PG ELECTROPLAST LIMITED

CIN-L32109DL2003PLC119416

Corporate Office :

P-4/2, 4/3, 4/4, 4/5, 4/6, Site-B, UPSIDC Industrial Area, Surajpur
Greater Noida-201306, Distt. Gautam Budh Nagar (U.P.) India
Phones # 91-120-2569323, Fax # 91-120-2569131
E-mail # info@pgel.in Website # www.pgel.in

June 05, 2021

To,
The Manager (Listing)
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001

Scrip Code: 533581

By means of BSE Listing Centre

To,
The Manager (Listing)
National Stock Exchange of India Limited,
Exchange Plaza,
Bandra Kurla Complex,
Bandra (East),
Mumbai - 400 051

Scrip Symbol: PGEL

By means of NEAPS

Dear Sir,

Sub: Investor Presentation

We enclose a copy of Investor Presentation on Audited Financial Results of the Company for quarter & year ended on March 31, 2021.

This is for your information and record please.

Thanking you,

For **PG Electroplast Limited**

(Sanchay Dubey)
Company Secretary

PG ELECTROPLAST LIMITED DELHI

■ ***Registered Office***
DTJ-209, Second Floor
DLF Tower-B, Jasola
New Delhi-110025
Tele-Fax # 011-41421439

PG Electroplast

Company Update

4Q FY2021, June 2021

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Disclaimer

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This Presentation contains forward looking statements based on the currently held beliefs of the management of the company which are expressed in good faith and in management's opinion are reasonable. The forward looking statements may involve known and unknown risks uncertainty and other factors which may cause the actual results, financial condition, performance or achievements of the Company or industry to differ materially from those in forward-looking statements.

These forward-looking statements represent only the Company's current intentions, beliefs or expectations, and any forward-looking statement speaks only as of the date on which it was made. The Company assumes no obligation to revise or update any forward looking statements.

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Agenda

- Introduction
- Quarterly Financials
- Quarterly - Key Metrics
- Strategy & Outlook
- Historical Financials

About PG Electroplast Limited

- **PG Electroplast Limited (PGEL)** is the flagship company of PG Group. While the PG Group had **started its journey in 1977**, PG Electroplast was formally set up in 2003 and is a leading, diversified Indian **Electronic Manufacturing Services** provider.

- PGEL specializes in **Original Design Manufacturing (ODM)**, **Original Equipment Manufacturing (OEM)** and **Plastic Injection Molding**, catering to **30+ leading Indian and Global brands**.

- PGEL has built **six manufacturing units** across **Greater Noida** in Uttar Pradesh, **Roorkee** in Uttarakhand and **Ahmednagar** in Maharashtra and has **2000+ employees**.

- The Company is **pursuing an organic growth strategy** by ramping up its existing capacity and capabilities in each of its product verticals to achieve **higher value addition**, **better economies of scale** on the back of a push towards exhaustive **backward integration**.

Our Journey

1977
PG Group starts as a small electronic components manufacturing unit in Delhi.

1995
A TV manufacturing plant was set up in Noida

1997
Started manufacturing Color TVs & Audio Products.

1999
A PCB Assembly Line was set up at Noida.

2003
Started Plastic Injection Molding Plant.

2008
Got first tender from Tamil Nadu Govt. for supplying CTV. Supplied 2.5 million CTV in next 3 years.

2009
Started Manufacturing of CFL Lights.

2010
Diversified into Automotive industry and started working with Leading Indian and Global Automotive OEMs

PGEL rated the biggest manufacturer in India for Consumer Electronics

2011
Expanded foot print by setting up state of art plastic injection molding plant near Pune

2012
Expanded plastic injection molding business by adding new factory at Greater Noida

2014
Diversified in to small domestic appliances industry by setting up state of the art motor plant and started manufacturing Juicers, Mixer Grinders for leading Indian brands

2015
Assembly Plant for Set-Top-Box gets started

2016
New Tooling Division setup to cater to burgeoning demand of our existing customers

2017
Adopted "Process Excellence" approach to focus on process improvement, ongoing business process management and continuous improvement in overall operations

