



APAR

Tomorrow's solutions today

SEC/0311/2022

November 03, 2022

<p>National Stock Exchange of India Ltd. "Exchange Plaza", C-1, Block G, Bandra- Kurla Complex, Bandra (E), Mumbai – 400 051.</p> <p>Scrip Symbol : APARINDS</p> <p><u>Kind Attn.: The Manager, Listing Dept.</u></p>	<p>BSE Ltd. Corporate Relationship Department, 27th Floor, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001.</p> <p>Scrip Code : 532259</p> <p><u>Kind Attn. : Corporate Relationship Dept.</u></p>
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Sub. : APAR Corporate Presentation – For Q2FY2023

Ref.: Regulation 30 and all other applicable regulations, if any, of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Dear Sir,

We are sending herewith a Corporate Presentation of the Company for Q2FY2023 for the information of members and investors.

Thanking you,

Yours Faithfully,
For APAR Industries Limited

(Sanjaya Kunder)
Company Secretary

Encl. : As Above

APAR Industries Limited

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CORPORATE PRESENTATION

November 2022

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SHAREHOLDING PATTERN



This presentation may have certain statements that may be “forward looking” including those relating to general business plans and strategy of APAR Industries Ltd., its outlook and growth prospects. The actual results may differ materially from these forward-looking statements due to several risks and uncertainties which could include future changes or developments in APAR Industries Ltd. (APAR), the competitive environment, the company’s ability to implement its strategies and initiatives, respond to technological changes as well as sociopolitical, economic and regulatory conditions in India.

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COMPANY OVERVIEW

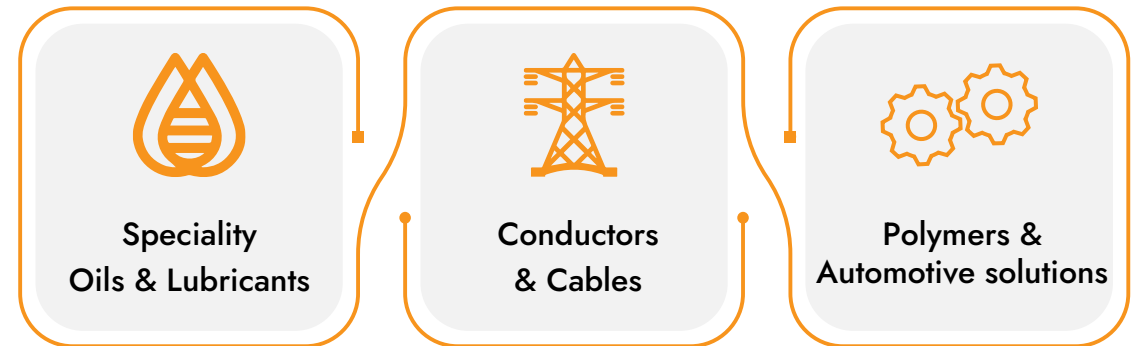


- We are a technology-driven, customer-focused company that delivers – innovative, cost-effective, quality products & services
- We believe that with an innovation-first mindset, we can find impactful solutions for our customers
- Trusted by major Power Generation, Transmission, Distribution, Automotive, Telecom, Railways and Defence companies globally

Our Strengths



Trusted Manufacturer and supplier of



#1

Largest global aluminium & alloy conductors' manufacturer

3rd

Largest global manufacturer of Transformer oils

#1

Cables manufacturer for renewables in India

9,346 Cr

FY22 Consolidated Revenue,
5 year CAGR at 14.1%



Leveraging global network

- Multi-year relationships with Indian & global majors
- Global presence
- Exporting to 140+ countries



Leading the innovation curve

- Vast range of technologically advanced products
- All products developed with in-house R&D
- Intellectual Property for most products
- Global leader in key segments

Our catalyst for innovation



MISSION

To design and manufacture building blocks for energy infrastructure, transportation and telecommunication sectors that contribute meaningfully to make this world more energy efficient, environmentally sustainable and a safer place



VISION

To be a global leader in the energy infrastructure, transportation and telecommunication sectors by providing the best solutions and value creations for stakeholders

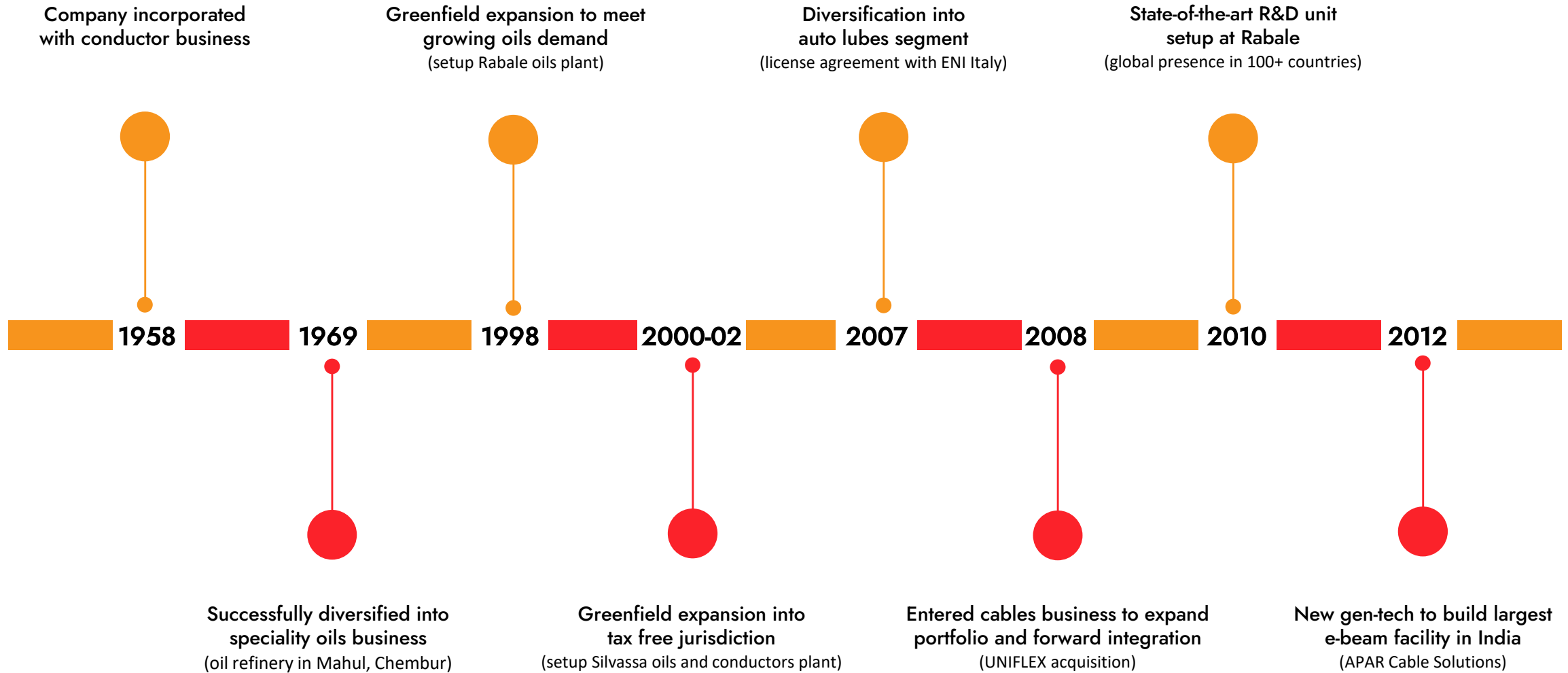


OUR VALUES

- **INNOVATION** - we will go beyond obvious solutions
- **ACCOUNTABILITY** - We will take responsibility of outcomes
- **ENTREPRENEURIAL DRIVE** - We will be self driven
- **LEADERSHIP** - We will inspire others



Our 60 years of legacy (1/2)



Our 60 years of legacy (2/2)

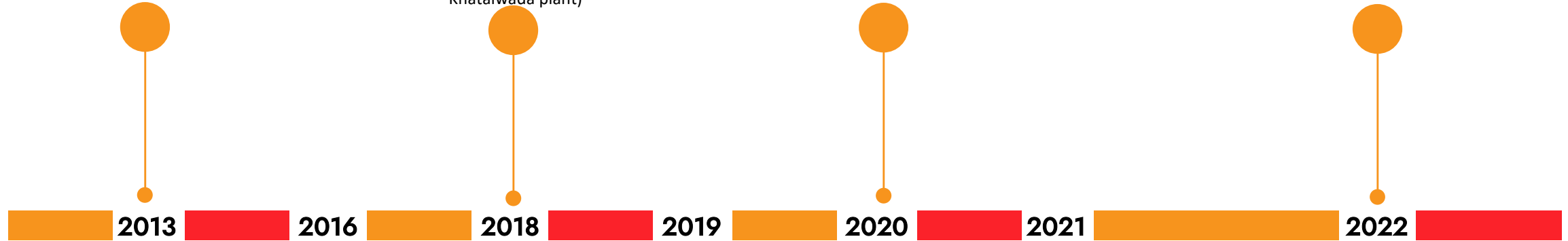
Greenfield expansion to meet growing conductors demand
(conductor plant setup at Athola)

Commissioning of Sharjah plant, Signed agreement with Hindalco for molten metal
(parallel capacity expansion at Cables, Khatalwada plant)

New APAR logo!
(Together we fought through covid-19)

Geared up to grow the LDC business with ambitious plans

Signed Sonu Sood as Brand Ambassador



Introduced Dull finish conductors with special surface treatments which are environment friendly
(setup conductors plant in Jharsuguda & oils plant in Sharjah)

Only Indian company to supply all major HVDC projects with Transformer Oils
(60% market share in domestic wind sector for cables)

1st Indian player to create guidance OFC for torpedoes
1st Indian company to get an AdBlue certification by VDA-Germany

Exported to 140+ countries around the globe
(signed an MOU with Lubref to examine building a WO and TO plant in Saudi Arabia)

Well-diversified across industries & segments

Conductors

- One of the largest global manufacturers
- Pioneered turnkey solutions for reconductoring with HEC, live line installation with OPGW
- Developed aluminium CTC, PICC and bus bars for commercial sale in India
- 1st to develop copper-magnesium conductors as per R.D.S.O. specification

Cables

- One of the world's largest manufacturers of specialized cables
- #1 in domestic renewables
- 1st Indian player to create guidance OFC for torpedoes & tether cables for surveillance systems

Specialty Oils

- 540 thousand KL capacity (including lubricants)
- 3rd largest global manufacturer of T-oils
- 1st globally to supply the entire range of T-oils compliant to new corrosive Sulphur standards
- 1st in India to have T-oils approved for ultra high voltage transformers

Lubricants (Auto & Industrial)

- A leading domestic player in auto lubes
- Licensing agreement for auto lubes from ENI, Italy for ENI brand
- Over 150 BIS-certified grades
- 1st in India to create affordable, high-quality products for the injection moulding industry

APAR today targets:

Power Transmission & Distribution (T&D) and Renewable Energy sectors
through Conductors, Cables and Transformer oils (T-oils)

