



JK Tyre at a Glance





40+Years of experience in tyre manufacturing



19th
Ranked top tyre company
in the world



manufacturing facilities



450+
Total number of SKU's



100+
Countries of Operations around the world



Extensive dealers distribution network



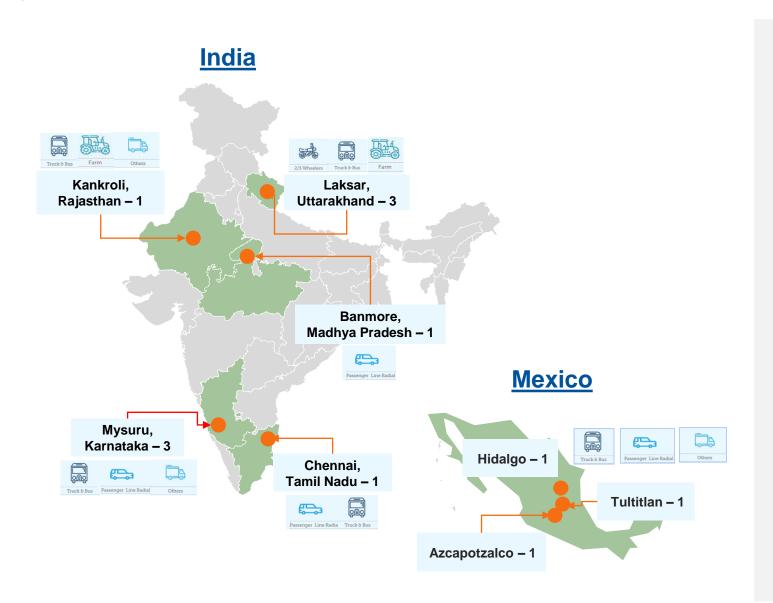


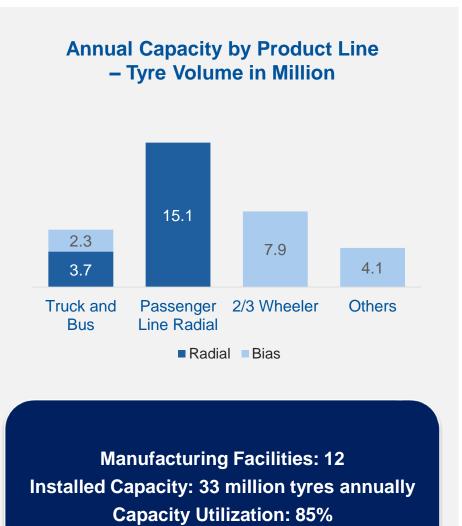
Innovation at JK Tyre

- 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 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

Global Manufacturing Platforms







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
- 146 Sales, Service and Stocking Points
- 28 Regional Offices



64 JK Tyres Truck Wheels

Fully equipped Tyre service centre offering Total Tyre Solutions



626 JK Tyre Steel Wheels

Exclusive passenger car tyre retailing & services



72 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

Organize Customer Interaction Programs (CIPs)



4500+ Fleet owners across 40 CIPs



9000+ Farmers across 55+ Kisan Mitra Program

Leadership Team





Dr. Raghupati Singhania Chairman & Managing Director



Anshuman Singhania Managing Director



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



P.K. Rustagi VP (Legal) & CS



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 - JDH XF & JUH 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 for High end-cars
- 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

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 alerts inflation based for temperature breeches



How does it work?







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

A signal is wirelessly sent to your Treel

These alerts are instantly displayed on the screen

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

Puncture Guard Tyres



Anti - Puncture Technology

Hassle Free/Safe Driving

Enhanced Tyre Life

Lowered Maintenance Cost

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 materials and oil, recycled rubber powder, recovered carbon 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



Passenger Car





TATA MOTORS









Tractor

















Truck & Bus

TATA MOTORS

SWaraJ mazpa



ASHOK LEYLAND













OTR









TATA HITACHI

Reliable solutions







2 Wheeler





2 Wheeler – Electric













Strengthening OEM Presence



Gaining OEM footprint and volumes in fast growing SUV segment











Digital Marketing Initiatives



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

Social Media



No.1 Tyre Brand at Social Media in terms of Followers at Facebook & Instagram

Content Marketing



Tyre Industry Highest no. of views at YouTube 77Mn+ for You Tube Campaign

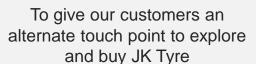
Google My Business



600+ Brand Shops listed at Google My Business and being optimized to have better visibility at Google Search

E-Commerce





Lead Gen. & Re-Targeting





For Lead Generation & Retargeting the prospective customers looking for Tyre at Google





Leader in Digital Transformation, Motorsports & Digital PR, Best campaign in Automotive category 'Zindagi ke Pahiye' & Campaign of the Year by World Digital Marketing Congress

EV Tyres – Future Ready



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.

