

February 05, 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 - Investor Presentation, Result Presentation and Press Release.**

Dear Sir,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed following:

1. Investor Presentation (February, 2019); and
2. Earnings presentation and press release of un-audited financial results for third quarter and nine months ended December 31, 2018.

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

Thanking you

Yours Sincerely  
For Apollo Pipes Limited

*Anand K. Pandey*  
Anand Kumar Pandey  
Company Secretary



Encl.: A/a



## APOLLO PIPES LIMITED

Investor Presentation – February 2019



## 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 the Company's ability to successfully implement its strategy, growth and expansion plans, obtain regulatory approvals, provisioning policies, technological changes, investment and business income, cash flow projections, 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.*

# COMPANY OVERVIEW





## One of the leading PVC pipe manufacturers

**70,000**

MTPA - Available  
Capacity

**10+**

Presence in Global  
marketplaces

**~48**

Hours

Among the fastest  
turnover time in  
industry

**1,16,000**

MTPA - Available  
capacity targeted by  
FY2020

**1,000+**

Products

**15%**

Volume Growth  
5-yr CAGR

## Among the top 10 leading PVC pipe manufacturers in India

## Success Milestones

- Commenced PVC pipe manufacturing operations
- Established 3,000 MTPA plant in Sikanderabad, U.P.

- Started manufacturing uPVC Plumbing fittings with 180 MTPA capacity

- First in North India to install 900 kg/hr PVC extension line
- Expanded capacity by 10,000 MTPA
- Took total available capacity to 50,000 MTPA

- Purchased a land with building in Noida to develop Apollo Pipes' corporate office
- Introduced a brand new product range of premium plastic faucets, taps, showers and accessories
- Began work on establishing facility in Raipur to cater to central and Eastern India

2000

2005-10

2013

2014-15

2016

2017

2018

- Started manufacturing HDPE pipes
- Setup new plant at Dadri – UP of Capacity – 21000 MTPA
- 1<sup>st</sup> Company to start manufacturing of patented uPVC column pipes in North India

- Commenced manufacturing cPVC Pipes & fittings using Remone, France resin
- Started manufacturing uPVC agri and SWR fittings

- Largest plastic piping solution company
- Installed capacity of molding division enhanced to 2,700 MTPA
- Began work on establishing facility in Ahmedabad, Gujarat to cater Western India



**Robust growth trend over last 5 years (FY14 – FY18)**

**15%**  
growth in Sales Volume

**29%**  
growth in EBITDA

**53%**  
growth in PAT

## Growth Map

Figures in Rs. crore

Particulars	FY2014	FY2015	FY2016	FY2017	FY2018	CAGR
Revenues	149	179	208	239	<b>284</b>	<b>18%</b>
EBITDA	12	16	24	32	<b>33</b>	<b>29%</b>
PAT	4	14*	10	16	<b>22</b>	<b>53%</b>
Available Capacity MTPA (~)	34,000	35,000	52,000	53,000	<b>60,000</b>	<b>15%</b>
Sales Volume (MTPA)	19,323	22,388	26,710	28,941	<b>33,707</b>	<b>15%</b>

- \*Includes Tax-free LTCG of Rs.9 crore. Business PAT is Rs. 5 crore.



## Key Strengths



**Strong foothold in India**



**Proven expertise in complex projects**



**Multiple and efficient product offerings – 1,000+ products**



**Catering to multiple sectors –**  
*Agriculture, Water Management, Infrastructure*



**Strong and highly experienced Management Team**



**Advanced & efficient equipment & technology**

## Product Portfolio- Diversified Basket of 1,000+ Products



**uPVC PIPING SYSTEM**



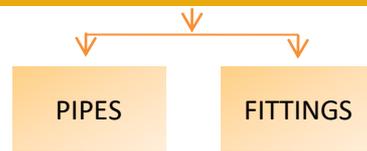
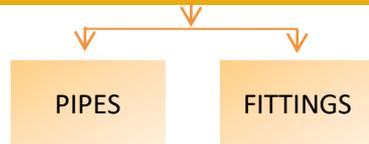
**cPVC PIPING SYSTEM**



**HDPE PRODUCTS**



**PLASTIC TAPS/  
FAUCETS/SHOWERS**



- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>▪ uPVC PIPES</li> <li>▪ uPVC RING FIT PIPES</li> <li>▪ uPVC COLUMN PIPES</li> <li>▪ uPVC RIBBED SCREEN PIPES</li> </ul> | <ul style="list-style-type: none"> <li>▪ uPVC PLUMBING PIPING SYSTEM</li> <li>▪ uPVC AGRI FITTINGS</li> <li>▪ SWR PIPES AND FITTINGS</li> </ul> |
|--|---|

- Diagram showing the classification of HDPE PIPING SYSTEM into PLB DUCTS, IRRIGATION PIPES, and SPRINKLER PIPES.
- ```

graph TD
    A[HDPE PIPING SYSTEM] --> B[PLB DUCTS]
    A --> C[IRRIGATION PIPES]
    A --> D[SPRINKLER PIPES]
  
