

**RICO AUTO INDUSTRIES LIMITED**

REGD. & CORP. OFFICE : 38 K.M. STONE, DELHI-JAIPUR HIGHWAY, GURUGRAM -122001, HARYANA (INDIA)
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CIN : L34300HR1983PLC023187

RAIL:SEC:2019

February 12, 2019

| | |
|---|--|
| BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400001 Scrip Code - 520008 | National Stock Exchange of India Limited Exchange Plaza, 5 th Floor, Plot No.C/1, G Block Bandra-Kurla Complex Bandra (E) Mumbai - 400 051 Scrip Code - RICOAUTO |
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Sub : **Press Release**

Dear Sir/Madam,

Please find enclosed herewith a copy of Earnings Presentation issued by the Company on Unaudited Financial Results for the quarter and nine months ended 31st December, 2018 .

Thanking you,

Yours faithfully,
for **Rico Auto Industries Limited**


B.M. Jhamb
Company Secretary
FCS : 2446

Encl : As above



Make In India With Pride

A world class integrated supplier of
Automotive Components &
Assemblies



Earnings Presentation
Q3FY19

A bar chart with ten vertical bars of increasing height from left to right, representing growth over time. The bars are a light blue color.

RICO AUTO INDUSTRIES LIMITED

Quarterly

Total Revenue

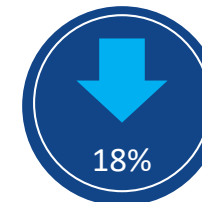
Domestic Sales

Exports

Net PAT

Fig. in INR Cr

Q3 – YoY Change



EPS

| | | | | | |
|--------|-----|-----------|----------|----|------|
| Q3FY19 | 339 | 262 (77%) | 77 (23%) | 11 | 0.80 |
| Q3FY18 | 309 | 243 (79%) | 66 (21%) | 13 | 0.98 |

Nine Monthly

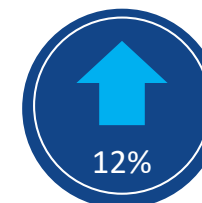
Total Revenue

Domestic Sales

Exports

Net PAT

9M – YoY Change



EPS

| | | | | | |
|--------|------|-----------|-----------|----|------|
| 9MFY19 | 1056 | 820 (78%) | 236 (22%) | 44 | 3.27 |
| 9MFY18 | 892 | 698 (78%) | 194 (22%) | 39 | 2.90 |

The Board approved the acquisition of equity shares by Rico Auto and its step down Subsidiary, Rasa Autocom Limited, in the 50:50 Joint Venture Company namely Magna Rico Powertrain Private Limited (JV Co.) from the Joint Venture Partner namely Magna Powertrain GMBH. Post this acquisition, JV Co. will become a subsidiary of the Company and the Company alongwith its step down subsidiary will hold entire share capital of the JV Co.

Board has declared an Interim Dividend of 40% for FY19 (Re.0.40 per equity share of Re.1/- each).

After Market Sales has gained momentum and crossed a turnover of INR 16 Cr during 9MFY19.

Total Products: 400+
Dealer Network: 60+

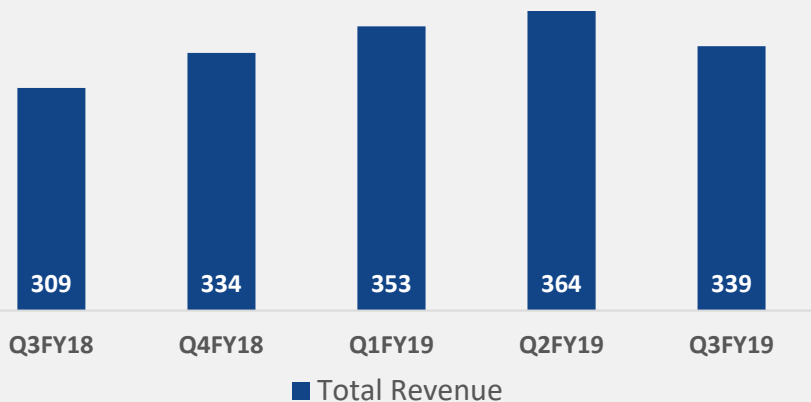
Company's board also agreed for the setting up of a new manufacturing plant at Halol in Gujarat for 2W & 4W components. The plant is expected to be operational from May '19. Initial investment for the project is INR 1.1 Cr. and will be met through internal accruals.

