



**PRICOL LIMITED**

*Passion to Excel*

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pricol.com

CIN: L34200TZ2011PLC022194

CUSTOMERS EMPLOYEES SHAREHOLDERS SUPPLIERS

PL/SEC/TGT/2023-2024/029  
Thursday, 11<sup>th</sup> May 2023

Listing Department <b>National Stock Exchange of India Limited</b> “Exchange Plaza’, C-1, Block G Bandra-Kurla Complex, Bandra (E), Mumbai - 400051	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
<b>Script Code:</b> PRICOLLTD	<b>Script Code:</b> 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 audited financial results for the quarter and year ended 31<sup>st</sup> March 2023, **to be held today (11<sup>th</sup> May 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

Encl: As above





Q4 - FY23 | Earnings Presentation  
11-May-2023

# Disclaimer

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# Corporate Profile



Pricol Limited commenced operations in 1974 with headquarters in Coimbatore, India.



3 International Office in Tokyo, Singapore & Dubai



9 Manufacturing Locations  
8 Manufacturing Plants in India  
1 Subsidiary Plant in Indonesia



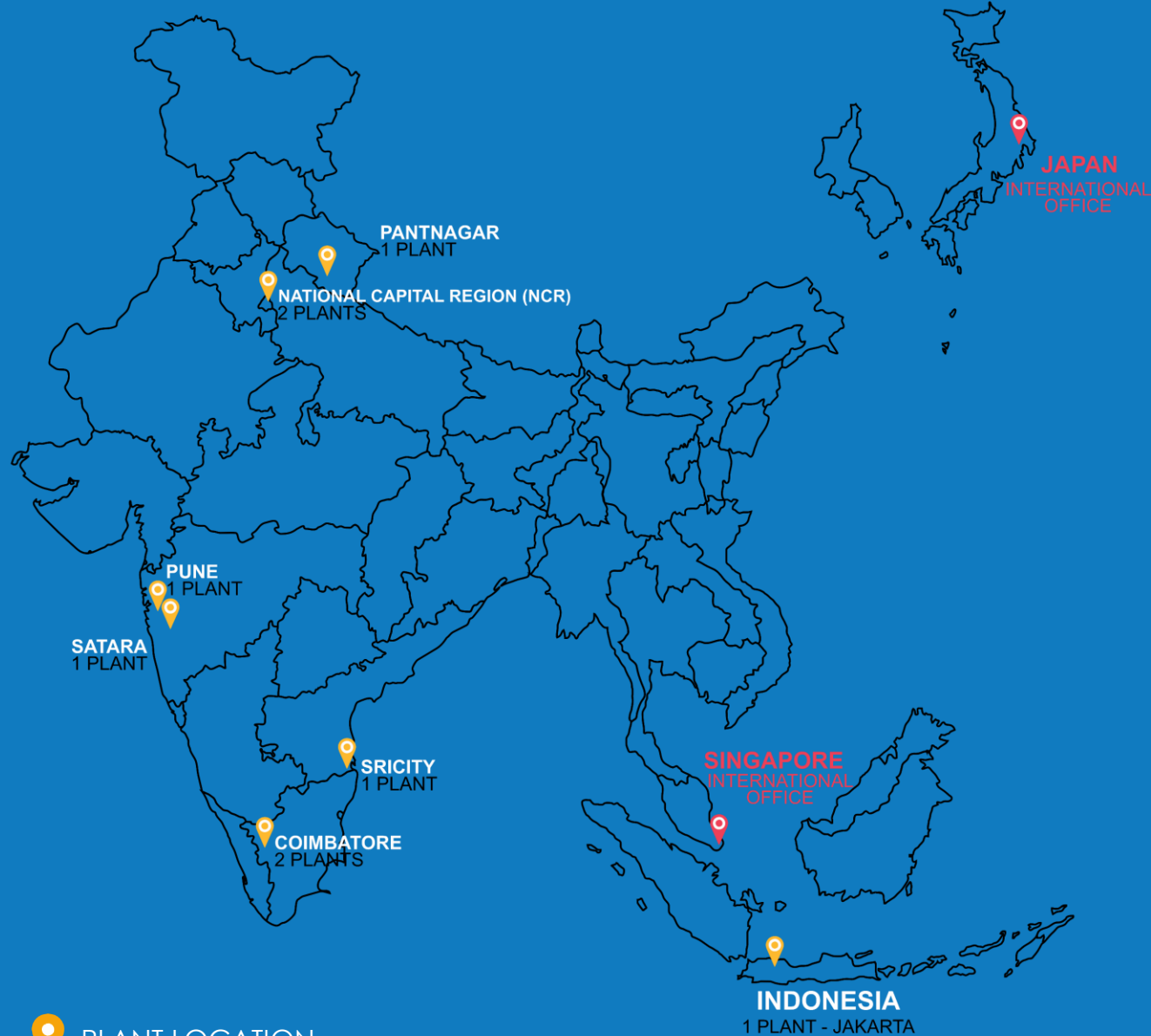
2 Technology Centres at Coimbatore  
~ 4.5% spend on total revenue for R&D



