



Balkrishna Industries Limited
Investor Presentation
November 2017

Safe Harbor

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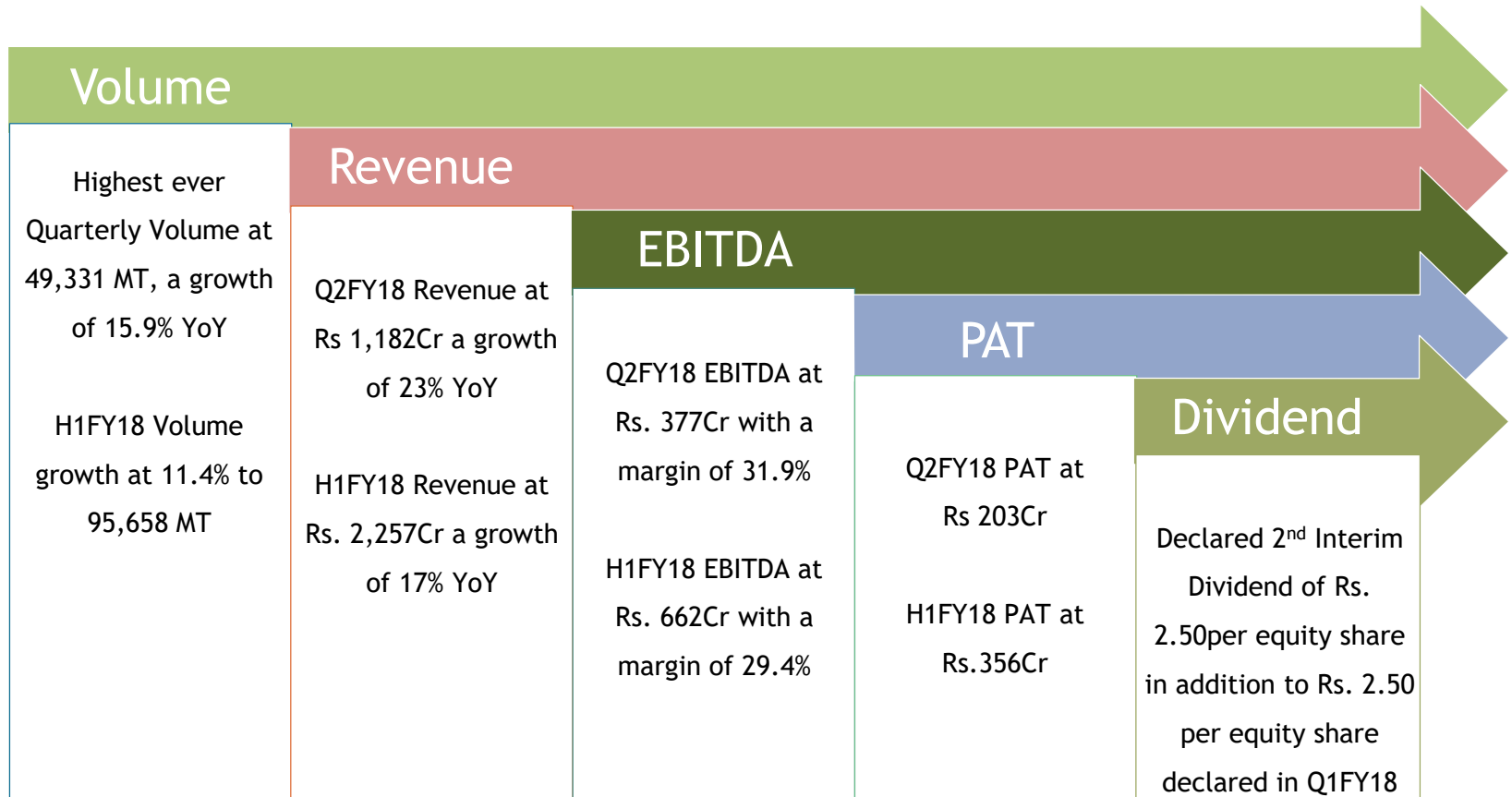
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Our Performance



Performance Snapshot



Board of Directors have recommended a BONUS ISSUE in the ratio of 1:1 subject to regulatory compliances

