



where **Passion**
meets **Performance**

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Date: February 13, 2020

SEC/FEB/SE/N&B/2020

National Stock Exchange of India Limited, "Exchange Plaza" 5 th Floor, Plot No. C-1, G Block, Bandra Kurla Complex, Bandra (East), Mumbai – 400051 NSE Scrip Code - PRECAM	BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400001 BSE Scrip Code - 539636
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Subject: -Submission of Investors Presentation under Regulation 30(1) of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015

Dear Sir/Madam,

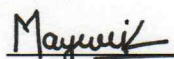
Pursuant to Clause 15 of Schedule III, Part A, Para A read with Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements), Regulations, 2015, we would like to submit the Investor Presentation for the Quarter and Nine Months ended 31stDecember, 2019.

Enclosed herewith please find the Investor Presentation for the Quarter and Nine Months ended 31stDecember, 2019.

Kindly take the above information on record.

Yours Faithfully

For **Precision Camshafts Limited**


Mayuri Kulkarni
Company Secretary &
Compliance Officer



Precision Camshafts Limited

☺ Solapur : D5 MIDC, Chincholi, Solapur, India – 413255

☺ Solapur : E102 MIDC, Akkalkot Road, Solapur, India – 413006

☺ Pune : 501/502, Kanchanban "B", Sunit Capital, Senapati Bapat Rd, Pune, India - 411016



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meets **Performance**

Investor Presentation
February 2020

Safe Harbor



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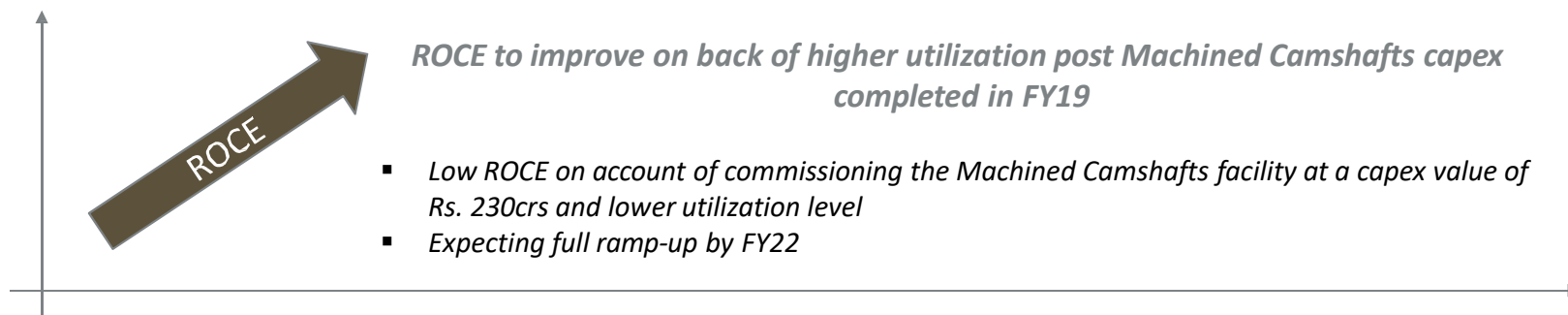
Q3 & 9M FY20
Performance

Commenting on the results, Mr Yatin Shah, CMD



“ We continue to grow in international market by increasing our export sales, particularly machined camshafts wherein our entire proceeds of IPO has been invested into setting up of the machine shop.”

This has resulted into increased profitability as Machined Camshafts witnessed highest ever take off in past 7 quarters wherein, we are hopeful of utilising maximum capacity in coming years”



Strong Performance



9MFY20 Standalone



12%
YOY

Total Income
Rs. 351 Cr



24%
YOY

EBITDA
Rs. 92 Cr



126%
YOY

PAT
Rs. 51 Cr

9MFY20 Consolidated



15%
YOY

Total Income
Rs. 584 Cr



15%
YOY

EBITDA
Rs. 102 Cr



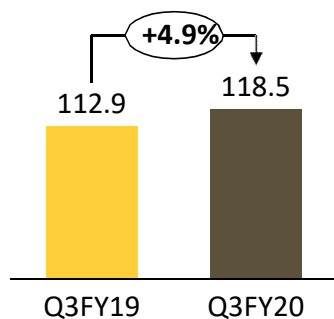
254%
YOY

PAT Rs.
33 Cr

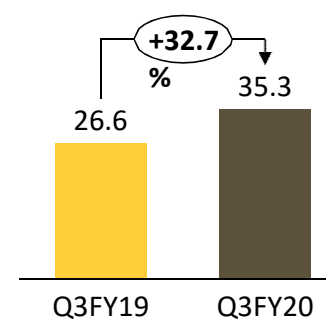
Standalone Q3FY20 Performance



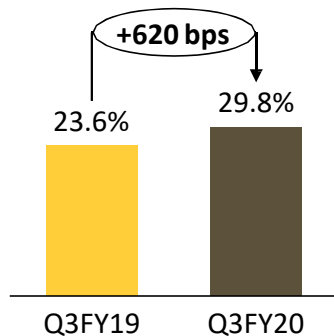
Total Income (in Rs. Crores)
Includes Other Income



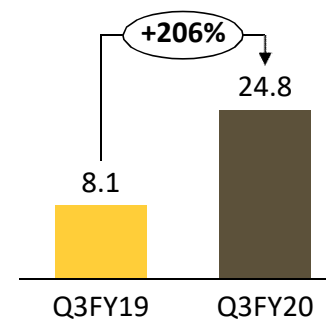
EBITDA (in Rs. Crores)
Includes Other Income



EBITDA Margins



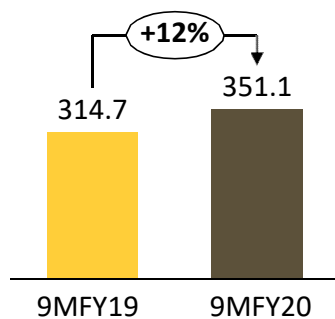
PAT (in Rs. Crores)



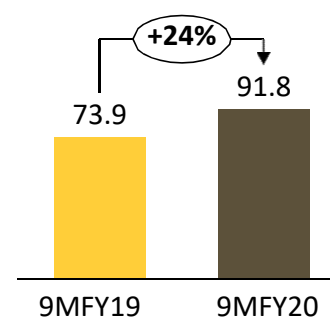
Standalone 9MFY20 Performance



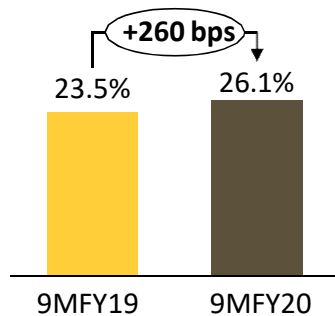
Total Income (in Rs. Crores)
Includes Other Income



