



29th October 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 and half year ended September 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 and half year ended September 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 Kumar
Whole Time Director

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



APLAPOLLO[®]

STEEL PIPES

**REVOLUTION THE WORLD
OF TUBES WITH**



NAYI SOCH

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

Q2FY25 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

- Q2FY25 at glance
- Financial Performance
- Business Strategy
- New Initiatives
- ESG Engagement
- Team APL Apollo



Q2FY25 at a Glance



758k Ton

Sales Volume

12% YoY increase
5% QoQ increase



₹ 47.7 Bn

Revenue

3% YoY increase
4% QoQ decline



₹1.4Bn

EBITDA

58% YoY decline
54% QoQ decline



₹ 1,821

EBITDA/ton

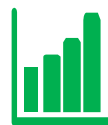
62% YoY decline
56% QoQ decline



55%

Value Added Sales mix

Q2FY24 was 55%



₹364 Mn

Interest Cost

37% YoY increase
31% QoQ increase



₹0.5Bn

Net profit

73% YoY decline
72% QoQ decline



₹ 1.0Bn

Cash profit

59% YoY decline
58% QoQ decline



3 days

Net WC in H1FY25

FY24 was 1 day



16.6%

ROCE in H1FY25

FY24 was 29.5%



13.3%

ROE in H1FY25

FY24 was 22.2%



₹3.0Bn

Net debt in H1FY25

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 H1FY25

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

H1FY25 at a Glance



1,479k Ton

Sales Volume

11% YoY increase



₹ 97.5 Bn

Revenue

6% YoY increase



₹4.4Bn

EBITDA

30% YoY decline



₹ 2,972

EBITDA/ton

37% YoY decline



58%

Value Added Sales mix

H1FY24 was 56%



₹642 Mn

Interest Cost

19% YoY increase



₹2.5Bn

Net profit

38% YoY decline



₹ 3.4Bn

Cash profit

29% YoY decline



3 days

Net WC in H1FY25

FY24 was 1 day



16.6%

ROCE in H1FY25

FY24 was 29.5%



13.3%

ROE in H1FY25

FY24 was 22.2%



₹3.0Bn

Net debt in H1FY25

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 H1FY25

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

Highest ever Quarterly Sales Volume

| Profit & Loss (Rs Mn) | Q3FY22 | Q4FY22 | Q1FY23 | Q2FY23 | Q3FY23 | Q4FY23 | Q1FY24 | Q2FY24 | Q3FY24 | Q4FY24 | Q1FY25 | Q2FY25 |
|-----------------------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|------------|
| Sales Volume (k Ton) | 403 | 552 | 423 | 602 | 605 | 650 | 662 | 675 | 604 | 679 | 721 | 758 |
| Revenue | 32,304 | 42,147 | 34,386 | 39,692 | 43,271 | 44,311 | 45,449 | 46,304 | 41,778 | 47,657 | 49,743 | 47,739 |
| EBITDA | 2,023 | 2,661 | 1,939 | 2,319 | 2,729 | 3,229 | 3,072 | 3,250 | 2,796 | 2,804 | 3,016 | 1,380 |
| EBITDA/ton (Rs) | 5,023 | 4,823 | 4,587 | 3,850 | 4,510 | 4,970 | 4,645 | 4,817 | 4,631 | 4,132 | 4,183 | 1,821 |
| Net Profit | 1,279 | 1,766 | 1,207 | 1,502 | 1,692 | 2,018 | 1,936 | 2,029 | 1,655 | 1,704 | 1,932 | 538 |

FINANCIAL PERFORMANCE



De-commoditizing Product Portfolio

| | Application | Q2FY24 | | | Q3FY24 | | | Q4FY24 | | | Q1FY25 | | | Q2FY25 | | |
|--------------------------|-----------------|------------|------------|--------------|------------|------------|--------------|------------|------------|--------------|------------|------------|--------------|------------|------------|--------------|
| | | 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 | 8 | 51 | 8,481 | 10 | 62 | 8,177 | 9 | 64 | 7,845 | 8 | 58 | 7,901 | 7 | 52 | 5,541 |
| | Super Heavy | 1 | 5 | 10,014 | 1 | 7 | 9,551 | 1 | 8 | 9,210 | 2 | 11 | 9,425 | 1 | 11 | 7,069 |
| | Light | 17 | 113 | 6,258 | 16 | 95 | 5,771 | 15 | 102 | 5,187 | 15 | 110 | 5,169 | 17 | 127 | 2,899 |
| | General | 45 | 301 | 2,152 | 41 | 249 | 1,771 | 40 | 272 | 1,802 | 40 | 288 | 1,944 | 45 | 338 | -24 |
| Apollo Z | Rust-proof | 21 | 144 | 6,721 | 20 | 124 | 6,144 | 23 | 156 | 4,865 | 23 | 168 | 4,958 | 20 | 150 | 2,567 |
| | Coated | 4 | 29 | 7,472 | 6 | 36 | 7,516 | 6 | 40 | 6,023 | 7 | 52 | 5,757 | 7 | 51 | 3,395 |
| Apollo Galv | Agri/Industrial | 5 | 32 | 7,196 | 5 | 30 | 6,452 | 5 | 37 | 5,725 | 5 | 34 | 5,698 | 4 | 29 | 3,340 |
| Total | | 100 | 675 | 4,817 | 100 | 604 | 4,631 | 100 | 679 | 4,132 | 100 | 721 | 4,183 | 100 | 758 | 1,821 |

Standard products with EBITDA around Rs 2,000/ Ton

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

De-commoditizing Product Portfolio

| Product Category | Application | FY21 | | | FY22 | | | FY23 | | | FY24 | | | H1FY25 | | | Existing capacity | Proposed Capacity |
|-------------------|-----------------|------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|------------|--------------|--------------|-------------------|-------------------|
| | | Sales Mix | Vol. | EBITDA/Ton | Sales Mix | Vol. | EBITDA/Ton | Sales Mix | Vol. | EBITDA/Ton | Sales Mix | Vol. | EBITDA/Ton | Sales Mix | Vol. | EBITDA/Ton | (KTon) | (KTon) |
| | | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | (%) | (KTon) | (Rs) | | |
| Apollo Structural | Heavy | 6 | 95 | 4,721 | 7 | 121 | 7,422 | 7 | 160 | 7,505 | 9 | 223 | 8,057 | 7 | 111 | 6,786 | 452 | 588 |
| | Super Heavy | - | - | - | - | - | - | 0 | 2 | 9,604 | 1 | 24 | 9,395 | 1 | 22 | 8,258 | 296 | 444 |
| | Light | 21 | 352 | 5,649 | 19 | 336 | 6,683 | 18 | 407 | 5,134 | 16 | 421 | 5,760 | 16 | 237 | 3,950 | 955 | 1,023 |
| Apollo Z | General | 43 | 713 | 1,658 | 37 | 647 | 2,212 | 44 | 1,005 | 2,015 | 42 | 1,103 | 2,005 | 42 | 626 | 881 | 1,375 | 1,500 |
| | Rust-proof | 25 | 409 | 6,692 | 33 | 575 | 7,710 | 25 | 567 | 7,214 | 23 | 593 | 6,120 | 22 | 318 | 3,831 | 675 | 825 |
| | Coated | - | - | - | 0 | 0 | - | 2 | 39 | 5,731 | 5 | 125 | 6,483 | 7 | 103 | 4,580 | 300 | 300 |
| Apollo Galv | Agri/Industrial | 4 | 71 | 6,040 | 4 | 76 | 6,442 | 4 | 99 | 5,667 | 5 | 129 | 6,372 | 4 | 63 | 4,621 | 240 | 320 |
| Total | | 100 | 1,640 | 4,138 | 100 | 1,755 | 5,386 | 100 | 2,280 | 4,481 | 100 | 2,618 | 4,553 | 100 | 1,479 | 2,972 | 4,293 | 5,000 |

Standard products with EBITDA around Rs 2,000/ Ton

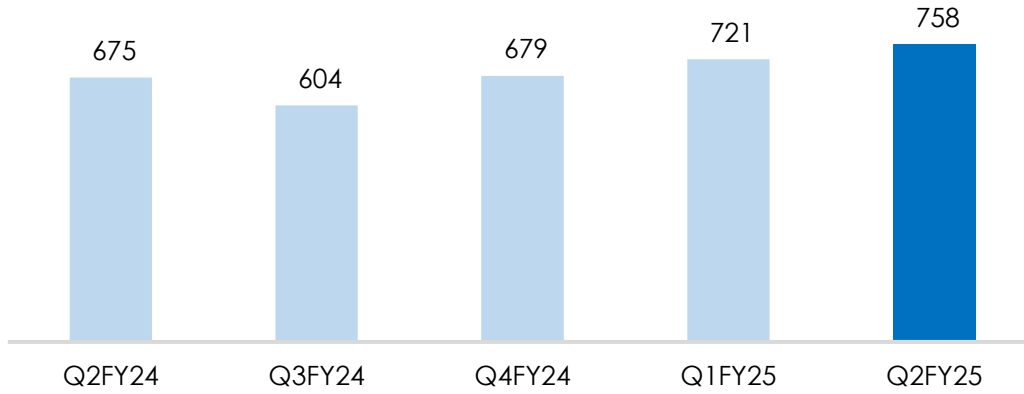
Value added products with EBITDA more than Rs 5,000/Ton