```
- PLB DUCTS
  - IRRIGATION PIPES
  - SPRINKLER PIPES

# Product Application across Sectors



# Aiming Pan-India Distribution Presence

Enjoys a dominant and leading presence in North India

Tapping newer markets to reduce inventory cost for Distributors & Dealers

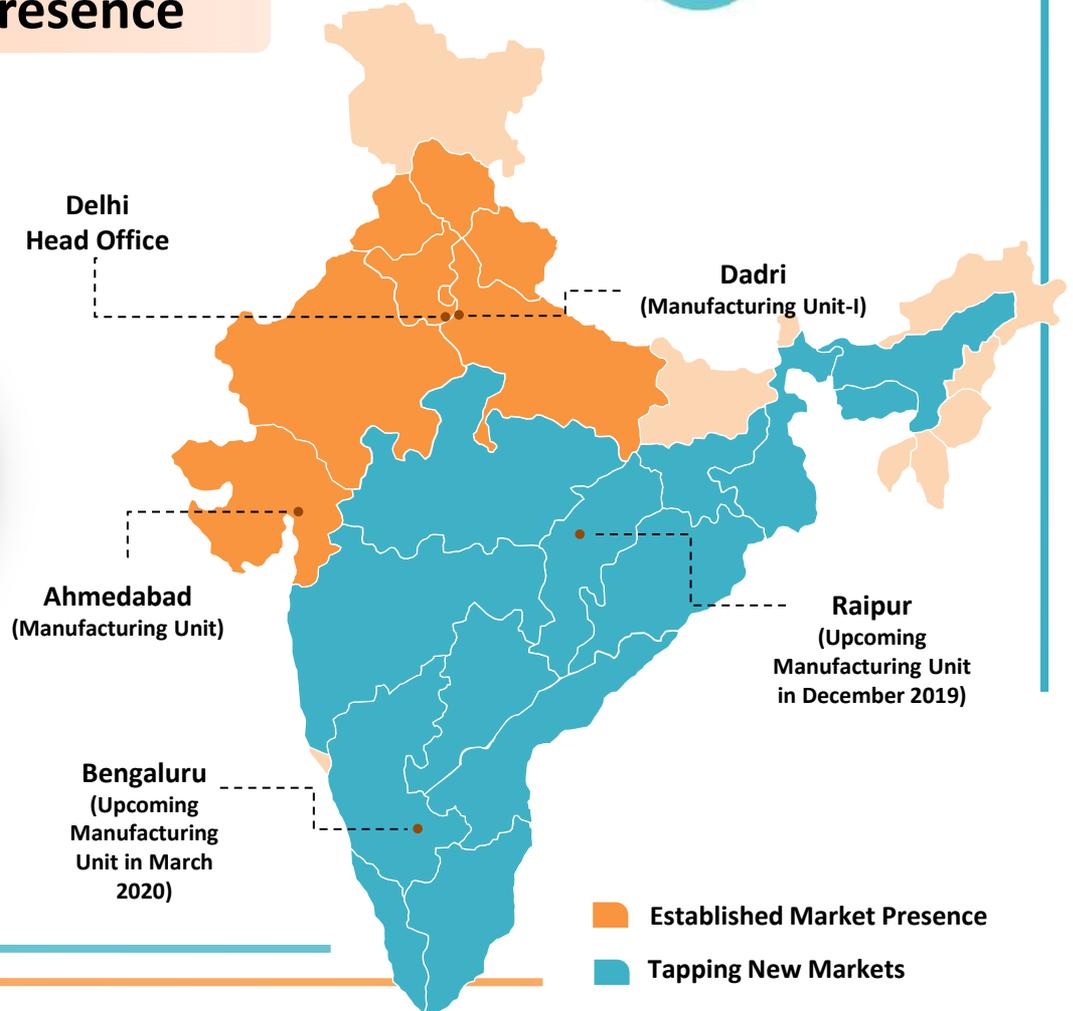
Extensive distribution network significantly reduces delivery time to 48 hours (from 10-12 days)

**450+**

Dealers/Retailers

**120+**

Consignment Agents  
Stockist Distributors



## Manufacturing Facilities

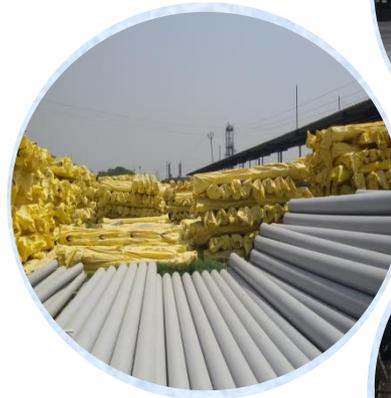
Close-to-demand distribution network catering to key markets of North, West and Central India

Best in class Manufacturing Facility, with advanced equipment & practices

All major certifications/ accreditations



In-house manufacturing offers incremental contribution to volumes and delivery capabilities



## Product Development & Handling

**In-house CPVC  
Compounding  
for Pipes &  
Fittings.**

**In-house  
development of  
extrusion moulds  
for better efficiency**

**Strong Technical  
know how  
among Employee  
base**

**Solid experience  
of manufacturing  
pipes with set  
specifications**



## Experienced Management Team

### Mr. Sameer Gupta

#### Managing Director

B.Com Honors from Delhi University (SRCC)

Mr. Sameer Gupta joined the family business in the year 2000 and established the PVC Pipes unit business

Under his leadership, the Company continues to reach newer heights, nurturing the values of Hard Work, Commitment to Quality, Excellence & Growth

### Mr. Sanjay Gupta

#### Chairman

Mr. Sanjay Gupta is the second generation of the entrepreneurial family Holds a rich experience of over 3 decades in the steel & pipe industry

### Mr. A.K. Jain

#### CFO

Chartered Accountant  
ICAI,  
20 Years in the field of Finance and  
Accounting

### Mr. Manoj Sharma

#### Senior General Manager (Sales)

B. Sc,  
25 Years into Plastic Pipes Sales &  
Marketing

### Mr. V.S. Verma

#### Senior General Manager (Business Development)

BE(EEE),  
23 Years Experience in field of Project  
Engg., Product Development &  
Procurement

