

PL/SEC/TGT/2020-2021/128
Thursday, 25th March, 2021

👤 CUSTOMERS 👤 EMPLOYEES 👤 SHAREHOLDERS 👤 SUPPLIERS

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**

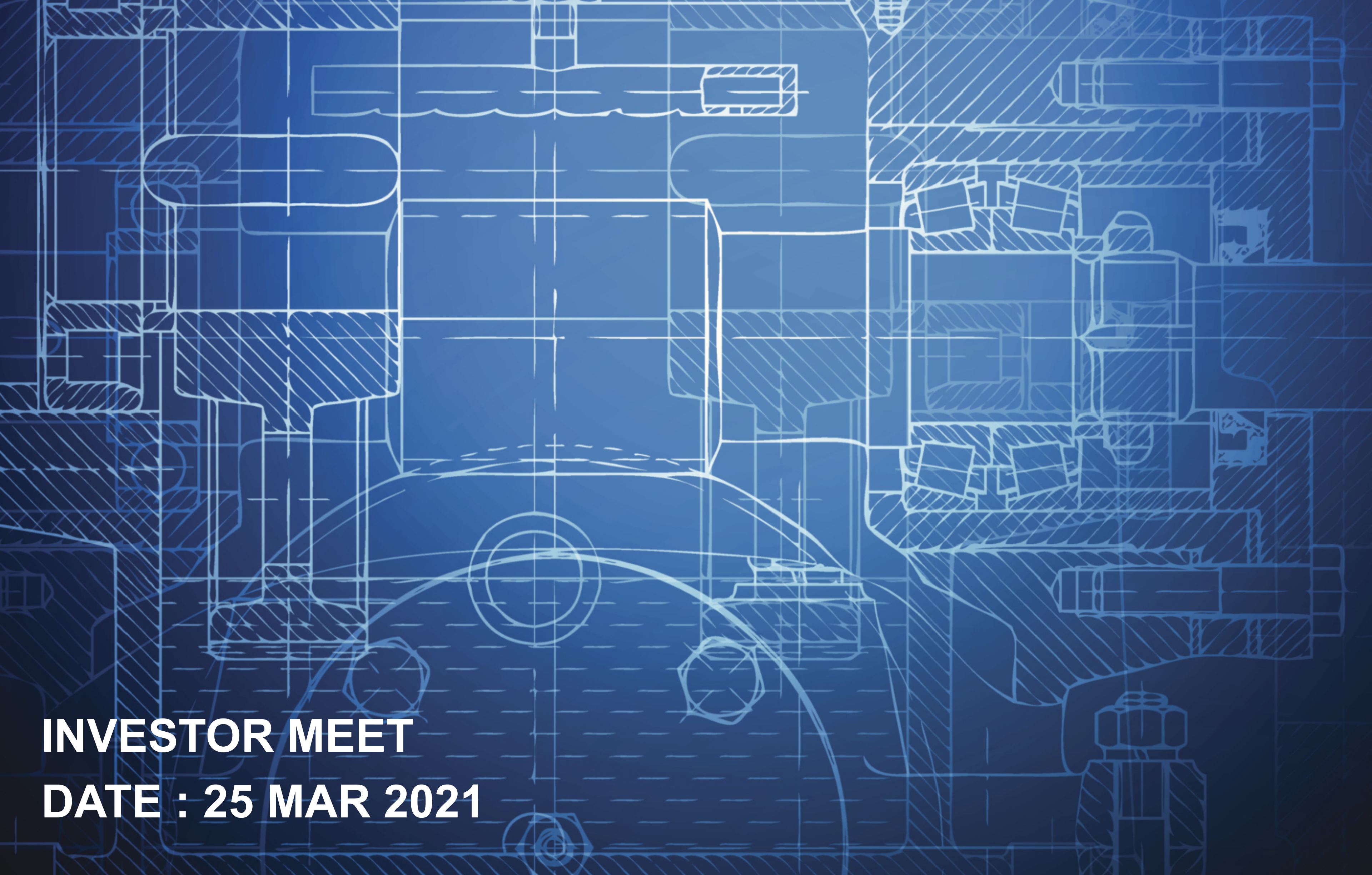
Pursuant to Regulation 30(6) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we herewith submit the presentation to be used for the Investor Conference call, to be held today, 25th March 2021.

