



20th January 2025

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 nine months ended December 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 Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2024.

This disclosure along with the enclosures shall be made available on the website of the Company viz. www.aplapollo.com .

Yours faithfully
For APL Apollo Tubes Limited

Vipul Jain
Company Secretary and
Compliance Officer

Encl: a/a

APL Apollo Tubes Limited (CIN-L74899 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 Indll. Area, Raipur, Chhattisgarh - 493661, India | Unit - 5 : Sy. No. 443, 444, 538, 539, Wadiaram (VIII), 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. 2B-33, Kurandhalli Village, Kasaba Hobli, Malur, Taluk, Distt. Kolar-563130, Karnataka

Email : info@aplapollo.com | Web : www.aplapollo.com



APLAPOLLO[®]

STEEL PIPES

**REVOLUTION THE WORLD
OF TUBES WITH**



NAYI SOCH

**WORLD'S FIRST COMPANY TO PRODUCE
TUBES FROM 8X8MM TO 1000X1000MM
WITH 0.18MM TO 40MM THICKNESS**

Q3FY25 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

- Q3FY25 at glance
- Financial Performance
- Business Strategy
- Demand Drivers
- ESG Engagement
- Team APL Apollo



Q3FY25 at a Glance



828k Ton

Sales Volume

37% YoY increase
9% QoQ increase



₹54.3 Bn

Revenue

30% YoY increase
14% QoQ increase



₹3.5Bn

EBITDA

24% YoY increase
150% QoQ increase



₹4,173

EBITDA/ton

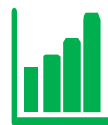
10% YoY decline
129% QoQ increase



56%

Value Added Sales mix

Q2FY25 was 55%



₹368 Mn

Interest Cost

29% YoY increase
1% QoQ increase



₹2.2Bn

Net profit

31% YoY increase
303% QoQ increase



₹2.7Bn

Cash profit

26% YoY increase
166% QoQ increase



2 days

Net WC in 9MFY25

FY24 was 1 day



20.7%

ROCE in 9MFY25

FY24 was 29.5%



16.4%

ROE in 9MFY25

FY24 was 22.2%



₹1.0Bn

Net debt in 9MFY25

FY24 Net cash was ₹0.18 Bn

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

Note 3: NWC/ ROCE/ ROE have been annualized for FY25 on basis of 9MFY25

Note 4: EBIT has been calculated without other income for ROCE calculation

9MFY25 at a Glance



2,308k Ton

Sales Volume

19% YoY increase



₹151.8 Bn

Revenue

14% YoY increase



₹7.9Bn

EBITDA

14% YoY decline



₹ 3,403

EBITDA/ton

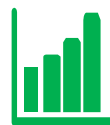
28% YoY decline



57%

Value Added Sales mix

9MFY24 was 57%



₹1,010 Mn

Interest Cost

23% YoY increase



₹4.6Bn

Net profit

17% YoY decline



₹ 6.1Bn

Cash profit

12% YoY decline



2 days

Net WC in 9MFY25

FY24 was 1 day



20.7%

ROCE in 9MFY25

FY24 was 29.5%



16.4%

ROE in 9MFY25

FY24 was 22.2%



₹1.0Bn

Net debt in 9MFY25

FY24 Net cash was ₹0.18 Bn

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

Note 3: NWC/ ROCE/ ROE have been annualized for FY25 on basis of 9MFY25

Note 4: EBIT has been calculated without other income for ROCE calculation

Highest ever Quarterly Volume, EBITDA & PAT

| Profit & Loss (Rs Mn) | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24 | Q2FY24 | Q3FY24 | Q4FY24 | Q1FY25 | Q2FY25 | Q3FY25 |
|-----------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales Volume (k Ton) | 552 | 423 | 602 | 605 | 650 | 662 | 675 | 604 | 679 | 721 | 758 | 828 |
| Revenue | 42,147 | 34,386 | 39,692 | 43,271 | 44,311 | 45,449 | 46,304 | 41,778 | 47,657 | 49,743 | 47,739 | 54,327 |
| EBITDA | 2,661 | 1,939 | 2,319 | 2,729 | 3,229 | 3,072 | 3,250 | 2,796 | 2,804 | 3,016 | 1,380 | 3,456 |
| EBITDA/ton (Rs) | 4,823 | 4,587 | 3,850 | 4,510 | 4,970 | 4,645 | 4,817 | 4,631 | 4,132 | 4,183 | 1,821 | 4,173 |
| Net Profit | 1,766 | 1,207 | 1,502 | 1,692 | 2,018 | 1,936 | 2,029 | 1,655 | 1,704 | 1,932 | 538 | 2,170 |

FINANCIAL PERFORMANCE



De-commoditizing Product Portfolio (QoQ)

APL APOLLO TUBES

| | Application | Q3FY24 | | | Q4FY24 | | | Q1FY25 | | | Q2FY25 | | | Q3FY25 | | |
|-------------------|-----------------|------------|------------|--------------|------------|------------|--------------|------------|------------|--------------|------------|------------|--------------|------------|------------|--------------|
| | | 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) |
| Apollo Structural | Heavy* | 12 | 70 | 8,321 | 11 | 72 | 7,989 | 10 | 69 | 8,140 | 8 | 63 | 5,801 | 10 | 80 | 8,398 |
| | Light | 16 | 95 | 5,771 | 15 | 102 | 5,187 | 15 | 110 | 5,169 | 17 | 127 | 2,899 | 17 | 143 | 5,226 |
| | General | 41 | 249 | 1,771 | 40 | 272 | 1,802 | 40 | 288 | 1,944 | 45 | 338 | -24 | 44 | 360 | 1,970 |
| Apollo Z | Rust-proof | 20 | 124 | 6,144 | 23 | 156 | 4,865 | 23 | 168 | 4,958 | 20 | 150 | 2,567 | 20 | 166 | 5,199 |
| | Coated | 6 | 36 | 7,516 | 6 | 40 | 6,023 | 7 | 52 | 5,757 | 7 | 51 | 3,395 | 6 | 46 | 5,921 |
| Apollo Galv | Agri/Industrial | 5 | 30 | 6,452 | 5 | 37 | 5,725 | 5 | 34 | 5,698 | 4 | 29 | 3,340 | 4 | 34 | 5,805 |
| Total | | 100 | 604 | 4,631 | 100 | 679 | 4,132 | 100 | 721 | 4,183 | 100 | 758 | 1,821 | 100 | 828 | 4,173 |

Standard products with EBITDA around Rs 2,000/ Ton

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

*Heavy and super heavy segments has been combined into Heavy section

De-commoditizing Product Portfolio (YoY)

| Product Category | Application | FY21 | | | FY22 | | | FY23 | | | FY24 | | | 9MFY25 | | | 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) | | |
| Apollo Structural | Heavy* | 6 | 95 | 4,721 | 7 | 121 | 7,422 | 7 | 162 | 7,534 | 9 | 247 | 8,188 | 9 | 212 | 7,544 | 748 | 1,032 |
| | Light | 21 | 352 | 5,649 | 19 | 336 | 6,683 | 18 | 407 | 5,134 | 16 | 421 | 5,760 | 16 | 379 | 4,430 | 955 | 1,023 |
| | General | 43 | 713 | 1,658 | 37 | 647 | 2,212 | 44 | 1,005 | 2,015 | 42 | 1,103 | 2,005 | 43 | 987 | 1,279 | 1,375 | 1,500 |
| Apollo Z | Rust-proof | 25 | 409 | 6,692 | 33 | 575 | 7,710 | 25 | 567 | 7,214 | 23 | 593 | 6,120 | 21 | 484 | 4,299 | 675 | 825 |
| | Coated | - | | | 0 | 0 | | 2 | 39 | 5,731 | 5 | 125 | 6,483 | 6 | 149 | 4,995 | 300 | 300 |
| Apollo Galv | Agri/Industrial | 4 | 71 | 6,040 | 4 | 76 | 6,442 | 4 | 99 | 5,667 | 5 | 129 | 6,372 | 4 | 97 | 5,032 | 240 | 320 |
| Total | | 100 | 1,640 | 4,138 | 100 | 1,755 | 5,386 | 100 | 2,280 | 4,481 | 100 | 2,618 | 4,553 | 100 | 2,308 | 3,403 | 4,293 | 5,000 |

Standard products with EBITDA around Rs 2,000/ Ton

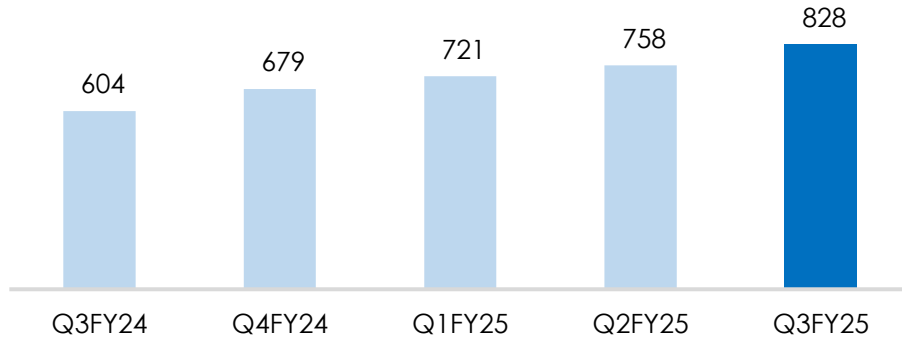
Value added products with EBITDA more than Rs 5,000/Ton

