

JKTIL:SECTL:SE:2023

Date: 1st November 2023

BSE Ltd.	National Stock Exchange of India Ltd.
Phiroze Jeejeebhoy Towers,	Exchange Plaza, C -1, Block G,
Dalal Street,	Bandra –Kurla Complex,
Mumbai-400 001.	Bandra (E), Mumbai –400 051.
Scrip Code: 530007	Symbol: JKTYRE

Dear Sir,

Re. Earnings Presentation - Q2FY2024

- Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

This is further to our letters dated 30th October 2023 and dated 1st November 2023 re. Intimation of Schedule of Results Conference Call. We are now enclosing herewith Earnings Presentation Q2FY2024.

The presentation is also being posted on the website of the Company at www.jktyre.com.

Thanking you,

Encl: As Above

Yours faithfully, For JK Tyre & Industries Ltd.

(PK Rustagi) Vice President (Legal) & Company Secretary



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Earnings Presentation - Q2FY24 EXCELERATION

V Jan P



Business Overview





Ranked top tyre company in the world





\bigwedge	10
	Count
	aroun

00+ ountries of Operations ound the world



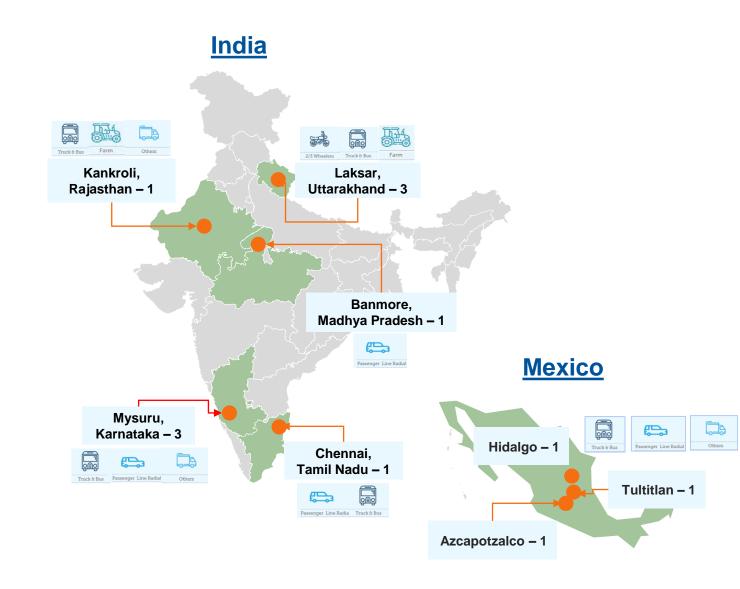




Innovation at JK Tyre

- Pioneer of radial technology in India and No. 1 in Truck/Bus Radial (TBR) manufacturer
- State-of-the-art Centralized Tech Centre at Mysore "Raghupati Singhania Centre of Excellence (RPSCOE)"
- Ist company in India with OE fitment of tubeless passenger radials. Also, 1st in India to launch high performance H, V and Z-rated passenger radial tyres
- Acquired smart tyre technology start-up to revolutionize Indian tyre market – First in India to launch Tyre Pressure Monitoring System (TPMS) based on sensor technology
- Globally among the top 3 in lowest energy consumption





Annual Capacity by Product Line – Volumes in Million



Manufacturing Facilities: 12 Installed Capacity: ~34 million tyres annually Capacity Utilization: 87%

Digital Marketing Initiatives



	Coolel Medie	Contout Monkoting	Occula Mu Ducincos
\frown	Social Media	Content Marketing	Google My Business
1 Consistent Social Media Presence		THE THE SECOND	Google My Business
2 Content Oriented Digital Marketing		Carteria de la companion of the truckers on their journeys	G
3 Google My Business &	No.1 Tyre Brand at Social Media in terms of Followers at Facebook & Instagram	Tyre Industry Highest no. of views at YouTube 77Mn+ for You Tube Campaign	600+ Brand Shops listed at Google My Business and being optimized to have better visibility
Always-On-Search			at Google Search
	E-Commerce	Lead Gen. & Re-Targeting	Awards
4 E-Commerce Associations	000700	T<u>y</u>re Plex	
with Leading Platforms :	amazon Flipkart	🛟 CarDekho 🔙	and a call
CarDekho & TyrePlex	To give our customers an alternate touch point to explore	For Lead Generation & Re- targeting the prospective	Leader in Digital Transformation, Motorsports & Digital PR, Best
Lead Generation	and buy JK Tyre	customers looking for Tyre at Google	campaign in Automotive category 'Zindagi ke Pahiye' & Campaign
Re-Targeting		-	of the Year by World Digital Marketing Congress

