

APOLLO **TRICOAT TUBES**

Q4 FY21 Results



Apollo TriCoat

STEEL PIPES & DOOR FRAMES

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.

Q4FY'21 at a Glance



66,140 ton

Q4 FY21 Volume
74% YoY increase



₹ 507mn

EBITDA
108% YoY increase



₹ 7,671

EBITDA per ton
20% YoY increase



10.8%

EBITDA Margin
20bps YoY increase



₹ 343mn

Net Profit
209% YoY increase



7.3%

Net Margin
248 bps YoY increase



41.7%

ROE
FY20 was 21.2%



44.9%

ROCE
FY20 was 20.2%



0.2x

Debt-to-Equity ratio
FY20 was 0.5x



10

Net WC days
FY20 was -2 days



₹ 1,148mn

Op. Cash flow
FY20 was ₹632mn



350,000 ton

Capacity
as on 31 March 2021



FY'21 at a Glance

 **231,490 ton**
Sales Volume
88% YoY increase


 **₹ 1,637mn**
EBITDA
120% YoY increase


 **₹ 7,071**
EBITDA per ton
17% YoY increase


 **11.1%**
EBITDA Margin
8bps YoY decrease


 **₹ 1,050mn**
Net Profit
148% YoY increase

 **7.1%**
Net Margin
76bps YoY decrease

 **41.7%**
ROE
FY20 was 21.2%

 **44.9%**
ROCE
FY20 was 20.2%

 **0.2x**
Debt-to-Equity
FY20 was 0.5x

 **10**
Net WC days
FY20 was -2 days

 **₹ 1,148mn**
Op. Cash flow
FY20 Was ₹ 632mn

 **350,000 ton**
Capacity
as on 31 March 2021

Existing Product Portfolio

Door Solution

Chaukhat



Steel-Door Frames in affordable housing segments, high-end housing, commercial buildings and industrial sheds

Home Beautification

Elegant



Designer Hand Railing

Signature



Designer Roofing, Fencing, Steel Furniture

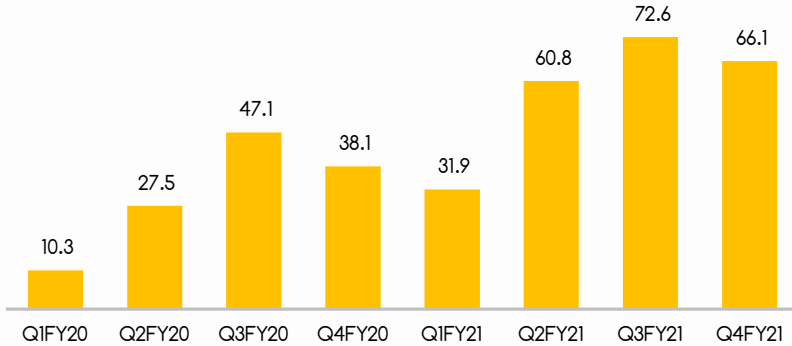
Plank



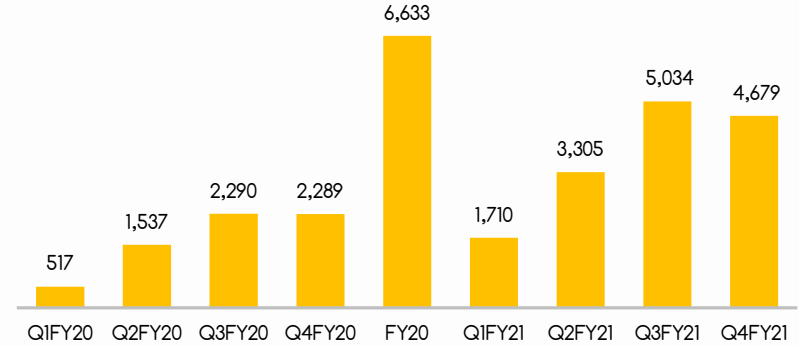
Staircase Steps, Ceilings, Truck Bodies

Financial Performance

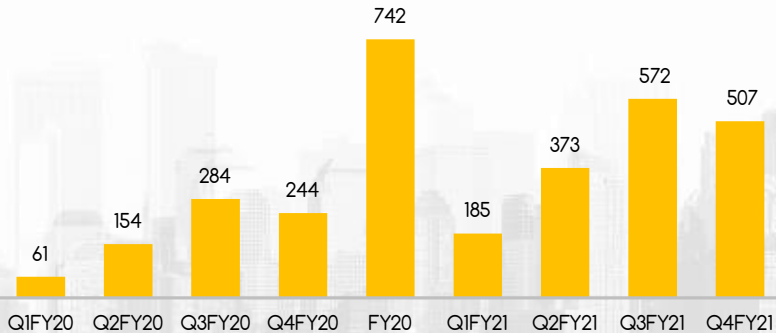
Volume (000's Ton)



