



**PRICOL LIMITED** (Formerly Pricol Pune Limited)  
Passion to Excel

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CIN: L34200TZ2011PLC022194

✧ CUSTOMERS ✧ EMPLOYEES ✧ SHAREHOLDERS ✧ SUPPLIERS

PL/SEC/TGT/2018-19/100  
Thursday, August 23, 2018

|  |  |
|--|--|
| Corporate Relationship Department<br><b>BSE Limited</b><br>1 <sup>st</sup> Floor, New Trading Ring<br>Rotunda Building, P J Towers,<br>Dalal Street, Fort<br>Mumbai 400 001<br><b>Scip Code : 540293</b> | The Manager<br>Listing Department<br><b>National Stock Exchange of India Limited</b><br>"Exchange Plaza", C-1, Block G<br>Bandra-Kurla Complex,<br>Bandra (E), Mumbai – 400051<br><b>Scip Code : PRICOLLTD</b> |
|--|--|

Dear Sir,

**Sub: 7<sup>th</sup> Annual General Meeting – (1) AGM Proceedings  
(2) Presentation made at the Meeting**

We wish to inform you that the 7<sup>th</sup> Annual General Meeting of the Company held on August 22, 2018 at Chamber Hall, Chamber Towers, 8/732, Avinashi Road, Coimbatore-641 018 and the business(es) mentioned in the notice of the 7<sup>th</sup> AGM dated 26<sup>th</sup> June, 2018 were transacted.

In this regard we are enclosing the following:

- 1) **Proceedings of AGM** as required under **Regulation 30**, Part-A of Schedule-III of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
- 2) **Presentation** made at the Annual General Meeting

We request you to kindly take the same on record and acknowledge receipt.

Thanking you,

Yours faithfully,  
**For Pricol Limited**

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

Encl: as above

Proceedings of the 7<sup>th</sup> Annual General Meeting of Pricol Limited held on Wednesday, the 22<sup>nd</sup> August 2018 at 4.30 p.m. at Chamber Hall, Chamber Towers, 8/732, Avinashi Road, Coimbatore – 641 018, Tamilnadu.

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Meeting started at 4.30 p.m.  
Meeting ended at 6.15 p.m.

## PRESENT

### DIRECTORS

- 1) Mrs.Vanitha Mohan, Chairman
- 2) Mr.Vikram Mohan, Managing Director
- 3) Mr.R.Vidhya Shankar, Chairman – Audit Committee,  
Stakeholders Relationship Committee &  
Nomination and Remuneration Committee

### COMPANY SECRETARY

Mr.T.G.Thamizhanban

### DIRECTOR FINANCE (CFO)

Mr.J.Sridhar

### STATUTORY AUDITOR

Mr.V.S.Srinivasan, VKS Aiyer & Co.,

### SECRETARIAL AUDITOR & SCRUTINISER

Mr.P.Eswaramoorthy, Proprietor,  
P.Eswaramoorthy and Company

The following Registers / documents as required under Companies Act, 2013 were kept open for inspection of members at the commencement of Annual General Meeting and remained open and accessible during the continuance of the meeting to the persons having right to attend the meeting.

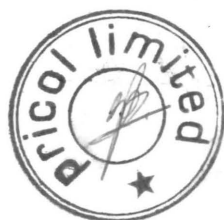
- a) Register of Directors & Key Managerial Personnel and their Shareholding (U/S.170)
- b) Register of Contracts or Arrangements in which directors are interested (U/S 189 )
- c) Statutory Auditors Report for the year ended 31<sup>st</sup> March 2018
- d) Secretarial Auditors Report for the year ended 31<sup>st</sup> March 2018

Mrs.Vanitha Mohan chaired the Meeting.

The requisite quorum being present as required under Section 103 of the Companies Act, 2013, the Chairman declared the meeting as properly constituted and called the meeting to order.

Chairman welcomed the members to the 7<sup>th</sup> Annual General Meeting of the Company.

