

# APOLLO TRICOAT TUBES

**Q4FY22 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'22 at a Glance



**64,746 ton**

Q4 FY22 Volume  
2% YoY decline



**₹ 463 mn**

EBITDA  
9% YoY decline



**₹ 7,149**

EBITDA per ton  
7% YoY decline



**₹ 9 mn**

Interest Cost  
56% YoY decline



**₹ 308 mn**

Net Profit  
10% YoY decline



**37.3%**

ROE in FY22  
FY21 was 41.7%



**48.4%**

ROCE in FY22  
FY21 was 42.3%



**₹ 148 mn**

Net Cash FY22  
FY21 Net debt was ₹522mn



**₹ 2,232 mn**

Op Cash flow in FY22  
FY21 was ₹ 1,148 mn



**₹ 1,533 mn**

Free Cash flow in FY22  
FY21 was ₹ 556 mn



**-2 days**

Net WC in FY22  
FY21 was 10 Days



**350,000 ton**

Capacity  
as on 31 Mar 2022

For ROCE, Capital Employed is calculated as Total Assets less Current Liabilities and any loans to parent

# FY'22 at a Glance



**238,824 ton**  
 FY22 Volume  
 3% YoY increase



**₹ 2,086 mn**  
 EBITDA  
 27% YoY increase



**₹ 8,736**  
 EBITDA per ton  
 24% YoY increase




**₹ 50 mn**  
 Interest Cost  
 49% YoY decline



**₹ 1,396 mn**  
 Net Profit  
 33% YoY increase



**37.3%**  
 ROE in FY22  
 FY21 was 41.7%



**48.4%**  
 ROCE in FY22  
 FY21 was 42.3%



**₹ 148 mn**  
 Net Cash FY22  
 FY21 Net debt was ₹522mn



**₹ 2,232 mn**  
 Op Cash flow in FY22  
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**₹ 1,533 mn**  
 Free Cash flow in FY22  
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**-2 days**  
 Net WC in HIFY22  
 FY21 was 10 Days

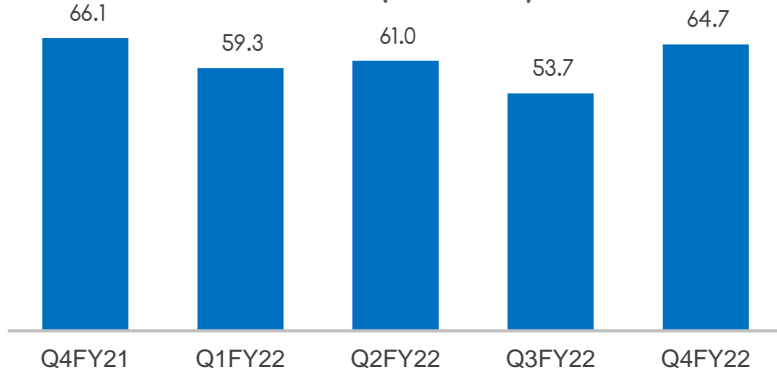


**350,000 ton**  
 Capacity  
 as on 31 Mar 2022

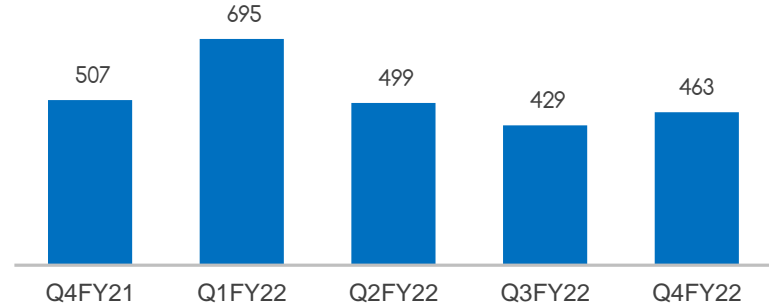
For ROCE, Capital Employed is calculated as Total Assets less Current Liabilities and any loans to parent

