



PRICOL LIMITED

Passion to Excel

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pricol.com

CIN: L34200TZ2011PLC022194

CUSTOMERS EMPLOYEES SHAREHOLDERS SUPPLIERS

PL/SEC/TGT/2022-2023/064

Thursday, 10th November 2022

Listing Department National Stock Exchange of India Limited “Exchange Plaza’, C-1, Block G Bandra-Kurla Complex, Bandra (E), Mumbai - 400051	Corporate Relationship Department BSE Limited 1 st Floor, New Trading Ring Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai 400 001
Script Code: PRICOLLTD	Script Code: 540293

Dear Sir,

Sub: **INVESTOR PRESENTATION**

Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we herewith submit the presentation to be used for the **Investor Conference call** on the unaudited financial results for the quarter and half year ended 30th September 2022, to be held today at 02:00 PM (IST).

This is for your information and records.

Thanking you

Yours faithfully,
For Pricol Limited

T.G.Thamizhanban
Company Secretary
ICSI M.No: F7897

Encl: As above





Q2 FY 23 | Investors Presentation | 10 NOV 2022

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Forward looking statements involve known and unknown risks, contingencies, uncertainties, market conditions and other factors which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. The Company disclaims any obligation or liability to any person for any loss or damage caused by errors or omissions whether arising from negligence, accident or any other cause.

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Corporate Profile



Pricol Limited commenced operations in 1974 with headquarters in Coimbatore, India.



2 International Office in Tokyo & Singapore



9 Manufacturing Locations
7 Manufacturing Plants in India
1 Subsidiary Plant in Indonesia
1 Subsidiary Plant in India



1 Technology Centre at Coimbatore
300+ Engineers
~ 4.5% spend on total revenue for R&D



Leading Industry Certifications
IATF 16949:2016, ISO 14001:2015, ISO 45001:2018.
(Obtained ISO 9001 in the year 1993)



Product Vertical

A. Driver Information and Connected Vehicle Solutions

Connected Vehicle Solutions



Instrument Cluster



Telematics (End-to-End Solution with Cloud & Cyber Security)



Sensors



B. Actuation, Control and Fluid Management Systems

Fuel Pump Module



Water Pumps



Oil Pumps



Variable displacement Oil pumps



Electrical coolant pumps



Wiping Systems



Cabin Tilting System



Electrical oil pump



E-Purge Valve



Charge pump



Fuel feed pump



Chain Tensioner



Our In – House Capabilities

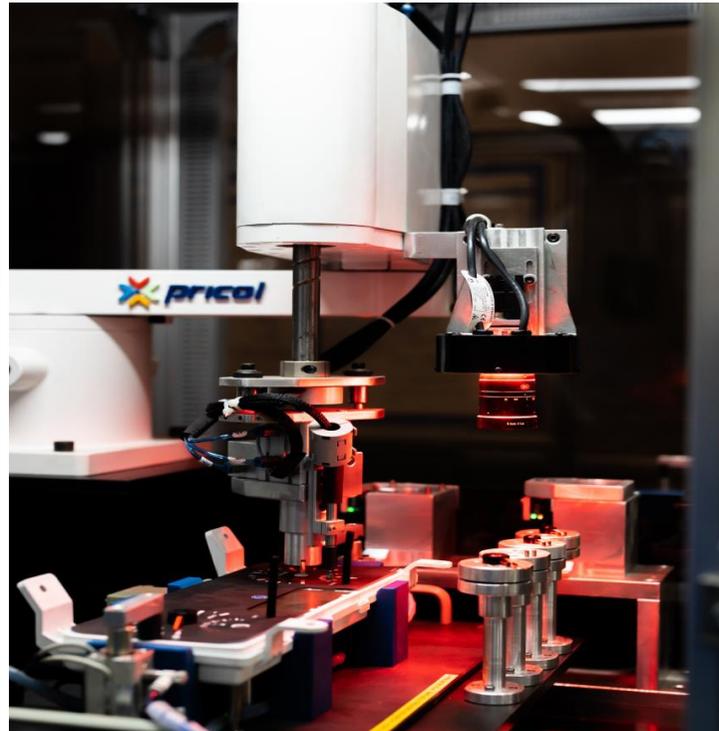


ENGINEERING EXCELLENCE

300 + Engineers
Subject Matter Experts in Electronics
(Hardware & Software), Mechanical and
Electro-Mechanical domains
ASPICE level 2 practices

