

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

- Q1FY25 at glance
- Financial Performance
- Business Strategy
- New Initiatives
- ESG Engagement
- Team APL Apollo



Q1FY25 at a Glance



721k Ton
Sales Volume
9% YoY increase

6% QoQ increase



₹ 49.7 Bn

Revenue

9% YoY increase 4% QoQ increase



₹3.0Bn

EBITDA

2% YoY decline 8% QoQ increase



₹ 4,183

EBITDA/ton

10% YoY decline 1% QoQ increase



60%

Value Added Sales mix

Q1FY24 was 57%



₹278 Mn

Interest Cost

3% YoY increase 11% QoQ decline



₹1.9Bn

Net profit

YoY unchanged 13% QoQ increase



₹ 2.4Bn

Cash profit

2% YoY increase 10% QoQ increase



4 days

Net WC in Q1FY25 FY24 was 1 day



24%

ROCE in Q1FY25

FY24 was 29.5%



20.3%

ROE in Q1FY25

FY24 was 22.2%



₹1.5Bn

Net debt in Q1FY25

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

Note3: NWC/ROCE/ROE have been annualized for FY25 on basis of Q1FY25 Note 4: EBIT has been calculated without other income for ROCE calculation

Highest ever Quarterly Sales Volume and Revenue

Profit & Loss (Rs Mn)	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
Sales Volume (k Ton)	427	403	552	423	602	605	650	662	675	604	679	721
Revenue	30,839	32,304	42,147	34,386	39,692	43,271	44,311	45,449	46,304	41,778	47,657	49,743
EBITDA	2,222	2,023	2,661	1,939	2,319	2,729	3,229	3,072	3,250	2,796	2,804	3,016
EBITDA/ton (Rs)	5,199	5,023	4,823	4,587	3,850	4,510	4,970	4,645	4,817	4,631	4,132	4,183
Net Profit	1,461	1,279	1,766	1,207	1,502	1,692	2,018	1,936	2,029	1,655	1,704	1,932

FINANCIAL PERFORMANCE



APL APOLLO TUBES

De-commoditizing Product Portfolio

			Q1FY2	24		Q2FY2	4		Q3FY24	4		Q4FY24	4		Q1FY2	25
	Application	Sales Mix	v Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton_	Sales Mix	Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton	Sales Mix	x_Vol	EBITDA/Ton_
		(%)_	(K Ton)) (Rs)	(%)_	(K Ton)	(Rs)	(%)	(K Ton)	(Rs)	(%)	(K Ton)	(Rs)	(%)	(K Ton)	(Rs)
	Heavy	7	45	5 7,711	8	3 51	8,481	10	0 62	2 8,177	7 9	9 64	4 7,845	<u> </u>	8 58	8 7,901
Apollo	Super Heavy	1	4	8,777	1	1 5	5 10,014	, 1	1 7	7 9,551	1	1 8	3 9,210)	2 11	1 9,425
Structural	Light	17	7 111	5,775	5 17	7 113	6,258	3 16	6 95	5 5,771	115	5 102	2 5,187	715	5 110	0 5,169
	General	43	3 282	2,252	2 45	5 301	2,152	2 41	1 249	9 1,771	140	272	2 1,802	2 40	0 288	8 1,944
Apollo Z	Rust-proof	26	170	6,749	21	1 144	4 6,721	20) 124	4 6,144	4 23	3 156	4,865	5 23	3 168	8 4,958
	Coated	3	3 19	4,044	, 4	4 29	7,472	2 6	6 36	3 7,516	ό t	6 40	0 6,023	3	7 52	2 5,757
Apollo Galv	Agri/Industrial	l 5	30	6,196	, ţ	5 32	2 7,196	5 5	5 30) 6,452	2	5 37	7 5,725	<u>5</u> .	5 34	4 5,698
Total		100	662	2 4,645	100	0 675	5 4,817	7 100	0 604	4,631	1 100	0 679	9 4,132	2 100	0 721	1 4,183

