



PG ELECTROPLAST LIMITED

CIN-L32109DL2003PLC119416

Corporate Office :

P-4/2, 4/3, 4/4, 4/5, 4/6, Site-B, UPSIDC Industrial Area, Surajpur
Greater Noida-201306, Distt. Gautam Budh Nagar (U.P.) India
Phones # 91-120-2569323, Fax # 91-120-2569131
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June 23, 2020

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 audited Financial Results of the Company for quarter & year ended on March 31, 2020.

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

AN IATF 16949/18001/14001 COMPANY



PG ELECTROPLAST LIMITED

Q4 FY20 UPDATE

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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 80 Ltr.
- 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



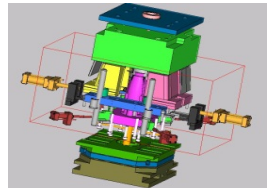
FINAL ASSEMBLY OF AIR COOLERS,
WASHING MACHINE, LED TV, STBs



PRINTED CIRCUIT BOARD ASSEMBLIES

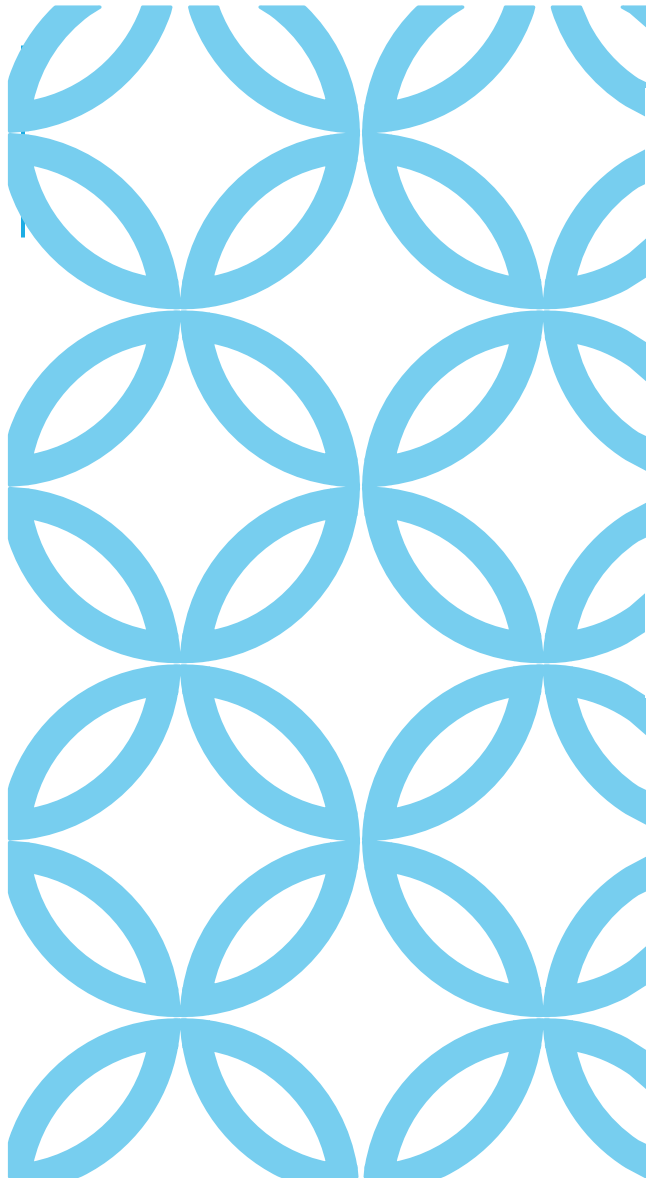


PLASTIC INJECTION TOOL DESIGNING
AND MANUFACTURING



MOBILE PHONE ASSEMBLY





Introduction- Customer list



Unilever



Q4 FY20 & FY20 Performance Highlights

(₹ million)	Q4 FY2019	Q4 FY2020	Growth (%) YoY	12M FY2019	12M FY2020	Growth (%) YoY
Revenue	1707.28	1834.39	7.4%	5115.42	6418.86	25.5%
EBITDA	130.96	142.28	8.6%	338.65	423.83	25.2%
Net Profit	63.45	-29.12		99.42	26.15	-73.7%
Diluted EPS (Rs.)	3.40	-1.49		5.33	1.34	-74.9%

