



# 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

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January 25, 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**

Dear Sir,

## **Sub: Investor Presentation**

We enclose a copy of Investor Presentation on Unaudited Financial Results of the Company for quarter & nine months ended on December 31, 2020.

This is for your information and record please.

Thanking you,

For **PG Electroplast Limited**

**(Sanchay Dubey)**  
Company Secretary



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

# PG Electroplast

## Company Update

3Q FY2021, January 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 their opinion 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 results materially from the results, Financial Conditions, Performance, or achievements of the Company.**

**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



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Quarterly Financials



Quarterly - Key Metrics



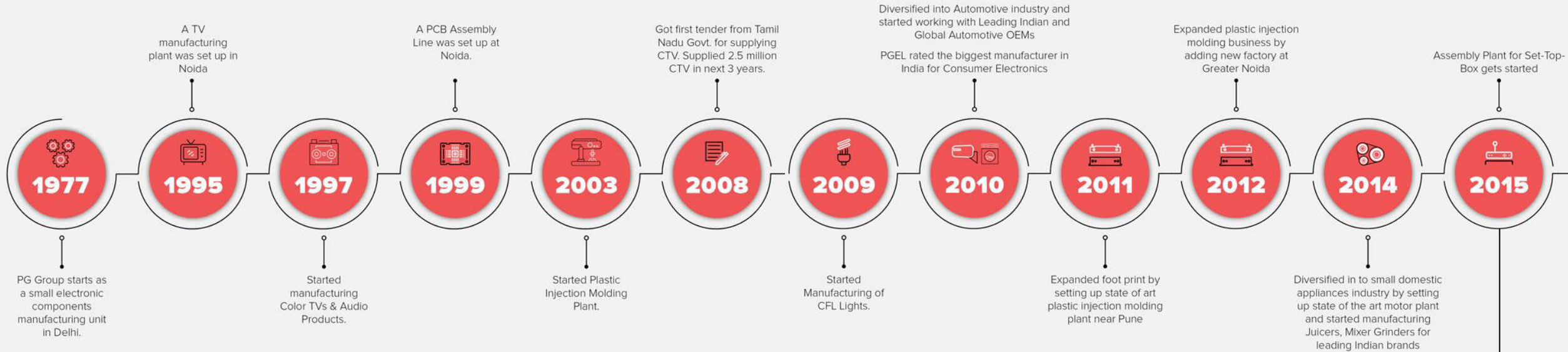
Strategy & Outlook



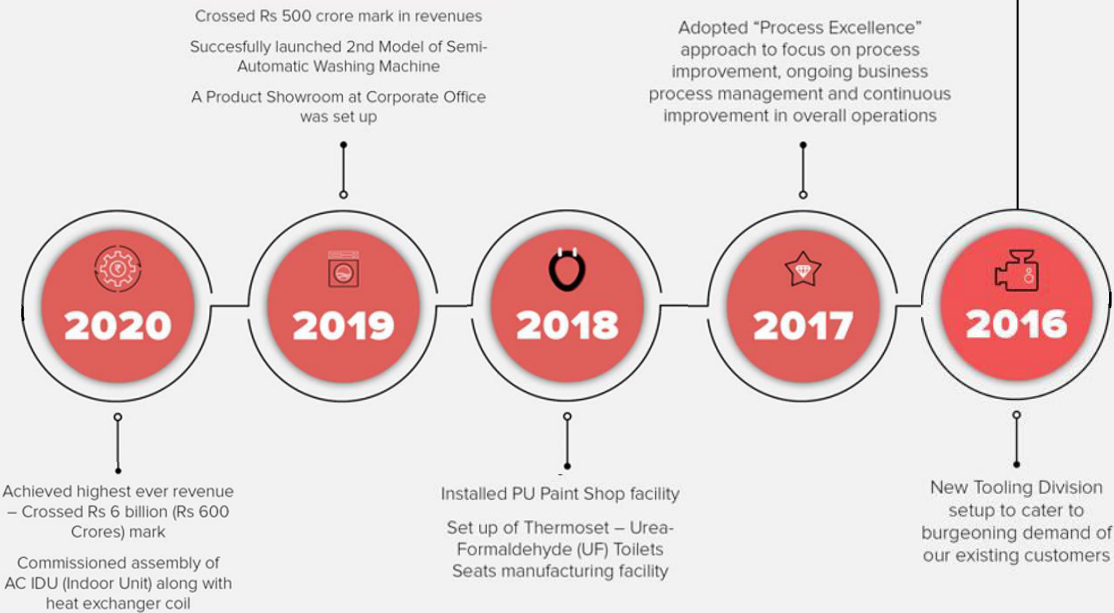
Historical Financials

# 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 **five 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



# Industries Served



**Air  
Conditioners**



**Washing  
Machines**



**LED  
Televisions**



**Air  
Coolers**



**Automotive  
Components**



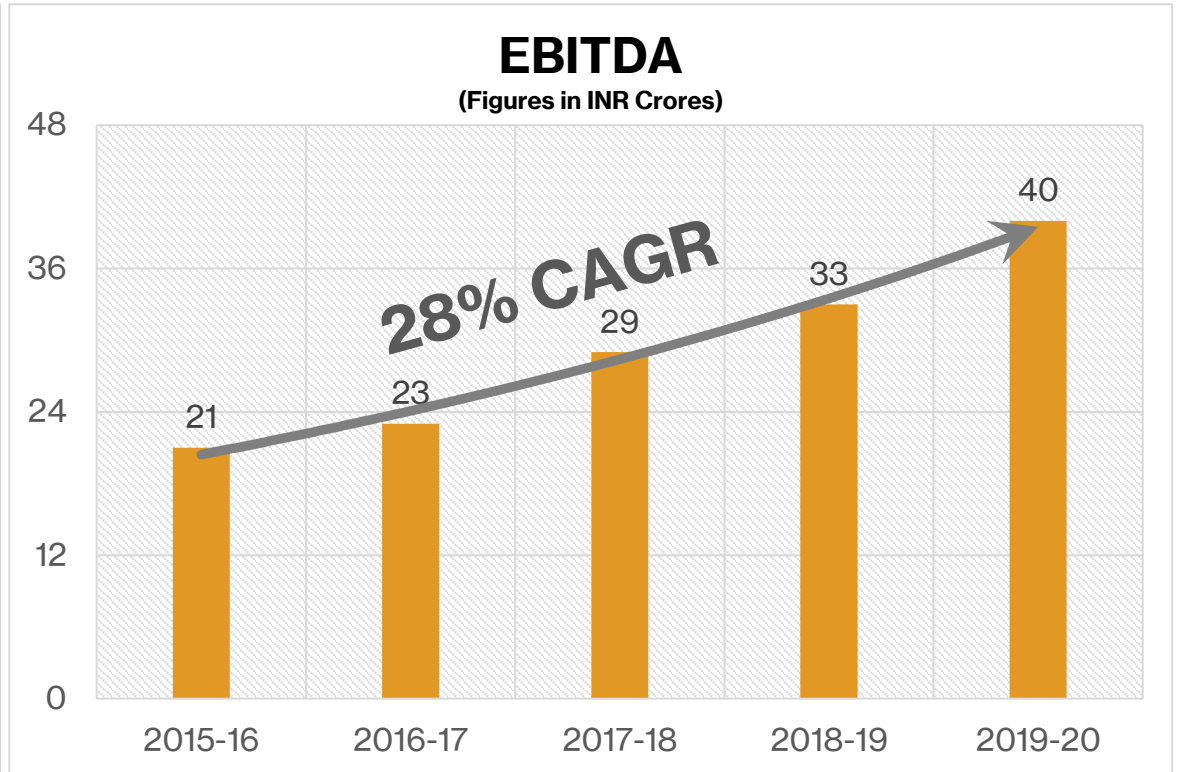
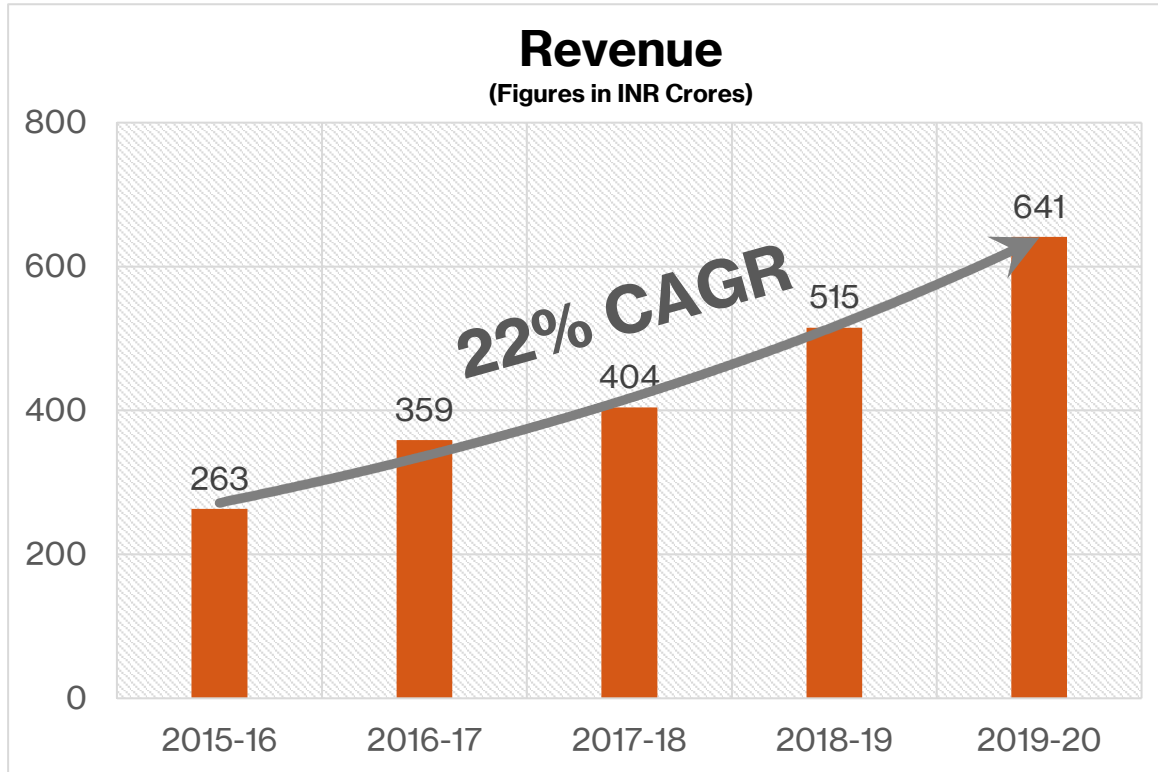
**Bathroom  
Fittings**



