

A complex technical drawing of a mechanical assembly, rendered in white lines on a dark blue background. The drawing shows various components, including shafts, gears, and housing parts, with hatching used to indicate different materials or cross-sections. The overall style is that of a detailed engineering blueprint.

Q3 FY 2017-18 – Investor Presentation

Agenda

- Financial Performance – Q3 FY 17-18

- Company Outlook – FY 17-18

- Pricol Partnership for Electric Water Pumps

- The Year so far – H1 FY 17-18

- Vision 2020

Financial Performance – Q3 FY 2017-18

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- Total Income stands at **INR 3276.4 Million** (INR 327.64 Crore) in Q3 FY 17-18
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- Pricol Limited's Revenue from Operations (excluding SLD revenues) experienced a Q-o-Q growth of 12% i.e., from **INR 2422.0 Million** in Q3 FY 16-17 to **INR 2716.2 Million** in Q3 FY 17-18.
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- The gap in total revenue is a result of drop in sales of Speed Limiting Devices as an effect of BS IV implementation
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- Total Income has grown by 2.9% over the preceding quarter (Q2 FY 17-18)
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- **Profit before Tax** (after exceptional items) stands at **INR 124.0 Million** (INR 12.4 Crore) for Q3 FY 17-18 , a 25.9% growth over the immediate preceding quarter (Q2 FY 17-18)
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Standalone Financials At A Glance – Q3 FY 17-18 & 9 Months FY 17-18

INR Million

Particulars	Quarter Ended		9 Months Ended	
	31.12.2017	31.12.2016	31.12.2017	31.12.2016
	Unaudited – Ind-AS			
Gross Sales	3276.4	3348.5	9680.5	10968.3
Total Income (Net of Excise Duty)	3276.4	3051.3	9388.7	9970.5
Earnings before Interest, Depreciation and Amortization Expense [EBITDA]	334.9	313.4	911.6	1187.6
EBITDA (%)	10.2%	10.3%	9.7%	11.9%
PBT before & after Exceptions	124.0	126.2	298.9	645.6
PBT Margin (%)	3.8%	4.1%	3.2%	6.5%

Industry Wise Growth Trend – Q3 – FY 17-18

INR Million

Segments - PRICOL	2016-17 (Q3 Actuals)	2017-18 (Q3 Actuals)	% Change (FY 17-18)	
			Pricol	Market
2W & 3W	1,369.5	1,531.0	12%	18%
4W	247.7	192.2	-22%	6%
CV	113.1	182.1	61%	22%
ORV	204.8	220.3	8%	10%
Tractors	96.7	105.0	9%	9-10%

Note: Pricol Growth is estimated on Value, Market growth rate is estimated on volume terms.

Note : Not including SLD, Components, Tools, Aftermarket, SCMS, Telematics.

CV Sales for FY 2016-17 are reduced by the SLD Sales for comparison purposes.

Company Outlook for FY 2017-18

Revenue Breakup – Product Group-wise (Standalone) (FY 17-18)

INR Million

Product Group	2016-17 (Actuals)	2017-18 (Plan)	Change (%)
Driver Information Systems	5096	5593	10%
Switches & Sensors	1329	2028	53%
Pumps & Mechanical Products	3180	3257	2%
Asset Management Solution & Telematics	257	361	40%
Auto Accessories & Others	298	464	56%
Subtotal	10160	11703	15%
Speed Limiting Devices	1987	151	-92%
Total Sales	12147	11854	-2%

Note:

Revenues are expected to grow at 15% this year excluding Speed Limiting Device revenues

The fall in Speed Limiting Devices revenue is a result of drop in sales of Speed Limiting Devices as an effect of BS IV implementation

Pricol Partnership for Electric Water Pumps

Pricol Limited entered into an exclusive partnership on January 20, 2018, with **Dongguan Shenpeng Electronics Co. Ltd**, to introduce **Electric Water Pumps** for the Indian automotive market.

The product offerings from this partnership will extend across product segments such as Two-Wheelers, Personal Passenger Vehicles, Commercial Vehicles and Off-road Vehicles

This will enhance Pricol product portfolio to include -

- Secondary Cooling Systems for optimizing fuel efficiency and reducing engine load
- EGR and Turbocharger Cooling solutions for BS-VI applications
- Multiple Cooling solutions for Electric Vehicles for cooling battery, e-motor, electronic controller, etc.

