



Earnings Presentation | Q3 FY24

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.

Consolidated Financial Snapshot

Q3 FY24 Financial Performance

Revenue	EBITDA	EBITDA Margins
INR 65,954 Mn	INR 12,081 Mn	18.3%
Y-o-Y	Y-o-Y	Y-o-Y
+3%	+32%	+410 Bps

Net Profit	Net Profit Margins	Diluted EPS
INR 4,966 Mn	7.5%	INR 7.8
Y-o-Y	Y-o-Y	
+78%	+319 Bps	

YTD FY24 Financial Performance

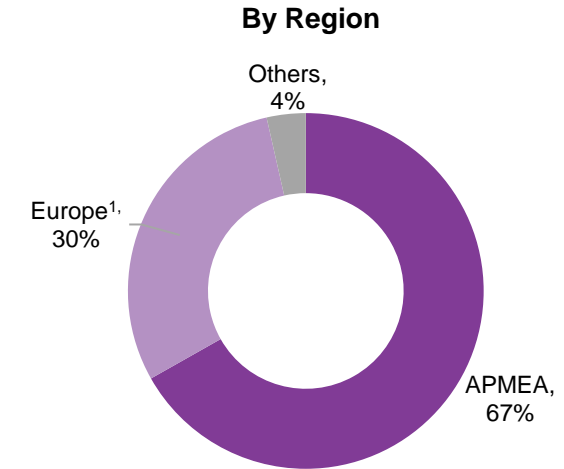
Revenue	EBITDA	EBITDA Margins
INR 191,195 Mn	INR 34,194 Mn	17.9%
Y-o-Y	Y-o-Y	Y-o-Y
+4%	+48%	+525 Bps

Net Profit	Net Profit Margins	Diluted EPS
INR 13,678 Mn	7.2%	INR 21.5
Y-o-Y	Y-o-Y	
+115%	+368 Bps	

Performance Summary – YTD FY24

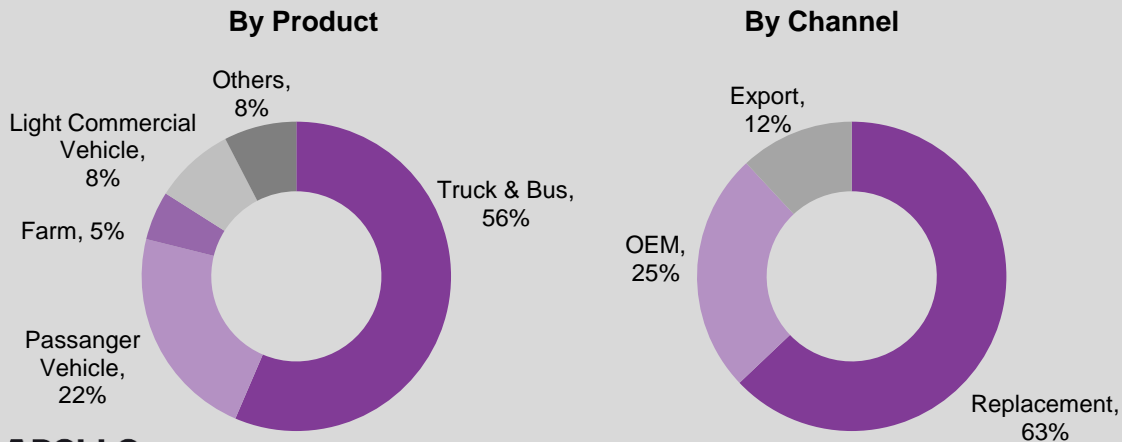
Consolidated Revenue ~₹191 Bn	Consolidated EBITDA ~₹34.2 Bn (17.9%)
Capacity Utilization	
India 75%	Europe 75%

