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Date: 26th May 2025

BSE Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400 001.	National Stock Exchange of India Ltd. Exchange Plaza, C -1, Block G, Bandra -Kurla Complex, Bandra (E), Mumbai -400 051.
Scrip Code: 530007	Symbol: JKTYRE

Dear Sir,

Re. Transcript of Results Conference Call held on 21st May 2025
- Regulation 30 of the SEBI (Listing Obligations and
Disclosure Requirements) Regulations, 2015

Further to our letter dated 14th May 2025 re. Intimation of Schedule of Results Conference Call, we enclose herewith the transcript of the Quarter 4, financial year 2024-25 Results Conference Call (Group Conference Call) held on 21st May 2025 .

Thanking you,

Yours faithfully,
For JK Tyre & Industries Ltd.

(Kamal Kumar Manik)
Company Secretary

Encl: As Above



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“JK Tyre and Industries Limited
Q4 FY25 Earnings Conference Call”
May 21, 2025



MANAGEMENT: **MR. ANSHUMAN SINGHANIA – MANAGING DIRECTOR – JK TYRE & INDUSTRIES LIMITED**
MR. ARUN K. BAJORIA – DIRECTOR & PRESIDENT, INTERNATIONAL – JK TYRE & INDUSTRIES LIMITED
AND MR. SANJEEV AGGARWAL – CHIEF FINANCIAL OFFICER – JK TYRE & INDUSTRIES LIMITED

MODERATOR: **MR. CHIRAG JAIN – EMKAY GLOBAL FINANCIAL SERVICES LIMITED**



Moderator:

Ladies and gentlemen, good day and welcome to Q4 FY25 JK Tyre and Industries Earnings Conference Call hosted by Emkay Global Financial Services Limited. As a reminder, all participant lines will be in the listen-only mode and there will be an opportunity for you to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star then zero on your touchtone phone.

I now hand the conference over to Mr. Chirag Jain from Emkay Global Financial Services Limited. Thank you, and over to you, sir.

Chirag Jain:

Thank you, Muskan. Good morning, everyone. On behalf of Emkay Global, I would like to welcome you all to the Q4 and FY '25 Earnings Conference Call of JK Tyre and Industries Limited. Today, we have with us the senior management team represented by Mr. Anshuman Singhania, Managing Director; Mr. Arun K. Bajoria, Director and President, International and Mr. Sanjeev Aggarwal, Chief Financial Officer. We will begin the call with opening comments from the management team, followed by a Q&A session. Over to you, sir.

Anshuman Singhania:

Yes. Thank you. I would like to take this opportunity to extend my warm welcome to you all and thank you for joining JK Tyre's Quarter 4th & FY'25 earnings call. It is my great pleasure to be here again to address you and I have with me, Dr. Arun K. Bajoria, Director & President (Int'l), and Mr. Sanjeev Aggarwal, CFO.

The Indian economy continued to outshine its global peers with its GDP hitting a milestone of USD 4.3 trillion in 2025 doubling from USD 2.1 trillion in 2015, and there is still a high growth potential going forward. As per RBI's latest estimates, the GDP is projected to grow by 6.5% in FY26.

The Indian economy has shown tremendous resilience and continues to remain less impacted by the external geopolitical environment and US tariffs on account of India being primarily a domestically driven economy with underlying strong domestic capital markets and huge foreign exchange reserves.

We believe US tariffs in the medium to long term, are unlikely to have a significant impact on the auto sector and the tyre industry. However, Indian economy is likely to be relatively better placed in terms of tariffs under FTA which is under negotiation, which will provide significant long-term growth opportunities.

Overall, India's long term growth trajectory continues to remain strong on account of macroeconomic fundamentals and robust domestic demand which makes India an engine of growth despite the emerging trade challenges in the global landscape.

Automotive industry is the cornerstone of India's manufacturing and economic growth, contributing significantly to its GDP. India is the third-largest automotive market in the world which is emerging as a global leader in the automotive value chain.

The year FY'25 remained a progressive year for the sector, demonstrated by an overall volume growth of 7.3% backed by double digit growth in 2/3W segment. PV segment continued its upward trajectory and touched an all-time high with sales of 4.3 million vehicles, SUVs being the key growth driver contributing as high as 65% of the total PV sales. In FY25, CVs witnessed a marginal degrowth of 1-2% on account of long monsoon spell and reduced govt spend on infra due to General elections.



