



August 14, 2024

The Listing Department,  
National Stock Exchange of India Limited,  
'Exchange Plaza', C 1, Block G,  
Bandra – Kurla Complex, Bandra (E),  
Mumbai 400 051

**Symbol: PRECOT**

Dear Sir/Madam,

**Sub: Investors Presentation - reg**

Pursuant to Regulation 30(6) and Regulation 46(2)(o) of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby attach an Investment Presentation for the quarter ended 30<sup>th</sup> June, 2024. The same is made available on the Company's website [www.precot.com](http://www.precot.com).

No Concall is scheduled for the above. This is for your information and records.

Thanking you.

Yours faithfully,

**For Precot Limited**

**S Kavitha**  
**Company Secretary**

**Precot Limited,**  
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CIN: L17111TZ1962PLC001183 | Website: [www.precot.com](http://www.precot.com)



**Reliable, Agile and Innovative**

**Investor Presentation**

**June 2024**

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# Company Overview



## Yarn & Threads

## Technical Textile

Incorporated in **1962**

**5 state of art** facilities with presence in **4 states of South India**

**1.65 lakhs** spindles  
70 tons yarn per day

**100% Compact Yarn** enabled

**Private Label Specialist** in cotton-based products in hygiene and cosmetics

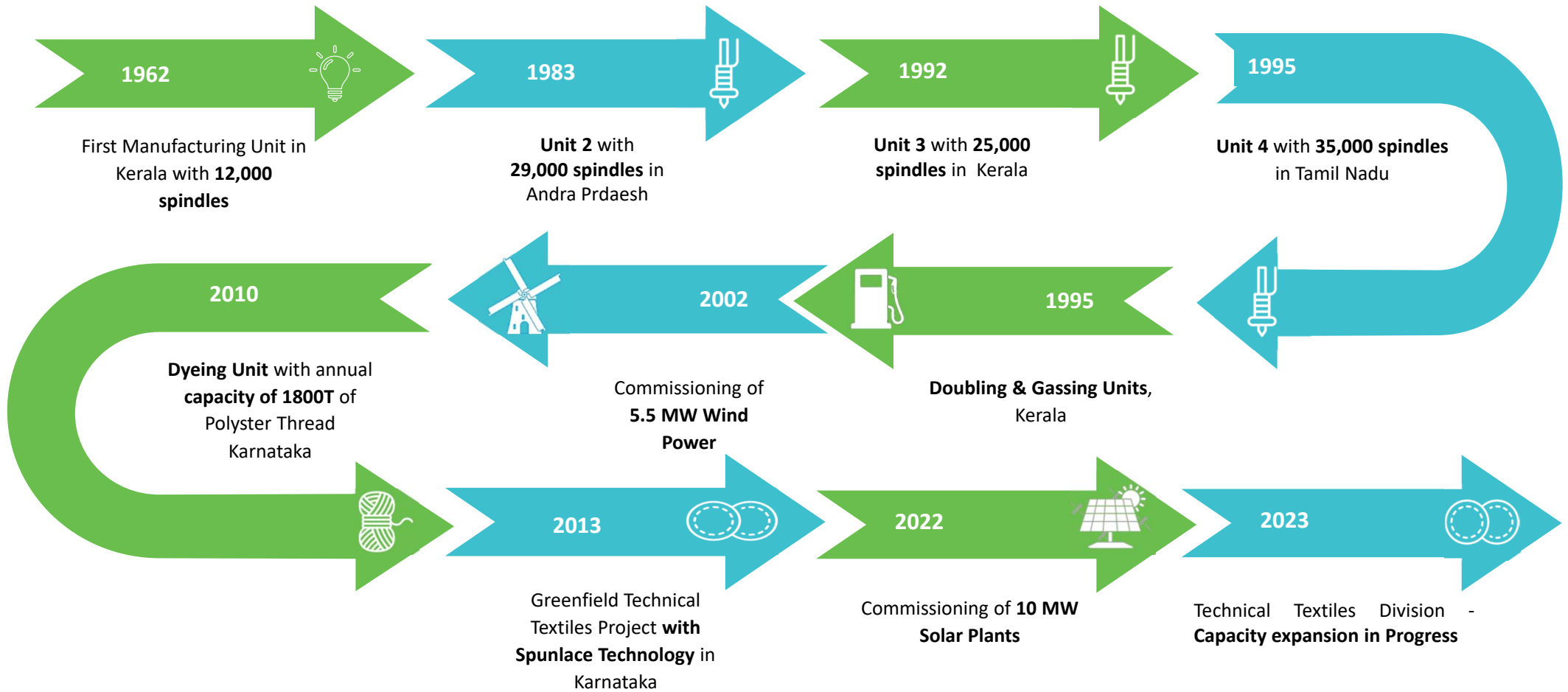
Wide range of cotton-based products with **End-to-End capability**

International presence in over **18 countries**

**Hydro-entanglement Process** in Spunlace



# Journey



# Our Competitive Edge



## Geographical Presence

Captures the benefit of growing market opportunity **in international as well as domestic markets**

## Quality

Delivering sustainable products with unmatched quality and consistency.

## Product Diversification

Introduction of new & value-added products and less dependency on commodity products

