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ATL/ SEC/21

August 11, 2023

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-Q1 FY24

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 Investors Conference Call scheduled to be held today i.e. August 11, 2023.

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

This is for your information and records.

Thanking you,

Yours faithfully,
For Apollo Tyres Ltd.

(Seema Thapar)
Company Secretary & Compliance Officer





Earnings Presentation | Q1 FY24

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Consolidated Financial Snapshot

Q1 FY24 Financial Performance

Revenue	EBITDA	EBITDA Margins
INR 62,446 Mn	INR 10,515 Mn	16.8%
Y-o-Y	Y-o-Y	Y-o-Y
+5.1%	+52%	+523 Bps
Net Profit	Net Profit Margins	Diluted EPS
INR 3,969 Mn	6.4%	INR 6.25
Y-o-Y	Y-o-Y	
+124%	+337 Bps	

FY23 Financial Performance

Revenue	EBITDA	EBITDA Margins
INR 245,681 Mn	INR 33,137 Mn	13.5%
Y-o-Y	Y-o-Y	Y-o-Y
+17%	+29%	+120 Bps
Net Profit	Net Profit Margins	Diluted EPS
INR 10,458 Mn	4.3%	INR 16.5
Y-o-Y	Y-o-Y	
+73%	+137 Bps	

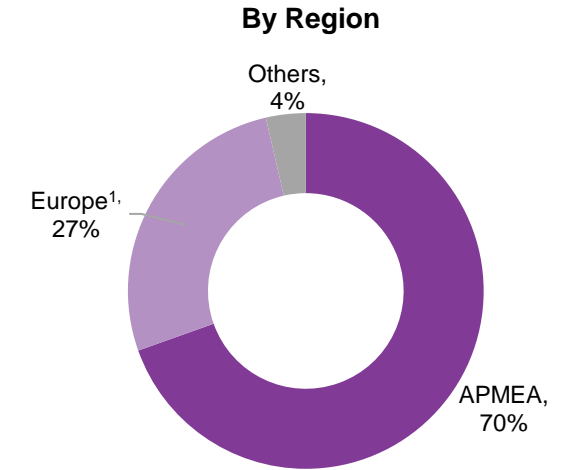
Q1 FY24 Operational Highlights

- Topline growth impacted by challenging demand environment across key markets
- In terms of volume performance, both India and Europe saw YoY decline
- However, despite subdued topline growth, reported strong improvement in operating margins, primarily on the back of robust performance in India
- Consolidated EBITDA margin at 16.8% was up 523 bps YoY and up 86bps QoQ

Performance Summary – YTFY24

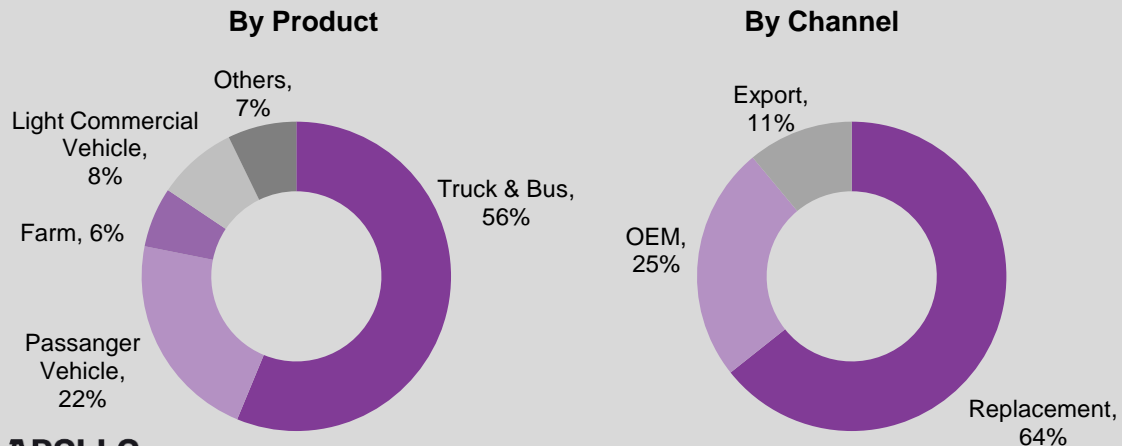
Consolidated Revenue ~₹62 Bn	Consolidated EBITDA ~₹10.5 Bn (16.8%)
Capacity Utilization	
India 75%	Europe 80%

