

PL/SEC/TGT/2024-2025/094

Thursday, 7<sup>th</sup> November, 2024

Listing Department <b>National Stock Exchange of India Limited</b> "Exchange Plaza", C-1, Block G Bandra-Kurla Complex, Bandra (E), Mumbai - 400051 Scrip Code: PRICOLLTD	Corporate Relationship Department <b>BSE Limited</b> 1 <sup>st</sup> Floor, New Trading Ring Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai 400 001 Scrip 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 ended 30<sup>th</sup> September 2024, **to be held today (7<sup>th</sup> November 2024) at 04:00 PM (IST)**.

This is for your information and records.

Thanking you

Yours faithfully,  
For Pricol LimitedT.G.Thamizhanban  
Company Secretary  
ICSI M.No: F7897

Encl. As above



Q2 - FY25 | Earnings Presentation  
07-Nov-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.

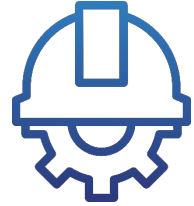
Recipients of this presentation are not to construe its contents or any prior or subsequent communications from or with the Company or its representatives as investment advice. In addition, this presentation does not purport to be all inclusive or to contain all the information that may be required to make a full analysis of the Company and of the relevance and adequacy of the information and should make such other investigations as they deem necessary.

# Company Snapshot



1975

Commenced operations in Coimbatore, INDIA.



470 +

Product & Process Engineers

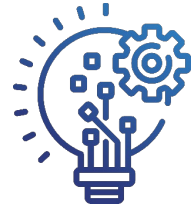


IATF 16949:2016, ISO 14001:2015, ISO 45001:2018, ISO/IEC 17025:2017 and ISO/IEC 27001:2022  
(Obtained ISO 9001 in the year 1993)



