



PRITIKA AUTO INDUSTRIES LTD

Regd. Office: Plot No. C-94, Phase VII, Industrial Focal Point, S.A.S. Nagar (MOHALI)–160 055
CIN : L45208PB1980PLC046738 Tel. : 0172-5008900, 5008901

13th August, 2024

The Manager
Listing Compliance Department
National Stock Exchange of India Ltd
Exchange Plaza, Bandra-Kurla Complex
Bandra (East), Mumbai - 400 051

The Secretary
Listing Compliance Department
BSE Limited
Phiroze Jeejeebhoy Towers, Dalal Street
Mumbai - 400 001

Symbol: PRITKAUTO

Scrip Code: 539359

Subject :Investor Presentation on Un-Audited Financial Results for the Quarter ended 30th June, 2024

Pursuant to Regulation 30 and other applicable provisions, if any, of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith Investors Presentation on Un-Audited Financial Results for the Quarter ended 30th June, 2024.

Kindly take the above on record.

Thanking You,

Yours faithfully,
For Pritika Auto Industries Limited

C B Gupta
Company Secretary and Compliance Officer

Encl.: a/a

CC:
The Calcutta Stock Exchange Limited,
7, Lyons Range, Calcutta-700 001
CSE Scrip Code: 18096



Pritika Auto Industries Limited

Result Update Presentation

Q1 FY25



Honoring the Legacy



Late Raminder Singh Nibber
Founder

- **Strong Vision & Ethos laid down by our founder and first generation entrepreneur continues to guide the Company forward**
- **Mechanical Engineer started career with Escorts Limited for 10 years**
- **Awarded “UDYOG PATRA” for Self Made Industrialists by Institute of Trade and Industrial development in July 2003**
- **Ex Chairman of Confederation of Indian Industry - Mohali Zone**
- **Ex Member of Mohali Industries Association & PHD Chamber of Commerce**

Disclaimer

This presentation has been prepared by Pritika Auto Industries Limited (the “Company”) solely for information purposes and does not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of statutory offering document containing detailed information about the Company.

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Certain matters discussed in this presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the Company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this presentation. Any forward-looking statements and projections made by third parties included in this presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

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Company Overview



Company Snapshot



Amongst India's Top
Manufacturers of
Machined Casted
Components



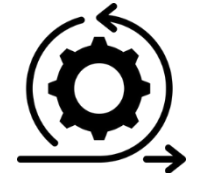
5 Plants
Strategically located Plants
in North India



Strong
Pan India presence



50+ years
Promoter's experience in
the Industry



75,000 tons
Installed
Capacity Per Annum

FY24 - Financial Metrics



36,772 tons

Production Volume



₹ 342.09 Crs

Revenue from Operations



₹ 52.48 Crs

EBITDA
↑ 26.35% YoY



10.01%

ROCE

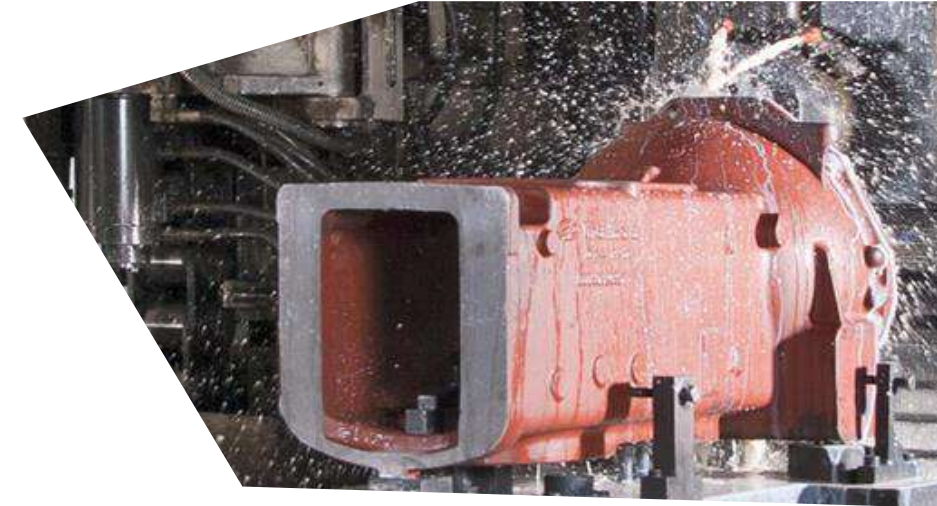


6.73%

ROE

Vision & Mission

- To be First choice among Original Equipment's Manufacturers for Machined Castings
- To be One of the Largest Producers of Machined Castings in India



