



**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**

**October 2023**



# 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

- APL Apollo Overview
- Core Competence
- Structural Steel Tubes Applications
- Business Strategy
- New Initiatives
- ESG Engagement
- Financial Performance
- Team APL Apollo







# APL APOLLO OVERVIEW



# APL Apollo at a Glance

**01** Leading Structural Steel Tube Brand

**14 Brands**, Four Product Categories

**55% Market Share**

**3.6 Million Ton**, Structural Steel Capacity



16  
Patents



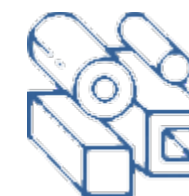
11  
plants



2,587  
Employees



800+  
Distributors



2,500+  
Products



# India's Leading **Building Material Brand**

- a COLUMN
- b ALPHA
- c D SECTION
- d OCTAGON
- e FIRE READY
- f NARROW SECTION
- g SMALL SECTION
- h CHAUKHAT
- i WONDOOR
- j HANDRAIL
- k PLANK
- l FENCE
- m BHEEM
- n SIGNATURE
- o COASTGUARD





# Our Brands

## Apollo Structural

Structural steel construction material:  
Residential, Commercial, Infrastructure

**Fabritech, Build, DFT, Column, FireReady, Agri  
Plank, Signature, Elegant, Chaukhat**

## Apollo Z

Galvanized structural steel construction  
material: Residential, Commercial,  
Infrastructure

Coated products

**CoastGuard**

## Apollo Galv

Galvanized steel tubes:  
Residential, Commercial, Agri, Industrial

**Green, Bheem, Z+**

79%

**Building Material**

18%

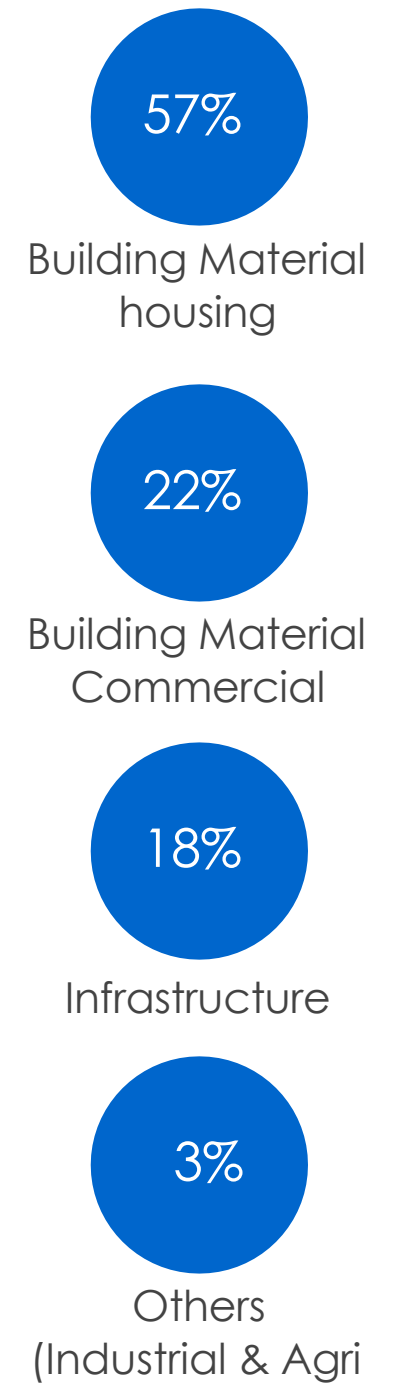
**Infrastructure**

3%

**Others**

# Product Application & Sales Mix\*

Product Category	Sales Volume Mix (%)	Applications
<b>Apollo Structural</b>	<b>70%</b>	
Residential Buildings & Independent Homes	45%	Structural, Piling, Sheds, Handrails, Gates, Fencing, Balcony Grills, Staircase, Light Structures
Infrastructure	19%	Structures for Metros, Airports, Stadiums, Stations etc
Commercial Buildings, Warehouses & Factories	16%	Heavy Equipment for construction
<b>Apollo Z</b>	<b>25%</b>	
Residential Buildings & Independent Homes, Commercial Buildings, Warehouses & Factories	21%	Galvanized structural steel tubes for coastal Markets
Commercial Buildings, Warehouses & Factories	4%	
<b>Apollo Galv</b>	<b>5%</b>	
Commercial Buildings	4%	Galvanized Structural, Greenhouse Structures, Plumbing, Firefighting
Industrial & agriculture	1%	
<b>Total</b>	<b>100%</b>	



\*As per Q2FY24 Sales Volume



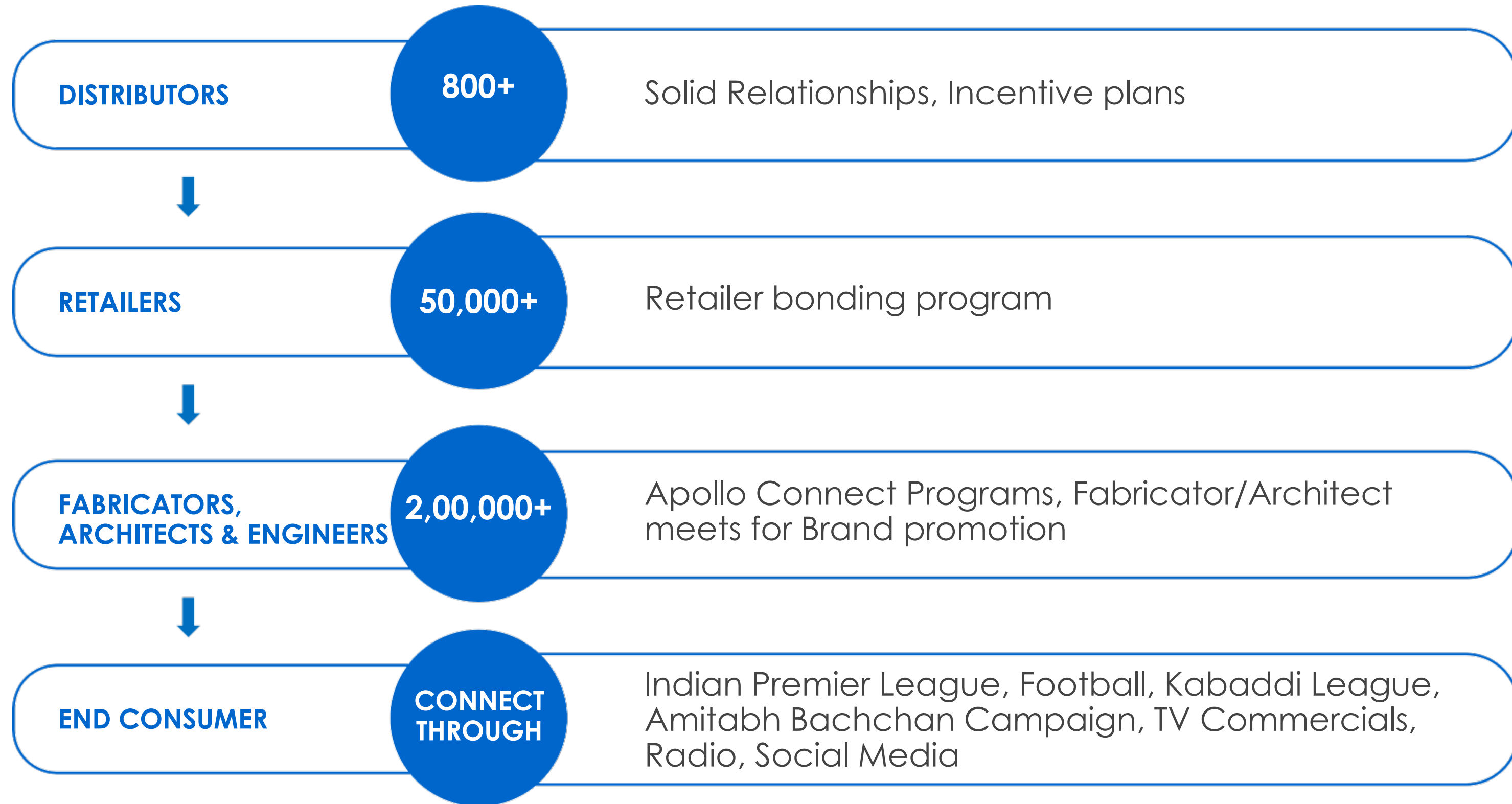
# Brand Equity

APL APOLLO TUBES





# B2C Channel





# CORE COMPETENCE





# Porter's Five Forces

## Threat of Entry

- Scale of 3.6 Mn ton capacity; wide gap between No. 2 Player
- Vast distribution network (access to 800+ distributors, 50,000 retailers, 200k fabricators)
- Technology advantage (DFT, ILG)
- Lowest cost producer
- (highest profitability in the sector)
- Product range (2,500+ SKUs)
- Lead time to distributors (48hrs delivery)
- Financial strength (doubling capacity every 3rd year without debt)
- Unmatched brand strength

## Bargaining power of suppliers

- Company buys 2% of Indian steel production and 10% of Indian HR coil production
- Amongst Top 3 customers for large steel producers
- Company's steel buying price is minimum in structural steel tubing industry

## Industry Rivalry

- APL Apollo 55% market share
- Player 2 - 10% market share (ancillary business for steel producer)
- Player 3 - 10% market share (focus on water transportation and Oil & Gas tubes)
- Player 4 - 7% market share (strong player but small in Parent's overall scheme of things)
- Player 5 - 7% market share (focused in East market; regional player)
- Player 6 - 6% market share (high debt)
- Player 7 - 3% market share (high debt)
- Player 8 - 2% market share (poor profitability)
- Others – 1%

## Bargaining power of distributors

- 55% market share in structural steel tubing industry
- Monopoly products (new innovative products)
- APL Apollo distributors can churn capital upto 8x in a year which helps them generate high ROCE

## Threat of substitute

- No product can replace structural strength of steel



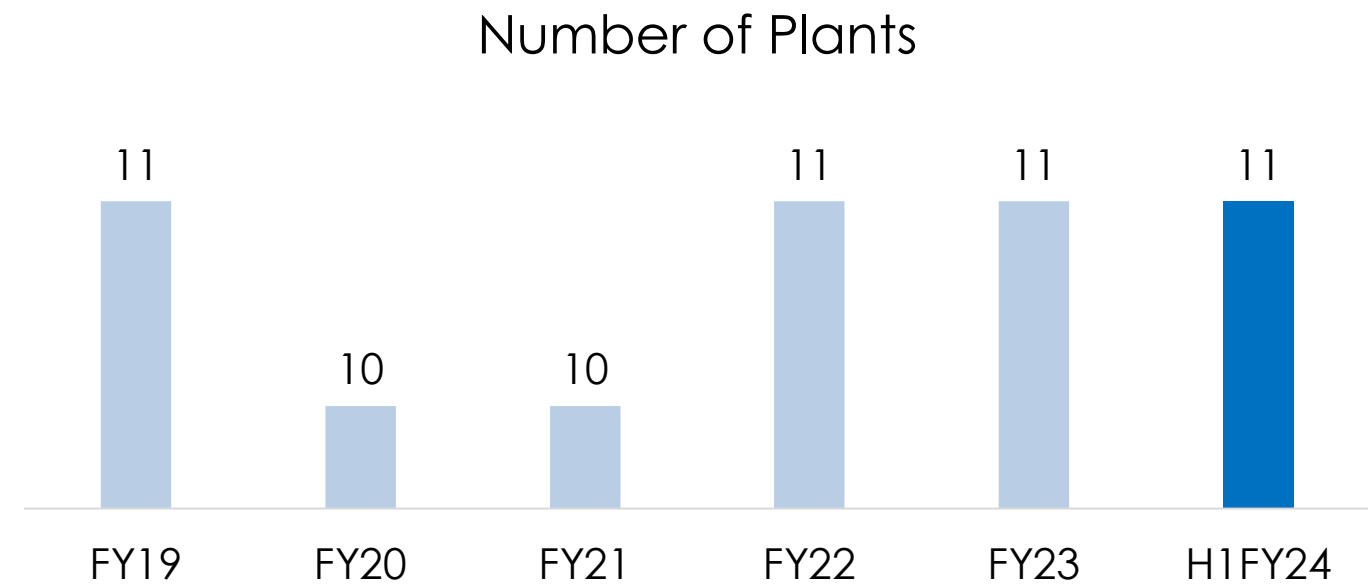
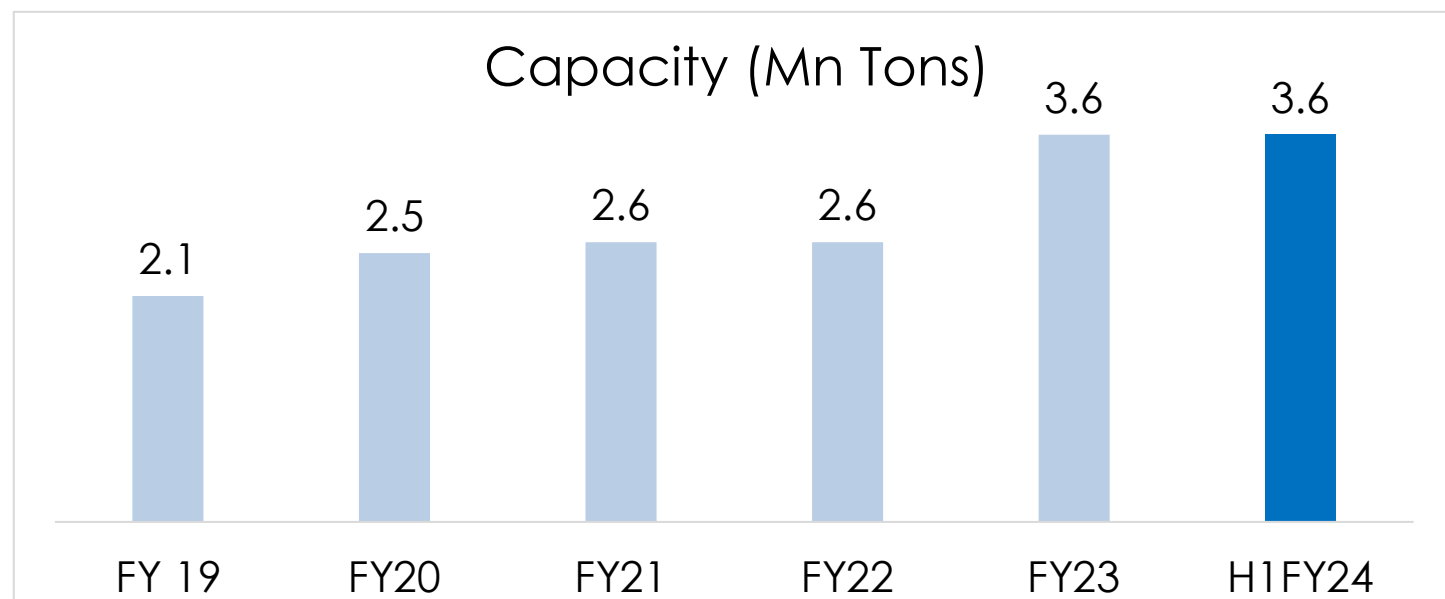
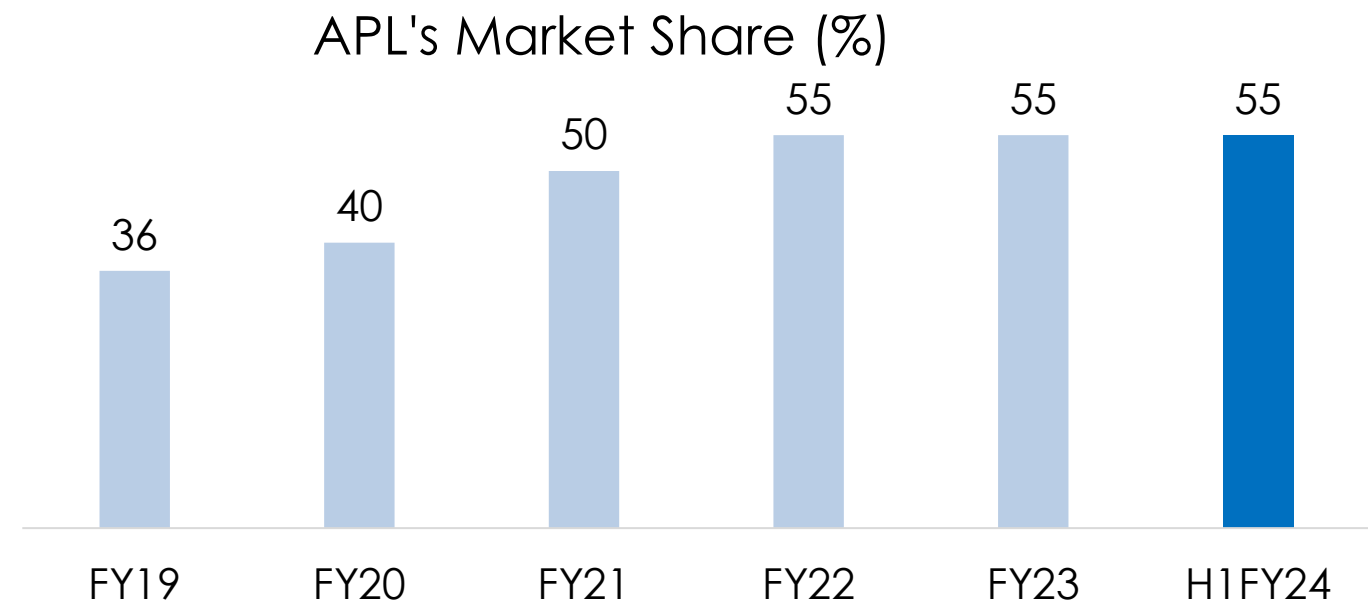
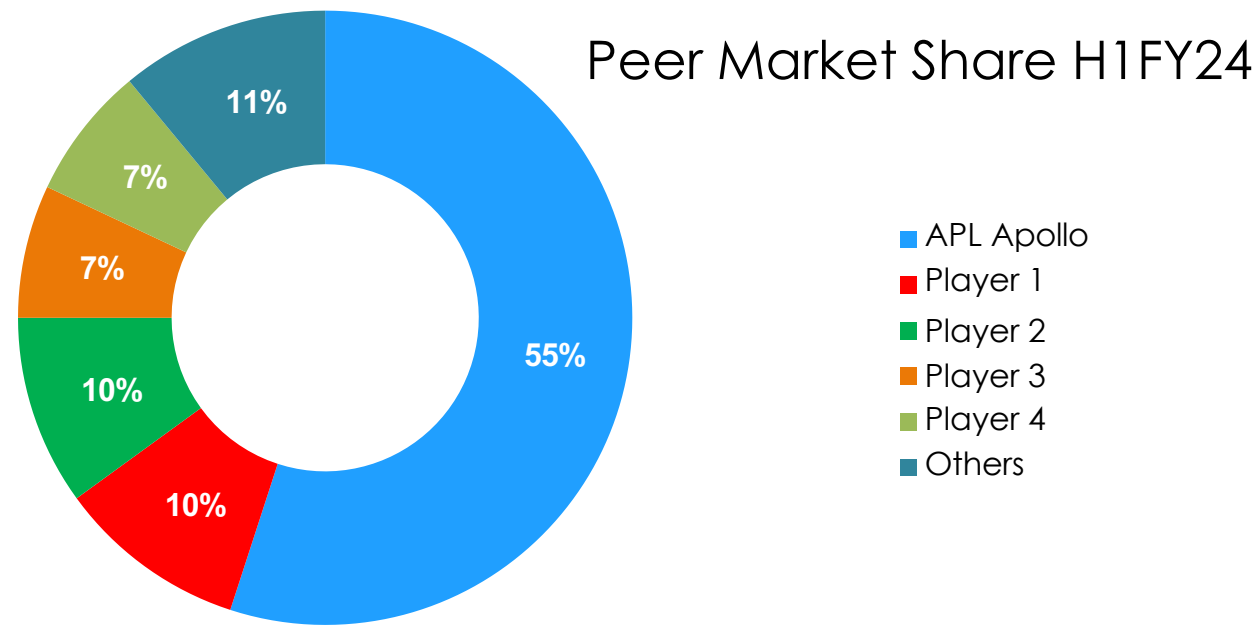
# Our Business MOAT...