Chairman explained that Mr.Suresh Jagannathan, Mr.G.Soundararajan, Mrs.Sriya Chari and Mr.S.K.Sundaraman Directors of the Company were unable to attend the meeting.



Chairman informed that with the permission of the Members present at the meeting, since the following had been already circulated were taken as read.

- a) the 7<sup>th</sup> Annual General Meeting Notice, Directors' Report along with the Annexures thereto, the Annual Financial Statements, the Consolidated Financial Statements for the financial year ended 31<sup>st</sup> March 2018
- b) the Unqualified Statutory Auditor's Report for the financial year ended 31<sup>st</sup> March 2018 and
- c) the Unqualified Secretarial Auditor's Report for the financial year ended 31<sup>st</sup> March 2018.

Chairman informed that there was no qualification or adverse remark in the Statutory Auditors Report (Standalone & Consolidated) and Secretarial Auditors Report for the financial year ended 31<sup>st</sup> March 2018.

Mr. Vikram Mohan, Managing Director made a presentation & explained in detail on Financial Performance – FY 2017-18, New Business Wins, Company Outlook FY 2018-19, Subsidiary Companies – Financial performance, Key Investments & New Plants, Key Partnerships, Corporate Social Responsibility.

Chairman invited queries from the members and the queries were answered in detail.

### **AGM Resolutions**

Chairman informed the members that the following resolutions were recommended by the board for the approval of members of the company:

| <b>Item No</b> | <b>Details of the Business</b>  | <b>Type of Resolution</b> |
|----------------|---|---------------------------|
| 1              | Adoption of Financial Statements and Reports of the Board of Directors and Auditors                 | Ordinary                  |
| 2              | Declaration of Dividend for the financial year 2017-18  | Ordinary                  |
| 3              | Re-appointment of Mrs. Vanitha Mohan , (DIN:00002168), who retires by rotation, as a Director       | Ordinary                  |
| 4              | Appointment of Statutory Auditors to fill casual vacancy – (M/s.VKS Aiyer & Co.)                    | Ordinary                  |
| 5              | Appointment of Statutory Auditors for a term of 5 years - M/s.VKS Aiyer & Co,                       | Ordinary                  |
| 6              | Appointment & Remuneration to Mrs. Vanitha Mohan, Chairman  | Special                   |
| 7              | Appointment of Mr.S.K.Sundararaman (DIN:00002691), as an Independent Director for a term of 5 years | Ordinary                  |
| 8              | Authorisation for conversion of Loans of the company into Equity shares as per Loan Agreement       | Special                   |
| 9              | Reclassification of Promoter & Promoter Group   | Ordinary                  |
| 10             | Ratification of remuneration payable to Cost Auditor – Mr.G..Sivagurunathan, Cost Accountant        | Ordinary                  |

Chairman informed that pursuant to the provisions of Section 108 of the Companies Act, 2013 read with the Rule 20 of the Companies (Management and Administration) Rules, 2014 and Regulation 44 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2016, the Company had provided the E-voting facility to the Members of the



Company in respect of the 7<sup>th</sup> Annual General Meeting resolutions. The remote evoting commenced on 18<sup>th</sup> August 2018 (9.00 a.m) and ended on 21<sup>st</sup> August 2018 (5.00 pm).

She further informed that facility to vote through ballot paper had been arranged, for the members who attended the meeting and who had not already cast their vote through E-voting. She informed that M/s.P.Eswaramoorthy and Company, Company Secretaries, was appointed as Scrutiniser, to scrutinise the E-Voting and Ballot Process at AGM.

Chairman informed the members present at the meeting and who had not already cast their vote through e-voting, to cast their vote through ballot paper and deposited it in the ballot box kept at the AGM premises.

Chairman informed the members that the Scrutiniser shall submit a consolidated scrutiniser's report (E-Voting & Ballot) within 48 hours of the conclusion of this AGM. The results along with the scrutiniser's report shall be placed on the Company's website, notice board of the Company and communicated to the Stock Exchanges.

The requisite quorum was present throughout the AGM proceedings.