Extensive Distribution Network and Customer Connect



Extensive Distribution Network

India Distribution Network

- ✤ 6,000+ Dealers
- 500 Distributors
- Tie up with +1300 Fleet Operators
- Tie up with 3 Oil Marketing Companies
- 140 Sales, Service and Stocking Points
- ✤ 28 Regional Offices

Mexico Distribution Network

- ✤ 97 Dealers
- Network of 144 third party dealers/distributors
- Network of 34 Distributors for Exports

Other Geographies Network

- 76 Distributors in Middle East and South East Asia
- 61 Distributors in Africa
- 60 Distributors in North and Latin America



69 JK Tyres Truck Wheels

Fully equipped Tyre service centre offering Total Tyre Solutions



636 JK Tyre Steel & Xpress Wheels



75 JK Re-tread centres

Exclusive passenger car tyre retailing & services Value added services such as re-treading

Mega Customer Interaction Programs (CIPs)



4500+ Fleet owners across 40 CIPs



9000+ Farmers across 55+ Kisan Mitra Program









Arun K. Bajoria Director & President – Int.



Anuj Kathuria President - India



A. K. Kinra Financial Advisor



Sanjeev Aggarwal CFO



V. K. Misra Technical Director



Dr. R. Mukhopadhyay Director (R&D)



A. K. Makkar Manufacturing Director



Srinivasu Allaphan Marketing Director



Ashish Pandey Sr.VP–Materials



Bharat Aggarwal Head - International Trade





Pravin Chaudhari ED – JK TORNEL

(

Strong R&D Capabilities



Technology – Global Tech Centre (RPSCOE):

- Centralized Tech Center in Mysore, Karnataka with more than 200 R&D and Technology Scientist and Engineers in following facilities: HASETRI - Asia's first and India's foremost highly versatile and State-of-the-art Tyre / Elastomer Institute and JK Tyre Tech Centre
- R&D efforts focused in the field of advanced materials, alternate materials, nanotechnology, process and product simulations, predictive technology, advanced tyre mechanics, etc.
- India's Biggest Anechoic chamber for Noise and Vibration Analysis capable to test all tyres including truck tyres.
- Green Technology Developing sustainable range of tyres and tyres with low RRCs and noise to cater to the future requirements.



R&D activities aimed at offering technologically advanced products to gain higher market share and enhanced profitability

Innovative Products Gaining Traction



TBR - JUH XF & JDH XF

- ✓ Fuel Saver Technology Design
- ✓ Low RRC & Low Noise
- ✓ High Mileage



PCR – UX Royale

- ✓ 5 Rib Asymmetric Design
- ✓ Stable Shoulder Tread Blocks
- Variable Draft Groove Technology



Puncture Guard Tyre

- ✓ Self-repair multiple punctures
- Hassle-free ride throughout life
- ✓ Better Traction & Ride Comforts



2 wheeler - Blaze

- ✓ High Speed Stability
- Ride Comfort & Smooth Cornering
- ✓ High Mileage & Better traction





Levitas Ultra (UHP)

- ✓ Utmost Comfort
- ✓ Low Cabin Noise & high durability
- ✓ Shortest braking distance



Farm - Shresth

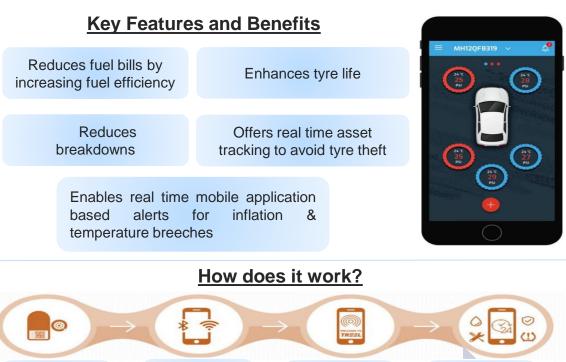
- ✓ Step Lug Design & Superior Tread
- ✓ Superior Dimensions & aesthetics
- ✓ High Load Caring Capacity & Control

