

October 29, 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

Department of Corporate Services/Listing
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street, Fort,
MUMBAI – 400 001

NSE Symbol: APOLLOPIPE

SCRIP Code: 531761

Dear Sir/Madam,

Re: Intimation under Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 - Result Presentation

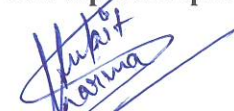
In reference to the captioned subject, please find enclosed herewith a copy of "Q2 & H1 FY21 Earnings Presentation".

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

You are requested to kindly take the same on records.

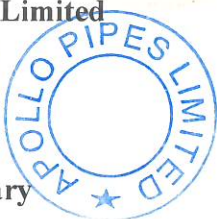
Yours Truly

For Apollo Pipes Limited



(Ankit Sharma)

Company Secretary



Encl: a/a

APOLLO PIPES LIMITED

Regd. Office: 37, Hargobind Enclave, Vikas Marg, Delhi-110092, India
Corporate Office : A-140, Sector-136, Noida-201301 (U.P.), India
Manufacturing Unit : Dadri (U.P.), Ahmedabad (Gujarat), Bangalore (Karnataka), India
Tel: 0120-2973411 | Toll Free No. : 1800-121-3737 | Email: info@apollopipes.com
Website : www.apollopipes.com | CIN : L65999DL1985PLC022723



APOLLO PIPES LTD.

Q2 & H1 FY21 Earnings Presentation

October 29, 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.



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Company Overview

Apollo Pipes at a glance



Among the top 10

leading PVC pipe manufacturers in India



84,000 MTPA

Capacity* as on 30th September 2020



4

Manufacturing Plants



170+

Distributors

500+

Dealers



1,000+

Products



14%

5-year Volume
CAGR



19%

5-year Revenue
CAGR



29%

5-year PAT
CAGR

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

Presence across Sectors

Agriculture Segment

- Casing pipes
- Drip irrigation &
- Sprinkler system



Water Management Segment

- Hot & cold potable water distribution & transportation
- Residential, commercial installations



Oil & Gas Segment

- Conveying edible oils and chemicals & corrosive fluids



Construction Segment

- Bore well pipes
- Sanitation & Sewage pipes
- Plumbing Pipes



Telecom Ducting Segment



**Apollo
Pipes - key
focus area**



Product Portfolio - Diversified Basket of 1,000+ Products

uPVC PIPING SYSTEM



PIPES

uPVC PIPES

uPVC COLUMN PIPES

FITTINGS

uPVC RING FIT PIPES

uPVC RIBBED SCREEN PIPES

uPVC PLUMBING PIPING SYSTEM

uPVC AGRI FITTINGS

DRAINAGE
PIPES AND
FITTINGS

cPVC PIPING SYSTEM



PIPES

SOLVENT CEMENT

FITTINGS



PVC
CEMENT

uPVC
CEMENT

CPVC
CEMENT

HDPE PIPING SYSTEM



OPTICAL FIBRE PIPES

WATER STORAGE
SOLUTIONS

IRRIGATION PIPES

SPRINKLER PIPES



RESIDENTIAL

COMMERCIAL

AGRI

PLASTIC TAPS/ FAUCETS/SHOWERS



FAUCETS

CISTERNS AND SEAT
COVERS

SHOWERS

ALLIED



RESIDENTIAL

VARIETY

DURABLE

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
- 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
- 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



- Started manufacturing HDPE pipes
- 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
- 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

Robust 5-year CAGR

(FY16 – FY20)

14%
growth in Sales Volume

24%
growth in EBITDA

29%
growth in PAT

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

Non- Executive 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

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

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 programme 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



