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CIN: L25100MH1958PLC011041

May 2, 2024

**BSE Limited**

Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai 400 001

**Security Code: 500878**

**National Stock Exchange of India Limited**

Exchange Plaza,  
Bandra Kurla Complex, Bandra (East),  
Mumbai 400 051

**Symbol: CEATLTD**

**NCD Symbol: CL25, CL26**

**CP Listed ISIN:** INE482A14CE3, INE482A14CF0,  
INE482A14CG8, INE482A14CH6, INE482A14CJ2,  
INE482A14CI4

**Sub: Results Earnings Call Q4 FY24 – Investors Presentation**

Dear Sir/Madam,

In continuation of our letters dated April 22, 2024, pursuant to Regulation 30 the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investors Presentation for the Results Earnings Call for the quarter and year ended March 31, 2024 scheduled on Friday, May 3, 2024 at 4:00 p.m. IST, dial-in details of which are reproduced below for ready reference:

**Dial-in Details:**

Indian (Universal) and Mumbai	+91 22 6280 1149 / +91 22 7115 8050
<b>Location</b>	<b>Dial In Number</b>
USA	18667462133
UK	8081011573
Singapore	8001012045
Hong Kong	800964448

We request you to kindly take the same on record and disseminate appropriately.

Thanking you,

Yours faithfully,  
For **CEAT Limited**

**Vallari Gupte**

**Company Secretary & Compliance Officer**

Encl: as above

**CEAT STRATEGIC TIMEOUT**

**CEAT**

**2:30**

***Premium SUV tyres***

Q4 FY24 | Investor Presentation | 02<sup>nd</sup> May 2024

# Disclaimer

This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements.

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# Section 1: RPG Group and CEAT Overview

# RPG Group: Powered by Passion, Driven by Ethics

UNLEASHTALENT  
TOUCLIVES  
OUTPERFORM  
AND😊

RPG Enterprises was founded in 1979. The group currently operates various businesses in Infrastructure, Technology, Life Sciences, Plantations and Tyre industries . The group has business history dating back to 1820 in banking, textiles, jute and tea. The Group grew in size and strength with several acquisitions in the 1980s and 1990s. CEAT became a part of the RPG Group in 1982, which is now one of India's fastest growing conglomerates with 30,000+ employees, presence in 110+ countries and annual gross revenues of ~USD 4.4 Bn



EPC major in infrastructure segments like T&D, Railways, Civil, Oil & Gas



One of India's leading tyre manufacturers



Global technology consulting and IT services company



Integrated pharma company in formulations and synthetic APIs



Technology solutions company catering to energy and infrastructure



One of India's largest plantation companies producing tea, rubber, etc.

# CEAT Overview

**55,000+** touchpoints

**Highest**

brand **connect** with “grip”  
and “safety”



**1<sup>st</sup> Deming Grand in the Tyre industry**

and

**1<sup>st</sup> Lighthouse** recognised facility  
in **Tyre industry globally**

**171+**

Patent filings

**Rs. 11,943 cr**

Revenue (FY24)

**14.0%**

EBITDA (FY24)