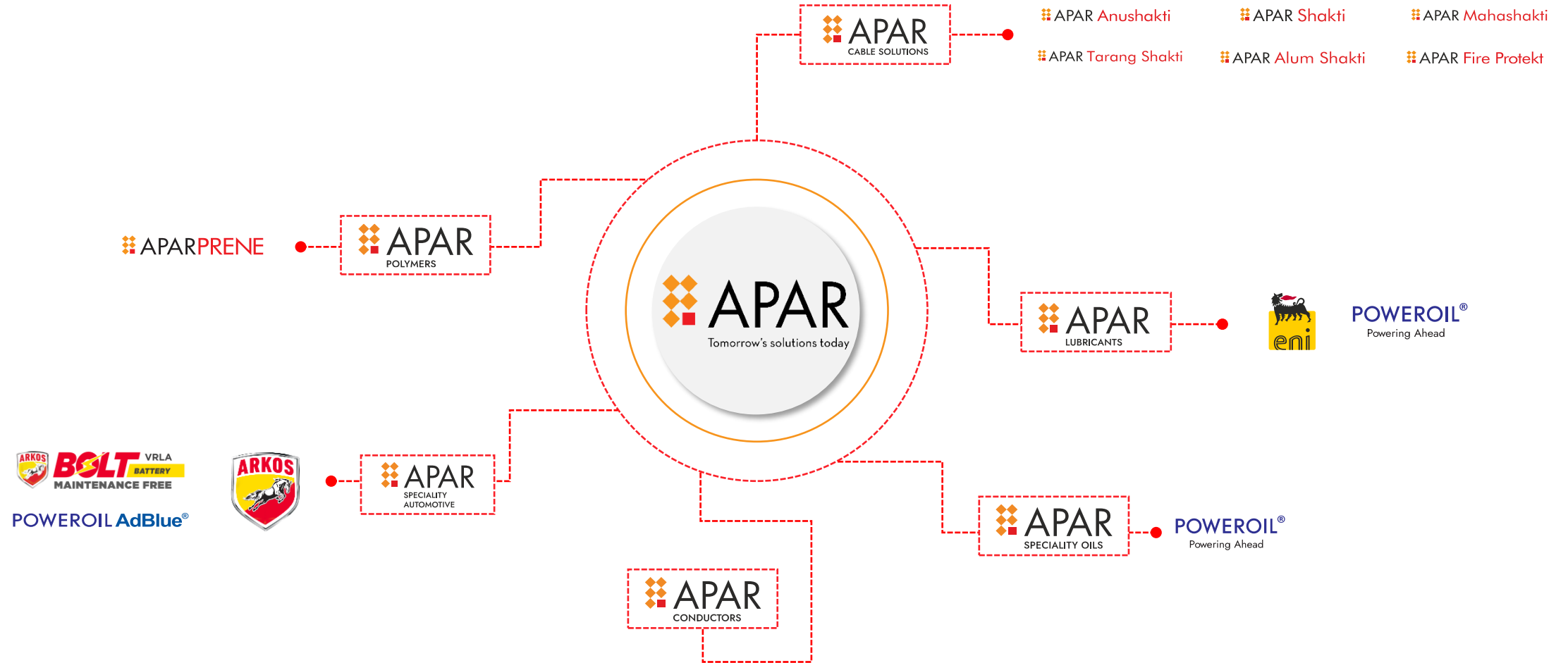
Railways
through Copper Catenary Conductors, XLPE & Elastomeric cables & Harnesses

Defence
through Elastomeric Cables & Specialty Cables

Automotive
by Auto Lubes and Automotive Cables

Telecom
through Optical Fiber Cables (OFC)

APAR Group – House of Brands



APAR's State-of-the-Art facilities strategically located



Conductors – One of the largest global manufacturers



ACCC



OPGW



Copper Railway conductors



CTC



Turnkey Solutions

Strong leadership & competitive edge

FY22 revenue of INR 4,200 crore, 5 years CAGR at 13.3%

- Largest manufacturer in India
- Pioneer in aluminium alloy rod & conductors
- Technology tie-up with CTC-Global, USA, for ACCC conductors
- One of the first to test successfully 765KV & 800KV conductors in India
- Supplies to all top 25 global turnkey operators and leading utilities
- Manufacturing since 1958

Strategic focus on higher-value products (49% in FY22 up from 33% in FY21)

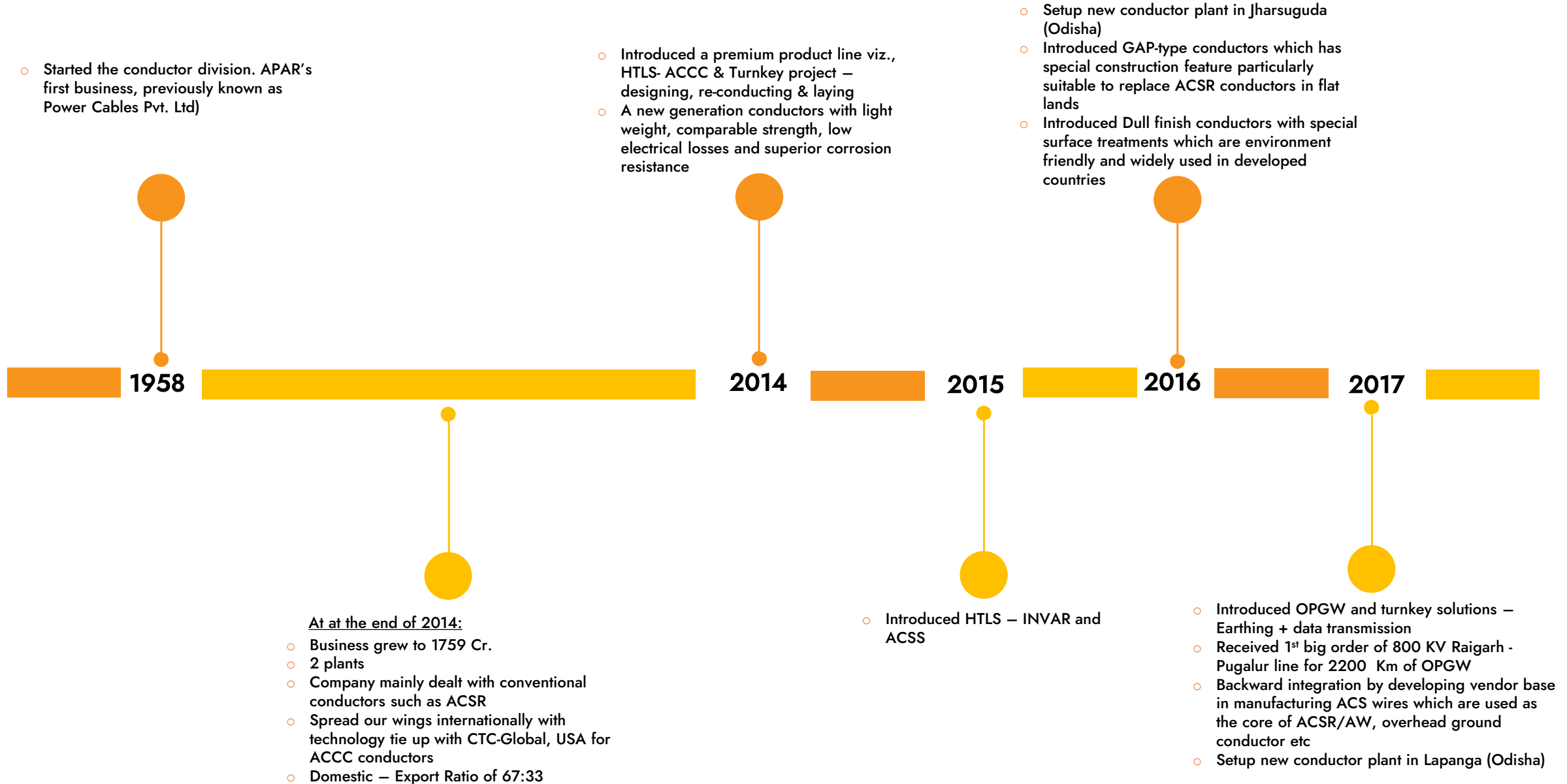
Adj. EBITDA* per MT at INR 17,095 in FY22

INR 343 crore invested in FY16-FY22

- Jharsuguda, Odisha plant. Logistical benefits with proximity to smelters, capture growing generation capacity in eastern India
- Aluminium rod facility at Lapanga, Orissa
- Agreement with Hindalco for sourcing molten metal, cost saving of Rs 1,200 / MT
- New products launched - Copper conductor for Railways, Optical Ground Wire (OPGW) & CTC for transformer industry

*After adjusting open period forex, before unallocable expenditure (net of income)

Transformation journey of Conductor division over the last decade (1/2)

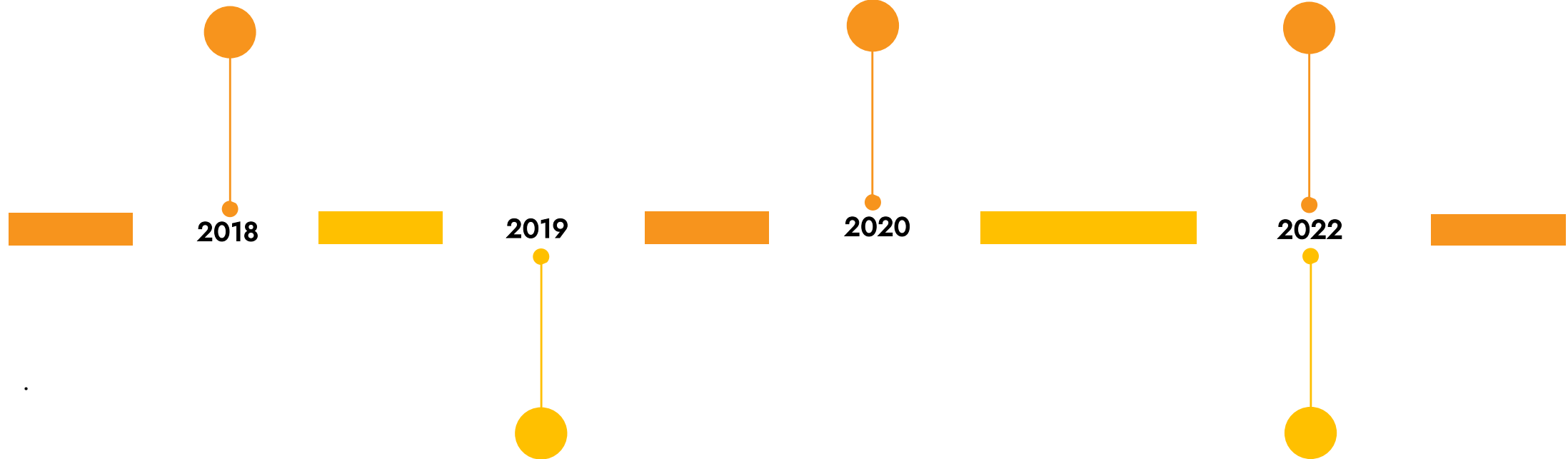


Transformation journey of Conductor division over the last decade (2/2)

- With electrification in Indian Railways, we introduced Copper Railway conductors as per RDSO specifications
- The only approved Indian manufacturer to supply Copper Magnesium catenary wire to Delhi Metro
- Signed agreement with Hindalco for molten metal leading to lower cost & sustainable process

- Major exports countries are Africa 30%, North & South America 25% and Asia 31%

- Bus Bar is launched for use in high voltage equipment and low voltage equipment
- Increased volumes from export markets
- One of the first company to successfully test 765 KW & 800 KW conductors in India
- Completed 100 HTLS projects with 2500 Circuit Kms
- Largest manufacture of ACS wires with a capacity of 1000 MT/Month



- Launched CTC and PICC conductors for Transformer Industry to provide improved performance, increase space and uniform temperature

At the end of 2022:

- Business Grew to 4203 cr.
- 4 plant locations
- Company mainly deal in AL 59 domestically
- Over 50% of business coming from premium products in value
- Domestic-Export ratio - 52:48



- Completed **100+** turnkey solution projects
- Delivered **1,07,000 MT** of Conductors
- Delivered **22,000 + km** of OPGW Cables
- Higher value-added products contribution - **49%**
- New order inflow - **123%**
- Green initiatives to reduce carbon intensity in operations
- Highest **record revenue** in 2022

Specialty Oils & Lubricants – 3rd largest in Transformer Oils globally



Transformer oil



White oils



Industrial & process oils



Industrial & auto lubricants



Petroleum jelly



POWEROIL TO NE premium

Strong leadership & competitive edge

Leading domestic player in auto lubes.

