



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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E-mail # info@pgel.in Website # www.pgel.in

February 12, 2019

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,

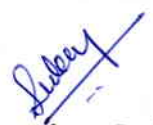
Sub: Investor Presentation

We enclose a copy of Investor Presentation on Un-audited Financial Results of the Company for quarter & nine months ended on December 31, 2018.

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 LIMITED

Q3 FY18 UPDATE

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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.

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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 Tamilnadu Govt for supplying CTV & supplied 2 million CTV 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.
- Trusted Supplier for 4-Wheeler & 2 –Wheeler Automobile Plastic Parts (Tier – 2) from Yr 2011.

Introduction – PG Group presence

Presence in Different Fields

PLASTIC MOLDING FOR CONSUMER
DURABLES & AUTOMOTIVE PARTS



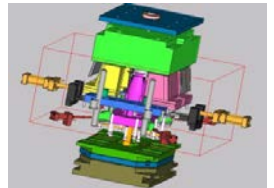
FINAL ASSEMBLY OF AIR COOLERS,
WASHING MACHINE, LED TV, STBs



PRINTED CIRCUIT BOARD ASSEMBLIES

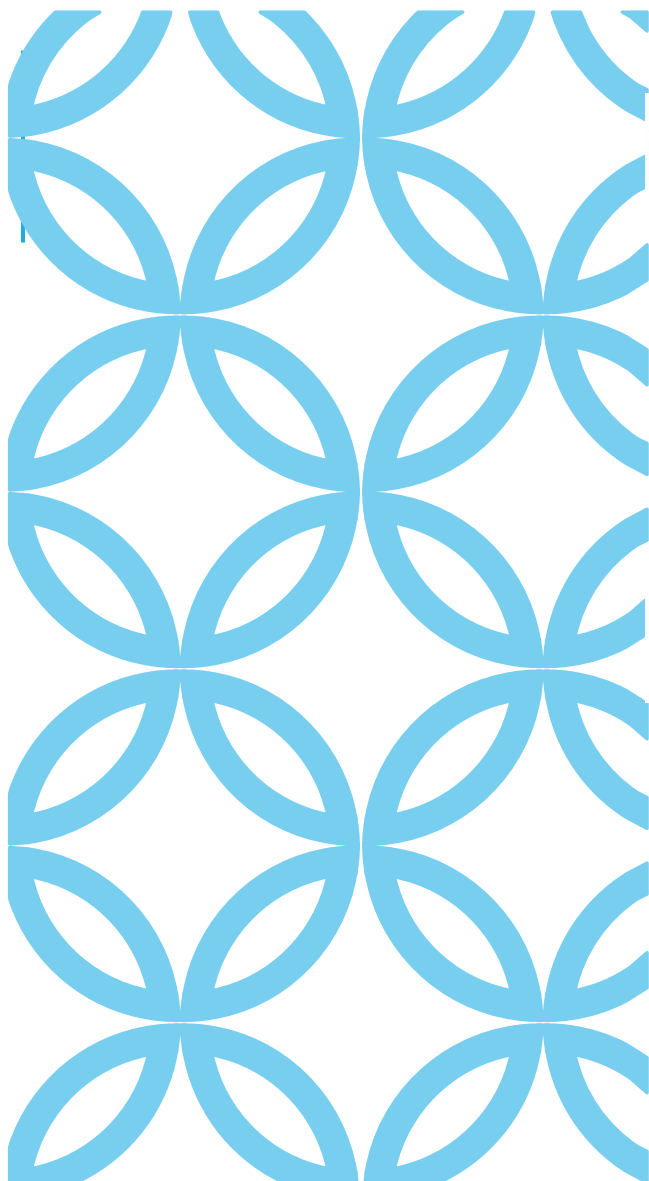


PLASTIC INJECTION TOOL DESIGNING
AND MANUFACTURING



MOBILE PHONE ASSEMBLY





Introduction - Customer list



Unilever



HAVELLS



BRIGHT
AUTOPLAST

9MFY 2019 Profit & Loss Highlights

(₹ million)	Q3	Q2	Q3	Growth (%)		9M	9M	Growth
	FY2018	FY2019	FY2019	Q-o-Q	Y-o-Y	FY2018	FY2019	(%) YoY
Revenue	834.9	1162.8	1076.3	-7.4%	28.9%	2868.5	3408.1	18.8%
EBITDA	66.4	69.7	56.9	-18.3%	-14.3%	231.9	207.6	-10.5%
Net Profit	4.8	11.8	-3.4			46.6	36.0	-22.7%
Diluted EPS (Rs.)	0.3	0.7	-0.2			2.8	2.2	-22.7%

- 9M Revenue growth is 18.8% despite weakness in the festival season due to NBFC crisis
- EBITDA growth impacted due to start-up costs of new initiatives, volatile currency and raw material movement
- PAT decline of 22.7% in 9M 2019 due to margin pressure

9M FY2019 Balance Sheet

A. EQUITY AND LIABILITIES	As at 31.12.2018	As at 31.03.2018	B ASSETS	As at 31.12.2018	As at 31.03.2018
(a) Share capital	164.1	164.1	(a) Fixed assets	1,895.9	1,785.2