Product Portfolio Differentiation

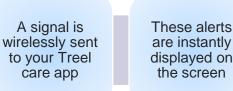


Smart Tyres

In 2019, Acquired smart tyre technology Company to revolutionize Indian tyre market – **First in India to launch Tyre Pressure Monitoring System (TPMS) based on sensor technology**



Our inbuilt smart tyre sensors detect a change in tyre pressure or temperature



Treel care app also gives you complete control of other vehicle maintenance features

Puncture Guard Tyres



How does the JK Puncture Guard tyre heal itself?

Whenever the JK Puncture Guard tyre is pierced by a foreign object, a thick coating of puncture-proof sealant in it's interiors comes to the rescue. This sealant covers the damage area and freezes, effectively repairing the puncture right then and there, preventing any air leaks.

Once healed, the JK Puncture Guard tyre will deliver a performance identical to that of a tyre that has never been punctured.

Green Tyre – "UX Green" – Sustainable Tyre



JK Tyre develops PCR Tyre with 80% sustainable, recycled & renewable material – "*First Company to achieve this level*"

- Developed with highly sustainable materials like natural rubber, bio attributed SBR and BR, bio-based oil, recycled rubber powder, recovered carbonaceous black, recycled polyester and steel wire.
- Majority of these materials are ISCC (International Sustainability & Carbon Certification) certified.
- Developed & Engineered by the R&D team at the "Raghupati Singhania Centre of Excellence"- JK Tyre's Global Tech Centre at Mysore.
- Reinforces JK Tyre's serious commitment to advancing sustainable growth and boosting societal value creation, moving towards carbon neutrality by 2050.



Key Customers





Strengthening OEM Presence



Gaining OEM footprint and volumes across segments





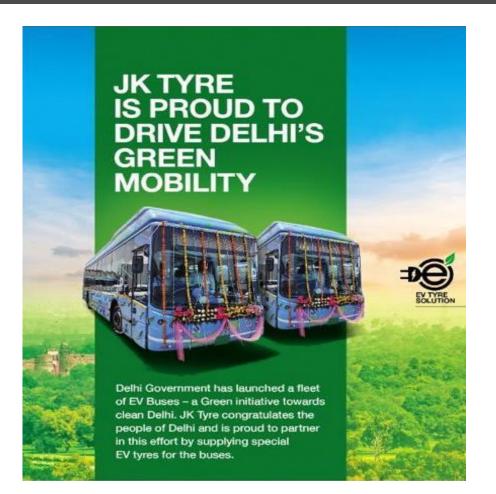


JK Tyre unveils complete range of EV-specific smart radial tyres

EV Tyres range

Developed a complete range of electric vehicle (EV)-specific Smart radial tyres for all categories of trucks, buses, LCVs and passenger cars in India.





Innovation and technology are our core pillars and our product is ahead of its time to meet need of customers and industry

Key Marketing Initiatives







LEVITAS ULTRA (UHP TYRE)

- Best in class ride quality & experience
- Lowest cabin noise & high cornering stability
- Shortest braking distance in dry & wet conditions
- Speed Rating W and Y with 5 star fuel savings

Launch of "The Levitas Ultra (Ultra High Performance) – Made for Dream Machines"

TOTAL CONTROL

Brand Accolades



THE ECONNECTIONS + * COON & C BRANDS OF INDIA 2022 Made In India

An Iconic Win, 4th Time in a Row!

