

To,

Date:20/05/2026

The Manager,  
Listing Compliance Department  
National Stock Exchange of India Limited  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (East), Mumbai-400051

**NSE SYMBOL: VIAZ**

**ISIN: INE0MO401019**

**Sub: Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 related to Investors' Presentation.**

Dear Sir/Ma'am

Pursuant to Regulation 30 of the SEBI (Listing Obligations Disclosure Requirements) Regulations, 2015, we are submitting herewith the Investors' Presentation on the Financial Results of the Viaz Tyres Limited ("the Company") for the half year and financial year ended on March 31, 2026.

You are requested to kindly take the said information on your record and acknowledge it.

Thanking you,  
Yours faithfully,

For and on behalf of  
**Viaz Tyres Limited**

**Mr. Rajeshkumar Prabhudas Patel**  
**Whole-Time Director**  
**DIN: 07883688**

**REGISTERED OFFICE**

**VIAZ TYRES LIMITED**

(FORMERLY KNOWN AS VIAZ TUBES PRIVATE LIMITED)

915/916, Maple Trade Center, Nr. Surdhara circle,  
Sal Hospital Road, Ahmedabad - 380059, Gujarat, India

**FACTORY ADDRESS**

**VIAZ TYRES LIMITED**

(FORMERLY KNOWN AS VIAZ TUBES PRIVATE LIMITED)

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# PERFORMANCE

That Never Deflates



## SAFE HARBOUR

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The Company’s actual results, levels of activity, performance, or achievements could differ materially from those expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained herein. Any forward-looking statements or 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.



## ABOUT US

Viaz is among India's largest organized manufacturers of butyl tyre tubes.

Viaz Tyres, founded in 2018, produces butyl inner tubes and OTR/ADV tubes, along with white-label engine oil and grease. Its Ahmedabad facility manufactures 1.56 crore tubes annually, serving 19+ Indian states and international markets including the USA, Turkey, Romania, UAE, and Colombia.



**20+**  
Years of experience



**300+**  
Employees



**2000+**  
Dealers



**2.4+ lakh Sq Ft.**  
Manufacturing Facility



**5 Continents**  
Supplying Access

## BUSINESS MODEL

*Viaz operates a dual-vertical model, combining in house manufacturing with asset-light tyre distribution.*



### Manufacturing: Rubber Inner Tubes

In-house manufacturing of butyl rubber inner tubes

Sales through an established pan-regional distributor network

Replacement-led demand ensures steady and recurring volumes



**Butyl Inner Tubes**



**Automotive Care & Accessories**



**Tyres & Mobility Solutions**

## What is Butyl Rubber ?

*Butyl rubber is synthetic rubber with high air impermeability made from isobutylene + isoprene*

*Viaz is among the largest organised Butyl Tube manufacturers in India*

### *Energy Efficiency in Production*

Butyl rubber manufacturing is less energy-intensive than some alternatives, reducing production costs for large scale players.

### *Large Market*

India's inner tube market is estimated at USD 1.6 Bn (2025), with butyl tubes accounting for 60%+ of global inner tube demand.

### *High Replacement Intensity*

Butyl tubes are replaced 2–3× more frequently than tyres in two- and three wheelers due to punctures and wear, creating consistent repeat demand.

### *Manufacturing-Led Advantage*

Butyl tubes require process control, compounding expertise, and quality consistency, areas where organised players outperform the unorganised segment



## New Introductions in Product Portfolio



**Two-wheeler Tyres**



**Three-wheeler Tyres**



**Light Commercial Vehicle (LCV) Tyres**



**Agricultural & farm equipment Tyres**

## Why Enter Tyre Manufacturing Now?

### *Natural Extension of Viaz's Core Strengths*

Viaz leverages decades of manufacturing experience and an established dealer & OEM network, reducing go-to-market risk.

### *Higher Value Per Unit*

Tyres deliver multiple times higher realisation per unit compared to tubes, structurally improving revenue scale and margin potential.

### *India's Tyre Growth Cycle*

India's tyre market is valued at ~USD 13.4 Bn and is expected to nearly double to ~USD 27.6 Bn by 2033, growing at 7-8% CAGR.

### *Right Timing, Right Economics*

Favourable raw material trends, localisation push, and policy support make this an attractive window for capacity creation.

### *Replacement-Led Demand Engine*

Over 70% of tyre demand in India comes from the replacement market, driven by a growing vehicle parc and recurring wear-out cycles.