Profit & Loss

Particulars (Rs.Cr)	Standalone					
	Q2FY18	Q2FY17	YoY %	H1FY18	H1FY17	YoY %
Sales (MT)	49,331	42,550	16%	95,658	85,856	11%
Revenue from Operations	1,114	946		2,126	1,886	
Realized Gain on Foreign Exchange	67	19		131	51	
Total Income	1,182	964	23%	2,257	1,937	17%
Raw Material	546	382		1,099	755	
(Increase) / Decrease in Stock	2	-16		-28	-4	
Employee Expenses	60	54		118	109	
Other Expenses	197	214		404	422	
EBITDA	377	330	14%	663	655	1%
EBITDA Margin	31.9%	34.2%		29.4%	33.8%	
Other Income #	10	81		34	67	
Interest & Finance Charges	3	5		8	11	
Depreciation	78	72		153	150	
Profit Before Tax	307	334		535	562	
Tax	104	91		179	170	
PAT	203	243	-17%	356	392	-9%
PAT Margin	17.2%	25.2%		15.8%	20.2%	

Includes Investment Income and Unrealized Gain/(Loss)

Balance Sheet

Particulars (Rs. Cr.)	Sept'17	Mar'17
ASSETS		
Non-current assets	3,621	4,044
Property, Plant and Equipment	2,782	2,822
Capital work-in-progress	72	110
Investment Property	23	23
Other Tangible Assets	4	4
Financial Assets	-	-
(i) Investments	536	888
(ii) Other Financial Assets	8	40
Income Tax Assets (Net)	65	72
Other non-current assets	131	85
Current assets	2,000	1,709
Inventories	535	460
Financial Assets		
(i) Investments	509	459
(ii) Trade Receivables	459	412
(iii) Cash and cash equivalents	17	11
(iv) Bank Balances other than (iii) above	4	2
(v) Loans	21	24
(vi) Others	149	175
Other Current Assets	306	166
TOTAL	5,621	5,753