### Mr. N.S. Rana

#### General Manager (Production)

B.Sc & CIPET,  
30 Years into Plastic Pipes Processing

## Our Health, Safety and Environmental Policy

- ✓ RO and water softening plant facilitating safe consumption of water
- ✓ Regular workshops & training for machine operations / handling & safety
- ✓ Mechanized Finished Goods movement
- ✓ Usage of masks and safety gears for plant personnel
- ✓ High level of machine maintenance
- ✓ Complete in-house set-up for re-use of Polymer Waste ensuring nil environmental pollution





# MACRO GROWTH LEVERS



## At the Forefront of multiple sector trends

### Urban Infrastructure / Construction :

- Increasing Urbanization, changing consumer preferences and a shift towards branded products
- Pipes for a varied usage: Water Management, Waste Management, Water Drainage & Sewerage System, Urban Transport, Urban Roads
- 'Housing for All' scheme
- 'Smart Cities' scheme
- Urban & rural housing – both driving demand for pipes



**Infrastructure push to enhance opportunity for PVC piping system in plumbing and distribution**

## At the Forefront of multiple sector trends

### Water Management :

- Government focus on water and sanitation management
- Strong focus on providing clean water, clean cities with well-organized plans for sewage removal and efficient transport facilities
- National Rural Drinking Water Mission (NRDWM) to create a safe drinking water program



**Rehabilitation of aging pipelines and installation of new pipes in transportation of liquids offers a significant opportunity**

## At the Forefront of multiple sector trends

### Agriculture Focus :

- Improving irrigation schemes for farmers
- Water Table Depletion – increase in bore well activities leading to higher demand of larger diameter pipes
- In 2018-19, irrigation projects are to start in 96 “deprived-irrigation districts” with Rs 2,600 crore set aside under the Pradhan Mantri Krishi Sinchai Yojana (PMKSY) scheme
- Increase in land under irrigation for food production



**Increasing agriculture focus will have better demand for irrigation and thus demand for PVC pipes**

# STRATEGIC GROWTH PILLARS



## *Scale-up distribution network across India to augment presence and improve market penetration*

01 Strengthening Distribution & Footprint

02 Diversified Product Portfolio

03 Focus on Value-added Products - Fittings

04 Capacity Expansion

05 The 'APL Apollo' Brand Edge

- Establishing a solid presence in key markets
- Strong presence in North India – extending market reach in other parts of India.
- Growing outreach offer a series of benefits such as multiple touch points, business scale, brand reach and elevation of business capabilities
  - Adopted cash-n-carry model, which helps optimize receivables and guarantee actual cash receipts

## *Diversified Product Portfolio with total offerings at 1,000+, aiming to achieve 2,000+ products to the basket*

01 Strengthening Distribution & Footprint

02 Diversified Product Portfolio

03 Focus on Value-added Products - Fittings

04 Capacity Expansion

05 The 'APL Apollo' Brand Edge

- Range of products manufactured at the technologically advanced manufacturing facility at Dadri
- Emphasis on innovation: One of the first companies to launch “Super Lock System” pipes in the country
  - Awarded 10 year patent for the innovative product
- Offers the widest range of pipe sizes in the domestic industry. (1/2” to 16”)
- Enhancing product offerings across the value added chain to drive growth
- Launched ‘Plastic Faucets, Taps and Showers’ in the domestic market – to drive higher brand visibility through New Products

## *Sharp focus on Value-Added Products: Fittings – to help strengthen the value chain*

01 Strengthening Distribution & Footprint

02 Diversified Product Portfolio

03 Focus on Value-added Products - Fittings

04 Capacity Expansion

05 The 'APL Apollo' Brand Edge



- Focused approach towards Fittings across uPVC and cPVC that offer significantly higher margins
- High-growth segment – rapidly gaining market share
- Focus on increasing revenue contribution from fittings segment from 11% in FY18 to 15% by FY2020
- Capacity expansion planned to cater growing demand

## *Capacity Expansion to aid long-term growth plan – to achieve 116,000 MTPA by March 2020*

01 Strengthening Distribution & Footprint

02 Diversified Product Portfolio

03 Focus on Value-added Products - Fittings

04 Capacity Expansion

05 The 'APL Apollo' Brand Edge

- Total available capacity of 70,000 MTPA
- Undertaking a phase-wise capacity expansion at the existing facilities of Dadri and Ahmedabad over the next few quarters
- Greenfield facility in Raipur scheduled to be commissioned by December 2019 with a proposed capacity of 15,000 MTPA
- Additional greenfield facility at Bangalore planned by March 2020 to cater to the Southern markets, with a proposed capacity of 25,000 MTPA
- Upcoming facilities to facilitate higher production and reduce logistics costs
- Targeting a total installed capacity of 116, 000 MTPA by March 2020

## *Efficiently leverage the 'APL Apollo' brand reach and recall to drive higher growth*

01 Strengthening Distribution & Footprint

02 Diversified Product Portfolio

03 Focus on Value-added Products - Fittings

04 Capacity Expansion

05 The 'APL Apollo' Brand Edge

- The 'APL Apollo' brand has covered several milestones in its journey since inception
- Brand synonymous with quality and reliability of operations
- Strong brand recall amongst several distributors and customers
- The Company's association with the brand, its diverse product range and offerings across sectors ups the ante in terms of reach and competitiveness of the Company
- Undertaking various brand building and brand awareness initiatives to further strengthen Brand reach
- Largest selling brand for steel & plastic piping solution in India