- 4Q operational results are strong despite the company losing sales of ~15 days in March due to COVID-19.
- 12M Revenue growth is 26% with stable operating margins
- Exceptional losses due to fire in the factory net of Insurance claims of Rs 9.8 million and Foreign exchange fluctuation losses of Rs 10.3m impacted the PBT
- Company has adopted option available under section 115BAA and hence reversed all MAT credit due amounting to Rs46.8 million. Also current year DTL amounting to Rs 20.1 million has been reversed during the quarter.

FY2020 Balance Sheet

A. EQUITY AND LIABILITIES	As at 30.03.2019	As at 31.03.2020	B ASSETS	As at 30.03.2019	As at 31.03.2020
(a) Share capital	186.50	195.29	(a) Fixed assets	1,920.60	2,532.14
(b) Reserves and surplus	1,503.70	1,566.96	(b) Capital Work in Progress	341.40	60.57
Sub-Total - Shareholders' Funds	1,690.20	1,762.25	(c) Other Financial Assets	23.40	24.05
(a) Long-term borrowings	502.90	706.09	(d) Other non-current assets	67.40	77.83
(b) Long-term provisions	38.20	71.72	Sub-Total - Non-Current Assets	2,352.80	2,694.59
Sub-Total - Non-Current Liabilities	541.20	777.81	Inventories	682.50	845.80
(a) Short-term borrowings	681.30	1039.13	(b) Trade receivables	847.10	1011.9
(b) Trade payables	915.00	1063.14	(c) Cash and cash equivalents	63.70	179.63
(c) Other current liabilities	292.10	352.87	(d) Short-term loans and advances	41.30	86.83
(d) Short-term provisions	9.20	6.06	(e) Other current assets	141.60	182.57
Sub-Total - Current Liabilities	1,897.60	2,461.20	Sub-Total - Current Assets	1,776.20	2,306.68
TOTAL - EQUITY AND LIABILITIES	4,129.00	5,001.27	TOTAL-ASSETS	4,129.00	5,001.27

- Balance sheet management and capital efficiency remain key objectives of the management, However due to COVID-19, company suffered in Sales, collections and Inventory during the 4th Quarter.

Financial Metrics

Key Ratios	Q4 FY2019	Q3 FY2020	Q4 FY2020	12M FY2019	12M FY2020
EBITDA Margin (%)	7.7%	5.5%	7.8%	6.6%	6.6%
Net Profit Margin (%)	3.7%	0.4%	-1.6%	1.9%	0.4%
DSO (Days)	60.8	43.9	57.8	60.8	57.8
INVENTORY (Days)	62.4	54.6	61.3	62.4	61.3
ROCE (%)	7.1%	11.1%	10.0%	7.1%	10.0%

- Operational EBITDA margins improvement would have been visible, had it not been for the COVID-19 Impact.
- Reported margins are impacted due to loss of Sales of ~15 days in 4Q and also due to start-up costs of new initiatives in Room AC IDU
- Ramp up in the product and ODM business in future will drive the profitability and Return ratios further

BUSINESS BREAKUP

Segment	Q-1	Q-2	Q-3	Q-4	12M-2020
Plastic Moulding	75%	74%	63%	61%	68%
Electronics	5%	10%	7%	5%	7%
Mould Mnf.	1%	1%	2%	0%	1%
Product sale	19%	15%	28%	34%	24%
Total	100%	100%	100%	100%	100%

Newly commissioned AC IDU facility at Pune Plant was ramping up well before COVID-19 related shutdown hit us. We are optimistic on the IDU business in the coming years.

Washing machine business in the ODM model has done well in the last year and FY21 has started on optimistic note.

