



# PG ELECTROPLAST LIMITED

CIN-L32109DL2003PLC119416

## Corporate Office :

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**August 13, 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 ended on June 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

Q1 FY21 UPDATE

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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 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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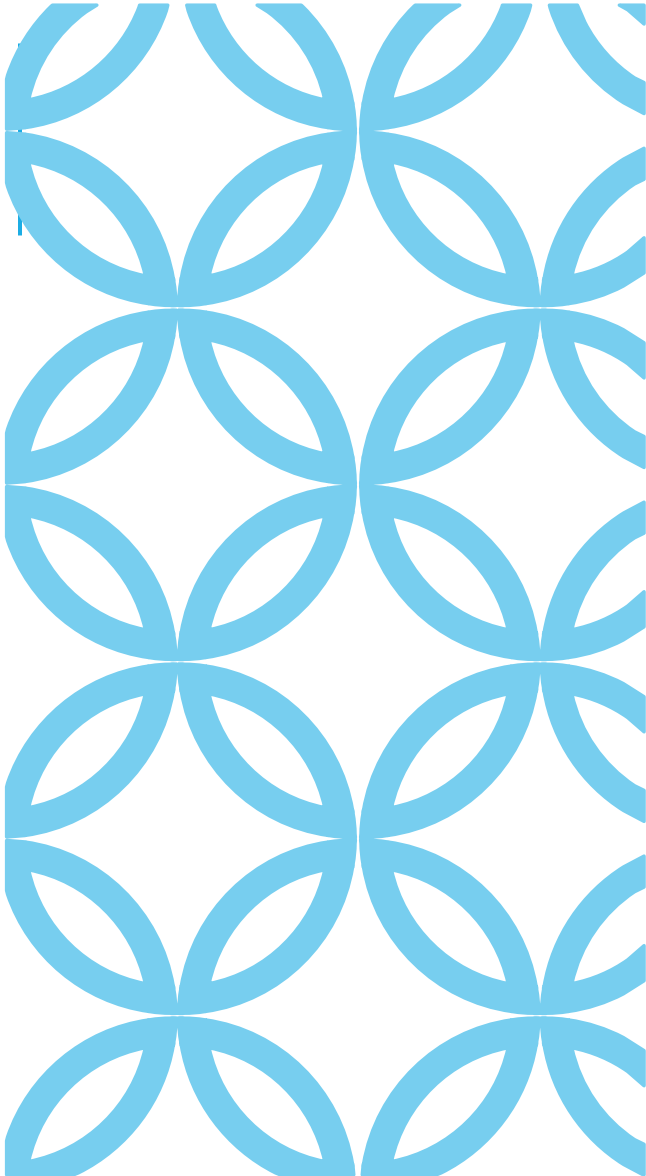
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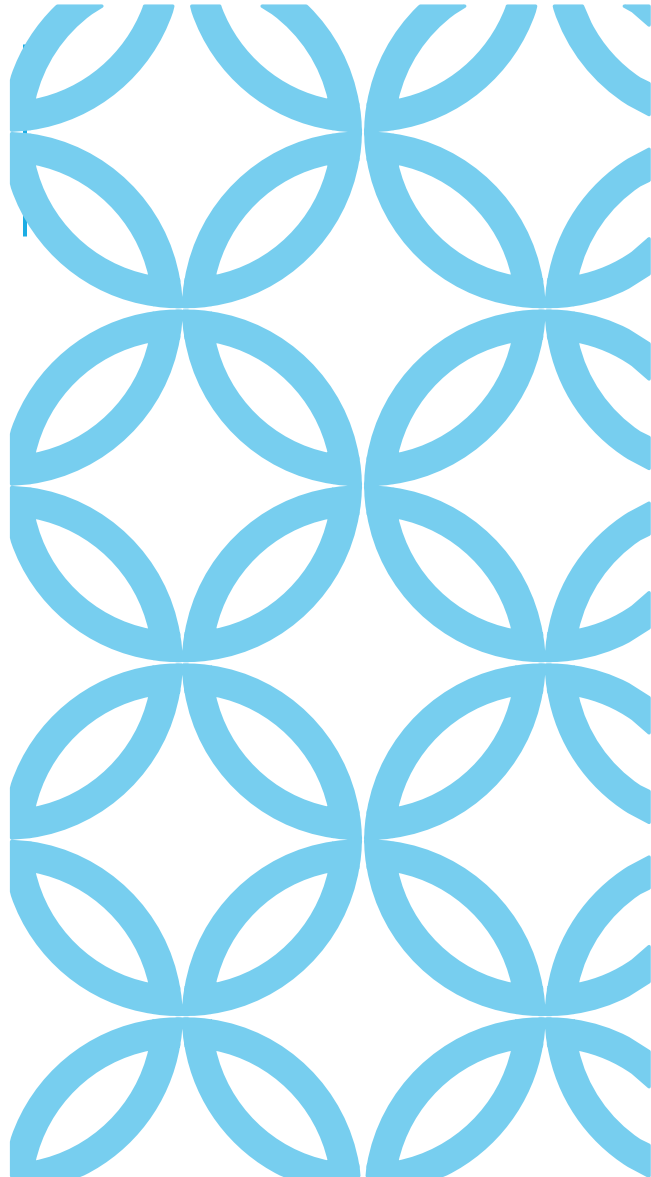
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## Introduction