Standard products with EBITDA around Rs 2,000/ Ton

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

De-commoditizing Product Portfolio

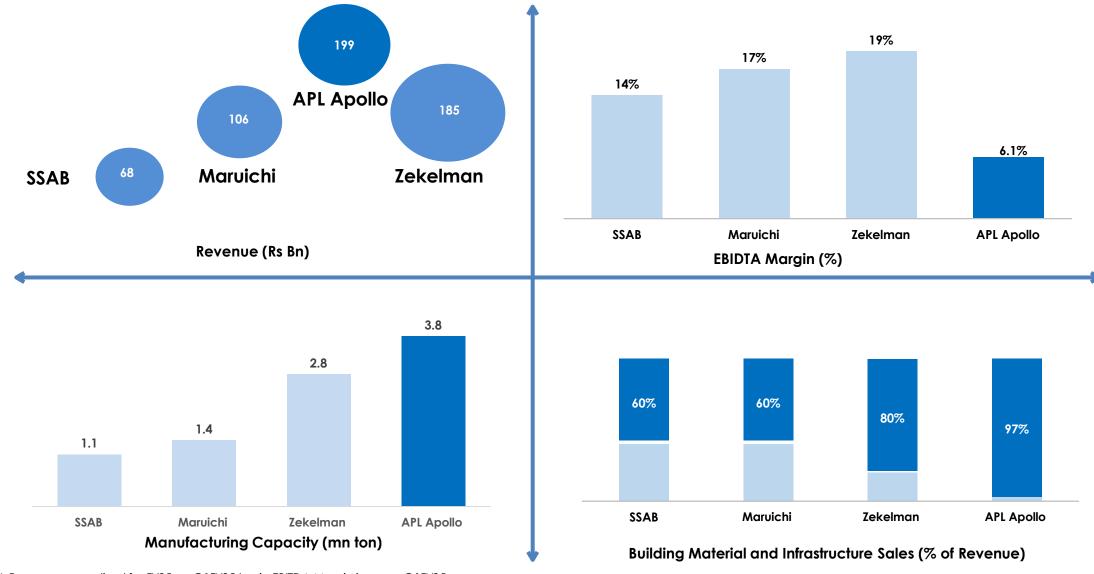
			FY2	20		FY2	21		F	Y22		FY	Y23		FY2	24		Proposed Capacity
Product Category	Application	n Sales Mix	Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton	Sales Mix	S Vol.	EBITDA/Ton	Sales Mix	Vol.	EBITDA/Ton	Sales Mix	N/A	EBITDA/Ton	n (KTon)	(KTon)
		(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	n) (Rs)	(%)	(KTon)	n) (Rs)	(%)	(KTon)	n) (Rs)		
	Heavy	6	6 101	4,000) (6 95	5 4,721	1 7	7 121	21 7,422	2 -	7 160	7,505	5 '	9 223	23 8,057	7 352	2 58
	Super Heavy	у -	-			-			-		(0 2	2 9,604	4	1 24	24 9,395	5 196	6 44
Apollo	Light	8	3 134	4,778	3 21	1 352	2 5,649	9 19	9 336	36 6,683	3 18	8 407	5,134	4 16	6 421	21 5,760	0 905	5 1,22
	General	55	5 898	8 1,361	1 43	3 713	3 1,658	8 37	7 647	17 2,212	2 4	4 1,005)5 2,015	<u>5 4</u> '	2 1,103)3 2,005	5 1,200	0 1,30
Apollo Z	Rust-proof	25	5 401	5,279	9 25	5 409	9 6,692	2 33	3 575	⁷ 5 7,710	0 25	5 567	57 7,214	4 23	3 593	93 6,120	0 675	5 82
	Coated	-						0	J	0		2 39	5,731	1	5 125	25 6,483	3 300	0 3
Apollo Galv	Agri/ Industrial	6	6 99	9 3,952	<u>,</u>	4 71	1 6,040	J ,	4 76	⁷ 6 6,442	2 ,	4 99			5 129			
Total		100	0 1,633	3 2,923	<u>; 10</u> (0 1,640	0 4,138	8 100	0 1,755	5,386	6 100	0 2,280	30 4,481	1 10 ^t	0 2,618	8 4,553	3 3,808	8 5,0
					_													
				oducts with Rs 2,000/ Ton	h								Value added	d prod	ucts wit	th EBITDA		

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

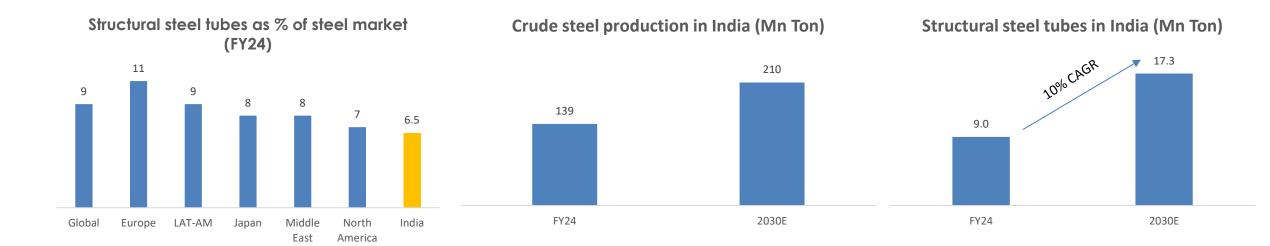
^{*}ABPL (New Raipur) products have been re-classified in heavy, Super Heavy, Light and Coated Products

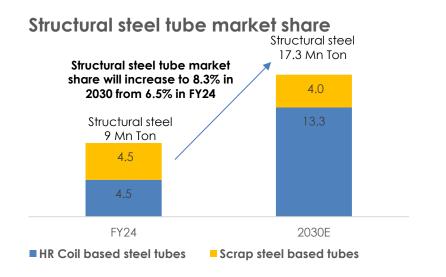
^{**} proposed capacity of 5Mn Ton to be completed by FY25

Global Peer Benchmarking



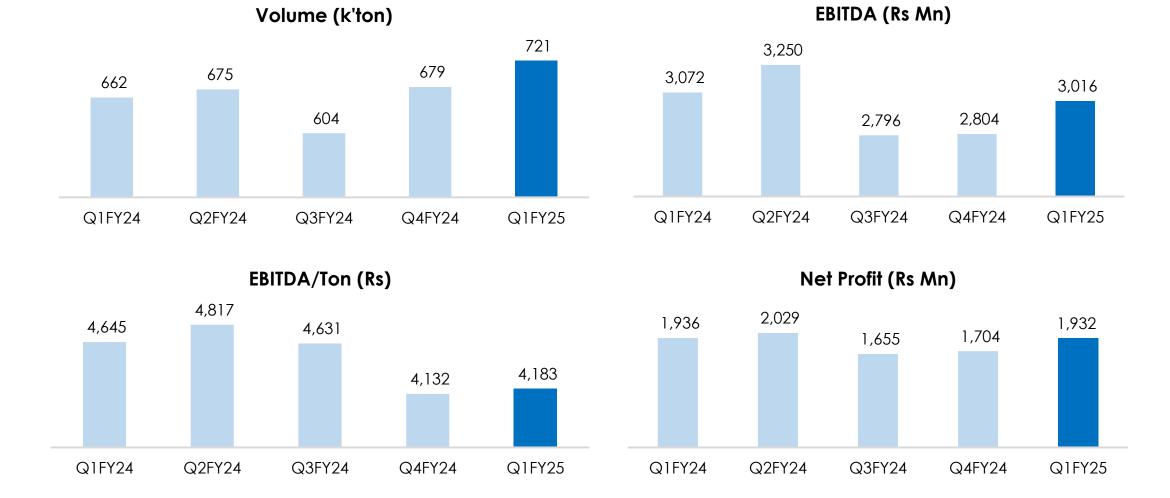
India Structural Steel Tube market potential





