



Ref: OKP/BSE/2024-25/156

Dated: 03rd February, 2025

BSE Limited,
Phiroze Jeejeebhoy Towers, Dalal Street,
Mumbai – 400001.

SCRIP CODE: 526415

Sub: Earnings Presentation for the Quarter ended 31st December, 2024

Dear Sir/Madam,

Please find enclosed herewith Earnings Presentation for the quarter ended 31st December, 2024.

Kindly take the same on your record.

Thank you.

Yours faithfully,

FOR OK PLAY INDIA LIMITED

Meenu Goswami
Company Secretary

OK PLAY INDIA LIMITED

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Registered Office & Works : Plot No 17 & 18 ,Roz-Ka-Meo Industrial Estate,Tehsil Nuh, District Mewat,Haryana-122103
Tel.: +91 124 2362335-36 **Fax** : +91 124 2362326 **CIN** – L28219HR1988PLC030347
Website : www.okplay.in **Email** : info@okplay.in

OK PLAY INDIA LTD



EARNINGS PRESENTATION

Q3/9M FY25

Diversified Plastics Business



TOYS



AIR FILTRATION



AUTOMOTIVE COMPONENTS

COMPANY OVERVIEW

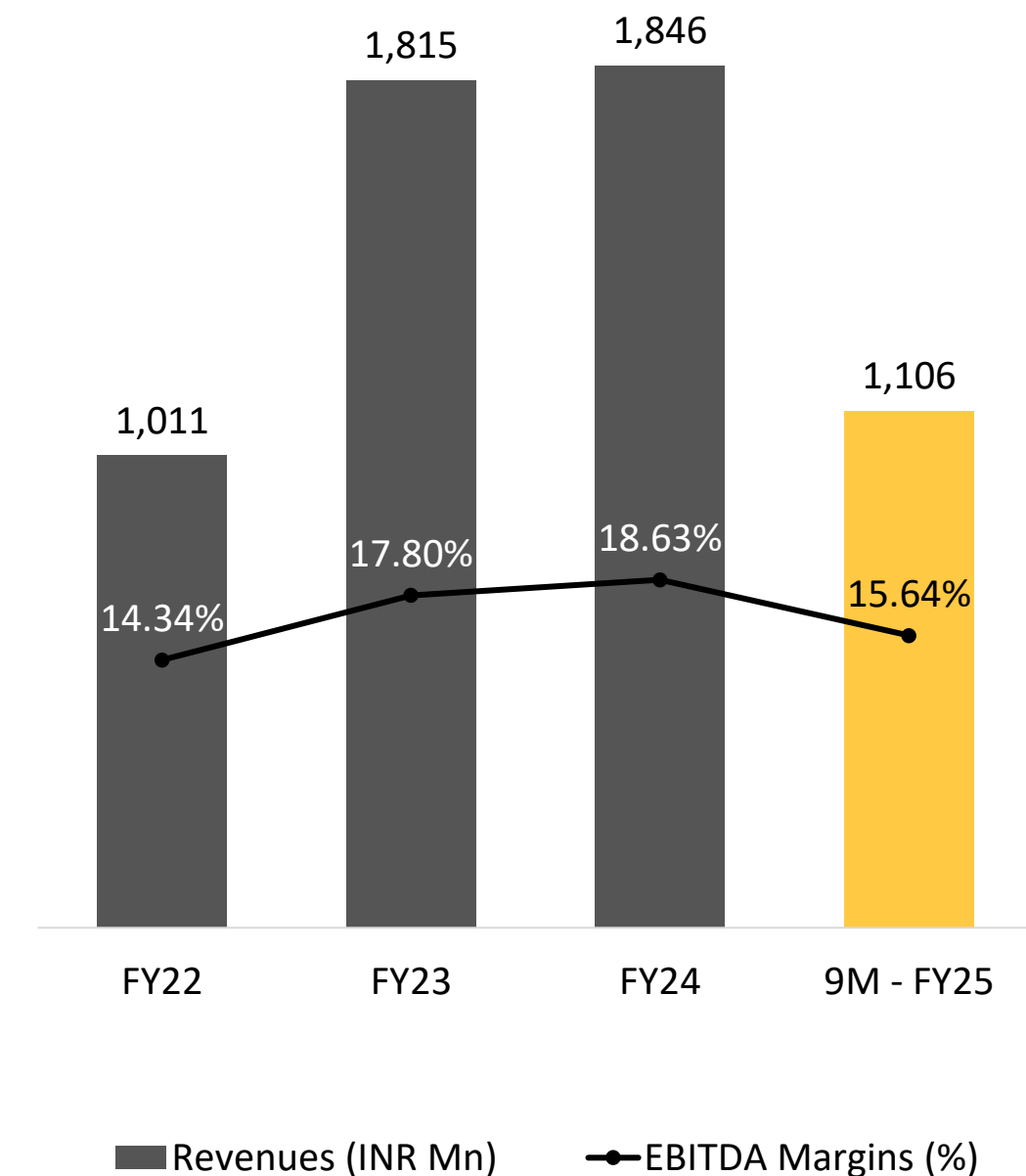




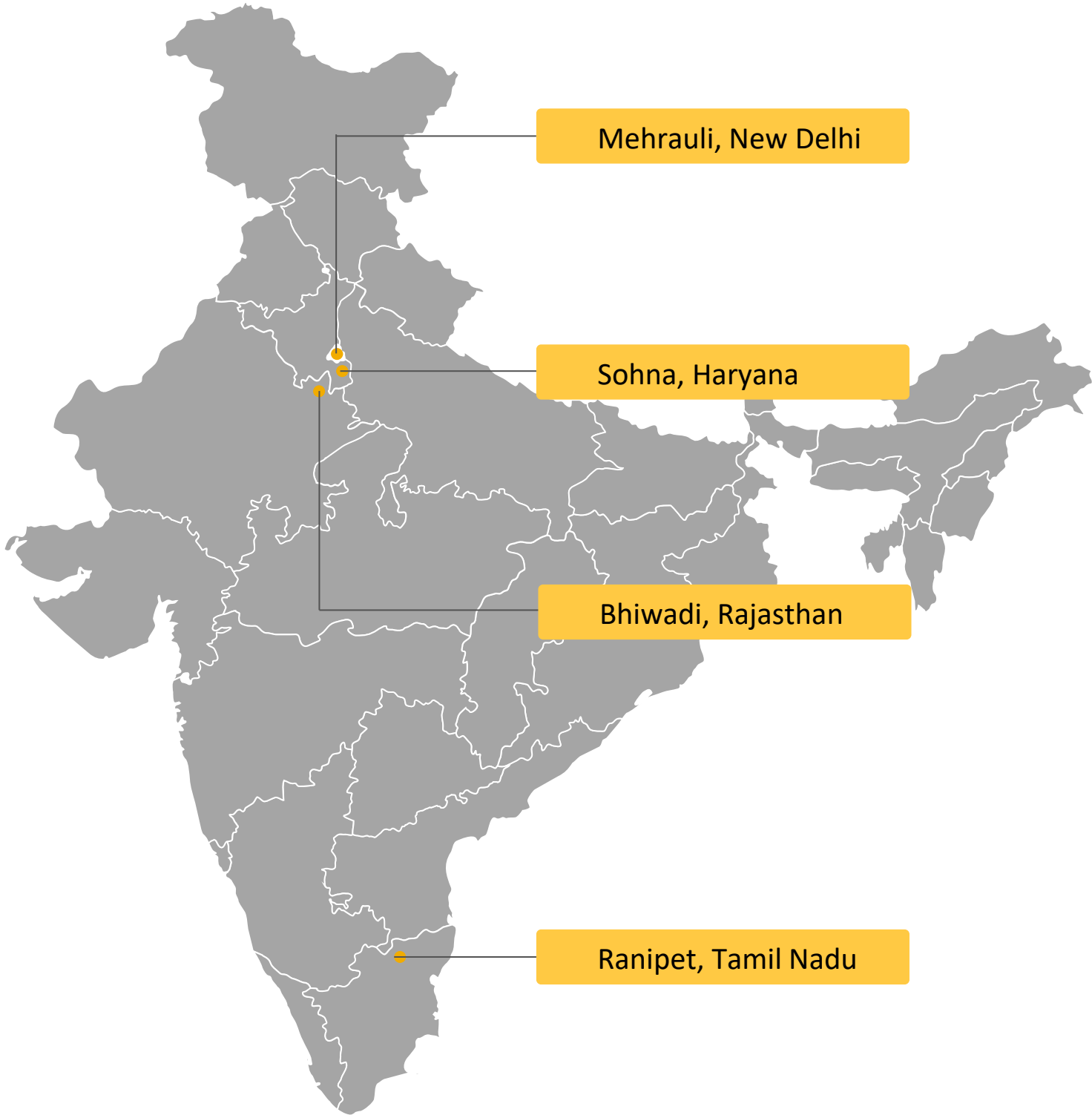
COMPANY OVERVIEW

- Incorporated in 1988, OK Play India Limited is engaged in the manufacturing of plastic moulded products, having two primary business segments of Toys and Automotive components.
- The company has over three decades of experience in plastic products manufacturing.
- Its manufacturing plants are located in Haryana, Tamil Nadu and Rajasthan where advanced technologies such as Roto, Blow, and Injection moulding are used for production.
- The company has a wide range of 75+ SKUs under its Toys segment, where it caters to both retail and institutional clients.
- OK Play is a preferred supplier to top automotive manufacturers such as Ashok Leyland, Volvo Eicher and Caterpillar.
- The engineering and design department are renowned for high proficiency, with a focus on innovation, quality, and sustainability.