## Technical Advancements

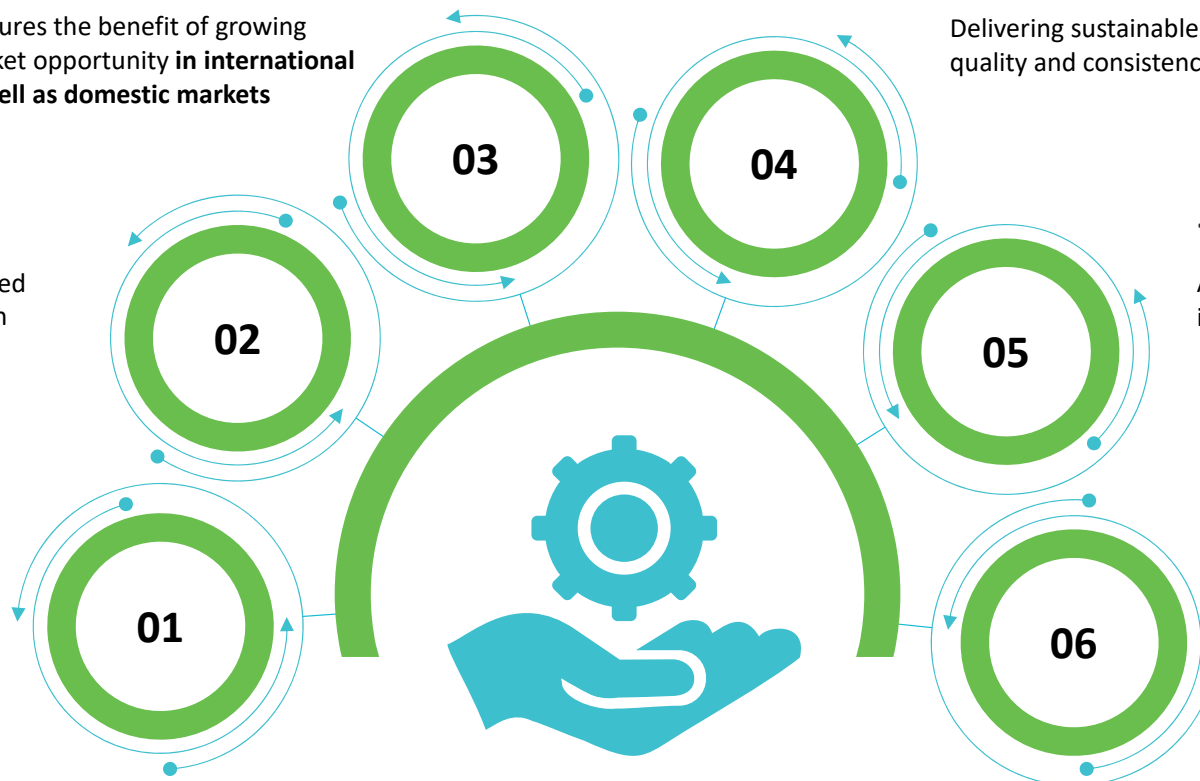
Automation for business process improvements and debottlenecking

## Diversified Network

**Long-standing** relationships with a diverse set of key suppliers, end-customers and distributors.

## Financial Stability

Continued efforts to improve **operational efficiencies and control on operating costs**. Constant steps taken to improve the balance sheet with **reduced debt**.



# Legacy Business – Spinning Division



Diversified range of cotton yarns and threads

**165,000** spindles

**Organic, BCI & normal cotton and polyester**

Production of specialty and blended yarn

**Products Integration with supply chains**



**Newer and quality products** to create product differentiation

Value addition

Efforts to improve **operational efficiencies**

Margin Expansion

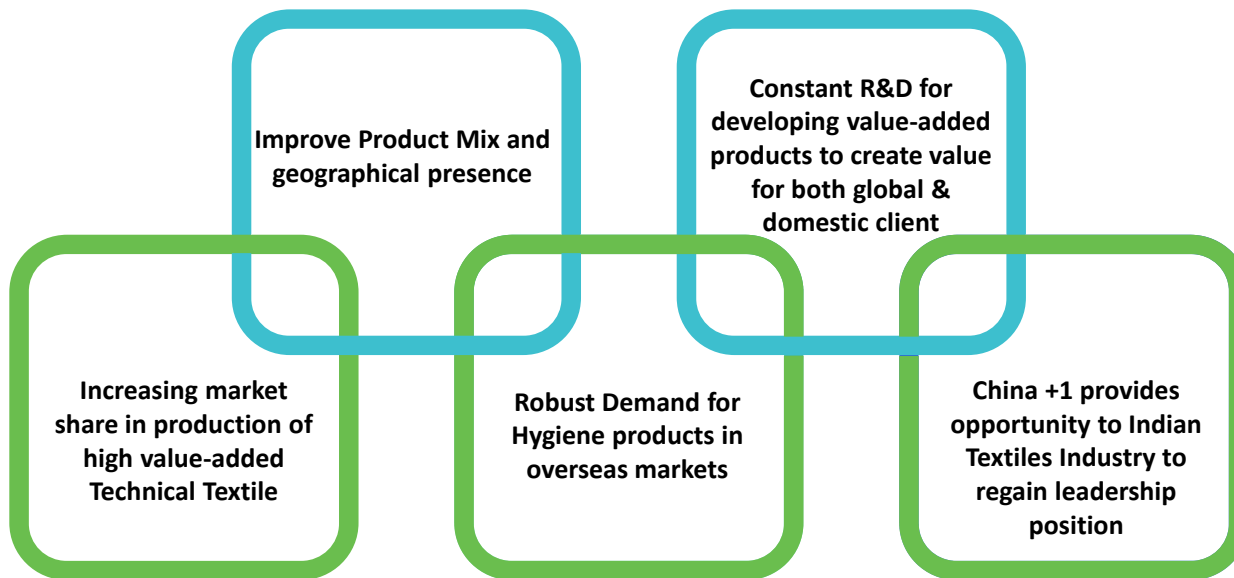


**Expanding in existing and entering new geographies**

Geographical Presence

# Future – Technical Textiles

## Enabling Factors for Growth



## Target Nations

USA



Australia



South Africa



**Private Label** Sales in exports market

Rapid increase in demand for **hygiene products** providing platform for Indian players

Established **Indian players expand export market share** on back of high-quality & reliable products with independent design & customization capabilities

Deepen **long-term relationships** with distributors and brands

Expand our reach in other **geographies and big retail brands**

*Huge Export Opportunity Market*

**We Aim to be the Market Leader in the Feminine Hygiene and Cosmetics Business**



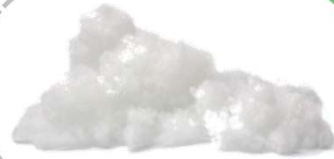
# Our Product Portfolio – Technical Textiles



Absorbent Cotton

## Products

Our purified cotton is OEKO Tex and REACH compliant and Totally Chlorine Free (TCF).



## End User



Cotton buds



Cotton Pads



Sanitary Pads



Tampons and Spunlace manufacturers



Wipes

Cotton Pads

Our unique four-layer spunlace absorbent cotton pads.



Make up remover



Nail Polish remover



First Aid



Baby dry wipes

# Our Product Portfolio – Technical Textiles

Cotton Balls

## Products

Our range of cotton balls are made from 100% pure absorbent cotton.



