



PRICOL LIMITED

Passion to Excel

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CIN: L34200TZ2011PLC022194

CUSTOMERS EMPLOYEES SHAREHOLDERS SUPPLIERS

PL/SEC/TGT/2021-2022/052

Wednesday, 11th August, 2021

| | |
|-----------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| Listing Department National Stock Exchange of India Limited “Exchange Plaza’, C-1, Block G Bandra-Kurla Complex, Bandra (E), Mumbai - 400051 | Corporate Relationship Department BSE Limited 1 st Floor, New Trading Ring Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai 400 001 |
| Script Code: PRICOLLTD | Script Code: 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 unaudited financial results for the quarter ended 30th June 2021, 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

Encl: As above



**PRICOL LIMITED Q1 FY22
INVESTOR PRESENTATION
11th AUGUST 2021**



Disclaimer

The contents of this presentation are for informational purposes only and for the reader's personal non-commercial use. The contents are intended but not guaranteed to be correct complete or absolutely accurate. This presentation also contains forward-looking statements based on the currently held beliefs and assumptions of the Management of the Company, which are expressed in good faith and in their opinion are reasonable.

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CORPORATE PROFILE



PRICOL LIMITED
Passion to Excel

Corporate Profile

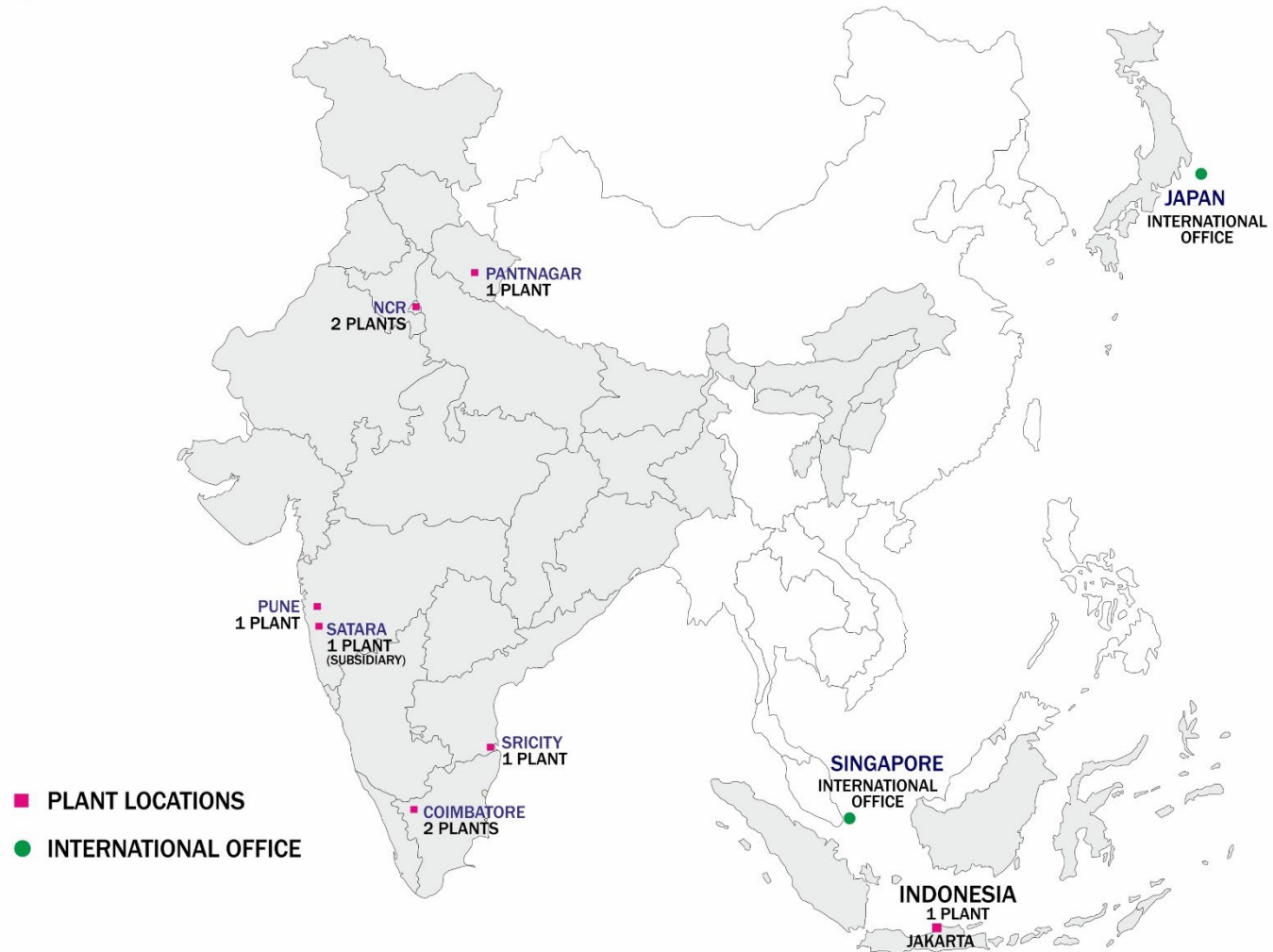
- Pricol Limited commenced operations in 1974 with headquarters in Coimbatore, India
- 9 Manufacturing Locations
 - 7 Manufacturing Locations in India
 - 1 Manufacturing Location in Indonesia
 - 1 Subsidiary Location in India
- 2 International Offices in Tokyo & Singapore
- 300+ Engineers
- Total Consolidated Revenue (INR In Crores)
 - FY 2019-20 : 1254.29
 - FY 2020-21 : 1420.95