## Key Focus Areas

**Continuous Branding Activities** – To leverage on **Brand ‘APL Apollo’**

**Diversifying manufacturing base** – Entering Central, Western & Southern India with Greenfield facilities located in Gujarat & Bangalore

**New Product launches** – Targeting a basket of **2,000+ products** with immaculate features and utility of products

**Cost Efficiency** – Well-penetrated distribution network to reduce logistic costs at all levels of operations

**Tapping Macro-Growth Opportunities** – Across sectors – Agriculture, Urban Infrastructure, Transportation

**Capacity Upgradation** – Continuous upgradation of existing facilities

**Premium Quality** – To deliver product quality synonymous with the ‘APL Apollo’ brand

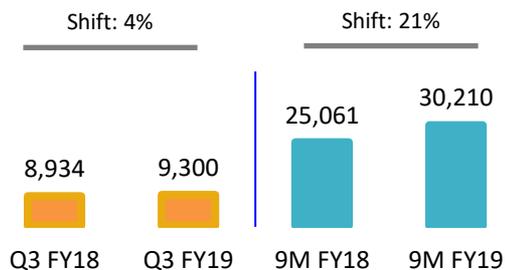
**Streamlined Operations** – To ensure smooth project realization through an extensive and Pan-India distributor network

# Operational & Financial Highlights Q3 & 9M FY2019

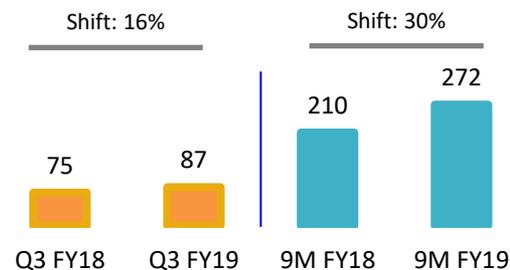


## Q3 & 9M FY19 – Performance Highlights

### Sales Volume (MTPA)



### Total Income From Operations (Net) (Rs. Crore)



### EBITDA (Rs. Crore)



### PAT (Rs. Crore)


**Margins**
**11.4**
**9.8**
**9.9**
**10.5**
**6.0**
**6.1**
**4.8**
**6.8**

## Key Developments

### Establishing a Greenfield facility in Raipur by Q3 FY2020

- Greenfield facility in Raipur scheduled to be commissioned by December 2019 with a proposed capacity of 15,000 MTPA
  - The Company is in the final phase of acquiring a suitable land in Raipur and will begin greenfield expansion
- The plant at Raipur will enable the Company to expand its footprint in the country's central & eastern markets and meet the growing demand in the untapped region

### Capacity expansion at Bengaluru to roll-out by March 2020

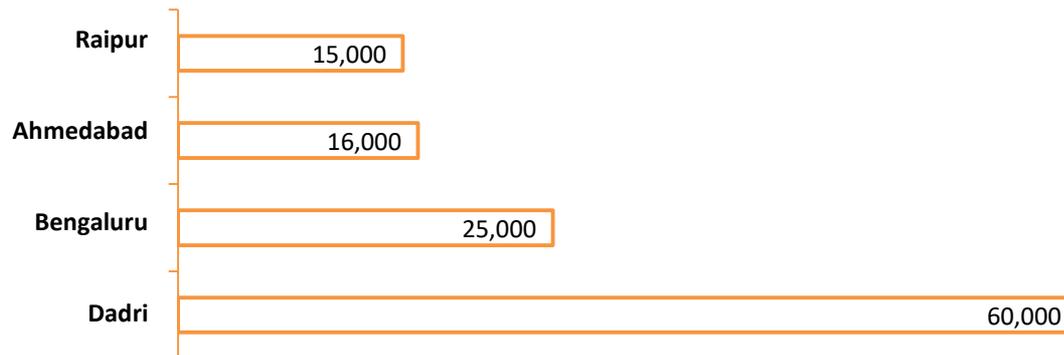
- The Company will also be establishing an additional greenfield facility at Bangalore by March 2020 to cater to the Southern markets, with a proposed capacity of 25,000 MT

## Key Developments

### Brownfield capacity expansion at Dadri and Ahmedabad on-track

- The Company is undertaking a phase-wise capacity expansion at the existing facilities of Dadri and Ahmedabad over the next few quarters
- The Company's expansion plan, will enable to meet the growing demand for its products across various sectors, and further reinforces the Company's plan to achieve a target capacity of 116,000 MTPA by end of FY2020

### Target Capacity of 116,000 MTPA by March 2020



## Key Developments

### Launched a new product portfolio of Plastic Taps, Showers, Faucets & accessories in the domestic market – New products launches driving improved brand visibility

- The Company launched a brand new range of premium plastic faucets, taps, showers, and other accessories during the quarter. The design of the product is ergonomically driven and is engineered from high-grade virgin engineering polymer
- This new product segment has received a positive response from the market
- Improved product offerings across the value added chain will help drive enhanced business visibility and higher business growth





