



Result Update Presentation November 2016



Safe Harbor



This presentation and the accompanying slides (the “Presentation”), which have been prepared by Balkrishna Industries Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

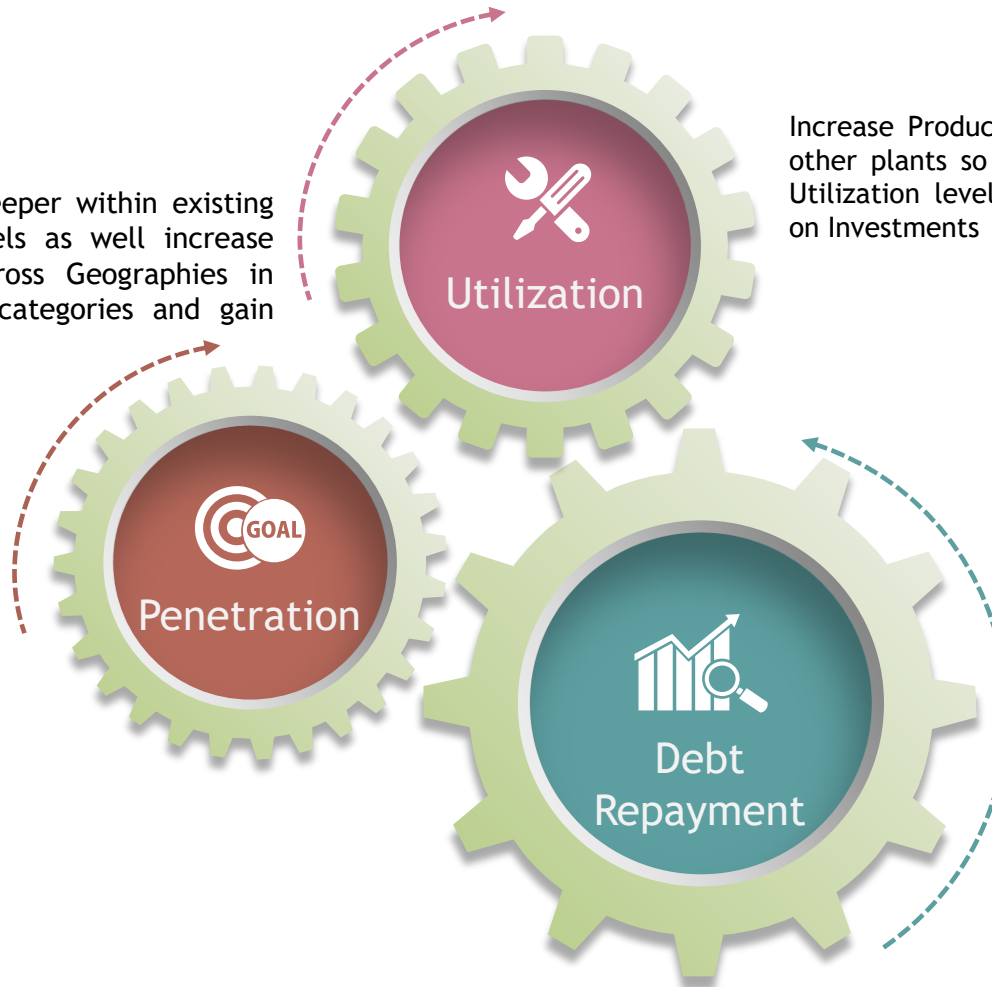
Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the tire industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Our Performance



