



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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November 05, 2020

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 & half year ended on September 30, 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 LIMITED

Q2 FY21 UPDATE

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.

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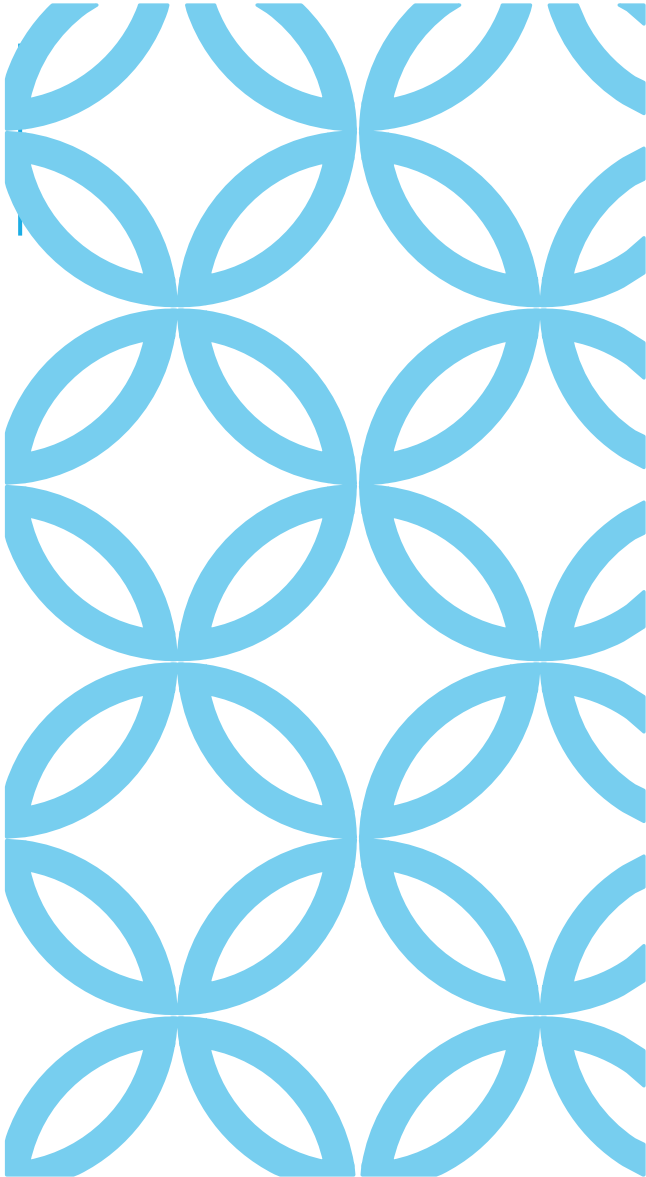
Quarterly P&L

