



Ref: OK/BSE/2024-25/077

Dated: 17/08/2024

BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400001

SCRIP CODE: 526415

Sub: Earnings Presentation Q1-FY 25

Dear Sir/Madam,

Please find enclosed herewith Earnings Presentation for the Q1 – FY 2024-25. Kindly take the same in your records.

Thank you.

For OK Play India Limited

Meenu Goswami
Company Secretary

OK PLAY INDIA LIMITED

Corporate Office: 124, New Manglapuri, Mehrauli, New Delhi -110030 **Tel:** +91 11 46190000 **Fax:** +91 11 46190090
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

A photograph of a modern, multi-story building with a light grey facade and a blue roofline. A large red circular logo with the words "OK PLAY" in yellow is mounted on the upper left corner of the building. A street lamp stands in the foreground on the left. The sky is clear and blue.

OK PLAY INDIA LTD

**EARNINGS
PRESENTATION**

Q1-FY25

SNAPSHOT



Diversified Plastics Business





AUTOMOTIVE
COMPONENTS

AIR FILTRATION

ELECTRIC VEHICLES

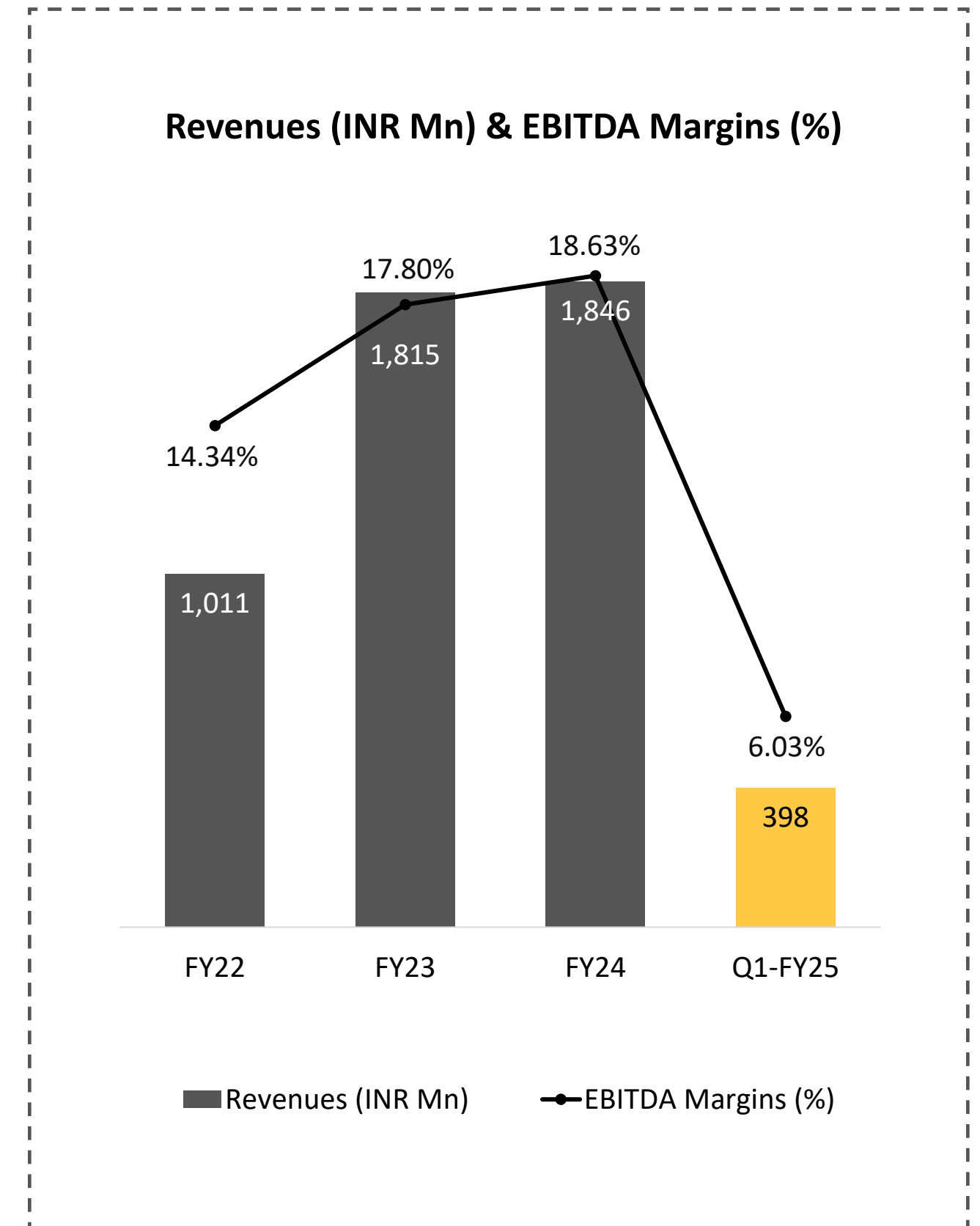
TOYS

COMPANY OVERVIEW



COMPANY OVERVIEW

- Incorporated in 1988, OK Play India Limited is engaged in the manufacturing of plastic moulded products, having three primary business segments of Toys, Automotive components, and E-vehicles.
- 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.
- Committed to innovation and growth, OK Play ventured into the electric vehicle market in 2015 and has 12 variants of L3 Electric 3-wheelers.
- The engineering and design department are renowned for high proficiency, with a focus on innovation, quality, and sustainability.



MANUFACTURING FACILITIES



Years of operation : 36 Years



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



Country of Origin : India



No Of Employees : 500+



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 – ~60%
- Workforce – 200 per shift
- Ownership – Freehold



RANIPET, TAMIL NADU (AUTO & TOYS)

- Spread across 11 acres
- Built up area – 40,000 sq. ft.
- Utilization – ~40%
- 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 – ~60%
- 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

- Existing Partnerships with Hamleys, MGAE, Amazon, etc. offering INR 3,000 mn opportunity in next 2-3 years.