APL APOLLO TUBES





# Dominant Leadership





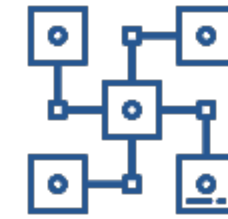
# Unique Capabilities



Developed structural steel market in India



Technology



Distribution network



Innovative products

**First Mover advantage**

No.1 Leader; Focused on steel strength and building material applications

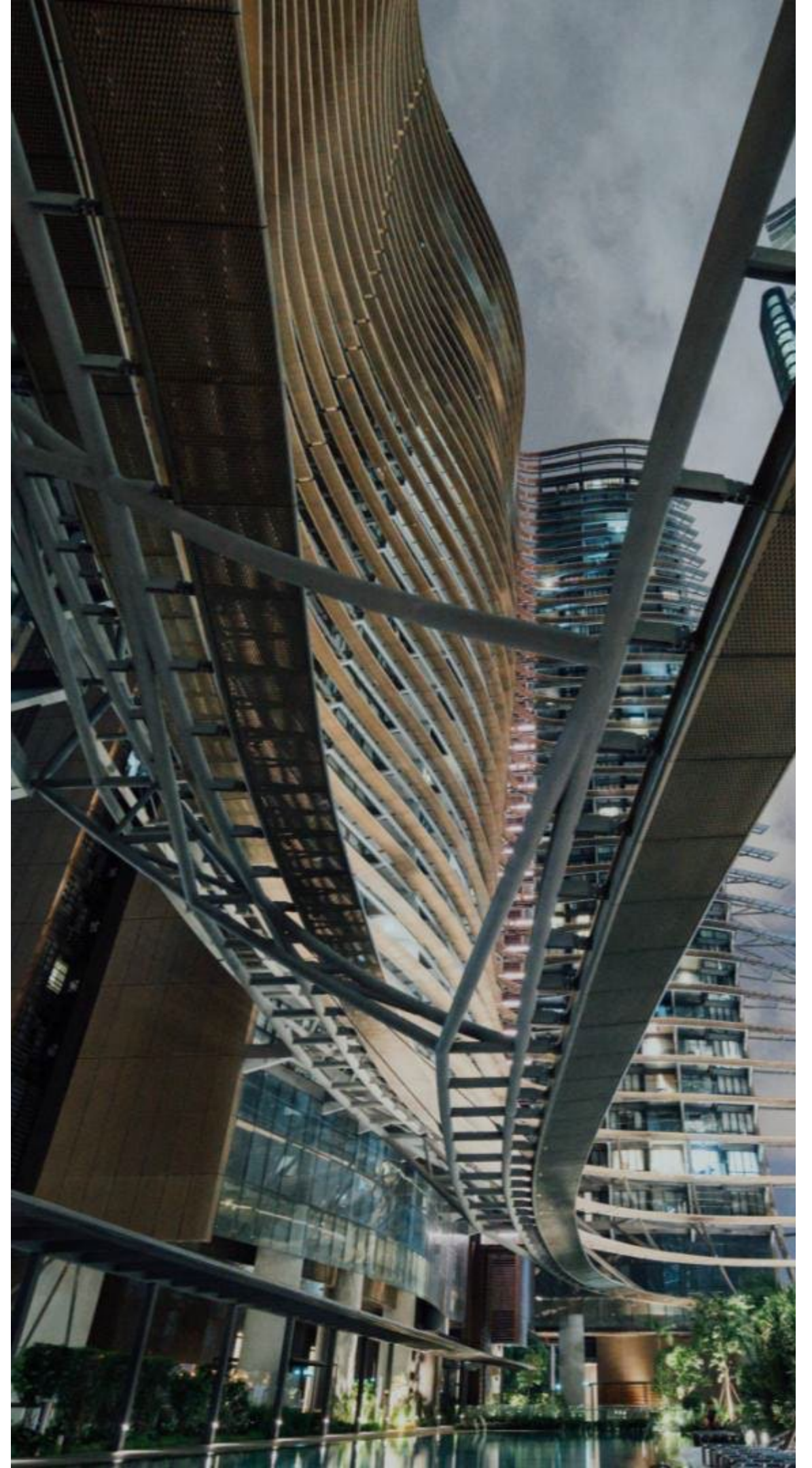
**Direct Forming Technology for big structural products**  
In-line Galvanizing to replace traditional products

**B2C channel for last mile penetration**

**Ground breaking solutions**  
Roofing solutions for coastal market, door frame



# STRUCTURAL STEEL TUBES APPLICATIONS





# Structural Steel Applications



APL APOLLO TUBES



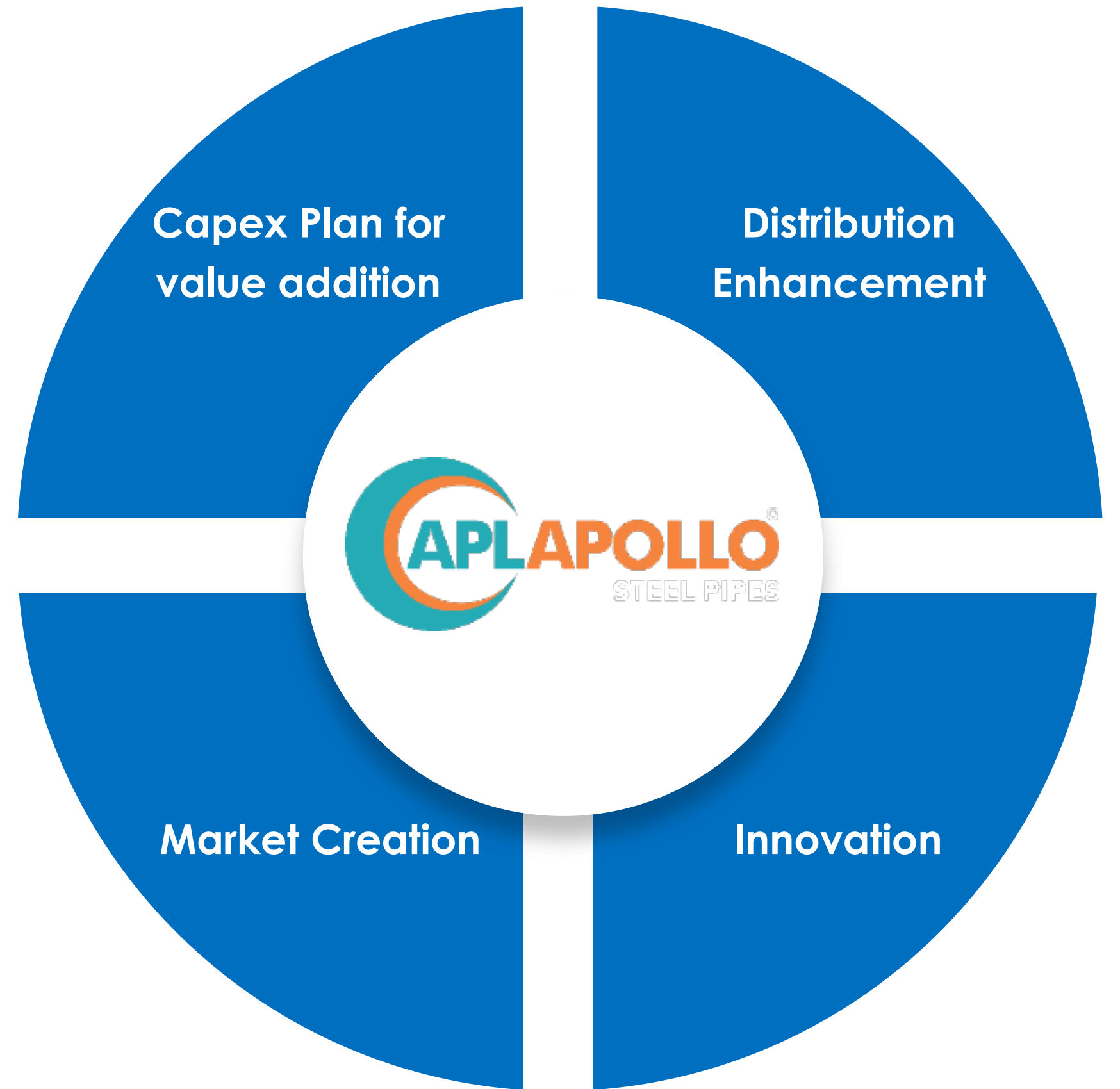
# Structural Steel Applications

APL APOLLO TUBES



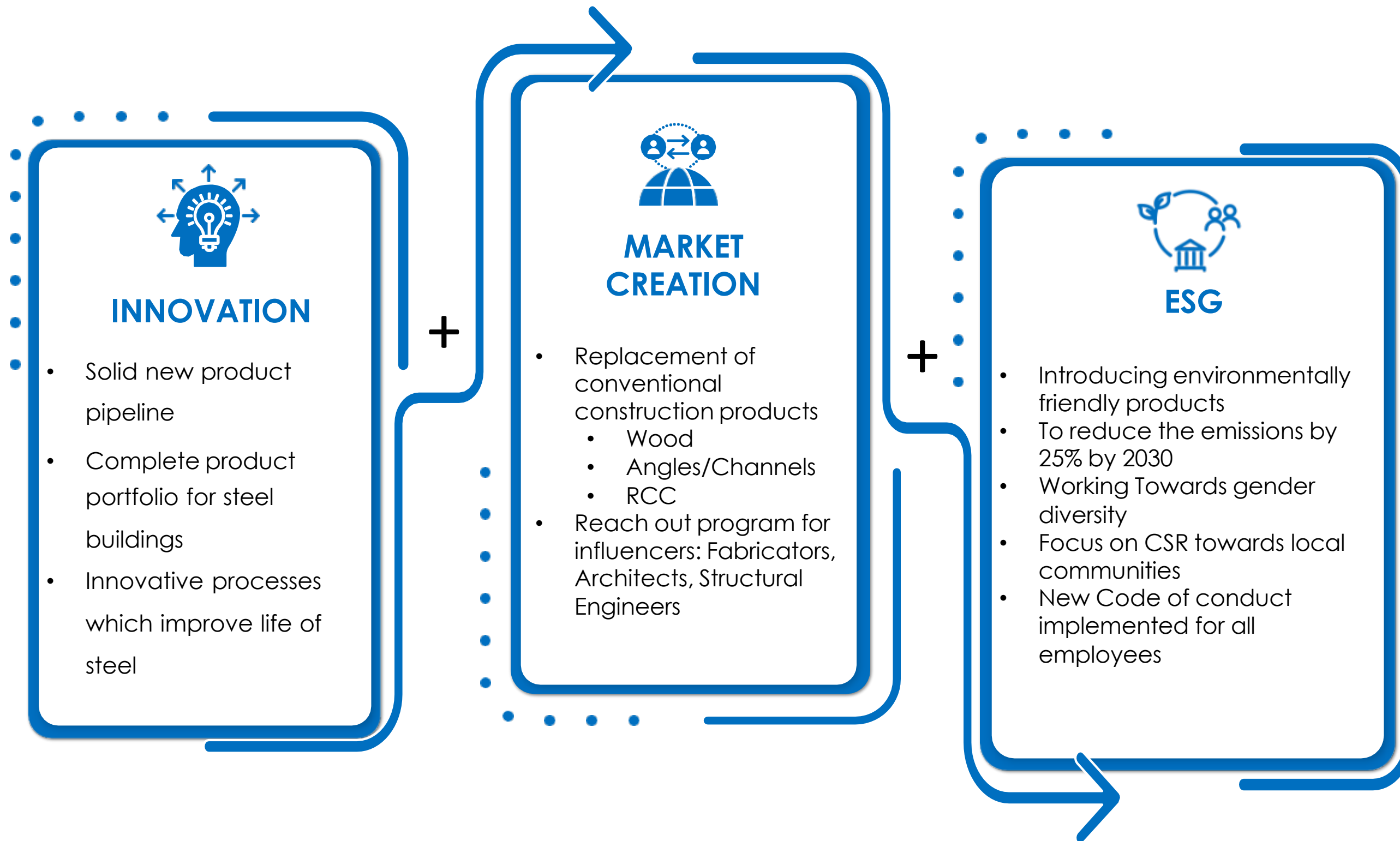


# BUSINESS STRATEGY





# 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

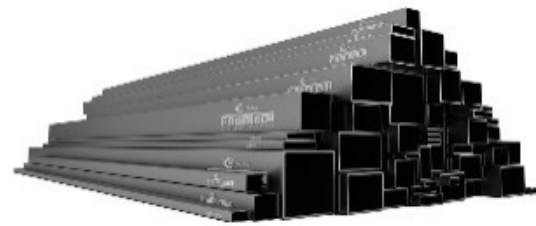




# What we have done so far as the first company

## 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



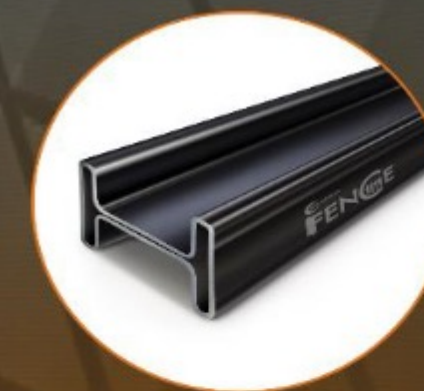
Oval Tube



Plank Tube



Octagon



Fencing Tube

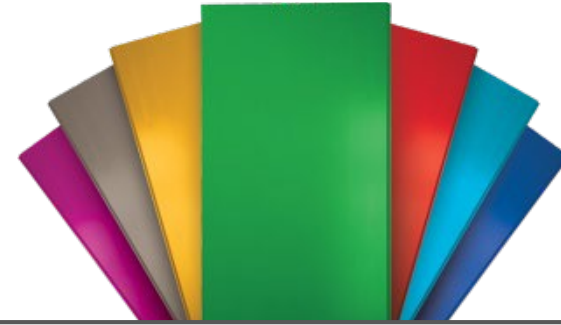


Checked Sheets



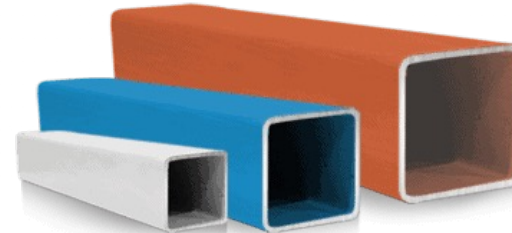
# New Product Pipeline from Raipur plant

