

May 10, 2013

Apollo Tyres FY13 profit increases 50%

Net sales for the company increases to Rs 127.9 billion

The Board of Directors of Apollo Tyres Ltd today approved the company's audited financial results for the 4th quarter (January to March) and the financial year 2012-13. The Board recommended a **dividend payout of 50%**, to be approved by the shareholders at the forthcoming Annual General Meeting, later in the year.

Consolidated annual revenues, across operations in Asia, Africa and Europe, **increased 5% to reach Rs 127.9 billion** (or Rs 12,794.6 crores). During the same period the net profit for the company surged 50% to reach Rs 6.1 billion. The Indian Operations' revenue grew 4% this year as compared to previous year; Europe Operations increased by 5% where as the African Operations' grew 15%, despite challenging local circumstances.

Consolidated Annual Performance Highlights

FY2012-13 (April-March) vs FY2011-12

- Net sales surged by 5% to Rs 127.9 billion from Rs 121.5 billion
- Operating profit grew 29% to reach Rs 15.5 billion from Rs 12 billion
- Net profit increased 50% to Rs 6.1 billion from Rs 4.1 billion in the previous year

Commenting on the results, **Onkar S Kanwar, Chairman, Apollo Tyres Ltd**, said, "Our continued focus on improving our product and customer mix across geographies has helped us to hold on to our topline, despite the extremely challenging circumstances arising out of broader economic concerns. A positive for us is the growth in the commercial vehicle segment in India in the new fiscal, after witnessing flat (or negative) growth in the past year. I believe that the worst is behind us, and we should see improvement in both automotive and tyre sales going forward."

Quarter 4 Consolidated Performance Highlights

Q4 FY2012-13 (January-March) vs Q4 FY2011-12

- Net sales closed at Rs 30.4 billion from Rs 32.3 billion
- Operating profit grew 6% to Rs 4 billion from Rs 3.7 billion
- Net profit stood at Rs 1.42 billion from Rs 1.57 billion in the same quarter the previous year

Added **Onkar S Kanwar, Chairman, Apollo Tyres Ltd**, "As a company we continue to seek ways to move beyond the prevailing adverse business conditions and concentrating on newer markets and to provide our customers with better products that match their evolving needs."

Cross Currency Reference Chart for Key Financials:

	Rs Billion		Rs Crores		US\$ Million		Euro Million	
	Q4	FY13	Q4	FY13	Q4	FY13	Q4	FY13
FY 2012-13								
Net Sales	30.4	127.9	3037.7	12794.6	559.7	2345.5	423	1821.1
Operating Profit	4.0	15.5	399.7	1551.1	73.6	284.3	55.8	220.8
Net Profit	1.4	6.1	141.8	612.6	26.1	112.3	19.7	87.2

ANNUAL CORPORATE HIGHLIGHTS

- On a consolidated level the **break-up of revenues across the three geographies** are: **India 65%, Netherlands 23% and South Africa 12%**
- Apollo was conferred with **Tire Manufacturer of the Year 2012** by Tire Technology International
- Apollo Tyres opened its **Global PV R&D Centre in Enschede, the Netherlands**; this is further to the company establishing a global R&D structure to synergise resources across operations for critical product segments
- Enterprise Asia awarded Apollo with **Asia Responsible Entrepreneurship Awards (AREA) 2012 South Asia**, in the health promotion category, for the HIV-AIDS initiative
- Mahindra & Mahindra chose Apollo's specially developed tyres, with **low rolling resistance**, for its electric car **E₂O**
- Apollo Tyres once again proved its product and technology leadership in the commercial vehicle segment by launching **new cross ply Steer Axle tyres, XMR**, for extra mileage and durability
- Eleventh International Mining & Machinery Exhibition 2012 in Kolkata saw the introduction of **Apollo XTRAX 40.00-57**, the largest tyre produced in India
- Onkar S Kanwar, Chairman, Apollo Tyres Ltd conferred with **Ernst & Young Entrepreneur of the Year - Manufacturing**
- Giugiaro Design won the Good Design Award 2012 from the Museum of Architecture & Design and the European Centre for Architecture Art Design & Urban Studies for Apollo Vredestein's **Ultrac Vorti** project
- Part of the EU-Pearls project, Apollo Vredestein produced the first tyre made of European natural rubber -- **Russian Dandelion and Guayule**
- In the last fiscal, Apollo Tyres launched its biggest ever communication campaign -- **'YOU-FIRST'**

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About Apollo Tyres Ltd

Apollo Tyres Ltd is a high-performance tyre manufacturer headquartered in India. It is built around the core principles of creating stakeholder value through reliability in its products and dependability in its relationships. The company has four manufacturing units in India, four in Southern Africa and one in the Netherlands. Apollo's subsidiary companies are Apollo Tyres South Africa Pty Ltd (previously known as Dunlop Tyres) and Apollo Vredestein BV in the Netherlands. India, South Africa and Europe are the company's three domestic markets from where products are exported to over 100 countries. In each of the domestic markets the company operates through a vast network of branded, exclusive and multi-product outlets.

