

BALKRISHNA INDUSTRIES LTD.

Investor Presentation

October'24



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Performance Snapshot – Q2FY25

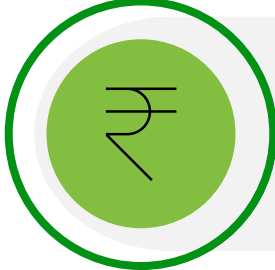


GROWING TOGETHER



Sales Volume

73,298 MT
+4% YoY



Revenue

Rs. 2,465 cr
+10% YoY



EBITDA

Rs. 619 cr
+13% YoY



EBITDA Margin

25.1%
+73 bps YoY



Net Profit

Rs. 350 cr
+4% YoY



Dividend*

Rs. 4/- per equity share

All Figures on Standalone basis

* 2nd Interim Dividend

Performance Snapshot – H1FY25

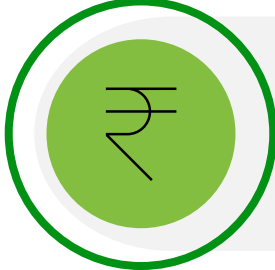


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Sales Volume

156,867 MT
+14% YoY



Revenue

Rs. 5,207 cr
+19% YoY



EBITDA

Rs. 1,333 cr
+29% YoY



EBITDA Margin

25.6%
+188 bps YoY



Net Profit

Rs. 827 cr
+28% YoY



Dividend*

Rs. 8/- per equity share

All Figures on Standalone basis

* Total of 1st and 2nd Interim Dividend

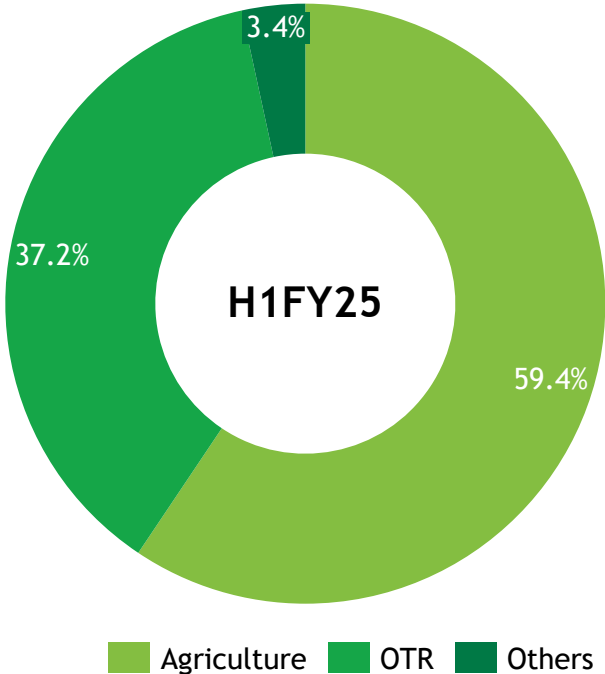
Sales Volume Profile



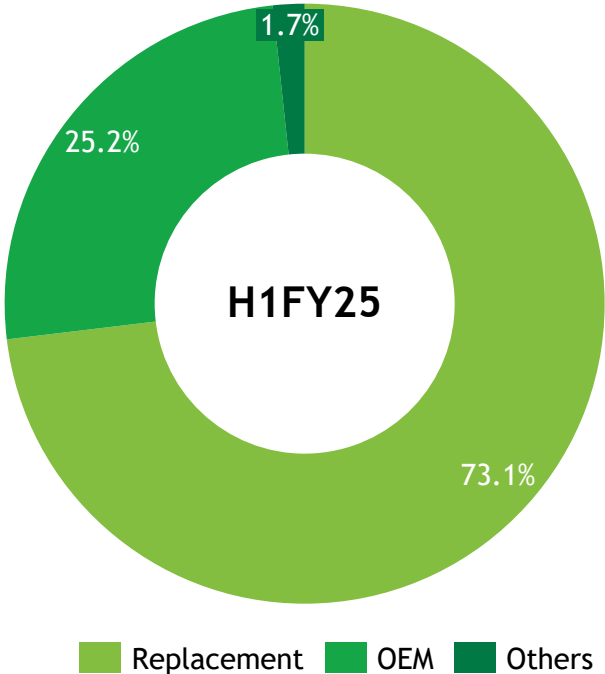
Sales volumes in MT
All Figures on Standalone basis

