

PRICOL LIMITED – INVESTOR PRESENTATION

Q1 (Apr-Jun) FY 2016-17

AUGUST 5, 2016



PRICOL LIMITED
Passion to Excel

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Vision and Mission

STAKE HOLDERS



CUSTOMERS



EMPLOYEES



SHAREHOLDERS



SUPPLIERS

VISION

We will strive to attain *leadership* and *excellence* in all the products and services that we provide, through *socially* and *environmentally* acceptable means.

MISSION

Be Dynamic: Constantly innovate and find better ways to deliver value to our customers

Constantly Evolve: Improve in every sphere of our activity

Work Passionately: To enhance value to our customers, employees, suppliers and shareholders

Be Sustainable: Care for the society and environment around us

Core Values

Pricol is built on generating value and propelling positive change. We are transformative; hence, our communication platforms should adhere to creating value for all our stakeholders, i.e. customers, employees, shareholders and suppliers, providers and the communities we are engaged in. We must take care to remain sensitive to our core belief system and must not compromise on consistently delivering value.

Passion

Whatever we do, we do it from the bottom of our heart.

Respect

We respect those who add value to our lives.

Integrity

We never compromise on our values.

Collaborate

We believe in working towards a unified goal.

Ownership

We take responsibility for all our actions.

Listen

We listen to both the spoken and unspoken before we act.

Key Financial Highlights - Q1 (FY 2016-17)

- Standalone Total Income from Operations for this quarter (April - June 2016) grows by 38.5% Q-o-Q stood at INR 3186.76 Million as against INR 2301.01 Million in the same period last year.
- Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) margins for Q1 FY 2016-17 stood at 12.2% as against 5.6% in the same period last year.
- Net Profits after taxes stood at INR 221.80 Million as against INR 16.40 Million in the same period last year.

Key Business Highlights - Q1 (FY 2016-17)

- Automotive sector has grown 13.4% during the Q1 2016-17. Pricol has grown 38.5% in the same period
- Growth in revenue has been primarily due to:
 - Growth in 2W Scooter Market in Q1 2016-17 by 27.1% against Q1 2015-16
 - Gain in market share in 2W Driver Information Systems & Off-road Vehicles Asset Management Solutions
- Sustained efforts to increase productivity while keeping costs under control

Standalone Financials at a Glance - Q1 (FY 2016-17)

₹ in Million

Particulars	Q1 FY 17	Q1 FY 16	Variance	Q4 FY 16	Variance	FY 2015-16
Net Sales	3,067.53	2,174.65	892.88	3,321.08	(253.55)	10,804.49
Total Income from Operations	3,186.76	2,301.01	885.75	3,428.53	(241.76)	11,265.10
EBITDA	389.48	129.89	259.59	483.85	(94.37)	1,136.54
EBITDA Margin (%)	12.2%	5.6%		14.1%		10.1%
Finance Costs	14.63	23.56	(8.93)	14.75	(0.12)	93.12
PBT Before Exceptions	304.33	28.26	276.07	355.77	(51.44)	701.68
PBT After Exceptions	309.67	22.96	286.71	355.77	(46.10)	601.52
PBT Margin (%)	9.7%	1.0%		10.4%		5.3%
PAT	221.80	16.40	205.40	220.66	1.13	431.97
PAT Margin (%)	7.0%	0.7%		6.4%		3.8%
Earnings Per Share (in ₹)	2.34	0.17		2.33		4.56

