



PG Technoplast

Company Overview

April 2024



Corporate Film

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



About PG Technoplast

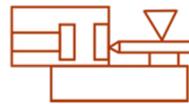


- **PG Technoplast Private Limited (PGTL)** is a member of the PG Group of companies, which **began its journey in 1977**. PG Technoplast, formally incorporated in 2020, aims to become a leading, diversified Indian **Electronic Manufacturing Services provider**.
- PGTL specializes in **Original Design Manufacturing (ODM)**, and **Original Equipment Manufacturing (OEM) One Stop Solutions** to the leading Indian and Global brands.
- PGTL has **3 manufacturing units**, with **Unit-1 in Greater Noida (UP)**, **Unit-2 in Ahmednagar (MH)**, and **Unit-3 in Bhiwadi (RJ)**.

Key Manufacturing Capabilities



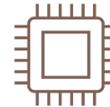
Product Assemblies



Plastic Moulding



Sheet Metal Components



PCB Assemblies



Specialized AC Components



PU & Powder Paintshops



Tool Manufacturing



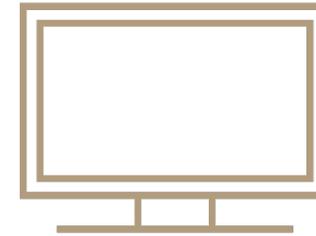
Industries Served



**Air
Conditioners**



**Washing
Machines**



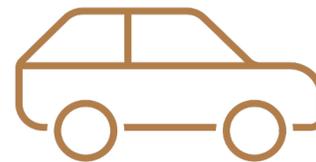
**LED
Televisions**



**Air
Coolers**



**Mobile
Components**



**Automotive
Components**

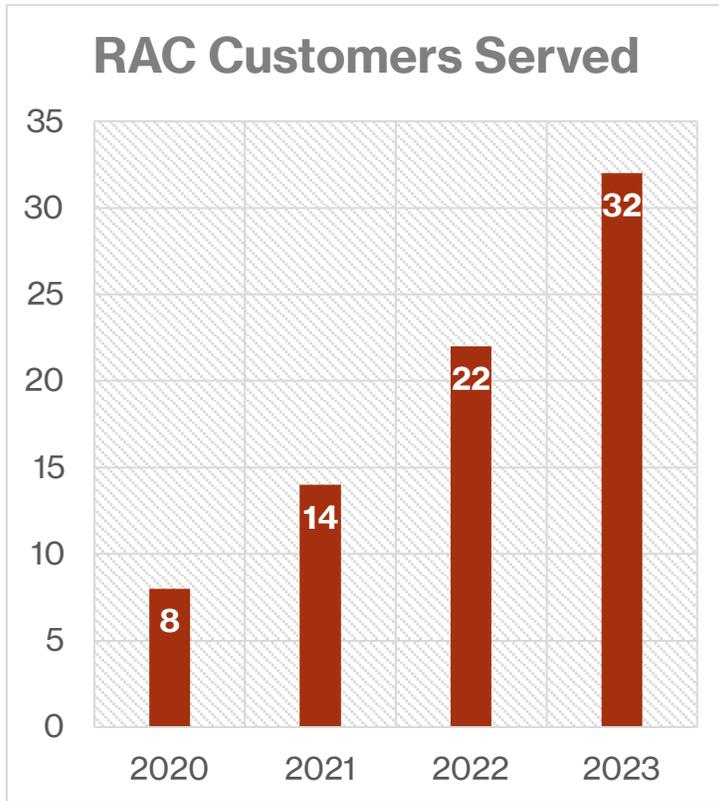


**Bathroom
Fittings**



**Consumer
Electronics**

Working with 30+ Brands for RAC CBUs and Components



100% RAC customers retention rate



3 Strategically Located Manufacturing Units

1
Units

Greater Noida, UP

Air Coolers, Plastic Moulding, Crossflow Fans

1
Unit

Bhiwadi, RJ

Air Conditioners, Sheet Metal, Powder Coating, Heat Exchangers, Copper Tubing

1
Units

Ahmednagar, MH

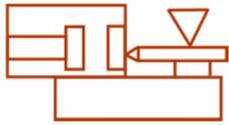
Air Conditioners, Plastic Moulding, Sheet Metal, Powder Coating, PCB Assemblies, CFF, Copper Tubing, PU Paintshop, Water Film Transfer



