



**BKT**

**GROWING TOGETHER**

## **Result Update Presentation September 2016**



# Safe Harbor

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## Our Performance



# Quarter Snapshot

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## Strong Volume Growth

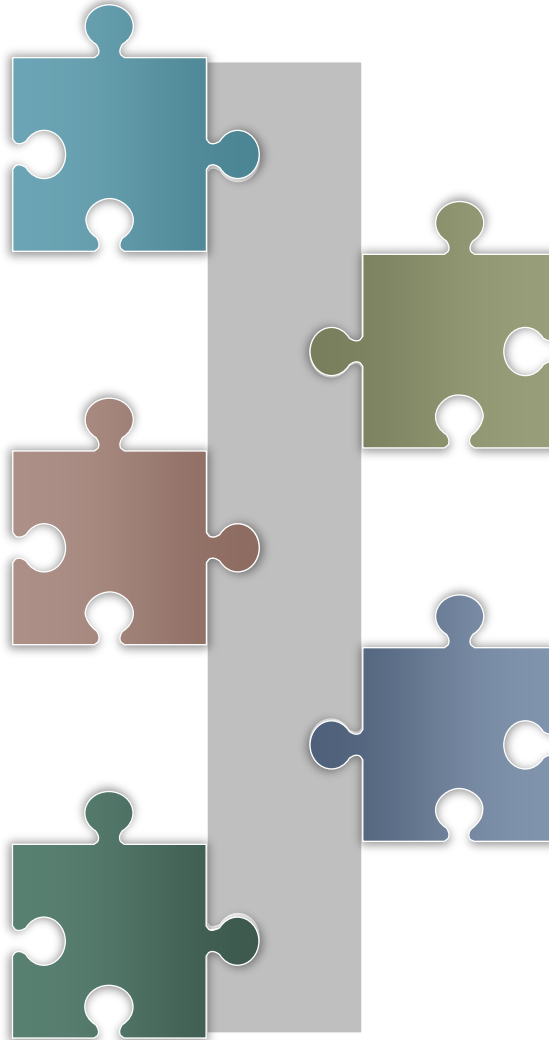
Achieved Sales of 41,456 MT (+11% YoY) ,excluding 1,850 MT for Q4FY16 adjusted in current quarter as per IND-AS guidelines

## Entered 2/3 Wheeler Tires

Asset Light Model Approach with the aim to improve Brand Recall and to support our dealer network

## Interim Dividend

Rs. 1.50/- per equity share declared (75% of Face Value)



