



JKTIL:SECTL:SE:2023

Date: 6th February 2023

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

Dear Sir,

Re. **Earnings Presentation – Q3FY2023**
- Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

This is further to our letter dated 31st January 2023 re. Intimation of Schedule of Results Conference Call. We are now enclosing herewith Earnings Presentation Q3FY2023.

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

Thanking you,

Yours faithfully,
For JK Tyre & Industries Ltd.

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

Encl: As Above





EARNINGS PRESENTATION – Q3FY23

Driving smartly into the future



Business Overview





40+

Years of experience in tyre manufacturing



25th

Ranked top tyre company in the world



12

manufacturing facilities

33

million tyre capacity



450+

Total number of SKU's



100+

Countries of Operations around the world



6,000+

Extensive dealers distribution network



10,000+

Employees globally



25+

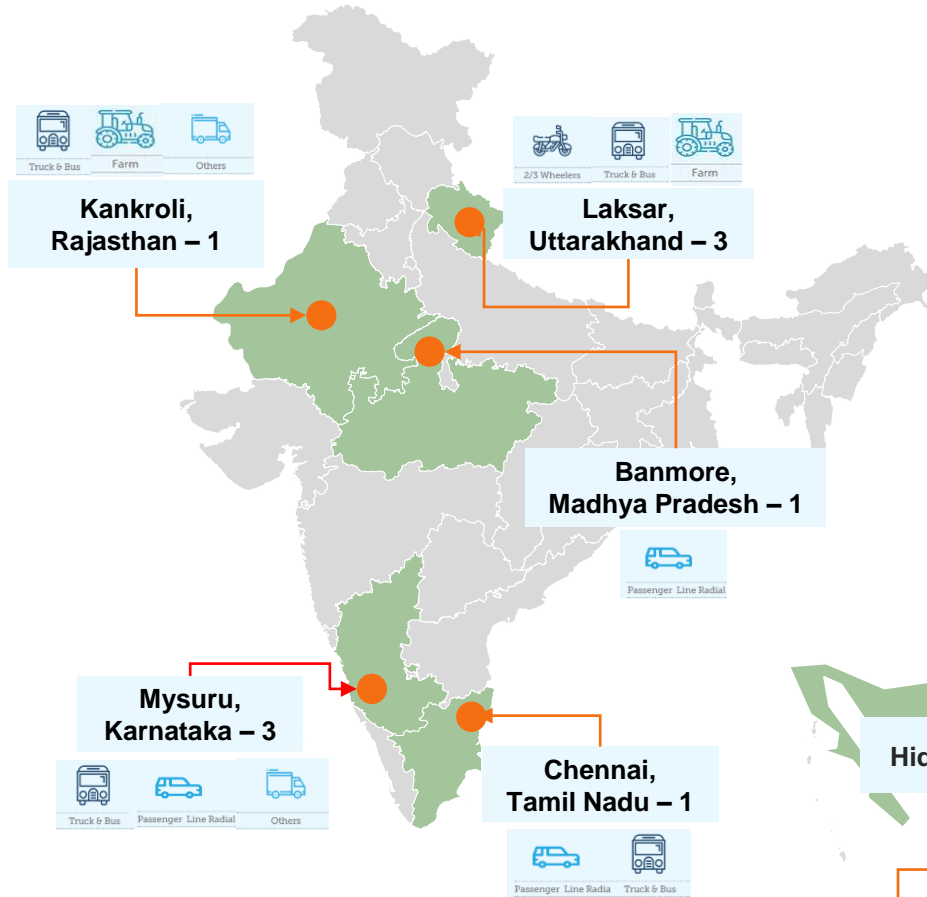
OEM client and relationships

Innovation at JK Tyre

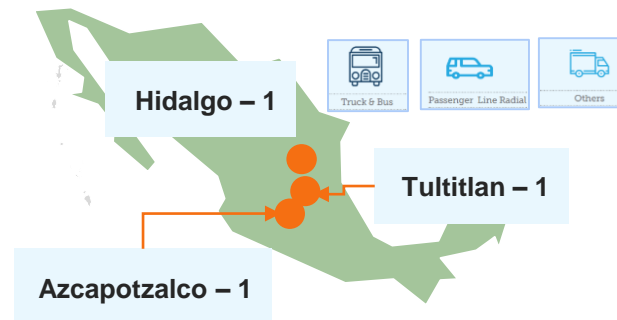
- ❖ Pioneer of radial technology in India and **No. 1 in Truck/Bus Radial (TBR) manufacturer**
- ❖ State-of-the-art Centralized Tech Centre at Mysore – **“Raghupati Singhania Centre of Excellence (RPSCOE)”**
- ❖ **1st company in India with OE fitment of tubeless passenger radials.** Also, 1st in India to launch high performance H, V and Z-rated passenger radial tyres
- ❖ Acquired smart tyre technology start-up to revolutionise 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**

