

PL/SEC/TGT/2024-2025/027

Thursday, 16th May 2024

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 audited financial results for the quarter and year ended 31st March 2024, **to be held today (16th May 2024) at 04:00 PM (IST)**.

This is for your information and records.

Thanking you

Yours faithfully,
For Pricol LimitedT.G.Thamizhanban
Company Secretary
ICSI M.No: F7897

Encl. As above



Q4 - FY24 | Earnings Presentation
16-May-2024

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.

Company Snapshot



1975

Commenced operations in Coimbatore, INDIA.



450 +

Product & Process Engineers



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

(Obtained ISO 9001 in the year 1993)



5,500 +

Employees



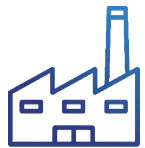
2

Technology Centers (~ 4.5% of Total revenue spent on R&D)



22,849.40

FY24 Consolidated Total Income (in INR Millions)



9

Manufacturing Plants



5

Presence in India, Indonesia, Singapore, Japan and Dubai.



Top 50

Industrial Innovation Awards 2022 Awarded by CII



5

Key Strategic Partnerships



16

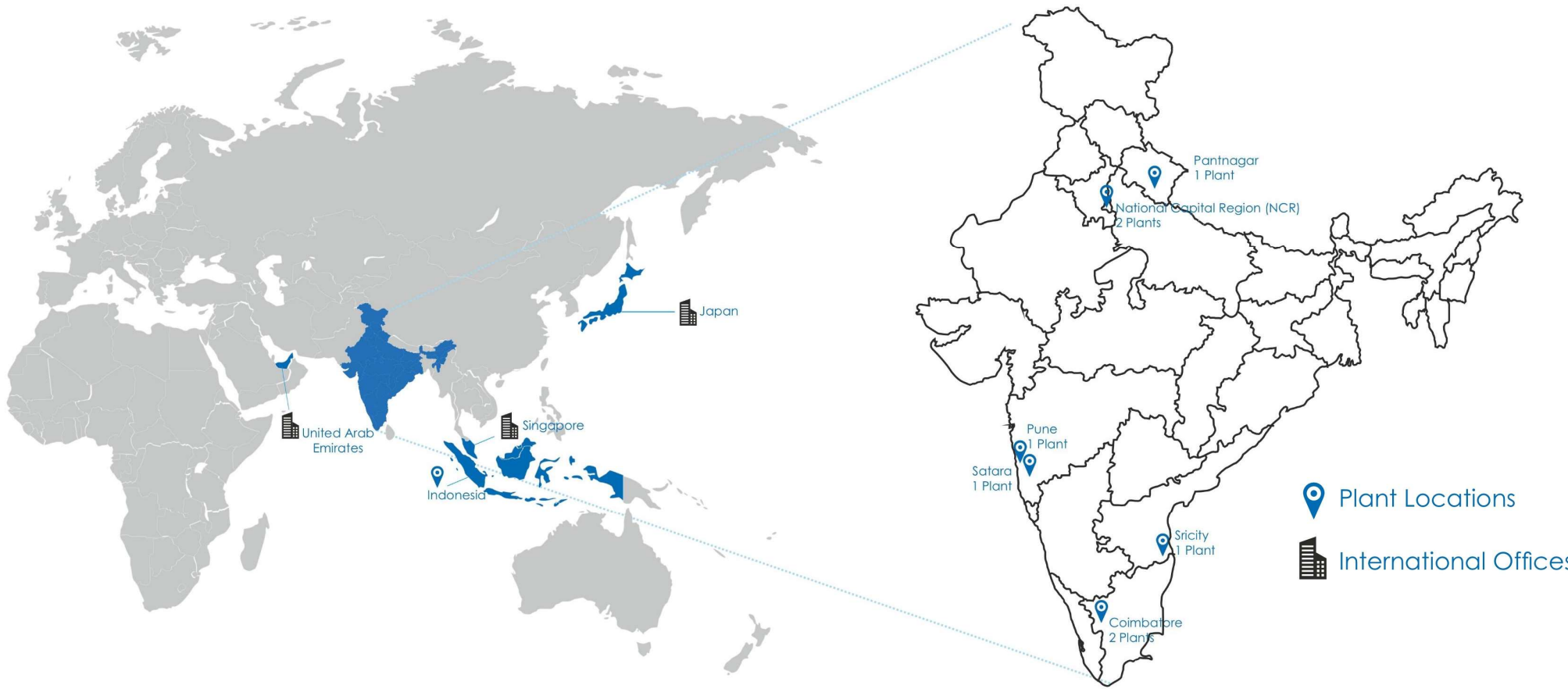
Countries Direct OEM Supplies



71%

Energy Consumption via Renewable Sources.