5,500 +

Employees



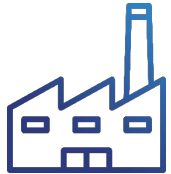
2

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



22,849.40 INR Million

(275.29) USD Million  
FY24 Consolidated Total Income



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



16

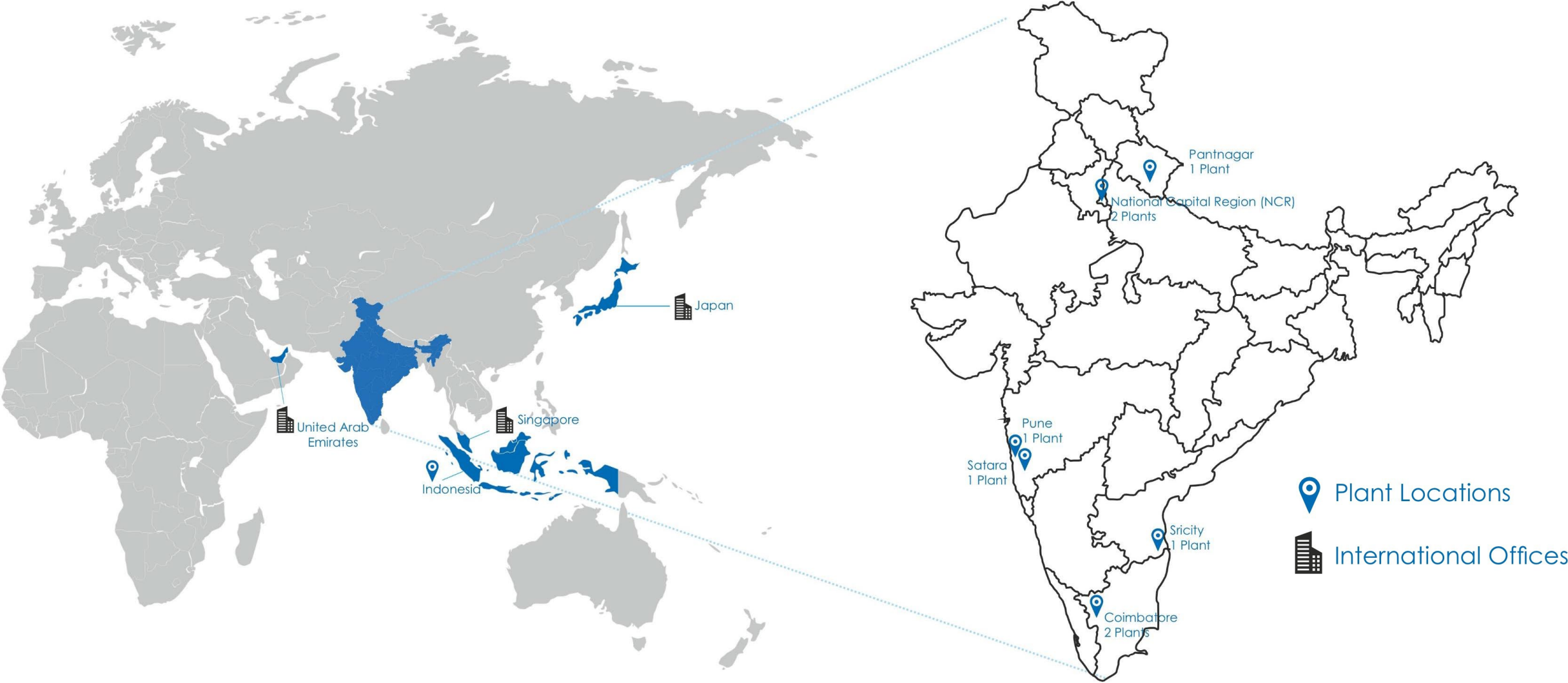
Countries Direct OEM Supplies



71%

Energy Consumption via Renewable Sources.

# Our Presence



 Plant Locations  
 International Offices

# Product Vertical

## A. Driver Information and Connected Vehicle Solutions

### Connected Vehicle Solutions



E-Cockpit



TFT Clusters

### Instrument Cluster



Heads Up Display (HUD)