## End User



Nail Paint remover



Cosmetic and medical purposes

Exfoliating Pads

Patented woven textured 100% Cotton, 100% Biodegradable exfoliating pads



Nail Paint remover



Gentle skin exfoliation

# Our Product Portfolio – Technical Textiles

## Cotton Wool Rolls

### Products

Highly absorbent wool rolls.  
Pleats specially designed for easy tear-off & use



### End User



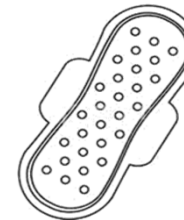
General hygiene



Baby cleaning

## Cotton Spunlace Rolls

Our cotton spunlace is 4 layered, highly absorbent and has good strength for further processability



Sanitary Pads



Panty Liners

# Our Product Portfolio – Yarns & Threads



Yarn & Threads

## Products

Leading manufacturers of yarns & threads for textile production, knitting and sewing



## End User



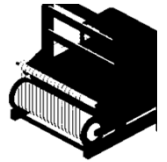
Weaving



Knitting



Sewing



Textile Production

# Our State-of-the-art Manufacturing Facilities

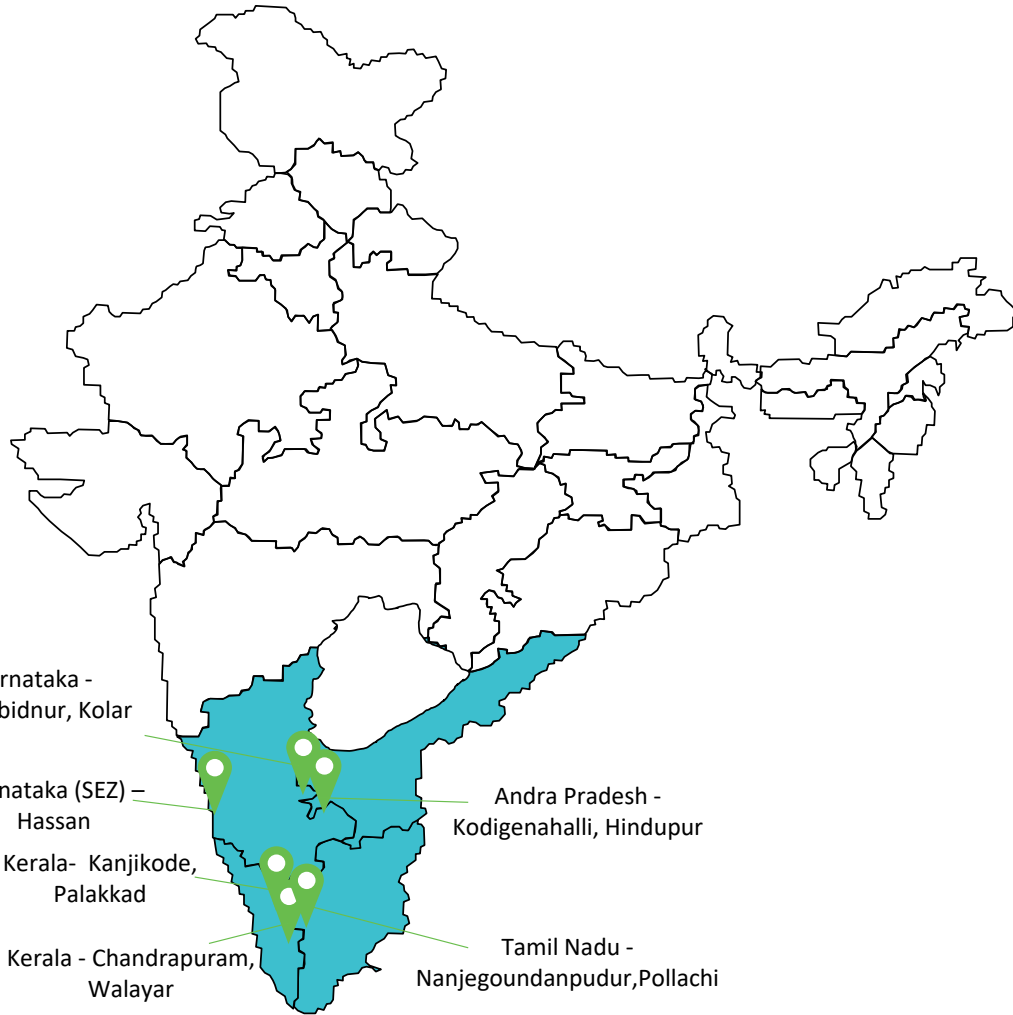


## Key Highlights of the Manufacturing Processes

- ✓ Vertically integrated manufacturing capabilities with **in-house design and development**
- ✓ **Increased automation and process improvements** are being implemented in order to maintain quality and profitability.
- ✓ Compliance and Quality Standards: **ISO 9001 & 14001 certified** company that meets BCI standards for cotton industry.
- ✓ **Yarn conditioning equipment** maintains precise moisture levels in the yarn and ensures superior working performance at our facilities. **Yarn singeing machines** from RITE, Italy are used to produce good quality gassed yarn
- ✓ 80% of cotton is procured domestically and balance from USA and Australia for Value Added products

| Units                                    | Capacity |
|--|----------|
| Kerala - Kanjikode, Palakkad             | 57,600   |
| Kerala - Chandrapuram, Walayar           | 24,624   |
| Andra Pradesh - Kodigenahalli, Hindupur  | 47,040   |
| Tamil Nadu - Nanjegoundanpudur, Pollachi | 34,813   |
| Karnataka - Gowribidanur, Kolar          | 6 tons   |
| Karnataka (SEZ) – Hassan                 | -        |

# Strategically located



## Accessibility

Our Facilities are located **close to the source of Raw material** required for production enabling continuous supply and better ability to manage demand cycles

## Manpower

Availability of both skilled and unskilled manpower helps in manpower planning

## Infrastructure and Scalability

Good connectivity through ports and roads **enables efficient distribution and sourcing of goods thereby controlling logistics costs**