FY22 revenue of INR 3,564 crore, 5 years CAGR at 16%

5.42 lakh KL capacity

- Manufacturing since 1958, 400+ different types of Specialty Oils
- Pioneer in transformer oils in India, 60% market share in power transformers
- Over 44% T Oil sold to overseas markets
- Only Indian company to win entire T Oil supply to all major HVDC projects in India
- Leading supplier to tractor OEMs – TAFE, Eicher, ITL, Escorts

INR 229 crore invested in FY16-FY22

Lubricants (Auto lubes & industrial oils) contributed 8% to Company's FY22 revenues

- Al-Hamriyah, Sharjah plant. Proximity to customers in Middle East & East Africa. New avenues for bulk exports
- Expanded T-Oils capacity and range (including 765KV & 800KV HVDC)
- Doubling Industrial & Automotive blending and automated packing capacity
- Licensing agreement for auto lubes from ENI, Italy for ENI brand
- New R&D facility at Rabale

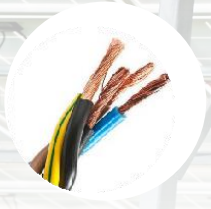


- **400+** Grade Oils
- Exported ~ **2,00,000 KL** of speciality oils during the year
- Transformer oils volumes up **10%** vs. FY21
- White Oil sales up **16%** vs. FY21
- Serving **140+** Countries
- Launched best-in-class 99% biodegradable **natural ester transformer oil**

Cables - Largest domestic player in renewables



Power cables



House wire & cable



Elastomeric cables



E-beam irradiated cables



OFC



Speciality hybrid cables

Strong leadership & competitive edge

60% share in domestic wind sector

FY22 revenue of INR 1,993 crore, 5 years CAGR at 18.2%

- Launched India's most advanced E-beam facility with 4 E-beams
- Largest & most innovative supplier to the nuclear power, defence and railways
- One of the widest ranges of medium-voltage & low-voltage XLPE cables, elastomeric cables, fibre optic cables and speciality cables
- One of the largest exporters, a leader in CATV/ broadband fibre optic cables
- In cables since 2008 (Uniflex acquisition)

Strategic focus on higher-value products

INR 309 crore invested in FY16-FY22

- Green-field Khatalwada plant for E-beam Elastomeric Cables, OFC Cables, others
- Introduced high-voltage power cables using the latest CCV technology
- HT expansion in Umbergaon and LT consolidation in Khatalwada
- Debottlenecking of HT/LT cable capacity at Umbergaon plant
- New product - MVCC launched in FY20
- Exploring new opportunities in MVCC, harnesses, more products for Railways, pressure tight cables, 66KV cables & contracts



- **500+** range of cables
- **18 UL** approvals for US Market
- Major presence in Africa, East Africa, Australia & Europe,
- Increased demands from Railways, defence and non-conventional energy
- Reached **2,000 crore** in cables business in FY 2022
- **572 crore** of export business
- A major thrust to increase **LDC business** through growing distribution network with best-in-class **APAR Anushakti**, (powered by e-beam technology, melt-resistant, 50 years life)

SONU SOOD ENDORSING OUR LIGHT DUTY CABLES RANGE



- APAR Anushakti
 - House wire
 - Round Multicore
 - 3 core flat cable
 - Solar cable



- APAR Alum Shakti
 - House wire
 - Round Multicore
 - 3 core flat cable



- APAR Mahashakti
 - Round Multicore
 - 3 core flat cable



- APAR Tarang Shakti
 - CAT 6 LAN cable
 - Telephone cable
 - CCTV
 - Speaker cable
 - Fibre optic cable



- APAR Fire Protekt
 - HFFR
 - EBXL HFFR
 - Fire alarm cable
 - Fire survival cable



- APAR Shakti
 - House wiring
 - Round multicore
 - Core flat cable
 - Uninyvin
 - Braided cable
 - Welding cable



Enhancing Operational Efficiency

- Continue to seek to improve efficiencies, streamline capacities and asset utilization and manage capital expenditure for each of the production facilities
- Implemented various initiatives to lower costs, such as purchasing raw materials in bulk to take advantage of promotions and economies of scale
- Ensure high quality, low costs and on-time delivery for customers in India

Increased penetration in High Growth Markets

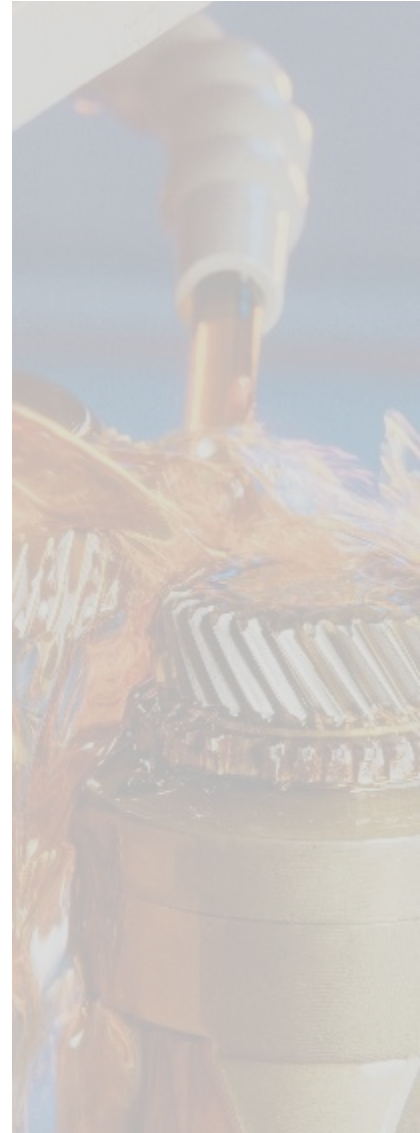
- Capitalize on global manufacturing presence, strong product capabilities and existing relationships to capture these industry growth trends
- Become a globally preferred Conductor provider while sustaining leadership segmentally

Boosting Customer Revenue for India Business

- Capitalize on current strong positioning to capture the overall expected growth in Indian markets
- Increase revenue with existing customers by expanding the array of existing products supplied and by continuing to develop solutions aligned with customers' needs
- Continued introduction of products and solutions catering for emerging trends in Global markets

Continue to Invest in R&D, Design, and Engineering

- Committed to the drive for innovation and intend to continue expanding our R&D, engineering and software development capabilities in order to capture future growth trends
- Seek to benefit from key trends in the automotive industry, including EVs, emission reduction and shared mobility
- Expand capabilities in a cost-efficient manner, by focusing on low-cost geographies near major automotive markets



01

Diversified business across product portfolio, market segments, customer base and geographies

02

Well positioned to capture industry trends related growth both globally and in India

03

Strong competitive position in attractive growing markets coupled with lower cost and strategically located manufacturing footprint

04

Strong financial performance sustained over the years

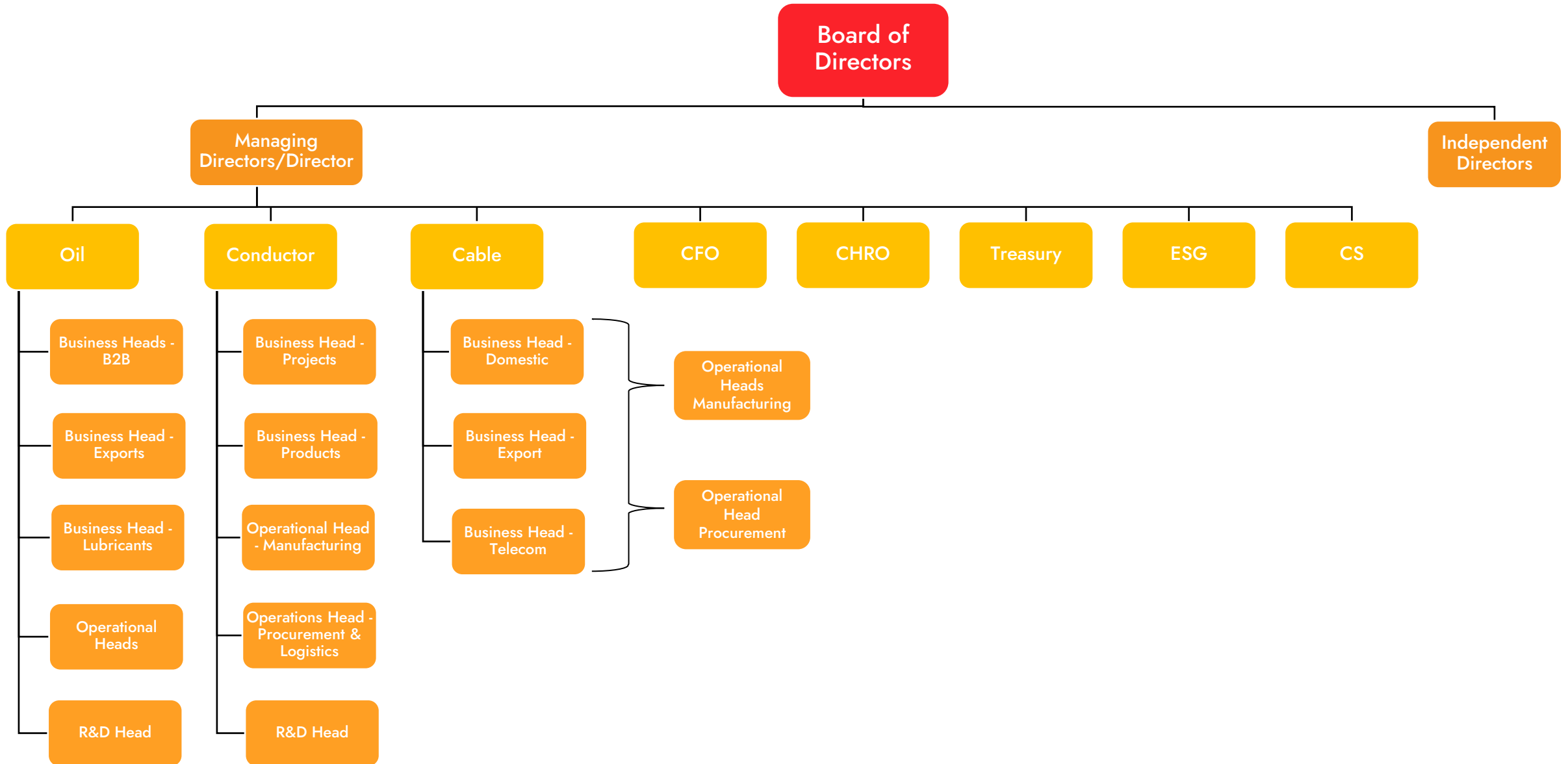
05

Robust in-house technology, innovation and R&D capabilities

06

Experienced management team and technically skilled and motivated employees

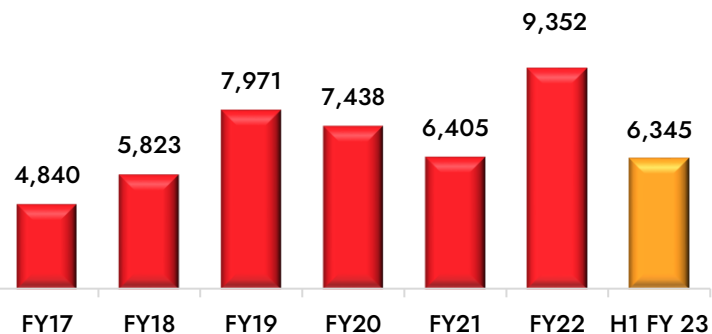
Organisational structure – Senior leadership



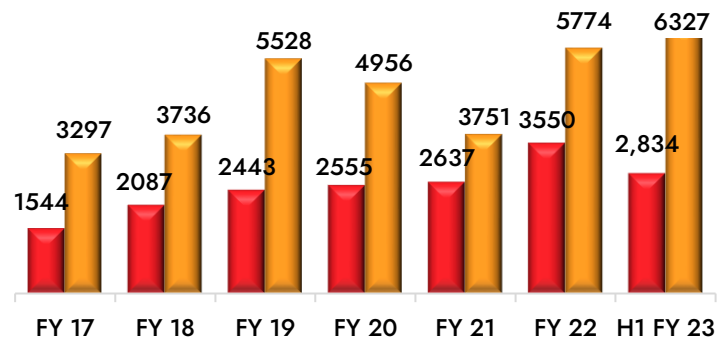
None of the senior leaders are related to any of the Directors.

