

RAIL:SEC:2020

February 13, 2020

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 : **Earnings Release**

Dear Sir/Madam,

In continuation of our letter dated 7th February, 2020, enclosed herewith a copy of Earnings Release issued by the Company on Unaudited Financial Results for the quarter and nine months ended 31st December, 2019.

Thanking you,

Yours faithfully,
for Rico Auto Industries Limited
B.M. Jhamb
Company Secretary
FCS : 2446

Encl : As above

Date: 13th February, 2020

EARNINGS RELEASE

Gurugram, Haryana: 13th February, 2020 – Rico Auto Industries Ltd (NSE: RICOAUTO; BSE: 520008), a world-class engineering Company supplying a wide range of high precision fully machined Aluminium and Ferrous components and assemblies to automotive OEMs across the globe. It has strong in-house R&D Capabilities. Rico’s integrated services include design, development, tooling, casting, machining and assembly across commodities. All results are unaudited.

Financial Highlights (Consolidated)

– Q3FY20 vs Q2FY20:

- ✓ Total Revenue INR 348 Cr against INR 367 Cr.
- ✓ EBITDA of INR 39 Cr against INR 35 Cr
- ✓ EBITDA Margin 11.2% as against 9.5%
- ✓ Net Profit of INR 10.62 Cr against INR 5.93 Cr
- ✓ Net Profit Margin 3.0 % as against 1.6%
- ✓ EPS is 0.78 INR against 0.44 INR

– Q3FY20 vs Q3FY19:

- ✓ Total Revenue INR 348 Cr against INR 339 Cr.
- ✓ EBITDA of INR 39 Cr against INR 41 Cr
- ✓ EBITDA Margin 11.2% as against 12.2%
- ✓ Net Profit of INR 10.62 Cr against INR 10.9 Cr
- ✓ Net Profit Margin 3.0% as against 3.2%
- ✓ EPS is 0.78 INR against 0.80 INR

– 9MFY20 vs 9MFY19:

- ✓ Total Revenue INR 1085 Cr against INR 1056 Cr.
- ✓ EBITDA of INR 106 Cr against INR 132 Cr
- ✓ EBITDA Margin 9.8% as against 12.5%
- ✓ Net Profit of INR 20.5 Cr against INR 44.2 Cr
- ✓ Net Profit Margin 1.9% as against 4.2%
- ✓ EPS is INR 1.52 against 3.27 INR

<u>Nine-Monthly</u>	<u>Total Revenue</u>	<u>Domestic Sales</u>	<u>Exports</u>
9MFY20	1085**	850 (77%)	253* (23%)
9MFY19	1056	820 (78%)	236 (22%)

* Includes 18 Cr. of export consignment stock.

** Doesn't include export consignment stock.

Rico Auto Industries Limited

Regd. & Corp. Office: 38 K M Stone, Delhi - Jaipur Highway, Gurugram, HR 122001. | Tel.: +91 24 41703200

Website: www.ricoauto.com

<u>Quarterly</u>	<u>Total Revenue</u> ↓	<u>Domestic Sales</u> ↓	<u>Exports</u> ↑
Q3FY20	348	260 (74%)	88 (26%)
Q2FY20	367	291 (79%)	76 (21%)

<u>Quarterly (YoY)</u>	<u>Total Revenue</u> ↑	<u>Domestic Sales</u> ↔	<u>Exports</u> ↑
Q3FY20	348	260 (74%)	88 (26%)
Q3FY19	339	262 (77%)	77 (23%)

Financial Highlights (Standalone.)

– Q3FY20 vs Q2FY20:

- ✓ Total Revenue INR 304 Cr against INR 318 Cr.
- ✓ EBITDA of INR 28 Cr against INR 30 Cr
- ✓ EBITDA Margin 9.3% as against 9.3%
- ✓ Net Profit of INR 7.56 Cr against INR 7.57 Cr
- ✓ Net Profit Margin 2.5% as against 2.4%
- ✓ EPS is 0.56 INR against 0.56 INR

– Q3FY20 vs Q3FY19:

- ✓ Total Revenue INR 304 Cr against INR 301 Cr.
- ✓ EBITDA of INR 28 Cr against INR 37 Cr
- ✓ EBITDA Margin 9.3% as against 12.5%
- ✓ Net Profit of INR 7.56 Cr against INR 12.91 Cr
- ✓ Net Profit Margin 2.5% as against 4.3%
- ✓ EPS is 0.56 INR against 0.95 INR

– 9MFY20 vs 9MFY19:

- ✓ Total Revenue INR 935 Cr against INR 934 Cr.
- ✓ EBITDA of INR 86 Cr against INR 115 Cr
- ✓ EBITDA Margin 9.2% as against 12.3%
- ✓ Net Profit of INR 21.40 Cr against INR 43.05 Cr
- ✓ Net Profit Margin 2.3% as against 4.6%
- ✓ EPS is 1.58 INR against 3.18 INR

Major Developments 9M FY20.

- ✓ In the first nine months we have been nominated for new business of Program Value of 720 Cr. and also replacement business of 550 Cr. totaling up to 1,270 Cr.
- ✓ More potential business with customers under discussion.

About Rico Auto Industries Ltd

RICO is an established and reputed engineering group sharply focused on the automobile industry. We manufacture and supply world class high precision and fully machined components & assemblies both aluminum and ferrous - to leading OEMs across the Globe. Our multiple fully integrated production facilities are equipped to offer complete spectrum of services from designing of components to development of tools, casting and precision machining and assembly of auto components. The result of this exemplary service is the strong customer relationships we share with the most prestigious names in the national and international automotive industry. We have continued to remain a preferred supplier to these valued brands. Strategic linkages with leading fellow automotive suppliers have given RICO a further technological edge. RICO continually works towards achieving the highest levels of efficiency, productivity and profitability - so as to sustain growth and deliver consistent value to both customers and stakeholders.

Investor Relations Contact

Saurabh Bhavne | S-Ancial Technologies Pvt. Ltd. | saurabh@s-ancial.com | 9821956992

Forward-looking statements

All statements included or incorporated by reference in this presentation, other than statements or characterizations of historical fact, are forward-looking statements. These forward-looking statements are based on our current expectations, estimates and projections about our industry, management's beliefs and certain assumptions made by us. Although Rico Auto Industries Limited believes that the expectations reflected in such forward looking statements are reasonable, there can be no assurance that such expectations will prove to be correct. Any forward-looking statement speaks only as of the date on which such statement was made, and Rico Auto Industries Limited undertakes no obligation to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise. No assurance can be given that actual results, performance or achievement expressed in, or implied by, forward looking statements within this disclosure will occur, or if they do, that any benefits may be derived from them.