

May 08, 2023

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

SCRIP Code: 531761

NSE Symbol: APOLLOPIPE

Dear Sir/Madam,

Sub: Earnings presentation and Press Release on Audited Financial Results for the quarter and financial year ended March 31, 2023

Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations") read with Schedule III to the Listing Regulations

In terms of Regulation 30 of the Listing Regulations read with Schedule III to the Listing regulations, please find attached *Annexure A* and *Annexure B* for Earnings Presentation and Press Release respectively made by Apollo Pipes Limited ('Company') on Audited Financial Results of the Company for the quarter and financial year ended March 31, 2023.

This disclosure along with the enclosures shall be made available on the website of the Company viz. www.apollopipes.com.

The Board meeting was commenced at 01:30 P.M. and concluded at 03:25 P.M.

Kindly take the same on your records.

Yours Truly

For Apollo Pipes Limited

(Ankit Sharma)
Company Secretary & Compliance Officer

Encl: A/a

APOLLO PIPES LIMITED

Regd. Office : 37, Hargobind Enclave, Vikas Marg, Delhi-110092, India

Corporate Office : A-140, Sector 136, Noida (U.P.) - 201301

Manufacturing Unit : Dadri (U.P.), Sikandrabad (U.P.), Ahmedabad (Gujarat), Tumkur (Karnataka), Raipur (Chhattisgarh) India

Toll Free No.: 1800-121-3737

info@apollopipes.com | www.apollopipes.com | CIN : L65999DL1985PLC022723

APOLLO PIPES LTD.

Q4 & FY23 EARNINGS PRESENTATION

MAY'2023

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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**Q4FY23
Highlights**

COMPANY OVERVIEW

Apollo Pipes at a Glance



Among the Top 10
leading PVC pipe
manufactures in India



136,000 MTPA
Capacity



5
Manufacturing Plants



700+
Channel Partners



1600+
SKU's



15%
5-year Sales Volume
CAGR



26%
5-year Revenue
CAGR



16%
5-year EBITDA
CAGR

Q4FY23 AT A GLANCE



18,685 MT

Sales Volume

14% YoY increase

4% QoQ increase



Rs. 251.9 Cr.

Revenue

2% YoY increase

6% QoQ increase



Rs. 29.4 Cr.

EBITDA

4% YoY increase

83% QoQ increase



11.7%

EBITDA Margin

21bps YoY increase

489bps QoQ increase



Rs. 15 Cr

PAT

4% YoY decrease

209% QoQ increase



Rs.22.6

Cash Profit

1% YoY decrease

84% QoQ increase



8.7%

FY23 ROCE

FY22 was 16.5%



5.5%

FY23 ROE

FY22 was 13.2%

FY23 AT A GLANCE



66,567 MT

Sales Volume
24% YoY increase



Rs. 914.5 Cr.

Revenue
17% YoY increase



Rs. 68 Cr.

EBITDA
27% YoY decline



7.44%

EBITDA Margin
447bps YoY decline



Rs. 23.9 Cr

PAT
52% YoY decline



Rs. 52.3Cr.

Cash Profit
31% YoY decline



Rs 8.9 Cr

Net Debt
FY22 was Rs 3.3
Net Cash



56 Days

Net WC Days
FY22 was 68 days

Apollo Pipes at a Glance



Agriculture Segment

- Casing pipes
- Drip irrigation & Sprinkler system
- Bore well pipes



Water Management Segment

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



Construction Segment

- Sanitation & Sewage pipes
- Plumbing Pipes



Oil & Gas Segment

- Conveying edible oils and chemicals & corrosive fluids



Telecom Ducting

APOLLO PIPES - KEY FOCUS AREA



Product Portfolio

Diversified Basket of 1,600+ Products

uPVC Piping System



uPVC Pipes & Fittings | uPVC Column Pipes | SWR Drainage Pipes | uPVC Pressure Pipes
Well Casing Pipes | Underground Drainage Pipes

HDPE PIPING SYSTEM



HDPE Pipes & Sprinkler System

BATH FITTINGS



Faucets | Hand And Head Showers | Health Faucets | Cistern |
Seat Covers | Allied Products | Bathroom Accessories

