

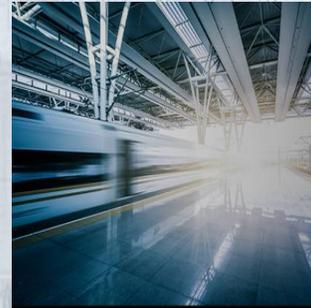


“India is ready and so we are”

Revolution the world of tube

*Tubes from 8*8mm to 1000*1000mm
with 0.18mm to 40mm Thickness*

*Earnings presentation
Q4FY25*



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

- Q4FY25 at glance
- Financial Performance
- Business Strategy
- Demand Drivers
- ESG Engagement
- Team APL Apollo



Q4FY25 at a Glance



850k Ton

Sales Volume

25% YoY increase
3% QoQ increase



₹55.1 Bn

Revenue

16% YoY increase
1% QoQ increase



₹4.1 Bn

EBITDA

48% YoY increase
20% QoQ increase



₹4,864

EBITDA/ton

18% YoY increase
17% QoQ increase



58%

Value Added Sales mix

Q3FY25 was 56%



₹323 Mn

Interest Cost

4% YoY increase
12% QoQ decrease



₹2.9 Bn

Net profit

72% YoY increase
35% QoQ increase



₹3.5 Bn

Cash profit

62% YoY increase
31% QoQ increase



0 days

Net WC in FY25

FY24 was 1 day



24.5%

ROCE in FY25

FY24 was 29.5%



19.4%

ROE in FY25

FY24 was 22.2%



₹3.1 Bn

Net cash in FY25

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: EBIT has been calculated without other income for ROCE calculation

FY25 at a Glance



3,158k Ton

Sales Volume
21% YoY increase



₹206.9Bn

Revenue
14% YoY increase



₹12Bn

EBITDA
1% YoY increase



₹ 3,797

EBITDA/ton
17% YoY decrease



58%

Value Added Sales mix
FY24 was 58%



₹1,333Mn

Interest Cost
18% YoY increase



₹7.6Bn

Net profit
3% YoY increase



₹ 9.6Bn

Cash profit
6% YoY increase



0 days

Net WC in FY25
FY24 was 1 day



24.5%

ROCE in FY25
FY24 was 29.5%



19.4%

ROE in FY25
FY24 was 22.2%



₹3.1Bn

Net cash in FY25
FY24 Net cash was ₹0.18 Bn

Note 1: Sales Volume and Financials are on consolidated basis

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Note 3: EBIT has been calculated without other income for ROCE calculation

Highest ever Quarterly Volume, Revenue, EBITDA & PAT

Profit & Loss (Rs Mn)	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25
Sales Volume (k Ton)	423	602	605	650	662	675	604	679	721	758	828	850
Revenue	34,386	39,692	43,271	44,311	45,449	46,304	41,778	47,657	49,743	47,739	54,327	55,086
EBITDA	1,939	2,319	2,729	3,229	3,072	3,250	2,796	2,804	3,016	1,380	3,456	4,137
EBITDA/ton (Rs)	4,587	3,850	4,510	4,970	4,645	4,817	4,631	4,132	4,183	1,821	4,173	4,864
Net Profit	1,207	1,502	1,692	2,018	1,936	2,029	1,655	1,704	1,932	538	2,170	2,931

APL APOLLO TUBES

FINANCIAL PERFORMANCE



De-commoditizing Product Portfolio (QoQ)

	Application	Q4FY24			Q1FY25			Q2FY25			Q3FY25			Q4FY25		
		Sales Mix	Vol.	EBITDA/Ton												
		(%)	(K Ton)	(Rs)												
Apollo Structural	Heavy*	11	72	7,989	10	69	8,140	8	63	5,801	10	80	8,398	10	82	8,701
	Light	15	102	5,187	15	110	5,169	17	127	2,899	17	143	5,226	17	143	5,752
	General	40	272	1,802	40	288	1,944	45	338	-24	44	360	1,970	42	353	2,897
Apollo Z	Rust-proof	23	156	4,865	23	168	4,958	20	150	2,567	20	166	5,199	22	185	5,715
	Coated	6	40	6,023	7	52	5,757	7	51	3,395	6	46	5,921	6	55	6,312
Apollo Galv	Agri/Industrial	5	37	5,725	5	34	5,698	4	29	3,340	4	34	5,805	4	33	5,423
Total		100	679	4,132	100	721	4,183	100	758	1,821	100	828	4,173	100	850	4,864

Standard products with EBITDA around Rs 2,000/ Ton

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

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*Heavy and super heavy segments has been combined into Heavy section

De-commoditizing Product Portfolio (YoY)

Product Category	Application	FY21			FY22			FY23			FY24			FY25		
		Sales Mix	Vol.	EBITDA/Ton												
		(%)	(KTon)	(Rs)												
Apollo Structural	Heavy*	6	95	4,721	7	121	7,422	7	162	7,534	9	247	8,188	9	294	7,865
	Light	21	352	5,649	19	336	6,683	18	407	5,134	16	421	5,760	17	522	4,792
	General	43	713	1,658	37	647	2,212	44	1,005	2,015	42	1,103	2,005	42	1,340	1,705
Apollo Z	Rust-proof	25	409	6,692	33	575	7,710	25	567	7,214	23	593	6,120	21	669	4,690
	Coated	-	-	-	0	0	-	2	39	5,731	5	125	6,483	6	204	5,351
Apollo Galv	Agri/Industrial	4	71	6,040	4	76	6,442	4	99	5,667	5	129	6,372	4	130	5,131
Total		100	1,640	4,138	100	1,755	5,386	100	2,280	4,481	100	2,618	4,553	100	3,158	3,797

Existing capacity in FY25

4.5 Mn Ton



Proposed capacity by FY28

6.8 Mn Ton

*Heavy and super heavy segments has been combined into Heavy section

Capacity expansion plan by FY28

Existing capacity



Brownfield expansion



Greenfield expansion



Speciality tubes

Capacity

4.5 Mn Ton

0.8 Mn Ton

1.0 Mn Ton

0.5 Mn Ton

Location

- + International: Dubai 200,000 Ton
- + Raipur: Roofing sheets 500,000 Ton
- + Raipur: Heavy 100,000 Ton

- + East: Gorakhpur 200,000 Ton
- + East: Kolkata 300,000 Ton
- + West: Bhuj 300,000 Ton
- + South: New Malur 360,000 Ton
- Shifting of existing lines: 160,000 Ton

- New expansion for speciality tubes
- Major application in Structural /Oil & gas /Water/ Mechanical sectors

