



Q2 FY2014 Result Update October 2013



EARTHMAX
RADIAL OTR TYRES



AGRIMAX
RADIAL TRACTOR TYRES



MULTIMAX
RADIAL MPT TYRES

Safe Harbor



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Standalone - Tire Business :

Financial Highlights - Q2 FY2014



Rs.Crs	Q2 FY14	Q2 FY13	YoY %	Q1 FY14	H1 FY14	H1 FY13	YoY %
Sales (MT)	33,145	37,152		34,941	68,086	74,153	
Net Sales	830	881		807	1,638	1,701	
Other Operating Income	9	4		8	18	6	
Revenue	840	885	-5%	816	1,655	1,707	-3%
Raw Material	401	558		415	816	1,041	
(Increase) / Decrease in Stock	(1)	(52)		12	11	(64)	
Employee Expenses	30	25		32	62	50	
Power & Fuel	28	33		28	55	63	
Net Exchange Difference Loss/(Gain)	32	8		-16	16	24	
Other Expenses	147	129		151	298	250	
EBITDA	202	186	9.1%	195	397	343	16%
<i>EBITDA Margin</i>	24.1%	21.0%		23.9%	24.0%	20.1%	
Other Income	4	3		1	6	3	
Interest & Finance Charges	5	6		4	9	12	
Net (Gain)/Loss on Foreign Currency transactions & translation	1	(26)		1	2	(6)	
Depreciation	39	25		35	75	48	
PBT	162	183		155	317	291	
Tax	54	59		52	106	94	
PAT	108	124	-12.7%	102	210	197	7%
<i>PAT Margin</i>	12.9%	14.0%		12.6%	12.7%	11.5%	

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

Standalone - Tire Business : Balance Sheet - Q2 FY2014



Rs. Crs.	Sep-13	Mar-13	Rs. Crs.	Sep-13	Mar-13
Shareholder's Fund			Non-current assets		
Share capital	19	19	Fixed assets	2,611	2,223
Reserves & Surplus	1,610	1,400	Long-term loans and advances	286	279
Non-current liabilities			Non-current investments	33	33
Long term borrowings	1,730	1,504	Current assets		
Deferred Tax Liabilities (net)	113	100	Current Investments	217	-
Other non-current liabilities	93	94	Inventories	562	433
Current liabilities			Trade receivables	447	504
Short term borrowings	549	559	Cash and bank balances	59	266
Trade Payables	319	241	Short-term loans and advances	296	244
Other current liabilities	79	71	Other current assets	2	6
Total Liabilities	4,512	3,989	Total Assets	4,512	3,989

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

Manufacturing Facilities

Existing

Tire manufacturing facility

- Aurangabad, Maharashtra
- Bhiwadi, Rajasthan
- Chopanki, Rajasthan
- Bhuj, Gujarat

