



Earnings Presentation | Q1 FY24

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Consolidated Financial Snapshot

Q1 FY24 Financial Performance

Revenue	EBITDA	EBITDA Margins
INR 62,446 Mn	INR 10,515 Mn	16.8%
Y-o-Y	Y-o-Y	Y-o-Y
+5.1%	+52%	+523 Bps
Net Profit	Net Profit Margins	Diluted EPS
INR 3,969 Mn	6.4%	INR 6.25
Y-o-Y	Y-o-Y	
+124%	+337 Bps	

FY23 Financial Performance

Revenue	EBITDA	EBITDA Margins
INR 245,681 Mn	INR 33,137 Mn	13.5%
Y-o-Y	Y-o-Y	Y-o-Y
+17%	+29%	+120 Bps
Net Profit	Net Profit Margins	Diluted EPS
INR 10,458 Mn	4.3%	INR 16.5
Y-o-Y	Y-o-Y	
+73%	+137 Bps	

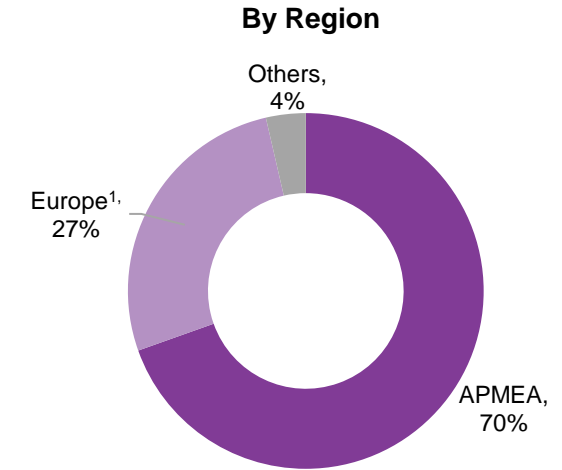
Q1 FY24 Operational Highlights

- Topline growth impacted by challenging demand environment across key markets
- In terms of volume performance, both India and Europe saw YoY decline
- However, despite subdued topline growth, reported strong improvement in operating margins, primarily on the back of robust performance in India
- Consolidated EBITDA margin at 16.8% was up 523 bps YoY and up 86bps QoQ

Performance Summary – YTFY24

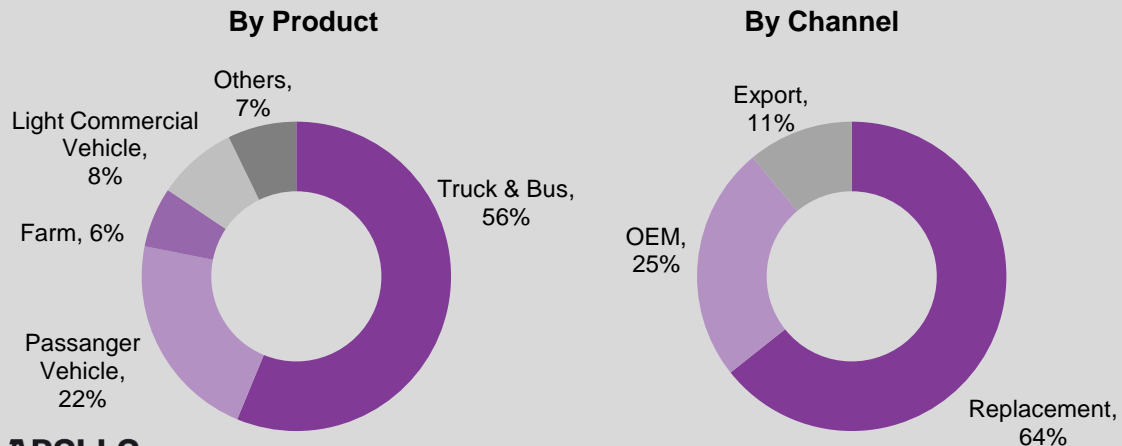
Consolidated Revenue ~₹62 Bn	Consolidated EBITDA ~₹10.5 Bn (16.8%)
Capacity Utilization	
India 75%	Europe 80%

