



May 28, 2019

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 – Revised Press Release

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and our letter dated May 25, 2019 regarding Press Release, please find enclosed herewith revised Press Release of Audited financial results of the Company for the fourth quarter and year ended March 31, 2019.

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

Thanking you

With Due Regards
For Apollo Pipes Limited

Anand K. Pandey
Anand Kumar Pandey
Company Secretary



Encl.: A/a



APOLLO PIPES LIMITED

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

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Apollo Pipes Limited

37, Hargobind Enclave, Vikas Marg, New Delhi-110092, India

FY2019

Sales volume improves by 18% Y-o-Y to 39,823 MTPA

EBITDA increases by 25% Y-o-Y to Rs. 51 crore

PAT higher by 8% to Rs. 24 crore

New Delhi, May 25, 2019: Apollo Pipes Limited, among the top 10 leading piping solution providing Company in India, announced its financial results for the quarter and fiscal year ended March 31, 2019.

Financial Performance Highlights

Performance Review for FY19 vs. FY18

- Sales Volume improves by 18% to 39,823 tons from 33,707 tons
- Net Revenues increases by 28% to Rs. 374 crore compared to Rs. 293 crore
- EBITDA higher by 25% Y-o-Y to Rs. 51 crore compared to Rs. 41 crore
- Net Profit after Tax increases by 8% to Rs. 24 crore compared to Rs. 22 crore

Performance Review for Q4 FY19 vs. Q4 FY18

- Sales Volume improves by 11% to 9,613 tons from 8,646 tons
- Net Revenues increases by 15% to Rs. 92 crore compared to Rs. 81 crore
- EBITDA stood flat at Rs. 14 crore
- Net Profit after Tax declined by 56% to Rs. 5 crore compared to Rs. 12 crore

Management's Message

Commenting on the Company's performance for Q4 & FY2019, Mr. Sameer Gupta, Managing Director, Apollo Pipes said,

"We have ended the fiscal on a strong note despite macro-economic challenges, especially in our key product category of uPVC. In FY2019, our sales volume grew by 18% to 39,823 MTPA - the growth was primarily driven by strong demand from HDPE products and cPVC pipes. Increased contribution from the high-margin Fittings segment also assisted sales performance during the year.

Our focus remains on continuously improving product offerings across the value added chain that will help drive enhanced business visibility and higher business growth. In Q3 FY19, we launched a brand new range of premium plastic faucets, taps, showers, and other accessories. This new product segment has received a positive response from the market and it is our endeavor to rapidly gain market share in this product category.

I am also happy to share that the Board of Directors have approved acquisition of assets of a suitable production unit in Bengaluru for a consideration of below Rs. 30 crore. This strategic acquisition will jump-start our entry into the southern markets. While our longer-term strategy is to also expand into the Eastern markets, our focus, in the near term, is more towards catering to demand in these markets through the already established facilities. We believe, this approach will allow us to grow presence in these under penetrated markets without incurring higher costs towards establishing facilities. Overall, we believe that we are well positioned to capitalize on the enormous growth potential across our customer industries and remain confident of improving our business momentum against a backdrop of our strategic initiatives, and new capacities going on stream."

Key Developments

- **Board of Directors approve acquisition of assets of a suitable production unit in Bengaluru for a consideration of below Rs. 30 crore**
 - Strategic acquisition enables Apollo Pipes to jump-start its plan to establish PAN-India presence
 - Brand recall of group among distributors and customers is very strong in the southern markets and is synonymous with high-quality and reliability. Apollo Pipes would look to efficiently leverage this positive brand image to drive reach and volumes
 - Facility is spread over 7 acres and has adequate space to accommodate future expansion plans
 - The acquired unit is equipped with manufacturing lines for uPVC and cPVC pipes
 - Acquisition has an attractive payback of less than 3 years – further, it significantly reduces the time taken to establish presence in a new state
- **Promoters complete infusion of Rs. 202 crore in the Company**
 - Infusion of Rs. 202 crore by Promoters has been concluded through issuance of Equity Shares and fully convertible warrants on Preferential basis. The details of the allotment are as follows
 - 950,000 Equity shares issued at an issue price of Rs. 590 per share
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 - 2,485,000 fully convertible warrants on preferential basis to Promoters at an issue price of Rs. 590 per share
 - Out of this, as on 2nd April 2019, 1,125,000 lakh shares have been converted into fully paid equity shares

- **Capacity expansion plans on-track**

- The Company is undertaking a phase-wise capacity expansion at the existing facilities of Dadri and Ahmedabad over the next few quarters
 - To expand Dadri capacity by 7,000 tonne to 60,000 tonne; Ahmedabad facility to be expanded by 5,000 tonne to 15,000 tonne
- The Company's expansion plan, will enable to meet the growing demand for its products across various sectors, and drive future volume growth

- **During the year, Apollo Pipes launched a new products in the domestic market**

- New product portfolio of Plastic Taps, Showers, Faucets & accessories have received positive response from the market – the Company is targeting rapid market share gain in this premium and high margin product category
- The design of the product is ergonomically driven and is engineered from high-grade virgin engineering polymer

- **Future growth strategy focused towards improving market presence through established facilities**

- The Company's future growth strategy focused towards improving utilization levels at the existing manufacturing plants
 - To first develop new territories in East and Central Indian by catering to demand through already established facilities. Following this, the Company plans to implement longer-term strategy to establish facilities in those regions
 - While the logistic costs towards transporting goods to Eastern and Central markets would be higher, it will be much lower than the interest costs that the Company would otherwise incur towards establishing a new unit
 - This strategy is expected to help improve volume performance for Apollo Pipes

- **The Board of Directors recommend first ever dividend**

- The Board of Directors have recommended a dividend of Rs. 1 / share (Face Value of Rs. 10 per share)

- Total cash outflow would be ~ Rs. 1.6 crore (including statutory taxes) leading to a dividend payout ratio of 5%

About the Company

Apollo Pipes (BSE: 531761), 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, UP and Ahmedabad, Gujarat with a total capacity of 63,000 MTPA. The multiple and efficient product profile includes over 1,000 product varieties of cPVC, uPVC, and HDPE pipes, PVC taps and fittings 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 450 dealers / retailers and over 150 distributors.

For more information about us, please visit 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.