

May 28, 2019

**ELECTRONIC FILING THROUGH BSE LISTING CENTER**

To  
Department of Corporate Services/Listing Department  
BSE Limited  
P. J. Towers, Dalal Street,  
Mumbai – 400001

(SCRIP Code: 531761)

**Sub: Intimation under Regulation 30 of Securities and Exchange Board of India  
(Listing Obligations and Disclosure Requirements) Regulations, 2015 – Revised  
Result Presentation**

Dear Sir,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 and our letter dated May 25, 2019 regarding Result Presentation, please find enclosed herewith revised Result Presentation of Audited financial results of the Company for the fourth quarter and year ended March 31, 2019.

You are requested to kindly take the same on your records.

Thanking you

With Due Regards  
For Apollo Pipes Limited

*Anand Kr. Pandey*

Anand Kumar Pandey  
Company Secretary



Encl.: A/a



# APOLLO PIPES LTD.

Q4 & FY19 Result Presentation

May 25, 2019



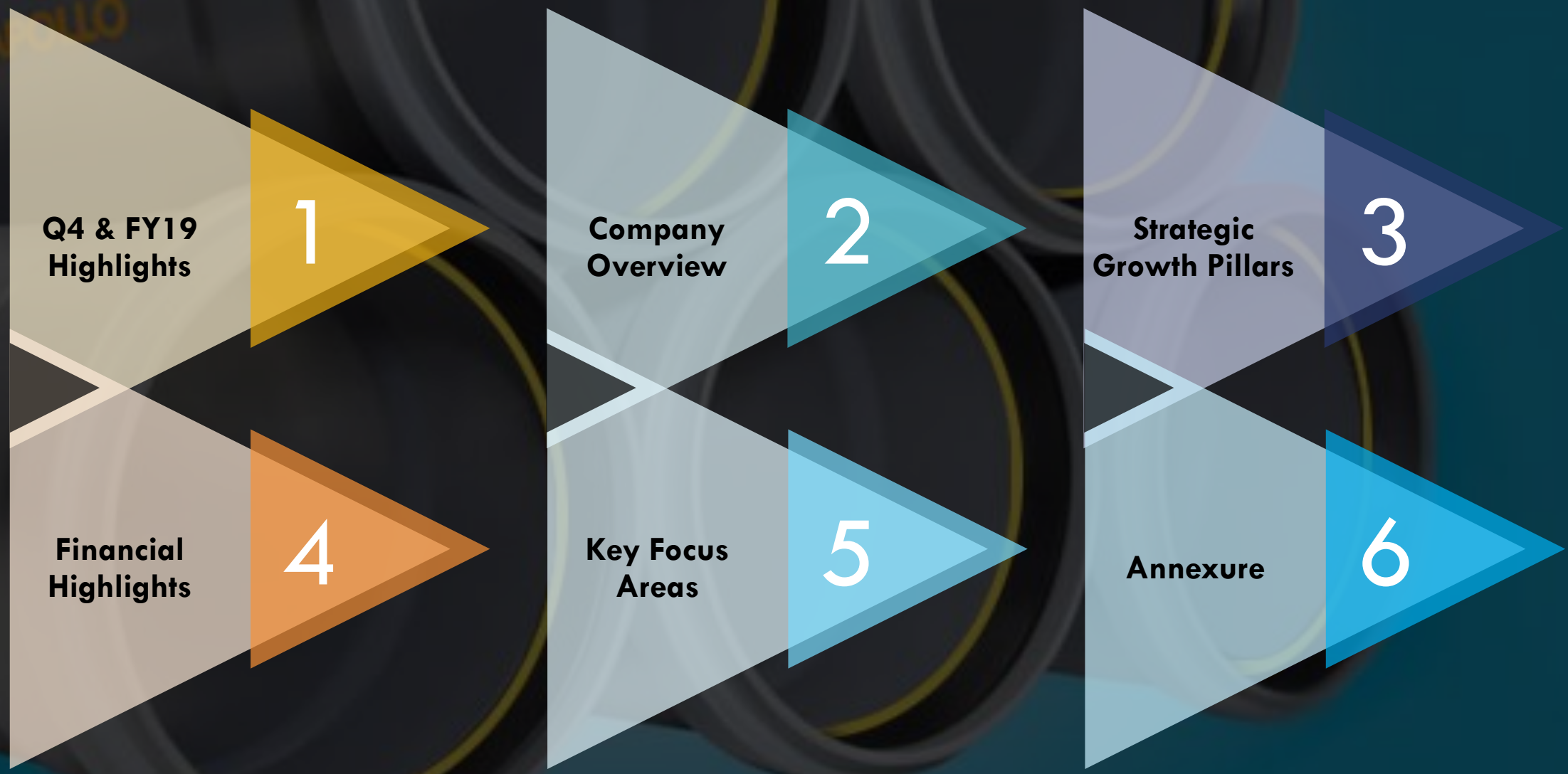
# Safe Harbour

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.





# Table of Content





# Operational & Financial Highlights Q4 & FY2019

## Established a strong base in FY2019

**39,823**MTPA

Sales Volume  
(18% y-o-y growth)

**₹ 374**cr

Revenue  
(28% y-o-y growth)

**₹ 51**cr

EBITDA  
(25% y-o-y growth)

**₹ 24**cr

PAT  
(8% y-o-y growth)

**24%**

ROCE

**63,000**MTPA

Available Capacity

**48**

Net Working Capital  
Days

**₹ (35)**cr

Net Debt as on 31st  
March 2019 –  
Debt free Company

**1,000+**

Products

**600**

Dealers & Distributors  
Increased by more than  
50 y-o-y

# Q4 FY19 snapshot

9,613MTPA

Sales Volume  
(11% y-o-y growth)

₹ 89cr

Revenue  
(20% y-o-y growth)

₹ 14cr

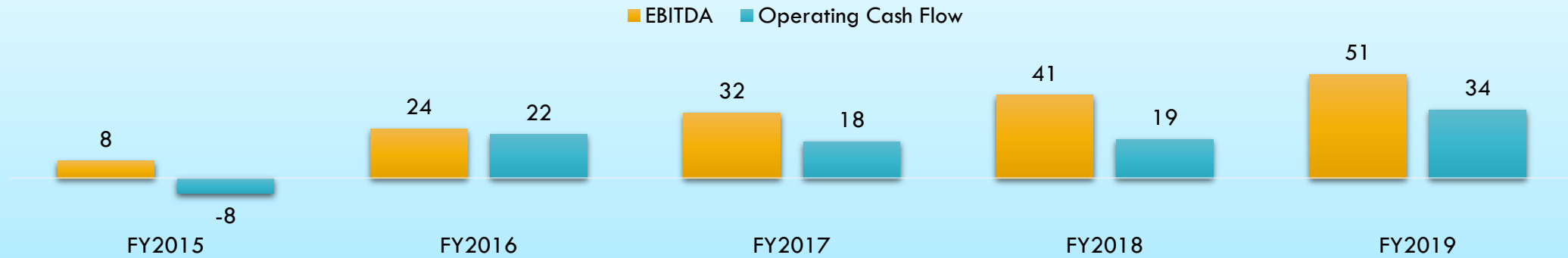
EBITDA

₹ 5cr

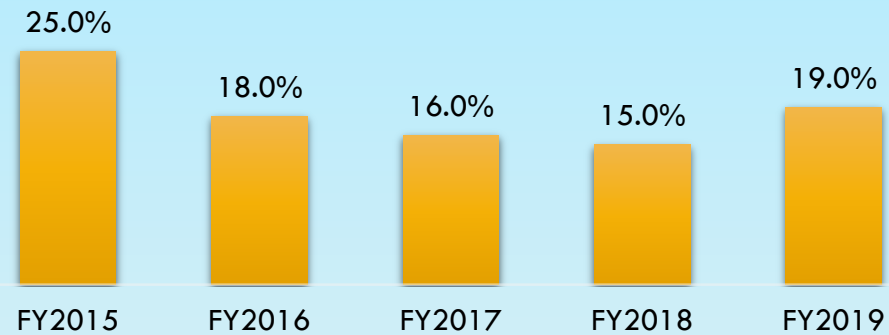
PAT

# Cash flows and balance sheet

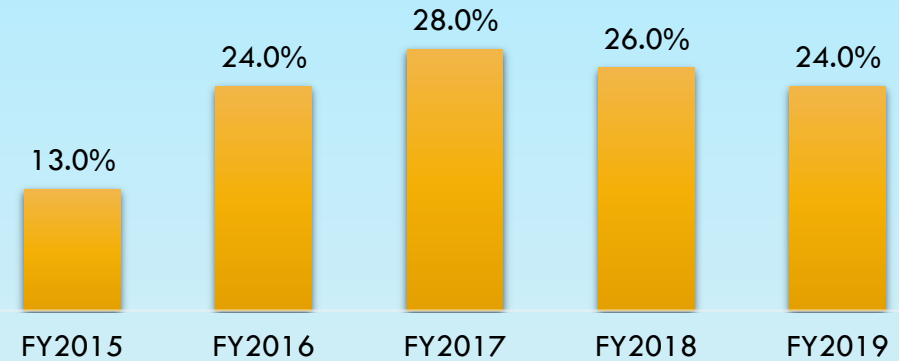
## EBITDA and Operating cash flow (Rs. Cr)



