



APL/SECT/DLH/SE: 2022-23

9th November 2022

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

Re: Outcome of Board Meeting held on November 9, 2022

1. In terms of Regulation 30 read with Regulation 33 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("Listing Regulations"), we would like to inform you that the Board of Directors of the Company in its meeting held today i.e., Wednesday, November 9, 2022, which commenced at 12:30 pm and concluded at 3:00 pm, *inter alia*;

- a) Considered and approved the unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2022, as reviewed and recommended by the Audit Committee of the Board;
- b) Issued and allotted 2,68,60,000 fully paid-up equity shares of APL Apollo Tubes Limited ('Company'), of face value ₹2/- each, to eligible shareholders of Apollo Tricoat Tubes Limited (as on the record date of November 4, 2022), in the share exchange ratio of 1:1 as provided in the Scheme of Amalgamation as sanctioned by the Hon'ble National Company Law Tribunal ('NCL T'), New Delhi Bench vide order dated October 14, 2022. These shares are proposed to be listed and traded on BSE Limited and National Stock Exchange of India Limited.

The Issued, Subscribed and Paid up Capital of the Company increases from ₹50,05,61,000/- comprising 25,02,80,500 Equity Shares of face value of ₹2/- each to ₹55,42,81,000 /- comprising 27,71,40,500 Equity Shares of ₹2/- each due to the above issue and allotment of Equity Shares in the Company.

- c) Took note of following to give effect to the Scheme of Amalgamation (Please note that as informed earlier, the "effective date" of the scheme of amalgamation is October 31, 2022):

APL Apollo Tubes Limited (CIN-L74899 DL 1986PLC023443)

Corp. Office : 36, Kaushambi, Near Anand Vihar Terminal, Delhi -NCR -201010, India Tel: +91-120-4041400 Fax : +91-120-4041444

Corp. Office : Tapasya Corp. Heights 4th Floor, Sector-126, Noida, Uttar Pradesh-201303 India

Regd. Office : 37, Hargovind Enclave, Vikas Marg, Delhi - 110092, India Tel: +91-11-22373437 Fax : +91-11-22373537

Unit-I : A-19, Industrial Area, Sikandrabad, Distt. Bulandshahar, U.P.-203205, India Unit-II : 332-338, Alur Village, Perandapalli, Hosur, Tamilnadu-635109, India

Unit-III : Plot No. M-1, Additional M.I.D.C. Area, Kudovali, Murbad, Maharashtra, Thane-421401, India Unit-IV : Village Bendri Near Urla Indl. Area Raipur, Chhattisgarh-493661, India

E-mail : info@aplapollo.com Website : www.aplapollo.com

- The Authorized Share Capital of the Transferor Companies stands merged with the Authorized Share Capital of the Company. Accordingly, the Authorized Share Capital of the Company stands increased to ₹97,00,00,000 (Rupees Ninety-Seven Crore Only) divided into 48,50,00,000 Equity Shares having face value of ₹2/- each. Accordingly, the Clause V, i.e., Capital Clause of the Memorandum of Association stands altered and reads as follows:

V. The Authorised Share Capital of the Company is ₹97,00,00,000 (Rupees Ninety-Seven Crore Only) divided into 48,50,00,000 (Forty Eight Crores and Fifty Lakhs Only) equity shares of ₹2/- (Rupees Two Only) each .

There are no changes in the Articles of Association of the Company.

2. Took note of the re-designation of Shri Romi Sehgal (DIN: 03320454) from Executive Director to Non-Executive Director w.e.f. November 9, 2022.
3. The following documents are enclosed in respect of the items transacted in the meeting:
 - The Unaudited Financial Results including Statement of Assets and Liability and Cash Flow statements alongwith the Limited Review reports thereon issued by M/s Deloitte Haskins & Sells LLP, Chartered Accountants, Gurgaon, Statutory Auditors of the Company.
 - Investors presentation and press release on the financial results.
4. This disclosure along with the enclosures shall be made available on the website of the Company viz. www.aplapollo.com.

We request you to kindly take the above information on your record.

Thanking you

Yours faithfully

For APL Apollo Tubes Limited

Deepak C S
Company Secretary

Encl: a/a

**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM CONSOLIDATED
FINANCIAL RESULTS**

TO THE BOARD OF DIRECTORS OF APL APOLLO TUBES LIMITED

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **APL APOLLO TUBES LIMITED** ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), for the quarter and six months ended September 30, 2022 ("the Statement") being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities:
 - (i) The Parent Company
 - APL Apollo Tubes Limited
 - (ii) Subsidiary Companies
 - Apollo Metalex Private Limited
 - Blue Ocean Projects Private Limited
 - APL Apollo Tubes FZE
 - APL Apollo Building Products Private Limited
 - APL Apollo Mart Limited
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review reports of other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.



6. The consolidated unaudited financial results include the unaudited interim financial results and other unaudited financial information of four subsidiaries which have not been reviewed by their auditors and have been approved and furnished to us by the Management, whose interim financial results reflect total assets of Rupees 1,306.68 crores as at September 30, 2022 and total revenue of Rupees 21.19 crores and Rupees 161.42 crores for the quarter and six months ended September 30, 2022, total profit after tax of Rupees 0.05 crores for the quarter and total loss after tax of Rupees 1.66 crores for the six months ended September 30, 2022 respectively and total comprehensive income of Rupees 2.41 crores for the quarter and total comprehensive loss of 9.75 crores for six months ended September 30, 2022 respectively and net cash outflows of Rupees 0.36 crores for the six months ended September 30, 2022, as considered in the Statement. Our conclusion on the Statement, in so far as it relates to the affairs of four subsidiaries is based solely on such unaudited interim financial results and other unaudited financial information. In our opinion and according to the information and explanations given to us by the Management, these Interim financial results are not material to the Group.

Our conclusion on the Statement in respect of above matter is not modified.

For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)



JITENDRA AGARWAL

(Partner)

(Membership No. 87104)

(UDIN: 22087104BCPKNO5238)

Place: Ghaziabad

Date: November 09, 2022



APL APOLLO TUBES LIMITED
 Regd. Office : 37, Hargobind Enclave, Vikas Marg, Delhi - 110092
 Statement of Consolidated Financial Results for the quarter and half year ended September 30, 2022
 CIN : L74899DL1986PLC023443

| Particulars | (Rupees in crore, except EPS) | | | | | |
|---|--|-----------------------------------|--|--|--|---------------------------------|
| | Quarter ended September 30, 2022 | Quarter ended June 30, 2022 | Quarter ended September 30, 2021 | Half year ended September 30, 2022 | Half year ended September 30, 2021 | Year ended March 31, 2022 |
| | (Unaudited) | (Unaudited) (Refer note 3) | (Unaudited) (Refer note 3) | (Unaudited) | (Unaudited) (Refer note 3) | (Audited) (Refer note 3) |
| I Revenue from operations | | | | | | |
| (a) Sale of products | 3,845.60 | 3,336.08 | 2,977.51 | 7,181.68 | 5,420.83 | 12,625.17 |
| (b) Other operating income | 123.61 | 102.47 | 106.42 | 226.08 | 197.38 | 438.15 |
| Total revenue from operations | 3,969.21 | 3,438.55 | 3,083.93 | 7,407.76 | 5,618.21 | 13,063.32 |
| II Other Income | 11.60 | 8.32 | 11.35 | 19.92 | 21.58 | 40.50 |
| III Total income (I + II) | 3,980.81 | 3,446.87 | 3,095.28 | 7,427.68 | 5,639.79 | 13,103.82 |
| IV Expenses | | | | | | |
| (a) Cost of materials consumed | 3,246.28 | 3,371.15 | 2,348.46 | 6,617.43 | 4,698.34 | 10,909.59 |
| (b) Purchase of stock-in-trade (traded goods) | 76.51 | 23.50 | 73.63 | 100.01 | 160.58 | 250.49 |
| (c) Changes in inventories of finished goods, stock in trade, work-in-progress, rejection and scrap | 151.90 | (403.11) | 231.31 | (251.21) | (128.41) | 63.04 |
| (d) Employee benefits expense | 46.85 | 44.53 | 37.25 | 91.38 | 73.14 | 153.04 |
| (e) Finance costs | 13.59 | 9.98 | 10.69 | 23.57 | 23.49 | 44.47 |
| (f) Depreciation and amortisation expense | 27.62 | 29.36 | 27.28 | 56.98 | 53.80 | 108.97 |
| (g) Other expenses | 215.80 | 208.55 | 171.08 | 424.35 | 337.70 | 741.90 |
| Total expenses | 3,778.55 | 3,283.96 | 2,899.70 | 7,062.51 | 5,218.64 | 12,271.50 |
| V Profit before tax (III-IV) | 202.26 | 162.91 | 195.58 | 365.17 | 421.15 | 832.32 |
| VI Tax expense : | | | | | | |
| (a) Current tax | 52.02 | 42.77 | 46.68 | 94.79 | 104.18 | 206.61 |
| (b) Deferred tax charge / (credit) (net) | 0.05 | (0.53) | 2.83 | (0.48) | 2.48 | 6.73 |
| Total tax expense | 52.07 | 42.24 | 49.51 | 94.31 | 106.66 | 213.34 |
| VII Profit for the period / year (V-VI) | 150.19 | 120.67 | 146.07 | 270.86 | 314.49 | 618.98 |
| VIII Other Comprehensive Income | | | | | | |
| Add / (less) : items that will not be reclassified to profit or loss | | | | | | |
| (a) Equity instruments through other comprehensive income (net of tax) | 2.35 | (10.45) | - | (8.10) | - | 2.70 |
| (b) Remeasurement of post employment benefit obligation | 0.24 | 0.24 | 0.44 | 0.48 | 0.88 | 0.87 |
| (c) Income tax relating to (b) above | (0.06) | (0.06) | (0.12) | (0.12) | (0.24) | (0.22) |
| Other Comprehensive Income for the period / year | 2.53 | (10.27) | 0.32 | (7.74) | 0.64 | 3.35 |
| IX Total Comprehensive Income for the period / year (VII+VIII) | 152.72 | 110.40 | 146.39 | 263.12 | 315.13 | 622.33 |
| X Paid up Equity Share Capital (Face value of Rupees 2 each - Refer note 3) | 55.43 | 55.43 | 55.33 | 55.43 | 55.33 | 55.43 |
| XI Other equity (excluding Non-controlling interests) | | | | | | 2,402.47 |
| XII Earnings per equity share (EPS) of Rupees 2 each # (Refer note 3) | | | | | | |
| (a) Basic (In Rupees) | 6.00 | 4.82 | 5.85 | 10.82 | 12.59 | 24.77 |
| (b) Diluted (In Rupees) | 5.41 | 4.35 | 5.27 | 9.76 | 11.35 | 22.33 |

EPS is not annualised for the quarter and half year ended September 30, 2022, quarter ended June 30, 2022 and quarter and half year ended September 30, 2021.



