



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

February 14, 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

By means of BSE Listing Centre

By means of NEAPS

Dear Sir,

Sub: Investor Presentation

We enclose a copy of Investor Presentation on Unaudited Financial Results on consolidated basis for the quarter and nine months ended on December 31, 2021.

This is for your information and record please.

Thanking you,

For **PG Electroplast Limited**

(Sanchay Dubey)
Company Secretary



■ **Registered Office**
DTJ-209, Second Floor
DLF Tower-B, Jasola
New Delhi-110025
Tele-Fax # 011-41421439

PG Electroplast

Company Update

3Q FY2022, February 2022



Disclaimer

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 form 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 management's opinion are 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 to differ materially from those in forward-looking statements.

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.

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Introduction



Quarterly Financials



Quarterly - Key Metrics



Strategy & Outlook

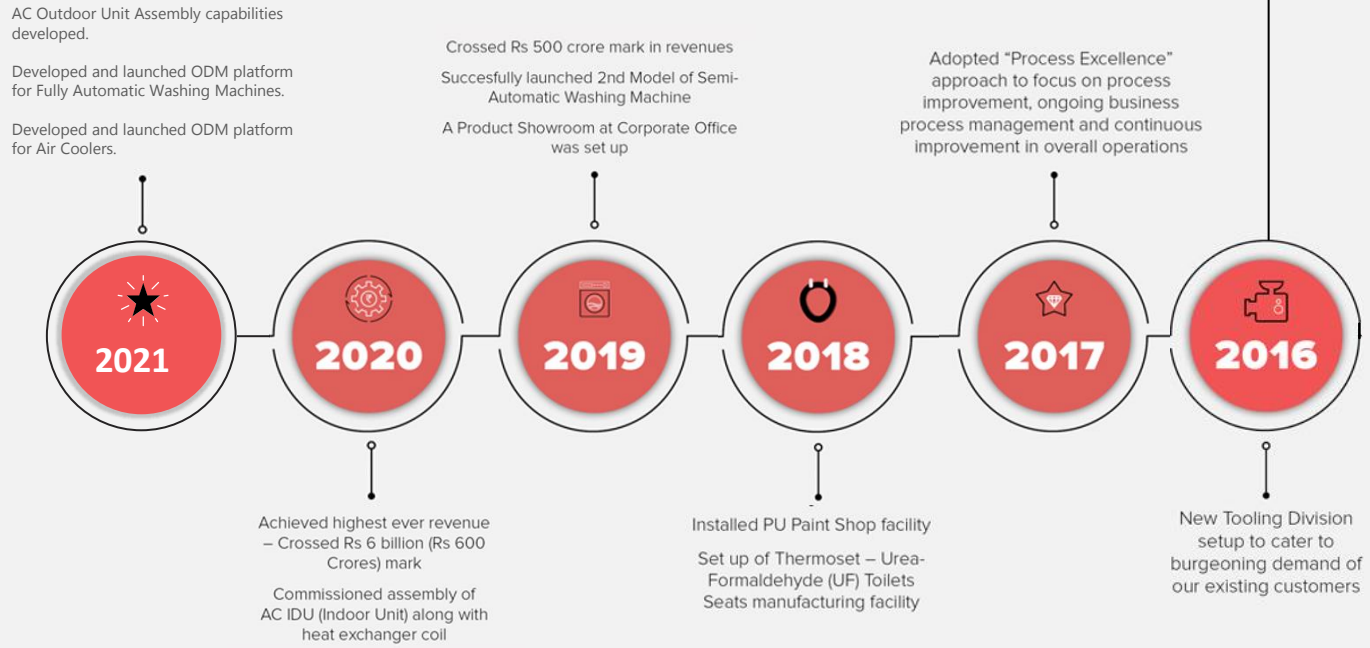
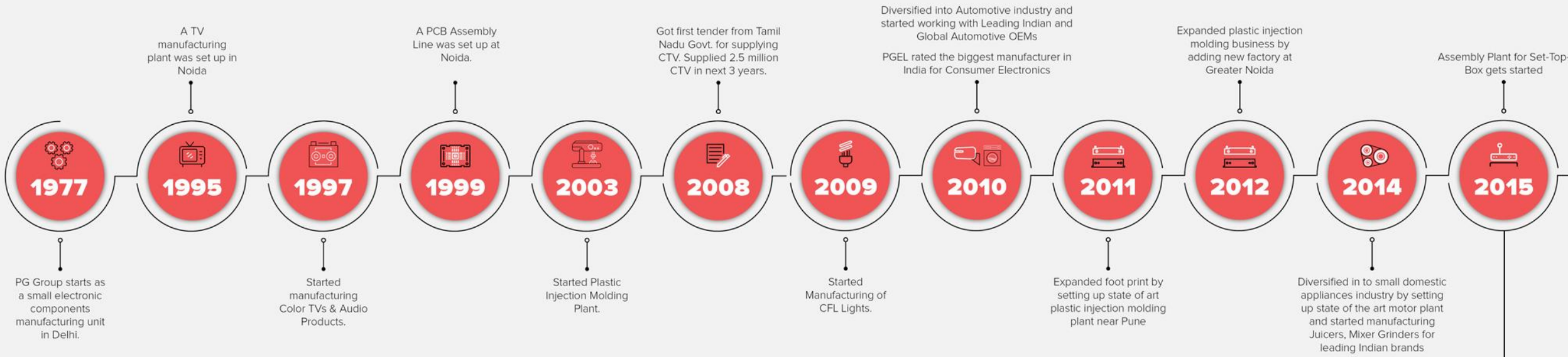


