



Precision Camshafts Limited

(100% EOU Division)

Works : D-5,D-6,7,7-1, M I D C, Chincholi, Solapur 413 255.



Sec/Feb/SE/N&B/05

Date: 24th February, 2017

BSE Limited,

Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai – 400001
(CODE:539636)

The National Stock Exchange of India Limited

Exchange Plaza, Bandra kurla Complex,
Bandra (E) Mumbai 400051
(CODE: PRECAM)

Dear Sirs,

Sub:- Submission of revised Investors Presentation under regulation 30 (1) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015

We would like to submit the revised Investors Presentation for the third quarter and nine months ended on 31st December, 2016 for your information and record.

You are kindly requested to take the same on record.

Thanking you,

Yours Truly

For **Precision Camshafts Limited**

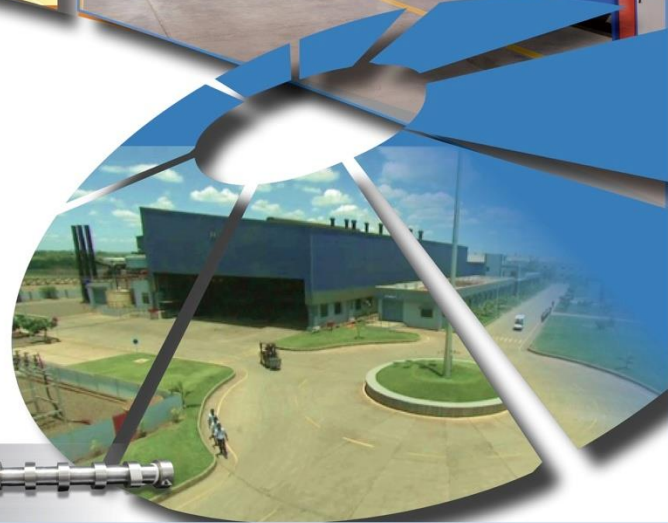
Swapneel S Kuber
Company Secretary &
Compliance Officer



RESULTS PRESENTATION – Q3 & 9M FY17

FEBRUARY 2017

PRECISION CAMSHAFTS LIMITED



This presentation and the following discussion may contain “forward looking statements” by Precision Camshafts Limited (“Precision Camshafts” or “PCL” or the “Company”) that are not historical in nature. These forward looking statements, which may include statements relating to future results of operations, financial condition, business prospects, plans and objectives are based on the current beliefs, assumptions, expectations, estimates and projections of the management of PCL about the business, industry and markets in which PCL operates.

These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond PCL’s control and difficult to predict, that could cause actual results, performance or achievements to differ materially from those in the forward looking statements.

Such statements are not and should not be construed as a representation of future performance or achievements of PCL. In particular, such statements should not be regarded as a projection of future performance of PCL. It should be noted that the actual performance or achievements of PCL may vary significantly from such statements.