## ROE (%)



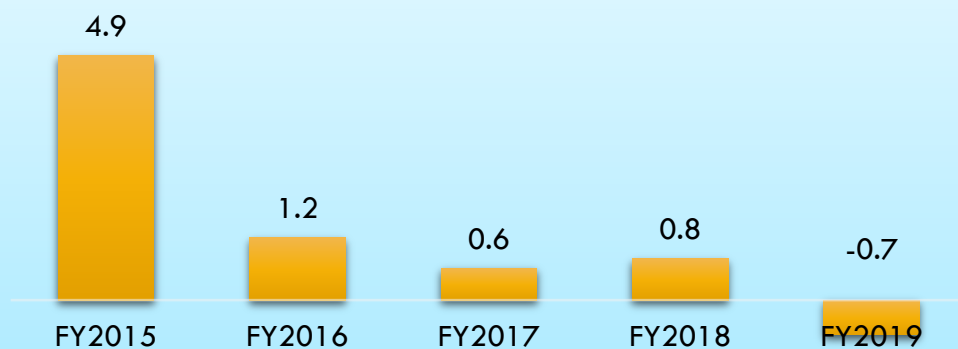
## ROCE (%)



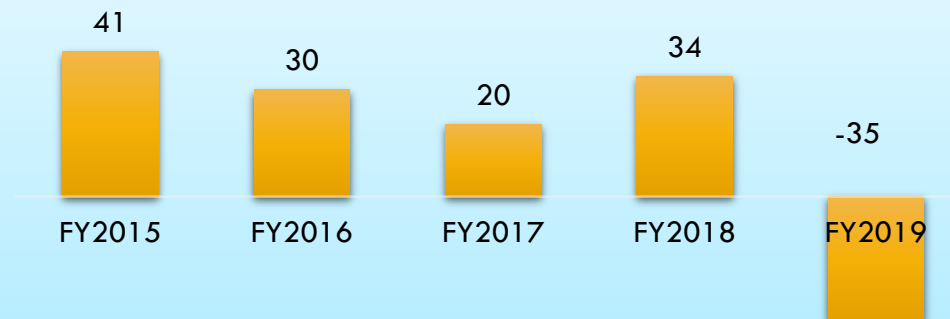


# Cash flows and balance sheet

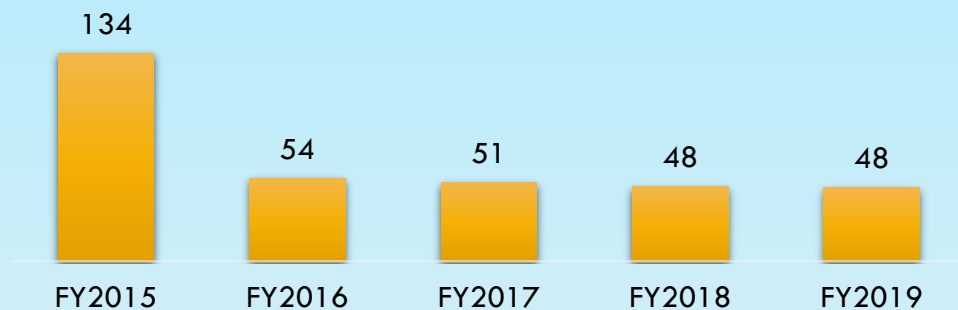
**Debt to EBITDA (ratio)**



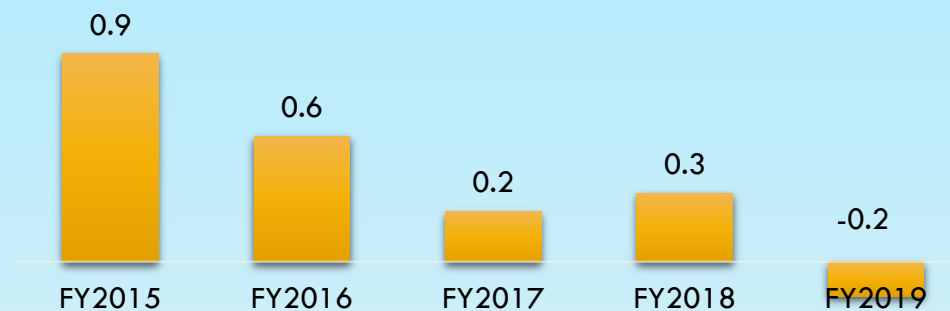
**Total debt (Rs. Cr)**



**Net working capital cycle  
(no of days)**



**Debt to Equity**



# Key Developments

**Board of Directors approve acquisition of assets of a suitable production unit in Bengaluru for a consideration of below Rs. 30 crore**

- Strategic acquisition enables Apollo Pipes to jump-start its plan to establish PAN-India presence
  - Brand recall of group among distributors and customers is very strong in the southern markets and is synonymous with high-quality and reliability. Apollo Pipes would look to efficiently leverage this positive brand image to drive reach and volumes
- Facility is spread over 7 acres and has adequate space to accommodate future expansion plans
- The acquired unit is equipped with manufacturing lines for uPVC and cPVC pipes
- Acquisition has an attractive payback of less than 3 years – further, it significantly reduces the time taken to establish presence in a new state



# Key Developments

**Promoters  
complete infusion  
of Rs. 202 crore  
in the Company**

- Infusion of Rs. 202 crore by Promoters has been concluded through issuance of Equity Shares and fully convertible warrants on Preferential basis. The details of the allotment are as follows
  - 950,000 Equity shares issued at an issue price of Rs. 590 per share
  - 2,485,000 fully convertible warrants on preferential basis to Promoters at an issue price of Rs. 590 per share
  - Out of this, as on 2<sup>nd</sup> April 2019, 1,125,000 lakh shares have been converted into fully paid equity shares



# Key Developments

## Capacity expansion plans on-track

- The Company is undertaking a phase-wise capacity expansion at the existing facilities of Dadri and Ahmedabad over the next few quarters
  - To expand Dadri capacity by 7,000 tonne to 60,000 tonne; Ahmedabad facility to be expanded by 5,000 tonne to 15,000 tonne
- The Company's expansion plan, will enable to meet the growing demand for its products across various sectors, and drive future volume growth





# Key Developments

**During the year, Apollo Pipes launched a new products in the domestic market**

- New product portfolio of Plastic Taps, Showers, Faucets & accessories have received positive response from the market – the Company is targeting rapid market share gain in this premium and high margin product category
- The design of the product is ergonomically driven and is engineered from high-grade virgin engineering polymer



# Key Developments

## **Future growth strategy focused towards improving market presence through established facilities**

- The Company's future growth strategy focused towards improving utilization levels at the existing manufacturing plants
  - To first develop new territories in East and Central Indian by catering to demand through already established facilities. Following this, the Company plans to implement longer-term strategy to establish facilities in those regions
  - While the logistic costs towards transporting goods to Eastern and Central markets would be higher, it will be much lower than the interest costs that the Company would otherwise incur towards establishing a new unit
- This strategy is expected to help improve volume performance for Apollo Pipes

