



26th April 2019



To, The Manager - Listing Department, The National Stock Exchange of India Ltd Exchange Plaza, 5th floor, Plot no. C/1, "G" Block, Bandra-Kurla Complex, Mumbai-400051 Symbol: APCOTEXIND	To, Manager-Department of Corporate Services BSE Limited Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 Security Code: 523694
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Subject: Investor Presentation – April 2019

Dear Sir/Madam,

Please find enclosed herewith Earnings/Investor Presentation – April 2019. The same is for your reference and records.

Thanking you,

Yours truly,

For Apcotex Industries Limited


Authorised Signatory

Encl: As above.

apcotex industries limited

TALOJA PLANT : Plot No. 3/1, MIDC Industrial Area, Taloja-410 208, Dist-Raigad, Maharashtra, India. Tel:+91-22-27403500 Fax:+91-22-27412052

CORPORATE OFFICE : NKM International House, 178, Backbay Recl., B. M. Chinai Marg, Mumbai-400 020, Maharashtra, India. Tel:+91-22-22838302/04.

CIN NO. L99999MH1986PLC039199 Website:www.apcotex.com



apcotex industries limited

EARNINGS PRESENTATION

Q4-FY19

OVERVIEW

- ▶ Apcotex Industries Ltd (Apcotex) is a leading producer of Synthetic Rubber (Nitrile Rubber, High Styrene Rubber, Nitrile Polyblends and Nitrile Powder) and Synthetic Latex (XSB Latex, VP Latex, Styrene Acrylics and Nitrile Latex) in India.
- ▶ The company has one of the broadest range of Emulsion Polymers available in the market today.
- ▶ The various grades of Synthetic Rubber find application in products such as Automotive Components, Hoses, Gaskets, Rice De-husking Rollers, Printing and Industrial Rollers, Friction Materials, Belting and Footwear.
- ▶ Apcotex is listed on both the BSE and NSE and has an approximate market capitalisation of INR 10,843 Mn as on 31st March, 2019.

BUSINESS MIX

- ▶ SYNTHETIC LATEX
 - ▷ Paper/ Paper Board, Carpet, Construction, Tyre Cord, Speciality.
- ▶ SYNTHETIC RUBBER
 - ▷ Automobile, Footwear, Rice Rolls.

MARQUEE CLIENTS

- ▶ SYNTHETIC LATEX
 - ▷ ITC Ltd, BILT, JK PAPER, Pidilite Industries, MRF, SRF, Century Enka, etc.
- ▶ SYNTHETIC RUBBER
 - ▷ Paragon Footwear, Ajanta Footwear, Relaxo Footwear, Jayshree Polymers, Parker Hannifin, etc.

MANUFACTURING

- ▶ Taloja Facility: Maharashtra
 - ▷ 55,000 MTPA Synthetic Latex
 - ▷ 7,000 MTPA High Styrene Rubber
- ▶ Valia Facility: Gujarat
 - ▷ 16,000 MTPA Nitrile Rubber and Allied Products.

FY19 FINANCIALS (Excluding the recent merger of Saldhar Investment and Trading Company Pvt. Ltd)

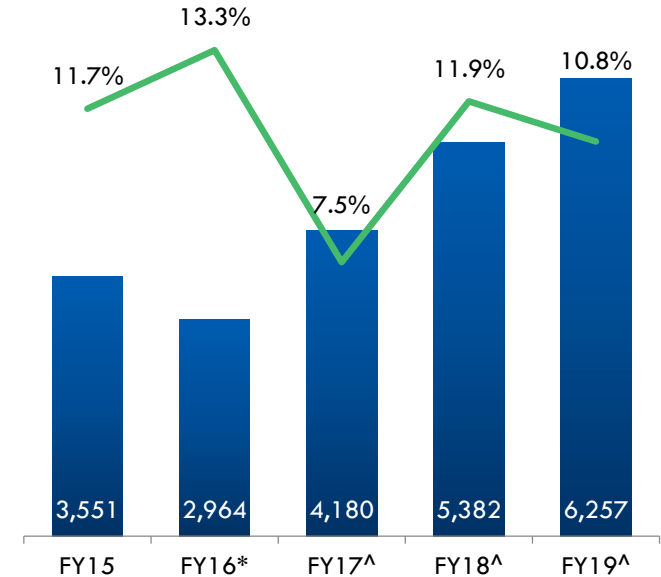
Revenue - **INR 6,257 Mn**

Operating EBITDA - **INR 676 Mn**

PAT- **INR 466 Mn**

- ▶ The company's Taloja plant was established in 1980 as a division of Asian Paints (India) Ltd. In 1991, the division was spun off as a separate company, which was headed by Mr. Atul Choksey, former MD of Asian Paints. The company is currently headed by Abhiraj Choksey who is the Managing Director.
- ▶ Apcotex has a significant global presence and for last few years has done business in all continents and several countries.
- ▶ It is one of the leading producers of Synthetic Rubber and Synthetic Latex in India.
- ▶ Its state-of-the-art manufacturing plants are strategically located on the western coast of India.
- ▶ Over the past several years, the company has developed a strong Research & Development base, which has enabled them to develop, manufacture and export products and compete effectively against global players.
- ▶ Apcotex Industries has a workforce strength of over 450 fulltime employees.

