

PRITIKA
Group of Industries
CASTING | MACHINING | SUB-ASSEMBLY



Pritika Auto Industries Limited

Result Update Presentation
Q3 & 9M FY24

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Executive Summary

Company Overview

- Pritika Auto Industries is among leading manufacturers of machined castings in India
- Company manufactures components for tractors and commercial vehicles
- Total consolidated capacity of over 50,000 tons / annum, with facilities across Punjab and Himachal Pradesh
- Key supplier to several long-standing clients/OEMs including M&M, Swaraj, TAFE, Escorts, SML Isuzu, TMTL, Ashok Leyland, New Holland Tractors India Ltd, Brakes India Ltd.
- Pritika specializes in a diverse range of products and exports to clients in US as well

Product Portfolio

Rear Axle Housings



Hydraulic Lift Covers/ Housing



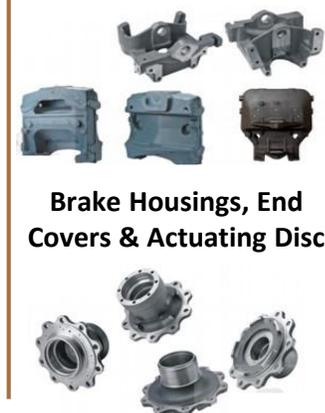
Differential Case



Wheel Hubs



Front Engine/Axle Support



Engine Covers



Clutch & Fly Wheel Housings



Plate Diff. Carriers



Bull Cages



Crank Case, Cylinder Blocks & Cam Shafts



Brake Housings, End Covers & Actuating Disc



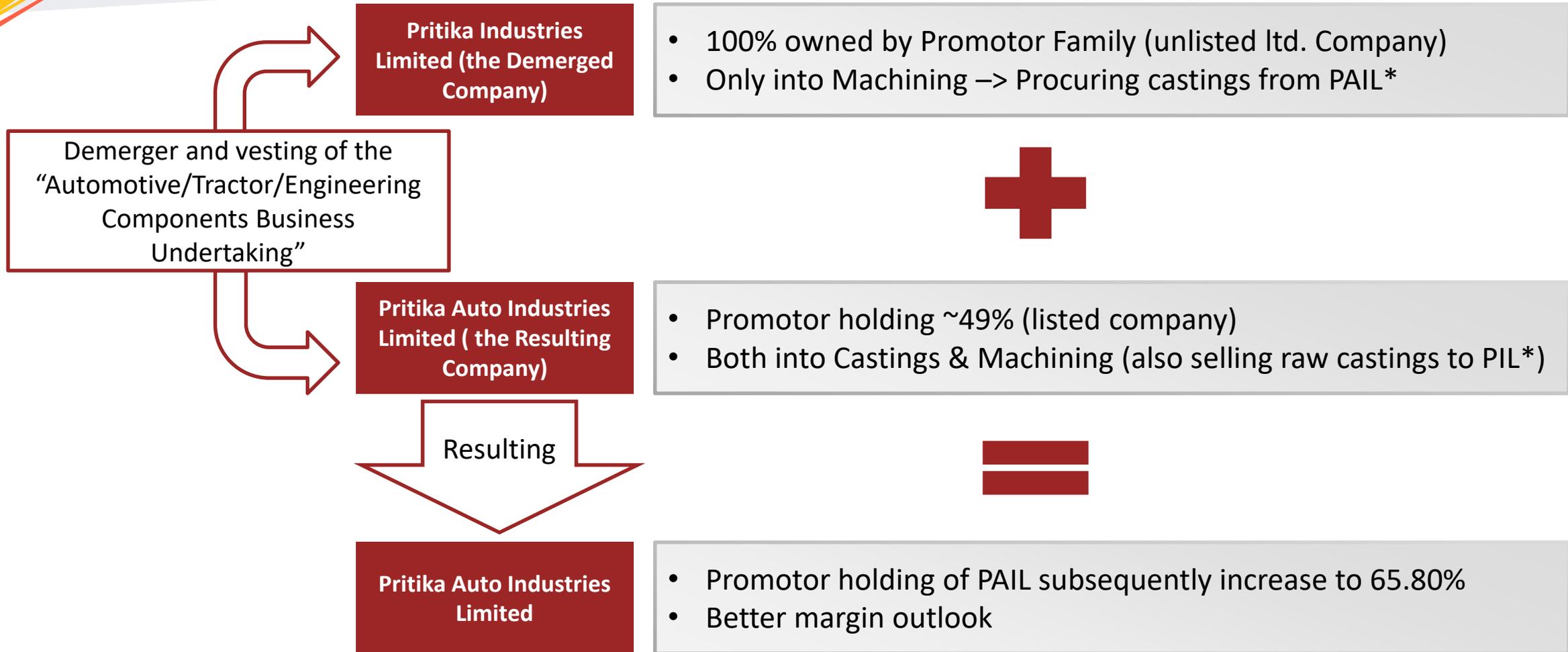
Financial Highlights (Q3 FY24)

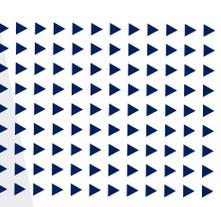
Operating Revenue
Rs. 70.83 Cr

EBITDA
Rs. 11.62 Cr

PAT
Rs. 3.98 Cr

Scheme of Arrangements





Consolidated Quarterly Financial Highlights





Commenting on the results, Mr. Raminder Singh Nibber, Chairman, Pritika Auto Industries Limited said:

"In the face of persistent challenges impacting the tractor market in terms of industry-wide production volumes, Pritika Auto Industries Ltd. has demonstrated resilience and strategic foresight in navigating the market dynamics. Our commitment to operational excellence and adaptability positions us well for sustained success.