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

# Global Presence



## Key Takeaways

State of art Facilities located in India

Presence in over 25 countries

Tapping opportunities in Technical Textiles across the Globe



Exports for FY24 – Rs 442 crores

## Key Takeaways

Container availability and reduced freight cost providing export relief

Company has moved towards solar and wind energy for its power needs

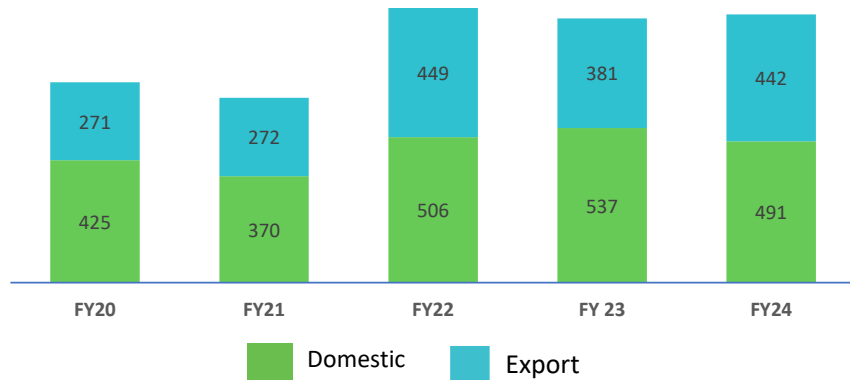
Long term relationship with key distributors and customers

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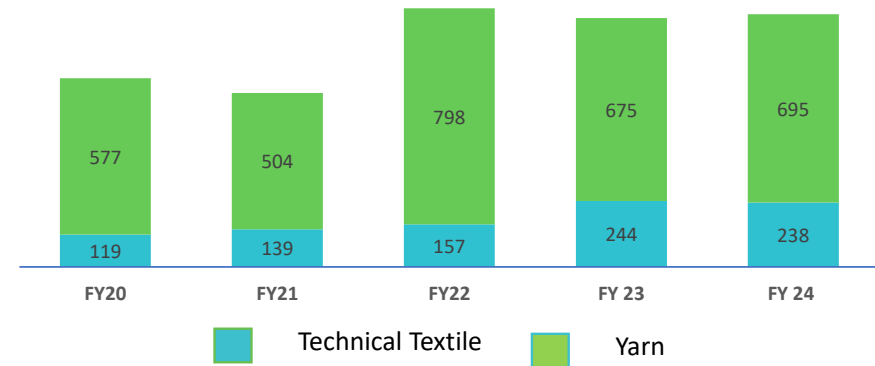
# Geography wise and segment wise breakup



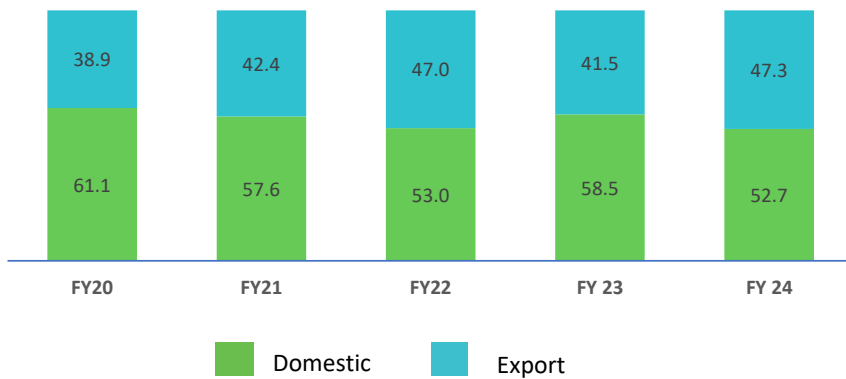
Geography wise (Rs. Crs)



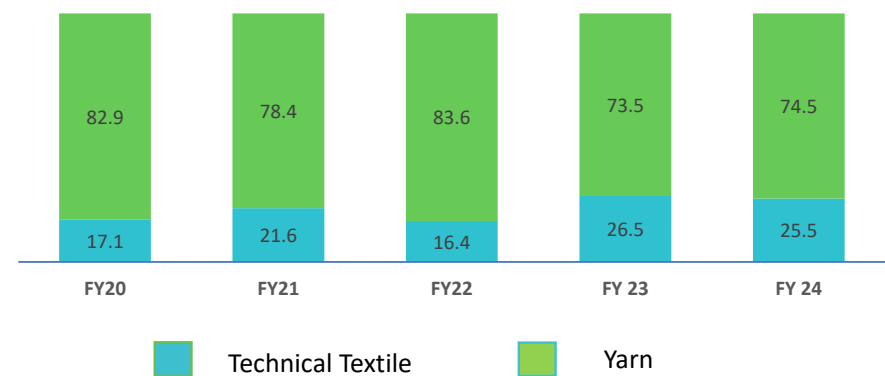
Segment wise (Rs. Crs)



Geography wise (%)

