

# **INVESTORS PRESENTATION**

FY 2022-23



















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## **BUSINESS HIGHLIGHTS - FY 2022-23**



- ☐ Company continues to be Debt Free and having Cash surplus of Rs. 738 Crs. at the end of Mar, 2023
- ☐ Despite adverse R M volatility challenges, Company has achieved volume growth of about 29 %, Company could sustain its financial performance as under:

OPM of Rs. 1200 Crs. V/s. 1242 Crs (Excluding non operating income)

PBT of Rs. 1010 Crs. V/s. 1075 Crs. and

PAT of Rs. 764 Crs. V/s 812 Crs. in previous year.

☐ Company has incurred/committed Capex during the year:

Additions to Assets: Rs. 541 Crs.

Capital work in Progress: Rs. 84 Crs.

Capital Commitment Carried forward: Rs. 153 Crs.

Thus aggregating to Rs. 778 Crs. including C/Forward of previous year commitments of Rs. 280 Crs. & CWIP of Rs. 156 Crs.

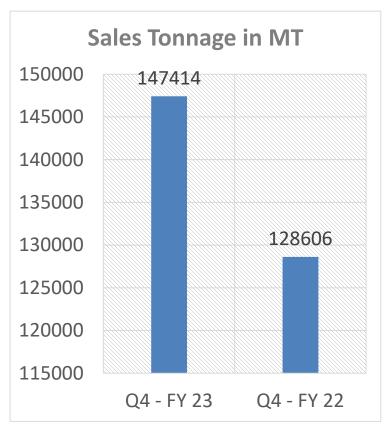
## **BUSINESS HIGHLIGHTS - FY 2022-23**

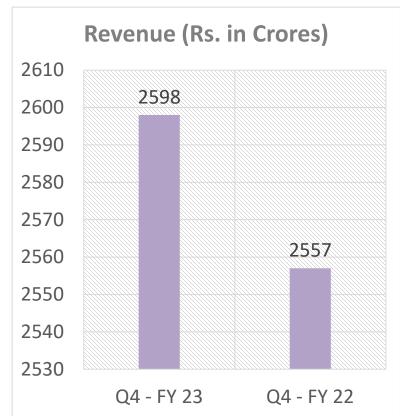


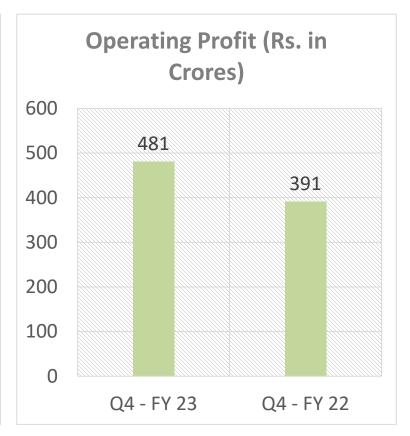
- Raw Material Prices continue to slide down till November. The prices of different Polymers particularly for polypropylene (PP), Low Denier Polyethylene (LDPE) and Poly Vinyl Chloride (PVC) have gone down between Rs. 41 per kg to Rs. 66 per kg since beginning of the year till November i.e. a reduction between 28% to 46%. Severest fall among them was in PVC Resin which has corrected thereafter by Rs. 8 per kg.
- ☐ For the first time after 2000-01, Company has taken up in hand implementation of 3 greenfield project simultaneously which all have been successfully commissioned during the year:
  - Plastic piping Product plant at Guwahati (Assam) has been completed and the same has gone into commercial production w.e.f. 1<sup>st</sup> July'22.
  - 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.
  - Plastic piping Product plant at Cuttack (Odisha) has been completed and the same has gone into commercial production w.e.f. 17<sup>th</sup> February'23.

