

APOLLO TYRES LTD

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GST No.: 06AAACA6990Q1Z2

ATL/ SEC/21 June 23, 2023

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

Sub: Investor Presentations-Corporate Day 2023 & Plant Visit

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 presentations to be shared with the Investors at the Corporate Day 2023 & Plant Visit scheduled to be held on Saturday, June 24, 2023.

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

This is for your information and records.

Thanking you,

Yours faithfully,

For Apollo Tyres Ltd.

(Seema Thapar)
Company Secretary & Compliance Officer







apollo

VEDESTEIN TYRES

Investor Presentation | June 2023

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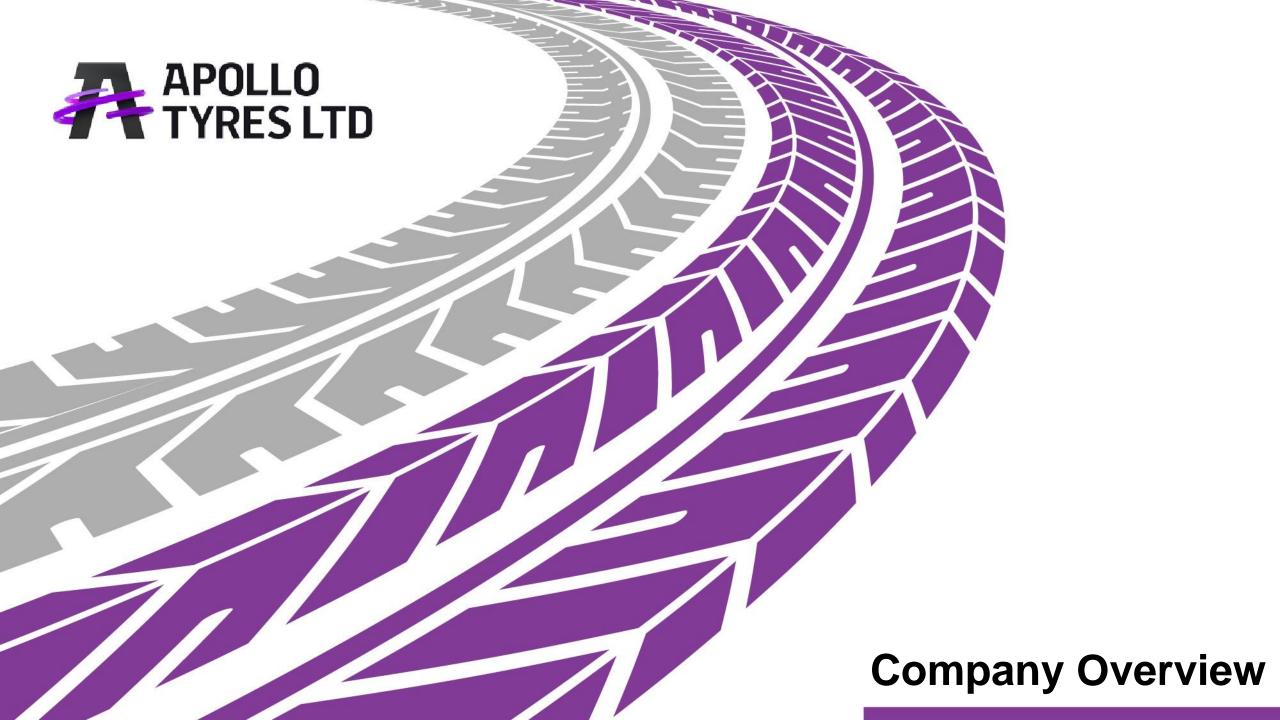
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Apollo Tyres Snapshot (FY23)





INR 245,681 Mn

Revenue



15%

3 Yr Revenue CAGR



INR 33,137 Mn

EBITDA



20%

3 Yr EBIDTA CAGR



INR 11,044 Mn

PAT



32%

3 Yr PAT CAGR



26%

Dividend % of Net Profit

Dividend - INR 4.50/share



INR 6,369 Mn

Free cash flow



10.1%

RoCE



1.4x

Net Debt/EBIDTA



AA+ (LT), A1+ (ST)

Credit Rating CRISIL

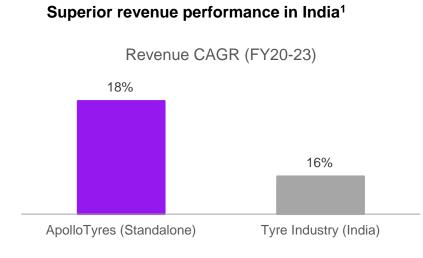


В

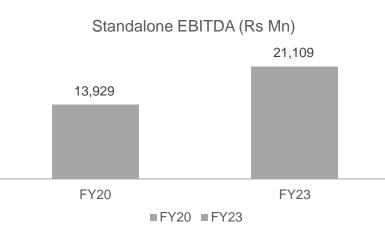
CDP Score (taking action on climate

issues)

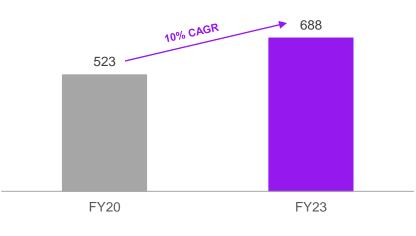
Strong execution – track record of superior performance



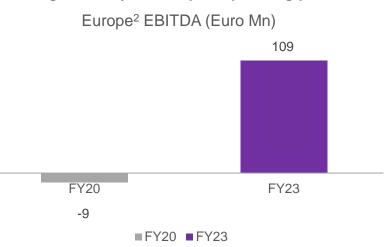
While attaining best in class profitability



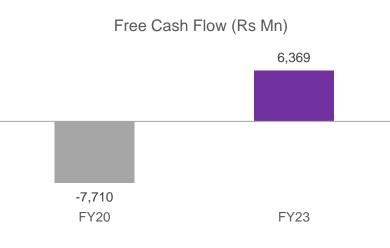
Robust revenue growth in Europe (Euro Mn)²



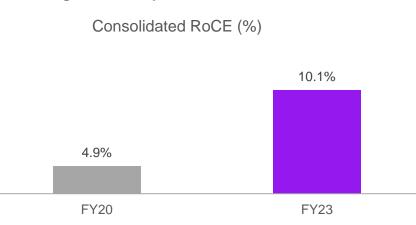
Strong recovery in Europe² operating performance



