

May 10, 2018

Apollo Tyres net sales up 22% in Q4 and 12% for the full year

Board recommends dividend of 300%

The Board of Directors of Apollo Tyres Ltd today approved the company's audited financial results for the 4th quarter (January to March) and the financial year 2017-18. The Board recommended a **dividend payout of 300%**, to be approved by the shareholders at the forthcoming Annual General Meeting, later in the year.

Consolidated revenues, across operations, for the Quarter 4 of FY18 **grew 22%** to close at **Rs 3982 crores**. During the same period the company reported a net profit of Rs 250 crores, which was up 10% as compared to same period last fiscal. Net sales for the full year witnessed a **growth of 12%**, as compared to the last fiscal, to close at **Rs 14674 crores**; net profit reported for the full year of FY18 was Rs 724 crores.

Quarter 4 Consolidated Performance Highlights

Q4 FY2017-18 (January-March) vs. Q4 FY2016-17

- Net sales grew 22% to reach Rs 3982 crores as against Rs 3269 crores
- Operating profit was up 33% at Rs 559 crores as against Rs 420 crores
- Net profit reported grew 10% to close at Rs 250 crores for the quarter as against Rs 228 crores

Both, Indian and European Operations, continued with their growth momentum and registered a revenue growth upwards of 20% in the last quarter of the financial year 2017-18, led by a strong performance in the commercial vehicle segment, especially truck radials, in India, and passenger vehicle category in Europe.

Consolidated Annual Performance Highlights

FY2017-18 (April-March) vs FY2016-17

- Net sales grew 12% to close at Rs 14674 crores from Rs 13063 crores
- Operating profit closed at Rs 1768 crores
- Net profit stood at Rs 724 crores for the fiscal

Commenting on the results, **Onkar S Kanwar, Chairman, Apollo Tyres Ltd**, said, "This is an impressive performance by the company, with each of the key operations witnessing a healthy volume growth across product segments. Shortage of a key raw material, and the increasing cost of crude-based raw materials, did pose challenges for us. The raw material prices, as a basket, went up by more than 10% in the past fiscal. This cost push is likely to continue going forward as well, putting pressure on our margins. On the positive side, considering our capacity expansions in India and Europe, we are looking forward to a healthy growth in our topline."

Cross Currency Reference Chart for Key Financials:

	Rs Billion		Rs Crores		US\$ Million		Euro Million	
	Q4	FY18	Q4	FY18	Q4	FY18	Q4	FY18
Net Sales	39.82	146.74	3982.43	14674.06	618.70	2276.45	504.73	1944.29
Operating Profit	5.59	17.68	558.91	1767.80	86.81	274.25	71.46	234.23
Net Profit	2.50	7.24	250.11	723.88	38.84	112.30	32.12	95.91

ANNUAL CORPORATE HIGHLIGHTS

- On a consolidated level the **break-up of revenues** across geographies are: **India – 65%; Europe – 31%** and **Other Geographies – 4%**
- Apollo Tyres was ranked in **top 10 in India's Best Workplaces** in Manufacturing for 2018
- The company started supplying its tyres to the **European OEMs** -- VW, Ford and SEAT
- Apollo became the **Global Tyre Partner** for Crystal Palace Football Club
- Apollo Tyres laid the foundation stone of its **Andhra Pradesh** greenfield facility
- The company flagged off **Mobile Medical Units** in India for the health check of truckers
- Apollo Tyres deepened its connect with football by **partnering with Indian Super League (ISL)**, became the principal sponsor for ISL team, **Chennaiyin FC** and the title sponsor of I-league team, **Minerva Punjab FC**
- The company, along with Rubber Research Institute of India, received the **patent for special grade Epoxide Natural Rubber (ENR)**
- The employees at Apollo Tyres, under its environment initiative, planted **100,000 trees** in Tiruvannamalai district of Tamil Nadu
- Apollo Tyres relocated its **US headquarters** to Atlanta
- With the introduction of two-wheeler tyres in Sri Lanka, the company became a **full-range player** in the island nation
- On the occasion of International Women's Day, Apollo Tyres **inaugurated Rubber Sheet Making Unit** in Kottayam, Kerala for the rubber tapper's wives, which would be run by them only

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About Apollo Tyres Ltd

Apollo Tyres Ltd is an international tyre manufacturer and the leading tyre brand in India. The company has multiple manufacturing units in India and a unit each in The Netherlands and Hungary. The company markets its products under its two global brands – Apollo and Vredestein, and its products are available in over 100 countries through a vast network of branded, exclusive and multi-product outlets.

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