



TOLINS TYRES LIMITED

(formerly known as Tolins Tyres Private Limited)

Safer- Stronger - Lives Longer

Date: 29.05.2025

BSE Limited

Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai – 400001

National Stock Exchange of India Ltd

Exchange Plaza, C-1, Block G
Bandra Kurla Complex, Bandra (E)
Mumbai – 400051

Scrip Code – 544254

Symbol – TOLINS

Dear Sir/Madam,

Sub: Investors' Presentation on the Audited Financial Results for the quarter and Year ended March 31, 2025

Pursuant to regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we wish to inform you that the Investors Presentation on the Audited Financial Results for the quarter and Year ended March 31, 2025 is enclosed.

You are requested to take the same on your records.

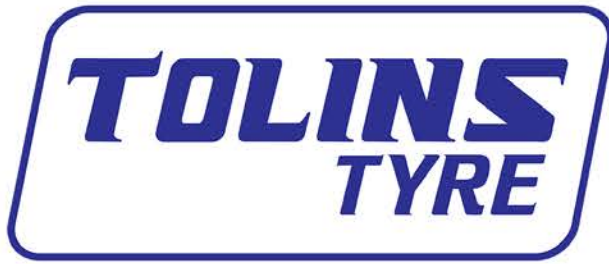
For Tolins Tyres Limited

Umesh M
Company Secretary and Compliance officer
Membership No. A72122.

Registered Office: 1/47, MC Road, Kalady, Kerala, India – 683 574
Phone: +91 484 246 22 22 | Toll Free: 1800 123 21 22

Email: info@tolins.com | Website: www.tolinstyres.com

ISO 9001:2015 & IATF 16949:2016 Certified Company | CIN: L25119KL2003PLC016289



TOLINS TYRES LIMITED

RESULT UPDATE PRESENTATION

Q4FY25 & FY25 PERFORMANCE
MAY 2025





Disclaimer



This presentation has been prepared by Tolins Tyres Limited, solely to provide information about the Company to its stakeholders. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. None of the Company nor any of its respective affiliates, advisers or representatives, shall have any liability whatsoever (in negligence or otherwise) for any loss howsoever arising from any use of this presentation or its contents or otherwise arising in connection with this presentation.

The information contained in this presentation is only current as of its date. The Company may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. Certain statements made in this presentation may not be based on historical information or facts and may be "forward-looking statements", including those relating to the Company's general business plans and strategy, its future financial condition and growth prospects, and future developments in its industry and its competitive and regulatory environment. Actual results may differ materially from these forward-looking statements due to number of factors, including future changes or developments in the Company's business, its competitive environment, information technology and political, economic, legal and social conditions in India.

Please note that this presentation is based on the publicly available information including but not limited to Company's website and Annual Reports.

This communication is for general information purposes only, without regard to specific objectives, financial situations and needs of any particular person. Please note that investments in securities are subject to risks including loss of principal amount.

This presentation does not constitute an offer or invitation to purchase or subscribe for any shares in the company and neither any part of it shall form the basis of or be relied upon in connection with any contract or commitment whatsoever.



Index



Quarterly Performance



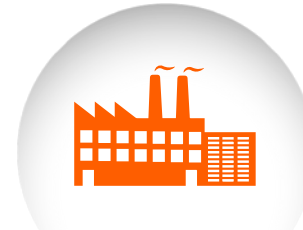
Company Overview



Business Overview



Consolidated Financials



Industry Overview & Way Forward



Quarterly Performance



Management Comment



Dr. Kalamparambil Varkey Tolin,
Chairman & Managing Director
Tolins Tyres Limited

“FY25 has been a year of strategic transformation and financial consolidation for Tolins Tyres. We are pleased to report strong topline growth of 28.7% and a nearly 49% rise in net profit year-on-year, despite global headwinds and raw material volatility. This performance underscores the strength of our diversified geographic footprint, with the UAE contributing significantly to revenue momentum, and the effectiveness of our operational efficiency measures.

Our sharp reduction in debt—from Rs.61.8 Crores to Rs.0.7 Crores—and the improvement in our current ratio to nearly 7x highlight our commitment to prudent financial management. Furthermore, our enhanced ROCE of 15.7% and consistent profit margins reflect a stronger, leaner, and more resilient business model.

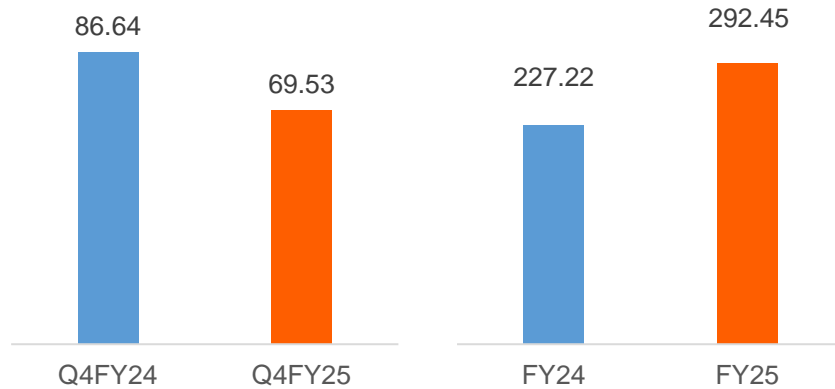
Looking ahead, we remain committed to scaling our manufacturing utilization, broadening our product portfolio, and deepening our presence across key domestic and international markets. With strong tailwinds from the growing mobility ecosystem and a focused strategy on capacity optimization and product innovation, we are confident in our path toward long-term, sustainable growth. As we move forward, we remain focused on investing in innovation, and delivering long-term value to our stakeholders through sustainable growth and operational excellence ”



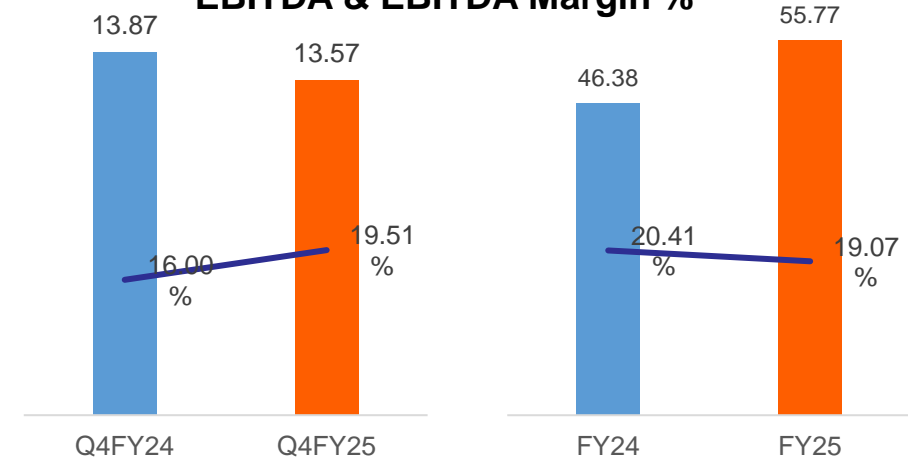
Q4 FY25 Financial Highlights



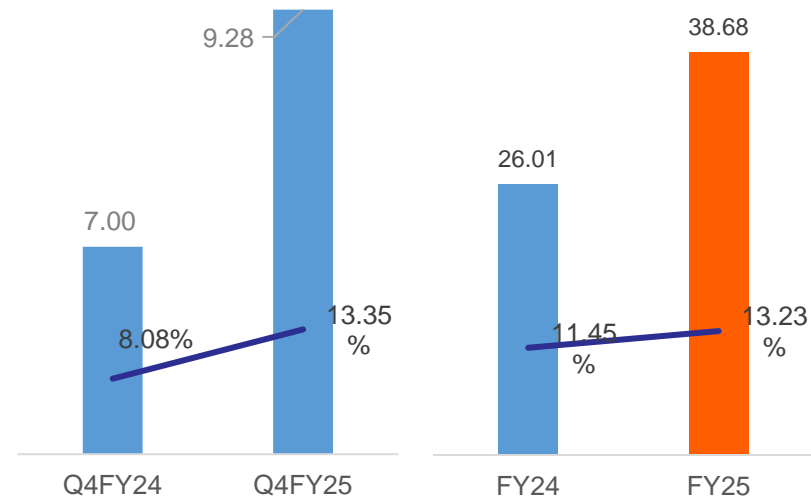
Revenues (Rs. Cr.)