Key Financial Metrics

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Opportunities & Challenges

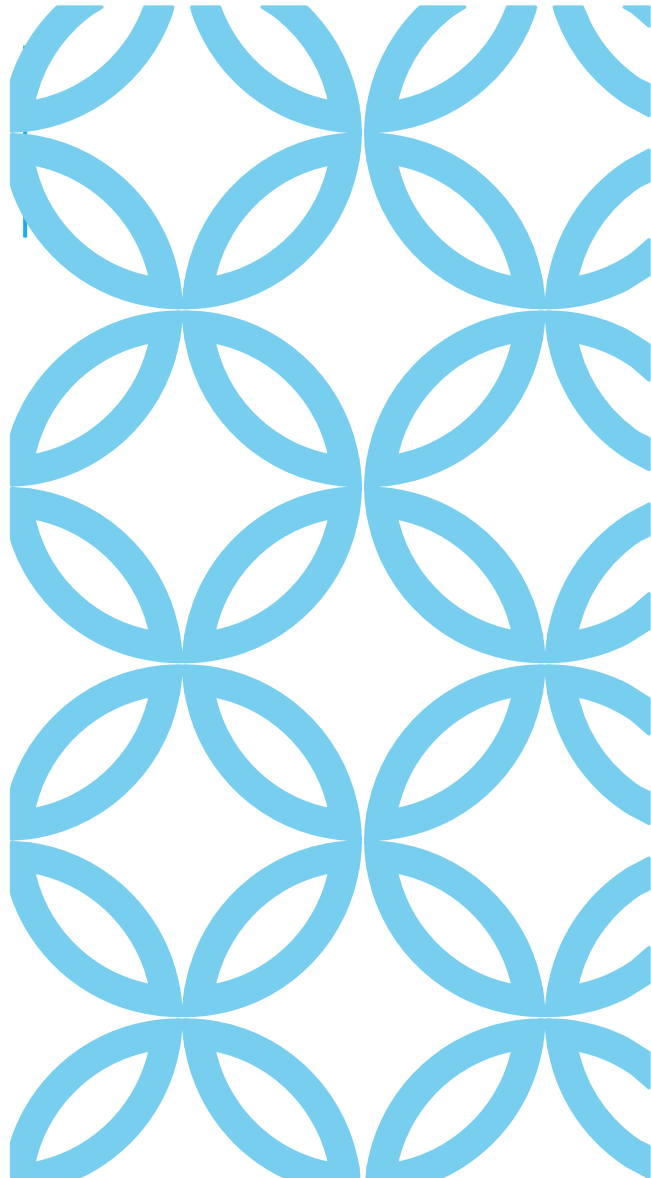
Future Outlook



Introduction

- PG Group founded in Year 1977 for Electronics components manufacturing.
- In 1995, a TV manufacturing plant was setup in Noida, In 1997, started manufacturing Color TVs & Audio Products.
- In 1999, PG Group set up a PCB Assembly Line at Noida. In 2003, Started Plastic Injection Molding Plant.
- In 2008, got first tender from Tamilnadu Govt for supplying CTV & supplied 2 million CTV in 3 years.
- In 2015, installed Blow molding up to capacity of 80Ltr.
- In 2016, Installed new Tool room as a separate profit center.
- In 2016, Installed Mobile Phone manufacturing units in Pune.
- Today, more than 130 Horizontal and Vertical type Plastic Injection Molding Machines.
- Trusted Supplier for 4-Wheeler & 2 –Wheeler Automobile Plastic Parts (Tier – 2) from year 2011.

Introduction – PG Group presence



**Presence in
Different Fields**

PLASTIC MOLDING FOR CONSUMER DURABLES & AUTOMOTIVE PARTS



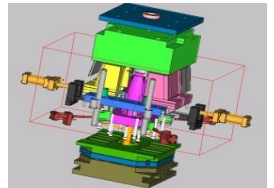
FINAL ASSEMBLY OF AIR COOLERS, WASHING MACHINE, LED TV, STBs



