



**APLAPOLLO**<sup>®</sup>

**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**

**Q3FY25 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

- Q3FY25 at glance
- Financial Performance
- Business Strategy
- Demand Drivers
- ESG Engagement
- Team APL Apollo



# Q3FY25 at a Glance



828k Ton

**Sales Volume**

37% YoY increase  
9% QoQ increase



₹54.3 Bn

**Revenue**

30% YoY increase  
14% QoQ increase



₹3.5Bn

**EBITDA**

24% YoY increase  
150% QoQ increase



₹4,173

**EBITDA/ton**

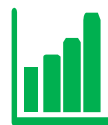
10% YoY decline  
129% QoQ increase



56%

**Value Added Sales mix**

Q2FY25 was 55%



₹368 Mn

**Interest Cost**

29% YoY increase  
1% QoQ increase



₹2.2Bn

**Net profit**

31% YoY increase  
303% QoQ increase



₹2.7Bn

**Cash profit**

26% YoY increase  
166% QoQ increase



2 days

**Net WC in 9MFY25**

FY24 was 1 day



20.7%

**ROCE in 9MFY25**

FY24 was 29.5%



16.4%

**ROE in 9MFY25**

FY24 was 22.2%



₹1.0Bn

**Net debt in 9MFY25**

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 9MFY25

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

# 9MFY25 at a Glance



2,308k Ton

**Sales Volume**

19% YoY increase



₹151.8 Bn

**Revenue**

14% YoY increase



₹7.9Bn

**EBITDA**

14% YoY decline



₹ 3,403

**EBITDA/ton**

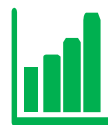
28% YoY decline



57%

**Value Added Sales mix**

9MFY24 was 57%



₹1,010 Mn

**Interest Cost**

23% YoY increase



₹4.6Bn

**Net profit**

17% YoY decline



₹ 6.1Bn

**Cash profit**

12% YoY decline



2 days

**Net WC in 9MFY25**

FY24 was 1 day



20.7%

**ROCE in 9MFY25**

FY24 was 29.5%



16.4%

**ROE in 9MFY25**

FY24 was 22.2%



₹1.0Bn

**Net debt in 9MFY25**

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 9MFY25

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

# Highest ever Quarterly Volume, EBITDA & PAT

Profit & Loss (Rs Mn)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25
<b>Sales Volume (k Ton)</b>	<b>552</b>	<b>423</b>	<b>602</b>	<b>605</b>	<b>650</b>	<b>662</b>	<b>675</b>	<b>604</b>	<b>679</b>	<b>721</b>	<b>758</b>	<b>828</b>
<b>Revenue</b>	42,147	34,386	39,692	43,271	44,311	45,449	46,304	41,778	47,657	49,743	47,739	54,327
<b>EBITDA</b>	2,661	1,939	2,319	2,729	3,229	3,072	3,250	2,796	2,804	3,016	1,380	3,456
<b>EBITDA/ton (Rs)</b>	4,823	4,587	3,850	4,510	4,970	4,645	4,817	4,631	4,132	4,183	1,821	4,173
<b>Net Profit</b>	1,766	1,207	1,502	1,692	2,018	1,936	2,029	1,655	1,704	1,932	538	2,170



# FINANCIAL PERFORMANCE



# De-commoditizing Product Portfolio (QoQ)

APL APOLLO TUBES

	Application	Q3FY24			Q4FY24			Q1FY25			Q2FY25			Q3FY25		
		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*	12	70	8,321	11	72	7,989	10	69	8,140	8	63	5,801	10	80	8,398
	Light	16	95	5,771	15	102	5,187	15	110	5,169	17	127	2,899	17	143	5,226
	General	41	249	1,771	40	272	1,802	40	288	1,944	45	338	-24	44	360	1,970
Apollo Z	Rust-proof	20	124	6,144	23	156	4,865	23	168	4,958	20	150	2,567	20	166	5,199
	Coated	6	36	7,516	6	40	6,023	7	52	5,757	7	51	3,395	6	46	5,921
Apollo Galv	Agri/Industrial	5	30	6,452	5	37	5,725	5	34	5,698	4	29	3,340	4	34	5,805
<b>Total</b>		<b>100</b>	<b>604</b>	<b>4,631</b>	<b>100</b>	<b>679</b>	<b>4,132</b>	<b>100</b>	<b>721</b>	<b>4,183</b>	<b>100</b>	<b>758</b>	<b>1,821</b>	<b>100</b>	<b>828</b>	<b>4,173</b>

Standard products with EBITDA around Rs 2,000/ Ton

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

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



# De-commoditizing Product Portfolio (YoY)

Product Category	Application	FY21			FY22			FY23			FY24			9MFY25			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	162	7,534	9	247	8,188	9	212	7,544	748	1,032
	Light	21	352	5,649	19	336	6,683	18	407	5,134	16	421	5,760	16	379	4,430	955	1,023
	General	43	713	1,658	37	647	2,212	44	1,005	2,015	42	1,103	2,005	43	987	1,279	1,375	1,500
Apollo Z	Rust-proof	25	409	6,692	33	575	7,710	25	567	7,214	23	593	6,120	21	484	4,299	675	825
	Coated	-	-	-	0	0	-	2	39	5,731	5	125	6,483	6	149	4,995	300	300
Apollo Galv	Agri/Industrial	4	71	6,040	4	76	6,442	4	99	5,667	5	129	6,372	4	97	5,032	240	320
<b>Total</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>2,618</b>	<b>4,553</b>	<b>100</b>	<b>2,308</b>	<b>3,403</b>	<b>4,293</b>	<b>5,000</b>

Standard products with EBITDA around Rs 2,000/ Ton

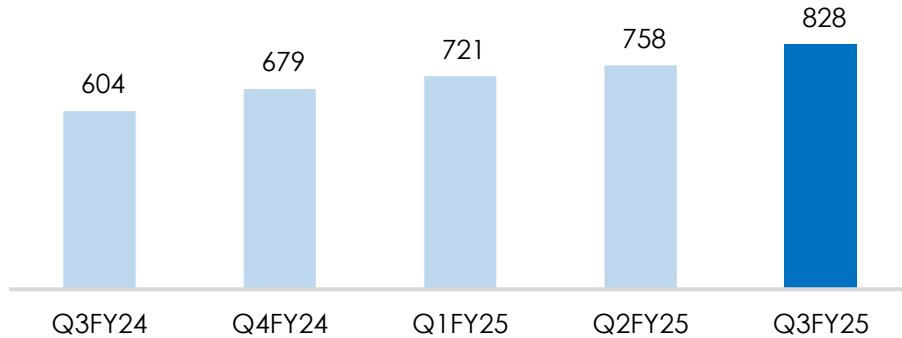
Value added products with EBITDA more than Rs 5,000/Ton

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

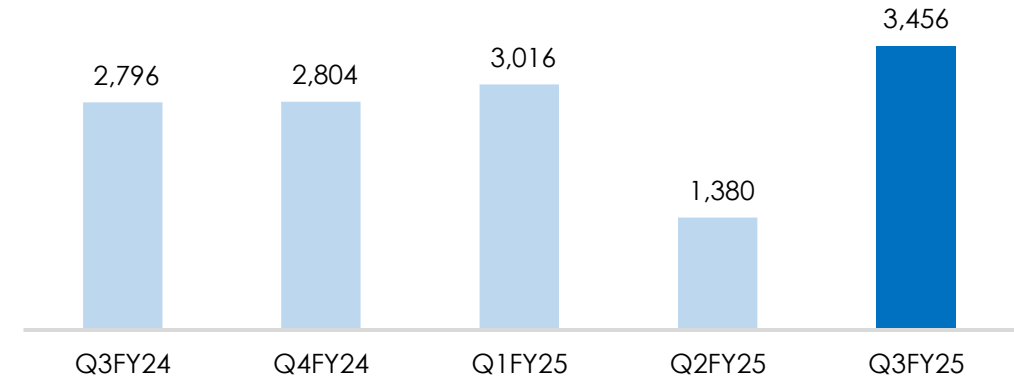
\*\* proposed capacity of 5Mn Ton to be completed by FY25

