

# **UBS Investment Research**

# **Apollo Tyres**

# Improving fundamentals

### Tyre majors raising

As per media reports, tyre maker Michelin announced a 12% increase in truck tyre prices in Africa and India. Apollo Tyres is present in both these geographies. As per an article in *Rubber World*, Yokohama Tire raised truck tyre prices by 8%. We believe this sets the stage for price increases by other tyre manufacturers and bodes well for the fundamentals of the tyre industry.

### Natural rubber prices have softened

Over the past two weeks, natural rubber prices in India have declined from Rs240/kg to Rs220/kg. Natural rubber costs are 30% of revenues for Apollo Tyres. We assume a natural rubber cost of Rs225/kg for Apollo Tyres over FY11.

## Substitution from natural to synthetic rubber can help

We have also analysed the potential for substitution of natural rubber usage in the glove industry and believe that higher rubber prices would lead to substitution of natural rubber by synthetic rubber in that industry.

## ■ Valuation: price target of Rs78, maintain Buy rating

We derive our price target from our sum-of-the-parts valuation. We value the company's India business at 4.5x the average of FY12-13E (September 2012E) EV/EBITDA and its international business at 5.5x. Apollo Tyres is trading at 7.2x March 2012E PE.

Highlights (Rsm)	03/09	03/10	03/11E	03/12E	03/13E
Revenues	49,841	81,207	85,387	100,977	114,818
EBIT (UBS)	2,937	9,179	6,669	7,767	9,226
Net Income (UBS)	1,307	5,467	3,475	4,068	4,994
EPS (UBS, Rs)	2.63	10.85	6.89	8.07	9.91
Net DPS (UBS, Rs)	0.46	0.75	0.75	0.88	1.08
Profitability & Valuation	5-yr hist av.	03/10	03/11E	03/12E	03/13E
EBIT margin %	-	11.3	7.8	7.7	8.0
ROIC (EBIT) %	-	33.6	17.1	16.8	18.6
EV/EBITDA (core) x	-	3.0	5.1	4.5	3.5
PE (UBS) x	-	4.0	8.4	7.2	5.8
Net dividend yield %	-	1.7	1.3	1.5	1.9

Source: Company accounts, Thomson Reulers, UBS estimates. (UBS) valuations are stated before goodwill, exceptionals and other special items. Valuations: based on an average share price that year, (E): based on a share price of Rs57.85 on 03 Mar 2011 23:38 SGT

### Ajay Nandanwar

Analyst ajay.nandanwar@ubs.com +91-22-6155 6079

### Gautam Chhaochharia

Analyst gautam.chhaochharia@ubs.com +91-22-6155 6080

# **Global Equity Research**

Tires

lires	
12-month rating	Buy
	Unchanged
12m price target	Rs78.00/US\$1.73
	Unchanged
Price	Rs57.85/US\$1.28

RIC: APLO.BO BBG: APTY IB

### 4 March 2011

#### Trading data (local/US\$)

52-wk range	Rs87.10-46.35/US\$1.90-1.02
Market cap.	Rs29.2bn/US\$0.65bn
Shares o/s	504m (ORD)
Free float	60%
Avg. daily volume ('0	<b>)00)</b> 1,013
Avg. daily value (m)	Rs58.7

### Balance sheet data 03/11E

Shareholders' equity	Rs22.7bn
P/BV (UBS)	1.3x
Net Cash (debt)	(Rs20.3bn)

#### Forecast returns

Forecast price appreciation	+34.8%
Forecast dividend yield	1.5%
Forecast stock return	+36.3%
Market return assumption	13.1%
Forecast excess return	+23.2%

### EPS (UBS, Rs)

	03/	'11E	03/10
	UBS	Cons.	Actual
Q1	-	-	-
Q2	-	-	-
Q3E	-	-	-
Q4E	-	-	-
03/11E	6.89	6.89	
03/12E	8.07	8.07	



Price Target (Rs) (LHS) \_\_\_\_\_ Stock Price (Rs) (LHS Rel. Bombay S.E. SENSEX (RHS) Source: UBS

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# **Improving fundamentals**

We believe that price increases implemented by Michelin and Yokohama, as well as the marginal decline in natural rubber prices point to improving fundamentals for the tyre industry.

