



4th May 2018

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 – May 2018

Dear Sir/Madam,

Please find enclosed herewith Earnings/Investor Presentation – May 2018. 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



apcotex industries limited

EARNINGS PRESENTATION

Q4-FY18

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 10,234 Mn as on 31st March, 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)

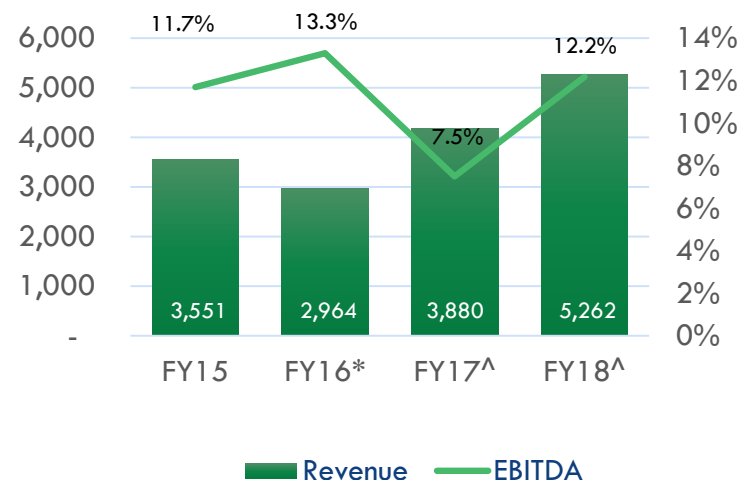
Revenue - **INR 5,262 Mn**

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 EBITDA Margin (%)



* Consolidated

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

Q4-FY18 Financial Highlights*:

- **Total Revenue** : INR 1,392 Mn
- **EBITDA** : INR 228 Mn
- **EBITDA Margin** : 16.38%
- **Net Profit** : INR 120 Mn
- **PAT Margin** : 8.62%
- **Diluted EPS** : INR 5.82

FY18 Financial Highlights**:

- **Total Revenue** : INR 5,262 Mn
- **EBITDA** : INR 641 Mn
- **EBITDA Margin** : 12.18%
- **Net Profit** : INR 401 Mn
- **PAT Margin** : 7.62%
- **Diluted EPS** : INR 19.30

Q4FY18 Operational Highlights*:

- The company reported highest ever quarterly sales of INR 139 Cr in Q4-FY18 and highest full year sales of INR 526 Cr in FY18.
- Recorded highest ever export in a financial year.
- Highest ever Operating EBITDA and Operating Profits for the quarter and the financial year.
- Higher YoY growth in Q4-FY18 was on account of a difficult Q4-FY17 due to strike at the Taloja plant.
- Capex outflow of INR 13 Cr in FY18 and planned capex of another INR 40-50 Cr in FY19.
- New product line in latex launched – XNBR Latex for Gloves.

* Note: The financial figures are including the recent merger of Saldhar Investment and Trading Company Pvt. Ltd.

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

Q4-FY18 Income Statement (As per IndAS)*



Particulars (INR Mn)	Q4-FY18	Q4-FY17	Y-o-Y	Q3-FY18	Q-o-Q
Revenue (Net of Excise)	1,392	871	59.8%	1,379	0.9%
Total Expenses	1,164	796	46.2%	1,206	(3.5)%
EBITDA	228	75	204.0%	173	31.8%
EBITDA Margin	16.38%	8.61%	777 bps	12.55%	383 bps
Depreciation	29	30	(3.3)%	30	(3.3)%
Finance Cost	2	7	(71.4)%	4	(50.0)%
Other Income	(17)	8	NA	48	NA
PBT	180	46	291.3%	187	(3.7)%
Exceptional Items	7	0	NA	4	75.0%
Tax	53	15	253.3%	53	0.0%
PAT	120	31	287.1%	130	(7.7)%
PAT Margin	8.62%	3.56%	506 bps	9.43%	(81) bps
Other Comprehensive Income	(2)	(1)	NA	-	NA
Total Comprehensive Income	118	30	293.3%	130	(9.2)%
EPS	5.82	1.46	298.6%	6.26	(7.0)%

*Note: The financial figures are including the recent merger of Saldhar Investment and Trading Company Pvt. Ltd.

FY18 Income Statement (As per IndAS)*



Particulars (INR Mn)	FY18	FY17	Y-o-Y
Revenue (Net of Excise)	5,262	3,880	35.6%
Total Expenses	4,621	3,589	28.8%
EBITDA	641	291	120.3%
EBITDA Margin	12.18%	7.50%	468 bps
Depreciation	121	121	NA
Finance Cost	16	29	(44.8)%
Other Income	68	102	(33.3)%
PBT	572	243	135.4%
Tax	171	32	434.4%
PAT	401	211	90.0%
PAT Margin	7.62%	5.44%	218 bps
Other Comprehensive Income	-3	-1	NA
Total Comprehensive Income	398	210	89.5%
EPS	19.3	10.2	89.2%

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

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
EBITDA	415	394	291	641
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	11.90	18.58	10.2	19.3