Vision



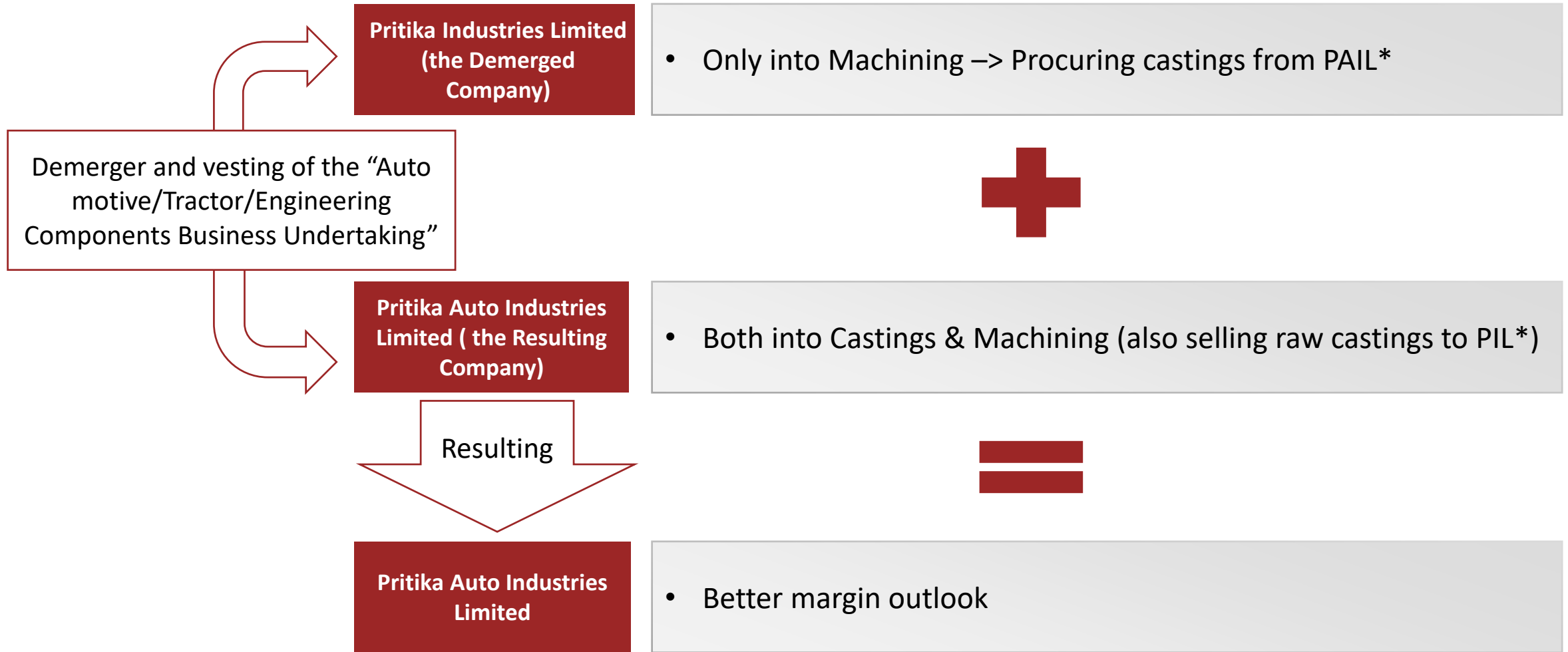
Mission



- Installed capacity of 1,00,000 tons of Machined Castings by Year 2025



Recent Demerger & Vesting



* PAIL stands for Pritika Auto Industries Limited; PIL stands for Pritika Industries Limited

Company at a glance

Leading manufacturer of tractor components in India

- Incorporated in 1980
- ~5 decades of experience in Castings
- Business of manufacturing & selling of tractors and other automotive parts, components & engineering goods

Modern Manufacturing Facilities

- Punjab and Himachal Pradesh
- Total installed capacity:- 75,000 tons

Diversified Portfolio

- Axle Housings, Wheel Housings, Hydraulic Lift Ho usings, End Cover, Plate Differential Carrier, Cylin der Blocks, Crank Cases

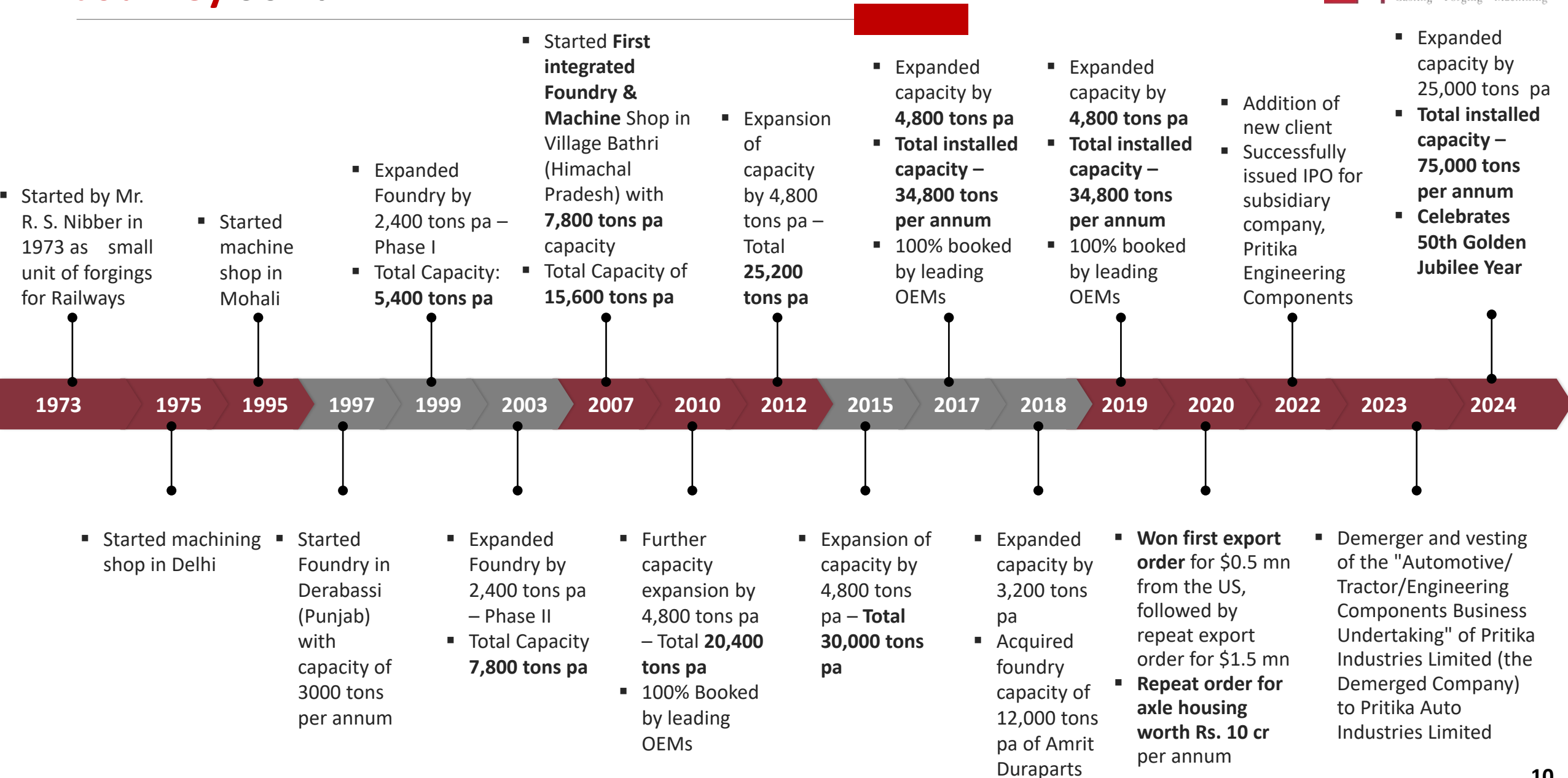
Among biggest component suppliers in Machined Casting

- Supply to OEMs like M&M, Swaraj, TAFE, Escorts, SML Isuzu, TMTL, Ashok Leyland, New Holland Tractors India Ltd, Brakes India Ltd.

