



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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August 23, 2021

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 pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

This is for your information and record please.

Thanking you,
For PG Electroplast Limited

(Sanchay Dubey)
Company Secretary

PG Electroplast

Company Overview

August 2021



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 their opinion 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 results materially from the results, Financial Conditions, Performance, or achievements of the Company.

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.

Agenda



Company Overview



Manufacturing Capabilities



Growth strategy



Key Financials

Corporate Film

Please click on the logo or this [link](#) to view a short video about our company!



About PG Electroplast

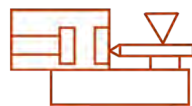


- **PG Electroplast Limited (PGEL)** is the flagship company of PG Group, which had **started its journey in 1977**. PG Electroplast, formally set up in 2003, and is a leading, diversified Indian **Electronic Manufacturing Services provider**.

- PGEL specializes in **Original Design Manufacturing (ODM)**, **Original Equipment Manufacturing (OEM)** and **Plastic Injection Moulding**, providing **One Stop Solutions** 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**.

Key Manufacturing Capabilities



Plastic Moulding



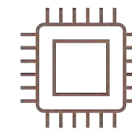
Finished Product Assemblies



Specialized AC Components



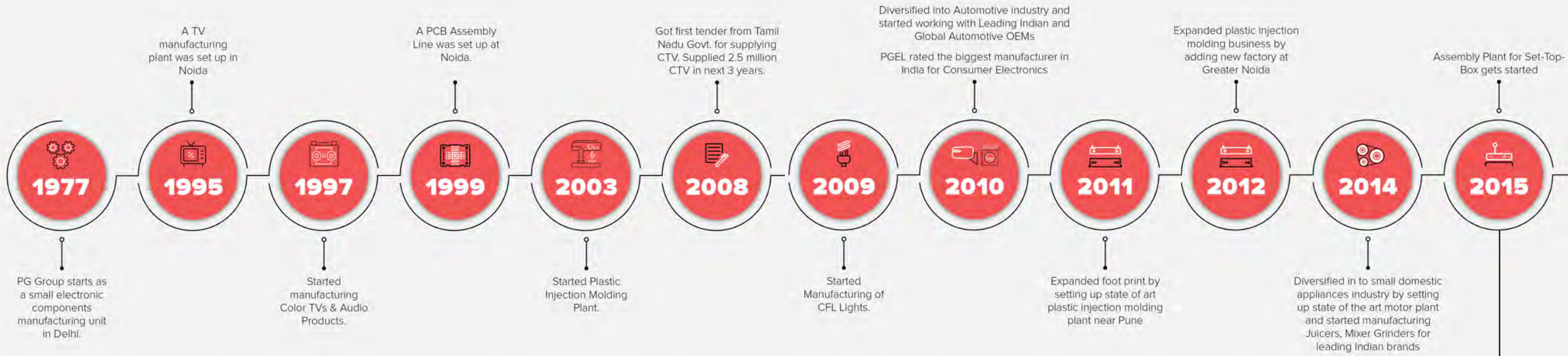
Tool Manufacturing



Printed Circuit Boards



PU Paintshop

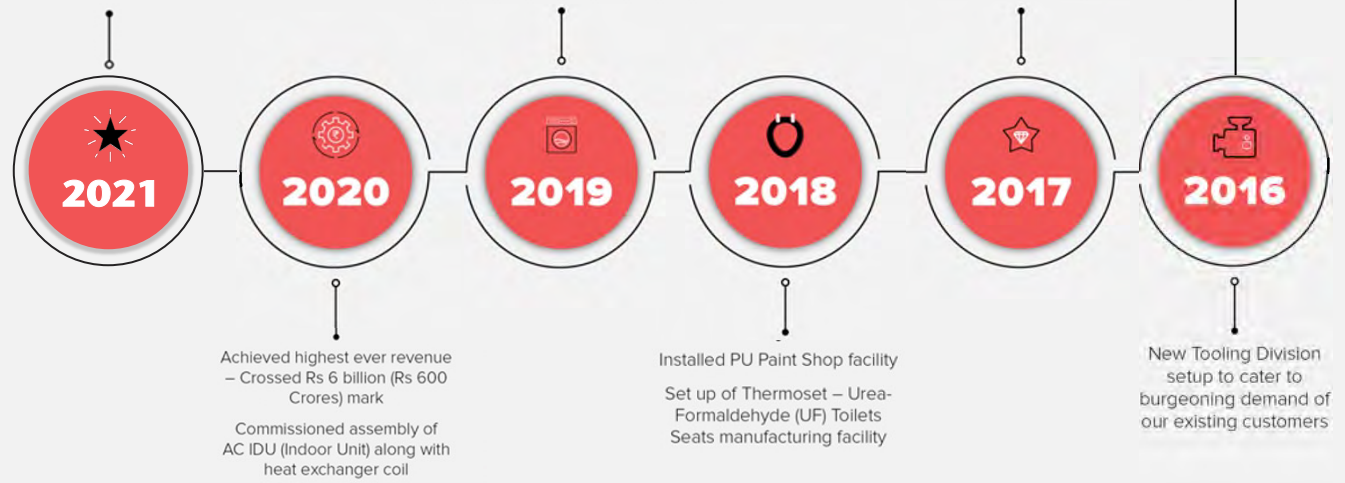


Our Journey

AC Outdoor Unit Assembly capabilities developed.
Developed and launched ODM platform for Fully Automatic Washing Machines.
Developed and launched ODM platform for Air Coolers.

