

**RICO AUTO INDUSTRIES LIMITED**

REGD. & CORP. OFFICE : 38 K.M. STONE, DELHI-JAIPUR HIGHWAY, GURUGRAM -122001, HARYANA (INDIA)  
EMAIL : rico@ricoauto.in WEBSITE : www.ricoauto.in TEL.: +91 124 2824000 FAX : +91 124 2824200  
CIN : L34300HR1983PLC023187

RAIL:SEC:2019

August 08, 2019

BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400001  Scrip Code - <b>520008</b>	National Stock Exchange of India Limited Exchange Plaza, 5 <sup>th</sup> Floor, Plot No.C/1, G Block Bandra-Kurla Complex Bandra (E) Mumbai - 400 051  Scrip Code - <b>RICOAUTO</b>
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**Sub : Presentation to Analysts on 8<sup>th</sup> August, 2019**

Dear Sir/Madam,

In continuation to our letter dated 7<sup>th</sup> 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](http://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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## Key Facts

**RICO**

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

**RICO**

### 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**

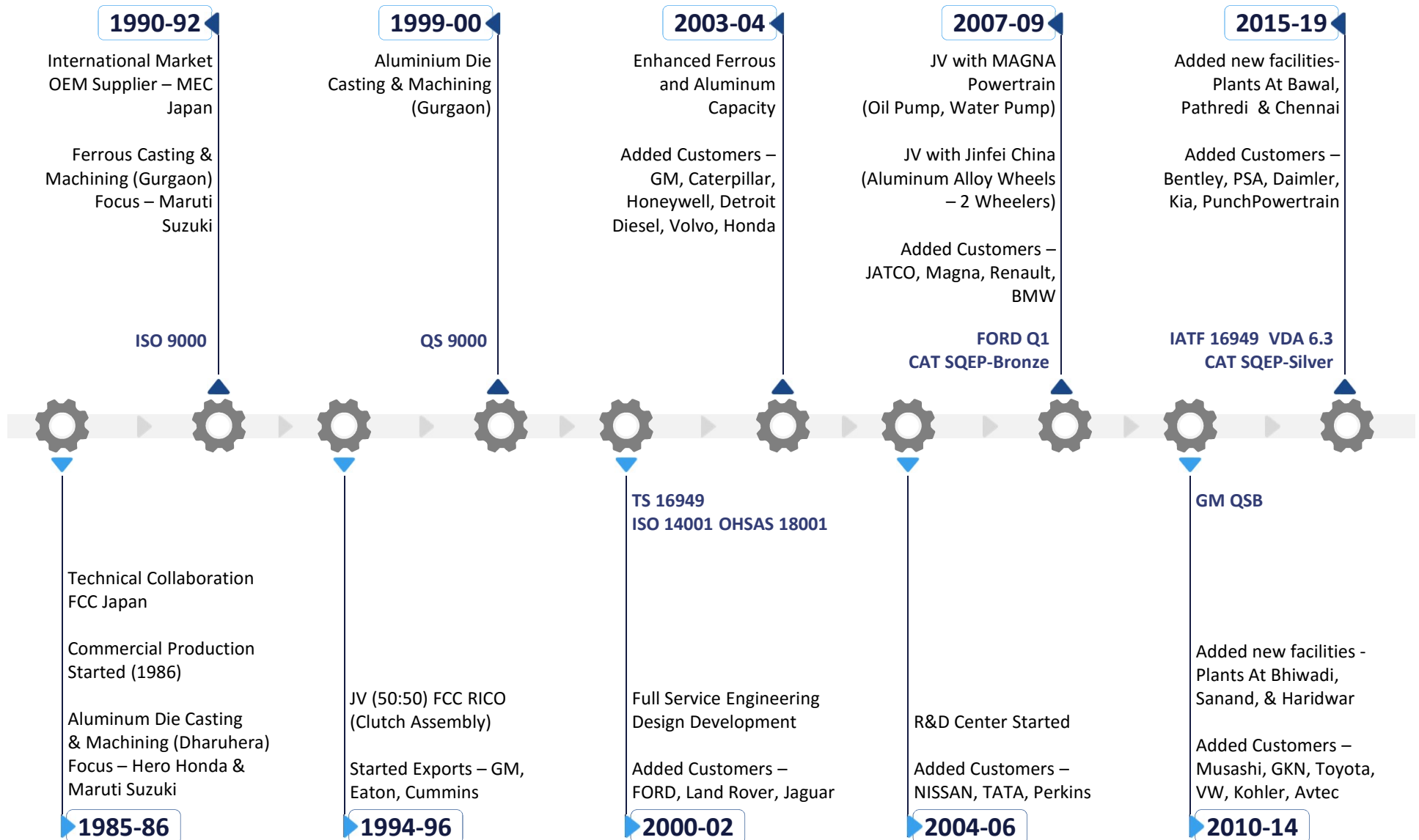
#### EXCELLENCE

The power of being the best



## The Journey So Far

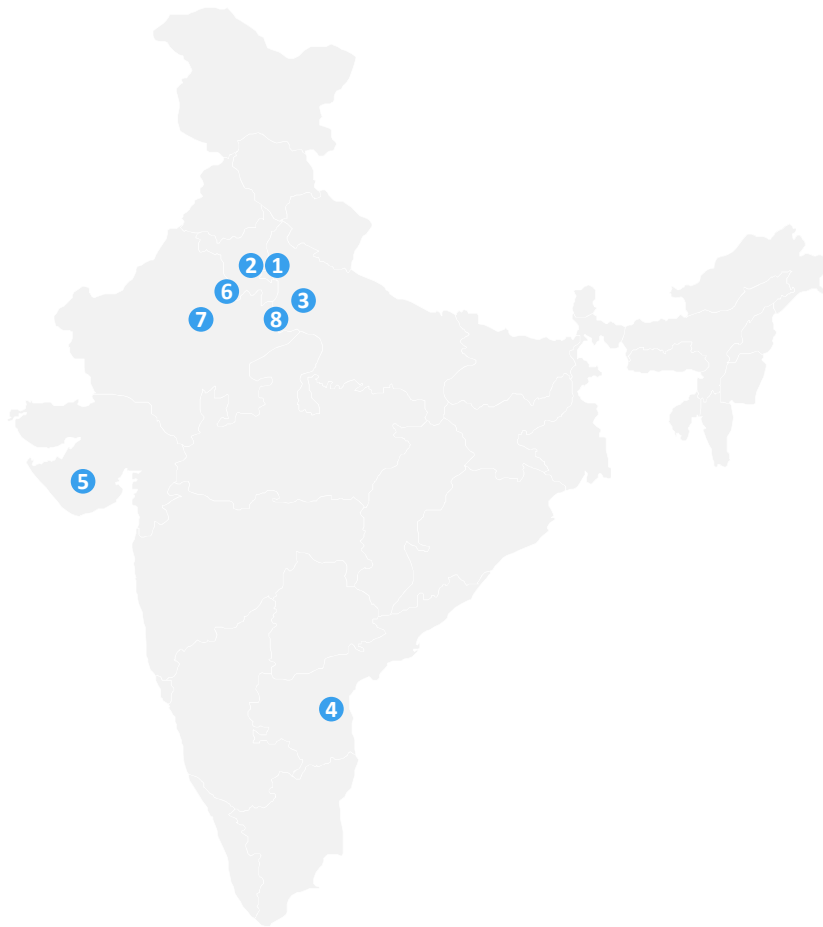
**RICO**





## Manufacturing Locations - 14

**RICO**



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





## Board of Directors



**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

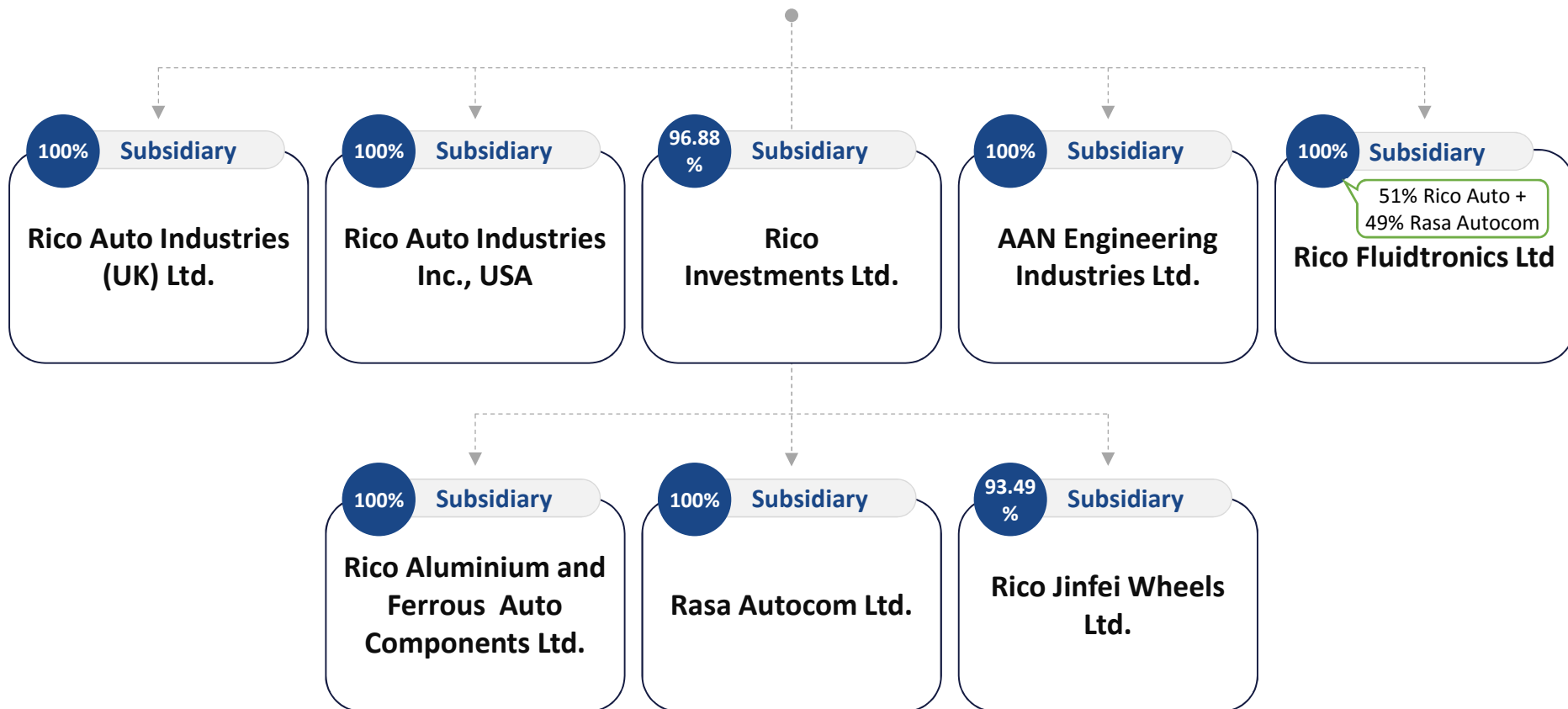