Strong Pan India Customer presence

- Strong demand for products across key markets in India

Journey So Far



Strong Management Team



Mr. Harpreet Singh Nibber

Chairman & Managing Director



Mr. Narinder Kumar Tyagi

Director Finance & CFO



Mr. Ajay Kumar Rai

Executive Director



Mr. Navpreet S. Sujlana

Senior General Manager- Sales & Marketing

Key Strengths

Over five decade old strong & established brand

- Among leading manufacturers of tractor components in India

Diversified Product offerings

- Manufactures diverse range of products
- Continual expansion of product offerings

Fully Integrated manufacturing set up

- Integrated operations from casting to machining
- "Ready to use" products for OEM's



Reputed and established Management

- Dynamic Experienced Leadership
- Vast experience in Tractor and Auto Components leads to maintain business viability & steer business through operational hurdles

Long standing association with key Customers

- Escorts – 44+ years
- TAFE – 21+ years
- M&M – 15+ years

Industry Overview



Foundry / Casting Industry

India Industry Overview

2nd

India ranks globally in casting production

~ 5,000 Units

Foundry Industry comprises a cross small, medium, and large-scale sectors

15,00,000 Jobs

Indirectly supporting

\$ 5.2 bn

Export earnings from Castings

30 mn tons p.a.

Industry aims to triple production over next decade

~ 40%

Automotive sector consumes country's castings output

5,00,000 People

Directly employing

2,341 Tons p.a.

Average productivity per unit

\$ 12 - 15 bn

Export earnings potential to reach within next 7-10 years

\$ 6-8 bn

Investment required over next 10 years

Key Growth Drivers

01

Vehicle Scrap Policy to greatly benefit foundry industry

02

Government's 20-25% increase in load capacity per axle for goods vehicles boosts demand for heavy vehicles, benefiting foundry sector

03

New Manufacturing Policy aims to elevate manufacturing GDP share to 25%, underscoring foundry industry's critical role

04

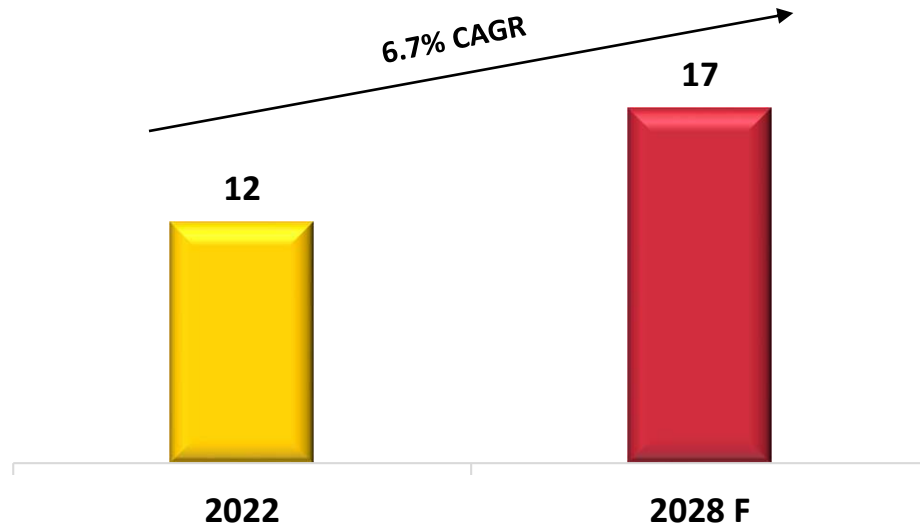
Foundry sector invests over INR 6-8 billion to upgrade facilities and boost productivity

05

Government's emphasis on infrastructure projects drives demand for foundry products, fostering industry growth and development

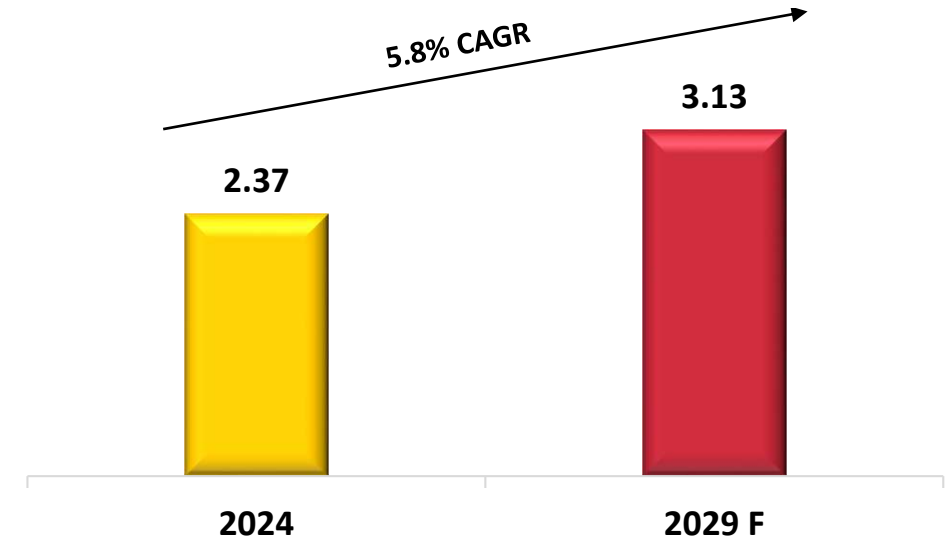
Tractor Industry Outlook

Indian Foundry Industry size (USD bn)



- Long-term growth expected in Earth Moving & CV Industry
- Government's increase in load capacity per axle to boost demand for castings
- Major modernization efforts in railways to boost demand in next decade
- Increasing focus on infrastructure across industries, driving demand for castings

Indian Agricultural Tractor market (USD bn)



