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**ATL/SEC/21**

**November 1, 2021**

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BSE Ltd.  
Phiroze Jeejeebhoy Towers,  
Dalal Street,  
Mumbai – 400001.

The Secretary,  
National Stock Exchange of India Ltd,  
Exchange Plaza,  
Bandra-Kurla Complex,  
Bandra (E),  
Mumbai - 400 051

**Sub: Investor Presentation – Q2FY22**

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 1, 2021.

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 FY22

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# Consolidated Financial Snapshot

## Q2 FY22 Financial Performance

Revenue	EBITDA	EBITDA Margins
<b>INR 50,733 Mn</b>	<b>INR 6,380 Mn</b>	<b>12.6%</b>
Y-o-Y	Y-o-Y	Y-o-Y
<b>18.2%</b>	<b>-9.8%</b>	<b>-390 Bps</b>
Net Profit	PAT Margins	Diluted EPS
<b>INR 1,738 Mn</b>	<b>3.4%</b>	<b>INR 2.74</b>
	Y-o-Y	
	<b>916 Bps</b>	

## YTD FY22 Financial Performance

Revenue	EBITDA	EBITDA Margins
<b>INR 96,618 Mn</b>	<b>INR 12,048 Mn</b>	<b>12.5%</b>
Y-o-Y	Y-o-Y	Y-o-Y
<b>34.6%</b>	<b>26.5%</b>	<b>-80 Bps</b>
Net Profit	PAT Margins	Diluted EPS
<b>INR 3,016 Mn</b>	<b>3.1%</b>	<b>INR 4.75</b>
	Y-o-Y	
	<b>843 Bps</b>	

## Q2 FY22 Operational Highlights

- Robust growth across both India and European operations driven by strong volume recovery, sharp execution and price increases taken
- Operating performance impacted by steep increase in RM costs and constrained OEM demand (especially for PCR) due to chip shortage
- Continued strong operating performance in Europe helped strengthen the consolidated operating margins

# Performance Summary – YTD FY22

Consolidated YTD Revenue of

**~₹97 Bn**

Consolidated YTD EBITDA of

**~₹12 Bn (12.5%)**

YTD Capacity Utilization

India

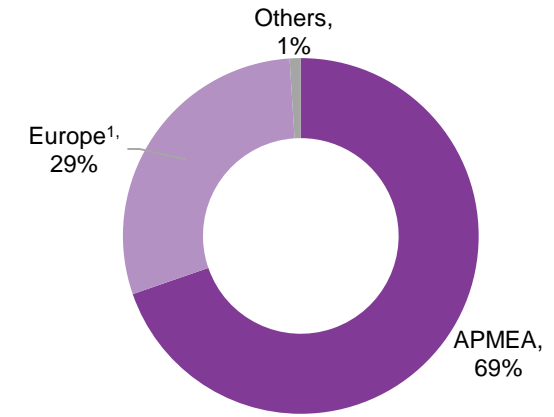
**80%**

Europe

**86%**

## Revenue Mix Consolidated– YTD FY22

By Region

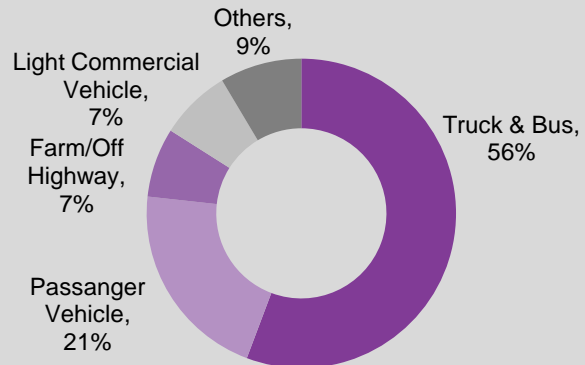


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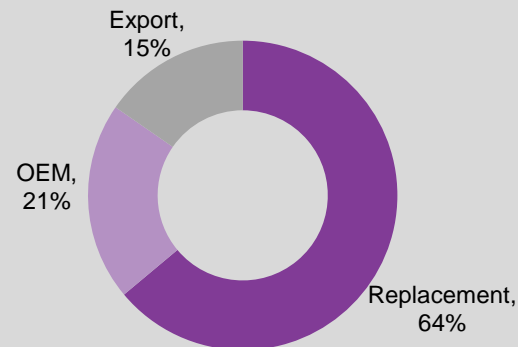
1. Europe Includes operations of ReifenCom

