



PG ELECTROPLAST LIMITED

CIN-L32109DL2003PLC119416

Corporate Office :

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Greater Noida-201306, Distt. Gautam Budh Nagar (U.P.) India
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June 08, 2021

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

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

Scrip Code: 533581

Scrip Symbol: PGEL

By means of BSE Listing Centre

By means of NEAPS

Sub: Investor Presentation

Dear Sir/Madam,
We enclose a copy of Investor Presentation pursuant to Regulation 30 of the SEBI
(Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and record please.

Thanking you,

For **PG Electroplast Limited**

(Sanchay Dubey)
Company Secretary

PG Electroplast

Company Overview

June 2021



Disclaimer

This presentation has been prepared for informational purposes only. This Presentation does not constitute a prospectus, Offering circular or offering memorandum and is not an offer or initiation to buy or sell any securities, nor shall part or all of this presentation form the basis of, or to be relied on in connection with any contract or investment decision in relation to any securities.

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.

Agenda



Company Overview



Manufacturing Capabilities



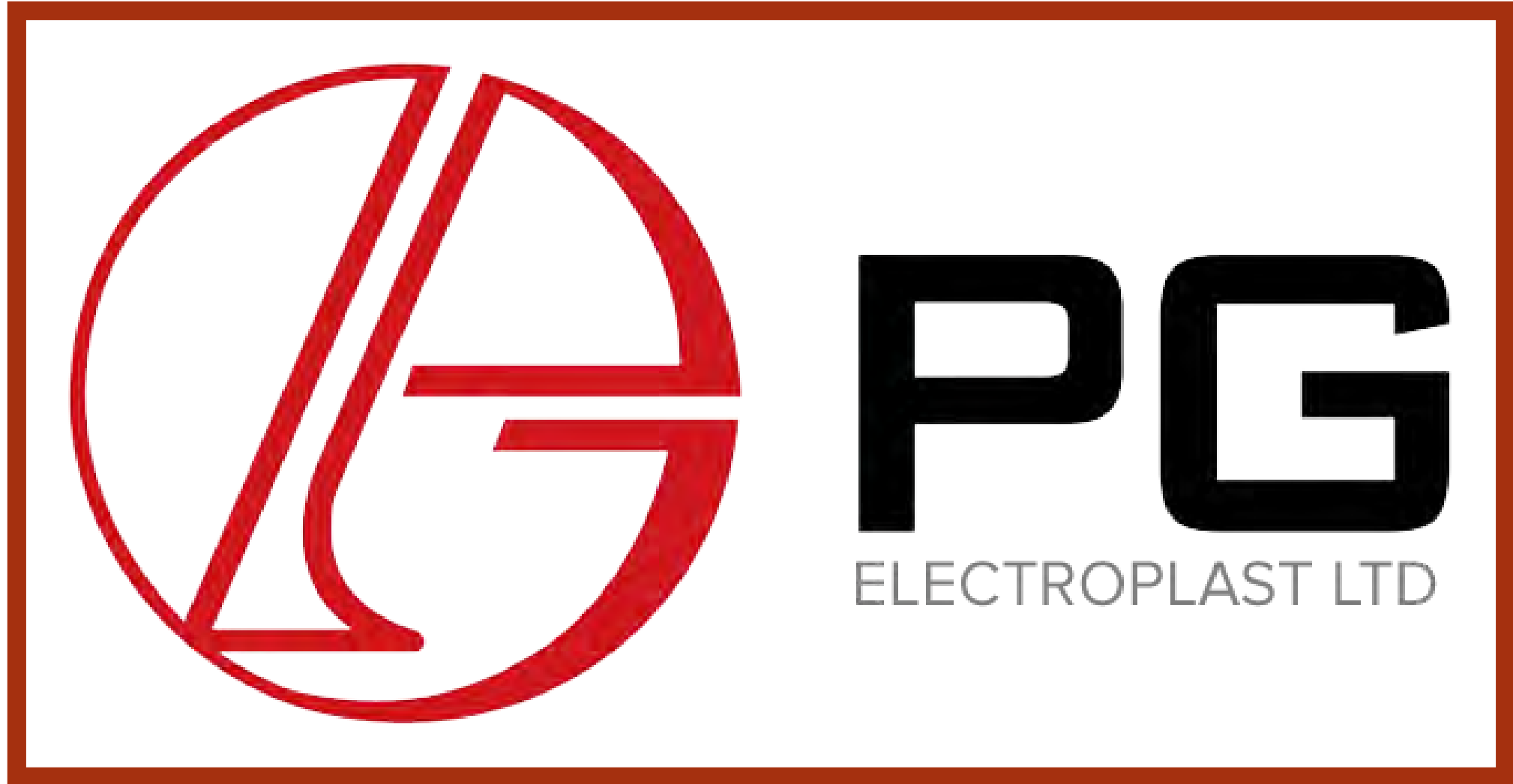
Growth strategy



Key Financials

Corporate Film

Please click on the logo or this [link](#) to view a short video about our company!



About PG Electroplast

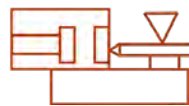


▪ **PG Electroplast Limited (PGEL)** is the flagship company of PG Group, which had **started its journey in 1977**. PG Electroplast, formally set up in 2003, and is a leading, diversified Indian **Electronic Manufacturing Services provider**.