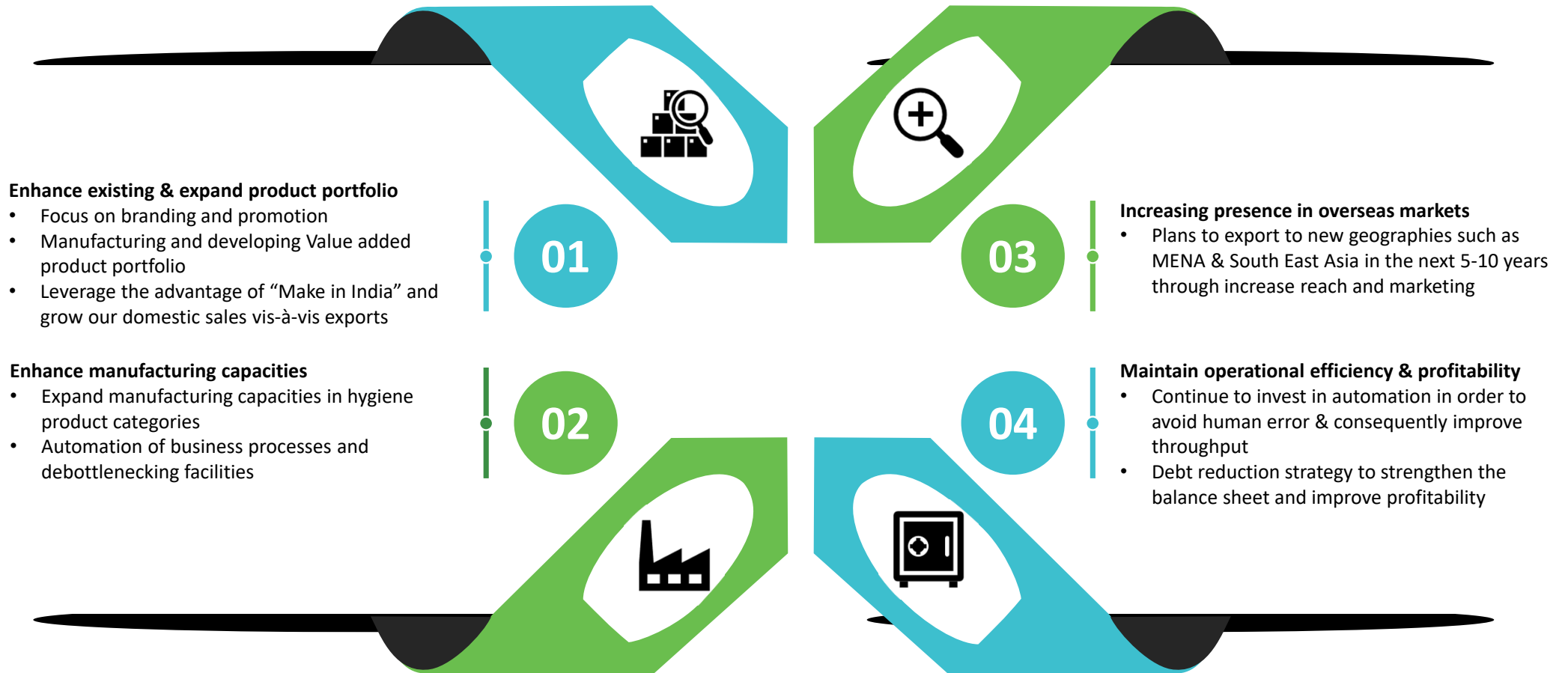


Segment wise (%)





# Key Business Strategies



# Key Customers



Walmart Inc.



CVS Pharmacy



Walgreens



Dollar General



Dove



The Kroger Co.



Meijer Inc.



K Mart



Coles Supermarkets



Aldi

# Leadership Board



## Mr. Ashwin Chandran

Designation - **Chairman & MD**

Age - **48 Years**

Experience - **More than 22 years of experience in the textile industry**

## Mr. Prashant Chandran

Designation - **Vice Chairman & MD**

Age - **43 Years**

Experience - **More than 15 years of experience in the textile industry**

## Mr. T Kumar

Designation - **Executive Director**

Age - **55 Years**

Experience - **More than 32 years of experience in the textile industry**

## Mr. P Vijay Raghunath

Designation – **Independent Director**

Age - **57 Years**

Experience - **More than 30 years of experience in Legal Profession**

## Mr. Arun Selvaraj

Designation – **Independent Director**

Age - **55 Years**

Experience - **More than 15 years of experience in Textile & Aerospace Industry**

## Dr. Vinay Balaji Naidu

Designation - **Independent Director**

Age – **45 Years**

Experience - **16 years of experience in the Medical field**

## Mrs. Suguna Ravichandran

Designation - **Additional Director**

Age – **65 Years**

Experience – **More than 20 years of experience as practicing Chartered Accountant**

## Mr. V Prakash

Designation - **Additional Director**

Age – **62 Years**

Experience – **More than 30 years of experience in the banking sector**

## Mr. Ravi Kumar Abburu

Designation - **Additional Director**

Age – **52 Years**

Experience – **More than 29 years of experience in manufacturing sector**

# Certifications



# Sustainability and Social Responsibility



Investments in Green Energy - 5 MW Wind and 10 MW Solar generations and Gas based power plants



Promoting Organic & Recycled Products in both Spinning and Technical Textile divisions



Recycled Water Management with the help of effluent treatment plants



Active CSR with special focus on education and healthcare for the underprivileged



Use of Sustainable cotton using less chemicals and optimum Water. 20% of that cotton is used is organically grown

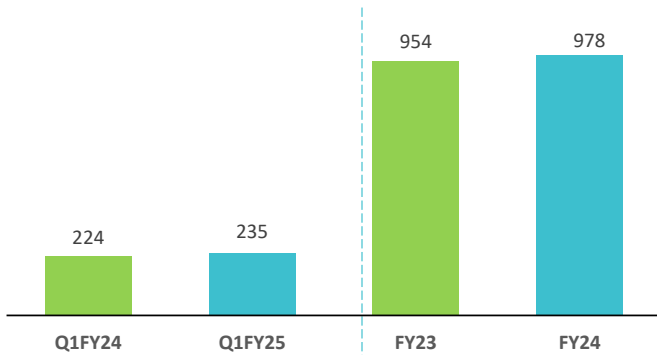
# Financial Highlights



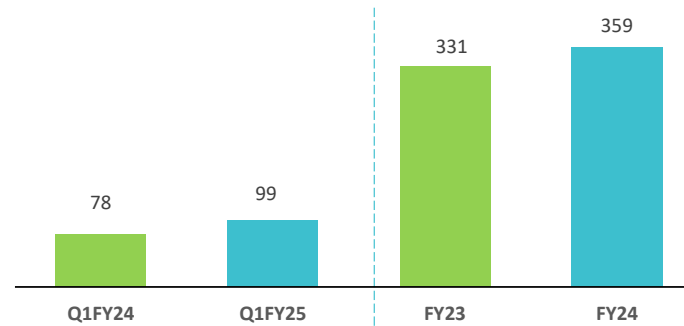
# Q1 FY25 & FY24 Financial Highlights



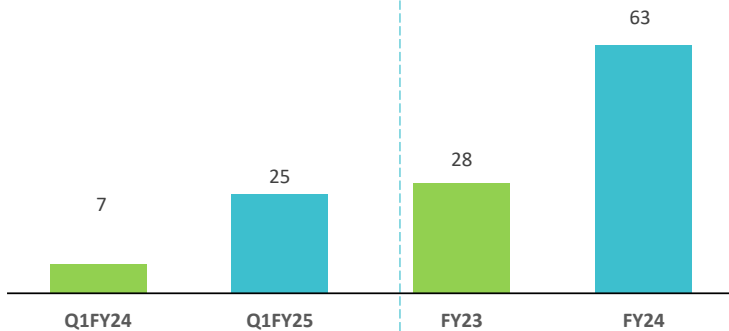
## Revenue (₹ crore)