Historical Financials

About PG Electroplast Limited

- **PG Electroplast Limited (PGEL)** is the flagship company of PG Group. While the PG Group had **started its journey in 1977**, PG Electroplast was formally set up in 2003 and is a leading, diversified Indian **Electronic Manufacturing Services** provider.
 - PGEL specializes in **Original Design Manufacturing (ODM)**, **Original Equipment Manufacturing (OEM)** and **Plastic Injection Molding**, catering to **30+ leading Indian and Global brands**.
- PGEL has built **six manufacturing units** across **Greater Noida** in Uttar Pradesh, **Roorkee** in Uttarakhand and **Ahmednagar** in Maharashtra and has **2000+ employees**.
 - The Company is **pursuing an organic growth strategy** by ramping up its existing capacity and capabilities in each of its product verticals to achieve **higher value addition**, **better economies of scale** on the back of a push towards exhaustive **backward integration**.

Our Journey



Industries Served



**Air
Conditioners**



**Washing
Machines**



**LED
Televisions**



**Air
Coolers**



**Automotive
Components**



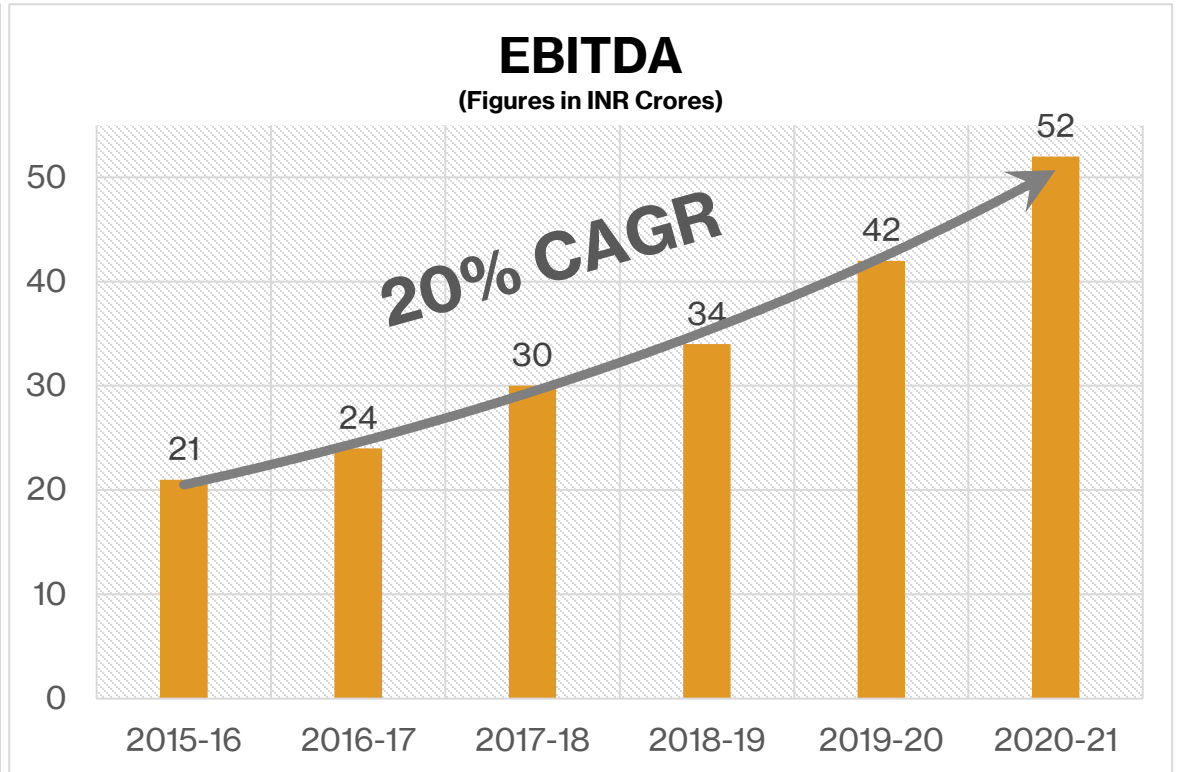
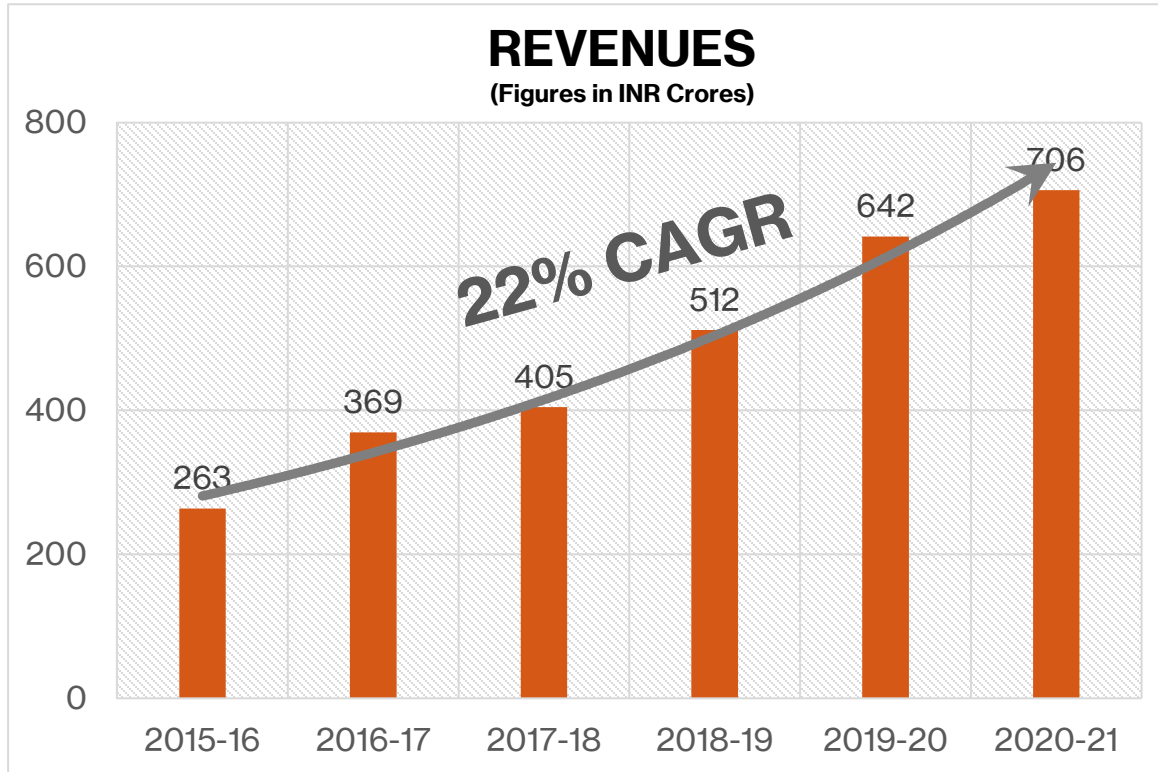
**Bathroom
Fittings**



**Consumer
Electronics**

Key Financials

- The Company has **grown ~2.7 times in five years** from a revenue of **INR 263 crores** in **2015-16**, to **INR 706 crores** in **2020-2021** at a **22% CAGR** with the **EBITDA** increasing at a **20% CAGR**.
- Over the **past five years**, the company has done a cumulative **Capital Expenditure** of close to **INR 220 Crores**. This has ensured that PG has **built up capabilities** for **future growth**.



