



**OK PLAY INDIA LTD**

**EARNINGS  
PRESENTATION**

**Q1-FY25**

## Diversified Plastics Business





AIR FILTRATION

AUTOMOTIVE COMPONENTS

ELECTRIC VEHICLES

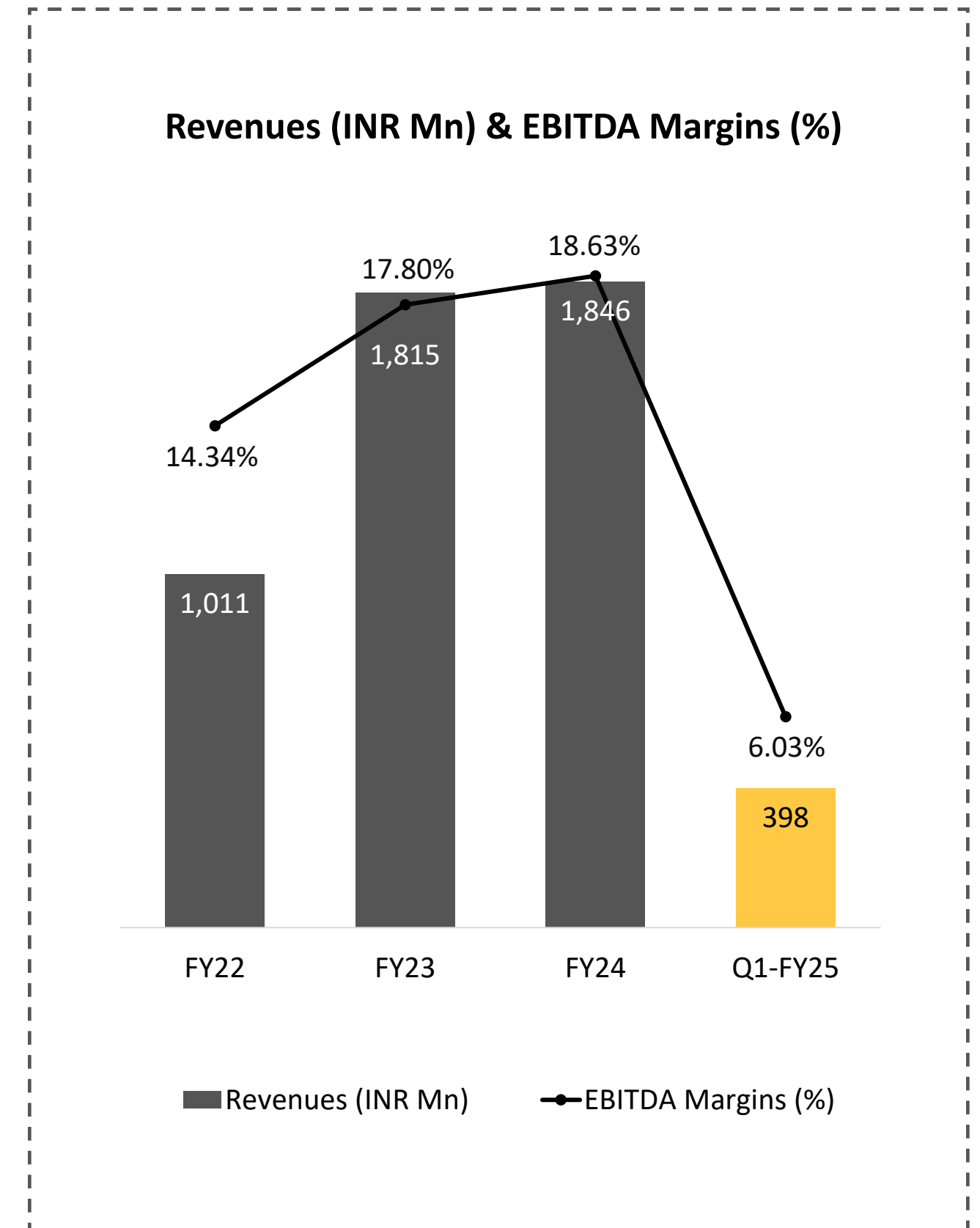
TOYS

# COMPANY OVERVIEW

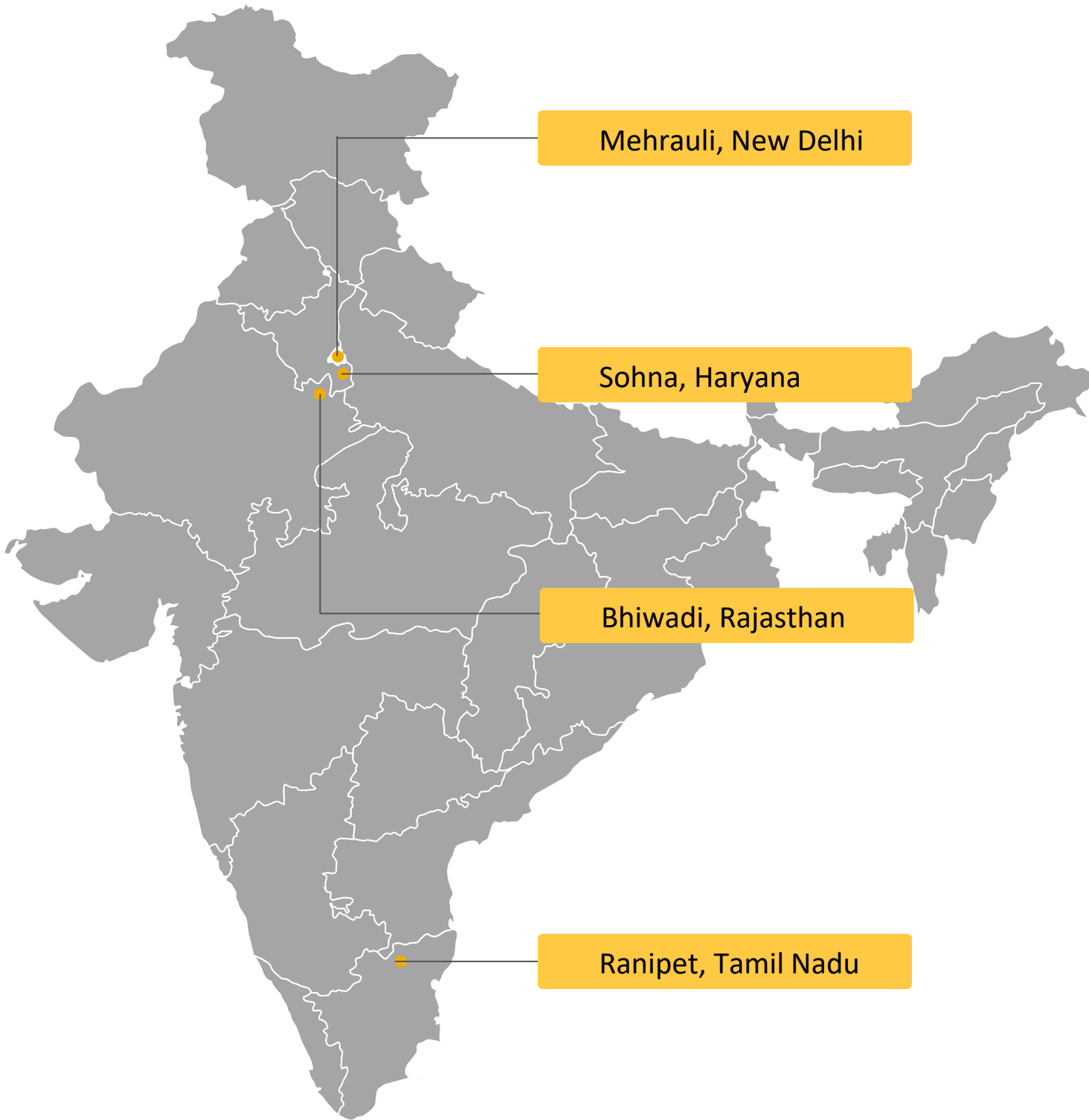


# COMPANY OVERVIEW

- Incorporated in 1988, OK Play India Limited is engaged in the manufacturing of plastic moulded products, having three primary business segments of Toys, Automotive components, and E-vehicles.
- The company has over three decades of experience in plastic products manufacturing.
- Its manufacturing plants are located in Haryana, Tamil Nadu and Rajasthan where advanced technologies such as Roto, Blow, and Injection moulding are used for production.
- The company has a wide range of 75+ SKUs under its Toys segment, where it caters to both retail and institutional clients.
- OK Play is a preferred supplier to top automotive manufacturers such as Ashok Leyland, Volvo Eicher and Caterpillar.
- Committed to innovation and growth, OK Play ventured into the electric vehicle market in 2015 and has 12 variants of L3 Electric 3-wheelers.
- The engineering and design department are renowned for high proficiency, with a focus on innovation, quality, and sustainability.