### *Future-Ready Manufacturing Platform*

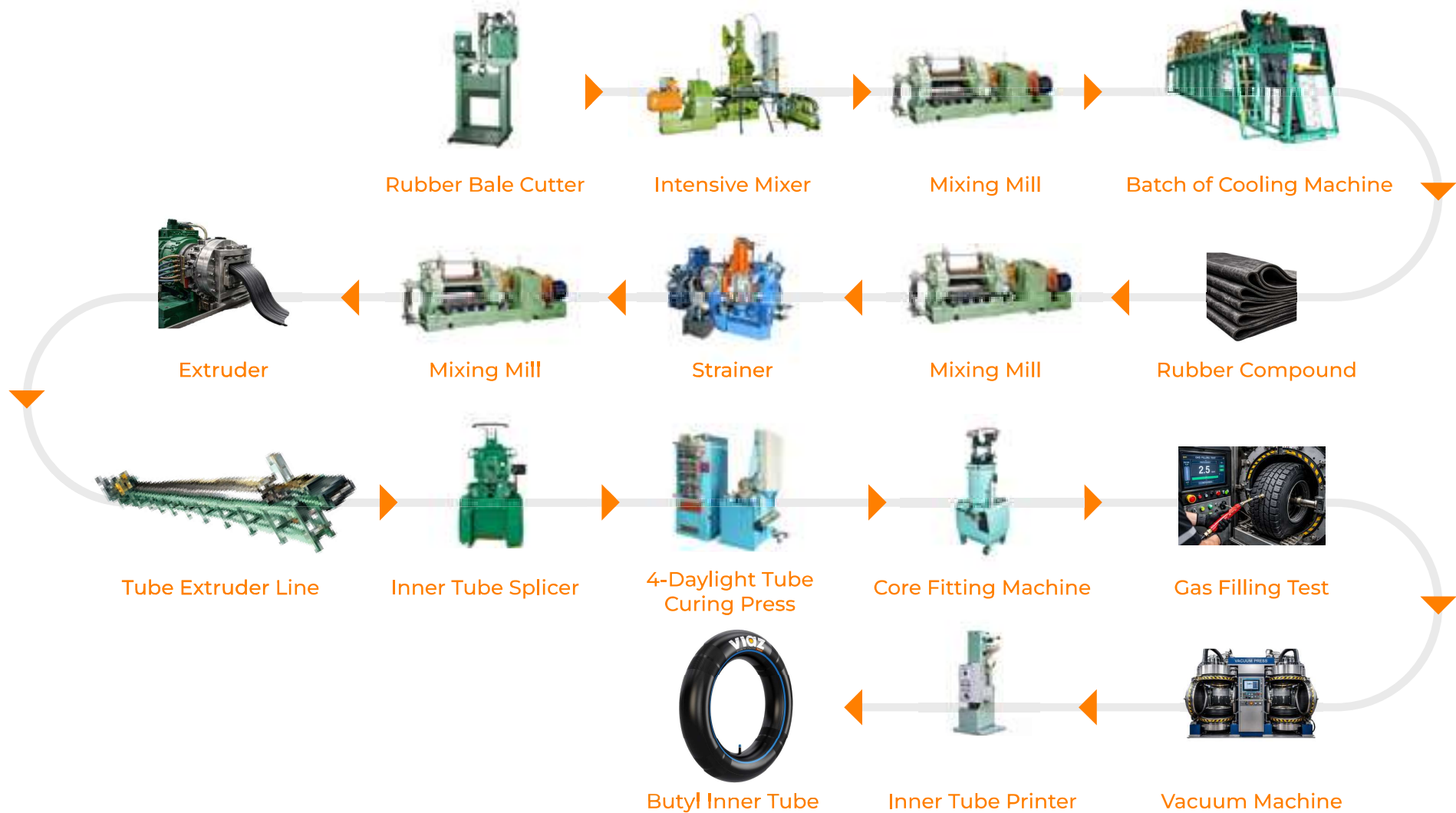
The new state-of-the-art manufacturing facility is designed for scalable production to serve domestic and export markets.



