

PRICOL LIMITED – INVESTOR PRESENTATION

OCTOBER 28, 2016



PRICOL LIMITED
Passion to Excel

Disclaimer

This presentation has been prepared by Pricol Limited (the “Company”) solely for your information and for your use and may not be taken away, distributed, reproduced or redistributed or passed on, directly or indirectly, to any other person (whether within or outside your organization or firm) or published in whole or in part, for any purpose by recipients directly or indirectly to any other person. By accessing this presentation, you are agreeing to be bound by the trailing restrictions.

This presentation does not constitute an offer or invitation to purchase or subscribe for any securities in any jurisdiction. No part of it should form the basis of or be relied upon in connection with any investment decision or any contract or commitment to purchase or subscribe for any securities. This presentation should not be copied or disseminated, in whole or in part, and in any manner. This presentation is not intended to be a Prospectus (as defined under the Companies Act, 2013) or offer document under the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations 2009, as amended.

This presentation is for information purposes only and is neither an offer nor invitation to buy or sell nor a solicitation of an offer to buy or sell any securities, nor shall there be any sale of securities in any jurisdiction (“Other Jurisdiction”) in which such offer, solicitation or sale is or may be unlawful prior to registration or qualification under the securities laws of any such jurisdiction. This presentations and the information contained herein are not for publication or distribution, directly or indirectly, to persons in any Other Jurisdiction unless permitted pursuant to an exemption under the relevant local law or regulation in such Other Jurisdiction.

No representation or warranty, express or implied, is made as to, and no reliance should be placed on, the fairness, quality, completeness or correctness of the information or opinions contained in this presentation. Such information and opinions are in all events not current after the date of this presentation.

This presentation is for general information purposes only, without regard to any specific objectives, financial situations or informational needs of any particular person. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such change or changes. No legal or other obligation of the company shall arise from this presentation.



Key Financial Highlights - Q2 (FY 2016-17)

- Standalone Total Income from Operations (Net) for this quarter (July - Sept 2016) grows by 35.7% Q-o-Q stood at INR 3332.66 Million as against INR 2455.04 Million in the same period last year.
- Earnings Before Interest, Taxes, Depreciation and Amortization (EBITDA) margins for Q2 FY 2016-17 stood at 12.0% as against 6.6% in the same period last year.
- Net Profit after taxes (PAT) for the Q2 FY 2016-17 was INR 195.64 Million as against INR 27.77 Million in the same period last year.

Key Business Highlights

- Indian Automotive sector sales has grown by 13.8% during the Q2 FY 2016-17. Pricol has grown 35.7% in the same period;
- Growth in revenue has been primarily due to:
 - Growth in 2W Market in Q2 FY 2016-17 by 14.2% against Q2 2015-16;
 - Gain in market share in Driver Information Systems for 2W and CVs;
 - Sustained efforts, due to which Pricol has increased productivity while keeping costs under control.

Source: Society of Indian Automobile Manufacturers (SIAM)



Standalone Financials at a Glance – Q2 (FY 2016-17)

₹ in Million

Particulars	Q2 FY17 [A]	Q2 FY16 [B]	Var. [A-B]	Q1 FY17 [C]	Var. [A-C]	FY 2015-16
Net Sales	3,205.89	2,336.76	869.14	3,067.53	138.36	10,804.49
Total Income from Operations	3,332.66	2,455.04	877.63	3,186.76	145.90	11,265.10
EBITDA	400.35	161.64	238.71	389.48	10.86	1,132.59
<i>EBITDA Margin (%)</i>	<i>12.0%</i>	<i>6.6%</i>		<i>12.2%</i>		<i>10.1%</i>
Finance Costs	15.73	25.77	(10.03)	14.63	1.11	93.12
PBT Before Exceptions	308.05	61.71	246.35	304.33	3.72	701.68
PBT After Exceptions	308.05	35.05	273.00	309.67	(1.62)	601.52
<i>PBT Margin (%)</i>	<i>9.2%</i>	<i>1.4%</i>		<i>9.7%</i>		<i>5.3%</i>
PAT	195.64	27.77	167.87	221.80	(26.16)	431.97
<i>PAT Margin (%)</i>	<i>5.9%</i>	<i>1.1%</i>		<i>7.0%</i>		<i>3.8%</i>
Earnings Per Share (in ₹)	2.06	0.29		2.34		4.56