Volume Profile

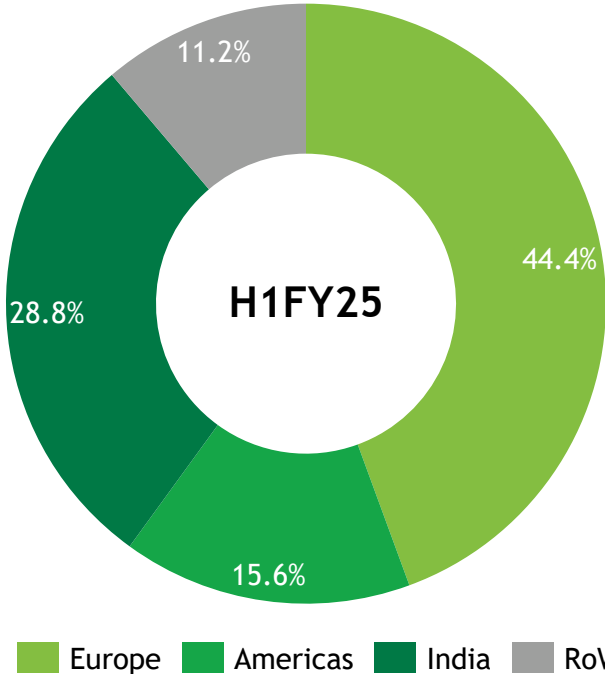
Segmental Sales



Channel Sales



Geographical Sales



All Figures on Standalone basis

Profit & Loss



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Particulars (Rs in Cr)	Standalone						FY24
	Q2FY25	Q2FY24	YoY	H1FY25	H1FY24	YoY	
Sales (MT)	73,298	70,585	4%	156,867	137,794	14%	2,92,628
Revenue from Operations	2,436	2,226		5,126	4,346		9,299
Realized Gain on Foreign Exchange	29	21		81	16		77
Total Income	2,465	2,247	10%	5,207	4,362	19%	9,375
Raw Material	1,158	1,097		2,467	2,155		4,521
(Increase) / Decrease in Stock	12	-16		-11	-51		-47
Employee Expenses	119	111		235	217		441
Other Expenses	558	506		1,183	1,007		2,138
EBITDA	619	548	13%	1,333	1,035	29%	2,322
EBITDA Margin	25.1%	24.4%		25.6%	23.7%		24.8%
Other Income	105	52		187	118		275
Unrealized Gain / (Loss)	-53	25		-48	58		55
Interest & Finance Charges (Net)	40	23		54	44		109
Depreciation	165	159		326	312		644
Profit Before Tax	465	444	5%	1,092	854	28%	1,899
Tax	116	108		265	207		461
Profit After Tax	350	335	4%	827	648	28%	1,438
PAT Margin	14.2%	14.9%		15.9%	14.8%		15.3%

Balance Sheet



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Particulars (Rs. Cr.)	Sep'24	Mar'24	Particulars (Rs. Cr.)	Sep'24	Mar'24
ASSETS			EQUITY AND LIABILITIES		
Non-current assets	9,131	9,012	EQUITY	9,404	8,862
Property, Plant and Equipment	6,289	6,204	Equity Share Capital	39	39
Capital work-in-progress	866	944	Other Equity	9,366	8,823
Investment Property	62	64			
Other Tangible Assets	0	1	Non-Current Liabilities	1,132	1,162
Right of use Assets	15	15	Financial Liabilities		
Financial Assets			(i) Borrowings	561	691
(i) Investments	1,326	1,338	(ii) Other Financial Liabilities	119	16
(ii) Other Financial Assets	92	155	Provisions	34	30
Income Tax Assets (Net)	-	15	Deferred Tax Liabilities (Net)	328	349
Other non-current assets	480	277	Other Non-Current Liabilities	90	75
Current assets	5,308	4,593	Current liabilities	3,903	3,581
Inventories	1,594	1,271	Financial Liabilities		
Financial Assets			(i) Borrowings	2,501	2,345
(i) Investments	1,574	1,349	(ii) Trade Payables	921	893
(ii) Trade Receivables	1,476	1,543	(iii) Other Financial Liabilities	157	156
(iii) Cash and cash equivalents	89	47	Other Current Liabilities	293	182
(iv) Bank Balances other than (iii) above	5	5	Provisions	5	4
(v) Loans	9	7	Tax Liabilities	26	-
(vi) Others	81	70	TOTAL	14,439	13,605
Other Current Assets	480	301			
TOTAL	14,439	13,605			

All Figures on Standalone basis

Cash Flow

Particulars (Rs. Cr.)	H1FY25	FY24
Operating profit before working capital changes	1,345	2,307
Changes in working capital	-283	163
Cash generated from operations	1,062	2,470
Direct taxes paid (net of refund) and others	-203	-418
Net Cash from Operating Activities	859	2,052
Net Cash from Investing Activities	-569	-1,468
Net Cash from Financing Activities	-249	-568
Net Change in cash and cash equivalents	42	17