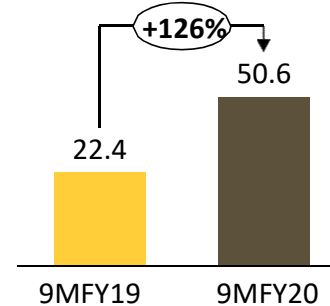
EBITDA (in Rs. Crores)
Includes Other Income



EBITDA Margins



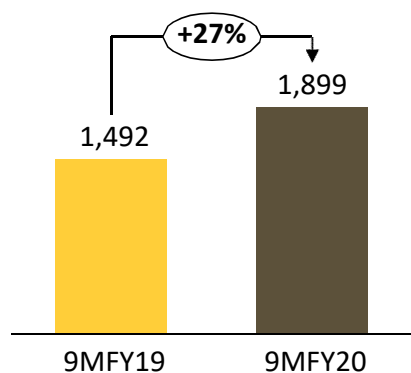
PAT (in Rs. Crores)



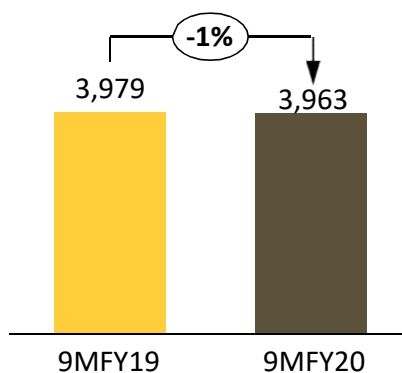
Machined Camshafts volumes continues to improve



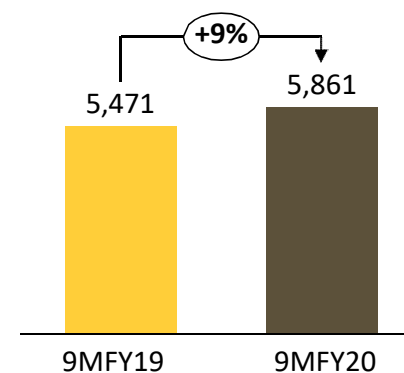
Machined Camshafts Volumes
(In Thousand Units)



Camshaft Castings Volumes
(In Thousand Units)

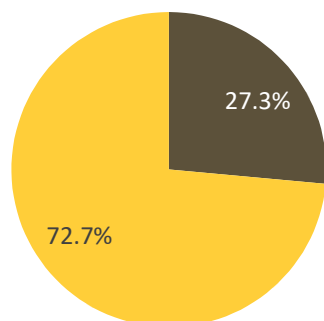


Total Camshaft Volumes
(In Thousand Units)



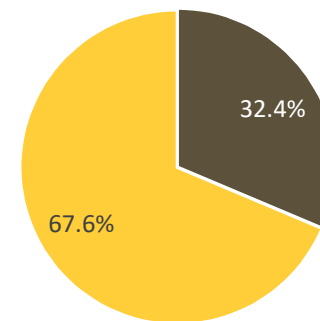
9MFY19 Volume Contribution

- Machined Camshafts
- Camshaft Castings



9MFY20 Volume Contribution

- Machined Camshafts
- Camshaft Castings



Standalone Q3FY20 Profit & Loss

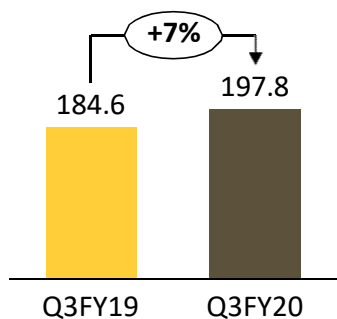


Profit and Loss (in Rs. Crs)	Q3FY20	Q3FY19	YoY	Q2FY20	QoQ	9M FY20	9M FY 19	YOY
Revenue from Operations	110.5	108.5	1.9%	108.1	2.2%	333.9	300.8	11.0%
Other Income	7.9	4.5		4.7		17.3	13.9	
Total Income	118.5	112.9	4.9%	112.8	5.0%	351.1	314.7	11.6%
Cost of Goods Sold	30.4	34.6		30.3		95.5	94.5	
Gross Profit	88.1	78.3	12.5%	82.5	6.7%	255.6	220.2	16.1%
Gross Profit Margin	74.3%	69.4%		73.1%		72.8%	70.0%	
Employee Cost	13.9	12.0		15.4		43.8	37.0	
Other Expenses	38.9	39.7		38.8		120.0	109.3	
EBITDA	35.3	26.6	32.7%	28.3	24.7%	91.8	73.9	24.1%
EBITDA Margin	29.8%	23.6%		25.1%		26.1%	23.5%	
Depreciation	12.7	12.2		13.0		38.4	34.7	
EBIT	22.6	14.4	56.6%	15.4	47.3%	53.4	39.3	35.8%
EBIT Margin	19.1%			13.6%		15.2%	12.5%	
Finance Cost	0.9	0.5		0.6		2.0	2.0	
Exceptional Items	11.1	0.0		0.0		11.1	0.0	
Profit before Tax	32.9	13.9	136.1%	14.7	123.2%	62.4	37.3	67.6%
Tax	8.0	5.8		-0.8		11.9	14.9	
PAT	24.8	8.1	205.7%	15.5	60.2%	50.6	22.4	126.1%
PAT Margin %	30.3%	7.2%		13.7%		17.6%	7.1%	

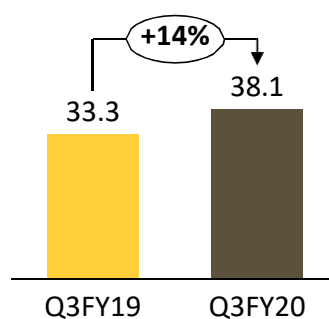
Consolidated Q3FY20 Performance



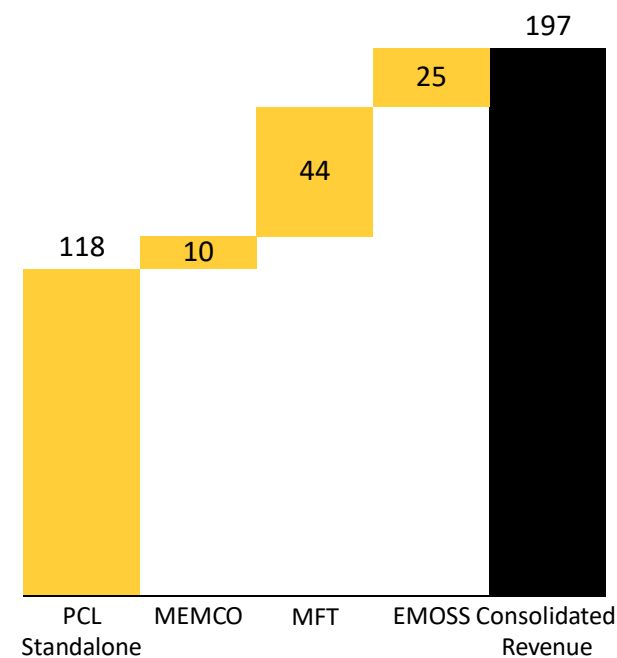
Total Income (in Rs. Crores)
Includes Other Income