APL APOLLO TUBES LIMITED
 Regd. Office: 37, Hargobind Enclave, Vikas Marg, Delhi-110092
 Statement of Assets and Liabilities as at September 30, 2022
 CIN : L74899DL1986PLC023443

| Particulars | Consolidated | | Standalone | |
|--|--------------------------------|-----------------------------|--------------------------------|-----------------------------|
| | As at September 30, 2022 | As at March 31, 2022 | As at September 30, 2022 | As at March 31, 2022 |
| | (Unaudited) | (Audited) (Refer note 3) | (Unaudited) | (Audited) (Refer note 3) |
| (Rupees in crore) | | | | |
| A. ASSETS | | | | |
| (1) Non-current assets | | | | |
| (a) Property plant and equipment | 1,614.85 | 1,600.24 | 1,289.19 | 1,292.19 |
| (b) Capital work-in-progress | 773.82 | 503.68 | 57.58 | 52.37 |
| (c) Investment property | | | 62.51 | 62.51 |
| (d) Right of use assets | 85.91 | 87.03 | 30.55 | 31.06 |
| (e) Goodwill | 137.50 | 137.50 | 137.50 | 137.50 |
| (f) Other intangible assets | 1.06 | 1.12 | 1.05 | 1.11 |
| (g) Investment in subsidiaries | | | 917.81 | 528.27 |
| (h) Financial assets | | | | |
| (i) Investments | 103.49 | 86.25 | 5.42 | 5.30 |
| (ii) Loans | - | 0.42 | - | 0.42 |
| (iii) Other financial assets | 38.88 | 29.98 | 27.95 | 20.95 |
| (i) Non-current tax assets (net) | 6.36 | 55.11 | 5.24 | - |
| (j) Other non-current assets | 164.95 | 112.61 | 46.85 | 35.27 |
| Total non-current assets | 2,926.82 | 2,613.94 | 2,581.65 | 2,166.95 |
| (2) Current assets | | | | |
| (a) Inventories | 1,093.27 | 847.22 | 913.08 | 777.92 |
| (b) Financial assets | | | | |
| (i) Investment | 5.00 | 5.00 | 5.00 | 5.00 |
| (ii) Trade receivables | 104.87 | 341.70 | 68.71 | 373.23 |
| (iii) Cash and cash equivalents | 127.69 | 163.73 | 125.17 | 107.94 |
| (iv) Bank balances other than (iii) above | 529.28 | 212.69 | 267.61 | 179.76 |
| (v) Loans | 1.84 | 1.29 | 1.74 | 1.13 |
| (vi) Other financial assets | 6.00 | 11.00 | 19.60 | 15.45 |
| (c) Other current assets | 168.72 | 244.37 | 45.64 | 114.29 |
| Total current assets | 2,036.67 | 1,827.00 | 1,446.55 | 1,574.72 |
| Total Assets | 4,963.49 | 4,440.94 | 4,028.20 | 3,741.67 |
| B. EQUITY AND LIABILITIES | | | | |
| (1) Equity | | | | |
| (i) Equity share capital | 50.06 | 50.06 | 50.06 | 50.06 |
| (ii) Other equity | 2,578.07 | 2,402.47 | 2,221.62 | 2,081.93 |
| Total equity | 2,628.13 | 2,452.53 | 2,271.68 | 2,131.99 |
| (2) Non-current liabilities | | | | |
| (a) Financial liabilities | | | | |
| (i) Borrowings | 442.06 | 347.17 | 94.75 | 108.20 |
| (i)a) Lease liabilities | 0.01 | 0.01 | 0.01 | 0.01 |
| (ii) Other financial liabilities | 0.67 | 0.85 | 0.67 | 0.85 |
| (b) Provisions | 18.68 | 16.93 | 14.93 | 13.44 |
| (c) Deferred tax liabilities (net) | 117.69 | 118.71 | 103.46 | 99.22 |
| (d) Other non-current liabilities | 87.42 | 75.40 | 76.15 | 69.76 |
| Total non-current liabilities | 666.53 | 559.07 | 289.97 | 291.48 |
| (3) Current liabilities | | | | |
| (a) Financial liabilities | | | | |
| (i) Borrowings | 509.65 | 233.40 | 349.17 | 229.99 |
| (i)a) Lease liabilities | 0.34 | 0.64 | 0.34 | 0.64 |
| (ii) Trade payables | | | | |
| - total outstanding dues of micro enterprises and small enterprises | 7.20 | 8.22 | 6.21 | 7.22 |
| - total outstanding dues of creditors other than micro enterprises and small enterprises | 1,061.69 | 1,051.24 | 1,045.02 | 1,021.70 |
| (iii) Other financial liabilities | 24.38 | 17.62 | 5.78 | 10.45 |
| (b) Other current liabilities | 48.78 | 53.32 | 44.85 | 37.88 |
| (c) Provisions | 1.45 | 1.46 | 1.19 | 1.19 |
| (d) Current tax liabilities (net) | 15.34 | 63.44 | 13.99 | 9.13 |
| Total current liabilities | 1,668.83 | 1,429.34 | 1,466.55 | 1,318.20 |
| Total Equity and Liabilities | 4,963.49 | 4,440.94 | 4,028.20 | 3,741.67 |



APL APOLLO TUBES LIMITED
STATEMENT OF CONSOLIDATED CASH FLOWS FOR THE PERIOD ENDED SEPTEMBER 30, 2022

| Particulars | Period ended September 30, 2022 | Period ended September 30, 2021 |
|---|------------------------------------|------------------------------------|
| A. Cash flow from operating activities | | |
| Profit before tax | 365.17 | 421.15 |
| <u>Adjustments for:</u> | | |
| Depreciation and amortisation expense | 56.98 | 53.80 |
| Loss / (gain) on sale of property, plant and equipment (net) | 0.18 | 0.48 |
| Finance costs | 23.57 | 23.49 |
| Interest income on fixed deposits | (6.01) | (8.02) |
| Interest income on others | (0.66) | (0.67) |
| Provision for slow moving inventory of spares & consumables | 0.72 | 0.56 |
| Government grant income | (3.51) | (4.81) |
| (Gain) / loss on derivatives measured at fair value through profit & loss account | 1.64 | (0.34) |
| Net unrealised foreign exchange loss / (gain) | (1.65) | (6.42) |
| Bad debts written off | 0.25 | - |
| Allowance for doubtful trade receivables (expected credit loss allowance) | (0.26) | (0.42) |
| Share based expenses | 0.10 | 0.95 |
| Operating profit before working capital changes | 436.52 | 479.75 |
| Changes in working capital: | | |
| Adjustments for (increase) / decrease in operating assets: | | |
| Inventories | (246.76) | (158.86) |
| Trade receivables | 238.49 | (49.20) |
| Current loans and other financial assets | 7.01 | 0.69 |
| Non-current loans and other financial assets | (8.48) | 0.26 |
| Other current assets | 74.01 | 15.75 |
| Other non-current assets | 2.33 | 0.59 |
| Adjustments for increase / (decrease) in operating liabilities: | | |
| Trade payables | 9.40 | 34.44 |
| Other current liabilities | (4.53) | (1.82) |
| Other current financial liabilities | 7.05 | 0.20 |
| Other non current financial liabilities | (0.18) | (0.18) |
| Other non current liabilities | 12.02 | 1.33 |
| Provisions (current & non-current) | 2.21 | 2.79 |
| Cash generated from operations | 529.09 | 325.74 |
| Net income tax (paid) | (94.80) | (63.23) |
| Net cash flow from operating activities (A) | 434.29 | 262.51 |
| B. Cash flow from investing activities | | |
| Capital expenditure on property, plant and equipment (including capital advances) | (398.70) | (219.52) |
| Proceeds from sale of property, plant and equipment | 5.20 | 2.88 |
| Proceeds / (investment) in fixed deposits (net) | (316.58) | 139.82 |
| Investment in other companies | (25.34) | (2.90) |
| Investment in mutual funds | - | (0.05) |
| Interest received | | |
| - fixed deposits | 3.43 | - |
| - others | 0.66 | 7.90 |
| Net cash flow (used in) investing activities (B) | (731.33) | (71.87) |
| C. Cash flow from financing activities | | |
| Proceeds from non-current borrowings | 168.24 | - |
| Repayment of non-current borrowings | (31.18) | (39.86) |
| Proceeds of current borrowings (net) | 234.10 | 70.99 |
| Payment of dividend | (87.60) | - |
| Payment on account of lease liabilities | (0.30) | (0.29) |
| Finance costs | (22.26) | (20.93) |
| Net cash flow from / (used in) financing activities (C) | 261.00 | 9.91 |
| Net increase / (decrease) in cash and cash equivalents (A+B+C) | (36.04) | 200.55 |
| Cash and cash equivalents at the beginning of the year | 163.73 | 16.12 |
| Cash and cash equivalents at the end of the period | 127.69 | 216.67 |



Notes to the Statement of Consolidated Unaudited Financial Results :

1. The above Consolidated Financial Results have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. The above Consolidated Financial Results for the quarter and half year ended September 30, 2022 have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on November 9, 2022.
2. The Statutory Auditors have carried out the 'Limited Review' of the Unaudited Consolidated Financial Results of the Company for the quarter and half year ended September 30, 2022 in accordance with the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
3. The Board of Directors of APL Apollo Tubes Limited ("Company"), at its meeting held on February 27, 2021, has considered and approved a draft scheme of amalgamation ('scheme') under Sections 230 to 232 of the Companies Act, 2013, of Shri Lakshmi Metal Udyog Limited ('Shri Lakshmi' - wholly owned subsidiary company) and Apollo Tricoat Tubes Limited ('Apollo Tricoat' - subsidiary company of wholly owned subsidiary) with the Company. The New Delhi bench of the National Company Law Tribunal (NCLT), through its order dated October 14, 2022 has approved the scheme. The certified copy of the NCLT order was filed with Registrar of Companies on October 31, 2022. Consequently, the scheme became operative from October 31, 2022 ('Effective Date') with appointed date from April 1, 2021 as per the approved scheme.

The Company has accounted for the merger of Shri Lakshmi and Apollo Tricoat using the pooling of interest method retrospectively for all periods presented in the consolidated results as prescribed in Ind AS 103 - "Business Combinations". Previous periods financials have been restated from April 1, 2021. The pre-merger non-controlling interest in Apollo Tricoat is presented under other equity pending allotment of shares in the Company to the pre-merger non-controlling shareholders of Apollo Tricoat and the same is considered in both basic and diluted Earnings Per Share (EPS) of consolidated results.

4. The Group is in business of Manufacturing of ERW steel tube and pipes and hence only one reportable operating segment as per 'Ind-AS 108 : Operating Segments'.

For APL APOLLO TUBES LIMITED

**SANJAY GUPTA
CHAIRMAN AND MANAGING DIRECTOR**

Ghaziabad
November 9, 2022



**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE
FINANCIAL RESULTS**

TO THE BOARD OF DIRECTORS OF APL APOLLO TUBES LIMITED

1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **APL APOLLO TUBES LIMITED** ("the Company"), for the quarter and six months ended September 30, 2022 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended ("the Listing Regulations").
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)

JITENDRA AGARWAL

(Partner)

(Membership No. 87104)

(UDIN:22087104BCPLYP8975)

Place: Ghaziabad

Date: November 09, 2022



APL APOLLO TUBES LIMITED
 Regd. Office : 37, Hargobind Enclave, Vikas Marg, Delhi - 110092
 Statement of Standalone Financial Results for the quarter and half year ended September 30, 2022
 CIN : L74899DL1986PLC023443

| Particulars | (Rupees in crore, except EPS) | | | | | |
|---|--|-----------------------------------|--|--|--|---------------------------------|
| | Quarter ended September 30, 2022 | Quarter ended June 30, 2022 | Quarter ended September 30, 2021 | Half year ended September 30, 2022 | Half year ended September 30, 2021 | Year ended March 31, 2022 |
| | (Unaudited) | (Unaudited) (Refer note 3) | (Unaudited) (Refer note 3) | (Unaudited) | (Unaudited) (Refer note 3) | (Audited) (Refer note 3) |
| I Revenue from operations | | | | | | |
| (a) Sale of products | 3,666.82 | 2,973.19 | 2,576.64 | 6,640.01 | 4,757.29 | 11,210.34 |
| (b) Other operating income | 104.54 | 87.49 | 93.43 | 192.03 | 169.92 | 379.31 |
| Total revenue from operations | 3,771.36 | 3,060.68 | 2,670.07 | 6,832.04 | 4,927.21 | 11,589.65 |
| II Other Income | 13.18 | 8.42 | 8.97 | 21.60 | 18.03 | 35.63 |
| III Total income (I +II) | 3,784.54 | 3,069.10 | 2,679.04 | 6,853.64 | 4,945.24 | 11,625.28 |
| IV Expenses | | | | | | |
| (a) Cost of materials consumed | 2,866.21 | 2,771.39 | 1,967.27 | 5,637.61 | 3,886.16 | 9,230.50 |
| (b) Purchase of stock-in-trade (traded goods) | 430.11 | 209.69 | 180.99 | 639.80 | 432.14 | 858.67 |
| (c) Changes in inventories of finished goods, stock in trade, work-in-progress, rejection and scrap | 72.28 | (283.38) | 188.54 | (211.09) | (73.65) | 30.97 |
| (d) Employee benefits expense | 37.61 | 34.02 | 30.16 | 71.63 | 59.31 | 124.59 |
| (e) Finance costs | 12.82 | 8.95 | 10.62 | 21.76 | 24.15 | 43.43 |
| (f) Depreciation and amortisation expense | 23.85 | 23.96 | 23.78 | 47.81 | 46.73 | 93.79 |
| (g) Other expenses | 178.57 | 162.69 | 123.29 | 341.26 | 253.79 | 580.89 |
| Total expenses | 3,621.45 | 2,927.32 | 2,524.65 | 6,548.78 | 4,628.63 | 10,962.84 |
| V Profit before tax (III-IV) | 163.09 | 141.78 | 154.39 | 304.86 | 316.61 | 662.44 |
| VI Tax expense : | | | | | | |
| (a) Current tax | 40.67 | 36.09 | 36.42 | 76.76 | 77.84 | 161.95 |
| (b) Deferred tax charge (net) | 0.95 | 0.26 | 2.67 | 1.22 | 2.27 | 6.26 |
| Total tax expense | 41.62 | 36.35 | 39.09 | 77.98 | 80.11 | 168.21 |
| VII Profit for the period / year (V-VI) | 121.47 | 105.43 | 115.30 | 226.88 | 236.50 | 494.23 |
| VIII Other Comprehensive Income | | | | | | |
| Add / (less) : Items that will not be reclassified to profit or loss | | | | | | |
| (a) Remeasurement of post employment benefit obligation | 0.21 | 0.21 | 0.38 | 0.42 | 0.76 | 0.76 |
| (b) Income tax relating to above item | (0.05) | (0.06) | (0.10) | (0.11) | (0.20) | (0.20) |
| Other Comprehensive Income for the period / year | 0.16 | 0.15 | 0.28 | 0.31 | 0.56 | 0.56 |
| IX Total Comprehensive Income for the period / year (VII+VIII) | 121.63 | 105.58 | 115.58 | 227.19 | 237.06 | 494.79 |
| X Paid up Equity Share Capital (Face value of Rupees 2 each - Refer note 3) | 55.43 | 55.43 | 55.33 | 55.43 | 55.33 | 55.43 |
| XI Other equity | | | | | | 2,081.93 |
| XII Earnings per equity share (EPS) of Rupees 2 each # : (Refer note 3) | | | | | | |
| (a) Basic (In Rupees) | 4.85 | 4.21 | 4.62 | 9.06 | 9.47 | 19.78 |
| (b) Diluted (In Rupees) | 4.38 | 3.80 | 4.16 | 8.17 | 8.54 | 17.83 |

EPS is not annualised for the quarter and half year ended September 30, 2022, quarter ended June 30, 2022 and quarter and half year ended September 30, 2021.



