



11<sup>th</sup> May 2024

Electronic Filing

National Stock Exchange of India Limited  
"Exchange Plaza" Bandra-Kurla Complex,  
Bandra (E),  
Mumbai-400051

Department of Corporate Services/Listing  
BSE Limited  
Phiroze Jeejeebhoy Tower,  
Dalal Street, Fort,  
Mumbai-400001

NSE Symbol : APLAPOLLO

Scrip Code : 533758

Dear Sir/Madam,

**Re: Earnings presentation and Press Release on Unaudited Financial Results for the quarter and year ended March 31, 2024**

In terms of Regulation 30 of the Listing Regulations read with Schedule III to the Listing regulations, please find attached Earnings Presentation and Press Release respectively made by the Company on Audited Financial Results of the Company for the quarter and year ended March 31, 2024.

This disclosure along with the enclosures shall be made available on the website of the Company viz. [www.aplapollo.com](http://www.aplapollo.com) .

Yours faithfully  
**For APL Apollo Tubes Limited**

**Deepak C S**  
**Company Secretary**  
**Membership No. F5060**

Encl: a/a

APL Apollo Tubes Limited (CIN-L74889 DL 1986PLC023443)

Regd. Office : 37, Hargovind Enclave, Vikas Marg, Delhi - 110092, India Tel: +91 - 011 44457164

Corp Office : SG Centre, 37 C, Block B, Sector - 132, Noida, Uttar Pradesh - 201304 Tel: +91 - 120 6918000

Unit - 1 : A-19, Industrial Area, Sikandrabad, Distt. Bulandshahar, U.P. - 203205, India | Unit - 2 : 332-338, Alur Village Perandapalli, Hosur,

Tamilnadu - 635109 India | Unit - 3 : Plot No. M-1, Additional M.I.D.C. Area, Kudavali, Murbad, Maharashtra, Thane - 421401, India

Unit - 4 : Village Bendri Near Urla Indil. Area, Raipur, Chhattisgarh - 493661, India | Unit - 5 : Sy. No. 443, 444, 538, 539, Wadiaram (Vill.), Chegunta,

Medak - 502255, Telengana, India | Unit - 6 : No. 9 to 11, KIADB Industrial Area Attibele, Bengaluru - 562107 | Unit - 7 : Plot No. 53, Part-1, 4th Phase,

Industrial Area, Sy. No. 28-33, Kurandhalli Village, Kasaba Hobli, Malur, Taluk, Distt. Kolar-563130, Karnataka | Unit - 8 : Village Bisnoli, Khasra No. 527 To 530 &

569, Dujana Road, Tehsil Dadri, Gautam Budh Nagar, Uttar Pradesh -203207 Email : [info@aplapollo.com](mailto:info@aplapollo.com) Web : [www.aplapollo.com](http://www.aplapollo.com)



**REVOLUTIONIZING THE WORLD  
OF TUBES WITH**

***NAYI SOCH***

**World's first company to produce tubes from  
8x8 to 1000x1000mm with 0.18 to 40mm thickness**

**Q4FY24 Earnings Presentation**

# Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



# Contents

- Q4FY24 at glance
- Financial Performance
- Business Strategy
- New Initiatives
- ESG Engagement
- Team APL Apollo



# Q4FY24 at a Glance



679k Ton

**Sales Volume**

4% YoY increase  
12% QoQ increase



₹ 47.7 Bn

**Revenue**

8% YoY increase  
14% QoQ increase



₹2.8Bn

**EBITDA**

13% YoY decline  
Unchanged QoQ



₹ 4,132

**EBITDA/ton**

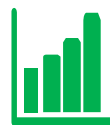
17% YoY decline  
11% QoQ decline



60%

**Value Added Sales mix**

Q3FY23 was 59%



₹311 Mn\*

**Interest Cost**

25% YoY increase  
9% QoQ increase



₹1.7Bn

**Net profit**

16% YoY decline  
3% QoQ increase



₹ 2.2Bn

**Cash profit**

13% YoY decline  
2% QoQ increase



1 days

**Net WC days**

FY23 was 5 days



29.5%

**ROCE**

FY23 was 29.2%



22.2%

**ROE**

FY23 was 23.5%



₹0.18Bn

**Net cash in FY24**

FY23 Net debt was  
₹2.4 Bn

\* Interest Income on Fixed Deposit was Rs 116.2 Mn (Net Interest Cost was Rs 195Mn)

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Capital employed has been calculated as Total assets minus total current liabilities minus surplus cash

# FY24 at a Glance



2,618k Ton

**Sales Volume**

15% YoY increase



₹ 181.2Bn

**Revenue**

12% YoY increase



₹11.9Bn

**EBITDA**

17% YoY increase



₹ 4,553

**EBITDA/ton**

2% YoY increase



58%

**Value Added Sales mix**

56% in FY23



₹1.1 Bn\*

**Interest Cost**

69% YoY increase



₹ 7.3Bn

**Net profit**

14% YoY increase



₹ 9.1 Bn

**Cash profit**

16% YoY increase



1 days

**Net WC days**

FY23 was 5 days



29.5%

**ROCE**

FY23 was 29.2%



22.2%

**ROE**

FY23 was 23.5%



₹0.18Bn

**Net cash in FY24**

FY23 Net debt was  
₹2.4 Bn

\* Interest Income on Fixed Deposit was Rs 443 Mn (Net Interest Cost was Rs 691Mn)

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Capital employed has been calculated as Total assets minus total current liabilities minus surplus cash

# Quarterly Sales Volume/EBITDA/ Net Profit

Profit & Loss (Rs Mn)	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24
<b>Sales Volume (k Ton)</b>	<b>373</b>	<b>427</b>	<b>403</b>	<b>552</b>	<b>423</b>	<b>602</b>	<b>605</b>	<b>650</b>	<b>662</b>	<b>675</b>	<b>604</b>	<b>679</b>
<b>Revenue</b>	25,343	30,839	32,304	42,147	34,386	39,692	43,271	44,311	45,449	46,304	41,778	47,657
<b>EBITDA</b>	2,547	2,222	2,023	2,661	1,939	2,319	2,729	3,229	3,072	3,250	2,796	2,804
<b>EBITDA/ton (Rs)</b>	6,825	5,199	5,023	4,823	4,587	3,850	4,510	4,970	4,645	4,817	4,631	4,132
<b>Net Profit</b>	1,684	1,461	1,279	1,766	1,207	1,502	1,692	2,018	1,936	2,029	1,655	1,704

# FINANCIAL PERFORMANCE





# De-commoditizing Product Portfolio

APL APOLLO TUBES

	Application	Q4FY23			Q1FY24			Q2FY24			Q3FY24			Q4FY24		
		Sales Mix	Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton
		(%)	(K Ton)	(Rs)	(%)	(K Ton)	(Rs)	(%)	(K Ton)	(Rs)	(%)	(K Ton)	(Rs)	(%)	(K Ton)	(Rs)
<b>Apollo Structural</b>	Heavy	6	39	8,437	7	45	7,711	8	51	8,481	10	62	8,177	9	64	7,845
	Super Heavy	0	2	9,604	1	4	8,777	1	5	10,014	1	7	9,551	1	8	9,210
	Light	17	108	6,256	17	111	5,775	17	113	6,258	16	95	5,771	15	102	5,187
	General	46	299	2,579	43	282	2,252	45	301	2,152	41	249	1,771	40	272	1,802
<b>Apollo Z</b>	Rust-proof	25	163	7,327	26	170	6,749	21	144	6,721	20	124	6,144	23	156	4,865
	Coated	1	10	4,424	3	19	4,044	4	29	7,472	6	36	7,516	6	40	6,023
<b>Apollo Galv</b>	Agri/Industrial	4	27	6,780	5	30	6,196	5	32	7,196	5	30	6,452	5	37	5,725
<b>Total</b>		<b>100</b>	<b>650</b>	<b>4,970</b>	<b>100</b>	<b>662</b>	<b>4,645</b>	<b>100</b>	<b>675</b>	<b>4,817</b>	<b>100</b>	<b>604</b>	<b>4,631</b>	<b>100</b>	<b>679</b>	<b>4,132</b>

Standard products with EBITDA around Rs 2,000/ Ton

Value added products with EBITDA more than Rs 5,000/Ton

\*ABPL (New Raipur) products have been re-classified in heavy, Super Heavy, Light and Coated Products

# De-commoditizing Product Portfolio

Product Category	Application	FY20			FY21			FY22			FY23			FY24			Existing capacity	Proposed Capacity	
		Sales Mix	Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton	(KTon)	(KTon)	
		(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)			
APL APOLLO TUBES	Heavy	6	101	4,000	6	95	4,721	7	121	7,422	7	160	7,505	9	223	8,057	352	588	
	Super Heavy	-	-	-	-	-	-	-	-	-	0	2	9,604	1	24	9,395	196	444	
	Light	8	134	4,778	21	352	5,649	19	336	6,683	18	407	5,134	16	421	5,760	905	1,223	
	Apollo Structural	General	55	898	1,361	43	713	1,658	37	647	2,212	44	1,005	2,015	42	1,103	2,005	1,200	1,300
	Apollo Z	Rust-proof	25	401	5,279	25	409	6,692	33	575	7,710	25	567	7,214	23	593	6,120	675	825
		Coated	-	-	-	-	-	-	0	0	-	2	39	5,731	5	125	6,483	300	300
	Apollo Galv	Agri/ Industrial	6	99	3,952	4	71	6,040	4	76	6,442	4	99	5,667	5	129	6,372	180	320
<b>Total</b>		<b>100</b>	<b>1,633</b>	<b>2,923</b>	<b>100</b>	<b>1,640</b>	<b>4,138</b>	<b>100</b>	<b>1,755</b>	<b>5,386</b>	<b>100</b>	<b>2,280</b>	<b>4,481</b>	<b>100</b>	<b>2,618</b>	<b>4,553</b>	<b>3,808</b>	<b>5,000</b>	

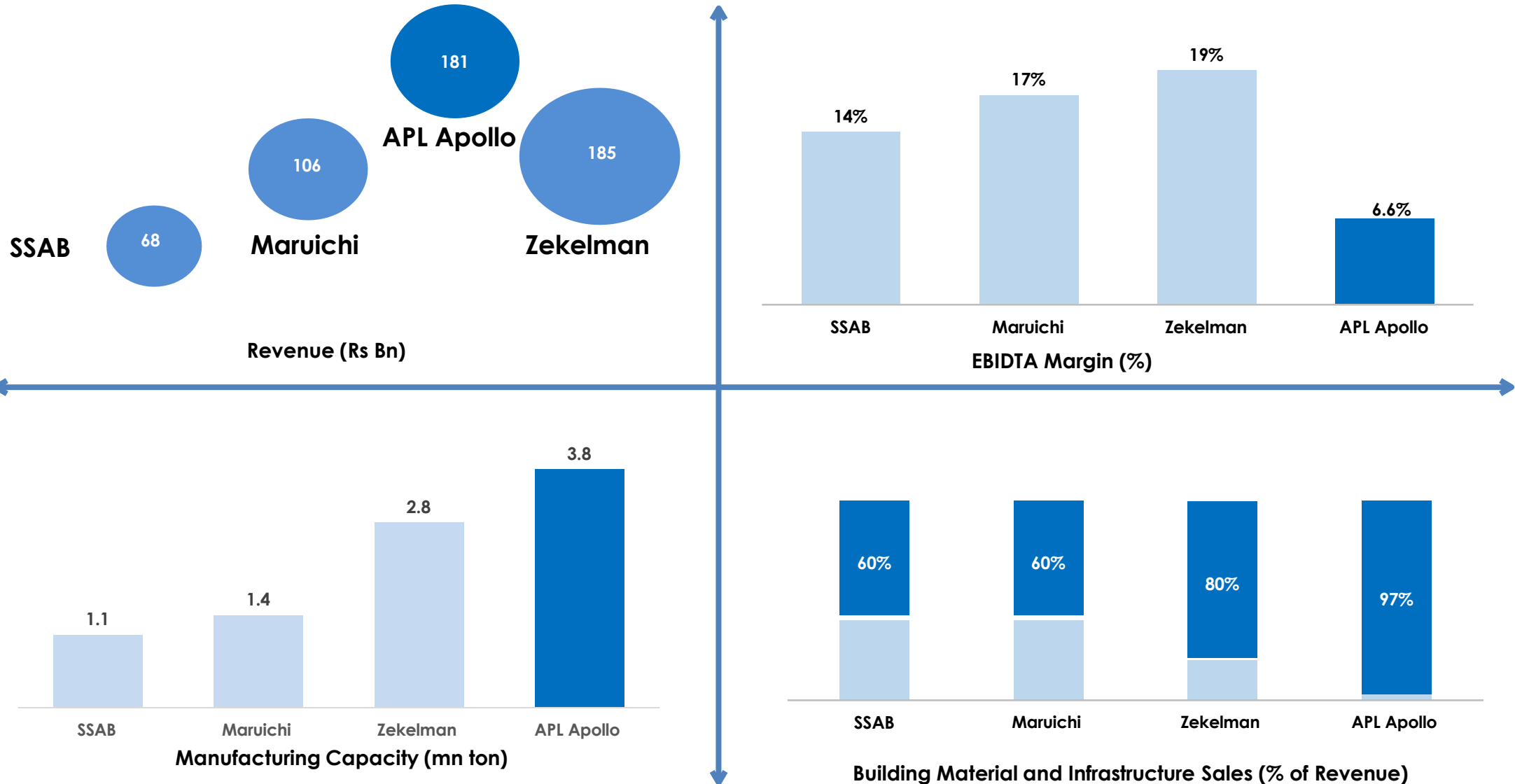
Standard products with EBITDA around Rs 2,000/ Ton

