



Pritika Engineering Components Ltd.

INVESTOR PRESENTATION

Pritika

Engineering
Components Ltd.

Disclaimer



Certain statements made in this presentation relating to the Company's objectives, projections, outlook, expectations, estimates, among others may constitute 'forward-looking statements' within the meaning of applicable laws and regulations. Actual results may differ from such expectations, projections etc., whether express or implied. These forward looking statements are based on various assumptions, expectations and other factors which are not limited to, risk and uncertainties regarding fluctuations in earnings , competitive intensity, pricing environment in the market, economic conditions affecting demand and supply, change in input costs, ability to maintain and manage key customer relationships and supply chain sources, new or changed priorities of trade, significant changes in political stability in India and globally, government regulations and taxation, climatic conditions, natural calamity, commodity price fluctuations, currency rate fluctuations, litigation among others over which the Company does not have any direct control. These factors may affect our ability to successfully implement our business strategy. The company cannot, therefore, guarantee that the 'forward-looking' statements made herein shall be realized. The Company, may alter, amend, modify or make necessary corrective changes in any manner to any such forward looking statement contained herein or make written or oral forward-looking statements as may be required from time to time on the basis of subsequent developments and events.

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Company Overview



Well-Known Player in Tractor & Automotive OEM Industry

Operates in high-value add precision machined components out of casting, increased focus on new trends in the Indian automotive OEM and tractor industry and well-positioned to capitalize on the trends.

Differentiated and comprehensive product portfolio

Offering wide variety of niche and comprehensive product portfolio including like *End Cover, Cover Sealed Brake, Differential Case, Cover hydraulic lift, Cover Transcase, Front Wheel Hub, Fly Wheel Housing, Rear Axle Casings, Brake Housing & Front Engine Supports, etc.* for diverse applications.

Legacy of technology and innovation: in house design/development

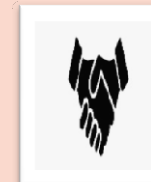
Started by R.S.Nibber a young technocrat in 1974, with manufacturing small forgings, Pritika have established as a strong in-house design and engineering capabilities and innovation track record across products, technologies and materials.



Established Player in Castings & Forgings for Tractor & Automotive OEM industry



Niche & Comprehensive Product Portfolio to cater wider customers



Long standing core customer base consisting of leading OEMs



Invested in Lost Foam Technology to enhance the production & enhance long-term growth

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Experienced & Qualified Board & Management Team



Raminder Singh Nibber

Chairman-Promoter & Founder

- ❖ More than 54 years of experience in the forging & casting industry.
- ❖ Gold Medalist in Metallurgy from University of Roorkee.
- ❖ Started Pritika Group as small manufacturer of small forgings and has spearheaded technological and product innovation over the years in to renowned brand in Tractor & Automotive industry



Harpreet Singh Nibber

Promoter & Managing Director

- ❖ Started his career with a leading Tractor Manufacturer of India in their manufacturing department for 2 years
- ❖ Joined Pritika Group in 1996.
- ❖ Holds a bachelor's degree in mechanical engineering and got trained professional for production management & business planning at AOTS, Osaka, Japan.



Ajay Kumar

Non-Executive Director

- ❖ More than 2 decades of experience in automotive component & OEM industry and associated with the group for more than 20 years.
- ❖ Holds a bachelors degree in Mechanical Engineering & MBA in Finance



Subramaniyam Bala

Independent Director

- ❖ Varied experience of about 51 years in the Castings and foundry industry
- ❖ Has designed, erected, commissioned and operated more than 7 foundries and developed more than 1,000 castings.



Neha

Independent Director

- ❖ An advocate doing practice in the High Court of Punjab & Haryana at Chandigarh.
- ❖ An experience of 14 years in advocacy.
- ❖ Also an Independent Director on the board of Pritika Auto Industries Ltd. and Pritika Industries Ltd.



Bishwanath Choudhary

Independent Director

- ❖ A fellow member of Institute of Company Secretaries of India, Institute of Cost Accountants of India and an MBA in finance.
- ❖ 44 years of experience in Finance & Corporate matters in Steel & Infrastructure industry.
- ❖ Also an Independent Director on the Board of Century Extrusions Ltd.