I am pleased to share a significant milestone in our growth journey. The NCLT approved the Demerger and vesting of the "Automotive/Tractor/Engineering Components Business Undertaking" of Pritika Industries Limited (the Demerged Company) to Pritika Auto Industries Limited (the Resulting Company). This strategic move significantly enhances our operational focus, marking a pivotal moment for our growth.

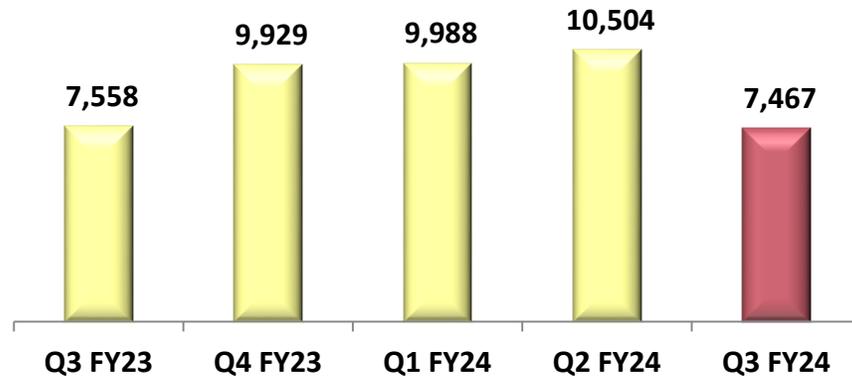
While external factors contributed to a slowdown in the industry's production volumes, our strategic initiatives, including the successful scheme of arrangement, have positioned us to weather these challenges. The integration of the business undertaking of PIL reinforces our organizational strength and resilience, contributing to our ability to navigate industry headwinds. It's worth noting that our performance in Q3 FY24 showcases commendable improvements in margin despite the decline in overall revenue. This was due to the synergy from PIL wherein we are now offering more value-added products.

As we look ahead, our focus remains on leveraging these strategic advantages to fortify our market position and drive sustained growth. As the market recovers in terms of demand, we anticipate even better improvements in margins.

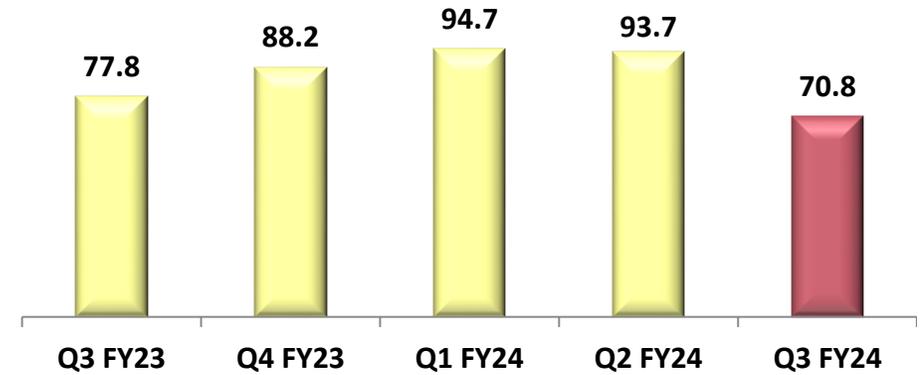
In conclusion, Pritika Auto remains resolute in overcoming challenges, underscored by our commitment to innovation and growth. The recent developments, including the demerger and business undertaking of PIL, signify a transformative phase for our company, and we are poised for a future marked by continued success and shareholder value creation."

Quarterly Financial Highlights – Q3 FY24

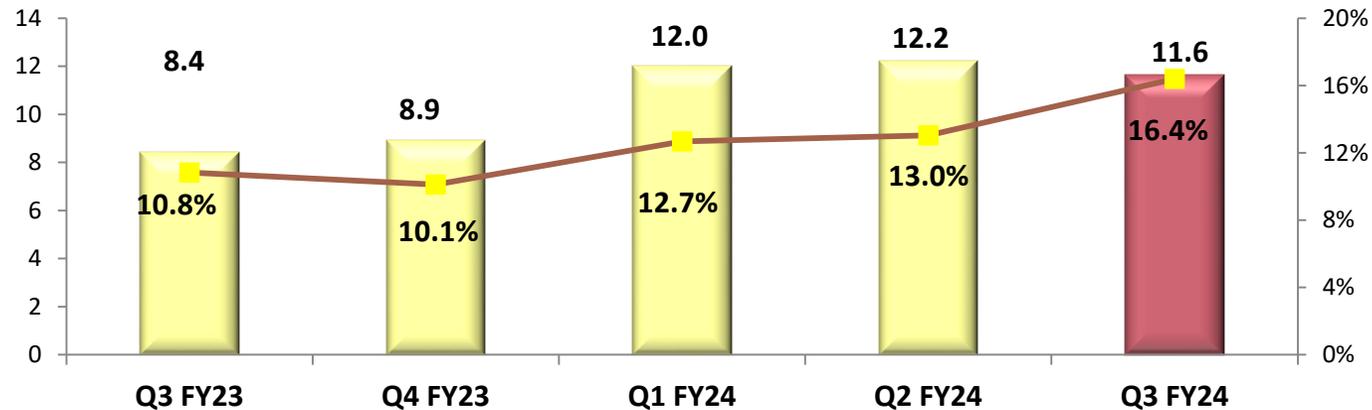
Production Volume (TPA)