Key Clients



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3QFY2022 Consolidated Profit & Loss Highlights

- **9MFY2022 Revenues stand at ~600 crores with a 60% growth. EBITDA growth stands of 49%. Product Business crossed 215 crores in 9MFY2022, growing over 117%**
- **High commodity prices, TV Business & start up costs in new unit of PGTL and one-off expenses impacted margins this quarter**
- **The Orderbook for product business is promising for the year and company remains optimistic on the outlook.**

(Figures in ₹ million)	FY2021 Q3	FY2022 Q3	Growth (%) YoY	FY2021 9M	FY2022 9M	Growth (%) YoY
Revenue	1845.6	2626.0	42.3%	3753.0	5994.9	59.7%
EBITDA	159.4	171.4	7.5%	271.1	402.6	48.5%
Net Profit	65.0	55.4	-14.8%	11.8	97.8	730.3%
Diluted EPS (in Rs.)	3.33	2.61	-21.6%	0.6	4.66	672.2%

9M 2022 Balance sheet - Consolidated

A. EQUITY AND LIABILITIES	As on 30.12.2021	As on 31.03.2021	B. ASSETS	As on 30.12.2021	As on 31.03.2021
(a) Share capital	214.4	196.9	(a) Fixed assets	3294.5	2,731.3
(b) Reserves and surplus	2605.9	1,727.8	(b) Capital Work in Progress	628.2	60.1
Sub-Total - Shareholders' Funds	2820.4	1,924.7	(c) Other Financial Assets	87.0	32.9
(a) Long-term borrowings	1774.2	898.4	(d) Other non-current assets	242.8	139.3
(b) Long-term provisions	253.1	112.4	Sub-Total - Non-Current Assets	4252.4	2,963.7
Sub-Total - Non-Current Liabilities	2027.3	1,010.8	(a) Inventories	1894.1	926.1
(a) Short-term borrowings	1466.9	962.1	(b) Trade receivables	1723.2	1,472.6
(b) Trade payables	2189.6	1,533.5	(c) Cash and cash equivalents	224.0	149.6
(c) Other current liabilities	438.6	192.20	(d) Short-term loans and advances	31.7	3.1
(d) Short-term provisions	142.8	170.52	(e) Other current assets	960.2	278.8
Sub-Total - Current Liabilities	4237.9	2,858.3	Sub-Total - Current Assets	4833.2	2,830.2
TOTAL - EQUITY AND LIABILITIES	9085.6	5,793.9	TOTAL-ASSETS	9085.6	5,793.9

- The **working capital** at **53 days** has expanded due to Inventory for upcoming **AC season**.
- The **Capital Efficiency** remains the focus area of the company and **Overall Asset Turns will improve** as new assets start sweating.

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Financial Metrics

- **EBITDA margins** are impacted due to the one-off expenses and startup costs, However **operating leverage in coming quarters should help normalize margins**.
- **Working capital is stretched in anticipation of strong AC business ramp-up & due to the supply chain disruptions & arising constraints in China in Oct-Dec period**.
- **Revenue growth outlook is improving**, while the **margin outlook is stable**.

Key Ratios	FY2021 Q3	FY2022 Q2	FY2022 Q3	FY2021 9M	FY2022 9M	FY2021 12M
EBITDA Margin (%)	8.6%	6.7%	6.5%	7.2%	6.7%	7.4%**
Net Profit Margin (%)	3.5%	1.8%	2.1%	0.3%	1.6%	1.6%
DSO (Days)	57.8	47.8	67.8	57.8	67.8	76.4
Inventory (Days)	106.3	58.7	93.3	106.3	93.3	60.7
ROCE (%)***	8.8%	13.8%	11.8%	8.8%	11.8%	12.9%

** FY21 Q4 margins adjusting for one-off gas charging business are 7.9%.

*** RoCE calculation is based on TTM Basis for all periods

Business Breakup

- The Washing Machine (WM) and AC IDU Business has seen **robust growth**, **WM business grew 99%**, and **AC business grew 185% in 9M**. We continue to invest in new **platforms in both AC and WM businesses**.
- **Products business** remains the **focus area** and **growth driver** for the company.
- **For FY2022** company has committed significant Capex towards **product development** and **capacity creation, and all plans remain on track**.

