



May 2, 2020

The National Stock Exchange of India Limited

Exchange Plaza", 5th Floor, Plot No. C/1, G Block, Bandra-Kurla Complex,Bandra (East), **MUMBAI – 400 051**

NSE Symbol: APOLLOPIPE

Dear Sir/Madam,

Department of Corporate Services/Listing

BSE Limited

Phiroze Jeejeebhoy Towers,

Dalal Street, Fort,

MUMBAI – 400 001

SCRIP Code: 531761

Sub: <u>Intimation under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Result Presentation</u>

In reference to the captioned subject, please find enclosed herewith a copy of "Q4 & FY20 Result Presentation".

This presentation has also been uploaded on the official website of the Company.

You are requested to kindly take the same on records.

Yours Truly

For Apollo Pipes Limited

(Ankit Sharma)

Company Secretary

Encl: a/a



APOLLO PIPES LTD.

Q4 & FY20 Earnings Presentation

May 2, 2020

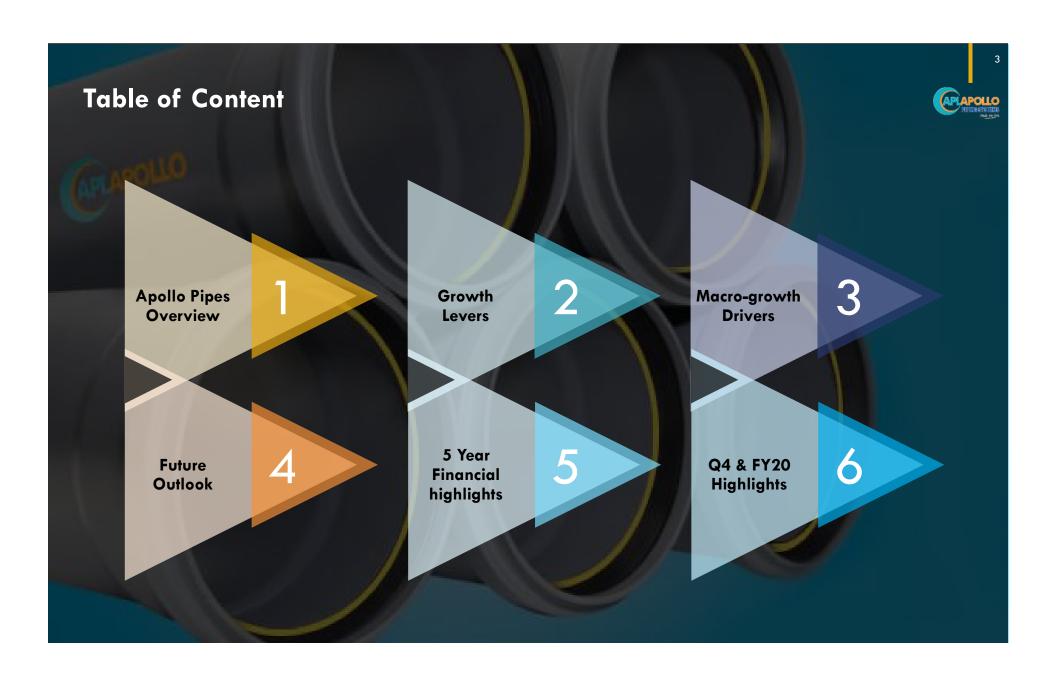


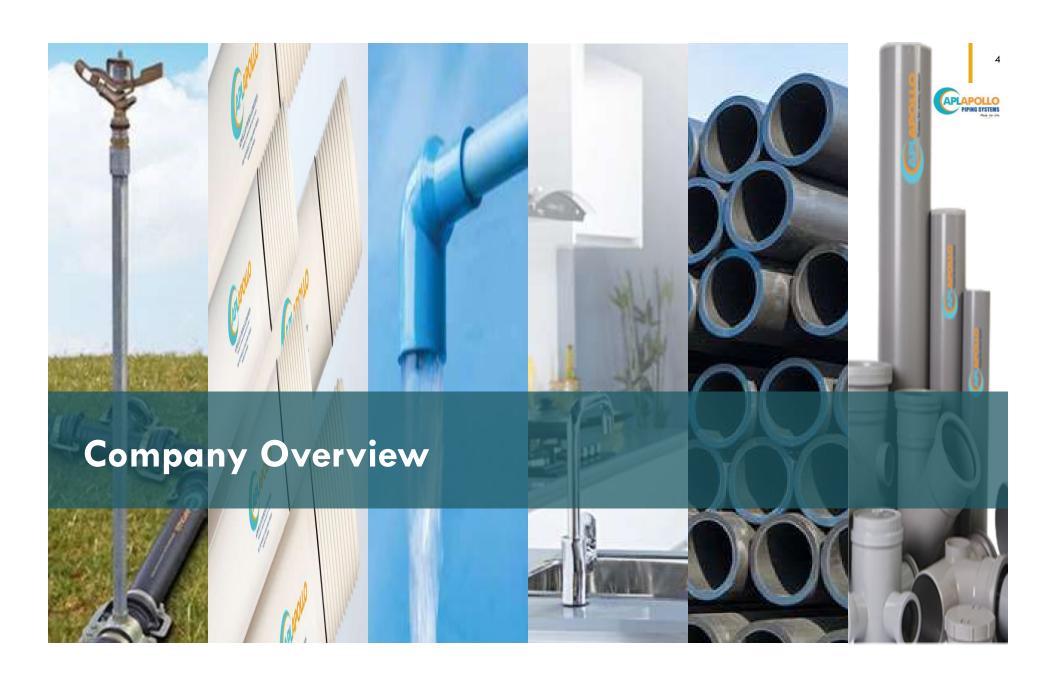
Safe Harbour



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.







Apollo Pipes at a glance





Among the top 10

leading PVC pipe manufacturers in India



22 84,000 MTPA

Capacity* as on 31st March 2020



Manufacturing Plants



Distributors

Dealers/ Retailers



1,000+

Products



5-year Volume **CAGR**



5-year Revenues **CAGR**



5-year PAT **CAGR**

^{*} Includes acquired 12,000 MTPA capacity unit in Bengaluru

Presence across Sectors





Product Portfolio - Diversified Basket of 1,000+ Products





Success Milestones

2005-10



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

2000

HDPE pipes

- Started manufacturing uPVC Plumbing fittings with 180 MTPA capacity
- Commenced manufacturing cPVC Pipes & fittings using Remone, France resin
- Started manufacturing uPVC agri and SWR fittings

2013-15

- Largest plastic piping solution company
- Installed capacity of molding division enhanced to 2,700 MTPA

2017

- Concluded promoter infusion of Rs. 202 crore through issuance of Equity Shares and fully convertible warrants on Preferential basis
- Concluded the strategic acquisition of Kisan Mouldings' manufacturing unit in Bengaluru
- Successful listing of Company's shares on NSE

2019-20



(FY16 - FY20)

14% growth in Sales Volume

24% growth in EBITDA

