



10th August 2024

Electronic Filing

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

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

NSE Symbol : APLAPOLLO

Scrip Code : 533758

Dear Sir/Madam,

Re: Earnings presentation and Press Release on Unaudited Financial Results for the quarter ended June 30, 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 ended June 30, 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

Deepak C S
Company Secretary
Membership No. F5060

Encl: a/a

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

Regd. Office : 37, Hargovind Enclave, Vikas Marg, Delhi - 110092, India Tel : +91 - 011 44457164
Corp Office : SG Centre, 37 C, Block B, Sector - 132, Noida, Uttar Pradesh - 201304 Tel : +91 - 120 6918000
Unit - 1 : A-19, Industrial Area, Sikandrabad, Distt. Bulandshahar, U.P. - 203205, India | Unit - 2 : 332-338, Alur Village Perandapalli, Hosur, Tamilnadu - 635109 India | Unit - 3 : Plot No. M-1, Additional M.I.D.C. Area, Kudavali, Murbad, Maharashtra, Thane - 421401, India
Unit - 4 : Village Bendri Near Urla Indil. Area, Raipur, Chhattisgarh - 493661, India | Unit - 5 : Sy. No. 443, 444, 538, 539, Wadiaram (Vill.), Chegunta, Medak - 502255, Telengana, India | Unit - 6 : No. 9 to 11, KIADB Industrial Area Attibele, Bengaluru - 562107 | Unit - 7 : Plot No. 53, Part-1, 4th Phase, Industrial Area, Sy. No. 28-33, Kurandhalli Village, Kasaba Hobli, Malur, Taluk, Distt. Kolar-563130, Karnataka | Unit - 8 : Village Bisnoli, Khasra No. 527 To 530 & 569, Dujana Road, Tehsil Dadri, Gautam Budh Nagar, Uttar Pradesh -203207 Email : info@aplapollo.com Web : www.aplapollo.com



**REVOLUTIONIZING THE WORLD
OF TUBES WITH**

NAYI SOCH

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



Q1FY25 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

- Q1FY25 at glance
- Financial Performance
- Business Strategy
- New Initiatives
- ESG Engagement
- Team APL Apollo



Q1 FY25 at a Glance



721k Ton

Sales Volume

9% YoY increase
6% QoQ increase



₹ 49.7 Bn

Revenue

9% YoY increase
4% QoQ increase



₹3.0Bn

EBITDA

2% YoY decline
8% QoQ increase



₹ 4,183

EBITDA/ton

10% YoY decline
1% QoQ increase



60%

Value Added Sales mix

Q1FY24 was 57%



₹278 Mn

Interest Cost

3% YoY increase
11% QoQ decline



₹1.9Bn

Net profit

YoY unchanged
13% QoQ increase



₹ 2.4Bn

Cash profit

2% YoY increase
10% QoQ increase



4 days

Net WC in Q1FY25

FY24 was 1 day



24%

ROCE in Q1FY25

FY24 was 29.5%



20.3%

ROE in Q1FY25

FY24 was 22.2%



₹1.5Bn

Net debt in Q1FY25

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 Q1FY25

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

Highest ever Quarterly Sales Volume and Revenue

Profit & Loss (Rs Mn)	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Sales Volume (k Ton)	427	403	552	423	602	605	650	662	675	604	679	721
Revenue	30,839	32,304	42,147	34,386	39,692	43,271	44,311	45,449	46,304	41,778	47,657	49,743
EBITDA	2,222	2,023	2,661	1,939	2,319	2,729	3,229	3,072	3,250	2,796	2,804	3,016
EBITDA/ton (Rs)	5,199	5,023	4,823	4,587	3,850	4,510	4,970	4,645	4,817	4,631	4,132	4,183
Net Profit	1,461	1,279	1,766	1,207	1,502	1,692	2,018	1,936	2,029	1,655	1,704	1,932

FINANCIAL PERFORMANCE



De-commoditizing Product Portfolio

	Application	Q1FY24			Q2FY24			Q3FY24			Q4FY24			Q1FY25		
		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	7	45	7,711	8	51	8,481	10	62	8,177	9	64	7,845	8	58	7,901
	Super Heavy	1	4	8,777	1	5	10,014	1	7	9,551	1	8	9,210	2	11	9,425
	Light	17	111	5,775	17	113	6,258	16	95	5,771	15	102	5,187	15	110	5,169
	General	43	282	2,252	45	301	2,152	41	249	1,771	40	272	1,802	40	288	1,944
Apollo Z	Rust-proof	26	170	6,749	21	144	6,721	20	124	6,144	23	156	4,865	23	168	4,958
	Coated	3	19	4,044	4	29	7,472	6	36	7,516	6	40	6,023	7	52	5,757
Apollo Galv	Agri/Industrial	5	30	6,196	5	32	7,196	5	30	6,452	5	37	5,725	5	34	5,698
Total		100	662	4,645	100	675	4,817	100	604	4,631	100	679	4,132	100	721	4,183

APL APOLLO TUBES

Standard products with EBITDA around Rs 2,000/ Ton

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

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

De-commoditizing Product Portfolio

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

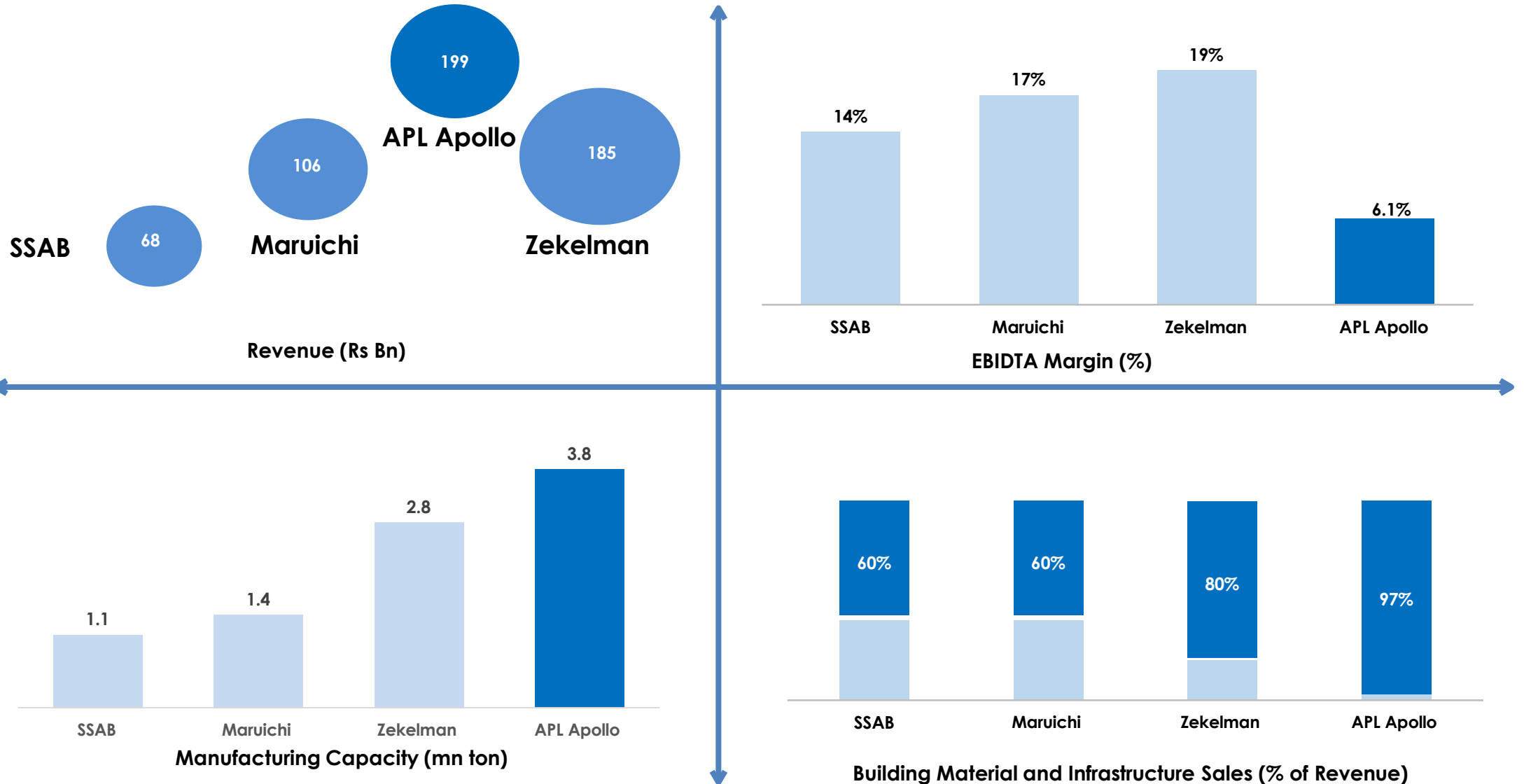
Standard products with EBITDA around Rs 2,000/ Ton

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

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

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

Global Peer Benchmarking

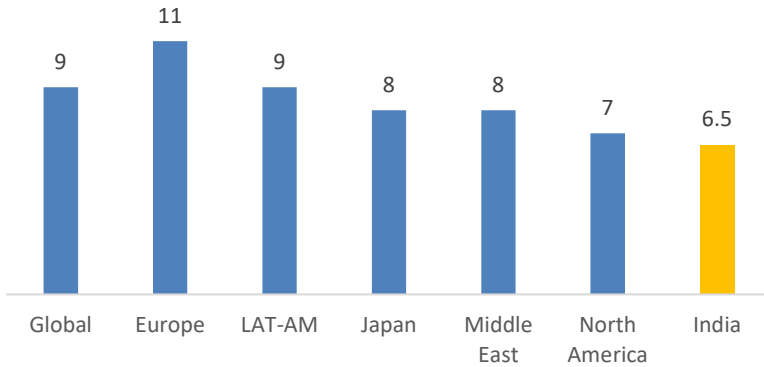


APL APOLLO TUBES

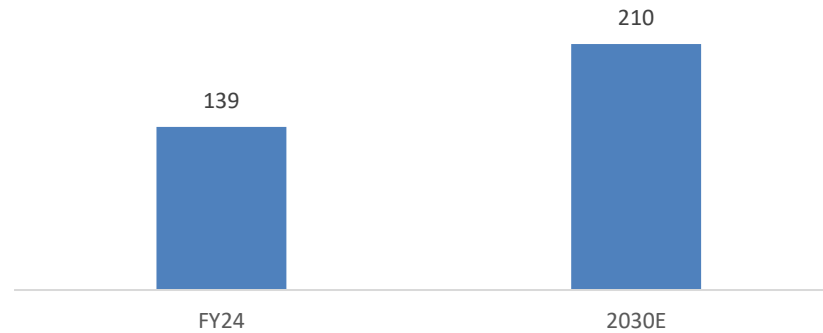
APL Revenue annualized for FY25 on Q1FY25 basis; EBITDA Margin is as per Q1FY25