**Everything  
the Road Demands.  
*One Trusted Brand.***

Tyres Butyl | Tubes | Lubricants  
Repair Kits | Air Pumps

# OUR PROCESS



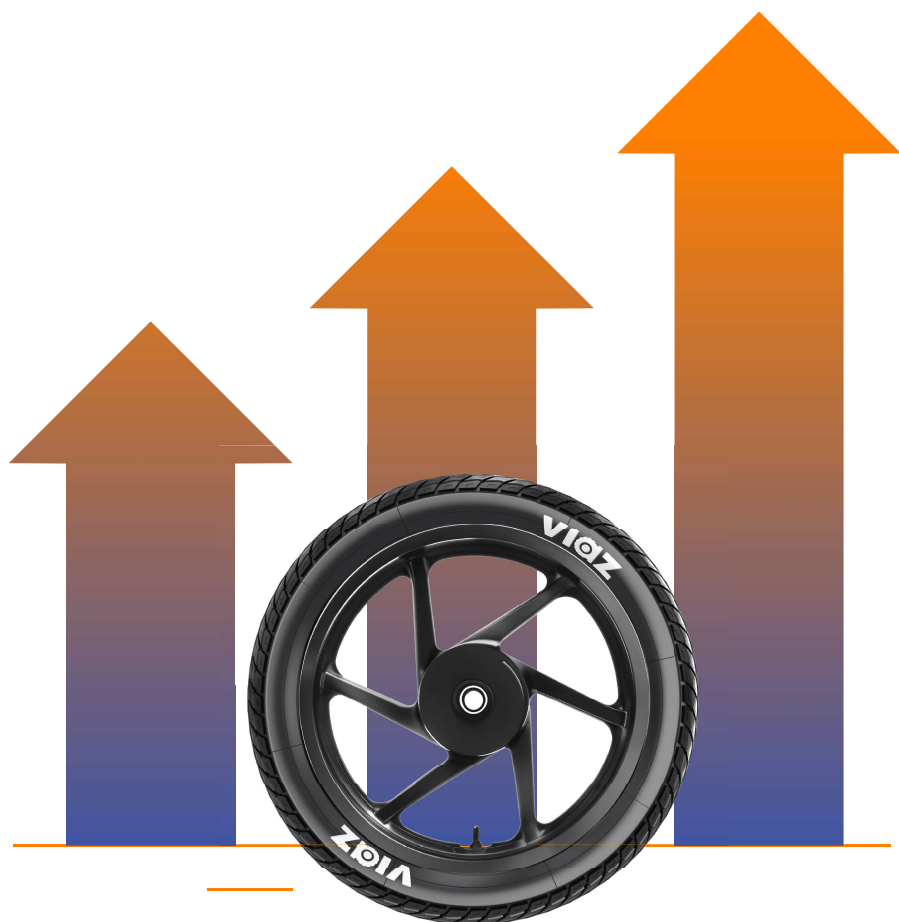
## MANUFACTURING CAPABILITIES

### Existing Facility Annual Capacity

PARTICULARS	FACILITY DETAILS
Products	Butyl Inner Tubes, and Ancillary Products
Capacity (Units)	7.60 Million
Utilization (%)	90-95%
Asset Turnover	5.8

### New Facility Annual Capacity

PARTICULARS	FACILITY DETAILS
Products	2W Tyres, 3W Tyres, LCV Tyres, Agri & Farm Equipment Tyres
Capacity (Units)	1.60 Million
Utilization (%)	50%E
Asset Turnover	7X



## GEOGRAPHICAL PRESENCE

### EXPORT COUNTRIES

Libya, Oman, USA, Dubai, Turkey, Romania, Sudan, Egypt, Brazil and Colombia

### REVENUE ACROSS GEOGRAPHIES



**15-20%** of the Total Product Sales from Export

# CAPITAL RAISE & GROWTH ACCELERATION

## STRENGTHENING CAPACITY, DISTRIBUTION & WORKING CAPITAL BACKBONE



### Strategic Preferential Fund Raise

Approved preferential allotment comprising equity shares and convertible warrants to support business expansion, strengthen liquidity position, and accelerate scale-up initiatives across domestic and export markets.



**11.86 Lakh**

**Equity Shares Allotted**  
At a price of ₹70 per share



**35.11 Lakh**

**Convertible Warrants Issued**  
At a price of ₹70 per warrant



**₹ 70**

**Issue Price**  
Per equity share and warrant



**Participation from promoter and non-promoter investors**  
Reflecting long-term growth confidence

### Working Capital Strengthening

1. Higher raw material procurement
2. Inventory optimization
3. Faster execution cycles
4. Support rising receivable requirements

Improves operational flexibility and supports growing demand across OEM, replacement and export channels.

### Capacity Expansion & Capex Support

1. Manufacturing efficiency enhancement
2. Incremental production capabilities
3. Product portfolio expansion
4. Supply chain strengthening

Positions the company to cater to increasing demand in domestic and international tyre tube markets.

### Distribution & Operations Scale-up

1. Strengthen distribution network
2. Expand market penetration
3. Improve customer service levels
4. Support export growth

Enhances reach, availability and service capability across geographies.