29% growth in PAT



- Setup new plant at Dadri UP of Capacity – 21000 MTPA
- 1st Company to start manufacturing of patented uPVC column pipes in North India
- First in North India to install 900 kg/hr PVC extension line

2016

- 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

2018

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	Mr. Manoj Sharma	Mr. V.S. Verma	Mr. N.S. Rana	
CFO	Senior General Manager (Sales)	Senior General Manager (Business Development)	General Manager (Production)	
Chartered Accountant	B. Sc, 25 Years into Plastic Pipes Sales &	BE(EEE), 23 Years Experience in field of Project	B.Sc & CIPET, 30 Years into Plastic Pipes Processing	
20 Years in the field of Finance and Accounting	Marketing	Engg., Product Development & Procurement	30 rears find riastic ripes rrocessing	

Strong governance and Management



Board of Directors

Promoter Directors

Mr. Sameer Gupta *Managing Director*

Non Executive Directors

Mr. Sanjay Gupta
Chairman

Mr. Saket Agarwal
Director

Independent Directors

Mr. Pradeep Kumar Jain

Independent Director

Ms. Neeru Abrol

Independent Director

Mr. Abhilash Lal*

Independent Director

Mr. Ramesh Chandra Jindal#

Independent Director

^{*} Joined as on March 22, 2020

Our Environment, Social, Governance and Safety Policy



- Cost Savings and Energy conservation are one of the key focus areas for Apollo Pipes
 - Installed rooftop solar plant at Dadri for optimum utilisation of energy
 - Evaluating opportunities to install rooftop solar plants at Ahmedabad and Bengaluru in the near future
 - Organized various awareness programmes for Shop-floor manpower to ensure optimum utilization of energy across plants
 - Complete in-house set-up for re-use of Polymer Waste ensuring nil environmental pollution
- Social Welfare of the Society
 - Funds and efforts towards Education and Welfare of orphaned and abandoned children and Health Care of the unprivileged
 - Associated with Bharat Lok Shiksha Parishad ("BLSP") and FCS Foundation to include scholarship programe for meritorious students who are socially backward and under-privileged
- Effective safety policy and regular safety audits conducted regularly
 - 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

