

February 05, 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 - Investor
Presentation, Result Presentation and Press Release.**

Dear Sir,

Pursuant to the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015,
please find enclosed following:

1. Investor Presentation (February, 2019); and
2. Earnings presentation and press release of un-audited financial results for third quarter
and nine months ended December 31, 2018.

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

Thanking you

Yours Sincerely
For Apollo Pipes Limited

Anand K. Pandey
Anand Kumar Pandey
Company Secretary



Encl.: A/a



APOLLO PIPES LIMITED

Investor Presentation – February 2019



Disclaimer

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 the Company's ability to successfully implement its strategy, growth and expansion plans, obtain regulatory approvals, provisioning policies, technological changes, investment and business income, cash flow projections, 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.

COMPANY OVERVIEW





One of the leading PVC pipe manufacturers

70,000

MTPA - Available
Capacity

10+

Presence in Global
marketplaces

~48
Hours

Among the fastest
turnover time in
industry

1,16,000

MTPA - Available
capacity targeted by
FY2020

1,000+

Products

15%

Volume Growth
5-yr CAGR

Among the top 10 leading PVC pipe manufacturers in India

Success Milestones



- Commenced PVC pipe manufacturing operations
- Established 3,000 MTPA plant in Sikanderabad, U.P.

- Started manufacturing uPVC Plumbing fittings with 180 MTPA capacity

- First in North India to install 900 kg/hr PVC extension line
- Expanded capacity by 10,000 MTPA
- Took total available capacity to 50,000 MTPA

- Purchased a land with building in Noida to develop Apollo Pipes' corporate office
- Introduced a brand new product range of premium plastic faucets, taps, showers and accessories
- Began work on establishing facility in Raipur to cater to central and Eastern India

2000

2005-10

2013

2014-15

2016

2017

2018

- Started manufacturing HDPE pipes
- Setup new plant at Dadri – UP of Capacity – 21000 MTPA
- 1st Company to start manufacturing of patented uPVC column pipes in North India

- Commenced manufacturing cPVC Pipes & fittings using Remone, France resin
- Started manufacturing uPVC agri and SWR fittings

- Largest plastic piping solution company
- Installed capacity of molding division enhanced to 2,700 MTPA
- Began work on establishing facility in Ahmedabad, Gujarat to cater Western India

Robust growth trend over last 5 years (FY14 – FY18)

15%
growth in Sales Volume

29%
growth in EBITDA

53%
growth in PAT

Growth Map

Figures in Rs. crore

| Particulars | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | CAGR |
|------------------------------------|--------|--------|--------|--------|---------------|------------|
| Revenues | 149 | 179 | 208 | 239 | 284 | 18% |
| EBITDA | 12 | 16 | 24 | 32 | 33 | 29% |
| PAT | 4 | 14* | 10 | 16 | 22 | 53% |
| Available Capacity MTPA (~) | 34,000 | 35,000 | 52,000 | 53,000 | 60,000 | 15% |
| Sales Volume (MTPA) | 19,323 | 22,388 | 26,710 | 28,941 | 33,707 | 15% |

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



Key Strengths



Strong foothold in India



Proven expertise in complex projects



Multiple and efficient product offerings – 1,000+ products



Catering to multiple sectors –
Agriculture, Water Management, Infrastructure



Strong and highly experienced Management Team



Advanced & efficient equipment & technology

Product Portfolio- Diversified Basket of 1,000+ Products



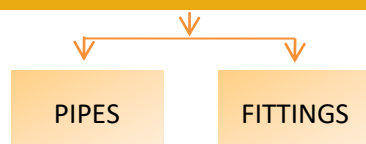
uPVC PIPING SYSTEM



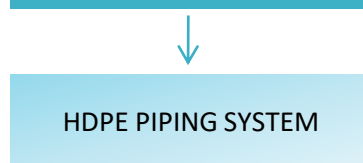
- | | |
|----------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------|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