- 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



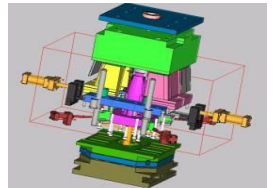
FINAL ASSEMBLY OF AIR COOLERS, WASHING MACHINE, LED TV, STBs



PRINTED CIRCUIT BOARD ASSEMBLIES

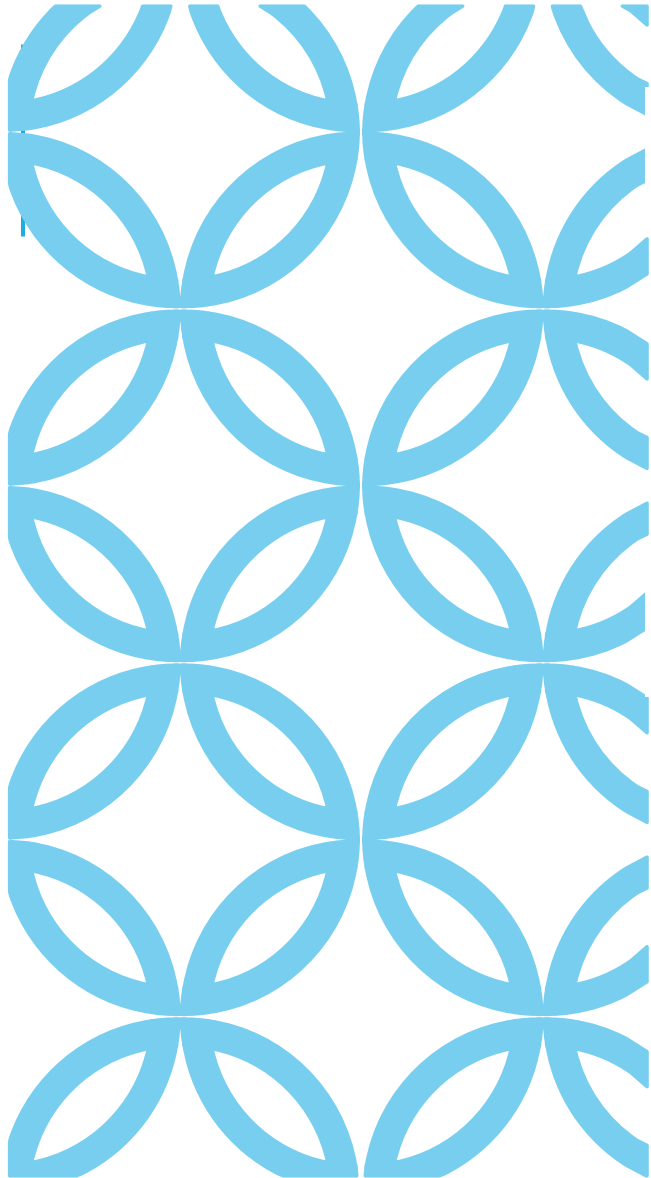


PLASTIC INJECTION TOOL DESIGNING AND MANUFACTURING



MOBILE PHONE ASSEMBLY





# Introduction- Customer list



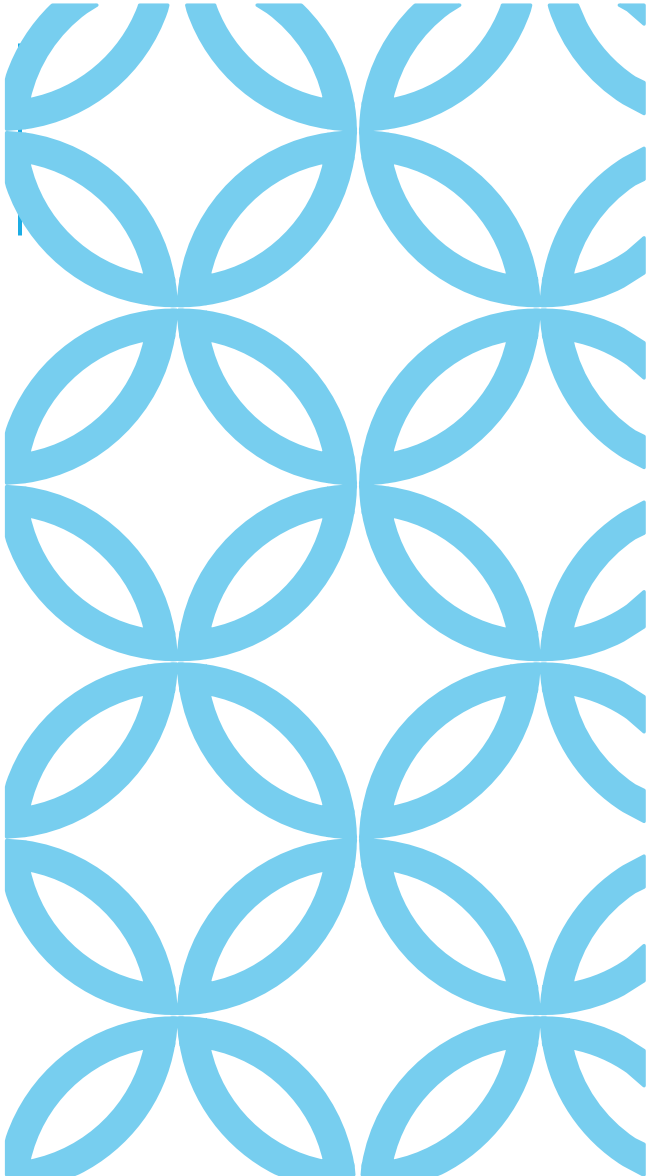
## 1QFY 2021 Profit & Loss Highlights

(₹ million)	Q1	Q4	Q1	Growth (%)	
	FY2020	FY2020	FY2021	Q-o-Q	Y-o-Y
Revenue	1,731.4	1,834.4	373.4	-79.6%	-78.4%
EBITDA	112.7	142.3	-23.6	NA	NA
Net Profit	41.7	-29.1	-84.3	NA	NA
Diluted EPS (Rs.)	2.2	-1.5	-4.3	NA	NA

- Due to closure of Plants in Apr-May 2020, production and sales have been severely impacted.
- Plants were partially operational in June. Negative operating and financial leverage has hit the company during the quarter.