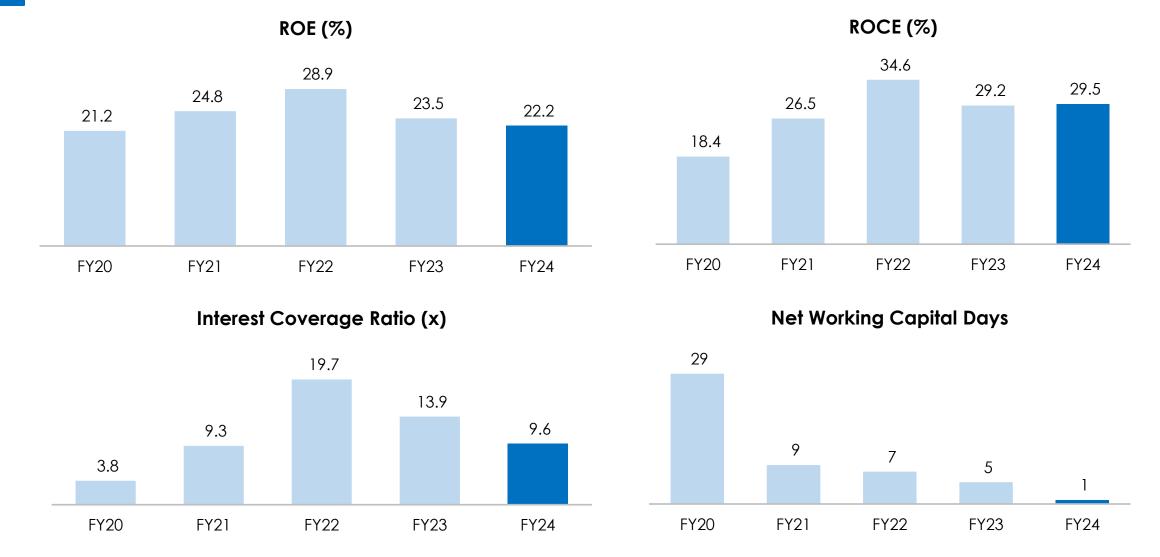
HR Coil based steel tube market (APL Apollo's addressable market) to grow faster vs scrap steel based tube market due to:

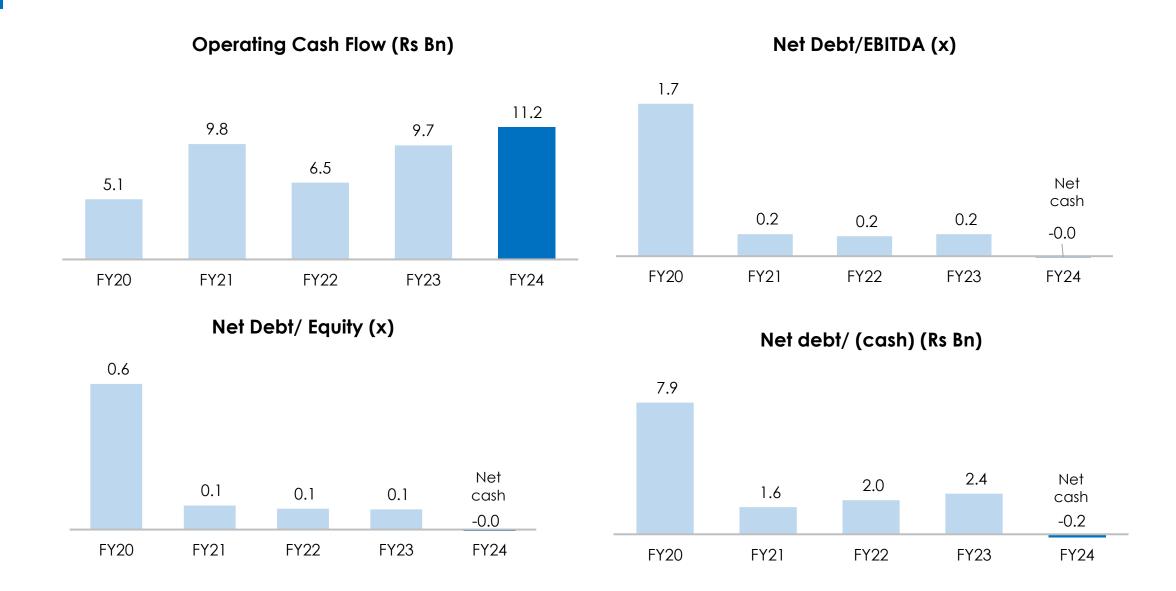
- · Superior quality
- Better cost efficiencies for blast furnace HRC mills over local scrap steel melting mills
- Commissioning of new blast furnace HR mills in next 3-4 years which will increase supply of HR coil in India