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AUDITED CONSOLIDATED FINANCIAL RESULTS
FOR THE QUARTER AND YEAR ENDED MARCH 31, 2013

PART I		Rs. Million				
PARTICULARS		QUARTER ENDED			YEAR ENDED	
		31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012
		(AUDITED)	(UNAUDITED)	(AUDITED)	(AUDITED)	
1	Income from Operations					
	(a) Net Sales/Income From Operations (Net of Excise Duty)	30,377.56	32,173.48	32,313.97	127,946.33	121,532.87
	(b) Other Operating Income	-	-	-	-	-
	Total Income from Operations (Net)	30,377.56	32,173.48	32,313.97	127,946.33	121,532.87
2	Expenses					
	(a) Cost of Materials Consumed	15,319.97	18,180.04	18,655.31	73,871.02	76,351.45
	(b) Purchase of Stock - in- Trade	1,213.05	1,680.90	2,016.50	6,539.08	6,576.07
	(c) Changes in Inventories of Finished Goods/Work-in-Progress and Stock-in-Trade	1,431.79	243.92	428.18	(441.10)	(2,557.51)
	(d) Employees Benefits Expense	3,748.48	3,555.40	3,022.82	14,713.80	13,350.11
	(e) Depreciation & Amortisation Expense	1,197.99	919.46	901.81	3,965.60	3,255.95
	(f) Other Expenses	5,105.23	4,690.98	4,577.87	18,696.91	16,151.79
	Total Expenses	28,016.51	29,270.70	29,602.49	117,345.31	113,127.86
3	Profit/(Loss) from Operations before Other Income, Finance Costs and Exceptional Items (1 - 2)	2,361.05	2,902.78	2,711.48	10,601.02	8,405.01
4	Other Income	438.70	267.78	166.40	944.49	326.39
5	Profit/(Loss) from Ordinary Activities before Finance Costs and Exceptional Items (3 + 4)	2,799.75	3,170.56	2,877.88	11,545.51	8,731.40
6	Finance Costs	741.45	806.31	782.43	3,127.68	2,872.90
7	Profit/(Loss) from Ordinary Activities after Finance Costs but before Exceptional Items (5 - 6)	2,058.30	2,364.25	2,095.45	8,417.83	5,858.50
8	Exceptional Items (Pension fund surplus in current year)	(168.55)	-	0.00	(168.55)	293.80
9	Profit/(Loss) from Ordinary Activities before Tax (7-8)	2,226.85	2,364.25	2,095.45	8,586.38	5,564.70
10	Tax Expense (Net of MAT credit in the previous periods)	816.32	558.32	514.91	2,448.37	1,443.50
11	Net Profit/(Loss) from Ordinary Activities after Tax (9-10)	1,410.53	1,805.93	1,580.54	6,138.01	4,121.20
12	Extraordinary Items (Net of Tax expenses)	-	-	-	-	-
13	Net Profit for the Period (11-12)	1,410.53	1,805.93	1,580.54	6,138.01	4,121.20
14	Share of profit / (loss) of associates	-	-	(10.15)	(19.58)	(23.10)
15	Minority Interest	7.31	0.10	(0.82)	7.62	0.86
16	Net Profit/(Loss) after taxes , minority interest & share of profit / (loss) of associates (13+14+15)	1,417.84	1,806.03	1,569.57	6,126.05	4,098.96
17	Paid-up Equity Share Capital (Equity Shares of Re 1 each)	504.09	504.09	504.09	504.09	504.09
18	Reserves excluding Revaluation Reserves	-	-	-	33,660.42	27,792.38
19	EARNINGS PER SHARE (EPS)					
	(a) Basic EPS before & after Extraordinary Items (Not Annualized) -Rs.	2.81	3.58	3.11	12.15	8.13
	(b) Diluted EPS before & after Extraordinary Items (Not Annualized)-Rs.	2.81	3.58	3.11	12.15	8.13