*Heavy and super heavy segments has been combined into Heavy section

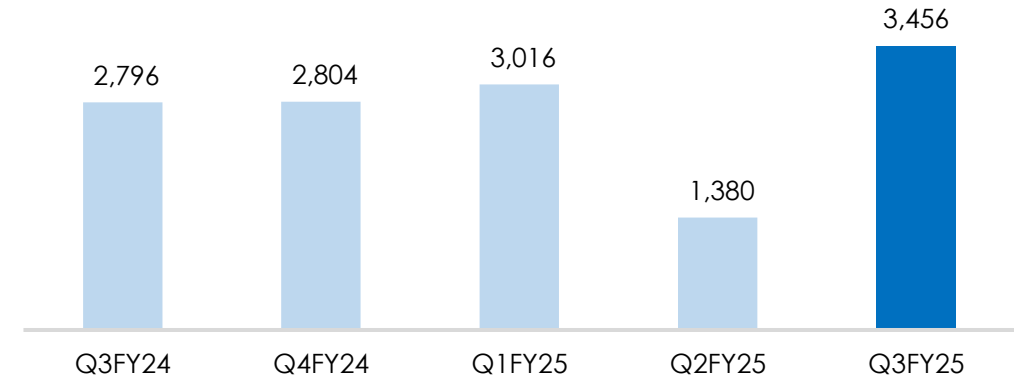
** proposed capacity of 5Mn Ton to be completed by FY25

Growing Strength to Strength

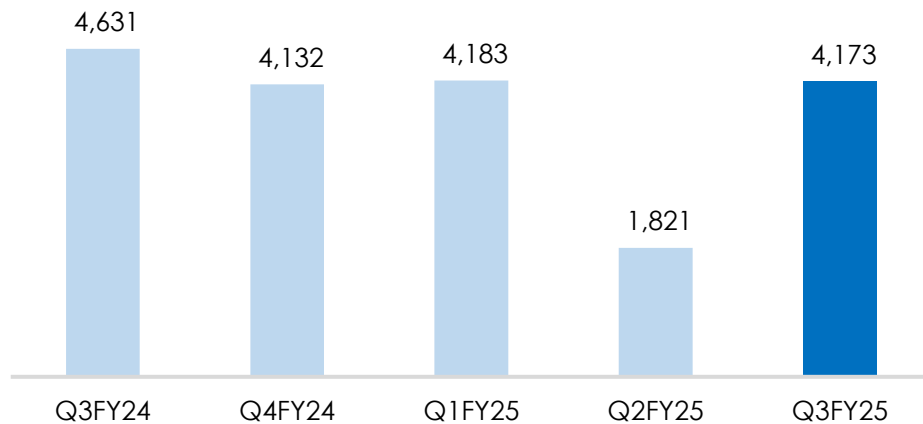
Volume (K Ton)



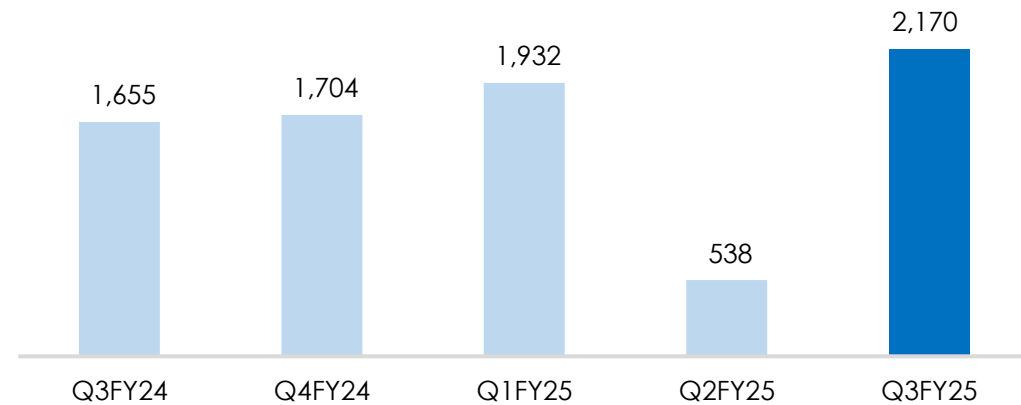
EBITDA (Rs Mn)



EBITDA/Ton (Rs)



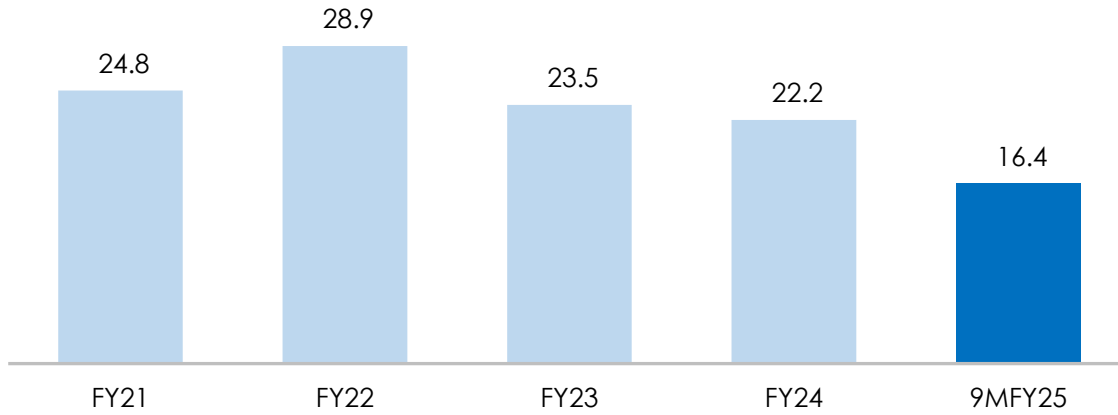
Net Profit (Rs Mn)



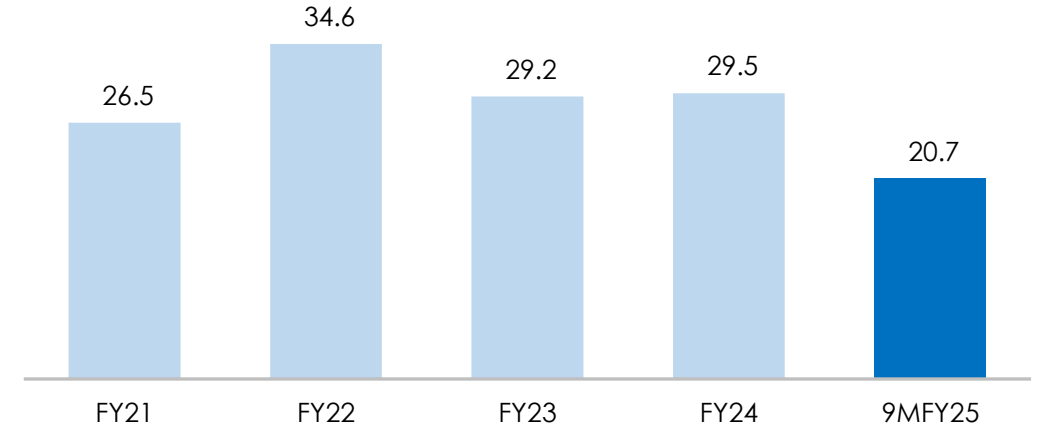
1. Sales Volume and Financials are on consolidated basis
2. EBITDA has been calculated without other income

Growing Strength to Strength

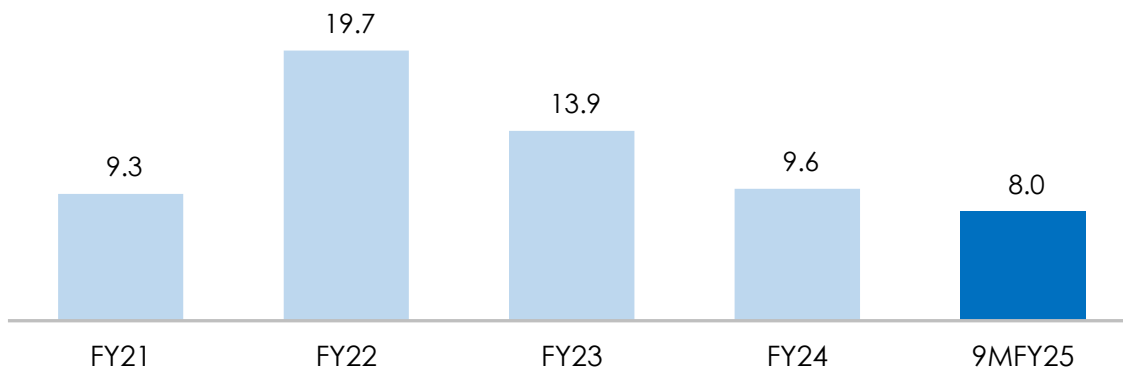
ROE (%)



