



Earnings Presentation | Q4 FY23

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# Consolidated Financial Snapshot

## Q4 FY23 Financial Performance

Revenue	EBITDA	EBITDA Margins
<b>INR 62,473 Mn</b>	<b>INR 9,985 Mn</b>	<b>16.0%</b>
Y-o-Y	Y-o-Y	Y-o-Y
<b>+12%</b>	<b>+59%</b>	<b>+475 Bps</b>
Net Profit	Net Profit Margins	Diluted EPS
<b>INR 4,273 Mn</b>	<b>6.8%</b>	<b>INR 6.73</b>
Y-o-Y	Y-o-Y	
<b>+276%</b>	<b>+481 Bps</b>	

## FY23 Financial Performance

Revenue	EBITDA	EBITDA Margins
<b>INR 245,681 Mn</b>	<b>INR 33,137 Mn</b>	<b>13.5%</b>
Y-o-Y	Y-o-Y	Y-o-Y
<b>+17%</b>	<b>+29%</b>	<b>+120 Bps</b>
Net Profit	Net Profit Margins	Diluted EPS
<b>INR 11,046 Mn</b>	<b>4.5%</b>	<b>INR 17.4</b>
Y-o-Y	Y-o-Y	
<b>+73%</b>	<b>+145 Bps</b>	

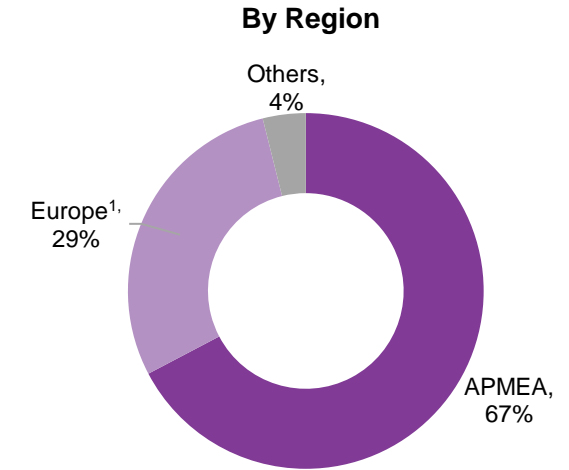
## Q4 FY23 Operational Highlights

- Reported double digit growth (YoY) in consolidated top line, helped by growth across key markets
- In terms of volume performance, while India was flattish during the quarter, Europe was sluggish given the challenging economic environment and relatively weak winters
- More importantly, reported strong improvement in operating performance, despite challenging demand environment
- Consolidated EBITDA margin at 16% was up 475 bps YoY and up 176bps QoQ

# Performance Summary – FY23

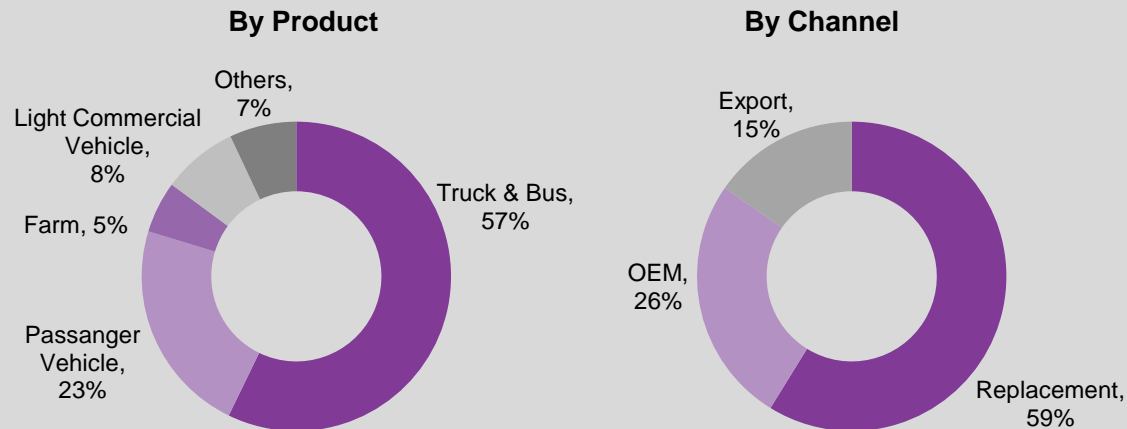
Consolidated Revenue <b>~₹246 Bn</b>	Consolidated EBITDA <b>~₹33 Bn (13.5%)</b>
Capacity Utilization	
India <b>76%</b>	Europe <b>82%</b>