**Consumer  
Electronics**

# Key Financials

- The Company has **grown ~2.5 times in five years** from a revenue of **INR 263 crores** in **2015-16**, to **INR 641 crores** in **2019-2020** at a **22% CAGR** with the **EBITDA** increasing at a **28% CAGR**.
- Over the **past five years**, the company has done a cumulative **Capital Expenditure** of over **INR 185 Crores**. This has ensured that PG has **built up capabilities** for **future growth**.





# Key Clients



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# 3QFY2021 Profit & Loss Highlights

- Highest ever quarterly SALES, EBITDA and NET PROFIT
- Robust top line growth leads to operating leverage gains
- Business outlook remains robust across categories

(Figures in ₹ million)	FY2020 Q3	FY2021 Q3	Growth (%) YoY	FY2020 9M	FY2021 9M	Growth (%) YoY
Revenue	1405.6	1845.6	31.3%	4584.5	3753.0	-18.1%
EBITDA	76.6	159.4	108.0%	277.0	271.1	-2.1%
Net Profit	6.1	65.0	963.6%	55.3	11.8	-78.7%
Diluted EPS (in Rs.)	0.31	3.33		2.83	0.60	

# 9M 2021 Balance sheet

A. EQUITY AND LIABILITIES	As on 30.12.2020	As on 31.03.2020	B. ASSETS	As on 30.12.2020	As on 31.03.2020
(a) Share capital	195.3	195.3	(a) Fixed assets	2470.1	2532.1
(b) Reserves and surplus	1,584.7	1,567.0	(b) Capital Work in Progress	232.4	60.6
<b>Sub-Total - Shareholders' Funds</b>	<b>1,780.0</b>	<b>1,762.3</b>	(c) Other Financial Assets	32.9	24.1
(a) Long-term borrowings	664.2	693.6	(d) Other non-current assets	84.6	77.8
(b) Long-term provisions	78.5	84.2	<b>Sub-Total - Non-Current Assets</b>	<b>2820.1</b>	<b>2694.6</b>
<b>Sub-Total - Non-Current Liabilities</b>	<b>742.7</b>	<b>777.8</b>	(a) Inventories	1250.2	845.8
(a) Short-term borrowings	942.5	1,039.1	(b) Trade receivables	880.2	1011.9
(b) Trade payables	1,479.4	1,063.1	(c) Cash and cash equivalents	157.3	179.6
(c) Other current liabilities	562.4	352.9	(d) Short-term loans and advances	93.8	86.8
(d) Short-term provisions	5.8	6.1	(e) Other current assets	311.2	182.6
<b>Sub-Total - Current Liabilities</b>	<b>2,990.0</b>	<b>2,461.2</b>	<b>Sub-Total - Current Assets</b>	<b>2,692.7</b>	<b>2,306.7</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>5,512.7</b>	<b>5,001.3</b>	<b>TOTAL-ASSETS</b>	<b>5,512.7</b>	<b>5,001.3</b>