PPR-C PLUMBING SYSTEM



PPR-C Pipes & Fittings

CPVC PIPING SYSTEM



CPVC Pipes & Fittings

SOLVENT CEMENT



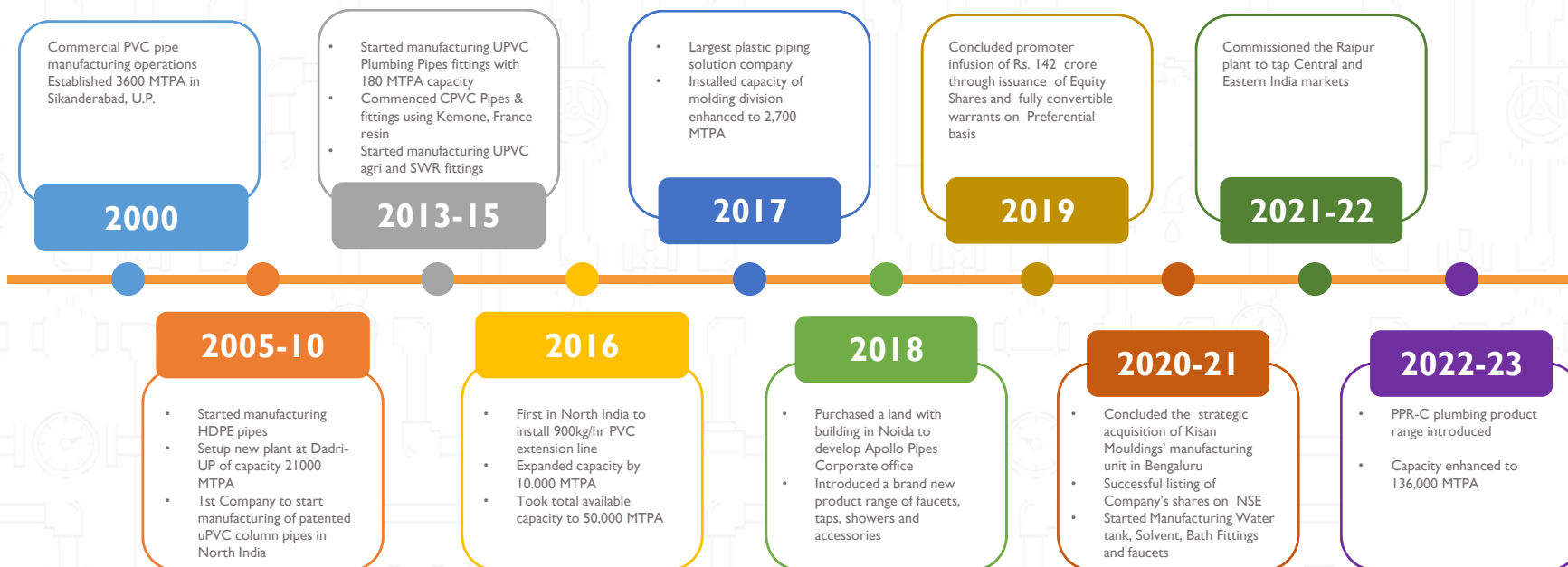
Solvent Cement

WATER TANKS



Water Tanks

Product Portfolio



Robust 5-year CAGR

(FY18 – FY23)

15%

Growth in Sales Volume

26%

Growth in Revenue

16%

Growth in EBITDA



Tiger Shroff Appointed as Brand Ambassador

Social Media campaign launched in Q3FY22 continue to garner good response

Water Tank
(On Apollo Platform)

8.9 Million Views
4.2 Million Views
9.2 Million Views

Pipes
(On Apollo Platform)

13.4 Million Views
3.4 Million Views
8.7 million Views

On Tiger Shroff's :
Water Tank: 3 Million Views
Pipes: 1 Million Views

TV Commercial launched on May 2, 2022

Regional language ads launched in June which also garnered good response

Watch the commercials [Link](#) | [Link 2](#)



Raveena Tandon Appointed as Brand Ambassador

Social Media campaign launched in Q3FY22 continue to garner good response

Bath Fitting
(On Raveena's Platform)



6.8 Million Followers

8.5 Million Followers

Digital Campaign, Packaging promotions etc.