▪ PGEL specializes in **Original Design Manufacturing (ODM)**, **Original Equipment Manufacturing (OEM)** and **Plastic Injection Moulding**, providing **One Stop Solutions** 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**.

Key Manufacturing Capabilities



Plastic Moulding



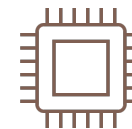
Finished Product Assemblies



Specialized AC Components



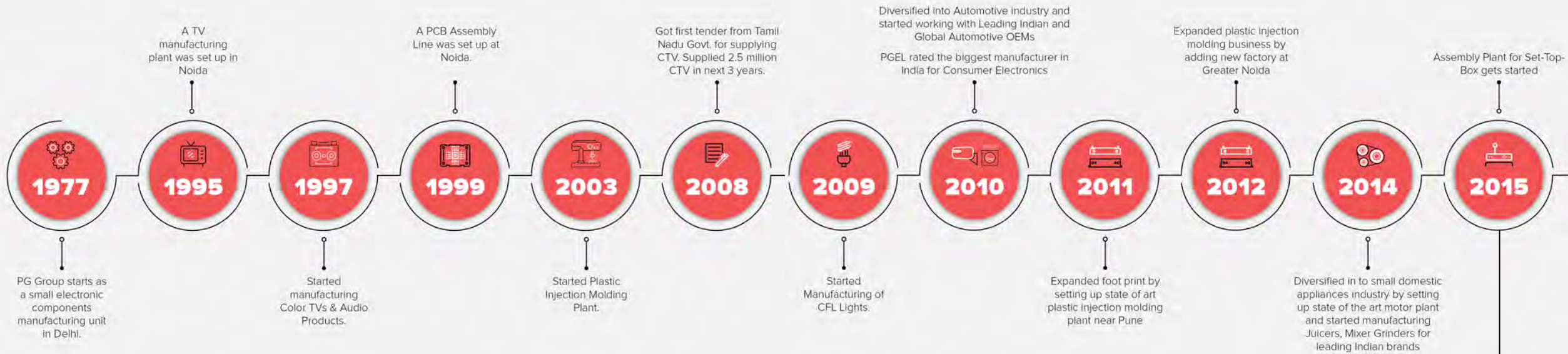
Tool Manufacturing



Printed Circuit Boards



PU Paintshop



Our Journey

AC Outdoor Unit Assembly capabilities developed.

Developed and launched ODM platform for Fully Automatic Washing Machines.

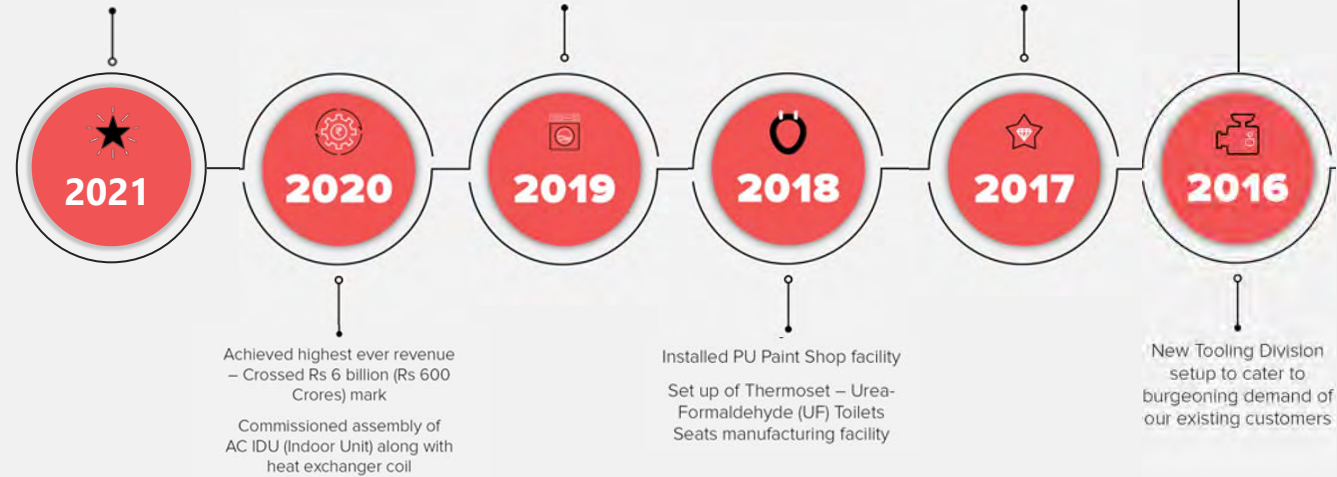
Developed and launched ODM platform for Air Coolers.

