BALKRISHNA INDUSTRIES LTD.

Investor Presentation

July '26

GROWING TOGETHER

Safe Harbor

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Q1FY27 Highlights

Q1FY27 Performance highlights

OHT Business

- Contributed ~90% to overall revenue
- Sales Volumes at 93,770 MT; Highest ever quarterly Sales volume
- Witnessed stable environment in Europe
- India market performed exceptionally well

Carbon Black

- Contributed ~10% to overall revenue
- Commissioned the phase 2 of carbon black plant taking the total capacity to 360,000 MTPA.
- For the energy circularity model, already increased captive power capacity to 64MW.

On-Highway Business

- Started supplies in Commercial Vehicles Tyres i.e. Truck Bus Radial Tires in April 2026
- 2-wheeler tyres product portfolio has been introduced with select products targeting domestic market
- Launched a 24x7 journey assistance program named as YOU FORWARD, aimed at two-wheeler riders across India
- PCR tires to be launched as per schedule

All Figures on Standalone basis

Performance Snapshot – Q1FY27

OHT Sales Volume

93,770 MT

+16% YoY

Revenue

Rs. 3,409 cr

+24% YoY

EBITDA

Rs. 703 cr

+7% YoY

EBITDA Margin

20.61%

-315 bps YoY

Net Profit

Rs. 432 cr

+50% YoY

Dividend*

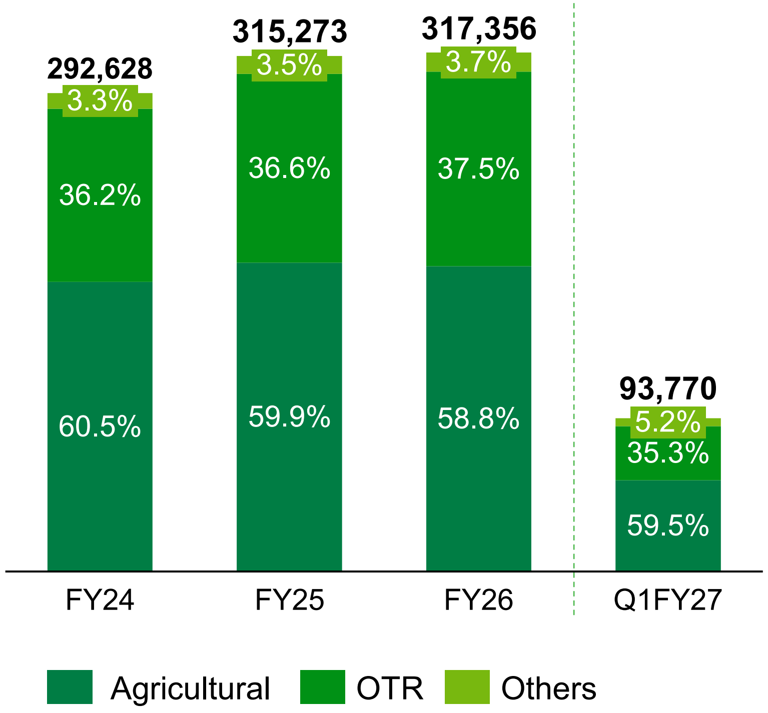
