



OK PLAY INDIA LTD

# EARNINGS PRESENTATION

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Q4-FY25/FY25



Diversified Plastics Business





TOYS



AIR FILTRATION



AUTOMOTIVE  
COMPONENTS



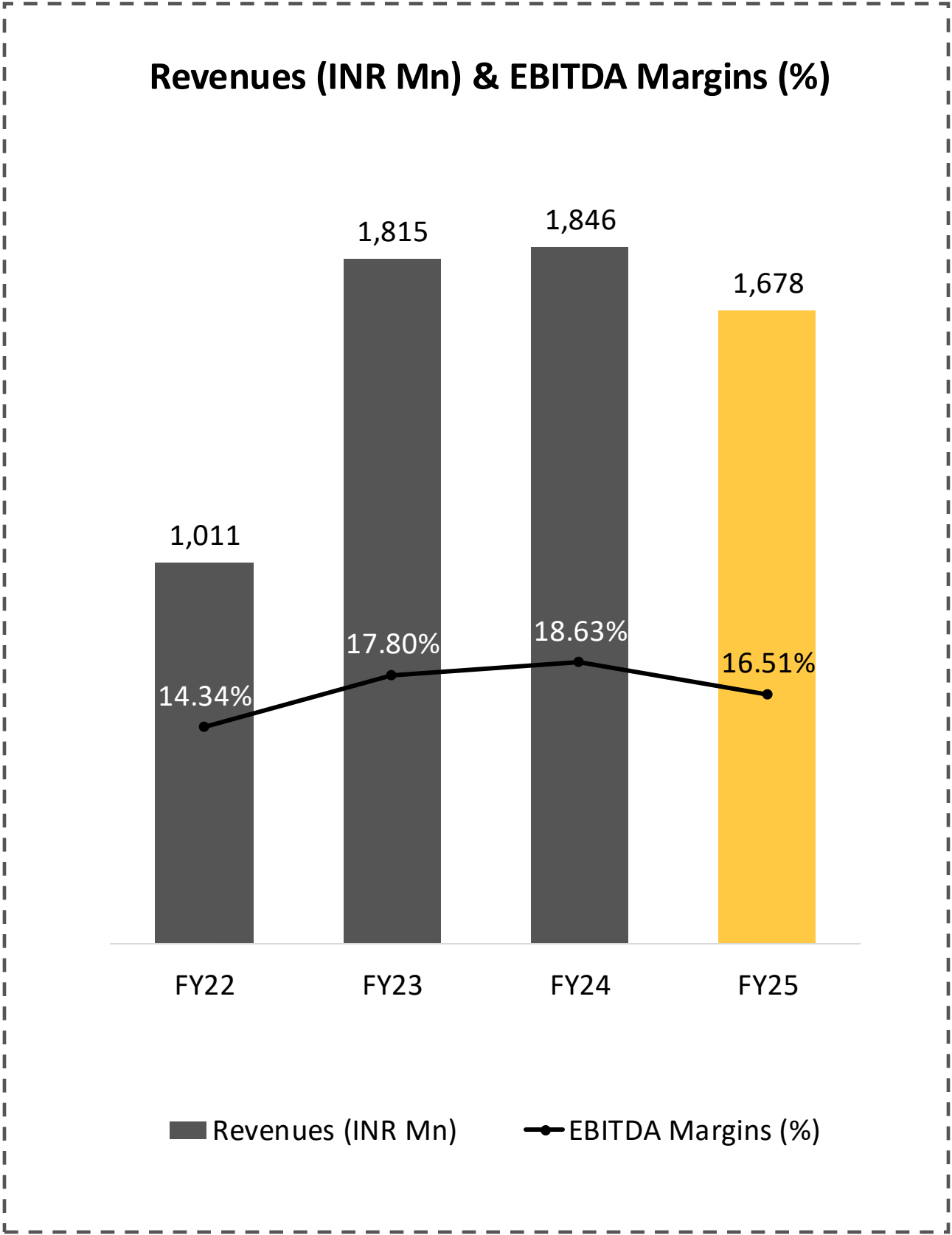
# COMPANY OVERVIEW



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- Incorporated in 1988, OK Play India Limited is engaged in the manufacturing of plastic moulded products, having two primary business segments of Toys and Automotive components.
- 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.
- 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** : 400+



