



GO THE ————— DISTANCE

Corporate Day

2nd August 2018

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TABLE OF CONTENTS



		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

KEY MILESTONES



Apollo's growth has been driven by a mix of organic and inorganic initiatives

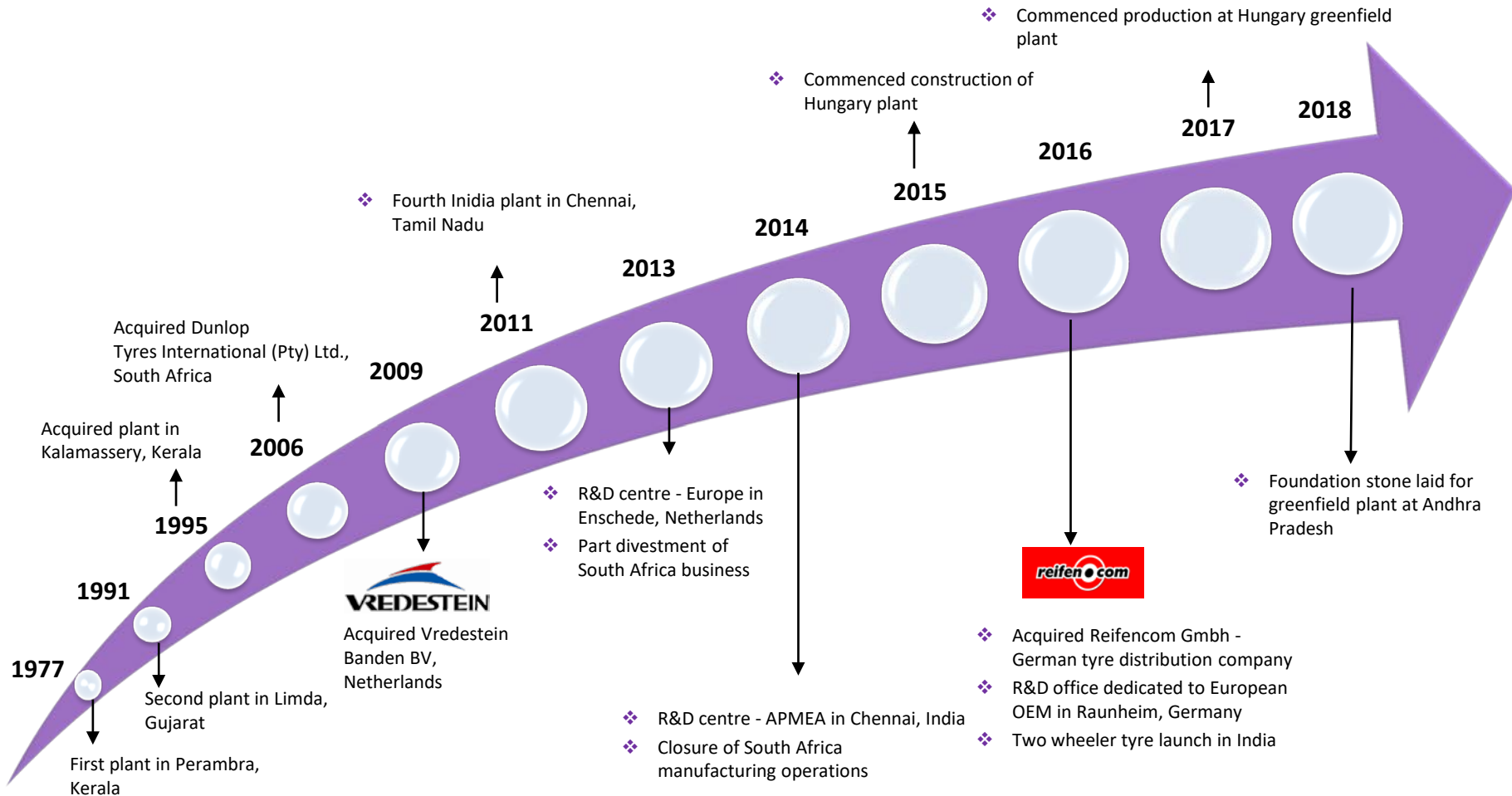
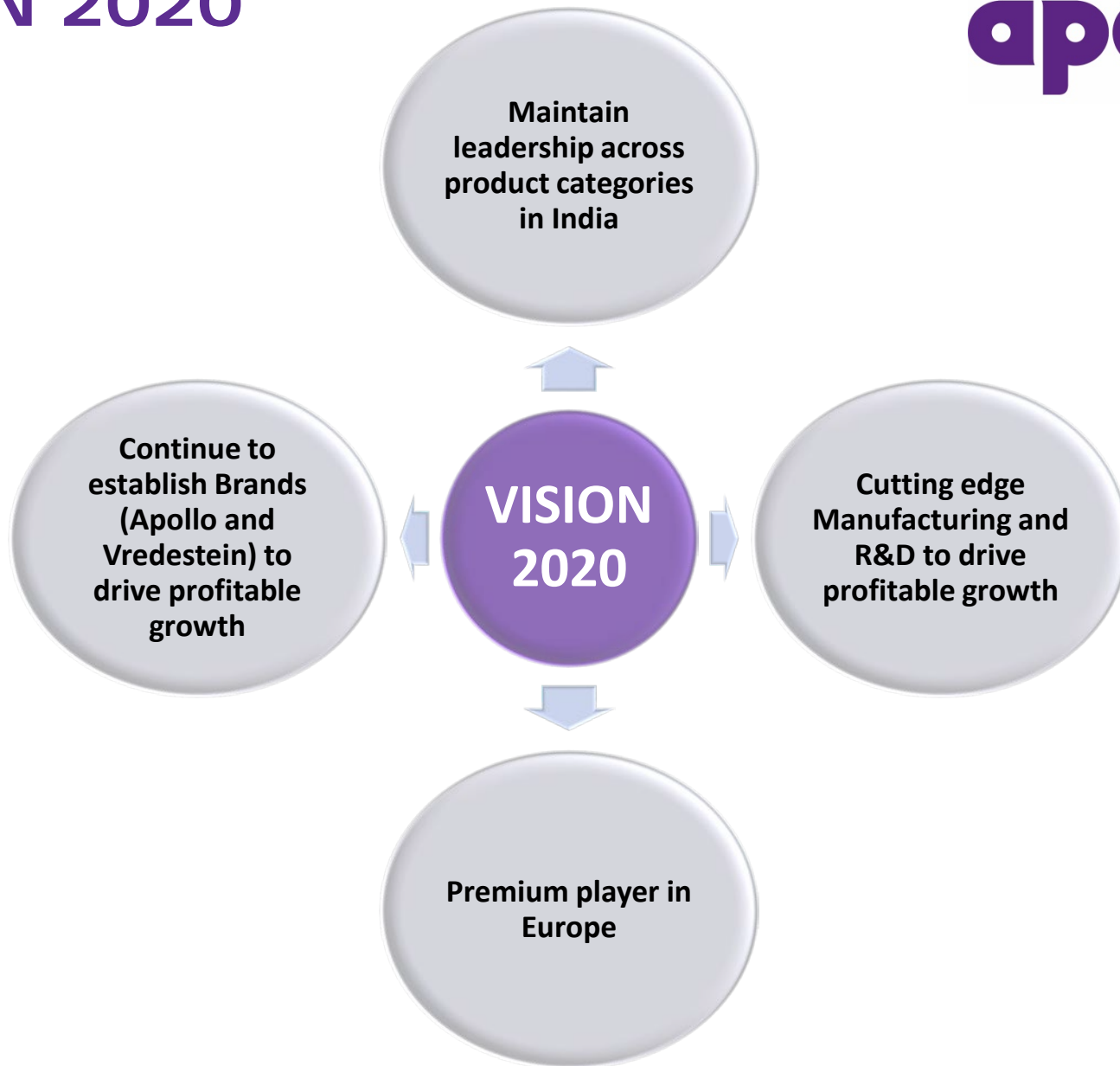