## Revenue Mix Standalone – YTD FY22

By Product

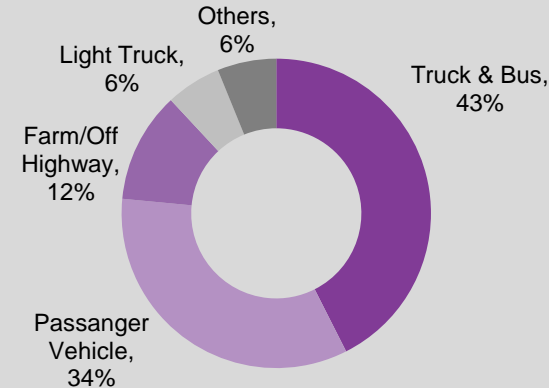


By Channel

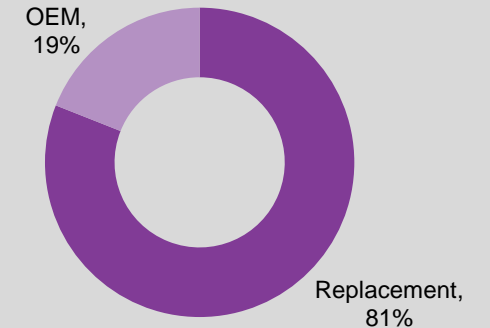


## Revenue Mix Consolidated – YTD FY22

By Product



By Channel

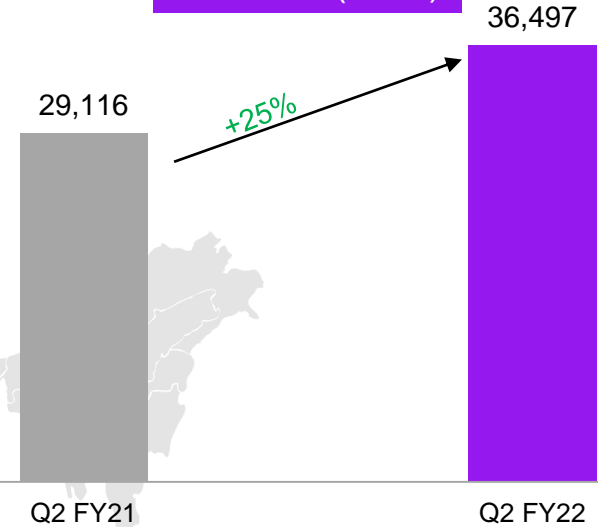


# Operating Highlights – India

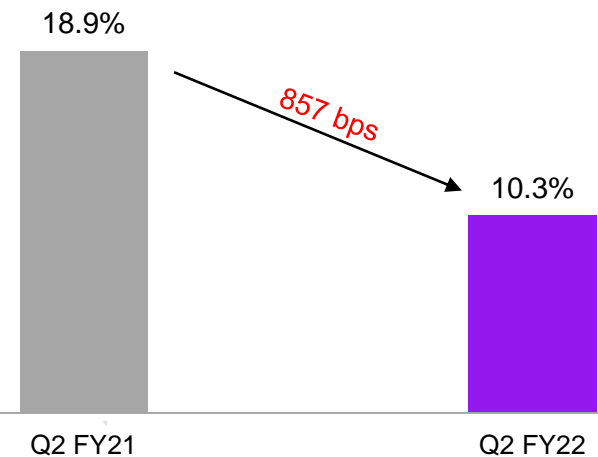
Q2 FY22

- Strong demand recovery continued in the quarter with 25% YoY and 13% QoQ revenue growth
- However, pace of growth constrained by:
  - Steep inflation, especially in fuel / energy costs
  - Patchy distribution of rainfall during monsoon
  - Impact of Covid 2<sup>nd</sup> wave on rural economy
  - Chip shortage
- However, continued RM inflation (~5% QoQ) along with disruptions in OEM production impacted operating performance
- Pricing environment remained stable and we undertook price increase of ~ 3% to 7% in replacement segment
- Expect demand to remain healthy, although higher inflationary pressures could continue to weigh on near term margins

