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Section 1: RPG Group Overview

RPG Group: Powered by Passion, Driven by Ethics

**UNLEASHTALENT
TOUCHLIVES
OUTPERFORM
AND😊**

RPG Enterprises was founded in 1979. The group currently operates in various industries - Infrastructure, Technology, Life Sciences, Plantations and Tyre Manufacturing. The group has a history of business dating back to 1820 AD in banking, textiles, jute and tea. The Group grew in size and strength with several acquisitions in the 1980s and 1990s. CEAT became a part of the RPG Group in 1982, which is now one of India's fastest growing conglomerates with 20000+ employees, presence in 100+ countries and annual gross revenues of over \$3 Bn.



KEC International

World leader in
Power
Transmission
EPC space



CEAT

One of India's
leading
manufacturer of
automobile tyres



Zensar Technologies

Software
services provider
spread across 20
countries,
400+ customers.



RPG Life Sciences

Pharma
company with
wide range
medicines in
global generics
and synthetic
APIs.



Raychem RPG

Engineering
products and
services
catering to
infrastructure
segment
of the economy.



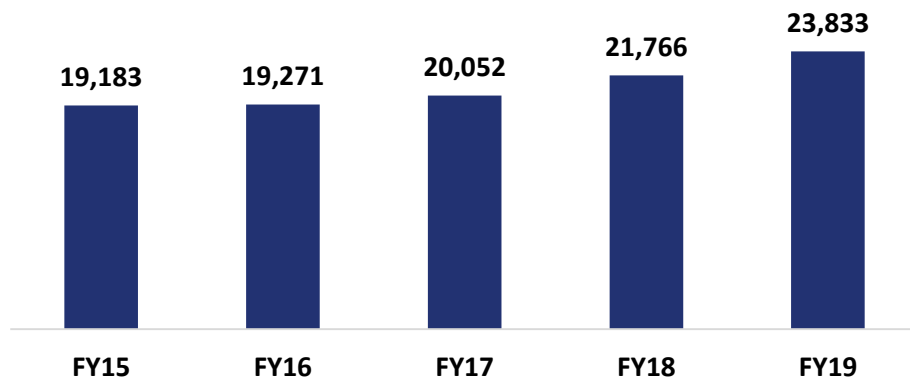
Harrisons Malayalam

One of India's
largest plantation
companies with
tea, rubber and
other agro
products.

RPG Group: Key Financials

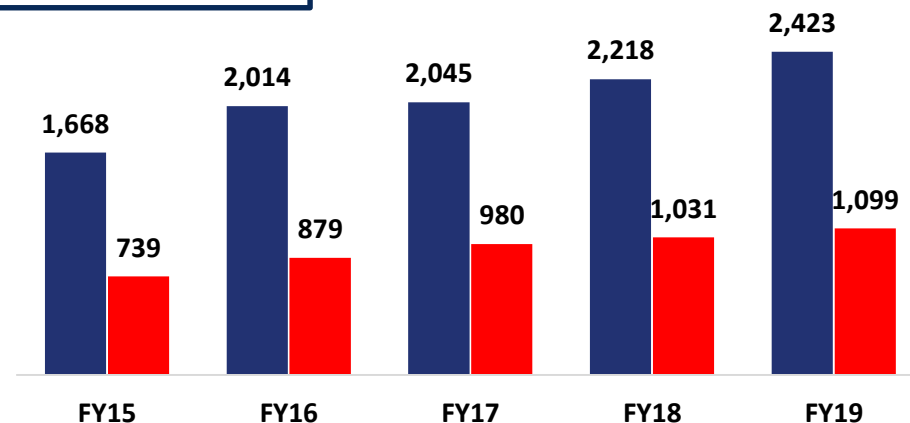
FY15-19
CAGR: 5.6%

■ Gross Total Income (Rs Cr.)