#Amazing Everyday

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 ("BLSPP") 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

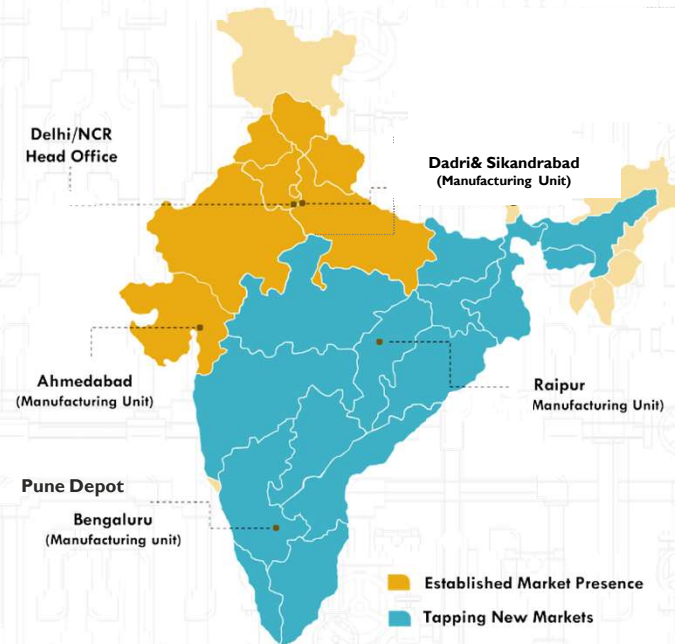
Key Business Strength



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



200+ Distributors 500+ Dealers

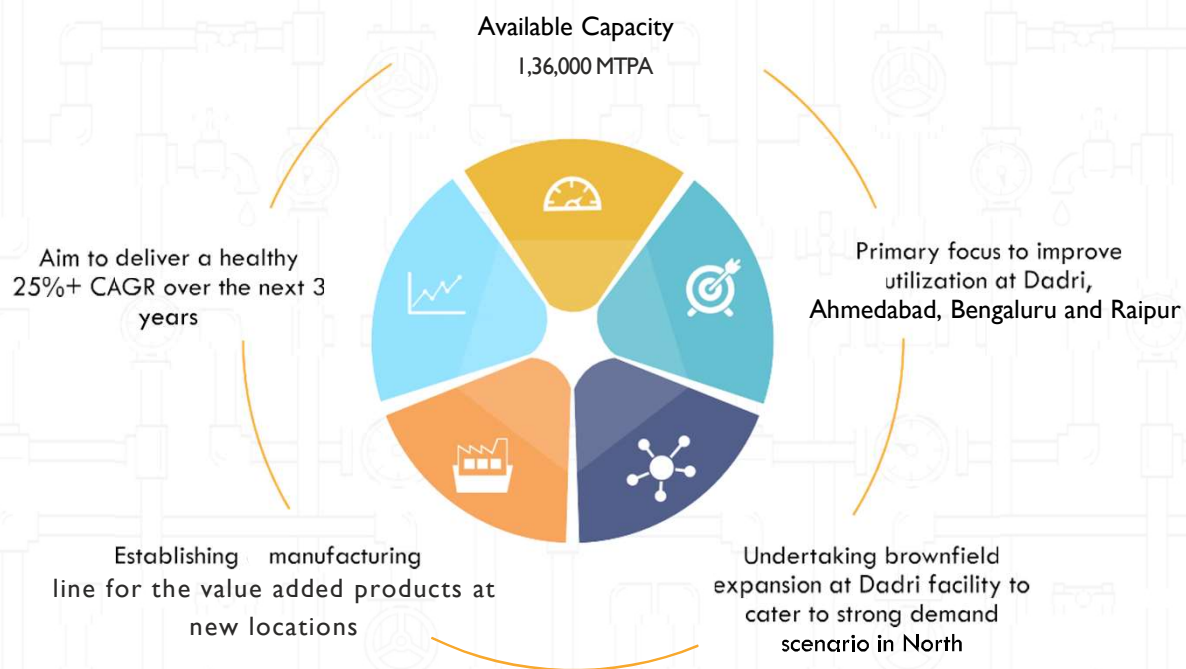


Diversified Product Portfolio with total offerings at 1,600+, Aiming to achieve 2,500+ products to the basket

- Range of products manufactured at the technologically-advanced manufacturing facility at Dadri & Sikandrabad at U.P., Ahmedabad at Gujarat, Tumkur (Bangalore) at Karnataka and Raipur at Chattisgarh.
- Successfully added Water Storage Tanks to our product Portfolio
- 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





