

### Strong showing; margin trend boosts confidence

Pricol (PRICOL) reported a strong set of earnings in Q1FY26 after a weak Q4FY25. Standalone sales rose 12% YoY versus 2W production of just 0.7%, implying double-digit outperformance. Industry momentum is expected to pick up in Q2 and Q3FY25 and we expect company to continue the outperforming the market, albeit at normal level. As the market leader in TFT clusters, it will benefit from the mandatory OBD2 regulation. It will be at the forefront if ABS regulation comes into effect from January 2026. Staff expenses, a major headwind in its Q4FY25 result, fell 130bp QoQ. The management expected employee expenses to be in the 11–12% range and its Q1FY26 performance confirms this trajectory.

We see sales and profitability for Pricol Precision Products Pvt rising as it opens up to business (engineered plastic moulding) from outside the TVS group. The stock has corrected 17% in FY26 till date and is trading relatively cheap at 24x one-year forward P/E, 8% below its last two years average. We are positive on PRICOL and our 'BUY' rating is based on increasing digitisation and premiumisation in the 2W space. We raise our TP to INR560 from INR540 as we see strong potential for a re-rating.

#### Better than expected standalone performance

Consolidated sales/EBITDA grew 44%/26% YoY driven by the consolidation of the Sundaram Auto Components (SACL) business. The key highlight in Q1FY26 was the 12% YoY rise in standalone sales, outperforming the 2W market by more than 10%. Standalone EBITDA rose 18% QoQ, with EBITDA margin expanding by 80bp driven by lower (130bp) staff expenses. The management expects employee expenses to return to 11–12% by Q3FY26.

### Mid-term premiumisation story is promising

The instrument cluster industry has evolved in the last decade, keeping pace with rising digitisation and smart screens. It transitioned to LCD and digital clusters from mechanical ones driven by BS-VI norms, which came into effect from April 2020. Premiumisation continued, especially in the EVs, as upcoming models pivoted towards TFT clusters over digital ones.

Mandatory OBD2 compliance from April will boost sales of TFT clusters while mechanical clusters turn obsolete. The market share of TFT clusters is expected to rise to ~30% in the mid-term from 8–10% as digital and TFT clusters replace mechanical ones in newer models, leading to higher (8–9%) realisation. PRICOL, being the domestic leader in the instrument cluster business with ~80% share in TFT clusters, is best placed to capture this premiumisation trend.

### New products to accelerate growth from FY27

The launch of disc brakes in Q2FY26 opens up new market opportunities for PRICOL. The Centre's draft regulations mandating ABS in all 2Ws from January 2026 directly benefits the company. It is also venturing into other high CPV products, like e-Cockpit and advanced telematics and heads-up display, which will enhance average realisation for the group. We expect its standalone outperformance to continue, driving sales/EBITDA CAGR of more than 16%/22% over FY25-27. We forecast a consolidated sales/EBITDA/PAT CAGR of 29%/27%/30% over FY25-27.

### Valuation and view

The stock has taken a beating, sinking 17% since the start of the year. On a one-year forward P/E, it is trading at 24.0x, 8% below its last two year's average. Our SoTP valuation methodology leads to a revised TP of INR560, implying 12.8x EV/EBITDA and 23.7x P/E on a FY27E basis. Maintain 'BUY'.

### **Key financials**

Year to March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Revenue (INR cr)	1,500	1,903	2,208	2,621	3,658	4,348	4,980
Revenue growth (%)		26.8	16.0	18.7	39.6	18.9	14.5
EBITDA (INR cr)	191	236	279	334	439	536	633
EBITDA margin (%)	12.7	12.4	12.6	12.7	12.0	12.3	12.7
PAT (INR cr)	51	125	141	167	233	288	346
PAT margin (%)	3.4	6.6	6.4	6.4	6.4	6.6	7.0
Adjusted EPS (INR)	4.2	10.2	11.5	13.7	19.1	23.6	28.4
P/E ratio (x)	24.4	16.3	27.2	34.7	23.2	18.2	15.1

CMP: INR430 Rating: BUY

Target price: INR560

Upside: 30%

Date: August 01, 2025

Bloomberg:	PRICOL:IN
52-week range (INR):	381/599
M-cap (INR cr):	5,247
Promoter holding (%)	38.51

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## Key takeaways from the management commentary