**50+**

OEM relationships

**0.4x**

debt to equity

**AA**

credit rating

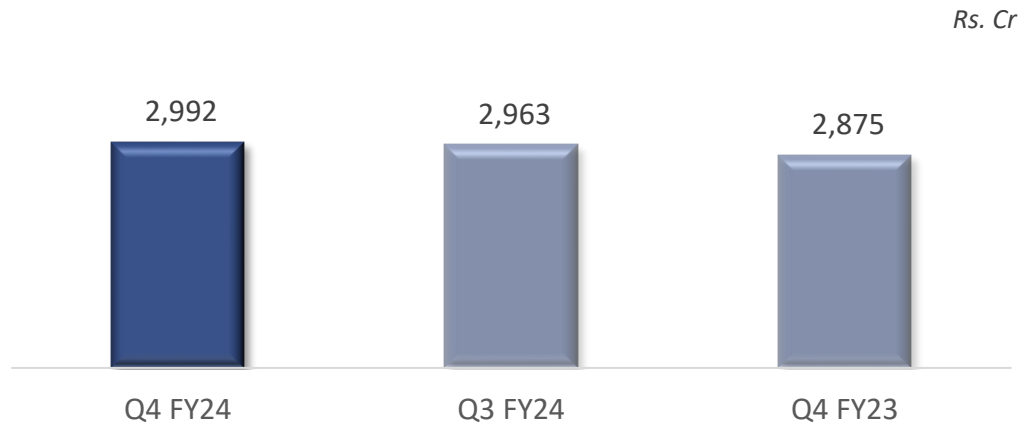
**9,500+**

Permanent employees

## Section 2: Q4 FY24 Performance

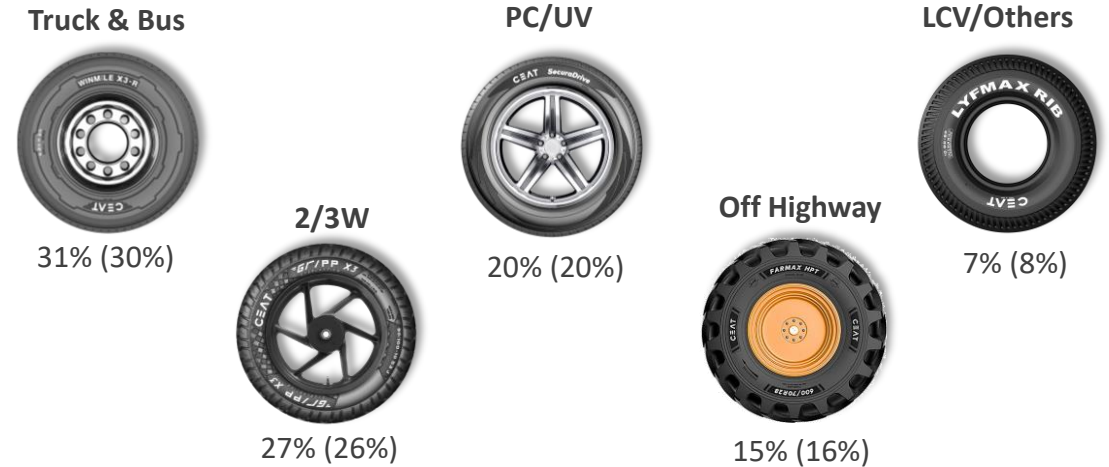
# Consolidated Financial Performance (1/2)

Revenue Rs. 2,992 Cr, 1.0% QoQ, +4.1% YoY

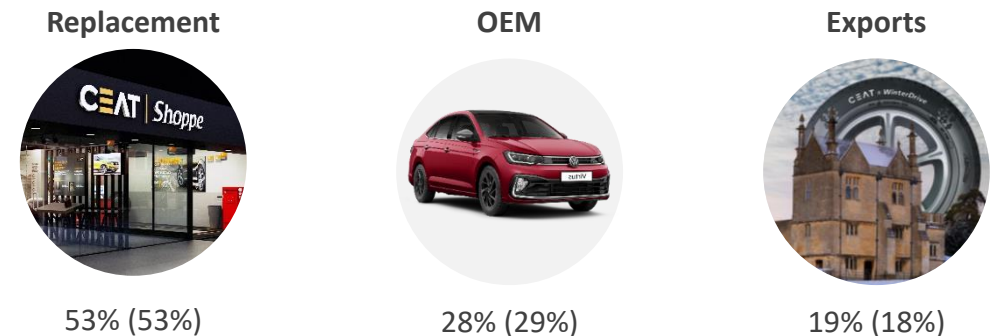


- On YoY basis, replacement segment saw healthy volume growth while OEM volumes marginally declined
- Exports continue to recover well and was the fastest growing segment both QoQ and YoY
- On QoQ basis, volumes in OEM segment remained subdued, while replacement segment was flattish
- Blended realizations similar to Q3FY24

