

BALKRISHNA INDUSTRIES LTD.

Investor Presentation

August'24



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Performance Snapshot – Q1FY25

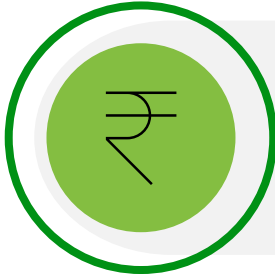


GROWING TOGETHER



Sales Volume

83,570 MT
+24% YoY



Revenue

Rs. 2,741 cr
+30% YoY



EBITDA

Rs. 714 cr
+47% YoY



EBITDA Margin

26.04%
+303 bps YoY



Net Profit

Rs. 477 cr
+53% YoY



Dividend*

Rs. 4/-

All Figures on Standalone basis

* 1st Interim Dividend

New Capex

With the acceptance and success in the OTR range of tires, the Company is planning to add fresh capacity

Company is Embarking on a new capex spend of up to Rs. 1,300cr

The capacity addition will be for 35,000 MTPA at Bhuj

The capex spends will be implemented in phases

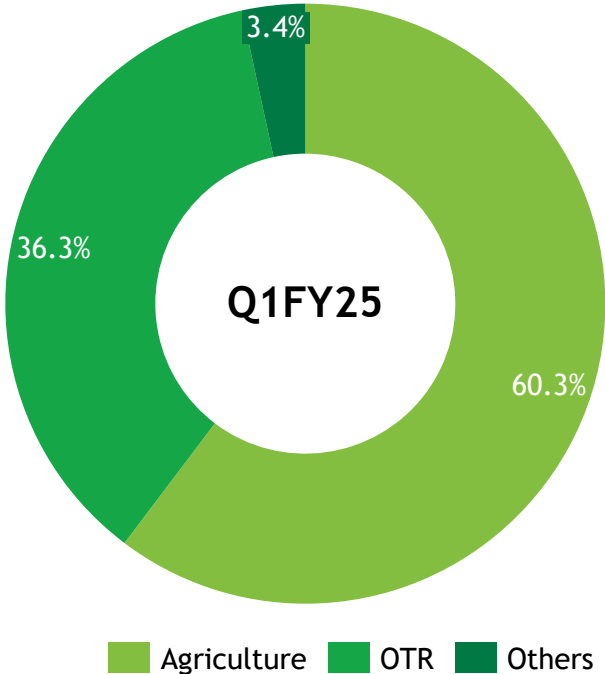
Sales Volume Profile



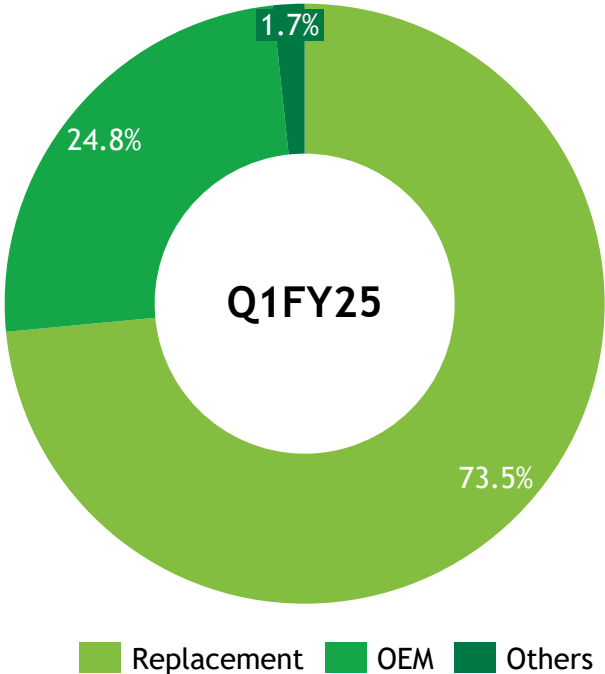
Sales volumes in MT
All Figures on Standalone basis

