

RAIL:SEC:2019

August 08, 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 : Presentation to Analysts on 8th August, 2019

Dear Sir/Madam,

In continuation to our letter dated 7th August, 2019, please find enclosed the Presentation which will be made by the Company to the Analyst/Institutional Investor Meeting being held today. The presentation is also available on the website of the Company www.ricoauto.in.

Kindly acknowledge receipt and take the same on record.

Thanking you,

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

Encl : As above

A world class
integrated supplier
of Automotive
Components &
Assemblies





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Make In India With Pride

Incorporated in
1983



Global Supplier of
**Automotive
Components**



14
Manufacturing
Plants



Presence in
4 Continents



Over **4,500**
Employees



Strong in-house
**R&D
Capabilities**



Turnover (FY19)
INR 1,412Cr



All Automotive
Certifications



Joint Ventures

Rico Jinfei Wheels Ltd.
(Alloy Wheels)



Key Business Strategies



Preferred partner to OEMs

Client engagement from concept to completion stage

Strong in-house R&D capabilities.

Long-established relationship with OEMs.

Strategically located plants

Proximity of its plants to the OEMs.

Just in time approach

Last Mile Connectivity for overseas customers

4 decades of Execution Experience

Excellence in engineering critical products.

Strong focus on product & process innovation.

De-risked Business Model

Extensive product portfolio:

- Passenger vehicles,
- Commercial / Off Road Vehicles
- 2 Wheelers
- System Suppliers

Balanced business:

Segments / Geography



Vision



To be the Preferred Supplier to
OEM's across the globe.