India Structural Steel Tube market potential

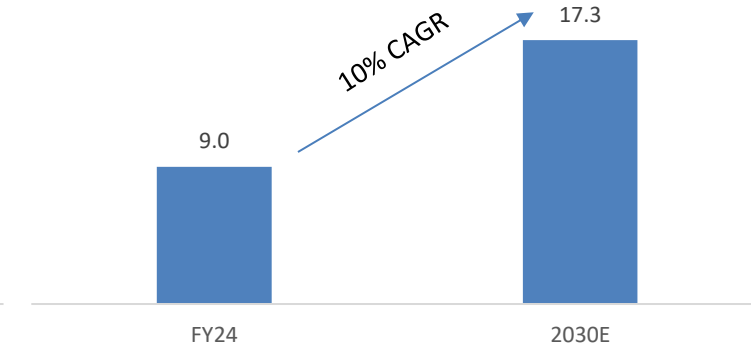
Structural steel tubes as % of steel market (FY24)



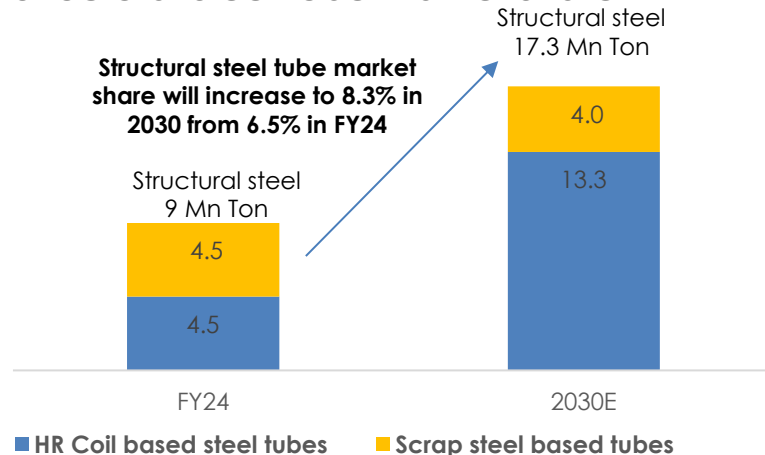
Crude steel production in India (Mn Ton)



Structural steel tubes in India (Mn Ton)



Structural steel tube market share

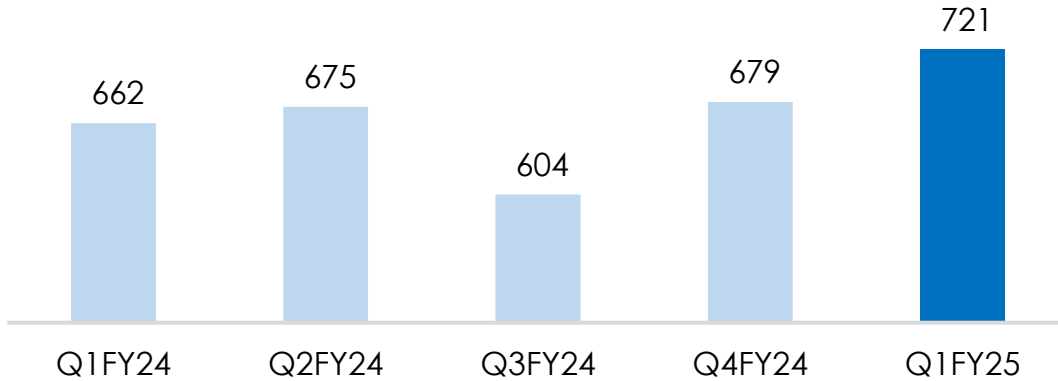


HR Coil based steel tube market (APL Apollo's addressable market) to grow faster vs scrap steel based tube market due to:

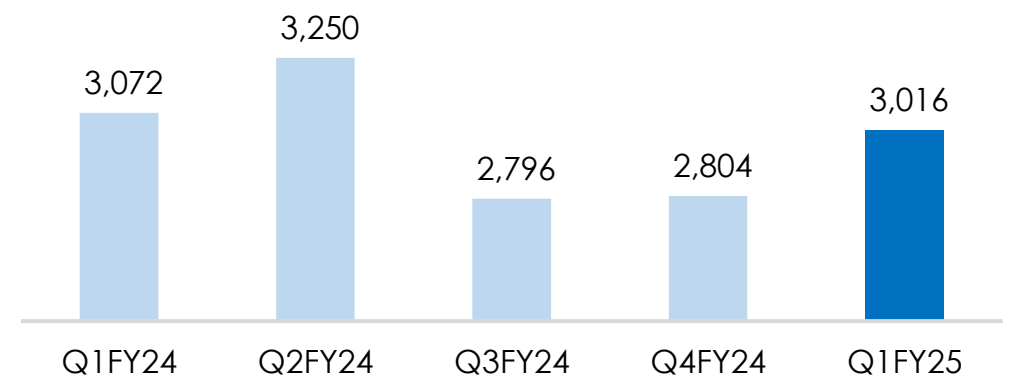
- Superior quality
- Better cost efficiencies for blast furnace HRC mills over local scrap steel melting mills
- Commissioning of new blast furnace HR mills in next 3-4 years which will increase supply of HR coil in India

Growing Strength to Strength

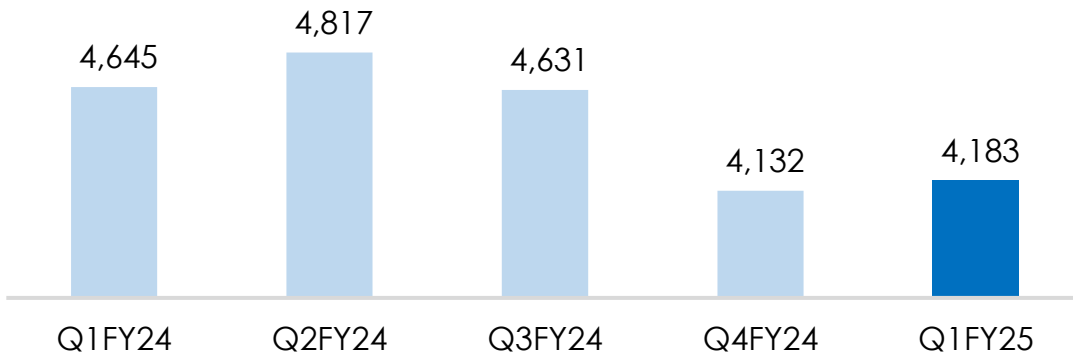
Volume (k'ton)



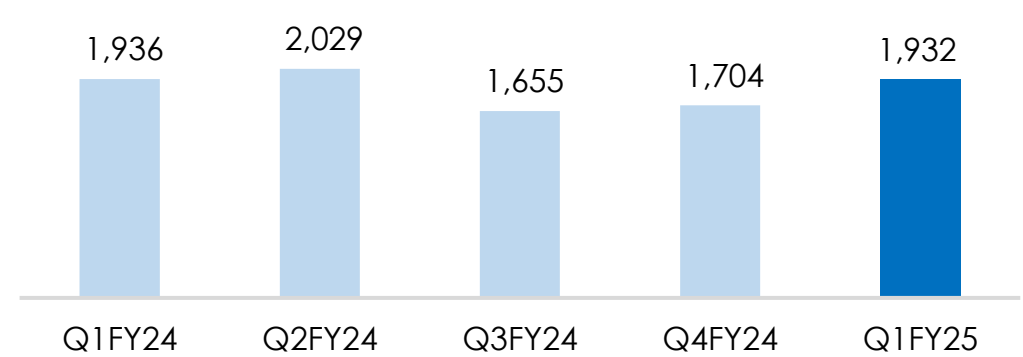
EBITDA (Rs Mn)



EBITDA/Ton (Rs)



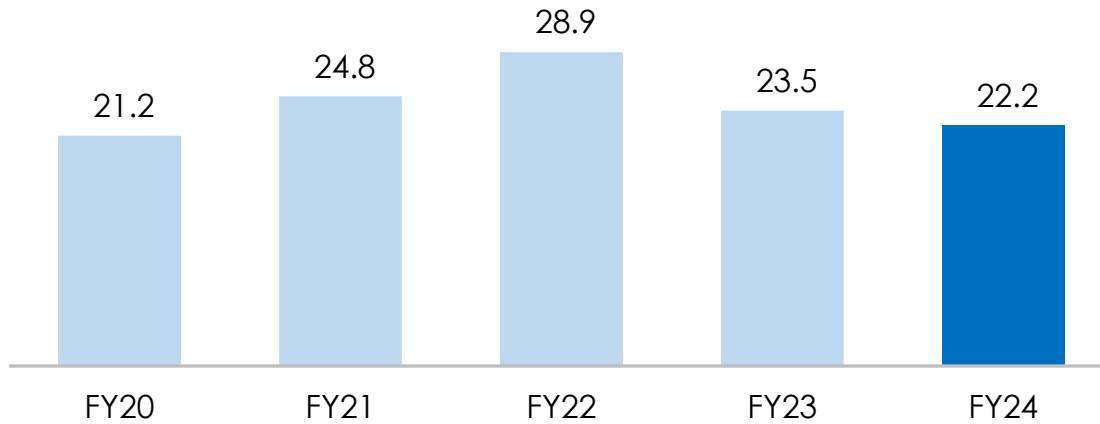
Net Profit (Rs Mn)



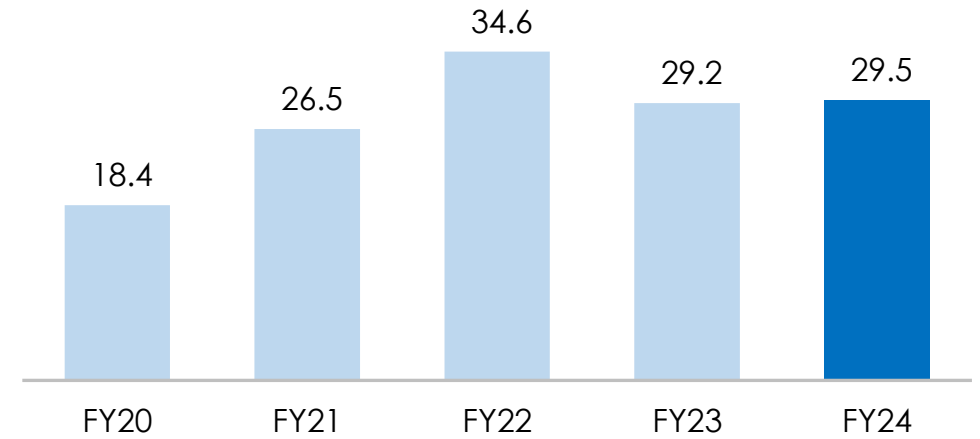
1. Sales Volume and Financials are on consolidated basis
2. EBITDA has been calculated without other income

Growing Strength to Strength

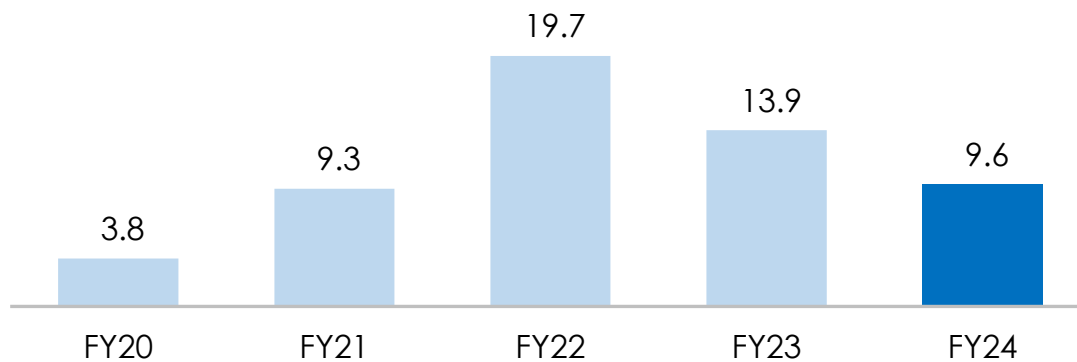
ROE (%)



