

Ref. No. SH/13/2021.
10th May, 2021

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-Operation Dept.,
1st Floor, New Trading Ring,
Rotunda Bldg., P.J. Towers,
Dalal Street,
Fort, MUMBAI 400023

Sub. : Corporate Presentation- May, 2021

Sirs,

Enclosed please find Corporate Presentation May-2021.

Please take the same on records.

Thanking Your

Yours Faithfully
For The Supreme Industries Ltd.



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

The Supreme Industries Limited

Regd. Off. : 612, Raheja Chambers, Nariman Point, Mumbai-400 021. INDIA
CIN : L35920MH1942PLC0035S4 PAN : AAAC1344F

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sil narimanpoint@supreme.co.in

Corp. OP. : 1 161 & 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



Corporate Presentation

May- 2021





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**
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- **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
- 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 – 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 above 4 lakh MT annually
- Presence in the Indian plastic industry for over 54 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. 3300 crores and 3 more Plant envisaged along with several brown field expansion Capex of about Rs. 400 Crores planned in 2021-22.
- Bank Loan Rating : CRISIL AA/Positive Outlook
- Short Term Debt Programme Rating : CRISIL A1 plus
- Capitalisation

| Year | 30-Jun-13 | 30- Jun-15 | 31- Mar-17 | 31- Mar-19 | 31- Mar-20 | 31- Mar-21 |
|-----------------|-----------|------------|------------|------------|------------|------------|
| Rs. in Cr. | 4445.94 | 8577.49 | 13879.59 | 14193.35 | 11025.93 | 25947.78 |
| US\$ in Million | 808.35 | 1347.60 | 2138.28 | 2052.40 | 1457.20 | 3549.14 |

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

Shareholding Pattern

| Shareholders | Nos. | Holding % as on 31 st March, 2021 | |
|-------------------------------------|-------|--|----------|
| Promoters | 17 | | 48.85% |
| Institutional | 223 | | 33.12% |
| - FIIs/ Foreign Portfolio Investors | 159 | 16.62% | |
| - FIs / Mutual Funds | 64 | 16.50% | |
| Bodies Corporate | 455 | | 2.77% |
| Individual & Others | 47263 | | 15.26% |
| Total | 47958 | | 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
Y P Trivedi
R Kannan
Rajeev M Pandia
Sarthak Bahuria
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
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
Manish Poddar, Vice President (Commercial)
Parag Prabhu, Vice President (Finance)
Vivek Taparia, Vice President (Flexible Pkg. Film)
Sanjay Mishra, Sr. GM (MHD)

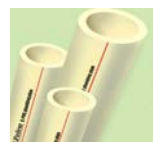
Awards & Recognitions



- Noida was the 1st plastic processing plant and 3rd 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 ten years by Plexcouncil.
- Supreme was awarded the Second Best exporter award in “Plastic Pipes and Hoses” category consecutively for last ten years by Plexcouncil.
- Supreme was awarded the Top exporter award in “Multilayer Film” category consecutively for last four years by Plexcouncil.
- 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 seven years.
- Gadegaon unit has bagged most coveted 8th 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.
- Company has received 9Th National Award for Technology Innovation in Petrochemical & downstream Plastic processing industry from Hon’ble Minister for Chemical & Fertilizers , Govt. of India for the design and development of Planetary Polyethylene foam extruder .

BUSINESS VERTICALS

Plastic Piping Division

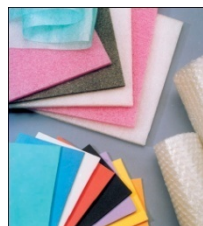
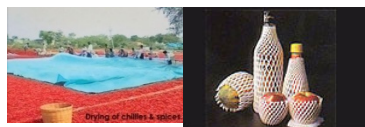