- Increase exports due to China+1 strategy deployed by various countries.
- Expand capacities to meet demand from organic growth, envisaged capex INR 1,000 mn.



AUTOMOTIVE COMPONENTS

- 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 the US has developed a revolutionary product – waterless portable toilets – for use in countries like Africa, etc.
- Diversify into blow molded fuel tank for passenger vehicles.
- Diversify Industry segments to non-automotive plastic components like industrials.



E-VEHICLES

- Expanding dealer network presence in North India (Punjab, Uttar Pradesh, Haryana, Delhi & Jammu & Kashmir).
- Tapping Pan India market instead of regional market presence and upgrading technology in the panel and Battery segment.
- Expanding R&D division - specializing in vehicle controllers & motors, speedometers & BMS.
- HMC E - Valley a Hero motors group company added as contract manufacturer in early 2024.

FINANCIAL HIGHLIGHTS Q1-FY25

PURE AIR FILTRATION

AUTOMOTIVE
COMPONENTS

ELECTRIC VEHICLES

TOYS





Q1-FY25 FINANCIAL & OPERATIONAL HIGHLIGHTS

Q1-FY25 Financial Highlights

INR 398 Mn Income from Operations	INR 24 Mn EBITDA	6.03% EBIDTA Margins
INR 9 Mn Net Profit	2.26% PAT Margins	INR 0.02/Share Diluted EPS

Q1-FY25 Operational Highlights

- Significant investments have been made to expand production capacities for the toys business, with new facilities and equipment expected to be fully operational by October 2024.
- Significant business growth is expected from Q3-FY25, with increased production and sales driven by expanded capacities.
- Secured contracts with major retailers including Amazon, FirstCry, and Hamleys. These partnerships are poised to enhance market presence and sales volume.
- Leveraging partnerships to enhance brand visibility and credibility, we are positioned to capture a larger share of the expanding toy market.
- Comprehensive plans are in place to ensure smooth installation and integration of new capacities, with a focus on maintaining high-quality standards and efficient supply chain management.
- The projected positive impact on revenue and profitability from Q3-FY25 is expected to be driven by strategic investments and partnerships, which will support long-term growth and enhance shareholder value.

QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE



PARTICULARS (INR MN)	Q1-FY25	Q1-FY24	Y-o-Y	Q4-FY24	Q-o-Q
Revenue from Operations	398	432	(7.9)%	601	(33.8)%
Total Expenses	374	364	2.7%	489	(23.5)%
EBITDA	24	68	(64.7)%	112	(78.6)%
EBITDA Margins (%)	6.03%	15.74%	(971) Bps	18.63%	NA
Depreciation and amortization expenses	37	30	23.3%	41	(9.8)%
Finance costs	33	33	NA	37	(10.8)%
Other Income	56	-	NA	3	NA
Profit before exceptional item	10	5	NA	37	(73.0)%
Exceptional item	-	-	NA	(18)	NA
PBT	10	5	NA	19	(47.4)%
Deferred Tax*	-	-	NA	33	NA
Other Tax	1	1	NA	(7)	NA
Total Tax Expenses	1	1	NA	26	(96.2)%
PAT	9	4	NA	(7)	NA
PAT Margins (%)	2.26%	0.93%	133 Bps	(1.16)%	342 Bps
Other Comprehensive Income	-	-	NA	4	NA
Total Comprehensive Income	9	4	NA	(3)	NA
Diluted EPS (INR)	0.02	0.11	(81.8)%	(0.01)	NA

HISTORICAL CONSOLIDATED INCOME STATEMENT



PARTICULARS (INR MN)	FY22	FY23	FY24	Q1-FY25
Revenue from Operations	1,011	1,815	1,846	398
Total Expenses	866	1,492	1,502	374
EBITDA	145	323	344	24
EBITDA Margins (%)	14.34%	17.80%	18.63%	6.03%
Depreciation and amortization expenses	130	122	133	37
Finance costs	132	172	149	33
Other Income	12	2	4	56
Profit before exceptional item	(105)	31	66	10
Exceptional item	(1)	(2)	(18)	-
PBT	(106)	29	48	10
Deferred Tax*	(29)	48	32	-
Other Tax	-	1	5	1
Total Tax Expenses	(29)	49	37	1
PAT	(77)	(20)	11	9
PAT Margins (%)	(7.62%)	(1.10)%	0.60%	2.26%
Other Comprehensive Income	-	(5)	4	-
Total Comprehensive Income	(77)	(25)	15	9
Diluted EPS (INR)	(4.00)	(1.31)	0.04	0.02