Volume Profile

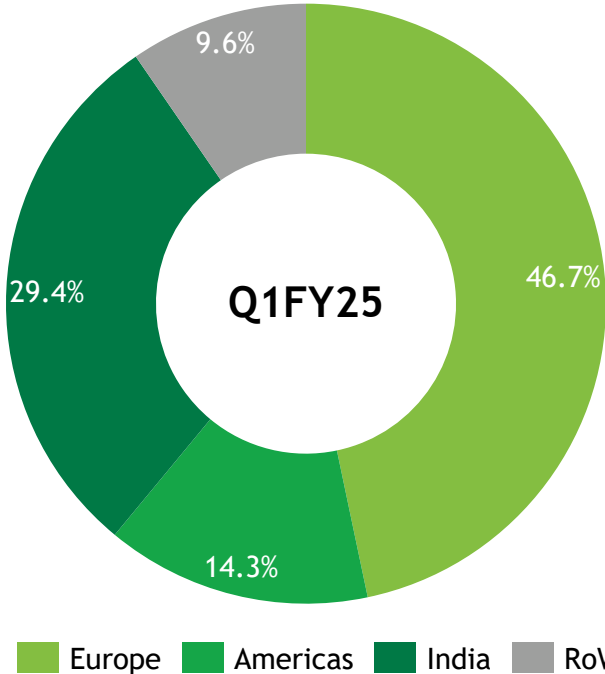
Segmental Sales



Channel Sales



Geographical Sales



All Figures on Standalone basis

Profit & Loss



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Particulars (Rs in Cr)	Standalone					
	Q1FY25	Q1FY24	YoY	FY24	FY23	YoY
Sales (MT)	83,570	67,209	24%	2,92,628	3,01,181	-3%
Revenue from Operations	2,690	2,120		9,299	9,811	
Realized Gain on Foreign Exchange	52	-5		77	262	
Total Income	2,741	2,115	30%	9,375	10,072	-7%
Raw Material	1,309	1,058		4,521	4,909	
(Increase) / Decrease in Stock	-23	-36		-47	47	
Employee Expenses	116	105		441	404	
Other Expenses	626	501		2,138	2,684	
EBITDA	714	487	47%	2,322	2,028	14%
EBITDA Margin	26.0%	23.0%		24.8%	20.1%	
Other Income	83	66		275	114	
Unrealized Gain / (Loss)	6	33		55	-88	
Interest & Finance Charges (Net)	14	21		109	46	
Depreciation	162	154		644	557	
Profit Before Tax	627	411	53%	1,899	1,451	31%
Tax	149	98		461	372	
Profit After Tax	477	312	53%	1,438	1,079	33%
PAT Margin	17.4%	14.8%		15.3%	10.7%	

Balance Sheet



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Particulars (Rs. Cr.)	Mar'24	Mar'23	Particulars (Rs. Cr.)	Mar'24	Mar'23
ASSETS			EQUITY AND LIABILITIES		
Non-current assets	9,012	8,385	EQUITY	8,862	7,589
Property, Plant and Equipment	6,204	5,263	Equity Share Capital	39	39
Capital work-in-progress	944	1,392	Other Equity	8,823	7,550
Investment Property	64	71			
Other Tangible Assets	1	0	Non-Current Liabilities	1,162	1,432
Right of use Assets	15	16	Financial Liabilities		
Financial Assets			(i) Borrowings	691	1,038
(i) Investments	1,338	1,263	(ii) Other Financial Liabilities	16	64
(ii) Other Financial Assets	155	94	Provisions	30	26
Income Tax Assets (Net)	15	-	Deferred Tax Liabilities (Net)	349	241
Other non-current assets	277	288	Other Non-Current Liabilities	75	63
Current assets	4,593	3,887			
Inventories	1,271	1,592	Current liabilities	3,581	3,251
Financial Assets			Financial Liabilities		
(i) Investments	1,349	775	(i) Borrowings	2,345	2,216
(ii) Trade Receivables	1,543	1,254	(ii) Trade Payables	893	487
(iii) Cash and cash equivalents	47	31	(iii) Other Financial Liabilities	156	218
(iv) Bank Balances other than (iii) above	5	7	Other Current Liabilities	182	325
(v) Loans	7	4	Provisions	4	4
(vi) Others	70	51	Tax Liabilities	-	1
Other Current Assets	301	174			
TOTAL	13,605	12,272	TOTAL	13,605	12,272

All Figures on Standalone basis

Cash Flow

Particulars (Rs. Cr.)	FY24	FY23
Operating profit before working capital changes	2,307	1,997
Changes in working capital	163	-244
Cash generated from operations	2,470	1,752
Direct taxes paid (net of refund) and others	-418	-338
Net Cash from Operating Activities	2,052	1,414
Net Cash from Investing Activities	-1,468	-1,772
Net Cash from Financing Activities	-568	359
Net Change in cash and cash equivalents	17	1

