



PRICOL LIMITED

Passion to Excel

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pricol.com

CIN: L34200TZ2011PLC022194

CUSTOMERS EMPLOYEES SHAREHOLDERS SUPPLIERS

PL/SEC/TGT/2023-2024/150

Friday, 2nd February 2024

The Manager - 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 unaudited financial results for the quarter and nine months ended 31st December 2023, **to be held today (2nd February 2024) at 04:00 PM (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 - FY24 | Earnings Presentation
02-Feb-2024

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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Company Snapshot



1975

Commenced operations in Coimbatore, INDIA.



450 +

Product & Process Engineers



IATF 16949:2016, ISO14001:2015, ISO 45001:2018.

(Obtained ISO 9001 in the year 1993)



5,500 +

Employees



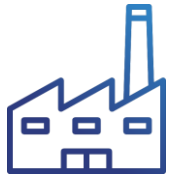
2

Technology Centers (~ 4.5% of Total revenue spent on R&D)



1963.15

FY23 Consolidated Total Income (in INR Crores)



9

Manufacturing Plants



5

Presence in India, Indonesia, Singapore, Japan and Dubai.



Top 50

Industrial Innovation Awards 2022 Awarded by CII



5

Key Strategic Partnerships



45+

Countries Direct OEM Supplies



71%

Energy Consumption via Renewable Sources.

Our Presence



Product Vertical

A. Driver Information and Connected Vehicle Solutions

Connected Vehicle Solutions



Instrument Cluster



Telematics (End-to-End Solution with Cloud & Cyber Security)



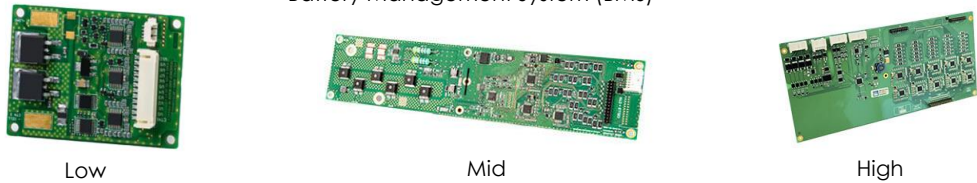
Sensors



Reed Type Fuel Level Sensor

TFR Type Fuel Level Sensor

Battery Management System (BMS)



B. Actuation, Control and Fluid Management Systems

Fuel Pump Module



Disc Brake



Oil Pumps



Variable Displacement Oil Pumps



Water Pumps



Electrical Coolant Pumps



Wiping Systems



Electrical Oil Pump



Cabin Tilting System



E-Purge Valve



Fuel Feed Pump



Our Major Customers

TWO / THREE WHEELERS



FOUR WHEELERS



COMMERCIAL WHEELERS



TRACTORS



INDUSTRIAL & OTHERS



OFF ROAD VEHICLE



Key Highlights

TECHNOLOGY & INNOVATION



Award From Daimler Truck on 25-Oct-2023

Award received from Daimler Truck for "Technology and Innovation" at the Annual Supplier Meet 2023



ANNUAL SUPPLIER CONFERENCE
2023 | INDIA

BEST QUALITY PERFORMANCE



Award From JCB on 01-Dec-2023

Award received from JCB for "Best Quality Performance" at the Supplier Meet 2023





Award From Tata Motors on 15-Dec-2023

Gold Award received from Tata Motors for "ED's DWM Cup Assessment"

Select New Product Launches

Q3 FY24 Product Launch



Hero MotoCorp
(Xtreme 125R)



Hero MotoCorp
(Mavrick 440)



TATA Motors
(Punch - Nova) **EV**



TATA Motors
(PUNCH)



Switch Mobility
(leV3/4 - Series) **EV**



DAIMLER
(Prime Model)

Financials

Key Financial Highlights (Consolidated)

Q3-FY24 Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 5,571.91 Mn	INR 696.85 Mn	12.51 %
PAT	PAT Margin	EPS (Basic)
INR 340.18 Mn	6.11 %	INR 2.79