Consumer Products



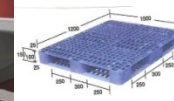
Packaging Products

- 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

| Business Vertical | Product Portfolio | Targeted Customer Segment | |
|-----------------------|--|---|--|
| Plastic Piping System | uPVC Pipes, Injection Moulded fittings, Handmade fittings, Polypropylene Random, Co-polymer Pipes & Fittings, HDPE Pipe Systems, CPVC Pipes Systems, Inspection Chambers, Water Tanks, Septic Tanks, Toilets, DWC HDPE PIPE System, Bath Fittings, Olefin Fittings, PEX Pipe system for hot water, Low noise pipe system, Solvents | <ul style="list-style-type: none"> ▪ Potable Water Supply ▪ Irrigation ▪ Sewage & Drainage ▪ Plumbing & Sanitation ▪ Industrial Pipe System ▪ Fire Sprinkler System ▪ Nal se Jal | |
| Consumer Products | Furniture | <ul style="list-style-type: none"> ▪ House Hold ▪ Office Establishments ▪ Institutions | |
| Industrial Products | Industrial Components Material Handling Products (Crates, Pallets, Bins & Dustbins) Composite LPG Cylinders | <ul style="list-style-type: none"> ▪ Auto Sector ▪ Electronic Household Appliances ▪ Water Purification - filters ▪ Soft Drink Companies ▪ Agriculture & Fisheries | |
| Packaging Products | Specialty Films Protective Packaging products Cross Laminated film products Cross Line Bonded Film Products | <ul style="list-style-type: none"> ▪ Consumer Appliances ▪ Food Industry ▪ Sports Goods ▪ Insulation ▪ Construction ▪ Automobiles | <ul style="list-style-type: none"> ▪ Agriculture ▪ Floriculture ▪ Horticulture ▪ Grain Storage ▪ Tarpaulin ▪ Pond lining |

Plastic Piping Division

Supreme[®]
People who know plastics best

Highlights

- Leading Quality Player with 8774 products for 33 different applications 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. Market is slowly moving away from unorganized players to organized players.
- Custom Designed products to suit Specific Applications
- Meets the specifications of various National & International standards.
- Has 1368 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
 - PEX Piping system for Hot Water

| Estimated Market Size in Rs. Crores | Supreme's Share in 2020-21 |
|-------------------------------------|----------------------------|
| 42000 | 10% |

Consumer Products – Furniture

Highlights

- Second-largest player in the plastic moulded Furniture with current Processing Capacity-30,000 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
 - ☐ Roto Moulded Furniture
- Clients – House Hold, Office Establishments & Institutions

| Estimated Market Size in Rs. Crores | Supreme's Share in 2020-21 |
|-------------------------------------|----------------------------|
| 2750 | 14% |

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
- Introdurers 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, Alluminium 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 2020-21 |
|-------------------------------------|----------------------------|
| 2000 | 12.00% |

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 | Jalgaon – Unit I (Maharashtra) | | | | ✓ | |
| 13 | Jalgaon – 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 | Sriperumbudur (Tamil Nadu) | ✓ | | | | |
| 25 | Urse (Maharashtra) | | | ✓ | | |

A Virtual Tour of the Plant - Gadegaon

Supreme[®]
People who know plastics best



-- Mega Project at Gadegaon spread over 132 acres



Visuals of other Plants

Supreme[®]
People who know plastics best



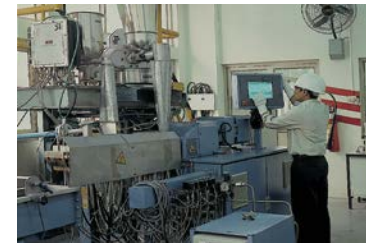
Durgapur



Halol



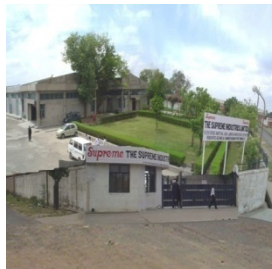
Hosur



Jalgaon



Gadegaon



Kanpur



Malanpur



Ghiloth



Kharagpur



Noida



Pondicherry



Silvassa



Talegaon



Chennai

Technical Collaborations



COMPANY

- Rasmussen Polymer Development, Switzerland
- Kautex GMBH
- Spears Mfg. Co. Los Angeles
- Calcamite Sanitary Services (PTY)
- Swiss XPLASTX Technology SRL, Romania