# 1QFY2021 Balance Sheet



<b>A. EQUITY AND LIABILITIES</b>	<b>As at 30.06.2020</b>	<b>As at 31.03.2020</b>	<b>B. ASSETS</b>	<b>As at 30.06.2020</b>	<b>As at 31.03.2020</b>
(a) Share capital	195.29	195.29	(a) Fixed assets	2,496.66	2,532.14
(b) Reserves and surplus	1482.62	1566.96	(b) Capital Work in Progress	73.34	60.57
<b>Sub-Total - Shareholders' Funds</b>	<b>1677.91</b>	<b>1762.25</b>	(c) Other Financial Assets	32.11	24.05
(a) Long-term borrowings	723.42	693.63	(d) Other non-current assets	56.57	77.83
(b) Long-term provisions	73.21	84.18	<b>Sub-Total - Non-Current Assets</b>	<b>2,658.68</b>	<b>2,694.59</b>
<b>Sub-Total - Non-Current Liabilities</b>	<b>796.64</b>	<b>777.81</b>	(a) Inventories	793.22	845.80
(a) Short-term borrowings	964.27	1039.13	(b) Trade receivables	576.48	1,011.90
(b) Trade payables	538.81	1063.14	(c) Cash and cash equivalents	170.66	179.63
(c) Other current liabilities	452.25	352.87	(d) Short-term loans and advances	79.35	86.83
(d) Short-term provisions	5.84	6.06	(e) Other current assets	157.32	182.57
<b>Sub-Total - Current Liabilities</b>	<b>1961.17</b>	<b>2461.20</b>	<b>Sub-Total - Current Assets</b>	<b>1,777.03</b>	<b>2,306.68</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>4435.72</b>	<b>5001.27</b>	<b>TOTAL- ASSETS</b>	<b>4,435.72</b>	<b>5,001.27</b>

- The Balance sheet has shrunk during the quarter as the current assets (Inventories and Trade receivables) reduction has been offset by similar reduction in trade payables

## Financial Metrics

Key Ratios	Q1 FY2020	Q4 FY2020	Q1 FY2021	12M FY2020
EBITDA Margin (%)	6.5%	7.8%	-6.3%	6.6%
Net Profit Margin (%)	2.4%	-1.6%	-22.6%	0.4%
DSO (Days)	50.2	57.8	41.8	57.8
INVENTORY (Days)	47.7	61.3	73.7	61.3
ROCE (%)	10.5%	10.0%	NA	10.0%

- 1QFY21 EBITDA margins are impacted due lockdown as plants were closed for months of Apr-May'20 and even June ramp-ups were slow
- However 2QFY21 is ramping up well and operations are now at almost 90% of the PRE-COVID levels.

# BUSINESS BREAKUP

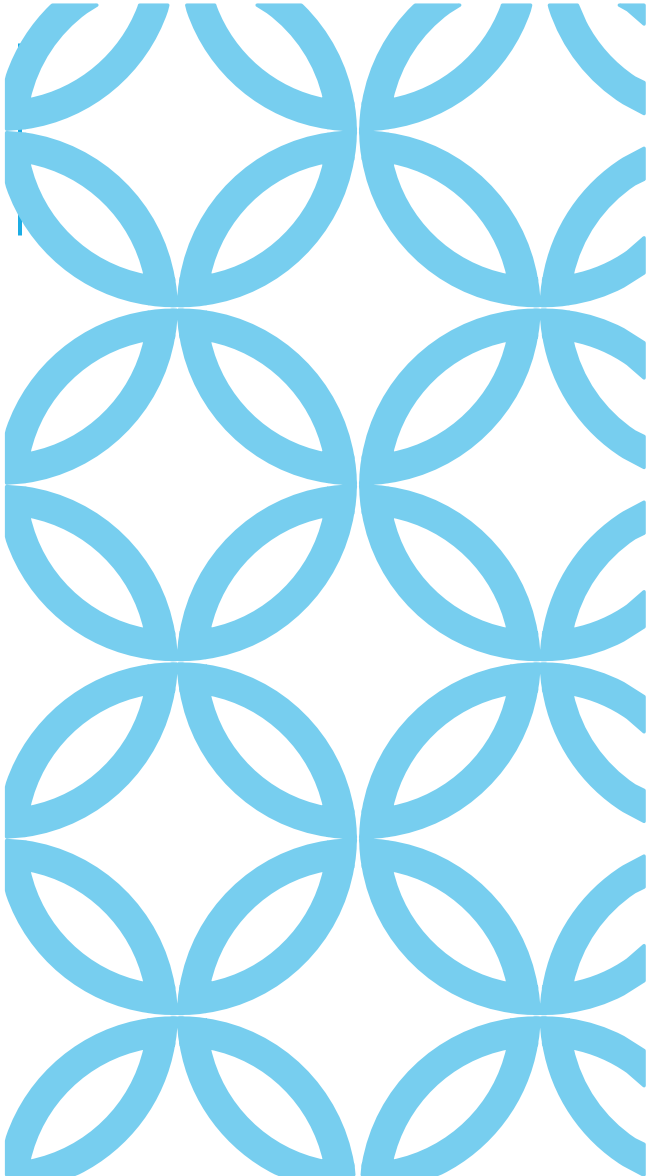
Segment	Q-1 2020	Q-4 2020	Q-1 2021	12M- 2020
	% Mix	% Mix	% Mix	% Mix
Plastic Moulding	75%	64%	65%	69%
Electronics	5%	4%	5%	7%
Mould Mnf.	1%	1%	1%	1%
Product sale	19%	31%	28%	23%
Total	100%	100%	100%	100%