Rs. 4/- per equity share

All Figures on Standalone basis

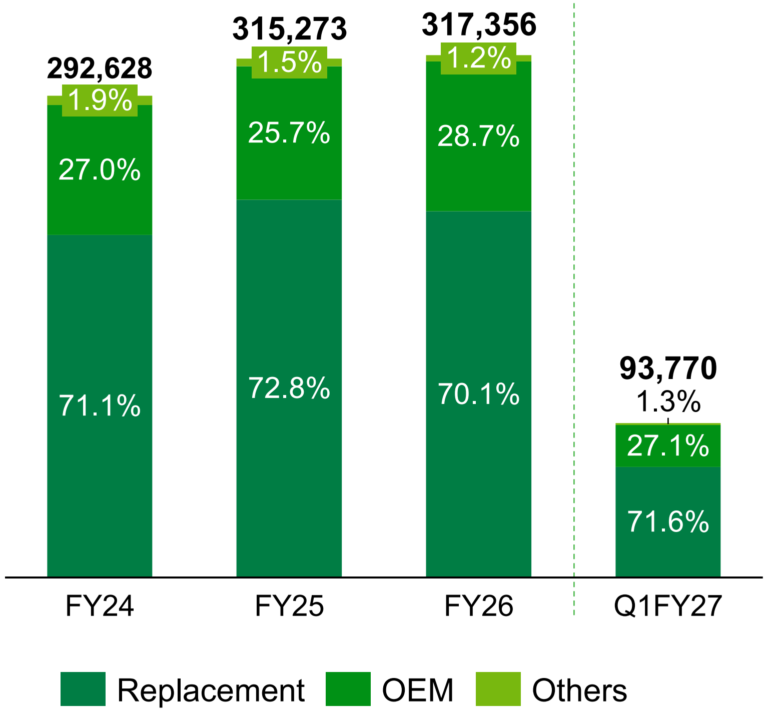
*1st Interim Dividend

OHT Sales Volume Profile

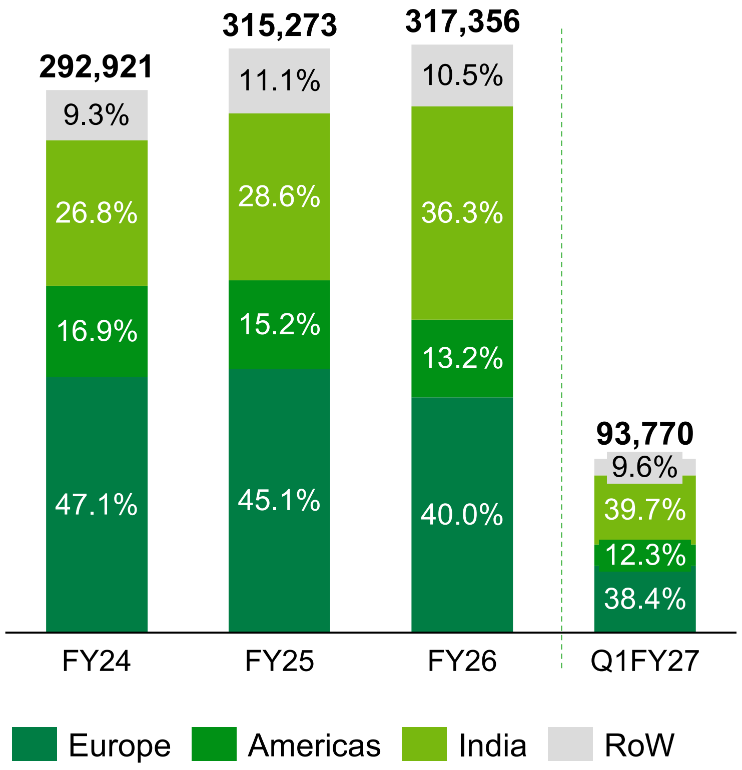
Segmental Sales



Channel Sales



Geographical Sales



Sales volumes in MT

All Figures on Standalone basis

Profit & Loss

Particulars (Rs in Cr)	Standalone					
	Q1FY27	Q1FY26	YoY	FY26	FY25	YoY
Sales (MT)	**93,770**	**80,664**	**16%**	**3,17,356**	**3,15,273**	**1%**
Revenue from Operations	3,445	2,760		10,820	10,413	
Realized Gain on Foreign Exchange	-36	-1		-164	202	
Total Income	**3,409**	**2,759**	**24%**	**10,656**	**10,615**	**0%**
Raw Material	1,935	1,285		5,301	5,119	
(Increase) / Decrease in Stock	-200	53		-51	-56	
Employee Expenses	153	130		522	494	
Other Expenses	819	635		2,462	2,377	
EBITDA	**703**	**656**	**7%**	**2,423**	**2,682**	**-10%**
EBITDA Margin	***20.6%***	***23.8%***		***22.7%***	***25.3%***	
Other Income	68	104		248	267	
Unrealized Gain / (Loss)	57	-154		-144	7	
Interest & Finance Charges (Net)	42	29		147	125	
Depreciation	203	186		764	674	
Profit Before Tax	**582**	**391**	**49%**	**1,617**	**2,156**	**-25%**
Tax	150	104		395	528	
Profit After Tax	**432**	**287**	**50%**	**1,222**	**1,628**	**-25%**
PAT Margin	**12.7%**	**10.4%**		**11.5%**	**15.3%**	