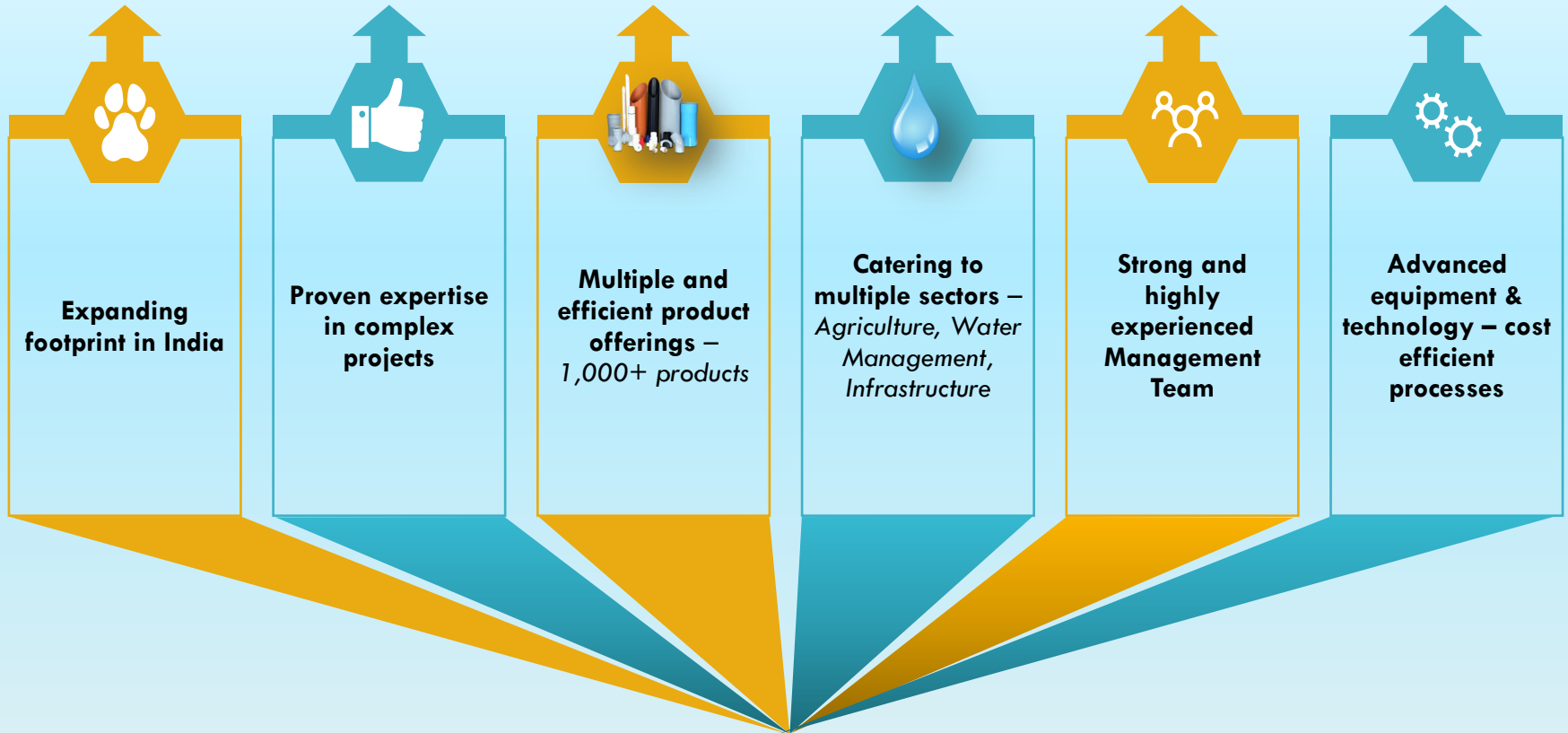
- **Highest standards of corporate governance practices**