# MANUFACTURING FACILITIES



**Years of operation** : 36 Years



**Headquarters location:** 124, New Manglapuri, Sultanpur, Delhi-110030



**Country of Origin** : India



**No Of Employees** : 500+



**Manufacturing Location Count:** 03

## MEHRAULI, NEW DELHI

- 124, New Manglapuri, Manglapuri Village, Mehrauli, New Delhi, Delhi- 110030



## SOHNA, HARYANA

- Spread across 4 acres
- Built up area – 1,20,000 sq. ft.
- Utilization – ~60%
- Workforce – 200 per shift
- Ownership – Freehold



## RANIPET, TAMIL NADU (AUTO & TOYS)

- Spread across 11 acres
- Built up area – 40,000 sq. ft.
- Utilization – ~40%
- Workforce – 75 per shift
- Ownership – Freehold
- Surplus -- ~10.08 acres



## BHIWADI, RAJASTHAN (TOYS & AUTO)

- Spread across 1.5 acres
- Built up area – 45,000 sq. ft.
- Utilization – ~60%
- Workforce – 75 per shift
- Ownership – Leasehold



# KEY DIFFERENTIATORS



## Exceptional Capabilities



- Expertise across the value chain right from conceptualizing to product assembly
- In-house commercial tool room with competency to produce very large plastic components

## Global Partnerships



- International tie ups with global majors for innovative products, patented technology
- Competitive edge and ability to provide better solutions to customers

## Bottomline Focused Approach



- Focusing towards high margin orders vis-à-vis high volume business
- Working with clients/orders which ensure certain minimum profitability

## Illustrious Clientele



- Fortune 500 companies and global brands are the clients for years
- This is a testimony to the company's product quality, delivery, stringent manufacturing process, audit etc.

## Experienced & Empowered Team



- Professionally led by a dynamic & independent management team with reporting to the BOARD
- Highly skilled and experienced workforce of ~500 including design engineers to machine operators

# FUTURE GROWTH STRATEGY



## TOYS

- Existing Partnerships with Hamleys, MGAE, Amazon, etc. offering INR 3,000 mn opportunity in next 2-3 years.
- Increase exports due to China+1 strategy deployed by various countries.
- Expand capacities to meet demand from organic growth, envisaged capex INR 1,000 mn.



## AUTOMOTIVE COMPONENTS

- OK Play Auto in collaboration with Floteks, Turkey has successfully developed and commercialized the production of “COMPTANK”.
- Adopted multi pronged strategy – augment product offering, onboard new CV clients, expand non auto segment and increase share of exports.
- OK Play Auto in association with M/s Kohler of the US has developed a revolutionary product – waterless portable toilets – for use in countries like Africa, etc.
- Diversify into blow molded fuel tank for passenger vehicles.
- Diversify Industry segments to non-automotive plastic components like industrials.



## E-VEHICLES

- Expanding dealer network presence in North India (Punjab, Uttar Pradesh, Haryana, Delhi & Jammu & Kashmir).
- Tapping Pan India market instead of regional market presence and upgrading technology in the panel and Battery segment.
- Expanding R&D division - specializing in vehicle controllers & motors, speedometers & BMS.
- HMC E - Valley a Hero motors group company added as contract manufacturer in early 2024.

# FINANCIAL HIGHLIGHTS Q1-FY25

PURE AIR FILTRATION

AUTOMOTIVE  
COMPONENTS

ELECTRIC VEHICLES

TOYS







# Q1-FY25 FINANCIAL & OPERATIONAL HIGHLIGHTS

## Q1-FY25 Financial Highlights

<b>INR 398 Mn</b> Income from Operations	<b>INR 24 Mn</b> EBITDA	<b>6.03%</b> EBIDTA Margins
<b>INR 9 Mn</b> Net Profit	<b>2.26%</b> PAT Margins	<b>INR 0.02/Share</b> Diluted EPS

## Q1-FY25 Operational Highlights

- Significant investments have been made to expand production capacities for the toys business, with new facilities and equipment expected to be fully operational by October 2024.
- Significant business growth is expected from Q3-FY25, with increased production and sales driven by expanded capacities.
- Secured contracts with major retailers including Amazon, FirstCry, and Hamleys. These partnerships are poised to enhance market presence and sales volume.
- Leveraging partnerships to enhance brand visibility and credibility, we are positioned to capture a larger share of the expanding toy market.
- Comprehensive plans are in place to ensure smooth installation and integration of new capacities, with a focus on maintaining high-quality standards and efficient supply chain management.
- The projected positive impact on revenue and profitability from Q3-FY25 is expected to be driven by strategic investments and partnerships, which will support long-term growth and enhance shareholder value.

# QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE



PARTICULARS (INR MN)	Q1-FY25	Q1-FY24	Y-o-Y	Q4-FY24	Q-o-Q
<b>Revenue from Operations</b>	<b>398</b>	<b>432</b>	<b>(7.9)%</b>	<b>601</b>	<b>(33.8)%</b>
Total Expenses	374	364	2.7%	489	(23.5)%
<b>EBITDA</b>	<b>24</b>	<b>68</b>	<b>(64.7)%</b>	<b>112</b>	<b>(78.6)%</b>
<b>EBITDA Margins (%)</b>	<b>6.03%</b>	<b>15.74%</b>	<b>(971) Bps</b>	<b>18.63%</b>	<b>NA</b>
Depreciation and amortization expenses	37	30	23.3%	41	(9.8)%
Finance costs	33	33	NA	37	(10.8)%
Other Income	56	-	NA	3	NA
<b>Profit before exceptional item</b>	<b>10</b>	<b>5</b>	<b>NA</b>	<b>37</b>	<b>(73.0)%</b>
Exceptional item	-	-	NA	(18)	NA
<b>PBT</b>	<b>10</b>	<b>5</b>	<b>NA</b>	<b>19</b>	<b>(47.4)%</b>
Deferred Tax*	-	-	NA	33	NA
Other Tax	1	1	NA	(7)	NA
<b>Total Tax Expenses</b>	<b>1</b>	<b>1</b>	<b>NA</b>	<b>26</b>	<b>(96.2)%</b>
<b>PAT</b>	<b>9</b>	<b>4</b>	<b>NA</b>	<b>(7)</b>	<b>NA</b>
<b>PAT Margins (%)</b>	<b>2.26%</b>	<b>0.93%</b>	<b>133 Bps</b>	<b>(1.16)%</b>	<b>342 Bps</b>
Other Comprehensive Income	-	-	NA	4	NA
<b>Total Comprehensive Income</b>	<b>9</b>	<b>4</b>	<b>NA</b>	<b>(3)</b>	<b>NA</b>
Diluted EPS (INR)	0.02	0.11	(81.8)%	(0.01)	NA

# HISTORICAL CONSOLIDATED INCOME STATEMENT



PARTICULARS (INR MN)	FY22	FY23	FY24	Q1-FY25
<b>Revenue from Operations</b>	<b>1,011</b>	<b>1,815</b>	<b>1,846</b>	<b>398</b>
Total Expenses	866	1,492	1,502	374
<b>EBITDA</b>	<b>145</b>	<b>323</b>	<b>344</b>	<b>24</b>
<b>EBITDA Margins (%)</b>	<b>14.34%</b>	<b>17.80%</b>	<b>18.63%</b>	<b>6.03%</b>
Depreciation and amortization expenses	130	122	133	37
Finance costs	132	172	149	33
Other Income	12	2	4	56
<b>Profit before exceptional item</b>	<b>(105)</b>	<b>31</b>	<b>66</b>	<b>10</b>
Exceptional item	(1)	(2)	(18)	-
<b>PBT</b>	<b>(106)</b>	<b>29</b>	<b>48</b>	<b>10</b>
Deferred Tax*	(29)	48	32	-
Other Tax	-	1	5	1
<b>Total Tax Expenses</b>	<b>(29)</b>	<b>49</b>	<b>37</b>	<b>1</b>
<b>PAT</b>	<b>(77)</b>	<b>(20)</b>	<b>11</b>	<b>9</b>
<b>PAT Margins (%)</b>	<b>(7.62%)</b>	<b>(1.10)%</b>	<b>0.60%</b>	<b>2.26%</b>
Other Comprehensive Income	-	(5)	4	-
<b>Total Comprehensive Income</b>	<b>(77)</b>	<b>(25)</b>	<b>15</b>	<b>9</b>
Diluted EPS (INR)	(4.00)	(1.31)	0.04	0.02

\* Due to high deferred tax in FY23 and FY24, Net profits were substantially impacted in these respective years

