



Earnings Presentation | Q3 FY23

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Consolidated Financial Snapshot

Q3 FY23 Financial Performance

Revenue	EBITDA	EBITDA Margins
INR 64,228 Mn	INR 9,134 Mn	14.2%
Y-o-Y	Y-o-Y	Y-o-Y
+13%	+23%	+120 Bps
Net Profit	Net Profit Margins	Diluted EPS
INR 2,921 Mn	4.5%	INR 4.60
	Y-o-Y	
	+63 Bps	

YTD FY23 Financial Performance

Revenue	EBITDA	EBITDA Margins
INR 183,208 Mn	INR 23,152 Mn	12.6%
Y-o-Y	Y-o-Y	Y-o-Y
+19%	+19%	-4 Bps
Net Profit	Net Profit Margins	Diluted EPS
INR 6,771 Mn	3.7%	INR 10.7
	Y-o-Y	
	+28 Bps	

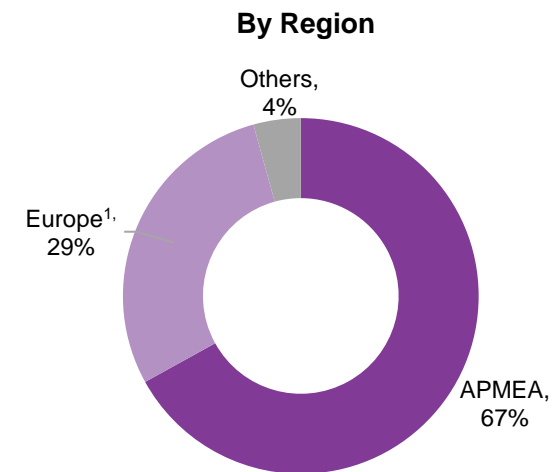
Q3 FY23 Operational Highlights

- Reported double digit growth (YoY) in Consolidated top line and EBITDA, despite challenging environment
- Quarter was marked by demand sluggishness in some of the key markets
- Despite sluggish demand environment reported strong operating performance
- Consolidated EBITDA margin at 14% was up 120 bps YoY and up 227bps QoQ

Performance Summary – YTD FY23

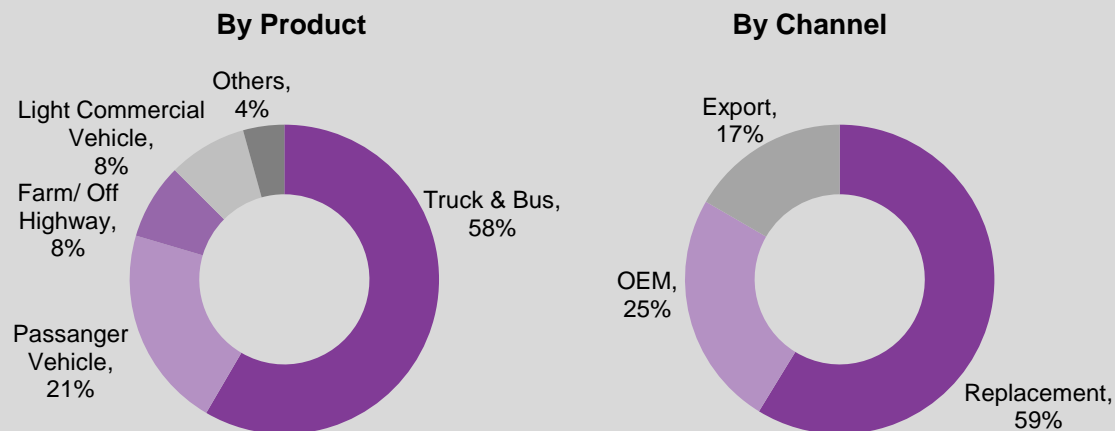
Consolidated Revenue of ~₹183 Bn	Consolidated EBITDA of ~₹23 Bn (12.6%)
Capacity Utilization	
India 75%	Europe 87%