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

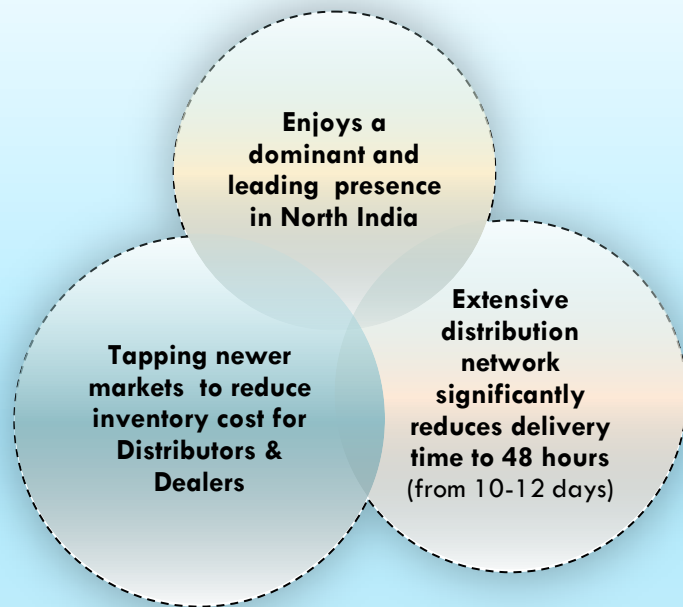


GROWTH LEVERS

Key Business Strengths



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

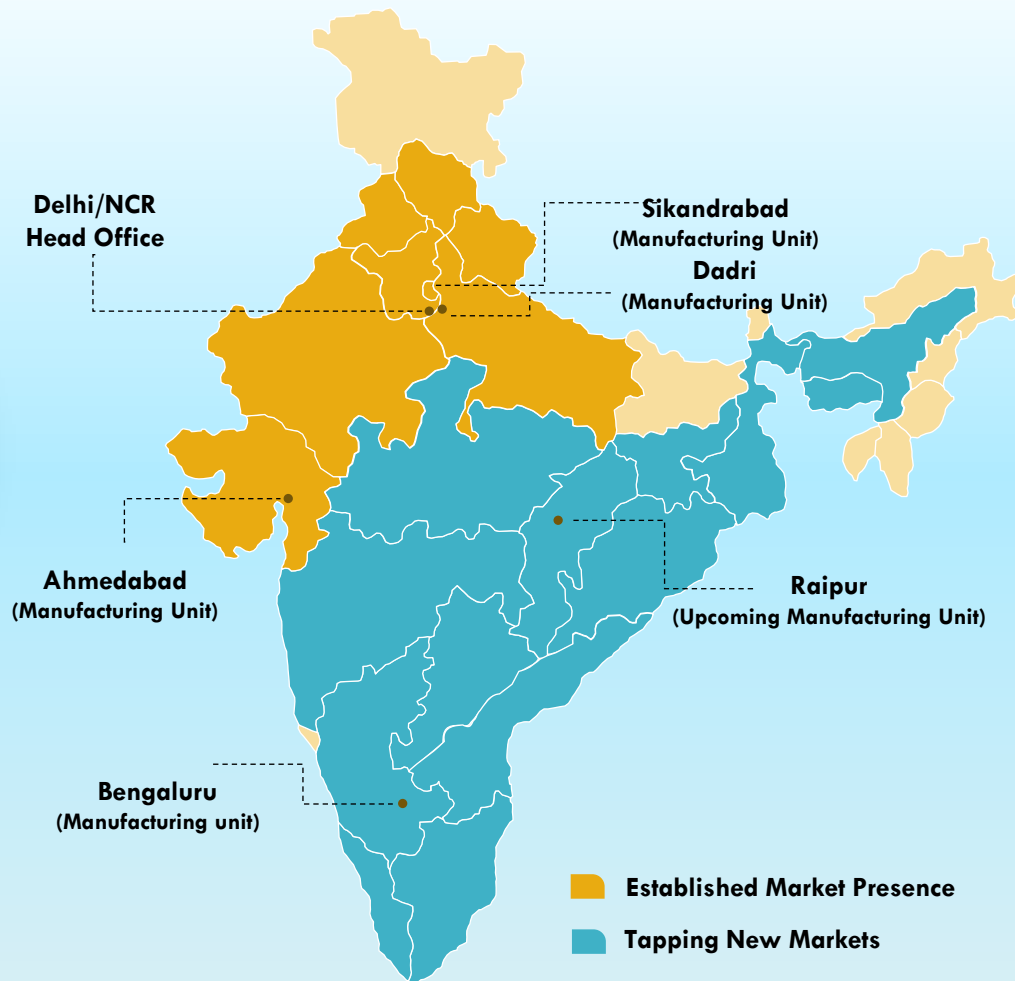


170+

Distributors

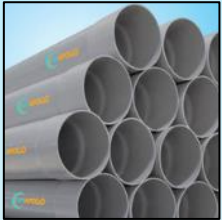
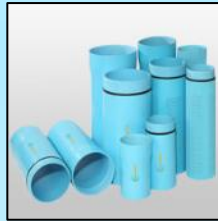
500+