This is for your information and records.

Thanking you

Yours faithfully,
For Pricol LimitedT.G.Thamizhanban
Company Secretary
ICSI M.No: F7897

Encl: as above



INVESTOR MEET
DATE : 25 MAR 2021

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.

Pricol Corporate Profile

- Pricol Limited commenced operations in 1974 with headquarters in Coimbatore, India
- 10 Manufacturing Locations
 - 9 Manufacturing Locations in India
 - 1 Manufacturing Location in Indonesia
- 2 International Offices in Tokyo & Singapore

Turn Over Details (In Lakhs)

FY 2019-20 : 114200

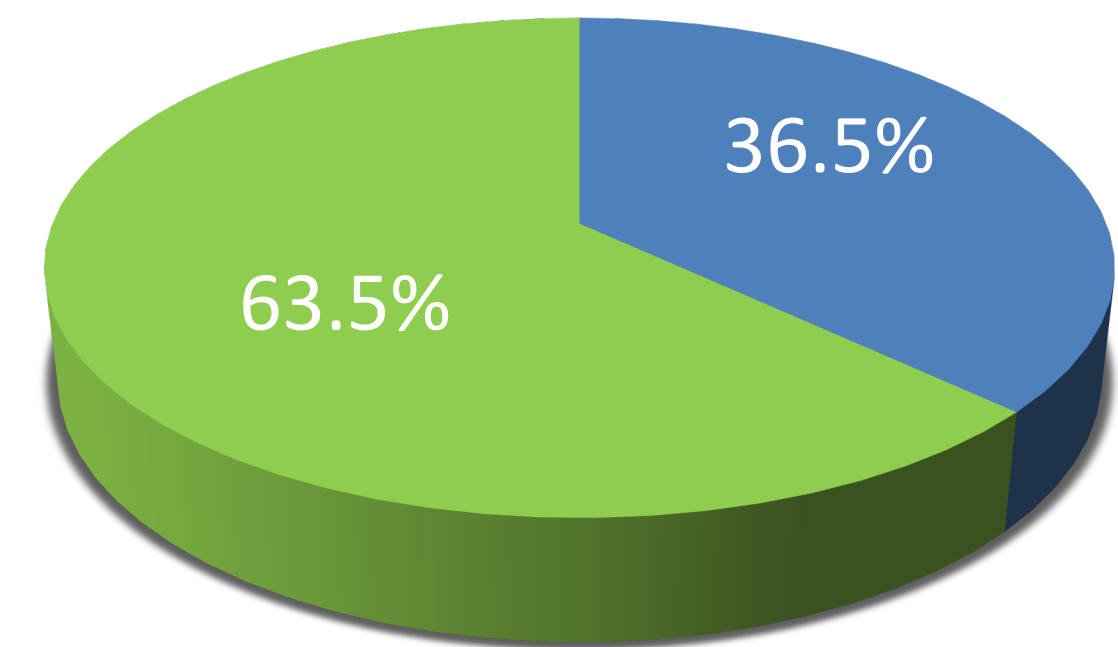
FY 2020-21 (Apr to Dec) : 91467

Pricol Limited



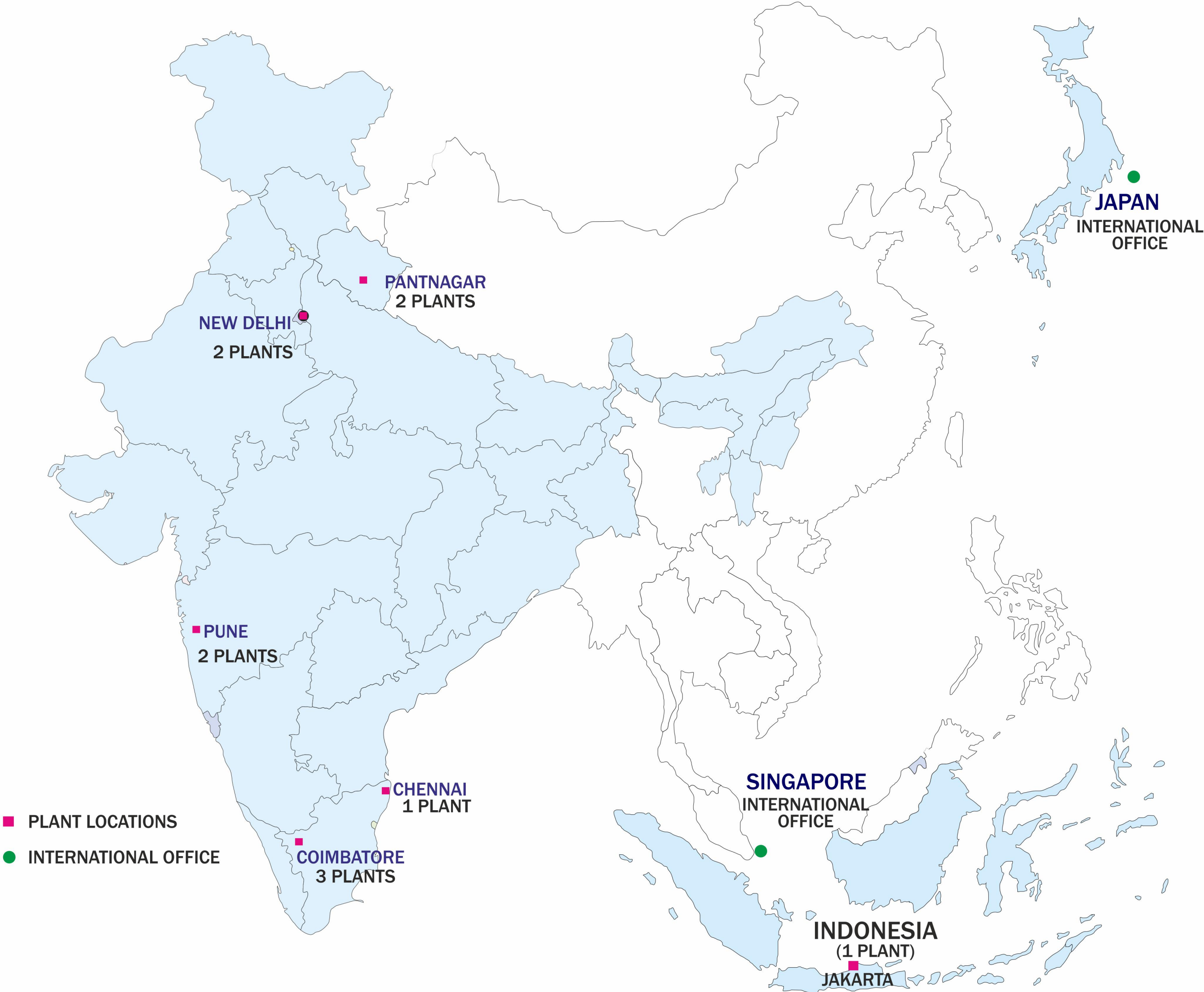
- IATF 16949:2016
- ISO 14001:2015
- ISO 45001:2018.
(Obtained ISO 9001 in the year 1993)

