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Q-1. BKT has built a strong global presence over the years. What key strategic decisions have been instrumental in driving this international growth?

Ans. BKT's global expansion has been guided by our 'Growing Together' philosophy, which places long-term relationships and customer success at the centre of our strategy. By combining deep application knowledge, consistent product quality, and close collaboration with partners across the value chain, we have steadily expanded our presence in global markets.

We have consistently invested ahead of demand to ensure we can support customers with reliable supply, high-quality products, and continuous innovation. This forward-looking approach, combined with a strong export-oriented manufacturing base and a clear focus on Off-Highway Tyres, has enabled BKT to build a resilient global business and expand successfully across international markets. This philosophy has helped us build trust across industries and geographies, transforming BKT into one of the world's leading Off-Highway Tyre manufacturers.

Q-2. How is BKT adapting its business model to meet the evolving demands of customers across different regions and industries?

Ans. The tyre industry is experiencing strong and sustained growth driven by a rise in infrastructure development, increased mechanization and activity in mining, construction and material handling sectors. Government-led investments in highways, smart cities, and rural development continue to create significant demand for high-performance OTR tyres.

BKT has a strong global position, and a major reason for this success is our core philosophy of offering the right tyre for the right application. This approach, engineering tyres precisely for the machine, terrain, and operating conditions, has helped us consistently deliver superior performance, safety, and efficiency across construction, mining and industrial sectors. As the demand continues to grow, this commitment matters more than ever. As India's one of the All Steel radial tyre manufacturer, BKT is uniquely positioned to lead with confidence and support the growing needs of our customers with solutions that are stronger, more reliable, and built for the future.

This same ideology can guide how we leverage strategic partnerships beyond OEMs to drive even faster innovation and reach. By collaborating closely with distributors, dealers, fleet operators, and industry bodies worldwide, we can tap into real-time insights from the field, how machines are being used, what challenges operators face, and where performance gaps exist. These inputs directly fuel our application-specific design process across 3,600 SKUs, enabling us to refine tread patterns, compounds, and construction types to meet evolving demands.

Q-3. What are the company's primary focus areas for sustaining growth in an increasingly competitive global market?

Ans. BKT has outlined a strong long-term growth roadmap with the aim of generating total revenue of INR 23,000 crore by 2030. A key part of this vision is to further strengthen our leadership in the Off-Highway Tyre segment while also expanding into new growth categories.

Our growth strategy for FY30 is built on three key revenue pillars: 70% from the Off-Highway Tyre (OHT) business, 10% from scaled-up third-party carbon black sales, and 20% from new verticals with our entry into the Truck & Bus Radial (TBR) segments and Passenger Car Radial (PCR) in the future.

With this blend of market diversification, product excellence, and deeper vertical integration, we remain agile, leverage our global strengths, and continue delivering meaningful value as the industry evolves. With strong government initiatives supporting infrastructure, agriculture, and mining, we foresee significant growth, and a strong upward trajectory for the industries. These steps will help us reach new customers, strengthen our market position and drive steady long-term growth.

Q-4. How does BKT balance innovation, operational excellence, and customer expectations while maintaining profitability?

Ans. BKT is firmly committed to the Make in India vision, for India and for the world. We have established four world-class manufacturing facilities in India that supply tyres to more than 163 countries. Our plants are designed to meet global standards in technology, automation, and sustainability, enabling us to supply high-quality tyres to both domestic and international markets.

Innovation lies at the heart of BKT's product development, guiding every aspect of our design and manufacturing process. Our tyres integrate advanced technologies to ensure superior performance and extended service life. Our radial tyre range, in particular, is engineered to deliver uniform wear and enhanced heat dissipation, factors that collectively minimize downtime and extends equipment longevity. Additionally, we continue to invest in tyre testing and technologies, enabling operators to prevent unplanned interruptions.

What truly differentiates BKT is our strong foundation of vertical integration, which gives us complete control over quality, and innovation at every stage of production. From in-house carbon black manufacturing to our mold and drum production units and state-of-the-art R&D facilities, this integrated ecosystem allows us to achieve consistency, efficiency, and faster innovation cycles.

This end-to-end integration not only ensures that BKT maintains stringent quality standards but also enables us to innovate swiftly in response to market needs. From raw material formulation to the finished tyre, every step is driven by precision engineering and sustainability, resulting in products that consistently deliver reliability, and long-term value for our customers.

Q-5. What leadership principles and corporate values continue to guide BKT as it expands its global footprint?

Ans. At BKT Tyres, our approach to success is rooted in an uncompromising commitment to quality, performance, and partnership. Guided by our 'Growing Together' philosophy, we work closely with partners to co-create tyres tailored to specific machinery, terrains, and applications, delivering solutions that meet the highest standards of reliability and performance.

The legacy we aim to build is one of trust, innovation, and long-term partnership, contributing meaningfully to global infrastructure growth while growing together with customers, OEMs, partners, and communities worldwide.