Revenue (Rs. Cr)



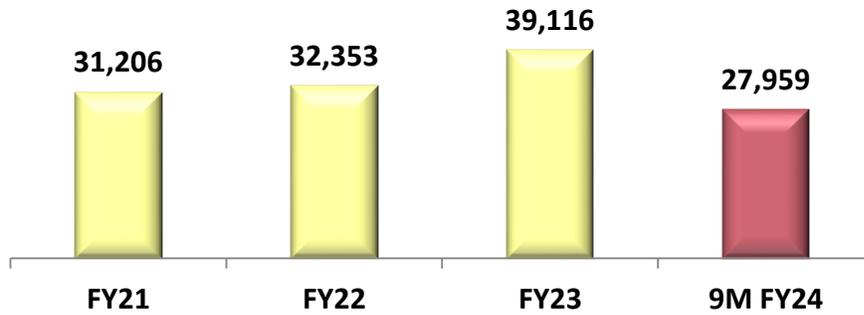
EBITDA (Rs. Cr) / Margin (%)



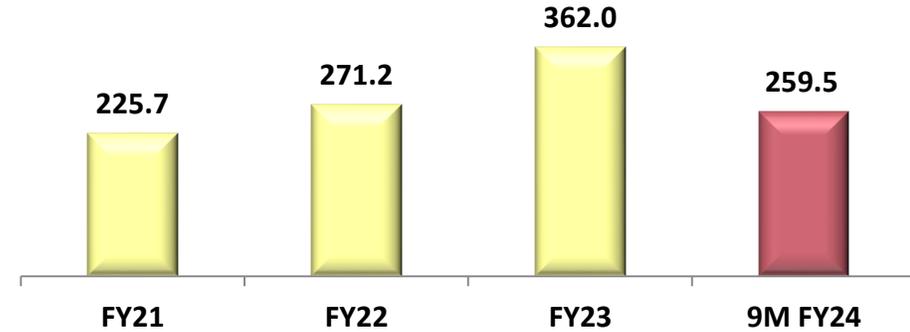
*Note : The figures for quarter ended 31/12/2023 had been arrived after giving effect of the figures of Demerged undertaking of Pritika Industries Limited. Hence, these figures are not comparable with figures from previous quarter ended 31/03/2023.

Nine Months Financial Highlights – 9M FY24

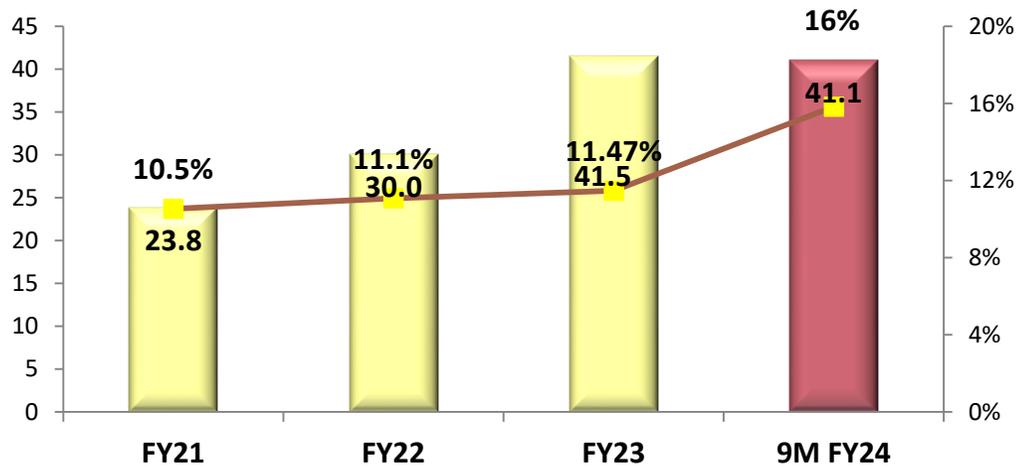
Production Volumes (Tons)



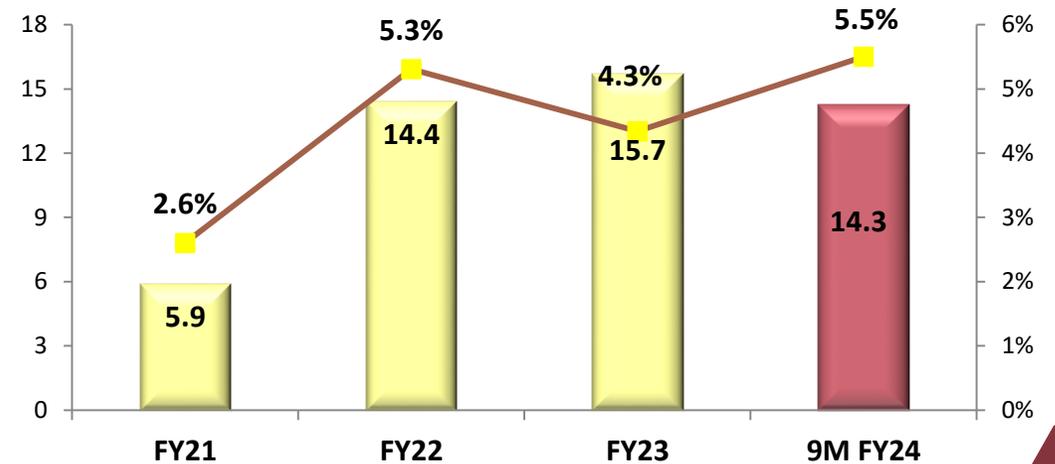
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)