Our Focus Areas

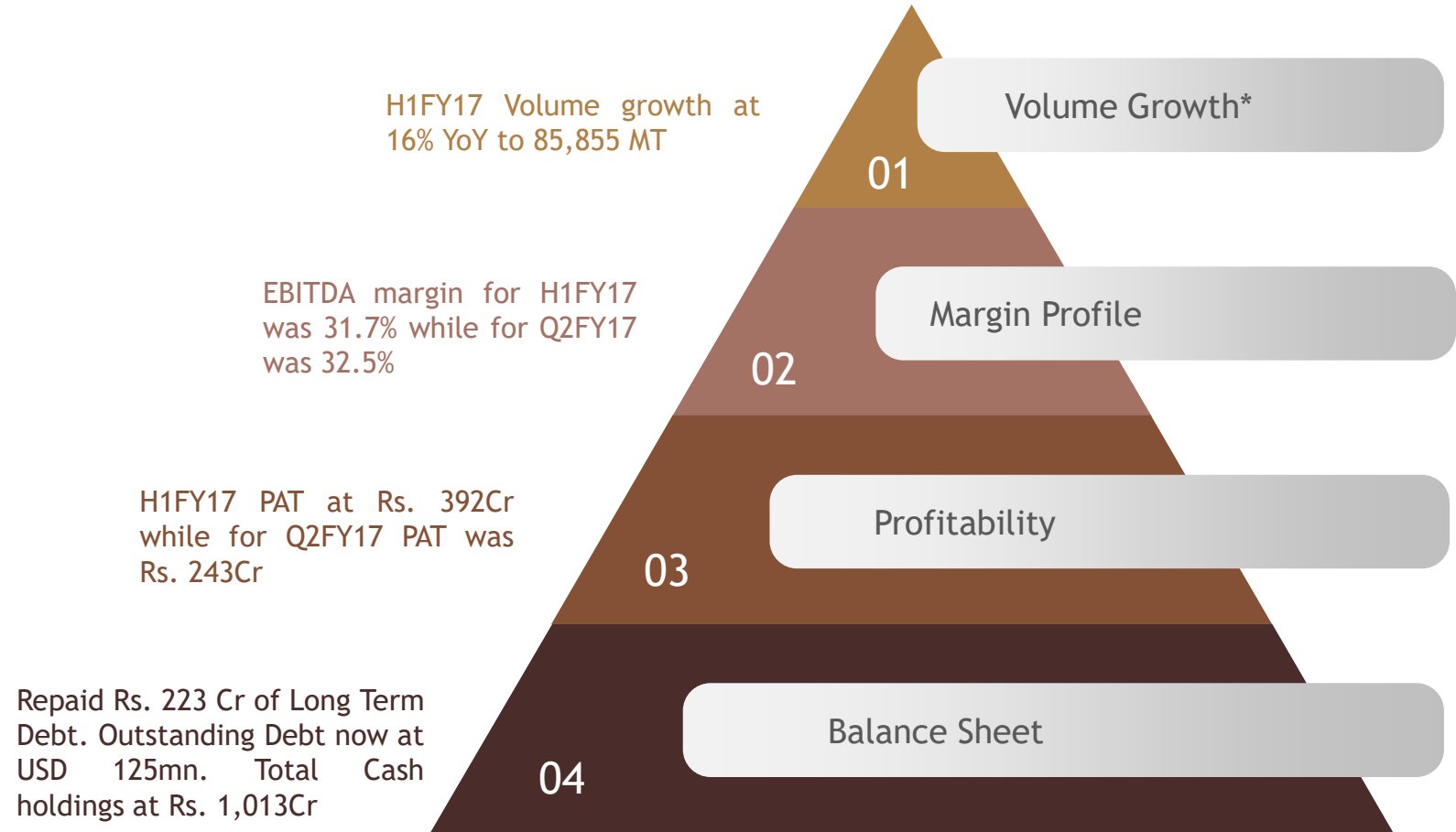
Penetrate deeper within existing Sales Channels as well increase footprint across Geographies in all product categories and gain market share



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

To Utilize available Cash flow for timely repayment of Long term Debts

Our Performance



FY17 Volume Guidance at 160,000MT - 170,000 MT

* As per IND-AS

Financial Highlights - H1FY17 (as per IND-AS)

Particulars in Rs.Crs	Q2 FY17	Q2 FY16	YoY %	H1FY17	H1FY16	YoY %
Sales (MT)*	42,550	35,056	21%	85,855	74,087	16%
Net Sales	926	813		1851	1677	
Other Operating Income	20	9		38	13	
Total Sales Revenue	947	822	15%	1889	1691	12%
Raw Material	382	303		755	709	
(Increase) / Decrease in Stock	-16	31		-4	44	
Employee Expenses	54	49		109	98	
Other Expenses	218	182		430	382	
EBITDA	307	256	20%	598	458	31%
EBITDA Margin	32.5%	31.2%		31.7%	27.1%	
Other Income	45	20		79	35	
Interest & Finance Charges	5	9		11	18	
Depreciation	72	70		150	134	
Net Forex Gain/(Loss)	59	-26		45	-21	
Profit Before Tax	334	171	95%	561	319	89%
Tax	91	65		170	111	
PAT	243	106	129%	392	208	105%
PAT Margin	25.7%	12.9%		20.8%	12.3%	
Other Comprehensive Income (Net of Tax)	16	-1		31	-1	
Total Comprehensive after Tax	259	106		423	207	