Revenue Mix Consolidated – YTD FY24

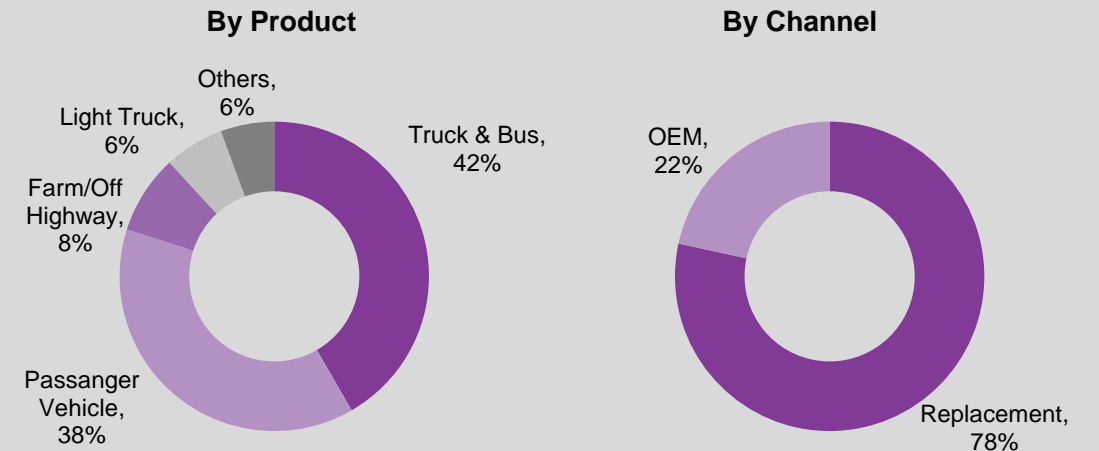


Note:
1. Europe Includes operations of ReifenCom

Revenue Mix Standalone – YTD FY24



Revenue Mix Consolidated – YTD FY24

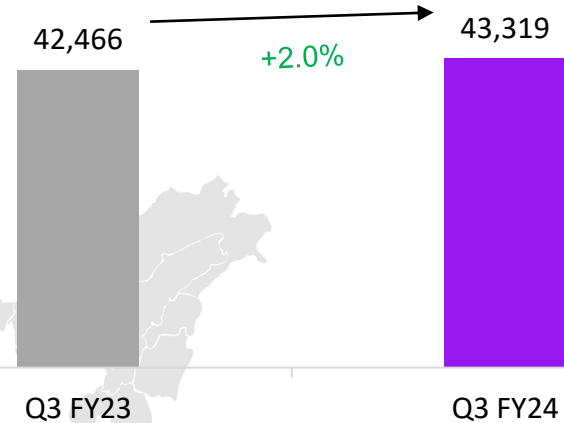


Operating Highlights – India

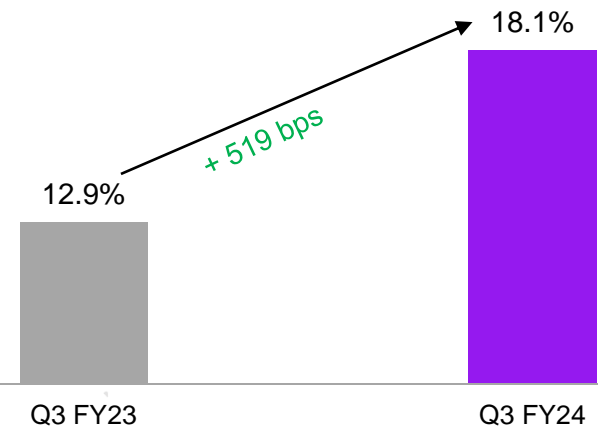
Q3 FY24

- On a YoY basis, overall volumes were up, with replacement & export segment volumes growing in mid-high single digits. OEM volumes were largely flattish.
- On a QoQ basis the volumes were flattish. We saw marginal improvement in exports, negated by marginal decline in OEM volumes. Replacement volume was largely flattish.
- Pricing environment remained stable.
- Witnessed improvement in gross margin both YoY and QoQ.
- Reported 521 bps improvement in EBITDA margin YoY (-100 bps QoQ), helped by lower RM costs and other cost control measures.
- While we expect topline growth to be subdued in near term, expect operating performance to remain strong. Expect significant pickup in demand momentum in medium-long run.