Revenue Mix Consolidated – YTD FY24

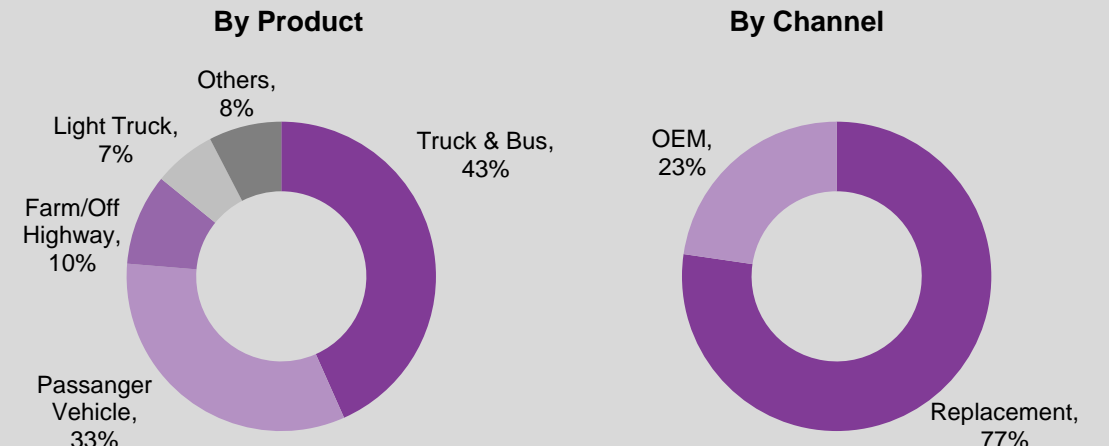


Note:
1. Europe Includes operations of ReifenCom

Revenue Mix Standalone – YTD FY24



Revenue Mix Consolidated – YTD FY24

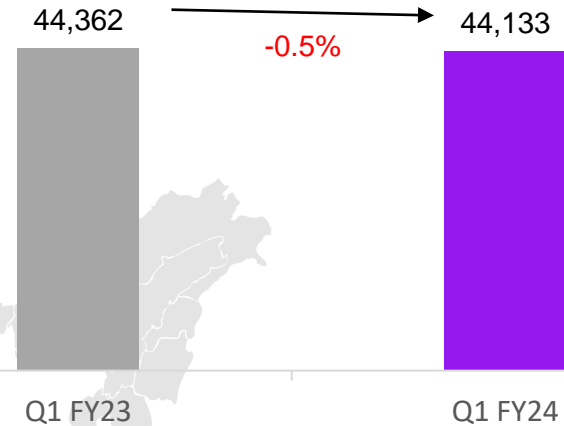


Operating Highlights – India

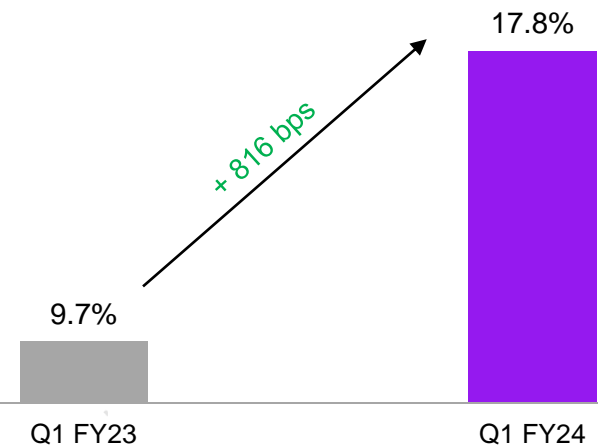
Q1 FY24

- On a YoY basis, overall volumes were down, impacted by decline in exports while both replacement and OEM segment volumes were largely flattish.
- On the positive side, registered QoQ volume growth across all product segments in replacement channel
- Pricing environment remained stable. We were able to maintain price advantage in replacement segment, gained in last few quarters
- Consequently, gross margin improved both YoY and QoQ
- Reported 816 bps improvement in EBITDA margin YoY (+188 bps QoQ), helped by lower RM costs and stringent cost control
- Expect the margin performance to remain healthy on back of correction in input prices and tight cost control