Value added products with EBITDA more than Rs 5,000/Ton

\*ABPL (New Raipur) products have been re-classified in heavy, Super Heavy, Light and Coated Products

\*\* proposed capacity of 5Mn Ton to be completed by FY25

# Global Peer Benchmarking

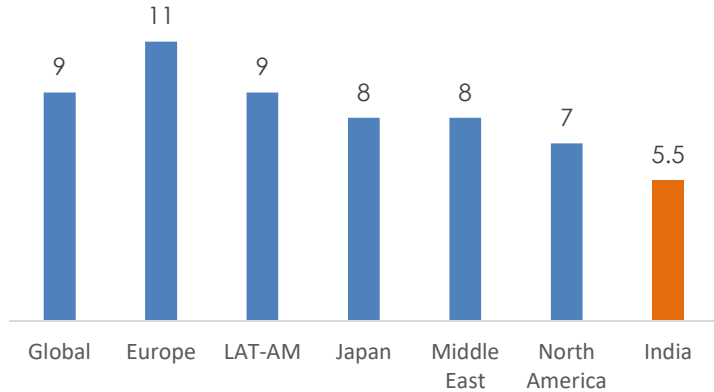


APL APOLLO TUBES

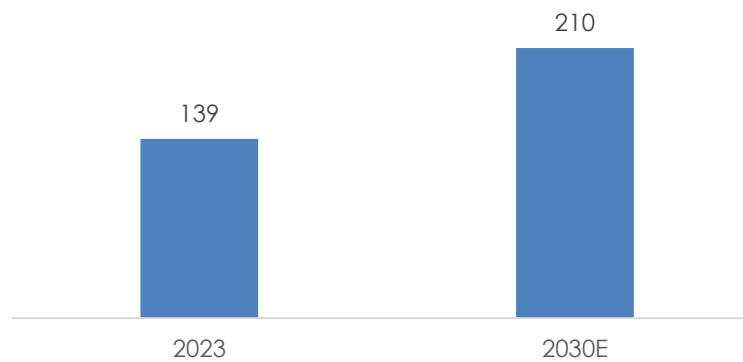
APL Revenue is as per FY24; EBITDA Margin is as per FY24

# India Structural Steel Tube market potential

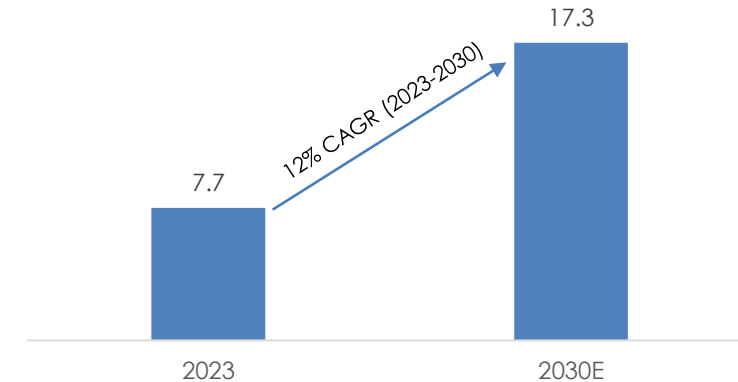
Structural steel tube as % of steel market (2023)



India Steel production (Mn Ton)

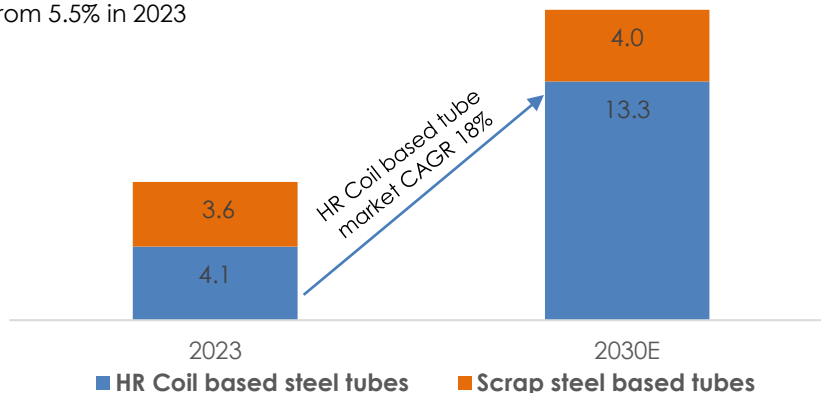


India Structural steel tube market (Mn Ton)



Structural steel tube market potential (Mn Ton)

Structural steel tube share (% of steel market) will increase to 8.3% in 2030 from 5.5% in 2023

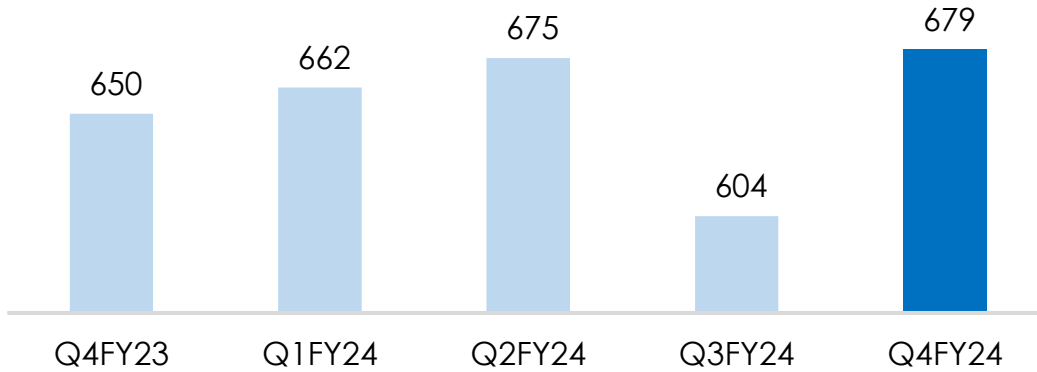


**HR Coil based steel tube market (APL Apollo's addressable market) to grow faster vs scrap steel based tube market due to:**

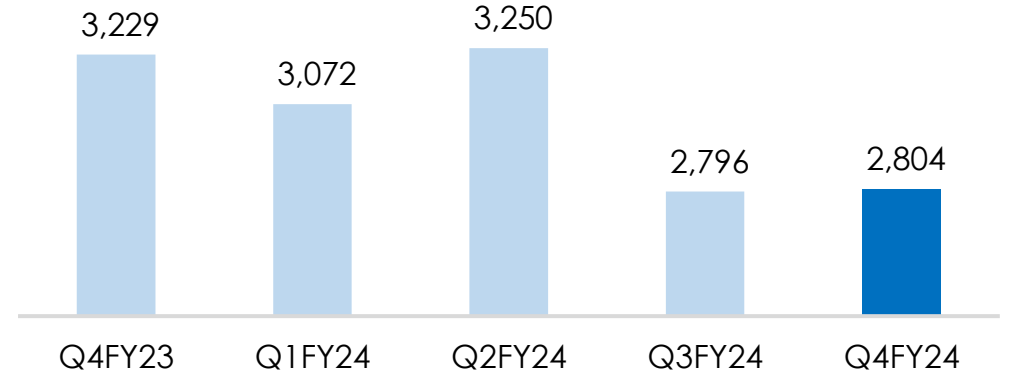
- Superior quality
- Better cost efficiencies for blast furnace HRC mills over local scrap steel melting mills
- Commissioning of new blast furnace HR mills in next 3-4 years which will increase supply of HR coil in India

# Growing Strength to Strength

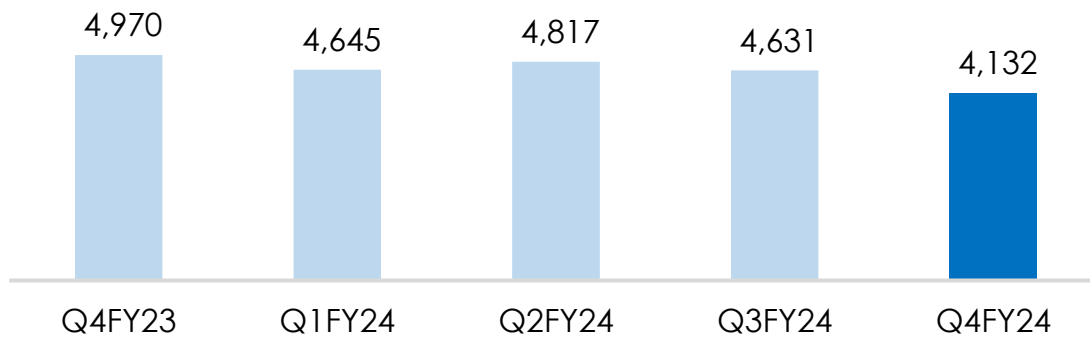
### Volume (k'ton)



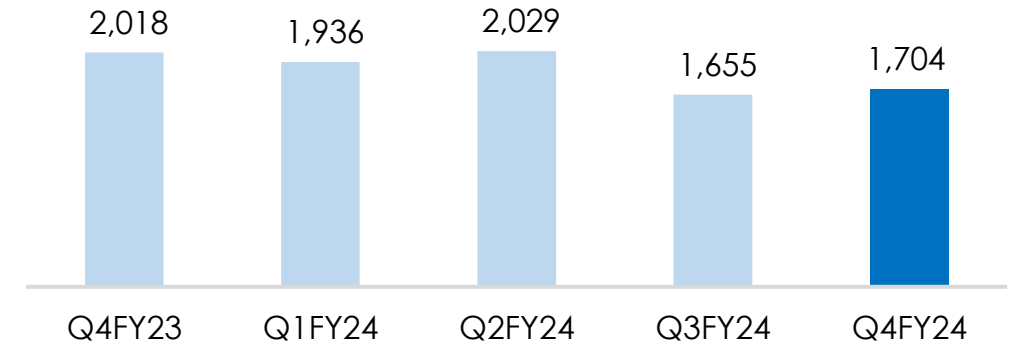
### EBITDA (Rs Mn)



### EBITDA/Ton (Rs)



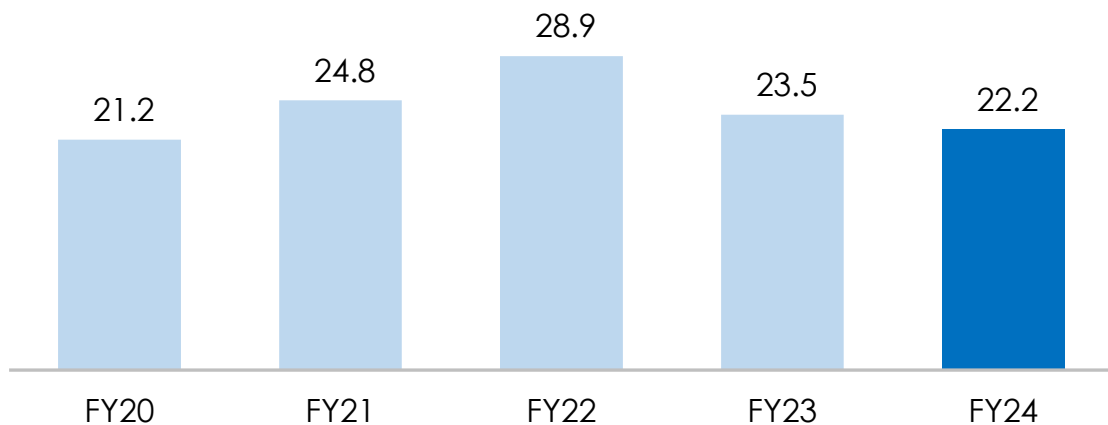
### Net Profit (Rs Mn)



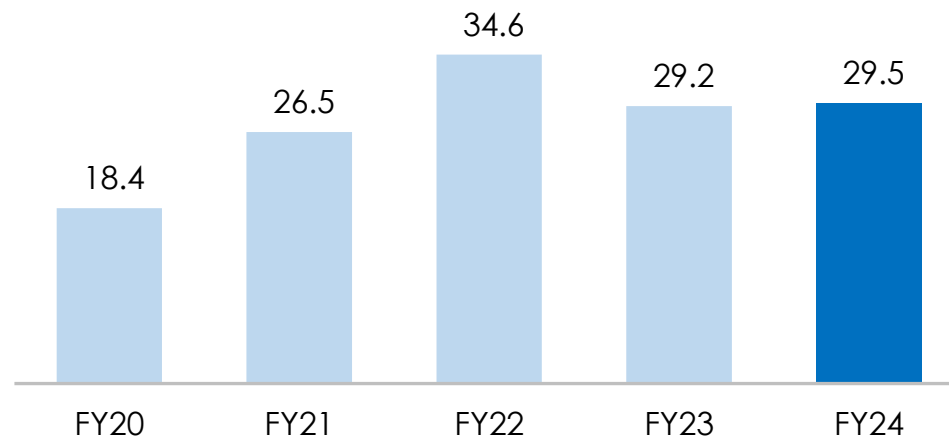
1. Sales Volume and Financials are on consolidated basis  
2. EBITDA has been calculated without other income