### Growth Enablement & Value Creation

1. Enhance balance sheet strength
2. Improve scalability of operations
3. Support future revenue growth
4. Create long-term shareholder value

Enabling a stronger, scalable and future-ready business.

“The capital raise is expected to provide operational liquidity required for scaling higher throughput volumes while supporting efficient execution of the company’s growth strategy.”

## OUR COMPETITIVE EDGE



### **One Brand. One Roof. Complete Solutions**

From butyl tubes to tyres and allied products, Viaz offers a single-brand, end-to-end solution for dealers, fleets, and OEM partners.

### **Leading Manufacturer of Butyl Inner Tubes**

Viaz is among the largest organised manufacturers of butyl inner tubes in India, with scale, consistency, and process control that unorganised players can't match.

### **Across Every Mobility Segment**

Bicycles, two-wheelers, passenger vehicles, agriculture, commercial vehicles, and EVs, Viaz products are embedded across urban, rural, and new-age mobility.

### **Trusted in the Aftermarket**

Viaz products are widely accepted across dealer networks due to consistent quality, reliability, and pricing discipline.

### **Prioritising Execution**

Entering tyre manufacturing after establishing scale, process control, and market trust in butyl tubes, ensuring expansion is execution-led.

### **Value Without Compromise**

Viaz delivers comparable quality to industry leaders at better competitive prices, without compromising reliability.

## GROWTH TRIGGERS

### 1. Horizontal Expansion:

Viaz is moving from a commodity tube manufacturer to a full tyre maker. Tyres deliver multiples higher realisation per unit vs tubes. This single transition can change both revenue scale and margin profile dramatically targeting ₹350 Cr revenue by FY29 from ₹108 Cr today.

### 2. Replacement Market as a Recurring Revenue Engine:

Over 70% of India's tyre demand is replacement-driven. This isn't cyclical OEM volume, it's a wear-and-replace demand cycle tied to a growing vehicle. Butyl tubes(legacy business) already get replaced 2-3x more frequently than tyres compliments our growth. As Viaz expands into tyres, it plugs into the same recurring demand pool at a far higher ticket size.

### 3. New Facility Unlocks a New TAM:

The new 1,50,000 sq. ft. Mehsana plant (operational H1FY27) adds 2W, 3W, LCV and Agri/Farm tyre capabilities. India's tyre market is USD 13.4 Bn growing to USD 27.6 Bn by 2033 at 7-8% CAGR. The new facility opens four new product categories simultaneously.



## EXISTING MANUFACTURING FACILITY

Mehsana District, Gujarat

**95,000 sq. ft.**

Facility

**0.85 MW**

Captive Solar Plant

Integrated manufacturing capabilities across Butyl Inner Tubes (2W-4W & farm vehicles), Bias Tyres, and Engine & Grease Oils



## WAY FORWARD

With a planned capex of ₹50–55 Cr set to scale revenues from ₹108 Cr to **₹350 Cr by FY29**, the company is poised for a growth of **more than 3x** while expanding PAT margins from 6% to 8-10%.



### Import Substitution & Domestic Focus :

Increasing preference for domestically manufactured products improves cost competitiveness and supply chain reliability.

### Exports Growth :

Expanding international market presence through strategic partnerships and quality product offerings.

### Product Diversification :

Expansion into tyres for 4W, Agricultural, ATVs and commercial vehicles broadens end-market exposure and reduces dependence on a single product category.

### Manufacturing Scale & Capacity Expansion :

Ongoing and planned capacity additions at the Gujarat facility support volume-led growth and improve operating leverage over the medium term.