# Growing Strength to Strength

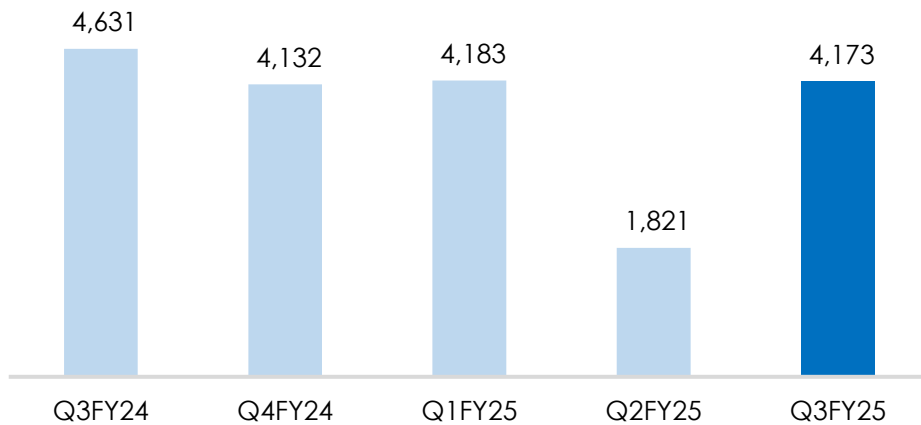
## Volume (K Ton)



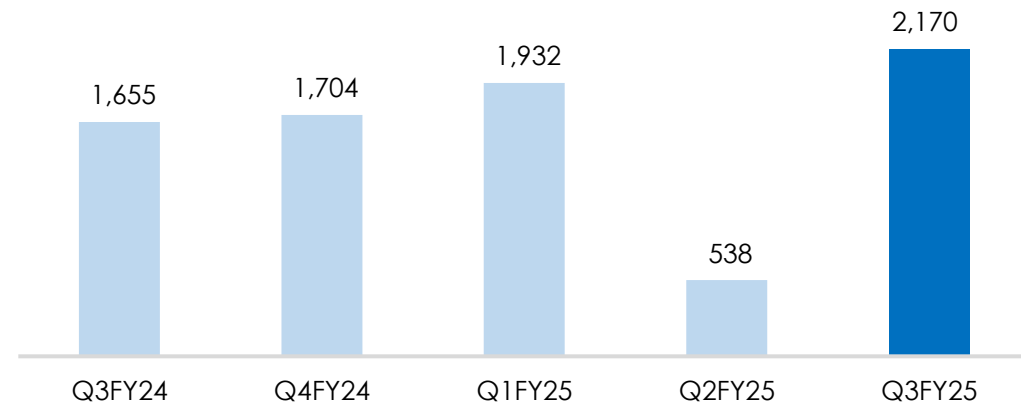
## EBITDA (Rs Mn)



## EBITDA/Ton (Rs)



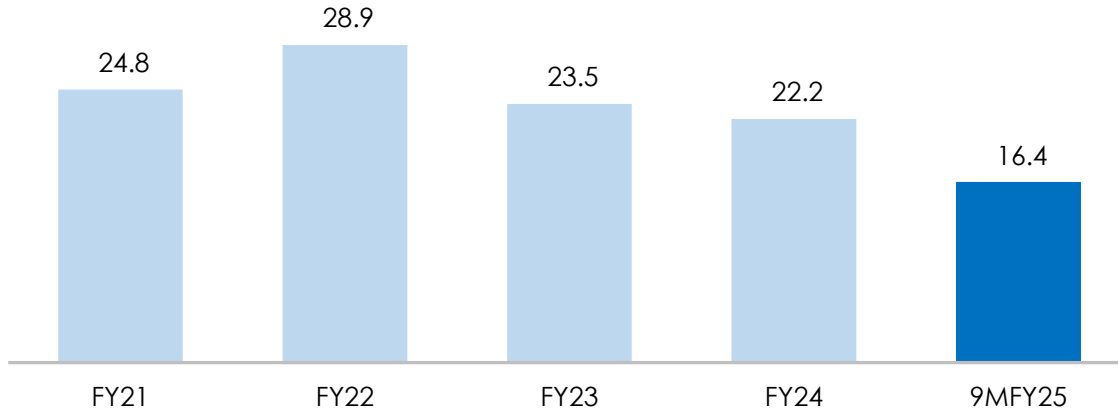
## Net Profit (Rs Mn)



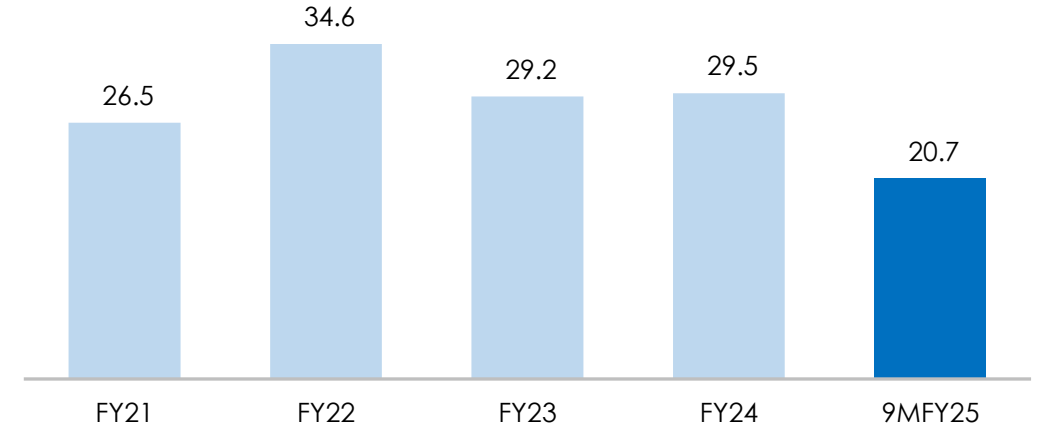
1. Sales Volume and Financials are on consolidated basis  
2. EBITDA has been calculated without other income