Commercial Vehicle (CV) segment saw a positive momentum in Q4FY25 and the trend is expected to continue in the 1st quarter of next financial year on account of pre-buying of CVs as the new regulations for AC cabins is becoming mandatory in June 2025.

Auto sector is expected to grow at 6-8% in FY26 on the back of stable macroeconomic conditions including revival in infrastructure spend, normal monsoon, easing interest rate scenario and increase in rural and urban disposable incomes.

Coming to JK Tyre's Q4 performance, the quarter has recorded an improvement over the previous quarter. The Consolidated revenues increased to Rs.3,780 crores. EBITDA stood at Rs.384 crores up by 15% on q-o-q basis. EBITDA margin expanded primarily on account of higher volumes and improved operational efficiencies.

I would also like to highlight the double-digit volume growth achieved in both PCR and TBR categories in replacement market on y-o-y basis.

For the full FY25, Consolidated revenues stood at Rs.14,772 crores. Consolidated EBITDA was recorded at Rs.1,678 crores with an EBITDA margin of 11.4%.

In 4th Quarter, Exports were up by 4% on q-o-q basis despite heightened uncertainties and continued volatility in global markets.

JK Tyre remains committed to provide innovative, high quality and technologically advanced products, thereby elevating customer experience. We have been consistently investing nearly 1.5% of our turnover annually on strengthening our R&D capabilities, which help us to stay ahead of the curve and deliver superior & innovative products to customers.

We are witnessing a strong market traction for our premium offerings- Levitas Ultra, Smart Tyre, Ranger series and Puncture Guard Tyre in the passenger vehicle segment, and we have been securing new approvals from OEMs in higher rim sizes in PCR (For instance; Kia Syros 17''– major share of business) and Thar & Thar Roxx (18''), which will drive our sales & improve profitability further.

As part of our premiumization efforts, in the replacement market, revenue mix of high rim sizes is improving consistently and growing at double-digit in PCR and in commercial segment also XF, XM and XD series tyres are improving the product mix.

Fleet Management & Mobility businesses are expanding rapidly, serving nearly 80% of India's large fleets.

Ongoing projects worth Rs.1,400 crores across PCR, TBR & All Steel Light Truck Radial (ASLTR) segments are progressing well. Further, capacity utilization levels remain high across all our plants.

JK Tyre remains focussed on sustainable manufacturing across its 11 plants globally with a capacity of 35Mn+ tyres annually. We are aiming to cut GHG emissions and raw water consumption by 50% by 2030 as part of its strategy to achieve environmental goals. We are ranked amongst top 3 companies globally in terms of lowest energy consumption and lowest specific raw water consumption.

We are proud to inform you that JK Tyre has commenced production of a new passenger car tyre, 'UX Royale Green', using ISCC Plus (International Sustainable and Carbon Certification) certified sustainable materials. This development marks the introduction of India's first passenger car tyre manufactured with globally certified renewable and recycled raw materials. This represents a defining step in JK Tyre's journey towards environmentally responsible innovation.

JK Tyre has been recognized as a "SUPERBRAND" for the 10th time, a milestone that reflects the enduring trust, quality, and leadership our brand commands.



In Q4FY25, we further strengthened the dealer network by adding 150+ dealers and 25+ exclusive brand shops.

During the quarter, we inaugurated 100th Truck Wheel Centre. JK Tyre has the largest service network in the country for Commercial Vehicles, delivering superior customer services.

As we step into the FY26, our strategic approach will be to provide solutions which are innovation driven, collaborative & sustainable to transform challenges into opportunities.

Now, I request Dr. Bajoria to talk about the performance of JK Tormel, Mexico.

Arun Bajoria:

Thank you, MD, sir. I would like to share brief highlights of the Mexican economy for FY25, followed by JK Tormel's performance for the quarter 4 and FY25.

The Mexican economy is projected to grow by 1.5- 2% in FY25 as per the Mexico's Finance Ministry's data, despite the emerging trade challenges from US tariffs, public spending being identified as the likely driver of this growth.

Mexico's President has also laid down a "Plan Mexico" to support and boost their economy amidst the US president's imposition of tariffs on import of Mexican goods, however, automobile tyres will continue to be exported to USA at zero duty for now.

Mexico is the 2nd largest economy in Latin America and one of the largest trade Partner of USA.

Mexican Peso depreciated against USD by 2% in Q4FY25 as compared to Q3 which augurs well for JK Tormel exports.