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

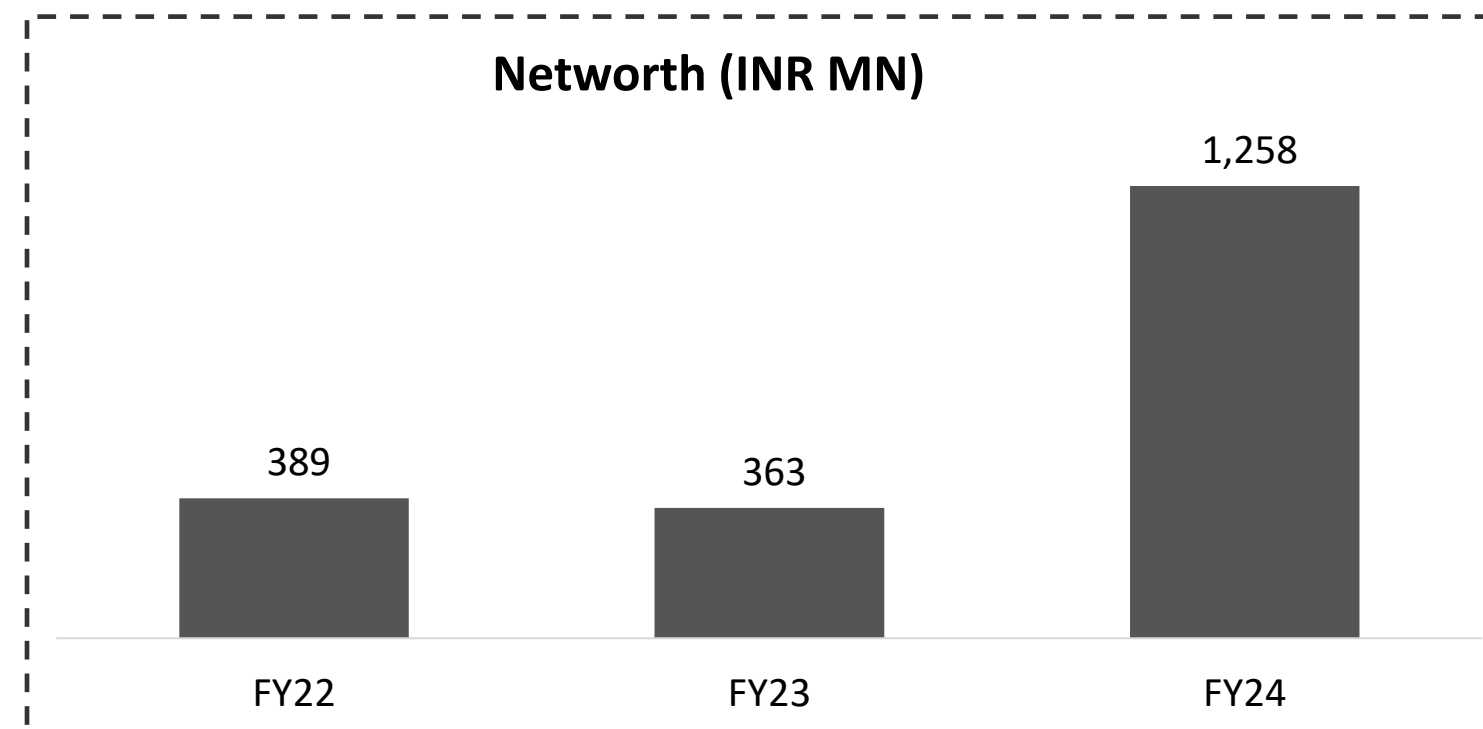