Revenue (₹ Mn)



EBITDA Margin (%)

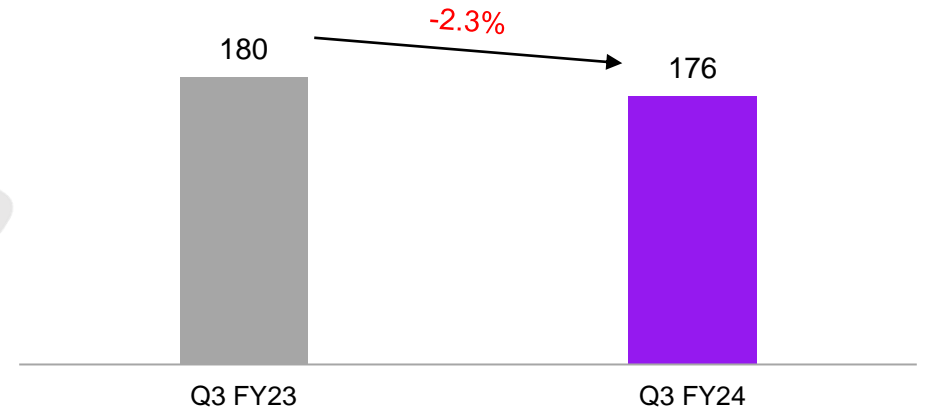


Operating Highlights – Europe¹

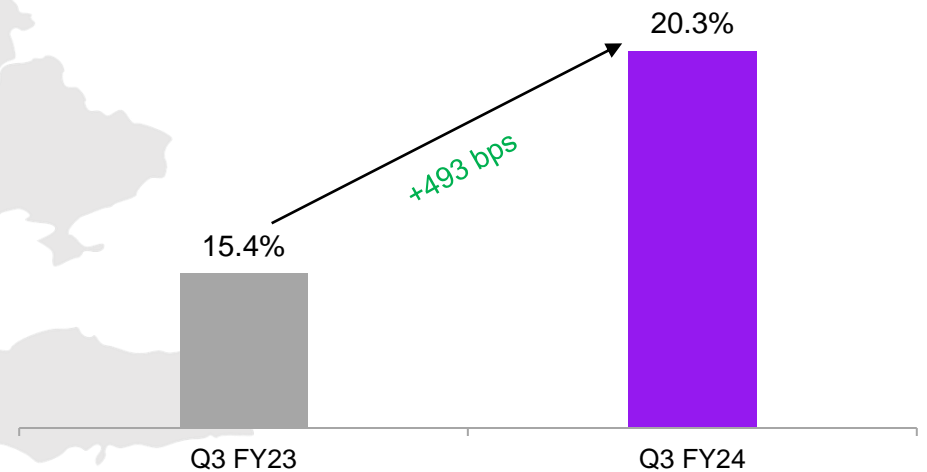
Q3 FY24

- During the quarter, while PCT industry volumes were flattish. All season (PCT) continued to outperform overall market with double digit volume growth (YoY).
- Despite challenging demand environment gained market share (YoY) across key product segments.
- Registered 624bps/ 793bps improvement in EBITDA margins YoY/ QoQ respectively. Improvement in EBITDA margin was largely due to topline recovery and subdued input costs.
- In terms of outlook, expect the recovery in PCT segment to continue. We will continue to focus on cost containment measures and market share gains as we target to maintain healthy operating performance.