Major Highlights of FY2020

- PGEL's foray into Room AC IDU (Indoor Unit) has been a big milestone this year. Company successfully commissioned the new heat exchanger and assembly line setup for AC IDU business.
- ODM washing machine business has panned out well and company received very encouraging response to its semi-automatic platforms in last fiscal. This year company is investing in new fully automatic platform and hopes to become a sizeable player in this space in coming years.
- The Design shop and Tool room for making moulds was ramped up further during the year and is a unique capability of PG Electroplast, which places company at advantage to the competition.
- The unfortunate fire incident in 1H and lock out related closure of plants due to COVID-19 has impacted the sales and profitability during the year. However, management has taken several cost cutting initiatives to mitigate the impact of lock down in FY21.
- While exceptional Fire related costs post Insurance and forex fluctuation has impacted the profit before tax and while move to new taxation scheme under section 115BAA of IT Act, impacted the reported net profit due to reversal of DTAs in earlier regime.
- Overall FY20 was a satisfactory year despite all odds and company has done well in terms of scaling of operations and stabilising the new business initiatives.

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

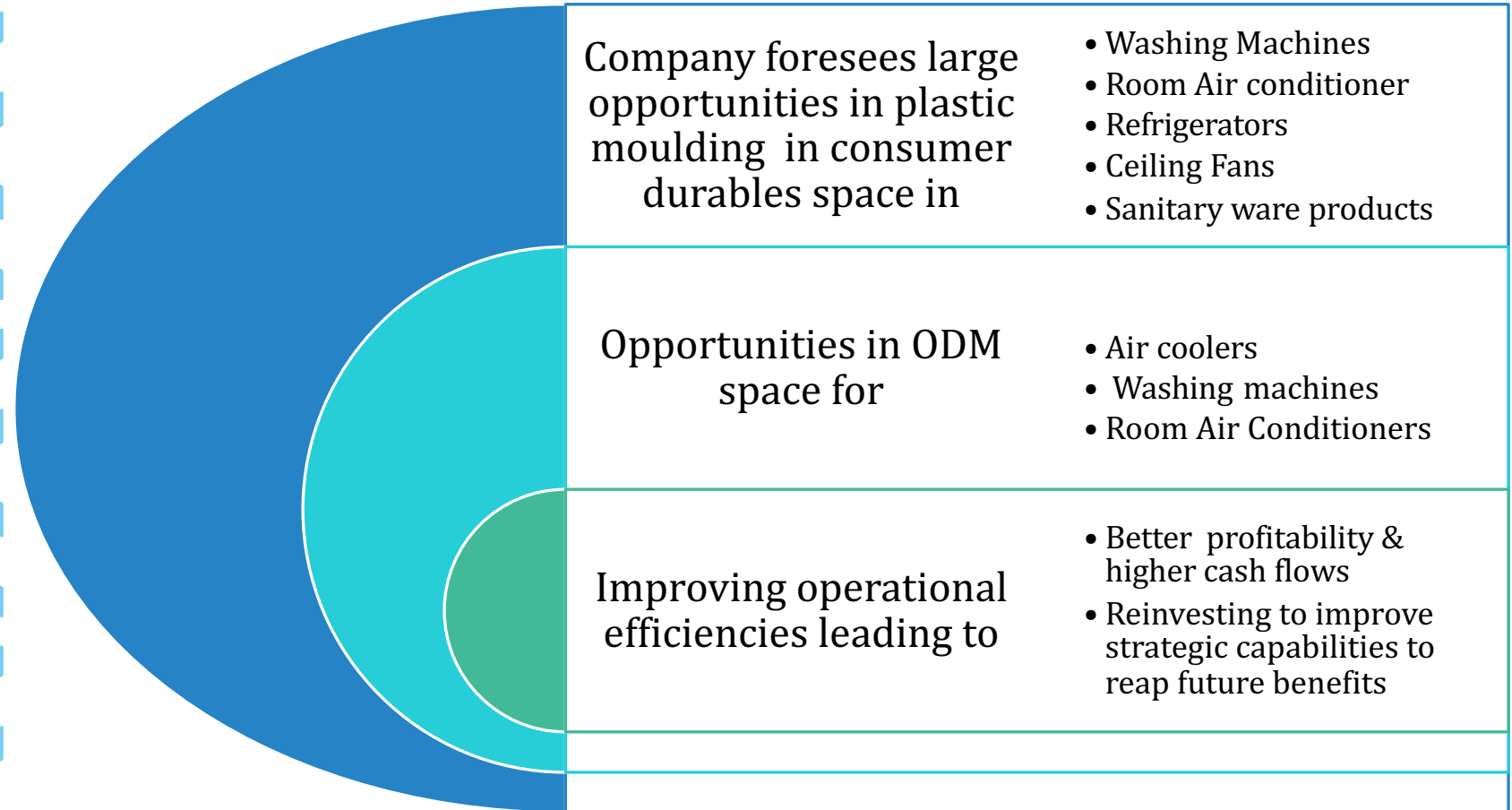
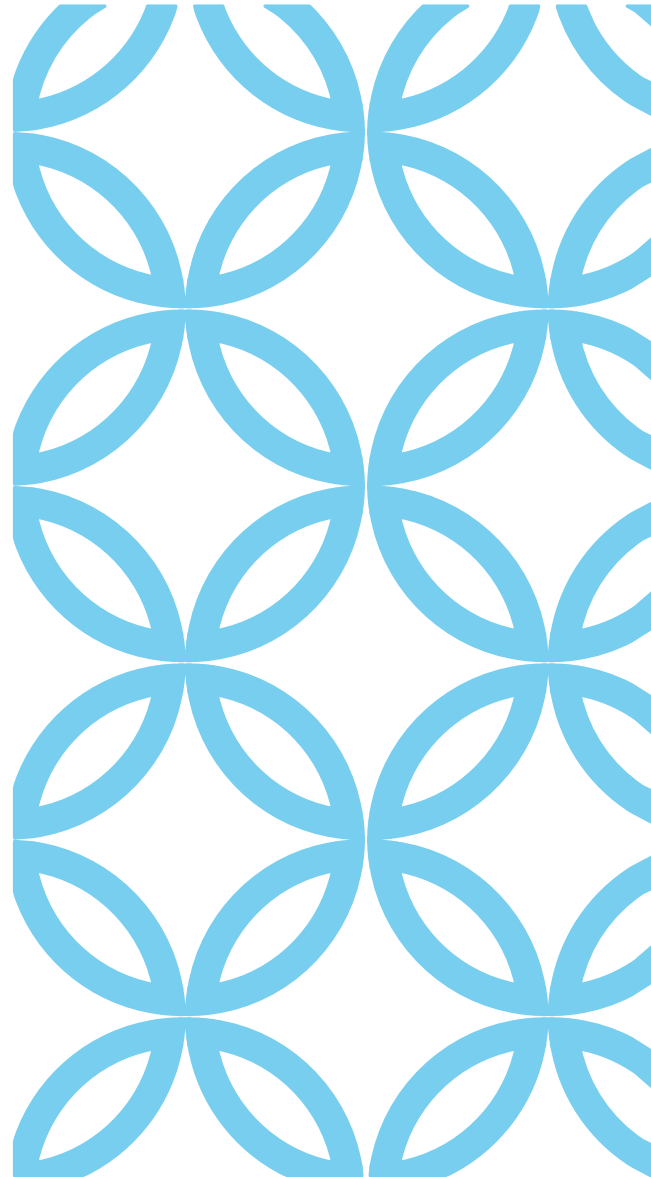
The Rapid rate of urbanization, growth of young population with rising income levels is leading to large emerging middle class in India. Implying huge potential demand for the consumer appliance and durable market in coming years.

Low penetration levels, falling prices of durables and electronics and changing 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.

