



CEAT LIMITED
RPG House
463, Dr. Annie Besant Road,
Worli, Mumbai - 400030, India
☎ 91 22 24930621
✉ customercare@ceat.com
@ www.ceat.com
CIN: L25100MH1958PLC011041

June 14, 2023

BSE Limited

Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai 400 001

Security Code: 500878

National Stock Exchange of India Limited

Exchange Plaza,
Bandra Kurla Complex, Bandra (East),
Mumbai 400 051

Symbol: CEATLTD

NCD Symbol: CL23, CL25, CL26

CP Listed ISIN: INE482A14BP1, INE482A14BQ9

Dear Sir/Madam,

Sub: Investor Conference - Reg. 30

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please take note of below details of the RPG Annual Investor Conference 2023 along with the presentation to be made at the same:

Date	Particulars	Venue / Mode
June 15, 2023	RPG Annual Investor Conference 2023	Mumbai / in-person

We request you to kindly take the same on record.

Thanking you,

Yours faithfully,

For **CEAT Limited**

Vallari Gupte

Company Secretary & Compliance Officer

Encl: as above



hello happiness

RPG Annual Investor Conference 2023

June 15, 2023

CEAT

**MAKING MOBILITY
SAFER & SMARTER.
EVERYDAY.**

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 realized. 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.

Overview

55,000+ touchpoints

Highest
brand **connect** with “grip”
and “safety”

CEAT



1st Lighthouse recognised
tyre facility **globally**

140+
Patent filings

Deming
prize winner

Rs. 11,315 cr
revenue (FY23)

8.7%
EBITDA (FY23)



