



# PG ELECTROPLAST LIMITED

Q2 FY18 UPDATE

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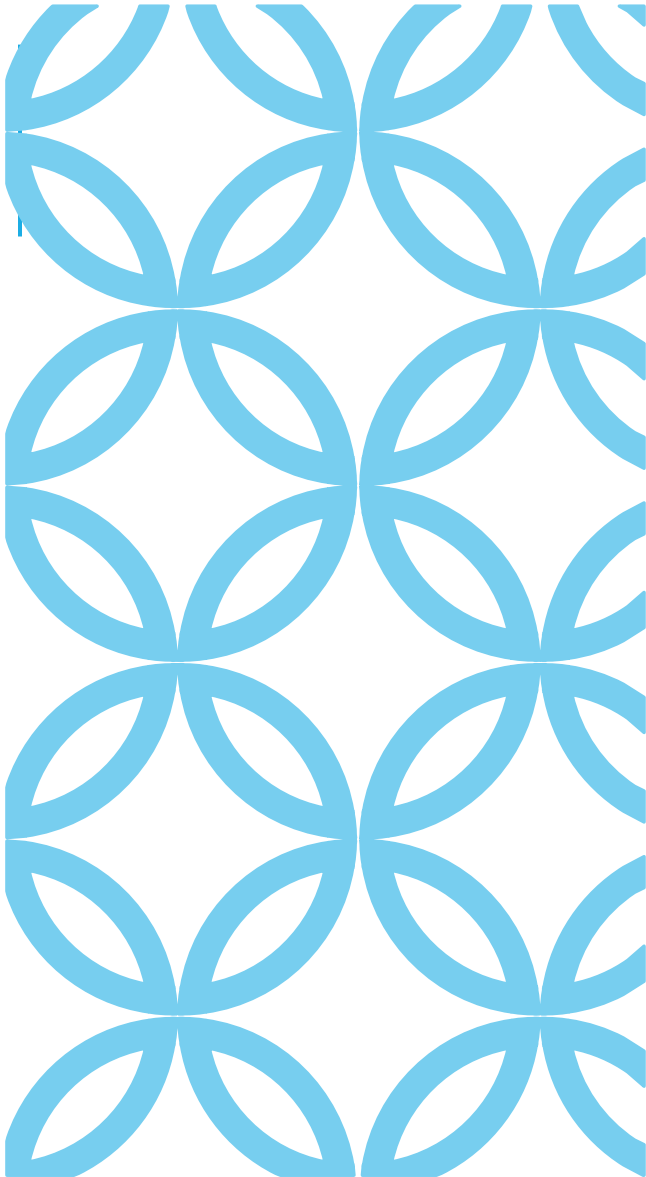
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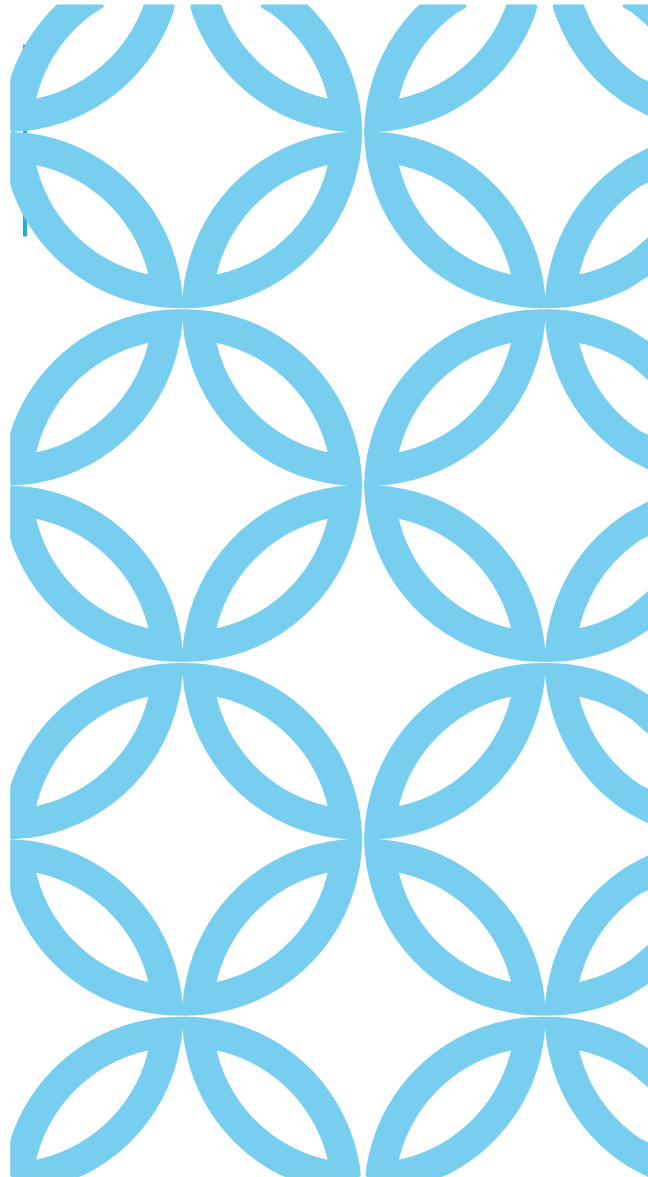
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## Introduction

