Indag Rubber Limited

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E-mail :info@indagrubber.com, Website: www.indagrubber.com, CIN-L74899DL1978PLC009038

Works :Village Jhiriwala, Tehsil, Nalagarh, Distt. Solan, Himachal Pardesh - 174101, India
Phone :09736000123

ISO9001: 2015
ISO14001 : 2015

May 11, 2023

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai-400001

(Company code-1321)
(Scrip code-509162)

Sub.: Investor Presentation – Q4 FY23.

Dear Sir,

Enclosed please find the Investor Presentation of Q4 FY23, for the information of the investors and public at large.

Thanking you.

Yours faithfully,

For Indag Rubber Limited

INDAG RUBBER LTD. 11 Community Centre, Saket NEW DELHI

Manali D. Bijlani
Company Secretary

MANALI D BIJLANI

Digitally signed by MANALI D BIJLANI
DN: c=IN, st=Delhi, 2.5.4.20=f661c7d662f28e9ab4037a5f1132d9a5b8e0cdf860d7f985500e4cf0a6712964, postalCode=110092, street=C-37 ANAND VIHAR, SHAKARPUR BARAMAD, EAST DELHI,DELHI,Delhi-110092, pseudonym=7b12574e467e2891faaca0c6230ac196, serialNumber=647cf315c520526a2b1842dc05e973f9fa96588b318254766e4c8cfecd83ee1c, o=Personal, cn=MANALI D BIJLANI
Date: 2023.05.11 16:15:16 +05'30'

Safe Harbor

THE ONLY ALTERNATIVE TO NEW TYRES

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Q4 & FY23 FINANCIAL HIGHLIGHTS

Financials - Q4 & FY23

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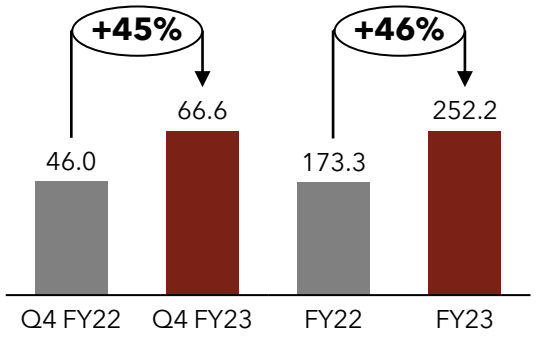
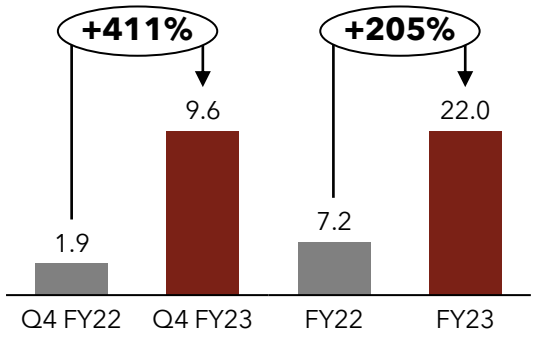
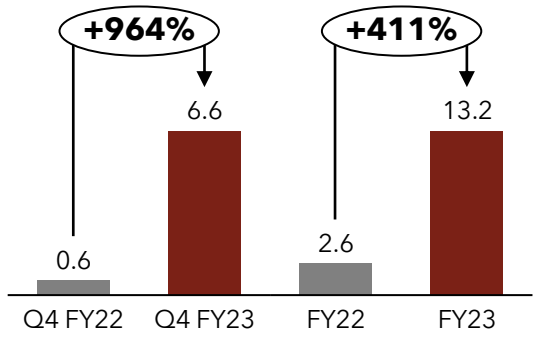
Total Revenue*



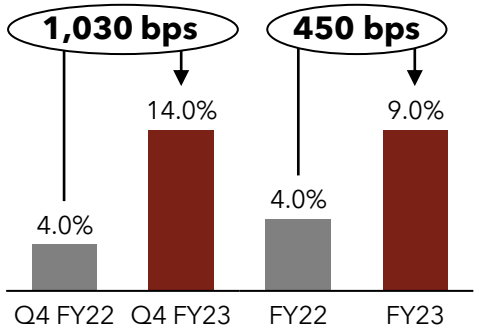
EBITDA*



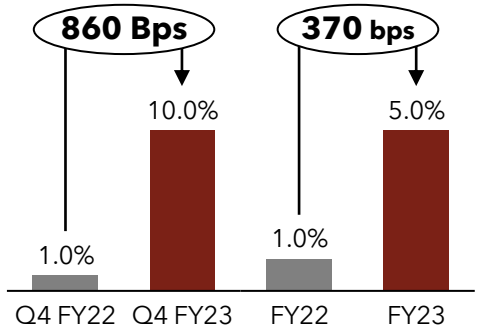
Profit After Tax*



EBITDA Margin*



PAT Margin*



(Rs. In Crs.)