Revenues (INR Mn) & EBITDA Margins (%)



MANUFACTURING FACILITIES



Years of operation : 36 Years



Headquarters location: 124, New Manglapuri, Sultanpur, Delhi-110030



Country of Origin : India



No of Employees : 400+



Manufacturing Location Count: 03

MEHRAULI, NEW DELHI

- 124, New Manglapuri, Manglapuri Village, Mehrauli, New Delhi, Delhi- 110030



SOHNA, HARYANA

- Spread across 4 acres
- Built up area – 1,20,000 sq. ft.
- Utilization – ~80%
- Workforce – 200 per shift
- Ownership – Freehold



RANIPET, TAMIL NADU (AUTO & TOYS)

- Spread across 11 acres
- Built up area – 40,000 sq. ft.
- Utilization – ~80%
- Workforce – 75 per shift
- Ownership – Freehold
- Surplus -- ~10.08 acres



BHIWADI, RAJASTHAN (TOYS & AUTO)

- Spread across 1.5 acres
- Built up area – 45,000 sq. ft.
- Utilization – ~75%
- Workforce – 75 per shift
- Ownership – Leasehold



KEY DIFFERENTIATORS



Exceptional Capabilities



- Expertise across the value chain right from conceptualizing to product assembly
- In-house commercial tool room with competency to produce very large plastic components

Global Partnerships



- International tie ups with global majors for innovative products, patented technology
- Competitive edge and ability to provide better solutions to customers

Bottomline Focused Approach



- Focusing towards high margin orders vis-à-vis high volume business
- Working with clients/orders which ensure certain minimum profitability

Illustrious Clientele



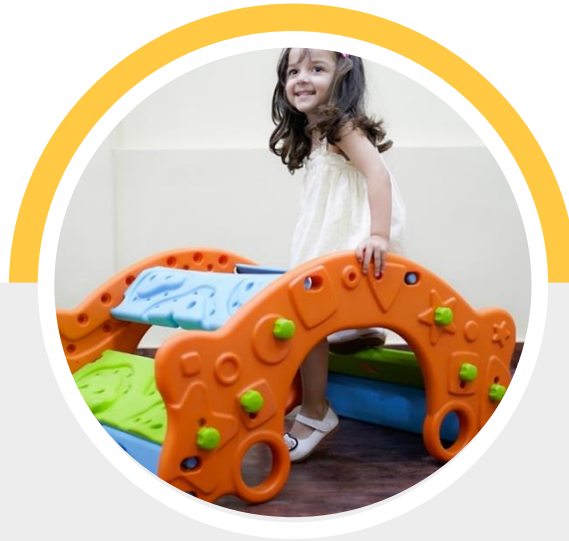
- Fortune 500 companies and global brands are the clients for years
- This is a testimony to the company's product quality, delivery, stringent manufacturing process, audit etc.

Experienced & Empowered Team



- Professionally led by a dynamic & independent management team with reporting to the BOARD
- Highly skilled and experienced workforce of ~500 including design engineers to machine operators

FUTURE GROWTH STRATEGY



TOYS

- Domestic Toys industry to see strong growth potential due to increase in import duties from 20% to 70% in 2023 budget.
- Increase exports due to China+1 strategy deployed by various countries.
- The implementation of the toy Quality Control Order, QCO, in 2021 has enhanced standards and reduced the influx of substandard toys from China.
- Recent pre-trade agreements have granted zero-duty market access for Indian made toys to regions like UAE, the Middle East and Australia.
- Existing Partnerships with Hamleys, MGAE, Amazon, etc. offering INR 3,000 Mn opportunity in next 2-3 years.
- Company plans to expand capacities by 4x to meet demand from organic growth, envisaged capex INR 1,000 Mn.



AUTOMOTIVE COMPONENTS

- The commercial vehicles market to see strong growth in the next 2-3 years mainly on account of growth in the infrastructure sector.
- OK Play Auto in collaboration with Floteks, Turkey has successfully developed and commercialized the production of "COMPTANK".
- Adopted multi pronged strategy – augment product offering, onboard new CV clients, expand non auto segment and increase share of exports.
- OK Play Auto in association with M/s Kohler of USA has developed a revolutionary product – waterless portable toilets – for use in countries like Africa, etc.
- OK Play plans to diversify into blow molded fuel tank for passenger vehicles.
- Additionally, plans are there to diversify Industry segments to non-automotive plastic components like industrials.

TOYS



AIR FILTRATION



AUTOMOTIVE COMPONENTS



FINANCIAL HIGHLIGHTS Q3/9M-FY25



Q3/9M-FY25 FINANCIAL & OPERATIONAL HIGHLIGHTS



Q3-FY25 Financial Highlights

INR 328 Mn	INR 66 Mn	20.12%
Income from Operations	EBITDA	EBIDTA Margins
INR 7 Mn	2.13%	0.02/Share
Net Profit	PAT Margins	Diluted EPS

9M-FY25 Financial Highlights

INR 1,106 Mn	INR 173 Mn	15.64%
Income from Operations	EBITDA	EBIDTA Margins
INR 19 Mn	1.72%	0.05/Share
Net Profit	PAT Margins	Diluted EPS