MANUFACTURING EXCELLENCE

PCB Assembly with SMT Lines
Robotic Lines with EOL Testing
State of the art Tool Room
Plastic Injection Molding
Pressure Die Casting
Machine Building
Sintering



TESTING EXCELLENCE

EMI – EMC
Hil Lab
Environment
Endurance
Product Reliability



Our Major Customers

TWO / THREE WHEELERS



FOUR WHEELERS



COMMERCIAL WHEELERS



TRACTORS



INDUSTRIAL & OTHERS



OFF ROAD VEHICLE



Recent Partnership

Key Partnerships



Sibros' connected all-in-one platform will complement Pricol's suite of products on Driver Information Systems (DIS) and **Telematics** to offer **end-to-end solutions** to the OEMs. The cloud-based platform of Sibros, combined with the next generation products of Pricol, will enable features such as OTA software and firmware updates, vehicle data insights for analytics, diagnostics and troubleshooting for the OEMs to make the best use of the connected solutions.



Entered into an International licensing agreement with BMS PowerSafe, a part of Startec Group to manufacture and sell **Battery Management System (BMS)** for Indian Market. In this partnership, Pricol will be licensing the product and process technology of BMS from Partner and will be manufacturing complete BMS in-house. This partnership has opened up a new arena for Pricol to add a pure play EV product in our portfolio. The company is recognized as the top 3 pure players of BMS suppliers in Europe.



Pricol in partnership with PSG Institutions has launched a **Center of Excellence (CoE)** to develop high efficiency **micro motors and Robotics and artificial Intelligence** based processes and equipment. With Pricol's strong foot print in product domain and customer connect and PSG Institutions' expertise in first principle fundamentals, the CoE will certainly benefit the community at large to come out with world class new technology products and processes



Pricol is partnered with CGI studio for **Human Machine Interface (HMI) Solutions** Candera will, help in HMI solutions with shorter lead time, cost effective solutions – all made possible by having a single HMI tool to support Next Generation Display Systems to be built on various Product Platforms which is indigenously developed by Pricol.



Key Highlights

TATA MOTORS
ANNUAL SUPPLIER CONFERENCE 2022

GOING EXTRA MILE
PRICOL LIMITED

Award From TATA Motors (TML) on 07-Sept-2022

Award received under the category "GOING EXTRA MILE" for our proactive and extending support to TML during amidst difficult situations.





TECHNOLOGY
EXCELLENCE
AWARDS 2022

OL LIMITED

Award From Quantic India on 14-OCT-2022

Award received under the category "Technology Excellence Award 2022" for the Best Interactive Product in Automotive.

BEST IN INNOVATION & TECHNOLOGY



Award From Hero MotoCorp on 07-NOV-2022

Award received under the category "Best In Innovation & Technology" at the Hero – NEXT 22.



Financials

Key Financial Highlights Q2 FY23

Q2-FY23 Standalone Financial Highlights

Revenue From Operations	EBITDA*	EBITDA Margin
INR 480.17 CRS	INR 55.01 CRS	11.46 %
<hr/>		
PAT*	PAT Margin	Diluted EPS
INR 32.80 CRS	6.83 %	INR 3.49