**Revenue (INR Mn) and
Operating EBITDA Margin (%)**



* Consolidated

^ The financial figures are excluding the recent merger of Saldhar Investment and Trading Company Pvt. Ltd

Q4-FY19 Financial Highlights:

- ▶ **Total Revenue:** INR 1,517 Mn
- ▶ **Operating EBITDA:** INR 139 Mn
- ▶ **Operating EBITDA Margin:** 9.16%
- ▶ **Net Profit:** INR153 Mn
- ▶ **PAT Margin:** 10.09%
- ▶ **EPS:** INR 7.37 per share

FY19 Financial Highlights:

- ▶ **Total Revenue:** INR 6,257 Mn
- ▶ **Operating EBITDA:** INR 676 Mn
- ▶ **Operating EBITDA Margin:** 10.80%
- ▶ **Net Profit:** INR 466 Mn
- ▶ **PAT Margin:** 7.45%
- ▶ **EPS:** INR 22.47 per share

Q4-FY19 Operational Highlights:

- ▶ **Positives:** Strong volume growth in Construction and NBR.
- ▶ **Challenges:** (a) Domestic Carpet industry affected due to removal of export incentives (b) Major RM prices on 6 months decline affecting short-term margins (c) NBR Margins also under pressure for some of our products due to slowdown in Automotive industry.
- ▶ **Capex Spend Plan** of around INR 90 Cr (FY18, FY19 and FY20) out of which INR 50 Cr has been spent till March 31st, 2019.

Q4-FY19 Income Statement (As per IndAS)



Particulars (INR Mn)	Q4-FY19	Q4-FY18	Y-o-Y	Q3-FY19	Q-o-Q
Revenue	1,517	1,392	9.0%	1,641	(7.6)%
Total Expenses	1,378	1,162	18.6%	1,472	(6.4)%
Operating EBITDA	139	230	(39.6)%	169	(17.8)%
Operating EBITDA Margin	9.16%	16.52%	(736) Bps	10.30%	(114) Bps
Depreciation	30	29	3.4%	29	3.4%
Finance Cost	3	2	50.0%	6	(50.0)%
Other Income	30	(19)	NA	24	25.0%
PBT	136	180	(24.4)%	158	(13.9)%
Exceptional Items	-	7	NA	-	-
Tax	(17)	53	NA	58	NA
PAT	153	120	27.5%	100	53.0%
PAT Margin	10.09%	8.62%	147 Bps	6.09%	400 Bps
Other Comprehensive Income	(1)	(2)	NA	(1)	NA
Total Comprehensive Income	152	118	28.8%	99	53.5%
Diluted EPS (INR)	7.37	5.82	26.6%	4.81	53.2%

FY19 Income Statement (As per IndAS)



Particulars (INR Mn)	FY19	FY18*	Y-o-Y
Revenue	6,257	5,382	16.3%
Total Expenses	5,581	4,744	17.6%
Operating EBITDA	676	638	6.0%
Operating EBITDA Margin	10.80%	11.85%	(105) Bps
Depreciation	118	121	(2.5)%
Finance Cost	18	16	12.5%
Other Income	77	71	8.4%
PBT	617	572	7.9%
Exceptional Items	-	15	NA
Tax	151	171	(11.7)%
PAT	466	386	20.7%
PAT Margin	7.45%	7.17%	28 Bps
Other Comprehensive Income	(2)	(3)	NA
Total Comprehensive Income	464	383	21.1%
Diluted EPS (INR)	22.47	18.63	20.6%

* Net Of Excise ^ As per IndAS ** The financial figures are excluding the recent merger of Saldhar Investment and Trading Company Pvt. Ltd.

Historical Income Statement



Particulars (INR Mn)	FY15	FY16*	FY17 [^]	FY18 [^]	FY19 [^]
Revenue	3,551	2,964	3,880	5,382	6,257
Total Expenses	3,136	2,570	3,589	4,744	5,581
Operating EBITDA	415	394	291	638	676
Operating EBITDA Margin	11.69%	13.29%	7.50%	11.85%	10.80%
Depreciation	90	94	121	121	118
Finance Cost	32	24	29	16	18
Other Income	56	83	102	71	77
PBT	349	359	243	572	617
Exceptional Items	-	-	-	15	-
Tax	102	(26)	32	171	151
PAT	247	385	211	386	466
PAT Margin	6.96%	12.99%	5.44%	7.17%	7.45%
Other Comprehensive Income	-	-	(1)	(3)	(2)
Total Comprehensive Income	247	385	210	383	464
EPS (INR)	11.90	18.58	10.2	18.63	22.47

