



JKTIL:SECTL:SE:2022

Date: 20<sup>th</sup> May 2022

BSE Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001.	National Stock Exchange of India Ltd. Exchange Plaza, C -1, Block G, Bandra -Kurla Complex, Bandra (E), Mumbai -400 051.
Scrip Code: 530007	Scrip Code: JKTYRE

Dear Sir,

**Re. Earnings Presentation – Q4 FY 2022 & FY 2022**  
.....

This is further to our letter dated 20<sup>th</sup> May 2022 re. Intimation of Schedule of Conference Call, pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith Earnings Presentation Q4 FY 2022 & FY 2022.

The presentation is also being posted on the website of the Company at [www.jktyre.com](http://www.jktyre.com)

Thanking you,

Yours faithfully,  
For JK Tyre & Industries Ltd.

(PK Rustagi)  
Vice President (Legal) & Company Secretary

Encl: As Above





# SUSTAINABILITY IN MOBILITY

**EARNINGS PRESENTATION**  
Q4 FY2022 & FY2022



**1** Business Overview

**2** Q4FY22 & FY22 Performance Review

**3** Growth Strategy

**4** Sustainability





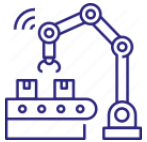
**40+**

Years of experience in tyre manufacturing



**25<sup>th</sup>**

Ranked top tyre company in the world



**12**

manufacturing facilities

**32**

million tyre capacity



**450+**

Total number of SKU's



**100+**

Countries of Operations around the world



**6,000+**

Extensive dealers distribution network



**10,000+**

Employees globally



**25+**

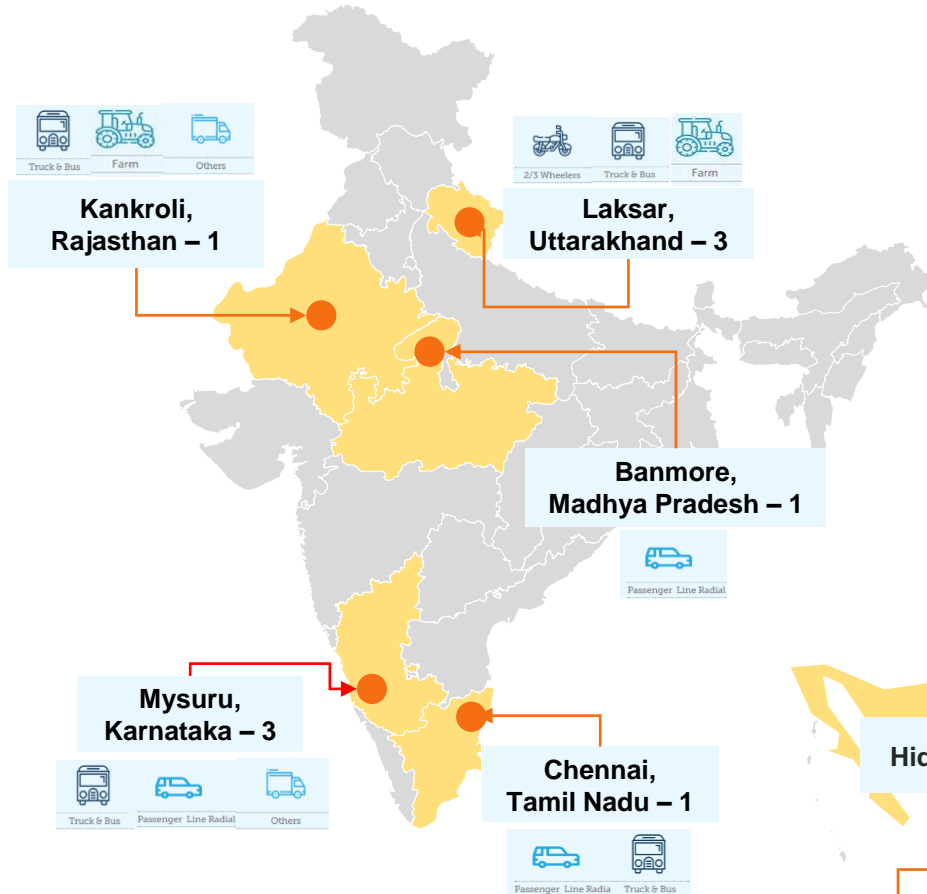
OEM client and relationships

## Innovation at JK Tyre

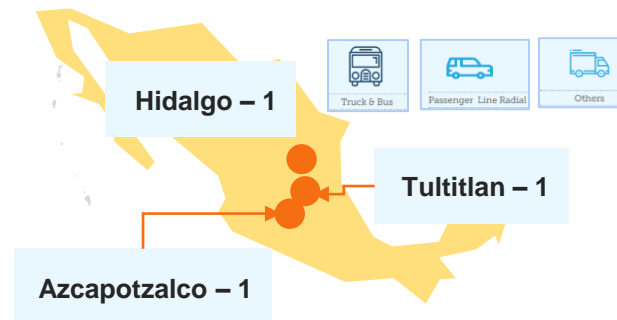
- ❖ Pioneer of radial technology in India and **No. 1 in Truck/Bus Radial (TBR) manufacturer**
- ❖ State-of-the-art Centralized Tech Centre at Mysore – **“Raghupati Singhania Centre of Excellence (RPSCOE)”**
- ❖ **1st company in India with OE fitment of tubeless passenger radials.** Also, 1st in India to launch high performance H, V and Z-rated passenger radial tyres
- ❖ Acquired smart tyre technology start-up to revolutionise Indian tyre market – **First in India to launch Tyre Pressure Monitoring System (TPMS)** based on sensor technology