**Includes Other Income*

Financials - Q4 & FY23

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Particulars (Rs. In Crs)	Q4 FY23	Q4 FY22	Y-o-Y	Q3 FY23	Q-o-Q	FY23
Revenue from Operations	**64.1**	**44.2**	**45%**	**60.4**	**6%**	**243.9**
Other Income	2.5	1.7		2.3		8.4
Total Revenue (incl Other Income)	*66.6*	*46.0*	*45%*	*62.8*	*6%*	*252.2*
Total Raw Material	**41.8**	**31.8**		**42.5**		**174.3**
Gross Profit	*24.8*	*14.1*	*75%*	*20.2*	*23%*	*77.9*
Gross Profit %	*37.2%*	*30.7%*		*32.2%*		*30.9%*
Employee Expenses	5.8	5.3		5.6		22.1
Other Expenses	9.4	6.9		8.5		33.8
EBITDA	*9.6*	*1.9*	*411%*	*6.1*	*57%*	*22.0*
EBITDA %	*14.4%*	*4.1%*	*1,030 bps*	*9.7%*	*450 bps*	*8.7%*
Depreciation	1.3	1.0		1.1		4.5
EBIT	*8.3*	*0.9*	*873%*	*5.0*	*65%*	*17.6*
EBIT (%)	*12.5%*	*1.9%*		*8.0%*		*7.0%*
Finance Cost	0.2	0.0		0.1		0.3
Profit before Tax	*8.1*	*0.8*		*5.0*		*17.2*
Tax	1.5	0.2		1.5		4.0
Profit after Tax	*6.6*	*0.6*	*964%*	*3.4*	*94%*	*13.2*
PAT %	*10.0%*	*1.4%*	*860*	*5.4%*	*370 bps*	*5.2%*
EPS	*3.18*	*0.24*		*1.87*		*5.04*

Balance Sheet

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Liabilities (Rs. In Crs.)	Mar-23	Mar-22
Equity		
Share Capital	5.3	5.3
Other Equity	206.6	201.3
Total Equity	**211.8**	**206.5**
Non Current Liabilities		
Financial Liabilities		
Lease Liabilities	5.9	-
Provisions	0.9	0.9
Deferred Tax Liabilities (Net)	3.0	3.5
Total Non Current Liabilities	**9.9**	**4.4**
Current Liabilities		
Financial Liabilities		
Lease Liabilities	0.4	-
Trade Payables	22.8	16.6
Other Financial Liabilities	3.4	4.4
Provisions	0.2	0.1
Other Current Liabilities	2.7	1.8
Total Current Liabilities	**29.4**	**22.9**
Total Equity and Liabilities	**251.1**	**233.8**

Assets (Rs. In Crs.)	Mar-23	Mar-22
Non Current assets		
Property, Plant and Equipments	24.4	23.3
Capital Work-In-Progress	0.4	1.0
Investment Property	21.0	21.6
Right of Use Assets	6.3	-
Other Intangible Assets	0.1	0.2
Financial Assets		
Investments	95.7	85.7
Loans	0.0	0.0
Other Financial Assets	1.3	0.5
Income Tax Assets (net)	0.3	2.3
Other Non-Current Assets	1.4	0.2
Total Non Current Assets	**150.8**	**134.8**
Current Assets		
Inventories	42.2	39.2
Financial Assets		
Investments	17.0	26.7
Trade Receivables	29.3	22.6
Cash and Cash Equivalents	1.7	0.7
Other Bank Balances	0.6	1.7
Loans	0.2	0.2
Other Financial Assets	1.8	1.5
Other Current Assets	7.5	6.3
Total Current Assets	**100.3**	**99.0**
Total Assets	**251.1**	**233.8**