2018
Installed PU Paint Shop facility

Set up of Thermoset – Urea-Formaldehyde (UF) Toilets Seats manufacturing facility

2019
Crossed Rs 500 crore mark in revenues

Succesfully launched 2nd Model of Semi-Automatic Washing Machine

A Product Showroom at Corporate Office was set up

2020
Achieved highest ever revenue – Crossed Rs 6 billion (Rs 600 Crores) mark

Commissioned assembly of AC IDU (Indoor Unit) along with heat exchanger coil

2021
AC Outdoor Unit Assembly capabilities developed.

Developed and launched ODM platform for Fully Automatic Washing Machines.

Developed and launched ODM platform for Air Coolers.

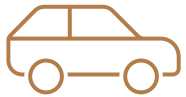
Industries Served

Air Conditioners

Washing Machines

LED Televisions

Air Coolers



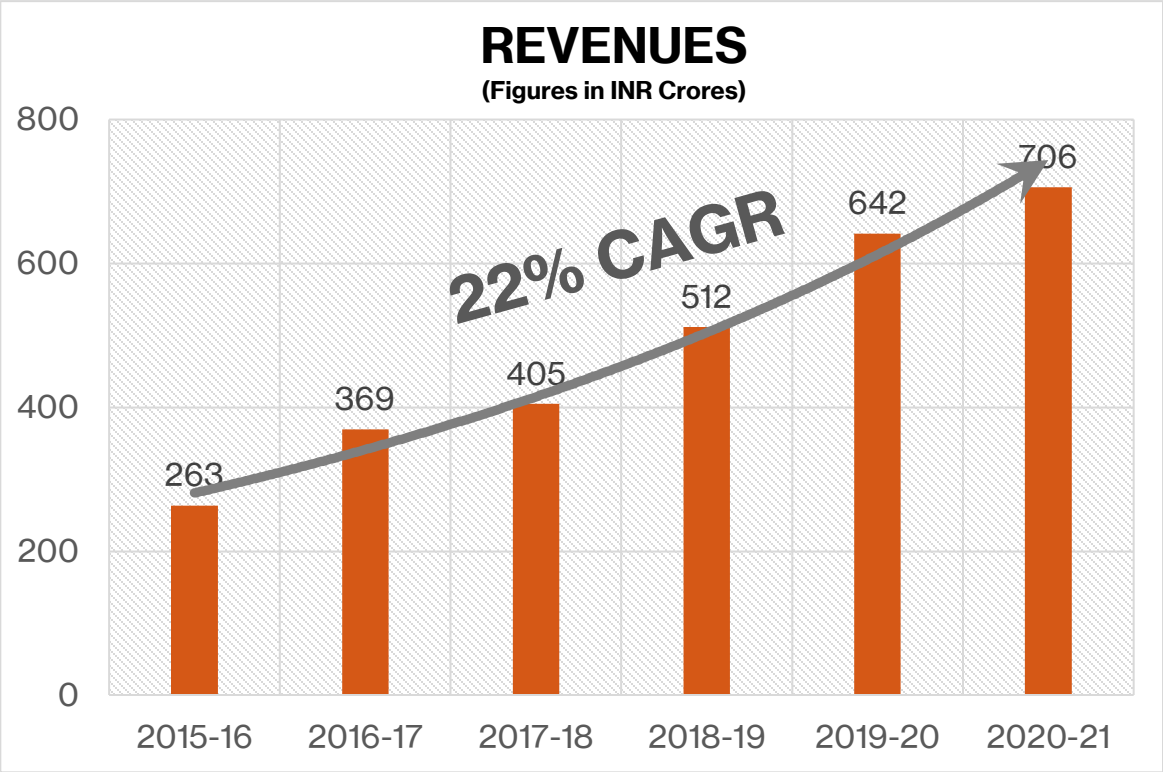
Automotive Components

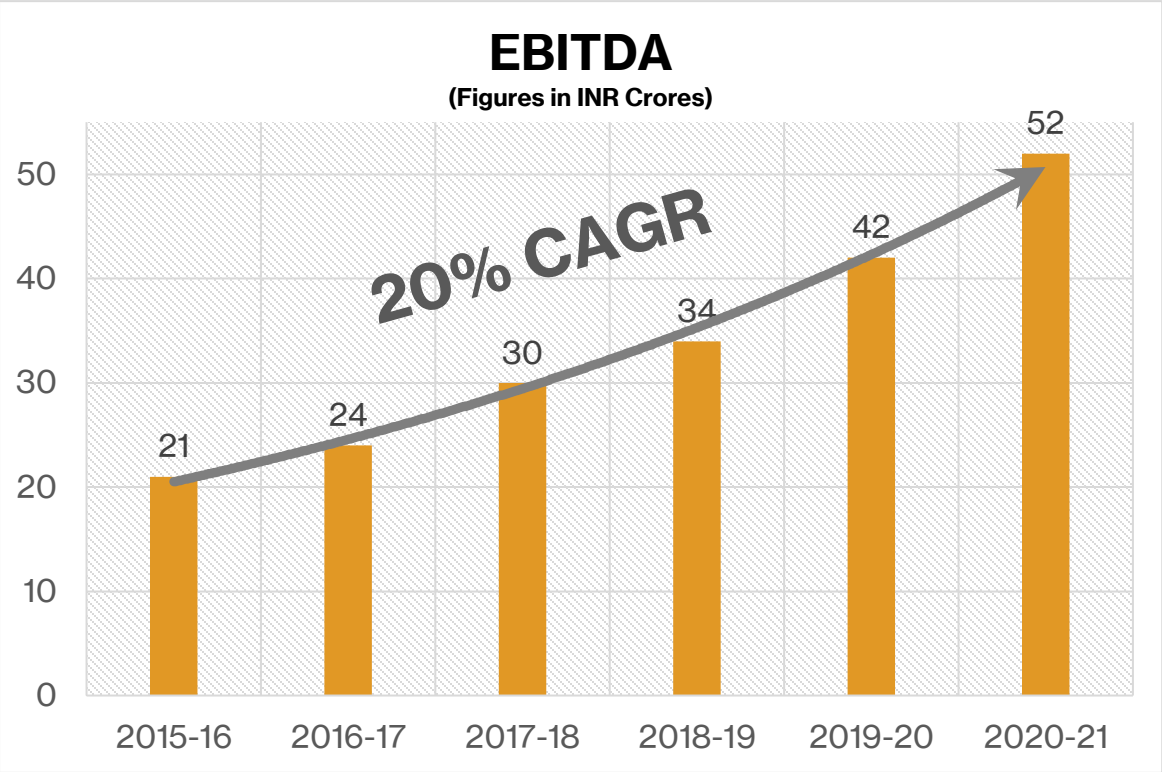
Bathroom Fittings

Consumer Electronics

Key Financials

- The Company has **grown ~2.7 times in five years** from a revenue of **INR 263 crores in 2015-16**, to **INR 706 crores in 2020-2021** at a **22% CAGR** with the **EBITDA increasing at a 20% CAGR.**
- Over the **past five years**, the company has done a cumulative **Capital Expenditure of close to INR 220 Crores.** This has ensured that PG **has built up capabilities** for **future growth.**





Key Clients

AMSTRAD INSPIRED BY PASSION
BLUE STAR
BPL
Carrier
Midea
Crompton
Flipkart
Godrej
Haier
HAVELLS
Honeywell
INTEX
JABIL
Jaquar
Kelvinator
KOHLER
LAVA
LG
LLOYD
LUMAX
motherson
ONIDA
orient electric
Panasonic
Reliancedigital
Salcomp
SANSUI
SMT
SPARK MINDA
T SERIES
USHA
Whirlpool CORPORATION
VOLTAS

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4QFY2021 Profit & Loss Highlights

- **Highest ever Quarterly Revenues**, with **Sales crossing INR 300 Crores for the quarter**.
- **Robust top line growth** leads to **operating leverage gains**.
- **Despite washout of 1Q, topline growth of 10% for full fiscal** with **improved EBITDA margins**.