- ❖ Globally among the **top 3 in lowest energy consumption**

# Global Manufacturing Platforms

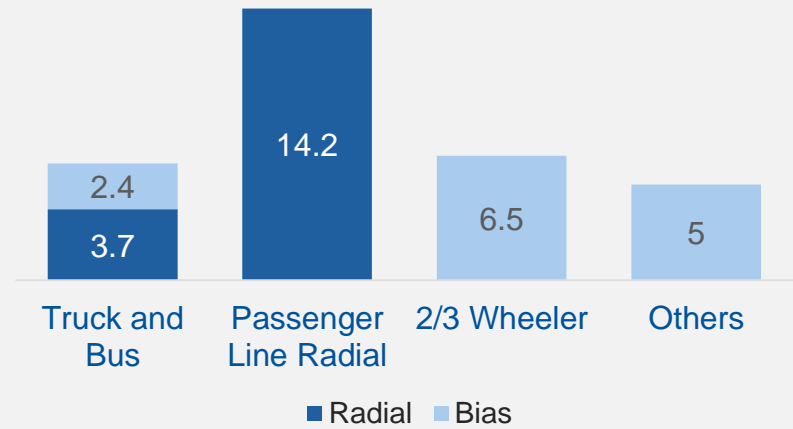
## India



## Mexico



## Annual Capacity by Product Line – Volumes in Million



**Manufacturing Facilities - 12**  
**Installed Capacity - 5,97,000 MT**  
**~32 million tyres annually**  
**Capacity Utilization Q4FY22 – 87%**



- 1 Consistent Social Media Presence
- 2 Content Oriented Digital Marketing
- 3 Google My Business & Always-On-Search
- 4 E-Commerce Associations with Leading Platforms :
  - CarDekho & TyrePlex
    - Lead Generation
    - Re-Targeting

### Social Media




No.1 Tyre Brand at Social Media in terms of Followers at Facebook & Instagram

### Content Marketing




Tyre Industry Highest no. of views at YouTube 77Mn+ for You Tube Campaign

### Google My Business



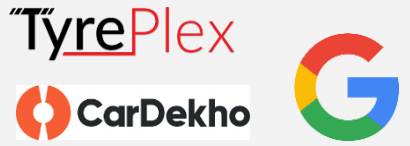
600+ Brand Shops listed at Google My Business and being optimized to have better visibility at Google Search

### E-Commerce



To give our customers an alternate touch point to explore and buy JK Tyre

### Lead Gen. & Re-Targeting



For Lead Generation & Re-targeting the prospective customers looking for Tyre at Google

### Awards



Leader in Digital Transformation, Motorsports & Digital PR, Best campaign in Automotive category 'Zindagi ke Pahiye' & Campaign of the Year by World Digital Marketing Congress

## Extensive Distribution Network

### India Distribution Network

- ❖ 6,000+ Dealers
- ❖ 500 Distributors
- ❖ Tie up with 870 Fleet Operators
- ❖ Tie up with 3 Oil Marketing Companies
- ❖ 140 Sales, Service and Stocking Points
- ❖ 20 Regional Offices



#### 64 JK Tyres Truck Wheels

Fully equipped Tyre service centre offering Total Tyre Solutions



#### 421 JK Tyre Steel Wheels

Exclusive passenger car tyre retailing



#### 205 Xpress Wheels

Catering to small towns & semi urban markets



#### 57 JK Re-tread centres

Value added services such as re-treading

### Mexico Distribution Network

- ❖ 97 Dealers
- ❖ Network of 144 third party dealers/distributors
- ❖ Network of 34 Distributors for Exports

