

BALKRISHNA INDUSTRIES LTD.

Investor Presentation

May'24



Safe Harbor

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Performance Snapshot – Q4FY24

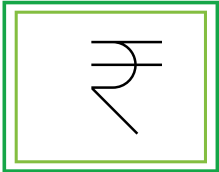


GROWING TOGETHER



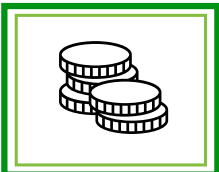
Sales Volume

82,085 MT
+13% YoY



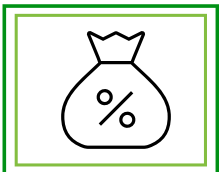
Revenue

Rs. 2,697 cr
+16% YoY



EBITDA

Rs. 699 cr
+42% YoY



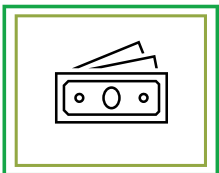
EBITDA Margin

25.9%
+467bps YoY



Net Profit

Rs. 481 cr
+88% YoY



Final Dividend*

Rs. 4 per equity share

All Figures on Standalone basis

Final Dividend is subject to approval of Shareholders at the ensuing AGM

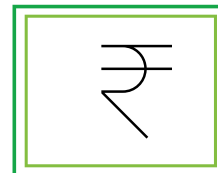
Performance Snapshot – FY24



Sales Volume

2,92,628 MT

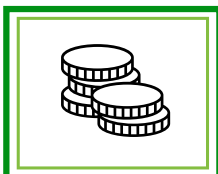
-3% YoY



Revenue

Rs. 9,375 cr

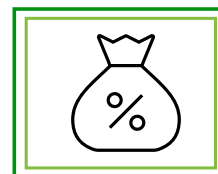
-7% YoY



EBITDA

Rs. 2,322 cr

+14% YoY



EBITDA Margin

24.8%

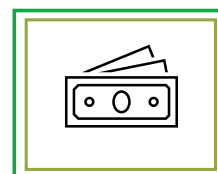
+463bps YoY



Net Profit

Rs. 1,438 cr

+33% YoY



Total Dividend*

Rs. 16 per equity share

All Figures on Standalone basis

Total Dividend includes Final Dividend of Rs. 4 per equity share. Final Dividend is subject to approval of Shareholders at the ensuing AGM