The meeting concluded.

for pricol limited  
  
T.G.Thamizhanban  
Company Secretary





# Welcome to Pricol Limited's 7<sup>th</sup> Annual General Meeting 22 August 2018

# Agenda

Financial Performance FY 2017-18

New Business Wins

Company Outlook FY 2018-19

Key Investments & New Plants

Key Partnerships

Corporate Social Responsibility

# Financial Performance FY 2017-18



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## Standalone Financial Performance FY 17-18: Operations

- Pricol's standalone revenue from operations grew by 14% (excluding Speed Limiting Devices) and stood at INR 1176.71 crores in FY 17-18
- Reduction in Sales and EBITDA is mainly due to drop in Speed Limiting Devices; a high profit product due to the implementation of Bharat Stage IV norms
- Cash generation through operations is INR 74.46 crores in FY 17-18 as against INR 111.54 crores in FY 16-17

(In INR crores)

| Particulars   | FY 17-18       | FY 16-17       |
|---|----------------|----------------|
| <b>Revenue from operations</b><br>(excluding excise duty) | <b>1176.71</b> | <b>1215.65</b> |
| <b>Profit before Tax</b>                                  | <b>74.22</b>   | <b>62.32</b>   |
| <b>EBITDA</b>   | <b>107.46</b>  | <b>134.43</b>  |
| % of Revenue  | 9.13%          | 11.06%         |



## Standalone Financial Performance FY 17-18: Total Revenue

- Total reported revenue stood at INR 1351.23 crores in FY 17-18 and it includes the following:
  - Sale of land held as stock in trade to the tune of INR 83.76 crores
  - Sale of traded goods to the tune of INR 56.79 crores
  - Other income is to the tune of INR 4.8 crores
  - Cash generation through non operational revenue is INR 71.30 crores in FY 17-18

(In INR crores)

| Particulars                                     | FY 17-18       | FY 16-17       |
|---|----------------|----------------|
| <b>Total Revenue</b><br>(excluding excise duty) | <b>1322.05</b> | <b>1270.14</b> |
| <b>EBITDA</b>                                   | <b>157.18</b>  | <b>136.16</b>  |
| % of Revenue                                    | 11.88 %        | 10.72 %        |

# Standalone Vehicle Segment Wise Growth FY 17-18

| Segment            | Pricol's Growth <sup>1</sup> | Market Growth <sup>2</sup> |
|--------------------|------------------------------|----------------------------|
| Two Wheeler        | 15%                          | 16%                        |
| Commercial Vehicle | 39%                          | 10%                        |
| Off Road Vehicle   | 13%                          | 13%                        |
| Tractor            | 14%                          | 22%                        |
| Four Wheeler       | -5%                          | 5%                         |

1. Growth rate is based on sales to OEMs but not including Exports, SLD, Components, Tools, Aftermarket, SCMS, Telematics
2. Source for Market Growth: ET Auto and SIAM

# Standalone Revenue Split by Product Vertical

(In INR crores)

| Segment                       | FY 17-18      | FY 16-17      | Growth %   |
|-------------------------------|---------------|---------------|------------|
| Driver Information System     | 570.0         | 509.6         | 12%        |
| Switches and Sensors          | 149.9         | 132.9         | 13%        |
| Pumps and Mechanical Products | 345.8         | 318.0         | 9%         |
| Asset Management Solutions    | 29.7          | 25.7          | 16%        |
| Auto Accessories & Others     | 65.1          | 29.8          | 118%       |
| <b>Total</b>                  | <b>1160.4</b> | <b>1016.0</b> | <b>14%</b> |
| SLD                           | 12.2          | 198.7         | -94%       |
| <b>Grand Total</b>            | <b>1172.6</b> | <b>1214.7</b> | <b>-3%</b> |