**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 – ~80%
- Workforce – 200 per shift
- Ownership – Freehold



## RANIPET, TAMIL NADU (AUTO & TOYS)

- Spread across 11 acres
- Built up area – 40,000 sq. ft.
- Utilization – ~80%
- 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 – ~75%
- 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



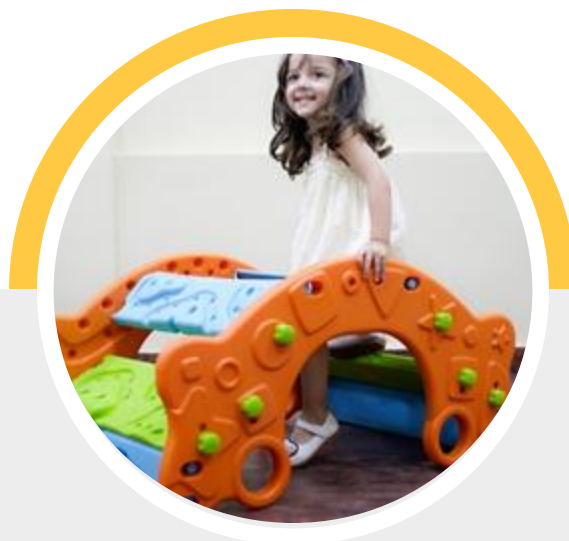
- Fortune 500 companies and global brands are the clients for years
- This is a testimony to the company's product quality, delivery, stringent manufacturing process, audit etc.

## 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

- Domestic Toys industry to see strong growth potential due to increase in import duties from 20% to 70% in 2023 budget.
- Increase exports due to China+1 strategy deployed by various countries.
- The implementation of the toy Quality Control Order, QCO, in 2021 has enhanced standards and reduced the influx of substandard toys from China.
- Recent pre-trade agreements have granted zero-duty market access for Indian made toys to regions like UAE, the Middle East and Australia.
- Existing Partnerships with Hamleys, MGAE, Amazon, etc. offering INR 3,000 Mn opportunity in next 2-3 years.
- Company plans to expand capacities by 4x to meet demand from organic growth, envisaged capex INR 1,000 Mn.



## AUTOMOTIVE COMPONENTS

- The commercial vehicles market to see strong growth in the next 2-3 years mainly on account of growth in the infrastructure sector.
- 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 USA has developed a revolutionary product – waterless portable toilets – for use in countries like Africa, etc.
- OK Play plans to diversify into blow molded fuel tank for passenger vehicles.
- Additionally, plans are there to diversify Industry segments to non-automotive plastic components like industrials.