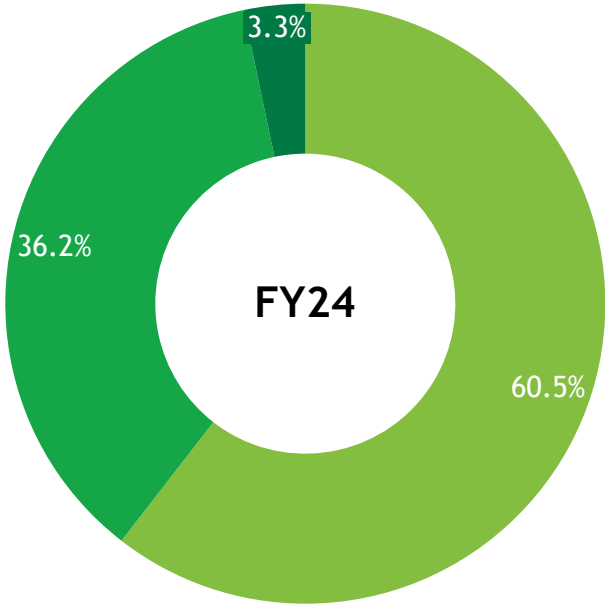
Sales Volume Profile



Sales volumes in MT
All Figures on Standalone basis

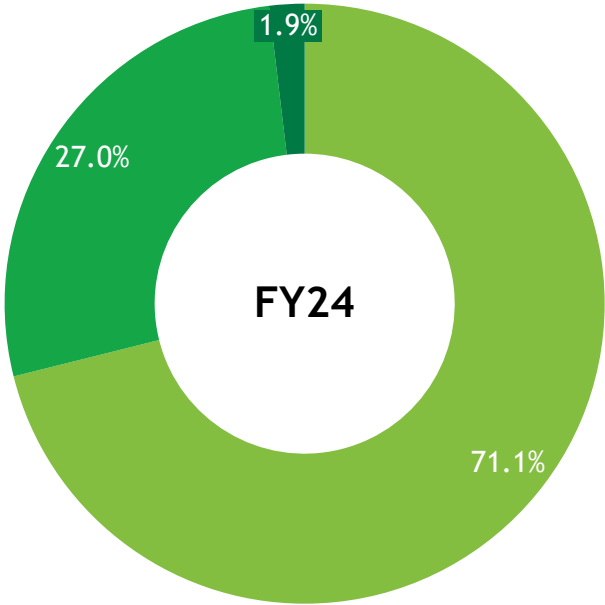
Volume Profile

Segmental Sales



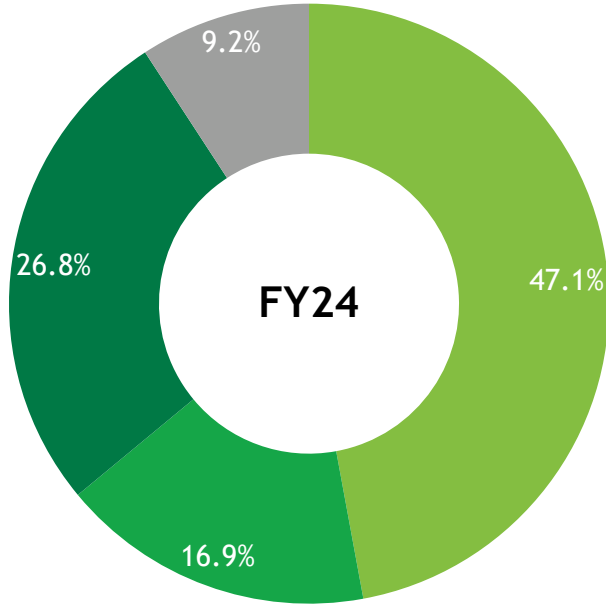
Agriculture OTR Others

Channel Sales



Replacement OEM Others

Geographical Sales



Europe Americas India RoW

All Figures on Standalone basis

Profit & Loss



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Particulars (Rs in Cr)	Standalone							
	Q4FY24	Q4FY23	YoY	Q3FY24	QoQ	FY24	FY23	YoY
Sales (MT)	82,085	72,676	13%	72,749	13%	2,92,628	3,01,181	-3%
Revenue from Operations	2,673	2,318		2,280		9,299	9,811	
Realized Gain on Foreign Exchange	24	7		36		77	262	
Total Income	2,697	2,324	16%	2,316	16%	9,375	10,072	-7%
Raw Material	1,252	1,166		1,115		4,521	4,909	
(Increase) / Decrease in Stock	8	14		-3		-47	47	
Employee Expenses	111	95		114		441	404	
Other Expenses	627	556		504		2,138	2,684	
EBITDA	699	494	42%	588	19%	2,322	2,028	14%
EBITDA Margin	25.9%	21.3%		25.4%		24.8%	20.1%	
Other Income	87	28		70		275	114	
Unrealized Gain / (Loss)	49	3		-52		55	-88	
Interest & Finance Charges	30	25		35		109	46	
Depreciation	172	151		159		644	557	
Profit Before Tax	634	348	82%	411	54%	1,899	1,451	31%
Tax	153	93		102		461	372	
Profit After Tax	481	256	88%	309	56%	1,438	1,079	33%
PAT Margin	17.8%	11.0%		13.3%		15.3%	10.7%	

Net Forex Gain/(Loss)

Particulars (Rs in Cr)	Q4FY24	Q4FY23	FY24	FY23
Foreign Exchange Fluctuation on Sales	24	7	77	262
Foreign Exchange Fluctuation on Others	10	17	41	51
Total Realised Gain/(Loss) - A	34	23	118	313
Total Unrealized Gain/(Loss) - B	49	3	55	-88
Net Forex Gain/(Loss) = A + B	83	26	173	224