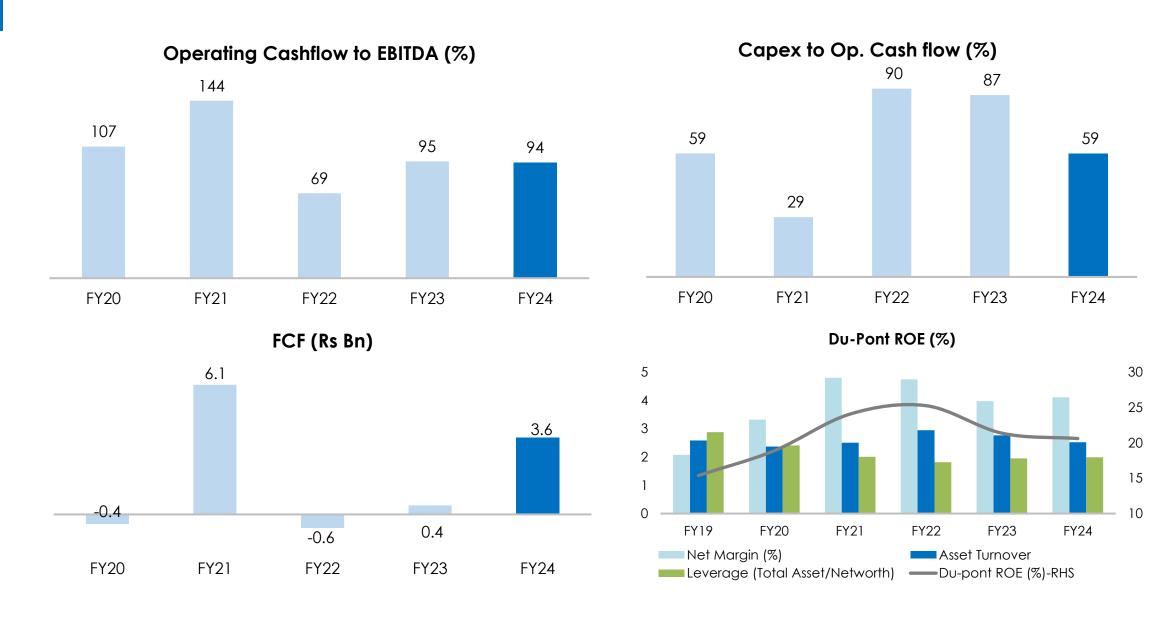


^{1.} Sales Volume and Financials are on consolidated basis

^{2.} EBITDA has been calculated without other income







Profit & Loss Statement (Consol)

Particulars (Rs Mn)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	FY23	FY24
Sales Volume (K Ton)	662	675	604	679	721	2,280	2,618
Net Revenue	45,449	46,304	41,778	47,657	49,743	1,61,660	1,81,188
Raw Material Costs	39,207	39,784	35,854	41,326	42,697	1,40,178	1,56,172
Employee Costs	604	627	644	700	801	2,062	2,576
Other expenses	2,565	2,642	2,484	2,827	3,229	9,204	10,518
EBITDA	3,072	3,250	2,796	2,804	3,016	10,215	11,922
EBITDA/ton (Rs)	4,645	4,817	4,631	4,132	4,183	4,481	4,553
Other Income	217	196	150	186	247	472	749
Interest Cost	271	266	285	311	278	671	1134
Depreciation	409	413	471	466	465	1383	1759
Tax	672	738	535	508	589	2,214	2,453
Net Profit	1,936	2,029	1,655	1,704	1,932	6,419	7,324

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Trading revenue for Q1FY25 was Rs 1.8Bn

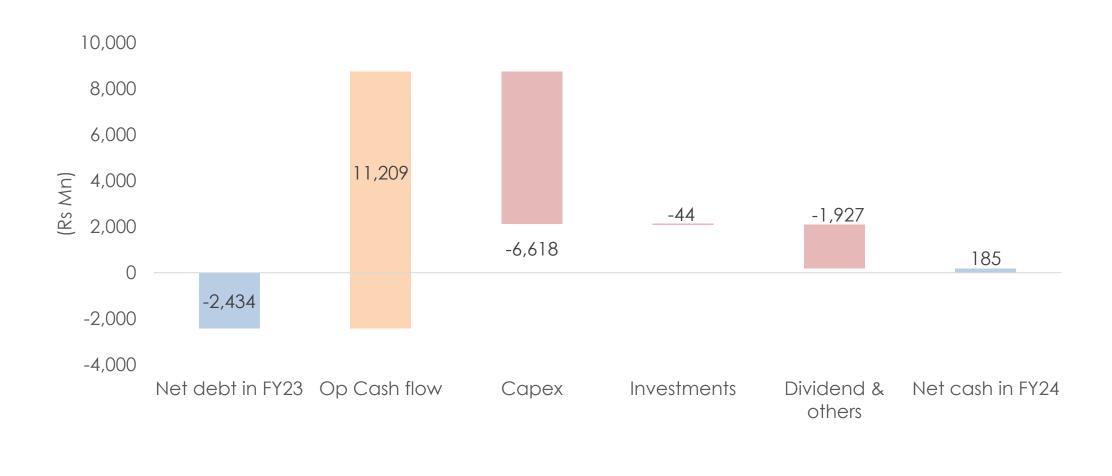
Balance Sheet & Cash flow (Consol)

Balance Sheet - Assets (Rs mn)	FY24	FY23
Cash & Bank Balance	11,430	6,295
Receivables	1,391	1,374
Inventories	16,379	14,799
Other current assets	4,237	3,110
Fixed assets (net)	32,336	27,232
Right to use Assets	1,103	925
Investments	1,027	960
Other assets/goodwill	3,964	3,821
Total Assets	71,868	58,516
Balance Sheet - Liabilities (Rs mn)	FY24	FY23
Trade payables	19,816	15,970
Other current liabilities	1,757	1,185
Debt	11,245	8,729
Others	3,002	2,576
Minority Interest	0	0
Shareholders' funds	36,046	30,056
Total Equity & Liabilities	71,868	58,516

Cashflow Statement (Rs mn)	FY24	FY23
EBITDA	11,922	10,215
Change in receivables	-1	1,990
Change in inventory	-1,595	-6,340
Change in other WC	2,314	5,494
Tax	-2,180	-2,161
Others/Income	749	472
Operating cash flow	11,209	9,670
Capex	-6,618	-8,424
Investments	-44	-222
Interest	-941	-602
Free cash flow	3,605	423
Dividend payments	-1,387	-875
Capital increase	28	27
Others	372	32
Net change in cash flow	2,619	-393
Net cash beginning	-2,434	-2,042
Net cash end	185	-2,434

^{*} In this presentation we have classified Rs 7.9bn FD under cash and cash equivalents but in stock exchange release the same has been classified under Other financial Assets due to maturity of less than 365 days

Cash Flow Bridge (Rs Mn)







Capex being funded from internal cash flows



Net cash balance sheet

BUSINESS STRATEGY



We are on track for FY27...

