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ATL/ SEC/21

November 16, 2022

The Secretary, National Stock Exchange of India Ltd., Exchange Plaza, Bandra-Kurla Complex, Bandra (E), Mumbai - 400 051	The Secretary, BSE Ltd. Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai – 400001.
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**Sub: Investor Presentation-Q2 FY23**

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 shared at the Investors Conference Call held on November 15, 2022.

The presentation is also available on the website of the Company i.e. [www.apollotyres.com](http://www.apollotyres.com).

This is for your information and records.

Thanking you,

Yours faithfully,  
**For Apollo Tyres Ltd.**

**(Seema Thapar)**  
**Company Secretary & Compliance Officer**



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Earnings Presentation | Q2 FY23

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# Consolidated Financial Snapshot

## Q2 FY23 Financial Performance

Revenue	EBITDA	EBITDA Margins
<b>INR 59,560 Mn</b>	<b>INR 7,120 Mn</b>	<b>12.0%</b>
Y-o-Y	Y-o-Y	Y-o-Y
<b>+17%</b>	<b>+12%</b>	<b>-61 Bps</b>
Net Profit	Net Profit Margins	Diluted EPS
<b>INR 1,944 Mn</b>	<b>3.3%</b>	<b>INR 3.06</b>
	Y-o-Y	
	<b>-16 Bps</b>	

## YTD FY23 Financial Performance

Revenue	EBITDA	EBITDA Margins
<b>INR 118,980 Mn</b>	<b>INR 14,018 Mn</b>	<b>11.8%</b>
Y-o-Y	Y-o-Y	Y-o-Y
<b>23.1%</b>	<b>+16.4%</b>	<b>-69 Bps</b>
Net Profit	Net Profit Margins	Diluted EPS
<b>INR 3,851 Mn</b>	<b>3.2%</b>	<b>INR 6.1</b>
	Y-o-Y	
	<b>+12 Bps</b>	

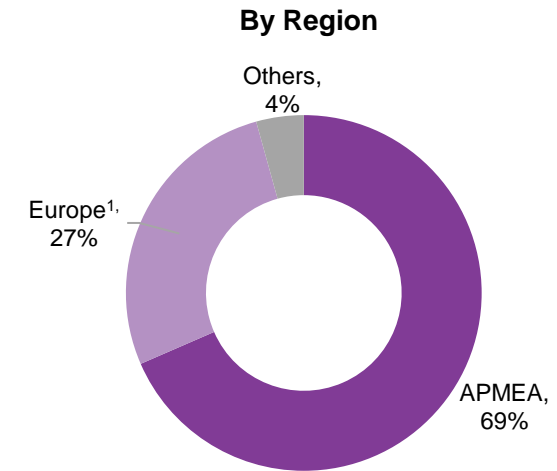
## Q2 FY23 Operational Highlights

- Reported double digit growth (YoY) in Consolidated top line and EBITDA, despite challenging environment
- Quarter was once again marked by steep increase in RM and other costs like energy (especially in Europe)
- Despite cost push, reported sequential improvement in standalone and Europe operating margin performance
- Consolidated EBITDA margin at 12% was down 61 bps YoY and up 35bps QoQ