Quarterly Financial Highlights – Q3 FY24

Consolidated (Rs. Cr)	Q3 FY24	Q3 FY23	Y-o-Y	Q2 FY24
Total Income from operations	70.83	77.82		93.70
Other Operating revenue	0.00	0.00		0.00
Net Revenue	70.83	77.82	(8.98%)	93.70
Raw Materials	36.40	50.16		58.08
Employee Cost	7.30	4.99		5.81
Other Cost	15.52	14.25		17.59
Total Expenditure	59.21	69.40		81.49
EBITDA (Excluding other income)	11.62	8.42	38.04%	12.21
EBIDTA margin (%)	16.40%	10.82%	558 bps	13.03%
Other Income	0.32	0.27		0.23
Depreciation	3.91	2.97		3.03
Interest	3.14	2.45		2.49
Profit Before Tax	4.89	3.26	50.02%	6.92
Tax	0.91	0.40		2.17
Profit After Tax	3.98	2.86	39.15%	4.75
PAT Margin (%)	5.63%	3.68%	195 bps	5.07%
Basic EPS (Rs.)	0.33	0.32		0.43

- Q3 FY24 showcases commendable improvements in margin despite decline in overall revenue, due to synergy from PIL, which offers more value-added products

*Note : The figures for quarter ended 31/12/2023 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 ended 31/03/2023.

Nine Months Financial Highlights – 9M FY24

Consolidated (Rs. Cr)	9M FY24	9M FY23	YoY%
Total Income from operations	259.51	273.87	
Other Operating Income	0.00	0.00	
Net Revenue	259.51	273.87	(5.24%)
Raw Materials	140.30	176.69	
Employee Cost	22.91	15.20	
Other Cost	55.22	49.36	
Total Expenditure	218.43	241.25	
EBITDA (Excluding other income)	41.08	32.62	25.94%
EBIDTA margin (%)	15.83%	11.91%	392 bps
Other Income	0.82	0.73	
Depreciation	12.54	8.83	
Interest	10.30	6.89	
Profit Before Tax	19.06	17.63	
Tax	4.80	4.64	
Profit After Tax	14.26	12.99	9.76%
PAT Margin	5.50%	4.74%	76 bps
Basic EPS (Rs.)	1.19	1.47	

- Volume decline due to overall demand slowdown across industry
- Effective cost management strategies and changed product mix helped improve EBITDA margins

*Note : The figures for Nine months ended 31/12/2023 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, Nine months ended 31/12/2022 and year ended 31/03/2023.

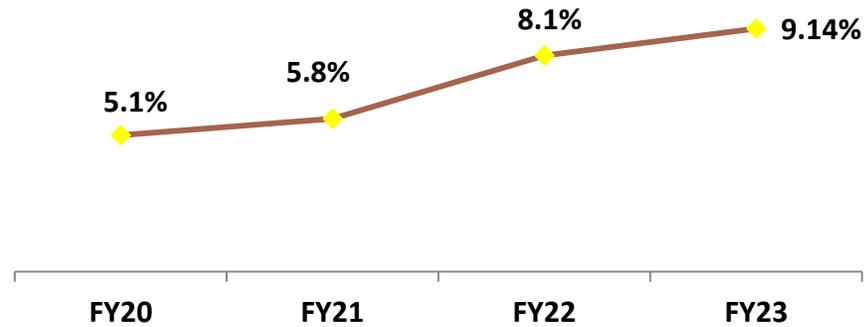
Balance Sheet as on 30th September 2023

Rs. Cr	As on 30 th Sep '23	As on 31 st March '23
Equity	180.06	169.70
Equity Share Capital	17.73	17.73
R&S	151.05	143.57
Non Controlling Interest	11.28	8.39
Non-Current Liabilities	51.36	59.83
Financial Liabilities		
Long Term Borrowing	42.64	33.43
Provisions	2.17	2.46
Deferred Tax Liabilities	3.41	3.50
Other LT Liabilities	3.14	20.44
Current Liabilities	124.45	121.63
Financial Liabilities		
Short term Borrowings	65.26	61.41
Trade Payables	21.05	31.06
Other Financial Liabilities	29.03	22.62
Other Current Liabilities	3.58	3.78
Provisions	0.40	0.38
Current Tax Liability	5.13	2.37
Total Equity & Liabilities	355.87	351.15