# Pricol Do Brasil – Restructuring Process

- Company shifted its manufacturing facility from Diadema to Jarinu to reduce employee and operational cost and started production and supplies to the customer in Nov 2017
- PdB has severed 181 employees from Aug 2017 to Mar 2018 and hired 125 employee from Jarinu.
- Employee cost is expected to be reduced from 45% to 23%
- Invested in new machinery and created additional production capacity to better align to OEM's new programs.
- Major customers like Volkswagen, General Motors and Fiat are supporting this process by extending price increases, stock build up, reduced payment terms and faster production part approvals



# Pricol Do Brasil – Financial Performance FY 17-18

(In INR crores)

| Particulars    | FY 17-18       | FY 16-17       | FY 18-19     |              |
|----------------|----------------|----------------|--------------|--------------|
|                |                |                | (Q1) ABP     | (Q1) Actual  |
| <b>Revenue</b> | <b>127.81</b>  | <b>123.38</b>  | <b>37.48</b> | <b>36.21</b> |
| -Domestic      | 107.92         | 111.56         | 29.88        | 21.70        |
| -Exports       | 19.89          | 11.82          | 7.61         | 14.51        |
| <b>EBITDA</b>  | <b>(26.86)</b> | <b>(31.30)</b> | <b>0.29</b>  | <b>0.92</b>  |
| % of Revenue   | -21.0%         | -25.37%        | 0.78%        | 2.54%        |

- PdB incurred a loss of BRL 45.163 Mn (INR 91.41 crores) in FY 17-18 as against BRL 22.224 Mn (INR 43.56 crores) in FY 16-17
- Loss during the year includes BRL 18.556 Mn (INR 37.55 crores) towards employee settlement and BRL 1.516 Mn (INR 3.06 crores) towards relocation expenses.

# Pricol Indonesia – Financial Performance FY 17-18

(In INR crores)

| Particulars              | FY 17-18     | FY 16-17     |
|--------------------------|--------------|--------------|
| <b>Revenue</b>           | <b>40.44</b> | <b>92.24</b> |
|                          |              |              |
| <b>Profit before Tax</b> | <b>2.69</b>  | <b>0.98</b>  |
| % of Revenue             | 6.65%        | 1.06%        |

- Phasing out of Honda vehicle model was a major contribution for sales decrease
- Cost control measures improved the profitability
- 100% Acquisition of PT Sripri Wiring Systems manufacturing wiring harness completed
- Slow growth of domestic Indonesian market is attributed to rising fuel prices and devaluation of Indonesian Currency.

# Pricol Wiping Systems Financial Performance FY 17-18

(In INR crores)

| Particulars    | Sep 2017 to Mar 2018 |
|----------------|----------------------|
| <b>Revenue</b> | <b>227.82</b>        |
|                |                      |
| <b>EBITDA</b>  | <b>(0.83)</b>        |
| % of Revenue   | -0.36 %              |

- Pricol completed acquisition of wiping systems business from PMP Auto Components in August 2017
- Financial reporting is considered for the period from Sep 2017 till Mar 2018 being the effective period of control
- Start of production for new business wins for customers like Volkswagen and SEAT strengthened the order pipeline during FY 17-18

# Consolidated Financial Performance FY 2017-18

- Pricol's consolidated revenue from operations grew by 10.23% and stood at INR 1568.6 crores in FY 17-18
- Cash generation is INR 58.47 crores in FY 17-18 as against INR 78.46 crores in FY 16-17

(In INR crores)

| Particulars                    | FY 17-18       | FY 16-17       |
|--------------------------------|----------------|----------------|
| <b>Revenue from operations</b> | <b>1568.60</b> | <b>1423.04</b> |
| <b>Profit before Tax</b>       | <b>(28.44)</b> | <b>26.02</b>   |
| <b>EBITDA</b>                  | <b>77.25</b>   | <b>121.34</b>  |
| % of Revenue                   | 4.92%          | 7.89%          |



# New Business Wins



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# New Business Wins



Product : First ever scooter with Bluetooth Connectivity In India  
Customer : TVS Motors Limited  
Model : Ntorq  
Market : India



Product : Digital Cluster  
Customer : Hero Motors Limited  
Model : Passion - Xpro  
Market : India