## Revenue Mix Consolidated – FY23

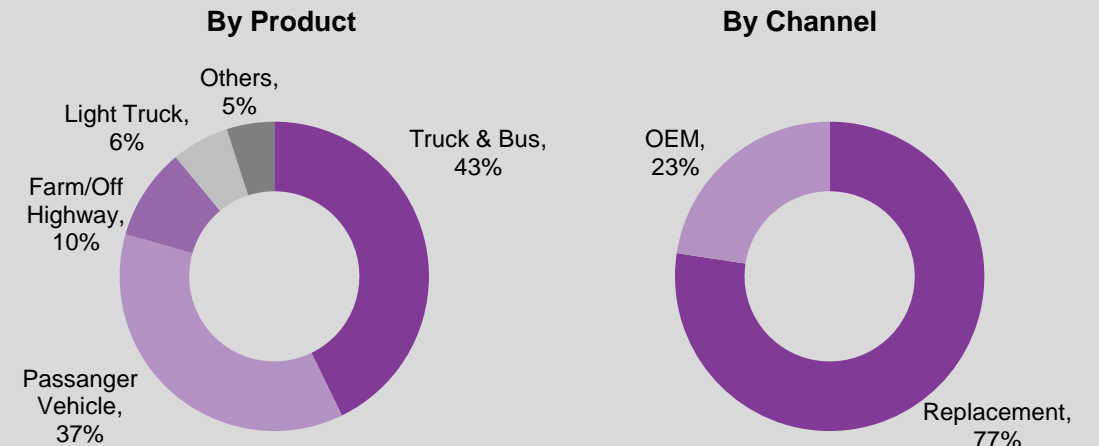


Note:  
1. Europe Includes operations of ReifenCom

## Revenue Mix Standalone – FY23



## Revenue Mix Consolidated – FY23

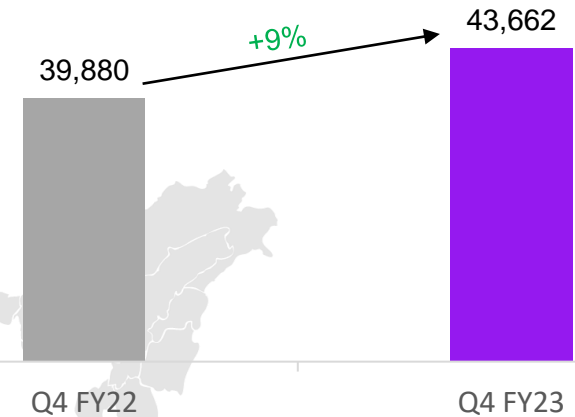


# Operating Highlights – India

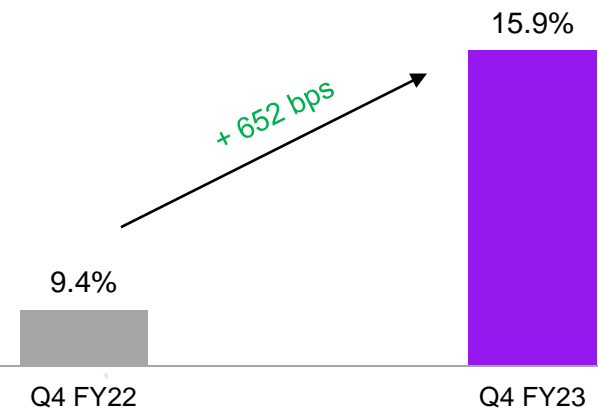
Q4 FY23

- Saw volume growth in OEM segment (CV & Agri), while the demand moderated in replacement segment. Exports were sluggish. Volume growth in OEM's helped negate decline in exports
- Despite sluggish demand environment reported 9% YoY increase in topline, driven by price and mix
- Pricing environment remained stable. We were able to maintain price advantage in replacement segment gained in last few quarters, despite softening in input costs
- Reported 652 bps improvement EBITDA margin YoY (+304 bps QoQ), helped by lower RM costs and stringent cost control
- Near term focus would be on maintaining price positioning and driving mix improvement
- Expect the margin performance to remain healthy on back of correction in input prices and tight cost control

