



PROFITABLE GROWTH IN
UNCERTAIN TIMES



Q1 FY14 – Investor Presentation
August 1, 2013

CEAT Limited : FY13 Overview

India's leading tyre company with over **50** yrs of presence

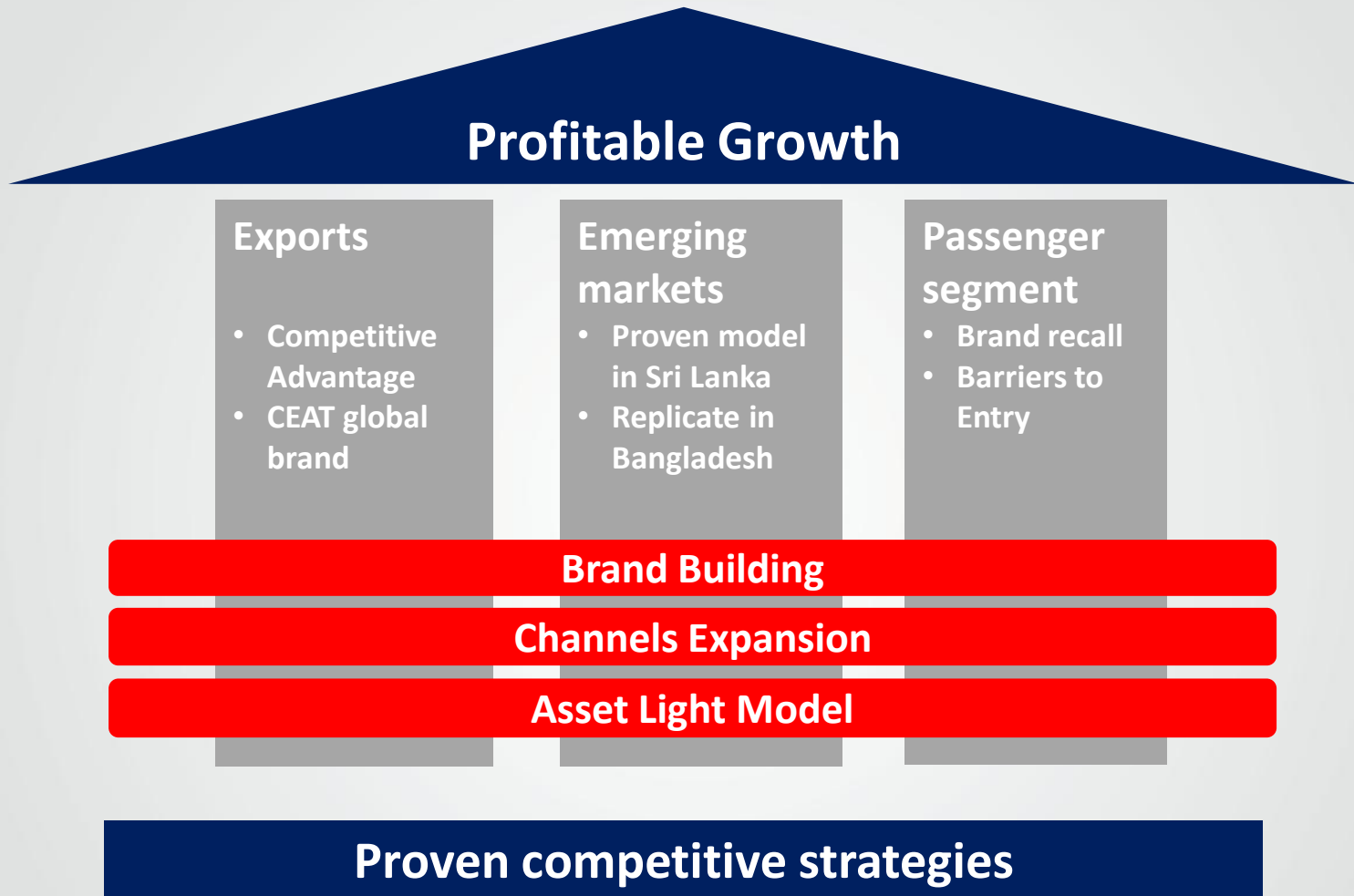
