

APOLLO TYRES LTD
7 Institutional Area
Sector 32
Gurgaon 122001, India

T: +91 124 2383002
F: +91 124 2383021
apolloytyres.com

GST No.: 06AAACA6990Q1Z2



ATL/SEC/21

August 2, 2018

The Secretary, BSE Ltd. PhirozeJeejeebhoy Towers, Dalal Street, Mumbai – 400001.	The Secretary, National Stock Exchange of India Ltd, Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051
--	--

Sub: Investor Meet – Presentation

Dear Sirs,

Pursuant to Regulation 30(6) and 46(2) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find attached herewith the presentation to be shared at the following Investor meet:

Day/Date	Organized by	Place
August 2, 2018 (Thursday)	Apollo Tyres Ltd	Sofitel Mumbai BKC, Mumbai

The presentation is also available on the website of the Company i.e. www.apolloytyres.com.

This is for your information and records.

Thanking You

Yours Sincerely
For APOLLO TYRES LTD

A handwritten signature in blue ink, appearing to read "Seema Thapar".

(SEEMA THAPAR)
Company Secretary



Corporate Day

2nd August 2018

DISCLAIMER



These materials have been prepared by Apollo Tyres Limited together with its subsidiaries (the "Company"), are for informational purposes only and do not constitute a prospectus or an offer document, or form part of an offer, solicitation or invitation of any offer to purchase or subscribe for any securities of the Company in any jurisdiction, nor should these materials or any part thereof form the basis of, or be relied upon in any connection with, any contract, commitment or investment decision whatsoever.

These materials have not been independently verified. No representation or warranty, expressed or implied, is made and no reliance should be placed on the accuracy, fairness or completeness of the information presented or contained in these materials. None of the Company or any of its directors, officers, affiliates, advisers or representatives accepts any liability whatsoever for any loss howsoever arising from any information presented or contained in these materials. The information presented or contained in these materials is subject to change without notice and its accuracy is not guaranteed.

These materials contain statements that constitute forward-looking or belief statements. These statements include descriptions regarding the intent, belief or current expectations of the Company or its management and information currently available with them including with respect to the consolidated results of operations and financial condition of the Company. These statements can be recognized by the use of words such as "expects," "plans," "will," "estimates," "projects," "believes," "intends," or words of similar meaning. Such forward-looking statements are not guarantees of future performance and involve risks and uncertainties, and actual results may differ from those in the forward-looking statements as a result of various factors and assumptions. Neither the Company nor any of its advisors or representatives, on behalf of the Company assumes any responsibility or obligation to update or revise forward-looking statements to reflect future events or circumstances.

In no event shall the Company be responsible to any person or entity for any loss or damage, whether direct, indirect, incidental, consequential or otherwise, arising out of access or use or dissemination of information contained in this presentation, including, but not limited to, loss of profits. You acknowledge that you will be solely responsible for your own assessment of the market and the market position of the Company and that you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company.

No representation, warranty, guarantee or undertaking (express or implied) is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any projections, estimates, targets and opinions, contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein and, accordingly, none of the Company, its advisors and representative and any of its or their affiliates, officers, directors, employees or agents, and anyone acting on behalf of such persons accepts any responsibility or liability whatsoever, in negligence or otherwise, for any loss or damage, direct, indirect, consequential or otherwise arising directly or indirectly from use of this presentation or its contents or otherwise arising in connection therewith.

This presentation includes certain industry data and projections that have been obtained from industry publications and surveys. Industry publications and surveys and forecasts generally state that the information contained therein has been obtained from sources believed to be reliable, but there is no assurance that the information is accurate or complete. Neither the Company nor any of its advisors or representatives have independently verified any of the data from third-party sources or ascertained the underlying economic assumptions relied upon therein. All industry data and projections contained in this presentation are based on data obtained from the sources cited and involve significant elements of subjective judgment and analysis, which may or may not be correct. For the reasons mentioned above, you should not rely in any way on any of the projections contained in this presentation for any purpose.

The distribution of these materials in certain jurisdictions may be restricted by law and persons into whose possession these materials comes should inform themselves about and observe any such restrictions.