50+
OEM relationships

0.6x
debt to equity

AA
credit rating

7,600+
Permanent employees

CEAT Vision - FY26

Leadership in 2W



Leadership in PC/UV

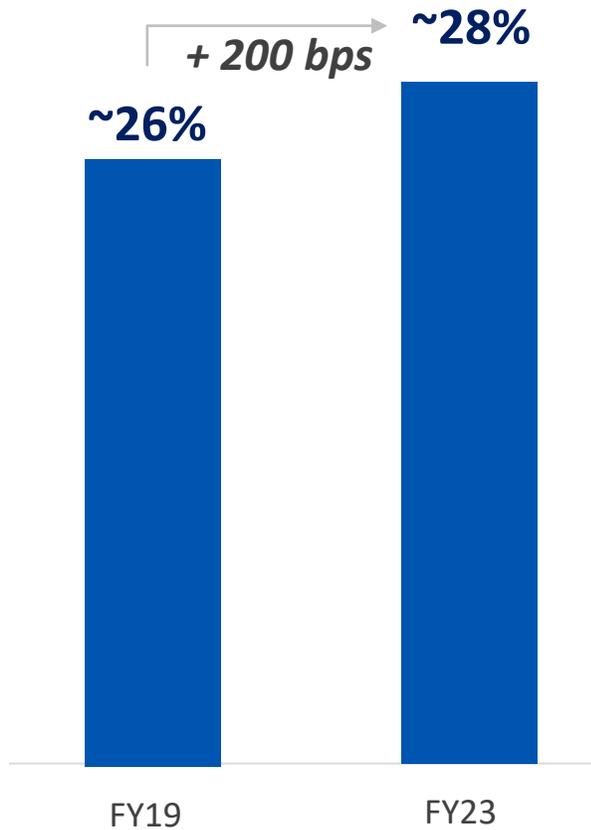


Rs. 4,000 cr International Business

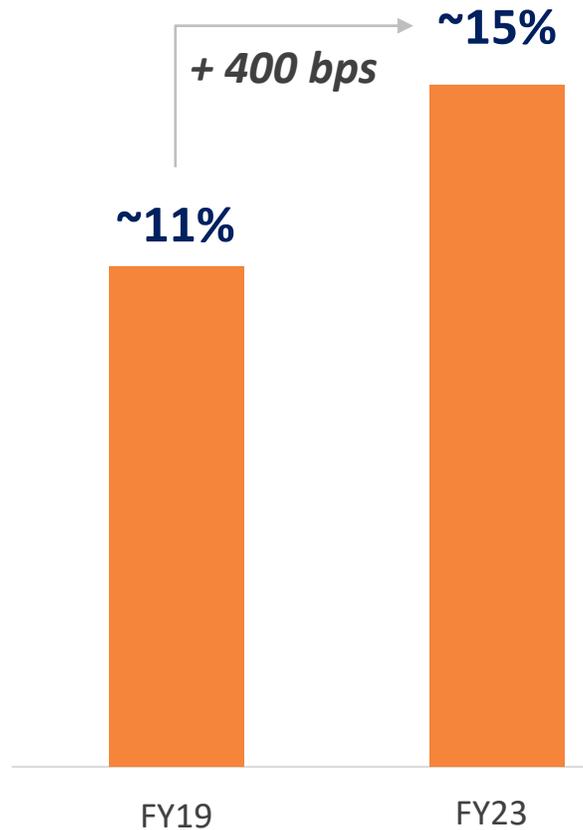


On Course, Despite Two Challenging Years

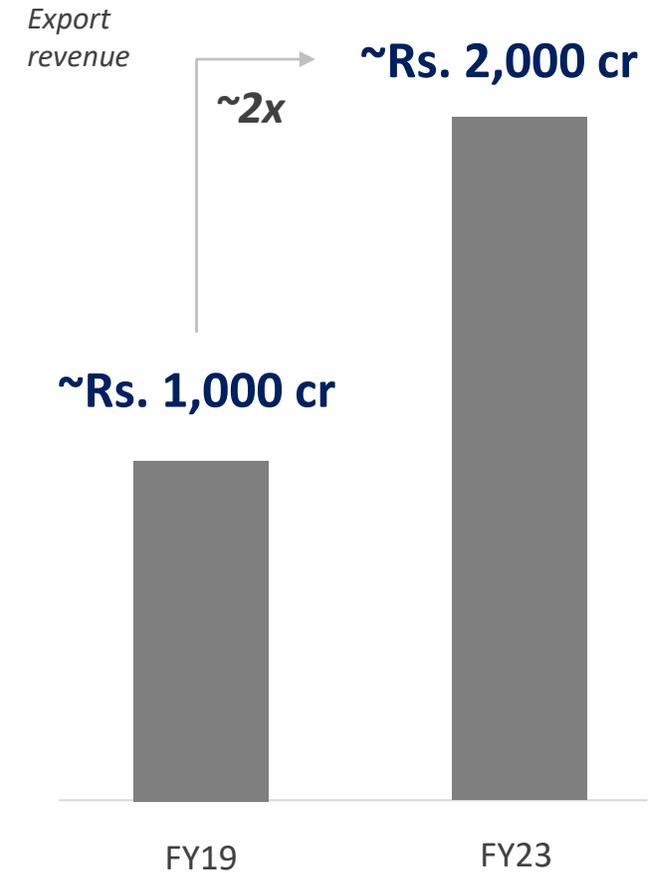
Leading in 2W ¹



Gaining in PC/UV ¹

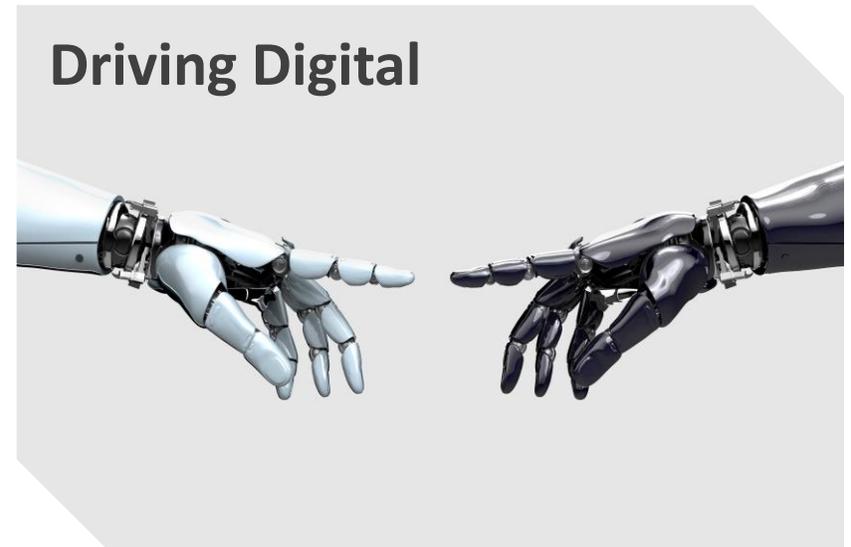


Ramping up international business



1. Replacement market share as per internal estimates

CEAT is Future Ready



Industry First EV Platforms



Association with leading EVs across categories

Mahindra XUV 400



MG ZS EV



Citroen E-C3



Ola S1



Chetak EV



MG Comet EV



Tiago EV



Ather 450 X



Vida 1



Tata Starbus EV



Tata Ace EV



~40% share of business in EV 2W OEMs

18% contribution from International Business¹
~1.5x v/s FY19

Revenue from focus geographies¹
>2x v/s FY19

**Presence in 25 countries in Europe
 and 14 countries in Latin America**