PRODUCT LINE

Cross-laminated Films

Composite LPG Cylinders

Fire Sprinkler Pipe System from CPVC

Septic Tanks

Cross Plastic Film

Financial Highlights (Standalone)

Rs. In Crores

| Year | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 | 2020-21 |
|--------------------|---------|---------|---------|---------|---------|---------|
| Share Capital | 25.41 | 25.41 | 25.41 | 25.41 | 25.41 | 25.41 |
| Reserves & Surplus | 1196.73 | 1528.04 | 1707.64 | 1967.24 | 2107.18 | 2843.76 |
| Net Worth | 1222.14 | 1553.45 | 1733.05 | 1992.65 | 2132.59 | 2869.17 |
| Total Assets | 2331.80 | 2675.43 | 2774.34 | 3069.22 | 3448.41 | 3982.65 |
| Secured Loans | 384.74 | 46.45 | 82.48 | 53.45 | 90.94 | - |
| Unsecured Loans | 27.35 | 181.90 | 165.27 | 108.97 | 320.00 | - |
| Total Debt | 412.09 | 228.35 | 247.75 | 162.42 | 410.94 | - |
| Net Block | 1252.86 | 1309.19 | 1428.40 | 1611.02 | 1700.66 | 1765.30 |
| Investments | 33.62 | 33.66 | 33.66 | 63.80 | 38.82 | 38.96 |
| Debt to Equity (x) | 0.34 | 0.15 | 0.14 | 0.08 | 0.19 | - |

Financial Highlights (Standalone)



Rs. In Crores

| Year | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 | 2020-21 | CAGR |
|----------------------|---------|---------|---------|---------|---------|---------|-------|
| Total Income | 2970.88 | 4469.79 | 4961.93 | 5551.52 | 5503.63 | 6372.83 | 17.43 |
| Y-o-Y Growth % | 3.94 | 12.84 | 11.01 | 11.88 | -0.86 | 15.79 | |
| EBIDTA | 461.84 | 766.37 | 789.13 | 749.22 | 848.75 | 1300.19 | 24.35 |
| EBIDTA % | 15.55 | 17.15 | 15.90 | 13.50 | 15.42 | 20.40 | |
| Depreciation | 104.57 | 154.29 | 167.15 | 183.54 | 205.67 | 212.78 | |
| EBIT | 357.27 | 612.08 | 621.98 | 565.68 | 643.08 | 1087.41 | 26.41 |
| EBIT % | 12.03 | 13.69 | 12.54 | 10.19 | 11.68 | 17.06 | |
| Financial Expenses | 28.88 | 30.26 | 20.64 | 26.00 | 20.18 | 9.50 | |
| Profit Before Tax | 328.39 | 581.82 | 601.34 | 539.68 | 622.90 | 1077.91 | |
| PBT % | 11.05 | 13.02 | 12.12 | 9.72 | 11.32 | 16.91 | |
| Profit After Tax | 211.50 | 377.17 | 400.31 | 362.25 | 492.68 | 801.38 | 32.37 |
| PAT % | 7.12 | 8.44 | 8.07 | 6.53 | 8.95 | 12.57 | |
| EPS (basic FV Rs. 2) | 16.78 | 29.87 | 31.60 | 28.52 | 38.79 | 63.09 | |
| ROE (%) | 22.32 | 28.09 | 27.00 | 21.00 | 24.71 | 33.49 | |
| ROACE (%) (Pre tax) | 29.06 | 36.34 | 35.61 | 29.20 | 29.48 | 43.15 | |

Excluding Property Business & Exceptional items ²²

Financial Highlights (Consolidated)