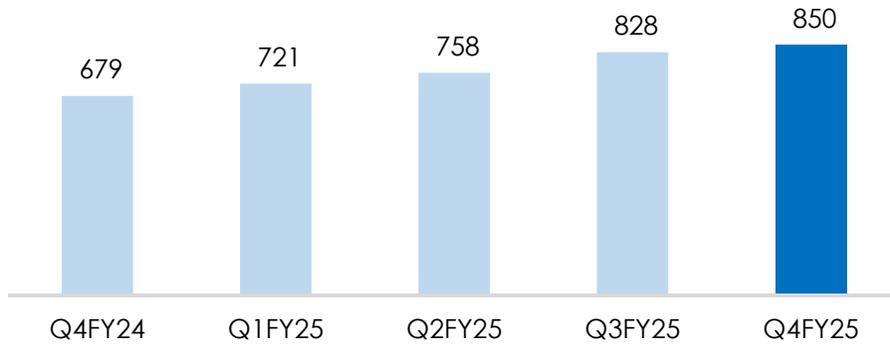
Capex

Rs 15Bn in next 3 years

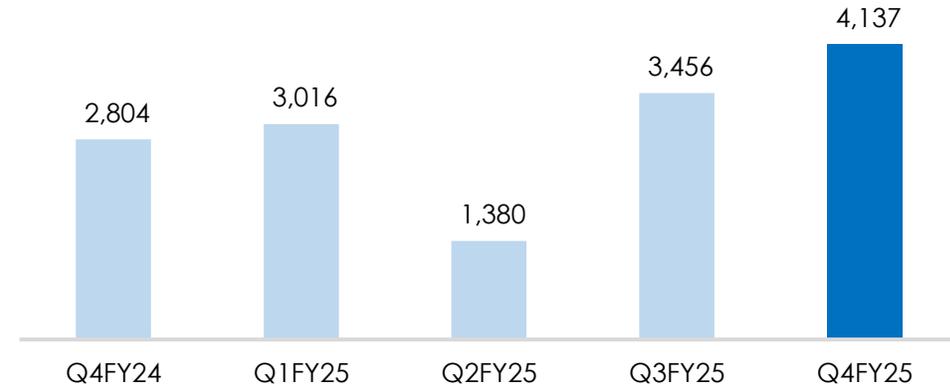
Total capacity by FY28: 6.8 Mn Ton

Growing Strength to Strength

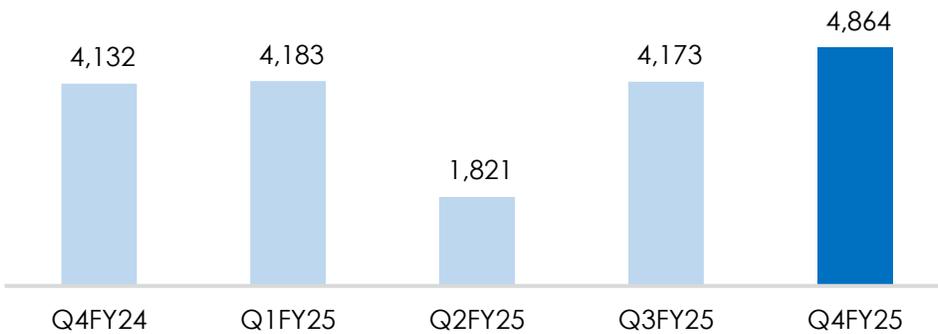
Volume (K Ton)



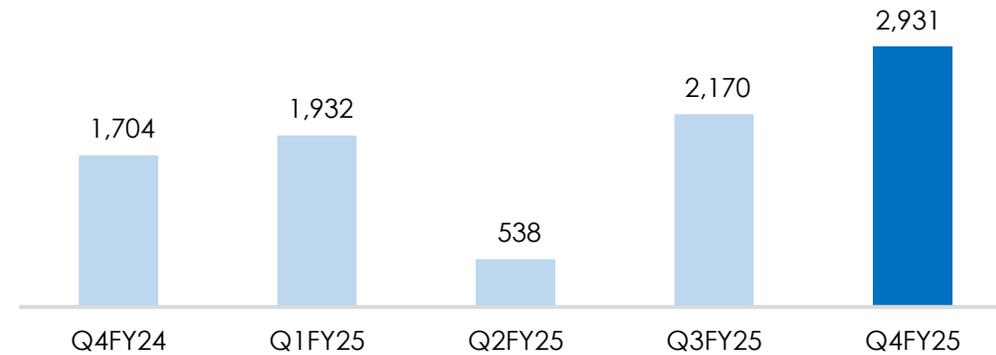
EBITDA (Rs Mn)



EBITDA/Ton (Rs)



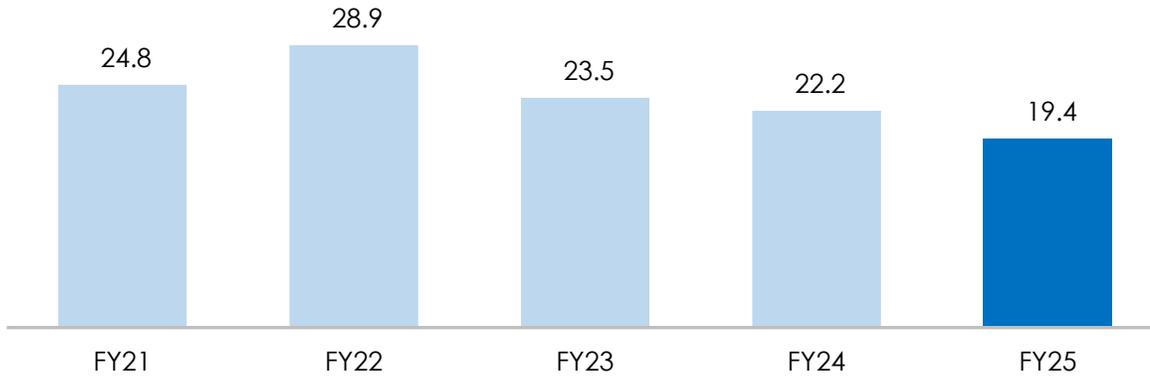
Net Profit (Rs Mn)



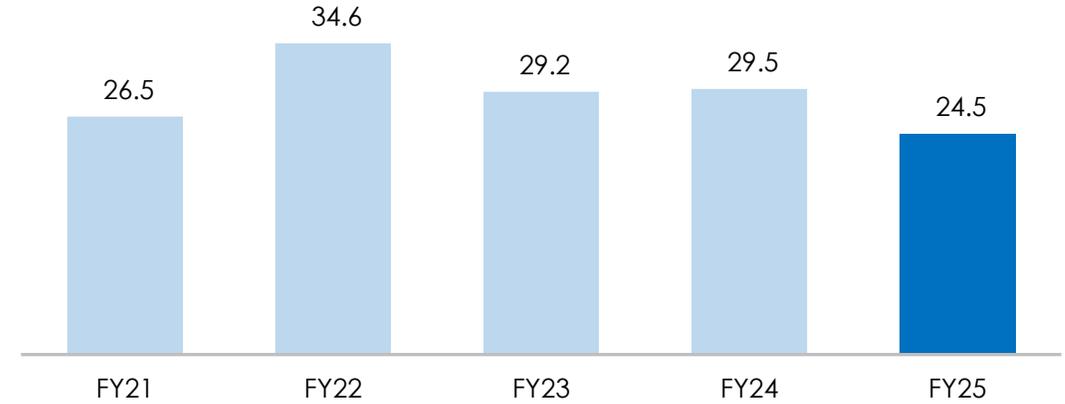
1. Sales Volume and Financials are on consolidated basis
2. EBITDA has been calculated without other income

Growing Strength to Strength

ROE (%)



ROCE (%)



Interest Coverage Ratio (x)