# Performance Summary – YTD FY23

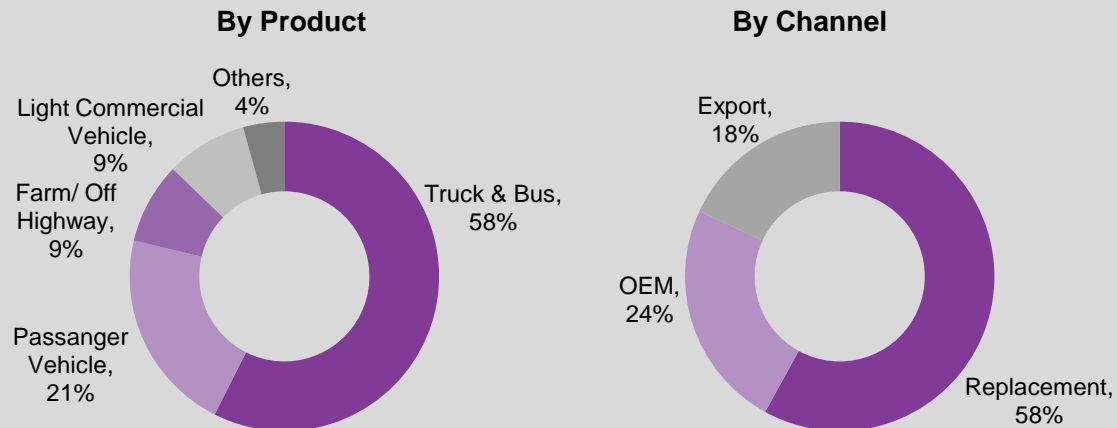
Consolidated Revenue of <b>~₹119 Bn</b>	Consolidated EBITDA of <b>~₹14 Bn (11.8%)</b>
Capacity Utilization	
India <b>76%</b>	Europe <b>89%</b>