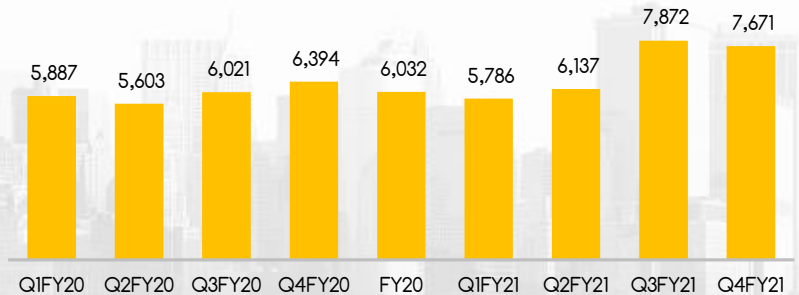
Revenue (Rsm)



EBITDA (Rsm)



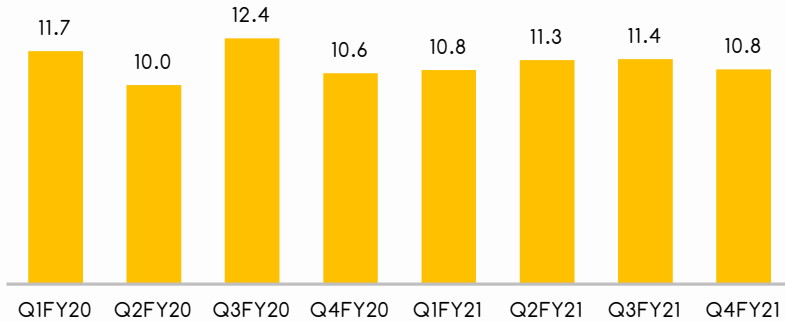
EBITDA/Ton (Rs)



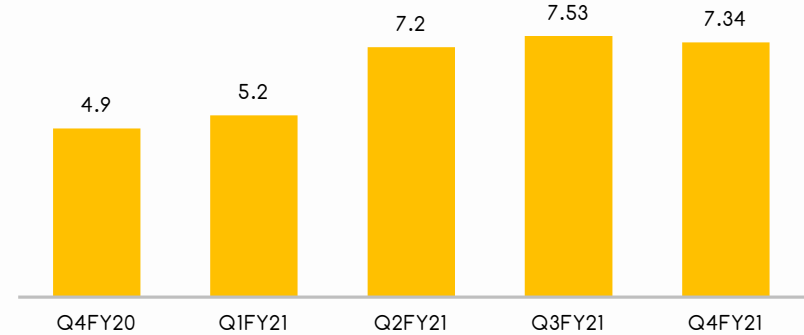
Note: Figures for the corresponding period last year are not comparable as the Company started commercial production gradually from Q1FY20 onwards. Also the Q1FY21 sales volume figures are for period '28 April 2020 to 30 June 2020' as the company had shut its operations in April 2020 owing to COVID 19 pandemic

Financial Performance

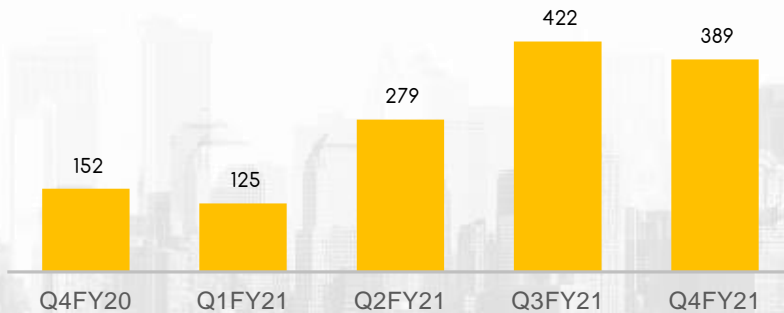
EBITDA Margin (%)



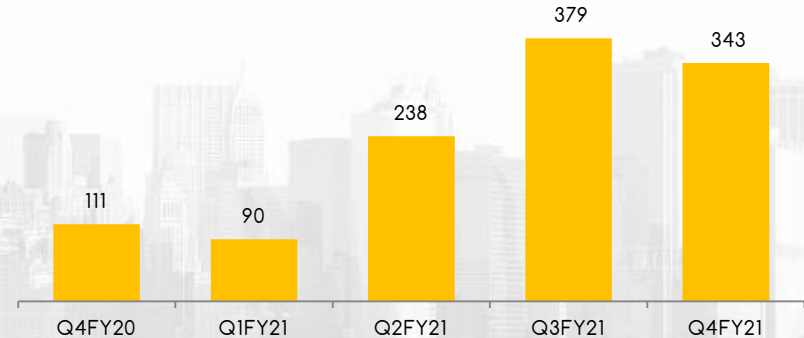
Net Margin (%)



Cash Profit (Rsm)



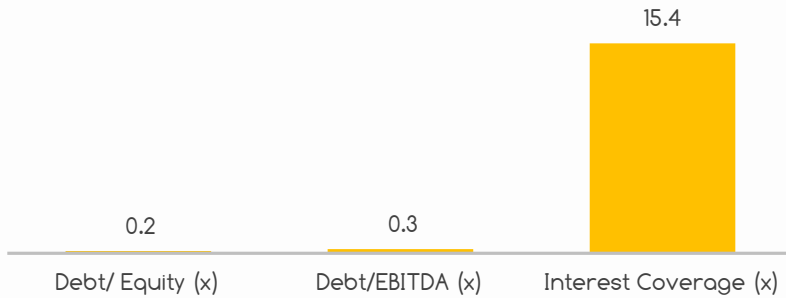
Net Profit (Rsm)