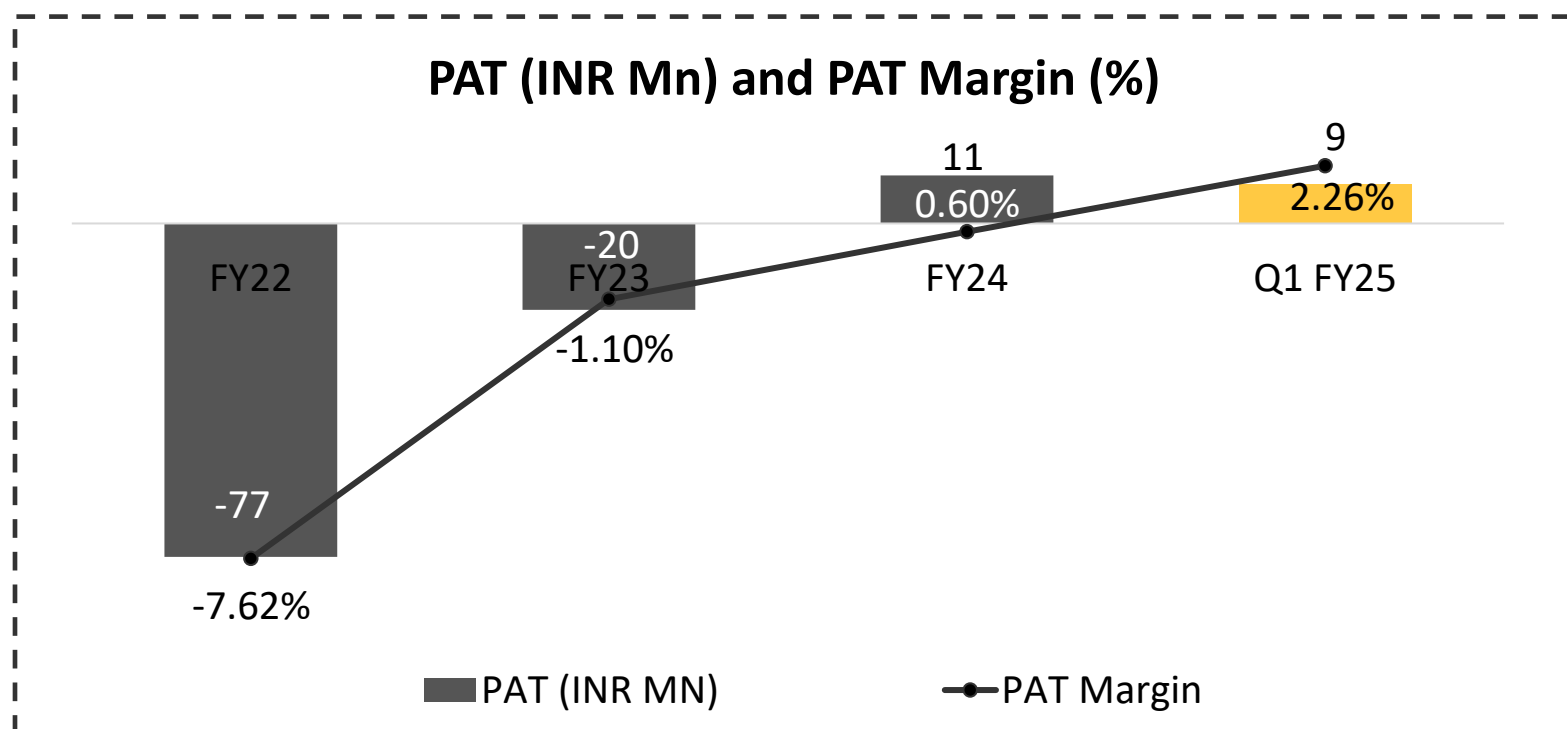
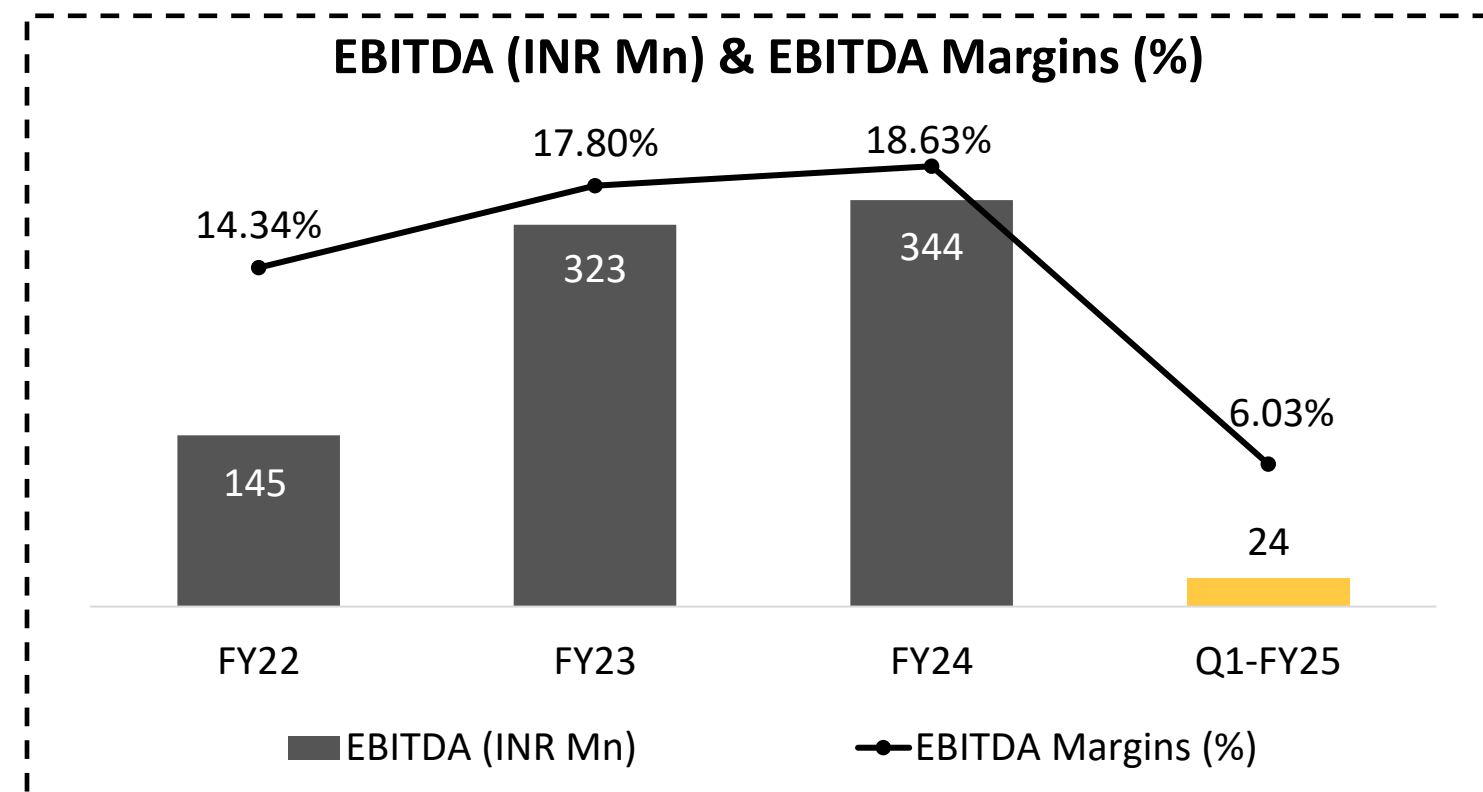