Crossed Rs 500 crore mark in revenues

Successfully launched 2nd Model of Semi-Automatic Washing Machine

A Product Showroom at Corporate Office was set up

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





Industries Served



**Air
Conditioners**



**Washing
Machines**



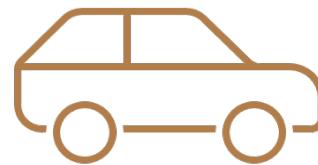
**LED
Televisions**



**Air
Coolers**



**Mobile
Components**



**Automotive
Components**



**Bathroom
Fittings**



**Consumer
Electronics**

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

Reliance digital

Salecomp

SANSUI

SMT

SPARK MINDA



T
SERIES

USHA

Whirlpool
CORPORATION

VOLTAS

Strategically Located Manufacturing Locations

Greater Noida, UP

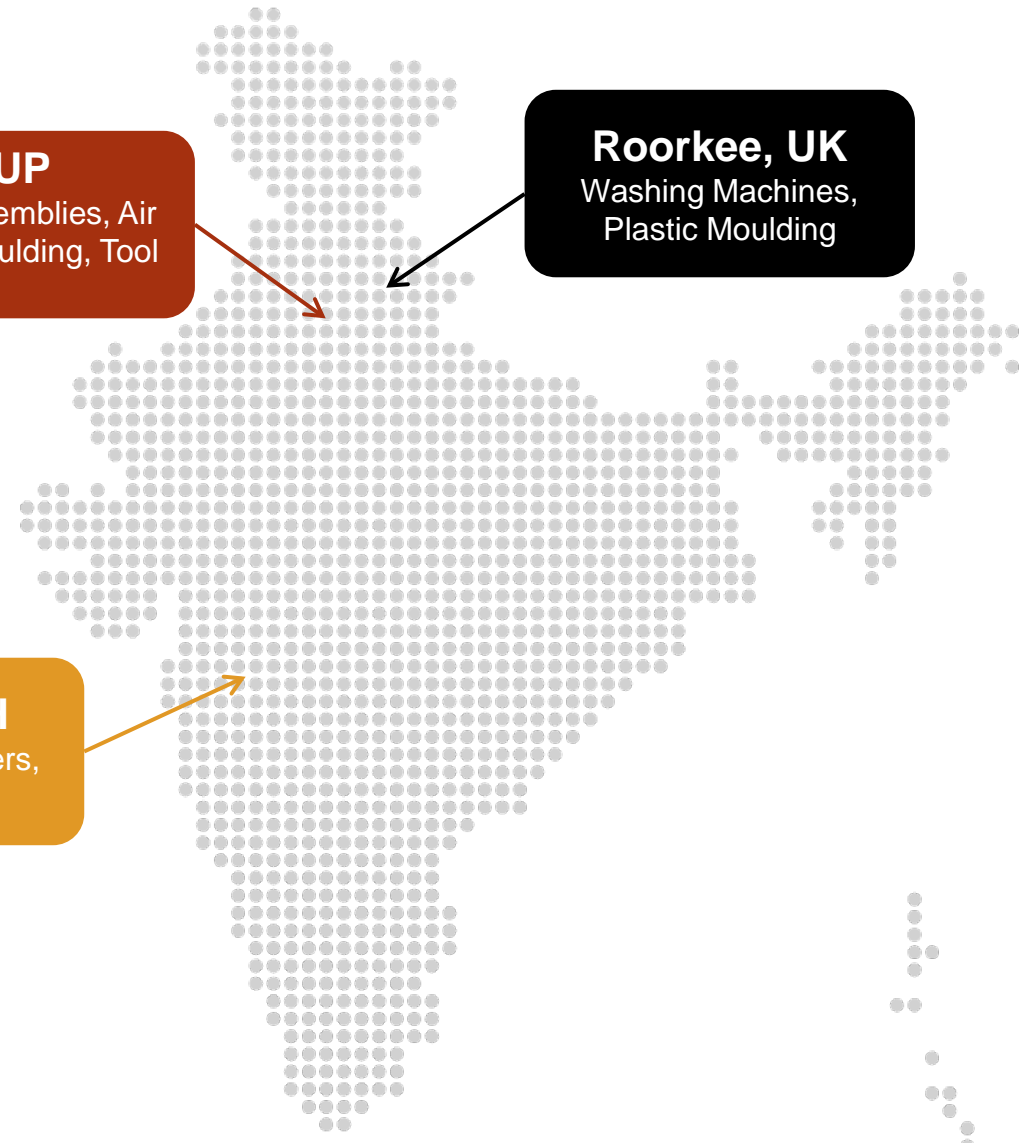
Washing Machines, PCB Assemblies, Air Coolers, LED TVs, Plastic Moulding, Tool Manufacturing

Roorkee, UK

Washing Machines, Plastic Moulding

Ahmednagar, MH

Air Conditioners, Air Coolers, Plastic Moulding



Key Leadership



Mr. Anurag Gupta
Chairman & ED – Technical

More than 29 years of experience in EMS. Handles technical policies, quality assurance, technological advancement, and R&D.



Mr. Vishal Gupta
Managing Director - Finance

More than 26 years of experience in EMS. Handles F&A, Budgeting & Planning, government and customer relationships and various compliances.



Mr. Vikas Gupta
Managing Director - Operations

More than 26 years of experience in EMS. Handles operations, business strategy, industry relations and organization governance.



Mr. Pramod Gupta
Chief Financial Officer

More than 23 years of experience across brokerage firms and mutual funds in business and financial consulting, research and analysis.