During the year company added orders from Kia Motors, Renault, Nissan, Daimler, Punch Powertrain, Greaves, BMW, Hero, Cummins, Honeywell and Tata having a program value of around INR 2300 Cr (Year to date)

Meanwhile, Company is focusing on New Clutch and CVT development and also tapping more customers for the EV parts.

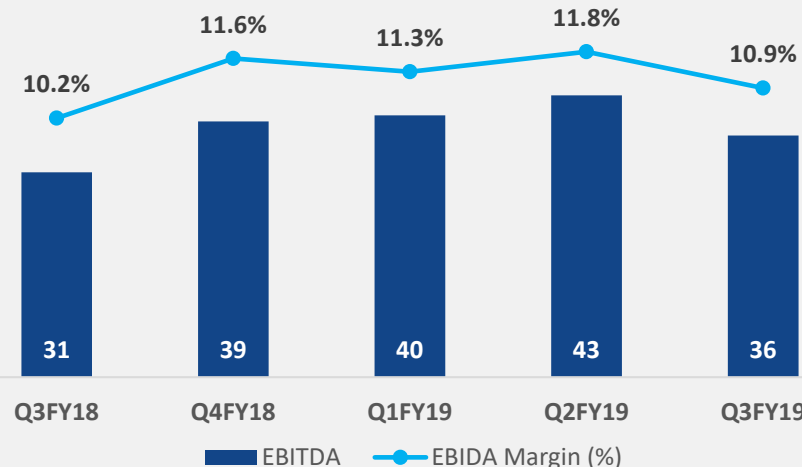
Total Revenue

In INR Cr



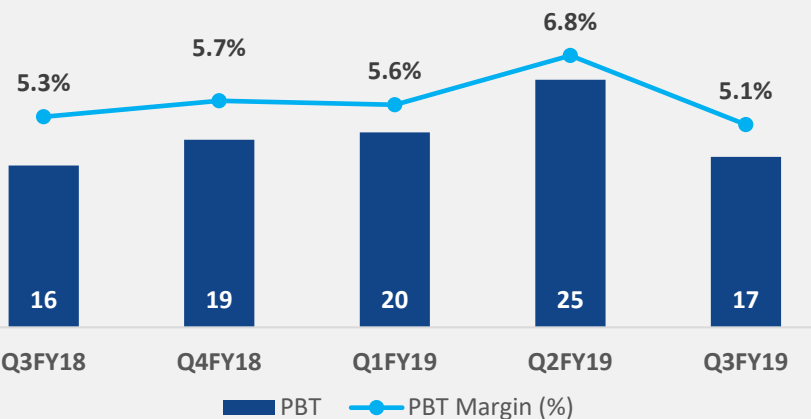
EBITDA & EBITDA Margin