Revenue (₹ Mn)



EBITDA Margin (%)

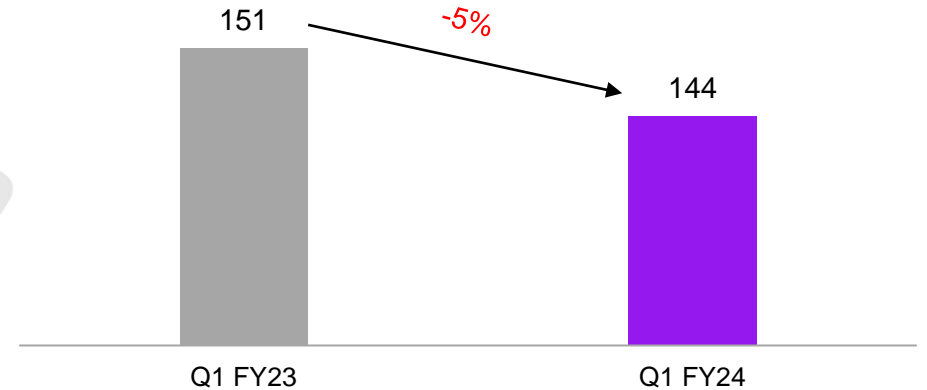


Operating Highlights – Europe¹

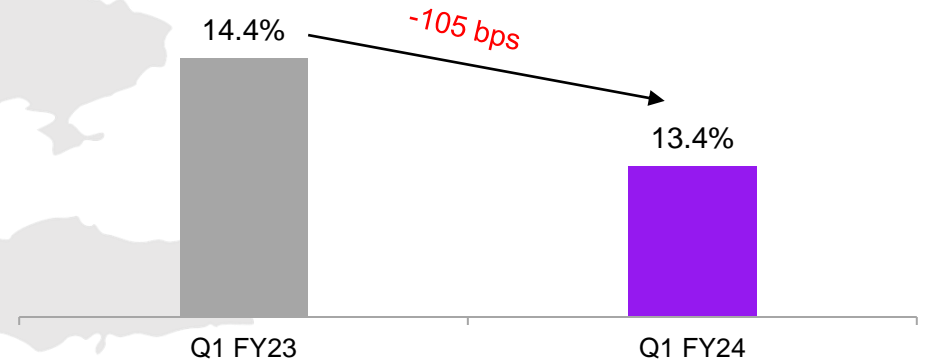
Q1 FY24

- PCLT market declined by ~13% (YoY), mainly on account of high channel inventory and mild winters. All season continued to outperform overall market with minimal decline
- Despite sluggish demand environment gained ~15bps market share in PCLT segment (YoY). Gained ~20 bps market share in OHT segment (YoY).
- Pricing environment remained stable during the quarter
- Registered gross margin improvement (YoY and QoQ)
- Reported EBITDA margin of 13.4%, -105 bps YoY / -474 bps QoQ. The decline in EBITDA margin was primarily due to lower topline
- In terms of outlook, the industry is expected to remain sluggish in near term. We will continue to focus on cost containment measures in near term.

Revenue (€ Mn)