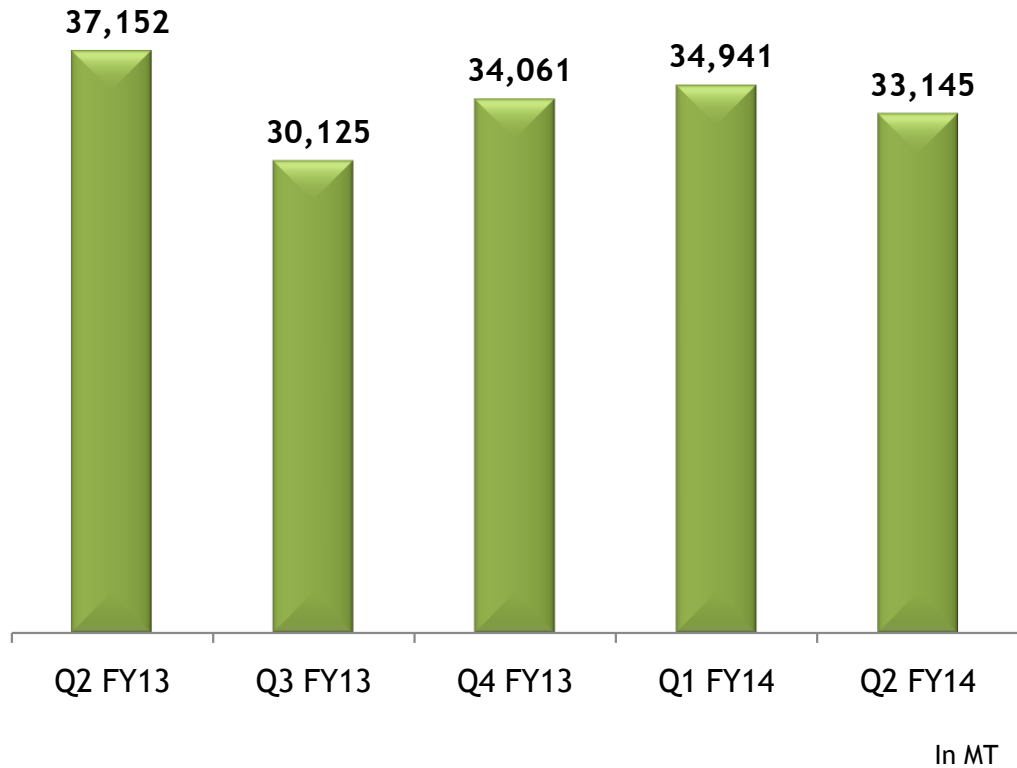
Mould Manufactuirng Unit

- Dombivali, Maharashtra

On-going Expansion at Bhuj

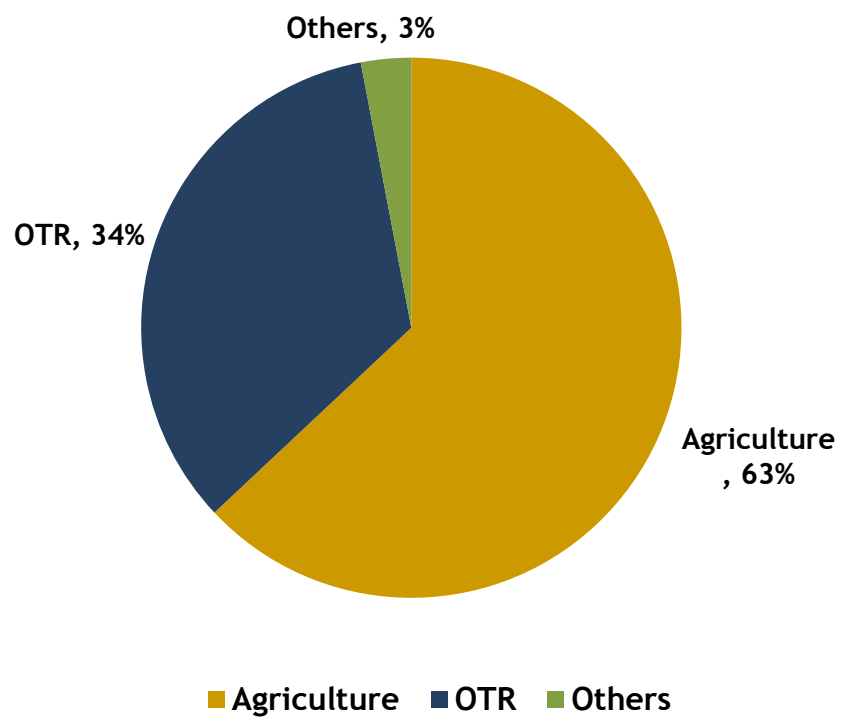
- Ramp up to take place in a phased manner as below
 - FY 13 - 10,000 MT
 - FY 14 - 60,000 MT
 - FY 15 - 120,000 MT
- Rs. 2,041 Crs incurred till Sep 2013
- Rs. 850 Crs Capitalized till Sep 2013

Volume Trend



One-stop shop for off highway tires

Sales Volume : Q2 FY2014



Agriculture

Tractors, Trailers, Farm equipments

OTR

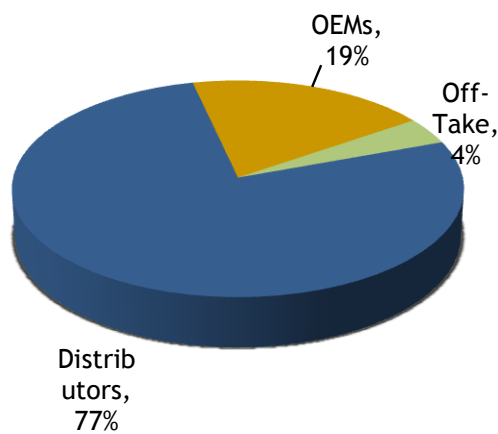
Industrial, Construction & Earth Mover tires

Others

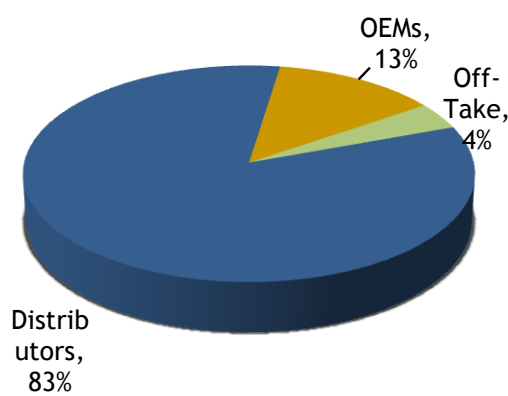
Sports, Utility vehicles, All Terrain Vehicles

Presence in various sales channels

Q2 FY2014



Q2 FY2013



Suppliers to leading OEMs



Distributors

- Caters to replacement market
- Strong global network
 - Well diversified global distributor network
- Expanding market reach
 - Increasing penetration of existing distributors
 - Adding new distributors

Roadmap for future growth

Sustainable Business Growth



1

Sustain market share

- Increase coverage through distributors

2

Emerging market growth

- High growth potential from emerging markets viz., Russia, CIS & India

3

New Product Introduction

- All steel radial mining tyres
- Special Puncture proof defense tyres
- Solid Tyres

4

Improvement in Operating Efficiency

- Focus on cost management

5

Increase exposure with OEMs

- Expanding OEM Base

6

Increase in production capability

- Expansion of production capacities

Future Growth Strategies



Demand Drivers

- ⦿ Improving U.S. economy
- ⦿ Growing pace of activity in emerging markets
- ⦿ Rising demand for OTR tyres
- ⦿ Increasing brand acceptance among OEMs

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