* As per IND-AS

Reconciliation as per Indian GAAP

Particulars in Rs.Crs	Q2FY16	H1FY16
Net Profit for the period as per Indian GAAP	125	277
Accounting for Derivatives and foreign exchange differences	-32	-71
Fair value measurement of Investments	9	-28
Other adjustments	13	13
Deferred tax on Ind -AS adjustments	-9	17
Net Profit before OCI for the period as per Ind-AS	106	208
Other comprehensive income (OCI) (Net of tax)	-0	-1
Total Comprehensive Income as per Ind-AS	106	207

Net Forex Gain/(Loss) Explanation

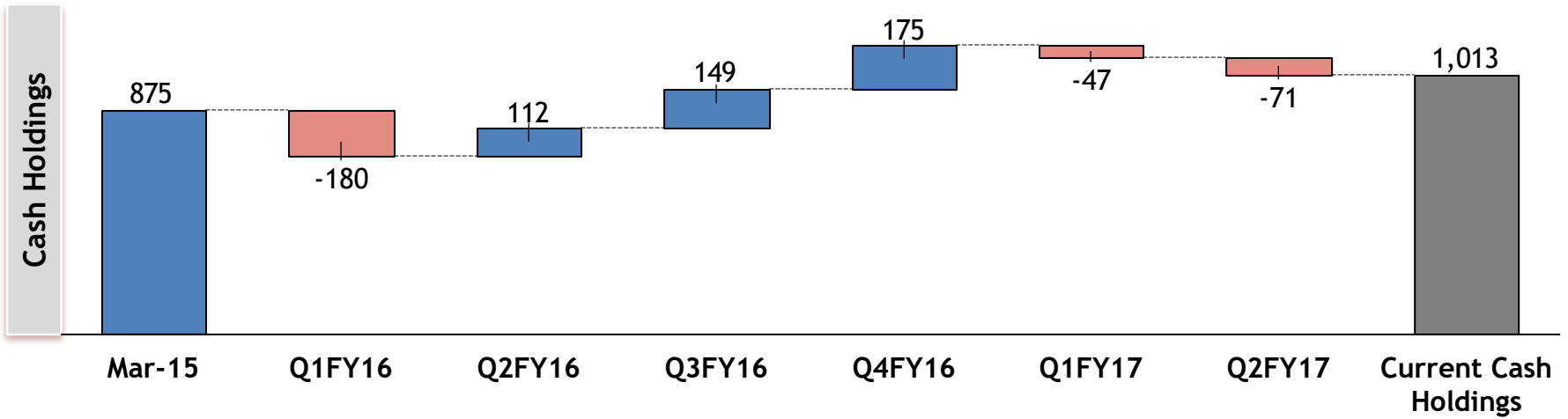
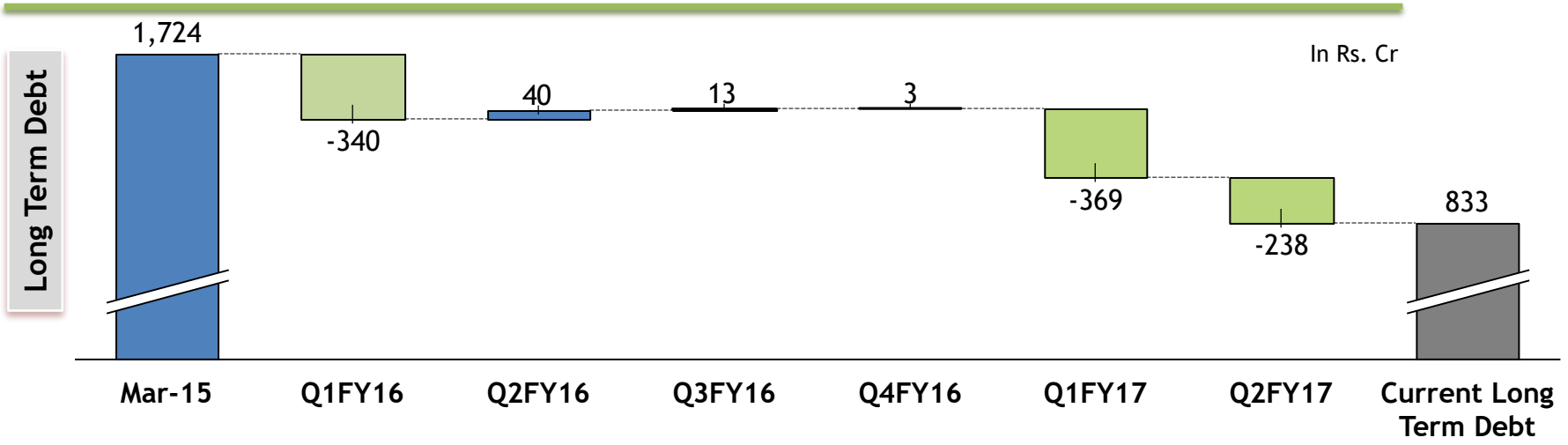
Particulars in Rs.Crs	Q2FY17	Q1FY17	Q2FY16	H1FY17	H1FY16
Foreign Exchange Fluctuation on Sales	19	32	-71	51	53
Foreign Exchange Fluctuation on Others	4	2	-3	6	-1
Total Realised Gain/(Loss) – A	23	34	-74	57	52
Foreign Exchange Fluctuation on Non Derivative Items	7	-17	67	-10	38
Foreign Exchange Fluctuation on Derivate Item	29	-31	-19	-2	-111
Total Unrealized Gain/(Loss) - B	36	-48	48	-12	-73
Net Forex Gain/(Loss) = A + B	59	-14	-26	45	-21