Dealers

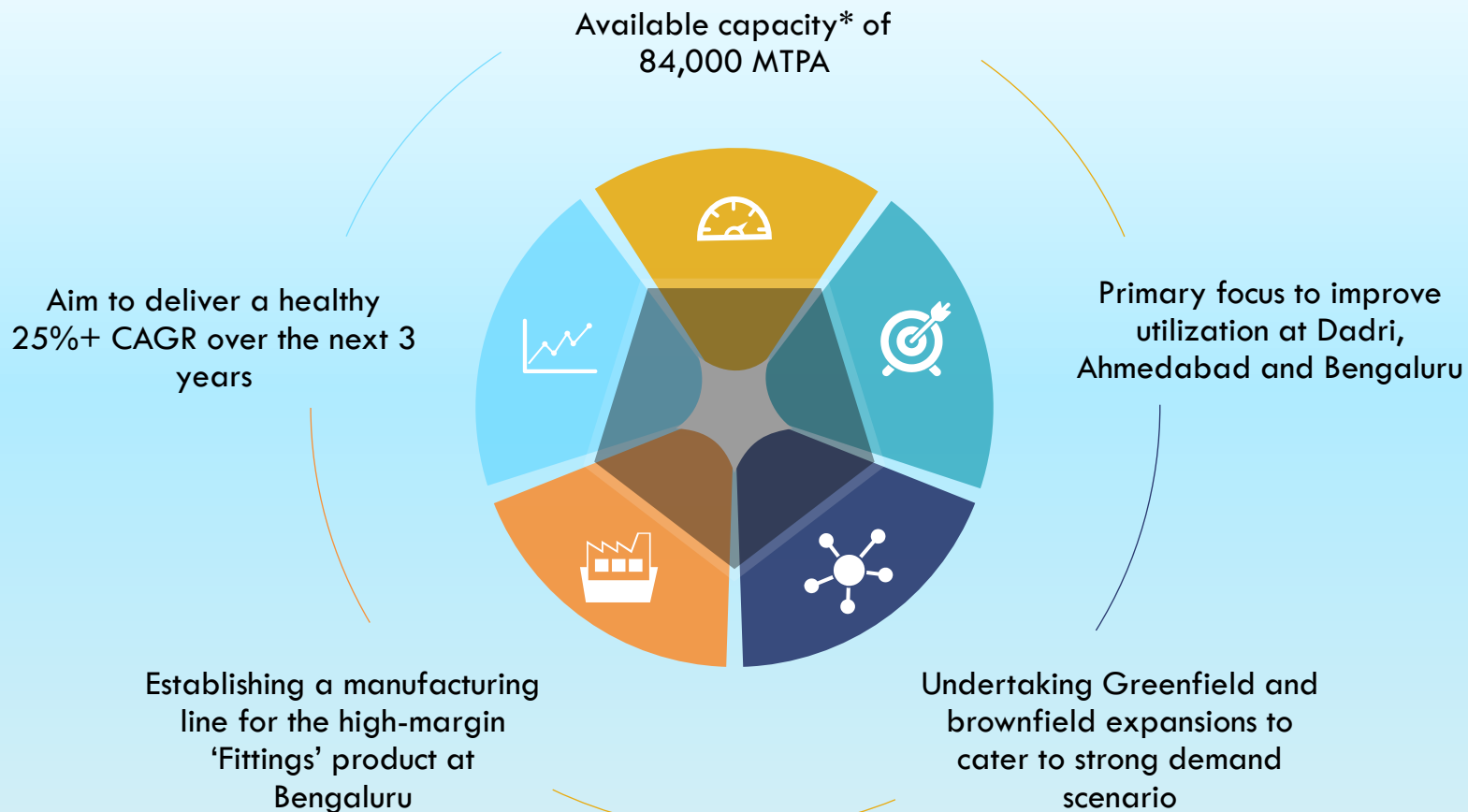


Diversified Product Portfolio with total offerings at 1,000+, aiming to achieve 2,000+ products to the basket

- Range of products manufactured at the technologically-advanced manufacturing facility at Dadri, Ahmedabad, Bengaluru and Sikandrabad
- 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 exceed 100,000 MTPA by March 2021



* As on September 30, 2020 and includes acquired 12,000 MTPA capacity unit of Kisan Mouldings in Bengaluru