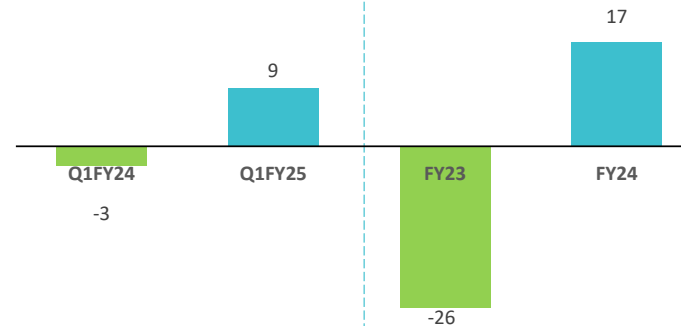
## Gross Profit (₹ crore)



## EBITDA (₹ crore)



## PAT (₹ crore)



## Highlights

- Q1FY25 Revenue from operations stood at Rs.235 crores as against Rs.224 crores in Q1FY24
- Q1 FY25 EBITDA stood at Rs. 25 crores, as compared to Rs. 7 crores of Q1 FY24
- Gross Profit for Q1 FY25 stood at Rs. 99 crores, as compared to Rs. 78 crores of Q1 FY24.
- PAT for Q1 FY25 stood at Rs.9 crores, as compared to the loss of Rs. 3 crores in Q1 FY24.

# Q1 & FY24 Profit & Loss Statement

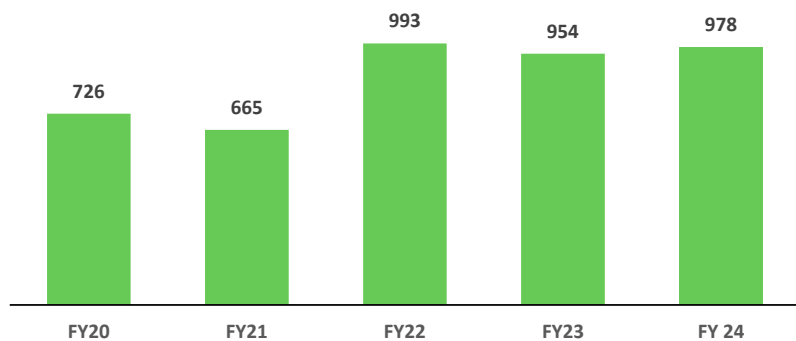


| Profit and Loss (in Rs. Crs)           | Q1FY25        | Q4FY24        | Q1FY24        | FY24          |
|--|---------------|---------------|---------------|---------------|
| <b>Revenue from Operations</b>         | <b>234.91</b> | <b>259.52</b> | <b>224.22</b> | <b>977.76</b> |
| Cost of Goods Sold                     | 135.66        | 161.36        | 145.91        | 619.00        |
| <b>Gross Profit</b>                    | <b>99.25</b>  | <b>98.16</b>  | <b>78.31</b>  | <b>358.76</b> |
| <b>Gross Profit Margin</b>             | <b>42.25</b>  | <b>37.82</b>  | <b>34.93</b>  | <b>36.69</b>  |
| Employee Cost                          | 25.09         | 23.46         | 22.40         | 91.49         |
| Other Expenses                         | 48.96         | 53.22         | 48.67         | 204.52        |
| <b>EBITDA</b>                          | <b>25.20</b>  | <b>21.48</b>  | <b>7.24</b>   | <b>62.75</b>  |
| <b>EBITDA Margin</b>                   | <b>10.73</b>  | <b>8.28</b>   | <b>3.23</b>   | <b>6.42</b>   |
| Depreciation                           | 5.04          | 5.13          | 7.39          | 22.67         |
| Other Income                           | 2.27          | 4.54          | 2.48          | 10.34         |
| <b>EBIT</b>                            | <b>22.43</b>  | <b>20.89</b>  | <b>2.33</b>   | <b>50.42</b>  |
| <b>EBIT Margin</b>                     | <b>9.55</b>   | <b>8.05</b>   | <b>1.04</b>   | <b>5.16</b>   |
| Finance Cost                           | 10.08         | 9.66          | 9.74          | 39.35         |
| Exceptional Item Gain / (Loss)         | 0.00          | 8.07          | 0.00          | 6.23          |
| <b>Profit/(Loss) before Tax</b>        | <b>12.35</b>  | <b>19.30</b>  | <b>-7.42</b>  | <b>17.29</b>  |
| <b>Profit/(Loss) before Tax Margin</b> | <b>5.26</b>   | <b>7.44</b>   | <b>-3.31</b>  | <b>1.77</b>   |
| Tax                                    | 2.95          | 7.15          | -4.32         | 0.51          |
| <b>Profit/(Loss)After Tax</b>          | <b>9.40</b>   | <b>12.15</b>  | <b>-3.10</b>  | <b>16.78</b>  |
| Profit After Tax Margin                | 4.00          | 4.68          | -1.38         | 1.72          |

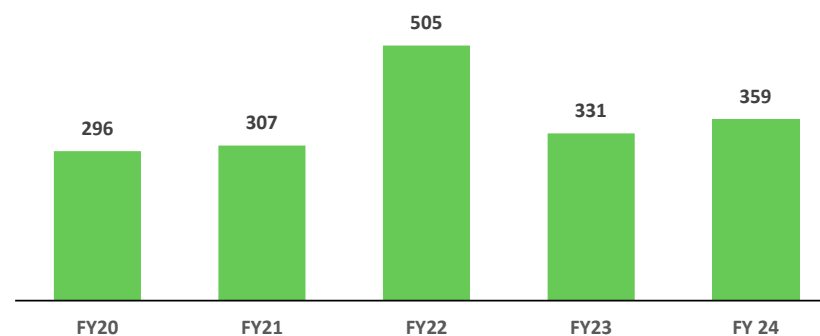


# Historical Financials

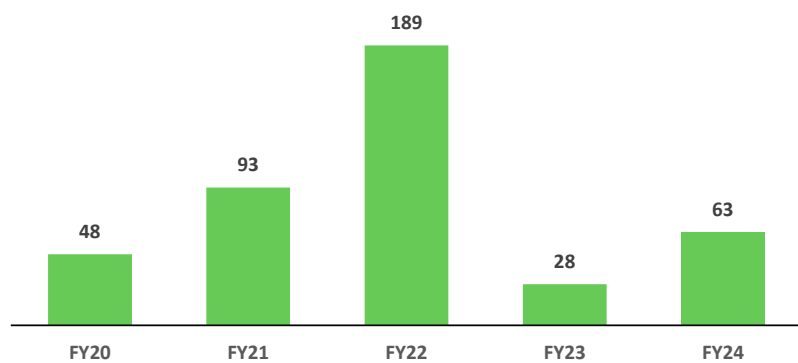
Revenue (₹ crore)