(Figures in ₹ million)	FY2020 Q4	FY2021 Q4	Growth (%) YoY	FY2020 12M	FY2021 12M	Growth (%) YoY
Revenue	1834.4	3305.3	80.2%	6418.9	7058.3	10.0%
EBITDA	142.3	252.8	77.7%	423.8	523.9	23.6%
Net Profit	(29.1)	104.4		26.1	116.2	344.3%
Diluted EPS (in Rs.)	(1.6)	5.4		1.4	5.9	327.0%

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12M 2021 Balance sheet

A. EQUITY AND LIABILITIES	As on 31.03.2021	As on 31.03.2020
(a) Share capital	196.9	195.3
(b) Reserves and surplus	1,727.8	1,567.0
Sub-Total - Shareholders' Funds	**1,924.7**	**1,762.3**
(a) Long-term borrowings	898.4	693.6
(b) Long-term provisions	112.4	84.2
Sub-Total - Non-Current Liabilities	**1010.8**	**777.8**
(a) Short-term borrowings	656.3	1,039.1
(b) Trade payables	1533.5	1,063.1
(c)Other current liabilities	664.5	352.9
(d) Short-term provisions	4.1	6.1
Sub-Total - Current Liabilities	**2,858.3**	**2,461.2**
TOTAL - EQUITY AND LIABILITIES	**5793.9**	**5,001.3**

B. ASSETS	As on 31.03.2021	As on 31.03.2020
(a) Fixed assets	2725.8	2532.1
(b) Capital Work in Progress	65.6	60.6
(c) Other Financial Assets	32.9	24.1
(d) Other non-current assets	139.3	77.8
Sub-Total - Non-Current Assets	**2963.7**	**2694.6**
(a) Inventories	926.1	845.8
(b) Trade receivables	1472.6	1011.9
(c) Cash and cash equivalents	149.6	179.6
(d) Short-term loans and advances	97.0	86.8
(e) Other current assets	212.9	182.6
Sub-Total - Current Assets	**2830.2**	**2,306.7**
TOTAL-ASSETS	**5793.9**	**5,001.3**

- The **working capital** **has fully normalised** as promised and working capital days have come down to **37 days**.
- The **Capital Efficiency** **remains the focus area of the company** and **Overall Asset Turns will improve** **going forward**.

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Introduction

Quarterly Financials

Quarterly - Key Metrics

Strategy & Outlook

Historical Financials

Financial Metrics

- **EBITDA margins improved** due to **better sales mix and operating leverage**.
- **3QFY21 high inventory due to one off business** of gas charging of outdoor unit (ODU) of AC is **fully normalized**.
- **Revenue growth outlook is improving**, while **margin outlook is stable**.

Key Ratios	FY2020 Q4	FY2021 Q3	FY2021 Q4	FY2020 12M	FY2021 12M
EBITDA Margin (%)	7.8%	8.6%	7.6%*	6.6%	7.4%**
Net Profit Margin (%)	-1.6%	3.5%	3.2%	0.4	1.6%
DSO (Days)	57.8	57.8	76.4	57.8	76.4
Inventory (Days)	61.3	106.3	60.7	61.3	60.7
ROCE (%)	10.0%	8.8%	12.9%	10.0%	12.9%

* **Q4 margins adjusting for one off gas charging business are 8.7%.**

** **FY21 Q4 margins adjusting for one-off gas charging business are 7.9%.**

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Business Breakup

- Washing Machine and AC IDU Business has seen **robust growth in FY2021,** and company is making further investments in the **washing machine and AC platforms.**
- **Products business** remains the **focus area** and **growth driver** for the company.
- **For FY2022** company is making significant expenditure towards **product development** and **capacity enhancements.**

	2020 Q4	2021 Q4	FY2020	FY2021
Plastic Moulding	61%	55%	68%	60%
Electronics	5%	3%	7%	6%
Mould Manufacturing	0%	1%	1%	1%
Product sale	34%	29%	24%	27%
ODU Gas Charging		12%		6%
Total	100%	100%	100%	100%

Major Highlights of 12M FY2021

- **Company has been able to grow in FY21** and **strengthen its balance sheet despite COVID-19** related challenges. This was primarily due to the company's **past investments in capacities and capabilities**.