Share Holding Pattern – December 31, 2020



■ Promoter Family ■ Public

Global Presence



Product Verticals

Driver Information System



Connected Clusters

Sensors & Switches



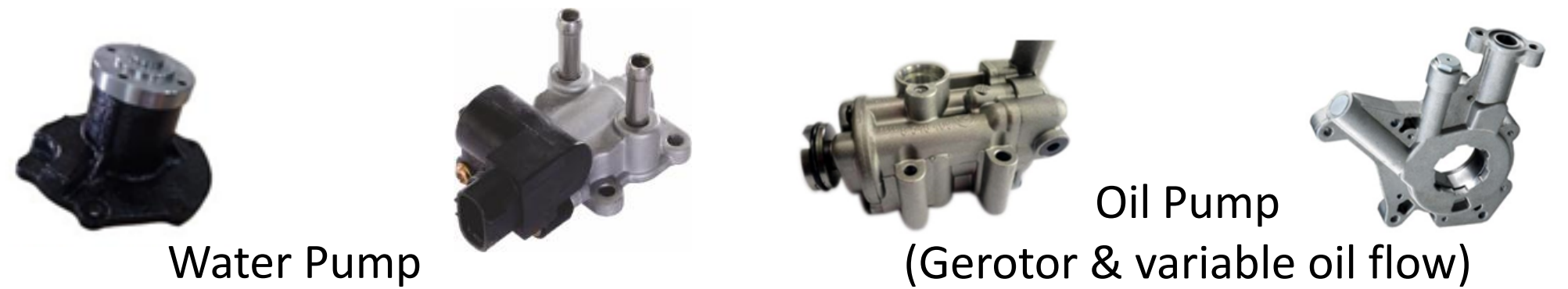
TFR Type Fuel Level Sensor

Reed Type Fuel Level Sensor

Speed Sensor

Camshaft/ Crankshaft position sensor

Pumps & Mechanical Products



Water Pump

Oil Pump (Gerotor & variable oil flow)

Telematics (Connected Vehicle Solutions)



Auto Electrical Products



Wiping Systems

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)
Revenue from Operations	91,521.03	87,566.14
Growth %	4.52%	-10.76%
Other Operating Revenue	3,770.58	4,738.12
Other Income	670.07	304.29
Total Revenue	95,961.68	92,608.55

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%

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)

Standalone Balance Sheet as on 31st December 2020

Rs. In Lakhs

Particulars	31-12-2020 Lakhs	31-3-2020 Lakhs
I. ASSETS		
(1) Non-current Assets		
(a) Property, Plant and Equipment	36,230.59	39,569.95
(b) Right of Use	3,006.76	3,307.93
(c) Capital Work-in-progress	1,744.62	2,025.41
(d) Investment Property	1,739.68	951.74
(e) Goodwill	9,185.55	9,934.00
(f) Other Intangible assets	12,748.21	14,036.10
(g) Intangible Assets under Development	-	35.03
(h) Financial Assets		
i) Investments	5,146.90	4,671.90
ii) Others	651.83	599.65
(i) Other Non-Current Assets	4,727.02	5,907.95
Total Non-current Assets	75,181.16	81,039.66
(2) Current Assets		
(a) Inventories	23,640.87	17,066.02
(b) Financial Assets		
i) Investments	-	470.94
ii) Trade Receivables	17,555.28	16,927.96
iii) Cash and Cash equivalents	8,643.98	233.11
iv) Bank Balances other than (iii) above	1,181.22	1,256.95
v) Loans	-	175.00
vi) Others	168.03	99.87
(c) Other Current Assets	1,993.20	1,532.81
Total Current Assets	53,182.58	37,762.66
TOTAL ASSETS	128,363.74	118,802.32

Standalone Balance Sheet as on 31st December 2020

Rs. In Lakhs

Particulars	31-12-2020 Lakhs	31-3-2020 Lakhs
II. EQUITY AND LIABILITIES		
(1) Equity		
(a) Equity Share Capital	1,218.81	947.97
(b) Other Equity	50,981.66	41,978.38
Total Equity	52,200.47	42,926.35
(2) Non-current Liabilities		
(a) Financial Liabilities		
i) Borrowings	19,289.33	20,410.09
ii) Others	3,177.71	2,791.70
(b) Provisions	997.95	1,023.17
(c) Deferred Tax Liabilities (Net)	4,869.03	5,189.85
(d) Other Non-current Liabilities	3.23	12.02
Total Non-current Liabilities	28,337.25	29,426.83
(3) Current Liabilities		
(a) Financial Liabilities		
i) Borrowings	3,427.27	8,819.84
ii) Trade Payables		
- Total Outstanding dues of Micro Enterprises and Small Enterprises	1,440.30	87.68
- Total Outstanding dues of creditors other than Micro Enterprises and Small Enterprises	30,866.96	26,334.80
iii) Others	9,820.39	9,873.25
(b) Other Current Liabilities	1,692.09	919.70
(c) Provisions	579.01	413.87
Total Current Liabilities	47,826.02	46,449.14
TOTAL EQUITY AND LIABILITIES	128,363.74	118,802.32

Standalone Borrowings

Rs. In Lakhs

	As on	As on	Increase /
Particulars	31.12.2020	28.02.2021	(Decrease)
Long Term Borrowings	24,419.27	23,140.67	(1,278.60)
Short Term Borrowings	3,427.26	3,391.59	(35.67)
TOTAL	27,846.53	26,532.26	(1,314.27)