Leading Industry Certifications  
IATF 16949:2016, ISO 14001:2015, ISO 45001:2018.  
(Obtained ISO 9001 in the year 1993)



**UNITED ARAB EMIRATES (U.A.E.)**  
INTERNATIONAL OFFICE



PLANT LOCATION



INTERNATIONAL OFFICE

# 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



# 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.





# Key Highlights



## AWARD FROM CII FOR BUSINESS INNOVATION

Pricol has been recognized with the “Business Innovation” Award by the Confederation of Indian Industries (CII) Tamil Nadu for the various innovations done on Driver Information and Connected vehicle solutions.



# DELIVERY MANAGEMENT FUNCTIONAL MEDIUM & SMALL FARMS



## AWARD FROM HONDA MOTORCYCLE AND SCOOTER INDIA

Award received from Honda Motorcycle and Scooters India "Best Delivery Management"  
at Annual Supplier Conference.

# Select New Product Launches

# Q4 FY23 Product Launch (DICVS)



**Ashok Leyland**  
(DOST)



**Bajaj**  
(Pulsar NS 125)



**Bajaj**  
(Pulsar NS 160)



**Switch Mobility**  
(E-LCV)



**Switch Mobility**  
(E-BUS)

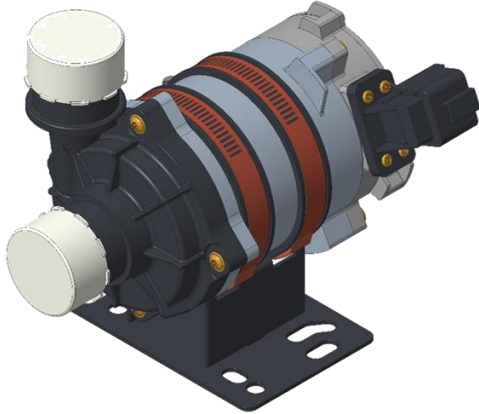


**Force Motors**  
(Urbania)

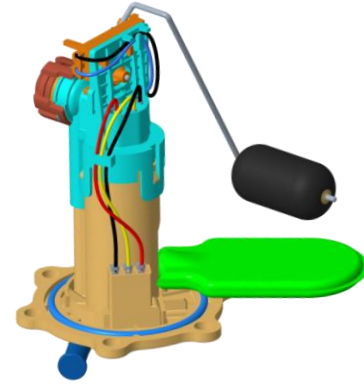


# Q4 FY23 Product Launch (ACFMS)

## Domestic

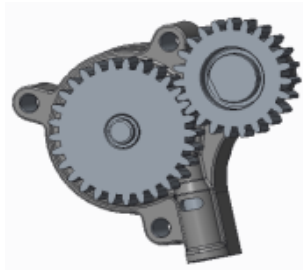


**Electric Coolant Pump**  
TATA Motors  
(E-BUS)



**Fuel Pump Module**  
Bajaj - KTM  
(Duke)

## Exports



**Oil Pump Assy.**  
FPT Powertrain  
Technologies



**Oil Pump Assy.**  
Ducati

# Financials



# Key Financial Highlights (Consolidated)

## Q4-FY23 Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 5,097 Mn	INR 623 Mn	12.23 %
PAT	PAT Margin	EPS
INR 298 Mn	5.85%	INR 2.45

## FY23 Financial Performance

Revenue from Operations	EBITDA *	EBITDA Margin
INR 19,028 Mn	INR 2,358 Mn	12.39 %
PAT *	PAT Margin	EPS
INR 1,149Mn	6.04%	INR 10.23