Revenue (₹ Mn)



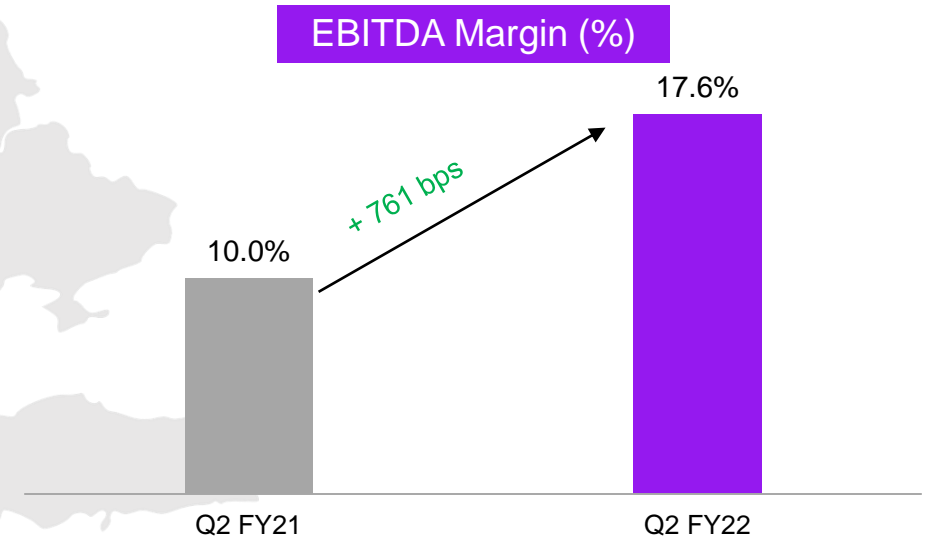
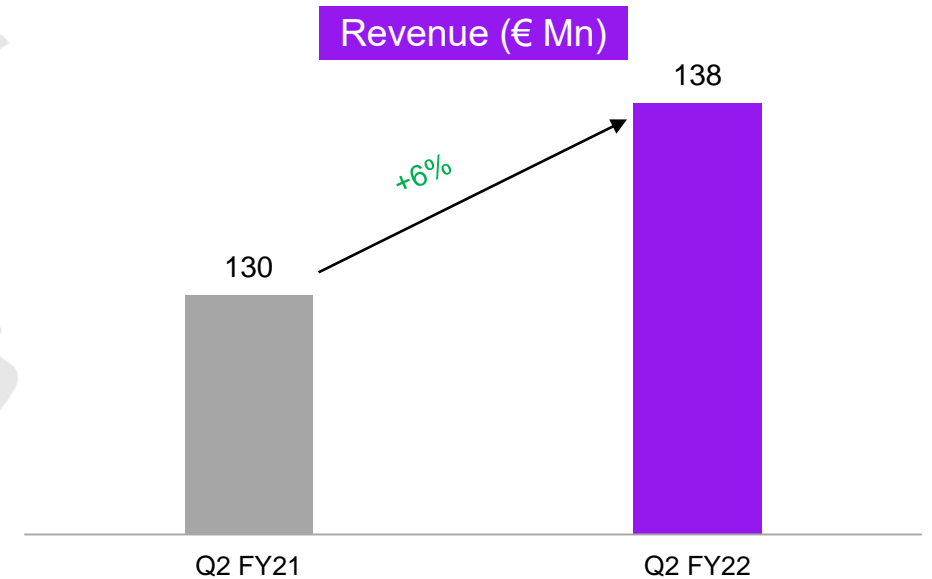
EBITDA Margin (%)