	2022 Q1	2022 Q2	2022Q3	FY2021	9MFY2022
Plastic Moulding	62%	65%	51%	60%	58%
Electronics	5%	3%	5%	6%	4%
- TV	0%	0%	4%	0%	2%
Mould Manufacturing	0%	1%	0%	1%	0%
Product sale	33%	32%	43%	27%	37%
Others				6%	
Total	100%	100%	100%	100%	100%

Major Highlights of 9MFY22

- Company has been able to **strengthen its balance sheet by completing its Equity raise program.**
- Due to COVID-19 mandated shutdowns and its after-effects, **Production loss** for the first half has been significant across segments. However, company has seen good acceptance of its product business.
- **Fully Automatic Washing Machines** and the **AC platforms** developed by company has been **well received** by the market and the **order book remains robust** for **product business.**
- Company is seeing **increased interest for business** from **new and existing clients**, and we remain **very optimistic** on the **future growth prospects** of the business.
- Company's **100% subsidiary PGTL was selected for AC component PLI** and company has committed to **Invest Rs 321 crores in the plant and machinery** during period FY2022 to FY2026.
- All the **the capex plans** for **capacity additions in FY2022** are on verge of completion and the Supa (MH) plant of PGTL will be a **significantly backwards integrated** AC manufacturing Unit in the Country.
- Management believes that with capacity expansion and PLI selection, **company is placed for strong growth in coming years** in all its business.
- **New product development** across its focus areas is almost completed and company is planning to **launch several new products** in FY2023.

Some Images of PGTL Supa



Some Images of PGTL Supa



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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

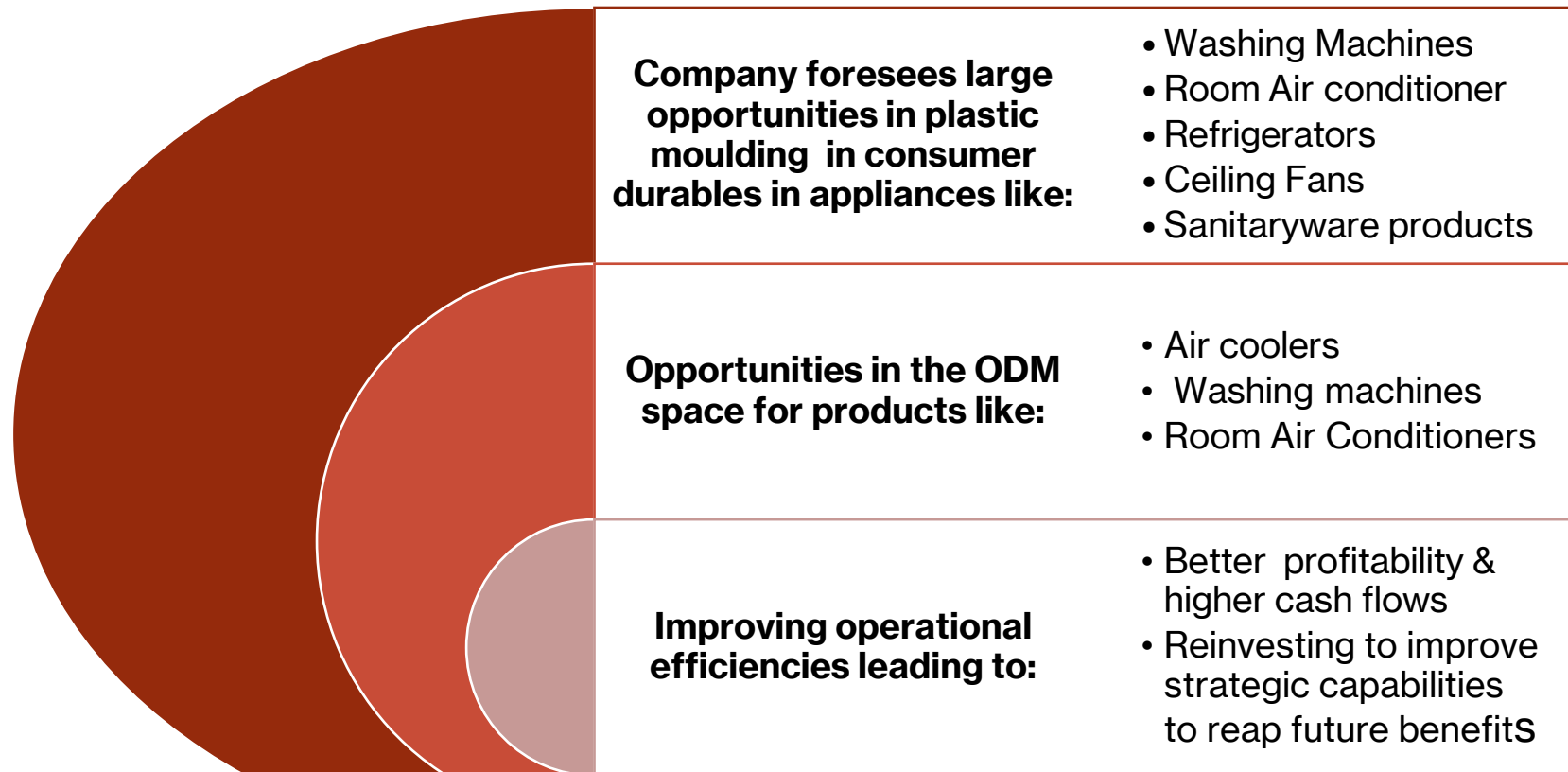
The Rapid rate of urbanization, growth of young population with rising income levels is leading to large emerging middle class in India. Implying huge potential demand for the consumer appliance and durable market in coming years.

