

SEC/3001/2024

By E-Filing

January 30, 2024

National Stock Exchange of India Limited "Exchange Plaza", C-1, Block G, Bandra- Kurla Complex, Bandra (E), Mumbai - 400 051. Scrip Symbol : APARINDS Kind Attn.: Listing Department	BSE Limited Corporate Relations Department, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001. Scrip Code : 532259 Kind Attn. : Corporate Relationship Department
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Sub. : Investor Update - Q3FY24

Ref.: Regulation 30 and all other applicable regulations, if any, of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended from time to time.

Dear Sir / Madam,

We are enclosing herewith an Investor Update (Earnings Call Update) for the **Third Quarter and Nine Months' period ended December 31, 2023** of the Current Financial Year 2023-24 for the information of members and investors.

Thanking you,

Yours Faithfully,

For APAR Industries Limited

(Sanjaya Kunder)
Company Secretary

Encl. : As Above



EARNINGS CALL UPDATE

January 2024



Q3 FY24: Revenue growth 2%, high US revenue in base LY. Sales growth ex-US 17.2%, strong growth in EBITDA and PAT

Revenue

2% YoY
 INR **4,013** crores

EBITDA*

24% YoY
 INR **432** crores

Margin at 10.8% up 190 bps YoY

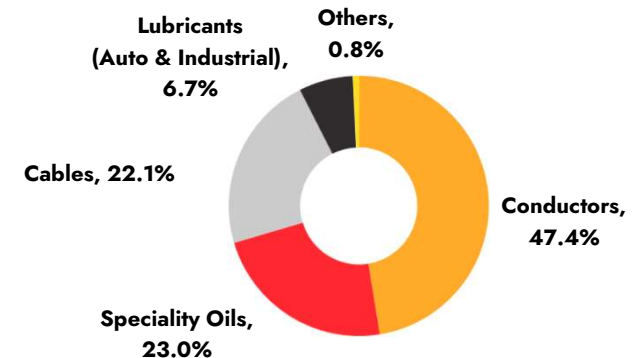
PAT

28% YoY
 INR **218** crores

Margin at 5.4% up 110 bps YoY

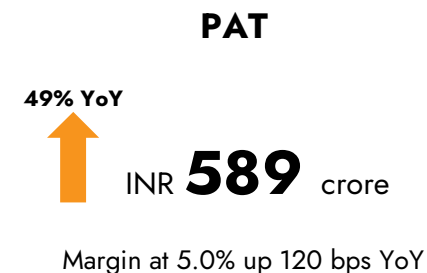
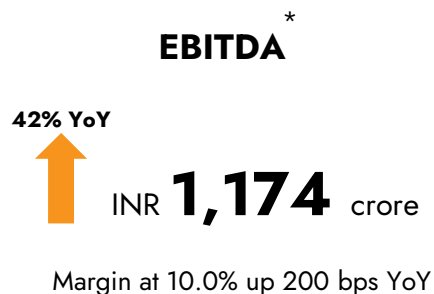
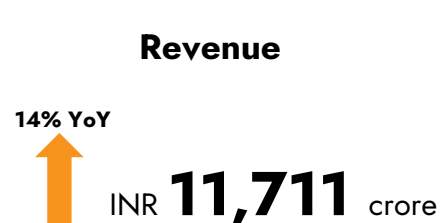
- Due to de-inventorising by US customers, US sales in Q3 down v/s LY. However strong domestic demand partly offset the drop in US volumes, accordingly global sales ex-US grew by 17.2% YoY.
- Export mix at 39.0% versus 50.2% in LY Q3
- EBITDA up 24% YoY on the back of higher margins in oil business and low base in last year
 - Conductor business continues to record high EBITDA post forex at INR 41,530 per MT on the back of premiumisation
 - Cable business continued double digit EBITDA post forex margin at 11.5%
 - Oil business recorded EBITDA post forex at INR 8,157 per KL. Profitability for the quarter was higher, in part due to delay in shipments of base oils, resulting in a lower weighted average cost of inventory which will increase in Q4
- PAT up 28% YoY to reach INR 218 crores with 5.4% margin versus 4.3% in Q3 FY23