In INR Cr



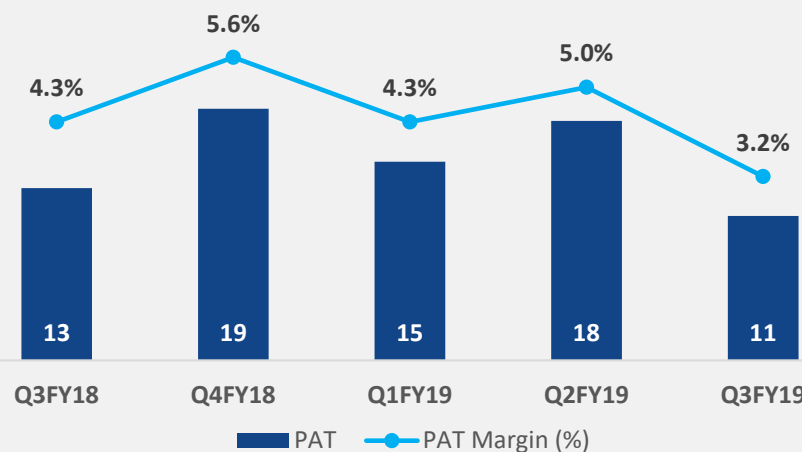
PBT & PBT Margin

In INR Cr



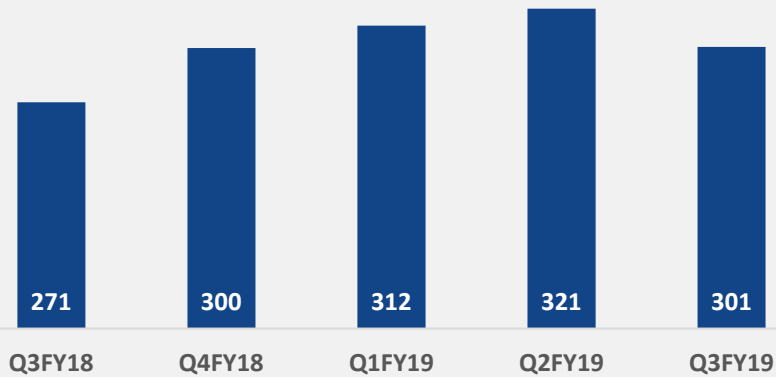
PAT & PAT Margin

In INR Cr



Total Revenue

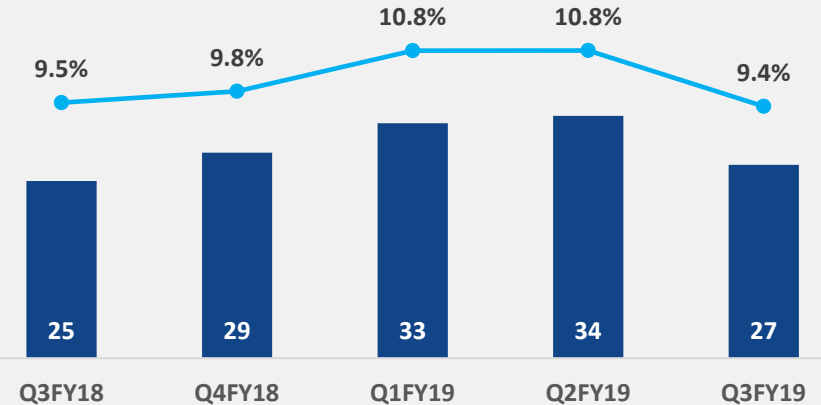
In INR Cr



■ Total Revenue

EBITDA & EBITDA Margin

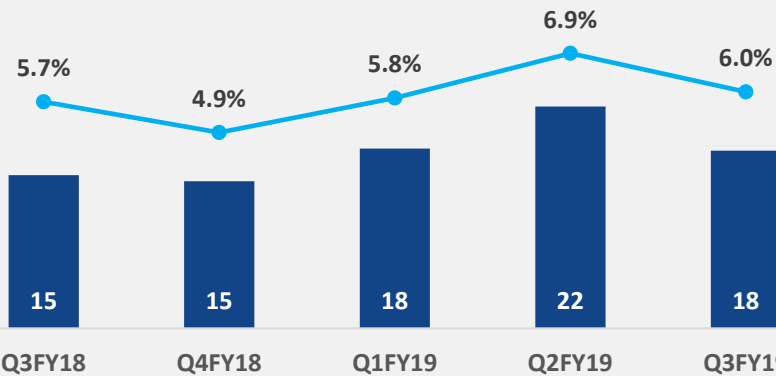
In INR Cr



■ EBITDA ● EBITDA Margin (%)

PBT & PBT Margin

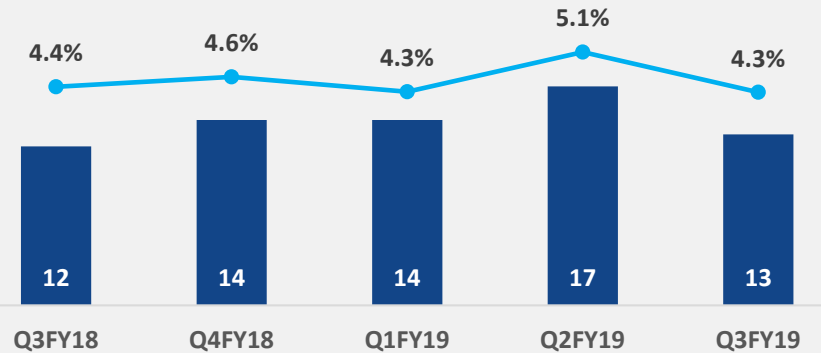
In INR Cr



■ PBT ● PBT Margin (%)