Crossed Rs 500 crore mark in revenues
Successfully launched 2nd Model of Semi-Automatic Washing Machine
A Product Showroom at Corporate Office was set up

Adopted "Process Excellence" approach to focus on process improvement, ongoing business process management and continuous improvement in overall operations

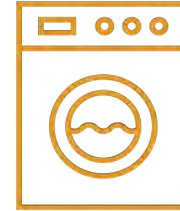




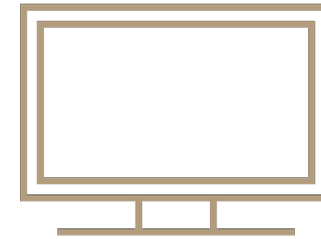
Industries Served



**Air
Conditioners**



**Washing
Machines**



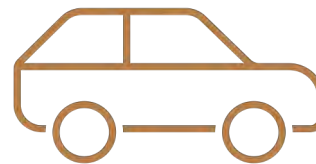
**LED
Televisions**



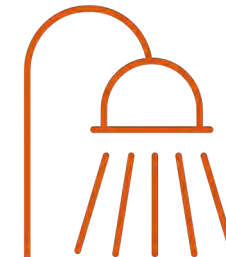
**Air
Coolers**



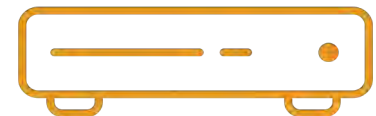
**Mobile
Components**



**Automotive
Components**



**Bathroom
Fittings**



**Consumer
Electronics**

Key Clients



Strategically Located Manufacturing Locations

Greater Noida, UP

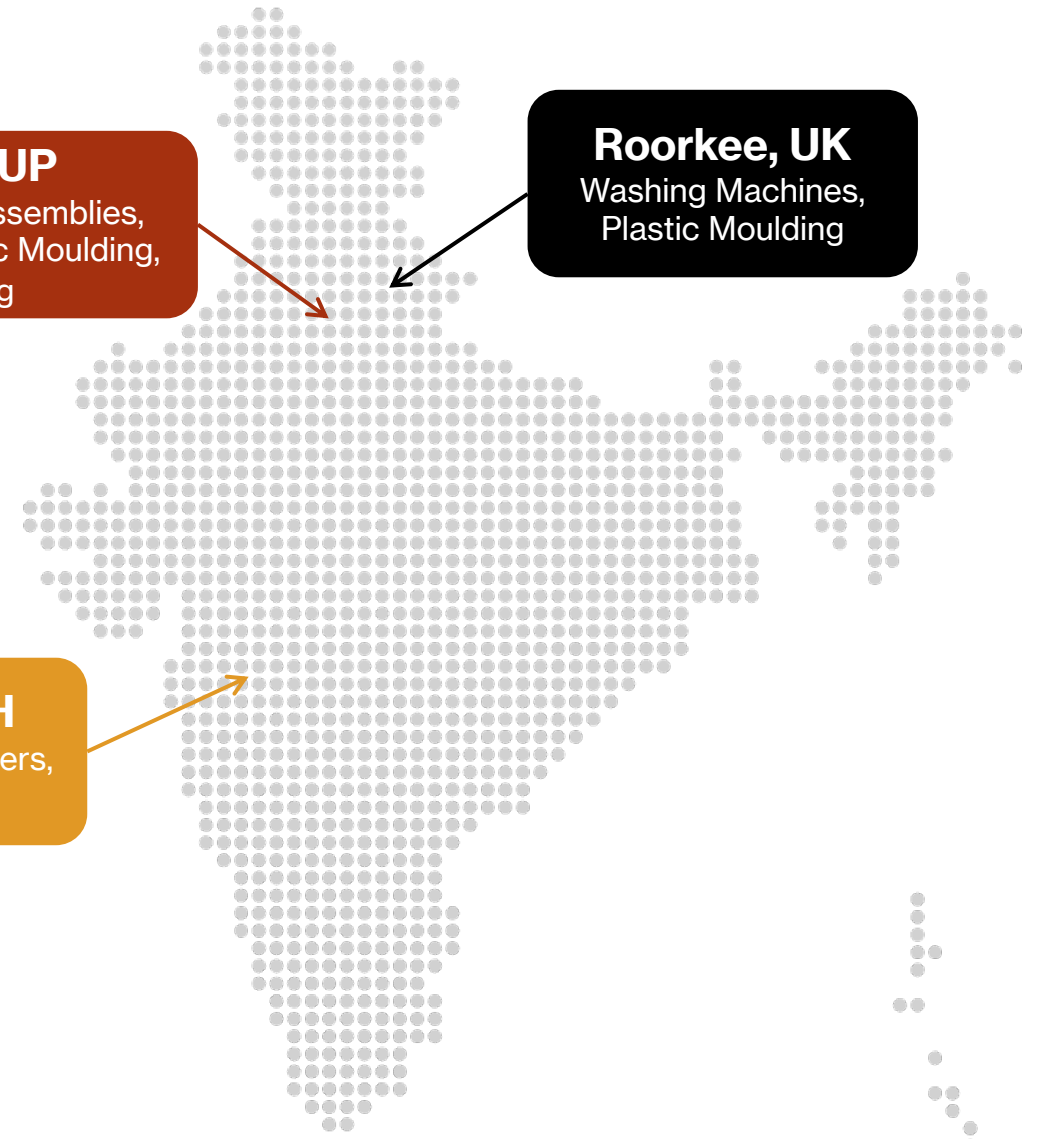
Washing Machines, PCB Assemblies,
Air Coolers, LED TVs, Plastic Moulding,
Tool Manufacturing

