



PRICOL LIMITED

Passion to Excel

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pricol.com

CIN: L34200TZ2011PLC022194

CUSTOMERS EMPLOYEES SHAREHOLDERS SUPPLIERS

PL/SEC/TGT/2023-2024/122

Thursday, 9th November 2023

The Manager - 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 half year ended 30th September 2023, **to be held today (9th November 2023) 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





Q2 - FY24 | Earnings Presentation
09-Nov-2023

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



E-Cockpit

TFT Clusters

Instrument Cluster



Heads Up Display (HUD)

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



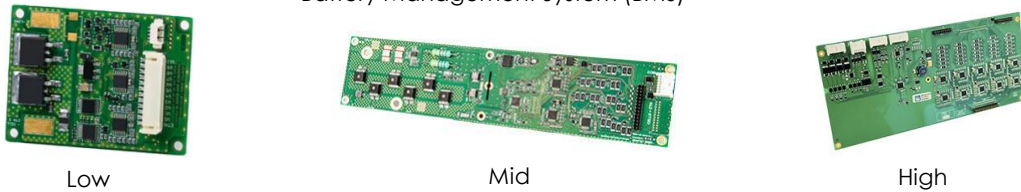
Sensors



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



FOUR WHEELERS



COMMERCIAL WHEELERS



TRACTORS



INDUSTRIAL & OTHERS



OFF ROAD VEHICLE



Key Highlights



Co-operation Agreement with Heilongjiang Tianyouwei Electronics (TYW) for Advance technology in Driver Information System on 11-Oct-2023

Pricol has partnered with Heilongjiang Tianyouwei Electronics (TYW) for advanced technologies such as e-cockpit, Heads-up display, etc including part supplies in Driver Information System Solutions across various vehicle segments.

MOVE THE WORLD FORWARD MITSUBISHI
HEAVY
INDUSTRIES
GROUP

BREATHING LIFE
INTO MACHINES



Award From Mitsubishi Heavy Industries Group on 28-July-2023

Award received from Mitsubishi Heavy Industries Group for “Best Support” at Supplier Conference.

Also awarded us the status of “Self Certified Supplier” for the year FY24.



Award From TVS Motor on 25-Aug-2023

Award received under the category "Supplier Reliability Cluster Program"

Select New Product Launches

Q2 FY24 Product Launch



TVS Motors

(Apache 310 RTR – 5" TFT)



TVS Motors

(Jupiter)



TRIUMPH

(Speed 400)



Quantum

(PLASMA Lite) **EV**



GAURA

(G5) **EV**



TATA Motors

(NEXON)

Financials

Key Financial Highlights (Consolidated)

Q2-FY24 Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 5,626.62 Mn	INR 698.68 Mn	12.42 %
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PAT	PAT Margin	EPS (Basic)
INR 331.55 Mn	5.89 %	INR 2.72

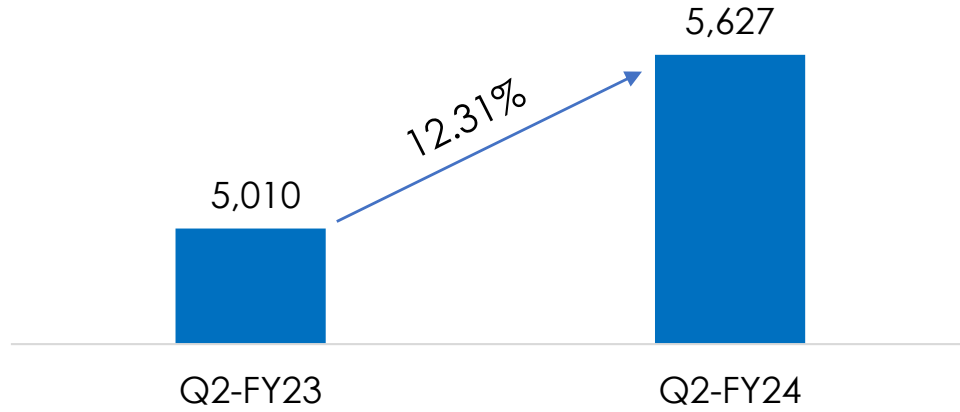
H1-FY24 Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 10,847.66 Mn	INR 1,363.73 Mn	12.57 %
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PAT	PAT Margin	EPS (Basic)
INR 650.93 Mn	6.00 %	INR 5.34