### Other Geographies Network

- ❖ 76 Distributors in Middle East and South East Asia
- ❖ 61 Distributors in Africa
- ❖ 60 Distributors in North and Latin America

### Online tie-ups

- ❖ Amazon online & ITC e-Choupal for rural connect
- ❖ Auto Portals - Car Dekho & TyrePlex for door-step delivery / fitment

### Expanding Footprint in India – Network Expansion

- ❖ Added 1000+ dealers in FY22



**Dr. Raghupati Singhania**  
*Chairman &  
Managing Director*



**Anshuman Singhania**  
*Managing Director*



**Arun K. Bajoria**  
*Director & President*



**A. K. Kinra**  
*Financial Advisor*



**Sanjeev Aggarwal**  
*CFO*



**V. K. Misra**  
*Technical Director*



**Pravin Chaudhari**  
*ED – JK TORNEL*



**Dr. R. Mukhopadhyay**  
*Director (R&D)*



**A. K. Makkar**  
*Manufacturing Director*



**Srinivasu Allaphan**  
*Marketing Director*



**Ashish Pandey**  
*VP–Materials*



**Bharat Aggarwal**  
*Head - International Trade*



**H. C. Prasad**  
*VP – CAVENDISH*



## Technology – Global Tech Centre (RPSCOE):

- Centralized Tech Center in Mysore, Karnataka with more than 200 R&D and Technology Scientist and Engineers in following facilities: **HASETRI - Asia's first and India's foremost highly versatile and State-of-the-art Tyre / Elastomer Institute** and **JK Tyre Tech Centre**
- R&D efforts focused in the field of advanced materials, alternate materials, nanotechnology, process and product simulations, predictive technology, advanced tyre mechanics, etc.
- **India's Biggest Anechoic chamber for Noise and Vibration Analysis capable to test all tyres including truck tyres.**
- Green Technology – Eco-range of tyres for cars, buses and two wheelers with ultra low rolling resistance.



**R&D activities aimed at offering technologically advanced products to gain higher market share and enhanced profitability**

# Innovative Products Gaining Traction



**TBR - JUH XF & JDH XF**

- ✓ Fuel Saver Technology Design
- ✓ Low RRC & Low Noise
- ✓ High Mileage



**Puncture Guard Tyre**

- ✓ Self-repair multiple punctures
- ✓ Hassle-free ride throughout life
- ✓ Better Traction & Ride Comforts



**PCR – Taximax – 1Lac km. tyre**

- ✓ Very High Mileage & Durability
- ✓ Superior Grip & Braking
- ✓ Unique Design for Low Noise



**PCR – UX Royale**

- ✓ 5 Rib Asymmetric Design
- ✓ Stable Shoulder Tread Blocks
- ✓ Variable Draft Groove Technology



**2 wheeler - Blaze**

- ✓ High Speed Stability
- ✓ Ride Comfort & Smooth Cornering
- ✓ High Mileage & Better traction



**Farm - Shresth**

- ✓ Step Lug Design & Superior Tread
- ✓ Superior Dimensions & aesthetics
- ✓ High Load Carrying Capacity & Control

# Product Portfolio Differentiation

## Smart Tyres

Recently acquired smart tyre technology start-up to revolutionize Indian tyre market – First in India to launch Tyre Pressure Monitoring System (TPMS) based on sensor technology

### Key Features and Benefits

Reduces fuel bills by increasing fuel efficiency

Enhances tyre life

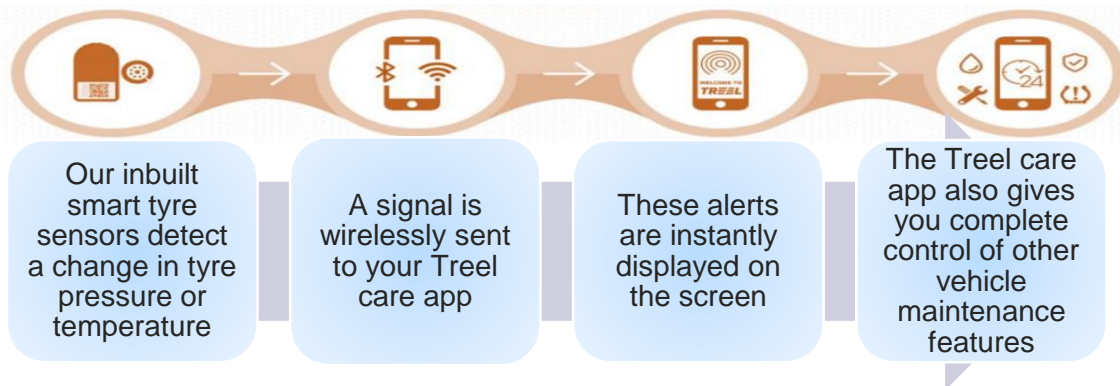
Reduces breakdowns

Offers real time asset tracking to avoid tyre theft

Enables real time mobile application based alerts for inflation & temperature breaches