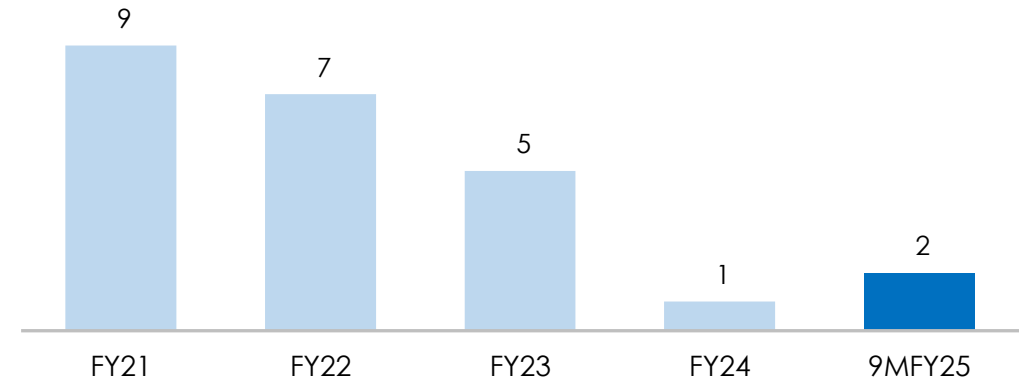
ROCE (%)



Interest Coverage Ratio (x)



Net Working Capital Days

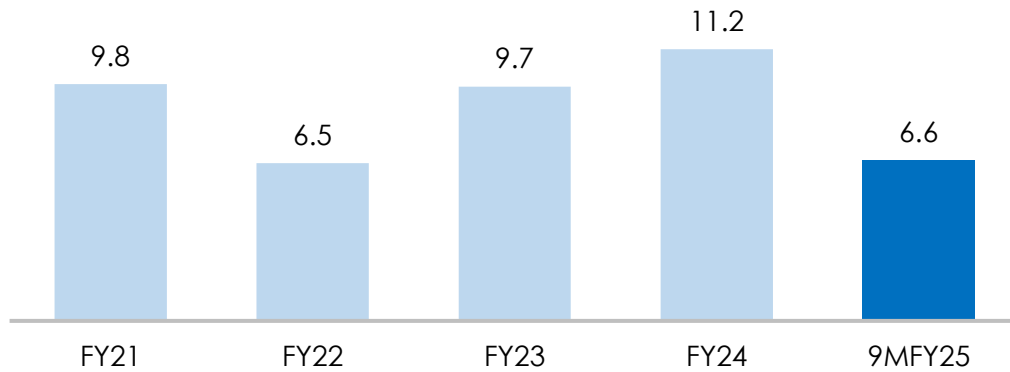


APL APOLLO TUBES

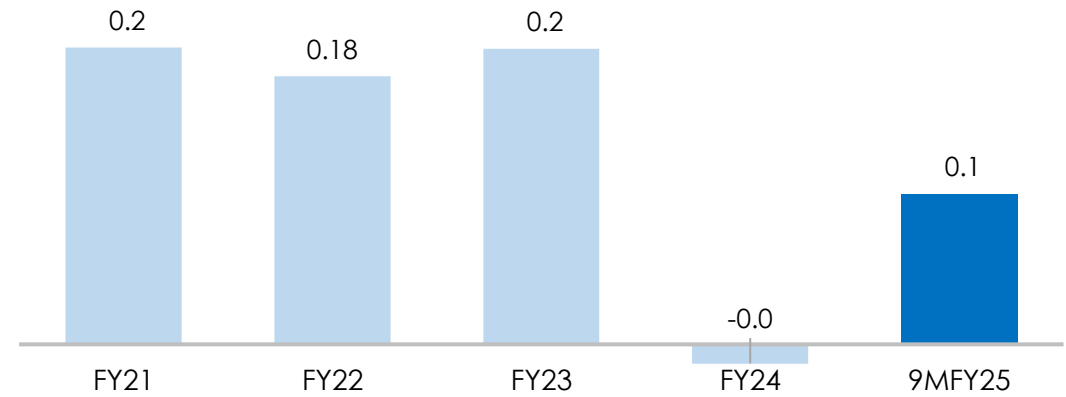
Note 1: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

Growing Strength to Strength

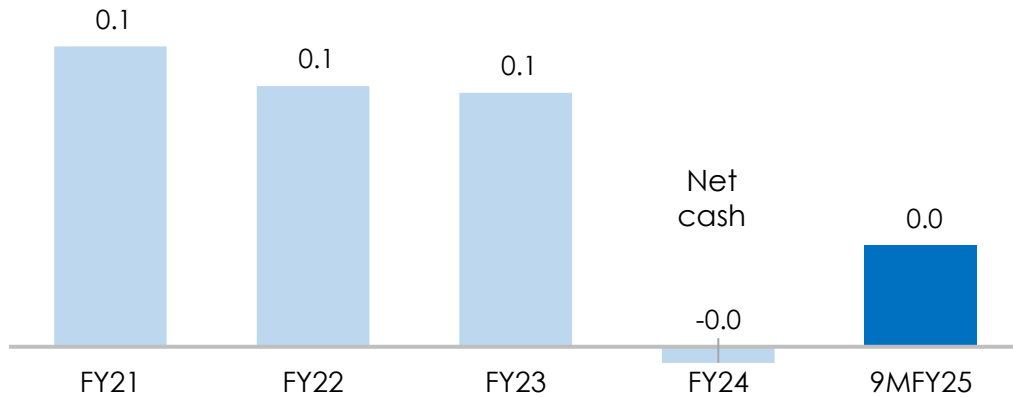
Operating Cash Flow (Rs Bn)



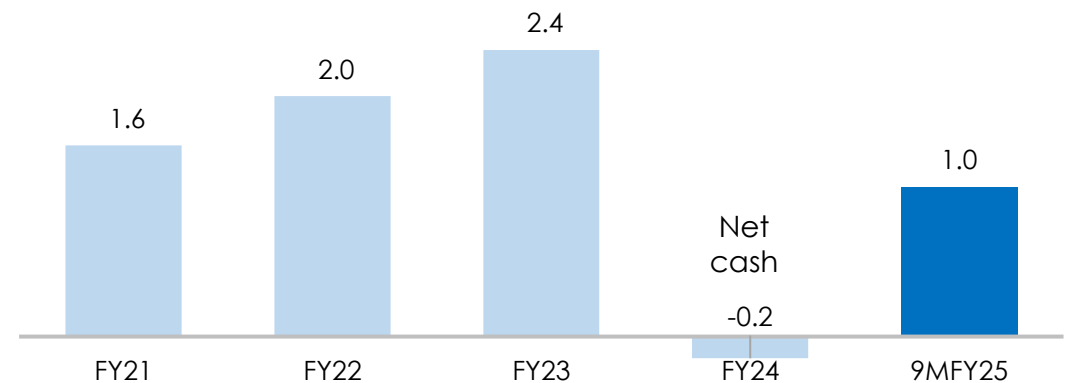
Net Debt/EBITDA (x)



Net Debt/ Equity (x)

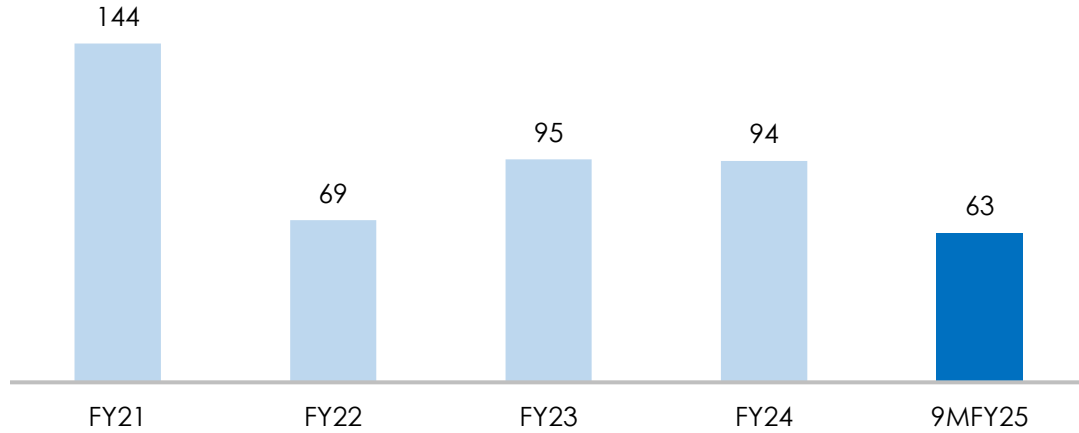


Net Debt/ (cash) (Rs Bn)