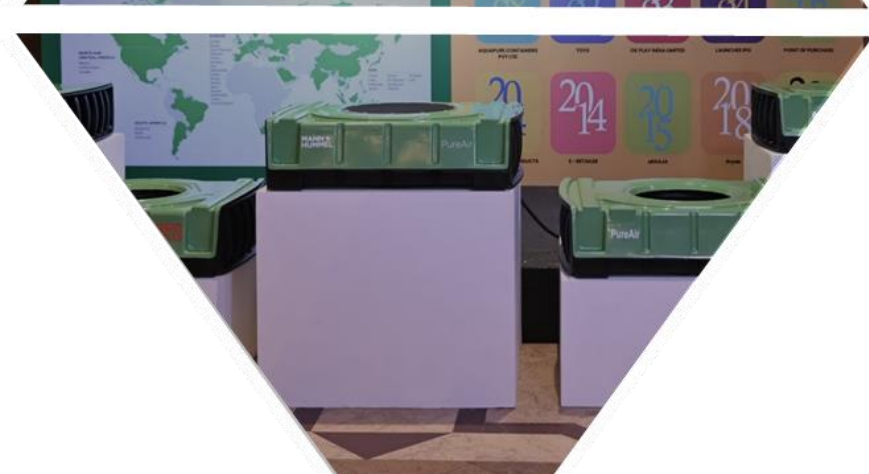
TOYS



AUTOMOTIVE  
COMPONENTS



AIR FILTRATION



# FINANCIAL HIGHLIGHTS Q4-FY25/FY25



# Q4-FY25/FY25 FINANCIAL & OPERATIONAL HIGHLIGHTS

## Q4-FY25 Financial Highlights

<b>INR 572 Mn</b>	<b>INR 104 Mn</b>	<b>18.18%</b>
Income from Operations	EBITDA	EBIDTA Margins
<b>INR (27) Mn</b>	<b>(4.72)%</b>	<b>(0.07)/Share</b>
Net Profit	PAT Margins	Diluted EPS

## FY25 Financial Highlights

<b>INR 1,678 Mn</b>	<b>INR 277 Mn</b>	<b>16.51%</b>
Income from Operations	EBITDA	EBIDTA Margins
<b>INR (8) Mn</b>	<b>(0.48)%</b>	<b>(0.02)/Share</b>
Net Profit	PAT Margins	Diluted EPS

## Operational Highlights

- The company has achieved notable progress in its toys segment, with strong growth observed beginning Q4 and expected to continue into the coming quarters.
- Robust business expansion is projected to commence in Q1 of FY26, supported by increased production capacity and improved sales performance driven by enhanced operational capabilities.
- Strategic partnerships have been forged with leading retail platforms including Amazon, FirstCry, Blinkit, and Lifelong, strengthening market presence and positioning the company for higher sales volumes.
- EBITDA margins have stabilized, reflecting a return to normal operating performance and underlying operational stability.
- A 10-year exclusive agreement has been signed with MANN+HUMMEL for the manufacturing and distribution of air purifiers in India. A pilot project has been successfully executed at GD Goenka Public School, demonstrating the product's effectiveness in significantly reducing AQI levels in the surrounding area.

# QUARTERLY CONSOLIDATED FINANCIAL PERFORMANCE



PARTICULARS (INR MN)	Q4 FY25	Q4 FY24	Y-o-Y	Q3 FY25	Q-o-Q
Revenue from Operations	572	601	(4.8)%	328	74.4%
Total Expenses	468	489	(4.3)%	262	78.6%
EBITDA	104	112	(7.1)%	66	57.6%
EBITDA Margins (%)	18.18%	18.63%	(45) Bps	20.12%	(194) Bps
Depreciation and amortization expenses	43	41	4.9%	36	19.4%
Finance costs	45	37	21.6%	27	66.7%
Other Income	16	3	NA	-	NA
Profit before exceptional item	32	37	(13.5)%	3	NA
Exceptional item	(1)	(18)	(94.4)%	-	NA
PBT	31	19	63.2%	3	NA
Deferred Tax*	58	33	75.8%	-	NA
Other Tax	-	(7)	NA	(4)	NA
Total Tax Expenses	58	26	NA	(4)	NA
PAT	(27)	(7)	NA	7	NA
PAT Margins (%)	(4.72)%	(1.16)%	(356) Bps	2.13%	(685) Bps
Other Comprehensive Income	2	4	(50.0)%	-	NA
Total Comprehensive Income	(25)	(3)	NA	7	NA
Diluted EPS (INR)	(0.07)	(0.01)	NA	0.02	NA

\* The company had a deferred Tax of INR 58 Mn in Q4-FY25, which is a notional amount, therefore if we are to adjust for this amount the PAT would have been INR 31 Mn