# Growing Strength to Strength

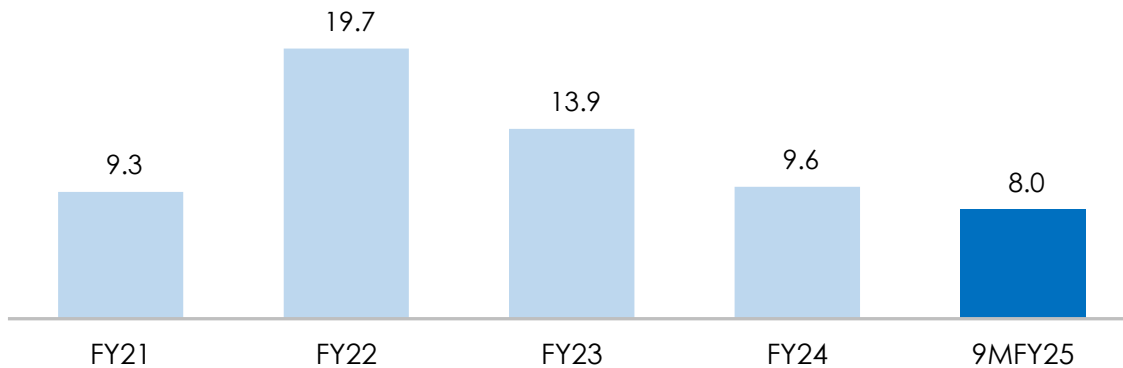
**ROE (%)**



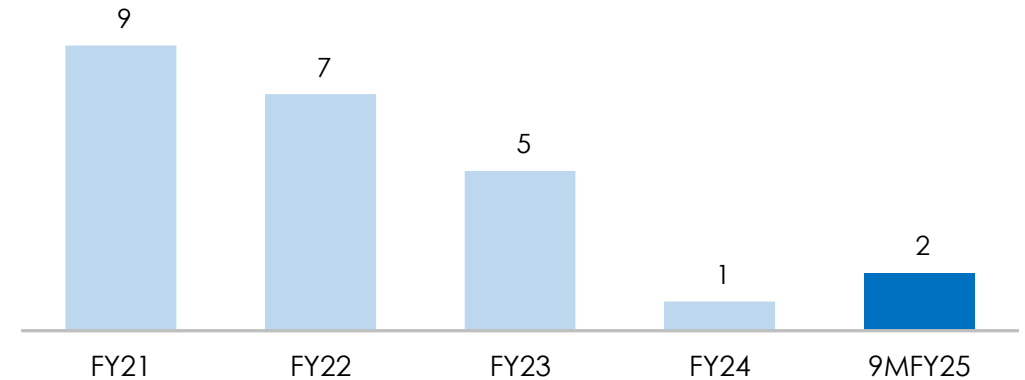
**ROCE (%)**



**Interest Coverage Ratio (x)**



**Net Working Capital Days**



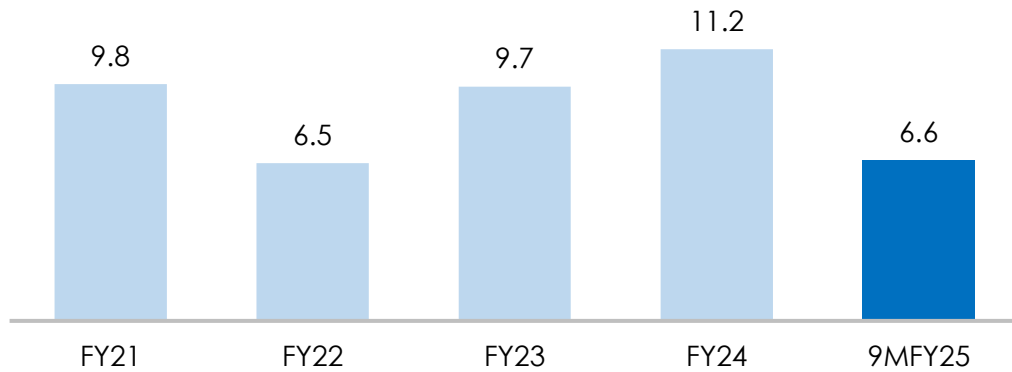
APL APOLLO TUBES

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

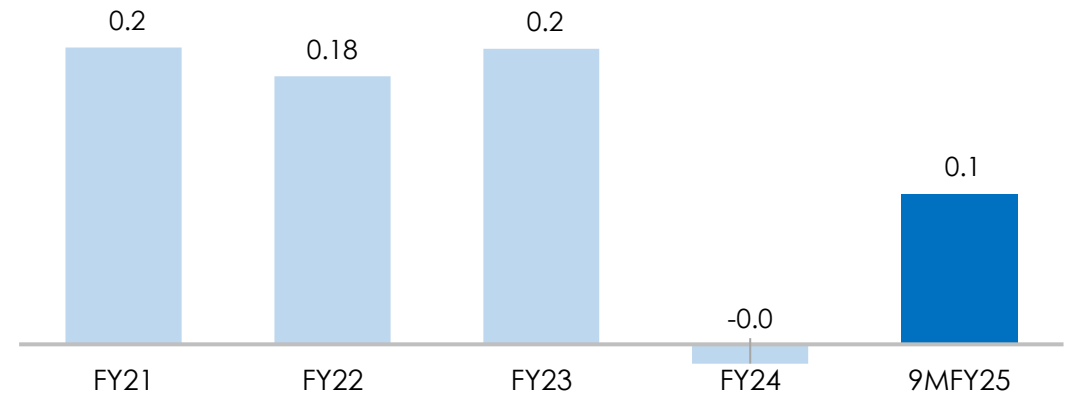


# Growing Strength to Strength

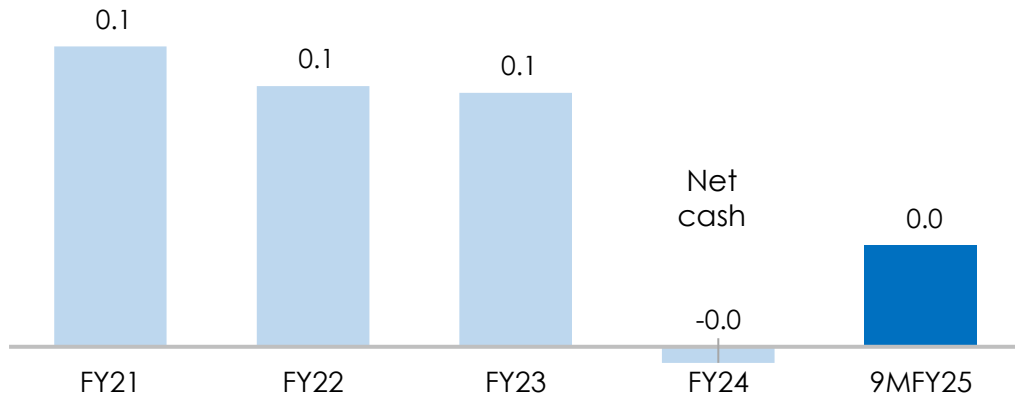
**Operating Cash Flow (Rs Bn)**



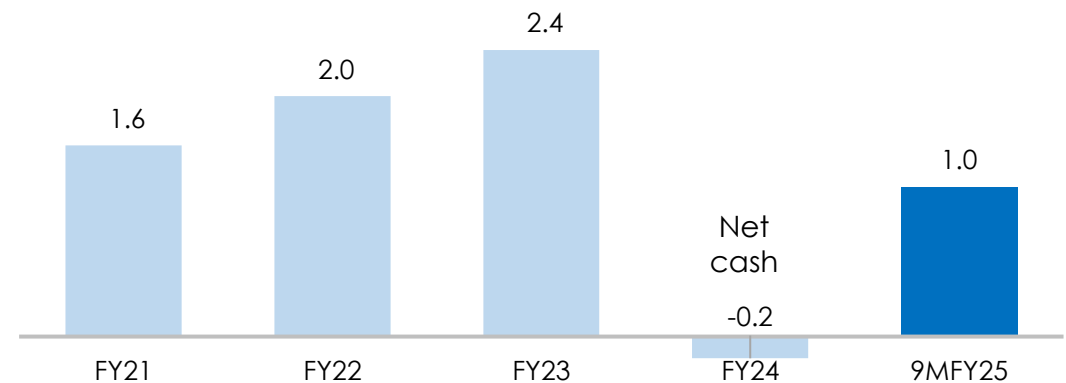
**Net Debt/EBITDA (x)**



**Net Debt/ Equity (x)**

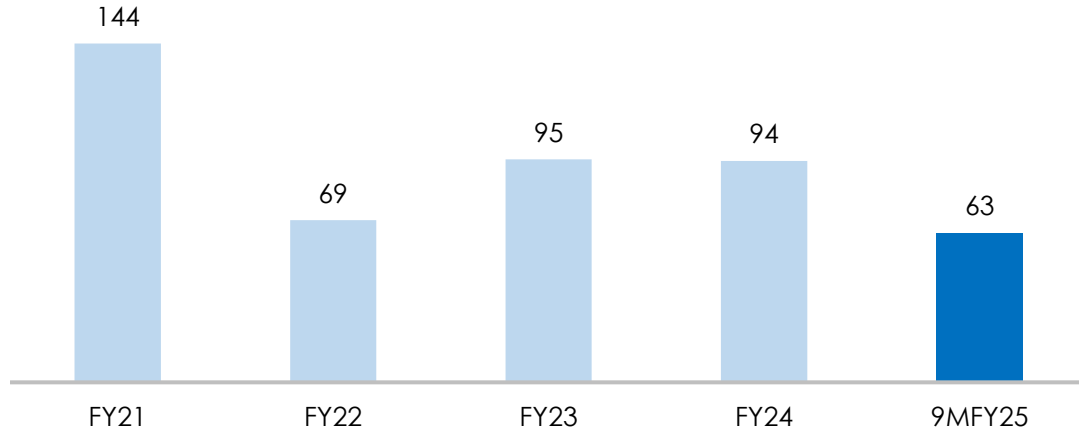


**Net Debt/ (cash) (Rs Bn)**

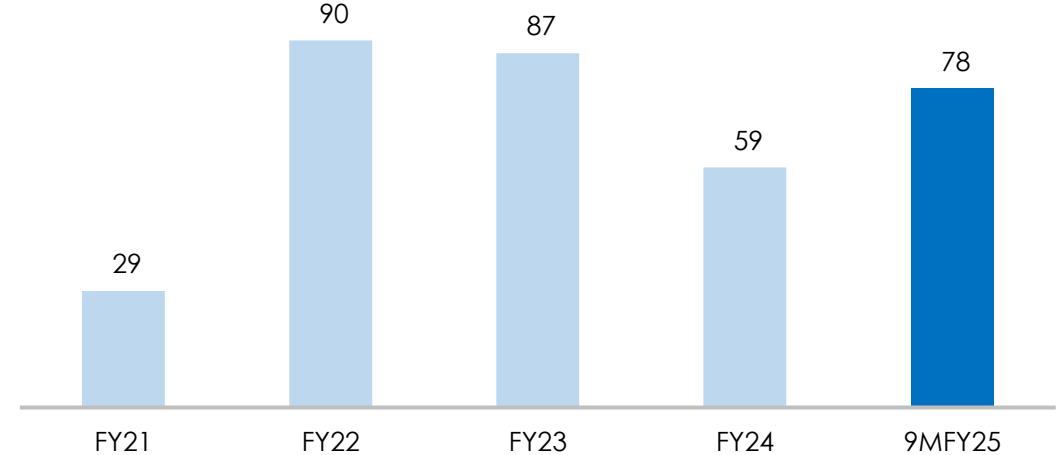


# Growing Strength to Strength

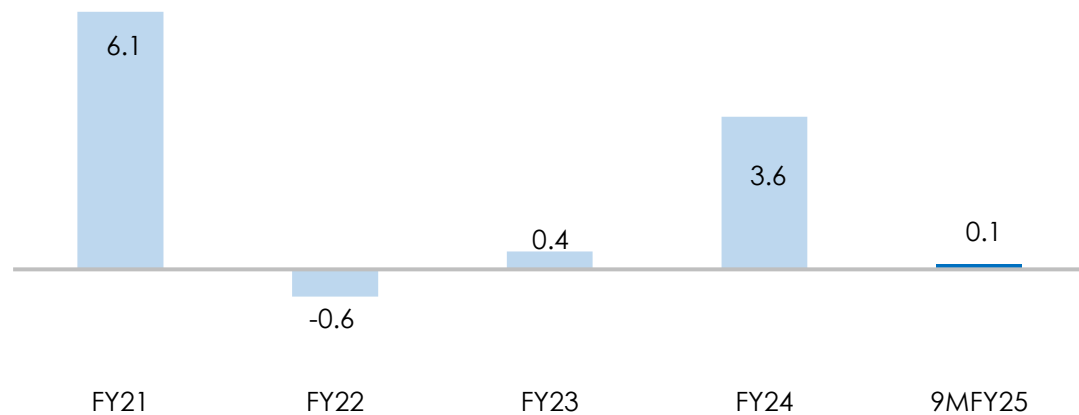
## Operating Cashflow to EBITDA (%)



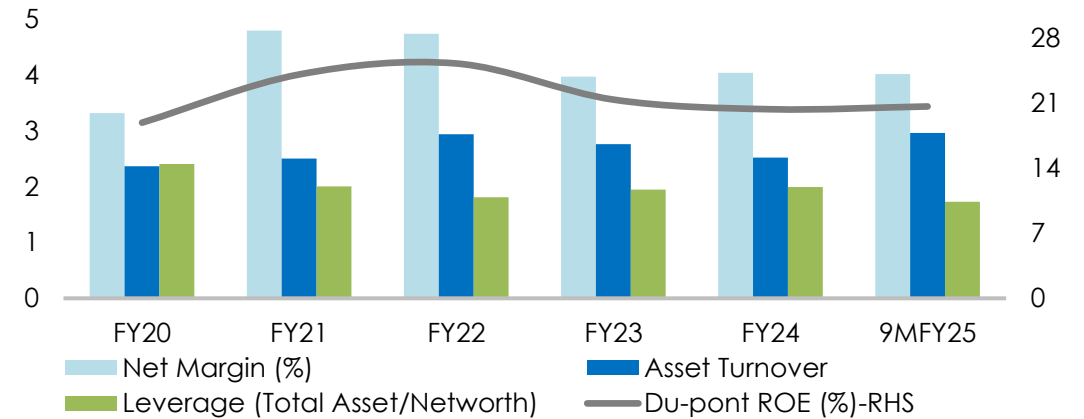
## Capex to Op. Cash flow (%)



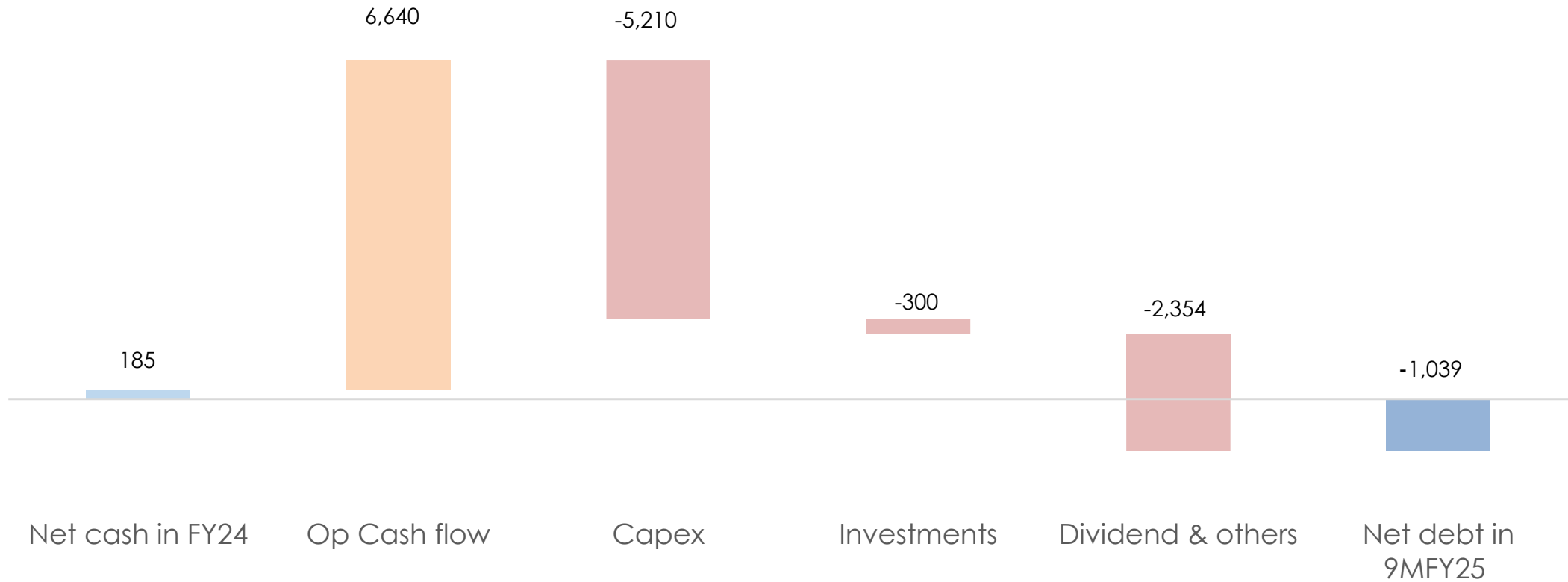