Pricol Limited



- IATF 16949:2016
 - ISO 14001:2015
 - ISO 45001:2018.
- (Obtained ISO 9001 in the year 1993)

Our Presence



Product Verticals

Driver Information System

Instrument Cluster



Connected Vehicle Solutions



Telematics



Sensors & Switches



TFR Type Fuel Level Sensor



Reed Type Fuel Level Sensor



Speed Sensor



Camshaft/ Crankshaft
Position sensor

Pumps & Mechanical Products

Fuel Pump
Module



Water Pumps



Oil Pumps
(Gerotor & Variable Oil Flow)



Auto Electrical Products

Wiping Systems



FINANCIALS



Income – Standalone for the Quarter Ended 30th June 2021 and Year Ended 31st March 2021

Rs. In Lakhs

| | 2021-22 (Apr - Jun) | 2020-21 (Apr - Jun) | 2020-21 (Apr - Mar) |
|--------------------------------|------------------------|------------------------|------------------------|
| Revenue from Operations | 29,275.24 | 10,396.68 | 1,33,615.33 |
| Growth % | 181.58% | -65.69% | 17.30% |
| | | | |
| Other Operating Revenue | 988.84 | 840.23 | 5,417.15 |
| | | | |
| Other Income | 388.08 | 498.67 | 748.68 |
| | | | |
| Total Revenue | 30,652.16 | 11,735.58 | 1,39,781.16 |

Profit from operations – Standalone for the Quarter Ended 30th June 2021 and Year Ended 31st March 2021

Rs. In Lakhs

| | 2021-22 (Apr - Jun) | 2020-21 (Apr - Jun) | 2020-21 (Apr - Mar) |
|-------------------------------------------------------------------|------------------------|------------------------|------------------------|
| Profit / (Loss) Before Tax | 406.11 | (3,121.96) | 4,651.68 |
| Add : Amortisation of Intangibles | 563.97 | 563.97 | 2,262.07 |
| Add : Provision for Impairment - Non Current Investments | - | - | - |
| Profit / (Loss) from Operations before other Comprehensive Income | 970.08 | (2,557.99) | 6,913.75 |
| Other Comprehensive Income / (Expense) | 5.57 | 81.15 | 20.25 |
| Profit / (Loss) from Operations | 975.65 | (2,476.84) | 6,934.00 |

EBITDA

| | 2021-22 (Apr - Jun) | 2020-21 (Apr - Jun) | 2020-21 (Apr - Mar) |
|--------------------------------------------|------------------------|------------------------|------------------------|
| Profit / (Loss) from Operations | 975.65 | (2,476.84) | 6,934.00 |
| Depreciation | 1,562.06 | 1,743.97 | 6,832.97 |
| Interest | 732.63 | 973.04 | 4,052.86 |
| EBITDA | 3,270.34 | 240.17 | 17,819.83 |
| Revenue from Operations | 29,275.24 | 10,396.68 | 1,33,615.33 |
| EBITDA % on Revenue from Operations | 11.17% | 2.31% | 13.34% |

Cash Profit and Free Cash Flow – Standalone for the Quarter Ended 30th June 2021 and Year Ended 31st March 2021