Operational Highlights

- The company is poised to realize the benefits of its significant investments in expanding production capacities, with expected results beginning in Q4 of FY25.
- Robust business growth is anticipated to commence in Q4 of FY25, driven by increased production and sales as a result of enhanced production capabilities.
- Strategic partnerships have been established with key retailers, including Amazon, FirstCry, Blinkit, and Lifelong, positioning the company to strengthen its market presence and drive potential increases in sales volume.
- EBITDA margins have stabilized, returning to their normal course of operations, reflecting a return to operational stability.
- The company has entered into a 10-year exclusive agreement with Man + Hummel for the manufacturing and distribution of air purifiers in India. Additionally, a pilot project was successfully completed, with air purifiers installed at GD Goenka Public School, demonstrating full efficacy in significantly reducing AQI levels in the area

QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE



PARTICULARS (INR MN)	Q3 FY25	Q3 FY24	Y-o-Y	Q2 FY25	Q-o-Q
Revenue from Operations	328	409	(19.8)%	379	(13.5)%
Total Expenses	262	324	(19.1)%	298	(12.1)%
EBITDA	66	85	(22.4)%	81	(18.5)%
EBITDA Margins (%)	20.12%	20.78%	(66) Bps	21.37%	(125) Bps
Depreciation and amortization expenses	36	32	12.5%	36	NA
Finance costs	27	36	(25.0)%	38	(28.9)%
Other Income	-	-	NA	1	NA
Profit before exceptional item	3	17	(82.4)%	8	(62.5)%
Exceptional item	-	-	NA	-	NA
PBT	3	17	(82.4)%	8	(62.5)%
Deferred Tax*	-	-	NA	-	NA
Other Tax	(4)	6	NA	5	NA
Total Tax Expenses	(4)	6	NA	5	NA
PAT	7	11	(36.4)%	3	NA
PAT Margins (%)	2.13%	2.69%	(56) Bps	0.79%	134 Bps
Other Comprehensive Income	-	-	NA	-	NA
Total Comprehensive Income	7	11	(36.4)%	3	NA
Diluted EPS (INR)	0.02	0.29	(93.1)%	0.01	NA

YTD CONSOLIDATED FINANCIAL PERFORMANCE



PARTICULARS (INR MN)	9M FY25	9M FY24	Y-o-Y
Revenue from Operations	1,106	1,245	(11.2)%
Total Expenses	933	1,012	(7.8)%
EBITDA	173	233	(25.8)%
EBITDA Margins (%)	15.64%	18.71%	(307) Bps
Depreciation and amortization expenses	109	92	18.5%
Finance costs	99	112	(11.6)%
Other Income	57	1	NA
Profit before exceptional item	22	30	(26.7)%
Exceptional item	1	1	NA
PBT	21	29	(27.6)%
Deferred Tax*	-	-	NA
Other Tax	2	11	(81.8)%
Total Tax Expenses	2	11	(81.8)%
PAT	19	18	5.6%
PAT Margins (%)	1.72%	1.45%	27 Bps
Other Comprehensive Income	-	-	NA
Total Comprehensive Income	19	18	5.6%
Diluted EPS (INR)	0.05	0.51	(90.2)%

HISTORICAL CONSOLIDATED INCOME STATEMENT



PARTICULARS (INR MN)	FY22	FY23	FY24	9M FY25
Revenue from Operations	1,011	1,815	1,846	1,106
Total Expenses	866	1,492	1,502	933
EBITDA	145	323	344	173
EBITDA Margins (%)	14.34%	17.80%	18.63%	15.64%
Depreciation and amortization expenses	130	122	133	109
Finance costs	132	172	149	99
Other Income	12	2	4	57
Profit before exceptional item	(105)	31	66	22
Exceptional item	(1)	(2)	(18)	1
PBT	(106)	29	48	21
Deferred Tax*	(29)	48	32	-
Other Tax	-	1	5	2
Total Tax Expenses	(29)	49	37	2
PAT	(77)	(20)	11	19
PAT Margins (%)	(7.62)%	(1.10)%	0.60%	1.72%
Other Comprehensive Income	-	(5)	4	-
Total Comprehensive Income	(77)	(25)	15	19
Diluted EPS (INR)	(4.00)	(1.31)	0.04	0.05

* Due to high deferred tax in FY23 and FY24, Net profits were substantially impacted in these respective years

