



PRICOL LIMITED

Passion to Excel

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pricol.com

CIN: L34200TZ2011PLC022194

CUSTOMERS EMPLOYEES SHAREHOLDERS SUPPLIERS

PL/SEC/TGT/2021-2022/081
Tuesday, 9th November, 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 and half year ended 30th September 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

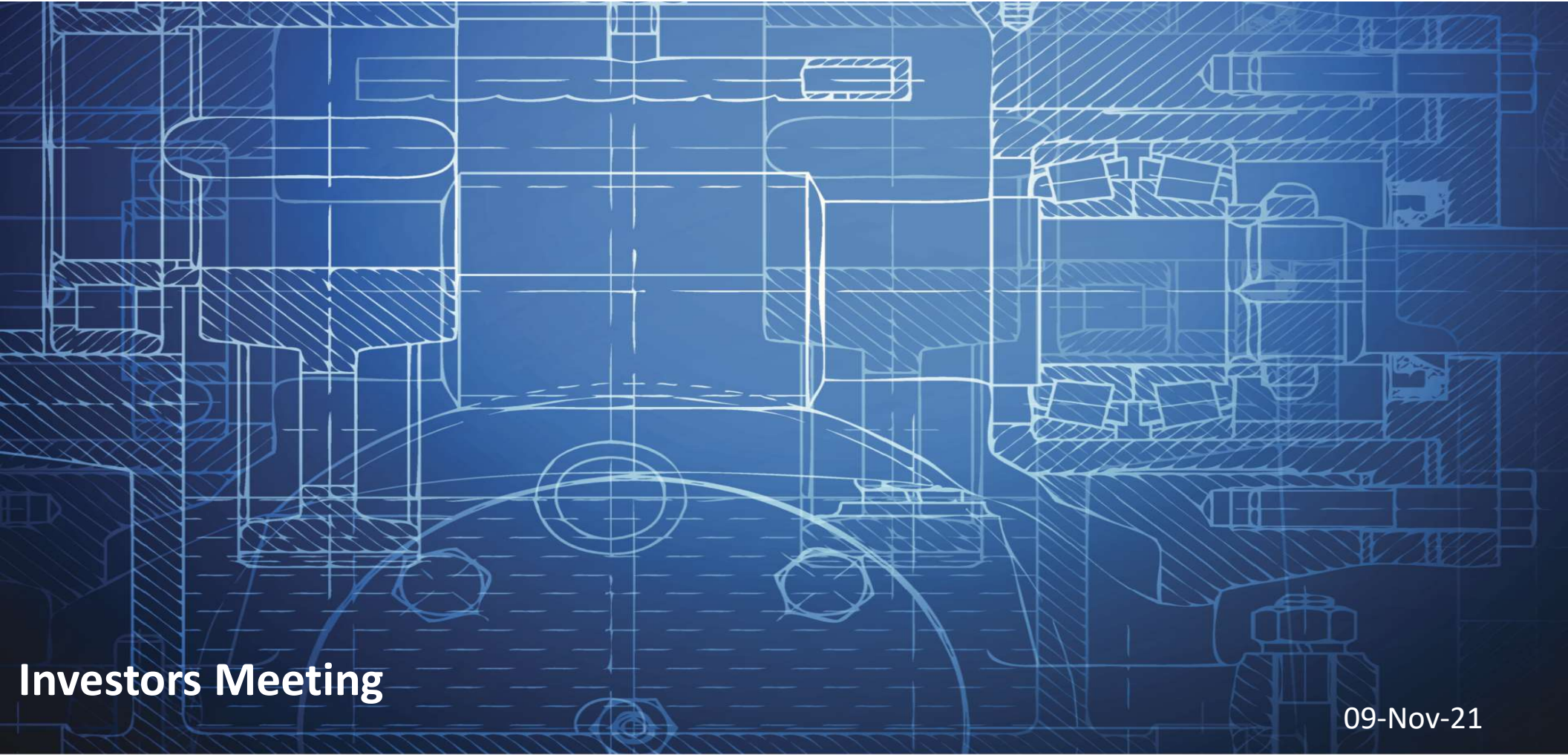
Encl: As above

ISO14001
OHSAS18001
BUREAU VERITAS
Certification



IATF 16949
BUREAU VERITAS
Certification





Investors Meeting

09-Nov-21



PRICOL LIMITED
Passion to Excel

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.

Forward looking statements involve known and unknown risks, contingencies, uncertainties, market conditions and other factors which may cause the actual results, financial condition, performance or achievements of the Company or industry results to differ materially from the results, financial condition, performance or achievements expressed or implied by such forward-looking statements. The Company disclaims any obligation or liability to any person for any loss or damage caused by errors or omissions whether arising from negligence, accident or any other cause.