- The working capital will normalises fully in coming quarters as the one-off business of GAS charging for Room AC gets over.
- The working capital optimisation remains the focus area of the company and overall Asset turns will improve going forward.

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# Financial Metrics

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

Key Ratios	FY2020 Q3	FY2021 Q3	2020 9M	2021 9M	FY20
EBITDA Margin (%)	5.5%	8.6%	6.0%	7.2%	6.6%
Net Profit Margin (%)	0.4%	3.5%	1.2%	0.3%	0.4%
DSO (Days)	43.9	57.8	43.9	57.8	57.8
Inventory (Days)	54.6	106.3	54.6	106.3	61.3
ROCE (%)	11.1%	8.8%	11.1%	8.8%	10.0%

# Business Breakup

- Washing Machine Business has seen **robust growth in 9M 2021** and company is about to **launch the Fully Automatic platform**.
- **Room AC** and **Cooler** business is seeing a **steady demand growth**.
- **Products business** remains the **focus area** and **growth driver** for the company.

Segment	2020 Q3	2021 Q3	2020 9M	2021 9M	FY20
Plastic Moulding	63%	62%	71%	65%	69%
Electronics	7%	7%	8%	8%	7%
Mould Manufacturing	2%	0%	1%	0%	1%
Product sale	28%	31%	20%	26%	23%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>	<b>100%</b>

# Major Highlights of 9M FY2021

- Due to COVID-19 mandated shutdowns, plants were totally closed for months of Apr-May'20. The production was only partially restored in June'20. **Production loss** of AC-IDU (Indoor Unit) resulted in **increased raw material inventory** in 1H. This is **getting liquidated now**.
- Company is seeing **increased enquires for business** from **new and existing clients** and we remain **very optimistic** on the **future growth prospects** of the business.
- The outlook for all business segments has **improved significantly** and the company is seeing a **highly promising order flow** from clients across segments.
- 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 new products** soon.



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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