Narinder Kumar Tyagi

Chief Financial Officer

- ❖ Qualified Chartered Accountant with 31 years of experience in the listed and unlisted companies.
- ❖ Varied experience in the fields of Accounts, Finance, Taxation and commercial matters.
- ❖ He is also the CFO in Pritika Auto Industries Ltd., the holding company.



Chander Bhan Gupta

Company Secretary & Compliance Officer

- ❖ 35 years of experience as Company Secretary in listed and unlisted companies.
- ❖ Varied experience in dealing with corporate compliance affairs and legal matters.
- ❖ Associated with the group for the last 10 years and also the Compliance officer of Pritika Auto Industries Ltd., the holding company

Ready infrastructure in place to cater the ever expanding tractor & automotive OEM industry

The art of catering to the niche market, made us stand out in delivering unique set of products

Quality of products is uncompromised throughout

Strong relationships with auto majors like Mahindra, Eicher, ITL, TAFE Escorts, etc.





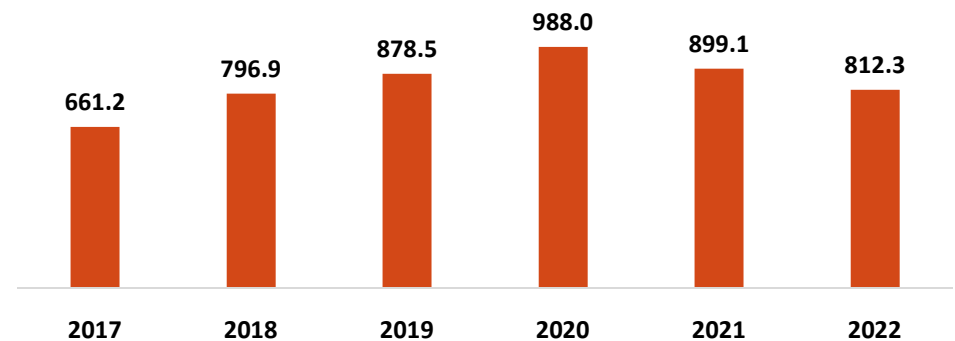
Domestic Tractor Industry : Wholesale April 2020 - March 2022

Manufacturer	FY2020	FY2021	FY2022	%M. Share 2022
M&M Group	291,901	343,833	397,052	40.02
Tafe Group	120,151	165,802	151,481	17.98
Sonalika	82,958	117,503	101,060	12.00
Escorts	82,252	101,849	87,168	10.35
John Deere	68,322	85,610	79,908	9.42
New Holland	26,745	35,828	32,053	3.81
Kubota	12,924	16,809	21,104	2.51
VST	6703	8162	6633	0.79
Preet	1643	6014	7152	0.85
Indo Farm	2875	4611	6930	0.82
Captain	3123	4446	3716	0.44
Force	3248	4004	4516	0.54
ACE	2055	2540	2426	0.29
SDF	4102	2418	1667	0.20
Total	709,002	899,429	842,266	100.00

Few pointers worth noting –

- The 31 to 50HP group accounts for more than 80% of tractor sales.
- With 17.4% of the industry share, Uttar Pradesh maintained its top spot in tractor sales.
- The top ten states account for 83 % of the industry share

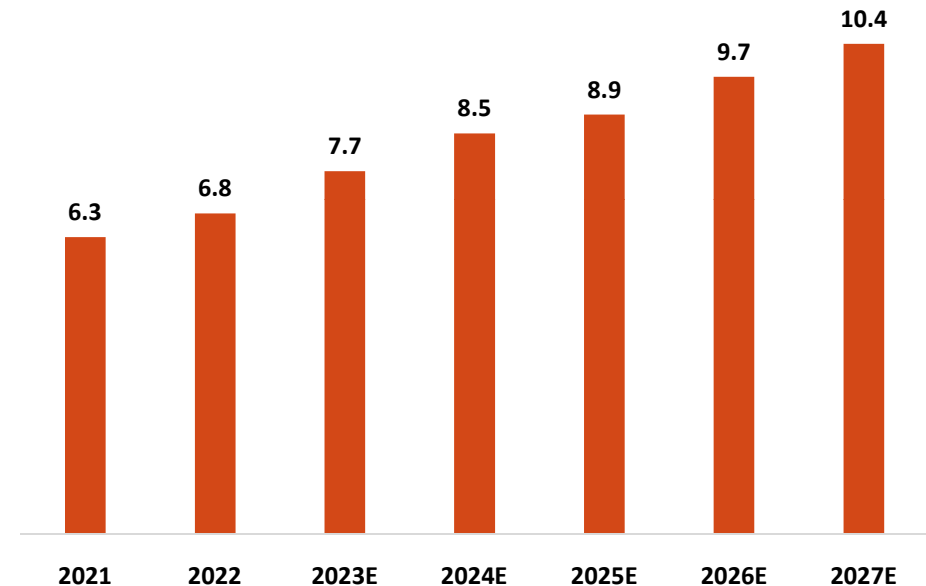
India Agricultural Tractor Market : Sales in Units, India, 2017-2020





