



August 08, 2018

ELECTRONIC FILING THROUGH BSE LISTING CENTER

To
Department of Corporate Services/Listing Department
BSE Limited
P J Towers, Dalal Street,
Mumbai – 400001

(SCRIP Code: 531761)

**Sub: Intimation under Regulation 30 of Securities and Exchange Board of India
(Listing Obligations and Disclosure Requirements) Regulations, 2015 – Press
Release & Investor Presentation**

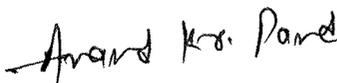
Dear Sir

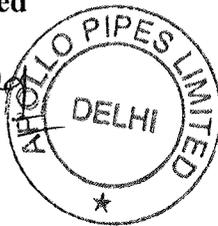
In reference to the captioned subject, please find enclosed herewith press release & Investor presentation of un-audited financial results of the Company for the quarter ended June 30, 2018.

You are requested to kindly take the same in your records.

Thanking you

With Due Regards
For Apollo Pipes Limited


Anand Kumar Pandey
Company Secretary



Encl. : A/a

APOLLO PIPES LIMITED

(Formerly Known as "Amulya Leasing And Finance Limited")

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Website: www.apollopipes.com | CIN: L65999DL1985PLC022723



APOLLO PIPES LIMITED

Q1 FY19 Earnings Presentation

August 8, 2018



Disclaimer

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.

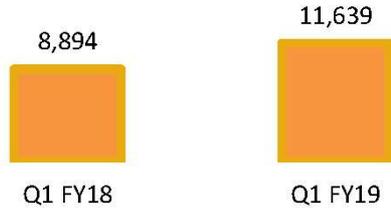
Operational & Financial Highlights Q1 FY2019



Q1 FY19 – Performance Highlights

Sales Volume (MTPA)

Shift: 31%



Net Revenues (Rs. Crore)

Shift: 36%



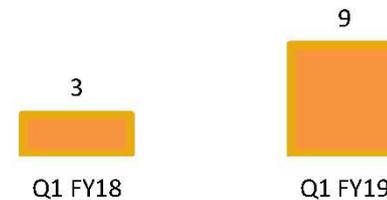
EBITDA (Rs. Crore)

Shift: 107%



PAT (Rs. Crore)

Shift: 179%



Margins

8%

13%

4%

9%

Key Developments



Establishing production lines on newly acquired land at Dadri

- Apollo Pipes will be installing state-of-the art manufacturing lines & machineries at its new facility in Dadri
- The Company will be further setting up additional capacity in a phase-wise manner at the existing plant of Dadri - the first phase of the expansion is expected to be operationalized by Q4 FY2019
- With the expansion, the Company is targeting a total installed capacity of 80,000 MTPA in Dadri by March 2019

Abridged P&L Statement

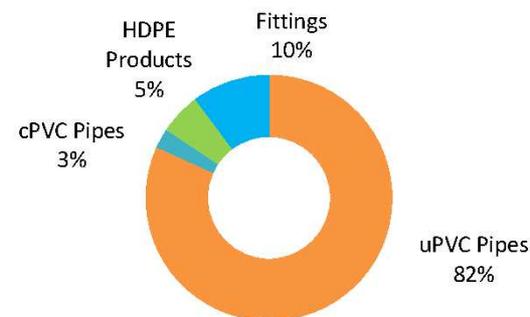
Particulars (Rs. crore)	Q1 FY19	Q1 FY18	Y-o-Y Shift
Income from Operations	101.1	74.5	36%
Total Income From Operations (Net)	101.1	74.5	36%
Total Expenditure	88.1	68.2	29%
Raw Material expenses	73.5	56.9	29%
Employee benefits expense	4.1	3.1	33%
Other expenses	10.5	8.2	27%
EBITDA	13.0	6.3	107%
EBITDA margin (%)	12.9%	8.4%	+444 bps
Other Income	2.5	0.9	186%
Finance Costs	0.9	0.7	23%
Depreciation and Amortization	2.2	1.3	65%
PBT	12.4	5.1	144%
Tax expense	3.6	1.9	87%
PAT	8.8	3.2	179%
PAT margin (%)	8.7%	4.2%	+446 bps
Diluted EPS (Not annualized)	7.97	2.87	178%