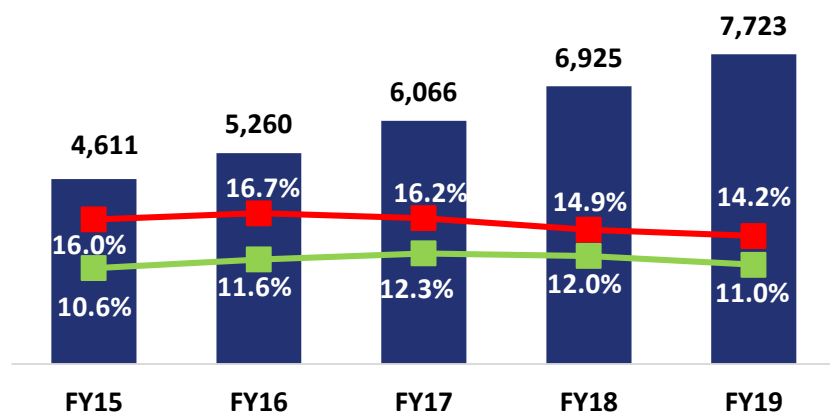


FY15-19 CAGR:
EBITDA 9.8% PAT 10.4%

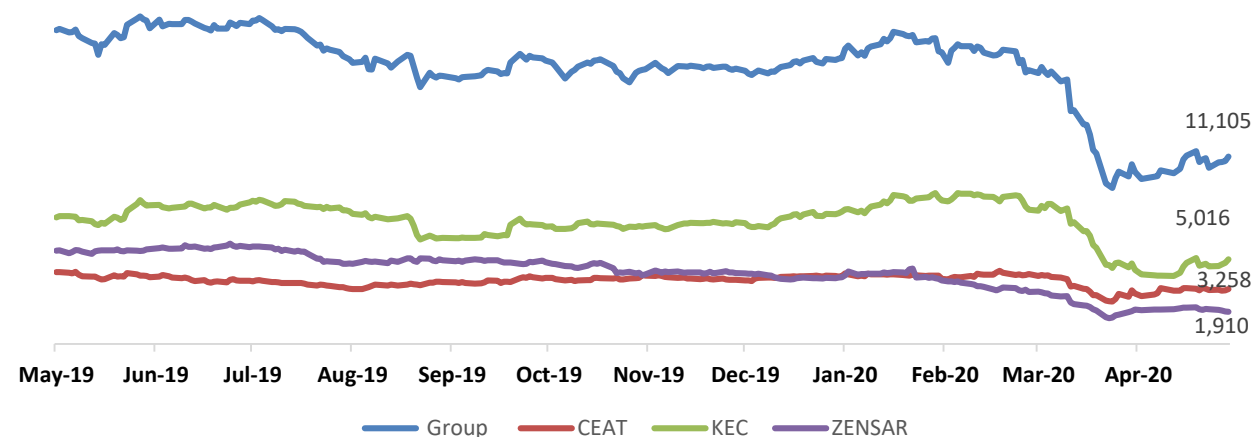
■ EBITDA ■ PAT



■ Net Worth ■ ROE ■ ROCE



Market Cap



Note:

- 1) ROCE is calculated by taking EBIT*(1-ETR) divided by Capital Employed
- 2) ROE is calculated by taking PAT divided by Net-worth
- 3) Market Cap updated till 30th April 2020

Section 2: Business Overview

Board of Directors



Harsh Vardhan Goenka
Chairman, Non Executive Director



Anant Goenka
Managing Director



Arnab Banerjee
COO and Whole Time Director



Atul C. Choksey
Non Executive Independent Director



Pierre E. Cohade
Non Executive
Non Independent Director



Haigreve Khaitan
Non Executive
Independent Director



Mahesh S. Gupta
Non Executive
Independent Director



Paras K. Chowdhary
Non Executive
Independent Director



Punita Lal
Non Executive
Independent Director



Ranjit Pandit
Non Executive
Independent Director



Vinay Bansal
Non Executive
Independent Director

Leadership Team

Anant Goenka



Managing Director

Kumar Subbiah



Chief Financial Officer

Arnab Banerjee



Chief Operating Officer

Milind Apte



**Senior Vice President
– Human Resources**

Dilip Modak



**Senior Vice President
– Manufacturing**

Vijay Gambhire



**Managing Director – CEAT Specialty,
Senior Vice President – QBM**

Peter Becker



**Senior Vice President
– R&D and Technology**

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

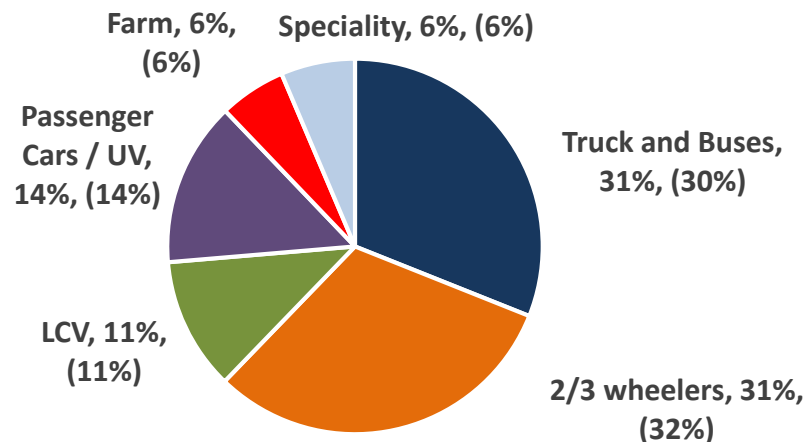
Distribution Network : **4,000+** dealers, **500+** exclusive CEAT franchisees

7 Manufacturing facilities - Bhandup, Nasik, Halol, Nagpur, Ambernath, Chennai & Sri Lanka

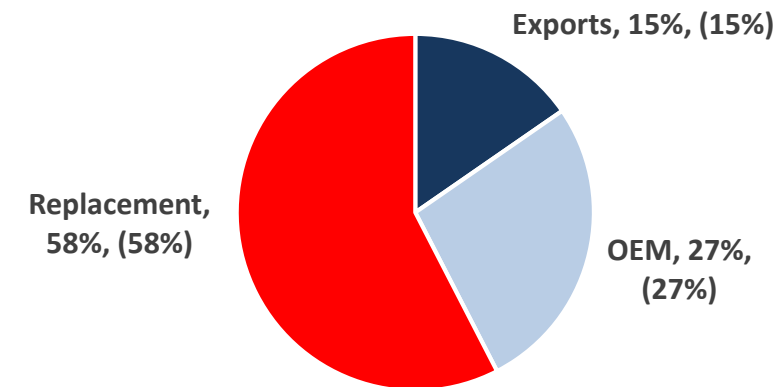
100+ countries where products are sold with strong brand recall

