



Earnings Presentation | Q2 FY24

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Consolidated Financial Snapshot

Q2 FY24 Financial Performance

Revenue	EBITDA	EBITDA Margins
INR 62,796 Mn	INR 11,598 Mn	18.5%
Y-o-Y	Y-o-Y	Y-o-Y
+5%	+63%	+651 Bps

Net Profit	Net Profit Margins	Diluted EPS
INR 4,743 Mn	7.6%	INR 7.5
Y-o-Y	Y-o-Y	
+164%	+454 Bps	

YTD FY24 Financial Performance

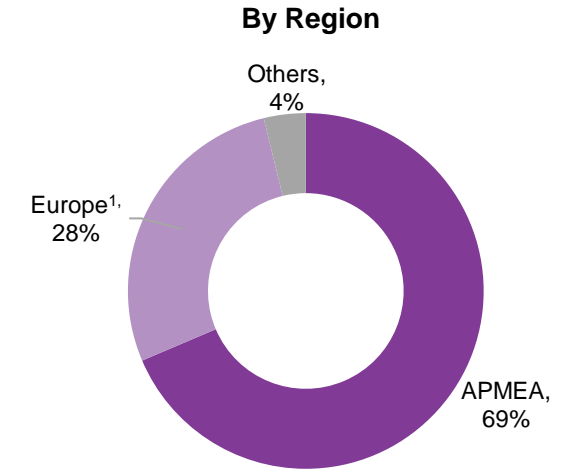
Revenue	EBITDA	EBITDA Margins
INR 125,241 Mn	INR 22,113 Mn	17.7%
Y-o-Y	Y-o-Y	Y-o-Y
+5%	+58%	+587 Bps

Net Profit	Net Profit Margins	Diluted EPS
INR 8,712 Mn	7.0%	INR 13.7
Y-o-Y	Y-o-Y	
+144%	+396 Bps	

Performance Summary – YTD FY24

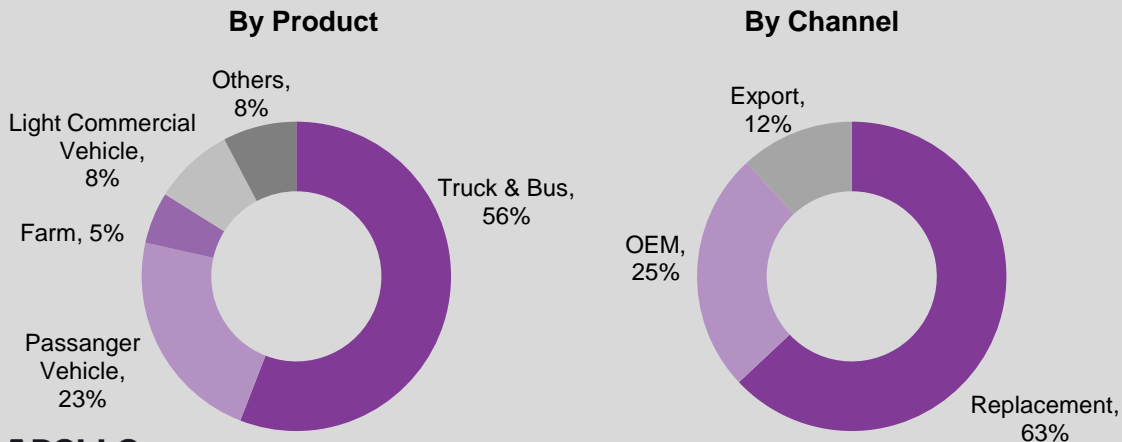
Consolidated Revenue ~₹125 Bn	Consolidated EBITDA ~₹22.1 Bn (17.7%)
Capacity Utilization	
India 73%	Europe 75%

