

# PRICOL LIMITED – INVESTOR PRESENTATION

OCTOBER 28, 2016



**PRICOL LIMITED**  
*Passion to Excel*

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## Key Financial Highlights - Q2 (FY 2016-17)

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- Standalone Total Income from Operations (Net) for this quarter (July - Sept 2016) grows by 35.7% Q-o-Q stood at INR 3332.66 Million as against INR 2455.04 Million in the same period last year.
- Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) margins for Q2 FY 2016-17 stood at 12.0% as against 6.6% in the same period last year.
- Net Profit after taxes (PAT) for the Q2 FY 2016-17 was INR 195.64 Million as against INR 27.77 Million in the same period last year.

# Key Business Highlights

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- Indian Automotive sector sales has grown by 13.8% during the Q2 FY 2016-17. Pricol has grown 35.7% in the same period;
- Growth in revenue has been primarily due to:
  - Growth in 2W Market in Q2 FY 2016-17 by 14.2% against Q2 2015-16;
  - Gain in market share in Driver Information Systems for 2W and CVs;
  - Sustained efforts, due to which Pricol has increased productivity while keeping costs under control.

*Source: Society of Indian Automobile Manufacturers (SIAM)*



## Standalone Financials at a Glance – Q2 (FY 2016-17)

₹ in Million

Particulars	Q2 FY17 [A]	Q2 FY16 [B]	Var. [A-B]	Q1 FY17 [C]	Var. [A-C]	FY 2015-16
Net Sales	3,205.89	2,336.76	869.14	3,067.53	138.36	10,804.49
Total Income from Operations	3,332.66	2,455.04	877.63	3,186.76	145.90	11,265.10
EBITDA	400.35	161.64	238.71	389.48	10.86	1,132.59
<i>EBITDA Margin (%)</i>	<i>12.0%</i>	<i>6.6%</i>		<i>12.2%</i>		<i>10.1%</i>
Finance Costs	15.73	25.77	(10.03)	14.63	1.11	93.12
PBT Before Exceptions	308.05	61.71	246.35	304.33	3.72	701.68
PBT After Exceptions	308.05	35.05	273.00	309.67	(1.62)	601.52
<i>PBT Margin (%)</i>	<i>9.2%</i>	<i>1.4%</i>		<i>9.7%</i>		<i>5.3%</i>
PAT	195.64	27.77	167.87	221.80	(26.16)	431.97
<i>PAT Margin (%)</i>	<i>5.9%</i>	<i>1.1%</i>		<i>7.0%</i>		<i>3.8%</i>
<b>Earnings Per Share (in ₹)</b>	<b>2.06</b>	<b>0.29</b>		<b>2.34</b>		<b>4.56</b>



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# Standalone Financials at a Glance – H1 (FY 2016-17)