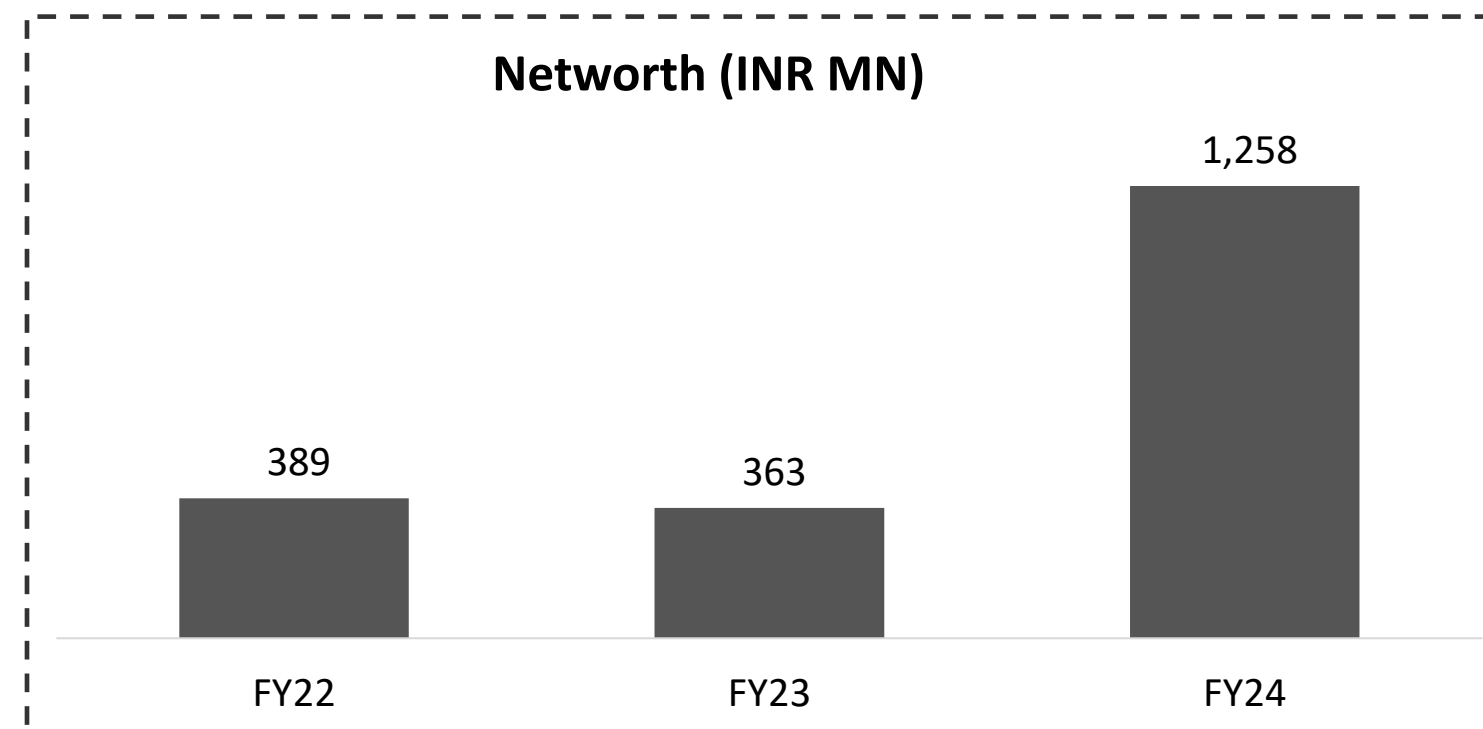
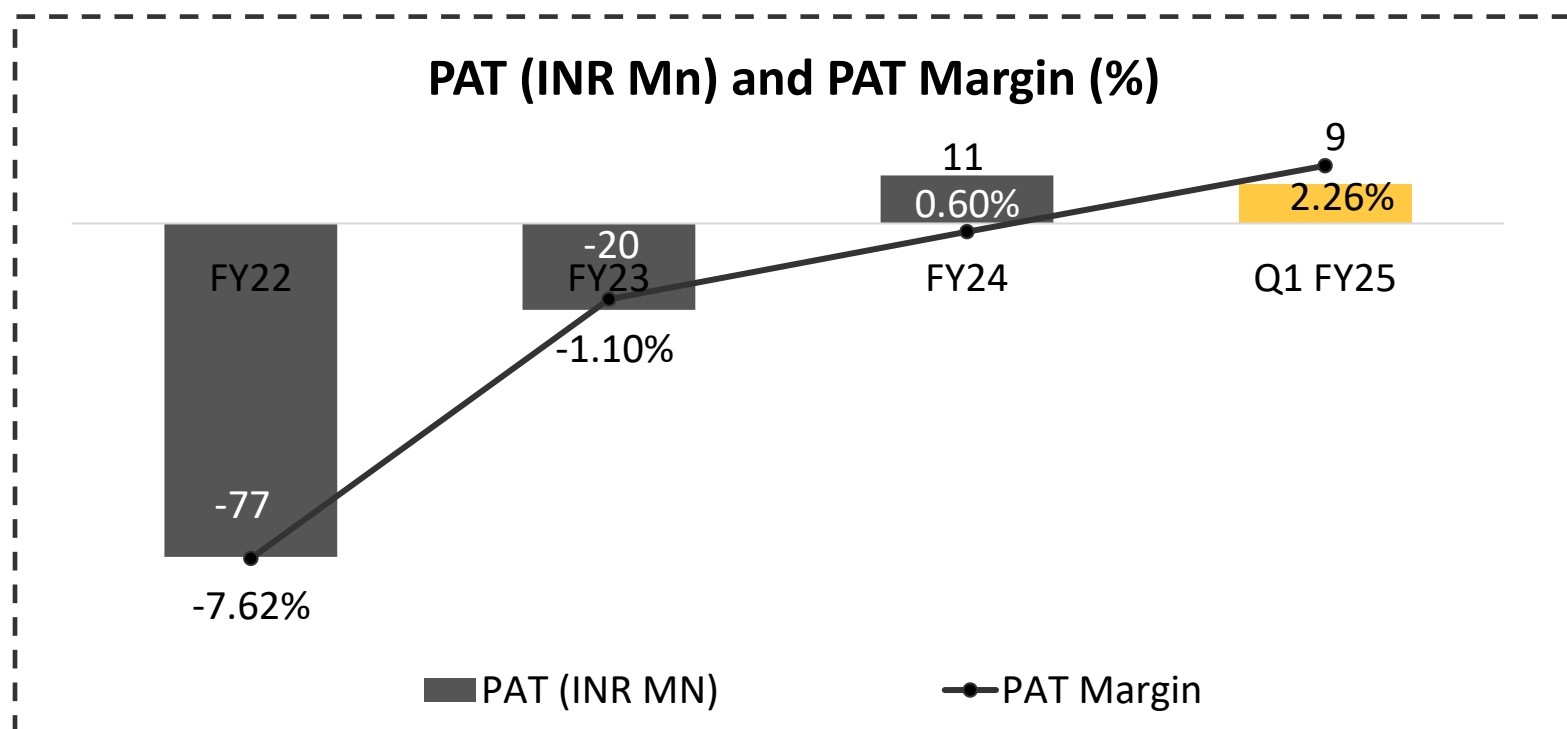