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

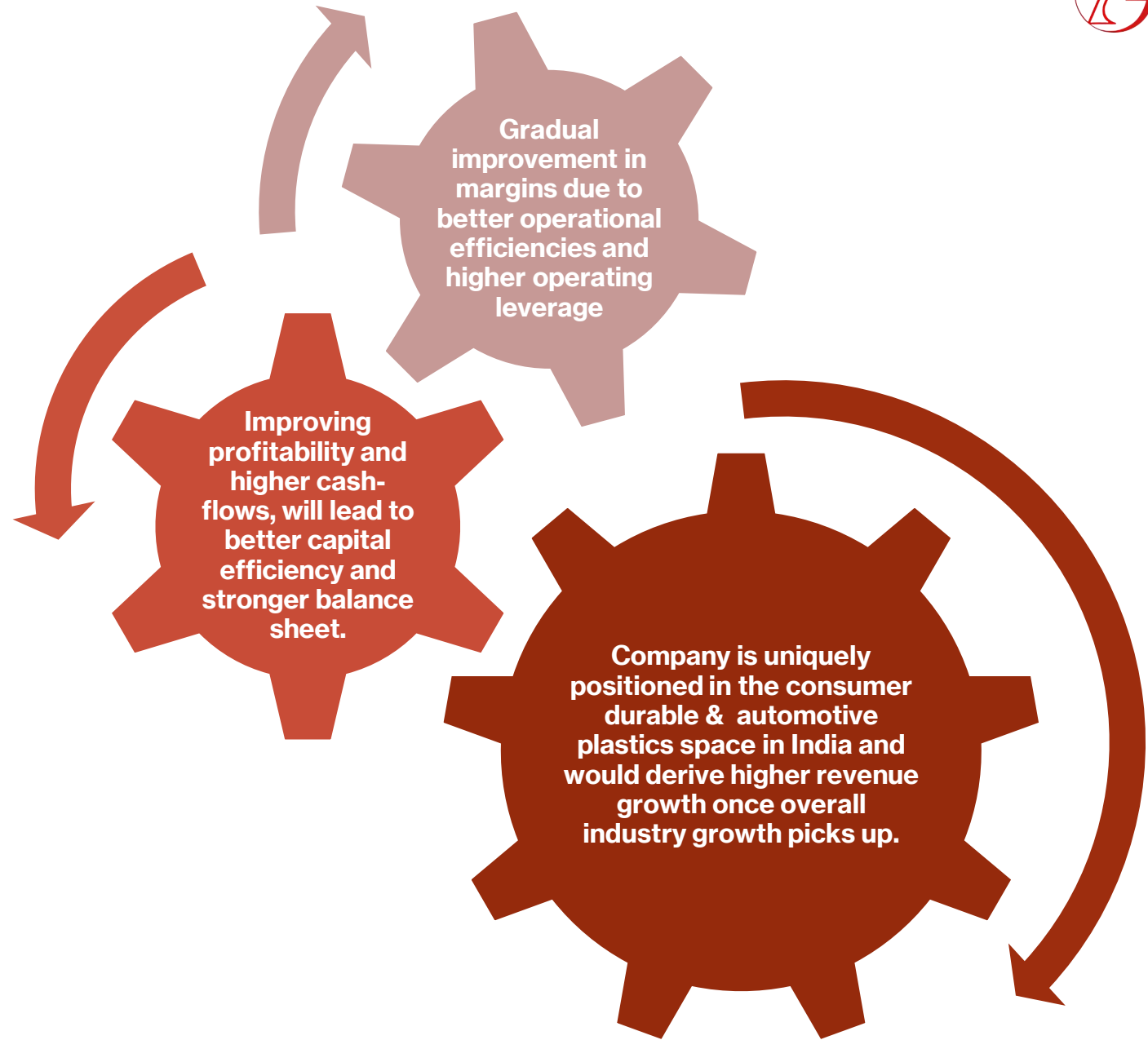
The Management is enthused about the overall opportunity size and anticipates high growth rates in the industry segments where, company has presence.