Segmental Mix Q3 FY24 Revenue

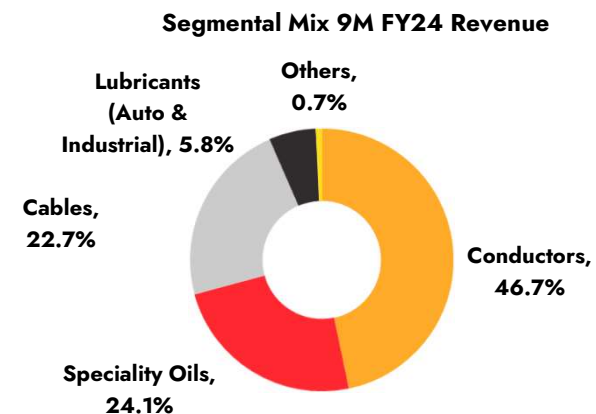


* EBITDA post open period forex excluding interest income, corporate unallocable expenditure

9M FY24: Revenue grew by 14% YoY; revenue ex-US grew by 20%. Strong growth in EBITDA margin continues

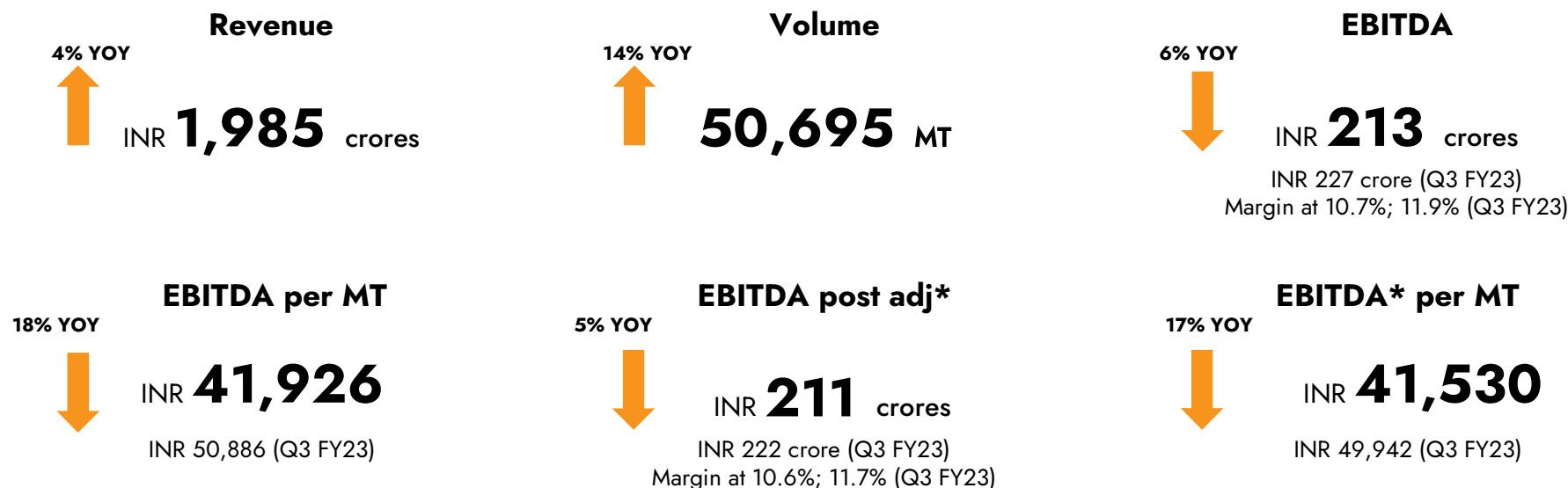


- 9M FY24 revenue up 14% YoY with growths coming in from all the three business divisions on the back of higher volumes
 - Export mix is 45.6% in versus 45.4% in 9M FY23
- EBITDA up 42% YoY due to higher volume and improved margin profile in conductor, cables & oil
 - Conductor business recorded EBITDA at INR 39,777 per MT
 - Oil business recorded with EBITDA at INR 6,257 per KL
 - Cable business recorded EBITDA at 11.4%
- PAT was up 49% YoY to reach INR 589 crore with 5.0% margin versus 3.8% in 9M FY23