- Due to COVID-19 mandated shutdowns, plants were **totally shutdown** for April and May 2020. The production was only **partially restored** in June'20. **Production loss** of Air Conditioner Indoor Units resulted in **increased raw material inventory** in 1H which has been **completely liquidated now**.

- Company is seeing **increased inquires for business** from **new and existing clients** and we remain **very optimistic** on the **future growth prospects** of the business.

- Management has **revived the capex plans** and **significant capacity additions** are being planned in coming years in the focus area of business.

- **New product development** across focus areas is underway and company is planning to **launch several new products** in FY2022.

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Industry Outlook

Government reforms such as Digital India, Make in India, Power for all and Jan Dhan-Aadhar-Mobile Trinity are providing fresh impetus to the Consumer appliance and durable Industry

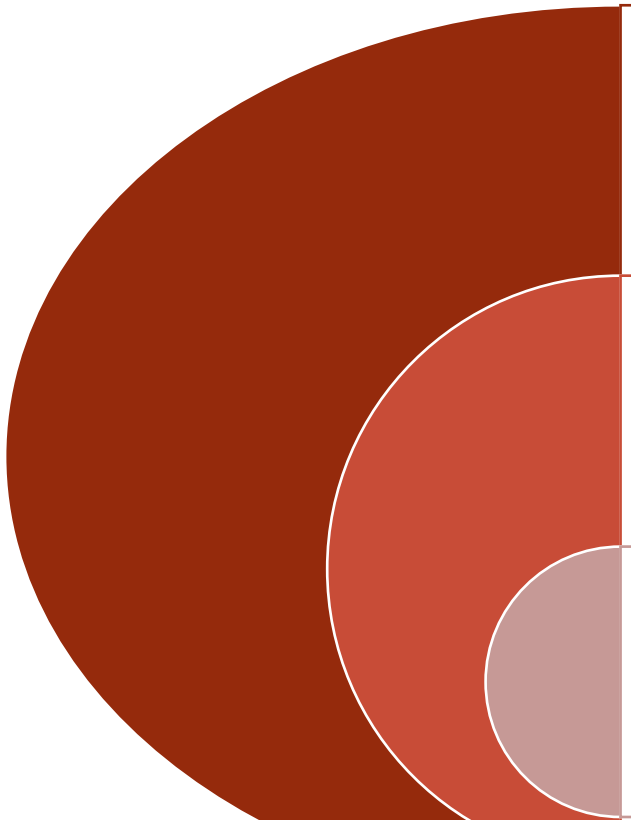
The Rapid rate of urbanization, growth of young population with rising income levels is leading to large emerging middle class in India. Implying huge potential demand for the consumer appliance and durable market in coming years.

Low penetration levels, falling prices of durables and electronics and changing lifestyle of the Indian consumer are expected to remain big demand drivers for the consumer durable and electronics Industry in India in near future.

Further the Government's initiatives of promoting electronic manufacturing and treating the industry as one of the key pillars of the Digital India Program, opens new and exciting opportunities for the Industry

The Management is enthused about the overall opportunity size and anticipates high growth rates in the industry segments where, company has presence.