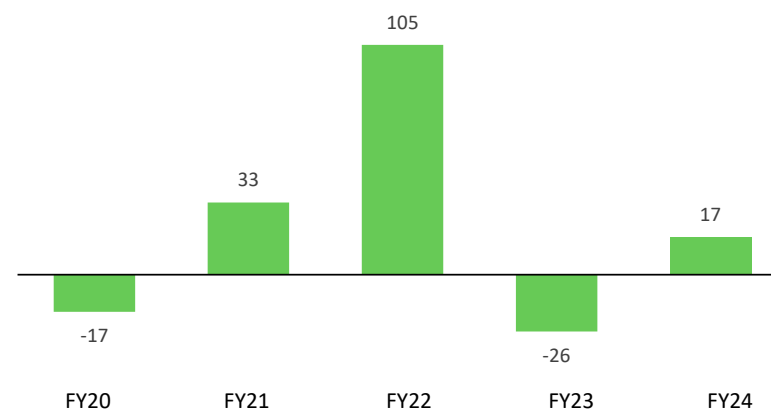
Gross Profit (₹ crore)



EBITDA (₹ crore)



PAT (₹ crore)



# Historical Profit & Loss Statement



| Profit and Loss (in Rs. Crs)    | FY 24         | FY23          | FY22          | FY21          | FY20          |
|---------------------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Revenue from Operations</b>  | <b>977.76</b> | <b>953.82</b> | <b>993.28</b> | <b>665.14</b> | <b>726.11</b> |
| Cost of Goods Sold              | 619.00        | 623.29        | 488.59        | 358.55        | 430.10        |
| <b>Gross Profit</b>             | <b>358.75</b> | <b>330.53</b> | <b>504.69</b> | <b>306.59</b> | <b>296.01</b> |
| <b>Gross Profit Margin</b>      | <b>36.69</b>  | <b>34.65</b>  | <b>50.81</b>  | <b>46.09</b>  | <b>40.77</b>  |
| Employee Cost                   | 91.49         | 84.63         | 93.60         | 73.58         | 71.65         |
| Other Expenses                  | 204.52        | 218.13        | 222.34        | 139.88        | 176.66        |
| <b>EBITDA</b>                   | <b>62.75</b>  | <b>27.77</b>  | <b>188.75</b> | <b>93.13</b>  | <b>47.70</b>  |
| <b>EBITDA Margin</b>            | <b>6.42</b>   | <b>2.91</b>   | <b>19.00</b>  | <b>14.00</b>  | <b>6.57</b>   |
| Depreciation                    | 22.67         | 33.40         | 32.53         | 33.17         | 32.74         |
| Other Income                    | 10.34         | 7.24          | 6.49          | 5.70          | 4.40          |
| <b>EBIT</b>                     | <b>50.42</b>  | <b>1.61</b>   | <b>162.72</b> | <b>65.67</b>  | <b>19.37</b>  |
| <b>EBIT Margin</b>              | <b>5.16</b>   | <b>0.17</b>   | <b>16.38</b>  | <b>9.87</b>   | <b>2.67</b>   |
| Finance Cost                    | 39.35         | 36.14         | 28.98         | 32.72         | 32.33         |
| Exceptional item Gain/(Loss)    | 6.23          | -             | -             | -             | -             |
| <b>Profit before Tax</b>        | <b>17.29</b>  | <b>-34.52</b> | <b>133.75</b> | <b>32.95</b>  | <b>-12.96</b> |
| <b>Profit before Tax Margin</b> | <b>1.77</b>   | <b>-3.62</b>  | <b>13.47</b>  | <b>4.95</b>   | <b>-1.78</b>  |
| Tax                             | 0.51          | -8.50         | 28.33         | -             | 3.56          |
| <b>Profit After Tax</b>         | <b>16.78</b>  | <b>-26.02</b> | <b>105.42</b> | <b>32.95</b>  | <b>-16.52</b> |
| <b>Profit After Tax Margin</b>  | <b>1.72</b>   | <b>-2.73</b>  | <b>10.61</b>  | <b>4.95</b>   | <b>-2.28</b>  |

# Historical Consolidated Balance Sheet



| Assets (in Rs. Crs)`                | Mar-24        | Mar-23        | Mar-22        | Mar-21        | Mar-20        |
|-------------------------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Non - Current Assets</b>         | <b>531.89</b> | <b>497.40</b> | <b>495.10</b> | <b>471.63</b> | <b>491.85</b> |
| Property Plant & Equipment          | 441.63        | 443.66        | 427.95        | 437.44        | 462.49        |
| CWIP                                | 55.99         | 2.97          | 31.60         | 2.56          | 1.39          |
| Intangible assets                   | 0.29          | 0.31          | 0.44          | 0.38          | 0.42          |
| Right of use asset                  | 6.69          | 3.38          | 4.64          | 5.91          | 7.24          |
| Intangible assets under development | -             | 0.09          | -             | 0.08          | -             |
| <b>Financial Assets</b>             |               |               |               |               |               |
| Investments                         | 2.64          | 6.96          | 12.18         | 10.76         | 10.89         |
| Loans                               | -             | -             | -             | 9.89          | 7.55          |
| Deferred tax assets (net)           | 1.81          | 5.69          | -             | -             | -             |
| Other Financial Assets              | 11.20         | 9.85          | 8.10          | -             | -             |
| Other Non - Current Assets (Net)    | 11.63         | 24.49         | 10.19         | 4.60          | 1.87          |
| <b>Current Assets</b>               | <b>422.22</b> | <b>409.18</b> | <b>438.08</b> | <b>290.35</b> | <b>239.73</b> |
| Inventories                         | 232.27        | 242.01        | 241.41        | 131.20        | 124.32        |
| <b>Financial Assets</b>             |               |               |               |               |               |
| (i) Investments                     | 12.78         | 1.99          | -             | -             | -             |
| (ii) Trade receivables              | 130.85        | 118.71        | 139.95        | 101.98        | 89.31         |
| (iii) Cash and cash equivalents     | 0.53          | 0.61          | 1.49          | 1.10          | 0.38          |
| (iv) Bank bal other than (iii)      | 7.22          | 5.85          | 9.16          | 7.87          | 7.64          |
| (v) Loans                           | 0.93          | 0.72          | 0.64          | 0.78          | 0.56          |
| Other Financial Assets              | 0.66          | 0.40          | 0.39          | 0.47          | 0.51          |
| Other Current Assets                | 36.99         | 38.88         | 45.04         | 46.96         | 17.01         |
| <b>Total Assets</b>                 | <b>954.11</b> | <b>906.58</b> | <b>933.18</b> | <b>761.99</b> | <b>731.58</b> |

