

27<sup>th</sup> July 2023

<b>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</b>	<b>To, Manager-Department of Corporate Services BSE Limited Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001</b>
<b>Symbol: APCOTEXIND</b>	<b>Security Code: 523694</b>

**Sub: Earnings Presentation – June 2023 (Q1 – FY 2023-24)**

Dear Sir/Madam,

Please find enclosed herewith Earnings Presentation – June 2023 (Q1 – FY 2023-24). The same is for your reference and records.

Thanking you,

For Apcotex Industries Limited

Jeevan Mondkar  
Company Secretary & Head - Legal

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# Earnings Presentation

Q1-FY24



# Executive Summary

## 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.
- ▶ Apcotex is listed on both the BSE and NSE and has an approximate market capitalisation of INR 27,578.93 Mn as on 30<sup>th</sup> June, 2023.

## BUSINESS MIX

- ▶ **SYNTHETIC LATEX**
  - ▷ Paper/ Paper Board, Carpet, Gloves, Construction, Tyre Cord, Speciality, Textile.
- ▶ **SYNTHETIC RUBBER**
  - ▷ Automobile, Footwear, Rice Rolls, Various Rubber Products.

## MARQUEE CLIENTS

- ▶ **SYNTHETIC LATEX**
  - ▷ ITC, Asian Paints, Ultratech Cement, Welspun, BILT, JK PAPER, Pidilite Industries, MRF, SRF, Century Enka, Standard, Mac, Kordsa etc.
- ▶ **SYNTHETIC RUBBER**
  - ▷ Paragon Footwear, Jayshree Polymers, Parker Hannifin, Gates India, Armacell, Supreme Industries etc.


## MANUFACTURING

- ▶ **Taloja Facility: Maharashtra**
  - ▷ 1,00,000 MTPA Synthetic Latex
  - ▷ 7,000 MTPA High Styrene Rubber
- ▶ **Valia Facility: Gujarat**
  - ▷ 21,000 MTPA Nitrile Rubber and Allied Products.
  - ▷ 50,000 MTPA Nitrile Latex Plant.

## FY23 FINANCIALS

Operational Revenue - **INR 10,799 Mn**    EBITDA - **INR 1,585 Mn**

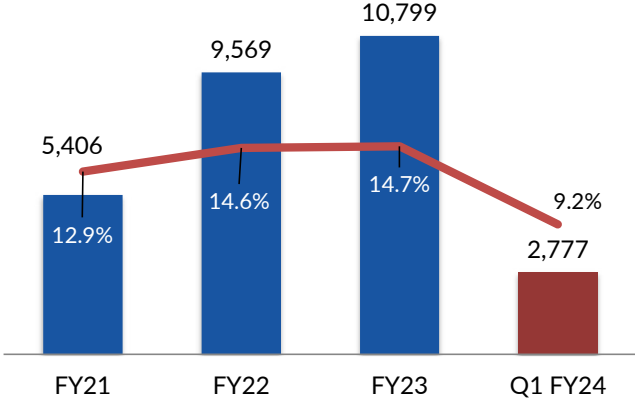
PAT- **INR 1,079 Mn**



# Company Overview

- ▶ 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 550 fulltime employees.
- ▶ Apcotex Industries is also a part of the Top 10 Indian companies on the list of “Forbes Asia Best Under A Billion 2022”.

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



# Q1-FY24 Financial and Operational Highlights

## Q1-FY24 Financial Highlights

**INR 2,777 Mn**

Operational Revenue

-9.4% YoY

**INR 255 Mn**

EBITDA

-47.5% YoY

**9.18%**

EBITDA Margin

-668 Bps YoY

**INR 121 Mn**

Net Profit

-64.0% YoY

**4.36%**

Net Profit Margin

-660 Bps YoY

**INR 2.34/share**

EPS

-63.8% YoY

## Q1-FY24 Operational Highlights

- Highest Quarterly Volume growth of 22% YoY led by Nitrile Latex, Carpet and Construction.
- Highest Export Volume growth of 110% YoY led by Nitrile Latex, Carpet and Construction.
- Revenue from Operation stood at INR 2,777 Mn which decreased by 9% as a result of sharp fall in Raw Material prices and thus lower price realization of finished goods.
- EBITDA of INR 255 Mn decreased by 47.5% YoY due to lower margins in NBR and Paper, falling prices and inventory losses.
- PBT of Rs. 165 Mn and PAT of Rs. 121 Mn, decreased by 64% YoY partially because of higher Depreciation and Interest costs due to new expansion projects

