



PRICOL LIMITED

Passion to Excel

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pricol.com

CIN: L34200TZ2011PLC022194

CUSTOMERS EMPLOYEES SHAREHOLDERS SUPPLIERS

PL/SEC/TGT/2022-2023/044
Friday, 5th August, 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 ended 30th June 2022, to be held today at 1400 (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





Q1 FY 23 | Investors Presentation | 05 AUG 2022

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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



Technology licensing partnership with BMS PowerSafe for Battery Management System Solutions for EV on 07-Jul-2022

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 & Selected Customers for International Markets.

In this partnership, Pricol will be licensing the product and process technology of Battery Management System from BMS PowerSafe 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 Battery Management System (BMS) is a full featured product specifically designed to meet the tough requirements of protecting and managing battery packs for electric vehicles (EV), plug-in hybrid (PHEV) and hybrid vehicles (HEV) across all vehicle segments with automotive grade quality.



Reformation
thru Partnership



Award From Suzuki Motorcycle India Limited (SMIL) on 03-Jun-2022

Award received under the category “New Development 2022” for our proactive approach on new developments and meeting the requirements amidst semiconductor scarcity across the globe

Financials

Key Financial Highlights Q1 FY23

Q1-FY23 Standalone Financial Highlights

Revenue From Operations	EBITDA	EBITDA Margin
INR 414.57 CRS	INR 48.92 CRS	11.80 %
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PAT	PAT Margin	Diluted EPS
INR 15.92 CRS	3.84 %	INR 1.31