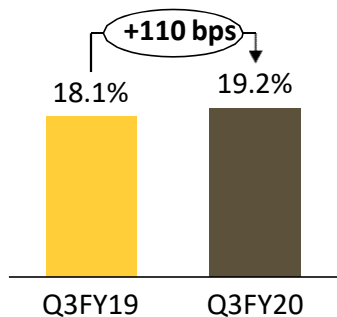
EBITDA (in Rs. Crores)
Includes Other Income



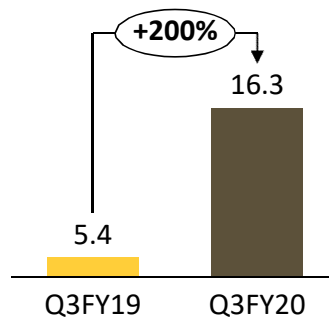
Q3FY20 Revenue from Operations (in Rs. Crores)



EBITDA Margins



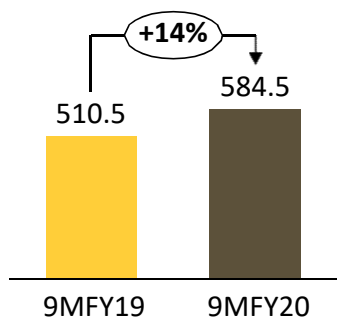
PAT (in Rs. Crores)
From continuing operations



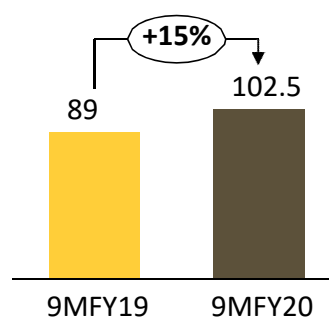
Consolidated 9MFY20 Performance



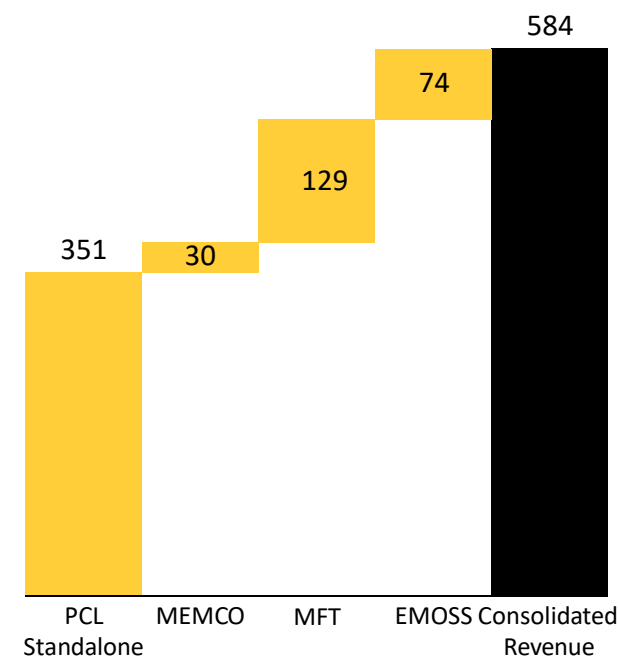
Total Income (in Rs. Crores)
Includes Other Income



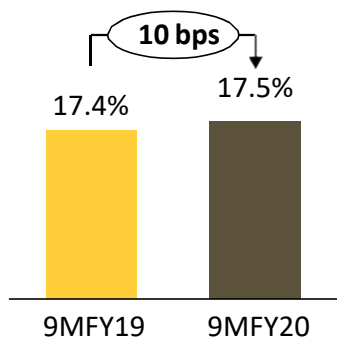
EBITDA (in Rs. Crores)
Includes Other Income



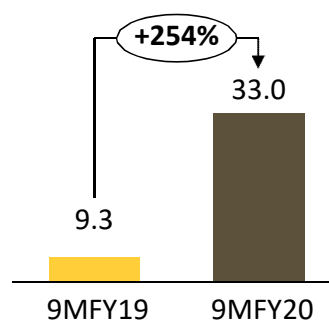
9MFY20 Revenue from Operations (in Rs. Crores)



EBITDA Margins



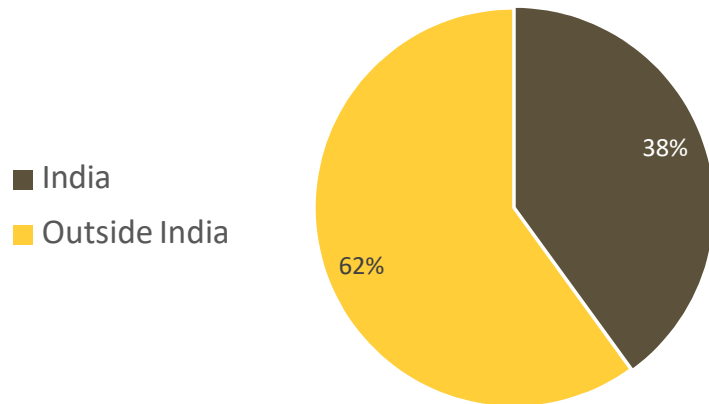
PAT (in Rs. Crores)
From continuing operations