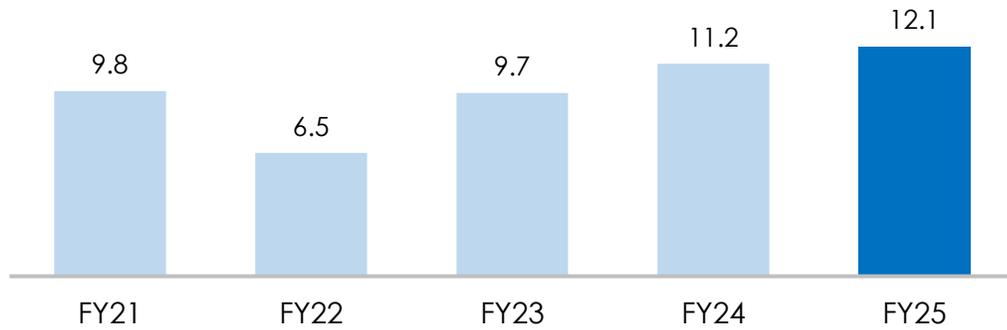
Net Working Capital Days



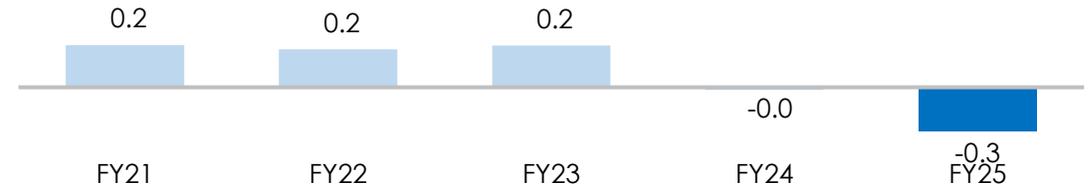
Note 1: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

Growing Strength to Strength

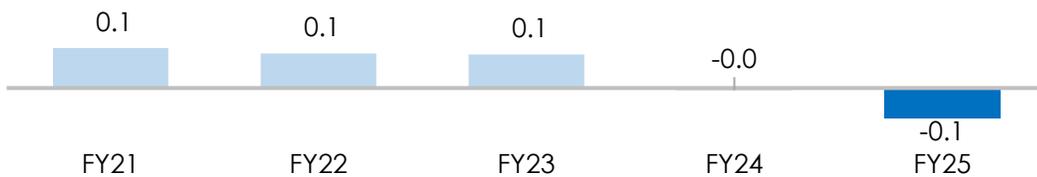
Operating Cash Flow (Rs Bn)



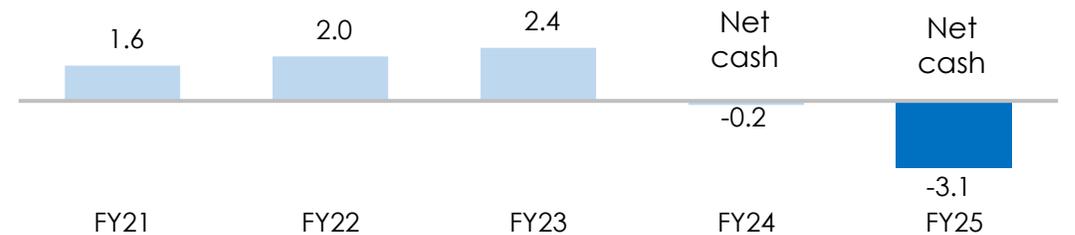
Net Debt/EBITDA (x)



Net Debt/ Equity (x)

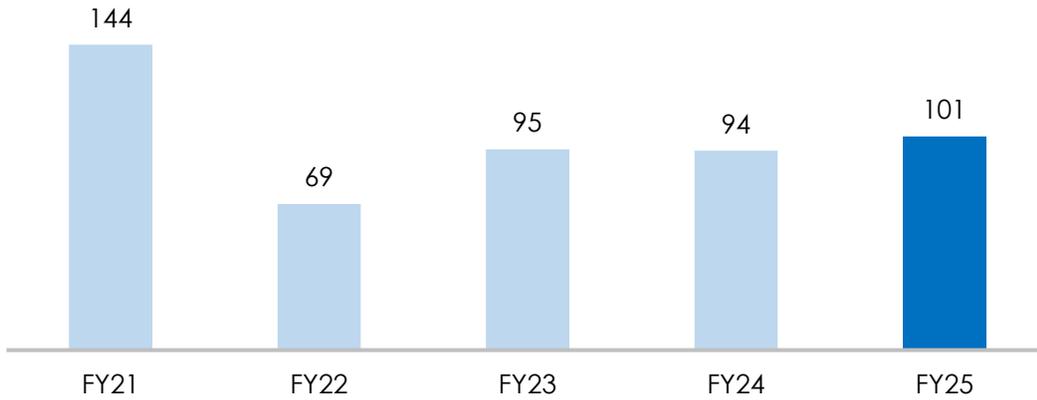


Net Debt/ (cash) (Rs Bn)

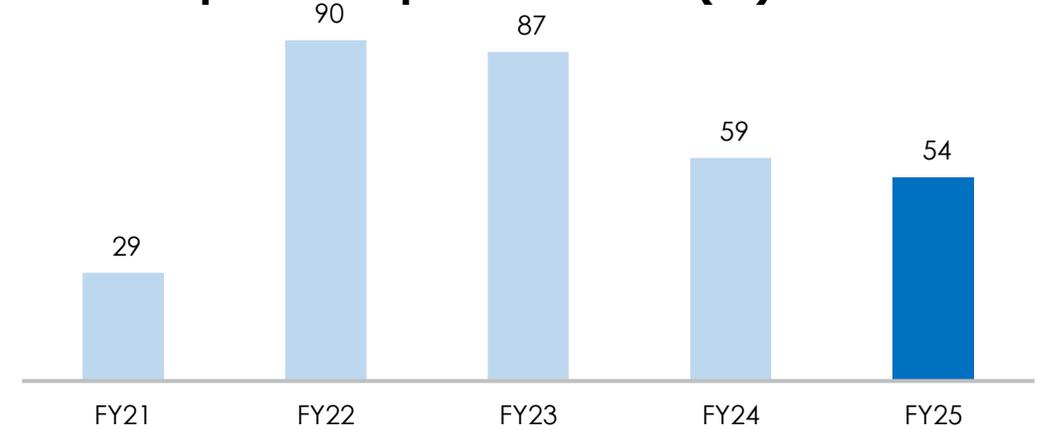


Growing Strength to Strength

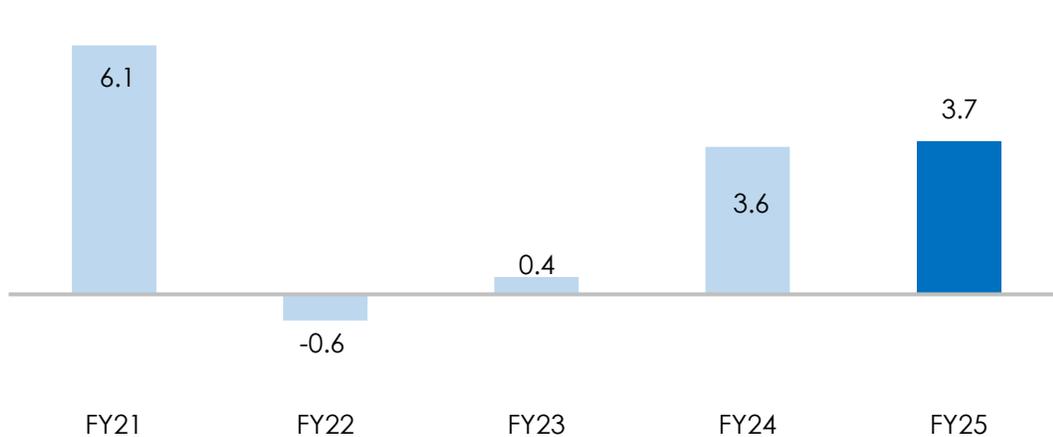
Operating Cashflow to EBITDA (%)



