



RICO AUTO INDUSTRIES LIMITED

REGD. & CORP. OFFICE : 38 KM 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:2020

July 13, 2020

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 : **Investor Presentation – July, 2020**

Dear Sir/Madam,

Please find enclosed the Investor Presentation as on July, 2020. 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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Made 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 (FY20)
INR 1,424 Cr



All Automotive
Certifications





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**

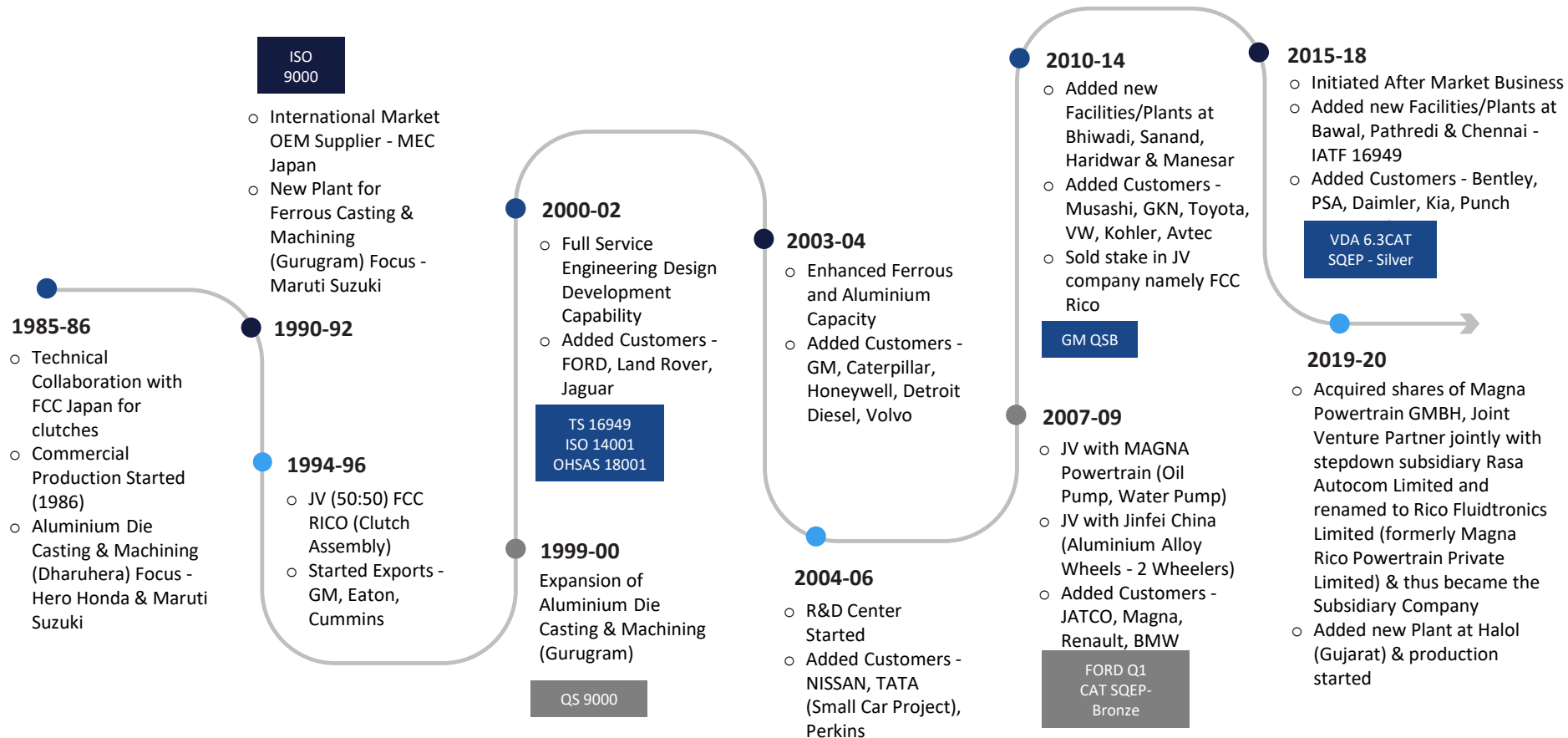
COMMITMENT

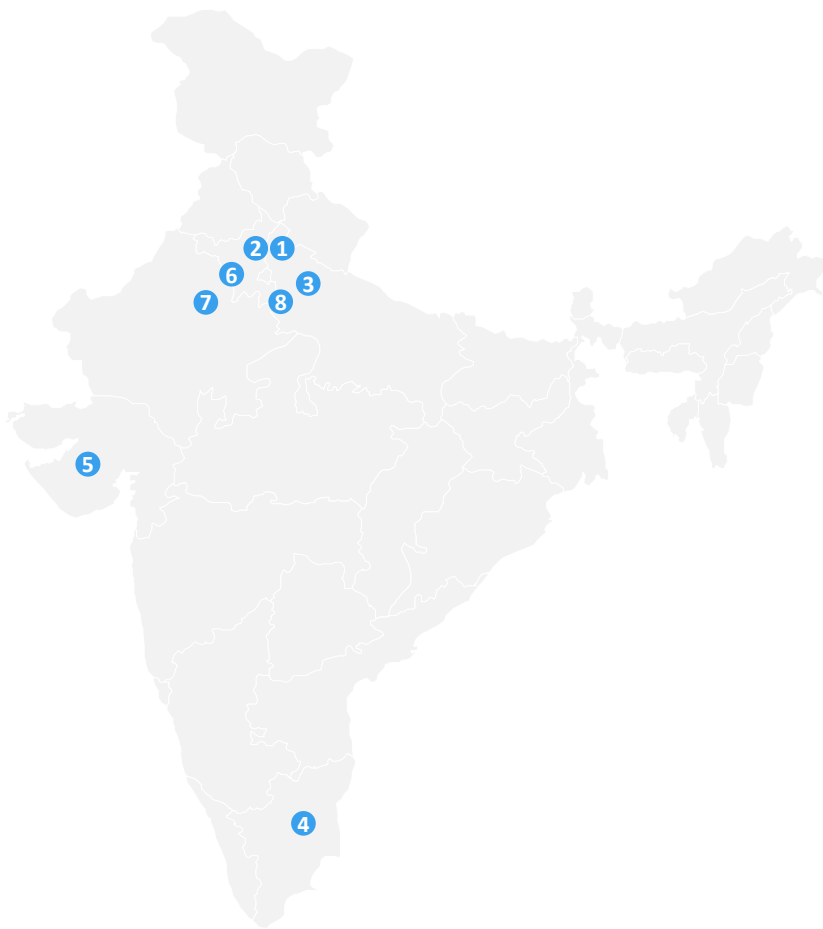
The power of responsibility, accountability and
ownership

**EX**

EXCELLENCE

The power of being the best





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



Upasana Kapur

Non-executive director



Arun Kapur

Joint Managing Director



Surendra Singh
President & COO



Rakesh Sharma
Chief Financial Officer



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



Kaushalendra Verma
Senior Vice President



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)



Shalinder Rathi
Associate Vice President
(HR & IR)

Company Secretary



Sanjay Sharma
Chief General Manager
(Corporate Quality Head)



Neelam Dhaka
General Manager
(Corporate Human Resources)