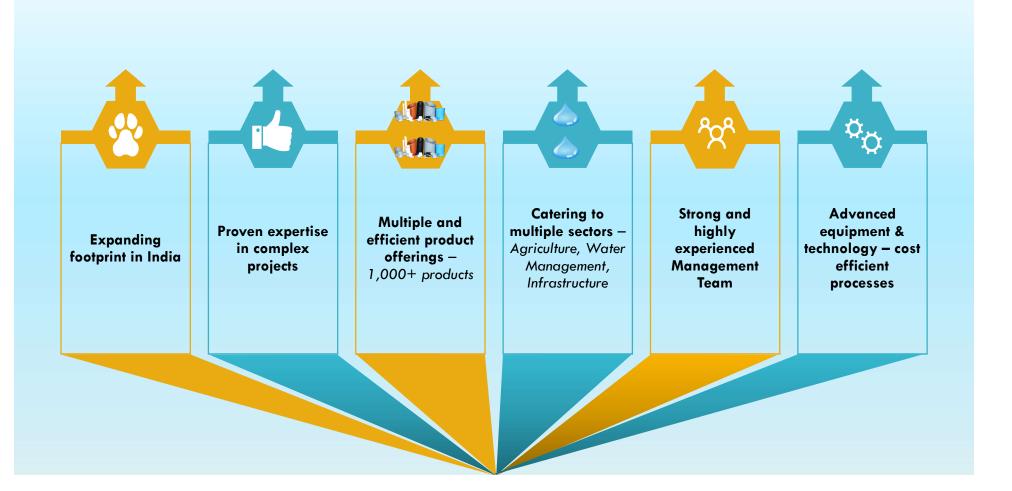


- Highest standards of corporate governance practices
 - Maintains high levels of transparency, accountability in all its interactions with its stakeholders including shareholders, employees, lenders and the government



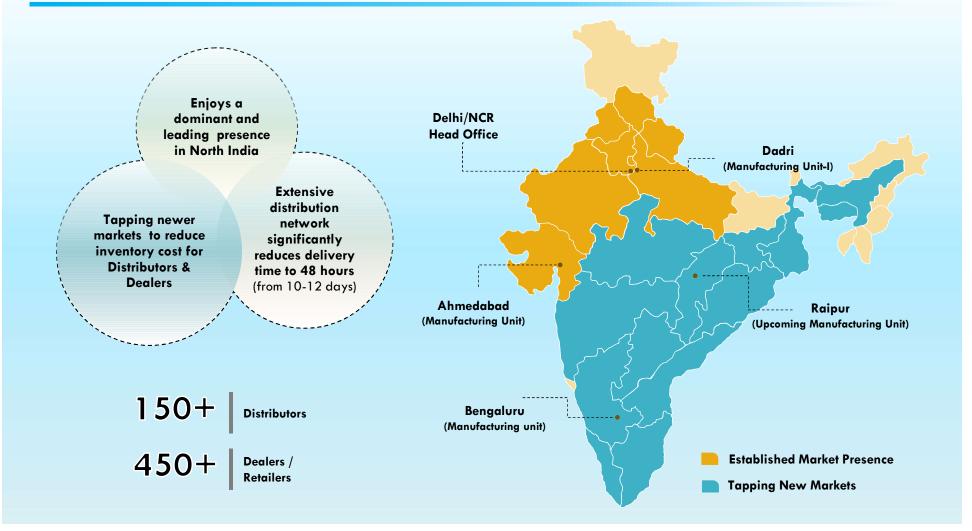
Key Business Strengths





Strengthening distribution network across India to augment presence and improve market penetration