Strong financial performance sustained over the years

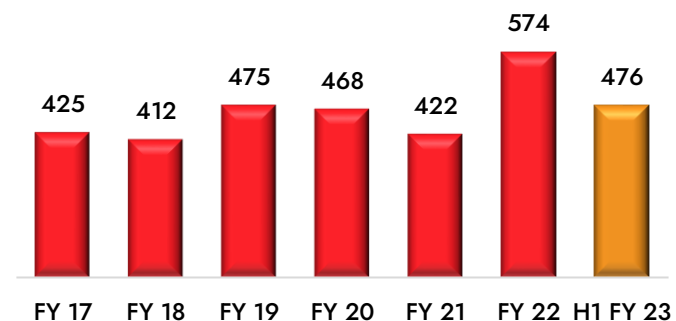
Consolidated Revenue



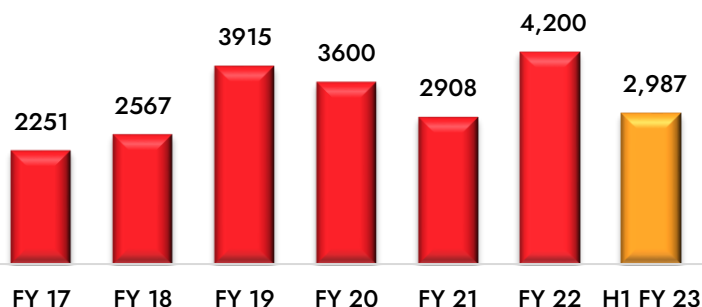
Exports contribution at 45% in H1 FY23



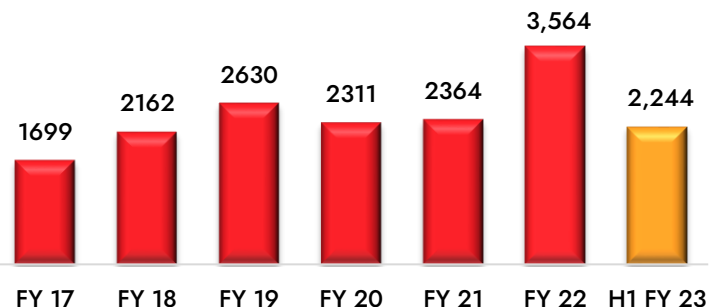
EBITDA



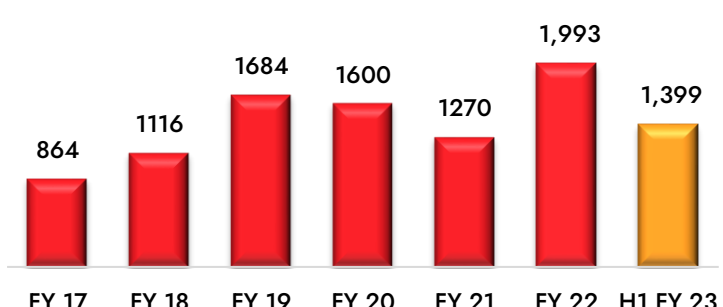
Conductors Revenue



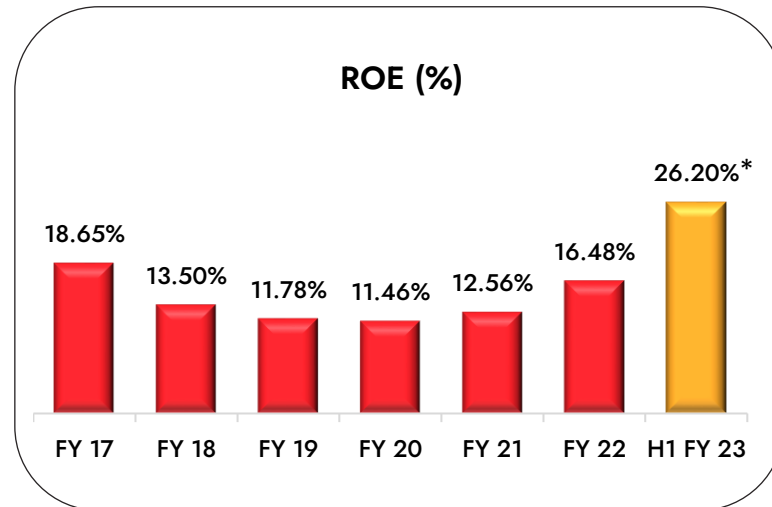
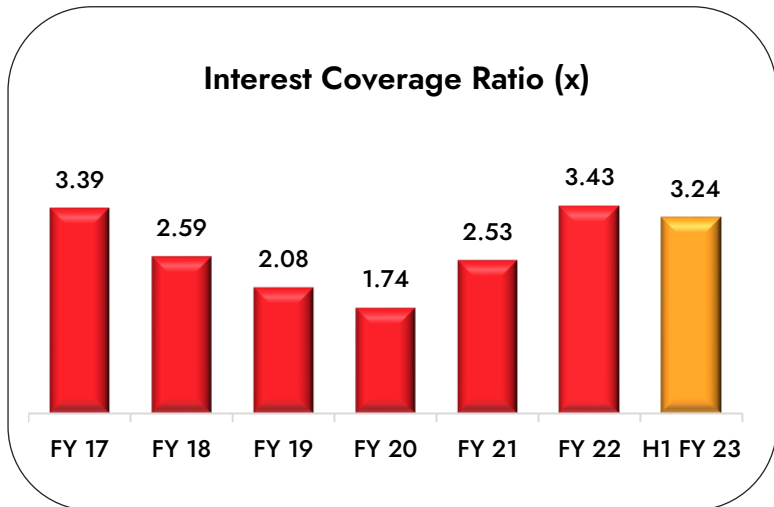
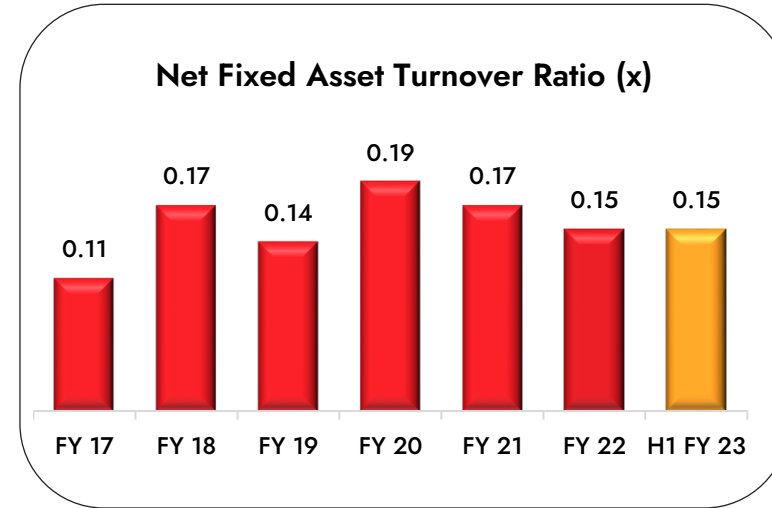
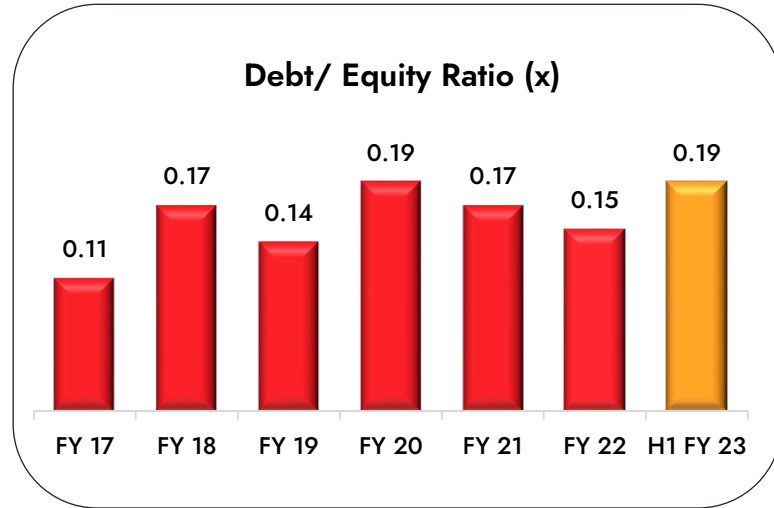
Specialty Oils & Lubricants Revenue