* Consolidated

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

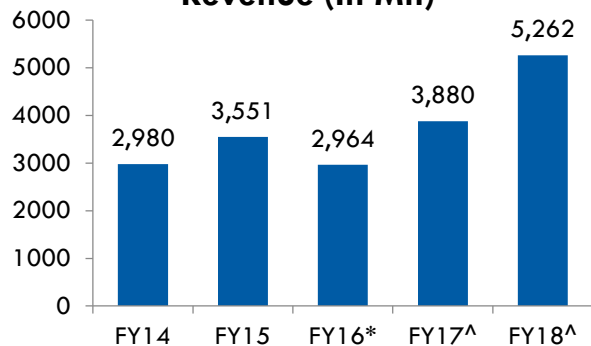
Particulars (INR Mn)	Mar 17	Mar 18
Shareholders Fund	2,229	2,464
Share Capital	104	104
Reserves & Surplus	2,125	2,360
Total Non Current Liabilities	67	120
Deferred Tax liabilities	9	18
Other Long Term Liabilities	9	50
Long Term Provision	18	22
Other Financial Liabilities	31	30
Total Current Liabilities	675	907
Short Term Borrowings	222	174
Trade Payables	222	481
Other Current Liabilities	111	87
Short term provision	3	4
Other Current Financial Liabilities	117	161
TOTAL EQUITY & LIABILITIES	2,971	3,491

Particulars (INR Mn)	Mar 17	Mar 18
Total Non Current Assets	1,576	1,586
Fixed Assets	878	786
Capital Work in progress	60	91
Investment in properties	1	1
Non Current Investments	398	499
Deferred Tax Assets (Net)	-	-
Long term loans & advances	-	-
Other Non Current assets	239	209
Total Current Assets	1,395	1,905
Investments	-	-
Inventories	445	493
Trade Receivables	781	982
Cash & Cash Equivalents	56	310
Other Bank Balances	10	18
Short Term loans & Advances	-	-
Other Financial Assets	64	47
Other current asset	39	55
TOTAL ASSETS	2,971	3,491

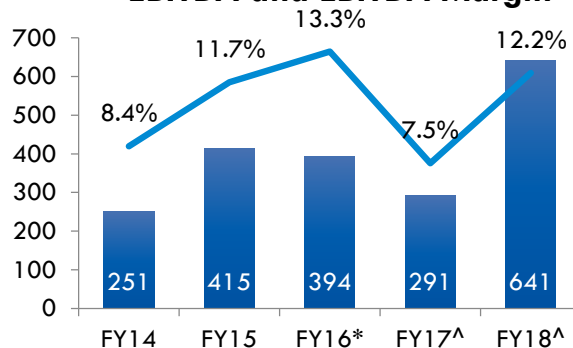
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Historical Performance Indicators

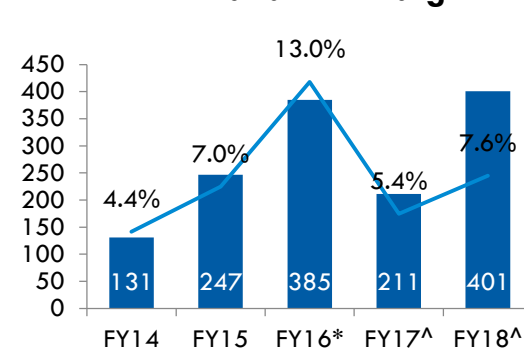
Revenue (In Mn)



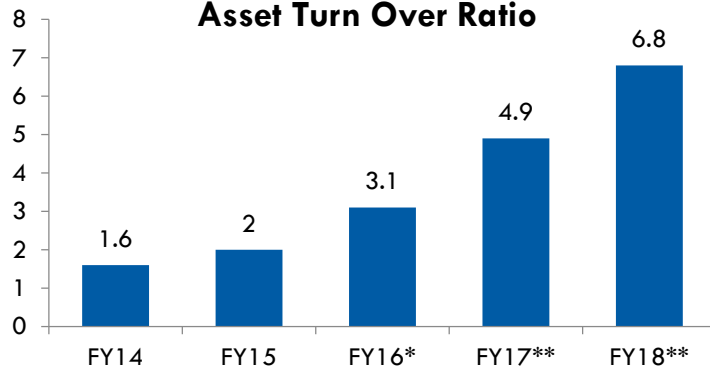
EBITDA and EBITDA Margin



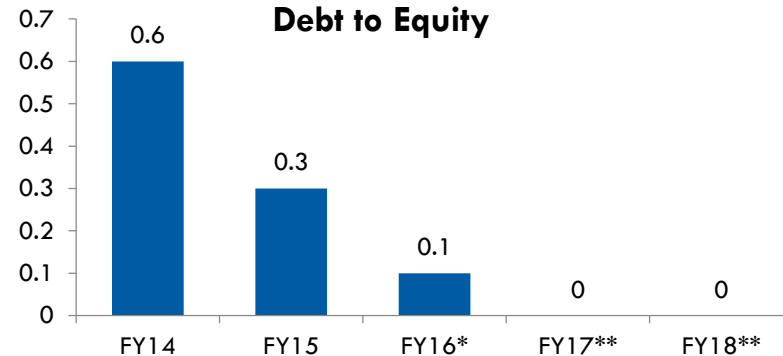
PAT and PAT Margin



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. A dark blue shape is at the top left, a white shape is in the middle, and a green shape is at the bottom. The shapes are separated by soft, dark shadows, giving them a layered, 3D appearance.

Thank You