Roorkee, UK

Washing Machines,
Plastic Moulding

Ahmednagar, MH

Air Conditioners, Air Coolers,
Plastic Moulding



Key Leadership



Mr. Anurag Gupta
Chairman & ED – Technical

More than 29 years of experience in EMS. Handles technical policies, quality assurance, technological advancement, and R&D.



Mr. Vishal Gupta
Managing Director - Finance

More than 26 years of experience in EMS. Handles F&A, Budgeting & Planning, government and customer relationships and various compliances.



Mr. Vikas Gupta
Managing Director - Operations

More than 26 years of experience in EMS. Handles operations, business strategy, industry relations and organization governance.



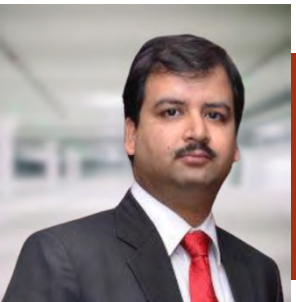
Mr. Pramod Gupta
Chief Financial Officer

More than 23 years of experience across brokerage firms and mutual funds in business and financial consulting, research and analysis.



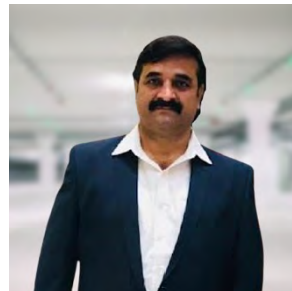
Mr. Ashwani Tyagi
Head of Business Development

More than 19 years of experience in marketing, product localization, project management and customer management.



Mr. Vikas Koul
Head of Operations

More than 21 years of experience in EMS. Handles operations, business development, business strategy, manufacturing innovation.



Mr. Bharat Batra
Head of Operations

More than 28 years of experience in EMS. Handles project management, administration, operations and supply chain management.

Strengths

- **The largest plastic components** supplier for Consumer Durables industry in India.
- **One-Stop Solutions Provider** to leading Consumer Durable brands.
- **Diversified Product Portfolio** enables faster customer acquisition.
- **In-house Tool Design & R&D** capabilities.
- **Strong and long relationships** with **marquee clients**.
- Highly **experienced** management team.

Agenda



Company Overview



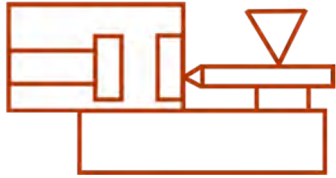
Manufacturing Capabilities



Growth strategy



Key Financials



Plastic Moulding

PG Electroplast has **over 250 moulding machines**, ranging from **90T to 1850T**, across five plants in Greater Noida, Roorkee and Pune. The company's USP lies in **in-house design** and engineering using the **latest technologies** that allow it to meet global manufacturing **quality standards**. The company specialises in developing small, medium and large sized, **high-precision surface critical** injection moulded components and offers a number of **specialised post-moulding operations** to meet customer needs.

Injection Moulding



Insert Moulding



Blow Moulding



Thermoset Moulding



Vertical Moulding



Gas-Assisted Injection



Air Conditioners



Washing Machines



Air Coolers



Final Product Assemblies

PG Electroplast is an **end-to-end solutions provider** for product design and final product assemblies for products like **Washing Machines, Air Conditioners, Air-Coolers, LED TVs, Toilet Seats, In-Wall Tanks** etc. The company currently caters to both **OEM and ODM demand**, with a **continuous focus** on delivering on the **highest standards of quality**.

Plastic Components



Heat Exchangers

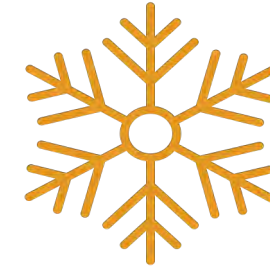


System Tubing



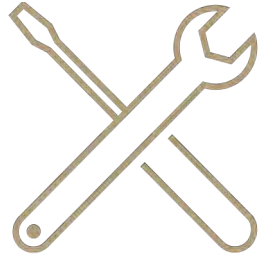
Powder Coating Plant Sheet Metal Components

**Production starts in
September 2021.**



Specialized AC Components

PGEL has been manufacturing plastic moulded AC components **since 2003**. In 2018, in an effort to **improve value addition**, PGEL decided to invest and develop capacities for **5mm and 7mm Heat Exchanger lines, injection Moulding components, system copper tubing** with CNC bending, **sheet metal components**, and **powder coating** treatment capabilities. PG will be well positioned to deliver innovative, **Completely Built Units** 2021 onwards.