PRINTED CIRCUIT BOARD ASSEMBLIES

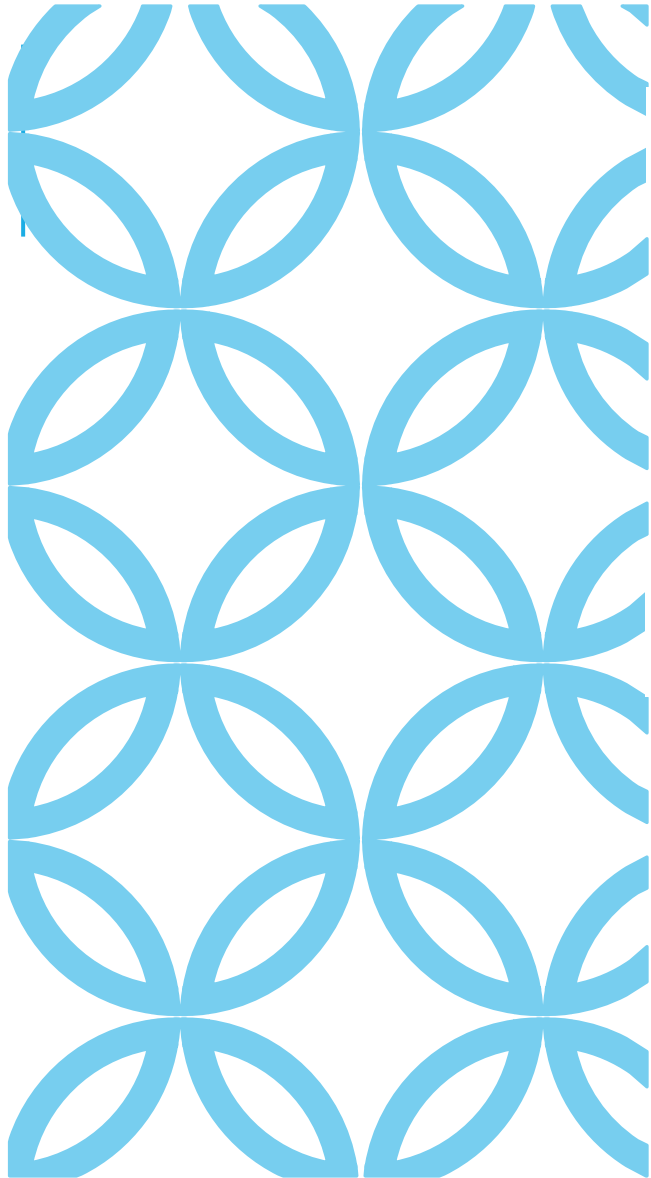


PLASTIC INJECTION TOOL DESIGNING AND MANUFACTURING



MOBILE PHONE ASSEMBLY





Introduction- Customer list

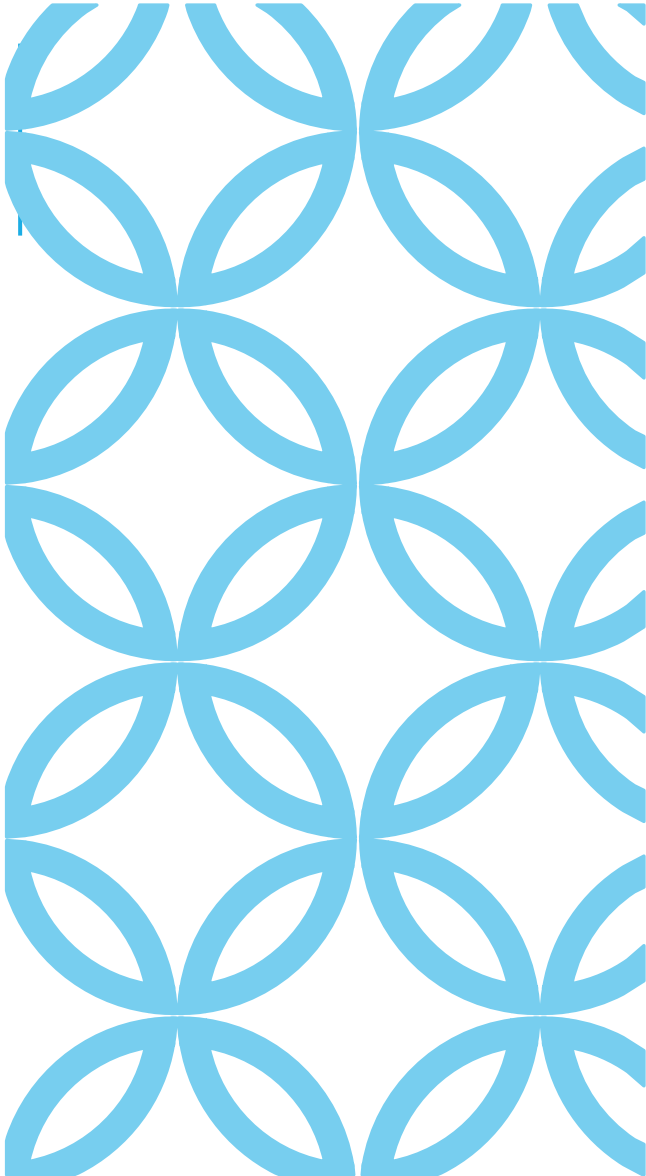


2QFY 2021 Profit & Loss Highlights

| | Q2 | Q2 | Growth | H1 | H1 | Growth |
|-------------------|--------|--------|---------|--------|--------|---------|
| (₹ million) | FY2020 | FY2021 | (%) YoY | FY2020 | FY2021 | (%) YoY |
| Revenue | 1447.5 | 1534.0 | 6.0% | 3178.9 | 1907.4 | -40.0% |
| EBITDA | 87.7 | 135.3 | 54.3% | 200.3 | 111.69 | -44.2% |
| Net Profit | 7.5 | 31.69 | 322.5% | 49.2 | -53.2 | NA |
| Diluted EPS (Rs.) | 0.40 | 1.62 | 303.6% | 2.64 | -2.72 | NA |

- Company has seen sharp improvement in business across segments and tight cost controls have led to margin improvement.
- Business outlook is improving and customer orders are signalling better revenue growth outlook