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 Kabaddi League

IPL TVC – Principal sponsor of Delhi Capitals

Branding sponsor of 'India vs West Indies' cricket series



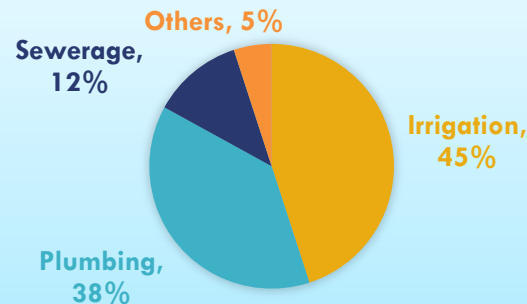
MACRO GROWTH DRIVERS

PVC pipe industry

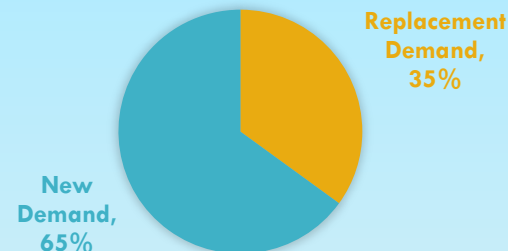
The Indian PVC pipes and fittings market expected to register 15% CAGR during FY18 - FY26

- 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 SEGMENTATION – DOMESTIC INDUSTRY



DEMAND SPLIT – DOMESTIC INDUSTRY



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
- Govt 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

Future Outlook

Focus Areas for FY21



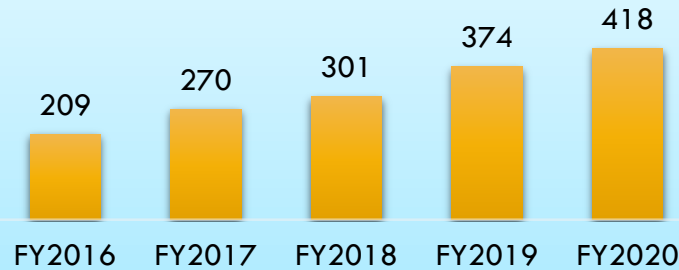


5-Year Financial Highlights

Financial Trend

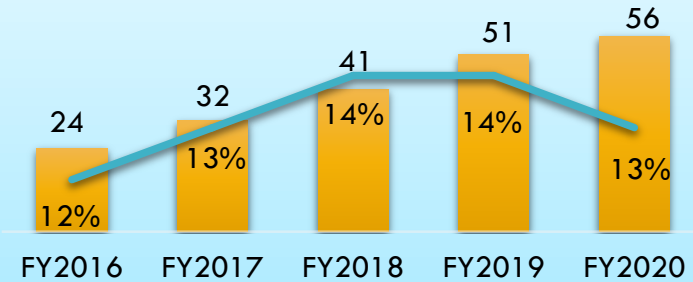
CAGR – 19%

Total Revenues (Rs. Cr)



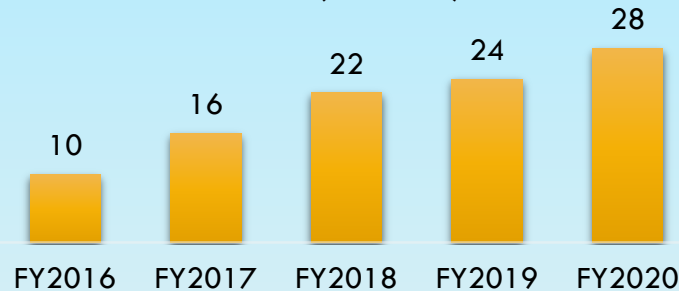
CAGR – 24%

EBITDA (Rs. Cr) — EBITDA Margins (%)



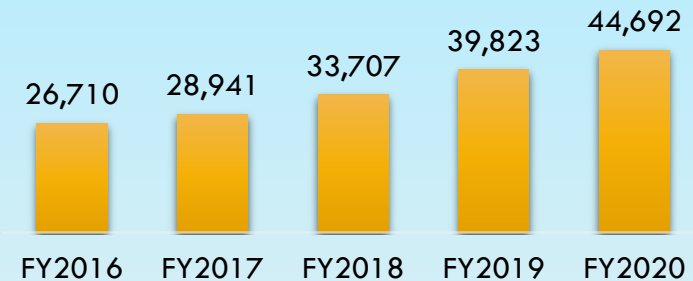
CAGR – 29%

PAT (Rs. Cr)