TABLE OF CONTENTS



		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

VISION 2020



INDIA EXCITING TIMES AHEAD



Key highlights – a) price and volume leadership in TBR driven by focus on R&D and product quality; b) consolidation in TBB to utilize existing capacities; c) Focus on R&D and brand building helped gain traction in PCR; d) full product range



Some of the prominent OEM wins in the PCR segment are as follows – Maruti Swift family, Maruti Breeza, Hyundai Creta, VW Passat, Skoda Superb, Ford Ecosport, Toyota Innova Crysta



Ranked as a top brand in small car segment and close second in sedans by JD Power 2018 survey*



Well timed capacity expansion to aid further market share/ volume gains in key segments going forward

*2018 India Original Equipment Tyre Customer Satisfaction Index

EUROPE BUSINESS PREMIUM POSITIONING



Increasing share of UHP both in terms of quantity and value



Gaining traction in segments like all season and summer segments as well



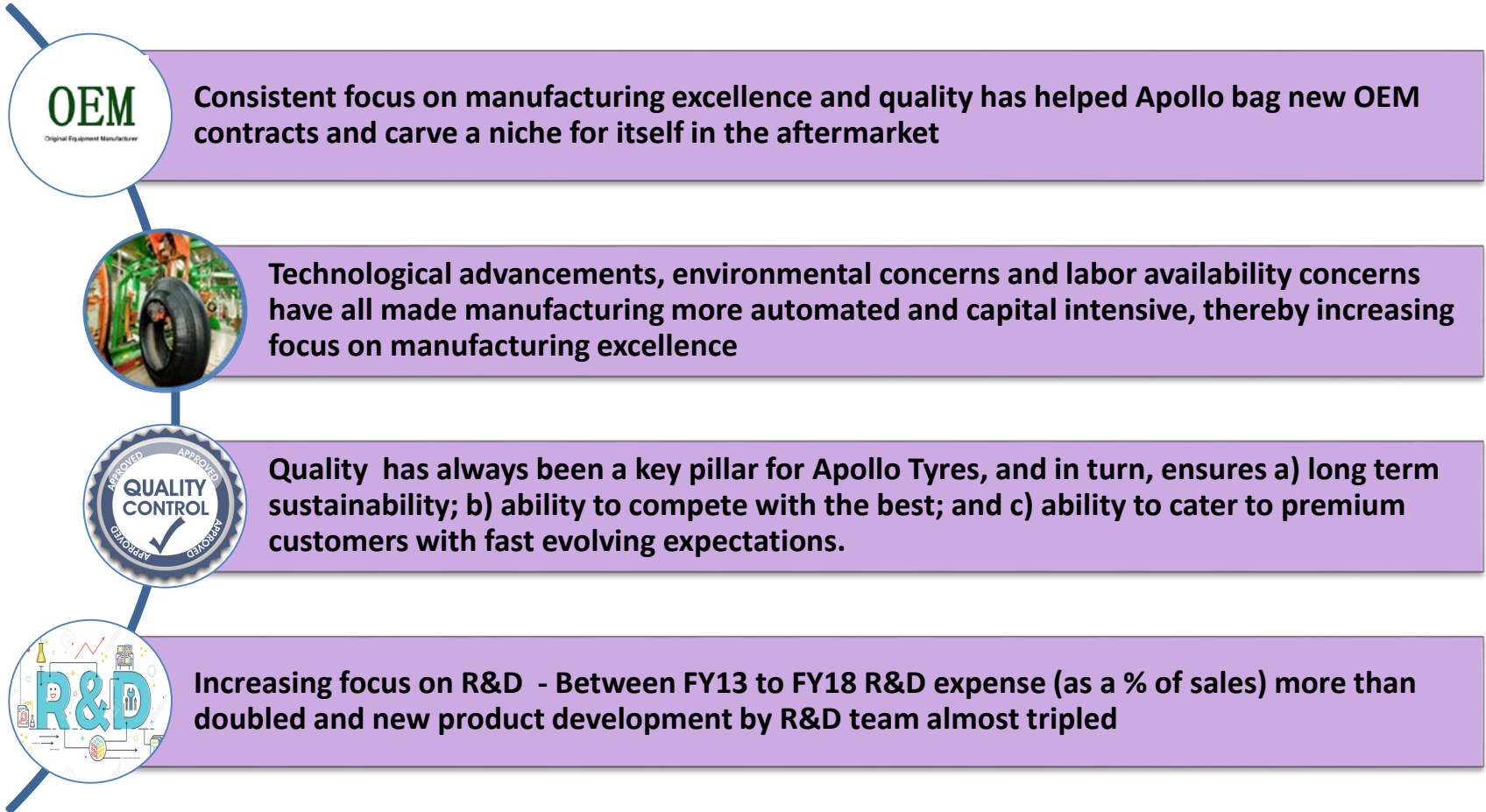
OEM business* – Already supplying to Ford and Volkswagen and targeting to add few more names in FY19/ 20