Revenue (€ Mn)



EBITDA Margin (%)



Notes:

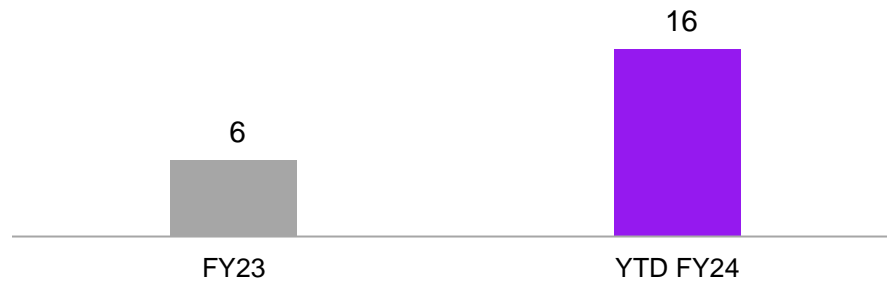
1. Includes only sales and manufacturing operations, excl. Reifencom GmbH (Distribution business)

Consolidated Cash Flow & Balance Sheet Highlights

Capex (₹ Bn)



Free Cash flow (₹ Bn)

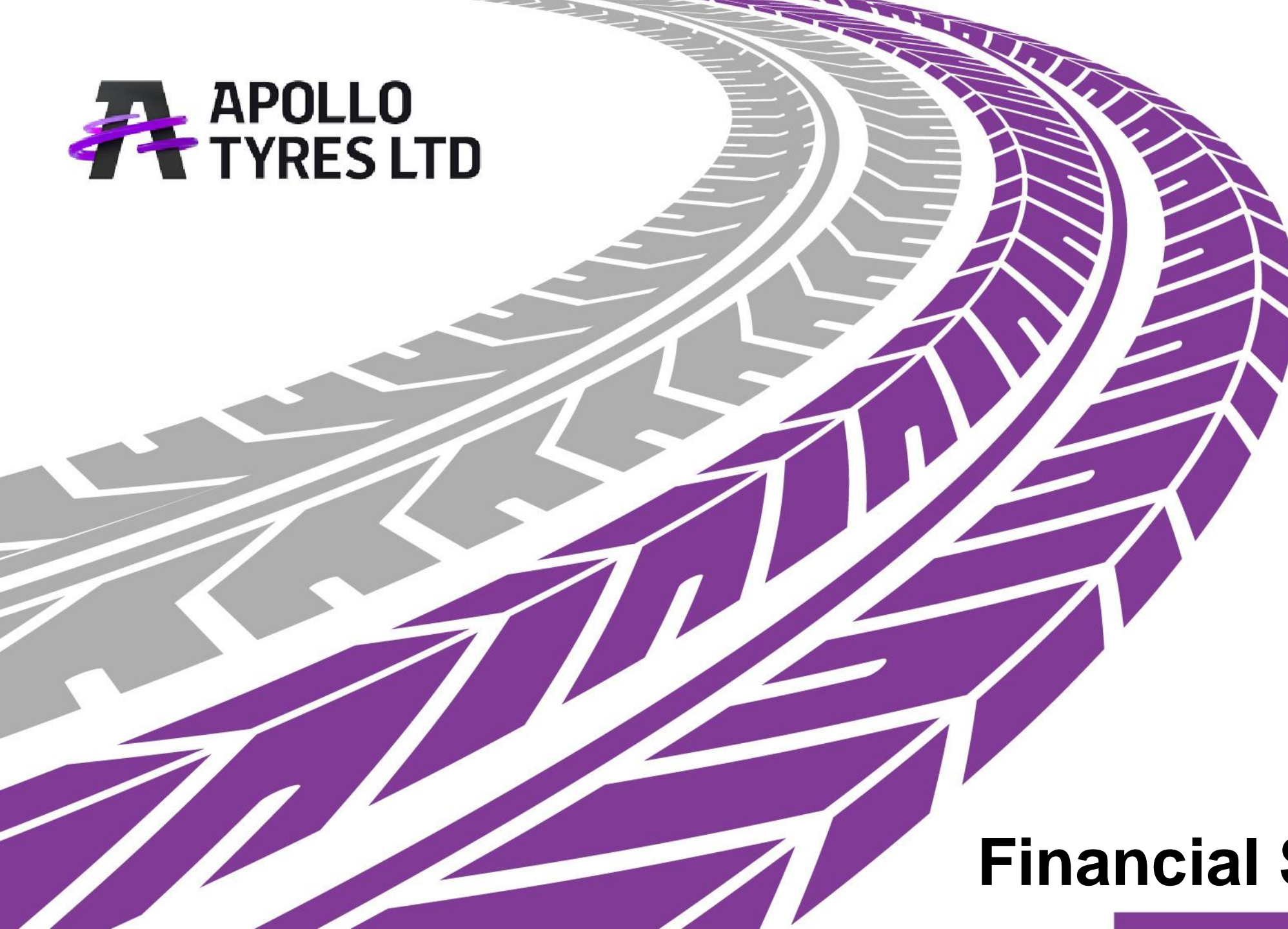


Net Debt (₹ Bn)