# Quarterly Financial Performance

Particulars (INR Mn)	Q1-FY24	Q1-FY23	Y-o-Y	Q4-FY23	Q-o-Q
Operational Revenue	2,777	3,065	(9.4)%	2,561	8.4%
Total Expenses	2,522	2,579	(2.2)%	2,220	13.6%
<b>EBITDA</b>	<b>255</b>	<b>486</b>	<b>(47.5)%</b>	<b>341</b>	<b>(25.2)%</b>
<b>EBITDA Margins</b>	<b>9.18%</b>	<b>15.86%</b>	<b>(668) Bps</b>	<b>13.32%</b>	<b>(414) Bps</b>
Depreciation	74	37	NA	41	80.5%
Finance Cost	36	13	NA	6	NA
Other Income	20	17	17.6%	13	53.8%
<b>PBT</b>	<b>165</b>	<b>453</b>	<b>(63.6)%</b>	<b>307</b>	<b>(46.3)%</b>
Tax	44	117	(62.4)%	75	(41.3)%
<b>PAT</b>	<b>121</b>	<b>336</b>	<b>(64.0)%</b>	<b>232</b>	<b>(47.8)%</b>
<b>PAT Margins</b>	<b>4.36%</b>	<b>10.96%</b>	<b>(660) Bps</b>	<b>9.06%</b>	<b>(470) Bps</b>
Other Comprehensive Income	93	(70)	NA	(21)	NA
<b>Total Comprehensive Income</b>	<b>214</b>	<b>266</b>	<b>(19.5)%</b>	<b>211</b>	<b>1.4%</b>
Diluted EPS (INR)	2.34	6.47	(63.8)%	4.48	(47.8)%

# Historical Income Statement

Particulars (INR Mn)	FY21	FY22	FY23	Q1-FY24
Operational Revenue	5,406	9,569	10,799	2,777
Total Expenses	4,708	8,171	9,214	2,522
<b>EBITDA</b>	<b>698</b>	<b>1,398</b>	<b>1,585</b>	<b>255</b>
<i>EBITDA Margins</i>	<i>12.91%</i>	<i>14.61%</i>	<i>14.68%</i>	<i>9.18%</i>
Depreciation	145	141	152	74
Finance Cost	38	32	51	36
Other Income	52	79	73	20
<b>PBT</b>	<b>567</b>	<b>1,304</b>	<b>1,455</b>	<b>165</b>
Tax	125	316	376	44
<b>PAT</b>	<b>442</b>	<b>988</b>	<b>1,079</b>	<b>121</b>
<i>PAT Margins</i>	<i>8.18%</i>	<i>10.33%</i>	<i>10.00%</i>	<i>4.36%</i>
Other Comprehensive Income	177	127	(21)	93
<b>Total Comprehensive Income</b>	<b>619</b>	<b>1,115</b>	<b>1,058</b>	<b>214</b>
Diluted EPS (INR)	8.52	19.06	20.82	2.34

# Balance Sheet

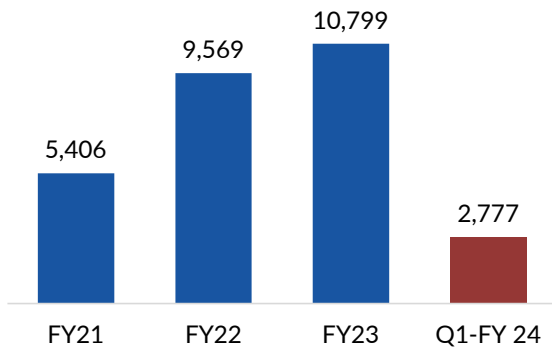
Particulars (INR Mn)	FY21	FY22	FY23
<b>Shareholders Fund</b>	<b>3,054</b>	<b>3,962</b>	<b>4,760</b>
Equity Share Capital	104	104	104
Other Equity	2,950	3,858	4,656
<b>Total Non Current Liabilities</b>	<b>240</b>	<b>439</b>	<b>1,474</b>
Deferred Tax liabilities	105	81	122
Borrowings	60	264	1248
Lease liabilities	1	1	-
Long Term Provision	31	33	34
Other Financial Liabilities	43	60	70
<b>Total Current Liabilities</b>	<b>1,223</b>	<b>1,648</b>	<b>1,800</b>
Short Term Borrowings	84	238	270
Trade Payables	810	1,000	1,021
Other Financial Liabilities	185	256	360
Short Term Provision	13	16	16
Other Current Liabilities	131	138	133
<b>TOTAL EQUITY &amp; LIABILITIES</b>	<b>4,517</b>	<b>6,049</b>	<b>8,034</b>