Cashflow Statement

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Particulars (Rs. In Crs.)	Mar-23	Mar-22
Net Profit Before Tax	**17.2**	**2.9**
Adjustments for: Non Cash / Other Items	1.8	0.7
Operating profit before working capital changes	**19.0**	**3.6**
Changes in working capital	-6.6	6.0
Cash generated from operations	**12.5**	**9.6**
Direct taxes paid	-2.8	-1.1
Net Cash from Operating Activities	**9.7**	**8.5**
Net Cash from Investing Activities	**-1.8**	**-3.0**
Net Cash from Financing Activities	**-6.8**	**-6.5**
Net Decrease in cash and cash equivalents	**1.0**	**-1.0**
Add: Cash & Cash equivalents at the beginning of the period	0.7	1.7
Cash & Cash equivalents at the end of the period	**1.7**	**0.7**

ABOUT THE COMPANY

About the Company

THE ONLY ALTERNATIVE TO NEW TYRES
INDAG®
SINCE 1978

VISION & MISSION

To be No.1 company in every market served, by offering best- in-class tyre Retreading products and services through largest network of trained Channel partners committed to offer most reliable, economical and sustainable tyre solutions for commercial transport industry.

VALUES

- Excellence
- Customer Satisfaction
- Commitment
- Social Responsiveness
- Creativity
- Openness and Diversity

THE ONLY ALTERNATIVE TO NEW TYRES
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THE ONLY ALTERNATIVE TO NEW TYRES

One Stop Solution for Retreading

43 YEARS

Experience in Excellence

Cutting Edge Technology

Highly Certified Products

AN EXCELLENT HISTORY OF PROVIDING **BEST-IN-CLASS RETREADING MATERIALS & SERVICES**

Our Journey

THE ONLY ALTERNATIVE TO NEW TYRES

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1978

1978 - Incorporated as JV between Khemka Group & M/s Bandag Inc, (USA)

1979 - Set up plant at Bhiwadi (Rajasthan)

1984 - Listed on BSE

2006

JV was terminated with Bandag

Khemka Group took over 38.3% share

Set up plant at Nalagarh (Himachal Pradesh)

2012

Increased capacity at Nalagarh plant from 6,000 MT to 13,800 MT

Foray into Foreign market with launch of "Zoma" Brand

2015

Included as one of the best "Under 1Bn" company by Forbes Asia

Certificate of Excellence from Inc 500 in 2012 & 2013

2016

Expanded Capacity from 13,800 MT to 20,000 MT

Focused Management

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Mr. Nand Khemka

Chairman & Managing Director

- M.S. in Foreign Trade & MBA in Production Management from Columbia University, New York, U.S.A.
- Over 40 years of experience in promoting and running successfully various organizations

Mr. Vijay Shrinivas

CEO & Whole Time Director

- With the company since 2018. He was last working with Arvind Ltd. as Chief Sales & Marketing Officer. Prior to that, he was with E I DuPont India Pvt Ltd, Bharat Shell Ltd and Larsen & Toubro Ltd in various operating and leadership roles
- MBA in International Business from Indian Institute of Foreign Trade, New Delhi ,with 21 years of experience

Mr. Uday Khemka

Director

- Son of Mr. Nand Khemka having more than 24 years of Investment Banking & Entrepreneurial experience in Emerging markets
- Vice-Chairman of the SUN Group of companies
- Educated at Eton College, he received his undergraduate and Master's degrees at Cambridge University and received an MBA with distinction from Harvard Business School (Baker Scholar)

Mr. Shiv Khemka

Director

- Vice-Chairman of SUN Group, founded in the early 90's
- Educated at Eton College, Brown University, and the Lauder program at The Wharton School, University of Pennsylvania

Focused Management

Ms. Bindu Saxena
Non-Executive Director
(Independent)

Mr. P R Khanna
Non-Executive Director
(Independent)

Mr. Harjiv Singh
Non-Executive Director
(Independent)

Mr. Raj Kumar Agrawal
Non-Executive Director
(Independent)

Mr. Anil Bhardwaj
G.M.(Accounts) & CFO

Mrs. Manali D Bijlani
Company Secretary

State of the Art Manufacturing Facility

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State of the art manufacturing unit Located at Nalagarh Industrial Estate in Himachal Pradesh