B. M. Jhamb
Company Secretary

Advisory Committee



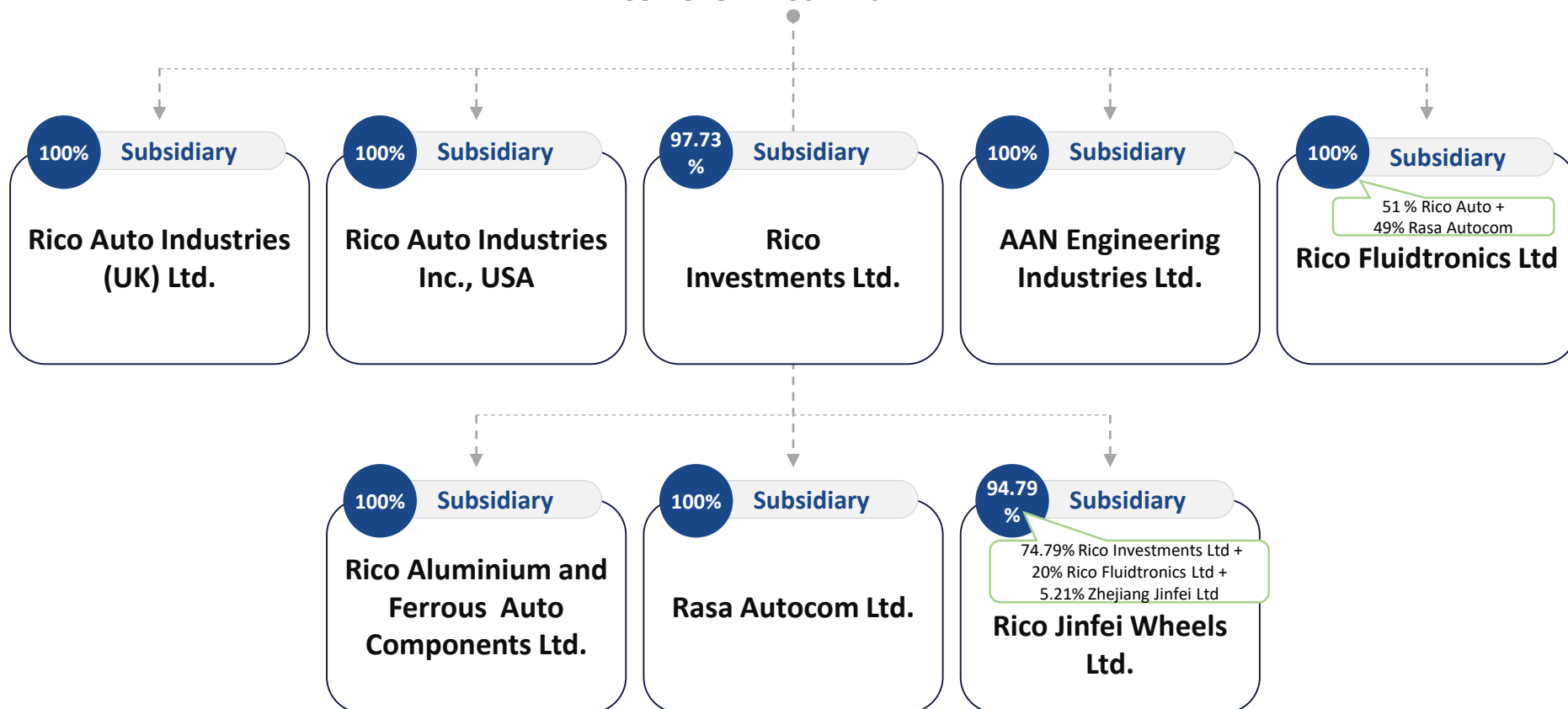
N. K. Sethi
Management Advisor



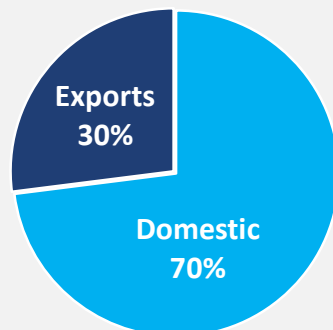
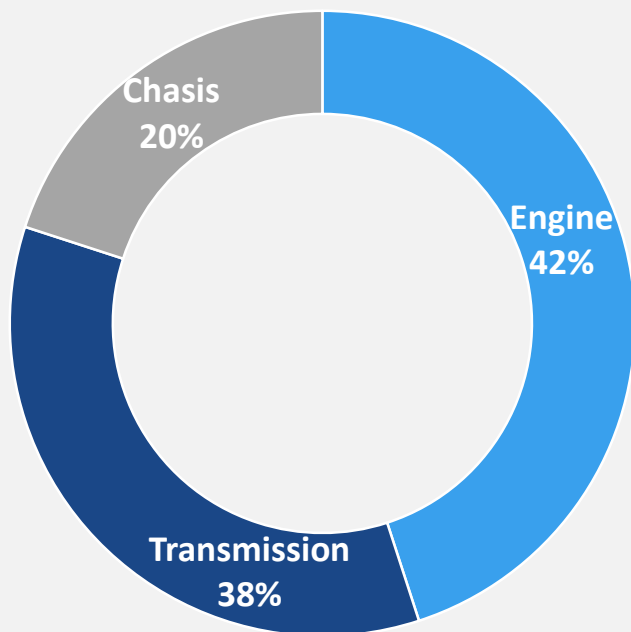
O. P. Aggarwal
Financial Advisor



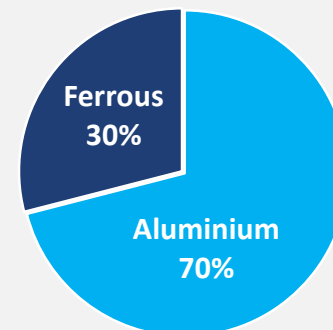
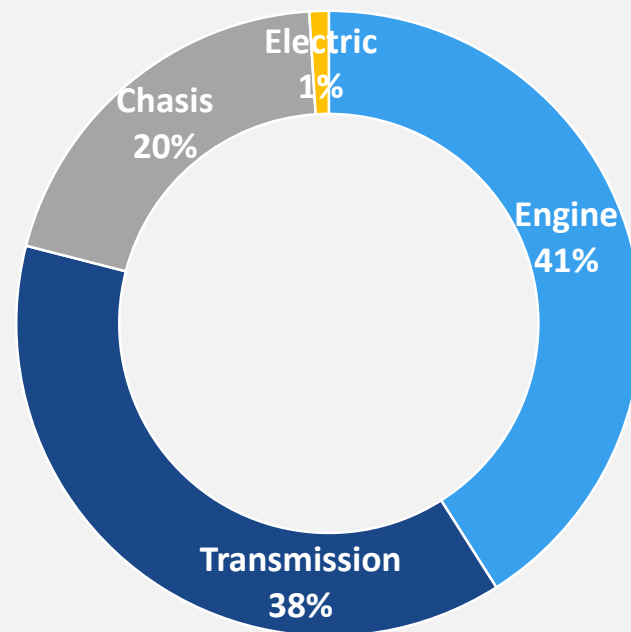
RICO RICO AUTO INDUSTRIES LIMITED



FY 19 (Actual)



FY 20 (Actual)

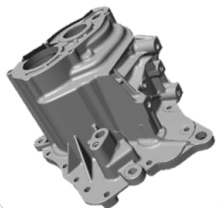
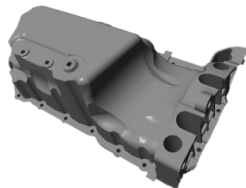
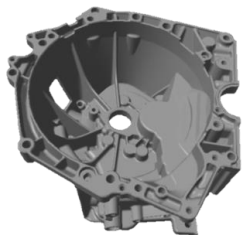