Global Manufacturing Platforms

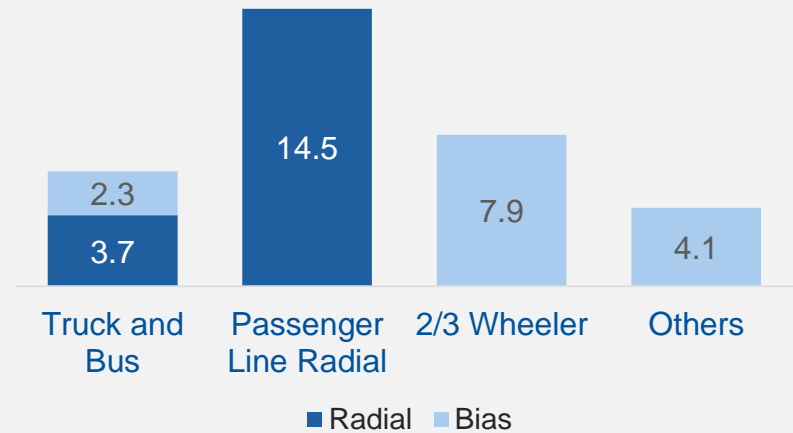
India



Mexico


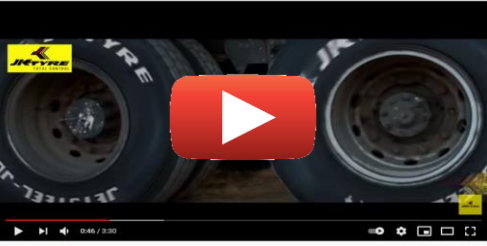






Annual Capacity by Product Line – Volumes in Million



Manufacturing Facilities - 12
Installed Capacity - 6,20,000 MT
~33 million tyres annually
Capacity Utilization Q3FY23 – ~90%

- 1 Consistent Social Media Presence
- 2 Content Oriented Digital Marketing
- 3 Google My Business & Always-On-Search
- 4 E-Commerce Associations with Leading Platforms :
 - CarDekho & TyrePlex
 - Lead Generation
 - Re-Targeting

| Social Media | Content Marketing | Google My Business |
|---|---|---|
|  <p>No.1 Tyre Brand at Social Media in terms of Followers at Facebook & Instagram</p> |  <p>Tyre Industry Highest no. of views at YouTube 77Mn+ for You Tube Campaign</p> |  <p>600+ Brand Shops listed at Google My Business and being optimized to have better visibility at Google Search</p> |
| E-Commerce | Lead Gen. & Re-Targeting | Awards |
|  <p>To give our customers an alternate touch point to explore and buy JK Tyre</p> |  <p>For Lead Generation & Re-targeting the prospective customers looking for Tyre at Google</p> |  <p>Leader in Digital Transformation, Motorsports & Digital PR, Best campaign in Automotive category 'Zindagi ke Pahiye' & Campaign of the Year by World Digital Marketing Congress</p> |

Extensive Distribution Network

India Distribution Network

- ❖ 6,000+ Dealers
- ❖ 500 Distributors
- ❖ Tie up with 870 Fleet Operators
- ❖ Tie up with 3 Oil Marketing Companies
- ❖ 140 Sales, Service and Stocking Points
- ❖ 20 Regional Offices



64 JK Tyres Truck Wheels

Fully equipped Tyre service centre offering Total Tyre Solutions



421 JK Tyre Steel Wheels

Exclusive passenger car tyre retailing



205 Xpress Wheels

Catering to small towns & semi urban markets



59 JK Re-tread centres

Value added services such as re-treading

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

Online tie-ups

- ❖ Amazon online & ITC e-Choupal for rural connect
- ❖ Auto Portals - Car Dekho & TyrePlex for door-step delivery / fitment

Expanding Footprint in India – Network Expansion

- ❖ Added 250+ dealers in 9MFY23 (1000+ in FY22)



Dr. Raghupati Singhania
*Chairman &
Managing Director*



Anshuman Singhania
Managing Director



*Director & President -
International*



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



P.K. Rustagi
VP (Legal) & CS



Pravin Chaudhari
ED - JK TORNEL

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 – Eco-range of tyres for cars, buses and two wheelers with ultra low rolling resistance.