APL APOLLO TUBES LIMITED
STATEMENT OF STANDALONE CASH FLOWS FOR THE PERIOD ENDED SEPTEMBER 30, 2022

| Particulars | Period ended September 30, 2022 | Period ended September 30, 2021 |
|--|------------------------------------|------------------------------------|
| | | (Refer note 3) |
| A. Cash flow from operating activities | | |
| Profit before tax | 304.86 | 316.61 |
| <u>Adjustments for:</u> | | |
| Depreciation and amortisation expense | 47.81 | 46.73 |
| Loss / (gain) on sale of property, plant and equipment (net) | 0.18 | 0.48 |
| Finance costs | 21.76 | 24.15 |
| Interest income on fixed deposits | (4.81) | (7.98) |
| Interest income on others | (4.88) | (1.70) |
| Provision for slow moving inventory of spares & consumables | 0.63 | 0.46 |
| Government grant income | (3.14) | (4.81) |
| (Gain) / loss on derivatives measured at fair value through profit & loss account | 1.64 | (0.24) |
| Net unrealised foreign exchange loss / (gain) | (1.65) | (3.51) |
| Allowance for doubtful trade receivables (expected credit loss allowance) | (0.26) | (0.42) |
| Share based expenses | 0.10 | 0.94 |
| Operating profit before working capital changes | 362.24 | 370.71 |
| Changes in working capital: | | |
| Adjustments for (increase) / decrease in operating assets: | | |
| Inventories | (135.78) | (106.72) |
| Trade receivables | 306.43 | 9.22 |
| Current loans and other financial assets | (3.03) | 10.01 |
| Non-current loans and other financial assets | (6.58) | 107.55 |
| Other current assets | 68.65 | 34.50 |
| Other non-current assets | 0.51 | 3.86 |
| Adjustments for increase / (decrease) in operating liabilities: | | |
| Trade payables | 22.22 | 32.03 |
| Other current liabilities | 6.97 | (30.95) |
| Other current financial liabilities | 0.34 | (4.32) |
| Other non current financial liabilities | (0.18) | 0.03 |
| Other non current liabilities | 6.39 | 1.53 |
| Provisions (current & non-current) | 1.91 | 2.34 |
| Cash generated from operations | 630.09 | 429.79 |
| Net income tax (paid) | (74.23) | (47.31) |
| Net cash flow from operating activities (A) | 555.86 | 382.48 |
| B. Cash flow from investing activities | | |
| Capital expenditure on property, plant and equipment (including capital advances) | (69.80) | (71.75) |
| Proceeds from sale of property, plant and equipment | 5.20 | 2.88 |
| Proceeds / (investment) in fixed deposits (net) | (87.85) | 167.02 |
| Investment in other companies | (0.11) | (2.94) |
| Investment in equity shares of subsidiaries | (389.54) | (101.39) |
| Interest received | | |
| - fixed deposits | 1.44 | 9.66 |
| - others | 4.88 | 1.70 |
| Net cash flow (used in) investing activities (B) | (535.78) | 5.18 |
| C. Cash flow from financing activities | | |
| Proceeds from non-current borrowings | 15.94 | - |
| Repayment of non-current borrowings | (31.32) | (233.70) |
| Proceeds from current borrowings (net) | 121.14 | 66.74 |
| Payment of dividend | (87.60) | - |
| Payment on account of lease liabilities | (0.30) | (0.29) |
| Finance costs | (20.71) | (22.06) |
| Net cash flow from / (used in) financing activities (C) | (2.85) | (189.31) |
| Net increase / (decrease) in cash and cash equivalents (A+B+C) | 17.23 | 198.35 |
| Cash and cash equivalents at the beginning of the period | 107.94 | 3.19 |
| Cash and cash equivalents acquired in merger of Apollo Tricoat & Shri Lakshmi (Refer note 3) | - | 11.08 |
| Cash and cash equivalents at the end of the period | 125.17 | 212.62 |



Notes to the Statement of Standalone Unaudited Financial Results :

1. The above Standalone Financial Results have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. The above Standalone Financial Results for the quarter and half year ended September 30, 2022 have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on November 9, 2022.
2. The Statutory Auditors have carried out the 'Limited Review' of the Standalone Unaudited Financial Results of the Company for the quarter and half year ended September 30, 2022 in accordance with the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
3. The Board of Directors of APL Apollo Tubes Limited ("Company"), at its meeting held on February 27, 2021, has considered and approved a draft scheme of amalgamation ('scheme') under Sections 230 to 232 of the Companies Act, 2013, of Shri Lakshmi Metal Udyog Limited ('Shri Lakshmi' - wholly owned subsidiary company) and Apollo Tricoat Tubes Limited ('Apollo Tricoat' - subsidiary company of wholly owned subsidiary) with the Company. The New Delhi bench of the National Company Law Tribunal (NCLT), through its order dated October 14, 2022 has approved the scheme. The certified copy of the NCLT order was filed with Registrar of Companies on October 31, 2022. Consequently, the scheme became operative from October 31, 2022 ('Effective Date') with appointed date from April 1, 2021 as per the approved scheme.

The Company has accounted for the merger of Shri Lakshmi and Apollo Tricoat using the pooling of interest method retrospectively for all periods presented in the standalone results as prescribed in Ind AS 103 - "Business Combinations". Previous periods financials have been restated from April 1, 2021. The pre-merger non-controlling interest in Apollo Tricoat is presented under other equity pending allotment of shares in the Company to the pre-merger non-controlling shareholders of Apollo Tricoat and the same is considered in both basic and diluted Earnings Per Share (EPS) of standalone results.

4. The Company is in business of Manufacturing of ERW steel tube and pipes and hence only one reportable operating segment as per 'Ind-AS 108 : Operating Segments'.

Ghaziabad
November 9, 2022

For APL APOLLO TUBES LIMITED


SANJAY GUPTA
CHAIRMAN AND MANAGING DIRECTOR





**YOU THINK
WE SUPPLY**

CELEBRATING NETWORK OF 800 DISTRIBUTORS



Q2FY23 Results

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

- Q2FY23 at glance
- Financial Performance
- Business Strategy
- New Initiatives
- ESG Engagement
- Team APL Apollo



Q2FY23 at a Glance



602k ton
Sales Volume
41% yoy increase



₹ 39.7 Bn
Revenue
29% yoy increase



₹2.3 Bn
EBITDA
4% yoy increase



₹ 3,850
EBITDA/ton
26% yoy decline



₹136 Mn*
Interest Cost
27% yoy increase



₹ 1.5 Bn
Net profit
3% yoy increase



54%
**Value Added
Sales mix**
FY22 was 63%



₹ 4.3 Bn
H1FY23 OpCF
FY22 was Rs 6.5 Bn



5 days
Net WC days
FY22 was 7 days



27.3%
ROCE as at Q2FY23
FY22 was 34.6%



22.6%
ROE as at Q2FY23
FY22 was 28.8%



₹ 2.9 Bn
Net debt
FY22 was 2.0 Bn

**Interest Cost does not include Interest Income of Rs33mn; it has been accounted in Other Income*

Note1: Sales Volume and Financials are on consolidated basis

Note2: Capital employed for ROCE computed as Total assets less Current Liabilities & Cash

FINANCIAL PERFORMANCE



De-commoditizing Product Portfolio

Value added products contributed
54% of total sales in Q2

| Product Category | Application | Q2FY22 | | | Q3FY22 | | | Q4FY22 | | | Q1FY23 | | | Q2FY23 | | |
|-----------------------------|-----------------------|------------|------------|--------------|------------|------------|--------------|------------|------------|--------------|------------|------------|--------------|------------|------------|--------------|
| | | Sales Mix | Volume | EBITDA /Ton | Sales Mix | Volume | EBITDA /Ton | Sales Mix | Volume | EBITDA/ Ton | Sales Mix | Volume | EBITDA/ Ton | Sales Mix | Volume | EBITDA /Ton |
| | | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) |
| Apollo Structural | Heavy Structures | 6 | 26 | 6,240 | 9 | 35 | 7,531 | 7 | 40 | 7,835 | 8 | 33 | 7,028 | 7 | 41 | 6,926 |
| | Light Structures | 12 | 51 | 5,137 | 12 | 47 | 4,721 | 11 | 60 | 5,074 | 12 | 50 | 4,375 | 13 | 77 | 4,155 |
| | General Products | 38 | 161 | 2,194 | 35 | 139 | 1,524 | 40 | 223 | 1,955 | 39 | 165 | 1,614 | 46 | 276 | 1,388 |
| Apollo Z | Rust-proof structures | 21 | 90 | 8,083 | 23 | 91 | 7,714 | 19 | 103 | 7,942 | 19 | 80 | 7,015 | 13 | 78 | 6,914 |
| | Rust-proof sheet | 5 | 21 | 5,136 | 5 | 19 | 4,554 | 6 | 35 | 4,746 | 5 | 20 | 4,105 | 4 | 21 | 3,920 |
| Apollo Tricoat | Home Improvement | 14 | 61 | 8,172 | 13 | 54 | 7,999 | 12 | 65 | 7,149 | 12 | 49 | 9,194 | 12 | 70 | 8,219 |
| Apollo Galv | Agri/Industrial | 4 | 16 | 6,353 | 4 | 17 | 6,051 | 5 | 26 | 6,230 | 4 | 18 | 5,005 | 4 | 27 | 4,966 |
| Total (ex Raipur) | | 100 | 427 | 5,199 | 100 | 403 | 5,023 | 100 | 552 | 4,820 | 98 | 416 | 4,579 | 98 | 590 | 3,928 |
| Apollo Build/ New Raipur | Coated Products | - | - | - | - | - | - | 0 | 0.4 | 5,040 | 2 | 7 | 5,001 | 2 | 12 | - |
| Total | | 100 | 427 | 5,199 | 100 | 403 | 5,023 | 100 | 552 | 4,823 | 100 | 423 | 4,587 | 100 | 602 | 3,850 |

Standard products with
EBITDA around Rs 2,000/ Ton

Value added products with
EBITDA more than Rs 4,000/Ton

EBITDA Bridge (Per Ton)