- PG Group founded in Year 1977 for Electronics components manufacturing.
- In 1995, a TV manufacturing plant was setup in Noida, In 1997, started manufacturing Color TVs & Audio Products.
- In 1999, PG Group set up a PCB Assembly Line at Noida. In 2003, Started Plastic Injection Molding Plant.
- In 2008, got first tender from Tamil Nadu Govt. for supplying CTVs & supplied 2 million CTVs in 3 years.
- In 2015, installed Blow molding up to capacity of 80Ltr.
- In 2016, Installed new Tool room as a separate profit center.
- In 2016, Installed Mobile Phone manufacturing units in Pune.
- Today, more than 130 Horizontal and Vertical type Plastic Injection Molding Machines are installed.
- Trusted Supplier for 4-Wheeler & 2 –Wheeler Automobile Plastic Parts (Tier – 2) from Year 2011.

# Introduction – PG Electroplast presence



Presence in  
Different Fields

PLASTIC MOLDING FOR CONSUMER DURABLES & AUTOMOTIVE PARTS



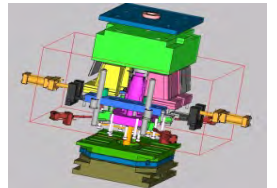
FINAL ASSEMBLY OF AIR COOLERS, WASHING MACHINE, LED TV, STBs