### How does it work?



## Green Tyres

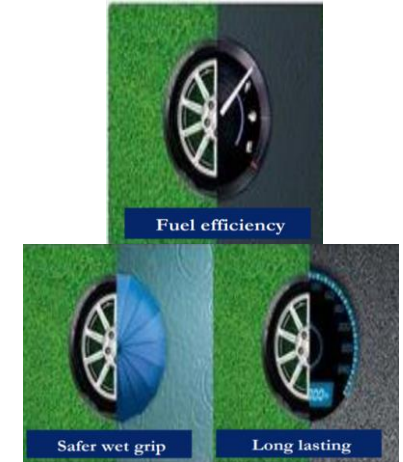
“Green tyre” technology increases fuel efficiency thereby conserving natural resources

### Key Characteristics

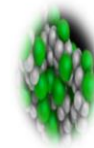
Use eco-friendly materials leading to reduced emissions and increased tyre life-cycle

Offer reduced rolling resistance (RRC) of up to 40% - today we have one of the lowest rolling resistance Tyre in supply

No compromise in safety - globally benchmarked and certified by European test agency (ECE R117)



Silica System with low Hysteresis Loss



2017

RRc 8.5 N/kN

Specialized Green polymer with hyper Bonding Silica Tech



2018-2019

RRc 7.5 N/kN

Special Alloy Steel Belts Gen.4 Hi performance polyester, Hybrid fabrics



2020-2022

RRc 6.5 N/kN



# Key Customers

Passenger Car	Tractor	Truck & Bus	OTR	2 Wheeler
			<p>Reliable solutions</p>	<p>2 Wheeler – Electric</p>

## Gaining OEM footprint and volumes across segments

HYUNDAI CRETA, & ALCAZAR



MARUTI SUZUKI SWIFT  
DZIRE, SWIFT, WAGONR



TVS APACHE



FORCE  
TRAVELER



KIA CARENS, & SELTOS



TATA INTRA



TATA GOLD





## #FutureOfDriving | JK Smart Tyre *(The Future of Driving is here)*



*Hits of over 110 million in a less than 4 months*

## JK Puncture Guard Tyre | Self-Healing *(Record hits of over 100 Million in 2 months)*



*Awarded Innovative Auto Solution at "Top Gear Awards"*





RECOGNISED FOR  
**ACTIVE CUSTOMER  
ENGAGEMENT**  
AT



**CII**  
**CUSTOMER  
OBSESSION  
AWARD 2021**  
EXCELLENCE THROUGH  
TECHNOLOGY & INNOVATION



Confederation of Indian Industry



**INSTITUTE  
of QUALITY**

Presented to  
JK TYRE & INDUSTRIES LTD.  
Recognized for Active Customer Engagement  
amazon

Recognized for Active Customer Engagement at CII  
Customer Obsession Award 2021



**SMART TYRE**  
TYRE WITH A BRAIN



NOW A TECH  
**AWARD**  
WINNING  
TYRE

Wins the 'Innovative Tech in the Auto  
Industry' award at the Exhibit Tech  
Awards 2021.