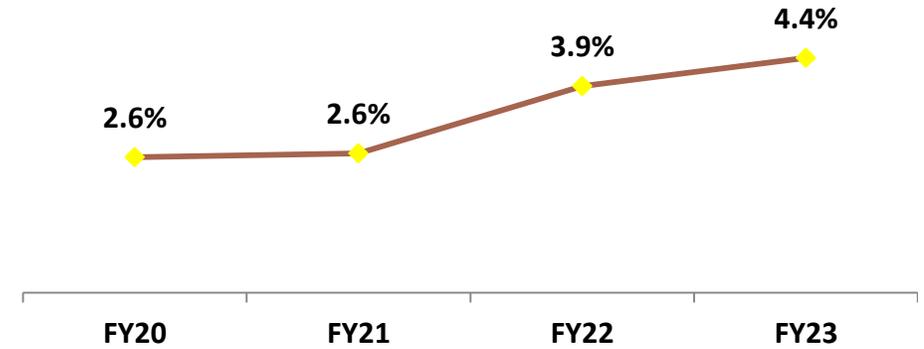
Rs. Cr	As on 30 th Sep 23	As on 31 st March '23
Non-current Assets	162.36	145.08
Property, Plant and Equipment	120.57	118.22
Capital work in progress	24.40	9.40
Goodwill on Consolidation	13.55	13.55
Financial Assets		
Non Current Investments	0.34	0.12
Other Financial Assets	0.57	1.30
Deferred Tax Assets/ (Liability)	0.81	0.80
Long term Loans & Advances	0.00	0.00
Other Non Current Assets	2.12	1.69
Current Assets	193.50	206.08
Inventories	77.75	75.94
Financial Assets		
Trade Receivables	79.81	97.30
Cash & Cash Equivalents	11.67	13.22
Bank	2.85	2.34
Other Financial assets	12.94	12.07
Short term Loans & Advances	0.00	0.00
Other Current Assets	8.49	5.20
Total Assets	355.87	351.15

Key Ratios

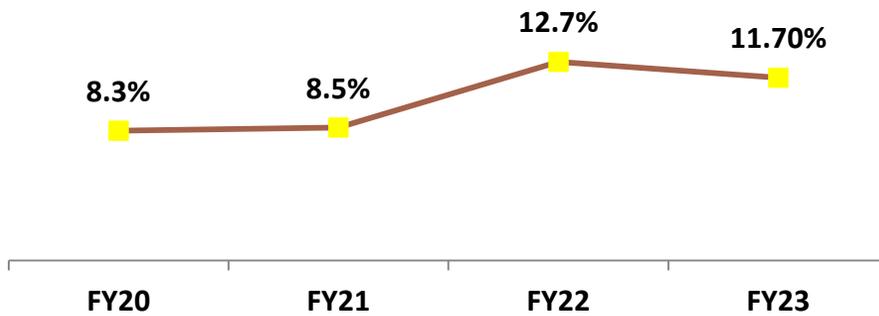
RoE (%)



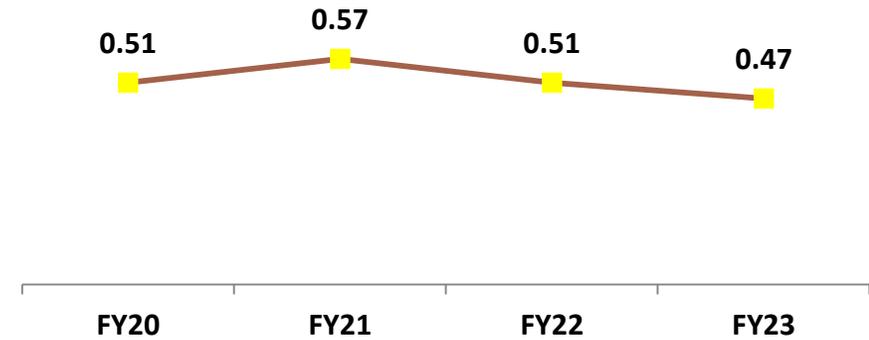
RoA (%)



RoCE (%)

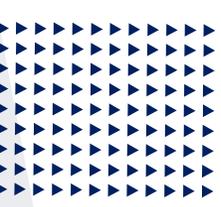


Net Debt/Equity (x)



Preferential issue of 1,60,000 equity shares during Q4 FY19

RoA = Net Profit/Total Assets \ Net D/E= (Total Debt-Cash)/Total Equity \ RoE = Net Profit/ Total Equity \ RoCE= EBIT/(Shareholders Fund+Total Debt-non-current investments)