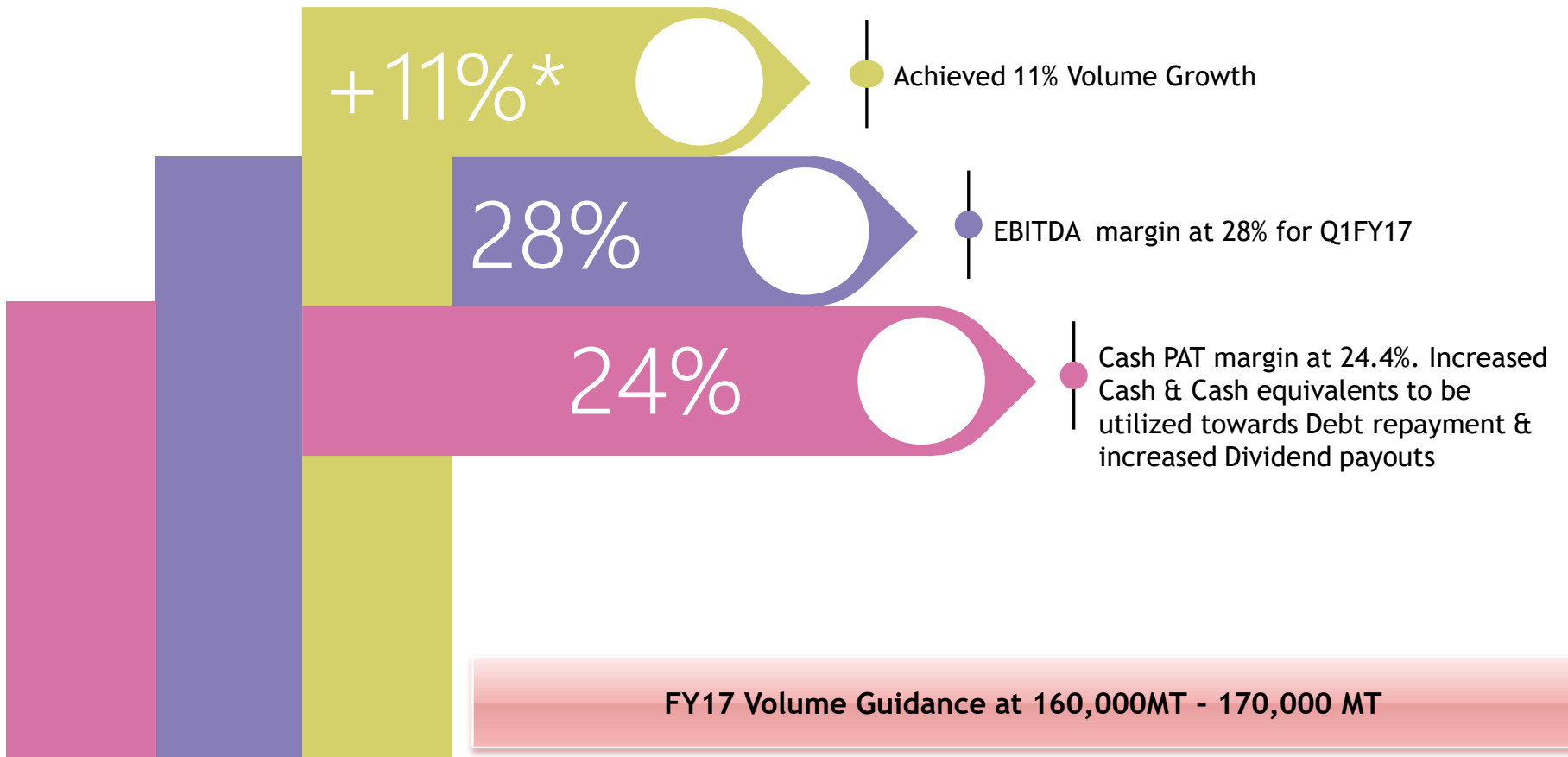
## Raw Material Stable

After an Initial spurt in Raw Material prices in April & May, Rubber Prices have stabilized