cPVC PIPING SYSTEM



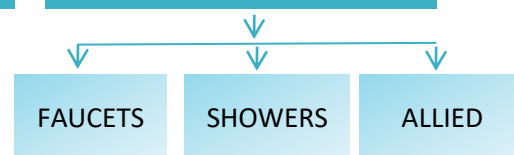
HDPE PRODUCTS



- PLB DUCTS
- IRRIGATION PIPES
- SPRINKLER PIPES



**PLASTIC TAPS/
FAUCETS/SHOWERS**



Product Application across Sectors



Aiming Pan-India Distribution Presence

Enjoys a
dominant and
leading
presence in
North India

Tapping newer
markets to reduce
inventory cost for
Distributors &
Dealers

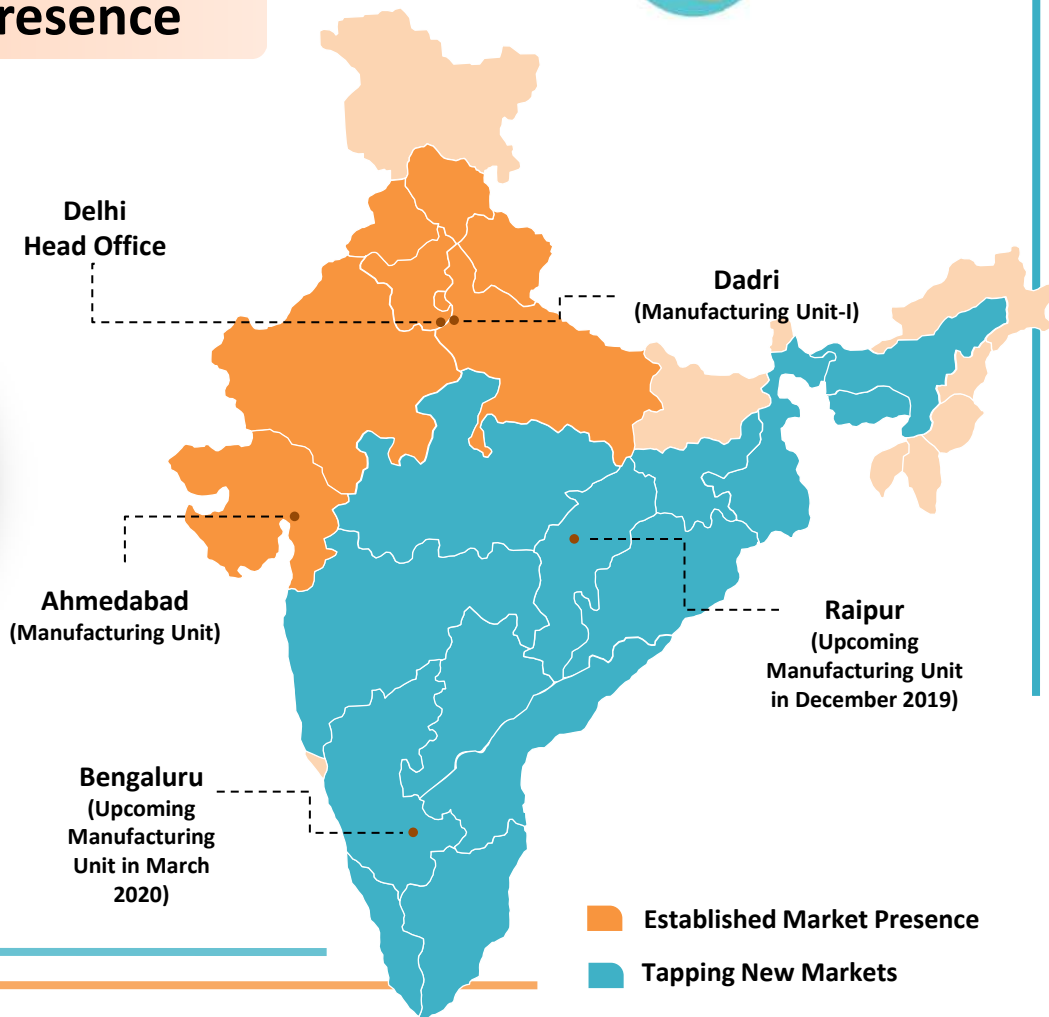
Extensive
distribution
network
significantly
reduces delivery
time to 48 hours
(from 10-12 days)

450+

Dealers/Retailers

120+

Consignment Agents
Stockist Distributors



Manufacturing Facilities

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



Experienced Management Team

Mr. Sameer Gupta

Managing Director

B.Com Honors from Delhi University (SRCC)

Mr. Sameer Gupta joined the family business in the year 2000 and established the PVC Pipes unit business

Under his leadership, the Company continues to reach newer heights, nurturing the values of Hard Work, Commitment to Quality, Excellence & Growth

Mr. Sanjay Gupta

Chairman

Mr. Sanjay Gupta is the second generation of the entrepreneurial family

Holds a rich experience of over 3 decades in the steel & pipe industry

Mr. A.K. Jain

CFO

Chartered Accountant
ICAI,
20 Years in the field of Finance and Accounting

Mr. Manoj Sharma

Senior General Manager (Sales)

B. Sc,
25 Years into Plastic Pipes Sales & Marketing

Mr. V.S. Verma

Senior General Manager (Business Development)

BE(EEE),
23 Years Experience in field of Project
Engg., Product Development & Procurement

Mr. N.S. Rana

General Manager (Production)

B.Sc & CIPET,
30 Years into Plastic Pipes Processing



Our Health, Safety and Environmental Policy

- ✓ 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
- ✓ High level of machine maintenance
- ✓ Complete in-house set-up for re-use of Polymer Waste ensuring nil environmental pollution





MACRO GROWTH LEVERS



At the Forefront of multiple sector trends

Urban Infrastructure / Construction :