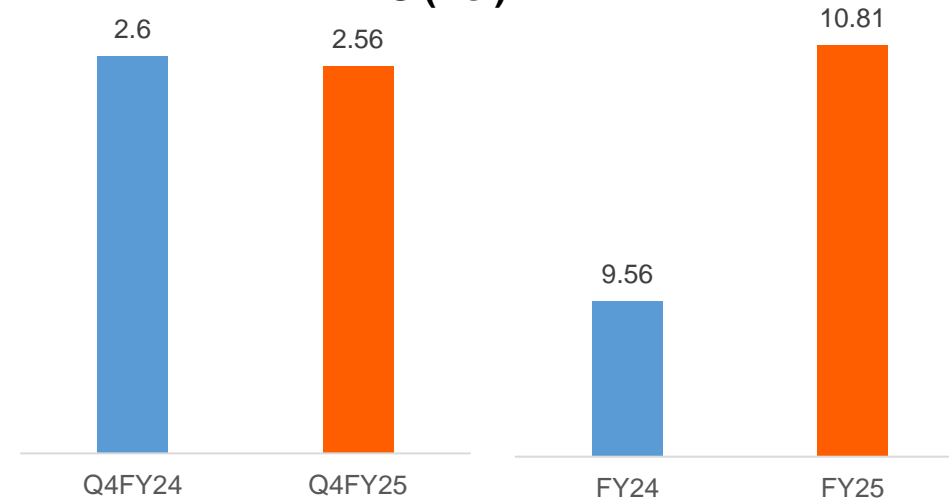
EBITDA & EBITDA Margin %



PAT & PAT Margin %



EPS (Rs.)





Quarterly Income Statement



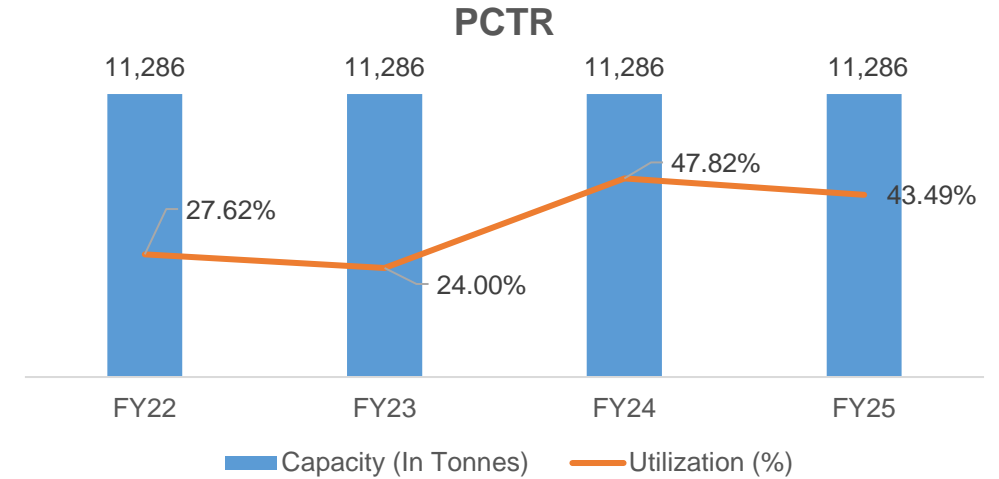
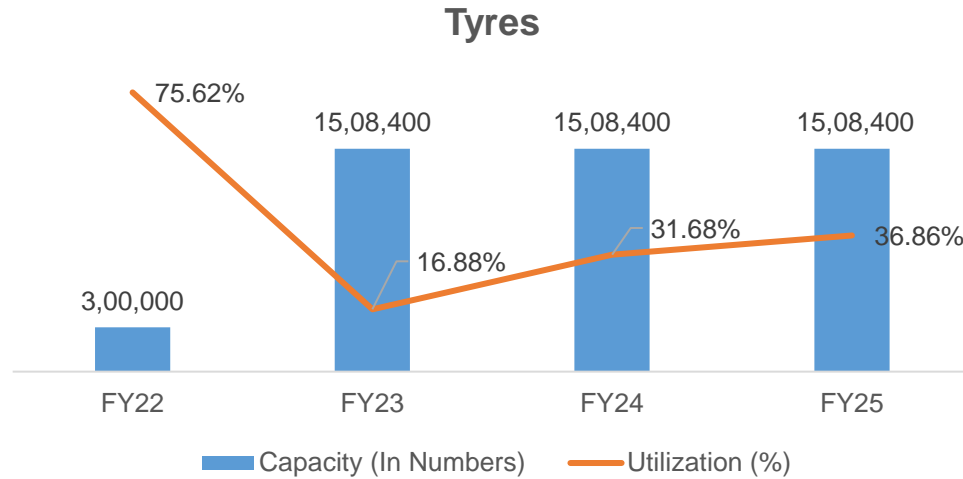
Particulars (Rs. Cr.)	Q4 FY25	Q4 FY24	YoY	Q3 FY25
Revenue from Operations	69.53	86.64	-19.75%	69.74
Other Income	1.17	0.35		1.23
Total Revenue	70.70	86.98	-18.72%	70.96
Raw Materials	98.30	67.81		1422.56
Employee Cost	8.40	3.15		3.84
Other Cost	6.84	1.81		3.56
Total Expenditure	55.96	72.77		57.57
EBITDA (excl. Other Income)	13.57	13.87	-2.15%	12.16
EBITDA Margin (%)	19.51%	16.00%		17.44%
Depreciation	0.93	1.82		0.61
Interest	0.81	2.73		0.19
Profit Before Exceptional Items	13.00	9.66		12.60
Income From Associates	0	0		0
PBT	13.00	9.66	34.64%	12.60
Tax	3.72	2.66		1.70
PAT	9.28	7.00	32.61%	10.89
PAT Margin (%)	13.35%	8.08%		15.62%
Basic EPS	2.56	2.60		3.16



Capacity Build Up

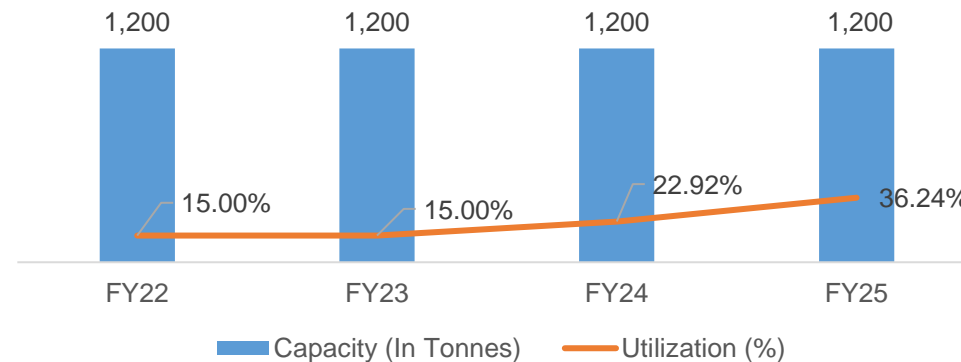


Tolins Tyres Limited (Standalone)



Tolins Tyres LLC (Wholly owned Foreign Subsidiary)