- Advanced Technology in terms of machinery and equipment
- Indag Training centre to impart high quality of training

Our Presence

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NDAG®

SINCE 1978

PAN India Presence since 1978

18+ Depots

200+ Dealers

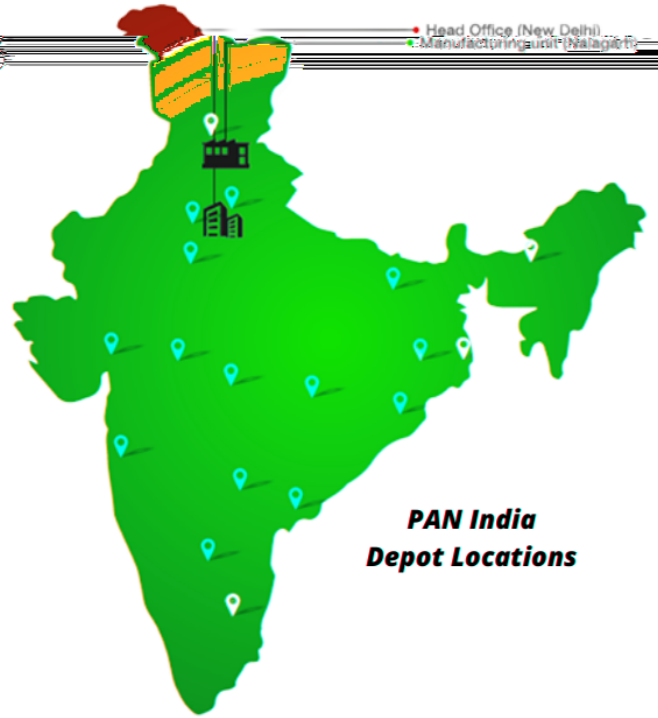
1,200+ Retreaders

15,00,000+

Tyres Retreaded every year

50+ Team on-ground

Dedicated Sales, Service & Fleet Engagement Team



PAN India
Depot Locations

Our Products

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PRECURED TREAD RUBBER

- Capacity of 20,000 MT p.a.
- Servicing different vehicle types M&HCVs, LCVs, Passenger vehicles and Off-road vehicles
- Specialized patterns for varied road applications such as highways, hills, mining, off-road

UN-VULCANIZED RUBBER STRIP GUM

- Capacity of 1,800MT p.a.
- Strong bonding between casing and tread
- Shortest curing time
- High retreading productivity

UNIVERSAL SPRAY CEMENT

- Capacity of 1,800 KL p.a. with availability of 3 variants
- Provides protection to tyre buffed surface from oxidation
- Good cured bonding between casing and cushion

TYRE RETREADING ENVELOPES

- Heat resistive compound
- Lowest cost per cure envelopes
- Longer retreaded life

Ensuring Quality & Reliability to Fleet Operators

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INDAG CONSULTANCY SERVICES

It cannot be emphasized more that retreading is a highly technical process and requires the best quality retreading materials and an impeccable retreading process. Untrained and ill equipped small and fragmented retreaders are the biggest threat to the evolving and growing Retreading Industry in India.

We have designed INDAG Consultancy Services to help our retread partners win this battle. We extend the following training and services under this program -

- RETREADING PROCESS CONSULTANCY
- RETREADING MACHINERY CONSULTANCY
- TROUBLESHOOTING

Voice of the Customers

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R. R. LOGISTICS

Jaipur, Rajasthan

INDAG ZZYL TREAD PATTERN TO RUN 1.4 LAKH KMs

"We are a prominent fleet with 80 vehicles primarily running on Ambala - Mumbai & Ambala-Hyderabad route. We had retreaded 88 tyres in the last 6 Months with Indag Tread (ZZYL & ZZE2 Patterns). We are using Retreaded Tyre fixed on Dummy Axle of Size: 10.00R20. We anticipate a mileage of 1.4 Lakh KM at 80% Wear, which is 32% better than competitor. I would strongly advocate the use of Indag Tread to my fellow transporters as well."

Application: Truck

NEW JAISHANKAR TRANSPORT COMPANY

Jaipur, Rajasthan

INDAG ZZA1 PROVIDES 14% MORE MILEAGE ON STEER AXLE

"We are a prominent fleet of 600+ vehicles, plying on the Janagar-Uttarakhand and Nimbahera-Gujarat route. We are highly satisfied with ZZY3, ZM857 and ZZA1 Patterns, providing 14% better Mileage on Steering Axle than competition. Timely recommendations by Indag Team helped us in achieving better performance. We strongly advocate the use of Indag Treads to our fellow transporters as well."

