



Date: 29th July 2021

To, Manager - Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001 Scrip Code: 523694	To, The Manager - Listing Department, The National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, Block G, Bandra - Kurla Complex, Bandra (East), Mumbai - 400 051 Symbol: APCOTEXIND
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Sub: Earnings Presentation – July 2021 (Q1 – FY 2021-22)

Dear Sir/Madam,

Please find enclosed herewith Earnings Presentation – July 2021. The same is for your reference and records.

Thanking you,

For Apcotex Industries Limited

Anand V Kumashi
Company Secretary

apcotex industries limited

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TALOJA PLANT : Plot No. 3/1, MIDC Industrial Area, Talaja-410208, Dist-Raigad, Maharashtra, India. Tel:+91-22-27403500 Fax:+91-22-27412052
CIN NO. L99999MH1986PLC039199 Website:www.apcotex.com



apcotex industries limited

EARNINGS PRESENTATION

Q1-FY22

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 16,660.4 Mn as on 30th June, 2021.

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
 - ▷ 21,000 MTPA Nitrile Rubber and Allied Products.

FY21 FINANCIALS

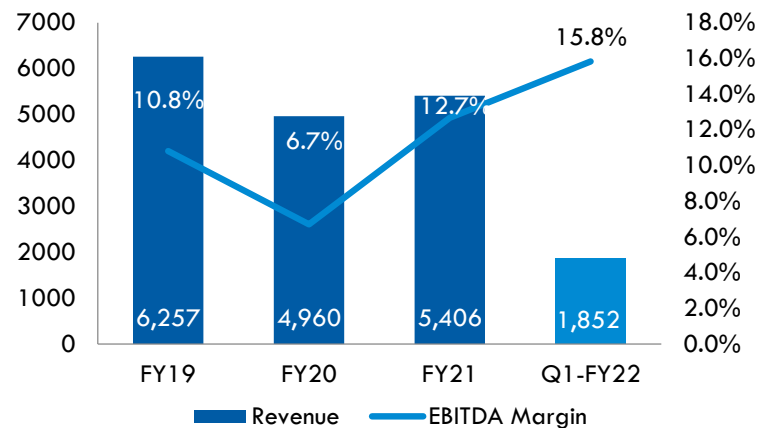
Operational Revenue - **INR 5,406 Mn**

Operating EBITDA - **INR 685 Mn**

PAT- **INR 442 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.

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



Q1-FY22 Financial Highlights



Q1-FY22 Financial Highlights

INR 1,852 Mn

Operational Revenue

INR 293 Mn

Operating EBITDA

15.82%

Operating EBITDA Margin

INR 219 Mn

Net Profit

11.83%

Net Profit Margin

INR 4.22/share

EPS

- **Business Performance:**

- Revenue: Strong Quarterly Operating Revenue of INR 185 Cr in Q1 FY 2021-22. Volumes were a little lower than Q4, FY 2020-21 due to the second wave of Covid-19 and a partial maintenance shutdown at Taloja plant in June 2021.
- Exports: Highest ever export sales - 24% of overall turnover for the quarter.
- EBITDA: Strong Quarterly Operating EBITDA of INR 29.33 Cr, similar to Q4.
- PBT/PAT: Quarterly PBT and PAT of INR 27.56 Cr and INR 21.86 Cr respectively.

- **Other Highlights:**

- Anti-dumping Duties on NBR: For both petitions, after a thorough investigation DGTR recommended anti-dumping duties but the Ministry of Finance has decided not to notify the duties. As of now no ADD exists for NBR imports into India.
- Major Capex Projects
 - All debottlenecking projects will be completed in Q2, FY 2021-22 giving additional revenue of INR 60-70 Cr p.a. once completed.
 - Obtained initial Environmental approvals in Q1 to start construction for 2 new brownfield projects – one each at Valia and Taloja. Total capex investments expected to be around INR 140-150 Cr over the next 4 quarters.
- Taloja Plant 3-year agreement with unionized workmen amicably signed in this quarter.

Q1-FY22 Income Statement (As per IndAS)



Particulars (INR Mn)	Q1-FY22	Q1-FY21	Y-o-Y	Q4-FY21	Q-o-Q
Operational Revenue	1,852	599	209.2%	1,869	(0.9)%
Total Expenses	1,559	642	142.8%	1,569	(0.6)%
Operating EBITDA	293	(43)	NA	300	(2.3)%
Operating EBITDA Margin	15.82%	-	NA	16.05%	(23) Bps
Depreciation	33	37	(10.8)%	32	3.1%
Finance Cost	8	9	(11.1)%	8	NA
Other Income	24	19	26.3%	20	20.0%
PBT	276	(70)	NA	280	(1.4)%
Tax	57	(3)	NA	54	5.6%
PAT	219	(67)	NA	226	(3.1)%
PAT Margin	11.83%	-	NA	12.09%	(26) Bps
Other Comprehensive Income	77	35	120.0%	15	NA
Total Comprehensive Income	296	(32)	NA	241	22.8%
Diluted EPS (INR)	4.22	(1.29)	NA	4.36	(3.2)%

Historical Income Statement



Particulars (INR Mn)	FY19	FY20	FY21	Q1-FY22
Operational Revenue	6,257	4,960	5,406	1,852
Total Expenses	5,581	4,626	4,721	1,559
Operating EBITDA	676	334	685	293
Operating EBITDA Margin	10.80%	6.73%	12.67%	15.82%
Depreciation	118	134	145	33
Finance Cost	18	13	38	8
Other Income	77	59	65	24
PBT	617	246	567	276
Tax	151	80	125	57
PAT	466	166	442	219
PAT Margin	7.45%	3.35%	8.18%	11.83%
Other Comprehensive Income	(2)	(56)	177	77
Total Comprehensive Income	464	110	619	296
Diluted EPS (INR)	8.99	3.21	8.52	4.22