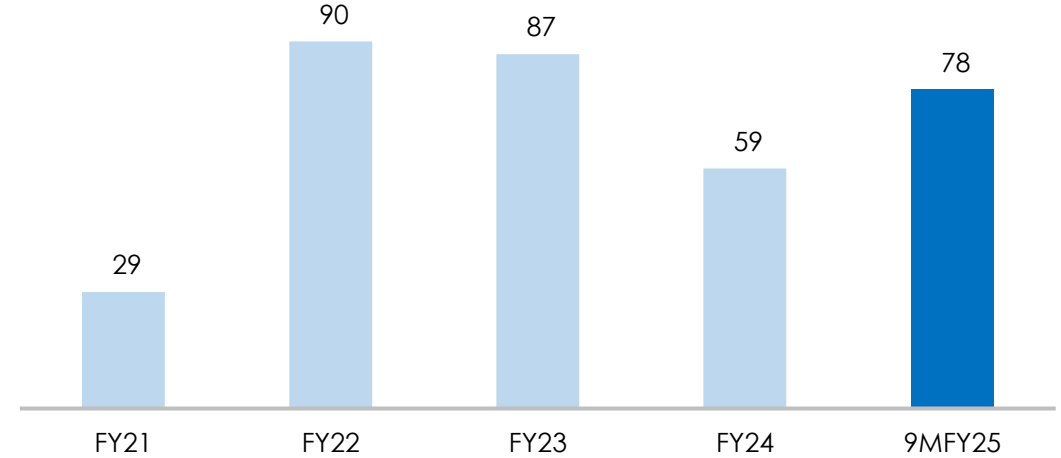


Growing Strength to Strength

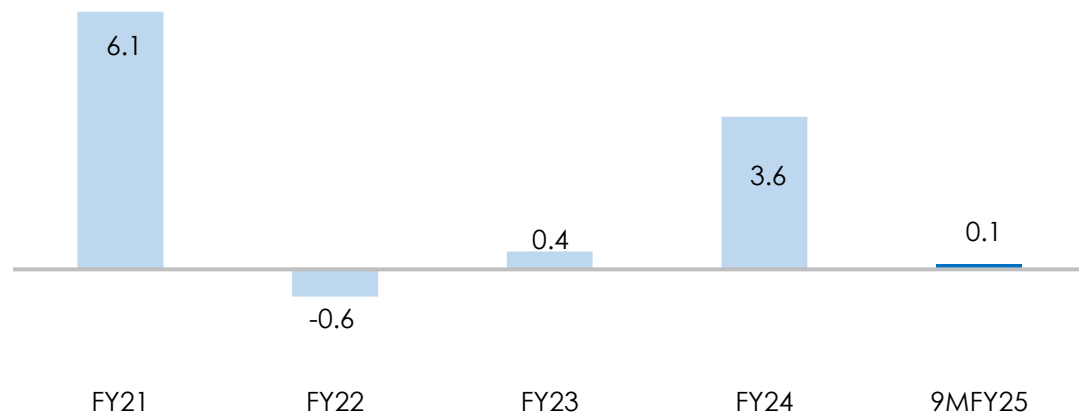
Operating Cashflow to EBITDA (%)



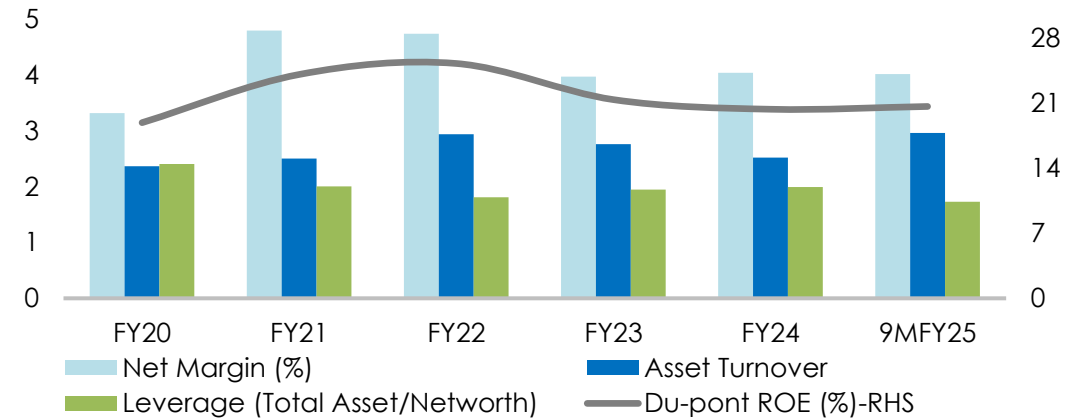
Capex to Op. Cash flow (%)



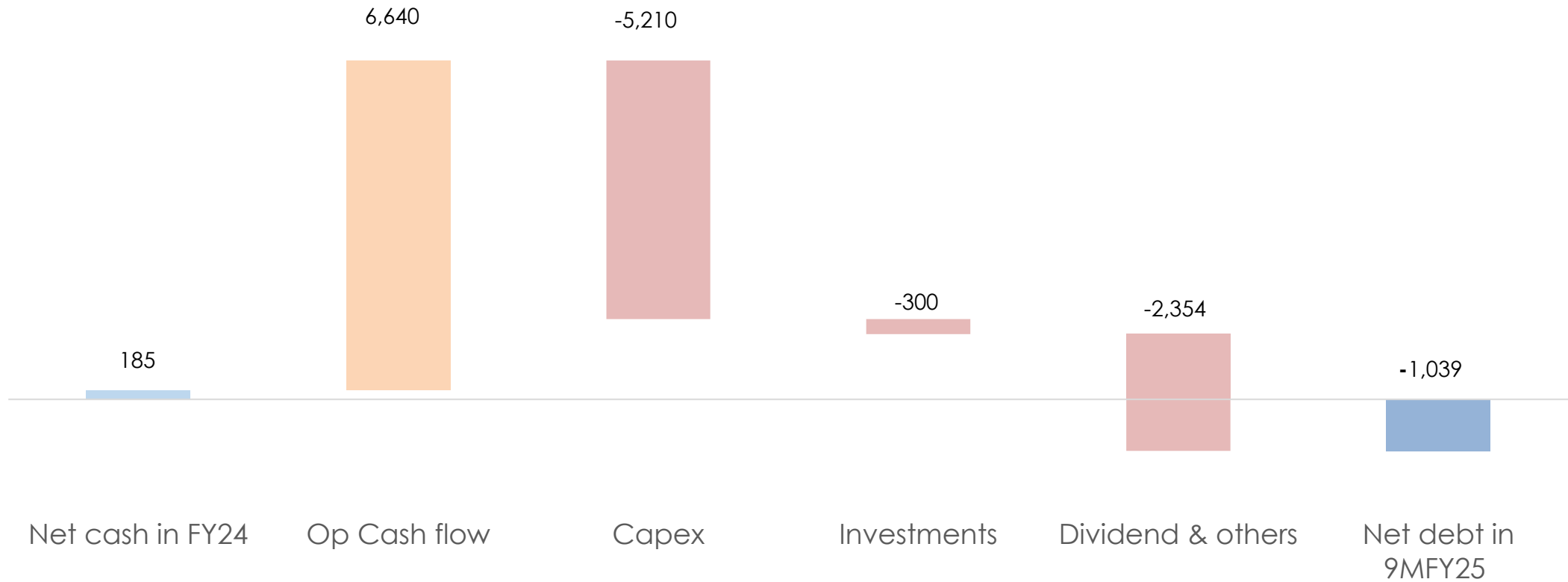
FCF (Rs Bn)



Du-Pont ROE (%)



Cash Flow Bridge (Rs Mn)



Business continues to generate strong operational cash flows



Capex being funded from internal cash flows



Net cash balance sheet

Profit & Loss Statement (Consol)

| Particulars (Rs Mn) | Q3FY24 | Q4FY24 | Q1FY25 | Q2FY25 | Q3FY25 | 9MFY24 | 9MFY25 |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Sales Volume (K Ton) | 604 | 679 | 721 | 758 | 828 | 1,940 | 2,308 |
| Net Revenue | 41,778 | 47,657 | 49,743 | 47,739 | 54,327 | 1,33,531 | 1,51,809 |
| Raw Material Costs | 35,854 | 41,326 | 42,697 | 42,419 | 46,623 | 1,14,846 | 1,31,739 |
| Employee Costs | 644 | 700 | 801 | 872 | 899 | 1,876 | 2,571 |
| Other expenses | 2,484 | 2,827 | 3,229 | 3,068 | 3,350 | 7,691 | 9,646 |
| EBITDA | 2,796 | 2,804 | 3,016 | 1,380 | 3,456 | 9,118 | 7,853 |
| EBITDA/ton (Rs) | 4,631 | 4,132 | 4,183 | 1,821 | 4,173 | 4,700 | 3,403 |
| Other Income | 150 | 186 | 247 | 148 | 216 | 563 | 611 |
| Interest Cost | 285 | 311 | 278 | 364 | 368 | 823 | 1,010 |
| Depreciation | 471 | 466 | 465 | 469 | 503 | 1,293 | 1,437 |
| Tax | 535 | 508 | 589 | 158 | 631 | 1,945 | 1,378 |
| Net Profit | 1,655 | 1,704 | 1,932 | 538 | 2,170 | 5,620 | 4,639 |