# Substitution of natural with synthetic rubber in glove industry

As per *Rubber World*, natural rubber is 43% of the global rubber consumption and synthetic rubber is 57%. Tyre is 63% of the rubber consumption, while Gloves contribute a majority of the remaining rubber consumption.

While tyre manufacturers are not able to flexibly shift between usage of natural vs synthetic rubber, glove manufacturers can shift the usage more flexibly. As per our conversation with Top Glove, natural rubber-based gloves (powder-free gloves) are 27% more expensive than synthetic rubber (Nitrile)-based gloves; the same time last year, natural rubber-based gloves were 9% cheaper than synthetic rubber-based gloves.

## Table 1: Rubber consumption

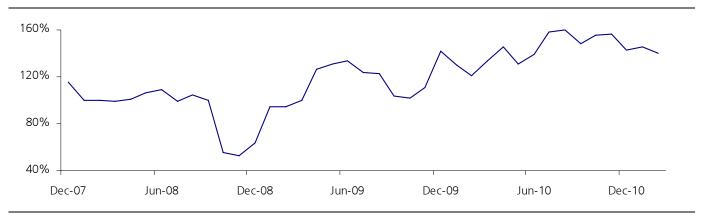
### Table 2: Natural rubber and synthetic rubber glove prices

	2010	2011	Prices in US\$/1000 gloves	Feb-10	Feb-11
Natural Rubber	10.7	11.1	Powder free glove	30	42
Synthetic Rubber	13.6	14.7	Powered glove	25	35
Total	24.3	25.8	Nitrile gloves	33	33
Natural Rubber, % of total	44%	43%	Powder free over Nitrile	-9%	27%
Rubber consumption for Tyre	63%	63%	Powered over Nitrile	-24%	6%

Source: Company data, UBS Research

Source: Company data, UBS Research

Nitrile gloves are used in the USA and EU and contribute to 25% of global consumption of gloves. We believe the industry can shift marginally towards nitrile gloves as long as the pricing difference between nitrile and powder-free gloves lasts.



### Chart 1: Natural rubber / synthetic rubber prices

Source: Thomson Datastream, UBS Research

Substitution of natural rubber with synthetic rubber will likely improve the supply-demand dynamics of the natural rubber industry and help moderate natural rubber prices.