- India remains a highly lucrative tractor market because of the decreasing availability of farm labor and the rise of innovative business models, such as custom hiring solutions for tractors
- In India, under the mechanization component of the macro-management scheme of agriculture by the Indian government, there is a provision of subsidy for promoting agricultural mechanization, including 25% of the cost limited to INR 30,000 for buying tractors of up to 35 PTO HP. Thus, with rising government support for enhancing farm mechanizations and expansion in crop production, sale of agriculture tractors is anticipated to rise in the upcoming years

India Agricultural Tractor Market : Value (Bn \$)



The India Agricultural Tractor Market is projected to witness a CAGR of 8.9% over the forecast period, 2022- 2027



Category	FY17	FY18	FY19	FY20	FY21	FY22
Domestic Sales	7,14,082	8,56,916	10,07,311	7,17,593	5,68,559	7,16,566
Exports	1,08,271	96,865	99,933	60,379	50,334	92,297
Source: SIAM						

Commercial Volume Growth

31%



FY22

27%



FY23E

Demand bounced back-

- Increased activity in the roads, mining, real estate and construction sectors
- Focus on last-mile connectivity

Volume Growth in FY24

8-10%



LCV

Cross pre-pandemic (fiscal 2019) sale volumes

13-15%



M&HCV

Expected to exceed pre-pandemic sale volumes in fiscal 2025

**CUSTOMER CENTRIC
FOCUS**

- Meet increasing demand of existing customers thru quality assurance, timely delivery & reliability.
- Adopting new technology to give better value to customer.



**OPTIMAL UTILIZATION
OF RESOURCES**

- Build self sufficient & fully integrated manufacturing facility.
- Focus on value added products & capacity utilization.
- Take cost reduction initiatives
- Drive process efficiencies

FOCUS ON KEY RESULT AREAS

- Focus on increasing share of business from Commercial Vehicle customers.
- Increased focus on exports

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Our Factory Premises



Over the years, we have strive to get the best technology and state of the art machinery and factory premises in order to stand in the list of top-notch supplier for leading tractor manufacturers.