PCTR

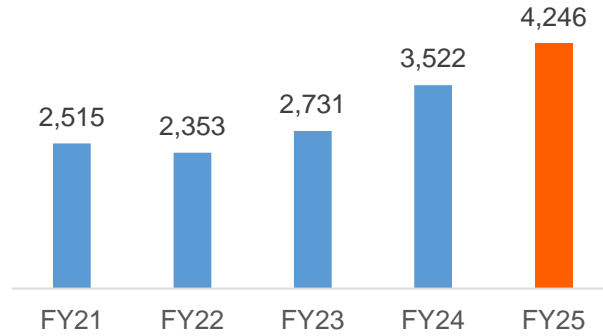




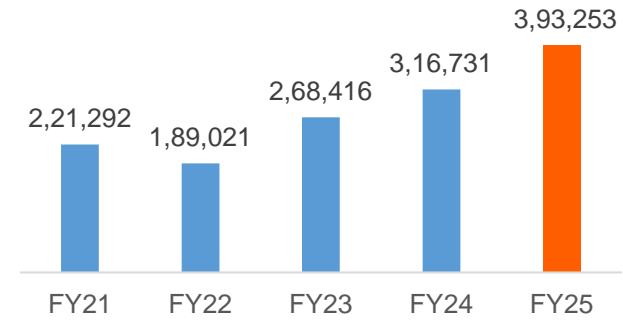
Sales Mix



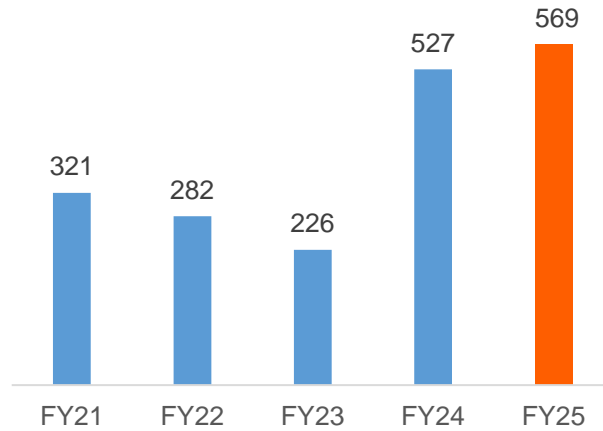
PCTR (in tons)



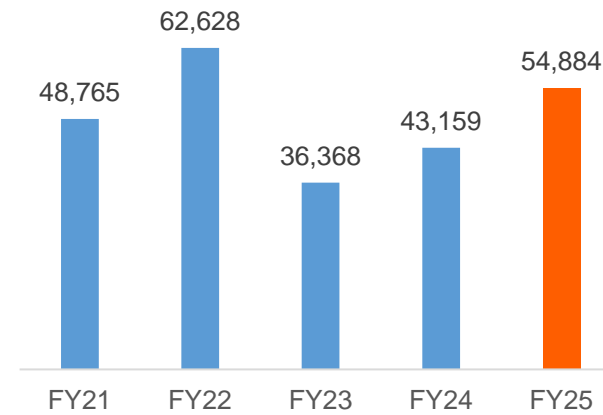
Tyres (in numbers)



Bonding Gum (in tons)



Flap (in numbers)

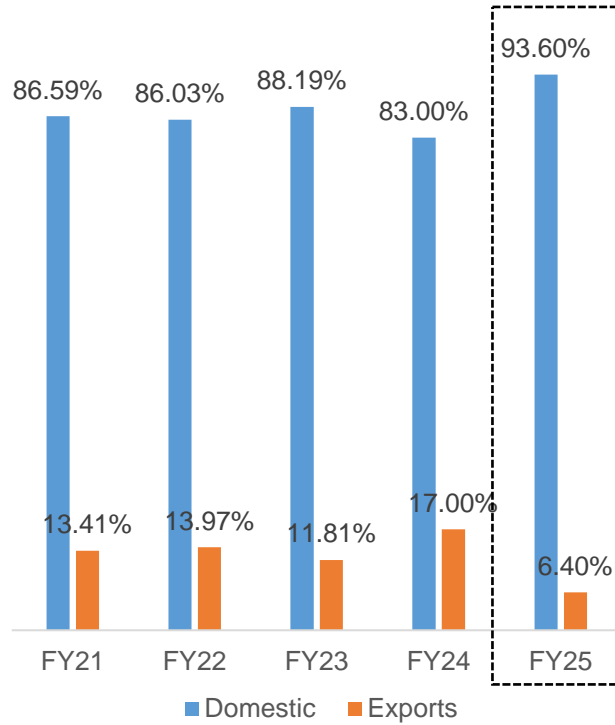




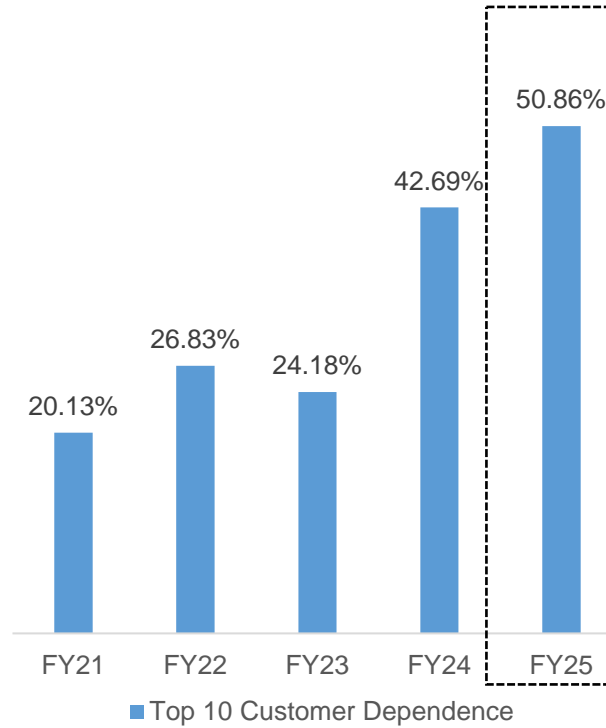
Sales Mix



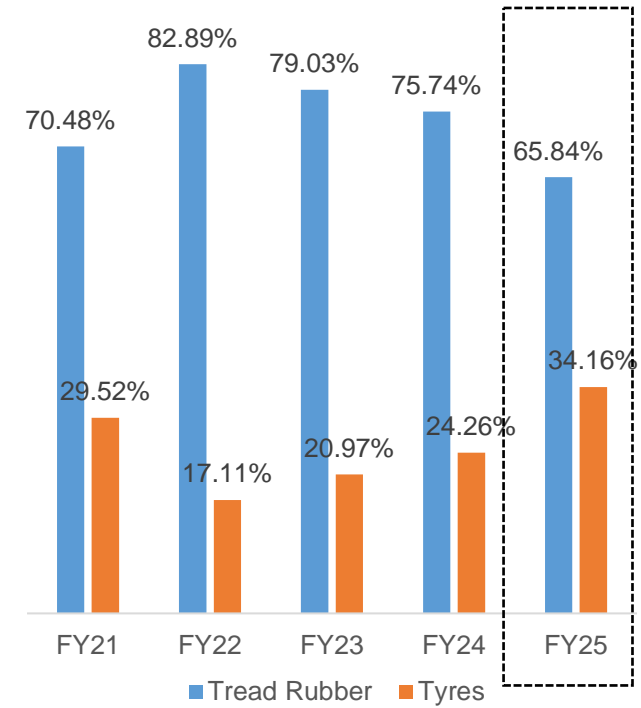
Geographical Revenue Split



Top 10 Customer Dependence



Operational Revenue Split





Company Overview



Facts and Figures



- **Manufacturing Precured Tread Rubber (PCTR) and Tyres** for Light Commercial Vehicles, Agricultural vehicles, and two/three-wheelers under 'Tolins Tyres' Brand
- **Backward integration** - manufacturing Bonding Gum, Vulcanizing Solutions, Tyre Flaps and Tubes.
- **Presence across India with exports** to 40 foreign countries including Middle East, the ASEAN region and Africa
- **3 manufacturing facilities** spread across an area of 221,214 square feet – 2 in Kalady, Kerala and 1 in Ras Al Khaimah, UAE
- **Annual capacity:** Tread Rubber - 12,486 tons; Tyres - 1.51 million units and Rubber Compounds - 17,160 tons
- **Caters to all three segments of market** viz. exports, domestic sales and Original Equipment Manufacturers
- **In FY24, Company merged different business entities** involved in Tyre Retreading, Tyre manufacturing and Ancillary Products into one consolidated entity
- FY25 Financial Highlights –
 - **Rs. 292 Crore** Operational Revenue
 - **Rs. 55.8 Crore** EBITDA
 - **12%** ROE
 - **15.7 %** ROCE



Timeline and Key Milestones



1982

Tread Rubber manufacturing Unit was founded by late Mr. K.P. Varkey

2005

Commenced Production and Sale of Precured Tread Rubber (PCTR)

2010

Tolins doubling its tyre production capacity in 2010

2015

Started manufacturing of tyres for two/three wheelers

2017

Secured Bureau of Indian Standards Certification for light commercial vehicle tyres

2023

Acquired two wholly own subsidiaries, namely Tolin Rubbers Private Limited and Tolins Tyres LLC (One Person)

2025

Incorporated as a private Limited Company

2003

Started manufacturing of tyres for Light Commercial Vehicle (LCV).