## Revenue Mix Consolidated– YTD FY23

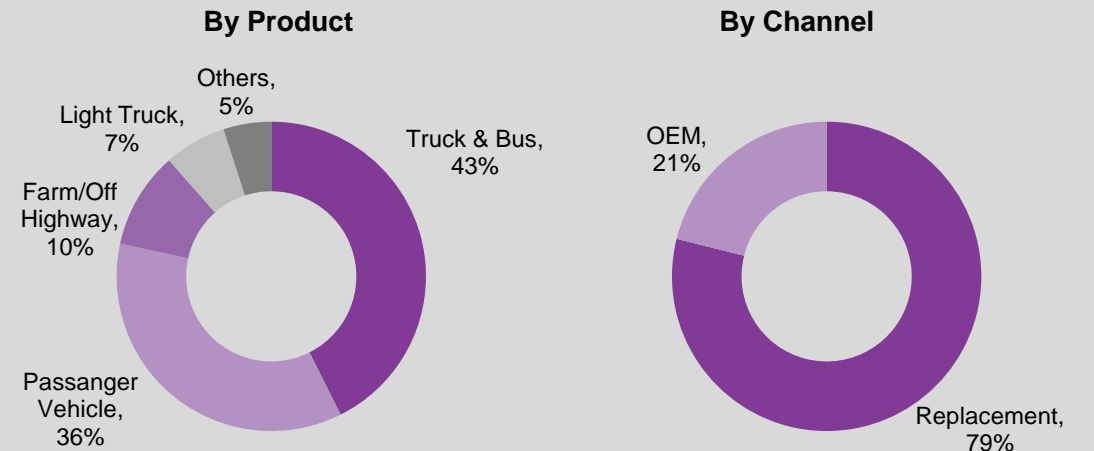


Note:  
1. Europe Includes operations of ReifenCom

## Revenue Mix Standalone – YTD FY23



## Revenue Mix Consolidated – YTD FY23

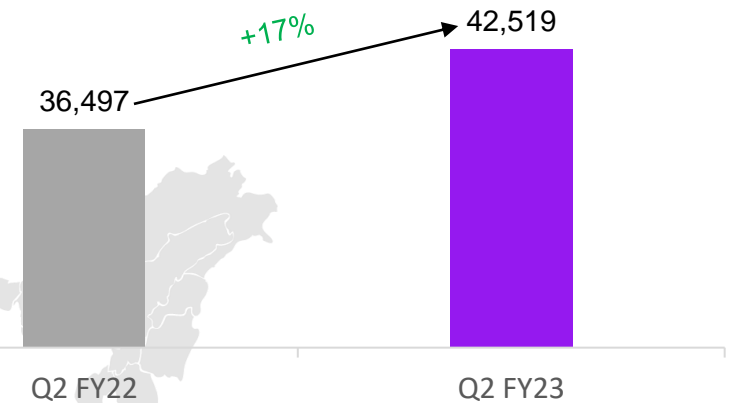


# Operating Highlights – India

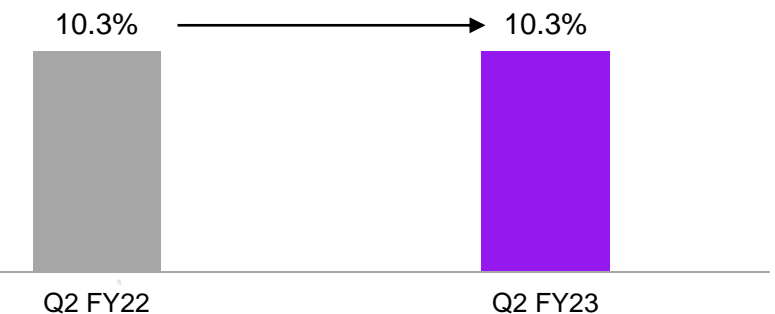
## Q2 FY23

- Quarter was once again marked by RM inflation.
- Despite adverse environment, reported 17% YoY increase in revenues, largely driven by price increases
- Pricing environment remained stable, and we undertook price increase up to ~ 5% in replacement segment. Reported ~62bps improvement EBITDA margin sequentially (flat YoY)
- In terms of demand outlook, we are cautiously optimistic. Correction in input prices should help in improving operating margin performance in near to medium term

## Revenue (₹ Mn)



## EBITDA Margin (%)

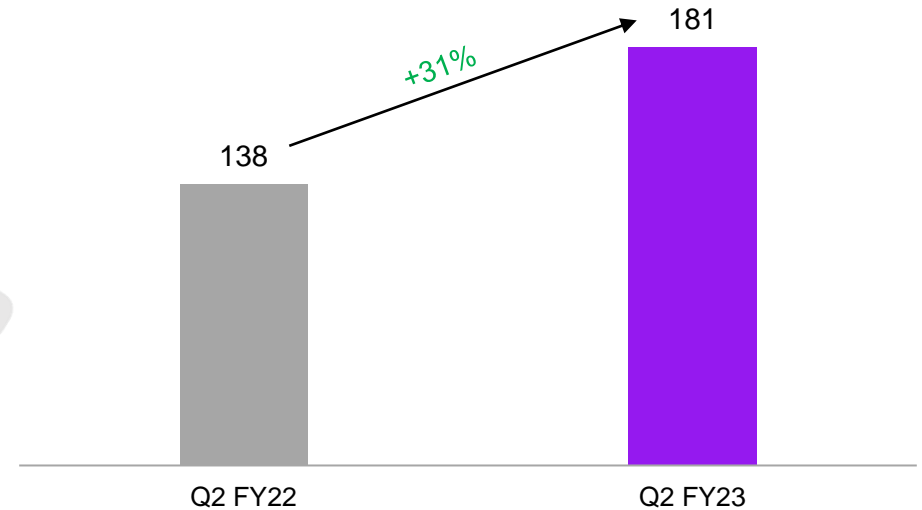


# Operating Highlights – Europe<sup>1</sup>

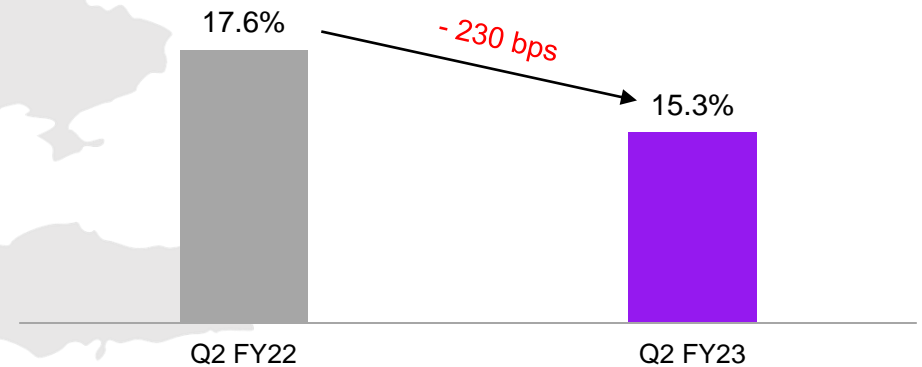
## Q2 FY23

- PCLT market declined by ~9.5%, mainly on account of high channel inventory. All season continued to outperform overall market with marginal growth
- Undertook price hikes to the extent of 5% - 12% during the quarter (PCR and TBR)
- Market share gains, particularly in the premium segment helped report 31% growth in topline (YoY)
- Continued improvement in sales mix - UHP / UUHP accounted for ~42% of PCLT sales (volumes) in Q2 FY23 (~39% in Q2 FY22)
- Despite costs push (RM and energy), reported sequential improvement in operating performance
- Expect market slowdown in PCR, TBR and OHT segment