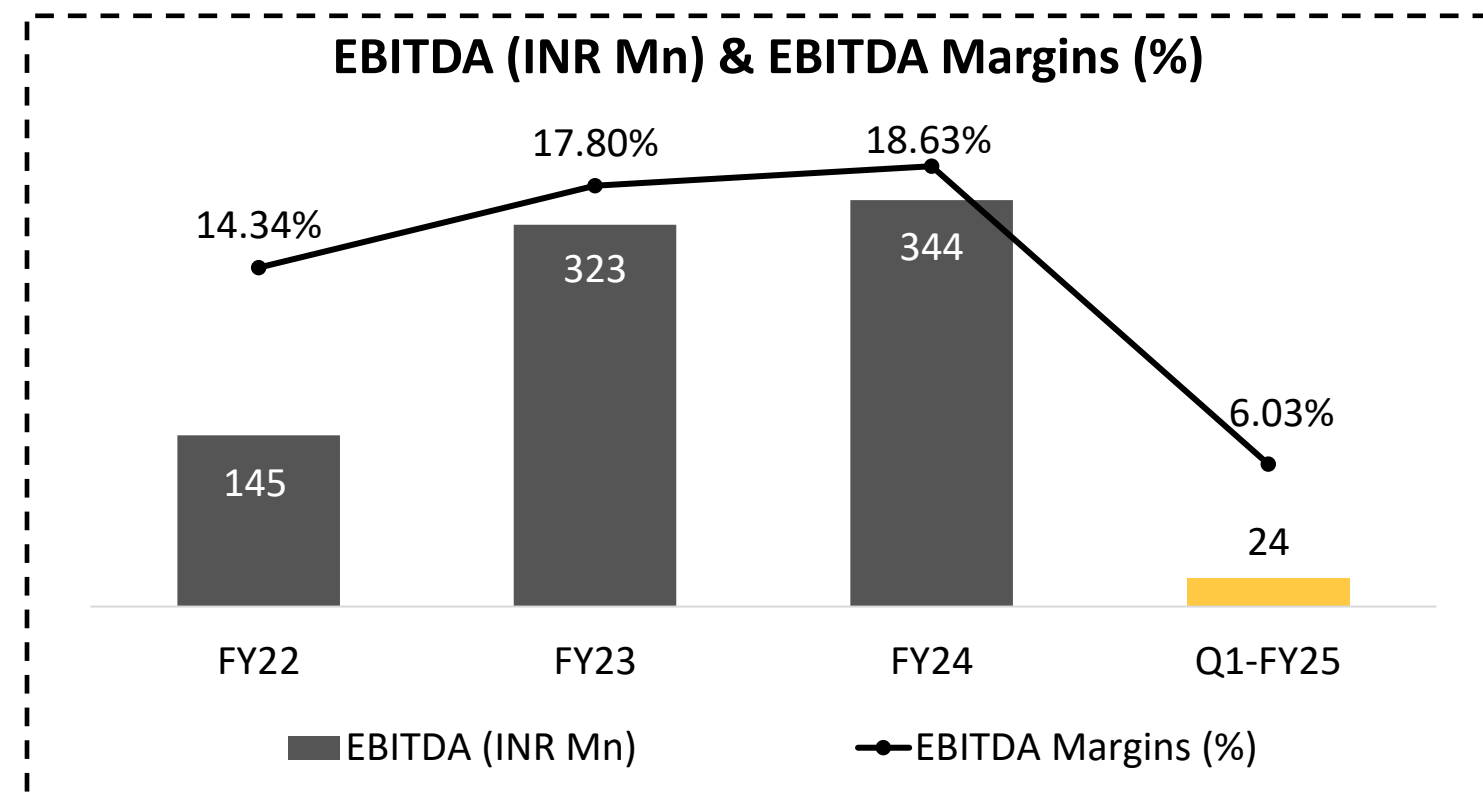