Executed First direct export order

2008

Received certificate from U.S. Department of Transportation for meeting requirements of its federal system standards

2012

Secured Bureau of Indian Standards Certification for two & three wheeler

2016

Acquired plant & machinery in tranches to expand capacity Facility to 5000 tyres per day

2022

Listed on Stock Exchanges

2024



Management - Board of Directors



Dr. Kalamparambil Varkey Tolin, 54, is the Promoter, Chairman, and Managing Director of the company, having been with us since its inception. He holds a B.A. from Mahatma Gandhi University and a Ph.D. in Production Management with a specialization in the tyre industry from Colombo University. With approximately 32 years of experience in the tyre and tread industry, he oversees overall operations and strategic growth initiatives. He is also a recipient of the McMillan Woods Global Award and the Master Class International Export Award.



Jerin Tolin, aged 46 years, is the Promoter, Non-Executive and Non Independent Director of the Company and has been associated with the company since 2004. She holds B.Sc in Mathematics from Sunrise University, Rajasthan and Bachelor of Education in Mathematics from Vishwa Bharatiya Vidya Parishad. She is an active contributor in the field of education since 2020. She has her proprietorship concern in M/s Rubber Solutions involved in the manufacturing of Vulcanising solutions.



Sankarakrishnan Ramalingam, 63, is the Non-Executive and Non Independent Director of the company and has been with us since 2023. He holds a B.Sc. from the University of Bombay and a Diploma in Industrial Chemistry from British Institutes Bombay. With 40 years of experience in commercial and merchant banking, particularly with Syndicate Bank, he has supported numerous companies as an investment banker in raising funds from equity capital markets. He has also served on the boards of several companies and currently oversees corporate governance, compliance, and overall corporate affairs for the company.



Management - Board of Directors



Dr Joseph P M

- Joseph P M, aged 50 years, is an Independent Director of our Company.
- He has been associated with our Company since January 17, 2024.
- He is a qualified MBBS from Kempagowda Institute of Medical Sciences, Bangalore and holds a diploma in Orthopaedics from the Rajiv Gandhi University of Health Sciences, Karnataka.
- He has been serving as an orthopaedic consultant in the Ortho Department of P.M.M Hospital, Kerala since 2007.

Sankar Parameswara Panicker

- Sankar Parameswara Panicker, aged 53 years, is an Independent Director of our Company. He has been associated with our Company since January 17, 2024.
- He holds a Bachelor of Commerce degree from the Mahatma Gandhi University and a bachelor of law degree from Cochin University of Science and Technology, Kochi.
- He is a fellow member of the Institute of Cost Accountants of India and an Insolvency Professional registered with the Insolvency and Bankruptcy Board of India.
- Presently, he is in legal practice and is a partner at Panicker and Panicker, Advocates.
- Previously he was employed at Faramonte Group, HDFC Bank, ICICI Bank.

Cris Anna Sojan

- Cris Anna Sojan, aged 31 years, is an Independent Director of our Company.
- She has been associated with our Company since January 17, 2024.
- She is an associate member of the Institute of Chartered Accountant of India. Previously, she was associated with EY Global Delivery Services for a period of 5 years.
- Presently, she is self-employed as an independent practicing chartered accountant



Manufacturing Facilities



2 in Kalady, Kerala

1 in Ras Al Khaimah, UAE



spread across
2,21,214 sq. ft.
with land area ~ 13.67
acres



Capability to provide **end-to-end manufacturing of rubber** and rubber related products, upgrading and modifying assets and equipment.

Kerala Plant 1 - Tyre & PCTR Plant

Kerala Plant 2 - Rubber Compound Plant

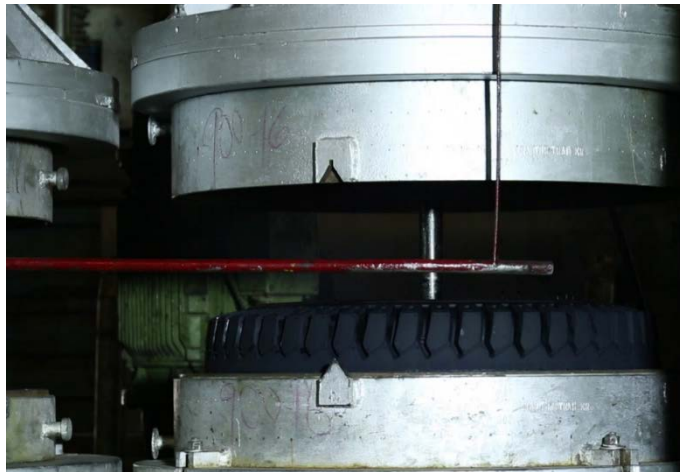


Ras Al Khaimah, UAE Plant

- PCTR Plant (Owned by Tolins Tyres LLC, wholly owned foreign subsidiary)



Manufacturing Facilities





Business Overview



Product Portfolio



Tyre Retreading



Precured tread Rubber
(PCTR)



Conventional Tread
Rubber

Tyres



Light
Commercial
Vehicle Tyres
(LCV Tyres)



Off the Road/
Agriculture
Tyres
(OTR Tyres)



Two Wheeler
& Three
Wheeler Tyres



Product Portfolio



Ancillary Products



Bonding Gum



Vulcanizing Solution



Rope Rubber & others



Key Strengths



Quality of Products

Quality as key driver of organizational growth. Certifications from U.S. Department of Transportation for exports to USA and E mark E32 for Europe.



Long standing relationship with large OEMs & Dealers

Over three decades of strong relationships with Indian and global customers offering diverse product portfolio



Integrated manufacturing operations

coupled with in-house products and process design capabilities which offer scale, flexibility and comprehensive solutions



Research and product development capabilities

Prioritise R&D to expand their market share by consistently providing technologically advanced products



Experienced and Dedicated Management Team

Dr. KV Tolin, our Chairman and Managing Director, brings over three decades of techno-commercial management experience in the rubber and tyre industry