New Customer Addition

RICO

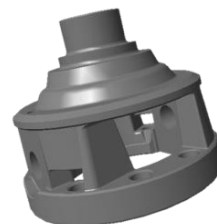
Program Value
310 Cr



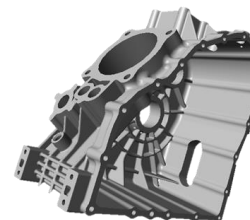
Program Value
800 Cr



Program Value
40 Cr



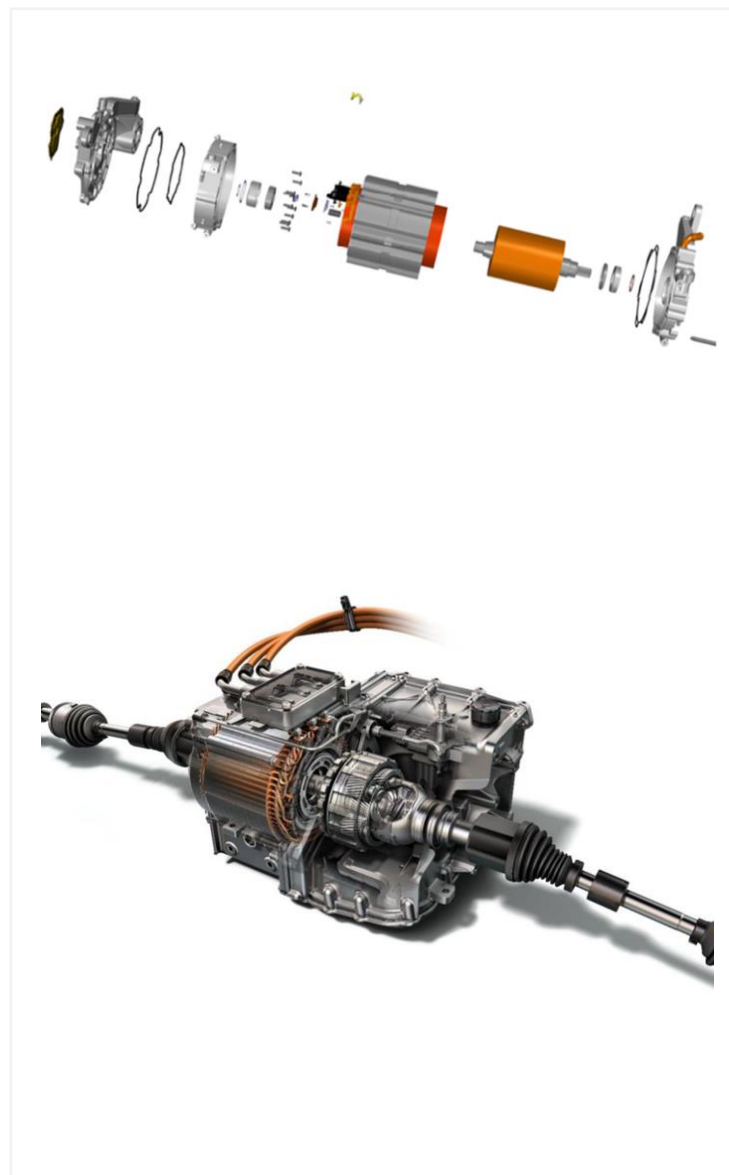
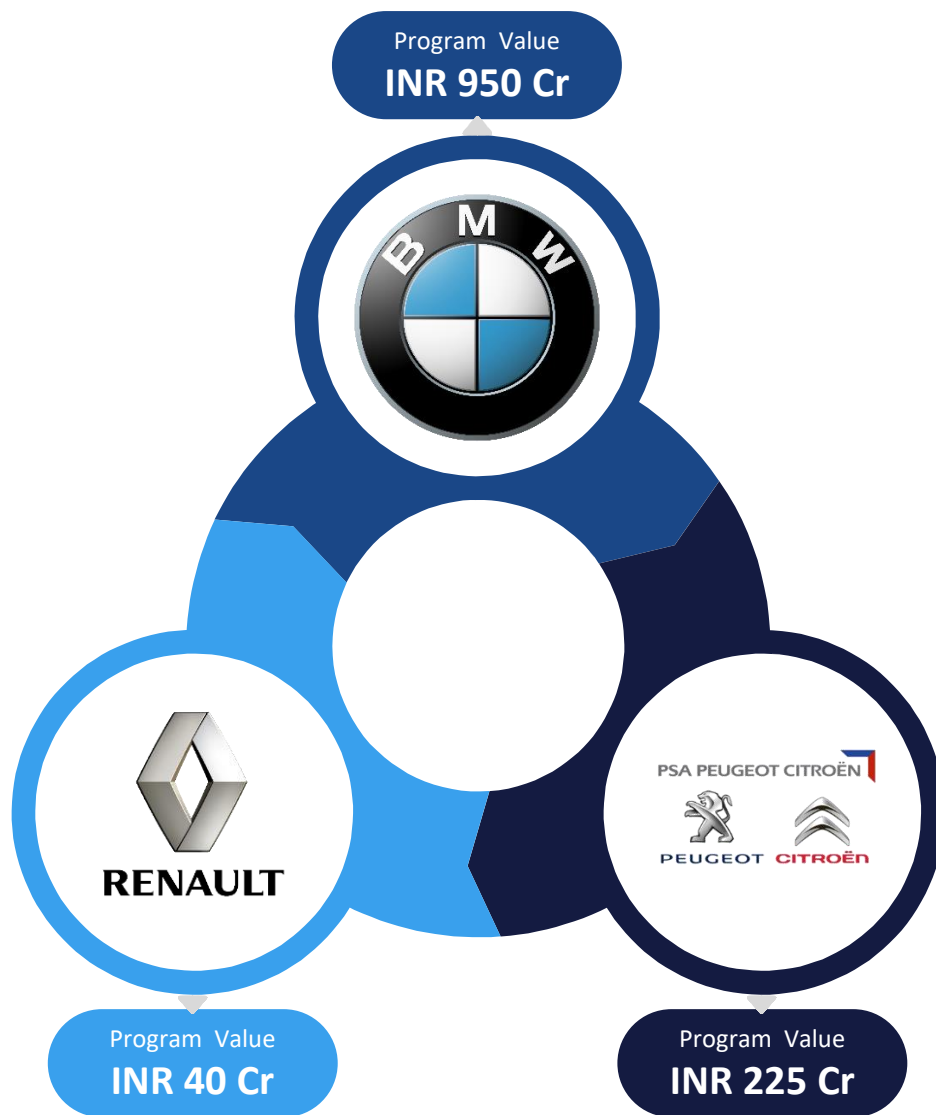
Program Value
108 Cr



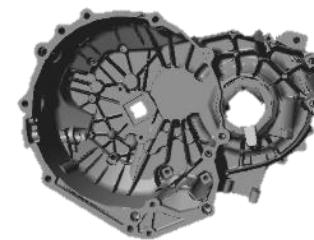
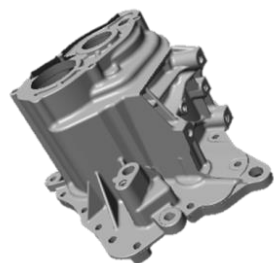
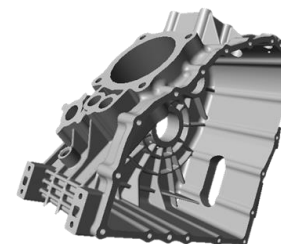
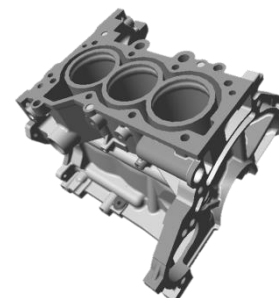
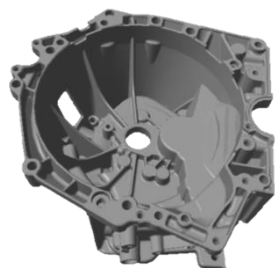
Program Value
37 Cr