Cables Revenue

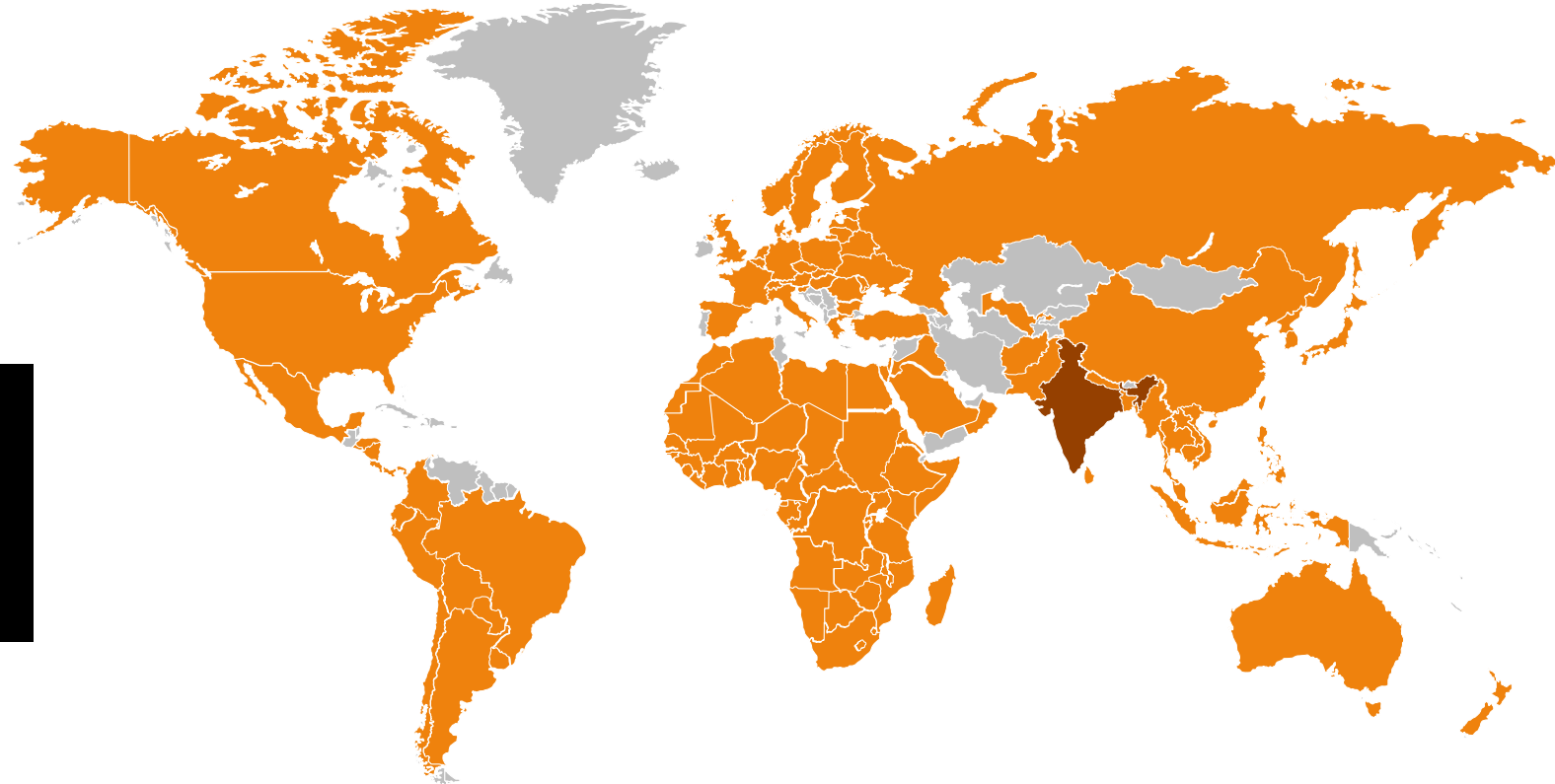


Key financial ratios



* annualised

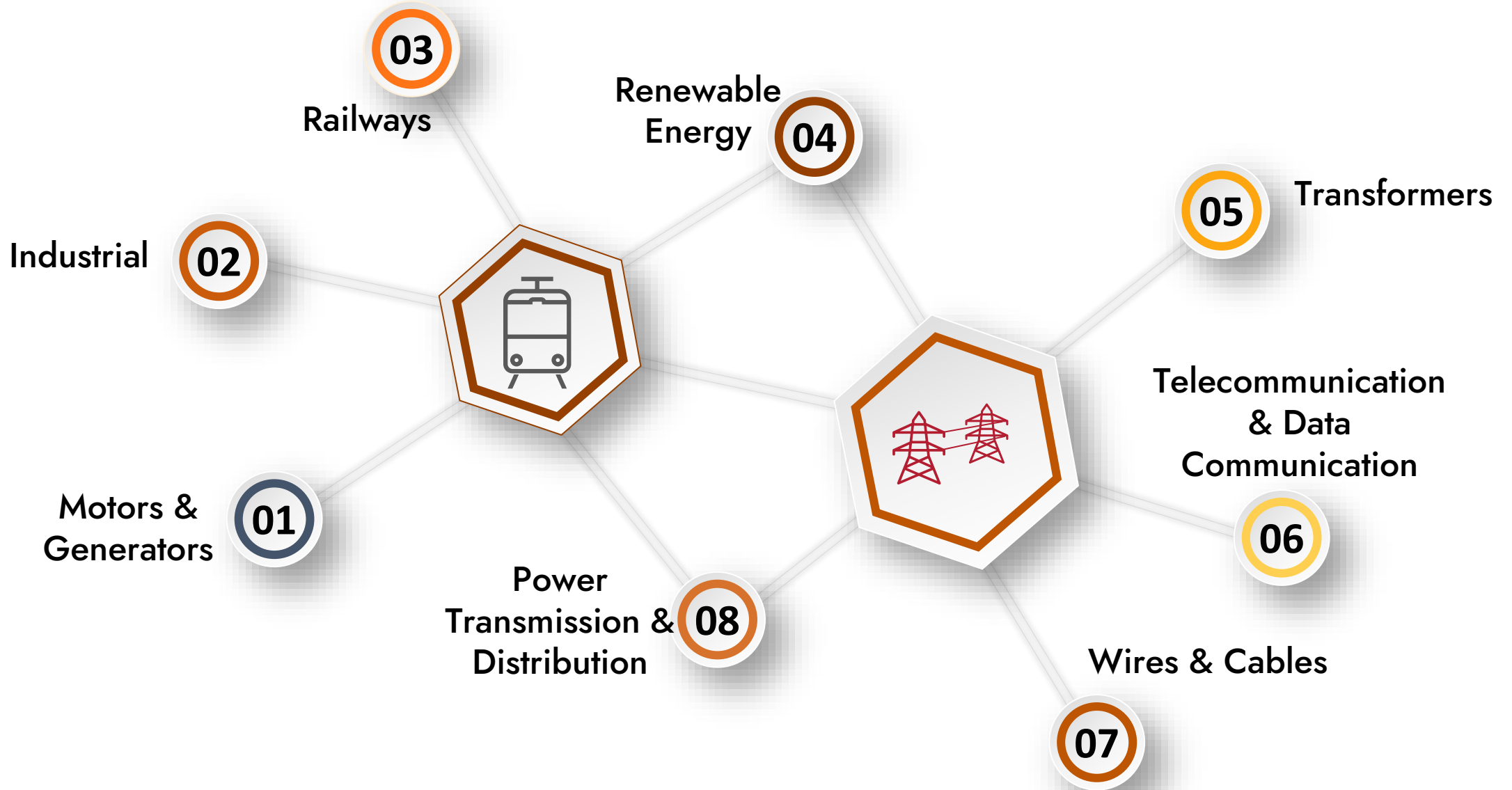
Extensive global presence driving exports



Export revenues up
34.7% YoY, contributed
38.1% to FY22 revenues.

- Present in 140+ countries with a focus on Southeast Asia, Middle East, Africa & South America
- New geographies in North America/Latin America added for conductor exports
- Plants strategically located close to ports
- Hub and spoke manufacturing & distribution model for specialty oils, allows efficient delivery cycles to global transformer OEMs across Asia, Africa and Australia
- Al-Hamriyah, Sharjah plant enabled fulfilment of global orders during lockdown in India

Industries we cater to



Significant change in customer mix with focus on premiumisation

Particulars	% of Total*
Exports	38.2%
Industries/Corporate	21.3%
Specific industry groups	11.4%
OEM's	6.4%
EPC - Transmission companies	6.0%
Utilities - Transmission companies	5.7%
Renewables	4.1%
Utilities - Electricity Distribution Boards	1.6%
EPC - Diversified customer base across other verticals	1.5%
Others	3.9%
Total	100.0%

Industries/Corporates includes Cosmetics, Pharma, Rubber, Plastics, Lubricants etc.

Specific industry groups includes Rail, Defence, Shipping, Mining, Telecom etc.

With change in customer mix, there is limited exposure to State owned electricity distribution boards

**based on FY22 Consolidated Sales*

01

Global Infrastructure Spends

Electrification · Rise in Power spending · New transmission and distribution systems globally.

02

China Plus One

Risk diversification with increased manufacturing capabilities · New market access