## FINANCIAL HIGHLIGHTS Q4 FY-23



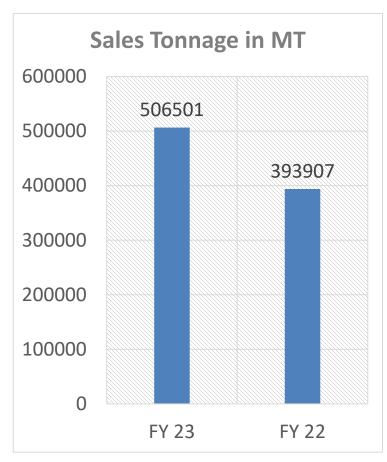


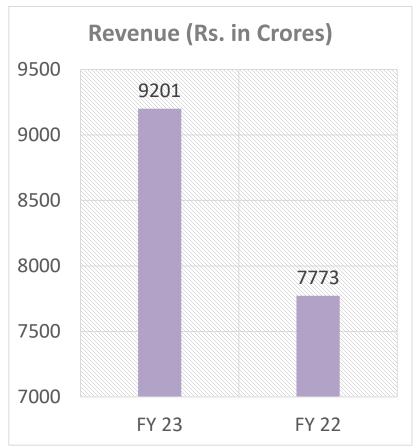


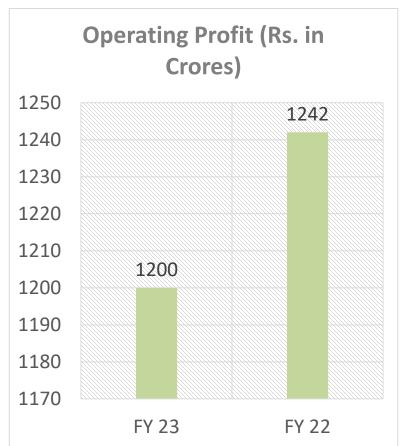


## FINANCIAL HIGHLIGHTS FY-23









## FINANCIAL HIGHLIGHTS



Rs. in Crores

Year	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23	CAGR	
Sales Tonnage (in MT)	371176	397983	411521	409109	393907	506501	6.76	
Y-o-Y Growth %	8.88	7.22	3.40	-0.59	-3.72	28.58		
Total Income	4961.93	5551.52	5503.63	6383.59	7840.51	9283.35	14.10	
Y-o-Y Growth %	11.01	11.88	-0.86	15.99	22.82	18.40		
EBIDTA	789.13	749.22	848.75	1312.74	1309.89	1281.84	10.75	
EBIDTA %	15.90	13.50	15.42	20.56	16.71	13.81		
Depreciation	167.15	183.54	205.67	212.78	229.52	263.39		
EBIT	621.98	565.68	643.08	1099.96	1080.37	1018.45	10.94	
EBIT %	12.54	10.19	11.68	17.23	13.78	10.97		
Financial Expenses	20.64	26.00	20.18	22.05	5.15	8.02		
Profit Before Tax	601.34	539.68	622.90	1077.91	1075.22	1010.43		
PBT %	12.12	9.72	11.32	16.89	13.71	10.88		
Profit After Tax	400.31	362.25	492.68	801.38	811.89	764.47	14.59	
PAT %	8.07	6.53	8.95	12.55	10.36	8.23		
EPS (basic FV Rs. 2)	31.60	28.52	38.79	63.09	63.91	60.18		
ROE (%)	27.00	21.00	24.71	33.49	26.88	21.14		
ROACE (%) (Pre tax)	35.61	29.20	29.48	43.65	35.91	28.39		

## FINANCIAL HIGHLIGHTS



Rs. in Crores

Year	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Share Capital	25.41	25.41	25.41	25.41	25.41	25.41
Reserves & Surplus	1707.64	1967.24	2107.18	2843.76	3362.53	3819.35
Net Worth	1733.05	1992.65	2132.59	2869.17	3387.94	3844.76
Total Assets	2774.34	3069.22	3448.41	3982.65	4540.36	5137.59
Secured Loans	82.48	53.45	90.94	_	-	-
Unsecured Loans	165.27	108.97	320.00	_	-	-
Total Debt	247.75	162.42	410.94	_	-	-
Net Block	1428.40	1611.02	1700.66	1765.30	1923.05	2147.95
Investments	33.66	63.80	38.82	38.96	21.87	22.30
Debt to Equity (x)	0.14	0.08	0.19	-	-	-