E

ENTREPRENEURSHIP

The power of pursuing new challenges
with speed, flexibility and ownership



T

TEAMWORK

The power of working together



I

INTEGRITY

The power of honesty and transparency



C

COMMITMENT

The power of responsibility, accountability and
ownership



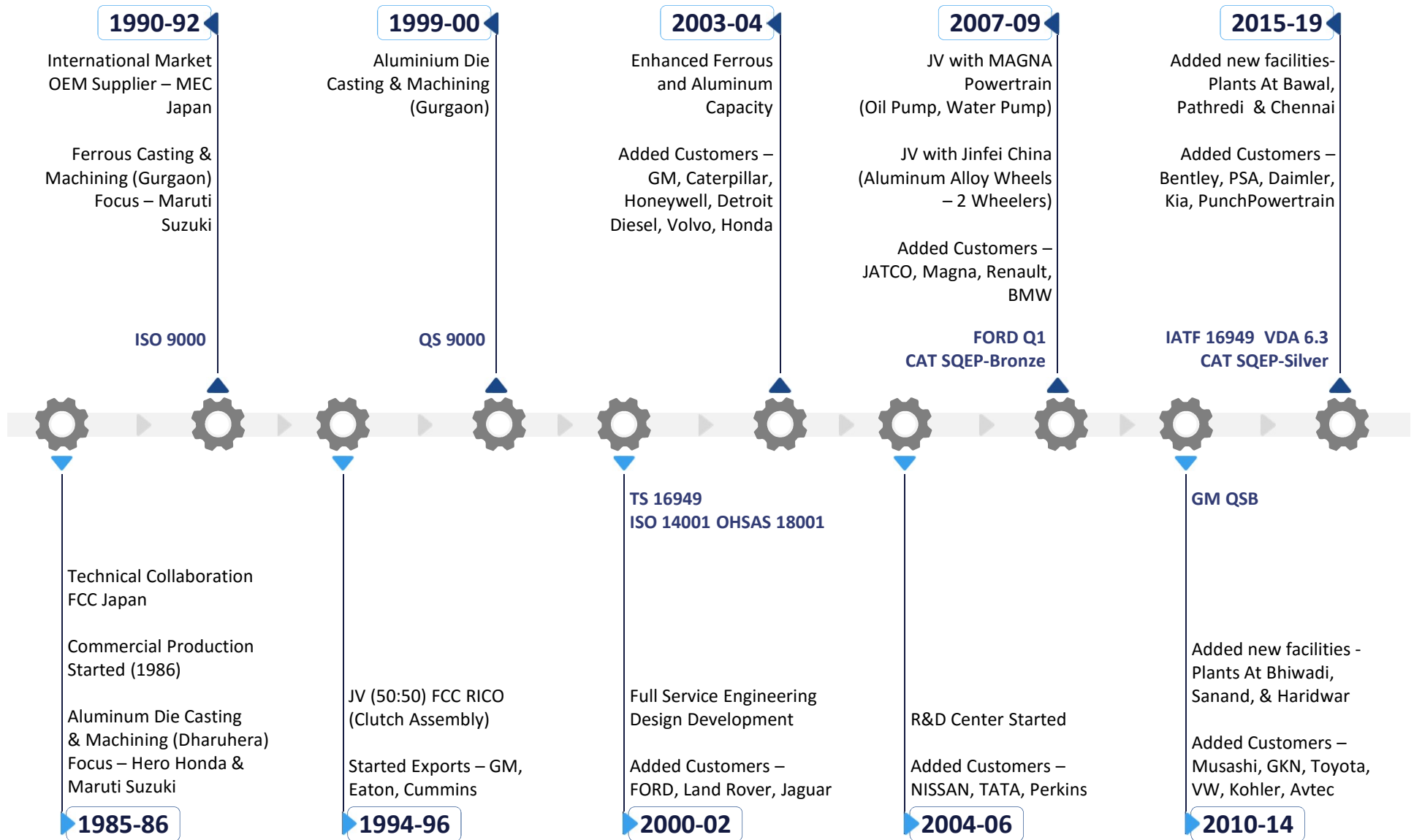
EX

EXCELLENCE

The power of being the best

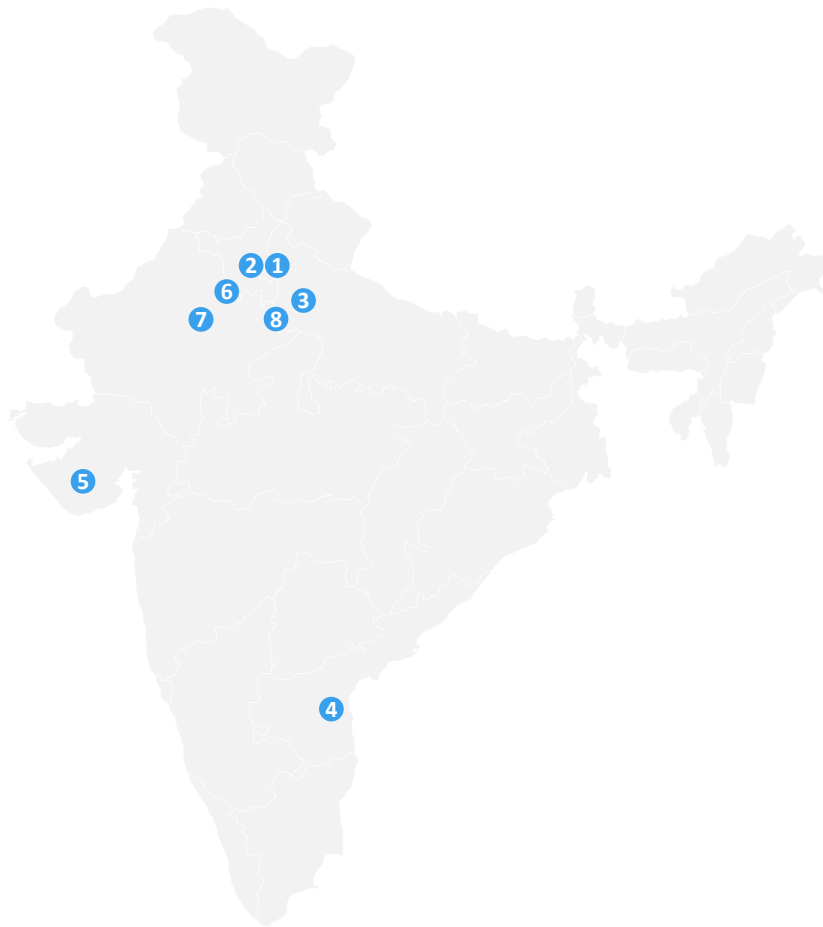


The Journey So Far





Manufacturing Locations - 14



1 GURGAON 27 Acres  (Corporate, R&D, Tool Manufacturing, Ferrous Casting, Al. HPDC, Machining)	2 BAWAL 15 Acres  (Al. HPDC, Machining)
3 BHIWADI / PATHREDI 12 Acres  (Machining)	4 CHENNAI 12 Acres  (Al. HPDC, Machining)
5 SANAND 5.5 Acres  (Al. HPDC, Machining)	6 DHARUHERA 5 Acres  (Al. HPDC, Machining)
7 MANESAR 5 Acres  (Al. GDC, Machining)	8 HARIDWAR 2 Acres  (Al. HPDC, Machining)





Arvind Kapur

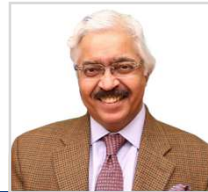
Chairman, CEO & Managing Director



Kanwal Monga
Independent Director



Amarjit Chopra
Independent Director



Dr. Ashok Seth
Independent Director



Satish Sekhri
Independent Director



Rajeev Kapoor
Independent Director



Vinod Kumar Nagar
Independent Director



Rakesh Kapur
Non-executive director



Upasana Kapur
Non-executive director



Arun Kapur
Joint Managing Director





Organization - Management Team



Surendra Singh
President & COO



Rakesh Sharma
Chief Financial Officer



R. K. Miglani
Vice President
(Operations & Engineering)



R. Dharna
Vice President Operations



M. K. Jain
Chief Technical Officer



S. Kaul
Vice President Operations



Sandeep Rajpal
Vice President Marketing



Abhishek Kulshrestha
Vice President (Procurement,
Vendor Devp. & After Market.)



Subodh Mal
Associate Vice President
(Foundry & Tool Room)



Rajiv Kumar
Associate Vice President
(R & D / Engineering)

Advisory Committee



Sanjay Sharma
Chief General Manager
(Corporate Quality Head)



Neelam Dhaka
General Manager
(Corporate Human Resources)