# New Business Wins



Product : LCD Cluster  
Customer : Bajaj Auto Limited  
Model : Discover 110  
Market : India



Product : Instrument Cluster  
Customer : KTM  
Model : Husqvarna  
Market : India & Austria

# New Business Wins



Product : Digital Cluster with Tyre Pressure Monitoring System  
Customer : Tata Motors Limited  
Model : Xenon  
Market : India



Product : Cluster for Tata Motors' EV through Jayem Automotive  
Customer : Jayem Automotive Private Ltd  
Model : Electric Vehicle (EV) - Car  
Market : India

# New Business Wins

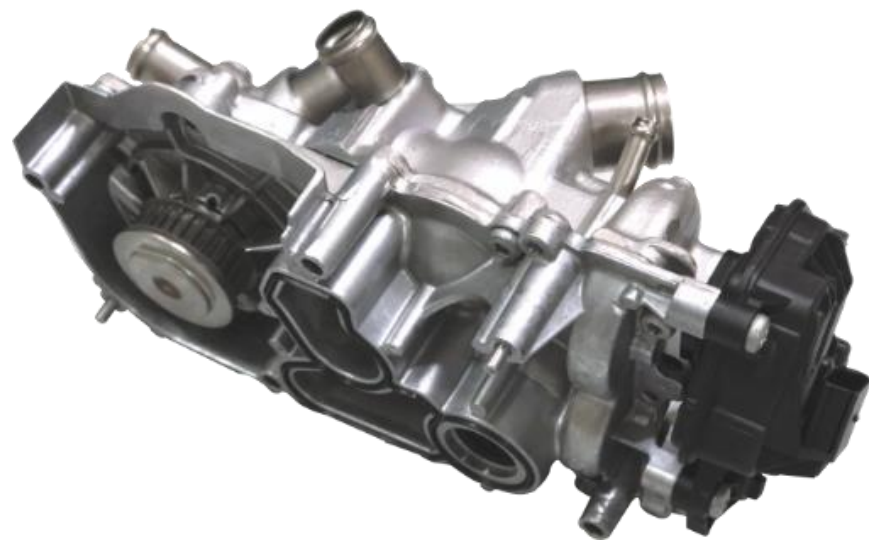


Product : Water Pump  
Customer : Caterpillar  
Model : Engine variants  
Market : USA



Product : Oil Pump  
Customer : Harley Davidson  
Model : Motorcycle variants  
Market : USA

# New Business Wins



Product : Water Pump  
Customer : Volkswagen  
Model : EA 211 EVO  
Market : North America



Product : Water Pump CSS Prime  
Customer : General Motors  
Model : CSS Prime Engine  
Market : South America

# New Business Wins



Product : Water Pump CSS Prime  
Customer : General Motors  
Model : CSS Prime Engine  
Market : South America



Product : Wide range of warning clusters  
Customer : JCB India Limited  
Model : Mini Excavator, 3CX Compact  
Market : United Kingdom

# New Business Wins



Product : Re-configurable, Scalable, Effective and Efficient TFT Clusters  
Customer : JCB India Limited  
Model : Excavator, Compactor, Wheel  
Market : India

## New Technology Products for JCB India



Low Cost Telematics Solution



Warning Cluster



Speed Sensor



Fuel Level Sensor  
Non Fuel Contact  
Type



# Company Outlook FY 2018-19



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# Standalone Outlook for FY 2018-19

- Business is expected to grow by 15% to 18% due to both organic growth and new projects
- New products in pipeline will contribute an expected revenue of around INR 180 crores across all product verticals.
- Capex heavy for growth as investments are made in new plants and machineries to support business growth in FY 2017-18 and FY 2018-19
- Light sustenance capex is forecasted in FY 2019-20 and FY 2020-21 to support business growth

| Segment                      | Expected Pricol's Growth <sup>1</sup> | Expected Market Growth <sup>2</sup> |
|------------------------------|---------------------------------------|-------------------------------------|
| Two Wheeler                  | 16%                                   | 11-13%                              |
| Commercial Vehicle           | 31%                                   | 8-10%                               |
| Tractor and Off Road Vehicle | 51%                                   | 15-20%                              |