\*Excluding exceptional items of INR 97.50 Mn

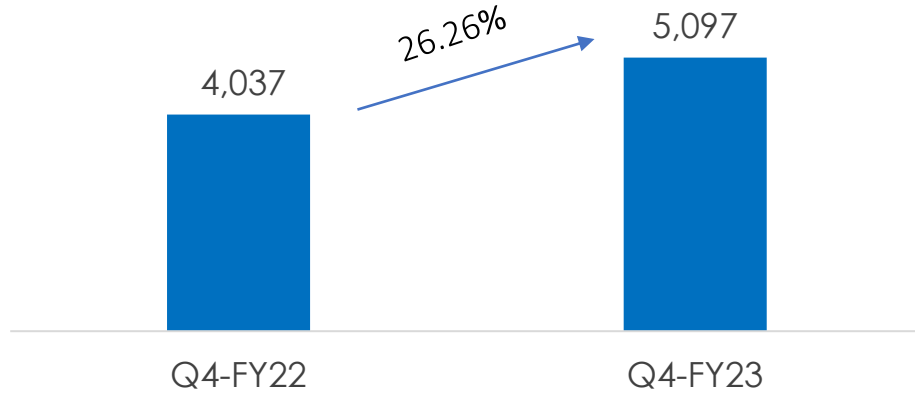
## Q4-FY23 Business Highlights

- Production capacity enhancement in Tool room, Plastic Component Manufacturing Shop and SMT (Surface Mount Technology) for PCB assembly line by adding new machines.
- Award from CII as “Trendsetters in Business Innovation” for the various innovations done on Driver Information and Connected Vehicle Solutions.
- Award from Honda Motorcycle and Scooter India (HMSI) for Best Delivery Management at their Annual Supplier Conference.

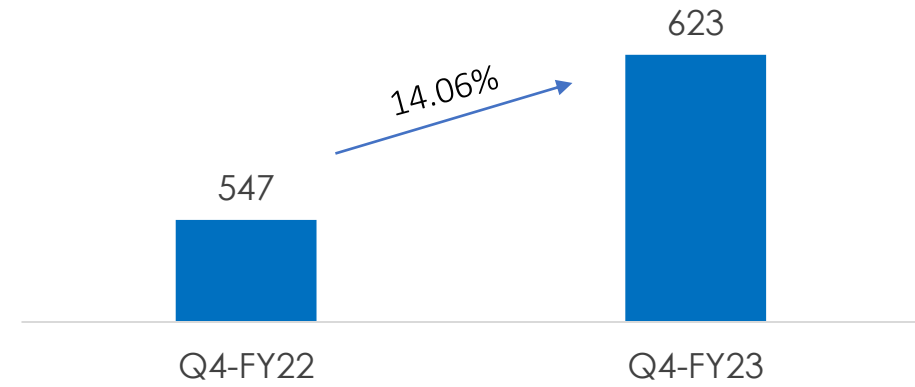
# Quarterly Financial Performance (Consolidated)