# Apollo Tyres

Income statement (Rsm)	03/06	03/07	03/08	03/09	03/10	03/11E	% c <b>h</b>	03/12E	% ch	03/13E	% c <b>h</b>
Revenues	26,136	42,912	46,952	49,841	81,207	85,387	5.1	100,977	18.3	114,818	13.7
Operating expenses (ex depn)	(23,898)	(38,916)	(40,979)	(45,618)	(69,486)	(76,085)	9.5	(89,785)	18.0	(101,866)	13.5
EBITDA (UBS)	2,238	3,996	5,973	4,223	11,721	9,302	-20.6	11,191	20.3	12,952	15.7
Depreciation	(730)	(1,172)	(1,299)	(1,285)	(2,542)	(2,633)	3.6	(3,424)	30.1	(3,725)	8.8
Operating income (EBIT, UBS)	1,508	2,823	4,675	2,937	9,179	6,669	-27.3	7,767	16.5	9,226	18.8
Other income & associates	291	337	262	230	238	120	-49.6	274	128.3	309	12.8
Net interest	(577)	(1,196)	(884)	(1,118)	(1,343)	(1,658)	23.4	(2,034)	22.7	(2,160)	6.2
Abnormal items (pre-tax)	0	0	0	0	0	0		0		0	
Profit before tax	1,222	1,964	4,053	2,050	8,074	5,131	-36.4	6,008	17.1	7,376	22.8
Tax	(317)	(793)	(1,356)	(742)	(2,607)	(1,657)	-36.4	(1,940)	17.1	(2,381)	22.8
Profit after tax	905	1,171	2,697	1,307	5,467	3,475	-36.4	4,068	17.1	4,994	22.8
Abnormal items (post-tax)	(92)	5	2,077	6	34	0		4,000 0		4,774	22.0
Minorities / pref dividends	(16)	0	0	0	0	0		0		0	
Net income (local GAAP)	797	1,176	2,699	1,313	5,501	3,475	-36.8	4,068	17.1	4,994	22.8
Net Income (UBS)	889	1,170	2,699	1,313	5,301	3,475	-30.0 -36.4	4,068	17.1	4,994 4,994	
	009	1,171	2,097	1,307	3,407	3,473	-30.4	4,000	17.1	4,994	22.8
Tax rate (%)	26	40	33	36	32	32	0.0	32	0.0	32	0.0
Pre-abnormal tax rate (%)	26	40	33	36	32	32	0.0	32	0.0	32	0.0
Per share (Rs)	03/06	03/07	03/08	03/09	03/10	03/11E	% c <b>h</b>	03/12E	% ch	03/13E	% ch
EPS (local GAAP)	2.08	2.78	5.67	2.65	10.91	6.89	-36.8	8.07	17.1	9.91	22.8
EPS (UBS)	2.32	2.76	5.66	2.63	10.85	6.89	-36.4	8.07	17.1	9.91	22.8
Net DPS	0.45	0.49	0.53	0.46	0.75	0.75	0.0	0.88	17.1	1.08	22.8
Cash EPS	4.22	5.53	8.39	5.22	15.89	12.12	-23.7	14.86	22.7	17.30	16.4
BVPS	16.53	20.14	24.20	26.77	39.04	45.07	15.4	52.12	15.6	60.78	16.6
	10.55	20.14	24.20	20.77	57.04	43.07	13.4	32.12	15.0	00.70	10.0
Balance sheet (Rsm)	03/06	03/07	03/08	03/09	03/10	03/11E	% c <b>h</b>	03/12E	% c <b>h</b>	03/13E	% ch
Net tangible fixed assets	9,186	13,723	13,216	17,068	30,961	38,828	25.4	43,404	11.8	42,678	-1.7
Net intangible fixed assets	0	0	0	0	0	0	-	0	-	0	
Net working capital (incl. other assets)	3,907	4,426	4,863	4,604	6,379	6,837	7.2	8,990	31.5	9,978	11.0
Other liabilities	(1,052)	(1,701)	(1,756)	(1,942)	(2,514)	(2,680)	6.6	(2,874)	7.2	(3,112)	<b>8</b> .3
Operating invested capital	12,041	16,448	16,323	19,731	34,826	42,984	23.4	49,519	15.2	49,544	0.0
Investments	4	54	52	48	59	59	0.0	59	0.0	59	0.0
Total capital employed	12,045	16,502	16,375	19,778	34,884	43,043	23.4	49,578	15.2	49,603	0.0
Shareholders' equity	6,337	9,347	11,822	13,495	19,678	22,714	15.4	26,269	15.6	30,633	16.6