Key Manufacturing Capabilities



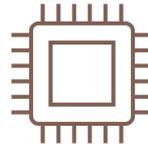
Finished Product Assemblies



Plastic Moulding



Sheet Metal Components



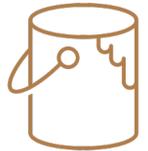
Printed Circuit Boards Assemblies



Specialized AC Components



Tool Manufacturing



PU and Powder Paintshops

Air Conditioners



Televisions



Washing Machines

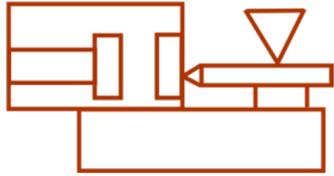


Air Coolers



Final Product Assemblies

PG 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 Moulding

PG has **over 350 moulding machines**, ranging from **90T to 2100T**, 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





Sheet Metal Press Stamping

PG has over 50 press stamping machines, ranging from 80T to 250T, in 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** Sheet Metal components and offers a number of **specialised post-stamping operations** to meet customer needs.



Stamping



Powder Coating



MIG Welding



Spot Welding



Projection Welding



Shearing

Plastic Components



Heat Exchangers



System Tubing



Powder Coating Plant
Sheet Metal Components



Specialized AC Components

PG has been manufacturing plastic moulded AC components **since 2003**. In 2018, in an effort to **improve value addition**, PG 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.



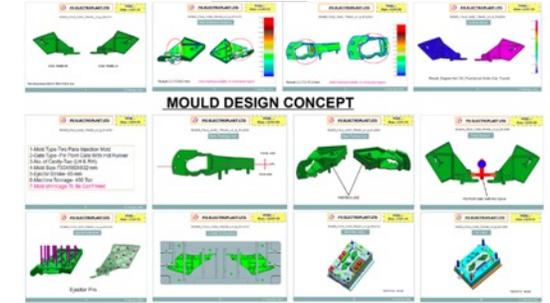
Tool Manufacturing

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

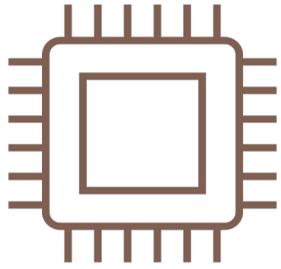


Surface Finishing



Quality Assurance





PCB Assemblies

PG 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



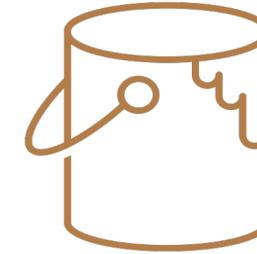
Pre-treatment Line



Gas Fired Baking Oven



Automated Solution



PU Paint Shop

PG 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.

Overhead Conveyors



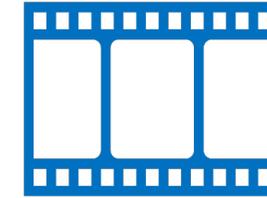
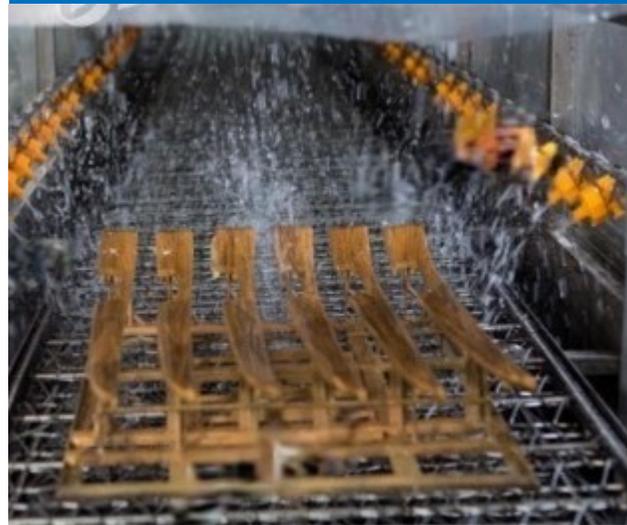
Pre-treatment Line