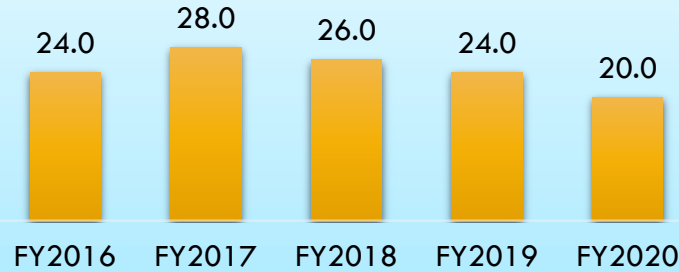
CAGR – 14%

Volume (MTPA)

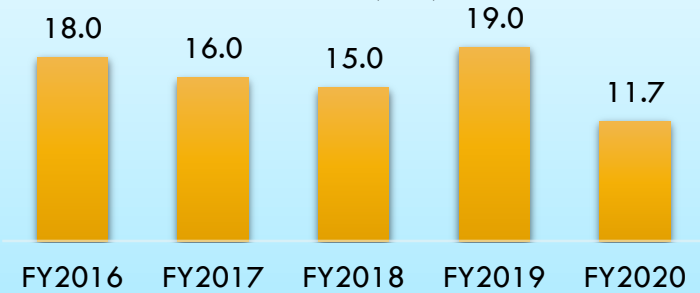


Financial Trend

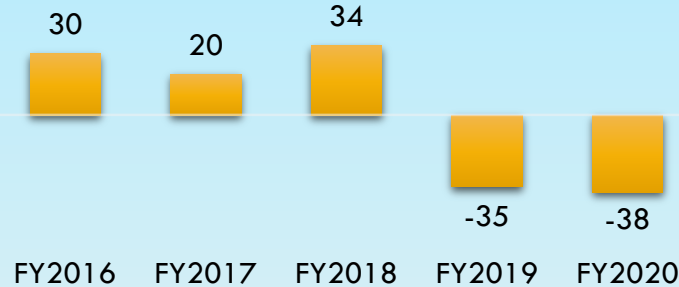
ROCE (%)



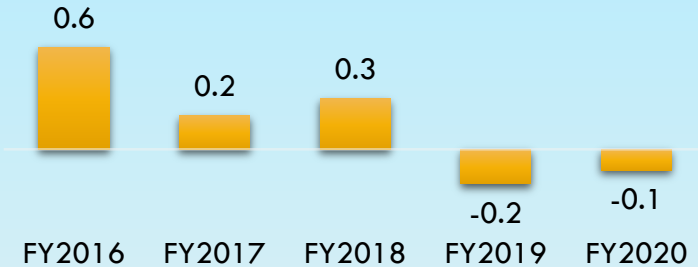
ROE (%)



Total debt (Rs. Cr)



Debt to Equity (x)



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	17.1	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	1	0
Dividend Payout Ratio	0%	0%	0%	10%	0%



Operational & Financial Highlights Q2 & H1 FY21

Q2 FY21 at a glance



84,000

Capacity* as on 30th
September 2020



170+

Distributors



1,000+

Products

500+

Dealers



12,268 MTPA

Volume
19% yoy increase



123.3 cr

Revenue from Operations (INR)
28% YoY Increase



17.5 cr

EBITDA (INR)
43% YoY Increase



9.5 cr

PAT (INR)
64% YoY increase



35

Net WC days improved by
23 days as compared to 58
days in FY20
Continuous focus on
improving WC cycle



73.9 cr

Net Cash (INR)



11.3 cr

Operating cash flows (INR)

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

Key Developments

Company on-track to achieve a production capacity exceeding 100,000 MTPA by March 2021

Greenfield and Brownfield manufacturing expansions of the Company progressing as per schedule

- The Greenfield facility at Raipur is marking steady improvement and the Company remains on track to fully operationalise the plant by March 2021. The facility, with a proposed installed capacity of 7,200 MTPA, is strategically located and will help boost volumes in high-potential domestic markets in Central and East India
- In addition, the Company is undertaking staggered brownfield expansions at its existing facilities of Dadri, Sikandarabad and Tumkur, which are also progressing as per schedule
- On the whole, the Company is aiming towards a healthy capacity upgradation and is on-track to achieve a total production capacity exceeding 100,000 MTPA by March 2021

