



PRICOL LIMITED

Passion to Excel

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Coimbatore-641 018, India

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connect@pricol.com

pricol.com

CIN: L34200TZ2011PLC022194

CUSTOMERS EMPLOYEES SHAREHOLDERS SUPPLIERS

PL/SEC/TGT/2024-2025/114

Thursday, 30th January, 2025

| | |
|--|---|
| Listing Department National Stock Exchange of India Limited “Exchange Plaza’, C-1, Block G Bandra-Kurla Complex, Bandra (E), Mumbai - 400051 Scrip Code: PRICOLLTD | Corporate Relationship Department BSE Limited 1 st Floor, New Trading Ring Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai 400 001 Scrip 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 2024, **to be held today (30th January, 2025) at 05:00 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 - FY25 | Earnings Presentation
30-Jan-2025

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.

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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 75

Industrial Innovation Awards 2024
Awarded by CII



5

Key Strategic Partnerships



16

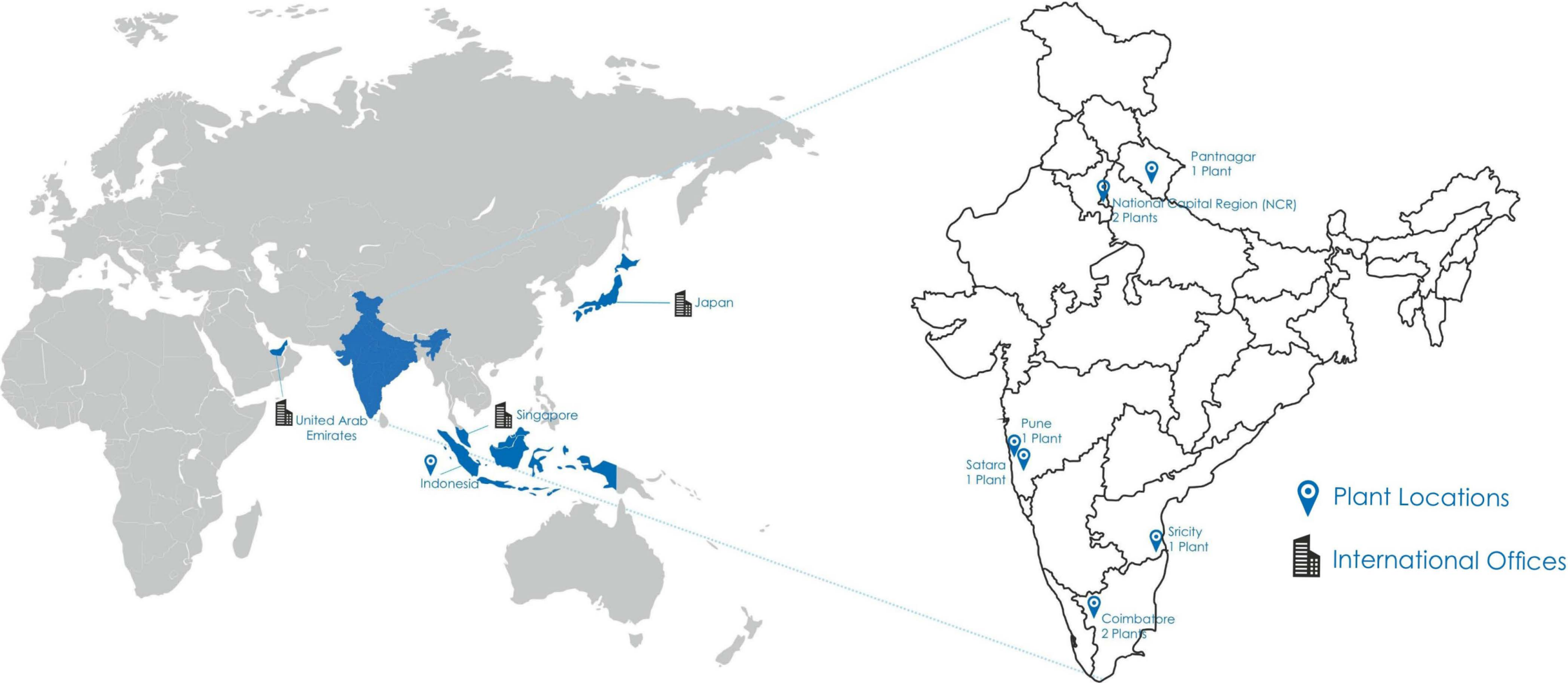
Countries Direct OEM Supplies



71%

Energy Consumption via Renewable Sources.