THIS PRESENTATION AND INFORMATION CONTAINED HERE IS NOT INTENDED FOR PUBLICATION OR DISTRIBUTION IN, AND DOES NOT CONSTITUTE AN OFFER OF SECURITIES IN, THE UNITED STATES. NO SECURITIES OF THE COMPANY HAVE BEEN OR WILL BE REGISTERED UNDER THE U.S. SECURITIES ACT OF 1933, AS AMENDED, OR WITH ANY SECURITY REGULATORY AUTHORITY OF ANY STATE OR OTHER JURISDICTION OF THE UNITED STATES AND, ACCORDINGLY, MAY NOT BE OFFERED, SOLD, PLEDGED OR OTHERWISE TRANSFERRED WITHIN THE UNITED STATES EXCEPT PURSUANT TO AN EXEMPTION FROM REGISTRATION UNDER THE SECURITIES ACT OR PURSUANT TO AN EFFECTIVE REGISTRATION UNDER THE SECURITIES ACT AND/OR ANY APPLICABLE U.S. STATE OR LOCAL SECURITIES LAWS.

By accessing this presentation, you accept that this disclaimer and any claims arising out of the use of the information from this presentation shall be governed by the laws of India and only the courts in New Delhi, India, and no other courts, shall have jurisdiction over the same.