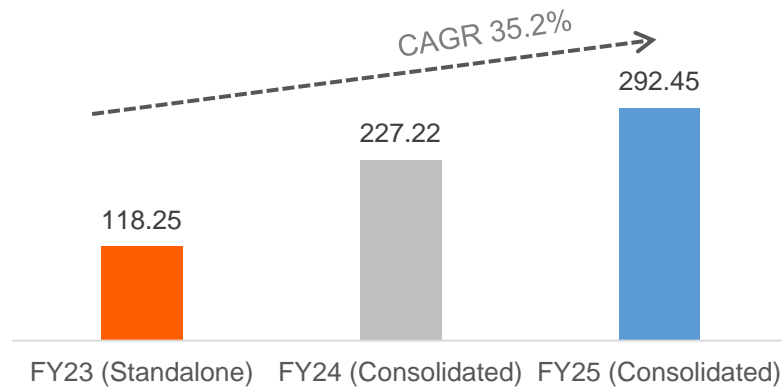
Consolidated Annual Financials



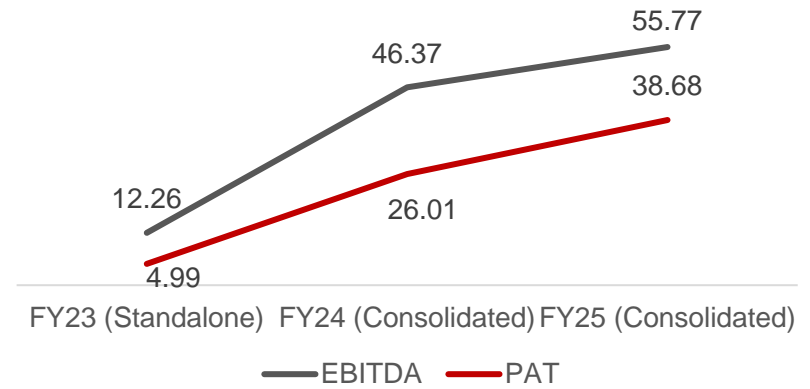
Annual Performance



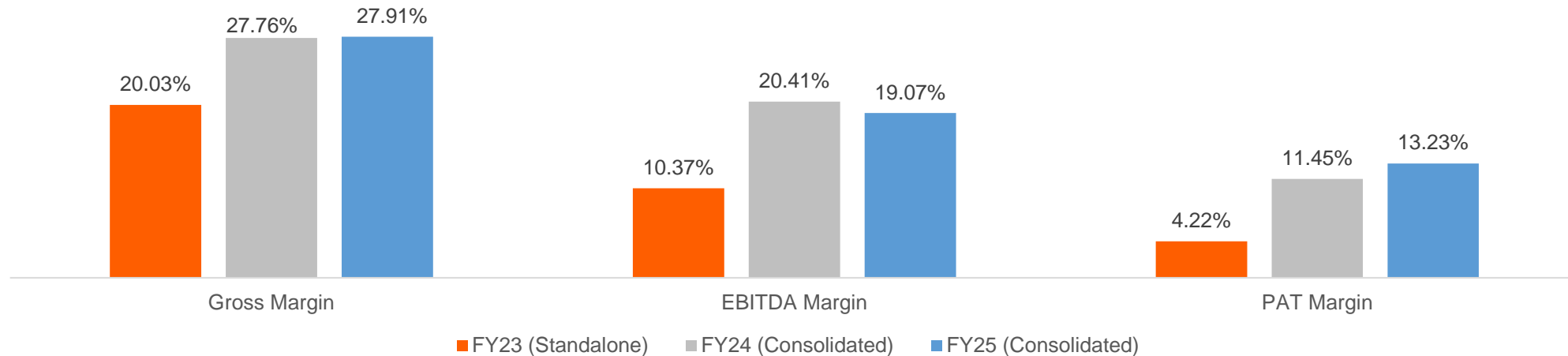
Revenue (Amount in Rs. Cr.)



EBITDA & PAT (Amount in Rs. Cr.)



Operational Margins (%)



Note: Fiscal 2023 figures are (on a standalone basis) and Fiscal 2024/ 2025 figures (on a consolidated basis) based on restated financial statement



Annual Income Statement



Particulars (Rs. Cr.)	FY25	FY24	YoY
Revenue from Operations	292.45	227.22	28.71%
Other Income	2.56	1.48	
Total Operational Revenue	295.00	228.69	29.00%
Cost of Raw Materials	260.38	175.91	
Purchase of Stock In Trade	0.00	0.00	
Changes in Inventories of Finished Goods, WIP & Stock in Trade	-49.56	-11.76	
Employee Cost	13.29	6.89	
Other Cost	12.57	9.81	
Total Expenditure	236.68	180.84	
EBITDA (excl. Other Income)	55.77	46.38	20.26%
EBITDA Margin (%)	19.07%	20.41%	
Depreciation	3.14	3.37	
Interest	5.83	11.58	
PBT	49.36	32.90	50.03%
Tax	10.67	6.892	
PAT	38.69	26.01	48.76%
PAT Margin (%)	13.23%	11.45%	

Note: Fiscal 2022 and Fiscal 2023 figures are (on a standalone basis) and Fiscal 2024 figures (on a consolidated basis) based on restated financial statement



Annual Balance Statement



Particulars (Rs. Cr.)	As on March 31, 2025	As on March 31, 2024
Shareholders Funds(a)	324.43	100.53
Equity Share Capital	19.75	15.33
Instrument Entirely in the Nature of Equity	0.00	0.00
Other Equity	304.67	85.20
Non Controlling Interest	0.00	0.00
Non Current Liabilities(b)	1.45	66.13
Financial Liabilities		
Borrowings	0.71	61.82
Provisions	0.23	0.24
Deferred Tax Liabilities (net)	0.50	0.28
Other Non-Current Liabilities	0.01	3.79
Current Liabilities(c)	43.88	107.18
Financial Liabilities		
Borrowings	16.03	15.42
Trade Payables		
Payable to MSME Creditors	0.16	0.94
Payable to Other Creditors	14.67	16.86
Other Financial Liabilities	0.79	12.60
Other Current Liabilities	4.51	54.45
Provisions	4.09	1.95
Current Tax Liabilities	3.62	4.96
Total Equity & Liabilities(a+b+c)	369.75	273.84

Particulars (Rs. Cr.)	As on March 31, 2025	As on March 31, 2024
Non Current Assets (a)	63.94	62.06
Property Plant & Equipment	31.21	29.49
Capital WIP	10.26	10.18
Right of Use Assets	0.04	0.00
Goodwill	20.81	20.81
Other Intangible Assets	0.03	0.07
Financial Assets		
Investments	0.00	0.00
Other Financial Assets	1.09	1.01
Deferred Tax Assets (Net)	0.00	0.00
Other Non Current Assets	0.51	0.50
Current Assets (b)	305.82	211.77
Inventories	139.35	83.84
Financial assets		
Trade receivables	102.67	66.04
Cash & Cash equivalents	28.19	0.86
Bank Balances other than Cash & Cash Equivalents	27.36	1.79
Other Financial Assets	2.34	1.50
Current Tax Assets	0.00	0.00
Other Current Assets	5.90	57.74
Total Assets (a+b)	369.75	273.84