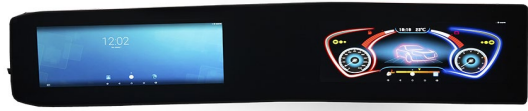
Our Presence



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

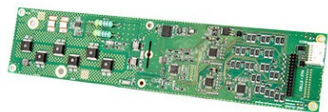


TFR Type Fuel Level Sensor

Battery Management System (BMS)



Low



Mid



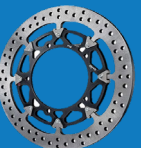
High

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 In – House Capabilities

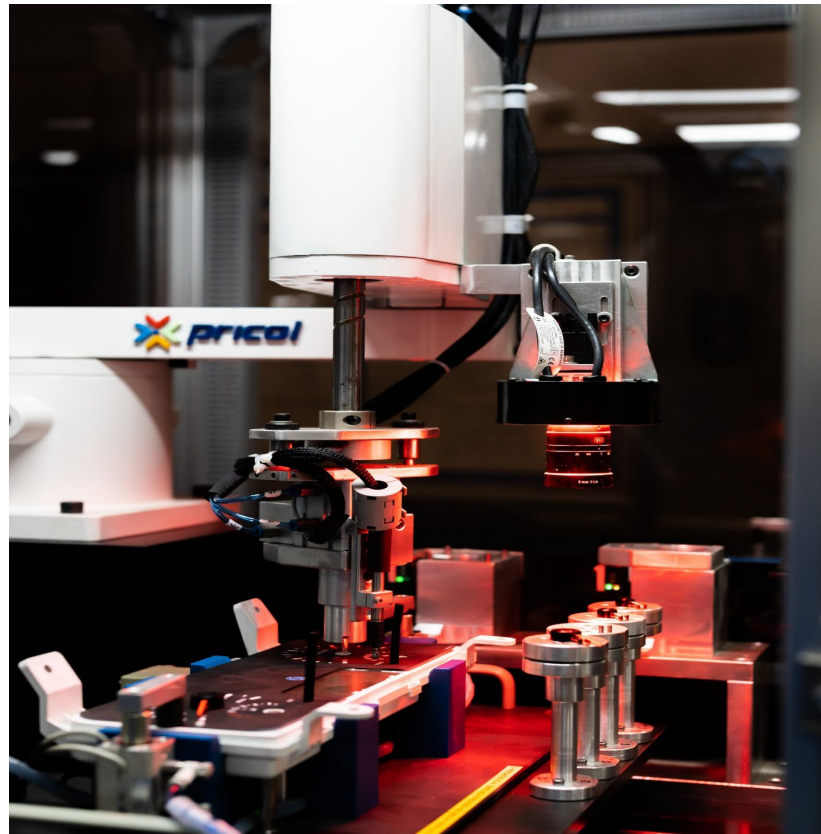


ENGINEERING EXCELLENCE

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

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



TESTING EXCELLENCE

EMI – EMC
Hil and Sil Lab
Environment
Endurance
Product Reliability (NABL Accredited)



Our Major Customers

TWO/ THREE WHEELERS



PASSENGER VEHICLES



COMMERCIAL VEHICLES



TRACTORS



OFF ROAD VEHICLE



INDUSTRIAL



NEW AGE EV CUSTOMERS



Recent Partnership

Key Partnerships



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.