- Q3 & 9M FY17 RESULT ANALYSIS
- COMPANY OVERVIEW
- SHAREHOLDING STRUCTURE

Q3 & 9M FY17 RESULT ANALYSIS

KEY HIGHLIGHTS

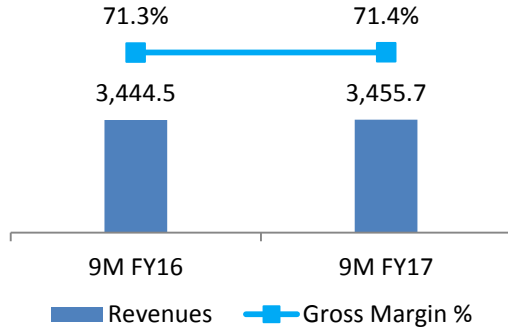


Based on Standalone Financials

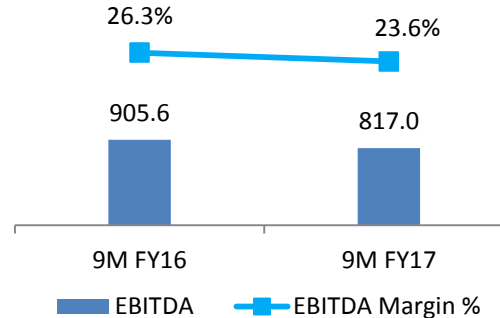
9M FY17 YoY Analysis

In Rs Mn

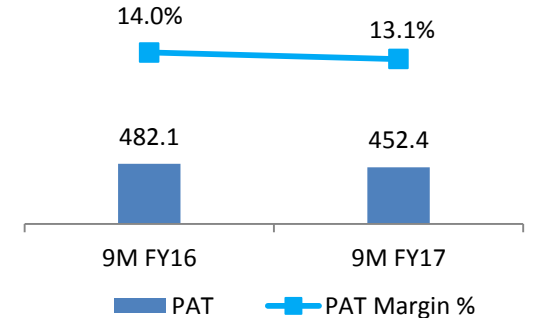
REVENUES & GROSS MARGIN



EBITDA & EBITDA MARGIN

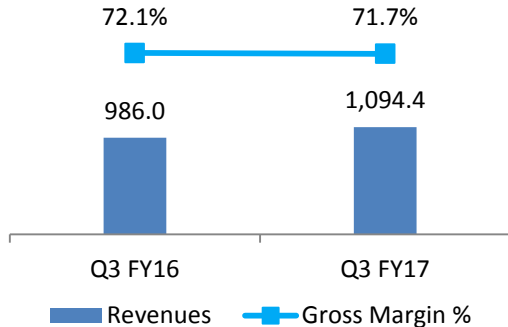


PAT & PAT MARGIN

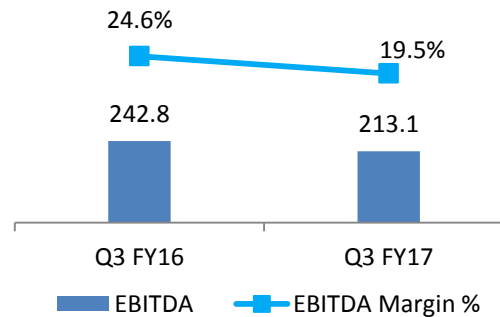


Q3 FY17 YoY Analysis

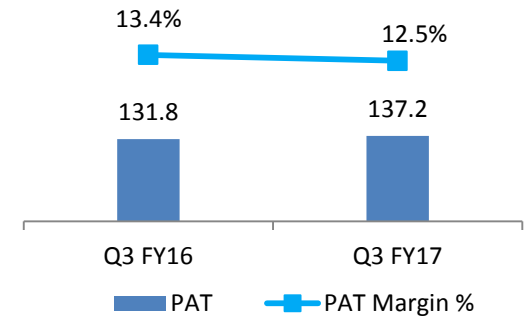
REVENUES & GROSS MARGIN



EBITDA & EBITDA MARGIN



PAT & PAT MARGIN