1. Growth rate is based on sales to OEMs but not including Exports, SLD, Components, Tools, Aftermarket, SCMS, Telematics

2. Source for Market Growth: ET Auto and SIAM

# Standalone Outlook for FY 2018-19

- Increase in Raw Material Costs due to the following:
  - Rupee weakening and commodity price increase
  - Global electronic shortage for key components leading to a 30% price increase of such components
- Main impact of the material cost increase is realized in Q1 & Q2 due to time lag in recovering the price increase from customers
- 400+ workmen are recruited for Hosur, Sricity and Manesar four months prior to commencing operations to ensure proper quality from day one

# Standalone Revenue Split by Product Verticals

(In INR crores)

| Segment                       | FY 18-19<br>Plan | FY 17-18<br>Actuals | Growth %   |
|-------------------------------|------------------|---------------------|------------|
| Driver Information System     | 674.3            | 570.0               | 18%        |
| Switches and Sensors          | 170.0            | 149.9               | 13%        |
| Pumps and Mechanical Products | 403.9            | 345.8               | 17%        |
| Asset Management Solutions    | 41.5             | 29.7                | 40%        |
| Auto Accessories & Others     | 76.0             | 65.1                | 17%        |
| <b>Total</b>                  | <b>1365.7</b>    | <b>1160.4</b>       | <b>18%</b> |
| SLD                           | 12.1             | 12.2                | -1%        |
| <b>Grand Total</b>            | <b>1377.8</b>    | <b>1172.6</b>       | <b>17%</b> |

# Subsidiaries Financial Outlook FY 18-19

(In INR crores)

| Particulars    | Pricol do Brasil | PT Pricol Surya Indonesia | Pricol Wiping Systems (Czech, Mexico & India) |
|----------------|------------------|---------------------------|---|
| <b>Revenue</b> | <b>155 – 160</b> | <b>35 - 40</b>            | <b>440 - 450</b>                              |
| <b>EBITDA</b>  | <b>4.5 – 5 %</b> | <b>8 %</b>                | <b>5-6 %</b>                                  |

## Pricol Do Brasil – Future Outlook

- CSS prime project is a major milestone for the company with expected annual revenues of INR 90 crores (BRL 45 MN) and a forecasted production ramp up from April 2019.
- Water Pump program in collaboration with Pricol Wiping Systems Mexico for VW Mexico Eco engine platform by end of 2020 with an expected business of INR 130 crore
- Brazil has seen some relief with 2017 GDP growth of 1% to BRL 6.559 trillion (USD 2 trillion) after the recession that impacted Brazil's economy in 2015 (-3.5%) and 2016 (-3.5%)
- Automotive sector has indeed helped the economic recovery. Vehicle production increased by 25% to 2.70 million vehicles in 2017 from 2.15 million in 2016 (contributed by exports which grew 46.5% and local sales growth of 9%), ending a 3 consecutive year decline in vehicle production.
- In 2018, GDP growth is forecasted at 2.75% and an increase of 13% in automotive sector

# Pricol Indonesia – Future Outlook

- The Government of Indonesia is coming up with a project for a low cost vehicle model aimed at the middle class and village segments of Indonesia.
- PT. Pricol Surya Indonesia has been chosen for the supply of instrument cluster and wiring harness for this low cost vehicle
- Expects a revenue growth in FY 2019-20, due to the above new business and potential RFQs from customers like Harley Davidson for oil pump and Kawasaki for instrument cluster
- Potential business is expected from Piaggio, Daihatsu etc. in the next two years

## Pricol Wiping Systems – Acquisition Highlights

- Pricol completed acquisition of wiping systems business from PMP Auto Components in August 2017
- The acquisition of the Czech Wiping Systems business viz., PMP PAL International (PAL Intl.) was completed through its investment subsidiary Pricol Wiping Systems Czech (PWS Czech).
- The merger of PWS Czech and PAL Intl. was completed on 1<sup>st</sup> April 2018. PWS Czech is the surviving entity.
- Name of the Mexican subsidiary was changed to Pricol Wiping Systems Mexico in December 2017 from former PMP Auto Mexico.
- Pricol Limited incorporated Pricol Wiping Systems India Limited as its wholly owned subsidiary.