Particulars (INR Mn)	FY21	FY22	FY23
<b>Total Non Current Assets</b>	<b>2,383</b>	<b>3,014</b>	<b>4,809</b>
Property, Plant and Equipment	1,441	1,560	3,834
Capital Work in progress	116	386	123
Investment Properties	-	-	15
Financial Assets	682	823	732
Intangible Assets	7	6	4
Non Current Tax Assets (net)	73	28	47
Other Non Current Assets	64	211	54
<b>Total Current Assets</b>	<b>2,134</b>	<b>3,035</b>	<b>3,225</b>
Investments	142	153	148
Inventories	558	871	1,051
Trade Receivables	1,048	1,618	1,371
Cash & Cash Equivalents	106	20	153
Other Bank Balances	44	69	71
Short Term loans & Advances	4	4	5
Other Financial Assets	72	93	74
Other Current Asset	160	207	352
<b>TOTAL ASSETS</b>	<b>4,517</b>	<b>6,049</b>	<b>8,034</b>

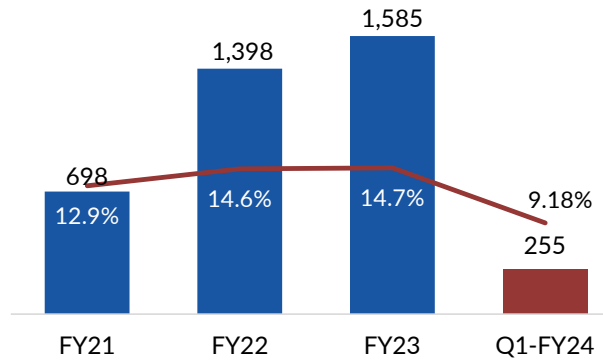


# Historical Performance Indicators

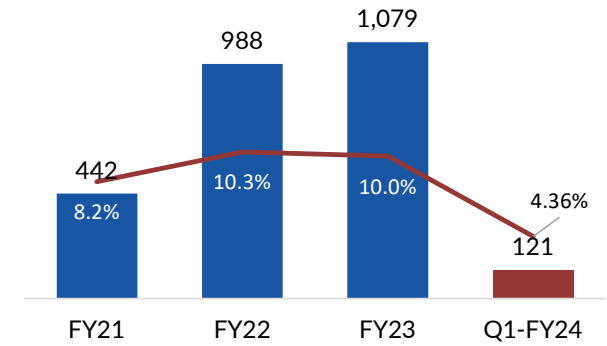
Operational Revenue (INR Mn)



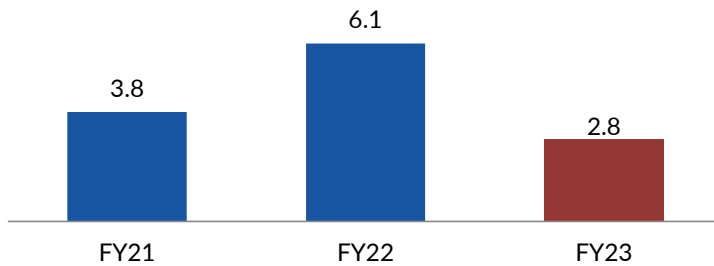
EBITDA (INR Mn) EBITDA Margin (%)



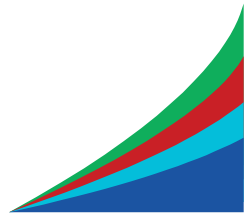
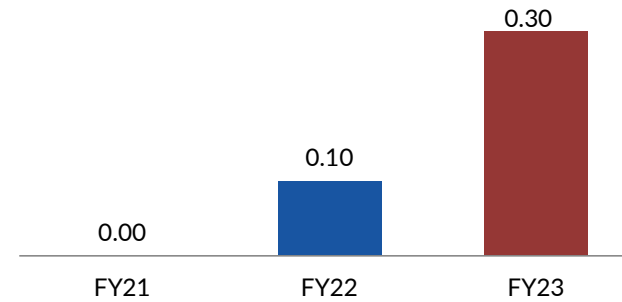
PAT (INR Mn) and PAT Margin (%)



Asset Turn Over Ratio (x)



Net Debt to Equity (x)



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**Thank You**