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

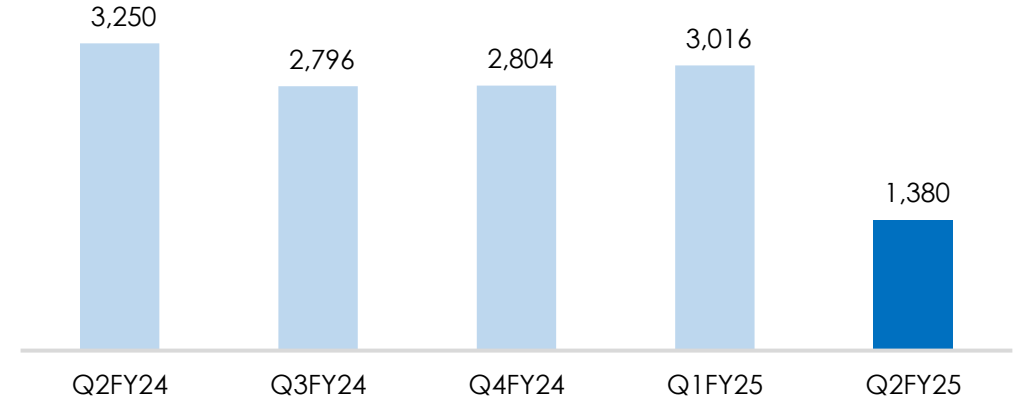
** proposed capacity of 5Mn Ton to be completed by FY25

Growing Strength to Strength

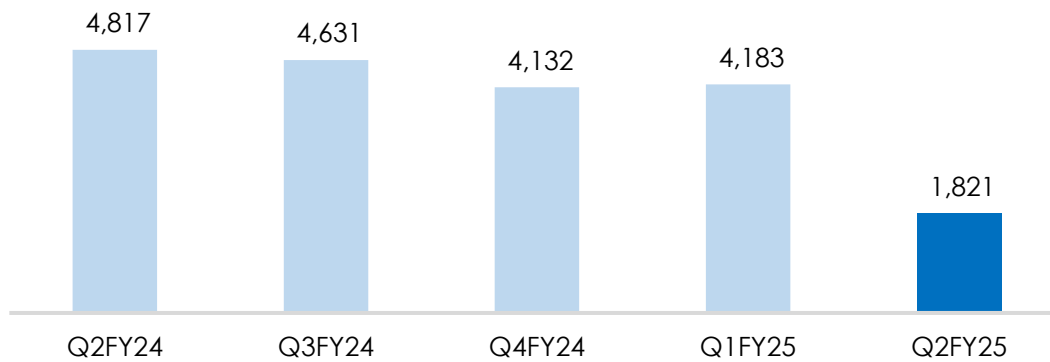
Volume (k'ton)



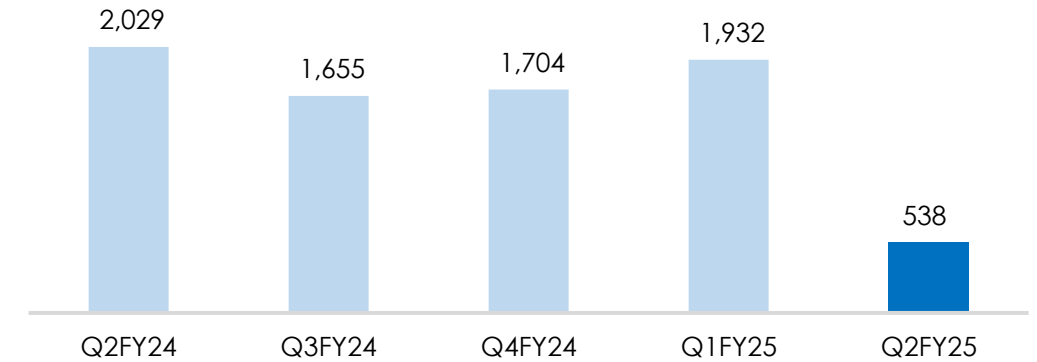
EBITDA (Rs Mn)



EBITDA/Ton (Rs)



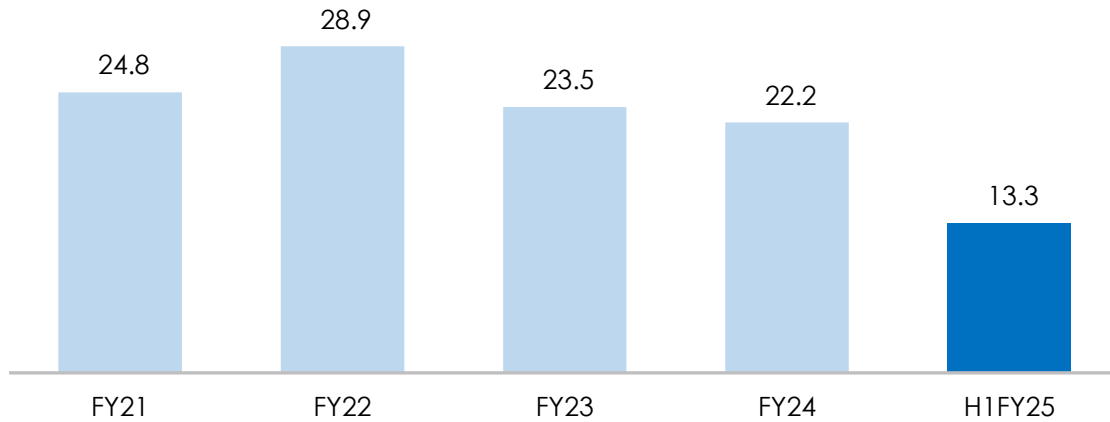
Net Profit (Rs Mn)



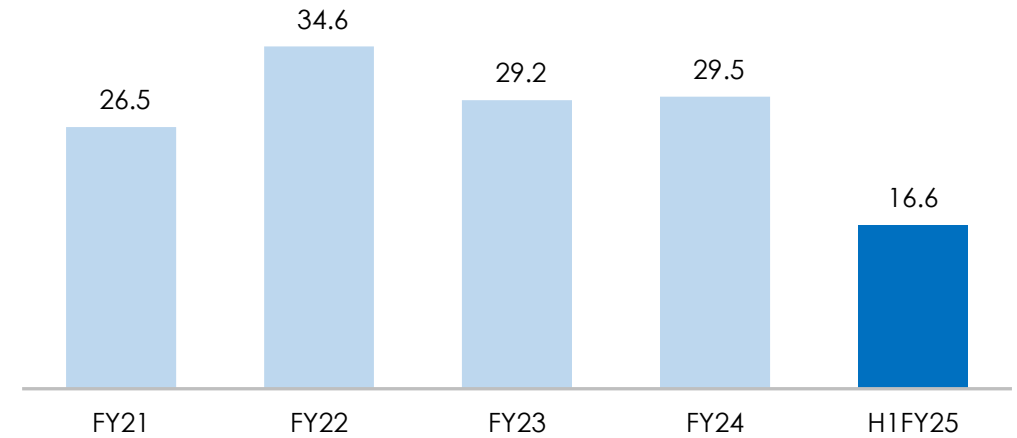
1. Sales Volume and Financials are on consolidated basis
 2. EBITDA has been calculated without other income

Growing Strength to Strength

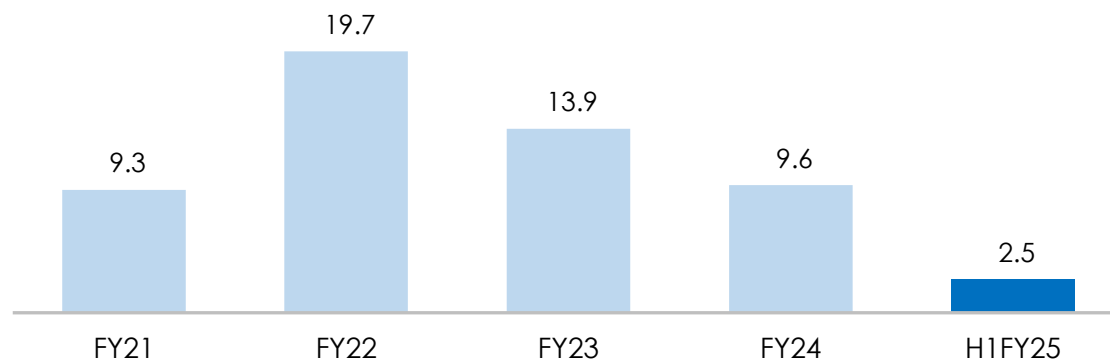
ROE (%)



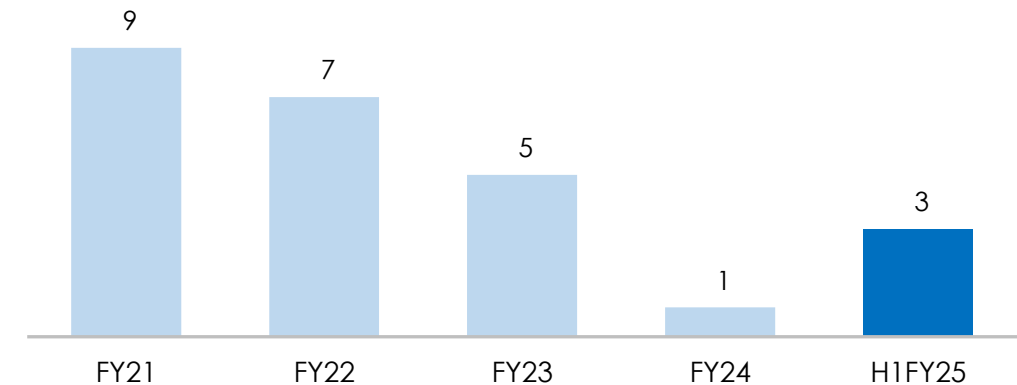
ROCE (%)



Interest Coverage Ratio (x)