Value(INR) in Millions

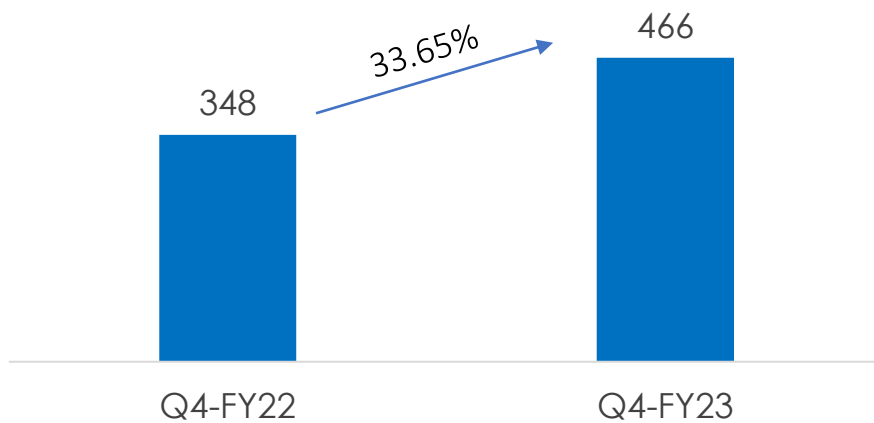
## Revenue from Operation



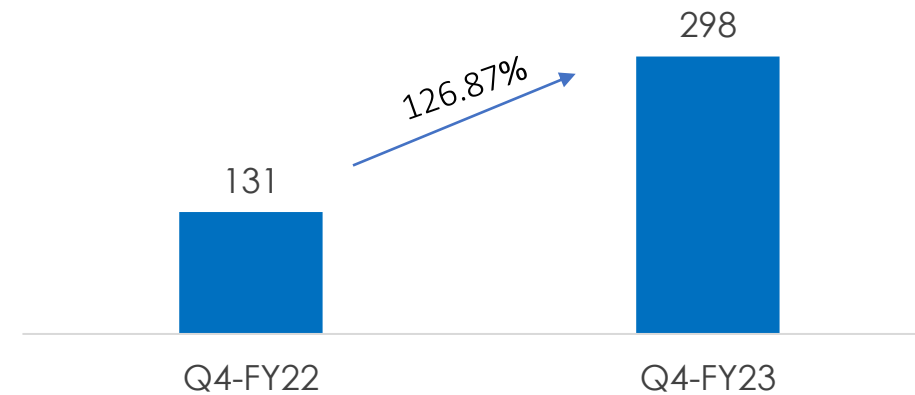
## EBITDA



## Cash Profit

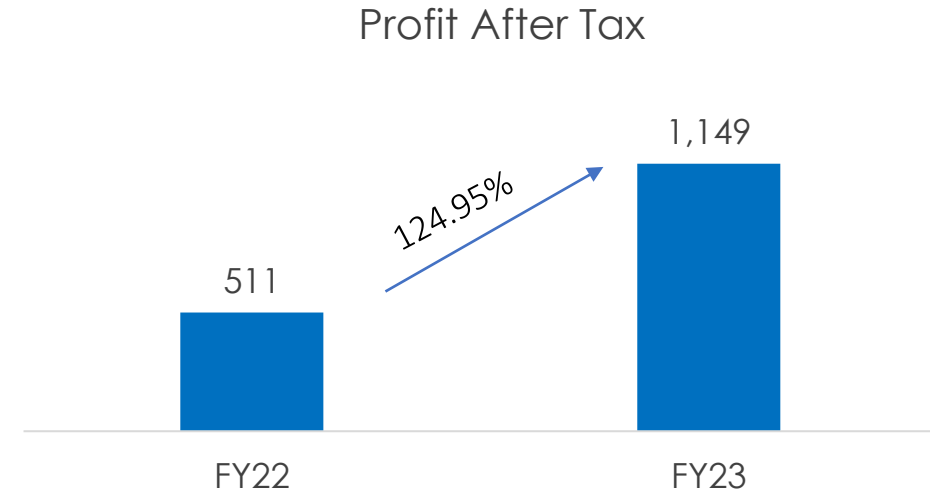
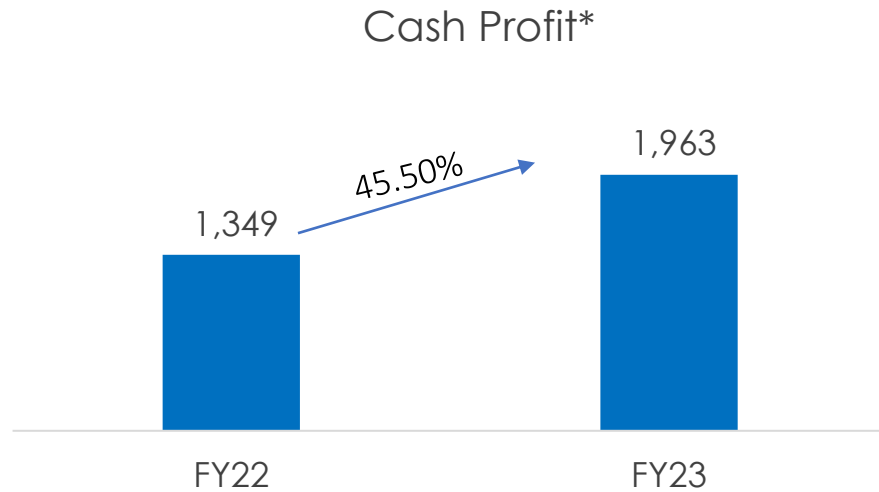
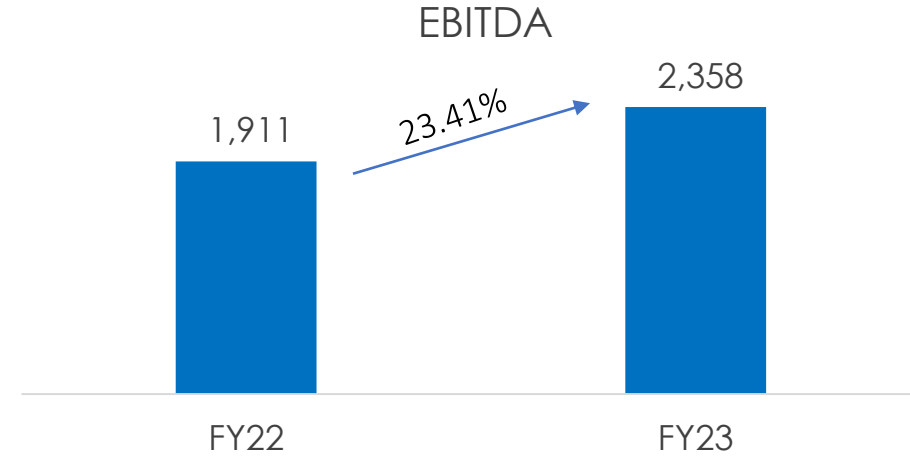
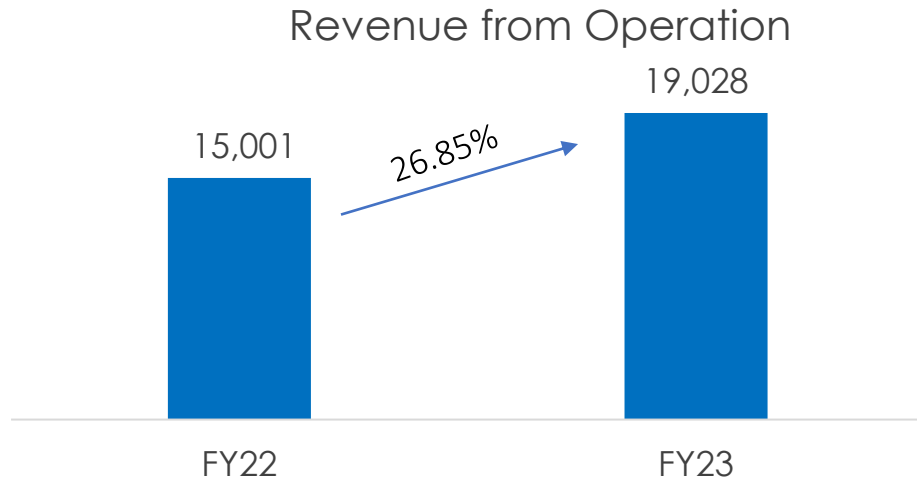