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



Puncture Guard Tyre

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



PCR – Taximax – 1Lac km. tyre

- ✓ Very High Mileage & Durability
- ✓ Superior Grip & Braking
- ✓ Unique Design for Low Noise



PCR – UX Royale

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



2 wheeler - Blaze

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



Farm - Shresth

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

Product Portfolio Differentiation

Smart Tyres

Recently 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

Key Features and Benefits

Reduces fuel bills by increasing fuel efficiency

Enhances tyre life

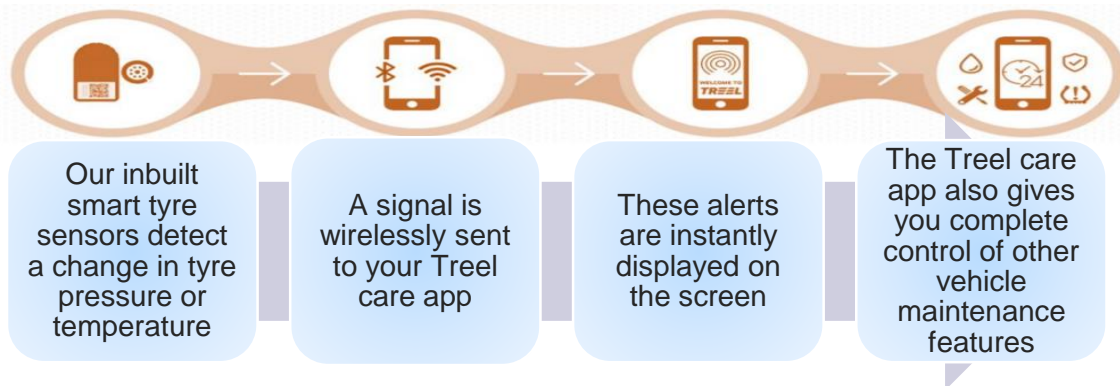
Reduces breakdowns

Offers real time asset tracking to avoid tyre theft

Enables real time mobile application based alerts for inflation & temperature breaches



How does it work?



Green Tyres

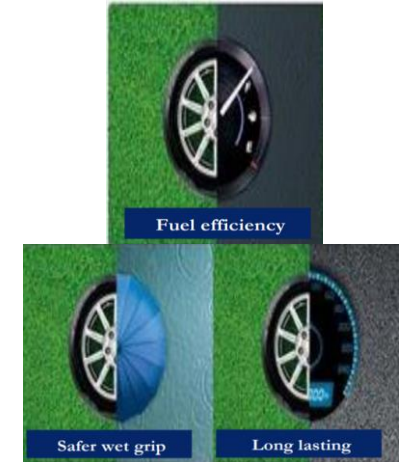
“Green tyre” technology increases fuel efficiency thereby conserving natural resources

Key Characteristics

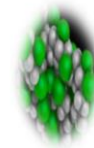
Use eco-friendly materials leading to reduced emissions and increased tyre life-cycle

Offer reduced rolling resistance (RRC) of up to 40% - today we have one of the lowest rolling resistance Tyre in supply

No compromise in safety - globally benchmarked and certified by European test agency (ECE R117)



Silica System with low Hysteresis Loss



2017

RRc 8.5 N/kN

Specialized Green polymer with hyper Bonding Silica Tech



2018-2019

RRc 7.5 N/kN

Special Alloy Steel Belts Gen.4 Hi performance polyester, Hybrid fabrics



2020-2022

RRc 6.5 N/kN

Key Customers

| Passenger Car | Tractor | Truck & Bus | OTR | 2 Wheeler |
|---------------|---------|-------------|---------------------------|-----------------------------|
| | | | <p>Reliable solutions</p> | <p>2 Wheeler – Electric</p> |

Gaining OEM footprint and volumes across segments

HYUNDAI CRETA, & ALCAZAR



MARUTI SUZUKI SWIFT DZIRE, SWIFT, WAGONR



TVS APACHE



FORCE TRAVELER



KIA CARENS, & SELTOS



TATA INTRA



TATA GOLD



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.

Ensures ultra-low rolling resistance

Improved wet and dry traction



High Durability & low noise

Low energy consumption



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



**INDIAN CAR OF THE YEAR
2023
KIA CARENS**



**PREMIUM CAR AWARD
2023
MERCEDES-BENZ EQS 580**



**INDIAN MOTORCYCLE
OF THE YEAR 2023-
ROYAL ENFIELD
HUNTER**



**GREEN CAR AWARD
2023
KIA EV6**

Presented 18th edition of ICOTY & IMOTY Awards 2023, most coveted awards, a platform created by JK Tyre.

#FutureOfDriving | JK Smart Tyre *(The Future of Driving is here)*



JKTYRE
TOTAL CONTROL

THE FUTURE OF DRIVING IS HERE.