### FINANCIAL HIGHLIGHTS

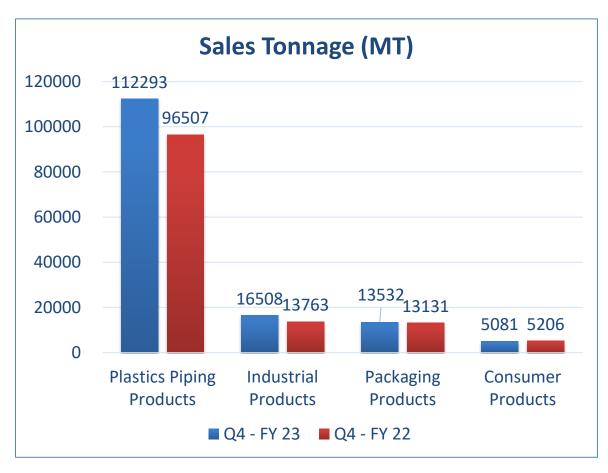
People who know plastics best

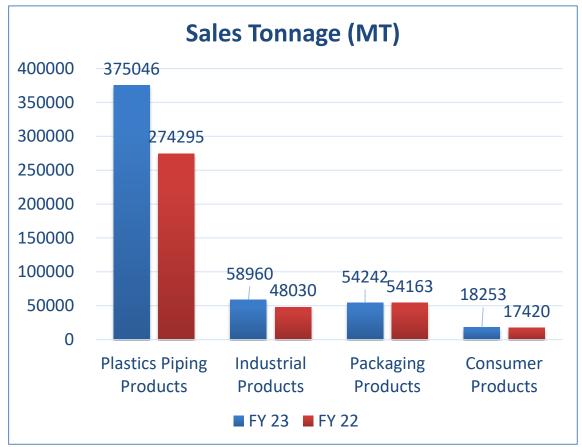
Rs. in Crores

Particulars	2017-18	2018-19	2019-20	2020-21	2021-22	2022-23
Cash Flow Summary						
Cash and Cash Equivalents at Beginning of year	75.1	29.15	30.61	218.50	759.46	517.54
Net Cash from Operating Activities	504.74	557.04	539.37	1245.69	470.98	891.39
Net Cash Used in Investing Activities	(266.85)	(239.55)	(195.92)	(200.61)	(403.49)	(348.86)
Net Cash Used in Financing Activities	(283.84)	(316.03)	(155.52)	(505.50)	(310.31)	(326.97)
Effect of fair value of Liquid mutual funds	-	-	(0.04)	1.38	0.90	4.58
Net Inc/(Dec) in Cash and Cash Equivalent	(45.95)	1.46	187.89	540.96	(241.92)	220.14
Cash and Cash Equivalents at End of the year	29.15	30.61	218.50	759.46	517.54	737.68

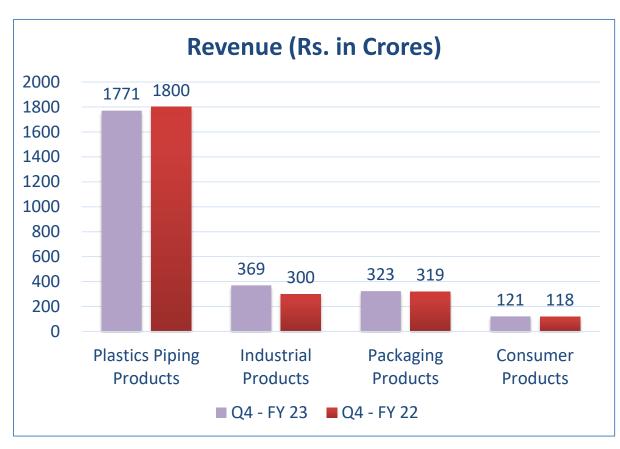
- Strong cash accruals and favourable capital structure, which provides financial flexibility to raise resources as and when required
- Positive cash flows at its operating as well as net level

