

PL/SEC/TGT/2021-2022/119
Thursday, 10th February, 2022

Listing Department National Stock Exchange of India Limited “Exchange Plaza’, C-1, Block G Bandra-Kurla Complex, Bandra (E), Mumbai - 400051 Script Code: PRICOLLTD	Corporate Relationship Department BSE Limited 1 st Floor, New Trading Ring Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai 400 001 Script Code: 540293
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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 and nine months ended 31st December 2021, to be held today at 1500 (IST).

This is for your information and records.

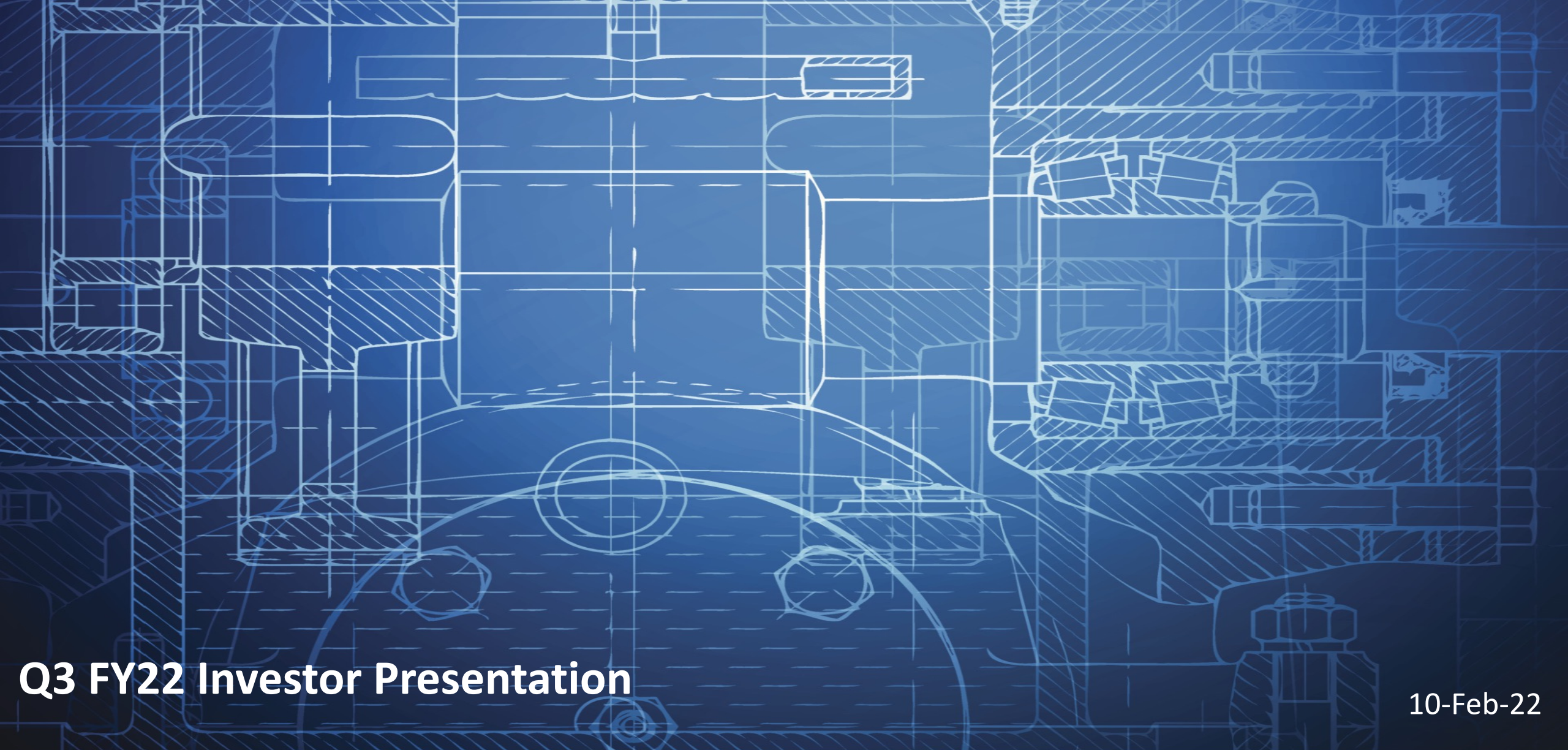
Thanking you

Yours faithfully,
For Pricol Limited


T.G.Thamizhanban
Company Secretary
ICSI M.No: F7897



Encl: As above



Q3 FY22 Investor Presentation

10-Feb-22



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.