SMART TYRE
TYRE WITH A BRAIN

Hits of over 110 million in a less than 4 months

JK Puncture Guard Tyre | Self-Healing *(Record hits of over 100 Million in 2 months)*



PUNCTURE
GUARD

JKTYRE
TOTAL CONTROL

Awarded Innovative Auto Solution at "Top Gear Awards 2022"



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”



SUPERBRANDS 2023 STATUS
CONFERRED UPON

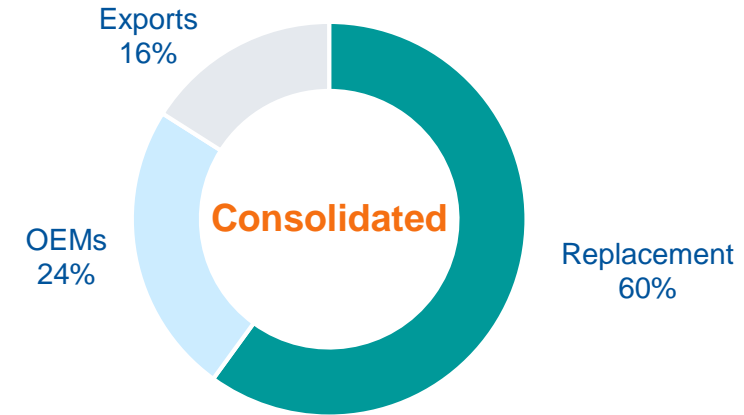
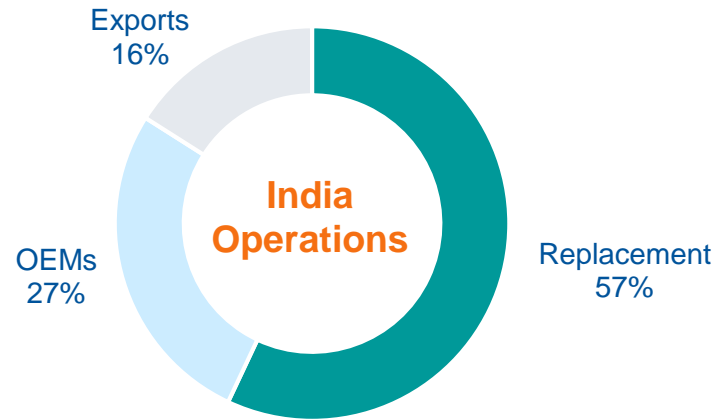


Conferred “SUPER BRANDS 2023”

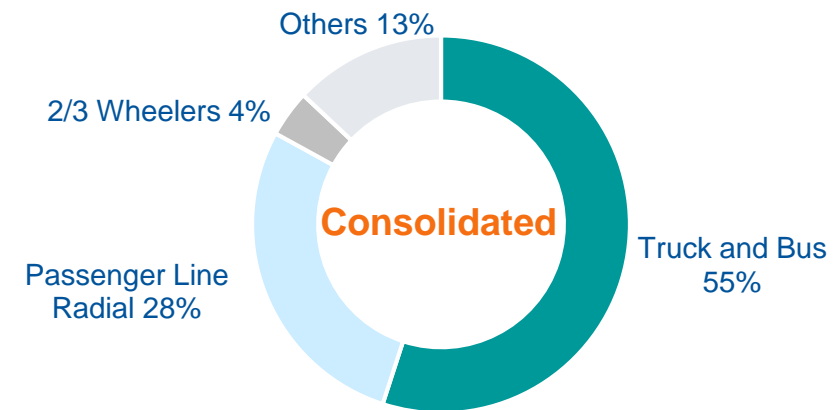
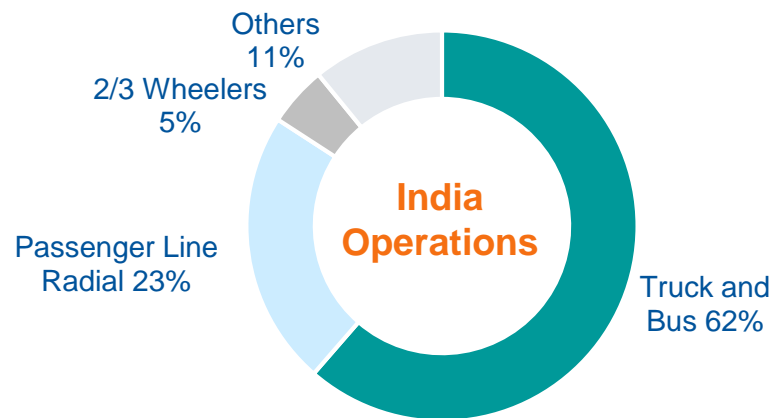
Revenue Segmentation : End User Market