- Pricol Precision: Revenues of INR205cr and EBITDA margin of 7.5%/7.0% in Q1FY26/Q4FY25.
- **Employee cost,** as a percentage of sales came at 12.3%, 130bps lower QoQ. Company is making some forward looking recruitment for new launches coming later this year.
- **ABS:** High potential area of growth. Started SOP in Q2FY25. Currently supply to one of the pure play EV player. Company will start supplying to one of its main customers, leading to mass production of brakes from 4QFY26.
- Industry outlook: Q1FY26 was a muted quarter with production growth of just 1% in 2W. Part of this tepid performance was driven by the shortage of rare earth magnets (REMs). The management sees some REM-related headwinds in Q2, with stable production from Q3FY26.
- Margin expansion: PRICOL expects EBITDA margin to stay within the 11-12% range. It doesn't expect margin to fall below 11.5%. The main driving factors are as follows:
  - Operating leverage: Utilisation at Pricol Precision Products Pvt will rise as it starts selling to new clients. It has received RFQs from some prominent players. The subsidiary is transitioning towards engineered plastics production, thus raising its margin profile.
  - Cost cutting: PRICOL has formulated a comprehensive cost-saving plan which will come into effect from Q2FY26.
  - New products have a higher content per vehicle (CPV), thus raising their margin profile.
- Pact with Domino: The company has signed a technology licence agreement with Italy-based Domino for the manufacture and supply of handlebar components (switches and throttles) to 2W OEMs. This is mainly for sales in Southeast Asian markets. The management expects revenue to accrue in six months.
- Segment-wise sales: 65%/10%/15%/10% from 2Ws/PVs/CVs/OHV and tractors.
- Exports constitute 7–8% of total sales but are expected to increase in coming years. No major impact from US tariffs.
- New products: e-Cockpit and BMS are in the testing phase with clients, with revenue accrual some quarters away.
- DICVS and ACFMS: The management sees equal scope for growth between the driver information and connected vehicle solutions (DICVS) and the actuation, control, and fluid management systems (ACFMS). Good growth potential in the ACFMS segment. ACFMS has a good level of export sales within both Europe and the US.

### **Revised estimates**

We have slightly raised our sales forecast for FY27 as the company ramps up disc brake sales. The government's decision to make disc brakes mandatory will boost sales. We have increased our margin estimate as PRICOL has successfully cut employee expenses by 130bp QoQ. We expect staff costs to normalise ~12.0% level over coming periods.

	New est	imates	Old esti	mates	Old versus new		
INRcr	FY26E	FY27E	FY26E	FY27E	FY25E	FY26E	
Sales	3,737	4,443	3,742	4,415	0	1	
EBITDA	439	536	426	530	3	1	
EBITDA margin (%)	11.8	12.1	11.4	12.0	37bp	7bp	
EBIT	318	393	305	387	4	1	
EBIT margin (%)	8.5	8.8	8.2	8.8	37bp	7bp	
EPS	19.12	23.64	17.16	21.93	11	8	



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## **Financials**

## Income Statement (INR cr, unless specified)

Year to March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Income from operations	1,500	1,903	2,208	2,621	3,658	4,348	4,980
Direct cost	1,070	1,373	1,555	1,861	2,597	3,078	3,526
Employee expenses	192	227	263	325	439	522	598
Other expenses	103	129	181	194	267	312	344
EBITDA	191	236	279	334	439	536	633
Depreciation and amortisation	82	78	82	90	121	144	165
EBIT	109	158	197	244	318	393	469
Finance cost	27	18	18	13	18	17	17
Other income	9	14	13	17	15	15	21
Profit before tax (PBT)	80	147	186	227	311	384	462
Tax expense	29	22	45	60	78	96	115
Net profit	51	125	141	167	233	288	346
Diluted EPS (INR)	4.19	10.23	11.54	13.70	19.12	23.64	28.42

### Common size metrics - as a percentage of revenues

Year to March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Direct cost	71.3	72.2	70.4	71.0	71.0	70.8	70.8
Employee expense	12.8	12.0	11.9	12.4	12.0	12.0	12.0
Other expenses	6.8	6.8	8.2	7.4	7.3	7.2	6.9
Depreciation	5.5	4.1	3.7	3.4	3.3	3.3	3.3
Interest expense	1.8	1.0	0.8	0.5	0.5	0.4	0.3
EBITDA margin	12.7	12.4	12.6	12.7	12.0	12.3	12.7
EBIT margin	7.3	8.3	8.9	9.3	8.7	9.0	9.4
Net profit margin	3.4	6.6	6.4	6.4	6.4	6.6	7.0

### **Growth Metrics**

Year to March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Revenues		26.8	16.0	18.7	39.6	18.9	14.5
EBITDA		23.4	18.2	19.9	31.4	22.1	18.1
PBT		82.6	26.8	21.9	37.1	23.6	20.2
Net profit		144.0	12.8	18.8	39.6	23.6	20.2
EPS		144.0	12.8	18.8	39.6	23.6	20.2