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

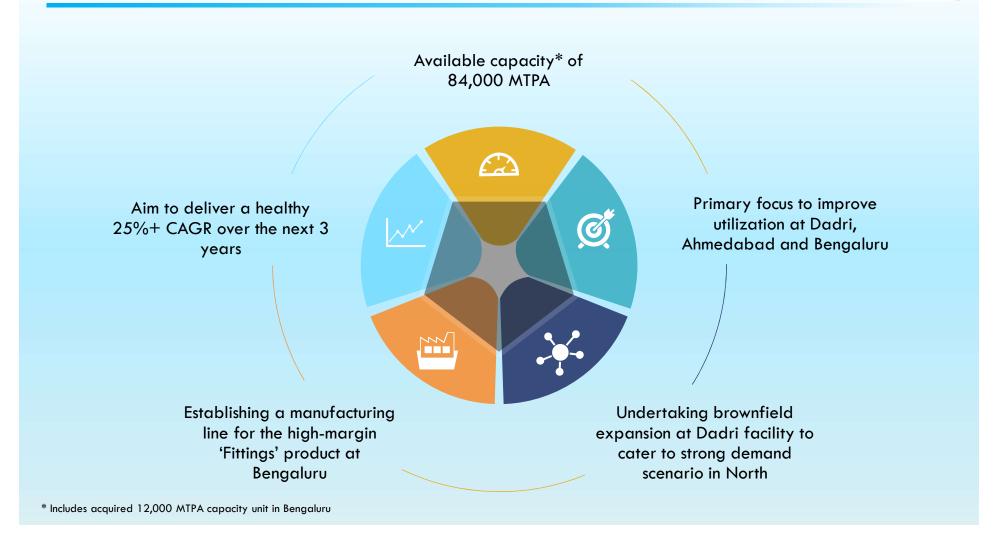


- Range of products manufactured at the technologically-advanced manufacturing facility at Dadri and Ahmedabad
- Emphasis on innovation: One of the first companies to launch "Super Lock System" pipes in the country Awarded 10 year patent for the innovative product
- Launched 'Plastic Faucets, Taps and Showers' in the domestic market to drive higher brand visibility through New Products



Capacity Expansion to aid long-term growth plan — to achieve 90,000 MTPA in FY21





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



The 'APL Apollo' Brand Edge enables better reach and product competitiveness











Branding Activities – Sports sponsorship

Principal Sponsor of Pro Kabbaddi League

IPL TVC – Principal sponsor of Delhi Capitals

Branding sponsor of 'India vs West Indies' cricket series



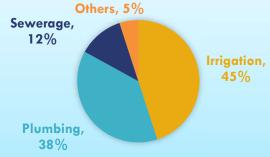
PVC pipe industry



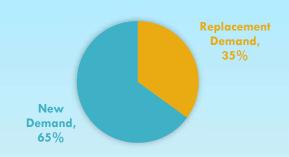
The Indian PVC pipes and fittings market expected to register 15% CAGR during FY18 - FY26

- The domestic plastic pipes industry size at ~Rs. 315B
- Organized players account for ~60% market share
- Key features of plastic pipes against other pipes
 - Lightweight
 - Ease of transportation
 - Longer life span
- Key growth drivers:
 - Government's push for cleanliness and sanitation to boost water management sector
 - Increased Building of affordable houses and growing housing demand
 - Requirement for infrastructure for irrigation and water supplies





DEMAND SPLIT – DOMESTIC INDUSTRY



Source: Company estimates and Industry / Broker reports

At the Forefront of multiple sector trends



Urban Infrastructure & Construction



- Infrastructure push plumbing and distribution requirements
- Water Management, Waste Management, Water Drainage & Sewerage System
- 'Housing for All' scheme and 'Smart Cities' scheme to drive demand
- Gol targeted construction of 20M and 40M houses in urban and rural areas, by 2022
 - One unit in the urban area nearly consumes 200 kg of PVC products
 - Rural house consumes ~75kg