Revenue Mix by Market – Q3FY23



Revenue Mix by Product Line – Q3FY23





Q3FY23 & 9MFY23 Performance Review



| Q3FY23 | 9MFY23 |
|-------------|-------------|
| TRDRE-4C | TRDRE-4C |
| SE TRDRE-4C | SE TRDRE-4C |
| SE TRDRE-4C | SE TRDRE-4C |
| TRDRE-4C | TRDRE-4C |
| SE TRDRE-4C | SE TRDRE-4C |
| SE TRDRE-4C | SE TRDRE-4C |

Q3FY23 Financial Performance Highlights



| (Rs. Crore) | Consolidated | | | Standalone | | |
|---------------------------|--------------|--------------|--------------|--------------|--------------|--------------|
| | Q3FY23 | Q2FY23 | Q3FY22 | Q3FY23 | Q2FY23 | Q3FY22 |
| Turnover | 3,623 | 3,764 | 3,084 | 2,488 | 2,418 | 2,130 |
| EBITDA | 349 | 305 | 281 | 218 | 181 | 201 |
| <i>Margin</i> | 9.6% | 8.1% | 9.1% | 8.7% | 7.5% | 9.4% |
| PBDT (Cash Profit) | 228 | 196 | 177 | 147 | 122 | 144 |
| PBT | 113 | 74 | 88 | 84 | 48 | 84 |
| PAT | 67 | 50 | 54 | 54 | 36 | 58 |
| <i>Margin</i> | 1.8% | 1.3% | 1.7% | 2.2% | 1.5% | 2.7% |
| EPS (Rs) | 2.66 | 2.08 | 2.31 | 2.18 | 1.46 | 2.35 |

9MFY23 Financial Performance Highlights



| (Rs. Crore) | Consolidated | | | Standalone | | |
|---------------------------|---------------|--------------|------------------|--------------|--------------|------------------|
| | 9MFY23 | 9MFY22 | % change | 9MFY23 | 9MFY22 | % change |
| Turnover | 11,037 | 8,700 | 27% | 7,246 | 5,892 | 23% |
| EBITDA | 946 | 874 | 8% | 575 | 591 | (3%) |
| <i>Margin</i> | <i>8.6%</i> | <i>10.0%</i> | <i>(140) Bps</i> | <i>7.9%</i> | <i>10.0%</i> | <i>(210) Bps</i> |
| PBDT (Cash Profit) | 617 | 556 | 11% | 391 | 418 | (7%) |
| PBT | 243 | 265 | (8)% | 172 | 237 | (27%) |
| PAT | 151 | 163 | (7%) | 116 | 157 | (26%) |
| <i>Margin</i> | <i>1.4%</i> | <i>1.9%</i> | | <i>1.6%</i> | <i>2.7%</i> | |
| EPS (Rs) | 6.26 | 6.90 | (9%) | 4.73 | 6.37 | (26%) |

Key Business Highlights

1. Recorded highest ever revenues of Rs.12,000 crore, driven by strong domestic as well as highest ever exports from India.
2. Volume growth of 16% on consolidated basis
3. Exports growth of ~60% on y-o-y basis
4. Subsidiaries, Cavendish and Tornel reported highest ever revenues. JK Tornel reported 167% growth in operating profitability.
5. Truck Bus Radial (TBR) and Passenger Car Radial (PCR) capacities running @ >90%.
6. Long term debt reduced by 12% over last year.
7. Board approved PCR Capacity expansion of Rs.530 crore at Banmore tyre plant, MP.

Q4-FY22 Consolidated Financial Performance

| | | |
|--------------------------|--------------------|--------------------|
| INR 3,320 Cr. | INR 459 Cr. | INR 236 Cr. |
| Revenues (incl. exports) | Exports from India | EBITDA |
| INR 135 Cr. | INR 38 Cr. | INR 1.63 /share |
| Cash Profit (PBDT) | Profit After Tax | Earnings Per Share |

FY22 Consolidated Financial Performance

| | | |
|--------------------------|--------------------|--------------------|
| INR 12,020 Cr. | INR 1,873 Cr. | INR 1,110 Cr. |
| Revenues (incl. exports) | Exports from India | EBITDA |
| INR 691 Cr. | INR 201 Cr. | INR 8.53 /share |
| Cash Profit (PBDT) | Profit After Tax | Earnings Per Share |



Growth Strategy



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

Strengthen Market Position across Segments

1. Focus on increasing volumes across all product segment in replacement and export segment
2. Expanding distribution channel through exclusive brand shops across PAN India to gain market share.
3. Extensive use of digital & AI tools