* EBITDA post open period forex excluding interest income, corporate unallocable expenditure

Conductors: Q3 FY24 highlights



- Revenue up 4% YoY; volume up 14% v/s LY. Global sales ex-US grew by 28.3%. Domestic deliveries of aluminium & HTLS conductors, Rods was in good demand
- Exports mix at 40.2% to revenues v/s 49.6% LY
- Premium products share (HEC + Copper Conductor + OPGW + CTC) 42.0% in Q3 FY24
 - HEC contributed 18.4 % in Q3 FY24.
- EBITDA* per MT at INR 41,530, at high levels on the back of premiumisation and exports
- EBDTA** per MT INR 30,767
- New order inflow of INR 1,896 crore
- Robust order book at INR 6,081 crore with 40.1% share from premium products. Export contributes 48% of total order book

* After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

Conductors: 9M FY24 highlights

Revenue
17% YOY
↑
INR **5,703** crore

Volume
36% YOY
↑
1,50,334 MT

EBITDA
38% YOY
↑
INR **601** crore
INR 434 crore (9M FY23)
Margin at 10.5%; 8.9% (9M FY23)

EBITDA per MT
2% YOY
↑
INR **39,966**
INR 39,232 (9M FY23)

EBITDA post adj*
43% YOY
↑
INR **598** crore
INR 419 crore (9M FY23)
Margin at 10.5%; 8.6% (9M FY23)

EBITDA* per MT
5% YOY
↑
INR **39,777**
INR 37,900 (9M FY23)

- Revenue up 17% YoY on the back of higher exports.
 - Exports mix at 46.7% of revenue v/s 43.4% in 9M FY23
- Premium products share (HEC + Copper Conductor + OPGW + CTC) 42.3 % in 9M FY24
 - HEC contributed 19.5% in 9M FY24
- EBITDA* per MT at INR 39,777 remains strong on the back of good mix of premium products and exports.
- EBDTA** per MT INR 31,043
- New order inflow of INR 6,354 crore, up 16% YoY
- Robust order book at INR 6,081 crore with 40.1% share from premium products. Export contributes 48% of total order book

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

Speciality Oils & Lubricants : Q3 FY24 highlights

Revenue
0.2% YOY
↑
INR **1,244** crores

Volume
8% YOY
↑
1,36,329 KL

EBITDA
328% YOY
↑
INR **114** crores
INR 27 crores (Q3 FY23)
Margin at 9.2%; 2.1% (Q3 FY23)

EBITDA per KL
298% YOY
↑
INR **8,357**
INR 2,098 (Q3 FY23)

EBITDA post adj*
433% YOY
↑
INR **111** crores
INR 21 crores (Q3 FY23)
Margin at 8.9%; 1.7% (Q3 FY23)

