



1st April 2023

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 "Record Q4 and FY23 Sales Volumes".

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

Unit-III : Plot No. M-1, Additional M.I.D.C. Area, Kudavali, Murbad, Maharashtra, Thane-421401, India Unit-IV : 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



Record Q4 and FY23 Sales Volumes

- **Q4FY23 Sales Volume of 649,726 Ton**
 - o +18% YoY/+7% QoQ
- **FY23 Sales Volume of 2,279,846 Ton**
 - o +30% YoY

Ghaziabad, April 1, 2023: APL Apollo Tubes Limited (APL Apollo), India's leading branded structural steel tube company, has announced today its sales volume performance for Q4FY23. The Company registered sales volume of 649,726 Ton in Q4FY23. This is the highest quarterly sales volume reported by the company.

For FY23, the company reported sales volume of 2,279,846 ton compared to 1,754,963 ton in FY22. This was supported by recently commissioned New Raipur plant which contributed sales volume of 166,993 ton. The ramp-up of New Raipur plant is on expected lines. The capacity utilization was 28% in Q4FY23 with sale volume of 71,637 ton.

The contribution from general segment was slightly higher at 44% in FY23 due to strong demand-pull from rural housing. However, APL Apollo's strategy of de-commoditization is intact. The sales mix will improve in coming years with rising contribution of innovative products. We are encouraged to see strong sales growth in the heavy structural steel tubes. The sales mix should eventually move towards 75% for value added products.

The products from New Raipur plant are reclassified into APL Apollo's exiting product portfolio. The super heavy sections are manufactured from 500x500mm tube mill. The coated products belong to roofing material and innovative thicker color coated sheets. Rest of the material is classified into rust proof and light structures.

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

Product Category (Ton)	Application	Q4FY23	Q3FY23	Q4FY22	FY23	FY22
Apollo Structural	Heavy Section	39,263	46,435	40,129	159,789	120,633
	Super Heavy Section	2,254	-	-	2,254	-
	Light Structures	108,367	131,544	95,812	407,414	336,175
	General Products	299,326	263,925	223,204	1,004,812	647,219
Apollo Z	Rust-proof structures	163,482	125,353	166,358	567,090	574,961
	Coated Products	9,663	10,105	380	39,276	380
Apollo Galv	Agri/Industrial	27,371	27,687	25,840	99,211	75,595
Total		649,726	605,049	551,723	2,279,846	1,754,963

About APL Apollo Tubes Limited

APL Apollo Tubes Limited (APL Apollo) BSE: 533758, NSE: APLAPOLLO is India's leading structural steel tube manufacturer. Headquartered at Delhi NCR, the Company operates 11 manufacturing facilities with a total capacity of 3.6 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:

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