**B. M. Jhamb**  
Company Secretary





RICO AUTO INDUSTRIES LIMITED

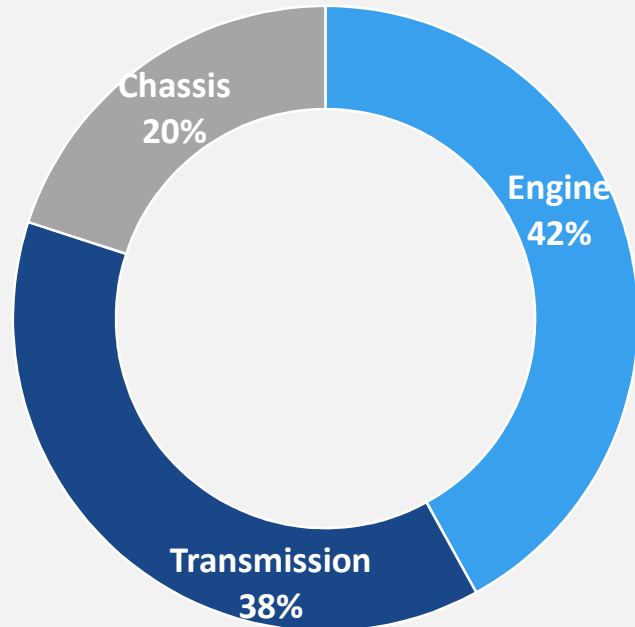




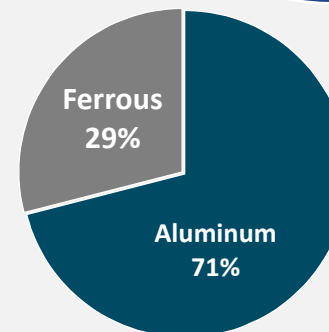
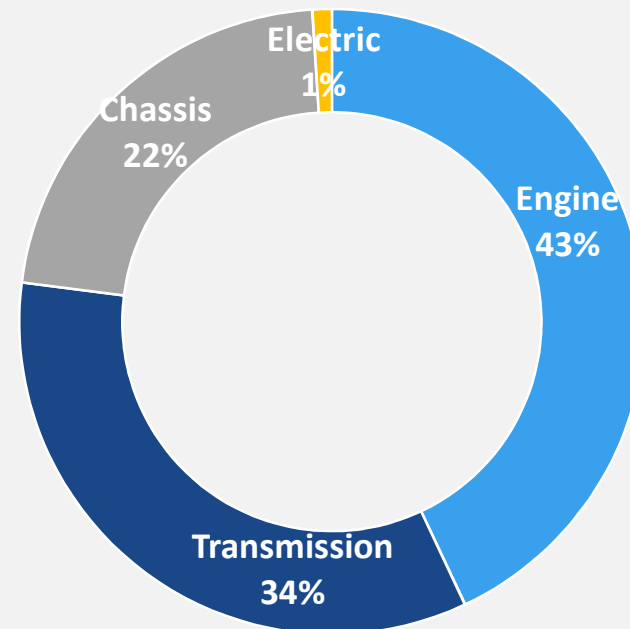
## Group Revenue – Product Segment Wise

**RICO**

**FY 19 (Actual)**



**FY 20 (Expected)**

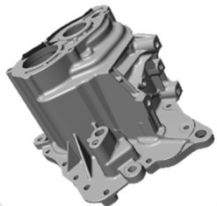
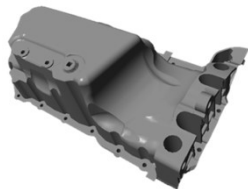




## New Customer Addition

**RICO**

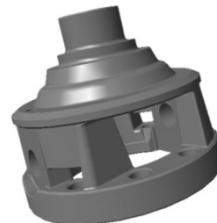
Program Value  
**441 Cr**



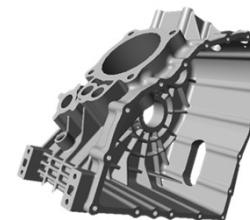
Program Value  
**425 Cr**



Program Value  
**180 Cr**



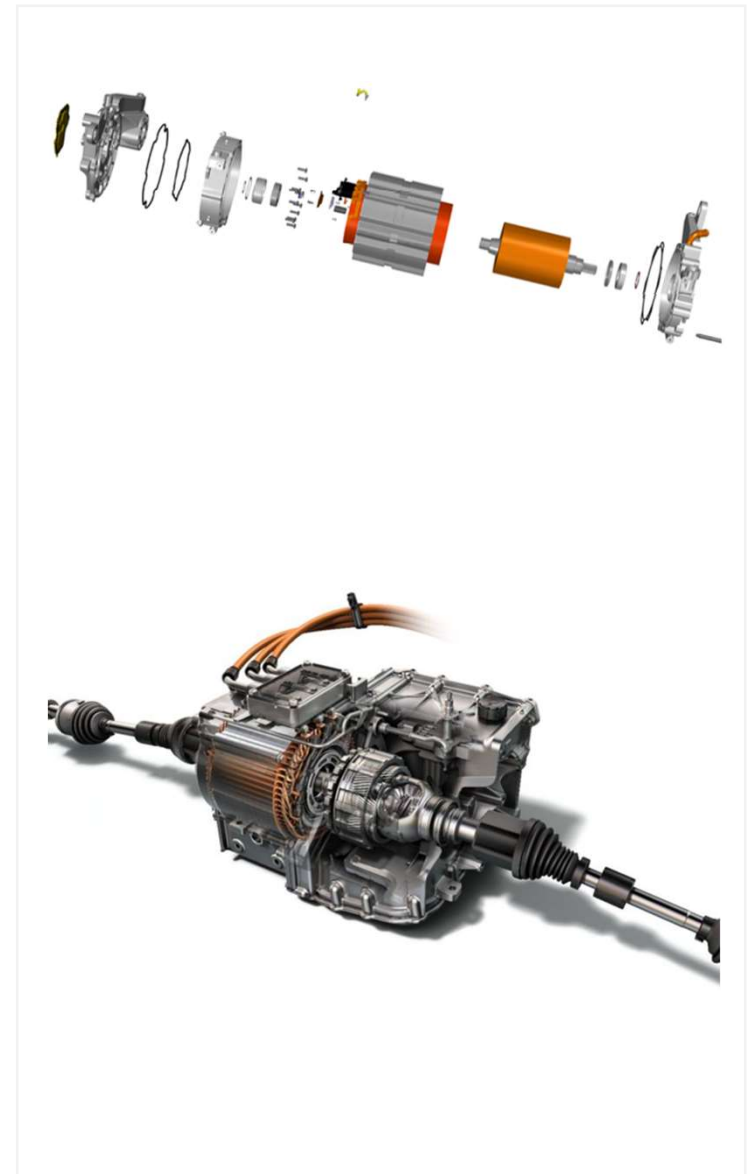
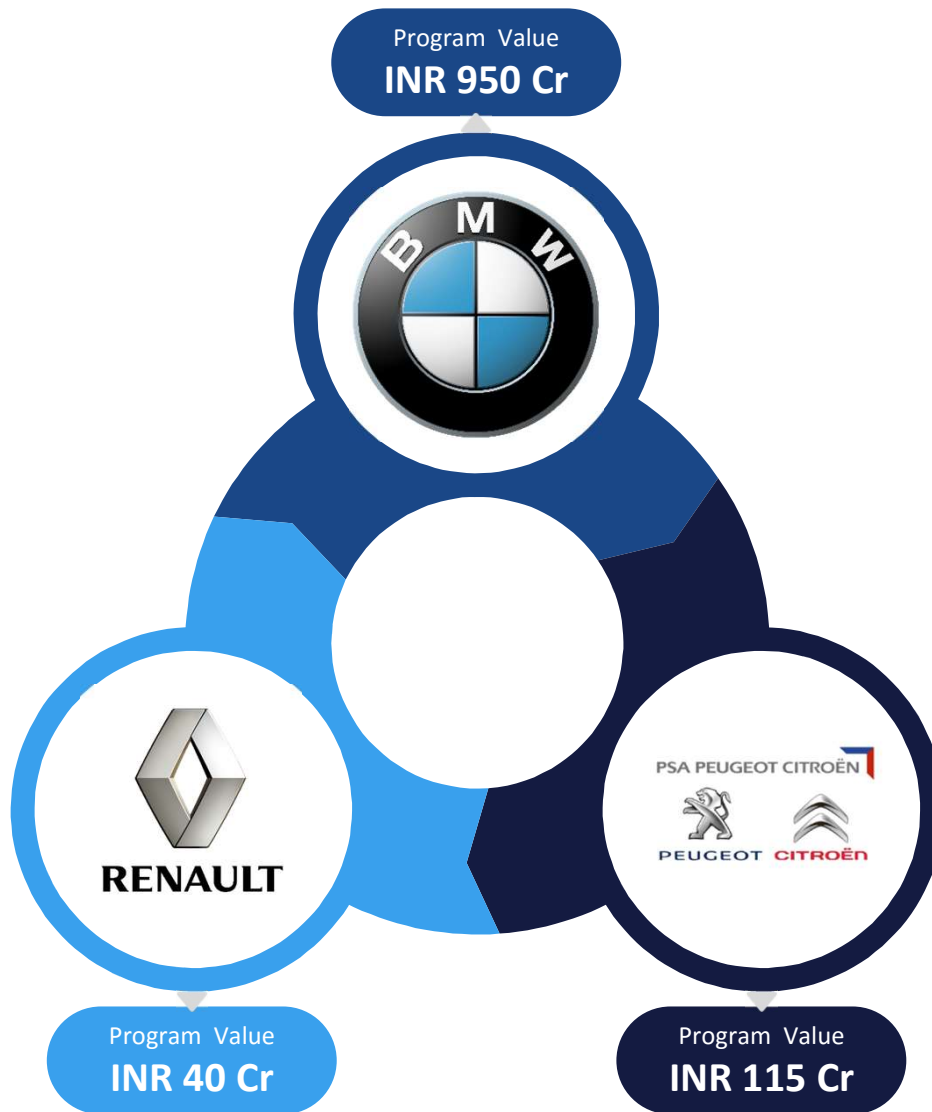
Program Value  
**108 Cr**