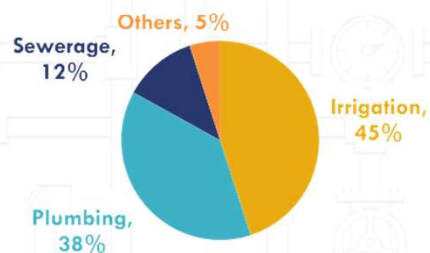
MACRO GROWTH DRIVERS

PVC Pipe Industry

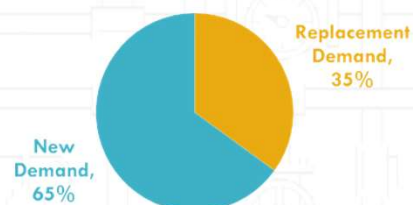
The Indian PVC pipes and fittings market expected to register 15% CAGR during FY22 - FY26

- The domestic plastic pipes industry size at ~ ₹ 350Bn
- Organized players account for ~70% 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

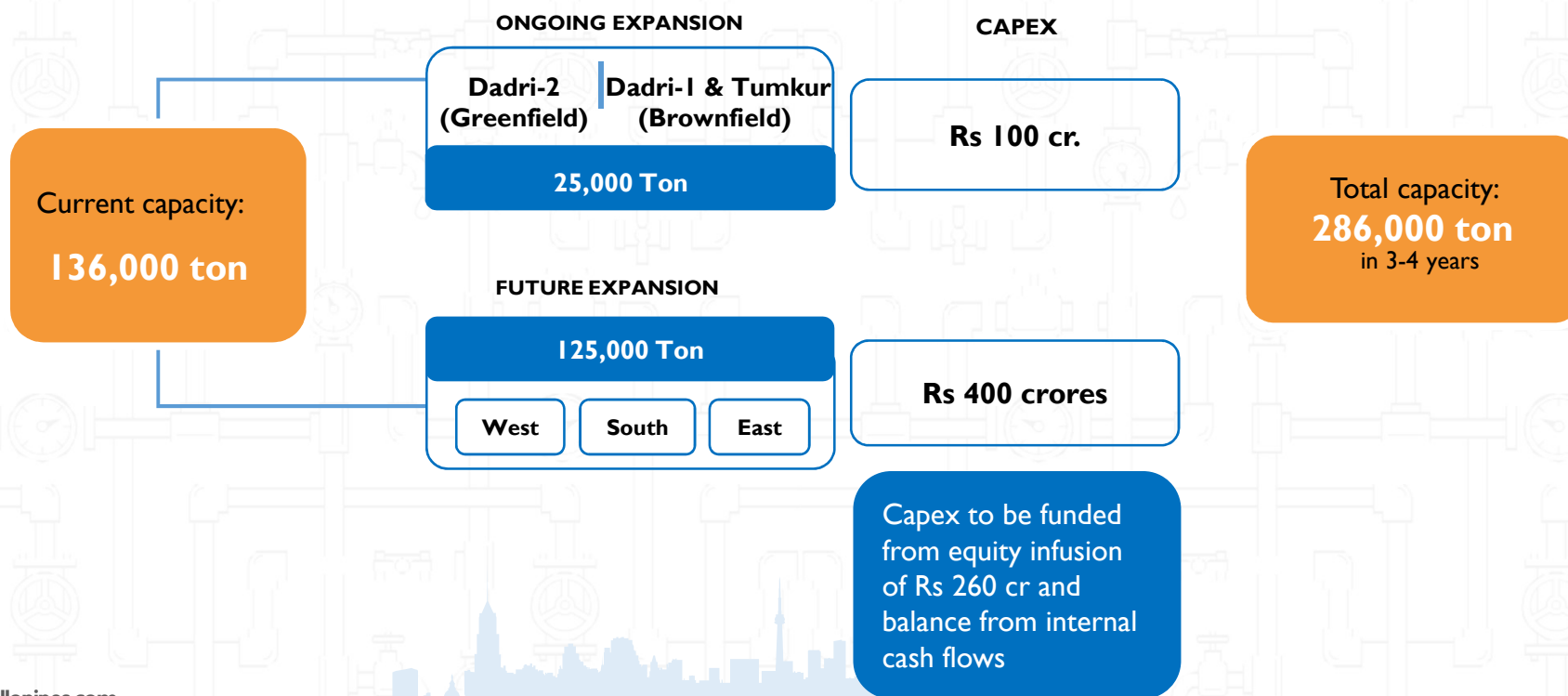


- Improving irrigation schemes for farmers
- Water Table Depletion – increase in bore well activities leading to higher demand of larger diameter pipes
- Increase in land under irrigation for food production
- Increasing agriculture focus will have better demand for irrigation and thus demand for PVC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