# ANNUAL CONSOLIDATED FINANCIAL PERFORMANCE



PARTICULARS (INR MN)	FY25	FY24	Y-o-Y
Revenue from Operations	1,678	1,846	(9.1)%
Total Expenses	1,401	1,502	(6.7)%
EBITDA	277	344	(19.5)%
<i>EBITDA Margins (%)</i>	<i>16.51%</i>	<i>18.63%</i>	<i>(212) Bps</i>
Depreciation and amortization expenses	152	133	14.3%
Finance costs	144	149	(3.4)%
Other Income	73	4	NA
Profit before exceptional item	54	66	(18.2)%
Exceptional item	(2)	(18)	(88.9)%
PBT	52	48	8.3%
Deferred Tax*	58	32	81.3%
Other Tax	2	5	(60.0)%
Total Tax Expenses	60	37	62.2%
PAT	(8)	11	NA
<i>PAT Margins (%)</i>	<i>(0.48)%</i>	<i>0.60%</i>	<i>(108) Bps</i>
Other Comprehensive Income	2	4	(50.0)%
Total Comprehensive Income	(6)	15	NA
Diluted EPS (INR)	(0.02)	0.04	NA

\* The company had a deferred Tax of INR 58 Mn in Q4-FY25, which is a notional amount

# HISTORICAL CONSOLIDATED INCOME STATEMENT



PARTICULARS (INR MN)	FY22	FY23	FY24	FY25
Revenue from Operations	1,011	1,815	1,846	1,678
Total Expenses	866	1,492	1,502	1,401
EBITDA	145	323	344	277
<i>EBITDA Margins (%)</i>	<i>14.34%</i>	<i>17.80%</i>	<i>18.63%</i>	<i>16.51%</i>
Depreciation and amortization expenses	130	122	133	152
Finance costs	132	172	149	144
Other Income	12	2	4	73
Profit before exceptional item	(105)	31	66	54
Exceptional item	(1)	(2)	(18)	(2)
PBT	(106)	29	48	52
Deferred Tax*	(29)	48	32	58
Other Tax	-	1	5	2
Total Tax Expenses	(29)	49	37	60
PAT	(77)	(20)	11	(8)
<i>PAT Margins (%)</i>	<i>(7.62)%</i>	<i>(1.10)%</i>	<i>0.60%</i>	<i>(0.48)%</i>
Other Comprehensive Income	-	(5)	4	2
Total Comprehensive Income	(77)	(25)	15	(6)
Diluted EPS (INR)	(4.00)	(1.31)	0.04	(0.02)

\* The company had a deferred Tax of INR 48 Mn in FY23 and INR 32 Mn in FY24, which is a notional amount, therefore if we are to adjust for this amount the PAT would have been INR 28Mn and INR 43 Mn respectively.



