



Apollo TriCoat

THREE STEPS AHEAD

January 20, 2020

To,
The Department of Corporate Services
BSE Limited
Floor 25, P J Towers
Dalal Street, Mumbai-400 001
Scrip Code: 538566

Re. Q3 & 9M FY20 Results Presentation

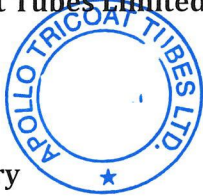
Respected Sir(s),

We are attaching herewith a copy of Q3 & 9M FY20 Results Presentation. The presentation has also been uploaded on the official website of the Company.

We would request you to please take the aforesaid information on your record.

Thanking You,
For Apollo Tricoat Tubes Limited


Surbhi Arora
Company Secretary
M. No. A33370



Apollo TriCoat Tubes Limited (Formerly Known as Best Steel Logistics Ltd.)

CIN: L74900DL1983PLC014972

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Regd. Office: 37, Hargobind Enclave, Vikas Marg, Delhi - 110092, India Tel: +91-11-22373437 Fax: +91-11-22373537

Unit-I: Plot No. 53, Part-I, 4th Phase, Industrial Area, Sy. No. 28-33, Kurandahalli Village, Kasaba Hobli, Malur, Taluk, Distt. Kolar - 563101 Karnataka, India

Unit-II: Village Bisnoli, Khasra No. 527 To 530 & 569, Dujana Road, Tehsil Dadri, Gautam Budh Nagar, Uttar Pradesh - 203207, India

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Apollo TriCoat Tubes Ltd.

Q3 & 9M FY20 Results Presentation

January 20, 2020

Q3 FY20 - Highlights



200,000 ton

Capacity
as on 31 Dec 2019



47,148 ton

Q3 FY20 Volume
71% QoQ increase



Branding

**Launched TV Ad Campaign for
Apollo Chaukhat**



20

Net WC days
as on 31 Dec 2019



₹ 228cr

Revenue
49% QoQ increase



₹ 28.4cr

EBITDA
81% QoQ increase



₹ 6,034

EBITDA per ton
6% QoQ increase



12.4%

EBITDA Margin
220bps QoQ increase



₹ 17.5cr

PAT
81% QoQ increase



7.6%

Net Margin
130bps QoQ increase



19.0%

ROCE
as on 31 Dec 2019



21.9%

ROE
as on 31 Dec 2019

Healthy sales volume performance in Q3 & 9M FY20

- The Company delivered strong volumes in Q3 FY20 at 47,148 MTPA, taking the total 9M FY20 volumes to 86,333 MTPA
 - On a Q-o-Q basis, volumes improved by 71% in Q3 FY20
- The growth was driven by the Company's innovative home improvement products, including brands such as 'Apollo Signature', 'Apollo Chaukhat', 'Apollo Plank' and 'Apollo Elegant'.
- As operations at the newly commissioned facility at Dadri, Uttar Pradesh and at Malur, Karnataka further stabilize, the Company anticipates strong volume performance going forward

Expanding manufacturing operations to boost sales volume

- Currently, Apollo Tricoat has a total installed capacity of 200,000 MTPA, which primarily manufactures specialized and niche products like Apollo Signature, Apollo Chaukhat, Apollo Elegant, Apollo Tricoat and Apollo Plank.
- In sync with its growth strategy, the Company is ramping up operations at its manufacturing facilities at Dadri U.P. and Malur, Karnataka and is expanding capacity at existing plants.
- Furthermore, the Company will be launching three other new innovative brands – Apollo Hybrid, Apollo Scaff and Apollo Alpha in the upcoming quarters which will add capacity of 50,000 MTPA.
- These said new product launches and expanded capacity at manufacturing locations will enable a healthy and sustainable volume performance, going ahead

Sales Volume for Q3 FY20

Brands	Uses	Products	Q3 FY20 Volumes (MT)	Q2 FY20 Volumes (MT)	Capacity (MT)
Apollo Signature	Designer Roofing, Fencing, Steel Furniture		24,740	13,692	85,000
Apollo Chaukhat	Steel-Door Frames in affordable housing segments, high-end housing, commercial buildings and industrial sheds		12,850	6,612	50,000
Apollo Elegant	Designer Hand Railing		7,995	4,962	25,000
Apollo Tricoat	Electrical Conduits		230	1,943	15,000
Apollo Plank	Staircase Steps, Ceilings, Truck Bodies		1,333	320	25,000
Total			47,148	27,529	200,000