Company Overview

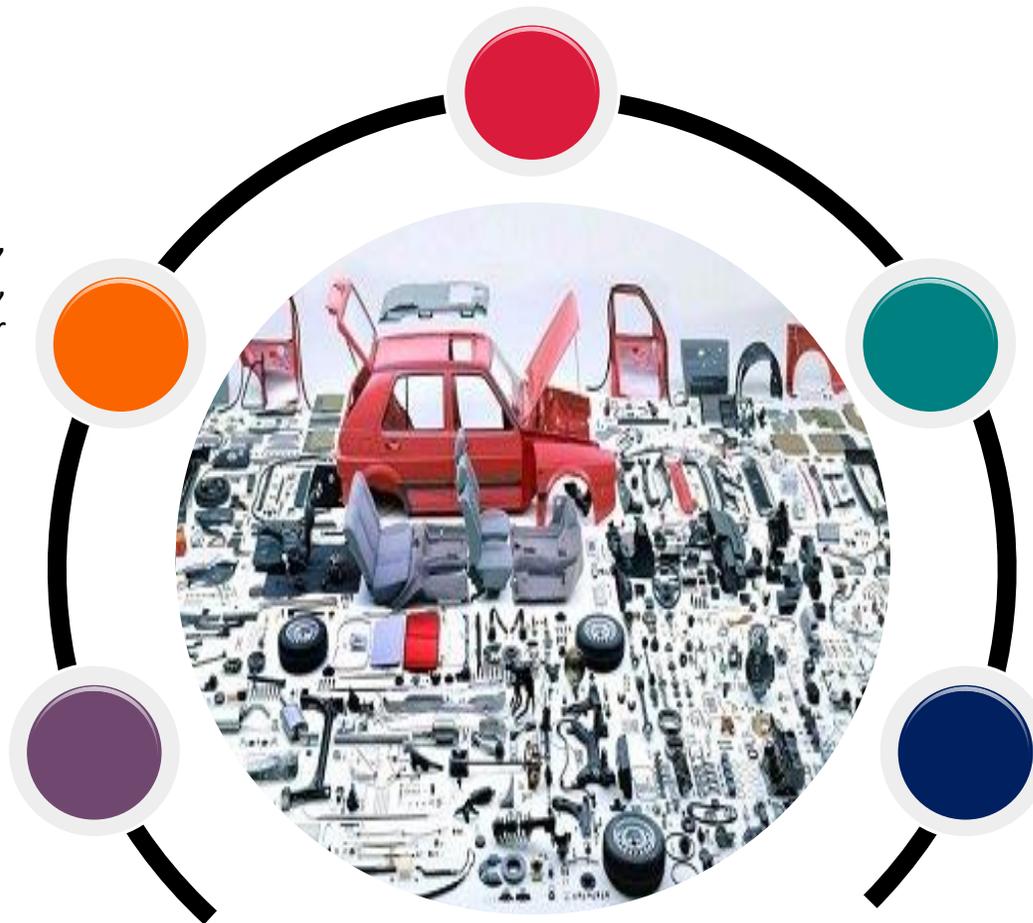


Leading manufacturer of tractor components in India

- About five decades of experience in Tractor/Auto Component manufacturing

Diversified Portfolio

- Axle Housings, Wheel Housings, Hydraulic Lift Housings, End Cover, Plate Differential Carrier, Cylinder Blocks, Crank Cases



Modern Manufacturing Facilities

- Punjab and Himachal Pradesh
- Total installed machined capacity over 50,000 tons pa

Among biggest component suppliers in machined casting Segment

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

Strong Pan India Customer presence

- Strong demand for products across key markets in India

Vision and Mission of Company

- 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

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



Missions



Journey So Far...

1973-75

- Started by Mr. R. S. Nibber in 1973 as small unit of forgings for Railways
- Started machining shop in Delhi



1995-97

- Started machine shop in Mohali
- Started **Foundry** in Derabassi (Punjab) with capacity of 3000 tons/annum - **1997**

1999

- Expanded Foundry by 2,400 tons pa – Phase I
- Total Capacity: **5,400 tons pa**



2003

- Expanded Foundry by 2,400 tons pa – Phase II
- Total Capacity :**7,800 tons pa**



2007

- Started **First integrated Foundry & Machine Shop** in Village Bathri (Himachal Pradesh) with **7,800 tons pa** capacity
- Total Capacity of **15,600 tons pa**



2010

- Further capacity expansion by 4,800 tons pa – Total **20,400 tons pa**
- 100% Booked by leading OEMs



2012-15

- 2012- Expansion of capacity by 4,800 tons pa – Total **25,200 tons pa**
- 2015- Expansion of capacity by 4,800 tons pa – **Total 30,000 tons pa**



2017-18

- Expanded capacity by **4,800 tons pa**
- Total installed capacity – 34,800 tons per annum**
- 100% booked by leading OEMs
- Expanded capacity by 3,200 tons pa
- Acquired foundry capacity of 12,000 tons pa** of Amrit Duraparts



2019-24

- Won 1,200 tons pa order for low HP tractor components
- Received 2,400 tons pa order of rear axle housings
- Won first export order** for \$0.5 mn from the US, followed by repeat export order for \$1.5 mn
- Repeat order for axle housing worth Rs. 10 cr** per annum
- Addition of new client
- Successfully issued IPO for subsidiary company, Pritika Engineering Components

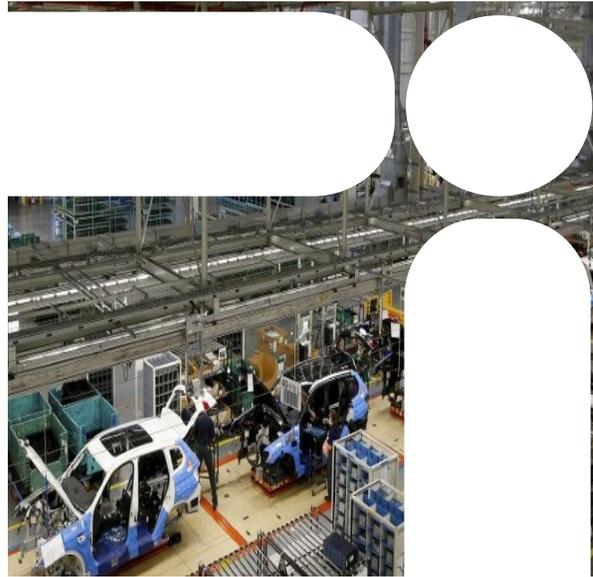


Leadership Team to drive Growth...