## Diversified Product Mix <sup>1</sup>



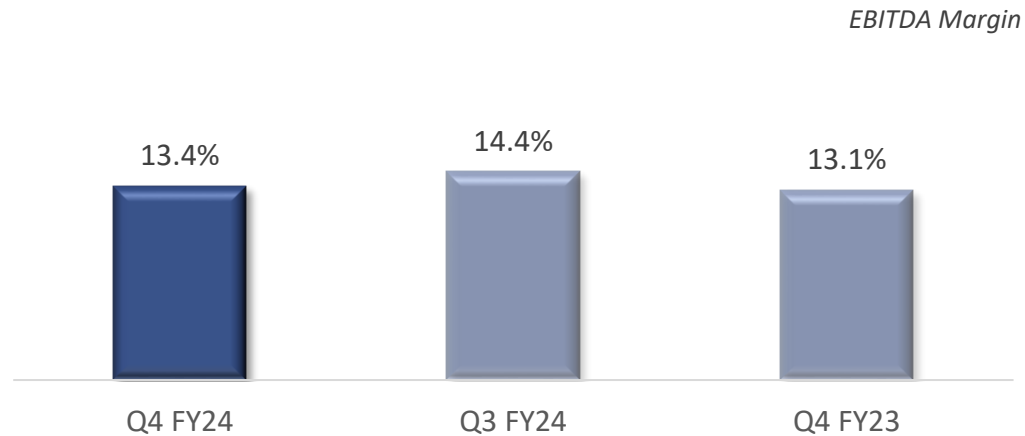
## Balanced Market Mix <sup>1</sup>





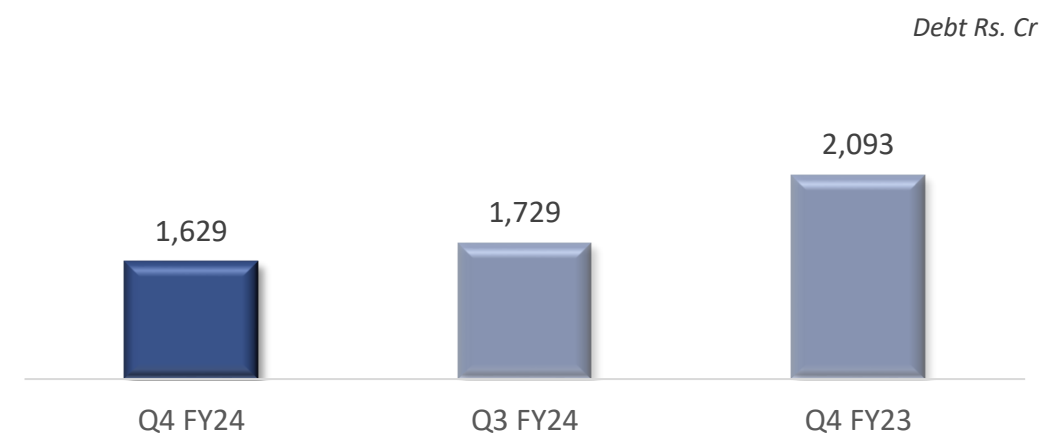
# Consolidated Financial Performance (2/2)

**EBITDA margin 13.4%, -97 bps QoQ, +34 bps YoY**



- RM basket was similar to Q3FY24, resulting in gross margin expansion by a robust 96 bps QoQ basis
- EBITDA margins were impacted by higher other expenses led by EPR related provisions
- YoY margin improvement led by RM cost reduction and operational efficiencies

**Debt Rs. 1,629 Cr, D/E 0.4x, Debt/EBITDA 0.97x**



- Capex for the quarter was Rs. ~ 260 Cr
- Working capital reduced in line with historical trend for Q4
- Healthy cash generation led to a further debt reduction of ~Rs. 100 Cr sequentially
- Leverage ratios improved QoQ as well as YoY