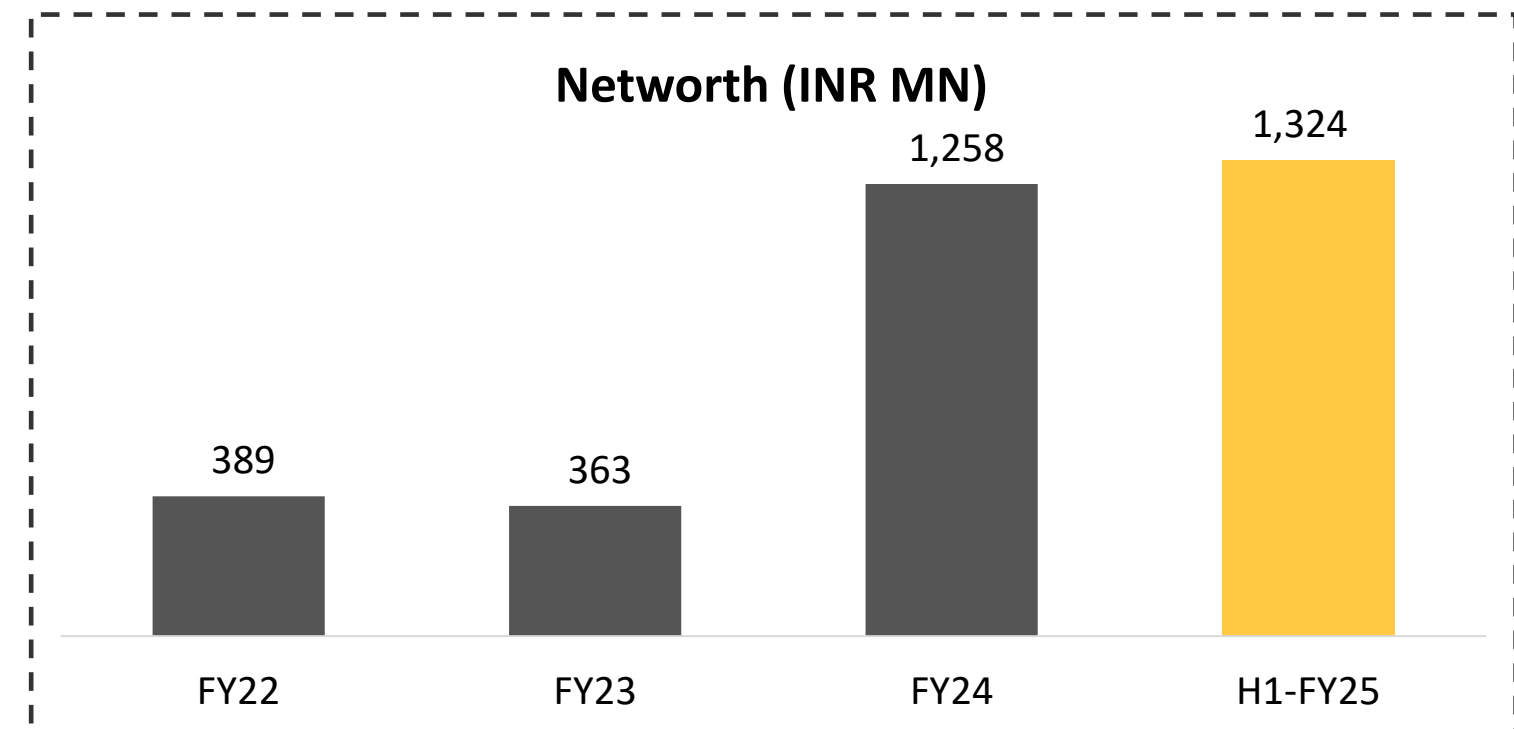
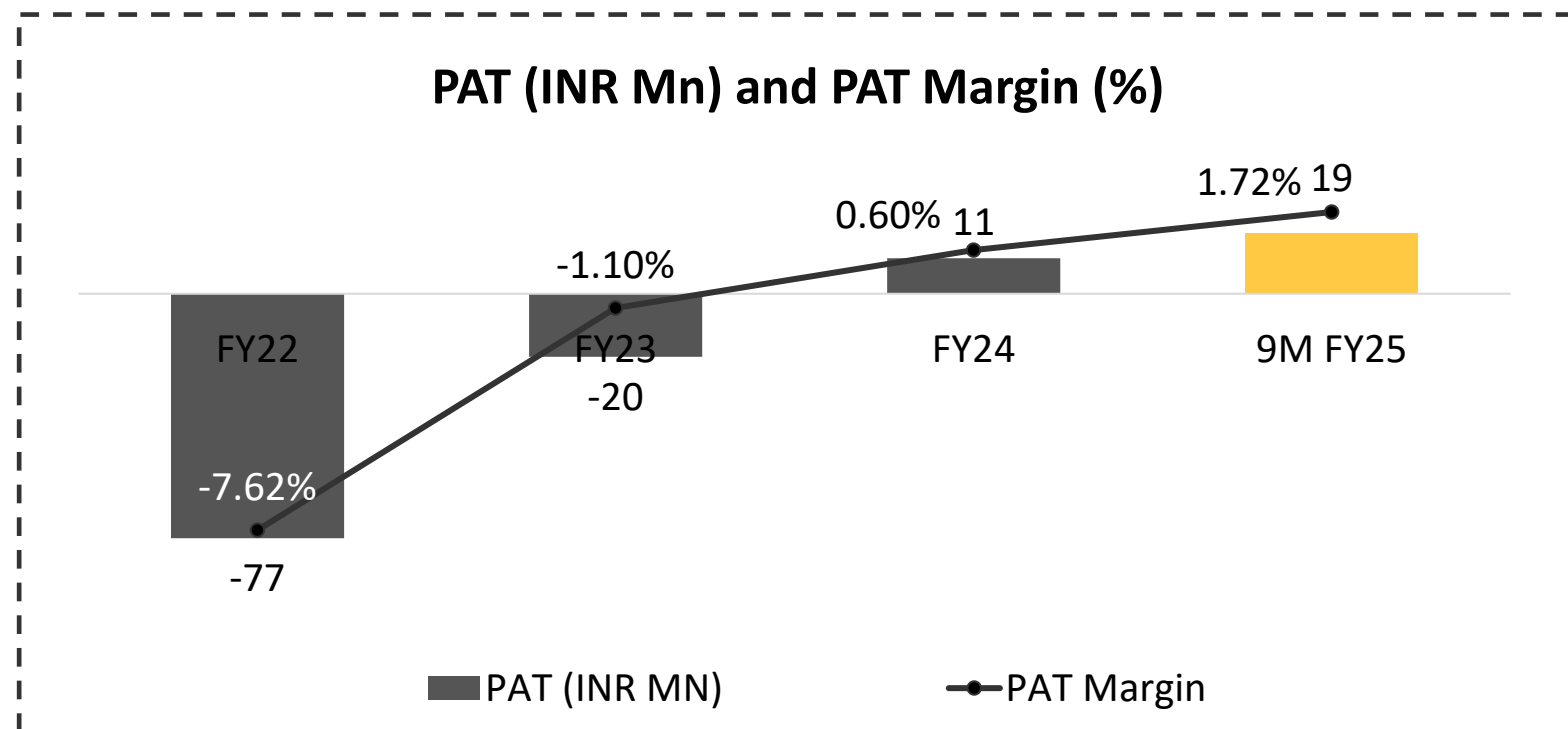