PRINTED CIRCUIT BOARD ASSEMBLIES

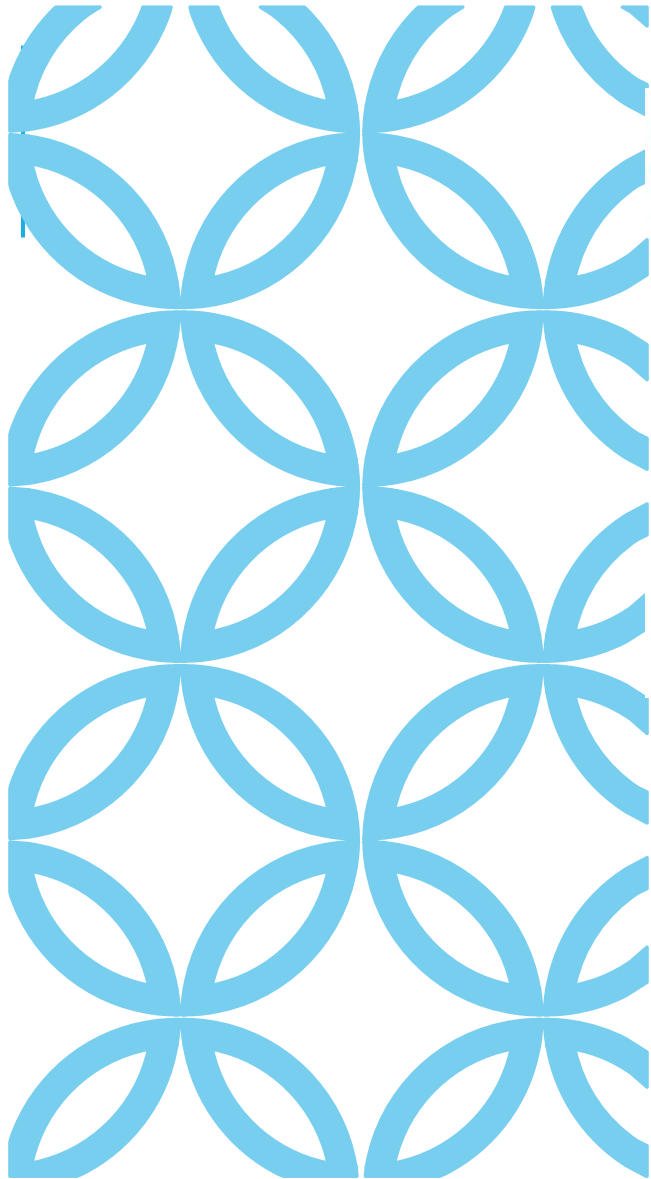


PLASTIC INJECTION TOOL DESIGNING AND MANUFACTURING



MOBILE PHONE ASSEMBLY





# Introduction - Customer list



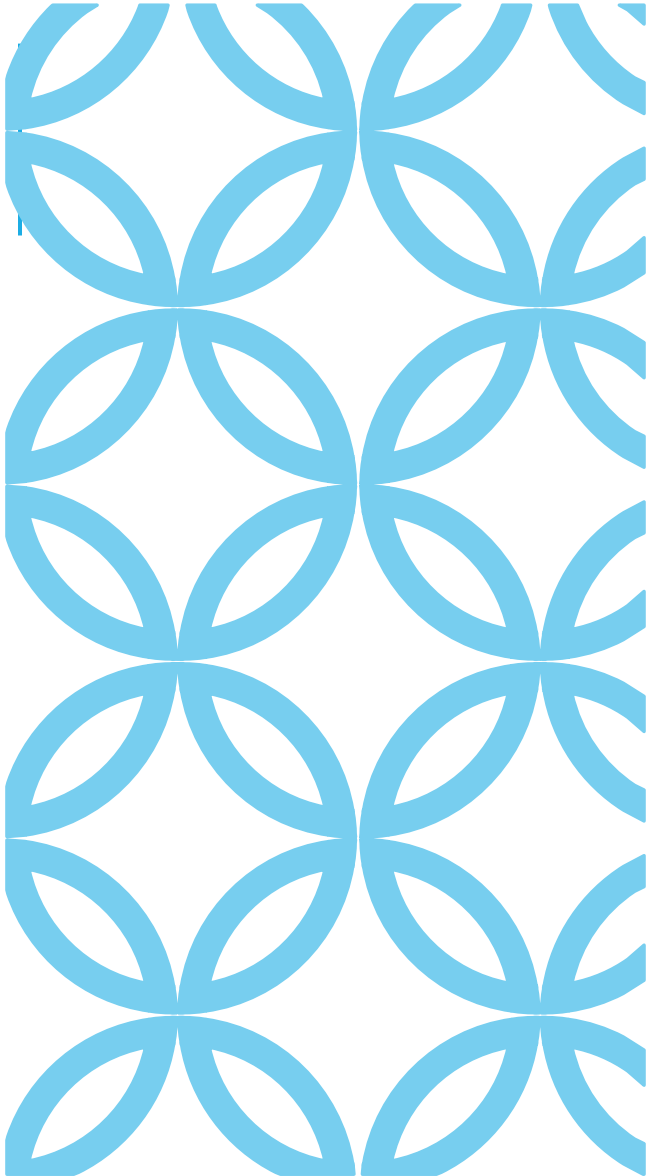
## 1H-2018 Profit & Loss Highlights

₹ million)	Q2 FY2017	Q1 FY2018	Q2 FY2018	Growth (%)		H1 FY2017	H1 FY2018	Growth (%) YoY
				Q-o-Q	Y-o-Y			
Revenue	762.5	1,125.5	912.2	(18.7)%	19.6%	1759.2	2033.6	15.6%
EBITDA	48.2	82.1	83.4	1.6%	73.2%	109.5	165.5	51.2%
Net Profit	0.5	21.5	20.2	(5.8)%	3936.7%	13.0	41.7	220.3%
Diluted EPS (Rs.)	0.03	1.32	1.26	(3.8)%	4100.0%	0.79	2.58	225.8%

- Despite GST impact in 2Q, 1H Revenue growth is 16%.
- Robust EBITDA growth of 51% in 1H2018.
- PAT growth of 220% in first half.