2 International Business (Off Highway)

Strong base in Europe, expanding in US

Extensive Product Rollout

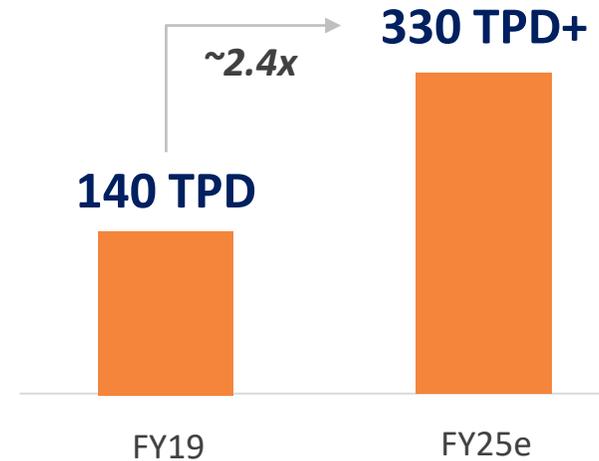


750+ Off Highway SKUs

~1.7x since FY19

~80% coverage in global agricultural segments

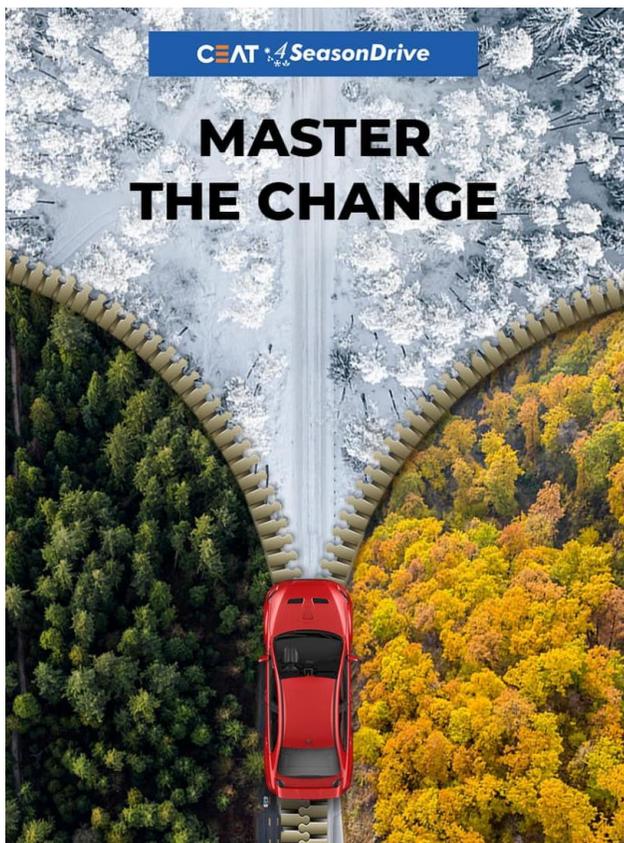
Ramping up capacities



Prestigious OEM entries



Run rate of ~2 mn PC/UV tyres per annum,
PC/UV SKUs ~1.5x since FY19



.. Targeting PC/UV and TBR
launch in US by end FY24

Developing 200+ SKUs

Dedicated platforms

*Successfully tested TBR under
private label*



Premiumising product range



Contribution from premium ranges >2x in last 4 years

PC/UV



~9%

FY19

~28%

FY23

2W



~13%

FY19

~23%

FY23

Association with prime media properties



.. and influencer programmes



World Economic Forum Lighthouse Recognition for Industry 4.0



~6% of PV/UV replacement sales from D2C channels

CEAT SUV tyres
SPEED AUR PAKAD
DONO ZAROORI HAI...
Pakka lekh lijiye...