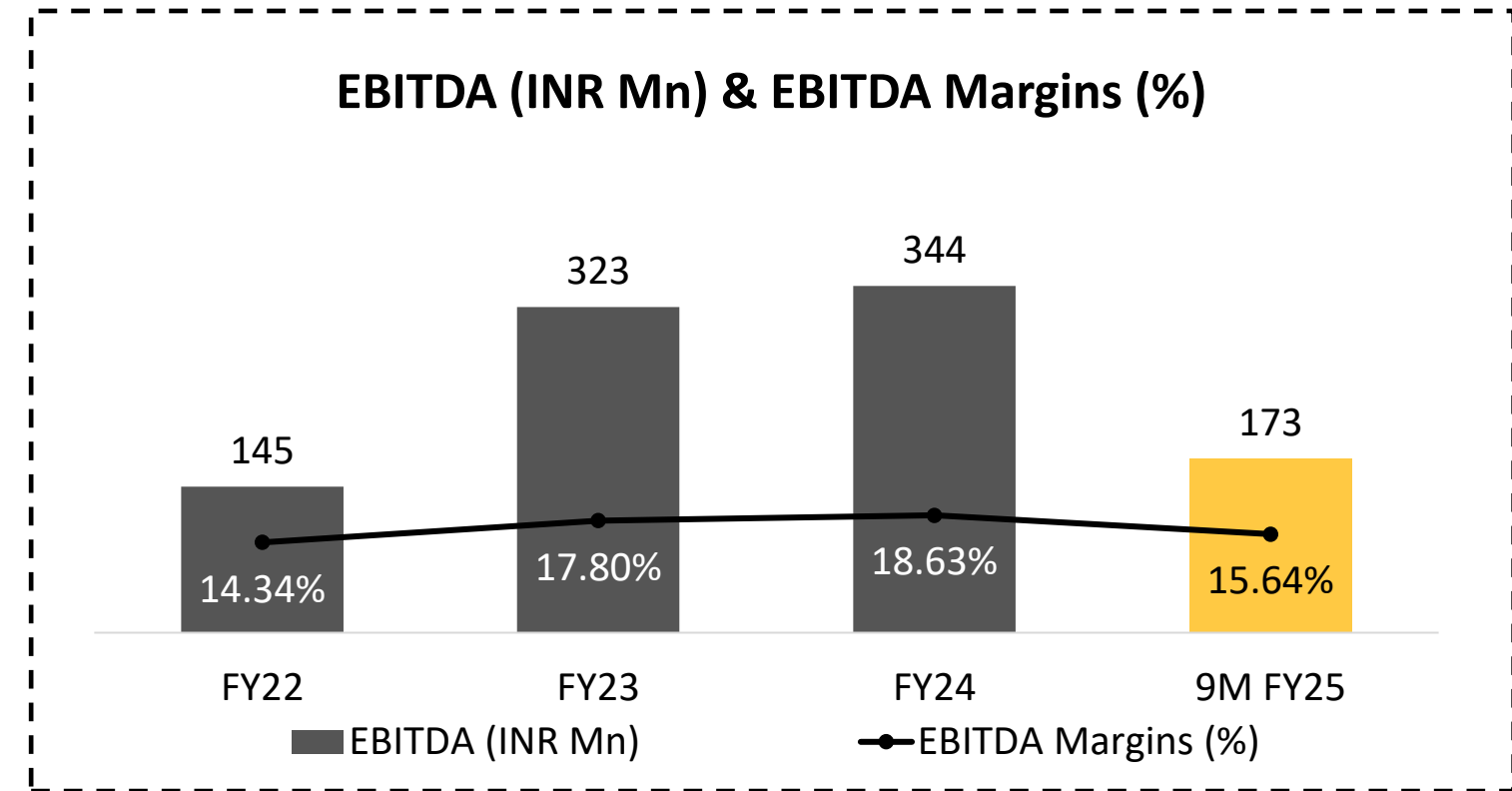
