



PG ELECTROPLAST LIMITED

CIN-L32109DL2003PLC119416

Corporate Office :

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Greater Noida-201306, Distt. Gautam Budh Nagar (U.P.) India
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May 26, 2023

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

Sub: Press Release

Dear Sir/Madam,

We enclose a copy of Press Release titled "**Landmark year in Momentous Journey**" on the Audited Financial Results of the Company for the quarter and financial year ended on March 31, 2023.

This is for your information and record please.

Thanking you,

For **PG Electroplast Limited**

(Sanchay Dubey)
Company Secretary

Landmark year in Momentous Journey

Delhi (India), May 26, 2023: PG Electroplast Ltd. (PGEL), one of the pioneers and leaders in the Electronic Manufacturing Services and Plastic Molding announced its results for the quarter ended March 31st, 2023, as approved by its Board of Directors.

“PG’s growth strategy is now bearing fruit and with over Rs 1300 crores in Product business, company has firmly established itself as a credible contract manufacturer & ODM player in Room AC and Washing Machine industry. Growth outlook across current focus segments remains robust and with new initiatives, Company’s addressable market in Consumer Electronics and Consumer Durables will see multifold increase.

Focus on capital efficiency, driven by improving Asset turns through product business growth has been the hallmark of our strategy and we aim to deliver Industry leading growth with best in class return ratios in coming years. We believe that our new initiatives and planned capacities will open new growth horizon for Company in near future.” said Mr. Anurag Gupta, Chairman of the company.

Key Financial Highlights:

Quarter ended March 31st, FY2023

- Net Sales for the quarter was INR 8.269 billion – a growth of 65.4% YoY.
- Operating profit for the quarter was INR 744.2 million a growth of 105.0%
- Quarterly EBITDA stood at INR 769.0 million versus Rs 529.3 million in 4QFY2022 – a growth of 45.3%.
- Quarterly Net profit stood at INR 401.7 million versus INR 276.3 million in 4QFY2022.

12-Month ended March 31st, FY2023

- Net Sales were INR 21.478 billion – growth of 95.7% YoY.
- Operating profit for the year was INR 1.639 billion – growth of 115.6%
- EBITDA for FY2023 stood at INR 1.804 billion vs INR 942.8 million– growth of 91.4%.
- Net profit for FY2023 stood at INR 774.7 million versus INR 374.2 million – a growth of 107.0%.

Other Highlights

FY2023 was another landmark year with several milestones of achievement:

- Consolidated Sales crossed INR 21 billion with Product business sales crossing INR 13 billion. PGEL’s 100% subsidiary, PG Technoplast, crossed INR 10 billion in revenue in its second year of operations.

- Developed, validated, and launched successfully new products in washing machines, Room AC and Coolers. During the year company doubled its capacity across Room AC and Washing machine segment and increased its Product business by over 180%.
- Capital efficiency of business improved, and company's RoCE was 18.7% and RoE was 21.9% for the financial year ending March 2023. Net fixed Asset turns for the consolidated entity crossed 4x.
- In AC business during the season, company achieved over 85% capacity Utilisation on the expanded capacity during the 4th quarter.
- PG group serviced 14 leading brands in the AC for its ODM models and over 20 leading brands for washing machines in ODM model.
- The Product business contributed 70% of the total revenues in 4QFY23 and 62.4% for FY2023. The Product business has grown 121% YoY for the quarter and for FY2023 growth is 180%.
- The Washing machines business had a growth of 56.6% YoY for FY2023, while the AC product Business grew 180.5% for FY2023. Order book for product business remains robust and the company is on track to scale the product business again significantly in FY2024.
- TV & Electronics business contributing 7.5% of the total revenues and grew 131% in FY2023.
- Significant enquiries and commitment for new business are being witnessed across business segments and addition of new clients has been robust across verticals.
- Company plans to further invest in significant capacity enhancement in FY2024 in the product business for future sales growth and further backward integration.

Future Outlook

Management sees increased opportunities in the existing and new clients and based on the current business environment. With new capacities and capabilities, company is uniquely positioned in the consumer durables & plastics space in India. In coming years, company aspires:

- To have Industry leading growth in Revenues.
- Gradual improvement in margins due to operational efficiencies and operating leverage.
- Best in class capital efficiency resulting from improved cash flows & balance sheet optimization.

Specific guidance for FY2024

- Sales guidance of INR 28 billion which will be a growth of 30% over FY2023 consolidated sales and operating profit guidance of INR 2.10 billion which will be a growth of 28% over FY2023 operating profit of INR 1.64 billion.
- The growth in product business i.e., Washing Machines, Room Air Conditioners and Air Coolers is expected to be ~43% to INR 19.20 billion from INR 13.41 billion in FY2023.

- Capex for FY2023 will also be in the range of INR 1.70-1.80 billion and Company will invest in new models of washing machines. Also further expand Room AC capacity along with a new location for Integrated AC manufacturing plant in North India.

About PG Electroplast Limited

PG Electroplast [NSE:PGEL] is a trusted one-stop solution provider for Electronic Manufacturing Services (EMS) and contract manufacturing to most leading consumer durable and electronics brands in India. The company has one of the biggest capacities in Plastic Injection moulding and has capabilities across the value chain in Original Equipment Manufacturing (OEM) and Original Design Manufacturing (ODM) products like Washing Machines, Room ACs, Air-Coolers and LED TVs. Visit us at www.pgel.in.

Safe Harbor

Certain statements in this release concerning our future growth prospects are forward-looking statements, which involve a number of risks, and uncertainties that could cause our actual results to differ materially from those in such forward-looking statements. We do not undertake to update any forward-looking statement that may be made from time to time by us or on our behalf.

For further clarification, you may contact the undersigned:

Mr Sanchay Dubey, Company Secretary- PGEL

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