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Trading revenue for Q3FY25 was Rs 4.5Bn

Balance Sheet & Cash flow (Consol)

| Balance Sheet - Assets (Rs mn) | FY24 | 9MFY25 |
|--------------------------------|---------------|---------------|
| Cash & Bank Balance | 11,430 | 5,471 |
| Receivables | 1,391 | 1,523 |
| Inventories | 16,379 | 14,672 |
| Other current assets | 4,237 | 4,200 |
| Fixed assets (net) | 32,336 | 35,840 |
| Right to use Assets | 1,103 | 1,583 |
| Investments | 1,027 | 1,426 |
| Other assets/goodwill | 3,964 | 3,705 |
| Total Assets | 71,868 | 68,421 |

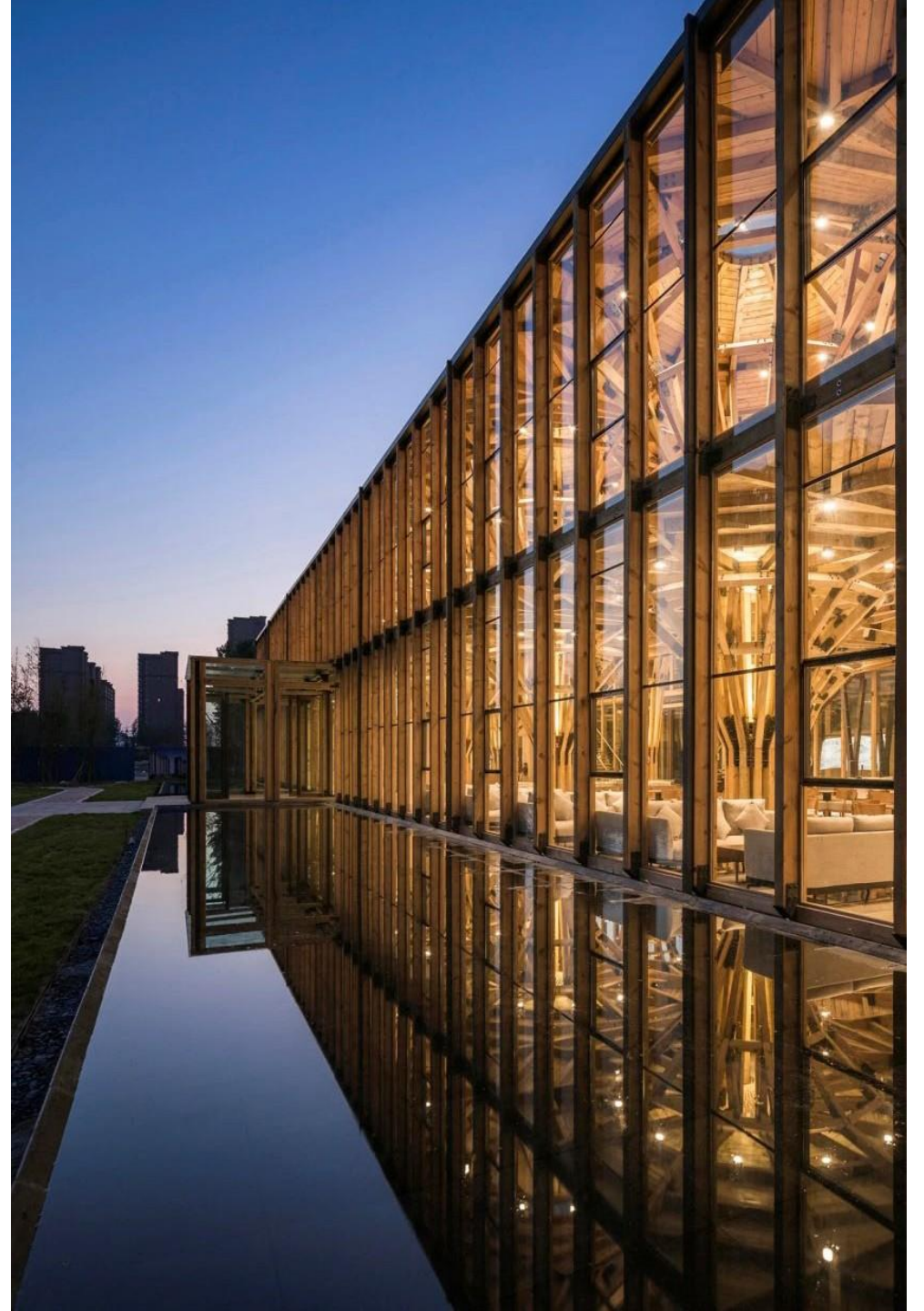
| Balance Sheet - Liabilities (Rs mn) | FY24 | 9MFY25 |
|---------------------------------------|---------------|---------------|
| Trade payables | 19,816 | 17,728 |
| Other current liabilities | 1,757 | 1,492 |
| Debt | 11,245 | 6,510 |
| Others | 3,002 | 3,267 |
| Minority Interest | 0 | 0 |
| Shareholders' funds | 36,046 | 39,424 |
| Total Equity & Liabilities | 71,868 | 68,421 |

| Cashflow Statement (Rs mn) | FY24 | 9MFY25 |
|----------------------------|---------------|---------------|
| EBITDA | 11,922 | 7,853 |
| Change in receivables | -1 | -132 |
| Change in inventory | -1,595 | 1,708 |
| Change in payables | 3,846 | -2,088 |
| Change in other WC | -1,533 | 67 |
| Tax | -2,180 | -1,378 |
| Others/ Income | 749 | 611 |
| Operating cash flow | 11,209 | 6,640 |
| Capex | -6,618 | -5,210 |
| Investments | -44 | -300 |
| Interest | -941 | -1,010 |
| Free cash flow | 3,605 | 120 |
| Dividend payments | -1,387 | -1,526 |
| Capital increase | 28 | 170 |
| Others | 372 | 12 |
| Net change in cash flow | 2,619 | -1,224 |
| Net debt beginning | -2,434 | 185 |
| Net debt end | 185 | -1,039 |

*Balance sheet and cash flow numbers for 9MFY25 are provisional

** In this presentation we have classified Rs 0.23bn FD under cash and cash equivalents for 9MFY25 which has been classified under Other financial Assets due to maturity of less than 365 days