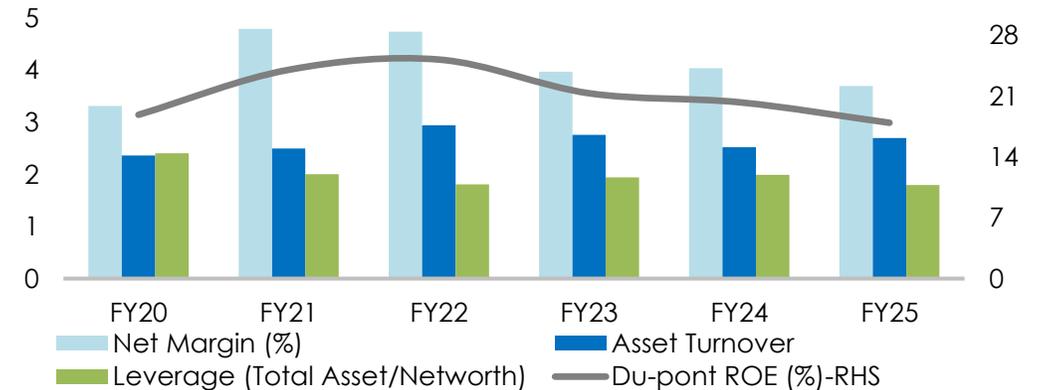
Capex to Op. Cash flow (%)



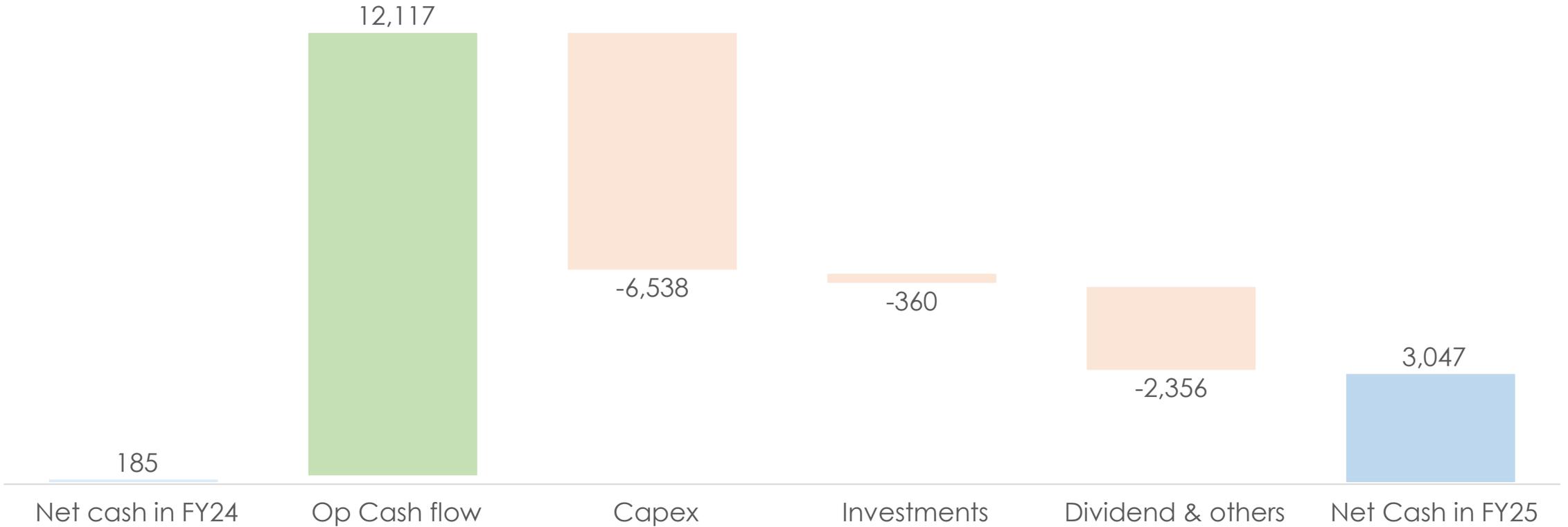
FCF (Rs Bn)



Du-Pont ROE (%)



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)	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	FY24	FY25
Sales Volume (K Ton)	679	721	758	828	850	2,618	3,158
Net Revenue	47,657	49,743	47,739	54,327	55,086	1,81,188	2,06,895
Raw Material Costs	41,326	42,697	42,419	46,623	46,964	1,56,172	1,78,702
Employee Costs	700	801	872	899	754	2,576	3,325
Other expenses	2,827	3,229	3,068	3,350	3,232	10,518	12,878
EBITDA	2,804	3,016	1,380	3,456	4,137	11,922	11,990
EBITDA/ton (Rs)	4,132	4,183	1,821	4,173	4,864	4,553	3,797
Other Income	186	247	148	216	349	749	960
Interest Cost	311	278	364	368	323	1,134	1,333
Depreciation	466	465	469	503	576	1,759	2,013
Tax	508	589	158	631	656	2,453	2,034
Net Profit	1,704	1,932	538	2,170	2,931	7,324	7,570

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Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Trading revenue for Q4FY25 was Rs 5.1Bn

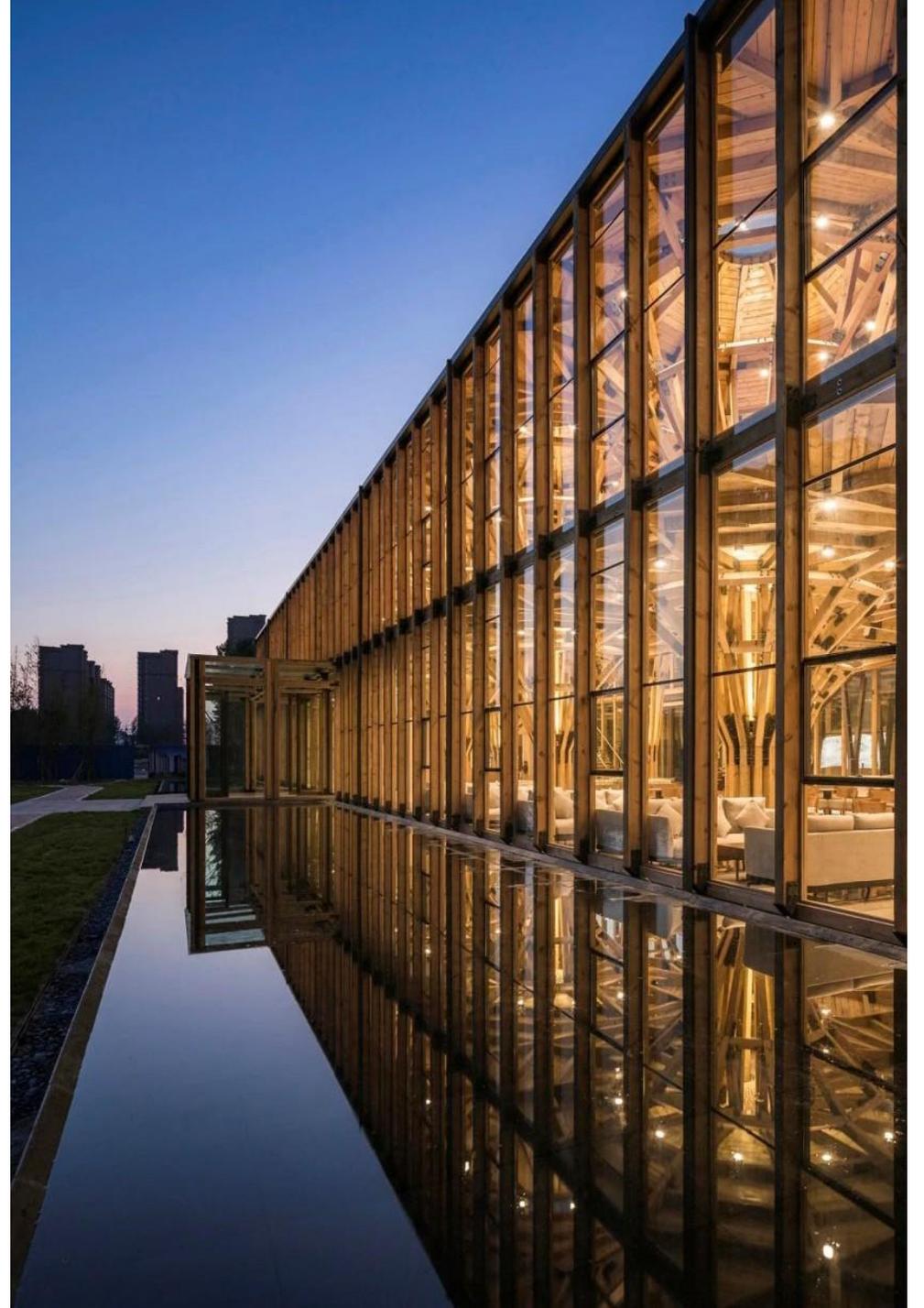
Balance Sheet & Cash flow (Consol)