Application: Multi-axle Truck Trailer

CHARTERED SPEED LTD.

Indore, Madhya Pradesh

1.25 LAKH KM MILEAGE ACHIEVED WITH ICON ZZE2 - 250 TREAD PATTERN

"Chartered Speed Ltd. is a bus transport service and currently operating 1200+ buses in long distance high speed application. I am using Indag from last 3 years, I am very happy with the excellent performance of Indag Tread which are of Premium Quality & their retreading process is among the best in Industry. I use ICON ZZE2 - 250 which specially designed for Good Traction & Lower Resistance. I achieved an average mileage of 1.25 Lakh KM which provides the Lowest Cost per KM in the Industry"

Application: High Speed Volvo Bus

BHAGWATI AIR EXPRESS PVT. LTD.

New Delhi

INDAG ZZYL TREAD PATTERN RUNS 1.6 LAKH KMs

"We, M/S Bhagwati Transport have a fleet of 90 Trucks plying PAN -India, mostly in medium to long haulage catering to the e-commerce industry. We used Indag's retreaded tyres on Dummy Axle of size: 295/80R22.5 and achieved to Lakh Km Mileage at 85% Wear. After getting 100+ tyres retreaded through Indag's franchisee Haryana Cold Retreads, we are pleased to confirm that Indag's Retreads performed almost 85% of New Tyre Mileage."

Application: Truck

JYOTI TRANSPORT SERVICE

Mumbai, Maharastra

INDAG TREADS PERFORM EXCEPTIONALLY WELL ON BOTH KACHA AND PAKKA ROADS

"Our vehicles operate across India in mixed road conditions (20 % bad and 80 % good) running 61500kms per month. We face a problem of cutting and chipping in tyres leading to low mileage. Indag's offerings exceeded our expectations and provided an excellent performance of up to 85% of New Tyre Mileage."

Application: Truck + Trailer

ABOUT
THE RETREADING INDUSTRY

What is Retreading?

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INDAG PIONEERED COLD RETREADING IN INDIA

RETREADING SAVES MONEY

- Saves upto 70% of new tyre cost
- Provides mileage similar to a new tyre
- Reduces Cost-per-KM (CPKM) to 1/3rd of a new tyre

Retreading is a green and sustainable alternative to new tyres. It is a technical process of high precision and craftsmanship used to rejuvenate an old worn-out tyre into a renewed one.

RETREAD SAVES ENVIRONMENT

- Saves 57 litres of oil on every tyre
- Saves 44kg of rubber on every tyre
- Decreases tyre waste in landfills
- Prevents release of 182 kg of CO_2 on every tyre

Retreading means replacing the tread of the tyre, instead of buying a completely new tyre. A tyre casing is designed for multiple retreading.

Why Retreading?

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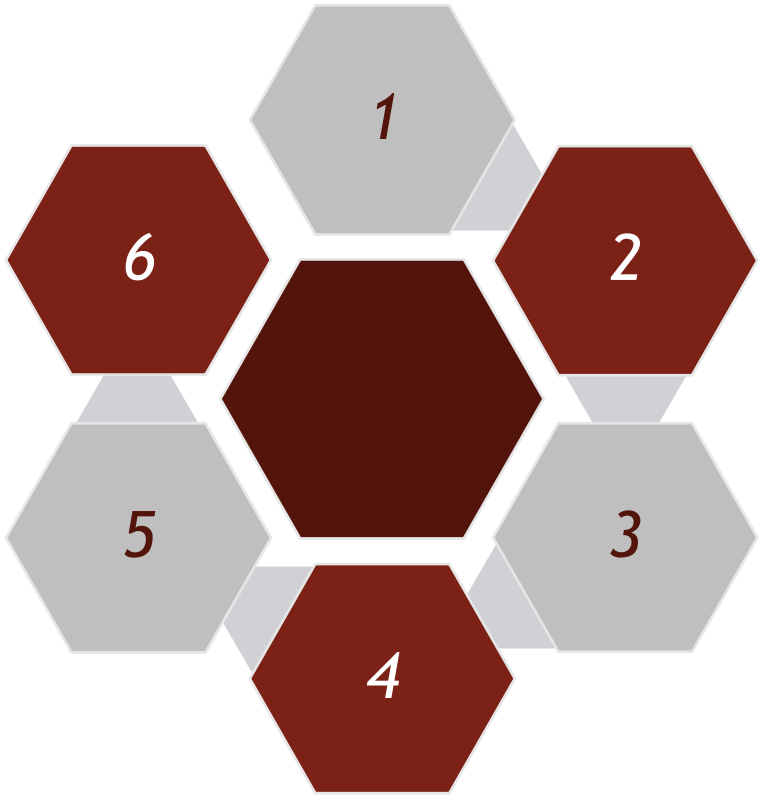
Saves Money One third of the price of a new tyre with life nearly the same as New tyre