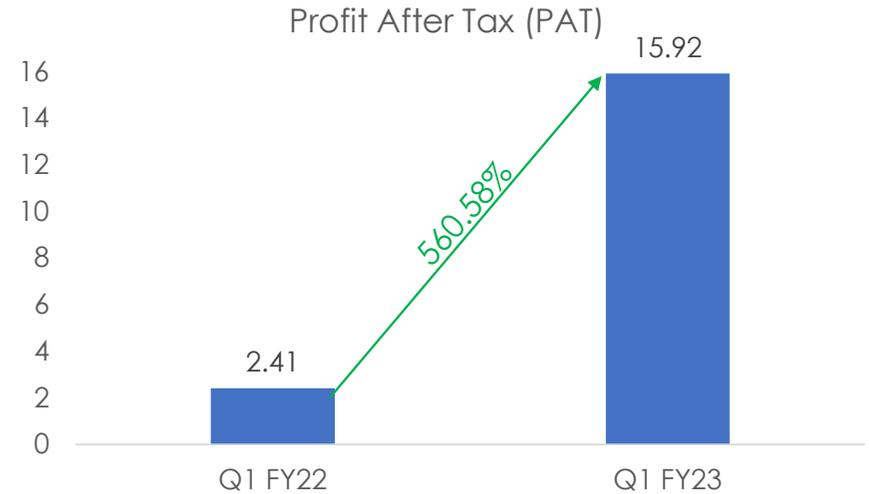
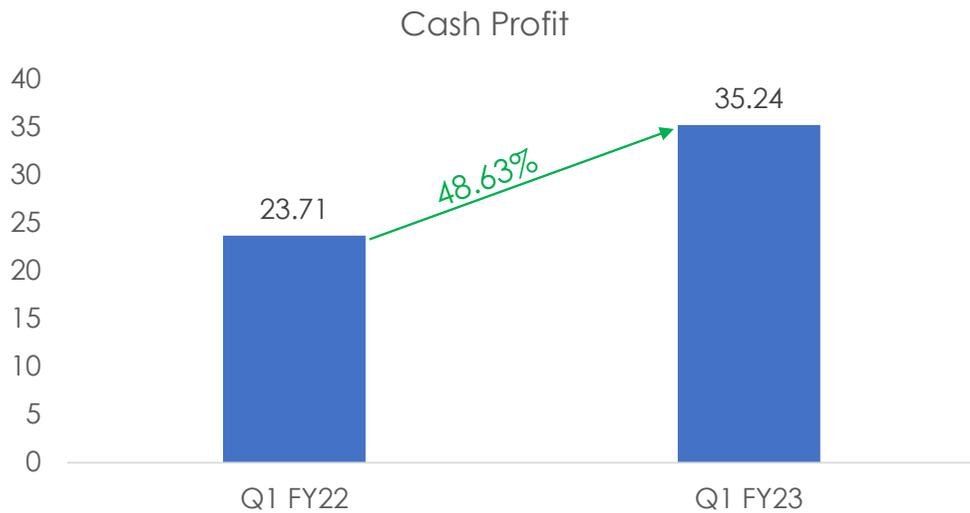
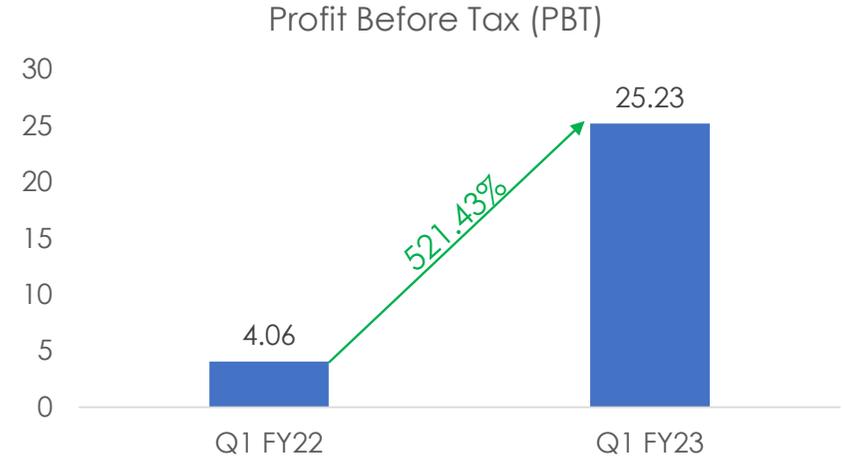
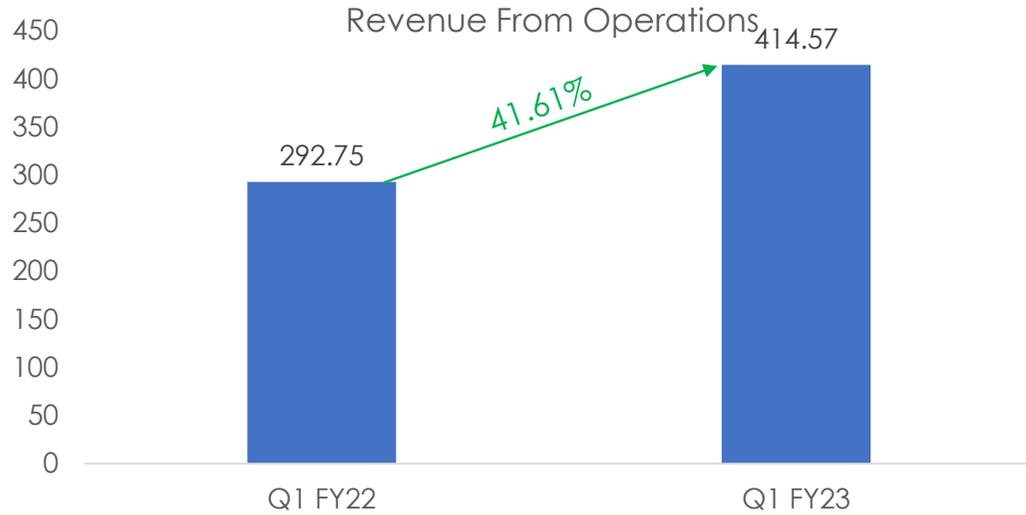
Q1-FY23 Consolidated Financial Highlights

Revenue From Operations	EBITDA	EBITDA Margin
INR 433.98 CRS	INR 56.66 CRS	13.06 %
<hr/>		
PAT	PAT Margin	Diluted EPS
INR 20.59 CRS	4.74 %	INR 1.69

At Consolidated level Long terms borrowings is reduced to 65.00 Cr (excluding ECLGS) in Q1 FY23 as against 216.09 Cr in Q1 FY 22.