Key Developments

**Apollo Life –
water storage
tank product
seeing strong
response from
the domestic
market**

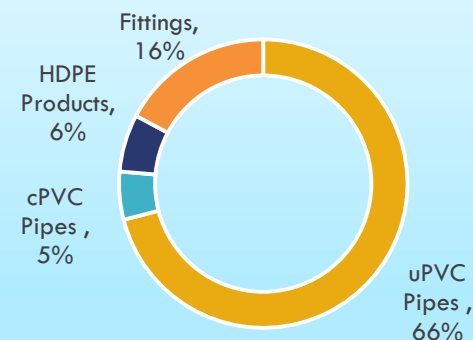
- The Company's newly launched product – water storage tanks has seen strong acceptance in the domestic market and the product contributed to improved sales during the quarter
- In order to address the increased demand for this product, the Company is in the process of doubling the capacity for this product line at its current manufacturing facility at Sikandarabad in November 2020
- 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. This, will enable enhanced business visibility and improved sales performance for Apollo Pipes, going forward

Key Financial & Operational Parameters

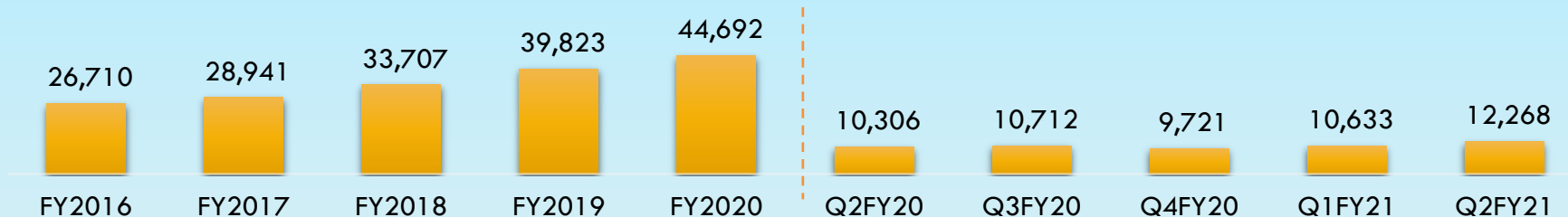
Product-wise Revenue Breakup

Particulars (Rs. crore)	Q2 FY21	Q2 FY20	Y-o-Y Shift	H1 FY21	H1 FY20	Y-o-Y Shift
uPVC Pipes	76.2	66.7	14%	143.4	155.5	-8%
cPVC Pipes	7.4	5.8	27%	10.8	9.5	13%
HDPE Products	9.1	6.0	51%	13.8	13.3	3%
Fittings	24.0	16.2	48%	34.5	31.7	9%
Others	6.7	1.8	282%	13.4	3.8	256%
Total	123.3	96.5	28%	215.8	213.8	1%

Product Revenue (excluding Others segment) Break-up – H1 FY21



Sales Volume MT



Abridged P&L Statement

Particulars (Rs. crore)	Q2 FY21	Q2 FY20	Y-o-Y Shift	H1 FY21	H1 FY20	Y-o-Y Shift
Net Revenue from Operations	123.3	96.5	28%	215.8	213.8	1%
Other Income	1.9	2.5	-21%	4.1	4.8	-16%
Total Income From Operations (Net)	125.2	98.9	27%	219.9	218.6	1%
Total Expenditure	107.8	86.7	24%	194.1	188.9	3%
Raw Material expenses	84.0	68.4	23%	156.6	153.8	2%
Employee benefits expense	7.5	6.5	15%	12.7	12.6	1%
Other expenses	16.3	11.8	38%	24.7	22.5	10%
EBITDA	17.4	12.2	43%	25.8	29.7	-13%
EBITDA margin (%)	13.9%	12.3%	+162 bps	11.7%	13.6%	-187 bps
Finance Costs	0.7	1.2	-40%	2.8	2.4	17%
Depreciation and Amortization	4.0	3.0	32%	7.4	5.6	33%
PBT	12.7	8.0	60%	15.6	21.8	-28%
Tax expense	3.2	2.2	48%	4.1	6.1	-33%
PAT	9.5	5.8	64%	11.5	15.6	-26%
PAT margin (%)	7.6%	5.9%	+175 bps	5.2%	7.1%	-192 bps
EPS Basic (Rs.)	7.25	4.43	64%	8.77	11.92	-26%