JK Tyre is proud and honoured to feature among the Iconic Brands of India 2022 at the 5th Edition of The Economic Times Iconic Brands of India

Recognised for "ET ICONIC BRANDS OF INDIA 2022"

TYRE



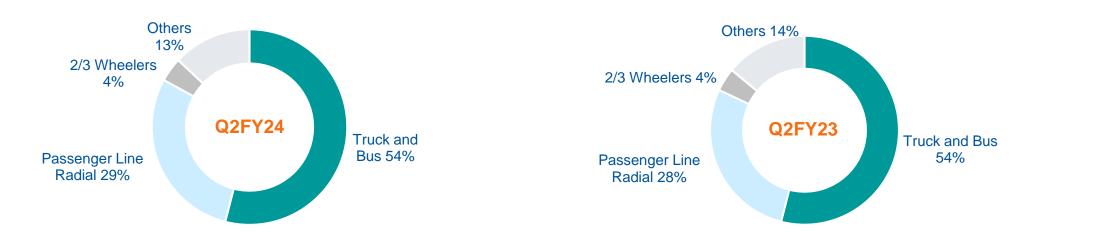
Conferred "SUPER BRANDS 2023"



Revenue Mix by Market – Consolidated



Revenue Mix by Product Line – Consolidated





Q2FY24 & H1FY24 **Performance Review**



		Conso	lidated			Star	ndalone	
(Rs. Crore)	Q2FY24	Q1FY24	Q2FY23	y-o-y change	Q2FY24	Q1FY24	Q2FY23	y-o-y change
Turnover	3,905	3,726	3,764	4%	2,684	2,463	2,418	11%
EBITDA Margin	597 15.3%	465 12.5%	305 8.1%	96% +718 bps	395 14.7%	283 11.5%	181 7.5%	119% +725 bps
PBDT (Cash Profit)	488	343	196	149%	338	214	122	178%
PBT	377	242	74	5.1x	275	152	48	5.7x
PAT Margin	249 6.4%	159 4.3%	50 1.3%	5.0x	180 6.7%	100 4.1%	36 1.5%	5.0x
Basic EPS (Rs)	9.33	5.93	2.08	4.5x	6.93	3.86	1.46	4.7x



		Consolidated	ted Stand		Standalone	dalone	
(Rs. Crore)	H1FY24	H1FY23	% change	H1FY24	H1FY23	% change	
Turnover	7,632	7,414	3%	5,146	4,757	8%	
EBITDA Margin	1,063 13.9%	597 8.0%	78% 587 Bps	678 13.2%	357 7.5%	90% 566 Bps	
PBDT (Cash Profit)	831	388	114%	552	244	126%	
PBT	619	131	4.7x	427	87	4.9x	
PAT Margin	407 5.4%	85 1.1%	4.8x	280 5.4%	63 1.3%	4.5x	
EPS (Rs)	15.26	3.59	4.2x	10.79	2.55	4.2x	

Q2FY24 & H1FY24 Performance Highlights



Key Business Highlights

- 1. Top-line has been growing consistently and has recorded consolidated net revenues of Rs.3,905 crore.
- Domestic volumes improved by 8% over the corresponding quarter.
- Impressive increase of 96% in operating profitability to Rs.597 crore with margin expanded by 280 bps on q-o-q basis led by improved operational efficiencies, product premiumization, further supported by raw material prices.
- 4. Net debt stood at Rs.4,087 crore as on Sep'23 viz-a-viz Rs.4,518 Crore as on March'23, reduction of Rs.431 crore.
- 5. Leverage ratio have improved further over March'23:
- Net debt to equity stood at 1.05x as on Sep'23 viz-a-viz
 1.29x as on March'23.
- Net debt to EBIDTA stood at 2.27x as on Sep'23 viz-a-viz
 3.39x as on March'23.