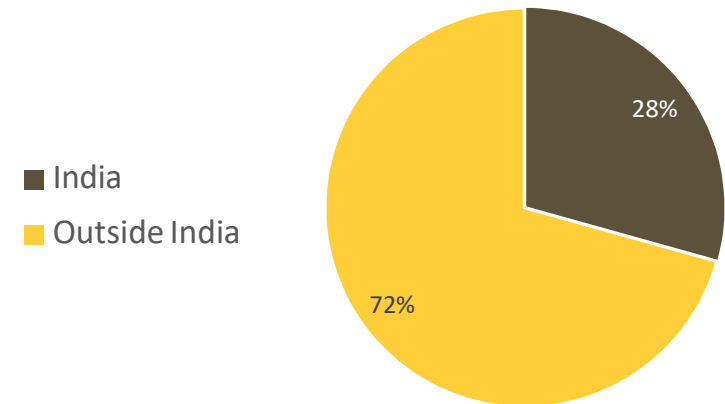
Domestic – Exports Mix – An Advantage



9MFY20 Standalone Revenue
Geographic Break-Up



9MFY20 Consolidated Revenue
Geographic Break-Up



Our International Presence has helped us to be less affected from the ongoing auto slowdown especially the one observed in the domestic market

Consolidated Q3FY20 Profit & Loss



Profit and Loss (in Rs. Crs)	Q3FY20	Q3FY19	YoY	Q2FY20	QoQ	9M FY20	9M FY 19	YOY
Revenue from Operations	188.9	179.5	5.3%	180.8	4.5%	566.8	495.4	14.4%
Other Income	8.9	5.2		4.5		17.8	15.1	
Total Income	197.8	184.6	7.1%	185.3	6.7%	584.5	510.5	14.5%
Cost of Goods Sold	61.8	62.9		65.5		197.3	170.6	
Gross Profit	136.0	121.7	11.7%	119.7	1523.3%	387.2	339.9	13.9%
Gross Profit Margin	68.8%	67.8%		64.6%		66.2%	66.6%	
Employee Cost	31.9	29.0		34.4		99.7	90.3	
Other Expenses	66.0	59.4		52.7		185.0	160.6	
EBITDA	38.1	33.3	14.3%	32.6	16.8%	102.5	89.0	15.1%
EBITDA Margin	19.2%	18.0%		17.6%		17.5%	17.4%	
Depreciation	21.7	19.4		21.2		63.9	57.1	
EBIT	16.4	13.9	17.7%	11.4	44.2%	38.5	31.9	20.7%
EBIT Margin	8.3%	7.5%		6.1%		6.6%	6.3%	
Finance Cost	2.8	2.6		2.4		7.0	7.4	
Profit before tax /share of profits from JV /Exceptional Gain Loss /Item	13.5	11.3		9.0		31.5	24.5	
Exceptional Gain / (Loss)	0.0	0.0		0.0		0.0		
Exceptional Items	11.1	0.0		0.0		11.1	0.0	
Share in Profit/(loss) in JV and Associates	0.0	0.0		0.0		0.0	-0.4	
Profit before Tax	24.7	11.3	118.3%	9.0	173.9%	42.6	24.2	76.3%
Tax	8.4	5.9		-2.7		9.6	14.9	
PAT from Continuing Operations	16.3	5.4	199.6%	11.7	39.3%	33.0	9.3	254.3%
PAT Margin %	13.8%	2.9%	370.8%	0.1		7.5%	1.8%	
Minority Interest				0.0				
Profit / (Loss) from discontinued operations	-0.1	0.0		0.0		-0.4	-0.8	
PAT after JV & MI	16.2	5.5		11.6		32.6	8.5	



Historical
Financial Performance

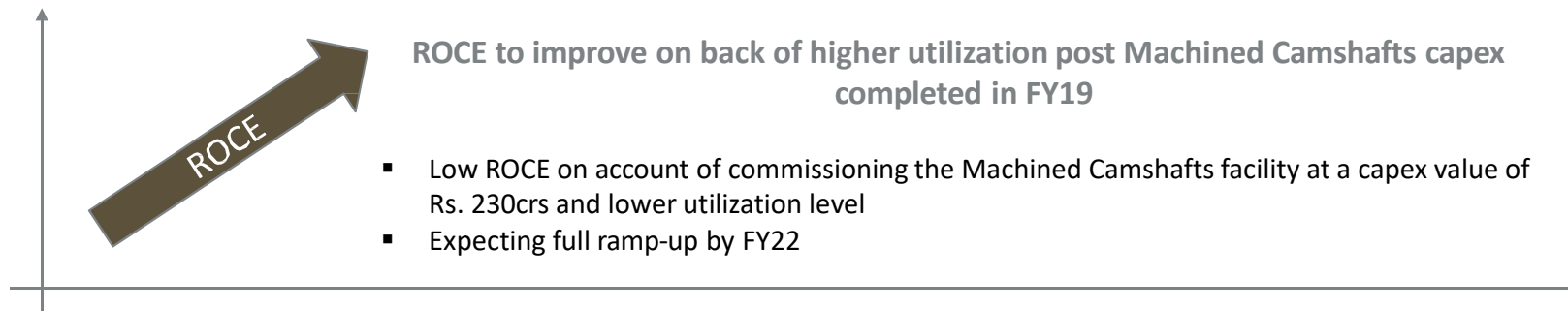
Standalone Profit & Loss Statement



Profit and Loss (in Rs. Crs)	FY19	FY18	FY17	FY16	FY15	FY14
Revenue from Operations (Net of Taxes)	424	401	443	436	514	459
Other Income	17	25	31	22	11	12
Total Income	441	425	474	457	525	472
Cost of Goods Sold	125	128	138	131	167	149
Gross Profit	316	297	337	326	358	323
Gross Profit Margin	71.7%	69.9%	71.0%	71.4%	68.1%	68.4%
Employee Cost	51	52	63	57	65	97
Other Expenses	150	144	142	131	145	135
EBITDA	116	101	132	139	147	91
EBITDA Margin	26.2%	23.8%	27.8%	30.3%	28.0%	19.2%
Depreciation	47	43	37	39	39	27
EBIT	69	58	95	100	108	63
EBIT Margin	15.6%	13.8%	19.9%	21.8%	20.5%	13.4%
Finance Cost	3	5	7	9	9	12
Profit before Tax	66	54	87	91	98	51
Tax	23	19	27	32	35	21
PAT	43	35	61	59	63	30
PAT Margin %	9.7%	8.2%	12.8%	12.8%	12.1%	6.3%

ROCE of Core Business

Particulars (Standalone) in Rs. Crs.	FY19	FY18	FY17
Total Equity = Share Capital + Reserves	602	570	552
Total Debt = Long Term + Short Term	27	22	67
Total Capital Employed (Debt + Equity)	629	592	619
Less - Cash & Bank Balances	78	150	257
Less - Long Term Investments	72	60	13
Less -Short Term Investments	100	110	89
Net Capital Employed	379	272	260
EBIT excluding other income	69	58	95
ROCE of Core Business (%) = EBIT / Net Capital Employed	13.6%	12.5%	24.3%