Newly commissioned AC IDU facility at Pune Plant was ramping up well before COVID-19 related shutdown hit us. We are optimistic on the IDU business in the coming year

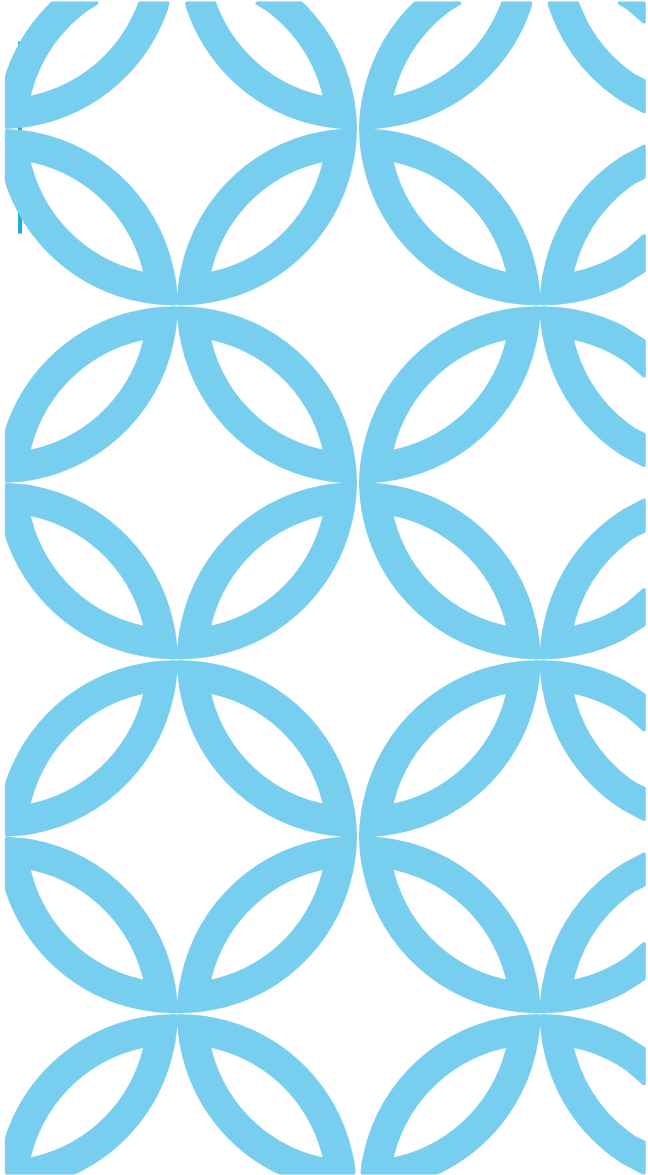
The Product business remains the focus area for the company and will be the major growth driver going forward

## Major Highlights of 1QFY21

- 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.