APL APOLLO TUBES



Sales mix deteriorated due to higher proportion of commoditized sales

Raipur (ABPL) currently breaking even as plant is still ramping up

Discounts offered to clients because of channel de-stocking

De-commoditizing Product Portfolio

Value added products contributed 63% of total sales in FY22 vs 42% in FY18

| Product Category | Application | FY19 | | | FY20 | | | FY21 | | | FY22 | | | 1HFY23 | | | Annual |
|-----------------------------|-----------------------|------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|--------------|
| | | Sales Mix | Volume | EBITDA /Ton | Sales Mix | Volume | EBITDA /Ton | Sales Mix | Volume | EBITDA/ Ton | Sales Mix | Volume | EBITDA/ Ton | Sales Mix | Volume | EBITDA/ Ton | Capacity |
| | | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | (KTon) |
| Apollo Structural | Heavy Structures | 6 | 80 | 3,775 | 6 | 101 | 4,000 | 6 | 95 | 4,721 | 7 | 121 | 7,422 | 7 | 74 | 6,971 | 200 |
| | Light Structures | 8 | 108 | 3,707 | 5 | 87 | 3,800 | 13 | 213 | 4,717 | 11 | 198 | 5,253 | 12 | 127 | 4,242 | 430 |
| | General Products | 58 | 777 | 1,615 | 55 | 898 | 1,361 | 43 | 713 | 1,658 | 37 | 647 | 2,145 | 43 | 442 | 1,473 | 1,000 |
| Apollo Z | Rust-proof structures | 21 | 279 | 5,568 | 20 | 333 | 5,021 | 18 | 294 | 6,728 | 21 | 369 | 8,161 | 15 | 158 | 6,965 | 400 |
| | Rust-proof sheet | - | 3 | 4,703 | 0 | 2 | 5,000 | 1 | 23 | 4,720 | 6 | 105 | 5,146 | 4 | 41 | 4,010 | 100 |
| Apollo Tricoat | Home Improvement | - | - | - | 7 | 113 | 6,589 | 14 | 231 | 7,072 | 14 | 239 | 8,737 | 12 | 119 | 8,621 | 350 |
| Apollo Galv | Agri/Industrial | 7 | 92 | 4,362 | 6 | 99 | 3,952 | 4 | 71 | 6,040 | 4 | 76 | 6,442 | 4 | 44 | 4,982 | 120 |
| Apollo Build/ New Raipur | Coated Products | - | - | - | - | - | - | - | - | - | 0.0 | 0.4 | 5,040 | 2 | 20 | 1,913 | - |
| Total | | 100 | 1,339 | 2,933 | 100 | 1,633 | 2,923 | 100 | 1,640 | 4,138 | 100 | 1,755 | 5,386 | 100 | 1,025 | 4,154 | 2,600 |

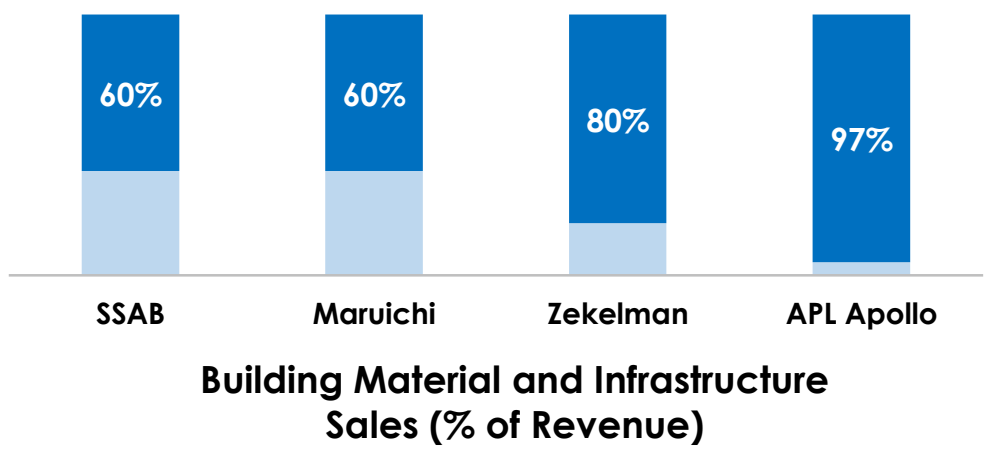
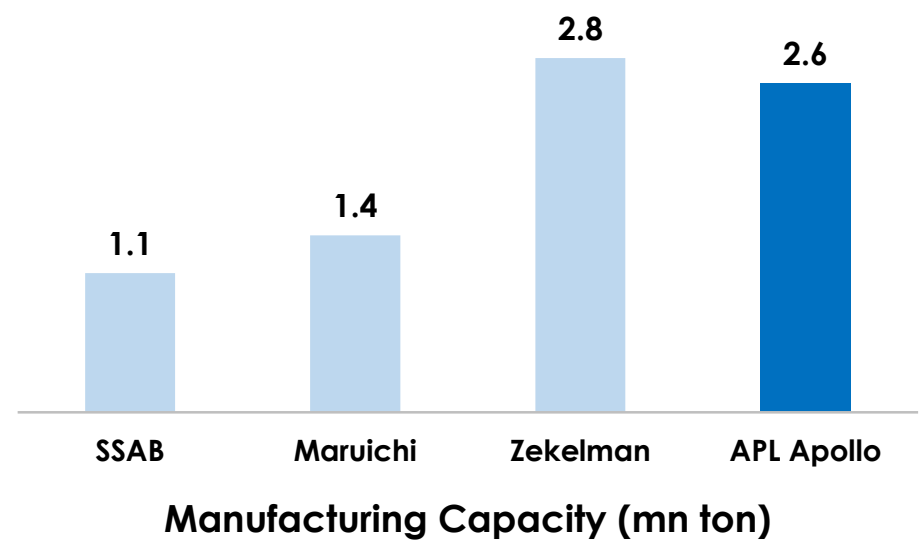
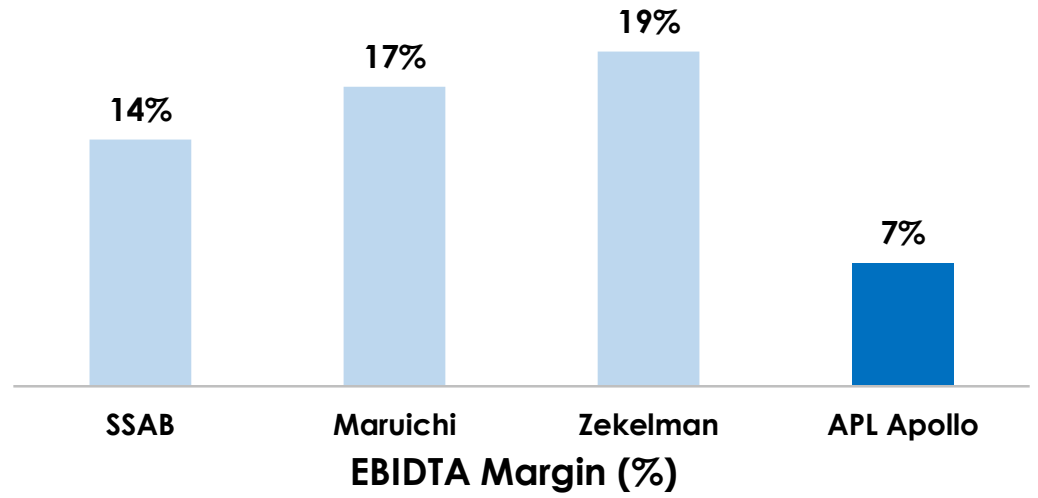
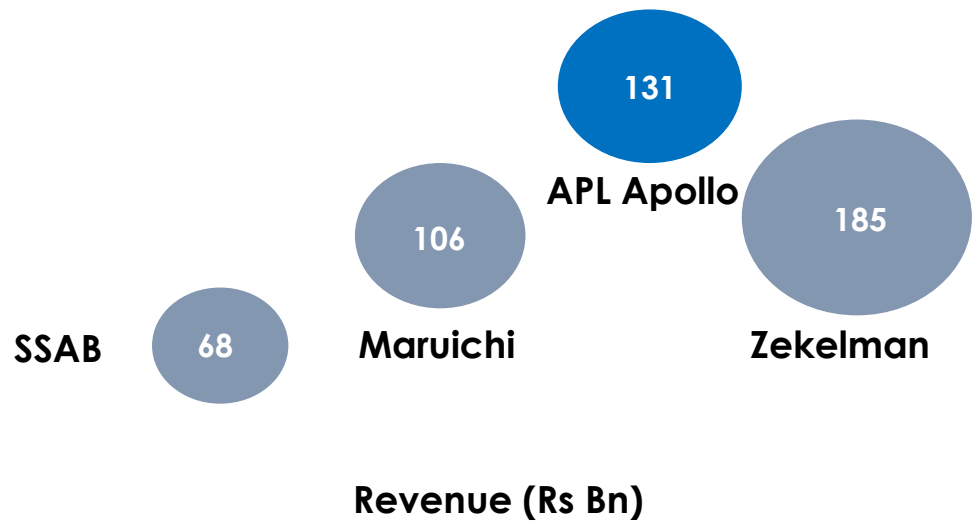
Standard products with EBITDA around Rs 2,000/ Ton

Value added products with EBITDA more than Rs 4,000/Ton

Post Tricoat Merger Reporting Structure

| Product Category | Application | Q1FY23 | | | Q2FY23 | | |
|--------------------------|-----------------------|------------|------------|--------------|------------|------------|--------------|
| | | Sales Mix | Volume | EBITDA/Ton | Sales Mix | Volume | EBITDA/Ton |
| | | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) |
| Apollo Structural | Heavy Structures | 8 | 33 | 7,028 | 7 | 41 | 6,926 |
| | Light Structures | 14 | 59 | 5,081 | 18 | 109 | 5,344 |
| | General Products | 39 | 165 | 1,614 | 46 | 276 | 1,388 |
| Apollo Z | Rust-proof structures | 29 | 121 | 7,747 | 19 | 116 | 7,342 |
| | Rust-proof sheet | 5 | 20 | 4,105 | 4 | 21 | 3,920 |
| Apollo Galv | Agri/Industrial | 4 | 18 | 5,005 | 4 | 27 | 4,966 |
| Apollo Build/ New Raipur | Coated Products | 2 | 7 | 5,001 | 2 | 12 | - |
| Total | | 100 | 423 | 4,587 | 100 | 602 | 3,850 |

Global Peer Benchmarking

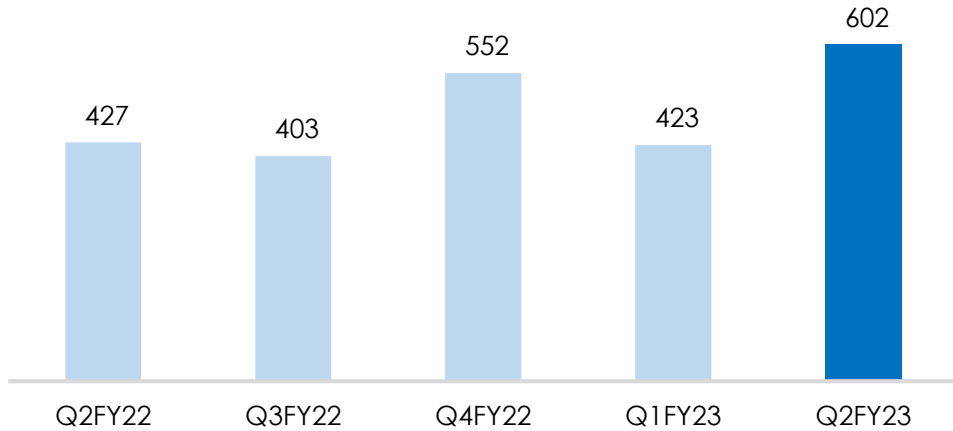


APL APOLLO TUBES

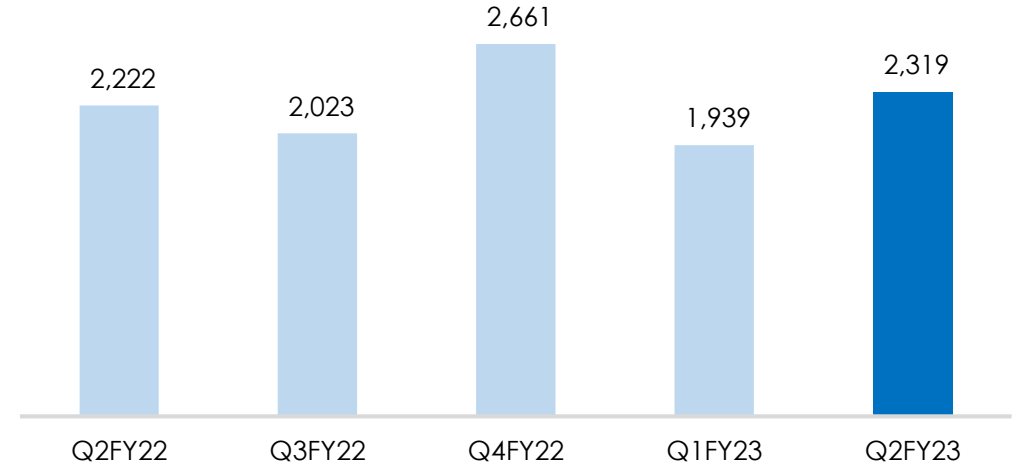
Based on latest financial available data