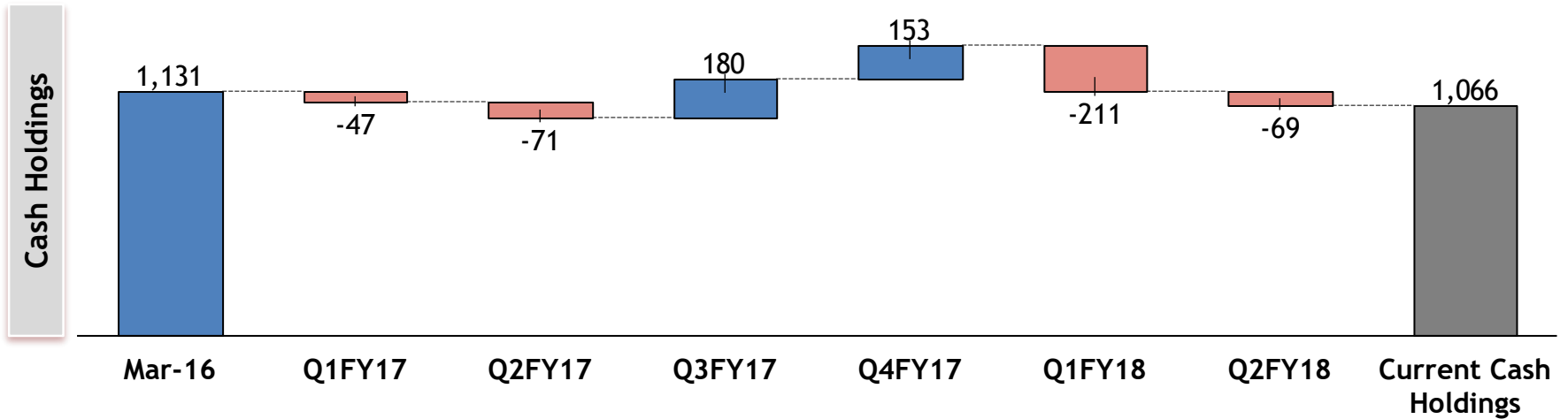
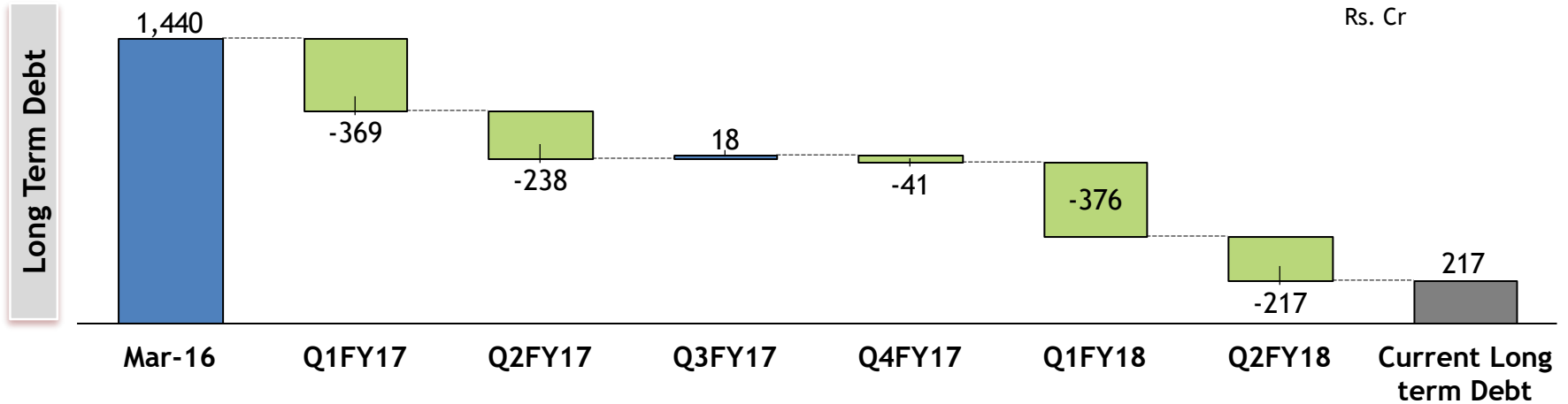
Particulars (Rs. Crs.)	Sept'17	Mar'17
EQUITY AND LIABILITIES		
EQUITY	3,815	3,549
Equity Share Capital	19	19
Other Equity	3,795	3,529
Non-Current Liabilities	363	599
Financial Liabilities		
(i) Borrowings	3	219
(i) Other Financial Liabilities	3	0
Provisions	13	13
Deferred Tax Liabilities (Net)	332	353
Other Non-Current Liabilities	12	15
Current liabilities	1,444	1,605
Financial Liabilities		
(i) Borrowings	700	548
(ii) Trade Payables	324	363
(iii) Other Financial Liabilities	239	641
Other Current Liabilities	174	47
Provisions	6	6
TOTAL	5,621	5,753

Other Income and Net Forex Gain/(Loss)

Particulars (Rs. Cr)	Standalone			
	Q2FY18	Q2FY17	H1FY18	H1FY17
Exchange Difference Gain (Realized)	73	23	142	57
Exchange Difference Gain (Un-Realized)	-7	36	-17	-12
Others	16	45	50	79
Total Other Income	83	104	175	124