The Year So far – H1 FY 17-18

1



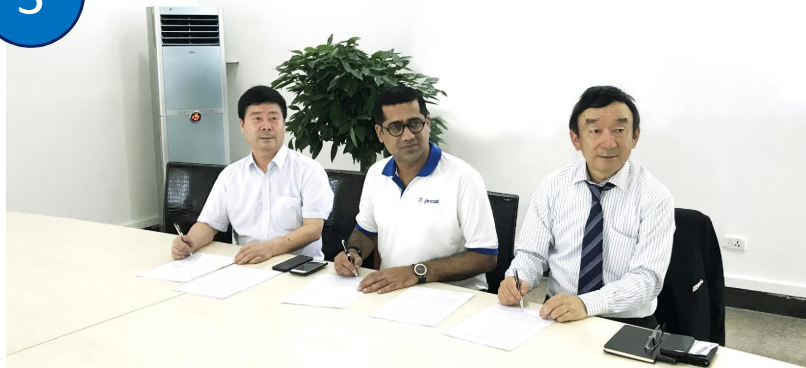
Acquisition of Wiping Business in August 2017

2



Entry into O₂ Sensors – Strategic Partnership with Kerdea Technologies

3



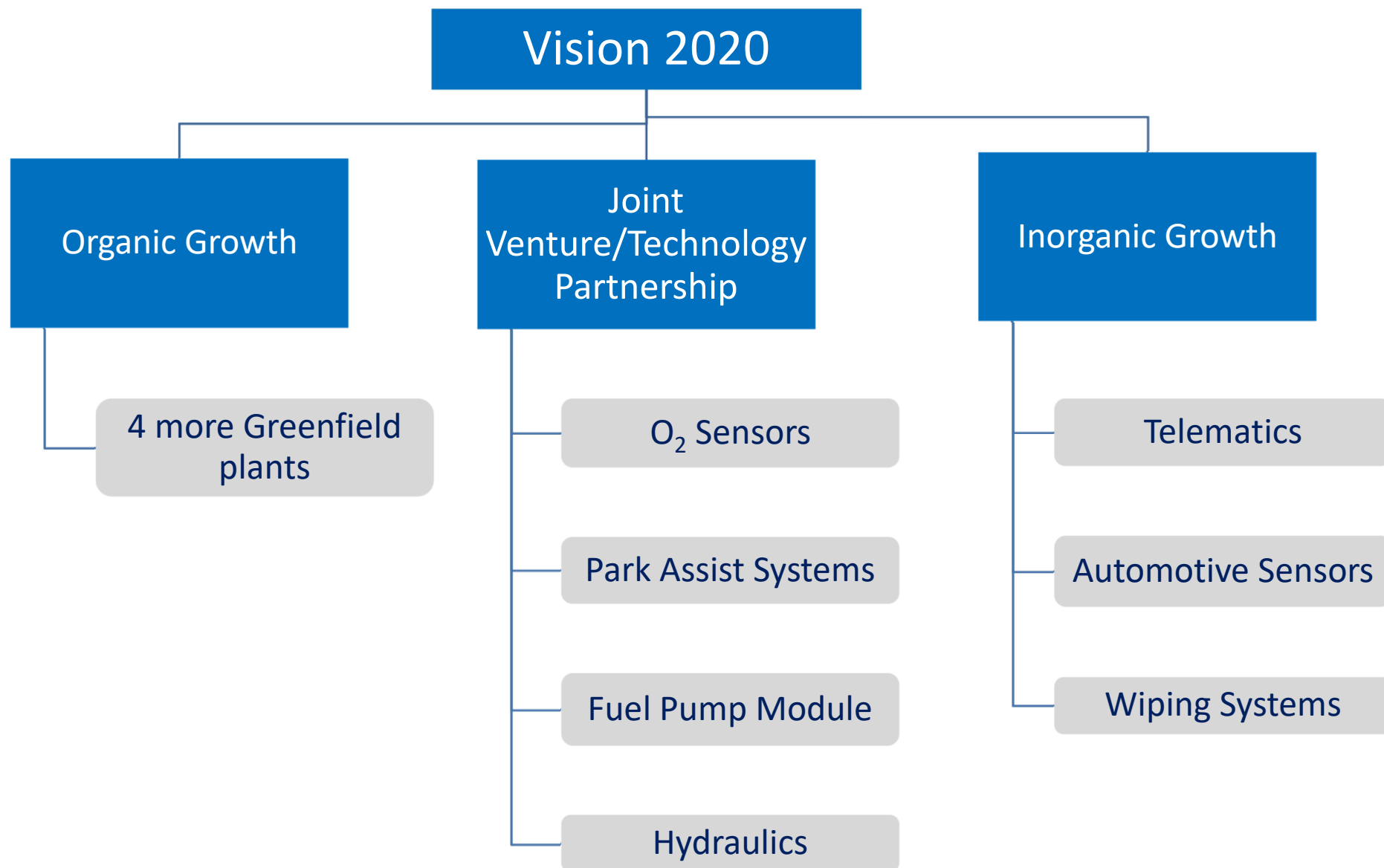
Exclusive Agreement with ACHR for technical collaboration, supply and production of Fuel Pump Modules in India

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Joint-Venture With Zorg Industries for the Manufacture & Supply of Parking Assistance Systems

Pricol Limited : Vision 2020



-  *PASSIONATE*
-  *SUSTAINABLE*
-  *DYNAMIC*
-  *EVOLVING*