Consolidated Profit & Loss Statement



JV Financials are consolidated at profit level from FY16

JV Financials are consolidated as line by line item until FY15

Profit and Loss (in Rs. Crs)	FY19	FY18	FY17	FY16	FY15	FY14
Revenue from Operations (Net of Taxes)	695	421	442	440	532	467
Other Income	18	25	31	21	10	13
Total Income	713	446	474	461	543	480
Cost of Goods Sold	228	133	138	134	168	153
Gross Profit	485	313	336	327	375	327
Gross Profit Margin	68.0%	70.1%	70.9%	71.0%	69.1%	68.1%
Employee Cost	130	58	63	57	69	98
Other Expenses	211	150	142	132	170	138
EBITDA	144	104	131	139	135	91
EBITDA Margin	20.2%	23.4%	27.6%	30.0%	24.9%	18.9%
Depreciation	67	45	37	39	41	28
EBIT	77	59	93	100	94	63
EBIT Margin	10.8%	13.2%	19.7%	21.6%	17.4%	13.1%
Finance Cost	9	5	7	9	11	13
Profit before tax and share of profits from JV	68	54	86	90	83	50
Exceptional Gain / (Loss)	-27	0	-	-	-	-
Share in Profit/(loss) in JV and Associates	0	15	11	13	0	0
Profit before Tax	41	69	97	103	83	50
Tax	25	23	31	35	37	21
PAT from Continuing Operations	16	46	67	69	46	29
PAT Margin %	2.3%	10.3%	14.1%	14.9%	8.6%	6.0%

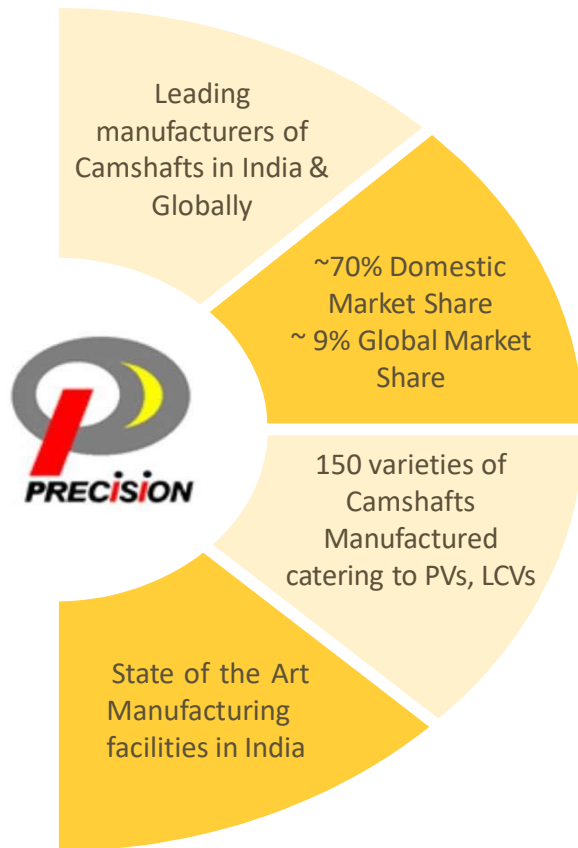


About the Company

[Click Here](#)

for Precision Camshafts Corporate Video

Precision Camshafts (PCL) - Snapshot



MEMCO enjoys long term relationships with marquee global customers like Bosch, Delphi, Endress+Hauser and Giro



Products include fuel injection components for conventional & CRDi diesel engines, high precision instrumentation components etc.



Leading supplier of machined components to Global OEMs



Products include balancer Shafts, camshafts, bearing caps, engine brackets & several non-engine prismatic components



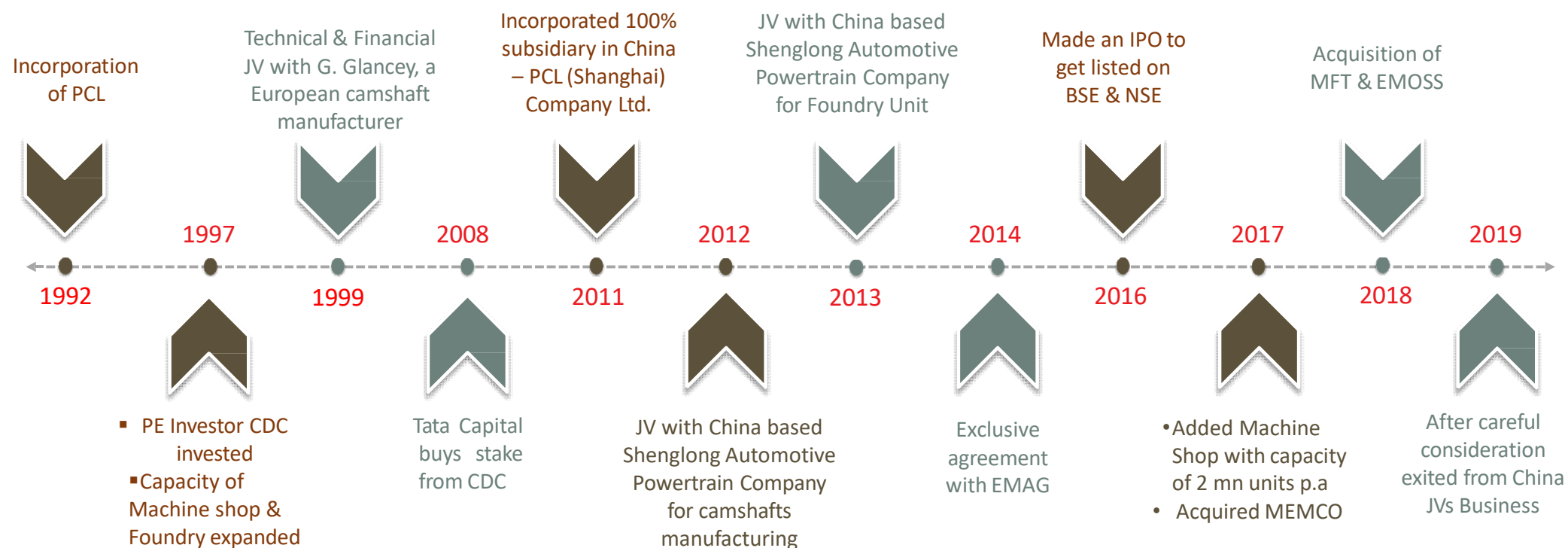
Electric Mobility for Commercial Vehicles