Resilient Business Model



Gross Cash and Cash equivalents of Rs. 2,946 Cr as on 30th June, 2024



Diversified Product Portfolio, spread across Agriculture, Industrial, Construction, Earthmoving, Mining, Port, Lawn and Garden and ATV tires



Self Reliant in Carbon Black along with Multiple sourcing arrangements for other Raw Materials



Total Achievable capacity of ~360,000 MT p.a. Mould Manufacturing capex completed

BKT has built a resilient business model and is confident to withstand the near-term challenges to emerge stronger with a higher global market share

Strategy at BKT



Balkrishna Industries – A Snapshot



- 01** **Leading ‘Off-Highway Tire’ Exporter**
BKT is India’s Leading player in the Global ‘Off Highway Tire (OHT)’ Market
- 02** **Wide and comprehensive product portfolio**
Deep understanding of OHT market has led to capabilities to manufacture over 3,200 SKUs
- 03** **Capacities**
The current achievable capacity is 360,000 MTPA
- 04** **Global reach**
Sales to over 160 countries through Distribution network in Americas, Europe, India and Rest of the World
- 05** **Strong OEM Presence**
Strong Partnerships with Global OEM’s a testimony of our Brand Acceptance & Performance
- 06** **Experienced Management Team**
Experienced Management Teams across business divisions and verticals

India Production and Global Sales

Waluj,
Maharashtra

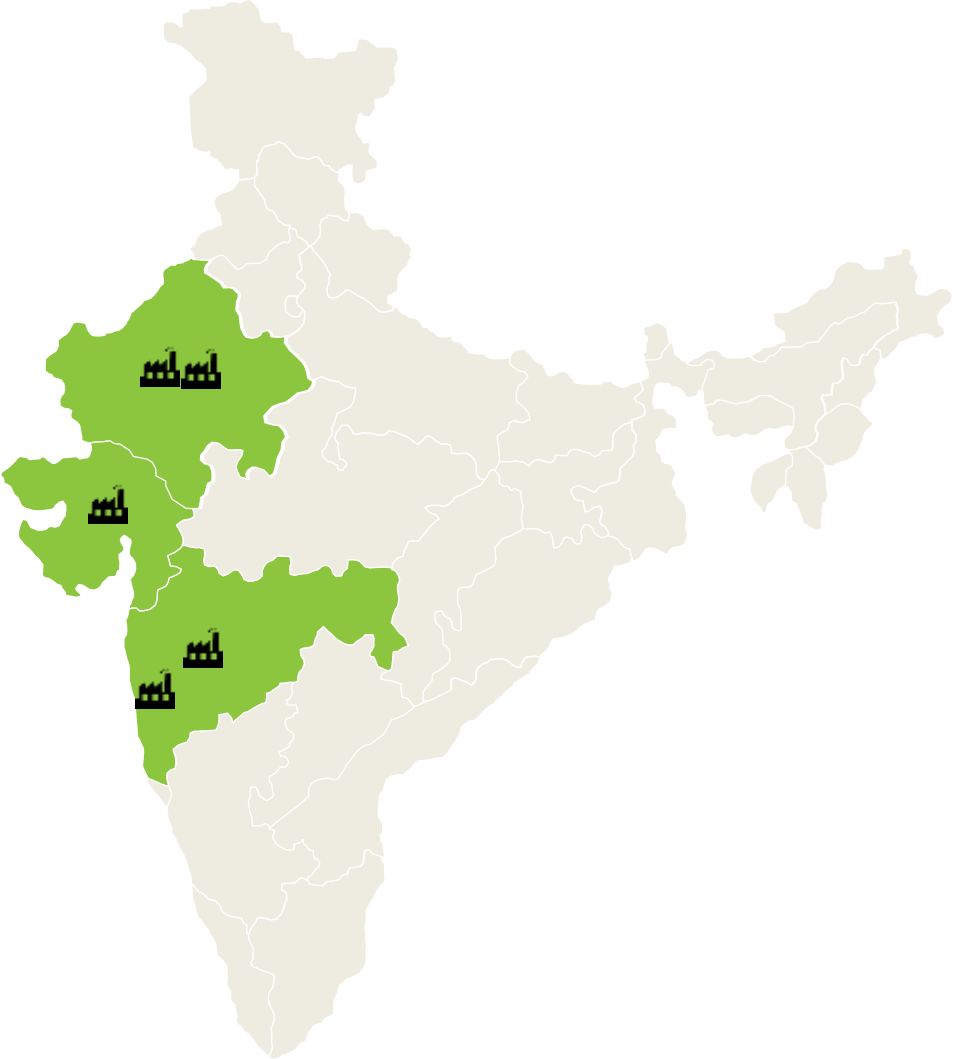
Bhiwadi,
Rajasthan

Chopanki,
Rajasthan

Bhuj,
Gujarat

Mould plant,
Dombivali

India
Our Manufacturing Base



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

Serving Global OEMs...



