



PRICOL LIMITED

Passion to Excel

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pricol.com

CIN: L34200TZ2011PLC022194

PL/SEC/TGT/2022-2023/020

Tuesday, 24th May, 2022

▲ 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 on the audited financial results for the quarter and year ended 31st March 2022, 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

ISO14001
OHSAS18001
BUREAU VERITAS
Certification



IATF 16949
BUREAU VERITAS
Certification





Q4 FY 22 | Investors Presentation | 24 MAY 2022

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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.



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

Instrument Cluster



Connected Vehicle Solutions



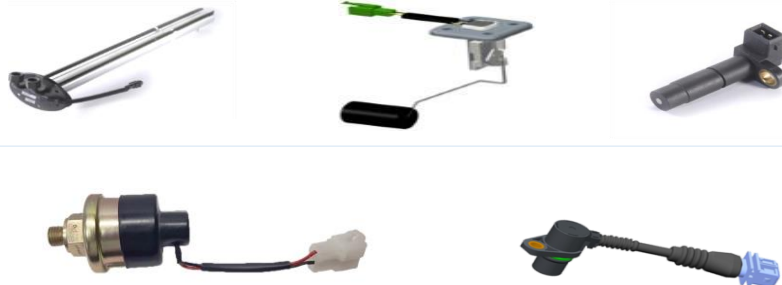
Telematics



Body control module



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



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



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 Esteemed Customers

TWO WHEELERS



FOUR WHEELERS



COMMERCIAL WHEELERS



TRACTORS



INDUSTRIAL & OTHERS



OFF ROAD VEHICLE



Key Highlights

A photograph of four men standing in a row, shaking hands. The man on the far left is wearing a dark jacket and glasses. The man next to him is wearing a light blue shirt. The man in the center is wearing a dark jacket and glasses, and is holding a folder. The man on the far right is wearing a dark vest over a light shirt. The background is a plain, light-colored wall.

Pricol & Sibros : Powering Connected Vehicle Solutions Together.

Entered into a strategic technology partnership in February 2022 to deliver Deep Connected Vehicle Solutions in the Indian and ASEAN markets.

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.



