



PG ELECTROPLAST LIMITED

CIN-L32109DL2003PLC119416

Unit-IV

A-20/2, MIDC Supa, Taluka- Parner
Distt. Ahmednagar, Maharashtra-414301, India
Phone : 02488-213343 E-mail # info@pgel.in
Website # www.pgel.in

August 12, 2022

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 "Highest Ever Sales in a Quarter!" on the Unaudited Financial Results of the Company for the quarter ended on June 30, 2022.

This is for your information and record please.

Thanking you,

For **PG Electroplast Limited**


(Sanchay Dubey)
Company Secretary



■ **Registered Office**
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New Delhi-110025
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Highest Ever Sales in a Quarter!

Delhi (India), August 12, 2022: 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 June 30, 2022, as approved by its Board of Directors.

“With the highest ever sales in 1QFY2023, PG achieved another landmark by crossing INR 500 crores quarterly sales. Robust growth in both Room AC and Washing machines businesses, along with a strong orderbook has put PG on a firm footing for the coming times. The management is confident that the company is all set to achieve higher targets and scale new records of growth in FY2023.

We continue to invest in increasing Capacities and enhancing Capabilities. The new expansion in Washing Machines, Room AC and Air Cooler businesses will further strengthen PGEL’s positioning as reliable and capable ODM partners. With acquisition of business from new customers and other marquee brands across product categories, the growth prospects of the company are becoming quite promising and more sustainable.”

-Mr. Anurag Gupta, Chairman

Key Financial Highlights:

Quarter ended June 30, FY2022

- Net Sales for the quarter were INR 5352 million – a growth of 289.3% YoY.
- Quarterly EBITDA stood at INR 376.4 million versus INR 96.5 million in 1QFY2022 – a growth of 289.9%.
- Quarterly Net Profits stood at INR 164.0 million versus INR 6.0 million in 1QFY2022.
- Working capital normalized during the quarter and stood at 38 days.
- The Net Debt at the end of the quarter stood at INR 2913.9 million versus INR 1689.3 million in 1QFY2022

Other Highlights

1QFY2023 was another landmark quarter with several milestones achieved:

- Quarterly Sales crossed INR 500 crores and are highest ever for the company

- The Product business contributed 58.9% of the total revenues in 1QFY23. Room AC business crossed INR 250 crores during the quarter and achieved highest ever quarterly sales. The Washing Machines business for the quarter had a growth of 271% YoY and company sold over 1 Lakh washing machines during the quarter. Order book for product business remains robust and the company is on track to scale the product business significantly in FY2023.
- During the quarter, operating margins are lower due to mix change and also an accounting policy change of recognizing the forex loss as a part of operational expense rather than taking it into exceptional loss.
- On Balance sheet side, net debt has been reduced by almost INR 49 crores. Inventory and working capital days have normalised.
- R&D, New Product Development and Capacity Enhancement are the focus areas for FY23 across product businesses. Company plans to strengthen its product offerings further in FY23.
- A ~1.5 MW Solar Power Plant has been commissioned and is now operational at PG Technoplast's Supa location and will meet over 40% of the peak electricity demands of the unit.
- Company is seeing increased interest for business from new and existing clients, and we remain very confident on the future growth prospects of the business.
- The capacity enhancement and further backward integration in FY2023 for the product businesses is on track. New WM capacities will come online by September-end. The RAC capacity enhancement is expected to be completed by November this year, with the Controller Assembly facility expected to be ready for production in October.

Future Outlook

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

- Have Industry leading growth in Revenues
- Gradually improve margins through operational efficiencies and operating leverage
- Achieve better capital efficiency resulting from improved cash flows & balance sheet optimization

Specific guidance for FY2023

- The company continues to maintain the Sales guidance of INR 1800 crores which is a growth of 64% over FY2022 consolidated sales and operating profit guidance of INR 125 crores which is a growth of 68% over FY2022 operating profit of INR 75 crores.
- The growth in product business i.e., Washing Machines, Room Air conditioners and Coolers is expected to be ~120% from INR 478 crores to INR 1050 crores in FY2022.

- Capex for FY2023 will also be in the range of INR 130-140 crores and Company will double washing machines capacity, while also further expand Room AC capacity to 200,000 Indoor Units and 100,000 outdoor units, along with further backward integration by adding the set up for Room AC controllers.

About PG Electroplast Ltd.

PG Electroplast [NSE: PGEL] is a trusted partner for manufacturing solutions for leading consumer durables and consumer electronics companies in India. Company has one of the biggest capacities in the Plastic Injection Molding and has capabilities across the value chain for producing components and fully built Home Appliances and Electronics Manufacturing Services (EMS) industries.

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.

Visit us at www.pgel.in

For more information, contact investors@pgel.in.