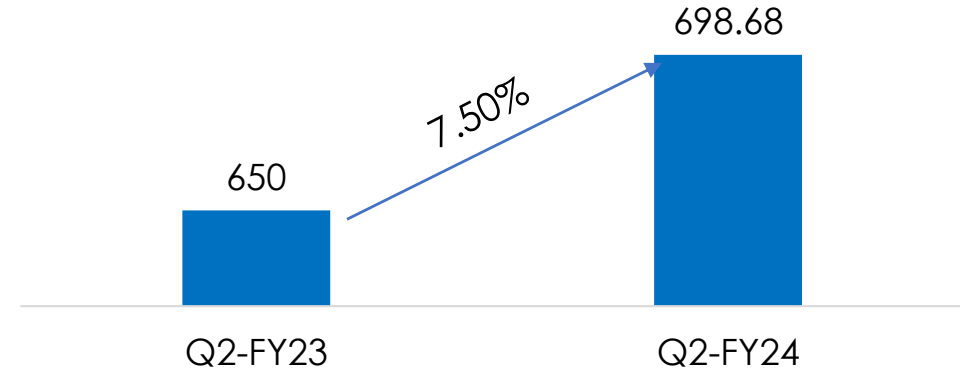
Financial Performance (Consolidated)

Value(INR) in Millions

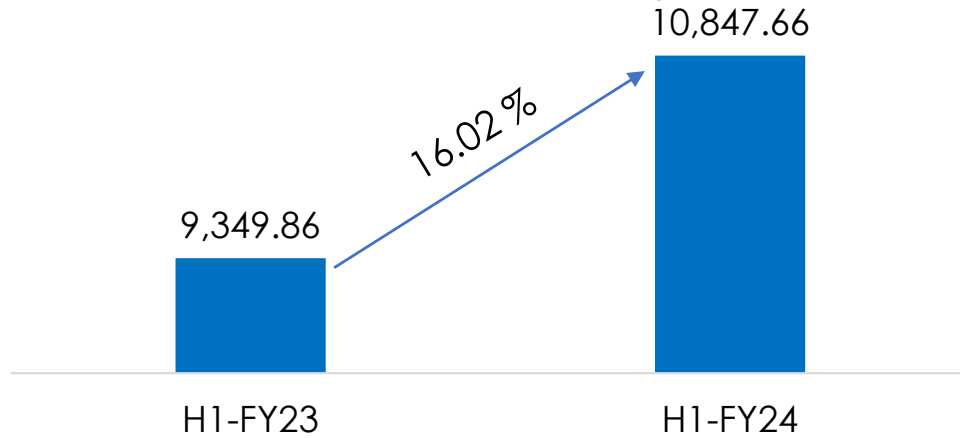
Q2 FY24 - Revenue from Operation



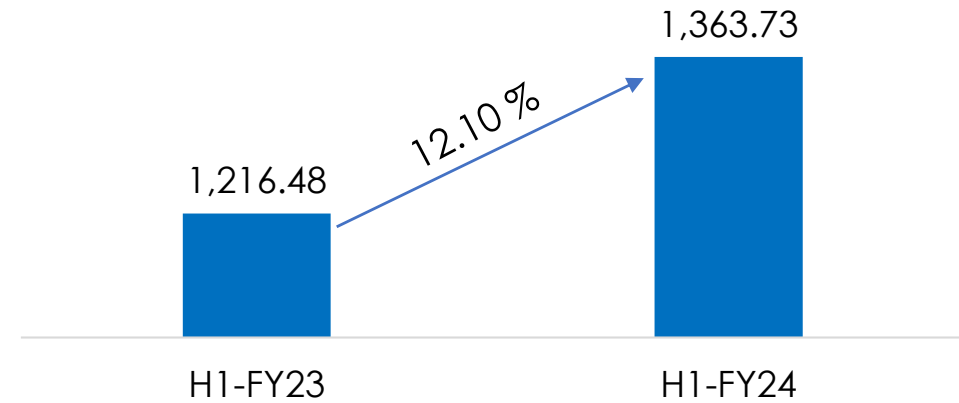
Q2 FY24 - EBITDA



H1 FY24 - Revenue from Operation



H1 FY24 - EBITDA



Quarterly Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	Q2 FY23	Q2 FY24
Revenue from Operations	5,010.04	5,626.62
Other Operational Revenue	148.29	151.56
Other Revenue	6.30	40.25
Total Income	5,164.63	5,818.43
Total Expenses	4,533.84	5,113.78
Depreciation and amortisation expenses	203.61	211.44
Finance costs	45.94	51.18
PBT before exceptional Item and tax	381.24	442.03
Exceptional Item	97.50	-
Profit Before Tax (PBT)	478.74	442.03
Tax	3.47	110.48
Profit After Tax (PAT)	475.27	331.55
Other Comprehensive Income (After Tax)	19.52	(4.85)
Total Comprehensive Income	494.79	326.70
Basic EPS(INR)*	3.90	2.72