Our Presence



Product Vertical

A. Driver Information and Connected Vehicle Solutions

Connected Vehicle Solutions



E-Cockpit

TFT Clusters

Instrument Cluster



Heads Up Display (HUD)

Telematics (End-to-End Solution with Cloud & Cyber Security)



Sensors



Reed Type Fuel Level Sensor

TFR Type Fuel Level Sensor

Battery Management System (BMS)



Low

Mid

High

B. Actuation, Control and Fluid Management Systems

Fuel Pump Module



Disc Brake



Oil Pumps



Variable Displacement Oil Pumps



Water Pumps



Electrical Coolant Pumps



Wiping Systems



Electrical Oil Pump



Cabin Tilting System



E-Purge Valve



Fuel Feed Pump



Our Major Customers

TWO / THREE WHEELERS



FOUR WHEELERS



COMMERCIAL WHEELERS



TRACTORS



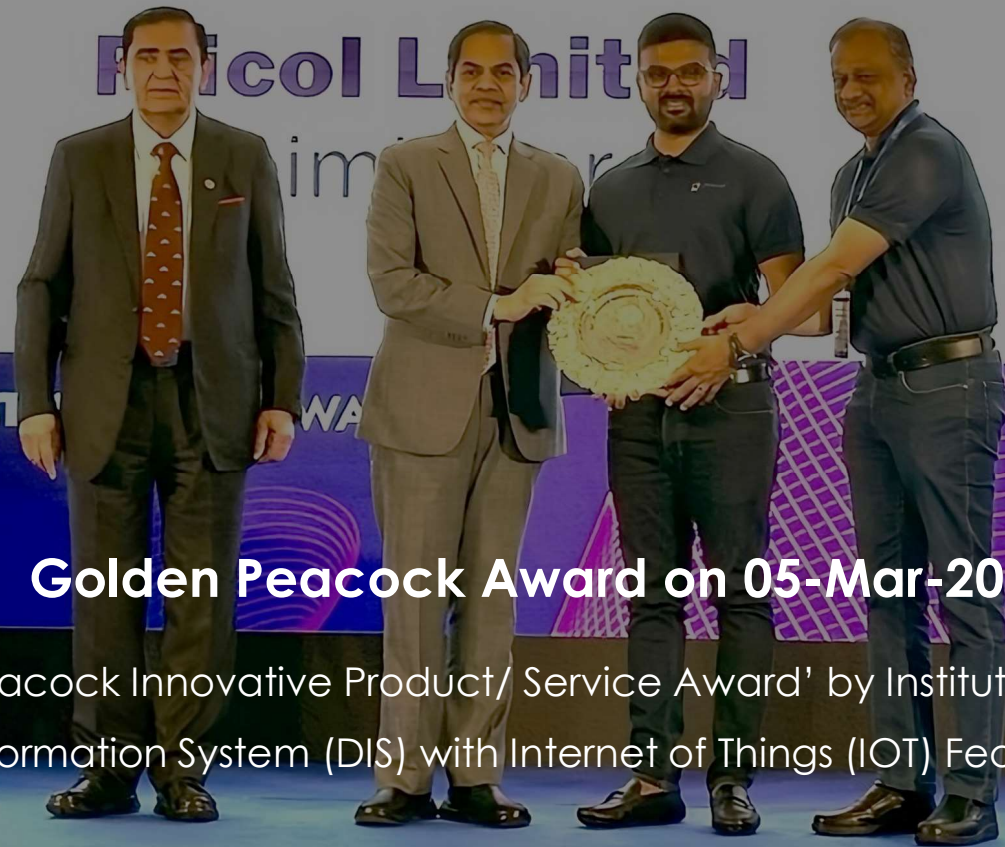
INDUSTRIAL & OTHERS



OFF ROAD VEHICLE



Key Highlights



Golden Peacock Award on 05-Mar-2024

Winner of 'Golden Peacock Innovative Product/ Service Award' by Institute of Directors (IOD) for the year 2024 (for Driver Information System (DIS) with Internet of Things (IOT) Features for Premium Scooters)





