



**MP Taparia**  
Managing Director

#### Financial Snapshot (In ₹ mn)

Total Income	55,300.6
Net Profit	4,963.9
Networth	21,325.9

#### Ratios

NPM (%)	9.0
RONW (%)	23.3
Current Ratio (times)	1.4

(As on Mar 31, 2020)

#### Management Details

##### Chairman

B L Taparia

##### Managing Director

M P Taparia

##### Executive Directors

S J Taparia

V K Taparia

##### Directors

B V Bhargava

Y P Trivedi

R Kannan

R M Pandia

Ms Ameeta Parpia

Sarthak Behuria

# The Supreme Industries Limited

612, Raheja Chambers, Nariman Point, Mumbai – 400 021, Maharashtra

Website: www.supreme.co.in

<b>Top 500 Ranking</b>	Income	177	Net Profit	162	Networth	259
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## About the Company

Incorporated in 1942, The Supreme Industries Ltd (“Supreme” or “The Company”) is one of the country’s largest plastics processors, handling volumes of over 400,000 tonnes of polymers annually. The company is engaged in the processing of polymers and resins into finished plastic products. Most of the products supplied by the Company are functional products and are of day-to-day use.

Supreme operates across four business divisions and has forayed into different types of plastic processing in injection moulding, rotational moulding (ROTO), extrusion, compression moulding, blow moulding etc. As a leading plastic processor and producer of diversified finished products, the company has entered into various technical collaborations for different product lines. Supreme has a Design and Development Centre as well as testing lab and quality facilities at its plants to regularly carry out different test work on products at various stages of production process to ensure quality standards and efficiencies.

## Business Operations

The company offers a wide range of plastic products with a variety of applications in Plastic Piping System, Consumer Products, Industrial Products & Packaging Products segments.

Supreme operates from 25 manufacturing sites across 12 states and Union Territories. 3 more units are in pipeline and work on the same is already commenced. The Company is committed to reach all the Tehsil areas of the Country. The Company’s active channel partners’ strength increased to 4,034 as on March 2021.

\*For the year ended 31st March 2021, Total Income is ₹ 63,728 million., Net Profit stands at ₹ 8,013.8 million, Networth is ₹ 28,691.7 million. NPM (%) is 12.57, RONW (%) 27.93, ROACE (%) 41.58, Current Ratio (times) is 2.13.

## Product Portfolio

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**a) Plastics Piping Systems:** Supreme product offerings under this segment includes uPVC Pipes, Injection Moulded PVC fittings and handmade fittings, Polypropylene Random Co-polymer pipe system, HDPE Pipe Systems, CPVC Pipes Systems, Inspection Chambers, manholes, Toilets Bath fittings, Roto Moulded Tanks and Fittings and Solvents, Industrial Piping System, DWC Pipe System and Fire Sprinkler System. The total product portfolio in Plastic Pipe System has reached 8774 nos. The Company introduced 154 nos. of variety of Injection Moulded Pipe fittings during 2020-21. The AQUAKRAFT Bath Fittings introduced by the Company are well established now including newly launched Chrome Plated range. Flame Guard CPVC pipe system made by the Company is considered as a very safe material for the use in fire sprinkler system in many parts of the country. The Company has put plans in place to substantially increase the business of Water Tanks. The Company has started manufacturing variety of Specialized Valves such as Butterfly Valves, Swing Check Valves, Ball type non-return Valve etc. These Valves have been designed for different applications like Industrial, Agriculture and Plumbing segment. The machinery installation work for PEX system and Olefins moulded fittings are getting completed. The Company will launch these products from its Jadcherla plant in Telangana during July’21-Sep’21 quarter. The Company has added 154 direct business Channel partners during the year taking the total to 1368 Numbers. There are now more than 35,900 retailers and 90,000 Plumbers connected with Piping

System Business on regular basis. The Company plans to start three new manufacturing units at new locations viz. Guwahati (Assam), Cuttack (Odisha) and Perundurai (Tamil Nadu) for Plastic Pipes, Water Tanks, and Septic Tanks etc.