03

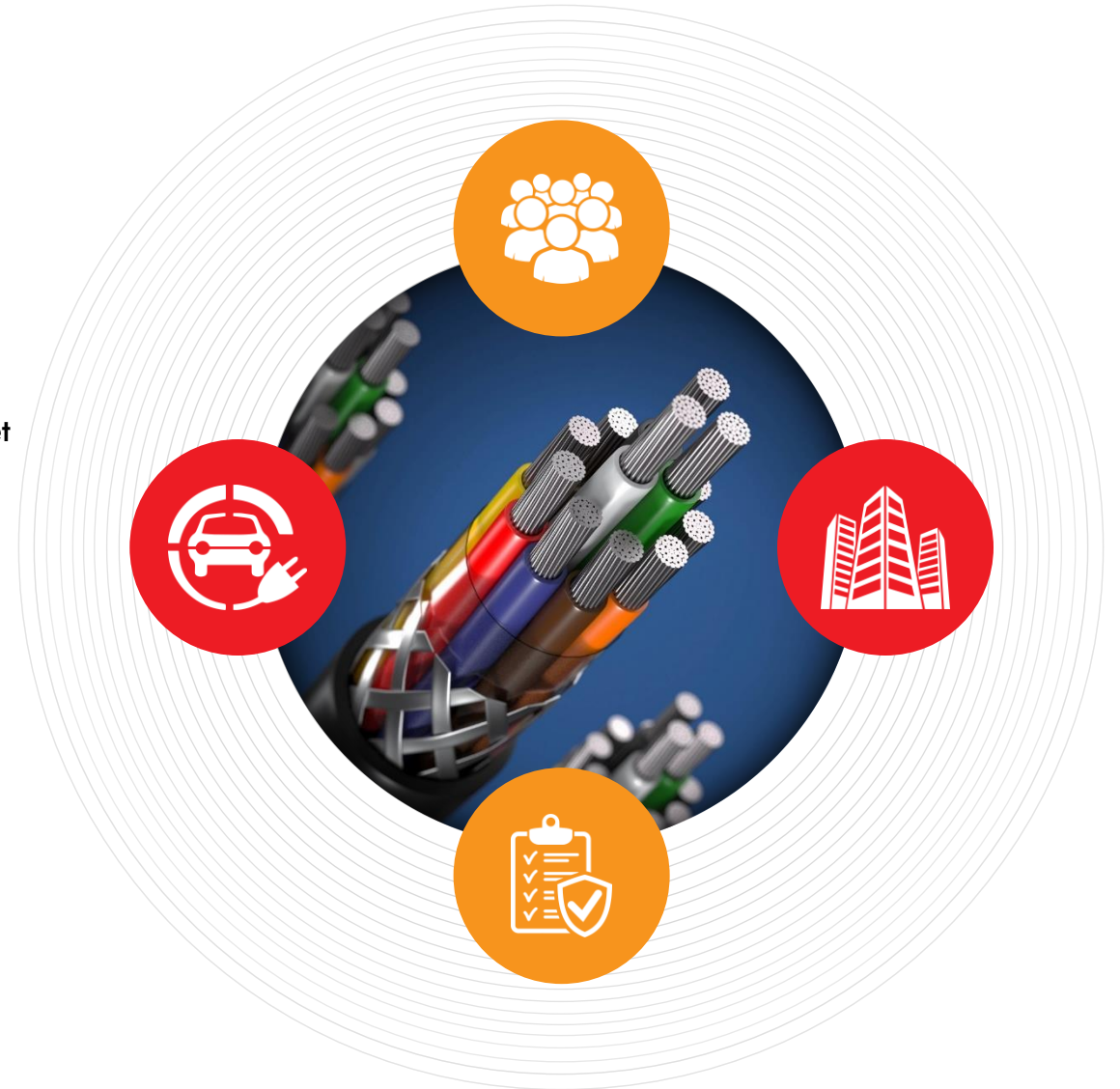
Carbon Neutrality

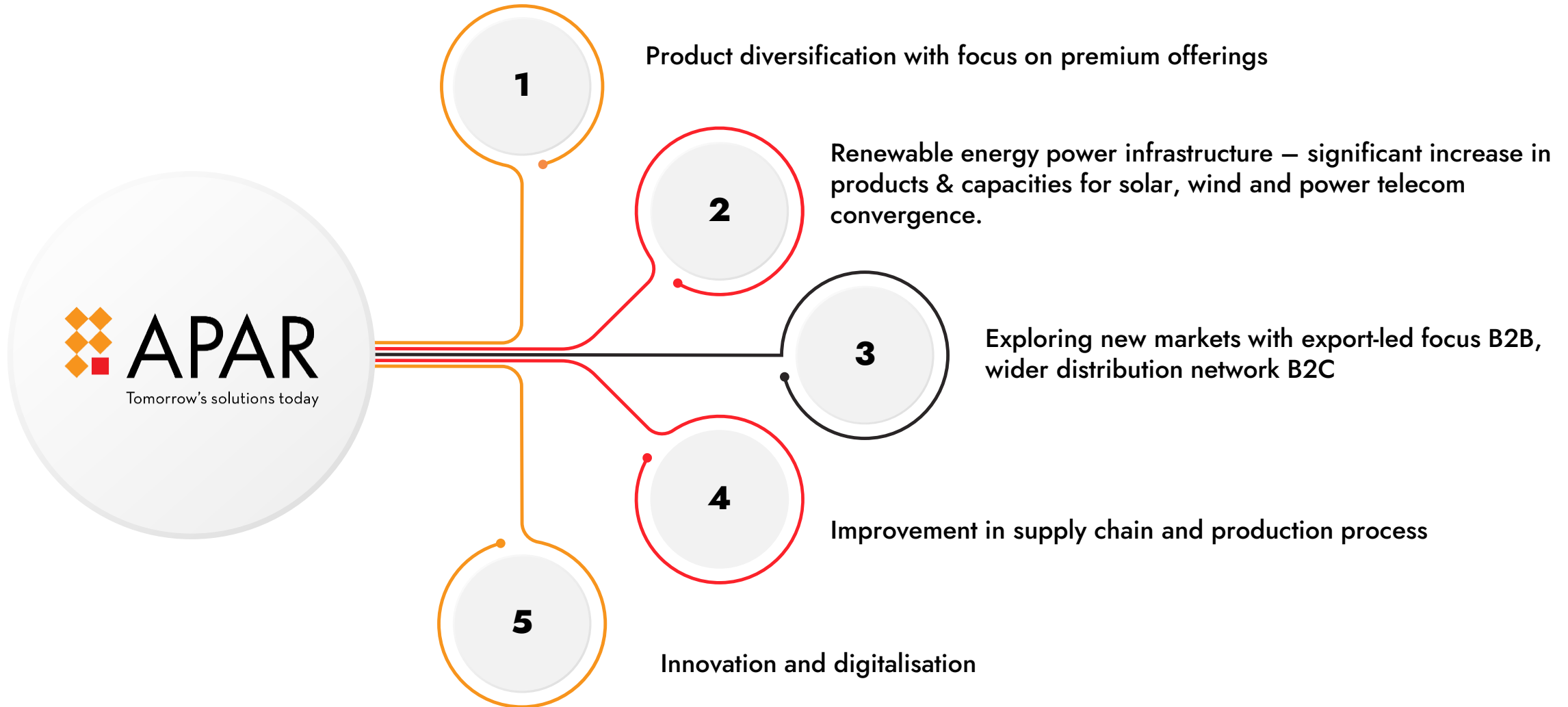
Adoption of diverse renewable energy solutions

04

Consolidation of supplier base

Organized businesses, higher compliance







JUST RELEASED
e-copy of our ESG report for FY22

[Click here to download](#) ↓

APAR
Tomorrow's solutions today

1st Sustainability Summit
05th May, 2022

The graphic features a laptop, tablet, and smartphone displaying the APAR ESG report cover. Below this is a group photo of APAR employees at a summit. A globe icon is visible in the bottom right corner of the graphic.

As per CRISIL ESG Rating report: Ranked 3rd among industrial sector

- At APAR, we have always believed in working in harmony with our environment and take conscious efforts to reduce the impact of our business on the society and environment. Accordingly, we have been addressing Environmental, Social and Governance (ESG) aspects for years
- We have also been setting our sustainable development goals in line with the United Nations Sustainable Development Goals (UN-SDGs)
- This year in FY 2022, we have made significant progress in the areas of environmental performance, energy conservation and improved safety considerations in our product design & features

Doing good for society

Located in **Nadiad, Gujarat**

Free Multispeciality hospital with 800+ beds

37,000+ patients have received free treatment

5,90,000+ OPD cases done free of cost

Dr. N.D Desai Faculty of Medical Science & Research



Anamrita Foundation



Provides **Free midday meals** in 21 cities

Serving **6,500+ schools**, **10 lakhs kids** daily

Serves 12,00,000 meals to needy daily

Breaking the endless cycle of hunger & illiteracy

Dharmsinh Desai University (DDU)



Established in 1968, most renowned in Gujarat

Offers courses to **8,000+ students** annually

1,00,000+ receive quality dental care every year

Oral cancer treatment at exceptionally nominal rates

Govardhan Eco village



India's 3rd largest skill development centre

Specifically for **rural youth & tribal women**

Taught from 70 skill areas to select specialisation

Residential facility is being built

Dharmsinh Desai Memorial Methodist Heart Institute



Provides **world class cardiac care**

Benefited **400,000+ patients**

70% from economically backward strata

During 2nd wave **converted to Covid ICU**

FINANCIAL OVERVIEW



Q2 FY23: Strongest revenue quarter, sequential momentum continues

Revenue

43% YoY



INR **3,235** crore

EBITDA

82% YoY



INR **237** crore

Margin at 7.3% up 160 bps YoY

PAT

80% YoY

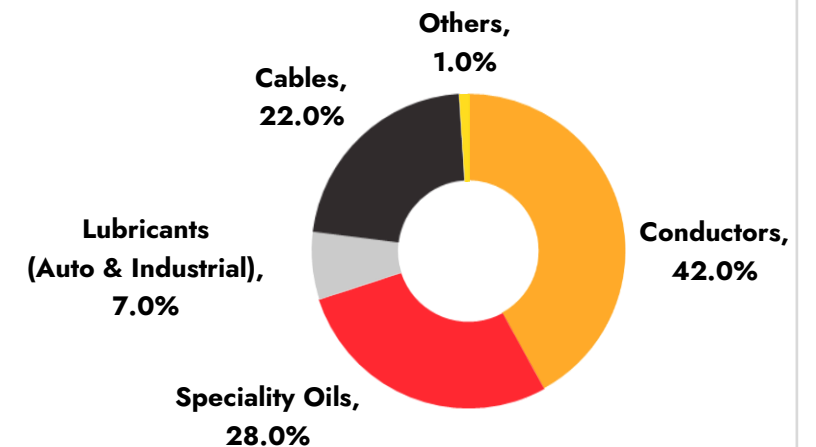


INR **103** crore

Margin at 3.2% up 70 bps YoY

- Q2 FY23 revenue up 43% YoY with growths coming in from all the three business divisions on the back of higher volumes, commodity prices and growth in export cable business
 - Exports' revenue was up by 85% YoY driven by 206% increase in cable division and 97% increase in conductor division. Export mix was at 47% versus 36% in Q2FY22
- EBITDA up 82% YoY mainly due to higher margins in conventional, premium conductors and increase in cable volume
 - Conductor business recorded strong EBITDA at 39,108 per MT
 - Cable business recorded strong EBITDA at 9.2%
- PAT up 80% YoY to reach INR 103 crore with 3.2% margin versus 2.5% in Q2FY22

Segmental Mix | Q2FY23 Revenue



H1 FY23: Historically high half-year revenue

Revenue

55% YoY



INR **6,328** crore

EBITDA

77% YoY



INR **476** crore

Margin at 7.5% up 90 bps YoY

PAT

89% YoY

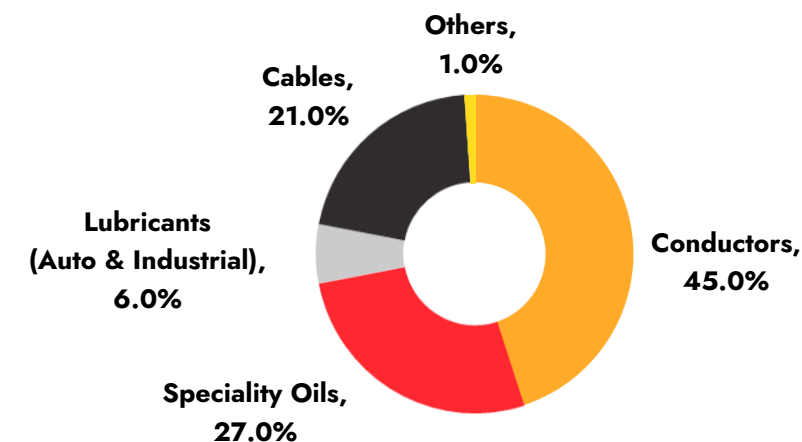


INR **225** crore

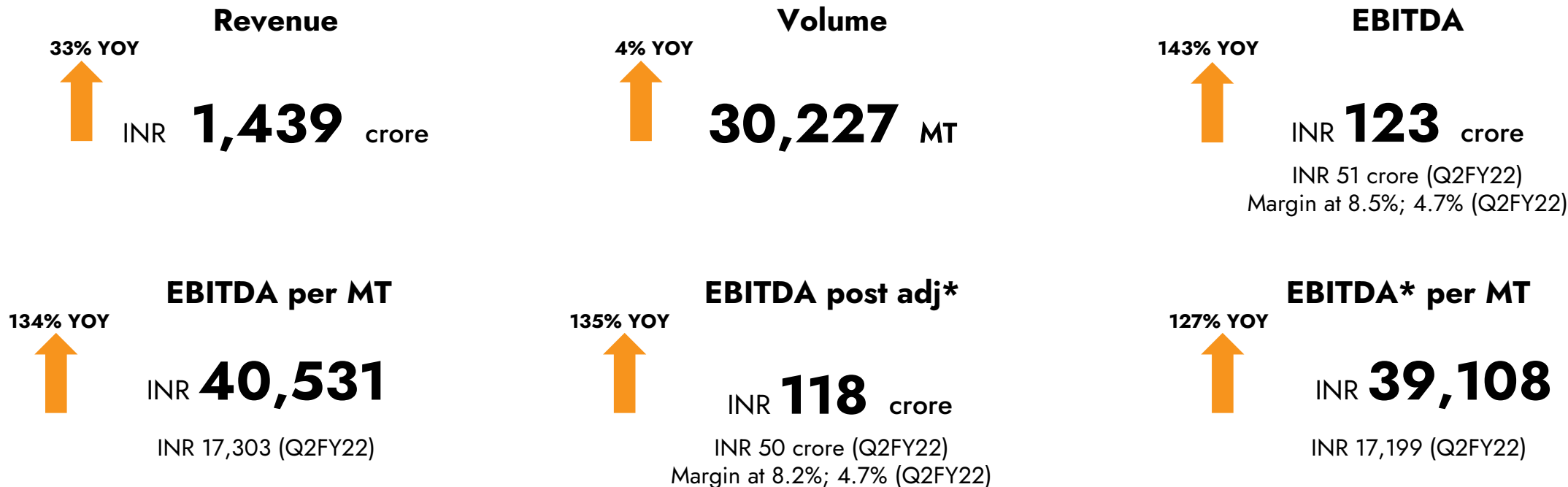
Margin at 3.6% up 70 bps YoY

- H1 FY23 revenue up 55% YoY with growths coming in from all the three business divisions on the back of higher volumes, commodity prices and growth in export cable business
 - Exports' revenue up 65% YoY driven by conductor export. Export mix at 45% versus 42% in H1FY22
- EBITDA up 77% YoY due to higher margins in conventional, premium conductors, increase in cable volume, high oil prices and inventory gains
 - Conductor business recorded strong EBIDTA at 29,786 per MT
 - Oil business recorded EBITDA at 7,154 per KL
 - Cable business recorded EBITDA at 8.5%
- PAT was up 89% YoY to reach INR 225 crore with 3.6% margin versus 2.9% in H1FY22