Gas Fired Baking Oven



Automated Solution



Water Film Transfer

PG has installed a state-of-the-art **water film transfer facility** in Ahmednagar, MH. The Shop is highly capable and can provide **decorative 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 water transfer from our customers in the **automotive, electrical and consumer durable industries**. An **advanced, automated facility**, it is equipped to handle all kinds of cubic painting needs.



Industry Overview

Manufacturing Advantage in India vs China

Challenges for China

- **Geopolitical issues**
 - Trade War, China+1, COVID supply chain issues, energy and debt crisis due to the Russia-Ukraine conflict
- **Rising manpower costs**
 - Aging population, inverted population pyramid
- **Domestic economy slowdown**
 - Financial system stressed, stronger USD while RMB declining
- **Mature domestic markets for most durables**
 - High penetration in both rural and urban areas

Measures being taken in India

- **Manufacturing a priority**
 - Make in India, Atmanirbhar Bharat, PLI, 15% income tax for new manufacturing entities
- **Imports being restricted**
 - Duty Structure Rationalized, Phased Manufacturing Plan, Licensing, Quality Control Orders, BIS certifications
- **Bureaucratic support**
 - Invest India, single window clearance, assistance with land allotment, state and central incentives
- **Labor policies moderated**
 - Easier to increase and decrease contractual manpower, apprenticeship programs-ITI, NAPS