- b) Consumer Products:** The Company manufactures furniture using three different technologies, namely injection moulding, blow moulding and Roto moulding. Supreme introduces new models on a continuous basis. Some models are introduced with Gas Injection moulding technology using glass reinforced polymers. Supreme is committed to make available its furniture across India and is aggressively working towards increasing its retail penetration. The Company currently has 13,650 retailers selling its furniture who are serviced through network of 1,251 channel partners. Supreme plans to add 1,400 retail outlets during the year. Supreme's furniture range is sold on various e-commerce portals. The company's export business in 2020-21 grew by 27% over previous year.
- c) Industrial Products:** Includes Industrial Components, Material handling System and Pallets - Roto moulded crates, pallets and garbage bins and Composite LPG Cylinders. The business scenario in the Industrial Component remains bullish in medium and long term with business-friendly policies by the Govt. Company has planned need based capacity augmentation to handle the projected increased demand going forward. In the Material Handling Products, with the increased demand, the division is augmenting its production capacities by expansion. There is an improved volume of Industrial Crates, Injection Pallets and one-time Cargo Pallets. increased focus is on to meet the requirements of F&V, e-commerce, retail and FMCG. Company keeps strong focus on Fisheries Jumbo Crates. The Company also plans to introduce new models in Pallets, Crates and Ice boxes in Roto Moulding. In Composite LPG cylinder business, M/s Indian Oil Corporation Limited, purchased small quantity of Composite Cylinders in March 2021 for marketing trials in 4 cities of India. This augurs well for the long-awaited introduction of Composite Cylinders in Indian market. Repeated orders from multiple existing as well as new customers stood testimony to the excellent quality of the current product offering.
- d) Packaging Products:** These products include Flexible Packaging Film products, Protective Packaging Products (PPD) and Cross Laminated Film products and crossline bonded film products. The films division achieved total sales of 7,816 MT in FY21 as against 7,722 MT in FY20. In PPD the Volume was lower by 7.6%. The business of Cross Laminated Film & Products recorded an impressive growth of about 28% in volume terms

### Renewable Energy – a way forward

The Company is committed and has taken very focused approach to ensure that it uses more and more green and renewal energy and becomes more environment friendly. Initial steps had been taken earlier by installing captive generation solar plants and Rooftop Solar plants at some of its plants. The Company is also using wind and solar power through Captive consumer / open access mode. The process of using more and more renewable energy shall be continued. The Company wishes to be carbon neutral at the earliest feasible.

### Brand Building Initiatives

The company is continuously working to strengthen its brand image and has been increasing its spend on advertisement through electronic and print media while participating in several national and international exhibitions. Additionally, Supreme organises large number of plumbing workshops to educate plumbers on how to install the piping system in a cost-effective manner. Besides, meets with plumbers, farmers, plumbing contractors, builders and architects are also held throughout the year.

The company has also opened knowledge canters in several parts of the country to showcase its product portfolio, guide on correct installation techniques with a focus on plastics pipe system and cross laminated film products for several cost-efficient applications.

### Capital Expenditure Plans for FY22\*

During the current year i.e. FY22, the Company envisages New Capex in the range of about ₹ 400 crores (including carry forward commitments of ₹ 198 Crs. at the beginning of the year), mainly on the following:

- Putting new unit at Assam to manufacture PVC Pipes and Roto & Blow Moulded products.
- Putting up a plastic product complex near Cuttack in Odisha where required land has already been purchased and taken possession thereof.
- Putting up a plastic product complex near Erode in Tamilnadu. The Company has already taken possession of about 33-acre land from SIPCOT.
- Establishing capacity to manufacture olefin Fittings/ PEX Piping System at Jadcherla.
- Expanding capacities of its bath fitting products at Puducherry.
- Adding varieties of new injection moulded fitting products in its plastic Piping products.
- To add new models of Injection moulded furniture, Crates & pallets in the Company's range of furniture and Material Handling Products.
- Adding several capacities of Water Tank moulds and additional Roto Moulding machines.
- To increase capacities of Industrial Component moulding at various location in view of increased business opportunities.
- To add necessary equipment at its Protective Packaging and performance packaging division.
- To install Rooftop Solar energy generation plants at its various locations.
- To install balancing equipment at various locations.



Supreme's Product Portfolio

\*As per the information provided by the company.