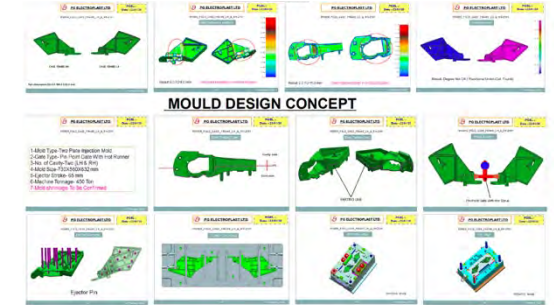
Tool Manufacturing

We develop **small to medium size moulds** for a **wide range of applications** which include, Automotive Applications, White Goods, Home & Kitchen Appliances, Lighting and Electrical Equipment. The **complete range of services** from **tool design** to **tool manufacturing** and injection moulding under one roof makes the PG a **total tooling solutions provider**.

Mould Design



DFM Analysis



CNC Milling



EDM Machining

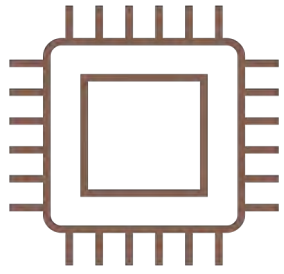


Surface Finishing



Quality Assurance





PCB Assemblies

PG Electroplast has **unique & innovative solutions** for all kinds of printed circuit board assemblies. We help to develop a wide range of applications, used across industries, on a **turnkey basis** (including component procurement, assembly, testing, packing & shipping). Our **SMT lines & Wave Soldering machines** are equipped to handle both **RoHS & Non-RoHS PCB Assembly work**. Our processes & operations conform to ISO standards, assuring adherence to the **highest industry benchmarks**.

