

BALKRISHNA INDUSTRIES LTD



Investor Presentation - May, 2018



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Our Performance



Performance Snapshot



Quarterly Volume at 54,002 MT, a growth of 17% YoY
FY18 Volume at 199,213 MT, a growth at 16% YoY

Q4FY18 Revenue at Rs 1,307 Cr a growth of 25% YoY
FY18 Revenue at Rs. 4,686 Cr a growth of 22% YoY

Q4FY18 EBITDA at Rs.376 Cr with a margin of 28.8%
FY18 EBITDA at Rs. 1,352 Cr with a margin of 28.9%

Q4FY18 PAT at Rs. 194 Cr
FY18 PAT at Rs. 739 Cr

Recommended Final Dividend of Rs 1.5 per equity share in addition to Rs.4.0 (Adjusted) per equity share paid in 9MFY18. Total Dividend would be Rs. 5.5 per equity share on Adjusted basis with Dividend Payout of Rs. 128 crores or ~17% of PAT

Profit & Loss

Particulars (Rs.Cr)	Standalone					
	Q4FY18	Q4FY17	YoY %	FY18	FY17	YoY %
Sales (MT)	54,002	46,148	17%	199,213	172,419	16%
Revenue from Operations	1,232	1,001		4,464	3,785	
Realized Gain on Foreign Exchange	75	43		221	69	
Total Income	1,307	1,044	25%	4,686	3,854	22%
Raw Material	583	449		2193	1,581	
(Increase) / Decrease in Stock	-10	23		-43	0	
Employee Expenses	69	60		249	224	
Other Expenses	288	210		935	832	
EBITDA	376	302	25%	1,352	1,216	11%
EBITDA Margin	28.8%	29.0%		28.9%	31.6%	
Other Income #	3	15		91	166	
Interest & Finance Charges	3	5		13	21	
Depreciation	78	75		311	304	
Profit Before Tax	298	237	25%	1,118	1,056	6%
Tax	104	99		379	341	
PAT	194	138	40%	739	716	3%
PAT Margin	14.8%	13.2%		15.8%	18.6%	

Includes Investment Income and Unrealized Gain/(Loss)

Balance Sheet

Particulars (Rs. Cr.)	Mar'18	Mar'17
ASSETS		
Non-current assets	3,861	4,043
Property, Plant and Equipment	2,795	2,793
Capital work-in-progress	118	110
Investment Property	51	52
Other Tangible Assets	3	4
Financial Assets		
(i) Investments	620	888
(ii) Other Financial Assets	8	40
Income Tax Assets (Net)	81	72
Other non-current assets	185	85
Current assets	1,983	1,712
Inventories	594	460
Financial Assets		
(i) Investments	483	462
(ii) Trade Receivables	502	412
(iii) Cash and cash equivalents	18	11
(iv) Bank Balances other than (iii) above	7	2
(v) Loans	14	24
(vi) Others	88	175
Other Current Assets	277	166
TOTAL	5,845	5,756