Capacity ramp up at Hungary to further support volume/market share gains going forward

*Excluding Spacemaster

MANUFACTURING & R&D THE ENABLERS



*As a % of sales, consolidated

REINFORCING BRANDS DRIVING PROFITABLE GROWTH



CSR INITIATIVES TAKING A CLOSER LOOK



Social

- 1) Health Care For Truck Drivers

Environment

- 2) Swachh Bharat "SPARSH"

Social

- 3) Community Development – Women Empowerment

Environment

- 4) Biodiversity

TABLE OF CONTENTS



		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

STRONG EXPERIENCED BOARD



Board of Directors

Onkar S Kanwar – Chairman & Managing Director



- Accomplished business professional with over four decades of experience
- Served as the President of FICCI and Chairman of the Automotive Tyre Manufacturers' Association in the past
- Presently the Chairman of BRICS Business Council, India

Neeraj Kanwar – Vice Chairman & Managing Director



- Responsible for driving Apollo Tyres' growth over the years
- Instrumental in successfully pursuing operational efficiency and expanding the business across multiple geographies
- Served as Chairman of the Automotive Tyre Manufacturers' Association in the past



Sunam Sarkar
Non-Executive
Non-Independent
Director



Francesco Gori
Non-Executive
Non-Independent
Director



Robert Steinmetz
Non-Executive
Non-Independent
Director



Dr. S Narayan
Non-Executive
Independent Director



Vinod Rai
Non-Executive
Independent Director



Nimesh N Kampani
Non-Executive
Independent Director



Arun K Purwar
Non-Executive
Independent Director



Pallavi Shroff
Non-Executive
Independent Director



Akshay Chudasama
Non-Executive
Independent Director



Vikram S Mehta
Non-Executive
Independent Director



**Gen Bikram Singh
(Retd.)**
Non-Executive
Independent Director



Anjali Bansal
Non-Executive
Independent Director



Dr. M Beena
Nominee Director
(Govt. of Kerala)

Reputed board with diversified experience

SEASONED MANAGEMENT



Management Board



Onkar S Kanwar
Chairman & Managing Director



Neeraj Kanwar
Vice Chairman & Managing Director



Sunam Sarkar
President & Chief Business Officer



Satish Sharma
President, APMEA



Mathias Heimann
President, Europe



Robert Steinmetz
Advisor



Francesco Gori
Advisor



K Prabhakar
Chief, Projects



P K Mohamed
Chief Advisor, R&D



Daniele Lorenzetti
Chief Technology Officer



Markus Korsten
Chief Manufacturing Officer



Pedro Matos
Chief Quality Officer



Gaurav Kumar
Chief Financial Officer



Martha Desmond
Chief Human Resources Officer

Global team with long standing experience in the industry

CORPORATE GOVERNANCE AWARDS



ICSI National Award
Excellence in Corporate governance



Golden Peacock Award
Excellence in Corporate governance

A few more awards that team has won over last few years for setting industry leading benchmarks are -