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	Current liabilities	3,581	3,251
Inventories	1,271	1,592	Financial Liabilities		
Financial Assets			(i) Borrowings	2,345	2,216
(i) Investments	1,349	775	(ii) Trade Payables	893	487
(ii) Trade Receivables	1,543	1,254	(iii) Other Financial Liabilities	156	218
(iii) Cash and cash equivalents	47	31	Other Current Liabilities	182	325
(iv) Bank Balances other than (iii) above	5	7	Provisions	4	4
(v) Loans	7	4	Tax Liabilities	-	1
(vi) Others	70	51	TOTAL	13,605	12,272
Other Current Assets	301	174			
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. 2,746 Cr as on 31st March, 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



All Tire building Capex programs completed
Mould Manufacturing capex underway

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

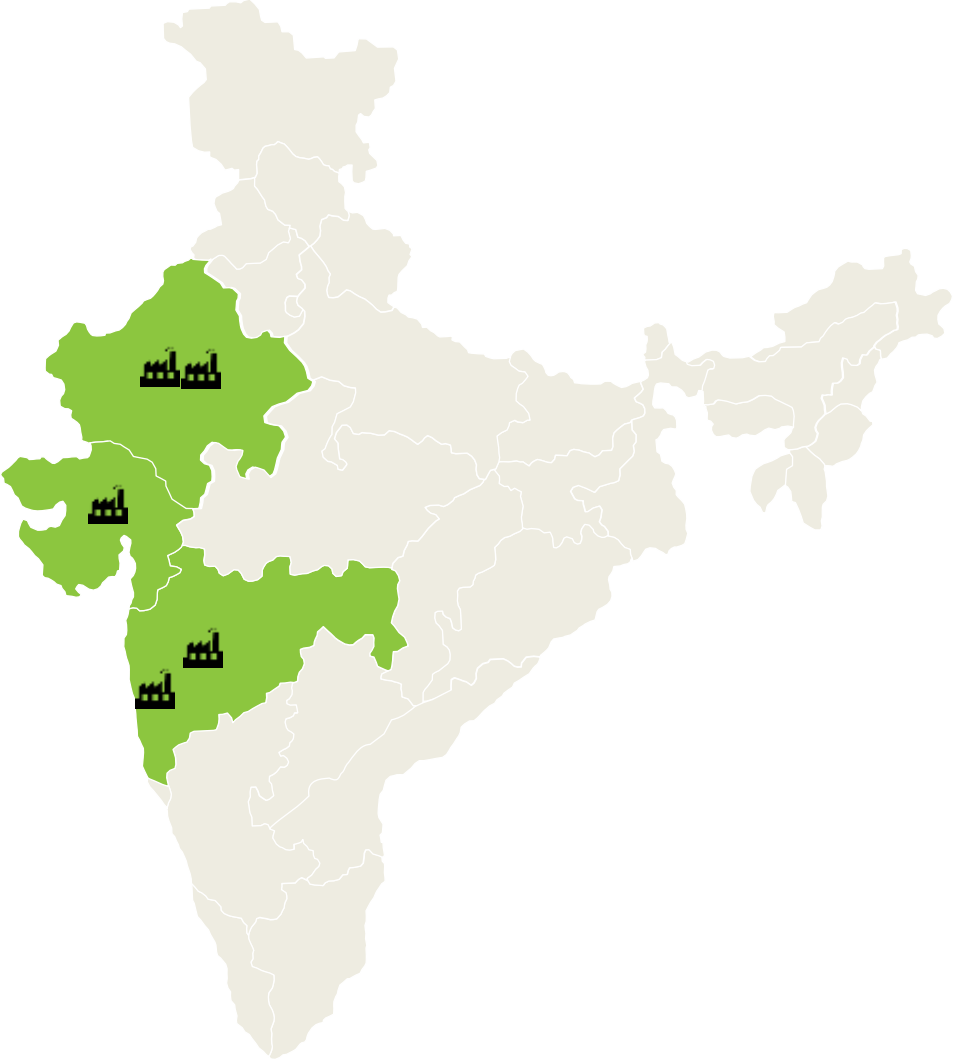
Bhiwadi,
Rajasthan

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 and 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 from carbon plant to Tire plants
- Foldable container usage started for carbon transfer from bhuj carbon plant 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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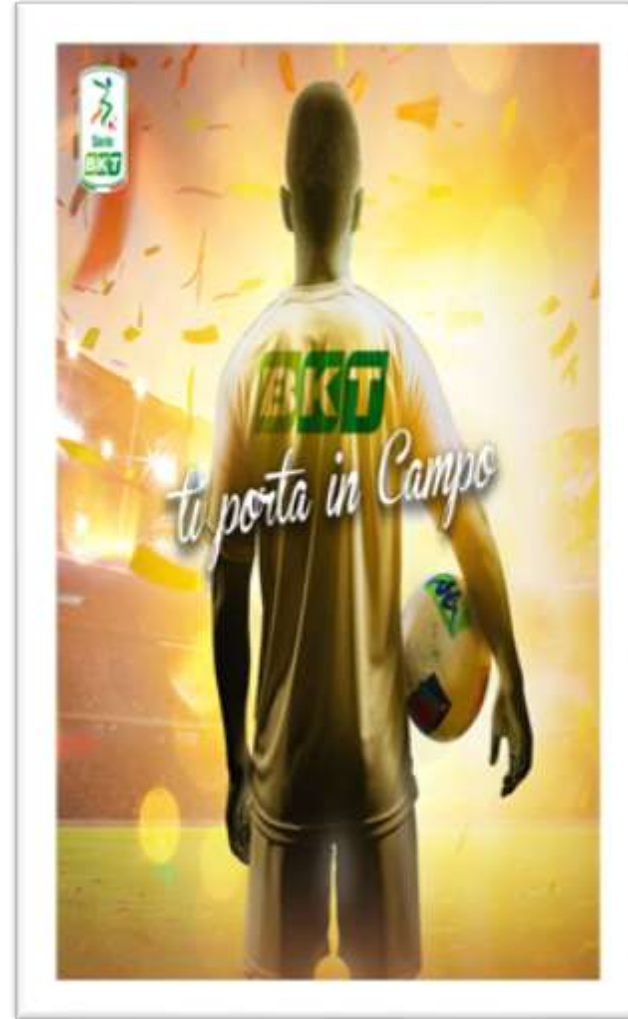


BKT is the Official Global Partner for the Spanish Football League "La Liga"

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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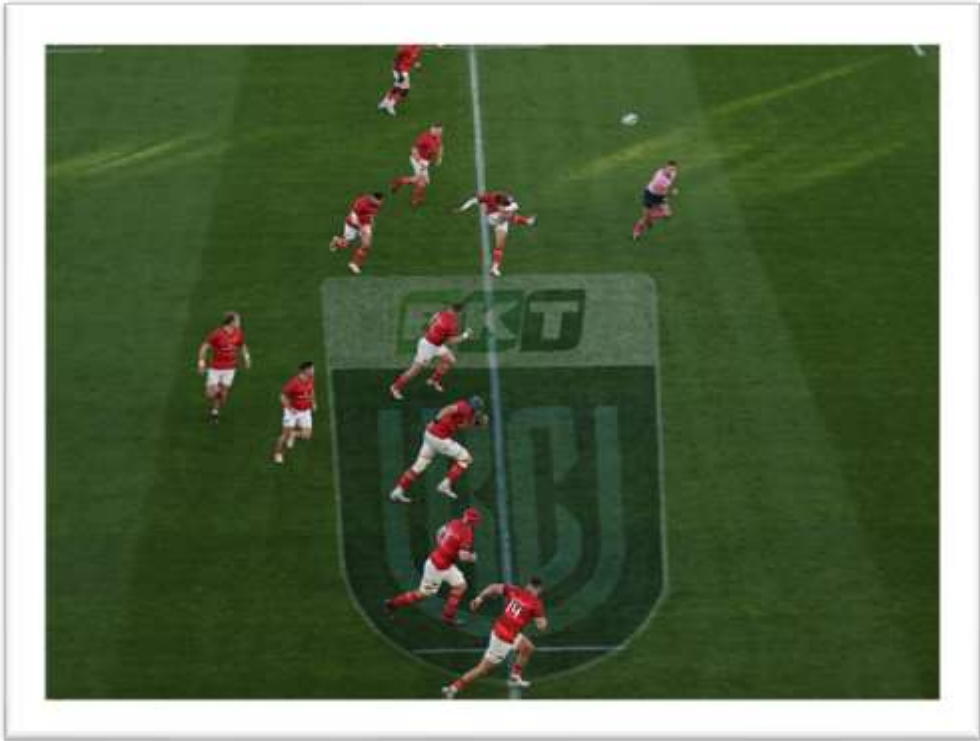