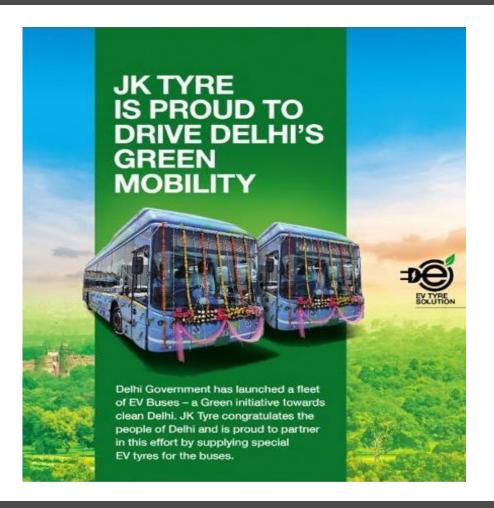
Ensures ultra-low rolling resistance

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









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

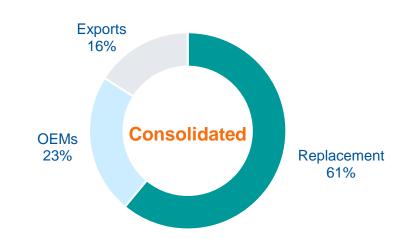
Launch of "The Levitas Ultra (Ultra High Performance) – Made for Dream Machines"

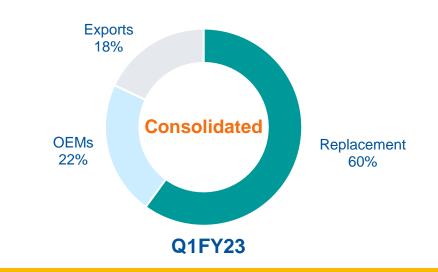
Revenue Segmentation : End User Market



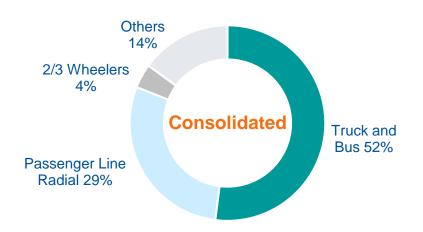
Revenue Mix by Market – Q1FY24

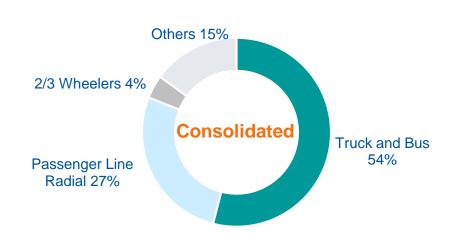
Q1FY23





Revenue Mix by Product Line – Q1FY24







Q1FY24 Performance Highlights



Key Business Highlights

- 1. Top-line has been growing consistently and has recorded consolidated net revenues of Rs.3,726 crore.
- 2. Volumes improved by 3% over the previous quarter.
- 3. Impressive increase of 60% in operating profitability to Rs.465 crore with margin expanded by 451 bps on y-o-y basis led by improved operational efficiencies, product premiumization, digitalization and cost optimization, which are further aided by stable raw material prices.
- 4. Net debt stood at Rs.4,265 crore as on June'23 viz-a-viz Rs.4,518 Crore as on March'23.
- 5. Leverage ratio have improved further over March'23:
- Net debt to equity stood at 1.16x as on June'23 viz-a-viz
 1.29x as on March'23.
- Net debt to EBIDTA stood at 2.83x as on June'23 viz-a-viz
 3.39x as on March'23.