## Strong Balance Sheet

Currently we are Net Cash on the Long Term Debt Basis

# Financial Snapshot (as per IND-AS)



\* Excludes 1,850 MT sales of Q4FY16 adjusted in Q1FY17 as per IND-AS guidelines

## Financial Highlights - Q1FY17 (as per IND-AS)

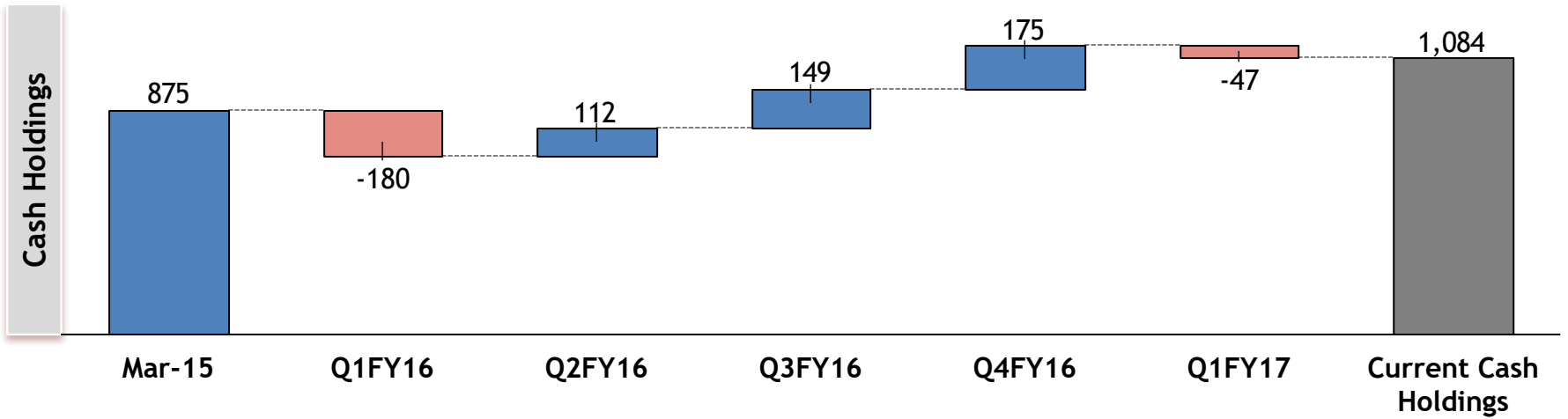
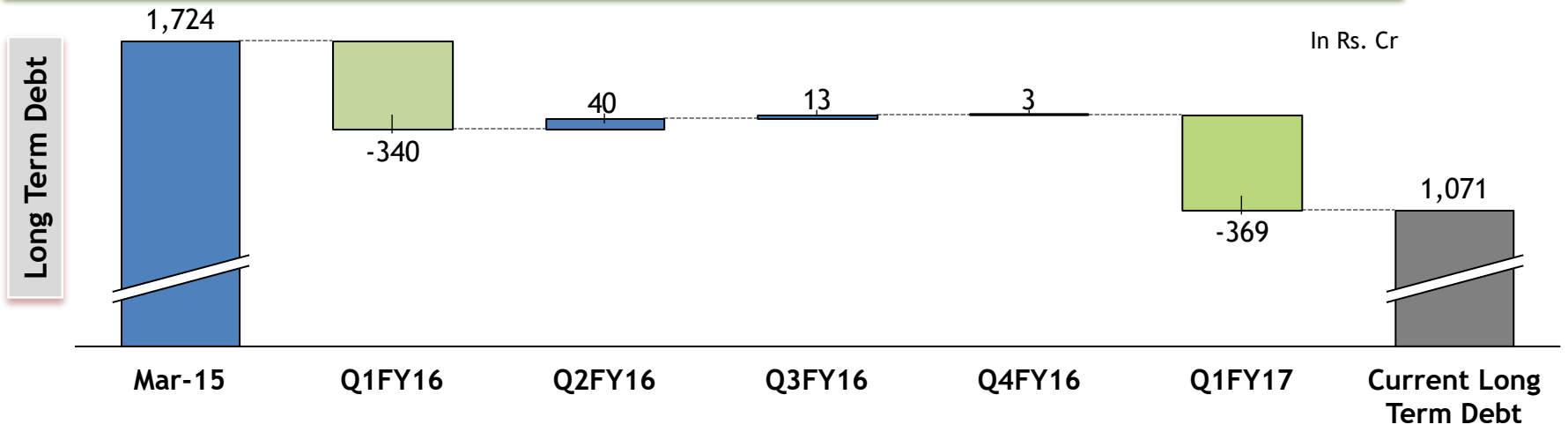
Particulars in Rs.Crs	Q1 FY17	Q1 FY16	YoY %
Sales (MT)*	43,306	39,031	11%
Net Sales	910	851	
Other Operating Income	18	5	
<b>Total Sales Revenue</b>	<b>928</b>	<b>856</b>	<b>8.4%</b>
Raw Material	373	405	
(Increase) / Decrease in Stock	12	13	
Employee Expenses	55	50	
Other Expenses	229	278	
<b>EBITDA</b>	<b>260</b>	<b>110</b>	<b>136.6%</b>
<b>EBITDA Margin</b>	<b>28.0%</b>	<b>12.8%</b>	
Other Income	52	112	
Interest & Finance Charges	7	10	
Depreciation	77	64	
<b>Profit Before Tax</b>	<b>228</b>	<b>148</b>	<b>54.3%</b>
Tax	79	46	
<b>PAT</b>	<b>149</b>	<b>102</b>	<b>46.6%</b>
<b>PAT Margin</b>	<b>16.1%</b>	<b>11.8%</b>	
<i>Other Comprehensive Income (Net of Tax)</i>	<i>15</i>	<i>-1</i>	
<b>Total Comprehensive after Tax</b>	<b>164</b>	<b>101</b>	<b>62.9%</b>