Exports to over **110+** countries

#1 player in Sri Lanka in terms of market share

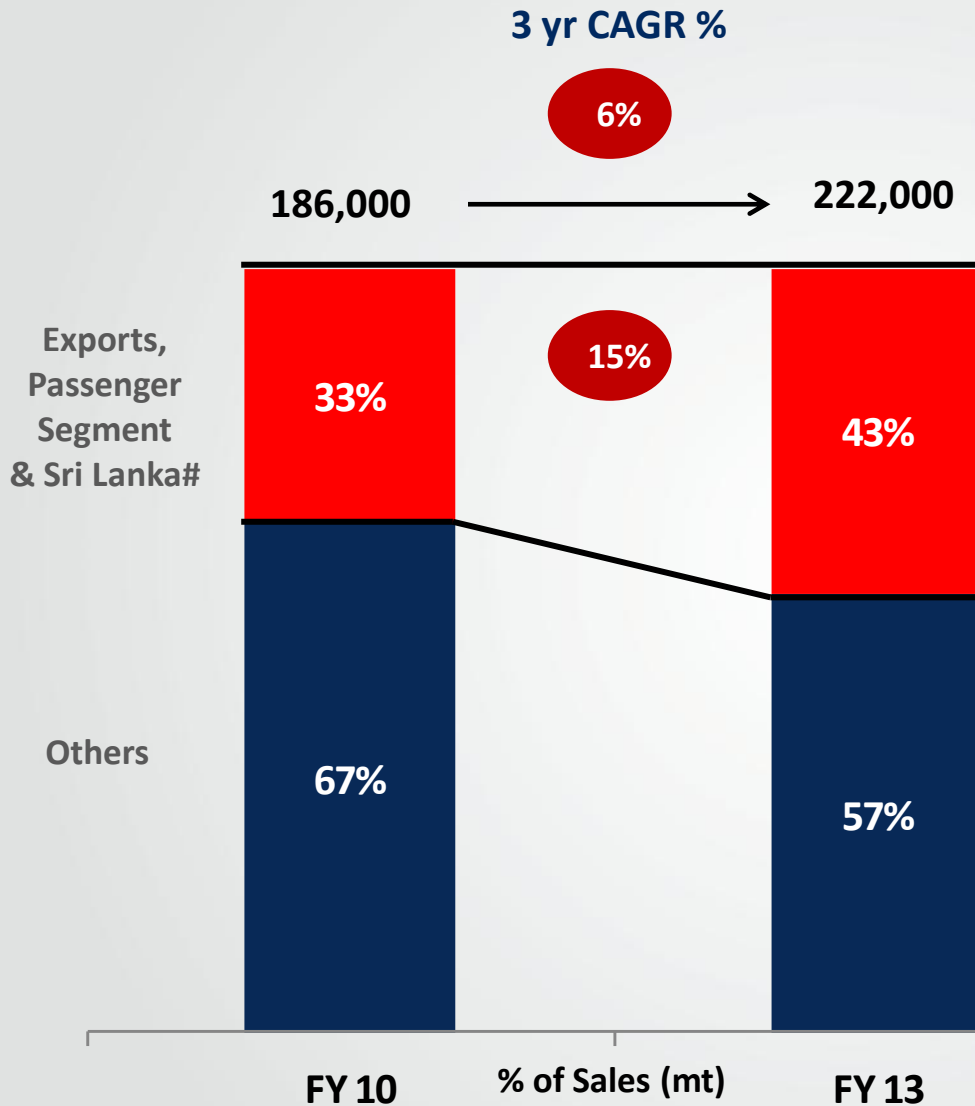
Distribution Network : **3500+** dealers, **300+** exclusive CEAT franchisees