Business & Financial Highlights

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Esteemed Clientele





Axle Supports



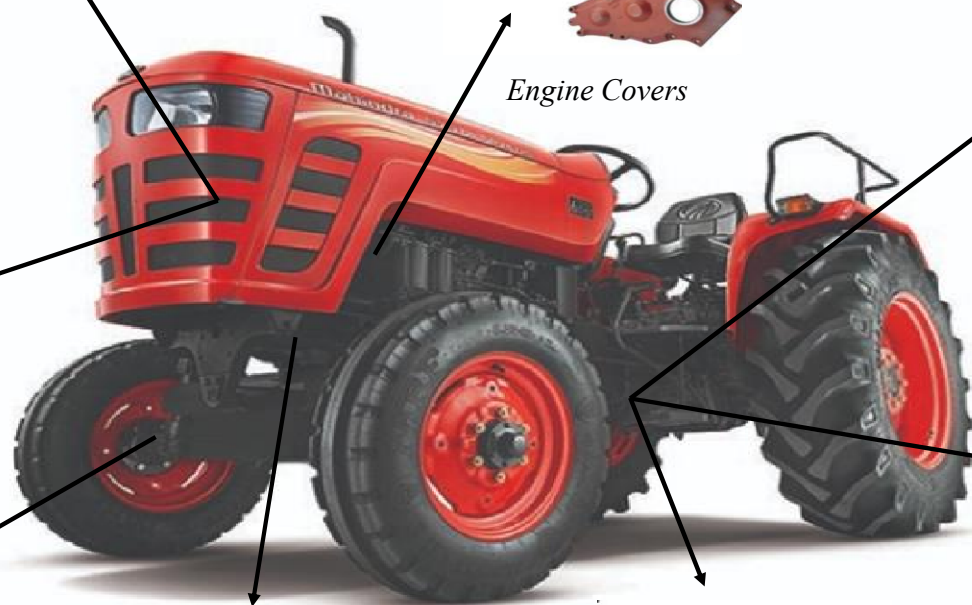
Engine Covers



Rear Axle Housings



Front Engine Supports



Wheel Hubs

Wheel Hubs



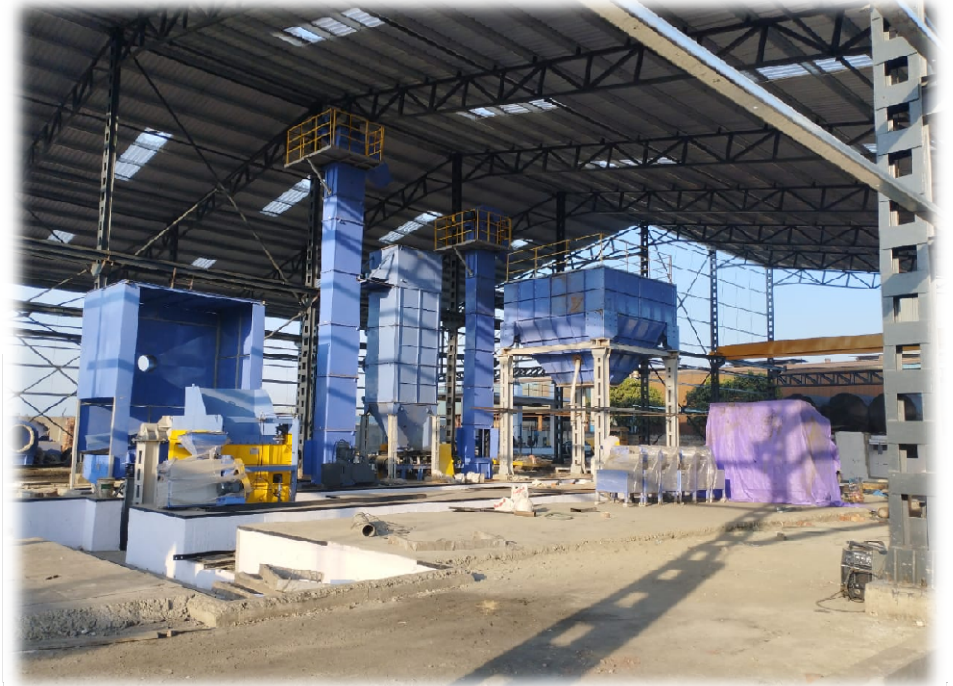
Crank Case



Plate Differential Carrier



Clutch housing & Fly Wheel housing



Our new plant to be set-up which will be using Lost-foam technology which is the first time in North India -

- Flexibility of growing portfolio and higher productivity at cost of production
- To be operational by this June 2023.

Enhancing our Core resource- Our Employees



Employees skill enhancement is a primary objective of Pritika Engineering Components Ltd. As learning is a never ending process, Pritika conducts time to time training programs for its employees. Training session conducted to educate employees.

Encouraging our employees for their constant efforts and to develop their core skills



Dedicated team of engineers & designers which helps us to offer our customers the desired service and also helping us to offer them new products which differentiates us in the industry.

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CSR- Serving the Community



Project for Awareness of Menstrual Hygiene among women through the distribution of dignity kits (implemented through Rani Breast Cancer Trust)



This Project is developed to emphasize women's need for good personal hygiene. The use of sanitary napkins during the menstrual cycle is important to prevent infections, particularly cervical cancer. Under this project, Dignity kits are being distributed to create awareness among women by providing them with a monthly kit for their menstrual cycle so that they can maintain good health and hygiene and prevent Cervical Cancer. We are distributing 5300 dignity kits for FY2022-23.