- Increasing Urbanization, changing consumer preferences and a shift towards branded products
- Pipes for a varied usage: Water Management, Waste Management, Water Drainage & Sewerage System, Urban Transport, Urban Roads
- 'Housing for All' scheme
- 'Smart Cities' scheme
- Urban & rural housing – both driving demand for pipes



Infrastructure push to enhance opportunity for PVC piping system in plumbing and distribution

At the Forefront of multiple sector trends

Water Management :

- Government focus on water and sanitation management
- Strong 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



Rehabilitation of aging pipelines and installation of new pipes in transportation of liquids offers a significant opportunity

At the Forefront of multiple sector trends

Agriculture Focus :

- Improving irrigation schemes for farmers
- Water Table Depletion – increase in bore well activities leading to higher demand of larger diameter pipes
- In 2018-19, irrigation projects are to start in 96 “deprived-irrigation districts” with Rs 2,600 crore set aside under the Pradhan Mantri Krishi Sinchai Yojana (PMKSY) scheme
- Increase in land under irrigation for food production



Increasing agriculture focus will have better demand for irrigation and thus demand for PVC pipes

STRATEGIC GROWTH PILLARS



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

01 Strengthening Distribution & Footprint

02 Diversified Product Portfolio

03 Focus on Value-added Products - Fittings

04 Capacity Expansion

05 The 'APL Apollo' Brand Edge

- 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

01 Strengthening Distribution & Footprint

02 Diversified Product Portfolio

03 Focus on Value-added Products - Fittings

04 Capacity Expansion

05 The 'APL Apollo' Brand Edge

- Range of products manufactured at the technologically advanced manufacturing facility at Dadri
- 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

01 Strengthening Distribution & Footprint

02 Diversified Product Portfolio

03 Focus on Value-added Products - Fittings

04 Capacity Expansion

05 The 'APL Apollo' Brand Edge

- 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 segment from 11% in FY18 to 15% by FY2020
- Capacity expansion planned to cater growing demand

Capacity Expansion to aid long-term growth plan – to achieve 116,000 MTPA by March 2020

01 Strengthening Distribution & Footprint

02 Diversified Product Portfolio

03 Focus on Value-added Products - Fittings

04 Capacity Expansion

05 The 'APL Apollo' Brand Edge

- Total available capacity of 70,000 MTPA
- Undertaking a phase-wise capacity expansion at the existing facilities of Dadri and Ahmedabad over the next few quarters
- Greenfield facility in Raipur scheduled to be commissioned by December 2019 with a proposed capacity of 15,000 MTPA
- Additional greenfield facility at Bangalore planned by March 2020 to cater to the Southern markets, with a proposed capacity of 25,000 MTPA
- Upcoming facilities to facilitate higher production and reduce logistics costs
- Targeting a total installed capacity of 116, 000 MTPA by March 2020

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

01 Strengthening Distribution & Footprint

02 Diversified Product Portfolio

03 Focus on Value-added Products - Fittings

04 Capacity Expansion

05 The 'APL Apollo' Brand Edge

- 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
- Largest selling brand for steel & plastic piping solution in India



Key Focus Areas

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

Diversifying manufacturing base – Entering Central, Western & Southern India with Greenfield facilities located in Gujarat & Bangalore

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

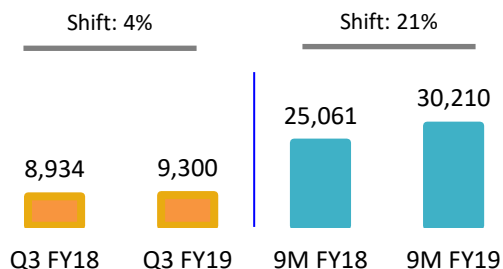
Streamlined Operations – To ensure smooth project realization through an extensive and Pan-India distributor network

Operational & Financial Highlights Q3 & 9M FY2019

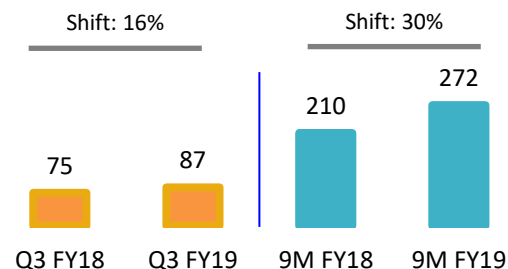


Q3 & 9M FY19 – Performance Highlights

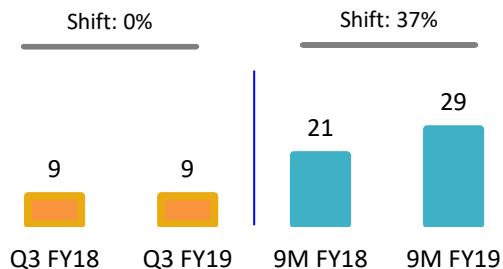
Sales Volume (MTPA)