3 Manufacturing plants - Mumbai, Nasik & Halol

CEAT Strategic Drivers



Profitable businesses driving growth



“Strategic Focus Areas”

- Higher margin business
- Contributes 43% volumes compared to 33% in FY10
- Growing at higher rate of 15% CAGR

Q1 FY 14 - Financial Highlights

CEAT Consolidated Q1 – Key Highlights

Q1FY14 v/s Q1FY13 (Y-o-Y)

- Net Sales up 8%
 - Strong Volume growth: India 11%, Sri Lanka 16%
- EBITDA% Expansion of +320 bps at 12.3%
 - EBITDA up 45% at Rs 163 cr
- Net Debt down by ~ Rs 400 cr
 - D/E down to 1.2x compared to 2.0x
 - Interest cost savings of Rs 9 cr in Q1FY14 YoY
- PBT up 125% at Rs 98 cr up from Rs 43 cr

CEAT Consolidated : Quarterly Performance

Parameter	Rs cr		
	Q1FY14	Q4FY13	Q1FY13
Net Sales	1,316.9	1,333.4	1,223.1
Growth (%)		-1.2%	7.7%
EBITDA	162.6	144.5	111.8
Growth (%)		12.5%	45.4%
EBITDA (%)	12.3%	10.8%	9.1%
PAT	65.3	64.9	29.0
EPS (Rs.) (Basic)	19.1	19.0	8.5
Net Worth	863	785	707
Debt	995	1,038	1,393
D/E (x)	1.2	1.3	2.0
No of shares (cr)	3.42	3.42	3.42
B/V (Rs.)	252	230	207

CEAT India : Quarterly Performance

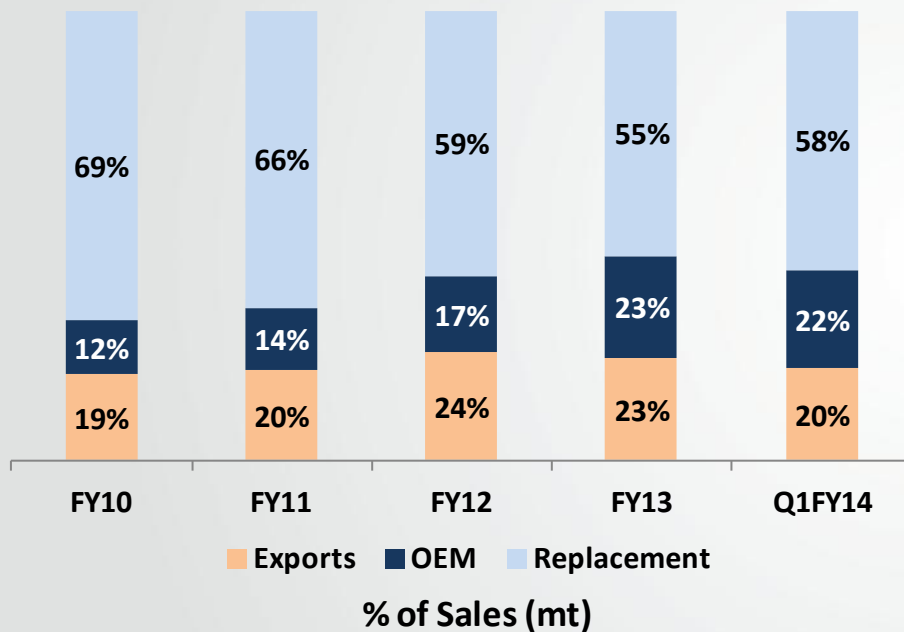
Parameter	Rs cr				
	Q1FY14	Q4FY13	QoQ	Q1FY13	YoY
Net Sales	1,269.5	1,298.0	-2.2%	1,179.4	7.6%
EBIDTA	150.7	139.3	8.2%	105.0	43.5%
Finance Cost	44.5	45.3	-1.7%	53.0	-16.0%
Depreciation	21.6	19.5	10.8%	19.2	12.4%
Operating PBT	84.6	74.5	13.5%	32.8	158.2%
Exceptional expense	-	-	NA	-	-
Non-Operating income	2.8	4.0	-30.4%	5.4	-48.2%
PBT	87.3	78.5	11.3%	38.1	129.2%
PAT	58.4	60.9	-4.1%	25.7	127.0%
EBITDA %	11.9%	10.7%	+120 bps	8.9%	+300 bps
Volumes (mt)	57,000	59,000	-3%	51,500	11%