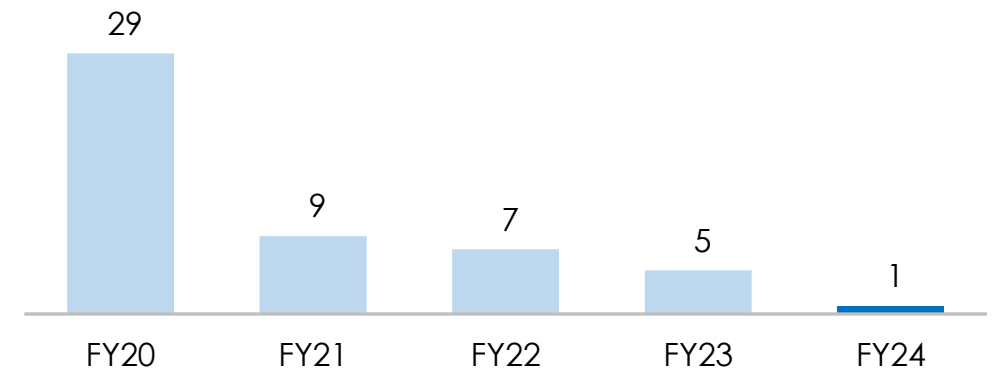
ROCE (%)



Interest Coverage Ratio (x)



Net Working Capital Days

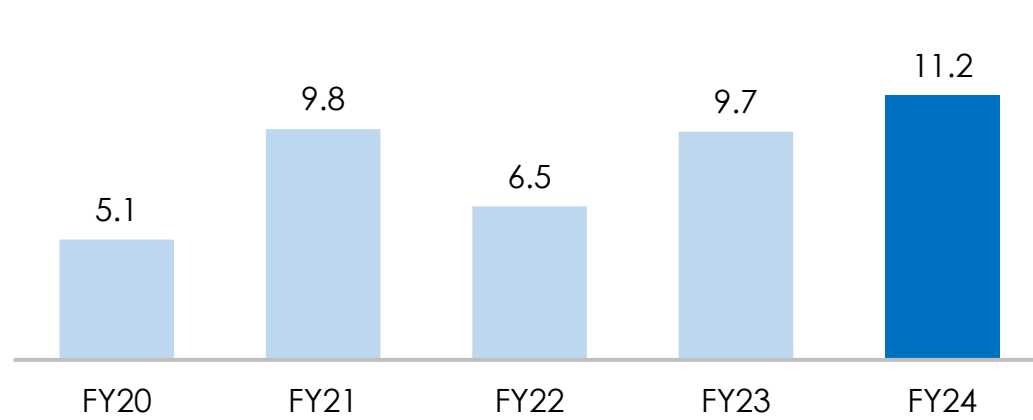


APL APOLLO TUBES

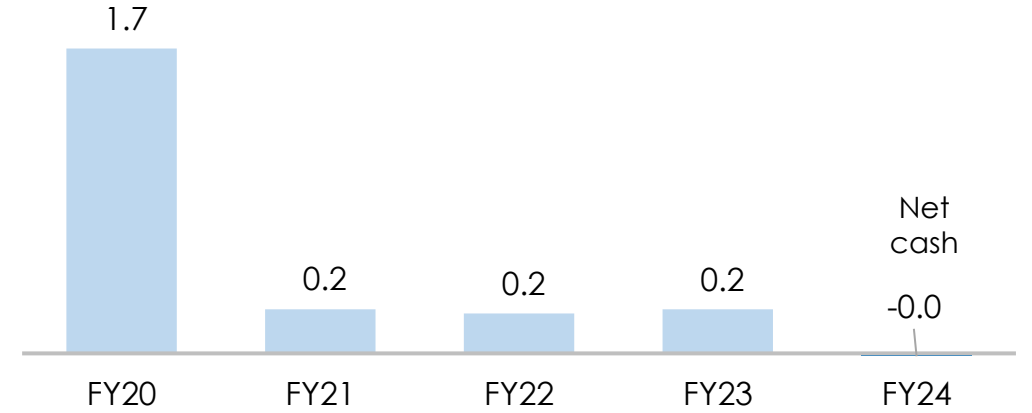
Note 1: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

Growing Strength to Strength

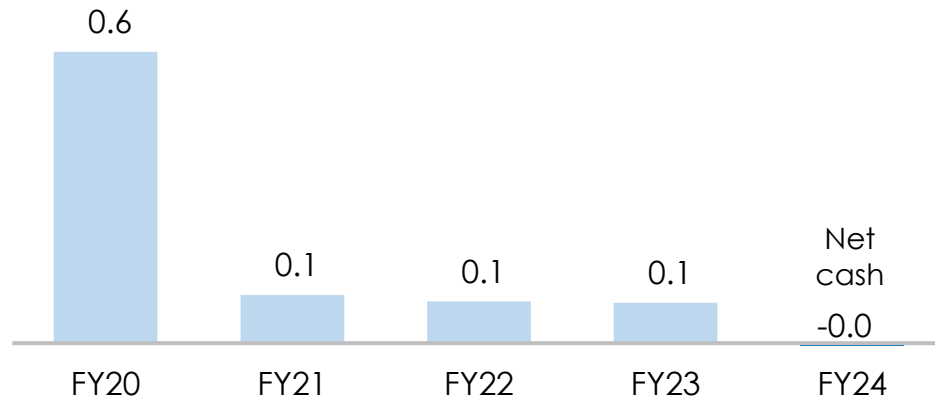
Operating Cash Flow (Rs Bn)



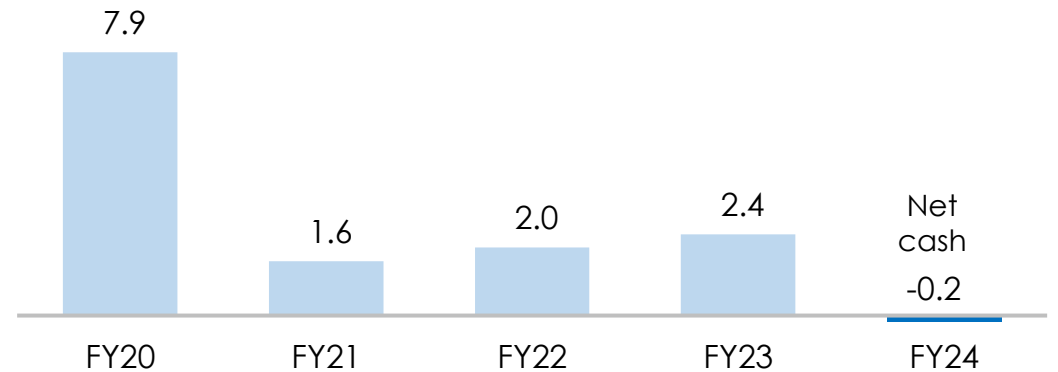
Net Debt/EBITDA (x)



Net Debt/ Equity (x)

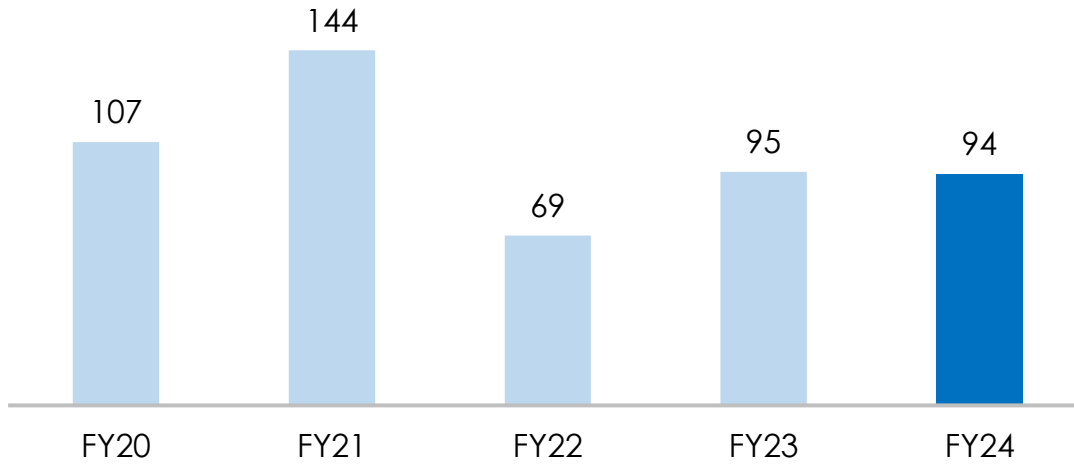


Net debt/ (cash) (Rs Bn)

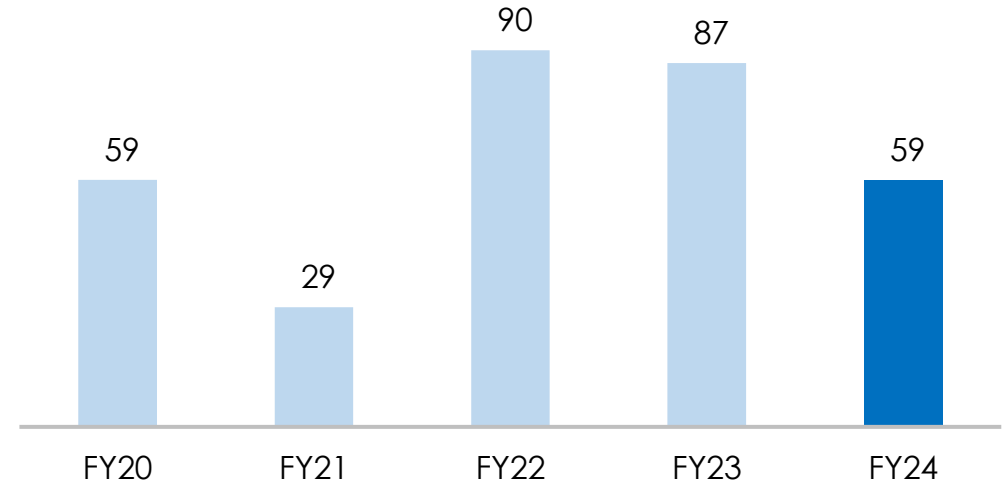


Growing Strength to Strength

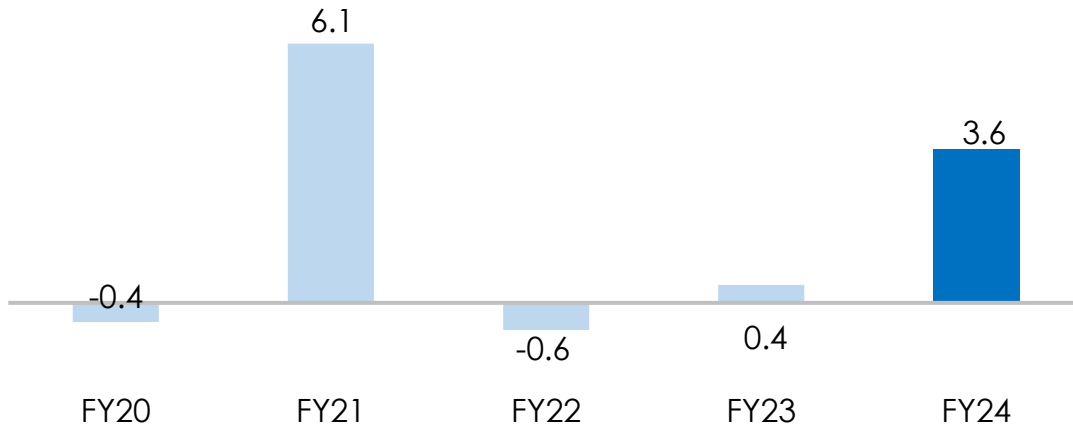
Operating Cashflow to EBITDA (%)