Water Management



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

Agriculture Focus

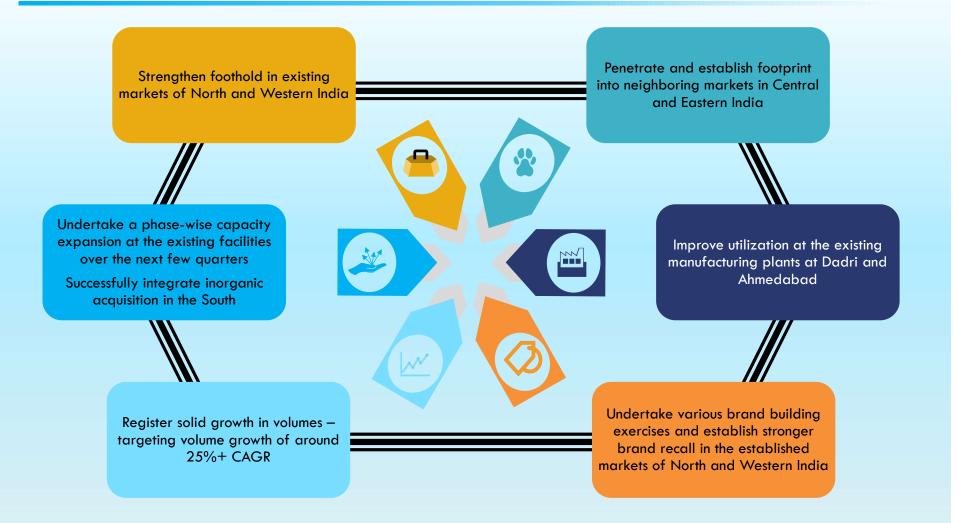


- Improving irrigation schemes for farmers
- Water Table Depletion –
 increase in bore well
 activities leading to higher
 demand of larger diameter
 pipes
- Increase in land under irrigation for food production
- Increasing agriculture focus will have better demand for irrigation and thus demand for PVC pipes



Focus Areas for FY20 & FY21

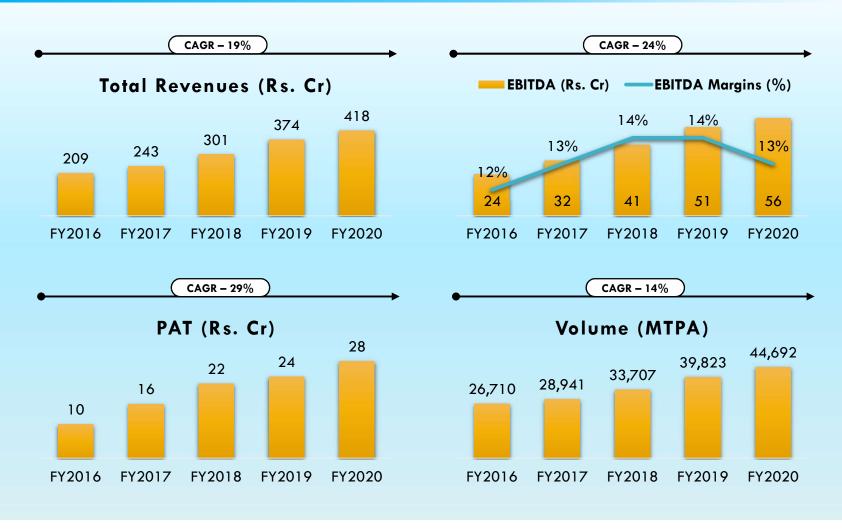






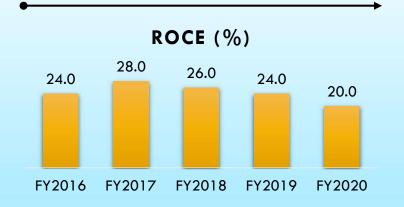
Financial Trend

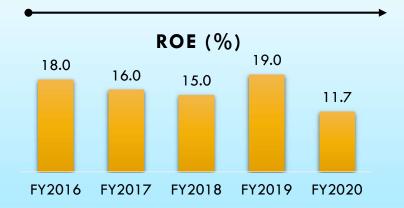


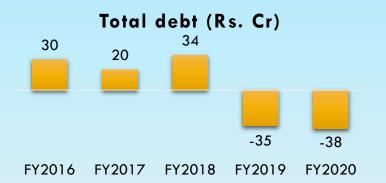


Financial Trend











5-year Financial Track-record



Particulars	FY2016	FY2017	FY2018	FY2019	FY2020
Net Worth (Rs. Cr)	55.0	91.4	113.3	229.8	306.5
Capex for the year (Rs. Cr)	12.2	9.1	1 <i>7</i> .1	48.2	59.3
Inventory (Rs. Cr)	13.7	22.7	44.3	52.3	82.4
Inventory Days	24	34	55	53	74
Debtors (Rs. Cr)	29.5	34.2	38.5	35.8	59.4
Debtor Days	45	45	42	31	45
Creditor (Rs. Cr)	8.8	18.9	39.0	36.1	68.0
Creditor Days	15	29	49	36	61
Net Working Capital (Rs. Cr)	34.4	38.0	43.9	51.9	73.8
Net Working Capital Days	54	50	48	48	58
Dividend Per Share (Rs)	0	0	0	1	0
Dividend Payout Ratio	0%	0%	0%	10%	0%