N. K. Sethi
Management Advisor



O. P. Aggarwal
Financial Advisor

Company Secretary

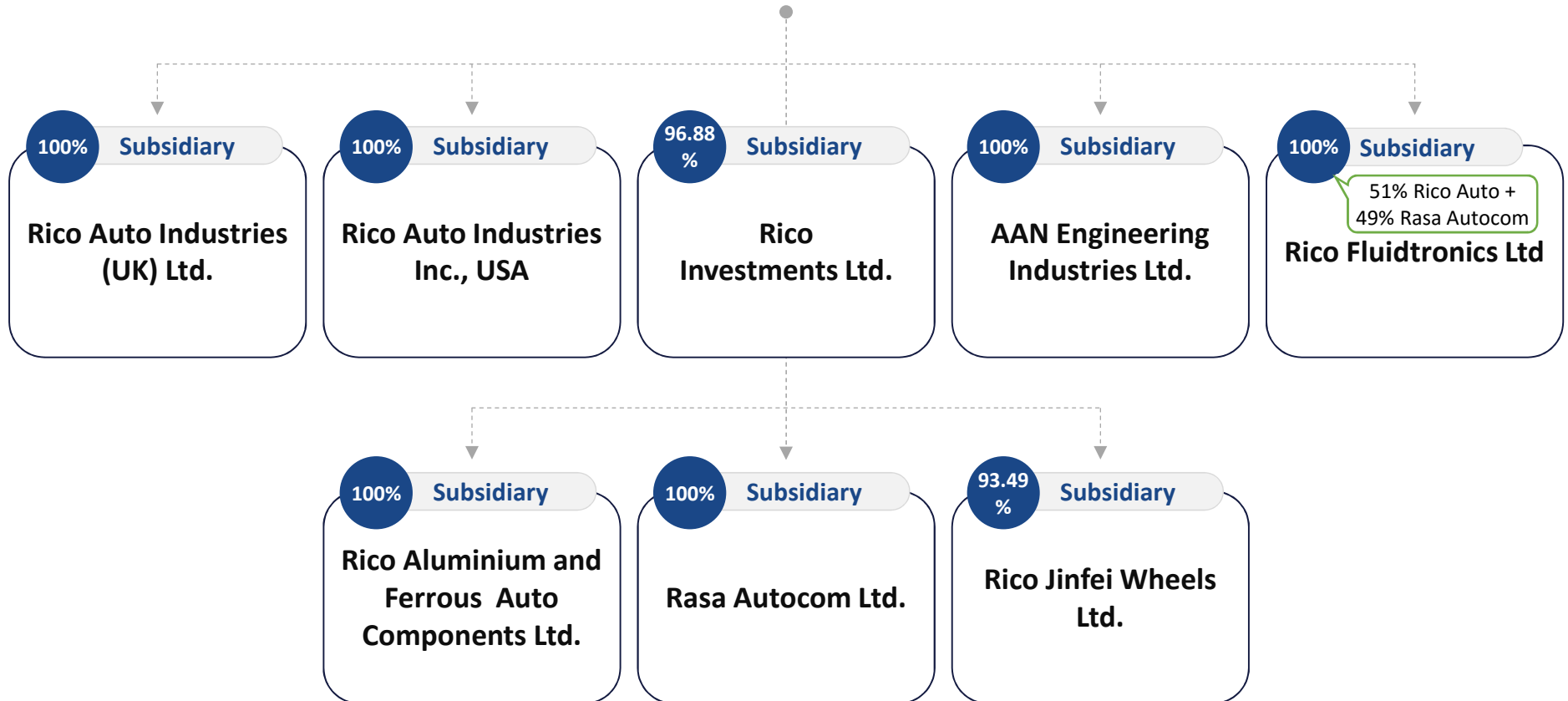


B. M. Jhamb
Company Secretary



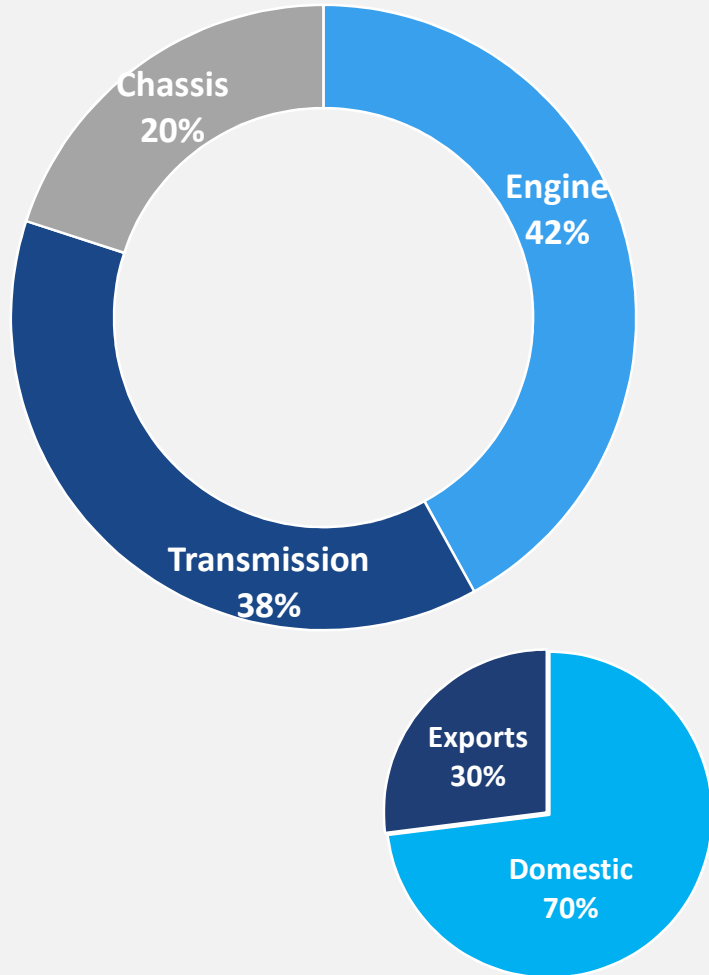


RICO RICO AUTO INDUSTRIES LIMITED

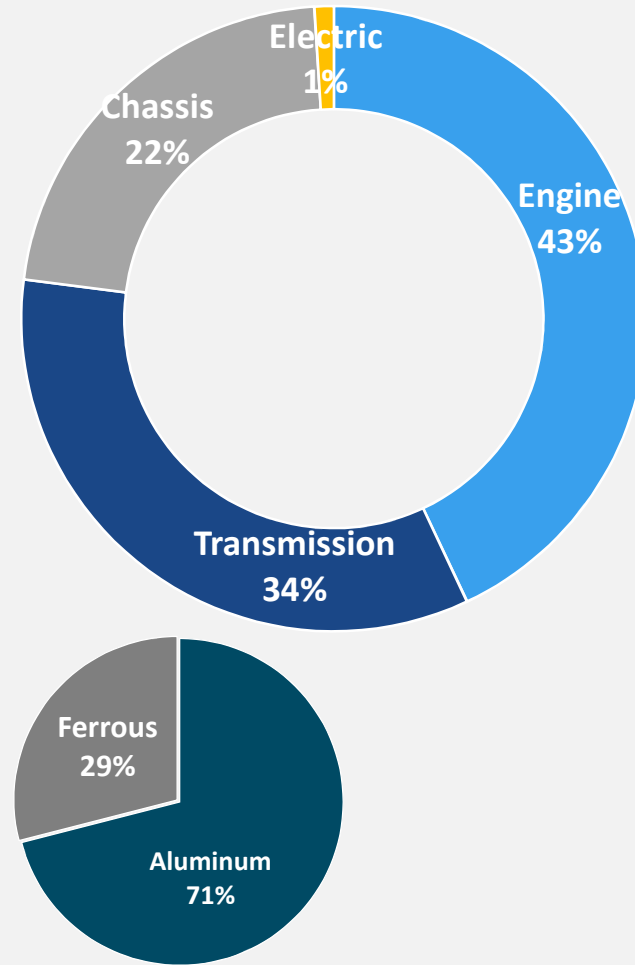




FY 19 (Actual)



FY 20 (Expected)

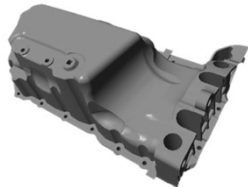
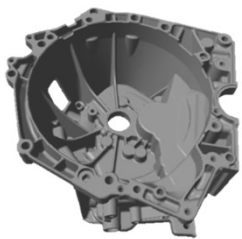