## **The Board of Directors recommend first ever dividend**

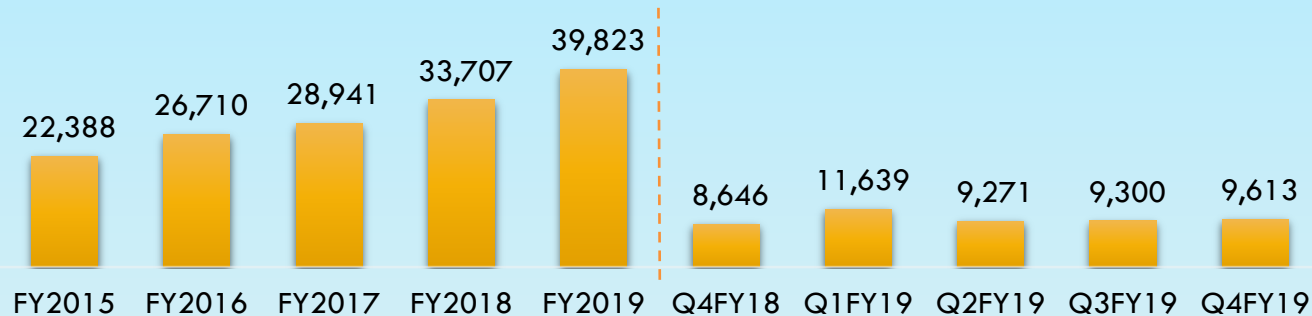
- The Board of Directors have recommended a dividend of Rs. 1 / share (Face Value of Rs. 10 per share)
  - Total cash outflow would be ~ Rs. 1.6 crore (including statutory taxes) leading to a dividend payout ratio of 5%

# Key Financial & Operational Parameters

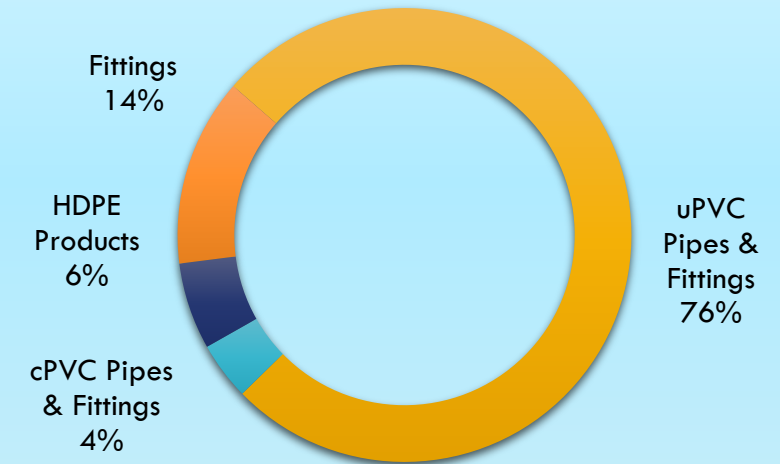
## Product-wise Revenue Breakup

Particulars (Rs. crore)	Q4 FY19	Q4 FY18	Y-o-Y Shift	FY19	FY18	Y-o-Y Shift
uPVC Pipes	61.9	55.6	11%	269.1	224.0	20%
cPVC Pipes	4.7	2.9	61%	13.5	8.8	54%
HDPE Products	6.1	4.0	53%	23.1	12.0	93%
Fittings	14.2	9.1	56%	48.0	29.3	64%
Others	2.6	2.8	-8%	8.2	10.5	-22%
Total	89.4	74.4	20%	361.8	284.5	27%

## Sales Volume MT



## Product Revenue (excluding Others segment) Break-up –FY19



# Abridged P&L Statement

Particulars (Rs. crore)	Q4 FY19	Q4 FY18	Y-o-Y Shift	FY19	FY18	Y-o-Y Shift
<b>Net Revenue from Operations</b>	<b>89.4</b>	<b>74.4</b>	<b>20%</b>	<b>361.8</b>	<b>284.5</b>	<b>27%</b>
Other Income	2.9	6.2	-53%	12.1	8.1	49%
<b>Total Income From Operations (Net)</b>	<b>92.4</b>	<b>80.6</b>	<b>15%</b>	<b>373.9</b>	<b>292.6</b>	<b>28%</b>
<b>Total Expenditure</b>						
Raw Material expenses	64.4	49.5	30%	262.5	202.6	30%
Employee benefits expense	4.5	3.8	17%	17.3	13.9	24%
Other expenses	10.1	9.1	11%	43.0	35.1	22%
<b>EBITDA</b>	<b>13.5</b>	<b>18.3</b>	<b>-26%</b>	<b>51.2</b>	<b>41.0</b>	<b>25%</b>
<i>EBITDA margin (%)</i>	<i>15%</i>	<i>23%</i>	<i>-805 bps</i>	<i>14%</i>	<i>14%</i>	<i>-31 bps</i>
Finance Costs	1.8	0.6	185%	5.9	2.8	111%
Depreciation and Amortization	2.5	2.7	-7%	9.7	6.9	40%
<b>PBT &amp; Exceptional Item</b>	<b>9.1</b>	<b>14.9</b>	<b>-39%</b>	<b>35.6</b>	<b>31.3</b>	<b>14%</b>
Exceptional Items	1.7	-		1.7	-	
<b>PBT</b>	<b>7.5</b>	<b>14.9</b>	<b>-50%</b>	<b>33.9</b>	<b>31.3</b>	<b>9%</b>
Tax expense	2.2	2.9	-24%	10.0	9.2	9%
<b>PAT</b>	<b>5.3</b>	<b>12.0</b>	<b>-56%</b>	<b>23.9</b>	<b>22.1</b>	<b>8%</b>
<i>PAT margin (%)</i>	<i>6%</i>	<i>15%</i>	<i>-922 bps</i>	<i>6%</i>	<i>8%</i>	<i>-114 bps</i>
Diluted EPS (Rs.)	4.4	10.9	-59%	17.1	20.0	-14%



# Balance Sheet

Particulars (Rs. Crore)	As at 31st March 2019	As at 31st March 2018
<b>I. ASSETS</b>		
<b>Non-current assets</b>		
(a) Property, Plant and Equipment	94.9	57.7
(b) Capital Work in Progress	11.8	13.9
(c) Intangible Assets	21.9	20.9
(d) Intangible Assets under development	-	1.0
(e) Financial assets		
(i) Investments	0.3	0.2
(ii) Other financial assets	1.8	1.3
(f) Other non current assets	9.5	1.0
Total non current assets	140.1	96.0
<b>Current Assets</b>		
(a) Inventories	52.3	44.3
(b) Financial Assets		
(i) Investments	0.1	0.4
(ii) Trade Receivables	35.8	38.5
(iii) Cash and Cash Equivalents	0.1	0.1
(iv) Bank balances other than cash and cash equivalents	147.4	204.6
(v) Loans	0.3	0.1
(vi) Other Financial Assets	6.8	6.8
(c ) Current tax assets(net)	1.3	-
(d) Other current assets	6.6	10.1
<b>Total current assets</b>	<b>250.7</b>	<b>305.0</b>
<b>Total Assets</b>	<b>390.7</b>	<b>400.9</b>

Particulars (Rs. Crore)	As at 31st March 2019	As at 31st March 2018
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
(a) Equity Share Capital	12.0	11.0
(b) Other Equity	217.8	102.2
Total equity	229.8	113.3
<b>Liabilities</b>		
Non-current liabilities		
(a) Financial Liabilities		
(i) Borrowings	70.3	151.1
(b) Provisions	0.1	0.1
(c) Deferred Tax Liabilities (Net)	3.1	2.0
Total non-current liabilities	73.5	153.1
<b>Current Liabilities</b>		
(a) Financial Liabilities		
(i) Borrowings	26.5	4.1
(ii) Trade Payables	36.2	39.0
(iii) Other Financial Liabilities	21.9	88.3
(b) Provisions	0.8	0.6
(c ) Other Current Liabilities	2.0	2.0
(d) Current Tax Liability(net)	-	0.6
Total current liabilities	87.4	134.6
<b>Total Liabilities</b>	<b>160.8</b>	<b>287.7</b>
<b>Total equity and liabilities</b>	<b>390.7</b>	<b>400.9</b>

# Financial Overview and Discussion (YoY)

**Total Income From Operations (Net) during FY19 stood at Rs. 374 crore, registering a strong increase of 28% Y-o-Y;**

**Q4 FY19 Total Income From Operations (Net) higher by 15% to Rs. 92 crore**

- The Company registered a healthy total sales volume growth of 18% in FY19. While volumes in Q4 FY19 grew by 11% owing to a subdued demand environment in the uPVC segment. However, strong uptick in demand for HDPE products combined with healthy contribution from value-added products segment assisted the overall performance during the quarter
- In sync with the Company's strategy, the volume growth in the fittings segment stood strong at 92% in FY19 led by strong customer wins and penetration into newer geographies