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



### Sensors



Reed Type Fuel Level Sensor

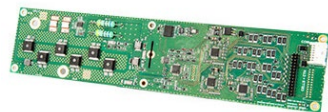


TFR Type Fuel Level Sensor

### Battery Management System (BMS)



Low



Mid



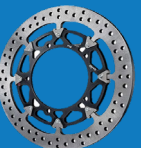
High

## 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



## PASSENGER VEHICLES



## COMMERCIAL VEHICLES



## TRACTORS



## OFF ROAD VEHICLE



## INDUSTRIAL



## NEW AGE EV CUSTOMERS



# Key Highlights



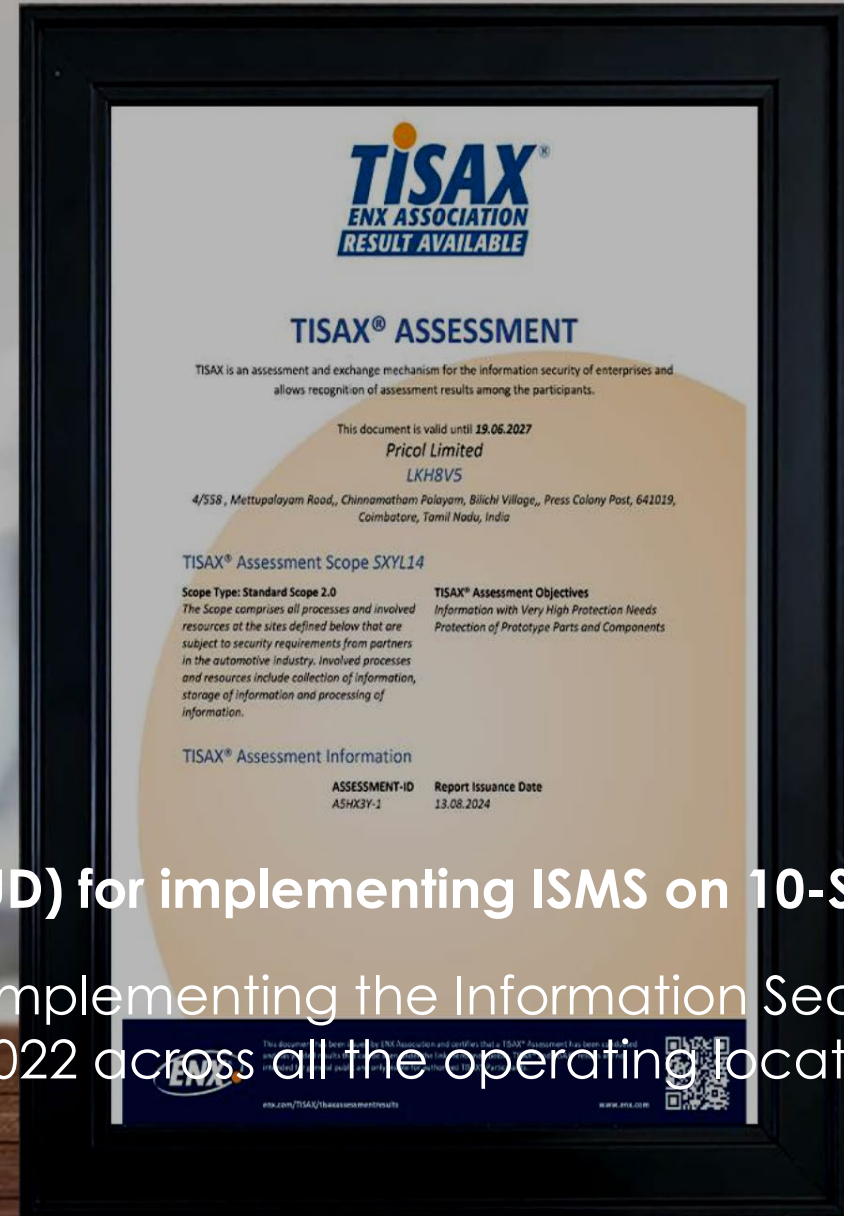
**TATA MOTORS**  
ANNUAL SUPPLIER CONFERENCE 2024  
COMMERCIAL VEHICLES

SUSTAINABILITY EXCELLENCE  
PRICOL



**Award TATA Motors 26-Sep-2024**

Award received under the category "Sustainability Excellence" at Annual Supplier Conference 2024



Certified by Technischer Überwachungsverein (TÜV SÜD) for implementing ISMS on 10-Sept-24

Pricol has been certified by TÜV SÜD South Asia for implementing the Information Security Management System (ISMS) as per ISO/IEC 27001:2022 across all the operating locations.



# Select New Product Launches

# Q2 FY25 Product Launch

TVSM  
(Jupiter)



LCD TYPE - DIS



# Q2 FY25 Product Launch

TVSM  
(Raider)



LCD TYPE - DIS



# Financial Overview

# Key Financial Highlights (Consolidated)

## Q2-FY25 Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 6,500.78 Mn	INR 871.24 Mn	13.40 %
PAT	PAT Margin	EPS (Basic)
INR 450.70 Mn	6.93 %	INR 3.70

## H1-FY25 Financial Performance

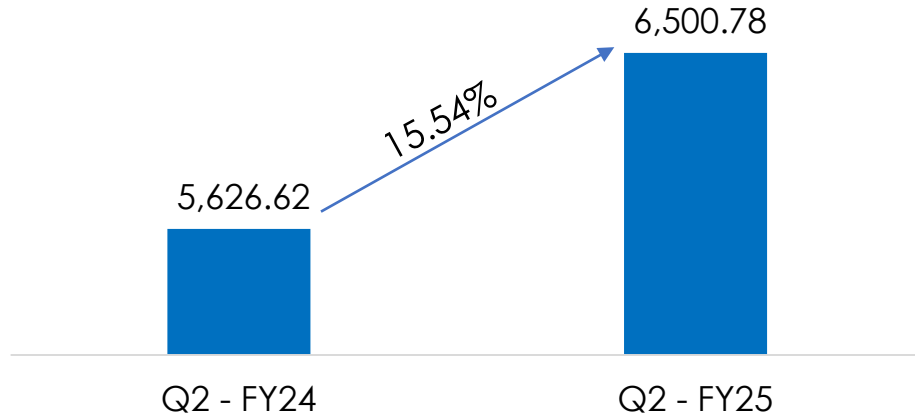
Revenue from Operations	EBITDA	EBITDA Margin
INR 12,529.87 Mn	INR 1,677.75 Mn	13.39 %
PAT	PAT Margin	EPS (Basic)
INR 906.31 Mn	7.23 %	INR 7.44

At Consolidated level Long terms borrowings is NIL in FY25 (Q2)

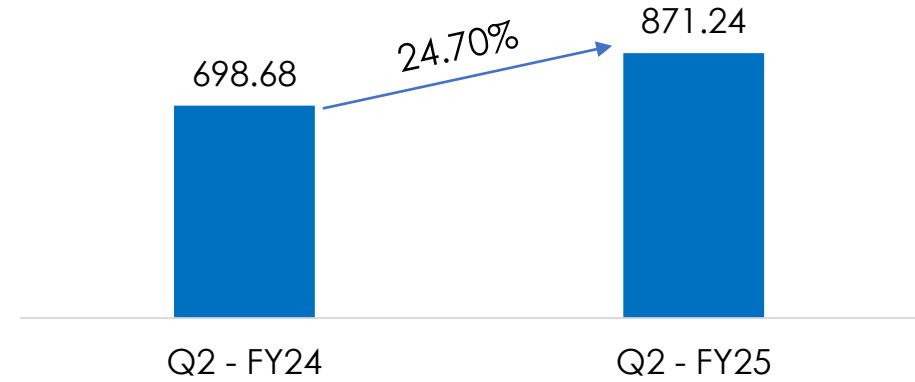
# Financial Performance (Consolidated)