# Growing Strength to Strength

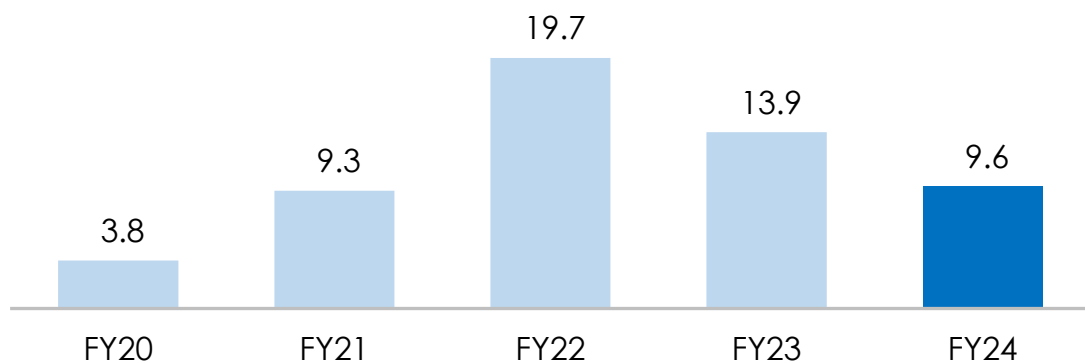
**ROE (%)**



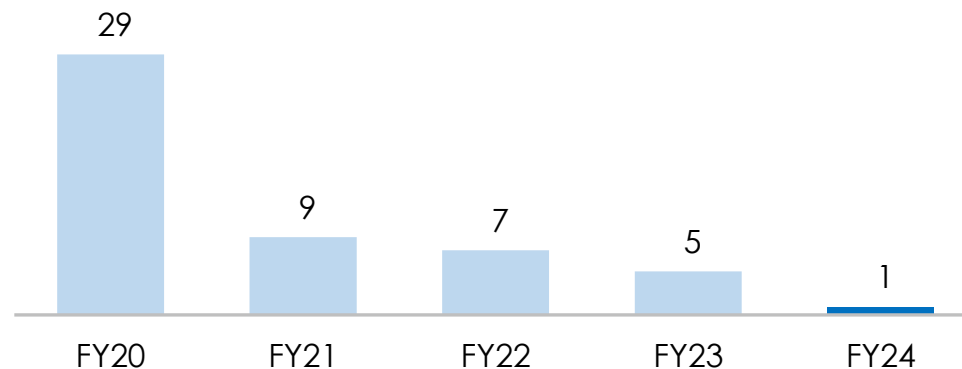
**ROCE (%)**



**Interest Coverage Ratio (x)**



**Net Working Capital Days**

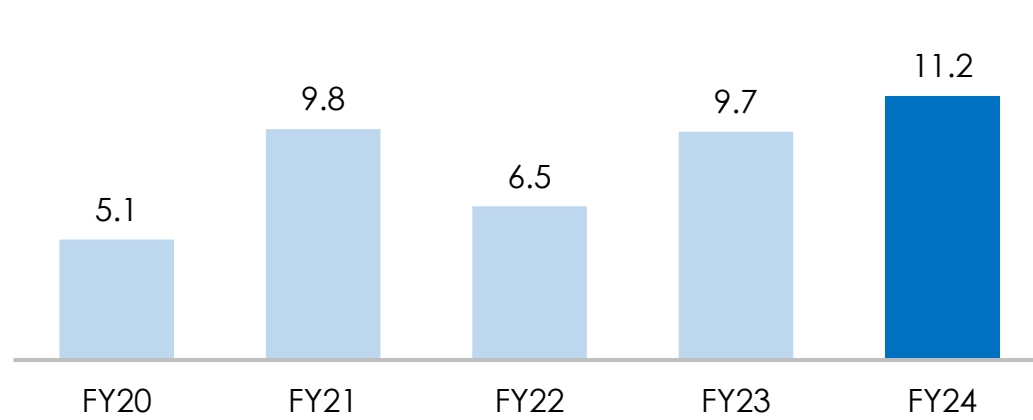


APL APOLLO TUBES

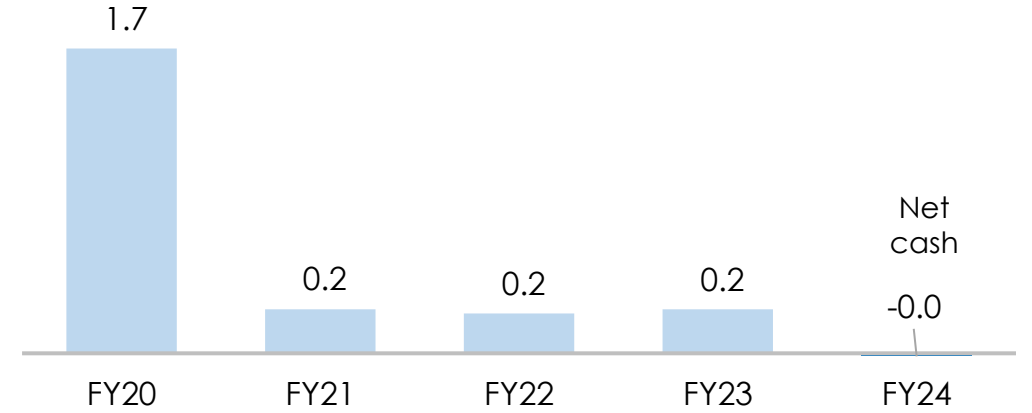
Note 1: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

# Growing Strength to Strength

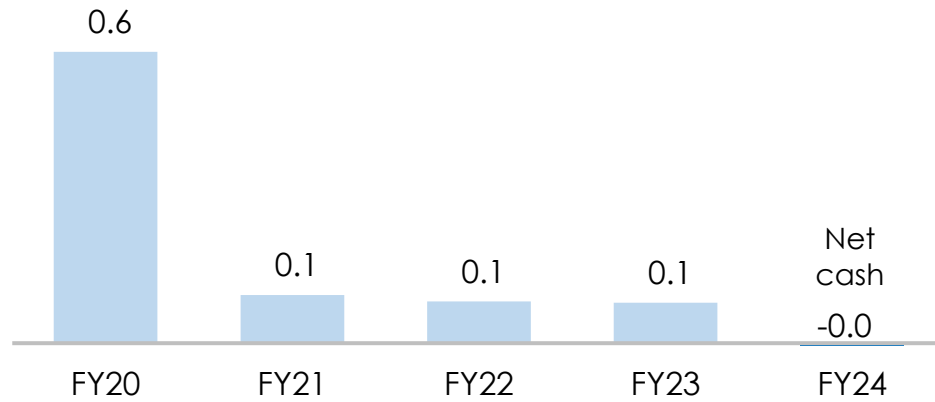
### Operating Cash Flow (Rs Bn)



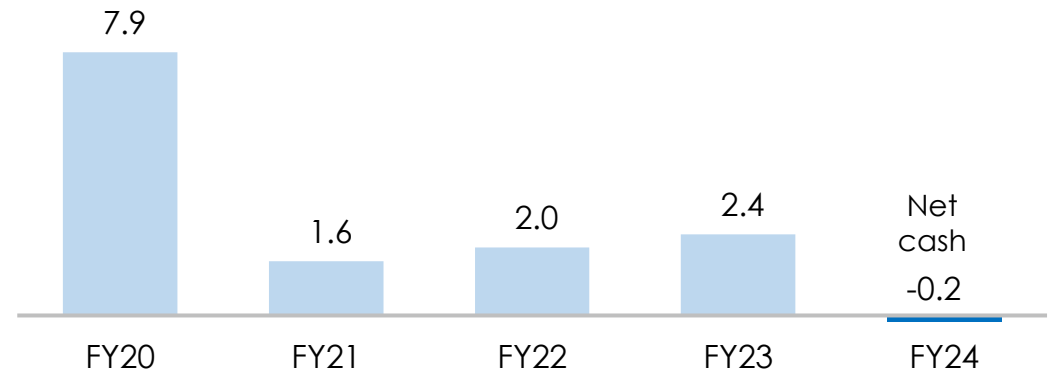
### Net Debt/EBITDA (x)



### Net Debt/ Equity (x)

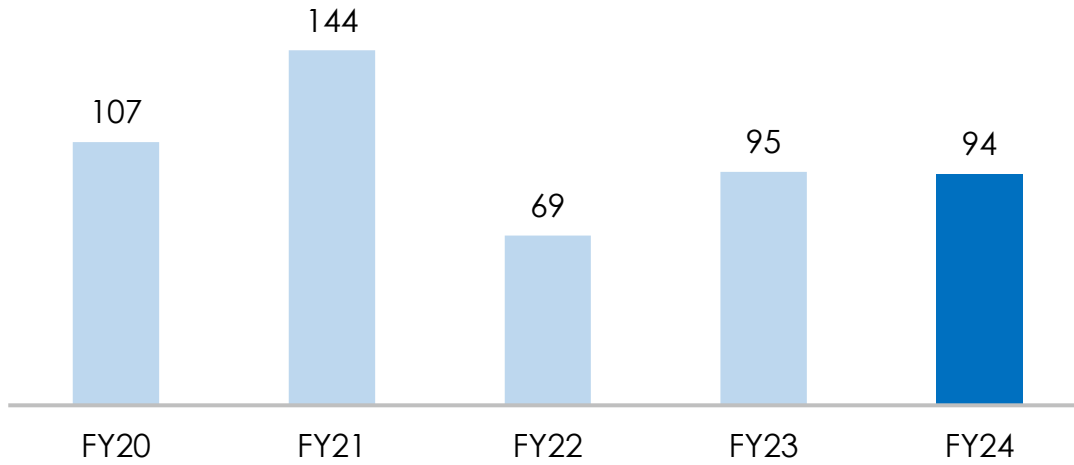


### Net debt/ (cash) (Rs Bn)

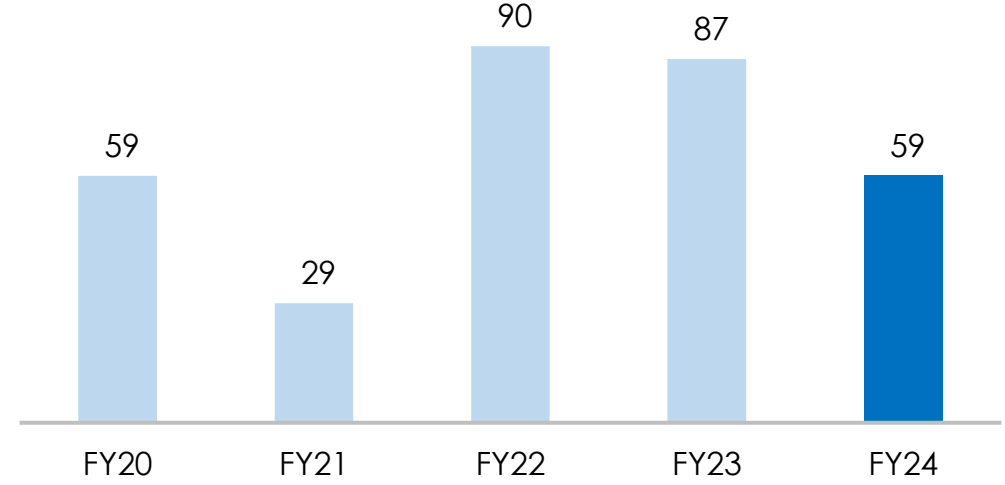


# Growing Strength to Strength

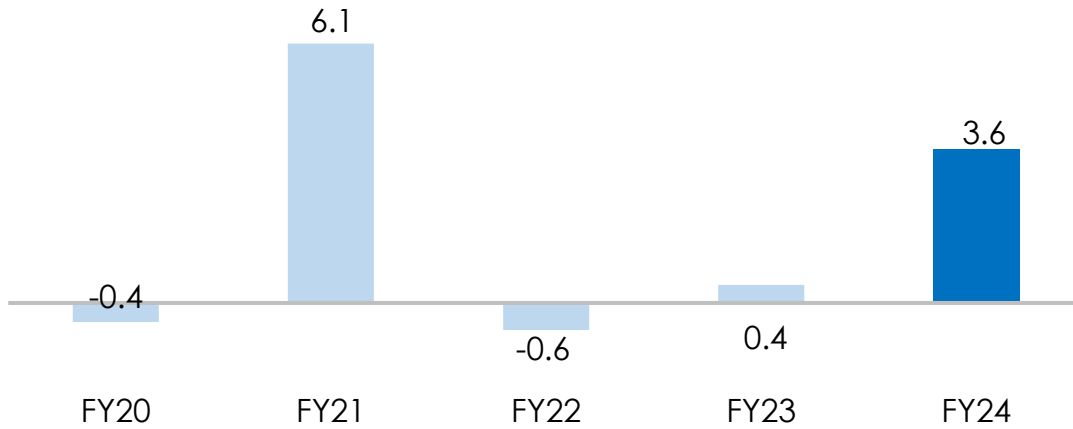
Operating Cashflow to EBITDA (%)