All Figures on Standalone basis

Balance Sheet

Particulars (Rs. Cr.)	Mar'26	Mar'25
ASSETS		
Non-current assets	**12,581**	**10,040**
Property, Plant and Equipment	7,297	6,834
Capital work-in-progress	2,472	985
Investment Property	56	61
Other Tangible Assets	3	1
Right of use Assets	17	17
Financial Assets		
(i) Investments	1,797	1,562
(ii) Other Financial Assets	38	106
Income Tax Assets (Net)	25	21
Other non-current assets	875	453
Current assets	**5,132**	**5,519**
Inventories	1,714	1,716
Financial Assets		
(i) Investments	1,327	1,703
(ii) Trade Receivables	1,622	1,611
(iii) Cash and cash equivalents	27	57
(iv) Bank Balances other than (iii) above	4	6
(v) Loans	10	10
(vi) Others	13	91
Other Current Assets	415	327
TOTAL	**17,713**	**15,560**

Particulars (Rs. Cr.)	Mar'26	Mar'25
EQUITY AND LIABILITIES		
EQUITY	**10,966**	**10,384**
Equity Share Capital	39	39
Other Equity	10,928	10,345
Non-Current Liabilities	**1,718**	**1,013**
Financial Liabilities		
(i)Borrowings	888	387
(ii)Other Financial Liabilities	281	22
Provisions	51	43
Deferred Tax Liabilities (Net)	317	457
Other Non-Current Liabilities	180	103
Current liabilities	**5,029**	**4,163**
Financial Liabilities		
(i) Borrowings	3,161	2,825
(ii) Trade Payables	919	746
(iii) Other Financial Liabilities	584	302
Other Current Liabilities	359	285
Provisions	6	5
Tax Liabilities		-
TOTAL	**17,713**	**15,560**

All Figures on Standalone basis

BKT

GROWING TOGETHER

Growth Roadmap: Goals & Strategy

2.2x Revenue Growth by 2030

5year CAGR : ~17%

~ Rs. 10,600cr → ~ Rs. 23,000 cr

2025 — 2030

~ Rs. 23,000 cr by FY30

~70%
OHT Business

~10%
3rd Party sales of Carbon Black

~20%
On-Highway Business

2.2x Revenue Growth by 2030

Overall Capex till FY29: Rs. 6,800cr

+

Achieve 8% global market share in OHT segment

=

2.2x Revenue by FY30

OHT Strategy

- **Agricultural Tires:** To sustain and further consolidate global leadership
- **Mining Tires:** Only Indian manufacturer to develop All-Steel Radial technology up to 57 inches. With full range in both Bias and Radial technologies, the global mining tire market offers a clear runway for accelerated growth
- Established a strong portfolio in Tracks, Industrial and Construction tires
- **Tracks:** Expanding of dedicated manufacturing facility for Tracks

- The on-going capex of 35,000 MTPA along with De-bottlenecking efforts, the OHT tire capacity will increase to 425,000 MTPA enabling us to reach 8% global market share
- Reaching 10% global market remains a strategic goal, to be pursued through modular, carefully phased investments.

OHT Strategy

~70% Revenue Contribution by FY30

Achieve ~8% global market share

Expand Carbon Black capacity

- To capitalize on synergies with tire operations and leverage energy and raw material integration, engaged in expansion of Carbon Black plant

- Expansion ensure Raw material availability, Energy circularity and support sustainability efforts

- Capacity increased to 360,000 MTPA along with co-gen power capacity of 64 MW at Bhuj

- Further strengthens market position as a high-quality reliable supplier of Carbon Black to Tire companies in Domestic and International markets

Expand Carbon Black capacity

~10% Revenue Contribution by FY30

To become a preferred supplier for Tire & Non-Tire segment

On-Highway Business strategy for India

- Planned a modular entry into:
  - Premium Passenger Car Radial Tires
  - Commercial Vehicles Radial Tires
- Initial focus in on Indian Replacement Market for both the categories.