\*Includes 1,850MT sales of Q4FY16 adjusted in Q1FY17 and 1,606MT sales of Q4FY15 adjusted in Q1FY16

# Reconciliation as per Indian GAAP

Particulars in Rs.Crs	30 <sup>th</sup> June 2015
<b>Net Profit for the period as per Indian GAAP</b>	<b>152</b>
Accounting for Derivatives and foreign exchange differences	(39)
Fair value measurement of Investments	(37)
Other adjustments	(0)
Deferred tax on Ind -AS adjustments	27
<b>Net Profit before OCI for the period as per Ind-AS</b>	<b>102</b>
Other comprehensive income (OCI) (Net of tax)	(1)
<b>Total Comprehensive Income as per Ind-AS</b>	<b>101</b>

# Long Term Debt Profile



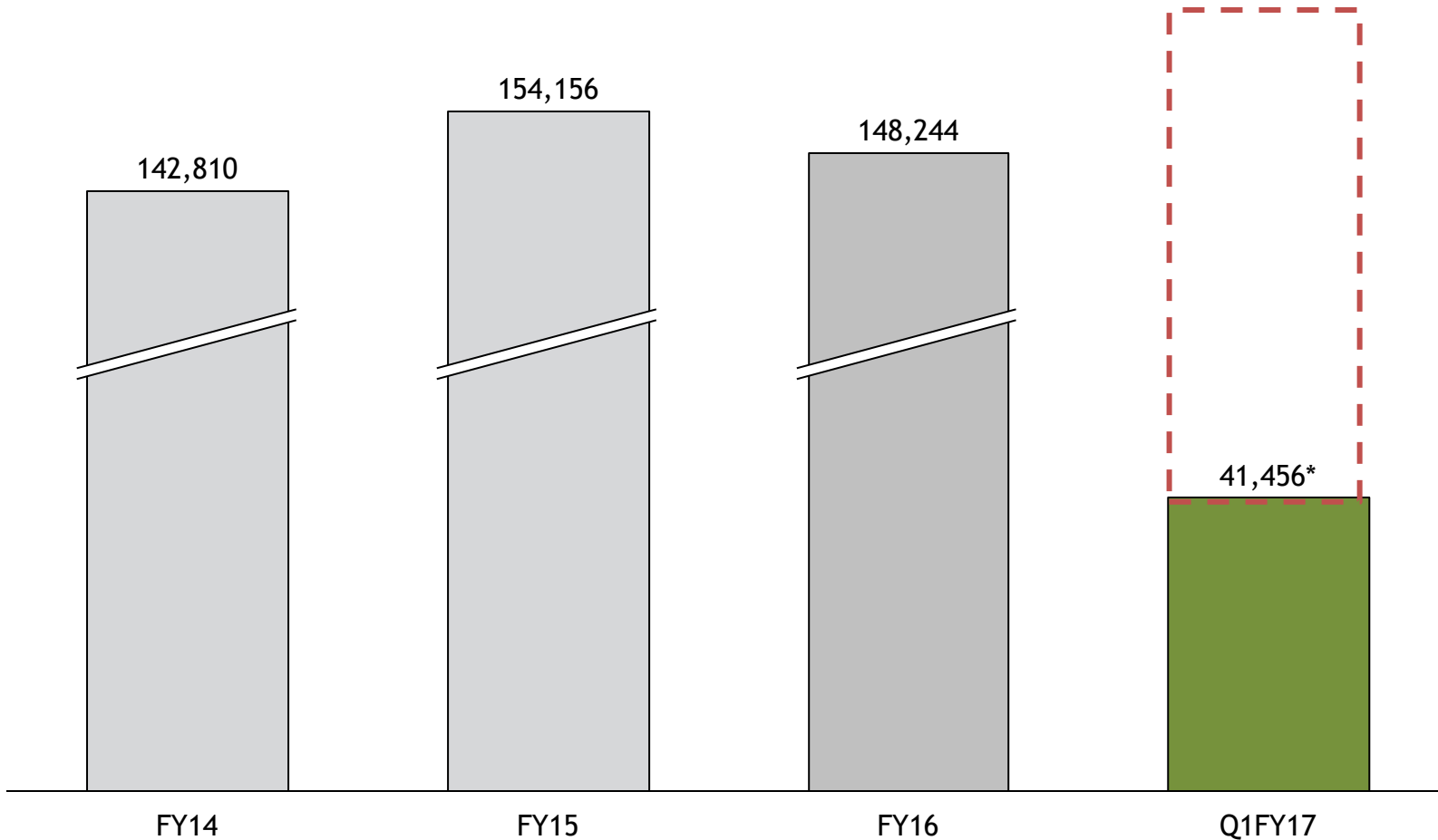
In August 2016 repaid Rs.223 Cr of Long term Debt  
Net Cash on Long Term Debt Basis