Revenue Mix Consolidated – YTD FY24

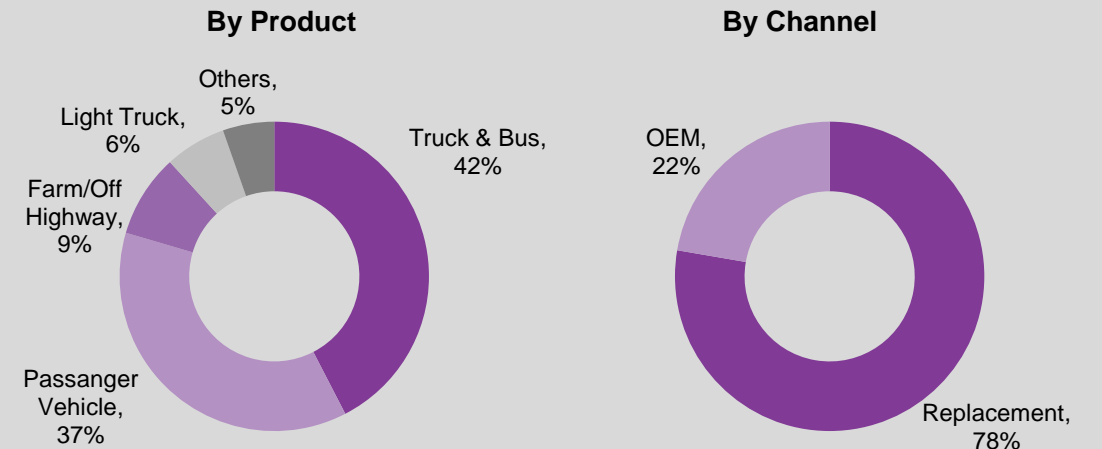


Note:
1. Europe Includes operations of ReifenCom

Revenue Mix Standalone – YTD FY24



Revenue Mix Consolidated – YTD FY24

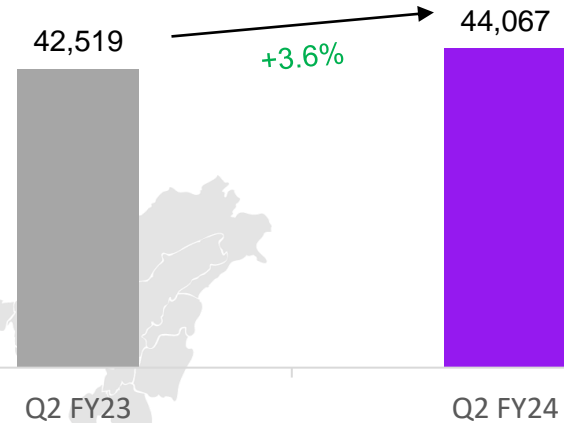


Operating Highlights – India

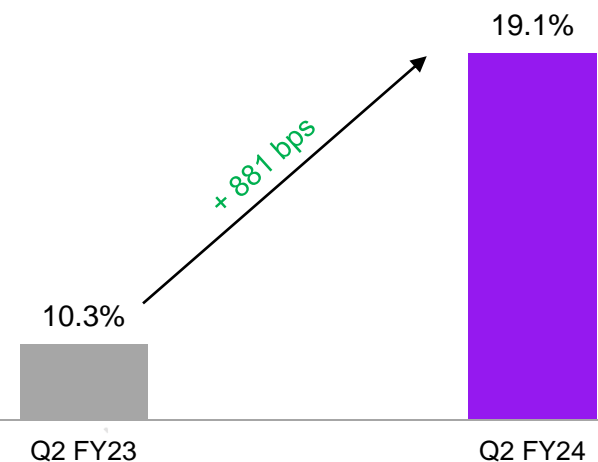
Q2 FY24

- On a YoY basis, overall volumes were up, with both OEM and replacement segment volumes growing in healthy double digits. This was partially negated by steep decline in exports.
- On a QoQ basis the volumes were flattish. We saw marginal improvement in exports, although environment in key export markets remains challenging
- Pricing environment remained stable. We gained further price advantage in replacement segment
- Consequently, gross margin improved both YoY and QoQ
- Reported 881 bps improvement in EBITDA margin YoY (+127 bps QoQ), helped by lower RM costs and stringent cost control
- While we are cognizant of increasing RM pressure, we expect the operating performance to remain healthy going forward, helped by improved price positioning, better product mix and tight cost control