Minority interests	0	0	0	0	0	0	-	0	-	0	
Total equity	6,337	9,347	11,822	13,495	19,678	22,714	15.4	26,269	15.6	30,633	16.6
Net debt / (cash)	5,708	7,155	4,553	6,283	15,206	20,329	<i>33.</i> 7	23,309	14.7	18,970	-18.6
Other debt-deemed items	0	0	0	0	0	0	-	0	-	0	
Total capital employed	12,045	16,502	16,375	19,778	34,884	43,043	23.4	49,578	<i>15.2</i>	49,603	0.0
Cash flow (Rsm)	03/06	03/07	03/08	03/09	03/10	03/11E	% c <b>h</b>	03/12E	% ch	03/13E	% ch
Operating income (EBIT, UBS)	1,508	2,823	4,675	2,937	9,179	6,669	-27.3	7,767	16.5	9,226	18.8
Depreciation	730	1,172	1,299	1,285	2,542	2,633	3.6	3,424	30.1	3,725	8.8
Net change in working capital	(1,050)	(183)	(357)	317	1,356	(374)		(1,841)	392.8	(712)	-61.4
Other (operating)	198	991	319	422	844	286	-66.2	468	63.8	547	16.9
Operating cash flow (pre tax/interest)	1,386	4,803	5,935	4,961	13,922	9,214	-33.8	9,818	6.6	12,787	30.2
Net interest received / (paid)	(577)	(1,196)	(884)	(1,118)	(1,343)	(1,658)	23.4	(2,034)	22.7	(2,160)	6.2
Dividends paid	(200)	(242)	(292)	(263)	(438)	(438)	0.0	(513)	17.1	(630)	22.8
Tax paid	(200)	(793)	(1,356)	(203)	(2,607)	(1,657)	-36.4	(1,940)	17.1	(2,381)	22.8
Capital expenditure	(1,081)	(5,710)	(791)	(5,053)	(10,444)	(10,500)	0.5	(8,000)	-23.8	(3,000)	-62.5
Net (acquisitions) / disposals	(1,001)	(3,710)	(731)	(3,033)	(10,444)	(10,500)	0.0	(8,000)	23.0	(3,000)	-02.1
Other	U	292	266	240	261	120	- <i>53.9</i>	274	- 128.3	309	12.8
	0	292	644	411	201	120	33.7	274	120.0	0	12.0
		2,004	044		(922)	(5,039)	- 446.8	(2,669)	-47.0	4,616	
Share issues		(431)	2 250			(3,039)	44U.Ŏ	(2,007)	-4/.U	4,010	
Share issues Cash flow (inc)/dec in net debt	(767)	(634)	3,258	(1,800)			00.0	(21.2)	272.0	(177)	11 -
Share issues Cash flow (inc)/dec in net debt FX / non cash items		(813)	(656)	70	(8,001)	(84)	-99.0	(312)	273.0	(277)	-11.
Share issues Cash flow (inc)/dec in net debt FX / non cash items Balance sheet (inc)/dec in net debt	(767) - -	(813) (1,447)	(656) <b>2,602</b>	70 (1,730)	(8,001) (8,923)	(84)	-42.6	(2,980)	-41.8	4,339	
Share issues Cash flow (inc)/dec in net debt FX / non cash items Balance sheet (inc)/dec in net debt		(813)	(656)	70	(8,001)	(84)					
Share issues Cash flow (inc)/dec in net debt FX / non cash items Balance sheet (inc)/dec in net debt Core EBITDA	(767) - -	(813) (1,447)	(656) <b>2,602</b>	70 (1,730)	(8,001) (8,923)	(84)	-42.6	(2,980)	-41.8	4,339	15.7
Share issues Cash flow (inc)/dec in net debt FX / non cash items Balance sheet (inc)/dec in net debt Core EBITDA Maintenance capital expenditure Maintenance net working capital	(767) - - 2,238	(813) (1,447) 3,996	(656) <b>2,602</b> 5,973	70 (1,730) 4,223	(8,001) (8,923) 11,721	(84) (5,123) 9,302	-42.6 -20.6	<b>(2,980)</b> 11,191	-41.8 20.3	<b>4,339</b> 12,952	-11.2 