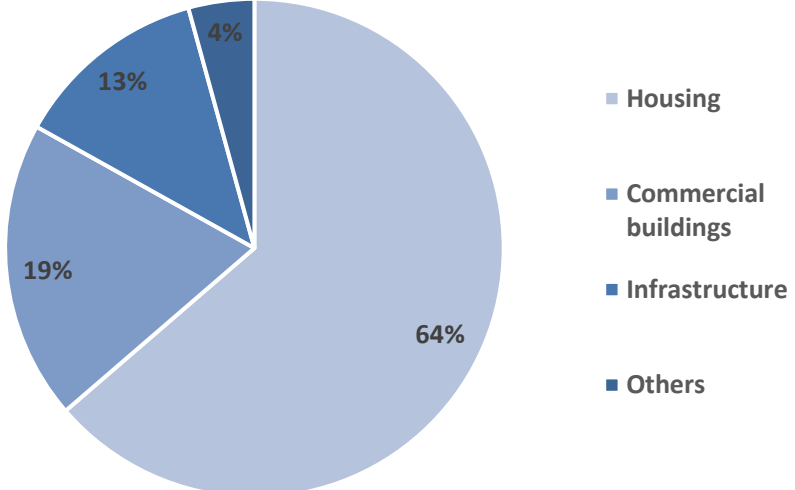
DEMAND DRIVERS



Structural Steel Tube Applications

APL APOLLO TUBES

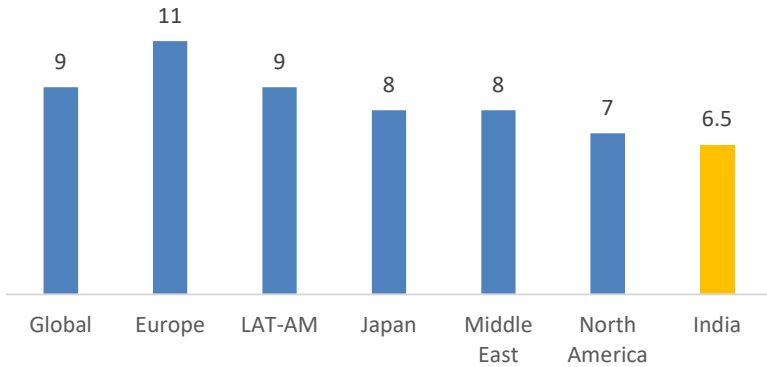
Application Mix



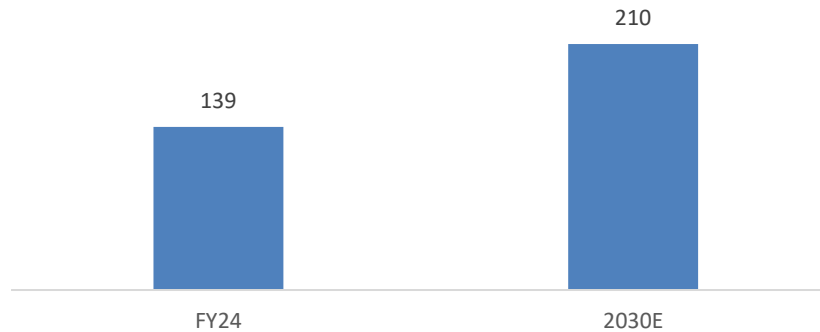
*As per Q1FY25 revenue

India Structural Steel Tube market potential

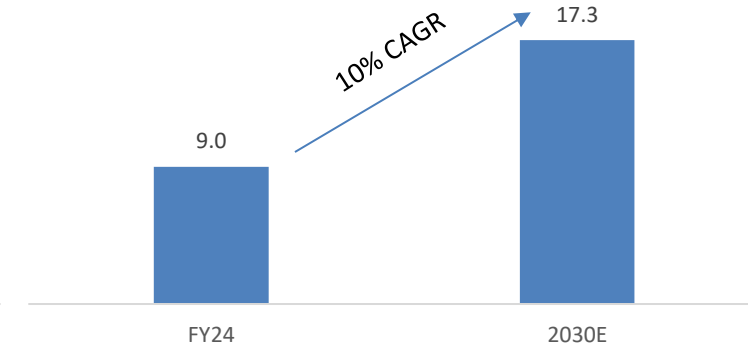
Structural steel tubes as % of steel market (FY24)



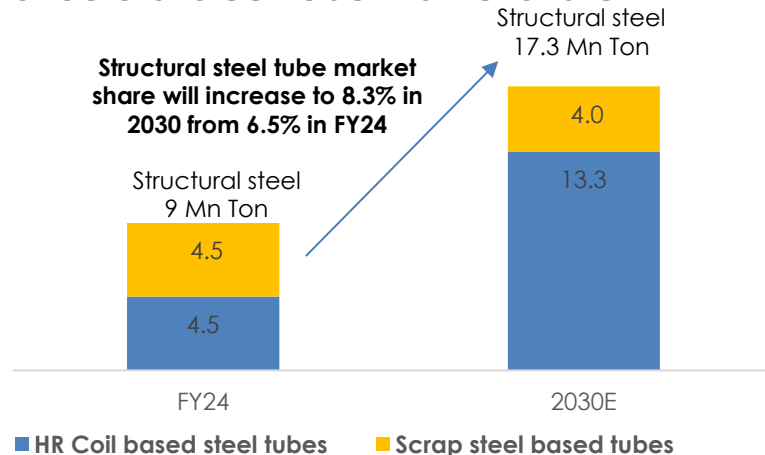
Crude steel production in India (Mn Ton)



Structural steel tubes in India (Mn Ton)



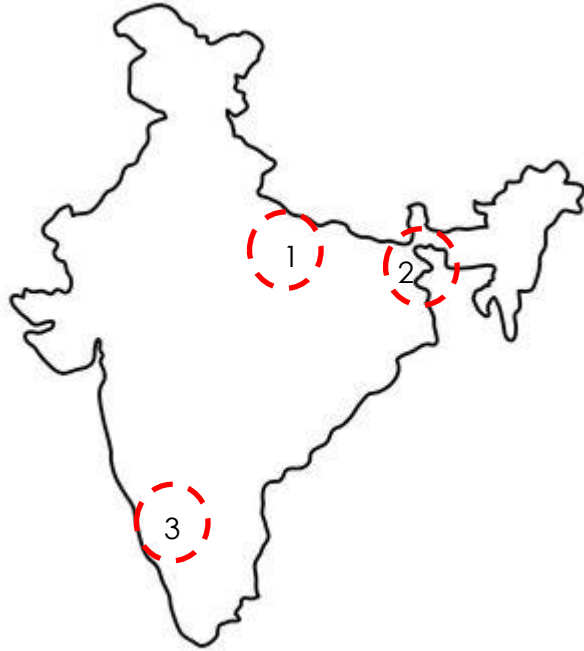
Structural steel tube market share



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

New proposed plants for higher market penetration



| Location for Greenfield Plants | Capacity | Target Market | Incremental Market opportunity |
|--------------------------------|-------------|---|--------------------------------|
| 1. Gorakhpur Eastern UP | 110,000 Ton | Eastern UP, Bihar and Nepal | 1.5 Mn Ton |
| 2. Siliguri West Bengal | 200,000 Ton | West Bengal, Jharkhand, 7 Sister State and Bhutan | |
| 3. New Bangalore Karnataka | 300,000 Ton | South India | |