- CV Radial tires pilot launched in Q4FY26 and will ramp up gradually
- PCR tires pilot will follow in Q3FY27 and will ramp up gradually

On-Highway Business strategy for India

~20% Revenue Contribution by FY30

Achieve ~5% market share

BKT: Competitive Advantages

SCALABLE INFRASTRUCTURE

Sufficient land and upstream equipment in place. Also possess the talent and systems required to scale the business

STRONGER BRAND EQUITY

Investments in brand building will now generate greater value across a wider revenue base

INTEGRATED CARBON BLACK PLANT

The Carbon Black plant generates power for tire facilities, reducing a major manufacturing cost and ensuring control over a key raw material

BKT: Result of Competitive Advantages

ROBUST PROFITABILITY OUTLOOK

Expect blended margins post full commercialization to be in the range of 23-25% allowing absolute EBITDA to grow significantly

On enhanced revenue backed by a superior product mix and operational strengths, do not anticipate a significant decline in ROCE as full potential is achieved.

BKT At A Glance

BKT: Wheels of Excellence

Global Leadership in Off-Highway Tires

India's foremost exporter in the Off-Highway tire segment, with a solid presence across agriculture, construction, mining, and industrial applications

Wide and comprehensive product portfolio

A deep understanding of customer needs has led to the development of over 3600 SKUs, enabling tailored solutions across a wide range of specialised applications

Global distribution network

Sales to over 160 countries through Distribution network in the Americas, Europe, India and the rest of the world

No. of facilities

Tire Manf. : 4

Carbon Black Manf.: 1

Mould Manf. : 1

Drum Manf. : 1

Wind Farm: 1

Current Capacities

Tire manufacturing capacity: Achievable output of 3,60,000 MTPA

Carbon Black: In-house achievable capacity of 3,60,000 MTPA, including 30,000 MTPA of high-value advanced carbon material

FY26 Financials

Revenue: Rs. 10,656 Cr

PAT: Rs.1,222 Cr

BKT: Through the Years

1987-1995

1987 - 1st Plant in Aurangabad inaugurated by our Founder Chairman, Late Mr. M P Poddar

1995 - Started Production of Off-Highway Tires

2002-2003

2002 - Plant in Bhiwadi, Rajasthan

2003 - Production of ATV, Gardening and earthmoving Tires

2004-2006

2004 - Launch of Radial Agrimax Tires

2006 - Plant in Chopanki, Rajasthan

2008-2009

2008 - Launch of Earthmax Tires

2009 - Crosses Rs. 1,000 cr Turnover

2011-2015

2011 - Rebranding of BKT

2015 - Started Greenfield Plant in Bhuj, Gujarat

2018-2020

2018 - Announced Capex at Waluj and Bhuj

2020 - Self Reliant on Carbon Black with the completion of Phase 2 at Bhuj in Gujarat

2021-2022

2021 - Commercialized new replacement plant at Waluj (Waluj 2) with capacity of 30,000 MTPA