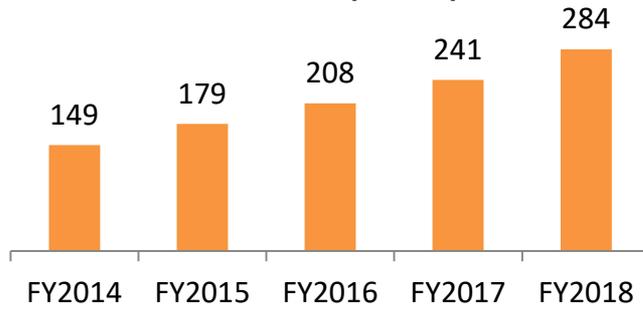
# FINANCIALS



# ₹ Financial Trend

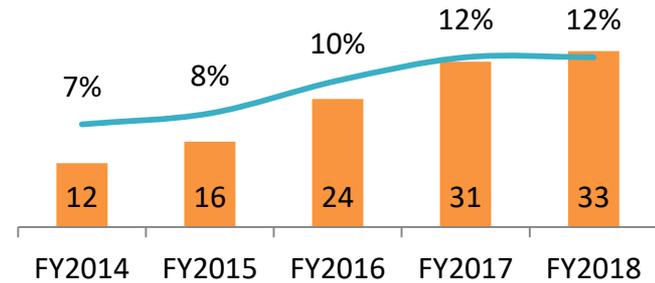
CAGR – 18%

## Revenue (Rs. Cr)



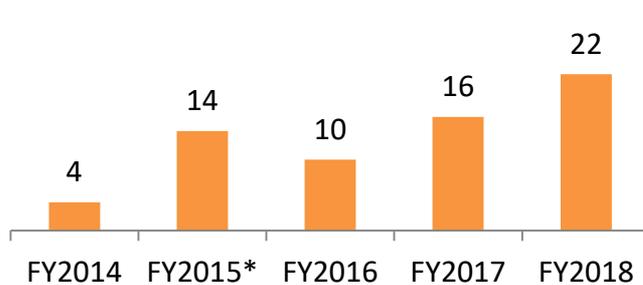
CAGR – 29%

EBITDA (Rs. Cr) EBITDA Margins (%)



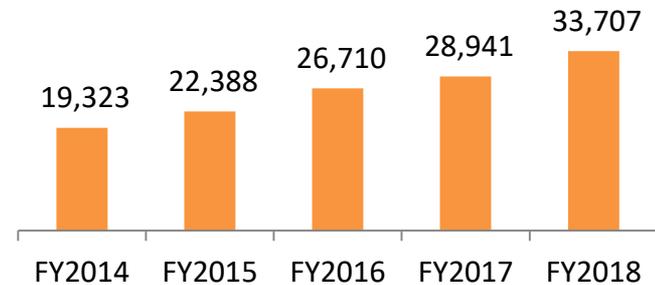
CAGR – 53%

## PAT (Rs. Cr)



CAGR – 15%

## Volume (MTPA)



\* Includes Tax-free LTCG of Rs.9 crore. Business PAT is Rs. 5 crore.

# THANK YOU



**For further information, please contact:**

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**CDR India**  
Tel: +91 22 6645 1211/ 6645 1243  
Email: [anoop@cdr-india.com](mailto:anoop@cdr-india.com)  
[shikha@cdr-india.com](mailto:shikha@cdr-india.com)



## APOLLO PIPES LIMITED

Q3 & 9M FY19 Earnings Presentation

February 5, 2019



## Disclaimer

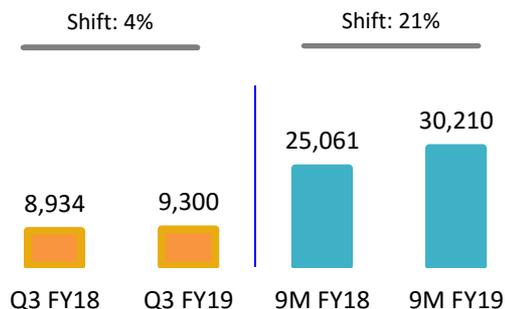
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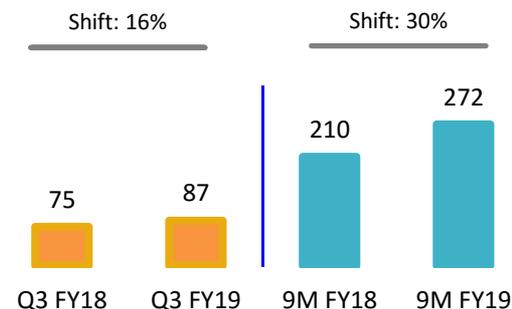


## Q3 & 9M FY19 – Performance Highlights

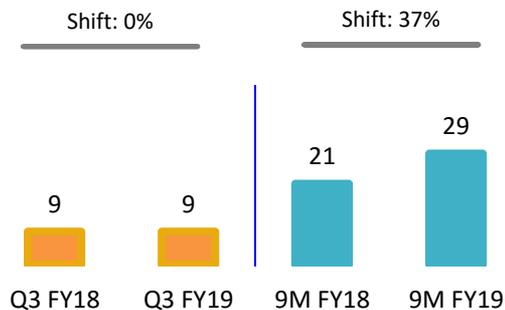
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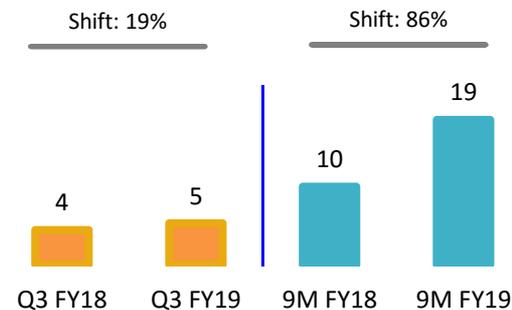
### Total Income From Operations (Net) (Rs. Crore)