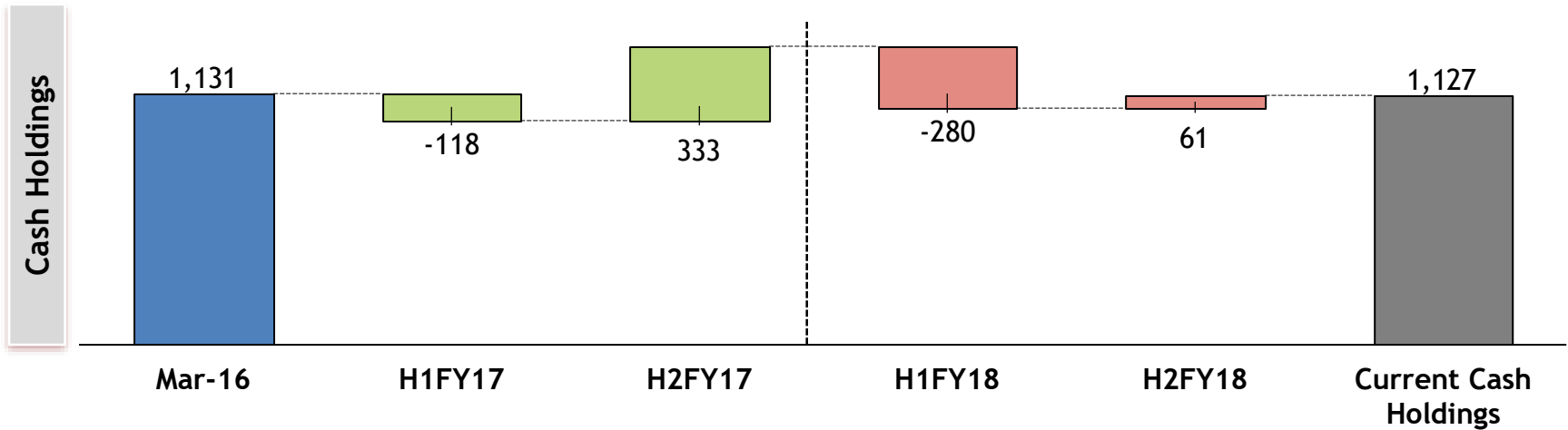
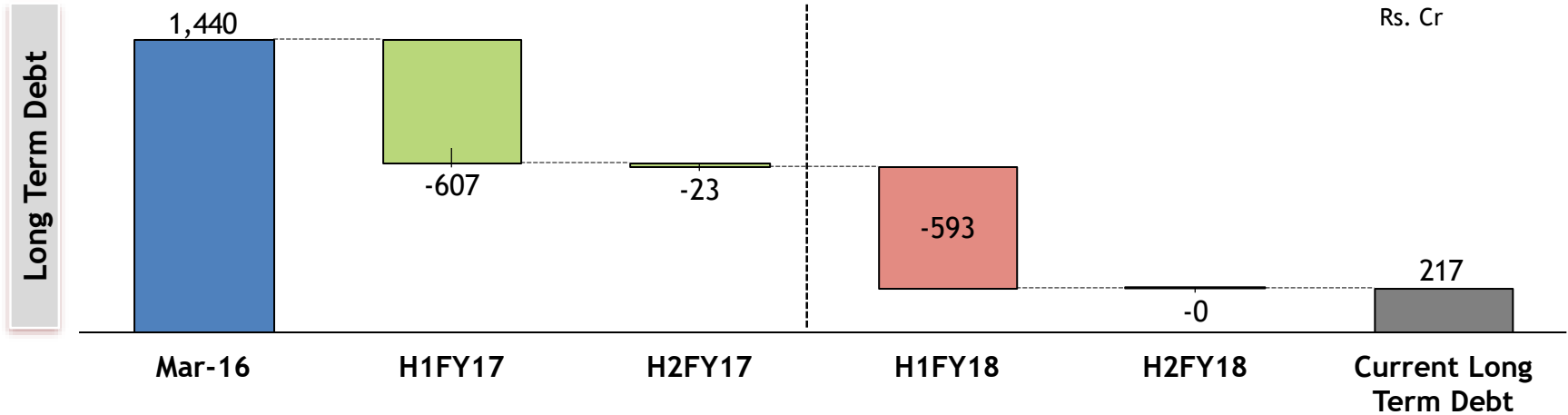
Particulars (Rs. Cr.)	Mar'18	Mar'17
EQUITY AND LIABILITIES		
EQUITY	4,095	3,551
Equity Share Capital	39	19
Other Equity	4,057	3,532
Non-Current Liabilities	353	599
Financial Liabilities		
(i) Borrowings	2	219
(i) Other Financial Liabilities	0	0
Provisions	13	13
Deferred Tax Liabilities (Net)	329	353
Other Non-Current Liabilities	9	15
Current liabilities	1,396	1,605
Financial Liabilities		
(i) Borrowings	616	548
(ii) Trade Payables	397	363
(iii) Other Financial Liabilities	268	641
Other Current Liabilities	108	47
Provisions	7	6
TOTAL	5,845	5,756

Other Income and Net Forex Gain/(Loss)

Particulars (Rs. Cr)	Standalone			
	Q4FY18	Q4FY17	FY18	FY17
Exchange Difference Gain (Realized)	81	47	245	84
Exchange Difference Gain (Un-Realized)	-15	-4	18	39
Others	18	19	73	127
Total Other Income	84	62	336	250