FUTURE OUTLOOK

Capacity expansion plan



Focus Areas for FY24



Strengthen
foothold in Pan
India



Undertake a
phase-wise
capacity expansion
at the existing
facilities over the
next few quarters



Register solid
growth in sales –
targeting revenue
growth of around
25%+



Penetrate and
establish
footprint into
neighboring
markets in
Central,
Western and
Eastern India



Improve
utilization at the
existing
manufacturing
plants at all
facilities



Undertake
various brand
building
exercises and
establish
stronger brand
recall in the
established
markets of Pan
India



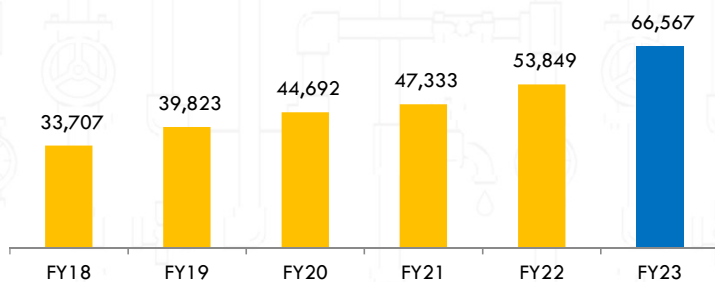
OPERATIONAL & FINANCIAL HIGHLIGHTS

Financial Trend

FY23

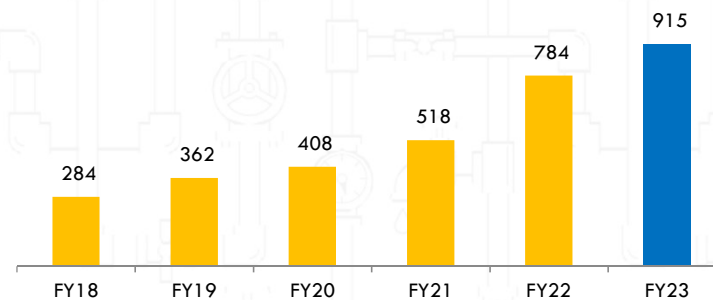
(5 Yr. CAGR 15%)

Sales Volume (Tons)



(5 Yr. CAGR 26%)

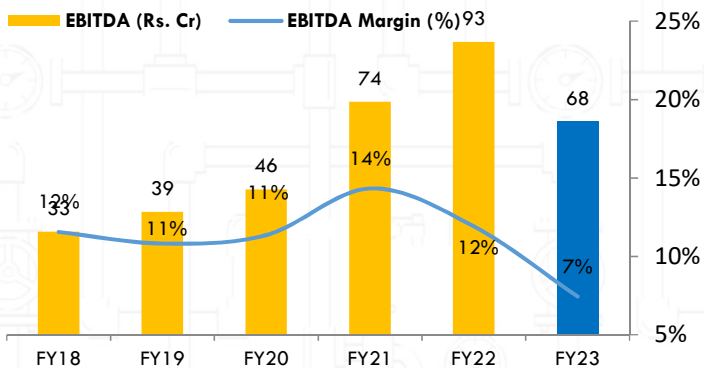
Revenue (Rs. Cr)



(5 Yr. CAGR 16%)

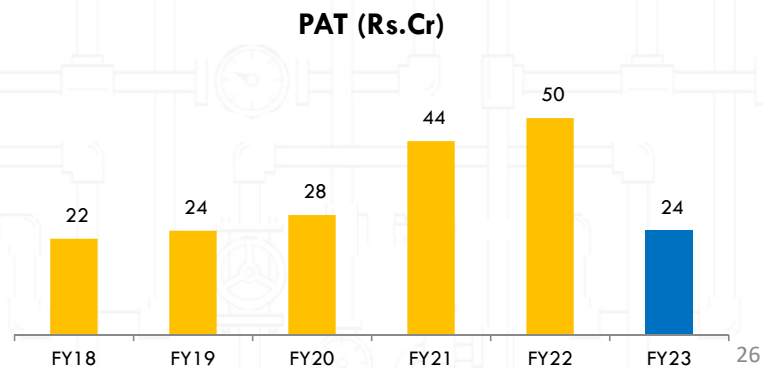
EBITDA (Rs. Cr)

EBITDA Margin (%)



(5 Yr. CAGR 2%)