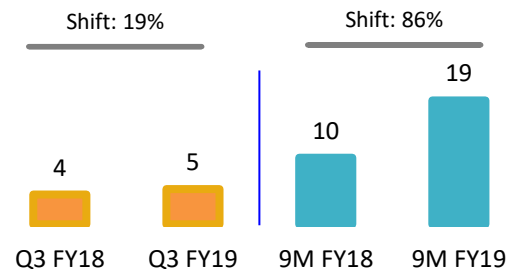
Total Income From Operations (Net) (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)


Margins
11.4
9.8
9.9
10.5
6.0
6.1
4.8
6.8

Key Developments

Establishing a Greenfield facility in Raipur by Q3 FY2020

- Greenfield facility in Raipur scheduled to be commissioned by December 2019 with a proposed capacity of 15,000 MTPA
 - The Company is in the final phase of acquiring a suitable land in Raipur and will begin greenfield expansion
- The plant at Raipur will enable the Company to expand its footprint in the country's central & eastern markets and meet the growing demand in the untapped region

Capacity expansion at Bengaluru to roll-out by March 2020

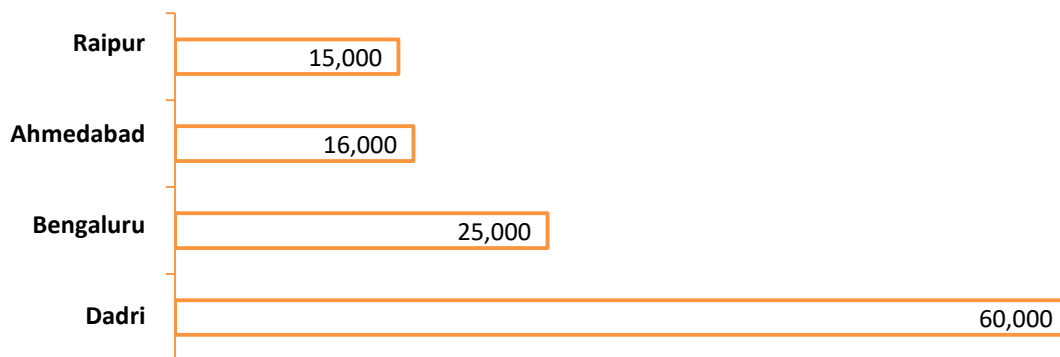
- The Company will also be establishing an additional greenfield facility at Bangalore by March 2020 to cater to the Southern markets, with a proposed capacity of 25,000 MT

Key Developments

Brownfield capacity expansion at Dadri and Ahmedabad on-track

- The Company is undertaking a phase-wise capacity expansion at the existing facilities of Dadri and Ahmedabad over the next few quarters
- The Company's expansion plan, will enable to meet the growing demand for its products across various sectors, and further reinforces the Company's plan to achieve a target capacity of 116,000 MTPA by end of FY2020

Target Capacity of 116,000 MTPA by March 2020



Key Developments

Launched a new product portfolio of Plastic Taps, Showers, Faucets & accessories in the domestic market – New products launches driving improved brand visibility

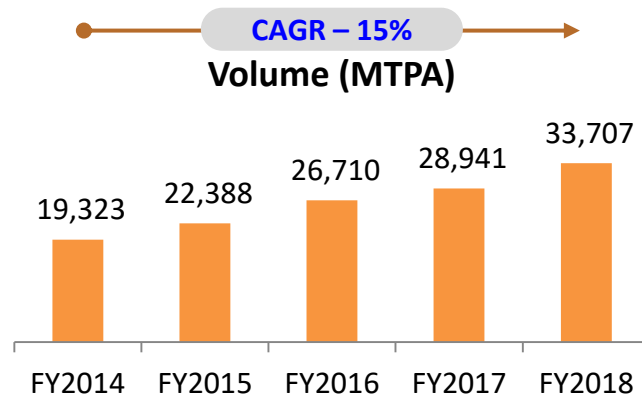
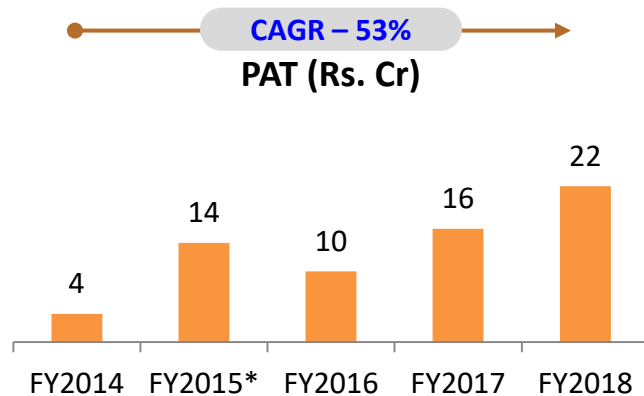
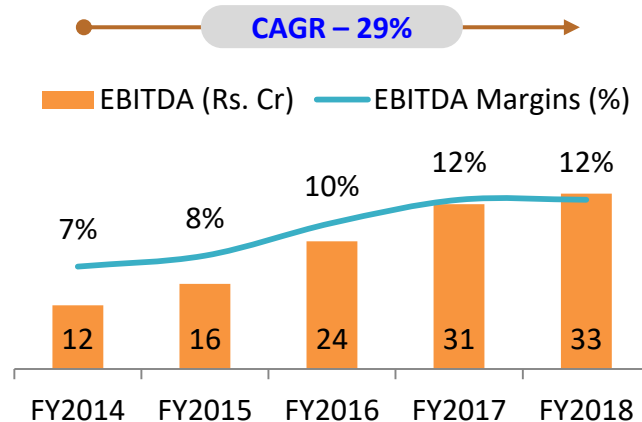
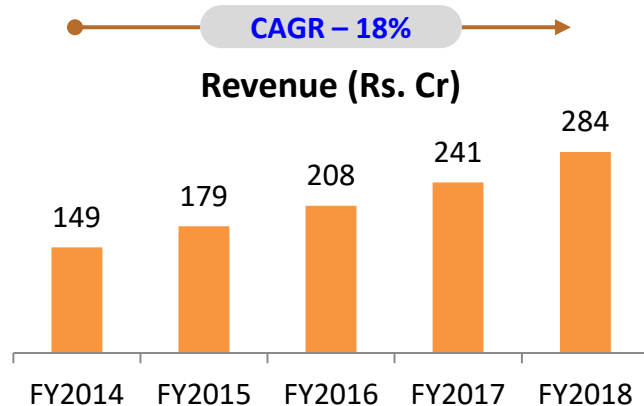
- The Company launched a brand new range of premium plastic faucets, taps, showers, and other accessories during the quarter. The design of the product is ergonomically driven and is engineered from high-grade virgin engineering polymer
- This new product segment has received a positive response from the market
- Improved product offerings across the value added chain will help drive enhanced business visibility and higher business growth