## FCF (Rs Bn)



## 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)	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	9MFY24	9MFY25
<b>Sales Volume (K Ton)</b>	<b>604</b>	<b>679</b>	<b>721</b>	<b>758</b>	<b>828</b>	<b>1,940</b>	<b>2,308</b>
Net Revenue	41,778	47,657	49,743	47,739	54,327	1,33,531	1,51,809
Raw Material Costs	35,854	41,326	42,697	42,419	46,623	1,14,846	1,31,739
Employee Costs	644	700	801	872	899	1,876	2,571
Other expenses	2,484	2,827	3,229	3,068	3,350	7,691	9,646
<b>EBITDA</b>	<b>2,796</b>	<b>2,804</b>	<b>3,016</b>	<b>1,380</b>	<b>3,456</b>	<b>9,118</b>	<b>7,853</b>
EBITDA/ton (Rs)	4,631	4,132	4,183	1,821	4,173	4,700	3,403
Other Income	150	186	247	148	216	563	611
Interest Cost	285	311	278	364	368	823	1,010
Depreciation	471	466	465	469	503	1,293	1,437
Tax	535	508	589	158	631	1,945	1,378
<b>Net Profit</b>	<b>1,655</b>	<b>1,704</b>	<b>1,932</b>	<b>538</b>	<b>2,170</b>	<b>5,620</b>	<b>4,639</b>

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Trading revenue for Q3FY25 was Rs 4.5Bn