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Corporate Profile

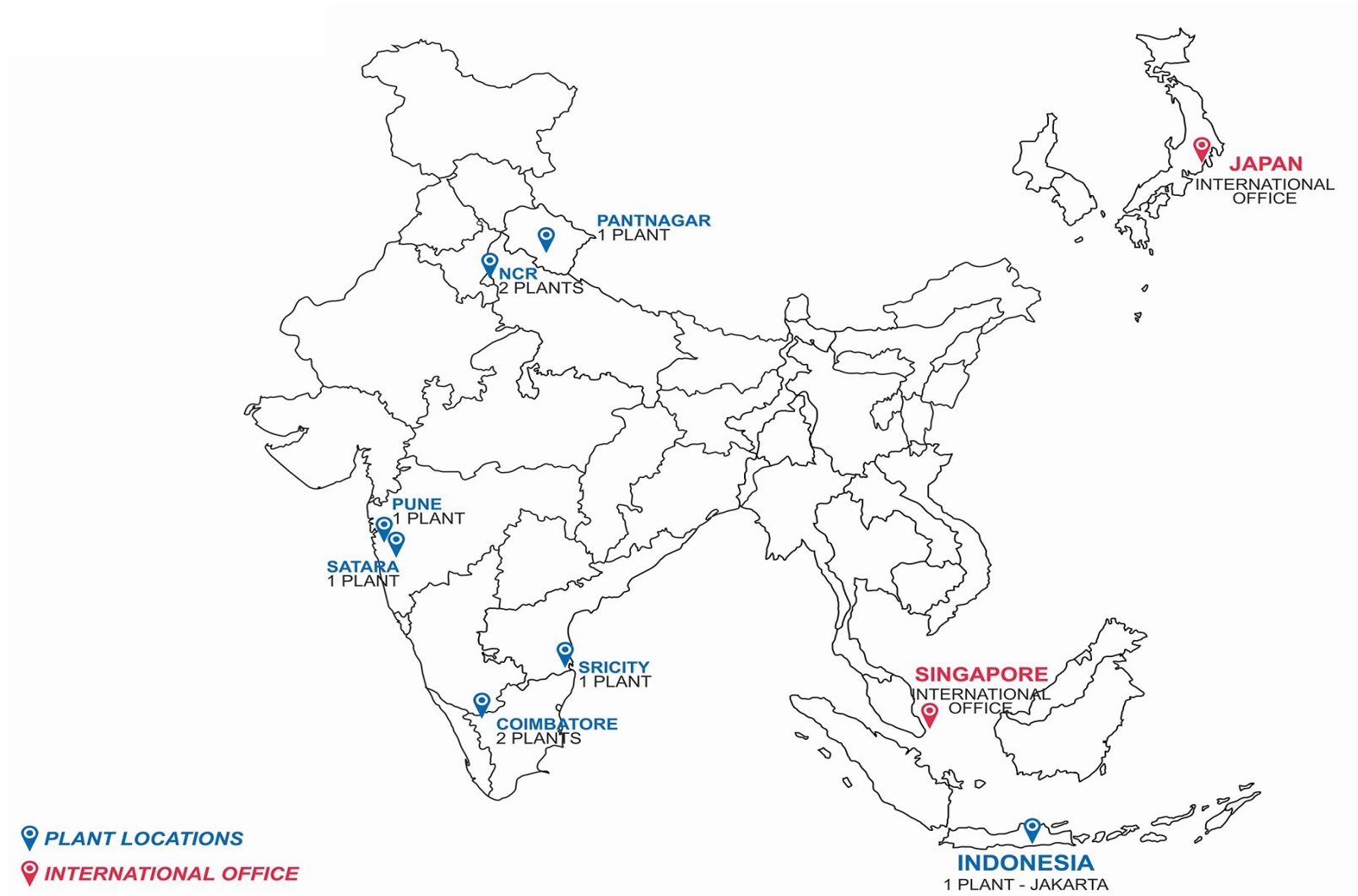
- Pricol Limited commenced operations in 1974 with headquarters in Coimbatore, India
- 9 Manufacturing Locations
 - 7 Manufacturing Plants in India
 - 1 Subsidiary Plant in Indonesia
 - 1 Subsidiary Plant in India
- 2 International Offices in Tokyo & Singapore
- 300+ Engineers; ~ 4.5% spend on total revenue for R&D



- IATF 16949:2016
- ISO 14001:2015
- ISO 45001:2018.