TABLE OF CONTENTS

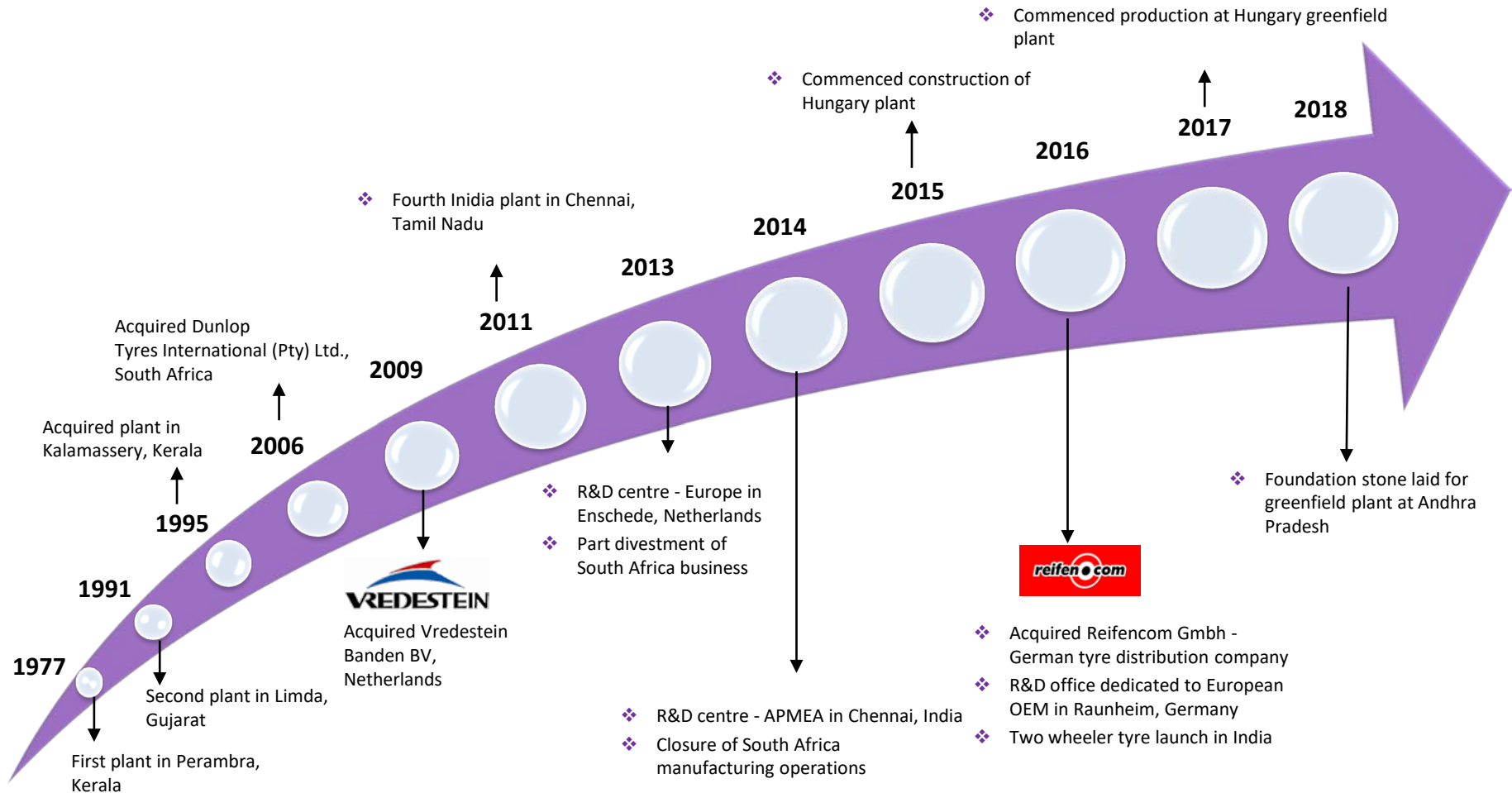


		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

KEY MILESTONES



Apollo's growth has been driven by a mix of organic and inorganic initiatives



Source: Company information (calendar years)