Revenue (₹ Mn)



EBITDA Margin (%)

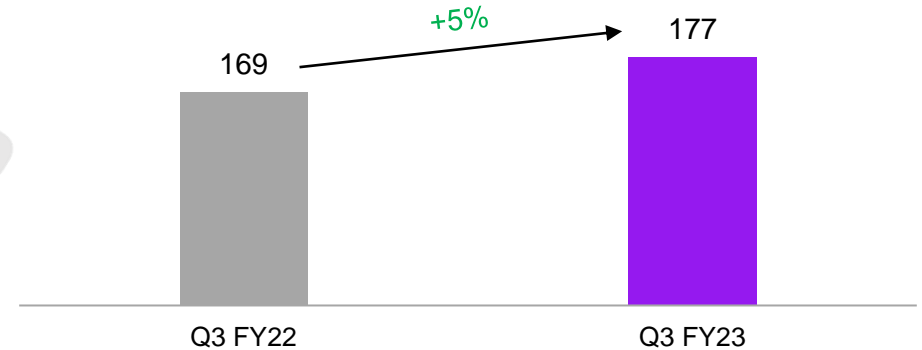


# Operating Highlights – Europe<sup>1</sup>

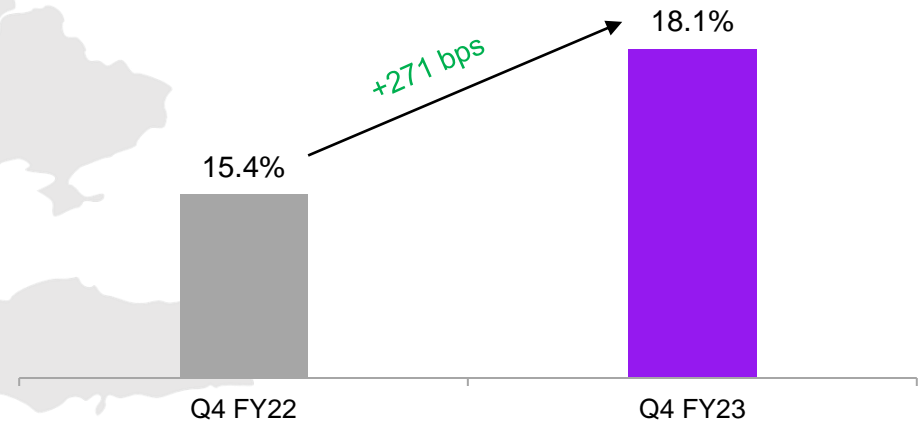
## Q4 FY23

- PCLT market declined by ~13% (YoY), mainly on account of high channel inventory, mild winters and economic slowdown. All season continued to outperform overall market with minimal decline
- Pricing environment remained stable during the quarter
- Despite sluggish demand environment gained ~50bps market share in PCLT segment (YoY). Gained more than 90 bps market share in OHT segment (YoY).
- Despite challenging environment maintained the richer sales mix. UHP / UUHP accounted for ~43% of PCLT sales (volumes) in Q4 (flat YoY).
- Reported EBITDA margin of 18.1%, +271 bps YoY / +270 bps QoQ
- Expect markets to recover in H2FY24. Expect margins performance to remain healthy in near term, helped by correction in input costs and tight cost control