## Profit After Tax



# Yearly Financial Performance (Consolidated)

Value(INR) in Millions



\*Excluding exceptional items of INR 97.50Mn

# Quarterly Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	Q4 FY22 (Restated)	Q4 FY23
<b>Revenue from Operations</b>	<b>4,036.88</b>	<b>5,096.86</b>
Other Operational Revenue	106.18	137.99
Other Revenue	14.95	18.87
<b>Total Income</b>	<b>4,158.01</b>	<b>5,253.71</b>
Total Expenses	3,633.95	4,620.74
Depreciation and amortisation expenses	198.99	172.45
Finance costs	52.47	48.60
PBT before exceptional Item	272.61	411.92
Exceptional Item	-	-
<b>PBT</b>	<b>272.61</b>	<b>411.92</b>
Tax	141.24	113.89
<b>PAT</b>	<b>131.37</b>	<b>298.03</b>
Other Comprehensive Income (After Tax)	18.12	-4.73
<b>Total Comprehensive Income</b>	<b>149.49</b>	<b>293.30</b>
EPS (INR)	1.08	2.45

# Yearly Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	FY22 (Restated)	FY23
<b>Revenue from Operations</b>	<b>15,000.69</b>	<b>19,028.31</b>
Other Operational Revenue	446.24	557.30
Other Revenue	88.21	45.85
<b>Total Income</b>	<b>15,535.14</b>	<b>19,631.46</b>
Total Expenses	13,641.13	17,300.86
Depreciation and amortisation expenses	818.39	779.08
Finance costs	272.82	182.83
PBT before exceptional Item	802.79	1,368.70
Exceptional Item	-	97.50
<b>PBT</b>	<b>802.79</b>	<b>1,466.20</b>
Tax	291.86	219.35
<b>PAT</b>	<b>510.94</b>	<b>1,246.85</b>
Other Comprehensive Income (After Tax)	19.49	34.15
<b>Total Comprehensive Income</b>	<b>530.43</b>	<b>1,281.00</b>
EPS (INR)	4.19	10.23