#No 1 player in Sri Lanka in terms of market share

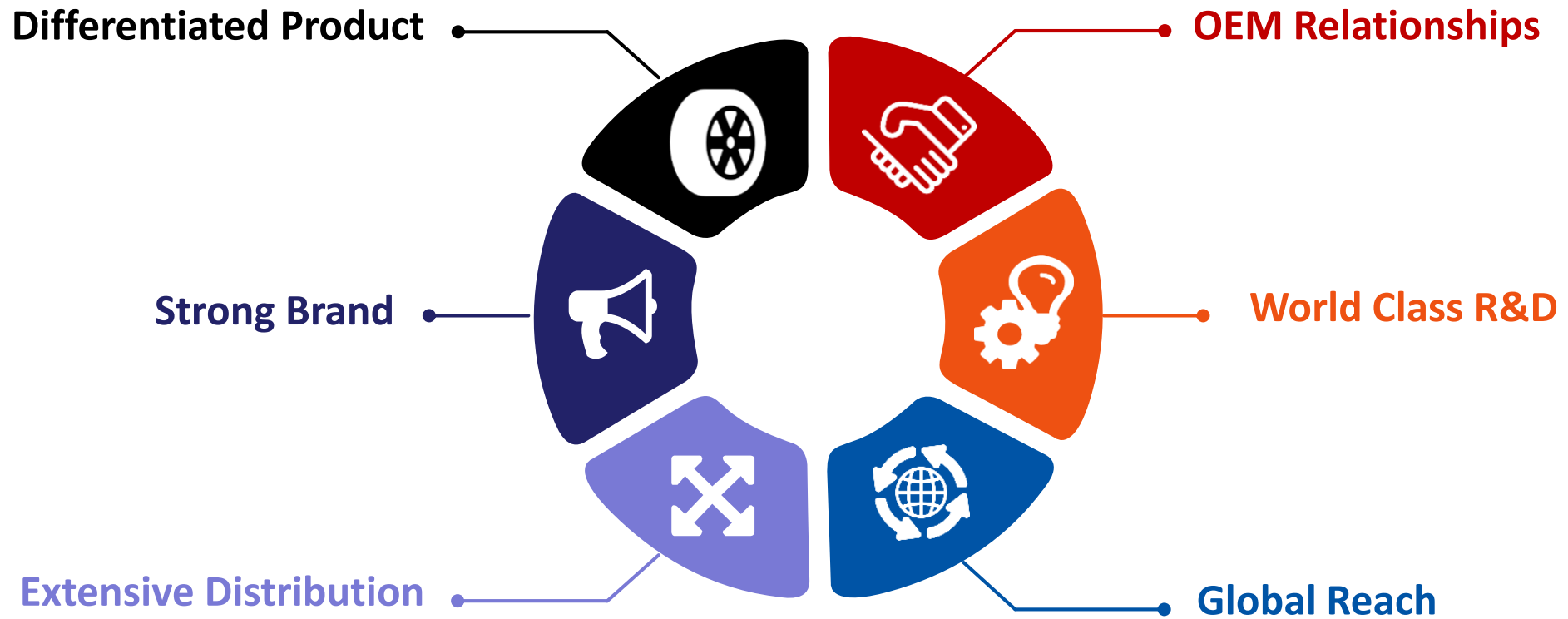
FY20 Revenue Breakup by Product



FY20 Revenue Breakup by Market



1. Consolidated revenue breakup
2. Corresponding figures in investor presentations till Q4 FY19 had standalone revenue break-up
3. Figures in parenthesis denote H1 FY20 consolidated Revenue break-up



1 Differentiated Products

New Entries and Supplier to OEM's



Key developments

- **Focus on OEM, recent entries in new models** – Honda Activa (BSVI), Honda CB Shine SP (BSVI), Hero MotoCorp Splendor iSmart (BSVI), Hero MotoCorp HF Deluxe (BSVI), Hero Dare 125, Hero Duet E, Maruti Suzuki Alto VXi+, **Hero Glammer Refresh**, **Mahindra Jeeto Z Series**, **Tata Intra**
- **Recent entries into OEM's existing models** – JBM CNG Bus, Mahindra Scorpio S3, Honda Bikes till 125 CC, Yamaha FZ 150 CC, Suzuki Gixxer 150 CC, Ashok Leyland Truck 1618, **Daimler BSVI Trucks**, **Piaggio Aprilia 150 CC**
- **Platforms** like Fuelsmart, Gripp, Mileage X3, SecuraDrive etc.