- Increased tractor demand due to good farming conditions, government support, and market factors
- India among the world's largest tractor markets, dominated by key Indian and international manufacturers
- Government subsidies and mechanization schemes driving future tractor sales growth

With cutting-edge engineering prowess and a commitment to harnessing advanced technology, Pritika Auto Industries Limited is primed to meet burgeoning requirements of industry, paving way for substantial growth & development

Business Overview

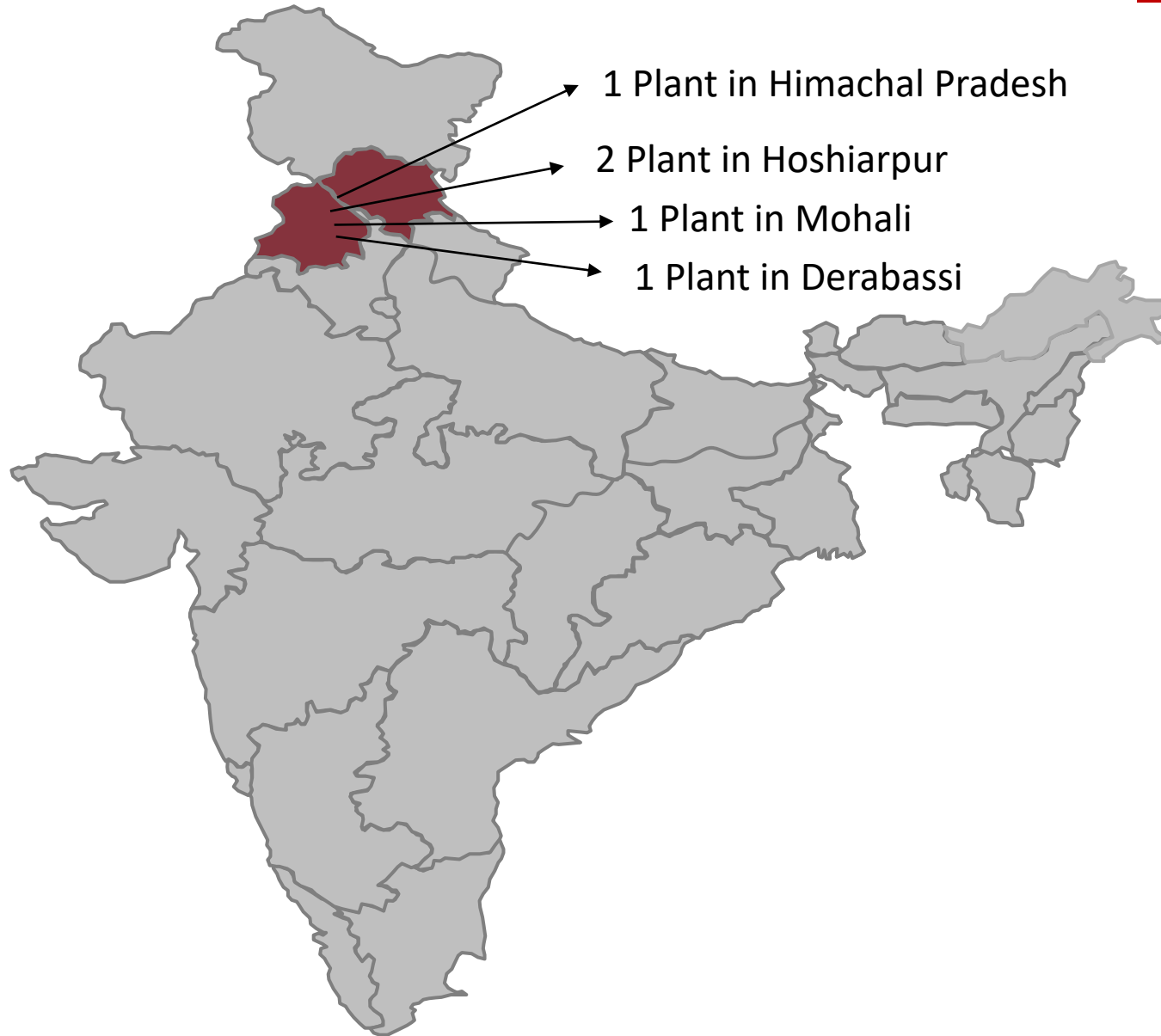


State of art manufacturing facilities

- State of the art manufacturing facilities situated in Derabassi, Hoshiapur and Mohali in Punjab and Tahliwal in Himachal Pradesh
- Pritika has installed capacity of 75,000 tons per year
- Fully integrated casting and machining operation in an environmentally friendly foundry



Strategic Location



- With strategically located plants within close proximity to key OEMs, Pritika is the only major tractor components manufacturer in this region
- ~60 % of India's tractors manufactured in this region

Diversified Product Portfolio



Market Share of Major Products



Axle Housings

28%

Market share



Brake Housings

20%

Market share



Differential Case

25%

Market share

Key Customers



Awards & Recognition

AWARDS	YEAR	ORGANIZATION
Best Quality	2001	CII – SIDBI India Engineering Trade Fair
2 nd Best Display Award	2005	Centre for International Trade & Industry at Made in Punjab Show
Best Quality Performance	2010-11	Swaraj Ltd.
Award For Casting Commodity	2012	Mahindra & Mahindra
Best Supplier	2012	TAFE
Best Kaizen	2013-14	TAFE
Star of Asia Award	2015	Economic Growth Society of India
India's Best Company of the year 2017- Best Automotive Components Manufacturing Company	2017	IBC Info Media Pvt. Ltd.
Award for Corporate Excellence	2018	Make in India Foundation (MIIF)



Consolidated Quarterly Financial Highlights





Commenting on the results, Mr. Harpreet Singh Nibber, Chairman & Managing Director, Pritika Auto Industries Limited

"I am happy to share that Q1FY25 marks a great beginning to the new financial year with impressive volumes on the back of recovering demand. The revenue of Rs. 88.80 crores is not comparable with same quarter of previous financial year as we merged the demerged manufacturing unit of Pritika Industries Limited.

The said demerger and merger has resulted in desired gains for the Company with the EBITDA margin expanding by over 350 bps at 16.24%. The operational efficiencies and synergies resulting out of the process have also impacted this growth in EBITDA margin.