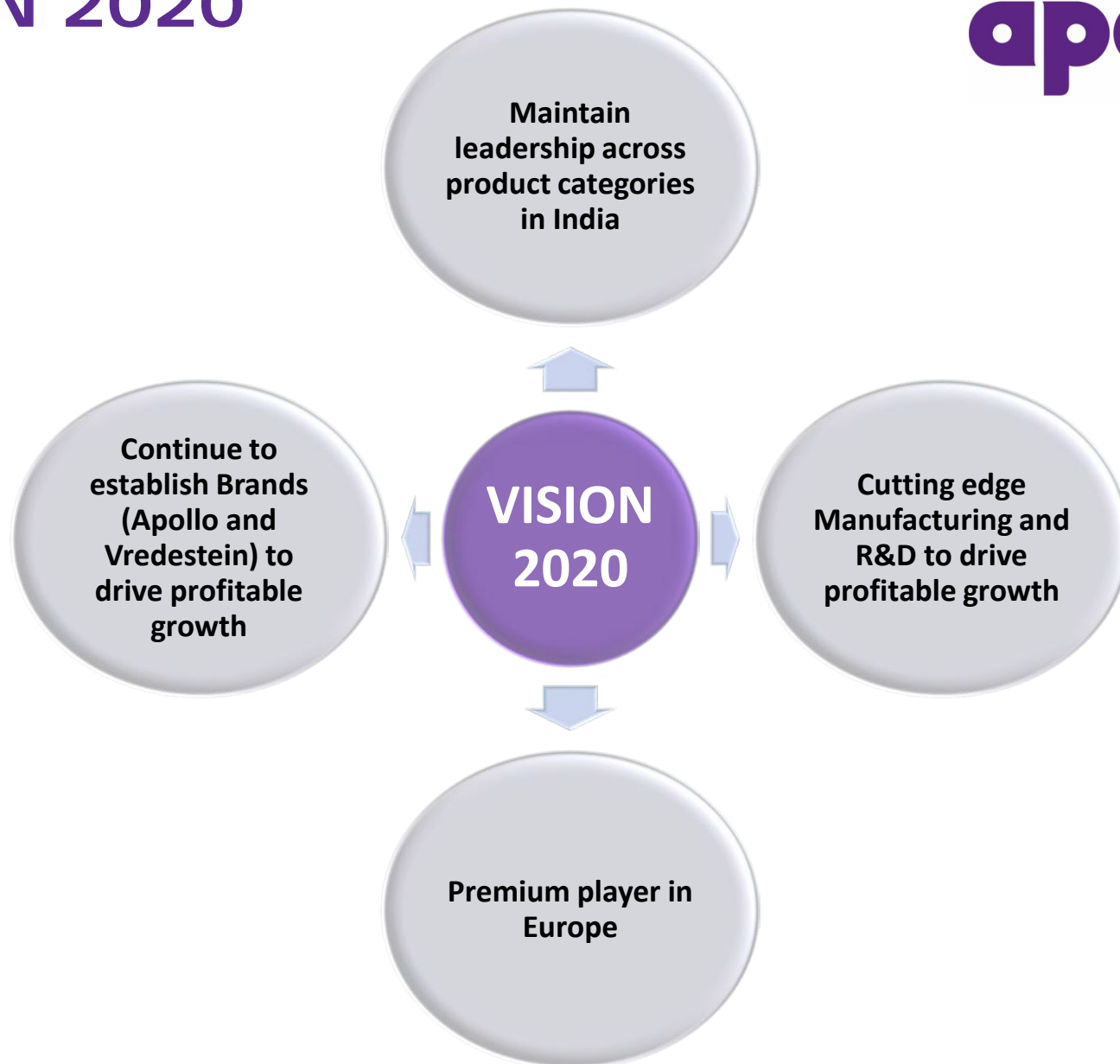
apolloytyres.com

TABLE OF CONTENTS



		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

VISION 2020



INDIA EXCITING TIMES AHEAD



Key highlights – a) price and volume leadership in TBR driven by focus on R&D and product quality; b) consolidation in TBB to utilize existing capacities; c) Focus on R&D and brand building helped gain traction in PCR; d) full product range



Some of the prominent OEM wins in the PCR segment are as follows – Maruti Swift family, Maruti Breeza, Hyundai Creta, VW Passat, Skoda Superb, Ford Ecosport, Toyota Innova Crysta



Ranked as a top brand in small car segment and close second in sedans by JD Power 2018 survey*



Well timed capacity expansion to aid further market share/ volume gains in key segments going forward

*2018 India Original Equipment Tyre Customer Satisfaction Index

EUROPE BUSINESS PREMIUM POSITIONING



Increasing share of UHP both in terms of quantity and value



Gaining traction in segments like all season and summer segments as well



OEM business* – Already supplying to Ford and Volkswagen and targeting to add few more names in FY19/ 20



Capacity ramp up at Hungary to further support volume/market share gains going forward

*Excluding Spacemaster

MANUFACTURING & R&D

THE ENABLERS



OEM

Original Equipment Manufacturer

Consistent focus on manufacturing excellence and quality has helped Apollo bag new OEM contracts and carve a niche for itself in the aftermarket



Technological advancements, environmental concerns and labor availability concerns have all made manufacturing more automated and capital intensive, thereby increasing focus on manufacturing excellence



Quality has always been a key pillar for Apollo Tyres, and in turn, ensures a) long term sustainability; b) ability to compete with the best; and c) ability to cater to premium customers with fast evolving expectations.



Increasing focus on R&D - Between FY13 to FY18 R&D expense (as a % of sales) more than doubled and new product development by R&D team almost tripled

*As a % of sales, consolidated

REINFORCING BRANDS DRIVING PROFITABLE GROWTH



CSR INITIATIVES TAKING A CLOSER LOOK



Social

- 1) Health Care For Truck Drivers

Environment

- 2) Swachh Bharat "SPARSH"

Social

- 3) Community Development – Women Empowerment

Environment

- 4) Biodiversity

TABLE OF CONTENTS



		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

STRONG EXPERIENCED BOARD



Board of Directors

Onkar S Kanwar – Chairman & Managing Director



- Accomplished business professional with over four decades of experience
- Served as the President of FICCI and Chairman of the Automotive Tyre Manufacturers' Association in the past
- Presently the Chairman of BRICS Business Council, India

Neeraj Kanwar – Vice Chairman & Managing Director



- Responsible for driving Apollo Tyres' growth over the years
- Instrumental in successfully pursuing operational efficiency and expanding the business across multiple geographies
- Served as Chairman of the Automotive Tyre Manufacturers' Association in the past



Sunam Sarkar
Non-Executive
Non-Independent
Director



Francesco Gori
Non-Executive
Non-Independent
Director



Robert Steinmetz
Non-Executive
Non-Independent
Director



Dr. S Narayan
Non-Executive
Independent Director



Vinod Rai
Non-Executive
Independent Director



Nimesh N Kampani
Non-Executive
Independent Director



Arun K Purwar
Non-Executive
Independent Director



Pallavi Shroff
Non-Executive
Independent Director



Akshay Chudasama
Non-Executive
Independent Director



Vikram S Mehta
Non-Executive
Independent Director



**Gen Bikram Singh
(Retd.)**
Non-Executive
Independent Director



Anjali Bansal
Non-Executive
Independent Director



Dr. M Beena
Nominee Director
(Govt. of Kerala)