Program Value  
**37 Cr**

DAIMLER



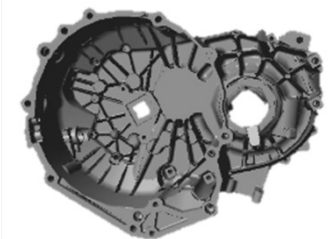
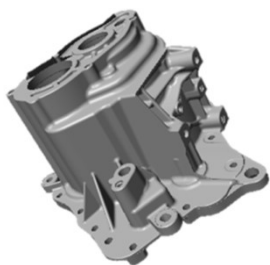
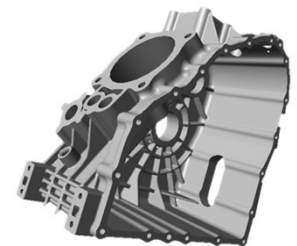
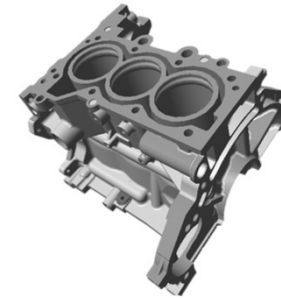
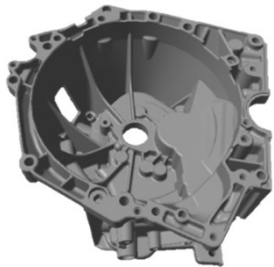


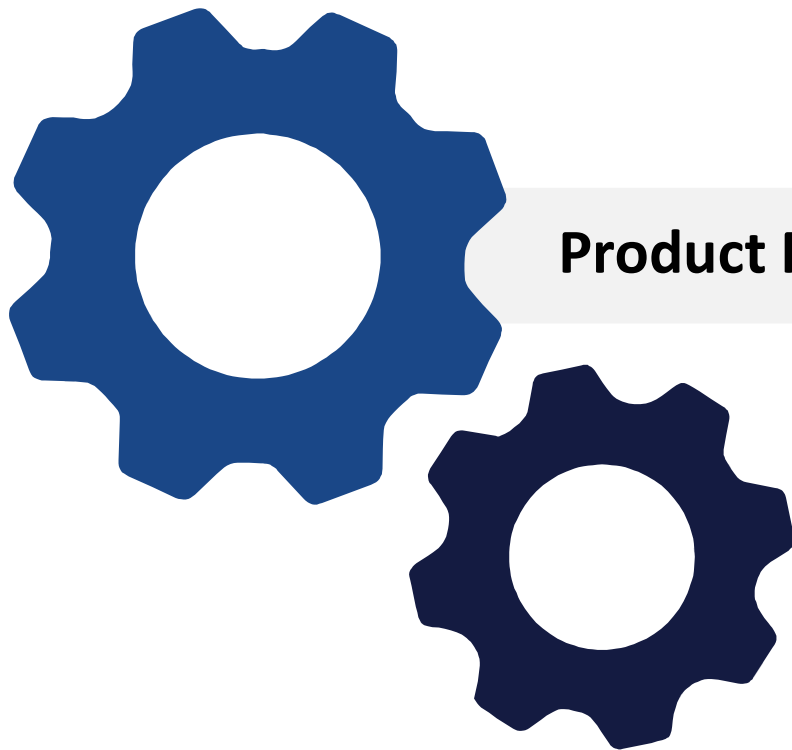


## High Tonnage Focus (> 1250 Tones)

**RICO**

Program Value  
INR 1,200 Cr





## Product Portfolio





## Product Divisions

**RICO**



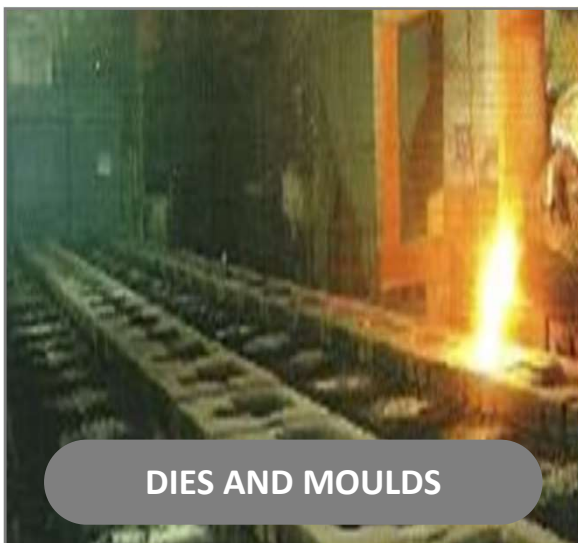
**ALUMINUM CASTING**



**FERROUS CASTING**



**MACHINING AND ASSEMBLY**



**DIES AND MOULDS**



**DEFENCE EQUIPMENTS**



**ENGINEERING & R&D**





## Engine Business

**RICO**



(Suzuki, GM)

