

November 9, 2011

Apollo Tyres H1 revenue grows by 50%

Demand slowdown to be a challenge going forward

The Board of Directors of Apollo Tyres Ltd today approved the company’s unaudited financial results for the 2nd quarter and the first 6 months of the financial year 2011-12.

Apollo Tyres’ consolidated revenues for the 2nd quarter saw a healthy growth of **47%**; and for the first half of the year by **51%**. A large part of the growth in the July to September period came out of Europe with a 43% increase in the top-line, compared to the same quarter last year. South Africa has also seen some growth but the local economic conditions, continues to be a cause of concern. India grew by 57% riding on higher production from the greenfield Chennai plant and increased sale of truck-bus radials.

Half Yearly Performance Highlights

FY2011-12 (April-September) vs FY2010-11

- Net sales up by 51% at Rs 56.9 billion from Rs 37.7 billion
- Operating profit up by 25% at Rs 4.8 billion from nearly Rs 3.9 billion
- Net profit up by 22% at Rs 1.5 billion from Rs 1.3 billion

Quarterly Performance Highlights

Quarter 2 FY2011-12 (July-September) vs Quarter 2 FY2010-11

- Net sales up by 47% at Rs 28.7 billion from Rs 19.5 billion
- Operating profit up by 30% at Rs 2.4 billion from Rs 1.8 billion
- Net profit up by 46% at Rs 0.8 billion from Rs 0.5 billion

Commenting on the results, **Onkar S Kanwar, Chairman, Apollo Tyres Ltd**, said, “While our top-line has grown across geographies, currency fluctuations, especially a weaker rupee, and continued cost push have impacted our bottom-line. The near flat growth in the first half of the fiscal in the commercial vehicle tyre segment in India is worrying and could pose a challenge in the coming quarters. While our European business is currently registering strong growth we are alert to the broader economic situation there and are keeping a close watch on developments.”

Cross Currency Reference Chart for Key Financials:

	Rs Billion		US\$ Million		Euro Million	
	H1 FY12	Q2 FY12	H1 FY12	Q2 FY12	H1 FY12	Q2 FY12
Net Sales	56.9	28.7	1245	621	872	439
Operating Profit	4.8	2.4	106	52	75	37
Net Profit	1.5	0.8	34	17	24	12

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About Apollo Tyres Ltd

Apollo Tyres Ltd is a high-performance tyre manufacturer headquartered in India. It is built around the core principles of creating stakeholder value through reliability in its products and dependability in its relationships. The company has four manufacturing units in India, four in Southern Africa and one in the Netherlands. Apollo’s subsidiary companies are Apollo Tyres South Africa Pty Ltd (previously known as Dunlop Tyres) and Apollo Vredestein BV in the Netherlands. India, South Africa and Europe are the company’s three domestic markets from where products are exported to over 70 countries. In each of the domestic markets the company operates through a vast network of branded, exclusive and multi-product outlets.

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UNAUDITED CONSOLIDATED FINANCIAL RESULTS
FOR THE QUARTER AND HALF YEAR ENDED SEPTEMBER 30, 2011