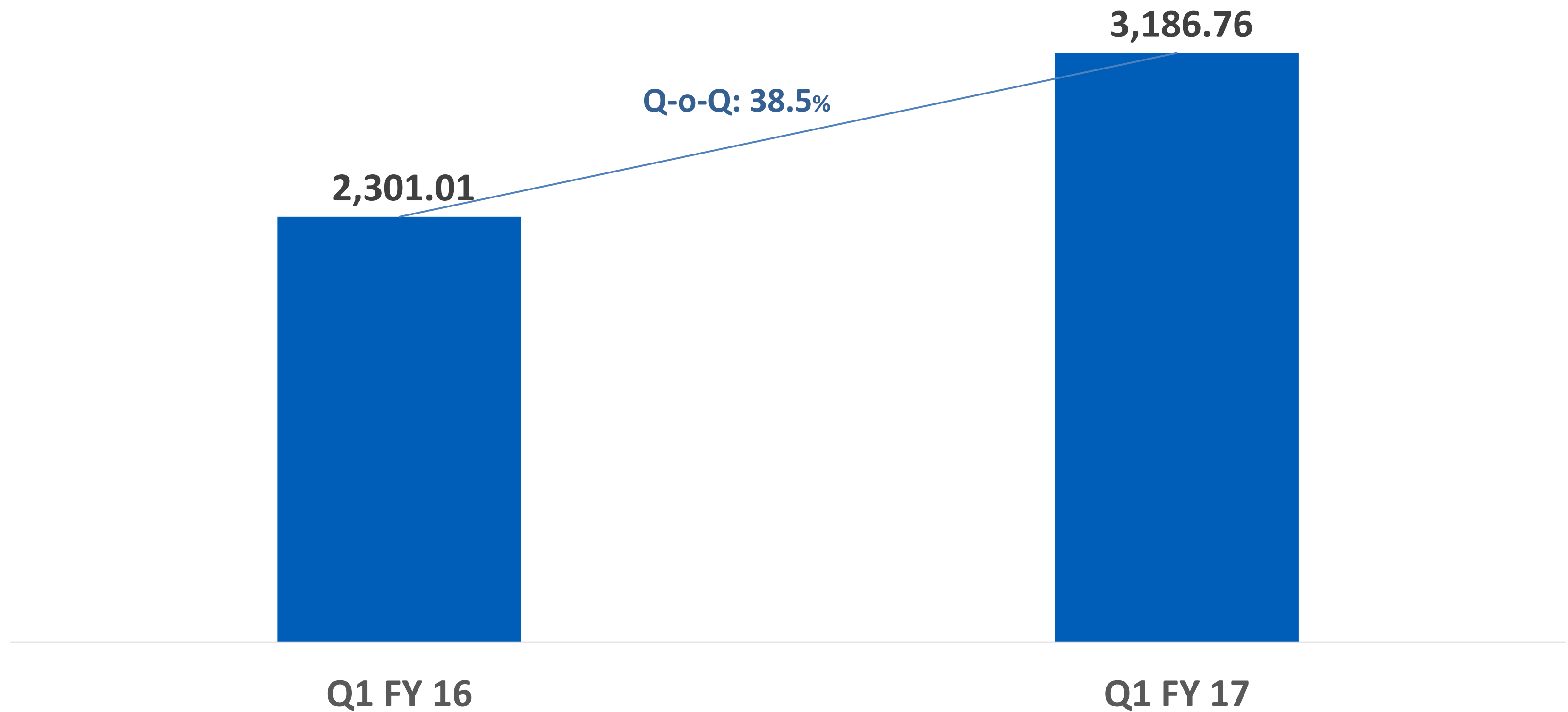


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Financial Summary Q1 (FY 2016-17)

