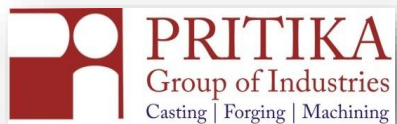


PRITIKA
Group of Industries
CASTING | MACHINING | SUB-ASSEMBLY



Pritika Auto Industries Limited

Result Update Presentation
Q4 & FY22

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Executive Summary

Company Overview

- Pritika Auto Industries is among leading manufacturers of machined castings in India
- Incorporated in 1973, Company manufactures components for tractors and commercial vehicles
- Total installed capacity of over 50,000 tons / annum, with facilities across Punjab and Himachal Pradesh
- Key supplier to several long-standing clients/OEMs including M&M, Swaraj, TAFE, Escorts, SML Isuzu, TMTL, Ashok Leyland, New Holland Tractors India Ltd, Brakes India Ltd.
- Pritika specializes in a diverse range of products and exports to clients in US as well

Product Portfolio (as on FY20)

Rear Axle Housings



Hydraulic Lift Covers/ Housing



Differential Case



Wheel Hubs



Front Engine/Axle Support



Financial Highlights (FY22)

Operating Revenue
Rs. 271.23 Cr

EBITDA
Rs. 30.02 Cr

PAT
Rs. 14.41 Cr

Vision and Mission of Company

- To be First choice among Original Equipment's Manufacturers for Machined Castings
- To be One of the Largest Producers of Machined Castings in India



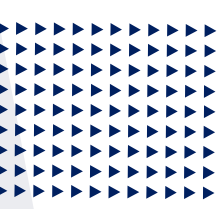
Vision



Missions

- Installed capacity of 1,00,000 tons of Machined Castings by Year 2025





Company Overview

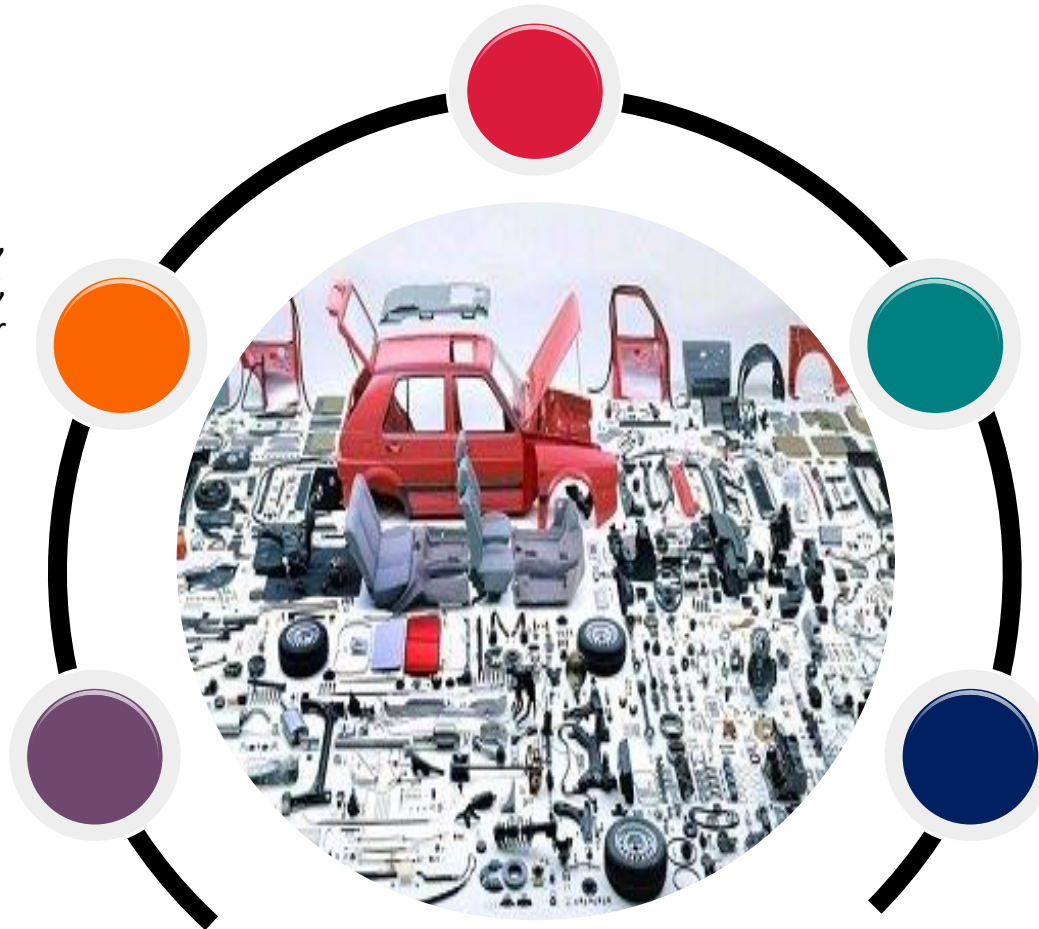


Leading manufacturer of tractor components in India

- Incorporated in 1973 by Mr. R.S. Nibber
- About five decades of experience in Tractor/Auto Component manufacturing