Q4 FY20 at a glance



22 84,000

! 150+ Distributors

1,000+

Products

Capacity* as on 31st March 2020

450+





10.5 cr



6.2cr



128.0 cr

Volume 1% yoy increase **EBITDA** -1% YoY decrease

PAT 16% yoy increase

Net Cash



58

Net WC days Continuous focus on improving WC cycle



50.4 cr

Operating cash flows



20 (%)

ROCE in FY20

• Includes acquired 12,000 MTPA capacity unit of Kisan Mouldings in Bengaluru

Key Developments



Steady volume growth of 12% YoY in FY20

- Despite a challenging environment, Apollo Pipes reported steady volumes at 9,721
 MTPA in Q4 FY20 as against 9,613 MTPA in Q4FY19
 - Volumes for the quarter, especially in the month of March were impacted due to the plant closures and suspension of logistics activities caused by the COVID-19 outbreak
- In FY20, volumes stood at 44,692 MTPA, delivering a steady growth of 12% YoY
- The Company expects to gradually ramp up manufacturing capacities and enhance plant efficiencies, once the current situation stabilizes
- While the demand outlook over the long-term is expected to remain robust, the Company is still assessing the likely impact on FY21 performance owing to the broad-based disruption in a seasonally important quarter

Key Developments



Expiry of
Warrants
allotted to
Promoters and
Promoter group

- The Company had allotted 2,485,000 fully convertible warrants, in addition to 950,000 equity shares, on preferential basis to Promoters and promoter group in October 2018 at a price of ₹590 per share, which were to be converted into equity within 18 months from the date of allotment
- The promoters during this 18-month period exercised 1,125,000 equity shares. Post conversion of these warrants, the promoter shareholding of the Company increased to 47.11%
- However, given the current macro-environment, the promoters believe it is prudent to not undertake any further investments owing to the following reasons:
 - The Company currently holds a strong cash balance and is more than adequately funded for existing growth plans
 - Given the unprecedented situation, focus now primarily is on improving its utilization levels at the existing and new capacities scheduled to be commissioned in the coming fiscal
 - To avoid further equity dilution without commensurate growth opportunities in the current environment
- Accordingly, the promoter group has decided to not exercise their right to convert the remaining warrants into equity shares and 1,360,000 warrants allotted in their favour now stand lapsed
- Overall, the promoter group remains committed towards the business operations and are confident in its growth outlook

Key Developments



Resumption of manufacturing activities across facilities

- In light of the Covid-19 pandemic and in compliance with government advisories and directives issued in this
 regard, the Company had temporarily suspended manufacturing operations at its facilities across India from
 March 22, 2020 till April 23, 2020. The Company, however, pursuant to requisite approvals from the
 concerned Government Authorities, recently resumed manufacturing operations at its facilities at Dadri,
 Ahmedabad and Tumkur from April 24, 2020 onwards
- While the units are currently operating at low capacity due to social distancing restrictions and labour unavailability, the Company is taking utmost precaution and is deploying highest safety standards as advised by the Government Authorities at its manufacturing and supply chain locations
- The Company will be ramping-up capacity at its manufacturing plants in a phased manner as per the approvals received from the regional District Authorities
- Apollo Pipes is in the process of expanding capacity at its current manufacturing facility at Dadri. Once the situation normalizes, the Company will be integrating and installing additional new plant machineries at its facility in Dadri, which will enable healthy improvement in volume contribution, going forward
- Currently, the Company's offices across India continue to be shut and Work from Home policy continues to be enforced for the employees
- The Company is closely monitoring the situation and will take all necessary measures as directed by the
 Central and State Governments and authorities, from time to time to ensure safety of its employees, business
 partners, communities, and to overall safeguard the interests of all stakeholders to the best possible extent