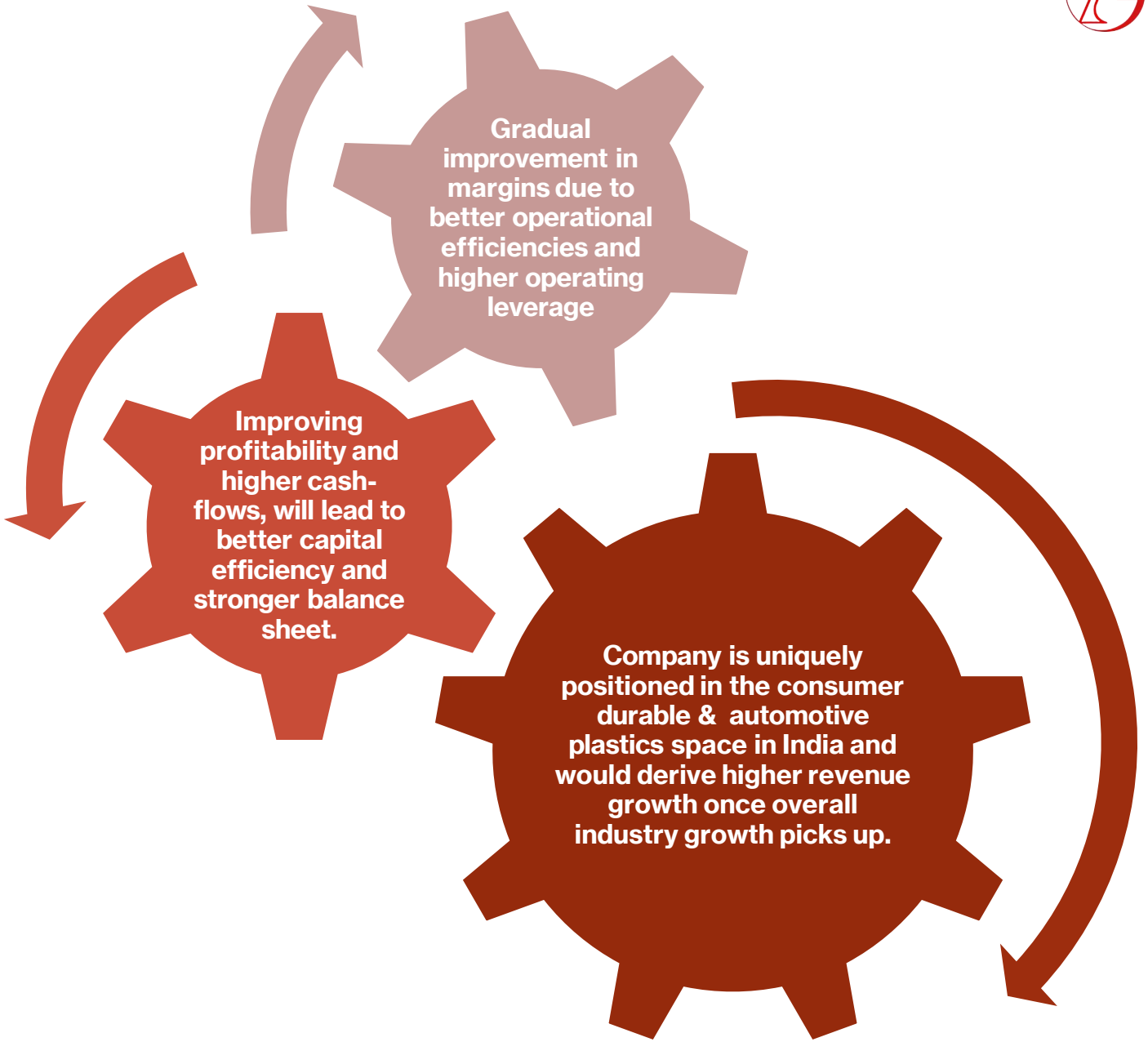
Future Growth Strategy



Company foresees large opportunities in plastic moulding in consumer durables in appliances like:	• Washing Machines • Room Air conditioner • Refrigerators • Ceiling Fans • Sanitaryware products
Opportunities in the ODM space for products like:	• Air coolers • Washing machines • Room Air Conditioners
Improving operational efficiencies leading to:	• Better profitability & higher cash flows • Reinvesting to improve strategic capabilities to reap future benefits

Future Outlook

- **Product business** to **drive growth** for the company
- Company is developing **new offerings** in **focus segments** and will be launching the same in coming quarters
- Company's management see **exciting times ahead** for all its business segments.