Pricol Espana S.L

Pricol Wiping  
Systems  
Czech

Pricol Wiping  
Systems  
Mexico

Pricol Limited

Pricol Wiping Systems India  
Lmtied



# Pricol Wiping Systems – Post Acquisition Improvements

## Supply Chain Improvements

- Resourcing efforts to exponentially reduce quality/delivery issues being undertaken in Czech after receiving customer approvals
- Resourcing for bottleneck suppliers completed in India and the same has started to positively impact in delivery performance

## Manufacturing and Productivity Improvements

- Streamlining the shop floor layout and implementation of asset monitoring systems are being carried out in Czech to better align with production goals
- Reduced number of shifts and improved per person productivity and implementation of shop floor disciplines are undertaken in India.

## Engineering and Development

- Alignment with Pricol Technology Centre (Corporate Engineering) initiated
- Development of technology roadmap and expediting ongoing development of reversing wiper motor and 4 pole motors

# Pricol Wiping Systems Future Outlook

- New technology development for Four Pole Motor and Reversible Motor in collaboration with ZSI Technology, Germany
- Czech
  - Start of Production for the Audi's new programme in Q1 2018
  - Additional volumes won from Volkswagen and Seat
- India
  - Initiated Start of Production for Maruti Suzuki India's key platform
  - 2 projects for India's largest Commercial Vehicle makers under progress
  - Targeting additional business with newly announced Skoda focus in India by Volkswagen apart from the current business.
  - Price correction exercise with existing customers being carried out

# Key Investments & New Plants

## Capex Investment in FY 17-18

- Consolidated capex investment in FY 17-18 is around INR 141 crores.

(In INR crores)

| Particulars                   | FY 17-18      |
|-------------------------------|---------------|
| Building & Infrastructure     | 28.63         |
| Plant & Machinery             | 42.20         |
| Others*                       | 12.76         |
| Tooling                       | 18.47         |
| <b>Standalone Total Capex</b> | <b>102.06</b> |

\*Others include test lab and quality lab equipment, Design & Information Technology – Software & Hardware

|  |              |
|--|--------------|
| <b>Capex for Pricol Wiping Systems</b> | <b>13.00</b> |
| <b>Capex for Pricol do Brasil</b>      | <b>26.00</b> |

## Planned Capex Investment in FY 18-19

- Consolidated planned capex investment for new plants and machineries is around INR 225 crores in FY 18-19 to support new projects and capacity expansion

(In INR crores)

| Particulars                   | FY 18-19<br>Plan |
|-------------------------------|------------------|
| Building & Infrastructure     | 51.20            |
| Plant & Machinery             | 80.20            |
| Others*                       | 13.25            |
| Tooling                       | 31.43            |
| <b>Standalone Total Capex</b> | <b>176.09</b>    |

\*Others include test lab and quality lab equipment, Design & Information Technology – Software & Hardware

|  |              |
|--|--------------|
| <b>Capex for Pricol Wiping Systems</b> | <b>40.00</b> |
| <b>Capex for Pricol do Brasil</b>      | <b>10.00</b> |

# New Plant – Manesar, Haryana (Plant 9)



98,000 sq ft of area and fully operational by Aug 2018

First invoicing completed in June 2018

2<sup>nd</sup> Manufacturing unit in Manesar

9<sup>th</sup> Manufacturing unit in India

Investment ~ INR 7.5 crores

# New Plant – Sricity, Andhra Pradesh (Plant 10)



5.86 acres of land with building area of 48,000 sq ft in Phase I  
Expected to be fully operational by Oct 2018  
10<sup>th</sup> Manufacturing plant in India for Pricol  
Greenfield Manufacturing plant  
250kw rooftop solar  
Investment ~ INR 32 crores

