



APL/SECT/DLH/SE: 2021-22



1<sup>st</sup> January 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

Dear Sir/Madam,

**Re: Stock Exchange Release**

Enclosed herewith please find copy of Exchange Release being made by the Company today titled "Q3FY22 Sales Performance".

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**  
**M. No.: FCS-5060**

Encl: a/a

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

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Unit - 1 : A-19, Industrial Area, Sikandrabad, Distt. Bulandshahar, U.P.-203205 India Unit - 2 : 332-338, Alur Village, Perandapali, 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 Indl. Area Raipur, Chhattisgarh -493661, India

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## APL Apollo Tubes Limited

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



### Q3FY22 SALES PERFORMANCE

Q3FY22 Sales Volume of 402,729 Ton

**Ghaziabad, Jan 1, 2022:** APL Apollo Tubes Limited (APL Apollo), India's leading branded structural steel tube company, today announced its sales volume performance for the quarter ending December 31, 2021. The Company registered a sales volume of 402,729 Ton in Q3FY22.

The Q3FY22 sales volume of 402,729 Ton declined QoQ due to: 1) channel de-stocking in anticipation of steel price correction and, 2) extended monsoons which impacted the construction activity. Moreover, the sales volume in general segment (commoditized sales) was impacted due to rise in price gap between primary steel and scrap steel which benefited the unorganized sector.

APL Apollo's strategy is to constantly de-commoditize its product portfolio in coming years. The value added product portfolio contributed 65% in Q3FY22 vs 62% in Q2FY22 and 60% in Q3FY21. We are encouraged to see strong sales growth in the heavy structural steel tubes segment which should drive company's margins going forward. With the commissioning and ramp-up of new Raipur plant, the sales mix would eventually move towards 75% for value added products.

**The sales summary for APL Apollo's building material product range is:**

Product Category	Application	Q3FY22	Q2FY22	Q3FY21
		Volume (Ton)	Volume (Ton)	Volume (Ton)
<b>APOLLO STRUCTURAL*</b>	Heavy structures	35,143	26,464	26,814
	Light structures	47,250	51,378	82,969
	General structures	139,360	160,955	194,231
<b>APOLLO Z</b>	Rust-proof structures	91,140	90,317	81,943
	Rust-proof sheet	19,043	21,245	6,071
<b>APOLLO TRICOAT**</b>	Home improvement	53,684	61,048	72,604
<b>APOLLO GALV</b>	Agri/Industrial	17,109	15,980	20,947
<b>TOTAL</b>		<b>402,729</b>	<b>427,387</b>	<b>485,579</b>

\* Apollo Structural - Hollow Section, Apollo Z – Pre Galvanized (GP),

\*\* APL Apollo Tubes Ltd owns 55.82% stake in Apollo Tricoat Tubes Ltd through a wholly owned subsidiary

**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](http://www.aplapollo.com) or contact:

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