



APL/SECT/DLH/SE: 2020-21

13th August 2020

Electronic Filing

National Stock Exchange of India Limited
"Exchange Plaza" Bandra-Kurla Complex,
Bandra (E),
Mumbai-400051

Department of Corporate Services/Listing
BSE Limited
Phiroze Jeejeebhoy Tower,
Dalal Street, Fort,
Mumbai-400001

NSE Symbol : APLAPOLLO

Scrip Code : 533758

Re: Outcome of Board Meeting held on August 13, 2020

A. In terms of Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we would like to inform you that the Board of Directors of the Company in its meeting held today i.e., Thursday, August 13, 2020, which commenced at 12 Noon and concluded at 2.45 pm, *inter alia*:

1. Considered and approved the Unaudited Financial Results (Standalone & Consolidated) of the Company for the quarter ended 30th June 2020 and took note of the Limited Review Reports issued by the Statutory Auditors on the said results, which had been duly reviewed and recommended by the Audit Committee.

2. Considered and approved the re-appointment of M/s. Deloitte Haskins & Sells LLP, Chartered Accountants (Firm's Registration No. 117366WW-100018), as the Statutory Auditors of the company for another term of 5 consecutive years, from the conclusion of the ensuing 35th Annual General Meeting (AGM) till the conclusion of the 40th Annual General Meeting, subject to the approval of members at the forthcoming Annual General Meeting (AGM) of the company.

3. Considered and approved re-appointment of Ms. Neeru Abrol as Independent Directors of the Company for a term of 5 years, subject to approval of members at the ensuing Annual General Meeting. Ms. Neeru Abrol is not debarred from office from appointment by any order of SEBI or any other relevant authority.

B. Enclosed are the following documents in respect of the items transacted in the meeting:

1. Brief profile of Ms. Neeru Abrol.

2. The Unaudited Financial Results (Standalone & Consolidated) of the Company for the quarter ended June 30, 2020

3. Limited Review Reports on the Un-audited financial results, issued by M/s Deloitte Haskins & Sells LLP, Chartered Accountants, Gurgaon, Statutory Auditors of the Company

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

Corp. Office : 36, Kaushambi, Near Anand Vihar Terminal, Delhi-NCR-201010, India Tel : +91-120-4041400 Fax : +91-120-4041444

Corp. Office : Tapasya Corp. Heights 4th Floor, Sector-126, Noida, Uttar Pradesh-201303 India

Regd. Office : 37, Hargovind Enclave, Vikas Marg, Delhi-110092, India Tel : +91-11-22373437 Fax : +91-11-22373537

Unit-I : A-19, Industrial Area, Sikandrabad, Distt. Bulandshahar, U.P.-203205, India Unit - II : 332-338, Alur Village, Perandapolli, Hosur, Tamilnadu-635109, India

Unit-III : Plot No. M-1, Additional M.I.D.C. Area, Kudavali, Murbad, Maharashtra, Thane-421401, India Unit-IV : Village Bendri, Near Urla Indl. Area Raipur, Chhattisgarh-493661, India

E-mail : info@aplapollo.com Website : www.aplapollo.com



4. Investors presentation on the financials.

5. Press release for the financials.

C. The results are also being published in the newspapers in the prescribed formats.

We request you to kindly take the above information on your record.

Thanking you

Yours faithfully

For APL Apollo Tubes Limited


Deepak CS
Company Secretary



Encl: a/a

Annexure

Brief Profile of Ms. Neeru Abrol

A Chartered Accountant by profession Ms. Abrol has more than three decades of rich experience in the Manufacturing and Processing Industry. She worked for 26 years with Steel Authority of India Ltd at various critical management positions which has provided her with in-depth knowledge of the steel industry and its work flow. She is also the former Chairperson and Managing Director and Director Finance of National Fertilizers Ltd. Ms. Abrol is currently serving as Director at TCNS Clothing Co Limited, Stecol International Pvt Ltd and other companies. She is recipient of multiple awards over her illustrious career including twice 'Business Achiever 'by ICAI, 'Outstanding Woman Manager in Public Sector Enterprises' by SCOPE.

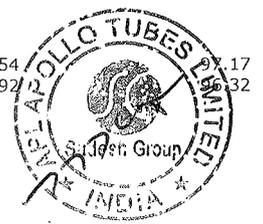
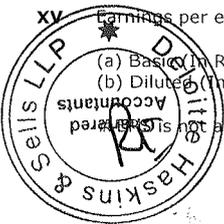
Ms. Neeru Abrol is not related to any other director of the Company.