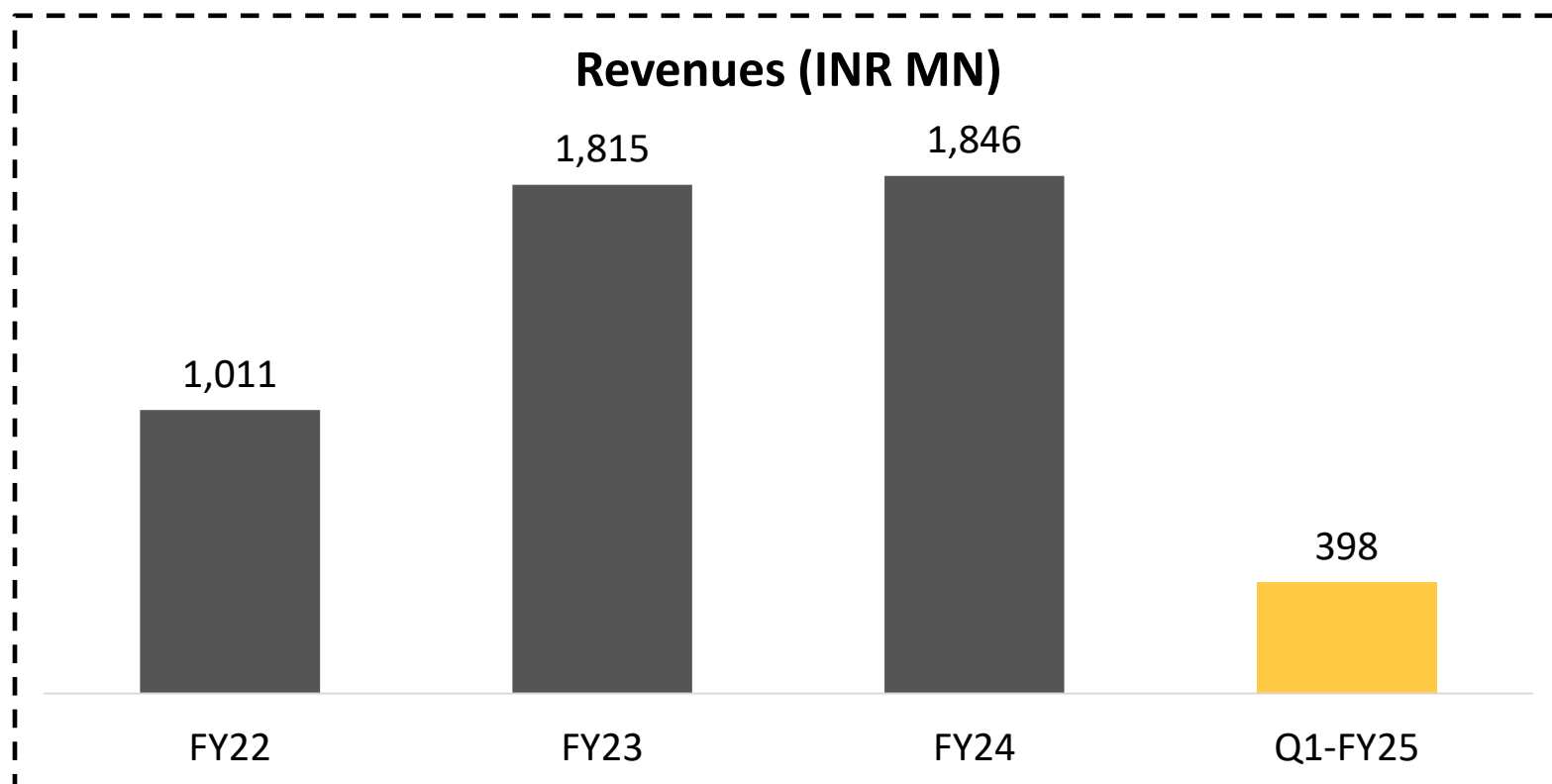
# HISTORICAL CONSOLIDATED BALANCE SHEET