Entered into an International licensing agreement with BMS PowerSafe, a part of Startec Group to manufacture and sell **Battery Management System (BMS)** for Indian Market. In this partnership, Pricol will be licensing the product and process technology of BMS from Partner and will be manufacturing complete BMS in-house. This partnership has opened up a new arena for Pricol to add a pure play EV product in our portfolio. The company is recognized as the top 3 pure players of BMS suppliers in Europe.



Pricol in partnership with PSG Institutions has launched a **Center of Excellence (CoE)** to develop high efficiency **micro motors and Robotics and artificial Intelligence** based processes and equipment. With Pricol's strong foot print in product domain and customer connect and PSG Institutions' expertise in first principle fundamentals, the CoE will certainly benefit the community at large to come out with world class new technology products and processes



Pricol is partnered with CGI studio for **Human Machine Interface (HMI) Solutions** Candera will, help in HMI solutions with shorter lead time, cost effective solutions – all made possible by having a single HMI tool to support Next Generation Display Systems to be built on various Product Platforms which is indigenously developed by Pricol.



Pricol has partnered with Heilongjiang Tianyouwei Electronics (TYW) for **advanced technologies** in **Driver Information System Solutions across various vehicle segments**. This partnership is set to redefine the driving experience by introducing cutting-edge Driver Information System Solutions such as e-cockpit and Heads-up Displays. The collaboration will add value to the Indian automotive landscape by combining Pricol's domain expertise in Driver Information System with TYW's technological prowess.



Key Highlights

Annual Summit on Technology, Intellectual Property, and Industry-Academia Partnerships

'Shaping the Decade: Empowering Global Growth through
Technology and Industry-Academia Partnerships'

13 December 2024

New Delhi



Top 75 Innovative Company by CII on 13-Dec-2024

Confederation of Indian Industries (CII) awarded Pricol as one of the "TOP 75 INNOVATIVE COMPANY" as a part of Industrial Innovation award 2024



Award From Daimler India Commercial Vehicle on 05-Dec-2024

Award received under the category "Quality-Zero PPM & 100% Delivery" for reliable partner

QUALITY CONCEPTS 3CQC-2024



Theme: "INVESTING IN PEOPLE BUILDING A BETTER FUTURE"



Management
batore.

Awarded with Gold & Silver from Quality Circle Forum of India (QCFI) on 19-Oct-2024

Pricol won the prestigious Gold and Silver award at the 9th & 35th Chapter Convention on Quality Concepts organized by QCFI





SPECIAL MENTION

Awarded for Sustainability from (MIWA) on 28-Sep-2024

Pricol received First Place in the Sustainability, Environment, Social, and Innovation category at the Manesar Industrial Welfare Association (MIWA) Annual Supplier Conference at Gurugram



QUALITY CIRCLE FORUM OF INDIA
PUNE CHAPTER
39th ANNUAL CONVENTION



Bagged Four Gold award in the Quality Circle Forum of India (QCFI) on 20th & 21st Sep 2024
Pricol Won four prestigious Gold award at the 39th Annual Chapter Convention on Quality Concepts organized by QCFI at Pune



Select New Product Launches

Q3 FY25 Product Launch

BAJAJ

(RS 200)



LCD TYPE - DIS



Q3 FY25 Product Launch


BAJAJ

(Chetak)