## Revenue (€ Mn)



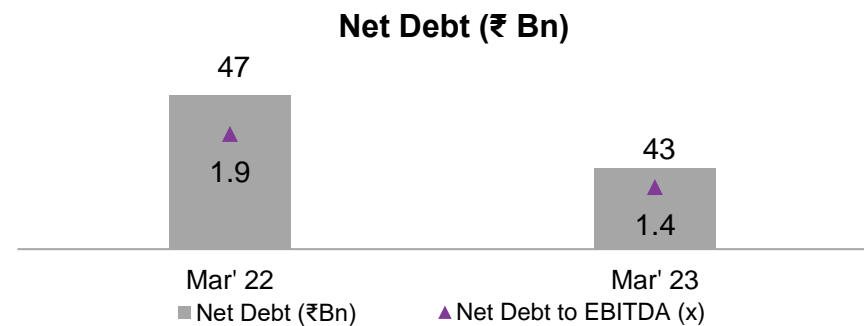
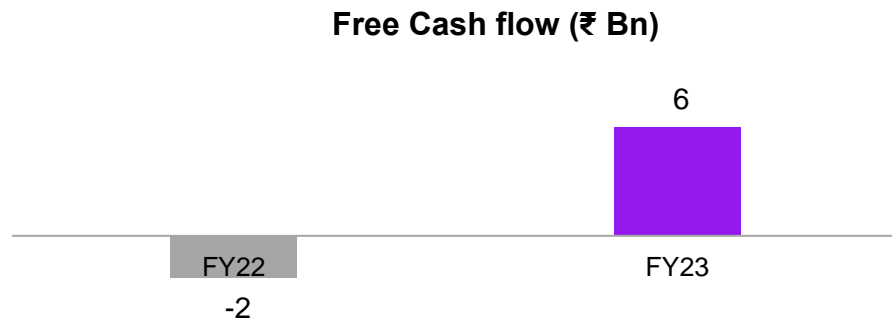
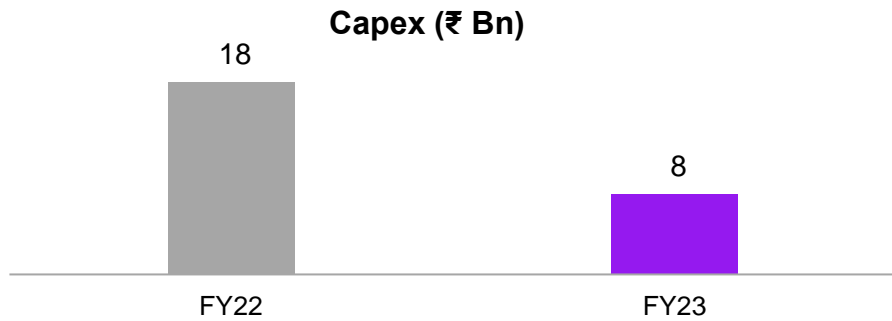
## EBITDA Margin (%)



Notes:

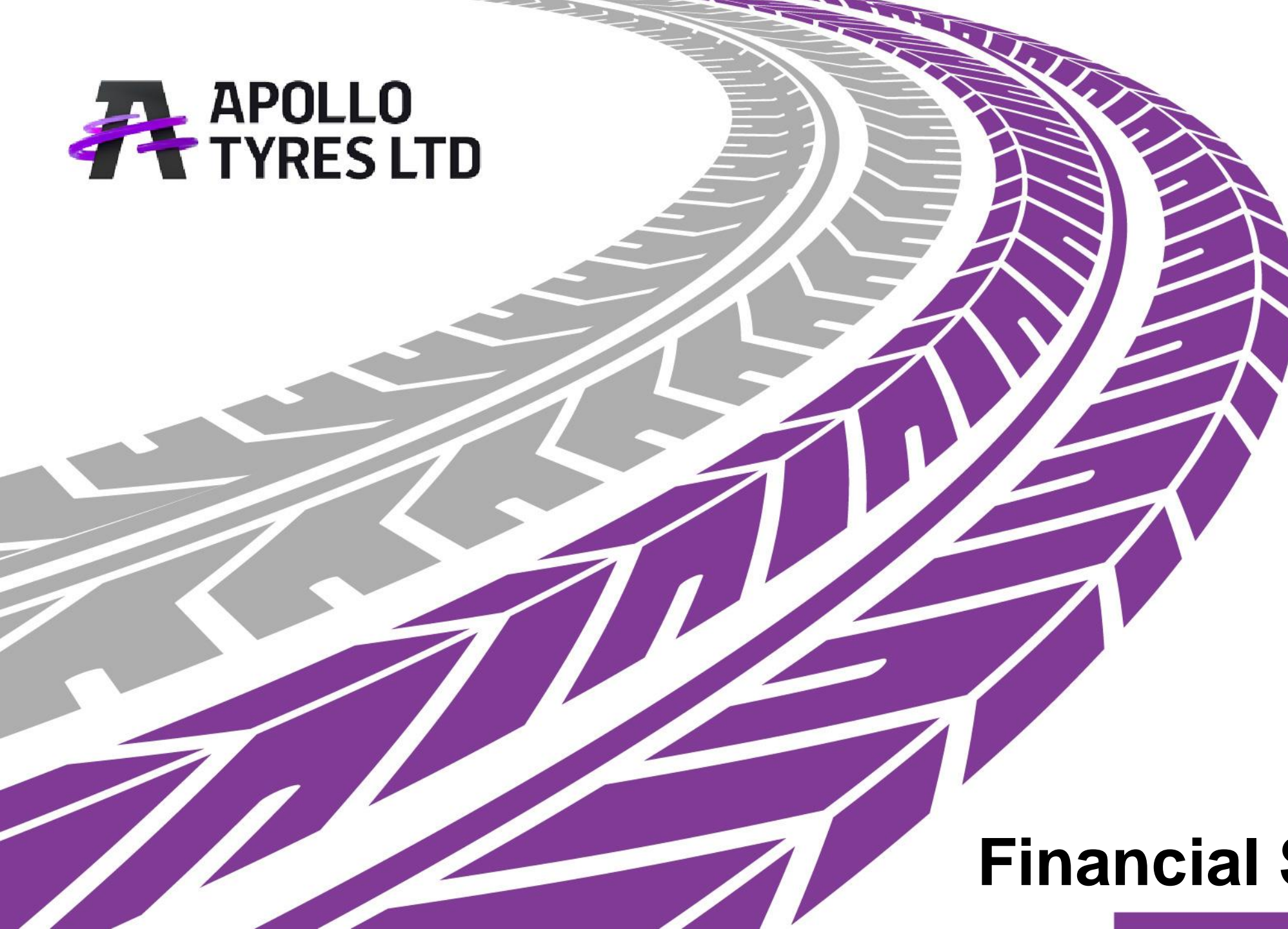
1. Includes only sales and manufacturing operations, excl. Reifencom GmbH (Distribution business)

# Consolidated Cash Flow & Balance Sheet Highlights



## Key Highlights

- Capex substantially lower than last year
- Registered significant improvement in free cash flow, helped by improvement in operating performance and tight control over capex
- Net debt decreased from ₹ 47bn (Mar '22) to ₹ 43bn (Mar '23)
- The gross debt during the period also came down (₹ 62bn in Mar '22 from ₹ 56bn in Mar '23)



**Financial Statements**



# Profit & Loss (Quarterly) – Consolidated

Particulars (₹ Mn)	Q4 FY23	Q4 FY22	Q3 FY23	% Change - YoY	% Change - QoQ
<b>Revenues</b>	<b>62,473</b>	<b>55,783</b>	<b>64,228</b>	<b>12%</b>	<b>-3%</b>
Raw Material	35,370	33,608	38,754		
Staff Cost	6,882	6,383	6,724		
Other Costs	10,237	9,528	9,616		
<b>EBITDA</b>	<b>9,985</b>	<b>6,264</b>	<b>9,134</b>	<b>59%</b>	<b>9%</b>
EBITDA Margin (%)	16.0%	11.2%	14.2%		
Depreciation	3,724	3,753	3,544		
Other Income	169	372	67		
<b>EBIT</b>	<b>6,429</b>	<b>2,882</b>	<b>5,657</b>		
<b>EBIT Margin</b>	<b>10.3%</b>	<b>5.2%</b>	<b>8.8%</b>		
Interest	1,390	1,279	1,420		
Tax	992	467	1,316		
Exceptional Items	(226)	0	0		
<b>PAT</b>	<b>4,273</b>	<b>1,135</b>	<b>2,921</b>		
PAT Margin (%)	6.8%	2.0%	4.5%		