Rs. In Crores

| Year | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 | 2020-21 |
|--------------------|---------|---------|---------|---------|---------|---------|
| Share Capital | 25.41 | 25.41 | 25.41 | 25.41 | 25.41 | 25.41 |
| Reserves & Surplus | 1290.31 | 1670.31 | 1869.49 | 2128.56 | 2235.78 | 3143.80 |
| Net Worth | 1315.72 | 1695.72 | 1894.90 | 2153.97 | 2261.19 | 3169.21 |
| Total Assets | 2425.05 | 2817.34 | 2936.11 | 3229.27 | 3618.54 | 4282.30 |
| Secured Loans | 384.74 | 46.45 | 82.48 | 53.45 | 90.94 | - |
| Unsecured Loans | 27.35 | 181.90 | 165.27 | 108.97 | 320.00 | - |
| Total Debt | 412.09 | 228.35 | 247.75 | 162.42 | 410.94 | - |
| Net Block | 1252.87 | 1309.20 | 1428.40 | 1611.02 | 1700.66 | 1765.30 |
| Investments | 126.16 | 174.63 | 193.68 | 222.33 | 207.28 | 336.59 |
| Debt to Equity (x) | 0.31 | 0.13 | 0.13 | 0.08 | 0.18 | - |

Financial Highlights (Consolidated)