Focus on free cash flow generation



Significant improvement in return ratio



- 1. Source: ICRA Report
- 2. Europe sales and manufacturing, excluding Reifen

Company Overview



Leading global tyre manufacturer

- Incorporated in 1972
- · A full range player
- Long standing client relationship with many of the marquee OEMs across the globe
- Listed on both NSE and BSE with an approximate current Market Capitalisation of ~INR 26 Bn



Strong brands with leading market position

- India: Leading player in Truck & Bus and Passenger vehicles
- Europe: Premium market position in fast-growing passenger car segments



Experienced leadership team & board, and backed by long-term PE investor

- · Experienced leadership team
- Strong Board: 8 independent directors & 7 Nonindependent Directors
- Backed by global marquee private equity Warburg Pincus



Deep distribution network built over time

- ~ 7,250 Dealers (India)
- ~ 6,500 Dealers (Europe)



State of art production facilities and continued focus on R&D

- 7 Manufacturing Plants (India: 5, Europe: 2)
- 2 R&D centres (India/Europe) and 1 testing centre (Europe)
- Digital Innovation Hub in UK and India. The Hub will use Artificial Intelligence and Machine Learning technologies to solve complex manufacturing problems
- Podium positions garnered in European and North American PCLT test results

Key Performance Indicators

Revenue (INR Mn)		
FY19	175,488	
FY20	163,502	
FY21	173,970	
FY22	209,476	
F <u>Y23</u>	245,681	

EBITDA (INR Mn) & EBITDA Margins (%)			
FY19	19,586 (11%)		
FY20	19,387 (12%)		
FY21	27,975 (16%)		
FY22	25,741 (12%)		
F <u>Y23</u>	33,137 (13%)		

Capital Expenditure Outflow (INR Mn)			
FY19	22,932		
FY20	28,361		
FY21	11,902		
FY22	18,164		
FY23	7.604		

Strong Management Team with Deep Experience



Onkar Kanwar

Chairman



Neeraj Kanwar

Vice Chairman & Managing Director



Benoit Rivallant
European Operations

Total Experience: 35 years Years with Apollo Tyres: 9



Daniele Lorenzetti
Research & Technology

Total Experience: 28 years Years with Apollo Tyres: 7



Gaurav Kumar Finance & Legal

Total Experience:30 years Years with Apollo Tyres: 19



Hizmy Hassen
Digitalisation & IT

Total Experience: 27 years Years with Apollo Tyres: 3



K Prabhakar Projects

Total Experience: 42 years Years with Apollo Tyres: 34



Satish Sharma

Asia Pacific, Middle East & Africa Operations

Total Experience: 34 years Years with Apollo Tyres: 26



Sunam Sarkar

Sustainability, Human Resources, Communications, Procurement and Supply Chain

Total Experience: 34 years Years with Apollo Tyres: 24



Yoichi Sato

Quality, Health, Safety

uality, Health, Safe' & Environment

Total Experience:26 years Years with Apollo Tyres: 4

Key Milestones

1991

· Plant in Limda, Gujarat

1995

· Acquired plant in Kalamassery, Kerala



2013

- · Global R&D Center, Europe
- · Partnered with Manchester United



· Entered two-wheeler segment in India



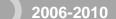
2017

 Plant in Hungary, Europe



1977

1991-1995





2016-2019

1977

· First Plant in Perambra, Kerala



 Acquired Dunlop Tyres, South Africa

2009

· Acquired Vredestein Banden BV, Netherlands

2010

- · Radial Plant in Oragadam,
- Tamil Nadu



2014

- Global R&D Center Asia, India
- Exit from South African manufacturing operations

2015

· Acquired Reifencom, German Tyre Distribution company



2020

- Investment by Warburg Pincus
- · Radial plant in AP, India

2020-2023

Specialization of Dutch Plant

2022

- · Strategic partnership with TATA Power to deploy EV charging stations across India
- Digital Innovation Hub in London

2023

• Digital Innovation Hub in Hyderabad







Vision

DRIVING PROGRESS, TOGETHER

Purpose

ENABLING EXCELLENCE

Value

FOLLOWING ONE TAKING OUR PASSION FAMILY RESPONSIBILITY



Performance Goals (FY 26)

Revenue Goal \$5Bn

EBITDA > 15%

ROCE = 12% to 15%

Net Debt: EBITDA < 2

FY23 Vs Vision 2026

Particulars	FY 2023 Actual	FY 2026 Vision
Revenue (USD Bn)	3.1 ¹	5.0
EBITDA (%)	13.5%	>15%
ROCE (%)	10.1%	12% - 15%
Net Debt to EBITDA (x)	1.4x	<2x

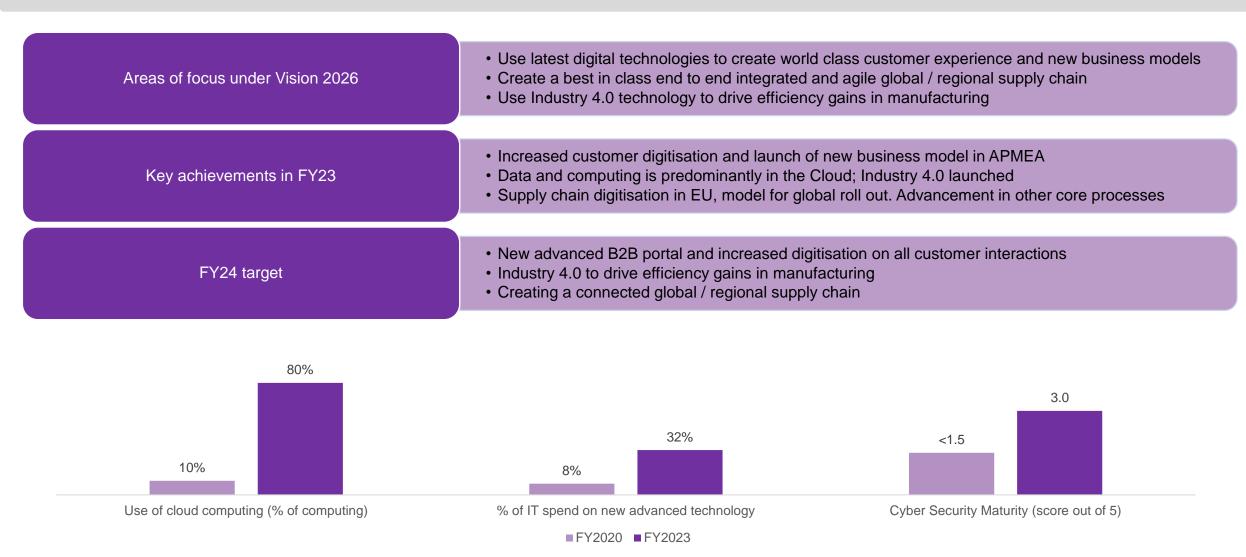
1. Adjusted for movement in forex, the like for like FY23 revenue would be approximately USD 3.3 Bn