Key Financial & Operational Parameters

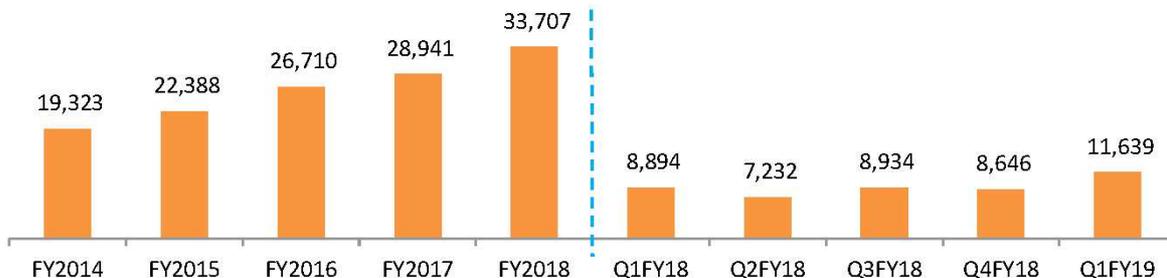
Product-wise Revenue Break-up

Particulars (Rs crore)	Q1 FY19	Q1 FY18	Y-o-Y Shift
uPVC Pipes	81.3	62.0	31%
cPVC Pipes	2.5	1.7	48%
HDPE Products	5.4	2.3	135%
Fittings	10.1	5.5	85%
Finished products	99.3	71.5	39%
Others*	1.8	3.0	-41%
Total	101.1	74.5	36%

Product Revenue (excluding Others segment) Break-up – Q1 FY19



Sales Volume MT



Financial Overview and Discussion (YoY)

Total Net Revenues during Q1 FY19 stood at Rs. 101.1 crore, registering a strong growth of 36% Y-o-Y

- The Company registered a solid total sales volume growth of 31% in Q1 FY19. The growth was primarily driven by a healthy uptick in the demand environment along with improving volume contribution from the value-added segment. In addition, healthy contribution from the newly established greenfield facility in Ahmedabad also assisted volume growth during the quarter
- In sync with the Company's plan to improve contribution from its value-added segments, the revenues from the Fittings segment grew at a significant rate of 85%, while revenues from HDPE segment was higher by 135%

EBITDA during Q1 FY19 at Rs. 13.0 crore, higher by 107% YoY

- Strong contribution from the high-margin 'Fittings' vertical and better product mix drove profitability performance during the quarter
 - Gross margins during the quarter came in higher by 367 bps YoY to 27%
 - EBITDA margins improved to 12.9% as compared to 8.4% in the corresponding period last year
- Employee cost higher by 33% YoY to Rs. 4.1 crore as the Company is gaining foothold across newer markets through increased capacity expansion and increased brand presence

Financial Overview and Discussion (YoY)

Depreciation costs increased by 65% to Rs. 2.2 crore in Q1 FY19

- Higher depreciation due to commissioning of new capacities during the year
- Going forward, as additional capacities go on-stream, the Company anticipates an increase in depreciation in the coming quarters. As utilization levels at the new capacities improve and start contributing to the performance, additional costs will be absorbed, going forward

PAT increases by 179% to Rs. 8.8 crore in Q1 FY19

- PAT margin stood at 8.7% in Q1 FY19, higher by 446 bps YoY

Management's Message



Commenting on the Company's performance for Q1 FY2019, Mr. Sameer Gupta, Managing Director, Apollo Pipes said,

"We are pleased to begin the year on a strong note by achieving a key milestone of Rs. 100 crore topline in a seasonally strong quarter. We registered a sales volume and EBITDA growth of 31% and 107%, respectively. This, was driven by a combination of healthy demand, enhanced geographical presence leading to new customer additions and an increasing contribution from our value-added segment.

On the operational front, we are witnessing healthy traction for our products from our newly commissioned greenfield facility at Ahmedabad. The second phase of expansion at this unit is also progressing as per plan.

Looking ahead, we remain confident of improving our business momentum supported by a blend of improving macros, various strategic business & branding initiatives and a fundamentally robust operational model."

Company Overview