FINANCIALS



₹ Financial Trend



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

THANK YOU



For further information, please contact:

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CDR India
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shikha@cdr-india.com



APOLLO PIPES LIMITED

Q3 & 9M FY19 Earnings Presentation

February 5, 2019



Disclaimer

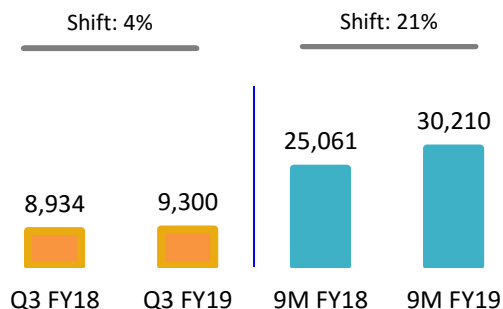
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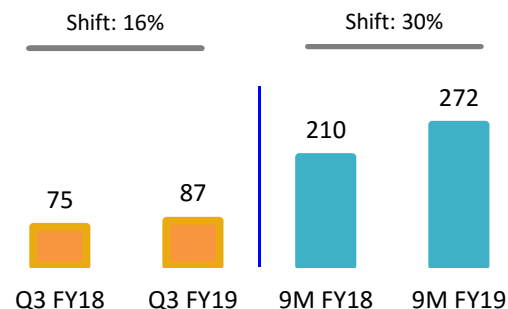


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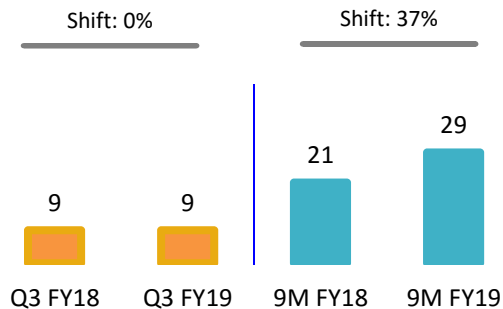
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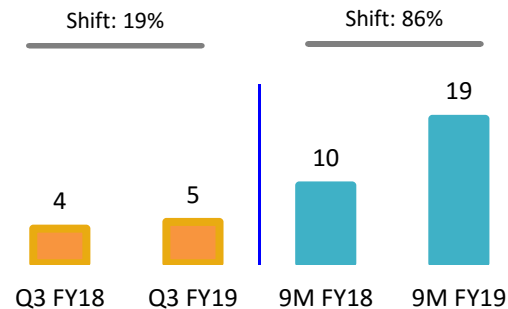
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PAT (Rs. Crore)