Enabling Excellence – 5 Key Enablers



Digitalisation

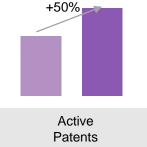
Business Growth, Efficiency Improvements and Risk Mitigation

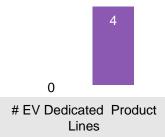


Technology & Innovation

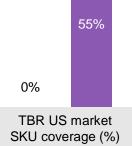
Drive Product Leadership and Enhance Technology Readiness

• Tyre technology for EV Areas of focus under Vision 2026 Green tyre technology • Smart development - Virtual development, advanced testing, advanced materials New product development and launches • OEM Journey: Premium approvals / EV Approvals Key achievements in FY23 Continued podium positions and OEM endorsements Focus on sustainability for all business categories • Focus on OEM's "EV dedicated" platforms FY24 target · Add-on Tyre technologies: Tyre sensors; Noise cancellation +50%









People

Attract, Engage and Retain Best Talent

Areas of focus under Vision 2026

- Digitize
- Engage & Recognize
- Empower & Energize
- Diversity & Inclusion

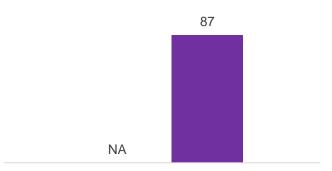
Key achievements in FY23

- Employee engagement: 90% global participation in Apollo Voice
- Professional growth and career advancement: Global learning calendar, Apollo laureate program and laureate future leaders program
- Succession planning: Concluded evaluation of 9-box grid for 1,000 plus employees

FY24 target

- Retain top talent: Invest in L&D, career enrichment, career path enhancement
- Employee experience & Engagement: Employee listening & action, enriched employee HR digital experience
- Balancing cost: Lower hiring cost and invest more in retaining and growing internal talent





Global Employee Engagement Survey Score

■FY2020 ■FY2023

Brand – **Europe**

Driving Premiumisation

Areas of focus under Vision 2026

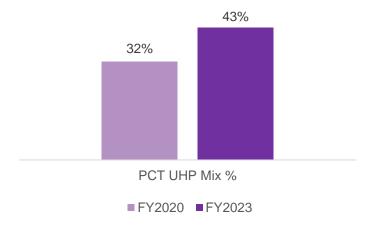
- Product Mix enrichment in each product category / brand
- Volume growth in targeted categories
- Price position vs Premium brands

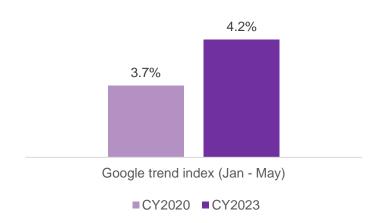
Key achievements in FY23

- Market share gain particularly on All Season and UUHP tires as well as Agriculture tires
- Product mix enrichment: 170bps improvement in PCLT sales mix (UHP mix)
- Price position improvement: improved by 2 to 4pts average vs Top Tier 1 benchmark

FY24 target

- Despite challenging environment, target to achieve higher volume growth as compared to Industry
- Continue product Mix enrichment: Targeting further improvement in UHP proportion





Brand - India

Brand Leadership in India

Areas of focus under Vision 2026

- Build premium Brand Experience across various category range
- Strengthen brand equity
- Build Omnichannel connected brand journey with enhanced Retail Experience

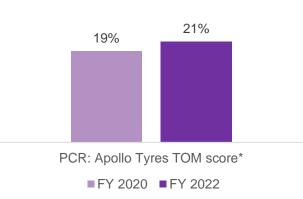
Key achievements in FY23

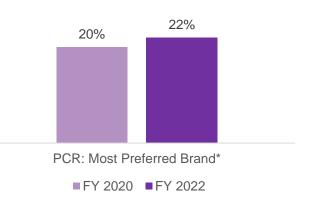
- Maintained volume leadership in PCR replacement segment for 3rd year in a row
- Launched more than 7 new products in CV segment
- Continued focus on Rural segment: 14% growth in business; 50+ distributors added

FY24 target

- Drive volumes while holding price premium positioning, Build VR brand
- Strengthen and build Apollo as Consumer Brand
- Leverage Sport Brand Assets across our Product Communications







^{*} Source: Survey done by external agencies

^{*} TOM: Top of mind awareness

Sustainability

Ensure Long Term Sustainability and target to be Carbon Neutral

Areas of focus under Vision 2026

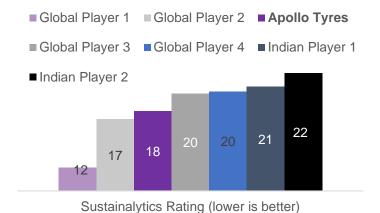
- Decarbonisation roadmap with 2030 commitments
- Raw material commitment of reaching 40% sustainable material by 2030
- Social projects in communities across Europe and India to reach target of 15 million beneficiaries.

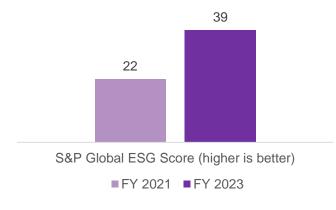
Key achievements in FY23

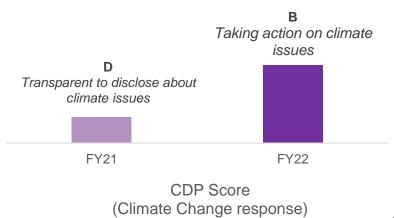
- Improvement in Sustainability Scores Sustainalytics and Carbon Disclosure Project
- Showcased tyre with 75% sustainable raw material as a part of a pilot project (lab stage)
- Achieved reduction in CO2 emissions (Scope 1 & Scope 2) of ~ 13% in in comparison to FY22

FY24 target

- Conduct a Materiality Assessment to align with the ongoing focus areas
- Work on internal Carbon Pricing project to support the climate strategy
- Work on Scope 3 commitments and project.