2022 – Commercialized brownfield tire plant at Bhuj with capacity of 50,000 MTPA

2023-2025

2023 – Increased capacity at Waluj to reach 55,000 MTPA

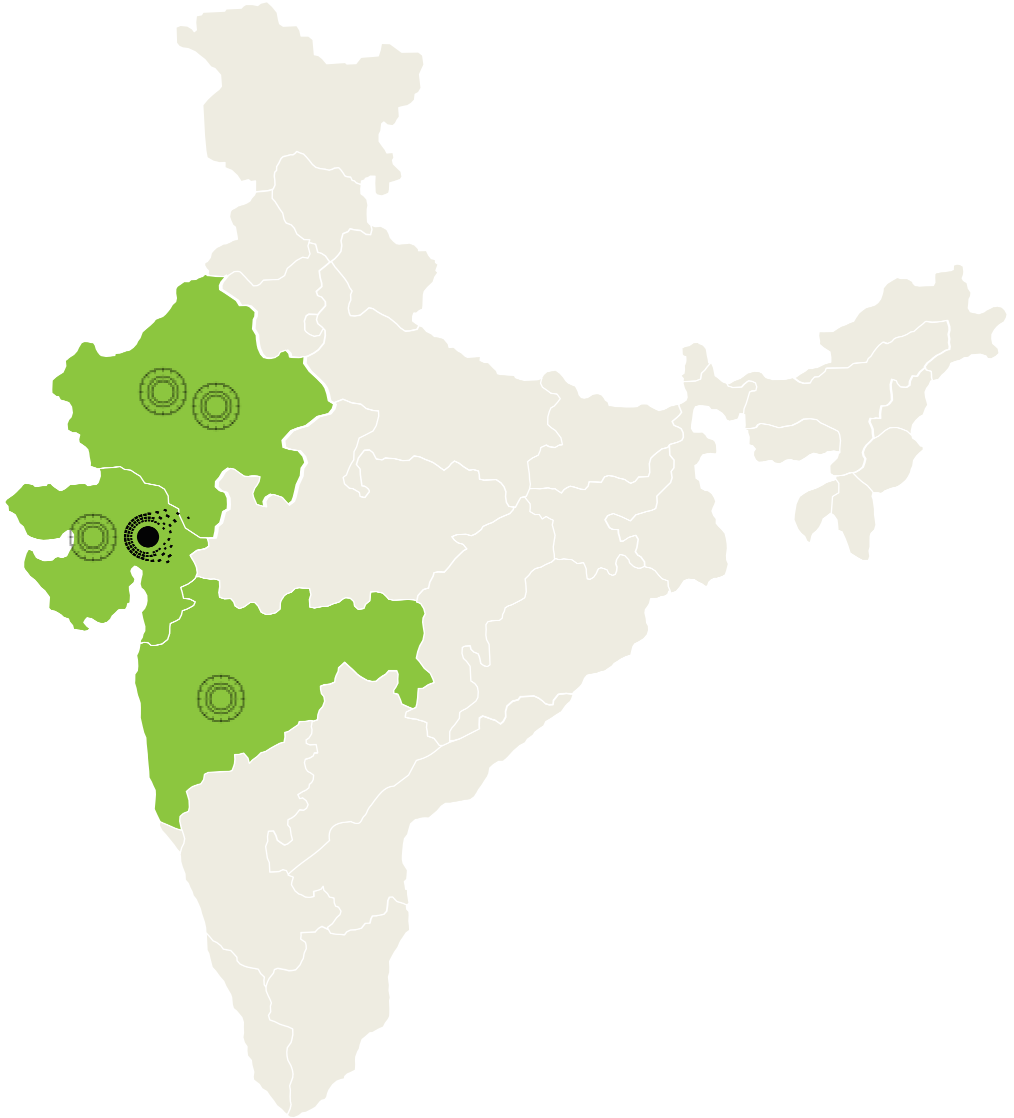
2024 – Completed capex for Advanced Carbon materials

2025 – Announced capex for premium passenger car segment and commercial vehicle radial tire segment

Manufacturing Footprint: Tires & Carbon Black

India
Our Manufacturing Base

- Waluj, Maharashtra — Tire
- Bhiwadi, Rajasthan — Tire
- Chopanki, Rajasthan — Tire
- Bhuj, Gujarat — Tire, Carbon Black



Tire

Carbon Black

Note – Maps not to scale. All data, information, and maps are provided “as is” without warranty or any representation of accuracy, timeliness or completeness

Serving Global OEMs

The Brand Names and logos mentioned are the property of their respective owners and are used here for identification purposes only

Board of Directors

Arvind Poddar

Chairman, Managing Director and member of Business Responsibility and Sustainability Committee

Rajiv Poddar

Joint Managing Director and member of Business Responsibility and Sustainability Committee

Vipul Shah

Director and Company Secretary

Vijaylaxmi Poddar

Non-Executive — Non-Independent Director

Ashok Saraf

Non-Executive — Non-Independent Director

Pankaj Ghadiali

Non-Executive — Independent Director and Chairman of Business Responsibility and Sustainability Committee