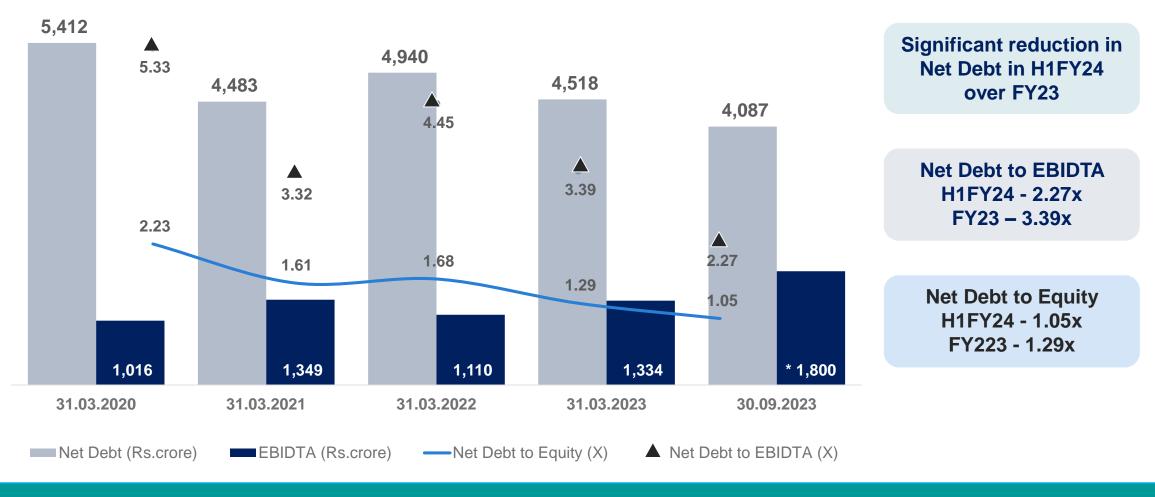
Q2FY24 Consolidated Financial Performance

INR 3,905 Cr.	INR 654 Cr.	INR 597 Cr.
Growth 4%	Growth -15%	Growth 96%
Revenues (incl. exports)	Exports	EBITDA
INR 488 Cr.	INR 249 Cr.	INR 9.33 /share
Growth 2.5x	Growth ~5.0x	Growth ~4.5x
Cash Profit (PBDT)	Profit After Tax	Earnings Per Share

H1FY24 Consolidated Financial Performance

INR 7,632 Cr. Growth 3%	INR 1242 Cr. Growth -12%	INR 1,063 Cr. Growth 78%
Revenues (incl. exports)	Exports	EBITDA
INR 831 Cr. Growth 2.1x	INR 407 Cr. Growth 4.8x	INR 15.26 /share Growth ~4.2x
Cash Profit (PBDT)	Profit After Tax	Earnings Per Share





Continuous journey towards deleveraging to improve overall leverage ratio

*EBIDTA on TTM basis



		Consolidated			Standalone	
(Rs. Crore)	FY23	FY22	% change	FY23	FY22	% change
Turnover	14,681	12,020	22%	9,649	8,062	20%
EBITDA Margin	1,334 9.1%	1,110 9.2%	20% (10) Bps	806 8.4%	731 9.1%	10% (70) Bps
PBDT (Cash Profit)	880	691	27%	549	501	10%
PBT	411	309	33%	270	264	2%
PAT Margin	263 1.8%	201 1.7%	31%	184 1.9%	183 2.3%	Flat
EPS (Rs)	10.64	8.53	25%	7.45	7.43	Flat



Key Business Highlights

- Recorded high revenues of Rs.14,681 crore, driven by strong domestic demand with buoyancy witnessed in OEM segment.
- Operating margins recovered sequentially to 10.7% in Q4FY23 aided by softening in input costs.
- 3. Subsidiaries, Cavendish (CIL) and Tornel reported significant improvement in revenues and profitability.
- 4. Cavendish Industries turned net positive during the year.
- 5. Net debt stood at Rs.4,518 crore in FY23 viz-a-viz Rs.4,940 crore in FY22.
- IFC (a member of World bank group) reposed trust in the Company by investing Rs.240 crore (\$30 Million) by way of Compulsorily Convertible Debentures (CCDs) on preferential basis.

Q4-FY23 Consolidated Financial Performance

INR 3,645 Cr.	INR 331 Cr.	INR 389 Cr.
Growth 10%	Growth -28%	Growth 65%
Revenues (incl. exports)	Exports from India	EBITDA
INR 263 Cr.	INR 112 Cr.	INR 4.37 /share
Growth 95%	Growth ~3x	Growth ~3x
Cash Profit (PBDT)	Profit After Tax	Earnings Per Share