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PART II						
Select Information for the Quarter and Year ended March 31 , 2013						
	P A R T I C U L A R S	QUARTER ENDED			YEAR ENDED	
		31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012
A	PARTICULARS OF SHAREHOLDING					
1	Public Shareholding					
	- Number of Shares	285,442,028	285,442,028	267,453,529	285,442,028	267,453,529
	- Percentage of Shareholding	56.63%	56.63%	53.06%	56.63%	53.06%
2	Promoters and Promoter Group Shareholding					
	(a) Pledged / Encumbered					
	- Number of Shares	35,708,600	33,108,600	36,700,400	35,708,600	36,700,400
	- Percentage of Shares (as a percentage of the total shareholding of promoter and promoter group)	16.34%	15.15%	15.51%	16.34%	15.51%
	- Percentage of Shares (as a percentage of the total share capital of the company)	7.08%	6.57%	7.28%	7.08%	7.28%
	(b) Non - Encumbered					
	- Number of Shares	182,874,142	185,474,142	199,870,841	182,874,142	199,870,841
	- Percentage of Shares (as a percentage of the total shareholding of promoter and promoter group)	83.66%	84.85%	84.49%	83.66%	84.49%
	- Percentage of Shares (as a percentage of the total share capital of the company)	36.28%	36.80%	39.66%	36.28%	39.66%

	Particulars	Quarter ended 31.03.2013
B	INVESTOR COMPLAINTS	
	Pending at the beginning of the quarter	Nil
	Received during the quarter	9
	Disposed off during the quarter	9
	Remaining unresolved at the end of the quarter	Nil

CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES

Rs. Million

SL.NO.	PARTICULARS	AS ON 31.03.2013 (AUDITED)	AS ON 31.03.2012 (AUDITED)
A	EQUITY AND LIABILITIES		
1	Shareholders' Funds :		
	(a) Share Capital	504.09	504.09
	(b) Reserves and Surplus	33,396.80	27,823.60
	(c) Money Received against share warrants	107.75	-
	Sub - Total - Shareholders' Funds	34,008.64	28,327.69
2	Minority Interest	-	7.62
3	Non-Current Liabilities :		
	(a) Long-term Borrowings	16,531.47	16,157.83
	(b) Deferred Tax Liabilities (Net)	4,937.89	4,050.53
	(c) Other Long-term Liabilities	273.31	390.94
	(d) Long-term Provisions	1,093.18	939.06
	Sub - Total - Non - current Liabilities	22,835.85	21,538.36
4	Current Liabilities :		
	(a) Short-term Borrowings	6,284.88	9,339.03
	(b) Trade Payables	10,073.63	13,005.83
	(c) Other Current Liabilities	7,272.02	7,452.14
	(d) Short-term Provisions	4,790.56	4,238.16
	Sub - Total -Current Liabilities	28,421.09	34,035.16
	TOTAL - EQUITY AND LIABILITIES	85,265.58	83,908.83
B	ASSETS		
1	Non-Current Assets :		
	(a) Fixed Assets	44,891.52	43,543.72
	(b) Goodwill on Consolidation	1,436.08	1,337.68
	(c) Non-Current Investments	545.81	158.22
	(d) Deferred Tax Assets (Net)	10.09	25.08
	(e) Long-term Loans & Advances	1,809.13	2,206.68
	Sub - Total - Non - current Assets	48,692.63	47,271.38
2	Current Assets :		
	(a) Current Investments	-	-
	(b) Inventories	20,310.75	19,954.68
	(c) Trade Receivables	9,907.83	11,458.03
	(d) Cash & Cash Equivalents	3,347.77	1,730.35
	(e) Short-term Loans and Advances	2,985.28	3,341.45
	(f) Other Current Assets	21.32	152.94
	Sub - Total -Current Assets	36,572.95	36,637.45
	T O T A L - ASSETS	85,265.58	83,908.83

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**Segment wise Revenue, Results & Capital Employed
(under Clause 41 of the Listing Agreement)**

I Geographical Segments:

The Company has considered geographic segments as the primary segments for disclosure. The geographic segments are India, South Africa and Europe on the basis of Organisation Structure and Operating Locations. Indian segment includes manufacturing and sales operations through India, South African segment includes manufacturing and sales operations through South Africa along with its subsidiaries and European segment includes manufacturing and sales operations through the plant at Netherlands along with its subsidiaries.