Sales for FY25 was recorded at 4,928 Mn Pesos, lower by about 10% on constant currency basis. In INR terms, sales in FY25 have declined to Rs.2,147 crores from Rs.2,628 crores recorded last year (lower by 18% y-o-y) mainly on account of depreciation of Mexican peso against INR by 8% (Peso / INR at 4.41 vs 4.78). JK Tormel delivered highest ever supplies to Walmart and mass merchandisers in Q4.

To meet the ever-evolving needs of export and domestic markets, we have launched 34 new products which are well accepted by customers. Further, we are focussing on increasing domestic sales and exports to LATAM and Brazil.

Our PCR expansion project of USD 27 Mn is also progressing well and is expected to be completed by the end of CY2025.

To increase the profitability, various cost saving measures in areas including logistics and other overheads have been identified and action is being taken.

Further, we are closely monitoring the evolving situation around US tariffs and will accordingly take the next course of action, mainly for exports to USA.

Now, I would request Mr. Sanjeev Aggarwal to talk about the financial performance of JK Tyre for this quarter.

Sanjeev Aggarwal:

Thank you. Thank you very much, sir. So let me briefly share with you the key financial highlights for quarter 4 and financial year '25. So first is the consolidated revenue for quarter 4 were recorded at INR3,780 crores, up by 2% on Y-o-Y basis as against INR3,714 crores in the corresponding quarter last year. Revenue for FY '25 were recorded at INR14,772 crores, marginally lower by 2% against INR15,046 crores in FY '24.



Consolidated EBITDA for Q4 was recorded at INR384 crores versus INR335 crores in Q3 FY '25, a jump of 15%. EBITDA for FY '25 stood at INR1,678 crores. EBITDA margins during Q4 were recorded at 10.2% as against 9.1%, representing an improvement of over 110 basis points over the previous quarter. EBITDA margin for FY '25 stood at 11.4%. Cash profit for Q4 stood at INR264 crores and INR1,202 crores for the full financial year, respectively.

Profit after tax for Q4 stood at INR102 crores and INR516 crores in FY'25, respectively. Capacity utilization for FY '25 was at 78% on a consolidated basis. However, capacity utilization of radial tyres remained high at over 85%. Export volumes during Q4 remained flat on a Q-on-Q basis despite ongoing geopolitical challenges.

However, exports from India in value terms were up by 4% on a quarter-on-quarter basis. Cavendish posted a top line of INR1,034 crores in Q4 and impressive growth of 18% on Y-o-Y basis. CIL achieved an EBITDA of INR87 crores in the quarter. Subsidiary companies, Cavendish and JK Tormel, Mexico contributed significantly to the revenue and profitability on a consolidated basis, reinforcing JK Tyres' integrated global strategy and diversified footprint.

Consolidated earnings per share stood at INR3.54 per share in Q4 and INR18.07 in FY '25. The return ratios, ROCE and ROE continues to be in double digits. Net debt stood at INR4,081 crores for the quarter as against INR4,319 crores in the previous quarter. So there is a reduction of about INR238 crores during the quarter 4. The balance sheet of the company continues to remain healthy with robust key financial ratios.

Leverage ratios, net debt to equity and net debt to EBITDA was at 0.82x and 2.4x as on 31st March '25, respectively. The Board has announced a dividend of Rs.3 per equity share, i.e. 150%. The scheme of amalgamation of CIL with JK Tyre is progressing well and has already been approved by SEBI and the matter is now with NCLT. So with this, I open the forum for the question and answers. And as you must have already read the Q4 earnings presentation, so the forum is open for the Q&A. Thank you.

Moderator: Thank you very much. We will now begin the question and answer session. The first question is from the line of Dhanraj Kadam an Individual Investor. Please go ahead.

Dhanraj Kadam: Sir, my question is how is company's growth in electric vehicle segment?

Anshuman Singhania: Yes. we are present in all EV tyre manufacturing and have products across all product segments, we are fully ready for the EV tyres. In fact, we are supplying tyres in the electric buses, and we are the largest in the bus segment with our EV tyres. We are supplying to the leading OEMs like JBM, Tata Motors, Ashok Leyland, Switch Mobility (owned by Ashok Leland), and EKA Mobility etc.

And we are continuously working with other OEMs also. We enjoy almost 70% market share across all OEs. We are supplying tyres in the replacement markets market as well. Even in the last mile connectivity of the SCV, which is small commercial vehicle, we enjoy 50% of the business with Tata Motors ACE, which is an EV variant.