| Equity & Liabilities (in Rs. Crs)     | Mar-24        | Mar-23        | Mar-22        | Mar-21        | Mar-20        |
|---------------------------------------|---------------|---------------|---------------|---------------|---------------|
| <b>Total Equity</b>                   | <b>418.21</b> | <b>405.71</b> | <b>444.12</b> | <b>341.62</b> | <b>310.16</b> |
| Share Capital                         | 12.00         | 12.00         | 12.00         | 12.00         | 12.00         |
| Reserves & Surplus                    | 406.21        | 393.71        | 432.12        | 329.62        | 298.16        |
| <b>Non-Current Liabilities</b>        | <b>162.91</b> | <b>168.03</b> | <b>109.98</b> | <b>127.96</b> | <b>150.44</b> |
| <b>Financial Liabilities</b>          |               |               |               |               |               |
| (i) Borrowings                        | 144.30        | 144.97        | 81.70         | 104.60        | 122.65        |
| (ii) Lease Liabilities                | 3.46          | -             | 0.90          | -             | -             |
| (iii) Other Financial Liabilities     | -             | -             | 0.17          | 1.94          | 7.01          |
| Provisions                            | 14.44         | 22.63         | 21.53         | 19.47         | 18.00         |
| Other Non Current Liabilities         | 0.71          | 0.43          | 1.12          | 1.95          | 2.78          |
| Deferred Tax Liabilities              | -             | -             | 4.55          | -             | -             |
| <b>Current Liabilities</b>            | <b>372.99</b> | <b>332.84</b> | <b>379.08</b> | <b>292.41</b> | <b>270.98</b> |
| <b>Financial Liabilities</b>          |               |               |               |               |               |
| (i) Borrowings                        | 224.55        | 232.85        | 276.08        | 169.20        | 173.45        |
| (ii) Trade Payables                   | 102.98        | 63.10         | 38.19         | 29.01         | 45.32         |
| (iii) Lease                           | 0.92          | 0.90          | 1.03          | -             | -             |
| (iv) Other Financial Liabilities      | 36.06         | 29.06         | 53.77         | 83.18         | 44.08         |
| Other Current Liabilities             | 5.24          | 3.80          | 4.36          | 8.78          | 6.32          |
| Provisions                            | 3.23          | 3.11          | 2.72          | 2.25          | 1.80          |
| Current tax Liabilities (net)         | -             | -             | 2.92          | -             | -             |
| <b>Total Equity &amp; Liabilities</b> | <b>954.11</b> | <b>906.58</b> | <b>933.18</b> | <b>761.99</b> | <b>731.58</b> |

# Historical Cash Flow Statement



| Particulars (in Rs. Crs)   | FY24          | FY23          | FY22           | FY21          | FY20          |
|--|---------------|---------------|----------------|---------------|---------------|
| <b>Net Profit Before Tax</b>   | <b>11.06</b>  | <b>-34.52</b> | <b>133.75</b>  | <b>32.95</b>  | <b>-12.96</b> |
| Adjustments for: Non -Cash Items / Other Investment or Financial Items         | <b>55.78</b>  | <b>66.97</b>  | <b>58.92</b>   | <b>64.18</b>  | <b>64.25</b>  |
| <b>Operating profit before working capital changes</b>                         | <b>66.84</b>  | <b>32.45</b>  | <b>192.67</b>  | <b>97.13</b>  | <b>51.29</b>  |
| Changes in working capital   | <b>50.03</b>  | <b>22.82</b>  | <b>-117.17</b> | <b>-70.89</b> | <b>10.45</b>  |
| <b>Cash generated from Operations</b>  | <b>116.87</b> | <b>55.27</b>  | <b>75.50</b>   | <b>26.24</b>  | <b>61.74</b>  |
| Direct taxes paid (net of refund)  | <b>4.19</b>   | <b>-6.03</b>  | <b>-19.97</b>  | <b>-0.23</b>  | <b>-0.41</b>  |
| <b>Net Cash from Operating Activities</b>                                      | <b>121.06</b> | <b>49.23</b>  | <b>55.54</b>   | <b>26.00</b>  | <b>61.33</b>  |
| <b>Net Cash from Investing Activities</b>                                      | <b>-69.36</b> | <b>-30.05</b> | <b>-54.79</b>  | <b>-8.27</b>  | <b>21.12</b>  |
| <b>Net Cash from Financing Activities</b>                                      | <b>-50.41</b> | <b>-2.36</b>  | <b>0.93</b>    | <b>-16.79</b> | <b>-82.33</b> |
| <b>Net Decrease in Cash and Cash equivalents</b>                               | <b>1.29</b>   | <b>-4.18</b>  | <b>1.68</b>    | <b>0.95</b>   | <b>0.13</b>   |
| Add: Cash & Cash equivalents at the beginning of the period                    | <b>6.46</b>   | <b>10.65</b>  | <b>8.97</b>    | <b>8.02</b>   | <b>7.90</b>   |
| Less: Bank balances not considered as Cash and Cash Equivalents as per IND AS7 | <b>7.22</b>   | <b>5.85</b>   | <b>9.16</b>    | <b>7.87</b>   | <b>7.64</b>   |
| <b>Cash &amp; Cash equivalents at the end of the period</b>                    | <b>0.53</b>   | <b>0.61</b>   | <b>1.49</b>    | <b>1.10</b>   | <b>0.38</b>   |

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