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**ATL/ SEC/21**

**November 8, 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-Q2 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. November 8, 2023.

The presentation is also available on the website of the Company i.e. [www.apolloyres.com](http://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 | Q2 FY24

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# Consolidated Financial Snapshot

## Q2 FY24 Financial Performance

Revenue	EBITDA	EBITDA Margins
<b>INR 62,796 Mn</b>	<b>INR 11,598 Mn</b>	<b>18.5%</b>
Y-o-Y	Y-o-Y	Y-o-Y
<b>+5%</b>	<b>+63%</b>	<b>+651 Bps</b>

Net Profit	Net Profit Margins	Diluted EPS
<b>INR 4,743 Mn</b>	<b>7.6%</b>	<b>INR 7.5</b>
Y-o-Y	Y-o-Y	
<b>+164%</b>	<b>+454 Bps</b>	

## YTD FY24 Financial Performance

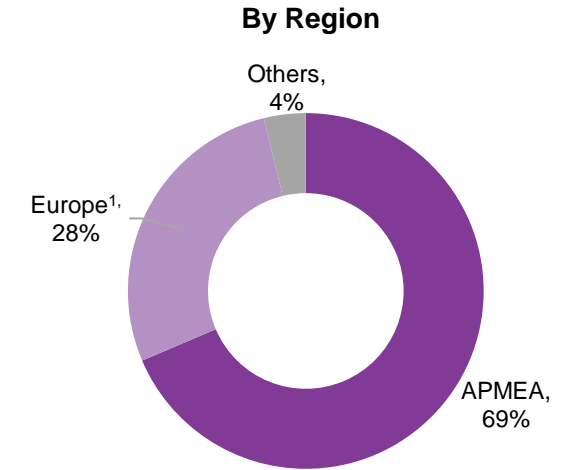
Revenue	EBITDA	EBITDA Margins
<b>INR 125,241 Mn</b>	<b>INR 22,113 Mn</b>	<b>17.7%</b>
Y-o-Y	Y-o-Y	Y-o-Y
<b>+5%</b>	<b>+58%</b>	<b>+587 Bps</b>

Net Profit	Net Profit Margins	Diluted EPS
<b>INR 8,712 Mn</b>	<b>7.0%</b>	<b>INR 13.7</b>
Y-o-Y	Y-o-Y	
<b>+144%</b>	<b>+396 Bps</b>	

# Performance Summary – YTD FY24

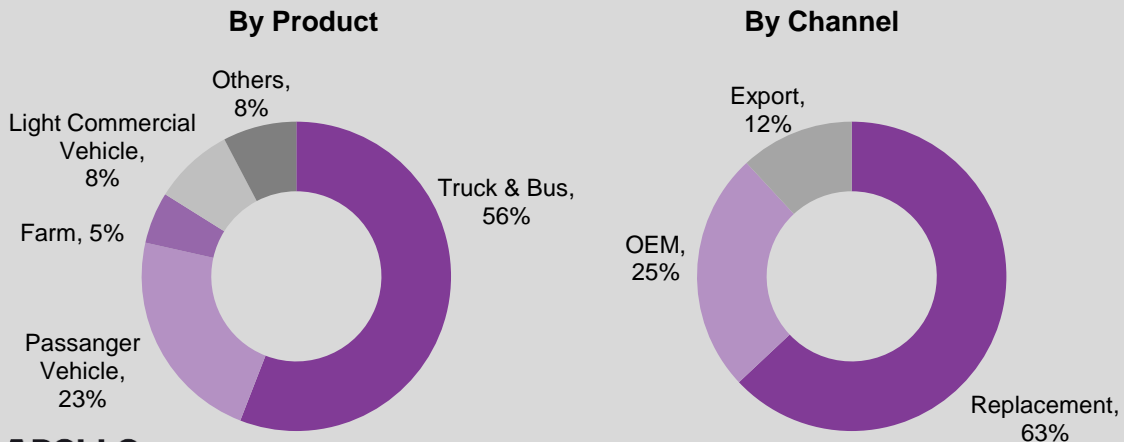
Consolidated Revenue <b>~₹125 Bn</b>	Consolidated EBITDA <b>~₹22.1 Bn (17.7%)</b>
Capacity Utilization	
India <b>73%</b>	Europe <b>75%</b>