Safety

Tested to same stringent performance criteria as a new tyre

Low Cost Production

In retread tyre only 25% Natural rubber is used whereas; in new tyre, around 80% of Natural rubber is required

Recycle Extends the life of used tyres thus saving even more energy, CO_2 and raw materials with each product cycle

Durable

Appropriate tread can last nearly the same as a new tyre

Environment Friendly

Requires ~31 Litres of crude oil to produce a retread as opposed to 88 Litres of oil to manufacture a new tyre

Opportunities – Future of Retreading

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Improved Road Infrastructure

- More distance travelled in lesser time
- Higher tonnage vehicles with more tyres
- Less Downtime & longer tread life
- Less Damage to vehicles & tyres

GST & Favorable Regulatory guidelines

- Fewer stopovers at check posts due to E-waybills
- Less overloading due to increasing regulations
- End of Tyre life norms and labelling norms.
- Elimination of smaller, unorganized players and formalization of value chains

Growing Environmental consciousness

- Retreading prevents landfill waste and pollution caused due to incineration of discarded tyres
- Retreading promotes sustainability and reusability, providing lesser carbon footprint

Increasing Radialization Trend

- Truck and Bus tyre segment has reached a radialization of 51% and growing continuously.
- Radial tyres are structurally stronger and supports multiple retread

Inclination to Electric Vehicles

- While IC engines will become redundant over time, tyres will not!
- Emerging tyre designs focussed on Electric Vehicles

HISTORICAL FINANCIALS

Financials

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Particulars (Rs. In Crs.)	FY23	FY22	FY21	FY20
Revenue from Operations	**243.9**	**166.9**	**169.8**	**186.8**
Other Income	8.4	6.4	4.0	4.6
Total Revenue (incl Other Income)	*252.2*	*173.3*	*173.9*	*191.4*
Total Raw Material	174.3	120.2	107.6	121.1
Gross Profit	*77.9*	*53.2*	*66.3*	*70.3*
Gross Profit (%)	*30.9%*	*30.7%*	*38.1%*	*36.7%*
Employee Expenses	22.1	20.7	21.0	20.6
Other Expenses	33.8	25.3	25.0	29.0
EBITDA	*22.0*	*7.2*	*20.3*	*20.7*
EBITDA (%)	*8.7%*	*4.2%*	*11.7%*	*10.8%*
Depreciation	4.5	4.2	3.3	3.7
EBIT	*17.6*	*3.0*	*17.0*	*17.0*
EBIT (%)	*7.0%*	*1.7%*	*9.8%*	*8.9%*
Finance Cost	0.3	0.2	0.3	0.3
Profit before Tax	*17.2*	*2.9*	*3.5*	*16.7*
Tax	4.0	0.3	0.8	3.4
Profit after Tax	*13.2*	*2.6*	*2.8*	*13.3*
PAT %	*5.2%*	*1.5%*	*1.6%*	*6.9%*
EPS	5.04	0.99	1.05	5.06

* Exceptional Item of Rs 13.24 cr as the Company opted for the Himachal Pradesh {Legacy Cases Resolution) Scheme, 2019 on January 21, 2021 for settlement of Entry Tax matter of earlier years which was pending decision before Honorable High Court of Himachal Pradesh.