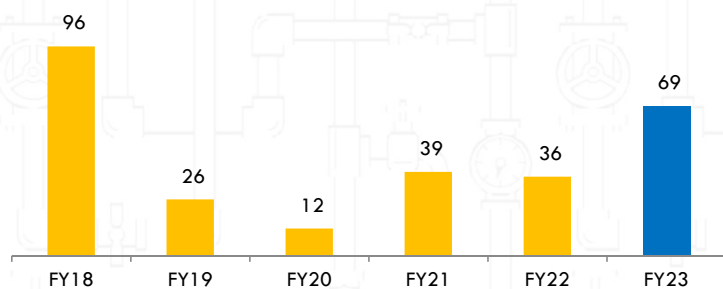
PAT (Rs. Cr)



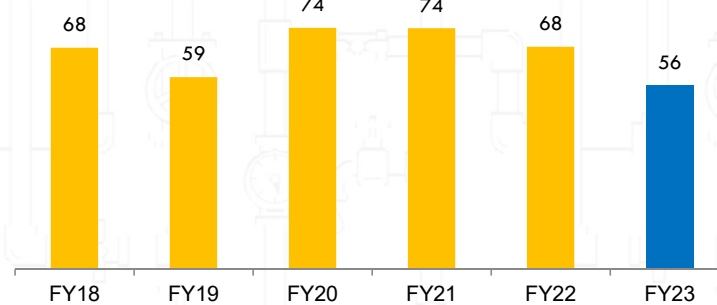
Financial Trend

FY23

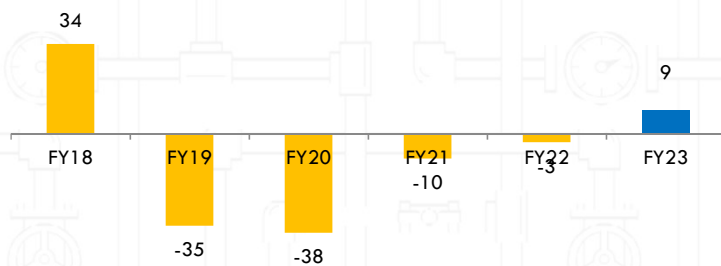
Op. Cashflow (Rs. Cr)



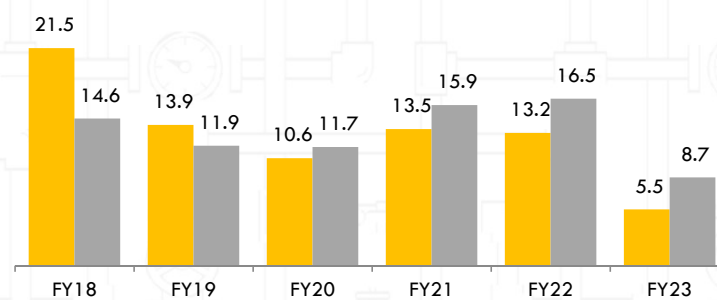
Net Working Capital (Days)



Net Debt* (Rs. Cr)



ROE (%) ROCE** (%)

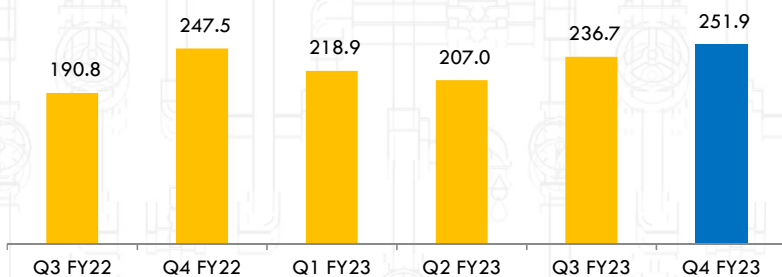


*Negative due to Net cash, ** Capital Employed: Total Assets minus Current Liabilities