Q2-FY23 Consolidated Financial Highlights

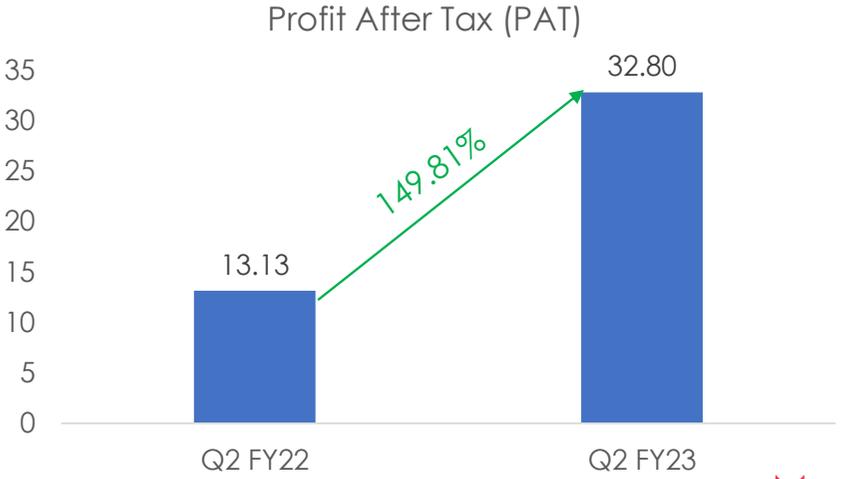
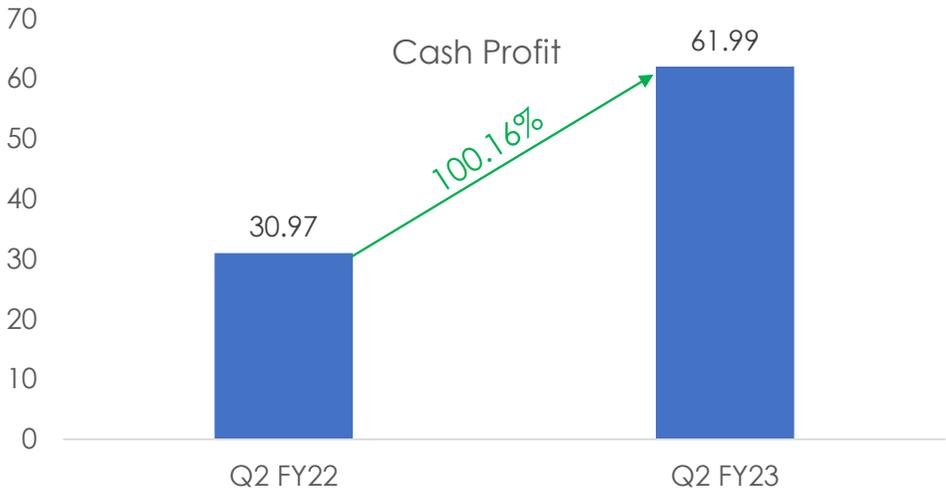
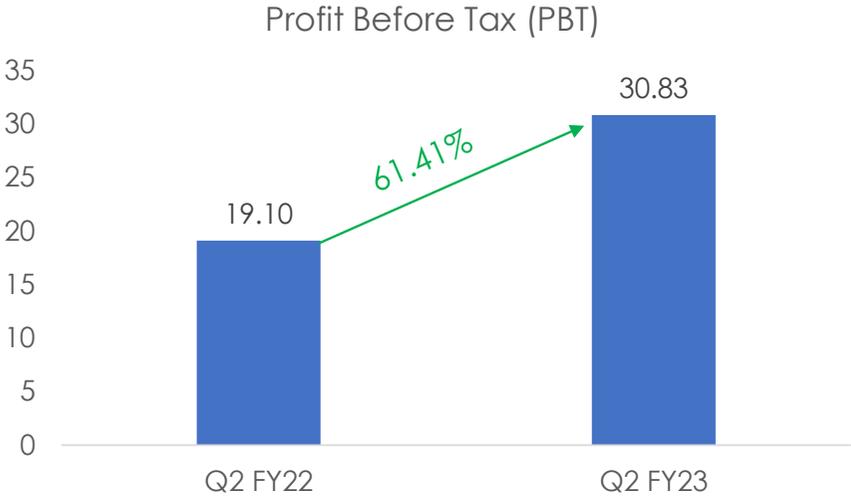