Shruti Shah

Non-Executive – Independent Director

Laxmidas Merchant

Non-Executive – Independent Director

Rahul Dutt

Non-Executive – Independent Director

Natarajan Gnanaskandan Tanjore

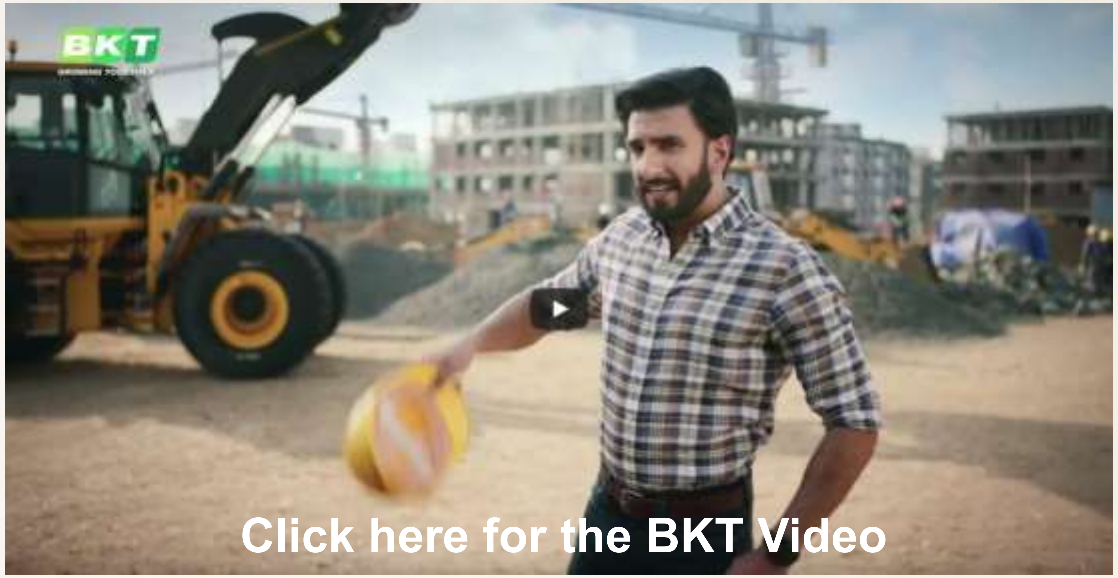
Non-Executive – Independent Director

Strengthening BKT Brand: India

Ravichandran Ashwin is the Brand Ambassador of BKT

Well recognized International Brand

Strengthening BKT Brand: India



Ranveer Singh is the Brand Ambassador of BKT

Launch of On-Highway Business in India

BKT TYRES

ELEVATE YOUR DRIVE

Click here for the Brand Film

BKT 2.0 – The New Brand Architecture

GROWING TOGETHER

TYRES
ELEVATE YOUR DRIVE

IDENTITY FOR TYRES BUSINESS (OHT + ON-HIGHWAY)

CARBON
YOUR SUCCESS, OUR PRIORITY.

IDENTITY FOR CARBON BUSINESS

"Strong companies evolve not because something is broken, but because the future demands more."

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Achievements & Milestones

BKT Receives Caterpillar "Excellence Level" Recognition for Fourth Consecutive Year

BKT received the "Excellence Level" award from Caterpillar's Global Supplier Excellence Recognition (SER) program for outstanding performance in quality, delivery, and customer support

BKT Sets Up Advanced R&D Base at NATRAX

BKT inaugurated a dedicated Vehicle Dynamics & Testing (VD&T) base at the National Automotive Test Tracks (NATRAX) in Indore, Asia's second largest and longest test track facility

BKT Bhuj Plant Achieves Five-Star Rating from British Safety Council

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BRITISH SAFETY COUNCIL

Five Star Occupational Health and Safety Audit

BKT Bhuj plant achieved a Five-Star grading in the British Safety Council's Occupational Health and Safety Audit, reflecting best-in-class standards in workplace safety, health management, and risk control systems

BKT extends partnership with Cricket Australia

BKT Tires has extended partnership with Cricket Australia through to the 2028-29 seasons

Collaborating with Cricket Australia is not just about expanding our reach. It is about proving that lasting impact is built on long-term vision and unwavering commitment

A long-term strategic partnership is never just about visibility. It is about continuity, shared values, and building deep-rooted trust over time

BKT introduces 'YOU FORWARD' for two-wheeler riders

BKT Tires has introduced a 24x7 journey assistance programme called BKT YOU FORWARD for two-wheeler riders

The initiative marks the company's shift from a pure tyre manufacturer to a comprehensive mobility partner, offering support that extends well beyond the point of sale and aligns with its Elevate Your Drive philosophy