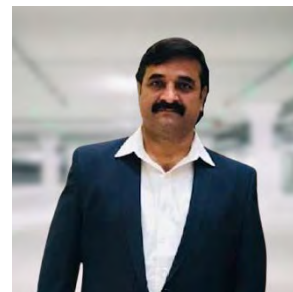
Mr. Ashwani Tyagi
Head of Business Development

More than 19 years of experience in marketing, product localization, project management and customer management.



Mr. Vikas Koul
Head of Operations

More than 21 years of experience in EMS. Handles operations, business development, business strategy, manufacturing innovation.



Mr. Bharat Batra
Head of Operations

More than 28 years of experience in EMS. Handles project management, administration, operations and supply chain management.

Strengths

- The **largest plastic components** supplier for Consumer Durables industry in India.
- **One-Stop Solutions Provider** to leading Consumer Durable brands.
- **Diversified Product Portfolio** enables faster customer acquisition.
- **In-house Tool Design & R&D** capabilities.
- **Strong and long relationships** with **marquee clients**.
- Highly **experienced** management team.

Agenda



Company Overview



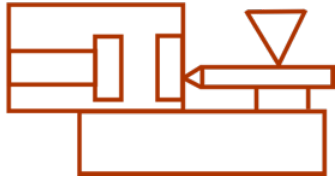
Manufacturing Capabilities



Growth strategy



Key Financials



Plastic Moulding

PG Electroplast has **over 200 moulding machines**, ranging from **90T to 1850T**, across five plants in Greater Noida, Roorkee and Pune. The company's USP lies in **in-house design** and engineering using the **latest technologies** that allow it to meet global manufacturing **quality standards**. The company specialises in developing small, medium and large sized, **high-precision surface critical** injection moulded components and offers a number of **specialised post-moulding operations** to meet customer needs.

Injection Moulding



Insert Moulding



Blow Moulding



Thermoset Moulding



Vertical Moulding



Gas-Assisted Injection



Air Conditioners



Washing Machines



Air Coolers



Final Product Assemblies

PG Electroplast is an **end-to-end solutions provider** for product design and final product assemblies for products like **Washing Machines, Air Conditioners, Air-Coolers, LED TVs, Toilet Seats, In-Wall Tanks** etc. The company currently caters to both **OEM and ODM demand**, with a **continuous focus** on delivering on the **highest standards of quality**.

Plastic Components



Heat Exchangers



System Tubing



Powder Coating Plant
Sheet Metal Components

**Production starts in
September 2021.**



Specialized AC Components

PGEL has been manufacturing plastic moulded AC components **since 2003**. In 2018, in an effort to **improve value addition**, PGEL decided to invest and develop capacities for **5mm and 7mm Heat Exchanger lines, injection Moulding components, system copper tubing** with CNC bending, **sheet metal components**, and **powder coating** treatment capabilities. PG will be well positioned to deliver innovative, **Completely Built Units** 2021 onwards.



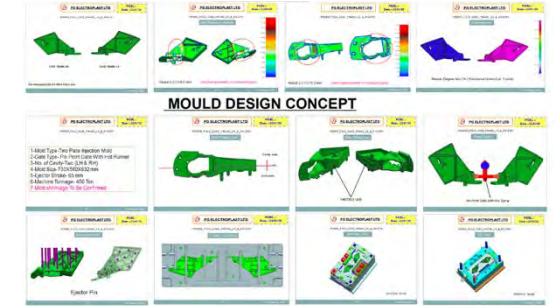
Tool Manufacturing

We develop **small to medium size moulds** for a **wide range of applications** which include, Automotive Applications, White Goods, Home & Kitchen Appliances, Lighting and Electrical Equipment. The **complete range of services** from **tool design** to **tool manufacturing** and injection moulding under one roof makes the PG a **total tooling solutions provider**.

Mould Design



DFM Analysis



CNC Milling



EDM Machining

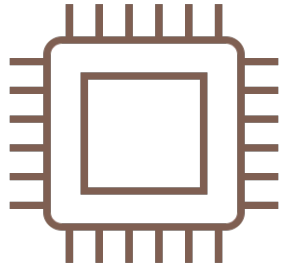


Surface Finishing



Quality Assurance





PCB Assemblies

PG Electroplast has **unique & innovative solutions** for all kinds of printed circuit board assemblies. We help to develop a wide range of applications, used across industries, on a **turnkey basis** (including component procurement, assembly, testing, packing & shipping). Our **SMT lines & Wave Soldering machines** are equipped to handle both **RoHS & Non-RoHS PCB Assembly work**. Our processes & operations conform to ISO standards, assuring adherence to the **highest industry benchmarks**.