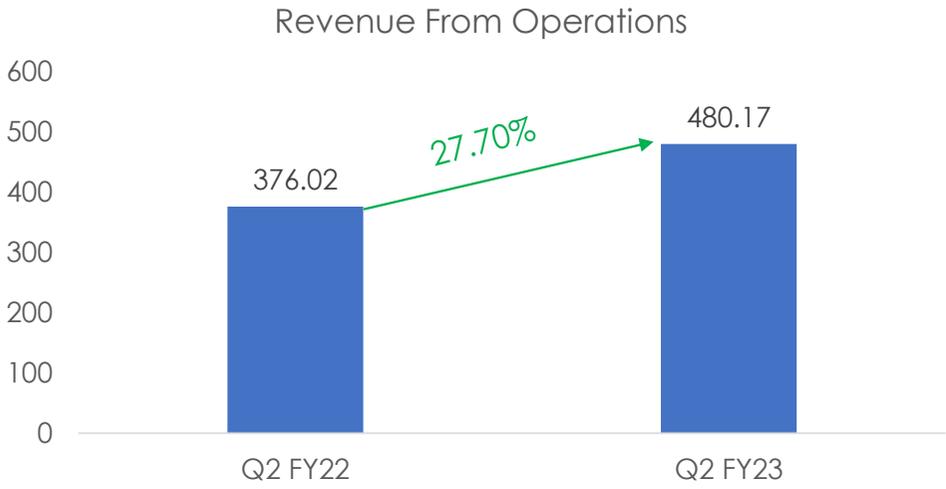
Revenue From Operations	EBITDA*	EBITDA Margin
INR 501.00 CRS	INR 65.00 CRS	12.97 %
<hr/>		
PAT*	PAT Margin	Diluted EPS
INR 37.78 CRS	7.54 %	INR 3.90