**Assy. Cover Cylinder Head**



(GM)

**Balancer Shaft**



(Renault, Nissan, Suzuki)

**Exhaust Manifold**



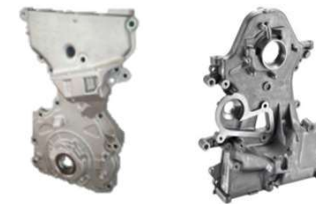
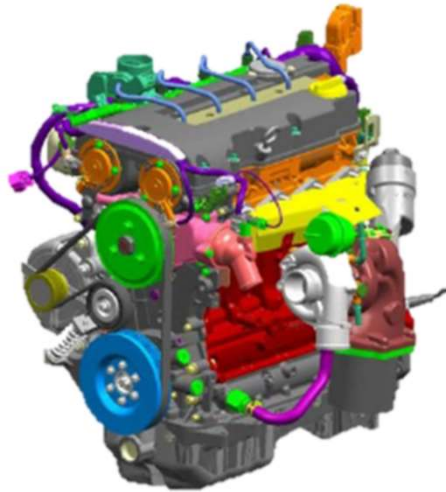
(Nissan, Tata, GM, Suzuki, Fiat, Honda, Ford, Hyundai)

**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**



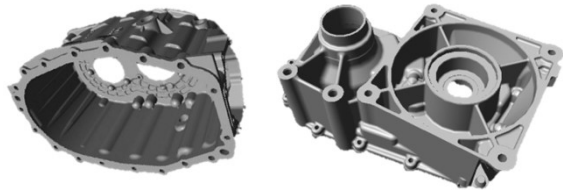
(Renault, PSA )

**Clutch / Mechanical Housing**



(Suzuki)

**Shifter Forks**



(Tata, Renault)

**Front Diff Housing**



(Allison )

**Ground Sleeve & Shaft**



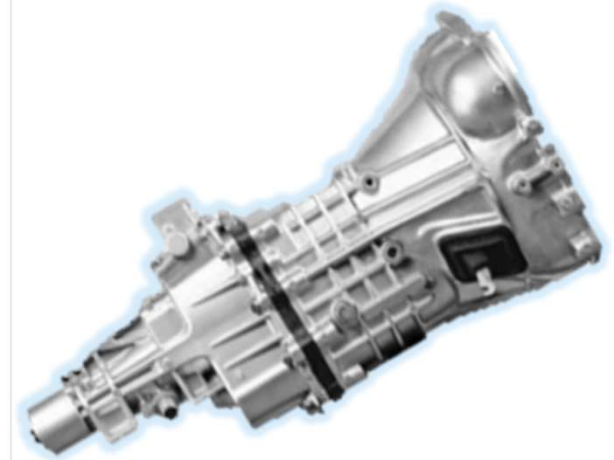
(BMW, GKN, Suzuki, Ford, Honda)

**Differential Case & Housing**



(Jatco, PunchPowertrain)

**Retainer Bearing Support**







## 2 Wheeler Business

**RICO**



Front & Rear Hubs



Front & Rear Brake Panel Assy



Crank Cases



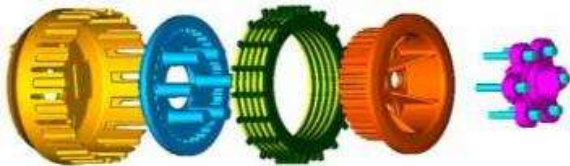
CBS



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

**RICO**



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.



Arms Licence for the  
Manufacturing of Ammunition

Aerial Ammunition 50 Cr  
spread in 3 years by Aug 18

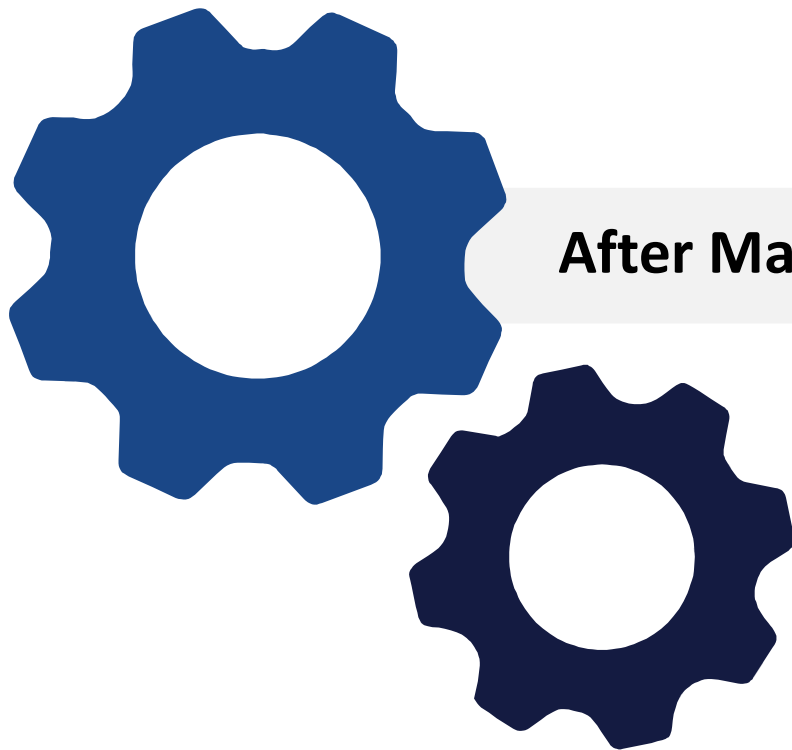
**Mechanical Fuses – under  
bidding Dec 19**