Value(INR) in Millions

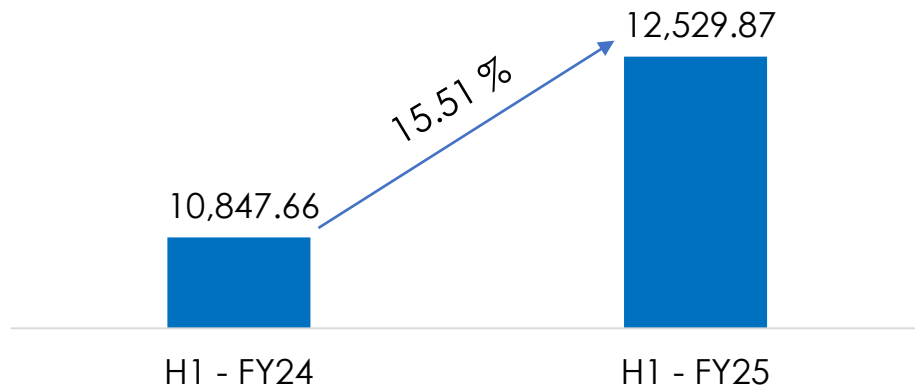
### Q2 FY25 - Revenue from Operation



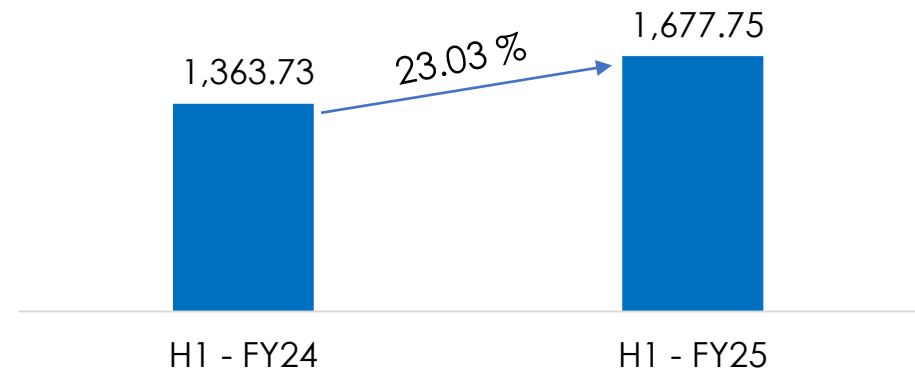
### Q2 FY25 - EBITDA



### H1 FY24 - Revenue from Operation



### H1 FY24 - EBITDA





# Quarterly Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	Q2 FY24	Q2 FY25
<b>Revenue from Operations</b>	<b>5,626.62</b>	<b>6,500.78</b>
Other Operational Revenue	151.56	187.45
Other Revenue	40.25	61.31
<b>Total Income</b>	<b>5,818.43</b>	<b>6,749.54</b>
Total Expenses	5,113.78	5,915.74
Depreciation and amortisation expenses	211.44	206.79
Finance costs	51.18	27.01
<b>Profit Before Tax (PBT)</b>	<b>442.03</b>	<b>600.00</b>
Tax	110.48	149.30
<b>Profit After Tax (PAT)</b>	<b>331.55</b>	<b>450.70</b>
Other Comprehensive Income (After Tax)	(4.85)	38.64
<b>Total Comprehensive Income</b>	<b>326.70</b>	<b>489.34</b>
Basic EPS(INR)*	2.72	3.70