1H-2021 Balance Sheet



| A. EQUITY AND LIABILITIES | As at 30.09.2020 | As at 31.03.2020 | B ASSETS | As at 30.09.2020 | As at 31.03.2020 |
|--|-----------------------------|-----------------------------|---------------------------------------|-----------------------------|-----------------------------|
| (a) Share capital | 195.29 | 195.29 | (a) Fixed assets | 2,485.02 | 2,532.14 |
| (b) Reserves and surplus | 1,517.26 | 1566.96 | (b) Capital Work in Progress | 133.79 | 60.57 |
| Sub-Total - Shareholders' Funds | 1,712.55 | 1762.25 | (c) Other Financial Assets | 31.18 | 24.05 |
| (a) Long-term borrowings | 678.44 | 693.63 | (d) Other non-current assets | 45.95 | 77.83 |
| (b) Long-term provisions | 75.10 | 84.18 | Sub-Total - Non-Current Assets | 2,695.94 | 2,694.59 |
| Sub-Total - Non-Current Liabilities | 753.53 | 777.81 | (a) Inventories | 809.30 | 845.8 |
| (a) Short-term borrowings | 938.32 | 1039.13 | (b) Trade receivables | 819.24 | 1,011.90 |
| (b) Trade payables | 791.70 | 1063.14 | (c) Cash and cash equivalents | 107.58 | 179.63 |
| (c) Other current liabilities | 522.41 | 352.87 | (d) Short-term loans and advances | 89.06 | 86.83 |
| (d) Short-term provisions | 5.68 | 6.06 | (e) Other current assets | 203.08 | 182.57 |
| Sub-Total - Current Liabilities | 2,258.1 | 2461.2 | Sub-Total - Current Assets | 2,028.26 | 2,306.68 |
| TOTAL - EQUITY AND LIABILITIES | 4,724.20 | 5001.27 | TOTAL-ASSETS | 4,724.20 | 5,001.27 |

- The Balance sheet is still not optimal and management sees further opportunities of working capital optimisation in coming quarters as business normalises fully.

Financial Metrics

| Key Ratios | Q2 FY2020 | Q2 FY2021 | 1H 2020 | 1H 2021 | FY20 |
|-----------------------|--------------|--------------|------------|------------|-------|
| EBITDA Margin (%) | 6.1% | 8.8% | 6.3% | 5.9% | 6.6% |
| Net Profit Margin (%) | 0.5% | 2.1% | 1.5% | -2.8% | 0.4% |
| DSO (Days) | 47.8 | 58.4 | 47.8 | 58.4 | 57.8 |
| INVENTORY (DAYS) | 46.1 | 74.5 | 46.1 | 74.5 | 61.3 |
| ROCE(%) | 7.8% | 5.8% | 7.8% | 5.8% | 10.0% |

- 1HFY21 EBITDA margins are impacted due lockdown as plants were closed for months of Apr-May'20 but 2Q margins have rebounded due to sharp cost controls and business normalisation
- Revenue growth outlook is improving, while margin outlook is stable . Company is expecting 2HFY21 to be significantly better than 1H2021.

BUSINESS BREAKUP

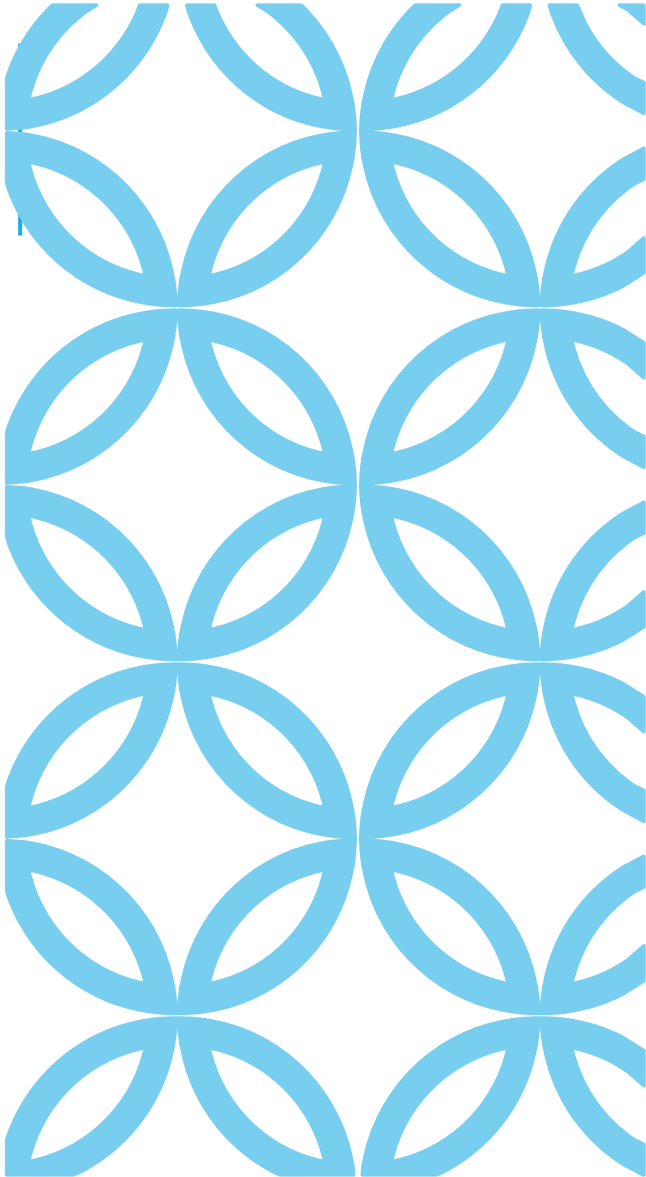
| Segment | 2QFY21 | 1QFY21 | 2QFY20 | FY20 |
|------------------|-------------|-------------|-------------|-------------|
| | % Mix | % Mix | % Mix | % Mix |
| Plastic Moulding | 69% | 65% | 74% | 69% |
| Electronics | 9% | 5% | 10% | 7% |
| Mould Mnf. | 0% | 1% | 1% | 1% |
| Product sale | 21% | 28% | 15% | 23% |
| Total | 100% | 100% | 100% | 100% |