Award From ACMA on 05-Mar-2024

Won "Bronze Award" for "Excellence in Export" from ACMA Excellence Awards & 9th Technology Summit 2024



Select New Product Launches

Q4 FY24 Product Launch


Bajaj

(Pulsar N 250)



LCD TYPE - DIS





Q4 FY24 Product Launch

Bajaj

(Pulsar NS 200 & 400)



LCD TYPE - DIS



Financial Overview

Key Financial Highlights (Consolidated)

Q4-FY24 Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 5,662.12 Mn	INR 725.84 Mn	12.82 %
PAT	PAT Margin	EPS (Basic)
INR 415.02 Mn	7.33 %	INR 3.41

FY24 Financial Performance

Revenue from Operations	EBITDA	EBITDA Margin
INR 22,081.69 Mn	INR 2,786.42 Mn	12.62 %
PAT	PAT Margin	EPS (Basic)
INR 1,406.12 Mn	6.37 %	INR 11.54

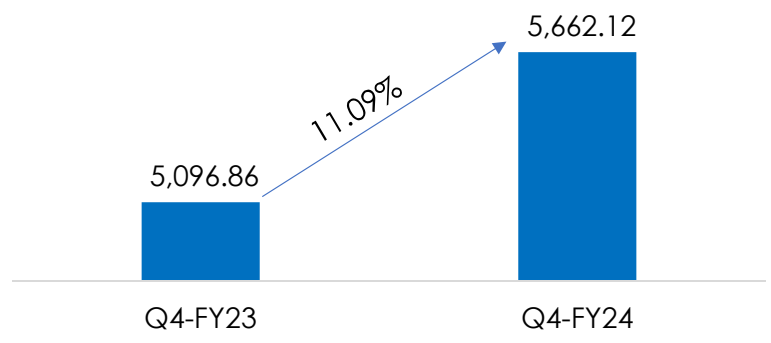
At Consolidated level Long terms borrowings is NIL in FY24

At Consolidated level Return On Capital Employed (ROCE) is 23.18% in FY24 against 20.68% in FY23

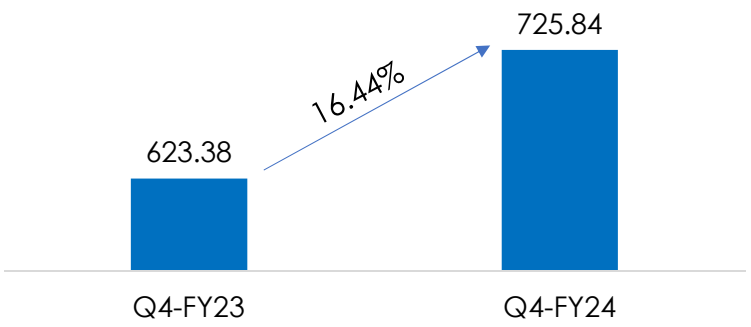
Financial Performance (Consolidated)