Industry Overview And Way Forward

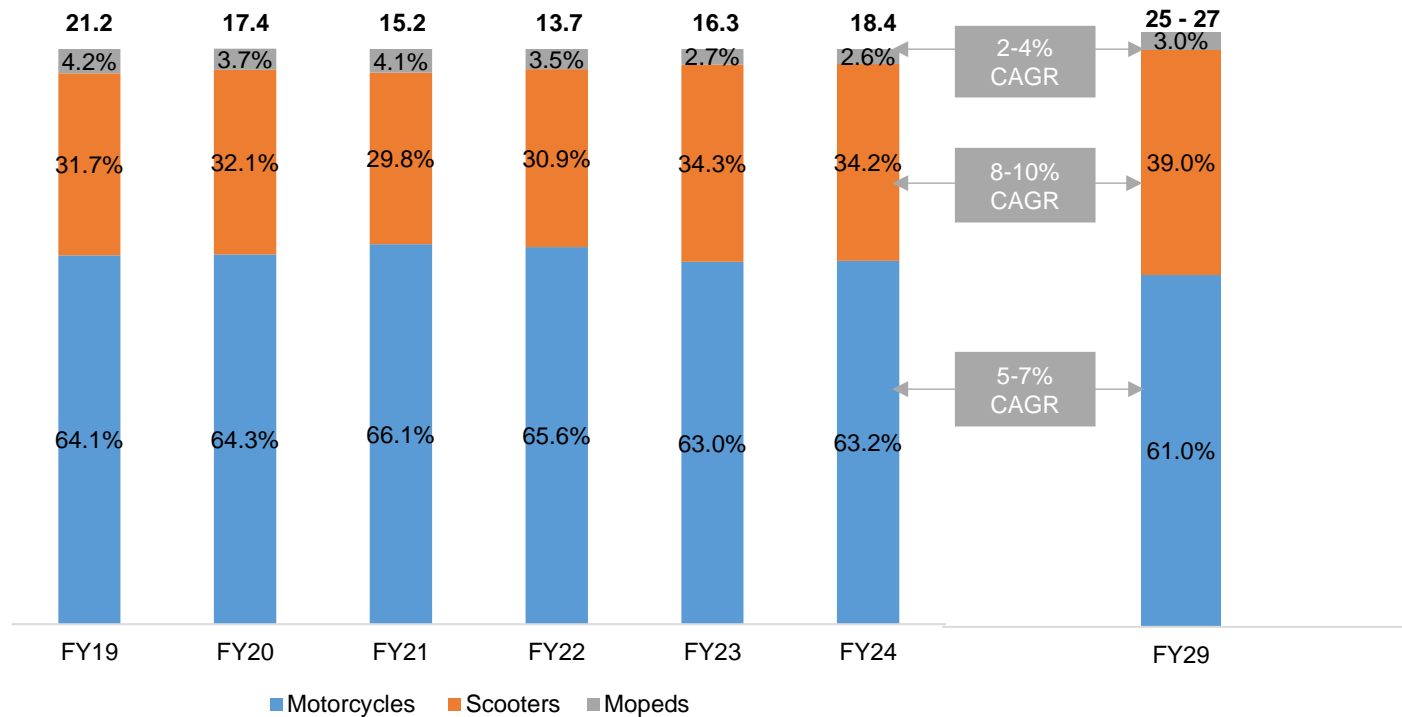


Industry Overview



Tyre Industry: Domestic 2-Wheeler Vehicles Outlook

Million Units



Source: SIAM; CRISIL M&A

Key Demand Drivers

- Macroeconomic support
- Rising rural incomes
- Rural infrastructure
- Financing support
- Growing gig economy
- Premiumisation in the industry
- Electrification in the two-wheeler segment
- Shrinking replacement cycles
- Advancement in vehicle technology



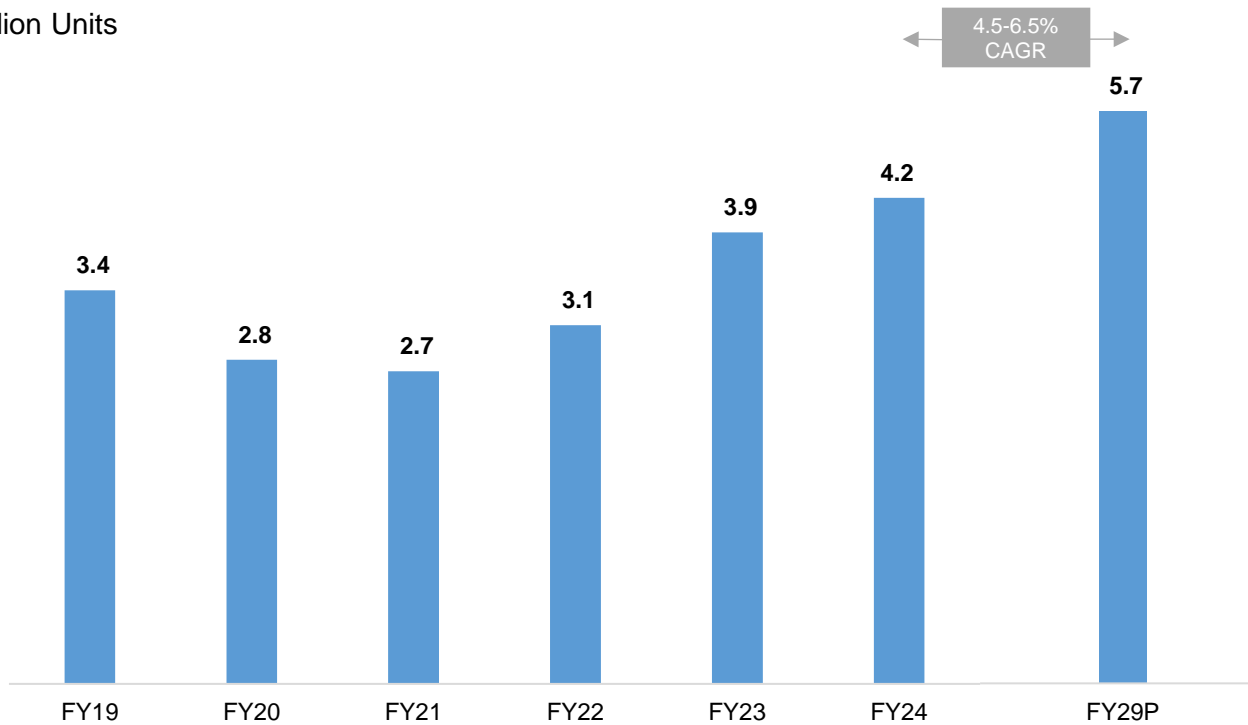
Industry Overview



Passenger Vehicles Domestic Demand Outlook

Domestic Industry PV Outlook (Volumes)

Million Units



Source: SIAM; CRISIL M&A

Key growth drivers

- Government boost for Compressed natural gas (CNG)
- Premiumization trend
- New model launches
- EV penetration in Passenger Vehicles
- GDP per capita
- Vehicle Penetration in India



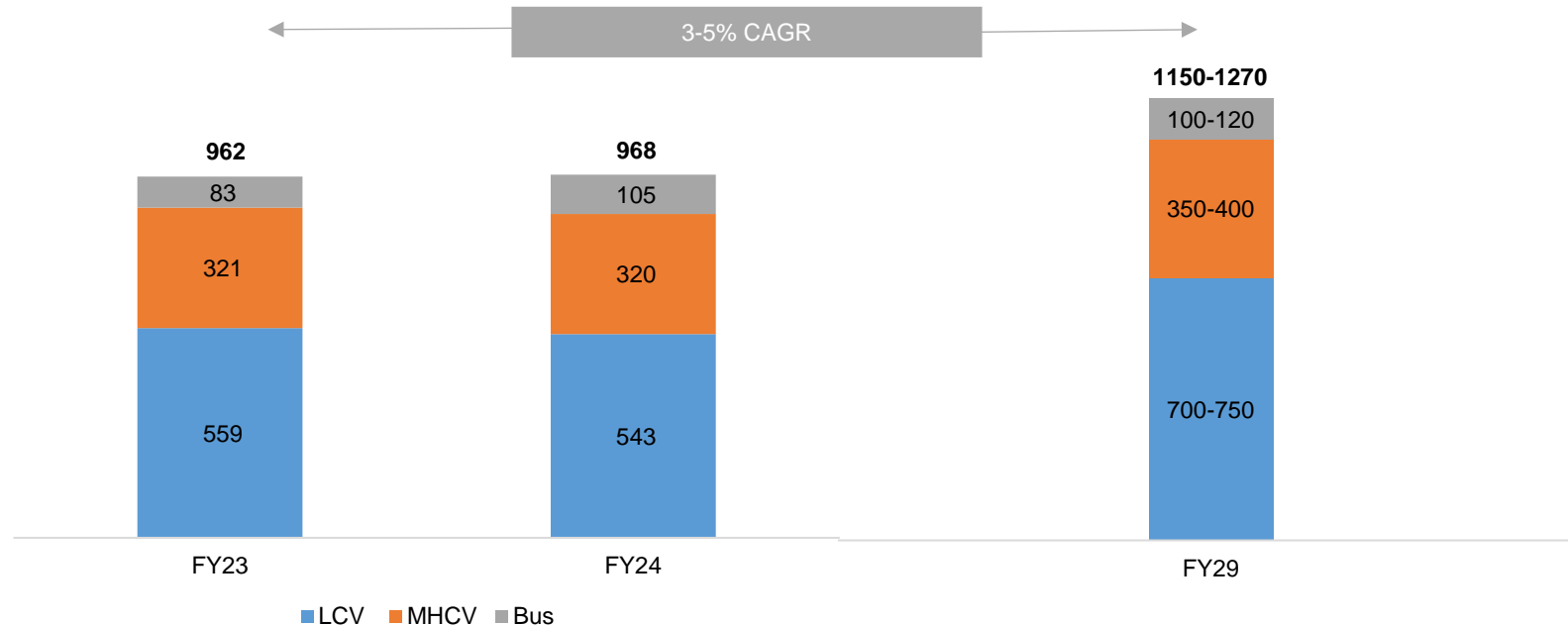
Industry Overview



Demand for Commercial Vehicle Outlook

Commercial Vehicles Domestic Sales Outlook

Thousand Units



Source: SIAM; CRISIL M&A

Key growth drivers

- Increasing freight rates to aid in materialization of deferred demand.
- Shift in fuel types of CVs to CNG
- Stable agricultural output
- Healthy industrial growth
- Focus on infrastructure and higher mining production to bolster tipper demand
- Capacity utilization and profitability of transporters
- Replacement demand
- Scrappage policy



