

Apollo Tricoat Tubes Limited

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

Q3 FY2020

Sales volume at 47,148 MTPA, higher by 71% QoQ
EBITDA at Rs. 28.4 crore, higher by 81% QoQ

Ghaziabad, January 20, 2020: Apollo Tricoat Tubes (Apollo Tricoat), an innovative home improvement Company, today announced its sales volume performance for the quarter ending December 31, 2019.

Financial Performance Highlights

Performance Review for Q3 FY20*



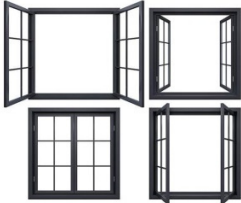
- Sales Volume stood at 47,148 MTPA
- Net Revenues increases at Rs. 228.9 crore
- EBITDA at Rs. 28.4 crore
 - EBITDA per ton stood at Rs. 6,034/ ton
- PBT at Rs. 23.5 crore
- Net Profit after Tax at Rs. 17.5 crore

*Note: Figures for the corresponding period last year are not comparable as the Company started commercial production from Q1 FY2020 onwards.

Sales summary for Company's innovative home improvement products:

Brands	Q3 FY20 Volumes (MT)	Uses	Products	Annual Capacity (MT)
Apollo Signature	24,740	Designer Roofing, Fencing, Steel Furniture		85,000
Apollo Chaukhat	12,850	Steel-Door Frames in affordable housing segments, high-end housing, commercial buildings and industrial sheds		50,000
Apollo Elegant	7,995	Designer Hand Railing		25,000
Apollo Tricoat	230	Electrical Conduits		15,000
Apollo Plank	1,333	Staircase Steps, Ceilings, Truck Bodies		25,000

New products to be launched:

Brands	Products	Uses	Annual Capacity (MT)
Apollo Hybrid		Plumbing, Bore well etc	10,000
Apollo Scaff		Scaffolding & Green House	25,000
Apollo Alpha		Window Frames	15,000

Commenting on the Company's performance for Q3 FY20, Mr. Rahul Gupta, Chairman, Apollo TriCoat said,

"We are happy to report an encouraging set of results during Q3 FY20. During the quarter, we registered Rs. 228.9 crore of revenues backed by a strong sales volume of 47,148 MTPA. The growth was driven by the Company's innovative home improvement products that included brands such as 'Apollo Signature', 'Apollo Chaukhat' and 'Apollo Elegant.'"

I am also pleased to share that, APL Apollo Group, our parent Company, recently, signed the mega-star of Bollywood, Mr. Amitabh Bachchan as the brand ambassador for all products under brand 'APL Apollo', including Apollo Tricoat. We believe, with Mr. Bachchan's massive fan following, the brand campaign will provide a huge boost to our brand and product visibility and will also help strengthen our market reach in India and export regions.

Looking ahead, we are also on-track to launch three other new innovative brands - Apollo Hybrid, Apollo Scaff and Apollo Alpha, which have various applications across segments including plumbing, scaffolding, green houses and for window frames. With the launch of these new brands and as operations at the newly commissioned facilities at Dadri, Uttar Pradesh and at Malur, Karnataka further ramp-up, the Company anticipates stronger operational and financial performance on a Q-o-Q basis, going ahead."

Key Developments

- **Registers healthy sales volume performance in Q3 FY20**
 - The Company delivered strong volumes in Q3 FY20 at 47,148 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

- **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 and Apollo Chaukhat
 - In sync with its growth strategy, the Company is ramping up operations at its manufacturing facilities at Dadri U.P. and Malur, Karnataka.
 - Furthermore, the Company will be launching three other new innovative brands - Apollo Hybrid, Apollo Scaff and Apollo Alpha. This would 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

About Apollo Tricoat Tubes Limited

Apollo Tricoat Tubes Limited (Apollo Tricoat) [BSE: 538566] Apollo Tricoat is India's leading home improvement innovation company. Equipped with state-of-the-art infrastructure and testing equipment, the Company operates two manufacturing facilities at Malur, Karnataka and Dadri, 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.