**EBITDA during FY19 at Rs. 51 crore, higher by 25%; Q4 FY19 EBITDA at Rs. 14 crore**

- Gross profit during FY19 grew by 21% to Rs. 99 crore, with gross margins stable at 27%

**PAT stood at Rs. 24 crore in FY19, up by 8%. PAT stood at Rs. 5 crore in Q4 FY19**

- Depreciation costs increased by 40% to Rs. 10 crore in FY19 on account of increased commissioning of new capacities, during the period under review
- PAT margin stood at 6.4% in FY19, lower by 114 bps YoY; PAT margin stood at 5.9% in Q4 FY19, lower by 1,028 bps YoY

# Management's Message

Mr. Sameer Gupta,  
Managing Director



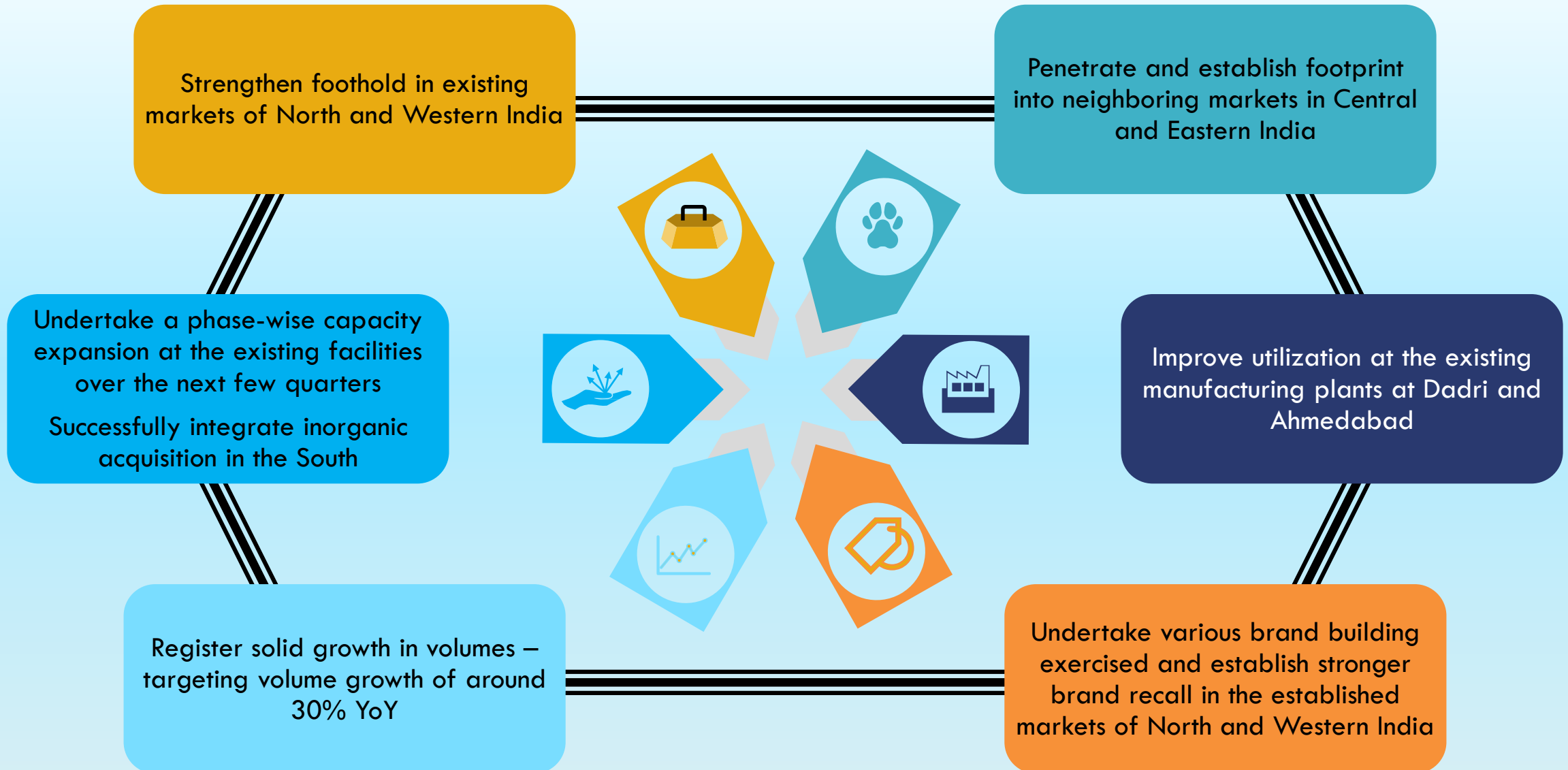
Commenting on the  
Company's performance for  
Q4 FY2019

*"We have ended the fiscal on a strong note despite macro-economic challenges, especially in our key product category of uPVC. In FY2019, our sales volume grew by 18% to 39,823 MTPA - the growth was primarily driven by strong demand from HDPE products and cPVC pipes. Increased contribution from the high-margin Fittings segment also assisted sales performance during the year.*

*Our focus remains on continuously improving product offerings across the value added chain that will help drive enhanced business visibility and higher business growth. In Q3 FY19, we launched a brand new range of premium plastic faucets, taps, showers, and other accessories. This new product segment has received a positive response from the market and it is our endeavor to rapidly gain market share in this product category.*

*I am also happy to share that the Board of Directors have approved acquisition of assets of a suitable production unit in Bengaluru for a consideration of below Rs. 30 crore. This strategic acquisition will jump-start our entry into the southern markets. While our longer-term strategy is to also expand into the Eastern markets, our focus, in the near term, is more towards catering to demand in these markets through the already established facilities. We believe, this approach will allow us to grow presence in these under penetrated markets without incurring higher costs towards establishing facilities. Overall, we believe that we are well positioned to capitalize on the enormous growth potential across our customer industries and remain confident of improving our business momentum against a backdrop of our strategic initiatives, and new capacities going on stream."*