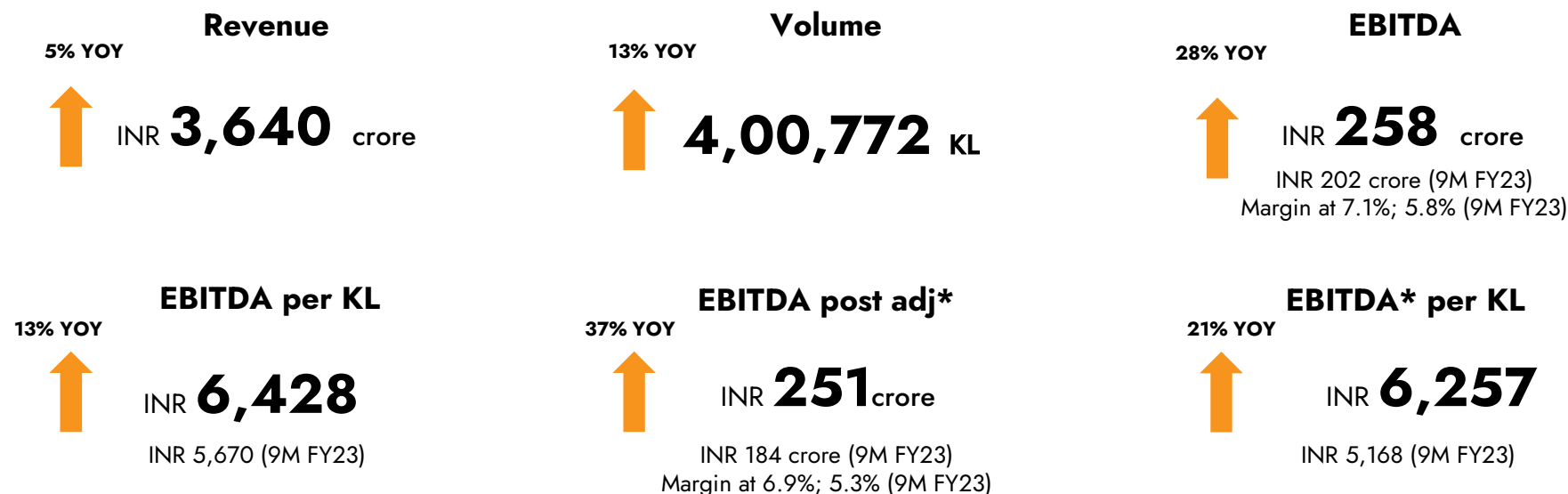
EBITDA* per KL
396% YOY
↑
INR **8,157**
INR 1,645 (Q3 FY23)

- Revenue is flattish on YoY basis. Volume is up 8% YoY. Export contributed 44.3% to revenue v/s 44.9% in LY Q3
- Global Transformer oil volume up 16% v/s Q3 LY
- EBITDA post forex adjustment* was at INR 8,157 per KL which is up 396% on the back of better pricing in current quarter and low margin profile in last year
- Profitability for the quarter was higher, in part due to delay in shipments of base oils, resulting in a lower weighted average cost of inventory which will increase in Q4
- EBDTA** per KL INR 6,401

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

Speciality Oils & Lubricants : 9M FY24 highlights



- Revenue up 5% YoY; volume up by 13% v/s 9M FY23. Export contributed 46.4% to revenue v/s 45.6% in LY Q3
- Global Transformer oil volume up 12% v/s Q3 LY
- EBITDA post forex adjustment came at INR 6,257 per KL up 21% YoY
- EBDTA** per KL INR 4,536

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

Lubricants : Q3 FY24 highlights



- Revenue is up by 18% in Q3 FY24 vs Q3 FY23
- Industrial volume is down 5% YoY, Automotive volume is up by 10% YoY

Note: Above numbers are given only for analytical purpose. These numbers are already included in Slide 6 in Specialty Oils & Lubricants performance