# Balance Sheet & Cash flow (Consol)

Balance Sheet - Assets (Rs mn)	FY24	9MFY25
Cash & Bank Balance	11,430	5,471
Receivables	1,391	1,523
Inventories	16,379	14,672
Other current assets	4,237	4,200
Fixed assets (net)	32,336	35,840
Right to use Assets	1,103	1,583
Investments	1,027	1,426
Other assets/goodwill	3,964	3,705
<b>Total Assets</b>	<b>71,868</b>	<b>68,421</b>

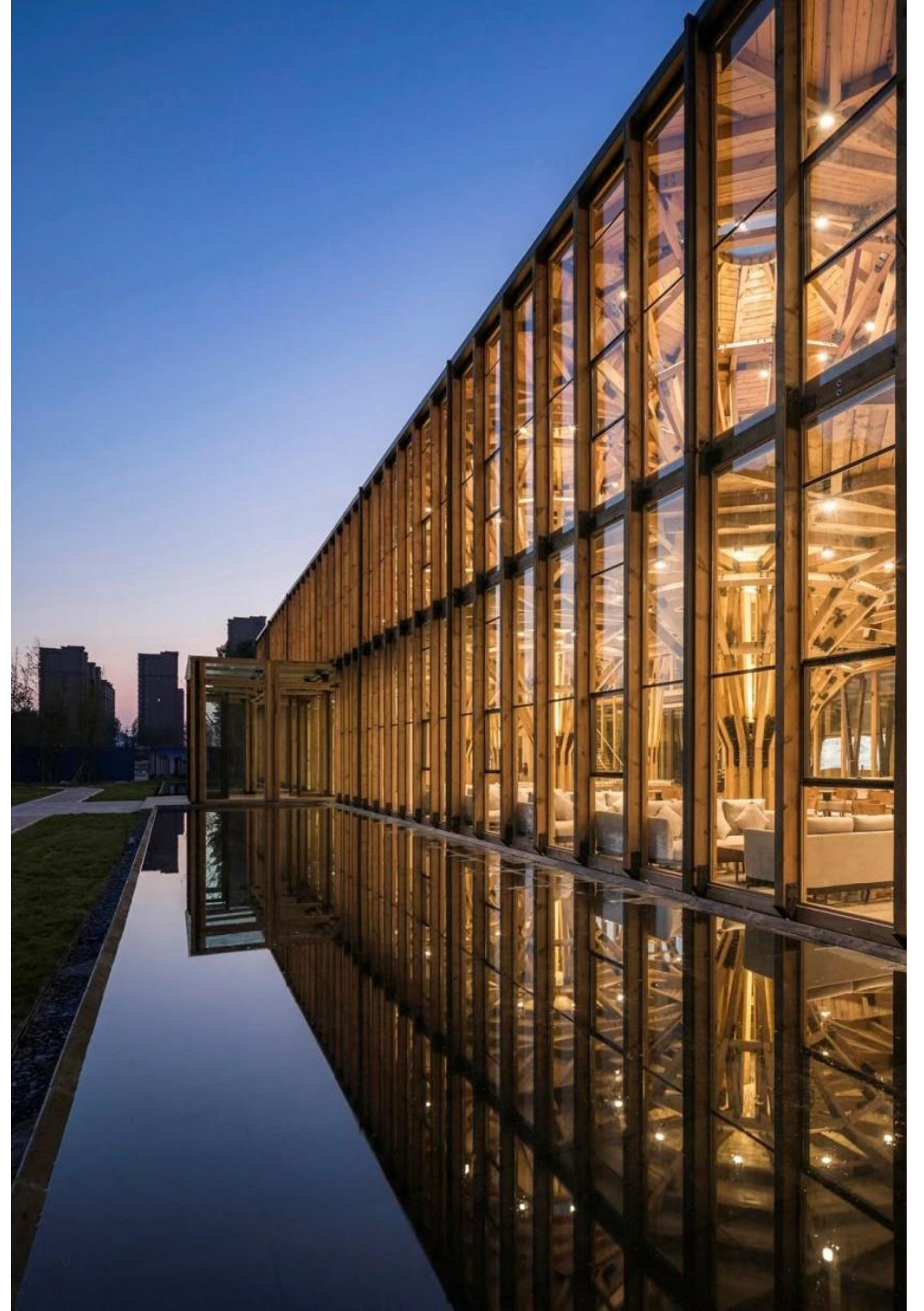
Balance Sheet - Liabilities (Rs mn)	FY24	9MFY25
Trade payables	19,816	17,728
Other current liabilities	1,757	1,492
Debt	11,245	6,510
Others	3,002	3,267
Minority Interest	0	0
Shareholders' funds	36,046	39,424
<b>Total Equity &amp; Liabilities</b>	<b>71,868</b>	<b>68,421</b>

Cashflow Statement (Rs mn)	FY24	9MFY25
EBITDA	11,922	7,853
Change in receivables	-1	-132
Change in inventory	-1,595	1,708
Change in payables	3,846	-2,088
Change in other WC	-1,533	67
Tax	-2,180	-1,378
Others/ Income	749	611
<b>Operating cash flow</b>	<b>11,209</b>	<b>6,640</b>
Capex	-6,618	-5,210
Investments	-44	-300
Interest	-941	-1,010
<b>Free cash flow</b>	<b>3,605</b>	<b>120</b>
Dividend payments	-1,387	-1,526
Capital increase	28	170
Others	372	12
Net change in cash flow	2,619	-1,224
Net debt beginning	-2,434	185
<b>Net debt end</b>	<b>185</b>	<b>-1,039</b>

\*Balance sheet and cash flow numbers for 9MFY25 are provisional

\*\* In this presentation we have classified Rs 0.23bn FD under cash and cash equivalents for 9MFY25 which has been classified under Other financial Assets due to maturity of less than 365 days