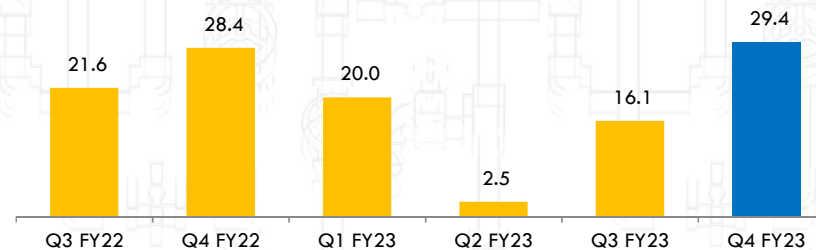
Quarterly Performance

■ Q4FY23

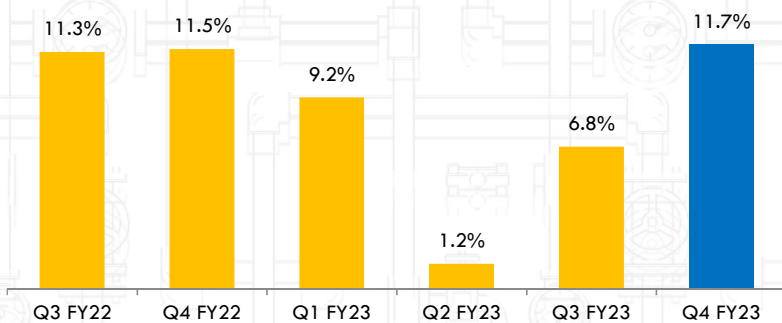
Revenue (Rs. Cr)



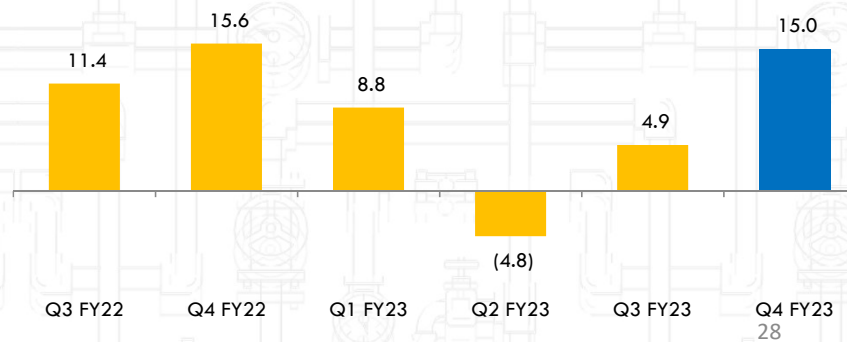
EBITDA (Rs. Cr)



EBITDA Margin (%)



PAT (Rs. Cr)



Profit & Loss Statement

Particulars (Rs. crore)	Q4FY23	Q3FY23	Q4FY22	Y-o-Y Shift	Q-o-Q Shift	FY23	FY22	Y-o-Y Shift
Sales Volume	18,685	18,011	16,409	14%	4%	66,567	53,849	24%
Total Income From Operations (Net)	251.9	236.7	247.5	2%	6%	914.5	784.1	17%
Total Expenditure	222.5	220.6	219.1	2%	1%	846	691	23%
Raw Material expenses	181.0	179.4	182.7	-1%	1%	692.8	573.2	21%
Employee benefits expense	12.4	14.0	11.6	7%	-12%	52	41	25%
Other expenses	29.2	27.1	24.8	18%	7%	102.0	76.1	34%
EBITDA	29.4	16.1	28.4	4%	83%	68	93	-27%
EBITDA margin (%)	11.7%	6.8%	11.5%	21.3 BPS	489 BPS	7.4%	11.9%	-447 BPS
Other Income	0.7	0.0	1.1	-33%	2941%	2	4	-48%
Finance Costs	2.4	2.1	1.8	39%	18%	8.9	4.3	107%
Depreciation and Amortization	7.6	7.4	7.1	6%	2%	28	26	10%
PBT	20.1	6.6	20.5	-2%	205%	32.7	67.2	-51%
Tax expense	5.1	1.7	4.9	4%	193%	9	17	-49%
PAT	15.0	4.9	15.6	-4%	209%	23.9	49.8	-52%
PAT margin (%)	6.0%	2.1%	6.3%	-34 BPS	390 BPS	2.6%	6.3%	-373 BPS
EPS Basic (Rs.)	3.8	1.2	4.0	-4%	68%	6.1	12.7	-52%

Balance Sheet and Cash flow Statement

Balance Sheet - Assets (Rs Cr)	FY23	FY22
Cash & Bank Balance	34.8	42.0
Receivables	65.8	70.5
Inventories	170.8	131.6
Other current assets	54.7	33.0
Fixed assets (net)	271.6	227.2
Right to use Assets	9.1	9.2
Investments	40.1	4.1
Other Assets/goodwill/CWIP	15.2	26.2
Total Assets	662.0	543.9
Balance Sheet - Liabilities (Rs Cr)	FY23	FY22
Trade payables	117.9	55.0
Other current liabilities	18.9	6.3
Debt	43.7	38.7
Others	21.9	36.6
Minority Interest/Provision	2.4	2.0
Shareholders' funds	457.2	405.3
Total Equity & Liabilities	662.0	543.9