# New Plant – Hosur, Tamilnadu (Plant 11)



5.55 acres of land with building area of 51,000 sq ft in Phase I  
Expected to be fully operational by Nov/Dec 2018  
11<sup>th</sup> Manufacturing plant in India for Pricol  
Greenfield Manufacturing plant  
250kw rooftop solar  
Investment ~ INR 42 crores



# Key Investments FY 17-18



Oxygen Sensor Assembly Line

2<sup>nd</sup> SMD line for PCB in Plant 2



# Key Investments FY 17-18



No Fault Forward Assembly Line  
for Electronic DIS

No Fault Forward Assembly Line  
for Mechanical DIS



# Key Investments FY 17-18



Fuel Pump Module Assembly Line  
in Plant 2

Semi-Automatic Four Stroke Oil  
Pump Assembly Line in Plant 3 for  
Ashok Leyland



# Key Investments FY 17-18



Water Pump Assembly Line in Plant 3 for Harley Davidson

Oil Pump Assembly Line in Plant 3 for Royal Enfield



# Key Investments FY 17-18



Endurance test facilities  
in Plant 1

840T Die Casting Machine  
in Pricol do Brasil



# Key Partnerships



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- Exclusive licensing agreement signed with Kerdea Technologies for Oxygen (O<sub>2</sub>) Sensor on July 2017. To expand our sensor portfolio in line with the upcoming Bharat Standard BS-VI Emission Regulations by 2020.
- Post the rollout of BS-VI norms, Pricol is expecting to add significant revenue to its top line with products developed with Kerdea's technology
- Program Status
  - Samples: T0 & T1 samples and reliability tests completed for Horizontal Design Heated Type Sensors. T0 sample under progress for Vertical Design Heated & Unheated Type Sensors
  - Key customers: Keihin, Dell'Orto and Continental
  - Manufacturing Readiness: Manufacturing line (100,000 units/annum for Horizontal Design) ready for internal PPAP. Automated line (3 to 5 million units/annum) proposal is being worked out and build decision will be taken in Oct 2018

- Exclusive agreement signed with Wenzhou Huirun Electrical Machinery Co., Ltd (ACHR) on Oct 2017 for technical collaboration, supply and production of Fuel Pump and Fuel Pump Modules in India in line with the upcoming Bharat Standard BS-VI Emission Regulations by 2020.
  
- Program Status
  - Hero MotoCorp & Magnetti Marelli: Final samples submitted in June 2018 and mass production expected from Dec 2018
  - TVS: Samples submitted in June 2018 and under testing
  - Continental: Sample submitted in May and July 2018 and under testing
  - Volvo Eicher: Proto sample submitted in August 2018
  - Lombardini: Proto sample submitted in June 2018
  - Development of BLDC motors under progress and samples received in July 2018 and under testing at Pricol



# Partnership for Electric Water Pumps



- Exclusive partnership agreement signed with Dongguan Shenpeng Electronics Co Ltd on Jan 2018 to introduce electric water pumps in Indian market across all vehicle segments
- Program Status
  - Products under development for customers like Ashok Leyland, Volvo Eicher, Force Motors, Tata, Bajaj and TVS
  - Performance verification equipment like Functional Generator, CAN Module, Flow and Pressure Sensor are setup
  - In-house testing facilities are setup for endurance and environment related tests

# Corporate Social Responsibility



**PRICOL LIMITED**  
*Passion to Excel*

# Corporate Social Responsibility

## Health

INR 5 lakhs donated to Sankara Eye Hospital  
Eye Camps for 6480 Government school students and 210 public members and medical camp for 223 public members

## Environment

5000 tree plantation drive  
Donations to wildlife SOS and Siruthuli

## Education

Smart classrooms, renovation and maintenance of government schools in Valavadi and Perumal Kovilpathy

## Infrastructure

INR 2 lakhs contributed to Swachh Bharat, a national initiative  
Maternity Ward at Primary Health Centre Valavadi

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