- Golden Peacock Award – Risk Management
- ABCI Award 2017 – Annual Report
- Compliance team 2017 – Annual Compliance Award

TABLE OF CONTENTS

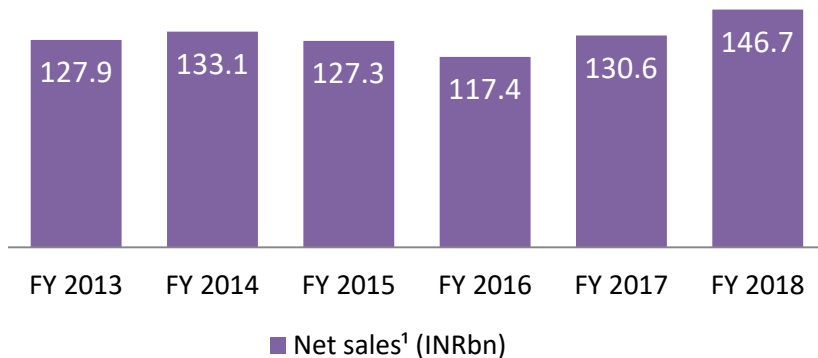


		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

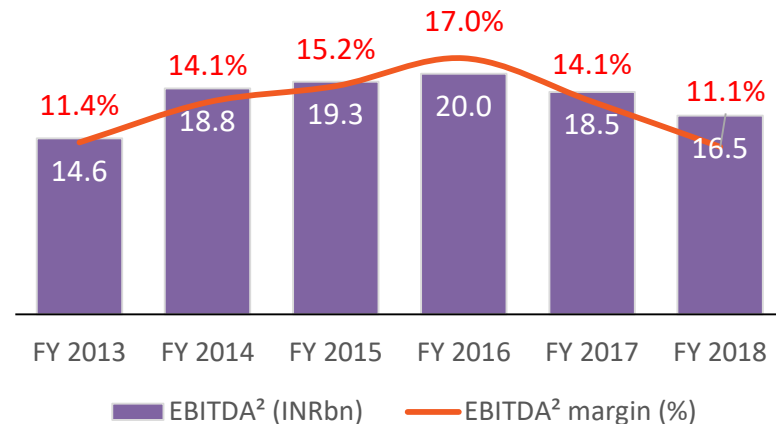
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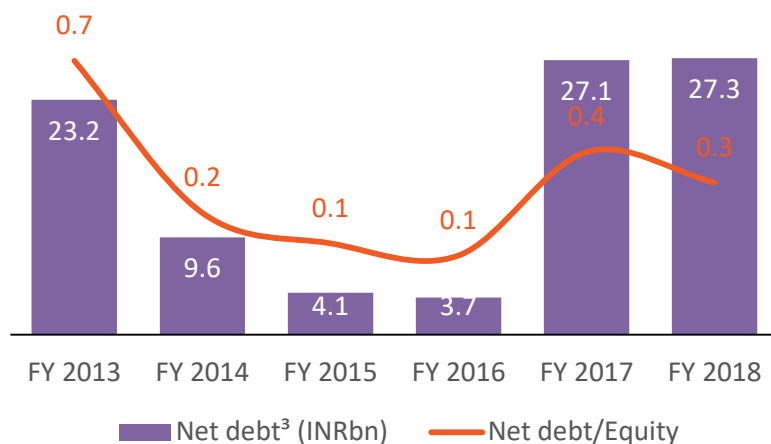
Net sales