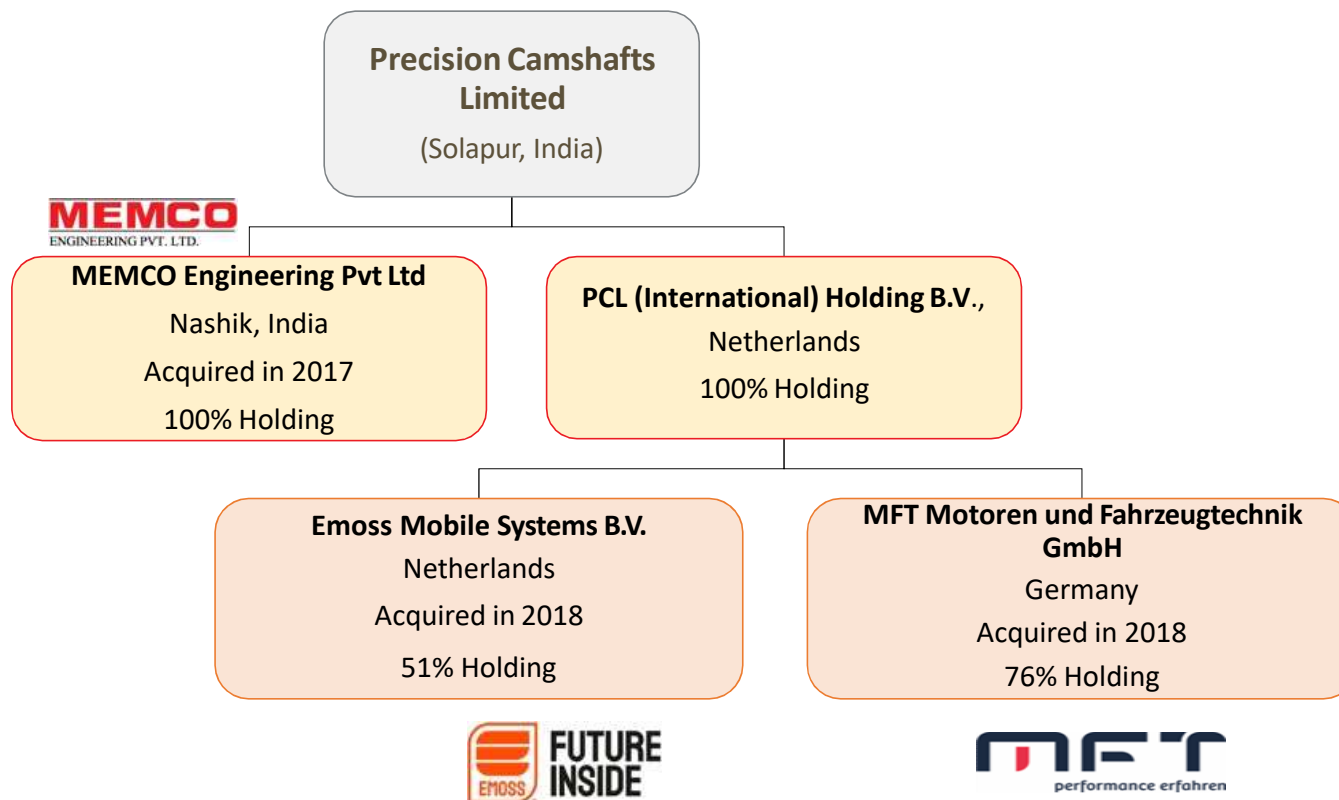
EMOSS business model includes conversion of diesel trucks into ready to use electric trucks

[Click Here](#) for Precision Camshafts Corporate Video

Our Journey



Group Structure



Strong & Experienced Board of Directors



Mr. Yatin Shah – Chairman & Managing Director

- Holds a B.Com from Bombay University and a MBA from Pune University
- Over 32 years of experience in the auto component manufacturing sector
- Awarded J.R.D. Tata Udyog Ratna Award and many others

Dr. Suhasini Shah – Non-Executive Director

- Holds Bachelor's degree in law, in medicine & in surgery from Shivaji University
- Over 29 years of work experience in management
- Has participated in an executive education programme on General Management for SMEs at IIM-A

Mr. Ravindra Joshi – Whole Time Director & CFO

- Holds a B.Com degree from Bangalore University & a Diploma in Business Management from Shivaji University
- Over 31 years of experience in Finance & Accounts

Mr. Karan Shah – Whole Time Dir. Business Development

- Master's in Business Administration from Harvard Business School & also holds Bachelor's of Science in Mechanical Engineering from Purdue University, USA
- Over 2 years experience as a manufacturing engineer at Cummins, USA

Independent Directors

Mr. Sarvesh Joshi – Independent Director

- Practising Chartered Accountant for over 30 years
- Holds a Bachelors degree in law & Commerce from University of Pune

Mr. Vaibhav Mahajani – Independent Director

- Holds a Bachelors degree in electronics engineering from Dnyaneshwar Vidyapeeth
- Has been certified by ISACA, Pune as an Information Security Manager

Ms. Savani Laddha – Independent Director

- Chartered Accountant with more than 20 years experience
- Holds a Bachelors degree in law & Commerce from University of Pune

Mr. Pramod Mehendale – Independent Director

- Holds a Bachelors degree in Commerce & is a fellow of the Institute of Company Secretaries of India
- Holds a certificate of merit from the Institute of Cost and Work Accountants of India
- Founder & a former director of Link Intime India Pvt. Ltd.

Mr. Vedant Pujari - Independent Director

- Holds a Bachelors degree in Commerce from Nagpur University & in law from University of Pune
- Holds a diploma in corporate laws from Indian Law Society
- Member of Delhi High Court Bar Association

Team Behind The Wheels



PCL

Mr. Ajitkumar Jain

GM, Business Development & Projects

- Holds a Bachelor's degree in production engineering from VJTI, Mumbai
- 21 years of work experience in manufacturing engineering

Mr. Achyut Gadre GM, Production

- Holds a Bachelor of Science in Engineering from Shivaji University
- Over 2 decades of work experience in automobile manufacturing

Mr. Rajkumar Kashid GM, Human Resources

- Holds Master's degree in Social Welfare & LLB degree from Shivaji University
- 26 years of work experience in management

Mr. Deepak Kulkarni, AGM, Projects

- Holds a Diploma in Mechanical Engineering
- Over 26 years of work experience in product development

Mr. Pradeep Mahindrakar Sr. Manager, Maintenance

- Holds a Diploma in Mechanical Engineering
- 22 years of experience in mechanical engineering

