

Apollo Tricoat Tubes Limited

36, Kaushambi, near Anand Vihar Terminal, Behind wave Cinema, Ghaziabad - 201010



FY20

Sales volume at 123,080ton

EBITDA at Rs. 754mn

Net Profit at Rs. 423mn

Ghaziabad, April 30, 2020: Apollo Tricoat Tubes (Apollo Tricoat), an innovative home improvement Company, today announced its sales volume performance for the quarter ending March 31, 2020.

Financial Performance Highlights

Performance Review for Q4FY20*

- Sales Volume stood at 38,083ton
- Net Revenues at Rs. 2,289mn
- EBITDA at Rs. 249mn
 - EBITDA per ton stood at Rs. 6,540/ton
- Net Profit after Tax at Rs. 111mn

***Note:** Figures for the corresponding period last year are not comparable as the Company started commercial production from Q1 FY20 onwards. Also the 4QFY20 sales volume figures are for period '1 January 2020 to 21 March 2020' as the company had shut its operations owing to COVID 19 pandemic.

The COVID-19 Pandemic led to nationwide lockdown starting 22 March 2020. Apollo Tricoat Tubes Ltd (the company), India's leading innovative home improvement company, complied with the directives issued by the Hon'ble Prime Minister and respective state governments to combat the pandemic. The Company had undertaken various measures to protect its employees, workmen and their families etc. at various offices and plant locations from the spread of COVID-19. The operations and manufacturing activities at all offices and plants were temporarily closed from 22 March 2020. However, the company resumed partial operations at plants from 28 April onwards after necessary permissions from local authorities. All required precautions relating to hygiene, sanitization, social distancing, care and protection of the employees would continue to be followed.

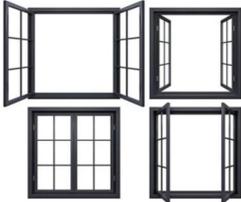
The sales summary for company's innovative home improvement products is:

| Brands | Uses | Products | Q4FY20 Sales Volume (Ton) | FY20 Sales Volume (Ton) | Annual Capacity (Ton) |
|-------------------------|--|---|---------------------------|-------------------------|-----------------------|
| Apollo Signature | Designer Roofing, Fencing, Steel Furniture |  | 20,241 | 66,043 | 85,000 |
| Apollo Chaukhat | Steel-Door Frames in housing |  | 8,604 | 28,066 | 50,000 |
| Apollo Elegant | Designer Hand Railing |  | 8,281 | 21,869 | 25,000 |
| Apollo Plank | Staircase Steps, Ceilings, Truck Bodies |  | 957 | 2,610 | 25,000 |

| | | | | | |
|-----------------------|---------------------|---|---------------|----------------|----------------|
| Apollo Tricoat | Electrical Conduits |  | - | 4,492 | 15,000 |
| Total | | | 38,083 | 123,080 | 200,000 |

Note: Sales volume figures are for period '1 January 2020 to 21 March 2020'

New products to be launched in coming quarters:

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

Commenting on the Company's performance for Q4 FY20, Mr. Rahul Gupta, Chairman, Apollo TriCoat said,

"Apollo Tricoat Tubes Ltd created its dominant leadership in five product categories which were launched since Q1FY20. The company successfully ramped-up sales volume on Q-o-Q basis throughout 9MFY20. These innovative products have been accepted in the markets. The Q4FY20 performance was impacted due to disruption from COVID-19. We lost full 10 days of production in March 2020 apart from weak economic sentiments since our country got its first COVID-19 case. The company's EBITDA margin was in double-digit range throughout FY20. Our continuous focus on working capital efficiency resulted in strong operating cash flows and comfortable leverage ratios.

Now that the plants are partially operational with limited capacity, we look forward to the normalized business when these uncertain times are over. Our dominant position in our business space, our core strengths, our robust business model and our strong financial position give us the confidence to rebound and emerge stronger. In the near term, we would experience some impact on our performance due to deferral of committed offtake by some customers and postponement of projects. This would exert some pressure on our profits and profitability. We are working to optimize our cost structure and operational rigor and continue to invest in our capabilities to come out of this."

About Apollo Tricoat Tubes Limited

Apollo Tricoat Tubes Limited (Apollo Tricoat) [BSE: 538566] Apollo Tricoat is one of the pioneers to bring In-line Galvanizing technology in India. Equipped with state-of-the-art infrastructure and testing equipment, the Company operates two manufacturing facilities at Malur, Karnataka and Dujana, Uttar Pradesh. The Company's main products include varieties of the home improvement range.

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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 Tricoat 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.