Revenue Mix Consolidated – YTD FY24

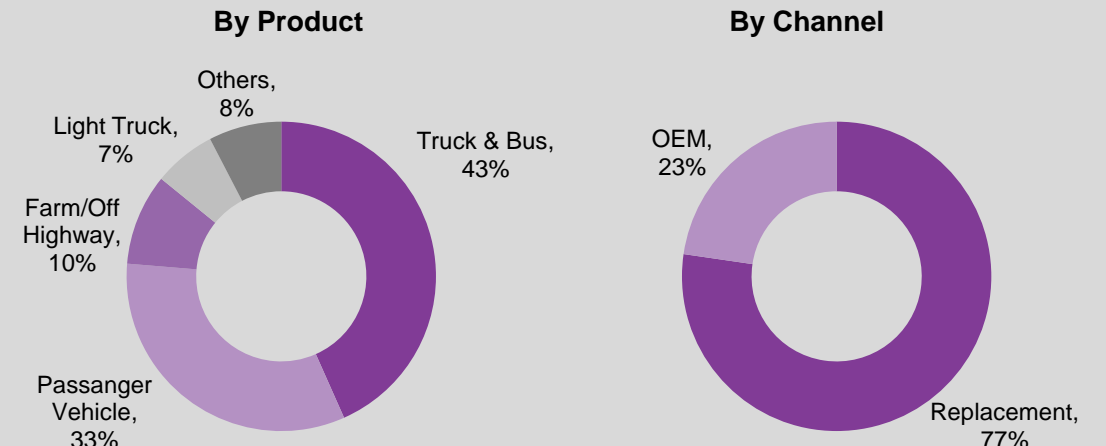


Note:
1. Europe Includes operations of ReifenCom

Revenue Mix Standalone – YTD FY24



Revenue Mix Consolidated – YTD FY24

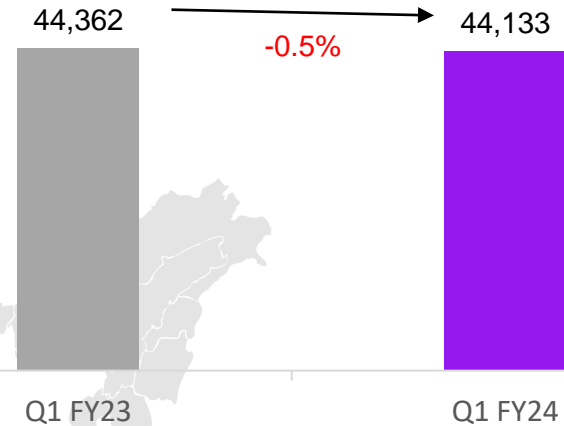


Operating Highlights – India

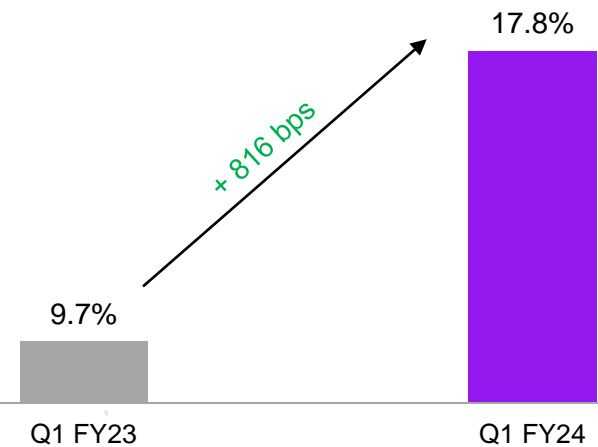
Q1 FY24

- On a YoY basis, overall volumes were down, impacted by decline in exports while both replacement and OEM segment volumes were largely flattish.
- On the positive side, registered QoQ volume growth across all product segments in replacement channel
- Pricing environment remained stable. We were able to maintain price advantage in replacement segment, gained in last few quarters
- Consequently, gross margin improved both YoY and QoQ
- Reported 816 bps improvement in EBITDA margin YoY (+188 bps QoQ), helped by lower RM costs and stringent cost control
- Expect the margin performance to remain healthy on back of correction in input prices and tight cost control