Cash Flow Statement (Rs Cr)	FY23	FY22
EBITDA	69.3	39.8
Changes in Accounts receivables	4.7	21.8
Changes in Inventory	-39.1	-17.7
Other WC changes	48.9	22.8
Others	-0.8	-0.3
Tax	-14.3	-13.2
Operating cash flow	68.7	53.2
Interest	-8.9	-6.3
Residual cash flow	59.8	46.9
Fixed assets	-71.2	-64.0
Investments	3.1	2.5
Free cash flow	-8.3	-14.6
Dividend payments	-3.9	-3.9
Capital increase	0.0	0.0
Net change in cash flow	-12.2	-18.6
Net debt* beginning	-3.3	-3.3
Net debt* end	-8.9	-15.3

CONCLUSION

Key Takeaways





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 – UP, Ahmedabad – Gujarat Tumkur – Karnataka, and Raipur- Chhattisgarh with a total capacity of 136,000 MTPA. The multiple and efficient product profile includes over 1,600 product varieties of cPVC, uPVC, and HDPE pipes, PVC taps, fittings, water storage tank and solvent 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 for about 700+ channel partners.



For further information, Please contact:

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Apollo Pipes Ltd

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Sudesh Group

35 Years of
excellence



THANK YOU



Apollo Pipes Limited

A- 140, Sector 136. Noida, Uttar Pradesh- 201301

Q4FY23

Sales volume higher by 14% Y-o-Y to 18,685 Tons

Revenue increased by 2% Y-o-Y to Rs 251.9 crore

EBITDA increased by 4% Y-o-Y to Rs 29.4 crore

FY23

Sales volume higher by 24% Y-o-Y to 66567 Tons

Revenue increased by 17% Y-o-Y to Rs 914.5 crore

EBITDA decreased by 27% Y-o-Y to Rs 68 crore

Noida, May 8, 2023: Apollo Pipes Limited, among the top 10 leading piping solution providing Company in India, announced its financial results for the quarter and financial year ended Mar 31, 2023.

Financial Performance Highlights

Performance Review for Q4FY23 vs. Q4FY22

- Sales Volume higher by 14% to 18,685 tons from 16,409 tons
- Revenue increased by 2% to Rs 252 crore compared to Rs 247 crore
- EBITDA increased by 4% to Rs 29 crore as compared to Rs 28 crore
- Net profit at Rs. 15 crore compared to PAT of Rs 16 crore

Performance Review for FY23 vs. FY22

- Sales Volume higher by 24% to 66,567 tons from 53,849 tons
- Revenue increased by 17% to Rs 915 crore compared to Rs 784 crore
- EBITDA decreased by 27% to Rs 68 crore as compared to Rs 93 crore
- PAT at Rs 24 crore compared to PAT of Rs 50 crore

Management's Message

Commenting on the Company's performance for Q4 & FY23, Mr. Sameer Gupta, Chairman cum Managing Director, Apollo Pipes said,

"We have reported strong performance during the quarter with our sales volume growing by 14% YoY to 18,685 tons and FY23 sales volume grew by 24%, 66,567 tons, on the back of resilient operational improvement and improved demand from consumers across segments. We continue to make strong inroads across cPVC, HDPE pipe and value-added product segment. The company did an annual capex of 71 crores towards enhancement of capacities, debottlenecking and adding balancing equipment majorly into cPVC, HDPE pipes and fittings. Moving on to the operational front, the management continue to keep strong focus on value added products on the building products side, which continue to gain traction. We remain confident that this product along with our other value-added offerings like fittings, solvents, bath fittings, adhesives, taps and faucets will enhance our reach and strengthen sales, going forward. In addition, we are aiming towards optimally utilizing our capacities over the next coming years, which will also help augment sales volumes, going ahead. Looking ahead, the 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. I would like to state that we are continuously working towards enhancing our presence across existing and new high-potential geographies. As we further improve our operation/capacity utilization of Raipur plant, we are confident to open up the untapped and high potential markets of Central and Eastern India supported by the expected positive trend in industrial growth for years ahead."

About the Company

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For more information about us, please visit www.apollopipes.com or contact:

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Apollo Pipes Ltd

Tel: +91 120 658 7777

Email: akjain@apollopipes.com

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.