## Revenue Mix Consolidated – YTD FY24

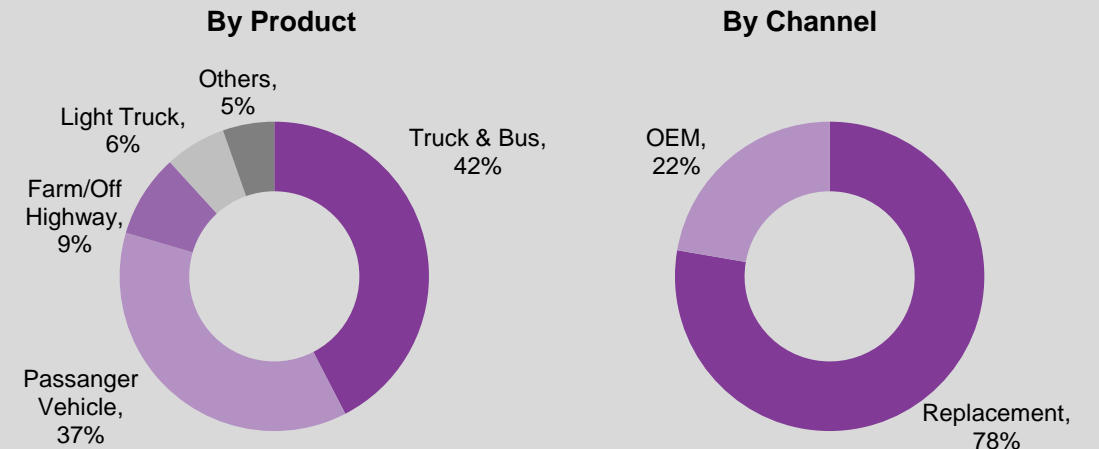


Note:  
1. Europe Includes operations of ReifenCom

## Revenue Mix Standalone – YTD FY24



## Revenue Mix Consolidated – YTD FY24

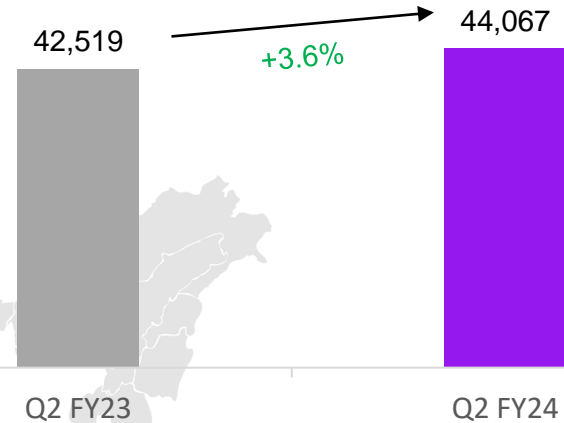


# Operating Highlights – India

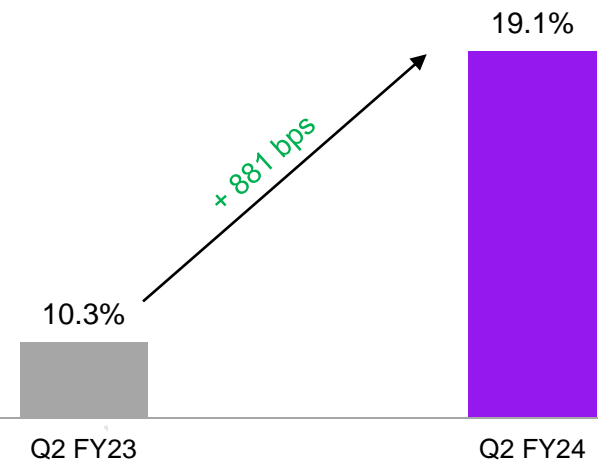
Q2 FY24

- On a YoY basis, overall volumes were up, with both OEM and replacement segment volumes growing in healthy double digits. This was partially negated by steep decline in exports.
- On a QoQ basis the volumes were flattish. We saw marginal improvement in exports, although environment in key export markets remains challenging
- Pricing environment remained stable. We gained further price advantage in replacement segment
- Consequently, gross margin improved both YoY and QoQ
- Reported 881 bps improvement in EBITDA margin YoY (+127 bps QoQ), helped by lower RM costs and stringent cost control
- While we are cognizant of increasing RM pressure, we expect the operating performance to remain healthy going forward, helped by improved price positioning, better product mix and tight cost control

Revenue (₹ Mn)



EBITDA Margin (%)