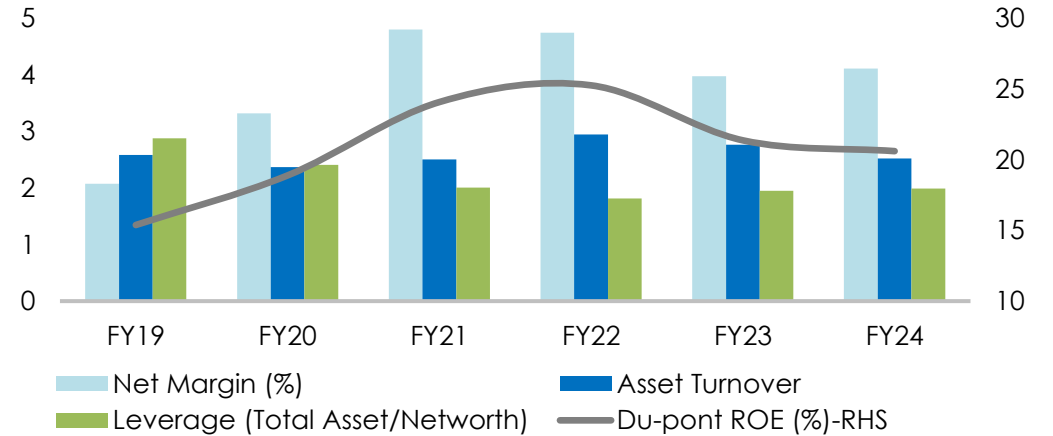
Capex to Op. Cash flow (%)



FCF (Rs Bn)



Du-Pont ROE (%)



Profit & Loss Statement (Consol)

Particulars (Rs Mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	FY23	FY24
Sales Volume (K Ton)	662	675	604	679	721	2,280	2,618
Net Revenue	45,449	46,304	41,778	47,657	49,743	1,61,660	1,81,188
Raw Material Costs	39,207	39,784	35,854	41,326	42,697	1,40,178	1,56,172
Employee Costs	604	627	644	700	801	2,062	2,576
Other expenses	2,565	2,642	2,484	2,827	3,229	9,204	10,518
EBITDA	3,072	3,250	2,796	2,804	3,016	10,215	11,922
EBITDA/ton (Rs)	4,645	4,817	4,631	4,132	4,183	4,481	4,553
Other Income	217	196	150	186	247	472	749
Interest Cost	271	266	285	311	278	671	1,134
Depreciation	409	413	471	466	465	1,383	1,759
Tax	672	738	535	508	589	2,214	2,453
Net Profit	1,936	2,029	1,655	1,704	1,932	6,419	7,324

Note 1: Sales Volume and Financials are on consolidated basis

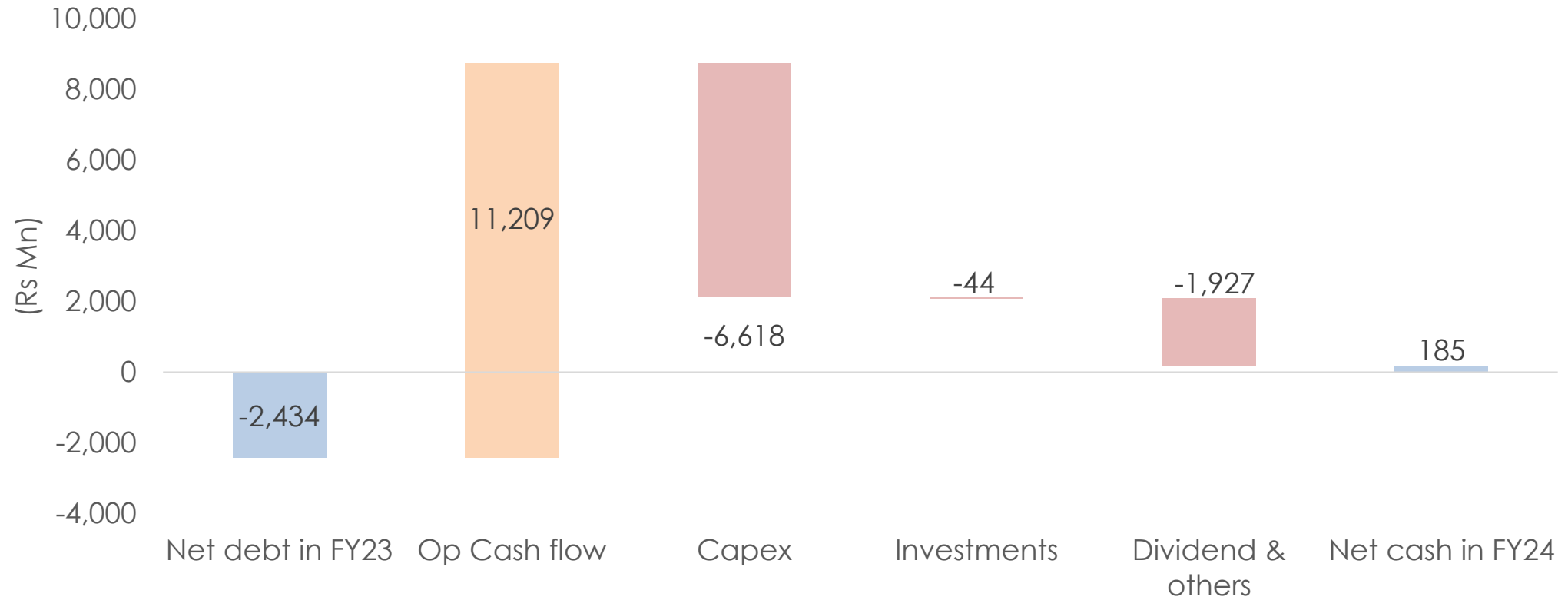
Note 2: Trading revenue for Q1FY25 was Rs 1.8Bn

Balance Sheet & Cash flow (Consol)

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

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

Cash Flow Bridge (Rs Mn)



Business continues to generate strong operational cash flows



Capex being funded from internal cash flows



Net cash balance sheet

BUSINESS STRATEGY



We are on track for FY27..



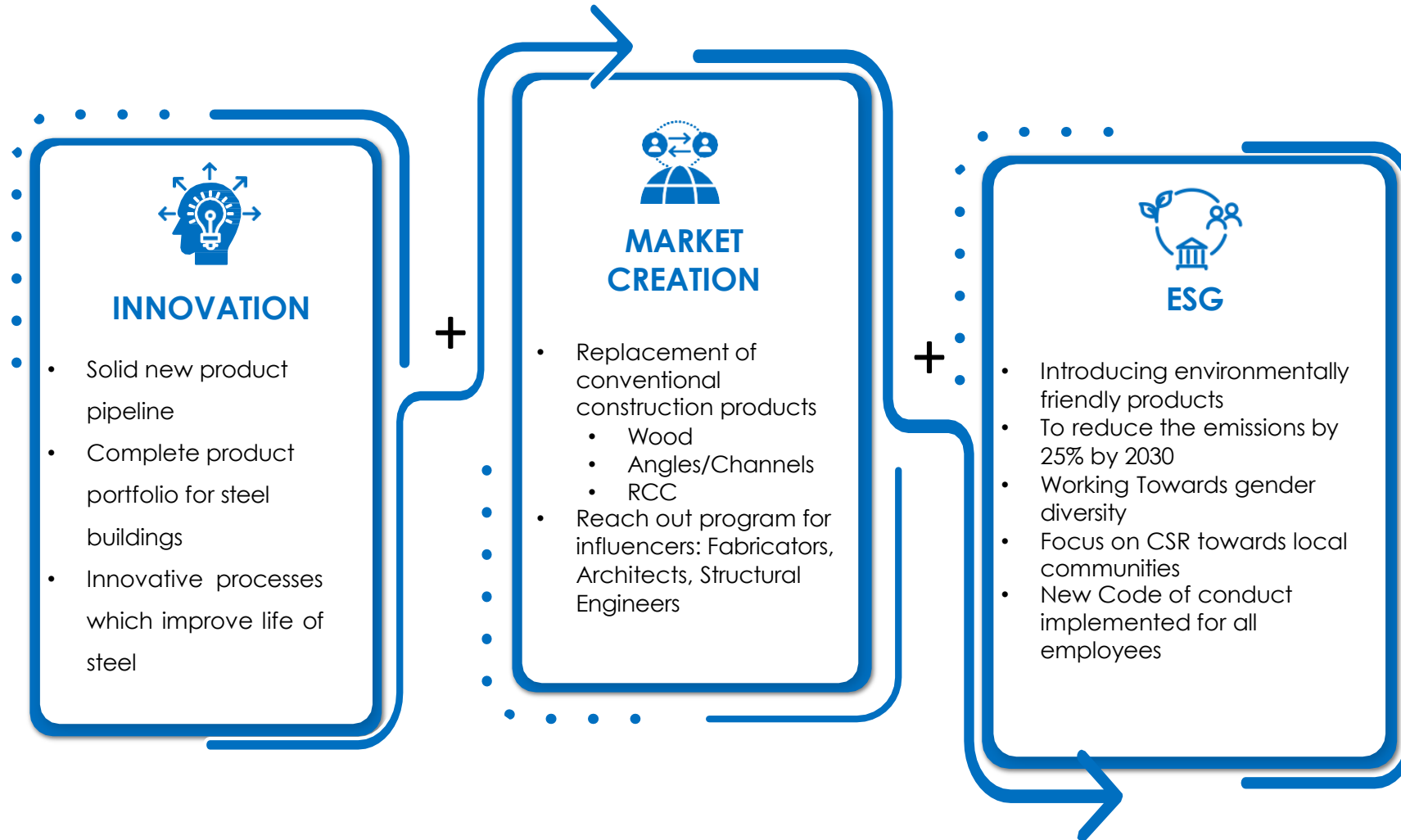
Q1FY25 (Cr)	APL (s)	New projects (Raipur+ Dubai)	APL (Consol)
Total Capital Employed	2,204	2,056	4,261
Fixed assets	1,916	1,777	3,693
Working capital	-25	255	229
Other assets	314	25	339
Volume (K Ton)	527	194	721
Utilization %	87%	56%	76%
EBITDA/ Ton	4,084	4,452	4,183
EBIT	186	69	255
ROCE (%)	34%	14%	24%