Existing capacity
4,300,000 Ton



3 Greenfield plants
610,000 Ton

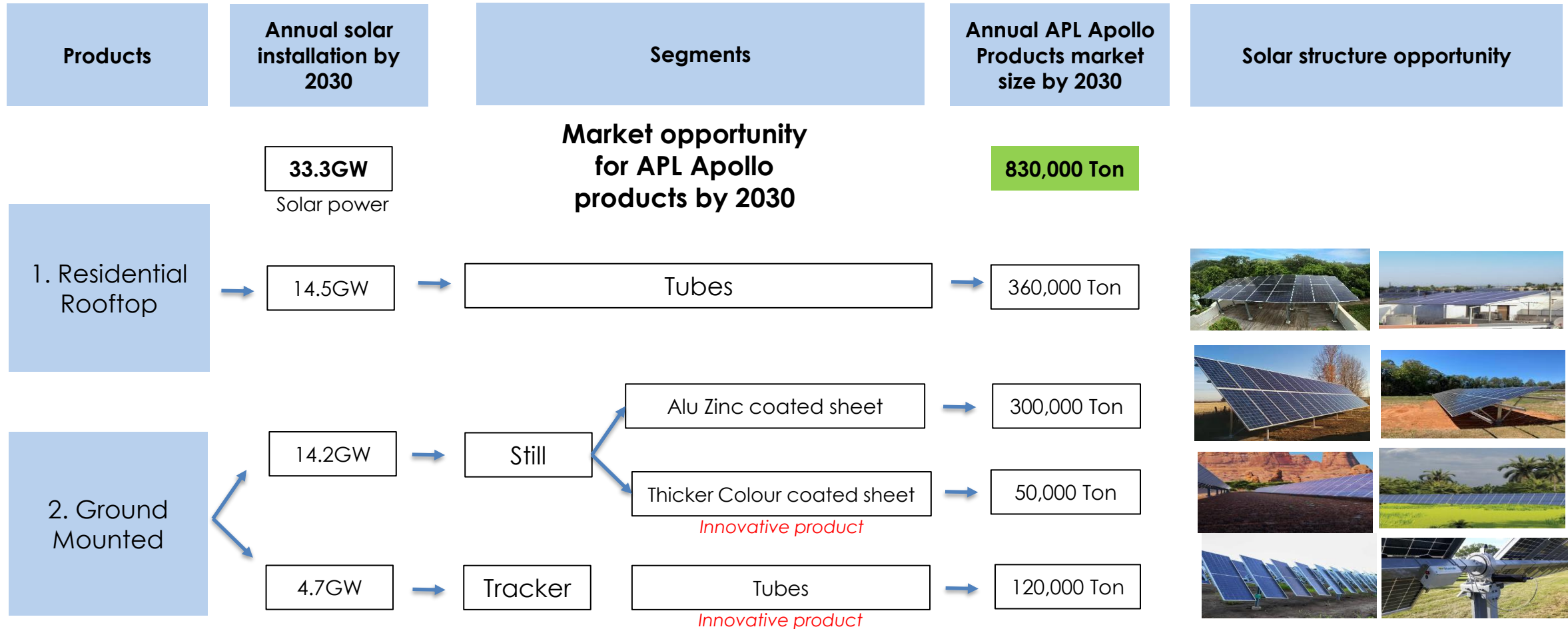


Brownfield expansion
90,000 Ton



Total Capacity by FY26
5 Mn Ton

Solar structure opportunity for structural tubes



Why structural steel tube is a preferred solution

Cost Effective,
Eco-Friendly

Higher
Strength

Faster
Construction

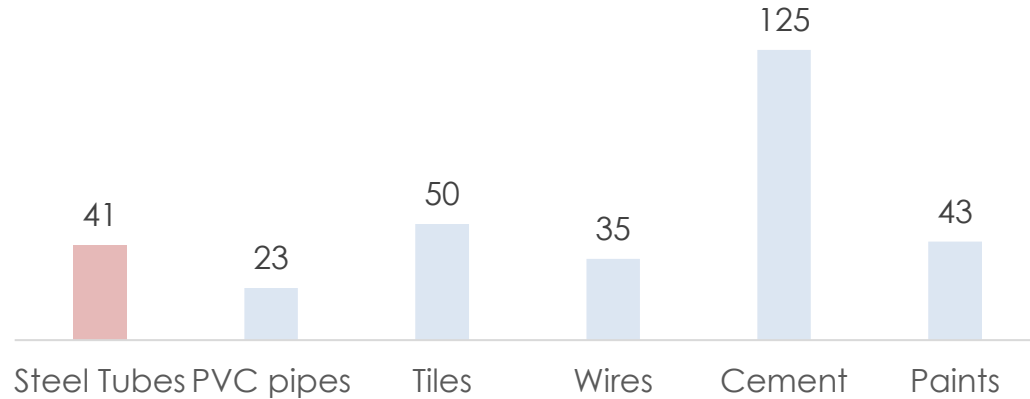
Lower steel
consumption

Reduces overall
project cost

Steel Tube usage in housing/commercial buildings

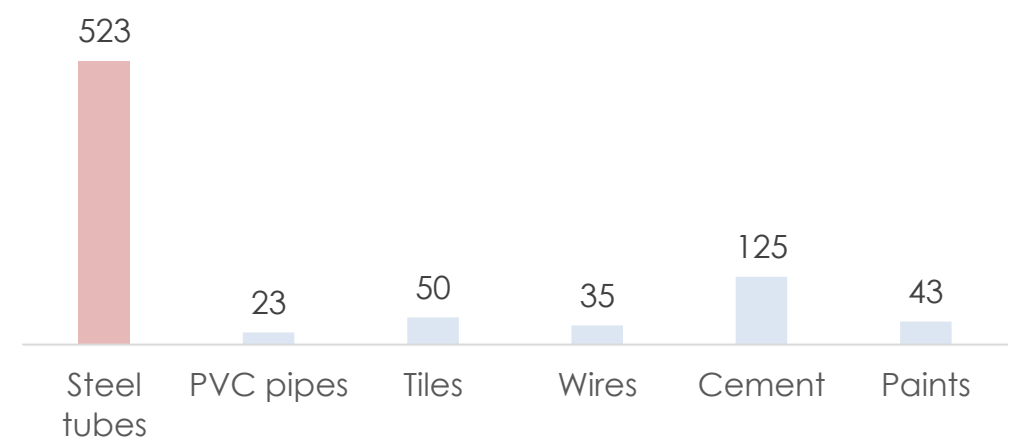
Housing

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

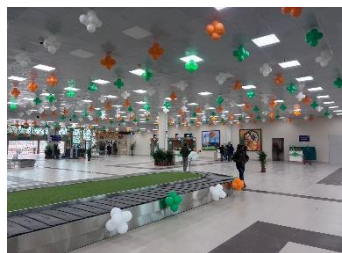
*Building with complete structure on tubes

Applications for Heavy Structural Steel Tubes

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

| | | |
|-----------------------|-----------------------------------|--|
| 50 projects | 50mn sq. ft. Visibility | 220,000 ton heavy structural steel tubes |
|-----------------------|-----------------------------------|--|

Ongoing enquiries



Airport, Uttar Pradesh



Hospital, Delhi



Hospital, Delhi



Hospital, Delhi



University campus, Roorkee



Railway Station, Andhra Pradesh



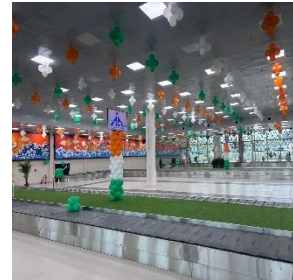
Hospital, Delhi



Commercial building, Delhi



Hospital, Imphal



Airport, Uttar Pradesh



MES housing society, Delhi



Commercial Project, Punjab



Housing society, Delhi



Railway station, Andhra Pradesh



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

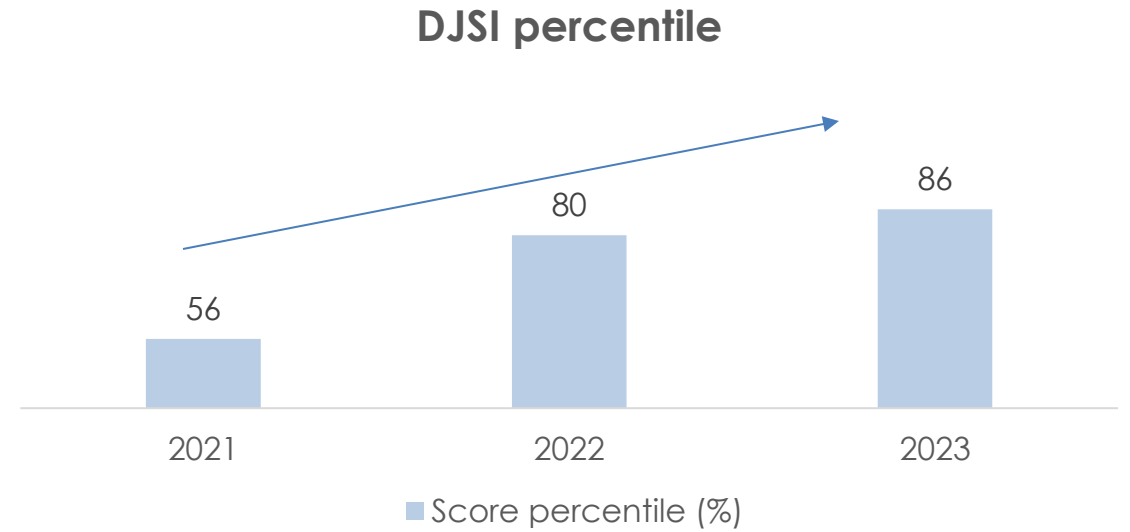
**APL APOLLO TUBES
STANDS AT 86TH
PERCENTILE**