APL APOLLO TUBES LIMITED
 Regd. Office: 37, Hargobind Enclave, Vikas Marg, Delhi-110092
 Statement of Consolidated Financial Results for the quarter ended June 30, 2020
 CIN : L74899DL1986PLC023443

Particulars	(Rupees in crore, except EPS)			
	Quarter ended June 30, 2020 (Unaudited)	Quarter ended March 31, 2020 (Unaudited) (See note 3)	Quarter ended June 30, 2019 (Unaudited)	Year ended March 31, 2020 (Audited)
I Revenue from operations				
(a) Sale of products	1,079.23	1,808.65	1,993.61	7,426.52
(b) Other operating income	30.58	79.85	77.99	296.71
Total revenue from operations	<u>1,109.81</u>	<u>1,888.50</u>	<u>2,071.60</u>	<u>7,723.23</u>
II Other Income	4.87	8.33	4.55	22.18
III Total income (I +II)	<u>1,114.68</u>	<u>1,896.83</u>	<u>2,076.15</u>	<u>7,745.41</u>
IV Expenses				
(a) Cost of materials consumed	884.95	1,671.40	1,792.39	6,597.65
(b) Purchase of stock-in-trade (traded goods)	8.05	1.08	98.26	116.57
(c) Changes in inventories of finished goods, work-in-progress, rejection and scrap	37.83	(85.74)	(95.58)	(135.67)
(d) Employee benefits expense	28.65	38.56	30.11	142.19
(e) Finance costs	21.17	24.09	28.26	107.27
(f) Depreciation and amortisation expense	23.91	25.49	20.24	95.91
(g) Other expenses	79.26	143.34	121.43	525.15
Total expenses	<u>1,083.82</u>	<u>1,818.22</u>	<u>1,995.11</u>	<u>7,449.07</u>
V Profit before tax (III-IV)	30.86	78.61	81.04	296.34
VI Tax expense :				
(a) Current tax (net)	5.89	20.90	26.47	66.94
(b) Deferred tax charge / (credit) (net)	2.32	(1.79)	2.44	(25.31)
(c) Income tax / deferred tax (credit) / expense of earlier year	0.76	(1.29)	-	(1.29)
Total tax expense	<u>8.97</u>	<u>17.82</u>	<u>28.91</u>	<u>40.34</u>
VII Profit for the period / year (V-VI)	<u>21.89</u>	<u>60.79</u>	<u>52.13</u>	<u>256.00</u>
VIII Other Comprehensive Income				
Add : (less) items that will not be reclassified to profit or loss				
(a) Equity instruments through other comprehensive income	-	-	2.20	2.20
(b) Remeasurement of post employment benefit obligation	(0.57)	(1.94)	(0.06)	(2.13)
(c) Income tax relating to (b) above	0.14	0.48	0.02	0.53
Other Comprehensive Income for the period / year	<u>(0.43)</u>	<u>(1.46)</u>	<u>2.16</u>	<u>0.60</u>
IX Total Comprehensive Income for the period / year (VII+VIII)	<u>21.46</u>	<u>59.33</u>	<u>54.29</u>	<u>256.60</u>
X Profit for the period / year attributable to :				
- Owner of the Company	16.78	56.82	51.77	237.97
- Non-controlling interest	5.11	3.97	0.36	18.03
	<u>21.89</u>	<u>60.79</u>	<u>52.13</u>	<u>256.00</u>
XI Other Comprehensive Income for the period / year attributable to :				
- Owner of the Company	(0.43)	(1.45)	2.16	0.61
- Non-controlling interests	-	(0.01)	-	(0.01)
	<u>(0.43)</u>	<u>(1.46)</u>	<u>2.16</u>	<u>0.60</u>
XII Total Comprehensive Income for the period / year attributable to :				
- Owner of the Company	16.35	55.37	53.93	238.58
- Non-controlling interest	5.11	3.96	0.36	18.02
	<u>21.46</u>	<u>59.33</u>	<u>54.29</u>	<u>256.60</u>
XIII Paid up Equity Share Capital (Face value of Rupees 10 each)	24.87	24.87	24.25	24.87
XIV Other equity				1,331.28
XV Earnings per equity share (EPS) of Rupees 10 each # :				
(a) Basic (in Rupees)	6.78	22.85	21.54	89.17
(b) Diluted (in Rupees)	6.72	22.65	20.92	86.32

* This financial statement is not annualised for the quarter ended June 30, 2020, March 31, 2020 and June 30, 2019.