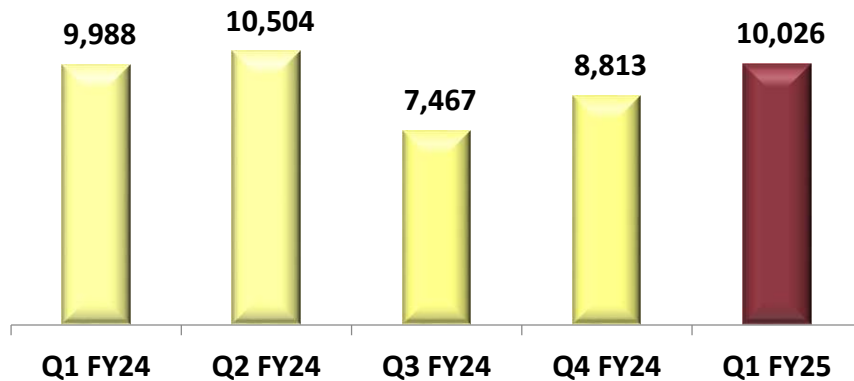
While we are working on controlling the finance costs, the higher depreciation due to the merger along with the capex incurred during the previous quarters have impacted the profit after tax.

We remain buoyant on the emerging scenario for the Company on the back of increasing product basket with value added products being included into the portfolio enabling us to grow in the right direction. Railways is an important target segment for us and we are working towards development of certain products for the same.

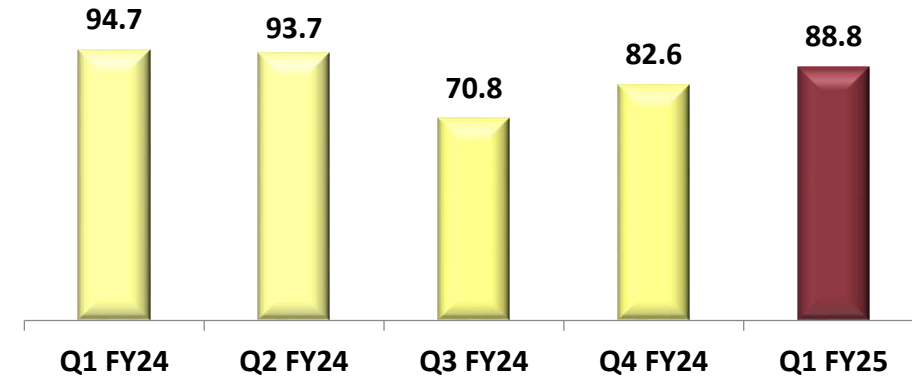
The entire team of Pritika Auto has been instrumental in bringing us thus far and I express my sincere gratitude to all the stakeholders for their support and trust."

Quarterly Financial Highlights – Q1 FY25

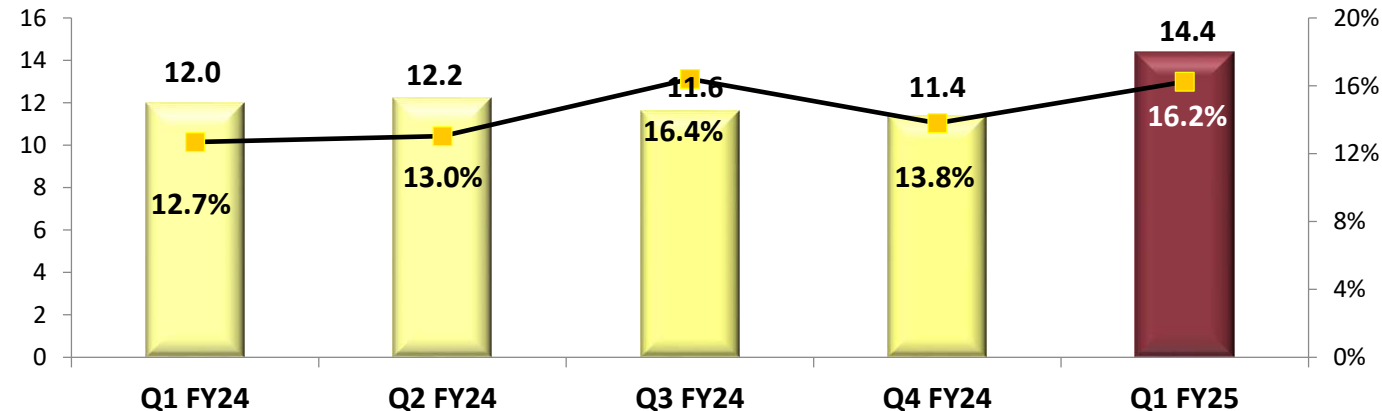
Production Volume (tons)



Revenue (Rs. Cr)



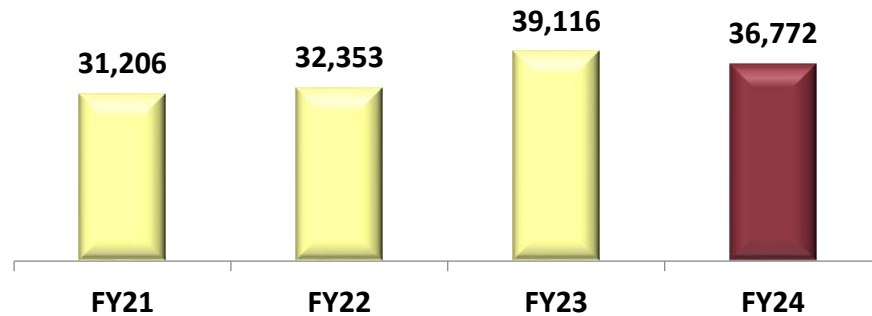
EBITDA (Rs. Cr) / Margin (%)



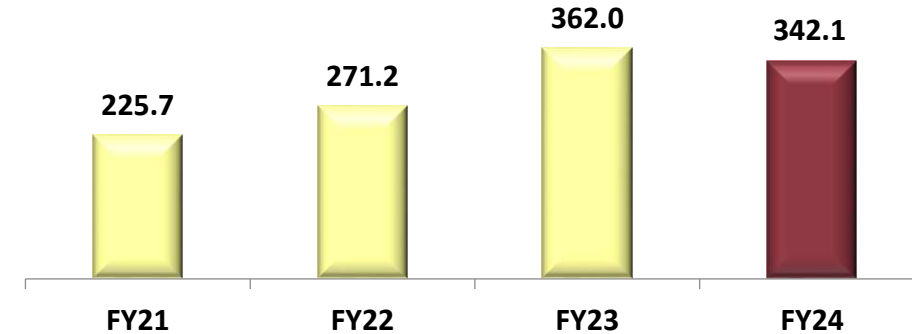
*Note : The figures for quarter ended 30/06/2024 and 31/03/2024 and for the year ended 31/03/2024 had been arrived after giving effect of the figures of Demerged undertaking of Pritika Industries Limited. Hence, these figures are not comparable with figures from previous quarter i.e. 30/06/2023.