**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**

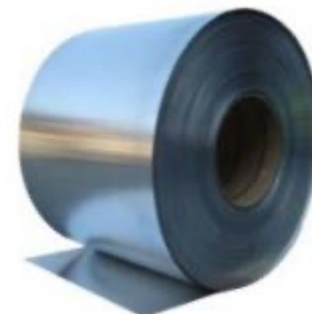


Replacing RCC structures/columns in heavy construction

**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

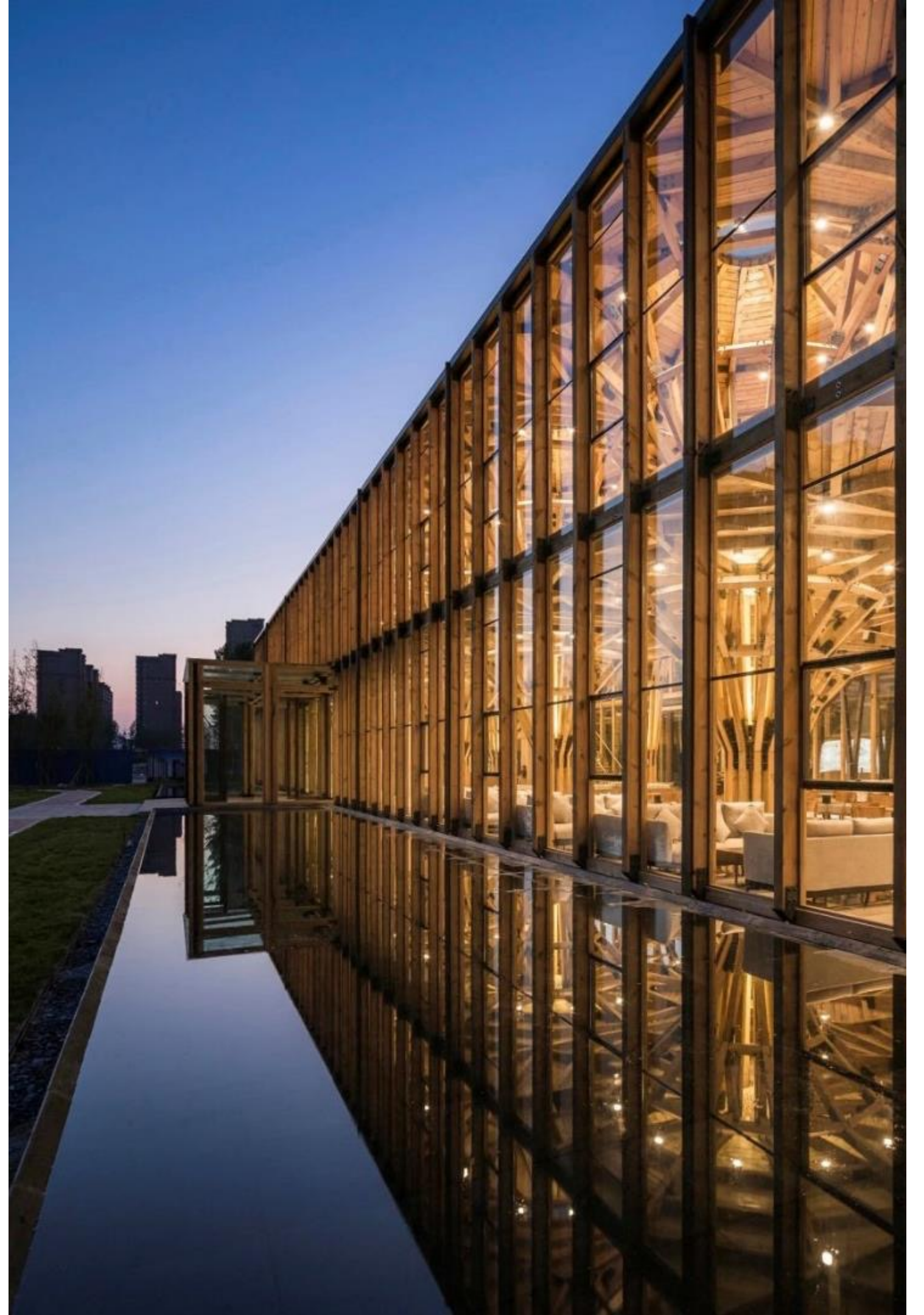
**India's 1st AluZinc tubes**



Superior rust proof properties and better life



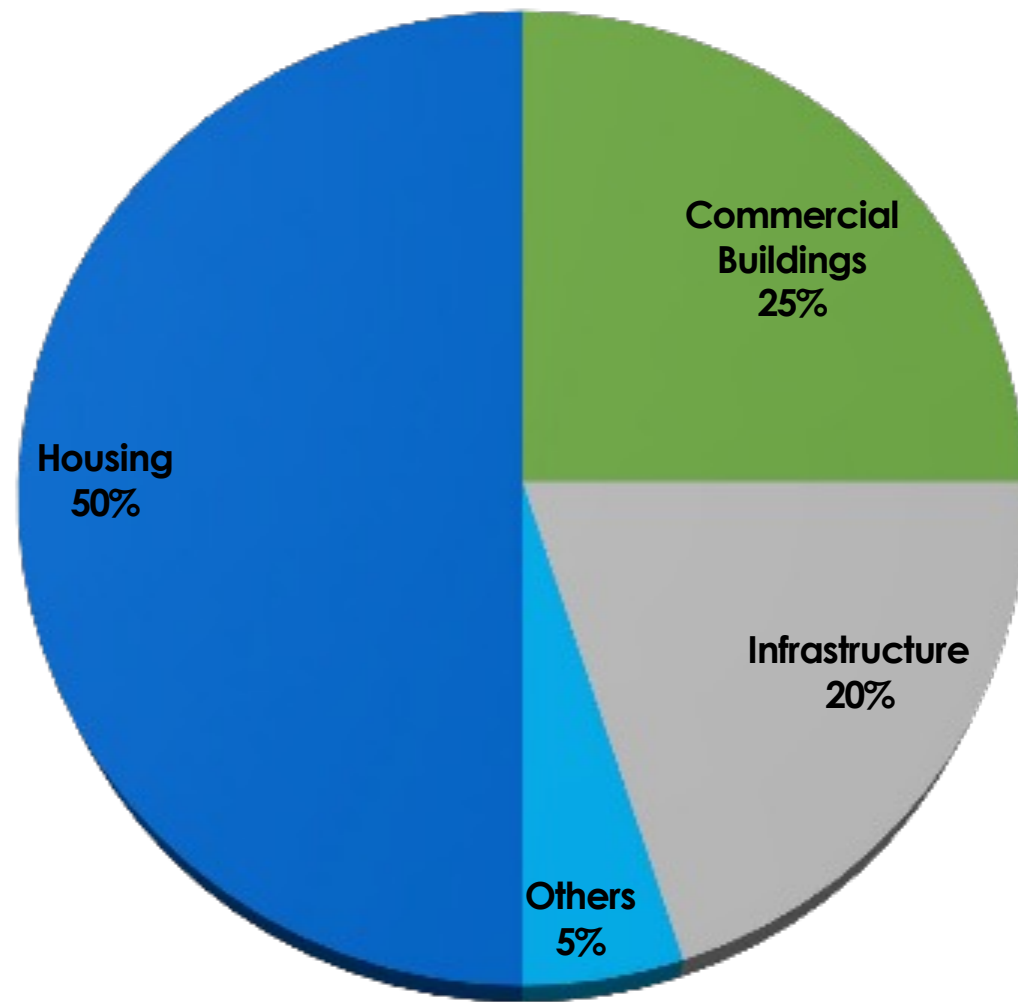
# MARKET CREATION





# Structural Steel Tube Applications

Application Mix



APL APOLLO TUBES



\*As per H1FY24 revenue



# 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



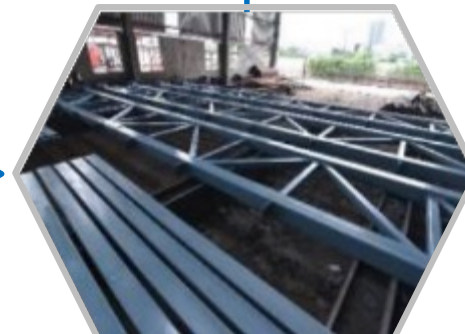
## CTL Line

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



## Painting

Connected structures are painted



## Site Erection

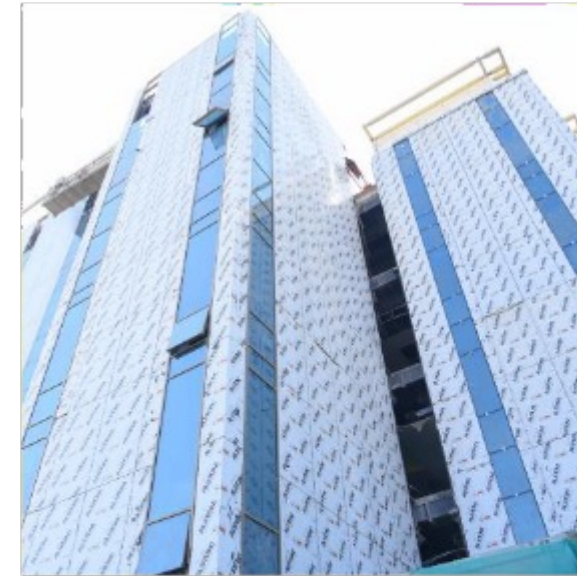
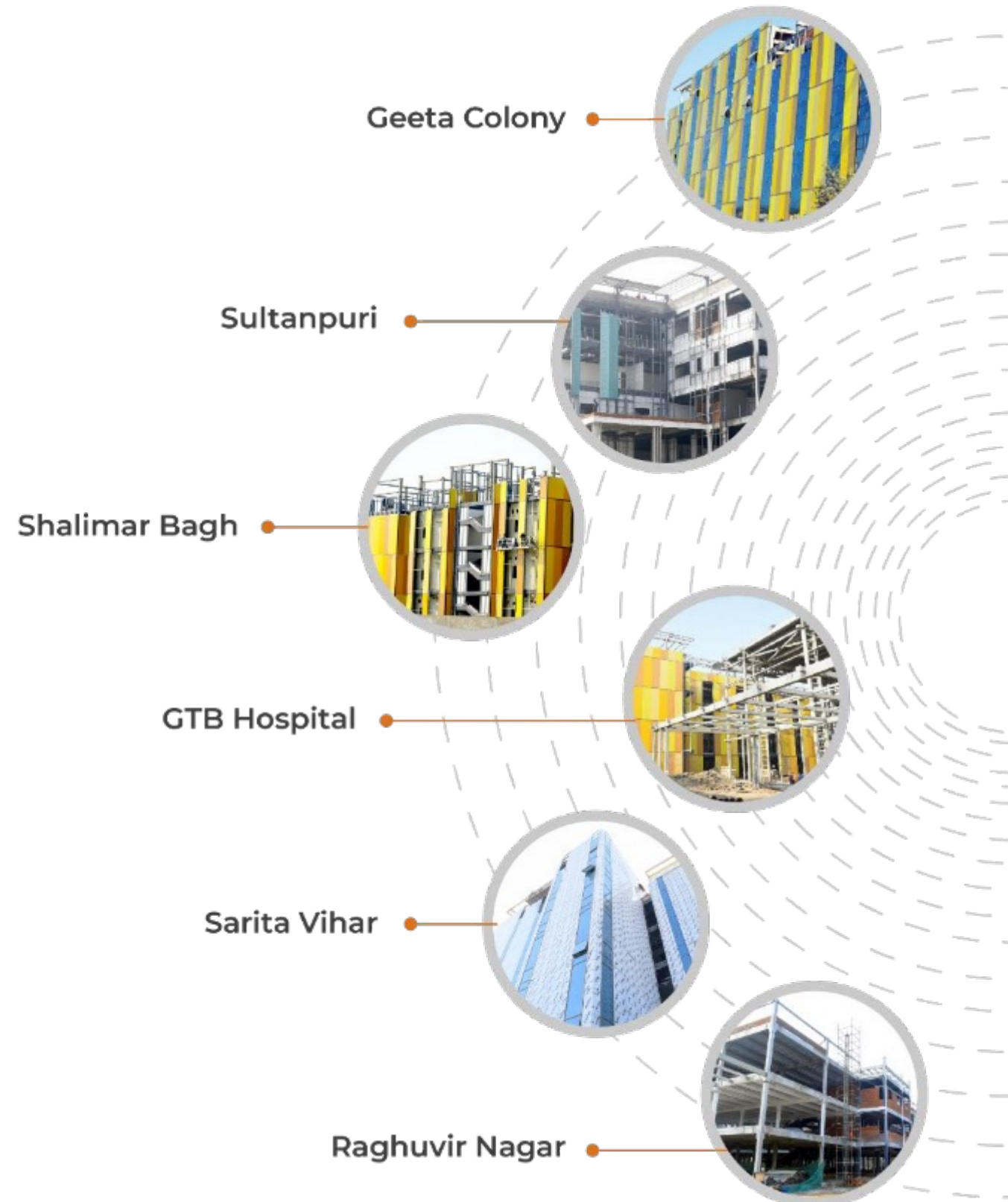
Zero on-site fabrication/Welding; Erection using bolting connections





# 6 DELHI HOSPITALS: PROOF OF CONCEPT

- Total 2mn Sq. ft built-up
- 18k ton Steel Tubes used
- Structural work completed in average 90days





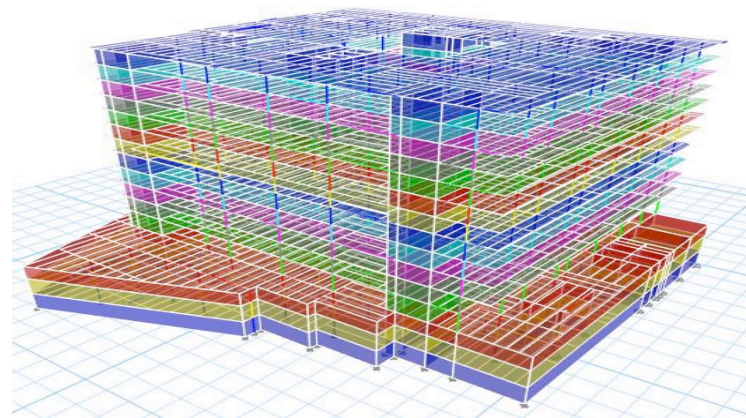
# More live sites



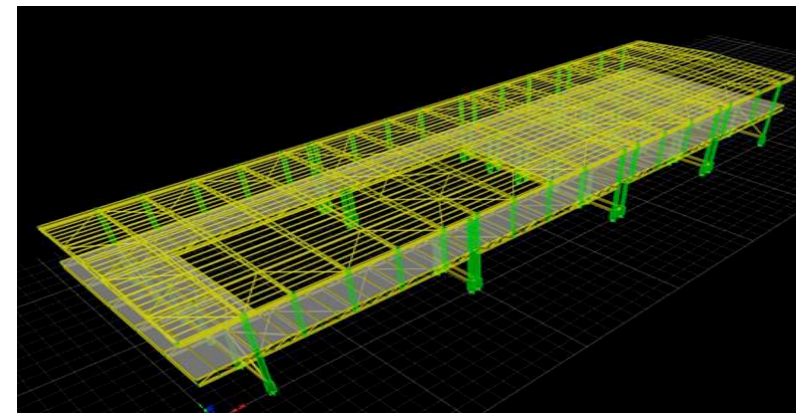
MES – Delhi Cantonment



University Campus- Telangana



Hospital- Mumbai



Railway Station – Andhra Pradesh



Water Tank, Uttar Pradesh



University, Delhi NCR



Housing-Delhi





# 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**





# Vision 2025

1

Dominant position with 60%+ market share

Company aims to continue its dominant position in Indian Market

✓ Capacity: 5 Mn Tons with Capacity Utilization of 80%+

2

Product innovation

Create formidable position in newer product category (Super Heavy and Coated)

✓ Revenue 2X

3

Strengthen presence in Global Markets

Aim to enhance global presence and have 10% share of the overall sales

✓ EBITDA 2.5X

4

Customer Centricity

With Investment in B2C app, use of Bollywood and Sports for brand pull, we have strong focus on customer centricity

✓ 70%+ revenue from Value Added Products

5

Recognized Player on ESG Front

Significant focus on ESG

✓ 10%+ of sales from Exports



# Growth Drivers

## A Capacity expansion

### Raipur project

- Capacity: 1.2 MTPA (infrastructure of 1.5 MTPA)
- Capex: Rs13bn (90% already incurred)
- Potential financials:
  - Revenue: Rs70bn+
  - EBITDA: Rs6bn+

## B New products

### Products

Project specifically focused at High- value added products 3 key product categories:

### High Diameter High Thickness Tubes

- 500m x 500m and 1000m x 1000m
- Capacity: 0.42 MTPA
- Suitable for high rise, high load bearing structures
- Reduces project cost by ~20% for the developer



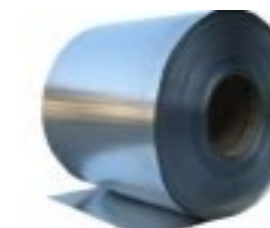
### Coated Tubes

- Colored and galvanized
- Capacity: 0.36 MTPA
- Suitable for Warehousing, infrastructure & industrial segments



### Coated Products

- Narrow cold rolled and flat products
- Capacity: 0.42 MTPA
- New age products to replace existing products of wood, PVC etc.



