

# APOLLO TRICOAT TUBES

Q1 FY22 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.*

# Q1FY'22 at a Glance



**59,346 ton**

Q1 FY22 Volume  
10% QoQ decline



**₹ 695mn**

EBITDA  
37% QoQ increase



**₹ 11,716**

EBITDA per ton  
53% QoQ increase



**12%**

EBITDA Margin  
111bps QoQ increase



**₹ 477mn**

Net Profit  
39% YoY increase



**8.2%**

Net Margin  
86 bps YoY increase



**41.7%**

ROE in FY21  
FY20 was 21.2%



**44.9%**

ROCE in FY21  
FY20 was 20.2%



**0.2x**

Debt-to-Equity ratio  
FY21 was 0.2x



**0.2x**

Debt-to-EBITDA ratio  
FY21 was 0.3x



**10 days**

Net WC in FY21



**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

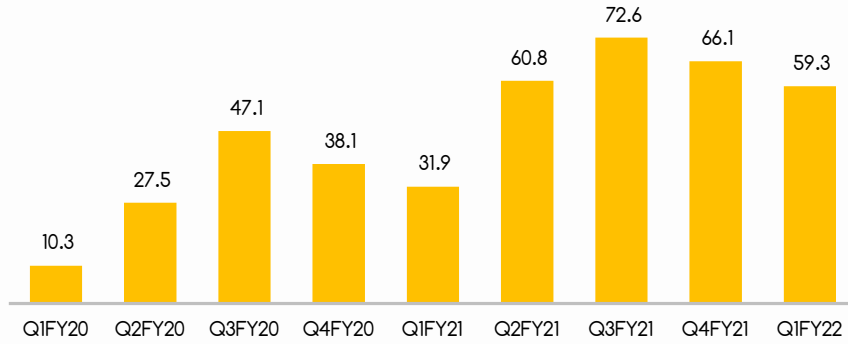
Plank



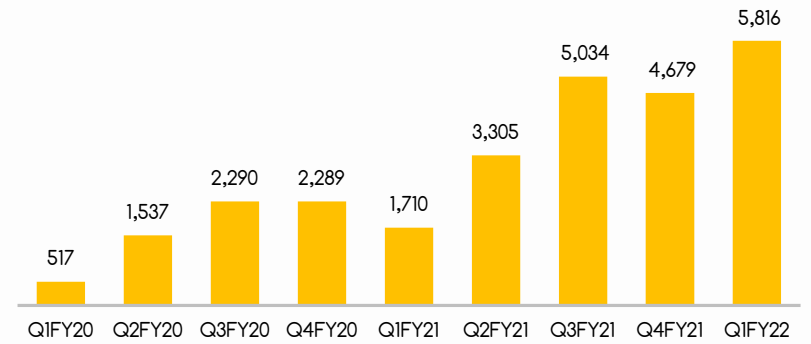
Staircase Steps, Ceilings, Truck Bodies

# Financial Performance

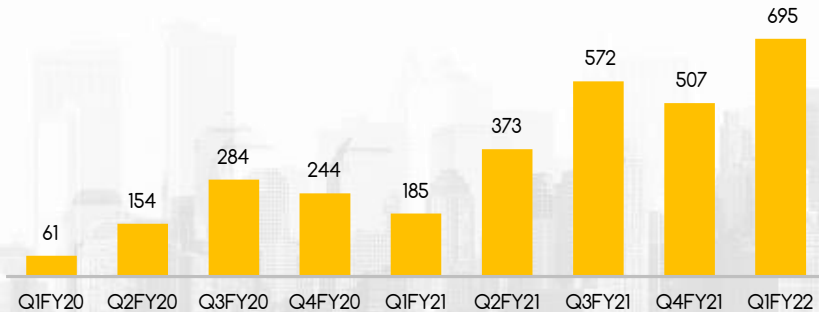
Volume (000's Ton)



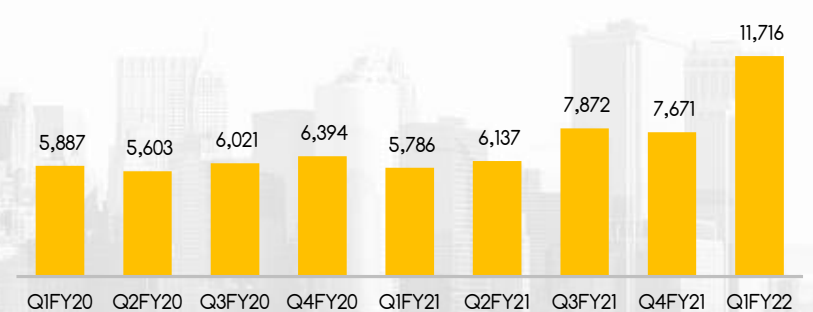
Revenue (Rsm)