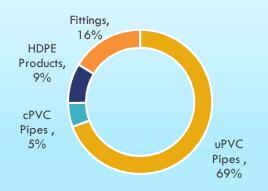
Key Financial & Operational Parameters



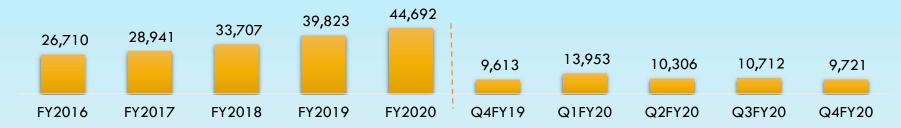
Product-wise Revenue Breakup

Particulars (Rs. crore)	Q4 FY20	Q4 FY19	Y-o-Y Shift	FY20	FY19	Y-o-Y Shift
uPVC Pipes	56.4	61.9	-9%	277.4	269.1	3%
cPVC Pipes	6.6	4.7	40%	21.4	13.5	59%
HDPE Products	12.3	6.1	101%	35.7	23.1	55%
Fittings	1 <i>7</i> .1	14.2	20%	65.3	48.0	36%
Others	1.8	2.6	-32%	8.1	8.2	-1%
Total	94.1	89.4	5%	408.0	361.8	13%

Product Revenue (excluding Others segment) Break-up - FY20



Sales Volume MT



Abridged P&L Statement



Particulars (Rs. crore)	Q4 FY20	Q4 FY19	Y-o-Y Shift	FY20	FY19	Y-o-Y Shift
Total Income From Operations (Net)	94.1	89.4	5%	408.0	361.8	13%
Total Expenditure						
Raw Material expenses	65.7	64.4	2%	288.8	262.5	10%
Employee benefits expense	6.9	5.4	29%	26.4	20.7	27%
Other expenses	11.1	9.1	21%	46.4	39.5	17%
EBITDA	10.5	10.6	-1%	46.4	39.2	18%
EBITDA margin (%)	11.1%	11.8%	-69 BPS	11.4%	10.8%	+ 54 BPS
Other Income	2.6	2.9	-10%	10.1	12.1	-16%
Finance Costs	2.0	1.8	7%	6.1	5.9	2%
Depreciation and Amortization	3.7	2.5	48%	12.7	9.7	31%
PBT & Exceptional Item	7.4	9.2	-19%	37.7	35.6	6 %
Exceptional Items	-	1. <i>7</i>	-100%	-	1. <i>7</i>	-100%
РВТ	7.4	7.5	0%	37.7	33.9	11%
Tax expense	1.3	2.2	-42%	9.2	10.0	-8%
PAT	6.2	5.3	17%	28.5	23.9	19%
PAT margin (%)	6.6%	5.9%	+ 64 BPS	7.0%	6.6%	+ 38 BPS
Diluted EPS (Rs.)	4.28	4.42	-3%	19.71	17.1	15%

Balance Sheet



Particulars (Rs. Crore)	As at 31st March 2020	As at 31st March 2019
I. ASSETS		
Non-current assets		
(a) Property, Plant and Equipment	123.0	94.9
(b) Capital Work in Progress	30.5	11. <i>7</i>
(c) Intangible Assets	21.7	21.9
(d) Right of Use Asset	9.4	0.0
(e) Intangible Assets under development	-	-
(f) Financial assets		
(i) Investments	0.3	0.3
(ii) Other financial assets	2.4	1.8
(g) Deferred tax assets(net)	0.0	-
(h) Other non current assets	0.1	9.5
Total non current assets	187.4	140.1
Current Assets		
(a) Inventories	82.4	52.3
(b) Financial Assets	-	-
(i) Investments	0.1	0.1
(ii) Trade Receivables	59.4	35.8
(iii) Cash and Cash Equivalents	0.0	0.1
(iv) Earmarked Balances with Bank	0.0	0.0
(v) Bank balances other than cash and cash equivalents	128.0	147.4
(vi) Loans	0.2	0.3
(vii) Other Financial Assets	8.1	6.8
(c) Current tax assets(net)	0.0	1.3
(d) Other current assets	16.6	6.6
Total current assets	294.7	250.6
Total Assets	482.1	390.6