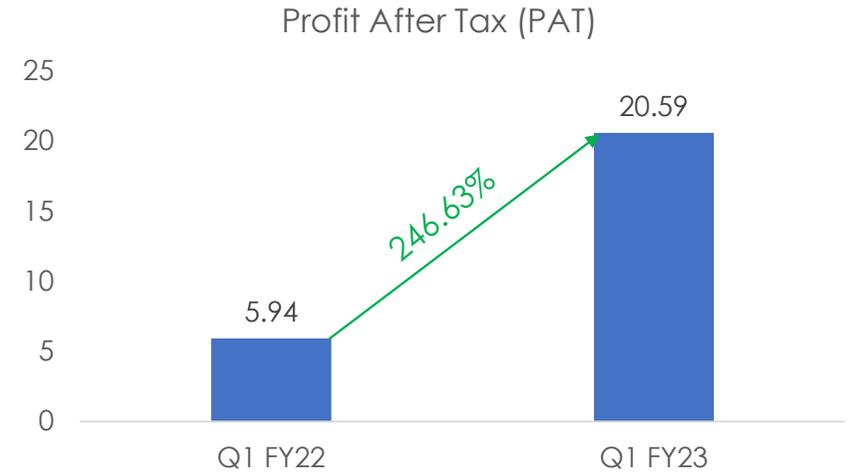
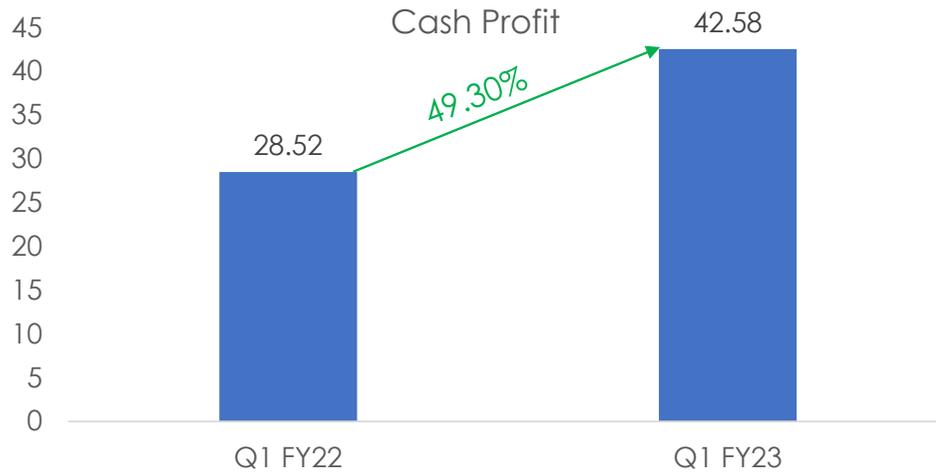
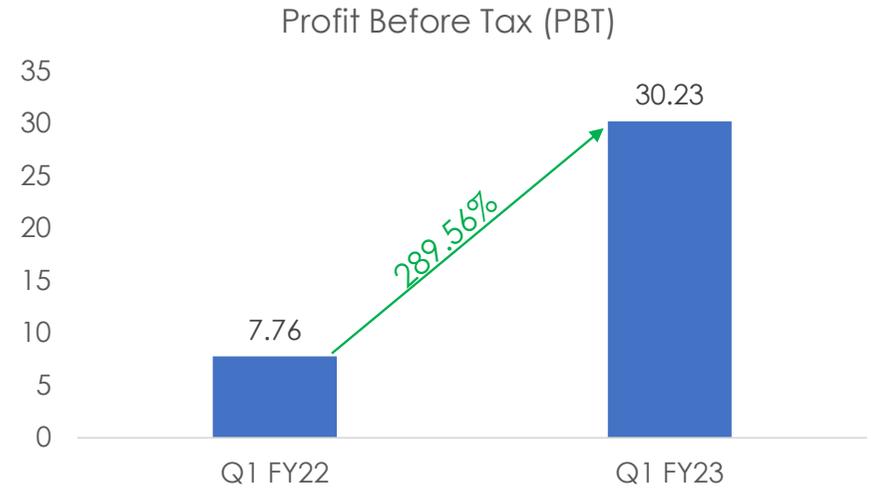
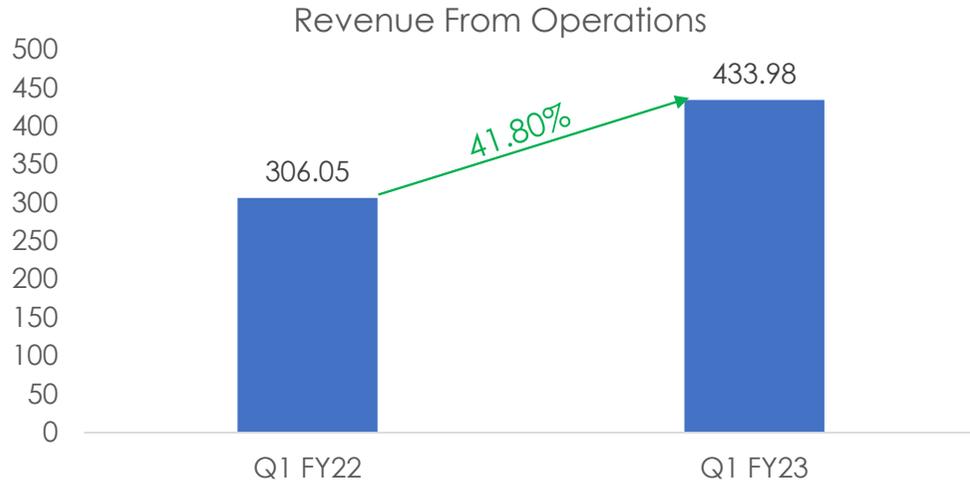
Key Financial Highlights – Q1 FY23 vs Q1 FY22 (Standalone)