PAT & PAT Margin

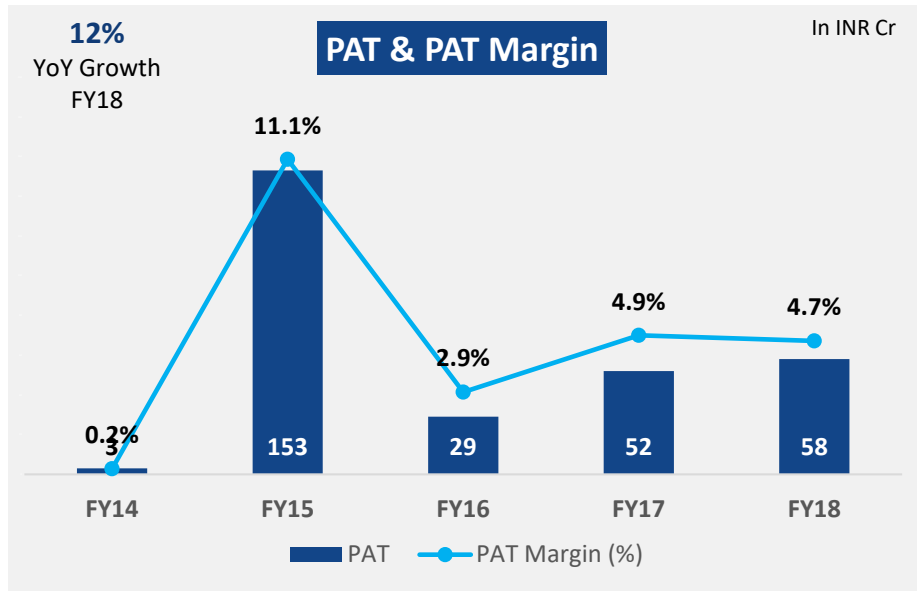
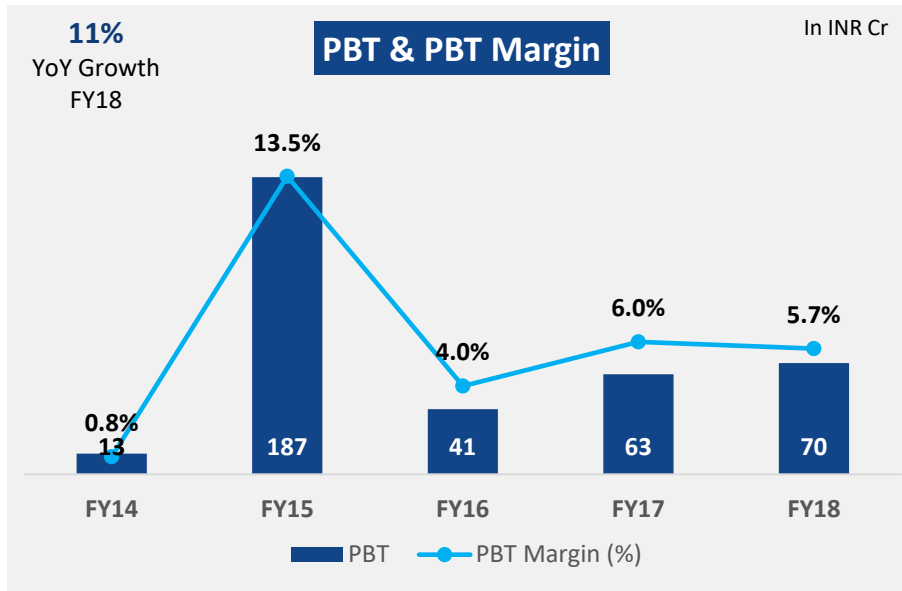