# HISTORICAL CONSOLIDATED BALANCE SHEET



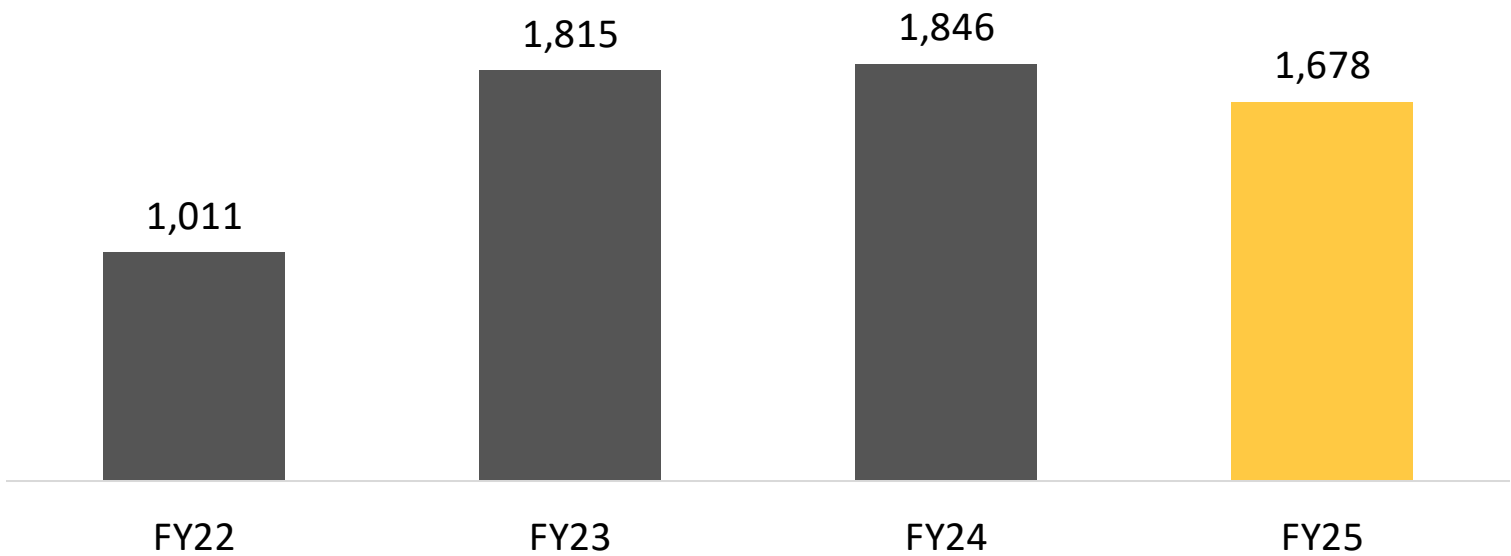
PARTICULARS (INR MN)	FY23	FY24	FY25
<b>TOTAL EQUITY</b>	<b>363</b>	<b>1,258</b>	<b>1,586</b>
a) Equity Share Capital	192	290	358
b) Other Equity	171	840	1,211
c) Money received against share warrants	-	128	17
<b>Total Non Current liabilities</b>	<b>741</b>	<b>502</b>	<b>780</b>
Financial Liabilities			
a) Long Term Borrowings	720	452	757
b) Provisions	21	19	19
c) Lease Liability	-	31	4
<b>Total Current liabilities</b>	<b>1,287</b>	<b>1,120</b>	<b>1,405</b>
a) Financial Liabilities			
(i) Short Term Borrowings	344	323	398
(ii) Trade payables	250	192	249
(iii) Other Lease Liabilities	-	10	4
(b) Other current liabilities	689	586	748
(c) Provisions	4	8	6
<b>GRAND TOTAL - EQUITIES &amp; LIABILITES</b>	<b>2,391</b>	<b>2,880</b>	<b>3,771</b>

PARTICULARS (INR MN)	FY23	FY24	FY25
<b>Total Non - Current Assets :</b>	<b>1,241</b>	<b>1,390</b>	<b>1,896</b>
a) Property, Plant and Equipment	774	943	1,464
b) Capital Work - in - Progress	5	5	5
c) Other Intangible Assets	413	384	453
d) Right of Use Assets	-	37	7
e) Financial Assets			
(i) Loans	12	16	21
(ii) Other Financial Assets	3	3	2
f) Deferred Tax Assets (net)	34	2	(56)
<b>Total Current Assets</b>	<b>1,150</b>	<b>1,490</b>	<b>1,875</b>
a) Inventories	756	798	849
b) Financial assets			
(i) Trade receivables	161	256	366
(ii) Cash and cash equivalents	12	22	11
(iii) Other Financial Assets	4	6	5
c) Other Current Assets	217	408	644
<b>GRAND TOTAL – ASSETS</b>	<b>2,391</b>	<b>2,880</b>	<b>3,771</b>