Growing Strength to Strength

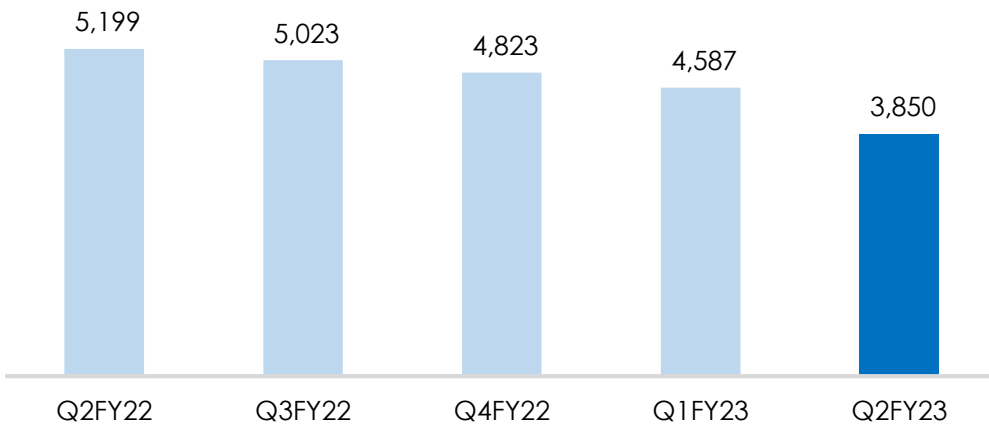
Volume (k'ton)



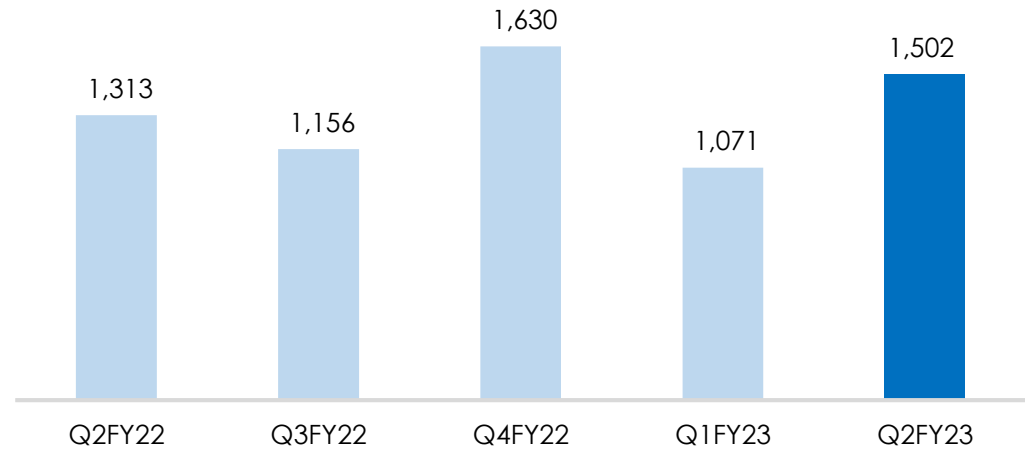
EBITDA (Rsm)



EBITDA/Ton (Rs)



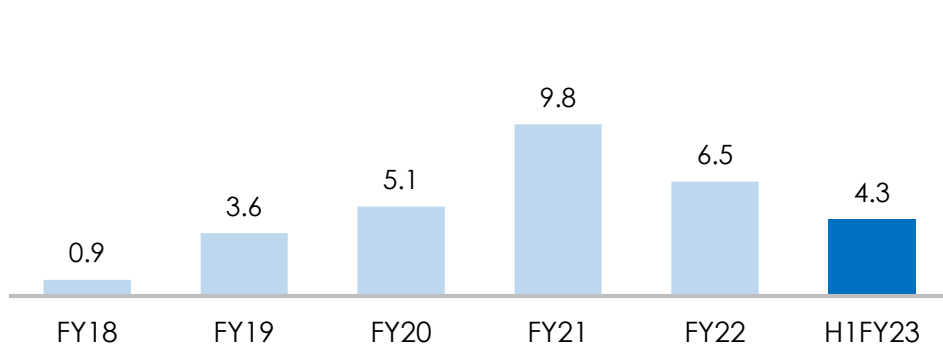
Net Profit (Rsm)



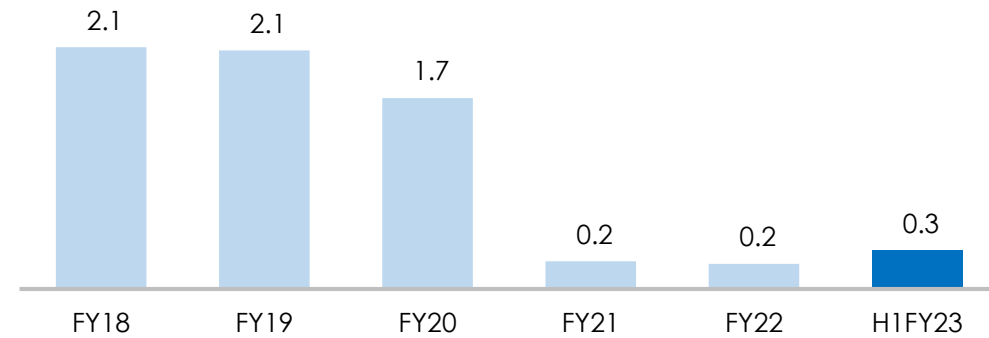
1. Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest
2. EBITDA has been calculated without other income

Growing Strength to Strength

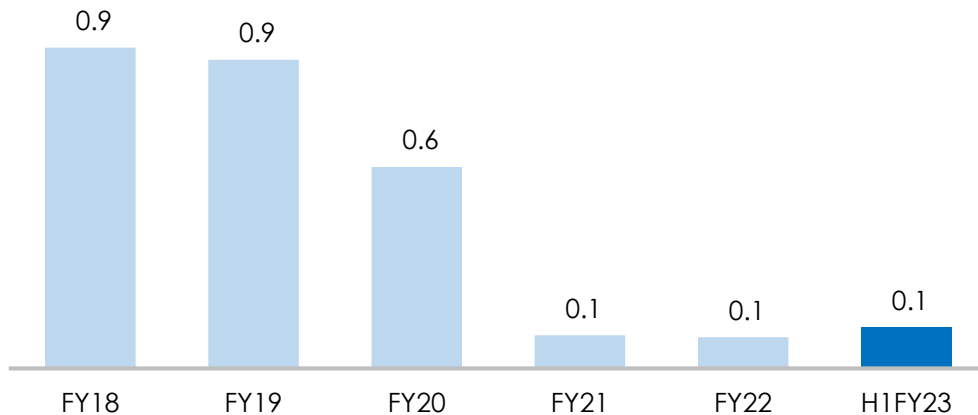
Operating Cash Flow (Rs Bn)



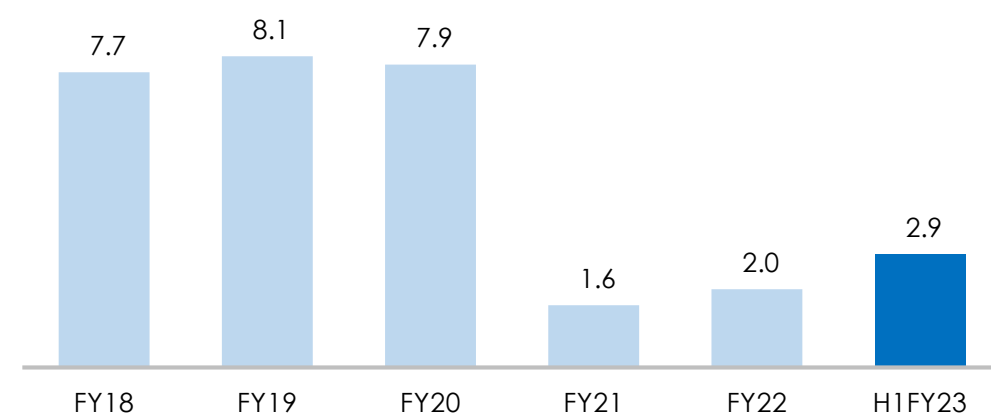
Net Debt/EBITDA (x)



Net Debt/ Equity (x)

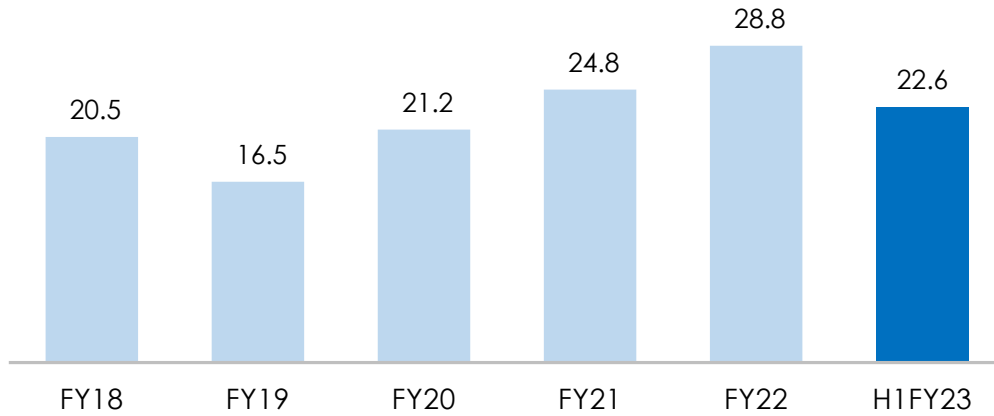


Net Debt (Rs Bn)

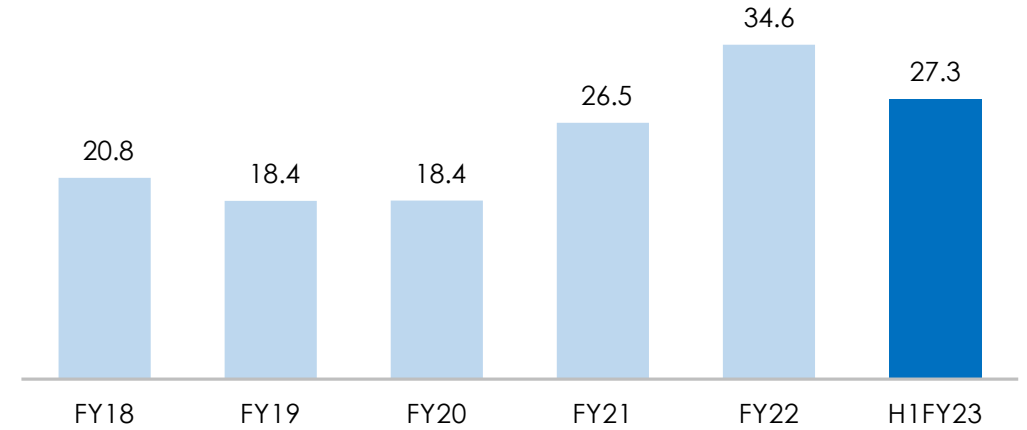


Growing Strength to Strength

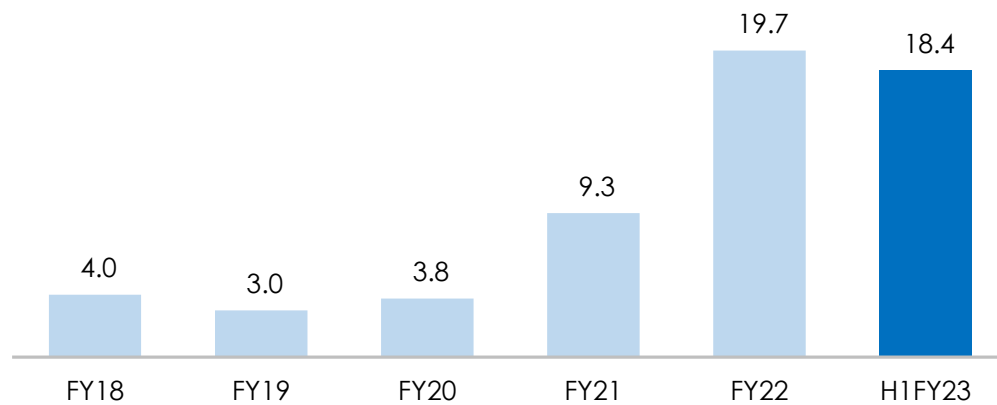
ROE (%)



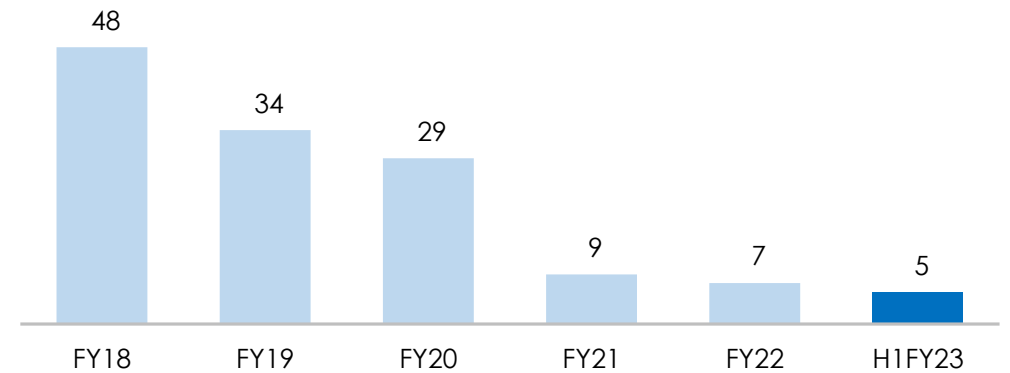
ROCE (%)