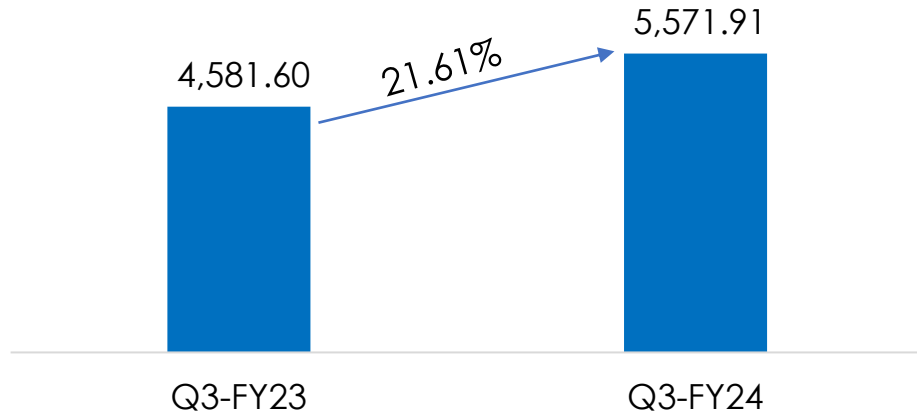
9M-FY24 Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 16,419.57 Mn	INR 2,060.58 Mn	12.55 %
PAT	PAT Margin	EPS (Basic)
INR 991.10 Mn	6.04 %	INR 8.13

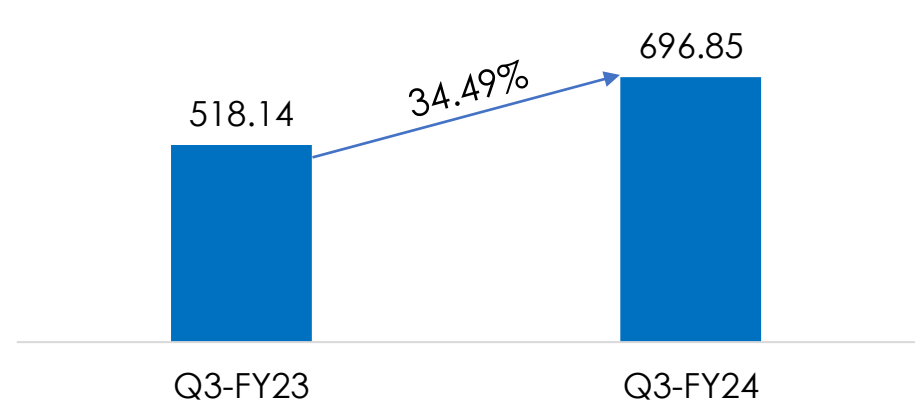
Financial Performance (Consolidated)