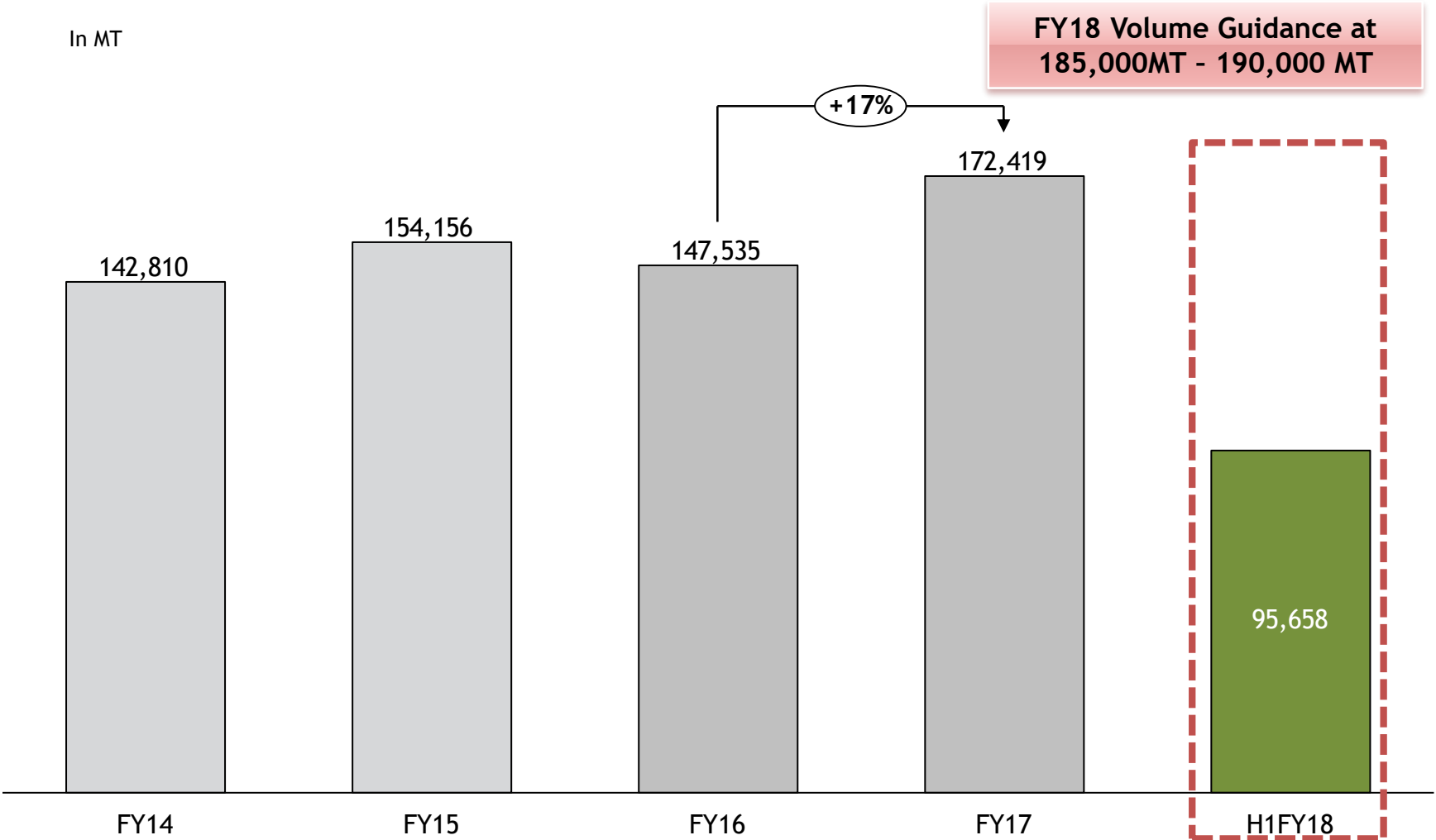
Particulars (Rs. Cr)	Standalone			
	Q2FY18	Q2FY17	H1FY18	H1FY17
Foreign Exchange Fluctuation on Sales	67	19	131	51
Foreign Exchange Fluctuation on Others	5	4	11	6
Total Realised Gain/(Loss) – A	73	23	142	57
Foreign Exchange Fluctuation on Non Derivative Items	0	7	-2	-10
Foreign Exchange Fluctuation on Derivate Item	-7	29	-15	-2
Total Unrealized Gain/(Loss) - B	-7	36	-17	-12
Net Forex Gain/(Loss) = A + B	66	59	125	45

Long Term Debt Profile



Sales Profile

In MT



Our Focus Area

Market Reach

Expand reach within existing Sales Channels as well increase footprint within replacement segment and OEMs



New Geographies

Develop New Geographies and increase presence of Brand BKT



Utilization

Increase Production from Bhuj and other plants so as to attain higher Utilization levels and faster return on Investments



Indian Markets

Strengthen our distribution channels within Indian Markets

BKT - A Strong Indian Brand



ट्रैक्टर का
सच्चा साथी

मजबूत नायलॉन केसिंग



Balkrishna Industries - A snapshot



Leading ‘Off-Highway Tire’ Exporter

BKT is India’s Leading player in the Global ‘Off Highway Tire (OHT)’ Market

Wide and comprehensive product portfolio

Deep understanding of OHT market has led to capabilities to manufacture over 2,400 SKU