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Note: * - Trading

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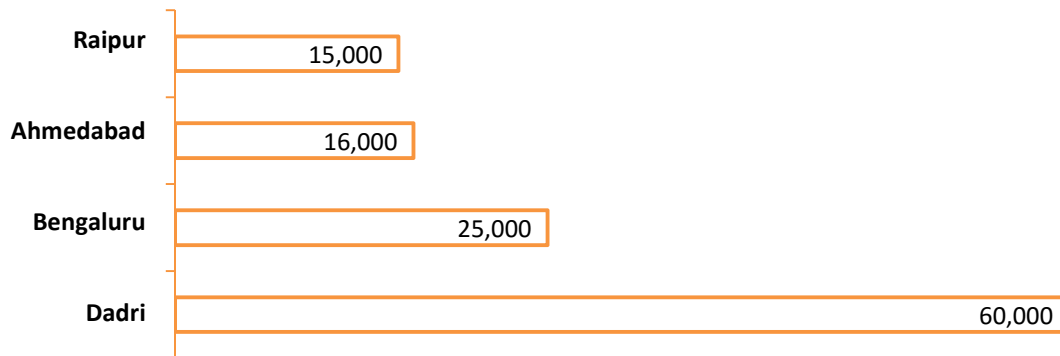
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Target Capacity of 116,000 MTPA by March 2020



Key Developments

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- The Company launched a brand new range of premium plastic faucets, taps, showers, and other accessories during the quarter. The design of the product is ergonomically driven and is engineered from high-grade virgin engineering polymer
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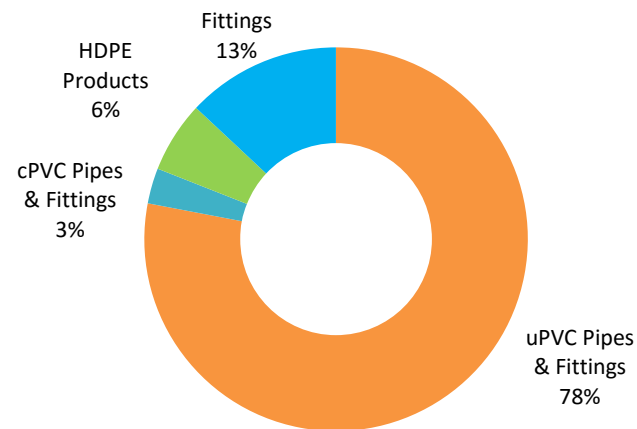


Key Financial & Operational Parameters

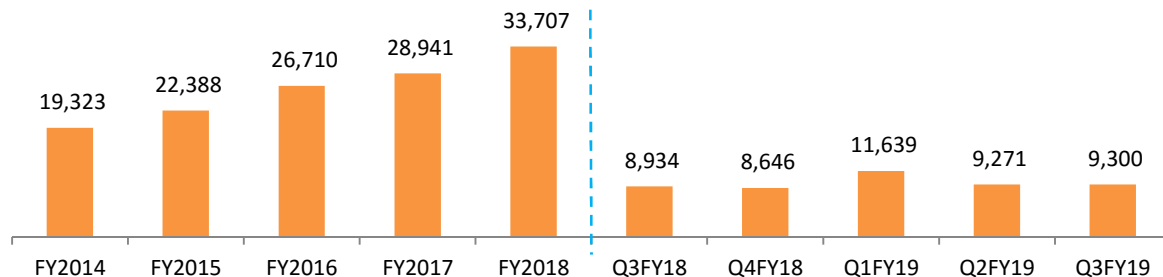
Product-wise Revenue Break-up

| Particulars (Rs. Crore) | Q3 FY19 | Q3 FY18 | Y-o-Y Shift | 9M FY19 | 9M FY18 | Y-o-Y Shift |
|-------------------------|--------------|--------------|-------------|---------------|---------------|-------------|
| uPVC Pipes | 59.83 | 59.91 | -0.1% | 207.24 | 177.16 | 17% |
| cPVC Pipes | 3.08 | 2.24 | 38% | 8.80 | 6.04 | 46% |
| HDPE Products | 9.01 | 3.93 | 129% | 16.97 | 8.13 | 109% |
| Fittings | 12.85 | 6.94 | 85% | 33.78 | 20.75 | 63% |
| Others | 2.27 | 1.71 | 33% | 5.62 | 6.69 | -16% |
| Total | 87.04 | 74.73 | 16% | 272.41 | 218.76 | 25% |