Environment, Social & Governance (ESG)

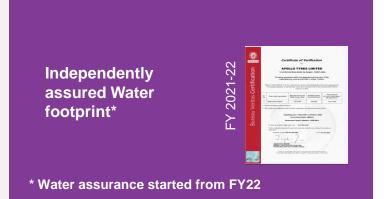
Climate Change Sustainability Governance Commitment to Carbon Neutrality by 2050- Sustainability Steering Group for Drawing de-carbonization roadmap for FY'26 decision making process Water efficiency- Roadmap to improve water Sustainability Model as per ISO use efficiency 26000 Waste conscious operations **Circular Economy Value Chain – Supply Chain** Endeavour to set processes Use of sustainable material for environmentally friendly Practices influencing adherence to ESG disposal of ELT- use of practices in Value Chain re-purposed tyres for sports pitches **People** Communities - CSR Invest in Human Capital – training Target to reach over 15 million and development beneficiaries by FY'26 through our core • Enhance Diversity & Inclusion programmes · Adoption of ISO 26000 Core 5 Subjects of Labour Practices and **Human Rights**

Environment



Climate Change Strategy

- To be Carbon neutral by 2050
- Improve Scope 1 and 2 emission intensity by 25% respectively against baseline year of 2020
- To improve water withdrawal intensity by 25% against baseline year 2019
- Increase in renewable power in total power share to 25% by 2026
- Increase usage of sustainable raw material to 40% by 2030
- A prototype tyre developed with 75% sustainable materials





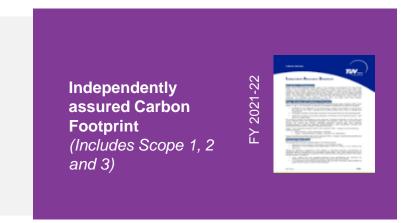
Nature Based Solutions - Biodiversity Conservation (A global theme for Apollo)

India

- · Mangrove Conservation Project in Kannur, Kerala
- Afforestation programme supporting 350,000 trees in Tamil Nadu and 10,000 tree plantation at Gujarat region

Europe

• Stadbeek project in Enschede- Netherlands and Conservation of Bukk National Park, Gyöngyöshalász, Hungary



APOLLO TYRES LTD

22

Social



- Healthcare Programme for Trucking Community (Customer) at 32 locations in 19 Indian states
- Total 11 of Commercial Vehicle (CV) zones have been equipped with electric vehicle charging stations in collaboration with Tata Power



PEOPLE

- For the 10th year in a row, Apollo Tyres has been certified as a #GreatPlaceToWork by the Great Place to Work® Institute (India)
- Singapore and UK offices are certified as top employer by Top Employers Institute (global authority on recognising excellence in people's practices)
- To improve D&I to 12% globally



COMMUNITIES

India

- Around 10 million beneficiaries outreached till FY'23
- Livelihood programme for Rural women Over 17,000 women are outreached

Europe

- Blood donation camps in Hungary
- Campaigns to support treatment of sick children, who can not afford treatment

Governance

A Strong Board

- More than 90% attendance in board meetings held in FY23
- Eminent people with strong Industry experience across domains
- Eight Independent directors on board, including two independent women directors
- Strong governance model in place with representation from industry leaders and independent board members in various committees
 - Audit Committee
 - Stakeholders Relationship Committee
 - Risk Management Committee
 - · Nomination and Remuneration Committee
 - CSR Committee
 - Business Responsibility and Sustainability Committee

Eminent Board of Directors with Wide Ranging Expertise



Onkar Kanwar Chairman



Neeraj Kanwar Vice Chairman & Managing Director



Akshay
Chudasama
Independent
Director

Regional Managing Partner
Shardul Amarchand
Mangaldas & Co



Gen. Bikram Singh
(Retd.)

Independent
Director

Former Chief of Indian Army



Francesco
Crispino
Independent
Director
Co-Founder
Greater Pacific Capital



Gori

Non Independent
Director

Former CEO, Pirelli Tyre

Focom



Bhagwati
Independent
Director

Former India's High
Commissioner to UK and
Ambassador to the
European Union



Lakshmi Puri Independent Director

Former Ambassador to Hungary & Assistant Secretary General (UN)



Pallavi Shroff Independent Director

Regional Managing Partner Shardul Amarchand Mangaldas & Co



Steinmetz

Non Independent

Director

Former Chief of International Business, Continental AG



Sharma
Non Independent
Director

President (APMEA) & Whole-Time Director



Sarkar
Non Independent
Director

President & Chief Business Officer



Mehta
Independent
Director

Former Chairman Shell Group of Companies



Mahadevia
Non Independent
Director

MD, Head of Warburg Pincus India



Vinod Rai Independent Director

Former Comptroller and Auditor General of India

Awards & Recognitions

Leadership



Onkar S Kanwar awarded Order of the Rising Sun, Gold and Silver Star by Japanese Govt.

Onkar S Kanwar awarded with the Officers Cross (Civilian Division) of the 'Order of Merit' of Hungary