Balance Sheet as per IND-AS

Rs.Crs.	Sep-16
Shareholder's Fund	3,190
Share Capital	19
Reserves & Surplus	3,171
Non-Current Liabilities	516
Long term Borrowings	224
Deferred Tax Liabilities (net)	283
Provisions	9
Current Liabilities	1,580
Short term borrowings	494
Trade Payables	346
Other Current Liabilities	739
Total Liabilities	5,286

Rs.Crs.	Sep-16
Non-Current Assets	3,974
Fixed assets	3,048
Non-Current Investments	839
Other Non-Current Investments	87
Current Assets	1,312
Current Investments	154
Inventories	495
Trade Receivables	341
Cash and bank balances	28
Short-term loans and advances	26
Other Current Assets	271
Total Assets	5,286

Long Term Debt Profile

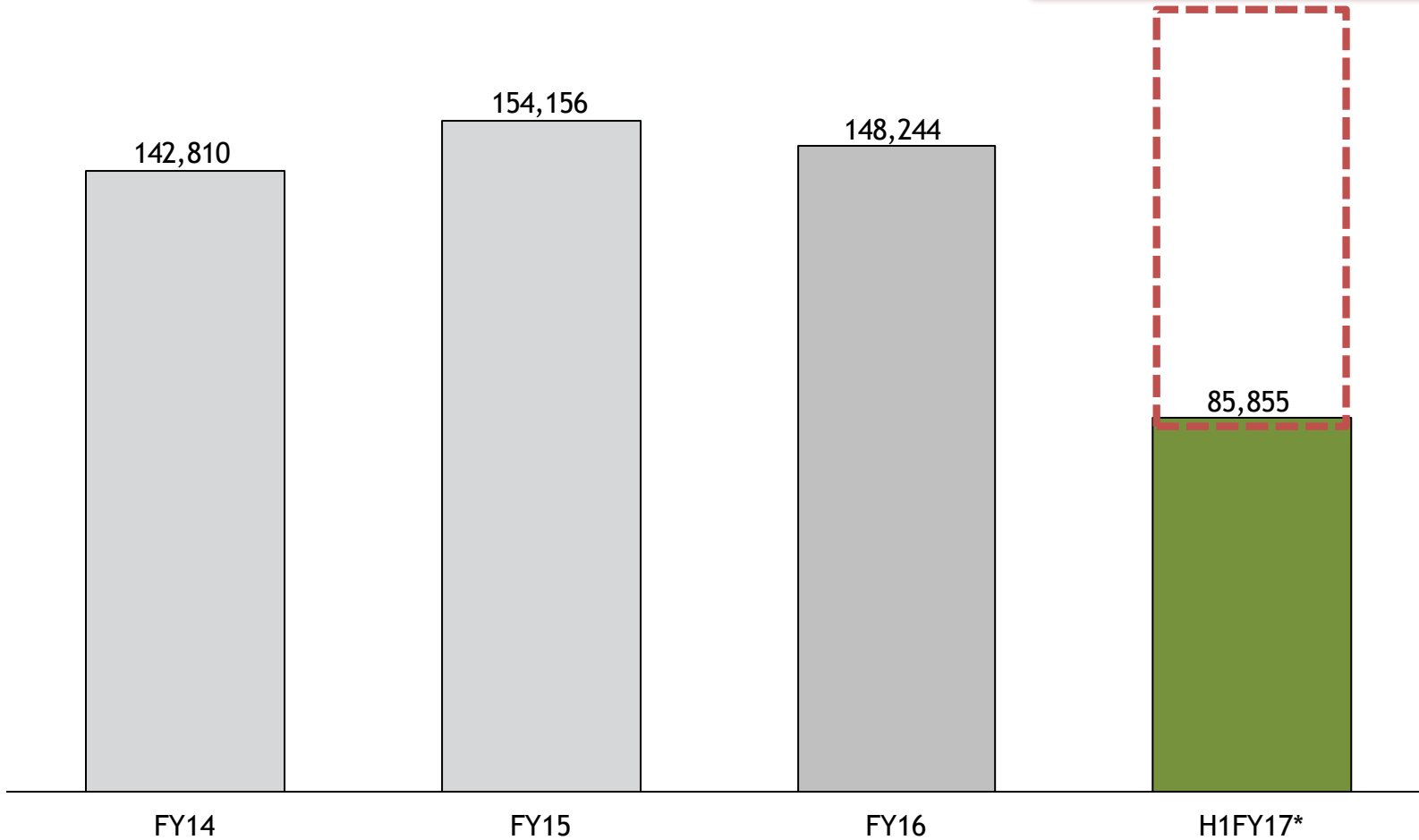


In August 2016 repaid Rs.223 Cr of Long term Debt; Outstanding Long Term Debt at USD 125mn

Sales Profile

In MT

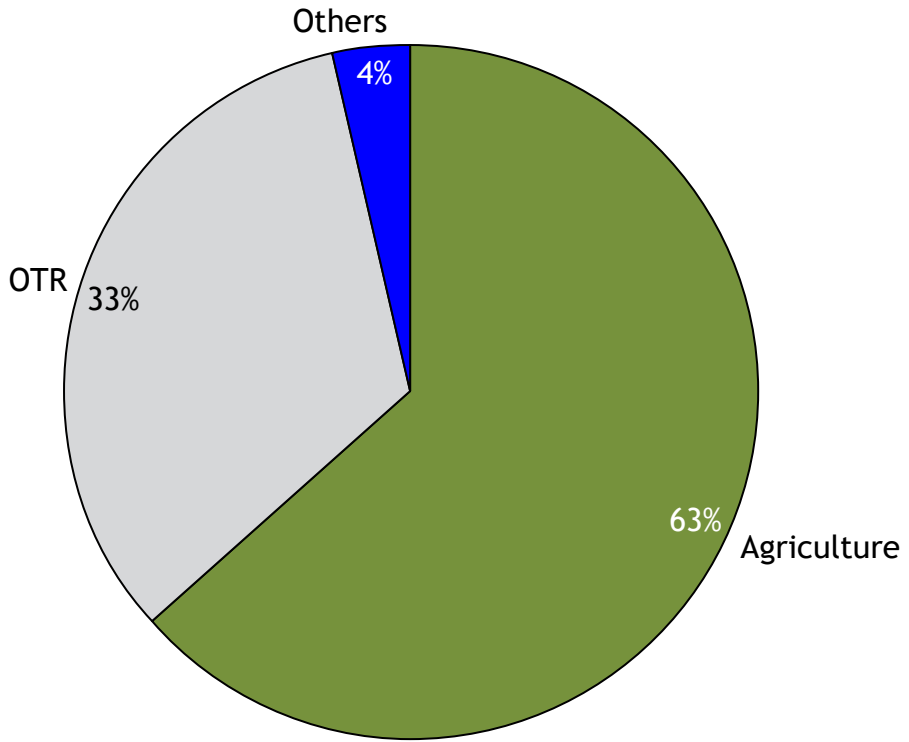
FY17 Volume Guidance at
160,000MT - 170,000 MT



