



30th January 2019

To, The Manager - Listing Department, The National Stock Exchange of India Ltd Exchange Plaza, 5th floor, Plot no. C/1, "G" Block, Bandra-Kurla Complex, Mumbai-400051 Symbol: APCOTEXIND	To, Manager-Department of Corporate Services BSE Limited Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 Security Code: 523694
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Subject: Investor Presentation – January 2019

Dear Sir/Madam,

Please find enclosed herewith Earnings/Investor Presentation – January 2019. The same is for your reference and records.

Thanking you,

Yours truly,

For Apcotex Industries Limited

Anand Kumashi
Company Secretary

Encl: As above.

apcotex industries limited

REGD. OFFICE & TALOJA PLANT : Plot No. 3/1, MIDC Industrial Area, Talaja-410 208, Dist-Raigad, Maharashtra, India. Tel:+91-22-27403500 Fax:+91-22-27412052
CORPORATE OFFICE : NKM International House, 178, Backbay Recl., B. M. Chinai Marg, Mumbai-400 020, Maharashtra, India. Tel:+91-22-22838302/04.
CIN NO. L99999MH1986PLC039199 Website:www.apcotex.com



apcotex industries limited

EARNINGS PRESENTATION

9M / Q3-FY19

OVERVIEW

- ▶ Apcotex Industries Ltd (Apcotex) is a leading producer of Synthetic Rubber (Nitrile Rubber, High Styrene Rubber, Nitrile Polyblends and Nitrile Powder) and Synthetic Latex (XSB Latex, VP Latex, Styrene Acrylics and Nitrile Latex) in India.
- ▶ The company has one of the broadest range of Emulsion Polymers available in the market today.
- ▶ The various grades of Synthetic Rubber find application in products such as Automotive Components, Hoses, Gaskets, Rice De-husking Rollers, Printing and Industrial Rollers, Friction Materials, Belting and Footwear.
- ▶ Apcotex is listed on both the BSE and NSE and has an approximate market capitalisation of INR 10,884 Mn as on 31st December, 2018.

BUSINESS MIX

- ▶ SYNTHETIC LATEX
 - ▷ Paper/ Paper Board, Carpet, Construction, Tyre Cord, Speciality.
- ▶ SYNTHETIC RUBBER
 - ▷ Automobile, Footwear, Rice Rolls.

MARQUEE CLIENTS

- ▶ SYNTHETIC LATEX
 - ▷ ITC Ltd, BILT, JK PAPER, Pidilite Industries, MRF, SRF, Century Enka, etc.
- ▶ SYNTHETIC RUBBER
 - ▷ Paragon Footwear, Ajanta Footwear, Relaxo Footwear, Jayshree Polymers, Parker Hannifin, etc.

MANUFACTURING

- ▶ Taloja Facility: Maharashtra
 - ▷ 55,000 MTPA Synthetic Latex
 - ▷ 7,000 MTPA High Styrene Rubber
- ▶ Valia Facility: Gujarat
 - ▷ 16,000 MTPA Nitrile Rubber and Allied Products.

FY18 FINANCIALS (Excluding the recent merger of Saldhar Investment and Trading Company Pvt. Ltd)