New Customer Addition



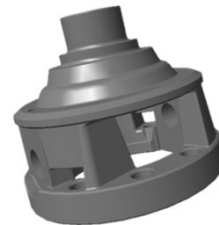
Program Value
441 Cr



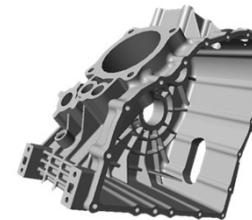
Program Value
425 Cr



Program Value
180 Cr



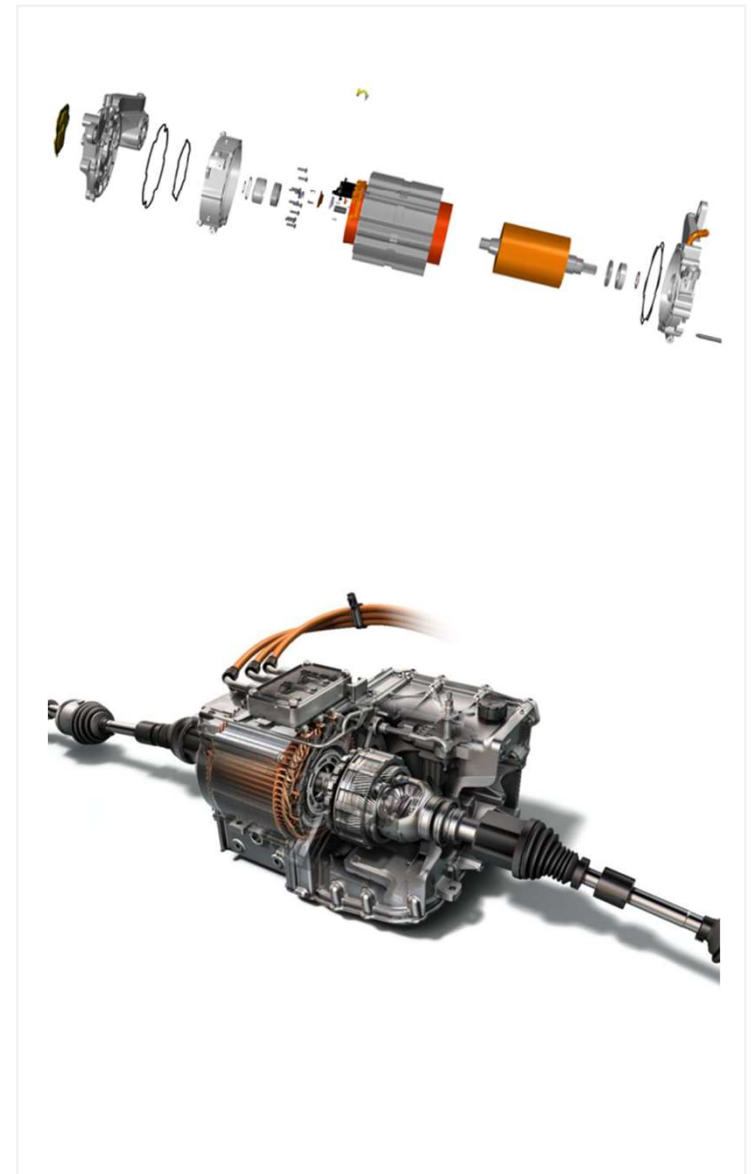
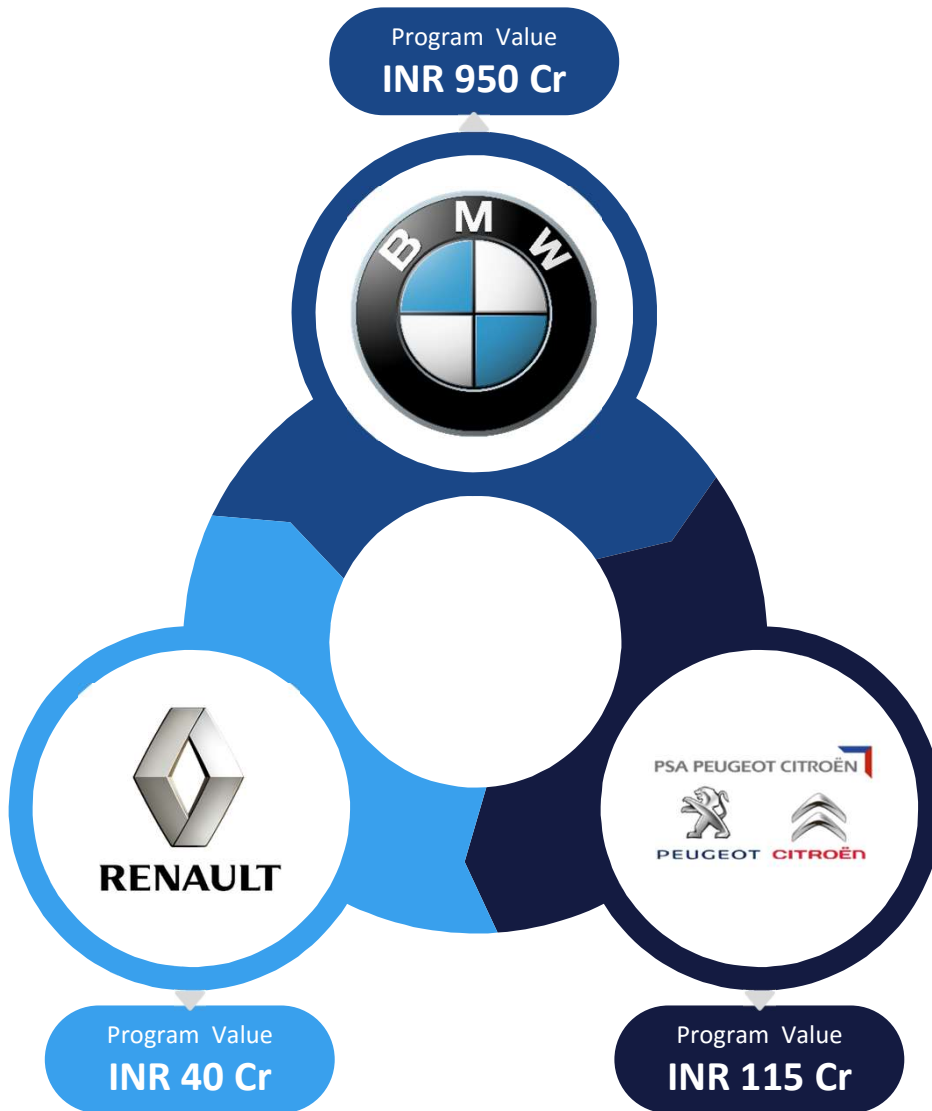
Program Value
108 Cr



Program Value
37 Cr

DAIMLER







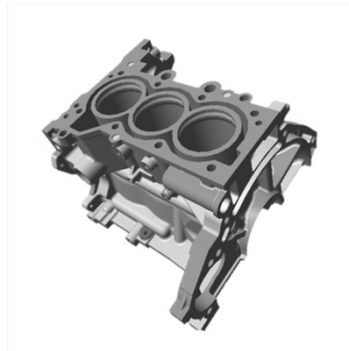
High Tonnage Focus (> 1250 Tones)

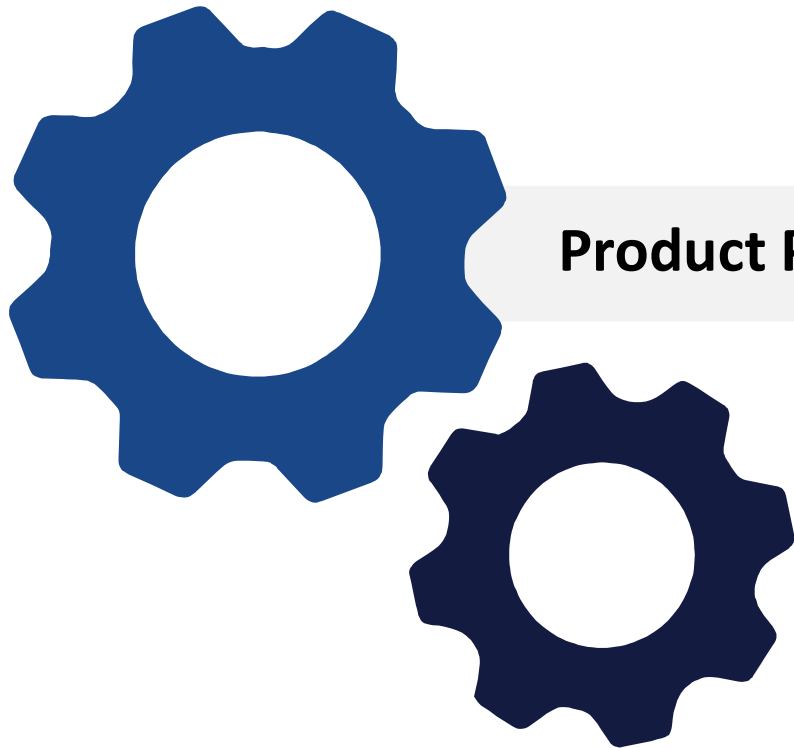


Program Value
INR 1,200 Cr

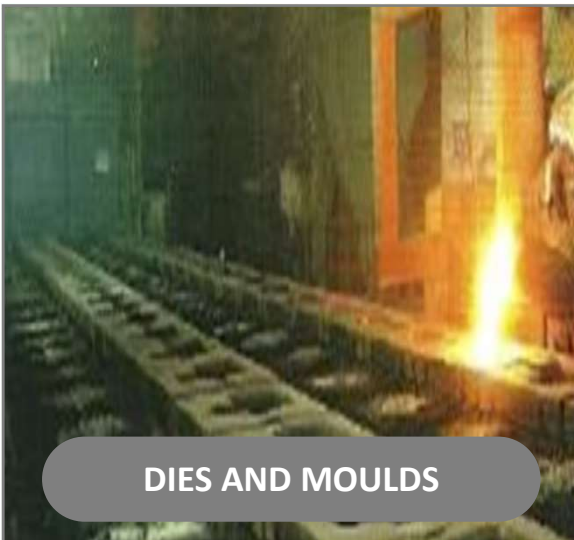


GREAVES
SINCE 1859





Product Portfolio





(Suzuki, GM)

Assy. Cover Cylinder Head



(GM)

Balancer Shaft



(Renault, Nissan, Suzuki)