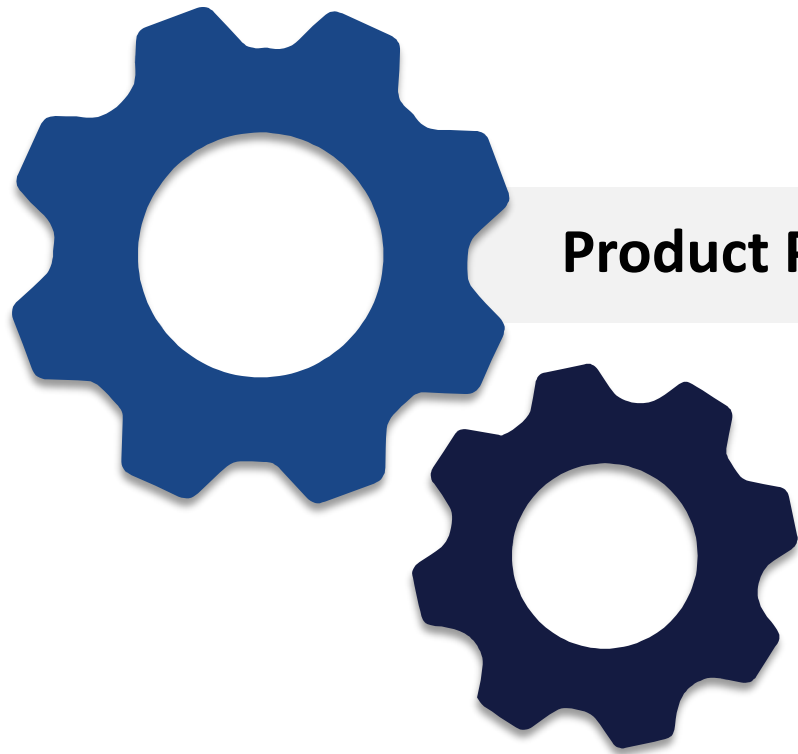
DAIMLER



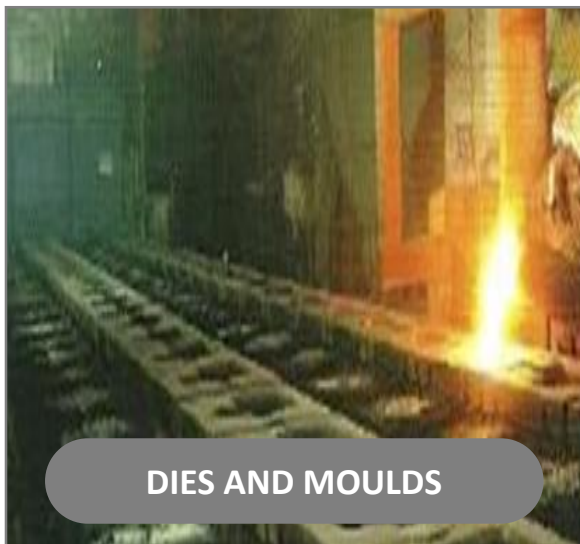


Program Value
INR 1,200 Cr





Product Portfolio





Assy. Cover Cylinder Head



Balancer Shaft



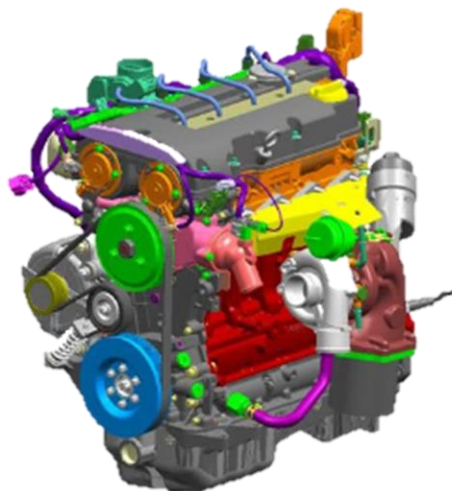
Exhaust Manifold



Turbine/ Center Hsg



Engine Block



Case Chain/ Case Timing



Engine & Support Brackets



Oil Pan



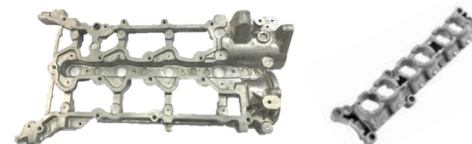
Bearing Cap



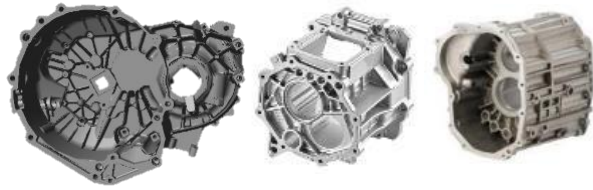
Turbo Outlet



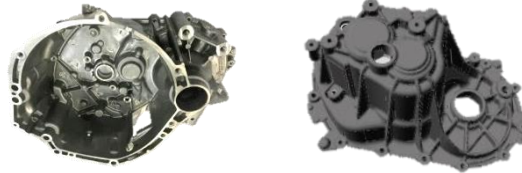
EGR Pipe



Cam Cap Support / Ladder Frame



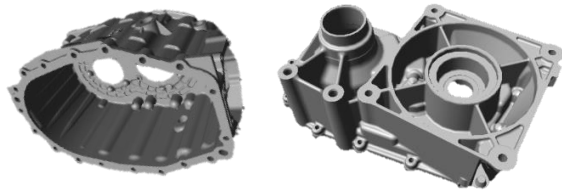
Transmission Case



Clutch / Mechanical Housing



Shifter Forks



Front Diff Housing



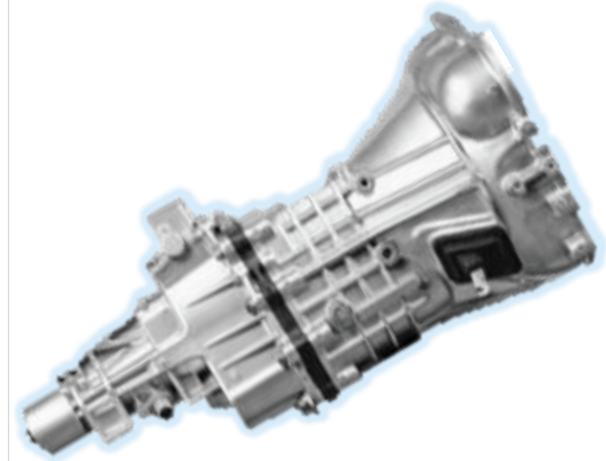
Ground Sleeve & Shaft



Differential Case & Housing



Retainer Bearing Support





Front & Rear Hubs



Front & Rear Brake Panel Assy



Crank Cases



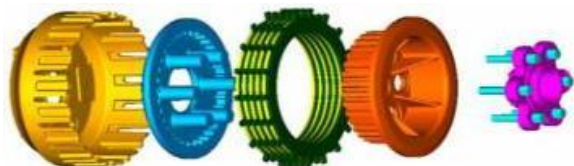
CBS



Grips



Crank Cases



Clutch Assembly



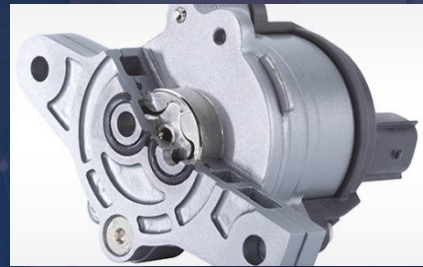
Engine Cover



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 17-18	FY 17-18	FY 19-20
Oil & Water Pump Assy (Nos in Mn)	1.61	1.64	1.45
Turnover (INR Cr)	92.44	92.54	80.85

Client:





Year	FY 17-18	FY 18-19	FY 19-20
Alloy Wheels (nos. in Mn)	1.10	1.27	1.14
Turnover (INR Cr)	114.06	136.54	119.73

Client: _____



Joint Venture

94.79% : 5.21%



Aluminum Alloy Wheels (Two Wheelers)

Capacity Expansion

3 Mn

Dec 18





Year	FY 17-18	FY 18-19	FY 19-20
Turnover (INR CR)	4.1	4.2	1.96

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 starting
2020

Make In India Ammunition

- under bidding Dec 19
- 2500 Cr program value
spread over for 10 years

Make In India Electronic Fuse Assembly

- under bidding Dec 2019
- 3500 Cr program value
spread over for 10 years

Track Link Assembly



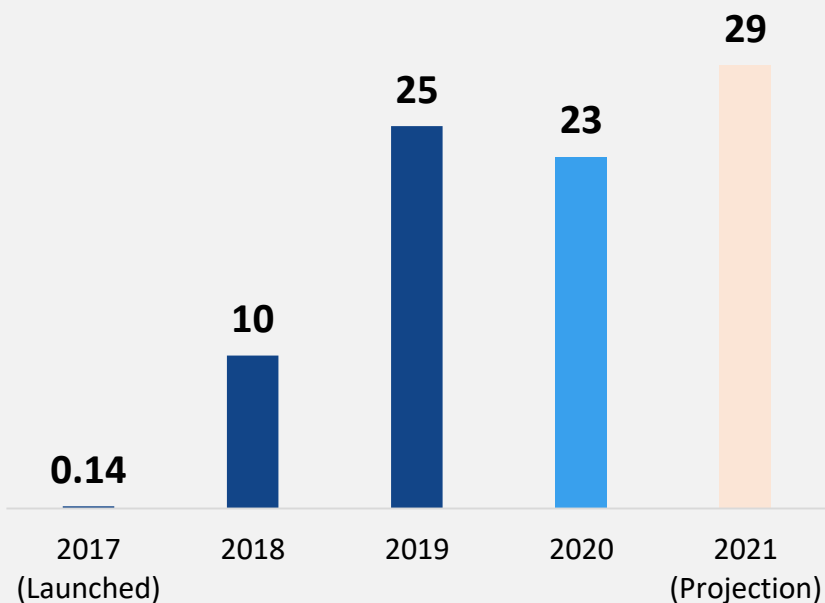
After Market Business Highlights



Launch Of 4W Parts in FY19



Total Revenue (in Cr.)



Initiated on
20th May'2017

Product Range
2W, 4W & 3W

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

Parts launched
580



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
(up to 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

Special Purpose CNC
Machines Development

Concurrent Engineering

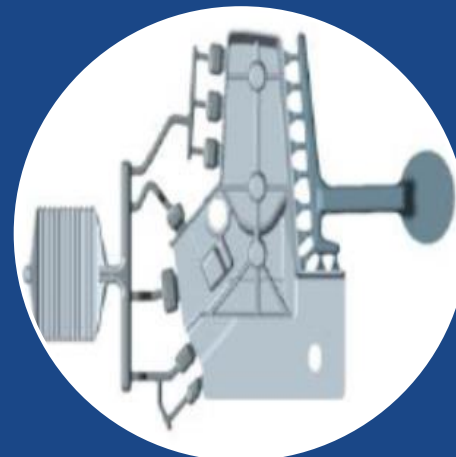
High Strength Aluminum Alloy

Structural Parts

Stainless Steel Turbine

Higher CC Clutch Segment

Automation in Casting &
Machining lines





Combo. Brake System (CBS)
Design and Test.
Project Done with Customer
as Associates .
Now in Mass Production

Rico Design Clutch -100 cc
Models for BS –VI.
Now in Mass Production

Rico Design Clutch -110 cc
Models for BS –VI.
Now in Mass Production.
–New Business for Rico

Rico Design Clutch -125 cc
Models for BS –VI.
Now in Mass Production.
–New Business for Rico