# DEMAND DRIVERS

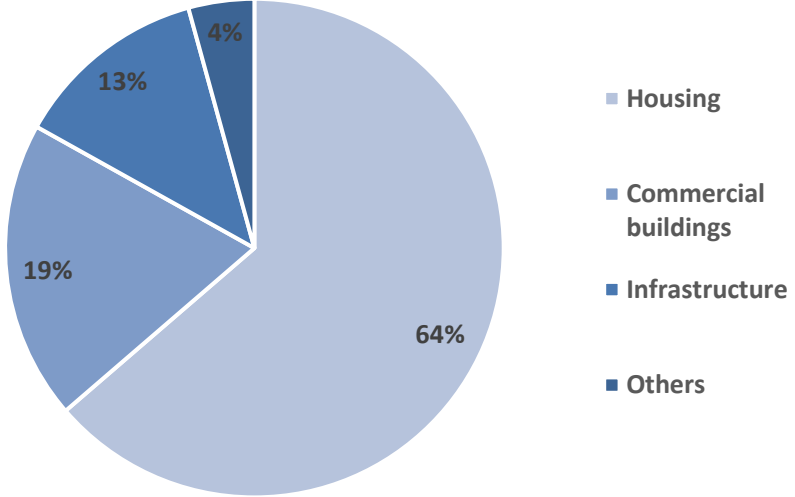




# Structural Steel Tube Applications

APL APOLLO TUBES

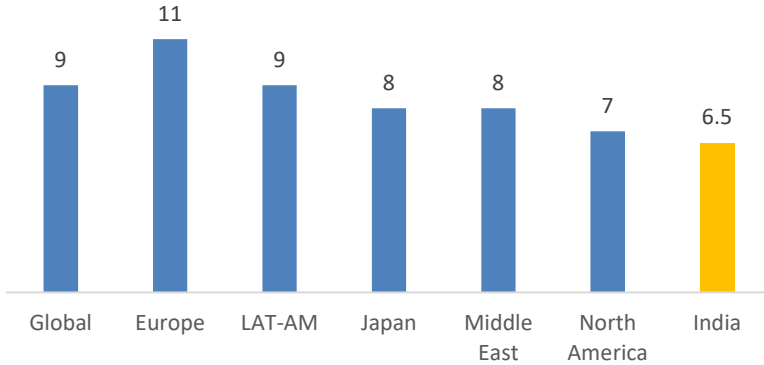
Application Mix



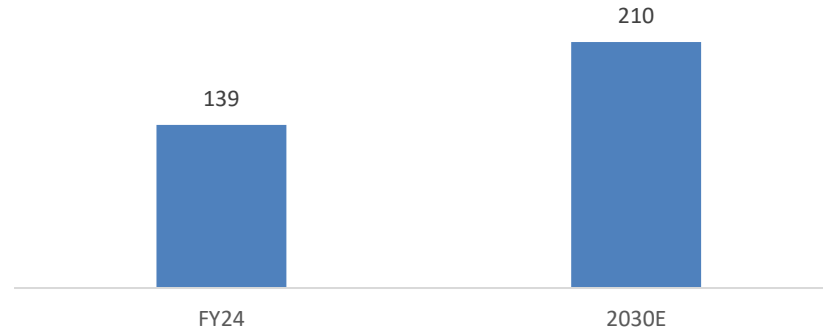
\*As per Q1FY25 revenue

# India Structural Steel Tube market potential

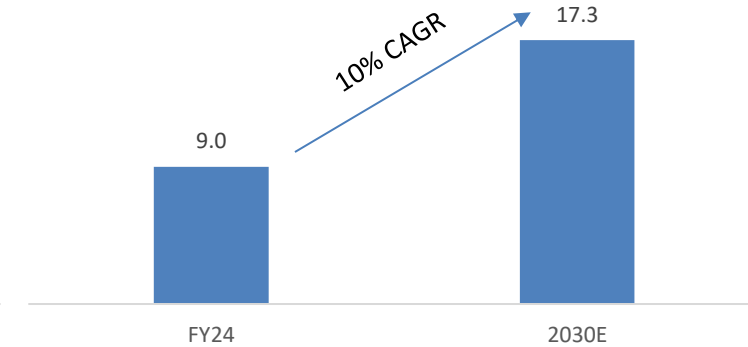
Structural steel tubes as % of steel market (FY24)



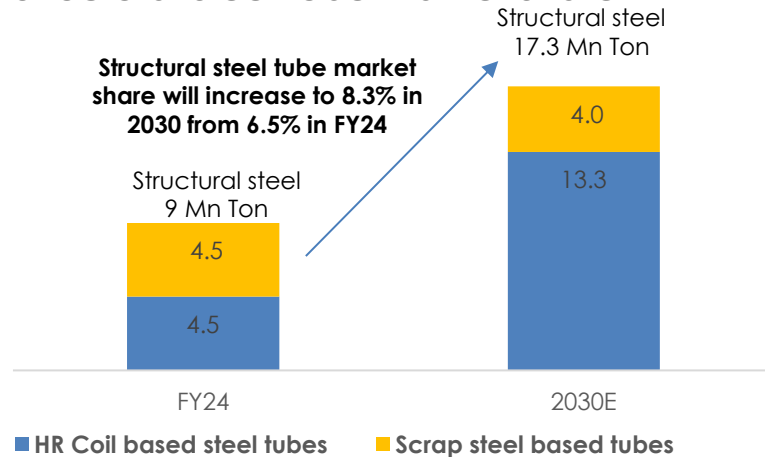
Crude steel production in India (Mn Ton)



Structural steel tubes in India (Mn Ton)