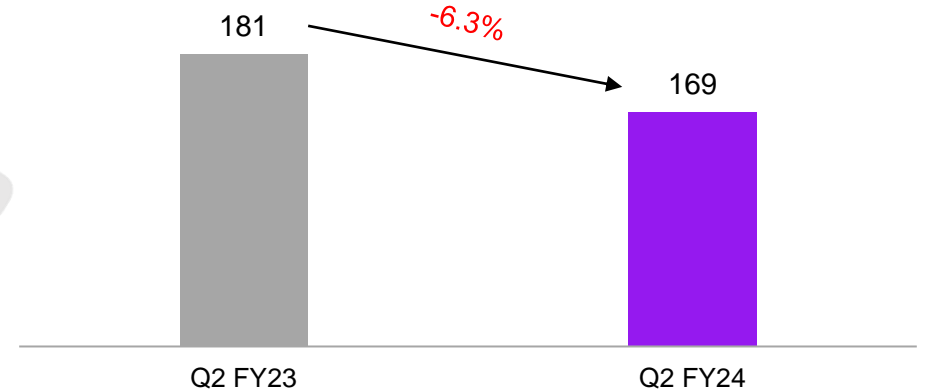


# Operating Highlights – Europe<sup>1</sup>

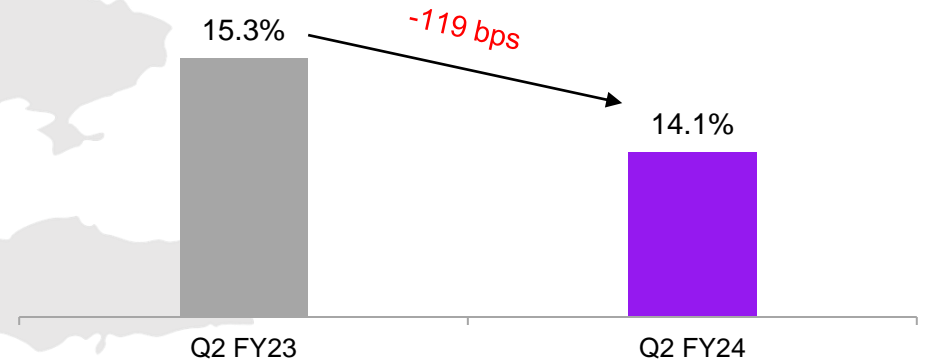
## Q2 FY24

- PCLT market declined by ~7% (YoY), mainly on account of high channel inventory and mild winters. All season continued to outperform overall market
- Despite sluggish demand environment gained ~10bps market share in PCLT segment (YoY). Gained ~160 bps market share in OHT segment (YoY).
- Despite challenging environment, registered 72bps improvement in EBITDA margins compared to last quarter. YoY decline in EBITDA margin was largely due to weaker 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:

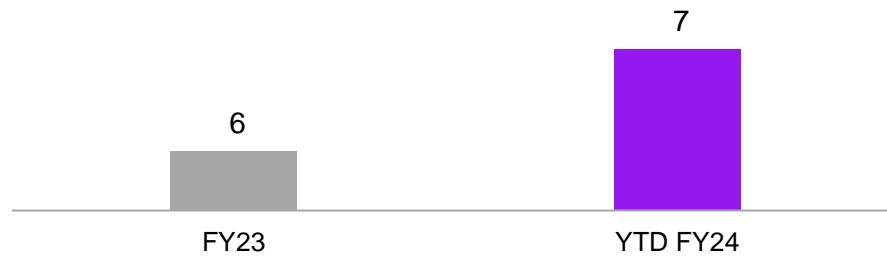
1. Includes only sales and manufacturing operations, excl. Reifencom GmbH (Distribution business)

# Consolidated Cash Flow & Balance Sheet Highlights

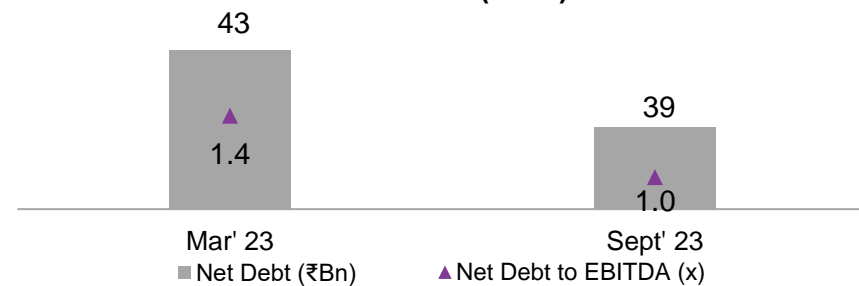
Capex (₹ Bn)