Balance Sheet - Assets (Rs mn)	FY24	FY25
Cash & Bank Balance	11,430	9,199
Receivables	1,391	2,673
Inventories	16,379	16,232
Other current assets	4,237	4,497
Fixed assets (net)	32,336	37,056
Right to use Assets	1,103	1,579
Investments	1,027	1,262
Other assets/goodwill	3,964	3,465
Total Assets	71,868	75,962

Balance Sheet - Liabilities (Rs mn)	FY24	FY25
Trade payables	19,816	22,312
Other current liabilities	1,757	1,933
Debt	11,245	6,148
Others	3,002	3,481
Minority Interest	0	0
Shareholders' funds	36,046	42,087
Total Equity & Liabilities	71,868	75,962

Cashflow Statement (Rs mn)	FY24	FY25
EBITDA	11,922	11,990
Change in receivables	-1	-1,329
Change in inventory	-1,595	125
Change in payables	3,846	2,496
Change in other WC	-1,533	-250
Tax	-2,180	-1,875
Others/ Income	749	960
Operating cash flow	11,209	12,117
Capex	-6,618	-6,538
Investments	-44	-360
Interest	-941	-1,472
Free cash flow	3,605	3,747
Dividend payments	-1,387	-1,526
Capital increase	28	0
Others	372	642
Net change in cash flow	2,619	2,863
(Net debt)/ Net cash beginning	-2,434	185
(Net debt end)/ Net Cash	185	3,047

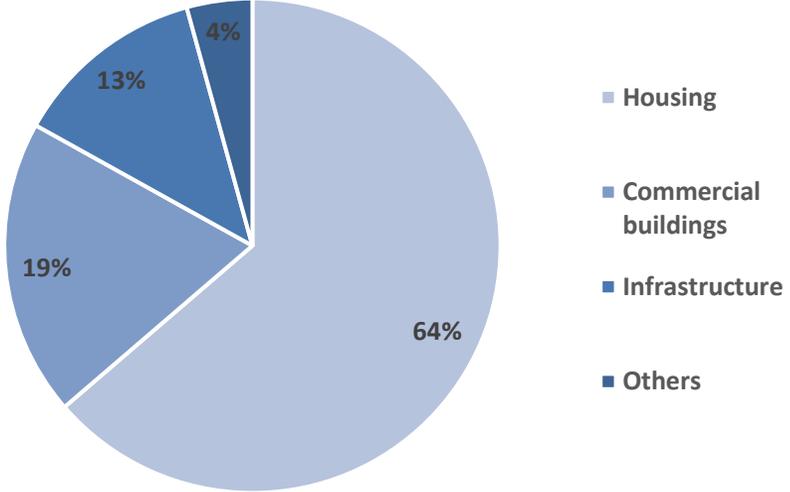
DEMAND DRIVERS



Structural Steel Tube Applications

APL APOLLO TUBES

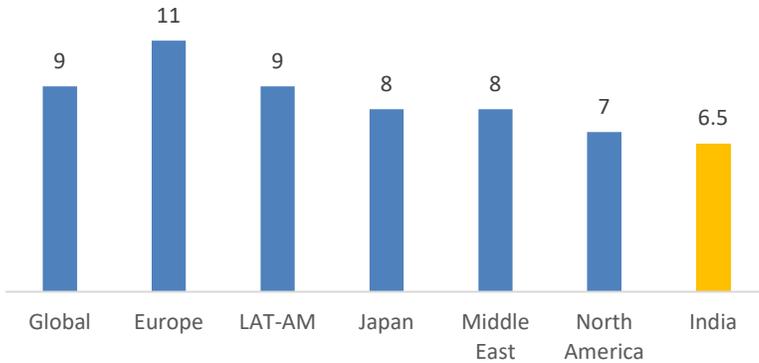
Application Mix



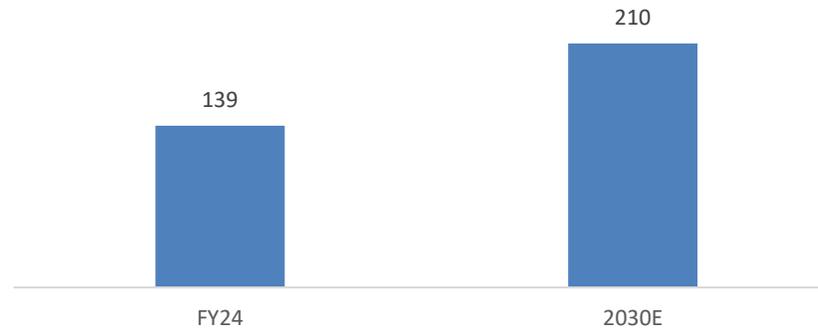
*As per FY25 revenue

India Structural Steel Tube market potential

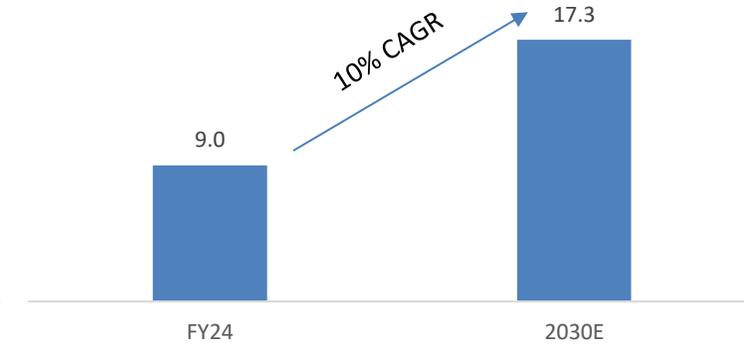
Structural steel tubes as % of steel market (FY24)