Net Working Capital Days

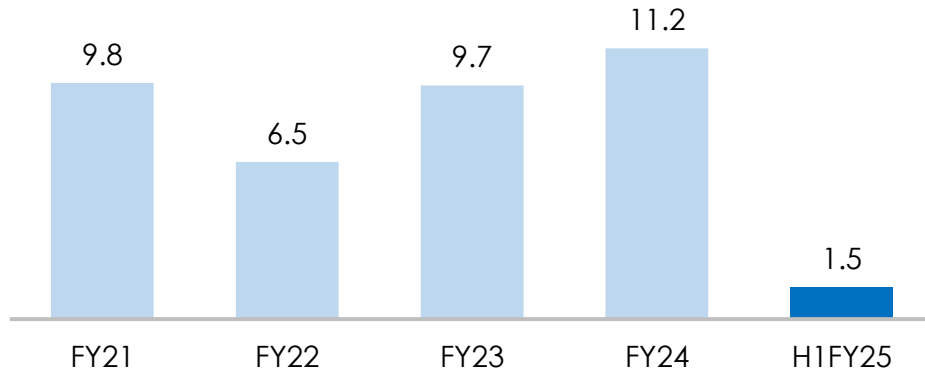


APL APOLLO TUBES

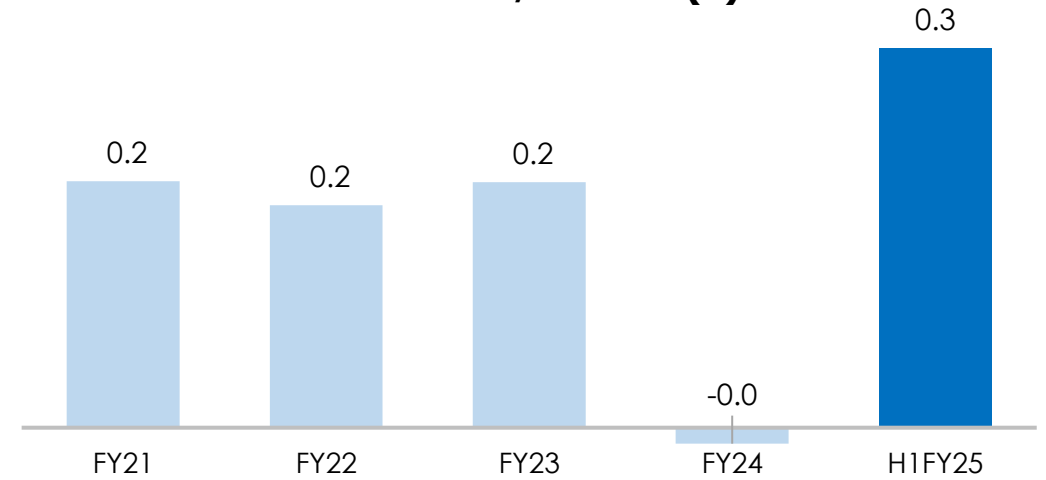
Note 1: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

Growing Strength to Strength

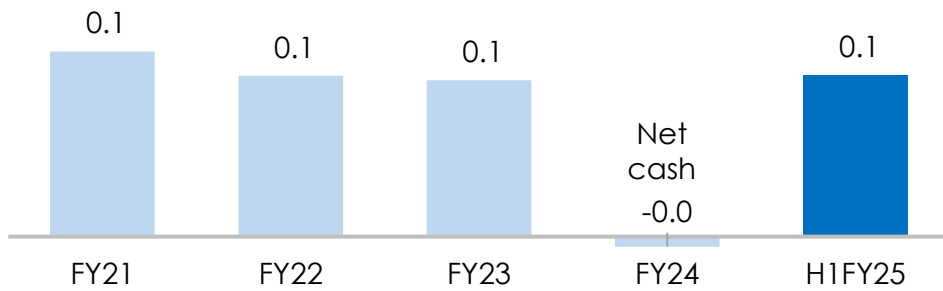
Operating Cash Flow (Rs Bn)



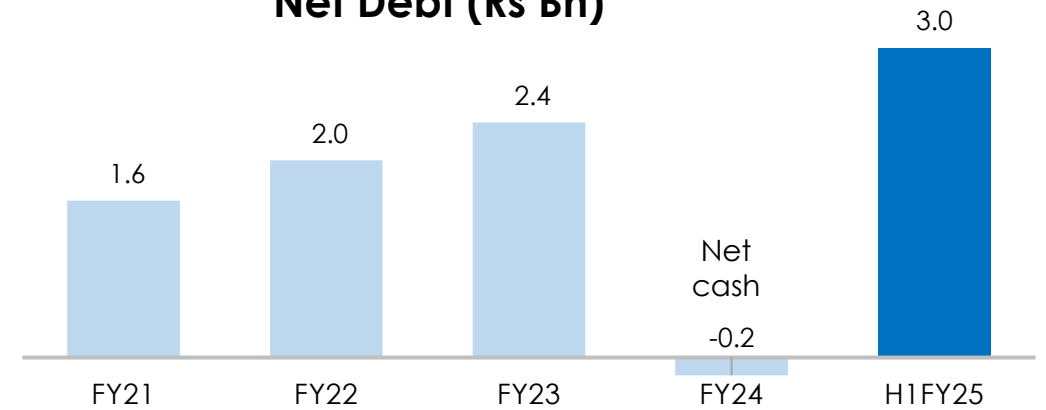
Net Debt/EBITDA (x)



Net Debt/ Equity (x)

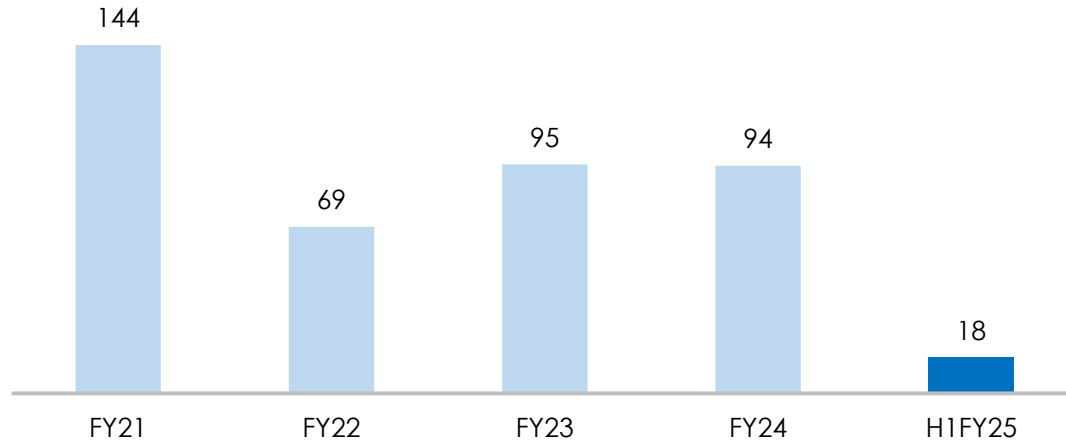


Net Debt (Rs Bn)

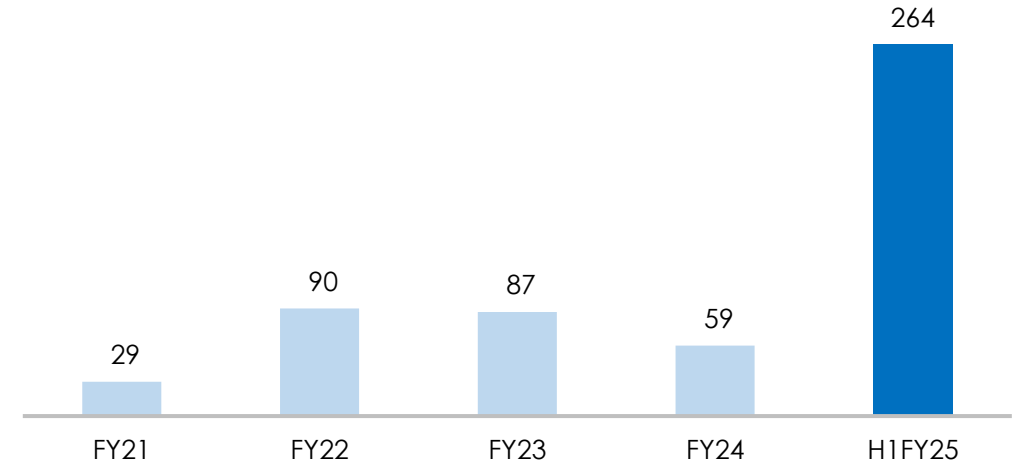


Growing Strength to Strength

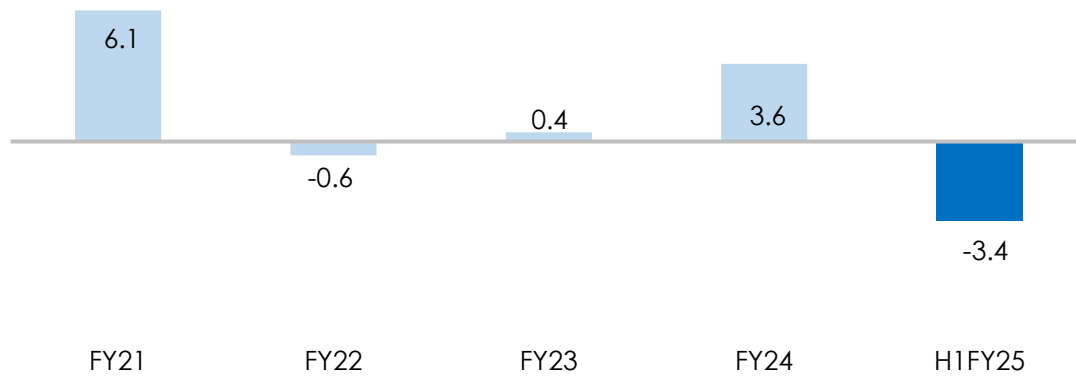
Operating Cashflow to EBITDA (%)



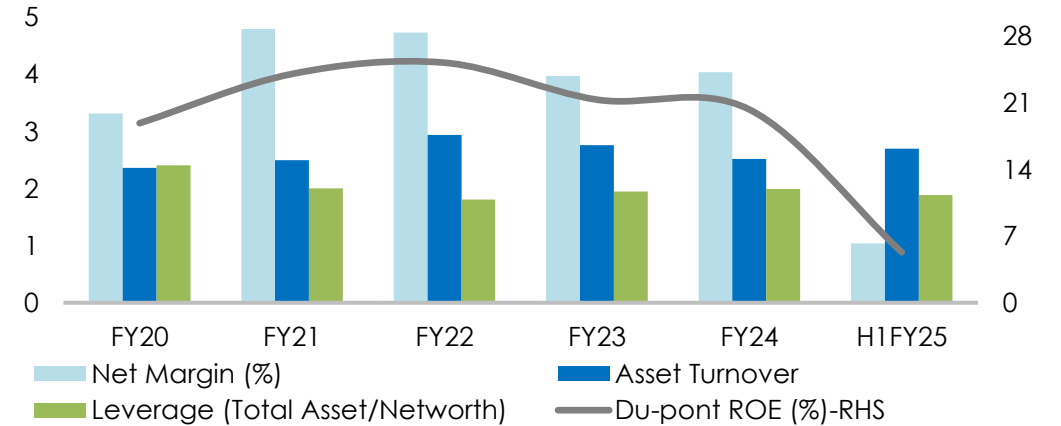
Capex to Op. Cash flow (%)