Demand as a Growth Driver

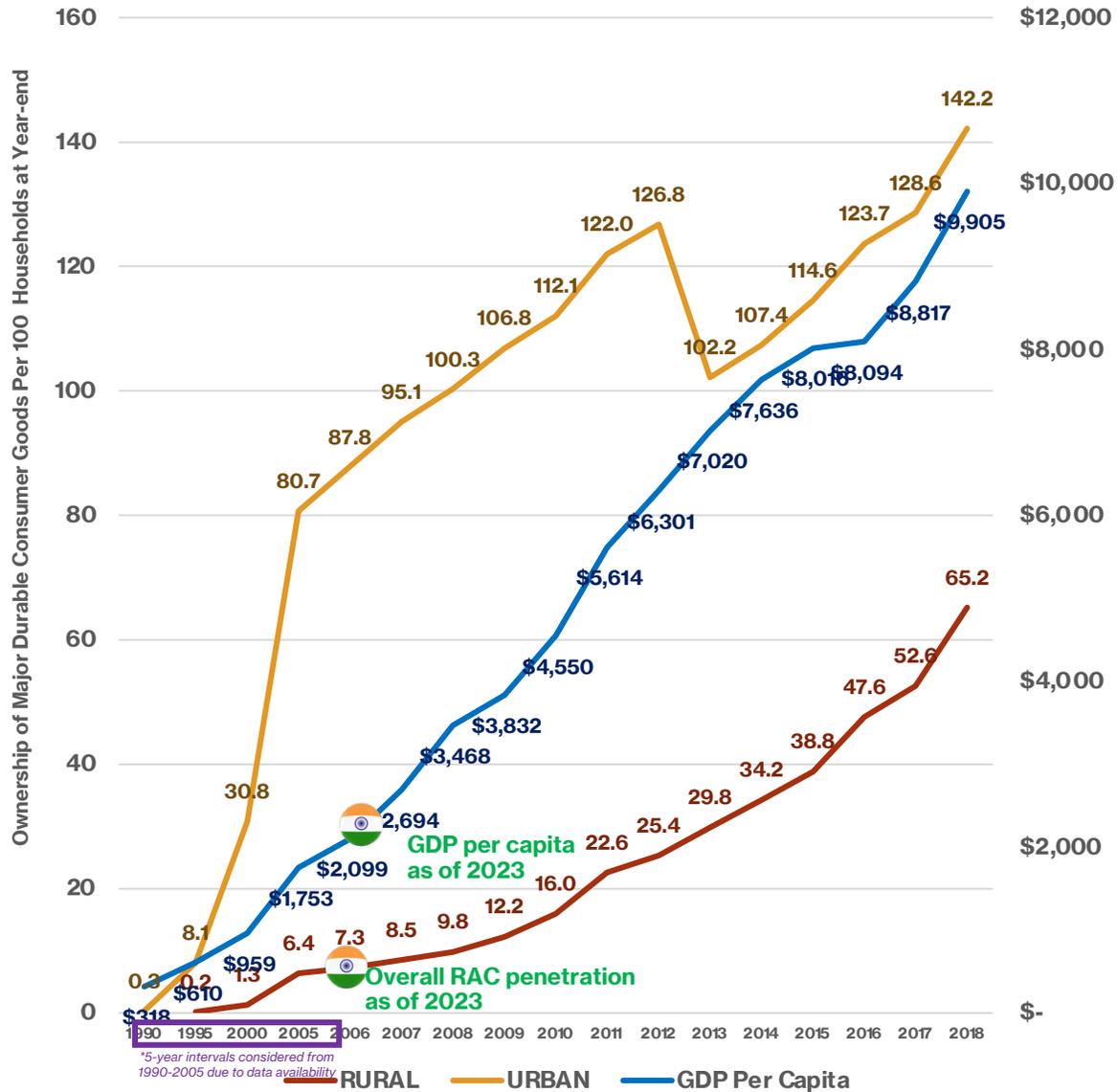
Indian Overall Market Growth

- **Low penetration levels** in India
- **Increase** in **middle-class demographic**, **disposable incomes** and rise in **consumer financing**
- Rise in **urbanization** and **nuclear families**
- Increasing **female participation in working population**
- **Improved access to tap water** and **electricity** in **rural areas** and **Tier-3 cities**
- **Climate change** leading to **rise in temperatures** & **shift in perception** of ACs from **luxury** to **utility products**