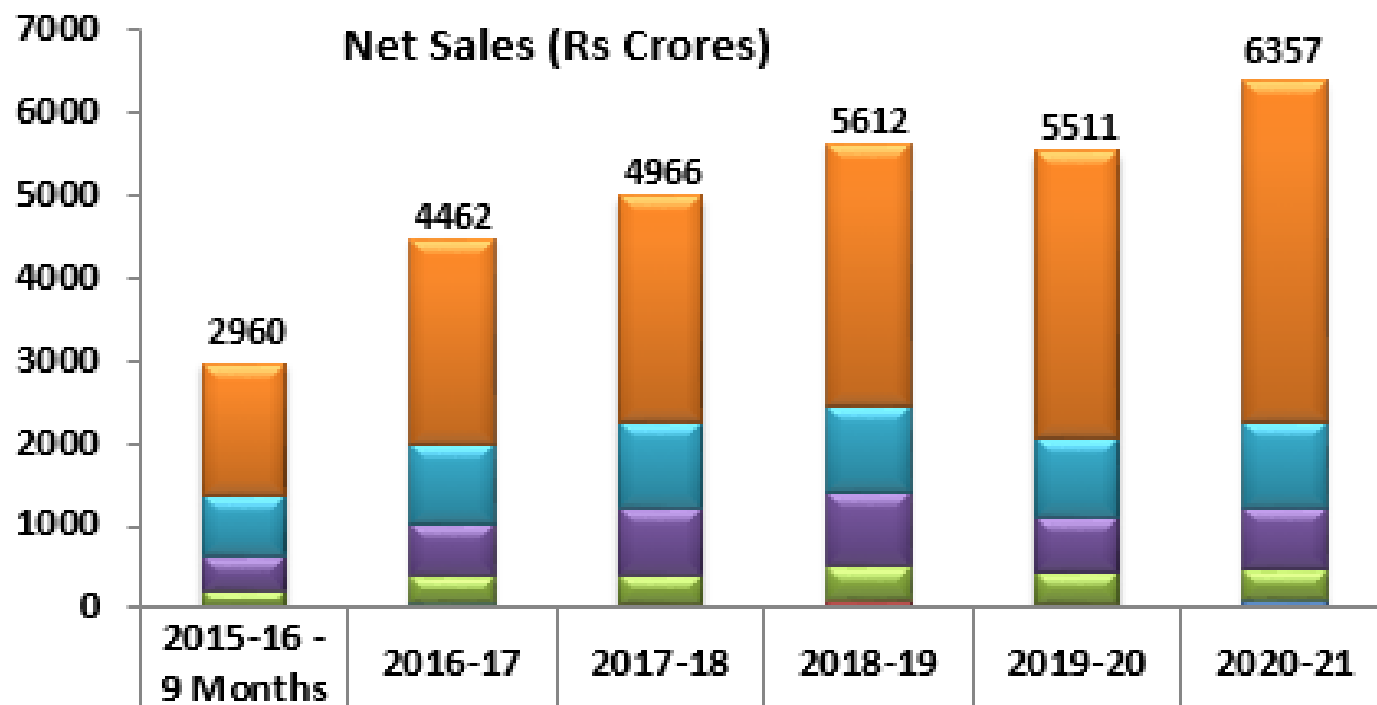


Rs. In Crores

| Year | 2015-16 | 2016-17 | 2017-18 | 2018-19 | 2019-20 | 2020-21 | CAGR |
|----------------------|---------|---------|---------|---------|---------|---------|-------|
| Total Income | 2979.04 | 4520.99 | 4983.82 | 5553.2 | 5517.75 | 6507.32 | 17.88 |
| Y-o-Y Growth % | 3.94 | 13.82 | 10.24 | 11.42 | -0.64 | 17.93 | |
| EBIDTA | 470.09 | 817.34 | 811.33 | 751.39 | 862.22 | 1434.51 | 26.48 |
| EBIDTA % | 15.78 | 18.08 | 16.28 | 13.53 | 15.63 | 22.04 | |
| Depreciation | 104.57 | 154.29 | 167.15 | 183.54 | 205.67 | 212.79 | |
| EBIT | 365.52 | 663.05 | 644.18 | 567.85 | 656.55 | 1221.72 | 28.92 |
| EBIT % | 12.27 | 14.67 | 12.93 | 10.23 | 11.90 | 18.77 | |
| Financial Expenses | 28.88 | 30.26 | 20.64 | 26.00 | 20.18 | 9.50 | |
| Profit Before Tax | 336.64 | 632.79 | 623.54 | 541.85 | 636.37 | 1212.22 | |
| PBT % | 11.30 | 14.00 | 12.51 | 9.76 | 11.53 | 18.63 | |
| Profit After Tax | 219.75 | 428.14 | 422.51 | 364.42 | 458.94 | 978.14 | 36.94 |
| PAT % | 7.38 | 9.47 | 8.48 | 6.56 | 8.32 | 15.03 | |
| EPS (basic FV Rs. 2) | 17.43 | 33.88 | 33.34 | 28.69 | 36.13 | 77.00 | |
| ROE (%) | 23.19 | 30.28 | 25.85 | 19.32 | 21.46 | 37.52 | |
| ROACE (%) (Pre tax) | 29.73 | 37.77 | 33.98 | 27.13 | 28.00 | 44.33 | |