All Value in INR in. Crores



Key Financial Highlights – Q1 FY23 vs Q1 FY22 (Consolidated)

All Value in INR in. Crores



Q1 FY23 Financial Performance Highlights (Standalone)

INR in. lakhs

	Q1 2022 (APR-JUN)	Q2 2022 (JUL-SEP)	Q3 2022 (OCT-DEC)	Q4 2022 (JAN-MAR)	Q1 2023 (APR-JUN)	FY22
Income – Standalone						
Revenue from Operations	29,275.24	37,601.57	37,947.57	38,320.88	41,457.01	1,43,145.26
Growth %	(30.45)%	28.44%	0.92%	0.98%	8.18%	7.13%
Other Operating Revenue	988.84	1,152.67	1,259.12	1,061.78	1,117.16	4,462.41
Other Income	388.08	222.61	77.98	40.56	283.51	729.23
Total Revenue	30,652.16	38,976.85	39,284.67	39,423.22	42,857.68	1,48,336.90
Profit from Operations						
Profit / (Loss) Before Tax	406.11	2,033.31	1,808.00	2,628.34	2,522.68	6,875.76
Profit / (Loss) from Operations before other Comprehensive Income	406.11	2,033.31	1,808.00	2,628.34	2,522.68	6,875.76
Other Comprehensive Income / (Expense)	5.57	(123.42)	(85.93)	114.21	(25.08)	(89.57)
Profit / (Loss) from Operations after other comprehensive Income	411.68	1,909.89	1,722.07	2,742.55	2,497.60	6,786.19
EBITDA						
Profit / (Loss) from Operations	411.68	1,909.89	1,722.07	2,742.55	2,497.60	6,786.19
Depreciation	2,126.03	1,864.34	1,972.87	1,927.47	1,947.66	7,890.71
Interest	732.63	860.70	538.95	519.36	446.92	2,651.64
EBITDA	3,270.34	4,634.93	4,233.89	5,189.38	4,892.18	17,328.54
Revenue from Operations	29,275.24	37,601.57	37,947.57	38,320.88	41,457.01	1,43,145.26
EBITDA % on Revenue from Operations	11.17%	12.33%	11.16%	13.54%	11.80%	12.11%

Q1 FY23 Financial Performance Highlights (Standalone)