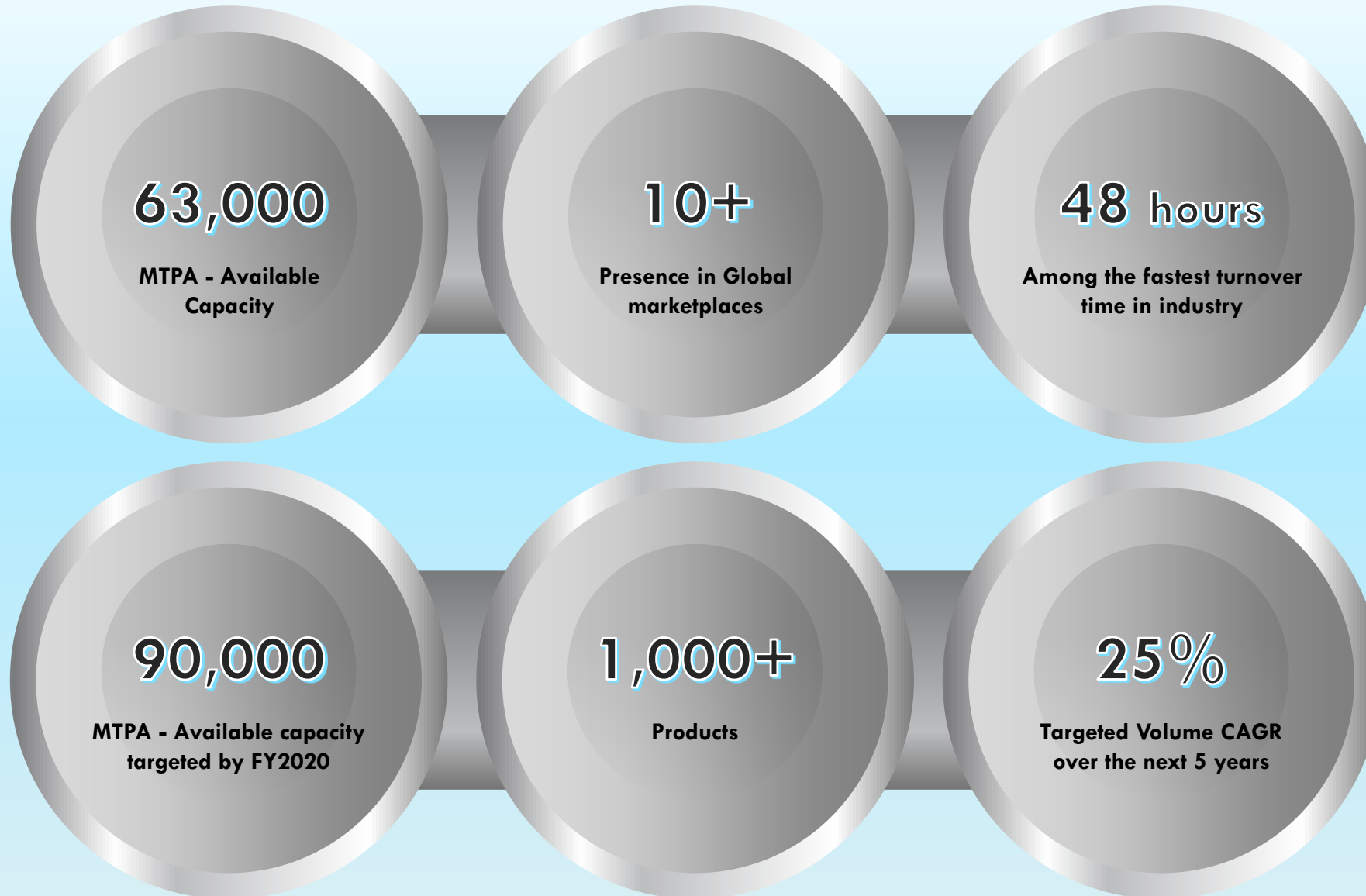
# Outlook for FY20





# Company Overview

## One of the leading PVC pipe manufacturers



***Among the top 10  
leading PVC pipe  
manufacturers in  
India***

# Growth Map

Figures in Rs. crore

Particulars	FY2015	FY2016	FY2017	FY2018	FY2019	CAGR
<b>Revenues</b>	<b>90</b>	<b>209</b>	<b>243</b>	<b>301</b>	<b>374</b>	<b>43%</b>
<b>EBITDA</b>	<b>8</b>	<b>24</b>	<b>32</b>	<b>41</b>	<b>51</b>	<b>59%</b>
<b>PAT</b>	<b>12*</b>	<b>10</b>	<b>16</b>	<b>22</b>	<b>24</b>	<b>19%</b>
Available Capacity MTPA (~)	35,000	52,000	53,000	60,000	63,000	16%
Sales Volume (MTPA)	22,388	26,710	28,941	33,707	39,823	15%

- \*Includes Tax-free LTCG of Rs.9 crore. Business PAT is Rs. 5 crore.

# Key Strengths





# Product Portfolio - Diversified Basket of 1,000+ Products



**uPVC PIPING SYSTEM**



PIPES

FITTINGS



- |  |   |
|--|---|
| <ul style="list-style-type: none"> <li>▪ uPVC PIPES</li> <li>▪ uPVC RING FIT PIPES</li> <li>▪ uPVC COLUMN PIPES</li> <li>▪ uPVC RIBBED SCREEN PIPES</li> </ul> | <ul style="list-style-type: none"> <li>▪ uPVC PLUMBING PIPING SYSTEM</li> <li>▪ uPVC AGRI FITTINGS</li> <li>▪ SWR PIPES AND FITTINGS</li> </ul> |
|--|---|



**cPVC PIPING SYSTEM**



PIPES

FITTINGS



**HDPE PRODUCTS**



HDPE PIPING SYSTEM



- PLB DUCTS
- IRRIGATION PIPES
- SPRINKLER PIPES



**PLASTIC TAPS/  
FAUCETS/SHOWERS**



FAUCETS

SHOWERS

ALLIED

# Product Application across Sectors

## Agriculture Segment

- Casing pipes
- Drip irrigation &
- Sprinkler system



## Water Management Segment

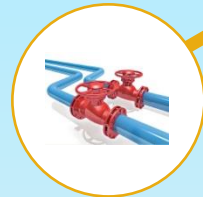
- Hot & cold potable water distribution & transportation
- Residential, commercial installations



**Apollo  
Pipes - key  
focus area**

## Oil & Gas Segment

- Conveying edible oils and chemicals & corrosive fluids



## Construction Segment

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



## Telecom Ducting Segment



# Aiming Pan-India Distribution Presence

Enjoys a  
dominant and  
leading  
presence in  
North India

Tapping newer  
markets to reduce  
inventory cost for  
Distributors &  
Dealers

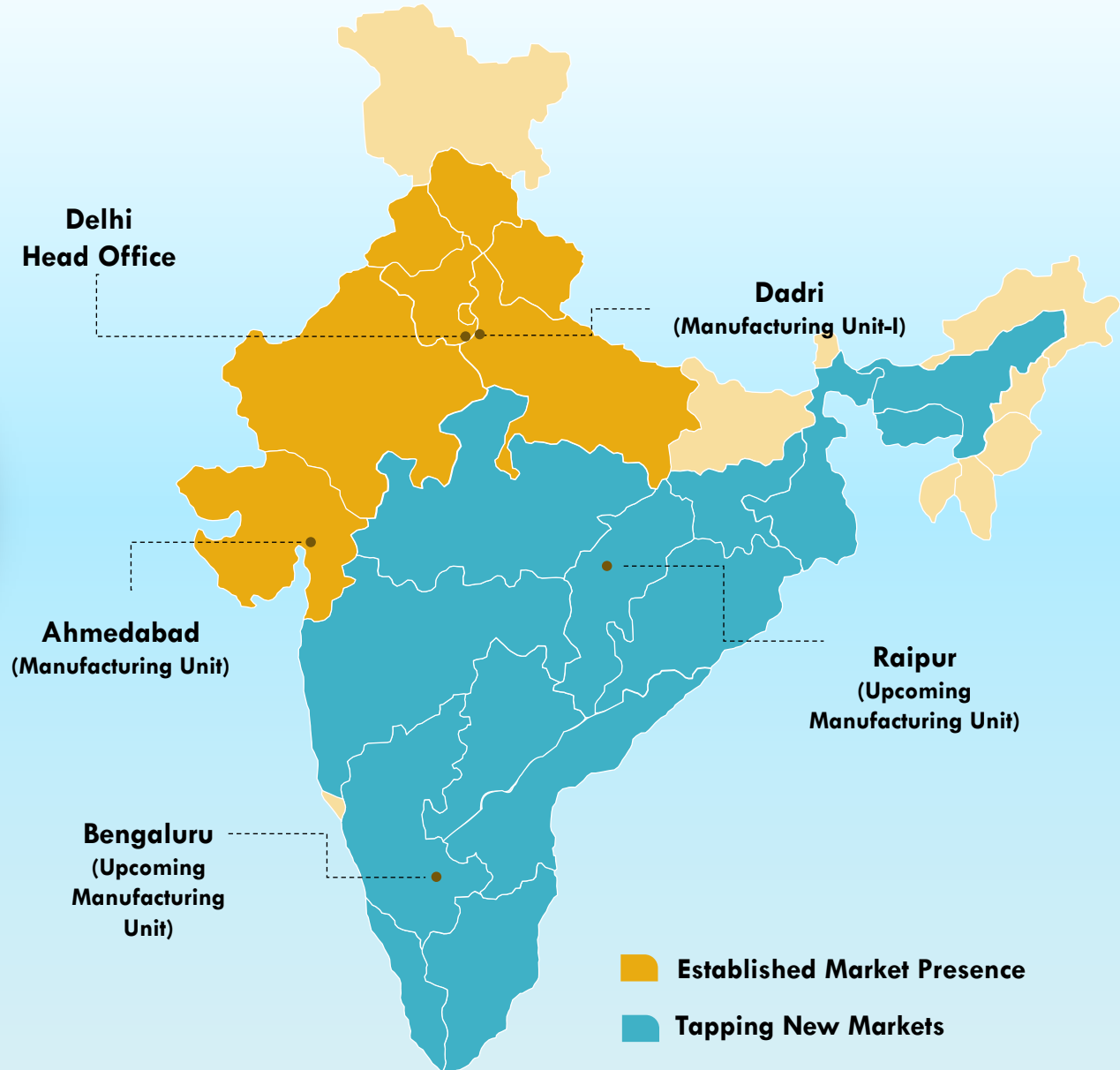
Extensive  
distribution  
network  
significantly  
reduces delivery  
time to 48 hours  
(from 10-12 days)