FCF (Rs Bn)

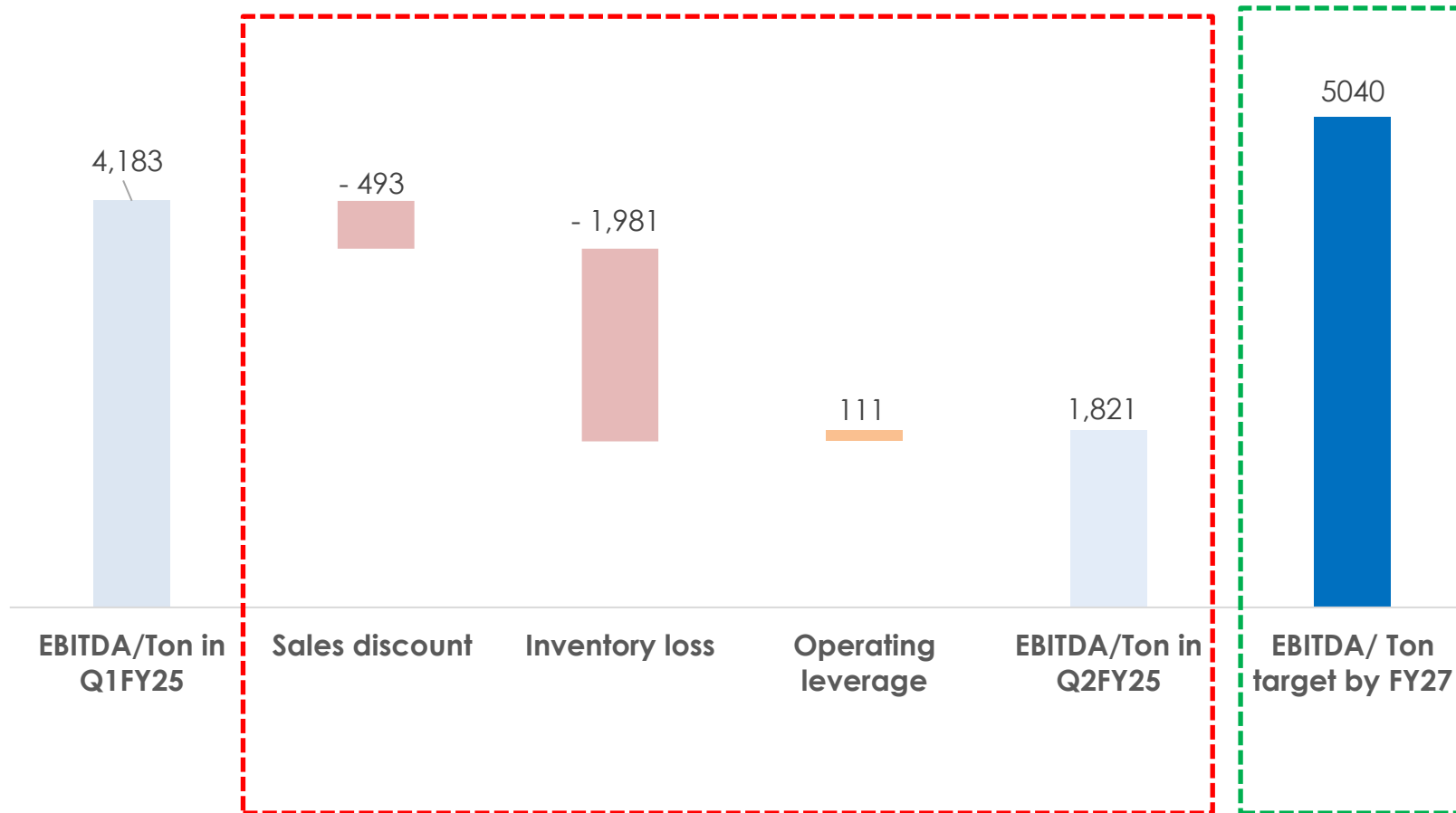


Du-Pont ROE (%)

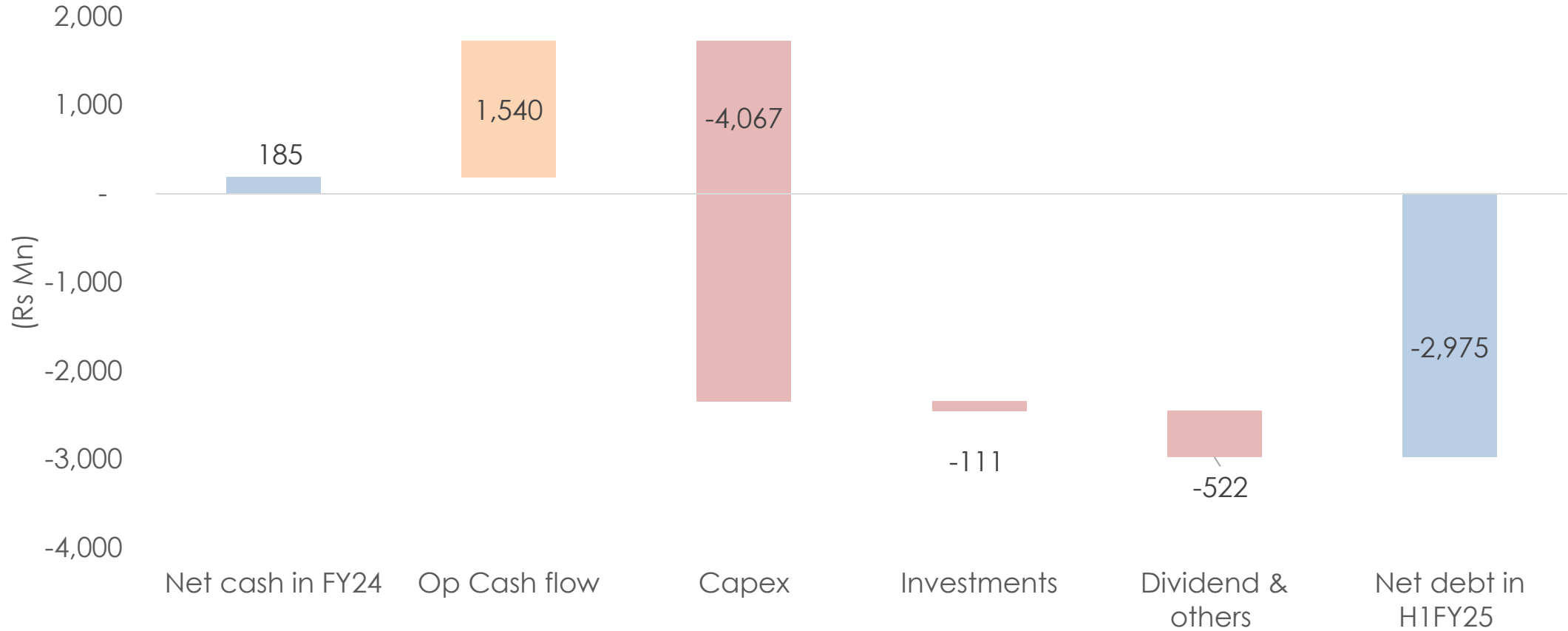


EBITDA/ Ton Bridge (INR/Ton)

EBITDA/Ton Bridge



Cash Flow Bridge (Rs Mn)



Business continues to generate strong operational cash flows



Capex being funded from internal cash flows



Net cash balance sheet

Profit & Loss Statement (Consol)

| Particulars (Rs Mn) | Q2FY24 | Q3FY24 | Q4FY24 | Q1FY25 | Q2FY25 | H1FY24 | H1FY25 |
|-----------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|
| Sales Volume (K Ton) | 675 | 604 | 679 | 721 | 758 | 1,336 | 1,479 |
| Net Revenue | 46,304 | 41,778 | 47,657 | 49,743 | 47,739 | 91,753 | 97,482 |
| Raw Material Costs | 39,784 | 35,854 | 41,326 | 42,697 | 42,419 | 78,991 | 85,116 |
| Employee Costs | 627 | 644 | 700 | 801 | 872 | 1,232 | 1,672 |
| Other expenses | 2,642 | 2,484 | 2,827 | 3,229 | 3,068 | 5,208 | 6,297 |
| EBITDA | 3,250 | 2,796 | 2,804 | 3,016 | 1,380 | 6,322 | 4,397 |
| EBITDA/ton (Rs) | 4,817 | 4,631 | 4,132 | 4,183 | 1,821 | 4,731 | 2,972 |
| Other Income | 196 | 150 | 186 | 247 | 148 | 413 | 395 |
| Interest Cost | 266 | 285 | 311 | 278 | 364 | 538 | 642 |
| Depreciation | 413 | 471 | 466 | 465 | 469 | 823 | 934 |
| Tax | 738 | 535 | 508 | 589 | 158 | 1,410 | 746 |
| Net Profit | 2,029 | 1,655 | 1,704 | 1,932 | 538 | 3,965 | 2,470 |

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Trading revenue for Q2FY25 was Rs 0.9Bn