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 ₹ 43bn in Dec '23)



Financial Statements

Profit & Loss (Quarterly) – Consolidated

Particulars (₹ Mn)	Q3 FY24	Q3 FY23	Q2 FY24	% Change - YoY	% Change - QoQ
Revenues	65,954	64,228	62,796	3%	5%
Raw Material	35,192	38,754	34,096		
Staff Cost	7,669	6,724	7,296		
Other Costs	11,012	9,616	9,806		
EBITDA	12,081	9,134	11,598	32%	4%
EBITDA Margin (%)	18.3%	14.2%	18.5%		
Depreciation	3,676	3,544	3,603		
Other Income	184	67	253		
EBIT	8,589	5,657	8,249		
EBIT Margin	13.0%	8.8%	13.1%		
Interest	1,230	1,420	1,328		
Tax	2,242	1,449	2,058		
Exceptional Items	151	0	122		
PAT	4,966	2,788	4,741		
PAT Margin (%)	7.5%	4.3%	7.5%		

Profit & Loss (YTD) – Consolidated

Particulars (₹ Mn)	YTD FY24	YTD FY23	% Change - YoY
Revenues	191,195	183,208	4%
Raw Material	103,607	111,001	
Staff Cost	22,352	19,317	
Other Costs	31,042	29,738	
EBITDA	34,194	23,152	48%
EBITDA Margin (%)	17.9%	12.6%	
Depreciation	10,898	10,467	
Other Income	793	242	
EBIT	24,088	12,927	
EBIT Margin	12.6%	7.1%	
Interest	3,913	3,922	
Tax	6,094	2,651	
Exceptional Items	405	0	
PAT	13,675	6,354	
PAT Margin (%)	7.2%	3.5%	

Profit & Loss (Quarterly) – Standalone

Particulars (₹ Mn)	Q3 FY24	Q3 FY23	Q2 FY24	% Change - YoY	% Change - QoQ
Revenues	43,319	42,466	44,067	2%	-2%
Raw Material	25,620	28,581	26,515		
Staff Cost	2,831	2,498	2,719		
Other Costs	7,028	5,904	6,419		
EBITDA	7,840	5,483	8,414	43%	-7%
EBITDA Margin (%)	18.1%	12.9%	19.1%		
Depreciation	2,279	2,269	2,279		
Other Income	127	99	330		
EBIT	5,688	3,314	6,465		
EBIT Margin	13.1%	7.8%	14.7%		
Interest	995	1,226	1,057		
Tax	1,587	845	1,858		
Exceptional Items	150	0	108		
PAT	2,956	1,242	3,442		
PAT Margin (%)	6.8%	2.9%	8.1%		

Profit & Loss (YTD) – Standalone

Particulars (₹ Mn)	YTD FY24	YTD FY23	% Change - YoY
Revenues	131,519	129,348	2%
Raw Material	78,824	89,693	
Staff Cost	8,332	7,581	
Other Costs	20,241	17,929	
EBITDA	24,121	14,145	71%
EBITDA Margin (%)	18.3%	10.9%	
Depreciation	6,818	6,649	
Other Income	742	579	
EBIT	18,045	8,076	
EBIT Margin	13.7%	6.2%	
Interest	3,151	3,489	
Tax	5,080	1,776	
Exceptional Items	390	0	
PAT	9,425	2,810	
PAT Margin (%)	7.2%	2.2%	



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

Himanshu Sharma
Head – IR & Budgeting
himanshu.sharma1@apolloyres.com

Thank you

