

February 05, 2020

# Apollo Tyres' third quarter sales closes at Rs 4347 crores

## Company continues to gain market share in the replacement segment

The Board of Directors of Apollo Tyres Ltd today approved the company's unaudited results for the 3<sup>rd</sup> quarter and nine months of the financial year 2019-20.

Apollo Tyres Ltd's consolidated revenue for the 3<sup>rd</sup> Quarter (October to December) closed at **Rs 4347 crores**. The Sales for the nine months (April to December) of FY20 closed at **Rs 12545 crores**. While the challenges continue in the OE segment, company witnessed good growth in the replacement segment in India, especially in the passenger vehicle category, and also gained market share.

### Quarter 3 Consolidated Performance Highlights

#### Q3 FY2019-20 (October - December) vs Quarter 3 FY2018-19

- Sales closed at Rs 4347 crores, as against 4655 crores
- EBITDA reported was Rs 551 crores, in comparison to Rs 560 crores
- Net profit closed at Rs 174 crores, as compared to Rs 198 crores in the same period last fiscal

Commenting on the company's performance, **Onkar S Kanwar, Chairman, Apollo Tyres Ltd** said, "The last few quarters have really been challenging, in terms of demand, especially from the OE segment. Despite our good show quarter-on-quarter in the replacement segment in India, overall performance has got impacted due to the sluggishness in demand from OEMs. Our European Operations, on the other hand, continues with its superior performance in the all-season and high performance segment. With green shoots of recovery visible in India, we are hopeful of closing this fiscal on a positive note."

### 9 months Consolidated Performance Highlights

#### 9M FY2019-20 (April – December) vs 9M FY 2018-19 (April – December)

- Sales closed at Rs 12545 crores, as against Rs 13097 crores
- EBITDA reported was Rs 1490 crores, in comparison to Rs 1609 crores
- Net profit closed at Rs 399 crores, as against Rs 596 crores in the same period last fiscal

### Cross Currency Reference Chart for Key Financials:

FY 2019-20	Rs Billion		US\$ Million		Euro Million	
	Q3	9M (Apr-Dec)	Q3	9M (Apr-Dec)	Q3	9M (Apr-Dec)
Sales	43.47	125.45	610.45	1782.01	551.29	1599.71
Operating Profit	5.51	14.90	77.51	211.61	69.96	189.96
Net Profit	1.74	3.99	24.50	56.61	22.09	50.82

(ends)

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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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