SMT Lines



Through Hole Machines



PCB Assembly Lines



Overhead Conveyors



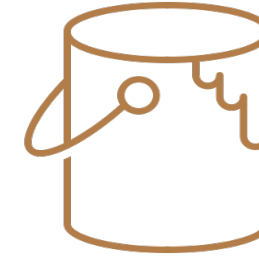
Pre-treatment Line



Gas Fired Baking Oven

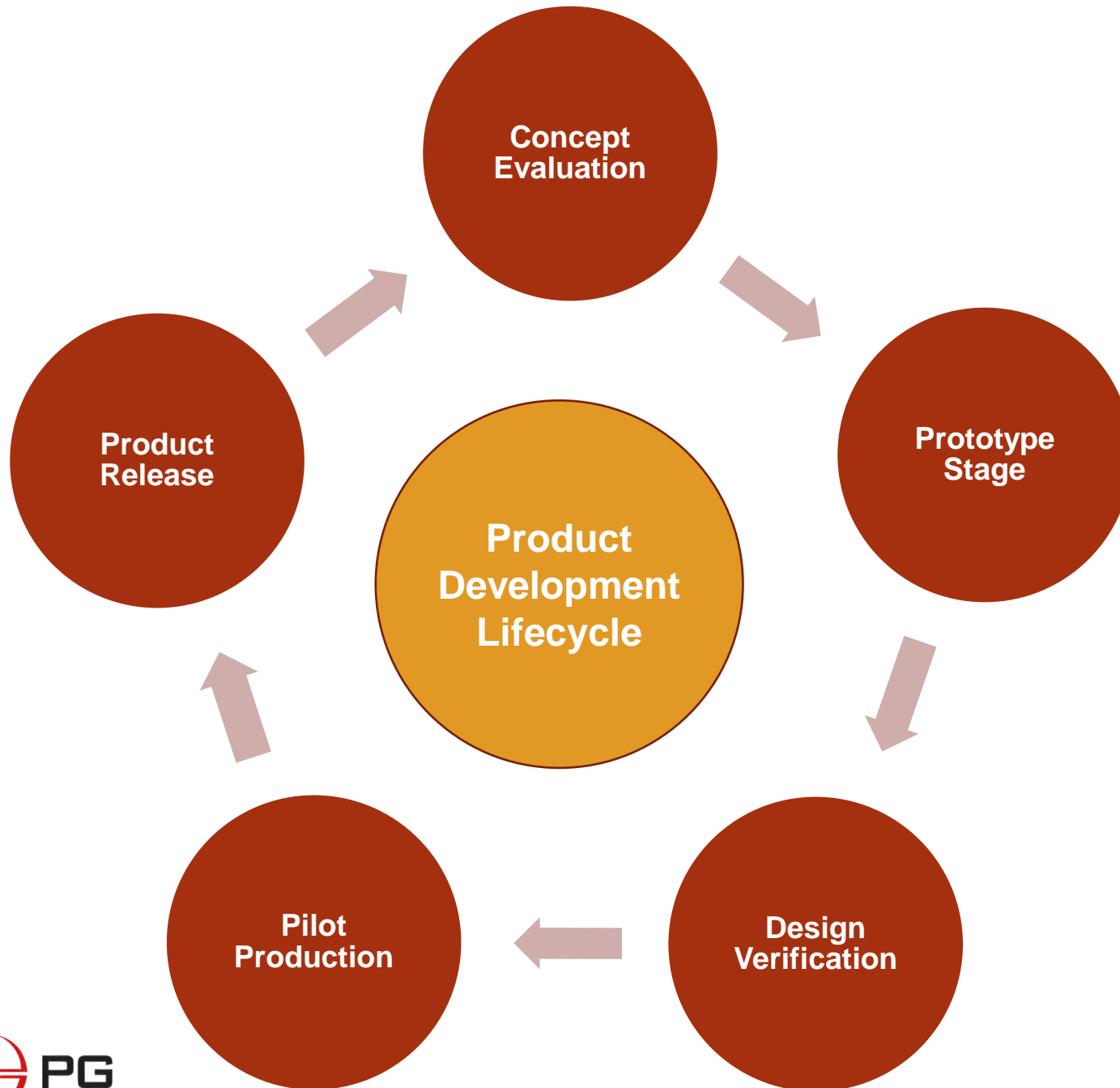


Automated Solution



PU Paint Shop

PGEL has installed a **state-of-the-art PU Paint shop** in Greater Noida. The Shop is highly capable and can provide **superior surface finish solutions** for all kinds of systems, for parts of different shapes and sizes. Due to the **durable and premium nature** of the finish achieved through this treatment, there is high demand for the Paint Shop from our customers in the **automotive, electrical and consumer durable industries**. An advanced, automated facility, it is equipped to handle all kinds of painting needs.



Research and Development

PG has experienced R&D teams which enable it to offer comprehensive, end-to-end ODM product development services like:

- **Product Conceptualization**
- **Design and Prototyping**
- **Performance And Energy Optimization**
- **Product and Tool Costing**
- **Tool Development**
- **Supply Chain Development**