# Sales Profile

In MT

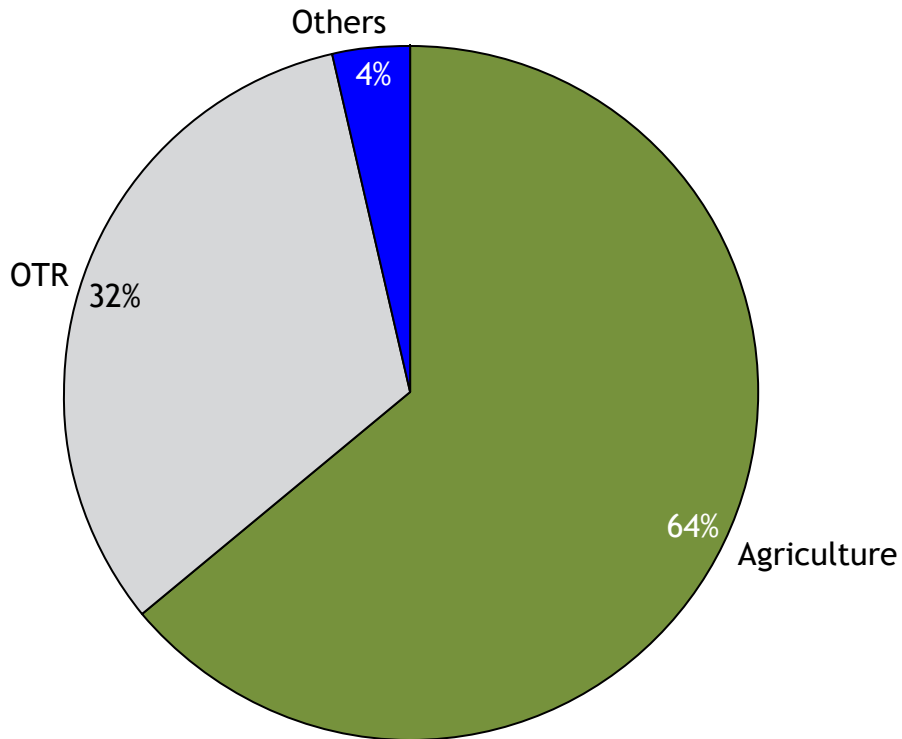
FY17 Volume Guidance at  
160,000MT - 170,000 MT