\*Not Annualised for Quarters

# Historical Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	FY22 (Restated)	FY23	FY24	FY25 (H1)
<b>Revenue from Operations</b>	<b>15,000.69</b>	<b>19,028.31</b>	<b>22,081.69</b>	<b>12,529.87</b>
Other Operational Revenue	446.24	557.30	636.13	357.70
Other Revenue	88.21	45.85	131.59	83.03
<b>Total Income</b>	<b>15,535.14</b>	<b>19,631.46</b>	<b>22,849.41</b>	<b>12,970.60</b>
Total Expenses	13,641.14	17,300.85	19,987.25	11,310.23
Depreciation and amortisation expenses	818.39	779.08	820.61	410.02
Finance costs	272.82	182.83	182.50	57.11
PBT before exceptional Item	802.79	1,368.70	1,859.05	1,193.24
Exceptional Item	-	97.50	-	-
<b>PBT</b>	<b>802.79</b>	<b>1,466.20</b>	<b>1,859.05</b>	<b>1,193.24</b>
Tax	291.85	219.35	452.93	286.93
<b>PAT</b>	<b>510.94</b>	<b>1,246.85</b>	<b>1,406.12</b>	<b>906.31</b>
Other Comprehensive Income (After Tax)	19.49	34.15	(59.02)	20.34
<b>Total Comprehensive Income</b>	<b>530.43</b>	<b>1,281.00</b>	<b>1,347.10</b>	<b>926.65</b>
Basic EPS(INR)	4.19	10.23	11.54	7.44

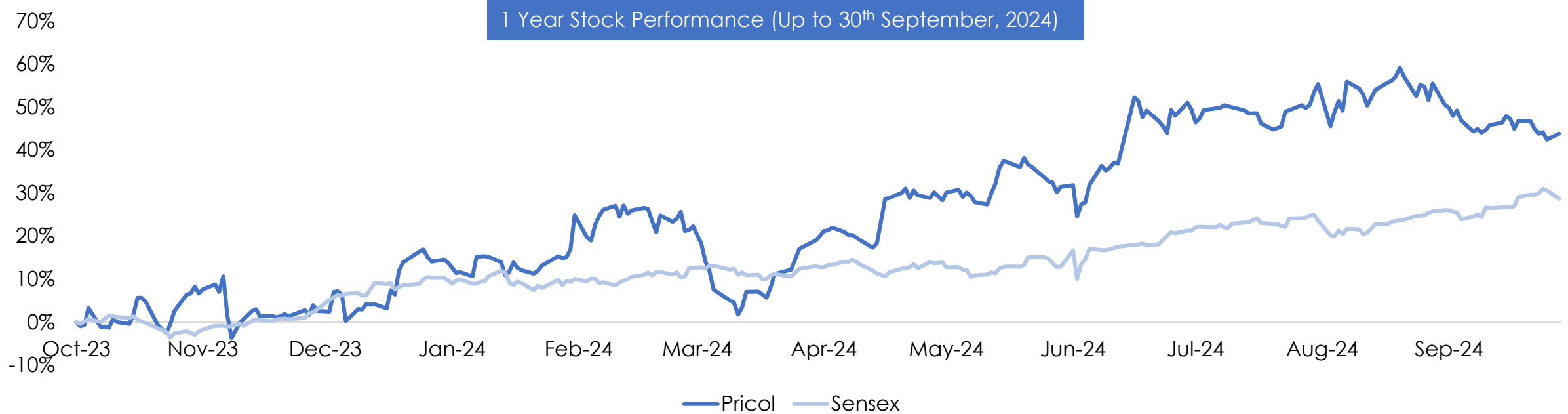
## Historical Balance Sheet (Consolidated)