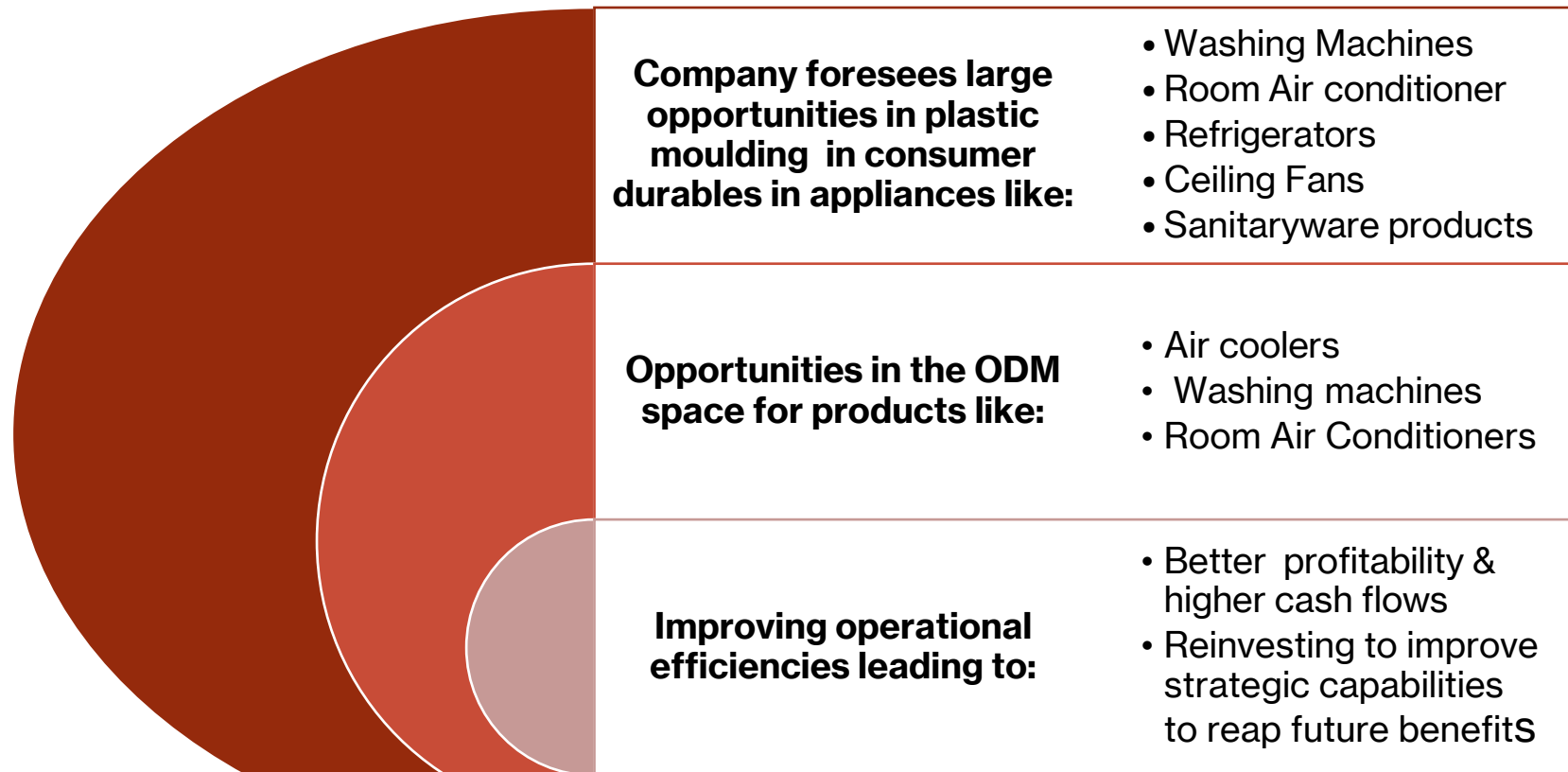
The Rapid rate of urbanization, growth of young population with rising income levels is leading to large emerging middle class in India. Implying huge potential demand for the consumer appliance and durable market in coming years.

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



# 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
<b>Net Sales</b>	<b>2,603</b>	<b>3,664</b>	<b>3,994</b>	<b>5,084</b>	<b>6,394</b>
Growth (%)	9.0%	40.8%	9.0%	27.3%	25.8%
<b>Expenditure</b>	<b>2,422</b>	<b>3,456</b>	<b>3,749</b>	<b>4,777</b>	<b>5,993</b>
Increase/Decrease in Stock	(48)	19	-109	-41	(70)
Raw Material Consumed	1961	2792	3200	4032	5108
Power & Fuel Cost	97	115	117	144	166
Selling and Distribution Expenses	35	51	55	62	68
Manufacturing Expenses	127	85	71	79	85
Personnel Costs	262	329	349	401	539
Administrative Expenses	29	41	42	44	54
Miscellaneous Expenses	18	26	25	56	43
<b>Operating Profit</b>	<b>180</b>	<b>207</b>	<b>246</b>	<b>307</b>	<b>401</b>
OPM (%)	6.9%	5.7%	6.1%	6.0%	6.3%
Growth (%)	54.9%	14.7%	18.6%	24.9%	30.2%
(+) Other income	32	31	53	32	23
<b>EBDIT</b>	<b>213</b>	<b>238</b>	<b>299</b>	<b>339</b>	<b>424</b>
( - ) Depreciation	97	106	117	134	163
<b>EBIT</b>	<b>116</b>	<b>133</b>	<b>181</b>	<b>205</b>	<b>261</b>
( - ) Interest & Finance charges	97	99	106	103	148
( - ) Exceptional Expenses	0	0	0	0	(20)
<b>PBT</b>	<b>97</b>	<b>99</b>	<b>106</b>	<b>103</b>	<b>127</b>
<b>PAT</b>	<b>19</b>	<b>34</b>	<b>75</b>	<b>100</b>	<b>26</b>

# Balance Sheet

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

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

**Thank You for Your Time  
and Consideration!**