EBITDA (Rsm)



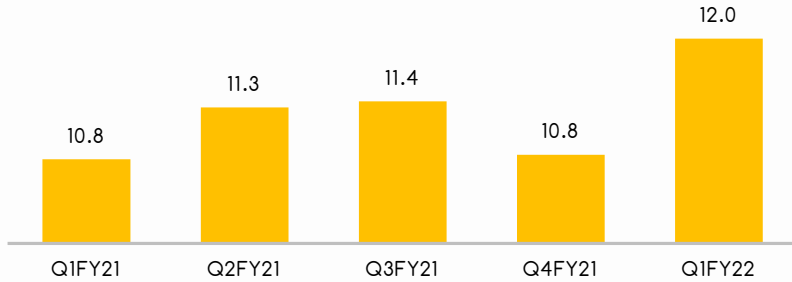
EBITDA/Ton (Rs)



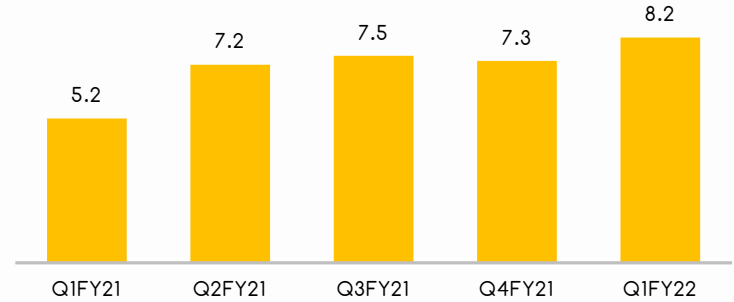
Note: Figures for the corresponding period last year are not comparable as the Company started commercial production gradually from Q1FY20 onwards.  
Also the Q1FY21 sales volume figures are for period '28 April 2020 to 30 June 2020' as the company had shut its operations in April 2020 owing to COVID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

# Financial Performance

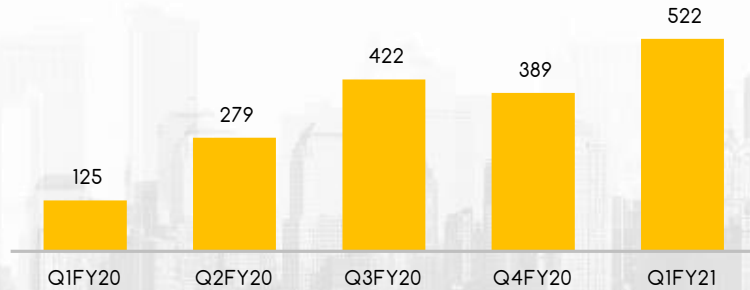
## EBITDA Margin (%)



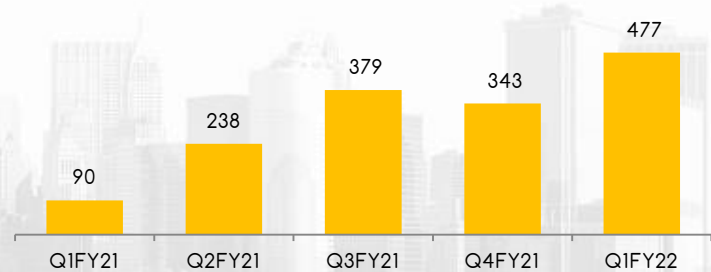
## Net Margin (%)