Diversified Portfolio

- Axle Housings, Wheel Housings, Hydraulic Lift Housings, End Cover, Plate Differential Carrier, Cylinder Blocks, Crank Cases



Modern Manufacturing Facilities

- Punjab and Himachal Pradesh
- Total installed machined capacity over 50,000 tons pa

Among biggest component suppliers in machined casting Segment

- Supply to OEMs like M&M, Swaraj, TAFE, Escorts, SML Isuzu, TMTL, Ashok Leyland, New Holland Tractors India Ltd. , Brakes India Ltd.
- Wide & Diversified client base

Strong Pan India Customer presence

- Strong demand for products across key markets in India

Journey So Far...

1973-75

- Started by Mr. R. S. Nibber in 1973 as small unit of forgings for Railways
- Started machining shop in Delhi

1999

- Expanded Foundry by 2,400 tons pa – Phase I
- Total Capacity: **5,400 tons pa**

2007

- Started **First integrated Foundry & Machine Shop** in Village Bathri (Himachal Pradesh) with **7,800 tons pa** capacity
- Total Capacity of **15,600 tons pa**

2012-15

- 2012- Expansion of capacity by 4,800 tons pa – Total **25,200 tons pa**
- 2015- Expansion of capacity by 4,800 tons pa – Total **30,000 tons pa**

2019-21

- Won 1,200 tons pa order for low HP tractor components
- Received 2,400 tons pa order of rear axle housings
- Won first export order** for USD 0.5 million from the US
- Repeat export order for USD 1.5 million
- Repeat order for axle housing worth Rs. 10 cr** per annum
- Addition of new client

1995-97

- Started machine shop in Mohali
- Started **Foundry** in Derabassi (Punjab) with capacity of 3000 tons/annum - **1997**

2003

- Expanded Foundry by 2,400 tons pa – Phase II
- Total Capacity :**7,800 tons pa**

2010

- Further capacity expansion by 4,800 tons pa – Total **20,400 tons pa**
- 100% Booked by leading OEMs

2017-18

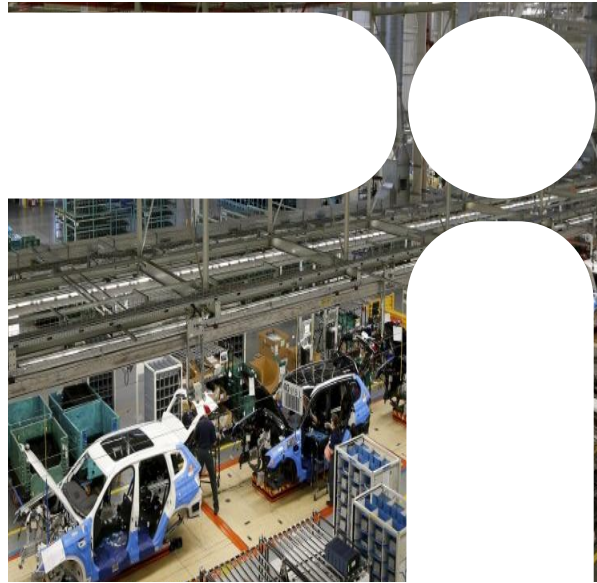
- Expanded capacity by **4,800 tons pa**
- Total installed capacity – 34,800 tons per annum**
- 100% booked by leading OEMs
- Expanded capacity by 3,200 tons pa
- Acquired foundry capacity of 12,000 tons pa** of Amrit Duraparts

Leadership Team to drive Growth...



Raminder Singh Nibber
Chairman

- Mechanical Engineer started career with Escorts Limited for 10 years
- Awarded “UDYOG PATRA” for Self Made Industrialists by Institute of Trade and Industrial Development in July 2003
- Chairman of Confederation of Indian Industry - Mohali Zone
- Executive Member of Mohali Industries Association, Rotary Club & PHD Chamber of Commerce



Harpreet Singh Nibber
Managing Director

- Mechanical Engineer worked for more than 2 years in reputed tractor manufacturing Company
- Responsible for Manufacturing and Business Development of all Units
- Worked in Marketing & Development functions of Pritika Group for almost two decades
- Executive Member of Mohali Industries Association, Rotary Club