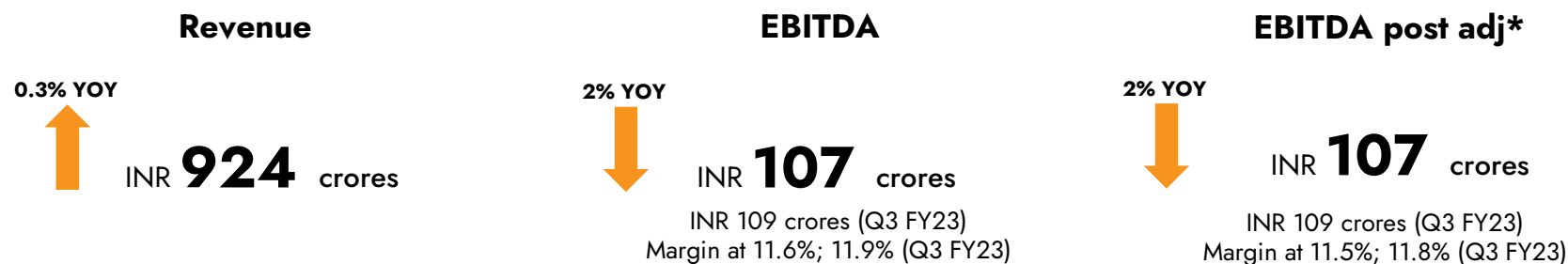
Lubricants : 9M FY24 highlights



- Revenue is up 6% on YoY basis
- Industrial volume remains flat YoY, Automotive volume up 4% YoY.

Note: Above numbers are given only for analytical purpose. These numbers are already included in Slide 7 in Specialty Oils & Lubricants performance

Cables : Q3 FY24 highlights

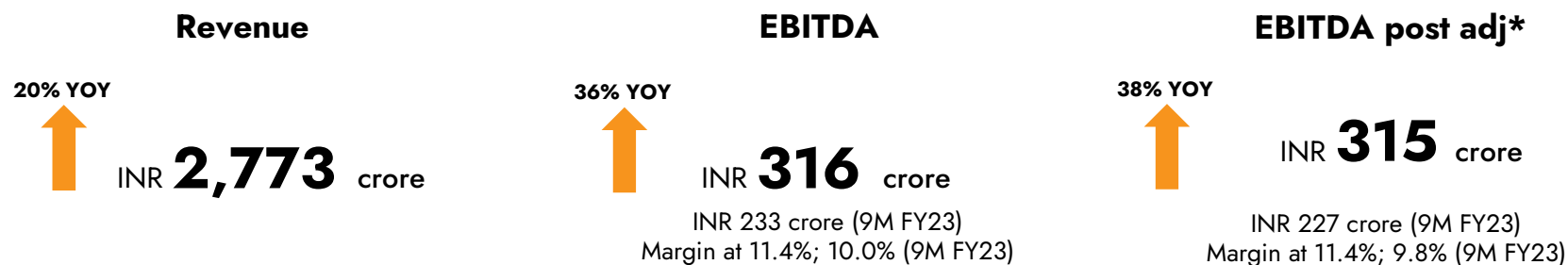


- Revenue is flattish on YoY due to high base of US sales in LY. Global sales ex- US up 24.1%
- Exports contribute 30.6% of sales in Q3 FY24 versus 60.1% in Q3 FY23. Export mix is lower due to de-inventorisation by US customers
- EBITDA, post forex adjustment continue to sustain double-digit margin at 11.5% v/s 11.8% in LY
- EBDTA** 9.6% of sales
- Robust order book at INR 1,124 crore. The US & EU enquiry levels have increased.

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

Cables : 9M FY24 highlights



- Revenue up by 20% YoY due to increase in Elastomeric products and exports. Global sales ex-US grew 43.1% v/s 9M FY23.
 - Export Mix is 43.7% of sales in 9M FY24 versus 50.7% in 9M FY23.
- EBITDA, post forex adjustment at 11.4% versus 9.8% in 9M FY23.
- EBDTA** 9.5% of sales
 - EBITDA margin up by 160 bps YoY with improved order/product mix
- Robust order book at INR 1,124 crore. The US & EU enquiry levels have increased.

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

9M FY24 Division-wise EBITDA to PAT

Particulars	Oil	Conductor	Cable	Others	Total
EBITDA pre-open period forex (Note 1)	258.0	600.8	315.5	10.3	1,184.7
Open period forex (Note 2)	6.8	2.8	0.6	0.0	10.3
EBIDTA post open period forex	251.2	598.0	314.9	10.3	1,174.4
Finance cost (ex open period forex) (Note 3)	69.0	130.9	50.3	0.0	250.2
Unallocable forex loss (Note 4)	0.3	0.4	0.7		1.4
EBDTA	181.8	466.7	264.0	10.3	922.8
Unallocable expenses, net of unallocable other income	19.0	17.4	17.9		54.3
Depreciation	20.0	32.7	30.7	0.9	84.2
PBT	142.8	416.6	215.4	9.4	784.3
Tax	36.4	103.2	53.3	2.4	195.4
PAT	106.4	313.4	162.1	7.0	588.9
EPS YTD	27.7	81.5	42.2	1.8	153.2