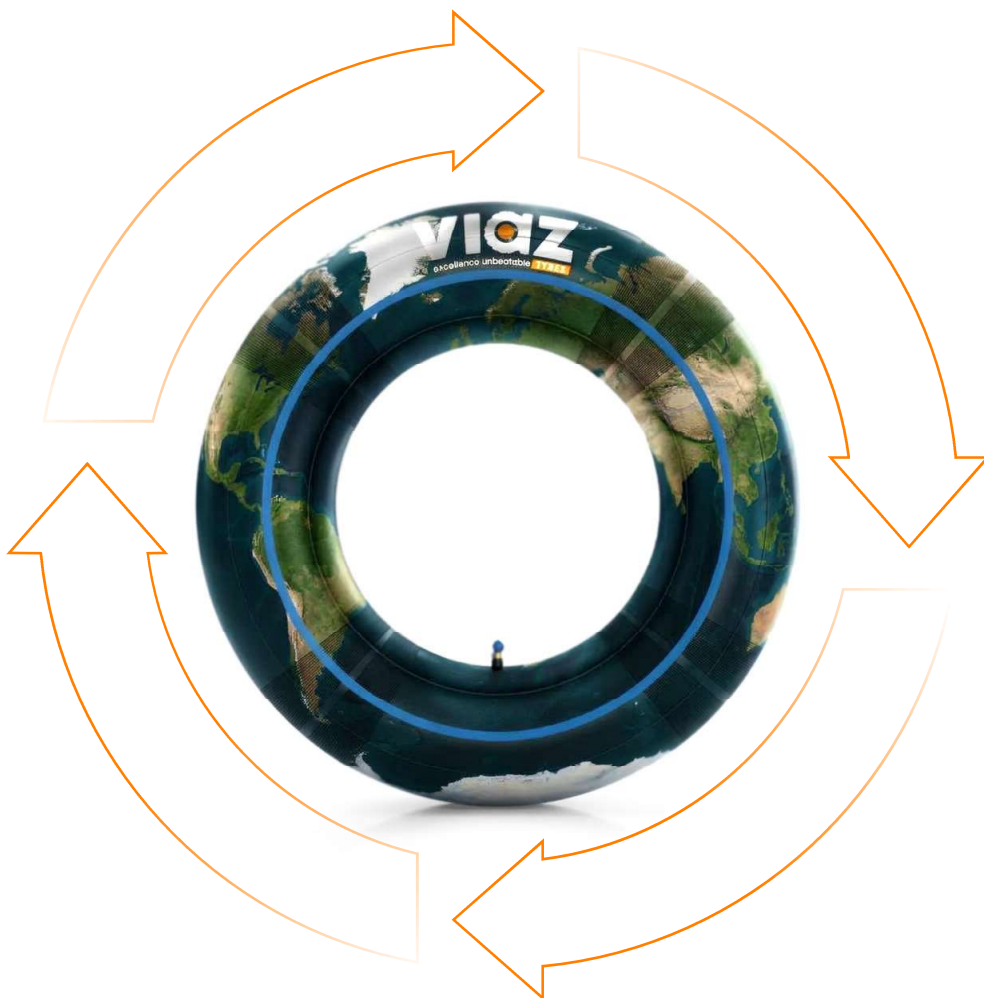
### Replacement-Driven Demand :

Growing vehicle population across mobility, agriculture and transport segments ensures steady replacement demand for tyres and allied products.

### Technology & Quality Upgradation :

Continuous investment in advanced manufacturing processes and quality control enhances product performance, supports premium positioning, and strengthens competitiveness in both domestic and export markets.

## NAVIGATING MACRO ECONOMIC CRISIS



### Operational Stability Amid Global Uncertainty

Despite persistent global macroeconomic headwinds, including supply chain disruptions and cost pressures, the Company has ensured uninterrupted operations and consistent delivery performance, highlighting strong execution capabilities.

### Robust Inventory Strategy as a Cushion

Maintained an inventory buffer of 3–4 months, effectively insulating operations from volatility in raw material availability and logistics disruptions, while ensuring seamless customer servicing.

### Disciplined Approach to Cost Management

Recent increase in raw material costs is being systematically managed through calibrated pricing actions. The Company remains focused on passing on cost increases to customers while maintaining competitiveness in the market.

### Temporary Margin Impact, Strong Recovery Visibility

Due to the nature of pricing adjustments, there is an expected one-quarter lag in cost pass-through. However, margins are expected to normalize in the subsequent quarter, supported by pricing discipline.

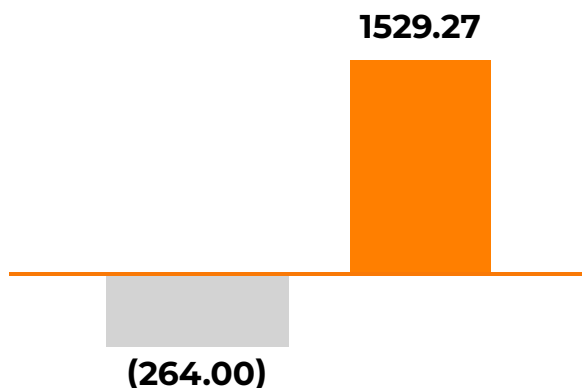
# STRONGER CASH FLOWS. BETTER EFFICIENCY. BUILT FOR GROWTH.

OPERATIONAL EFFICIENCY IS IMPROVING, WORKING CAPITAL CYCLE IS TIGHTENING AND CAPITAL RAISE IS ACCELERATING OUR GROWTH JOURNEY.