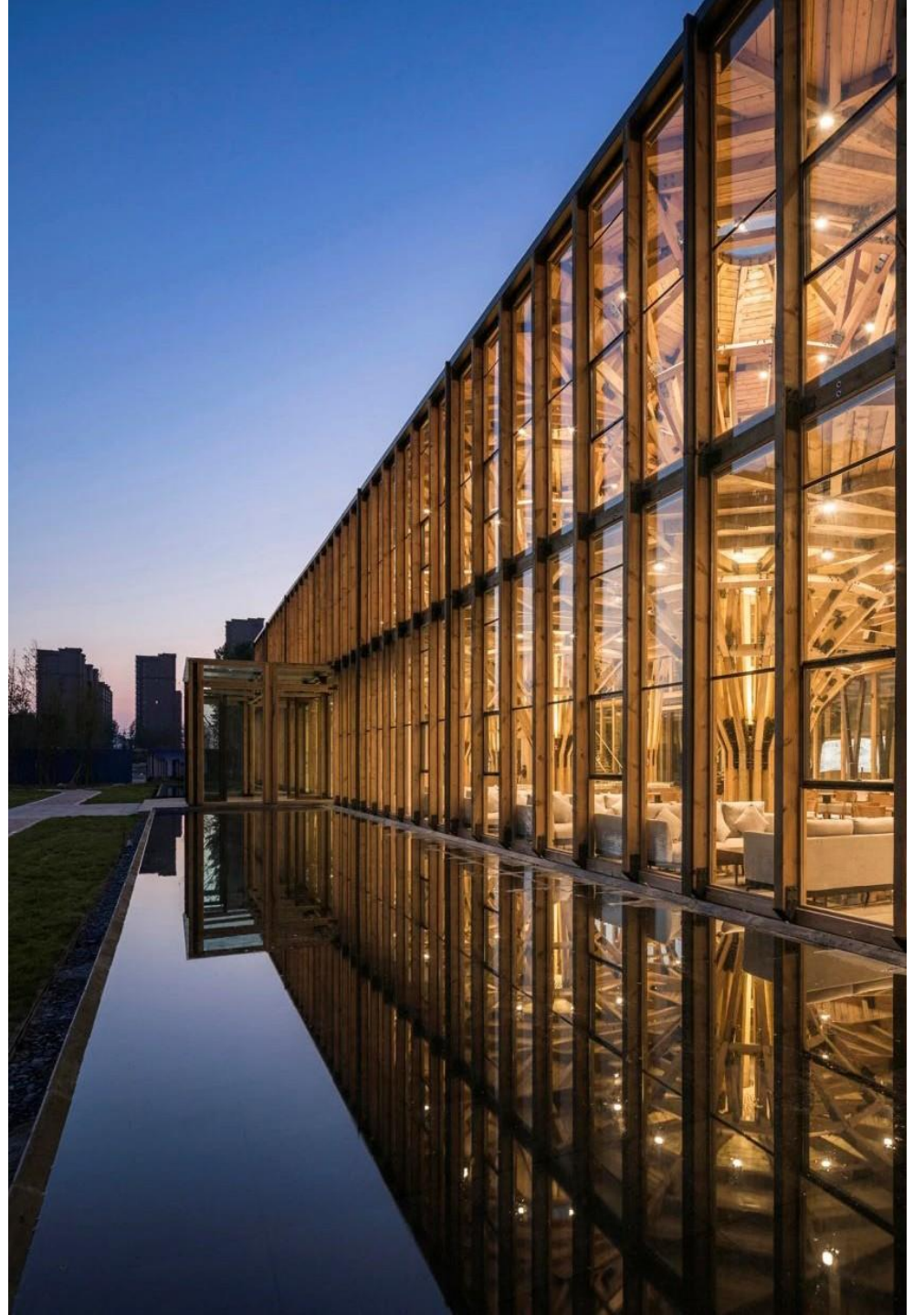
Balance Sheet & Cash flow (Consol)

| Balance Sheet - Assets (Rs mn) | FY24 | H1FY25 |
|---------------------------------------|---------------|---------------|
| Cash & Bank Balance | 11,430 | 7,045 |
| Receivables | 1,391 | 2,245 |
| Inventories | 16,379 | 16,792 |
| Other current assets | 4,237 | 4,970 |
| Fixed assets (net) | 32,336 | 34,363 |
| Right to use Assets | 1,103 | 1,225 |
| Investments | 1,027 | 967 |
| Other assets/goodwill | 3,964 | 4,658 |
| Total Assets | 71,868 | 72,266 |
| Balance Sheet - Liabilities (Rs mn) | FY24 | H1FY25 |
| Trade payables | 19,816 | 18,858 |
| Other current liabilities | 1,757 | 1,726 |
| Debt | 11,245 | 10,021 |
| Others | 3,002 | 3,174 |
| Minority Interest | 0 | 0 |
| Shareholders' funds | 36,046 | 38,487 |
| Total Equity & Liabilities | 71,868 | 72,266 |

| Cashflow Statement (Rs mn) | FY24 | H1FY25 |
|----------------------------|---------------|---------------|
| EBITDA | 11,922 | 4,397 |
| Change in receivables | -1 | -885 |
| Change in inventory | -1595 | -421 |
| Change in other WC | 2,314 | -883 |
| Tax | -2,180 | -1,063 |
| Others/ Income | 749 | 395 |
| Operating cash flow | 11,209 | 1,540 |
| Capex | -6,618 | -4,067 |
| Investments | -44 | -111 |
| Interest | -941 | -789 |
| Free cash flow | 3605 | -3427 |
| Dividend payments | -1387 | 0 |
| Capital increase | 28 | 0 |
| Others | 372 | 267 |
| Net change in cash flow | 2619 | -3160 |
| Net debt beginning | -2,434 | 185 |
| Net debt end | 185 | -2,975 |

* In this presentation we have classified Rs 5.0bn FD under cash and cash equivalents but in stock exchange release the same has been classified under Other financial Assets due to maturity of less than 365 days

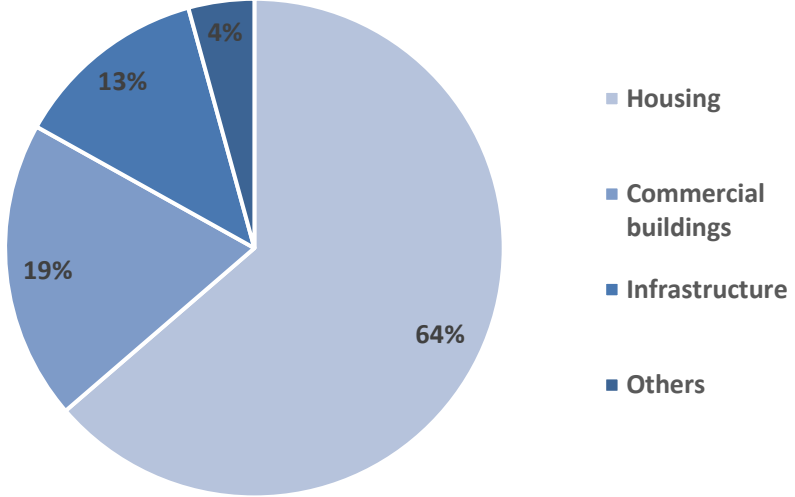
DEMAND DRIVERS



Structural Steel Tube Applications

APL APOLLO TUBES

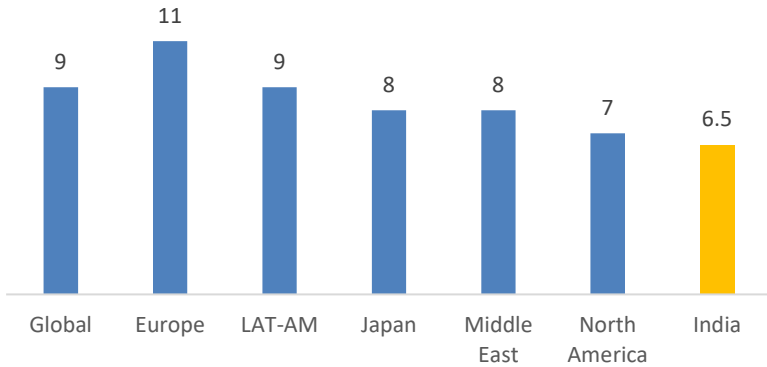
Application Mix



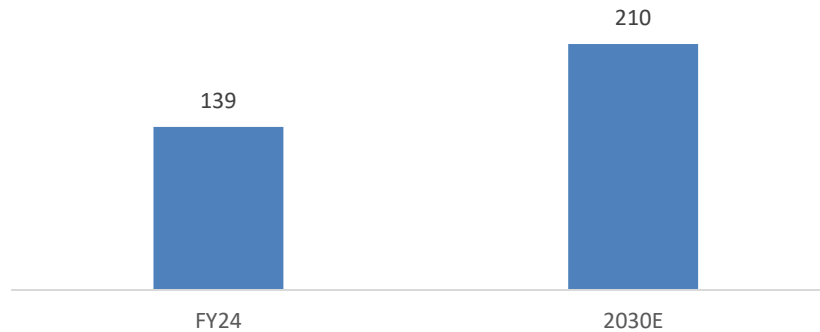
*As per Q1FY25 revenue

India Structural Steel Tube market potential

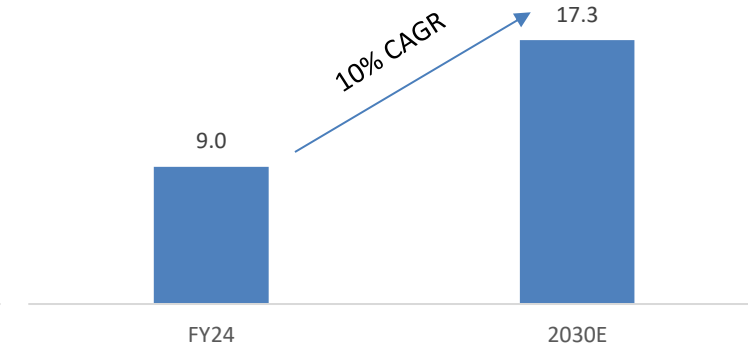
Structural steel tubes as % of steel market (FY24)