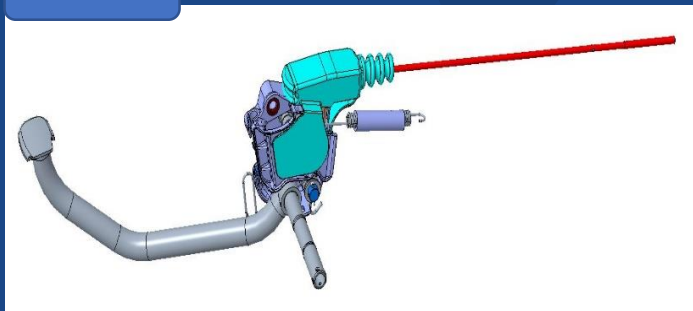
Clutch Damping Characteristics
Reliability Measurement and
Test Equipment installed .
For clutches

Development of Friction
material –cork /Rubber type
for Clutches.
Completed –under mass
production

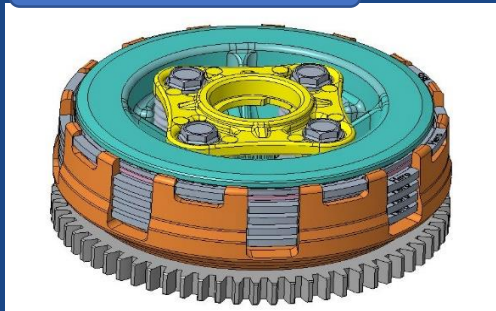
Special paper design and
development for clutches
Under process.
Target –Qtr-1-2021

CVT Development for
scooters is under
Development .
Will be New segment .
Target –Qtr-1-2021

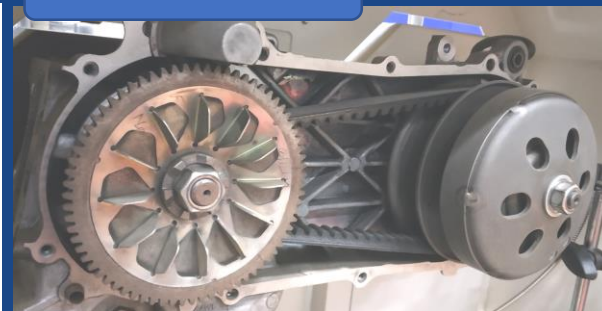
CBS



CLUTCH ASSY.



CVT ASSY.



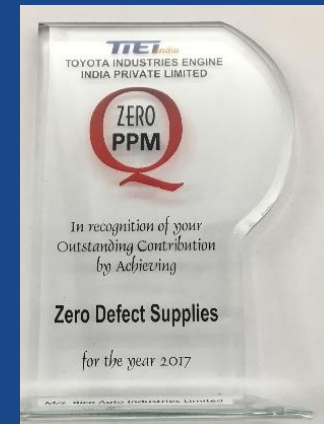
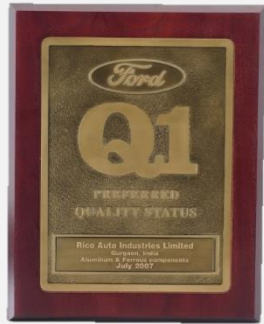