Recipients of this presentation are not to construe its contents or any prior or subsequent communications from or with the Company or its representatives as investment advice. In addition, this presentation does not purport to be all inclusive or to contain all the information that may be required to make a full analysis of the Company and of the relevance and adequacy of the information and should make such other investigations as they deem necessary.

Corporate Profile

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

- 9 Manufacturing Locations

7 Manufacturing Plants in India

1 Subsidiary Plant in Indonesia

1 Subsidiary Plant in India

- 2 International Offices in Tokyo & Singapore
- 300+ Engineers; ~ 4.5% spend on total revenue for R&D
- Total Consolidated Revenue

FY 2019-20 : INR 1254.29 Crores

FY 2020-21: INR 1420.95 Crores

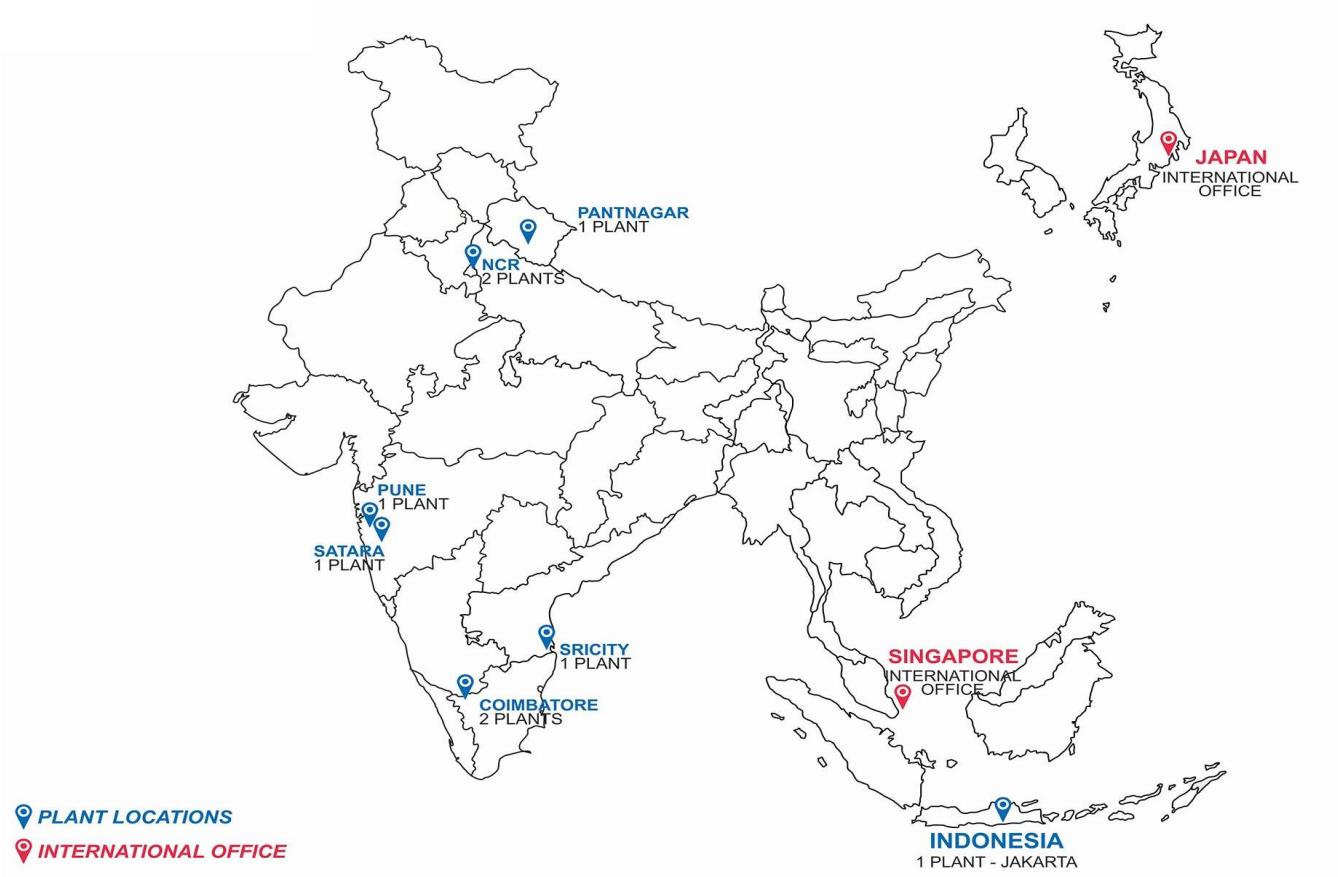


- IATF 16949:2016
- ISO 14001:2015
- ISO 45001:2018.