(Obtained ISO 9001 in the year 1993)

Our Presence



Product Verticals

A. Driver Information and Connected Vehicle Solutions

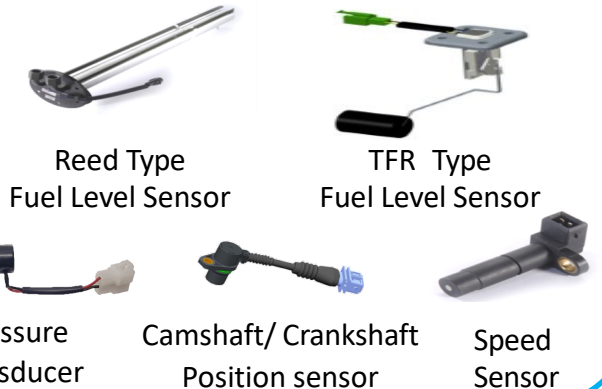
Instrument Clusters



Connected Vehicle Solutions



Sensors



Telematics

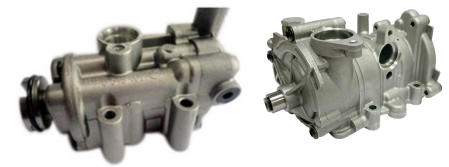


B. Actuation, Control and Fluid Management Systems

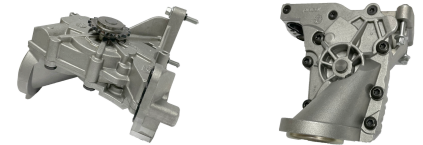
Water Pumps



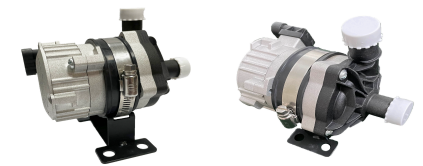
Oil Pumps



Variable displacement Oil pumps



Electrical coolant pumps



Cabin Tilting System



Wiping Systems



Electrical oil pump



Fuel Pump Module



Charge pump



E-Purge Valve



Fuel feed pump



Chain Tensioner



Our In-House Capabilities

Manufacturing Excellence

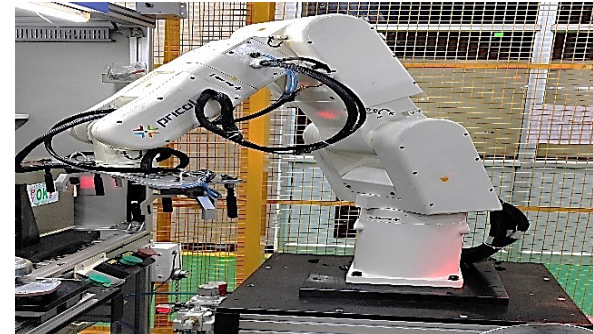
- PCB Assembly with SMT Lines
- Robotic Lines with EOL Testing
- State of the art Tool Room
- Plastic Injection Molding
- Pressure Die Casting
- Sintering
- Machine Building

Engineering Excellence

- 300+ Engineers
- Subject Matter Experts in Electronics (Hardware & Software), Mechanical and Electro-Mechanical domains
- ASPICE level 2 practices