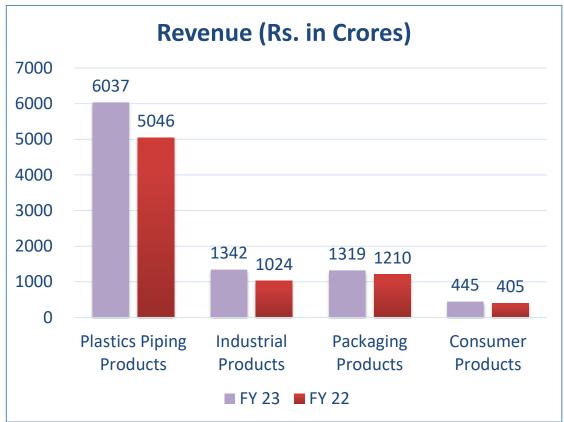




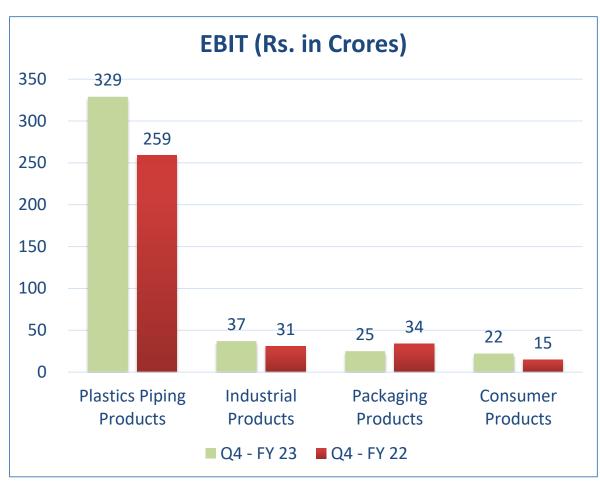


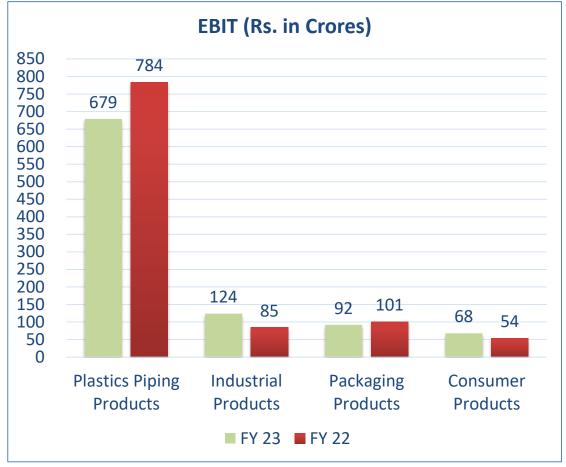




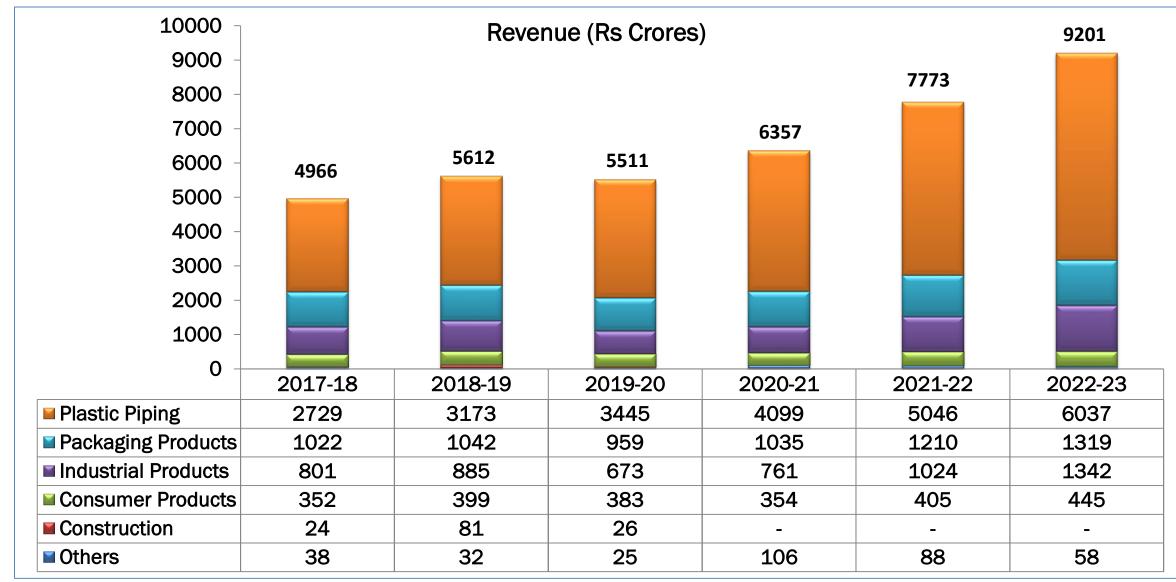




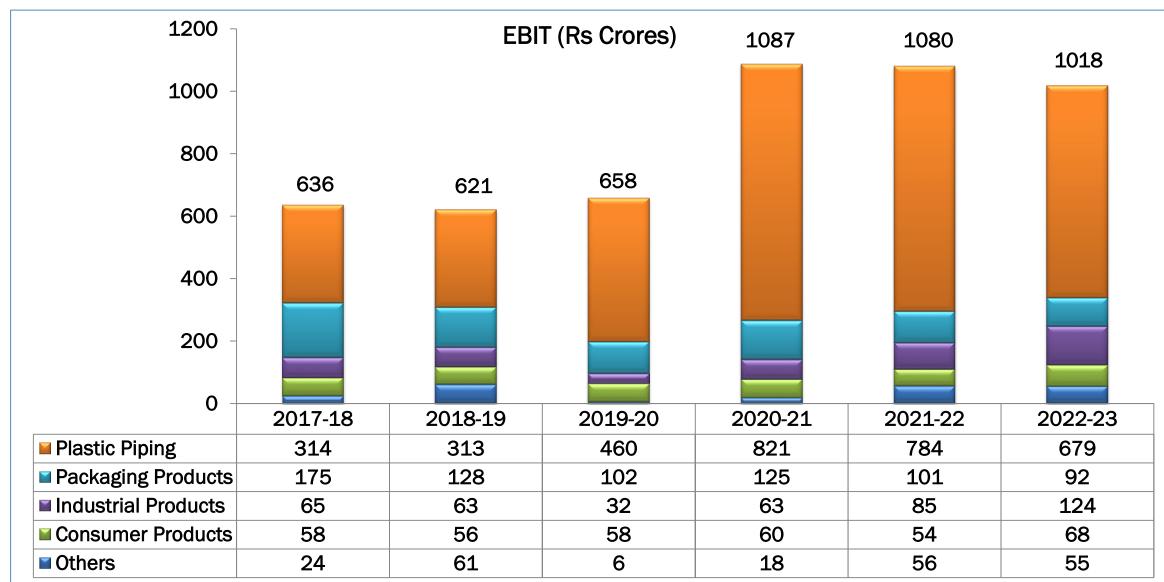






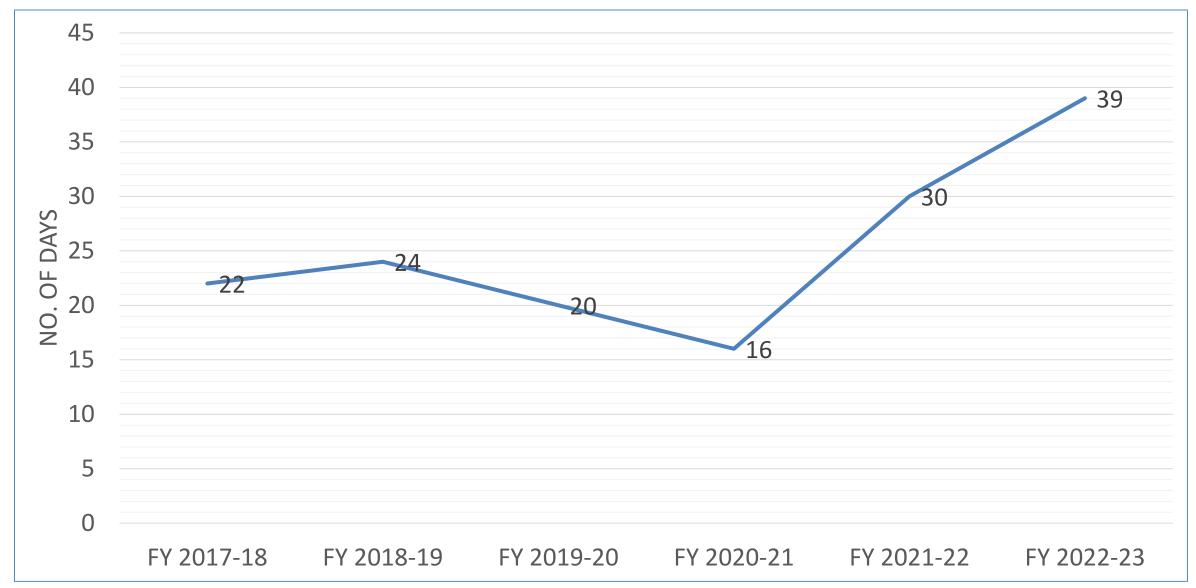






## **WORKING CAPITAL CYCLE**





### 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 56 years under present management
- Diversified revenue model with a large product portfolio across 4 verticals.
- 28 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-17	31- Mar-19	31- Mar-20	31- Mar-21	31- Mar-22	31- Mar-23
Rs. in Cr.	13879.59	14193.35	11025.93	25947.78	25954.77	31904.77
US\$ in Million	2138.28	2052.40	1457.20	3549.14	3424.45	3882.77

## 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

## **SHAREHOLDING PATTERN**



Shareholders	Nos.	Holding % as on 31 <sup>st</sup> Mar, 2023		
Promoters	17		48.85%	
Institutional	296		33.77%	
- FIIs/ Foreign Portfolio Investors	215	18.10%		
- FIs / Mutual Funds	81	15.67%		
Bodies Corporate	522		1.25%	
Individual & Others	81140		16.13%	
Total	81975		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

R Kannan

Rajeev M Pandia

Sarthak Behuria

Ms. Ameeta Parpia

Pulak Prasad (w.e.f. 28<sup>th</sup> April'23)

Vipul Shah (w.e.f. 28th April'23)

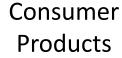
## Management Team

- 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**







#### **Industrial Products**







■ Protective **Packaging Products** 

Specialty Films

Cross Laminated Film Products

- Industrial Component
  - Material Handling Division
  - Composite LPG Cylinders