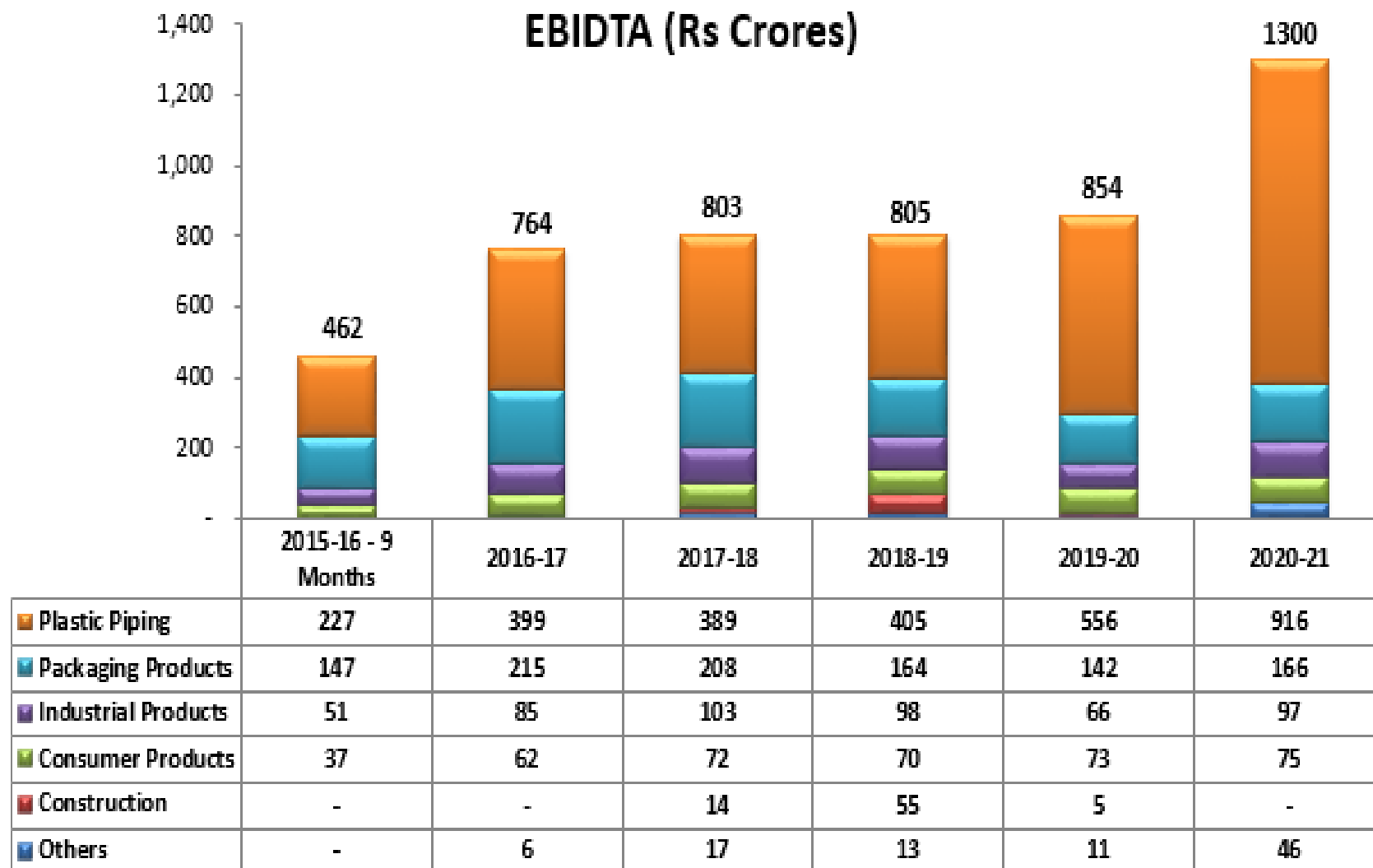
Excluding Property Business & Exceptional items 24