Agenda



Company Overview



Manufacturing Capabilities



Growth strategy



Key Financials

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

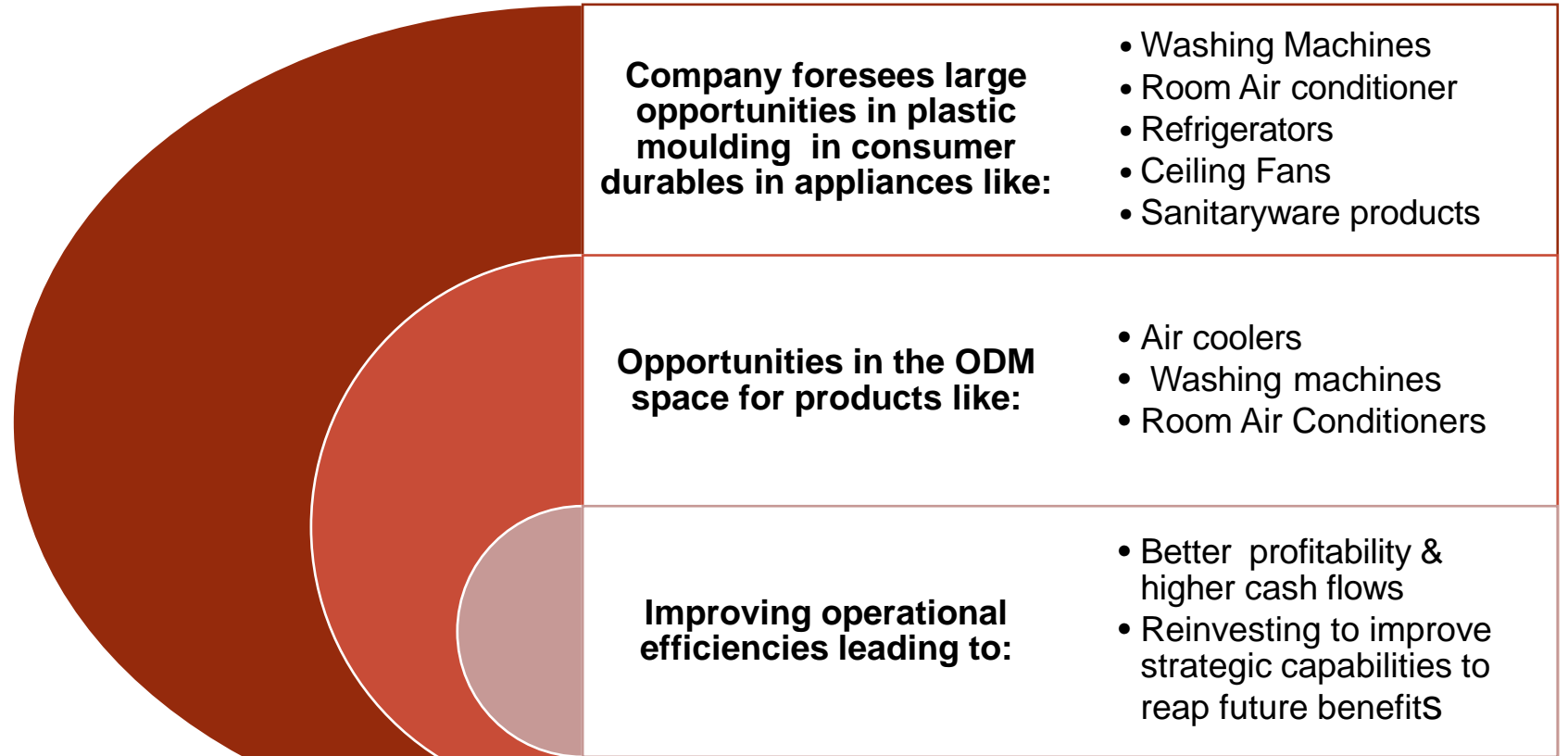
The Rapid rate of urbanization, growth of young population with rising income levels is leading to large emerging middle class in India. Implying huge potential demand for the consumer appliance and durable market in coming years.