Reputed board with diversified experience

SEASONED MANAGEMENT



Management Board



Onkar S Kanwar
Chairman & Managing Director



Neeraj Kanwar
Vice Chairman & Managing Director



Sunam Sarkar
President & Chief Business Officer



Satish Sharma
President, APMEA



Mathias Heimann
President, Europe



Robert Steinmetz
Advisor



Francesco Gori
Advisor



K Prabhakar
Chief, Projects



P K Mohamed
Chief Advisor, R&D



Daniele Lorenzetti
Chief Technology Officer



Markus Korsten
Chief Manufacturing Officer



Pedro Matos
Chief Quality Officer



Gaurav Kumar
Chief Financial Officer



Martha Desmond
Chief Human Resources Officer

Global team with long standing experience in the industry

CORPORATE GOVERNANCE AWARDS



ICSI National Award
Excellence in Corporate governance



Golden Peacock Award
Excellence in Corporate governance

A few more awards that team has won over last few years for setting industry leading benchmarks are -

- Golden Peacock Award – Risk Management
- ABCI Award 2017 – Annual Report
- Compliance team 2017 – Annual Compliance Award

TABLE OF CONTENTS

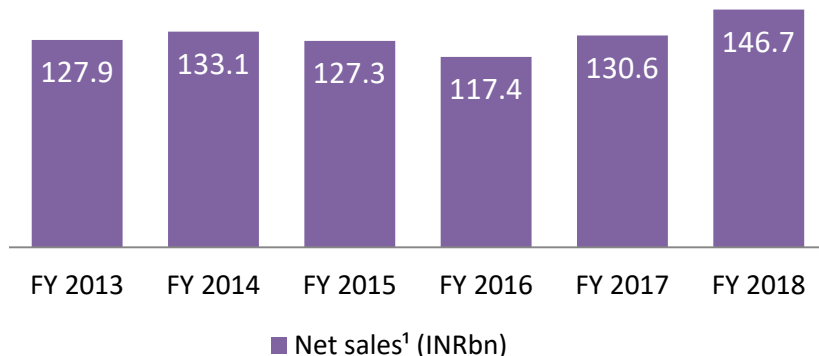


		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

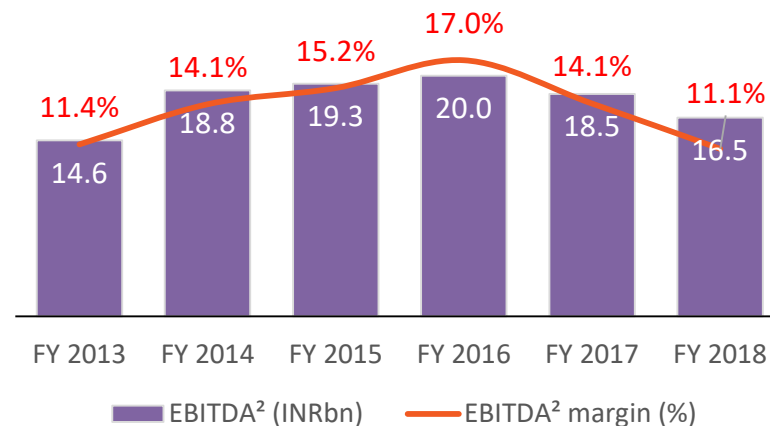
FINANCIAL TRACK RECORD CONSOLIDATED



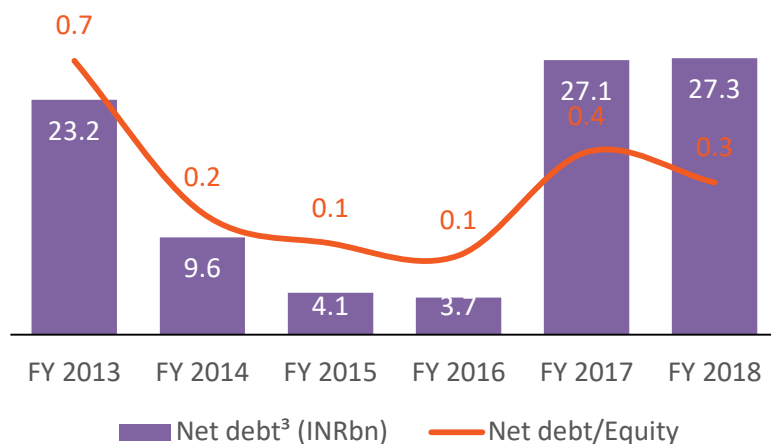
Net sales



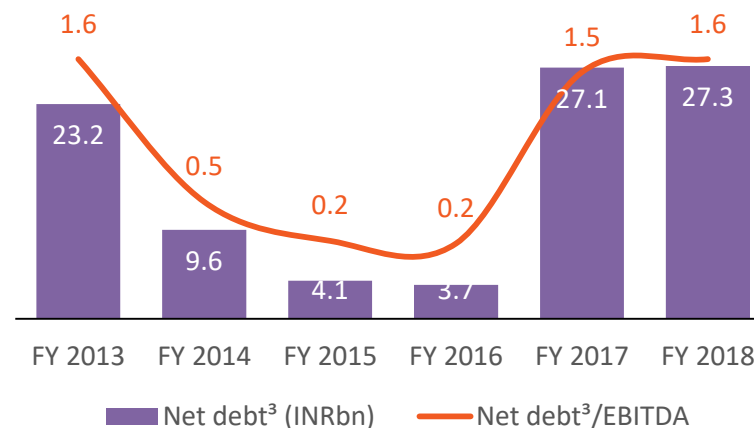
EBITDA



Leverage



Leverage



Source: Company filings FY 2018 unaudited financials as per Ind-AS, FY 2016-FY 2017 audited financials as per Ind-AS, FY 2013-FY 2015 audited financials as per IGAAP

Notes:

1. Net of excise

2. EBITDA excludes other income & exceptional items

3. Net debt: Long term debt + short term debt + derivative liabilities (current & non-current) – derivative assets (current & non-current) – cash and cash equivalents – investments in inter corporate deposits – current investments. Derivative assets & liabilities are adjusted in net debt only in FY 2016 and FY 2017 as per the reporting under Ind-AS standards