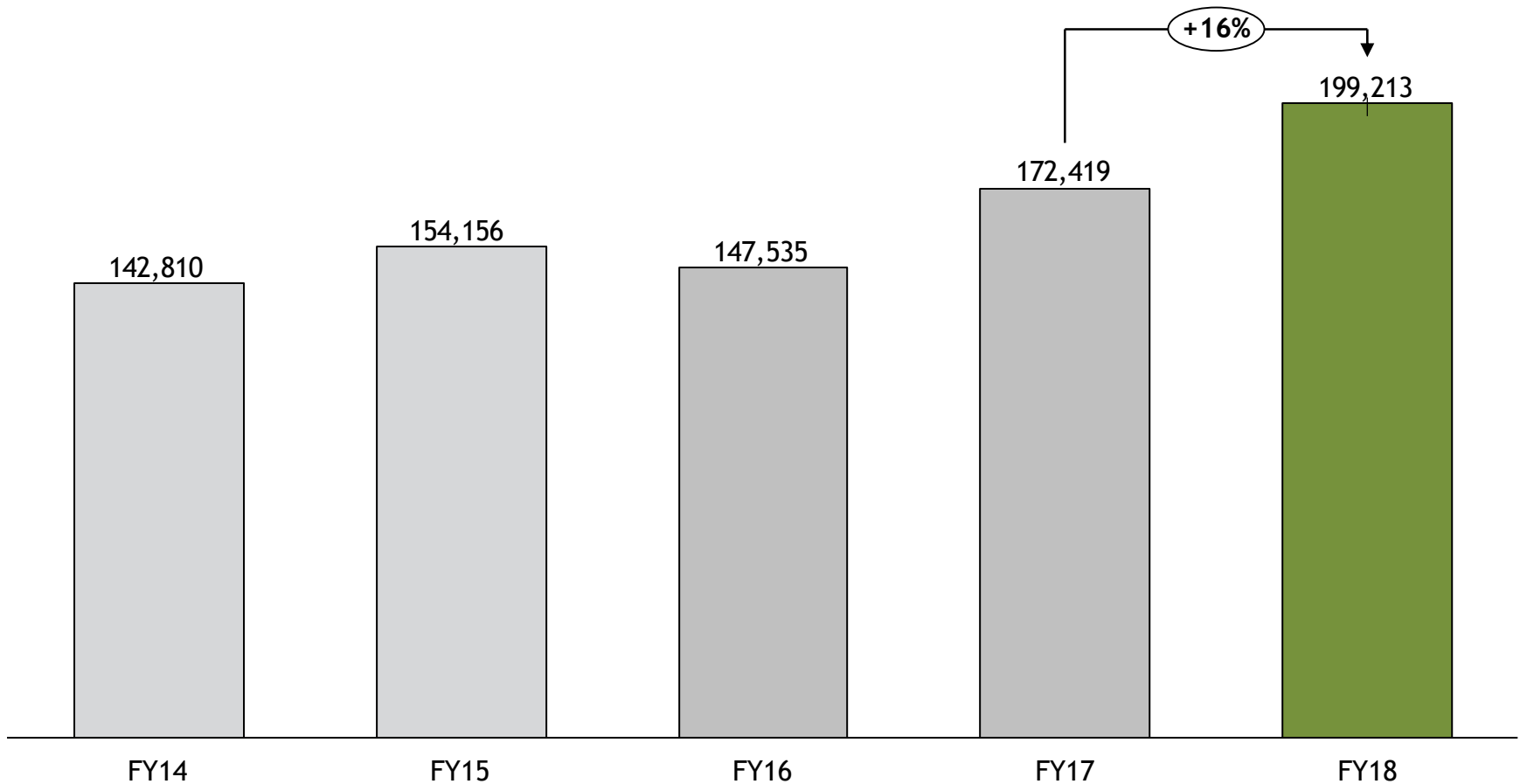
Particulars (Rs. Cr)	Standalone			
	Q4FY18	Q4FY17	FY18	FY17
Foreign Exchange Fluctuation on Sales	75	43	221	69
Foreign Exchange Fluctuation on Others	6	4	24	15
Total Realised Gain/(Loss) – A	81	47	245	84
Foreign Exchange Fluctuation on Non Derivative Items	-15	0	18	19
Foreign Exchange Fluctuation on Derivate Item	0	-4	0	20
Total Unrealized Gain/(Loss) - B	-15	-4	18	39
Net Forex Gain/(Loss) = A + B	66	43	263	123

Long Term Debt Profile



Sales Profile

In MT



Volume Guidance for FY19 ~ 220,000 MT

Strategy at BKT



Our Focus Area

Market Reach

Expand reach within existing Sales Channels as well increase footprint within replacement segment and OEMs



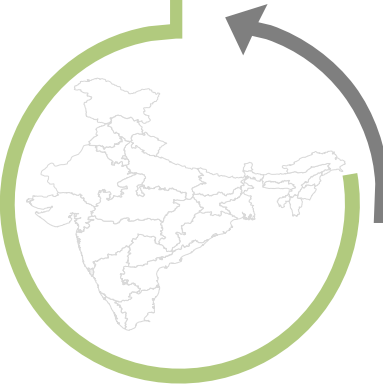
New Geographies

Develop New Geographies and increase presence of Brand BKT



Utilization

Increase Production from Bhuj and other plants so as to attain higher Utilization levels and faster return on Investments



Indian Markets

Strengthen our distribution channels within Indian Markets



New R&D Center at Bhuj



Carbon Black Plant at Bhuj



Setting up 60,000 MT p.a. Carbon Black Plant at Bhuj in Gujarat

Plant to be Commence operations in FY 2019

Greater security of critical raw material ensuring smooth scale up to 100% utilization of Tire Manufacturing Capacity

To Serve Global OEMs...