Revenue Mix Consolidated– YTD FY23

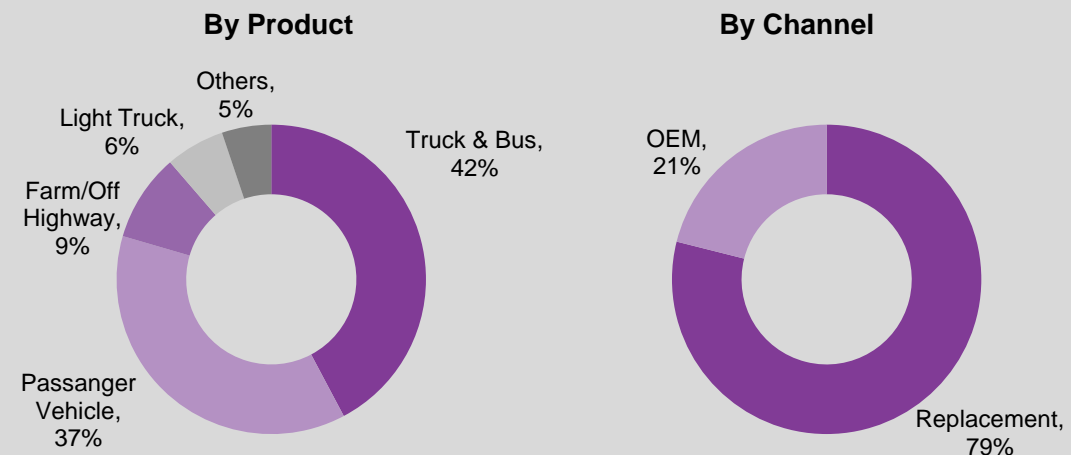


Note:
1. Europe Includes operations of ReifenCom

Revenue Mix Standalone – YTD FY23



Revenue Mix Consolidated – YTD FY23

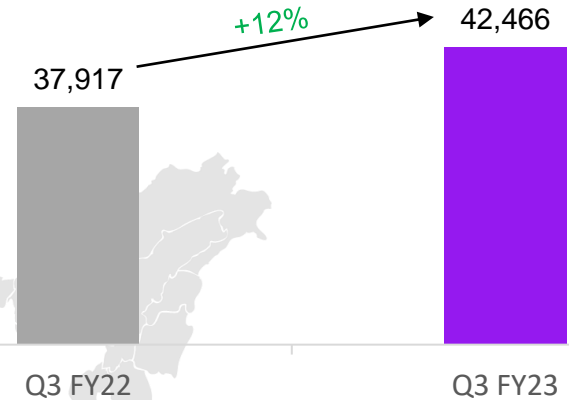


Operating Highlights – India

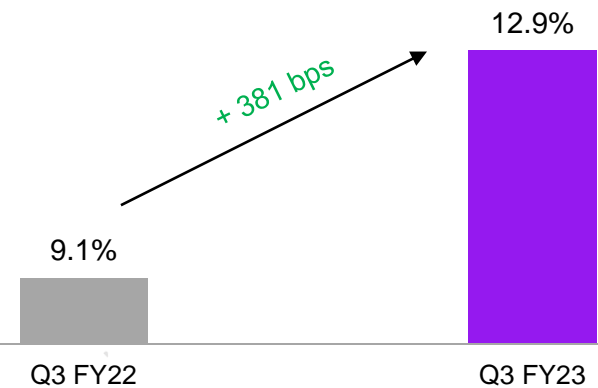
Q3 FY23

- Saw demand revival in OEM segment (CV & PCR), while the demand moderated in replacement segment
- Despite sluggish demand environment reported 12% YoY increase in topline, driven by price and mix
- Pricing environment remained stable. Undertook ~3% price increase in the PCR segment. Reported 263bps improvement EBITDA margin sequentially (+381 bps YoY), helped by softening in input prices, strong pricing discipline and stringent cost control measures
- Expect demand momentum to remain healthy in OEM segment. Although demand in replacement and export segment is expected to remain subdued in near term.
- Expect the margin performance to remain healthy on back of correction in input prices and tight cost control

Revenue (₹ Mn)



EBITDA Margin (%)