We are also successfully supplying our tyres to 2/3-wheeler OEMs in the EV segment including the Ola Electric, Ather and pure electric company. We see that the EV presence is growing in the country. EV buses are contributing 7% in the total bus industry, and we are expecting that this will go further to 10% by intervention of various government policies. So, we are expecting a growth.

Overall, in the EV space we are expecting a growth in the passenger car vehicle production, which by 2030, we are estimating around 1.33 million units, which is approximately 20% of the total passenger vehicle production in the country. And we are completely ready, and we are participating and have advanced talks with the OEM players who are into the EV.

Dhanraj Kadam: One more last question. Sir, my question is what is the company's outlook on raw material cost in upcoming quarters?

Anshuman Singhania: Raw material, we have seen right now on quarter-on-quarter basis from the previous quarter, around 2.5% decline. Going ahead, we are seeing stabilizing of raw material prices with a bias towards marginal decline in forthcoming quarters.

Dhanraj Kadam: Okay, sir. Thank you, sir.

Moderator: Thank you. The next question is from the line of Arjun Khanna from Kotak Mahindra Asset Management. Please go ahead.

Arjun Khanna: Thank you for taking my question. Sir, the first question is on the Mexico business. So if you look at the revenues in Mexico, while in the opening remarks, you did comment on the depreciation of the peso versus the INR, but there would be a volume decline also. And if you look at the tariffs, etc. that would have actually kicked in possibly at the end. So could you explain why Mexico was so weak, both in top line and margins for the fourth quarter?

Anshuman Singhania: Yes. So, Mexico, as you heard Mr. Bajoria, one of the reasons was the depreciation of Mexico peso vis-a-vis the Indian rupee. The other reason was that there was a complete uncertainty in from Mexico supplying to U.S. because of the Trump tariffs. There was no certainty. And every time, the dates were sort of getting shifted.

So, there was a complete uncertainty in the minds of the customers based in U.S.A. So that was another major reason. But having said that, there is a good demand, which is coming our way in Mexico, the local Mexico as well. And with the uncertainty getting behind, the U.S. market is also opening up, which will have a lot of positive impact from Mexico to U.S.

Arjun Khanna: So sir, just to understand this, so in the month of April and May, we have seen almost 20 days. Have we seen sort of a recovery in revenues from the fourth quarter?

Arun Bajoria: Well, not yet to the extent that we are going to achieve performance because you see still the duty structure and all is all getting discussed between the Mexican government and the American government. But in the meantime, we have started selling higher volumes and quantities in the local domestic market. So that will certainly help us. And we are also now focusing much higher in terms of exports to Brazil as well as Latin America.



- Arjun Khanna:** Sure. And in terms of the way we look at it in terms of margins in Mexico, what would our outlook be?
- Arun Bajoria:** It would be slightly better than what we have achieved in the financial year '25. But for now, you can take that the performance in FY'26 will be better than what you have seen in financial year '25.
- Sanjeev Aggarwal:** And just to add to what Bajoria ji said, just one very clear trend what we are noticing today is that because there is no tariff being imposed for exports from Mexico to U.S. on the tyres. So that will help us in exporting the tyres to the U.S. market in a greater manner going forward.
- So, this will definitely improve our profitability, the revenues and we are very hopeful that the margins can immediately improve in the next financial year as compared to what we have seen in FY '25.
- Anshuman Singhania:** And the trend of raw material also is moving positively, there is a stable guidance for that. So that will also help in margin expansion.
- Arjun Khanna:** Sure. Sir, just to understand, if there is no tariff on sale of tyres from Tormel to the U.S. market, why haven't our sales come back?
- Anshuman Singhania:** No. Right now, there is just this clarification being ascertained recently. So, on ground in terms of the U.S. customers, it is still seeping in. And the notifications, etc. are being communicated by us to them. So there will be traction coming in going forward.
- Arjun Khanna:** Sure. Sir, my second question is regarding the raw materials, which the previous participant also asked. Now you mentioned the first quarter FY'26 should be similar to the fourth quarter FY'25. Given that I would assume that's because we have some inventories. Given the rupee has slightly appreciated, you have seen the oil prices slightly come off. So does that mean the second quarter FY '26, we should see some margin expansion?
- Anshuman Singhania:** See, as a trend, I can tell you because there is a lot of volatility, what we have noticed in FY '25 and in the last 1 month also, again, there is a downward movement of the crude oil prices, the synthetic rubber, the natural rubber prices and all. So as of now, what we are seeing is that it is going to be stabilize over the next couple of quarters.
- But when it will change again, we do not know. So, giving a guidance too far beyond maybe first quarter or second quarter would be slightly difficult at this point of time. But we can say that the stabilization of the raw material prices is what we are seeing as of now. I would also like to add that the behaviour of the commodity prices is also softening. So, I don't see that there would be a sort of a surge in prices, which will come immediately.
- Arjun Khanna:** Sure. Sir, my final question is on our debt level. So this year, we saw our debt increase on a year-on-year basis on a net debt basis. How do we look at it over FY26-27? Also, we've talked about the INR1,400 crores of projects. We spent roughly INR700 crores in FY'25. So what kind of capex do we anticipate in FY '26 and FY'27?