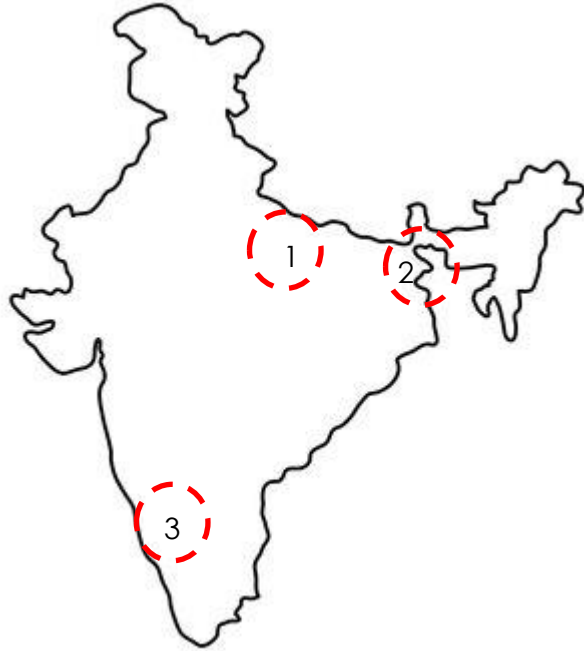
Structural steel tube market share



**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



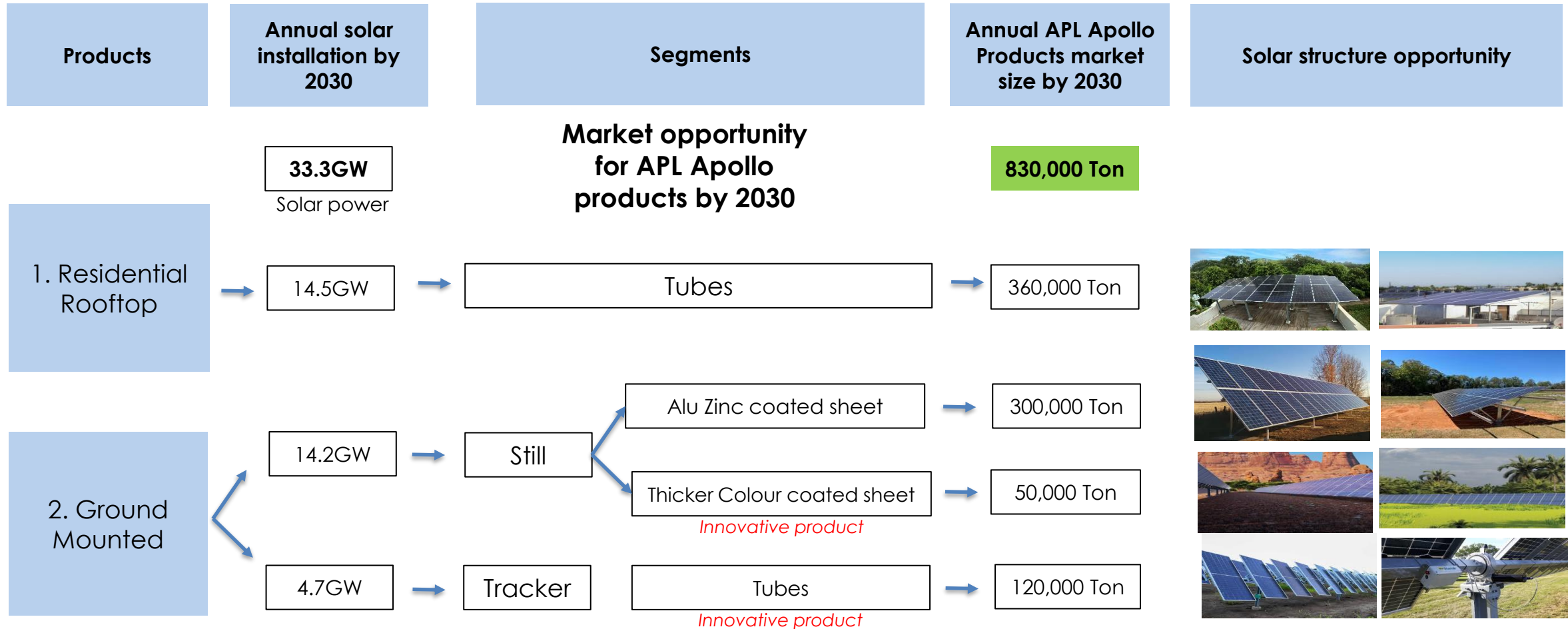
Brownfield expansion  
90,000 Ton



**Total Capacity by FY26**  
**5 Mn Ton**



# Solar structure opportunity for structural tubes



## Why structural steel tube is a preferred solution

Cost Effective,  
Eco-Friendly

Higher  
Strength

Faster  
Construction

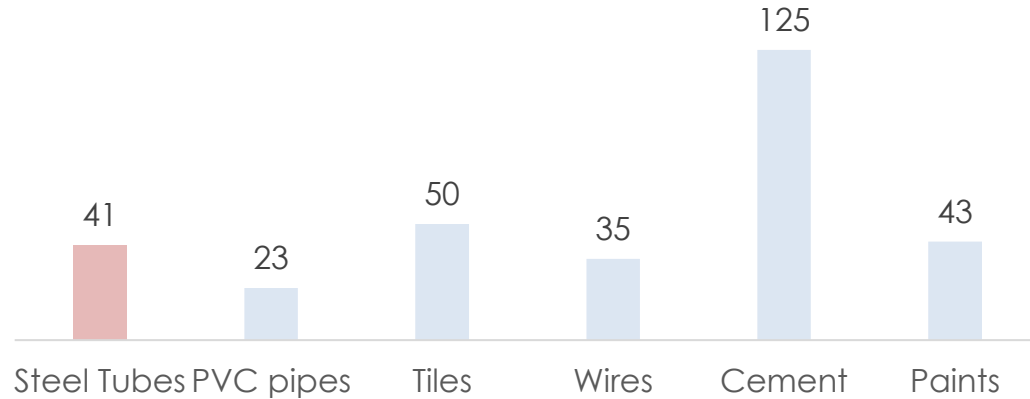
Lower steel  
consumption

Reduces overall  
project cost

# Steel Tube usage in housing/commercial buildings

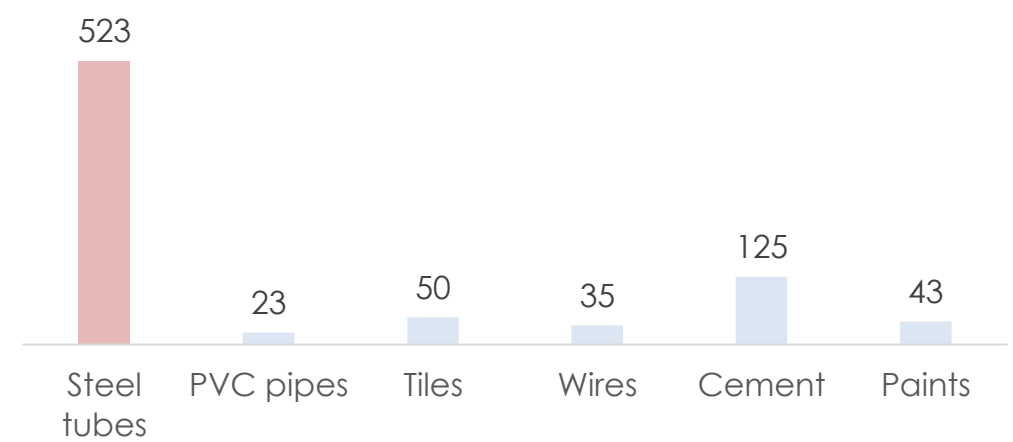
## Housing

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

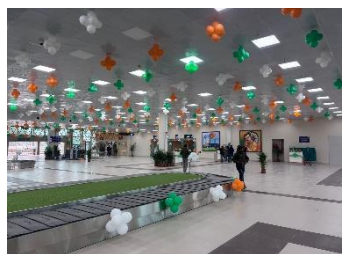
\*Building with complete structure on tubes

# 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

<b>50</b> projects	<b>50mn sq. ft.</b> Visibility	<b>220,000 ton</b> heavy structural steel tubes
-----------------------	-----------------------------------	--

**Ongoing enquiries**



Airport, Uttar Pradesh



Hospital, Delhi



Hospital, Delhi



Hospital, Delhi



University campus, Roorkee



Railway Station, Andhra Pradesh



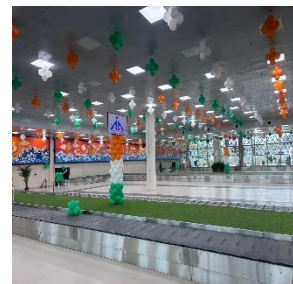
Hospital, Delhi



Commercial building, Delhi



Hospital, Imphal



Airport, Uttar Pradesh



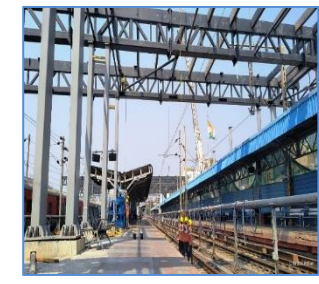
MES housing society, Delhi



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 FY2023 SCORE**

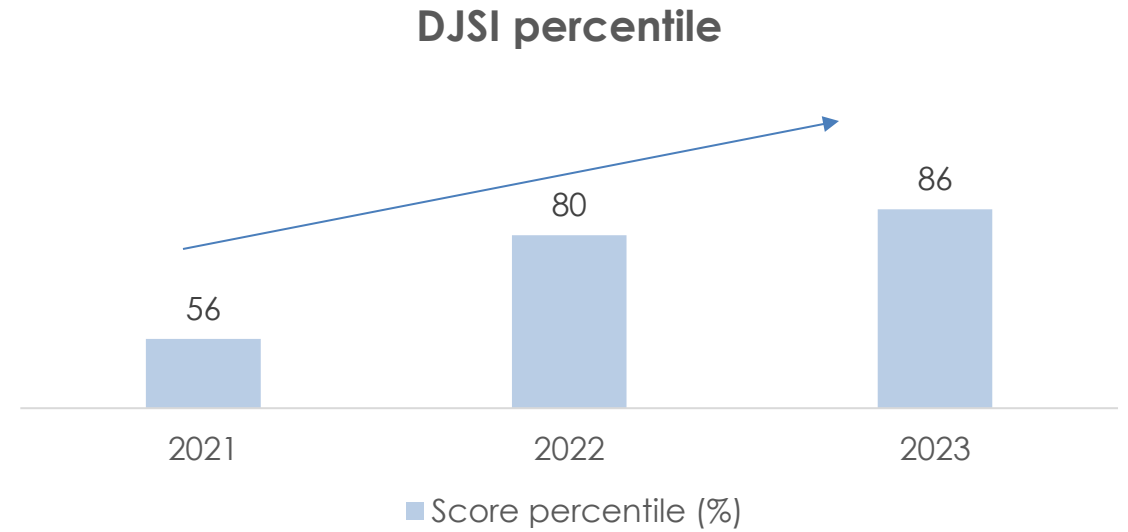
**APL APOLLO TUBES**  
**STANDS AT 86<sup>TH</sup>**  
PERCENTILE

(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



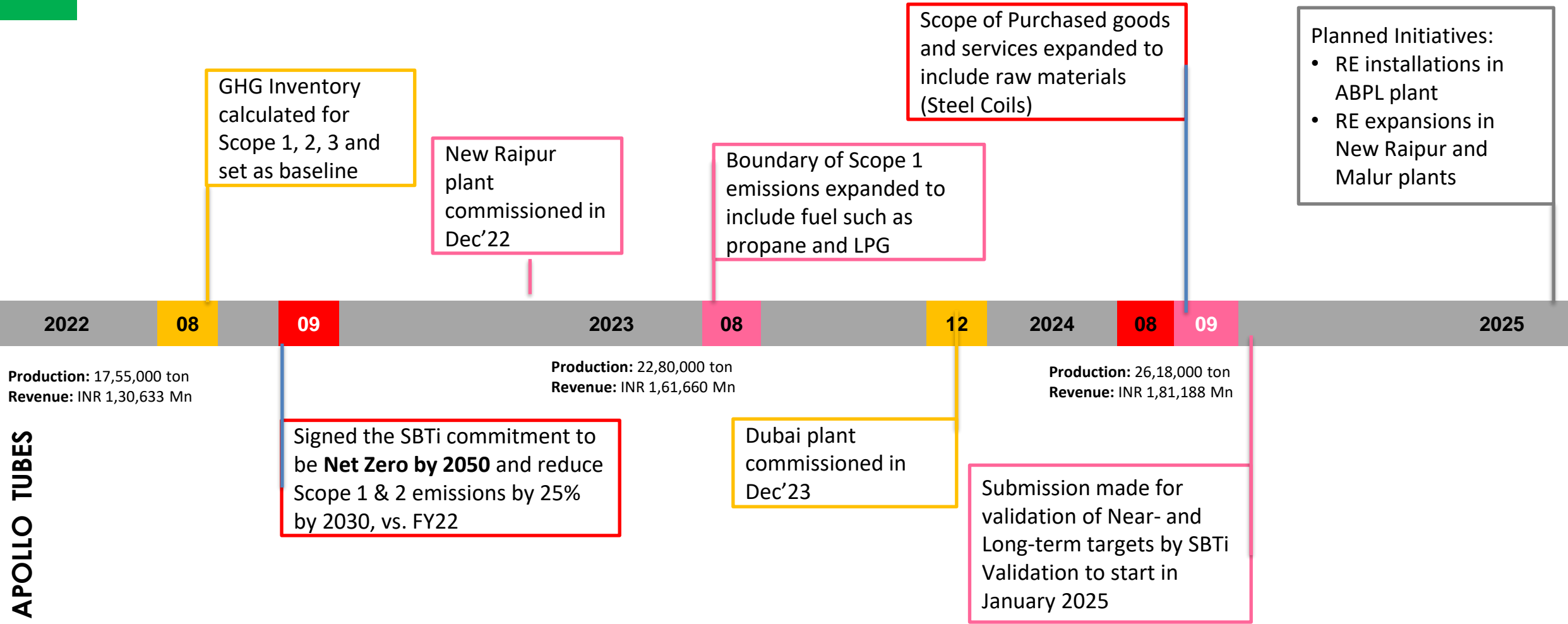
**APL APOLLO SCORED 86<sup>TH</sup> PERCENTILE IN 2023**