At Consolidated level Long terms borrowings is NIL in Q2 FY23 as against 142.45 Cr in Q2 FY 22.

*Excluding exceptional item of INR 9.75 Crs

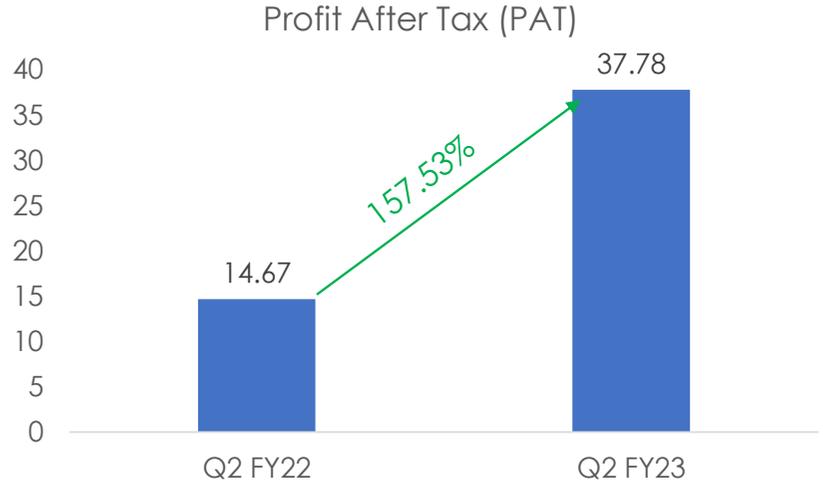
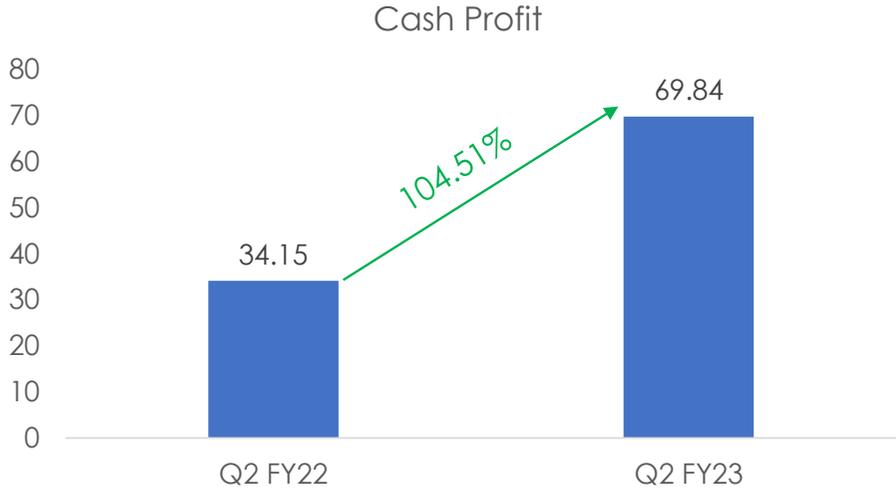
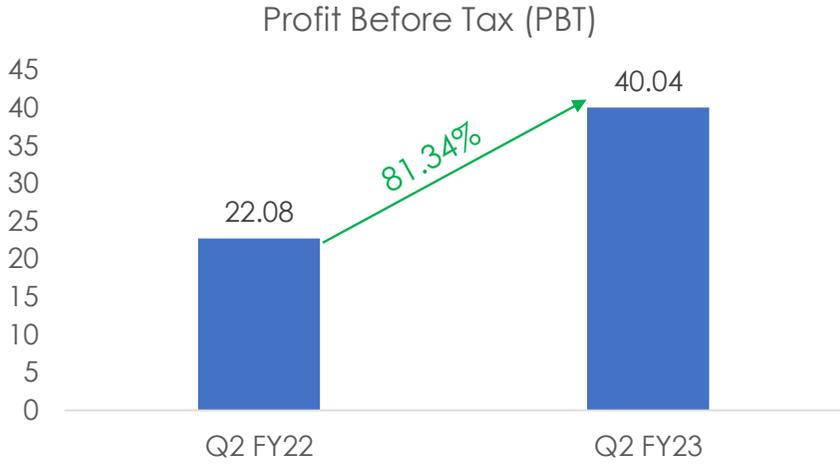
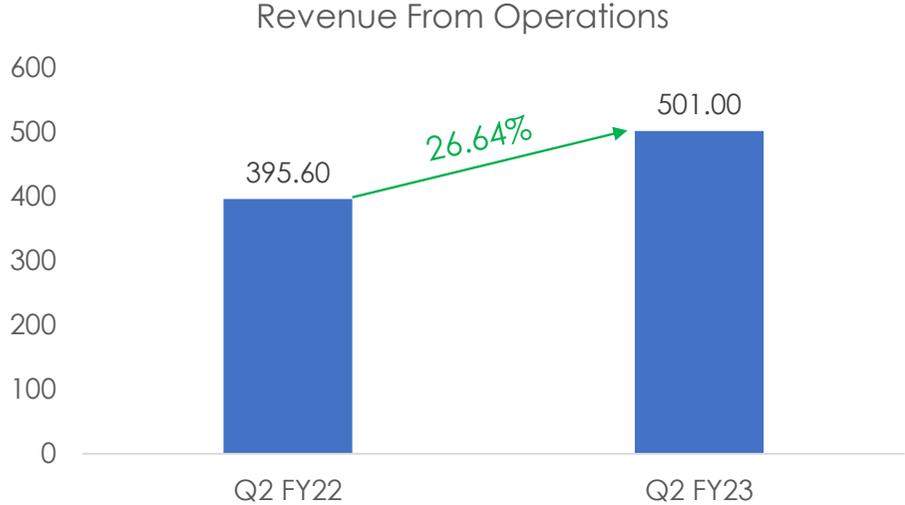
Key Financial Highlights – Q2 FY22 vs Q2 FY23 (Standalone)