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Profit & Loss Statement

Figures in INR Millions	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21
Net Sales	**2,603**	**3,664**	**3,994**	**5,084**	**6,394**	**7032**
Growth (%)	9.0%	40.8%	9.0%	27.3%	25.8%	10.0%
Expenditure	**2.422**	**3,456**	**3,749**	**4,777**	**5,993**	**6534**
Increase/Decrease in Stock	(48)	19	(109)	(41)	(70)	32
Raw Material Consumed	1961	2792	3200	4032	5108	5533
Power & Fuel Cost	97	115	117	144	166	161
Selling and Distribution Expenses	35	51	55	62	68	39
Manufacturing Expenses	127	85	71	79	85	126
Personnel Costs	262	329	349	401	539	550
Administrative Expenses	29	41	42	44	54	61
Miscellaneous Expenses	18	26	25	56	45	32
Operating Profit	**180**	**207**	**246**	**307**	**399**	**498**
OPM (%)	6.9%	5.7%	6.1%	6.0%	6.2%	7.1%
Growth (%)	54.9%	14.7%	18.6%	24.9%	30.1%	24.7%
(+) Other income	32	31	53	32	25	26
EBDITA	**213**	**238**	**299**	**339**	**424**	**524**
(-) Depreciation	97	106	117	134	163	180
EBIT	**116**	**133**	**181**	**205**	**261**	**344**
(-) Interest & Finance charges	97	99	106	103	148	184
(-) Exceptional Expenses	0	0	0	0	(20)	(8)
PBT	**19**	**34**	**75**	**102**	**93**	**151**
PAT	**19**	**34**	**75**	**100**	**26**	**116**

Balance Sheet

A. EQUITY AND LIABILITIES	March 16	March 17	March 18	March 19	March 20	March 21
(a) Share capital	164	164	164	187	195	197
(b) Reserves and surplus	1,032	1,068	1,144	1,504	1,567	1,728
Sub-Total - Shareholders' Funds	**1,196**	**1,232**	**1,308**	**1,690**	**1,762**	**1,925**
(a) Long-term borrowings	422	484	796	501	694	898
(b) Long-term provisions	19	21	33	40	84	112
Sub-Total - Non-Current Liabilities	**441**	**506**	**829**	**541**	**778**	**1011**
(a) Short-term borrowings	334	477	356	681	1,039	656
(b) Trade payables	624	745	650	915	1,063	1533
(c)Other current liabilities	144	226	248	224	289	493
(d) Short-term provisions	106	115	90	77	69	175
Sub-Total - Current Liabilities	**1,207**	**1,562**	**1,343**	**1,898**	**2,461**	**2,858**
TOTAL - EQUITY AND LIABILITIES	**2,845**	**3,299**	**3,481**	**4,129**	**5,001**	**5794**

B. ASSETS	March 16	March 17	March 18	March 19	March 20	March 21
(a) Fixed assets	1456	1620	1785	1921	2532	2726
(b) Capital Work in Progress	19	35	237	341	61	66
(c) Other Financial Assets	80	15	23	23	24	33
(d) Other non-current assets	67	56	70	67	78	139
Sub-Total - Non-Current Assets	**1622**	**1726**	**2114**	**2353**	**2695**	**2964**
(a) Inventories	459	631	593	683	846	926
(b) Trade receivables	541	675	507	847	1012	1473
(c) Cash and cash equivalents	6	42	41	64	180	150
(d) Short-term loans and advances	170	176	180	161	213	231
(e) Other current assets	48	47	43	20	55	51
Sub-Total - Current Assets	**1222**	**1574**	**1366**	**1776**	**2307**	**2830**
TOTAL-ASSETS	**2845**	**3299**	**3481**	**4129**	**5001**	**5794**

Thank You for Your Time and Consideration!