		New projects	
Q1FY25 (Cr)	APL (s)	(Raipur+ Dubai)	APL (Consol)
Total Capital Employed	2,204	2,056	4,261
Fixed assets	1,916	1,777	3,693
Working capital	-25	255	229
Other assets	314	25	339
Volume (K Ton)	527	194	721
Utilization %	87%	56%	76%
EBITDA/ Ton	4,084	4,452	4,183
EBIT	186	69	255
ROCE (%)	34%	14%	24%

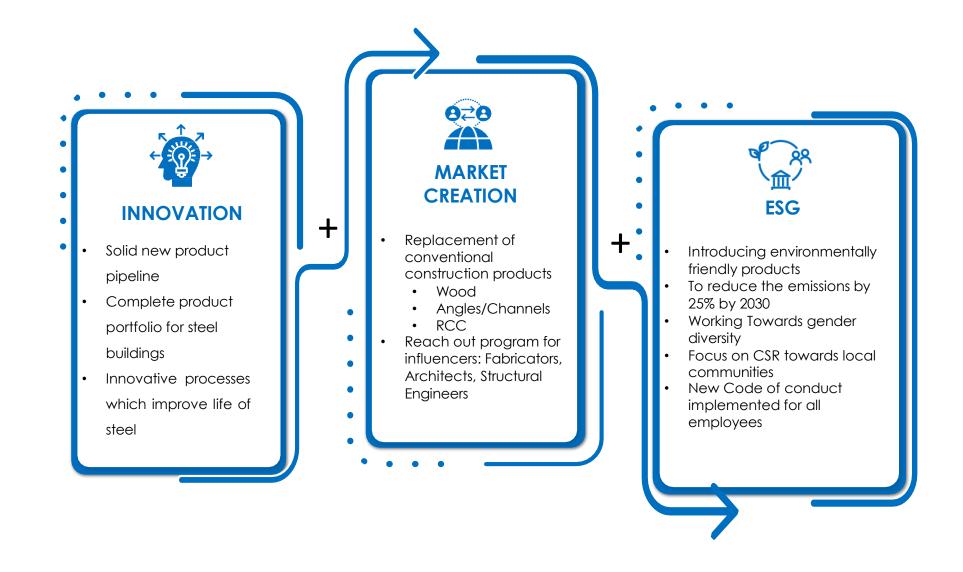




		New projects	
At Full utilization (Cr)	APL (s)	(Raipur+ Dubai)	APL (Consol)
Total Capital Employed	2,672	2,220	4,892
Fixed assets	2,216	1,952	4,168
Working capital	456	268	725
Other assets	314	25	339
Volume (K Ton)	3,500	1,500	5,000
Utilization %	100%	100%	100%
EBITDA/Ton	4,500	6,300	5,040
EBIT	1,442	828	2,270
ROCE (%)	54%	37%	46%

- EBITDA/ Ton conservatively assumed at Rs 5,040/ Ton at full utilization
- Full ramp up at Raipur and Dubai facilities will lead to 46% ROCE
- Business continues to grow stronger at Raipur with more value-added products
- Increase in export volume with more International geographical presence leads to better volumes and higher margins

APL Apollo Vision



INNOVATION

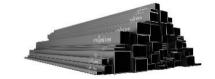
World's only company to make steel tubes with size range of 8x8mm to 1000x1000mm and thickness range of 0.18 mm to 40mm



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





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)



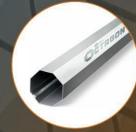
Reflector Tube



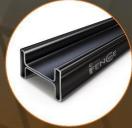
Oval Tube



Plank Tube



Octagon



Fencing Tube



Checkered 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

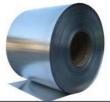


Replacing RCC structures/columns in heavy construction

India's 1st and World's 2nd 1,000x1,000mm



India's 1st CRCA
Black annealed tube



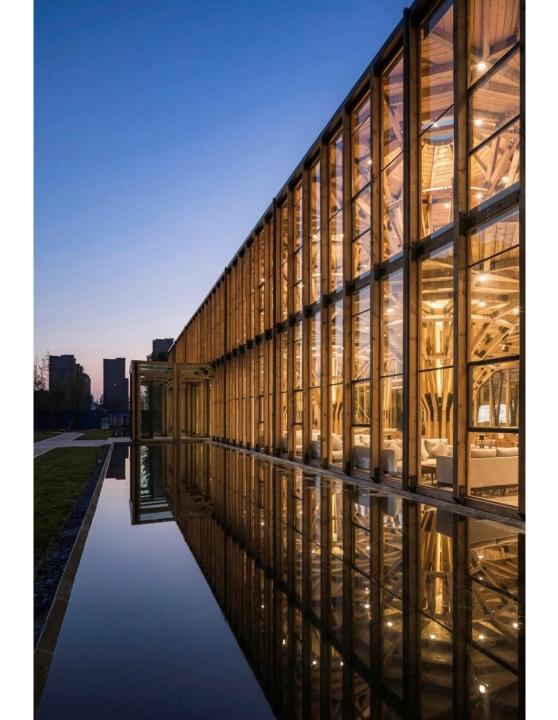
High tensile light structural application; bendable; superior rust proof properties