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Business Practices Driving Long-Term Sustainability



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Energy Efficiency



- To ensure energy efficiency Initiated use of 'Green Energy' - installing 5MW windmills and 2 MW solar power plants for our greenfield projects
- 40MW Captive Power Plant Capacity
- Installed 66TPH tail gas boiler received from carbon black plant thus recycling waste gases & reducing coal consumption
- Installation of power management system to increase power generation from turbine set

Environment



- Controlled emissions through electrostatic precipitators in boilers and discharge through appropriate effluent treatment plants
- Planted approximately 1,00,000 trees in and around Bhuj plant

Waste Management



- Implemented disciplined waste management system for systematic collection of scrap and safe storage/disposal, re-use of wastes
- Promoted industrial recycling of waste like reclaim rubber, crumb powder and rubberised friction compound
- Usage of Jumbo plastic bags replaced by mobile silos for carbon black transfer to Tire plants
- Foldable container usage for carbon black transfer to other tire plants

Promoting Education, Health & Rural Development



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Our Endeavour is to improve the lives of children and adults, and our mission is to ensure health with dignity to every underprivileged children and adult

BKT – A Strong Global Brand from INDIA



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Strengthening BKT Brand : Americas



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BKT is the Official and Exclusive Tire manufacturer of MONSTER JAM and its fleet of Monster Trucks -
Monster Jam is a top sporting event in America

Strengthening BKT Brand : Canada



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BKT Continental Cup - Curling: BKT is the Title Sponsor of Continental Cup

Strengthening BKT Brand: Spain, Europe



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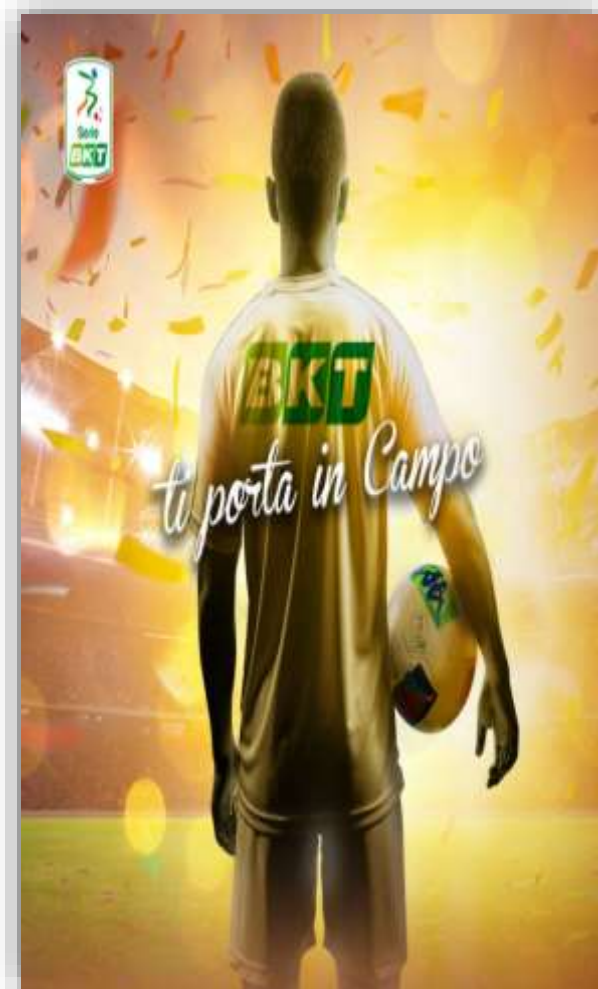


BKT is the Official Global Partner for the Spanish Football League “La Liga”

Strengthening BKT Brand: Italy, Europe



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BKT is the Title Sponsor for the ITALIAN SERIE 'B' FOOTBALL CHAMPIONSHIP - THE NEWBORN - "SERIE BKT"