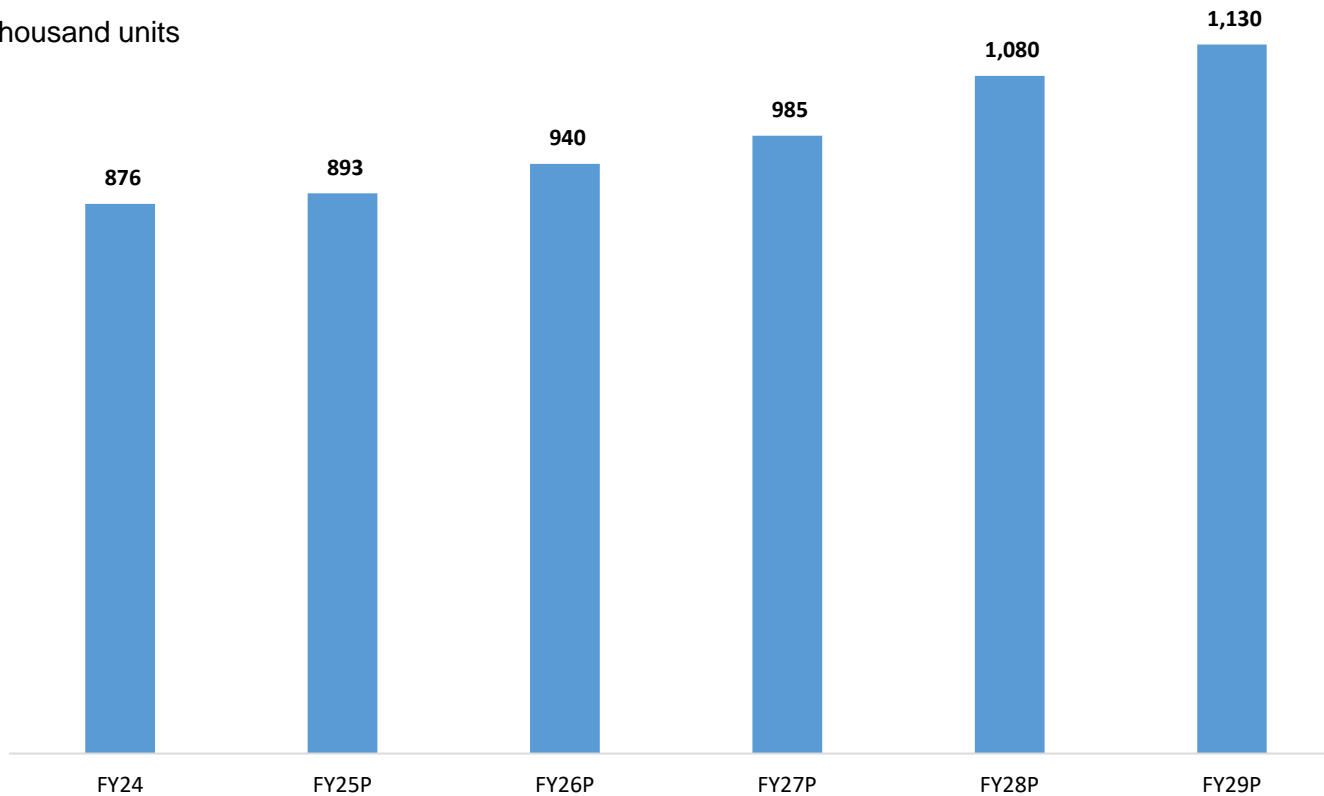
Industry Overview



Growth for Tractor Outlook

Tractor Industry sales expected to increase 4-6% between fiscals 2024 to 2029

Thousand units



Source: CRISIL M&A Consulting

Key growth drivers

- Monsoon Performance
- Crop Prices
- Government Regulations
- Financing availability
- Non-farm usage of tractors on the rise
- Replacement demand expected to be higher

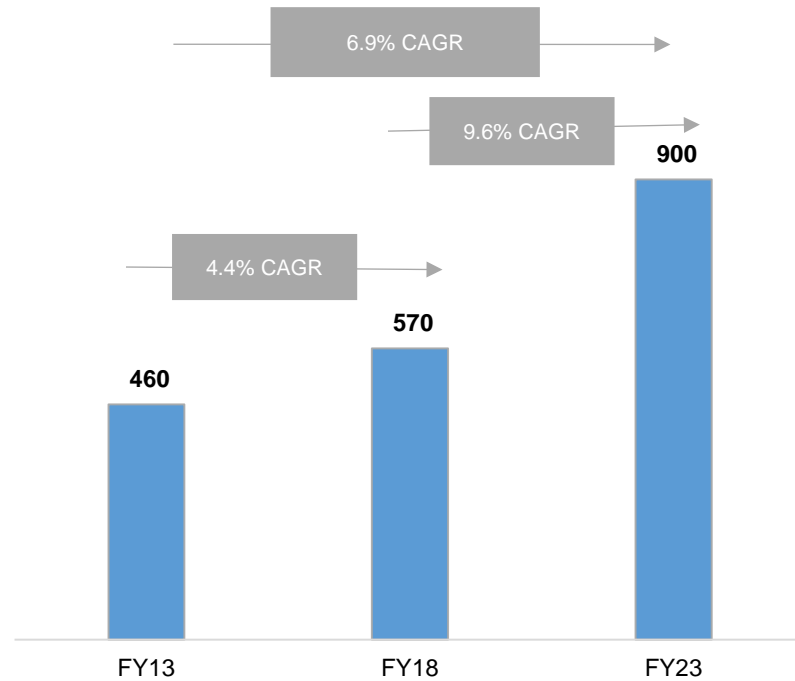


Industry Overview



Market Size: Tyre Industry Turnover

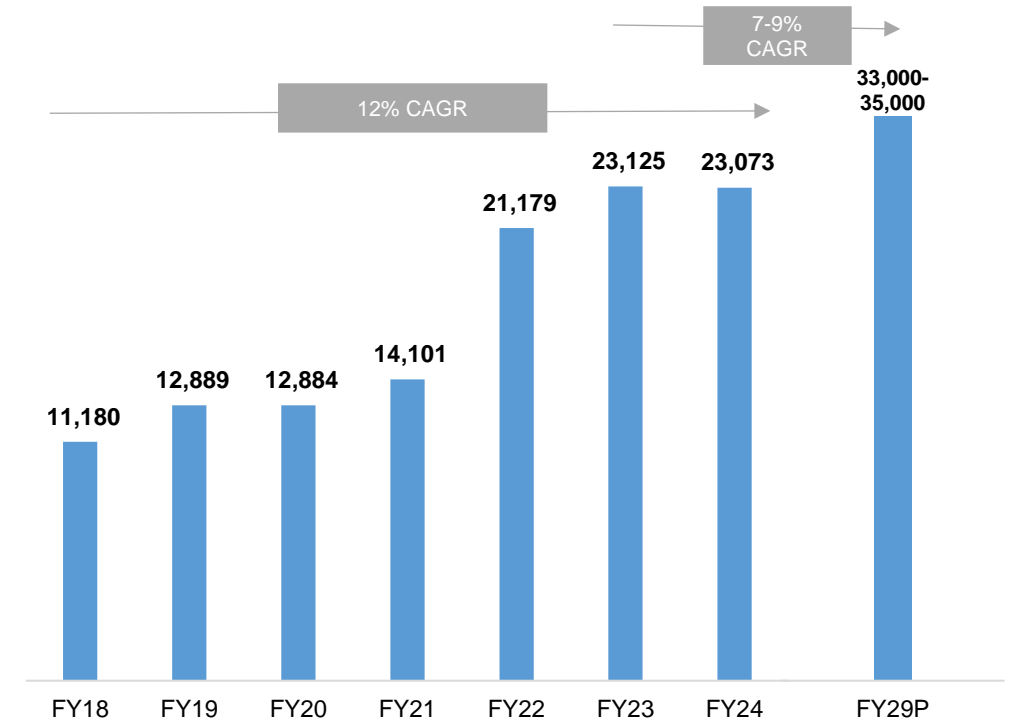
Estimated Turnover (in Rs. Billion)