Notes:-

- (1) Profit before tax + Depreciation + Finance cost – Interest income + Unallocable expense net of unallocable other income
- (2) Included in the finance cost in the published results
- (3) Finance cost (ex open period forex) is after net of interest income on surplus funds
- (4) Included in the unallocable expenditure as per the published result

ANNEXURES



Q3 FY24: Consolidated Profit & Loss Statement

Particulars	Q3 FY24	Q3 FY23	% Chg YoY	Q2 FY24	% Chg QoQ
Gross sales	3,990.6	3,916.9	1.9%	3,894.0	2.5%
Other Operating Income	22.6	22.0	2.7%	31.5	(28.3%)
Total Operating Income	4,013.2	3,938.9	1.9%	3,925.5	2.2%
Total Expenditure	3,608.1	3,595.7	0.3%	3,575.7	0.9%
Cost of Raw Materials	2,973.8	2,937.7	1.2%	2,979.3	(0.2%)
Employees Cost	72.9	51.5	41.5%	72.4	0.7%
Other Expenditure	561.4	606.5	(7.4%)	524.1	7.1%
Profit from operations before other income, finance costs and exceptional items	405.0	343.2	18.0%	349.8	15.8%
Other Income	20.9	6.6	216.6%	18.3	14.2%
EBITDA	426.0	349.9	21.7%	368.0	15.7%
Depreciation	28.8	26.1	10.3%	28.2	2.1%
EBIT	397.1	323.8	22.6%	339.9	16.8%
Interest & Finance charges	112.8	94.0	20.1%	103.1	9.4%
PBT	284.3	229.8	23.7%	236.8	20.1%
Tax Expense	66.7	59.9	11.4%	62.9	6.0%
Net Profit	217.6	169.9	28.1%	173.9	25.1%

Q3 FY24: Consolidated Segment Analysis

Segments	Q3 FY24	Q3 FY23	% Chg YoY	Q2 FY24	% Chg QoQ
Revenue					
Conductors	1,985.5	1,908.1	4.1%	1,943.3	2.2%
Transformer & Specialty Oils	1,244.2	1,241.2	0.2%	1,198.1	3.8%
Power & Telecom Cables	924.0	921.1	0.3%	882.3	4.7%
Others/Unallocated	31.4	27.1	16.0%	29.2	7.5%
Total	4,185.2	4,097.5	2.1%	4,052.9	3.3%
Less: Inter - Segment Revenue	(172.0)	(158.6)	8.5%	(127.4)	35.0%
Revenue from Operations	4,013.2	3,938.9	1.9%	3,925.5	2.2%

Segment contribution- as % to total revenue	Q3 FY24	Q3 FY23	Q2 FY24
Conductors	47.4%	46.6%	47.9%
Transformer & Specialty Oils	29.7%	30.3%	29.6%
Power and Telecom Cables	22.1%	22.5%	21.8%

Q3 FY24: Consolidated Segment Analysis

Segment	Q3 FY24	Q3 FY23	% Chg YoY	Q2 FY24	% Chg QoQ
Segment Results before Interest and Tax					
Conductors	209.2	216.8	-3.5%	207.0	1.1%
Transformer & Specialty Oils	108.1	20.8	419.7%	59.8	80.7%
Power and Telecom Cables	98.3	101.4	-3.1%	90.6	8.5%
Others/Unallocated	3.1	3.0	3.3%	3.3	-6.1%
Total	418.6	342.1	22.4%	360.8	16.0%
Less : Finance costs (net)	(112.8)	(94.0)	20.1%	(103.1)	9.4%
Less : Unallocable expenditure net of income	(21.5)	(18.3)	17.5%	(20.9)	2.9%
Profit before Tax	284.3	229.8	23.7%	236.8	20.1%
Segment Results – % to Segment Revenue					
Conductors	10.5%	11.4%		10.7%	
Transformer & Specialty Oils	8.7%	1.7%		5.0%	
Power and Telecom Cables	10.6%	11.0%		10.3%	
Total	10.0%	8.3%		8.9%	