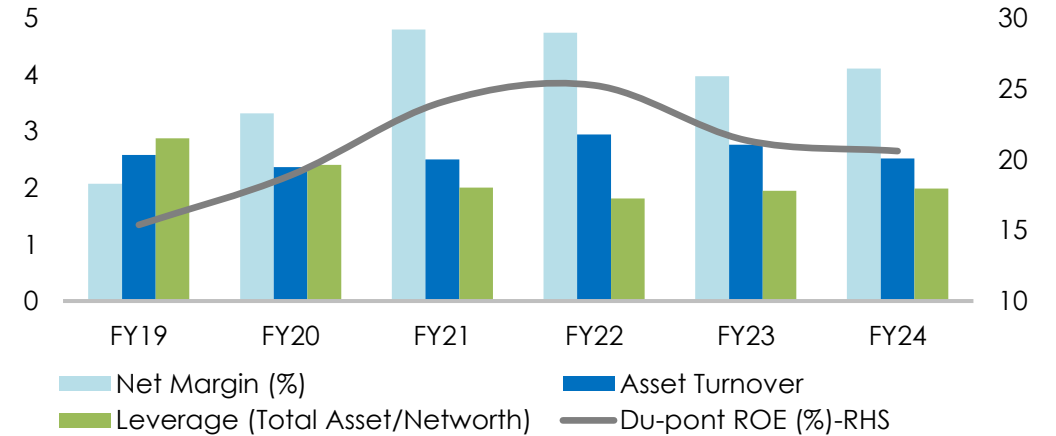
Capex to Op. Cash flow (%)



FCF (Rs Bn)



Du-Pont ROE (%)





# Profit & Loss Statement (Consol)

Particulars (Rs Mn)	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY23	FY24
<b>Sales Volume (K Ton)</b>	<b>650</b>	<b>662</b>	<b>675</b>	<b>604</b>	<b>679</b>	<b>2,280</b>	<b>2,618</b>
Net Revenue	44,311	45,449	46,304	41,778	47,657	1,61,660	1,81,188
Raw Material Costs	37,823	39,207	39,784	35,854	41,326	1,40,178	1,56,172
Employee Costs	595	604	627	644	700	2,062	2,576
Other expenses	2,665	2,565	2,642	2,484	2,827	9,204	10,518
<b>EBITDA</b>	<b>3,229</b>	<b>3,072</b>	<b>3,250</b>	<b>2,796</b>	<b>2,804</b>	<b>10,215</b>	<b>11,922</b>
EBITDA/ton (Rs)	4,970	4,645	4,817	4,631	4,132	4,481	4,553
Other Income	180	217	196	150	186	472	749
Interest Cost	249	271	266	285	311	671	1,134
Depreciation	468	409	413	471	466	1,383	1,759
Tax	673	672	738	535	508	2,214	2,453
<b>Net Profit</b>	<b>2,018</b>	<b>1,936</b>	<b>2,029</b>	<b>1,655</b>	<b>1,704</b>	<b>6,419</b>	<b>7,324</b>

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Trading revenue for Q4FY24 was Rs1.0Bn

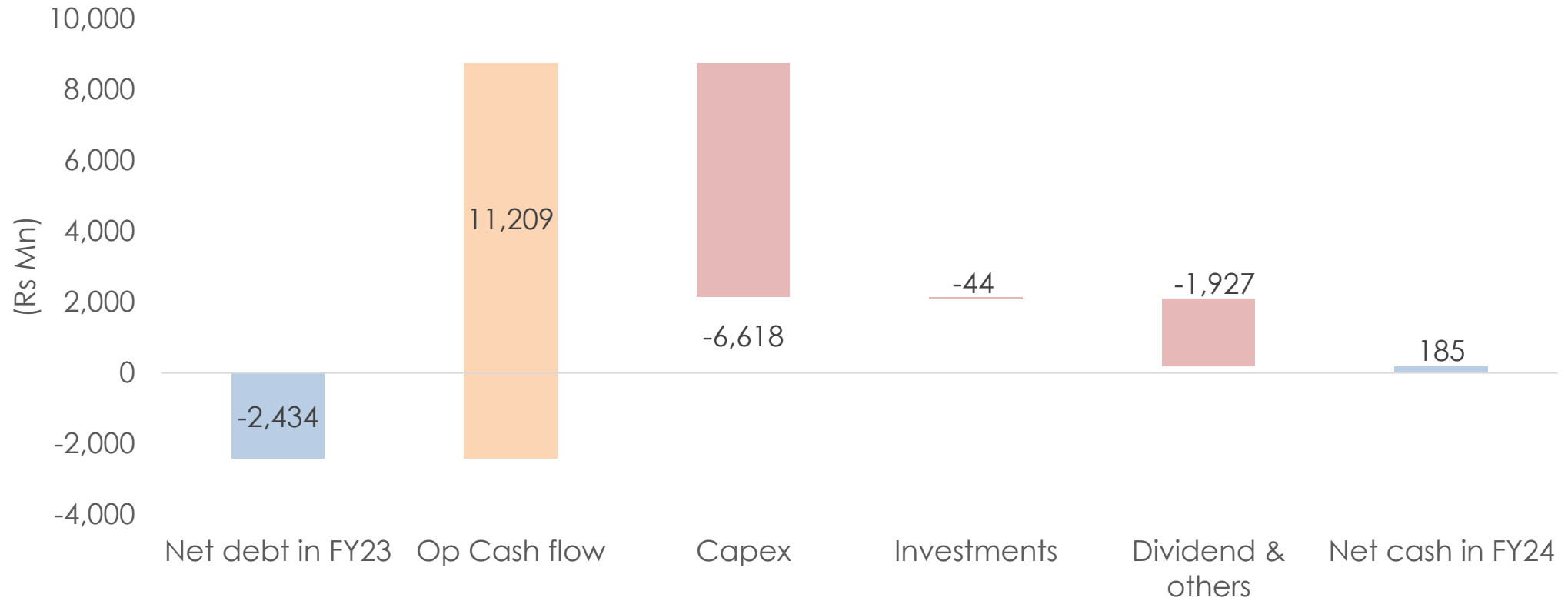
# Balance Sheet & Cash flow (Consol)

Balance Sheet - Assets (Rs mn)	FY24	FY23
Cash & Bank Balance	11,430	6,295
Receivables	1,391	1,374
Inventories	16,379	14,799
Other current assets	4,237	3,110
Fixed assets (net)	32,336	27,232
Right to use Assets	1,103	925
Investments	1,027	960
Other assets/goodwill	3,964	3,821
<b>Total Assets</b>	<b>71,868</b>	<b>58,516</b>
Balance Sheet - Liabilities (Rs mn)	FY24	FY23
Trade payables	19,816	15,970
Other current liabilities	1,757	1,185
Debt	11,245	8,729
Others	3,002	2,576
Minority Interest	0	0
Shareholders' funds	36,046	30,056
<b>Total Equity &amp; Liabilities</b>	<b>71,868</b>	<b>58,516</b>

Cashflow Statement (Rs mn)	FY24	FY23
EBITDA	11,922	10,215
Change in receivables	-1	1,990
Change in inventory	-1,595	-6,340
Change in other WC	2,314	5,494
Tax	-2,180	-2,161
Others/ Income	749	472
<b>Operating cash flow</b>	<b>11,209</b>	<b>9,670</b>
Capex	-6,618	-8,424
Investments	-44	-222
Interest	-941	-602
<b>Free cash flow</b>	<b>3,605</b>	<b>423</b>
Dividend payments	-1,387	-875
Capital increase	28	27
Others	372	32
Net change in cash flow	2,619	-393
Net cash beginning	-2,434	-2,042
<b>Net cash end</b>	<b>185</b>	<b>-2,434</b>

\* Rs 7.95bn FD is classified under Other financial Assets due to maturity of less than 365 days

# Cash Flow Bridge (Rs Mn)



Business continues to generate strong operational cash flows



Capex being funded from internal cash flows

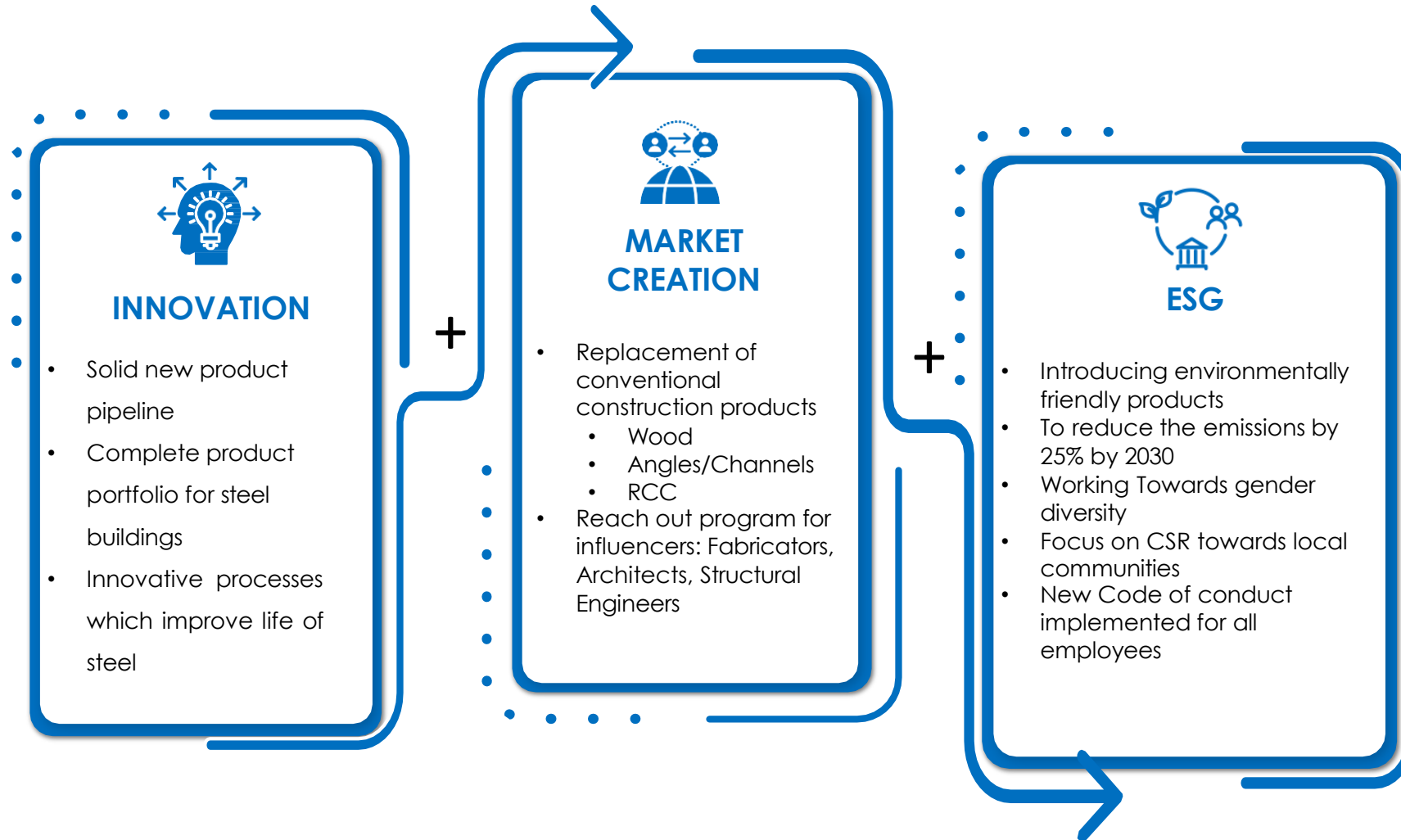


Net cash balance sheet

# BUSINESS STRATEGY



# APL Apollo Vision



# INNOVATION

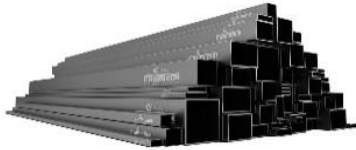
**World's only company** to make steel tubes with  
**size range of 8x8mm to 1000x1000mm** and  
**thickness range of 0.18 mm to 40mm**



# What we have done so far as the first company

## Indian Markets

**Structural** steel square and rectangular tubes:



Structural application in construction Industry

**Pre-galvanized** structural steel tubes (**Apollo Z**):



Corrosive resistant structural applications

**DFT** (Direct Forming Technology)



Faster TAT with tailor made sizes

**300x300mm** dia structural steel tubes:



Heavy structural application in Construction industry

Inline galvanizing (**ILG**)



