



# Apollo Pipes Limited

A- 140, Sector 136. Noida, Uttar Pradesh- 201301

## Q2FY22

**Sales volume higher by 18% Y-o-Y to 14,518 MTPA**

**EBITDA increases by 67% Y-o-Y to Rs. 26 crore**

**PAT higher by 48% Y-o-Y to Rs. 14.1 crore**

**Noida, Oct 22, 2021:** Apollo Pipes Limited, among the top 10 leading piping solution providing Company in India, announced its financial results for the quarter and full year ended Sept 30, 2021.

## Financial Performance Highlights

### Performance Review for Q2FY22 vs. Q2FY21

- Sales Volume higher by 18% to 14,518 tons from 12,268 tons
- Revenue higher by 69% to Rs. 208.2 crore compared to Rs.123.3 crore
- EBITDA higher by 67% to Rs. 26 crore as compared to Rs.15.5 crore
- Net Profit after Tax up by 48% to Rs. 14.1 crore compared to Rs. 9.5 crore

### Performance Review for H1FY22 vs. H1FY21

- Sales Volume higher by 9% to 24,920 tons from 22,901 tons
- Revenue higher 60% to Rs. 345.8 crore from Rs. 215.8 crore
- EBITDA higher by 100% to Rs. 43.4 crore compared to Rs. 21.7 crore
- Net Profit after Tax up by 98% to Rs. 22.8 crore compared to Rs. 11.5 crore



## Management's Message

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**Commenting on the Company's performance for Q2 & H1FY22, Mr. Sameer Gupta, Managing Director, Apollo Pipes said,**

*"We have reported an encouraging performance during the quarter led by a robust uptick in consumption in the domestic markets. During the quarter, our quarterly sales volume grew by 18% YoY to 14,518 MTPA and half year sales volume grew by 9%, 24,920 tons driven by a healthy contribution from the cPVC, HDPE pipe and value-added product segment of Fittings. Cost-optimization measures and improved contribution from the high-margin fittings segment further resulted in a better gross margin performance during the quarter.*

*From an operational standpoint, our existing manufacturing facilities at Dadri, Ahmedabad, Tumkur and Raipur are operating at steady utilization levels and we remain confident of further improving it to the optimal levels in the quarters ahead. I am also happy to share that our Greenfield facility at Raipur is now operationalized as per our commitment. We are also progressing on our brownfield expansion plans at the three plants of Dadri, Ahmedabad and Tumkur. In addition, our latest range of Water Storage Tanks are seeing strong acceptance in the domestic market and accordingly, we have already doubled the capacity for this product at our plant in Sikandarabad (Dadri) and also commissioned 1 unit each at Tumkur and Raipur. So, on the whole, the planned capacity additions should enable us to deliver improved sales momentum, going forward.*

*Looking ahead, the various pro-growth measures undertaken by the Government, especially in the rural, infrastructure and agricultural space should lead to better demand and consumption of our products in the domestic market over the medium-to-longer term. We are confident that once the macro-situation normalizes, we should be able to deliver strong and sustainable growth, going forward."*



## Key Developments

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### **Company on-track, achieved a production capacity of 125,200 MTPA**

- Operationalized Greenfield expansion at Raipur, Chattisgarh with initial production capacity of 7,200 MTPA.
- Expanded our production unit located at Dadri, Uttar Pradesh, which enhanced our total production capacity to 1,25,200 MTPA.
- We introduced storage water tank and Plastic Taps & faucets in our product segment.

### **Apollo Life – Water storage tank seeing strong response from the domestic market**

- The Company's latest launched product – water storage tanks has seen strong acceptance in the domestic market and the product contributed to improved sales during the quarter
- In order to address the increased demand for this product, the Company has already doubled the capacity for this product line at its current manufacturing facility at Sikandarabad (Dadri) in November 2020 and 1 Unit each at Tumkur and at Raipur location.
- The product launch is in-line with the Company's growth strategy to improve its product offerings across the value chain that efficiently leverages the 'APL Apollo' brand reach and recall. Going forward, this will enable enhanced business visibility and improved sales performance for Apollo Pipes.



## About the Company

Apollo Pipes (BSE: 531761; NSE: APOLLOPIPE), is among the top 10 leading piping solution providing Company in India. Headquartered in Delhi, the Company enjoys strong brand equity in the domestic markets. With more than 3 decades of experience in the Indian Pipe Market, Apollo Pipes holds a strong reputation for high quality products and an extensive distribution network.

Equipped with state-of-the-art infrastructure, the Company operates large manufacturing facilities at Dadri and Sikandarabad in UP, Ahmedabad – Gujarat, Tumkur – Karnataka and Raipur-Chhattisgarh with a total annual capacity of 125,200 MTPA. The multiple and efficient product profile includes over 1,500 product varieties of cPVC, uPVC, and HDPE pipes, Water storage tanks, PVC taps, fittings and solvents of the highest quality. The products cater to an array of industrial applications such as Agriculture, Water Management, Construction, Infrastructure, and Telecom ducting segments. The Company's extensive distribution network spreads across 600+ channel partners.

**For more information about us, please visit [www.apollopipes.com](http://www.apollopipes.com) or contact:**

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*Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Apollo Pipes Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*