(Obtained ISO 9001 in the year 1993)



Our Presence



Our In-House Capabilities

Manufacturing Excellence

- PCB Assembly with SMT Lines
- Robotic Lines with EOL Testing
- State of the art Tool Room
- Plastic Injection Molding
- Pressure Die Casting
- Sintering
- Machine Building

Engineering Excellence

- 300+ Engineers
- Subject Matter Experts in Electronics (Hardware & Software), Mechanical and Electro-Mechanical domains
- ASPICE level 2 practices

Testing Excellence

- EMI – EMC
- Hil Lab
- Environment
- Endurance
- Product Reliability



Our Customers

TWO/THREE WHEELERS



FOUR WHEELERS



Our Customers

COMMERICAL VEHICLES



DAIMLER



TRACTORS



Our Customers

OFF – ROAD VEHICLES



TATA HITACHI

Reliable solutions



ATV, INDUSTRIAL & OTHERS



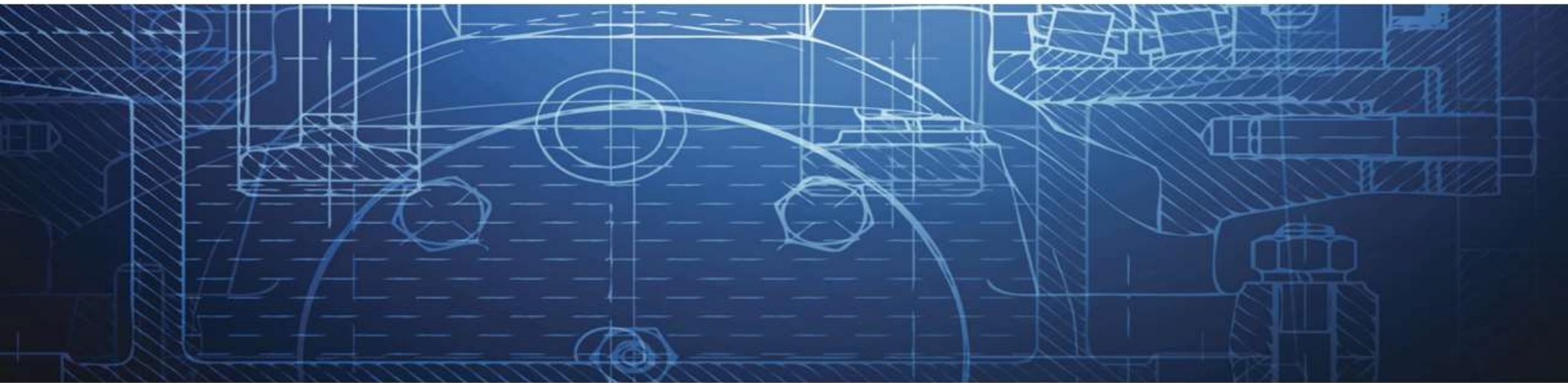
DENSO



**KOHLER
ENGINES**



Financials



Income – Standalone for the Quarter and Half Year Ended 30th Sept 2021 & Year Ended 31st Mar 2021

Rs. In Lakhs

	2021-22 (Jul - Sep)	2020-21 (Jul - Sep)	2021-22 (Apr - Sep)	2020-21 (Apr - Sep)	2020-21 (Apr - Mar)
Revenue from Operations	37,601.57	37,229.52	66,876.81	47,626.20	1,33,615.33
<i>Growth %</i>	<i>1.00%</i>		<i>40.42%</i>		
Other Operating Revenue	1,152.67	1,369.57	2,141.51	2,209.80	5,417.15
Other Income	222.61	144.52	610.69	643.19	748.68
Total Revenue	38,976.85	38,743.61	69,629.01	50,479.19	1,39,781.16

Profit from operations – Standalone for the Quarter & Half Year Ended 30th Sept 2021 & Year Ended 31st Mar 2021

Rs. In Lakhs

	2021-22 (Jul - Sep)	2020-21 (Jul - Sep)	2021-22 (Apr - Sep)	2020-21 (Apr - Sep)	2020-21 (Apr - Mar)
Profit / (Loss) Before Tax	2,033.31	1,983.25	2,439.42	(1,138.71)	4,651.68
Add : Amortisation of Intangibles	570.16	570.16	1,134.13	1,134.13	2,262.07
Profit / (Loss) from Operations before other Comprehensive Income	2,603.47	2,553.41	3,573.55	(4.58)	6,913.75
Other Comprehensive Income / (Expense)	(123.42)	81.15	(117.85)	162.30	20.25
Profit / (Loss) from Operations	2,480.05	2,634.56	3,455.70	157.72	6,934.00