2 Strong Brand

CEAT's colourful Limited Edited **CEAT Zoom Rad Tubless tyres**



CEAT products:

providing superior performance across segments and terrains



CEAT's ode to the Unsung Heroes
Truckers and Fleets



3 Extensive Distribution

CEAT Shoppe



Shop in Shop (SIS)



Multi Brand Outlet



CEAT Bike Shoppe



4000+

Dealers &
Channel Partners

300+

2W Distributors

600+

Districts

500+

CEAT Franchisees

35,000+

Sub-dealers

400+

MBO / SIS

4 Deep OEM Partnerships



TATA Motors

Ashok Leyland

VECV

Escorts

AMW

TAFE



Mahindra

Daimler

Eicher

SML Isuzu

JBM Group



Maruti Suzuki

TATA Motors

Mahindra

Renault

Hyundai

KIA



Force Motors

Datsun

Skoda

Peugeot

Volkswagen

Morris Garage



Honda

Royal Enfield

Bajaj

Yamaha

Suzuki

Hero

Hero Electric



Piaggio

LML

Tork

Tunwal

Okinawa Scooters

Kawasaki



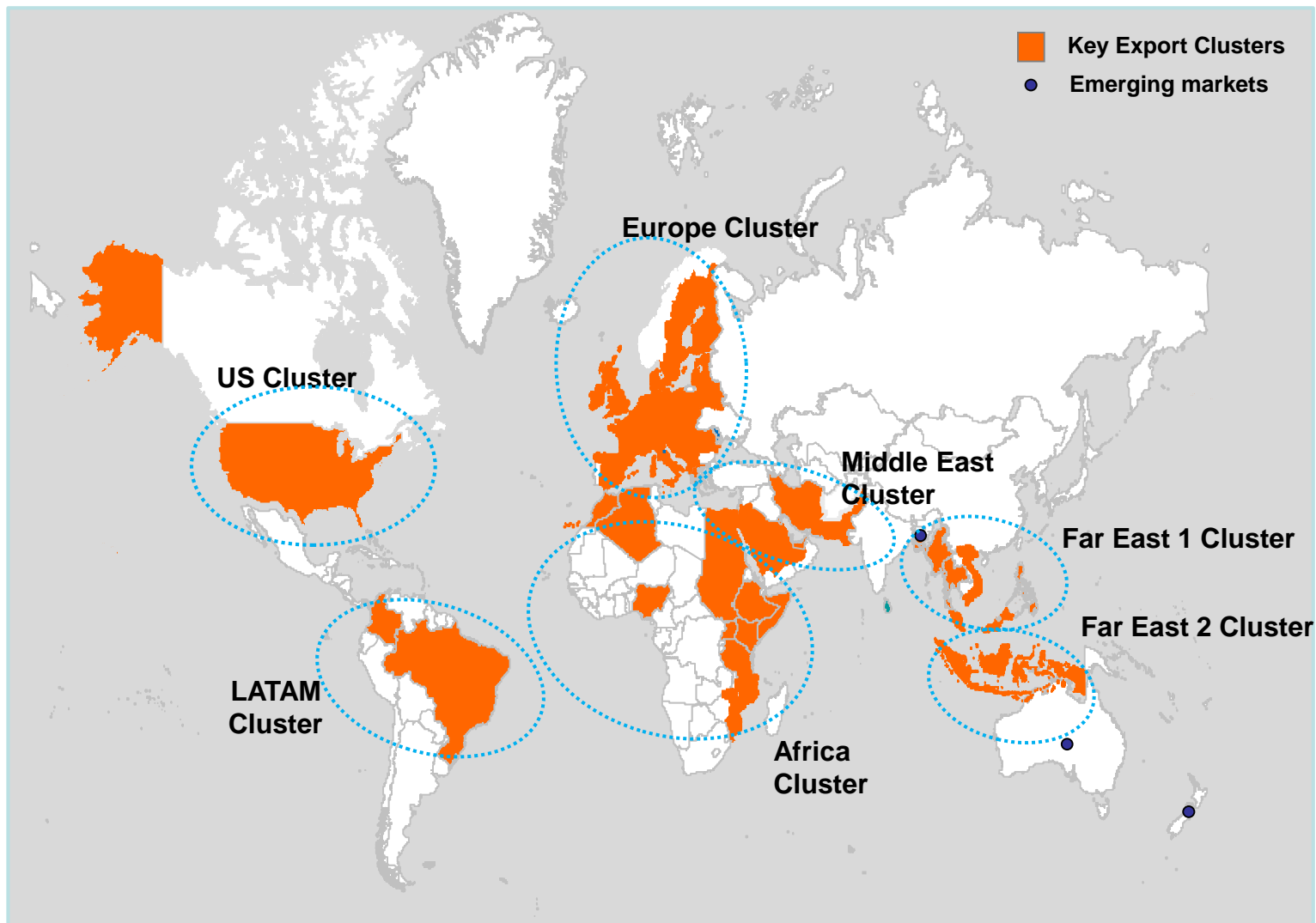
State-of-the-Art R&D Center, Halol



R&D Office, Germany

- Significant investment on tyre testing infrastructure like Anechoic Chamber, Flat Track Test Machine
- Focus on upcoming technologies like Electric Vehicle, Sustainability and Smart Tyres

6 Expanding Global Reach



- **Exports to 90+ Countries** in 7 clusters
- **Sri Lanka:** Manufacturing facility and Leadership position in the market and with 50+% market share
- Focused product and distribution strategy for select clusters and countries