## Revenue (€ Mn)



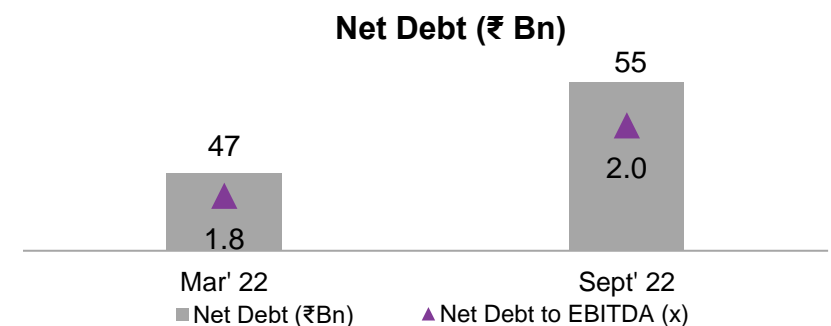
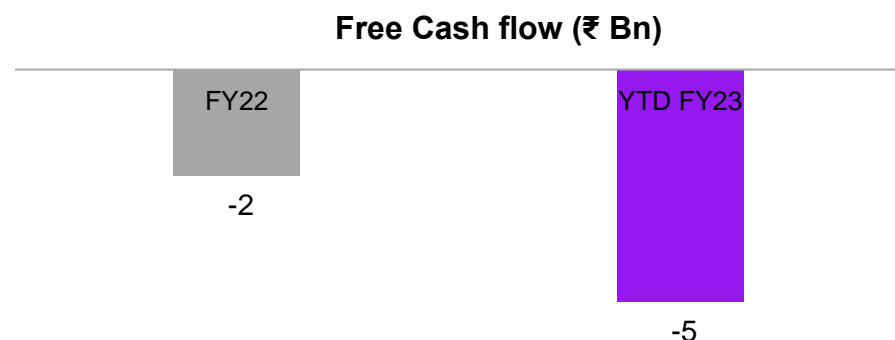
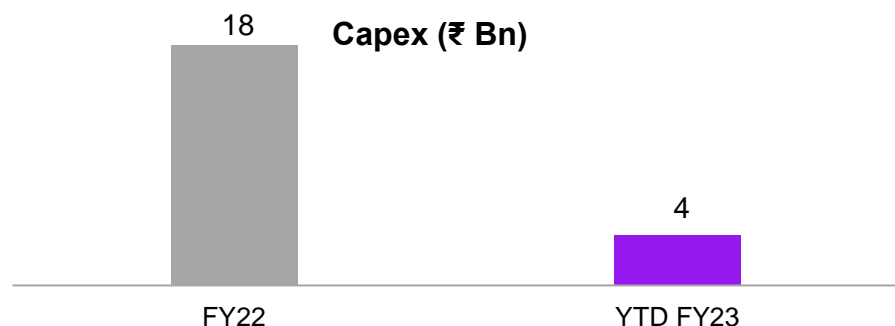
## EBITDA Margin (%)



Notes:

1. Includes only sales and manufacturing operations, excl. Reifencom GmbH (Distribution business)

# Consolidated Cash Flow & Balance Sheet Highlights



## Key Highlights

- Capex in line with guidance.
- Marginal increase in net debt from ₹ 47bn (Mar '22) to ₹ 55bn (Jun '22).
- Net Debt increase on account of lower cash & cash equivalents. The gross debt during the period has been largely flattish (₹ 63bn in Sep '22 from ₹ 62bn in Mar '22).