Value(INR) in Millions

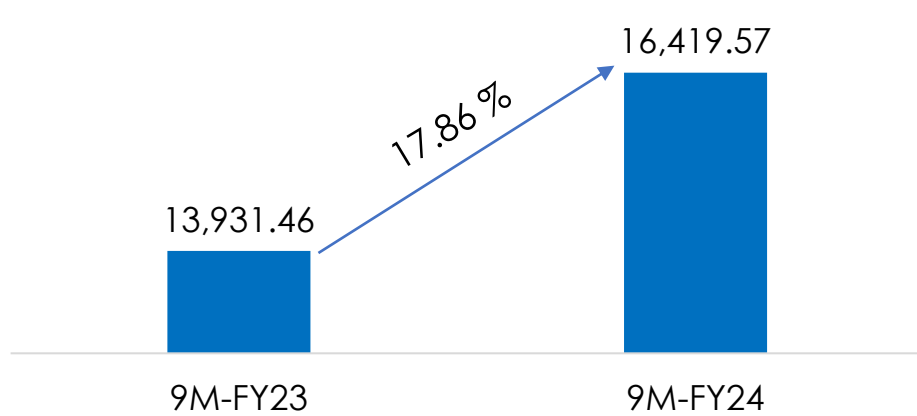
Q3 FY24 - Revenue from Operation



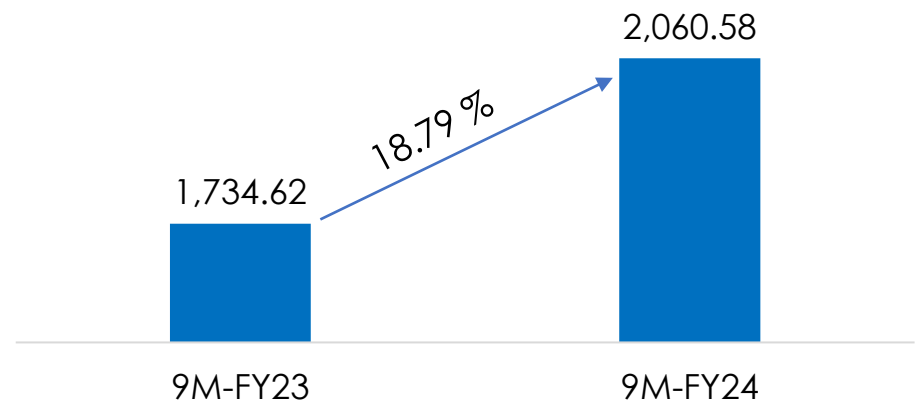
Q3 FY24 - EBITDA



9M FY24 - Revenue from Operation



9M FY24 - EBITDA



Quarterly Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	Q3 FY23	Q3 FY24
Revenue from Operations	4,581.60	5,571.91
Other Operational Revenue	159.30	153.95
Other Revenue	7.82	19.35
Total Income	4,748.72	5,745.21
Total Expenses	4,231.16	5,047.67
Depreciation and amortisation expenses	201.26	209.92
Finance costs	43.05	46.98
PBT before exceptional Item and tax	273.25	440.64
Exceptional Item	-	-
Profit Before Tax (PBT)	273.25	440.64
Tax	5.63	100.46
Profit After Tax (PAT)	267.62	340.18
Other Comprehensive Income (After Tax)	1.22	0.95
Total Comprehensive Income	268.84	341.13
Basic EPS(INR)*	2.20	2.79

*Not Annualised for Quarters

Historical Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	FY21	FY22	FY23	FY24 (9M)
Revenue from Operations	13,589.42	15,000.69	19,028.31	16,419.57
Other Operational Revenue	541.72	446.24	557.30	456.61
Other Revenue	78.40	88.21	45.85	88.05
Total Income	14,209.53	15,535.14	19,631.46	16,964.23
Total Expenses	12,351.97	13,641.13	17,300.86	14,886.98
Depreciation and amortisation expenses	941.90	818.39	779.08	619.58
Finance costs	430.71	272.82	182.83	144.66
PBT before exceptional Item	484.95	802.79	1,368.70	1,313.01
Exceptional Item	-	-	97.50	-
PBT	484.95	802.79	1,466.20	1,313.01
Tax	326.66	291.86	219.35	321.91
PAT	158.29	510.94	1,246.85	991.10
Discontinued operations	256.69	-	-	-
Other Comprehensive Income (After Tax)	5.94	19.49	34.15	(11.74)
Total Comprehensive Income	420.92	530.43	1,281.00	979.36
Basic EPS(INR)	1.45	4.19	10.23	8.13

Historical Balance Statement (Consolidated)