150+

Distributors

450+

Dealers



# Manufacturing Facilities

Close-to-demand  
distribution  
network catering  
to key markets of  
North, West,  
Central and South  
India

Best in class  
Manufacturing  
Facility, with  
advanced  
equipment &  
practices

All major  
certifications/  
accreditations



In-house  
manufacturing  
offers incremental  
contribution to  
volumes and  
delivery  
capabilities



# Product Development & Handling

**In-house CPVC  
Compounding  
for Pipes &  
Fittings.**

**In-house  
development of  
extrusion moulds  
for better efficiency**

**Strong Technical  
know how  
among Employee  
base**

**Solid experience  
of manufacturing  
pipes with set  
specifications**



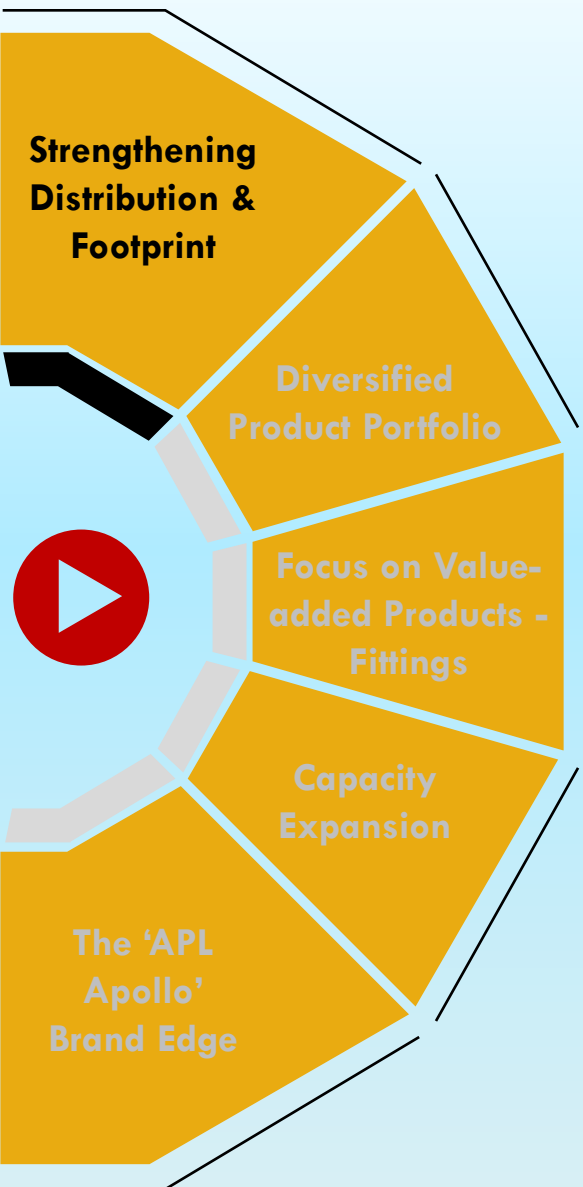




# STRATEGIC GROWTH PILLARS

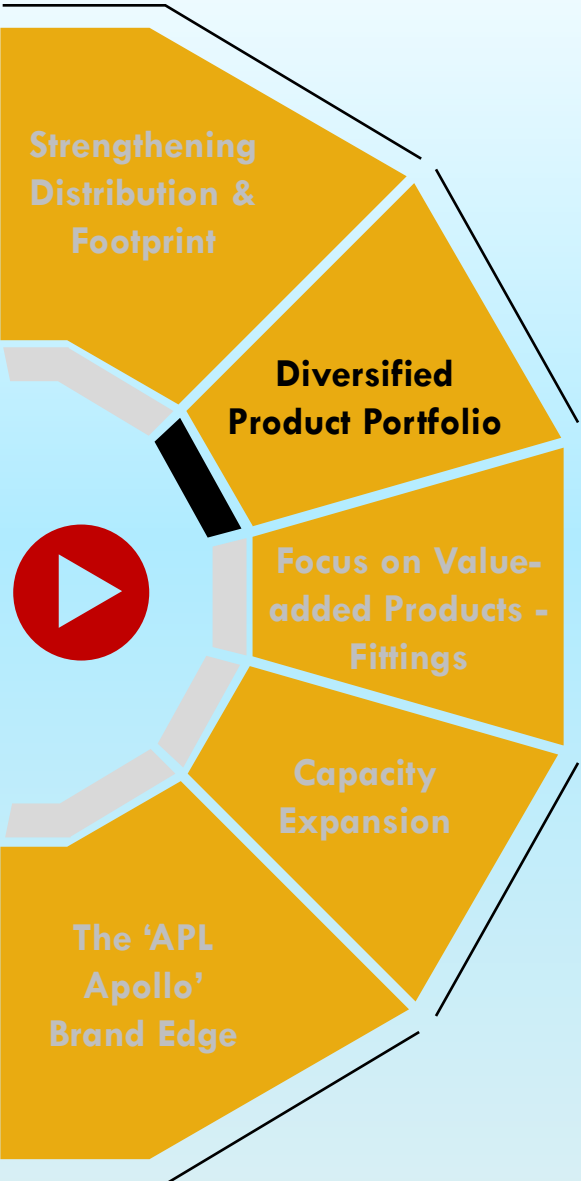


# Scale-up distribution network across India to augment presence and improve market penetration



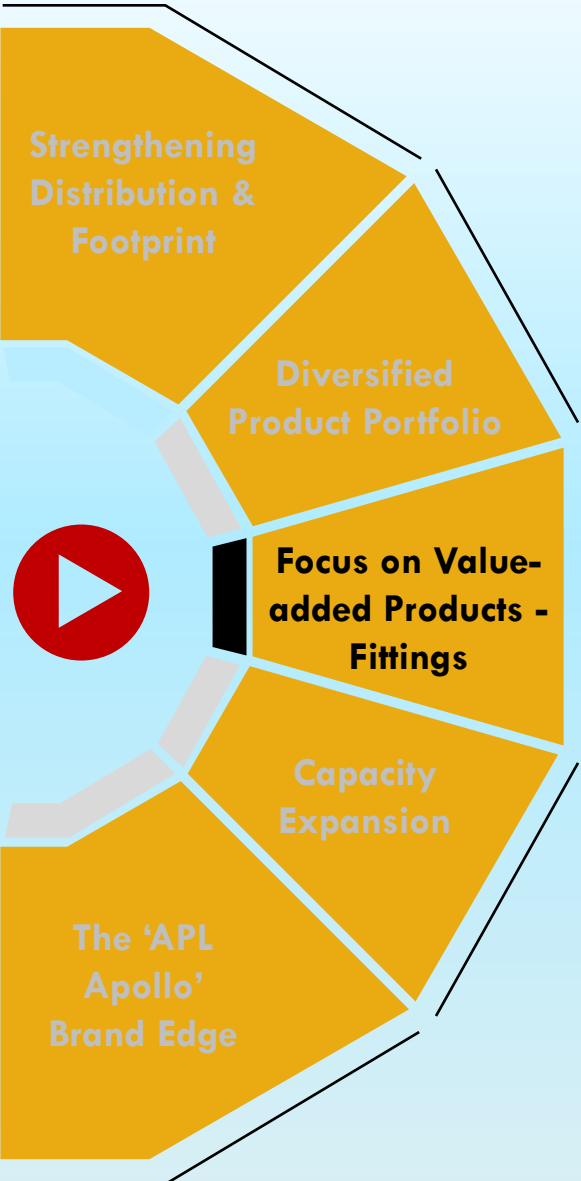
- Establishing a solid presence in key markets
- Strong presence in North India – extending market reach in other parts of India.
- Growing outreach offer a series of benefits such as multiple touch points, business scale, brand reach and elevation of business capabilities
  - Adopted cash-n-carry model, which helps optimize receivables and guarantee actual cash receipts