Q3 FY24: Financials

Key Ratios	Q3 FY24	Q3 FY23	Q2 FY24
EBITDA Margin	10.6%	8.9%	9.4%
Net Margin	5.4%	4.3%	4.4%
Total Expenditure/ Total Net Operating Income	89.9%	91.3%	91.1%
Raw Material Cost/ Total Net Operating Income	74.1%	74.6%	75.9%
Staff Cost/ Total Net Operating Income	1.8%	1.3%	1.8%
Other Expenditure/ Total Net Operating Income	14.0%	15.4%	13.4%

Capital Employed	Q3 FY24	Q3 FY23	Q2 FY24
Conductors	1,404.4	1,091.9	1,122.3
Transformer and Speciality Oils	948.7	565.1	836.5
Power/Telecom Cable	987.0	701.9	818.2
Others	764.2	28.3	51.4
Total	4,104.3	2,387.2	2,828.4

9M FY24: Consolidated Profit & Loss Statement

Particulars	9M FY24	9M FY23	% Chg YoY
Gross sales	11,625.8	10,216.1	13.8%
Other Operating Income	85.3	47.5	79.6%
Total Operating Income	11,711.1	10,263.6	14.1%
Total Expenditure	10,610.1	9,460.5	12.2%
Cost of Raw Materials	8,800.6	7,726.8	13.9%
Employees Cost	210.9	150.5	40.1%
Other Expenditure	1,598.6	1,583.2	1.0%
Profit from operations before other income, finance costs and depreciation	1,101.0	803.0	37.1%
Other Income	53.0	26.8	97.8%
EBITDA	1,154.0	829.8	39.1%
Depreciation	84.2	77.1	9.2%
EBIT	1,069.7	752.8	42.1%
Interest & Finance charges	285.5	226.4	26.1%
PBT	784.2	526.4	49.0%
Tax Expense	195.3	131.4	48.6%
Net Profit	588.9	395.0	49.1%

9M FY24: Consolidated Segment Analysis

Segment	9M FY24	9M FY23	% Chg YoY
Revenue			
Conductors	5,702.9	4,891.7	16.6%
Transformer & Specialty Oils	3,639.8	3,481.7	4.5%
Power & Telecom Cables	2,773.1	2,320.5	19.5%
Others/Unallocated	89.6	77.4	15.8%
Total Revenue	12,205.4	10,771.3	13.3%
Less: Inter - Segment Revenue	(494.3)	(507.7)	(2.6%)
Revenue from Operations	11,711.1	10,263.6	14.1%

Segment contribution- as % to total revenue	9M FY24	9M FY23
Conductors	46.7%	45.4%
Transformer & Specialty Oils	29.8%	32.3%
Power and Telecom Cables	22.7%	21.5%

9M FY24: Consolidated Segment Analysis

Segment	9M FY24	9M FY23	% Chg YoY
Segment Results before Interest and Tax			
Conductors	586.7	407.4	44.0%
Transformer & Specialty Oils	240.5	185.0	30.0%
Power and Telecom Cables	290.9	209.7	38.7%
Others/Unallocated	9.5	4.8	97.9%
Total	1127.6	806.9	39.7%
Less : Finance costs (net)	(285.5)	(226.4)	26.1%
Less : Unallocable expenditure net of income	(57.9)	(54.1)	7.0%
Profit before Tax	784.2	526.4	49.0%
Segment Results – % to Segment Revenue			
Conductors	10.3%	8.3%	
Transformer & Specialty Oils	6.6%	5.3%	
Power and Telecom Cables	10.5%	9.0%	
Total	9.2%	7.5%	