Pricol is approved for PLI (Production Linked Incentives) Scheme

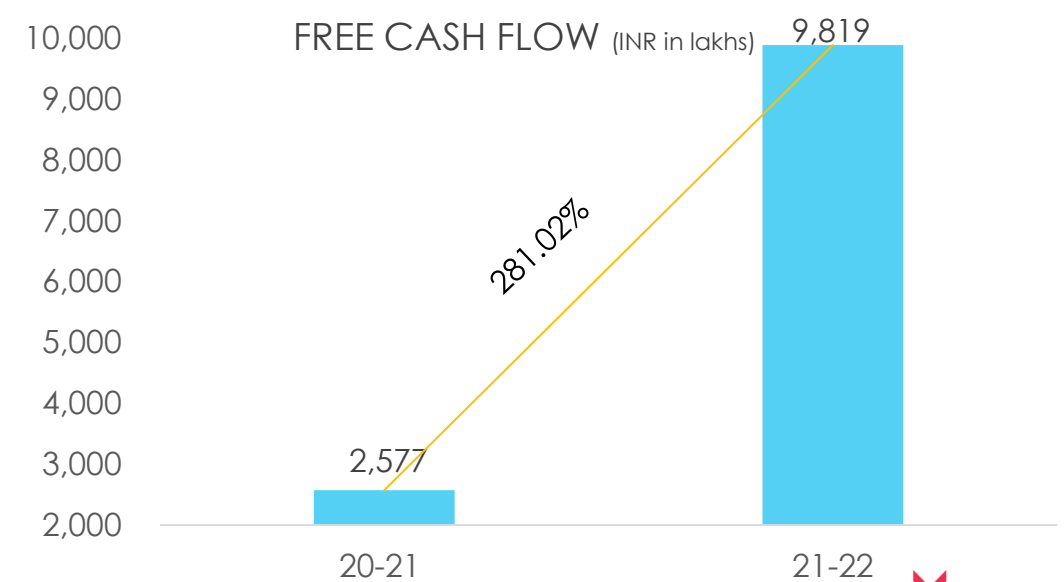
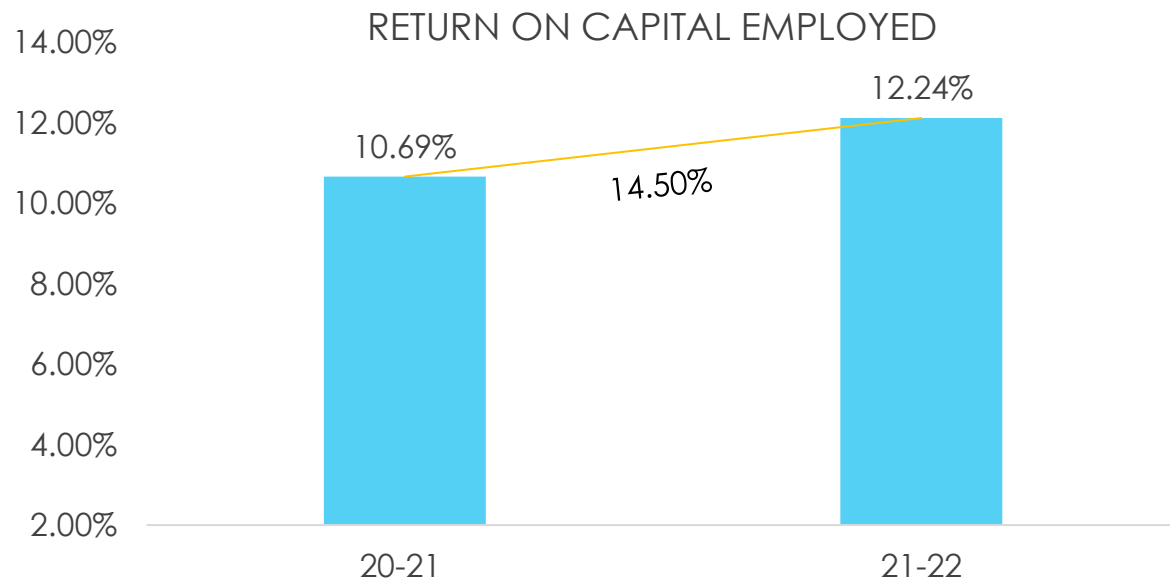
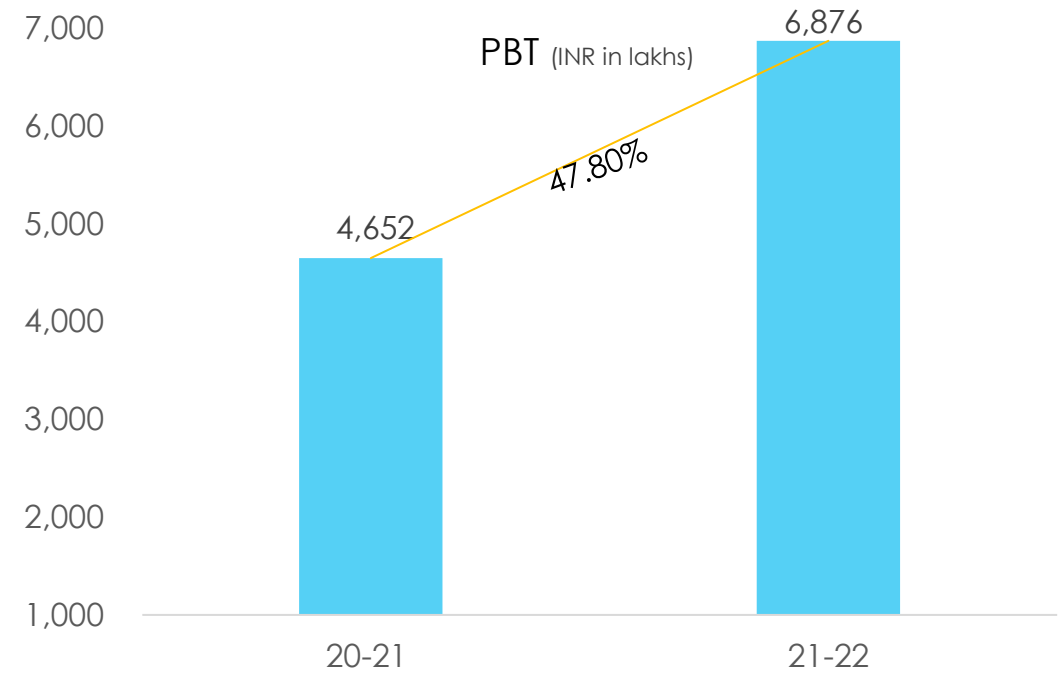
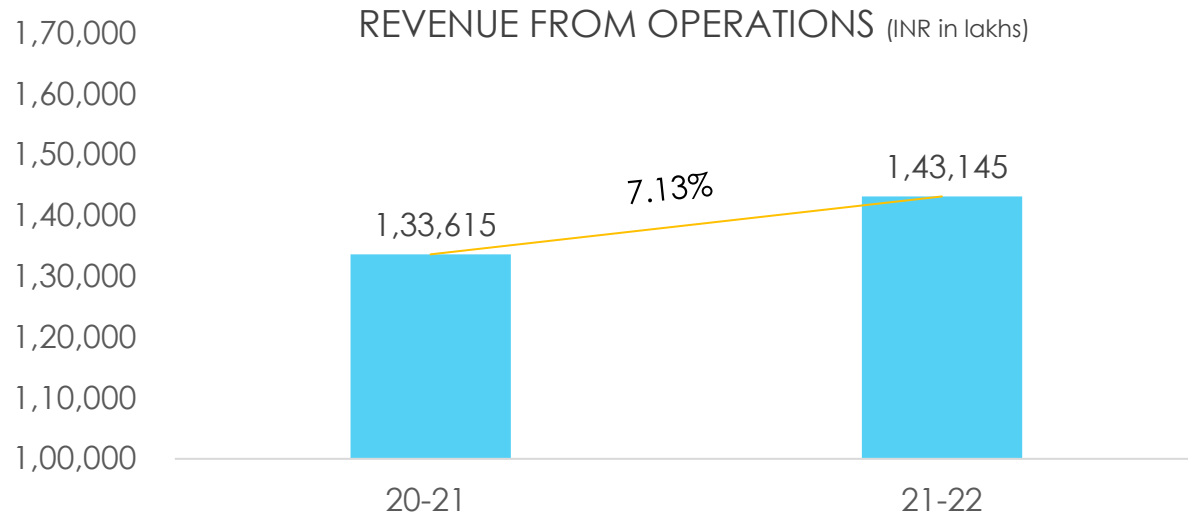
The PLI scheme (outlay of \$ 3.5 bn(or)Rs 25,938 crore) for the automobile sector proposes financial incentives of up to 18% to boost domestic manufacturing of Advanced Automotive Technology (AAT) products and attract investments in the automotive manufacturing value chain.