CEAT

CAR BIKE SCOOTER CRICKET

Car Tyres

Go places with our varied range of CEAT SUV/Car tyres.

Vehicle make & model

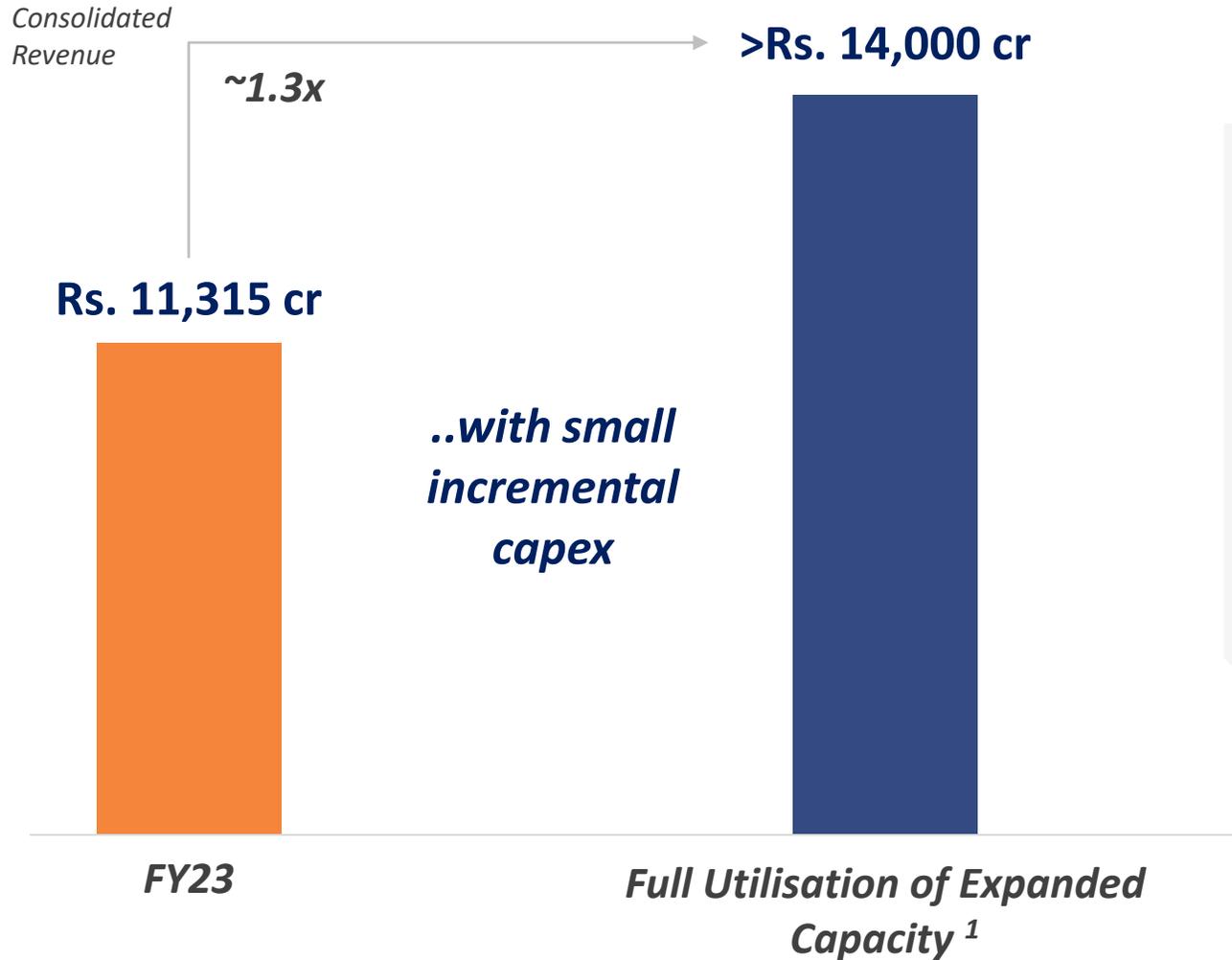
START NOW

TYRESmore.com

amazon

Flipkart

Geared for Growth



Way Forward

Benefits from operating leverage

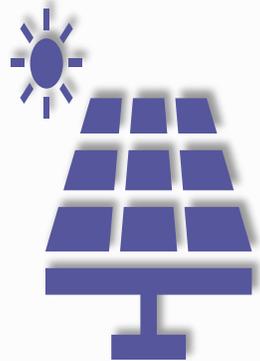
Bite-sized capex

RoCE improvement

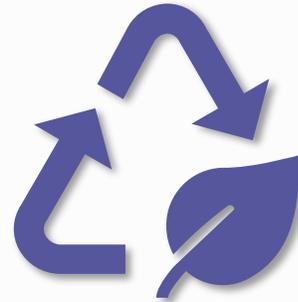
1. Potential revenue at current realizations

Key Sustainability Achievements for FY23