# Operational Highlights

Launched Motorcycle Steel Radials tyres “SPORTRAD” and “CROSSRAD”



Awarded ‘Smart Manufacturing Automotive Company’ at CNBC-TV18 Zetwerk Smart Manufacturing Summit 2024



Official Racing Partner of the 2<sup>nd</sup> Season of the KTM Cup



# Consolidated: Summary P&L

All figures in Rs. Cr

Parameter	Q4 FY24	Q3 FY24	Q4 FY23	QoQ	YoY	FY24	FY23	YoY
<b>Net Revenue from operations</b>	<b>2,991.9</b>	<b>2,963.1</b>	<b>2,874.8</b>	<b>1.0%</b>	<b>4.1%</b>	<b>11,943.5</b>	<b>11,314.9</b>	<b>5.6%</b>
Raw Material	1,726.5	1,738.5	1,721.9	-0.7%	0.3%	6,924.4	7,385.4	-6.2%
<b>Gross margin</b>	<b>1,265.3</b>	<b>1,224.6</b>	<b>1,152.9</b>	<b>3.3%</b>	<b>9.8%</b>	<b>5,019.1</b>	<b>3,929.5</b>	<b>27.7%</b>
<b>Gross margin %</b>	<b>42.3%</b>	<b>41.3%</b>	<b>40.1%</b>	<b>96 bps</b>	<b>219 bps</b>	<b>42.0%</b>	<b>34.7%</b>	<b>730 bps</b>
Employee Cost	215.3	217.2	213.8	-0.9%	0.7%	845.7	735.2	15.0%
Other Expenses	658.5	589.9	571.3	11.6%	15.3%	2,521.2	2,220.5	13.5%
<b>EBITDA</b>	<b>400.9</b>	<b>425.7</b>	<b>375.5</b>	<b>-5.8%</b>	<b>6.8%</b>	<b>1,673.0</b>	<b>982.0</b>	<b>70.4%</b>
<b>EBITDA %</b>	<b>13.4%</b>	<b>14.4%</b>	<b>13.1%</b>	<b>(97) bps</b>	<b>34 bps</b>	<b>14.0%</b>	<b>8.7%</b>	<b>533 bps</b>
Finance Cost	61.7	65.6	66.6	-5.9%	-7.4%	269.1	242.1	11.1%
Depreciation	136.1	127.3	125.3	6.8%	8.6%	508.8	469.3	8.4%
<b>Operating PBT</b>	<b>203.2</b>	<b>232.8</b>	<b>183.6</b>	<b>-12.7%</b>	<b>10.7%</b>	<b>895.1</b>	<b>270.6</b>	<b>230.8%</b>
Exceptional expense	58.2	0.0	8.6	NM	579.6%	58.2	33.4	74.1%
Non-Operating income	3.1	2.9	2.4	4.4%	28.5%	19.7	16.9	16.5%
<b>PBT</b>	<b>148.1</b>	<b>235.7</b>	<b>177.5</b>	<b>-37.2%</b>	<b>-16.6%</b>	<b>856.7</b>	<b>254.1</b>	<b>237.1%</b>
<b>PAT</b>	<b>102.3</b>	<b>181.3</b>	<b>132.4</b>	<b>-43.6%</b>	<b>-22.8%</b>	<b>635.3</b>	<b>182.4</b>	<b>248.3%</b>

## Notes

Figures are as per IND AS

Company's investment in Sri Lanka JV is accounted using Equity method under IND AS which was earlier consolidated using proportionate consolidation method

Gross margin includes impact of non-material cost movement of inventory (FG + SFG)