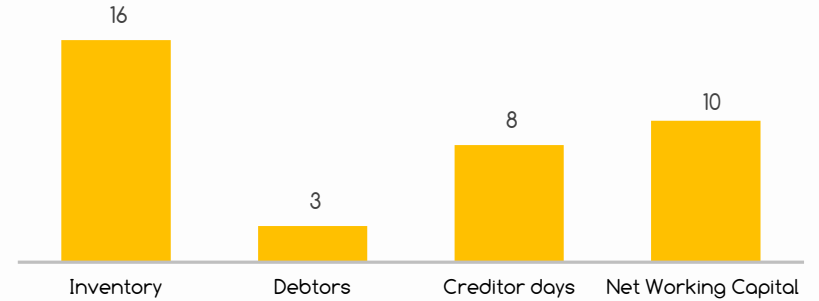
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Financial Performance (FY21)

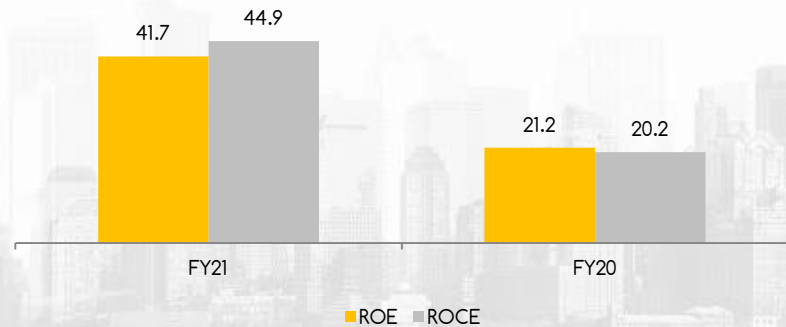
Leverage Ratio (x)



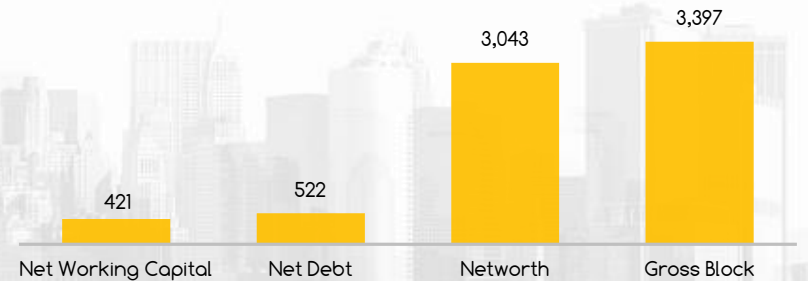
Working Capital (Days)



ROE & ROCE (%)



Key Financials (Rsm)



Financial Performance

Particulars (Rsm)	Q4FY20	Q1FY21	Q2FY21	Q3FY21	Q4FY21	FY21	FY20
Volume (Ton)	38,083	31,923	60,823	72,604	66,140	2,31,490	1,23,080
Revenue	2,289	1,710	3,305	5,034	4,679	14,728	6,633
Raw Material costs	1,851	1,358	2,635	4,165	3,865	12,023	5,373
Employee costs	44	39	51	53	48	190	121
Other expenses	150	128	246	245	258	877	396
EBITDA	244	185	373	572	507	1,637	742
EBITDA/Ton	6,394	5,786	6,137	7,872	7,671	7,071	6,032
Other income	6	3	6	4	5	18	11
Finance costs	32	32	19	25	21	97	60
Depreciation & Amortization	41	35	41	43	46	165	101
PBT	177	120	320	507	446	1,393	592
Tax expense	65	30	82	128	103	342	170
Net Profit	111	90	238	379	343	1,050	423

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Financial Performance

Assets (Rsm)	FY21	FY20
Cash & equivalent	98	48
Receivables	116	379
Inventories	644	768
Other current assets	161	196
Fixed assets (net)	3,366	3,021
Capital work in progress	124	14
Other assets	55	125
Total Assets	4,564	4,551
Equity & Liabilities (Rsm)	FY21	FY20
Trade payables	339	1,124
Other Current Liability	336	139
Debt	620	1,126
Others	215	163
Provision	11	4
Shareholders' funds	3,043	1,995
Total Equity & Liabilities	4,564	4,551

Cash Flow (Rsm)	FY21	FY20
EBITDA	1,655	753
Accounts receivables	263	-364
Inventory	124	-689
Other Working capital changes	-589	1,025
Other Income	-10	-8
Tax	-295	-85
Operating cashflow	1,148	632
Interest	-95	-58
Fixed assets	-502	-1,342
Investments	6	2
Free cashflow	556	-766
Capital increase	0	243
Dividend payments	0	0
Net change in cash flow	556	-523
Net debt at the beginning	-1,078	-555
Net debt at the end	-522	-1,078

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Thank You