Value(INR) in Millions

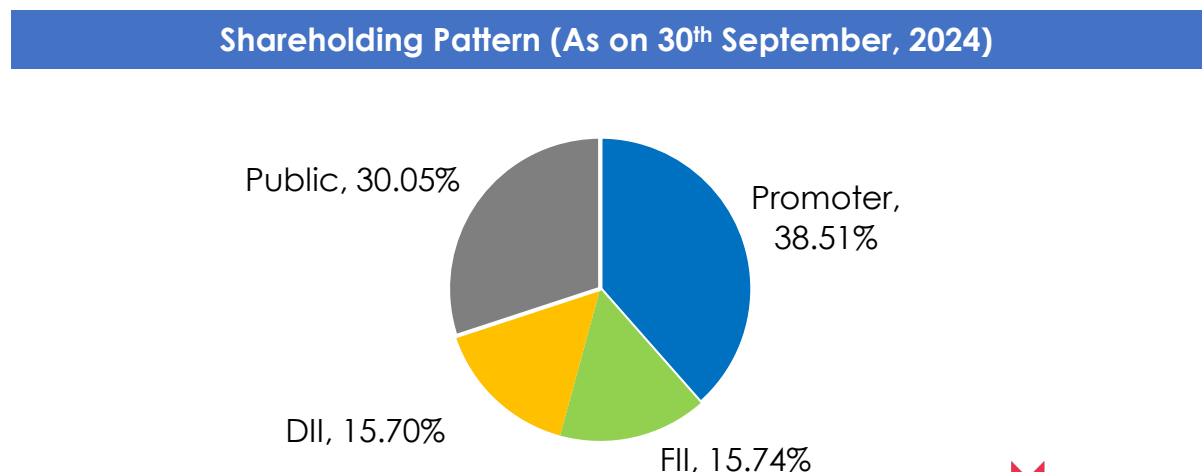
Equity and Liabilities (INR Mn)	FY23	FY24	FY25 (H1)
<b>Shareholders Fund</b>			
Share Capital	121.88	121.88	121.88
Other Equity	6,920.95	8,330.84	9,257.49
<b>Total Equity</b>	<b>7,042.83</b>	<b>8,452.72</b>	<b>9,379.37</b>
<b>Non-Current Liabilities</b>			
Long Term borrowings	267.58	-	-
Lease Liabilities	135.80	80.27	55.55
Other Financial Liabilities	8.10	8.83	10.50
Long term provisions	148.65	190.16	150.92
Deferred tax liabilities (Net)	410.68	348.40	318.76
Other Non-Current Liabilities	12.79	19.92	27.19
<b>Total Non-Current Liabilities</b>	<b>983.60</b>	<b>647.58</b>	<b>562.92</b>
<b>Current Liabilities</b>			
Short Term Borrowings	624.44	466.23	423.91
Lease Liabilities	75.46	62.33	62.74
Trade payables	2,826.30	3,258.12	3,349.31
Other Financial Liabilities	1,059.19	898.35	1,269.24
Other Current Liabilities	258.63	275.53	276.63
Short Term Provisions	111.13	269.28	393.39
Current Tax Liabilities (Net)	26.27	26.24	67.84
<b>Total Current Liabilities</b>	<b>4,981.42</b>	<b>5,256.08</b>	<b>5,843.06</b>
Liabilities in relation to Non-Current Assets held for sale	67.20	-	-
<b>Total</b>	<b>13,075.05</b>	<b>14,356.38</b>	<b>15,785.35</b>

Assets (INR Mn)	FY23	FY24	FY25 (H1)
<b>Non-Current Assets</b>			
<b>Fixed Assets</b>			
Property, Plant & Equipment	3,958.63	4,592.00	4,709.28
Right of use assets	344.64	277.18	252.60
Capital work in progress	139.86	379.00	889.61
Investment Property	69.50	66.86	65.54
Goodwill	695.38	596.04	546.23
Other Intangible assets	902.95	784.07	718.99
Intangible Assets under Development	6.25	3.82	5.26
Investments	12.00	12.00	12.00
Other Financial Assets	73.25	69.13	68.70
Other Non-Current Assets	232.13	143.81	140.31
Deferred Tax Assets	3.46	2.96	3.12
<b>Total Non-Current Assets</b>	<b>6,438.05</b>	<b>6,926.87</b>	<b>7,411.64</b>
<b>Current Assets</b>			
Inventories	2,716.79	3,202.65	3,160.19
Trade Receivables	2,689.79	2,870.41	3,855.46
Cash and Cash Equivalents	559.97	1,125.42	988.41
Other Bank Balances	279.42	10.93	11.34
Investments	36.39	51.69	63.24
Other Financial Assets	3.00	14.78	16.57
Other Current Assets	155.95	153.63	278.50
<b>Total Current Assets</b>	<b>6,441.31</b>	<b>7,429.51</b>	<b>8,373.71</b>
Non - Current Asset held for sale	195.69	-	-
<b>Total</b>	<b>13,075.05</b>	<b>14,356.38</b>	<b>15,785.35</b>

# Capital Market Data



Price Data (As on 30 <sup>th</sup> September, 2024)	INR
Face Value	1.00
Closing Value	478.25
52 Weeks High Price/Low Price (NSE)	542.05/310.90
Total Volume ('000)	632.38
Equity Shareholder Outstanding (Mn)	121.88
Market Cap (Mn)	58,289.83





### **Investor Relations**

**Details:** Mr. Anuj Sonpal  
Valorem Advisors  
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Tel: +91-22-4903-9500

### **Company Secretary & Compliance Officer**

**Details:** Mr. T.G Thamizhanban  
Pricol Limited  
Email: [cs@pricol.com](mailto:cs@pricol.com)  
Tel: +91 42-2433-6238