India's 1st AluZinc tubes

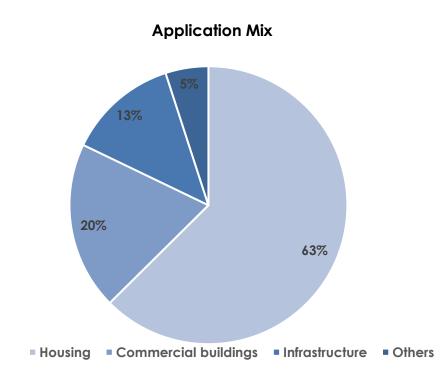


Superior rust proof properties and better life

MARKET CREATION



Structural Steel Tube Applications













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Steel Tube usage in housing/commercial buildings

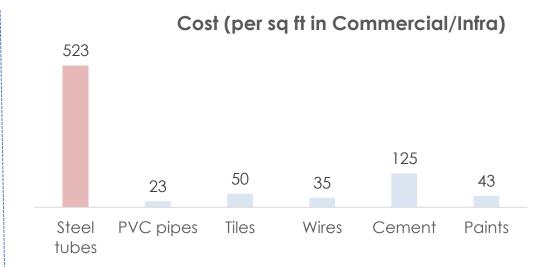
Housing

Cost (per sq ft in Homes) 125 41 23 Steel Tubes PVC pipes Tiles Wires Cement Paints

Steel Tube applications in homes



Commercial/Infrastructure



Steel Tube applications in commercial/infra



Tubes are well positioned to play the real estate construction cycle

Diversified product offering

Created through continuous innovation

Product Category	Application	Product – visual overview	Key USPs	Applications	Applications – visual overview
		1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1 1	First company to introduce DFT technology in India	High-rise, Warehousing, Infrastructure	
	Super Heavy		 Offers columns of 300mm x 300mm, 500mm x 500mm and 1000mm x 1000mm* 	Column, Beams, Heavy structural erections	
Apollo Structural	Light		 First company in India to introduce Door frame and Plank 	Door Frame, Staircase Steps, Furniture & fencing	
	Ü		Light weight tubes for furniture	Electrical Conduits	
			First company in India to introduce square, rectangular	Sheds & Gates, Handrails & Fencing, Balcony Grills	
	General		structural steel tubes	Staircase etc.	
	Rust-proof	E	t company in India to introduce -galvanized sections, replacing	Roofing Structures, Fabrication Work, Purlins	TOTAL
Apollo Z		COSTYLEGO	Ivanized tubes Liective in use in coastal markets	Rafters	
			High tensile light structural	Warehousing	
	Coated		application; bendable; superior rust proof properties	Factory Sheds	
		Alken Alken	Effective for use in water	Greenhouse structures	
Apollo Galv	Agri/Industri al		applications, being highly non- corrosive in nature	Plumbing	
				Firefighting	

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??

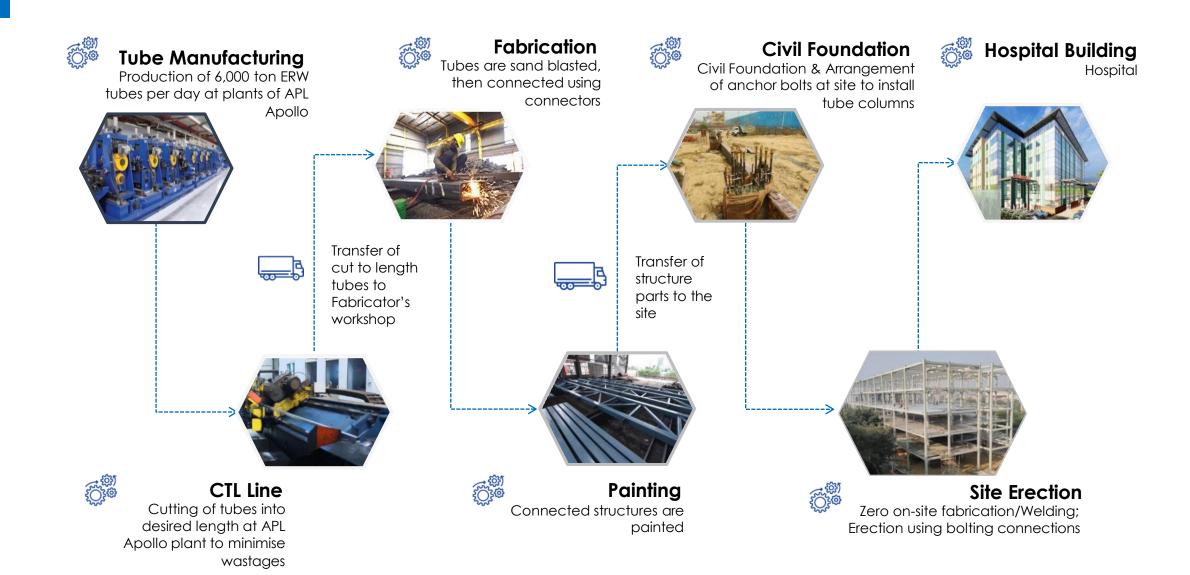
Low Diameter Steel Tubes/Low Load Bearing

> High Diameter Steel Tubes/High Load Bearing

REVOLUTIONIZING CONSTRUCTION INDUSTRY



Tubular Construction Process flow



Completed Delhi Hospital

- GTB Nagar
- Shalimar Bagh
- Sultanpuri
- Geeta Colony
- Sarita Vihar
- Raghuvir Nagar