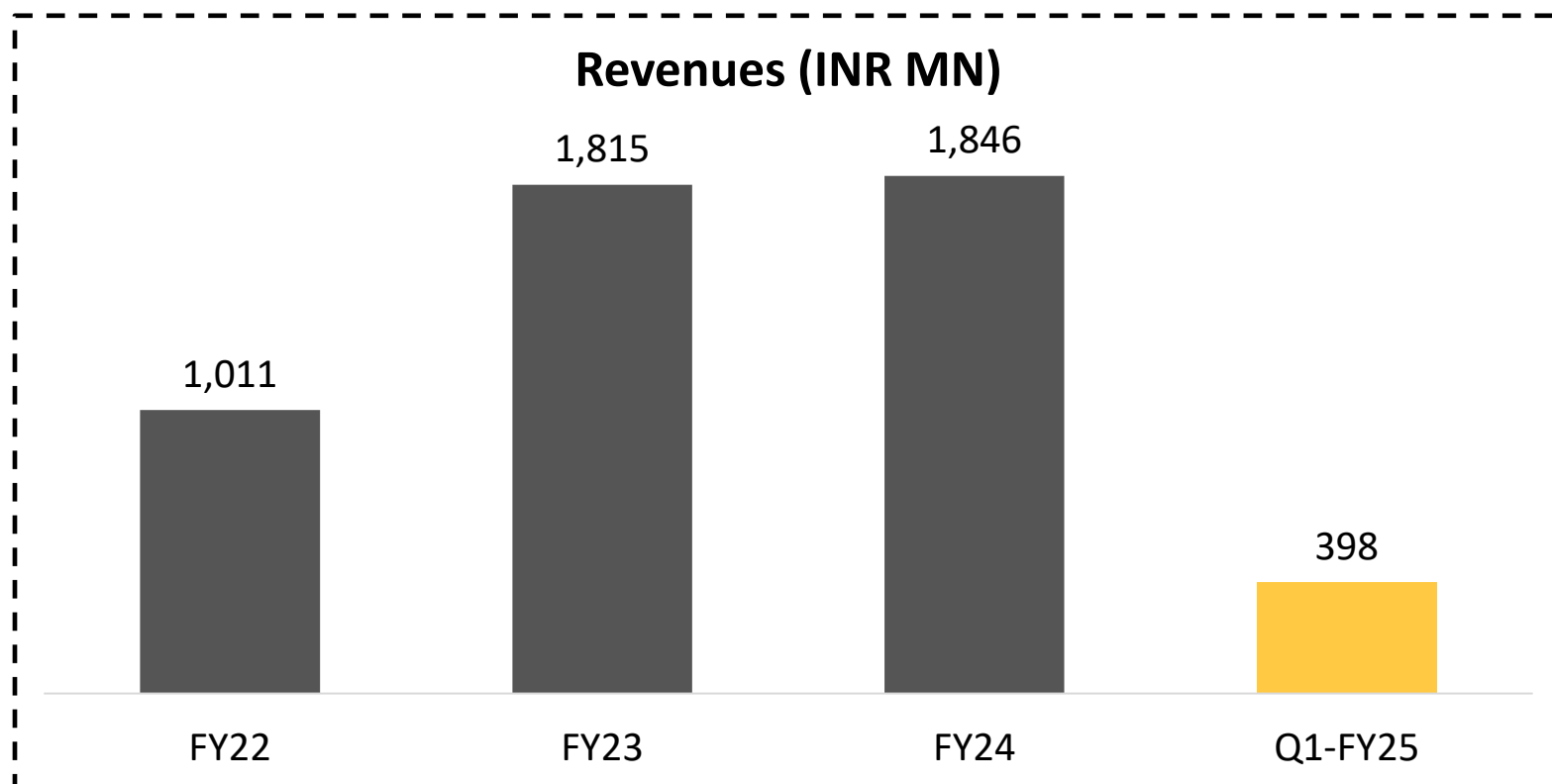
HISTORICAL CONSOLIDATED BALANCE SHEET