Free Cash flow (₹ Bn)



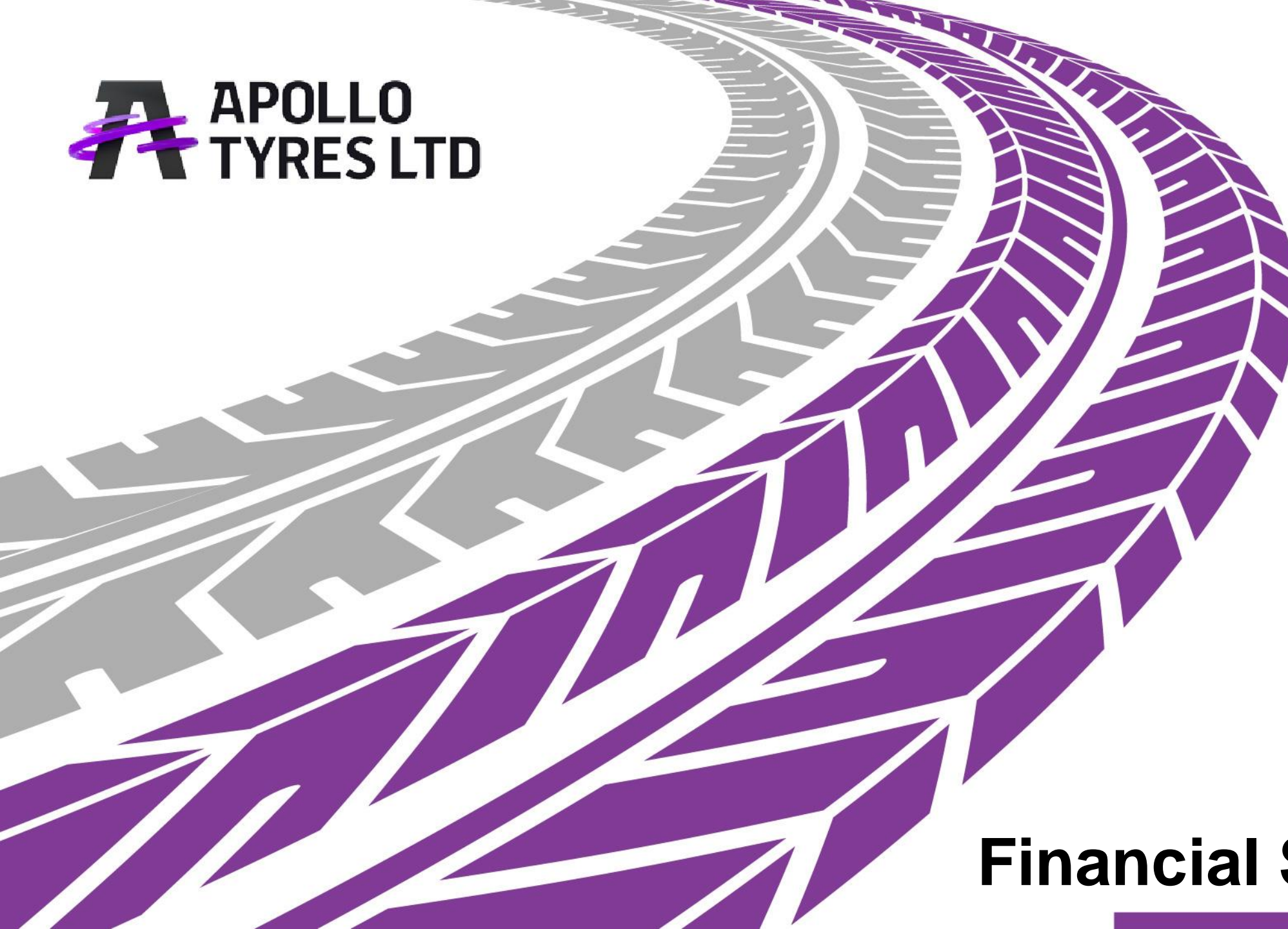
Net Debt (₹ Bn)



## Key Highlights

- Capex below guidance
- Registered free cash flow generation, helped by improvement in operating performance and judicious capex spends
- The gross debt during the period also came down (₹ 56bn in Mar '23 to ₹ 48bn in Sept '23)