## CASH FLOW PERFORMANCE TREND

FY25 (YEAR ENDED 31 MAR 2025)

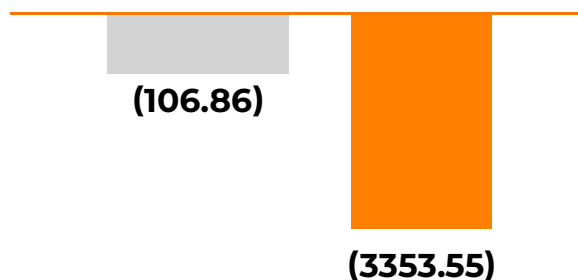
A. CASH FLOW FROM OPERATING  
ACTIVITIES (CFO) ( IN LAKHS)



**TURNED POSITIVE**  
STRONG IMPROVEMENT IN OPERATING  
CASH GENERATION AND WORKING  
CAPITAL MANAGEMENT.

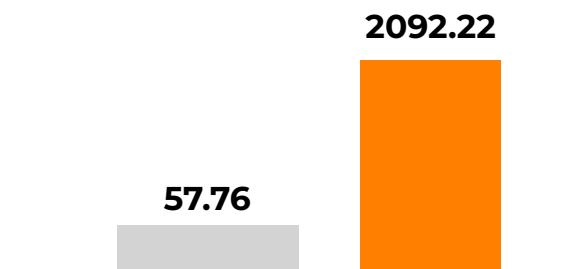
FY26 (YEAR ENDED 31 MAR 2026)

B. CASH FLOW FROM INVESTING  
ACTIVITIES (CFI) ( IN LAKHS)



**STRATEGIC INVESTMENT**  
HIGHER INVESTMENT TOWARDS  
PROPERTY, PLANT & EQUIPMENT  
SUPPORTING FUTURE CAPACITY AND  
GROWTH.

CASH FLOW FROM FINANCING  
ACTIVITIES (CFF) ( IN LAKHS)



**STRONGER FUNDING SUPPORT**  
SIGNIFICANT INFLOW FROM EQUITY  
ISSUE, SHARE WARRANTS AND  
BORROWINGS STRENGTHENING  
CAPITAL BASE.

# NEW MANUFACTURING FACILITY



Mehsana District, Gujarat

**1,50,000 sq. ft.**  
Facility

**2 MW**  
Captive Solar Plant

**Operational by Q1FY27**

Manufacturing Capabilities across 2 Wheeler Tyres, 3 Wheeler Tyres, LCV Tyres, Agri & Farm Equipment Tyres

# BRAND VISIBILITY AT MAJOR DOMESTIC & GLOBAL EXHIBITIONS

2021

**Ride Asia Delhi**

2023

**ACMA Expo Gujarat**

2023

**Truck Tyre Trailer Expo  
Coimbatore**

2024

**Ride Asia Ludhiana**

2025

**Dubai International  
Exhibition**

Actively participating in leading industry exhibitions across key automotive, tyre, and mobility hubs across both domestic and international.



## COMPANY'S JOURNEY



Viaz is evolving from a commodity-led tube business to a comprehensive tyre manufacturer. Tyres command significantly higher realizations compared to tubes, creating a strong opportunity for both revenue expansion and margin improvement. India's tyre industry is largely replacement-driven, with over 70% of demand coming from the replacement market. This creates a stable and recurring demand cycle linked to the growing vehicle population across the country. Our legacy butyl tube business already benefits from high replacement frequency, as tubes are replaced more often than tyres. As Viaz expands into tyre manufacturing, the Company will participate in the same recurring demand ecosystem, but with substantially higher ticket-size products and stronger revenue potential.

The upcoming 1,50,000 sq. ft. manufacturing facility in Mehsana, expected to be operational in CY2026, represents a major milestone in Viaz's expansion journey. The new plant will enable the Company to manufacture tyres across multiple categories including 2W, 3W, LCV, and Agri/Farm segments. This significantly broadens the Company's total addressable market at a time when India's tyre industry is projected to grow from USD 13.4 Bn to USD 27.6 Bn by 2033, supported by an estimated 7-8% CAGR. The facility positions Viaz to participate in four high-growth categories simultaneously, strengthening its long-term growth outlook.



**MR. JANAKKUMAR PATEL**  
Chairman and Managing Director

## BOARD OF DIRECTORS



**MR. JANAKKUMAR PATEL**  
Chairman and Managing Director



**MR. RAJESHKUMAR PATEL**  
Whole - Time Director



**MRS. KENABEN PATEL**  
Non-Executive Director



**MR. DHAIVAL MASHRU**  
Non-Executive Ind. Director



**MR. MANISH VIHOL**  
Non-Executive Ind. Director

# Replacement Cycle Driving Recurring Demand

## Large & Growing Replacement Tyre Market

1. India has over 340 Mn+ registered vehicles, creating a massive replacement tyre opportunity.
2. Nearly 70–75% of tyre industry demand comes from the replacement segment.
3. Average tyre replacement cycle of 3–5 years ensures recurring demand visibility.