II Business Segments

The Company has considered business segments as secondary segment for disclosure. The Company's operation comprises of one segment - Tyres, Tubes & Flaps and therefore there are no other business segments to be reported Under AS - 17 -"Segment Reporting".

III Information about Primary Segments

Particulars	Consolidated Results				
	Quarter Ended			Year Ended	
	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012
	(Audited)	(Unaudited)	(Audited)	(Audited)	
1. Segment Revenue					
India	20,361.70	20,360.88	22,590.02	85,074.91	81,578.75
South Africa	3,078.23	4,055.57	3,394.44	14,973.94	13,048.79
Europe	7,288.07	8,158.90	6,773.83	29,896.26	28,498.73
Others	317.97	529.73	286.10	1,836.35	1,048.73
Total Segment Revenue	31,045.97	33,105.08	33,044.39	131,781.46	124,175.00
Less : Inter Segment Revenue	668.41	931.60	730.42	3,835.13	2,642.13
Net Sales	30,377.56	32,173.48	32,313.97	127,946.33	121,532.87
2. Segment Results					
India	2,151.19	1,693.89	1,721.27	7,354.92	4,988.14
South Africa	(73.38)	47.88	(111.86)	(14.00)	(433.15)
Europe	855.08	1,406.15	1,187.40	4,324.08	3,863.70
Others	(186.82)	38.17	54.09	(94.26)	14.28
Total Segment Results	2,746.07	3,186.09	2,850.90	11,570.74	8,432.97
Less : Interest Expenses	741.45	806.31	782.43	3,127.68	2,872.90
Other Unallocable Corporate Expenses / Eliminations	(222.23)	15.53	(26.98)	(143.32)	(4.63)
Profit Before Tax	2,226.85	2,364.25	2,095.45	8,586.38	5,564.70
3. Capital Employed (Segment Assets - Segment Liabilities)					
India	27,126.45	26,246.22	23,714.44	27,126.45	23,714.44
South Africa	3,320.94	3,360.58	3,688.05	3,320.94	3,688.05
Europe	15,278.59	14,853.46	10,900.93	15,278.59	10,900.93
Others	228.79	475.65	321.80	228.79	321.80
	45,954.77	44,935.91	38,625.22	45,954.77	38,625.22
Add : Other Corporate Assets & Liabilities	1,082.84	1,793.37	1,727.78	1,082.84	1,727.78
Less : Eliminations	13,028.97	13,122.23	12,017.69	13,028.97	12,017.69
Total Capital Employed	34,008.64	33,607.05	28,335.31	34,008.64	28,335.31

NOTES:

1 The key standalone financial information of the company is as under:

Particulars	Quarter Ended			Year Ended	
	31.03.2013	31.12.2012	31.03.2012	31.03.2013	31.03.2012
	(Audited)	(Unaudited)	(Audited)	(Audited)	
Net Sales	20,361.70	20,360.88	22,590.02	85,074.91	81,578.75
Net Profit Before Tax	1,522.43	1,025.46	1,055.18	4,745.19	2,575.13
Net Profit after Tax	882.34	738.23	722.55	3,125.28	1,813.33

- 2 The Board of Directors have recommended final dividend @ Re. 0.50 per share, amounting to Rs. 252.01 Million on Equity Shares of Rs 1/- each for the year, subject to approval from the shareholders.
- 3 The Company has opted to publish Consolidated financial results for the financial year 2012-13. Standalone financial results, for the quarter and year ended March 31, 2013 can be viewed on the website of the Company, National Stock Exchange of India Limited and Bombay Stock Exchange Limited at www.apollotyres.com, www.nseindia.com and www.bseindia.com respectively.
- 4 Previous year's figures have been regrouped / reclassified wherever necessary to correspond with the current year's classification / disclosure.
- 5 The figures of last quarter (i.e. three months ended March 31, 2013) and corresponding last quarter (i.e. three months ended March 31, 2012) are the balancing figure between audited figures in respect of the full financial year and the published year to date figures upto the end of third quarter of the respective financial years.
- 6 The above results were reviewed by the Audit Committee and approved by the Board of Directors at their meetings held on May 10, 2013.

For and on behalf of the Board
of Directors of Apollo Tyres Ltd.

Onkar Kanwar



ONKAR S. KANWAR
CHAIRMAN & MANAGING DIRECTOR

Place: Gurgaon
Date: May 10, 2013