TABLE OF CONTENTS



		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

WAY FORWARD



India

- Doubling of Chennai TBR capacity will lead to growth & profitability
- Greenfield facility in AP to maintain leadership & capitalize on market growth
- Leadership across product categories supported by Manufacturing excellence and brand building to support market share



Europe

- Ramp up in Hungary to improve cost competitiveness
- Increased OE engagement
- Entry into TBR segment in Europe to further driving growth
- Continued recovery in margins to desired levels



Others

- Grow presence in key markets

Volatility in key raw materials prices remains a major risk to financial performance of the company – we continue to look for opportunities to take price increases to maintain profitability

TABLE OF CONTENTS



		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

LIST OF ABBREVIATIONS



APMEA	Asia Pacific Middle East and Africa Group	M&HCV	Medium and Heavy Commercial Vehicles
ASEAN	Association of Southeast Asian Nations	OEM	Original Equipment Manufacturer
ATMA	Automotive Tyre Manufacturers' Association	OHV	Off Highway Vehicle
BRICS	Brazil, Russia, India, China and South Africa	PCLT	Passenger Car and Light Commercial Vehicle
CV	Commercial Vehicle	PCR	Passenger Car Radials
CY	Calendar Year (January – December)	R&D	Research & Development
DII	Domestic Institutional Investor	ROCE	Return on Capital Employed
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortization	ROE	Return on Equity
FICCI	Federation of Indian Chambers of Commerce	SAARC	South Asian Association for Regional Cooperation
FPI	Foreign Portfolio Investor	SCV	Small Commercial Vehicle
FY	Fiscal Year (April – March)	SUV	Sports Utility Vehicle
GDP	Gross Domestic Product	TBB	Truck and Bus Bias
HCV	Heavy Commercial Vehicles	TBR	Truck and Bus Radial
LCV	Light Commercial Vehicles	UHP	Ultra High Performance

Thank You