PRICOL LIMITED is approved by the Ministry of Heavy Industries(MHI) for the Component champion Incentive scheme. Total 95 applicants have been approved under this PLI scheme: 20 under Champion OEM and 75 under Component champion.

Incentives are applicable under the scheme for determined sales of Advanced Automotive Technology (AAT) products manufactured in India from 1st April 2022 onwards for a period of 5 consecutive years.

Financials

Key Financial Highlights – FY22 vs FY 21 (Standalone)



Financial Performance Highlights (Standalone)

Q4 FY22

Total Income

Total Income stood at **INR 394.23 -cr** in the quarter ended March 31, 2022 as against **INR 438.19-cr** in the corresponding quarter in FY21.

EBITDA

The Company's Earnings before Interest, Tax, Depreciation and Amortization (Operational EBITDA) stands at **INR 50.75 -cr** for the January – March 2022 quarter, as against **INR 57.42-cr** in January – March 2021.

FY22

Total Income

Total Income stood at **INR 1483.37 -cr** in FY22 as against **INR 1,397.81 -cr** in FY21.

EBITDA

The Company's Earnings before Interest, Tax, Depreciation and Amortization (Operational EBITDA) stands at **INR 174.18 -cr** in FY22, as against **INR 178-cr** in FY21.

Free Cash Flow

The Company generated Free cash flow of **INR 98.19 - cr** for the FY22 despite tough market conditions as against **INR 25.77 - Cr** in the previous year.