Raminder Singh Nibber
Chairman

- 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
- Chairman of Confederation of Indian Industry - Mohali Zone
- Executive Member of Mohali Industries Association, Rotary Club & PHD Chamber of Commerce



Harpreet Singh Nibber
Managing Director

- Mechanical Engineer worked for more than 2 years in reputed tractor manufacturing Company
- Responsible for Manufacturing and Business Development of all Units
- Worked in Marketing & Development functions of Pritika Group for almost two decades
- Executive Member of Mohali Industries Association, Rotary Club

... Backed by Professional Management



Mr. Narinder Kumar Tyagi

Chief Financial Officer

- Chartered Accountant with more than 25 years of experience in finance and accounts functions
- Worked with various reputed public and private sector organizations like Nahar Spinning Mills Limited, TDT Copper Ltd. & others



Sri Ajay Kumar Rai

Executive Director

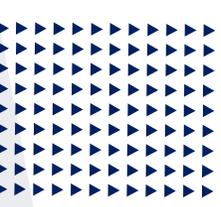
- Graduate in Mechanical Engineering and a Masters Degree holder in Business Administration
- 21 years of experience in various engineering industries and been with the group for 15 years
- Was the head of materials at Nibber Castings for about 4 years and Project Head for Pritika Autocast
- Approved Internal Auditor for ISO



Sri Navpreet S. Sujlana

Deputy General Manager- Sales & Marketing

- Graduated in Mechanical Engineering and done Information Technology course
- 12 years of experience in customer support function
- Worked with Compaq as project team leader
- Responsible for Information Technology function
- Been with Group for more than 10 years