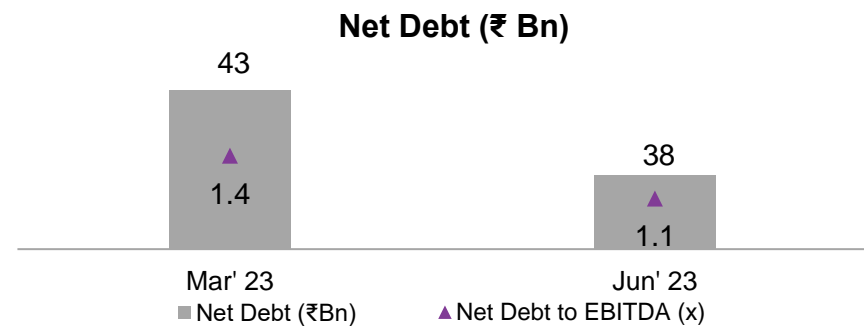
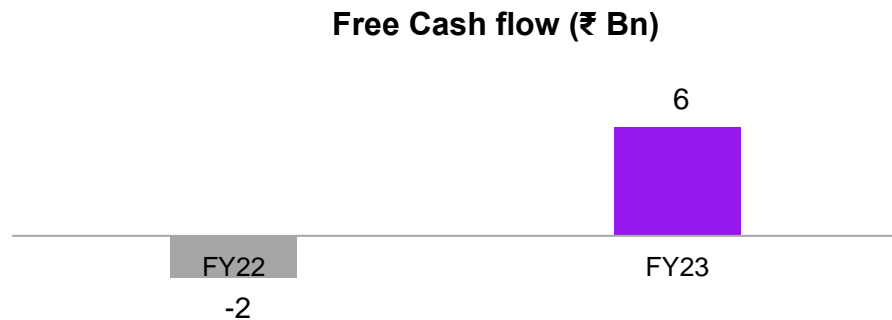
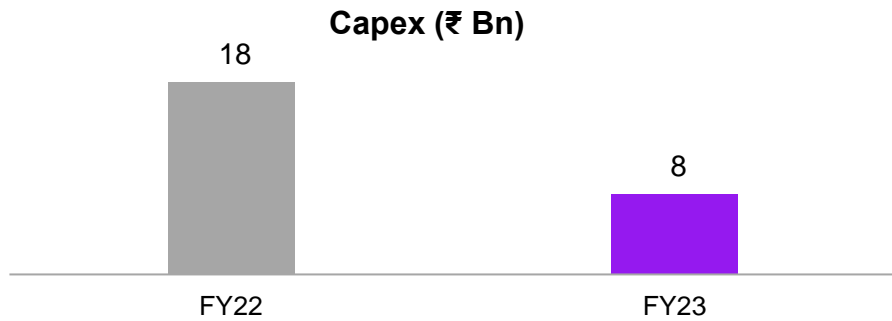
EBITDA Margin (%)



Notes:

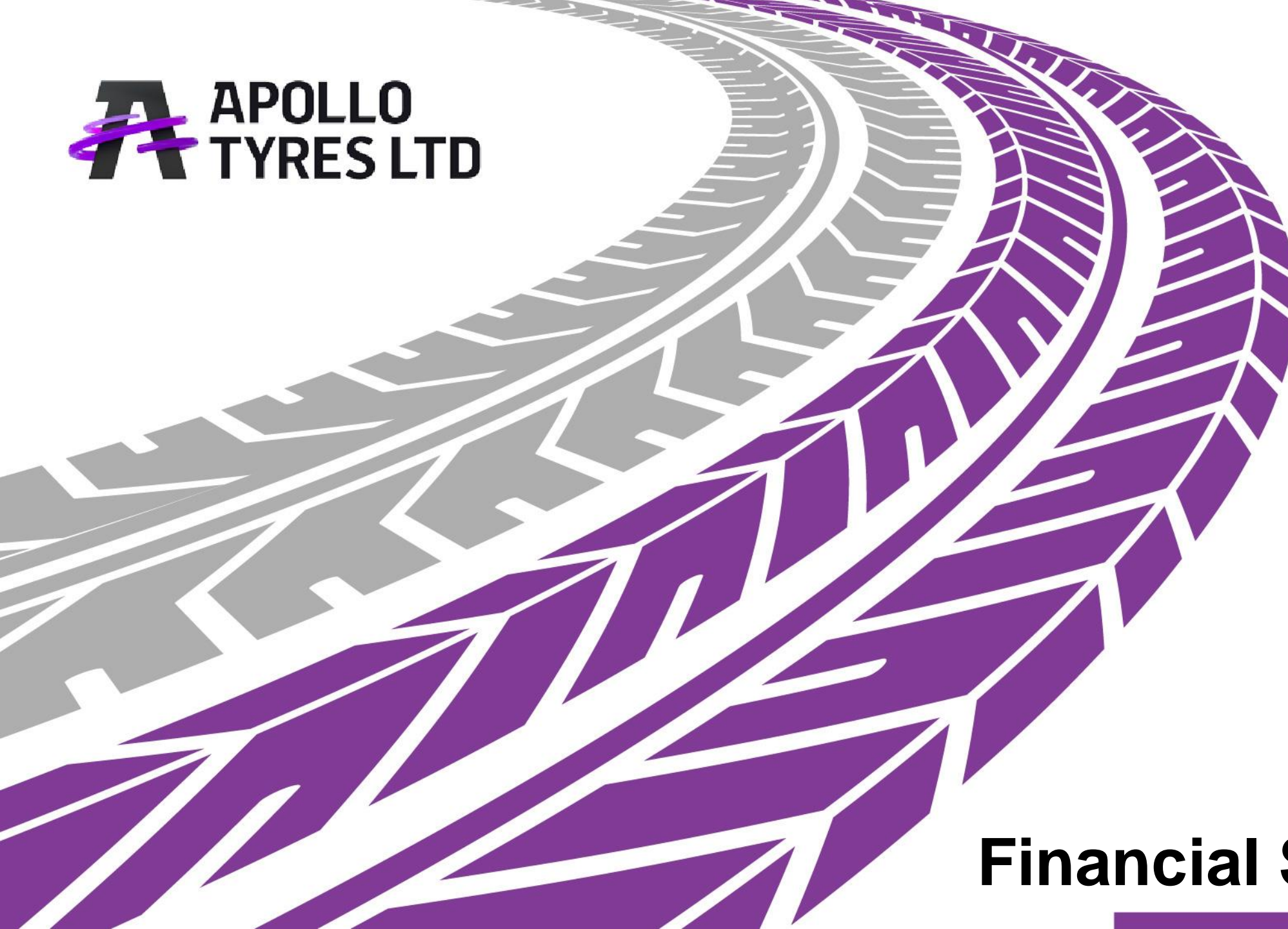
1. Includes only sales and manufacturing operations, excl. Reifencom GmbH (Distribution business)