Notes to the Statement of Consolidated Financial Results :

1. The above Consolidated Financial Results along with the comparatives have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. The above Consolidated Financial Results for the quarter ended June 30, 2020 have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on August 13, 2020.
2. The Statutory Auditors have carried out the 'Limited Review' of the Unaudited Consolidated Financial Results of the Group for the quarter ended June 30, 2020 in accordance with the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
3. Figures for the quarter ended March 31, 2020 represent the difference between the audited figures in respect of full financial year and the unaudited published figures of nine months ended December 31, 2019.
4. During the quarter ended June 30, 2019, the Company completed the acquisition of a production unit (located at Chegunta, Hyderabad), of M/s Taurus Value Steel & Pipes Private Limited, a subsidiary of M/s Shankara Building Products Limited, Bangalore. The acquisition was approved by the Board of Directors of the Company in their meeting held on April 12, 2019 and completed on May 27, 2019.

Accordingly, figures for quarter ended June 30, 2020 are not comparable to quarter ended June 30, 2019.

5. The Board of Directors of APL Apollo Tubes Limited ('the Company') in previous year considered and approved the acquisition / investment by Shri Lakshmi Metal Udyog Limited ('SLMUL'), a wholly owned subsidiary of the Company of Apollo Tricoat Tubes Limited ('Target Entity'). Apollo Tricoat Tubes Limited, on June 17, 2019, became a subsidiary of SLMUL.

Accordingly, figures for quarter ended June 30, 2020 are not comparable to quarter ended June 30, 2019.

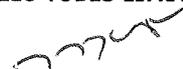
6. The Group had closed all its manufacturing plants and offices with effect from March 24, 2020 following countrywide lockdown due to Covid-19. Subsequent to the year end, the Group had resumed its operations at its Raipur plant with effect from April 22, 2020. All the remaining plants and office of the Group have resumed operations gradually over a period of time adhering to the safety norms prescribed by the Government of India.

The Group has assessed the impact of Covid-19 pandemic on its business operations and has considered relevant internal and external information available up to the date of approval of these financial statements, in determination of the recoverability and carrying value of property, plant and equipment, goodwill, inventories, and trade receivables. Based on current estimates, the Group expects the carrying amount of these assets will be recovered. The Group will continue to closely monitor any material changes to future economic conditions.

Accordingly, figures for quarter ended June 30, 2020 are not comparable to quarter ended June 30, 2019.

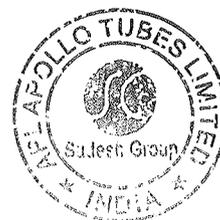
7. The Group is in business of Manufacturing of ERW steel tube and pipes and hence only one reportable operating segment as per 'Ind-AS 108 : Operating Segments'.

For APL APOLLO TUBES LIMITED



**SANJAY GUPTA
CHAIRMAN AND MANAGING DIRECTOR**

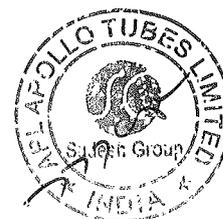
Ghaziabad
August 13, 2020



APL APOLLO TUBES LIMITED
Regd. Office : 37, Hargobind Enclave, Vikas Marg, Delhi - 110092
Statement of Standalone Financial Results for the quarter ended June 30, 2020
CIN : L74899DL1986PLC023443