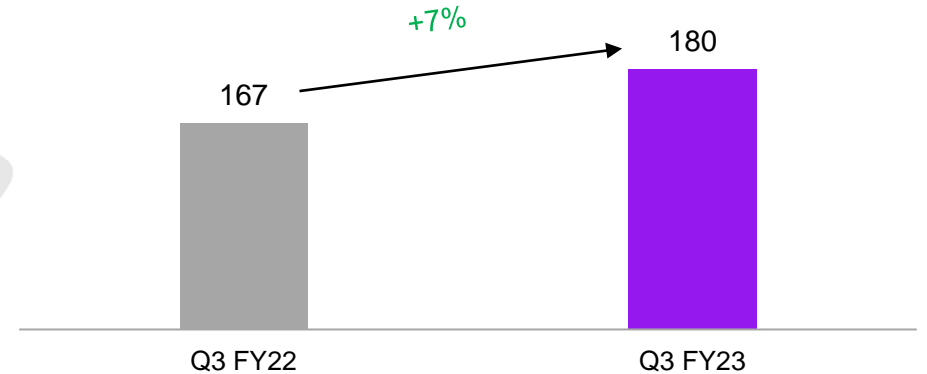


Operating Highlights – Europe¹

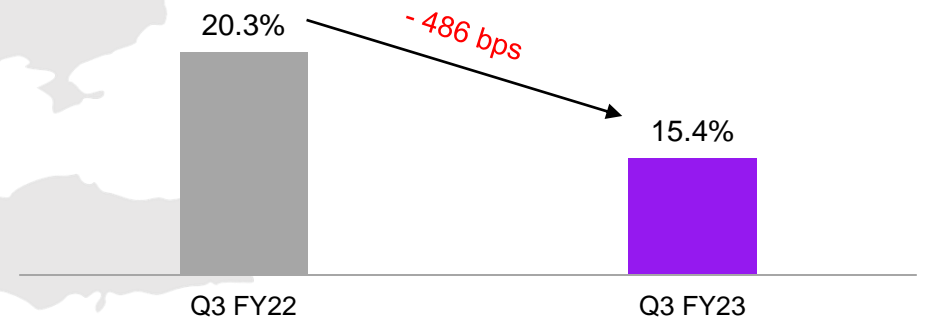
Q3 FY23

- PCLT market declined by ~14% (YoY), mainly on account of high channel inventory, mild winters and economic slowdown. All season continued to outperform overall market with lowest decline
- Pricing environment rained stable during the quarter
- Gained more than 400bps market share in OHT segment (YoY). Maintained market share in PCLT segment.
- Continued improvement in sales mix - UHP / UUHP accounted for ~45% of PCLT sales (volumes) in Q3 FY23 (~43% in Q3 FY22)
- Despite costs push (RM and energy), maintained margins sequentially
- Expect market slowdown to continue. However, expect margins to remain healthy helped by correction in energy and RM costs

Revenue (€ Mn)



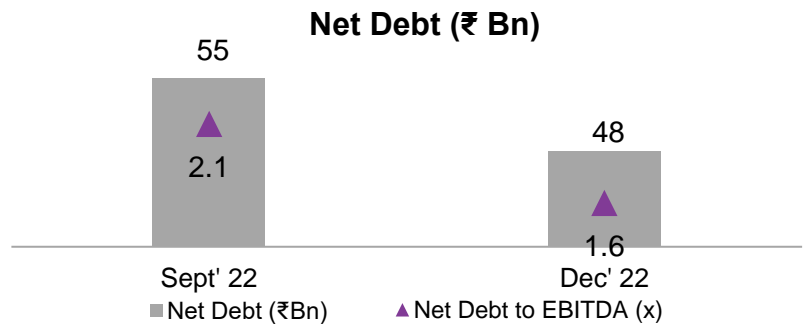
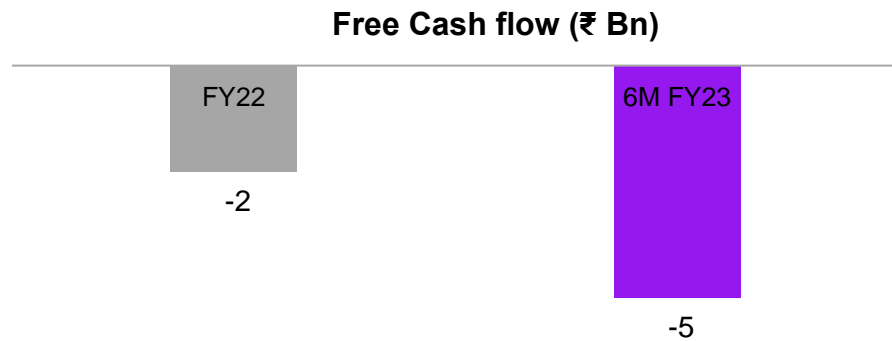
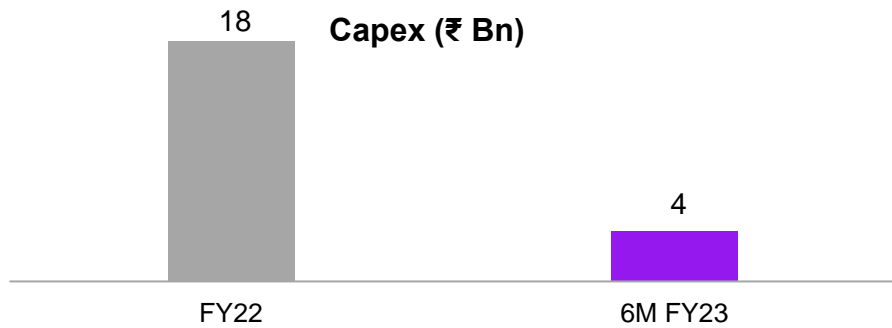
EBITDA Margin (%)