Exhaust Manifold



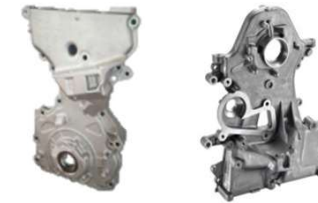
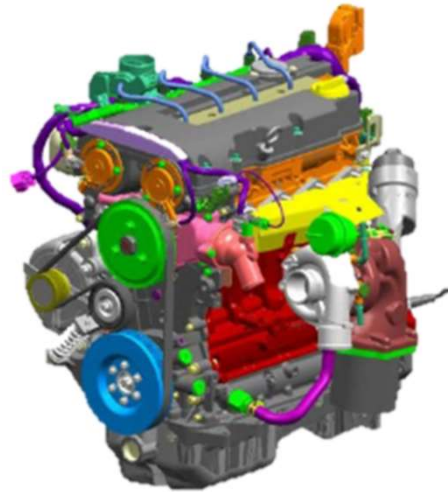
(Nissan, Tata, GM, Suzuki, Fiat, Honda, Ford, Hyundai)

Turbine/ Center Hsg



(Renault, Kia, Tata)

Engine Block



(Honda, Renault, Suzuki)

Case Chain/ Case Timing



(Suzuki, Renault, VW, Volvo, Toyota)

Engine & Support Brackets



(Suzuki, Honda, GM, Tata, PSA, Kohler)

Oil Pan



(Renault, Nissan, Toyota, Cummins)

Bearing Cap



(Renault)

Turbo Outlet



(Renault)

EGR Pipe



(Renault, Suzuki)

Cam Cap Support / Ladder Frame





(Eaton, Renault, Suzuki, Tata)

Transmission Case



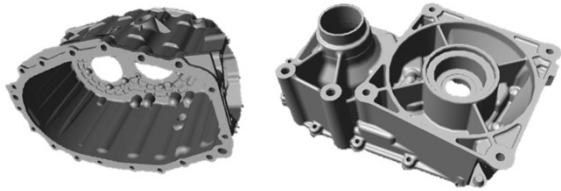
(Renault, PSA)

Clutch / Mechanical Housing



(Suzuki)

Shifter Forks



(Tata, Renault)

Front Diff Housing



(Allison)

Ground Sleeve & Shaft



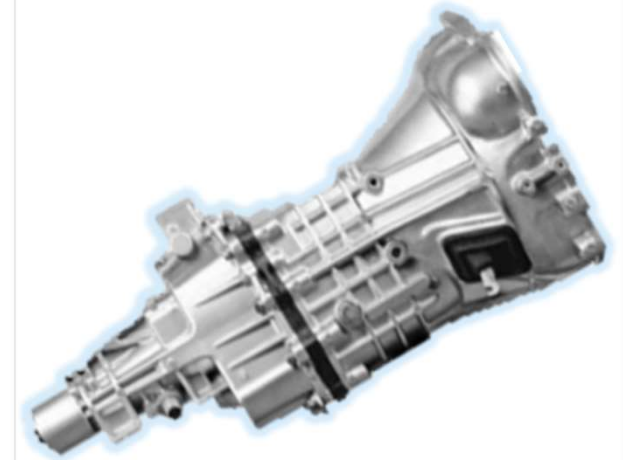
(BMW, GKN, Suzuki, Ford, Honda)

Differential Case & Housing



(Jatco, PunchPowertrain)

Retainer Bearing Support





Front & Rear Hubs



Front & Rear Brake Panel Assy



Crank Cases



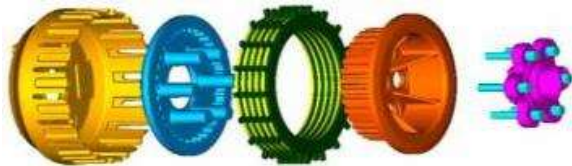
CBS



Grips



Crank Cases



Clutch Assembly



Engine Cover

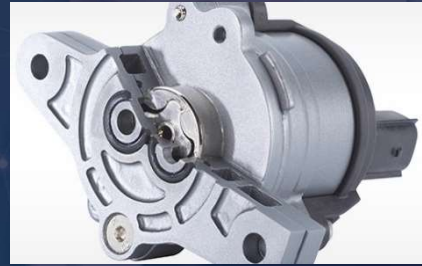


Alloy Wheels





Rico Fluidtronics Limited (Formally known as Magna Rico Powertrain Private Limited) has now become a subsidiary of Rico Auto Industries Limited. Rico Auto Industries Limited, along with its step down subsidiary, Rasa Autocom Limited holds the entire share capital of Magna Rico Powertrain Private Limited. The name of the company was subsequently changed to Rico Fluidtronics Limited.



Oil Pump



Water Pump
(Automotive Engines)
(India & Europe)

Year	FY 16-17	FY 17-18	FY 18-19
Oil & Water Pump Assy (Nos in Mn)	1.55	1.63	1.64
Turnover (INR Cr)	94	94.2	92.5

Client:





Year	FY 16-17	FY 17-18	FY 18-19
Alloy Wheels (nos. in Mn)	0.96	1.12	1.28
Turnover (INR Cr)	84	114	136

Client: _____



Joint Venture

93.49% : 6.51%



Aluminum Alloy Wheels (Two Wheelers)

Capacity Expansion

3 Mn

Dec 18



AAN – Defense Vertical



Year	FY 16-17	FY 17-18	FY 18-19
Turnover (INR CR)	3.7	4.1	4.18

Client:



ECIL



OF Muradnagar



OF Khamaria



Prototype Tool Factory

AAN Engineering Industries Ltd.



Aerial Ammunition 50 Cr spread in 3 years by Aug 18

Mechanical Fuses – under bidding Dec 19

– 2500 Cr program value spread over for 10 years

Electronic Fuse Assemblies – under bidding Dec 2019

– 3500 Cr program value spread over for 10 years

Arms Licence for the Manufacturing of Ammunition

Track-links



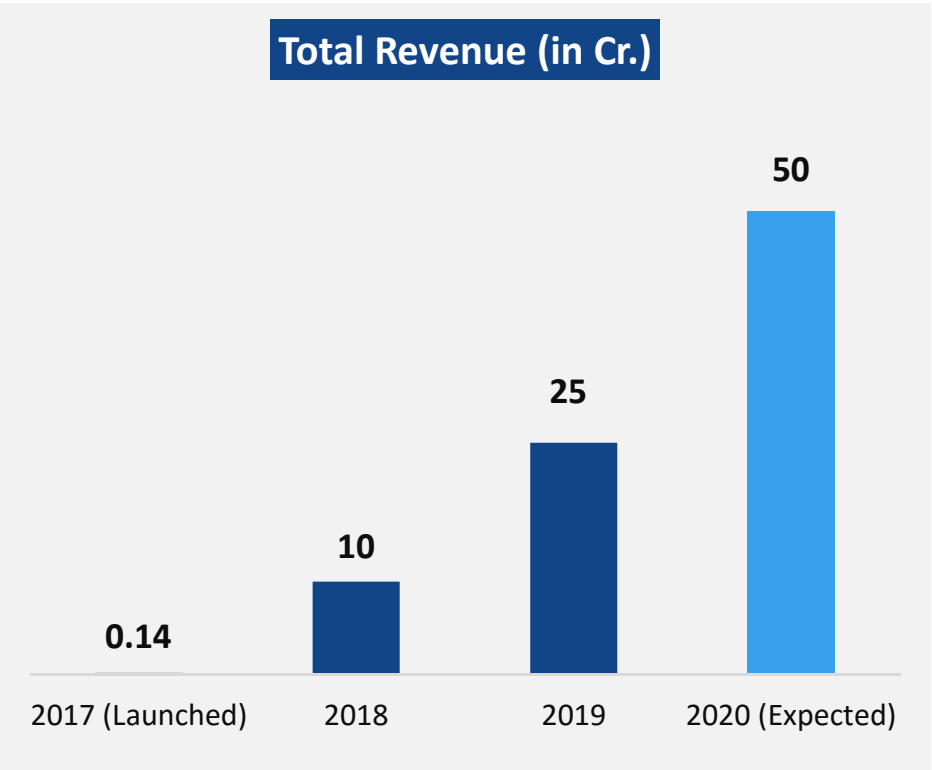


After Market Business Highlights





Launch Of 4W Parts in FY19



Initiated on **20th May'2017**

Product Range **2W and 4W**

52 Dealers
(20+ States in India, Srilanka & Nepal)

Parts launched **191+** (2W Range)