LCD TYPE - DIS

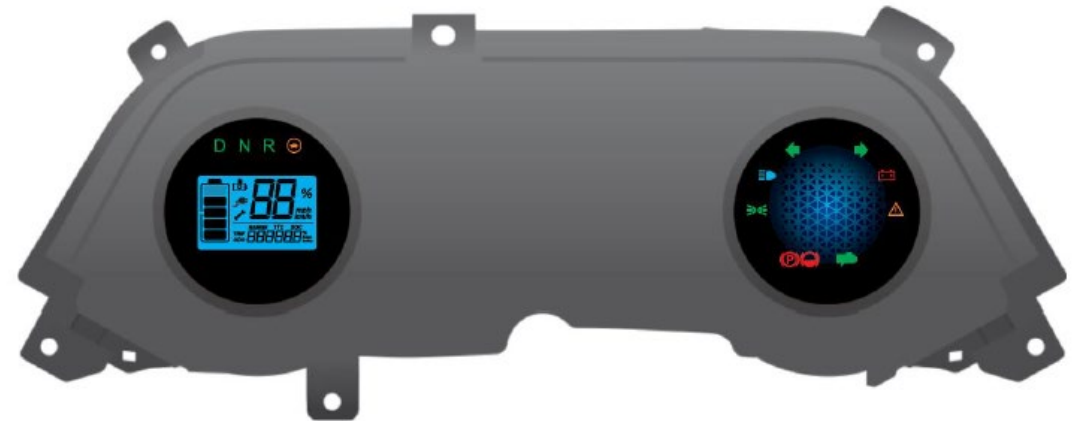




Q3 FY25 Product Launch

BAJAJ

(GOGO EV E-TEC)



LCD TYPE - DIS



Q3 FY25 Product Launch

BAJAJ

(E - Rick)



LCD TYPE - DIS



Q3 FY25 Product Launch

BAJAJ

(New RE)



LCD TYPE - DIS



Financial Overview

Key Financial Highlights (Consolidated)

Q3-FY25 Financial Performance

| | | |
|-------------------------|---------------|---------------|
| Revenue from Operations | EBITDA | EBITDA Margin |
| INR 6,159.14 Mn | INR 780.35 Mn | 12.67 % |
| PAT | PAT Margin | EPS (Basic) |
| INR 414.51 Mn | 6.73 % | INR 3.40 |

9M-FY25 Financial Performance

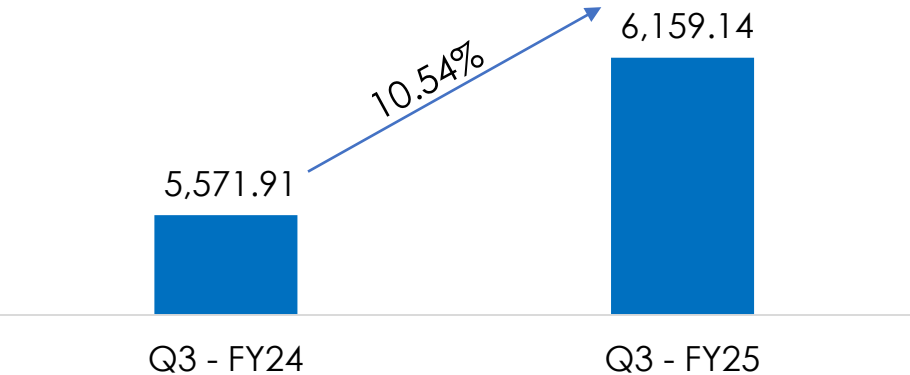
| | | |
|-------------------------|-----------------|---------------|
| Revenue from Operations | EBITDA | EBITDA Margin |
| INR 18,689.01 Mn | INR 2,458.09 Mn | 13.15 % |
| PAT | PAT Margin | EPS (Basic) |
| INR 1,320.82 Mn | 7.07 % | INR 10.84 |

At Consolidated level Long term borrowings is NIL in FY25 (Q3)

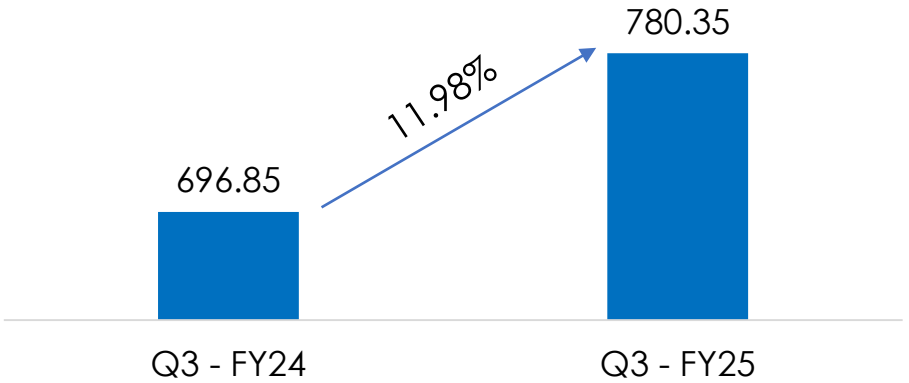
Financial Performance (Consolidated)