Compliance



Compliance Team Award 2022

Marketing / PR



Cannes: Silver Lion for 'Adopt a Pothole



Cannes: Golden Dolphin for Marketing Communication

Human Resources



India's Best Companies to Work for

CSR

Quality / Manufacturing

Apollo Sijir, Lordel



ICSI CSR Excellence Awards



Deming Prize - Apollo Tyres Chennai Plant



EY Entrepreneur of the Year - Manufacturing

Risk Management

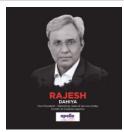


Masters of Risk at the India Risk Management Awards by CNBC-TV18

Innovative and Winning Products



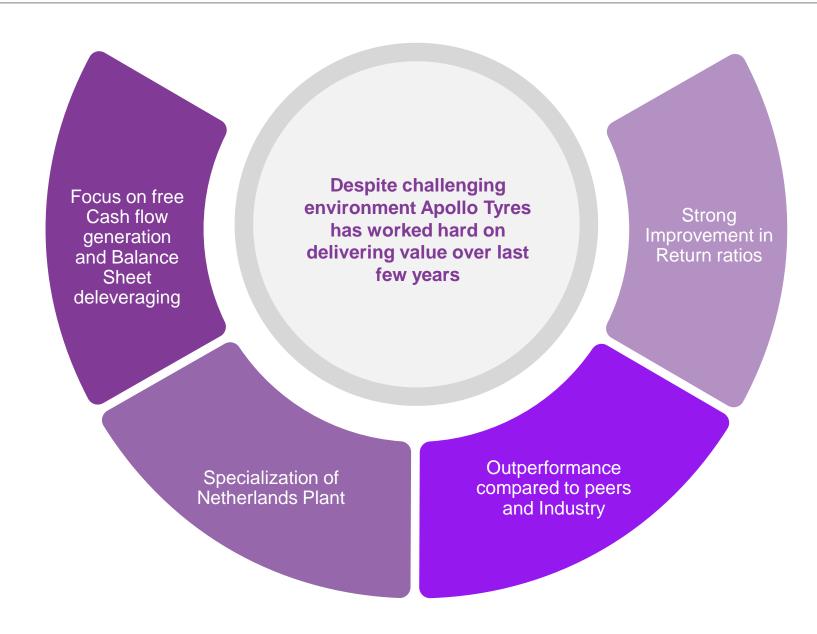
Golden Peacock Award for Innovative Product/Service



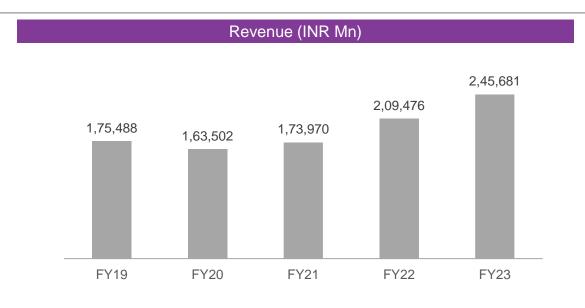
CMO Sustainability award (marketing strategy) at the Pitch CMÓ Awards

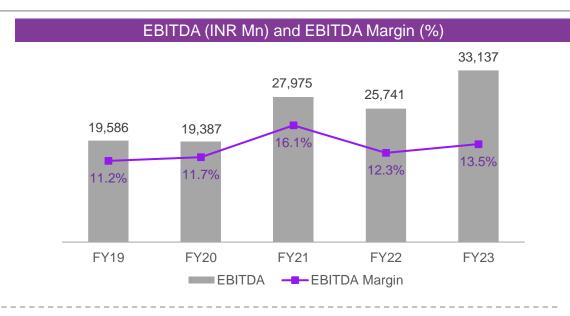


Robust execution in last few years

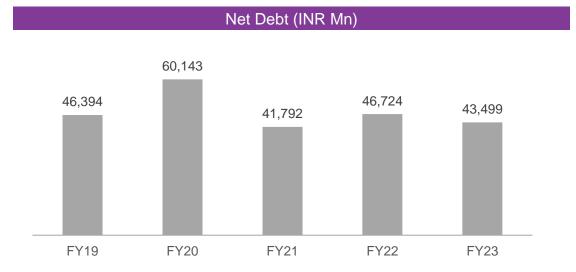


Historical Consolidated Financial Performance









Historical Consolidated Financial Performance





Coverage Details

Sell Side Coverage Details (Indicative Lis)

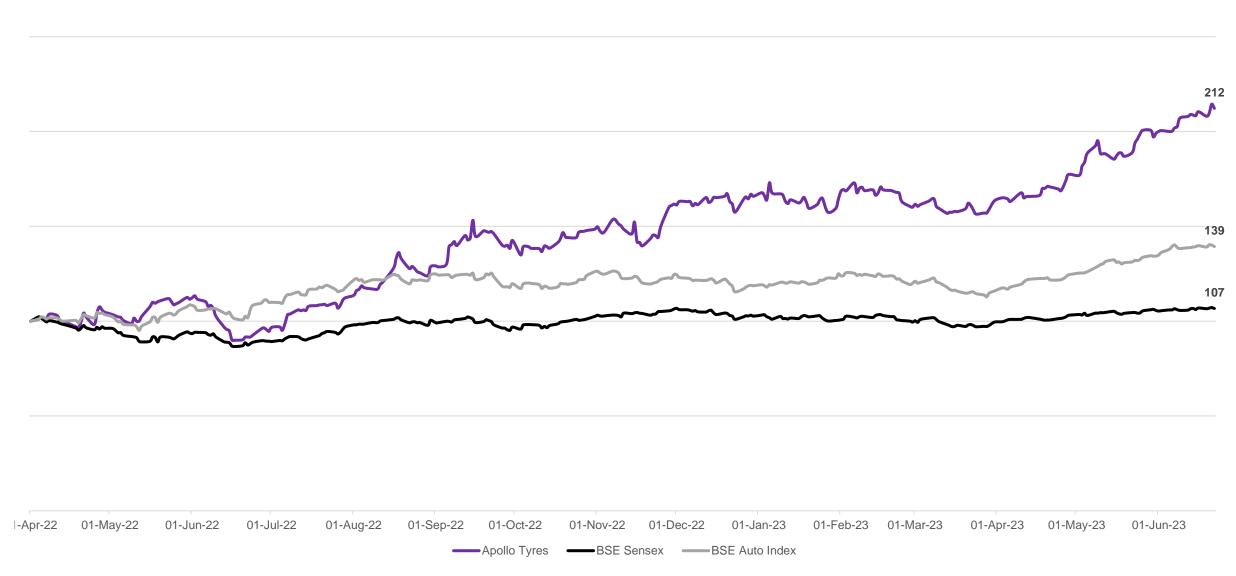
Firm Name	Analyst Name	Rating	Target Price
Morgan Stanley	Binay Singh	Overweight	400
JP Morgan	Amyn Pirani	Overweight	445
Citi	Arvind Sharma	Buy	445
Nomura	Siddhartha Bera	Neutral	386
IIFL Securities	Joseph George	Add	410
Equirus Securities	Ashutosh Tiwari	Buy	477
Kotak Securities	Rishi Vora	Sell	310
Axis Capital	Nishit Jalan	Buy	435
Elara Securities	Jay Kale	Accumulate	425
JM Financial	Ronak Mehta	Buy	415
Investec	Aditya Jhawar	Buy	460
HDFC Securities	Aniket Mhatre	Add	394
Motilal Oswal Securities	Jinesh Gandhi	Buy	430
B&K	Annamalai Jayaraj	Buy	444
Avendus Spark	Mukesh Saraf	Add	400

Source: Bloomberg; As on 23rd June 2023

Shareholder Details

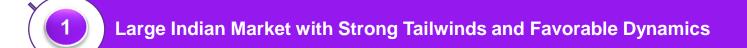
Top Marquee Shareholders as on 16-06-2023 Shareholder % Shareholding Warburg Pincus Affiliates 18.0% Housing Development Finance Corp. Ltd 8.6% Kotak Mahindra Bank Ltd 4.0% 2.3% The Vanguard Group, Inc Dimensional Holdings, Inc 1.6% BlackRock, Inc. 1.6% Government Of Singapore 1.1% 0.9% Franklin Templeton Asset Management 0.8% Norges Bank Investment Management 0.7% State Street Corp. 0.7% RBC Global Asset Management (UK) Ltd.