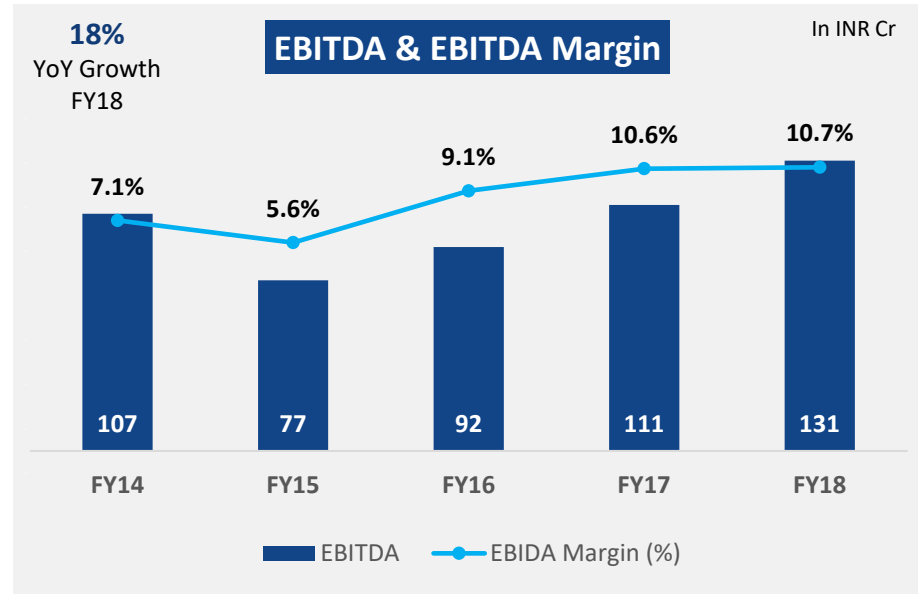
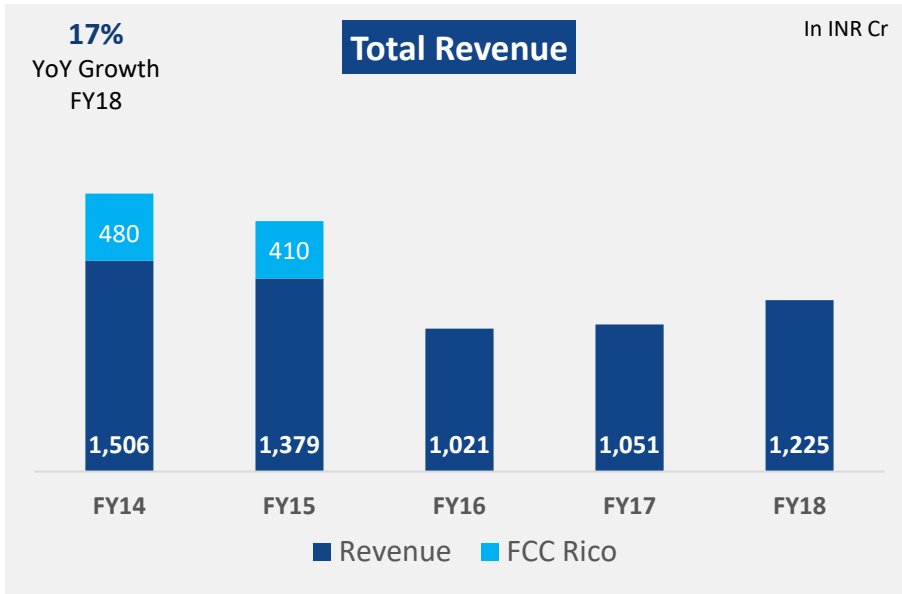
In INR Cr



■ PAT ● PAT Margin (%)