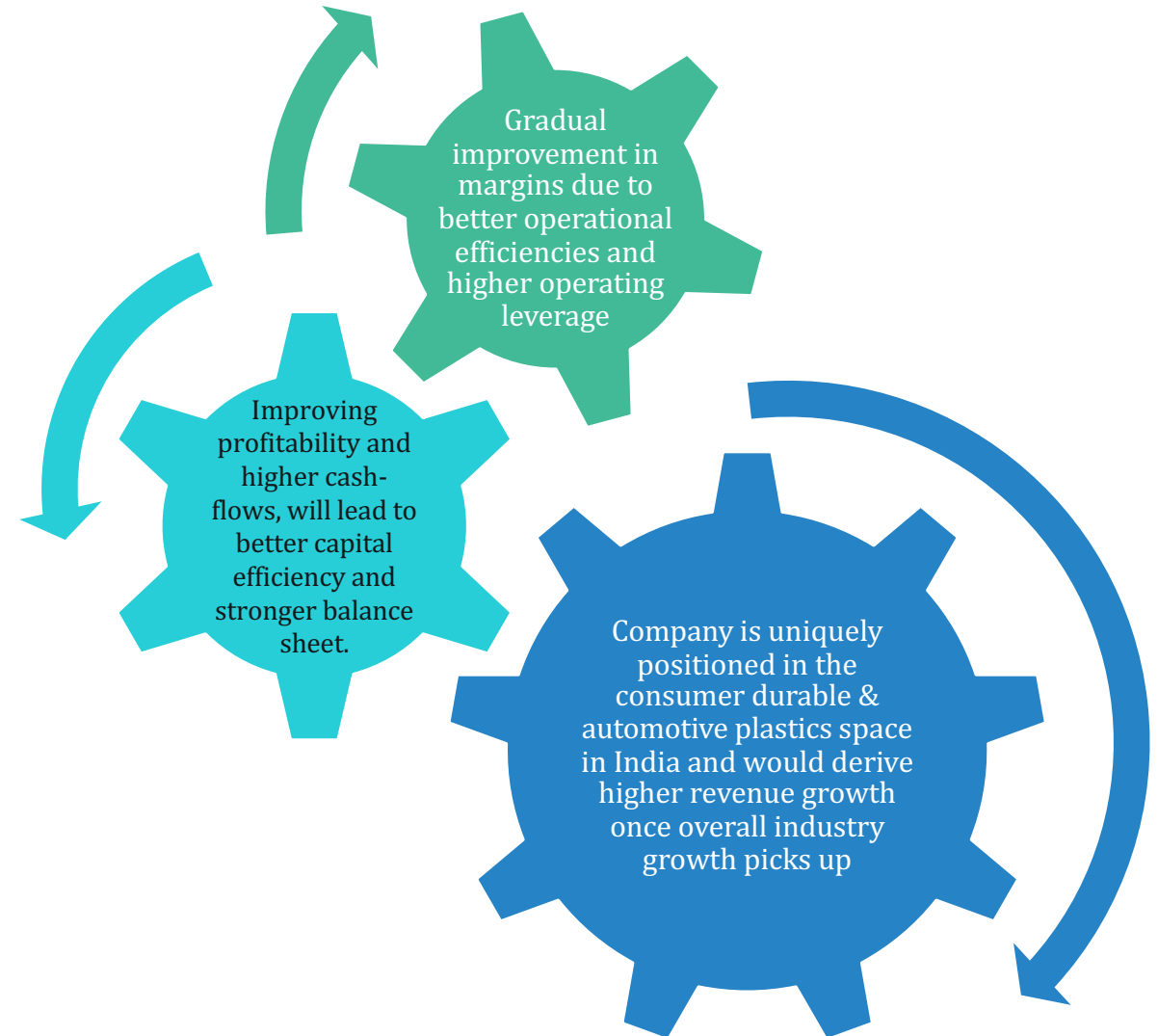
Further the Government's initiatives of promoting electronic manufacturing and treating the industry as one of the key pillars of the Digital India Program, opens new and exciting opportunities for the Industry

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



THANK YOU

For any queries, please contact:
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