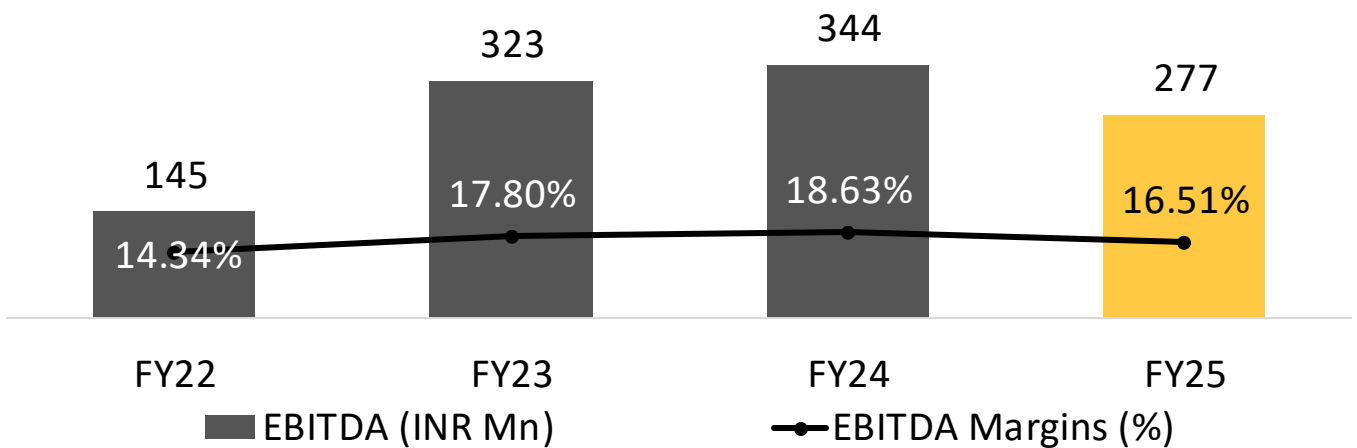
# FINANCIAL GRAPHS



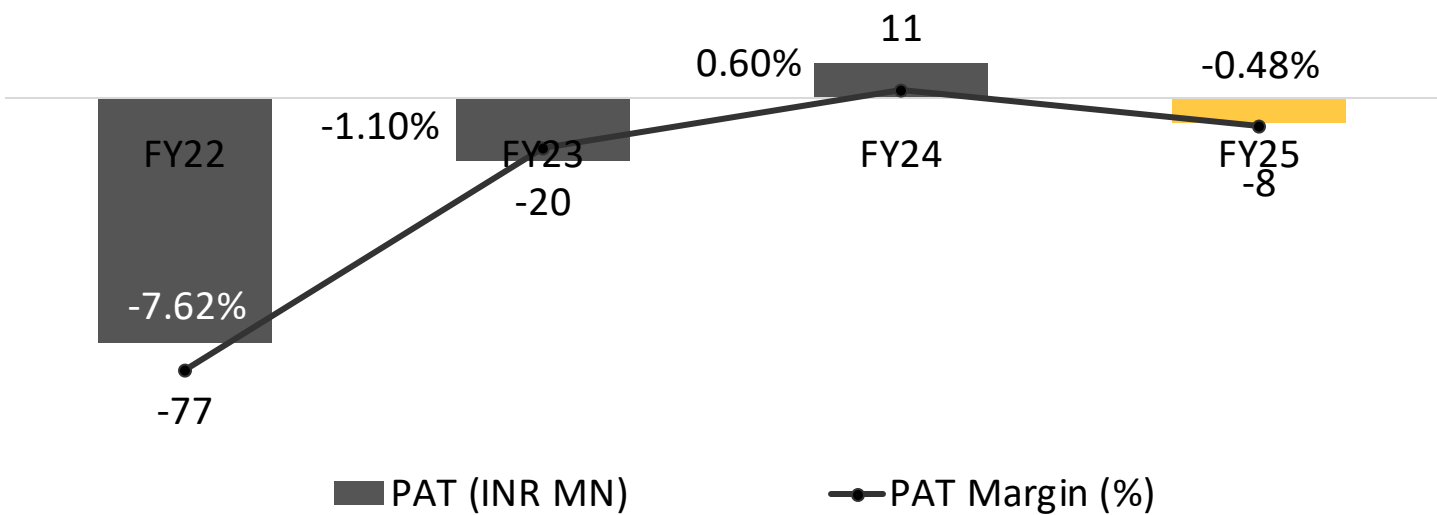
Revenues (INR MN)