Increase Global Business Share

1. Launching eco range of products for cars and buses (E-vehicle) fitted with ultra low rolling resistance tyres in domestic and export marketplace
2. Enhancing geographical reach in Europe, Australia and South Africa with wide product range

Deleverage Balance Sheet

1. Committed to reduce long term borrowings significantly in next 3 years.
2. Accelerated reduction in borrowings through improved profitability

Maximizing Benefits of Acquisitions

1. Acquired entities are contributing significantly to top and bottom line, creating value.
2. Substantial enhanced capacity across all product segments

Product Portfolio Premiumization

1. Technologically advanced and eco-friendly tyres in line with market requirements
2. Dedicated domain experts for OHT/2W tyres to handle export markets



Sustainability

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



SUSTAINABLE DEVELOPMENT GOALS

| | | | | | |
|--|--|--|--|--|--|
| 1 NO POVERTY | 2 ZERO HUNGER | 3 GOOD HEALTH AND WELL-BEING | 4 QUALITY EDUCATION | 5 GENDER EQUALITY | 6 CLEAN WATER AND SANITATION |
| 7 AFFORDABLE AND CLEAN ENERGY | 8 DECENT WORK AND ECONOMIC GROWTH | 9 INDUSTRY, INNOVATION AND INFRASTRUCTURE | 10 REDUCED INEQUALITIES | 11 SUSTAINABLE CITIES AND COMMUNITIES | 12 RESPONSIBLE CONSUMPTION AND PRODUCTION |
| 13 CLIMATE ACTION | 14 LIFE BELOW WATER | 15 LIFE ON LAND | 16 PEACE, JUSTICE AND STRONG INSTITUTIONS | 17 PARTNERSHIPS FOR THE GOALS | |

* Conceptualized by JK Tyre

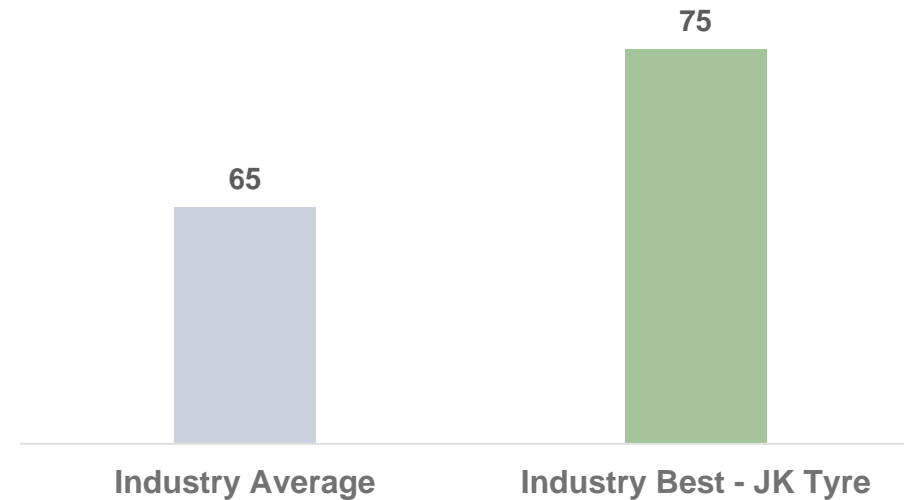
JK Tyre secured 'Best in Class' rating on ESG performance - CareEdge



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




JK Tyre ESG Score Vs. Avg. Industry Score



 Environment (80) – Long term vision on reduction in GHG emissions and water management.

 Social (73) – Robust policies and practices to mitigate social risks.

 Governance (74) – 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

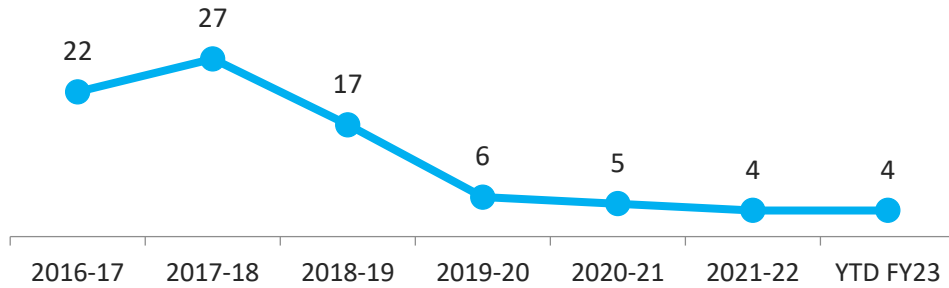
Product Development Led

- Continuous improvement in RRC (Rolling Resistance Coefficient)
- Continuous improvement in tyre dynamics, life and performance