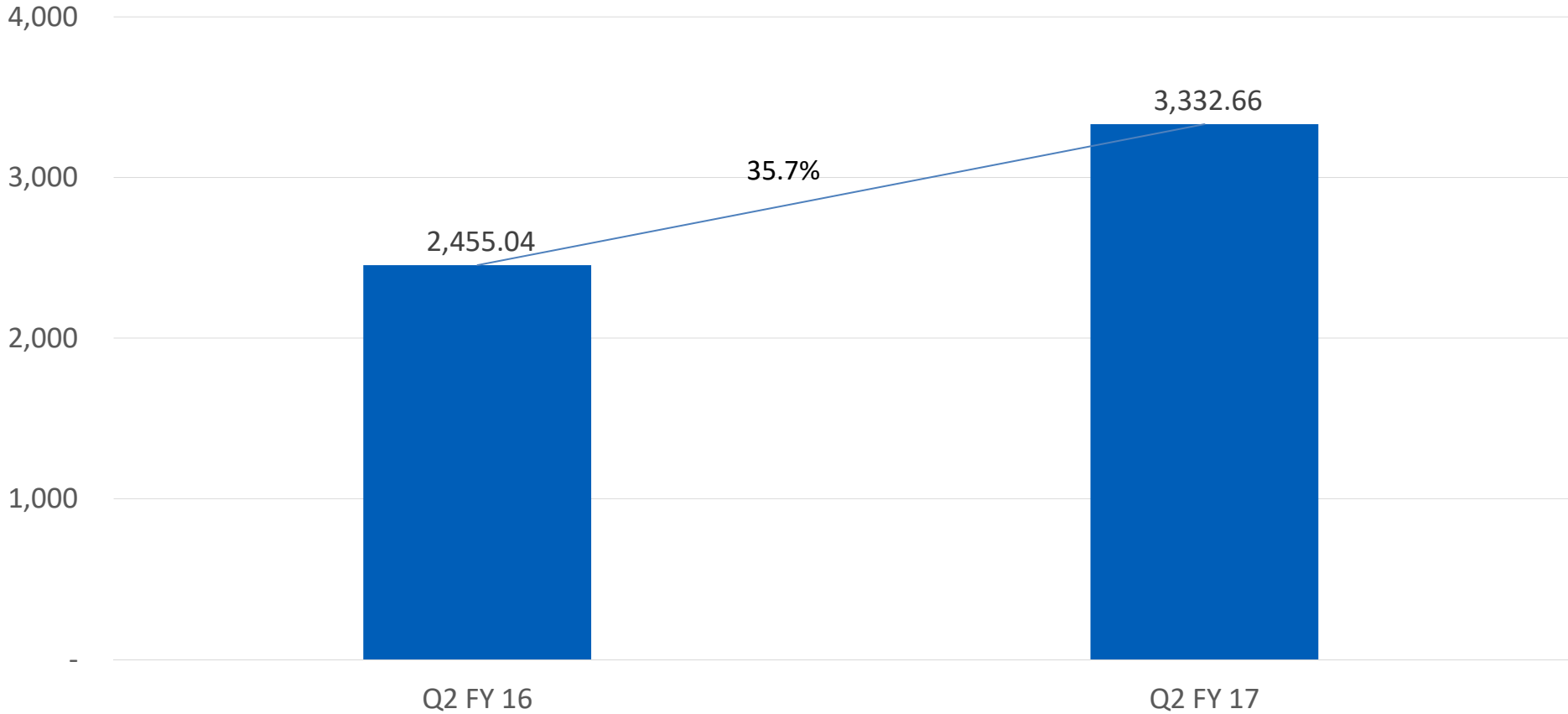
₹ in Million

Particulars	H1 FY 17 [A]	H1 FY 16 [B]	Variance [A-B]	FY 2015-16
Net Sales	6,273.42	4,511.40	1,762.02	10,804.49
Total Income from Operations	6,519.43	4,756.05	1,763.38	11,265.10
EBITDA	789.83	291.31	498.52	1,132.59
<i>EBITDA Margin (%)</i>	<i>12.1%</i>	<i>6.1%</i>		<i>10.1%</i>
PBT Before Exceptions	612.38	89.97	522.42	701.68
PBT After Exceptions	617.72	57.97	559.75	601.52
<i>PBT Margin (%)</i>	<i>9.5%</i>	<i>1.2%</i>		<i>5.3%</i>
PAT	417.44	44.17	373.27	431.97
<i>PAT Margin (%)</i>	<i>6.4%</i>	<i>0.9%</i>		<i>3.8%</i>
<b>Earnings Per Share (in ₹)</b>	<b>4.40</b>	<b>0.47</b>		<b>4.56</b>