Q3 & 9M FY17 RESULT ANALYSIS

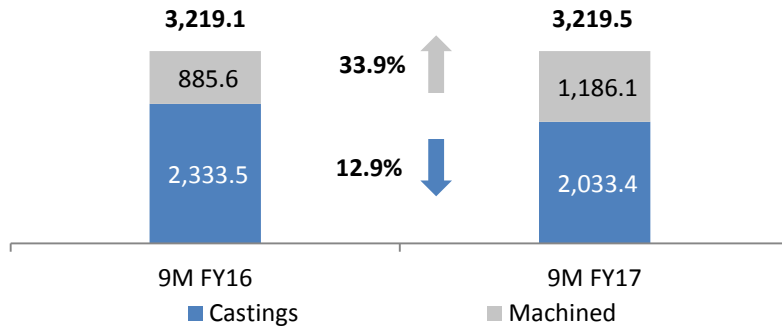
REVENUE ANALYSIS



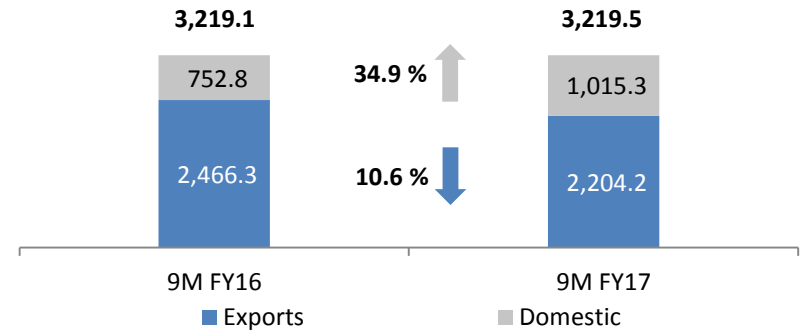
Based on Standalone Financials

9M FY17 YoY Analysis

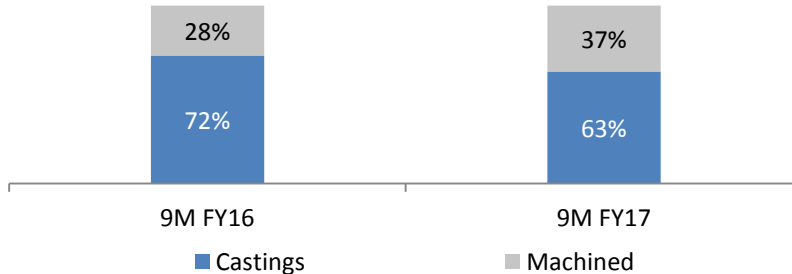
PRODUCT REVENUES - CASTINGS VS MACHINED CAMSHAFTS



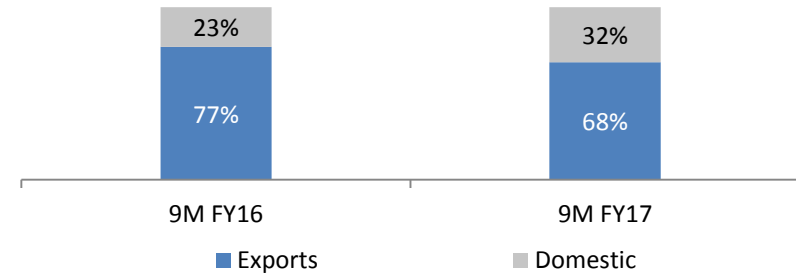
PRODUCT REVENUES - DOMESTIC VS EXPORTS



SHARE OF BUSINESS



SHARE OF BUSINESS



* Product revenues are net of excise duty

In Rs Mn

Q3 & 9M FY17 RESULT ANALYSIS

REVENUE ANALYSIS

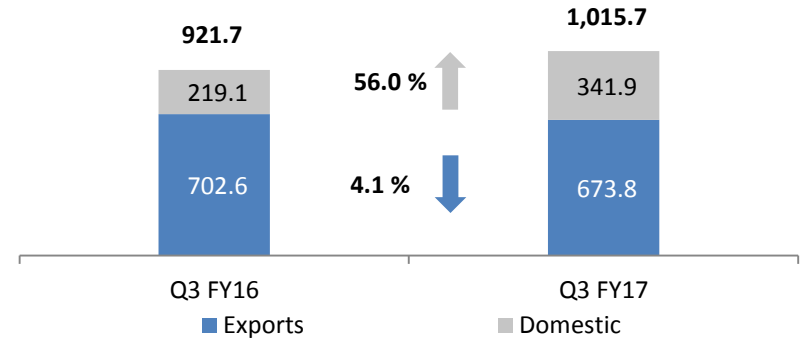
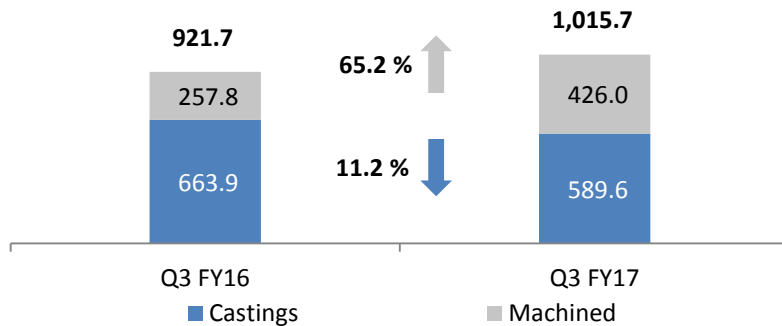