Sustainability Vision 2030: Reduce carbon footprint by 50%



~33% plant power through renewable sources



~10% reduction in overall tCO₂e per MT of production ^{1, 2}



37 BEE 5-star and 23 BEE 4-star rated products



~17% reduction in water consumption per MT of production ¹

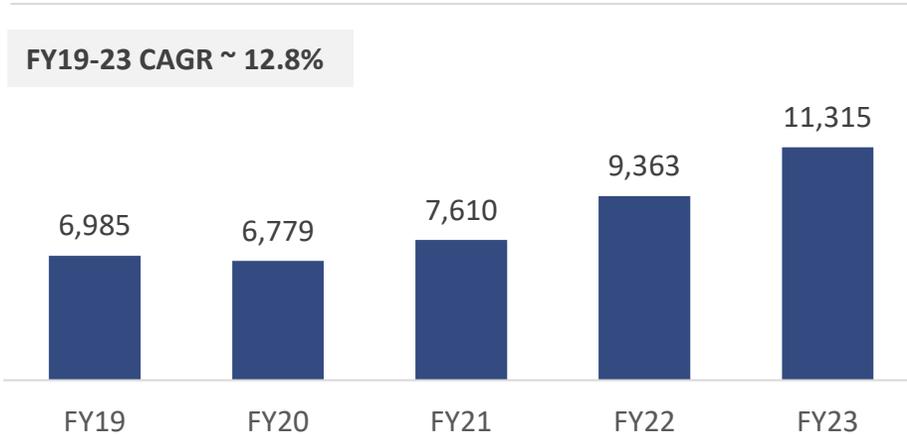
1. YoY FY23 / achievement during FY23 as applicable
2. Scope 1, 2 and select scope 3

Additional Information

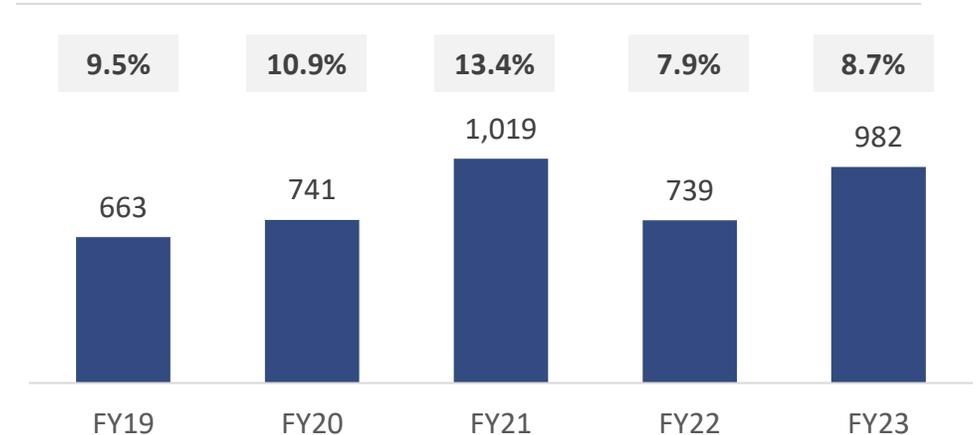
Financial Trends (Consolidated)