Product Revenue (excluding Others segment) Break-up – 9M FY19



Sales Volume MT



Abridged P&L Statement

| Particulars (Rs. crore) | Q3 FY19 | Q3 FY18 | Y-o-Y Shift | 9M FY19 | 9M FY18 | Y-o-Y Shift |
|-------------------------------------------|--------------|--------------|-----------------|---------------|---------------|-----------------|
| Total Income From Operations (Net) | 87.04 | 74.73 | 16% | 272.41 | 210.08 | 30% |
| Total Expenditure | 78.51 | 66.19 | 19% | 243.81 | 189.26 | 29% |
| Raw Material expenses | 63.34 | 52.64 | 20% | 198.11 | 153.15 | 29% |
| Employee benefits expense | 4.43 | 3.72 | 19% | 12.81 | 10.11 | 27% |
| Other expenses | 10.74 | 9.83 | 9% | 32.89 | 26.00 | 27% |
| EBITDA | 8.53 | 8.54 | 0% | 28.60 | 20.82 | 37% |
| EBITDA margin (%) | 9.8% | 11.4% | -163 bps | 10.5% | 9.9% | +59bps |
| Other Income | 3.44 | 0.92 | 272% | 9.15 | 1.92 | 378% |
| Finance Costs | 1.85 | 0.76 | 144% | 4.11 | 2.17 | 89% |
| Depreciation and Amortization | 2.57 | 1.52 | 69% | 7.18 | 4.23 | 70% |
| PBT | 7.55 | 7.19 | 5% | 26.46 | 16.34 | 62% |
| Tax expense | 2.22 | 2.71 | -18% | 7.82 | 6.31 | 24% |
| PAT | 5.33 | 4.48 | 19% | 18.64 | 10.03 | 86% |
| PAT margin (%) | 6.1% | 6.0% | +13 bps | 6.8% | 4.8% | +207 bps |
| Diluted EPS (Rs.) | 4.45 | 4.07 | 9% | 15.55 | 9.11 | 71% |

Financial Overview and Discussion (YoY)

Total Income From Operations (Net) during 9M FY19 stood at Rs. 272 crore, registering a strong increase of 30% Y-o-Y; Q3 FY19 Total Income From Operations (Net) higher by 16% to Rs. 87 crore

- The Company registered a healthy total sales volume growth of 21% in 9M FY19, while volumes in Q3 FY19 grew by 4%, led by 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 revenues from the Fittings segment grew at a significant rate of 63% in 9M FY19, while revenues from HDPE segment was higher by 109%. Volume growth in the fittings segment stood strong at 113% in 9M FY19 led by healthy customer wins and penetration into newer geographies

EBITDA during 9M FY19 at Rs. 29 crore, higher by 37%; Q3 FY19 EBITDA at Rs. 9 crore

- Employee cost during 9M FY19 stood higher by 27% YoY to Rs. 13 crore as the Company is expanding presence in newer territories and strengthening its brand reach. As the Company's planned capacities go on-stream by March 2020, it will help positively contribute to the Company's performance, thereby enabling growth in profitability
- Gross profit during 9M FY19 grew by 31% to Rs. 74 crore, with gross margins stable at 27%

Financial Overview and Discussion (YoY)

Depreciation costs increased by 70% to Rs. 7 crore in 9M FY19; Depreciation costs at Rs. 3 crore in Q3 FY19

- Higher depreciation on account of increased commissioning of new capacities, during the period under review
- Going forward, as additional capacities go on-stream, the Company anticipates an increase in depreciation in the coming quarters. As utilization levels at the new capacities improve and start contributing to the performance, additional costs will be absorbed, going forward

PAT stood at Rs. 19 crore in 9M FY19, up by 86%. PAT stood at Rs. 5 crore in Q3 FY19

- PAT margin stood at 6.8% in 9M FY19, higher by 207 bps YoY; PAT margin stood at 6.1% in Q3 FY19, higher by 13 bps YoY

Management's Message



Commenting on the Company's performance for Q3 & 9M FY2019, Mr. Sameer Gupta, Managing Director, Apollo Pipes said,



"We have delivered steady overall volume growth during the quarter despite macro-challenges, especially in the key uPVC product category. Healthy monsoons in the months of July and August led to a temporary slowdown in the demand environment. Given the Government's focus on improving irrigation, urban infrastructure, sanitation and water management, we expect demand to pick-up in this segment, going forward. Our other product categories of HDPE and cPVC segments, however, saw a strong uptick in volume performance of 106% and 34%, respectively led by robust customer wins. Increased contribution from the value-added segment of Fittings, further assisted growth.

On the operational front, we are pleased to share that we recently unveiled a brand new range of premium plastic faucets and taps during the quarter. The products have received an encouraging response from our dealers & distributors, and we are confident of the new product portfolio's potential with the end customers.

In sync with our long-term growth strategy, we are also on-track to establish greenfield facilities at Raipur and Bengaluru by the end of FY2020 to cater to the largely untapped eastern and high demand southern markets, respectively. In addition, we are also extending our market reach in existing markets. As we look ahead, we remain confident of improving our business momentum against a backdrop of our strategic initiatives, improving macros and new capacities going on stream."

Company Overview





One of the leading PVC pipe manufacturers

70,000

MTPA - Available
Capacity

10+

Presence in Global
marketplaces

~48

Hours

Among the fastest
turnover time in
industry

1,16,000

MTPA - Available
capacity targeted by
FY2020

1,000+

Products

15%

Volume Growth
5-yr CAGR

Among the top 10 leading PVC pipe manufacturers in India



Growth Map

Figures in Rs. crore

| Particulars | FY2014 | FY2015 | FY2016 | FY2017 | FY2018 | CAGR |
|-----------------------------|--------|--------|--------|--------|--------|------|
| Revenues | 149 | 179 | 208 | 241 | 284 | 18% |
| EBITDA | 12 | 16 | 24 | 31 | 33 | 29% |
| PAT | 4 | 14* | 10 | 16 | 22 | 53% |
| Available Capacity MTPA (~) | 34,000 | 35,000 | 52,000 | 53,000 | 60,000 | 15% |
| Sales Volume (MTPA) | 19,323 | 22,388 | 26,710 | 28,941 | 33,707 | 15% |