CEAT Sri Lanka : Quarterly Performance

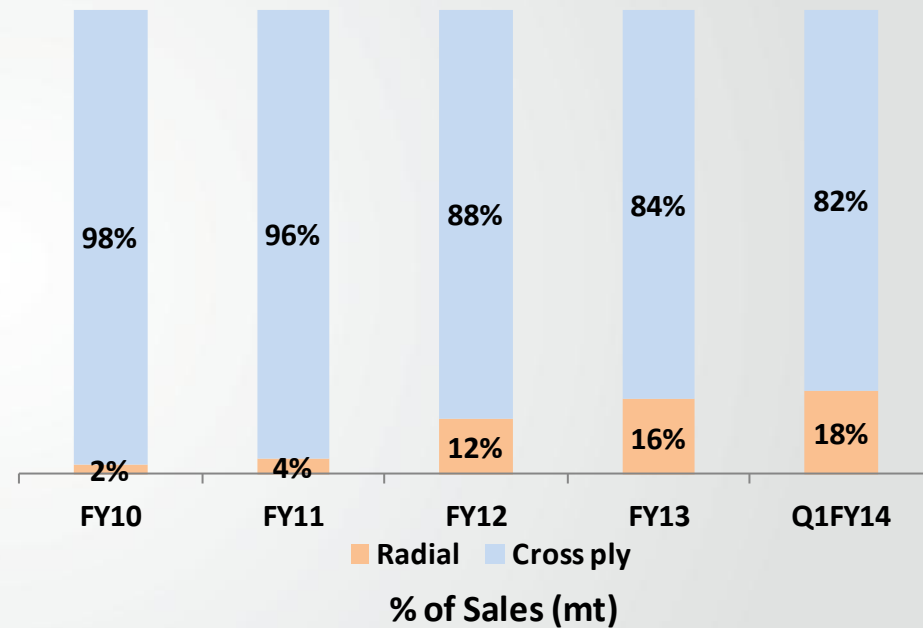
Parameter	Rs cr				
	Q1FY14	Q4FY13	QoQ	Q1FY13	YoY
Net Sales	111.3	82.3	35.3%	92.9	19.8%
EBIDTA	26.1	14.1	85.7%	13.8	88.8%
Finance Cost	1.2	1.3	-1.8%	1.6	-22.8%
Depreciation	1.5	1.2	26.3%	1.2	24.2%
Operating PBT	23.4	11.6	101.1%	11.1	111.9%
Exceptional expense	-	-	NA	-	NA
PBT	23.4	11.6	101.1%	11.1	111.9%
PAT	17.1	9.8	73.9%	7.1	139.8%
EBITDA %	23.5%	17.1%	+630 bps	14.9%	+860 bps
Volumes (mt)	4,300	3,300	31%	3,700	16%

Revenue breakup (1/2)