Rs. Million

S.NO.	PARTICULARS	QUARTER ENDED		HALF YEAR ENDED		YEAR ENDED
		(UNAUDITED)		(UNAUDITED)		(AUDITED)
		30.09.2011	30.09.2010	30.09.2011	30.09.2010	31.03.2011
1 (a)	Net Sales / Income From Operations	28,712.43	19,489.22	56,936.52	37,696.10	88,677.18
(b)	Other Operating Income	-	-	-	-	2.58
		28,712.43	19,489.22	56,936.52	37,696.10	88,679.76
2	Expenditure					
(a)	Decrease/(Increase) in Stock in Trade and Work in Progress	(48.15)	(1,103.87)	(3,098.90)	(2,418.48)	(4,737.13)
(b)	Consumption of Raw Materials	17,968.93	11,451.13	37,865.06	22,162.22	52,948.41
(c)	Purchase of Traded Goods	1,474.13	1,128.40	3,181.80	1,955.95	4,810.56
(d)	Employees Cost	3,299.11	3,013.42	6,816.06	5,924.32	11,552.96
(e)	Depreciation	776.90	669.45	1,530.58	1,307.59	2,719.44
(f)	Other Expenditure	3,713.55	3,147.25	7,464.91	6,233.97	14,322.44
(g)	Total	27,184.47	18,305.78	53,759.51	35,165.57	81,616.68
	Profit from Operations before Other Income, Interest & Exceptional Items (1 - 2)	1,527.96	1,183.44	3,177.01	2,530.53	7,063.08
3	Other Income	118.31	4.06	137.79	38.81	260.27
4	Profit Before Interest & Exceptional Items (3 + 4)	1,646.27	1,187.50	3,314.80	2,569.34	7,323.35
5	Interest	654.17	442.39	1,274.07	780.78	1,852.06
6	Profit After Interest but Before Exceptional Items (5 - 6)	992.10	745.11	2,040.73	1,788.56	5,471.29
7	Exceptional Items	-	-	-	-	-
8	Profit before Tax (7+8)	992.10	745.11	2,040.73	1,788.56	5,471.29
9	Tax Expense (Net of MAT Credit entitlements for the current period)	210.73	212.60	484.30	514.09	1,063.27
10	Net Profit after tax (9-10)	781.37	532.51	1,556.43	1,274.47	4,408.02
11	Share in (Profit) / Loss of Associates	4.30	-	8.17	-	6.42
12	Minority Interest	(0.62)	-	(0.71)	-	(0.03)
13	Net Profit for the Period (11-12-13)	777.69	532.51	1,548.97	1,274.47	4,401.63
14	Paid-up Equity Share Capital (Equity Shares of Re 1 each)	504.09	504.09	504.09	504.09	504.09
15	Reserves Excluding Revaluation Reserves as per balance sheet of previous accounting year	-	-	-	-	23,589.96
16	EARNINGS PER SHARE (EPS)					
(a)	Basic EPS before & after Extraordinary Items (Not Annualized) -Rs.	1.54	1.06	3.07	2.53	8.73
(b)	Diluted EPS before & after Extraordinary Items (Not Annualized)-Rs.	1.54	1.06	3.07	2.53	8.73
17	Public Shareholding					
-	Number of Shares	276,533,726	303,690,965	276,533,726	303,690,965	280,612,726
-	Percentage of Shareholding	54.87%	60.25%	54.87%	60.25%	55.67%
18	Promoters and Promoter Group Shareholding					
(a)	Pledged / Encumbered					
-	Number of Shares	67,250,000	15,800,000	67,250,000	15,800,000	62,100,000
-	Percentage of Shares (as a percentage of the total shareholding of promoter and promoter group)	29.56%	7.89%	29.56%	7.89%	27.80%
-	Percentage of Shares (as a percentage of the total share capital of the company)	13.34%	3.13%	13.34%	3.13%	12.32%
(b)	Non - Encumbered					
-	Number of Shares	160,241,044	184,533,805	160,241,044	184,533,805	161,312,044
-	Percentage of Shares (as a percentage of the total shareholding of promoter and promoter group)	70.44%	92.11%	70.44%	92.11%	72.20%
-	Percentage of Shares (as a percentage of the total share capital of the company)	31.79%	36.62%	31.79%	36.62%	32.01%
19	Shares held by Custodians and against which Depository Receipts have been issued					
(a)	Promoters and Promoter Group Shareholding	Nil	Nil	Nil	Nil	Nil
(b)	Public Shareholding	Nil	Nil	Nil	Nil	Nil

UNAUDITED CONSOLIDATED STATEMENT OF ASSETS AND LIABILITIES

Rs. Million

SL.NO.	P A R T I C U L A R S	A S A T	
		30.09.2011	30.09.2010
	SOURCES OF FUNDS :		
1	Shareholders' Funds :		
	(a) Share Capital	504.09	504.09
	(b) Reserves and Surplus	25,458.55	20,662.21
2	Minority Interest	8.52	
3	Loans	33,977.96	23,549.92
4	Deferred Tax Liability (Net)	3,279.60	2,670.98
	T O T A L	63,228.72	47,387.20
	APPLICATION OF FUNDS :		
5	Fixed Assets	42,611.01	34,494.29
6	Goodwill on Consolidation	1,288.94	1,198.12
7	Investments	128.79	106.54
8	Current Assets, Loans and Advances :		
	(a) Inventories	21,165.01	13,759.89
	(b) Sundry Debtors	12,337.08	8,194.31
	(c) Cash and Bank Balances	2,053.19	2,410.92
	(d) Other Current Assets	481.70	93.22
	(e) Loans and Advances	4,231.09	3,957.97
	Less: Current Liabilities and Provisions		
	(a) Liabilities	16,116.06	12,449.93
	(b) Provisions	4,952.03	4,378.13
	NET CURRENT ASSETS	19,199.98	11,588.25
	T O T A L	63,228.72	47,387.20

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**Segment wise Revenue, Results & Capital Employed
(under Clause 41 of the Listing Agreement)**

I Geographical Segments:

The Company has considered geographic segments as the primary segments for disclosure. The geographic segments are India, South Africa and Europe on the basis of Organisation Structure and Operating Locations. Indian segment includes manufacturing and sales operations through India, South African segment includes manufacturing and sales operations through South Africa along with its subsidiaries and European segment includes manufacturing and sales operations through the plant at Netherlands along with its subsidiaries.