Awards, CSR Activities & HR Initiatives



Awards & Recognition

RICO







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



Financials

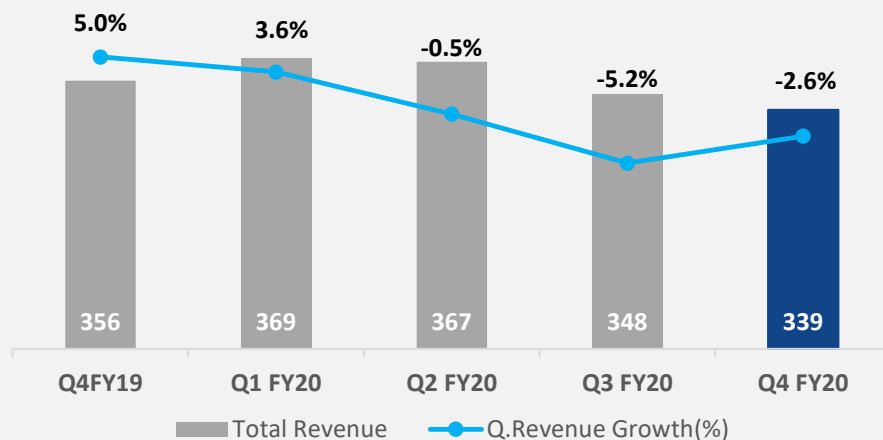


Financial Highlights – Quarterly - Consolidated

RICO

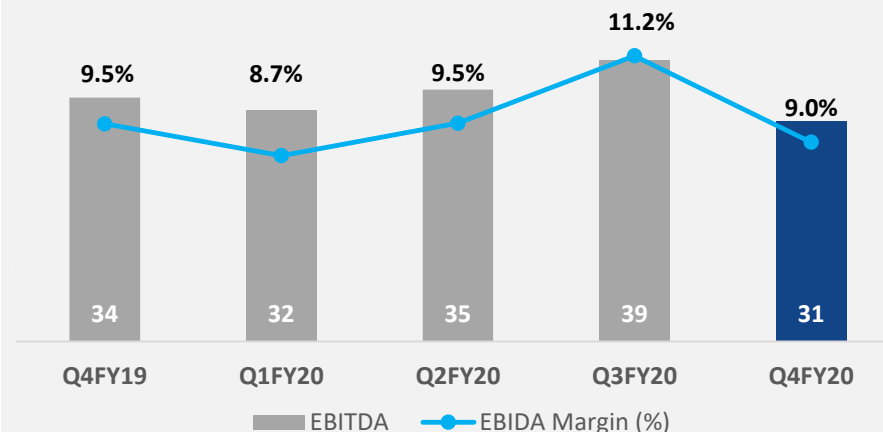
Total Revenue

In INR Cr



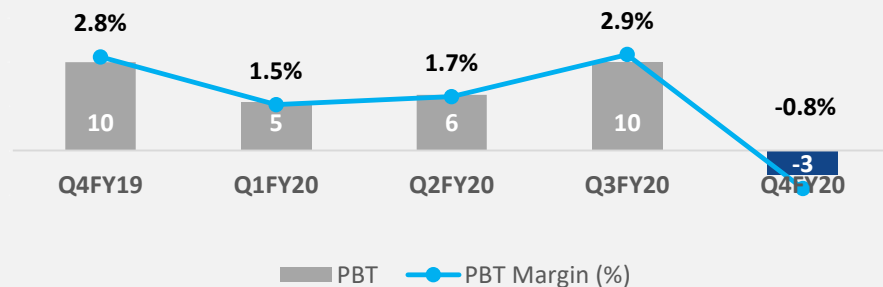
EBITDA & EBITDA Margin

In INR Cr



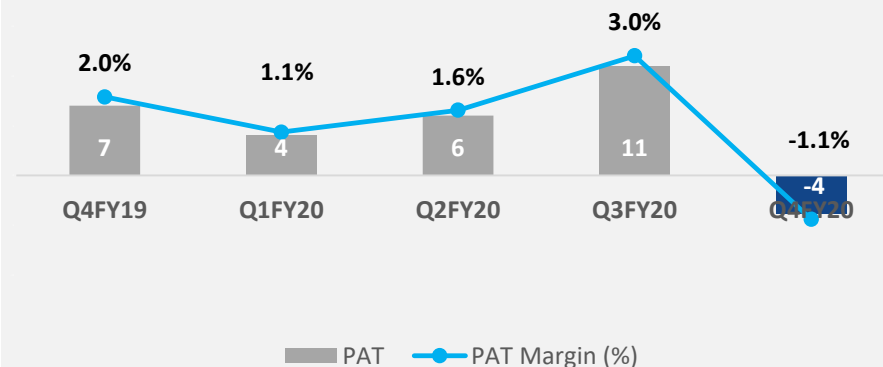
PBT & PBT Margin

In INR Cr



PAT & PAT Margin

In INR Cr



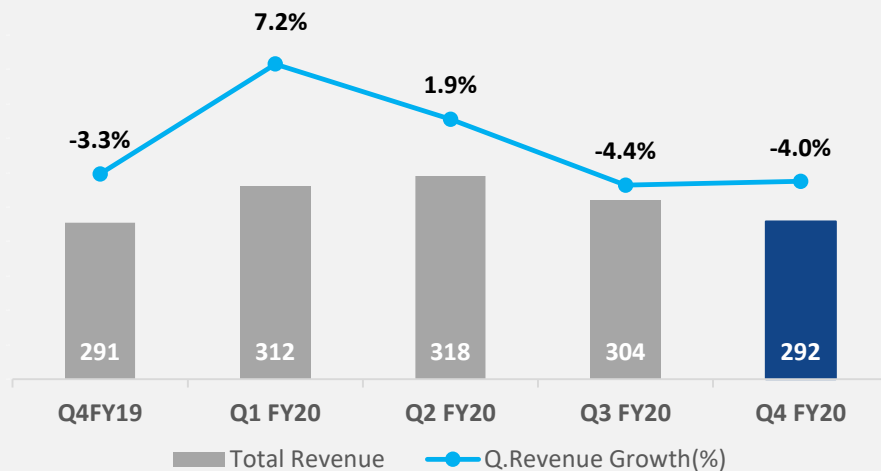


Financial Highlights – Quarterly - Standalone

RICO

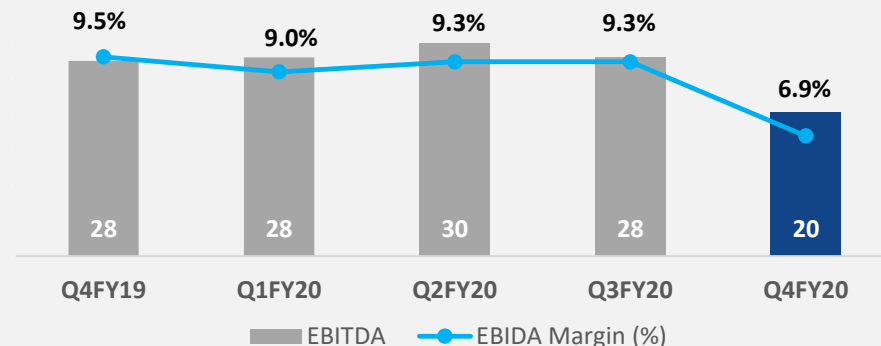
Total Revenue

In INR Cr



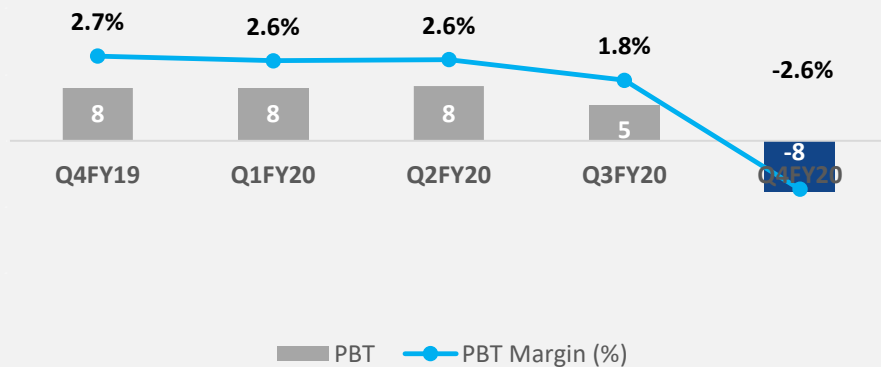
EBITDA & EBITDA Margin

In INR Cr



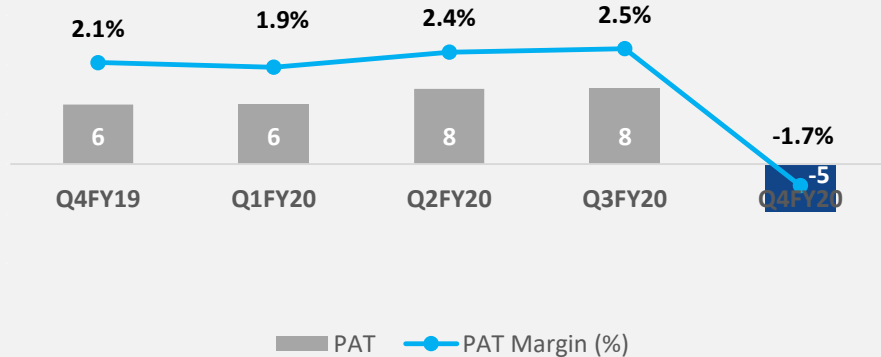
PBT & PBT Margin

In INR Cr



PAT & PAT Margin

In INR Cr





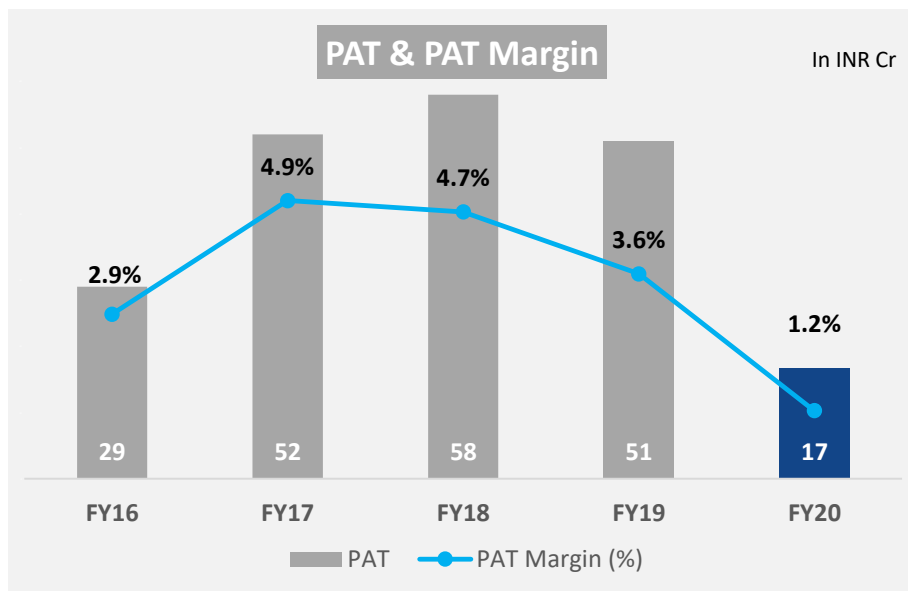
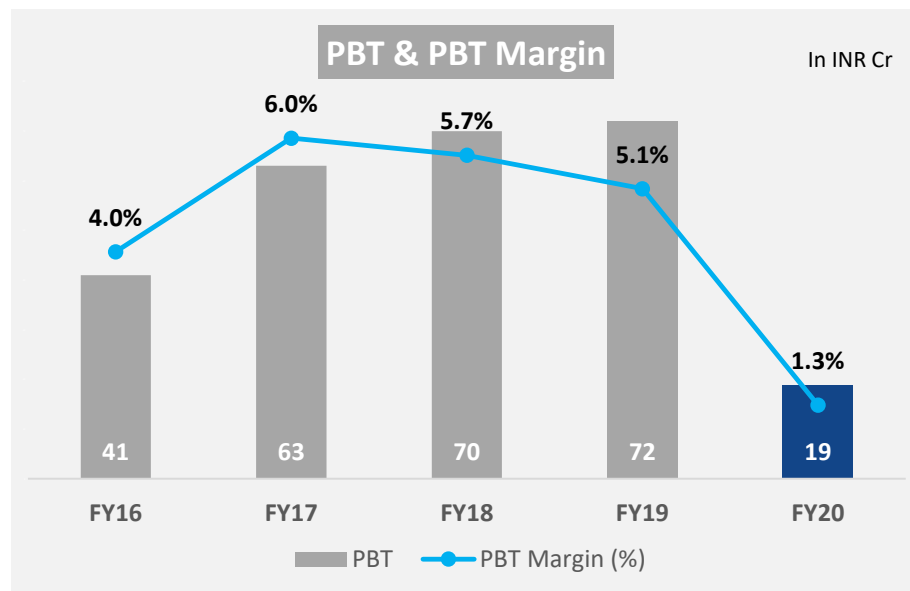
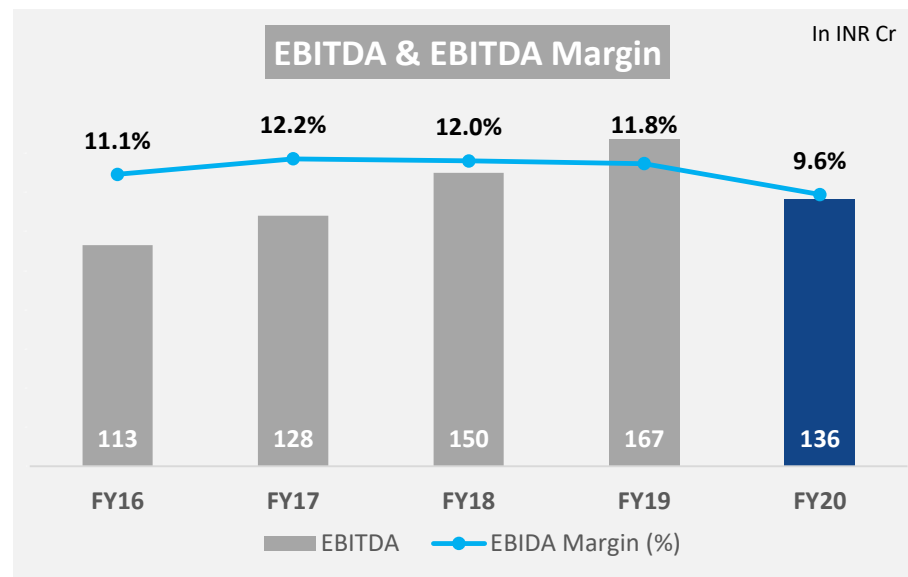
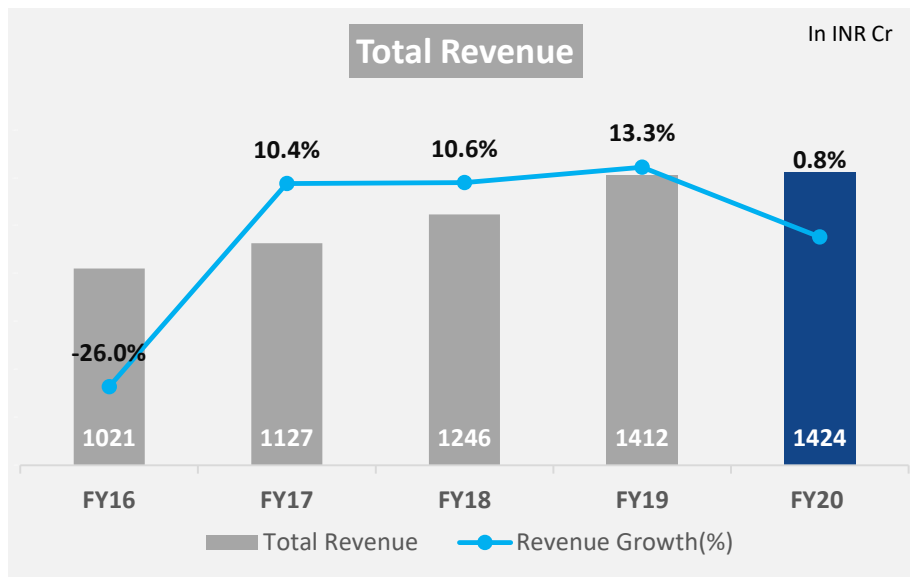
In INR Cr Standalone				Consolidated In INR Cr		
Q4FY20	Q4FY19	Chg YoY(%)	Particulars	Q4FY20	Q4FY19	Chg YoY(%)
281.41	282.75	-0.5%	Operating Revenue	330.71	347.76	-4.9%
10.34	8.18		Other Income	8.55	8.28	
291.75	290.93	0.3%	Total Revenue	339.26	356.04	-4.7%
295.12	282.34	4.5%	Total Expenses	337.7	346.11	-2.4%
175.65	187.38		Cost of Materials consumed	168.8	195.24	
38.28	32.06		Other Manufacturing and operating Expenses	64.77	63.8	
30.01	27.37		Employee benefit expenses	42.01	39.45	
8.18	7.85		Finance Cost	9.11	8.84	
15.39	11.09		Depreciation	19.95	14.59	
27.61	16.59		Other Expenses	33.06	24.19	
20.2	27.53	-26.6%	EBITDA	30.62	34.36	-10.9%
6.9%	9.5%		EBITDA Margin	9.0%	9.7%	
			Profit from JV		1	
4.25	0.4		Exceptional items	4.38	0.50	
-7.62	8.19	-193.0%	PBT	-2.82	10.43	-127.0%
-2.6%	2.8%		PBT (Margin)	-0.8%	2.9%	
-2.80	2.48		Tax	1.02	3.58	
-4.82	5.71	-184.4%	PAT	-3.84	6.85	-156.1%
-1.7%	2.0%		PAT (Margin)	-1.1%	1.9%	
-0.36	0.42		EPS (Rs.)	-0.3	0.49	