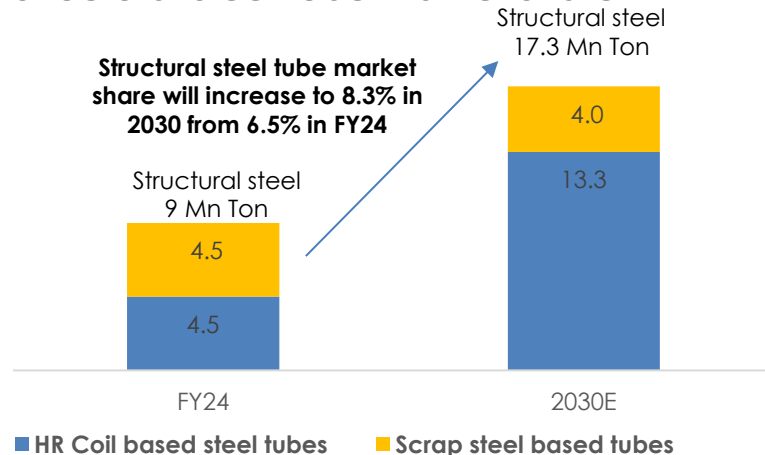
Crude steel production in India (Mn Ton)



Structural steel tubes in India (Mn Ton)



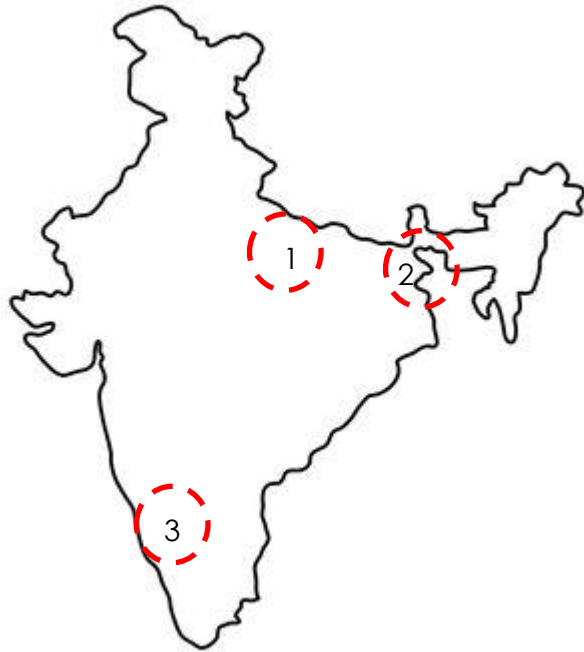
Structural steel tube market share



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

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

New proposed plants for higher market penetration



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

Existing capacity
4,300,000 Ton



3 Greenfield plants
610,000 Ton



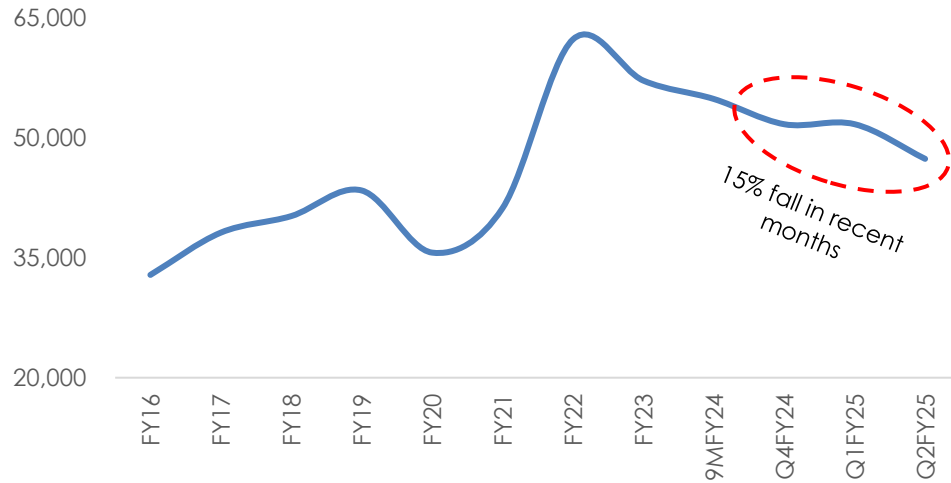
Brownfield expansion
90,000 Ton



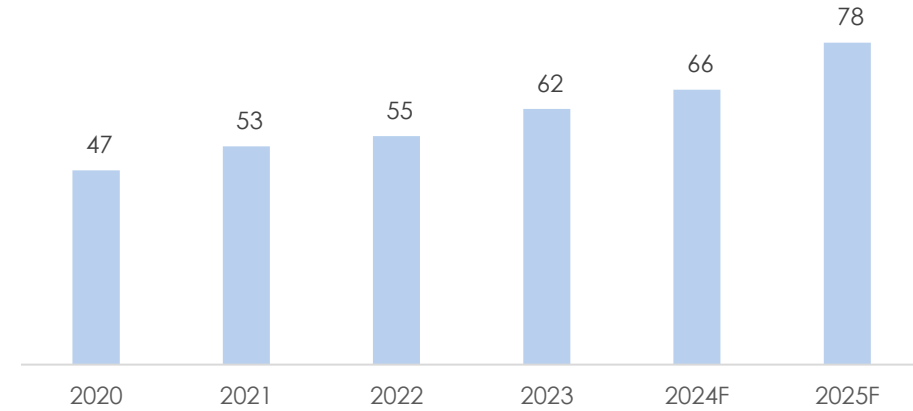
Total Capacity by FY26
5 Mn Ton

APL Apollo HRC Tube vs Patra pipe price

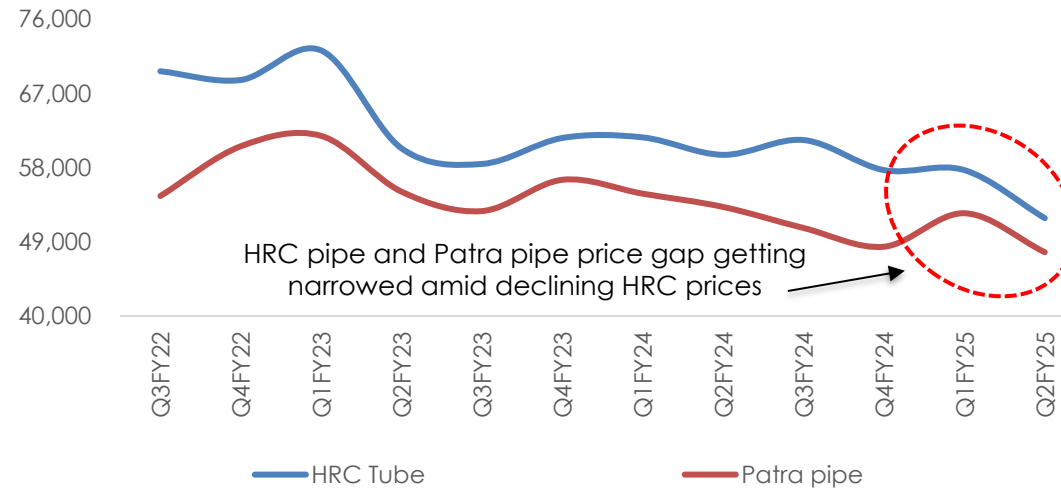
Indian HRC prices (INR)



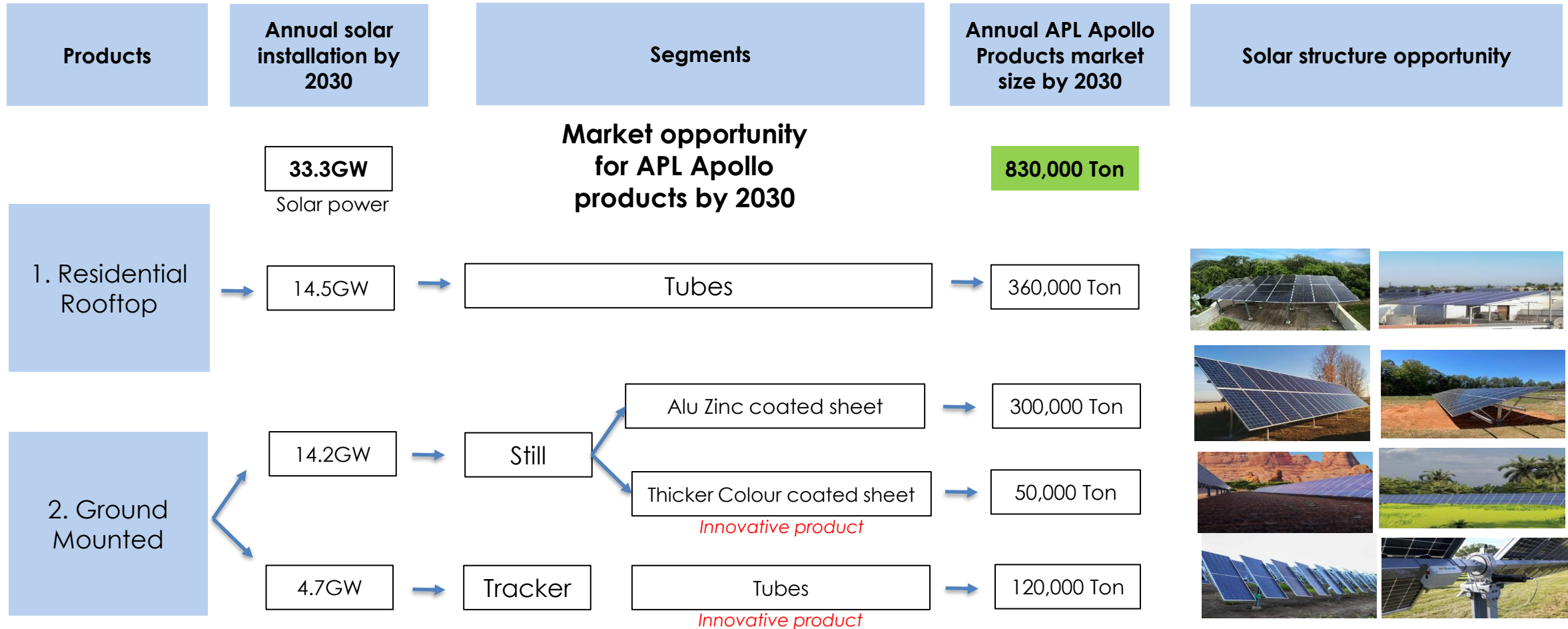
India HRC Capacity (Mn Ton)