### EBITDA (Rs. Crore)



### PAT (Rs. Crore)


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Note: \* - Trading

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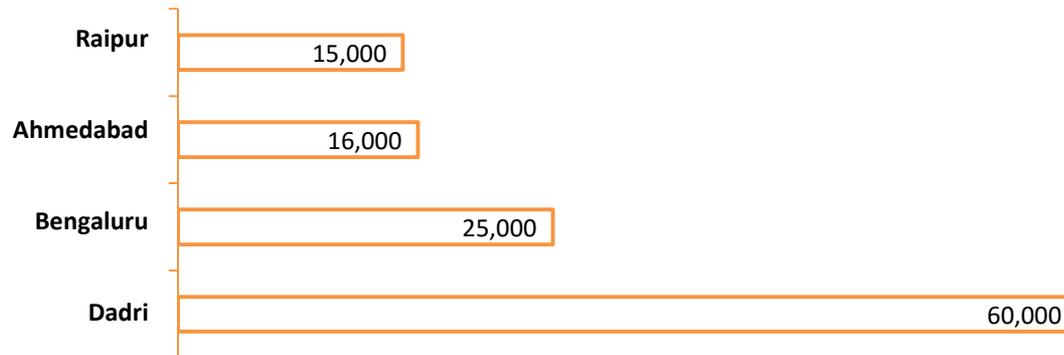
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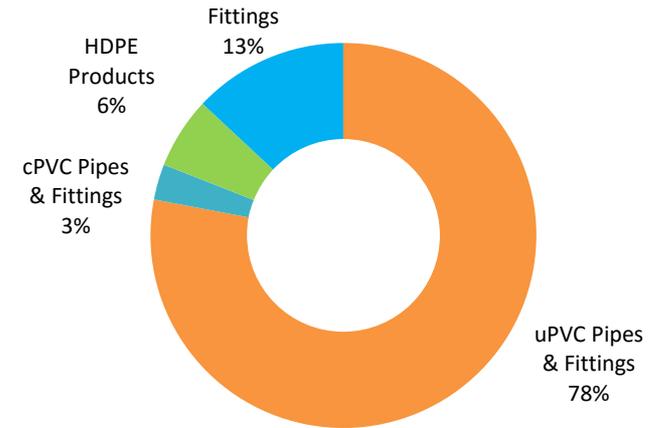


## Key Financial & Operational Parameters

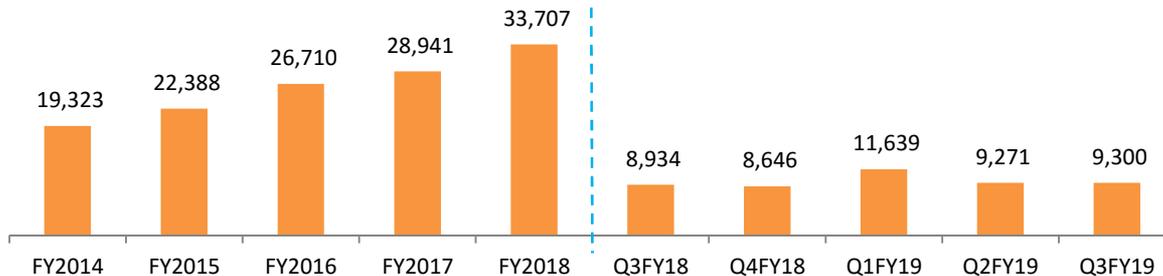
### Product-wise Revenue Break-up

| Particulars (Rs. Crore) | Q3 FY19      | Q3 FY18      | Y-o-Y Shift | 9M FY19       | 9M FY18       | Y-o-Y Shift |
|-------------------------|--------------|--------------|-------------|---------------|---------------|-------------|
| uPVC Pipes              | 59.83        | 59.91        | -0.1%       | 207.24        | 177.16        | 17%         |
| cPVC Pipes              | 3.08         | 2.24         | 38%         | 8.80          | 6.04          | 46%         |
| HDPE Products           | 9.01         | 3.93         | 129%        | 16.97         | 8.13          | 109%        |
| Fittings                | 12.85        | 6.94         | 85%         | 33.78         | 20.75         | 63%         |
| Others                  | 2.27         | 1.71         | 33%         | 5.62          | 6.69          | -16%        |
| <b>Total</b>            | <b>87.04</b> | <b>74.73</b> | <b>16%</b>  | <b>272.41</b> | <b>218.76</b> | <b>25%</b>  |

### Product Revenue (excluding Others segment) Break-up – 9M FY19



### Sales Volume MT



# Abridged P&L Statement

| Particulars (Rs. crore)                   | Q3 FY19      | Q3 FY18      | Y-o-Y Shift     | 9M FY19       | 9M FY18       | Y-o-Y Shift     |
|-------------------------------------------|--------------|--------------|-----------------|---------------|---------------|-----------------|
| <b>Total Income From Operations (Net)</b> | <b>87.04</b> | <b>74.73</b> | <b>16%</b>      | <b>272.41</b> | <b>210.08</b> | <b>30%</b>      |
| <b>Total Expenditure</b>                  | <b>78.51</b> | <b>66.19</b> | <b>19%</b>      | <b>243.81</b> | <b>189.26</b> | <b>29%</b>      |
| Raw Material expenses                     | 63.34        | 52.64        | 20%             | 198.11        | 153.15        | 29%             |
| Employee benefits expense                 | 4.43         | 3.72         | 19%             | 12.81         | 10.11         | 27%             |
| Other expenses                            | 10.74        | 9.83         | 9%              | 32.89         | 26.00         | 27%             |
| <b>EBITDA</b>                             | <b>8.53</b>  | <b>8.54</b>  | <b>0%</b>       | <b>28.60</b>  | <b>20.82</b>  | <b>37%</b>      |
| <b>EBITDA margin (%)</b>                  | <b>9.8%</b>  | <b>11.4%</b> | <b>-163 bps</b> | <b>10.5%</b>  | <b>9.9%</b>   | <b>+59bps</b>   |
| Other Income                              | 3.44         | 0.92         | 272%            | 9.15          | 1.92          | 378%            |
| Finance Costs                             | 1.85         | 0.76         | 144%            | 4.11          | 2.17          | 89%             |
| Depreciation and Amortization             | 2.57         | 1.52         | 69%             | 7.18          | 4.23          | 70%             |
| <b>PBT</b>                                | <b>7.55</b>  | <b>7.19</b>  | <b>5%</b>       | <b>26.46</b>  | <b>16.34</b>  | <b>62%</b>      |
| Tax expense                               | 2.22         | 2.71         | -18%            | 7.82          | 6.31          | 24%             |
| <b>PAT</b>                                | <b>5.33</b>  | <b>4.48</b>  | <b>19%</b>      | <b>18.64</b>  | <b>10.03</b>  | <b>86%</b>      |
| <b>PAT margin (%)</b>                     | <b>6.1%</b>  | <b>6.0%</b>  | <b>+13 bps</b>  | <b>6.8%</b>   | <b>4.8%</b>   | <b>+207 bps</b> |
| <b>Diluted EPS (Rs.)</b>                  | <b>4.45</b>  | <b>4.07</b>  | <b>9%</b>       | <b>15.55</b>  | <b>9.11</b>   | <b>71%</b>      |