## C Focus on high margin products

## D Geographic expansion

### East India

Capacity: 0.18 MTPA  
Project to help deeper penetration in the Eastern India market  
Land acquisition in process  
COD: FY 25

### Dubai

Capacity: 0.3 MTPA  
First plant outside India for catering to Middle East and European markets  
COD: FY 25



# NEW INITIATIVES

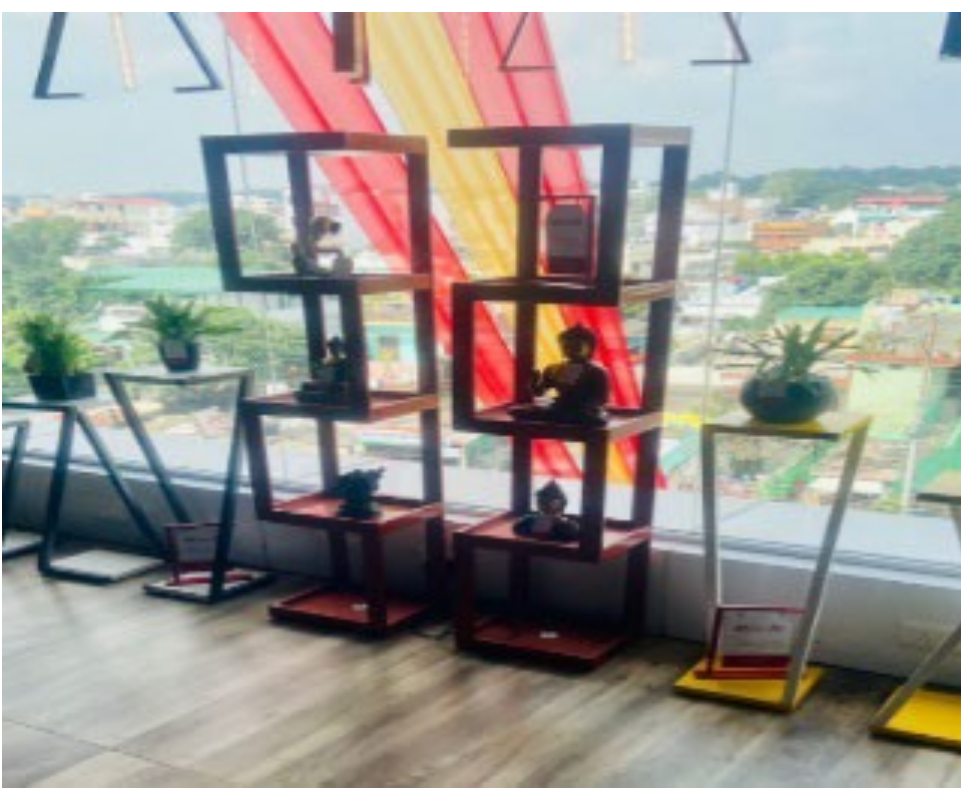
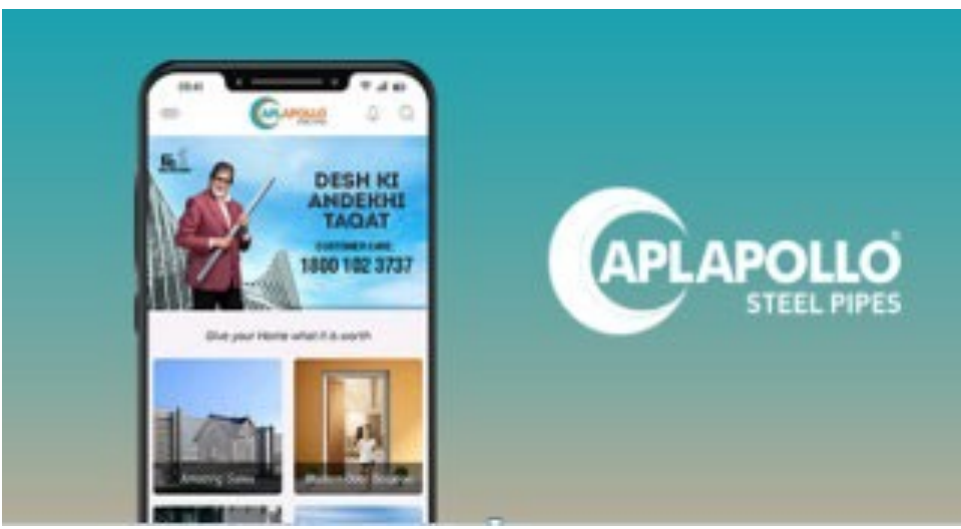
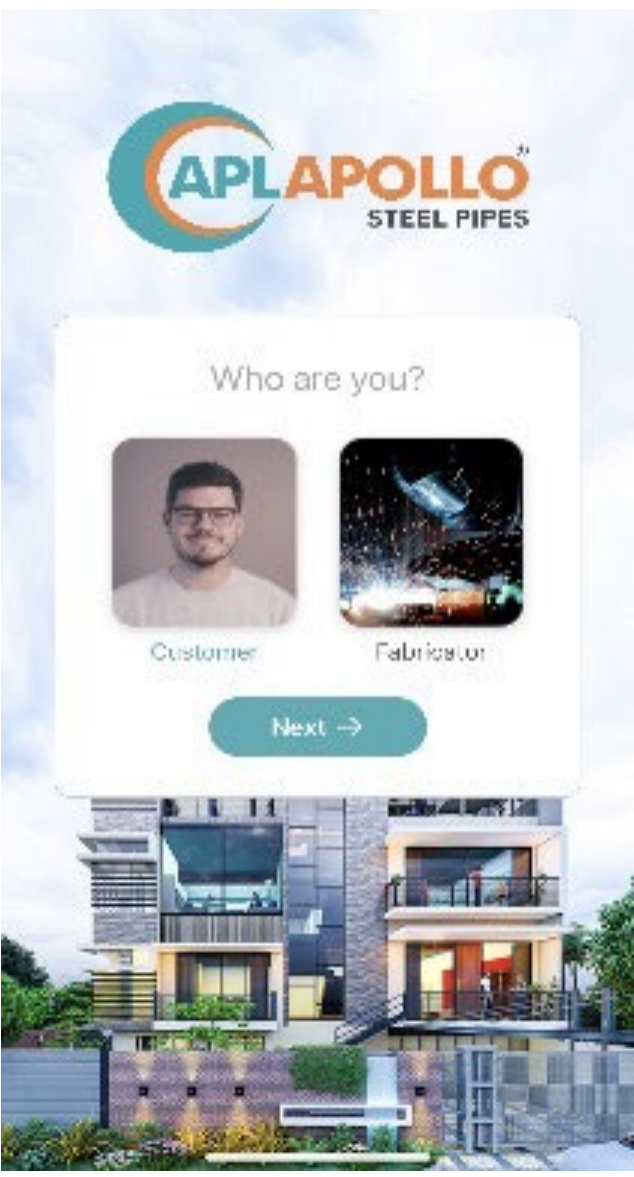




# B2C Tech App



## APL APOLLO MOBILE - APPLICATION LAUNCHED



40,000+ Fabricators enrolled

340,000+ Total Downloads

400+ Designs

16 Patents registered

APL APOLLO TUBES





# APL Apollo's ESG Transformation Journey



# DJSI Scoring



The infographic features a background image of a modern building with a green facade. At the top left, it says 'MEMBER OF Dow Jones Sustainability Indices In Collaboration with RobecoSAM'. At the top right is the 'APL APOLLO STEEL PIPES' logo. The main text reads 'DJSI FY2022 SCORE' followed by 'APL APOLLO TUBES STANDS AT 80<sup>TH</sup> PERCENTILE'. Below this, it states '(IN THE PEER INDUSTRY COMPRISING OF GLOBAL COMPANIES) SCORE REACHED A HIGH OF 29 POINTS, ABOVE THE INDUSTRY AVERAGE OF 22'. At the bottom, under 'IMPROVEMENT ACROSS AREAS', are three icons: 'Social Dimension' (three people), 'Governance & Economic Dimension' (hands holding a globe), and 'Environmental Dimension' (a leaf).

MEMBER OF  
**Dow Jones**  
Sustainability Indices  
In Collaboration with RobecoSAM

**APL APOLLO**  
STEEL PIPES

**DJSI FY2022 SCORE**

APL APOLLO TUBES  
**STANDS AT 80<sup>TH</sup>**  
PERCENTILE

(IN THE PEER INDUSTRY COMPRISING OF GLOBAL COMPANIES)  
**SCORE REACHED A HIGH OF 29 POINTS, ABOVE THE INDUSTRY AVERAGE OF 22**

**IMPROVEMENT ACROSS AREAS**

- Social Dimension
- Governance & Economic Dimension
- Environmental Dimension

**APL APOLLO SCORED  
80<sup>TH</sup> PERCENTILE IN  
FY23**

**We expect better score  
this 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**



# ESG Developments



Environment

Assessed **Scope 3 emissions** (in addition to Scope 1 & Scope 2)



Social

1) **Safety Manual** formulated for all the production facilities and offices  
2) **New Human Rights policy** incorporated



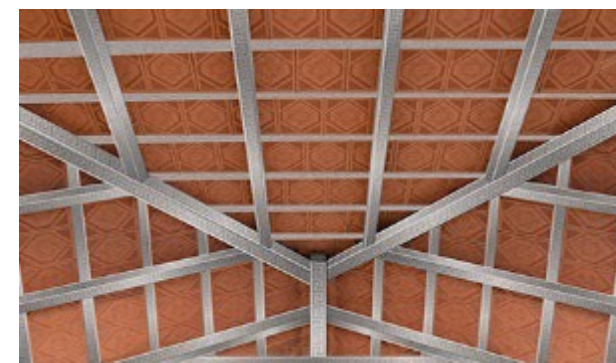
Governance

**Code of Conduct:** New Code of conduct is formulated for all employees



# Front runner for Steel for Green

- APL Apollo is the **1<sup>st</sup>** Company to innovate readymade Chaukhat, 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 **1<sup>st</sup>** Company to innovate **narrow and thicker color coated** galvanized sheets which will save more trees



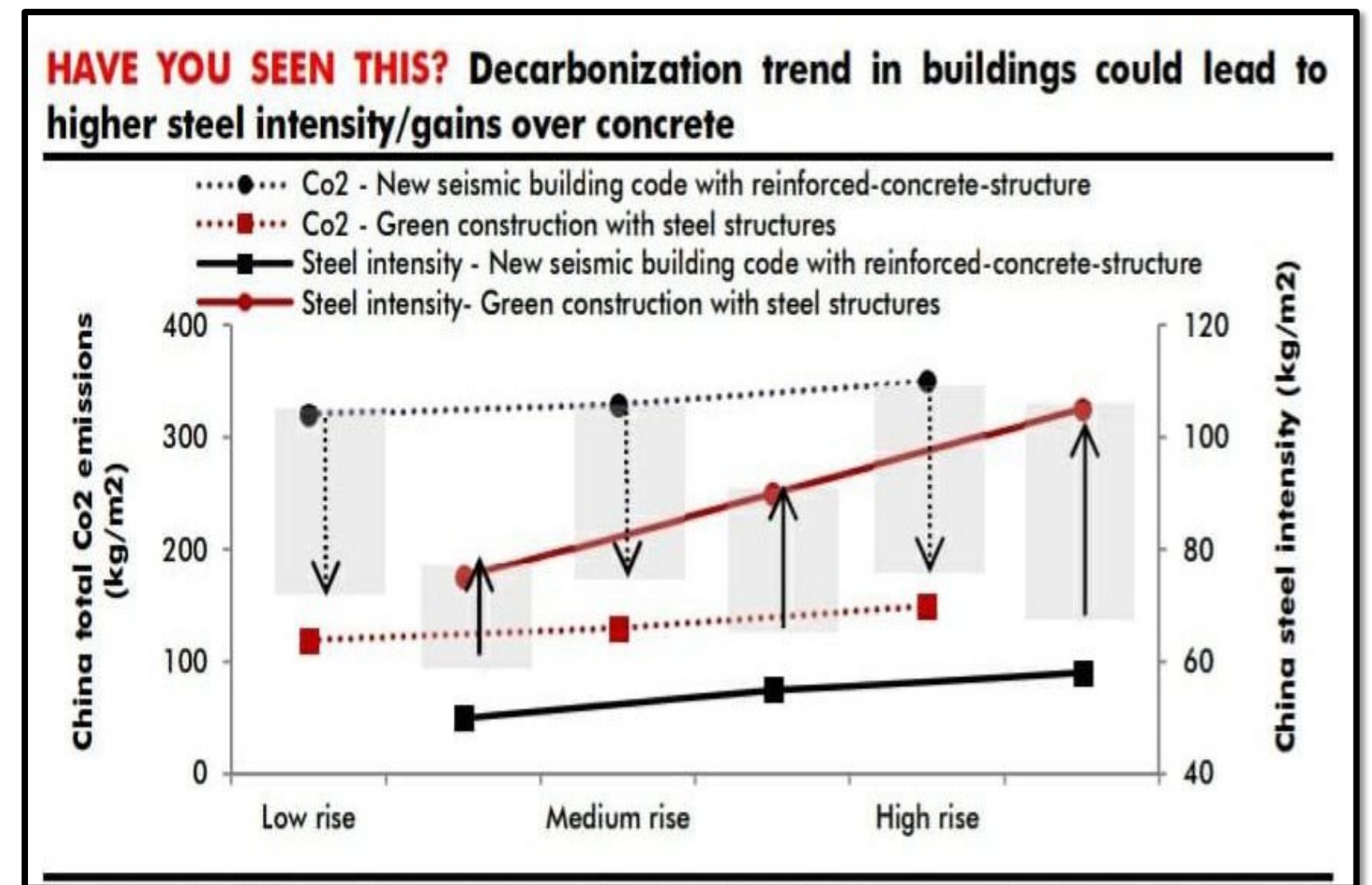


# Steel Buildings = Decarbonization

- 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

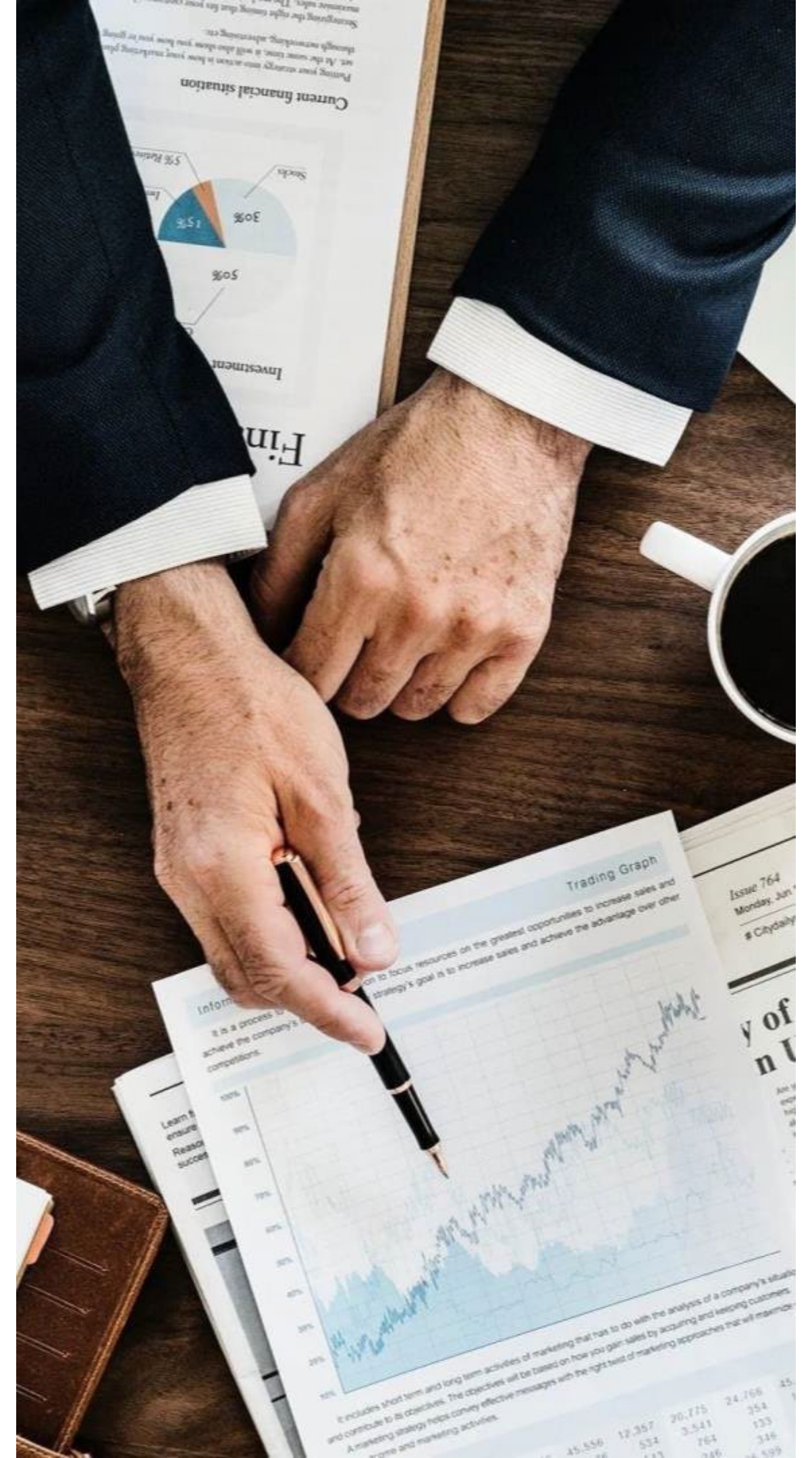
**Research indicates replacing reinforced concrete with steel structures can reduce emission by 60%**

