

October 29, 2016

To  
National Stock Exchange of India Limited  
Listing Department  
Exchange Plaza,  
Plot no. C/1, G Block,  
Bandra-Kurla Complex  
Bandra (E)  
Mumbai - 400051

Bombay Stock Exchange Limited  
Department of Corporate Services  
Floor 25, P J Towers,  
Dalal Street  
Mumbai – 400051

Dear Sir / Madam,

**Sub.: Submission of Press Release for Financial Results for Q2 FY-2017 and HY FY-2017**

Enclosed herewith please find copy of press release *inter-alia* announcing Financial Results for H1 FY2017 - EBITDA at Rs. 176 crore, up 36% PAT improves by 79% to Rs. 75 crore

Kindly take this on record.

Thanking you and assuring you our best attention always.

Yours truly,  
for APL Apollo Tubes Limited

  
Company Secretary



Encl. : a/a



# APL Apollo Tubes Limited

37, Hargobind Enclave, Vikas Marg, New Delhi – 110 092

## H1 FY2017

**EBITDA at Rs. 176 crore, up 36%**  
**PAT improves by 79% to Rs. 75 crore**

**NCR Region, India, October 29, 2016:** APL Apollo Tubes Limited (APL Apollo), India's largest ERW steel Pipe manufacturer with an annual capacity to produce 13,00,000 tons having manufacturing facilities in North (Uttar Pradesh), South (Karnataka, Tamil Nadu), and West (Maharashtra), announced its financial results for the quarter and half year ended September 30, 2016.

## Financial Performance Highlights

### Performance Review for Q2 FY17 vs. Q2 FY16

- Sales Volume (excluding Coil & Scrap) improves by 11% to 2.36 Lac tons from 2.12 Lac tons
- Net sales from Manufacturing activity stood at Rs. 898.9 crore as compared to Rs. 896.2 crore despite reduction in raw material and finished goods price
- Total EBITDA improves by 18% Y-o-Y to Rs. 84.2 crore compared to Rs. 71.1 crore
  - Total EBITDA margin stood healthy at 8.8% compared to 6.5%
- Net Profit after Tax improved by 68% to Rs. 33.7 crore as compared to Rs. 20.1 crore
- Diluted Earnings Per Share at Rs. 14.35 as compared to 8.56

### Performance Review for H1 FY17 vs. H1 FY16

- Sales Volume (excluding Coil & Scrap) improves by 11% to 4.75 Lac tons from 4.29 Lac tons
- Net sales Manufacturing Activity at Rs. 1,865.2 crore as compared to Rs. 1,806.0 crore
- Total EBITDA improves by 36% Y-o-Y to Rs. 175.7 crore compared to Rs. 129.0 crore
  - Total EBITDA margin stood healthy at 8.4% compared to 6.2%



- Net Profit after Tax improved by 79% to Rs. 75.1 crore as compared to Rs. 41.9 crore
- Diluted Earnings Per Share at Rs. 32.02 as compared to 17.89

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**Commenting on the Company's performance for Q2 & H1 FY2017, Mr. Sanjay Gupta, Chairman, APL Apollo said,**

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*"We are pleased to report a healthy set of results during the quarter and first half of the fiscal, with a solid PAT growth of 68% in Q2 FY17. Prices of hot rolled coil have been significantly fluctuating during the last six month, which have had an adverse impact on Steel pipe demand. However, despite slower growth in demand, the Company was able to improve Profitability during the quarter owing to better realizations and operating margins. So in spite of broader market challenges, the Company's business momentum remained steady, reflecting upon APL Apollo's resilient and diverse set of business capabilities.*

*We have been optimizing various aspects of our business model right from enhancing our R&D skills, widening the product portfolio, improving market reach, focusing on a well-penetrated distribution network to other brand building and brand development activities. So we believe that our differentiated business model will enable us to deliver better financial and operational performance going forward. Overall, we remain on track to deliver on our VISION 2020 plan unveiled last year to become the one of largest ERW player in the world by 2020."*