Consolidated Balance Sheet

Particulars (Rs. Crore)	As at 30th September 2020	As at 31st March 2020
ASSETS		
Non-current assets		
(a) Tangible Assets	150.4	123.0
(b) Capital Work in Progress	9.5	30.5
(c) Investment Property	-	-
(d) Intangible Assets	21.6	31.1
(e) Intangible Assets under development	9.4	-
Total Non-Current Assets	190.9	184.6
Goodwill on Consolidation		
Financial assets		
(i) Investments	0.3	0.3
(ii) Loans		
(iii) Other financial assets	2.4	2.4
Other non current assets	0.1	0.1
Total Financial Assets	2.8	2.8
Current Assets		
(a) Inventories	46.6	82.4
(b) Financial Assets		
(i) Investments	0.1	0.1
(ii) Trade Receivables	57.4	59.4
(iii) Cash and Cash Equivalents	1.7	0.0
(iv) Bank balances other than cash and cash equivalents	72.2	128.0
(v) Loans	1.2	1.2
(vi) Other Financial Assets	5.6	8.0
(c) Current tax expenses	-	-
(d) Other current assets	49.4	15.6
Total current assets	234.2	294.7
Total Assets	427.9	482.1

Particulars (Rs. Crore)	As at 30th September 2020	As at 31st March 2020
EQUITY AND LIABILITIES		
Equity		
(a) Share Capital	13.1	13.1
(b) Other Equity	304.8	293.4
Total Shareholders Fund	317.9	306.5
Liabilities		
Non-current liabilities		
(a) Financial Liabilities		
(i) Borrowings	23.5	29.5
(ii) Other financial liabilities	0.1	0.1
(b) Provisions	1.4	1.1
(c) Deferred Tax Liabilities (Net)	2.3	2.5
(d) Other Non-Current liabilities	-	0.8
Total non-current liabilities	27.3	33.9
Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	5.0	48.0
(ii) Trade Payables	46.4	68.0
(iii) Other Financial Liabilities	25.2	21.5
(b) Current Tax Liabilities(net)	0.6	-
(c) Other Current Liabilities	5.5	3.9
(d) Provisions	0.1	0.3
Total current liabilities	82.7	141.7
Total equity and liabilities	427.9	482.1

Q2 FY21 - Financial Overview and Discussion (YoY)

Total Income from Operations in Q2FY21 higher by 27% at Rs. 125.2 crore

- The Company delivered an encouraging and healthy operational and financial performance during the quarter led by an uptick in demand and consumption in the domestic markets
- Volumes during the quarter were driven by healthy contribution from the cPVC, HDPE pipe and value-added product segment of Fittings. In addition, improved sales from the new product category of Water storage tanks further aided performance

EBITDA stood at Rs. 17.4 crore, higher by 43% YoY

- Gross margins improved by 284 bps to 31.9%; EBITDA margins for the quarter stood at 13.9%, higher by 162 bps
- Cost-optimization measures along with increasing contribution from the value-added segment of Fittings resulted in healthy margin performance. The Company also saw inventory gains during the quarter, which further resulted in higher margins

PAT stood at Rs. 9.5 crore, up by 64% YoY

Management's Message

Mr. Sameer Gupta,
Managing Director



Commenting on the
Company's performance
for Q2 & H1 FY2021

"We have reported an encouraging performance during the quarter led by a robust uptick in consumption in the domestic markets. During the quarter, our sales volume grew by 19% to 12,268 MTPA, 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 operationalization our Greenfield facility at Raipur is advancing well and we remain on track to commission this facility by March 2021. We are also progressing on our brownfield expansion plans at the plants of Dadri and Bengaluru. In addition, our newly launched product Apollo Life - Water Storage Tank is seeing strong acceptance in the domestic market and accordingly, we are in the process of doubling the capacity for this product at our plant in Sikandarabad. So, on the whole, the planned capacity additions should enable us to deliver improved sales momentum, going forward.

Looking ahead, the upcoming festivities and 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."

Conclusion

Key Takeaways

With planned upgradation, Company to exceed 100,000 MTPA capacity by March 2021

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

Value-added product categories and new launches 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

Balance sheet remains strong with healthy WC cycle and surplus cash on books

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 an extensive distribution network.

Equipped with state-of-the-art infrastructure, the Company operates large manufacturing facilities at Dadri and Sikandrabad—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, Solvent Cement and Water Storage Tanks 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 500 dealers and over 170 distributors.

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Thank You