Mrs. Aarohi Deosthali Manager –Accounts

- Holds a MSW degree
- 16 plus years of experience Accounts and Finance

Globally renowned for Camshafts



Product Portfolio

Camshafts



Chilled Cast Iron Camshaft – 4 cylinder



Chilled Cast Iron Camshaft – Variable Valve Lift



Induction Hardened Ductile Iron Camshaft



Hybrid Camshaft – Chilled Casting + Steel Fuel Lobe



Assembled Camshaft

Camshaft is a critical component that is necessary for the functioning of an engine and its demand is highly dependent on automobiles demand as it is required in all internal combustion engines

Camshaft design impacts the engine's power, efficiency, mileage and emission, hence OEMs involve camshaft manufacturers right from the engine platform design stage

Passenger vehicles largely use either SOHC or DOHC engines, i.e. either single camshaft engines or double camshaft engines. On an average, camshaft demand is 1.5x the passenger vehicles produced

OEM segments forms a major portion of the automotive camshaft market. As setting up a new foundry is capital intensive, there is a growing trend of outsourcing manufacturing of camshafts

Types of camshafts – Cast iron, ductile iron, hybrid & assembled camshafts, sliding cams & cam modules

Camshafts Industry Overview



Global Automotive Camshafts Market

The global automotive camshaft market is projected to reach a size of US\$ 4,462.2 million by the end of 2027, up from an estimated US\$ 2,861.2 million in 2018

The global automotive camshaft market is gaining momentum with growing passenger vehicles segment, which is the key segment driving camshaft sales

Camshafts are required in all internal combustion engines as it is a critical component for the functioning of an engine

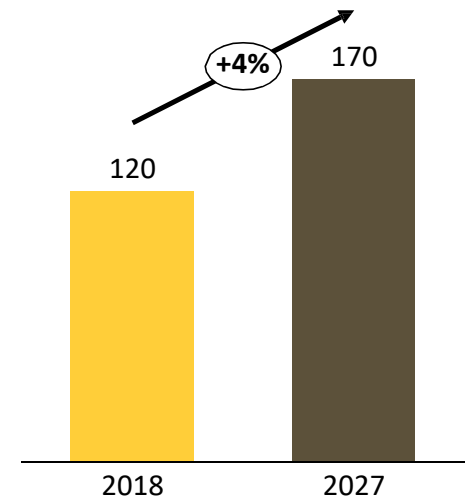
As setting up a new foundry is capital intensive, there is a growing trend of outsourcing manufacturing of camshafts

Inherent cost advantage compared to other major manufacturing destinations across the world has made India the preferred sourcing destination for OEMs and major Tier-1 suppliers

On an average, camshaft volumes are 1.5 times the passenger vehicles produced

PCL is set to benefit as it is the only Camshaft manufacturing company globally which provides all types of technologies for Camshafts under one roof

Global Camshafts Market for PV's
(in Million Units)



Manufacturing Capacities



PCL Foundry India Facility (Solapur)

Capacity (4 Foundries)

9 Mn. Units P.A



PCL Machine India Facility (Solapur)

Capacity (4 Machine Shops)

3.01 Mn. Units P.A

Notes

1. Foundry Capacity has been reduced to 9 million per year due to change in product mix, increase in ductile iron camshafts and decommissioning of old Unit 2 foundry
2. Machine shop capacity will gradually increase to 3.60 million in the next 2 years

Our Marquee Clients



PCL	Common	MFT	Common	MEMCO

EMOSS Clients



EMOSS



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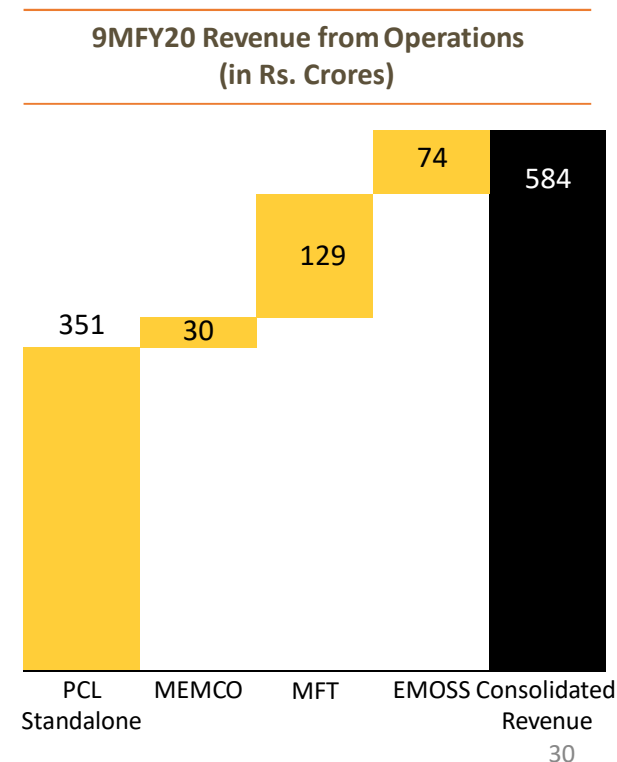
Subsidiary
Companies

Acquisitions to Drive Growth at PCL



Our Acquisitions are aimed at creating strong alliances with leading global players to manufacture high-quality products across a wide range of solutions enabling us to fine tune our manufacturing capabilities to improve efficiency and productivity

Company Acquired	Geography	Rationale
	Germany	Strengthen Niche Machining capabilities and cross sell products to European Automotive Industry
	Netherlands	Foray in Electric Mobility and create capabilities in the Next-Gen technology in Global Automotive Industry
	Nashik, India	Diversify product and client range to cross sell products and capabilities



MEMCO



MEMCO
ENGINEERING PVT. LTD.

Acquisition Details

PCL acquired 100 % Stake in Nashik based MEMCO Engineering Pvt. Ltd. for Rs. 40.6 Crores. This acquisition was funded through the internal accruals.