Profit from operations – Standalone for the Quarter and Half Year Ended 30th Sept 2021 & Year Ended 31st Mar 2021

EBITDA

Rs. In Lakhs

	2021-22 (Jul - Sep)	2020-21 (Jul - Sep)	2021-22 (Apr - Sep)	2020-21 (Apr - Sep)	2020-21 (Apr - Mar)
Profit / (Loss) from Operations	2,480.05	2,634.56	3,455.70	157.72	6,934.00
Depreciation	1,294.18	1,739.99	2,856.24	3,483.96	6,832.97
Interest	860.70	1,067.86	1,593.33	2,040.90	4,052.86
EBITDA	4,634.93	5,442.41	7,905.27	5,682.58	17,819.83
Revenue from Operations	37,601.57	37,229.52	66,876.81	47,626.20	1,33,615.33
EBITDA % on Revenue from Operations	12.33%	14.62%	11.82%	11.93%	13.34%

Cash Profit and Free Cash Flow – Standalone for the Quarter and Half Year Ended 30th Sept 2021 & Year Ended 31st Mar 2021

CASH PROFIT

Rs. In Lakhs

	2021-22 (Jul - Sep)	2020-21 (Jul - Sep)	2021-22 (Apr - Sep)	2020-21 (Apr - Sep)	2020-21 (Apr - Mar)
EBITDA	4,634.93	5,442.41	7,905.27	5,682.58	17,819.83
Less : Interest	860.70	1,067.86	1,593.33	2,040.90	4,052.86
Less : Tax Expense	677.22	(115.65)	844.12	(316.31)	3,198.55
Cash Profit	3,097.01	4,490.20	5,467.82	3,957.99	10,568.42

FREE CASH FLOW

	2021-22 (Jul - Sep)	2020-21 (Jul - Sep)	2021-22 (Apr - Sep)	2020-21 (Apr - Sep)	2020-21 (Apr - Mar)
Cash Profit	3,097.01	4,490.20	5,467.82	3,957.99	10,568.42
Less : Capex	489.57	735.57	675.54	1,218.08	2,967.04
FREE CASH FLOW AFTER CAPEX	2,607.44	3,754.63	4,792.28	2,739.91	7,601.38

Standalone Borrowings

Rs. In Lakhs

Particulars	As on 30-09-2021	As on 31-03-2021	Increase / (Decrease)
Long Term Borrowings	14,245.30	22,983.45	(8,738.15)
Working Capital Borrowings	7771.99	-	7771.99
Grand Total	22,017.29	22,983.45	(966.16)

Consolidated – Total Income from Continued Operations for the Quarter and Half Year Ended 30th Sept 2021 & Year Ended 31st Mar 2021

Rs. In Lakhs

	2021-22 (Jul - Sep)	2020-21 (Jul - Sep)	2021-22 (Apr - Sep)	2020-21 (Apr - Sep)	2020-21 (Apr - Mar)
Revenue from Operations	39,559.86	37,619.22	70,164.37	48,259.62	1,35,894.19
<i>Growth %</i>	<i>5.1%</i>		<i>45.4%</i>		
Other Operating Revenue	1,152.67	1,369.57	2,141.51	2,209.80	5,417.15
Other Income	237.42	115.62	635.64	635.29	783.96
Total Revenue	40,949.95	39,104.41	72,941.52	51,104.71	1,42,095.30

Consolidated Profit from operations for the Quarter and Half Year Ended 30th Sept 2021 & Year Ended 31st Mar 2021

Rs. In Lakhs

	2021-22 (Jul - Sep)	2020-21 (Jul - Sep)	2021-22 (Apr - Sep)	2020-21 (Apr - Sep)	2020-21 (Apr - Mar)
Profit / (Loss) Before Tax	2,271.89	2,171.59	3,048.05	(978.90)	4,849.52
Add : Amortisation of Intangibles	570.16	570.16	1,134.13	1,134.13	2,262.07
Profit from Operations before other Comprehensive Income	2,842.05	2,741.75	4,182.18	155.23	7,111.59
Other Comprehensive Income / (Expense)	(63.47)	137.63	(13.61)	208.41	67.05
Profit / (Loss) from Continuing Operations	2,778.58	2,879.38	4,168.57	363.64	7,178.64

Consolidated Profit from operations for the Quarter and Half Year Ended 30th Sept 2021 & Year Ended 31st Mar 2021