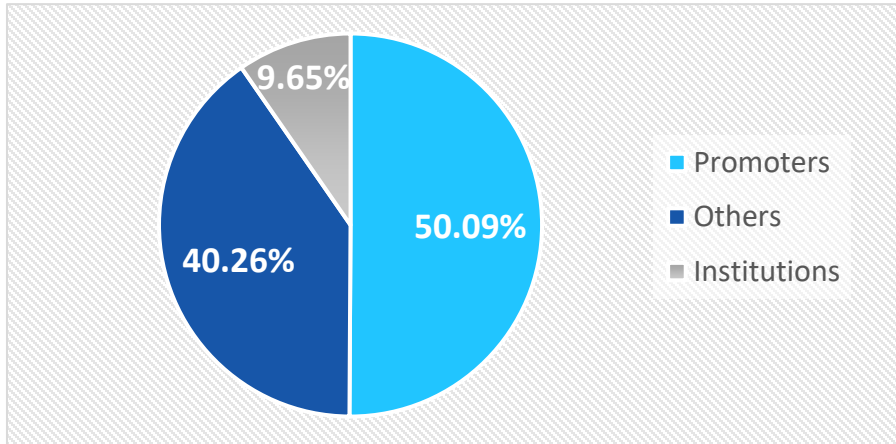
| In INR Cr | | | Consolidated | | | |
|---------------|--------------|---------------|--|---------------|---------------|----------------|
| Standalone | | | In INR Cr | | | |
| Q3FY19 | Q3FY18 | Chg YoY(%) | Particulars | Q3FY19 | Q3FY18 | Chg YoY(%) |
| 290.45 | 263.26 | 7.30% | Operating Revenue (Net of excise duty) | 334.54 | 303.38 | 10.27% |
| 10.18 | 7.24 | | Other Income | 4.29 | 5.45 | |
| 300.63 | 270.5 | 8.46% | Total Revenue | 338.83 | 308.83 | 9.71% |
| 278.83 | 252.36 | 8.17% | Total Expenses | 318.25 | 290.24 | 9.65% |
| 199.20 | 175.16 | | Cost of raw material | 192.49 | 171.98 | |
| 2.12 | 3.02 | | Purchase of traded goods | - | - | |
| -8.25 | -4.4 | | Change in inventory & WIP | -16.01 | -11.86 | |
| 26.60 | 26.07 | | Employee benefit expenses | 38.28 | 37.6 | |
| 4.68 | 3.91 | | Finance Cost | 5.71 | 4.38 | |
| 10.96 | 10.15 | | Depreciation | 14.49 | 13.4 | |
| 43.52 | 38.45 | | Other Expenses | 83.29 | 74.74 | |
| 27.26 | 24.96 | -0.40% | EBITDA | 36.49 | 30.92 | 18.01% |
| 9.39% | 9.48% | | EBITDA Margin | 10.91% | 10.19% | |
| - | - | | Profit from JV | 0.58 | 0.56 | |
| 3.91 | 2.71 | | Exceptional items | 4.00 | 2.85 | |
| 17.89 | 15.43 | 1.25% | PBT | 17.16 | 16.3 | 5.28% |
| 5.95% | 5.70% | | PBT (Margin) | 5.1% | 5.28% | |
| 4.98 | 3.47 | | Tax | 6.26 | 2.97 | |
| 12.91 | 11.96 | 2.54% | PAT | 10.90 | 13.33 | -18.23% |
| 4.29% | 4.42% | | PAT (Margin) | 3.2% | 4.32% | |
| 0.95 | 0.88 | | EPS | 0.80 | 0.98 | |