6 Expanding Global Reach

CEAT commissioned its **Greenfield facility at Chennai**



Section 3: Operational & Financial Overview

Q4 FY20 Operational Highlights

Ratings and Awards

CEAT's credit ratings affirmed by CARE & India Rating
AA for long term with stable outlook & A1+ for short term

CEAT won Best Risk Management Framework Award
from ICICI Lombard & CNBC 18



OEM Model Entry



Hero Glamour Refresh



Piaggio Aprilia



Mahindra Jeeto



TATA Infra

Consolidated: Q4 FY20 Financial Highlights

Q4 FY20 v/s Q3 FY20 (Q-o-Q)

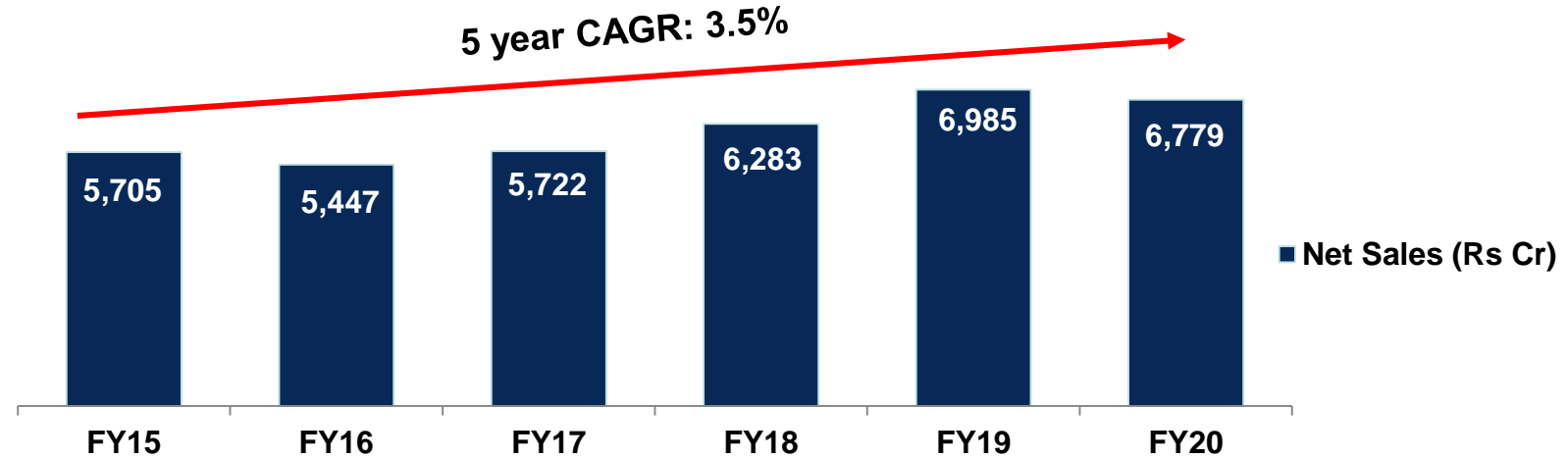
- Net revenue from operations declined by 10.7% at INR 1,573 Crs from INR 1,762 Crs
- Gross margin expanded to 45.6% from 43.0%
- EBITDA stood at INR 203 Crs compared to INR 188 Crs; margins at 12.9% from 10.7%
- PAT stood at INR 52 Crs compared to INR 53 Crs
- Debt / equity at 0.66x compared to 0.65x

Q4 FY20 v/s Q4 FY19 (Y-o-Y)

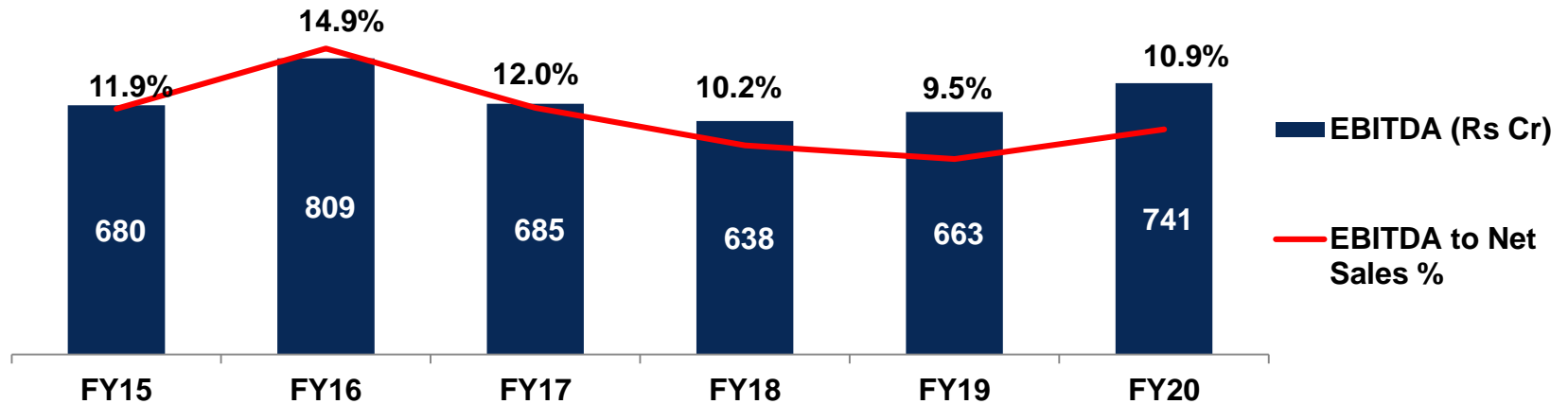
- Net revenue from operations declined by 10.6% at INR 1,573 Crs from INR 1,760 Crs
- Gross margin expanded to 45.6% from 39.3%
- EBITDA stood at INR 203 Crs compared to INR 166 Crs; margins at 12.9% from 9.4%
- PAT stood at INR 52 Crs compared to INR 64 Crs
- Debt / equity at 0.66x compared to 0.54x