Notes:

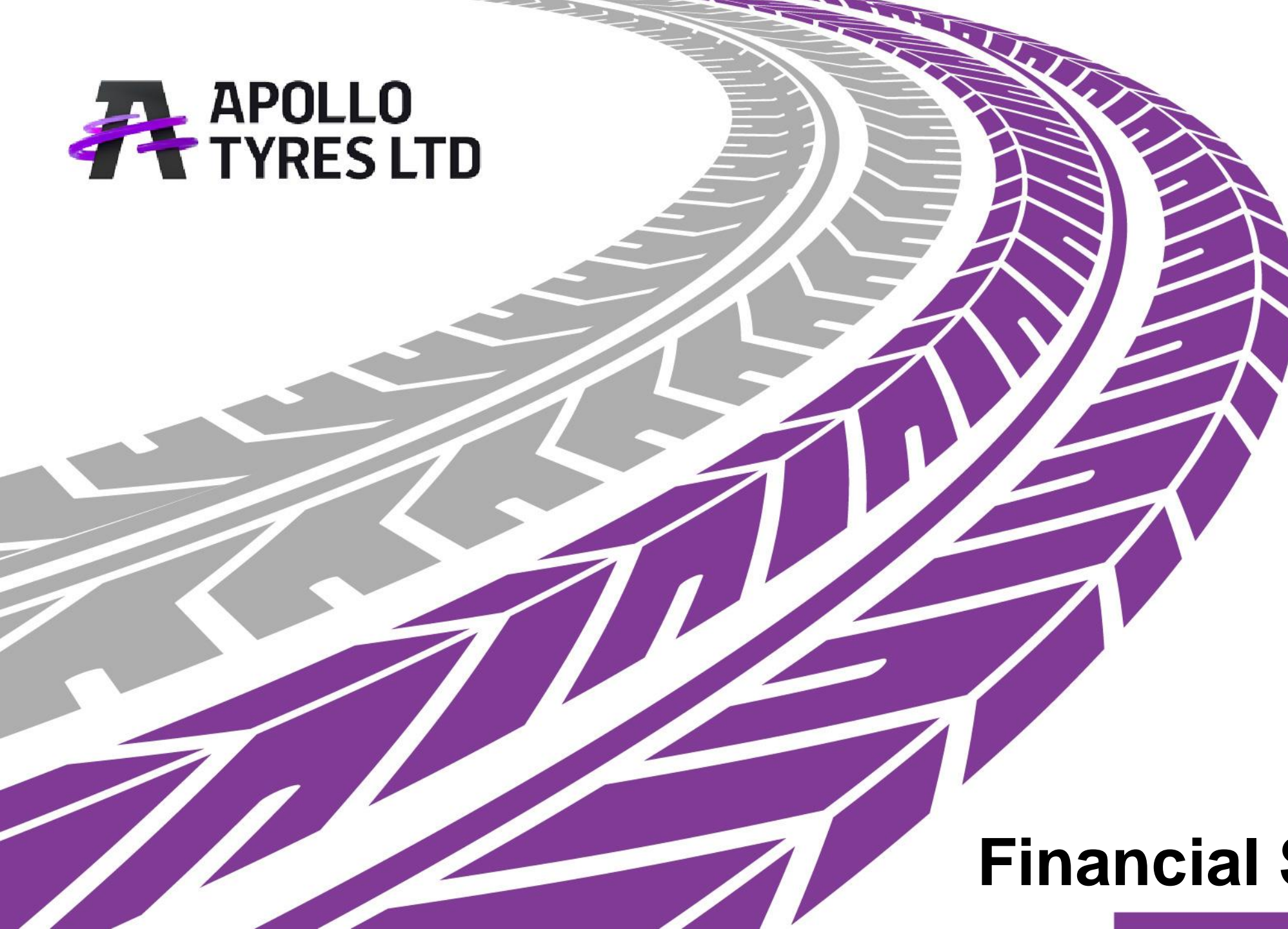
1. Includes only sales and manufacturing operations, excl. Reifencom GmbH (Distribution business)