## 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

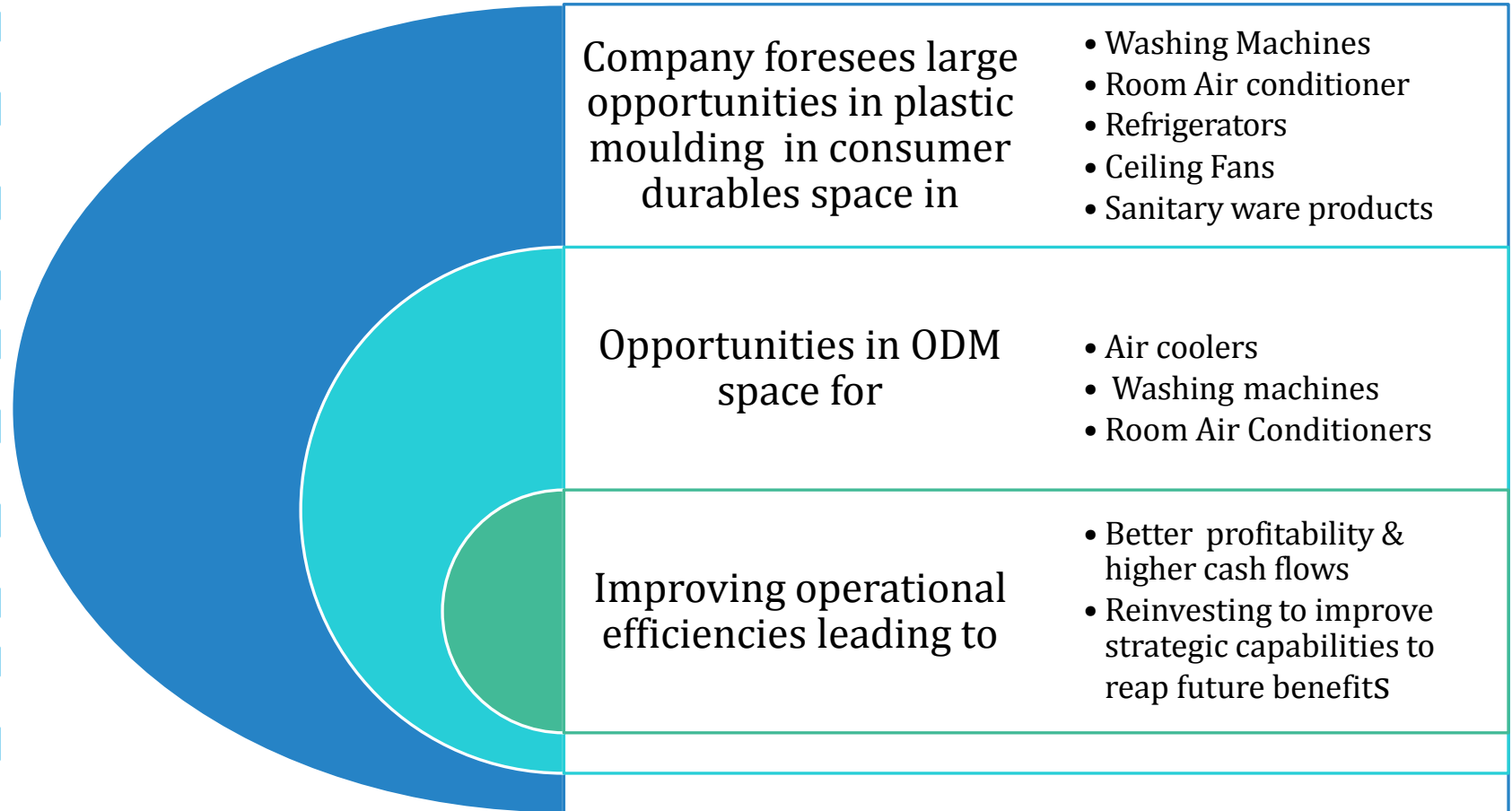
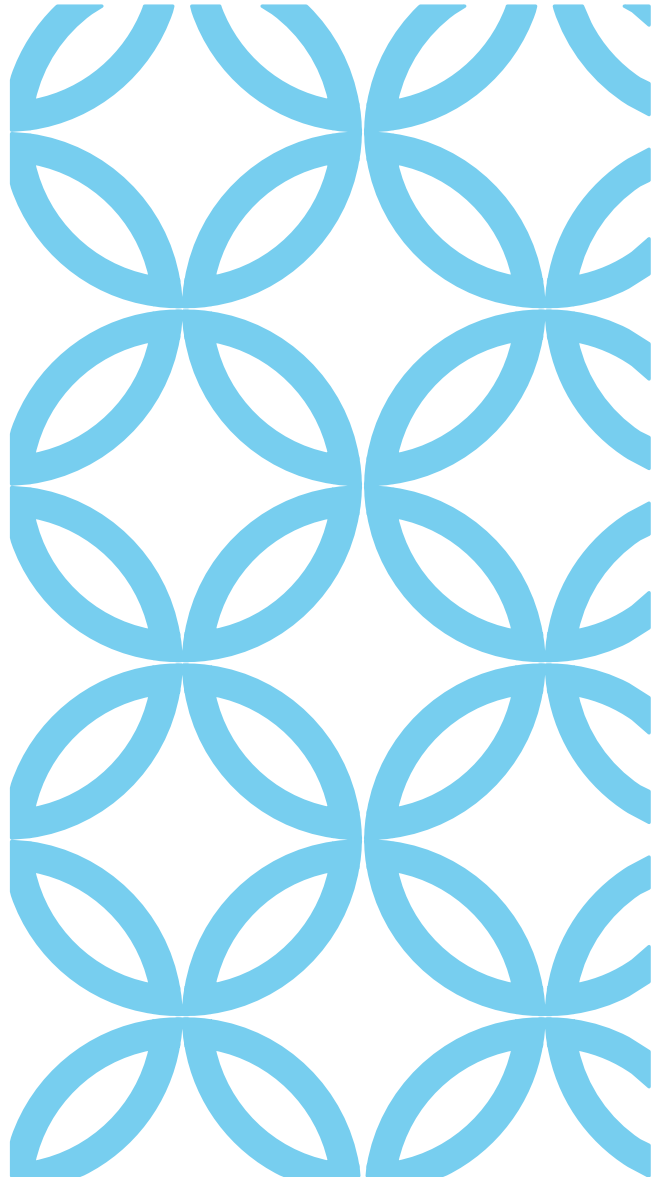
The Rapid rate of urbanization, growth of young population with rising income levels is leading to large emerging middle class in India. Implying huge potential demand for the consumer appliance and durable market in coming years.