## Steel Structure - RCC Structure





# FINANCIAL PRIORITIES & PERFORMANCE

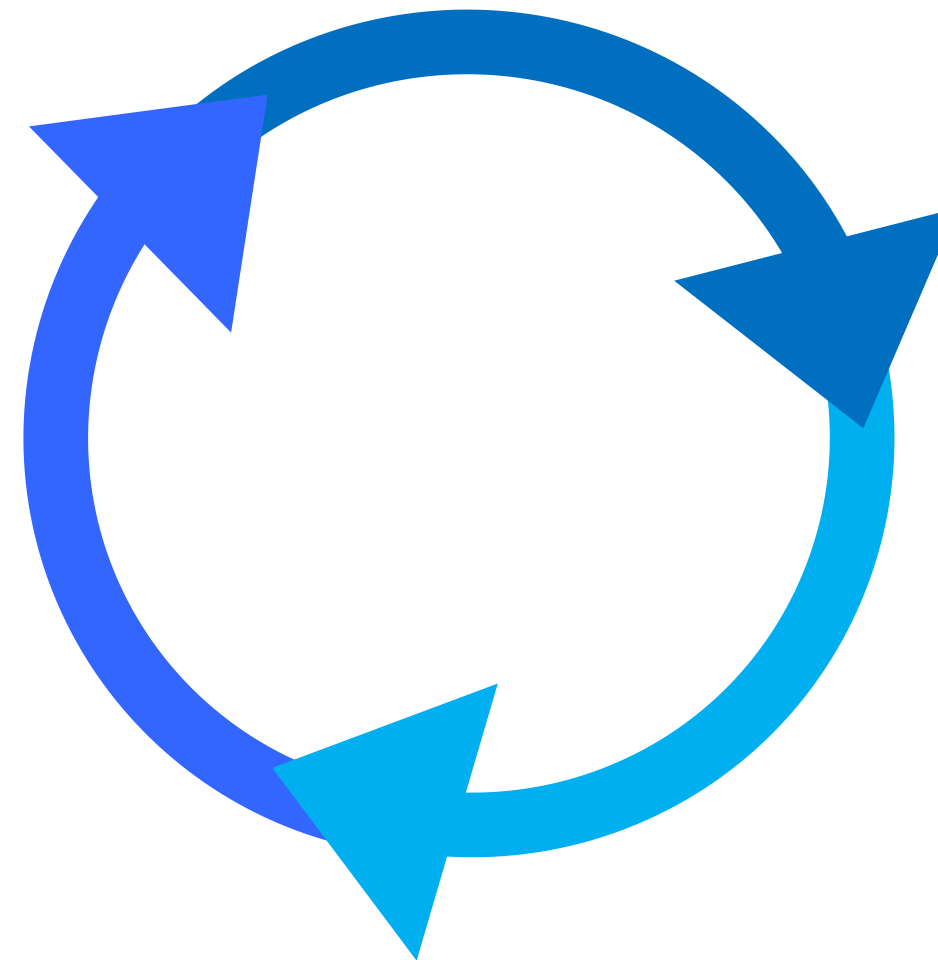




# Financial Priorities Under Strong Governance

## Growth

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



## Earnings

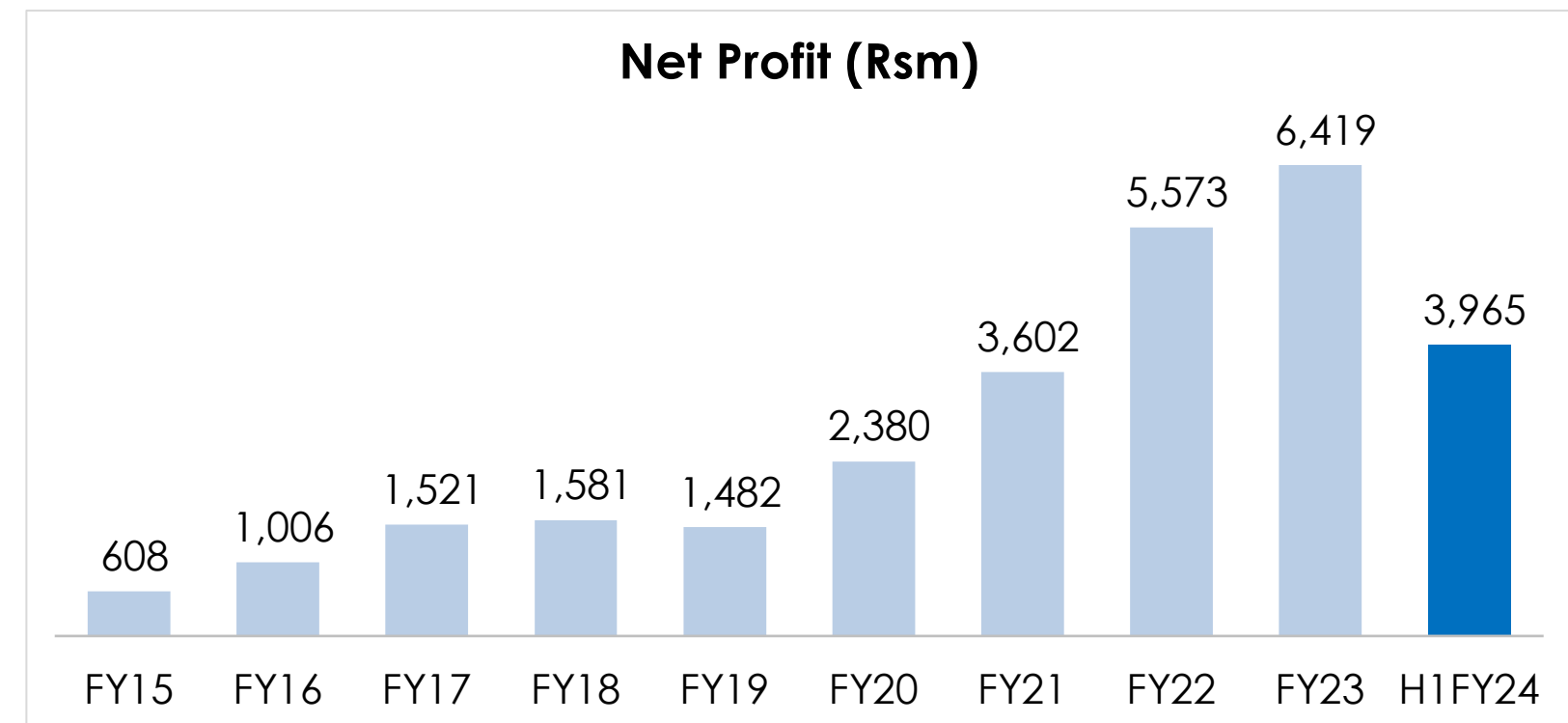
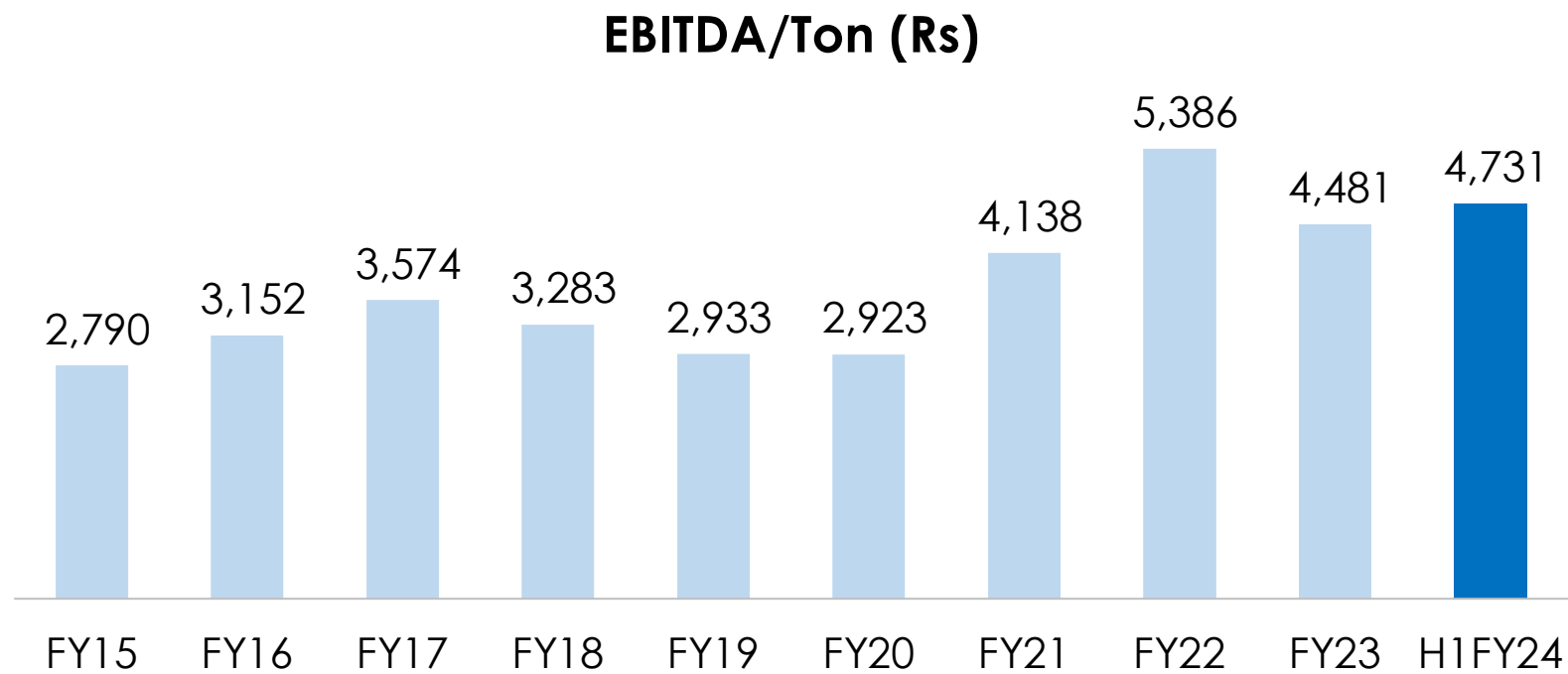
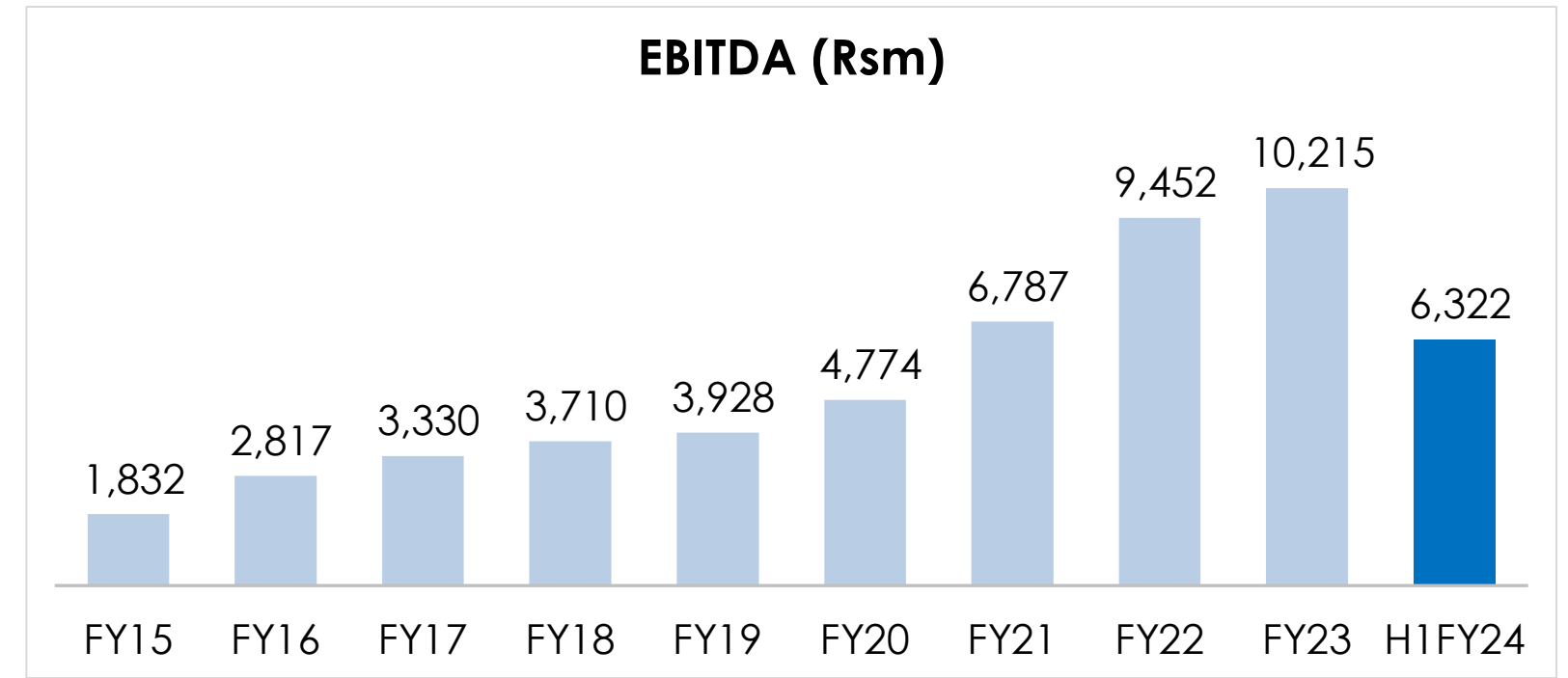
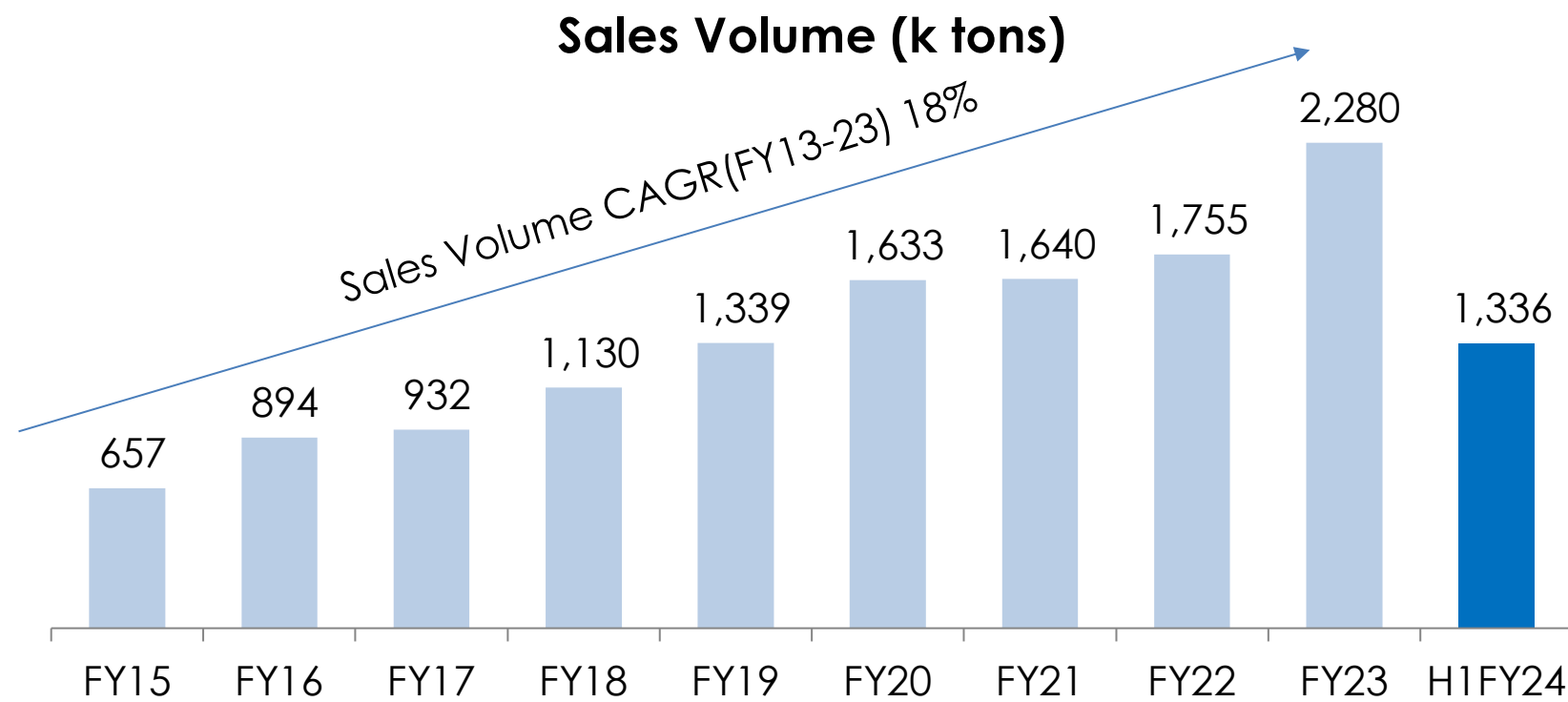
- Drive sustainable EPS growth
- Attain earnings objectives across economic cycles