Financial Highlights – Segment Wise

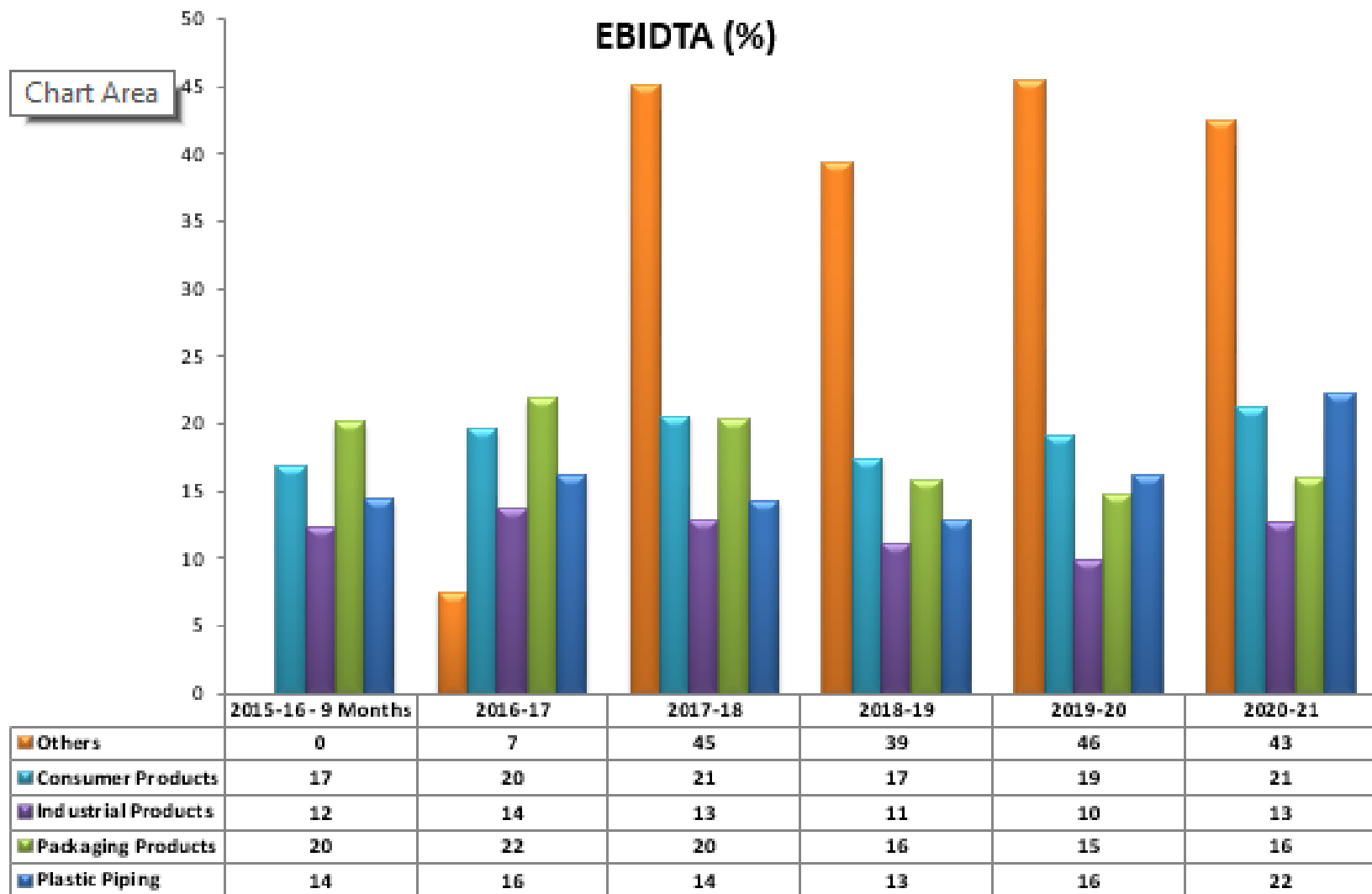


| | 2015-16 - 9 Months | 2016-17 | 2017-18 | 2018-19 | 2019-20 | 2020-21 |
|---------------------|--------------------|---------|---------|---------|---------|---------|
| Plastic Piping | 1585 | 2467 | 2729 | 3173 | 3445 | 4099 |
| Packaging Products | 728 | 981 | 1022 | 1042 | 959 | 1035 |
| Industrial Products | 419 | 624 | 801 | 885 | 673 | 761 |
| Consumer Products | 217 | 315 | 352 | 399 | 383 | 354 |
| Construction | - | - | 24 | 81 | 26 | - |
| Others | 11 | 75 | 38 | 32 | 25 | 108 |

Financial Highlights – Segment Wise



Financial Highlights – Segment Wise



Financial Highlights (Consolidated)



Rs in crores

2015-16 2016-17 2017-18 2018-19 2019-20 2020-21

Cash Flow Summary

| | | | | | | |
|--|----------|----------|----------|----------|----------|----------|
| Cash and Cash Equivalents at Beginning of year | 178.99 | 23.79 | 75.10 | 31.97 | 32.07 | 219.89 |
| Net Cash from Operating Activities | 296.39 | 463.88 | 507.58 | 555.74 | 539.33 | 1246.37 |
| Net Cash Used in Investing Activities | (218.05) | (202.20) | (266.87) | (239.61) | (195.94) | (200.62) |
| Net Cash Used in Financing Activities | (233.54) | (210.37) | (233.84) | (316.03) | (155.53) | (505.50) |
| Effect of fair value of Liquid mutual funds | - | - | - | - | -0.04 | 1.38 |
| Net Inc/(Dec) in Cash and Cash Equivalent | (155.20) | 52.41 | (43.13) | 0.10 | 187.82 | 541.60 |
| Cash and Cash Equivalents at End of the year | 23.79 | 76.20 | 31.97 | 32.07 | 219.89 | 761.52 |

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
- Roto Moulded Furniture

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.