PRICOL LIMITED
Passion to Excel

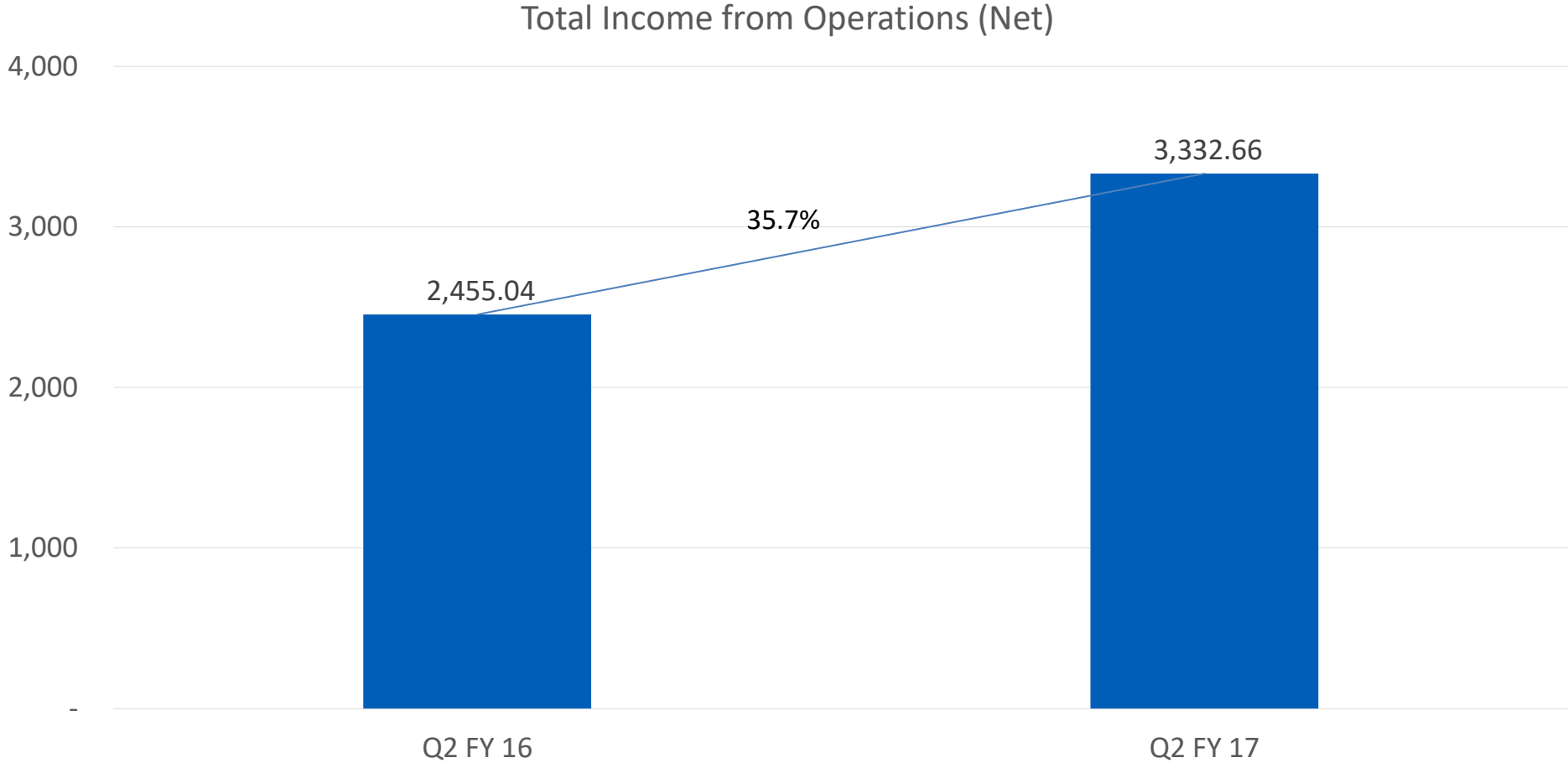
Standalone Financials at a Glance – H1 (FY 2016-17)

₹ in Million

Particulars	H1 FY 17 [A]	H1 FY 16 [B]	Variance [A-B]	FY 2015-16
Net Sales	6,273.42	4,511.40	1,762.02	10,804.49
Total Income from Operations	6,519.43	4,756.05	1,763.38	11,265.10
EBITDA	789.83	291.31	498.52	1,132.59
<i>EBITDA Margin (%)</i>	<i>12.1%</i>	<i>6.1%</i>		<i>10.1%</i>
PBT Before Exceptions	612.38	89.97	522.42	701.68
PBT After Exceptions	617.72	57.97	559.75	601.52
<i>PBT Margin (%)</i>	<i>9.5%</i>	<i>1.2%</i>		<i>5.3%</i>
PAT	417.44	44.17	373.27	431.97
<i>PAT Margin (%)</i>	<i>6.4%</i>	<i>0.9%</i>		<i>3.8%</i>
Earnings Per Share (in ₹)	4.40	0.47		4.56