Balance Sheet



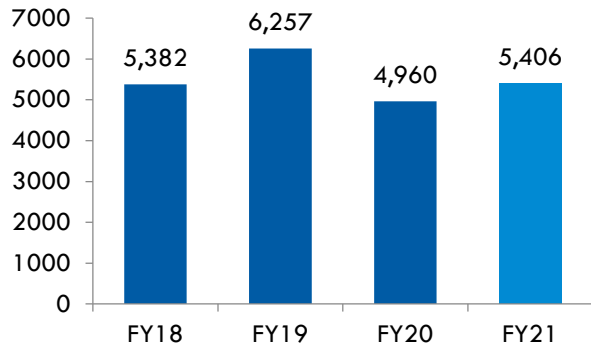
Particulars (INR Mn)	FY20	FY21
Shareholders Fund	2,513	3,054
Equity Share Capital	104	104
Other Equity	2,409	2,950
Total Non Current Liabilities	349	241
Deferred Tax liabilities	57	105
Borrowings	226	60
Long Term Provision	29	31
Other Financial Liabilities	37	45
Total Current Liabilities	1,107	1,222
Short Term Borrowings	189	51
Trade Payables	460	589
Other Current Liabilities	374	438
Short Term Provision	5	5
Other Current Liabilities	79	139
TOTAL EQUITY & LIABILITIES	3,969	4,517

Particulars (INR Mn)	FY20	FY21
Total Non Current Assets	1,916	2,383
Property, Plant and Equipment	1,239	1,441
Capital Work in progress	193	116
Non Current Investments	334	682
Intangible Assets	9	7
Current Tax Assets (net)	55	73
Other Non Current Assets	86	64
Total Current Assets	2,053	2,134
Investments	211	142
Inventories	597	558
Trade Receivables	891	1,048
Cash & Cash Equivalents	117	106
Other Bank Balances	43	44
Short Term loans & Advances	3	4
Other Financial Assets	60	72
Other Current Asset	131	160
TOTAL ASSETS	3,969	4,517

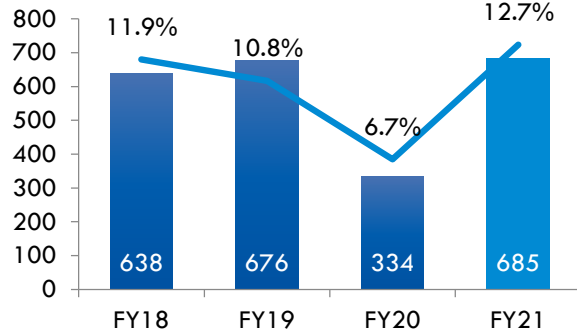
Historical Performance Indicators



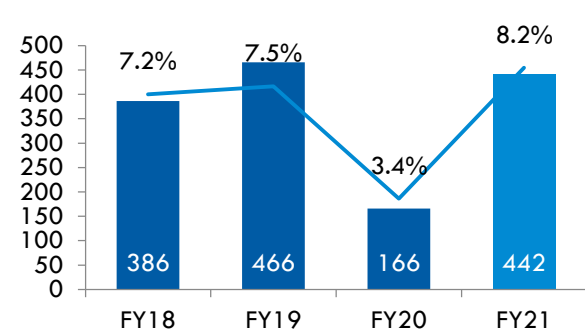
Operational Revenue (In Mn)



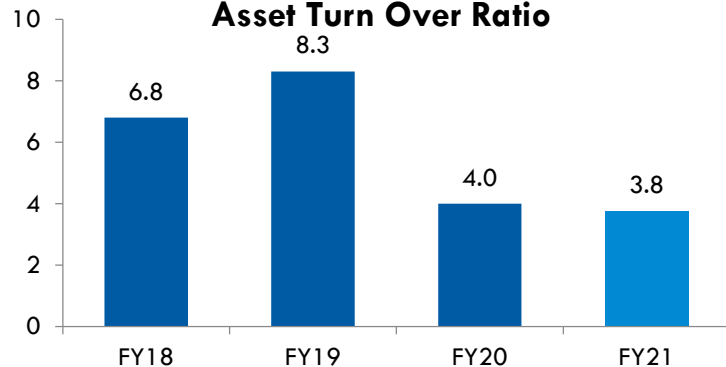
Operating EBITDA and EBITDA Margin



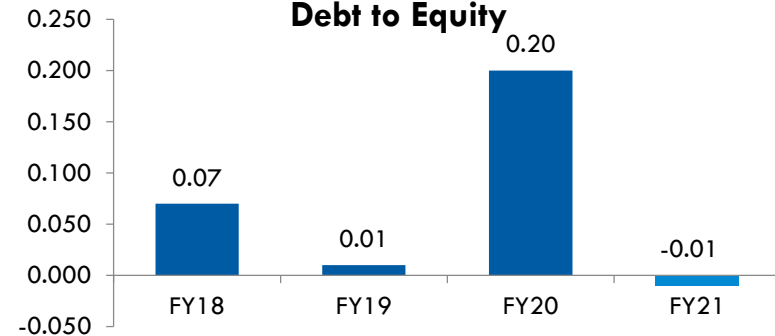
PAT and PAT Margin



Asset Turn Over Ratio



Debt to Equity



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The background features three overlapping, curved shapes. A dark blue shape is on the 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 appearance.

Thank You