| In INR Cr | | | Consolidated | | | |
|---------------|---------------|---------------|--|----------------|---------------|---------------|
| Standalone | | | In INR Cr | | | |
| 9MFY19 | 9MFY18 | Chg YoY(%) | Particulars | 9MFY19 | 9MFY18 | Chg YoY(%) |
| 913.14 | 779.35 | 17.17% | Operating Revenue (Net of excise duty) | 1044.89 | 876.87 | 19.16% |
| 20.43 | 21.16 | | Other Income | 11.13 | 14.75 | |
| 933.57 | 800.51 | 16.62% | Total Revenue | 1056.02 | 891.62 | 18.44% |
| 866.6 | 747.31 | 15.96% | Total Expenses | 987.38 | 837.12 | 17.95% |
| 604.95 | 504.53 | | Cost of raw material | 572.15 | 461.03 | |
| 5.97 | 14.04 | | Purchase of traded goods | - | - | |
| -7.14 | -6.57 | | Change in inventory & WIP | -22.46 | -9.43 | |
| 78.09 | 74.84 | | Employee benefit expenses | 113.46 | 108.4 | |
| 15.29 | 11.82 | | Finance Cost | 17.95 | 12.95 | |
| 32.74 | 30.13 | | Depreciation | 43.11 | 39.8 | |
| 136.7 | 118.52 | | Other Expenses | 263.17 | 224.37 | |
| 94.57 | 73.99 | 27.81% | EBITDA | 118.57 | 92.5 | 28.18% |
| 10.36% | 9.49% | | EBITDA Margin | 11.35% | 10.55% | |
| | | | Profit from JV | 2.16 | 2.18 | |
| 8.73 | 4.89 | | Exceptional items | 9.1 | 5.45 | |
| 58.24 | 48.31 | 20.55% | PBT | 61.7 | 51.23 | 20.44% |
| 6.24% | 6.03% | | PBT (Margin) | 5.84% | 5.75% | |
| 15.19 | 12.43 | | Tax | 17.52 | 11.9 | |
| 43.05 | 35.88 | 19.98% | PAT | 44.18 | 39.33 | 12.33% |
| 4.61% | 4.48% | | PAT (Margin) | 4.18% | 4.41% | |
| 3.18 | 2.65 | | EPS | 3.27 | 2.90 | |



| Standalone | | | | Consolidated | | |
|---------------|---------------|-------------|--|----------------|---------------|-------------|
| In INR Cr | | | | In INR Cr | | |
| FY18 | FY17 | YoY(%) | Particulars | FY18 | FY17 | YoY(%) |
| 1093.2 | 1020.2 | 7.2 | Operating Revenue (Net of excise duty) | 1209.31 | 1113.9 | 10.4 |
| 25.0 | 22.0 | 13.6 | Other Income | 16.1 | 13.3 | 21.1 |
| 1118.2 | 1042.2 | 7.3 | Total Revenue | 1225.47 | 1127.2 | 10.5 |
| 990.3 | 928.5 | 6.7 | Total Expenses | 1150.83 | 1002.5 | 9.6 |
| 127.9 | 113.7 | 12.5 | EBITDA | 131.12 | 124.7 | 18.0 |
| 40.9 | 35.6 | 14.9 | Depreciation | 53.9 | 46.3 | 16.4 |
| 87.0 | 78.1 | 11.4 | EBIT | 93.3 | 78.4 | 19.0 |
| 17.2 | 16.0 | 7.5 | Interest | 18.7 | 16.7 | 12.0 |
| 63.1 | 61.4 | 2.8 | PBT | 70.1 | 63.3 | 10.7 |
| 13.5 | 13.7 | -1.5 | Tax | 12.1 | 11.7 | 3.4 |
| 49.6 | 47.7 | 4.0 | PAT before Minority Interest | 58 | 51.6 | 12.4 |
| - | - | - | Minority Interest | 0.2 | 0.03 | 566.7 |
| 49.6 | 47.7 | 4.0 | Net PAT | 57.8 | 51.57 | 12.1 |

Shareholding Pattern



Stock Data

| | | |
|----|------------------------------------|-------------------|
| ₹ | Market Cap | 958 Cr. |
| 📈 | Stock Price | ₹ 70.80 |
| ↑↓ | 52 Week (High / Low) | ₹ 108.40/61.45 |
| | NSE / BSE – Symbol | RICOAUTO / 520008 |
| 📊 | No. of Shares Outstanding | 13.53 Cr. |
| 📊 | Average Daily Volume (3Months) NSE | 1,63,283 |

Stock Performance



Top Institutional Holding

| Name | # Share | % O/S |
|-----------------------------------|-----------|-------|
| RELIANCE NIPPON | 49,41,330 | 3.65 |
| L&T MUTUAL FUND | 38,80,942 | 2.87 |
| PRINCIPAL TRUSTEE COMPANY PVT LTD | 15,70,470 | 1.16 |
| ASHMORE INDIA OPPORTUNITIES FUND | 14,91,081 | 1.10 |
| DIMENSIONAL FUND ADVISORS | 9,35,124 | 0.69 |



Thank You

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