- Anshuman Singhania:** As you know that we had already announced our capex plans of Rs.1,400 crores, plus we spend annually Rs.200-300 crores on normal capex. All projects are progressing well as per respective schedule. At the moment, we are not embarking on any new expansion project.
- Sanjeev Aggarwal:** To add to what Anshuman ji mentioned, we will have the capacities available from these projects in this financial year 2026.
- Arjun Khanna:** Right. So, what would be our capex spend for FY'26? What is the remaining amount?
- Sanjeev Aggarwal:** Yes, the outgo would be roughly around INR900 crores. Because as you would recall, last year also, we had given you a guidance that INR800 crores to INR900 crores, we roughly spend on account of the capex outlay. And for the last 2 years, we have been having the same kind of amount.
- This year we will be spending roughly around INR900 crores, and we will be completing all our existing projects. And then, of course, the Board may decide to go ahead with some other expansion programs.
- Arjun Khanna:** Perfect. Thank you very much and wishing you all the best. Thank you.
- Moderator:** Thank you. The next question is from the line of Abhishek Jain from Alfaccurate Advisors Private Limited. Please go ahead.
- Abhishek Jain:** Thanks for opportunity and congrats for decent set of numbers sir. Sir, my first question on the Tornel. So, if you see that Mexican Peso has appreciated versus INR on a quarter-on-quarter basis, that is 9% up from 3.94 to 4.28. Despite that, we have seen a quarter-to-quarter degrowth of 11%. And now the Mexican Peso has recovered to the 4.44. So, in this case, what is our revenue guidance for the next two to three quarters on a quarterly basis? Because in this quarter, we understand that because of the uncertainty, there was some issues. But going ahead, what will happen when there is appreciation of the Mexican peso versus rupee?
- Sanjeev Aggarwal:** Yes, just now Bajoria ji mentioned that because the uncertainties on account of tariffs is behind us and also a lot of volatility we have seen in FY '25. So that is also behind us. We are expecting that there will be a good growth in the financial year 2026 on account of the larger exports and the focus, as Mr. Bajoria mentioned earlier, is more on the domestic market, Brazil and LATAM. Things are expected to improve definitely in this financial year in terms of revenue improvement and the EBITDA improvement as well.
- Abhishek Jain:** So Mexican peso has already appreciated 12%, 13% in the last 2 months. So in this case, once that quarterly revenue of the Mexico has gone down to the INR450 crores versus that INR600 crores. So can we expect that there will be a revenue growth of 15% to 20% in the next year from the Mexico?
- Sanjeev Aggarwal:** Two things, just to be clear that Mexican peso when it is depreciating, it is good for our exports, but when we consolidate, then actually, we have to see the movement vis-a-vis the Indian Rupee as well, which is also cross currency. So we'll have to see. But the impact of the depreciation of the peso definitely will improve the exports from Mexico. And secondly, as mentioned earlier

that there are no tariffs announced for exports from Mexico to U.S. so far, this will be having a positive impact.

Abhishek Jain:

So how is the revenue mix at this point of time in the Mexican business? I think that 50% from the domestic and 50% from the export and out of that, the U.S. contribution is hardly 8% to 10%. So if you see the impact on the revenue, that is very much high. So just wanted to understand what happened actually?

Sanjeev Aggarwal:

Yes, mainly two things again. First is that the major focus would be definitely in the domestic market and then the Latin American markets and then the U.S. markets. So in this order of the focus priority, you will see the improvement. And at present, approximately 60% of the revenue is coming from the domestic markets.

Abhishek Jain:

And from U.S.?