All Value in INR in. Crores



Key Financial Highlights – Q2 FY22 vs Q2 FY23 (Consolidated)

All Value in INR in. Crores



Q2 FY23 Financial Performance Highlights (Standalone)

INR in. lakhs

	Q2 FY22 (JUL-SEP)	Q3 FY22 (OCT-DEC)	Q4 FY22 (JAN-MAR)	Q1 FY23 (APR-JUN)	Q2 FY23 (JUL-SEP)	H1 FY23 (APR-SEP)	FY22
Income – Standalone							
Revenue from Operations	37,601.57	37,947.57	38,320.88	41,457.01	48,016.94	89,473.95	1,43,145.26
Growth %	28.44%	0.92%	0.98%	8.18%	15.82%	33.78%	7.13%
Other Operating Revenue	1,152.67	1,259.12	1,061.78	1,117.16	1,482.92	2,600.08	4,462.41
Other Income	222.61	77.98	40.56	111.07	56.22	167.29	729.23
Total Revenue	38,976.85	39,284.67	39,423.22	42,685.24	49,556.08	92,241.32	1,48,336.90
Profit from Operations							
Profit / (Loss) Before Tax	2,033.31	1,808.00	2,628.34	2,522.68	3,107.66	5,630.34	6,875.76
Profit / (Loss) from Operations before other Comprehensive Income	2,033.31	1,808.00	2,628.34	2,522.68	3,107.66	5,630.34	6,875.76
Other Comprehensive Income / (Expense)	(123.42)	(85.93)	114.21	(25.08)	-25.08	-50.16	(89.57)
Profit / (Loss) from Operations after other comprehensive Income	1,909.89	1,722.07	2,742.55	2,497.60	3,082.58	5,580.18	6,786.19
EBITDA							
Profit / (Loss) from Operations	1,909.89	1,722.07	2,742.55	2,497.60	3,082.58	5,580.18	6,786.19
Depreciation	1,864.34	1,972.87	1,927.47	1,947.66	1,964.57	3,912.23	7,890.71
Interest	860.70	538.95	519.36	446.92	453.91	900.83	2,651.64
EBITDA	4,634.93	4,233.89	5,189.38	4,892.18	5,501.06	10,393.24	17,328.54
Revenue from Operations	37,601.57	37,947.57	38,320.88	41,457.01	48,016.94	89,473.95	1,43,145.26
EBITDA % on Revenue from Operations	12.33%	11.16%	13.54%	11.80%	11.46%	11.62%	12.11%

Q2 FY23 Financial Performance Highlights (Standalone)

INR in. lakhs

	Q2 FY22 (JUL-SEP)	Q3 FY22 (OCT-DEC)	Q4 FY22 (JAN-MAR)	Q1 FY23 (APR-JUN)	Q2 FY23 (JUL-SEP)	H1 FY23 (APR-SEP)	FY22
CASH PROFIT							
EBITDA	4,634.93	4,233.89	5,189.38	4,892.18	5,501.06	10,393.24	17,328.54
Less : Interest	860.70	538.95	519.36	446.92	453.91	900.83	2,651.64
Less : Tax Expense	677.22	447.41	990.47	921.52	-176.52	745.00	2,282.00
Exceptional Item	0.00	0.00	0.00	0.00	975	975	0.00
Cash Profit	3,097.01	3,247.53	3,679.55	3,523.74	6,198.67	9,722.41	12,394.90
FREE CASH FLOW							9,818.55
Borrowings – Standalone							
Long Term Borrowings	14,245.30	10,041.34	7,757.95	6,500.00	0.00	0.00	7,757.95
Working Capital Borrowings	7,771.99	7,327.11	4,887.09	7,366.53	6,959.68	6,959.68	4,887.09
Total Borrowings	22,017.29	17,368.45	12,645.04	13,866.53	6,959.68	6,959.68	12,645.04

Q2 FY23 Financial Performance Highlights (Consolidated)