8<sup>TH</sup> EDITION  
**EXHIBIT  
TECH  
AWARDS 2021**

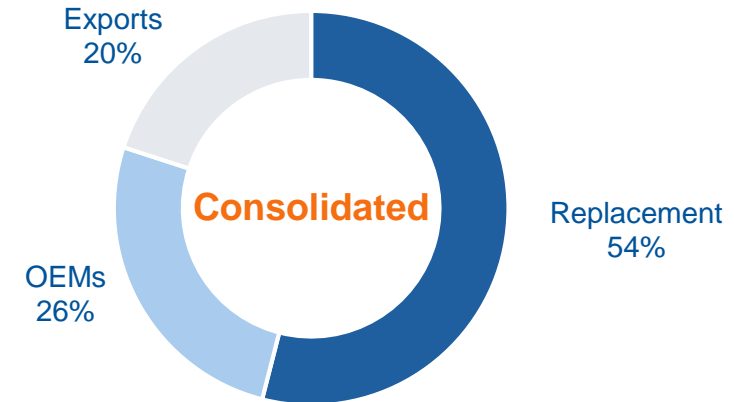
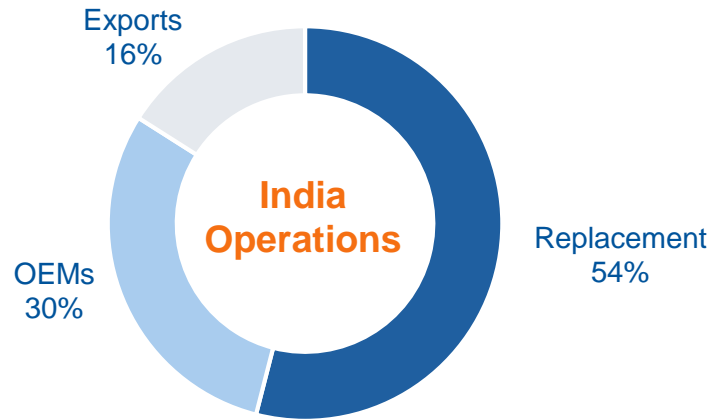


- 'Innovative Tech in the Auto Industry' at the Exhibit Tech Awards 2021

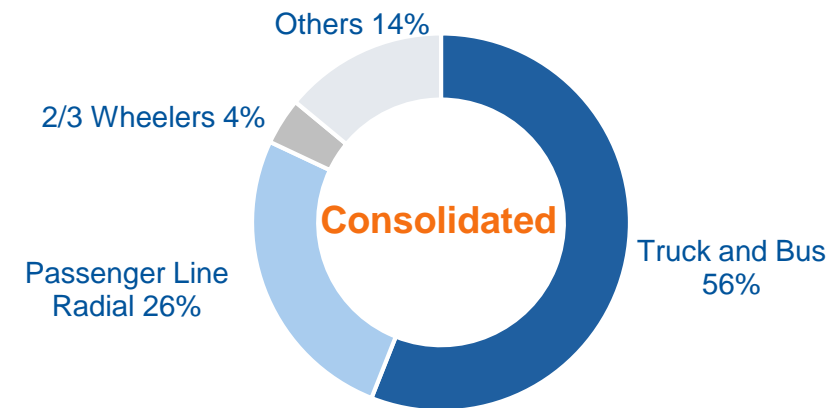
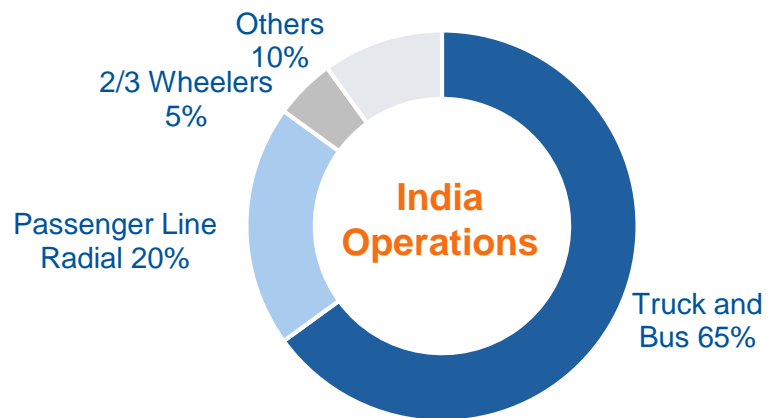
# Revenue Segmentation : End User Market



## Revenue Mix by Market – Q4FY22



## Revenue Mix by Product Line – Q4FY22



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## Key Business Highlights

1. Recorded highest ever revenues of Rs.12,000 crore, driven by strong domestic as well as highest ever exports from India.
2. Volume growth of 16% on consolidated basis
3. Exports growth of ~60% on y-o-y basis
4. Subsidiaries, Cavendish and Tornel reported highest ever revenues. JK Tornel reported 167% growth in operating profitability.
5. Truck Bus Radial (TBR) and Passenger Car Radial (PCR) capacities running @ >90%.
6. Long term debt reduced by 12% over last year.
7. Board approved PCR Capacity expansion of Rs.530 crore at Banmore tyre plant, MP.