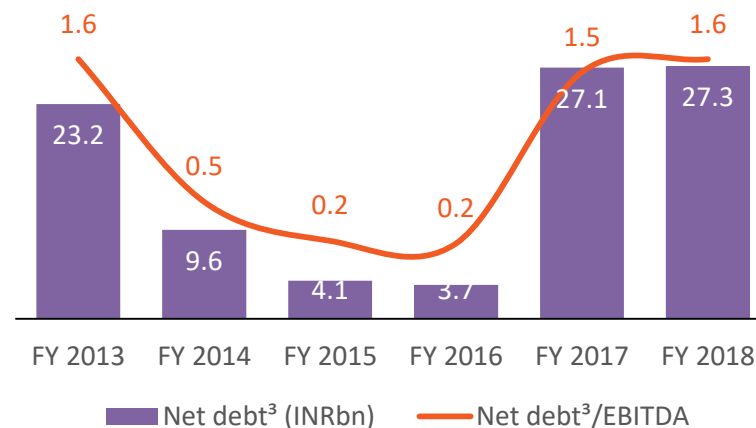
EBITDA



Leverage



Leverage



Source: Company filings FY 2018 unaudited financials as per Ind-AS, FY 2016-FY 2017 audited financials as per Ind-AS, FY 2013-FY 2015 audited financials as per IGAAP

Notes:

1. Net of excise
2. EBITDA excludes other income & exceptional items
3. Net debt: Long term debt + short term debt + derivative liabilities (current & non-current) – derivative assets (current & non-current) – cash and cash equivalents – investments in inter corporate deposits – current investments. Derivative assets & liabilities are adjusted in net debt only in FY 2016 and FY 2017 as per the reporting under Ind-AS standards

TABLE OF CONTENTS



		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

WAY FORWARD



India

- Doubling of Chennai TBR capacity will lead to growth & profitability
- Greenfield facility in AP to maintain leadership & capitalize on market growth
- Leadership across product categories supported by Manufacturing excellence and brand building to support market share



Europe

- Ramp up in Hungary to improve cost competitiveness
- Increased OE engagement
- Entry into TBR segment in Europe to further driving growth
- Continued recovery in margins to desired levels



Others

- Grow presence in key markets

Volatility in key raw materials prices remains a major risk to financial performance of the company – we continue to look for opportunities to take price increases to maintain profitability

TABLE OF CONTENTS



		Page #
1	KEY MILESTONES	4
2	APOLLO VISION 2020	6
3	MANAGEMENT AND BOARD	13
4	FINANCIAL OVERVIEW	17
5	WAY FORWARD	19
6	APPENDIX	21

LIST OF ABBREVIATIONS



APMEA	Asia Pacific Middle East and Africa Group	M&HCV	Medium and Heavy Commercial Vehicles
ASEAN	Association of Southeast Asian Nations	OEM	Original Equipment Manufacturer
ATMA	Automotive Tyre Manufacturers' Association	OHV	Off Highway Vehicle
BRICS	Brazil, Russia, India, China and South Africa	PCLT	Passenger Car and Light Commercial Vehicle
CV	Commercial Vehicle	PCR	Passenger Car Radials
CY	Calendar Year (January – December)	R&D	Research & Development
DII	Domestic Institutional Investor	ROCE	Return on Capital Employed
EBITDA	Earnings Before Interest, Tax, Depreciation and Amortization	ROE	Return on Equity
FICCI	Federation of Indian Chambers of Commerce	SAARC	South Asian Association for Regional Cooperation
FPI	Foreign Portfolio Investor	SCV	Small Commercial Vehicle
FY	Fiscal Year (April – March)	SUV	Sports Utility Vehicle
GDP	Gross Domestic Product	TBB	Truck and Bus Bias
HCV	Heavy Commercial Vehicles	TBR	Truck and Bus Radial
LCV	Light Commercial Vehicles	UHP	Ultra High Performance

Thank You