Revenue (₹ Mn)



EBITDA Margin (%)

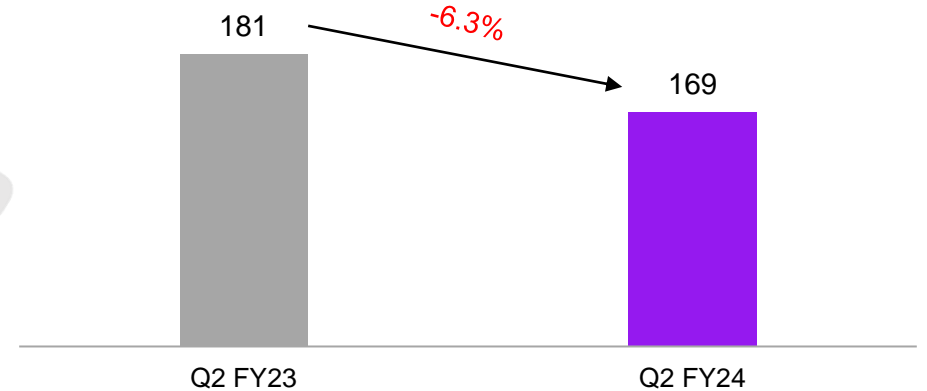


Operating Highlights – Europe¹

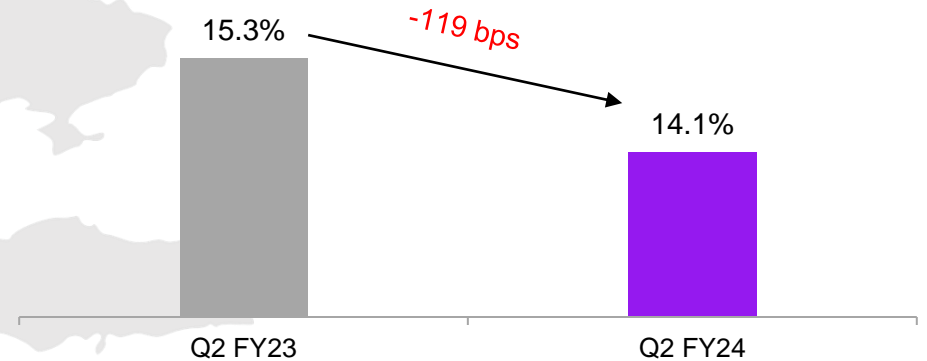
Q2 FY24

- PCLT market declined by ~7% (YoY), mainly on account of high channel inventory and mild winters. All season continued to outperform overall market
- Despite sluggish demand environment gained ~10bps market share in PCLT segment (YoY). Gained ~160 bps market share in OHT segment (YoY).
- Despite challenging environment, registered 72bps improvement in EBITDA margins compared to last quarter. YoY decline in EBITDA margin was largely due to weaker 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:

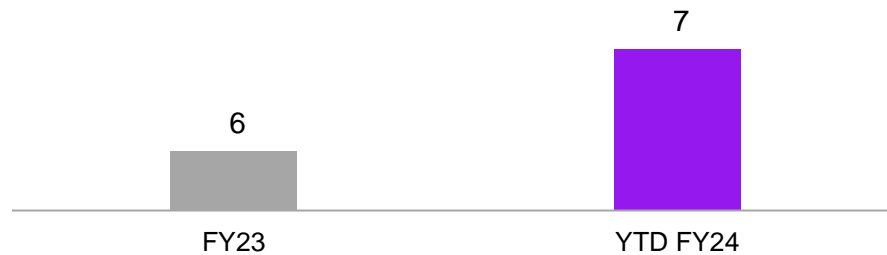
1. Includes only sales and manufacturing operations, excl. Reifencom GmbH (Distribution business)