SMT Lines



Through Hole Machines



PCB Assembly Lines



Overhead Conveyors



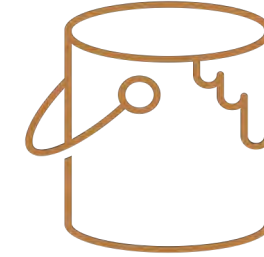
Pre-treatment Line



Gas Fired Baking Oven

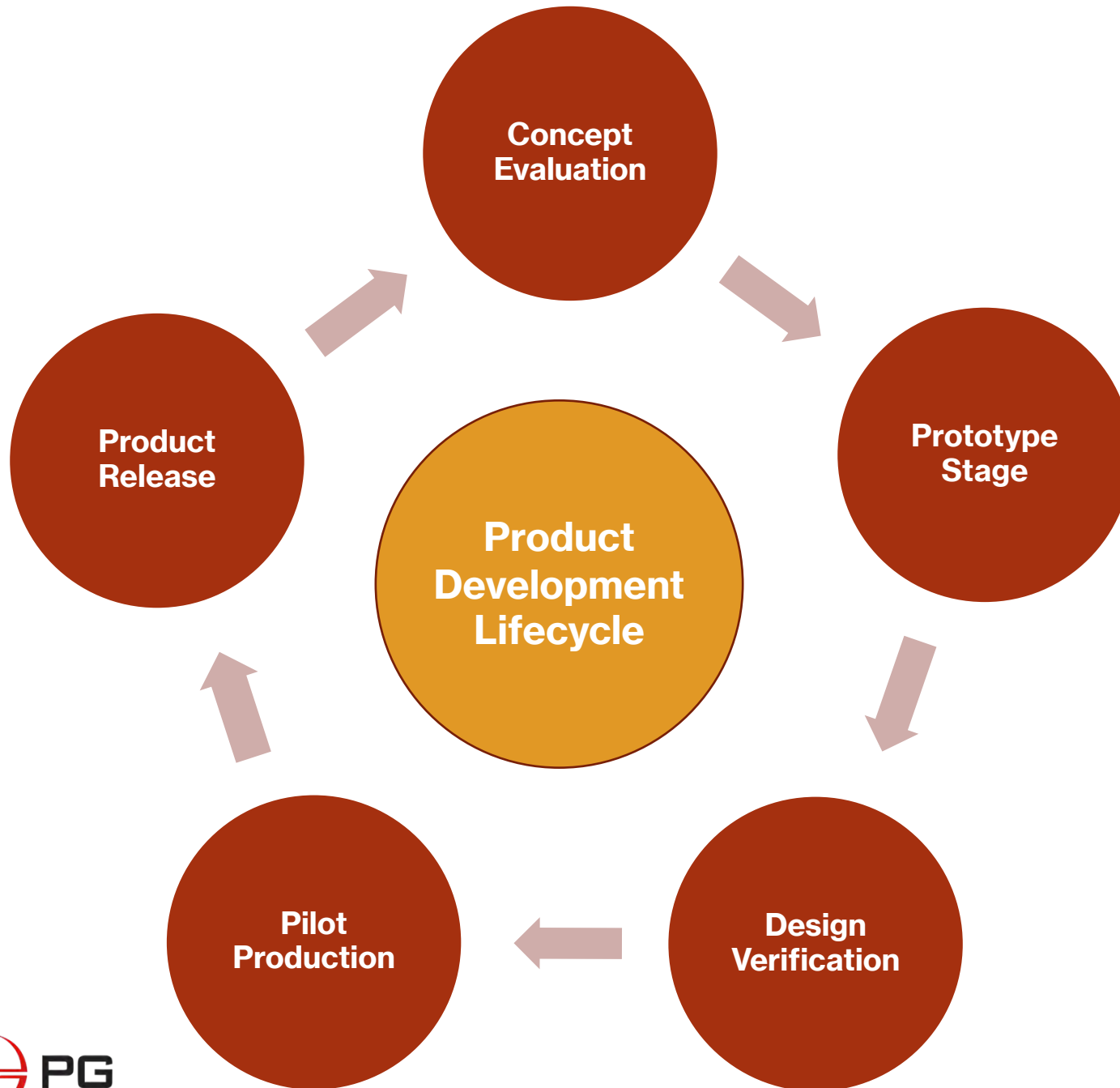


Automated Solution



PU Paint Shop

PGEL has installed a **state-of-the-art PU Paint shop** in Greater Noida. The Shop is highly capable and can provide **superior surface finish solutions** for all kinds of systems, for parts of different shapes and sizes. Due to the **durable and premium nature** of the finish achieved through this treatment, there is high demand for the Paint Shop from our customers in the **automotive, electrical and consumer durable industries**. An advanced, automated facility, it is equipped to handle all kinds of painting needs.



Research and Development

PG has experienced R&D teams which enable it to offer comprehensive, end-to-end ODM product development services like:

- **Product Conceptualization**
- **Design and Prototyping**
- **Performance And Energy Optimization**
- **Product and Tool Costing**
- **Tool Development**
- **Supply Chain Development**

Agenda



Company Overview



Manufacturing Capabilities



Growth strategy



Key Financials

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

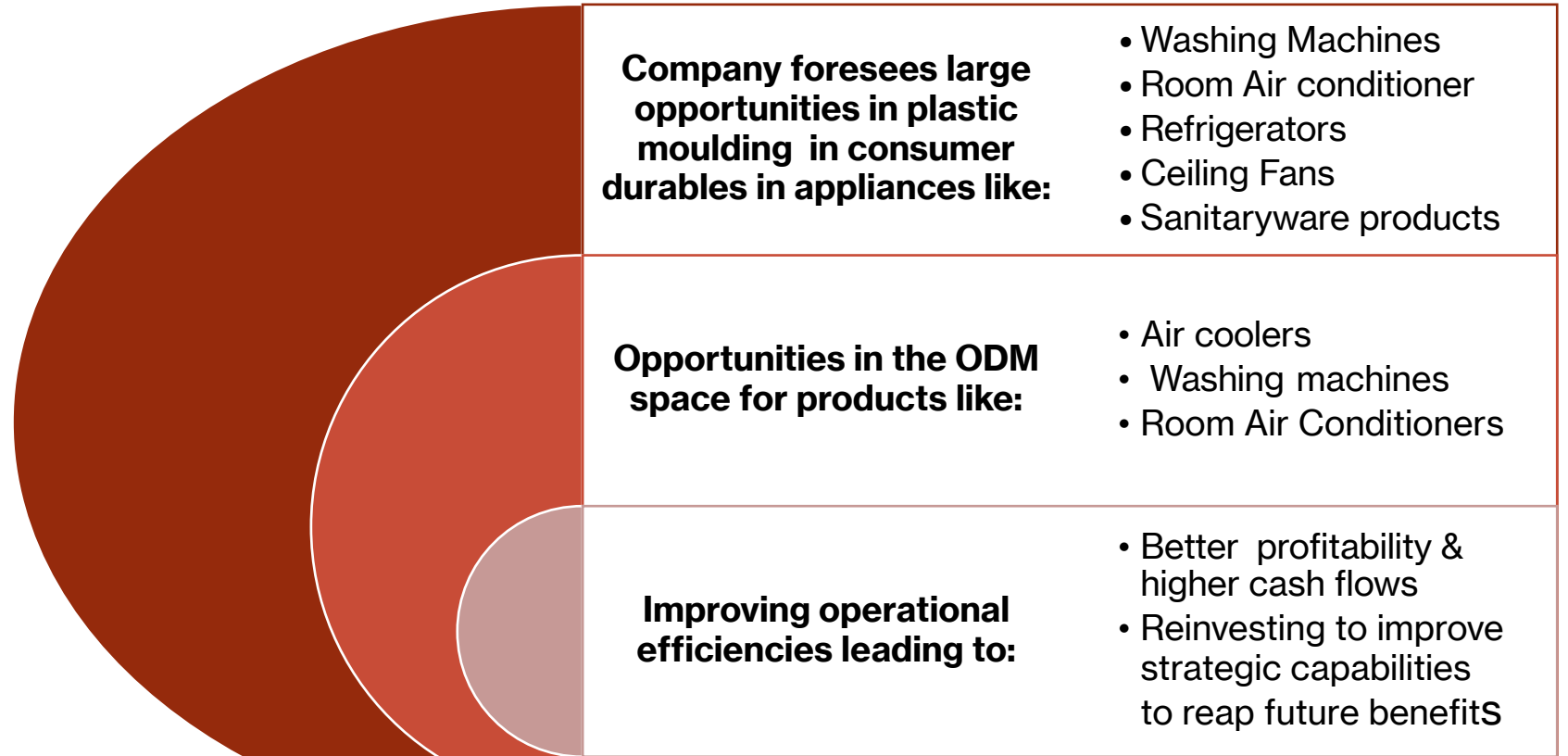
The Rapid rate of urbanization, growth of young population with rising income levels is leading to large emerging middle class in India. Implying huge potential demand for the consumer appliance and durable market in coming years.