Yearly Financial Highlights

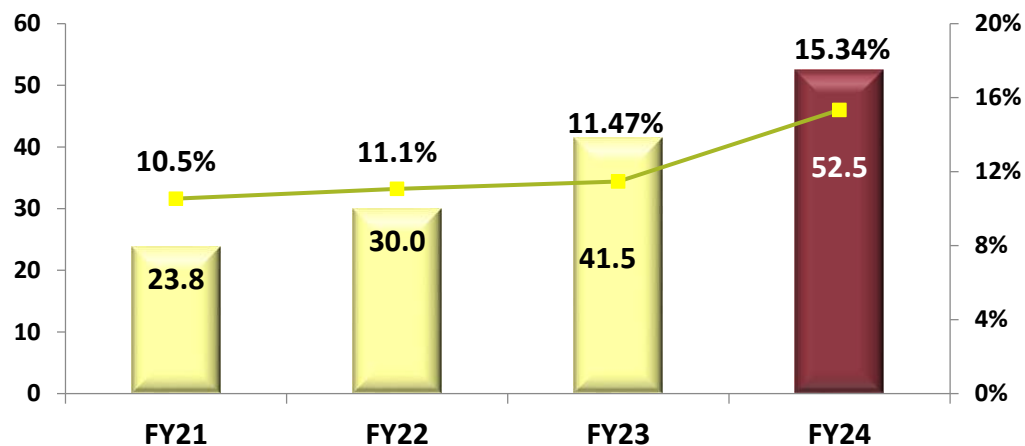
Production Volumes (tons)



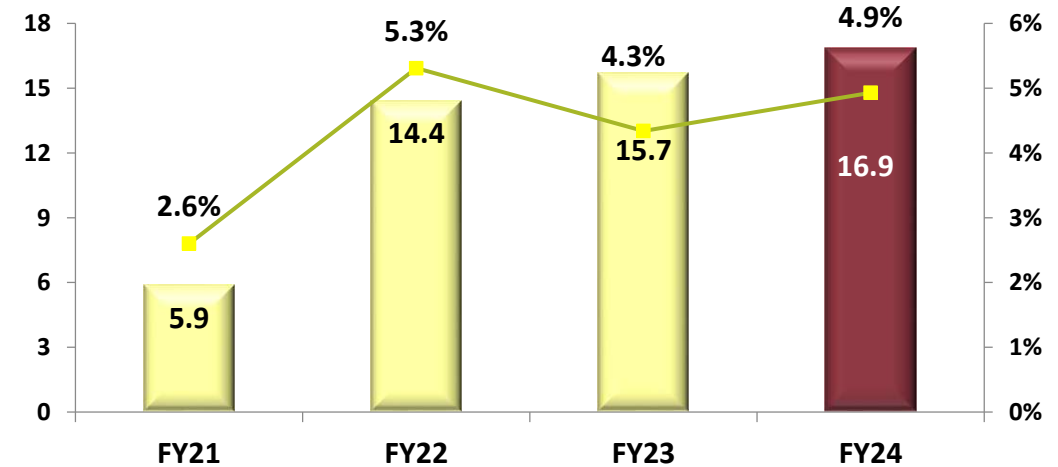
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)



*Note : The figures for quarter ended 31/03/2024 and for the year ended 31/03/2024 had been arrived after giving effect of the figures of Demerged undertaking of Pritika Industries Limited. Hence, these figures are not comparable with figures from previous quarter i.e. 31/03/2023 and for the year ended i.e. 31/03/2023.

Quarterly Financial Highlights – Q1 FY25

Consolidated (Rs. Cr)	Q1 FY25	Q1 FY24	Y-o-Y	Q4 FY24
Total Income from operations	88.80	94.72		82.58
Other Operating revenue	0.00	0.00		0.00
Net Revenue	88.80	94.72	(6.25%)	82.58
Raw Materials	46.58	59.91		42.95
Employee Cost	7.67	5.25		8.69
Other Cost	20.13	17.55		19.54
Total Expenditure	74.38	82.71		71.18
EBITDA (Excluding other income)	14.42	12.01	20.11%	11.40
EBIDTA margin (%)	16.24%	12.68%	356 bps	13.80%
Other Income	0.16	0.24		0.80
Depreciation	4.81	3.07		4.19
Interest	3.52	2.31		4.48
Profit Before Tax	6.25	6.86		3.53
Tax	1.78	1.58		0.94
Profit After Tax	4.47	5.28	(15.32%)	2.59
PAT Margin (%)	5.04%	5.58%	(54 bps)	3.14%
Basic EPS (Rs.)	0.21	0.60	(65.0%)	0.18

Net Revenue for Q1FY25 not comparable with Q1FY24 due to demerger of manufacturing unit from Pritika Industries Ltd. And its merger into Pritika Auto Industries Ltd.