Veteran actor Rakesh Bedi brings this story to life in BKT's new digital campaign - because the everyday realities of Indian riders deserve more than a product. They deserve a partner

Click here for the Brand Film

GROWING TOGETHER

Sustainability at BKT

ESG Approch

ENVIRONMENT

- Sustainable Strategy for Climate Resilience
- Energy Management
- Emission Management
- Waste Management and Circular Economy
- Water Stewardship
- Biodiversity Protection

SOCIAL

- Labour Management and Human Rights
- Training, Education and Wellbeing
- Diversity, Equity and Inclusion
- Prioritising Occupational Health and Safety
- Education
- Health
- Rural Development

GOVERNANCE

- Economic Performance
- Corporate Governance
- Business Ethics and Compliance
- Ethical Procurement
- Sustainable Supply Chain
- Innovation and Digitisation

FY25: ESG Priorities & Progress - Environment

21.37%
YoY reduction in non-renewable grid electricity consumption

19.42%
YoY increase in energy consumed from renewable sources

36,177 GJ
of the total energy consumed from renewable sources

During the reporting period, we achieved a

7%
YoY reduction in SOx emissions and a

3,423 tCO_2e
of GHG emissions avoided as a direct result of emission reduction initiatives

Total Scope 1 and Scope 2 emission intensity per rupee revenue is

0.73 tCO_2e/ Lakhs

32%
of renewable raw materials used

2.10%
Recycled content used

14.92%
YoY decreases in total waste generation

16%
YoY reduction in Particulate Matter emissions

7,306 tCO_2e
avoided through renewable sources

ISO 14001:2015
Certification received for Bhiwadi and Chopanki units

98.17%
of total waste generated was either recycled or reused

16.29%
YoY decrease in plastic waste

35,701
New trees planted, covering an area of 19,177 m^2

10.60%
YoY increase in total water withdrawal from outsourced treated wastewater

FY25:ESG Priorities & Progress – Social & Governance

5,08,743 hours
Training provided to employees and workers in FY 2024-25

Zero cases
of Human Rights violations

Zero fatalities
in the last three years

25%
Women on the Board of Directors

Zero cases
of Anti-bribery, Anti-corruption

Zero cases
of corruption involving the Board of Directors, employees, and business partners

ISO 45001:2018
Certification received for Bhiwadi

100% New suppliers
are assessed based on environmental and social criteria

Zero incidents
of Data losses in the last three years

Zero cases
of Bribery and Conflict of Interest against BOD and employees

43%
Increase in total training hours per employee compared to FY 2023-24

100%
of employees and workers received Performance and Career Development reviews

₹32.94 Crores
Spent on 26 CSR projects

Advancing Healthcare, Education Community Well-being

Healthcare Access & Technology

- Donated **robotic surgery systems** to AIMS Thane & KEM Hospital Mumbai
- Supported **Tata Memorial Hospital** for cancer care access
- Partnered with **BAVP** to strengthen rural healthcare & expand Hedgewar Hospital
- Donated **ambulances** to boost emergency care in Daman & Silvassa

Nutrition & Education

- With **Akshaya Patra**, served over 20,000 mid-day meals to children in Bhuj
- Supported **Muktangan Education Trust** for inclusive learning & teacher training

Community Development

- Constructing a **Community Hall for Ahir Samaj** in Bhuj to promote social and educational engagement
- Extended support to several **grassroots NGOs including Child Welfare Trust (Bhuj), Sapna Shikshalaya (Delhi), Sunshine Society (Noida) and others**

Sharing with society

BKT Foundation inaugurated a state-of-the-art Sports Injury and Rehabilitation Centre at KEM hospital in Mumbai

Sharing with Society

BKT Foundation has been featured on the Wall of Giving at TATA MEMORIAL HOSPITAL, in recognition of its long-standing commitment to supporting access to high quality, evidence based and affordable cancer care

Ratings

S&P Global ESG score: *58*

Top among Indian Industry Peers

CRISIL Rating: AA/Positive to AA+/Stable

Crisil ESG Rating: *57 (+3), Adequate*

GROWING TOGETHER

Company

GROWING TOGETHER

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