Manufacturing Led

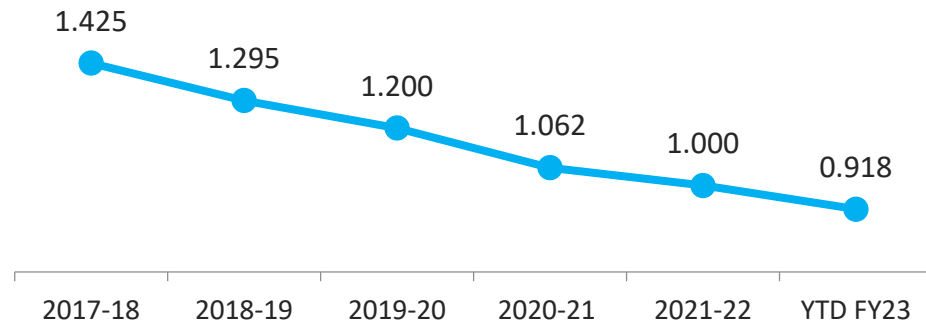
- All plants in India awarded with “Sword of Honour” by British Safety of Council, UK and 3 locations awarded with “Globe of Honour” for highest safety standards
- GHG Emission – Reduction in Carbon footprints
- Energy Conservation – Global benchmark
- Material Conservation – Process waste reduction
- 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

Safety – Reportable Incident (Nos.)



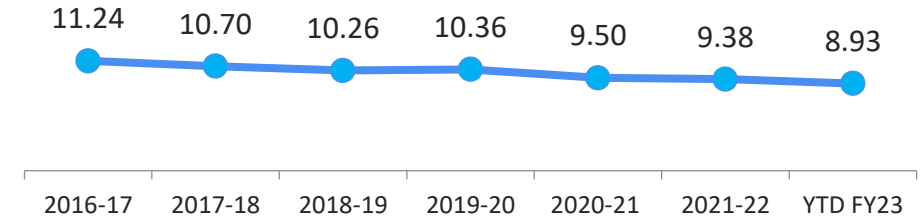
All Plants awarded with “Sword of Honour” by British Safety Council, UK and 3 locations awarded with “Globe of Honour”

Green House Gas (GHG) Emission – Eq. CO₂ / MT



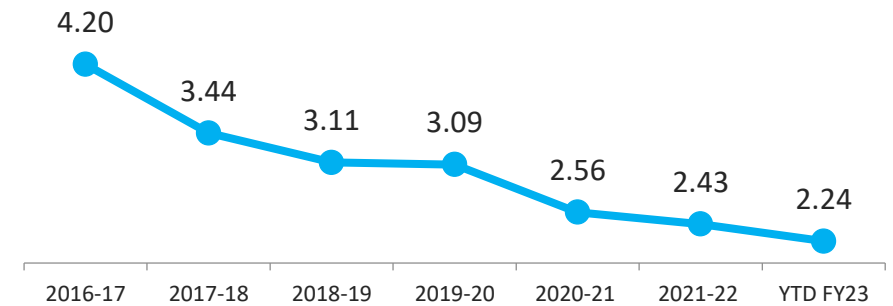
Reducing GHG Emission every year, amongst top 5 globally

Energy Consumption (GJ / Tonne)



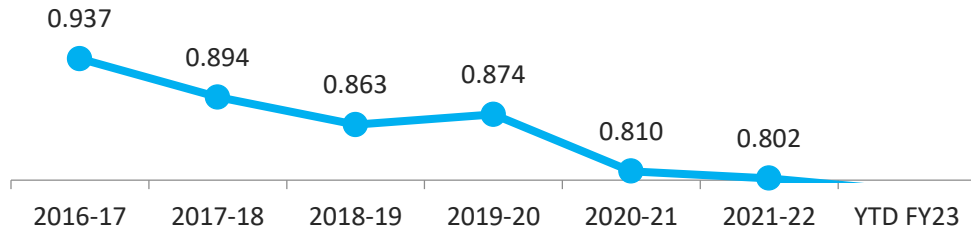
World’s Lowest energy consumption per ton of finish product, amongst top 3 globally