Resilient Business Model



Gross Cash and Cash equivalents of Rs. 2,994 Cr as on 30th September, 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 tire achievable capacity is 360,000 MTPA
The current carbon black achievable capacity is 200,000 MTPA including 30,000 MTPA high value Advanced Carbon material
- 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

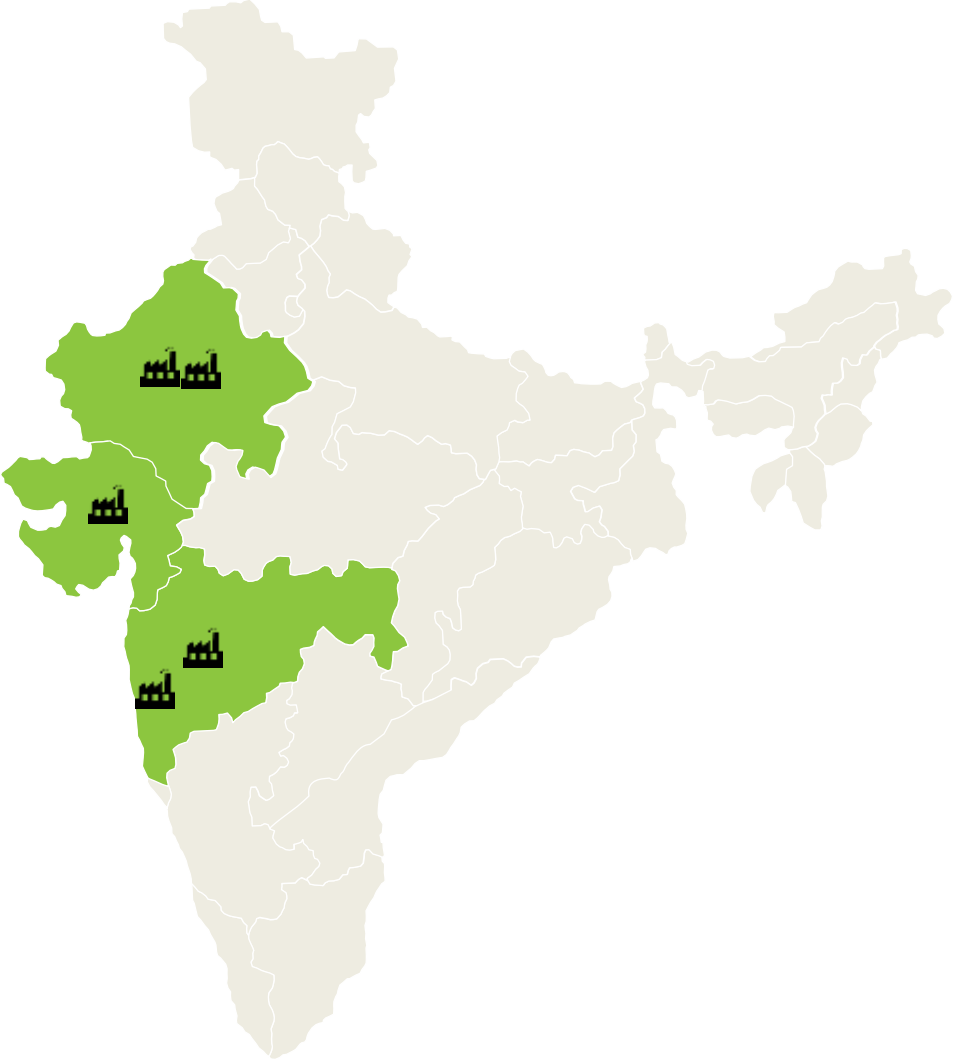
Bhiwadi,
Rajasthan

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 rubberized 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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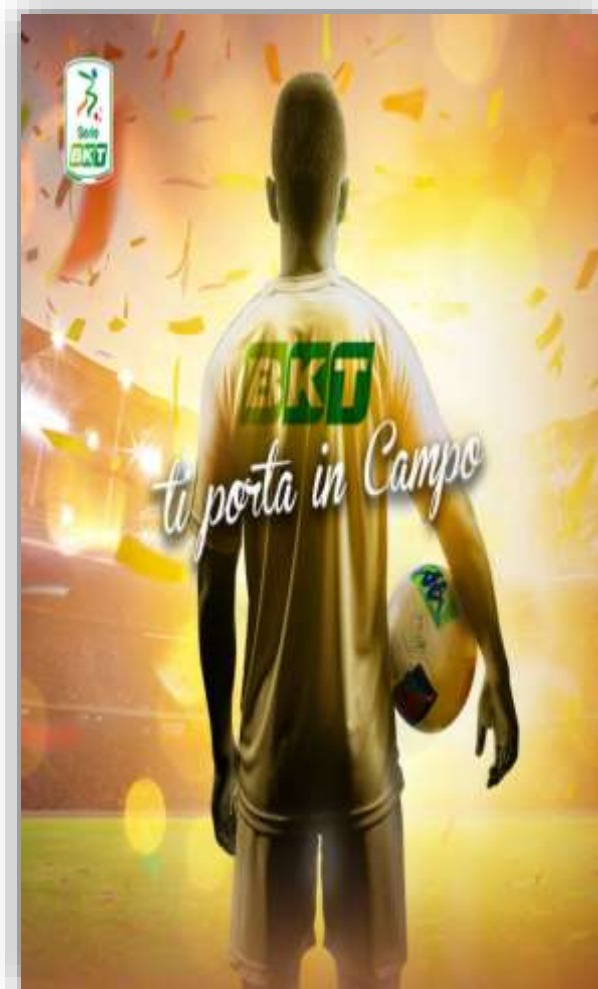