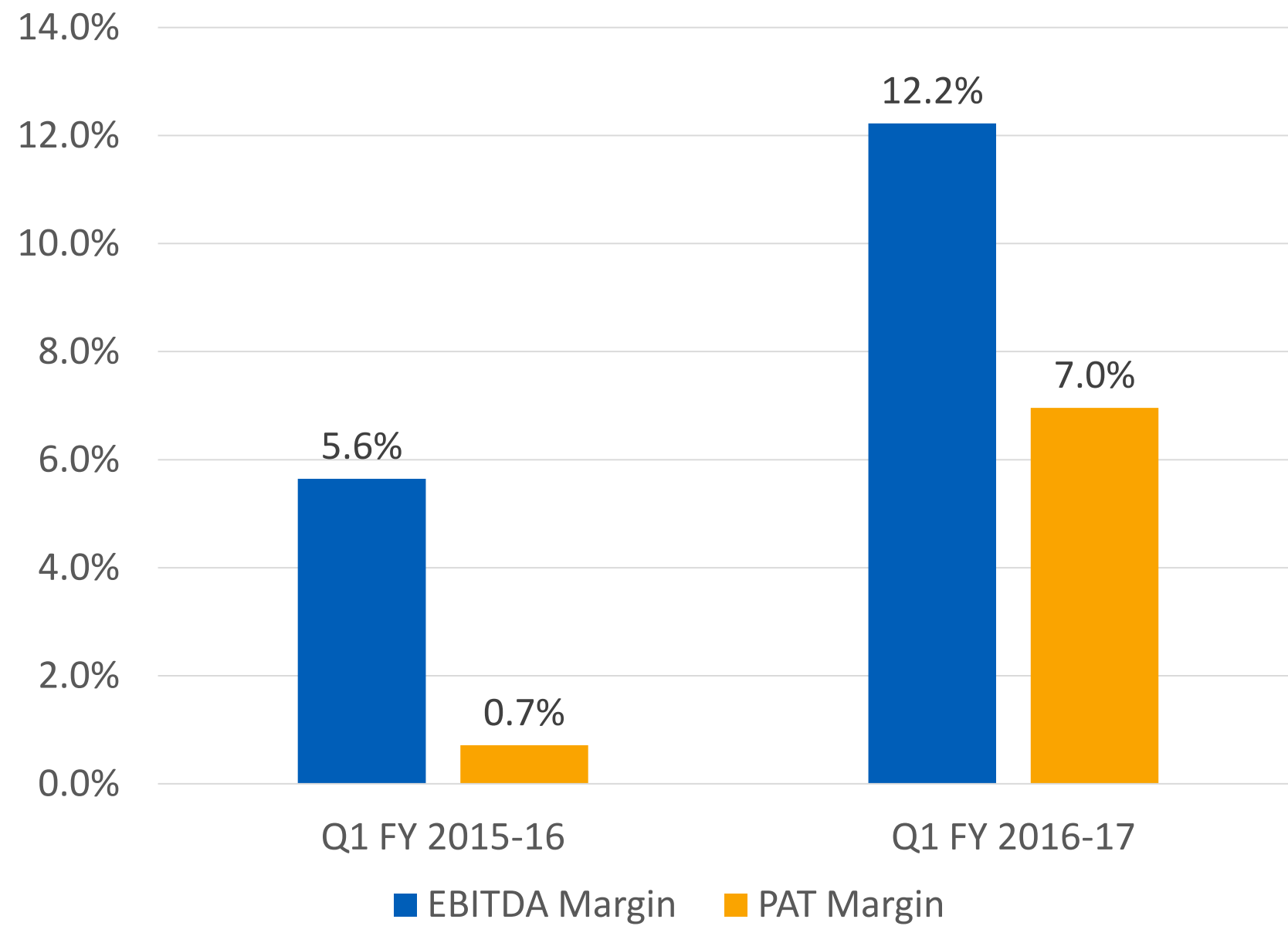
₹ in Million

Total Income from Operations

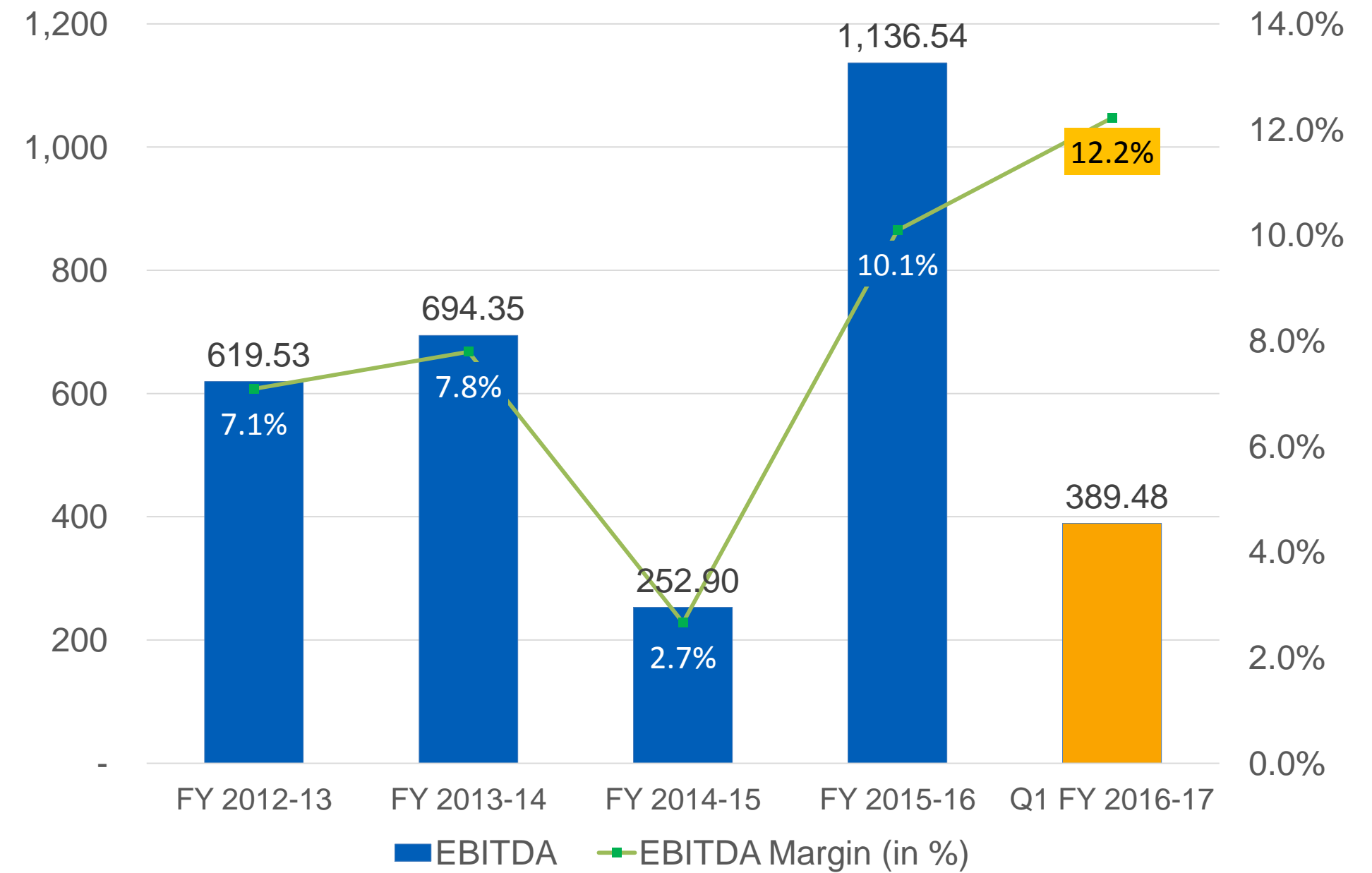


Financial Summary Q1 (FY 2016-17)

EBITDA , PAT Margins (%)



EBITDA (₹. Mn, %)



QUESTIONS

THANK YOU



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