At Full utilization (Cr)	APL (s)	New projects (Raipur+ Dubai)	APL (Consol)
Total Capital Employed	2,672	2,220	4,892
Fixed assets	2,216	1,952	4,168
Working capital	456	268	725
Other assets	314	25	339
Volume (K Ton)	3,500	1,500	5,000
Utilization %	100%	100%	100%
EBITDA/ Ton	4,500	6,300	5,040
EBIT	1,442	828	2,270
ROCE (%)	54%	37%	46%

- EBITDA/ Ton conservatively assumed at Rs 5,040/ Ton at full utilization
- Full ramp up at Raipur and Dubai facilities will lead to 46% ROCE
- Business continues to grow stronger at Raipur with more value-added products
- Increase in export volume with more International geographical presence leads to better volumes and higher margins

APL Apollo Vision



INNOVATION

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



What we have done so far as the first company

Indian Markets

Structural steel square and rectangular tubes:



Structural application in construction Industry

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



Corrosive resistant structural applications

DFT (Direct Forming Technology)



Faster TAT with tailor made sizes

300x300mm dia structural steel tubes:



Heavy structural application in Construction industry

Inline galvanizing (**ILG**)



Superior corrosive resistant product strong demand in coastal market

What we have done so far as the first company

Global Markets

Chaukhat (Door frame shape tubes)



Replacing Conventional wooden door frames

Rectangular section of 1:11
(Length to Breadth)



Replacing Conventional wooden sections

REGISTERED PATENTS PRODUCTS



Double Door Frame



Apollo Signature



Four door Frame



Single Door Frame



Elliptical Tube



D Section



Handrail



Window Frame Tube (L)



Window Frame Tube (T)



Window Frame Tube (Z)



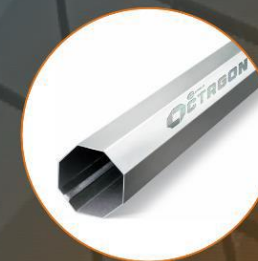
Reflector Tube



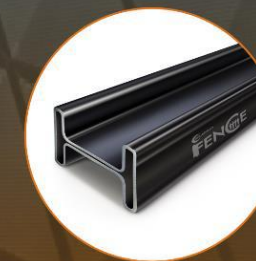
Oval Tube



Plank Tube



Octagon



Fencing Tube



Checked Sheets

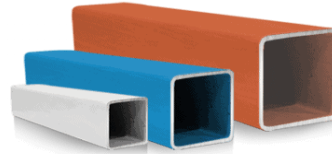
New Product Pipeline from Raipur plant

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



Superior corrosion resistant,
high load bearing with
aesthetics

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



Superior corrosion resistant
with aesthetics

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



Replacing RCC
structures/columns in heavy
construction

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



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



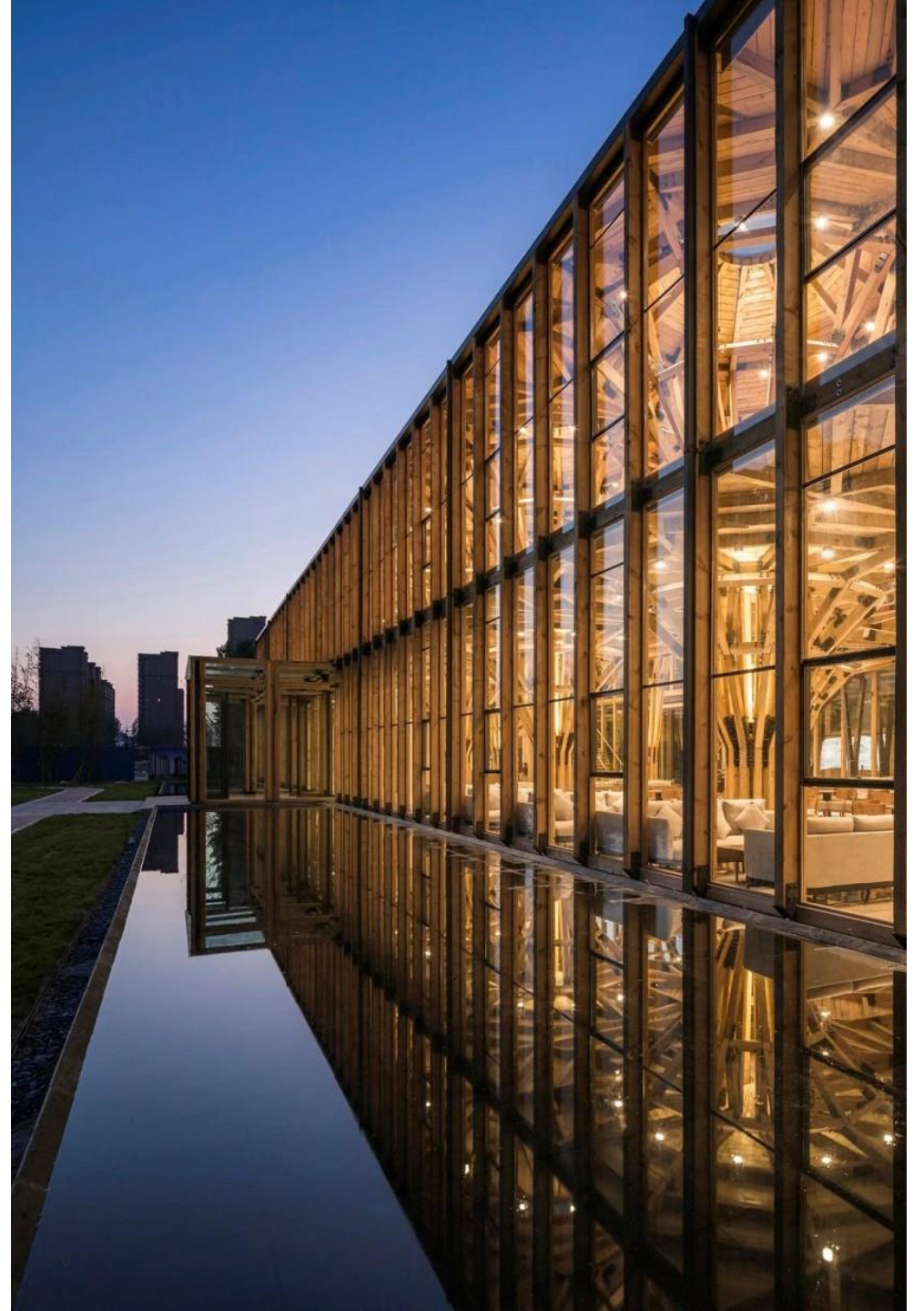
High tensile light structural
application; bendable; superior rust
proof properties

**India's 1st AluZinc
tubes**



Superior rust proof
properties and better life

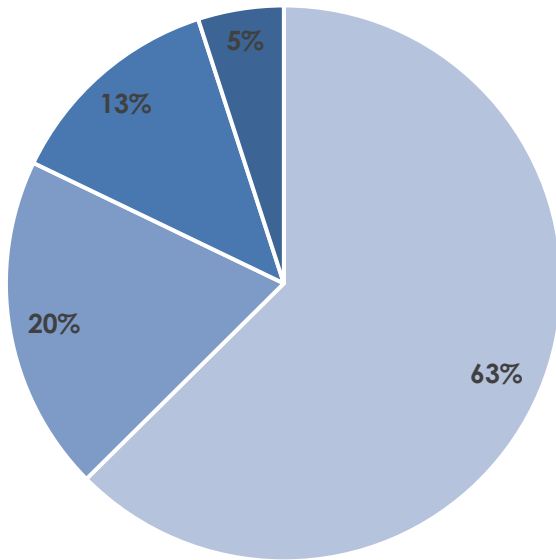
MARKET CREATION



Structural Steel Tube Applications

APL APOLLO TUBES

Application Mix



■ Housing ■ Commercial buildings ■ Infrastructure ■ Others

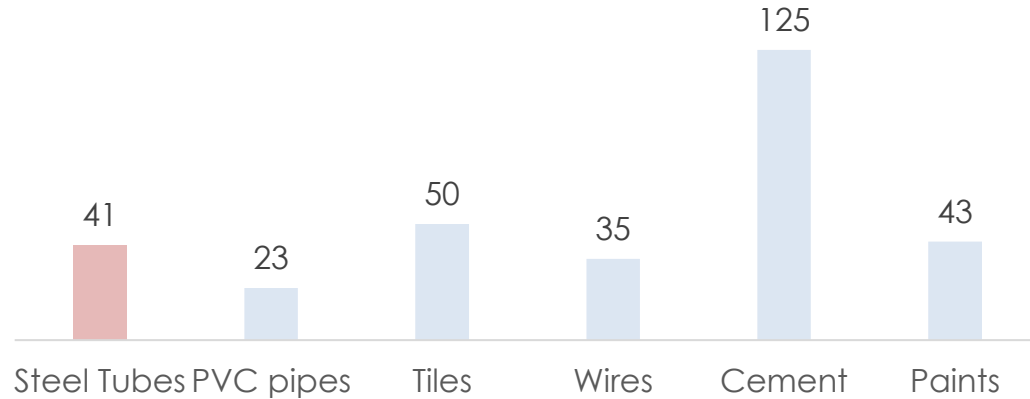


*As per Q1FY25 revenue

Steel Tube usage in housing/commercial buildings

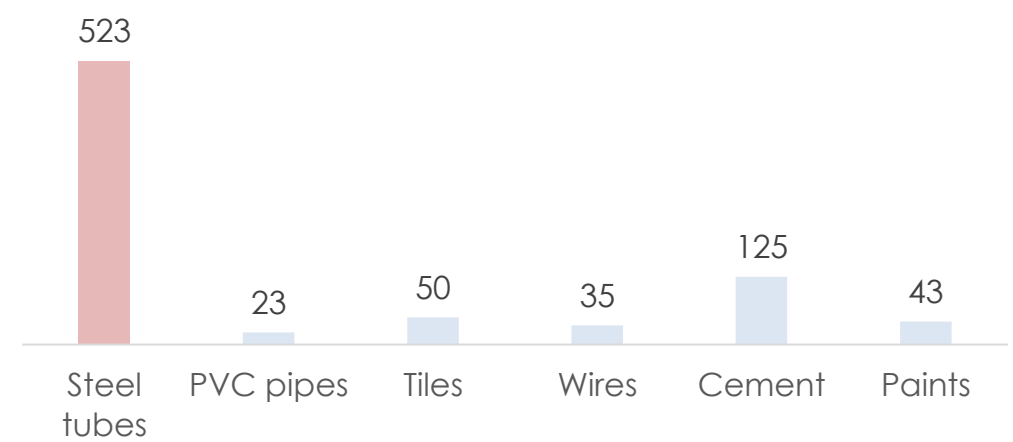
Housing

Cost (per sq ft in Homes)



Commercial/Infrastructure

Cost (per sq ft in Commercial/Infra)



Steel Tube applications in homes



Steel Tube applications in commercial/infra



Airports



Railway station



Columns



Façade

Tubes are well positioned to play the real estate construction cycle

*Building with complete structure on tubes

Diversified product offering

Created through continuous innovation

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

How Have We Created Market..

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

How to replace the conventional products??