# Historical Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	FY20	FY21	FY22 (Restated)	FY23
<b>Revenue from Operations</b>	<b>11,781.48</b>	<b>13,589.42</b>	<b>15,000.69</b>	<b>19,028.31</b>
Other Operational Revenue	612.81	541.72	446.24	557.30
Other Revenue	148.65	78.40	88.21	45.85
<b>Total Income</b>	<b>12,542.93</b>	<b>14,209.53</b>	<b>15,535.14</b>	<b>19,631.46</b>
Total Expenses	11,540.42	12,351.97	13,641.13	17,300.86
Depreciation and amortisation expenses	959.36	941.90	818.39	779.08
Finance costs	338.17	430.71	272.82	182.83
PBT before exceptional Item	(295.02)	484.95	802.79	1,368.70
Exceptional Item	-	-	-	97.50
<b>PBT</b>	<b>(295.02)</b>	<b>484.95</b>	<b>802.79</b>	<b>1,466.20</b>
Tax	(35.62)	326.66	291.86	219.35
<b>PAT</b>	<b>(259.40)</b>	<b>158.29</b>	<b>510.94</b>	<b>1,246.85</b>
Discontinued operations	(728.14)	256.69	-	-
Other Comprehensive Income (After Tax)	49.76	19.49	19.49	34.15
<b>Total Comprehensive Income</b>	<b>(937.78)</b>	<b>434.47</b>	<b>530.43</b>	<b>1,281.00</b>
EPS (INR)	(2.49)	1.45	4.19	10.23