... Backed by Professional Management



Mr. Narinder Kumar Tyagi

Chief Financial Officer

- Chartered Accountant with more than 25 years of experience in finance and accounts functions
- Worked with various reputed public and private sector organizations like Nahar Spinning Mills Limited, TDT Copper Ltd. & others



Sri Ajay Kumar Rai

Executive Director

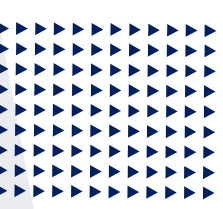
- Graduate in Mechanical Engineering and a Masters Degree holder in Business Administration
- 21 years of experience in various engineering industries and been with the group for 15 years
- Was the head of materials at Nibber Castings for about 4 years and Project Head for Pritika Autocast
- Approved Internal Auditor for ISO



Sri Navpreet S. Sujlana

Deputy General Manager- Sales & Marketing

- Graduated in Mechanical Engineering and done Information Technology course
- 12 years of experience in customer support function
- Worked with Compaq as project team leader
- Responsible for Information Technology function
- Been with Group for more than 10 years

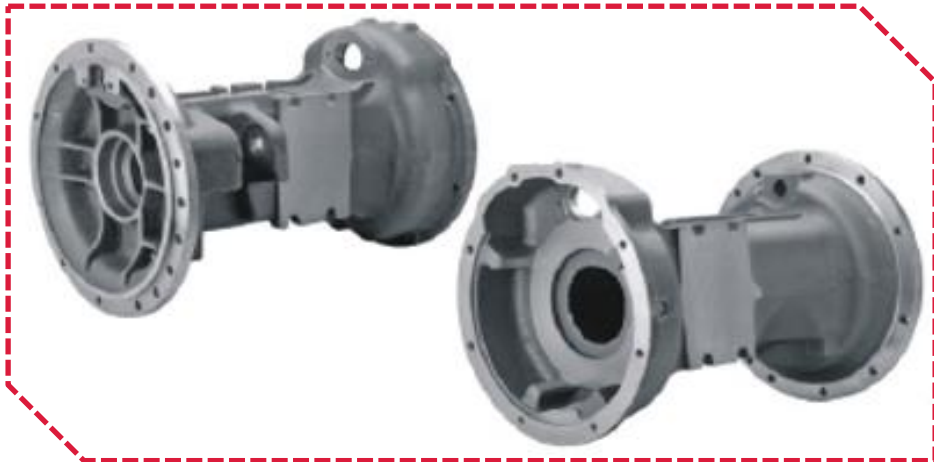


Business Overview



Diverse Product Offerings

Rear Axle Housings



Diverse Product Offerings

Hydraulic Lift Covers/ Housing



Differential Case



Engine Covers



Clutch & Fly Wheel Housings



Plate Diff. Carriers



Bull Cages



Diverse Product Offerings

Wheel Hubs



Front Engine/Axle Support



Crank Case, Cylinder Blocks & Cam Shafts



Brake Housings, End Covers & Actuating Disc



Market Share – Major Products

Axle Housings

28% Market share



Differential Case

25% Market share



Brake Housings

20% Market share



Wide Application of Products

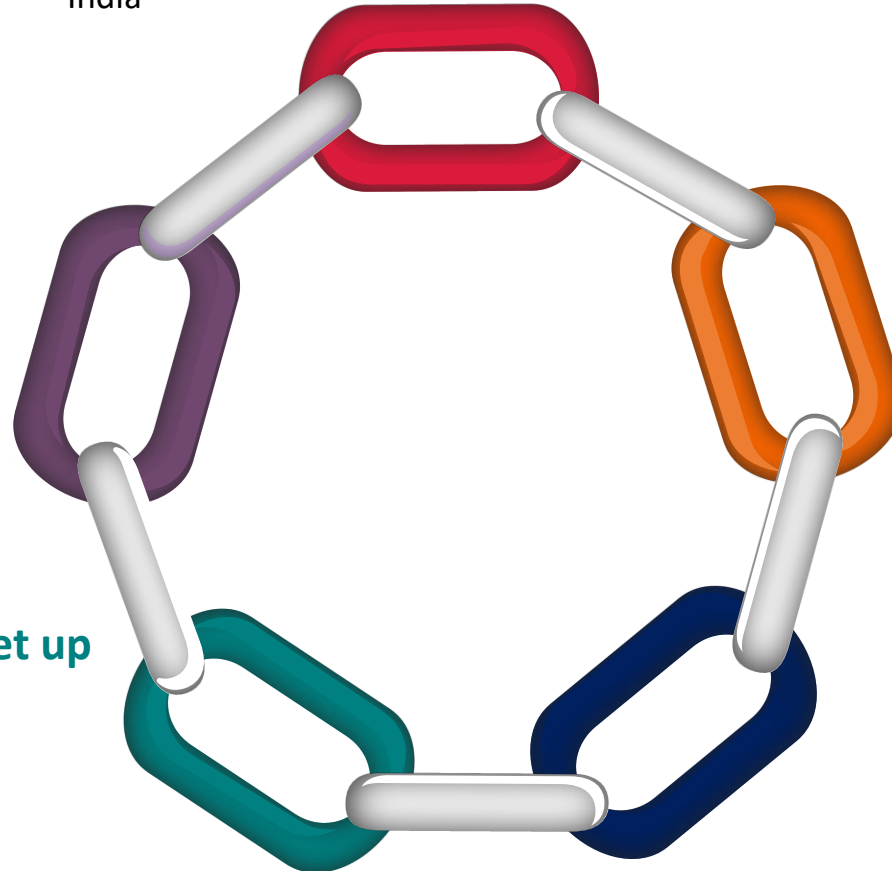


Key Customers

		 Brakes India Private Limited
		 Case New Holland
		
	 EICHER	 Mahindra
		 ESCORTS

Over five decade old strong & established brand

- Among leading manufacturers of tractor components in India



Diversified Product offerings

- Manufactures diverse range of products
- Continual expansion of product offerings

Reputed and established Management

- Dynamic Experienced Leadership
- Vast experience in Tractor and Auto Components leads to maintain business viability & steer business through operational hurdles

Fully Integrated manufacturing set up

- Integrated operations from casting to machining
- “Ready to use” products for OEM’s

Long standing association with key Customers

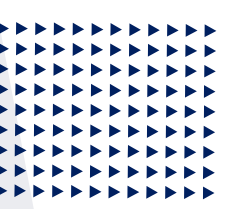
- Escorts – 43+ years
- TAFE – 20+ years
- M&M – 14+ years

... All capacity additions till date – 100% pre-booked

Awards & Recognitions

AWARDS	YEAR	ORGANIZATION