Low Diameter Steel Tubes/Low Load Bearing

High Diameter Steel Tubes/High Load Bearing

REVOLUTIONIZING CONSTRUCTION INDUSTRY



Tubular Construction Process flow



Tube Manufacturing

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



Fabrication

Tubes are sand blasted, then connected using connectors



Civil Foundation

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



Hospital Building

Hospital



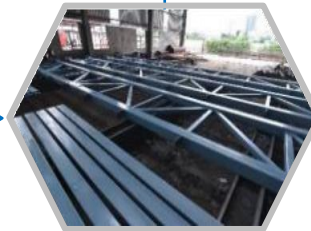
CTL Line

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



Painting

Connected structures are painted



Site Erection

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



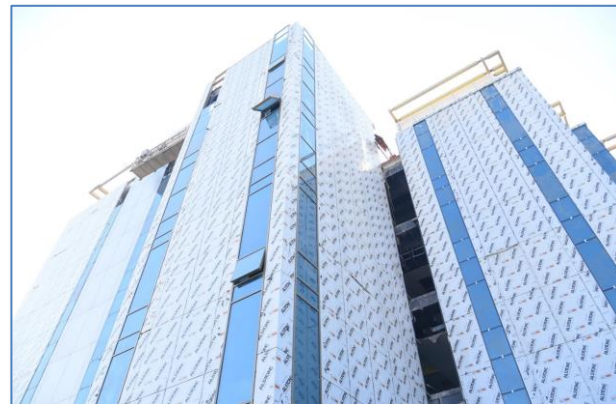
Transfer of cut to length tubes to Fabricator's workshop



Transfer of structure parts to the site

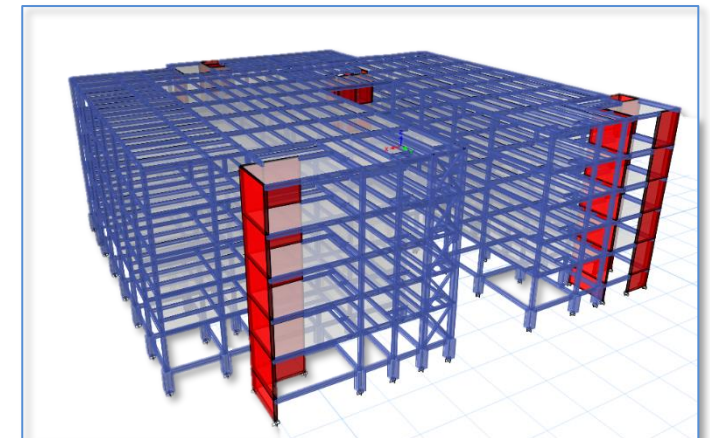
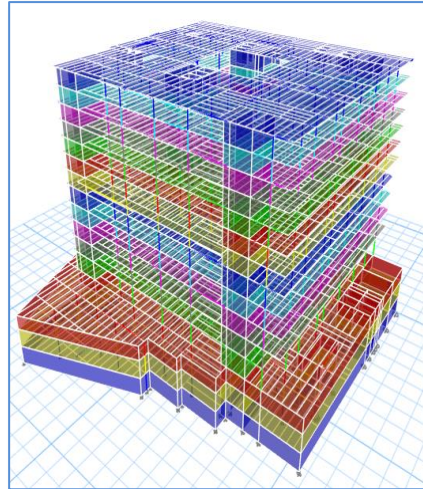
Completed Delhi Hospital

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



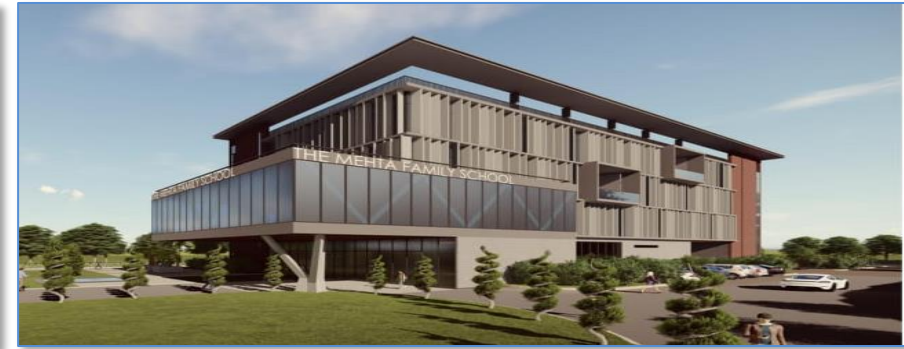
Ongoing Hospitals

- Mumbai
- Imphal
- Shillong
- New Delhi



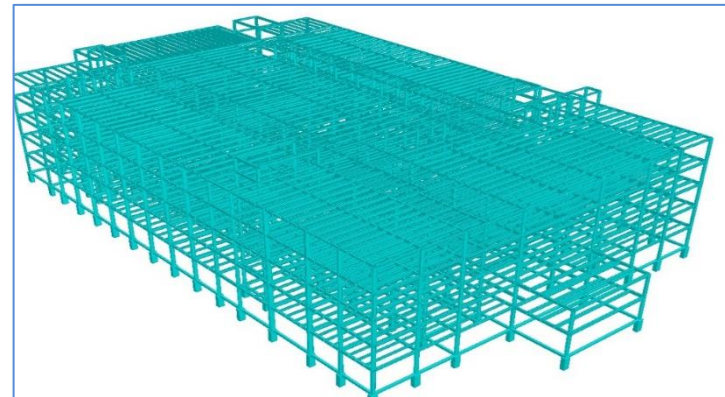
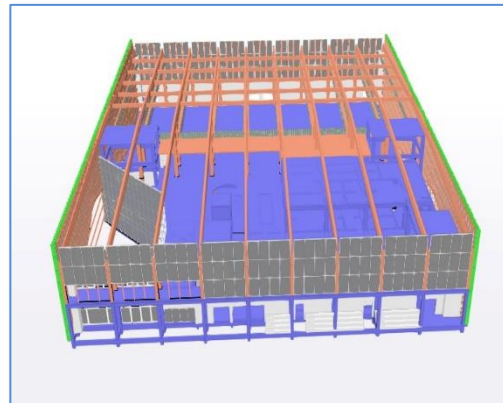
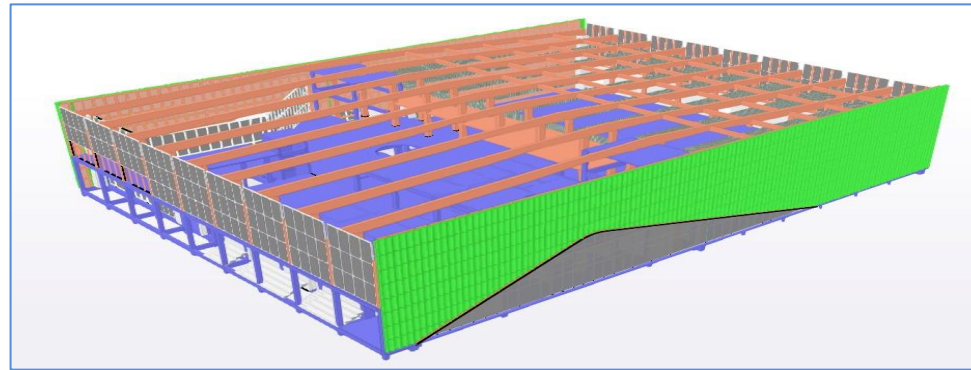
Educational Projects

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



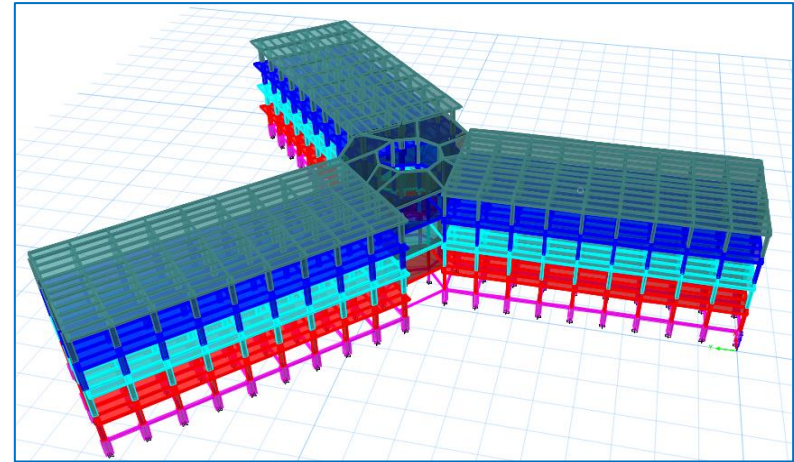
Educational Projects (contd..)

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



Residential Projects

Army Housing, Delhi



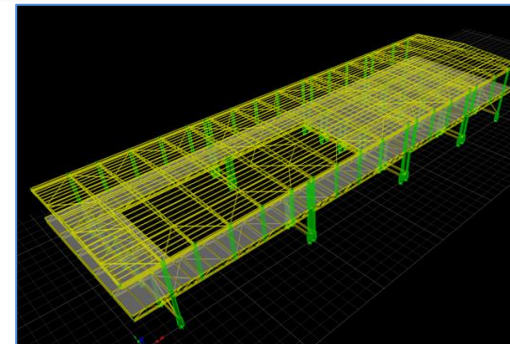
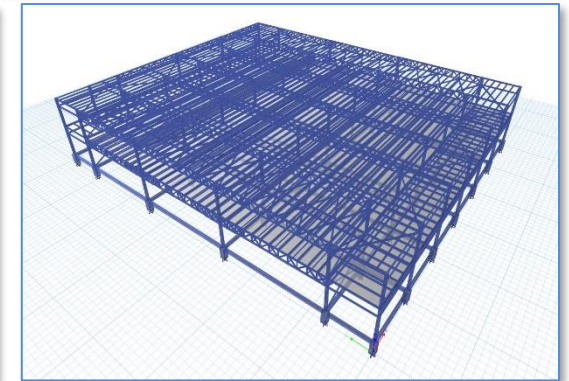
Commercial Projects