Revenue (₹ Mn)



EBITDA Margin (%)

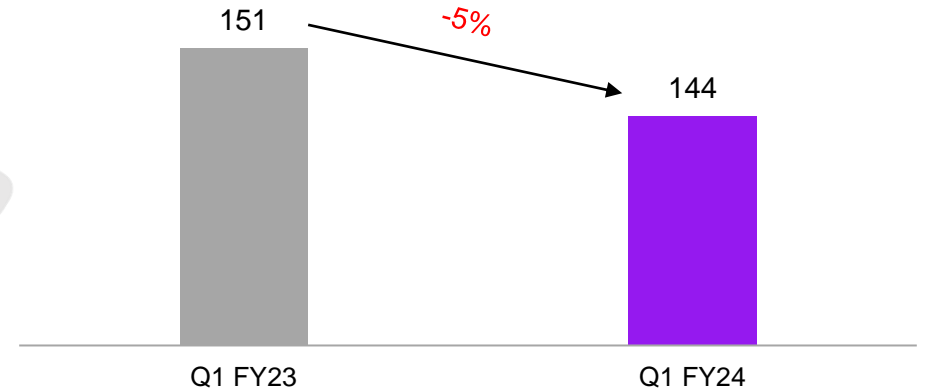


Operating Highlights – Europe¹

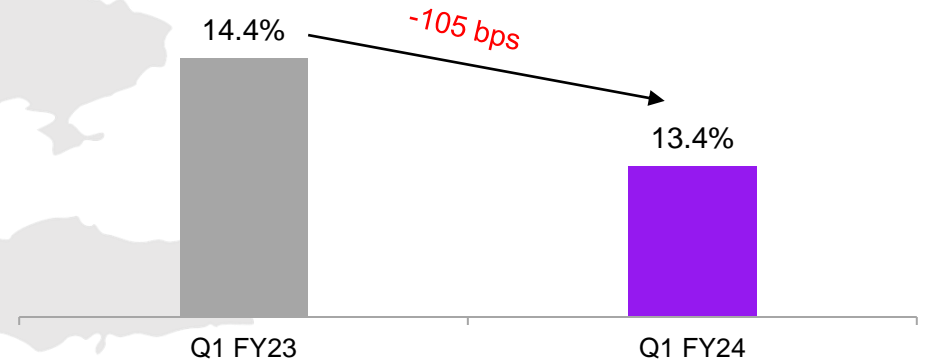
Q1 FY24

- PCLT market declined by ~13% (YoY), mainly on account of high channel inventory and mild winters. All season continued to outperform overall market with minimal decline
- Despite sluggish demand environment gained ~15bps market share in PCLT segment (YoY). Gained ~20 bps market share in OHT segment (YoY).
- Pricing environment remained stable during the quarter
- Registered gross margin improvement (YoY and QoQ)
- Reported EBITDA margin of 13.4%, -105 bps YoY / -474 bps QoQ. The decline in EBITDA margin was primarily due to lower topline
- In terms of outlook, the industry is expected to remain sluggish in near term. We will continue to focus on cost containment measures in near term.