## Q4-FY22 Consolidated Financial Performance

INR 3,320 Cr.	INR 459 Cr.	INR 236 Cr.
Revenues (incl. exports)	Exports from India	EBITDA
INR 135 Cr.	INR 38 Cr.	INR 1.63 /share
Cash Profit (PBDT)	Profit After Tax	Earnings Per Share

## FY22 Consolidated Financial Performance

INR 12,020 Cr.	INR 1,873 Cr.	INR 1,110 Cr.
Revenues (incl. exports)	Exports from India	EBITDA
INR 691 Cr.	INR 201 Cr.	INR 8.53 /share
Cash Profit (PBDT)	Profit After Tax	Earnings Per Share



# Q4FY22 Financial Performance Highlights



(Rs. Crore)	Consolidated			Standalone		
	Q4 FY22	Q3 FY22	Q4 FY21	Q4 FY22	Q3 FY22	Q4 FY21
<b>Turnover</b>	<b>3,320</b>	<b>3,084</b>	<b>2,945</b>	<b>2,170</b>	<b>2,130</b>	<b>2,037</b>
<b>EBITDA</b>	<b>236</b>	<b>281</b>	<b>472</b>	<b>140</b>	<b>201</b>	<b>316</b>
<i>Margin</i>	<i>7.1%</i>	<i>9.1%</i>	<i>16.0%</i>	<i>6.5%</i>	<i>9.4%</i>	<i>15.5%</i>
<b>PBDT (Cash Profit)</b>	<b>135</b>	<b>177</b>	<b>367</b>	<b>83</b>	<b>144</b>	<b>259</b>
<b>PBT</b>	<b>44</b>	<b>88</b>	<b>281</b>	<b>28</b>	<b>84</b>	<b>210</b>
<b>PAT</b>	<b>38</b>	<b>54</b>	<b>195</b>	<b>26</b>	<b>58</b>	<b>137</b>
<i>Margin</i>	<i>1.2%</i>	<i>1.7%</i>	<i>6.6%</i>	<i>1.2%</i>	<i>2.7%</i>	<i>6.7%</i>
<b>EPS (Rs)</b>	<b>1.63</b>	<b>2.31</b>	<b>7.68</b>	<b>1.06</b>	<b>2.35</b>	<b>5.57</b>

# FY22 Financial Performance Highlights



(Rs. Crore)	Consolidated			Standalone		
	FY22	FY21	% change	FY22	FY21	% change
<b>Turnover</b>	<b>12,020</b>	<b>9,145</b>	<b>31%</b>	<b>8,062</b>	<b>6,170</b>	<b>31%</b>
<b>EBITDA</b>	<b>1,110</b>	<b>1,349</b>	<b>(18%)</b>	<b>731</b>	<b>887</b>	<b>(18%)</b>
<i>Margin</i>	<i>9.2%</i>	<i>14.8%</i>	<i>(560) Bps</i>	<i>9.1%</i>	<i>14.4%</i>	<i>(530) Bps</i>
<b>PBDT (Cash Profit)</b>	<b>691</b>	<b>884</b>	<b>(22%)</b>	<b>501</b>	<b>620</b>	<b>(19%)</b>
<b>PBT</b>	<b>309</b>	<b>534</b>	<b>(42)%</b>	<b>264</b>	<b>396</b>	<b>(33)%</b>
<b>PAT</b>	<b>201</b>	<b>331</b>	<b>(39%)</b>	<b>183</b>	<b>256</b>	<b>(29%)</b>
<i>Margin</i>	<i>1.7%</i>	<i>3.6%</i>		<i>2.3%</i>	<i>4.2%</i>	
<b>EPS (Rs)</b>	<b>8.53</b>	<b>12.97</b>	<b>(34%)</b>	<b>7.43</b>	<b>10.42</b>	<b>(29%)</b>

**1** Business Overview

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Management remains fully committed to implement its strategy to further expand its market presence and gain market share

## Strengthen Market Position across Segments

1. Focus on increasing volumes across all product segment in replacement and export segment
2. Expanding distribution channel through exclusive brand shops across PAN India to gain market share.
3. Extensive use of digital & AI tools

## Increase Global Business Share

1. Launching eco range of products for cars and buses (E-vehicle) fitted with ultra low rolling resistance tyres in domestic and export marketplace
2. Enhancing geographical reach in Europe, Australia and South Africa with wide product range

## Deleverage Balance Sheet

1. Committed to reduce long term borrowings significantly in next 3 years.
2. Accelerated reduction in borrowings through improved profitability

## Maximizing Benefits of Acquisitions

1. Acquired entities are contributing significantly to top and bottom line, creating value.
2. Substantial enhanced capacity across all product segments