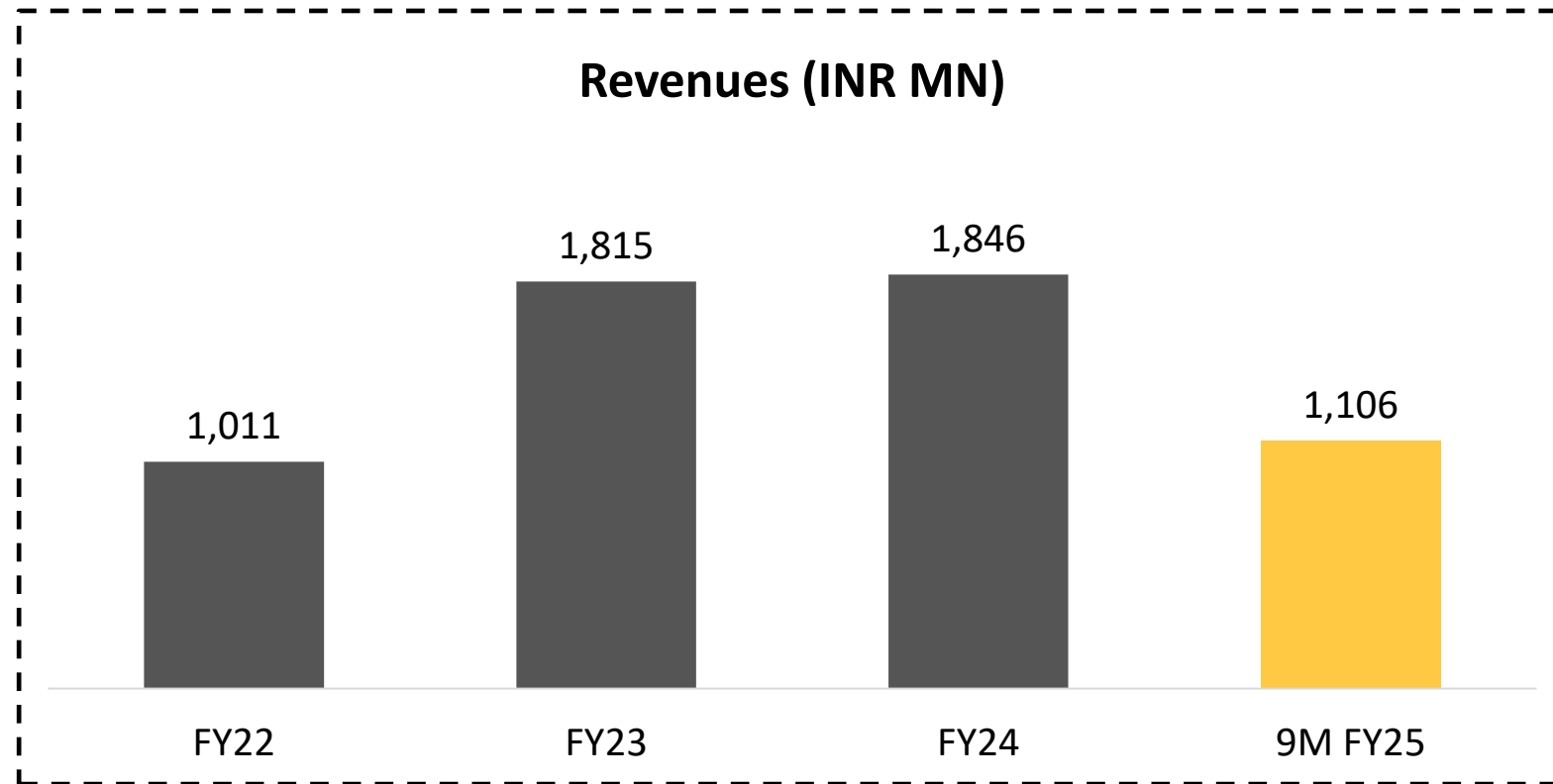
HISTORICAL CONSOLIDATED BALANCE SHEET