Based on Standalone Financials

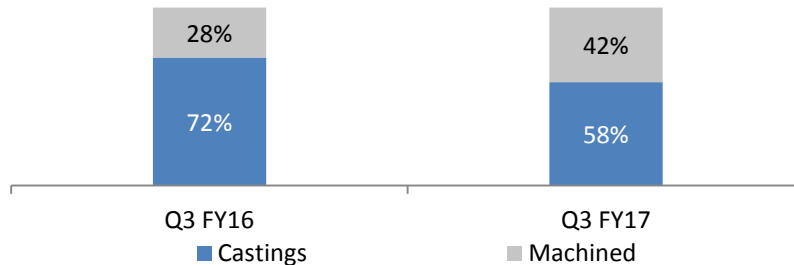
Q3 FY17 YoY Analysis

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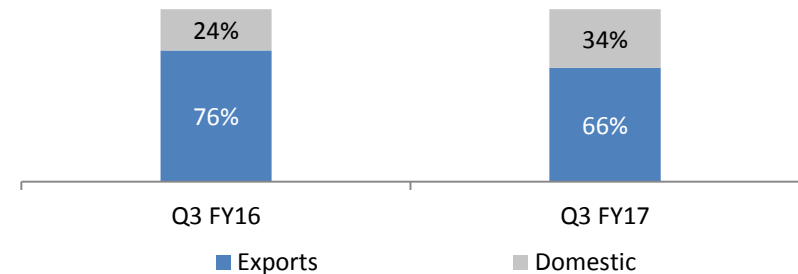
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SHARE OF BUSINESS



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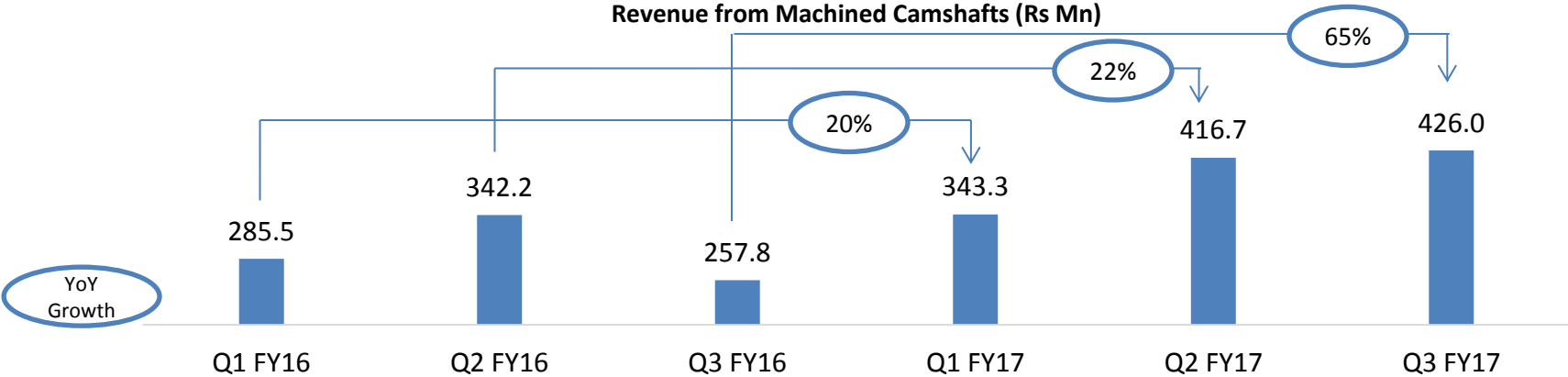