Revenue (€ Mn)



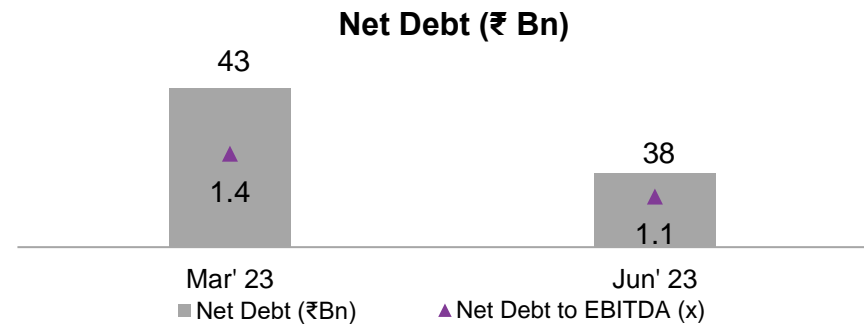
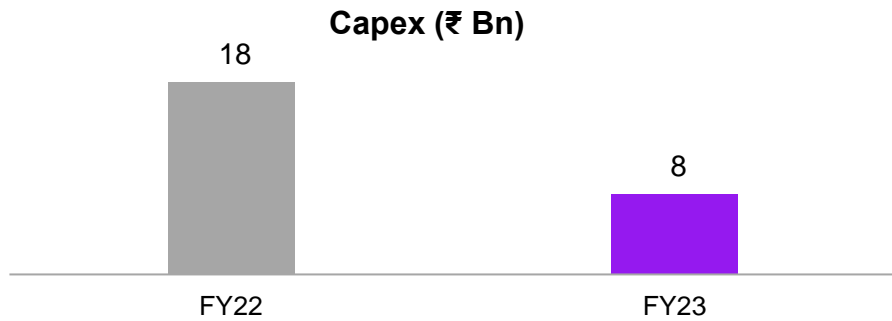
EBITDA Margin (%)



Notes:

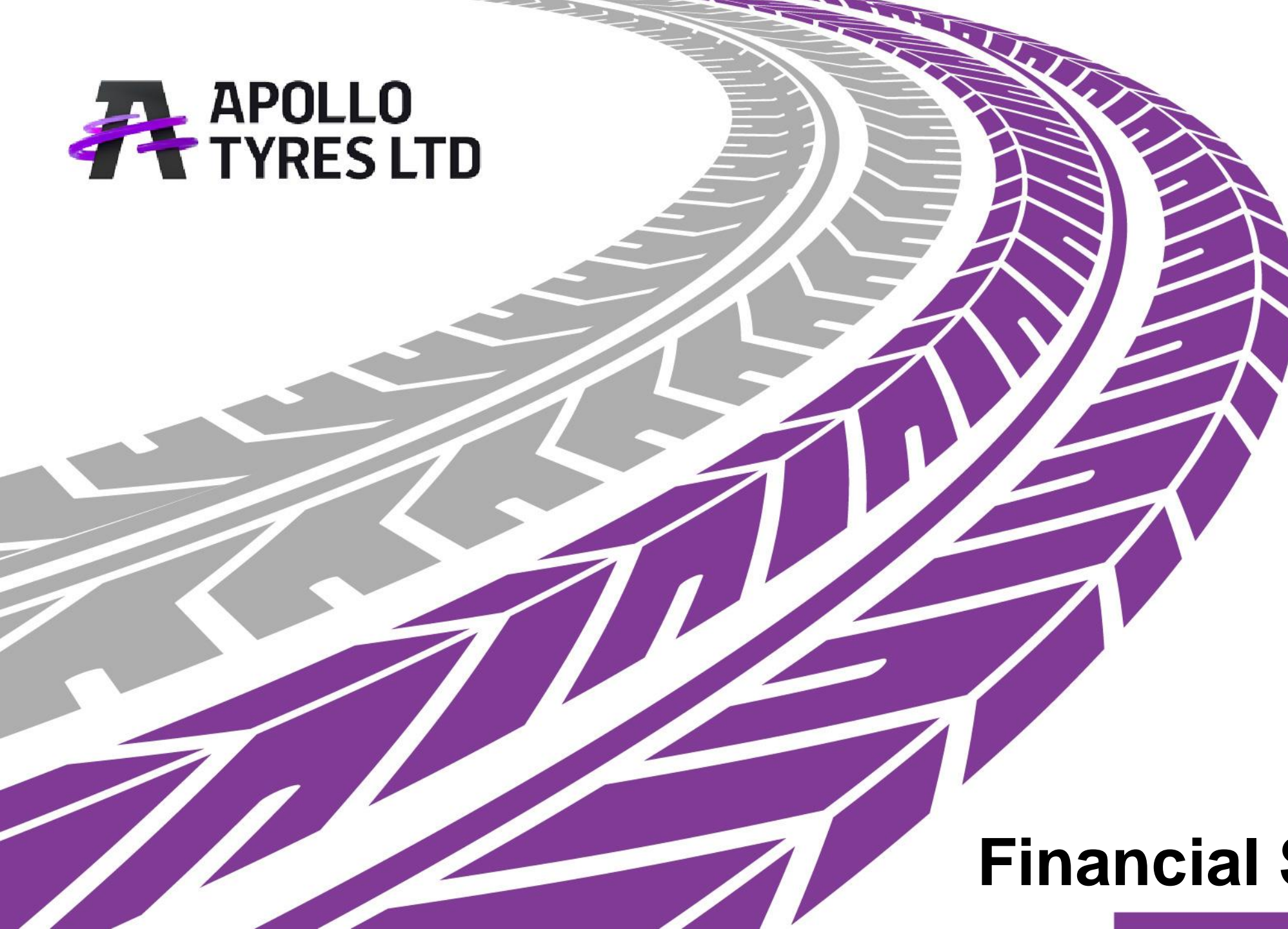
1. Includes only sales and manufacturing operations, excl. Reifencom GmbH (Distribution business)