BKT is the Official Global Partner for the Spanish Football League “La Liga”

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



KFC

BBL

BKT
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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



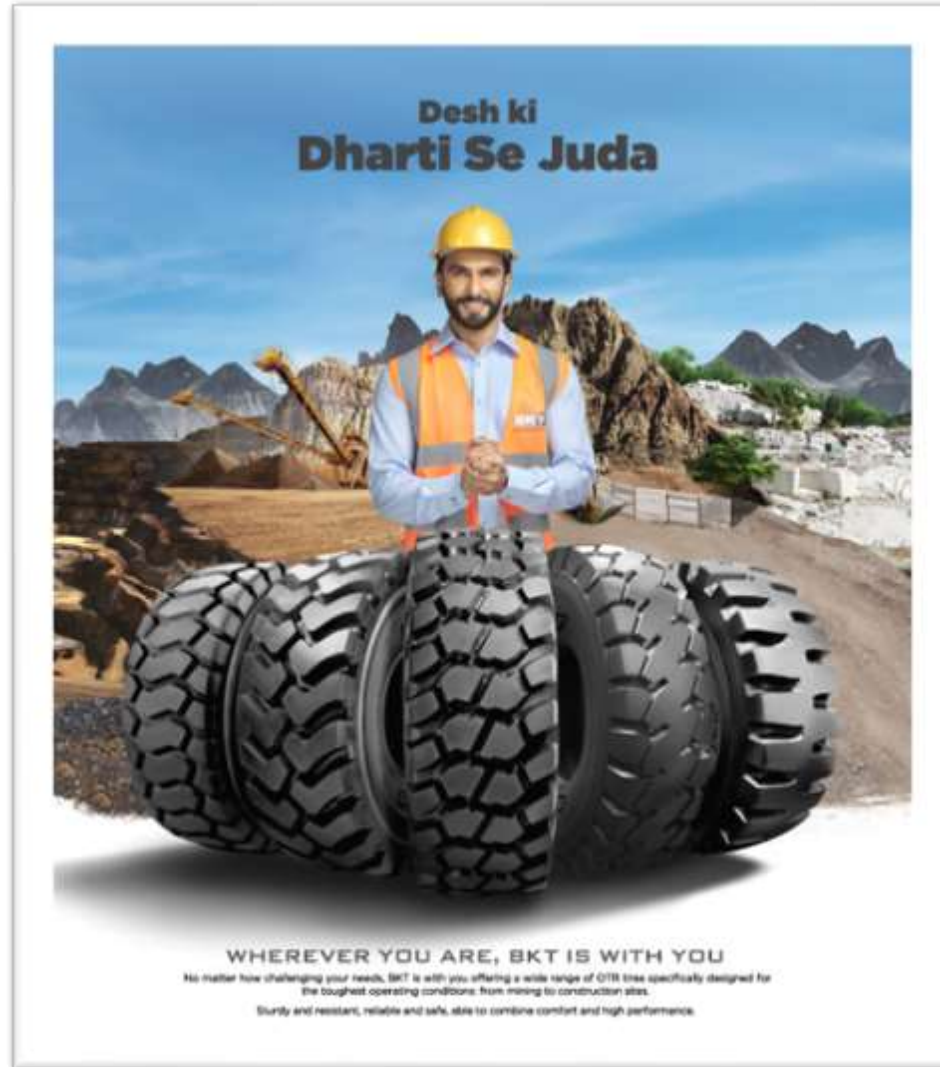
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Official Partner of Teams in the Cricket T20 League for Season 17

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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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