# 1H-2018 Balance Sheet



A. EQUITY AND LIABILITIES (₹ million)	As at 30.09.2017	As at 31.03.2017	B ASSETS (₹ million)	As at 30.09.2017	As at 31.03.2017
(a) Share capital	164.1	164.1	(a) Fixed assets	1,719.7	1,654.6
(b) Reserves and surplus	1,110.1	1,067.7	(b) Deferred tax assets (net)	8.0	8.0
<b>Sub-Total - Shareholders' Funds</b>	<b>1,274.3</b>	<b>1,231.8</b>	(c) Other Financial Assets	9.6	14.5
(a) Long-term borrowings	552.1	484.3	(d) Other non-current assets	134.0	63.2
(b) Long-term provisions	26.0	20.8	<b>Sub-Total - Non-Current Assets</b>	<b>1,871.3</b>	<b>1,740.3</b>
<b>Sub-Total - Non-Current Liabilities</b>	<b>578.1</b>	<b>505.2</b>	(a) Inventories	567.0	631.3
(a) Short-term borrowings	489.4	477.3	(b) Trade receivables	632.7	674.9
(b) Trade payables	664.4	744.5	(c) Cash and cash equivalents	48.4	42.2
(c) Other current liabilities	327.9	334.0	(d) Short-term loans and advances	54.7	49.4
(d) Short-term provisions	6.7	6.7	(e) Other current assets	166.5	161.5
<b>Sub-Total - Current Liabilities</b>	<b>1,488.4</b>	<b>1,562.6</b>	<b>Sub-Total - Current Assets</b>	<b>1,469.4</b>	<b>1,559.3</b>
<b>TOTAL - EQUITY AND LIABILITIES</b>	<b>3,340.8</b>	<b>3,299.6</b>	<b>TOTAL-ASSETS</b>	<b>3,340.8</b>	<b>3,299.6</b>

- Conscious efforts are being made to control Inventories and receivable.
- Working capital management improvement remains focus area.



## Financial Metrics

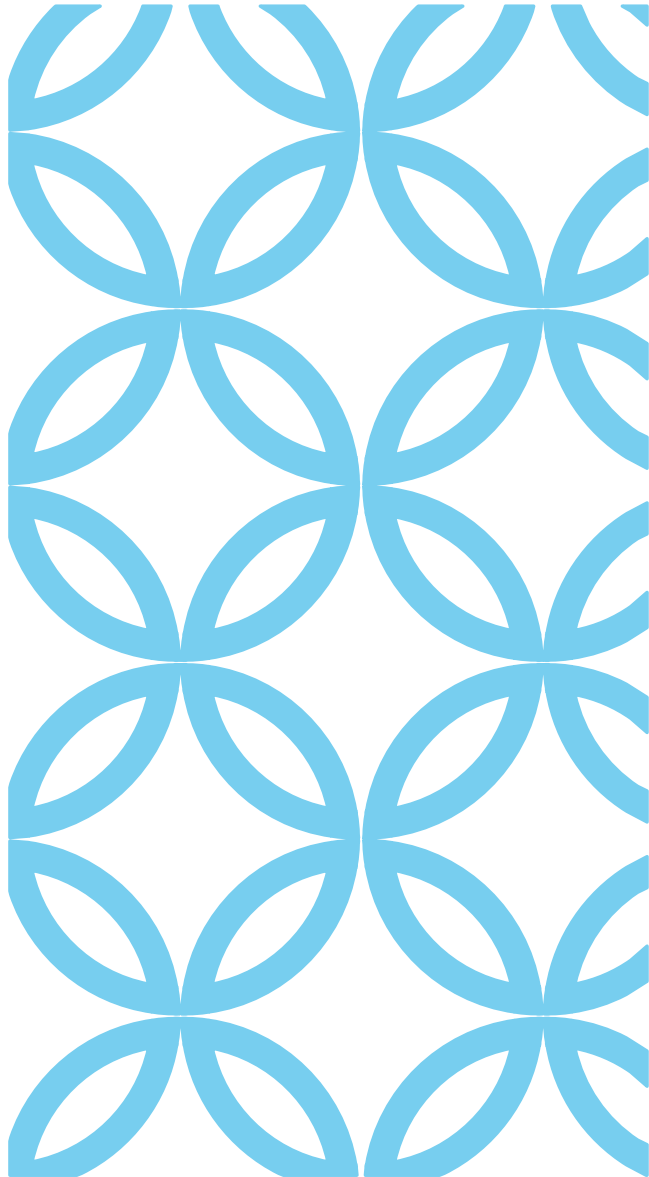
Key Ratios	Q2 FY2017	Q1 FY2018	Q2 FY2018	1H 2017	1H 2018	FY16	FY17
EBITDA Margin (%)	6.3%	7.3%	9.1%	6.2%	8.1%	6.9%	5.9%
Effective Tax Rate (%)	0.0%	10.0%	24.4%	0.0%	17.6%	0.0%	0.0%
Net Profit Margin (%)	0.1%	1.9%	2.2%	0.7%	2.0%	0.7%	1.0%
ROCE (%)	5.8%	11.8%	11.5%	7.5%	11.5%	5.6%	6.3%
DSO (Days)	53	47	61	53	61	76	67

- Improving business mix and operating leverage is leading to EBITDA margins improvement.
- Improving cash conversion ratios and working capital cycle is helping to improve Return ratios.