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

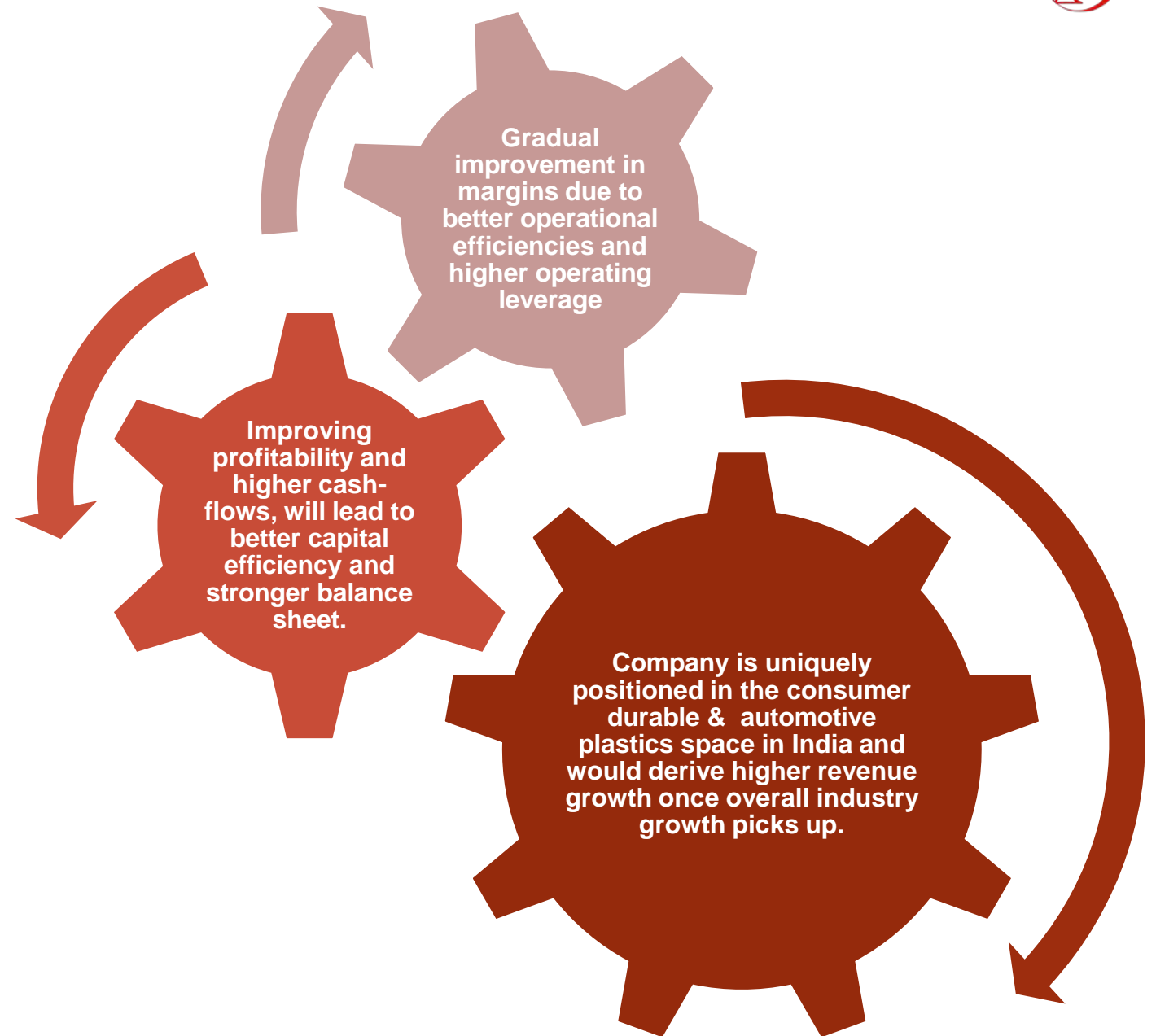
The Management is enthused about the overall opportunity size and anticipates high growth rates in the industry segments where, company has presence.

Future Growth Strategy



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.