New Products to be launched in 2020

Brands	Products	Uses	Capacity (MT)
Apollo Hybrid		Borewell, Plumbing	10,000
Apollo Scaff		Scaffolding & Green House	25,000
Apollo Alpha		Window Frames	15,000
Total			50,000

Abridged P&L Statement

Particulars (Rs. crore)	Q1 FY20	Q2 FY20	Q3 FY20	9M FY20
Revenue From Operations	51.7	153.6	228.9	434.3
Other Income	0.2	0.2	0.1	0.6
Total Income	51.9	153.9	229.0	434.9
Total Expenditure	45.6	138.2	200.6	384.4
Raw Material expenses	42.0	129.7	180.4	352.2
Employee benefits expense	1.2	1.9	4.5	7.7
Other expenses	2.4	6.5	15.6	24.5
EBITDA	6.3	15.7	28.4	50.5
EBITDA margin (%)	12.2	10.2	12.4	11.6
Finance Costs	0.1	0.5	2.2	2.8
Depreciation and Amortization	1.1	2.1	2.7	6.0
PBT	5.1	13.0	23.5	41.6
Tax expense	1.3	3.5	6.0	10.6
PAT	3.8	9.4	17.5	30.9
PAT Margins (%)	7.3	6.1	7.6	7.1

Note: Figures for the corresponding quarters are not comparable on a Y-o-Y basis

Balance Sheet

ASSETS		
Particulars (Rs. Crore)	As at 30 th Sept 2019	As at 31 st March 2019
Non-current assets		
Property, plant and equipment	244.8	94.5
Capital work-in-progress	1.6	59.8
Intangible assets	0.3	0.3
Financial assets	-	-
(i) Other financial assets	1.2	0.9
Other non-current assets	28.0	40.5
Total non-current assets	275.9	195.8
Current assets		
Inventories	44.9	7.9
Financial assets	-	-
(i) Trade receivables	54.6	1.5
(ii) Cash and cash equivalents	0.2	0.0
(iv) Other financial assets	4.5	5.9
Other current assets	20.1	10.3
Total current assets	124.3	25.7
Total Assets	400.2	221.5

EQUITY AND LIABILITIES		
Particulars (Rs. Crore)	As at 30 th Sept 2019	As at 31 st March 2019
Equity		
Equity share capital	6.1	5.5
Other equity	164.3	127.5
Total equity	170.4	133.0
Liabilities		
Non-current liabilities		
Financial liabilities		
(i) Borrowings	56.0	29.1
Provisions	0.2	0.1
Deferred tax liabilities (net)	2.3	0.5
Other non-current liabilities	8.7	9.0
Total non-current liabilities	67.2	38.6
Current liabilities		
Financial liabilities		
(i) Borrowings	62.6	25.5
(ii) Trade payable	-	-
-total outstanding dues of SME	-	-
-Other outstanding dues	69.9	0.4
(iii) Other financial liabilities	10.4	6.2
Other current liabilities	17.8	17.7
Provisions	0.0	0.0
Current tax liabilities (net)	1.9	0.2
Total current liabilities	162.5	50.0
Total Liabilities	400.2	221.5

Financial Overview and Discussion (QoQ)

➤ **The Company clocked revenues of Rs. 228.9 crore**

- Registered volumes of 47,148 MTPA across product segments in Q3 FY20
- The Company is witnessing healthy demand for its niche product categories. Increasing contribution from the newly launched products will not only help broaden the product mix, but will also boost sales momentum in the upcoming quarters

➤ **EBITDA during Q3 FY20 was at Rs. 28.4 crore; EBITDA margins at 12.4%**

- EBITDA per ton during Q3 FY20 stood at Rs. 6,034, up 6% QoQ
- In addition, the existing and upcoming product segments of Apollo Tricoat are higher margin value-added products, given their niche product applications in India. Thereby, increased portfolio of these value-added segments will further improve profitability and margins for the Company, going ahead.

➤ **In Q3 FY20, PAT stood at Rs. 17.5 crore, with net margins at 7.6%**

- Higher profitability resulted in better ROE and ROCE
- ROE was 21.9% and ROCE was 19.0% as at 31 Dec 2019
- This should further improve backed by capacity ramp up and new product launches

Commercial production of
new products to start in
Q4 FY20 and FY21

Target to achieve solid
sales volume growth in
coming years

Target of achieving
industry leading EBITDA
per ton

Expanding Reach to
Newer Markets





Thank You