June 23, 2020

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

Scrip Code: 533581

By means of BSE Listing Centre

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, 2020.

This is for your information and record please.

Thanking you,

For PG Electroplast Limited

(Sanchay Dubey)
Company Secretary
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 from 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.
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 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 80 Ltr.
- 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 Yr. 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

LG
Whirlpool
Salcomp
Samsung
Carrier
Kohler
Sharp
Unilever
Midea
Lava
Jaquar
Onida
Havells
Godrej
Intex
Kenstar
Panasonic
Videocon
ABB
Voltas
Orient Electric

Spark Minda
Aishok Minda Group
Vast
Smit
Samvardhana Motherson Reflectec

ITW
Bright Autoplast
### Q4 FY20 & FY20 Performance Highlights

<table>
<thead>
<tr>
<th>(₹ million)</th>
<th>Q4 FY2019</th>
<th>Q4 FY2020</th>
<th>Growth (%) YoY</th>
<th>12M FY2019</th>
<th>12M FY2020</th>
<th>Growth (%) YoY</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>1707.28</td>
<td>1834.39</td>
<td>7.4%</td>
<td>5115.42</td>
<td>6418.86</td>
<td>25.5%</td>
</tr>
<tr>
<td>EBITDA</td>
<td>130.96</td>
<td>142.28</td>
<td>8.6%</td>
<td>338.65</td>
<td>423.83</td>
<td>25.2%</td>
</tr>
<tr>
<td>Net Profit</td>
<td>63.45</td>
<td>-29.12</td>
<td></td>
<td>99.42</td>
<td>26.15</td>
<td>-73.7%</td>
</tr>
<tr>
<td>Diluted EPS (Rs.)</td>
<td>3.40</td>
<td>-1.49</td>
<td></td>
<td>5.33</td>
<td>1.34</td>
<td>-74.9%</td>
</tr>
</tbody>
</table>

- 4Q operational results are strong despite the company loosing sales of ~15 days in March due to COVID-19.
- 12M Revenue growth is 26% with stable operating margins
- Exceptional losses due to fire in the factory net of Insurance claims of Rs 9.8 million and Foreign exchange fluctuation losses of Rs 10.3m impacted the PBT
- Company has adopted option available under section 115BAA and hence reversed all MAT credit due amounting to Rs 46.8 million. Also current year DTL amounting to Rs 20.1 million has been reversed during the quarter.
<table>
<thead>
<tr>
<th>A. EQUITY AND LIABILITIES</th>
<th>As at 30.03.2019</th>
<th>As at 31.03.2020</th>
<th>B. ASSETS</th>
<th>As at 30.03.2019</th>
<th>As at 31.03.2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>(a) Share capital</td>
<td>186.50</td>
<td>195.29</td>
<td>(a) Fixed assets</td>
<td>1,920.60</td>
<td>2,532.14</td>
</tr>
<tr>
<td>(b) Reserves and surplus</td>
<td>1,503.70</td>
<td>1,566.96</td>
<td>(b) Capital Work in Progress</td>
<td>341.40</td>
<td>60.57</td>
</tr>
<tr>
<td>Sub-Total - Shareholders’ Funds</td>
<td>1,690.20</td>
<td>1,762.25</td>
<td>(c) Other Financial Assets</td>
<td>23.40</td>
<td>24.05</td>
</tr>
<tr>
<td>(a) Long-term borrowings</td>
<td>502.90</td>
<td>706.09</td>
<td>(d) Other non-current assets</td>
<td>67.40</td>
<td>77.83</td>
</tr>
<tr>
<td>(b) Long-term provisions</td>
<td>38.20</td>
<td>71.72</td>
<td>Sub-Total - Non-Current Assets</td>
<td>2,352.80</td>
<td>2,694.59</td>
</tr>
<tr>
<td>Sub-Total - Non-Current Liabilities</td>
<td>541.20</td>
<td>777.81</td>
<td>Inventories</td>
<td>682.50</td>
<td>845.80</td>
</tr>
<tr>
<td>(a) Short-term borrowings</td>
<td>681.30</td>
<td>1039.13</td>
<td>(b) Trade receivables</td>
<td>847.10</td>
<td>1011.9</td>
</tr>
<tr>
<td>(b) Trade payables</td>
<td>915.00</td>
<td>1063.14</td>
<td>(c) Cash and cash equivalents</td>
<td>63.70</td>
<td>179.63</td>
</tr>
<tr>
<td>(c) Other current liabilities</td>
<td>292.10</td>
<td>352.87</td>
<td>(d) Short-term loans and advances</td>
<td>41.30</td>
<td>86.83</td>
</tr>
<tr>
<td>(d) Short-term provisions</td>
<td>9.20</td>
<td>6.06</td>
<td>(e) Other current assets</td>
<td>141.60</td>
<td>182.57</td>
</tr>
<tr>
<td>Sub-Total - Current Liabilities</td>
<td>1,897.60</td>
<td>2,461.20</td>
<td>Sub-Total - Current Assets</td>
<td>1,776.20</td>
<td>2,306.68</td>
</tr>
<tr>
<td>TOTAL - EQUITY AND LIABILITIES</td>
<td>4,129.00</td>
<td>5,001.27</td>
<td>TOTAL-ASSETS</td>
<td>4,129.00</td>
<td>5,001.27</td>
</tr>
</tbody>
</table>