PARTICULARS (INR MN)	FY22	FY23	FY24
<b>TOTAL EQUITY</b>	<b>389</b>	<b>363</b>	<b>1,258</b>
a) Equity Share Capital	192	192	290
b) Other Equity	197	171	840
c) Money received against share warrants	-	-	128
<b>Total Non Current liabilities</b>	<b>583</b>	<b>741</b>	<b>502</b>
Financial Liabilities			
a) Long Term Borrowings	571	720	452
b) Provisions	12	21	19
c) Lease Liability	-	-	31
<b>Total Current liabilities</b>	<b>1,399</b>	<b>1,287</b>	<b>1,120</b>
a) Financial Liabilities			
(i) Short Term Borrowings	409	344	323
(ii) Trade payables	213	250	192
(iii) Other Lease Liabilities	-	-	10
(b) Other current liabilities	770	689	586
(c) Provisions	7	4	8
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>2,371</b>	<b>2,391</b>	<b>2,880</b>

PARTICULARS (INR MN)	FY22	FY23	FY24
<b>Total Non - Current Assets :</b>	<b>1,330</b>	<b>1,241</b>	<b>1,390</b>
a) Property, Plant and Equipment	764	774	943
b) Capital Work - in - Progress	5	5	5
c) Other Intangible Assets	466	413	384
d) Right of Use Assets	-	-	37
e) Financial Assets			
(i) Loans	11	12	16
(ii) Other Financial Assets	2	3	3
f) Deferred Tax Assets (net)	82	34	2
<b>Total Current Assets</b>	<b>1,041</b>	<b>1,150</b>	<b>1,490</b>
a) Inventories	670	756	798
b) Financial assets			
(i) Trade receivables	127	161	256
(ii) Cash and cash equivalents	17	12	22
(iii) Other Financial Assets	1	4	6
c) Other Current Assets	226	217	408
<b>GRAND TOTAL – ASSETS</b>	<b>2,371</b>	<b>2,391</b>	<b>2,880</b>