Washing machine business has seen a robust growth and we continues to see strong order flow. AC business is ramping up well and in 2H2021 should contribute good revenues.

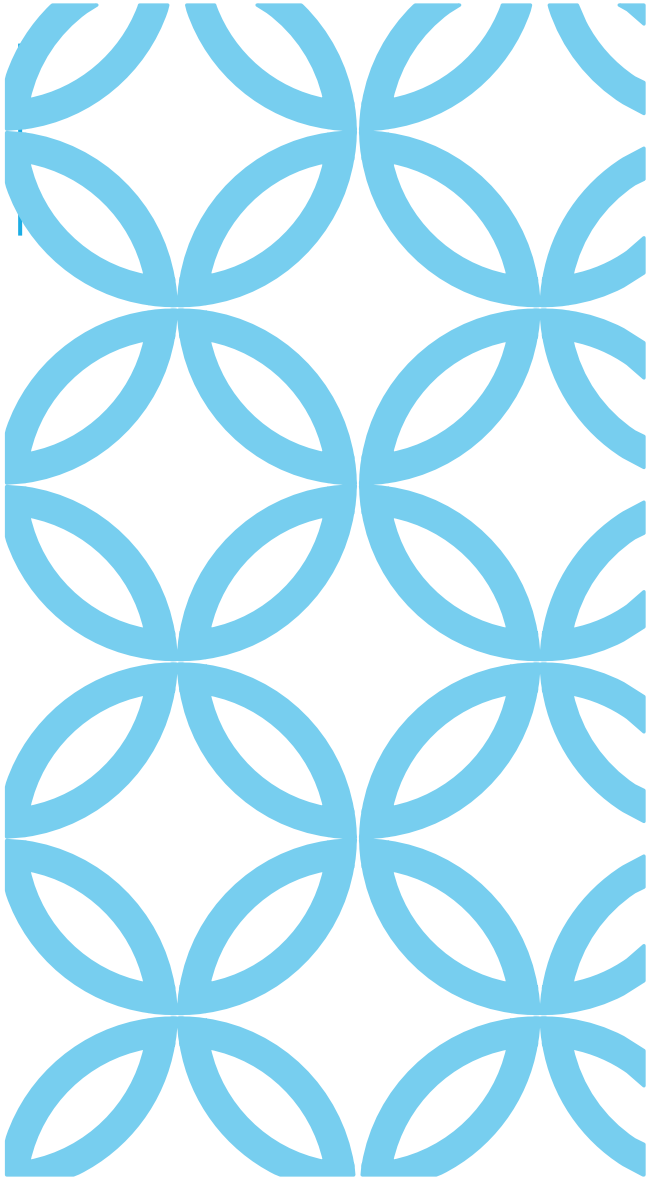
The Product business remains the focus area for the company and will be the major growth driver going forward

Major Highlights of 1HFY21

- Due to COVID-19 related shutdown 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) has resulted in increased raw material Inventory. This will get liquidated over coming quarters.
- 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 on all business segment has improved significantly and good order flow is there 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