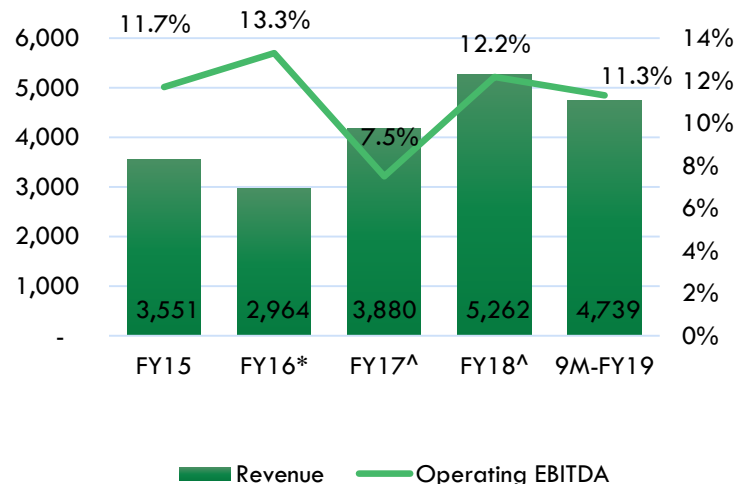
Revenue - **INR 5,262 Mn**

Operating EBITDA - **INR 641 Mn**

PAT- **INR 401 Mn**

- ▶ The company's Taloja plant was established in 1980 as a division of Asian Paints (India) Ltd. In 1991, the division was spun off as a separate company, which was headed by Mr. Atul Choksey, former MD of Asian Paints. The company is currently headed by Abhiraj Choksey who is the Managing Director.
- ▶ Apcotex has a significant global presence and for last few years has done business in all continents and several countries.
- ▶ It is one of the leading producers of Synthetic Rubber and Synthetic Latex in India.
- ▶ Its state-of-the-art manufacturing plants are strategically located on the western coast of India.
- ▶ Over the past several years, the company has developed a strong Research & Development base, which has enabled them to develop, manufacture and export products and compete effectively against global players.
- ▶ Apcotex Industries has a workforce strength of over 450 fulltime employees.

Revenue (INR Mn) and Operating EBITDA Margin (%)



* Consolidated

^ The financial figures are excluding the recent merger of Saldhar Investment and Trading Company Pvt. Ltd

Q3-FY19 Financial Highlights:

- **Total Revenue:** INR 1,641 Mn
- **Operating EBITDA:** INR 169 Mn
- **Operating EBITDA Margin:** 10.30%
- **Net Profit:** INR100 Mn
- **PAT Margin:** 6.09%
- **EPS:** INR 4.81 per share

9M-FY19 Financial Highlights:

- **Total Revenue:** INR 4,739 Mn
- **Operating EBITDA:** INR 536 Mn
- **Operating EBITDA Margin:** 11.31%
- **Net Profit:** INR 313 Mn
- **PAT Margin:** 6.60%
- **EPS:** INR 15.11 per share

Q3-FY19 Operational Highlights:

- The Company reported the highest ever Quarterly Sales of INR 1,641 Mn in Q3-FY19
- EBITDA margins were under pressure due to a combination of slowdown in Rubber/Automotive segments and high inventory of imported RMs
- A major export customer's operations were closed down due to fire in April 2018 – this continues to affect volumes
- Capex spend from Phase 1 as at December 31, 2018 was INR 310 Mn and the remainder will be spent over the next 6-9 months
- The new ERP System SAP S4 Hana went Live on December 1, 2018

Q3-FY19 Income Statement (As per IndAS)



Particulars (INR Mn)	Q3-FY19	Q3-FY18	Y-o-Y	Q2-FY19	Q-o-Q
Revenue	1,641	1,379	19.0%	1,601	2.5%
Total Expenses	1,472	1,206	22.1%	1,404	4.8%
Operating EBITDA	169	173	(2.3)%	197	(14.2)%
Operating EBITDA Margin	10.30%	12.54%	(224) Bps	12.30%	(200) Bps
Depreciation	29	30	(3.3)%	30	(3.3)%
Finance Cost	6	4	50.0%	4	50.0%
Other Income	24	48	(51.0)%	(4)	NA
PBT	158	187	(15.5)%	159	(0.6)%
Exceptional Items	-	4	NA	-	-
Tax	58	53	9.4%	58	-
PAT	100	130	(23.1)%	101	(1.0)%
PAT Margin	6.09%	9.43%	(334) Bps	6.31%	(22) Bps
Other Comprehensive Income	(1)	-	NA	-	NA
Total Comprehensive Income	99	130	(23.8)%	101	(2.0)%
Diluted EPS (INR)	4.81	6.26	(23.2)%	4.87	(1.2)%