– 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

Track-links



## After Market Business Highlights

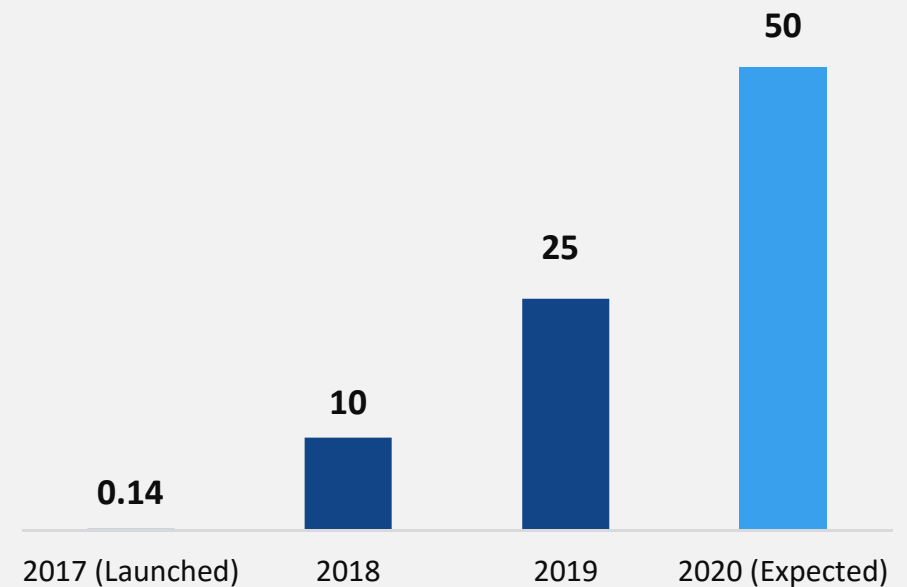




### Launch Of 4W Parts in FY19



Total Revenue (in Cr.)



Initiated on  
**20<sup>th</sup> 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**

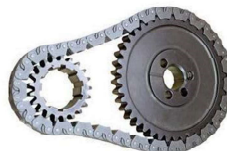
**New  
Products**



**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

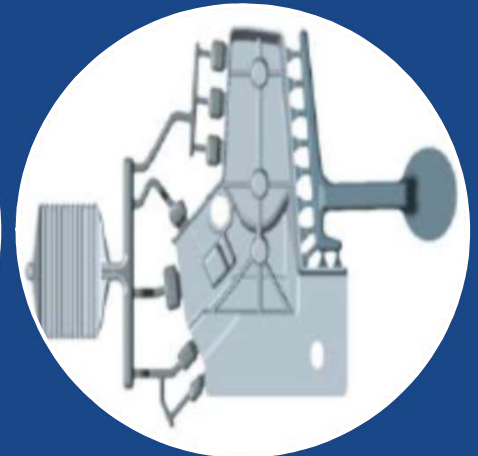
Concurrent Engineering

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





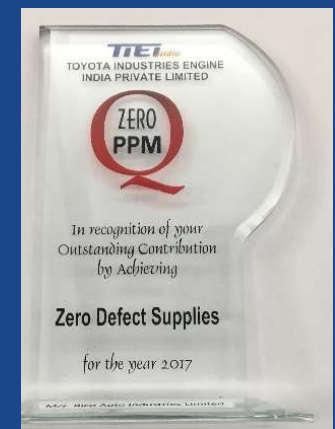


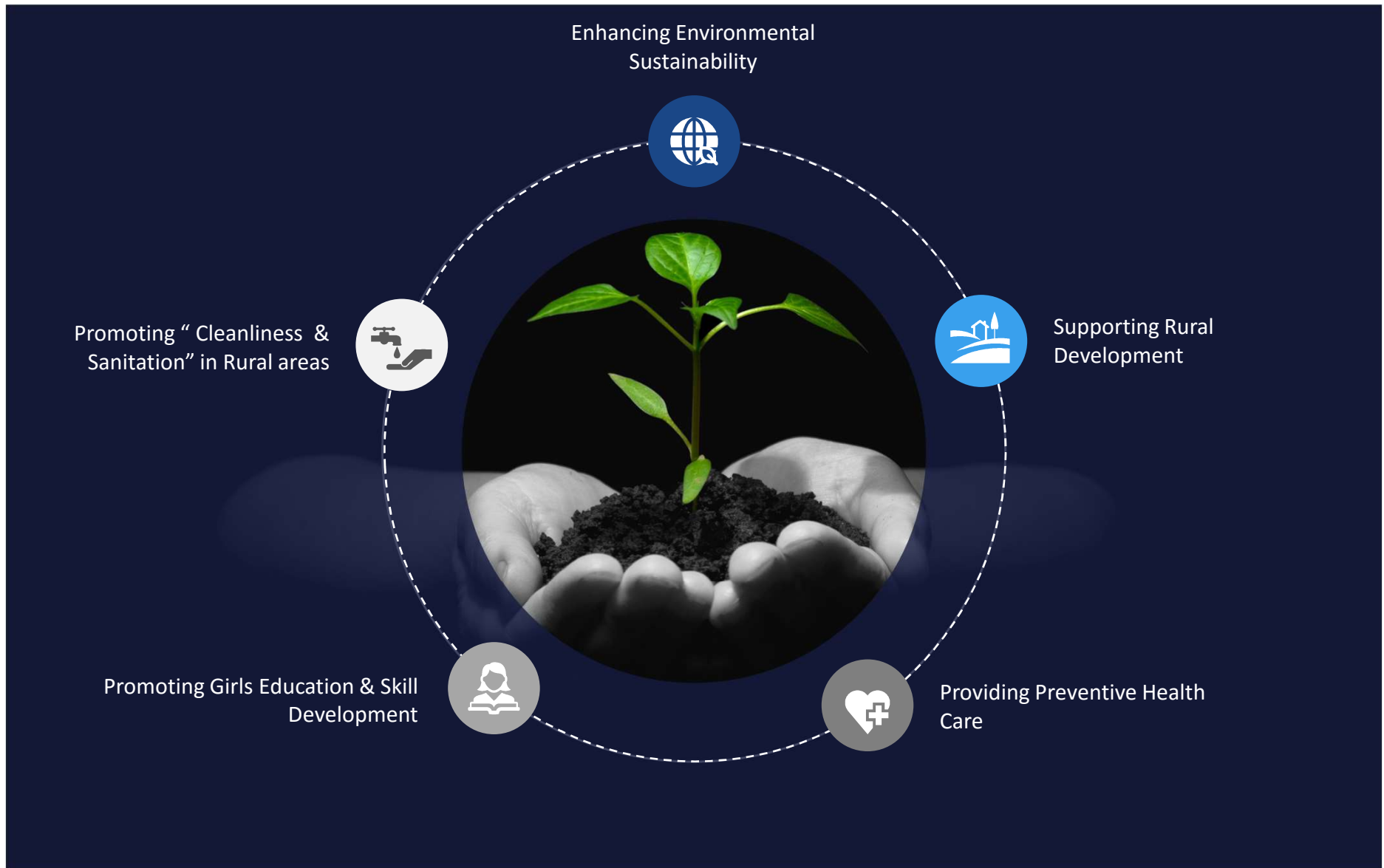
## **Awards, CSR Activities & HR Initiatives**