Value(INR) in Millions

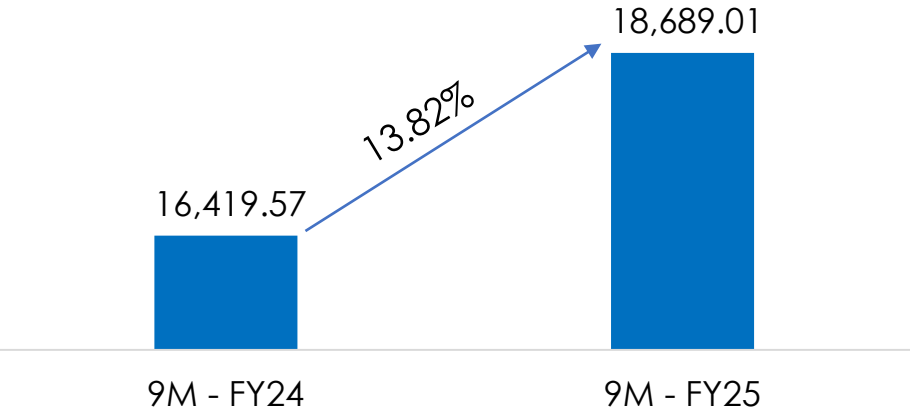
Q3 FY25 - Revenue from Operation



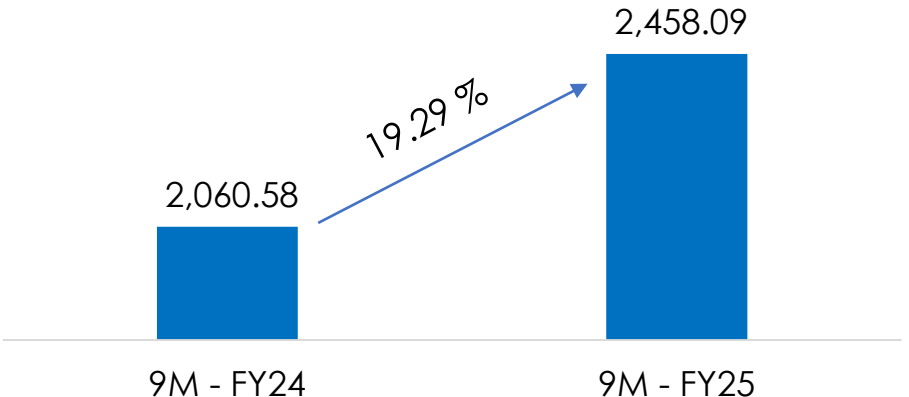
Q3 FY25 - EBITDA



9M FY25 - Revenue from Operation



9M FY25 - EBITDA



Quarterly Income Statement (Consolidated)

Value(INR) in Millions

| Particulars (INR Mn) | Q3 FY24 | Q3 FY25 |
|--|-----------------|-----------------|
| Revenue from Operations | 5,571.91 | 6,159.14 |
| Other Operational Revenue | 153.95 | 178.88 |
| Other Revenue | 19.35 | 39.96 |
| Total Income | 5,745.21 | 6,377.98 |
| Total Expenses | 5,047.67 | 5,586.93 |
| Depreciation and amortisation expenses | 209.92 | 223.99 |
| Finance costs | 46.98 | 22.54 |
| Profit Before Tax (PBT) | 440.64 | 544.52 |
| Tax | 100.46 | 130.01 |
| Profit After Tax (PAT) | 340.18 | 414.51 |
| Other Comprehensive Income (After Tax) | 0.95 | (9.71) |
| Total Comprehensive Income | 341.13 | 404.80 |
| Basic EPS(INR)* | 2.79 | 3.40 |