Best Quality	2001	CII – SIDBI India Engineering Trade Fair
2 nd Best Display Award	2005	Centre for International Trade & Industry at Made in Punjab Show
Best Quality Performance	2010-11	Swaraj Ltd.
Award For Casting Commodity	2012	Mahindra & Mahindra
Best Supplier	2012	TAFE
Best Kaizen	2013-14	TAFE
Star of Asia Award	2015	Economic Growth Society of India
India’s Best Company of the year 2017- Best Automotive Components Manufacturing Company	2017	IBC Info Media Pvt. Ltd.
Award for Corporate Excellence	2018	Make in India Foundation (MIIF)





Chairman's Message



Chairman's Message



Commenting on the results, Mr. Raminder Singh Nibber, Chairman, Pritika Auto Industries Limited said:

“Our full year performance is in line with expectations and reflects our sustained growth. Despite market uncertainties during this period, we are witnessing a strong and sustainable order book.

The past year also faced headwinds from continued impacts of the pandemic, especially during the second wave in the first quarter. However, markets have continued to recover since then, with the third wave not being as severe as the first two. The Company is continuing on its growth trajectory, displaying resilience.

In FY22, we reported a 20.18% year-on-year growth in top line at Rs. 271.23 crore. Our EBITDA and PAT also grew 26.26% and 145.45% year-on-year to Rs. 30.02 crore and Rs. 14.41 crore, respectively. This has mainly been driven by continued recovery post the COVID-slowdown and a robust recovery in demand from the tractor industry, based on a healthy agricultural season. Infact, we reported our highest quarterly sales volume in Q2 FY22 at 10,723 tons.

Our continuous efforts to improve internal efficiencies and our product portfolio, reflects in our improving realizations and EBITDA per ton during this quarter and full year. Moreover, our long-standing relationships with leading OEMs, strong product portfolio and focus on value addition enabled us to navigate through various market conditions and cycles.

I would like to thank the entire team of ‘Pritika’ for their dedication, especially during such times. I would also like to thank all our valued stakeholders, whose support and faith in our Company pushes us to achieve higher benchmarks.”

Key Recent Developments during the year

Strategy – To expand capacity organically and through acquisitions, on back of strong order book, while expanding export opportunities

- Added a new reputed domestic client
- Won additional order for axle housings worth Rs. 10 cr per annum
- Won repeat export order from US-based client, bringing total export order value to USD 2 million