## Capital Allocation

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



# Growing Strength to Strength



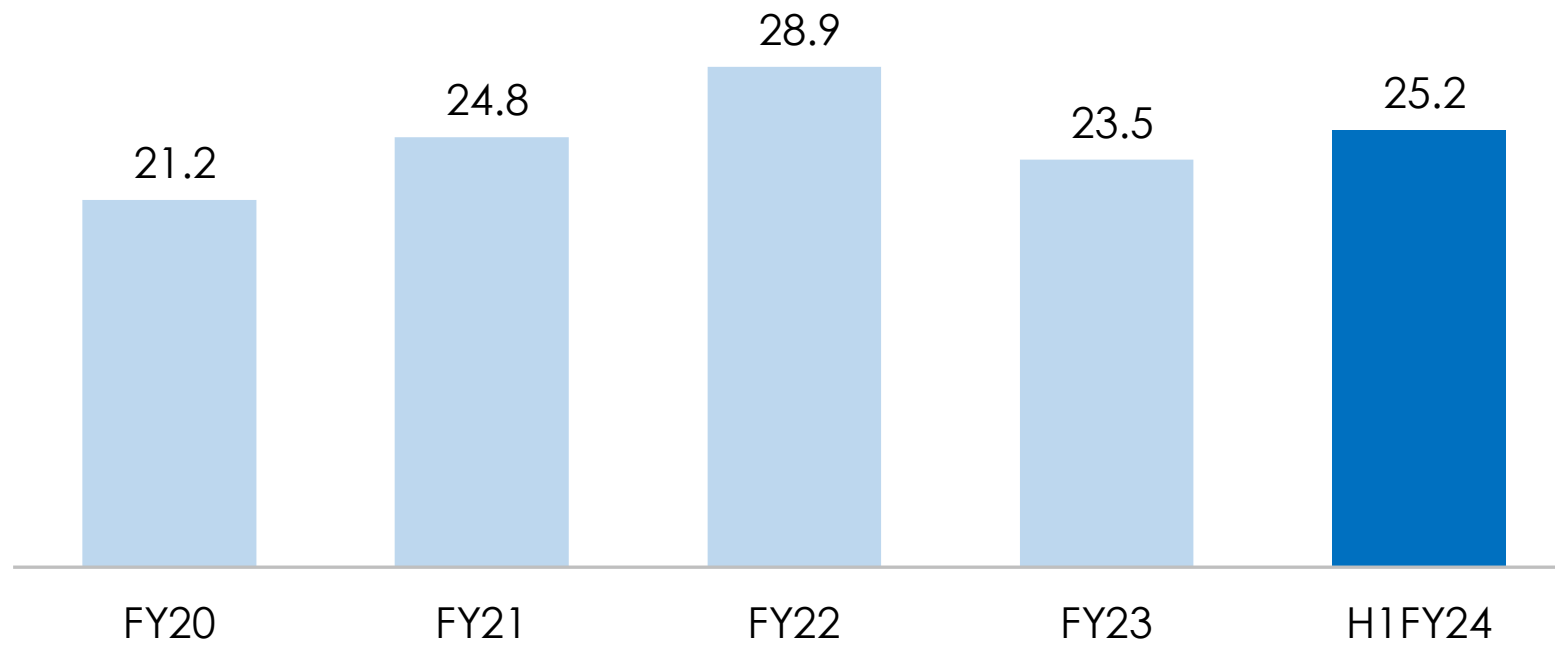
Note 1: This data is based on the Consolidated Financial data of the Company;  
 Note 2: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest



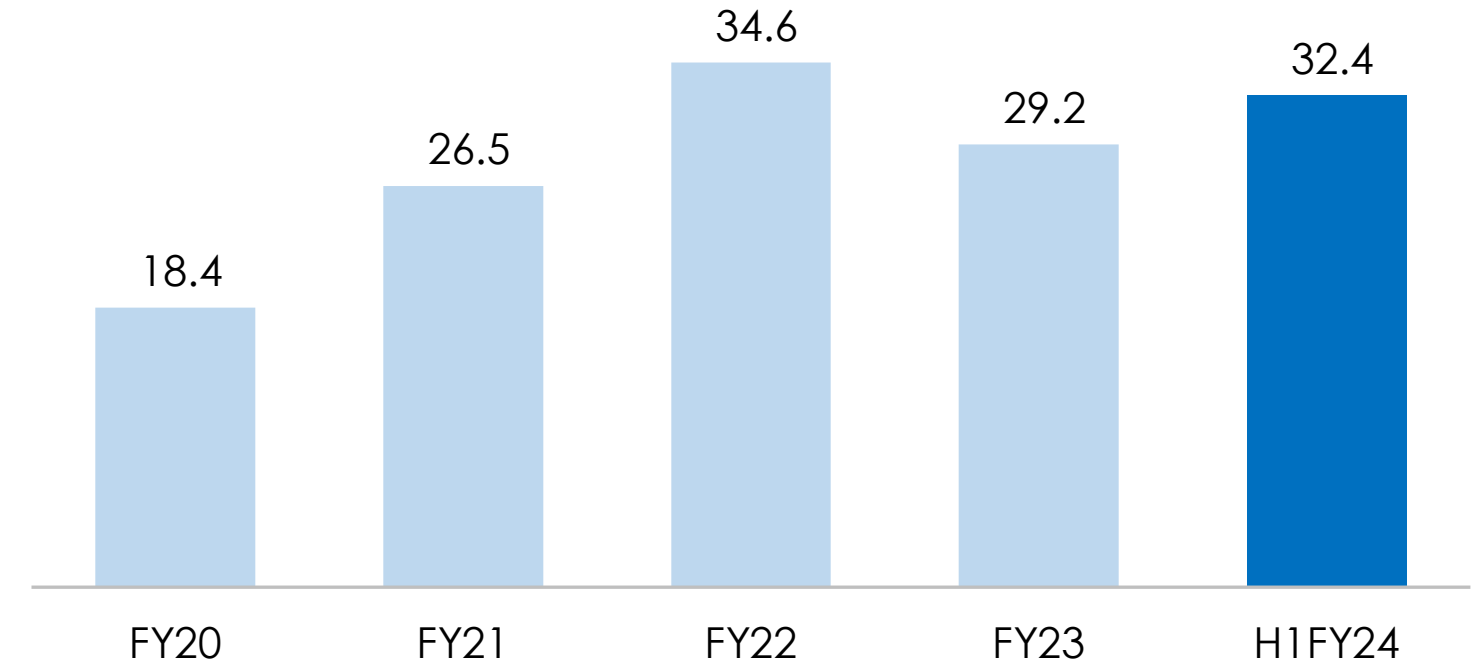
# Growing Strength to Strength

APL APOLLO TUBES

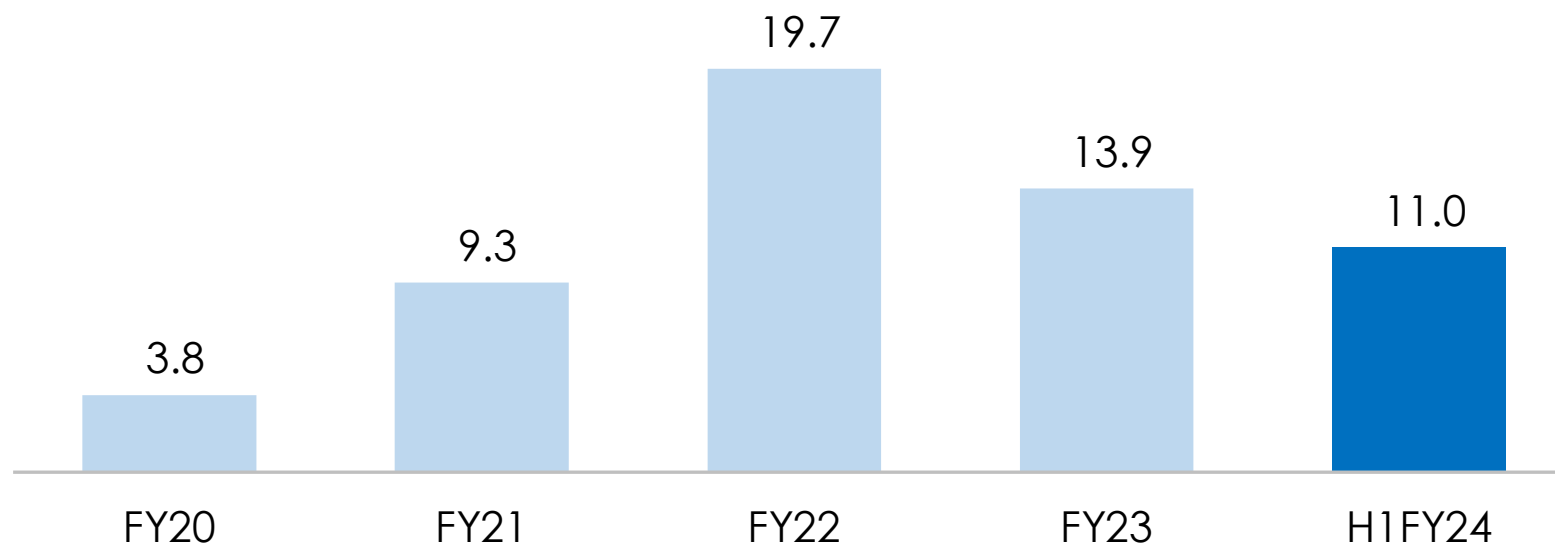
ROE (%)



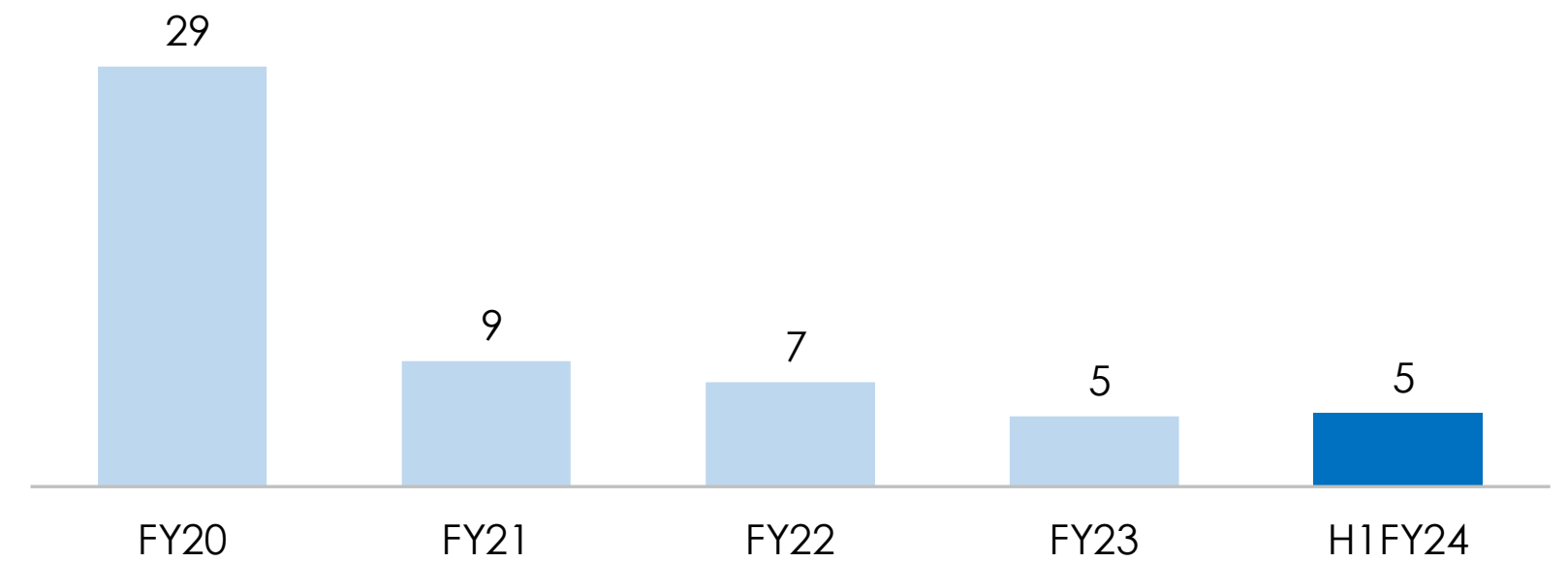
ROCE (%)



Interest Coverage Ratio (x)