## Cash Profit (Rsm)

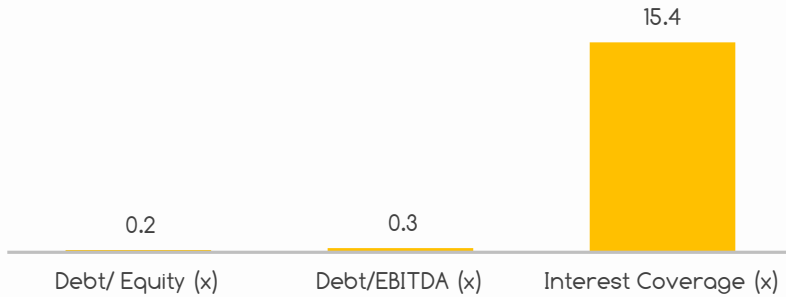


## Net Profit (Rsm)

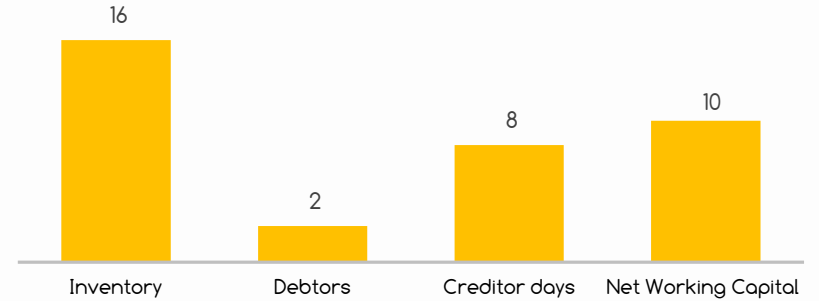


# Financial Performance (FY21)

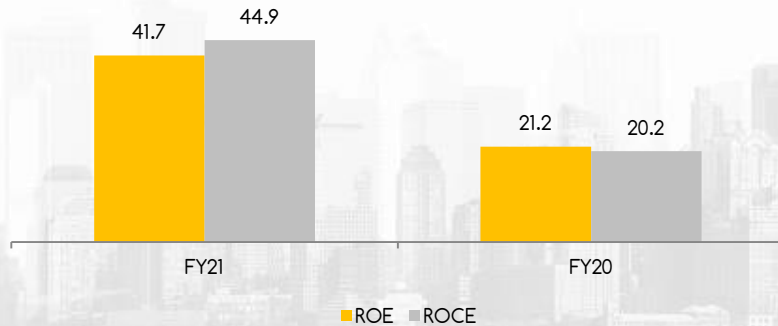
## Leverage Ratio (x)



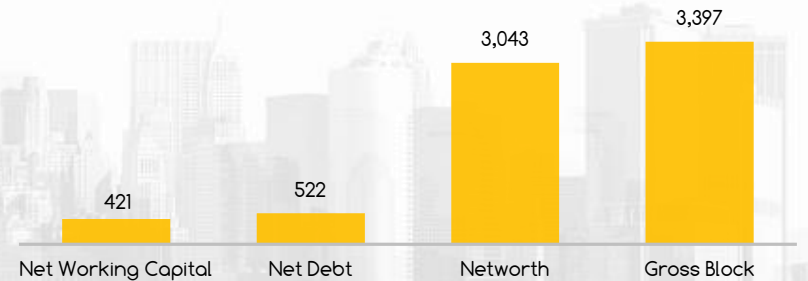
## Working Capital (Days)



## ROE & ROCE (%)



## Key Financials (Rsm)



# Financial Performance

Particulars (Rsm)	Q1FY21	Q2FY21	Q3FY21	Q4FY21	Q1FY22	FY21	FY20
Volume (Ton)	31,923	60,823	72,604	66,140	59,346	231,490	123,080
Revenue	1,710	3,305	5,034	4,679	5,816	14,728	6,633
Raw Material costs	1,358	2,635	4,165	3,865	4,770	12,023	5,373
Employee costs	39	51	53	48	55	190	121
Other expenses	128	246	245	258	297	877	396
EBITDA	185	373	572	507	695	1,637	742
EBITDA/Ton	5,786	6,137	7,872	7,671	11,716	7,071	6,032
Other income	3	6	4	5	4	18	11
Finance costs	32	19	25	21	17	97	60
Depreciation & Amortization	35	41	43	46	45	165	101
PBT	120	320	507	446	638	1,393	592
Tax expense	30	82	128	103	161	342	170
Net Profit	90	238	379	343	477	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	198
Fixed assets (net)	3,364	3,018
Capital work in progress	124	14
Other assets	58	136
<b>Total Assets</b>	<b>4,564</b>	<b>4,560</b>
Equity & Liabilities (Rsm)	FY21	FY20
Trade payables	339	1,005
Other Current Liability	336	267
Debt	595	1,133
Others	240	156
Provision	11	4
Shareholders' funds	3,043	1,995
<b>Total Equity &amp; Liabilities</b>	<b>4,564</b>	<b>4,560</b>

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
<b>Operating cashflow</b>	<b>1,148</b>	<b>632</b>
Interest	-95	-58
Fixed assets	-502	-1,342
Investments	6	2
<b>Free cashflow</b>	<b>556</b>	<b>-766</b>
Capital increase	0	243
Dividend payments	0	0
<b>Net change in cash flow</b>	<b>556</b>	<b>-523</b>
Net debt at the beginning	-1,078	-555
<b>Net debt at the end</b>	<b>-522</b>	<b>-1,078</b>

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Thank You