PARTICULARS (INR MN)	FY22	FY23	FY24
TOTAL EQUITY	389	363	1,258
a) Equity Share Capital	192	192	290
b) Other Equity	197	171	840
c) Money received against share warrants	-	-	128
Total Non Current liabilities	583	741	502
Financial Liabilities			
a) Long Term Borrowings	571	720	452
b) Provisions	12	21	19
c) Lease Liability	-	-	31
Total Current liabilities	1,399	1,287	1,120
a) Financial Liabilities			
(i) Short Term Borrowings	409	344	323
(ii) Trade payables	213	250	192
(iii) Other Lease Liabilities	-	-	10
(b) Other current liabilities	770	689	586
(c) Provisions	7	4	8
GRAND TOTAL - EQUITIES & LIABILITES	2,371	2,391	2,880

PARTICULARS (INR MN)	FY22	FY23	FY24
Total Non - Current Assets :	1,330	1,241	1,390
a) Property, Plant and Equipment	764	774	943
b) Capital Work - in - Progress	5	5	5
c) Other Intangible Assets	466	413	384
d) Right of Use Assets	-	-	37
e) Financial Assets			
(i) Loans	11	12	16
(ii) Other Financial Assets	2	3	3
f) Deferred Tax Assets (net)	82	34	2
Total Current Assets	1,041	1,150	1,490
a) Inventories	670	756	798
b) Financial assets			
(i) Trade receivables	127	161	256
(ii) Cash and cash equivalents	17	12	22
(iii) Other Financial Assets	1	4	6
c) Other Current Assets	226	217	408
GRAND TOTAL – ASSETS	2,371	2,391	2,880