*Not Annualised for Quarters

Historical Income Statement (Consolidated)

Value(INR) in Millions

| Particulars (INR Mn) | FY22 (Restated) | FY23 | FY24 | FY25 (9M) |
|--|--------------------|------------------|------------------|------------------|
| Revenue from Operations | 15,000.69 | 19,028.31 | 22,081.69 | 18,689.01 |
| Other Operational Revenue | 446.24 | 557.30 | 636.13 | 536.58 |
| Other Revenue | 88.21 | 45.85 | 131.59 | 123.00 |
| Total Income | 15,535.14 | 19,631.46 | 22,849.41 | 19,348.59 |
| Total Expenses | 13,641.14 | 17,300.85 | 19,987.25 | 16,897.16 |
| Depreciation and amortisation expenses | 818.39 | 779.08 | 820.61 | 634.01 |
| Finance costs | 272.82 | 182.83 | 182.50 | 79.66 |
| PBT before exceptional Item | 802.79 | 1,368.70 | 1,859.05 | 1,737.76 |
| Exceptional Item | - | 97.50 | - | - |
| PBT | 802.79 | 1,466.20 | 1,859.05 | 1,737.76 |
| Tax | 291.85 | 219.35 | 452.93 | 416.94 |
| PAT | 510.94 | 1,246.85 | 1,406.12 | 1,320.82 |
| Other Comprehensive Income (After Tax) | 19.49 | 34.15 | (59.02) | 10.63 |
| Total Comprehensive Income | 530.43 | 1,281.00 | 1,347.10 | 1,331.45 |
| Basic EPS(INR) | 4.19 | 10.23 | 11.54 | 10.84 |

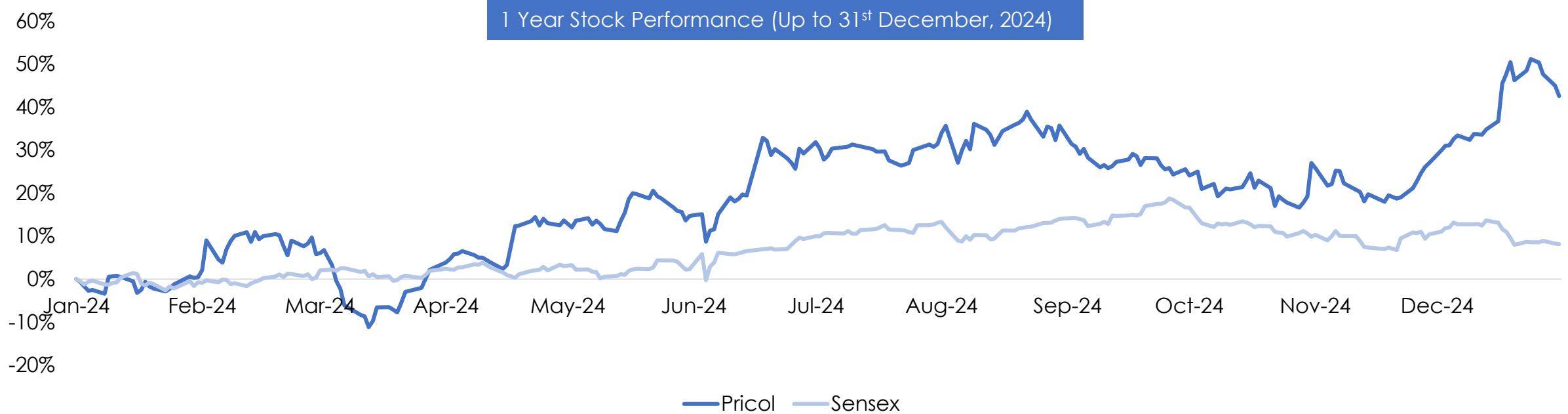
Historical Balance Sheet (Consolidated)