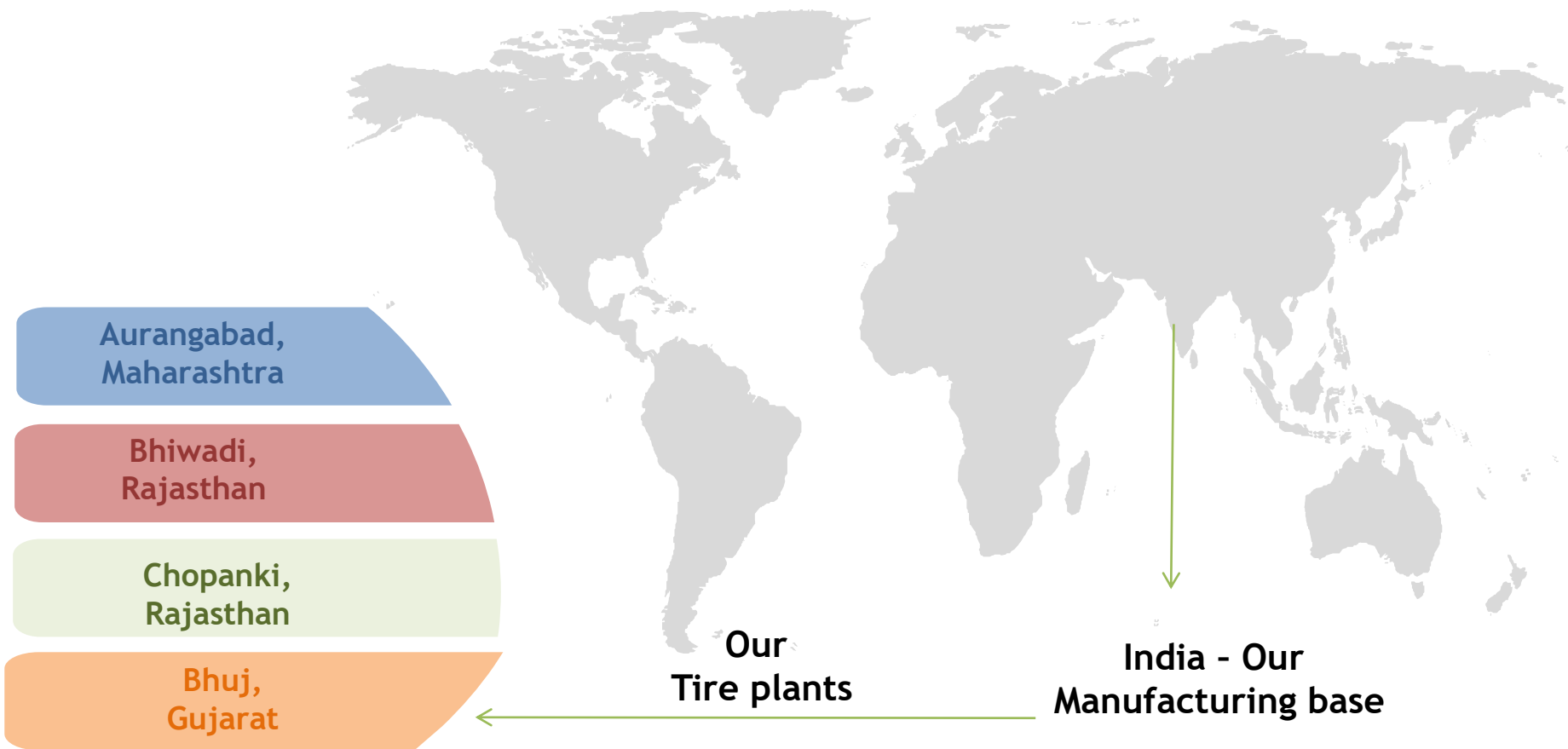


CLAAS

Türk Traktör



With India Production and Global Sales



BKT - A Strong Indian Brand



Balkrishna Industries - A Snapshot



Our Strong Evolution

India's Largest Off-Highway Tire Manufacturer

*Started Capex
for Carbon
Black Project*

2018

*Plant in
Chopanki,
Rajasthan*

2006

*Crosses Rs.
1,000 cr
Turnover*

2009

*Plant in
Bhuj,
Gujarat*

2015

*Started Production
of
Off-Highway Tires*

1995

*Plant in
Bhiwadi,
Rajasthan*

2002

*Production of
ATV, Gardening
and earthmoving
Tires*

2003

*Launch of
Radial Agrimax
Tires*

2004

*Foundation Year
with 1st Plant in
Aurangabad*

1987

Application of our Tires

Agriculture Tires



Cotton Pick Harvester



Tractor



Vineyard Tractor



Pivot Irrigator

Industrial Tires



Loader



Telehandler



Mobile Crane

OTR Tires



Load Haul Dump



Underground Mining



Container Handler



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