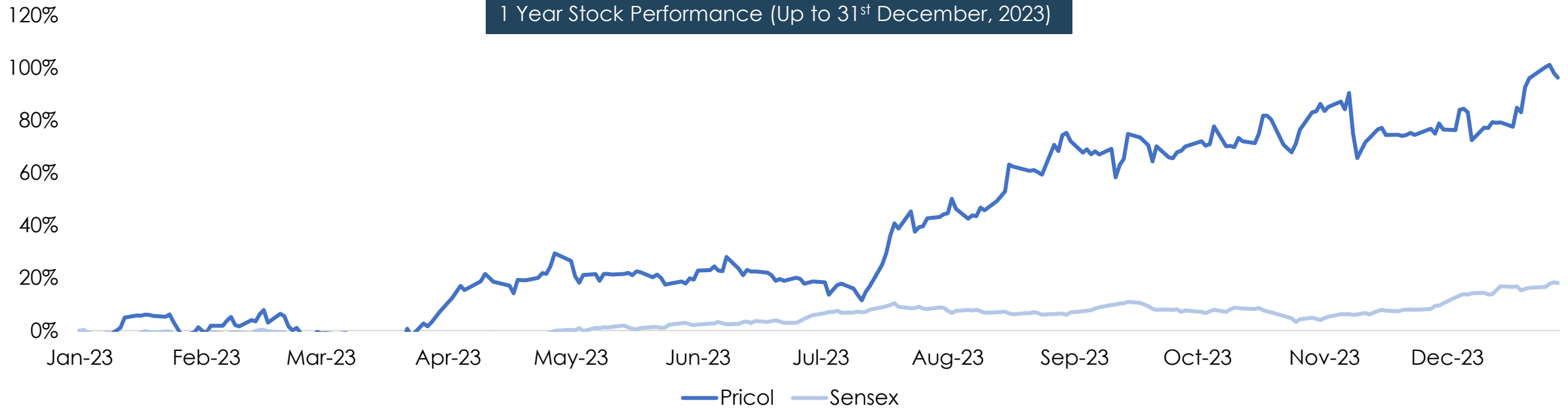
Value(INR) in Millions

Equity and Liabilities (INR Mn)	FY22 (Restated)	FY23	H1-FY24
Shareholders Fund			
Share Capital	121.88	121.88	121.88
Other Equity	5,639.94	6,920.95	7,559.17
Total Equity	5,761.82	7,042.83	7,681.05
Non-Current Liabilities			
Long Term borrowings	931.10	267.58	181.87
Lease Liabilities	189.98	135.80	109.01
Other Financial Liabilities	49.07	8.10	8.58
Long term provisions	123.54	148.65	180.84
Deferred tax liabilities (Net)	563.17	410.68	389.86
Other Non-Current Liabilities	-	12.79	21.51
Total Non-Current Liabilities	1,856.86	983.59	891.67
Current Liabilities			
Short Term Borrowings	349.54	624.44	628.70
Lease Liabilities	63.57	75.46	65.12
Trade payables	2,699.45	2,826.30	3,024.10
Other Financial Liabilities	959.70	1,059.19	1,107.49
Other Current Liabilities	178.51	246.22	269.47
Short Term Provisions	104.56	111.13	210.46
Current Tax Liabilities (Net)	13.56	26.27	20.14
Total Current Liabilities	4,368.87	4,969.02	5,325.48
Liabilities in relation to Non-Current Assets held for sale	-	67.20	-
Total	11,987.55	13,062.63	13,898.20

Assets (INR Mn)	FY22 (Restated)	FY23	H1-FY24
Non-Current Assets			
Fixed Assets			
Property, Plant & Equipment	3,743.54	3,958.63	4,521.81
Right of use assets	391.69	344.64	305.33
Capital work in progress	84.40	139.86	139.92
Investment Property	153.88	69.50	68.18
Goodwill	794.72	695.38	645.71
Other Intangible assets	1,034.38	902.95	846.26
Intangible Assets under Development	-	6.25	6.17
Investments	-	12.00	17.54
Other Financial Assets	67.31	73.25	86.27
Other Non-Current Assets	218.50	232.14	284.88
Deferred Tax Assets	6.33	3.46	6.05
Total Non-Current Assets	6,494.76	6,438.05	6,928.12
Current Assets			
Inventories	2,364.73	2,716.79	3,041.50
Trade Receivables	2,389.21	2,677.37	2,742.60
Cash and Cash Equivalents	225.86	559.97	859.30
Other Bank Balances	281.09	279.42	113.30
Investments	21.30	36.39	43.99
Other Financial Assets	8.15	3.00	4.95
Other Current Assets	202.46	155.95	164.44
Total Current Assets	5,492.79	6,428.89	6,970.08
Non- Current Asset held for sale	-	195.69	-
Total	11,987.55	13,062.63	13,898.20

Capital Market Data

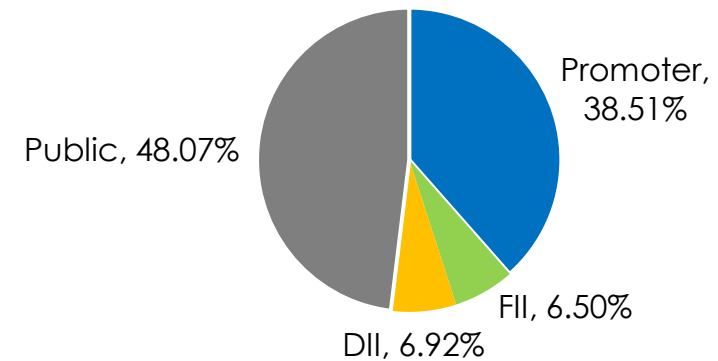
1 Year Stock Performance (Up to 31st December, 2023)



Price Data (As on 31st December 2023)

	INR
Face Value	1.0
Closing Value (BSE)	379.25
High Price/Low Price (BSE)	392.45/174.5
Total Volume ('000)	863.28
Equity Shareholder Outstanding (Mn)	121.9
Market Cap (Mn)	46,223.56

Shareholding Pattern (As on 31st December 2023)





Investor Relations

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Company Secretary & Compliance Officer

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