Value(INR) in Millions

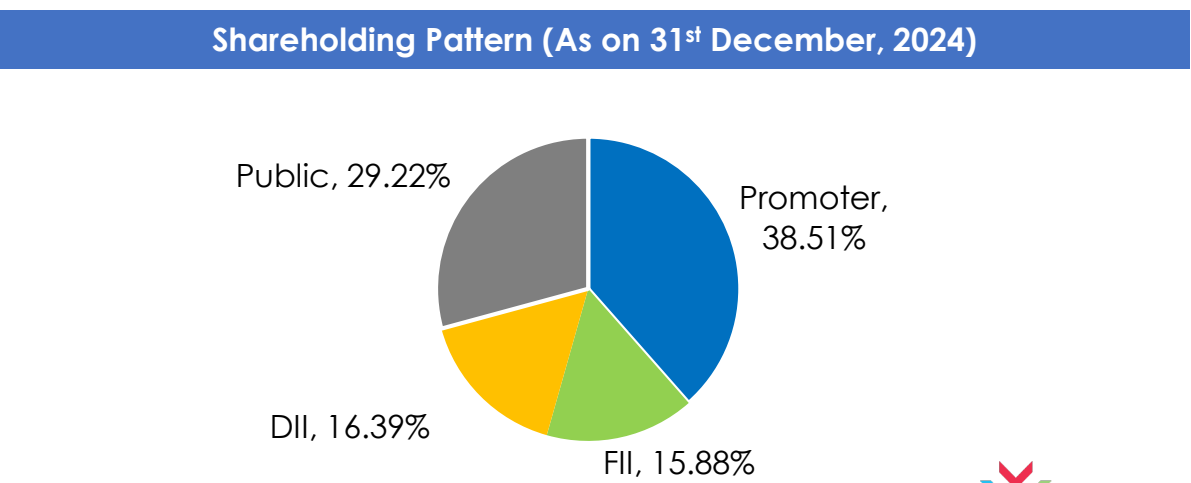
| Equity and Liabilities (INR Mn) | FY23 | FY24 | FY25 (H1) |
|---|------------------|------------------|------------------|
| Shareholders Fund | | | |
| Share Capital | 121.88 | 121.88 | 121.88 |
| Other Equity | 6,920.95 | 8,330.84 | 9,257.49 |
| Total Equity | 7,042.83 | 8,452.72 | 9,379.37 |
| Non-Current Liabilities | | | |
| 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 |
| Total Non-Current Liabilities | 983.60 | 647.58 | 562.92 |
| Current Liabilities | | | |
| 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 |
| Total Current Liabilities | 4,981.42 | 5,256.08 | 5,843.06 |
| Liabilities in relation to Non-Current Assets held for sale | 67.20 | - | - |
| Total | 13,075.05 | 14,356.38 | 15,785.35 |

| Assets (INR Mn) | FY23 | FY24 | FY25 (H1) |
|-------------------------------------|------------------|------------------|------------------|
| Non-Current Assets | | | |
| Fixed Assets | | | |
| 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 |
| Total Non-Current Assets | 6,438.05 | 6,926.87 | 7,411.64 |
| Current Assets | | | |
| 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 |
| Total Current Assets | 6,441.31 | 7,429.51 | 8,373.71 |
| Non - Current Asset held for sale | 195.69 | - | - |
| Total | 13,075.05 | 14,356.38 | 15,785.35 |

Capital Market Data



| Price Data (As on 31 st December, 2024) | INR |
|--|---------------|
| Face Value | 1.00 |
| Closing Value | 542.95 |
| High Price/Low Price | 598.85/330.50 |
| Total Volume ('000) | 523.81 |
| Equity Shareholder Outstanding (Mn) | 121.88 |
| Market Cap (Mn) | 66,175.56 |





Investor Relations

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Company Secretary & Compliance Officer

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