

A complex technical drawing in white lines on a dark blue background, showing various mechanical components and assemblies in cross-section. The drawing includes various parts like shafts, gears, and housing components, rendered in a detailed engineering style.

Investor Presentation - Financials – Apr'20 to Dec'20



PRICOL LIMITED
Passion to Excel

DISCLAIMER

The contents of this presentation are for informational purposes only and for the reader's personal non-commercial use. The contents are intended but not guaranteed to be correct complete or absolutely accurate. This presentation also contains forward-looking statements based on the currently held beliefs and assumptions of the Management of the Company, which are expressed in good faith and in their opinion are reasonable. 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. Recipients of this presentation are not to construe its contents or any prior or subsequent communications from or with the Company or its representatives as investment advice. In addition this presentation does not purport to be all inclusive or to contain all the information that may be required to make a full analysis of the Company and of the relevance and adequacy of the information and should make such other investigations as they deem necessary.



Income – Standalone for the Quarter and Nine Months Ended 31st December 2020

Rs. In Lakhs

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)
Revenue from Operations	43,894.83	27,088.99
Growth %	62.04%	-14.32%
Other Operating Revenue	1,560.78	1,523.58
Other Income	26.88	107.33
Total Revenue	45,482.49	28,719.90

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
	91,521.03	87,566.14
	4.52%	-10.76%
	3,770.58	4,738.12
	670.07	304.29
	95,961.68	92,608.55



PRICOL LIMITED
Passion to Excel

Profit from operations – Standalone for the Quarter and Nine Months Ended 31st December 2020

Rs. In Lakhs

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)
Profit / (Loss) Before Tax	3,114.12	(5,739.08)
Add : Amortisation of Intangibles	570.17	568.61
Add : Provision for Impairment - Non Current Investments	-	4,313.22
Profit / (Loss) from Operations before other Comprehensive Income	3,684.29	(857.25)
Other Comprehensive Income / (Expense)	81.14	12.90
Profit / (Loss) from Operations	3,765.43	(844.35)

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
Profit / (Loss) Before Tax	1,975.41	(9,424.42)
Add : Amortisation of Intangibles	1,704.30	1,699.64
Add : Provision for Impairment - Non Current Investments	-	6,369.72
Profit / (Loss) from Operations before other Comprehensive Income	3,679.71	(1,355.06)
Other Comprehensive Income / (Expense)	243.44	38.70
Profit / (Loss) from Operations	3,923.15	(1,316.36)

EBITDA

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)
Profit / (Loss) from Operations	3,765.43	(844.35)
Depreciation	1,707.62	1,782.35
Interest	1,145.16	742.14
EBITDA	6,618.21	1,680.14
Revenue from Operations	43,894.83	27,088.99
EBITDA % on Revenue from Operations	15.08%	6.20%

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
Profit / (Loss) from Operations	3,923.15	(1,316.36)
Depreciation	5,191.58	5,256.11
Interest	3,186.06	2,035.34
EBITDA	12,300.79	5,975.09
Revenue from Operations	91,521.03	87,566.14
EBITDA % on Revenue from Operations	13.44%	6.82%



PRICOL LIMITED
Passion to Excel

Cash Profit and Free Cash Flow – Standalone for the Quarter and Nine Months Ended 31st December 2020

Rs. In Lakhs

CASH PROFIT

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
EBITDA	6,618.21	1,680.14	12,300.79	5,975.09
Less : Interest	1,145.16	742.14	3,186.06	2,035.34
Cash Profit	5,473.05	938.00	9,114.73	3,939.75

FREE CASH FLOW

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
Cash Profit	5,473.05	938.00	9,114.73	3,939.75
Less : Capex	707.97	1,408.26	1,926.05	4,572.96
FREE CASH FLOW AFTER CAPEX	4,765.08	(470.26)	7,188.68	(633.21)

Consolidated – Total Income from Continued Operations for the Quarter and Nine Months Ended 31st December 2020

Rs. In Lakhs

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)
Revenue from Operations	44,664.30	27,985.94
Other Operating Revenue	1,560.78	1,523.58
Other Income	39.56	115.52
Total Revenue	46,264.64	29,625.04

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
	92,923.92	90,905.21
	3,770.58	4,738.12
	674.85	369.33
	97,369.35	96,012.66



Consolidated Profit from operations for the Quarter and Nine Months Ended 31st December 2020

Rs. In Lakhs

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)
Profit / (Loss) Before Tax	3,394.96	(1,656.15)
Add : Amortisation of Intangibles	570.17	568.61
Profit from Operations before other Comprehensive Income	3,965.13	(1,087.54)
Other Comprehensive Income / (Expense)	81.14	12.90
Profit / (Loss) from Operations	4,046.27	(1,074.64)

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
	2,416.06	(3,347.71)
	1,704.30	1,699.64
	4,120.36	(1,648.07)
	243.44	38.70
	4,363.80	(1,609.37)

EBITDA

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
Profit / (Loss) from Operations	4,046.27	(1,074.64)
Depreciation	1,796.80	1,869.12
Interest	1,228.09	816.75
EBITDA	7,071.16	1,611.23
Revenue from Operations	44,664.30	27,985.94
EBITDA % on Revenue from Operations	15.83%	5.76%

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
	4,363.80	(1,609.37)
	5,437.63	5,510.02
	3,376.23	2,258.16
	13,177.66	6,158.81
	92,923.92	90,905.21
	14.18%	6.77%



PRICOL LIMITED

QUARTERLY SALES DETAILS (OCT – DEC 2019 Vs 2020)

Values & Numbers in Lakhs

QUARTERLY SALES FROM OCT TO DEC 2019 Vs 2020						
Segment	Vehicle Production - Quantity			Pricol Sales - Value		
	Oct to Dec' 19	Oct to Dec ' 20	Growth	Oct to Dec' 19	Oct to Dec ' 20	Growth
	A	B	%	C	D	%
2 / 3 Wheelers	52.99	60.89	14.90%	18245	28466	56.02%
4 Wheelers	7.95	9.51	19.65%	902	1675	85.70%
Commercial Vehicles	1.90	2.13	12.05%	1421	3603	153.59%
Off Road Vehicles	1.13	1.50	32.76%	1446	2086	44.30%
Tractors	2.04	2.58	26.60%	1177	1766	50.10%
OEM	66.02	76.62	16.06%	23190	37597	62.12%
After Market + Xenos				1359	2171	59.75%
Asset Management Solutions				105	206	96.19%
SCMS - Domestic				281	328	16.96%
Exports				1909	3042	59.34%
Others				245	550	124.49%
Total				27089	43894	62.04%

Vehicle Production : 2019 & 2020 - SIAM Data.

Vehicle Production : Tractor volumes - ACMA Data.



PRICOL LIMITED
Passion to Excel

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