Rs. cr unless stated otherwise

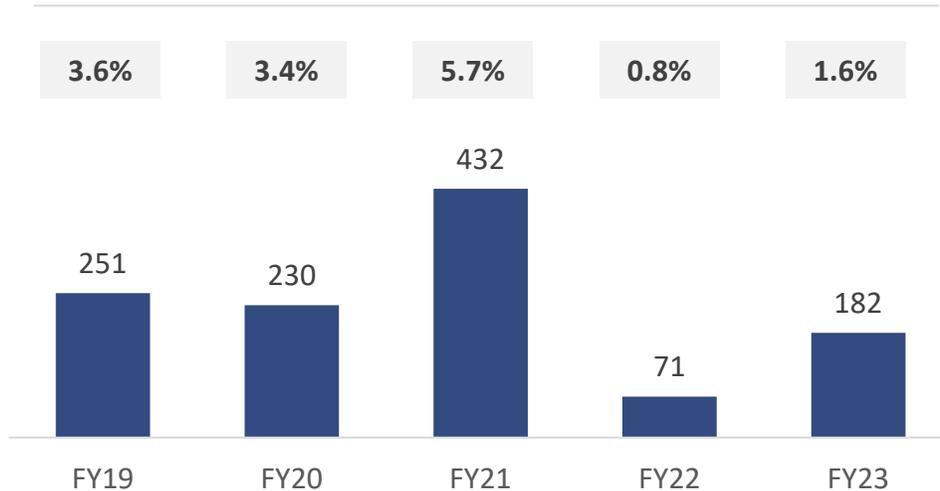
Revenue from Operations



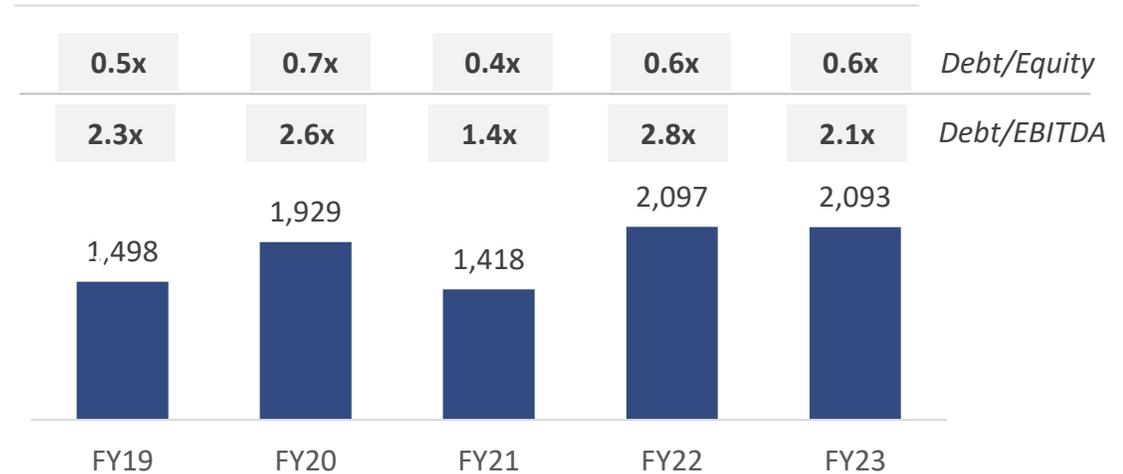
EBITDA and Margin



PAT and Margin



Debt and Leverage Ratios



All figures are per IND AS

Company's investment in Sri Lanka JV is accounted using Equity method

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

Board of Directors



Harsh Vardhan Goenka

Chairman, Non Executive Director



Anant Goenka

Vice Chairman, Non Executive Director



Arnab Banerjee

Managing Director & CEO



Pierre E. Cohade

Non Executive, Non Independent Director



Paras K. Chowdhary

Non Executive, Non Independent Director



Atul C. Choksey

Non Executive, Independent Director



Haigreve Khaitan

Non Executive, Independent Director



Mahesh S. Gupta

Non Executive, Independent Director



Ranjit Pandit

Non Executive, Independent Director



Priya Nair

Non Executive, Independent Director

Leadership Team



Anant Goenka

Vice Chairman, Non Executive Director



Arnab Banerjee

Managing Director & CEO



Kumar Subbiah

Executive Director, Finance & CFO



Somraj Roy

Senior Vice President, Human Resources



Saurav Mukherjee

Senior Vice President, Global Sales & Supply Chain



Peter Becker

Senior Vice President and Global Head, R&D and Technology



Renji Isaac

Senior Vice President, R&D and Technology



Jayasankar Kuruppall

Senior Vice President, Manufacturing



Amit Tolani

Chief Executive, CEAT Specialty



hello happiness