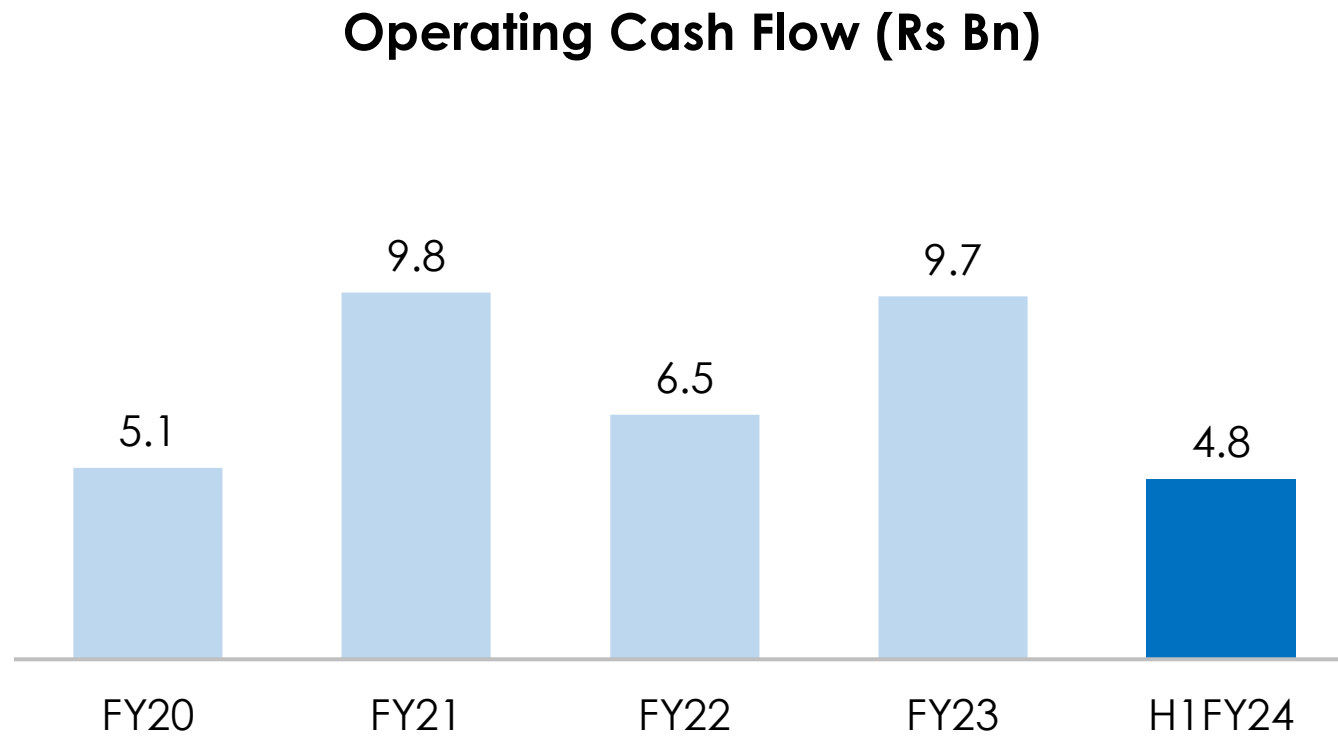
Net Working Capital Days



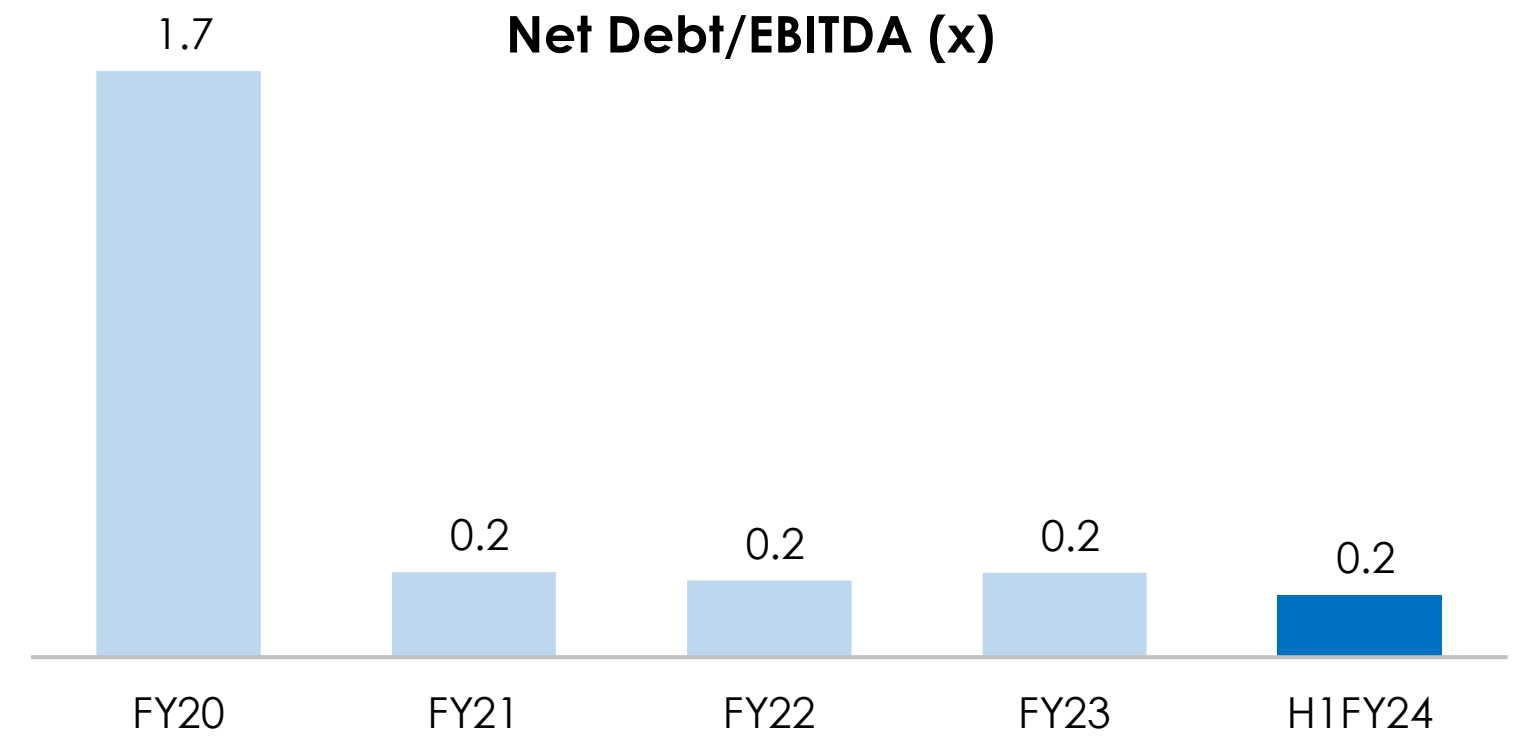
Note 1: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash  
Note 2: ROE/ ROCE has been annualized on H1FY24 basis

# Growing Strength to Strength

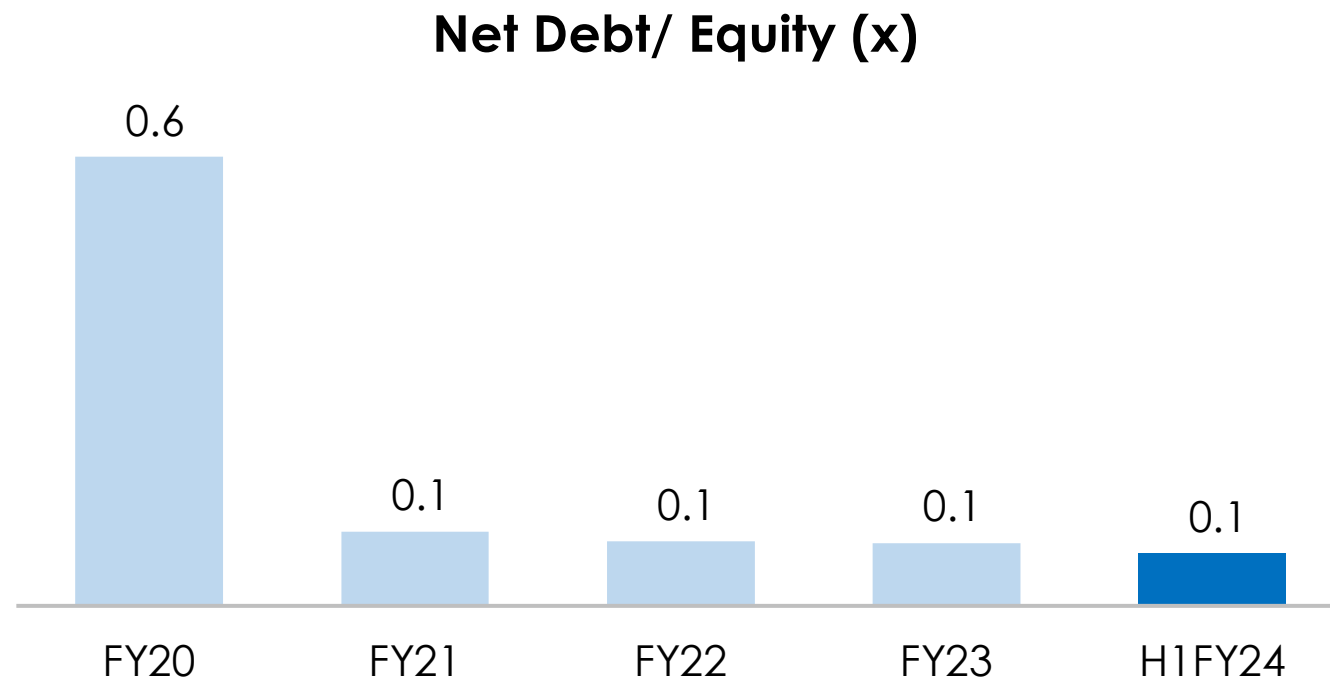
Operating Cash Flow (Rs Bn)



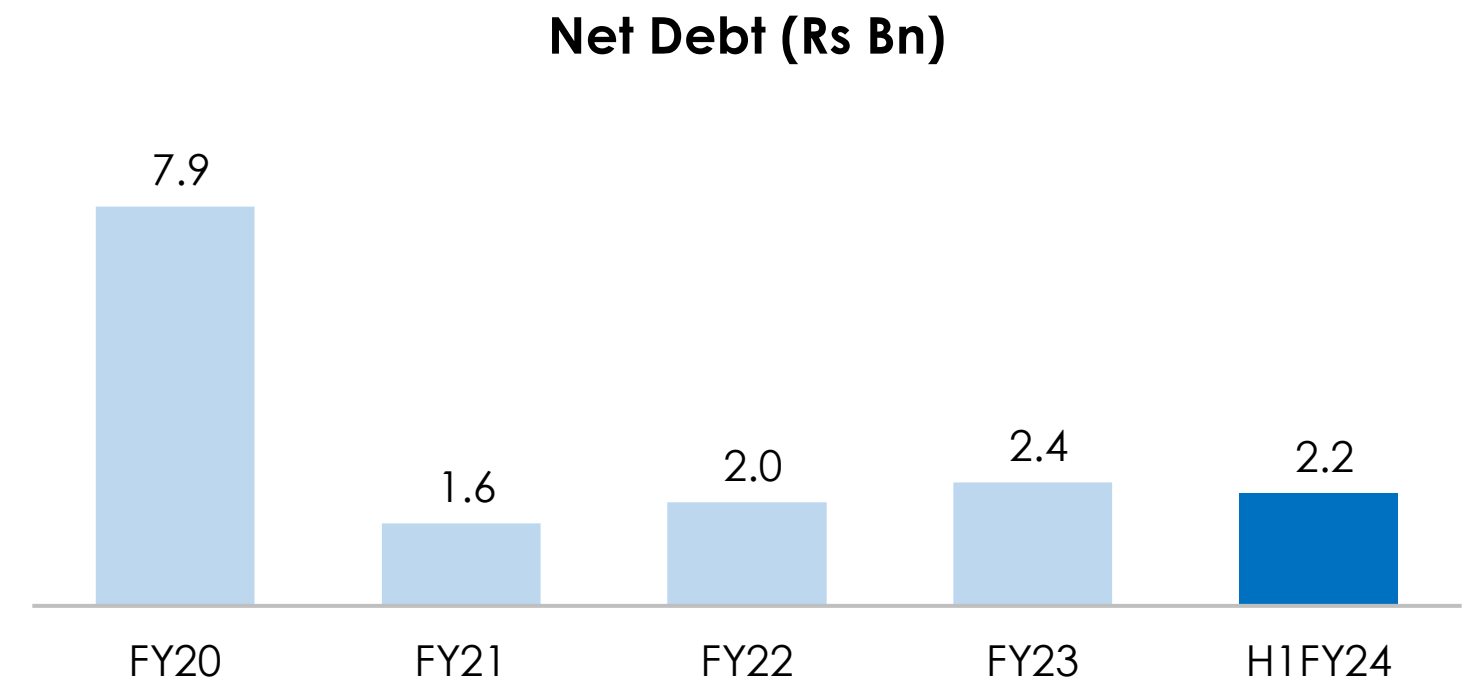
Net Debt/EBITDA (x)



Net Debt/ Equity (x)



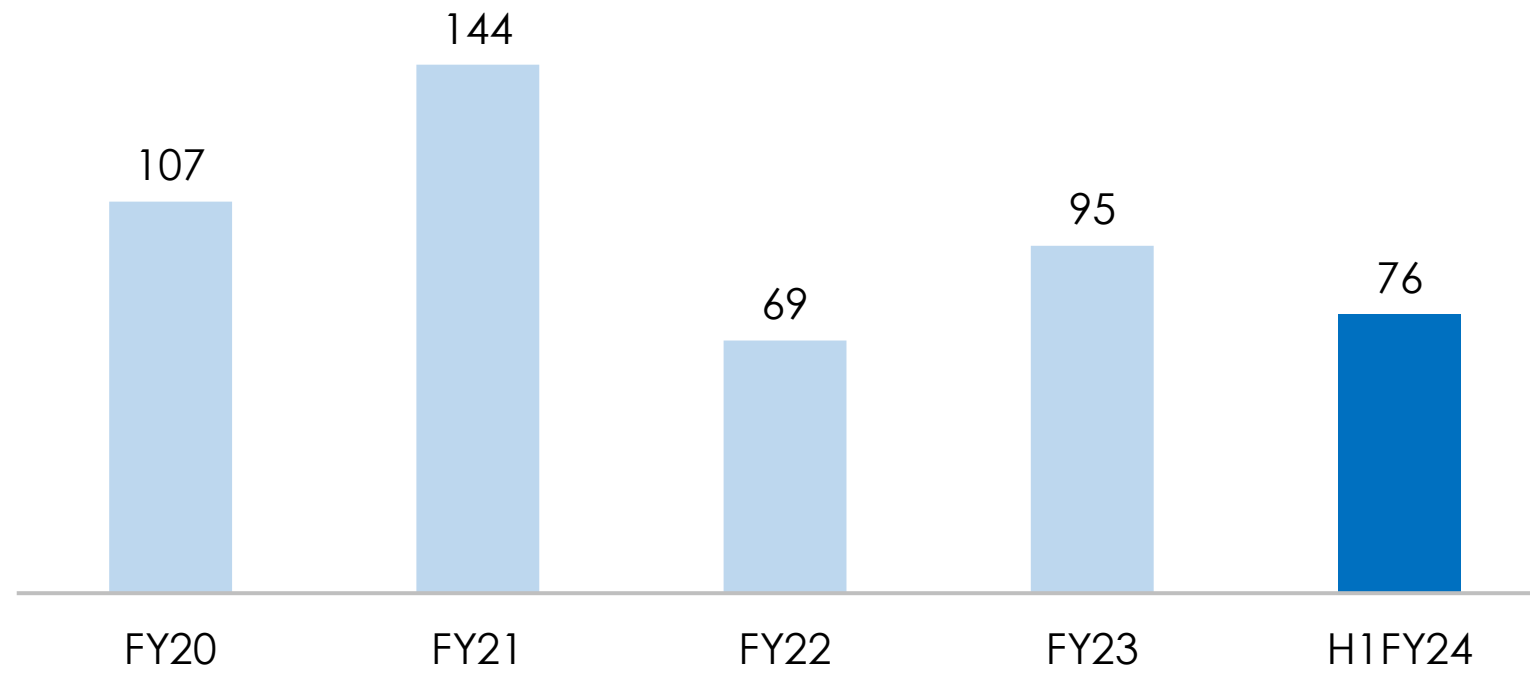
Net Debt (Rs Bn)



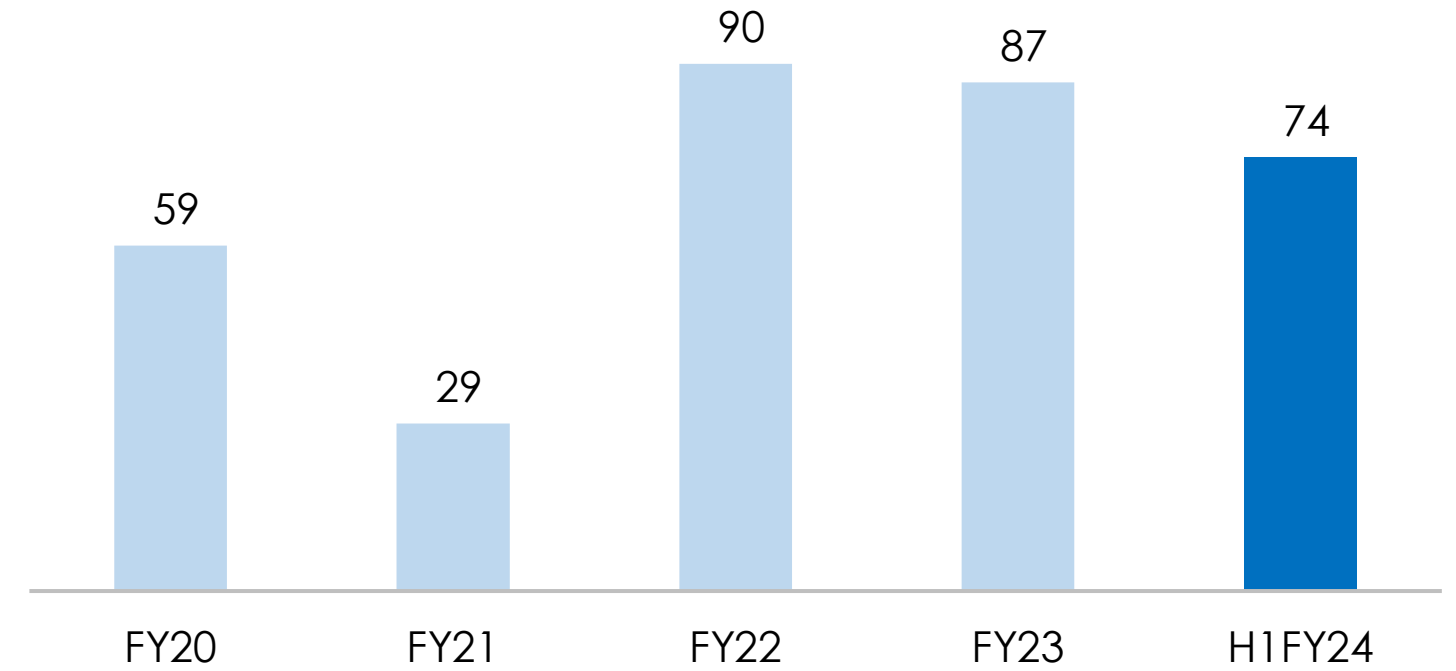


# Growing Strength to Strength

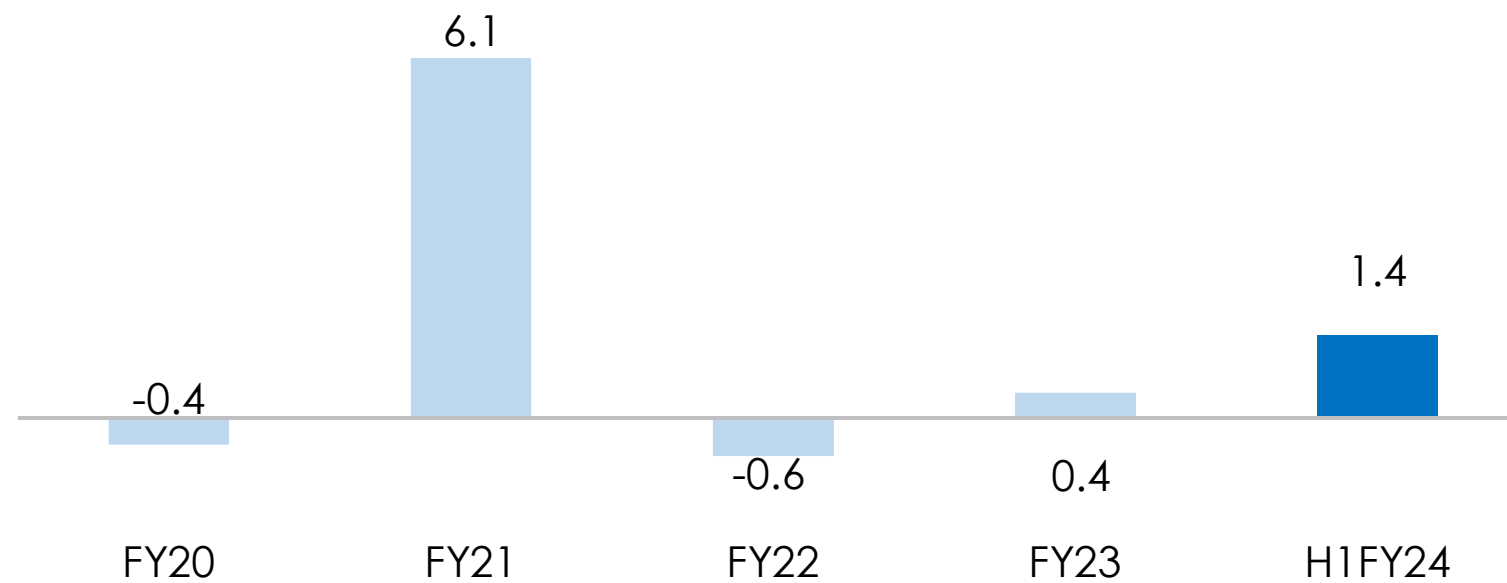
Operating Cashflow to EBITDA (%)