Consolidated Cash Flow & Balance Sheet Highlights



Key Highlights

- Capex in line with guidance.
- Net debt decreased from ₹ 55bn (Sept '22) to ₹ 48bn (Dec '22).
- Net Debt decrease on account of lower debt and slight increase in cash and cash equivalents. The gross debt during the period also came down (₹ 57bn in Dec '22 from ₹ 63bn in Sept '22).



Financial Statements

Profit & Loss (Quarterly) – Consolidated

Particulars (₹ Mn)	Q3 FY23	Q3 FY22	Q2 FY23	% Change - YoY	% Change - QoQ
Revenues	64,228	57,075	59,560	13%	8%
Raw Material	38,754	34,271	36,406		
Staff Cost	6,724	6,432	6,141		
Other Costs	9,616	8,942	9,893		
EBITDA	9,134	7,429	7,120	23%	28%
EBITDA Margin (%)	14.2%	13.0%	12.0%		
Depreciation	3,544	3,443	3,485		
Other Income	67	170	69		
EBIT	5,657	4,156	3,703		
EBIT Margin	8.8%	7.3%	6.2%		
Interest	1,420	1,083	1,320		
Tax	1,316	833	440		
Exceptional Items	-	5	-		
PAT	2,921	2,235	1,944		
PAT Margin (%)	4.5%	3.9%	3.3%		

Profit & Loss (YTD) – Consolidated

Particulars (₹ Mn)	YTD FY23	YTD FY22	% Change - YoY
Revenues	1,83,208	1,53,693	19%
Raw Material	1,11,001	90,247	
Staff Cost	19,317	19,359	
Other Costs	29,738	24,609	
EBITDA	23,152	19,477	19%
EBITDA Margin (%)	12.6%	12.7%	
Depreciation	10,467	10,243	
Other Income	242	863	
EBIT	12,927	10,097	
EBIT Margin	7.1%	6.6%	
Interest	3,922	3,165	
Tax	2,234	1,623	
Exceptional Items	-	59	
PAT	6,771	5,250	
PAT Margin (%)	3.7%	3.4%	

Profit & Loss (Quarterly) – Standalone

Particulars (₹ Mn)	Q3 FY23	Q3 FY22	Q2 FY23	% Change - YoY	% Change - QoQ
Revenues	42,466	37,917	42,519	12%	0%
Raw Material	28,581	26,452	29,901		
Staff Cost	2,498	2,555	2,480		
Other Costs	5,904	5,460	5,765		
EBITDA	5,483	3,450	4,374	59%	25%
EBITDA Margin (%)	12.9%	9.1%	10.3%		
Depreciation	2,269	2,027	2,225		
Other Income	99	190	192		
EBIT	3,314	1,614	2,341		
EBIT Margin	7.8%	4.3%	5.5%		
Interest	1,226	951	1,206		
Tax	712	171	327		
Exceptional Items	-	-	-		
PAT	1,376	492	808		
PAT Margin (%)	3.2%	1.3%	1.9%		

Profit & Loss (YTD) – Standalone

Particulars (₹ Mn)	YTD FY23	YTD FY22	% Change - YoY
Revenues	1,29,348	1,06,614	21%
Raw Material	89,693	72,248	
Staff Cost	7,581	7,778	
Other Costs	17,929	16,041	
EBITDA	14,145	10,547	34%
EBITDA Margin (%)	10.9%	9.9%	
Depreciation	6,649	5,901	
Other Income	579	886	
EBIT	8,076	5,532	
EBIT Margin	6.2%	5.2%	
Interest	3,489	2,741	
Tax	1,359	711	
Exceptional Items	-	13	
PAT	3,227	2,068	
PAT Margin (%)	2.5%	1.9%	



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

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Thank you