## Key Developments

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- **Healthy progress on upcoming Greenfield facility located at Raipur, Chhattisgarh – expected to be commissioned in Q4 FY2017**
  - Foray in Eastern/Central India to significantly augment the Company's PAN India footprint – unit to have a total capacity of 3 lakh TPA
  - Facility to host the latest and the world's best 'Direct Forming Mill Technology' – introduced for the first time in India by APL Apollo
    - Technology enables significant customization to make hollow sections (both square and rectangular) – opportunity to launch New Products for Agricultural Implements, Gym/Sports equipment, Solar Power Plants, Truck & Bus Bodies, Metros/Airports Infrastructure Construction equipment, Prefabricated Structures, Warehouses etc. – opening up New sectors and New markets for the Company
  
- **Enhanced focus on branding – appoints Marketing Consultant to drive the Company's overall Branding strategy**
  - Undertaken extensive brand building and promotional activities across multiple formats such as trade expos, fabricators meets, focused advertising and brand engagement programs in the past
  - Anticipate enhanced profile of the brand and awareness of the wide product range and features to improve visibility of brand 'APL Apollo' leading to higher market share gains



## Financial Highlights

Particulars (Rs. Crore)	Quarter ended		Q-o-Q	Y-o-Y	Half year ended		
	Q2	Q1	Shift		Q2	Shift	H1
	FY17	FY17	(%)	FY16	(%)	FY17	FY16
<b>Income from Operations</b>							
Net Manufacturing Sales	898.9	966.3		896.2		1,865.2	1,806.0
Trading Sales	56.6	161.2		192.2		217.8	283.3
<b>Total Income From Operations (Net)</b>	<b>955.5</b>	<b>1,127.5</b>	<b>(15%)</b>	<b>1,088.4</b>	<b>(12%)</b>	<b>2,083.0</b>	<b>2,089.2</b>
<b>Expenses</b>							
(a) Consumption of Raw Materials	748.1	759.9		748.8		1,508.0	1,505.3
(b) Purchase of traded goods	53.0	154.2		184.2		207.2	276.7
(c) Changes in inventories/WIP	(32.3)	22.5		(1.1)		(9.8)	24.5
(d) Employee Benefit Expense	18.6	18.2		14.4		36.8	28.3
(e) Depreciation & Amortization	16.8	10.2		7.6		27.0	14.9
(f) Other Expenditure	85.8	82.8		72.8		168.7	129.1
<b>Total Expenses</b>	<b>890.2</b>	<b>1,047.8</b>	<b>(15%)</b>	<b>1,026.8</b>	<b>(13%)</b>	<b>1,938.0</b>	<b>1,978.8</b>
<b>EBIT Before Other Income / Exceptional Items</b>	<b>65.3</b>	<b>79.7</b>	<b>(18%)</b>	<b>61.7</b>	<b>6%</b>	<b>145.0</b>	<b>110.4</b>
Other Income	2.1	1.6		1.8		3.6	3.7
<b>EBIT Before Exceptional Items</b>	<b>67.4</b>	<b>81.3</b>	<b>(17%)</b>	<b>63.5</b>	<b>6%</b>	<b>148.7</b>	<b>114.1</b>
Finance Costs	16.0	18.3		16.8		34.3	32.9
<b>PBT Before Exceptional Items</b>	<b>51.4</b>	<b>63.0</b>	<b>(19%)</b>	<b>46.8</b>	<b>10%</b>	<b>114.4</b>	<b>81.2</b>
Exceptional Item	-	-		16.2	-	-	17.6
<b>PBT</b>	<b>51.4</b>	<b>63.0</b>	<b>(19%)</b>	<b>30.6</b>	<b>68%</b>	<b>114.4</b>	<b>63.6</b>
Tax Expense	17.7	21.6	(18%)	10.5	69%	39.3	21.7
<b>PAT</b>	<b>33.7</b>	<b>41.4</b>	<b>(19%)</b>	<b>20.1</b>	<b>68%</b>	<b>75.1</b>	<b>41.9</b>
<b>Paid-up Equity Share Capital (Face Value of</b>	<b>23.6</b>	<b>23.4</b>		<b>23.4</b>		<b>23.6</b>	<b>23.4</b>



Rs.10/each)							
Earnings per share (Rs.)							
Basic EPS (Not annualized)	14.35	17.68	(19%)	8.56	68%	32.02	17.89
Diluted EPS (Not annualized)	14.35	17.68	(19%)	8.56	68%	32.02	17.89