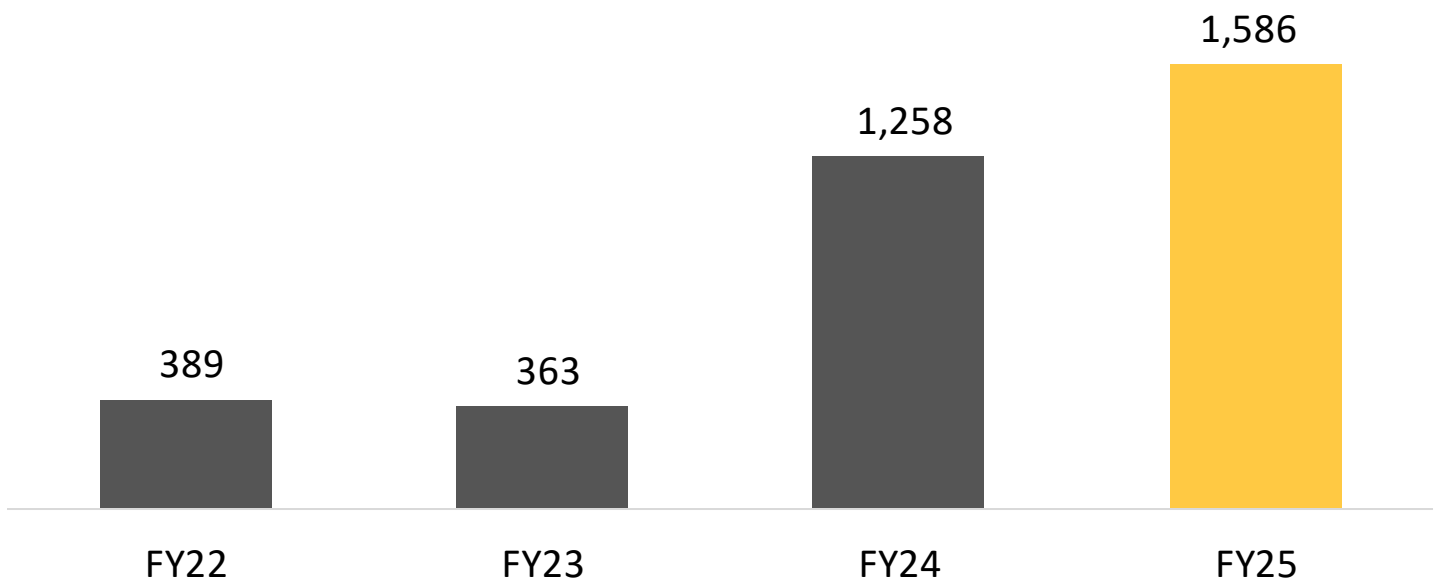
EBITDA (INR MN) & EBITDA Margins (%)



PAT (INR MN) and PAT Margin (%)