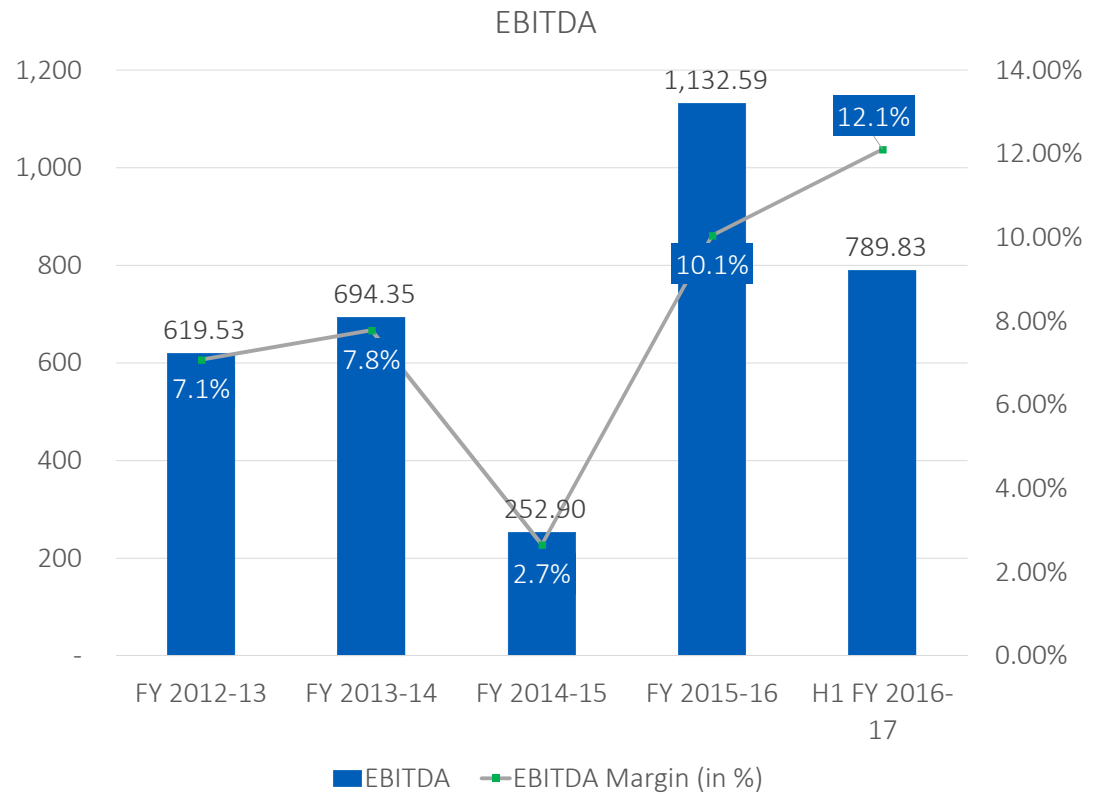
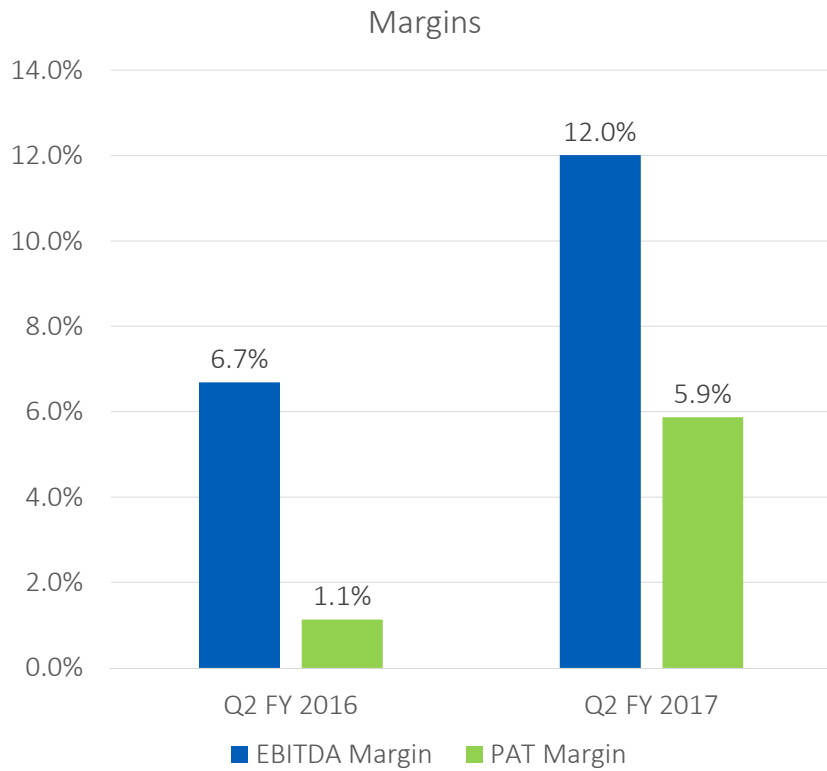
Financial Summary (FY 2016-17)

₹ in Millions



Financial Summary (FY 2016-17)

₹ in Millions



QUESTIONS



THANK YOU



PRICOL LIMITED
Passion to Excel

-  *PASSIONATE*
-  *SUSTAINABLE*
-  *DYNAMIC*
-  *EVOLVING*