## Strong Tailwinds for Reclaim Rubber Demand

1. Replacement tyre demand in India is growing at an estimated 7–9% CAGR.
2. Reclaim rubber can reduce raw material costs by 15–25%, driving higher adoption by manufacturers.
3. Increasing focus on sustainability and circular economy is accelerating recycled rubber usage globally.

## Viaz Well Positioned to Benefit

1. Expanding manufacturing capabilities to capture rising domestic and export demand.
2. Operating in an industry supported by rising vehicle usage, logistics growth, and infrastructure expansion.
3. Well placed to benefit from increasing replacement demand and higher reclaim rubber penetration in tyre manufacturing.

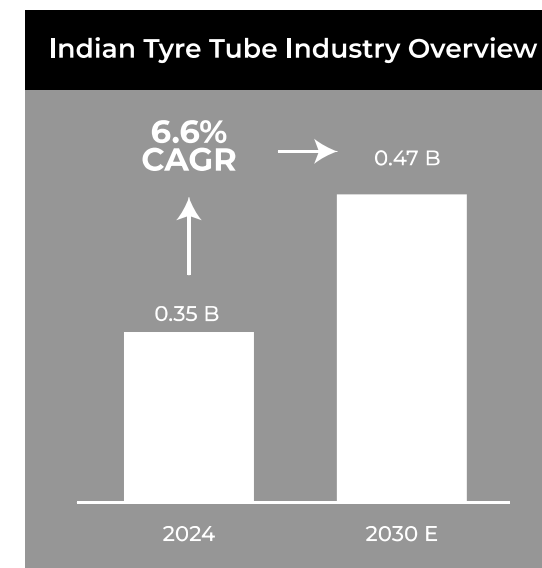
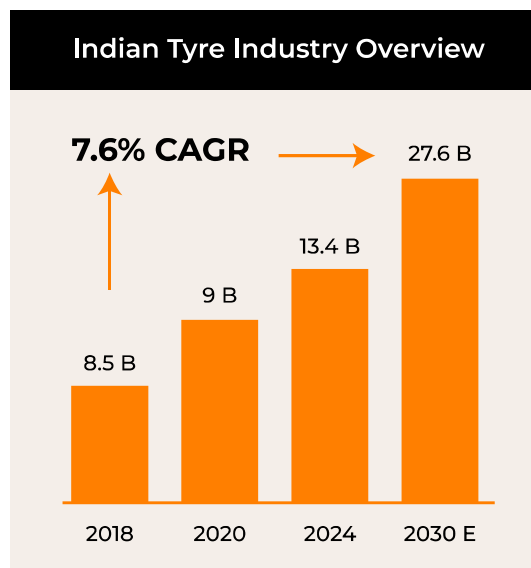
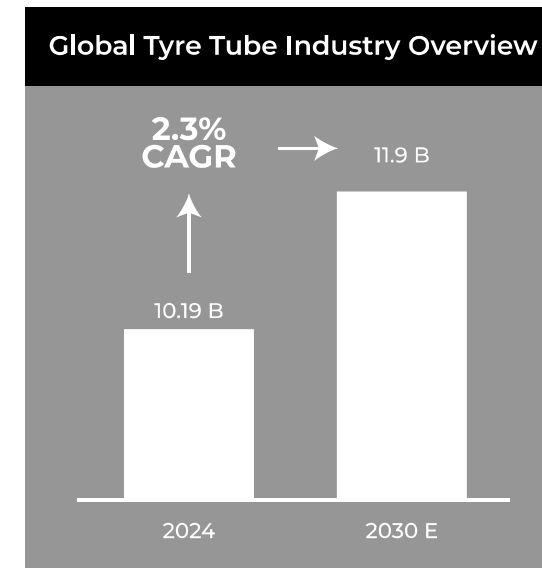
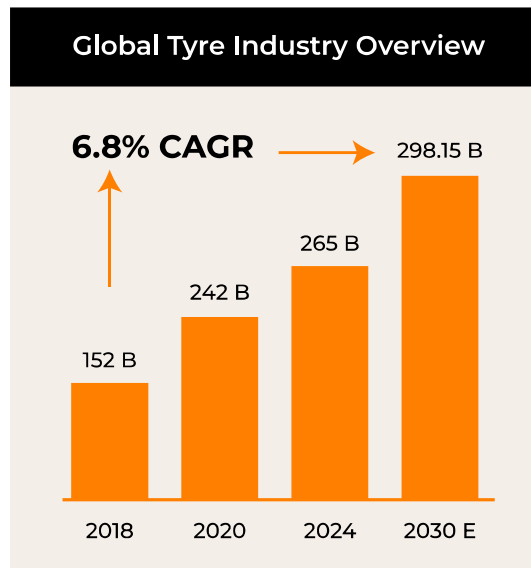