Superior corrosive resistant product strong demand in coastal market

# What we have done so far as the first company

## Global Markets

**Chaukhat** (Door frame shape tubes)



Replacing Conventional wooden door frames

---

**Rectangular section** of 1:11  
(Length to Breadth)



Replacing Conventional wooden sections

---



# REGISTERED PATENTS PRODUCTS



Double Door Frame



Apollo Signature



Four door Frame



Single Door Frame



Elliptical Tube



D Section



Handrail



Window Frame Tube (L)



Window Frame Tube (T)



Window Frame Tube (Z)



Reflector Tube



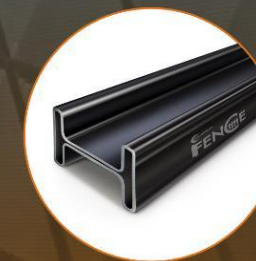
Oval Tube



Plank Tube



Octagon



Fencing Tube



Checkeded Sheets

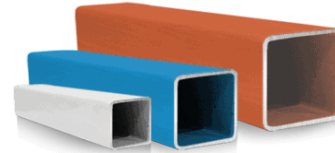
# New Product Pipeline from Raipur plant

**World's 1st thicker  
color coated products**



Superior corrosion resistant,  
high load bearing with  
aesthetics

**World's 1st Color coated  
structural steel tubes**



Superior corrosion resistant  
with aesthetics

**India's 1st 500x500mm  
dia structural steel tubes**

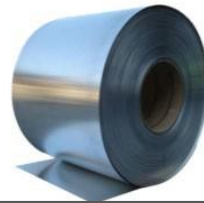


Replacing RCC  
structures/columns in heavy  
construction

**India's 1st and World's  
2nd 1,000x1,000mm**



**India's 1st CRCA  
Black annealed tube**



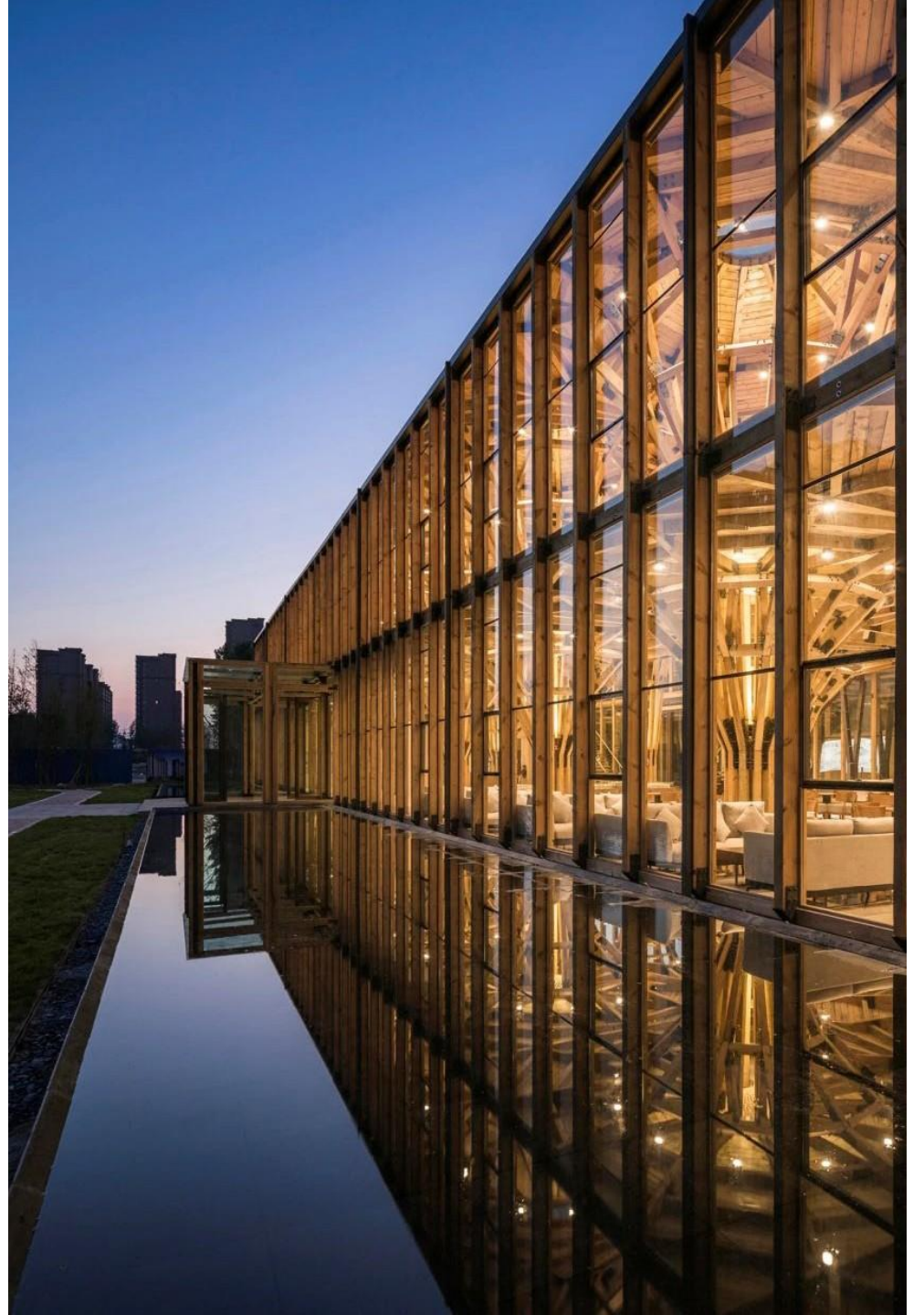
High tensile light structural  
application; bendable; superior rust  
proof properties

**India's 1st AluZinc  
tubes**



Superior rust proof  
properties and better life

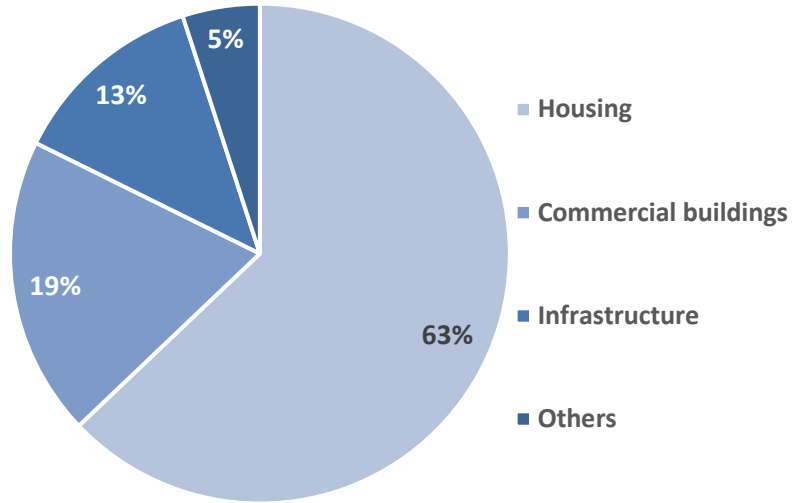
# MARKET CREATION



# Structural Steel Tube Applications

APL APOLLO TUBES

Application Mix

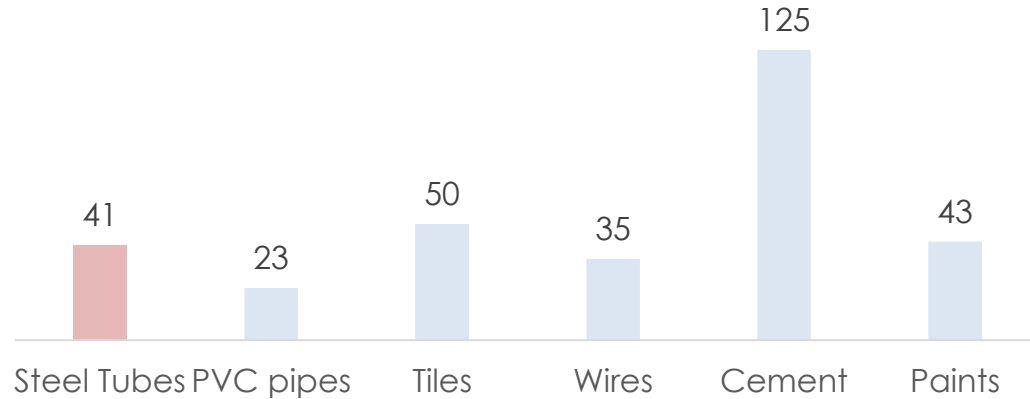


\*As per FY24 revenue

# Steel Tube usage in housing/commercial buildings

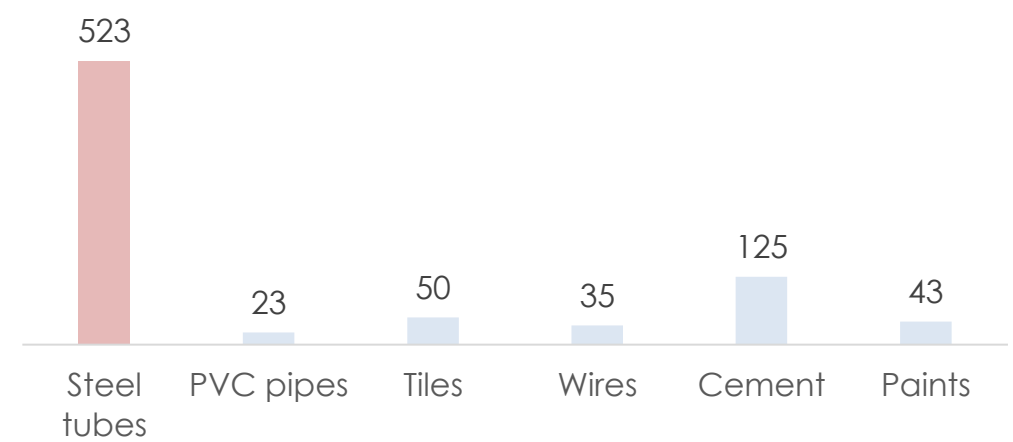
## Housing

Cost (per sq ft in Homes)



## Commercial/Infrastructure

Cost (per sq ft in Commercial/Infra)



### Steel Tube applications in homes



### Steel Tube applications in commercial/infra



Airports



Railway station



Columns



Façade

Tubes are well positioned to play the real estate construction cycle

\*Building with complete structure on tubes

# Diversified product offering

*Created through continuous innovation*

Product Category	Application	Product – visual overview	Key USPs	Applications	Applications – visual overview
Apollo Structural	Super Heavy		First company to introduce DFT technology in India	High-rise, Warehousing, Infrastructure	
	Light		<ul style="list-style-type: none"> <li>Offers columns of 300mm x 300mm, 500mm x 500mm and 1000mm x 1000mm*</li> <li>First company in India to introduce Door frame and Plank</li> </ul>	Column, Beams, Heavy structural erections	
	General		<ul style="list-style-type: none"> <li>Light weight tubes for furniture</li> <li>First company in India to introduce square, rectangular structural steel tubes</li> </ul>	Door Frame, Staircase Steps, Furniture & fencing Electrical Conduits Sheds & Gates, Handrails & Fencing, Balcony Grills Staircase etc.	
					
Apollo Z	Rust-proof		<ul style="list-style-type: none"> <li>First company in India to introduce galvanized sections, replacing galvanized tubes</li> <li>Effective in use in coastal markets</li> </ul>	Roofing Structures, Fabrication Work, Purlins Rafters	
	Coated		High tensile light structural application; bendable; superior rust proof properties	Warehousing Factory Sheds	
Apollo Galv	Agri/Industrial		Effective for use in water applications, being highly non-corrosive in nature	Greenhouse structures Plumbing Firefighting	

# How Have We Created Market..

Conventional Construction Products	Applications	Why Structural Steel Tube replaces these products?
Steel Angle/Channels	Structural support, Towers infrastructure	Uniform Strength, Lower steel consumption
Wood	Furniture, Door Frames, Planks	Cost Effective, Termite Proof, Environmental Friendly
Aluminum Profiles	Facades & Glazing	Cost Effective, Higher Strength
Reinforced Cement Concrete	Construction of Buildings	Faster Construction Environmental Friendly
Fabricated Metal Sheet	Pre-Engineered Steel Buildings	Lower steel consumption Reduces overall project cost

How to replace the conventional products??