Stock Price Performance (since 1st April 2022)



Source: BSE

Apollo Tyres – A long term story



Portfolio of Leading Brands with Deep Distribution Network within India



Focused on Fast Growing and Profitable segments in Europe and North America with a Cost Competitive Footprint

4 Significant Progress on Sustainability and ESG

Strong Focus on R&D and Digitalization (leveraging technologies like Al/ML/Data sciences/Industry 4.0)

6 Experienced Leadership Team & Board, and backed by a Marquee, Long-Term Investor

7 Consistent Execution Track Record in an Uncertain Environment



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

Himanshu Sharma

Head – IR & Budgeting
himanshu.sharma1@apollotyres.com

Thank you





Apollo Tyres Ltd – AP plant

VEDESTEIN





- AP Plant Glance
- Uniqueness of AP Plant
- Tyre Manufacturing process & technological advancements
- Certification Status
- Sustainability
- Corporate Social Responsibility
- Employee Engagement



AP Plant Overview





257 Acre (104 Hectare) Greenfield campus located in the Chinnapanduru village, Andhra Pradesh (7 Kms from Sricity, AP)

Capacity

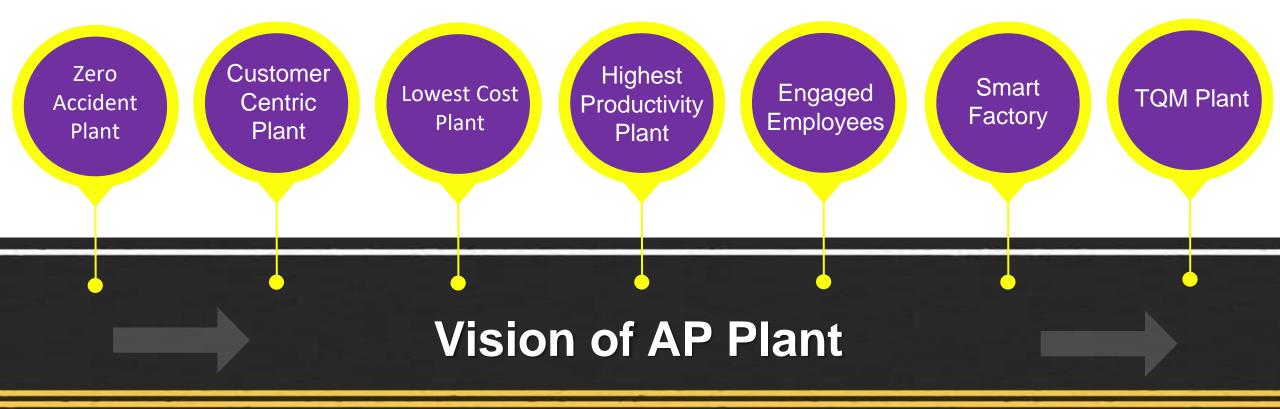
- PCR: 15,000 Tyres/day
- TBR: 3,000 Tyres /day

AP Plant Vision

Supply of world class radial tyres from a continually learning, improving, conscious factory through an ambience of mutual respect and ownership.

AP Plant Vision





"Supply of world class radial tyres from a continually learning, improving, conscious factory through an ambience of mutual respect and ownership"



AP Plant Uniqueness







AP Plant Uniqueness – Lean layout





- Zero Back flow of material
- Dedicated PCR & TBR Product line
- Centre Spine Concept
- Vertical Stacking in RMS, Mixing, Building & FGS
- Planned for Future expansion
- Distributed Cafeteria



Benefits of Centre Spine concept





Areas located centrally between PCR & TBR product line which has common facilities such as Mould shop, Utility areas, Test centre etc., which serves for PCR & TBR.

- Reduction in Material handling cost & material flow distance
- Improvement in Machine utilization which reduces the production lead time
- Reduction in the Energy consumption



Unique Equipment and Process Features



Quadraplex &
Quintaplex Extruder
Sandwiching of 4 layered tread compounds through Pressure head extrusion

Online Profilometer

03

05

Real-time measurement system for monitoring key profile dimensions in complex tread and sidewall extrusions.

No touch GT Concept

- Auto carcass loader
- 100% Green tyre online weighment
- Auto Bar Code application

Tandem Mixer

Improved Silinazation & dispersion of silica mixing (Reactive) without affecting the product performance

Hexa Bead Construction

Wrapping a single strand of rubber coated bead wire into a bundle of a desired cross sectional shape

Auto Gauge Control

Auto adjustment of the Nip gap to maintain the Gauge of the Calendared material



No Touch Green tyre concept

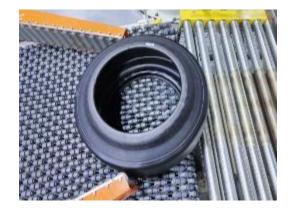


NO Touch Green tyre Concept

The process of transferring Green Tyre(GT) from Tyre Building to Curing press is fully automatic.