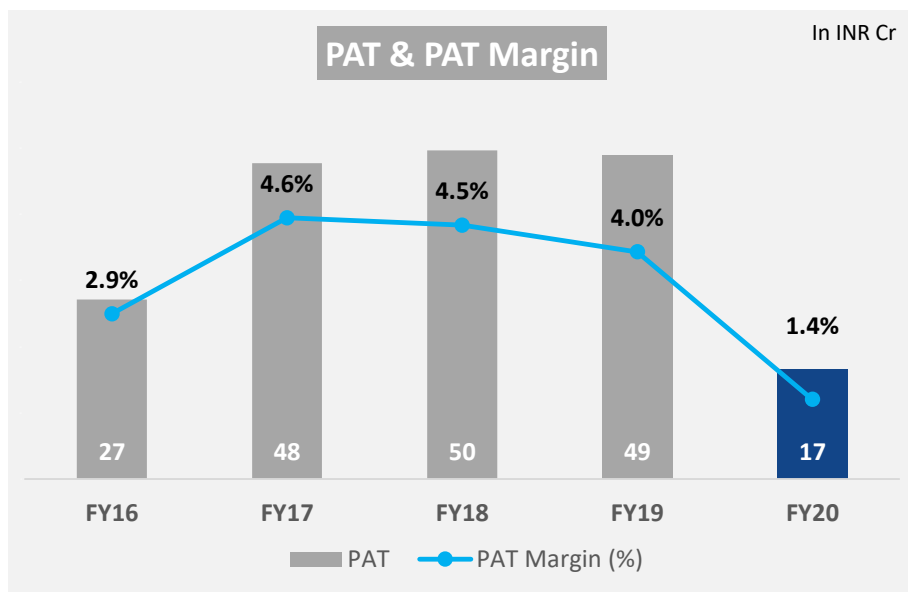
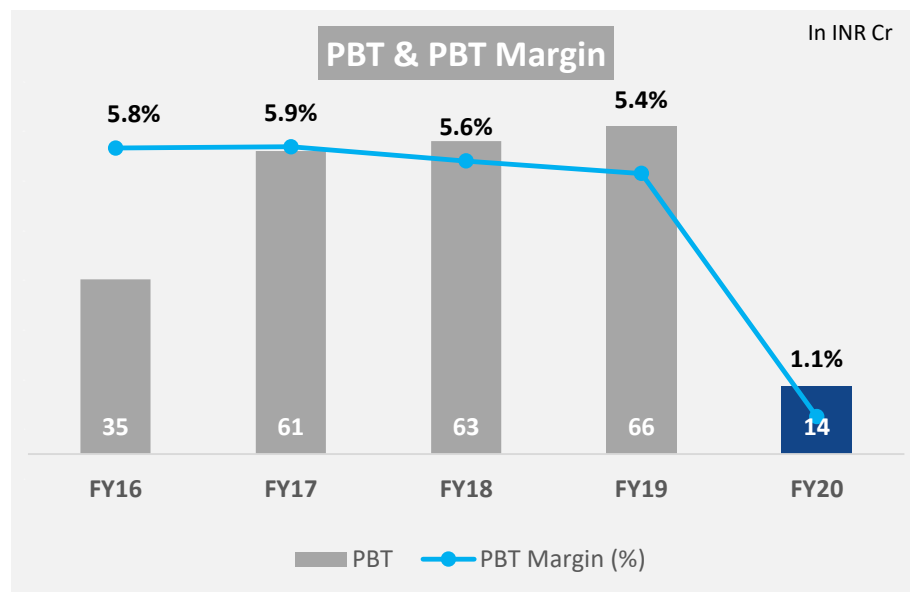
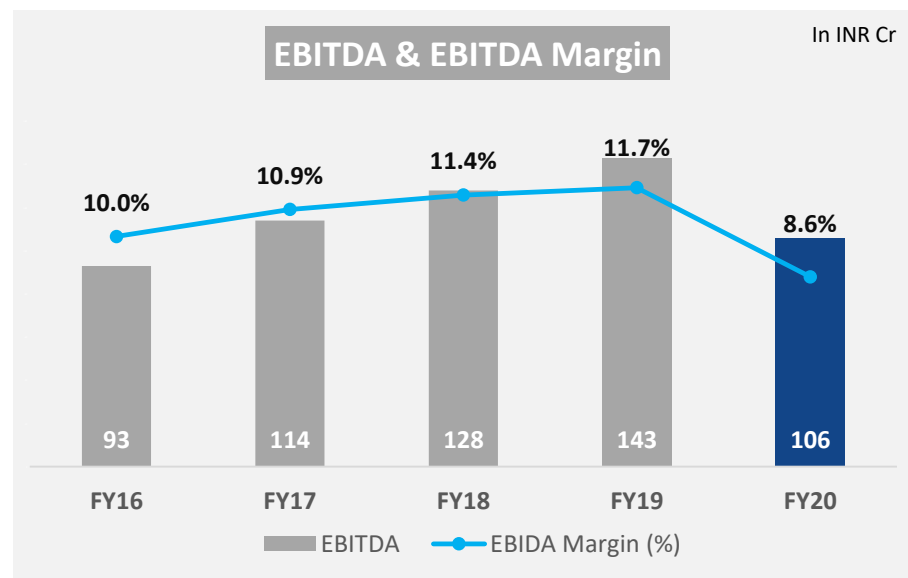
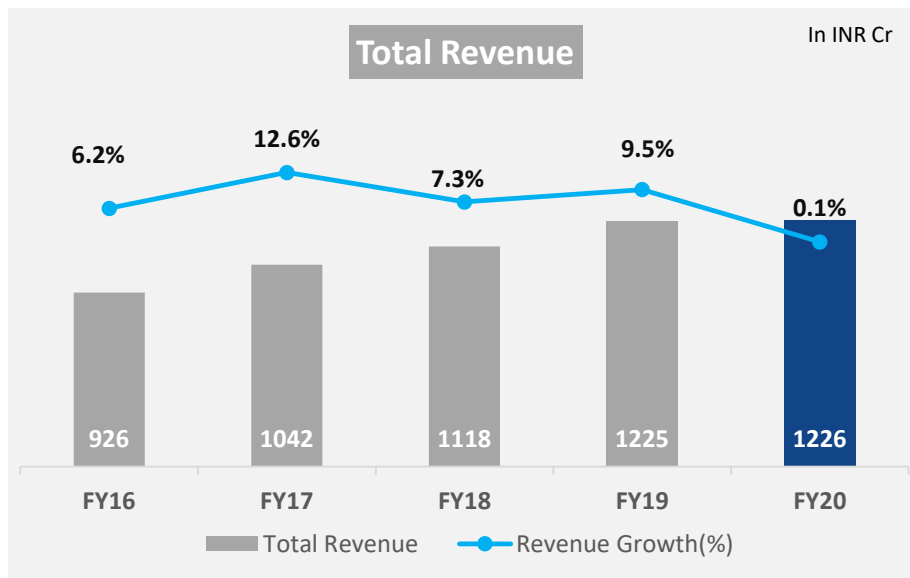