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



Key Strengths



Strong foothold in India



Proven expertise in complex projects



Multiple and efficient product offerings – 1,000+ products



Catering to multiple sectors –
Agriculture, Water Management, Infrastructure



Strong and highly experienced Management Team



Advanced & efficient equipment & technology

Product Portfolio- Diversified Basket of 1,000+ Products



uPVC PIPING SYSTEM



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



cPVC PIPING SYSTEM



HDPE PRODUCTS

HDPE PIPING SYSTEM

- PLB DUCTS
- IRRIGATION PIPES
- SPRINKLER PIPES



PLASTIC TAPS/ FAUCETS/SHOWERS

FAUCETS SHOWERS ALLIED

THANK YOU



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Apollo Pipes Limited

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9M FY2019

Sales volume improves by 21% Y-o-Y to 30,210 MTPA

EBITDA increases by 37% Y-o-Y to Rs. 29 crore

PAT higher by 86% to Rs. 19 crore

New Delhi, February 5, 2019: Apollo Pipes Limited, among the top 10 leading piping solution providing Company in India, announced its financial results for the quarter and nine months ended December 31, 2018.

Financial Performance Highlights

Performance Review for Q3 FY19 vs. Q3 FY18

- Sales Volume improves by 4% to 9,300 tons from 8,934 tons
- Net Revenues increases by 16% to Rs. 87.0 crore compared to Rs. 74.7 crore
- EBITDA stood flat at Rs. 8.5 crore
- Net Profit after Tax increases by 19% to Rs. 5.3 crore compared to Rs. 4.5 crore

Performance Review for 9M FY19 vs. 9M FY18

- Sales Volume improves by 21% to 30,210 tons from 25,061 tons
- Net Revenues increases by 30% to Rs. 272.4 crore compared to Rs. 210.1 crore
- EBITDA higher by 37% Y-o-Y to Rs. 28.6 crore compared to Rs. 20.8 crore
- Net Profit after Tax increases by 86% to Rs. 18.6 crore compared to Rs. 10.0 crore

Management's Message

Commenting on the Company's performance for Q3 & 9M FY2019, Mr. Sameer Gupta, Managing Director, Apollo Pipes said,

"We have delivered steady overall volume growth during the quarter despite macro-challenges, especially in the key uPVC product category. Healthy monsoons in the months of July and August led to a temporary slowdown in the demand environment. Given the Government's focus on improving irrigation, urban infrastructure, sanitation and water management, we expect demand to pick-up in this segment, going forward. Our other product categories of HDPE and cPVC segments, however, saw a strong uptick in volume performance of 106% and 34%, respectively led by robust customer wins. Increased contribution from the value-added segment of Fittings, further assisted growth.

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Key Developments

- **Establishing a Greenfield facility in Raipur by Q3 FY2020**
 - Greenfield facility in Raipur scheduled to be commissioned by December 2019 with a proposed capacity of 15,000 MTPA
 - The Company is in the final phase of acquiring a suitable land in Raipur and will begin greenfield expansion
 - The plant at Raipur will enable the Company to expand its footprint in the country's central & eastern markets and meet the growing demand in the untapped region
- **Capacity expansion at Bengaluru to roll-out by March 2020**
 - The Company will also be establishing an additional greenfield facility at Bangalore by March 2020 to cater to the Southern markets, with a proposed capacity of 25,000 MT
- **Brownfield capacity expansion at Dadri and Ahmedabad on-track**
 - The Company is undertaking a phase-wise capacity expansion at the existing facilities of Dadri and Ahmedabad over the next few quarters
 - The Company's expansion plan, will enable to meet the growing demand for its products across various sectors, and further reinforces the Company's plan to achieve a target capacity of 116,000 MTPA by end of FY2020
- **Launched a new product portfolio of Plastic Taps, Showers, Faucets & accessories in the domestic market – New products launches driving improved brand visibility**
 - The Company launched a brand new range of premium plastic faucets, taps, showers, and other accessories during the quarter. The design of the product is ergonomically driven and is engineered from high-grade virgin engineering polymer
 - This new product segment has received a positive response from the market
 - Improved product offerings across the value added chain will help drive enhanced business visibility and higher business growth

About the Company

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 and testing equipments, the Company operates large manufacturing facilities at Dadri, UP and Ahmedabad, Gujarat with a total capacity of 70,000 MTPA. The multiple and efficient product profile includes over 1,000 product varieties of cPVC, uPVC, and HDPE pipes & fittings of the highest quality, ranging from 15mm to 400mm in diameter. 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 120 consignment agents, Stockist and Distributors.

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

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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.