- Balance sheet management and capital efficiency remain key objectives of the management, However due to COVID-19, company suffered in Sales, collections and Inventory during the 4th Quarter.
Financial Metrics

<table>
<thead>
<tr>
<th>Key Ratios</th>
<th>Q4 FY2019</th>
<th>Q3 FY2020</th>
<th>Q4 FY2020</th>
<th>12M FY2019</th>
<th>12M FY2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>EBITDA Margin (%)</td>
<td>7.7%</td>
<td>5.5%</td>
<td>7.8%</td>
<td>6.6%</td>
<td>6.6%</td>
</tr>
<tr>
<td>Net Profit Margin (%)</td>
<td>3.7%</td>
<td>0.4%</td>
<td>-1.6%</td>
<td>1.9%</td>
<td>0.4%</td>
</tr>
<tr>
<td>DSO (Days)</td>
<td>60.8</td>
<td>43.9</td>
<td>57.8</td>
<td>60.8</td>
<td>57.8</td>
</tr>
<tr>
<td>INVENTORY (Days)</td>
<td>62.4</td>
<td>54.6</td>
<td>61.3</td>
<td>62.4</td>
<td>61.3</td>
</tr>
<tr>
<td>ROCE (%)</td>
<td>7.1%</td>
<td>11.1%</td>
<td>10.0%</td>
<td>7.1%</td>
<td>10.0%</td>
</tr>
</tbody>
</table>

- Operational EBITDA margins improvement would have been visible, had it not been for the COVID-19 Impact.
- Reported margins are impacted due to loss of Sales of ~15 days in 4Q and also due to start-up costs of new initiatives in Room AC IDU
- Ramp up in the product and ODM business in future will drive the profitability and Return ratios further
BUSINESS BREAKUP

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 years.

Washing machine business in the ODM model has done well in the last year and FY21 has started on optimistic note.

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q-1</th>
<th>Q-2</th>
<th>Q-3</th>
<th>Q-4</th>
<th>12M-2020</th>
</tr>
</thead>
<tbody>
<tr>
<td>Plastic Moulding</td>
<td>75%</td>
<td>74%</td>
<td>63%</td>
<td>61%</td>
<td>68%</td>
</tr>
<tr>
<td>Electronics</td>
<td>5%</td>
<td>10%</td>
<td>7%</td>
<td>5%</td>
<td>7%</td>
</tr>
<tr>
<td>Mould Mnf.</td>
<td>1%</td>
<td>1%</td>
<td>2%</td>
<td>0%</td>
<td>1%</td>
</tr>
<tr>
<td>Product sale</td>
<td>19%</td>
<td>15%</td>
<td>28%</td>
<td>34%</td>
<td>24%</td>
</tr>
<tr>
<td>Total</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
<td>100%</td>
</tr>
</tbody>
</table>
Major Highlights of FY2020

- PGEL’s foray into Room AC IDU (Indoor Unit) has been a big milestone this year. Company successfully commissioned the new heat exchanger and assembly line setup for AC IDU business.

- ODM washing machine business has panned out well and company received very encouraging response to its semi-automatic platforms in last fiscal. This year company is investing in new fully automatic platform and hopes to become a sizeable player in this space in coming years.

- The Design shop and Tool room for making moulds was ramped up further during the year and is a unique capability of PG Electroplast, which places company at advantage to the competition.

- The unfortunate fire incident in 1H and lock out related closure of plants due to COVID-19 has impacted the sales and profitability during the year. However, management has taken several cost cutting initiatives to mitigate the impact of lock down in FY21.

- While exceptional Fire related costs post Insurance and forex fluctuation has impacted the profit before tax and while move to new taxation scheme under section 115BAA of IT Act, impacted the reported net profit due to reversal of DTAs in earlier regime.

- Overall FY20 was a satisfactory year despite all odds and company has done well in terms of scaling of operations and stabilising the new business initiatives.
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.
Opportunities & Challenges

Future Growth Strategy

Company foresees large opportunities in plastic moulding in consumer durables space in

- Washing Machines
- Room Air conditioner
- Refrigerators
- Ceiling Fans
- Sanitary ware products

Opportunities in ODM space for

- 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

Company is uniquely positioned in the consumer durable & automotive plastics space in India and would derive higher revenue growth once overall industry growth picks up.

Gradual improvement in margins due to better operational efficiencies and higher operating leverage.

Improving profitability and higher cash-flows, will lead to better capital efficiency and stronger balance sheet.
THANK YOU

For any queries, please contact: investors@pgel.in