**Low Diameter  
Steel Tubes/Low Load  
Bearing**

**High Diameter  
Steel Tubes/High  
Load Bearing**

# REVOLUTIONIZING CONSTRUCTION INDUSTRY





# Tubular Construction Process flow



## Tube Manufacturing

Production of 6,000 ton ERW tubes per day at plants of APL Apollo



## Fabrication

Tubes are sand blasted, then connected using connectors



## Civil Foundation

Civil Foundation & Arrangement of anchor bolts at site to install tube columns



## Hospital Building

Hospital



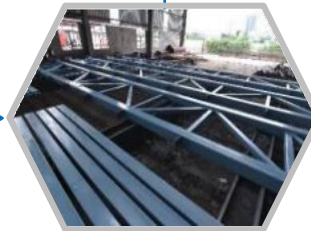
## CTL Line

Cutting of tubes into desired length at APL Apollo plant to minimise wastages



## Painting

Connected structures are painted



## Site Erection

Zero on-site fabrication/Welding; Erection using bolting connections



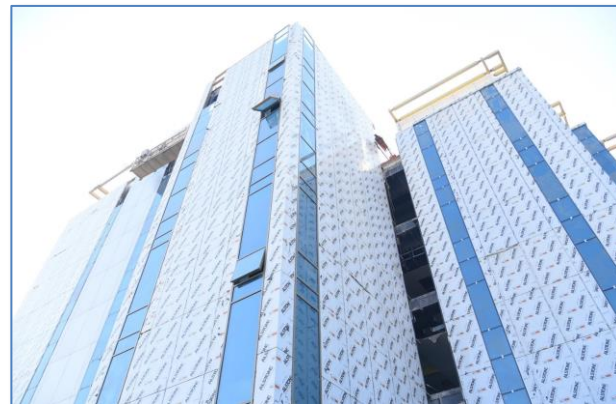
Transfer of cut to length tubes to Fabricator's workshop



Transfer of structure parts to the site

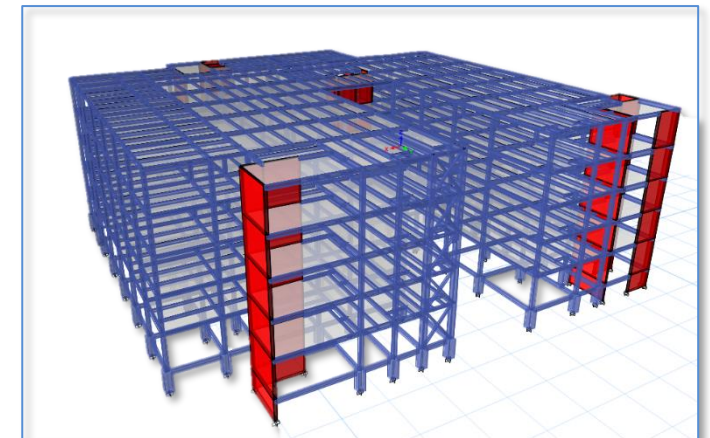
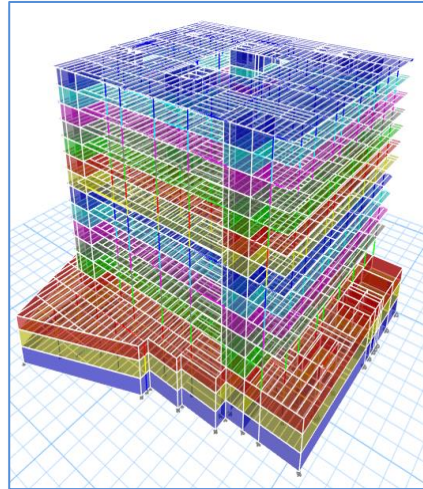
# Completed Delhi Hospital

- GTB Nagar
- Shalimar Bagh
- Sultanpuri
- Geeta Colony
- Sarita Vihar
- Raghuvir Nagar



# Ongoing Hospitals

- Mumbai
- Imphal
- Shillong
- New Delhi



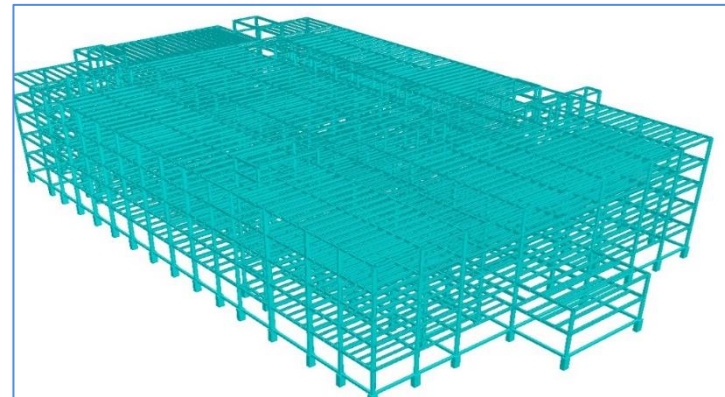
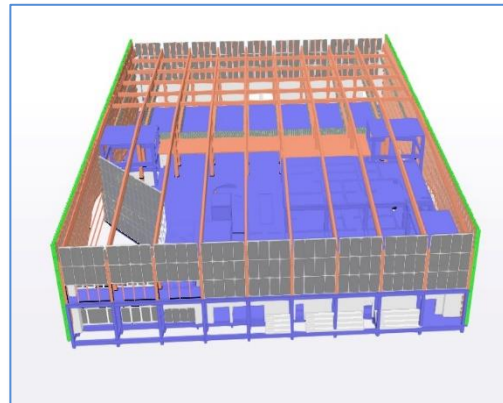
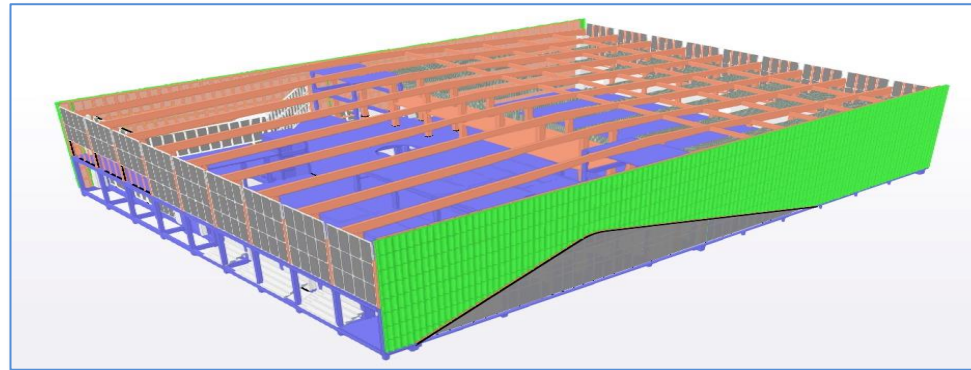
# Educational Projects

- National Sports University
- IIT Roorkee
- IP University
- Amity University



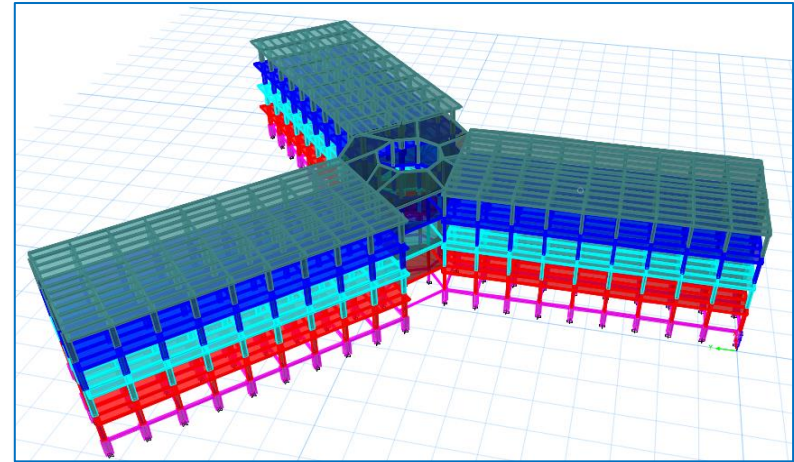
# Educational Projects (contd..)

- IILM University
- Mathura Medical College
- GLA University
- Thapar University
- Modern School



# Residential Projects

Army Housing, Delhi



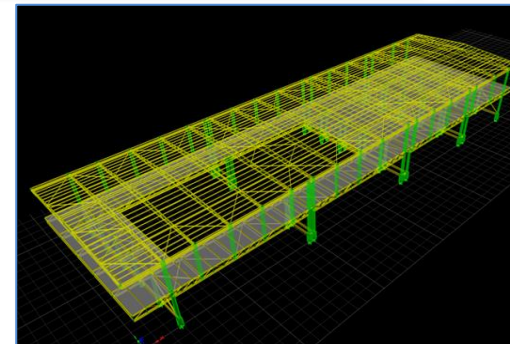
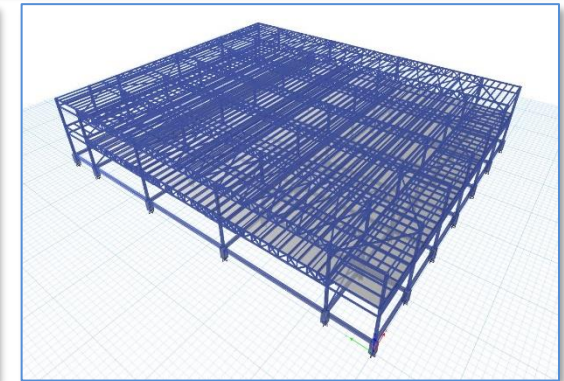
# Commercial Projects

- Orissa Tower 1
- Orissa Tower 2
- Triveni Mall, Bangaluru



# Railway Stations

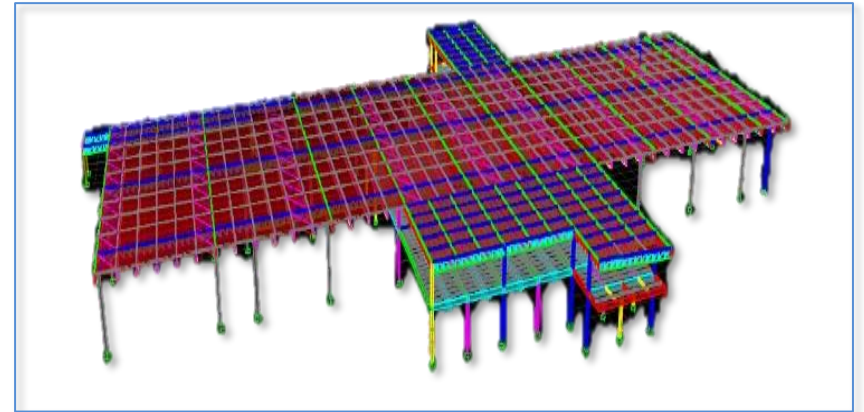
- Andhra Pradesh
- Karnataka
- Maharashtra 1
- Maharashtra 2
- Telangana
- Rajasthan 1
- Uttar Pradesh 1
- Bihar





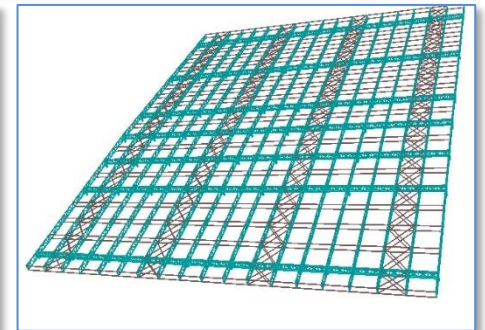
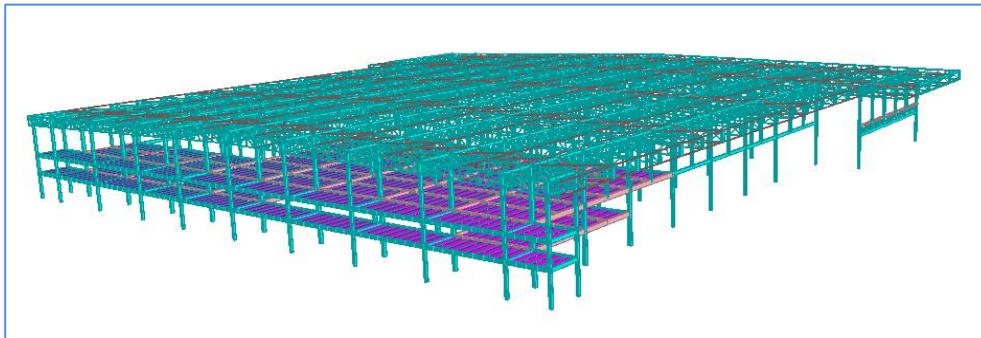
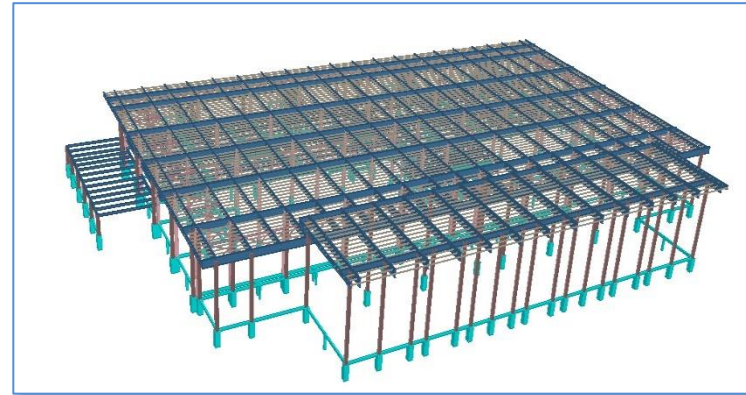
# Railway Stations (contd..)