Consolidated Borrowings

Rs. In Lakhs

	As on	As on	Increase /
Particulars	31.12.2020	28.02.2021	(Decrease)
Long Term Borrowings	26,258.05	24,851.94	(1,406.11)
Short Term Borrowings	3,683.86	3,428.57	(255.29)
TOTAL	29,941.91	28,280.51	(1,661.40)

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%

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 (ME Tool Sales)				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

New Products: Fuel Pump Module – 2W



Fuel Pump Module for multiple 2W models

Customers: Domestic 2W OEMs

Manufacturing Locations: Manesar & Coimbatore

New Products: Connected Clusters – 2W

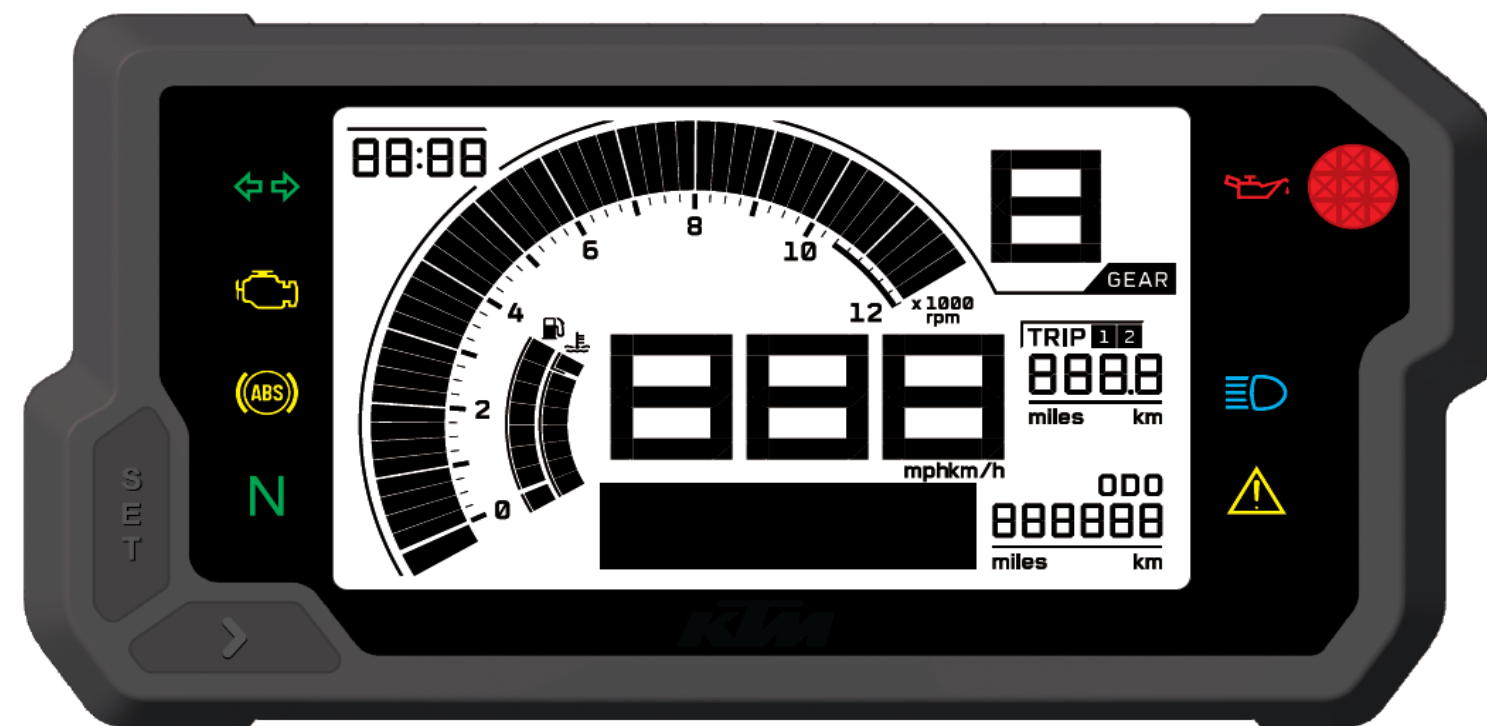


Next Generation Connected Clusters for multiple models of 2W EV and non -EV

Customer : Domestic 2W OEM