GT Transfer flow:





Transferring of Green tyre after building from TBM to Conveyor



Transferring of Green Tyre from Conveyor to ASRS

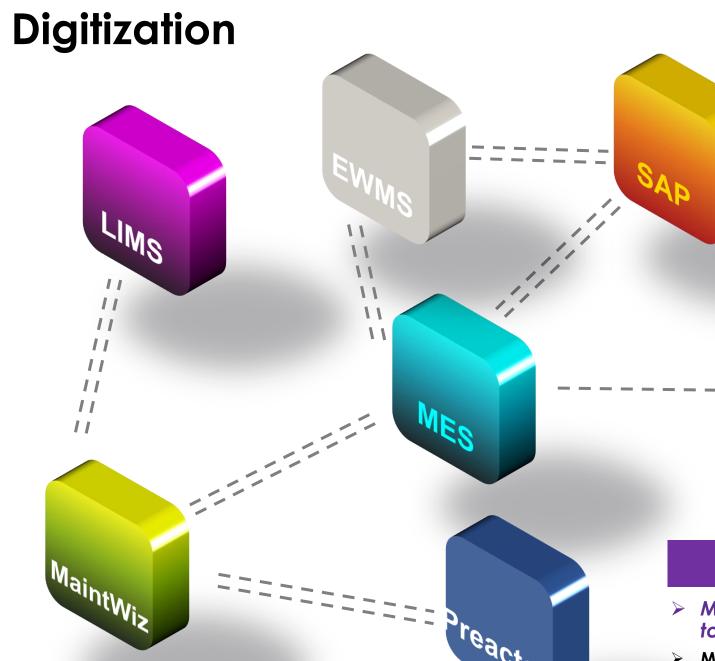


Transferring of Green Tyre from ASRS to VCL Arm



Transferring of Green Tyre from VCL Arm to Curing press









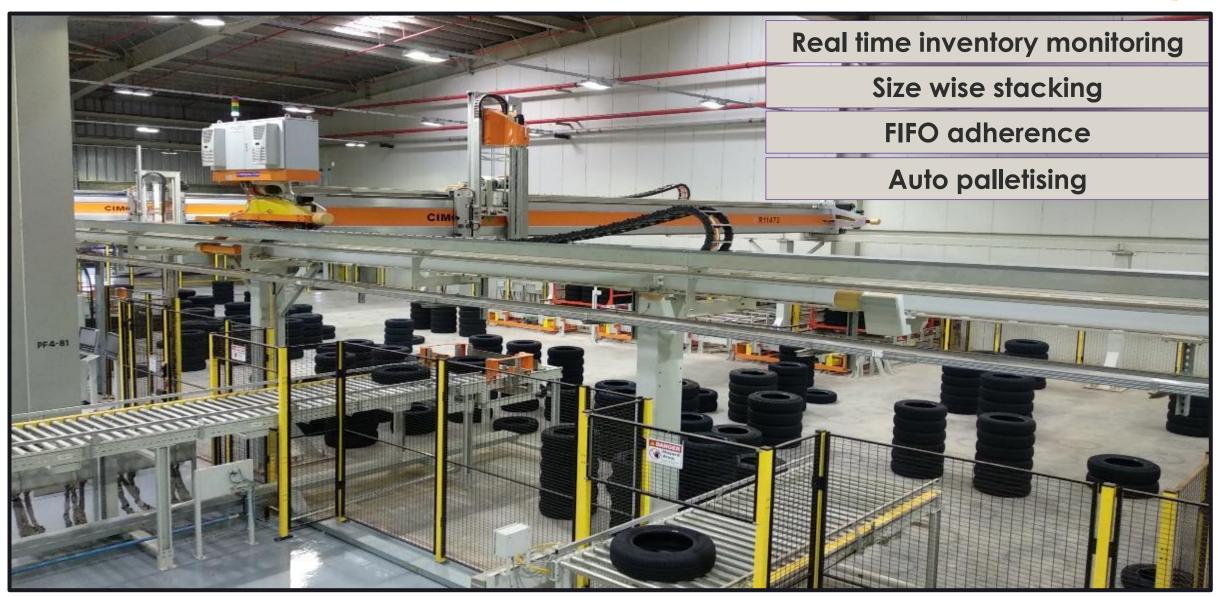
- Daily Performance monitoring dashboard
- Live dashboard
- DWM dashboards
- 73% Data captured directly from the system (Online)

Digitization Vision

- Moving from "depending on man to make data" to "man depending on data to make decisions"
- Make Data Transparent
- Making dashboards 100 % digitized to eliminate man involvement

Advanced Automations







AP Plant Awards & Certification



Best Organization for Promoting QC Circles



Par Excellence in NCQC



ISO 9001:2015



IATF 16949:2016



ISO 14001:2015



ISO 45001:2018



Chairmans Safety Award 2022



Winner of Global ATQM **Competition FY23**







INMETRO - Brazil













ECE - Europe

(E4) EU Labelling

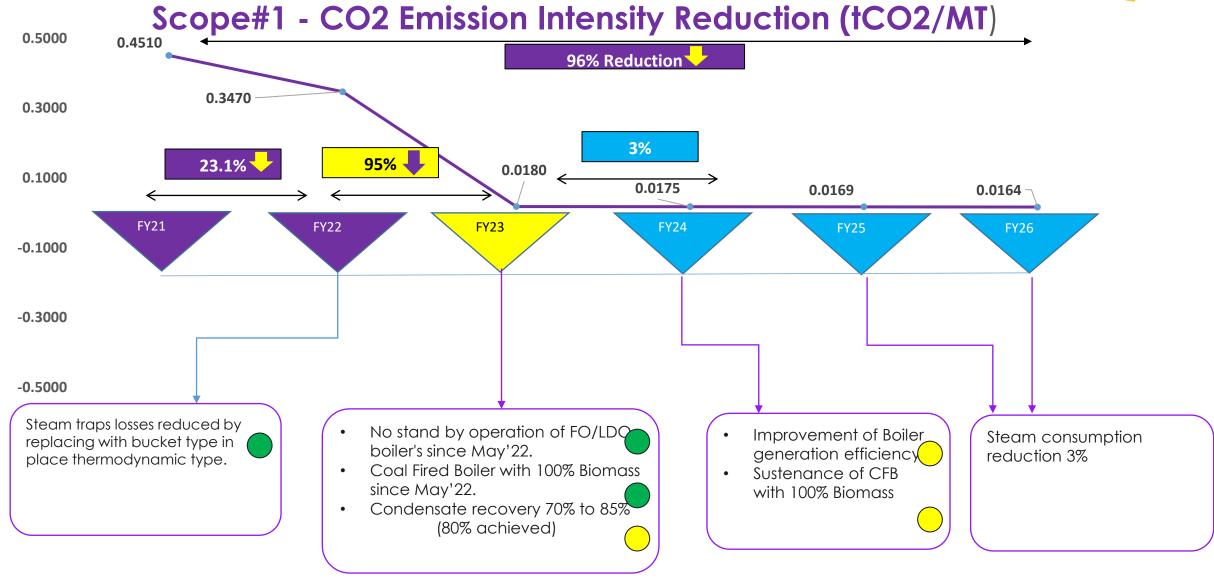






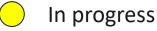
Sustainability – CO2 Emission Intensity Reduction