EBITDA was at **Rs. 14.42 crore** in Q1 FY25 as against Rs. 12.01 crore in Q1 FY24 with **EBITDA Margin improving by 356 bps** from 12.68% to 16.24% on y-o-y basis on account of synergies arising out of demerger and merger of manufacturing unit and operational efficiencies

Profit after Tax was at **Rs. 4.47 crore** in Q1 FY25 lower by 15.32% on account of higher finance cost and higher depreciation due to merger and capex incurred in previous quarters

Yearly Financial Highlights – FY24

Consolidated (Rs. Cr)	FY24	FY23	Y-o-Y
Total Income from operations	342.09	362.03	
Other Operating revenue	0.00	0.00	
Net Revenue	342.09	362.03	-5.51%
Raw Materials	183.25	233.09	
Employee Cost	31.60	20.58	
Other Cost	74.76	66.83	
Total Expenditure	289.62	320.50	-9.64%
EBITDA (Excluding other income)	52.48	41.53	26.35%
EBIDTA margin (%)	15.34%	11.47%	387 bps
Other Income	1.62	1.20	
Depreciation	16.72	11.91	
Interest	14.78	9.25	
Profit Before Tax	22.59	21.57	
Tax	5.74	5.88	
Profit After Tax	16.85	15.69	7.38%
PAT Margin (%)	4.93%	4.34%	59 bps
Basic EPS (Rs.)	1.18	1.77	

EPS has been subdued on account of two reasons: Challenging market conditions leading to lower volumes and increase in Equity Capital

*Note : The figures for quarter ended 31/03/2024 and for the year ended 31/03/2024 had been arrived after giving effect of the figures of Demerged undertaking of Pritika Industries Limited. Hence, these figures are not comparable with figures from previous quarter i.e. 31/03/2023 and for the year ended i.e. 31/03/2023.

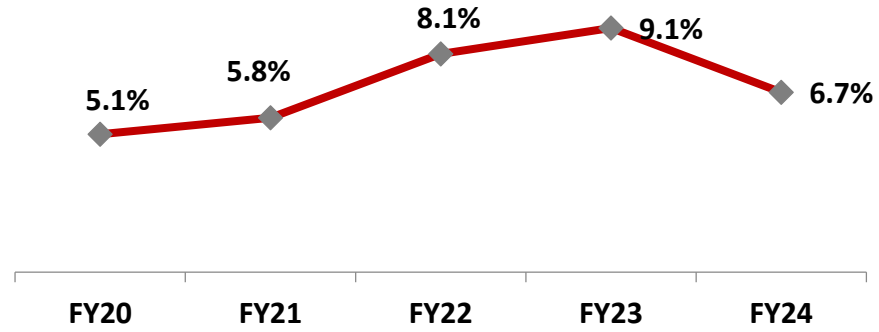
Balance Sheet as on 31st March 2024

Rs. Cr	As on 31 st March '24	As on 31 st March '23	Rs. Cr	As on 31 st March '24	As on 31 st March '23
Equity	224.42	169.70	Non-current Assets	238.64	145.08
Equity Share Capital	32.08	17.73	Property, Plant and Equipment	205.47	118.22
R&S	179.72	143.57	Capital work in progress	1.88	9.40
Non Controlling Interest	12.62	8.39	Goodwill on Consolidation	25.92	13.55
Non-Current Liabilities	77.41	59.83	Financial Assets		
Financial Liabilities			Non Current Investments	0.40	0.12
Long Term Borrowing	66.00	33.43	Other Financial Assets	0.97	1.30
Provisions	3.17	2.46	Deferred Tax Assets/ (Liability)	1.84	0.80
Deferred Tax Liabilities	6.41	3.50	Long term Loans & Advances	-	-
Other LT Liabilities	1.84	20.44	Other Non Current Assets	2.18	1.69
Current Liabilities	137.61	121.63	Current Assets	200.80	206.08
Financial Liabilities			Inventories	120.42	75.94
Short term Borrowings	83.36	61.41	Financial Assets		
Trade Payables	20.49	31.06	Trade Receivables	37.52	97.30
Other Financial Liabilities	26.58	22.62	Cash & Cash Equivalents	2.32	13.22
Other Current Liabilities	4.11	3.78	Bank	2.91	2.34
Provisions	0.55	0.38	Other Financial assets	17.15	12.07
Current Tax Liability	2.52	2.37	Short term Loans & Advances	-	-
Total Equity & Liabilities	439.44	351.15	Other Current Assets	20.49	5.20
			Total Assets	439.44	351.15

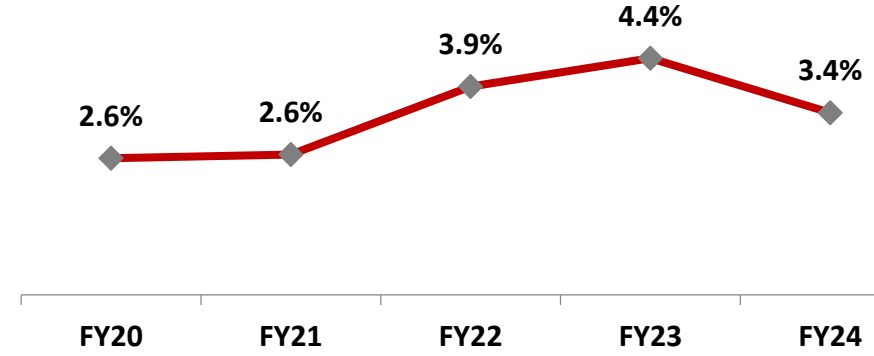
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Key Ratios

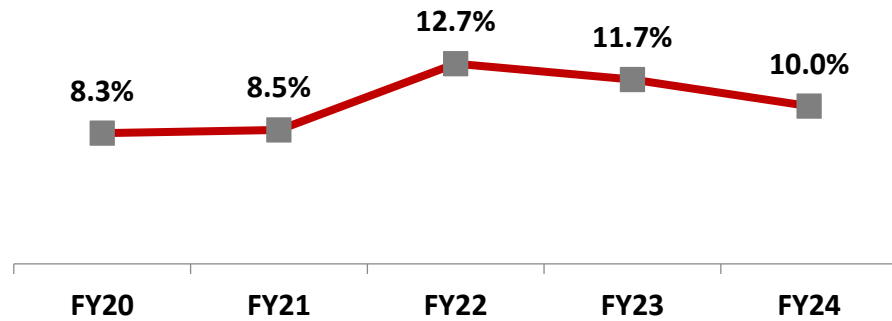
RoE (%)