WHEELS & BRAKING SYSTEMS

CLUTCH ASSEMBLY & COMPONENTS

**New
Products**



LEVER



YOKE



CHAIN SPROCKET



CLUTCH HUB & CENTRE



INNER CLUTCH ASSEMBLIES





Manufacturing and R&D Capabilities





**Over 100 High Pressure Die Casting Machines
(upto 2700 Tns Locking Force)
Largest High Pressure Die Casting Capacity in India
including GDC & LPDC.**





**4 Molding Lines - 2 DISA & 2 Horizontal (SINTO & DISA)
Vertical Size (650 * 535 * 130~330) & Horizontal Size (610 * 510 * 200+200)
Material: Gray (FC), Ductile (FCD), SiMo, SiMo Chrome**



Over **2,500** Machines (CNCs & SPMs)
One of the Largest Machining Facility in India
Over **50%** of Our Product Range is with Assemblies





100 +
New Projects

25
New Engineers added

Expansion of Engineering set
up to Bawal & Chennai

Prototype Cell Created

Pool of machines

3D Printing

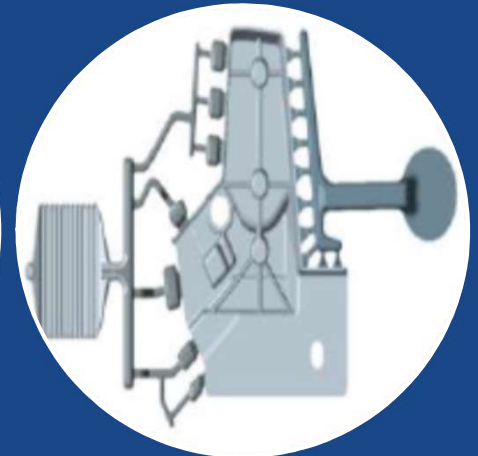
Concurrent Engineering

High Strength Aluminum Alloy

Structural Parts

Stainless Steel Turbine

Higher CC Clutch Segment





Combined Braking System (CBS)

Mandatory : 1 Apr 2019 for 2W
Rico SOP: Dec' 18
Co-Development with Hero R&D
Safety Sub-System
Capacity: 13000 / day
Automated Assembly Line



Clutch

New BSVI Clutch Development
Concept to Production
Rico SOP : Oct' 19
New CFD developed under validation
New paper based CFD for higher CC also under development by Jul' 19



Continuous Variable Transmission (CVT)

Massive growth in 2W
JV under advanced stages of negotiation with Taiwanese
Technology leader



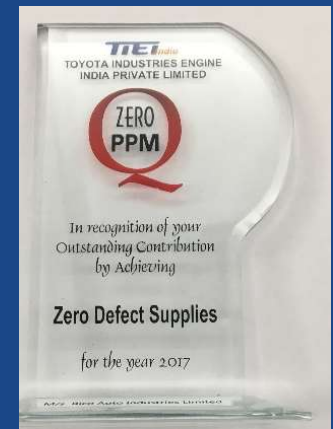


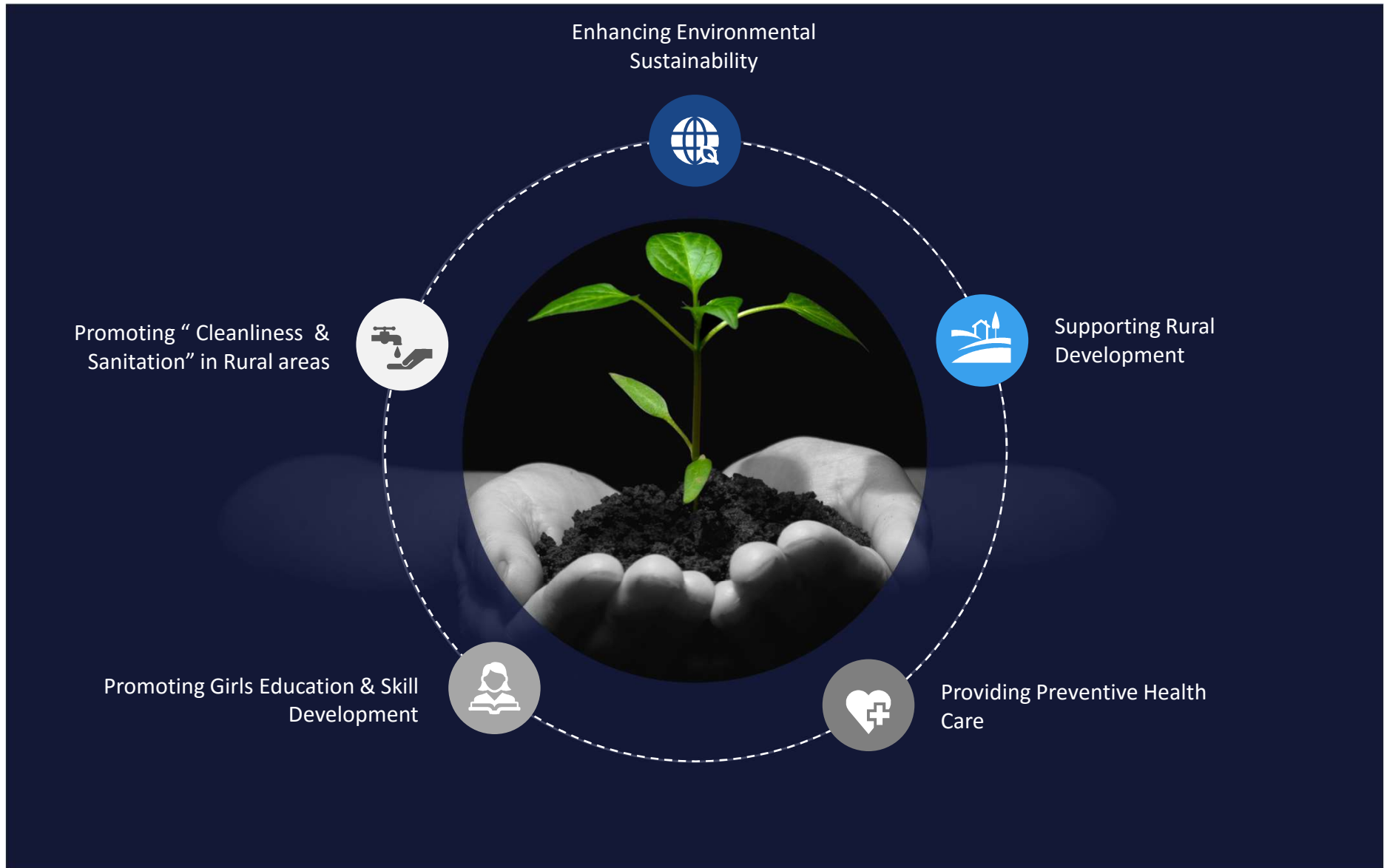
Awards, CSR Activities & HR Initiatives





Awards & Recognition







Induction Training – “Parichay”