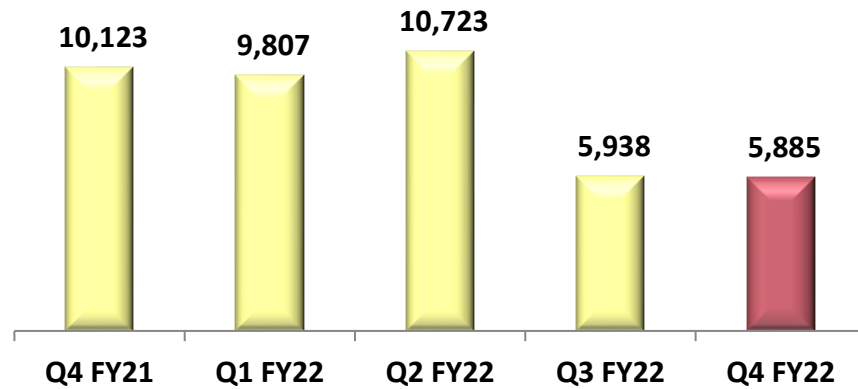


Consolidated Financial Highlights

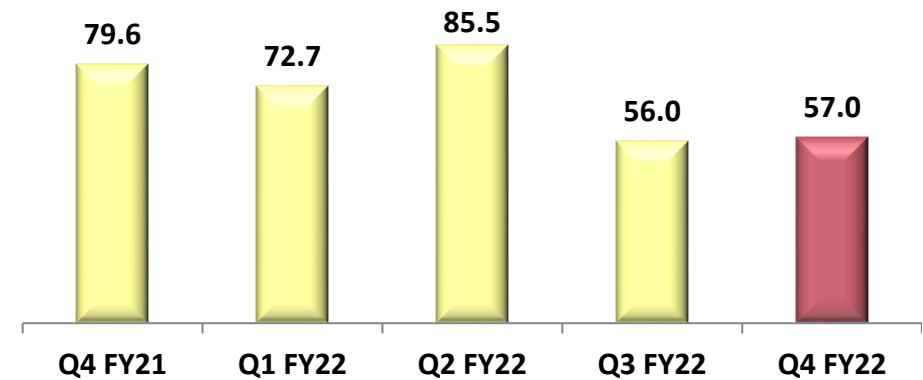


Quarterly Financial Highlights – Q4 FY22

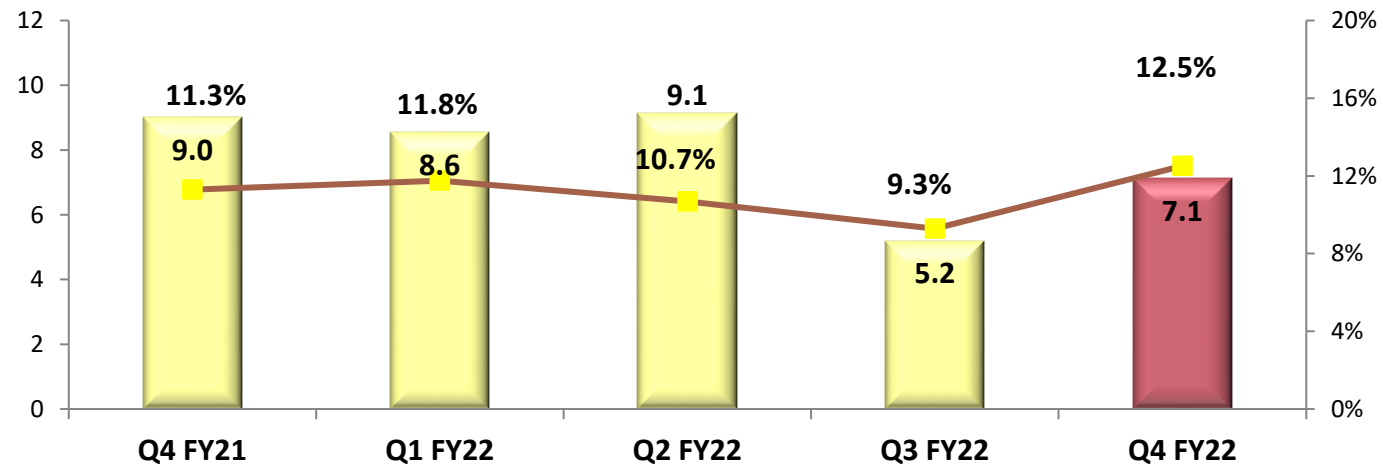
Production Volume (TPA)



Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



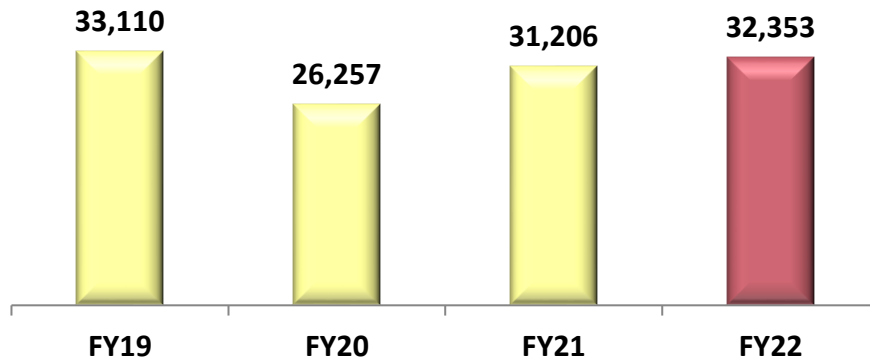
Quarterly Financial Highlights

Rs. Cr	Q4 FY22	Q4 FY21	Y-o-Y	Q3 FY22
Total Income from operations	57.00	79.63		55.98
Other Operating revenue	0.00	0.00		0.00
Net Revenue	57.00	79.63	(28.43%)	55.98
Raw Materials	34.36	47.85		34.67
Employee Cost	4.83	4.25		4.19
Other Cost	10.68	18.55		11.92
Total Expenditure	49.86	70.64		50.78
EBITDA	7.13	9.00	(20.69%)	5.20
EBIDTA margin (%)	12.52%	11.30%	122 bps	9.29%
Other Income	0.21	0.66		2.65
Depreciation	2.79	2.35		2.70
Interest	2.28	2.22		2.14
Profit Before Tax	2.28	5.09		3.01
Tax	0.03	1.69		0.15
Profit After Tax	2.25	3.40	(33.61%)	2.86
PAT Margin (%)	3.96%	4.27%	(31 bps)	5.10%
Basic EPS (Rs.)	0.25	0.38	(34.21%)	0.32

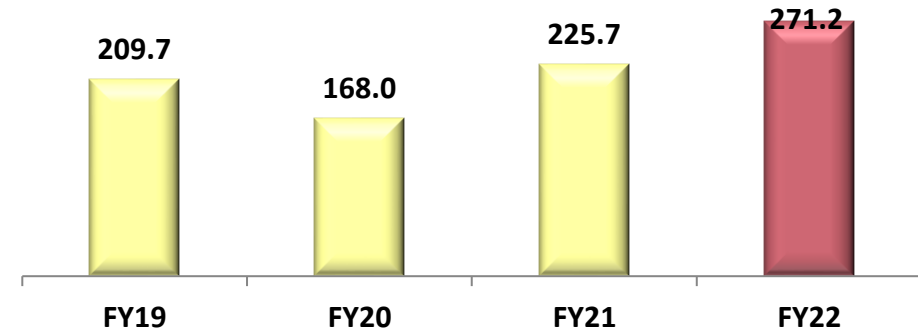
- Temporary slowdown in tractor demand led to lower volumes
- Revenue realizations per ton improved during this quarter
- Strong control on overheads offset rise in raw material expenses, improving EBITDA margin

Annual Financial Highlights – FY22

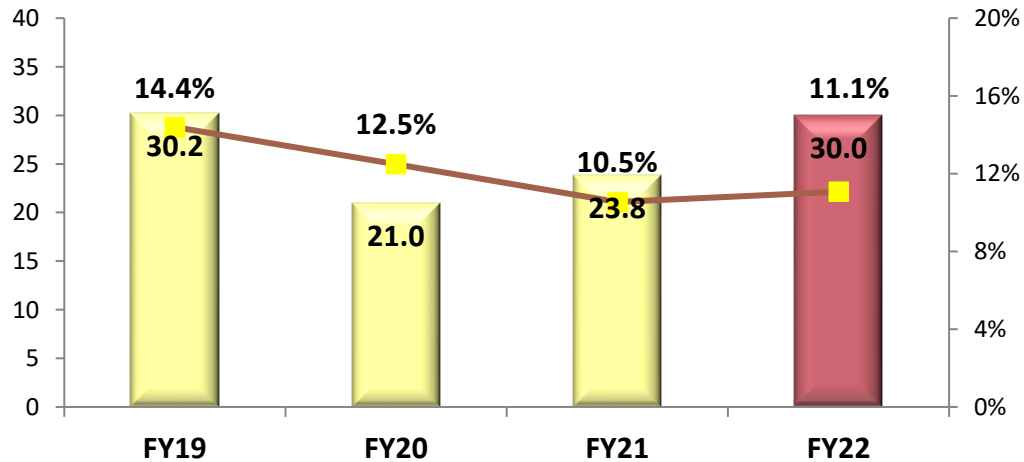
Volumes (Tons)