## Financial Overview and Discussion (YoY)

**Total Income From Operations (Net) during 9M FY19 stood at Rs. 272 crore, registering a strong increase of 30% Y-o-Y; Q3 FY19 Total Income From Operations (Net) higher by 16% to Rs. 87 crore**

- The Company registered a healthy total sales volume growth of 21% in 9M FY19, while volumes in Q3 FY19 grew by 4%, led by a subdued demand environment in the uPVC segment. However, strong uptick in demand for HDPE products combined with healthy contribution from value-added products segment assisted the overall performance during the quarter
- In sync with the Company's strategy, the revenues from the Fittings segment grew at a significant rate of 63% in 9M FY19, while revenues from HDPE segment was higher by 109%. Volume growth in the fittings segment stood strong at 113% in 9M FY19 led by healthy customer wins and penetration into newer geographies

**EBITDA during 9M FY19 at Rs. 29 crore, higher by 37%; Q3 FY19 EBITDA at Rs. 9 crore**

- Employee cost during 9M FY19 stood higher by 27% YoY to Rs. 13 crore as the Company is expanding presence in newer territories and strengthening its brand reach. As the Company's planned capacities go on-stream by March 2020, it will help positively contribute to the Company's performance, thereby enabling growth in profitability
- Gross profit during 9M FY19 grew by 31% to Rs. 74 crore, with gross margins stable at 27%

## Financial Overview and Discussion (YoY)

**Depreciation costs increased by 70% to Rs. 7 crore in 9M FY19; Depreciation costs at Rs. 3 crore in Q3 FY19**

- Higher depreciation on account of increased commissioning of new capacities, during the period under review
- 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 stood at Rs. 19 crore in 9M FY19, up by 86%. PAT stood at Rs. 5 crore in Q3 FY19**

- PAT margin stood at 6.8% in 9M FY19, higher by 207 bps YoY; PAT margin stood at 6.1% in Q3 FY19, higher by 13 bps YoY

## Management's Message



**Commenting on the Company's performance for Q3 & 9M FY2019, Mr. Sameer Gupta, Managing Director, Apollo Pipes said,**



*"We have delivered steady overall volume growth during the quarter despite macro-challenges, especially in the key uPVC product category. Healthy monsoons in the months of July and August led to a temporary slowdown in the demand environment. Given the Government's focus on improving irrigation, urban infrastructure, sanitation and water management, we expect demand to pick-up in this segment, going forward. Our other product categories of HDPE and cPVC segments, however, saw a strong uptick in volume performance of 106% and 34%, respectively led by robust customer wins. Increased contribution from the value-added segment of Fittings, further assisted growth.*

*On the operational front, we are pleased to share that we recently unveiled a brand new range of premium plastic faucets and taps during the quarter. The products have received an encouraging response from our dealers & distributors, and we are confident of the new product portfolio's potential with the end customers.*

*In sync with our long-term growth strategy, we are also on-track to establish greenfield facilities at Raipur and Bengaluru by the end of FY2020 to cater to the largely untapped eastern and high demand southern markets, respectively. In addition, we are also extending our market reach in existing markets. As we look ahead, we remain confident of improving our business momentum against a backdrop of our strategic initiatives, improving macros and new capacities going on stream."*

# Company Overview





## One of the leading PVC pipe manufacturers

**70,000**

MTPA - Available Capacity

**10+**

Presence in Global marketplaces

**~48**

Hours

Among the fastest turnover time in industry

**1,16,000**

MTPA - Available capacity targeted by FY2020

**1,000+**

Products

**15%**

Volume Growth 5-yr CAGR

**Among the top 10 leading PVC pipe manufacturers in India**

## Growth Map

Figures in Rs. crore

| Particulars                        | FY2014 | FY2015 | FY2016 | FY2017 | FY2018        | CAGR       |
|------------------------------------|--------|--------|--------|--------|---------------|------------|
| <b>Revenues</b>                    | 149    | 179    | 208    | 241    | <b>284</b>    | <b>18%</b> |
| <b>EBITDA</b>                      | 12     | 16     | 24     | 31     | <b>33</b>     | <b>29%</b> |
| <b>PAT</b>                         | 4      | 14*    | 10     | 16     | <b>22</b>     | <b>53%</b> |
| <b>Available Capacity MTPA (~)</b> | 34,000 | 35,000 | 52,000 | 53,000 | <b>60,000</b> | <b>15%</b> |
| <b>Sales Volume (MTPA)</b>         | 19,323 | 22,388 | 26,710 | 28,941 | <b>33,707</b> | <b>15%</b> |

- \*Includes Tax-free LTCG of Rs.9 crore. Business PAT is Rs. 5 crore.