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

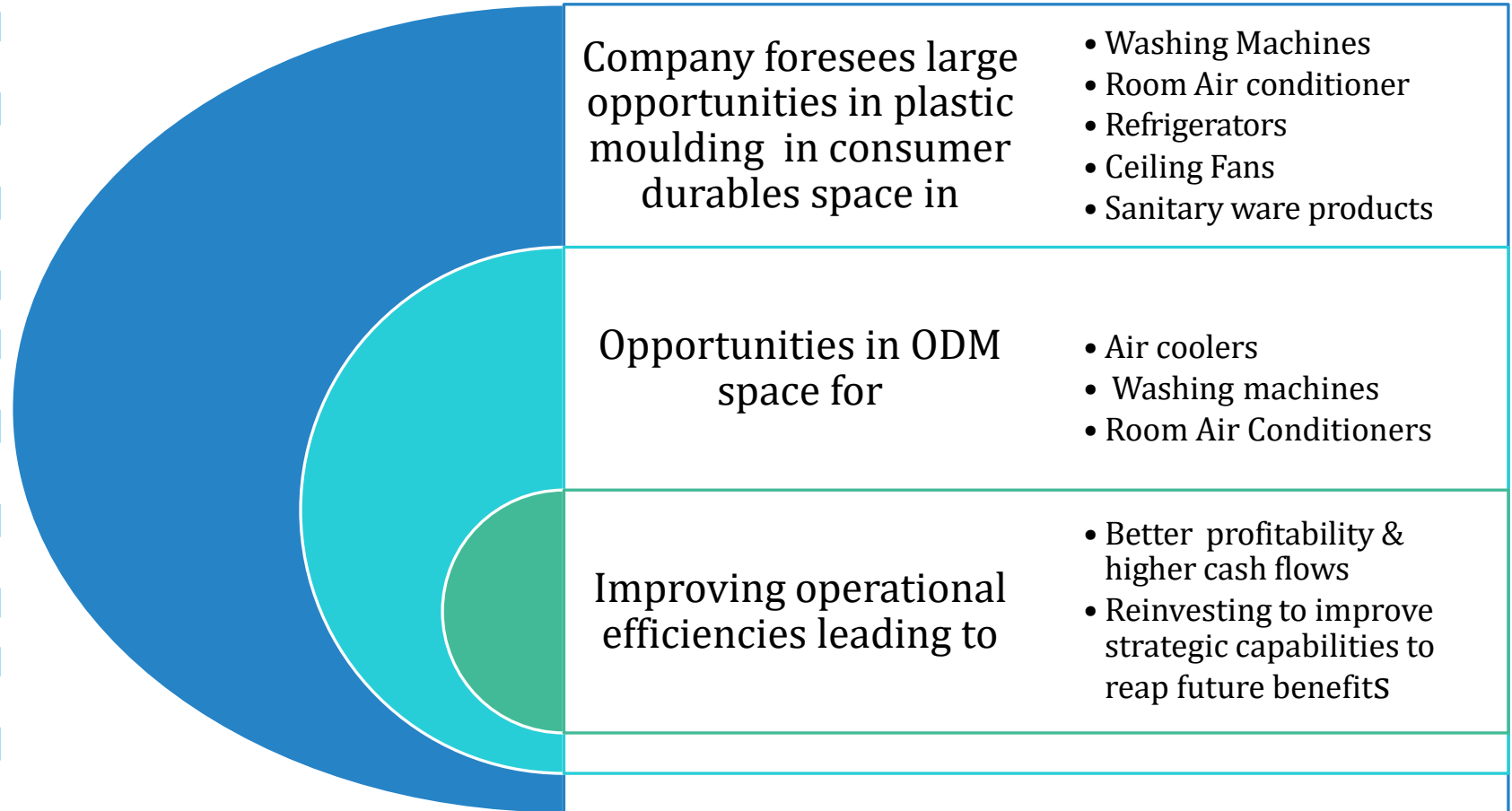
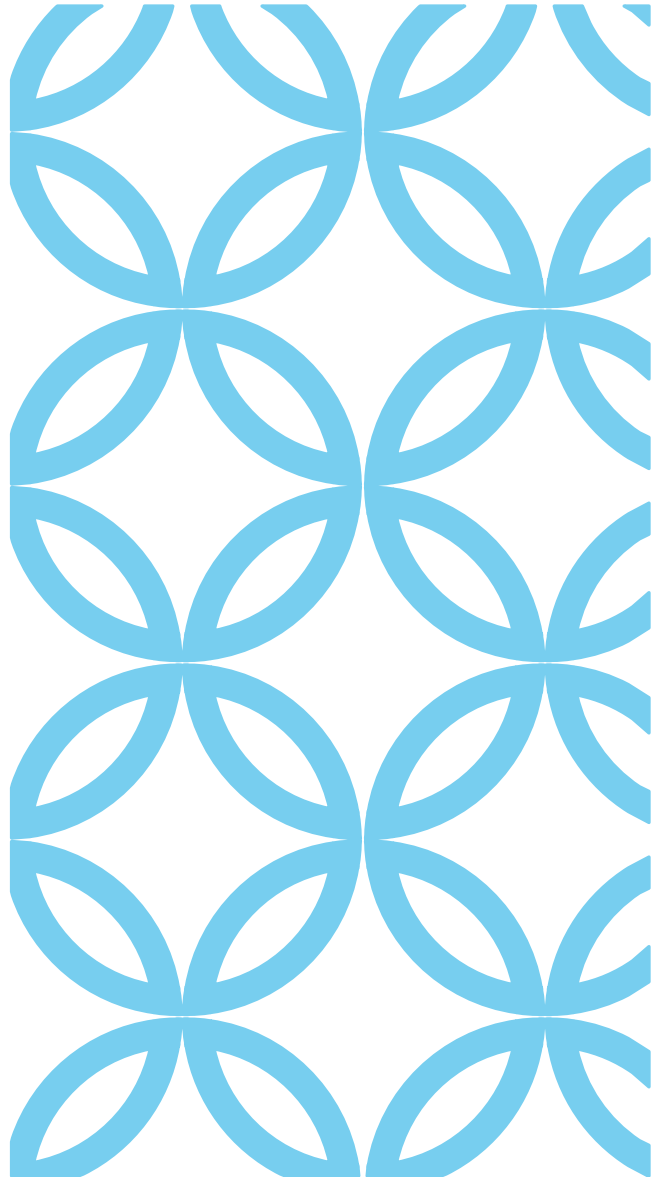
The Rapid rate of urbanization, growth of young population with rising income levels is leading to large emerging middle class in India. Implying huge potential demand for the consumer appliance and durable market in coming years.