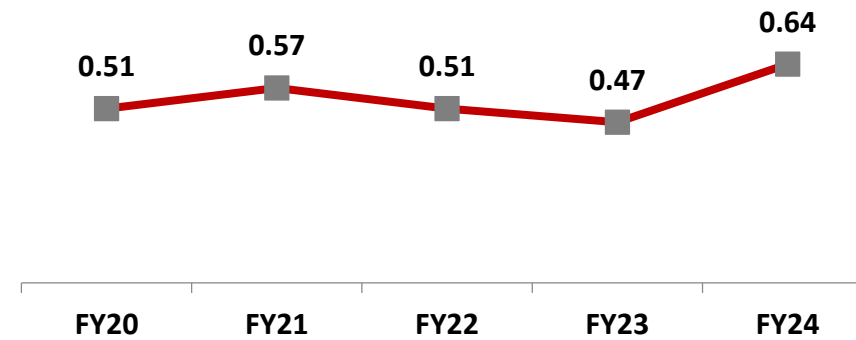
RoA (%)



RoCE (%)



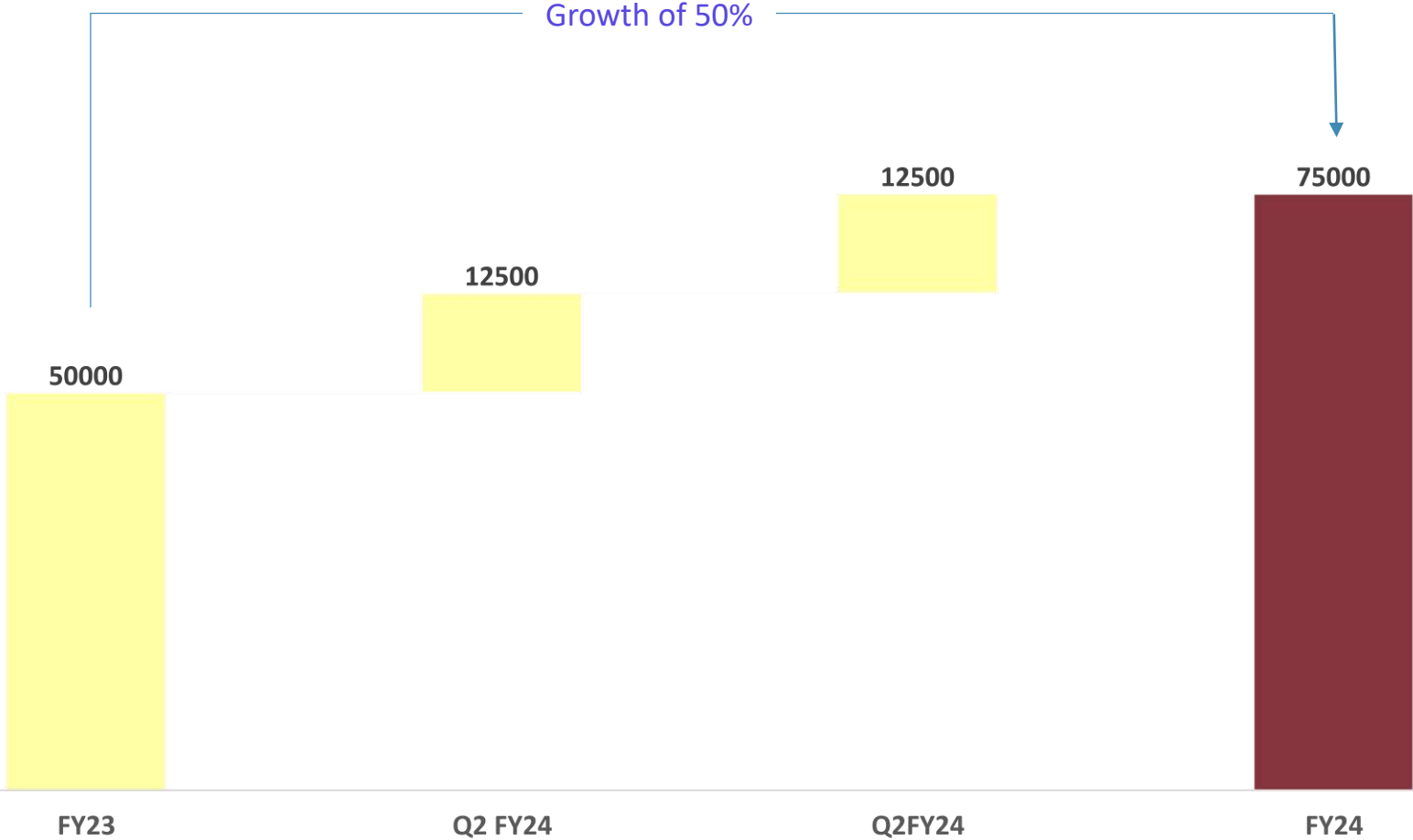
Net Debt/Equity (x)



Other Metrics



Installed Capacity (tons)



Capacity build up in line with growth plans and being future ready

Pritika Engineering

Components Limited

(PECL)





Established Player in Castings & Forgings for Tractor & Automotive OEM industry



Niche & Comprehensive Product Portfolio to cater wider customers



Long standing core customer base consisting of leading OEMs



Well-Invested in Lost Foam Technology to enhance the production & enhance long-term growth

About

- 74.60% of Pritika Engineering Components Limited is held by Pritika Auto Industries Ltd, which is a captive unit for Pritika Group of Industries
- Initiated in 2018-19 as a result of acquisition

Recent Development

- The expanded capacity of PECL includes 12,500 tons from existing facilities, an additional 12,500 tons from the Meeta acquisition, totaling approximately 25,000 tons

Way Ahead



Way Forward

Geographical Diversification

- Expand in Geographically strategic locations of India
- Continue to focus on export opportunities and increase export contribution in revenues

New Product Development

- Continued focus to keep adding new products in basket of products
- Develop Value Added products

Capacity Expansion

- On course of achieving our FY25 target of 1,00,00 tons installed capacity

01

02

03

04

05

06

Growing Opportunity in LCV segment

- ~7% volumes goes to LCV, we can increase our presence there

Export Opportunities

- Fully equipped manufacturing facilities of global standards – to provide opportunity to global OEMs
- Incremental Capex, partially, to be dedicated towards export market

Key Focus Areas

- Improve operational efficiencies
- Margin expansion
- Gain in Market Share



THANK YOU

Pritika Auto Industries Limited.

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EA to MD

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