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### Ratios

Year to March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Gross margin	28.7	27.8	29.6	29.0	29.0	29.2	29.2
Interest coverage ratio	4.0	8.6	10.8	18.6	17.8	22.4	26.9
Inventory days	57.5	52.1	52.9	44.0	44.0	43.0	42.0
Receivables days	58.1	51.4	47.4	61.1	55.0	53.0	53.0
Payables days	65.7	54.2	53.9	59.8	63.3	63.3	63.3
Cash conversion cycle	50.0	49.3	46.5	45.2	35.7	32.7	31.7
Net debt /EBITDA	0.5x	0.1x	-0.2x	0.7x	0.6x	0.2x	-0.2x

RoIC calculation	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Adj. EBIT	100	153	183	228	303	378	447
Tax Rate	27	27	24	26	25	25	25
NOPAT	73	112	139	168	228	283	336
Fixed assets	437	451	532	809	1,096	1,152	1,152
Working Capital	205	257	281	381	363	441	514
Invested Capital	643	708	813	1,190	1,459	1,593	1,666
RoIC	11.8%	16.6%	18.2%	16.8%	17.2%	18.6%	20.6%

RoE calculation	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
PAT	51	125	141	167	233	288	346
Sales	1,500	1,903	2,208	2,621	3,658	4,348	4,980
Total Asset	1,199	1,306	1,436	1,949	2,272	2,710	3,171
Debt	623	602	590	933	1,023	1,173	1,288
Equity	576	704	845	1,016	1,249	1,537	1,884
PAT margin	3.4	6.6	6.4	6.4	6.4	6.6	7.0
Asset Turnover	1.3	1.5	1.5	1.3	1.6	1.6	1.6
Debt/Equity	1.1	0.9	0.7	0.9	0.8	0.8	0.7
RoE	8.9%	17.7%	16.6%	16.4%	18.7%	18.7%	18.4%



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## Balance Sheet (INR cr, unless specified)

Year to March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
PPE	374	396	459	707	993	1,050	1,050
Right of use assets	39	34	28	26	26	26	26
Capital work in progress	8	14	38	70	70	70	70
Intangible assets	183	160	138	132	99	99	84
Other non-current assets	45	40	30	35	35	35	35
Total non-current assets	649	644	693	969	1,223	1,280	1,265
Inventories	236	272	320	363	434	554	645
Financial investments	2	4	5	7	7	7	7
Trade receivables	239	268	287	473	473	581	677
Cash and cash equivalents	51	84	114	102	99	253	541
Other current assets	21	16	17	36	36	36	36
Total current assets	549	643	743	980	1,049	1,431	1,907
Total assets	1,199	1,306	1,436	1,949	2,272	2,710	3,171
Total equities	576	704	845	1,016	1,249	1,537	1,884
Long-term borrowings	93	27	0	68	68	68	68
Long-term provisions	12	15	19	15	15	15	15
Deferred tax liabilities	56	41	35	30	30	30	30
Other long-term liabilities	24	16	11	63	63	63	63
Total non-current liabilities	186	98	65	176	176	176	176
Short term borrowings	35	62	47	57	57	57	57
Trade payables	270	283	326	455	544	694	809
Short-term provisions	10	11	27	31	31	31	31
Other current liabilities	122	141	126	215	215	215	215
Total current liabilities	437	497	526	757	847	997	1,111

### Cash Flow (INR cr, unless specified)

Year to March	FY22	FY23	FY24	FY25	FY26E	FY27E	FY28E
Profit before tax	80	147	186	227	311	384	462
Add: D&A	82	78	82	90	121	144	165
(Less) other income/(add) financial expenses	21	17	15	7	9	9	2
Less: Change in working capital	12	(33)	4	44	18	(78)	(73)
Less: Taxes paid	(13)	(37)	(38)	(57)	(78)	(96)	(115)
Other operating cash flow	0	(9)	6	(1)	0	0	0
Net cash flow from operating activities	183	163	255	309	381	363	441
Capex PPE & IP	(45)	(85)	(143)	(216)	(375)	(200)	(150)
Free cash flow	138	78	111	93	6	163	291
M&A	0	0	0	(197)	0	0	0
Other investments	0	19	14	37	9	9	15
Net cash flow from investing activities	(45)	(66)	(129)	(377)	(366)	(191)	(135)
Net cash flow from financing activities	(154)	(64)	(69)	56	(18)	(17)	(17)



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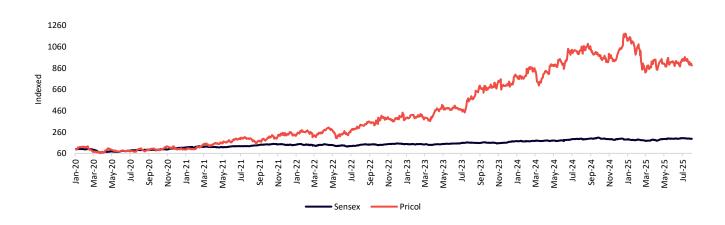
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