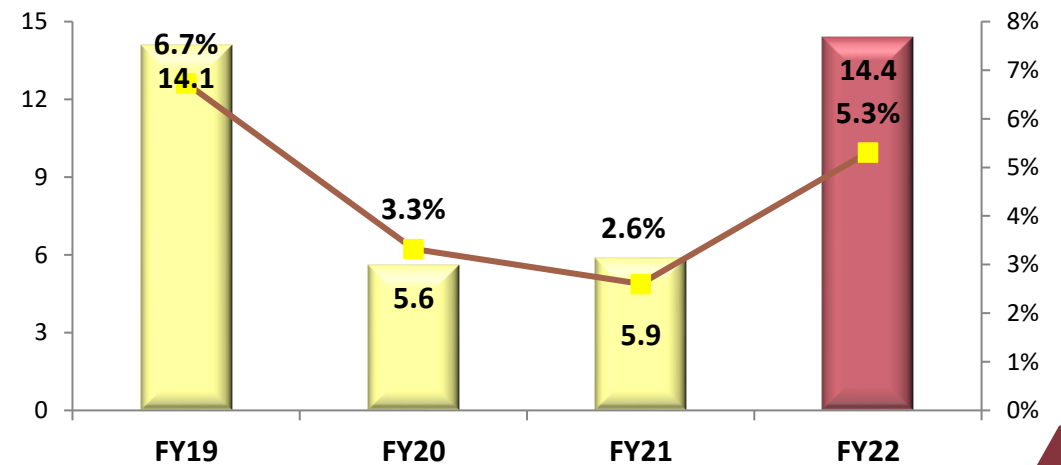
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)



Annual Financial Highlights – FY22

Rs. Cr	FY22	FY21	YoY%
Total Income from operations	271.23	225.69	
Other Operating Income	0.00	0.00	
Net Revenue	271.23	225.69	20.18%
Raw Materials	166.10	134.76	
Employee Cost	17.74	13.59	
Other Cost	57.35	53.56	
Total Expenditure	241.20	201.91	
EBITDA	30.02	23.78	26.26%
EBIDTA margin (%)	11.07%	10.54%	53 bps
Other Income	7.81	1.49	
Depreciation	10.92	8.50	
Interest	8.99	8.22	
Profit Before Tax	17.93	8.56	
Tax	3.52	2.69	
Profit After Tax	14.41	5.87	145.45%
PAT Margin (%)	5.31%	2.60%	271 bps
Basic EPS (Rs.)	1.62	0.66	145.45%

- Recovery in demand driven by agriculture sector, coupled with post-COVID recovery led to higher volumes
- Revenue realizations per ton improved during this period due to higher product prices and change in product mix
- Improved operational efficiencies offset the impact of rise in raw material cost, boosting EBITDA & PAT margins

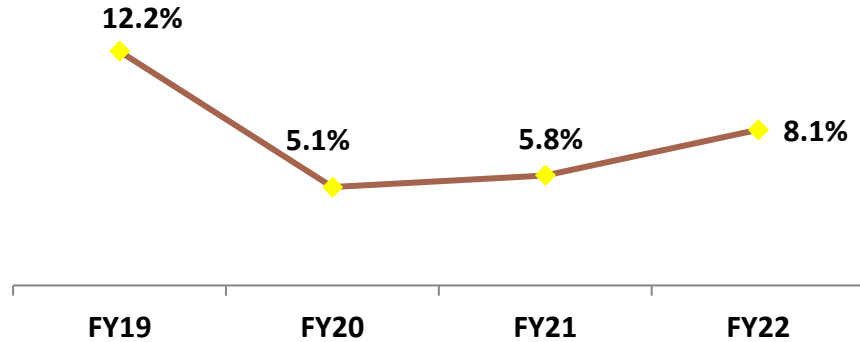
Balance Sheet as on 31st March 2022

Rs. Cr	As on 31 st Mar '21	As on 31 st Mar '22	Rs. Cr	As on 31 st Mar '21	As on 31 st Mar '22
Equity	127.71	139.01	Non-current Assets	133.17	134.64
Equity Share Capital	17.73	17.73	Property, Plant and Equipment	101.08	115.18
R&S	109.97	121.27	Capital work in progress	10.53	2.42
Non-Current Liabilities	48.15	46.03	Goodwill on Consolidation	13.55	13.55
Financial Liabilities	0.00	0.00	Financial Assets	0.00	0.00
Long Term Borrowing	36.29	34.56	Non Current Investments	6.04	0.04
Provisions	1.68	1.84	Other Financial Assets	0.29	1.24
Deferred Tax Liabilities	2.55	3.15	Deferred Tax Assets/ (Liability)	0.64	0.70
Other LT Liabilities	7.63	6.48	Long term Loans & Advances	0.00	0.00
Current Liabilities	104.13	105.27	Other Non Current Assets	1.05	1.51
Financial Liabilities	0.00	0.00	Current Assets	146.82	155.67
Short term Borrowings	40.02	38.64	Inventories	62.98	66.75
Trade Payables	23.89	26.57	Financial Assets	0.00	0.00
Other Financial Liabilities	30.86	32.94	Trade Receivables	63.92	71.54
Other Current Liabilities	7.70	4.12	Cash & Cash Equivalents	0.40	0.91
Short term Provisions	1.66	3.00	Bank	3.31	1.81
Total Equity & Liabilities	279.99	290.31	Other Financial assets	11.79	10.54
			Short term Loans & Advances	0.00	0.00
			Other Current Assets	4.41	4.11
			Total Assets	279.99	290.31