Company Wide Training – “Jagriti”



Kaizen Award Ceremony



Best Work Place - Competition



Family Connect Program



Employees Children Safety Competition



Sports Competition



Yoga Training



Health Awareness Camp



Long Service Awards







Latest Quarterly Results – 1Q FY20 vs. 1Q FY19 (Rs Crores except EPS)



Standalone		Particulars	Consolidated	
Q1FY20	Q1FY19		Q1FY20	Q1FY19
304.71	306.58	Operating Revenue (Net of excise)	365.32	349.14
7.4	5.31	Other Income	3.41	3.81
312.11	311.89	Total Revenue	368.73	352.95
201.39	205.1	Cost of raw material	204.62	197.38
1.53	1.54	Purchase of traded goods	0	0
1.44	-5.06	Change in inventory & WIP	1.47	-13.51
34.06	28.3	Other manufacturing expenses	63.74	62.75
28.09	26.91	Employee benefit expenses	42.3	38.97
17.71	16.67	Other Expenses	24.52	24.01
284.224	273.46	Total Expenses	336.65	309.6
27.886	38.43	EBITDA	32.08	43.35
13.99	10.71	Depreciation	19.04	14.08
6.2	4.93	Finance Cost	7.3	5.58
0	0	Profit from JV	-	0.76
0.14	4.69	Exceptional items	0.25	4.83
7.56	18.1	PBT	5.49	19.62
1.29	4.53	Tax	1.53	4.41
6.27	13.57	PAT	3.96	15.21
-0.41	0.16	Other Comprehensive Income (Loss) (Net of taxes)	-0.78	1.42
5.86	13.73	Total Comprehensive Income	3.18	16.63
-	-	Net Profit for the year after non-controlling interest	4	15.24
0.46	1.00	EPS	0.30	1.13



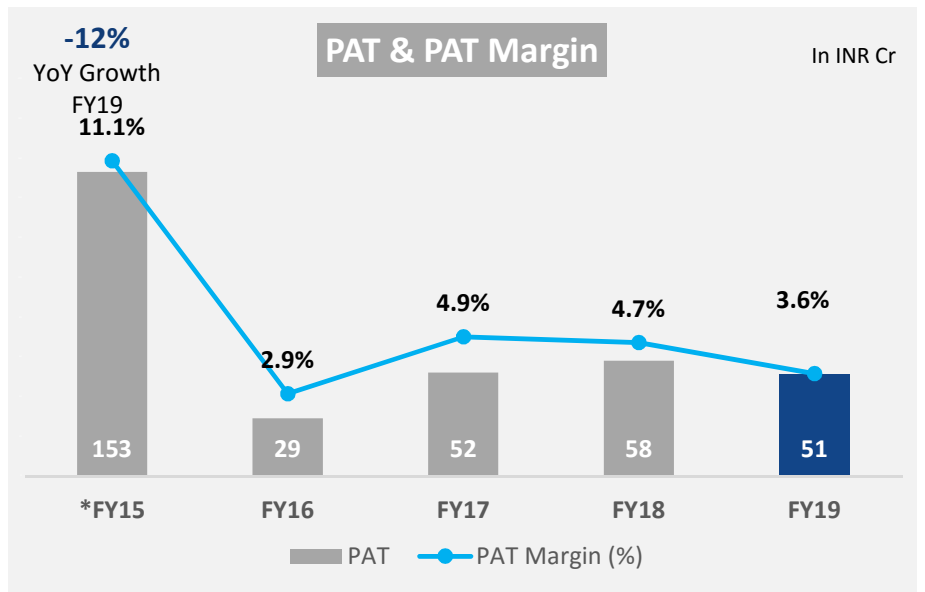
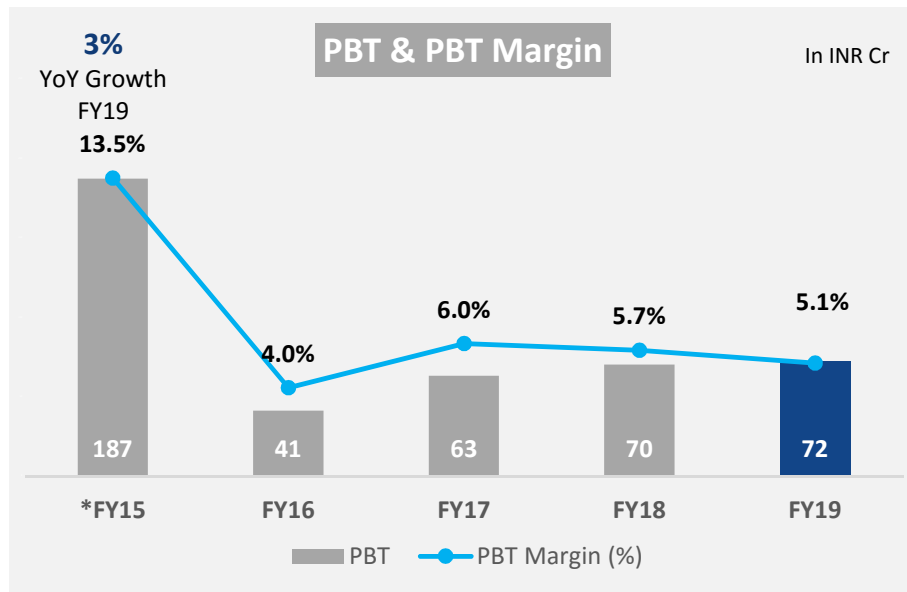
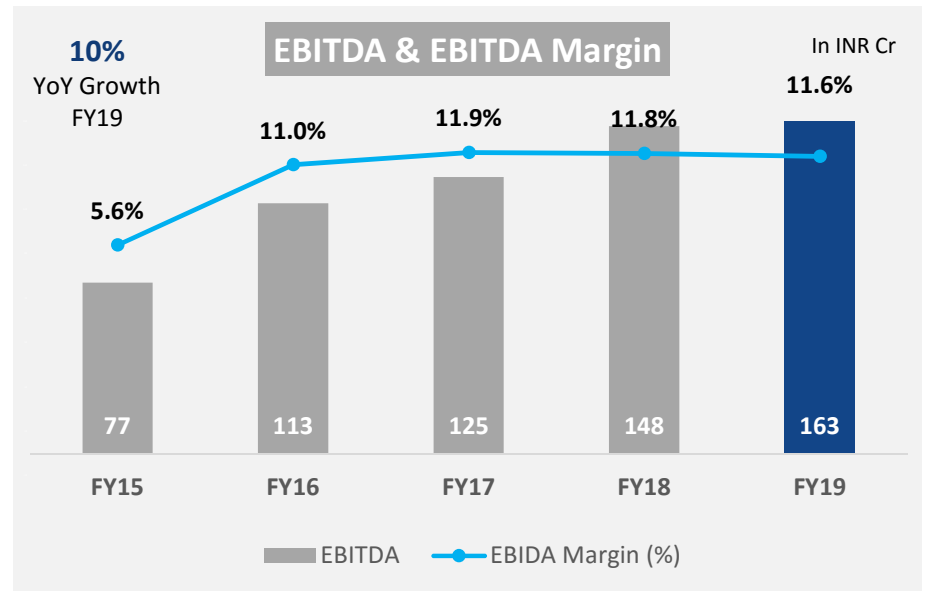
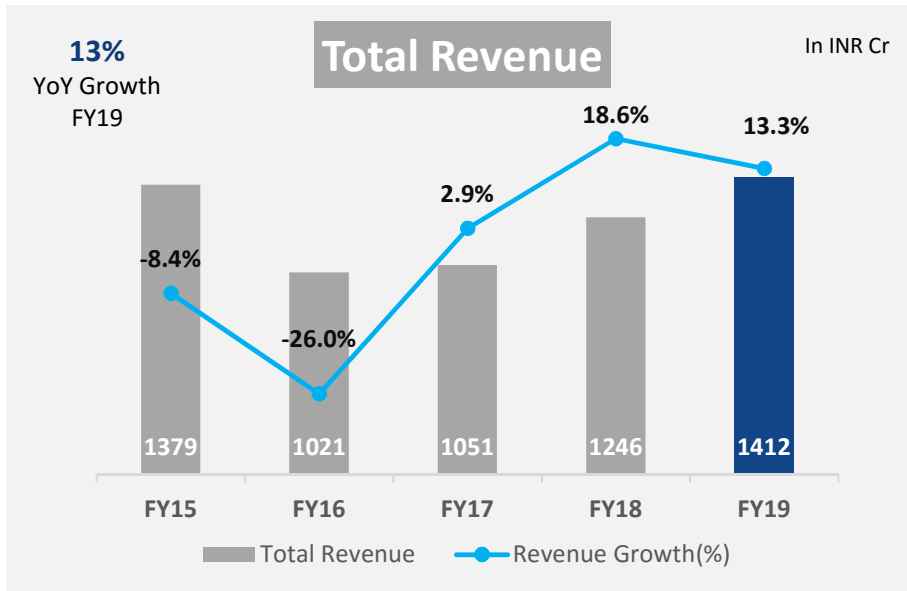
Standalone & Consolidated Financials – Yearly (Rs Crores except EPS)