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

Q2 FY22

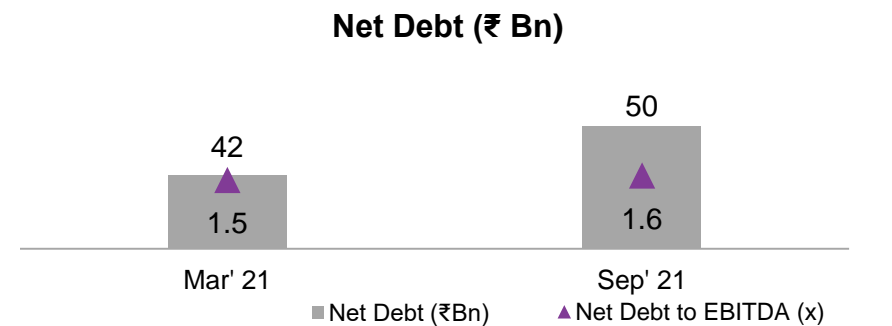
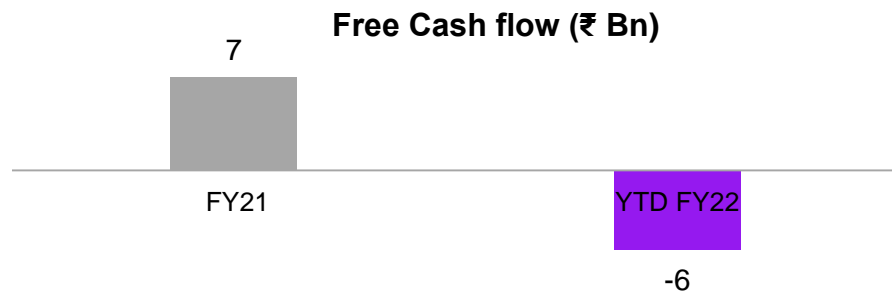
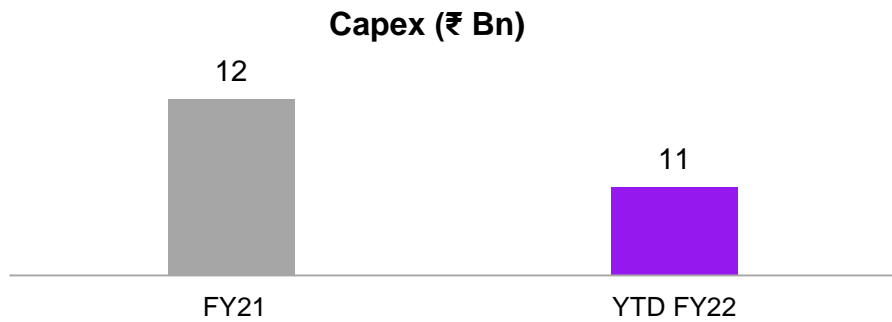
- Although PCLT market growth tapered down, All season continued to grow strongly
- Undertook price hikes to the extent of 4% - 6% during the quarter (TBR, Agri and Industrial)
- Registered further improvement in sales mix - UHP / UUHP accounted for ~39% of PCLT sales (volumes)
- Gained market share in TBR and OHT segment
- Despite costs push, reported healthy operating performance
- Continue to win podium positions in test results
  - Auto Express – Vredestein Ultrac
  - ADAC – Vredestein Wintrac
  - ÖAMTC – Vredestein Wintrac
- Expect demand momentum to remain strong going forward



Notes:

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

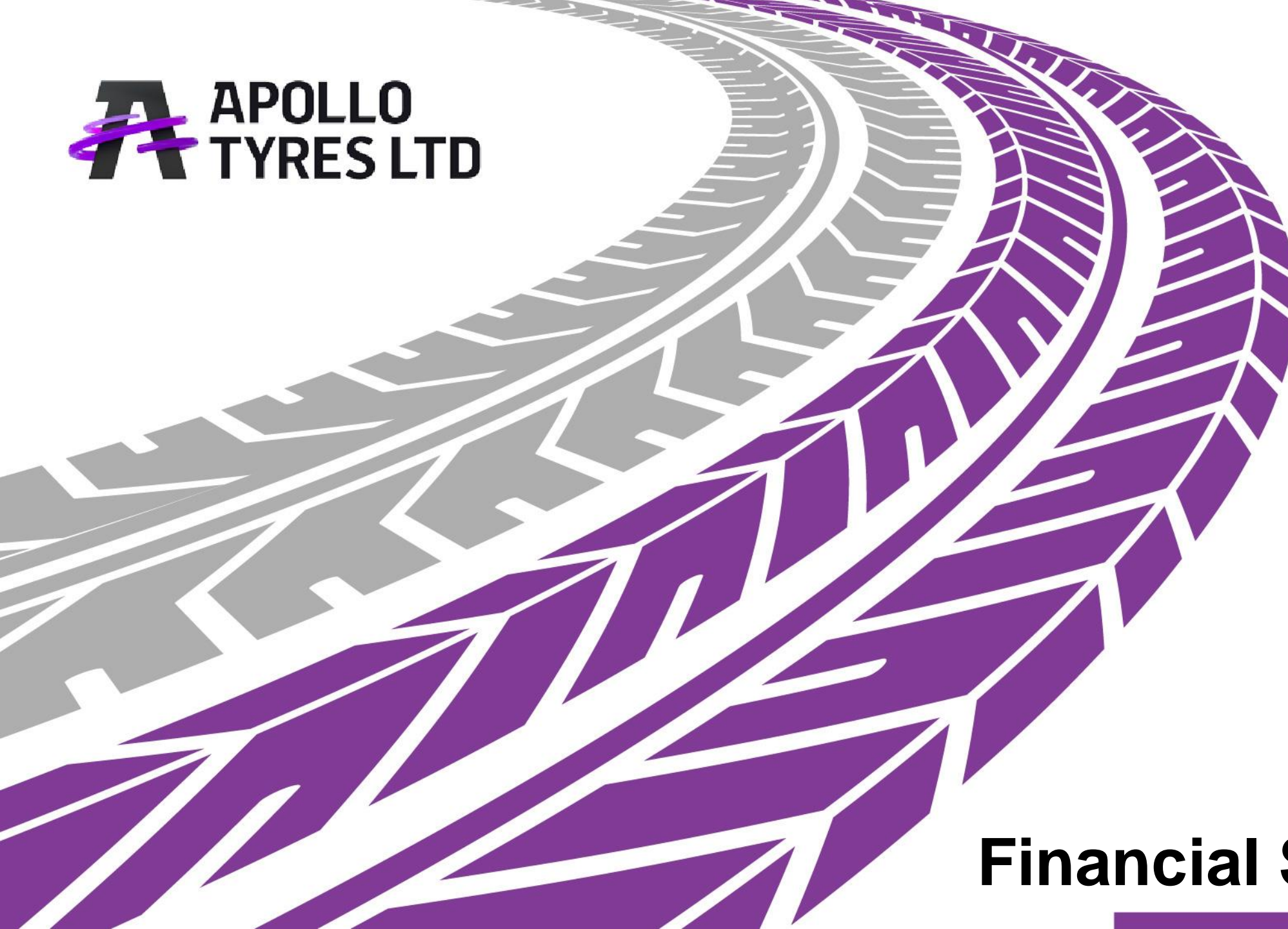
# Consolidated Cash Flow & Balance Sheet Highlights



## Key Highlights

- Capex in line with guidance
- Marginally increase in net debt from ₹ 48bn (June '21) to ₹ 50bn (Sep '21); Significant decrease from ₹ 60bn (Mar '20)
- Net Debt increase driven by inventory valuation





**Financial Statements**

# Profit & Loss (Quarterly) – Consolidated

Particulars (₹ Mn)	Q2 FY22	Q2 FY21	Q1 FY22	% Change - YoY	% Change - QoQ
<b>Revenues</b>	<b>50,773</b>	<b>42,949</b>	<b>45,845</b>	18%	11%
Raw Material <sup>1</sup>	29,731	23,014	26,245		
Staff Cost	6,391	6,233	6,536		
Other Costs	8,271	6,632	7,396		
<b>EBITDA</b>	<b>6,380</b>	<b>7,070</b>	<b>5,668</b>	-10%	13%
<b>EBITDA Margin (%)</b>	<b>12.6%</b>	<b>16.5%</b>	<b>12.4%</b>		
Depreciation	3,397	3,308	3,404		
Other Income	289	262	405		
<b>EBIT</b>	<b>3,272</b>	<b>4,024</b>	<b>2,669</b>		
<b>EBIT Margin</b>	<b>6.4%</b>	<b>9.4%</b>	<b>5.8%</b>		
Interest	1,036	1,167	1,046		
Tax	454	-690	336		
Exceptional Items	44	6,009	9		
<b>PAT</b>	<b>1,737</b>	<b>-2,463</b>	<b>1,278</b>		
<b>PAT Margin (%)</b>	<b>3.4%</b>	<b>-5.7%</b>	<b>2.8%</b>		