Capacities

Achievable capacities of ~300,000 M.T.P.A

Global Reach

Sales to over 130 countries through Distribution network in Americas, Europe, India and Rest of the World

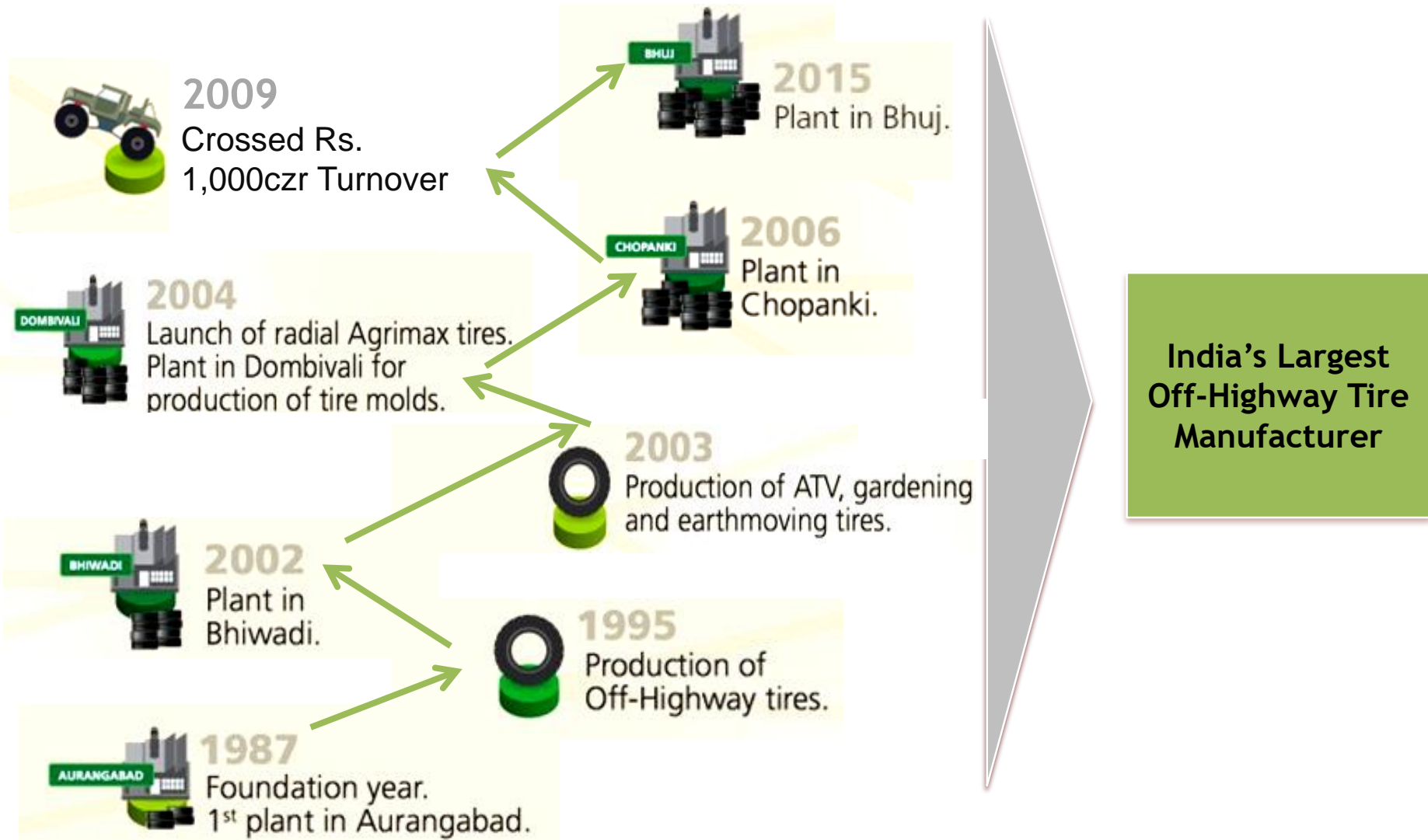
Experienced Management Team