Q1FY24 Consolidated Financial Performance

INR 3,726 Cr. Growth 2%	INR 587 Cr. Growth -8%	INR 465 Cr. Growth 60%	
Revenues (incl. exports)	Exports	EBITDA	
INR 343 Cr. Growth 79%	INR 159 Cr. Growth ~4.5x	INR 5.93 /share Growth ~3.9x	
Cash Profit (PBDT)	Profit After Tax	Earnings Per Share	

Q1FY24 Standalone Financial Performance

INR 2,463 Cr. Growth 5%	INR 306 Cr. Growth -11%	INR 283 Cr. Growth 60%	
Revenues (incl. exports)	Exports	EBITDA	
INR 214 Cr. Growth 75%	INR 100 Cr. Growth 3.7x	INR 3.86 /share Growth ~3.6x	
Cash Profit (PBDT)	Profit After Tax	Earnings Per Share	

Q1FY24 Financial Performance Highlights



	Consolidated			
(Rs. Crore)	Q1FY24	Q4FY23	Q1FY23	y-o-y change
Turnover	3,726	3,645	3,650	2%
EBITDA Margin	465 12.5%	389 10.7%	291 8.0%	60% +451 bps
PBDT (Cash Profit)	343	263	192	78%
РВТ	242	168	57	4.2x
PAT	159	112	35	4.5x
Margin	4.3%	3.1%	1.0%	+329 bps
Basic EPS (Rs)	5.93	4.37	1.51	3.9x

Standalone				
Q1FY24	FY24 Q4FY23 Q1FY23		y-o-y change	
2,463	2,404	2,339	5%	
283 11.5%	231 9.6%	177 7.6%	60% +393 bps	
214	158	122	75%	
152	98	39	3.9x	
100 <i>4.1%</i>	67 2.8%	27 1.1%	3.7x +293 bps	
3.86	2.71	1.08	3.6x	

FY2023 Performance Highlights (Consolidated)



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

FY23 Consolidated Financial Performance

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

FY23 Financial Performance Highlights



	Consolidated		Standalone			
(Rs. Crore)	FY23	FY22	% change	FY23	FY22	% change
Turnover	14,681	12,020	22%	9,649	8,062	20%
EBITDA <i>Margin</i>	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	263	201	31%	184	183	Flat
Margin	1.8%	1.7%		1.9%	2.3%	
EPS (Rs)	10.64	8.53	25%	7.45	7.43	Flat

Brand Accolades







Recognised for "ET ICONIC BRANDS OF INDIA 2022"

Conferred "SUPER BRANDS 2023"



Strategic Priorities



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. Enhancing sales of e-vehicle tyres for cars and buses with ultra low RRCs in domestic and export markets.
- 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 contributing significantly to top & bottom line and creating value.
- 2. Substantially enhanced capacity across all product segments.

Product Portfolio Premiumization.

- 1. Technologically advanced and ecofriendly tyres in line with market requirements
- 2. Focus on increasing sales of higher inch sizes tyres in passenger segment and Extra Mileage & Fuel efficient range in commercial segment.





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









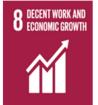






























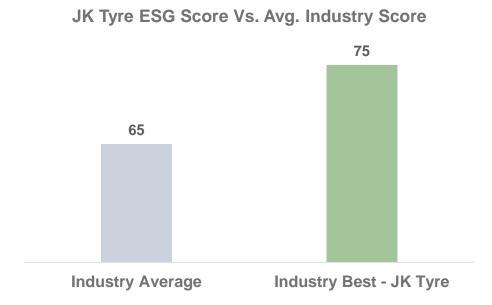


^{*} Conceptualized by JK Tyre



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







Environment (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

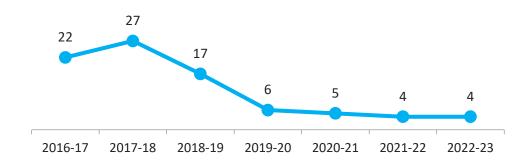
Manufacturing Led

- 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

Sustainability – Environment

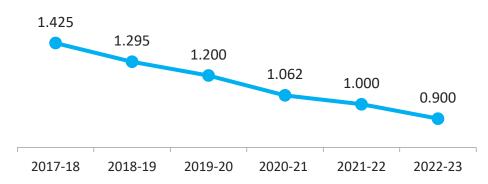


Safety – Reportable Incident (Nos.)



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, among 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



Lowest Specific Raw Water Consumption Globally

Sustainability – Operational Efficiencies

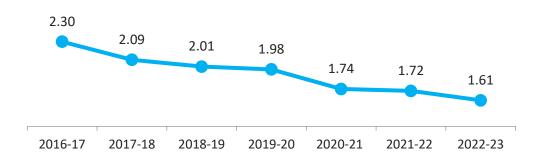


Specific Power Consumption – Kwh / Kg



Reducing Power Consumption trend every year

Specific Steam Consumption (Kg / Kg)



Achieved the best consumption level in FY23

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 1 million people have been benefitted through our CSR Initiatives.

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