Manufacturing Location: Coimbatore & Pantnagar

New Products: Digital Cluster – 2W



Next Generation Digital Clusters for multiple models of 2W

Customer : Domestic 2W OEM

Manufacturing Location: Manesar & Pune

New Products: Digital Cluster – 2W

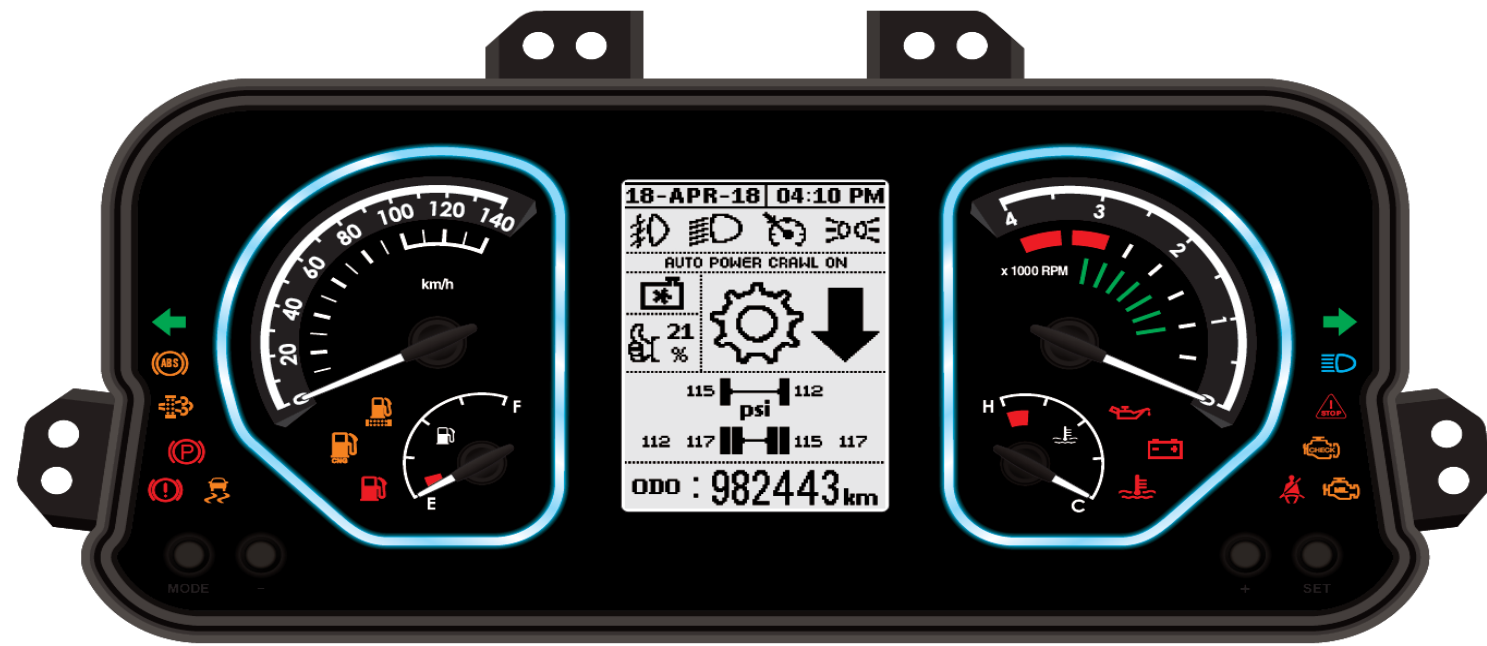


Next Generation Digital Clusters for multiple models of 2W

Customer : Domestic 2W OEM

Manufacturing Location: Manesar & Pantnagar

New Products: Digital Clusters – Commercial Vehicles



Next Generation Digital Commercial Vehicle Clusters

Customer : Domestic CV OEMs

Manufacturing Location: Coimbatore, Manesar & Pune

New Business: Digital Cluster – Commercial Vehicles



Next Generation Digital Commercial Vehicle Clusters

Customer : Domestic CV OEMs

Manufacturing Location: Pantnagar.