INR in. lakhs

	Q2 FY22 (JUL-SEP)	Q3 FY22 (OCT-DEC)	Q4 FY22 (JAN-MAR)	Q1 FY23 (APR-JUN)	Q2 FY23 (JUL-SEP)	H1 FY23 (APR-SEP)	FY22
Income – Consolidated							
Revenue from Operations	39,559.86	39,473.72	40,368.79	43,398.18	50,100.41	93,498.59	1,50,006.88
Growth %	29.26%	(0.22)%	2.27%	7.50%	15.44%	33.26%	10.39%
Other Operating Revenue	1,152.67	1,259.12	1,061.78	1,117.16	1,482.92	2,600.08	4,462.41
Other Income	237.42	96.88	149.54	128.69	63	191.69	882.06
Total Revenue	40,949.95	40,829.72	41,580.11	44,644.03	51,646.33	96,290.36	1,55,351.35
Profit from Operations							
Profit / (Loss) Before Tax	2,271.89	2,253.81	2,726.08	3,022.86	3,812.43	6,835.29	8,027.94
Profit / (Loss) from Operations before other Comprehensive Income	2,271.89	2,253.81	2,726.08	3,022.86	3,812.43	6,835.29	8,027.94
Other Comprehensive Income / (Expense)	(63.47)	(43.89)	224.55	172.64	191.36	364.00	167.05
Profit / (Loss) from Operations after other comprehensive Income	2,208.42	2,209.92	2,950.63	3,195.50	4,003.79	7,199.29	8,194.99
EBITDA							
Profit / (Loss) from Operations	2,208.42	2,209.92	2,950.63	3,195.50	4,003.79	7,199.29	8,194.99
Depreciation	1,968.30	2,016.24	1,989.90	2,017.61	2,036.06	4,053.67	8,183.90
Interest	875.09	554.77	524.67	452.40	459.43	911.83	2,728.23
EBITDA	5,051.81	4,780.93	5,465.20	5,665.51	6,499.28	12,164.79	19,107.12
Revenue from Operations	39,559.86	39,473.72	40,368.79	43,398.18	50,100.41	93,498.59	1,50,006.88
EBITDA % on Revenue from Operations	12.77%	12.11%	13.54%	13.05%	12.97%	13.01%	12.74%

Q2 FY23 Financial Performance Highlights (Consolidated)

INR in. lakhs

	Q2 FY22 (JUL-SEP)	Q3 FY22 (OCT-DEC)	Q4 FY22 (JAN-MAR)	Q1 FY23 (APR-JUN)	Q2 FY23 (JUL-SEP)	H1 FY23 (APR-SEP)	FY22
CASH PROFIT							
EBITDA	5,051.81	4,780.93	5,465.20	5,665.51	6,499.28	12,164.79	19,107.12
Less : Interest	875.09	554.77	524.67	452.40	459.43	911.83	2,728.23
Less : Tax Expense	762.03	489.03	1059.76	954.74	30.9	985.64	2,494.70
Exceptional Item	0.00	0.00	0.00	0.00	975	975	0.00
Cash Profit	3,414.69	3,737.13	3,880.77	4,258.37	6,983.95	11,242.32	13,884.19
FREE CASH FLOW							11,225.83
Borrowings – Consolidated							
Long Term Borrowings	14,245.30	10,041.34	7,757.95	6,500.00	0.00	0.00	7,757.95
Working Capital Borrowings	8,001.14	7,494.59	5,048.39	7,440.09	7,139.44	7,139.44	5,048.39
Total Borrowings	22,246.44	17,535.93	12,806.34	13,940.09	7,139.44	7,139.44	12,806.34

Select Recent Product Launches



HMCL

(VIDA V1 – EV 7" TFT) 



TVS

(Apache 2V)



TVS

(RAIDER - TFT)



Bajaj

(Pulsar NS 125)



 *PASSIONATE*
 *SUSTAINABLE*
 *DYNAMIC*
 *EVOLVING*