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



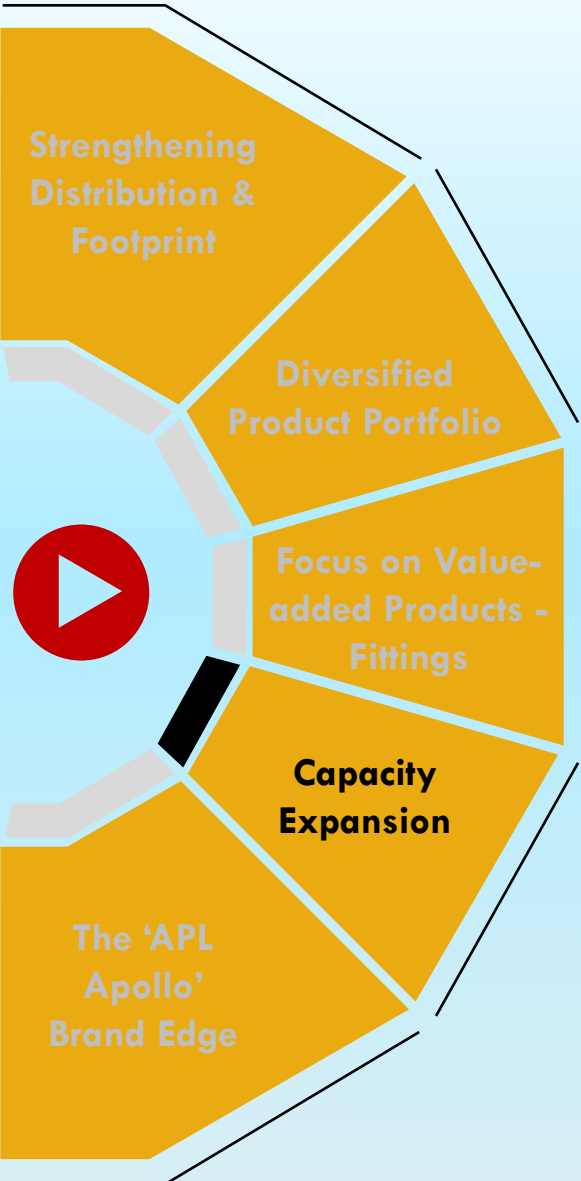
- Range of products manufactured at the technologically-advanced manufacturing facility at Dadri and Ahmedabad
- Emphasis on innovation: One of the first companies to launch “Super Lock System” pipes in the country
  - Awarded 10 year patent for the innovative product
- Offers the widest range of pipe sizes in the domestic industry. (1/2” to 16”)
- Enhancing product offerings across the value added chain to drive growth
- Launched ‘Plastic Faucets, Taps and Showers’ in the domestic market – to drive higher brand visibility through New Products

# Sharp focus on Value-Added Products: Fittings – to help strengthen the value chain



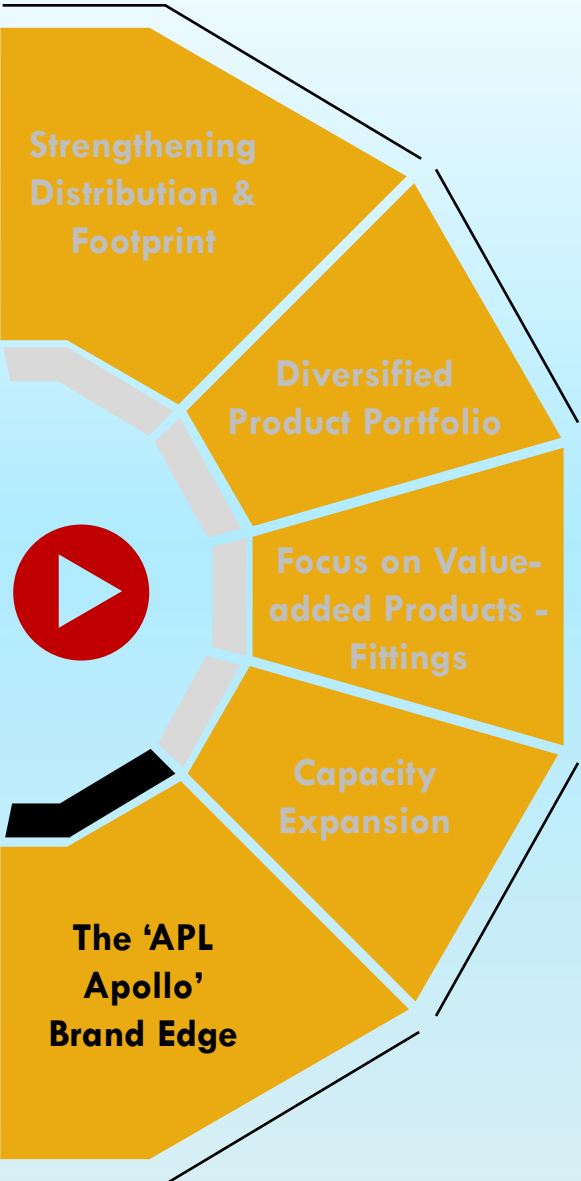
- Focused approach towards Fittings across uPVC and cPVC that offer significantly higher margins
- High-growth segment – rapidly gaining market share
- Focus on increasing revenue contribution from fittings & tap segment from 13% in FY19 to 16% by FY20
- Capacity expansion planned to cater growing demand

# Capacity Expansion to aid long-term growth plan – to achieve 90,000 MTPA by March 2020



- Total available capacity of 63,000 MTPA
- Undertaking a phase-wise capacity expansion at the existing facilities of Dadri and Ahmedabad over the next few quarters
  - Focus in the near term more towards catering to demand in the newer markets through the already established facilities
- In the longer term, the Company will be establishing Greenfield facility in Raipur
  - Upcoming unit to facilitate higher production and reduce logistics costs
- The Company is also evaluating in-organic opportunities to expand its reach, presence in new markets, and capacities
- Targeting a total installed capacity of 90,000 MTPA by March 2020

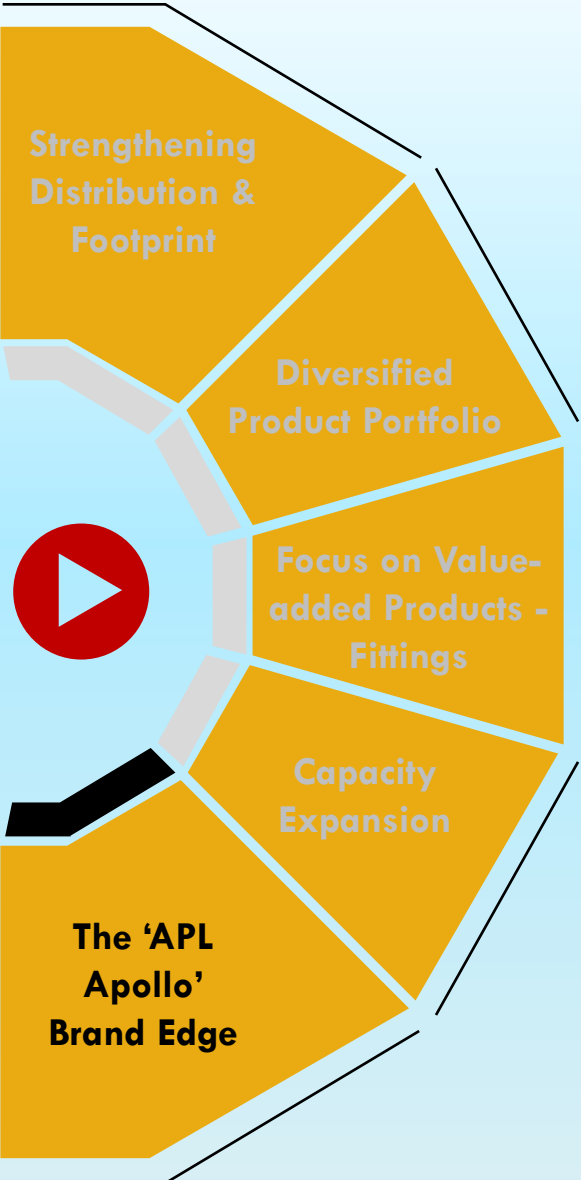
# Efficiently leverage the 'APL Apollo' brand reach and recall to drive higher growth