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

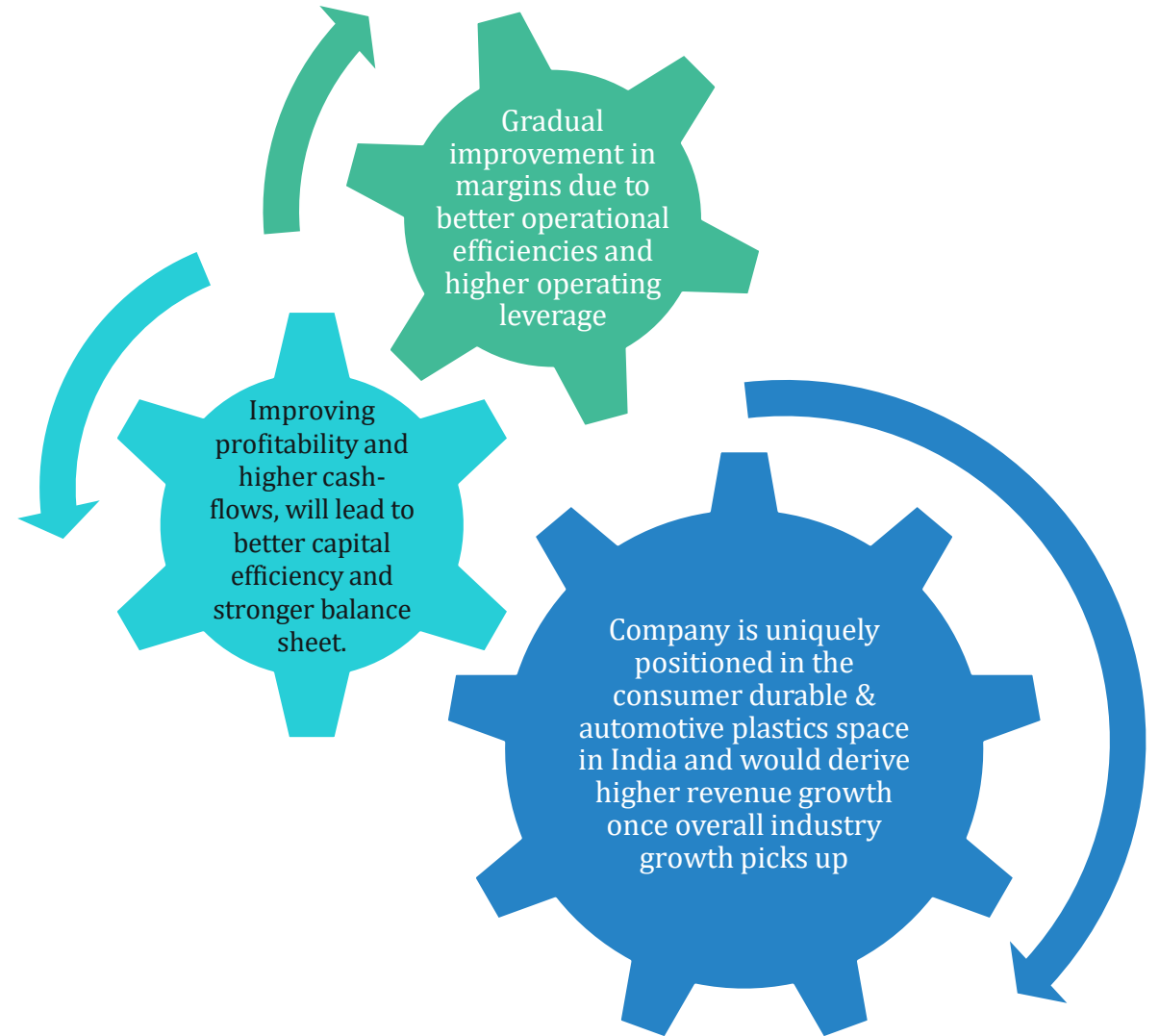
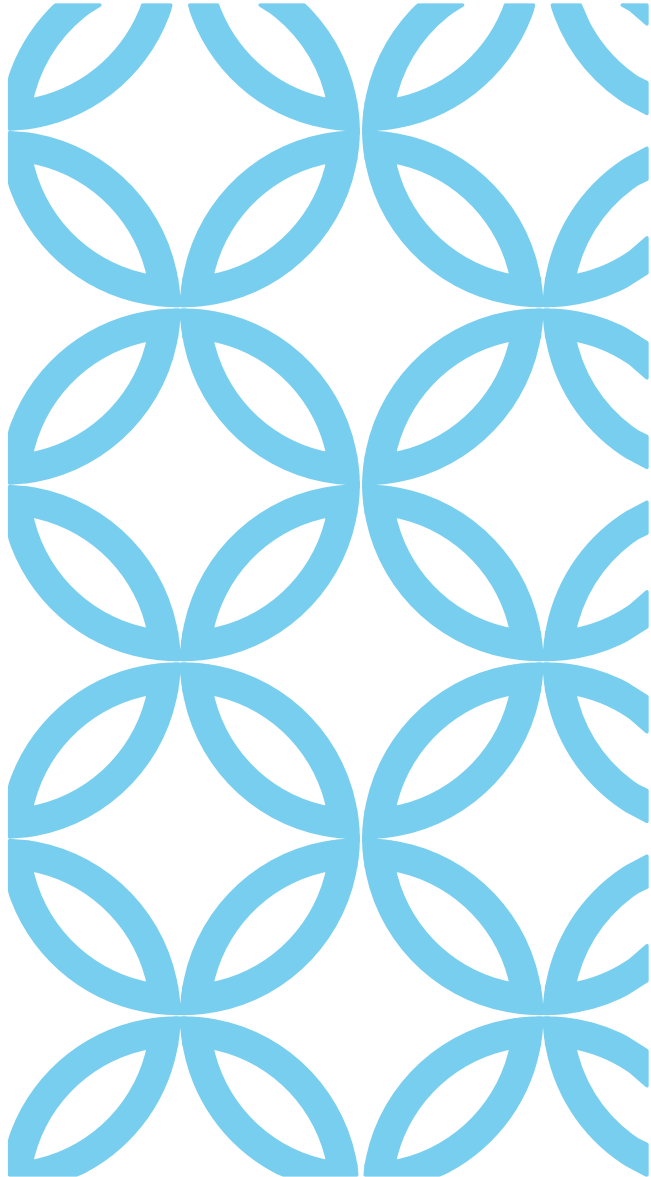
Further the Government's initiatives of promoting electronic manufacturing and treating the industry as one of the key pillars of the Digital India Program, opens new and exciting opportunities for the Industry

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





THANK YOU

For any queries, please contact:
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