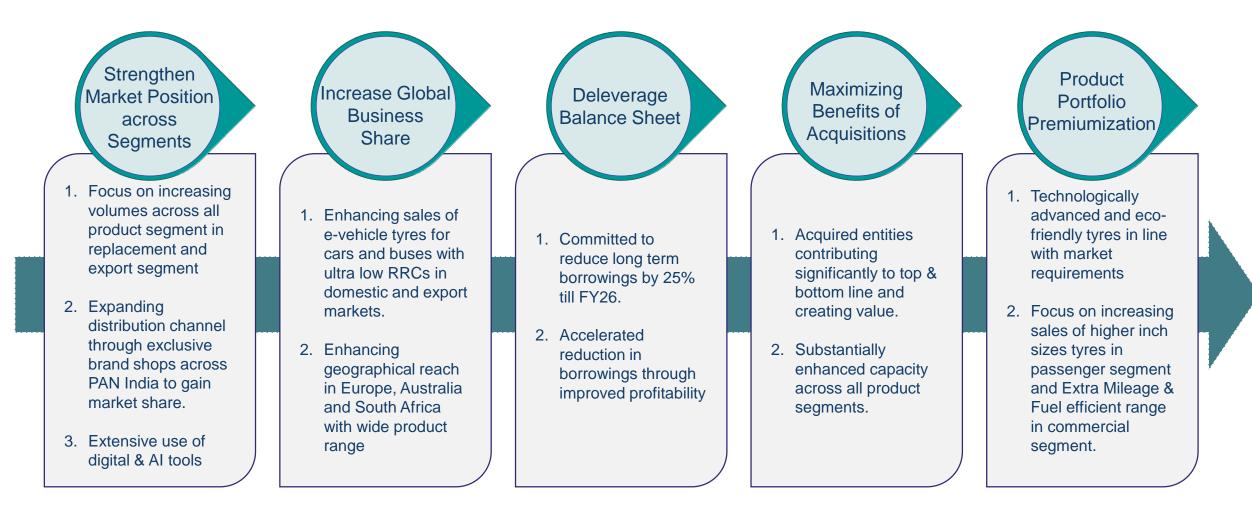
FY23 Consolidated Financial Performance

INR 14,681 Cr.	INR 1,787 Cr.	INR 1,334 Cr.		
Growth 22%	Growth -5%	Growth 20%		
Revenues (incl. exports)	Exports from India	EBITDA		
INR 880 Cr.	INR 263 Cr.	INR 10.64 /share		
Growth 27%	Growth 31%	Growth 25%		
Cash Profit (PBDT)	Profit After Tax	Earnings Per Share		





Management remains fully committed to implement its strategy to further expand its market presence and gain market share





Sustainability



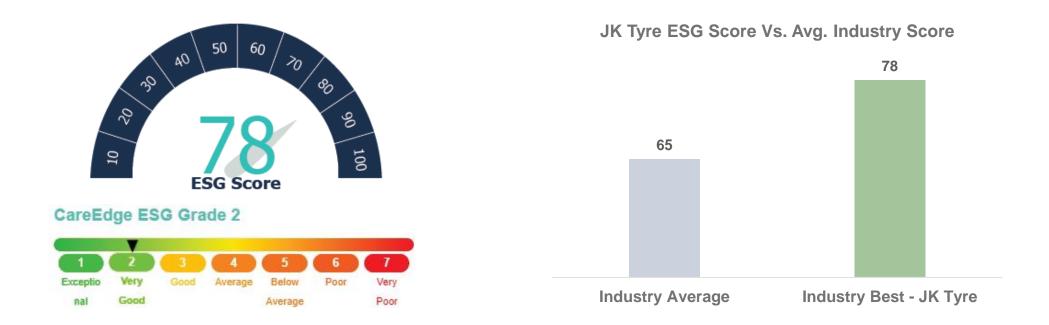
We strengthened our ESG initiatives around 5P's sustainability platform



* Conceptualized by JK Tyre



JK Tyre's ESG performance is driven by strong commitment and performance on majority themes to ensure ESG integration.





Environment (89) – Long term vision on reduction in GHG emissions and water management.



Social (78) – Robust policies and practices to mitigate social risks.



Governance (71) – Well designed policies, disclosures and compliance adherence.