- The 'APL Apollo' brand has covered several milestones in its journey since inception
- Brand synonymous with quality and reliability of operations
- Strong brand recall amongst several distributors and customers
- The Company's association with the brand, its diverse product range and offerings across sectors ups the ante in terms of reach and competitiveness of the Company
- Undertaking various brand building and brand awareness initiatives to further strengthen Brand reach
  - APL Apollo group launched a branding campaign supporting Delhi Capitals for IPL, India's biggest sports event and giant platform on the television, thereby enabling maximum reach and generating mass connect and visibility

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

35



IPL TVC –  
Principal  
sponsor of  
Delhi  
Capitals in  
IPL 2019



Key Focus

# Key Focus Areas

**Continuous Branding Activities** – To leverage on **Brand ‘APL Apollo’**

**Diversifying brand presence** – Catering to Central, Western & Southern India through established facilities located in Ahmedabad & Dadri

**New Product launches** – Targeting a basket of **2,000+ products** with immaculate features and utility of products

**Cost Efficiency** – Well-penetrated distribution network to reduce logistic costs at all levels of operations

**Tapping Macro-Growth Opportunities** – Across sectors – Agriculture, Urban Infrastructure, Transportation

**Capacity Upgradation** – Continuous upgradation of existing facilities

**Premium Quality** – To deliver product quality synonymous with the ‘APL Apollo’ brand

**Streamlined Operations** – To ensure smooth project realization through an extensive and Pan-India distributor network



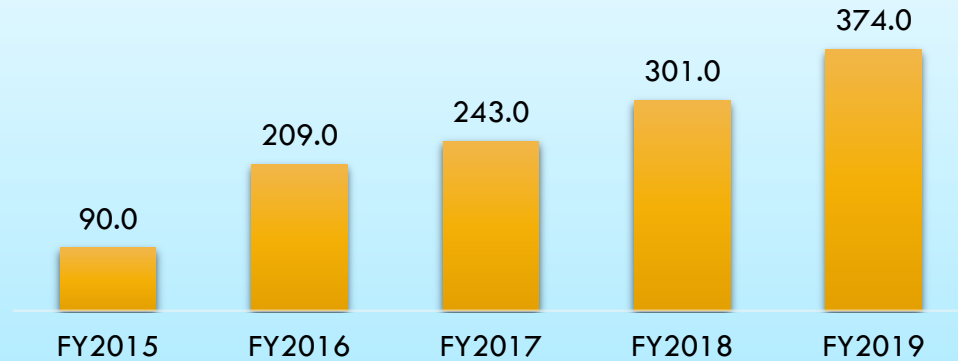
# Financial Highlights



# Financial Trend

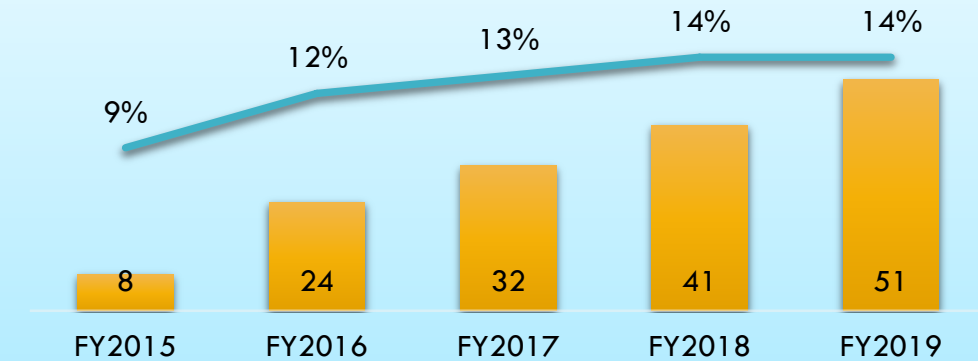
CAGR – 43%

## Revenue (Rs. Cr)



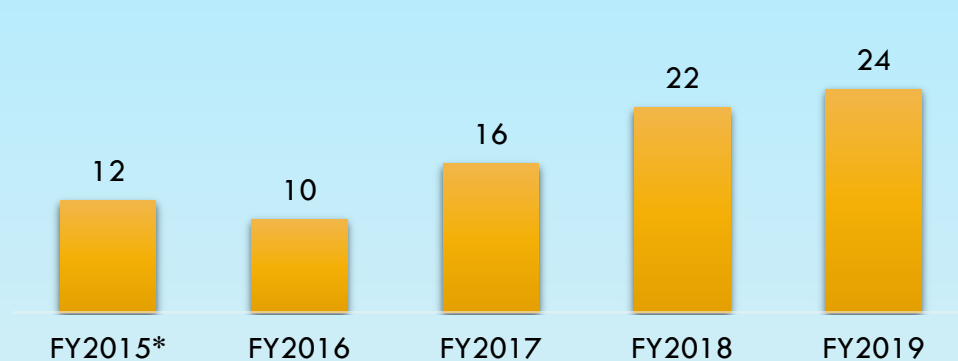
CAGR – 59%

## EBITDA (Rs. Cr) — EBITDA Margins (%)



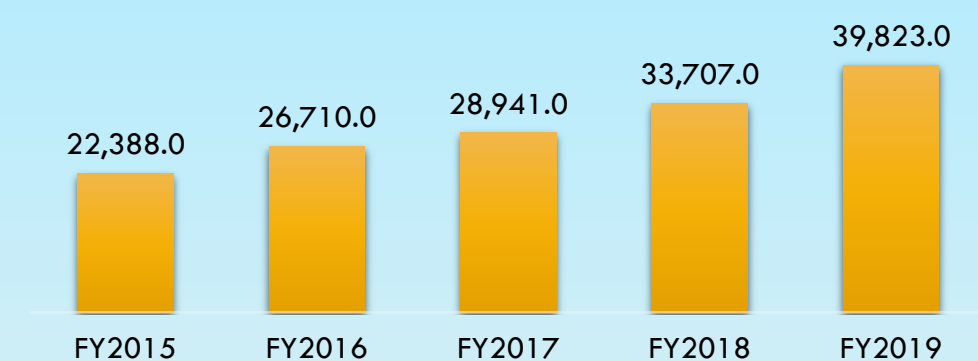
CAGR – 14%

## PAT (Rs. Cr)



CAGR – 15%

## Volume (MTPA)



## 5-year Financial Track-record

Particulars	FY2015	FY2016	FY2017	FY2018	FY2019
Net Worth (Rs. Cr)	45.0	55.0	91.4	113.3	229.8
Cash and cash equivalents	2.9	2.0	8.0	0.1	0.1
Capex for the year (Rs. Cr)	24.0	12.2	9.1	17.1	48.2
Inventory (Rs. Cr)	24.9	13.7	22.7	44.3	52.3
Inventory Days	101.5	24.0	34.3	55.2	52.7
Debtors (Rs. Cr)	19.7	29.5	34.2	38.5	35.8
Debtor Days	69.9	45.0	45.1	41.7	31.4
Creditor (Rs. Cr)	9.1	8.8	18.9	39.0	36.1
Creditor Days	37.2	15.4	28.6	48.6	36.4
Net Working Capital (Rs. Cr)	35.5	34.4	38.0	43.9	51.9
Net Working Capital Days	134.1	53.6	50.1	48.4	47.7
Dividend Per Share (Rs)	0	0	0	0	1
Dividend Payout Ratio	0%	0%	0%	0%	5%

# Annexure





## Apollo Pipes Limited Q4 & FY19 Earnings Conference Call

Time	<ul style="list-style-type: none"><li>• 11:00 am IST on Thursday, May 30, 2019</li></ul>
Local dial-in numbers	<ul style="list-style-type: none"><li>• +91 22 6280 1141</li><li>• +91 22 7115 8042</li></ul>
International Toll Free Number	<ul style="list-style-type: none"><li>• Hong Kong: 800 964 448</li><li>• Singapore: 800 101 2045</li><li>• UK: 0 808 101 1573</li><li>• USA: 1 866 746 2133</li></ul>

# About Us

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Apollo Pipes (BSE: 531761), 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 and Ahmedabad, Gujarat with a total capacity of 63,000 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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**Ajay K. Jain**

**Apollo Pipes Ltd**

Email: [akjain@apollopipes.com](mailto:akjain@apollopipes.com)

**Anoop Poojari / Mit Shah**

**CDR India**

Tel: +91 22 6645 1211/ 6645 1217

Email: [anoop@cdr-india.com](mailto:anoop@cdr-india.com)

[mit@cdr-india.com](mailto:mit@cdr-india.com)



Thank You

