



PRICOL LIMITED

Passion to Excel

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CIN: L34200TZ2011PLC022194

PL/SEC/TGT/2020-2021/106

Thursday, 11th February, 2021

▲ CUSTOMERS ▲ EMPLOYEES ▲ SHAREHOLDERS ▲ SUPPLIERS

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 nine months ended 31st December 2020, to be held today at 1600 (IST).

This is for your information and records.

Thanking you

Yours faithfully,
For Pricol Limited

T.G.Thamizhanban
Company Secretary
ICSI M.No: F7897



A complex technical drawing in white lines on a dark blue background, showing various mechanical components and assemblies in cross-section. The drawing includes shafts, gears, bearings, and housing parts, illustrating the precision engineering of the company.

Investor Presentation - Financials – Apr'20 to Dec'20



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Income – Standalone for the Quarter and Nine Months Ended 31st December 2020

Rs. In Lakhs

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)
Revenue from Operations	43,894.83	27,088.99
Growth %	62.04%	-14.32%
Other Operating Revenue	1,560.78	1,523.58
Other Income	26.88	107.33
Total Revenue	45,482.49	28,719.90

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
	91,521.03	87,566.14
	4.52%	-10.76%
	3,770.58	4,738.12
	670.07	304.29
	95,961.68	92,608.55

Profit from operations – Standalone for the Quarter and Nine Months Ended 31st December 2020

Rs. In Lakhs

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)
Profit / (Loss) Before Tax	3,114.12	(5,739.08)
Add : Amortisation of Intangibles	570.17	568.61
Add : Provision for Impairment - Non Current Investments	-	4,313.22
Profit / (Loss) from Operations before other Comprehensive Income	3,684.29	(857.25)
Other Comprehensive Income / (Expense)	81.14	12.90
Profit / (Loss) from Operations	3,765.43	(844.35)

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
Profit / (Loss) Before Tax	1,975.41	(9,424.42)
Add : Amortisation of Intangibles	1,704.30	1,699.64
Add : Provision for Impairment - Non Current Investments	-	6,369.72
Profit / (Loss) from Operations before other Comprehensive Income	3,679.71	(1,355.06)
Other Comprehensive Income / (Expense)	243.44	38.70
Profit / (Loss) from Operations	3,923.15	(1,316.36)

EBITDA

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)
Profit / (Loss) from Operations	3,765.43	(844.35)
Depreciation	1,707.62	1,782.35
Interest	1,145.16	742.14
EBITDA	6,618.21	1,680.14
Revenue from Operations	43,894.83	27,088.99
EBITDA % on Revenue from Operations	15.08%	6.20%

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
Profit / (Loss) from Operations	3,923.15	(1,316.36)
Depreciation	5,191.58	5,256.11
Interest	3,186.06	2,035.34
EBITDA	12,300.79	5,975.09
Revenue from Operations	91,521.03	87,566.14
EBITDA % on Revenue from Operations	13.44%	6.82%



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Cash Profit and Free Cash Flow – Standalone for the Quarter and Nine Months Ended 31st December 2020

Rs. In Lakhs

CASH PROFIT

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
EBITDA	6,618.21	1,680.14	12,300.79	5,975.09
Less : Interest	1,145.16	742.14	3,186.06	2,035.34
Cash Profit	5,473.05	938.00	9,114.73	3,939.75

FREE CASH FLOW

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
Cash Profit	5,473.05	938.00	9,114.73	3,939.75
Less : Capex	707.97	1,408.26	1,926.05	4,572.96
FREE CASH FLOW AFTER CAPEX	4,765.08	(470.26)	7,188.68	(633.21)

Consolidated – Total Income from Continued Operations for the Quarter and Nine Months Ended 31st December 2020

Rs. In Lakhs

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)
Revenue from Operations	44,664.30	27,985.94
Other Operating Revenue	1,560.78	1,523.58
Other Income	39.56	115.52
Total Revenue	46,264.64	29,625.04

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
	92,923.92	90,905.21
	3,770.58	4,738.12
	674.85	369.33
	97,369.35	96,012.66



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Consolidated Profit from operations for the Quarter and Nine Months Ended 31st December 2020

Rs. In Lakhs

	2020-21 (Oct - Dec)	2019-20 (Oct - Dec)
Profit / (Loss) Before Tax	3,394.96	(1,656.15)
Add : Amortisation of Intangibles	570.17	568.61
Profit from Operations before other Comprehensive Income	3,965.13	(1,087.54)
Other Comprehensive Income / (Expense)	81.14	12.90
Profit / (Loss) from Operations	4,046.27	(1,074.64)

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
	2,416.06	(3,347.71)
	1,704.30	1,699.64
	4,120.36	(1,648.07)
	243.44	38.70
	4,363.80	(1,609.37)

EBITDA

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
Profit / (Loss) from Operations	4,046.27	(1,074.64)
Depreciation	1,796.80	1,869.12
Interest	1,228.09	816.75
EBITDA	7,071.16	1,611.23
Revenue from Operations	44,664.30	27,985.94
EBITDA % on Revenue from Operations	15.83%	5.76%

	2020-21 (Apr - Dec)	2019-20 (Apr - Dec)
	4,363.80	(1,609.37)
	5,437.63	5,510.02
	3,376.23	2,258.16
	13,177.66	6,158.81
	92,923.92	90,905.21
	14.18%	6.77%



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QUARTERLY SALES DETAILS (OCT – DEC 2019 Vs 2020)

Values & Numbers in Lakhs

QUARTERLY SALES FROM OCT TO DEC 2019 Vs 2020						
Segment	Vehicle Production - Quantity			Pricol Sales - Value		
	Oct to Dec' 19	Oct to Dec ' 20	Growth	Oct to Dec' 19	Oct to Dec ' 20	Growth
	A	B	%	C	D	%
2 / 3 Wheelers	52.99	60.89	14.90%	18245	28466	56.02%
4 Wheelers	7.95	9.51	19.65%	902	1675	85.70%
Commercial Vehicles	1.90	2.13	12.05%	1421	3603	153.59%
Off Road Vehicles	1.13	1.50	32.76%	1446	2086	44.30%
Tractors	2.04	2.58	26.60%	1177	1766	50.10%
OEM	66.02	76.62	16.06%	23190	37597	62.12%
After Market + Xenos				1359	2171	59.75%
Asset Management Solutions				105	206	96.19%
SCMS - Domestic				281	328	16.96%
Exports				1909	3042	59.34%
Others				245	550	124.49%
Total				27089	43894	62.04%

Vehicle Production : 2019 & 2020 - SIAM Data.

Vehicle Production : Tractor volumes - ACMA Data.



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



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