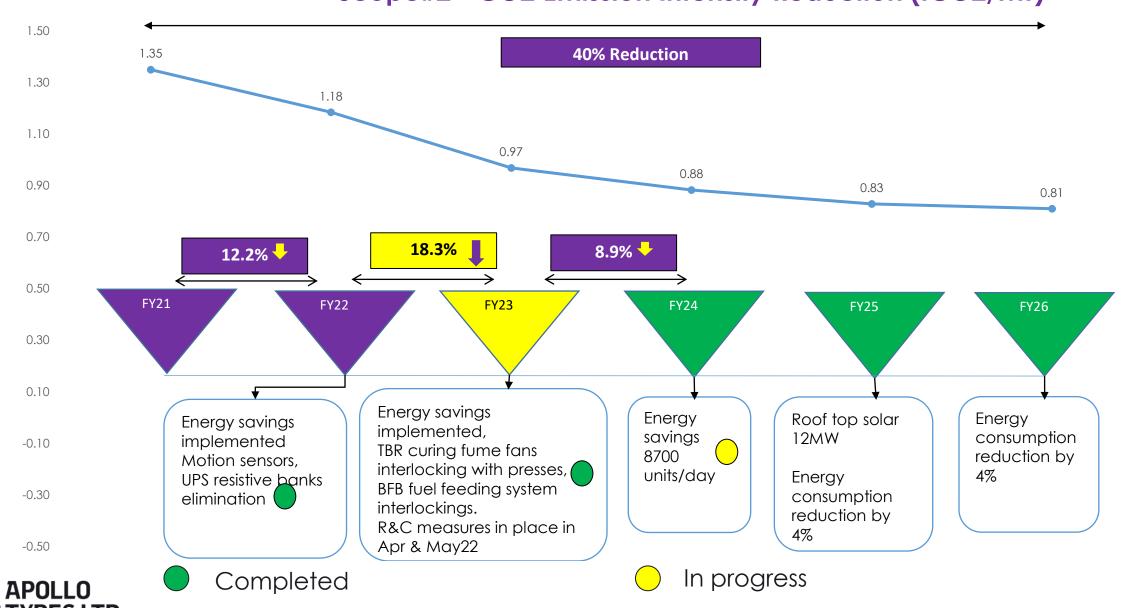




Sustainability – CO2 Emission Intensity Reduction

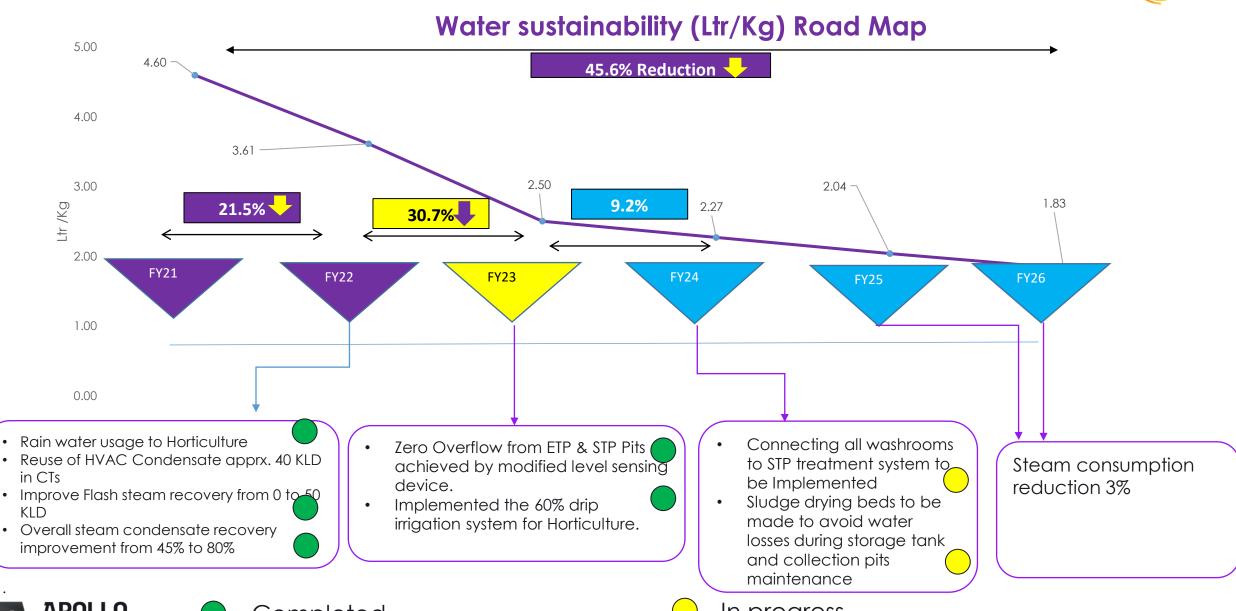


Scope#2 - CO2 Emission Intensity Reduction (tCO2/MT)



Sustainability – Water sustainability









Completed

Corporate Social Responsibility

Healthcare for Trucking Community





 3,28,068 Beneficiaries coverage in awareness activities in and OPD in Vijayawada Andhra Pradesh From 2011.

Healthcare for Trucking Community









- Community Solid Waste Management for Chinnapanduru Panchayath covering 477 households and commercial shops.
- INR 61523 /- monetary income generated through dry waste sales from the project and utilized towards the project
- 2 ELT facility was set up in Chinnapanduru Primary school and around 122 children are using it.
- Till FY 23, 213 individual household toilet with bathing facilities provided to Racherla and Chinnapanduru Panchayath.
- Multiple awareness program conducted in both villages to promote Safe sanitation







- **535** households of Chinnapanduru panchayath are currently using the Drinking water facility.
- Racherla Anganwadi renovation
- wall painting for primary school in Racherla
- Support for the DFO 100 Safety Uniforms for Fire officers
- Racherla Anganwadi renovation for kids safety in the school
- Covid Medical equipment's worth 19 Lakhs was provided to Government Hospital, newly established in Chittoor District. (Oxygen concentrator, Surgical gloves, CBC Machines & Kits, Auto analyser, fowler cot with IV stand with bed, Bed side locker, Nebulizer.)



Employee Engagement Activities



Visual Factory & 5S

Employee Suggestion



High Impact Projects



























Employee Engagement Activities



Gender Diversity

























Employee Engagement Activities



Green Club



Toastmasters Club



















Thank you