## Key Strengths



**Strong foothold in India**



**Proven expertise in complex projects**



**Multiple and efficient product offerings – 1,000+ products**



**Catering to multiple sectors –**  
*Agriculture, Water Management, Infrastructure*



**Strong and highly experienced Management Team**



**Advanced & efficient equipment & technology**

# Product Portfolio- Diversified Basket of 1,000+ Products



**uPVC PIPING SYSTEM**



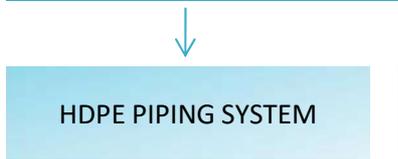
**cPVC PIPING SYSTEM**



**HDPE PRODUCTS**



**PLASTIC TAPS/ FAUCETS/SHOWERS**



- uPVC PIPES
- uPVC RING FIT PIPES
- uPVC COLUMN PIPES
- uPVC RIBBED SCREEN PIPES
- uPVC PLUMBING PIPING SYSTEM
- uPVC AGRI FITTINGS
- SWR PIPES AND FITTINGS

- HDPE PIPING SYSTEM
- PLB DUCTS
- IRRIGATION PIPES
- SPRINKLER PIPES

# THANK YOU



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# Apollo Pipes Limited

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

## 9M FY2019

*Sales volume improves by 21% Y-o-Y to 30,210 MTPA*

*EBITDA increases by 37% Y-o-Y to Rs. 29 crore*

*PAT higher by 86% to Rs. 19 crore*

**New Delhi, February 5, 2019:** Apollo Pipes Limited, among the top 10 leading piping solution providing Company in India, announced its financial results for the quarter and nine months ended December 31, 2018.

## Financial Performance Highlights

### Performance Review for Q3 FY19 vs. Q3 FY18

- Sales Volume improves by 4% to 9,300 tons from 8,934 tons
- Net Revenues increases by 16% to Rs. 87.0 crore compared to Rs. 74.7 crore
- EBITDA stood flat at Rs. 8.5 crore
- Net Profit after Tax increases by 19% to Rs. 5.3 crore compared to Rs. 4.5 crore

### Performance Review for 9M FY19 vs. 9M FY18

- Sales Volume improves by 21% to 30,210 tons from 25,061 tons
- Net Revenues increases by 30% to Rs. 272.4 crore compared to Rs. 210.1 crore
- EBITDA higher by 37% Y-o-Y to Rs. 28.6 crore compared to Rs. 20.8 crore
- Net Profit after Tax increases by 86% to Rs. 18.6 crore compared to Rs. 10.0 crore

## Management's Message

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Commenting on the Company's performance for Q3 & 9M FY2019, Mr. Sameer Gupta, Managing Director, Apollo Pipes said,

*"We have delivered steady overall volume growth during the quarter despite macro-challenges, especially in the key uPVC product category. Healthy monsoons in the months of July and August led to a temporary slowdown in the demand environment. Given the Government's focus on improving irrigation, urban infrastructure, sanitation and water management, we expect demand to pick-up in this segment, going forward. Our other product categories of HDPE and cPVC segments, however, saw a strong uptick in volume performance of 106% and 34%, respectively led by robust customer wins. Increased contribution from the value-added segment of Fittings, further assisted growth.*

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## Key Developments

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- **Establishing a Greenfield facility in Raipur by Q3 FY2020**
  - Greenfield facility in Raipur scheduled to be commissioned by December 2019 with a proposed capacity of 15,000 MTPA
    - The Company is in the final phase of acquiring a suitable land in Raipur and will begin greenfield expansion
  - The plant at Raipur will enable the Company to expand its footprint in the country's central & eastern markets and meet the growing demand in the untapped region
- **Capacity expansion at Bengaluru to roll-out by March 2020**
  - The Company will also be establishing an additional greenfield facility at Bangalore by March 2020 to cater to the Southern markets, with a proposed capacity of 25,000 MT
- **Brownfield capacity expansion at Dadri and Ahmedabad on-track**
  - The Company is undertaking a phase-wise capacity expansion at the existing facilities of Dadri and Ahmedabad over the next few quarters
  - The Company's expansion plan, will enable to meet the growing demand for its products across various sectors, and further reinforces the Company's plan to achieve a target capacity of 116,000 MTPA by end of FY2020
- **Launched a new product portfolio of Plastic Taps, Showers, Faucets & accessories in the domestic market – New products launches driving improved brand visibility**
  - The Company launched a brand new range of premium plastic faucets, taps, showers, and other accessories during the quarter. The design of the product is ergonomically driven and is engineered from high-grade virgin engineering polymer
  - This new product segment has received a positive response from the market
  - Improved product offerings across the value added chain will help drive enhanced business visibility and higher business growth

## 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 a an extensive distribution network.

Equipped with state-of-the-art infrastructure and testing equipments, the Company operates large manufacturing facilities at Dadri, UP and Ahmedabad, Gujarat with a total capacity of 70,000 MTPA. The multiple and efficient product profile includes over 1,000 product varieties of cPVC, uPVC, and HDPE pipes & fittings of the highest quality, ranging from 15mm to 400mm in diameter. 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 120 consignment agents, Stockist and Distributors.

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

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**DISCLAIMER:**

*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.*