PARTICULARS (INR MN)	FY23	FY24	H1-FY25
TOTAL EQUITY	363	1,258	1,324
a) Equity Share Capital	192	290	302
b) Other Equity	171	840	912
c) Money received against share warrants	-	128	110
Total Non Current liabilities	741	502	626
Financial Liabilities			
a) Long Term Borrowings	720	452	581
b) Provisions	21	19	19
c) Lease Liability	-	31	26
Total Current liabilities	1,287	1,120	1,358
a) Financial Liabilities			
(i) Short Term Borrowings	344	323	427
(ii) Trade payables	250	192	238
(iii) Other Lease Liabilities	-	10	10
(b) Other current liabilities	689	586	668
(c) Provisions	4	8	15
GRAND TOTAL - EQUITIES & LIABILITES	2,391	2,880	3,308

PARTICULARS (INR MN)	FY23	FY24	H1-FY25
Total Non - Current Assets :	1,241	1,390	1,534
a) Property, Plant and Equipment	774	943	1,010
b) Capital Work - in - Progress	5	5	5
c) Other Intangible Assets	413	384	457
d) Right of Use Assets	-	37	33
e) Financial Assets			
(i) Loans	12	16	15
(ii) Other Financial Assets	3	3	12
f) Deferred Tax Assets (net)	34	2	2
Total Current Assets	1,150	1,490	1,774
a) Inventories	756	798	801
b) Financial assets			
(i) Trade receivables	161	256	289
(ii) Cash and cash equivalents	12	22	21
(iii) Other Financial Assets	4	6	8
c) Other Current Assets	217	408	655
GRAND TOTAL – ASSETS	2,391	2,880	3,308