Key customer segments

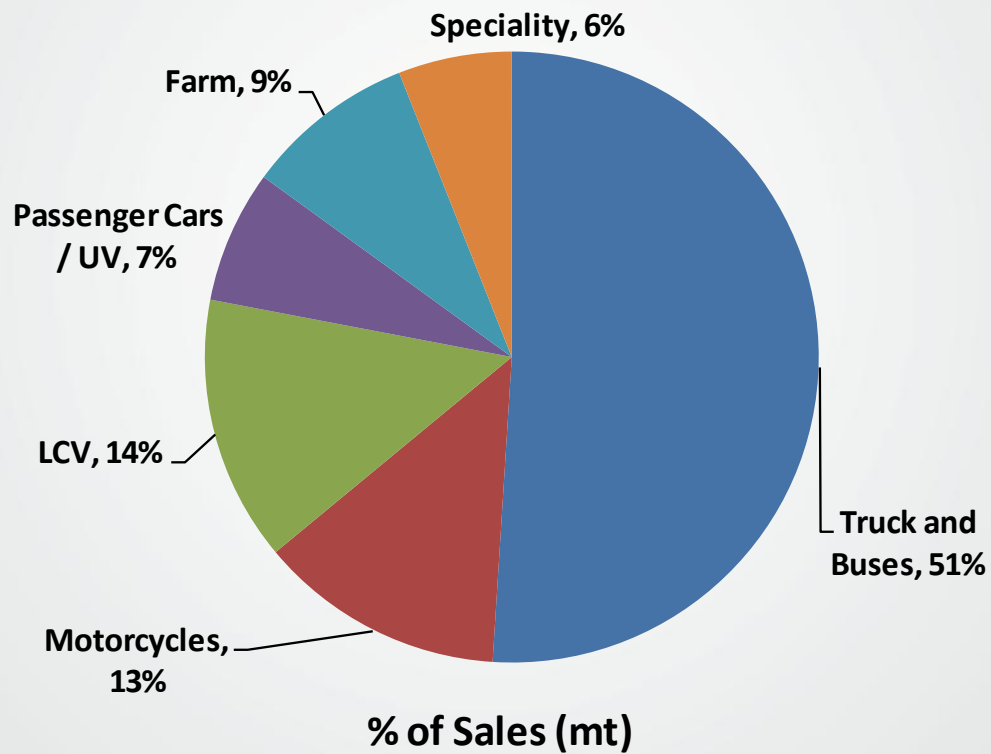


Radial & cross ply



Revenue breakup (2/2)

Product break-up Q1FY14



Disclaimer

This presentation may include statements which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward looking statements are based on certain assumptions and expectations of future events. The Company cannot guarantee that these assumptions and expectations are accurate or will be realised. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements.

The information contained in these materials has not been independently verified. None of the Company, its Directors, Promoter or affiliates, nor any of its or their respective employees, advisers or representatives or any other person accepts any responsibility or liability whatsoever, whether arising in tort, contract or otherwise, for any errors, omissions or inaccuracies in such information or opinions or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this document or its contents or otherwise in connection with this document, and makes no representation or warranty, express or implied, for the contents of this document including its accuracy, fairness, completeness or verification or for any other statement made or purported to be made by any of them, or on behalf of them, and nothing in this document or at this presentation shall be relied upon as a promise or representation in this respect, whether as to the past or the future. The information and opinions contained in this presentation are current, and if not stated otherwise, as of the date of this presentation. The Company undertake no obligation to update or revise any information or the opinions expressed in this presentation as a result of new information, future events or otherwise. Any opinions or information expressed in this presentation are subject to change without notice.

This presentation does not constitute or form part of any offer or invitation or inducement to sell or issue, or any solicitation of any offer to purchase or subscribe for, any securities of CEAT Limited (the “Company”), nor shall it or any part of it or the fact of its distribution form the basis of, or be relied on in connection with, any contract or commitment therefore. Any person/ party intending to provide finance / invest in the shares/businesses of the Company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision. This presentation is strictly confidential and may not be copied or disseminated, in whole or in part, and in any manner or for any purpose. No person is authorized to give any information or to make any representation not contained in or inconsistent with this presentation and if given or made, such information or representation must not be relied upon as having been authorized by any person. Failure to comply with this restriction may constitute a violation of the applicable securities laws. The distribution of this document in certain jurisdictions may be restricted by law and persons into whose possession this presentation comes should inform themselves about and observe any such restrictions. By participating in this presentation or by accepting any copy of the slides presented, you agree to be bound by the foregoing limitations.

T H A N K Y O U

Investor Relations contact:

Amit Gala

Tel: +91 22 2496 5690

amit@rpg.in

<http://www.ceat.in/>