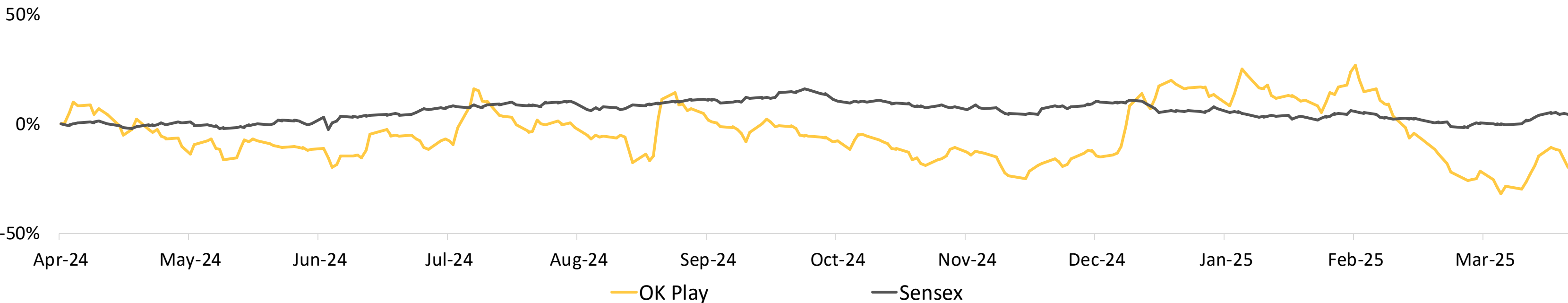
Networth (INR MN)







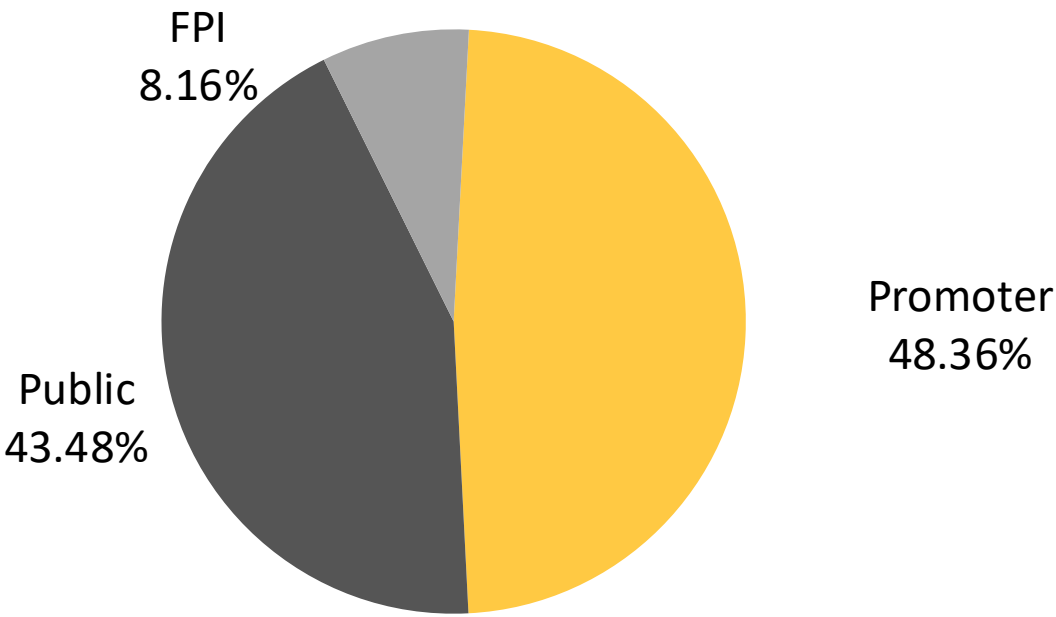
Stock Performance (Up to 31<sup>st</sup> March, 2025)



Market Data (As on 31 <sup>st</sup> March, 2025)	
Face Value (INR)	1.0
CMP (INR)	11.8
52 Week H/L (INR)	19.0 / 9.9
Market Capitalization (INR Mn)	4,205.7
Shares O/S (Mn)	357.9

Average Trading Volume (000')	800.6
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Shareholding Pattern (As on 31<sup>st</sup> March, 2025)



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**Mr. Anuj Sonpal**

**Valorem Advisors**

Tel: +91-22-4903 9500

Email: [okplay@valoremadvisors.com](mailto:okplay@valoremadvisors.com)





THANK YOU