Rs. In Lakhs

CASH PROFIT

| | 2021-22 (Apr - Jun) | 2020-21 (Apr - Jun) | 2020-21 (Apr - Mar) |
|--------------------|------------------------|------------------------|------------------------|
| EBITDA | 3,270.34 | 240.17 | 17,819.83 |
| Less : Interest | 732.63 | 973.04 | 4,052.86 |
| Cash Profit | 2,537.71 | (732.87) | 13,766.97 |

FREE CASH FLOW

| | 2021-22 (Apr - Jun) | 2020-21 (Apr - Jun) | 2020-21 (Apr - Mar) |
|-----------------------------------|------------------------|------------------------|------------------------|
| Cash Profit | 2,537.71 | (732.87) | 13,766.97 |
| Less : Capex | 185.97 | 482.51 | 2,967.04 |
| FREE CASH FLOW AFTER CAPEX | 2,351.74 | (1,215.38) | 10,799.93 |

Standalone Borrowings

Rs. In Lakhs

| | As on | As on | Increase / |
|--------------------------|------------|------------|------------|
| Particulars | 30-06-2021 | 31-03-2021 | (Decrease) |
| Long Term Borrowings | 21,609.33 | 22,983.45 | (1,374.12) |
| Long Term WC Borrowings | 2,596.00 | - | 2,596.00 |
| Short Term WC Borrowings | 1,943.37 | - | 1,943.37 |
| Total | 26,148.70 | 22,983.45 | 3,165.25 |

- The working capital term loan under government guaranteed scheme has been availed which will replace our traditional cash credit based borrowings.
- The lower sales volume due to the pandemic has forced us to utilise the working capital borrowing. This is likely to go down by Aug 2021 as the sales volume and consequent collections have picked up.

Consolidated Borrowings

Rs. In Lakhs

| | As on | As on | Increase / |
|--------------------------|------------|------------|------------|
| Particulars | 30-06-2021 | 31-03-2021 | (Decrease) |
| Long Term Borrowings | 21,609.33 | 24,485.86 | (2,876.53) |
| Long Term WC Borrowings | 2,596.00 | - | 2,596.00 |
| Short Term WC Borrowings | 2,044.64 | 309.71 | 1,734.93 |
| Total | 26,249.97 | 24,795.57 | 1,454.40 |

Consolidated – Total Income from Continued Operations for the Quarter Ended 30th June 2021 and Year Ended 31st March 2021

Rs. In Lakhs

| | 2021-22 (Apr - Jun) | 2020-21 (Apr - Jun) | 2020-21 (Apr - Mar) |
|--------------------------------|------------------------|------------------------|------------------------|
| Revenue from Operations | 30,604.51 | 10,640.40 | 1,35,894.19 |
| Other Operating Revenue | 988.84 | 840.23 | 5,417.15 |
| Other Income | 398.22 | 519.67 | 783.96 |
| Total Revenue | 31,991.57 | 12,000.30 | 1,42,095.30 |

Consolidated Profit from operations for the Quarter Ended 30th June 2021 and Year Ended 31st March 2021

Rs. In Lakhs

| | 2021-22 (Apr - Jun) | 2020-21 (Apr - Jun) | 2020-21 (Apr - Mar) |
|----------------------------------------------------------|------------------------|------------------------|------------------------|
| Profit / (Loss) Before Tax | 776.16 | (3,150.49) | 4,849.52 |
| Add : Amortisation of Intangibles | 563.97 | 563.97 | 2,262.07 |
| Profit from Operations before other Comprehensive Income | 1,340.13 | (2,586.52) | 7,111.59 |
| Other Comprehensive Income / (Expense) | 5.57 | 81.15 | 18.23 |
| Profit / (Loss) from Operations | 1,345.70 | (2,505.37) | 7,129.82 |

EBITDA

| | 2021-22 (Apr - Jun) | 2020-21 (Apr - Jun) | 2020-21 (Apr - Mar) |
|--------------------------------------------|------------------------|------------------------|------------------------|
| Profit / (Loss) from Operations | 1,345.70 | (2,505.37) | 7,129.82 |
| Depreciation | 1,645.49 | 1,826.10 | 7,156.96 |
| Interest | 773.70 | 1,047.05 | 4,307.05 |
| EBITDA | 3,764.89 | 367.78 | 18,593.83 |
| Revenue from Operations | 30,604.51 | 10,640.40 | 1,35,894.19 |
| EBITDA % on Revenue from Operations | 12.30% | 3.46% | 13.68% |



For Further Information contact:

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