Interest Coverage Ratio (x)



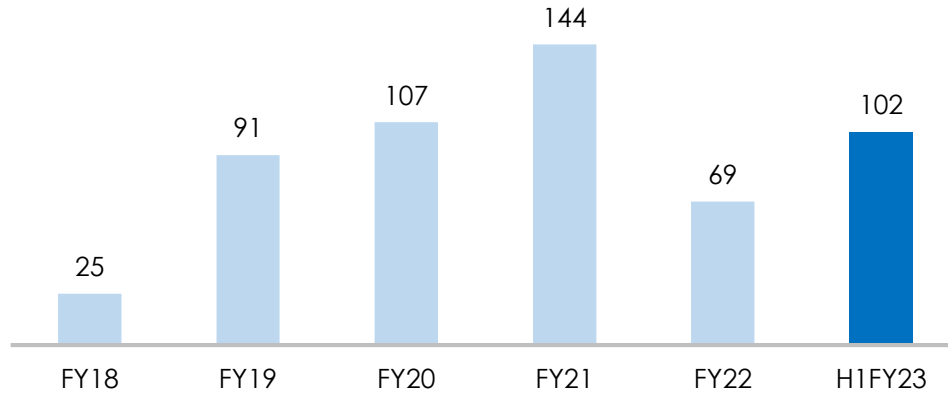
Net Working Capital Days



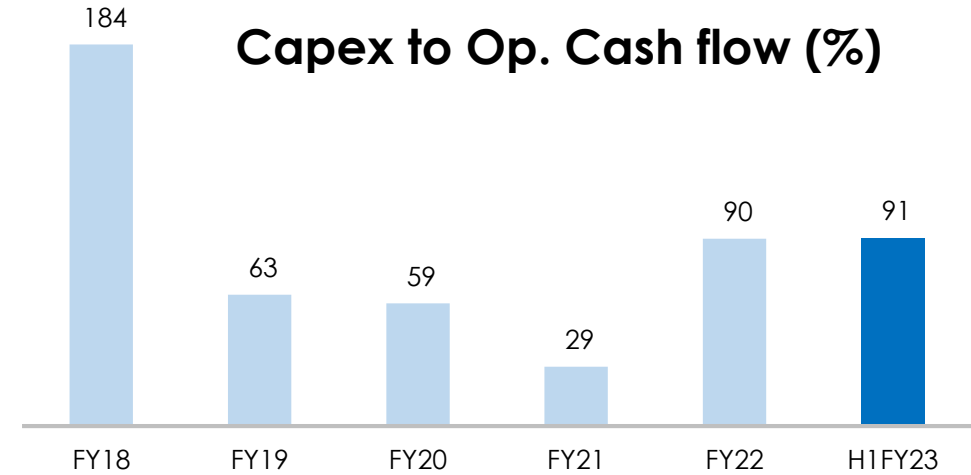
Note: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

Growing Strength to Strength

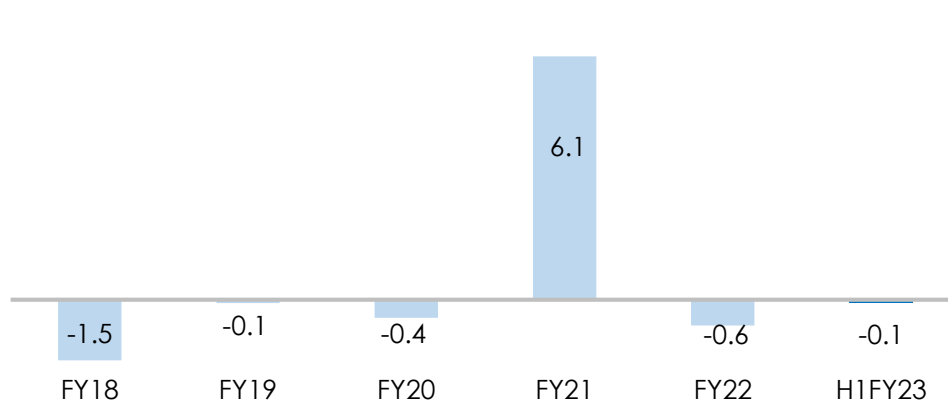
Operating Cashflow to EBITDA (%)



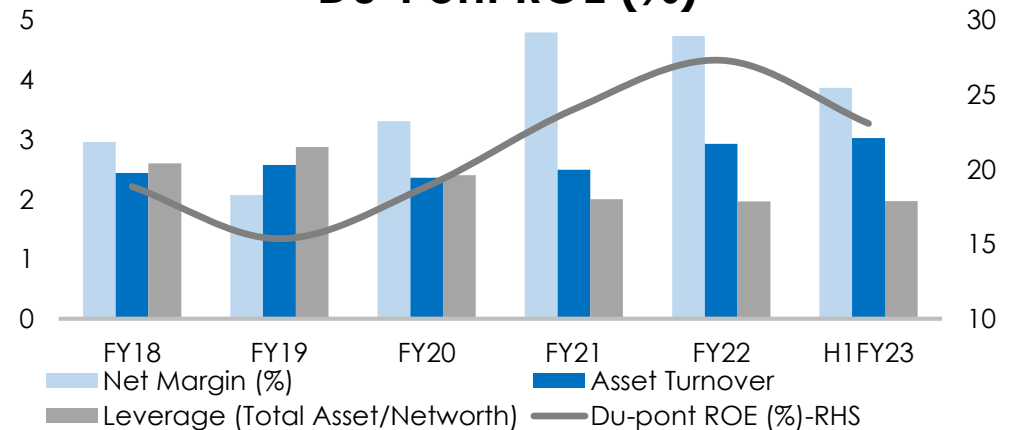
Capex to Op. Cash flow (%)



FCF (Rs Bn)



Du-Pont ROE (%)



Profit & Loss Statement (Consol)

| Particulars (Rsm) | Q2FY22 | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | FY22 | FY21 |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Sales Volume (k Ton) | 427 | 403 | 552 | 423 | 602 | 1,755 | 1,640 |
| Net Revenue | 30,839 | 32,304 | 42,147 | 34,386 | 39,692 | 1,30,633 | 84,998 |
| Raw Material Costs | 26,534 | 28,097 | 36,829 | 29,915 | 34,747 | 1,12,231 | 71,648 |
| Employee Costs | 373 | 389 | 410 | 445 | 468 | 1,530 | 1,296 |
| Other expenses | 1,711 | 1,795 | 2,247 | 2,086 | 2,158 | 7,419 | 5,266 |
| EBITDA | 2,222 | 2,023 | 2,661 | 1,939 | 2,319 | 9,452 | 6,787 |
| EBITDA/ton (Rs) | 5,199 | 5,023 | 4,823 | 4,587 | 3,850 | 5,386 | 4,138 |
| Other Income | 114 | 79 | 110 | 83 | 116 | 405 | 359 |
| Interest Cost | 107 | 109 | 101 | 100 | 136 | 445 | 661 |
| Depreciation | 273 | 272 | 279 | 294 | 276 | 1090 | 1,028 |
| Tax | 495 | 442 | 625 | 422 | 521 | 2,133 | 1,381 |
| Net Profit | 1,461 | 1,279 | 1,766 | 1,207 | 1,502 | 6,190 | 4,077 |
| Minority Interest (MI)* | 148 | 123 | 136 | 136 | 0* | 617 | 475 |

Note 1: Sales Volume and Financials are on consolidated basis

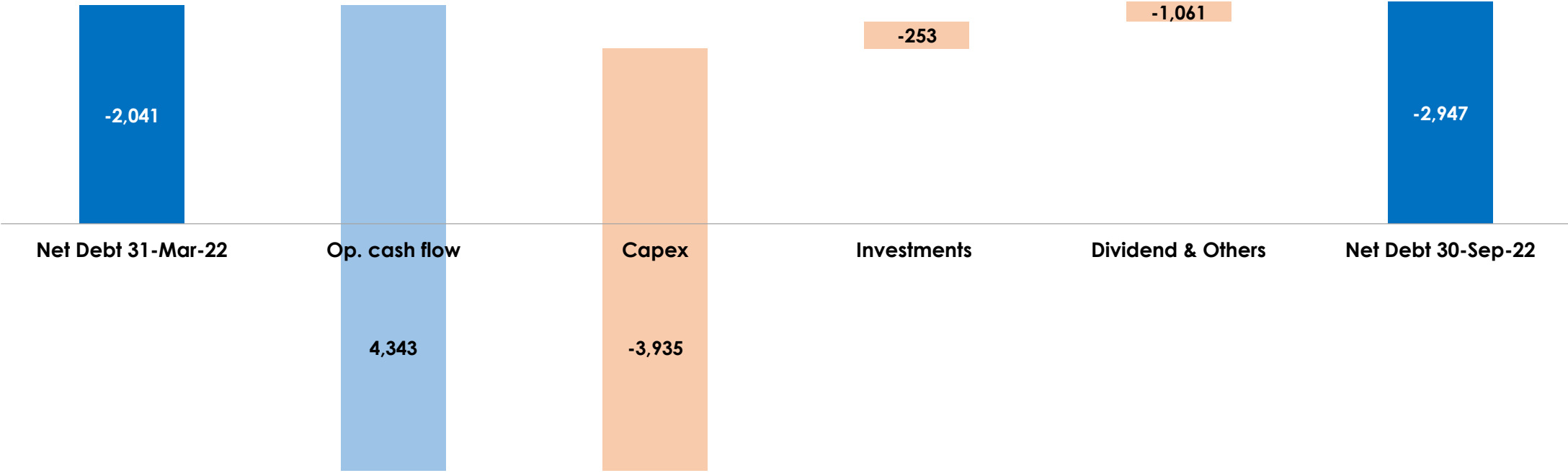
* Apollo Tricoat Tubes Ltd merger has been approved so minority interest ceases to exist

Balance Sheet & Cash flow(Consol)

| Balance Sheet - Assets (Rs mn) | H1FY23 | FY22 |
|---------------------------------------|---------------|---------------|
| Cash & Bank Balance | 6,570 | 3,764 |
| Receivables | 1,049 | 3,417 |
| Inventories | 10,933 | 8,472 |
| Other current assets | 1,816 | 2,617 |
| Fixed assets (net) | 23,887 | 21,039 |
| Right to use Assets | 859 | 870 |
| Investments | 1,035 | 862 |
| Other assets/goodwill | 3,487 | 3,367 |
| Total Assets | 49,635 | 44,409 |
| Balance Sheet - Liabilities (Rs mn) | H1FY23 | FY22 |
| Trade payables | 10,689 | 10,595 |
| Other current liabilities | 903 | 1,365 |
| Debt | 9,517 | 5,806 |
| Others | 2,245 | 2,119 |
| Minority Interest/Provision | - | - |
| Shareholders' funds | 26,281 | 24,525 |
| Total Equity & Liabilities | 49,635 | 44,409 |

| Cashflow Statement (Rs mn) | H1FY23 | FY22 |
|------------------------------|---------------|---------------|
| EBITDA | 4,258 | 9,452 |
| Accounts receivables | 2,385 | -2,108 |
| Inventory | -2,468 | -887 |
| Other WC changes | 917 | 1,638 |
| Tax | -948 | -1,993 |
| Other Income | 199 | 405 |
| Operating cash flow | 4,343 | 6,506 |
| Capex | -3,935 | -5,869 |
| Investments | -253 | -871 |
| Interest | -223 | -407 |
| Free cash flow | -68 | -640 |
| Dividend payments | -876 | 0 |
| Capital increase | 0 | 70 |
| Tricoat consolidation/Others | 38 | 152 |
| Net change in cash flow | -906 | -418 |
| Net debt beginning | -2,041 | -1,624 |
| Net debt end | -2,947 | -2,041 |

Consol. Cash Flow Bridge (Rs mn)