# Financial Summary (FY 2016-17)

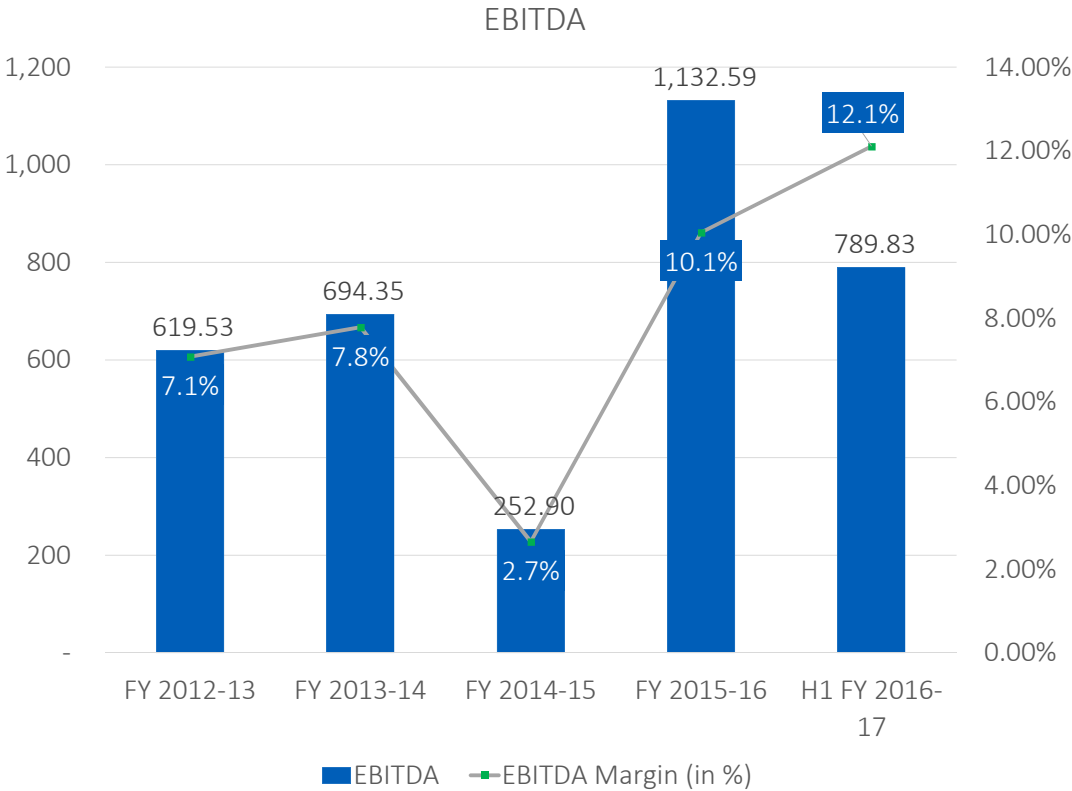
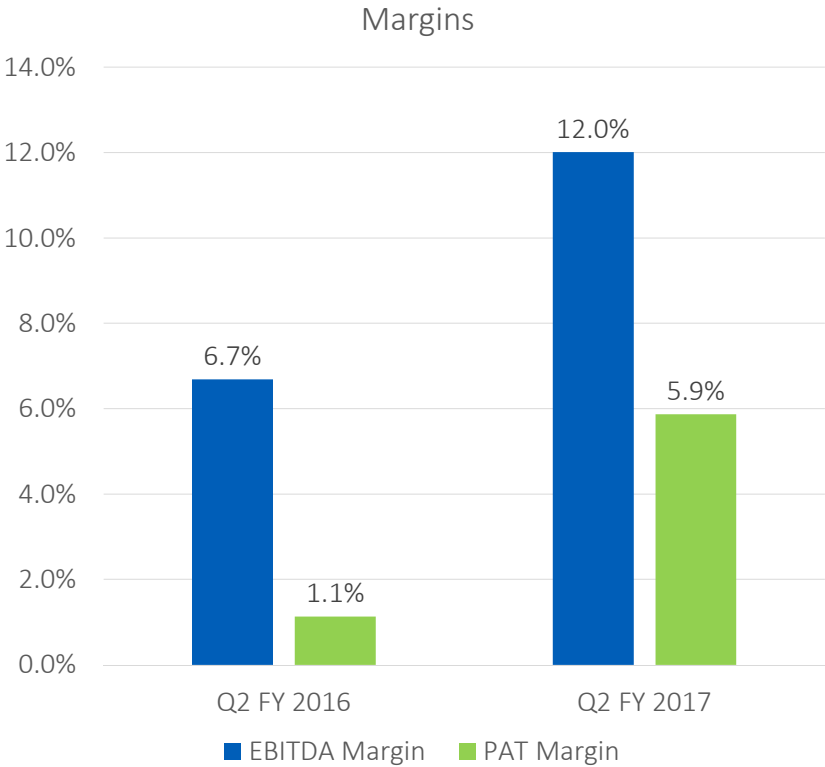
₹ in Millions

### Total Income from Operations (Net)



# Financial Summary (FY 2016-17)

₹ in Millions





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# QUESTIONS



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# THANK YOU



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