Testing Excellence

- EMI – EMC
- Hil Lab
- Environment
- Endurance
- Product Reliability



Our Customers

TWO/THREE WHEELERS



FOUR WHEELERS



Our Customers

COMMERICAL VEHICLES



DAIMLER



TRACTORS



PRICOL LIMITED
Passion to Excel

Our Customers

OFF – ROAD VEHICLES



TATA HITACHI

Reliable solutions



ATV, INDUSTRIAL & OTHERS



DENSO

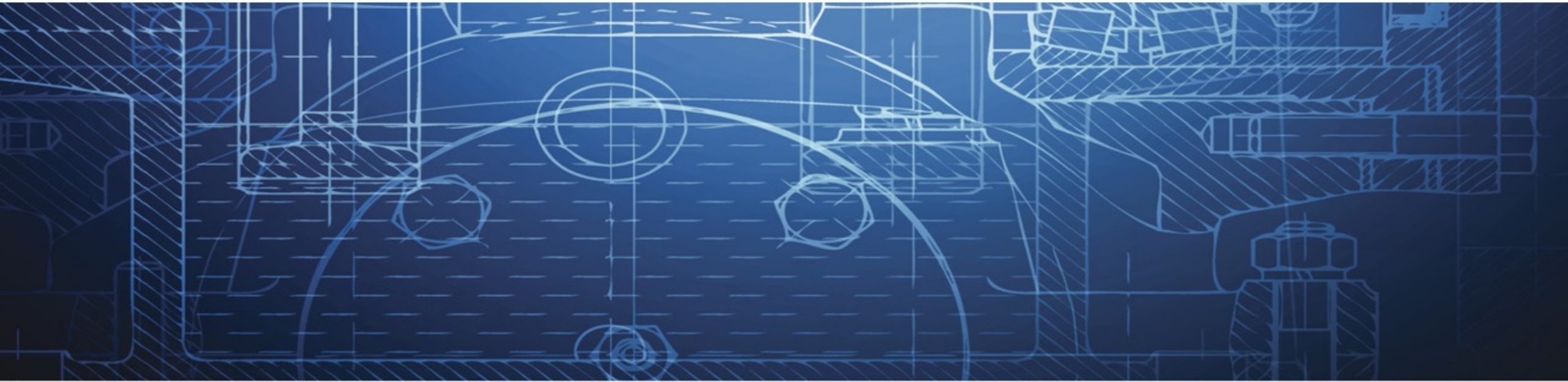


KOHLER
ENGINES



PRICOL LIMITED
Passion to Excel

Financials



Income – Standalone for the Quarter and Nine Months Ended 31st Dec 2021

Rs. In Lakhs

	2021-22 (Oct - Dec)	2020-21 (Oct - Dec)	2021-22 (Apr - Dec)	2020-21 (Apr - Dec)	2021-22 (Apr - Mar)
Revenue from Operations	37,947.57	43,894.83	1,04,824.38	91,521.03	1,33,615.33
Growth %	-13.55%		14.54%		
Other Operating Revenue	1,259.12	1,560.78	3,400.63	3,770.58	5,417.15
Other Income	77.98	26.88	688.67	670.07	748.68
Total Revenue	39,284.67	45,482.49	1,08,913.68	95,961.68	1,39,781.16

Profit from operations – Standalone for the Quarter and Nine Months Ended 31st Dec 2021

Rs. In Lakhs

	2021-22 (Oct - Dec)	2020-21 (Oct - Dec)	2021-22 (Apr - Dec)	2020-21 (Apr - Dec)	2020-21 (Apr - Mar)
Profit / (Loss) Before Tax	1,808.00	3,114.12	4,247.42	1,975.41	4,651.68
Add : Amortisation of Intangibles	570.17	570.17	1,704.30	1,704.30	2,262.07
Profit / (Loss) from Operations before other Comprehensive Income	2,378.17	3,684.29	5,951.72	3,679.71	6,913.75
Other Comprehensive Income / (Expense)	(85.93)	81.14	(203.78)	243.44	20.25
Profit / (Loss) from Operations	2,292.24	3,765.43	5,747.94	3,923.15	6,934.00

Profit from operations – Standalone for the Quarter and Nine Months Ended 31st Dec 2021

EBITDA

	2021-22 (Oct - Dec)	2020-21 (Oct - Dec)	2021-22 (Apr - Dec)	2020-21 (Apr - Dec)	Rs. In Lakhs 2020-21 (Apr - Mar)
Profit / (Loss) from Operations	2,292.24	3,765.43	5,747.94	3,923.15	6,934.00
Depreciation	1,402.70	1,707.62	4,258.94	5,191.58	6,832.97
Interest	538.95	1,145.16	2,132.28	3,186.06	4,052.86
EBITDA	4,233.89	6,618.21	12,139.16	12,300.79	17,819.83
Revenue from Operations	37,947.57	43,894.83	1,04,824.38	91,521.03	1,33,615.33
EBITDA % on Revenue from Operations	11.16%	15.08%	11.58%	13.44%	13.34%