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

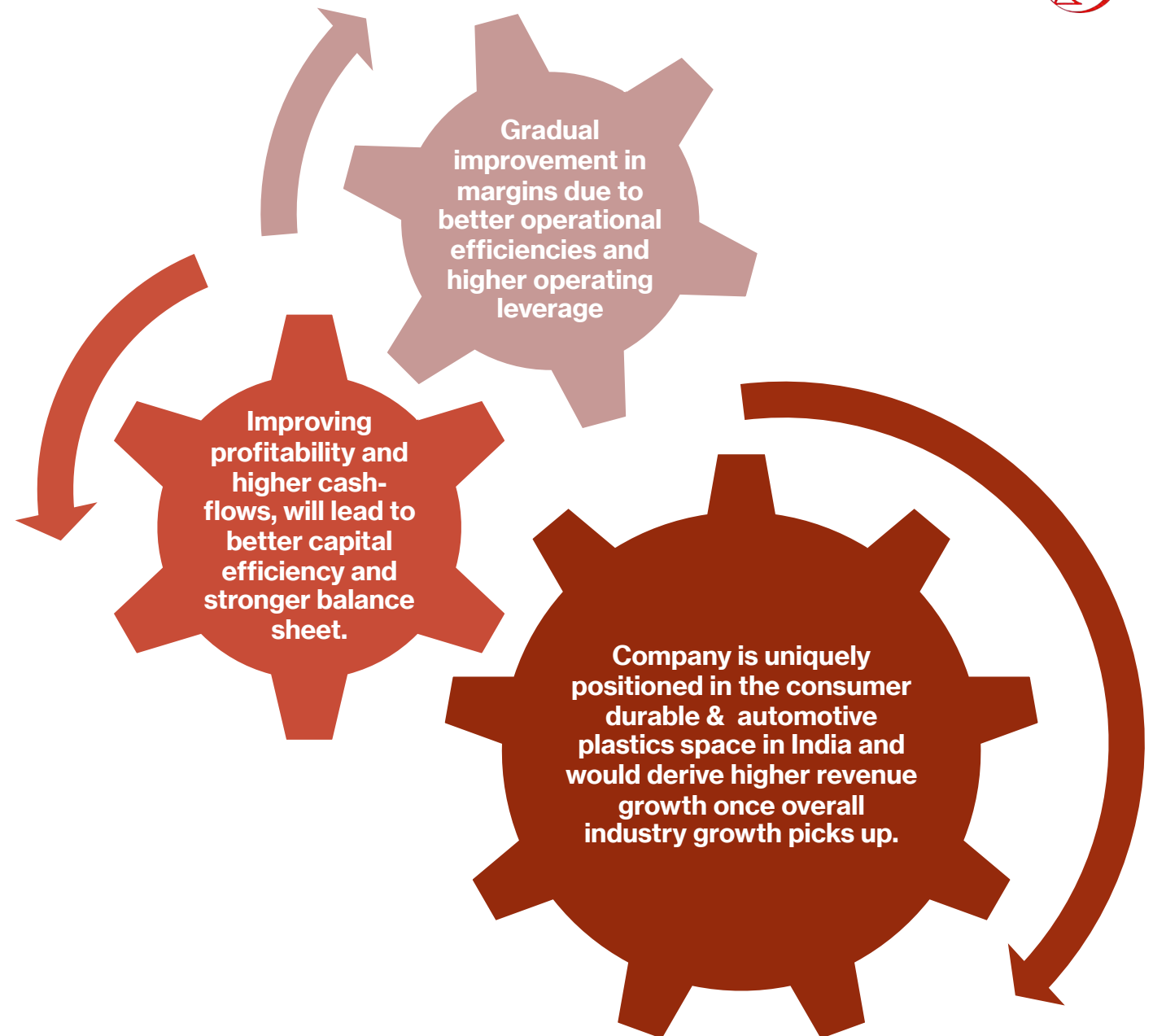
The Management is enthused about the overall opportunity size and anticipates high growth rates in the industry segments where, company has presence.

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.