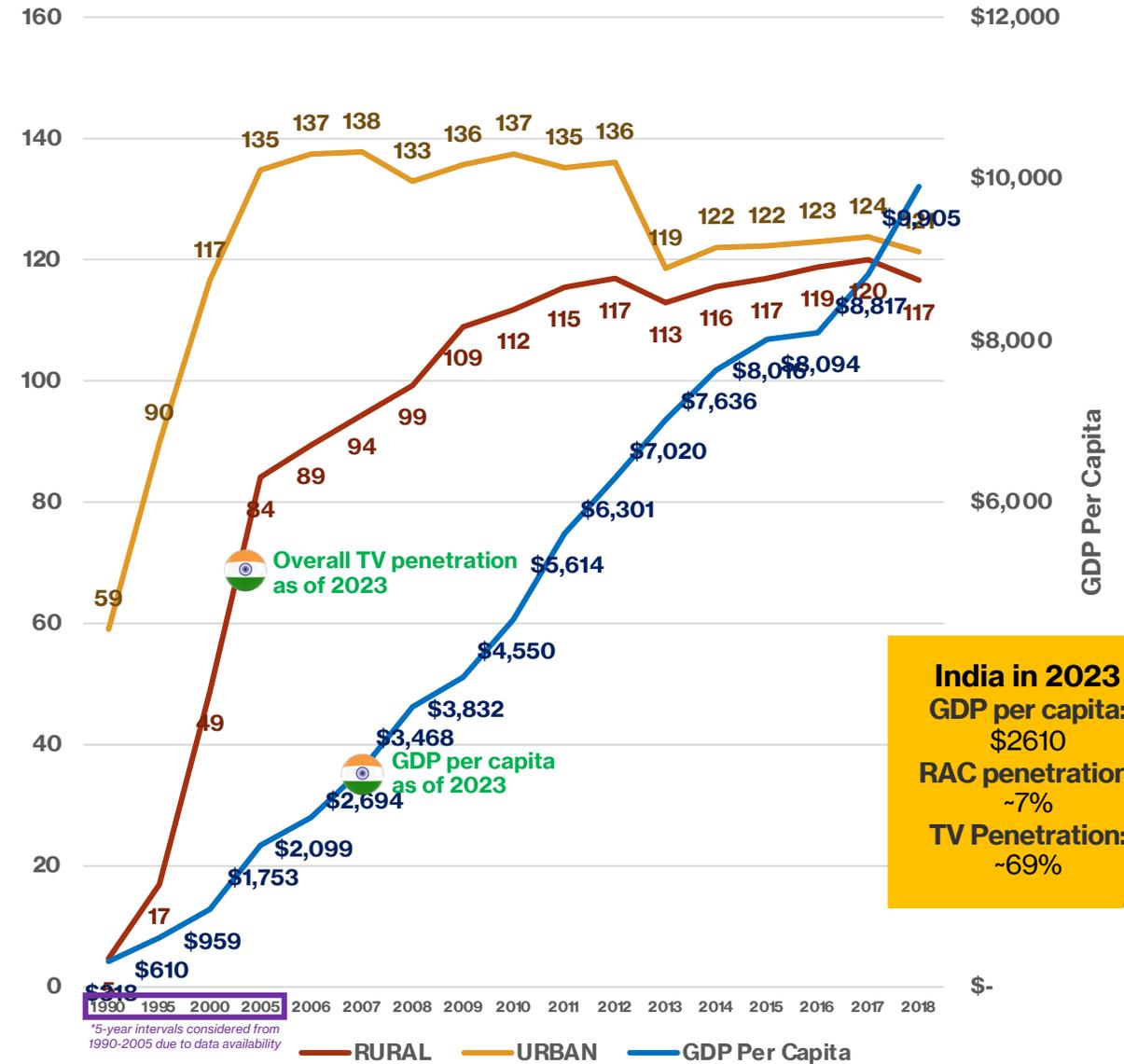
Outsourcing Market Growth

- **Intense competition in market** forcing brands to **focus on Marketing** while **outsourcing manufacturing**.
- **Seasonal nature of business**.
- Market share expansion of **E-Commerce and Modern Retail players**, who are **completely dependent on outsourcing**
- **Different Model Different Channel (DMDC)** sales strategy opening more doors for ODM players.