Sanjeev Aggarwal:

You only mentioned it is about 8%. See our effort is to have minimum impact due to this tariff structure, which may again come back because right now, there is a lull for about 90 days. And our strategy for this financial year 2026 is to have minimum impact due to any exports to U.S.A.

Abhishek Jain:

And in this year, we will get around 10% to 12% benefit on the conversion side because appreciation of the Mexican Peso versus INR, it was hit in the last year. So, can we expect that 15% to 20% growth because of this thing in the Mexican business?

Sanjeev Aggarwal:

See, the depreciation or appreciation of the currency will definitely have its own impact at the time of conversion of accounts while consolidating. But otherwise, we are saying that the quantity itself because of the larger volume exports in the domestic market, larger volume sale will improve.

And because there is also an expansion program, which is going on in Mexico for about USD 27 million which will increase capacities in a phased manner. So, over the next 2 years we will see a positive impact. We will have larger capacities available, particularly for the larger rim size tyres, which will fetch better revenues and profitability. So, things are looking up and hopefully we will see some good numbers going forward.

Abhishek Jain:

My next question is for Cavendish. So how is the growth outlook in the calendar? And as there is a decline in the RM prices, most probably the Cavendish will also get the benefit. So just wanted to understand what are the key figures for the growth in the Cavendish?

Sanjeev Aggarwal:

Cavendish definitely has done well. In the last financial year 2025, you would have noticed nearly 20% growth in the Revenue and this company has done very well in the last couple of years since the time we acquired it in 2016 from about INR1,000 crores turnover to almost about INR4,000 crores annual turnover now.

This company has been turned around, making good profits. The margins are also very good on a relative basis. Also, CIL is going to get merged soon with the parent company.



- Anshuman Singhania:** With the confidence of our operational efficiency and the quality of product, we have been serving the OEMs through CIL. So that speaks about our processes and systems are right in place to cater to very stringent norms of the OEMs. Not only in the truck radial, but we are participating with the majority of OEMs who are manufacturing in India including serving to 2/3Wheeler OEMs as well.
- Abhishek Jain:** Okay. And my last question on the working capital side. So inventory and the debtor days has gone up in this quarter because of the higher raw material prices. And that's why that short-term borrowings has inched up significantly. So just wanted to understand what is your debt repayment plan because the inventory prices are going down and most probably this will be prevalent in the debtor days, so just if you can throw some light on the repayment?
- Sanjeev Aggarwal:** In Q4, we have actually reduced the number of days of inventory, both raw material and the finished goods. And there has been a reduction in the bank borrowing also on the working capital side and as I mentioned earlier there is an overall reduction in the Net Debt by about INR238 crores in this quarter.
- But when we compare it with corresponding quarter last year, then definitely there has been some increase in the working capital requirements because of the increase in raw material prices, finished goods prices. But we are on top of it, and we are working hard to get this reduced to a comfortable level. And we can expect that there will be significant improvement in the total working capital and also the working capital borrowings will go down going forward.
- Abhishek Jain:** Okay, sir. That's all I have.
- Moderator:** Thank you. The next question is from the line of Dinesh Kumar from B&K Securities. Please go ahead.
- Dinesh Kumar:** Okay. Can you share the volume growth across segments? Like what was the contribution of price versus volume to revenue growth?
- Sanjeev Aggarwal:** Volume growth for which quarter you are saying?
- Dinesh Kumar:** Price v/s volume growth in the revenue contribution?
- Anshuman Singhania:** On a quarter-on-quarter basis, truck segment comprising TBR & TBB has grown in the range of about 7%. And our passenger line has grown around 1% quarter-on-quarter basis. But in replacement market, our passenger line volumes on a year-on-year basis have grown 23% and our truck radial has grown by nearly 18%.
- Dinesh Kumar:** Okay. Another question, how has competitive intensity been in the past quarter? Are there any signs of aggressive pricing by peers?
- Anshuman Singhania:** During the last year FY'25, barring the quarter 4, we've have increased our selling prices to mitigate the RM cost spikes and we continue to look for more opportunities to increase our prices in the aftermarket, which is the replacement market. And OEM to a large extent, it is index-based.