Q4 FY22 Financial Performance Highlights (Standalone)

INR in. lakhs

	Q4 2021 (JAN-MAR)	Q1 2022 (APR-JUN)	Q2 2022 (JUL-SEP)	Q3 2022 (OCT-DEC)	Q4 2022 (JAN-MAR)	FY21	FY22
Income – Standalone							
Revenue from Operations	42,094.30	29,275.24	37,601.57	37,947.57	38,320.88	1,33,615.33	1,43,145.26
Growth %	(4.10)%	(30.45)%	28.44%	0.92%	0.98%	17.30%	7.13%
Other Operating Revenue	1,646.57	988.84	1,152.67	1,259.12	1,061.78	5,417.15	4,462.41
Other Income	78.61	388.08	222.61	77.98	40.56	748.68	729.23
Total Revenue	43,819.48	30,652.16	38,976.85	39,284.67	39,423.22	1,39,781.16	1,48,336.90
Profit from Operations							
Profit / (Loss) Before Tax	2,676.27	406.11	2,033.31	1,808.00	2,628.34	4,651.68	6,875.76
Profit / (Loss) from Operations before other Comprehensive Income	2,676.27	406.11	2,033.31	1,808.00	2,628.34	4,651.68	6,875.76
Other Comprehensive Income / (Expense)	(223.19)	5.57	(123.42)	(85.93)	114.21	20.25	(89.57)
Profit / (Loss) from Operations after other comprehensive Income	2,453.08	411.68	1,909.89	1,722.07	2,742.55	4,671.93	6,786.19
EBITDA							
Profit / (Loss) from Operations	2,453.08	411.68	1,909.89	1,722.07	2,742.55	4,671.93	6,786.19
Depreciation	2,199.16	2,126.03	1,864.34	1,972.87	1,927.47	9,095.04	7,890.71
Interest	866.80	732.63	860.70	538.95	519.36	4,052.86	2,651.64
EBITDA	5,519.04	3,270.34	4,634.93	4,233.89	5,189.38	17,819.83	17,328.54
Revenue from Operations	42,094.30	29,275.24	37,601.57	37,947.57	38,320.88	1,33,615.33	1,43,145.26
EBITDA % on Revenue from Operations	13.11%	11.17%	12.33%	11.16%	13.54%	13.34%	12.11%

Q4 FY22 Financial Performance Highlights (Standalone)

INR in. lakhs

	Q4 2021 (JAN-MAR)	Q1 2022 (APR-JUN)	Q2 2022 (JUL-SEP)	Q3 2022 (OCT-DEC)	Q4 2022 (JAN-MAR)	FY21	FY22
CASH PROFIT							
EBITDA	5,519.04	3,270.34	4,634.93	4,233.89	5,189.38	17,819.83	17,328.54
Less : Interest	866.80	732.63	860.70	538.95	519.36	4,052.86	2,651.64
Less : Tax Expense	2,306.84	166.90	677.22	447.41	990.47	3,198.55	2,282.00
Cash Profit	2,345.40	2,370.81	3,097.01	3,247.53	3,679.55	10,568.42	12,394.90
FREE CASH FLOW							
Borrowings – Standalone							
Long Term Borrowings	22,983.45	21,609.33	14,245.30	10,041.34	7,757.95	22,983.45	7,757.95
Working Capital Borrowings	-	4,539.37	7,771.99	7,327.11	4,887.09	-	4,887.09
Total Borrowings	22,983.45	26,148.70	22,017.29	17,368.45	12,645.04	22,983.45	12,645.04
CASH GENERATED FROM OPERATIONS							
Cash Generated From Operations						7,051.42	16,859.82
Total Cash Generated From Operations						7,051.42	16,859.82

Q4 FY22 Financial Performance Highlights (Consolidated)