Consolidated Cash Flow & Balance Sheet Highlights

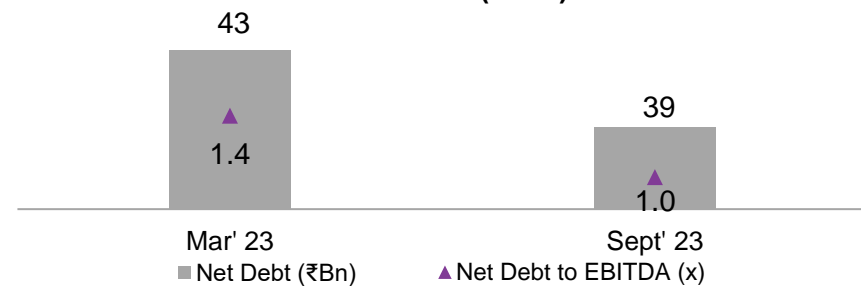
Capex (₹ Bn)



Free Cash flow (₹ Bn)

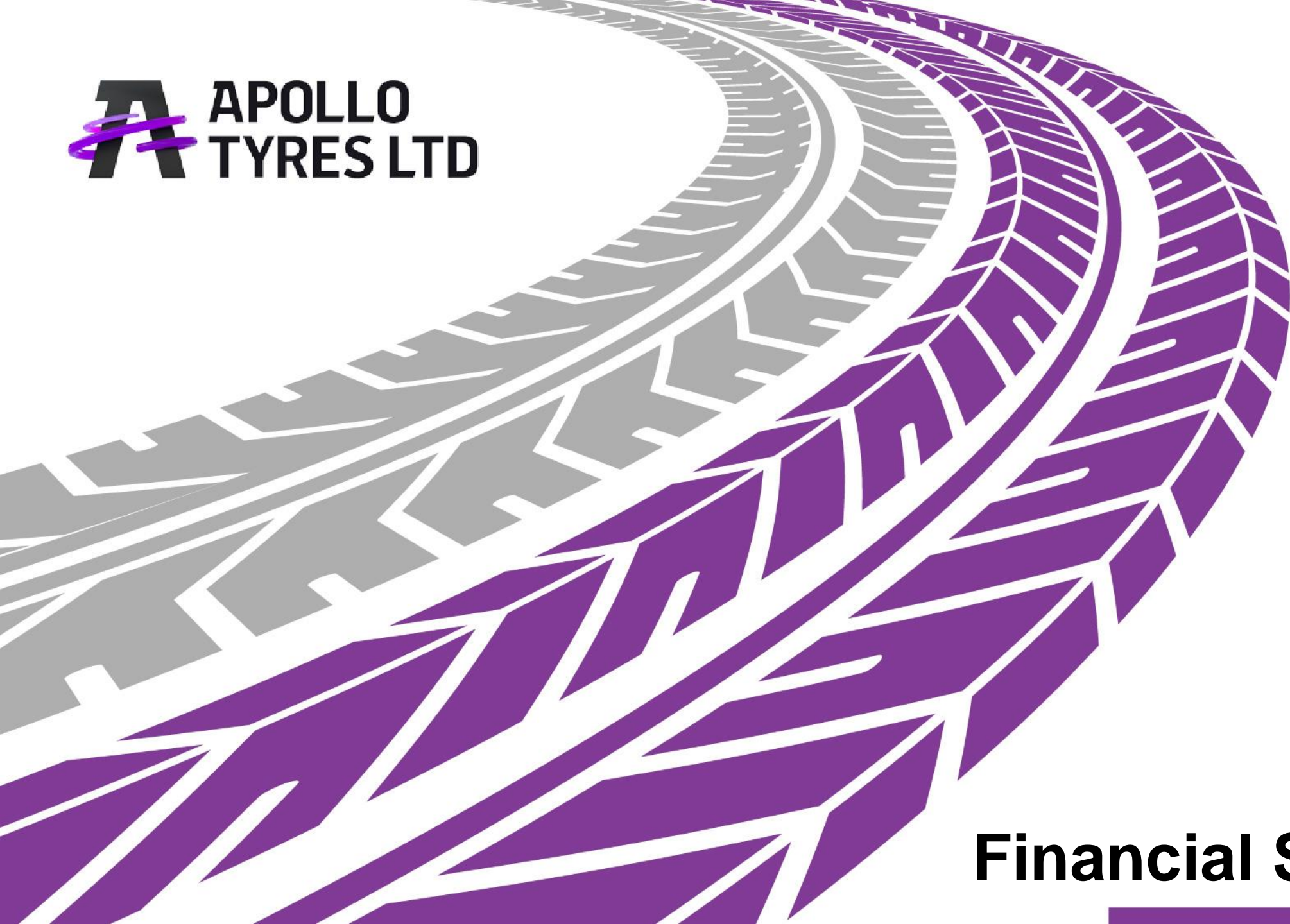


Net Debt (₹ Bn)