Consolidated: Financial Trends

Revenue growth



Margin trends



Note

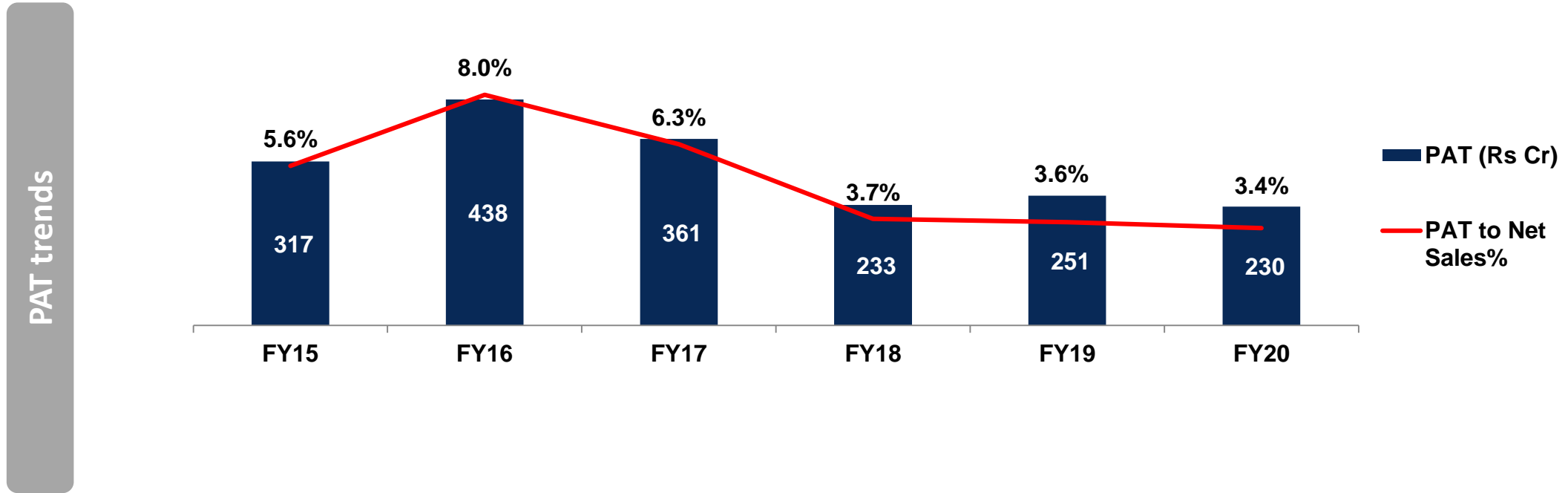
FY16 onwards the figures are per IND AS; Other financial figures are as per IGAAP as published in previous periods

FY16 onwards the Company's investment in Sri Lanka JV is accounted using Equity method under IND AS which was earlier consolidated using proportionate consolidation method

FY16 onwards the EBITDA includes profit from Sri Lanka JV

EBITDA does not include Non-operating income

Consolidated: Financial Trends



Notes

FY16 onwards the figures are per IND AS; Other financial figures are as per IGAAP as published in previous periods

Consolidated: Q4 FY20 Financials

All figures in INR Cr

Parameter	Q4 FY19	Q3 FY20	Q4 FY20	QoQ	YoY	FY19	FY20	YoY
Net Revenue from operations	1,760.5	1,761.8	1,573.4	-11%	-11%	6,984.5	6,778.8	-3%
Raw Material	1,069.2	1,004.7	855.2	-15%	-20%	4,181.8	3,915.1	-6%
Gross margin	691.3	757.0	718.3	-5%	4%	2,802.7	2,863.8	2%
Gross margin %	39.3%	43.0%	45.6%	268 bps	638 bps	40.1%	42.2%	212 bps
Employee Cost	127.8	144.3	141.8	-2%	11%	530.1	541.8	2%
Other Expenses	401.2	429.6	376.1	-12%	-6%	1,630.1	1,598.1	-2%
EBITDA	165.6	187.9	202.9	8%	23%	662.7	741.1	12%
EBITDA %	9.4%	10.7%	12.9%	223 bps	349 bps	9.5%	10.9%	144 bps
Finance Cost	26.9	38.0	40.7	7%	51%	88.0	150.9	71%
Depreciation	50.8	70.5	74.5	6%	47%	192.7	276.5	43%
Operating PBT	87.9	79.3	87.7	11%	0%	382.0	313.6	-18%
Exceptional expense	40.5	0.3	28.2		-30%	44.8	29.8	-33%
Non-Operating income	30.6	3.6	3.5	-2%	-89%	39.0	20.5	-47%
PBT	78.0	82.6	63.1	-24%	-19%	376.2	304.3	-19%
PAT	64.3	52.5	51.7	-1%	-20%	251.1	230.1	-8%