APL Apollo HRC Tube vs Patra Pipe (INR/Ton)



Solar structure opportunity for structural tubes



Why structural steel tube is a preferred solution

Cost Effective,
Eco-Friendly

Higher
Strength

Faster
Construction

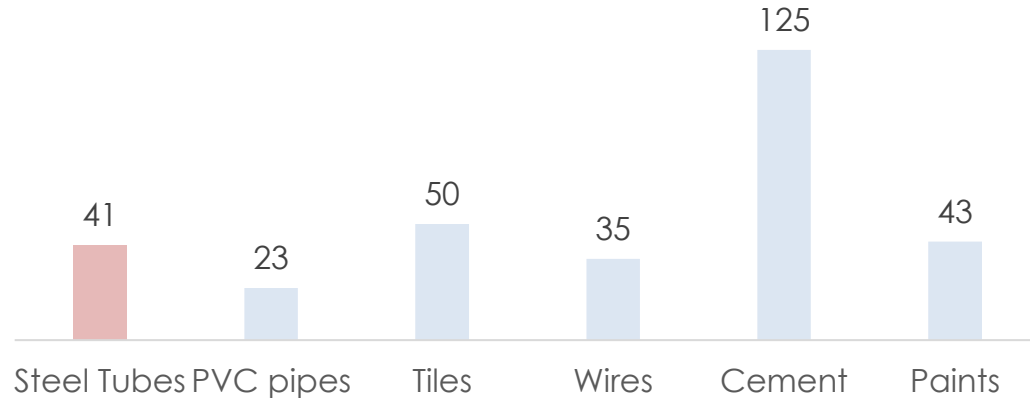
Lower steel
consumption

Reduces overall
project cost

Steel Tube usage in housing/commercial buildings

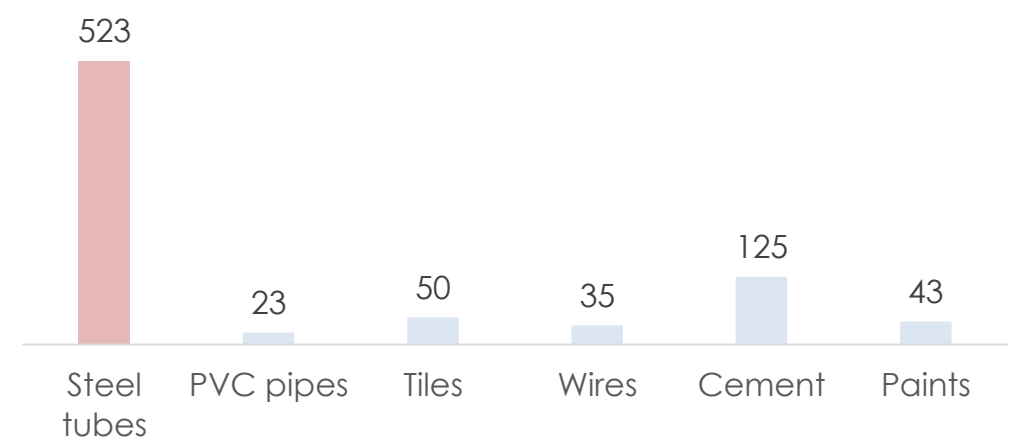
Housing

Cost (per sq ft in Homes)



Commercial/Infrastructure

Cost (per sq ft in Commercial/Infra)



Steel Tube applications in homes



Steel Tube applications in commercial/infra



Airports



Railway station



Columns



Façade

Tubes are well positioned to play the real estate construction cycle

*Building with complete structure on tubes

Applications for Heavy Structural Steel Tubes

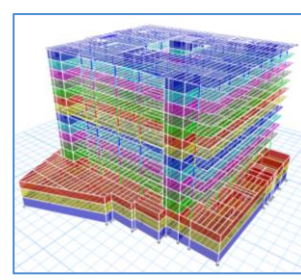
- High Rise Buildings
 - Hospitals, Housing, Schools, Courts, Hotels/Malls/Offices
- Warehouses/Cold Storage/Food Parks
- Factory Buildings/Process Structures
- Aviation Hangers
- Data Centres
- Railway Stations/Airports

50
projects

50mn sq. ft.
Visibility

220,000 ton
heavy structural steel
tubes

Ongoing enquiries





APL Apollo's ESG Transformation Journey

ESG- DJSI Scoring

APL APOLLO TUBES

MEMBER OF
Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM

APL APOLLO
STEEL PIPES

DJSI FY2023 SCORE

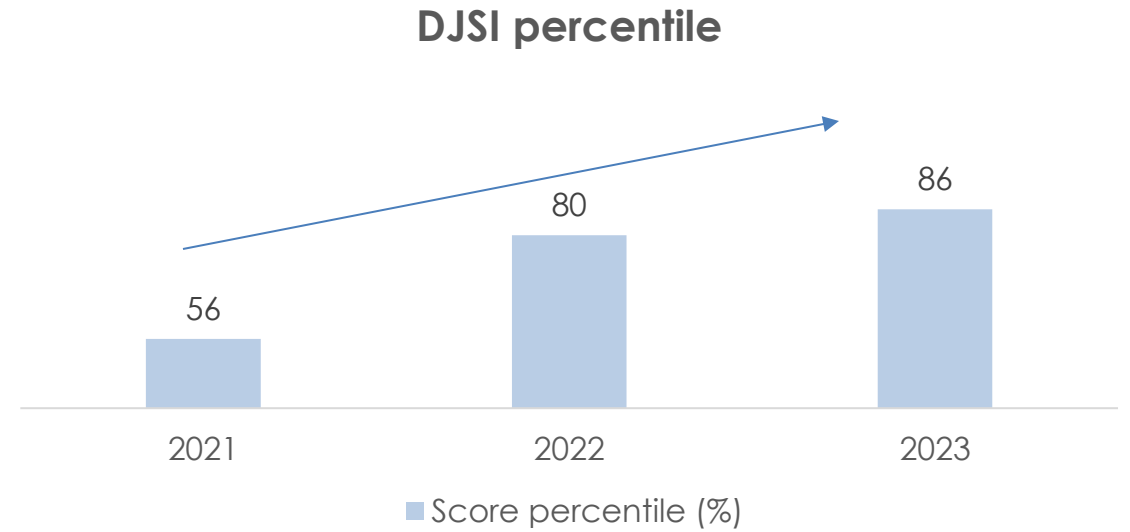
APL APOLLO TUBES
STANDS AT 86TH
PERCENTILE

(IN THE PEER INDUSTRY COMPRISING OF GLOBAL COMPANIES)

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

IMPROVEMENT
ACROSS AREAS

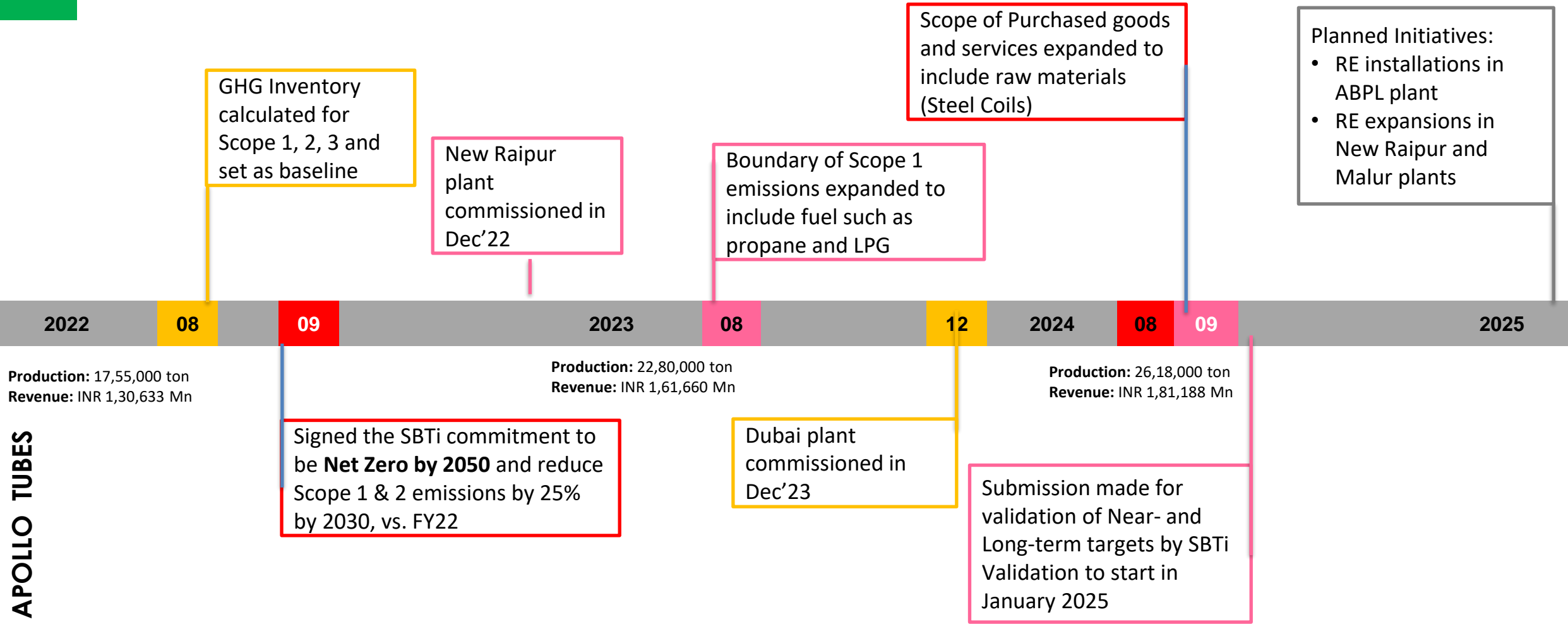
- Social Dimension
- Governance & Economic Dimension
- Environmental Dimension