II Business Segments

The Company has considered business segments as secondary segment for disclosure. The Company's operation comprises of one segment - Tyres, Tubes & Flaps and therefore there are no other business segments to be reported Under AS - 17 - "Segment Reporting".

III Information about Primary Segments

Rs. Million

Particulars	Consolidated Results				
	Quarter Ended (Unaudited)		Half Year Ended (Unaudited)		Year Ended (Audited)
	30.09.2011	30.09.2010	30.09.2011	30.09.2010	31.03.2011
1. Segment Revenue					
India	18,448.76	11,756.05	38,056.52	22,968.72	54,904.86
South Africa	3,022.66	2,632.05	5,822.77	5,296.43	11,830.92
Europe	7,492.18	5,246.78	13,527.42	9,622.42	22,343.72
Others	376.09	-	409.78	-	-
Total Segment Revenue	29,339.69	19,634.88	57,816.49	37,887.57	89,079.50
Less : Inter Segment Revenue	627.26	145.66	879.97	191.47	402.32
Net Sales	28,712.43	19,489.22	56,936.52	37,696.10	88,677.18
2. Segment Results					
India	815.84	895.73	1,972.65	1,729.68	4,128.40
South Africa	26.42	(75.21)	(24.87)	(4.51)	320.84
Europe	794.66	432.22	1,383.83	943.95	2,975.40
Others	(2.65)	(3.15)	(18.56)	(11.76)	(29.03)
Total Segment Results	1,634.27	1,249.59	3,313.05	2,657.36	7,395.61
Less : Interest Expenses	654.17	442.39	1,274.07	780.78	1,852.06
Other Unallocable Corporate Expenses / Eliminations	(12.00)	62.09	(1.75)	88.02	72.26
Profit Before Tax	992.10	745.11	2,040.73	1,788.56	5,471.29
3. Capital Employed (Segment Assets - Segment Liabilities)					
India	22,547.91	20,378.60	22,547.91	20,378.60	21,727.11
South Africa	4,048.71	2,255.78	4,048.71	2,255.78	4,328.43
Europe	8,719.54	5,608.21	8,719.54	5,608.21	7,231.15
Others	344.86	79.29	344.86	79.29	238.21
	35,661.02	28,321.88	35,661.02	28,321.88	33,524.90
Add: Other Corporate Assets & Liabilities	1,948.25	1,776.21	1,948.25	1,776.21	1,504.18
Less: Eliminations	(11,638.11)	(8,931.79)	(11,638.11)	(8,931.79)	10,895.33
Total Capital Employed	25,971.16	21,166.30	25,971.16	21,166.30	24,133.75

NOTES:

1 The key standalone financial information of the company is as under:

Particulars	<i>Rs. Million</i>				
	Quarter Ended *		Half Year Ended *		Year Ended
	(Unaudited)		(Unaudited)		(Audited)
	30.09.2011	30.09.2010	30.09.2011	30.09.2010	31.03.2011
Net Sales	18,448.76	11,756.05	38,056.52	22,968.72	54,904.86
Net Profit Before Tax	293.74	533.75	922.26	1,108.80	2,635.48
Net Profit after Tax	220.70	373.55	665.03	779.60	1,982.53

* The above standalone financial information has been subjected to limited review by the statutory auditors.

- 2 The unaudited consolidated financial results for the quarter and half year ended September 30, 2011 have been subjected to limited review by the Statutory Auditors.
- 3 The number of investor complaints received during the quarter were 9 (Nine) all of which have been disposed off. There were no investor complaints pending at the beginning or at the end of the quarter.
- 4 The Company has opted to publish Consolidated financial results for the financial year 2011-12. Standalone financial results, for the quarter and half year ended 30th September 2011 can be viewed on the website of the Company, National Stock Exchange of India Limited and Bombay Stock Exchange Limited at www.apollotyres.com, www.nseindia.com and www.bseindia.com respectively.
- 5 The above results were reviewed by the Audit Committee on 8th November 2011 and approved by the Board of Directors at its meeting held on 9th November 2011.
- 6 Previous periods' figures have been regrouped / rearranged wherever considered necessary.

For and on behalf of the Board
of Directors of Apollo Tyres Ltd.

Onkar Kanwar

PLACE: Gurgaon
DATE: 9th November 2011

ONKAR S. KANWAR
CHAIRMAN & MANAGING DIRECTOR