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



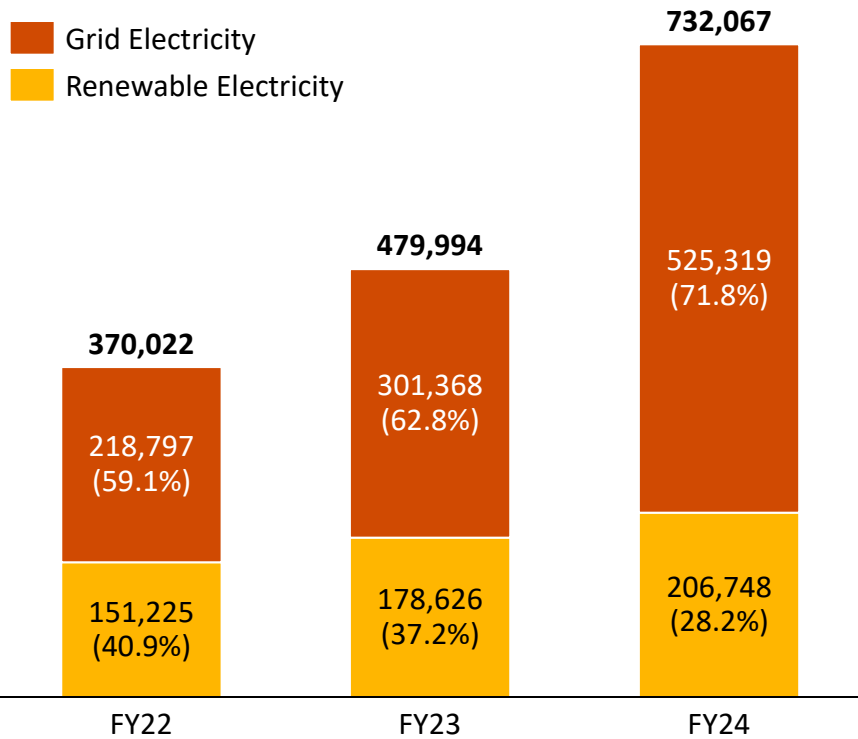
# Scope 1 & 2 emissions reduction by 25% by 2030; Net Zero by 2050

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

- 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

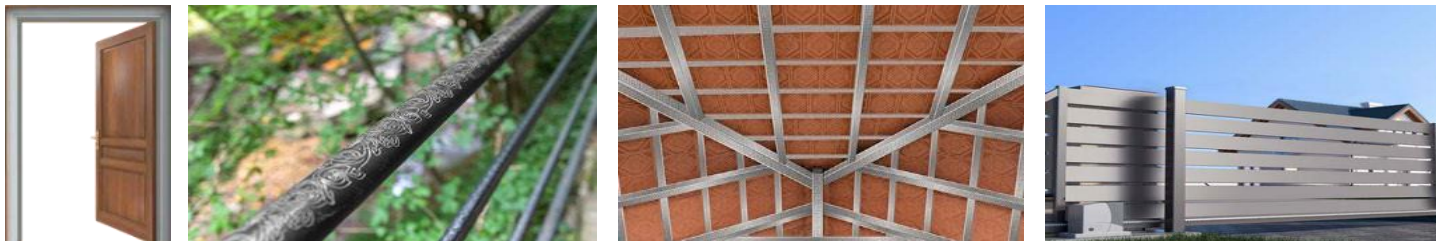
- Committed to reducing Scope 1&2 emissions by 25% by 2030 **E**
- Committed to set near term and Net Zero targets by 2050 **E**
- Renewable energy contribution to be 47% by 2030 from 38% **E**
- Targeted to increase the female workforce by 1% every year **S**
- CSR initiatives in the local communities 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 **1<sup>st</sup>** 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 **1<sup>st</sup>** Company to innovate **narrow and thicker color coated** galvanized sheets which will save more trees

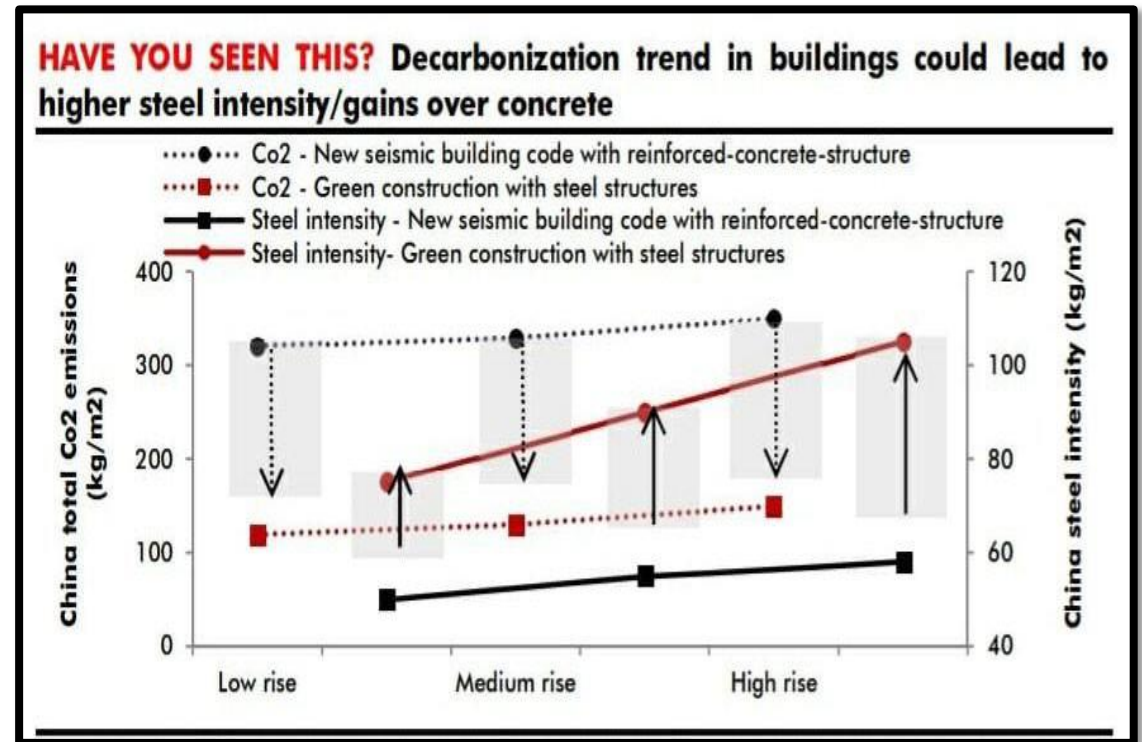


# Steel Buildings = Decarbonization

- 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 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



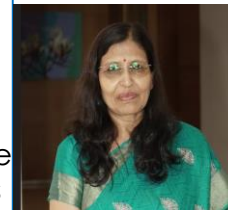
## H.S. Upendra Kamath Independent Director

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.



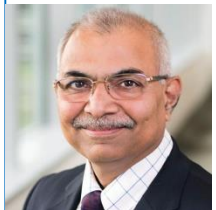
## Dinesh Kumar Mittal Independent Director

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,  
please contact:

---

## **Anubhav Gupta**

APL Apollo Tubes Ltd  
Tel: +91 120 691 8000  
Email: [anubhav@aplapollo.com](mailto:anubhav@aplapollo.com)

## **Shubham Mittal**

APL Apollo Tubes Ltd  
Tel: +91 120 691 8000  
Email: [shubhammittal@aplapollo.com](mailto:shubhammittal@aplapollo.com)

## **Deepak Goyal**

APL Apollo Tubes Ltd  
Tel: +91 120 691 8000  
Email: [deepakgoyal@aplapollo.com](mailto:deepakgoyal@aplapollo.com)