APL APOLLO SCORED 86TH PERCENTILE IN 2023

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

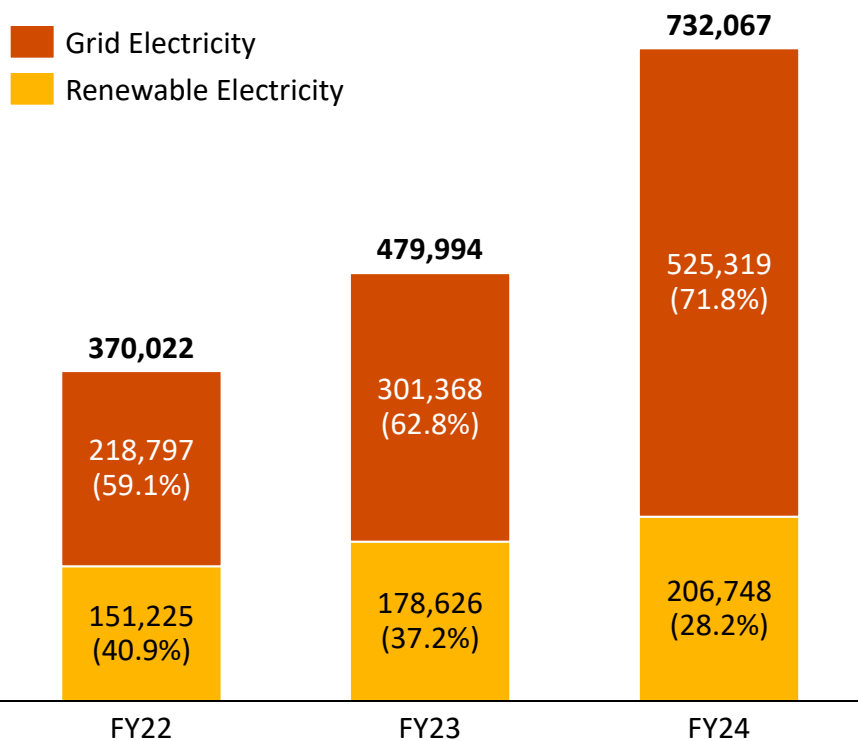
Scope 1 & 2 emissions by 25% by 2030; Net Zero by 2050



- Planned Initiatives:
- RE installations in ABPL plant
 - RE expansions in New Raipur and Malur plants

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

Renewable Electricity Consumption (GJ)



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

Trend of GHG Emissions over past 3 years

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

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

Commitment and achievements

Commitments

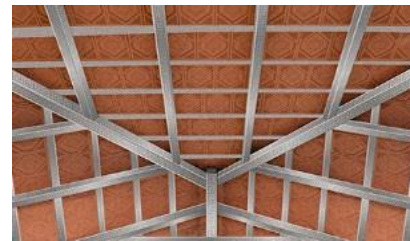
- Committed to reducing Scope 1&2 emissions by 25% by 2030 **E**
- Committed to set near term and Net Zero targets by 2050 **E**
- Renewable energy contribution to be 47% by 2030 from 38% **E**
- Targeted to increase the female workforce by 1% every year **S**
- CSR initiatives in the local communities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

Achievements

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

Front runner for Steel for Green

- APL Apollo is the **1st** Company to innovate readymade Doorframe, Fence, Plank and Hand rails as **Steel for Green** Concept which replaced conventional wood application in building construction
- Our Products are saving **250,000 trees** every year, going ahead we will be saving more and more trees to keep the planet greener
- Keeping the **Steel for Green** as priority APL is the **1st** Company to innovate **narrow and thicker color coated** galvanized sheets which will save more trees

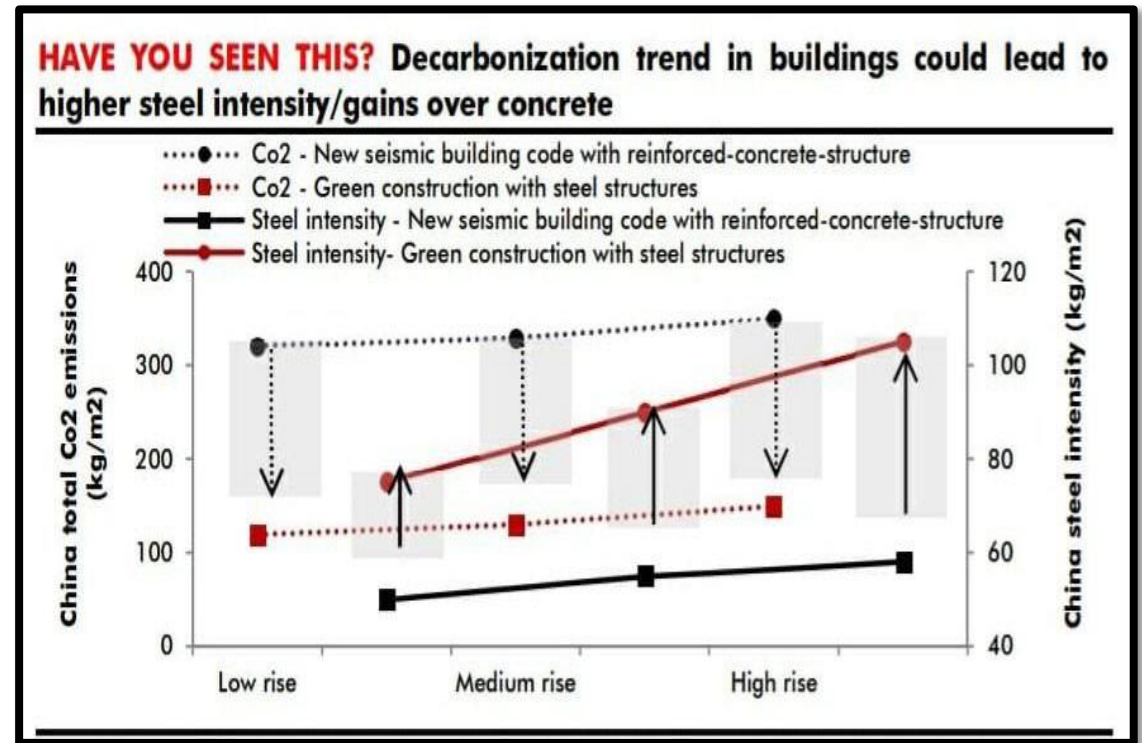


Steel Buildings = Decarbonization

- Construction sector contributes 30% of direct and indirect Co2 emissions
- Structural steel is preferred for steel buildings because steel is
 - Infinitely recyclable
 - Easy to pre-fabricate
 - High volume to weight ratio
 - Lighter/ stronger structure allow gains 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



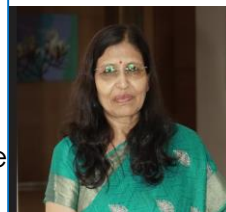
H.S. Upendra Kamath
Independent Director

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



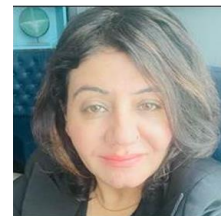
CK Singh
Chief Operating Officer



Vaibhaav Sharma
Chief Information Officer



Pankaj Sharma
Chief Human Resources Officer



Charu Malhotra
Chief Branding Officer



Utkarsh Dwivedi
CEO
International Business

Thank You

For further information,
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Q2FY25 Financial Performance

- Record Sales volume of 7,58,267 Ton
- EBITDA of Rs1.4bn
- Net Profit of Rs0.5bn



Noida, Oct 29, 2024: 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, 2024.

H1FY25 Financial performance highlights

- Sales volume increased by 11% YoY to 14,79,331Ton
- Revenue increased by 6% YoY to Rs97.5bn
- EBITDA declined by 30% YoY to Rs4.4bn
 - EBITDA per ton at Rs2,972/Ton
- Net Profit declined by 38% YoY to Rs2.5bn

Mr. Sanjay Gupta, Chairman, APL Apollo, comments on Q2FY25 results

“The company has announced its highest ever quarterly sales volume of 758,267 Ton in Q2FY25. This was despite weak demand conditions for the construction material sector due to the volatility in raw material prices, extended monsoon and ongoing slowdown in government infrastructure spending. However, our profitability was severely impacted by volatility in steel prices. In our view, the worst is behind us as the lower steel prices have given a massive opportunity to APL Apollo to take market share from low-grade sponge iron made steel pipes. We are ready with our 4.3mn Ton annual capacity which shall expand to 5mn Ton by end-FY26. Our focus remains on innovative products and providing the best customer

experience to further enhance our leadership. We continue to remain prudent with our working capital management, which remains best in the construction material sector"

About APL Apollo Tubes Limited

APL Apollo Tubes Limited (APL Apollo) BSE: 533758, NSE: APLAPOLLO is India's leading structural steel tube manufacturer. Headquartered at Delhi NCR, the Company operates 11 manufacturing facilities with a total capacity of 4.3 Mn Ton. It has a pan-India presence with 11 units strategically located in Hyderabad, 3 plants at Sikandarabad (UP), Bangalore, Hosur (Tamil Nadu), 2 plants in Raipur (Chhattisgarh), Malur (Karnataka), Murbad (Maharashtra) and Umm Al Quwain (UAE). APL Apollo's multi-product offerings include over 2,500 varieties for multiple building material structural steel applications. With state-of-the-art-manufacturing facilities, APL Apollo serves as a 'one-stop shop' for a wide spectrum of products, catering to an array of industry applications such as urban infrastructure and real estate, rural housing, commercial construction, greenhouse structures and engineering applications. The Company's vast 3-tier distribution network of over 800 Distributors is spread across India, with presence in over 300 towns and cities.

For more information about us, please visit www.aplapollo.com or contact:

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