Agenda



Company Overview



Manufacturing Capabilities



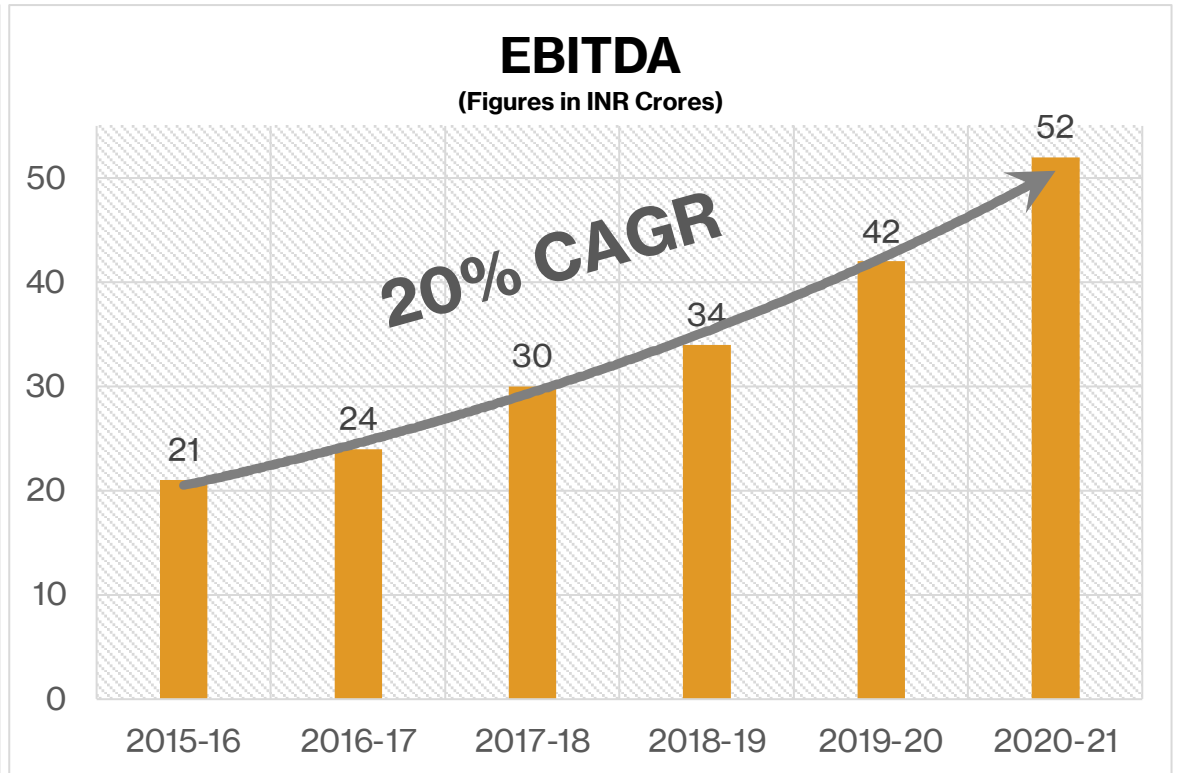
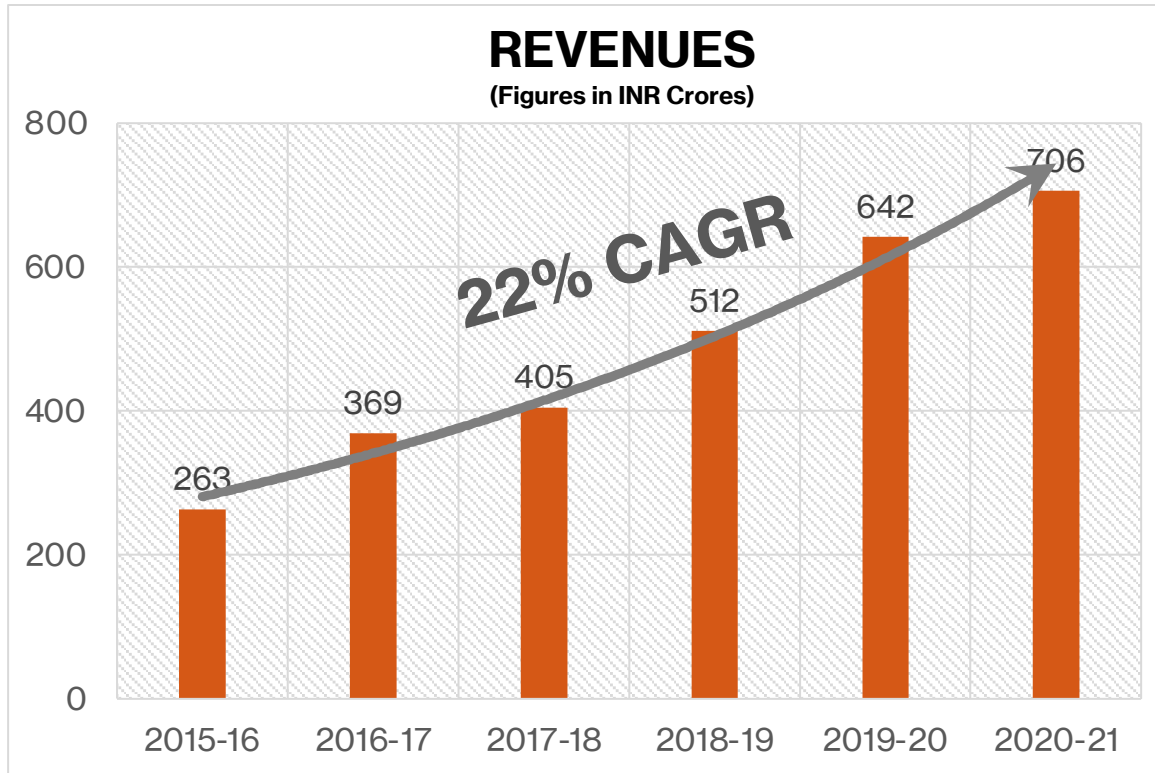
Growth strategy



Key Financials

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**.