Balance Sheet

THE ONLY ALTERNATIVE TO NEW TYRES

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Liabilities (Rs. In Crs.)	Mar-23	Mar		

Cashflow Statement

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Particulars (Rs. In Crs.)	Mar-23	Mar-22	Mar-21	Mar-20
Net Profit Before Tax	**17.2**	**2.9**	**3.5**	**16.7**
Adjustments for: Non Cash / Other Items	1.8	0.7	13.1	-0.2
Operating profit before working capital changes	**19.0**	**3.6**	**16.6**	**16.6**
Changes in working capital	-6.6	6.0	7.8	-3.6
Cash generated from operations	**12.5**	**9.6**	**24.4**	**13.0**
Direct taxes paid	-2.8	-1.1	-11.7	-4.7
Net Cash from Operating Activities	**9.7**	**8.5**	**12.7**	**8.3**
Net Cash from Investing Activities	**-1.8**	**-3.0**	**-9.4**	**2.5**
Net Cash from Financing Activities	**-6.8**	**-6.5**	**-2.6**	**-12.2**
Net Decrease in cash and cash equivalents	**1.0**	**-1.0**	**0.7**	**-1.5**
Add: Cash & Cash equivalents at the beginning of the period	0.7	1.7	1.1	2.5
Cash & Cash equivalents at the end of the period	**1.7**	**0.7**	**1.7**	**1.1**

Consistent Dividend Pay-out

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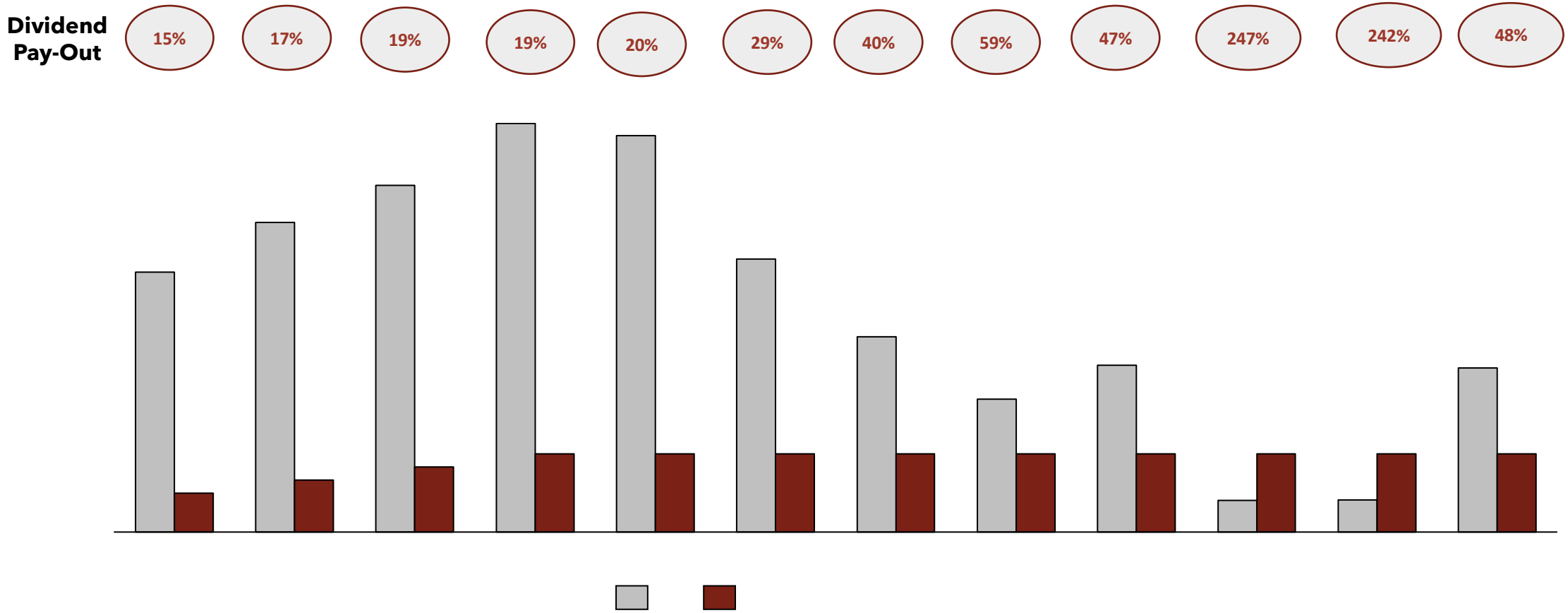

Company :

Investor Relations Advisors :