Increase channel partners and widen as well as deepen the distribution network

Focus on technological innovation and enhance product portfolio of existing offerings as well as new offerings

Widen Distribution Network

Increase Share of Value Added Products

Diversify Product Portfolio

Capacity Expansion

Focus on technological innovations and designs and enhance the overall contribution of Value Added products.

The existing capacity to be enhanced to 8,00,000 MT by 2022-23 with capex of around Rs. 750 to 850 crores in next two years.

The Way Forward

- *To remain Debt free*
- *To remain focussed on Core business of Plastics and related products*
- *To remain on the path of Cost optimization*

Product Segment Wise Expansion Plan

- Total plants to go up to 28 from existing 25 by 2021-22
- Expected to add more new locations going forward
- Total capex envisaged of about Rs. 400 crores

In 2021-22

| Division | Proposed Locations for 2021-22 |
|---|--------------------------------|
| Plastic Piping System & Roto Moulded Products | Assam |
| Plastic Product complex | Orissa |
| Plastic Product complex | Tamilnadu |

Diversify Product Portfolio

- Increase range of Products within existing product lines
- Patented Cross Plastic Film Product
- Large Varieties of Pipe Fittings
- Fusion Furniture
- Protective Packaging Innovative Products
- Special varieties of Performance Packaging Film
- PEX Piping System
- Polyolefin Fittings by compression moulding and Electrofusion process

Expansion Strategy in Detail



Increase Share of Value Added Products

- VA products are those where OPM > 17%

| | 2019-20 | | | 2020-21 | | |
|-------|--------------------|-----------------------------|-----------------------------|--------------------|-----------------------------|-----------------------------|
| | Total Net Turnover | Share of Specialty Business | Specialty Business Turnover | Total Net Turnover | Share of Specialty Business | Specialty Business Turnover |
| Total | 5407.65 | 38.28% | 2070.23 | 6176.82 | 40.15% | 2480.39 |

Widen Distribution Network

- Increase reach in existing locations and capture market share in untapped locations
- Strengthen and revamping channel partners and increase the distribution network, which at present is over 4,000 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[®]
People who know plastics best

- One of the largest single site Polystyrene (PS) producer in the world, largest producer domestically.

- Current Effective Capacity:

| | | |
|--|---------------------------|--------------|
| Polystyrene (PS) | 2,10,000 TPA expanding to | 3,00,000 TPA |
| Speciality Polymers Compound & Masterbatches | | 30,000 TPA |
| Expandable Polystyrene | 72,000 TPA expanding to | 1,02,000 TPA |
| Styrene Methyl Methacralate | | 42,000 TPA |

(Within the overall capacity of Polystyrene)

| | |
|---------------------------|--------------|
| Extruded Polystyrene Foam | 72,000 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 30.78% 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 |
|-------------------|------------------------------|----------------------|---|
| 2021 | 279.46 | 1100% | 22.00 |
| 2020 | 214.39 | 700 | 14.00 |
| 2019 | 199.08 | 650 | 13.00 |
| 2018 | 183.69 | 600 | 12.00 |
| 2017 | 229.33 | 750 | 15.00* |
| 2016 | 114.99 | 375 | 7.50 |

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 present price of Rs. 2042 . Appreciation in value by about Rs. 2237 crores
- IV. Unlocking the wealth by developing Commercial Complex at Andheri (Mumbai)
- V. The Total Shareholder Return (TSR) for last 10 years is CAGR 27.81% i.e. an amount of Rs. 100 invested in The Supreme Industries Limited Shares on 01 April' 2010 have increased 111 times as on 31Mar2021.

*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 & Ajmer division and Ladnun Tehsil in Nagour District & 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 & 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 it's 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 & oxyzen pipe line etc. for Covid treatment at local hospitals
- **Monetary Contribution towards**
 - ☐ Medical & healthcare Facilities
 - ☐ ITI's
 - ☐ Aurvedic Hospitals
 - ☐ Education
 - ☐ Upliftment of underpriveledged
 - ☐ 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 .

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THANK YOU

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