# INDUSTRY OVERVIEW

- Global tyre industry growth is driven by rising vehicle population, replacement demand, infrastructure development, and premiumisation trends.
- Tyre tube demand remains stable, supported by two-wheelers, three-wheelers, agriculture, and select commercial vehicle segments, especially in emerging markets.
- India is a key growth market due to increasing vehicle ownership, strong aftermarket demand, and government focus on domestic manufacturing.
- “Make in India” and infrastructure spending continue to support long-term demand for tyres and tyre tubes.
- India benefits from a strong raw-material ecosystem, enhancing cost competitiveness and supply security.

**India is the 3rd largest producer of Synthetic Rubber globally.**

**India is the 2nd largest producer of Natural Rubber globally.**



## VISION

To become a globally recognized leader in the tyre and tube industry by delivering innovative, reliable, and sustainable mobility solutions that empower every journey.

## MISSION

To expand our global footprint while maintaining a strong commitment to sustainability, integrity, and customer satisfaction and to continuously invest in technology, talent, and infrastructure that drive excellence and efficiency in production and distribution.



## PROFIT & LOSS STATEMENT

(In ₹ Lakhs)

	H2FY26	H2FY25	YoY Growth %	FY26	FY25	YoY Growth %
<b>Revenue from Operations</b>	<b>6574.04</b>	<b>2,888.25</b>	<b>127.6%</b>	<b>10,834.36</b>	<b>5,725.88</b>	<b>89.2%</b>
Cost of Materials Consumed	5,732.35	2,246.64	--	9,316.85	4,479.67	--
Employee Expenses	86.33	79.16	--	171.43	176.35	--
Other Expenses	220.54	135.44	--	389.06	342.05	--
<b>EBITDA</b>	<b>534.82</b>	<b>427.01</b>	<b>25.2%</b>	<b>957.02</b>	<b>727.81</b>	<b>31.5%</b>
<b>EBITDA %</b>	<b>8.14%</b>	<b>14.78%</b>	--	<b>8.83%</b>	<b>12.71%</b>	--
Finance Cost	162.41	81.18	--	228.67	147.87	--
Depreciation and Amortization	85.71	87.34	--	184.13	186.36	--
Other Income	79.81	36.24	--	94.57	52.67	--
<b>PBT</b>	<b>366.51</b>	<b>294.73</b>	<b>24.4%</b>	<b>638.79</b>	<b>446.25</b>	<b>43.1%</b>
Tax Expenses	20.46	90.99	--	90.94	112.45	--
<b>PAT from Operations</b>	<b>325.53</b>	<b>203.74</b>	<b>59.8%</b>	<b>527.33</b>	<b>333.81</b>	<b>58.0%</b>
<b>PAT Margin %</b>	<b>4.95%</b>	<b>7.05%</b>	--	<b>4.87%</b>	<b>5.83%</b>	--
Diluted EPS (in Rs.)	2.28	1.66	--	4.11	2.72	--

## BALANCE SHEET STATEMENT

(In ₹ Lakhs)

Particulars	FY26	FY25
Equity Capital	1,430.70	1,225.10
Reserves & Surplus	4,232.23	2,456.14
Borrowings (Long Term)	659.19	147.44
Borrowings (Short Term)	1,317.13	1,411.79
Other Liabilities	675.65	649.73
<b>Total Liabilities and Equity</b>	<b>8,800.02</b>	<b>5,890.20</b>
Fixed Assets (Net Block)	1,988.77	1,126.71
Capital Work In Progress (CWIP)	1,163.26	--
Long Term Loans & Advances	1,344.36	--
Investments	--	--
Other Assets	4,303.64	4,763.49
<b>Total Assets</b>	<b>8,800.02</b>	<b>5,890.20</b>



MERLIN CAPITAL  
AYUSH DIVECHA

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Contact : +91 81048 55515

**VIAZ**  
excellence unbeatable **TYRES**

**THANK YOU**

[www.viaztyres.com](http://www.viaztyres.com)