# **Global Equity Research**

India

# Tires

12-month rating	Buy
12m price target	Rs78.00

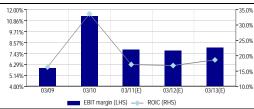
# Company profile

Value (EV/OpFCF & P/E)

Apollo Tyres is a leading tyre manufacturer in India. It has the highest market share in truck tyres. It has established a presence in South Africa and Europe by acquiring Dunlop's South African operations and Vredestein in the Netherlands.

6.00x			-10.0
5.00x			-8.0x
4.00x		/	-6.0x
3.00x			
2.00x	$\sim$		 -4.0x
1.00x			-2.0x
0.00x			

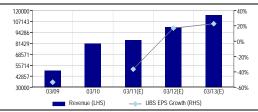
# Profitability



## ROE v Price to book value



# Growth (UBS EPS)



Valuation (x)	5Yr Avg	03/09	03/10	03/11E	03/12E	03/13E
P/E (local GAAP)	-	11.2	4.0	8.4	7.2	5.8
P/E (UBS)	-	11.2	4.0	8.4	7.2	5.8
P/CEPS	-	5.7	2.7	4.8	3.9	3.3
Net dividend yield (%)	-	1.5	1.7	1.3	1.5	1.9
P/BV	-	1.1	1.1	1.3	1.1	1.0
EV/revenue (core)	-	0.4	0.4	0.6	0.5	0.4
EV/EBITDA (core)	-	4.8	3.0	5.1	4.5	3.5
EV/EBIT (core)	-	6.8 5.6	3.9 3.5	7.2 6.4	6.5 5.5	5.0 4.2
EV/OpFCF (core) EV/op. invested capital	-	5.0 1.1	3.5 1.3	0.4 1.2	5.5 1.1	4.2 0.9
L viop. Invested capital	-	1.1	1.5	1.2	1.1	0.9
Enterprise value (Rsm)		03/09	03/10	03/11E	03/12E	03/13E
Average market cap		14,868	21,967	29,158	29,158	29,158
+ minority interests		0	0	0	0	0
+ average net debt (cash)		5,286	13,582	18,621	21,290	16,673
+ pension obligations and other		0	0	0	0 (EQ)	0
- non-core asset value		(48)	(59) 35,490	(59)	(59) 50,389	(59)
Core enterprise value		20,107	33,470	47,720	30,307	43,112
Growth (%)	5Yr Avg	03/09	03/10	03/11E	03/12E	03/13E
Revenue	-	6.2	62.9	5.1	18.3	13.7
EBITDA (UBS)	-	-29.3 -37.2	177.6 NM	-20.6 -27.3	20.3 16.5	15.7 18.8
EBIT (UBS) EPS (UBS)	-	-57.2	NM	-27.5	10.5	22.8
Cash EPS	-	-37.7	NM	-30.4	22.7	16.4
Net DPS	-	-13.6	64.1	0.0	17.1	22.8
BVPS	-	10.6	45.8	15.4	15.6	16.6
	-	00/00	00/40	00/445	00/405	00/405
Margins (%)	5Yr Avg	03/09	03/10	03/11E	03/12E	03/13E
EBITDA / revenue	5Yr Avg	8.5	14.4	10.9	11.1	11.3
EBITDA / revenue EBIT / revenue	5Yr Avg	8.5 5.9	14.4 11.3	10.9 7.8	11.1 7.7	11.3 8.0
EBITDA / revenue	5Yr Avg - - -	8.5	14.4 11.3 6.7	10.9 7.8 4.1	11.1 7.7 4.0	11.3 8.0 4.3