INR in. lakhs

	Q4 2021 (JAN-MAR)	Q1 2022 (APR-JUN)	Q2 2022 (JUL-SEP)	Q3 2022 (OCT-DEC)	Q4 2022 (JAN-MAR)	FY21	FY22
Income – Standalone							
Revenue from Operations	42,970.27	30,604.51	39,559.86	39,473.72	40,368.79	1,35,894.19	1,50,006.88
Growth %	(3.79)%	(28.78)%	29.26%	(0.22)%	2.27%	15.35%	10.39%
Other Operating Revenue	1,646.57	988.84	1,152.67	1,259.12	1,061.78	5,417.15	4,462.41
Other Income	109.11	398.22	237.42	96.88	149.54	783.96	882.06
Total Revenue	44,725.95	31,991.57	40,949.95	40,829.72	41,580.11	1,42,095.30	1,55,351.35
Profit from Operations							
Profit / (Loss) Before Tax	2,433.46	776.16	2,271.89	2,253.81	2,726.08	4,849.52	8,027.94
Profit / (Loss) from Operations before other Comprehensive Income	2,433.46	776.16	2,271.89	2,253.81	2,726.08	4,849.52	8,027.94
Other Comprehensive Income / (Expense)	(280.21)	49.86	(63.47)	(43.89)	224.55	67.05	167.05
Profit / (Loss) from Operations after other comprehensive Income	2,153.25	826.02	2,208.42	2,209.92	2,950.63	4,916.57	8,194.99
EBITDA							
Profit / (Loss) from Operations	2,153.25	826.02	2,208.42	2,209.92	2,950.63	4,916.57	8,194.99
Depreciation	2,277.10	2,209.46	1,968.30	2,016.24	1,989.90	9,419.03	8,183.90
Interest	930.82	773.70	875.09	554.77	524.67	4,307.05	2,728.23
EBITDA	5,361.17	3,809.18	5,051.81	4,780.93	5,465.20	18,642.65	19,107.12
Revenue from Operations	42,970.27	30,604.51	39,559.86	39,473.72	40,368.79	1,35,894.19	1,50,006.88
EBITDA % on Revenue from Operations	12.48%	12.45%	12.77%	12.11%	13.54%	13.72%	12.74%

Q4 FY22 Financial Performance Highlights (Consolidated)

INR in. lakhs

	Q4 2021 (JAN-MAR)	Q1 2022 (APR-JUN)	Q2 2022 (JUL-SEP)	Q3 2022 (OCT-DEC)	Q4 2022 (JAN-MAR)	FY21	FY22
CASH PROFIT							
EBITDA	5,361.17	3,809.18	5,051.81	4,780.93	5,465.20	18,642.65	19,107.12
Less : Interest	930.82	773.70	875.09	554.77	524.67	4,307.05	2,728.23
Less : Tax Expense	2,215.69	183.88	762.03	489.03	1059.76	3,274.22	2,494.71
Cash Profit	2,214.66	2,851.60	3,414.69	3,737.13	3,880.77	11,061.38	13,884.18
FREE CASH FLOW							
						4,239.45	11,225.83
Borrowings – Consolidated							
Long Term Borrowings	24,485.86	21,609.33	14,245.30	10,041.34	7,757.95	24,485.86	7,757.95
Working Capital Borrowings	309.71	4,640.64	8,001.14	7,494.59	5,048.39	309.71	5,048.39
Total Borrowings	24,795.57	26,249.97	22,246.44	17,535.93	12,806.34	24,795.57	12,806.34
CASH GENERATED FROM OPERATIONS							
Cash Generated From Operations						7,560.36	16,155.92
Total Cash Generated From Operations						7,560.36	16,155.92

Select Recent Product
Launches

Q4 Product Launch

2W - Clusters



TVS

(iube – EV 7”TFT)



TVS

(Ntorq - Hybrid 2.8” TFT+LCD)

4



TVS

(Raider – LCD)

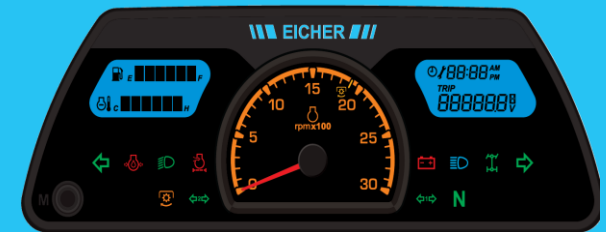
PV - Cluster



TATA Motors

(Nexon and Tigor) EV

CV - Cluster



TAFE Motors and Tractors Limited

(PRIMA ES3)

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