## Awards & Recognition

**RICO**







## Organizational HR/IR Initiatives, Employee Engagement & Nurturing Harmony

**RICO**

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



## Financials





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



Standalone			Consolidated	
Q1FY20	Q1FY19	Particulars	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



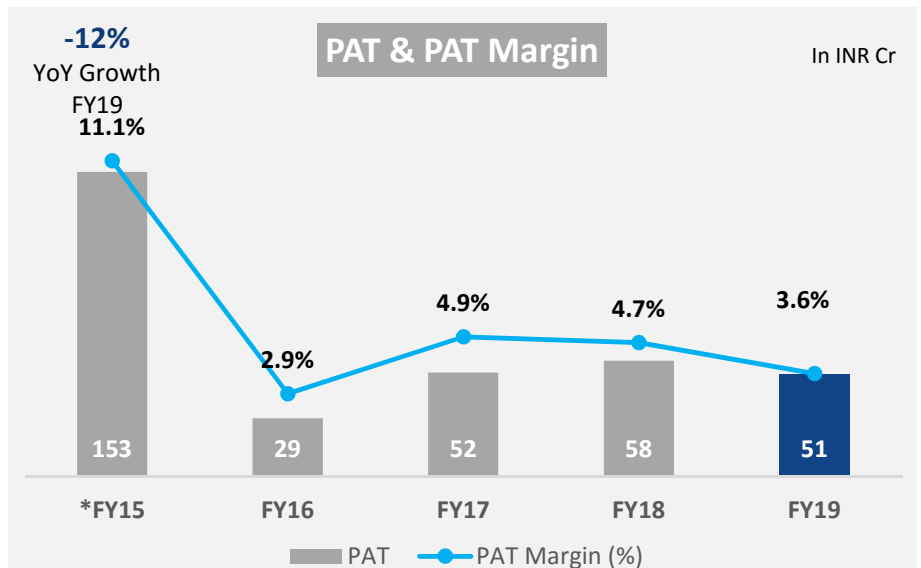
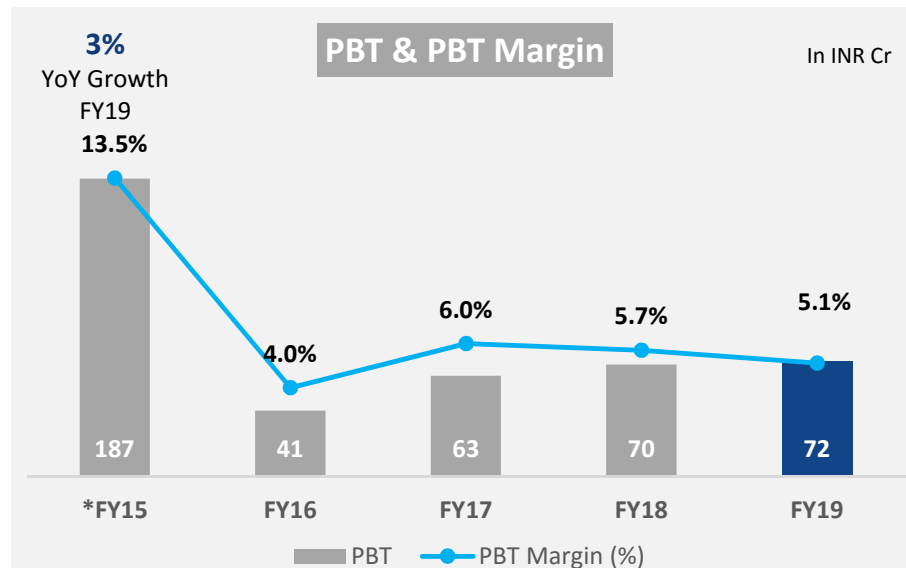
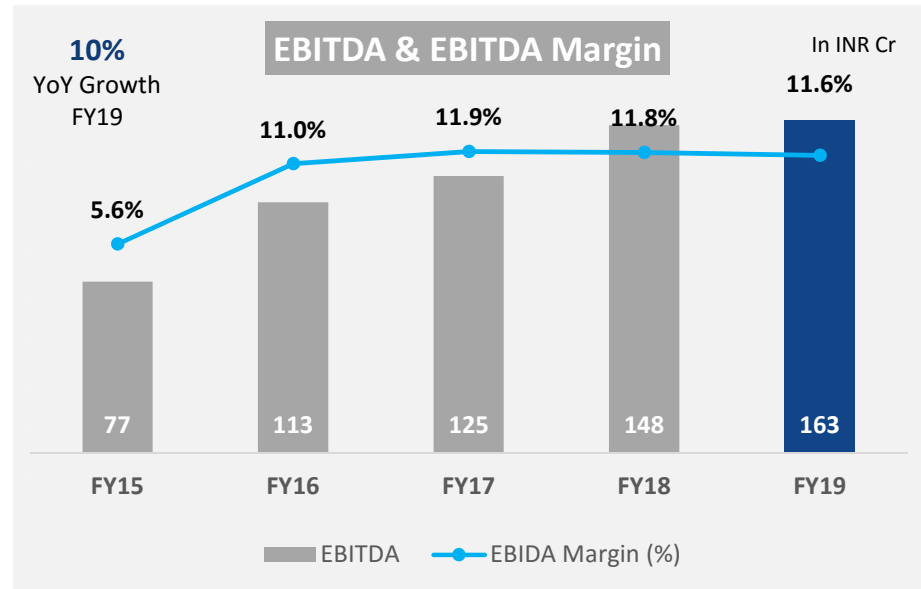
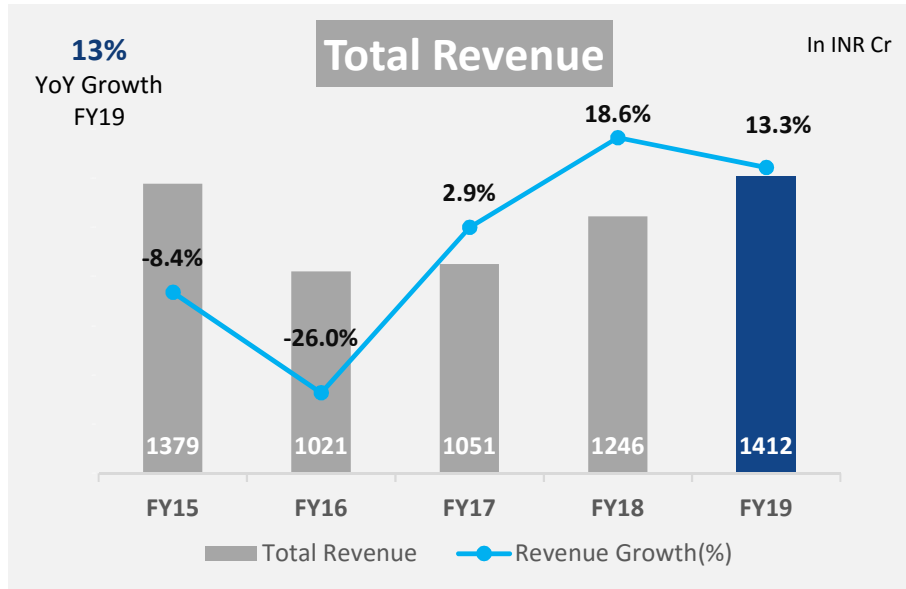
## Standalone & Consolidated Financials – Yearly (Rs Crores except EPS)



