



GROWING TOGETHER



Analyst Presentation

Q3 FY 2013 Result Update

February 2013

Safe Harbor

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Existing manufacturing facilities...

- **State of the art tire manufacturing plants at**
 - Bhuj, Gujarat
 - Bhiwadi & Chopanki in Rajasthan
 - Aurangabad, Maharashtra
 - In-house Mould Plant in Dombivali, Maharashtra
- **Partial commissioning of Bhuj plant in August 12**
 - Rs 1,283 crores incurred till December 12
 - Production of entire range of off highway tires with emphasis on large and ultra large steel radial OTR tires
- **Achievable Production Capacity at 166,000 MTPA**
 - Wide product range of over 2000 SKUs
 - Frequent change over in production cycle
 - Large Variety - low volume restricts optimal capacity utilization



Standalone - Tire Business : Financial Highlights

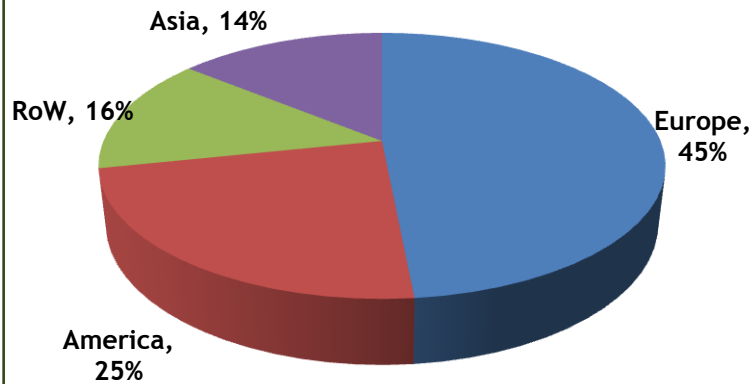


Rs.Crs	Q3 FY13	Q2 FY13	Q3 FY12	9M FY13	9M FY12	FY12
Sales (MT)	30,125	37,152	35,534	104,278	96,682	133,040
Revenue	705	885	785	2,411	2,032	2,789
Raw Material	374	558	440	1,415	1,264	1,759
(Increase) / Decrease in Stock	13	(52)	9	(51)	(17)	(48)
Employee Expenses	26	25	18	76	52	72
Other Expenses	135	170	176	473	362	500
EBITDA	156	186	143	498	371	506
<i>EBITDA Margin</i>	22.1%	21.0%	18.2%	20.7%	18.3%	18.1%
Other Income	0	3	1	4	3	3
Interest & Finance Charges	4	6	5	16	13	18
Exchange (Gain)/Loss	14	(26)	10	9	16	10
Depreciation	27	25	21	76	61	83
PBT	110	183	108	401	285	398
Tax	36	59	35	130	92	130
PAT	74	124	73	271	192	269
<i>PAT Margin</i>	10.6%	14.0%	9.3%	11.2%	9.5%	9.6%

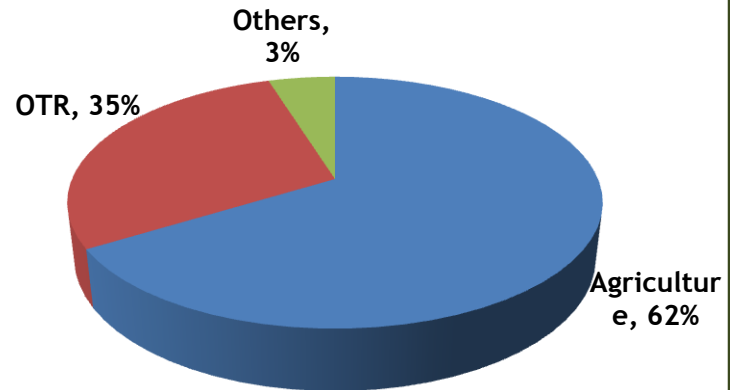
Previous period figures have been regrouped/reclassified as per revised Schedule VI, wherever necessary

Sales Volume Break-up: 9M FY 2013

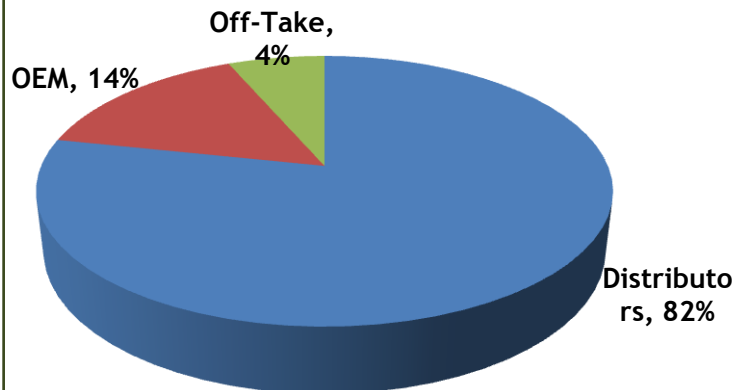
Geography Wise...