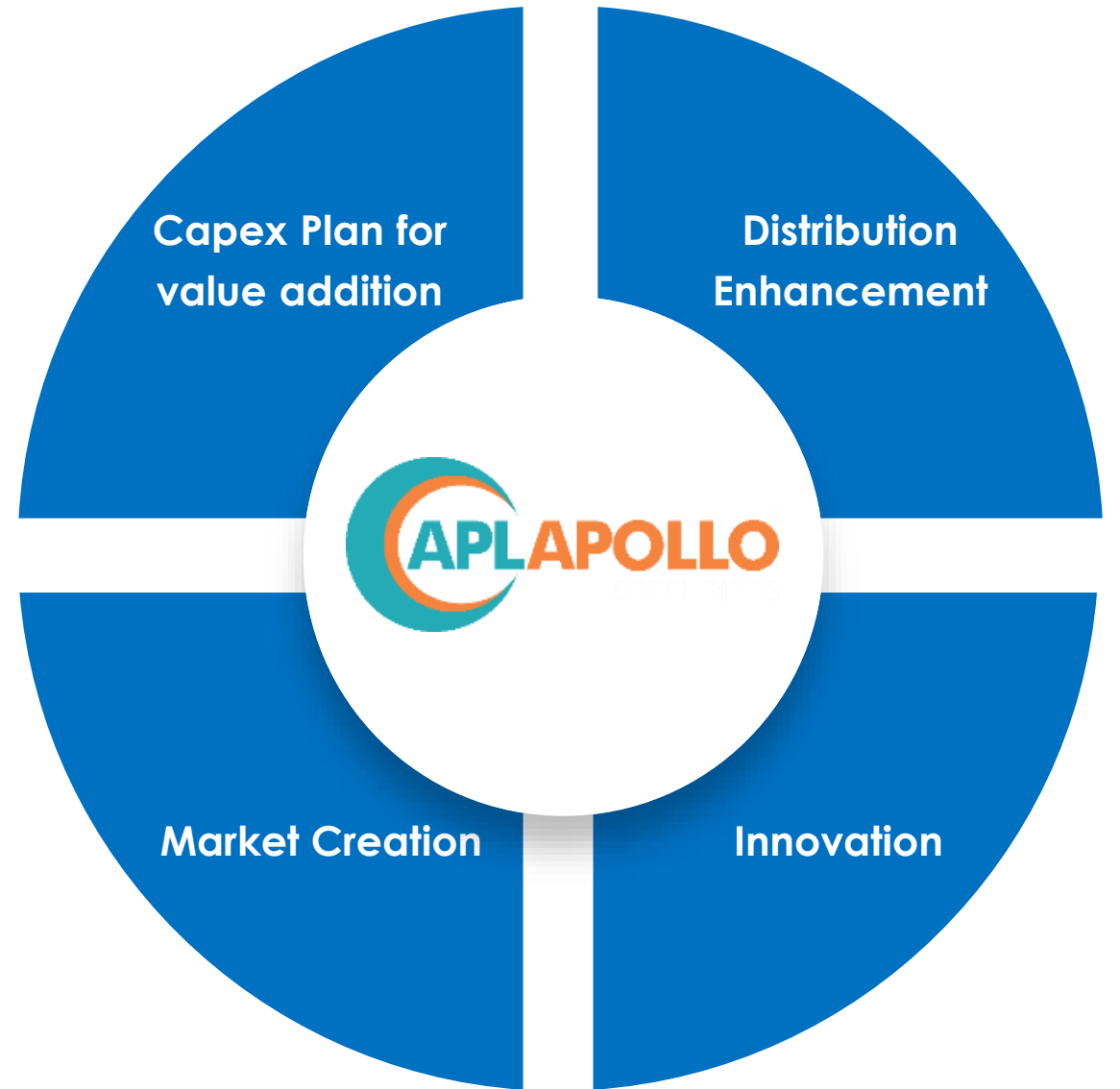
APL APOLLO TUBES

✓ Business continues to generate strong operational cash flows

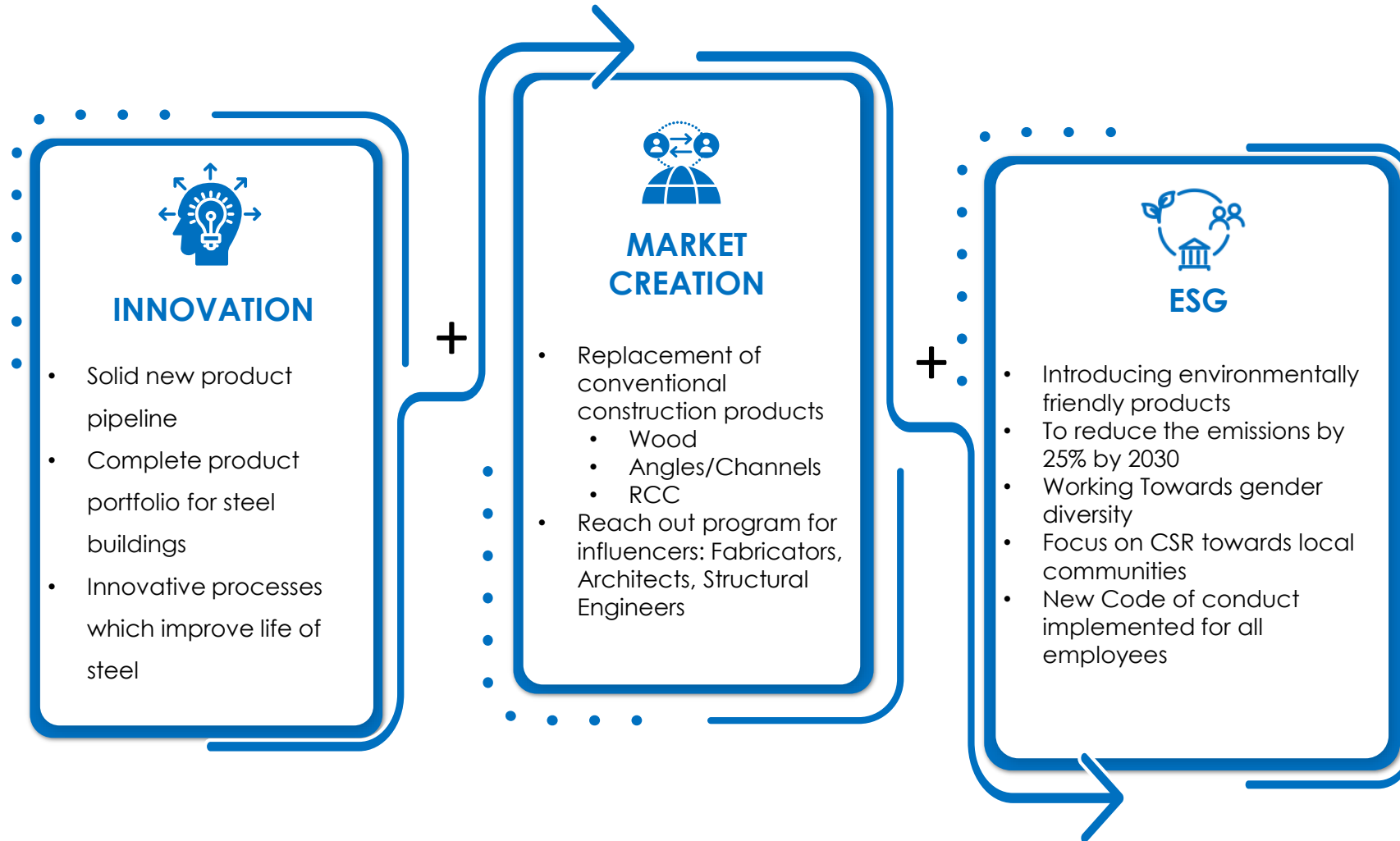
✓ Capex being funded from internal cash flows

✓ Net debt to EBITDA at 0.3x

BUSINESS STRATEGY



APL Apollo Vision



INNOVATION

Mission: World's only company to make steel tubes with size range of 10x10mm to 1000x1000mm and thickness range of 0.23 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

16 Registered Patents

| | | | |
|---|--|---|---|
|  |  |  |  |
| Double Door Chaukhat Tube | Apollo Signature | Four Double Door Chaukhat Tube | Single Door Chaukhat Tube |
|  |  |  |  |
| Elliptical Tube for electric transformers | D Section for Handrail/Fence | Handrail Tube | Window Frame Tube (L) |
|  |  |  |  |
| Window Frame Tube (T) | Window Frame Tube (Z) | Reflector Tube | Oval Tube for Gym equipment |
|  |  |  |  |
| Plank Tube | Octagon Tube for Furniture | Fencing Tube | Checked Section |

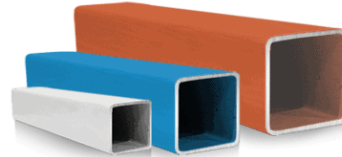
New Product Pipeline from Raipur plant

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

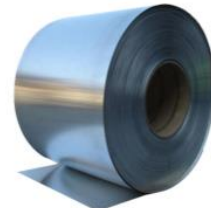


Replacing RCC structures/columns in heavy construction

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



India's 1st CRCA Black annealed tube



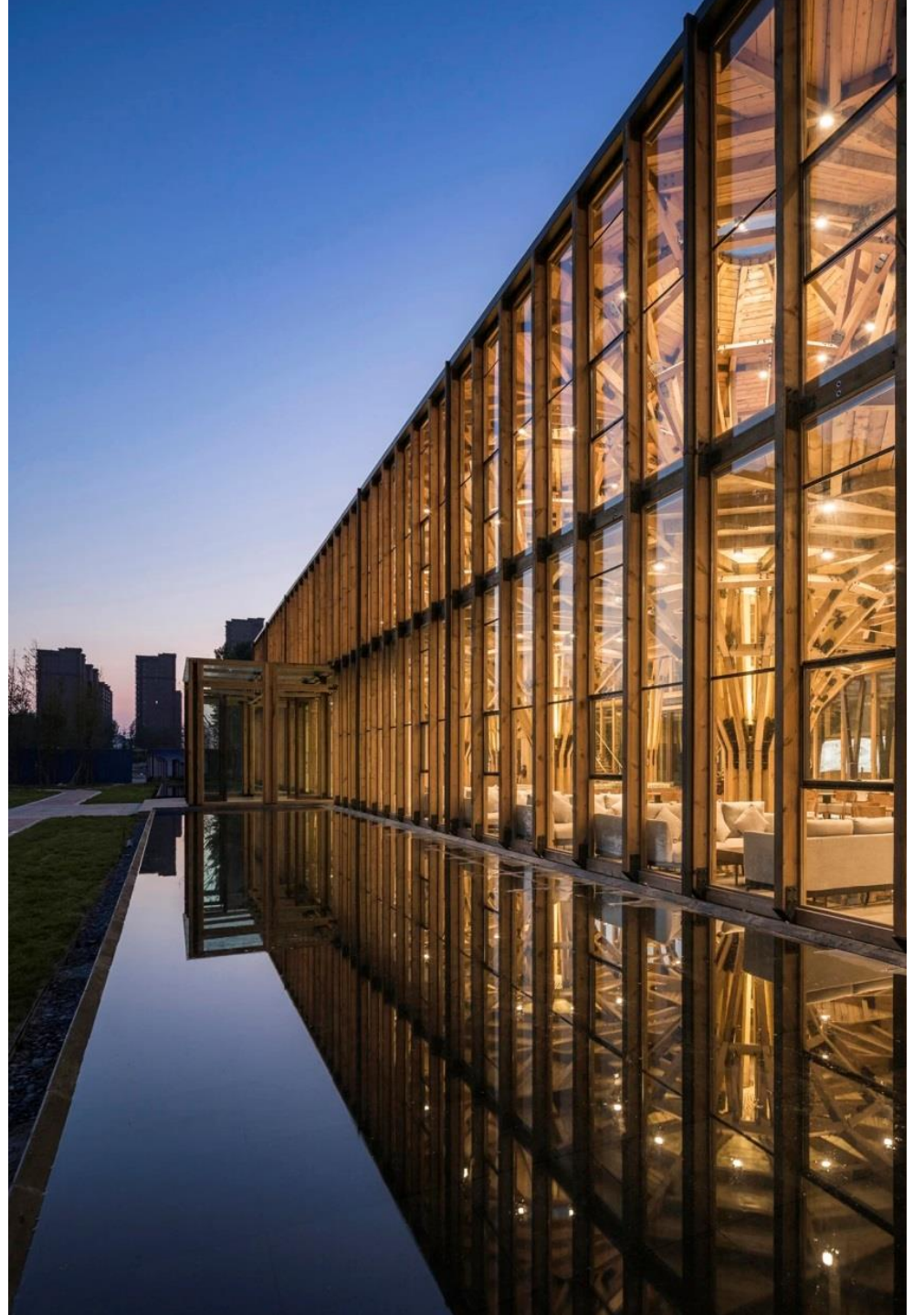
High tensile light structural application; bendable; superior rust proof properties