## Key Financial Ratios

Particulars (%)	Quarter ended		Q-o-Q	Y-o-Y	Half year ended		
	Q2	Q1	Shift		Q2	H1	H1
	FY17	FY17	(bps)	FY16	(bps)	FY17	FY16
EBITDA Margin	8.8	8.1	69	6.5	228	8.4	6.2
EBITDA Margin Manufacturing	9.0	8.7	23	7.1	190	8.9	6.7
EBITDA Margin Trading	6.3	4.4	191	4.2	209	4.9	2.7
Profit Before Tax	5.4	5.6	(22)	2.8	254	5.5	3.0
Net Margin	3.5	3.7	(16)	1.8	168	3.6	2.0
Total Expenditure / Total Operating Income	91.4	92.0	(62)	93.6	(223)	91.7	94.0
Raw Material Cost / Total Operating Income	80.5	83.1	(260)	85.6	(515)	81.9	86.5
Staff Cost / Total Operating Income	2.0	1.6	34	1.3	62	1.8	1.4
Other Expenditure / Total Operating Income	9.0	7.3	164	6.7	229	8.1	6.2
Interest & Finance Charges / Sales	1.7	1.6	6	1.5	14	1.6	1.6
Tax Rate	34.5	34.2	31	34.0	51	34.4	34.1



## Sales Volume Break-up

Particular (MT)	Quarter ended		Q-o-Q	Y-o-Y		Half year ended	
	Q2	Q1	Shift	Q2	Shift	H1	H1
	FY17	FY17	(%)	FY16	(%)	FY17	FY16
Black Pipe	161	161	(1%)	142	6%	322	292
GI Pipe	29	30	(3%)	28	3%	59	55
GP Pipe	46	48	(4%)	42	9%	94	82
Coils & Others (including scrap)	10	12	(17%)	16	(37%)	22	28
<b>Total</b>	<b>246</b>	<b>251</b>	<b>(3%)</b>	<b>228</b>	<b>3%</b>	<b>497</b>	<b>457</b>

## Realizations (after adjusting inter-company)

Particular (Rs. / Ton)	Quarter ended		Q-o-Q	Y-o-Y		Half year ended	
	Q2	Q1	Shift	Q2	Shift	H1	H1
	FY17	FY17	(%)	FY16	(%)	FY17	FY16
Black Pipe	36,800	37,900	(5%)	37,300	0%	36,850	37,600
GI Pipe	39,000	40,800	(3%)	44,900	(9%)	39,915	45,900
GP Pipe	40,750	42,500	(4%)	46,500	(9%)	41,644	46,300
Coils & Others (including scrap)	22,300	24,800	(5%)	27,500	(12%)	23,663	26,850

## Product-wise Revenue Break-up

Particular (Rs. crore)	Quarter ended		Q-o-Q	Y-o-Y		Half year ended	
	Q2	Q1	Shift	Q2	Shift	H1	H1
	FY17	FY17	(%)	FY16	(%)	FY17	FY16
Black Pipe	576	610	(6%)	530	6%	1,187	1,098
GI Pipe	113	122	(6%)	126	(6%)	236	252
GP Pipe	187	204	(8%)	196	(1%)	391	380
Coils & Others (including scrap)	22	30	(21%)	44	(45%)	52	75
<b>Total</b>	<b>898</b>	<b>966</b>	<b>(7%)</b>	<b>896</b>	<b>0%</b>	<b>1,864</b>	<b>1,805</b>



## About APL Apollo Tubes Limited

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**APL Apollo Tubes Limited (BSE: 533758, NSE: APLAPOLLO)** is the largest producer of ERW steel tubes in India with a capacity to produce more than 13,00,000 TPA. The Company has 6 manufacturing facilities in Sikandarabad (Uttar Pradesh), Hosur (Tamil Nadu), Bengaluru (Karnataka), and Murbad (Maharashtra). The Company's key product categories include more than 400 varieties of MS Black pipes, Galvanized Tubes, Pre Galvanized Tubes, and Hollow Sections. Company's key focus is on producing structural ERW steel tubes.

Products manufactured are largely sold in Tier II and Tier III cities of India via 3-tier distribution network comprised of more than 600 dealers. Products are also exported to Europe, US, UAE and Australasia regions.

*For more information about us, please visit [www.aplapollo.com](http://www.aplapollo.com) or contact:*

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### **DISCLAIMER:**

*Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. APL Apollo Tubes Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*