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.

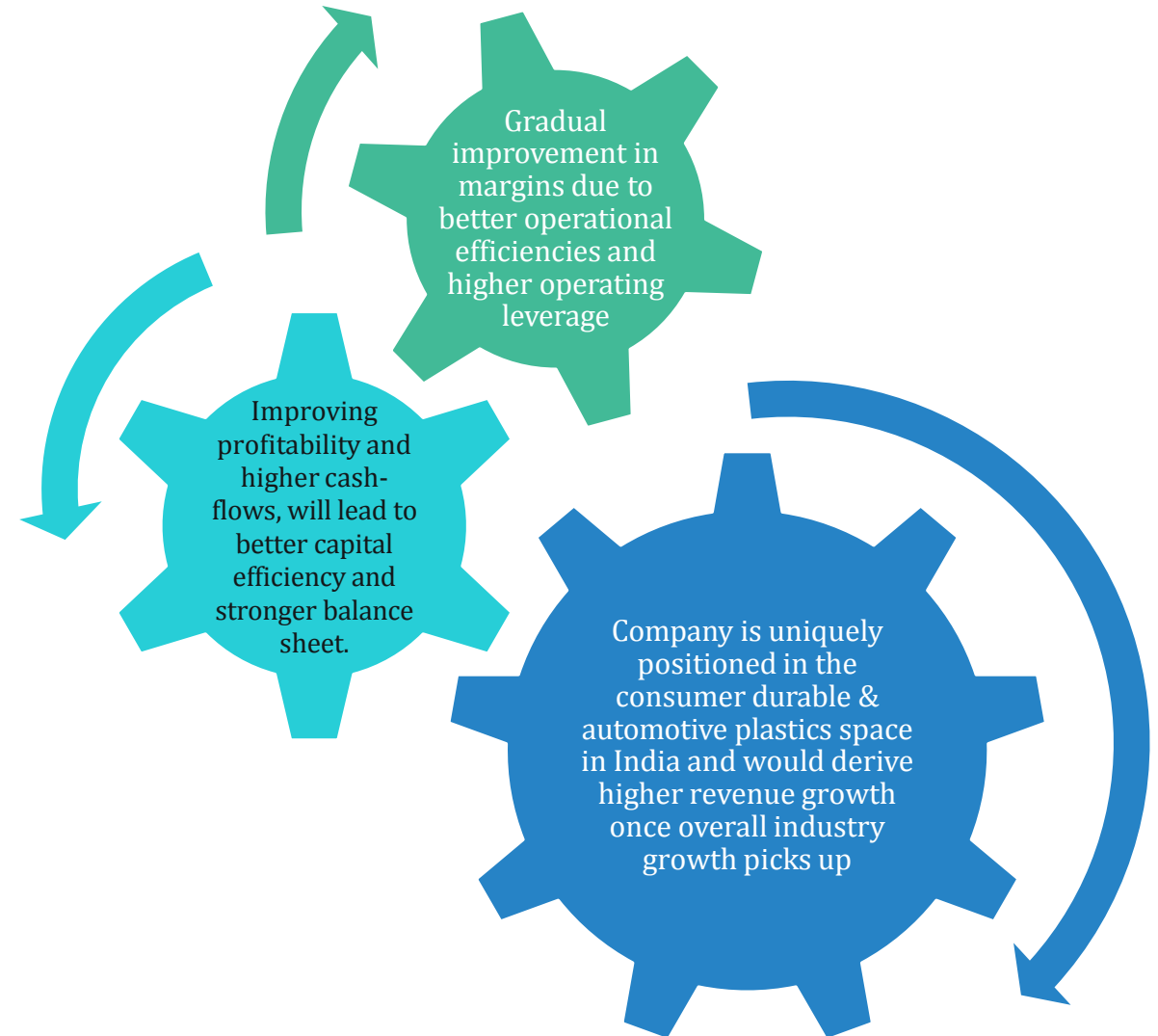
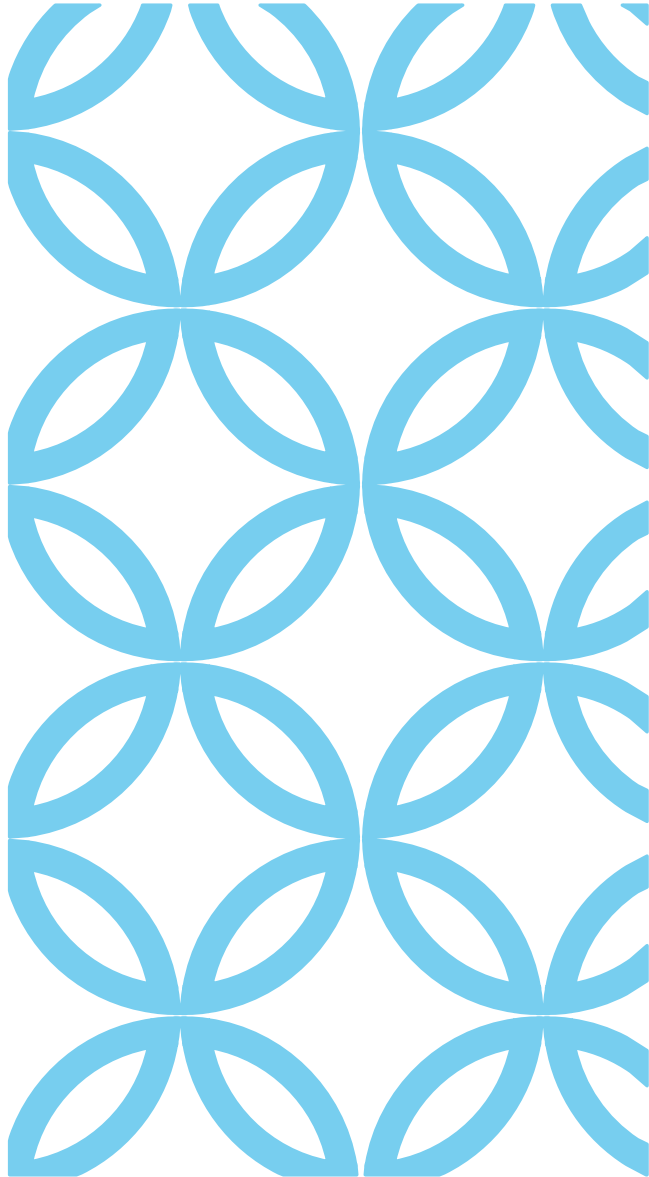
Further the Government's initiatives of promoting electronic manufacturing and treating the industry as one of the key pillars of the Digital India Program, opens new and exciting opportunities for the Industry

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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