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



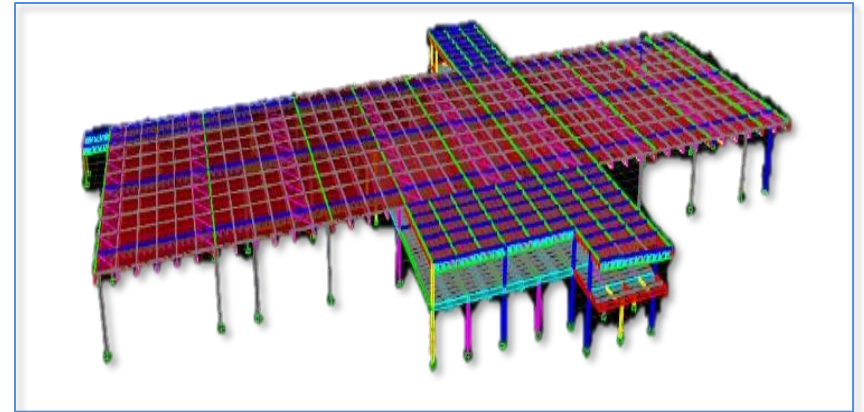
Railway Stations

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



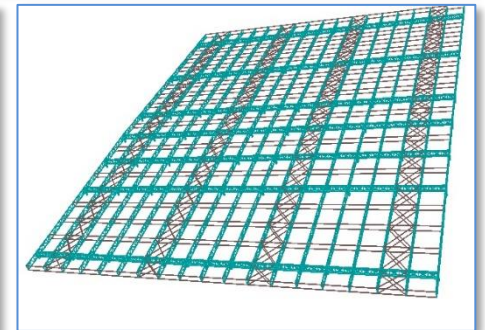
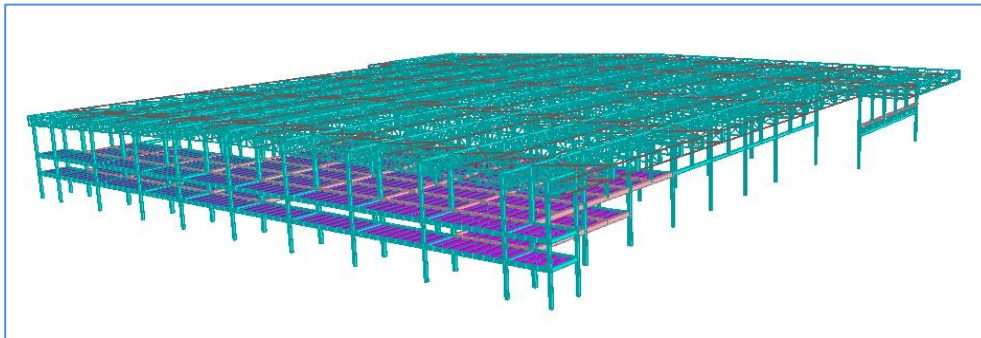
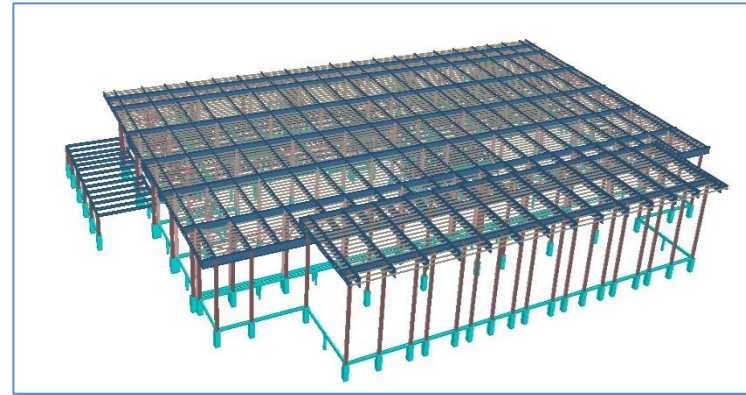
Railway Stations (contd..)

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



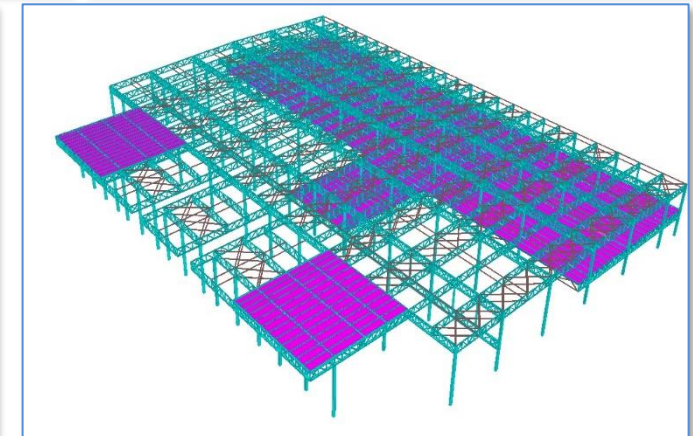
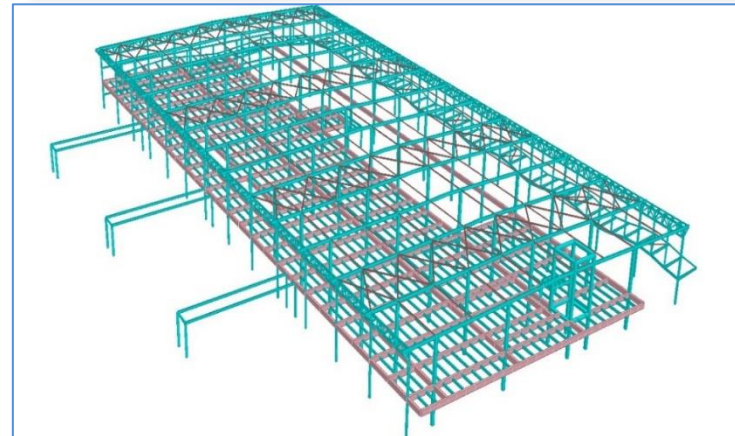
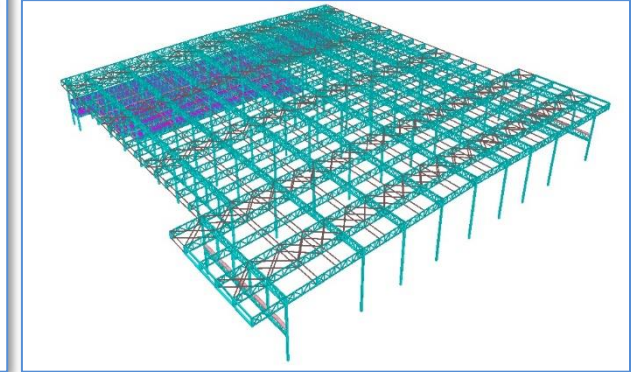
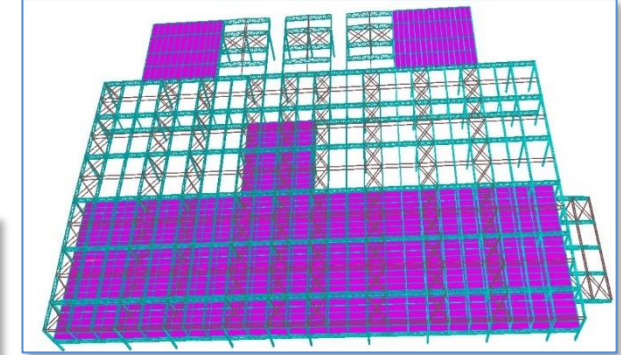
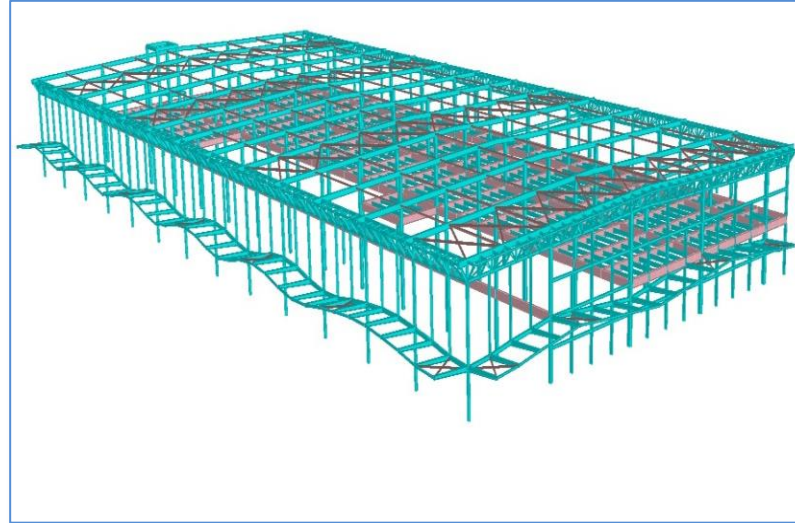
Airports Projects

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



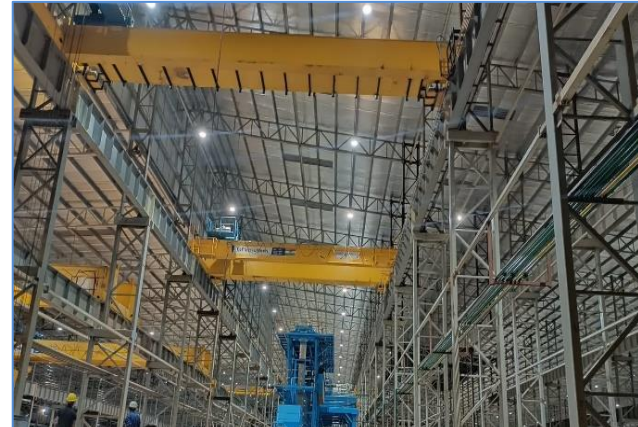
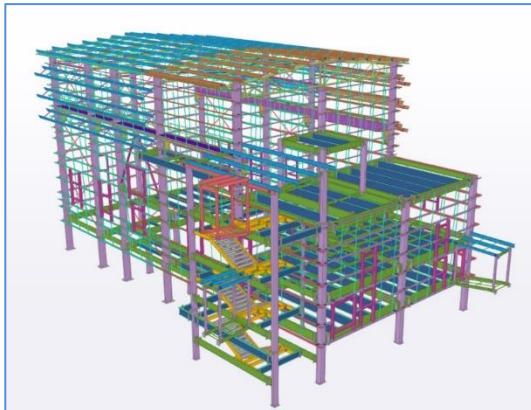
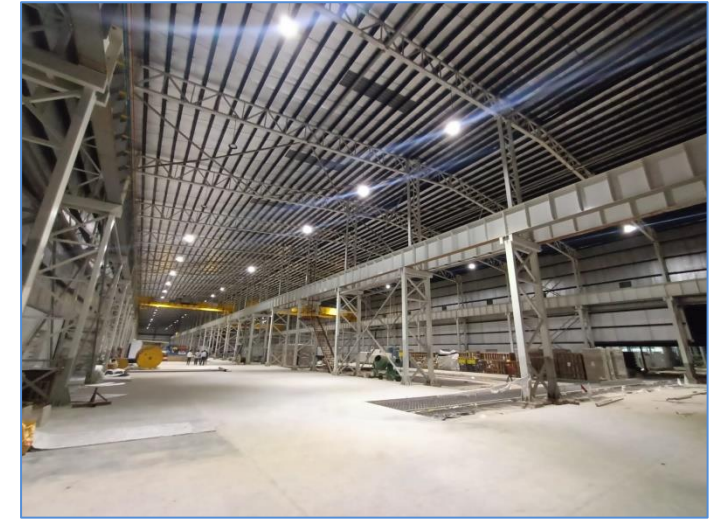
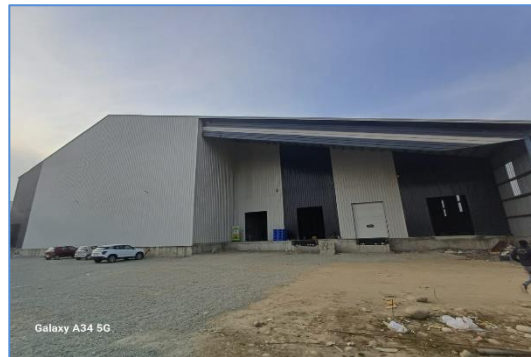
Airports Projects (contd..)

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



Industrial Projects

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



Industrial Projects (contd..)