Strengthening BKT Brand: France, Europe



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BKT is the Sponsor for the “LIGUE de Football Professionel (LFP)” in France

Strengthening BKT Brand: EUROPE



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BKT is associated with United Rugby Championship

Strengthening BKT Brand : EUROPE



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Premium Partner of EUROLEAGUE BASKETBALL

Strengthening BKT Brand : Tractor of the year (TotY) - EUROPE



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Team of expert journalists in agricultural mechanization, assign the Tractor of the Year (TotY) award to the 'Best European Tractor'

Strengthening BKT Brand : UK



Strengthening BKT Brand : Australia



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OFFICIAL OFF-HIGHWAY
TIRE PARTNER OF THE KFC BBL

BKT is the Official “OFF-HIGHWAY TIRE PARTNER” for KFC BIG BASH LEAGUE (THE AUSTRALIAN CRICKET LEAGUE)

Strengthening BKT Brand : India



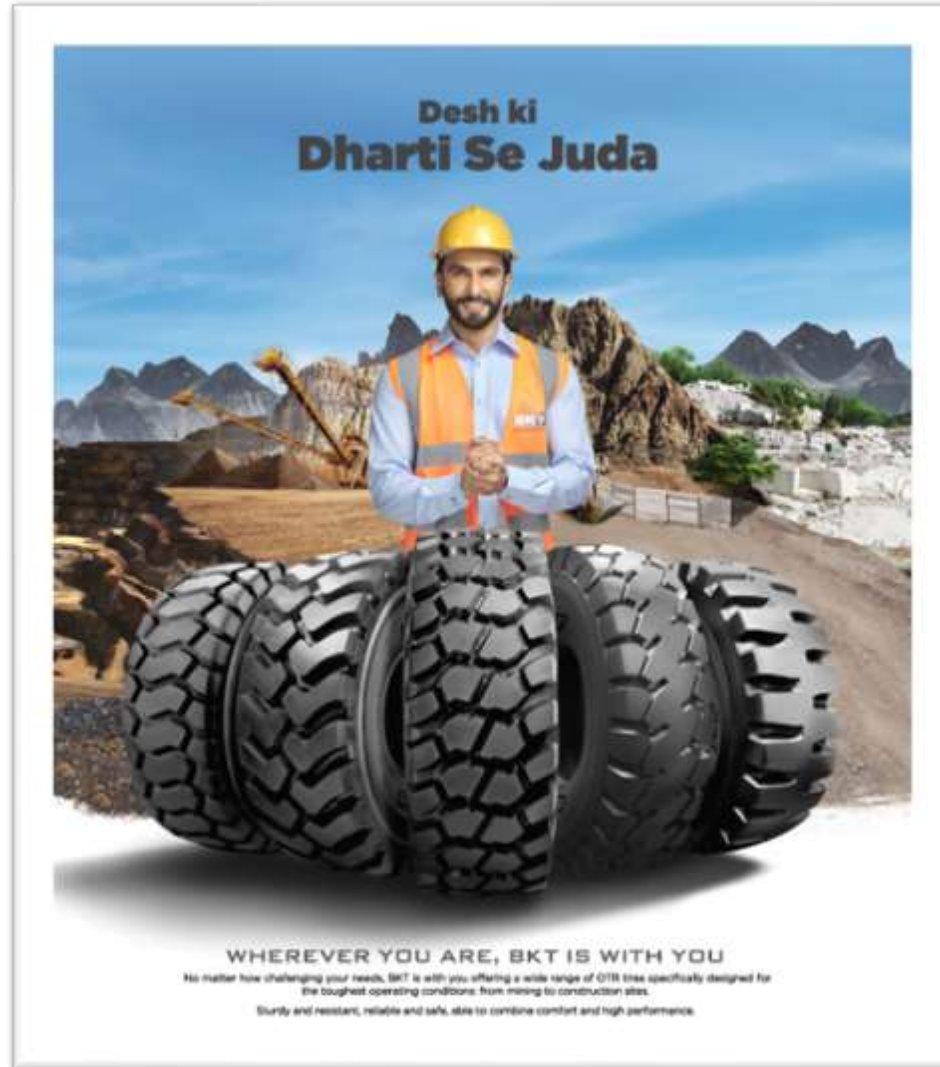
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Official Partner of Teams in the Cricket T20 League for Season 17

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Strengthening BKT Brand : India



[Click here for the BKT Video](#)

Ranveer Singh is the Brand Ambassador of BKT



Thank You

Company



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