Cash Profit and Free Cash Flow – Standalone for the Quarter and Nine Months Ended 31st Dec 2021

CASH PROFIT

	2021-22 (Oct - Dec)	2020-21 (Oct - Dec)	2021-22 (Apr - Dec)	2020-21 (Apr - Dec)	Rs. In Lakhs 2020-21 (Apr - Mar)
EBITDA	4,233.89	6,618.21	12,139.16	12,300.79	17,819.83
Less : Interest	538.95	1,145.16	2,132.28	3,186.06	4,052.86
Less : Tax Expense	447.41	1,208.02	1,291.53	891.71	3,198.55
Cash Profit	3,247.53	4,265.03	8,715.35	8,223.02	10,568.42

FREE CASH FLOW

	2021-22 (Oct - Dec)	2020-21 (Oct - Dec)	2021-22 (Apr - Dec)	2020-21 (Apr - Dec)	2020-21 (Apr - Mar)
Cash Profit	3,247.53	4,265.03	8,715.35	8,223.02	10,568.42
Less : Capex	1,227.30	707.97	1,902.84	1,926.05	2,967.04
FREE CASH FLOW AFTER CAPEX	2,020.23	3,557.06	6,812.51	6,296.97	7,601.38

Standalone Borrowings

Rs. In Lakhs

Particulars	As on 31-12-2021	As on 31-03-2021	Increase / (Decrease)
Long Term Borrowings	10,041.34	22,983.45	(12,942.11)
Working Capital Borrowings	7,327.11	-	7,327.11
Total	17,368.45	22,983.45	(5,615.00)

Consolidated – Total Income from Continued Operations for the Quarter and Nine Months Ended 31st Dec 2021

Rs. In Lakhs

	2021-22 (Oct - Dec)	2020-21 (Oct - Dec)	2021-22 (Apr - Dec)	2020-21 (Apr - Dec)	2020-21 (Apr - Mar)
Revenue from Operations	39,473.72	44,664.30	1,09,638.09	92,923.92	1,35,894.19
Growth %	-11.62%		17.99%		
Other Operating Revenue	1,259.12	1,560.78	3,400.63	3,770.58	5,417.15
Other Income	96.88	39.56	732.52	674.85	783.96
Total Revenue	40,829.72	46,264.64	1,13,771.24	97,369.35	1,42,095.30

Consolidated Profit from operations for the Quarter and Nine Months Ended 31st Dec 2021

Rs. In Lakhs

	2021-22 (Oct - Dec)	2020-21 (Oct - Dec)	2021-22 (Apr - Dec)	2020-21 (Apr - Dec)	2020-21 (Apr - Mar)
Profit / (Loss) Before Tax	2,253.81	3,394.96	5,301.86	2,416.06	4,849.52
Add : Amortisation of Intangibles	570.17	570.17	1,704.30	1,704.30	2,262.07
Profit from Operations before other Comprehensive Income	2,823.98	3,965.13	7,006.16	4,120.36	7,111.59
Other Comprehensive Income / (Expense)	(43.89)	138.85	(57.50)	347.26	67.05
Profit / (Loss) from Continuing Operations	2,780.09	4,103.98	6,948.66	4,467.62	7,178.64

Consolidated Profit from operations for the Quarter and Nine Months Ended 31st Dec 2021

EBITDA

Rs. In Lakhs

	2021-22 (Oct - Dec)	2020-21 (Oct - Dec)	2021-22 (Apr - Dec)	2020-21 (Apr - Dec)	2020-21 (Apr - Mar)
Profit / (Loss) from Operations	2,780.09	4,103.98	6,948.66	4,467.62	7,178.64
Depreciation	1,446.07	1,796.80	4,489.70	5,437.63	7,156.96
Interest	554.77	1,228.09	2,203.56	3,376.23	4,307.05
EBITDA	4,780.93	7,128.87	13,641.92	13,281.48	18,642.65
Revenue from Operations	39,473.72	44,664.30	1,09,638.09	92,923.92	1,35,894.19
EBITDA % on Revenue from Continuing Operations	12.11%	15.96%	12.44%	14.29%	13.72%