Value(INR) in Millions

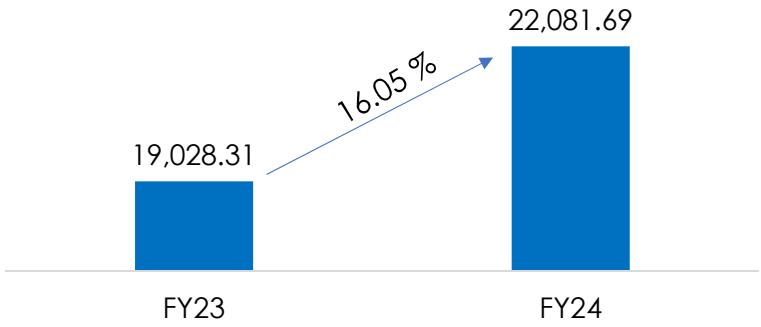
Q4 FY24 - Revenue from Operation



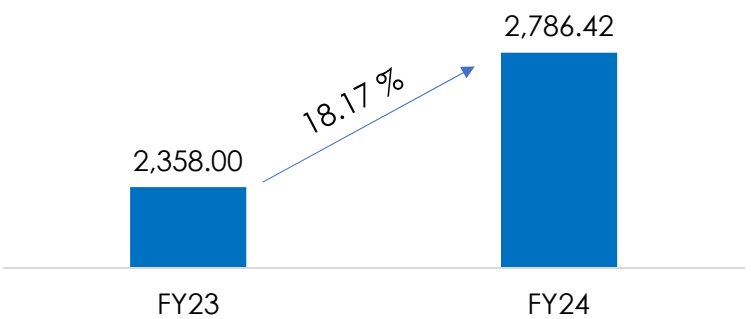
Q4 FY24 - EBITDA



FY24 - Revenue from Operation



FY24 - EBITDA



Quarterly Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	Q4 FY23	Q4 FY24
Revenue from Operations	5,096.86	5,662.12
Other Operational Revenue	137.99	179.52
Other Revenue	18.86	43.54
Total Income	5,253.71	5,885.18
Total Expenses	4,620.74	5,100.27
Depreciation and amortisation expenses	172.45	201.03
Finance costs	48.60	37.84
PBT before exceptional Item and tax	411.92	546.04
Exceptional Item	-	-
Profit Before Tax (PBT)	411.92	546.04
Tax	113.89	131.02
Profit After Tax (PAT)	298.03	415.02
Other Comprehensive Income (After Tax)	-4.73	-47.28
Total Comprehensive Income	293.30	367.74
Basic EPS(INR)*	2.45	3.41

*Not Annualised for Quarters



Historical Income Statement (Consolidated)

Value(INR) in Millions

Particulars (INR Mn)	FY21	FY22 (Restated)	FY23	FY24
Revenue from Operations	13,589.42	15,000.69	19,028.31	22,081.69
Other Operational Revenue	541.72	446.24	557.30	636.13
Other Revenue	78.39	88.21	45.85	131.59
Total Income	14,209.54	15,535.14	19,631.46	22,849.41
Total Expenses	12,351.97	13,641.14	17,300.85	19,987.25
Depreciation and amortisation expenses	941.90	818.39	779.08	820.61
Finance costs	430.71	272.82	182.83	182.50
PBT before exceptional Item	484.95	802.79	1,368.70	1,859.05
Exceptional Item	-	-	97.50	-
PBT	484.95	802.79	1,466.20	1,859.05
Tax	326.66	291.85	219.35	452.93
PAT	158.29	510.94	1,246.85	1,406.12
Discontinued operations	256.69	-	-	-
Other Comprehensive Income (After Tax)	5.94	19.49	34.15	-59.02
Total Comprehensive Income	420.92	530.43	1,281.00	1,347.10
Basic EPS(INR)	1.45	4.19	10.23	11.54

Historical Balance Statement (Consolidated)