Particulars (Rs. Crore)	As at 31st March 2020	As at 31st March 2019	
EQUITY AND LIABILITIES			
Equity			
(a) Equity Share Capital	13.1	12.0	
(b) Other Equity	293.4	217.8	
Total equity	306.5	229.8	
Liabilities			
Non-current liabilities			
(a) Financial Liabilities			
(i)Borrowings	29.5	70.3	
(ii) Lease Liability	0.1	0.0	
(b) Provisions	1.1	0.7	
(c) Deferred Tax Liabilities (Net)	2.5	3.1	
Total non-current liabilities	33.2	74.1	
Current Liabilities			
(a) Financial Liabilities			
(i) Borrowings	48.0	26.4	
(ii) Trade Payables	68.0	36.1	
(iii) Other Financial Liabilities	21.5	21.9	
(b) Provisions	0.3	0.2	
(c) Other Current Liabilities	3.9	2.0	
(d) Current Tax Liability(net)	0.8	-	
Total current liabilities	142.5	86.7	
Total Liabilities	175.6	160.8	
Total equity and liabilities	482.1	390.6	

Financial Overview and Discussion (YoY)



Income From Operations during FY20 stood at Rs. 408.0 crore, higher by 13% Y-o-Y; Income from Operations in Q4 higher by 5% at Rs. 94.1 crore

- The Company has delivered a steady operational and financial performance during Q4 & FY20. Volumes for the quarter, especially in the month of March were significantly affected due to the plant closures and suspension of logistics activities caused by the COVID-19 outbreak
- In FY20, volumes stood at 44,692 MTPA, delivering a steady growth of 12% YoY driven by a healthy contribution from the cPVC, HDPE pipe and value-added product segment of Fittings
- While the demand outlook over the long-term is expected to remain robust, the Company is still assessing the likely impact on FY21 performance owing to the broad-based disruption in a seasonally important quarter such as Q1 FY21

EBITDA during FY20 at Rs. 46.4 crore, higher by 18%; EBITDA during Q4FY20 stood at Rs. 10.5 crore

- EBITDA Margins for FY20 improved by 54 bps to 11.4%
- Improving contribution from the high-margin value added segments during the fiscal resulted in a better gross margin performance

PAT for FY20 stood at Rs. 28.5 crore, higher by 19% and in Q4FY20 it stood at Rs. 6.2 crore, up by 17%

- Depreciation costs increased to Rs. 12.7 crore in FY20 on account of increased commissioning of new capacities during the year
- PAT margin stood at 6.6% in Q4FY20, higher by 64 bps YoY, while in FY20, PAT margins stood steady at 7.0%

Management's Message



Mr. Sameer Gupta, Managing Director



Commenting on the Company's performance for Q4 & FY2020

"We are currently facing an unparalleled disruption due to the COVID-19 pandemic. Interrupted supply chains, halted production and lock-downs across India have significantly impacted our ability to conduct business. Our primary focus during these challenging times was towards undertaking all necessary measures to ensure safety and well-being of our employees, business partners, communities and to safeguard the interests of our customers and distributors to the best possible extent.

In the months of January and February, we witnessed healthy demand across our product categories and reported a steady growth in volumes. However, a country-wide lockdown from mid-March onwards disrupted movement of goods, distribution, production and impacted demand. On the operational front, in line with Government directives, we have recently resumed production at our manufacturing facilities at Dadri, Ahmedabad and Tumkur albeit at a lower utilization level. Our primary focus here is towards maintaining the highest standards of hygiene and social distancing norms for the safety of our employees at our plants. Our teams are also actively in contact with all our distributors in order to ensure streamlined deliveries and supplies.

In the near-term, our focus is towards synchronizing the ramp-up in production capacities and stabilizing supply chains, once the macro-situation normalizes. We have also instituted many cost rationalization initiatives and optimum working capital measures to conserve cash flows and ensure steady profitability during this challenging period. We believe there should be a gradual bounce back in consumer sentiment driven by steady restoration of the economy and normalcy in daily day-to-day activities. As an organization, Apollo Pipes remains solid with a strong cash position. Over the longer term, our growth strategy continues to be towards driving volumes by ramping-up utilization at new and existing facilities, increasing contribution from value-added products, and improving our distribution network to emerge as a PAN-India player."



Key Takeaways



Aiming capacity upgradation to the tune of 90,000 MTPA

Target to achieve 25%+ sales volume growth CAGR over next three years

Value-added product categories to provide impetus to volumes and profitability

Increased market presence and improving distributor network to address demand across pan-India

Leveraging 'APL Apollo' brand reach and recall to drive higher growth in business

About Us



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 a an extensive distribution network.

Equipped with state-of-the-art infrastructure, the Company operates large manufacturing facilities at Dadri – UP, Ahmedabad – Gujarat and Tumkur – Karnataka, with a total capacity of 84,000 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 further information, please contact:

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mit@cdr-india.com



Thank You