\* Excludes 1,850 MT sales of Q4FY16 adjusted in Q1FY17 as per IND-AS guidelines

# Segmental Profile

Segmental Sales - Q1FY17



## Agriculture

Tractors, Trailers, Farm equipments

## OTR

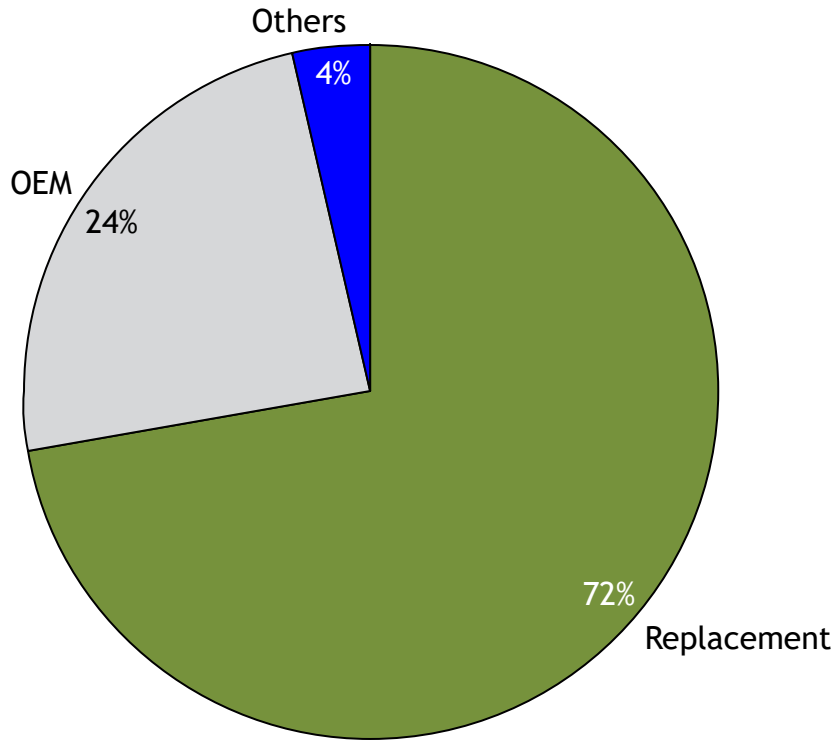
Industrial, Construction & Earth Moving equipments

## Others

All Terrain Vehicles, Lawn & Garden vehicles

# Sales Channel Profile

Sales Channel - Q1FY17



## Distributors

- Caters to replacement market
- Strong global network through a well diversified distributor network

## OEM's

- Penetrating deeper in increasing share of business with existing OEM's
- Forging new relationships to expand OEM base

## Others

- Taking advantage of our large SKU strength

# FY17 Strategy

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## Bhuj Utilization

Increase Bhuj Utilization gradually



## Deepening Reach

Focus to add newer geographies, deepen our reach in existing geographies and capture demand to fulfill available capacity

## Debt Repayment

Internal Accruals and Cash availability to be utilized for Debt Repayment of ~USD 92mn



## Competitive Edge

Increase Competitive Edge and improving profitability by adding new SKU's, increased automation and cost control

## BKT - A Strong Indian Brand



# Applications of our Tires

**Agriculture Tires**



Cotton Pick Harvester



Tractor



Vineyard Harvester



Pivot Irrigator

**Industrial Tires**



Loader



Regular Dumper



Trailer

**OTR Tires**



Load Haul Dump



Underground Mining



Container Handler

# BKT Tires at Monster Jam 2016



Please [Click Here](#) for the Video

**For further information, please contact:**

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