Segmental Mix | H1FY23 Revenue



Conductors: Q2 FY23 highlights



- Revenue up 33% YoY on the back of higher share of premium products and exports
 - Exports up 97% YoY, contributing 46% to revenues versus 32% in Q2FY22
- Premium products share (HEC + Copper Conductor + OPGW + CTC) 44% in Q2FY23
 - HEC contributed 14% in Q2FY23
- EBITDA* per MT at INR 39,108 at historic high levels on the back of improved mix of premium products, higher conventional conductors margin and low cost of logistics, steel and Aluminium premium. EBDTA** per MT INR 27,103
- New order inflow of INR 1,468 crore, up 67% YoY
- Robust order book at INR 4,065 crore with 55% share from premium products

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

Conductors: H1 FY23 highlights

Revenue
70% YOY
↑
INR **2,987** crore

Volume
29% YOY
↑
66,104 MT

EBITDA
144% YOY
↑
INR **207** crore
INR 85 crore (H1FY22)
Margin at 6.9%; 4.8% (H1FY22)

EBITDA per MT
88% YOY
↑
INR **31,380**
INR 16,657 (H1FY22)

EBITDA post adj*
142% YOY
↑
INR **197** crore
INR 81 crore (H1FY22)
Margin at 6.6%; 4.6% (Q2FY22)

EBITDA* per MT
87% YOY
↑
INR **29,786**
INR 15,932 (H1FY22)

- Revenue up 70% YoY on the back of higher share of premium products and exports
 - Exports up 65% YoY, contributing 43% of revenue
- Premium products share (HEC + Copper Conductor + OPGW + CTC) 46% in H1FY2023
 - HEC contributed 21% versus 22% in Q2FY22
- EBITDA* per MT at INR 29,786 at historic high levels on the back of improved mix of premium products, higher conventional conductors margin and low cost of logistics, steel and Aluminium premium. EBDTA** per MT INR 20,238
- New order inflow of INR 3,485 crore, up 44% YoY
- Robust order book at INR 4,065 crore with 55% share from premium products

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

Speciality Oils & Lubricants : Q2 FY23 highlights

Revenue
31% YOY ↑
INR **1,176** crore

Volume
0.5% YOY ↓
1,13,360 KL

EBITDA
2% YOY ↑
INR **58** crore
INR 56 crore (Q2FY22)
Margin at 4.9%; 6.3% (Q2FY22)

EBITDA per KL
3% YOY ↑
INR **5,083**
INR 4,942 (Q2FY22)

EBITDA post adj*
13% YOY ↓
INR **52** crore
INR 60 crore (Q2FY22)
Margin at 4.4%; 6.7% (Q2FY22)

EBITDA* per KL
14% YOY ↓
INR **4,550**
INR 5,258 (Q2FY22)

- Revenue up 31% YoY, driven by base oil prices with flattish volume. Export contributed 47% to revenue
- EBITDA post forex adjustment was maintained at INR 4,550 per KL despite volatility in base oil price. EBDTA** per KL INR 3,269

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

Speciality Oils & Lubricants : H1 FY23 highlights

Revenue
30% YOY
↑
INR **2,244** crore

Volume
0.1% YOY
↑
2,28,719 KL

EBITDA
21% YOY
↑
INR **176** crore
INR 146 crore (H1FY22)
Margin at 7.8%; 8.4% (H1FY22)

EBITDA per KL
20% YOY
↑
INR **7,683**
INR 6,381 (H1FY22)

EBITDA post adj*
13% YOY
↑
INR **164** crore
INR 145 crore (H1FY22)
Margin at 7.3%; 8.4% (H1FY22)

EBITDA* per KL
13% YOY
↑
INR **7,154**
INR 6,334 (H1FY22)

- Revenue up 30% YoY, driven by base oil prices with flat volume. Export contributed 46% to revenue
- EBITDA post forex adjustment came at INR 7,154 per KL due to higher margins in Q1 on the back of lower weighted average costs of inventories
EBDTA** per KL INR 5,979
- Volatility in base oil price and demand compression likely to continue in Q3

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

Lubricants : Q2 FY23 highlights



- Revenue is flat in Q2 FY23 vs Q2FY22
- Industrial volume up 24% YoY , Automotive volume down by 11% YoY due to demand compression across all specialty oil and lubricant categories in India and in all the markets that we actively service

Note: Above numbers are given only for analytical purpose. These numbers are already included in Slide 39 in Specialty Oils & Lubricants performance

Lubricants : H1 FY23 highlights



- Revenue up 14% YoY driven by growth of industrial and automotive volumes
- Industrial volume up 27% YoY , Automotive volume up 5% YoY across the board due to lower base last year (COVID disruptions), however, retail volumes are down and OEM's are affected, taking long to absorb high price level

Note: Above numbers are given only for analytical purpose. These numbers are already included in Slide 40 in Specialty Oils & Lubricants performance

Cables : Q2 FY23 highlights

Revenue

79% YOY



INR **762** crore

EBITDA

302% YOY



INR **72** crore

INR 18 crore (Q2FY22)
Margin at 9.4%; 4.2% (Q2FY22)

EBITDA post adj*

300% YOY



INR **70** crore

INR 17 crore (Q2FY22)
Margin at 9.2%; 4.1% (Q2FY22)

- Revenue up by 79% YoY due to significant increase in Elastomeric products and exports
 - Strategic focus on exports continues to deliver, contributing 50% of sales in Q2FY23 versus 29% in Q2FY22.
 - Elastomeric cables revenue up 55% YoY from increased business in renewable energy installations, railways & defence
- EBITDA, post forex adjustment at 9.2% versus 4.1% in Q2FY22. EBDTA** 7.8% of sales
 - EBITDA margin up by 510 bps YoY with improved order/product mix

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

Cables : H1 FY23 highlights

Revenue

70% YOY



INR **1,399** crore

EBITDA

181% YOY



INR **123** crore

INR 44 crore (H1FY22)
Margin at 8.8%; 5.3% (H1FY22)

EBITDA post adj*

180% YOY



INR **118** crore

INR 42 crore (H1FY22)
Margin at 8.5%; 5.1% (H1FY22)

- Revenue up by 70% YoY due to significant increase in Elastomeric products and exports
 - Strategic focus on exports continues to deliver, contributing 47% of sales in H1FY23 versus 24% in H1FY22.
 - Elastomeric cables revenue up 67% YoY from increased business in renewable energy installations, railways & defence
- EBITDA, post forex adjustment at 8.5% versus 5.1% in H1FY22. EBDTA** 7% of sales
 - EBITDA margin up by 340 bps YoY with improved order/product mix
- We expect continued volume growth through the rest of the year

*After adjusting open period forex, before unallocable expenditure (net of income)

** After adjusting finance cost net of income, before unallocable expenditure (net of forex cost)

ANNEXURES



FY 2022: Consolidated Profit & Loss Statement

Particulars	FY22	FY21	% Chg YoY
Gross sales	9,290.6	6,359.5	46%
Other Operating Income	29.4	28.5	3%
Total Operating Income	9,320.1	6,388.0	46%
Total Expenditure	8,778.1	5,982.7	47%
Cost of Raw Materials	7,207.8	4,800.1	50%
Employees Cost	173.9	160.4	8%
Other Expenditure	1,396.4	1,022.2	37%
Profit from operations before other income, finance costs and depreciation	542.0	405.3	34%
Other Income	32.2	16.9	91%
EBITDA	574.1	422.2	36%
Depreciation	97.8	91.4	7%
EBIT	476.3	330.8	44%
Interest & Finance charges (net of interest income)	134.4	123.0	9%
PBT	341.9	207.8	65%
Tax Expense	85.3	47.3	80%
Net Profit	256.6	160.5	60%

FY 2022: Consolidated Segment Analysis

Segment 2	FY22	FY21	% Chg YoY
Revenue			
Conductors	4,203.9	2,908.0	44.6%
Transformer & Specialty Oils	3560.4	2,363.8	50.6%
Power & Telecom Cables	1993.7	1,269.5	57.0%
Others/Unallocated	56.8	42.9	32.1%
Total	9814.7	6584.2	49.1%
Less: Inter - Segment Revenue	494.8	196.3	152.1%
Revenue from Operations	9319.9	6388.0	46.0%

Segment contribution- as % to total revenue	FY22	FY21
Conductors	42.8%	44.2%
Transformer & Specialty Oils	36.3%	35.9%
Power and Telecom Cables	20.3%	19.3%

FY 2022: Consolidated Segment Analysis

Segment	FY22	FY21	% Chg YoY
Segment Results before Interest and Tax			
Conductors	162.8	68.0	139.4%
Transformer & Specialty Oils	268.4	266.3	0.1%
Power and Telecom Cables	79.8	32.8	143.3%
Others/Unallocated	3.7	3.5	5.7%
Total	514.6	370.6	38.9%
Less : Finance costs (net)	140.6	136.0	3.4%
Less : Unallocable expenditure net of income	32.1	26.3	22.1%
Profit before Tax	341.9	208.3	64.2%
Segment Results – % to Segment Revenue			
Conductors	3.9%	2.3%	
Transformer & Specialty Oils	7.5%	11.3%	
Power and Telecom Cables	4.0%	2.6%	
Total	5.2%	5.6%	

FY22: Financials

Key Ratios	FY22	FY21
EBITDA Margin	6.1%	6.6%
Net Margin	2.8%	2.5%
Total Expenditure/ Total Net Operating Income	94.1%	93.4%
Raw Material Cost/ Total Net Operating Income	77.3%	75.1%
Staff Cost/ Total Net Operating Income	1.8%	2.5%
Other Expenditure/ Total Net Operating Income	14.9%	15.8%

Capital Employed	31-Mar-22	31-Mar-21
Conductors	681.7	506.0
Transformer and Speciality Oils	655.3	582.6
Power/Telecom Cable	581.2	439.3
Others	102.2	156.0
Total	2,020.4	1683.9

Q2 FY23: Consolidated Profit & Loss Statement

Particulars	Q2FY23	Q2FY22	% Chg YoY	Q1FY23	% Chg QoQ
Gross sales	3,215.8	2,262.4	42.1%	3,083.4	4.3%
Other Operating Income	19.1	6.7	185.2%	9.8	94.3%
Total Operating Income	3,234.9	2,269.1	42.6%	3,093.2	4.6%
Total Expenditure	3,009.0	2,141.5	40.5%	2,855.8	5.4%
Cost of Raw Materials	2,451.7	1,771.1	38.4%	2,337.4	4.9%
Employees Cost	50.7	41.1	23.4%	48.3	5.1%
Other Expenditure	506.6	329.3	53.8%	470.2	7.8%
Profit from operations before other income, finance costs and exceptional items	225.9	127.6	77.0%	237.3	-4.8%
Other Income	11.1	3.0	270.0%	1.8	514.7%
EBITDA	236.9	130.6	81.5%	239.1	-0.9%
Depreciation	26.1	24.2	7.6%	24.9	4.5%
EBIT	210.9	106.4	98.3%	214.2	-1.5%
Interest & Finance charges	70.0	29.3	139.2%	58.6	19.5%
PBT	140.9	77.1	82.7%	155.6	-9.5%
Tax Expense	38.3	20.2	89.6%	33.2	15.3%
Net Profit	102.6	56.9	80.3%	122.4	-16.2%