## Product Portfolio Premiumization

1. Technologically advanced and eco-friendly tyres in line with market requirements
2. Dedicated domain experts for OHT/2W tyres to handle export markets

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**We strengthened our ESG initiatives around 5P's sustainability platform**



**SUSTAINABLE DEVELOPMENT GOALS**

1 NO POVERTY	2 ZERO HUNGER	3 GOOD HEALTH AND WELL-BEING	4 QUALITY EDUCATION	5 GENDER EQUALITY	6 CLEAN WATER AND SANITATION
7 AFFORDABLE AND CLEAN ENERGY	8 DECENT WORK AND ECONOMIC GROWTH	9 INDUSTRY, INNOVATION AND INFRASTRUCTURE	10 REDUCED INEQUALITIES	11 SUSTAINABLE CITIES AND COMMUNITIES	12 RESPONSIBLE CONSUMPTION AND PRODUCTION
13 CLIMATE ACTION	14 LIFE BELOW WATER	15 LIFE ON LAND	16 PEACE, JUSTICE AND STRONG INSTITUTIONS	17 PARTNERSHIPS FOR THE GOALS	SUSTAINABLE DEVELOPMENT GOALS

\* Conceptualized by JK Tyre

## Sustainability initiatives & practices leading to resource conservation and manufacturing excellence

### Research & Development Led

- Usage of Bio sourced materials
- Higher usage of recycled material

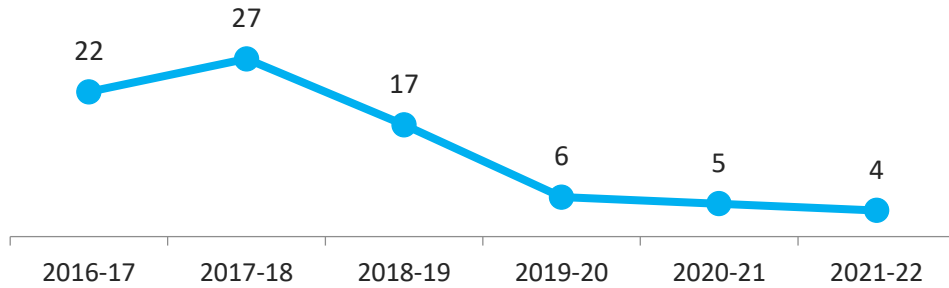
### Product Development Led

- Continuous improvement in RRC ( Rolling Resistance Coefficient)
- Continuous improvement in tyre dynamics, life and performance

### Manufacturing Led

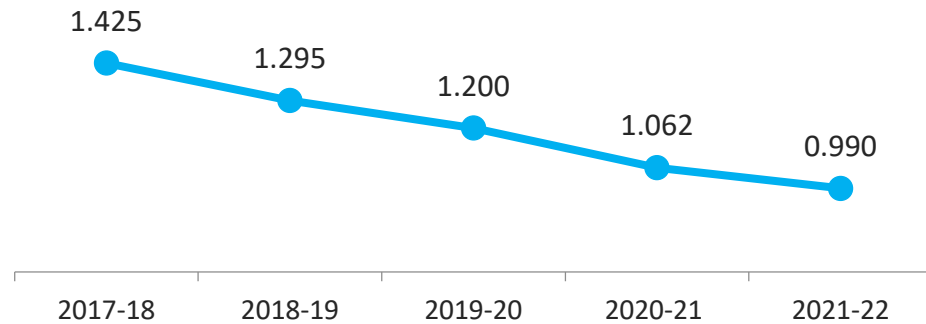
- All plants in India awarded with “Sword of Honour” by British Safety of Council, UK and 3 locations awarded with “Globe of Honour” for highest safety standards
- GHG Emission – Reduction in Carbon footprints
- Energy Conservation – Global benchmark
- Material Conservation – Process waste reduction
- Raw water usage – Global benchmark
- Plantation and Alternate Fuel – eCO2 sequestration & Green Coal (Bamboo & Biomass)
- Manpower Productivity – Improved MDPT
- Zero Waste to landfill
- Single Use Plastic free

## Safety – Reportable Incident (Nos.)



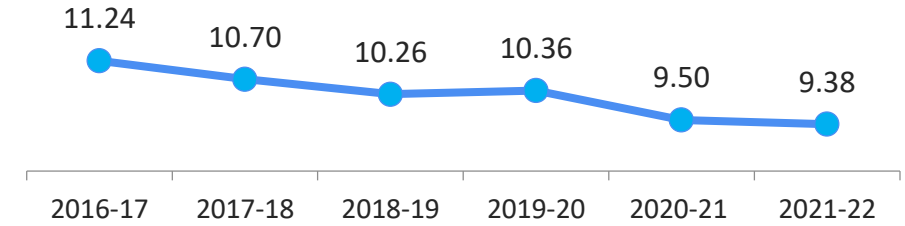
All Plants awarded with “Sword of Honour” by British Safety Council, UK and 3 locations awarded with “Globe of Honour”