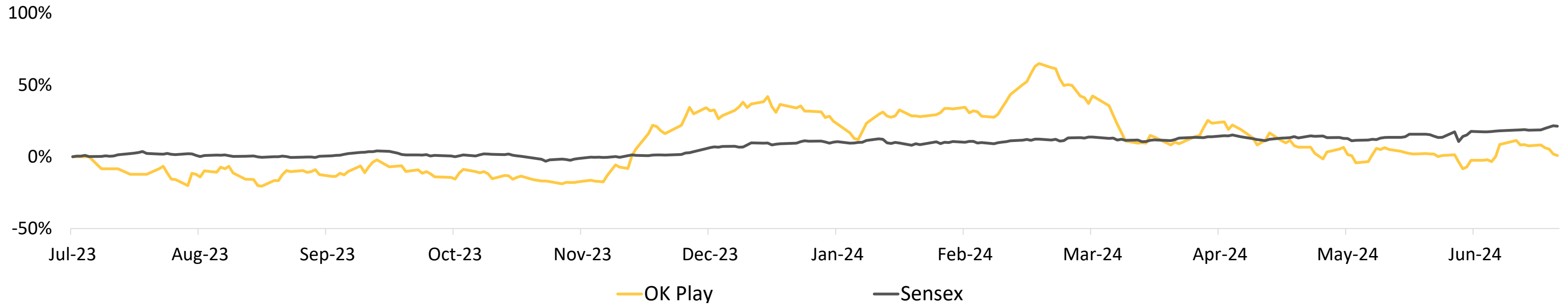
# FINANCIAL GRAPHS



# CAPITAL MARKET DATA

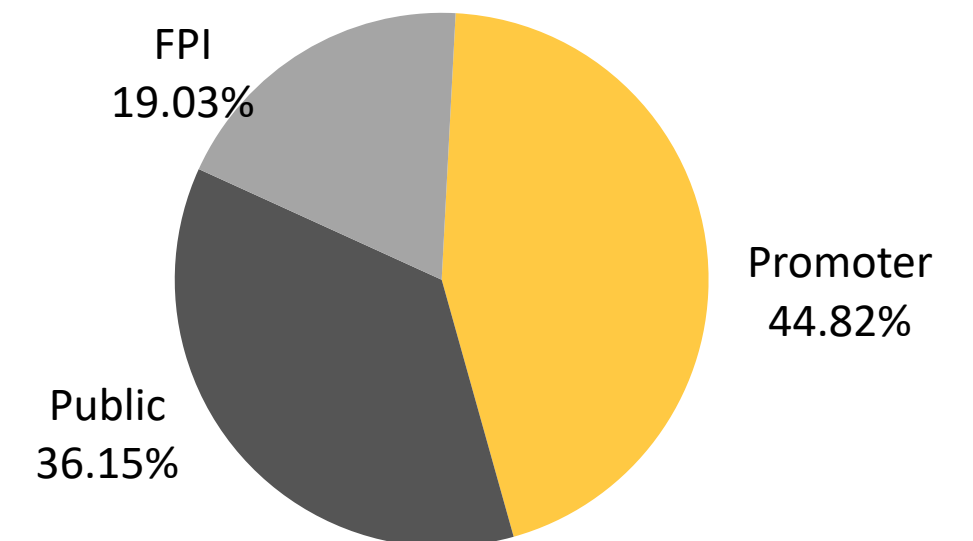


Stock Performance (Up To 30<sup>th</sup> June, 2024)



Market Data (as on 30 <sup>th</sup> June, 2024)	
Face Value	1.0
CMP	13.0
52 Week H/L	21.5 / 9.7
Market Capitalization (Mn)	3,759.1
Shares O/S (Mn)	290.3
Average Trading Volume	160.0

Shareholding Pattern (As On 30<sup>th</sup> June, 2024)



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