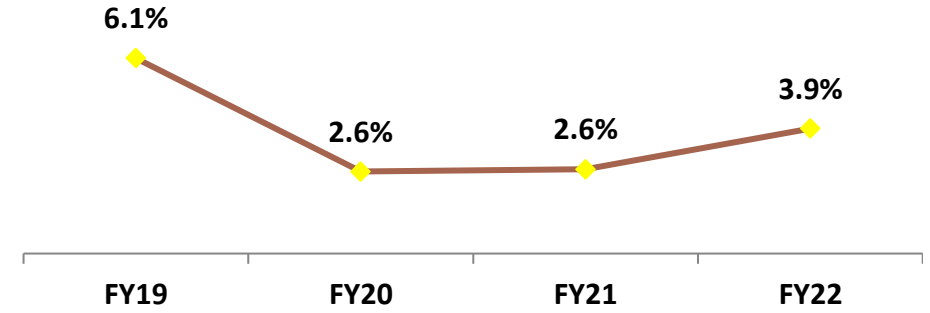
**Continued improvement in working capital cycle
Reduction in debt levels**

Key Ratios

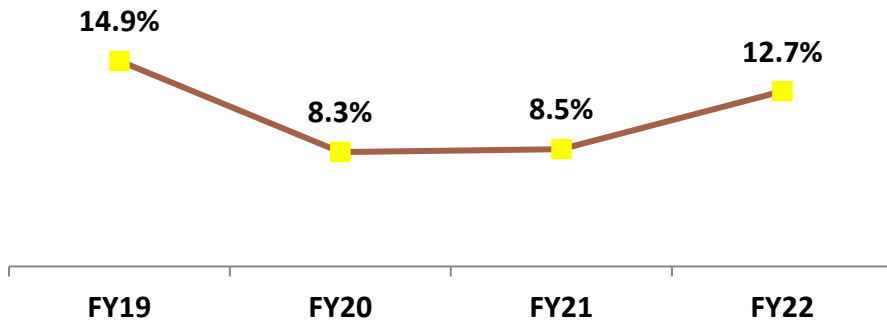
RoE (%)



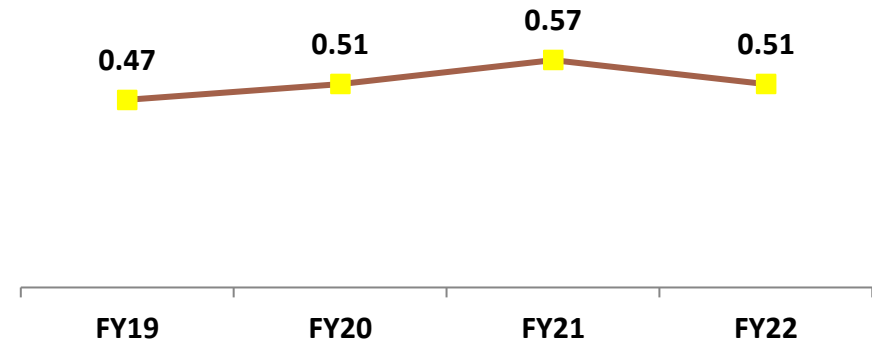
RoA (%)



RoCE (%)



Net Debt/Equity (x)



Preferential issue of 1,75,000 equity shares during Q4 FY19

$RoA = \frac{\text{Net Profit}}{\text{Total Assets}}$ \ $Net\ D/E = \frac{\text{Total Debt} - \text{Cash}}{\text{Total Equity}}$ \ $RoE = \frac{\text{Net Profit}}{\text{Total Equity}}$ \ $RoCE = \frac{EBIT}{\text{Shareholders Fund} + \text{Total Debt} - \text{non-current investments}}$

Way Ahead





01

Geographical Diversification

- *Expand in Geographically strategic locations of India*
- *Continue to focus on export opportunities and increase export contribution in revenues*



02

New Product Development

- *Continued focus to keep adding new products in basket of products*



03

Export Opportunities

- *Fully equipped manufacturing facilities of global standards – to provide opportunity to global OEMs*
- *Incremental Capex, partially, to be dedicated towards export market*



04

Key Focus Areas

- *Improve operational efficiencies*
- *Margin expansion*
- *Gain in Market Share*

Thank You

For further information, please contact:

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