BKT is the Sponsor for the “LIGUE de Football Professionel (LFP)” in France

Strengthening BKT Brand: EUROPE



GROWING TOGETHER



BKT is associated with United Rugby Championship

Strengthening BKT Brand : EUROPE



GROWING TOGETHER



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 : Australia



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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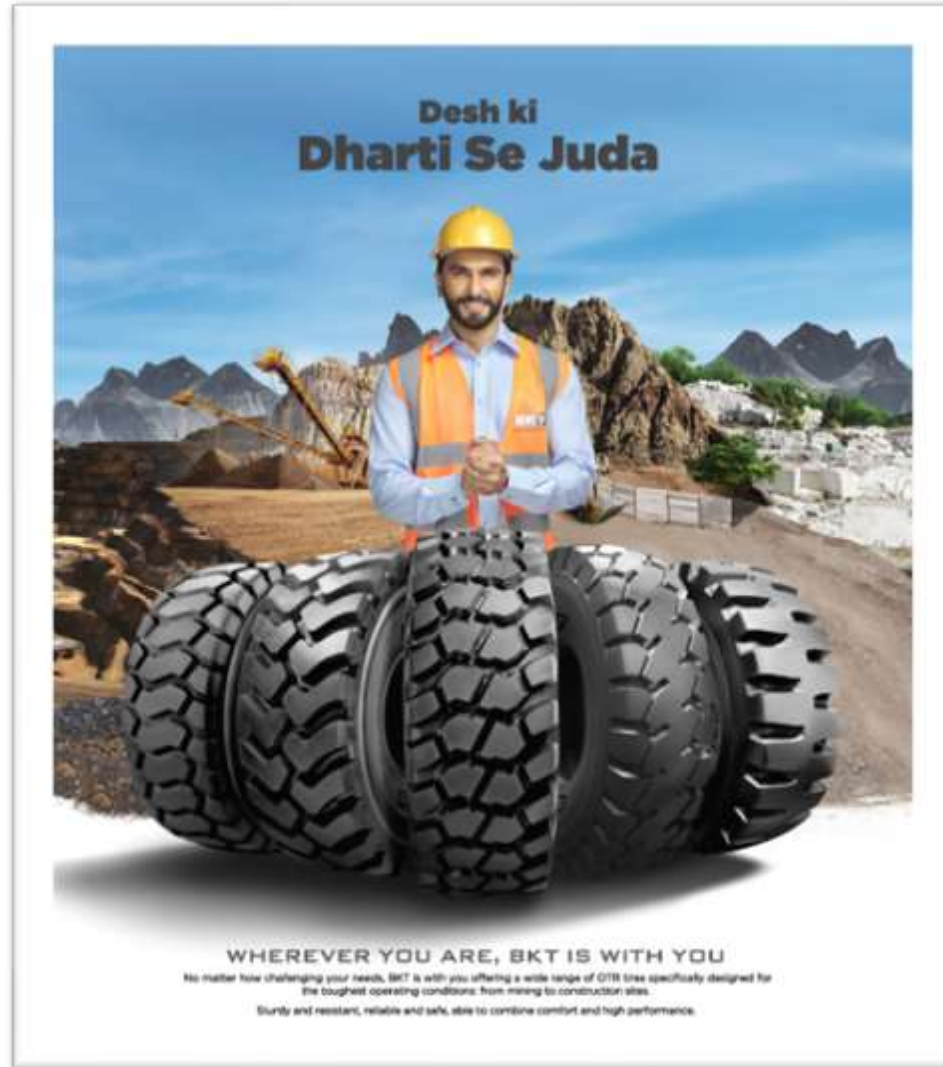
OFFICIAL TIRE PARTNER



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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