# Financial Performance

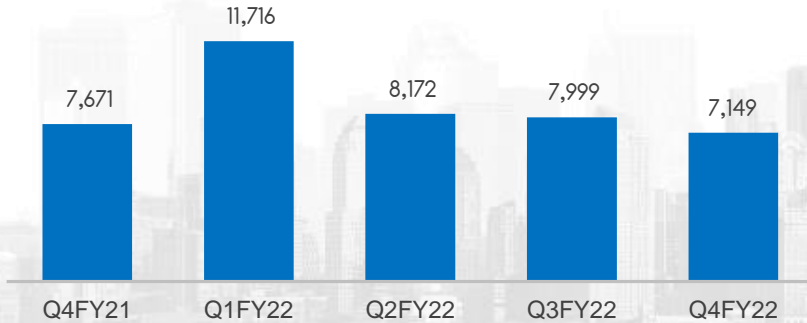
### Volume (000's Ton)



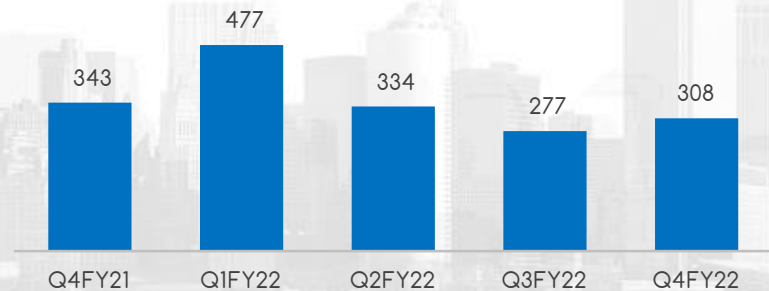
### EBITDA (Rsm)



### EBITDA/Ton (Rs)

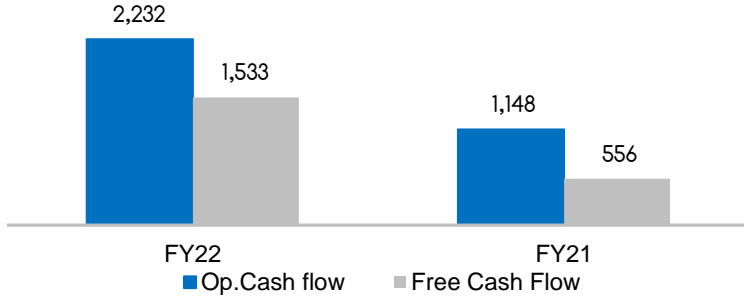


### Net Profit (Rsm)

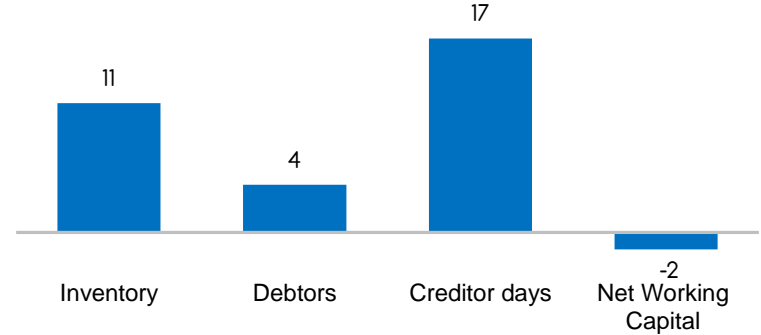


# Financial Performance

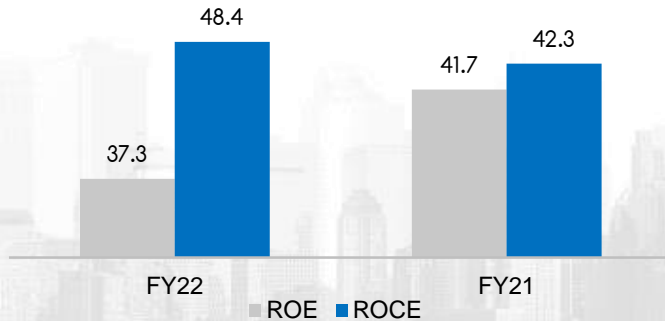
### Op. Cash flow & Free Cash flow (Rsm)



