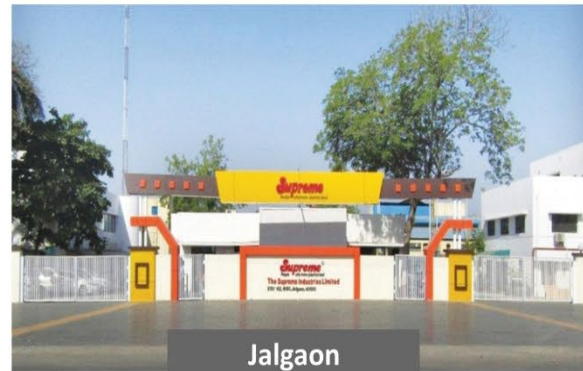
VIRTUAL TOUR OF PLANTS



Mega Project at Gadegaon spread over 132 acres



Kharagpur



Jalgaon



Erode



Cuttack

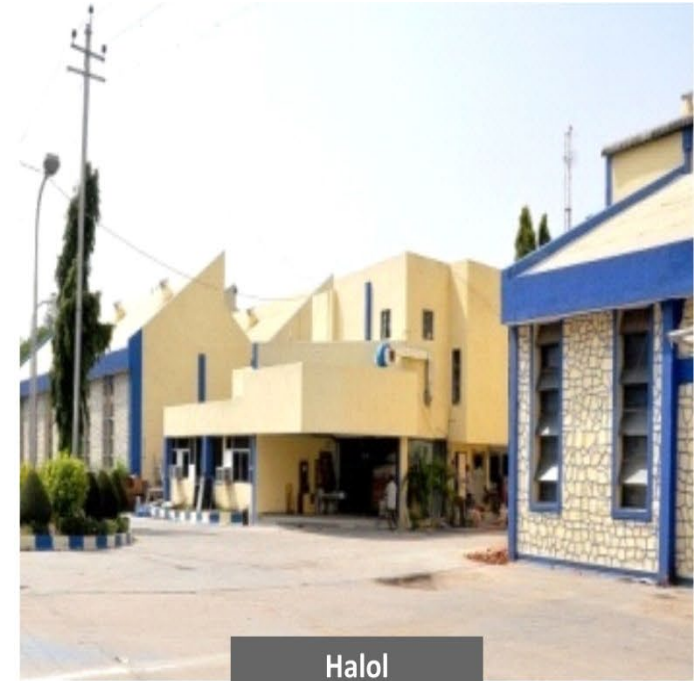
VIRTUAL TOUR OF PLANTS



Malanpur



Jadcherla



Halol



Hosur



Derabassi



Khopoli



Guwahati

VIRTUAL TOUR OF PLANTS



Durgapur



Pondicherry



Ghiloth



Kanpur



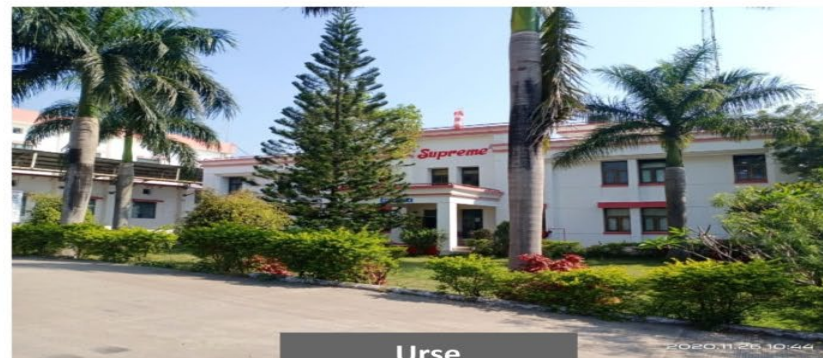
Talegaon



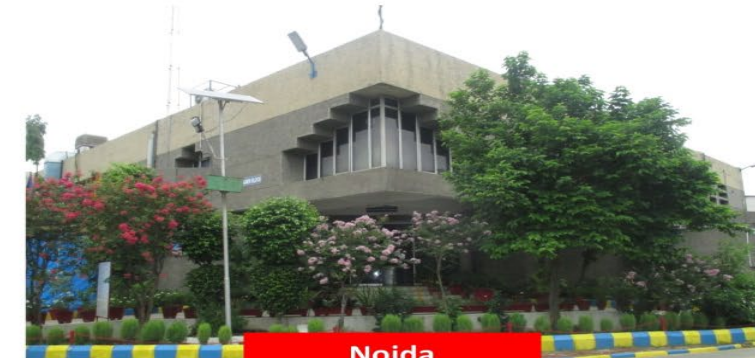
Chennai



Silvassa



Urse



Noida

BRAND PROMOTION & AWARENESS

❖ Participation at Exhibitions



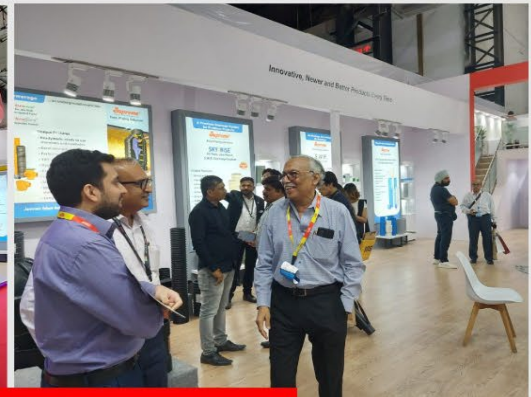
LPG Week, Rome 2023



Kisan Agri Show 2023, Pune



Ace Tech, Mumbai.



Participation at Exhibitions

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 Bongaon, West Bengal



Hoarding at Guwahati



S K ENTERPRISES - VSS NAGAR



Hoarding at Muzaffarpur Flyover, Bihar



Traffic Signal at Bankura, West Bengal



SAMAL AND SONS SUPPLIERS - Sailashree Vihar



Unipole at Siwan, Bihar



Pole Kiosk at Purulia, West Bengal



Shop Branding_bhubaneswar-odisha



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."



Company has won an international accolade under the category "Sustainability Performance" in an event "Global Sustainability Leadership Awards 2023" organised by "World Sustainability Congress & Awards" at Mauritius.

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

Public Sanitation Facility at Jalgaon
(Maharashtra)

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THANK YOU

Contact Details

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