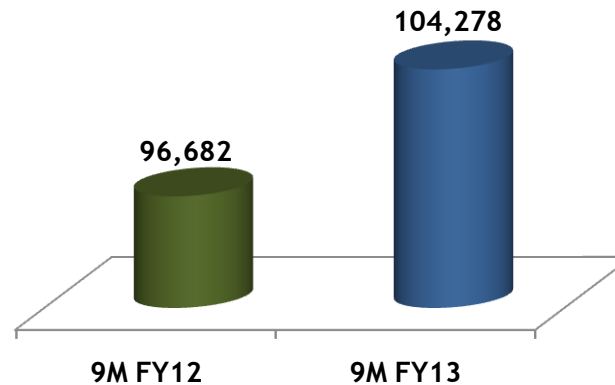
Segment Wise...



Channel Wise...

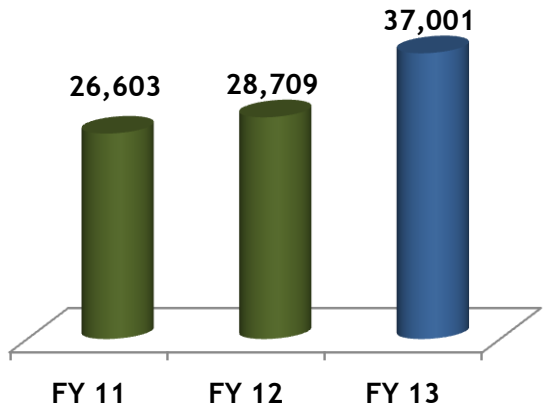


9M Sales Volume...

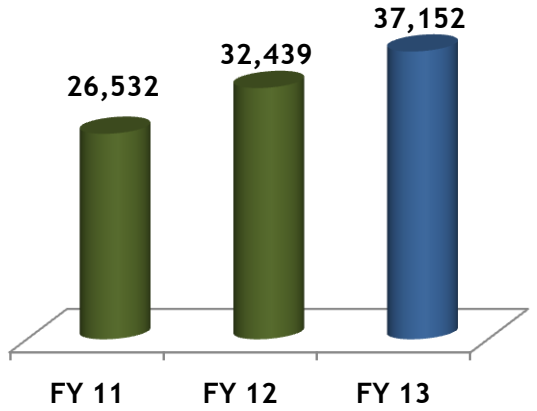


Volume Data & Guidance

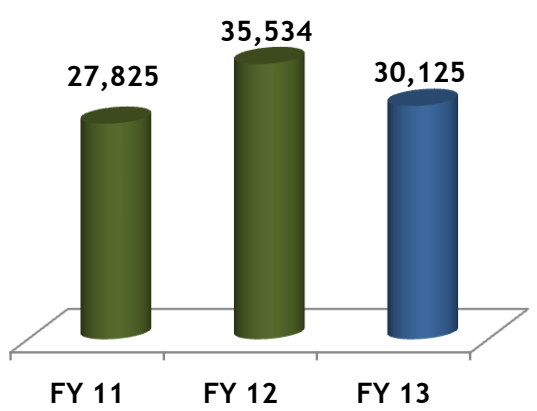
Quarter 1



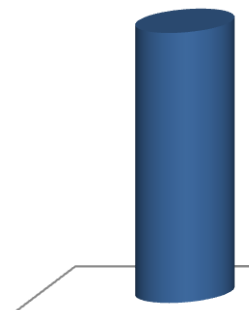
Quarter 2



Quarter 3

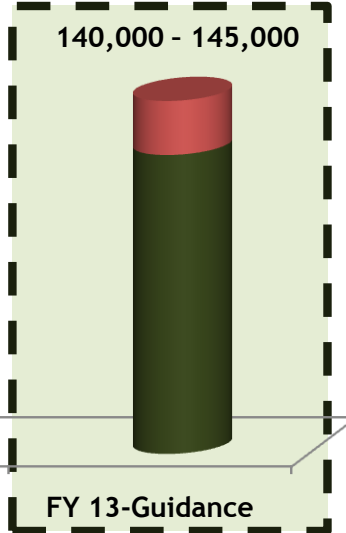


133,040



FY 12-Actual

140,000 - 145,000



FY 13-Guidance

Our Guidance for FY 2013 :
Sale of Tires : 140,000 MT to
145,000 MT

(in MT)

For further information, please contact:

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