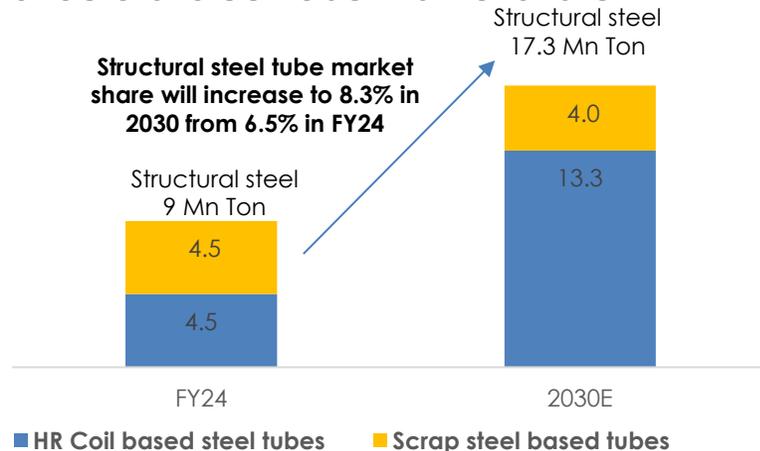
Crude steel production in India (Mn Ton)



Structural steel tubes in India (Mn Ton)