(b) Reserves and surplus	1,181.4	1,144.1	(b) Capital work in progress	288.9	229.4
Sub-Total - Shareholders' Funds	1,345.5	1,308.2	(c) Other Financial Assets	65.2	49.6
(a) Long-term borrowings	789.0	795.8	(d) Other non-current assets	26.1	50.2
(b) Long-term provisions	38.2	33.1	Sub-Total - Non-Current Assets	2,276.1	2,114.3
Sub-Total - Non-Current Liabilities	827.1	828.9	(a) Inventories	592.2	593.1
(a) Short-term borrowings	510.3	356.0	(b) Trade receivables	569.4	507.1
(b) Trade payables	704.7	649.5	(c) Cash and cash equivalents	31.2	41.3
(c) Other current liabilities	293.9	329.2	(d) Short-term loans and advances	193.2	182.2
(d) Short-term provisions	10.9	8.7	(e) Other current assets	30.4	42.6
Sub-Total - Current Liabilities	1,519.8	1,343.4	Sub-Total - Current Assets	1,416.4	1,366.2
TOTAL - EQUITY AND LIABILITIES	3,692.5	3,480.5	TOTAL-ASSETS	3,692.5	3,480.5

- Working capital management remains the focus area of the company
- Balance sheet size remains under control and turnover ratios are improving gradually

Financial Metrics

Key Ratios	Q3 FY2018	Q2 FY2019	Q3 FY2019	9M FY2018	9M FY2019	FY18
EBITDA Margin (%)	8.0%	6.0%	5.3%	8.1%	6.1%	7.4%
Effective Tax Rate (%)	2.2%	0.0%	0.0%	0.0%	16.2%	0.0%
Net Profit Margin (%)	0.6%	1.0%	-0.3%	1.6%	1.1%	1.8%
ROCE (%)	6.8%	4.5%	4.0%	6.8%	4.0%	6.9%
DSO (Days)	45	53	46	45	46	46

- EBITDA margins impacted due to high raw material and forex volatility in last 6 months
- Ramp up in the business with improving profitability will help the Return ratios in coming quarters

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 Electronics has been a pioneer in the consumer durables Industry and is seeing large opportunities in plastic moulding in following product categories
 - Washing machines
 - Room Air conditioner
 - Refrigerators
 - Ceiling Fans
 - Sanitary ware products
- In addition to the above company sees opportunities in ODM space in Room Air Conditioners, Air coolers and Washing machines.
- Growing opportunities, improving operational efficiencies coupled with strengthened balance sheet for the company 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 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

For any queries, please contact:
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