- Dujana Shed
- Birla Cement
- Carbon Circle



Applications

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

45
projects

42mn sq. ft.
Visibility

220,000 ton
heavy structural steel
tubes

Ongoing enquiries





APL Apollo's ESG Transformation Journey

ESG- DJSI Scoring

APL APOLLO TUBES

MEMBER OF
Dow Jones Sustainability Indices
In Collaboration with RobecoSAM

APL APOLLO
STEEL PIPES

DJSI FY2023 SCORE

APL APOLLO TUBES STANDS AT 86TH PERCENTILE

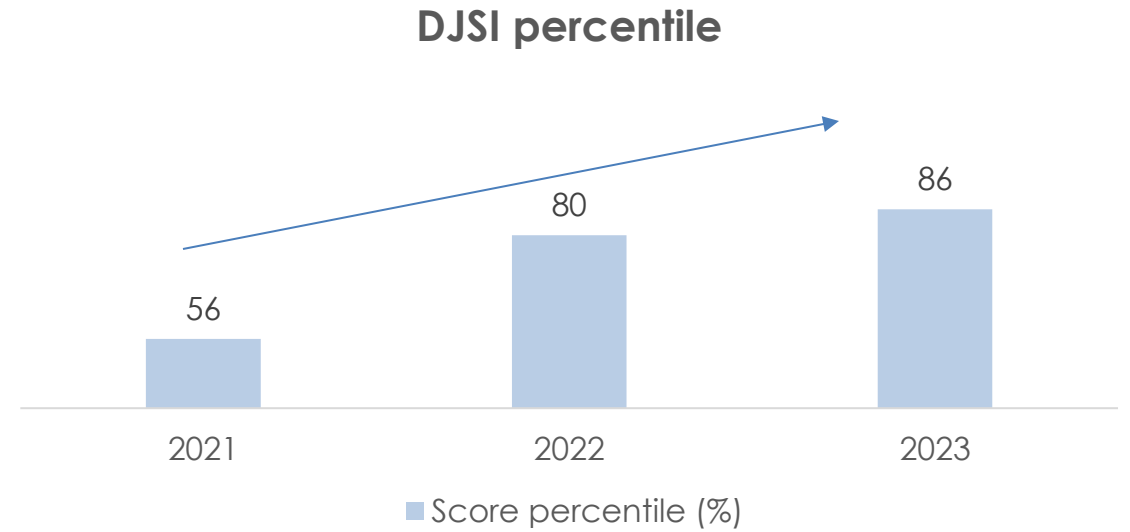
(IN THE PEER INDUSTRY COMPRISING OF GLOBAL COMPANIES)

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

IMPROVEMENT ACROSS AREAS

- Social Dimension
- Governance & Economic Dimension
- Environmental Dimension

The infographic features a central image of a modern office building with large glass windows, perched atop a large, lush green tree. The tree is growing out of a rocky outcrop. The background is a bright, sunny sky with soft clouds. The overall aesthetic is clean, professional, and nature-oriented.



APL APOLLO SCORED 86TH PERCENTILE IN 2023

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

Commitment and achievements

Commitments

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

Achievements

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

Front runner for Steel for Green

- APL Apollo is the **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

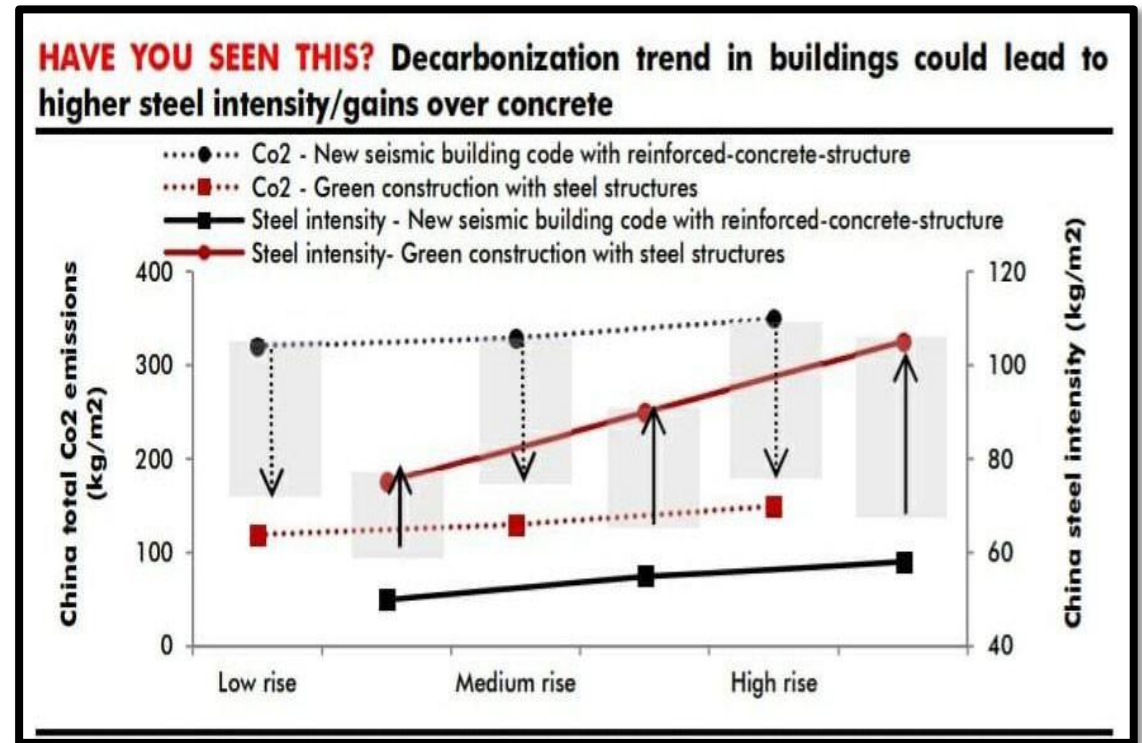


Steel Buildings = Decarbonization

- 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 inn vertical space

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

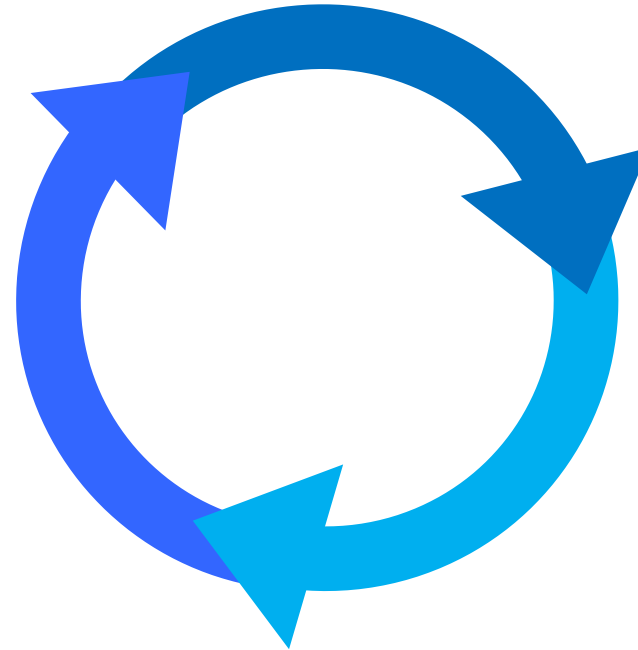
Steel Structure - RCC Structure



Financial Priorities under Strong Governance

Growth

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



Earnings

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

Capital Allocation

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

Board of Directors

Sanjay Gupta
Chairman & Managing Director

Steel Industry veteran with 3 decades of experience



Vinay Gupta
Director

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



Rahul Gupta
Director

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



Neeru Abrol
Independent Director

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



Ashok Kumar Gupta
Vice Chairman

Steel industry veteran with 4 decades of experience



Abhilash Lal
Independent Director

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



Anil Kumar Bansal
Independent Director

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



Deepak Goyal
Director-Operations

2 decades of professional experience in steel tube industry



Virendra Singh Jain
Independent Director

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



H.S. Upendra Kamath
Independent Director

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



Asha Anil Agarwal
Independent Director

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



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 Officer



Chetan Khandelwal
Chief Financial Officer



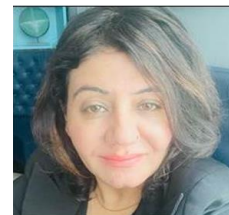
CK Singh
Chief Operating Officer



Vaibhaav Sharma
Chief Information Officer



Deepak C S
Company Secretary &
Chief Compliance Officer



Charu Malhotra
Chief Branding Officer



Amit Thakur
Chief Procurement
Officer



Utkarsh Dwivedi
CEO
International Business

Thank You

For further information,
please contact:

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APL Apollo Tubes Limited

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Corp. Office: SG Centre, Plot No. 37-C, Block-B, Sector-132, Noida,
Distt. Gautam Budh Nagar, U.P.-201304

Q1FY25 FINANCIAL PERFORMANCE

- Sales volume of 7,21,064 Ton, +6% QoQ/+9% YoY
- EBITDA of Rs3.0bn, +8% QoQ/-2% YoY
- Net Profit of Rs1.9bn, +13% QoQ/unchanged YoY



Noida, Aug 10, 2024: APL Apollo Tubes Limited (APL Apollo), India's leading branded structural steel tube company, today announced its financial results for the quarter ending June 30, 2024.

Q1FY25 Financial performance highlights

- Sales volume increased by 9% YoY/ 6% QoQ to 7,21,064Ton
- Revenue increased by 9% YoY/ 4% QoQ to Rs49.7bn
- EBITDA increased by 8% QoQ (declined by 2% YoY) to Rs3.0bn
 - EBITDA per ton at Rs4,183/Ton
- Net Profit increased by 13% QoQ (unchanged YoY) to Rs1.9bn

Mr. Sanjay Gupta, Chairman, APL Apollo, comments on Q1FY25 results

“The company has announced its highest ever quarterly sales volume of 721KTon in Q1FY25 with EBITDA +8% QoQ and net profit +13% QoQ. This is given the fact that demand conditions for the structural steel industry were tough, impacted by the general elections and ongoing slowdown in retail spending.

In the near term, we expect demand conditions to improve on the back of improved government budget allocation for infrastructure and good monsoons. The company's commitment to delivering exceptional quality, coupled with its unwavering dedication to customer satisfaction, has propelled it to the forefront of the industry.

Our focus remains on innovative products and providing the best customer experience to further enhance our leadership. We are encouraged to see strong sales growth in our value added product portfolio such as the heavy structural steel tubes and coated products. The VAP contributed 60% to our overall sales volume in Q1FY25 vs 57% in Q1FY24.

Our greenfield Raipur plant is set to enter a new phase of accelerated production while maintaining the highest standards of efficiency and reliability. APL's strategic expansion of its Dubai facility not only strengthens the company's global presence but also enhances its capacity to serve clients across international markets. Our focus on expanding our global footprint with export opportunities remains intact.

We continue to remain prudent with our working capital management, which remains best in the building material sector"

About APL Apollo Tubes Limited

APL Apollo Tubes Limited (APL Apollo) BSE: 533758, NSE: APLAPOLLO is India's leading structural steel tube manufacturer. Headquartered at Delhi NCR, the Company operates 11 manufacturing facilities with a total capacity of 3.8 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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