Raw Water Consumption – KL / Tonne



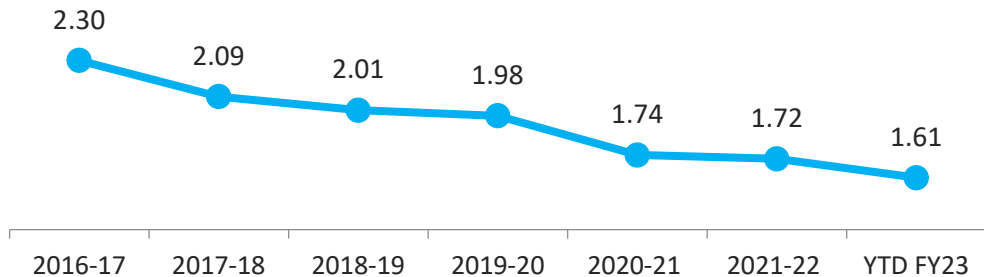
The Lowest Specific Raw Water Consumption Globally

Specific Power Consumption – Kwh / Kg



Reducing Power Consumption trend every year

Specific Steam Consumption (Kg / Kg)



Achieved the best consumption level in FY22

Source : Internal Estimates

Recognitions to our efforts



“Among the India’s top 30 Most Sustainable companies, organized by Business World”



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



“ National Water Award for Excellence in Energy and Water Management by CII ”

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 10 Lac people have been benefitted through our CSR Initiatives.

This presentation has been prepared by JK Tyre & Industries Limited (the “Company” or “JK Tyres”) solely for information purposes without any regard to any specific objectives, financial situations or informational needs of any particular person. This presentation may not be copied, distributed or disseminated, directly or indirectly, in any manner. By reviewing this presentation, you agree to be bound by the trailing restrictions regarding the information disclosed in these materials.

This presentation contains statements that constitute forward-looking statements. These statements include descriptions regarding the intent, belief or current expectations of the management with respect to the results of operations and financial condition of the Company. These statements can be recognized by the use of words such as “expects,” “plans,” “will,” “estimates,” “projects,” or other words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in such forward-looking statements, as a result of various factors and assumptions which the Company believes to be reasonable in light of its operating experience in recent years. The risks and uncertainties relating to these statements include, but not limited to, risks and uncertainties, regarding fluctuations in earnings, our ability to manage growth, competition, our ability to manage our international operations, government policies, regulations etc. The Company does not undertake any obligation to revise or update any forward-looking statement that may be made from time to time by or on behalf of the Company. Given these risks, uncertainties and other factors, viewers of this presentation are cautioned not to place undue reliance on these forward-looking statements.

No representation, warranty, guarantee or undertaking, express or implied, is or will be made as to, and no reliance should be placed on, the accuracy, completeness, correctness or fairness of the information, estimates, projections and opinions contained in this presentation. Potential investors must make their own assessment of the relevance, accuracy and adequacy of the information contained in this presentation and must make such independent investigation as they may consider necessary or appropriate for such purpose. Such information and opinions are in all events not current after the date of this presentation. Further, past performance is not necessarily indicative of future results. Any opinions expressed in this presentation or the contents of this presentation are subject to change without notice. This presentation should not be construed as legal, tax, investment or any other advice.

None of the Company, any placement agent, promoter or any other persons that may participate in the offering of any securities of the Company shall have any responsibility or liability whatsoever for any loss howsoever arising from this presentation or its contents or otherwise arising in connection therewith.

This presentation and its contents are confidential, and is/are only meant for consumption of its recipient, and should not be distributed, published or reproduced, in whole or part, or disclosed by recipients directly or indirectly to any other person.

This presentation does not constitute or form part of and should not be construed as, directly or indirectly, any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of the Company by any person in any jurisdiction, including in India, the United States, Australia, Canada or Japan, nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any investment decision or any contract or commitment therefore.

Securities of the Company may not be offered or sold in the United States absent registration or an applicable exemption from registration under the United States Securities Act of 1933, as amended.

This presentation is not a prospectus, a statement in lieu of a prospectus, an offering circular, an advertisement or an offer document under the Companies Act, 2013, the Securities and Exchange Board of India (Issue of Capital and Disclosure Requirements) Regulations, 2009, as amended, or any other applicable law in India, or under any applicable law of any other Country.

For further information, please contact:

| | |
|---|--|
| <p>Sanjay Sharma JK Tyre & Industries Ltd. + 91 11 66001122 sanjaysharma@jkm.com</p> | <p>Sanjeev Aggarwal, CFO JK Tyre & Industries Ltd. +91 11 66001122 sanjeev.aggarwal@jkm.com</p> |
|---|--|



JK TYRE & INDUSTRIES LTD.

HEAD OFFICE

3, Bahadur Shah Zafar Marg,
New Delhi - 110 002

T: +91-11-66001112 • F: +91-11-23322059

REGISTERED OFFICE AND WORKS

Jaykaygram, PO-Tyre Factory
Kankroli - 313 342, Rajasthan

T: 02952-302400/330011 • F: 02952-232018
CIN:L67120RJ1951PLC045966

www.jktyre.com