## PRODUCT PORTFOLIO GLIMPSE



## **Plastic Piping System**





















## PRODUCT PORTFOLIO GLIMPSE

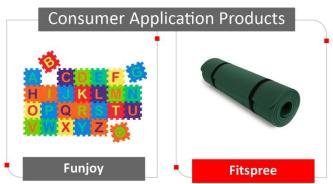


#### **Protective Packaging Products**









#### **Moulded Furniture**













#### **Material Handling Products**











## PRODUCT PORTFOLIO GLIMPSE



#### Multi-layer Cross Laminated Films













#### **Performance Packaging Films**









#### **Industrial Moulded Products**

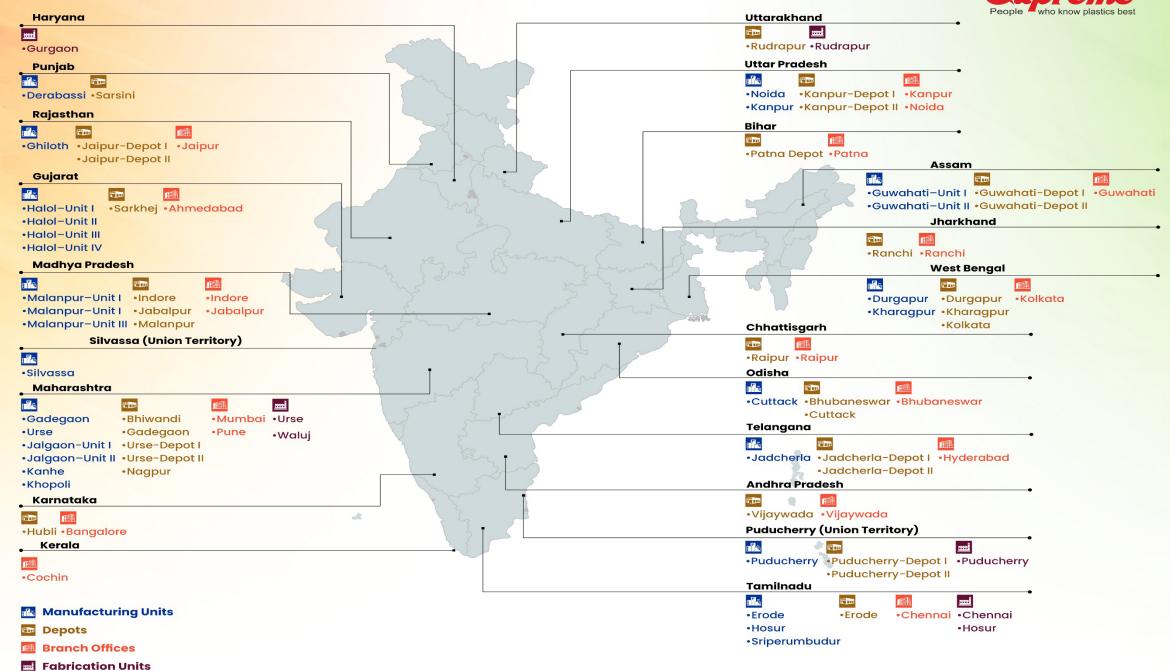


#### **Composite Cylinder**



#### SUPREME PRESENCE IN INDIA





# VIRTUAL TOUR OF PLANTS















## **VIRTUAL TOUR OF PLANTS**

















# **VIRTUAL TOUR OF PLANTS**





















## TECHNICAL COLABORATIONS



#### **COMPANY**

PRODUCT LINE

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

**Cross-laminated Films** 

Cross Plastic Film

Composite LPG Cylinders

Fire Sprinkler Pipe System from CPVC

Septic Tanks

## PARTICIPATION AT EXHIBITIONS















## PARTICIPATION AT EXHIBITIONS















## PLUMBING TRAINING CENTRE









**Inauguration of An Advanced Plumbing Training Centre** 





Plumbing Workshops And Professional Training Program

## **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 14001certification
- Lower carbon emission
- Renewable power usage
- Waste management
- CII certified green products
- Water and energy conservation









Solar Plants Tree Plantation

## **SUSTAINABILITY FACTOIDS**





100867 tCO<sub>2</sub> saved from 2019-20 onwards

Grid: 85.08% D.G: 0.83%



Recycling Rate: 92%

Solar Size: 28.04 MWp Solar Power: 324.66 Lakh's

kWH



Sustainalytics Score: 22.7

Wind Power: 120.01 lakhs kWH



## **AWARDS & ACCOLADES**













# 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 / Availability Risk

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

- Widening its Sourcing base
- Monitoring external environment and evaluating alternate availability for uninterrupted supplies
- 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

#### Talent Management – Human Resources Risk

Developing, retaining and recruiting key talent is key to achieve Company's growth plans and aspirations

- On boarded senior managerial personnel Chief Human Resource Officer to oversee all related activities
- Structured process for identifying critical roles & assessing potential talent
- Designing strategic learning & development programs to bridge current gaps and develop skills linked to future growth

#### Cyber Security Risk

Digital attacks on systems, networks and programs capable of interrupting normal business processes are common threat to industry apart from leakages/misuse of confidential information

- Robust security mechanism in place and being upgraded on continuous basis
- Robust endpoint data protection EDR system in place
- · Real time monitoring, high availability of network & Disaster Recovery is in place

# THE WAY FORWARD



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

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

Widen Distribution Network

Increase Share of Value
Added Products

Diversify Product
Portfolio

Capacity Expansion

The existing capacity to be enhanced to 1 Million MT by 2024-25.