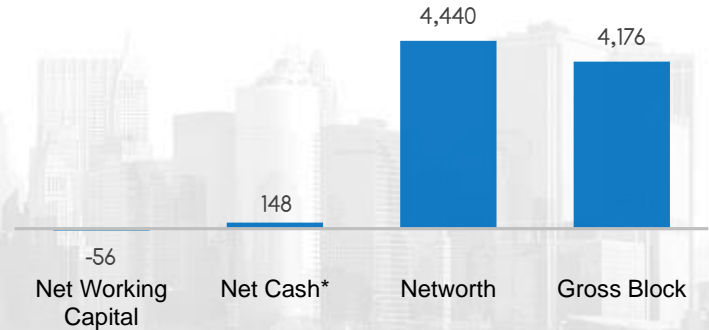
### Working Capital FY22 (Days)



### ROE & ROCE (%)



### Key Financials FY22 (Rsm)



\*Net cash as at FY22

For ROCE, Capital Employed is calculated as Total Assets less Current Liabilities and any loans to parent

# Financial Performance

Particulars (Rsm)	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	FY22	FY21
Volume (Ton)	66,140	59,346	61,048	53,684	64,746	238,824	231,490
Revenue	4,679	5,816	6,001	7,199	8,305	27,321	14,728
Raw Material costs	3,865	4,770	5,178	6,396	7,402	23,746	12,023
Employee costs	48	55	56	61	56	236	190
Other expenses	258	297	268	313	383	1,252	877
EBITDA	507	695	499	429	463	2,086	1,637
EBITDA/Ton	7,671	11,716	8,172	7,999	7,149	8,736	7,071
Other income	5	4	5	6	9	24	18
Finance costs	21	17	11	13	9	50	97
Depreciation & Amortization	46	45	46	49	51	191	165
PBT	446	638	448	373	412	1,870	1,393
Tax expense	103	161	114	95	104	474	342
Net Profit	343	477	334	277	308	1,396	1,050

# Financial Performance

Assets (Rsm)	FY22	FY21
Cash & equivalent	638	98
Receivables	373	116
Inventories	838	644
Other current assets	174	161
Fixed assets (net)	3,855	3,364
Capital work in progress	91	124
Other assets	1,104	58
<b>Total Assets</b>	<b>7,073</b>	<b>4,564</b>
Equity & Liabilities (Rsm)	FY22	FY21
Trade payables	1,267	339
Other Current Liability	91	336
Debt	490	595
Others	769	240
Provision	16	11
Shareholders' funds	4,440	3,043
<b>Total Equity &amp; Liabilities</b>	<b>7,073</b>	<b>4,564</b>

Cash Flow (Rsm)	FY22	FY21
EBITDA	2,086	1,655
Accounts receivables	-257	263
Inventory	-194	124
Other Working capital changes	1,046	-589
Other Income	24	-10
Tax	-474	-295
<b>Operating cashflow</b>	<b>2,232</b>	<b>1,148</b>
Interest	-50	-95
Fixed assets	-649	-502
Investments/others	0	6
<b>Free cashflow</b>	<b>1,533</b>	<b>556</b>
Capital increase	0	0
Dividend payments/others	-863	0
<b>Net change in cash flow</b>	<b>670</b>	<b>556</b>
Net debt at the beginning	-522	-1,078
<b>Net debt at the end</b>	<b>148*</b>	<b>-522</b>

\*Net cash as at FY22





Thank You