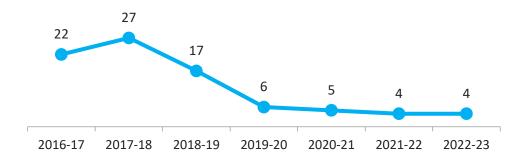
Sustainability initiatives & practices leading to resource conservation and manufacturing excellence

Research & Development Led	 Usage of Bio sourced materials Higher usage of recycled material
Product Development Led	 Continuous improvement in RRC (Rolling Resistance Coefficient) Continuous improvement in tyre dynamics, life and performance
Manufacturing Led	 All plants in India awarded with "Sword of Honour" by British Safety of Council, UK and 3 locations awarded with "Globe of Honour" for highest safety standards GHG Emission – Reduction in Carbon footprints Energy Conservation – Global benchmark Material Conservation – Process waste reduction Raw water usage – Global benchmark Plantation and Alternate Fuel – eCO2 sequestration & Green Coal (Bamboo & Biomass) Manpower Productivity – Improved MDPT Zero Waste to landfill Single Use Plastic free

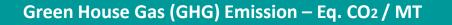
Sustainability – Environment

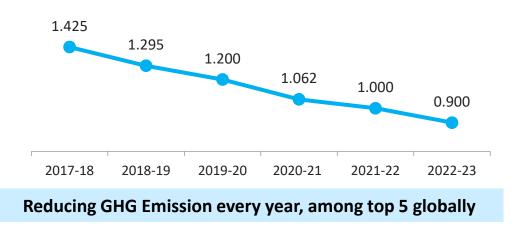






All Plants awarded with "Sword of Honour" by British Safety Council, UK and 3 locations awarded with "Globe of Honour"



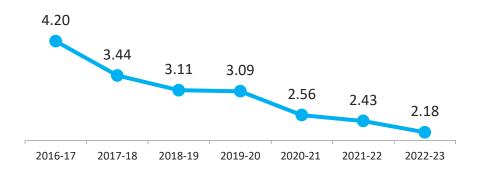


Energy Consumption (GJ / Tonne)



World's Lowest energy consumption per ton of finish product, amongst top 3 globally





Lowest Specific Raw Water Consumption Globally

Sustainability – Operational Efficiencies



Specific Power Consumption – Kwh / Kg



2016-17 2017-18 2018-19 2019-20 2020-21 2021-22 2022-23

Reducing Power Consumption trend every year

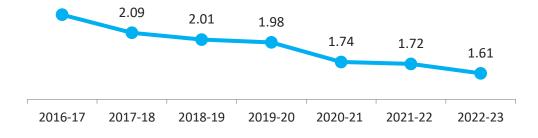
Specific Steam Consumption (Kg / Kg)

"Among the India's top 30 Most Sustainable companies, organized by Business World"

Recognitions to our efforts



" Energy Management Award for exemplary implementation of ISO 50001 Energy Management System Standard by Clean Energy Ministerial "



Achieved the best consumption level in FY23



" National Water Award for Excellence in Energy and Water Management by CII "

Source : Internal Estimates

2.30

Corporate Social Responsibility (CSR)



Livelihood Enhancement	More than 1 lac people benefitted through our projects, viz., skill building, SHGs, agricultural & livestock development etc.
Education	Adult literacy programs in remote villages (over 50,000 beneficiaries), Mysuru prisoners (over 6,000), Adoption of three ITI's (over 5000 students benefitted), road safety awareness campaigns etc. Lakshmipat Singhania School in Jaykaygram, Rajasthan (more than 6,000 students in last one decade)
Healthcare & Sanitation	HIV/ AIDS prevention programs, reproductive and child health care program "Parivartan", health camps & eye Camps, toilets construction under Swachh Bharat Mission . PSRI Hospital & Research Institute (Multi-speciality state-of-the-art hospital in New Delhi)
Water Conservation & Environment	Construction / De-siltation of water tanks (Benefited >1 Lac farmers) & farm ponds, field bunding and plantation
COVID Management	Donated oxygen plant, oxygen concentrators, hospital beds, medicines, masks, PPE kits, sanitizers, food packets to hospitals, health centers, poor and needy people.
	More than 1 million people have been benefitted through our CSR Initiatives.



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