Consolidated Cash Flow & Balance Sheet Highlights



Key Highlights

- Capex in line with guidance.
- Registered free cash flow generation, helped by improvement in operating performance and judicious capex spends
- Net debt decreased from ₹ 43bn (Mar '23) to ₹ 38bn (Jun '23)
- The gross debt during the period also came down (₹ 56bn in Mar '23 to ₹ 54bn in Jun '23)



Financial Statements

Profit & Loss (Quarterly) – Consolidated

Particulars (₹ Mn)	Q1 FY24	Q1 FY23	Q4 FY23	% Change - YoY	% Change - QoQ
Revenues	62,446	59,420	62,473	5%	0%
Raw Material	34,319	35,840	35,370		
Staff Cost	7,388	6,453	6,882		
Other Costs	10,224	10,229	10,237		
EBITDA	10,515	6,898	9,985	52%	5%
EBITDA Margin (%)	16.8%	11.6%	16.0%		
Depreciation	3,620	3,437	3,724		
Other Income	355	106	169		
EBIT	7,250	3,567	6,429		
EBIT Margin	11.6%	6.0%	10.3%		
Interest	1,355	1,182	1,390		
Tax	1,795	611	1,163		
Exceptional Items	132	0	-226		
PAT	3,969	1,773	4,102		
PAT Margin (%)	6.4%	3.0%	6.6%		

Profit & Loss (Quarterly) – Standalone

Particulars (₹ Mn)	Q1 FY24	Q1 FY23	Q4 FY23	% Change - YoY	% Change - QoQ
Revenues	44,133	44,362	43,662	-1%	1%
Raw Material	26,690	31,211	27,329		
Staff Cost	2,782	2,604	2,678		
Other Costs	6,794	6,259	6,692		
EBITDA	7,867	4,288	6,964	83%	13%
EBITDA Margin (%)	17.8%	9.7%	15.9%		
Depreciation	2,260	2,155	2,421		
Other Income	286	289	172		
EBIT	5,892	2,421	4,714		
EBIT Margin	13.4%	5.5%	10.8%		
Interest	1,099	1,058	1,183		
Tax	1,635	453	1,142		
Exceptional Items	132	0	0		
PAT	3,027	910	2,389		
PAT Margin (%)	6.9%	2.1%	5.5%		



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

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Thank you

