



APL/SECT/DLH/SE: 2017-18

25<sup>th</sup> January 2018

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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: Press Release

Enclosed herewith please find copy of Press Release being made by the Company today titled "Q3 & 9M FY 18".

We would request you to take this information on record.

Thanking you,

Yours Faithfully,  
For APL Apollo Tubes Limited

**Adhish Swaroop**  
Company Secretary

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

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# APL Apollo Tubes Limited

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

## Q3 FY2018

*Sales volume improves by 27% Y-o-Y to 2.81 lakh tons*

*Net income increases by 39% to Rs. 1,314 crore*

*PAT higher by 23% to Rs. 36 crore*

**New Delhi, January 25, 2018:** APL Apollo Tubes Limited (APL Apollo), India's leading branded steel tubes manufacturer, announced its financial results for the quarter and nine months ended December 31, 2017.

## Financial Performance Highlights

### Performance Review for 9M FY18 vs. 9M FY17

- Sales Volume\* improves by 19% to 8.29 lakh tons from 6.97 lakh tons
- Net Income increases by 34% to Rs. 3,815.4 crore compared to Rs. 2,841.7 crore
- EBITDA<sup>1</sup> higher by 9% Y-o-Y to Rs. 268.4 crore compared to Rs. 247.2 crore
- Net Profit after Tax increases by 13% to Rs. 115.5 crore compared to Rs. 102.2 crore
- Diluted Earnings Per Share (not annualized) up by 13% to Rs. 48.06 as compared to 42.68

### Performance Review for Q3 FY18 vs. Q3 FY17

- Sales Volume\* improves by 27% to 2.81 lakh tons from 2.22 lakh tons
- Net Income increases by 39% to Rs. 1,314.4 crore compared to Rs. 943.5 crore
- EBITDA<sup>1</sup> higher by 19% Y-o-Y to Rs. 88.5 crore compared to Rs. 74.5 crore
- Net Profit after Tax increases by 23% to Rs. 35.9 crore compared to Rs. 29.1 crore
- Diluted Earnings Per Share (not annualized) up by 23% to Rs. 14.94 as compared to Rs. 12.15

**Note:**

Net Income includes other operating income, which is a part of regular business income

\*Excluding Trading & Scrap

(1) EBITDA without other income

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**Commenting on the Company's performance for Q3 & 9M FY2018, Mr. Sanjay Gupta, Chairman, APL Apollo, said,**

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*"We are pleased to report a healthy operational and financial performance during the period under review, especially given the recovering external environment. We delivered a healthy volume growth of 27% YoY during Q3 FY18, primarily led by a strong uptick in sales in the month of December. In addition, healthy business gains across the Exports and OEMs segments also supported our overall result performance during the period under review.*

*On the operational front, we have commissioned a total of six DFT lines across our existing facilities of Raipur, Hosur and Murbad during the 9M period. The initial response from customers for these products has been highly encouraging and we look forward to further enhancing the DFT Capacity across existing facilities in the next few months. We are also happy to share that our recent brand launches – Apollo Coastguard and Apollo Fabritech have been very well-received in the targeted geographies. Along with this, we are also on track to launching more new brand launches in the coming quarters, thereby building stronger outreach across newer clients and geographies.*

*On the whole, we remain optimistic of maintaining business momentum against a backdrop of our strategic initiatives, improving macros and a healthy balance sheet profile. Given our leadership position in the sector, we are well poised to leverage on a host of opportunities across key industries, which should enable us to deliver performance in line with our expectations."*

## Key Developments

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- **Robust volume growth of 27% registered in Q3 FY18 despite a challenging macro-environment**
  - Witnessed moderate demand in October and November – December saw a strong uptick in sales across product categories
  - Hollow sections reported a growth of 40% led by commissioning of new DFT lines over the past few quarters
  - In a stable raw material scenario, the Company anticipates healthy demand from key sectors of the economy including Infrastructure, Construction, Solar, Automobiles, Telecom, etc going forward
    - This should enable the Company to deliver over 20% CAGR sales volume growth over the next few years
- **Commissioned 2 new Direct Forming Technology (DFT) lines at the Murbad facility during the quarter – total 6 DFT lines commercialized till date**
  - DFT Lines now operationalized at Raipur, Hosur and Murbad facilities – taking the Company's total manufacturing capacity to ~1.75 million MTPA
  - DFT products witnessing a successful run across business segments, especially OEMs and Exports markets
  - The Company will be commissioning another 2 lines across existing facilities of Secunderabad and Hosur – translating to total installed capacity of 2 million MTPA

## About APL Apollo Tubes Limited

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**APL Apollo Tubes Limited (APL Apollo) [BSE: 533758, NSE: APLAPOLLO]** is one of India's leading branded steel products manufacturers. Headquartered at Delhi NCR, the Company operates six manufacturing facilities with a total capacity of 1.3 Million MTPA. It has a PAN-Indian presence with units strategically located in Sikandarabad (3 units), Bangalore, Hosur and Murbad. APL Apollo's multi-product offerings include over 400 varieties of MS Black pipes, Galvanized Tubes, Pre-Galvanized Tubes, Structural ERW Steel tubes and Hollow Sections.

With state-of-the-art-manufacturing facilities, APL Apollo serves as a 'one-stop shop' for a wide spectrum of steel products, catering to an array of industry applications such as urban infrastructures, housing, irrigation, solar plants, greenhouses and engineering. The Company's vast 3-tier distribution network of over 600 dealers is spread all across India, with warehouses cum- branch offices in over 20 cities.

*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.*