**Financial Statements**

# Profit & Loss (Quarterly) – Consolidated

Particulars (₹ Mn)	Q2 FY23	Q2 FY22	Q1 FY23	% Change - YoY	% Change - QoQ
<b>Revenues</b>	<b>59,560</b>	<b>50,773</b>	<b>59,420</b>	17%	0%
Raw Material	36,406	29,731	35,840		
Staff Cost	6,141	6,391	6,453		
Other Costs	9,893	8,271	10,229		
<b>EBITDA</b>	<b>7,120</b>	<b>6,380</b>	<b>6,898</b>	12%	3%
EBITDA Margin (%)	12.0%	12.6%	11.6%		
Depreciation	3,485	3,397	3,437		
Other Income	69	289	106		
<b>EBIT</b>	<b>3,703</b>	<b>3,272</b>	<b>3,567</b>		
<b>EBIT Margin</b>	<b>6.2%</b>	<b>6.4%</b>	<b>6.0%</b>		
Interest	1,320	1,036	1,182		
Tax	440	454	478		
Exceptional Items	-	44	-		
<b>PAT</b>	<b>1,944</b>	<b>1,737</b>	<b>1,907</b>		
PAT Margin (%)	3.3%	3.4%	3.2%		

# Profit & Loss (YTD) – Consolidated

Particulars (₹ Mn)	YTD FY23	YTD FY22	% Change - YoY
<b>Revenues</b>	<b>1,18,980</b>	<b>96,618</b>	<b>23%</b>
Raw Material	72,246	55,976	
Staff Cost	12,593	12,927	
Other Costs	20,123	15,667	
<b>EBITDA</b>	<b>14,018</b>	<b>12,048</b>	<b>16%</b>
EBITDA Margin (%)	11.8%	12.5%	
Depreciation	6,923	6,800	
Other Income	175	693	
<b>EBIT</b>	<b>7,270</b>	<b>5,941</b>	
EBIT Margin	6.1%	6.1%	
Interest	2,502	2,082	
Tax	918	790	
Exceptional Items	-	54	
<b>PAT</b>	<b>3,850</b>	<b>3,015</b>	
PAT Margin (%)	3.2%	3.1%	

# Profit & Loss (Quarterly) – Standalone

Particulars (₹ Mn)	Q2 FY23	Q2 FY22	Q1 FY23	% Change - YoY	% Change - QoQ
<b>Revenues</b>	<b>42,519</b>	<b>36,497</b>	<b>44,362</b>	17%	-4%
Raw Material	29,901	24,604	31,211		
Staff Cost	2,480	2,600	2,604		
Other Costs	5,765	5,531	6,259		
<b>EBITDA</b>	<b>4,374</b>	<b>3,762</b>	<b>4,288</b>	16%	2%
EBITDA Margin (%)	10.3%	10.3%	9.7%		
Depreciation	2,225	1,951	2,155		
Other Income	192	318	289		
<b>EBIT</b>	<b>2,341</b>	<b>2,129</b>	<b>2,421</b>		
EBIT Margin	5.5%	5.8%	5.5%		
Interest	1,206	896	1,058		
Tax	327	331	320		
Exceptional Items	-	5	-		
<b>PAT</b>	<b>808</b>	<b>897</b>	<b>1,043</b>		
PAT Margin (%)	1.9%	2.5%	2.4%		



# Profit & Loss (YTD) – Standalone

Particulars (₹ Mn)	YTD FY23	YTD FY22	% Change - YoY
<b>Revenues</b>	<b>86,882</b>	<b>68,697</b>	26%
Raw Material	61,112	45,796	
Staff Cost	5,083	5,223	
Other Costs	12,024	10,580	
<b>EBITDA</b>	<b>8,662</b>	<b>7,097</b>	22%
EBITDA Margin (%)	10.0%	10.3%	
Depreciation	4,380	3,875	
Other Income	480	696	
<b>EBIT</b>	<b>4,762</b>	<b>3,918</b>	
EBIT Margin	5.5%	5.7%	
Interest	2,264	1,790	
Tax	647	540	
Exceptional Items	-	13	
<b>PAT</b>	<b>1,851</b>	<b>1,576</b>	
PAT Margin (%)	2.1%	2.3%	



For further details please feel free to get in touch with the IR team

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# Thank you