EBITDA includes profit from Sri Lanka JV

EBITDA does not include Non-operating income

# Standalone: Summary P&L

All figures in Rs. Cr

Parameter	Q4 FY24	Q3 FY24	Q4 FY23	QoQ	YoY	FY24	FY23	YoY
<b>Net Revenue from operations</b>	<b>2,979.2</b>	<b>2,949.0</b>	<b>2,862.7</b>	<b>1.0%</b>	<b>4.1%</b>	<b>11,892.6</b>	<b>11,263.3</b>	<b>5.6%</b>
Raw Material	1,719.0	1,730.6	1,714.7	-0.7%	0.3%	6,896.0	7,355.7	-6.2%
<b>Gross margin</b>	<b>1,260.2</b>	<b>1,218.4</b>	<b>1,148.1</b>	<b>3.4%</b>	<b>9.8%</b>	<b>4,996.6</b>	<b>3,907.6</b>	<b>27.9%</b>
<b>Gross margin %</b>	<b>42.3%</b>	<b>41.3%</b>	<b>40.1%</b>	<b>98 bps</b>	<b>220 bps</b>	<b>42.0%</b>	<b>34.7%</b>	<b>732 bps</b>
Employee Cost	210.9	213.9	211.3	-1.4%	-0.2%	833.6	725.4	14.9%
Other Expenses	654.5	587.5	566.2	11.4%	15.6%	2,507.4	2,205.0	13.7%
<b>EBITDA</b>	<b>394.8</b>	<b>417.1</b>	<b>370.6</b>	<b>-5.3%</b>	<b>6.5%</b>	<b>1,655.7</b>	<b>977.3</b>	<b>69.4%</b>
<b>EBITDA %</b>	<b>13.3%</b>	<b>14.1%</b>	<b>12.9%</b>	<b>(89) bps</b>	<b>31 bps</b>	<b>13.9%</b>	<b>8.7%</b>	<b>525 bps</b>
Finance Cost	60.6	64.8	65.9	-6.6%	-8.1%	265.9	239.0	11.2%
Depreciation	135.7	127.3	125.3	6.6%	8.3%	508.4	469.3	8.3%
<b>Operating PBT</b>	<b>198.5</b>	<b>224.9</b>	<b>179.4</b>	<b>-11.7%</b>	<b>10.7%</b>	<b>881.5</b>	<b>269.0</b>	<b>227.7%</b>
Exceptional expense	42.5	0.0	8.6	NM	396.6%	42.5	33.4	27.2%
Non-Operating income	3.0	3.5	2.2	-14.5%	32.3%	26.3	38.7	-32.0%
<b>PBT</b>	<b>159.0</b>	<b>228.4</b>	<b>173.1</b>	<b>-30.4%</b>	<b>-8.1%</b>	<b>865.2</b>	<b>274.2</b>	<b>215.5%</b>
<b>PAT</b>	<b>119.1</b>	<b>176.7</b>	<b>132.0</b>	<b>-32.6%</b>	<b>-9.8%</b>	<b>654.3</b>	<b>206.3</b>	<b>217.2%</b>

## Notes

Financials are as per IND AS

Gross margin includes impact of non-material cost movement of inventory (FG + SFG)

EBITDA does not include Non-operating income

## Section 3: ESG Highlights

# ESG Highlights

## Sustainability Vision: Reduce carbon footprint by 50% by 2030



~6.8% reduction in overall tCO2e per MT of production <sup>1</sup>



~36% plant power through renewable sources <sup>2</sup>



~3.9% reduction in water consumption per MT of production <sup>3</sup>



~26% natural rubber sourced via alternate transport (lower footprint) <sup>4</sup>



Upto 5% reduction in rolling resistance in select SKUs <sup>3</sup>

## Key Social Initiatives



500+ farmers trained in organic and regenerative cultivation <sup>2</sup>



Prepared and distributed 29,467 seed balls for tree plantation <sup>2</sup>

Adopted recently planted 25k Trees



5,500+ teachers impacted through teachers' training programmes <sup>2</sup>



79k+ availed services via fever clinic



100 Bus Mounted Air Filters and 10 Virtual Chimneys installed

1. Scope 1, 2 and select scope 3 reduction FY24 v/s FY23.  
2. As on end of FY24  
3. As end of FY24 v/s FY23  
4. For FY24

THANK YOU