9M FY24: Financials

Key Ratios	9M FY24	9M FY23
EBITDA Margin	9.9%	8.1%
Net Margin	5.1%	3.9%
Total Expenditure/ Total Net Operating Income	90.6%	92.2%
Raw Material Cost/ Total Net Operating Income	75.1%	75.3%
Staff Cost/ Total Net Operating Income	1.8%	1.5%
Other Expenditure/ Total Net Operating Income	13.7%	15.4%

Capital Employed	9M FY24	9M FY23
Conductors	1,404.4	1,091.9
Transformer and Speciality Oils	948.7	565.1
Power/Telecom Cable	987.0	701.9
Others	764.2	28.3
Total	4,104.3	2,387.2

SHAREHOLDING PATTERN



Market performance and shareholding structure

APAR has been consistently outperforming market

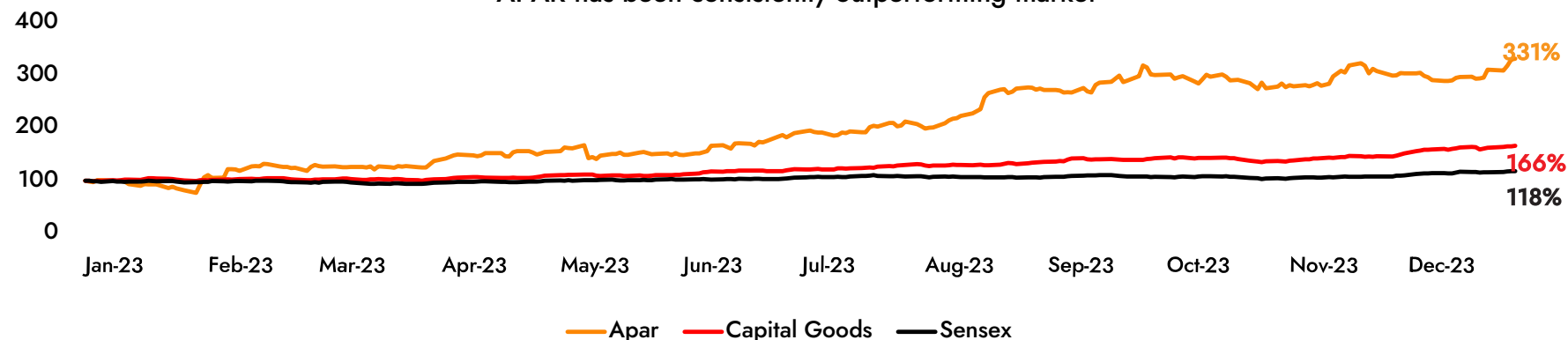
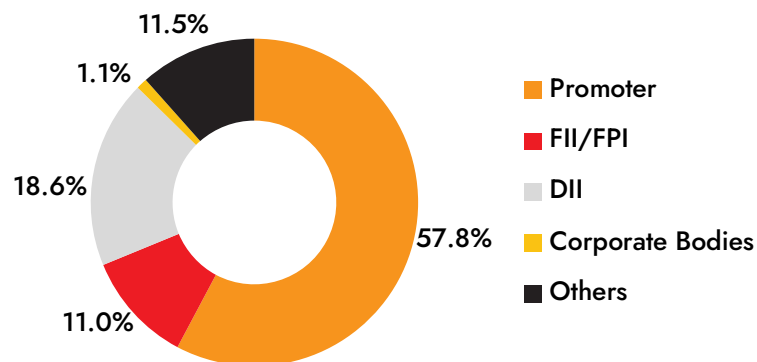


Chart has been re-based to 100

As on December 31, 2023
Outstanding shares – 4,01,68,315



Major Non-Promoter Shareholders	Shareholding (%)
HDFC Trustee Company Ltd.	4.35
DSP Flexi Cap Fund	3.88
Nippon Life India Trustee Ltd.	2.72
HSBC Small Cap Fund.	2.36



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Thank You