Notes

Figures are as per IND AS

Company's investment in Sri Lanka JV is accounted using Equity method under IND AS which was earlier consolidated using proportionate consolidation method

Gross margin includes impact of non-material cost movement of inventory (FG + SFG)

EBITDA includes profit from Sri Lanka JV

EBITDA does not include Non-operating income

Consolidated: Leverage / coverage Profile

Total Debt
(INR Cr)

775

663

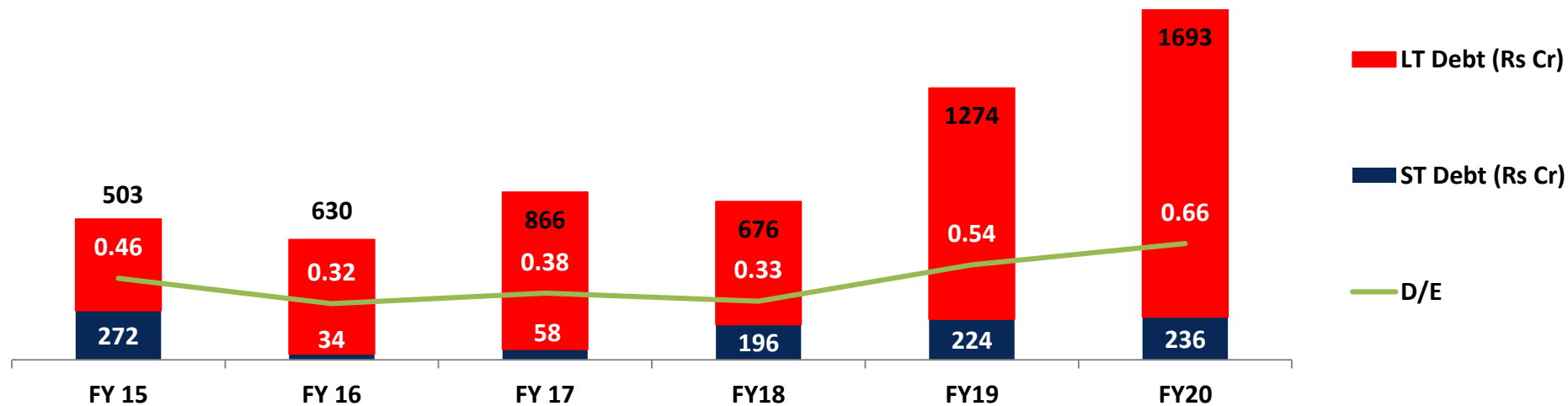
924

872

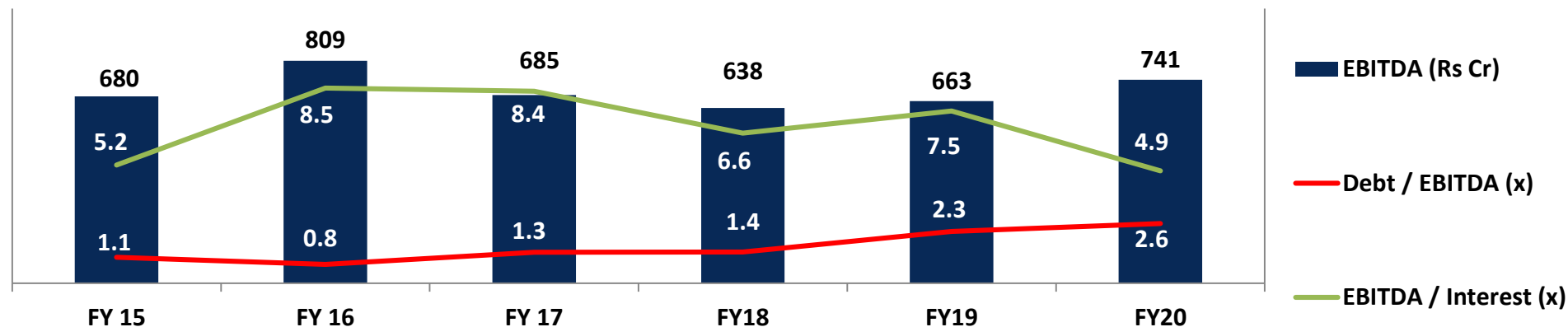
1498

1929

Debt breakup



Leverage ratios



Note

FY16 onwards the figures are per IND AS; Other financial figures are as per IGAAP as published in previous periods

Company's investment in Sri Lanka JV is accounted using Equity method under IND AS which was earlier consolidated using proportionate consolidation method

EBITDA includes profit from Sri Lanka JV; EBITDA does not include Non- operating income

Long Term debt also includes the 'Current Maturities' component of the long term debt