EBITDA / revenue EBIT / revenue Net profit (UBS) / revenue Return on capital (%)	5Yr Avg	8.5 5.9 2.6 03/09	14.4 11.3 6.7 03/10	10.9 7.8 4.1 03/11E	11.1 7.7 4.0 03/12E	11.3 8.0 4.3 03/13E
EBITDA / revenue EBIT / revenue Net profit (UBS) / revenue Return on capital (%) EBIT ROIC (UBS)	-	8.5 5.9 2.6 03/09 16.3	14.4 11.3 6.7 03/10 33.6	10.9 7.8 4.1 03/11E 17.1	11.1 7.7 4.0 03/12E 16.8	11.3 8.0 4.3 03/13E 18.6
EBITDA / revenue EBIT / revenue Net profit (UBS) / revenue Return on capital (%) EBIT ROIC (UBS) ROIC post tax	-	8.5 5.9 2.6 03/09 16.3 10.4	14.4 11.3 6.7 03/10 33.6 22.8	10.9 7.8 4.1 03/11E 17.1 11.6	11.1 7.7 4.0 03/12E 16.8 11.4	11.3 8.0 4.3 03/13E 18.6 12.6
EBITDA / revenue EBIT / revenue Net profit (UBS) / revenue Return on capital (%) EBIT ROIC (UBS)	-	8.5 5.9 2.6 03/09 16.3	14.4 11.3 6.7 03/10 33.6	10.9 7.8 4.1 03/11E 17.1	11.1 7.7 4.0 03/12E 16.8	11.3 8.0 4.3 03/13E 18.6
EBITDA / revenue EBIT / revenue Net profit (UBS) / revenue Return on capital (%) EBIT ROIC (UBS) ROIC post tax	-	8.5 5.9 2.6 03/09 16.3 10.4	14.4 11.3 6.7 03/10 33.6 22.8	10.9 7.8 4.1 03/11E 17.1 11.6	11.1 7.7 4.0 03/12E 16.8 11.4	11.3 8.0 4.3 03/13E 18.6 12.6
EBITDA / revenue EBIT / revenue Net profit (UBS) / revenue Return on capital (%) EBIT ROIC (UBS) ROIC post tax Net ROE Coverage ratios (x) EBIT / net interest	5Yr Avg	8.5 5.9 2.6 03/09 16.3 10.4 10.3	14.4 11.3 6.7 03/10 33.6 22.8 33.0	10.9 7.8 4.1 03/11E 17.1 11.6 16.4 03/11E 4.0	11.1 7.7 4.0 03/12E 16.8 11.4 16.6	11.3 8.0 4.3 03/13E 18.6 12.6 17.6 03/13E 4.3
EBITDA / revenue EBIT / revenue Net profit (UBS) / revenue Return on capital (%) EBIT ROIC (UBS) ROIC post tax Net ROE Coverage ratios (x) EBIT / net interest Dividend cover (UBS EPS)	5Yr Avg	8.5 5.9 2.6 03/09 16.3 10.4 10.3 03/09 2.6 5.8	14.4 11.3 6.7 03/10 33.6 22.8 33.0 03/10 6.8 14.5	10.9 7.8 4.1 03/11E 17.1 11.6 16.4 03/11E 4.0 9.2	11.1 7.7 4.0 03/12E 16.8 11.4 16.6 03/12E 3.8 9.2	11.3 8.0 4.3 03/13E 18.6 12.6 17.6 03/13E 4.3 9.2