Standalone			Consolidated	
FY19	FY18	Particulars	FY19	FY18
1,195.89	1,093.20	<b>Operating Revenue (Net of excise)</b>	1,392.65	1,229.63
28.61	25.05	Other Income	19.41	16.16
1,224.50	1,118.25	<b>Total Revenue</b>	1,412.06	1,245.79
1,081.97	990.25	<b>Total Expenses</b>		
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	<b>PBT</b>	72.13	70.11
17.67	13.48	Tax	21.10	12.11
48.76	49.64	<b>PAT</b>	51.03	58.00
-0.45	-0.45	<b>Other Comprehensive Income (Loss) (Net of taxes)</b>	0.90	0.57
48.31	49.19	<b>Total Comprehensive Income</b>	51.93	58.57
-	-	<b>Net Profit for the year after non- controlling interest</b>	50.52	57.80
3.60	3.67	EPS	3.73	4.27



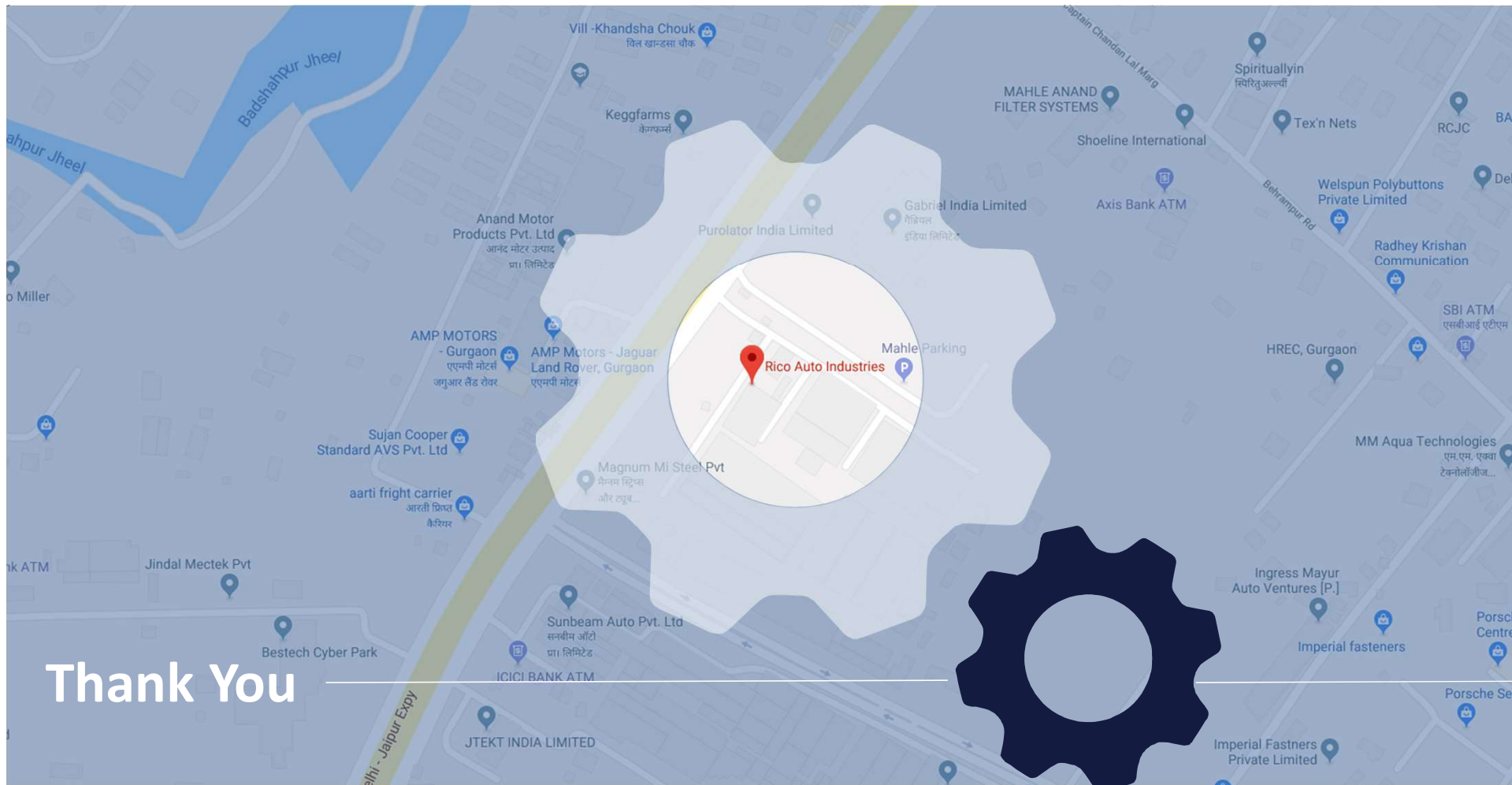
## Key Ratios - Yearly (Consolidated)

**RICO**

\*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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Gurgaon - 122001, Haryana (INDIA)

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**E-mail:** rico@ricoauto.in

**Website:** www.ricoauto.com

## **Investor Relations**

**Siddhartha Singh**

**S-Ancial Technologies Pvt. Ltd.**

215, Shivshakti Industrial Estate, J.R Boricha  
Marg, Lower Parel (E) Mumbai-400011

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**E-mail:** siddhartha@s-ancial.com

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