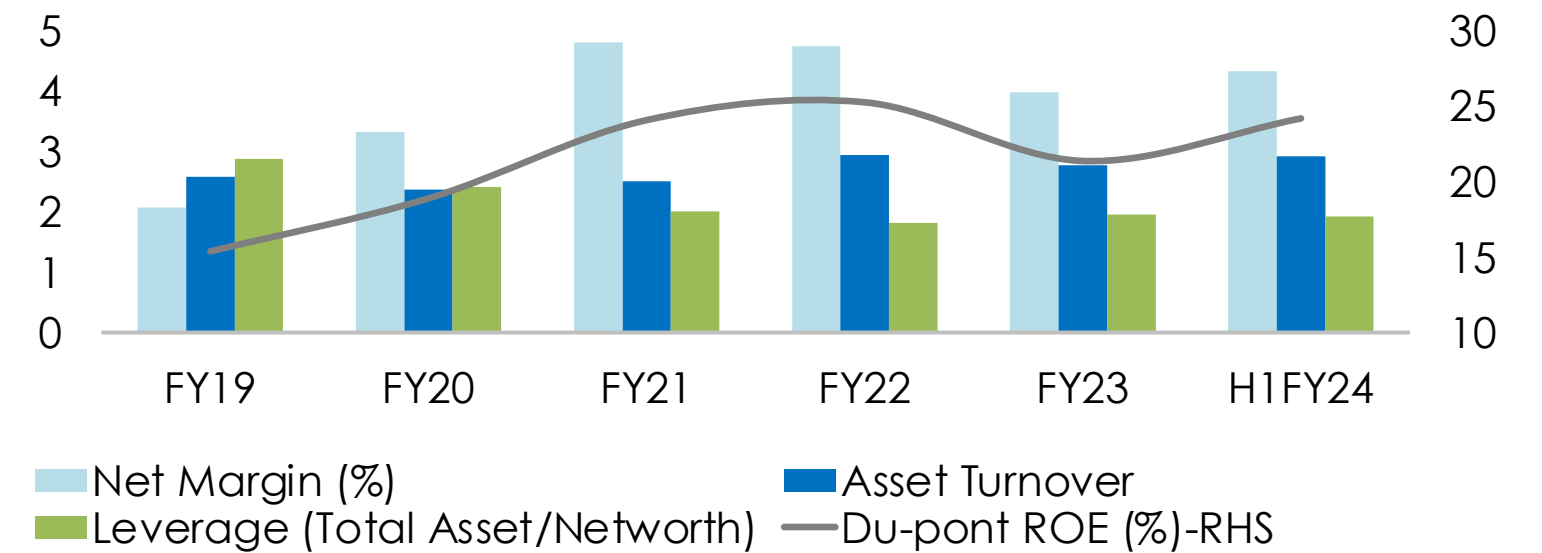
Capex to Op. Cash flow (%)



FCF (Rs Bn)



Du-Pont ROE (%)



# De-commoditizing Product Portfolio

Product Category	Application	FY20			FY21			FY22			FY23			H1FY24			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)	(%)	(K Ton)	(Rs)		
Apollo Structural	Heavy	6	101	4,000	6	95	4,721	7	121	7,422	7	160	7,505	7	96	8,121	300	396
	Super Heavy	-	-	-	-	-	-	-	-	-	0	2	9,604	1	9	9,422	100	186
	Light	8	134	4,778	21	352	5,649	19	336	6,683	18	407	5,134	17	223	6,019	905	1,500
	General	55	898	1,361	43	713	1,658	37	647	2,212	44	1,005	2,015	44	583	2,200	1,200	1,473
Apollo Z	Rust-proof	25	401	5,279	25	409	6,692	33	575	7,710	25	567	7,214	23	313	6,736	675	825
	Coated	-	-	-	-	-	-	0	0	-	2	39	5,731	4	48	6,089	300	300
Apollo Galv	Agri/Industrial	6	99	3,952	4	71	6,040	4	76	6,442	4	99	5,667	5	63	6,711	120	320
<b>Total</b>		<b>100</b>	<b>1,633</b>	<b>2,923</b>	<b>100</b>	<b>1,640</b>	<b>4,138</b>	<b>100</b>	<b>1,755</b>	<b>5,386</b>	<b>100</b>	<b>2,280</b>	<b>4,481</b>	<b>100</b>	<b>1,336</b>	<b>4,731</b>	<b>3,600</b>	<b>5,000**</b>

Standard products with EBITDA around Rs 2,000/ Ton

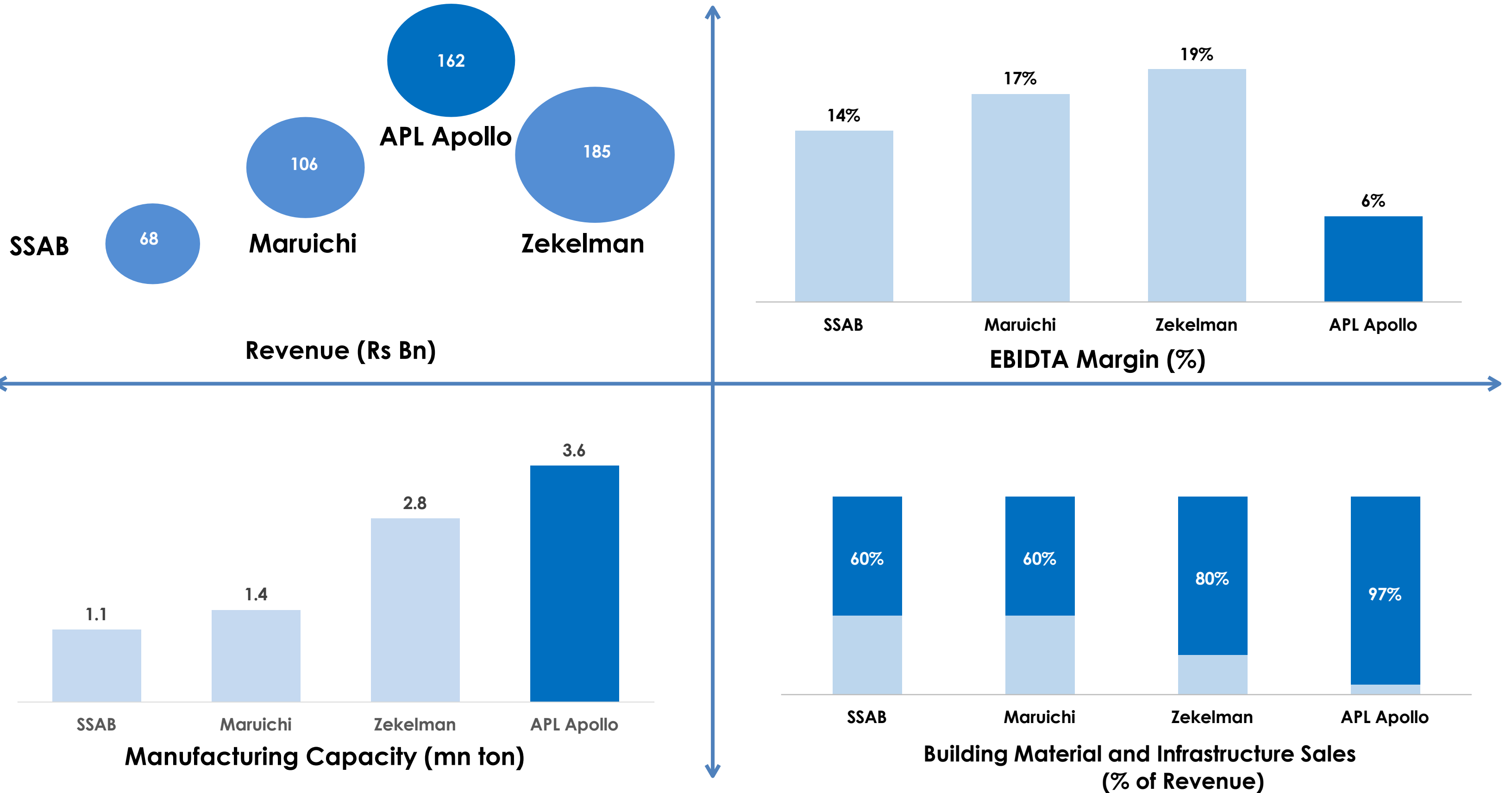
Value added products with EBITDA more than Rs 5,000/Ton

\*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

Based on latest financial available data

# Profit & Loss Statement (Consol)

Particulars (Rs Mn)	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	FY23	H1FY24
<b>Sales Volume (K Ton)</b>	<b>602</b>	<b>605</b>	<b>650</b>	<b>662</b>	<b>675</b>	<b>2,280</b>	<b>1,336</b>
Net Revenue	39,692	43,271	44,311	45,449	46,304	1,61,660	91,753
Raw Material Costs	34,747	37,693	37,823	39,207	39,784	1,40,178	78,991
Employee Costs	468	554	595	604	627	2,062	1,232
Other expenses	2,158	2,296	2,665	2,565	2,642	9,204	5,208
<b>EBITDA</b>	<b>2,319</b>	<b>2,729</b>	<b>3,229</b>	<b>3,072</b>	<b>3,250</b>	<b>10,215</b>	<b>6,322</b>
EBITDA/ton (Rs)	3,850	4,510	4,970	4,645	4,817	4,481	4,731
Other Income	116	93	180	217	196	472	413
Interest Cost	136	186	249	271	266	671	538
Depreciation	276	345	468	409	413	1,383	823
Tax	521	598	673	672	738	2,214	1,410
<b>Net Profit</b>	<b>1,502</b>	<b>1,692</b>	<b>2,018</b>	<b>1,936</b>	<b>2,029</b>	<b>6,419</b>	<b>3,965</b>

APL APOLLO TUBES

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Trading revenue for Q2FY24 was Rs.843 Mn



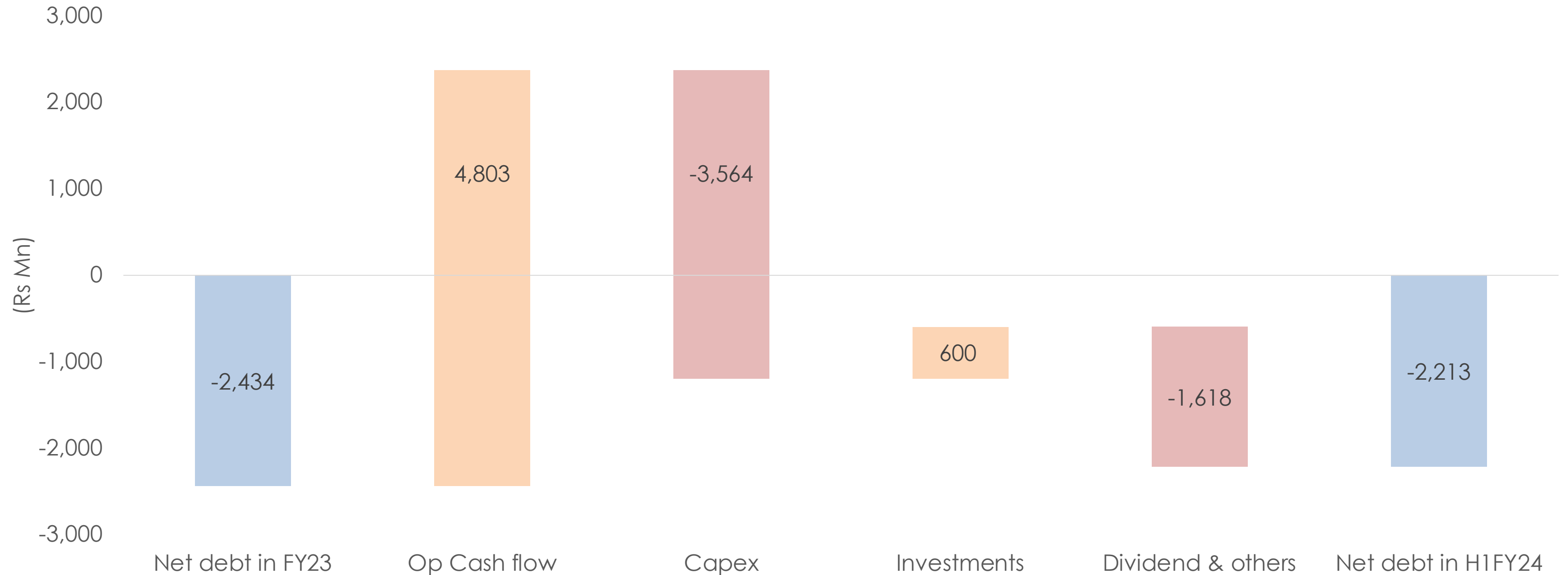
# Balance Sheet & Cash flow (Consol)

Balance Sheet - Assets (Rs mn)	H1FY24	FY23
Cash & Bank Balance	9,340	6,295
Receivables	1,445	1,374
Inventories	13,633	14,799
Other current assets	3,231	3,110
Fixed assets (net)	29,781	27,232
Right to use Assets	1064	925
Investments	481	960
Other assets/goodwill	4,022	3,821
<b>Total Assets</b>	<b>62,997</b>	<b>58,516</b>
Balance Sheet - Liabilities (Rs mn)	H1FY24	FY23
Trade payables	13,201	15,970
Other current liabilities	2,596	1,185
Debt	11,552	8,729
Others	2,844	2,576
Minority Interest	0	0
Shareholders' funds	32,803	30,056
<b>Total Equity &amp; Liabilities</b>	<b>62,997</b>	<b>58,516</b>

Cashflow Statement (Rs mn)	H1FY24	FY23
EBITDA	6,322	10,215
Change in receivables	-65	1,990
Change in inventory	1158	-6340
Change in other WC	-2,109	5,494
Tax	-916	-2,161
Others/ Income	413	472
<b>Operating cash flow</b>	<b>4,803</b>	<b>9,670</b>
Capex	-3,564	-8,424
Investments	600	-222
Interest	-453	-602
<b>Free cash flow</b>	<b>1386</b>	<b>423</b>
Dividend payments	-1387	-875
Capital increase	0	27
Others	222	32
Net change in cash flow	221	-393
Net debt beginning	-2,434	-2,042
<b>Net debt end</b>	<b>-2,213</b>	<b>-2,434</b>

\* Rs 2.27bn FD is classified under Other financial Assets due to maturity of less than 365days

# Consol. Cash Flow Bridge (Rs Mn.)



✓ Business continues to generate strong operational cash flows

✓ Capex being funded from internal cash flows

✓ Net debt to EBITDA at 0.2x



# Board of Directors

## Sanjay Gupta

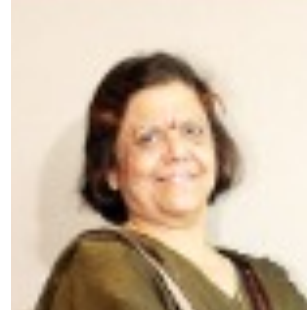
CMD

Steel Industry veteran with 3 decades of experience



## Neeru Abrol

Director at TCNS Clothing Co Limited & others | Awarded best achiever by ICAI | 26 Yr experience in SAIL



## Abhilash Lal

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



## Anil Kumar Bansal

Director of NABARD, Rockland Finesto Ltd & others  
4 decades of experience in banking industry



## Virendra Singh Jain

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



## Deepak Goyal

Group CFO

& Director-Operations  
2 decades of professional experience in steel tube industry



## Ashok Kumar Gupta

Steel industry veteran with 4 decades of experience  
Worked as MD in APL Apollo in the past



## Rahul Gupta

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



## Vinay Gupta

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



# Our Leadership



**Sanjay Gupta**  
CMD



**Vinay Gupta**  
Chairman  
Apollo Metalex



**Rahul Gupta**  
JMD  
Apollo Building Products  
(New Raipur)



**Deepak Goyal**  
Group CFO  
& Director-Operations



**Anubhav Gupta**  
Group Chief Strategy  
Officer



**Anurag Mehrotra**  
Chief Human Resource  
Officer



**CK Singh**  
VP - Operations



**Ravindra Tiwari**  
Head-Sales &  
Marketing



**Utkarsh Dwivedi**  
CEO  
International Business



**Amit Thakur**  
Head  
Procurement



# Thank You

**For further information,  
please contact:**

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