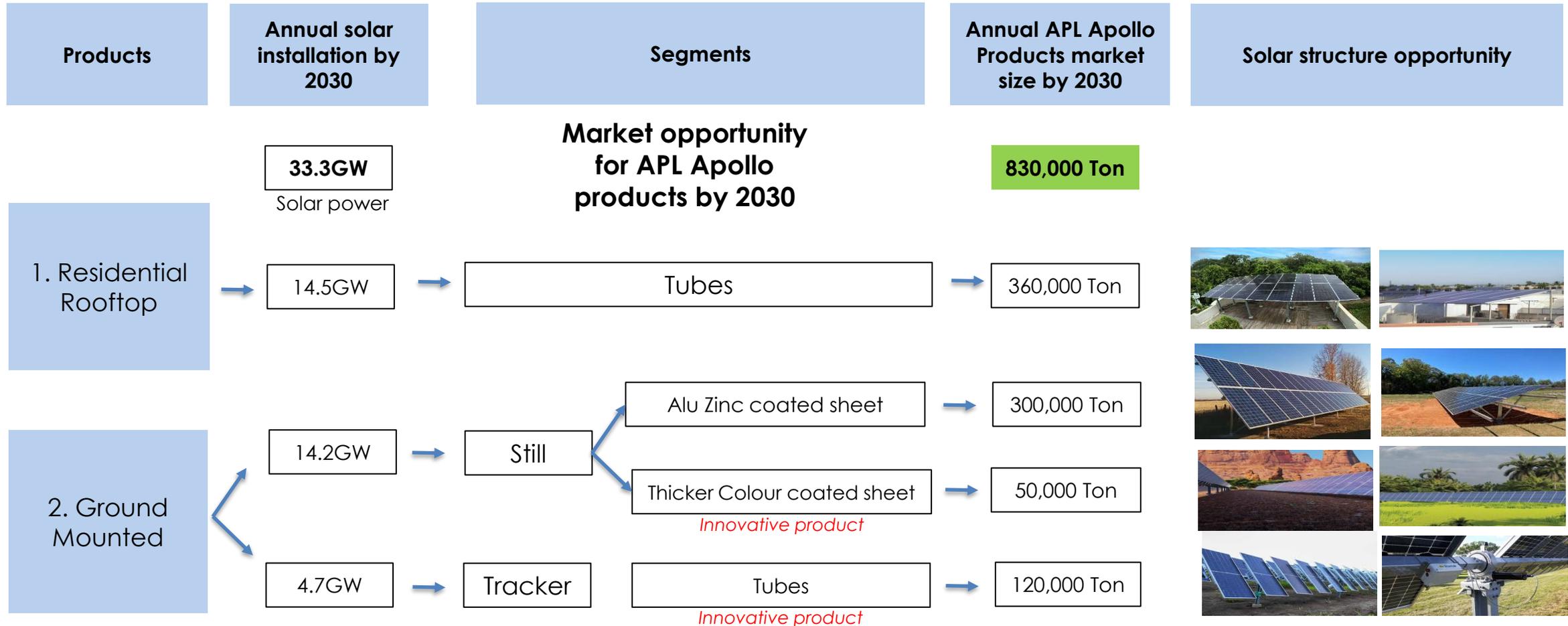
Structural steel tube market share



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

Solar structure opportunity for structural tubes



Why structural steel tube is a preferred solution

Cost Effective,
Eco-Friendly

Higher
Strength

Faster
Construction

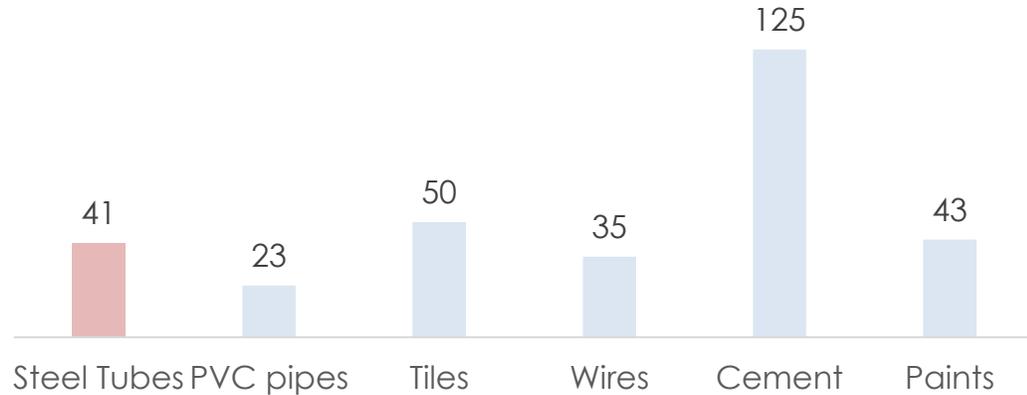
Lower steel
consumption

Reduces overall
project cost

Steel Tube usage in housing/commercial buildings

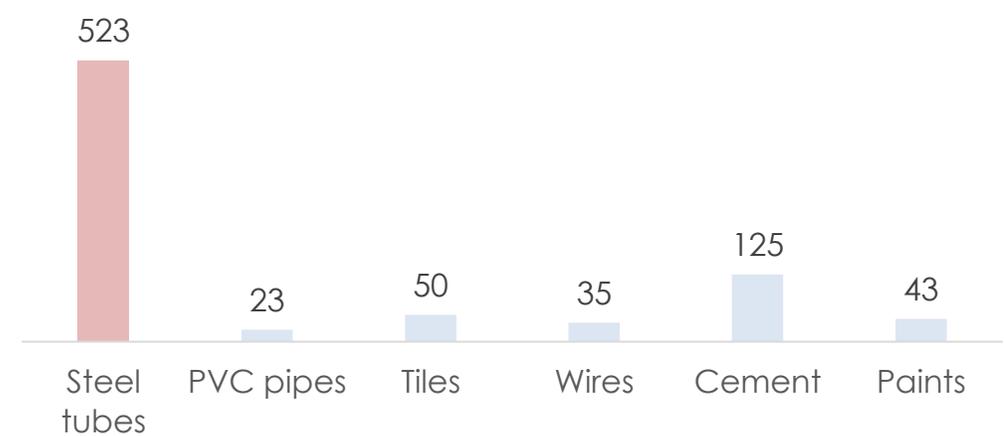
Housing

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



Airport,
Uttar Pradesh



Hospital, Delhi



Hospital, Pradesh



University campus, Uttar Pradesh



University campus,
Roorkee



Railway Station,
Andhra Pradesh



Hospital, Delhi



Commercial building,
Delhi



Hospital,
Imphal



Airport,
Uttar Pradesh



MES housing society,
Delhi



Commercial Project,
Punjab



Housing society,
Delhi



Railway station,
Andhra Pradesh



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 FY2024 SCORE

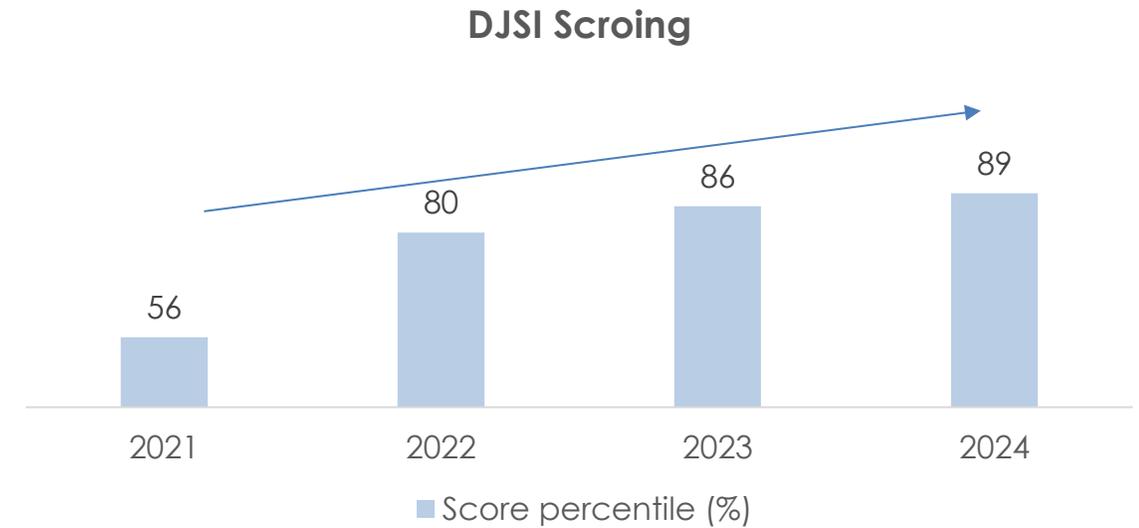
APL APOLLO TUBES STANDS AT 89TH PERCENTILE

(IN THE PEER INDUSTRY COMPRISING OF GLOBAL COMPANIES)

SCORE REACHED A HIGH OF 49 POINTS

IMPROVEMENT ACROSS AREAS

- Social Dimension
- Governance & Economic Dimension
- Environmental Dimension

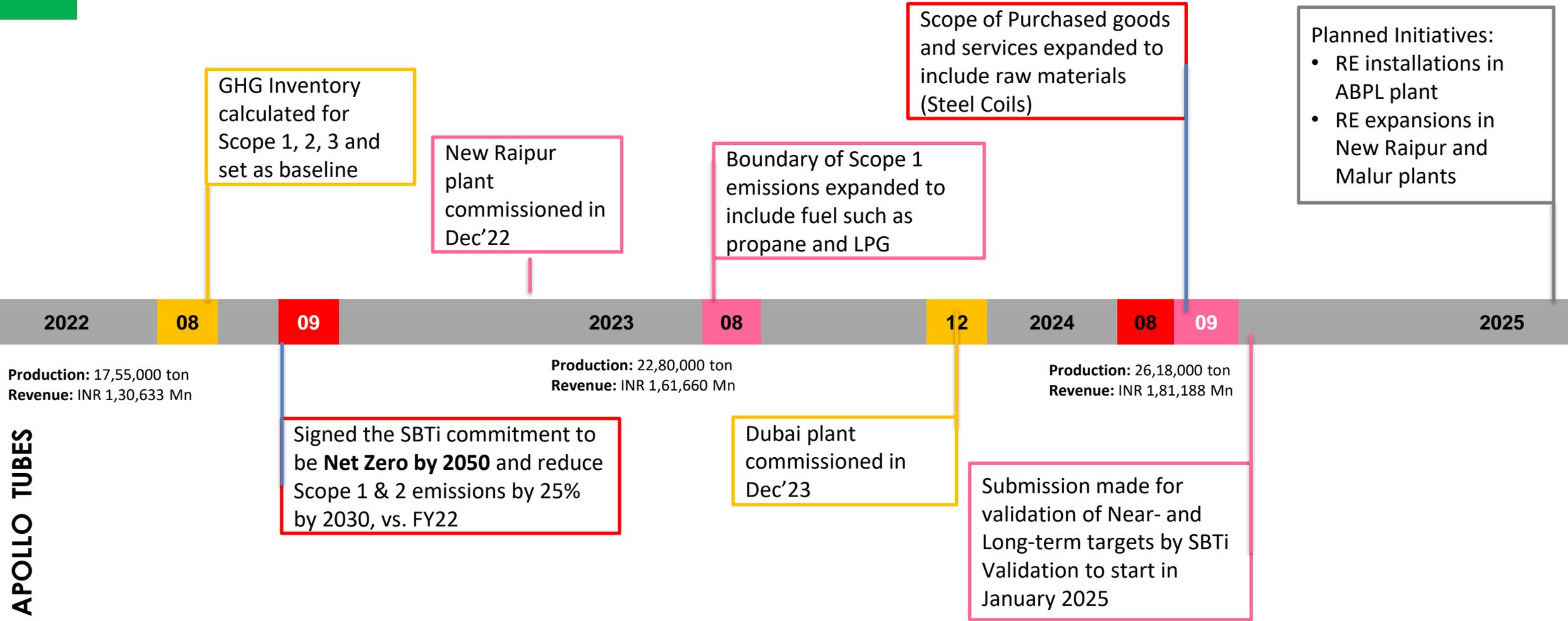


APL APOLLO SCORED 89TH PERCENTILE IN 2024

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

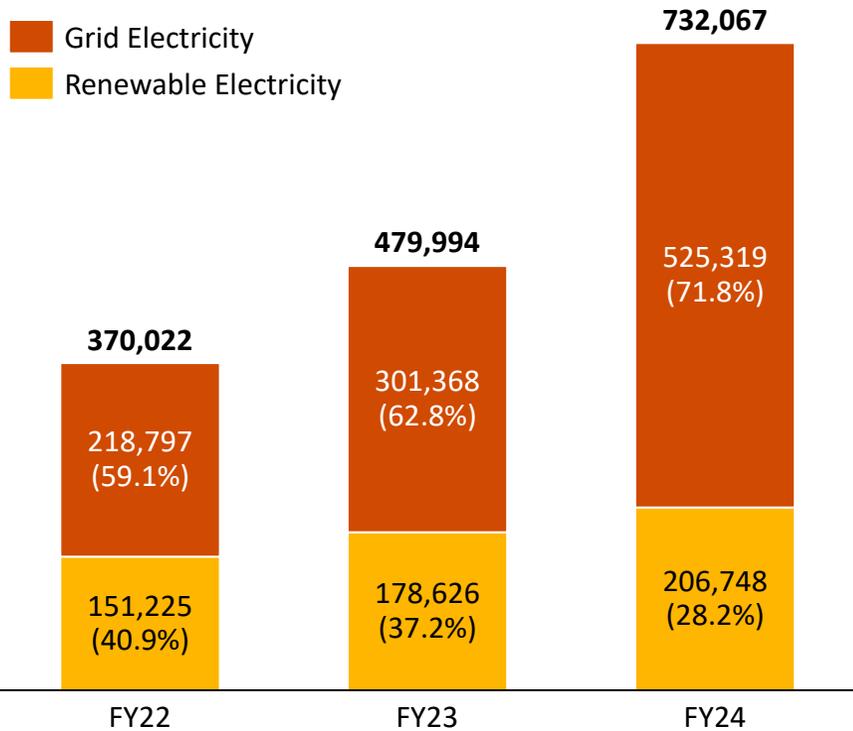
Scope 1 & 2 emissions reduction by 25% by 2030; Net Zero by 2050