# Profit & Loss (YTD) – Consolidated

Particulars (₹ Mn)	FY23	FY22	% Change - YoY
<b>Revenues</b>	<b>245,681</b>	<b>209,476</b>	<b>17%</b>
Raw Material	146,371	123,855	
Staff Cost	26,199	25,742	
Other Costs	39,975	34,137	
<b>EBITDA</b>	<b>33,137</b>	<b>25,741</b>	<b>29%</b>
EBITDA Margin (%)	13.5%	12.3%	
Depreciation	14,191	13,997	
Other Income	411	1,235	
<b>EBIT</b>	<b>19,356</b>	<b>12,979</b>	
<b>EBIT Margin</b>	<b>7.9%</b>	<b>6.2%</b>	
Interest	5,312	4,444	
Tax	3,226	2,091	
Exceptional Items	(226)	59	
<b>PAT</b>	<b>11,044</b>	<b>6,385</b>	
PAT Margin (%)	4.5%	3.0%	

# Profit & Loss (Quarterly) – Standalone

Particulars (₹ Mn)	Q4 FY23	Q4 FY22	Q3 FY23	% Change - YoY	% Change - QoQ
<b>Revenues</b>	<b>43,662</b>	<b>39,880</b>	<b>42,466</b>	<b>9%</b>	<b>3%</b>
Raw Material	27,329	27,672	28,581		
Staff Cost	2,678	2,462	2,498		
Other Costs	6,692	5,986	5,904		
<b>EBITDA</b>	<b>6,964</b>	<b>3,761</b>	<b>5,483</b>	<b>85%</b>	<b>27%</b>
<b>EBITDA Margin (%)</b>	<b>15.9%</b>	<b>9.4%</b>	<b>12.9%</b>		
Depreciation	2,421	2,338	2,269		
Other Income	172	383	99		
<b>EBIT</b>	<b>4,714</b>	<b>1,806</b>	<b>3,314</b>		
<b>EBIT Margin</b>	<b>10.8%</b>	<b>4.5%</b>	<b>7.8%</b>		
Interest	1,183	1,081	1,226		
Tax	971	182	712		
Exceptional Items	0	0	0		
<b>PAT</b>	<b>2,560</b>	<b>543</b>	<b>1,376</b>		
<b>PAT Margin (%)</b>	<b>5.9%</b>	<b>1.4%</b>	<b>3.2%</b>		

# Profit & Loss (YTD) – Standalone

Particulars (₹ Mn)	FY23	FY22	% Change - YoY
<b>Revenues</b>	<b>173,010</b>	<b>146,494</b>	<b>18%</b>
Raw Material	117,021	99,919	
Staff Cost	10,259	10,240	
Other Costs	24,620	22,027	
<b>EBITDA</b>	<b>21,109</b>	<b>14,308</b>	<b>48%</b>
EBITDA Margin (%)	12.2%	9.8%	
Depreciation	9,071	8,239	
Other Income	751	1,269	
<b>EBIT</b>	<b>12,790</b>	<b>7,338</b>	
EBIT Margin	7.4%	5.0%	
Interest	4,672	3,822	
Tax	2,330	893	
Exceptional Items	0	13	
<b>PAT</b>	<b>5,787</b>	<b>2,611</b>	
PAT Margin (%)	3.3%	1.8%	



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

Himanshu Sharma  
Head – IR & Budgeting  
[himanshu.sharma1@apolloytyres.com](mailto:himanshu.sharma1@apolloytyres.com)

# Thank you