Room Air Conditioners



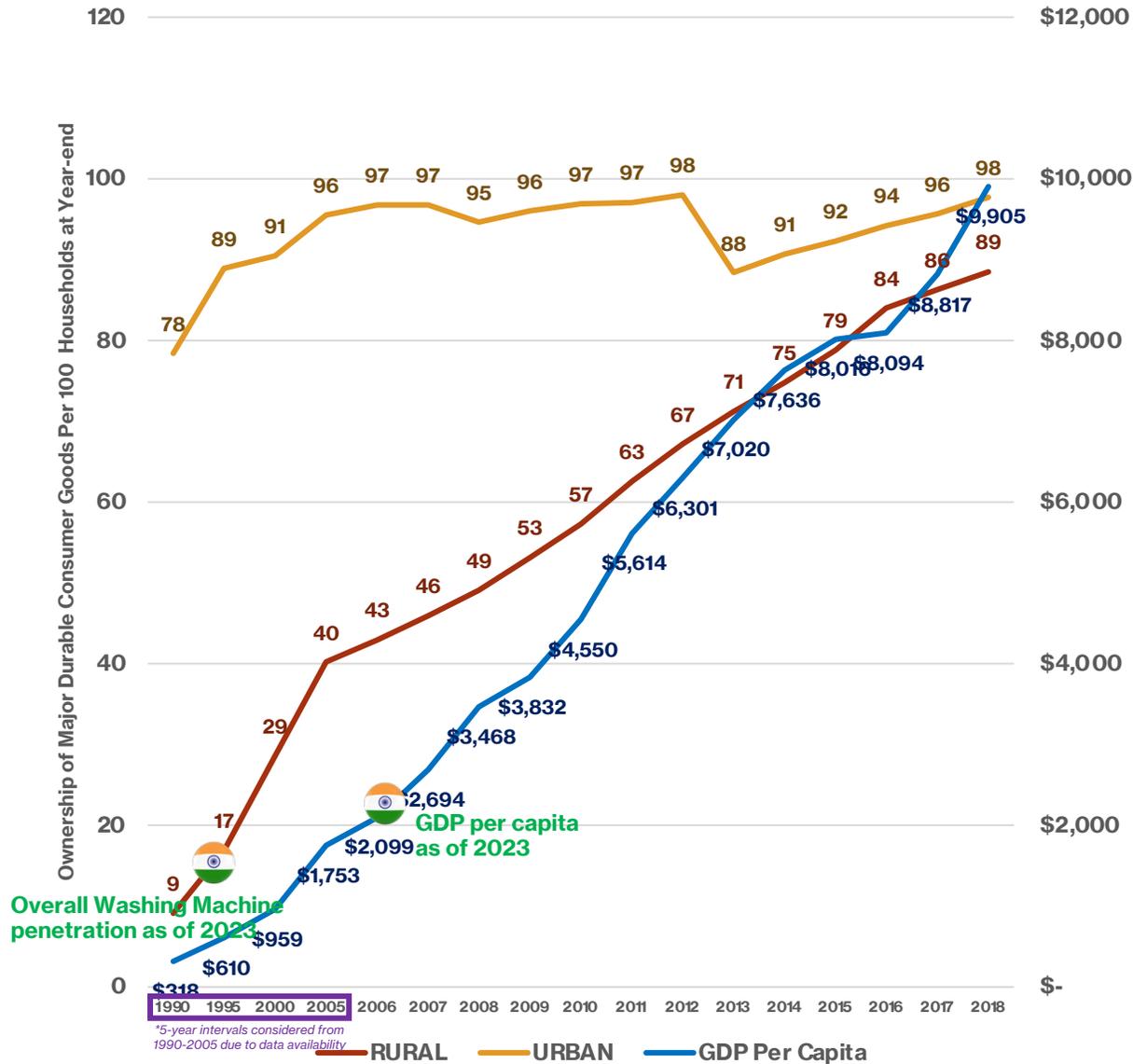
Color Televisions



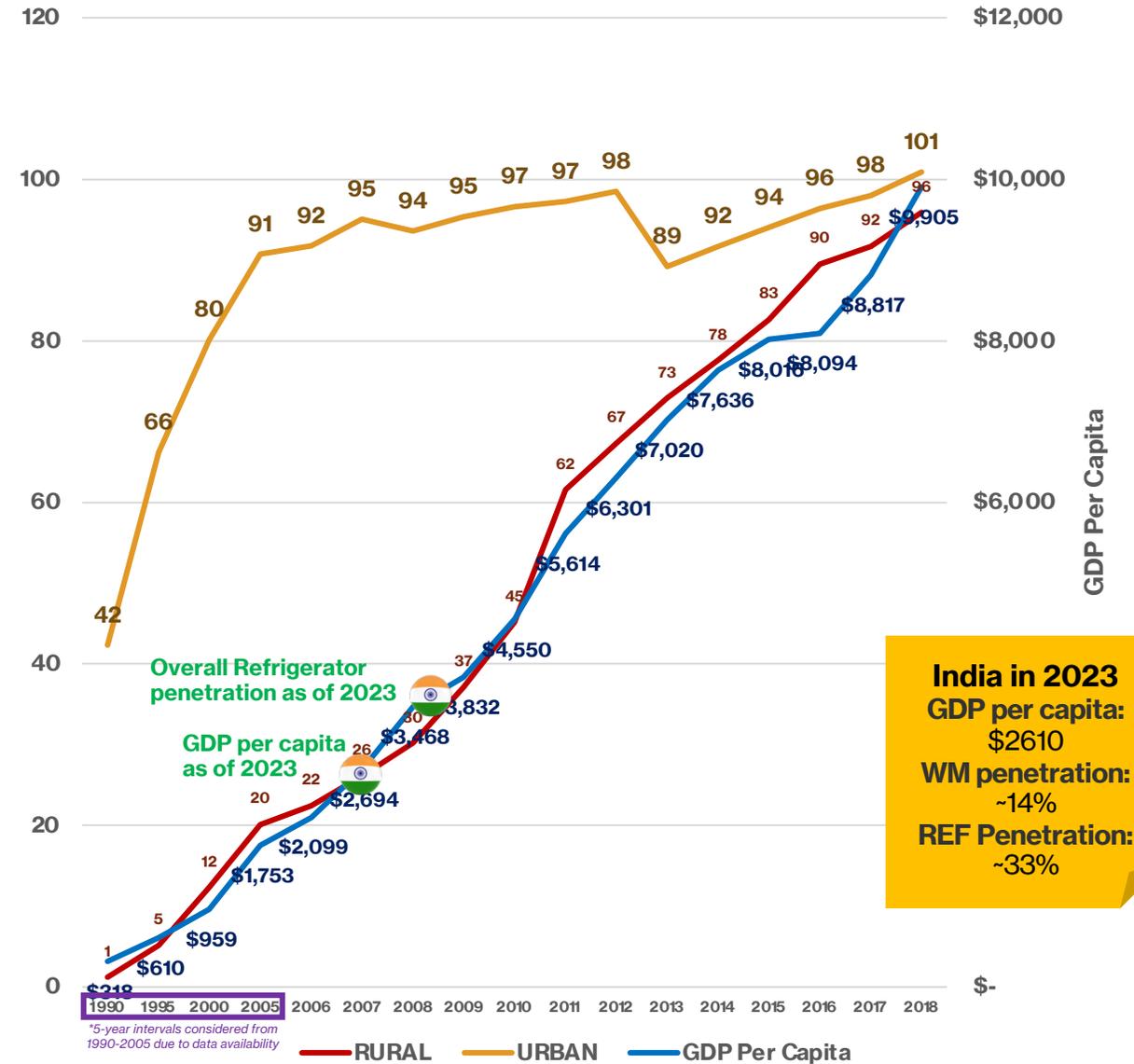
India in 2023
 GDP per capita: \$2610
 RAC penetration: ~7%
 TV Penetration: ~69%

Ownership of Major Durable Consumer Goods Per 100 Households In Urban and Rural China at Year-end versus GDP Per Capita vis-à-vis India in 2023