Major Highlights of 3M 1QFY22

- Company has been able to **strengthen its balance sheet by completing its Equity raise program.**
- Due to COVID-19 mandated shutdowns, plants were **shutdown** for end April and full May 2021. The production was only **partially restored** in June'20. **Production loss** for the quarter has been significant across segments.
- Company is seeing **increased inquires for business** from **new and existing clients** and we remain **very optimistic** on the **future growth prospects** of the business.
- All the **the capex plans** for **capacity additions in FY2022** are on track and company is hopeful of completing them by November.
- **New product development** across focus areas is almost completed and company is planning to **launch several new products** in FY2022.

1QFY2022 Profit & Loss Highlights

- **Reasonable quarterly margins**, despite Covid-19 lead shutdown during the quarter.
- **Cost & overhead controls** counter the to **negative operating leverage**.
- **The Orderbook** for product business is **promising** for the year and **company remains optimistic** on the outlook.

(Figures in ₹ million)	FY2021 Q1	FY2022 Q1	Growth (%) YoY
Revenue	373.4	1380.3	269.7%
EBITDA	(23.6)	98.1	L to P
Net Profit	(84.9)	6.1	L to P
Diluted EPS (in INR)	(4.3)	0.3	L to P

Financial Metrics

- **EBITDA margins** are **largely stable** due **strict cost and overhead control** despite **negative operating leverage**.
- **Working capital** remained at **normalized levels despite disruption**.
- **Revenue growth outlook** is **improving**, while **margin outlook** is **stable**.

Key Ratios	FY2021 Q1	FY2021 Q4	FY2022 Q1	FY2021 12M
EBITDA Margin (%)	(6.3%)	7.6%*	7.1%	7.4%**
Net Profit Margin (%)	(22.7%)	3.2%	0.4%	1.6%
DSO (Days)	41.8	76.4	30.6	76.4
Inventory (Days)	73.7	60.7	50.5	60.7
ROCE (%)***	NA	12.9%	15.5%	12.9%

* Q4 margins adjusting for one off gas charging business are 8.7%.

** 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

- Washing Machine and AC IDU Business has seen **robust growth in on a low base**, and company is **making further investments** in the **washing machine and AC platforms**.
- **Products business** remains the **focus area** and **growth driver** for the company.
- **For FY2022** company is making **significant CAPEX** towards **product development** and **capacity creation** and **all plans remain on track**.

	2021 Q4	2022 Q1	FY2020	FY2021
Plastic Moulding	55%	62%	68%	60%
Electronics	3%	5%	7%	6%
Tool Manufacturing	1%	0%	1%	1%
Product sale	29%	33%	24%	27%
Others	12%			6%
Total	100%	100%	100%	100%

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

June 2021 Balance sheet

A. EQUITY AND LIABILITIES	As on 31.06.2021	As on 31.03.2021	B. ASSETS	As on 31.06.2021	As on 31.03.2021
(a) Share capital	196.9	196.9	(a) Fixed assets	2729.3	2725.8
(b) Reserves and surplus	2499.1	1,727.8	(b) Capital Work in Progress	68.7	65.6
Sub-Total - Shareholders' Funds	2696.0	1,924.7	(c) Other Financial Assets	57.7	32.9
(a) Long-term borrowings	953.0	898.4	(d) Other non-current assets	172.8	139.3
(b) Long-term provisions	116.7	112.4	Sub-Total - Non-Current Assets	3028.5	2963.7
Sub-Total - Non-Current Liabilities	1069.7	1010.8	(a) Inventories	877.2	926.1
(a) Short-term borrowings	743.4	656.3	(b) Trade receivables	674.4	1472.6
(b) Trade payables	733.2	1533.5	(c) Cash and cash equivalents	874.1	149.6
(c) Other current liabilities	521.5	664.5	(d) Short-term loans and advances	58.3	69.0
(d) Short-term provisions	4.2	4.1	(e) Other current assets	255.4	212.9
Sub-Total - Current Liabilities	2002.2	2,858.3	Sub-Total - Current Assets	2739.5	2830.2
TOTAL - EQUITY AND LIABILITIES	5768.0	5793.9	TOTAL-ASSETS	5768.0	5793.9

- The **working capital** remains under control and working capital days are **39 days**.
- The **Capital Efficiency** remains the focus area of the company and **Overall Asset Turns will improve** going forward.

An aerial photograph of a city at sunset. The sun is low on the horizon, casting a warm, golden glow over the landscape. The city is densely packed with buildings, and the sky is filled with soft, wispy clouds. The overall atmosphere is serene and peaceful.

Thank You for Your Time and Consideration!

We would love to hear from you. You can reach us on investors@pgel.in.