Experienced Management Teams across business divisions and verticals

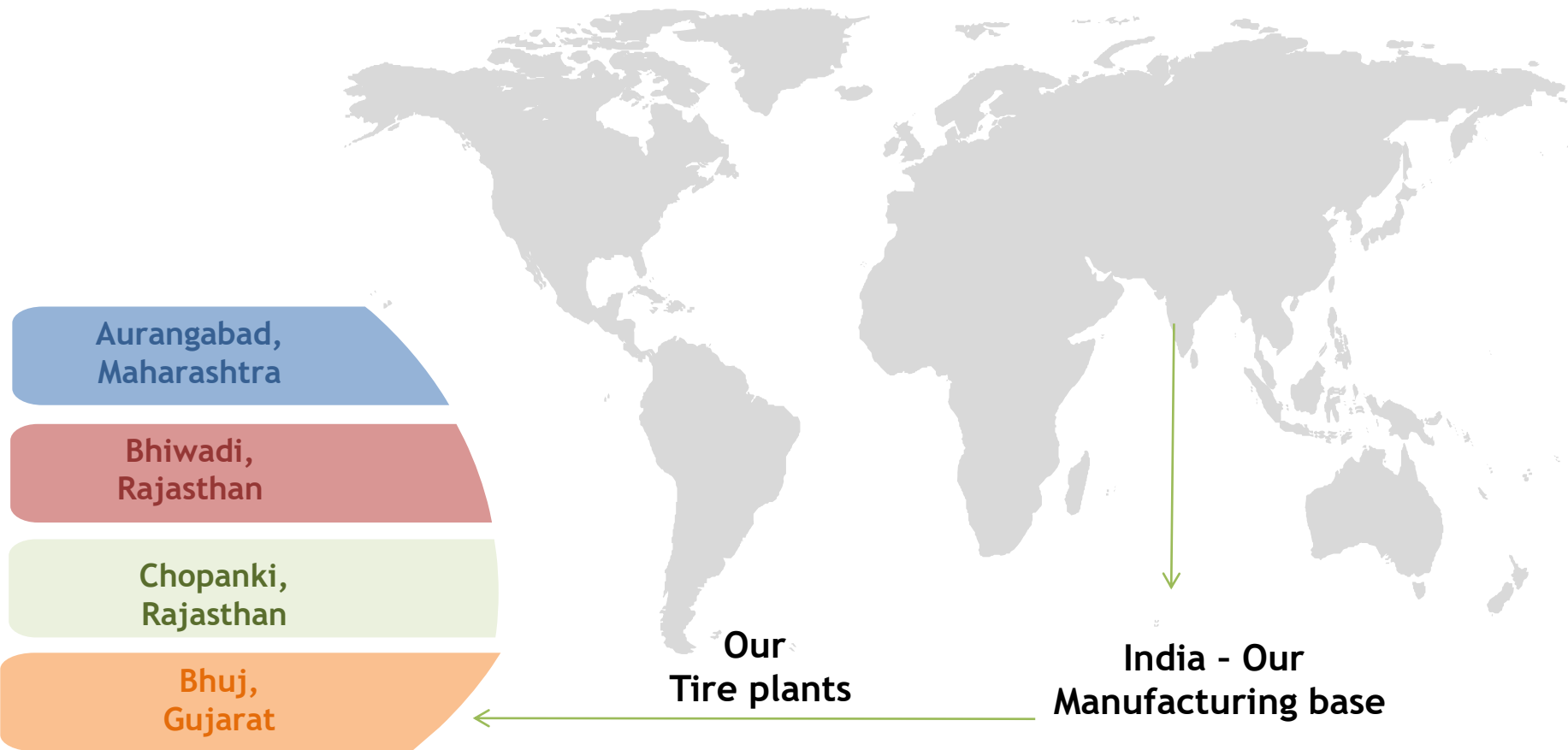
Strong OEM Presence

Strong Partnerships with Global OEM’s a testimony of our Brand Acceptance & Performance