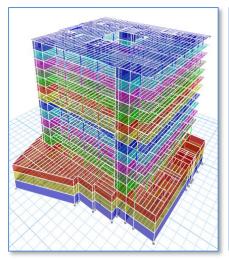






Ongoing Hospitals

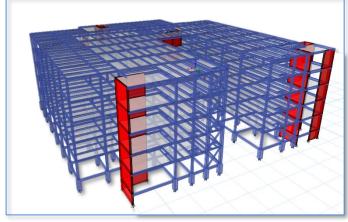
- Mumbai
- Imphal
- Shillong
- New Delhi









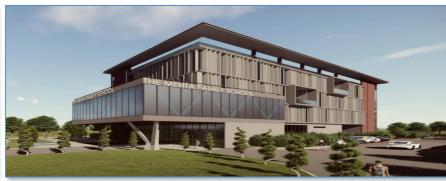


Educational Projects

- National Sports University
- IIT Roorkee
- IP University
- Amity University



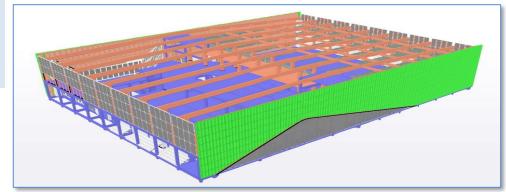




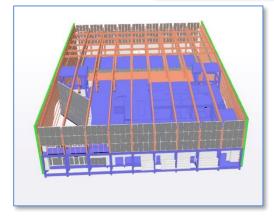


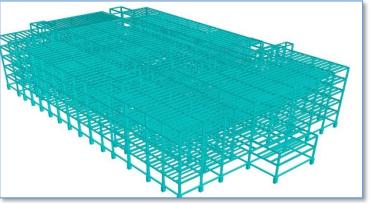
Educational Projects (contd..)

- IILM University
- Mathura Medical College
- GLA University
- Thapar University
- Modern School







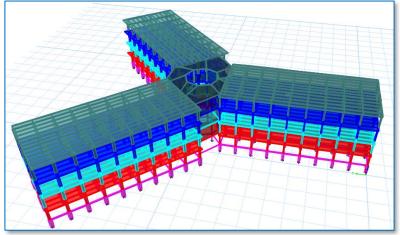




Residential Projects

Army Housing, Delhi







Commercial Projects

- Orissa Tower 1
- Orissa Tower 2
- Triveni Mall, Bangaluru







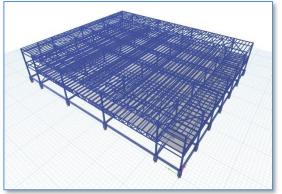


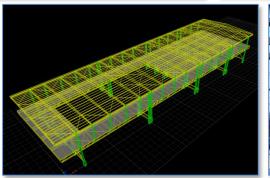
Railway Stations

- Andhra Pradesh
- Karnataka
- Maharashtra 1
- Maharashtra 2
- Telangana
- Rajasthan 1
- Uttar Pradesh 1
- Bihar









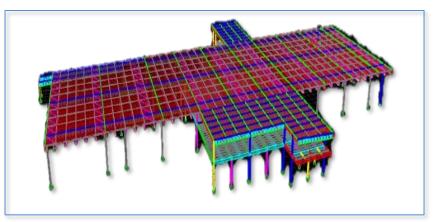


Railway Stations (contd..)

- Rajasthan 2
- Uttar Pradesh 2
- West Bengal
- Madhya Pradesh
- Gujarat
- Tamil Nadu
- Maharashtra 3
- Uttar Pradesh 3





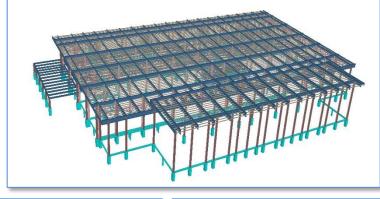




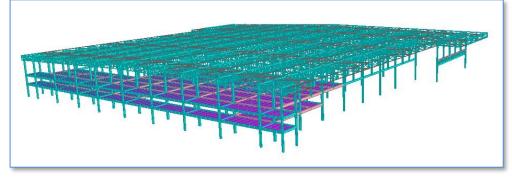
Airports Projects

- Rajasthan 1
- Uttar Pradesh 1
- Rajasthan 2
- Jammu Kashmir
- Andhra Pradesh 1
- West Bengal

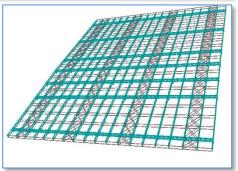






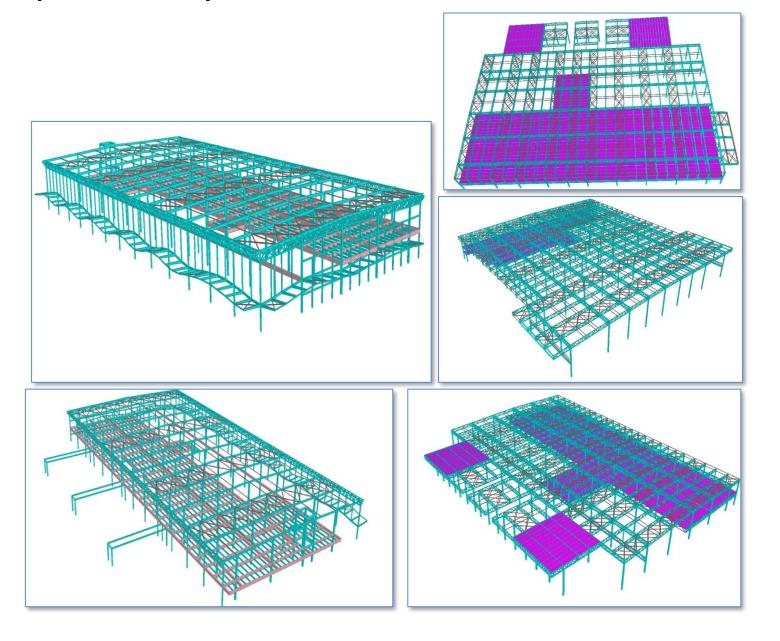






Airports Projects (contd..)