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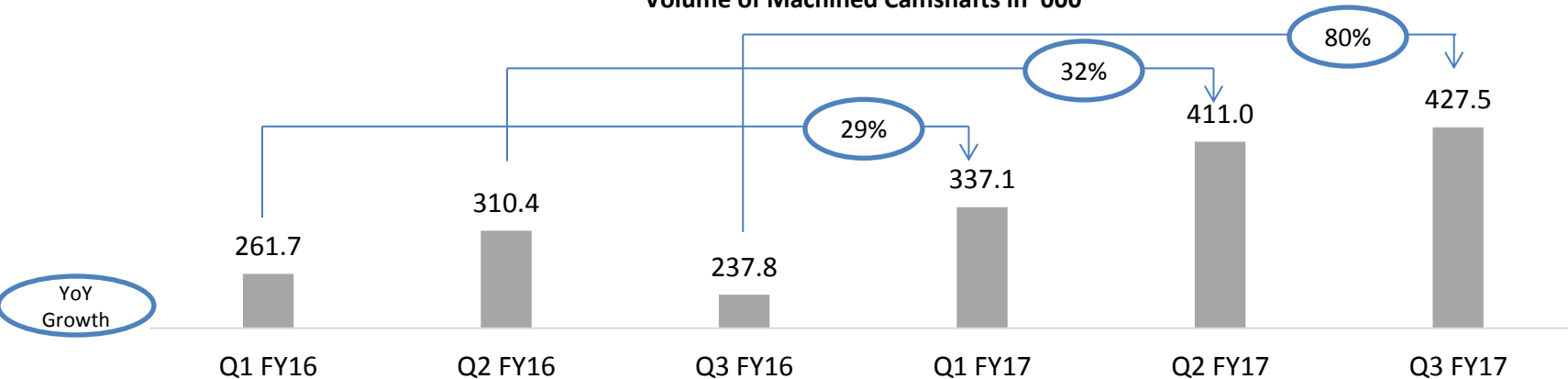
In Rs Mn

CONTINUED FOCUS ON INCREASING THE SHARE OF MACHINED CAMSHAFTS

Revenue from Machined Camshafts (Rs Mn)



Volume of Machined Camshafts in '000





Q3 FY17 Total Revenues increased by 11.0% to Rs 1,094.4 mn.

- Domestic revenues increased by 56.0% and export revenues declined by 4.1%.
- Share of domestic vs. exports was 34:66 in Q3 FY17 compared to 24:76 in Q3 FY16.
- Sales of casting camshafts declined by 11.2% YoY, however this was offset by 65.2% increase in sales of machined camshafts.
- Other operating income declined primarily due to lower tooling income (depends on development schedules of the customer) during Q3 FY17.
- Despite the negative impact of foreign exchange fluctuations due to depreciation of Euro, the overall revenues grew primarily driven by higher share of machining camshafts. Our focus continues to remain on increasing the sale of machined camshafts.

Q3 FY17 EBITDA declined by 12.2% to Rs 213.1 mn. EBITDA margin declined from 24.6% to 19.5%.

- Employee expenses primarily increased due to one-time provision made in Q3 FY17 for voluntary retirement sought by certain employees from the Domestic Unit as we shifted certain manufacturing from Domestic unit to EOU unit for better management of inventory and quality control.
- Other Expenses primarily increased due to
 - Higher consumable consumption due to increase in manufacturing and sale of machined camshafts.
 - R&D expenses were incurred for development of assembled camshaft.
 - Excise Duty burden on account of increase in domestic sales from EOU Division.
- Power cost increased due to increase in the tariff by MSEDCL.
- Excise duty on sale of products increased due to higher domestic sales during the quarter.

Q3 FY17 PAT grew by 4.1% to Rs 137.2 mn. PAT margin declined from 13.4% to 12.5%.

- Finance cost decreased by 23.5% driven by repayment of ECB term loan.
- Other income increased due to higher interest income on fixed deposits.