*Not Annualised for Quarters

Historical Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	FY21	FY22	FY23	FY24 (H1)
Revenue from Operations	13,589.42	15,000.69	19,028.31	10,847.66
Other Operational Revenue	541.72	446.24	557.30	302.66
Other Revenue	78.40	88.21	45.85	68.70
Total Income	14,209.53	15,535.14	19,631.46	11,219.02
Total Expenses	12,351.97	13,641.13	17,300.86	9,839.31
Depreciation and amortisation expenses	941.90	818.39	779.08	409.66
Finance costs	430.71	272.82	182.83	97.68
PBT before exceptional Item	484.95	802.79	1,368.70	872.37
Exceptional Item	-	-	97.50	-
PBT	484.95	802.79	1,466.20	872.37
Tax	326.66	291.86	219.35	221.44
PAT	158.29	510.94	1,246.85	650.93
Discontinued operations	256.69	-	-	-
Other Comprehensive Income (After Tax)	5.94	19.49	34.15	(12.70)
Total Comprehensive Income	420.92	530.43	1,281.00	638.23
Basic EPS(INR)	1.45	4.19	10.23	5.34

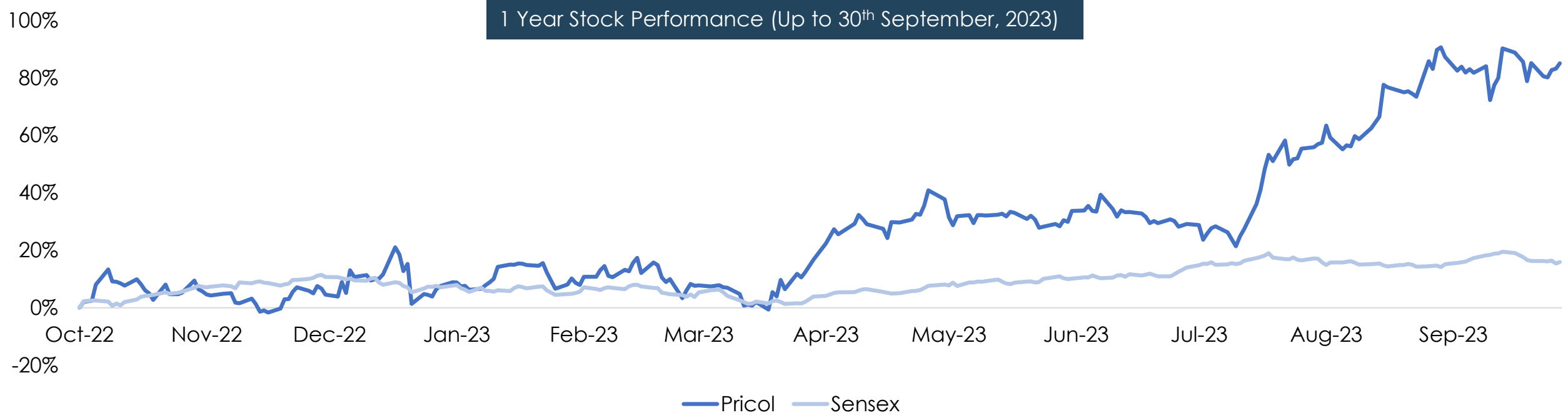
Historical Balance Statement (Consolidated)

Value(INR) in Millions

Equity and Liabilities (INR Mn)	FY22	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

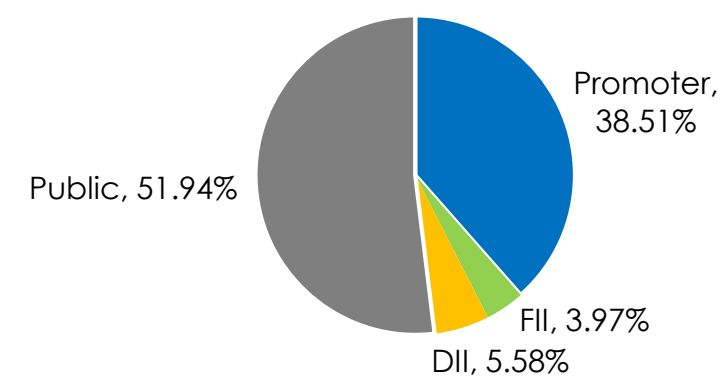
Assets (INR Mn)	FY22 (Restated)	FY23	H1-FY24
Non-Current Assets			
Fixed Assets			
Property, Plant & Equipment	3,743.54	3,958.63	4,521.81
Right of use assets	391.69	344.64	305.33
Capital work in progress	84.40	139.86	139.92
Investment Property	153.88	69.50	68.18
Goodwill	794.72	695.38	645.71
Other Intangible 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



Price Data (As on 30 th September, 2023)	INR
Face Value	1.0
Closing Value (BSE)	328.55
High Price/Low Price (BSE)	346/170.7
Total Volume ('000)	911.11
Equity Shareholder Outstanding (Mn)	121.9
Market Cap (Mn)	40,044.16

Shareholding Pattern (As on 30th September 2023)





Investor Relations

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Tel: +91-22-4903-9500

Company Secretary & Compliance Officer

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Pricol Limited
Email: cs@pricol.co.in
Tel: +91 42-2433-6238