Washing Machines



Refrigerators

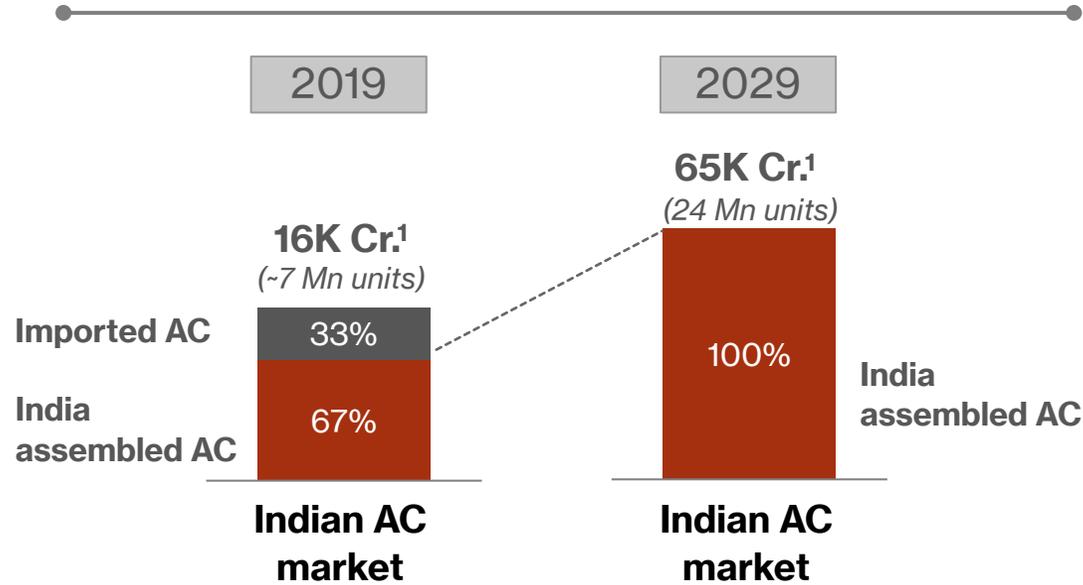


India in 2023
 GDP per capita:
 \$2610
 WM penetration:
 ~14%
 REF Penetration:
 ~33%

Ownership of Major Durable Consumer Goods Per 100 Households In Urban and Rural China at Year-end versus GDP Per Capita vis-à-vis India in 2023

INR 1L Cr revenue for domestic manufactured AC possible with focus on domestic & exports

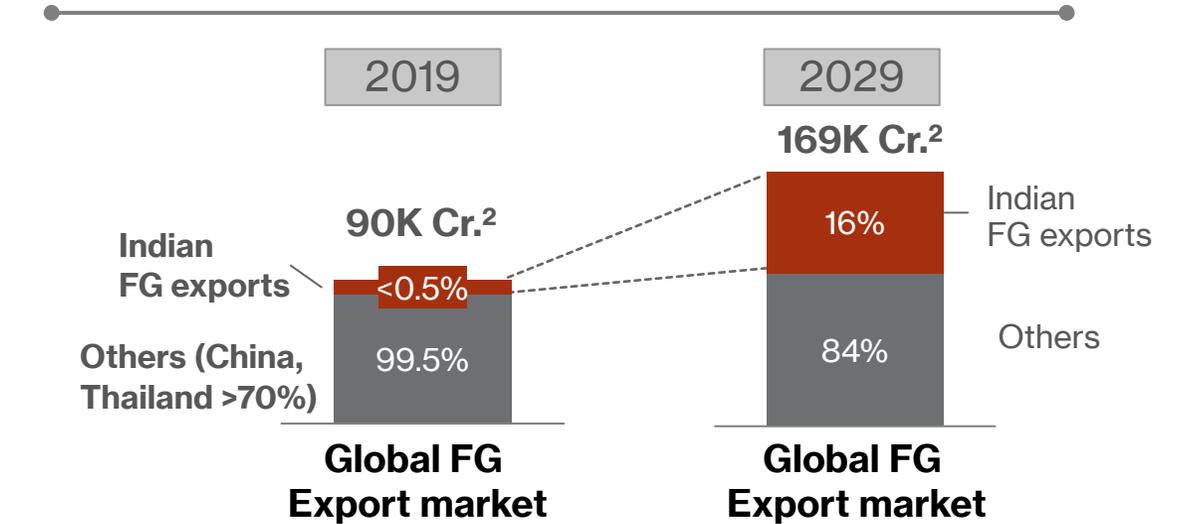
Domestic



✗ Domestic value add³ of >90%
(currently at 20-25%)

= Domestic market Revenue (2029) **60-65K Cr.**
(24 Mn units)

Exports



✗ Domestic value add of >90%
(currently at ~0%)

+ Component exports
(same as Thailand today)

= Exports market revenue⁵ (2029) **35-40K Cr.**
(16 Mn units)

Sources: BCG Report 2020, Euromonitor, Frost & Sullivan reports, UN Comtrade data

1. Size at MOP - Indian market expected to grow at 15% CAGR due to rising household incomes, increase in nuclear families and rising levels of urbanization; 2. At import prices; Base year 2018 – 2019 values extrapolated at 6.4% CAGR; 3. Value add basis BOM cost incurred locally; 4. Employment numbers for manufacturing (FG assembly + components), service sector and sales & marketing 5. Exports revenue = 27-32 KCr. (FG) + 7-8K Cr. (components exports: PCB, compressor, Cu tubes);



Air Conditioners