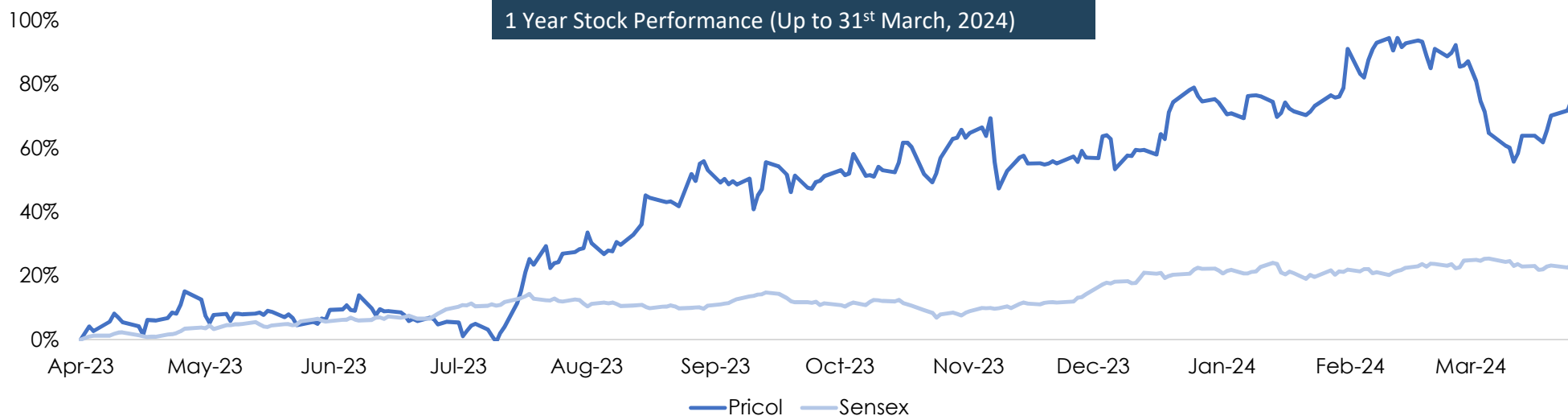
Value(INR) in Millions

Equity and Liabilities (INR Mn)	FY22 (Restated)	FY23	FY24
Shareholders Fund			
Share Capital	121.88	121.88	121.88
Other Equity	5,639.94	6,920.95	8,330.84
Total Equity	5,761.82	7,042.83	8,452.72
Non-Current Liabilities			
Long Term borrowings	931.10	267.58	-
Lease Liabilities	189.98	135.80	80.27
Other Financial Liabilities	49.07	8.10	8.83
Long term provisions	123.54	148.65	190.16
Deferred tax liabilities (Net)	563.17	410.68	348.40
Other Non-Current Liabilities	-	12.79	19.92
Total Non-Current Liabilities	1,856.86	983.60	647.58
Current Liabilities			
Short Term Borrowings	349.54	624.44	466.23
Lease Liabilities	63.57	75.46	62.33
Trade payables	2,699.43	2,826.30	3,258.12
Other Financial Liabilities	959.70	1,059.19	898.35
Other Current Liabilities	178.51	258.63	275.53
Short Term Provisions	104.56	111.13	269.28
Current Tax Liabilities (Net)	13.56	26.27	26.24
Total Current Liabilities	4,368.87	4,981.42	5,256.08
Liabilities in relation to Non-Current Assets held for sale	-	67.20	-
Total	11,987.55	13,075.05	14,356.38

Assets (INR Mn)	FY22 (Restated)	FY23	FY24
Non-Current Assets			
Fixed Assets			
Property, Plant & Equipment	3,743.54	3,958.63	4,592.00
Right of use assets	391.69	344.64	277.18
Capital work in progress	84.40	139.86	379.00
Investment Property	153.88	69.50	66.86
Goodwill	794.72	695.38	596.04
Other Intangible assets	1,034.38	902.95	784.07
Intangible Assets under Development	-	6.25	3.82
Investments	-	12.00	12.00
Other Financial Assets	67.31	73.25	69.13
Other Non-Current Assets	218.50	232.13	143.81
Deferred Tax Assets	6.33	3.46	2.96
Total Non-Current Assets	6,494.75	6,438.05	6,926.87
Current Assets			
Inventories	2,364.73	2,716.79	3,202.65
Trade Receivables	2,389.21	2,689.79	2,870.41
Cash and Cash Equivalents	225.86	559.97	1,125.42
Other Bank Balances	281.09	279.42	10.93
Investments	21.30	36.39	51.69
Other Financial Assets	8.15	3.00	14.78
Other Current Assets	202.46	155.95	153.63
Total Current Assets	5,492.80	6,441.31	7,429.51
Non - Current Asset held for sale	-	195.69	-
Total	11,987.55	13,075.05	14,356.38



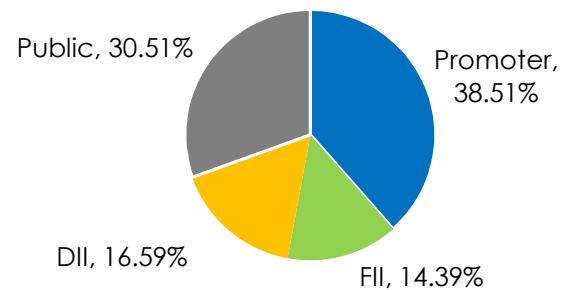
Capital Market Data



Price Data (As on 31st March, 2024)

	INR
Face Value	1.00
Closing Value	389.10
High Price/Low Price	442.3/204.8
Total Volume ('000)	841.74
Equity Shares Outstanding (Mn)	121.9
Market Cap (Mn)	47,424.09

Shareholding Pattern (As on 31st March 2024)





Investor Relations

Details: Mr. Anuj Sonpal
Valorem Advisors
Email: pricol@valoremadvisors.com
Tel: +91-22-4903-9500

Company Secretary & Compliance Officer

Details: Mr. T.G Thamizhanban
Pricol Limited
Email: cs@pricol.com
Tel: +91-422-433-6238