# Historical Balance Statement (Consolidated)

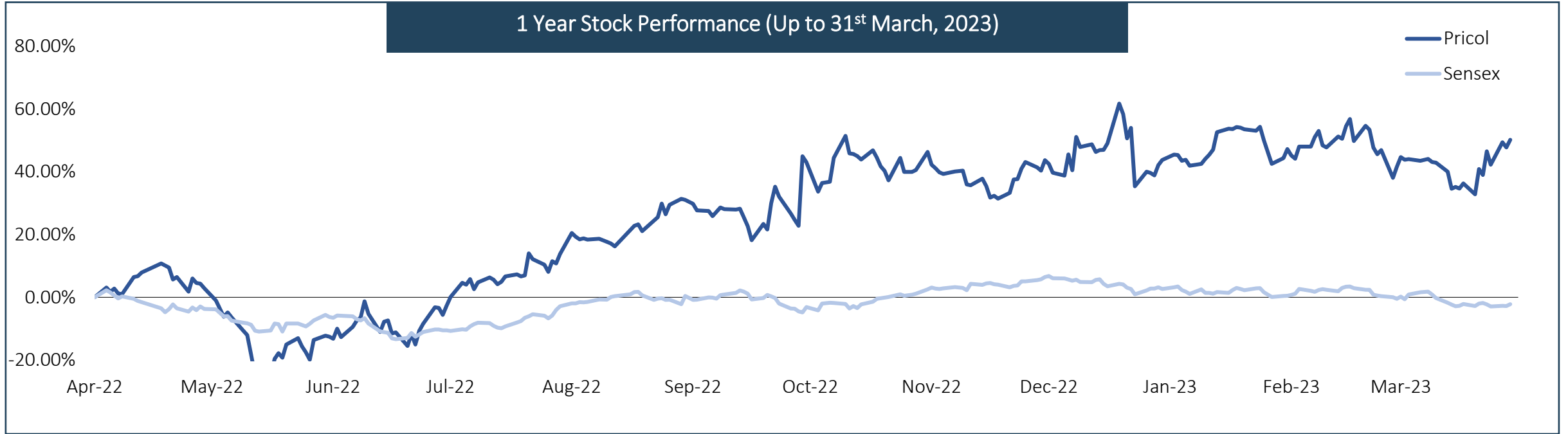
Value(INR) in Millions

Equity and Liabilities (INR Mn)	FY21	FY22 (Restated)	FY23
<b>Shareholders Fund</b>			
Share Capital	121.88	121.88	121.88
Other Equity	5,126.31	5,639.94	6,920.95
<b>Total Equity</b>	<b>5,248.20</b>	<b>5,761.82</b>	<b>7,042.83</b>
<b>Non Current Liabilities</b>			
Long Term borrowings	1,996.80	931.10	267.58
Lease Liabilities	250.31	189.98	135.80
Other Financial Liabilities	90.10	49.07	8.10
Long term provisions	122.08	123.54	148.65
Deferred tax liabilities (Net)	573.57	563.17	410.68
Other Non-Current Liabilities	-	-	12.79
<b>Total Non-Current Liabilities</b>	<b>3,032.86</b>	<b>1,856.86</b>	<b>983.59</b>
<b>Current Liabilities</b>			
Short Term Borrowings	482.76	349.54	624.44
Lease Liability	55.74	63.57	75.46
Trade payables	2,818.02	2,699.45	2,826.30
Other Financial Liabilities	507.97	959.70	1,059.19
Other Current Liabilities	143.67	178.51	246.22
Short Term Provisions	55.96	104.56	111.13
Current Tax Liabilities	17.32	13.56	26.27
<b>Total Current Liabilities</b>	<b>4,081.43</b>	<b>4,368.87</b>	<b>4,969.02</b>
Liabilities in relation to Non-Current Assets held for sale	-	-	67.20
<b>Total</b>	<b>12,362.49</b>	<b>11,987.55</b>	<b>13,062.63</b>

Assets (INR Mn)	FY21	FY22 (Restated)	FY23
<b>Non Current Assets</b>			
<b>Fixed Assets</b>			
Property, Plant & Equipment	3,746.68	3,743.54	3,958.63
Right of use assets	459.14	391.69	344.64
Capital work in progress	197.57	84.40	139.86
Investment Property	150.35	153.88	69.50
Goodwill	894.06	794.72	695.38
Other Intangible assets	1,168.30	1,034.38	902.95
Intangible Assets under Development	-	-	6.25
Investments	-	-	12.00
Other Financial Assets	80.44	67.31	73.25
Other Non Current Assets	350.18	218.50	232.14
Deferred Tax Assets	12.98	6.33	3.46
<b>Total Non-Current Assets</b>	<b>7,059.70</b>	<b>6,494.76</b>	<b>6,438.05</b>
<b>Current Assets</b>			
Inventories	2,431.58	2,364.73	2,716.79
Trade Receivables	1,878.78	2,389.21	2,677.37
Cash and Cash Equivalents	382.05	225.86	559.97
Other Bank Balances	365.40	281.09	279.42
Investments	8.02	21.30	36.39
Other Financial Assets	9.47	8.15	3.00
Other Current Assets	227.49	202.46	155.95
<b>Total Current Assets</b>	<b>5,302.79</b>	<b>5,492.79</b>	<b>6,428.89</b>
Non- Current Asset held for sale	-	-	195.69
<b>Total</b>	<b>12,362.49</b>	<b>11,987.55</b>	<b>13,062.63</b>

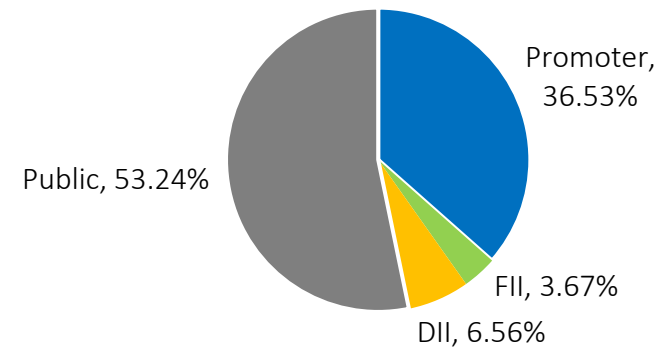


# Capital Market Data



Price Data (As on 31 <sup>st</sup> March, 2023)	INR
Face Value	1.0
Closing Value	207.2
High Price/Low Price (NSE)	219.25/88.9
Total Volume (Mn)	1.164
Equity Shareholder Outstanding (Mn)	121.9
Market Cap (Mn)	239.09

## Shareholding Pattern (As on 31<sup>st</sup> March, 2023)





### **Investor Relations**

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

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

**Details:** Mr. T.G Thamizhanban  
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Tel: +91 42-2433-6238