New Products: Digital Clusters – Passenger Vehicles

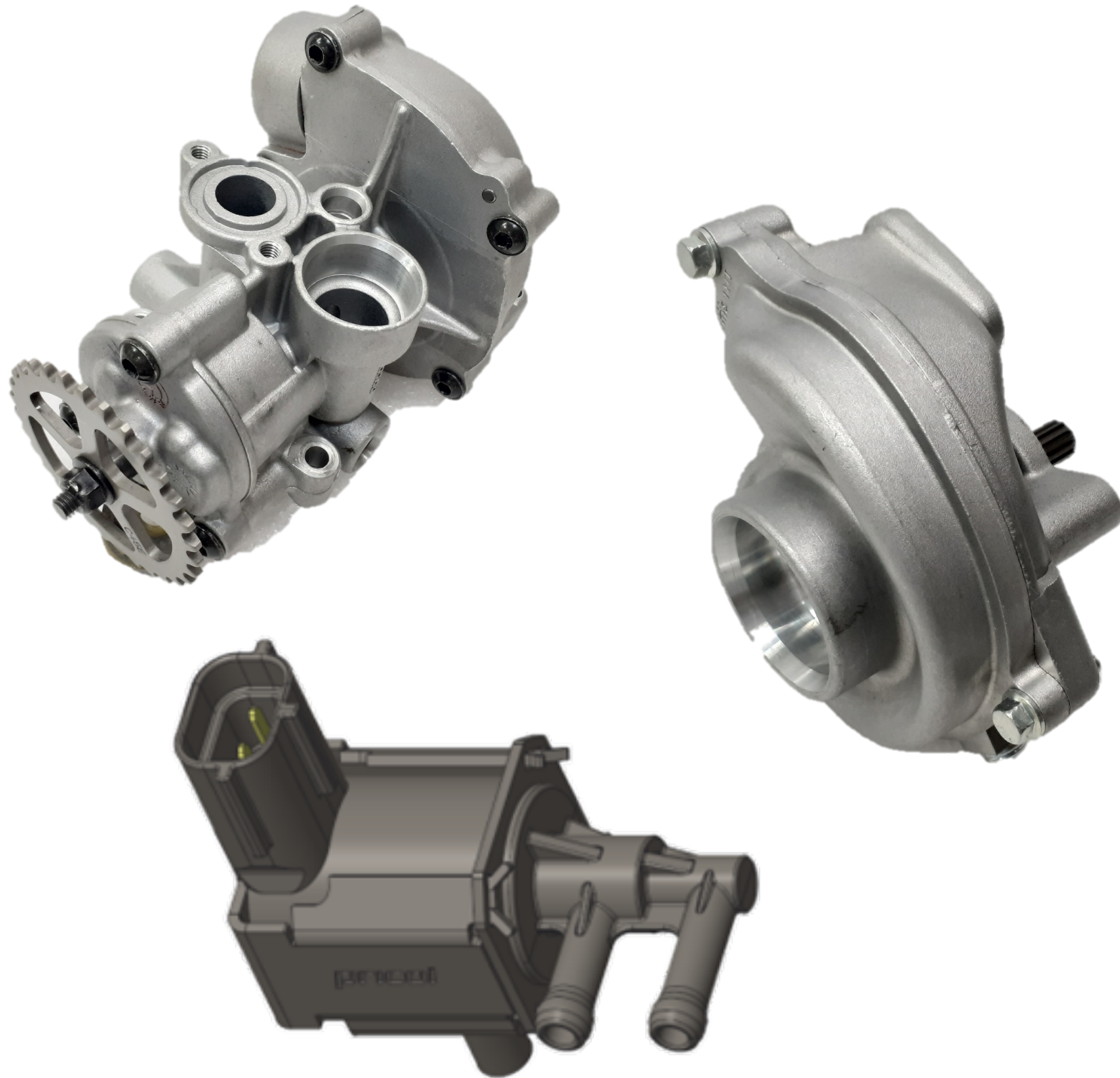


Next Generation Digital Passenger Vehicle Clusters

Customer : Domestic PV OEM

Manufacturing Location: Pune

New Products: Oil Pumps, Water Pumps & Valves



Oil Pumps, Water pumps and Purge Valve
for motorcycles and off-road vehicles

Customer : International and Domestic
OEMs

Manufacturing Location: Coimbatore

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