Key Highlights

- Capex below guidance
- Registered free cash flow generation, helped by improvement in operating performance and judicious capex spends
- The gross debt during the period also came down (₹ 56bn in Mar '23 to ₹ 48bn in Sept '23)



Financial Statements

Profit & Loss (Quarterly) – Consolidated

Particulars (₹ Mn)	Q2 FY24	Q2 FY23	Q1 FY24	% Change - YoY	% Change - QoQ
Revenues	62,796	59,560	62,446	5%	1%
Raw Material	34,121	36,406	34,319		
Staff Cost	7,394	6,141	7,388		
Other Costs	9,682	9,893	10,224		
EBITDA	11,598	7,120	10,515	63%	10%
EBITDA Margin (%)	18.5%	12.0%	16.8%		
Depreciation	3,603	3,485	3,620		
Other Income	253	69	355		
EBIT	8,249	3,703	7,250		
EBIT Margin	13.1%	6.2%	11.6%		
Interest	1,328	1,320	1,355		
Tax	2,058	590	1,795		
Exceptional Items	122	-	132		
PAT	4,741	1,793	3,969		
PAT Margin (%)	7.5%	3.0%	6.4%		

Profit & Loss (YTD) – Consolidated

Particulars (₹ Mn)	YTD FY24	YTD FY23	% Change - YoY
Revenues	1,25,241	1,18,980	5%
Raw Material	68,441	72,246	
Staff Cost	14,782	12,593	
Other Costs	19,906	20,123	
EBITDA	22,113	14,018	58%
EBITDA Margin (%)	17.7%	11.8%	
Depreciation	7,222	6,923	
Other Income	609	175	
EBIT	15,499	7,270	
EBIT Margin	12.4%	6.1%	
Interest	2,683	2,502	
Tax	3,853	1,201	
Exceptional Items	254	-	
PAT	8,710	3,566	
PAT Margin (%)	7.0%	3.0%	

Profit & Loss (Quarterly) – Standalone

Particulars (₹ Mn)	Q2 FY24	Q2 FY23	Q1 FY24	% Change - YoY	% Change - QoQ
Revenues	44,067	42,519	44,133	4%	0%
Raw Material	26,515	29,901	26,690		
Staff Cost	2,719	2,480	2,782		
Other Costs	6,419	5,765	6,794		
EBITDA	8,414	4,374	7,867	92%	7%
EBITDA Margin (%)	19.1%	10.3%	17.8%		
Depreciation	2,279	2,225	2,260		
Other Income	330	192	286		
EBIT	6,465	2,341	5,892		
EBIT Margin	14.7%	5.5%	13.4%		
Interest	1,057	1,206	1,099		
Tax	1,858	477	1,635		
Exceptional Items	108	-	132		
PAT	3,442	657	3,027		
PAT Margin (%)	7.8%	1.5%	7.2%		

Profit & Loss (YTD) – Standalone

Particulars (₹ Mn)	YTD FY24	YTD FY23	% Change - YoY
Revenues	88,200	86,882	2%
Raw Material	53,204	61,112	
Staff Cost	5,501	5,083	
Other Costs	13,214	12,024	
EBITDA	16,281	8,662	88%
EBITDA Margin (%)	18.5%	10.0%	
Depreciation	4,539	4,380	
Other Income	616	480	
EBIT	12,357	4,762	
EBIT Margin	14.0%	5.5%	
Interest	2,155	2,264	
Tax	3,493	931	
Exceptional Items	240	-	
PAT	6,469	1,568	
PAT Margin (%)	7.3%	1.8%	



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

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Thank you