9M-FY19 Income Statement (As per IndAS)



Particulars (INR Mn)	9M-FY19	9M-FY18*	Y-o-Y
Revenue	4,739	3,990	18.8%
Total Expenses	4,203	3,582	17.3%
Operating EBITDA	536	408	31.4%
Operating EBITDA Margin	11.31%	10.23%	108 Bps
Depreciation	88	93	(5.4)%
Finance Cost	14	14	-
Other Income	46	91	(49.5)%
PBT	480	392	22.4%
Exceptional Items	-	7	NA
Tax	167	119	40.3%
PAT	313	266	17.7%
PAT Margin	6.60%	6.67%	(7) Bps
Other Comprehensive Income	(1)	(1)	NA
Total Comprehensive Income	312	265	17.7%
Diluted EPS (INR)	15.11	12.81	17.9%

* Net Of Excise

Historical Income Statement



Particulars (INR Mn)	FY15	FY16*	FY17^	FY18^
Revenue	3,551	2,964	3,880	5,262
Total Expenses	3,136	2,570	3,589	4,621
Operating EBITDA	415	394	291	641
Operating EBITDA Margin	11.69%	13.29%	7.50%	12.18%
Depreciation	90	94	121	121
Finance Cost	32	24	29	16
Other Income	56	83	102	68
PBT	349	359	243	572
Tax	102	(26)	32	171
PAT	247	385	211	401
PAT Margin	6.96%	12.99%	5.44%	7.62%
Other Comprehensive Income	-	-	(1)	(3)
Total Comprehensive Income	247	385	210	398
EPS (INR)	11.90	18.58	10.2	19.3

* Consolidated

^ As per IndAS **The financial figures are excluding the recent merger of Saldhar Investment and Trading Company Pvt. Ltd.

Balance Sheet

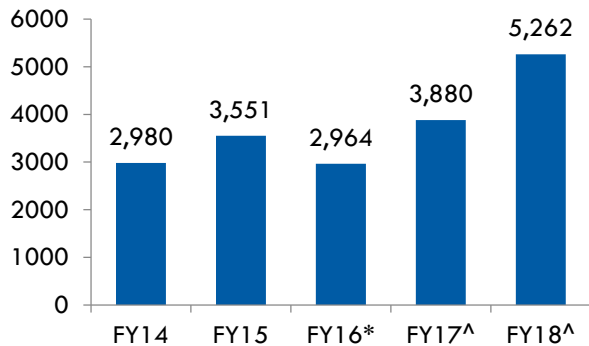


Particulars (INR Mn)	Mar 17	Mar 18	H1-FY19
Shareholders Fund	2,229	2,464	2,526
Equity Share Capital	104	104	104
Other Equity	2,125	2,360	2,422
Total Non Current Liabilities	67	70	76
Deferred Tax liabilities	9	18	15
Other Long Term Liabilities	9	-	-
Long Term Provision	18	22	26
Other Financial Liabilities	31	30	35
Total Current Liabilities	675	957	1,055
Short Term Borrowings	222	174	303
Trade Payables	222	642	628
Other Current Liabilities	111	87	87
Short term provision	3	4	1
Current Tax Liabilities (Net)	117	50	36
TOTAL EQUITY & LIABILITIES	2,971	3,491	3,657