Standalone: Q4 FY20 Financials

All figures in INR Cr

Parameter	Q4 FY19	Q3 FY20	Q4 FY20	QoQ	YoY	FY19	FY20	YoY
Net Revenue from operations	1,717.5	1,708.6	1,523.6	-11%	-11%	6,831.3	6,581.1	-4%
Raw Material	1,052.9	981.4	847.3	-14%	-20%	4,140.3	3,851.8	-7%
Gross margin	664.6	727.1	676.4	-7%	2%	2,691.0	2,729.4	1%
Gross margin %	38.7%	42.6%	44.4%	183 bps	570 bps	39.4%	41.5%	208 bps
Employee Cost	118.6	134.0	130.3	-3%	10%	492.0	500.5	2%
Other Expenses	379.9	412.0	356.1	-14%	-6%	1,561.5	1,523.5	-2%
EBITDA	166.1	181.2	189.9	5%	14%	637.5	705.3	11%
EBITDA %	9.7%	10.6%	12.5%	186 bps	280 bps	9.3%	10.7%	138 bps
Finance Cost	20.7	30.1	33.8	12%	63%	64.5	123.0	91%
Depreciation	45.9	64.8	69.3	7%	51%	174.3	255.4	47%
Operating PBT	99.4	86.3	86.9	1%	-13%	398.7	326.9	-18%
Exceptional expense	40.0	0.3	28.1		-30%	44.2	29.8	-33%
Non-Operating income	32.4	5.7	6.5	14%	-80%	55.3	41.3	-25%
PBT	91.8	91.8	65.2	-29%	-29%	409.8	338.5	-17%
PAT	77.7	62.1	55.8	-10%	-28%	288.9	270.8	-6%

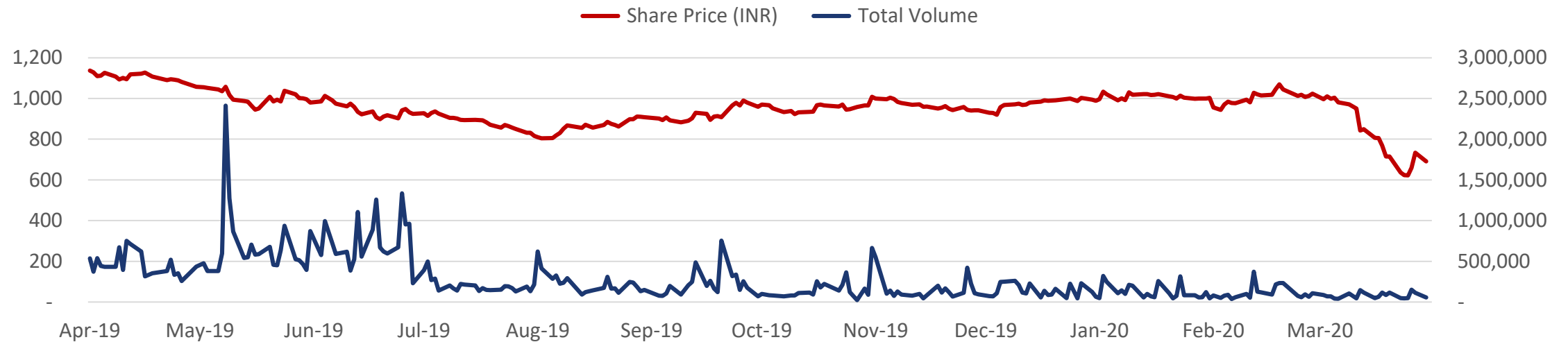
Notes

Financials are as per IND AS

Gross margin includes impact of non-material cost movement of inventory (FG + SFG)

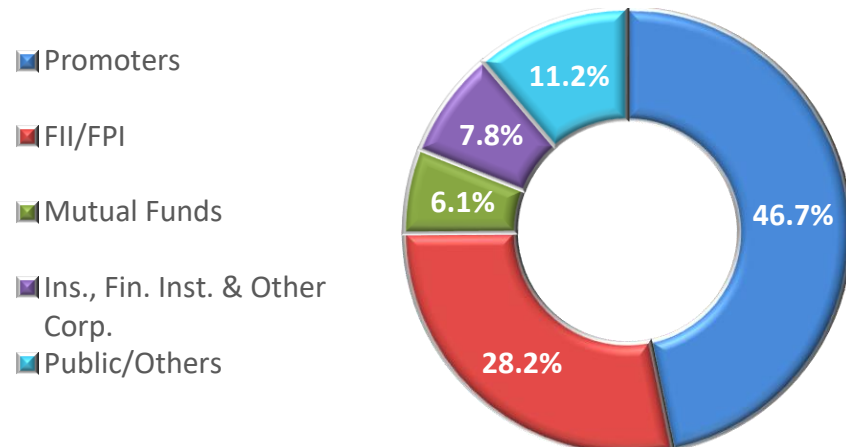
EBITDA does not include Non-operating income

Equity Shareholding & Price trends



Source : Capitaline. The above data is updated till 31st March 2020

Shareholding Pattern as on March 31, 2020



Market Information

- Market Price (May 27th, 2020): INR 760.8/share
- Face Value : INR 10/share
- Market Cap (May 27th, 2020): INR 3,077 Cr

THANK YOU