Business Overview



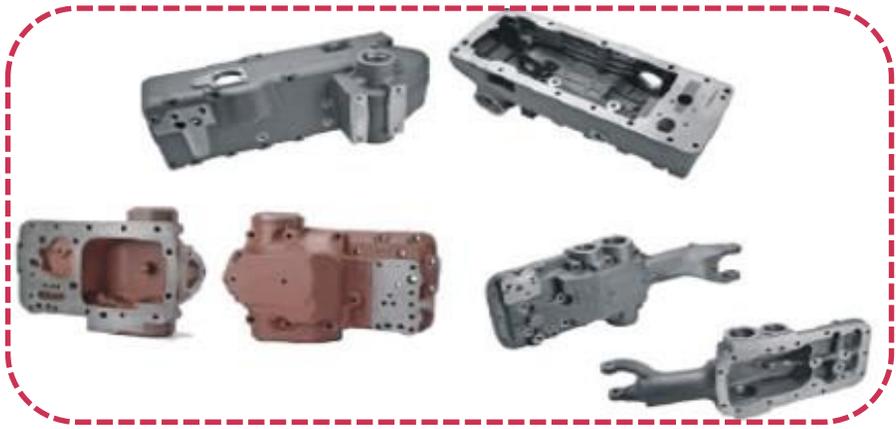
Diverse Product Offerings

Rear Axle Housings



Diverse Product Offerings

Hydraulic Lift Covers/ Housing



Differential Case



Engine Covers



Clutch & Fly Wheel Housings



Plate Diff. Carriers



Bull Cages



Diverse Product Offerings

Wheel Hubs



Front Engine/Axle Support



Crank Case, Cylinder Blocks & Cam Shafts



Brake Housings, End Covers & Actuating Disc



Market Share – Major Products

Axle Housings

28% Market share



Differential Case

25% Market share



Brake Housings

20% Market share



Wide Application of Products

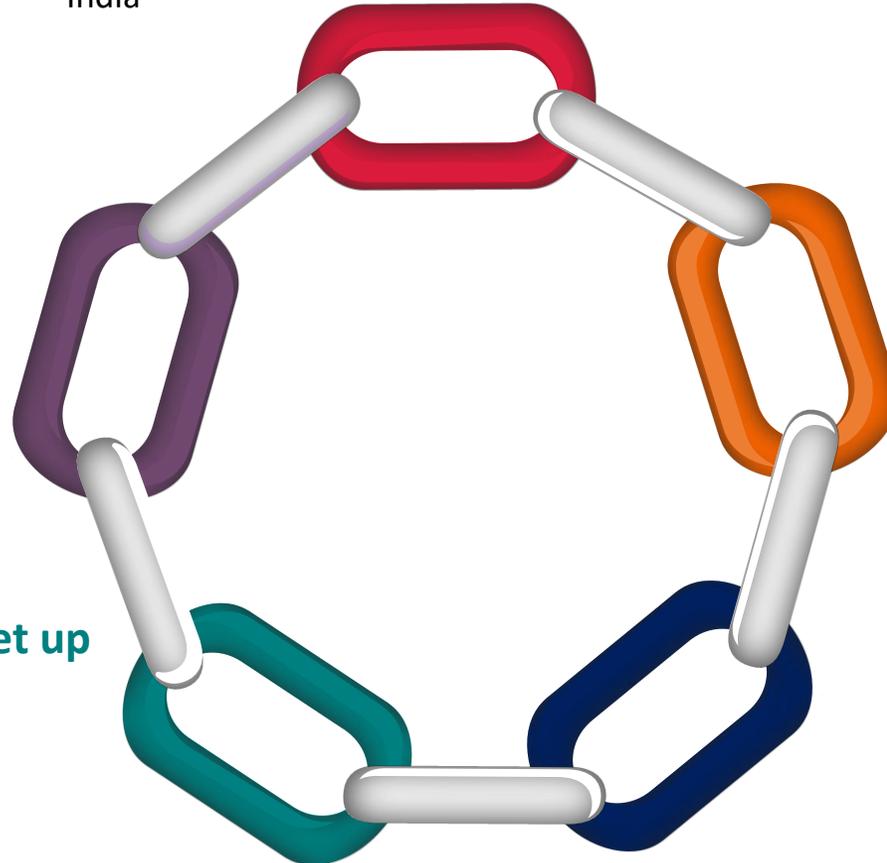


Key Customers

		 Brakes India Private Limited
		 Case New Holland
		
	 EICHER	 Mahindra
		 ESCORTS

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

Reputed and established Management

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

Fully Integrated manufacturing set up

- Integrated operations from casting to machining
- “Ready to use” products for OEM’s

Long standing association with key Customers

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

... All capacity additions till date – 100% pre-booked

Awards & Recognitions

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)



Way Ahead





01

Geographical Diversification

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



02

New Product Development

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



03

Export Opportunities

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



04

Key Focus Areas

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

Pritika Engineering Components Ltd

Pritika Auto Industries Limited



Pritika Engineering Components Limited

- 70% of Pritika Engineering Components Limited is held by Pritika Auto Industries Ltd, which is a captive unit for Pritika Group of Industries
- Successfully listed on December 8th, 2022, with a total issue size of approximately Rs. 9.42 crores
- Pritika Engineering Components Limited was formerly known as Pritika Engineering Components Pvt. Ltd. and started by Mr. R.S. Nibber, a young technocrat manufacturing small forgings



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



Niche & Comprehensive Product Portfolio to cater wider customers

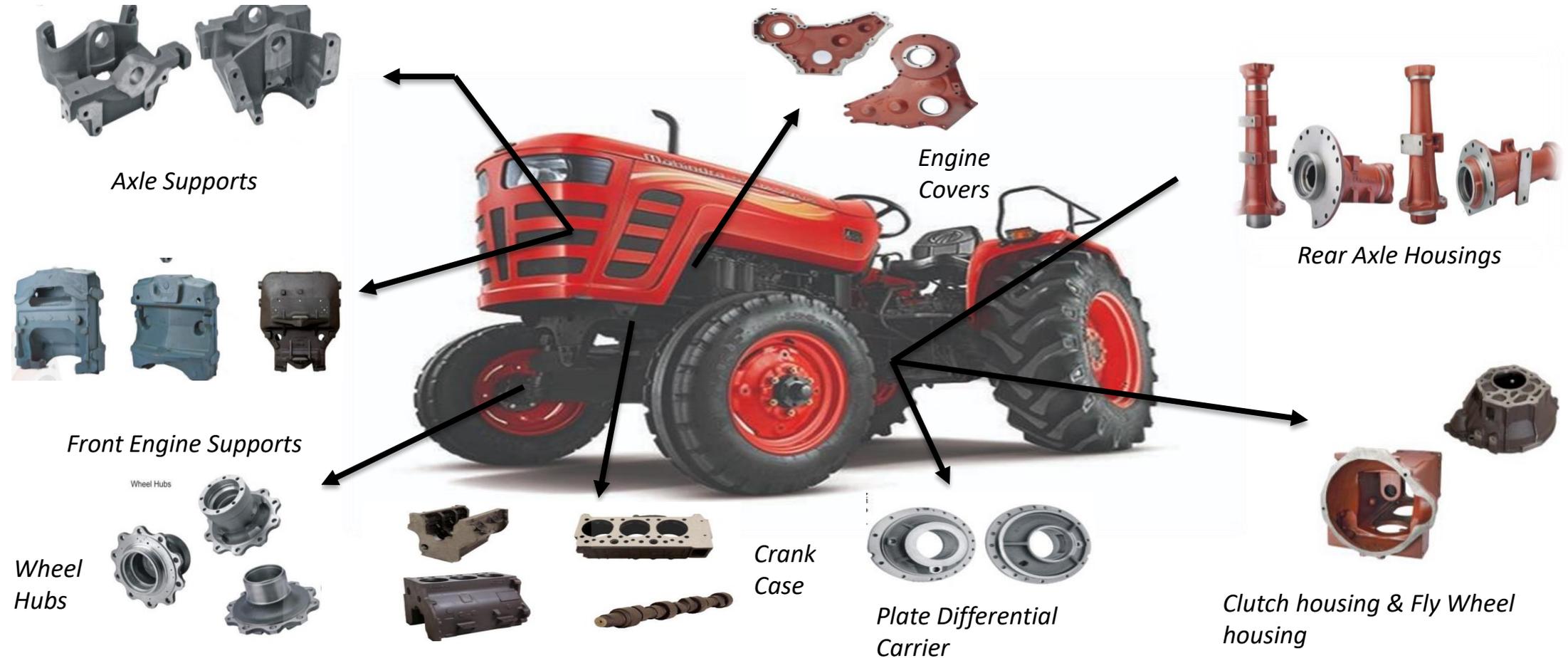


Long standing core customer base consisting of leading OEMs



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

Pritika Engineering's Product Portfolio



Thank You

For further information, please contact:

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