Our Strong Evolution



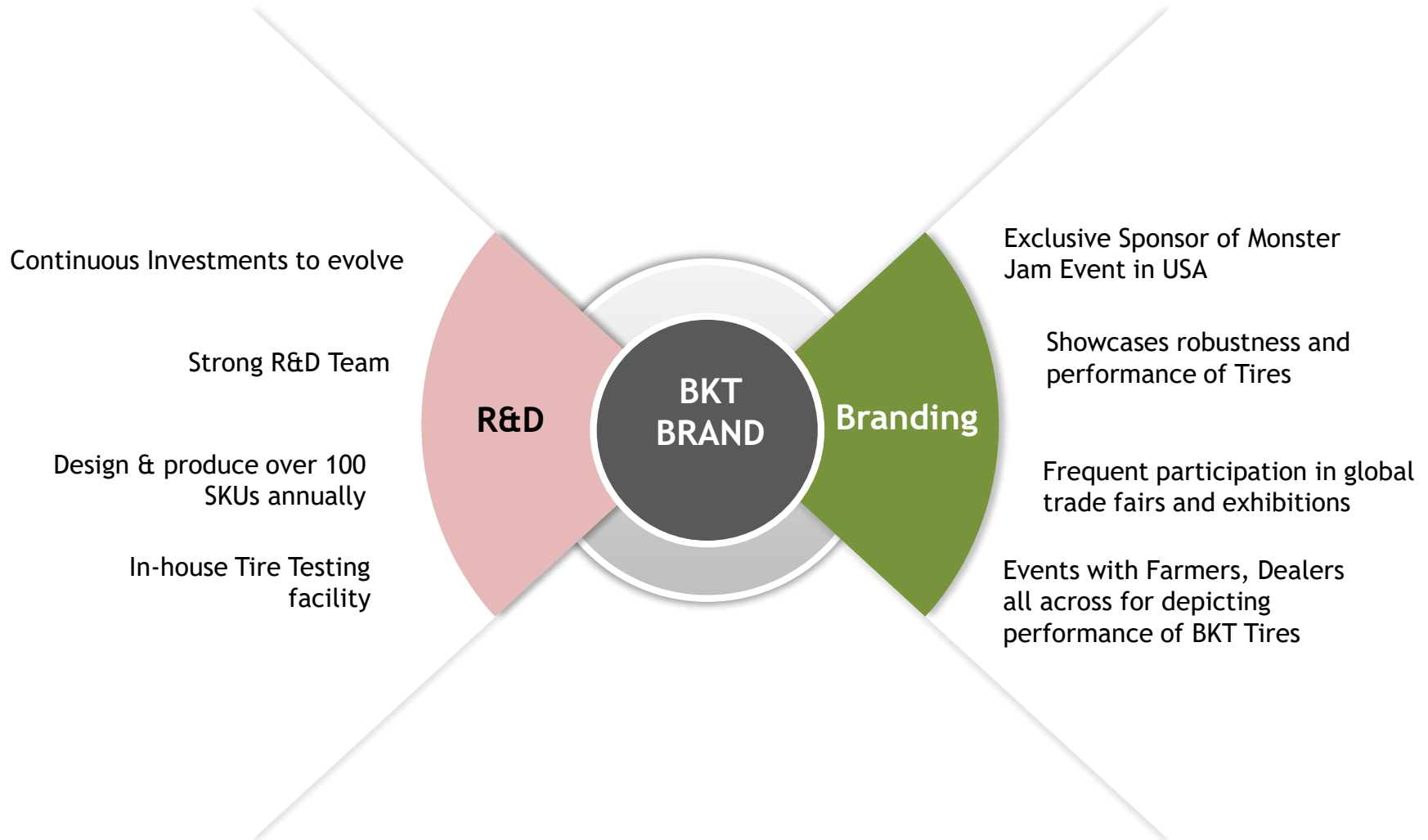
India Production with Global Sales - An Indian MNC



Serving Global OEMs



R&D and Branding strengthening BKT Brand



Our Tires at Work



[BKT Earthmax during Quarry Work](#)



[BKT Radial Extra Large Tires II
Agrimax fortis](#)

Application of our Tires

Agriculture Tires



Cotton Pick Harvester



Tractor



Vineyard Tractor



Pivot Irrigator

Industrial Tires



Loader



Telehandler



Mobile Crane

OTR Tires



Load Haul Dump



Underground Mining



Container Handler



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