* Consolidated

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Balance Sheet



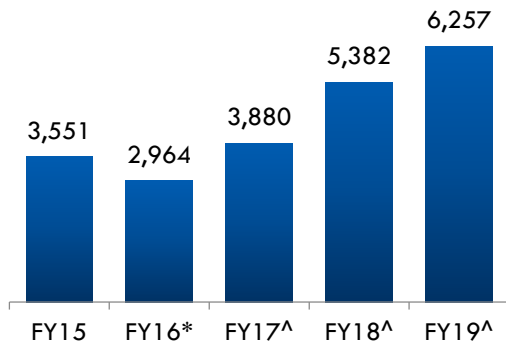
Particulars (INR Mn)	Mar 17	Mar 18	Mar 19
Shareholders Fund	2,229	2,464	2,778
Equity Share Capital	104	104	104
Other Equity	2,125	2,360	2,674
Total Non Current Liabilities	67	70	86
Deferred Tax liabilities	9	18	14
Other Long Term Liabilities	9	-	10
Long Term Provision	18	22	28
Other Financial Liabilities	31	30	34
Total Current Liabilities	675	906	906
Short Term Borrowings	222	174	30
Trade Payables	222	642	766
Other Current Liabilities	111	87	106
Short term provision	3	3	4
Current Tax Liabilities (Net)	117	-	-
TOTAL EQUITY & LIABILITIES	2,971	3,440	3,770

Particulars (INR Mn)	Mar 17	Mar 18	Mar 19
Total Non Current Assets	1,576	1,535	1,624
Fixed Assets	878	782	750
Capital Work in progress	60	91	212
Investment in properties	1	1	-
Non Current Investments	398	499	428
Intangible Assets		4	14
Current Tax Assets (Net)	-	65	38
Long term loans & advances	-	-	-
Other Non Current assets	239	93	182
Total Current Assets	1,395	1,905	2,146
Investments	-	255	261
Inventories	445	493	482
Trade Receivables	781	982	1,112
Cash & Cash Equivalents	56	55	57
Other Bank Balances	10	18	44
Short Term loans & Advances	-	3	2
Other Financial Assets	64	42	40
Other current asset	39	57	148
TOTAL ASSETS	2,971	3,440	3,770

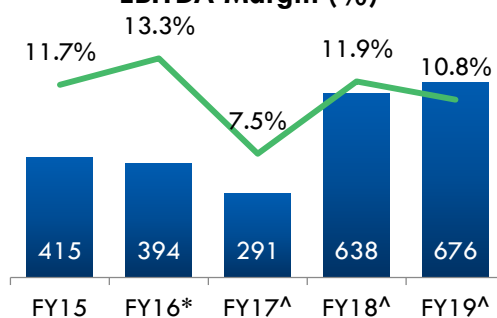
Historical Performance Indicators



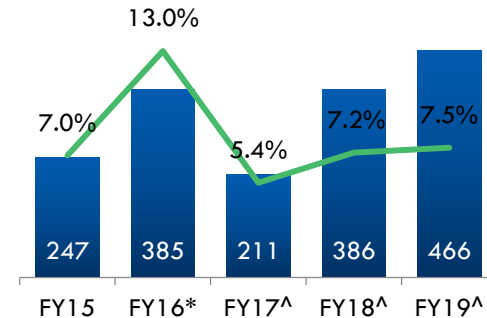
Revenue (In Mn)



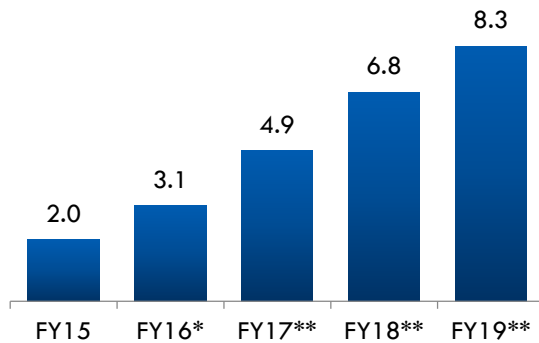
Operating EBITDA (INR Mn) and EBITDA Margin (%)



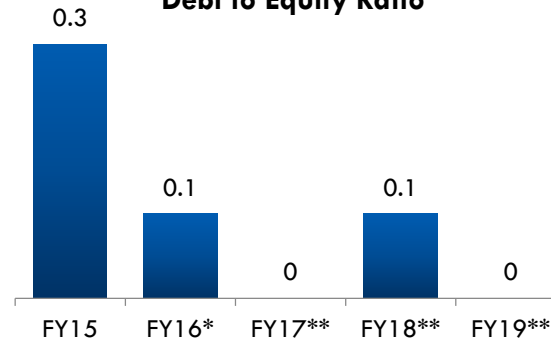
PAT (INR Mn) and PAT Margin (%)



Asset Turn Over Ratio



Debt to Equity Ratio



*Consolidated ^ As per IndAS and the figures are excluding the recent merger of Saldhar Investment and Trading Company Pvt. Ltd.

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The background features three overlapping, curved shapes. On the left, a dark blue shape curves upwards. In the center, a white shape curves downwards. At the bottom, a green shape curves upwards. The text 'Thank You' is positioned in the white area on the right side.

Thank You