**Financial Statements**

# Profit & Loss (Quarterly) – Consolidated

Particulars (₹ Mn)	Q2 FY24	Q2 FY23	Q1 FY24	% Change - YoY	% Change - QoQ
<b>Revenues</b>	<b>62,796</b>	<b>59,560</b>	<b>62,446</b>	<b>5%</b>	<b>1%</b>
Raw Material	34,121	36,406	34,319		
Staff Cost	7,394	6,141	7,388		
Other Costs	9,682	9,893	10,224		
<b>EBITDA</b>	<b>11,598</b>	<b>7,120</b>	<b>10,515</b>	<b>63%</b>	<b>10%</b>
<b>EBITDA Margin (%)</b>	<b>18.5%</b>	<b>12.0%</b>	<b>16.8%</b>		
Depreciation	3,603	3,485	3,620		
Other Income	253	69	355		
<b>EBIT</b>	<b>8,249</b>	<b>3,703</b>	<b>7,250</b>		
<b>EBIT Margin</b>	<b>13.1%</b>	<b>6.2%</b>	<b>11.6%</b>		
Interest	1,328	1,320	1,355		
Tax	2,058	590	1,795		
Exceptional Items	122	-	132		
<b>PAT</b>	<b>4,741</b>	<b>1,793</b>	<b>3,969</b>		
<b>PAT Margin (%)</b>	<b>7.5%</b>	<b>3.0%</b>	<b>6.4%</b>		

# Profit & Loss (YTD) – Consolidated

Particulars (₹ Mn)	YTD FY24	YTD FY23	% Change - YoY
<b>Revenues</b>	<b>1,25,241</b>	<b>1,18,980</b>	<b>5%</b>
Raw Material	68,441	72,246	
Staff Cost	14,782	12,593	
Other Costs	19,906	20,123	
<b>EBITDA</b>	<b>22,113</b>	<b>14,018</b>	<b>58%</b>
EBITDA Margin (%)	17.7%	11.8%	
Depreciation	7,222	6,923	
Other Income	609	175	
<b>EBIT</b>	<b>15,499</b>	<b>7,270</b>	
EBIT Margin	12.4%	6.1%	
Interest	2,683	2,502	
Tax	3,853	1,201	
Exceptional Items	254	-	
<b>PAT</b>	<b>8,710</b>	<b>3,566</b>	
PAT Margin (%)	7.0%	3.0%	

# Profit & Loss (Quarterly) – Standalone

Particulars (₹ Mn)	Q2 FY24	Q2 FY23	Q1 FY24	% Change - YoY	% Change - QoQ
<b>Revenues</b>	<b>44,067</b>	<b>42,519</b>	<b>44,133</b>	<b>4%</b>	<b>0%</b>
Raw Material	26,515	29,901	26,690		
Staff Cost	2,719	2,480	2,782		
Other Costs	6,419	5,765	6,794		
<b>EBITDA</b>	<b>8,414</b>	<b>4,374</b>	<b>7,867</b>	<b>92%</b>	<b>7%</b>
<b>EBITDA Margin (%)</b>	<b>19.1%</b>	<b>10.3%</b>	<b>17.8%</b>		
Depreciation	2,279	2,225	2,260		
Other Income	330	192	286		
<b>EBIT</b>	<b>6,465</b>	<b>2,341</b>	<b>5,892</b>		
<b>EBIT Margin</b>	<b>14.7%</b>	<b>5.5%</b>	<b>13.4%</b>		
Interest	1,057	1,206	1,099		
Tax	1,858	477	1,635		
Exceptional Items	108	-	132		
<b>PAT</b>	<b>3,442</b>	<b>657</b>	<b>3,027</b>		
<b>PAT Margin (%)</b>	<b>7.8%</b>	<b>1.5%</b>	<b>7.2%</b>		

# Profit & Loss (YTD) – Standalone

Particulars (₹ Mn)	YTD FY24	YTD FY23	% Change - YoY
<b>Revenues</b>	<b>88,200</b>	<b>86,882</b>	<b>2%</b>
Raw Material	53,204	61,112	
Staff Cost	5,501	5,083	
Other Costs	13,214	12,024	
<b>EBITDA</b>	<b>16,281</b>	<b>8,662</b>	<b>88%</b>
EBITDA Margin (%)	18.5%	10.0%	
Depreciation	4,539	4,380	
Other Income	616	480	
<b>EBIT</b>	<b>12,357</b>	<b>4,762</b>	
EBIT Margin	14.0%	5.5%	
Interest	2,155	2,264	
Tax	3,493	931	
Exceptional Items	240	-	
<b>PAT</b>	<b>6,469</b>	<b>1,568</b>	
PAT Margin (%)	7.3%	1.8%	



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

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# Thank you