Q2 FY23: Consolidated Segment Analysis

Segment 2	Q2FY23	Q2FY22	% Chg YoY	Q1FY23	% Chg QoQ
Revenue					
Conductors	1,438.9	1,080.6	33.2%	1,548.2	-7.1%
Transformer & Specialty Oils	1,175.8	895.2	31.3%	1,068.0	10.1%
Power & Telecom Cables	761.6	425.2	79.1%	637.8	19.4%
Others/Unallocated	23.5	16.0	46.5%	23.5	0.0%
Total	3,399.8	2,417.0	40.7%	3,277.5	3.7%
Less: Inter - Segment Revenue	164.9	147.9	11.5%	184.2	-10.5%
Revenue from Operations	3,234.9	2,269.1	42.6%	3,093.2	4.6%

Segment contribution- as % to total revenue	Q2FY23	Q2FY22	Q1FY23
Conductors	42.3%	44.7%	47.2%
Transformer & Specialty Oils	34.6%	37.0%	32.6%
Power and Telecom Cables	22.4%	17.6%	19.5%

Q2 FY23: Consolidated Segment Analysis

Segment	Q2FY23	Q2FY22	% Chg YoY	Q1FY23	% Chg QoQ
Segment Results before Interest and Tax					
Conductors	113.3	50.3	125.3%	77.4	46.4%
Transformer & Specialty Oils	51.6	54.7	-5.6%	112.5	-54.1%
Power and Telecom Cables	63.8	10.8	491.7%	44.4	43.9%
Others/Unallocated	1.2	1.0	27.4%	0.7	86.2%
Total	230.0	116.7	97.1%	234.9	-2.1%
Less : Finance costs (net)	71.1	31.0	129.7%	61.3	16.0%
Less : Unallocable expenditure net of income	17.9	8.6	107.1%	17.9	-0.1%
Profit before Tax	140.9	77.1	82.8%	155.6	-9.5%
Segment Results – % to Segment Revenue					
Conductors	7.9%	4.7%		5.0%	
Transformer & Specialty Oils	4.4%	6.1%		10.5%	
Power and Telecom Cables	8.4%	2.5%		7.0%	
Total	6.8%	4.8%		7.2%	

Q2 FY23: Financials

Key Ratios	Q2FY23	Q2FY22	Q1FY23
EBITDA Margin	7.3%	5.8%	7.7%
Net Margin	3.2%	2.5%	4.0%
Total Expenditure/ Total Net Operating Income	93.0%	94.4%	92.3%
Raw Material Cost/ Total Net Operating Income	75.8%	78.1%	75.6%
Staff Cost/ Total Net Operating Income	1.6%	1.8%	1.6%
Other Expenditure/ Total Net Operating Income	15.7%	14.5%	15.2%

Capital Employed	Q2FY23	Q2FY22	Q1FY23
Conductors	641.0	336.3	690.7
Transformer and Speciality Oils	693.8	597.8	750.6
Power/Telecom Cable	687.7	801.3	487.7
Others	58.7	165.1	103.7
Total	2,081.1	1,900.5	2,032.8

H1 FY23: Consolidated Profit & Loss Statement

Particulars	H1FY23	H1FY22	% Chg YoY
Gross sales	6,299.2	4,065.5	54.95%
Other Operating Income	28.9	13.3	118.11%
Total Operating Income	6,328.1	4,078.7	55.15%
Total Expenditure	5,864.8	3,821.9	53.45%
Cost of Raw Materials	4,789.1	3,136.5	52.69%
Employees Cost	99.0	84.5	17.12%
Other Expenditure	976.8	601.0	62.53%
Profit from operations before other income, finance costs and depreciation	463.3	256.8	80.43%
Other Income	15.5	14.5	7.57%
EBITDA	478.8	271.2	76.54%
Depreciation	51.0	48.1	5.90%
EBIT	427.8	223.1	91.79%
Interest & Finance charges (net of interest income)	131.3	66.9	96.36%
PBT	296.5	156.2	89.83%
Tax Expense	71.5	37.0	93.08%
Net Profit	225.0	119.2	88.82%

H1 FY23: Consolidated Segment Analysis

Segment 2	H1FY23	H1FY22	% Chg YoY
Revenue			
Conductors	2,987.1	1,760.1	69.7%
Transformer & Specialty Oils	2,243.8	1,726.8	29.9%
Power & Telecom Cables	1,399.4	824.9	69.6%
Others/Unallocated	47.0	26.6	76.4%
Total	6,677.2	4,338.5	53.9%
Less: Inter - Segment Revenue	349.1	259.9	34.3%
Revenue from Operations	6,328.1	4,078.6	55.2%

Segment contribution- as % to total revenue	H1FY23	H1FY22
Conductors	44.7%	40.6%
Transformer & Specialty Oils	33.6%	39.8%
Power and Telecom Cables	21.0%	19.0%

H1 FY23: Consolidated Segment Analysis

Segment	H1FY23	H1FY22	% Chg YoY
Segment Results before Interest and Tax			
Conductors	190.7	69.2	175.4%
Transformer & Specialty Oils	164.1	140.3	16.9%
Power and Telecom Cables	108.2	29.5	267.3%
Others/Unallocated	1.9	1.5	23.2%
Total	464.8	240.5	93.3%
Less : Finance costs (net)	132.5	69.3	91.3%
Less : Unallocable expenditure net of income	35.8	15.1	137.8%
Profit before Tax	296.6	156.2	89.9%
Segment Results – % to Segment Revenue			
Conductors	6.4%	3.9%	
Transformer & Specialty Oils	7.3%	8.1%	
Power and Telecom Cables	7.7%	3.6%	
Total	6.9%	5.5%	

H1 FY23: Financials

Key Ratios	H1FY23	H1FY22
EBITDA Margin	7.6%	6.6%
Net Margin	3.6%	2.9%
Total Expenditure/ Total Net Operating Income	92.7%	93.7%
Raw Material Cost/ Total Net Operating Income	75.7%	76.9%
Staff Cost/ Total Net Operating Income	1.6%	2.1%
Other Expenditure/ Total Net Operating Income	15.4%	14.7%

Capital Employed	H1FY23	H1FY22
Conductors	641.0	336.3
Transformer and Speciality Oils	693.8	597.8
Power/Telecom Cable	687.7	801.3
Others	58.7	165.1
Total	2,081.1	1,900.5

Market performance and shareholding structure

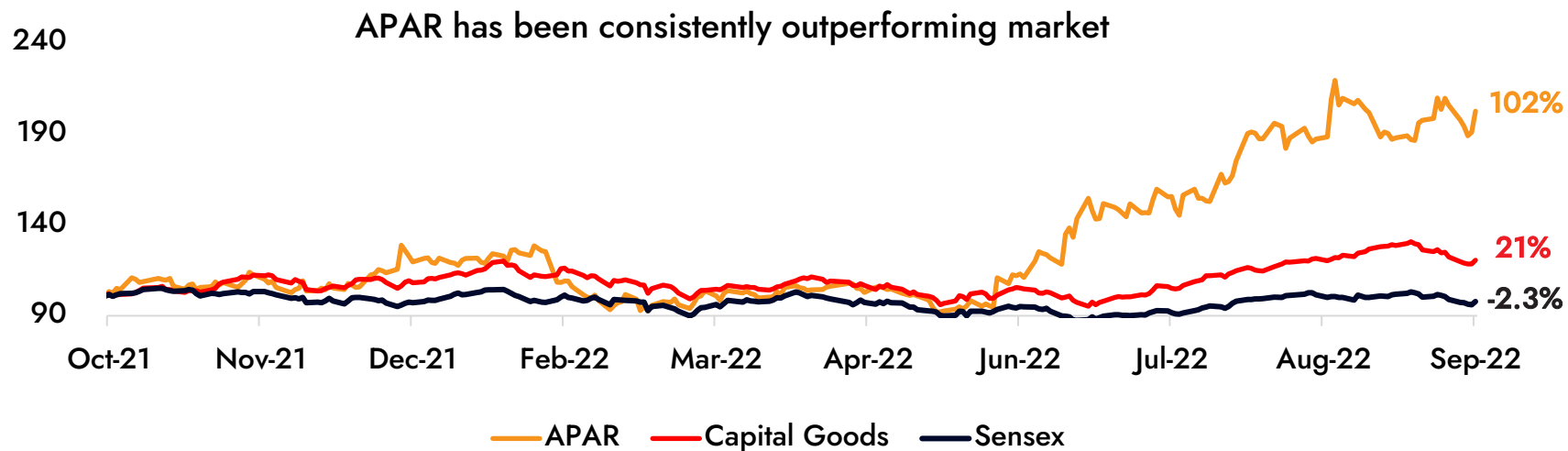
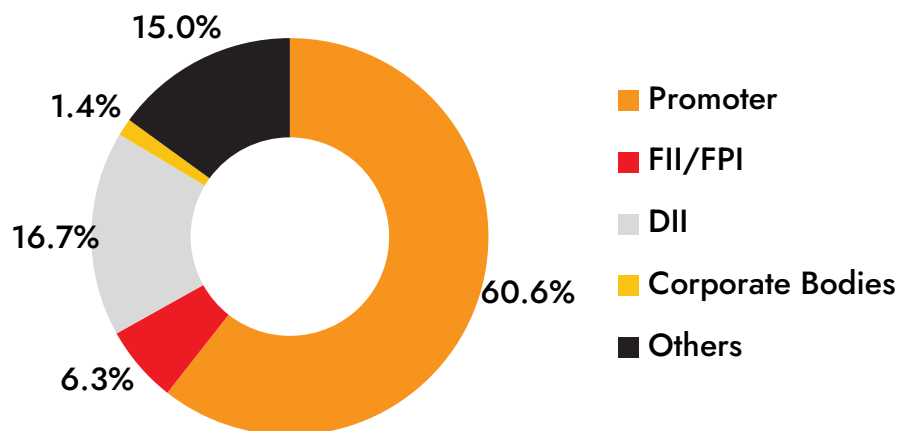


Chart has been rebased to 100

As on September 30, 2022
Outstanding shares – 3,82,68,619



Major Non-Promoter Shareholders	Shareholding (%)
HDFC Trustee Company Ltd.	8.1%
L & T Mutual Fund Trustee Ltd.	4.2%
Nippon Life India Trustee Ltd.	3.4%
Raiffeisen -Eurasien-Aktien	1.5%

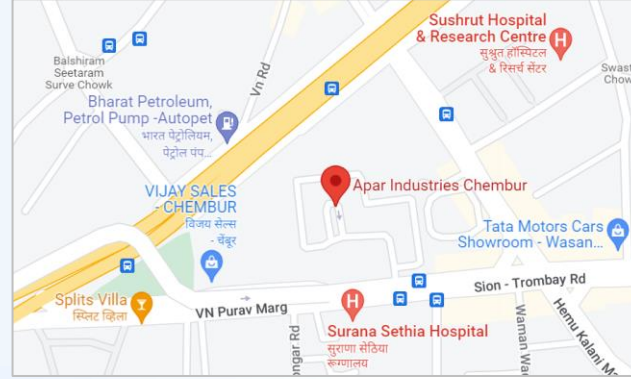


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Thank You