# Profit & Loss (YTD) – Consolidated

Particulars (₹ Mn)	YTD FY22	YTD FY21	% Change - YoY
<b>Revenues</b>	<b>96,618</b>	<b>71,766</b>	<b>35%</b>
Raw Material <sup>1</sup>	55,976	39,321	
Staff Cost	12,927	11,603	
Other Costs	15,667	11,316	
<b>EBITDA</b>	<b>12,048</b>	<b>9,526</b>	<b>26%</b>
<b>EBITDA Margin (%)</b>	<b>12.5%</b>	<b>13.3%</b>	
Depreciation	6,800	6,400	
Other Income	693	448	
<b>EBIT</b>	<b>5,941</b>	<b>3,574</b>	
<b>EBIT Margin</b>	<b>6.1%</b>	<b>5.0%</b>	
Interest	2,082	2,339	
Tax	790	-966	
Exceptional Items	54	6,009	
<b>PAT</b>	<b>3,015</b>	<b>-3,809</b>	
<b>PAT Margin (%)</b>	<b>3.1%</b>	<b>-5.3%</b>	

# Profit & Loss (Quarterly) – Standalone

Particulars (₹ Mn)	Q2 FY22	Q2 FY21	Q1 FY22	% Change - YoY	% Change - QoQ
<b>Revenues</b>	<b>36,497</b>	<b>29,116</b>	<b>32,200</b>	25%	13%
Raw Material <sup>1</sup>	24,604	16,808	21,192		
Staff Cost	2,600	2,165	2,623		
Other Costs	5,531	4,646	5,049		
<b>EBITDA</b>	<b>3,762</b>	<b>5,496</b>	<b>3,336</b>	-32%	13%
<b>EBITDA Margin (%)</b>	<b>10.3%</b>	<b>18.9%</b>	<b>10.4%</b>		
Depreciation	1,951	1,743	1,924		
Other Income	318	290	378		
<b>EBIT</b>	<b>2,129</b>	<b>4,043</b>	<b>1,790</b>		
<b>EBIT Margin</b>	<b>5.8%</b>	<b>13.9%</b>	<b>5.6%</b>		
Interest	896	1,018	893		
Tax	331	815	210		
Exceptional Items	5	48	8		
<b>PAT</b>	<b>897</b>	<b>2,162</b>	<b>679</b>		
<b>PAT Margin (%)</b>	<b>2.5%</b>	<b>7.4%</b>	<b>2.1%</b>		

# Profit & Loss (YTD) – Standalone

Particulars (₹ Mn)	YTD FY22	YTD FY21	% Change - YoY
<b>Revenues</b>	<b>68,697</b>	<b>46,848</b>	47%
Raw Material <sup>1</sup>	45,796	27,709	
Staff Cost	5,223	4,123	
Other Costs	10,580	7,607	
<b>EBITDA</b>	<b>7,097</b>	<b>7,410</b>	-4%
<b>EBITDA Margin (%)</b>	<b>10.3%</b>	<b>15.8%</b>	
Depreciation	3,875	3,458	
Other Income	696	435	
<b>EBIT</b>	<b>3,918</b>	<b>4,387</b>	
<b>EBIT Margin</b>	<b>5.7%</b>	<b>9.4%</b>	
Interest	1,790	2,046	
Tax	540	667	
Exceptional Items	13	48	
<b>PAT</b>	<b>1,576</b>	<b>1,626</b>	
<b>PAT Margin (%)</b>	<b>2.3%</b>	<b>3.5%</b>	



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

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# Thank you