Consolidated Profit from operations for the Quarter and Nine Months Ended 31st Dec 2021

CASH PROFIT

Rs. In Lakhs

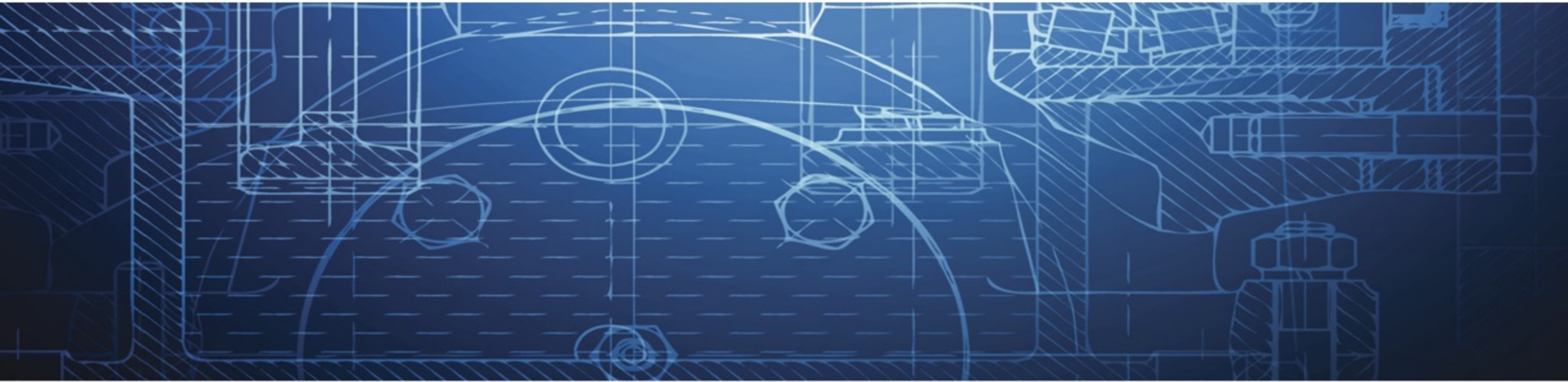
	2021-22 (Oct - Dec)	2020-21 (Oct - Dec)	2021-22 (Apr - Dec)	2020-21 (Apr - Dec)	2020-21 (Apr - Mar)
EBITDA	4,780.93	7,128.87	13,641.92	13,281.48	18,642.65
Less : Interest	554.77	1,228.09	2,203.56	3,376.23	4,307.05
Less : Tax Expense	489.03	1,280.50	1,434.94	1,058.53	3,274.22
Cash Profit	3,737.13	4,620.28	10,003.42	8,846.72	11,061.38

Consolidated Borrowings

Rs. In Lakhs

Particulars	As on 31-12-2021	As on 31-03-2021	Increase / (Decrease)
Long Term Borrowings	10,041.34	24,485.86	(14,444.52)
Working Capital Borrowings	7,494.59	309.71	7,184.88
Total	17,535.93	24,795.57	(7,259.64)

Select Recent Product Launches



2W: Digital Clusters



HMCL

(Maestro 125)



HMCL

(Extreme)



TVS

(Raider)



HMCL

(Pleasure +)



TVS

(Jupiter - 125)

PV and CV Clusters



TATA Motors

(12 & 24V - ERGO)



Force Motors

(Gurkha)

Tractors and ORV Clusters



**Tractors and Farm
Equipment Limited (TAFE)**

(AM Series)

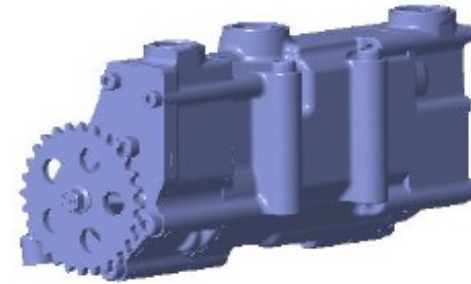


TATA Hitachi

(SHINRAI)



Export Launches



Polaris
(Oil Pump)

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