EBITDA

Rs. In Lakhs

	2021-22 (Jul - Sep)	2020-21 (Jul - Sep)	2021-22 (Apr - Sep)	2020-21 (Apr - Sep)	2020-21 (Apr - Mar)
Profit / (Loss) from Operations	2,778.58	2,879.38	4,168.57	363.64	7,178.64
Depreciation	1,398.14	1,814.73	3,043.63	3,640.83	7,156.96
Interest	875.09	1,101.09	1,648.79	2,148.14	4,307.05
EBITDA	5,051.81	5,759.20	8,860.99	6,152.61	18,642.65
Revenue from Operations	39,559.86	37,619.22	70,164.37	48,259.62	1,35,894.19
EBITDA% on Revenue from Continuing Operations	12.77%	15.40%	12.63%	12.75%	13.72%

Consolidated Profit from operations for the Quarter and Half Year Ended 30th Sept 2021 & Year Ended 31st Mar 2021

CASH PROFIT

Rs. In Lakhs

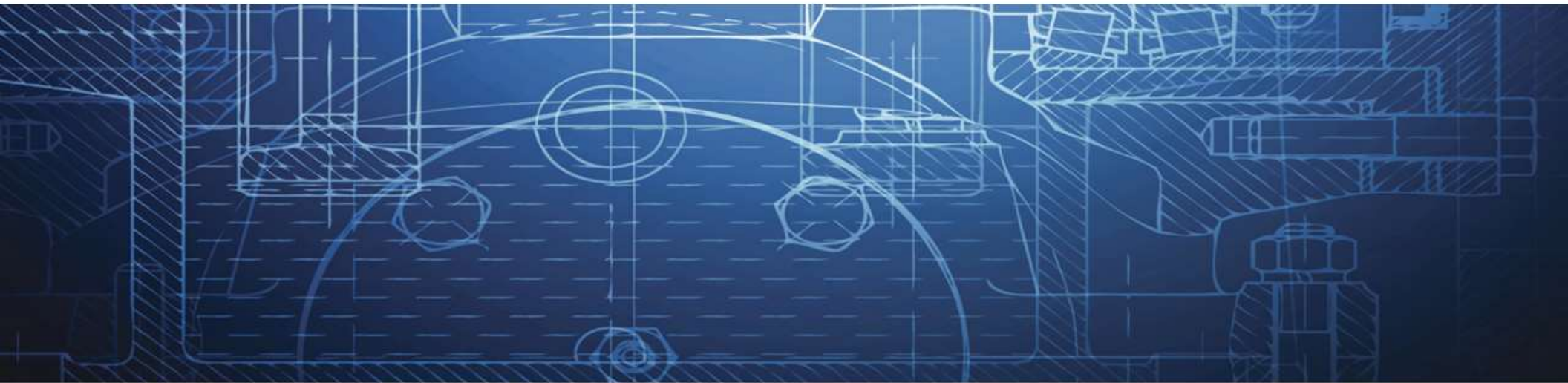
	2021-22 (Jul - Sep)	2020-21 (Jul - Sep)	2021-22 (Apr - Sep)	2020-21 (Apr - Sep)	2020-21 (Apr - Mar)
EBITDA	5,051.81	5,795.20	8,860.99	6,152.61	18,642.65
Less : Interest	875.09	1,101.09	1,648.79	2,148.14	4,307.05
Less : Tax Expense	762.03	(36.37)	945.91	(221.97)	3,274.22
Cash Profit	3,414.69	4,730.48	6,266.29	4,226.44	11,061.38

Consolidated Borrowings

Rs. In Lakhs

Particulars	As on 30-09-2021	As on 31-03-2021	Increase / (Decrease)
Long Term Borrowings	14,245.30	24,485.86	(10,240.56)
Working Capital Borrowings	8001.14	309.71	7691.43
Grand Total	22,246.44	24,795.57	(2,549.13)

Select Recent Product Launches



2W: Clusters



HMCL

(Maestro 125)



HMCL

(Extreme)



TVS

(Raider)



HMCL

(Pleasure +)



TVS

(Jupiter - 125)



PV and CV Clusters

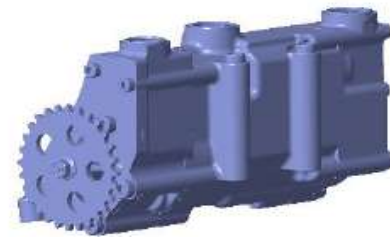


TATA Motors
(12 & 24V - ERGO)



Force Motors
(Gurkha)

Export Launches



Polaris
(Oil Pump)

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