India's 1st Galvalume tubes



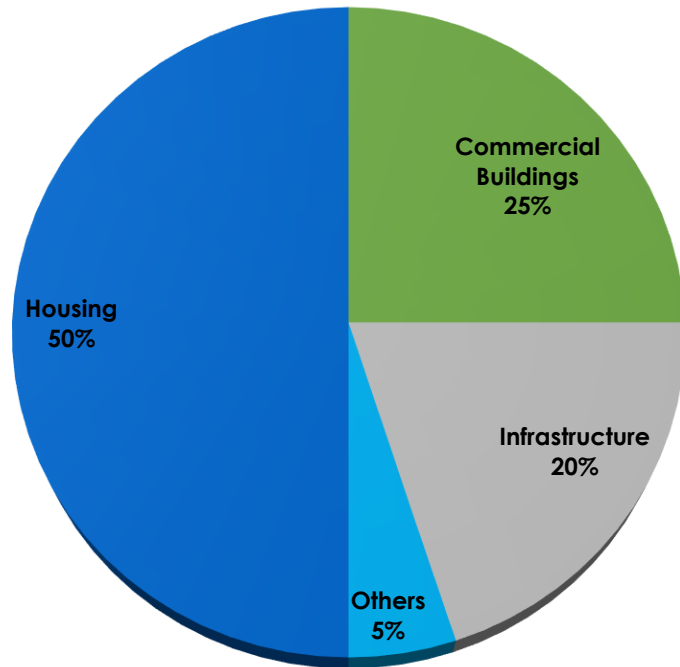
Superior rust proof properties and better life

MARKET CREATION



Structural Steel Tube Applications

Application Mix



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

Delhi Hospitals- Proof of Concept



Geeta Colony

Fabrication & Erection
1,000 ton



Sultanpuri

Fabrication & Erection
600 ton



Shalimar Bagh

Fabrication & Erection
3,300 ton



GTB Hospital

Fabrication & Erection
1,800 ton



Sarita Vihar

Fabrication & Erection
900 ton

**Revolution in
Construction**

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



OUR BIGGEST EVER

(NEW RAIPUR PANT)



Raipur Plant Update



HIGHLIGHTS

- Upcoming 400 Acre Raipur plant progressing on expected lines
- Project to commence in phases starting H2FY23
- 100% value added products
- Total capex **Rs8-10bn**; **c80%** already incurred

Raipur Plant Update

APL APOLLO TUBES



Area of 1.5mn square feet being built using 100% Apollo Column Tubes

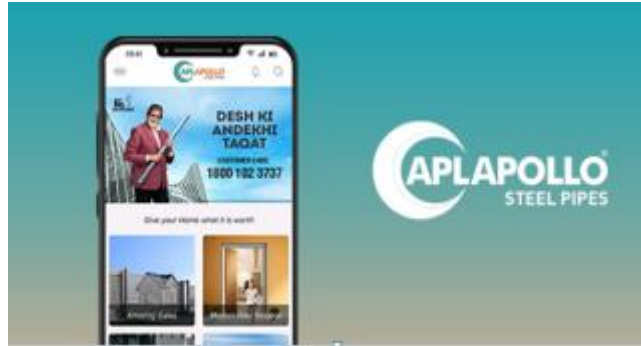
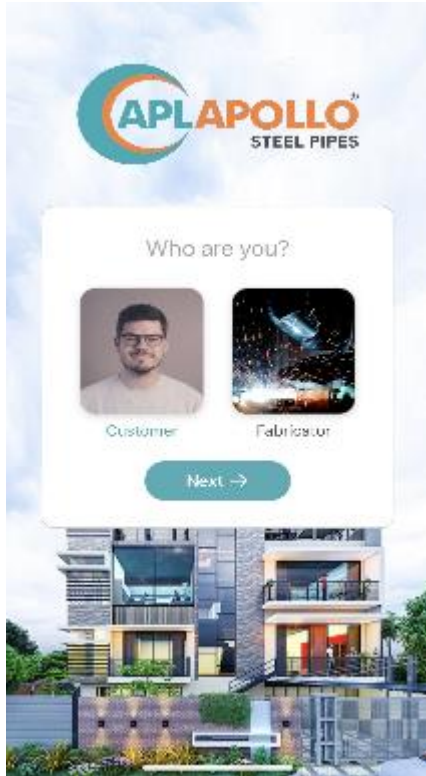
NEW INITIATIVES



B2C Tech App



APL APOLLO MOBILE - APPLICATION LAUNCHED



26,000+ Fabricators enrolled

90,000+ Total Downloads

300+ Designs

16 Patents registered



APL APOLLO'S ESG TRANSFORMATION JOURNEY

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**

ESG Developments



Environment

Assessed **Scope 3 emissions** (in addition to Scope 1 & Scope 2)



Social

- 1) **Safety Manual** formulated for all the production facilities and offices
- 2) **New Human Rights policy** incorporated

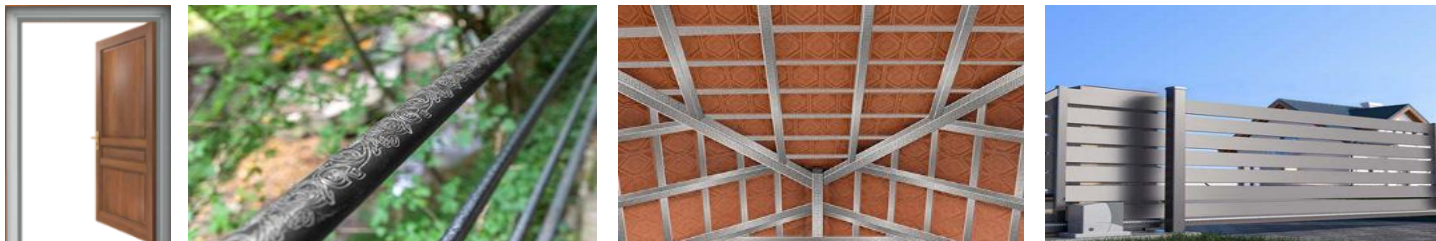


Governance

Code of Conduct: New Code of conduct is formulated for all employees

Front runner for Steel for Green

- APL Apollo is the **1st** Company to innovate readymade Chaukhat, 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 **thicker color coated** sheets which will save more trees

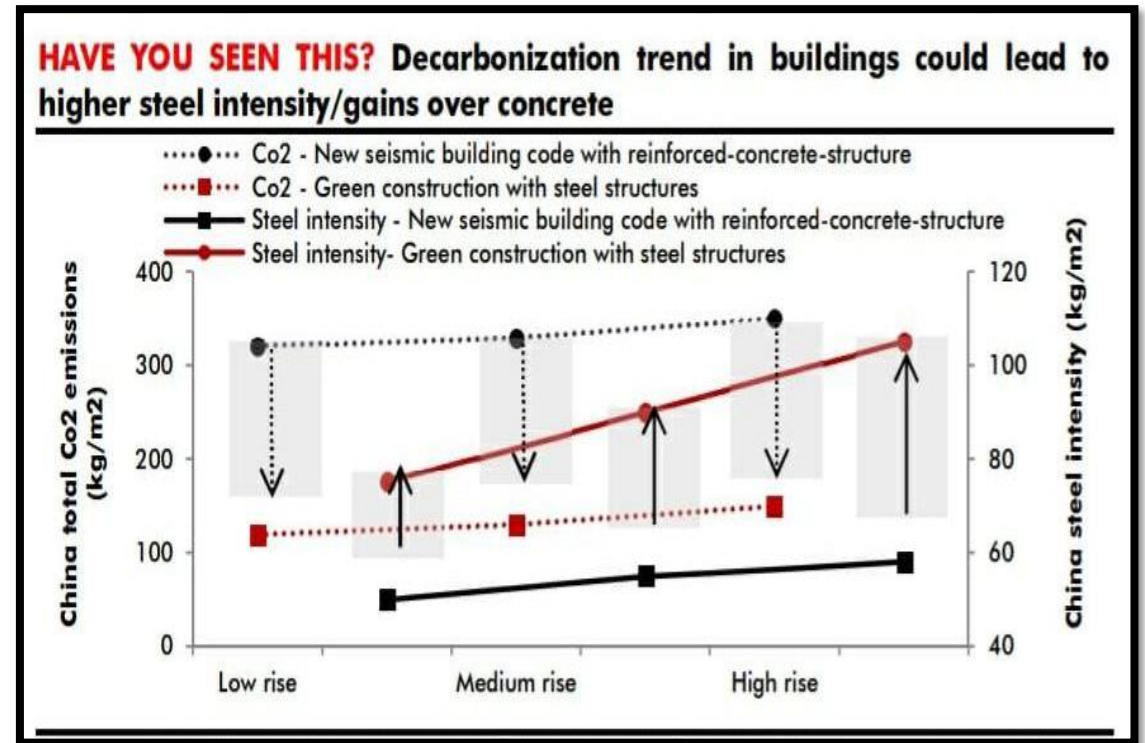


Steel Buildings = Decarbonization

- 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%

Team APL Apollo

DIRECTORS (NON EXECUTIVE)

Neeru Abrol

Director at TCNS Clothing Co Limited & others | Awarded best achiever by ICAI | 26 Yr experience in SAIL

Abhilash Lal

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

Anil Kumar Bansal

Director of NABARD, Rockland Finesto Ltd & others
4 decades of experience in banking industry

Virendra Singh Jain

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

Ashok Kumar Gupta

Steel industry veteran with 4 decades of experience
Worked as MD in APL Apollo in the past

Ameet Gupta

Wholetime Director at Havells India, India's largest electrical goods manufacturer

Rahul Gupta

A promising entrepreneur with an experience of around 5 years in Steel Tubes Manufacturing, currently MD of Apollo Tricoat Tubes Ltd.

Vinay Gupta

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

EXECUTIVE TEAM

Sanjay Gupta

CMD

Arun Agrawal

Chief Operating Officer

Deepak Goyal

Chief Finance Officer

Romi Sehgal

Director

Anubhav Gupta

Chief Strategy Officer

Anurag Mehrotra

Chief Human Resource Officer

Ravindra Tiwari

Head-Sales & Marketing

Ajay Garg

VP - Procurement

CK Singh

VP - Operations

Thank You

For further information,
please contact:

Deepak Goyal

APL Apollo Tubes Ltd

Tel: +91 120 404 1400

Email: deepakgoyal@aplapollo.com

Anubhav Gupta

APL Apollo Tubes Ltd

Tel: +91 120 404 1452

Email: anubhav@aplapollo.com



APL Apollo new Corporate office (Work in progress)



APL Apollo new Corporate office to be operational by H2CY22



APL Apollo Tubes Limited

Regd. Office: 37, Hargobind Enclave, Vikas Marg, Delhi – 110 092
Corp. Office: 36, Kaushambi, Behind Wave Cinemas, Ghaziabad – 201010



Q2FY23 FINANCIAL PERFORMANCE

Sales volume of 602,283 tons, +41% YoY

Revenue of Rs39.7bn, + 29% YoY

EBITDA of Rs2.3bn, +4% YoY

Net Profit of Rs1.5bn, +3% YoY



Ghaziabad, November 9, 2022: APL Apollo Tubes Limited (APL Apollo), India's leading branded structural steel tube company, today announced its financial results for the quarter ending September 30, 2022.

Financial performance highlights

- Sales volume up by 41% YoY to 602k tons
- Revenue expanded by 29% YoY to Rs39.7bn
- EBITDA increased by 4% to Rs2.3bn
 - EBITDA per ton was Rs3,850 (-26% YoY)
- Interest cost increased by 27% to Rs136mn
- Net Profit increased by 3% to Rs1.5bn

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Interest Cost does not include the interest income of Rs33mn

Mr. Sanjay Gupta, Chairman, APL Apollo, comments in Q2FY23 results

“The Company registered sales volume of 602,283 Ton in Q2FY23. This is the highest quarterly sales volume reported by the company. The sales volume for H1FY23 was 1,025,071 Ton compared to 800,511 Ton last year. In H2FY23, the sales volume should get further boost from commissioning and ramp-up of New Raipur plant. In Q2FY23, the sales mix was slightly weak which depressed EBITDA spreads. However, we expect sales mix to improve in coming quarters with the ramp-up of new Raipur plant.

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 10 manufacturing facilities with a total capacity of 2.6 million tons. It has a pan-India presence with units strategically located in Sikandarabad (UP), Hyderabad, Bangalore, Hosur (Tamil Nadu), Raipur (Chhattisgarh), Dujana (UP), Malur (Karnataka) and Murbad (Maharashtra). APL Apollo's multi-product offerings include over 1,500 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:

Deepak Goyal

APL Apollo Tubes Ltd Tel: +91 120 474 2700

Email: deepakgoyal@aplapollo.com

Anubhav Gupta

APL Apollo Tubes Ltd Tel: +91 120 404 1400

Email: anubhav@aplapollo.com