- Dinesh Kumar:** Okay. And how are you positioned for EV-related tyres demand, like any product launches or partnerships coming?
- Sanjeev Aggarwal:** I think this we have already discussed in the call today. To reiterate, we are fully geared up for all kind of EV requirements, be it Truck and Bus or the passenger car or 2/3wheeler. We have been supplying to all the companies in this space, and we are growing with the industry. So, as the industry is growing in the respective segments, we are fully ready to cater to this evolving demand.
- Dinesh Kumar:** Okay. That's it from my side. Thank you.
- Moderator:** Thank you. The next question is from the line of Manju Choudhary from InvestSavvy Portfolio Management. Please go ahead.
- Manju Choudhary:** I wanted to understand the risk of the Mexico supply to the U.S. Maybe somewhere it's been addressed. But when we are looking at this whole saga between U.S. and Mexico, how is that plant being affected?
- Arun Bajoria:** You must have just heard that out of our total sales in FY'25, about 8% is the export to U.S.A. So therefore, as mentioned earlier in this call also that our strategy now is that we are increasing our sales in domestic markets, that is number one, and also to Brazil market and Latin American markets.
- So really speaking, if the tariffs unexpectedly did not fall in line, it will give us at least some viable alternative and we will not be affected to that extent. So you can be rest assured that the U.S. tariff on Mexican products is not going to hurt us very much.
- Manju Choudhary:** So you'll be able to send that production at other places?
- Arun Bajoria:** Absolutely.
- Sanjeev Aggarwal:** Just to add to what Mr Bajoria mentioned, as we are talking about the exports from the Mexico to U.S. very broadly, I will tell you that the company as a whole on a consolidated basis is exporting to U.S. in a very small percentage, around 8% from Mexico and also similar numbers from India also. So please take note that the exposure to USA is very low.
- Manju Choudhary:** So, 8% is from Mexico and 8% is from India?
- Sanjeev Aggarwal:** From Mexico it is.
- Anshuman Singhanian:** We are seeking all opportunities to increase our sales into the U.S. from the Mexico facility. These tariff related uncertainties are hovering in the minds of customers, we are explaining to them, and the acknowledgment is also coming. So, going ahead we are expecting a positive wave of supplies from Mexico into U.S.A.
- Manju Choudhary:** But total sales to U.S. is 15% of your revenue, 8% from India and 8% from Mexico?



- Arun Bajoria:** I just want to explain to you that effectively, only 3% of the total revenues on a consolidated basis is exposed to USA.
- Manju Choudhary:** Sorry, so 16% is the number, right?
- Arun Bajoria:** So what I'm trying to tell you is that the exposure to the total revenues to U.S. tariff is minimal. It may not be more than 3%.
- Manju Choudhary:** Okay. Thank you.
- Moderator:** Thank you. The next question is from the line of Amar Kant Gaur from Axis Capital. Please go ahead.
- Amar Kant Gaur:** Thanks for taking my question. I have, first of all, a housekeeping question. Could you please tell me what were your exports for this quarter?
- Anshuman Singhania:** Export for the quarter were INR513 crores on a consolidated basis. And for the full FY2025, it was INR2,378 crores.
- Amar Kant Gaur:** Now my first question is on growth in the India business, where we have seen much higher growth from Cavendish versus JK in the standalone. Could you please highlight what would be the difference that is driving that?
- Anshuman Singhania:** JK Tyre standalone caters to OEMs in large volumes and particularly to the truck radial OEMs where we are a very strong player. Last whole financial year for the truck especially in terms of the OEMs have seen very muted growth. In fact, 1% to 2% degrowth only. So this was one of the major reasons where the standalone India JK Tyre was impacted.
- But CIL has a mix of Truck radial and 2/3wheeler where it performed better because it is not only catering to the OEM, but also to the replacement market at large.
- Amar Kant Gaur:** Okay, from an overall India business perspective, could you highlight what would be the growth in replacement, exports and OE individually?
- Anshuman Singhania:** In Q4, India operations in terms of values, replacement market growth was 6% and OE market growth of 13%. And volumes wise, our replacement market has been 7% higher. OEM volumes has also been 7% higher, exports lower by 9% which effectively makes overall 5% growth.
- Amar Kant Gaur:** So you said your replacement was up 7% Y-o-Y and OE was also up 7% Y-o-Y.
- Anshuman Singhania:** Yes.
- Amar Kant Gaur:** Overall volume growth you're saying is about 6%?
- Anshuman Singhania:** No, it is 5%.
- Sanjeev Aggarwal:** Because of the exports.
- Amar Kant Gaur:** You're talking about Q4, right?