(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

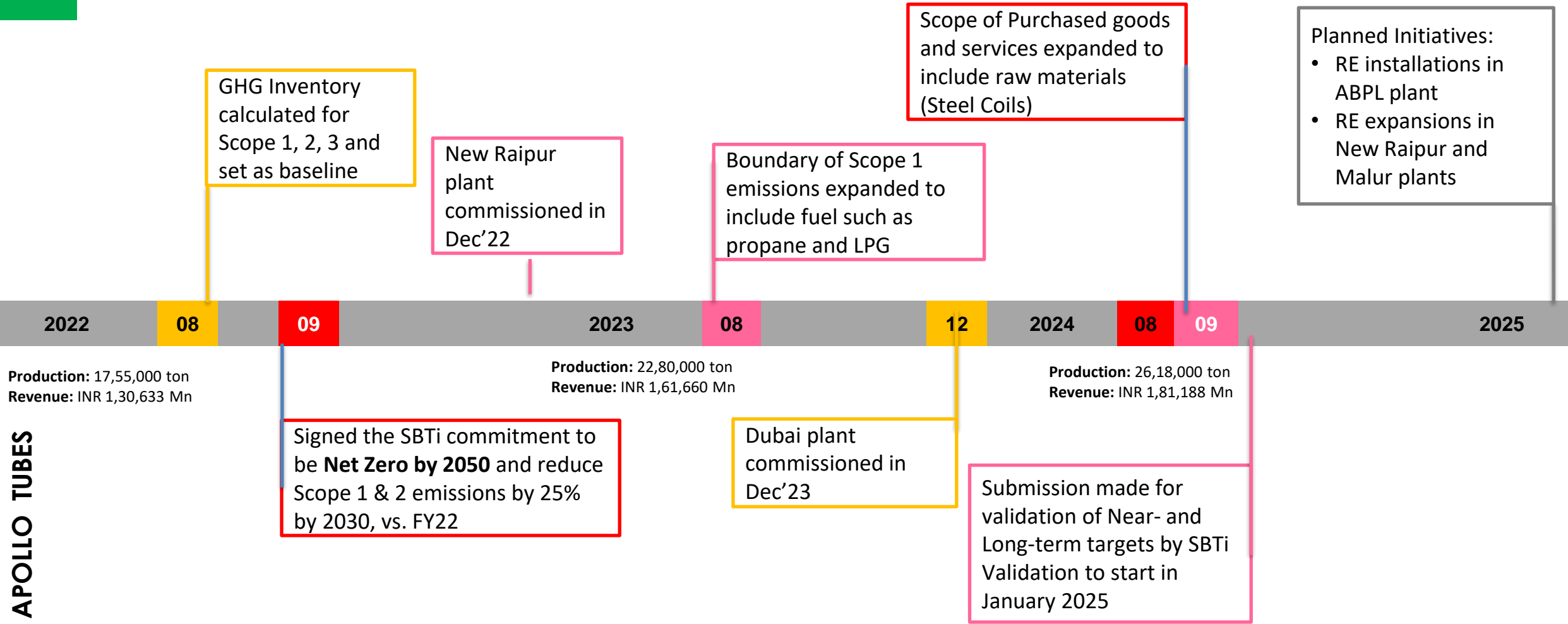


APL APOLLO SCORED 86TH PERCENTILE IN 2023

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

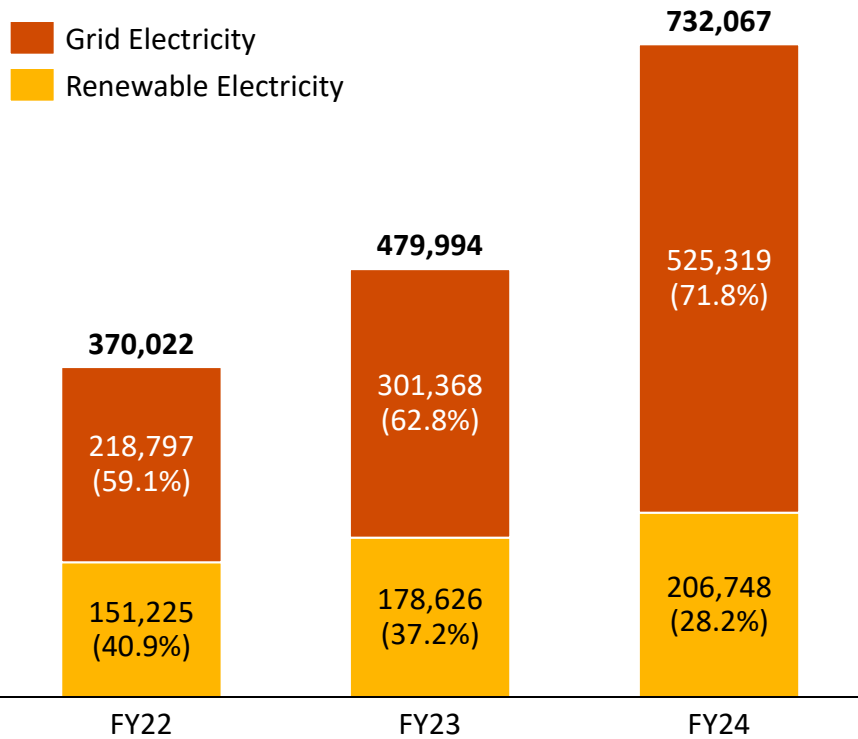
Scope 1 & 2 emissions reduction by 25% by 2030; Net Zero by 2050

APL APOLLO TUBES



Scope 1 & 2 emissions reduction by 25% by 2030; Net Zero by 2050

Renewable Electricity Consumption (GJ)



The decrease in share of renewable electricity in FY24 vs. FY23 is attributed to the addition of the New Raipur plant. This plant relies solely on grid electricity, which is non-renewable. As a result, the percentage of renewable electricity has declined. However, if the New Raipur plant is excluded from the calculation, the renewable electricity share would be 41% for FY24.

Trend of GHG Emissions over past 3 years

| | Scope 1 (MTCO ₂ e) | Scope 2 (MTCO ₂ e) | Scope 3 (MTCO ₂ e) |
|-------------------|-------------------------------|-------------------------------|-------------------------------|
| FY 2021-22 | 24,486 | 66,349 ^a | 42,661 |
| FY 2022-23 | 29,260 | 59,436 | 47,535 |
| FY 2023-24 | 52,852 | 1,01,830 | 11,78,908 ^b |

- a. Scope 1 Emission from FY 2022 onward includes diesel, LPG, Furnace Oil, and Propane
- b. In FY24, emissions from raw material purchase (Stel) were added to the Purchased Goods and Services category, resulting in increase in Scope 3 emissions

Commitment and achievements

Commitments

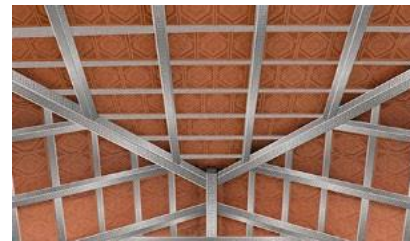
- Committed to reducing Scope 1&2 emissions by 25% by 2030 **E**
- Committed to set near term and Net Zero targets by 2050 **E**
- Renewable energy contribution to be 47% by 2030 from 38% **E**
- Targeted to increase the female workforce by 1% every year **S**
- CSR initiatives in the local communities 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 **1st** 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 **1st** Company to innovate **narrow and thicker color coated** galvanized sheets which will save more trees

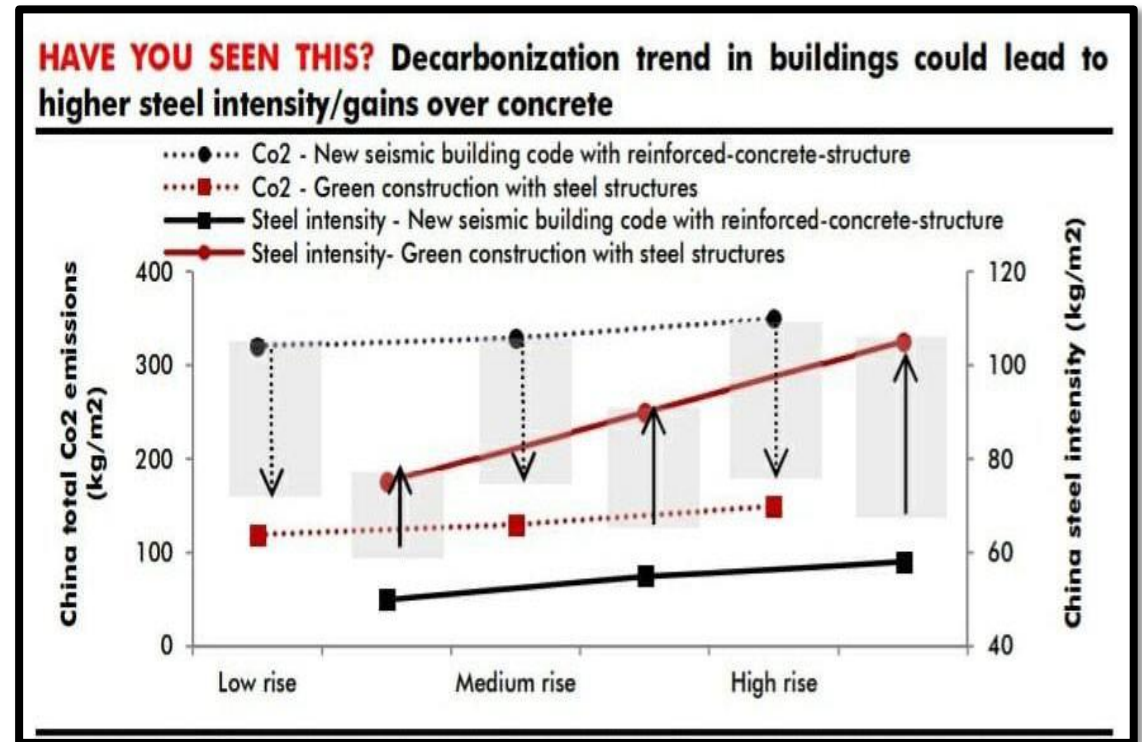


Steel Buildings = Decarbonization

- 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 in 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



Deepak Goyal Director-Operations

2 decades of professional experience in steel tube industry



Ashok Kumar Gupta Vice Chairman

Steel industry veteran with 4 decades of experience



Neeru Abrol Independent Director

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



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.



Dinesh Kumar Mittal Independent Director

Former Indian Administrative Service (IAS) officer of 1977 batch (UP cadre) and Ex Secretary in Department of Financial Services (Ministry of Finance),



Rajeev Anand Independent Director

Board member of DIC India Ltd. | Ex-Executive Chairman of Goodyear India limited



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 &
Marketing Officer



Chetan Khandelwal
Chief Financial
Officer



CK Singh
Chief Operating Officer



Vaibhaav Sharma
Chief Information
Officer



Pankaj Sharma
Chief Human Resources
Officer



Vipul Jain
Company Secretary



Utkarsh Dwivedi
CEO
Dubai Operations

Thank You

For further information,
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Q3FY25 Financial Performance

- Sales volume of 828,200 Ton (+37% YoY, +9% QoQ)
- EBITDA of Rs3.5bn (+24% YoY, +150% QoQ)
- EBITDA/ Ton of Rs 4,173 (-10% YoY, +129% QoQ)
- Net Profit of Rs2.2bn (+31% YoY, 303% QoQ)



Noida, Jan 20, 2025: APL Apollo Tubes Limited (APL Apollo), India's leading branded structural steel tube company, today announced its financial results for the quarter ending December 31, 2024.

9MFY25 Financial performance highlights

- Sales volume increased by 19% YoY to 2,307,531 Ton
- Revenue increased by 14% YoY to Rs151.8bn
- EBITDA declined by 14% YoY to Rs7.9bn
 - EBITDA per ton at Rs3,403/Ton
- Net Profit declined by 17% YoY to Rs4.6bn

Mr. Sanjay Gupta, Chairman, APL Apollo, comments on Q3FY25 results

"The company has reported its best-ever quarter, achieving record-high quarterly sales volume, EBITDA, and PAT. This strong performance came despite a challenging macroeconomic environment, weak retail demand and ongoing slowdown in government infrastructure spending. For 9MFY25, the company's volume increased 19% YoY, which is far ahead of overall industry growth. We remain focused on innovation and delivering the best customer experience to further enhance our leadership position in the industry. We continue to remain prudent with our working capital management, which remains best in the construction 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 4.3 Mn Ton. It has a pan-India presence with 11 units strategically located in Hyderabad, 3 plants at Sikandarabad (UP), Bangalore, Hosur (Tamil Nadu), 2 plants in 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 or contact:

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