EBITDA / revenue EBIT / revenue Net profit (UBS) / revenue Return on capital (%) EBIT ROIC (UBS) ROIC post tax Net ROE Coverage ratios (x) EBIT / net interest Dividend cover (UBS EPS) Div. payout ratio (%, UBS EPS)	5Yr Avg	8.5 5.9 2.6 03/09 16.3 10.4 10.3 03/09 2.6 5.8 17.3	14.4 11.3 6.7 03/10 33.6 22.8 33.0 03/10 6.8 14.5 6.9	10.9 7.8 4.1 03/11E 17.1 11.6 16.4 03/11E 4.0 9.2 10.9	11.1 7.7 4.0 03/12E 16.8 11.4 16.6 03/12E 3.8 9.2 10.9	11.3 8.0 4.3 03/13E 18.6 12.6 17.6 03/13E 4.3 9.2 10.9
EBITDA / revenue EBIT / revenue Net profit (UBS) / revenue Return on capital (%) EBIT ROIC (UBS) ROIC post tax Net ROE Coverage ratios (x) EBIT / net interest Dividend cover (UBS EPS)	5Yr Avg	8.5 5.9 2.6 03/09 16.3 10.4 10.3 03/09 2.6 5.8	14.4 11.3 6.7 03/10 33.6 22.8 33.0 03/10 6.8 14.5	10.9 7.8 4.1 03/11E 17.1 11.6 16.4 03/11E 4.0 9.2	11.1 7.7 4.0 03/12E 16.8 11.4 16.6 03/12E 3.8 9.2	11.3 8.0 4.3 03/13E 18.6 12.6 17.6 03/13E 4.3 9.2
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EBITDA / revenue   EBIT / revenue   Net profit (UBS) / revenue   Return on capital (%)   EBIT ROIC (UBS)   ROIC post tax   Net ROE   Coverage ratios (x)   EBIT / net interest   Dividend cover (UBS EPS)   Div. payout ratio (%, UBS EPS)   Net debt / EBITDA   Efficiency ratios (x)   Revenue / op. invested capital   Revenue / net working capital   Investment ratios (x)   OpFCF / EBIT   Capex / revenue (%)   Capital structure (%)	5Yr Avg 5Yr Avg 5Yr Avg 5Yr Avg	8.5 5.9 2.6 03/09 16.3 10.4 10.3 03/09 2.6 5.8 17.3 1.5 03/09 2.8 3.3 10.5 03/09 1.2 10.1 3.9 03/09	14.4 11.3 6.7 03/10 33.6 22.8 33.0 03/10 6.8 14.5 6.9 1.3 03/10 3.0 3.4 14.8 03/10 1.1 12.9 4.1	10.9 7.8 4.1 03/11E 17.1 11.6 16.4 03/11E 4.0 9.2 10.9 2.2 03/11E 2.2 2.4 12.9 03/11E 1.1 1.2.3 4.0 03/11E	11.1 7.7 4.0 03/12E 16.8 11.4 16.6 03/12E 3.8 9.2 10.9 2.1 03/12E 2.2 2.5 12.8 03/12E 1.2 7.9 2.3 03/12E	11.3 8.0 4.3 03/13E 18.6 12.6 17.6 03/13E 4.3 9.2 10.9 1.5 03/13E 2.3 2.7 12.1 03/13E 1.2 2.6 0.8 03/13E
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Source: Company accounts, UBS estimates. (UBS) valuations are stated before goodwill, exceptionals and other special items. Valuations: based on an average share price that year, (E): based on a share price of Rs57.85 on 03 Mar 2011 23:38 SGT Market cap(E) may include forecast share issues/buybacks.