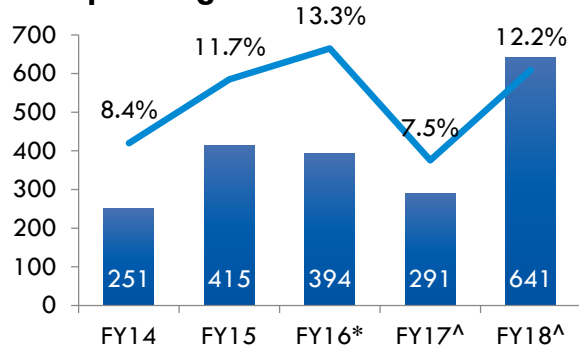
Particulars (INR Mn)	Mar 17	Mar 18	H1-FY19
Total Non Current Assets	1,576	1,586	1,517
Fixed Assets	878	782	782
Capital Work in progress	60	91	123
Investment in properties	1	1	-
Non Current Investments	398	499	462
Current Tax Assets (Net)	-	116	59
Long term loans & advances	-	-	-
Other Non Current assets	239	97	91
Total Current Assets	1,395	1,905	2,140
Investments	-	-	-
Inventories	445	493	552
Trade Receivables	781	982	1,193
Cash & Cash Equivalents	56	310	266
Other Bank Balances	10	18	39
Short Term loans & Advances	-	3	4
Other Financial Assets	64	44	18
Other current asset	39	55	68
TOTAL ASSETS	2,971	3,491	3,657

Historical Performance Indicators

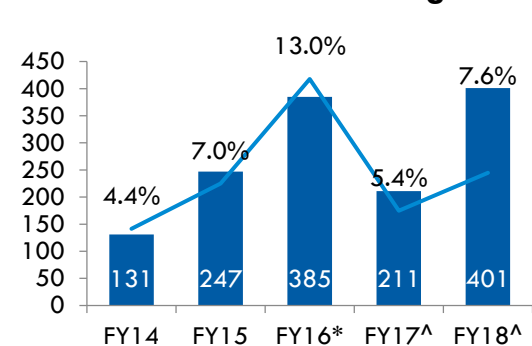
Revenue (In Mn)



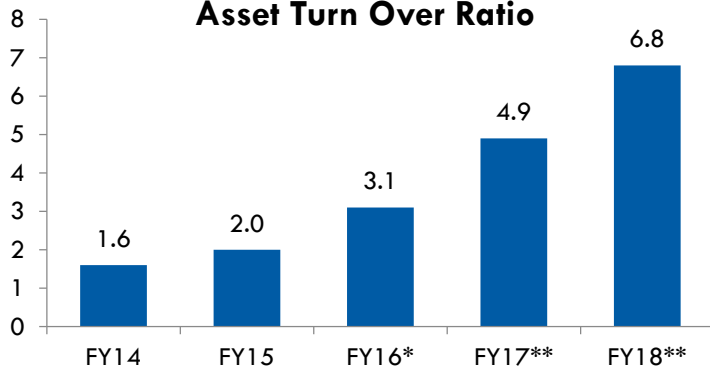
Operating EBITDA and EBITDA Margin



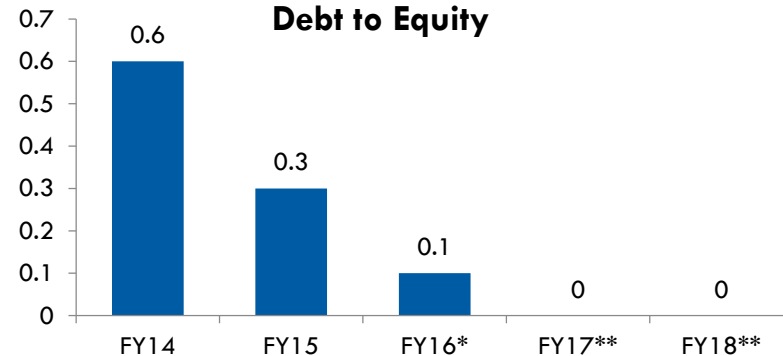
PAT and PAT Margin



Asset Turn Over Ratio



Debt to Equity



*Consolidated ^ As per IndAS and the figures are excluding the recent merger of Saldhar Investment and Trading Company Pvt. Ltd.

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The background features three overlapping, curved shapes. On the left, a blue shape tapers towards the top-left corner. In the center, a white shape curves from the bottom-left towards the top-right. At the bottom, a green shape curves from the left towards the right. The text 'Thank You' is positioned in the white area on the right side.

Thank You