Agenda



Company Overview



Manufacturing Capabilities



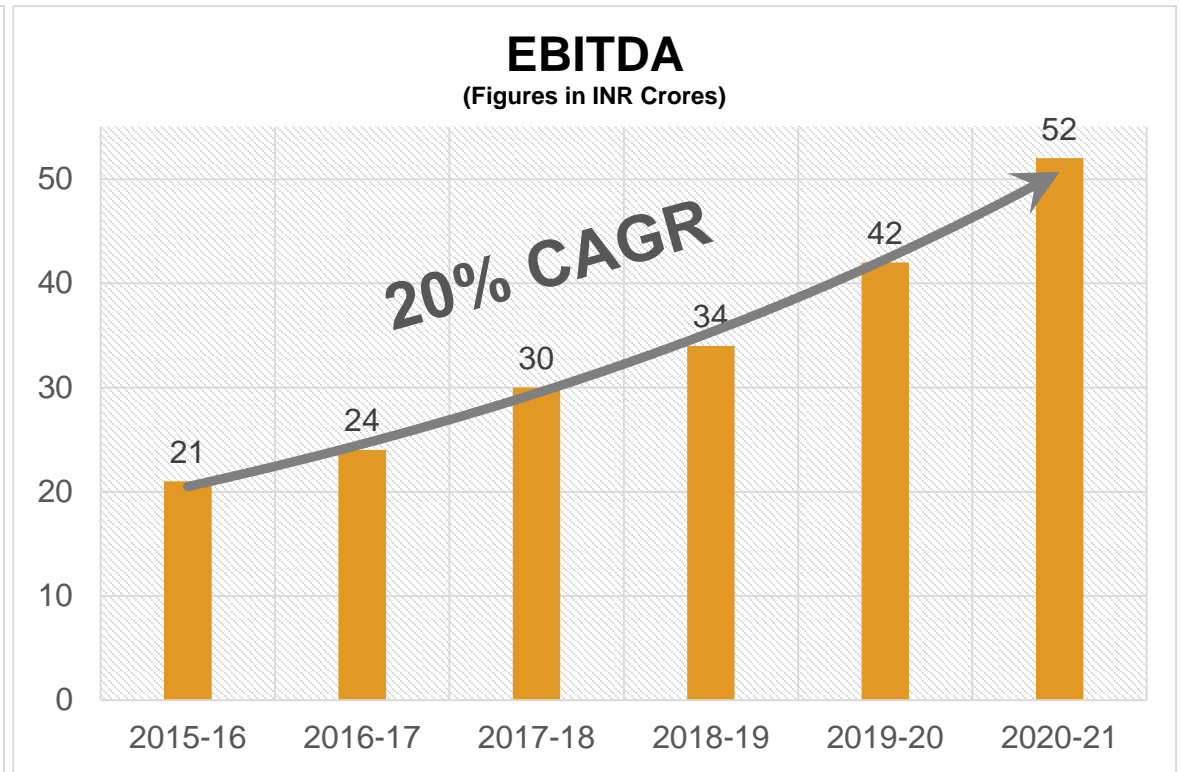
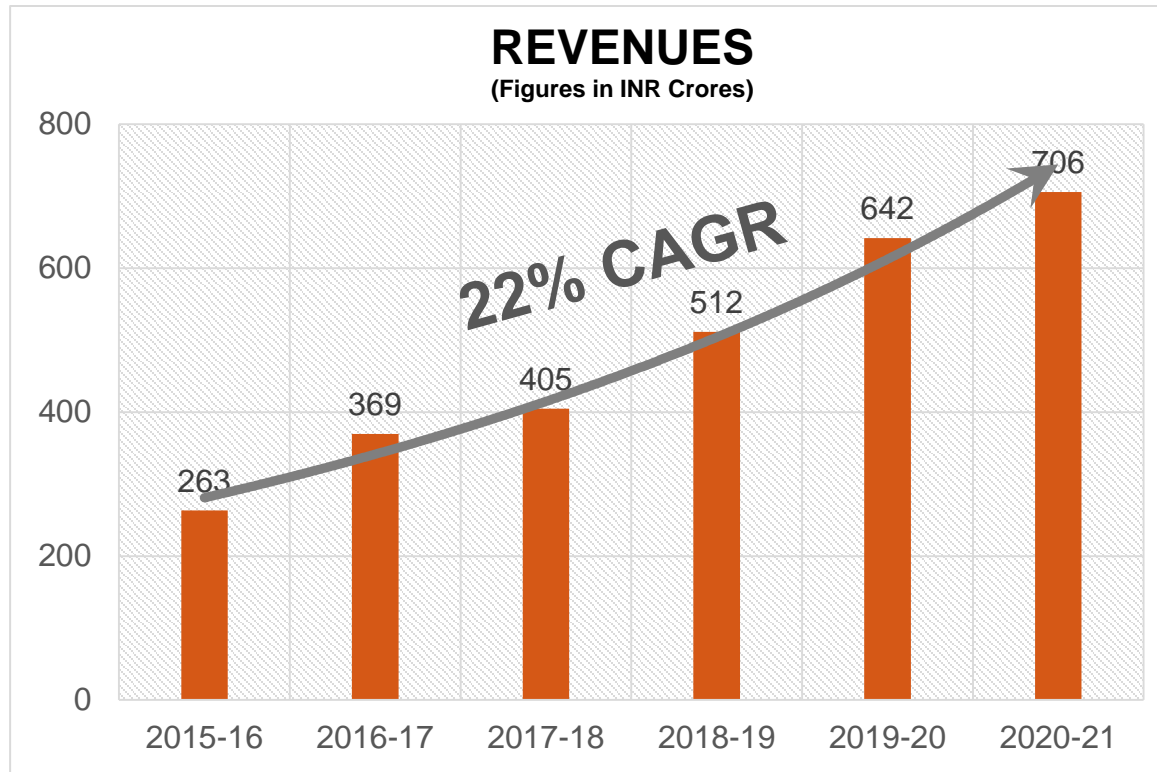
Growth strategy



Key Financials

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**.



4QFY2021 Profit & Loss Highlights

- **Highest ever Quarterly Revenues**, with Revenues 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%

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%.

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%

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

12M 2021 Balance sheet

A. EQUITY AND LIABILITIES	As on 31.03.2021	As on 31.03.2020	B. ASSETS	As on 31.03.2021	As on 31.03.2020
(a) Share capital	196.9	195.3	(a) Fixed assets	2725.8	2532.1
(b) Reserves and surplus	1,727.8	1,567.0	(b) Capital Work in Progress	65.6	60.6
Sub-Total - Shareholders' Funds	1,924.7	1,762.3	(c) Other Financial Assets	32.9	24.1
(a) Long-term borrowings	898.4	693.6	(d) Other non-current assets	139.3	77.8
(b) Long-term provisions	112.4	84.2	Sub-Total - Non-Current Assets	2963.7	2694.6
Sub-Total - Non-Current Liabilities	1010.8	777.8	(a) Inventories	926.1	845.8
(a) Short-term borrowings	656.3	1,039.1	(b) Trade receivables	1472.6	1011.9
(b) Trade payables	1533.5	1,063.1	(c) Cash and cash equivalents	149.6	179.6
(c) Other current liabilities	664.5	352.9	(d) Short-term loans and advances	97.0	86.8
(d) Short-term provisions	4.1	6.1	(e) Other current assets	212.9	182.6
Sub-Total - Current Liabilities	2,858.3	2,461.2	Sub-Total - Current Assets	2830.2	2,306.7
TOTAL - EQUITY AND LIABILITIES	5793.9	5,001.3	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.

An aerial photograph of a city at sunset. The sun is low on the horizon, casting a warm, golden glow over the landscape. The city below is mostly dark, with some lights visible from buildings and streets. The sky is a mix of orange, yellow, and blue. In the foreground, there are several large, dark industrial or commercial buildings.

Thank You for Your Time and Consideration!

We would love to hear from you. You can reach us on investors@pgel.in.