Q3 & 9M FY17 RESULT HIGHLIGHTS

STANDALONE P&L STATEMENT



Particulars (In Rs Mn)	Q3 FY17	Q3 FY16	YoY %	Q2 FY17	QoQ %	9M FY17	9M FY16	YoY%
Revenue from Operations	1,080.2	947.9	14.0%	1,114.2	-3.0%	3,396.7	3,330.1	2.0%
Other Operating Income	14.2	38.1	-62.8%	19.9	-28.8%	59.0	114.4	-48.4%
Total Revenues	1,094.4	986.0	11.0%	1,134.1	-3.5%	3,455.7	3,444.5	0.3%
COGS	309.8	275.0	12.7%	309.7	0.0%	986.8	988.4	-0.2%
Gross Profit	784.6	711.0	10.4%	824.4	-4.8%	2,468.9	2,456.0	0.5%
Gross Margin	71.7%	72.1%	-42 bps	72.7%	-100 bps	71.4%	71.3%	14 bps
Employee Expenses	166.5	146.4	13.7%	147.3	13.0%	451.2	420.4	7.3%
Other Expenses	226.2	181.1	24.9%	241.4	-6.3%	667.4	641.9	4.0%
Power and Fuel expenses	117.1	105.0	11.5%	117.9	-0.6%	358.9	365.2	-1.7%
Excise Duty on Sale of Goods	61.8	35.7	73.2%	61.3	0.8%	174.4	123.0	41.7%
EBITDA	213.1	242.8	-12.2%	256.5	-16.9%	817.0	905.6	-9.8%
EBITDA Margin %	19.5%	24.6%	-516 bps	22.6%	-315 bps	23.6%	26.3%	-265 bps
Depreciation	93.2	97.0	-3.9%	94.2	-1.1%	280.5	296.7	-5.4%
Finance Cost	17.1	22.3	-23.5%	18.9	-9.5%	58.9	67.6	-12.8%
Other Income	101.7	74.9	35.8%	67.6	50.5%	237.4	189.8	25.1%
PBT	204.5	198.4	3.1%	211.0	-3.1%	714.9	731.1	-2.2%
Tax Expense	67.4	66.6	1.2%	80.6	-16.4%	262.5	249.0	5.4%
PAT	137.2	131.8	4.1%	130.4	5.2%	452.4	482.1	-6.2%
PAT Margin %	12.5%	13.4%	-83 bps	11.5%	103 bps	13.1%	14.0%	-90 bps
Earnings Per Share (EPS) In Rs. (Basic)	1.46	1.63	-10.4%	1.39	5.0%	4.82	5.96	-19.1%

COMPANY OVERVIEW

MARQUEE CUSTOMERS AND GLOBAL FOOTPRINT



MARQUEE CUSTOMERS



HYUNDAI



Mercedes-Benz



PORSCHE



SSANGYONG

MAHLE



GEOGRAPHICAL FOOTPRINT



- Geographies in which customers are serviced by PCL

MARKETING NETWORK

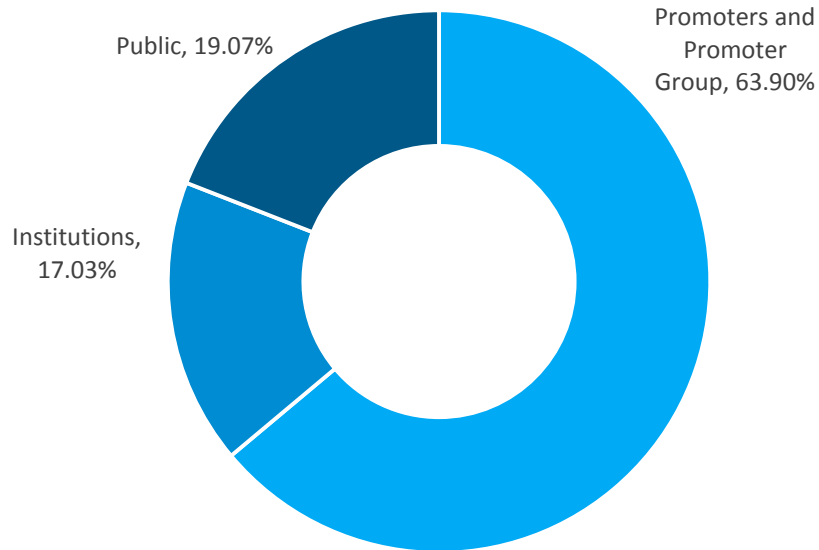
- 4 continents serviced through various agencies –
 - KorConsulting LLC - North America, Europe and UK
 - Huppert Engineering - South America
 - T&G Auto-tec - South Korea

CAPACITY EXPANSION: ADDITION OF MACHINE SHOP

- New machine shop for ductile / assembled / chilled cast iron camshafts at EOU division in Solapur
- Proposed capacity – 2.0 mn units / year
- Total capex – Rs 2,302 mn
- Capacity addition to take place in phases over FY17 and FY18 subject to the orders received from customers
- This will help PCL expand its product offerings for existing customers, as well as target new customers
- PCL has already received orders from Ford Motors and Toyota for ductile camshafts



% Shareholding – 31st December 2016



Source: BSE

Key Institutional Investors – As on 31st December 2016

SBI MF	7.22%
IDFC PREMIER EQUITY FUND	3.60%
ICICI PRUDENTIAL MF	1.96%
Canara ROBECO MF	1.48%
HDFC MF	1.12%

Source: Bloomberg

FOR FURTHER QUERIES:



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Director & CFO

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