* AS per IND-AS

Segmental Profile

Segmental Sales - H1FY17*



Agriculture

Tractors, Trailers, Farm equipments

OTR

Industrial, Construction & Earth Moving equipments

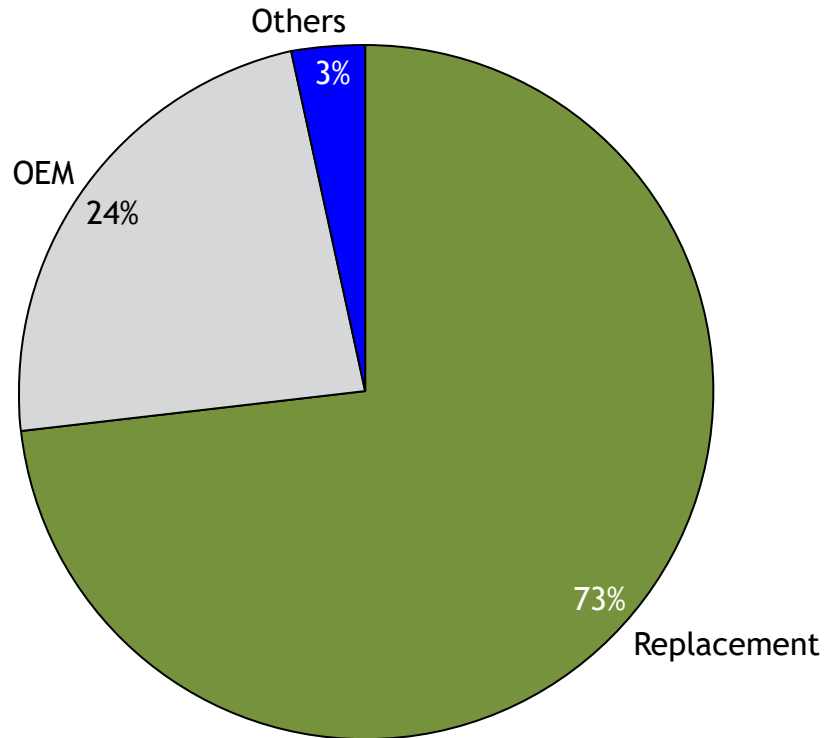
Others

All Terrain Vehicles, Lawn & Garden vehicles

* AS per IND-AS

Sales Channel Profile

Sales Channel - H1FY17*



Distributors

- Caters to replacement market
- Strong global network through a well diversified distributor network

OEM's

- Penetrating deeper in increasing share of business with existing OEM's
- Forging new relationships to expand OEM base

Others

- Taking advantage of our large SKU strength

BKT - A Strong Indian Brand



Applications of our Tires

Agriculture Tires



Cotton Pick Harvester



Tractor



Vineyard Harvester



Pivot Irrigator

Industrial Tires



Loader



Regular Dumper



Trailer

OTR Tires



Load Haul Dump



Underground Mining



Container Handler

BKT Tires and Monster Jam



Please [Click Here](#) for the Video

For further information, please contact:

Company :

Investor Relations Advisors :

Balkrishna Industries Ltd.
CIN - L99999MH1961PLC012185
Mr. B K Bansal, Director - Finance
bkbansal@bkt-tires.com

Strategic Growth Advisors Pvt. Ltd.
CIN - U74140MH2010PTC204285
Mr. Shogun Jain / Ms. Payal Dave
shogun.jain@sgapl.net / payal.dave@sgapl.net
+91 77383 77756 / +91 98199 16314

www.bkt-tires.com

www.sgapl.net