- Anshuman Singhania:** Yes, Q4.
- Sanjeev Aggarwal:** Q4, Y-o-Y basis.
- Amar Kant Gaur:** Okay. And on the pricing side, can you quantify what kind of price hikes have you taken in this quarter or the last quarter?
- Anshuman Singhania:** We have continuously taken price hikes. But in the fourth quarter, we did not take any price hike. However, in previous quarters, we were able to pass on, based on the increase in raw material, which was about 10% increase and in terms of selling price was about 7% for the full year. So we were able to pass on about 4% to 5% and the unabsorbed is still remaining around 3% for the full year.
- Amar Kant Gaur:** Okay. So sir, just a clarification. Your revenue growth in the India business Y-o-Y is about 6%. Volume growth is 5% and you talked about price increases that you have taken 5% to 6%, but the ASP increase is only 1%. So could you tell me what is that I'm missing?
- Anshuman Singhania:** See, in terms of the volume growth, our OEM dependency on the truck radial, where we are having a large share of business, was quite dampened, so the volume growth was muted and our overall growth was also impacted. But as we ahead, there is a positive sentiment which is coming up in the truck buying. So there, we will be able to gain.
- Amar Kant Gaur:** Okay. And sir, lastly, in terms of overall pricing environment and competitive intensity in terms of prices now that the RM is going down, do you see any changes in that? Or is it intensifying further?
- Anshuman Singhania:** No, the raw material prices, as I said, it is in a stable trajectory. Going forward, we are expecting that it should remain largely range bound only. We are not seeing anything which will impact. In fact, there has been a marginal decline in raw material prices in Q4 compared to Q3. So the trend line is looking to be good with a bias towards decline.
- Amar Kant Gaur:** Okay. Thank you so much and all the best.
- Moderator:** The next question is from the line of Abhishek Jain from Alfaccurate Advisors. Please go ahead.
- Abhishek Jain:** Thanks for opportunity again. Sir, how much revenue from Cavendish in Q4 and FY '25?
- Sanjeev Aggarwal:** For Q4, there was a revenue of INR1,034 crores from Cavendish. And for the financial year, it was INR3,991 crores, almost about INR4,000 crores. So the run rate quarterly as of now is about INR1,000 crores.
- Abhishek Jain:** And will this run rate will sustain in the coming quarter?
- Anshuman Singhania:** I would just like to add that there was a healthy 18% growth y-o-y in Q4 for Cavendish. And for the full year FY25, it was a 9% growth.



- Abhishek Jain:** So, can we expect that 12% to 15% growth going ahead because you are also adding the capacity in the Cavendish and you are very much positive on this so can we expect a 12% to 15% growth going ahead?
- Sanjeev Aggarwal:** We have been talking about overall growth in the revenues in the double digit, right. So that includes, of course, the parent company, JK Tyre and all put together on a consolidated basis. So, we are seeing that there is going to be a good growth and the capacities which we have built up in the last 1 year will contribute to this growth.
- So those will get utilized. And also, we are in the process of implementing another project, which is yet to be completed in this financial year. We are expecting good growth, which can be like the high single digit to double digit.
- Abhishek Jain:** Okay. Mexico revenue is a part of the export in the consolidated?
- Arun Bajoria:** Yes, of course.
- Abhishek Jain:** Entire number is in the export segment?
- Sanjeev Aggarwal:** Yes, and as you must have heard Mr. Bajoria already mentioned that the total export are of about INR2,378 crores for the financial year 2025.
- Abhishek Jain:** Okay. My final question.
- Sanjeev Aggarwal:** INR1,800 crores of exports roughly are from India and the balance on a consolidated basis, there are some inter-company transfers for exports also. So that gets eliminated while consolidating the numbers and therefore, the total consolidated export is about INR2,400 crores out of which INR1,800 crores is from India.
- Abhishek Jain:** Okay, sir. Thanks. That's all from my side.
- Moderator:** Thank you. I now hand the conference over to the management for closing comments. Over to you, sir.
- Chirag Jain:** Thank you so much for joining us for this Q4 earnings call. And I hope that we have replied to your questions to your satisfaction. And once again, thank you very much for joining us. Thank you.
- Anshuman Singhania:** Thank you.
- Arun Bajoria:** Thank you very much.
- Sanjeev Aggarwal:** Thank you. All the best.
- Moderator:** Thank you. On behalf of Emkay Global Financial Services Limited, that concludes this conference. Thank you for joining us, and you may now disconnect your lines. Thank you.