APL APOLLO TUBES



Scope 1 & 2 emissions reduction 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 (Steel) were added to the Purchased Goods and Services category, resulting in increase in Scope 3 emissions

SBTi validation on near-term and net-zero targets

APL Apollo Tubes Limited
India, Asia

TARGETS SET TARGETS SET Corporate View less ^

SBTi ID: 40000193

Organization type: Corporate

Sector: Mining - Iron, Aluminum, Other Metals

Temperature alignment
(based on scope 1 and 2 targets): 1.5°C

Target language: Overall Net-Zero Target: APL Apollo Tubes Limited commits to reach net-zero greenhouse gas emissions across the value chain by FY2050. Near-Term Targets: APL Apollo Tubes Limited commits to reduce absolute scope 1 and 2 GHG emissions 58.8% by FY2034 from a FY2024 base year. APL Apollo Tubes Limited also commits to reduce scope 3 GHG emissions 63.8% per USD value added within the same timeframe. Long-Term Targets: APL Apollo Tubes Limited commits to reduce absolute scope 1 and 2 GHG emissions 90% by FY2050 from a FY2024 base year. APL Apollo Tubes Limited also commits to reduce scope 3 GHG emissions 97% per USD value added within the same timeframe.

[DOWNLOAD ALL DATA AS XLS](#)

Commitment and achievements

Commitments

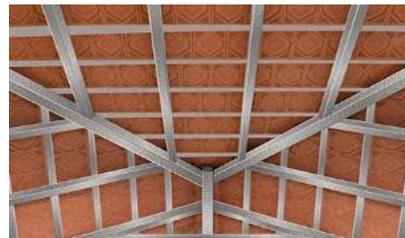
- Committed to reducing Scope 1&2 emissions by 25% by 2030 **E**
- Committed to set near term and Net Zero targets by 2050 **E**
- Renewable energy contribution to be 47% by 2030 from 38% **E**
- Targeted to increase the female workforce by 1% every year **S**
- CSR initiatives in the local communities 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

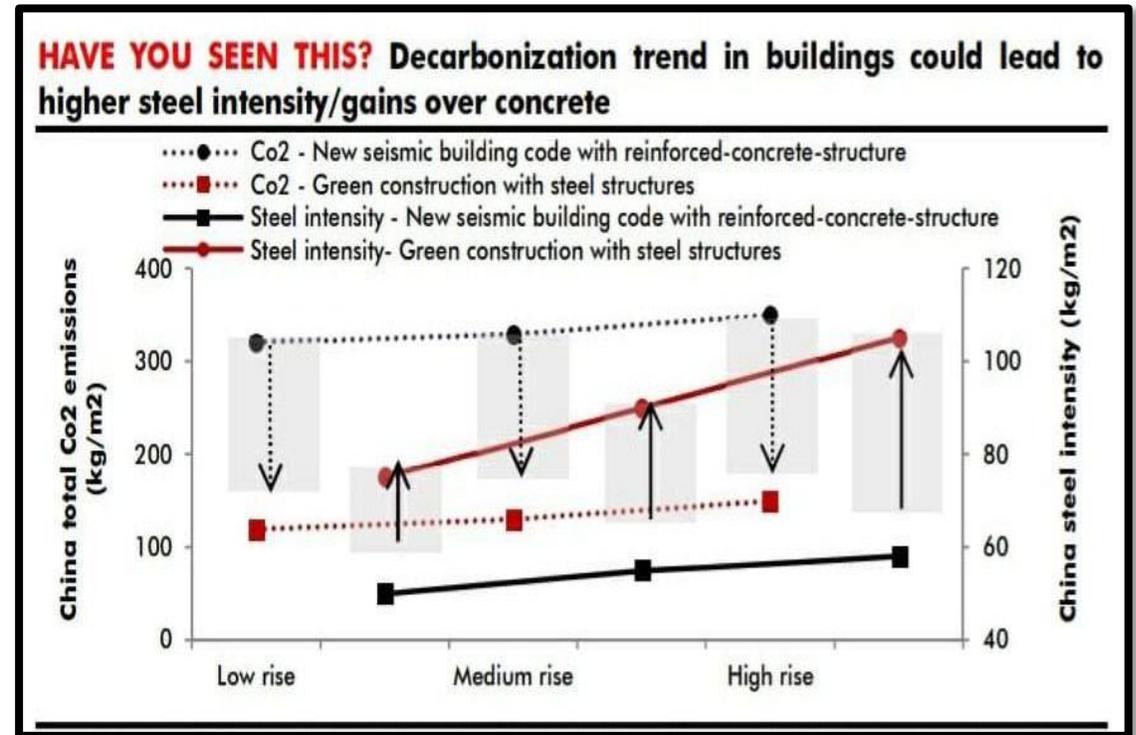


Steel Buildings = Decarbonization

- 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 in vertical space

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

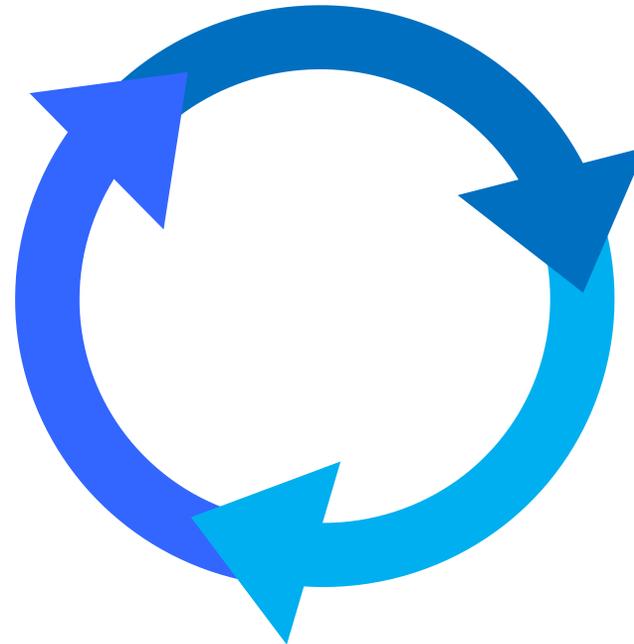
Steel Structure - RCC Structure



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



Deepak Goyal
Director-Operations

2 decades of professional experience in steel tube industry



Ashok Kumar Gupta
Vice Chairman

Steel industry veteran with 4 decades of experience



Neeru Abrol
Independent Director

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



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 &
Marketing Officer



Chetan Khandelwal
Chief Financial
Officer



CK Singh
Chief Operating Officer



Vaibhaav Sharma
Chief Information
Officer



Pankaj Sharma
Chief Human Resources
Officer



Vipul Jain
Company Secretary



Utkarsh Dwivedi
CEO
Dubai Operations

Thank You

For further information,
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