In INR Cr Standalone				Consolidated In INR Cr		
Q4FY20	Q3FY20	Chg QoQ(%)	Particulars	Q4FY20	Q3FY20	Chg QoQ(%)
281.41	296.33	-5.0%	Operating Revenue	330.71	342.38	-3.4%
10.34	7.79		Other Income	8.55	5.94	
291.75	304.12	-4.1%	Total Revenue	339.26	348.32	-2.6%
295.12	298.47	-1.1%	Total Expenses	337.7	338.03	-0.1%
175.65	185.21		Cost of Materials consumed	168.8	172.44	
38.28	35.13		Other Manufacturing and operating Expenses	64.77	62.42	
30.01	30.61		Employee benefit expenses	42.01	43.92	
8.18	6.95		Finance Cost	9.11	7.82	
15.39	15.68		Depreciation	19.95	20.73	
27.61	24.89		Other Expenses	33.06	30.7	
20.2	28.28	-28.6%	EBITDA	30.62	38.84	-21.2%
6.9%	9.3%		EBITDA Margin	9.0%	11.2%	
			Profit from JV		-	
4.25	0.24		Exceptional items	4.38	0.35	
-7.62	5.41	-240.9%	PBT	-2.82	9.94	-128.4%
-2.6%	1.8%		PBT (Margin)	-0.8%	2.9%	
-2.80	-2.15		Tax	1.02	-0.68	
-4.82	7.56	-163.8%	PAT	-3.84	10.62	-136.2%
-1.7%	2.5%		PAT (Margin)	-1.1%	3.0%	
-0.36	0.56		EPS (Rs.)	-0.3	0.78	

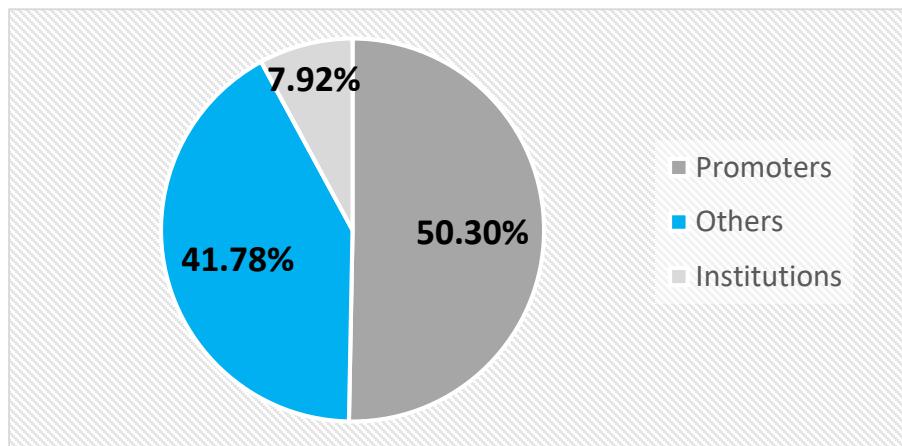
In INR Cr Standalone				Consolidated In INR Cr		
FY20	FY19	Chg YoY(%)	Particulars	FY20	FY19	Chg YoY(%)
1192.73	1,195.89	-0.3%	Operating Revenue	1401.07	1,392.65	0.6%
33.54	28.61		Other Income	22.71	19.41	
1226.27	1,224.50	0.1%	Total Revenue	1423.78	1,412.06	0.8%
1207.41	1,148.94	5.1%	Total Expenses	1398.09	1333.49	4.8%
762.82	791.16		Cost of Marterials consumed	740.53	744.93	
143.15	118.14		Other Manufacturing and operating Expenses	256.17	253.33	
119.18	105.46		Employee benefit expenses	171.9	152.91	
27.18	23.14		Finance Cost	31.2	26.79	
59.96	43.83		Depreciation	79.57	57.7	
95.12	67.21		Other Expenses	118.72	97.83	
106	142.53	-25.6%	EBITDA	136.46	166.22	-17.9%
8.6%	11.6%		EBITDA Margin	9.6%	11.8%	
			Profit from JV		3.16	
5.21	9.13		Exceptional items	6.79	9.60	
13.65	66.43	-79.5%	PBT	18.90	72.13	-73.8%
1.1%	5.4%		PBT (Margin)	1.3%	5.1%	
-2.93	17.67		Tax	2.22	21.1	
16.58	48.76	-66.0%	PAT	16.68	51.03	-67.3%
1.4%	4.0%		PAT (Margin)	1.2%	3.6%	
1.23	3.6		EPS (Rs.)	1.23	3.73	



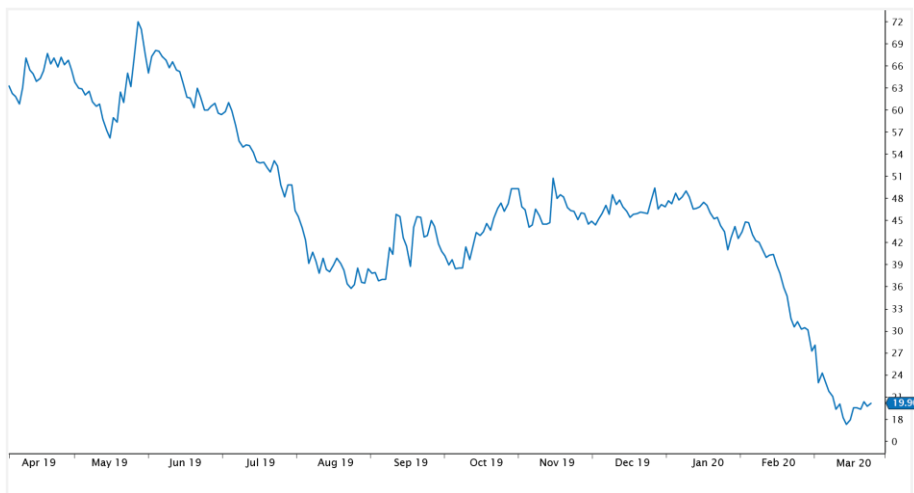


*Annualized

Shareholding Pattern (as on 31st March 2020)



Stock Performance (as on 31st March 2020)



Stock Data (as on 31st March 2020)

	Market Cap	269.21 Cr.
	Stock Price	₹ 19.9
	52 Week (High / Low)	₹ 72.65/16.8
	NSE / BSE - Symbol	RICOAUTO / 520008
	No. of Shares Outstanding	135,285,000
	Average Daily Volume (3Months) - NSE	183,926

Group-Wise Shareholding (as on 31st March 2020)

Name	# Share	% O/S
RELIANCE NIPPON	49,41,330	3.65
L&T MUTUAL FUND	35,22,882	2.60
Khandwala Family	22,41,990	1.56
Mukul Agrawal	20,00,000	1.48
Ashmore India Opportunities Fund	17,22,847	1.27



Thank You

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