Source: ATMA, Turnover is based on revenue

Tyre Export Outlook

Tyre Exports (in Rs. Lakh)



Source: ATMA, CRISIL M&A Consulting

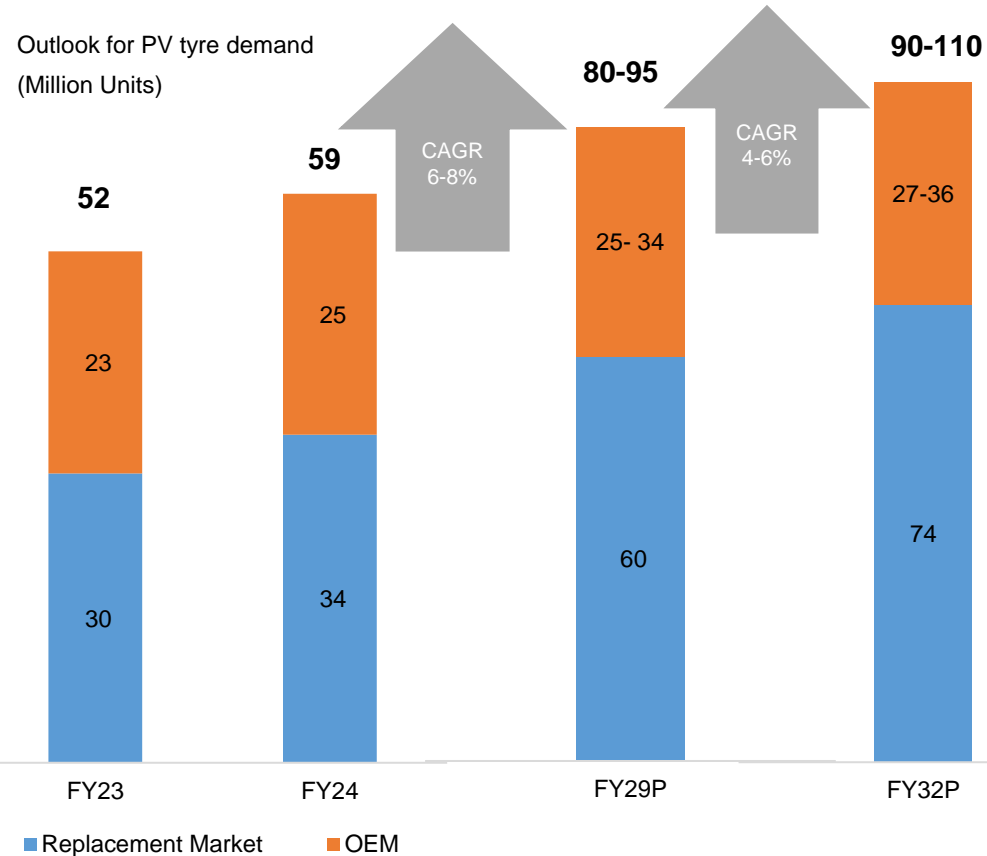


Industry Overview



Demand for Passenger Vehicle (PV) Tyre Outlook

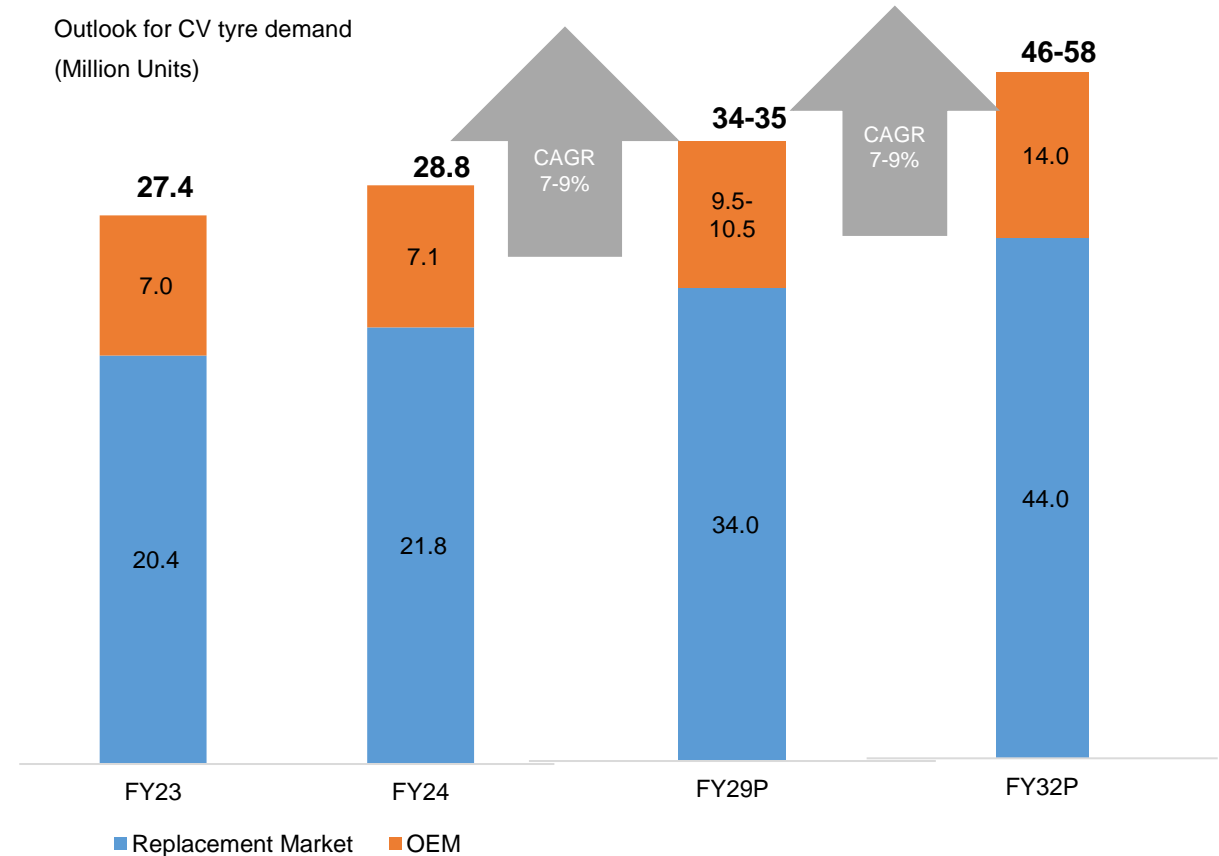
Outlook for PV tyre demand
(Million Units)



Source: CRISIL M&A Consulting

Demand for Commercial Vehicle (CV) Tyre Outlook

Outlook for CV tyre demand
(Million Units)



Source: CRISIL M&A Consulting



Way Forward



Optimization of the Capacity

Utilization: Aims to progressively increase utilization to 75% over the next few years



Expanding Reach of Domestic and

International Markets: Expand presence in the domestic market and focus on key international clusters



Expand Product Range by introducing new product range:

Plans to invest in developing new products



Improve Efficiencies with Technology

Enablement: Further develop technology systems to increase asset productivity



Pursue Inorganic Growth through Selective

Acquisitions: Pursue inorganic growth opportunities through selective strategic acquisitions in the rubber and rubber related products



CSR- Tolins World School



- In 2014, Tolins Group established an educational institution in Malayattoor, providing education of international standards to kids till Grade 12. By this, the group is committed to give back to its community.
- The 15-acre campus of Tolins World School is nestled at the foothills of the Western Ghats and is equipped with all the facilities and amenities essential for providing a top-tier education. This residential co-educational institution can accommodate up to 2,000 students, including a boarding capacity for 1,000
- Mission of Tolins World School is to provide every student with a strong foundation for lifelong success, fostering their development into responsible, compassionate, and productive citizens



Thank You

Mr. Sojan C S

CFO –Tolins Tyres Ltd.
cfo@tolins.com

Mr. Namit Shah/

Ms. Saloni Nagvekar

AdfactorsPR Investor Relations
namit.shah@adfactorspr.com
Saloni.nagvekar@adfactorspr.com