## Green House Gas (GHG) Emission – Eq. CO<sub>2</sub> / MT



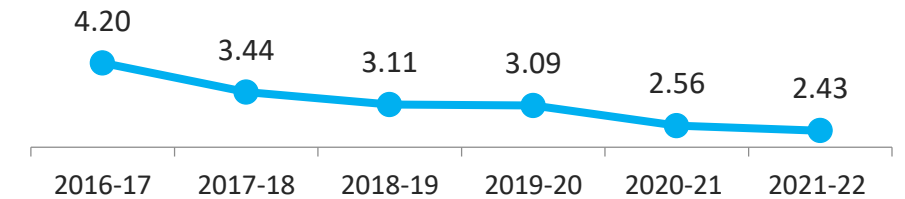
Reducing GHG Emission every year, amongst top 5 globally

## Energy Consumption (GJ / Tonne)



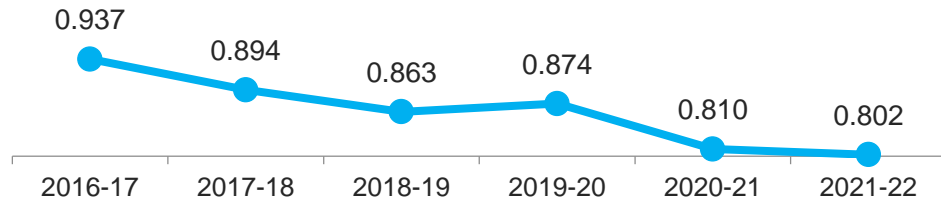
World’s Lowest energy consumption per ton of finish product, amongst top 3 globally

## Raw Water Consumption – KL / Tonne



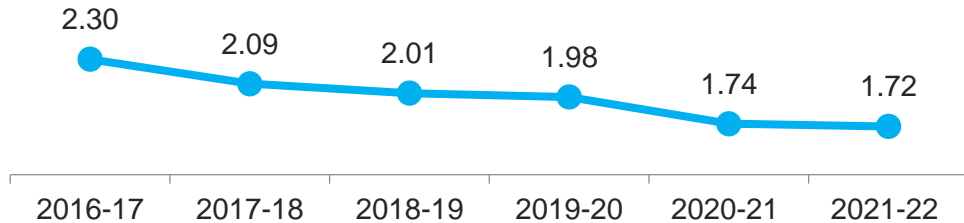
The Lowest Specific Raw Water Consumption Globally

## Specific Power Consumption – Kwh / Kg



Reducing Power Consumption trend every year

## Specific Steam Consumption (Kg / Kg)



Achieved the best consumption level in FY22

Source : Internal Estimates

## Recognitions to our efforts



“Among the India’s top 30 Most Sustainable companies, organized by Business World”



“ Energy Management Award for exemplary implementation of ISO 50001 Energy Management System Standard by Clean Energy Ministerial ”



“ National Water Award for Excellence in Energy and Water Management by CII ”



# Corporate Social Responsibility (CSR)



## Livelihood Enhancement

More than 1 lac people benefitted through our projects, viz., skill building, SHGs, agricultural & livestock development etc.

## Education

Adult literacy programs in remote villages (over 50,000 beneficiaries), Mysuru prisoners (over 6,000), Adoption of three ITI's (over 5000 students benefitted), road safety awareness campaigns etc.  
Lakshmipat Singhania School in Jaykaygram, Rajasthan (more than 6,000 students in last one decade)

## Healthcare & Sanitation

HIV/ AIDS prevention programs, reproductive and child health care program "Parivartan", health camps & eye Camps, toilets construction under Swachh Bharat Mission .  
PSRI Hospital & Research Institute (Multi-speciality state-of-the-art hospital in New Delhi)

## Water Conservation & Environment

Construction / De-siltation of water tanks (Benefited >1 Lac farmers) & farm ponds, field bunding and plantation

## COVID Management

Donated oxygen plant, oxygen concentrators, hospital beds, medicines, masks, PPE kits, sanitizers, food packets to hospitals, health centers, poor and needy people.

**More than 10 Lac people have been benefitted through our CSR Initiatives.**

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