## Ajay Nandanwar

Analyst

ajay.nandanwar@ubs.com +91-22-6155 6079

# Gautam Chhaochharia

Analyst gautam.chhaochharia@ubs.com +91-22-6155 6080

**Apollo Tyres** 

# Apollo Tyres

Apollo Tyres is a leading tyre manufacturer in India. It has the highest market share in truck tyres. It has established a presence in South Africa and Europe by acquiring Dunlop's South African operations and Vredestein in the Netherlands.

# Statement of Risk

We believe the key risks are: 1) a sustained industrial slowdown, 2) A continued increase in raw material prices, 3) Further production interruptions, and 4) Any ruling against Apollo Tyres (and other tyre companies) by the Competition Tribunal in South Africa.

# Analyst Certification

Each research analyst primarily responsible for the content of this research report, in whole or in part, certifies that with respect to each security or issuer that the analyst covered in this report: (1) all of the views expressed accurately reflect his or her personal views about those securities or issuers; and (2) no part of his or her compensation was, is, or will be, directly or indirectly, related to the specific recommendations or views expressed by that research analyst in the research report.

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UBS 12-Month Rating	Rating Category	Coverage <sup>1</sup>	IB Services <sup>2</sup>
Buy	Buy	49%	40%
Neutral	Hold/Neutral	42%	35%
Sell	Sell	8%	21%
UBS Short-Term Rating	Rating Category	Coverage <sup>3</sup>	IB Services <sup>4</sup>
Buy	Buy	less than 1%	14%
Sell	Sell	less than 1%	0%

UBS Investment Research: Global Equity Rating Allocations

1:Percentage of companies under coverage globally within the 12-month rating category.

2:Percentage of companies within the 12-month rating category for which investment banking (IB) services were provided within the past 12 months.

3:Percentage of companies under coverage globally within the Short-Term rating category.

4:Percentage of companies within the Short-Term rating category for which investment banking (IB) services were provided within the past 12 months.

Source: UBS. Rating allocations are as of 31 December 2010.

**UBS Investment Research: Global Equity Rating Definitions** 

UBS 12-Month Rating	Definition			
Buy	FSR is > 6% above the MRA.			
Neutral	FSR is between -6% and 6% of the MRA.			
Sell	FSR is > 6% below the MRA.			
UBS Short-Term Rating	Definition			
Buy	Buy: Stock price expected to rise within three months from the time the rating was assigned because of a specific catalyst or event.			
Sell	Sell: Stock price expected to fall within three months from the time the rating was assigned because of a specific catalyst or event.			

# **KEY DEFINITIONS**

Forecast Stock Return (FSR) is defined as expected percentage price appreciation plus gross dividend yield over the next 12 months.

**Market Return Assumption (MRA)** is defined as the one-year local market interest rate plus 5% (a proxy for, and not a forecast of, the equity risk premium).

**Under Review (UR)** Stocks may be flagged as UR by the analyst, indicating that the stock's price target and/or rating are subject to possible change in the near term, usually in response to an event that may affect the investment case or valuation. **Short-Term Ratings** reflect the expected near-term (up to three months) performance of the stock and do not reflect any change in the fundamental view or investment case.

Equity Price Targets have an investment horizon of 12 months.

## EXCEPTIONS AND SPECIAL CASES

**UK and European Investment Fund ratings and definitions are:** Buy: Positive on factors such as structure, management, performance record, discount; Neutral: Neutral on factors such as structure, management, performance record, discount; Sell: Negative on factors such as structure, management, performance record, discount.

**Core Banding Exceptions (CBE):** Exceptions to the standard +/-6% bands may be granted by the Investment Review Committee (IRC). Factors considered by the IRC include the stock's volatility and the credit spread of the respective company's debt. As a result, stocks deemed to be very high or low risk may be subject to higher or lower bands as they relate to the rating. When such exceptions apply, they will be identified in the Company Disclosures table in the relevant research piece.

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UBS Securities India Private Ltd: Ajay Nandanwar; Gautam Chhaochharia.

## **Company Disclosures**

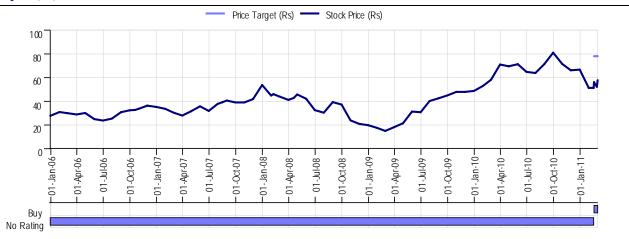
Company Name	Reuters	12-mo rating	Short-term rating	Price	Price date
Apollo Tyres	APLO.BO	Buy	N/A	Rs57.85	03 Mar 2011

Source: UBS. All prices as of local market close.

Ratings in this table are the most current published ratings prior to this report. They may be more recent than the stock pricing date

Unless otherwise indicated, please refer to the Valuation and Risk sections within the body of this report.

## Apollo Tyres (Rs)



Source: UBS; as of 03 Mar 2011

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