- Rajasthan 2
- Uttar Pradesh 2
- West Bengal
- Madhya Pradesh
- Gujarat
- Tamil Nadu
- Maharashtra 3
- Uttar Pradesh 3



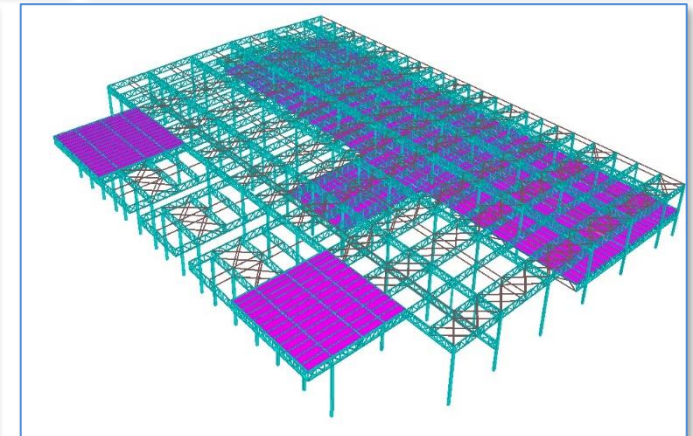
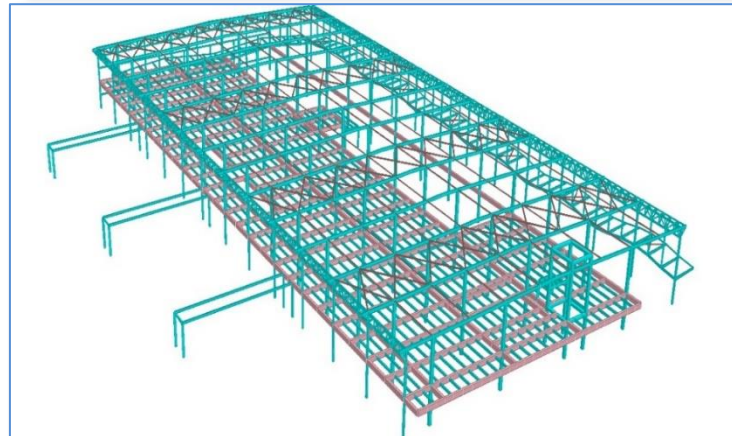
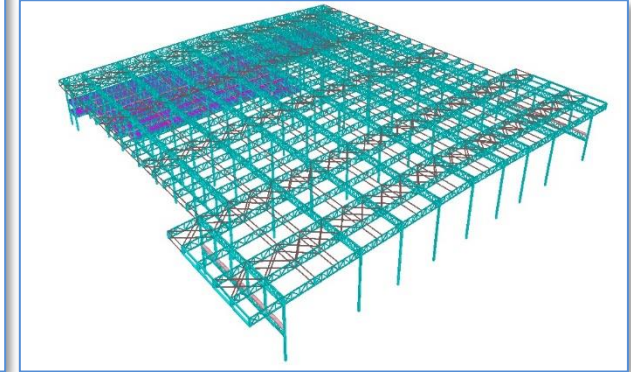
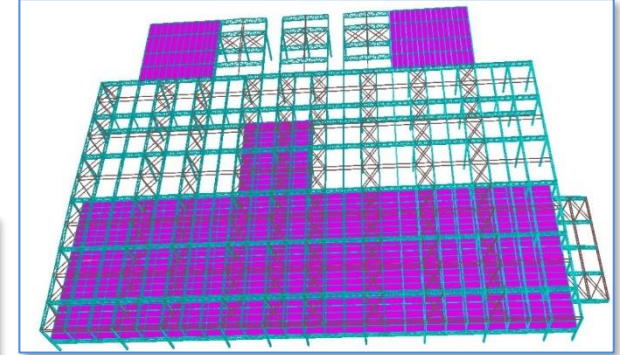
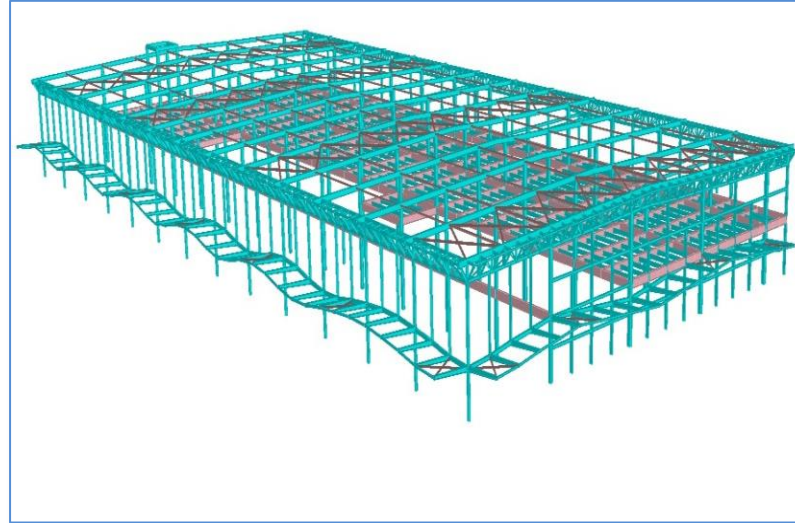
# Airports Projects

- Rajasthan 1
- Uttar Pradesh 1
- Rajasthan 2
- Jammu Kashmir
- Andhra Pradesh 1
- West Bengal



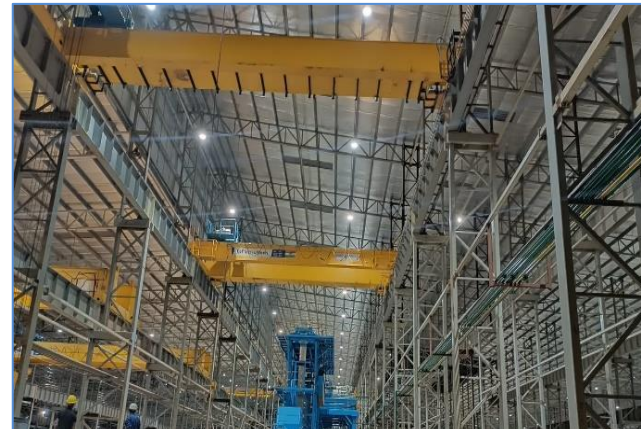
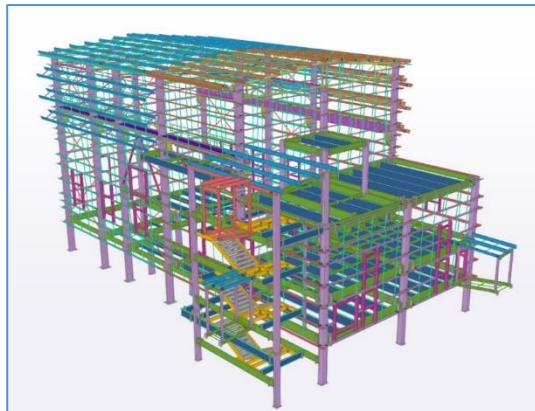
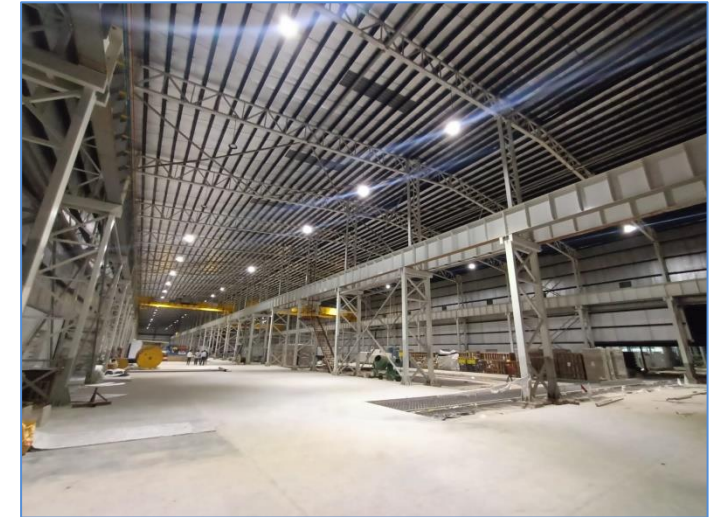
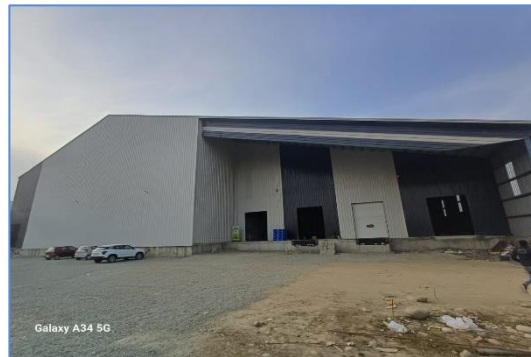
# Airports Projects (contd..)

- Bihar
- Uttar Pradesh 2
- Karnataka 1
- Karnataka 2
- Gujarat
- Uttar Pradesh 3
- Haryana
- Orissa
- Andhra Pradesh 2



# Industrial Projects

- Shakya Warehouse
- Star Cement
- Joyce Agro
- ABPL Shed



# Industrial Projects (contd..)

- Dujana Shed
- Birla Cement
- Carbon Circle



# Applications

- High Rise Buildings
  - Hospitals, Housing, Schools, Courts, Hotels/Malls/Offices
- Warehouses/Cold Storage/Food Parks
- Factory Buildings/Process Structures
- Aviation Hangers
- Data Centres

**45**  
projects

**42mn sq. ft.**  
Visibility

**220,000 ton**  
heavy structural steel  
tubes

**Ongoing enquiries**





# APL Apollo's ESG Transformation Journey

# ESG- DJSI Scoring

APL APOLLO TUBES

MEMBER OF  
**Dow Jones  
Sustainability Indices**  
In Collaboration with RobecoSAM

**APL APOLLO**  
STEEL PIPES

**DJSI FY2023 SCORE**

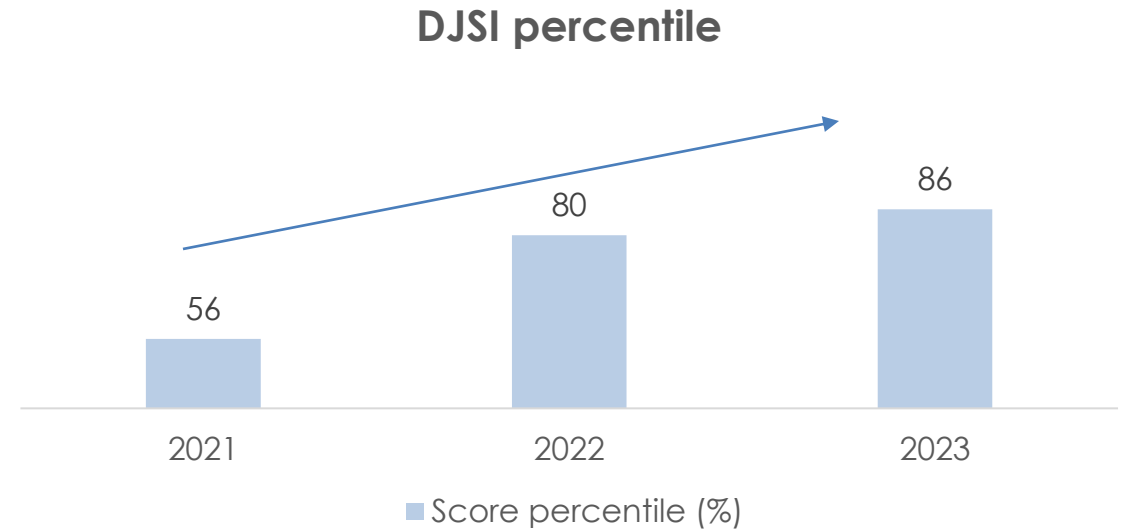
**APL APOLLO TUBES  
STANDS AT 86<sup>TH</sup>  
PERCENTILE**

(IN THE PEER INDUSTRY COMPRISING OF GLOBAL COMPANIES)

**SCORE REACHED A HIGH OF  
40 POINTS, ABOVE THE INDUSTRY AVERAGE OF 24**

**IMPROVEMENT  
ACROSS AREAS**

- Social Dimension
- Governance & Economic Dimension
- Environmental Dimension



**APL APOLLO SCORED 86<sup>TH</sup> PERCENTILE IN 2023**

We expect better score next year as we are improving on ESG parameters



# Commitment and achievements

## Commitments

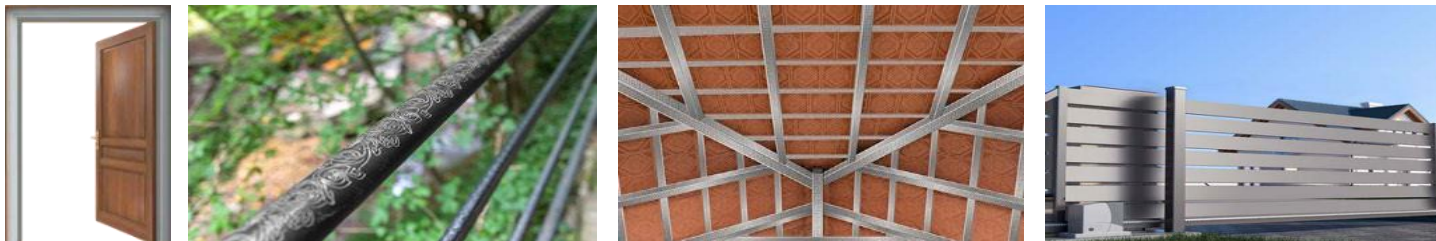
- Committed to reducing Scope 1&2 emissions by 25% by 2030 **E**
- Committed to set near term and Net Zero targets by 2050 **E**
- Renewable energy contribution to be 47% by 2030 from 38% **E**
- Targeted to increase the female workforce by 1% every year **S**
- CSR initiatives in the local communities to uplift their lifestyle **S**
- Skill development trainings and safety trainings **S**
- Occupational Health and safety assessment of all work force **S**
- Training on code of conduct to educate each employee **G**

