



Apollo Pipes Limited

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

FY2021

Sales volume higher by 6% Y-o-Y to 47,333 MTPA

EBITDA increases by 60% Y-o-Y to Rs. 74.3 crore

PAT higher by 56% Y-o-Y to Rs. 44.5 crore

Noida, May 4, 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 March 31, 2021.

Financial Performance Highlights

Performance Review for Q4FY21 vs. Q4FY20

- Sales Volume higher by 34% to 12,987 tons from 9,721 tons
- Revenue higher by 85% to Rs. 174.2 crore compared to Rs.94.1 crore
- EBITDA higher by 158% to Rs. 27 crore as compared to Rs. 10.5 crore
- Net Profit after Tax up by 169% to Rs. 16.6 crore compared to Rs. 6.2 crore

Performance Review for FY21 vs. FY20

- Sales Volume higher by 6% to 47,333 tons from 44,692 tons
- Revenue higher 27% to Rs. 518.1 crore from Rs. 408 crore
- EBITDA higher by 60% to Rs. 74.3 crore compared to Rs. 46.4 crore
- Net Profit after Tax up by 56% to Rs. 44.5 crore compared to Rs. 28.5 crore



Management's Message

Commenting on the Company's performance for Q4 & FY2021, 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 34% to 12,987 MTPA and full year sales volume grew by 6%, 47,333 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 and Tumkur 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 the plan to operationalize our Greenfield facility at Raipur is advancing well. 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 at Tumkur. 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

Company on-track to achieve a production capacity of 125,000 MTPA by May, 2021 - Greenfield and Brownfield manufacturing expansions of the Company are on track

- Working on Greenfield expansion at Raipur, Chattisgarh with initial production capacity of 7,200 MTPA.
- Expansion of production unit located at Dadri, Uttar Pradesh, which will enhance the existing production capacity by 10,000 MTPA and in total capacity up to 1,25,000 MTPA.
- We introduced storage water tank 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 at Tumkur 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 and Tumkur – Karnataka, with a total capacity of 118,000 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 or contact:

A. K. Jain

Apollo Pipes Ltd

Tel: +91 120 404 1400

Email: akjain@apollopipes.com

Anoop Poojari / Mit Shah

CDR India

Tel: +91 98330 90434 / +91 99201 68314

Email: anoop@cdr-india.com

mit@cdr-india.com

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