Consolidated Cash Flow & Balance Sheet Highlights



Key Highlights

- Capex in line with guidance.
- Registered free cash flow generation, helped by improvement in operating performance and judicious capex spends
- Net debt decreased from ₹ 43bn (Mar '23) to ₹ 38bn (Jun '23)
- The gross debt during the period also came down (₹ 56bn in Mar '23 to ₹ 54bn in Jun '23)



Financial Statements

Profit & Loss (Quarterly) – Consolidated

Particulars (₹ Mn)	Q1 FY24	Q1 FY23	Q4 FY23	% Change - YoY	% Change - QoQ
Revenues	62,446	59,420	62,473	5%	0%
Raw Material	34,319	35,840	35,370		
Staff Cost	7,388	6,453	6,882		
Other Costs	10,224	10,229	10,237		
EBITDA	10,515	6,898	9,985	52%	5%
EBITDA Margin (%)	16.8%	11.6%	16.0%		
Depreciation	3,620	3,437	3,724		
Other Income	355	106	169		
EBIT	7,250	3,567	6,429		
EBIT Margin	11.6%	6.0%	10.3%		
Interest	1,355	1,182	1,390		
Tax	1,795	611	1,163		
Exceptional Items	132	0	-226		
PAT	3,969	1,773	4,102		
PAT Margin (%)	6.4%	3.0%	6.6%		

Profit & Loss (Quarterly) – Standalone

Particulars (₹ Mn)	Q1 FY24	Q1 FY23	Q4 FY23	% Change - YoY	% Change - QoQ
Revenues	44,133	44,362	43,662	-1%	1%
Raw Material	26,690	31,211	27,329		
Staff Cost	2,782	2,604	2,678		
Other Costs	6,794	6,259	6,692		
EBITDA	7,867	4,288	6,964	83%	13%
EBITDA Margin (%)	17.8%	9.7%	15.9%		
Depreciation	2,260	2,155	2,421		
Other Income	286	289	172		
EBIT	5,892	2,421	4,714		
EBIT Margin	13.4%	5.5%	10.8%		
Interest	1,099	1,058	1,183		
Tax	1,635	453	1,142		
Exceptional Items	132	0	0		
PAT	3,027	910	2,389		
PAT Margin (%)	6.9%	2.1%	5.5%		



For further details please feel free to get in touch with the IR team

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Thank you