INR in. lakhs

	Q1 2022 (APR-JUN)	Q2 2022 (JUL-SEP)	Q3 2022 (OCT-DEC)	Q4 2022 (JAN-MAR)	Q1 2023 (APR-JUN)	FY22
CASH PROFIT						
EBITDA	3,270.34	4,634.93	4,233.89	5,189.38	4,892.18	17,328.54
Less : Interest	732.63	860.70	538.95	519.36	446.92	2,651.64
Less : Tax Expense	166.90	677.22	447.41	990.47	921.52	2,282.00
Cash Profit	2,370.81	3,097.01	3,247.53	3,679.55	3,523.74	12,394.90
FREE CASH FLOW						9,818.55
Borrowings – Standalone						
Long Term Borrowings	21,609.33	14,245.30	10,041.34	7,757.95	6,500.00	7,757.95
Working Capital Borrowings	4,539.37	7,771.99	7,327.11	4,887.09	7,366.53	4,887.09
Total Borrowings	26,148.70	22,017.29	17,368.45	12,645.04	13,866.53	12,645.04

Q1 FY23 Financial Performance Highlights (Consolidated)

INR in. lakhs

	Q1 2022 (APR-JUN)	Q2 2022 (JUL-SEP)	Q3 2022 (OCT-DEC)	Q4 2022 (JAN-MAR)	Q1 2023 (APR-JUN)	FY22
Income – Standalone						
Revenue from Operations	30,604.51	39,559.86	39,473.72	40,368.79	43,398.18	1,50,006.88
Growth %	(28.78)%	29.26%	(0.22)%	2.27%	7.50%	10.39%
Other Operating Revenue	988.84	1,152.67	1,259.12	1,061.78	1,117.16	4,462.41
Other Income	398.22	237.42	96.88	149.54	301.13	882.06
Total Revenue	31,991.57	40,949.95	40,829.72	41,580.11	44,816.47	1,55,351.35
Profit from Operations						
Profit / (Loss) Before Tax	776.16	2,271.89	2,253.81	2,726.08	3,022.86	8,027.94
Profit / (Loss) from Operations before other Comprehensive Income	776.16	2,271.89	2,253.81	2,726.08	3,022.86	8,027.94
Other Comprehensive Income / (Expense)	49.86	(63.47)	(43.89)	224.55	172.64	167.05
Profit / (Loss) from Operations after other comprehensive Income	826.02	2,208.42	2,209.92	2,950.63	3,195.50	8,194.99
EBITDA						
Profit / (Loss) from Operations	826.02	2,208.42	2,209.92	2,950.63	3,195.50	8,194.99
Depreciation	2,209.46	1,968.30	2,016.24	1,989.90	2,017.61	8,183.90
Interest	773.70	875.09	554.77	524.67	452.40	2,728.23
EBITDA	3,809.18	5,051.81	4,780.93	5,465.20	5,665.51	19,107.12
Revenue from Operations	30,604.51	39,559.86	39,473.72	40,368.79	43,398.18	1,50,006.88
EBITDA % on Revenue from Operations	12.45%	12.77%	12.11%	13.54%	13.05%	12.74%

Q1 FY23 Financial Performance Highlights (Consolidated)

INR in. lakhs

	Q1 2022 (APR-JUN)	Q2 2022 (JUL-SEP)	Q3 2022 (OCT-DEC)	Q4 2022 (JAN-MAR)	Q1 2023 (APR-JUN)	FY22
CASH PROFIT						
EBITDA	3,809.18	5,051.81	4,780.93	5,465.20	5,665.51	19,107.12
Less : Interest	773.70	875.09	554.77	524.67	452.40	2,728.23
Less : Tax Expense	183.88	762.03	489.03	1059.76	954.74	2,494.70
Cash Profit	2,851.60	3,414.69	3,737.13	3,880.77	4,258.37	13,884.19
FREE CASH FLOW						11,225.83
Borrowings – Consolidated						
Long Term Borrowings	21,609.33	14,245.30	10,041.34	7,757.95	6,500.00	7,757.95
Working Capital Borrowings	4,640.64	8,001.14	7,494.59	5,048.39	7,440.09	5,048.39
Total Borrowings	26,249.97	22,246.44	17,535.93	12,806.34	13,940.09	12,806.34

Select Recent Product Launches

FY23 Product Launch

2W - Clusters



TVS

(iQube – EV 7" TFT) 



TVS

(Ronin)



LCV - Cluster



TATA Motors

(TATA Ace) EV



Industrial -
Exports



GENERAC - USA

(Skyfall Oil Pump)



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