- Bihar
- Uttar Pradesh 2
- Karnataka 1
- Karnataka 2
- Gujarat
- Uttar Pradesh 3
- Haryana
- Orissa
- Andhra Pradesh 2



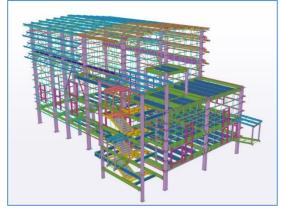
Industrial Projects

- Shakya Warehouse
- Star Cement
- Joyce Agro
- ABPL Shed













Industrial Projects (contd..)

- Dujana Shed
- Birla Cement
- Carbon Circle









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

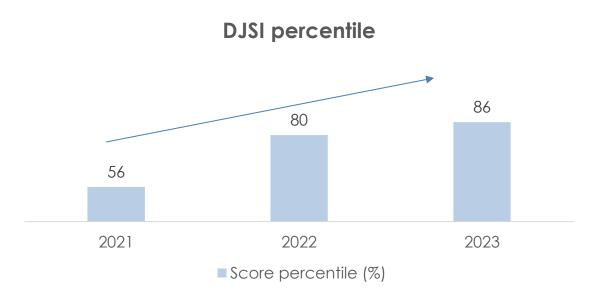






ESG-DJSI Scoring





APL APOLLO SCORED 86TH PERCENTILE IN 2023

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

Commitment and achievements

Commitments

- Committed to reducing Scope 1&2 emissions by 25% by 2030
- Committed to set near term and Net Zero targets by 2050
- Renewable energy contribution to be 47% by 2030 from 38%
- Targeted to increase the female workforce by 1% every year
- CSR initiatives in the local communities to uplift their lifestyle
- Skill development trainings and safety trainings
- Occupational Health and safety assessment of all work force
- Training on code of conduct to educate each employee

Achievements

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- Introduced new, environmentally friendly products
- All plants have access to green energy, 2 plants have more than 85% dependency on green energy
- Almost all plants have rainwater harvesting facilities
- Zero accidents by providing safety training at sites
- Attrition rate below 5%
- Hiring female workforce to achieve gender diversity targets
- Given emphasis to CSR initiatives in local communities
- New Code of conduct implemented for all employees















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









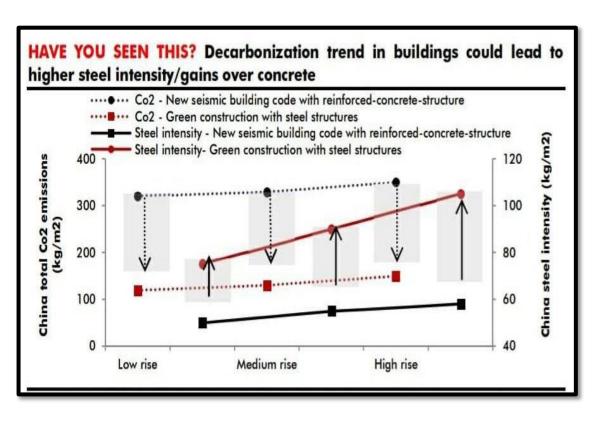


Steel Buildings = Decarbonization

- 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 inn vertical space

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

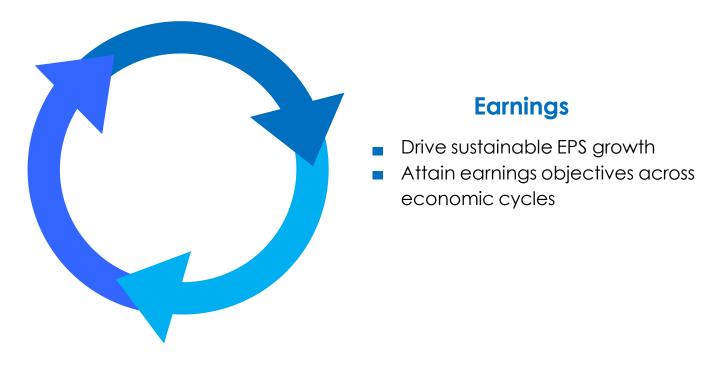
Steel Structure - RCC Structure



Financial Priorities under Strong Governance

Growth

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



Capital Allocation

- Drive sustainable EPS growth
- Attain earnings objectives across economic cycles
- Achieve ROCE ≥ 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



Neeru Abrol Independent Director

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



Ashok Kumar Gupta Vice Chairman

Steel industry veteran with 4 decades of experience



Abhilash Lal Independent Director

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



Anil Kumar Bansal Independent Director

Former Director of NABARD, CARE Ratings & others 4 decades of experience in banking industry



Deepak Goyal Director-Operations

2 decades of professional experience in steel tube industry



Virendra Singh Jain Independent Director

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



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



Director-Operations



Anubhav Gupta Chief Strategy Officer



Ravindra Tiwari Chief Sales Officer



Chetan Khandelwal Chief Financial Officer



CK Singh Chief Operating Officer



Vaibhaav Sharma **Chief Information** Officer



Deepak C S Company Secretary & Chief Compliance Officer



Charu Malhotra Chief Branding Officer



Amit Thakur Chief Procurement Officer



Utkarsh Dwivedi CEO International Business

Thank You

For further information, please contact:

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