Future Growth Strategy



Future Outlook

- **Product business** to **drive growth** for the company
- Company is developing **new offerings** in **focus segments** and will be launching the same in coming quarters
- Company's management see **exciting times ahead** for all its business segments.



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Profit & Loss Statement

Figures in INR Millions	Mar-16	Mar-17	Mar-18	Mar-19	Mar-20	Mar-21
Net Sales	2,603	3,664	3,994	5,084	6,394	7032
Growth (%)	9.0%	40.8%	9.0%	27.3%	25.8%	10.0%
Expenditure	2,422	3,456	3,749	4,777	5,993	6534
Increase/Decrease in Stock	(48)	19	(109)	(41)	(70)	32
Raw Material Consumed	1961	2792	3200	4032	5108	5533
Power & Fuel Cost	97	115	117	144	166	161
Selling and Distribution Expenses	35	51	55	62	68	39
Manufacturing Expenses	127	85	71	79	85	126
Personnel Costs	262	329	349	401	539	550
Administrative Expenses	29	41	42	44	54	61
Miscellaneous Expenses	18	26	25	56	45	32
Operating Profit	180	207	246	307	399	498
OPM (%)	6.9%	5.7%	6.1%	6.0%	6.2%	7.1%
Growth (%)	54.9%	14.7%	18.6%	24.9%	30.1%	24.7%
(+) Other income	32	31	53	32	25	26
EBDITA	213	238	299	339	424	524
(-) Depreciation	97	106	117	134	163	180
EBIT	116	133	181	205	261	344
(-) Interest & Finance charges	97	99	106	103	148	184
(-) Exceptional Expenses	0	0	0	0	(20)	(8)
PBT	19	34	75	102	93	151
PAT	19	34	75	100	26	116

Balance Sheet

A. EQUITY AND LIABILITIES	March 16	March 17	March 18	March 19	March 20	March 21
(a) Share capital	164	164	164	187	195	197
(b) Reserves and surplus	1,032	1,068	1,144	1,504	1,567	1,728
Sub-Total - Shareholders' Funds	1,196	1,232	1,308	1,690	1,762	1,925
(a) Long-term borrowings	422	484	796	501	694	898
(b) Long-term provisions	19	21	33	40	84	112
Sub-Total - Non-Current Liabilities	441	506	829	541	778	1011
(a) Short-term borrowings	334	477	356	681	1,039	656
(b) Trade payables	624	745	650	915	1,063	1533
(c) Other current liabilities	144	226	248	224	289	493
(d) Short-term provisions	106	115	90	77	69	175
Sub-Total - Current Liabilities	1,207	1,562	1,343	1,898	2,461	2,858
TOTAL - EQUITY AND LIABILITIES	2,845	3,299	3,481	4,129	5,001	5794

B. ASSETS	March 16	March 17	March 18	March 19	March 20	March 21
(a) Fixed assets	1456	1620	1785	1921	2532	2726
(b) Capital Work in Progress	19	35	237	341	61	66
(c) Other Financial Assets	80	15	23	23	24	33
(d) Other non-current assets	67	56	70	67	78	139
Sub-Total - Non-Current Assets	1622	1726	2114	2353	2695	2964
(a) Inventories	459	631	593	683	846	926
(b) Trade receivables	541	675	507	847	1012	1473
(c) Cash and cash equivalents	6	42	41	64	180	150
(d) Short-term loans and advances	170	176	180	161	213	231
(e) Other current assets	48	47	43	20	55	51
Sub-Total - Current Assets	1222	1574	1366	1776	2307	2830
TOTAL-ASSETS	2845	3299	3481	4129	5001	5794

**Thank You for Your Time
and Consideration!**