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CSR- Serving the Community



Providing Sports facilities for students at Govt. Senior Secondary School, Mundho, Sangita, S.A.S Nagar, Punjab



This Project is being done to encourage the zeal for sports among students by providing and installing sports equipment at Govt. Senior Secondary School Mundho Sangtia, S.A.S. Nagar, Punjab. The Project is being implemented by Chandigarh Central Rotary Club Service Trust, a Registered Society under Societies Registration Act, 1860.

Annexure



Balance Sheet- Liabilities



Particulars	<i>All values in lacs</i>	FY 2022	FY 2021	FY 2020
Equity & Liabilities				
Shareholder's Funds				
a) Share Capital		763.45	763.45	499.99
b) Reserve & Surplus		889.19	495.92	38.82
Total		1,652.64	1,259.37	538.81
Non-Current Liabilities				
a) Long-Term Borrowings		1,692.78	1,776.52	1,657.18
b) Deferred Tax Liabilities (Net)		25.79	23.51	3.46
c) Other Long-Term Liabilities		1,731.61	1,234.97	1,014.46
d) Long Term Provisions		-	-	-
Total		3,450.18	3,035.01	2,675.11
Current Liabilities				
a) Short-term Borrowings		814.88	298.29	302.81
b) Trade Payables				
- Due to Micro & small enterprises		-	-	-
- Due to others				
- Other Financial Liabilities		708.75	368.75	203.10
c) Other Current Liabilities		411.25	544.36	375.03
d) Current Tax Liability (Net)		37.40	85.69	39.51
e) Provisions		31.25	-	-
		-	2.76	-
Total		2,003.53	1,299.86	920.46
Total Equity & Liabilities		7,106.35	5,594.25	4,134.39



Particulars	<i>All values in lacs</i>	FY 2022	FY 2021	FY 2020
Non-Current Assets				
a) Property, Plant and Equipment		4,098.72	3,292.88	1,650.04
b) Capital work in progress		142.52	221.60	999.42
c) Financial Assets				
- Investments		0.06	265.32	168.75
- Other financial assets		15.00	15.00	-
b) Deferred Tax (Net)		1.90	1.89	1.89
c) Other Non-Current Assets		5.31	6.19	7.08
Current Assets		1,021.32	967.20	555.74
a) Inventories		1,399.16	487.78	505.74
b) Trade Receivables		23.24	8.15	2.85
c) Cash & Cash equivalents		75.41	84.67	43.86
d) Bank balances other than cash and cash equivalents				
e) Other Current Financial Assets		273.74	41.09	12.28
f) Other Current Assets		49.97	202.45	186.69
g) Current Tax Assets (Net)		-	-	-
Total		7,106.35	5,594.25	4,134.39

Profit & Loss Statement

Particulars	<i>All values in lacs</i>	FY 2022	FY 2021	FY 2020
1. Revenue from Operations		5,360.75	3,207.15	2,167.84
2. Other Income				
- Sale of Investments		366.21	-	-
- Income from other sources		12.62	37.19	4.55
Total Revenue		5,739.58	3,244.35	2,172.40
4. Expenses				
a) Cost of Material Consumed		3,472.90	2,045.02	1,279.89
b) Change of inventories of work in progress and finished goods		(174.18)	(239.03)	(397.47)
c) Employee Benefit Expenses				
d) Finance Costs		297.91	169.56	172.63
e) Depreciation & Amortization Expenses		219.34	190.52	169.58
f) Other Expenses		206.36	104.13	78.17
		1,130.17	915.91	496.70
Total Expenses		5,152.50	3,186.12	2,157.25
6. Profit/ (Loss) before exceptional & extraordinary items & Tax		587.08	58.23	15.14
7. Exceptional item		-	-	-
Profit/(Loss) Before Extraordinary items & Tax		587.08	58.23	15.14
Tax Expense:				
a) Current Tax		38.72	2.76	-
b) Adjustment of tax relating to earlier periods		(2.85)	-	0.19
c) Deferred Tax		2.27	20.05	1.17
d) MAT Credit Entitlement		-	-	-
Impact of fair valuation of Equity Shares		(155.68)	(0.15)	(28.12)
Profit/ (Loss) for the Year		393.26	35.56	41.89