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

#### The Way Forward

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

## THE WAY FORWARD



## ➤ Product Segment Wise Expansion Plan

- Regular Capex at existing 28 plants
- Expected to add more new locations going forward
- Total capex envisaged of about Rs.750 To Widen Distribution Network crores during 2023-24

## **→** 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

- 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 4,500 channel partners.

### To Increase Share of Value Added Products:

VA products are those where OPM > 17%

	2022-23			2021-22		
	Total Net Turnover	Share of Specialty Business	Specialty Business Turnover	Total Net Turnover	Share of Specialty Business	Specialty Business Turnover
Total	9142.89	36.41%	3328.87	7684.86	37.87%	2910.54

# **COMMITMENT TO SHAREHOLDERS**



Last 6 y	years	Dividend	Payout	History
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March Year Total Dividend- As a % of Per Share Amount Ending Outgo Crores Face Value Paid in Rs. on FV Rs.2 per share

2023	330.27	1300%	26.00
2022	304.87	1200%	24.00
2021	279.46	1100%	22.00
2020	214.39	700%	14.00
2019	199.08	650%	13.00
2018	183.69	600%	12.00

Regular Bonuses	s 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. 2512. Appreciation in value by about Rs. 2759 crores
- IV. Unlocking the wealth by developing Commercial Complex at Andheri (Mumbai)
- V. The Total Shareholder Return (TSR) for last 10 years is CAGR 22 % i.e. an amount of Rs. 100 invested in The Supreme Industries Limited Shares on 01 April' 2010 have increased 138 times as on 31st Mar'2023.



- 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 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 sanitation facility at village Jaswantgarh in district Naguar at Rajasthan
  - Provided constructed houses & toilets to underprivileged in rural area of Rajathan
  - 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
- 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.

- ✓ 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)







✓ Managing Mobile Computer Buses to impart learning of Computer education, Maths & science / English in village areas



People who know plastics best

✓ 86" digital board in govt. Secondary school Jeeli, Sujangarh



✓ Sweater Distribution to Students at various Schools at Rajasthan



✓ MOU Signed with Education Department of Churu district (Rajasthan) for Toilet Construction/ICT Lab/ **Digital Interactive Boards 2022-23** 



## राजकीय विद्यालयों में शिक्षा के साथ डिजिटल शिक्षा एवं संस्कृत शिक्षा के बारे में सकारात्मक चर्चा हुई

परिसर में प्रसिद्ध भामाजाह बजरंग लाल तापडिया एवं महाबीर प्रसाद के साथ जिला कलेक्टर की बैठक शिक्षा एवं संस्कृत शिक्षा के बारे में सकारात्मक चर्चा हुई बैठक में



साबिध्य में सिद्धार्थ सिहाग - जिला अजरंगलाल तापडिया व महावीर कियाशील आईसीटी लैंब हेत् सिंह यादव तथा के सभी सात फाउण्डेशन के द्वारा चरू जिले के पर सप्रीम फाउण्डेशन , जसवन्तगढ़ ब्लॉक के सीबीईओ ओमदत्त सात ब्लॉक में राजकीय विद्यालयों व शिक्षा विभाग चरू के मध्य करार सारण- ब्लॉक , सुमन जाखड- में बालिका शौचालय , आईसोटी लैब सिद्धार्थ सिहाग- बिला क्लेक्टर व एवं पुष्पगुच्छ देकर स्वा तारानगर ब्लॉक , बबलेश शर्मा, को क्रियाशील बनाने तथा सुजानगढ जिला मजिस्ट्रेट की उपस्थिति में

। उपरोक्त बैठक में भामाशाह लगाने सहित सुजानगढ़ की सभी बच्चों से रूबरू होकर सुप्रीम अशोक पारीक अंवरलाल इ.वी.संटीप ब्लॉक के चयनित 67 राजकीय किया गया । इस अवसर पर सप्रीम बगड़िया, माधवा प्रसाद तापड़िय

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# **THANK YOU**

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