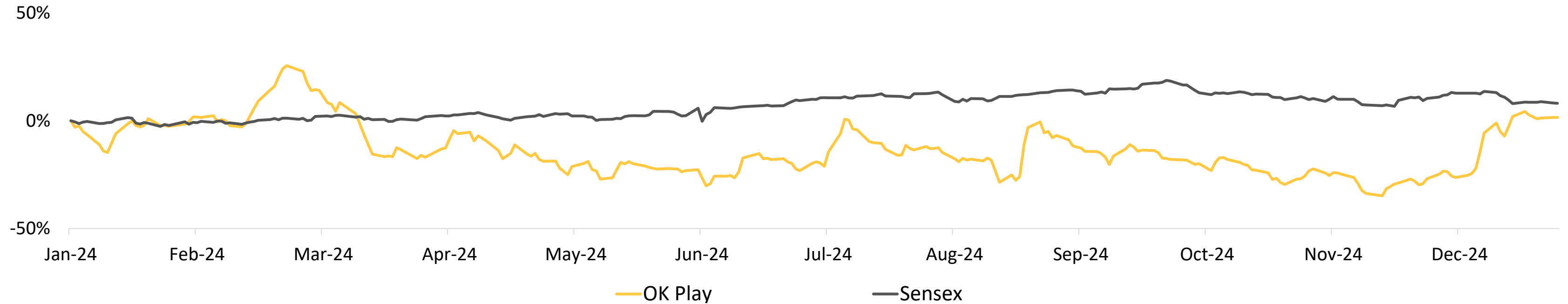
FINANCIAL GRAPHS



CAPITAL MARKET DATA

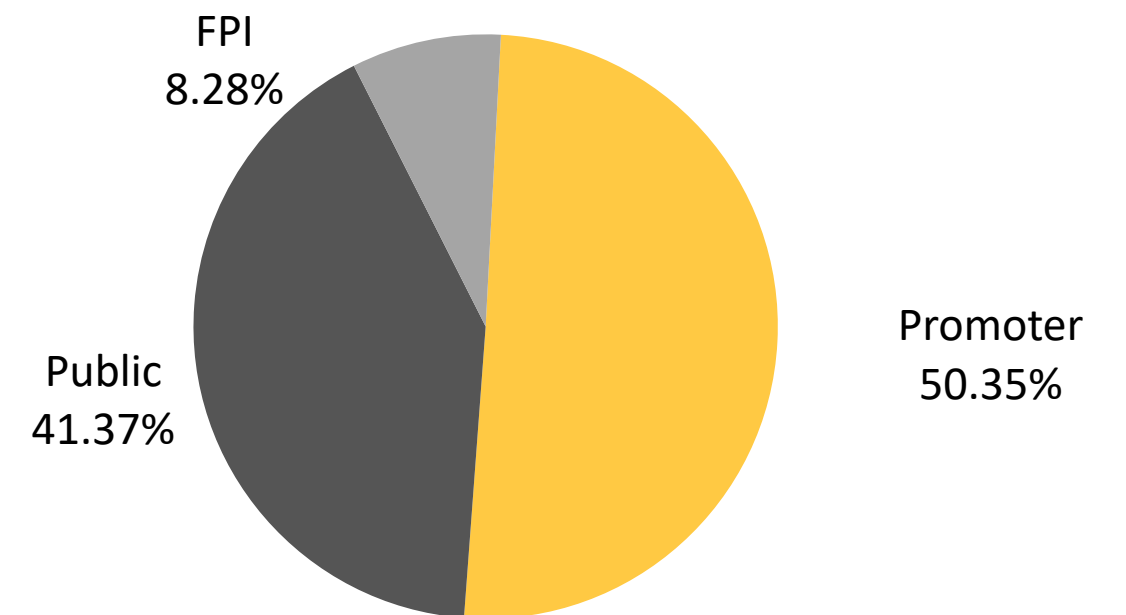


Stock Performance (Up to 31st December, 2024)



Market Data (As on 31 st December, 2024)	
Face Value	1.0
CMP	17.1
52 Week H/L	21.5 / 10.6
Market Capitalization (Mn)	6,038.7
Shares O/S (Mn)	352.9
Average Trading Volume (000')	698.3

Shareholding Pattern (As on 31st December, 2024)



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THANK YOU