Standalone		Particulars	Consolidated	
FY19	FY18		FY19	FY18
1,195.89	1,093.20	Operating Revenue (Net of excise)	1,392.65	1,229.63
28.61	25.05	Other Income	19.41	16.16
1,224.50	1,118.25	Total Revenue	1,412.06	1,245.79
1,081.97	990.25	Total Expenses		
806.08	696.28	Cost of raw material	768.97	615.26
7.77	15.93	Purchase of traded goods	-	-
-22.69	-3.87	Change in inventory & WIP	-24.04	8.73
118.14	100.46	Other manufacturing expenses	253.33	225.88
105.46	100.60	Employee benefit expenses	152.91	145.64
67.21	80.85	Other Expenses	97.83	103.00
1,081.97	990.25	Total Expenses	1,249.00	1,098.51
142.53	128	EBITDA	163.06	147.28
43.83	40.92	Depreciation	57.70	53.90
23.14	17.16	Finance Cost	26.79	18.74
-	-	Profit from JV	3.16	2.90
9.13	6.80	Exceptional items	9.60	7.43
66.43	63.12	PBT	72.13	70.11
17.67	13.48	Tax	21.10	12.11
48.76	49.64	PAT	51.03	58.00
-0.45	-0.45	Other Comprehensive Income (Loss) (Net of taxes)	0.90	0.57
48.31	49.19	Total Comprehensive Income	51.93	58.57
-	-	Net Profit for the year after non- controlling interest	50.52	57.80
3.60	3.67	EPS	3.73	4.27

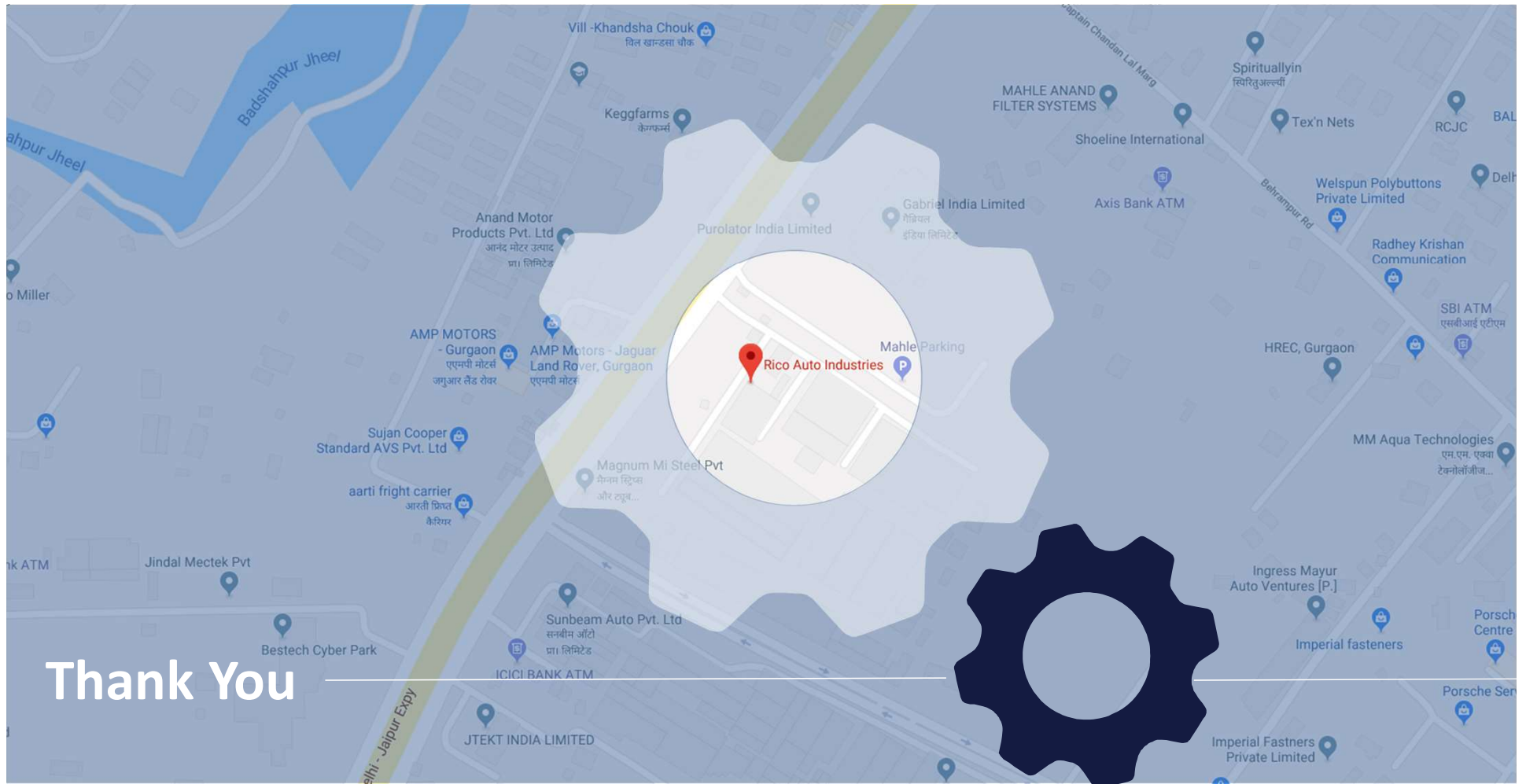


Key Ratios - Yearly (Consolidated)



*Profit of 2014-15 includes capital gain on sale of our stake in JV company –FCC RICO Ltd.





Thank You

RICO AUTO INDUSTRIES LIMITED

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