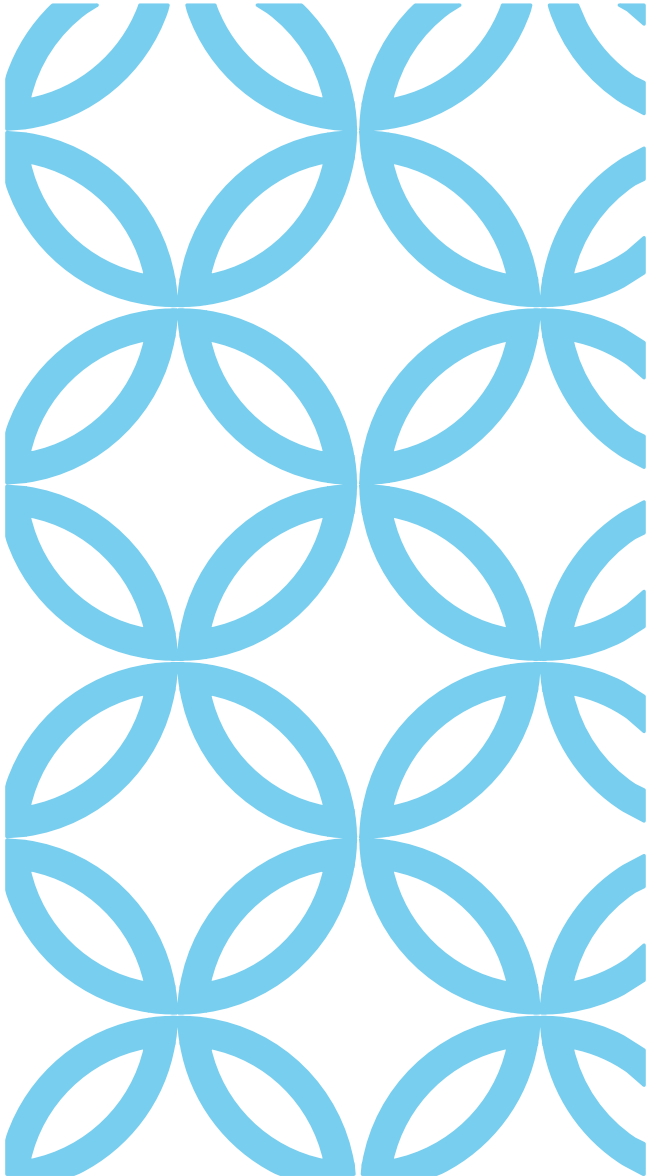
## Industry Outlook

- Government reforms such as Digital India, Make in India, Jan Dhan-Aadhar-Mobile Trinity and Power for all are providing fresh impetus to the Consumer appliance and durable Industry
- The Rapid rate of urbanisation, 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 life style 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 the electronic manufacturing and treating the industry as one of the key pillars of the Digital India Programme, opens new and exciting opportunities for the Industry
- **In Managements opinion, overall Industry opportunity remains large and substantial. The management sees high and exciting growth rates for the Industry.**

## Opportunities and Challenges



- PG Group has been a leader and pioneer in the consumer durables Industry and is seeing large opportunities in plastic moulding in following product categories
  - Washing machines
  - Air conditioner
  - Refrigerators
  - Ceiling Fans
  - Sanitary ware products
- In addition to the above company sees growth opportunities in ODM space in Air coolers and Washing machines.
- Tough market conditions led to financial constrains in the past few years and this has led to limited Investment for growth.
- However, now with growing opportunities, improving operational efficiencies and lower financial cost is leading to better profitability and cash flows and consequently company is back in Investment mode and is judiciously and strategically investing in capacities and capabilities to reap the benefits of huge opportunity in coming years.



## Future Outlook

Management sees increased opportunities in the existing and new clients and based on the current business environment. With new capacities and newly installed PU paint and tooling capabilities, company is uniquely positioned in the consumer durable & automotive plastics space in India. In coming quarters , company aspires

- To have Industry leading growth in the Revenues.
- Gradual improvement in margins due to operational efficiencies and operating leverage.
- Better capital efficiency due to improving cash flows and balance sheet optimisation.

**THANK YOU**

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