Products

Fuel injection components for conventional & CRDi diesel engines, brake components & high precision instrumentation components

About MEMCO

MEMCO enjoys long term relationships with marquee global customers like Bosch, Delphi, Endress+Hauser and Giro
MEMCO has the capacity to produce 10.7 million precision components per annum

Key Benefits

Acquisition to help PCL strengthen its niche machining capabilities & diversify into a new product range

Nashik Facility



Product Portfolio – MEMCO



MEMCO Products

Product
Portfolio

Fuel injection components for conventional & CRDi diesel engines, brake components & high precision instrumentation components

Few Products



Nozzle Holder Body



Nozzle Retaining Nut



Stainless Steel Components for
Instrumentation / Equipment



Brake Pistons

MFT



Acquisition Details

PCL acquired 76% Stake in Germany based MFT in March 2018 for Rs. 25 Crores through its WOS - "PCL (International) Holding B.V." This acquisition was funded partly through internal accruals and debt

Products

Balancer Shafts, camshafts, bearing caps, engine brackets & several non-engine prismatic components

About MFT

MFT is a leading supplier of machined components to Volkswagen, Audi, Opel, Westfalia, Hatz Suzuki & several others in its client list

Key Benefits

Partnership will help PCL scale its business in Germany owing to MFT's know-how in manufacturing and proximity to European customers & will help strengthen its niche machining capabilities & diversify into a new product range

Germany Facility



Product Portfolio – MFT



MFT Products

Product Portfolio

Balancer Shafts, camshafts, bearing caps, engine brackets & several non engine prismatic components

Few Products



Balancer Shafts

- Fully machined, hardened and balanced (vertical and horizontal)
- Forged, ductile iron

Prismatic Components

- Various Powertrain, Brake and Chassis components
- Machining of all casting materials (GG, GGG, Aluminium)

EMOSS



Acquisition Details

PCL acquired 51% Stake in Dutch based EMOSS in May 2018 for Rs. 58 Crores through its WOS - "PCL (International) Holding B.V." This acquisition was funded partly through internal accruals and debt

Products

EMOSS is a one-of-a-kind business that designs, develops, produces and supplies complete electric powertrains for trucks, buses military vehicles and heavy equipment

About EMOSS

EMOSS business model includes conversion of diesel trucks into ready to use electric trucks. Major clients include DSV, Ferrovial, Geesink Norba, Heineken, Mellor & Waste Management New Zealand

Key Benefits

EMOSS acquisition helps PCL make a foray into the electric mobility and paves way for us to access mature electrical mobility markets such as Europe, North America and Australasia. PCL's financial bandwidth will help EMOSS scale up business quickly

Netherland Facility



Product Portfolio - EMOSS



E-Truck



80 - 240 kWh



7.5 - 27 tons



100 - 350 km



E-Semi



120 - 200 kWh
+ range extender



Max. 50 tons



100 km
extended range 500+



E-Light



72 kWh



4.2 tons



150 km



Digital
development

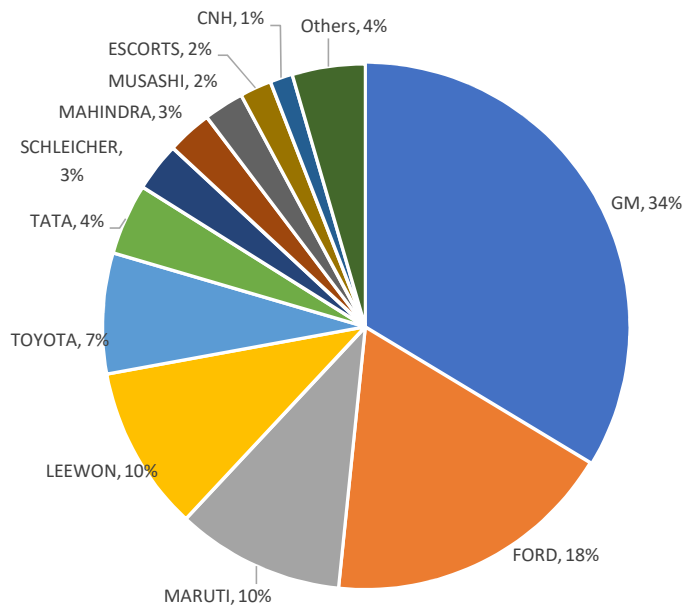
Integrated cockpit for
all EMOSS product

Real-time online tracking for:
Power management &
Data analysis

Diversifying Client Base with Acquisitions



Client Base of PCL Standalone
Revenue Contribution

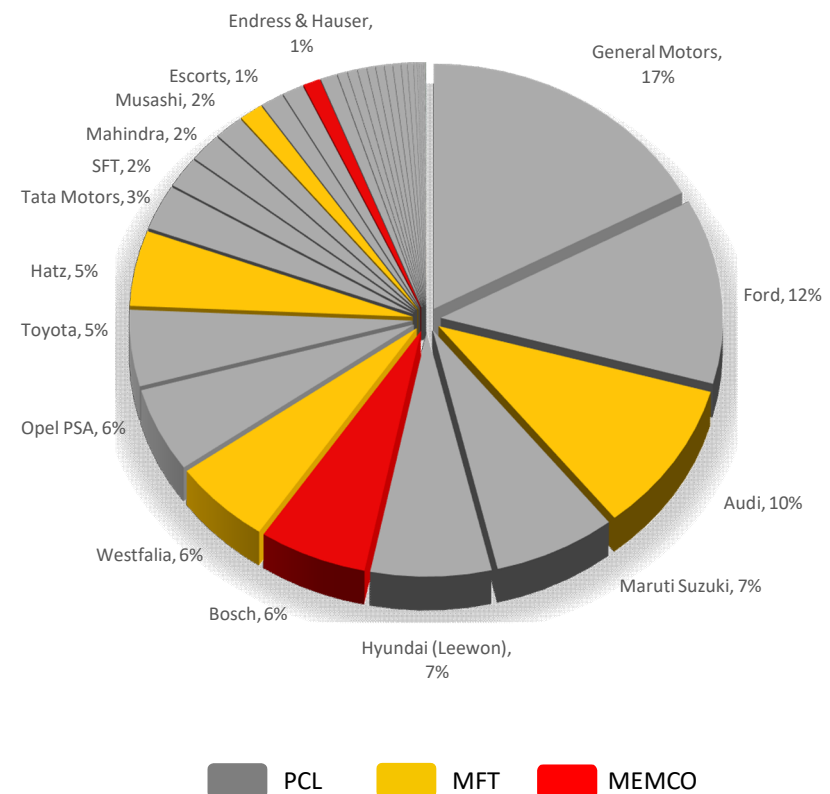


PCL is diversifying
its product profile
to cater to a wider
client base



Acquisitions of MFT,
MEMCO & EMOSS
to help strengthen &
diversify its client
base

Client Base of PCL Group
Revenue Contribution



Strategy to strengthen Brand PCL



01	Cross Sell		Explore existing products with Clients added as a part of acquisitions
02	Scale up EV Venture		Scale up EMOSS in mature Electric mobility markets across the globe and take a leading advantage
03	Diversify Product Offerings		Introduce new products to PCL basket and diversify product range
04	Reduce Customer Dependence		Diversify customer base and reduce concentration risk; added Bosch, VW and Audi as part of recent acquisitions

For further information, please contact:

Company :



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