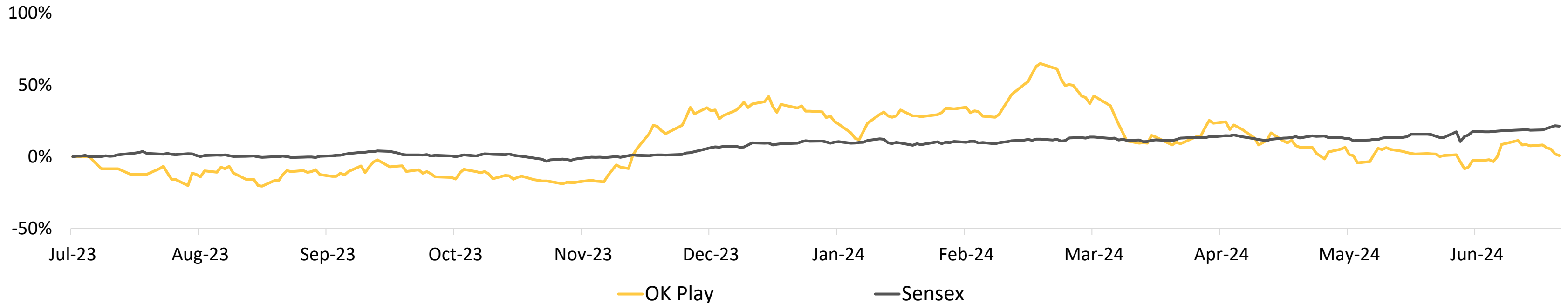
FINANCIAL GRAPHS



CAPITAL MARKET DATA

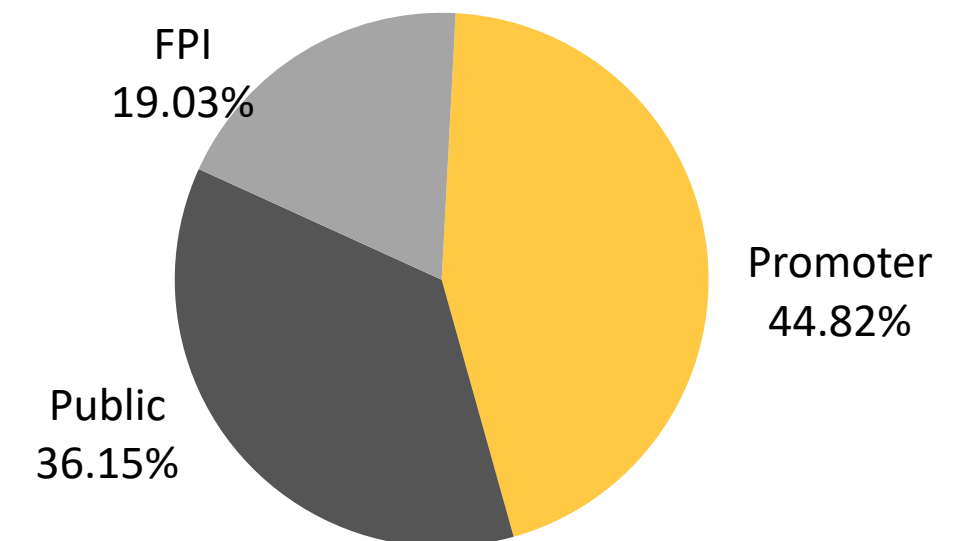


Stock Performance (Up To 30th June, 2024)



Market Data (as on 30 th June, 2024)	
Face Value	1.0
CMP	13.0
52 Week H/L	21.5 / 9.7
Market Capitalization (Mn)	3,759.1
Shares O/S (Mn)	290.3
Average Trading Volume	160.0

Shareholding Pattern (As On 30th June, 2024)



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THANK YOU