## Achievements

- Introduced new, environmentally friendly products **E**
- All plants have access to green energy, 2 plants have more than 85% dependency on green energy **E**
- Almost all plants have rainwater harvesting facilities **S**
- Zero accidents by providing safety training at sites **S**
- Attrition rate below 5% **S**
- Hiring female workforce to achieve gender diversity targets **S**
- Given emphasis to CSR initiatives in local communities **S**
- New Code of conduct implemented for all employees **G**

# Front runner for Steel for Green

- APL Apollo is the **1<sup>st</sup>** Company to innovate readymade Doorframe, Fence, Plank and Hand rails as **Steel for Green** Concept which replaced conventional wood application in building construction
- Our Products are saving **250,000 trees** every year, going ahead we will be saving more and more trees to keep the planet greener
- Keeping the **Steel for Green** as priority APL is the **1<sup>st</sup>** Company to innovate **narrow and thicker color coated** galvanized sheets which will save more trees

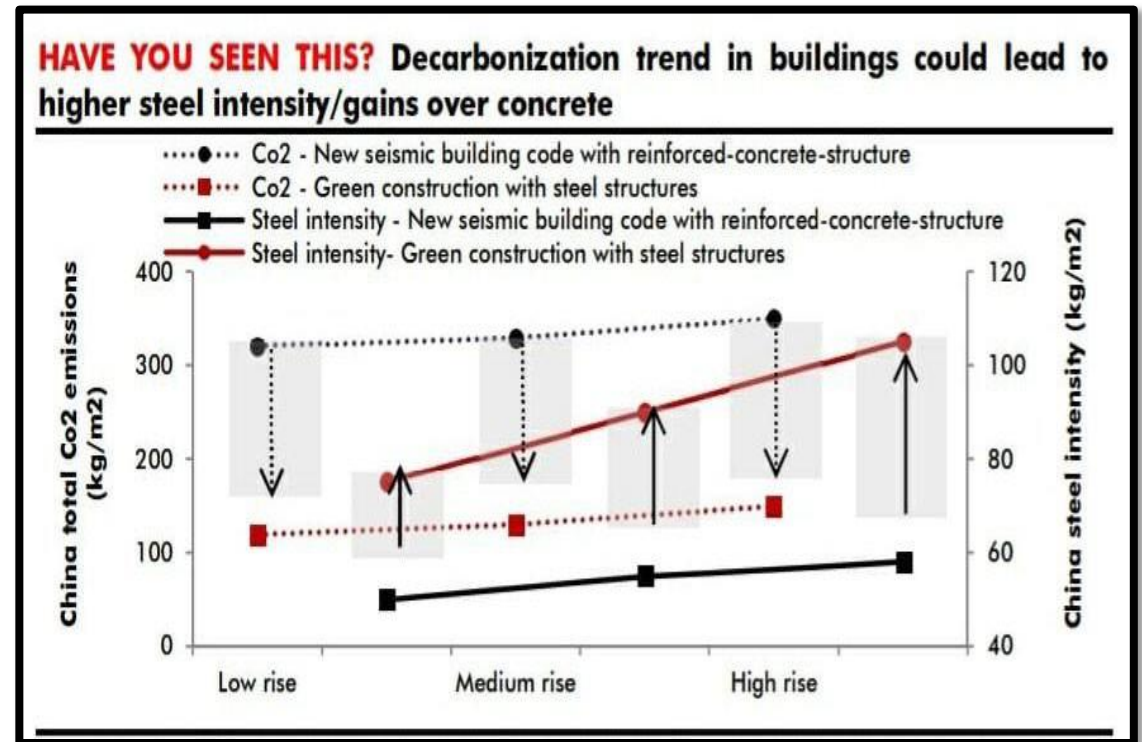


# Steel Buildings = Decarbonization

- Construction sector contributes 30% of direct and indirect Co2 emissions
- Structural steel is preferred for steel buildings because steel is
  - Infinitely recyclable
  - Easy to pre-fabricate
  - High volume to weight ratio
  - Lighter/ stronger structure allow gains inn vertical space

**Research indicates replacing reinforced concrete with steel structures can reduce emission by 60%**

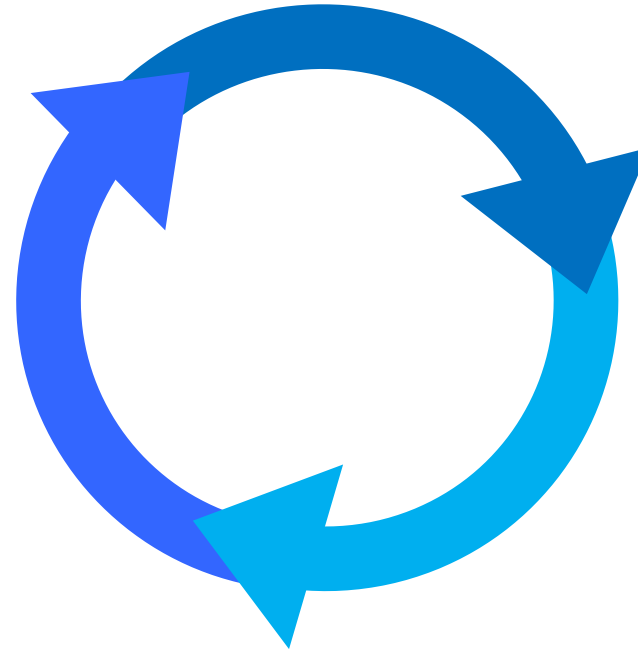
## Steel Structure - RCC Structure



# Financial Priorities under Strong Governance

## Growth

- Profitable Organic Growth
- Commitment to R&D and Talent
- Innovate products to replace conventional construction methods



## Earnings

- Drive sustainable EPS growth
- Attain earnings objectives across economic cycles

## Capital Allocation

- Drive sustainable EPS growth
- Attain earnings objectives across economic cycles
- Achieve ROCE  $\geq$  30%

# Board of Directors

**Sanjay Gupta**  
Chairman & Managing Director

Steel Industry veteran with 3 decades of experience



**Vinay Gupta**  
Director

More than 20 years of industry experience in the manufacturing and trading pipes, tubes and sheets.



**Rahul Gupta**  
Director

A promising entrepreneur with an experience of around 5 years in Steel Tubes Manufacturing



**Neeru Abrol**

**Independent Director**

A Chartered Accountant, having 4 decade of professional experience in various sectors | Worked for 26 Yr in SAIL



**Ashok Kumar Gupta**  
Vice Chairman

Steel industry veteran with 4 decades of experience



**Abhilash Lal**

**Independent Director**

3 decades of professional experience in senior roles across financial services including banking, PE & others



**Anil Kumar Bansal**

**Independent Director**

Former Director of NABARD, CARE Ratings & others  
4 decades of experience in banking industry



**Deepak Goyal**

**Director-Operations**

2 decades of professional experience in steel tube industry



**Virendra Singh Jain**

**Independent Director**

Board member of Dalmia Bharat Ltd | Ex-Chairman of SAIL | Ex-Executive Director at IOC



**H.S. Upendra Kamath**  
Independent Director

Former CMD of Vijaya Bank. Having 4 decades experience in the Indian Banking Industry.



**Asha Anil Agarwal**  
Independent Director

Former Principal Chief Commissioner of Income Tax . Having 4 decades of rich experience in the Indian Revenue Service.



# Our Leadership



**Sanjay Gupta**  
Chairman & Managing Director



**Vinay Gupta**  
Director



**Rahul Gupta**  
Director



**Deepak Goyal**  
Director-Operations



**Anubhav Gupta**  
Chief Strategy Officer



**Ravindra Tiwari**  
Chief Sales Officer



**Chetan Khandelwal**  
Chief Financial Officer



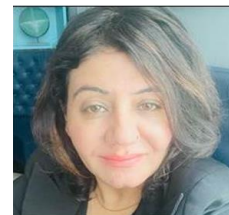
**CK Singh**  
Chief Operating Officer



**Vaibhaav Sharma**  
Chief Information Officer



**Deepak C S**  
Company Secretary &  
Chief Compliance Officer



**Charu Malhotra**  
Chief Branding Officer



**Amit Thakur**  
Chief Procurement  
Officer



**Utkarsh Dwivedi**  
CEO  
International Business

# Thank You

For further information,  
please contact:

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## **Shubham Mittal**

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Email: [shubhammittal@aplapollo.com](mailto:shubhammittal@aplapollo.com)

## **Deepak Goyal**

APL Apollo Tubes Ltd  
Tel: +91 120 691 8000  
Email: [deepakgoyal@aplapollo.com](mailto:deepakgoyal@aplapollo.com)





## APL Apollo Tubes Limited

Regd. Office: 37, Hargobind Enclave, Vikas Marg, Delhi – 110 092  
Corp. Office: SG Centre, Plot No. 37-C, Block-B, Sector-132, Noida,  
Distt. Gautam Budh Nagar, U.P.-201304

### FY24 FINANCIAL PERFORMANCE

- Sales volume of 2.6mn Ton, +15% YoY
- EBITDA of Rs11.9bn, +17% YoY
- Net Profit of Rs7.3bn, +14% YoY



**Noida, May 11, 2024:** APL Apollo Tubes Limited (APL Apollo), India's leading branded structural steel tube company, today announced its financial results for the quarter ending March 31, 2024.

### FY24 Financial performance highlights

- Sales volume was increased by 15% YoY to 2.6mn Tons
- Revenue was increased by 12% YoY to Rs181.2bn
- EBITDA was increased by 17% YoY to Rs11.9bn
  - EBITDA per ton was Rs4,553 (+2% YoY)
- Net Profit was increased by 14% YoY to Rs7.3bn



## Q4FY24 Financial performance highlights

---

- Sales volume was increased by 4% YoY/ 12% QoQ to 679k tons
- Revenue was increased by 8% YoY/ 14% QoQ to Rs47.7bn
- EBITDA was Rs2.8bn (unchanged QoQ/ 13% YoY decline)
  - EBITDA per ton was Rs4,132 (decreased by 17% YoY/ 11% QoQ)
- Net Profit was Rs1.7bn (up 3% QoQ/ decline by 16% YoY)

## Mr. Sanjay Gupta, Chairman, APL Apollo, comments on Q4FY24 and FY24 results

---

"The company has performed across financial metrics in FY24 with sales volume +15% YoY, EBITDA +17% YoY and net profit +14% YoY. The key milestone was to achieve a net cash balance sheet as on 31 March 2024. This is after the fact that the company invested Rs23.7bn in last 4 years in its capacity expansion program.

The Q4FY24 performance was slightly weak as demand got impacted ahead of general elections and ongoing slowdown in retail spending. The company had to offer extra discounts to its clients to push up sales volume. However, we are encouraged to see strong sales growth in our value-added product portfolio such as the heavy structural steel tubes and coated products. The company's relentless dedication to quality and customer satisfaction has propelled it to the forefront of the industry.

After almost a year since its greenfield commissioning, the Raipur plant is set to enter a new phase of accelerated production while maintaining the highest standards of efficiency and reliability. APL's strategic expansion of its Dubai facility not only strengthens the company's global presence but also enhances its capacity to serve clients across international markets. The initial results are encouraging with good response from global steel tube distributors for APL Apollo's products. We continue to remain prudent with our working capital management, which remains best in the building material sector."

### About APL Apollo Tubes Limited

APL Apollo Tubes Limited (APL Apollo) BSE: 533758, NSE: APLAPOLLO is India's leading structural steel tube manufacturer. Headquartered at Delhi NCR, the Company operates 11 manufacturing facilities with a total capacity of 3.8 million tons. It has a pan-India presence with units strategically located in Sikandarabad (UP), Hyderabad, Bangalore, Hosur (Tamil Nadu), Raipur (Chhattisgarh), Malur (Karnataka), Murbad (Maharashtra) and Umm Al Quwain (UAE). APL Apollo's multi-product offerings include over 2,500 varieties for multiple building material structural steel applications. With state-of-the-art-manufacturing facilities, APL Apollo serves as a 'one-stop shop' for a wide spectrum of products, catering to an array of industry applications such as urban infrastructure and real estate, rural housing, commercial construction, greenhouse structures and engineering applications. The Company's vast 3-tier distribution network of over 800 Distributors is spread across India, with presence in over 300 towns and cities.

For more information about us, please visit [www.aplapollo.com](http://www.aplapollo.com) or contact:

#### Deepak Goyal

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