Particulars	(Rupees in crore, except EPS)			
	Quarter ended June 30, 2020 (Unaudited)	Quarter ended March 31, 2020 (Unaudited) (See note 3)	Quarter ended June 30, 2019 (Unaudited)	Year ended March 31, 2020 (Audited)
I Revenue from operations				
(a) Sale of products	761.77	1,323.63	1,589.10	5,704.40
(b) Other operating income	21.93	58.86	63.15	226.41
Total revenue from operations	783.70	1,382.49	1,652.25	5,930.81
II Other Income	6.37	8.08	7.31	27.23
III Total income (I +II)	790.07	1,390.57	1,659.56	5,958.04
IV Expenses				
(a) Cost of materials consumed	569.82	1,125.09	1,355.22	4,709.18
(b) Purchase of stock-in-trade (traded goods)	107.66	141.98	192.80	601.20
(c) Changes in inventories of finished goods, work-in-progress, rejection and scrap	15.30	(57.16)	(72.26)	(73.60)
(d) Employee benefits expense	16.97	23.11	22.20	92.63
(e) Finance costs	15.34	16.81	24.39	82.14
(f) Depreciation and amortisation expense	16.07	16.49	16.52	68.91
(g) Other expenses	46.27	95.54	88.15	363.79
Total expenses	787.43	1,361.86	1,627.02	5,844.25
V Profit / (loss) before tax (III-IV)	2.64	28.71	32.54	113.79
VI Tax expense :				
(a) Current tax (net)	0.06	4.27	10.07	26.35
(b) Deferred tax charge / (credit) (net)	0.82	0.62	1.88	(26.01)
(c) Income tax / deferred tax (credit) / expense of earlier year	0.75	(1.56)	-	(1.56)
Total tax expense	1.63	3.33	11.95	(1.22)
VII Profit for the period / year (V-VI)	1.01	25.38	20.59	115.01
VIII Other Comprehensive Income				
Add : (less) items that will not be reclassified to profit or loss				
(a) Remeasurement of post employment benefit obligation	(0.41)	(1.35)	(0.06)	(1.52)
(b) Income tax relating to above item	0.10	0.34	0.02	0.38
Other Comprehensive Income for the period / year	(0.31)	(1.01)	(0.04)	(1.14)
IX Total Comprehensive Income for the period / year (VII+VIII)	0.70	24.37	20.55	113.87
X Paid up Equity Share Capital (Face value of Rupees 10 each)	24.87	24.87	24.25	24.87
XI Other equity				1,250.37
XII Earnings per equity share (EPS) of Rupees 10 each # :				
(a) Basic (In Rupees)	0.41	10.20	8.51	46.96
(b) Diluted (In Rupees)	0.40	10.12	8.26	46.55

EPS is not annualised for the quarter ended June 30, 2020, March 31, 2020 and June 30, 2019.



Notes to the Statement of Standalone Financial Results :

1. The above Standalone Financial Results along with the comparatives have been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. The above Standalone Financial Results for the quarter ended June 30, 2020 have been reviewed by the Audit Committee and approved by the Board of Directors at their respective meetings held on August 13, 2020.
2. The Statutory Auditors have carried out the 'Limited Review' of the Unaudited Standalone Financial Results of the Company for the quarter ended June 30, 2020 in accordance with the Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.
3. Figures for the quarter ended March 31, 2020 represent the difference between the audited figures in respect of full financial year and the unaudited published figures of nine months ended December 31, 2019.
4. During the quarter ended June 30, 2019, the Company completed the acquisition of a production unit (located at Chegunta, Hyderabad), of M/s Taurus Value Steel & Pipes Private Limited, a subsidiary of M/s Shankara Building Products Limited, Bangalore. The acquisition was approved by the Board of Directors of the Company in their meeting held on April 12, 2019 and completed on May 27, 2019.

Accordingly, figures for quarter ended June 30, 2020 are not comparable to quarter ended June 30, 2019.

5. The Company had closed all its manufacturing plants and offices with effect from March 24, 2020 following countrywide lockdown due to Covid-19. Subsequent to the year end, the Company had resumed its operations at its Raipur plant with effect from April 22, 2020. All the remaining plants and office of the Company have resumed operations gradually over a period of time adhering to the safety norms prescribed by the Government of India.

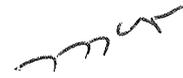
The Company has assessed the impact of Covid-19 pandemic on its business operations and has considered relevant internal and external information available up to the date of approval of these financial statements, in determination of the recoverability and carrying value of property, plant and equipment, inventories, and trade receivables. Based on current estimates, the Company expects the carrying amount of these assets will be recovered. The Company will continue to closely monitor any material changes to future economic conditions.

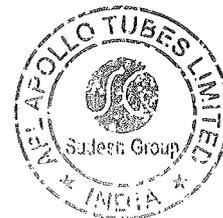
Accordingly, figures for quarter ended June 30, 2020 are not comparable to quarter ended June 30, 2019.

6. The Company is in business of Manufacturing of ERW steel tube and pipes and hence only one reportable operating segment as per 'Ind-AS 108 : Operating Segments'.

Ghaziabad
August 13, 2020

For APL APOLLO TUBES LIMITED


SANJAY GUPTA
CHAIRMAN AND MANAGING DIRECTOR



**INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM
CONSOLIDATED FINANCIAL RESULTS**

**TO THE BOARD OF DIRECTORS OF
APL APOLLO TUBES LIMITED**

1. We have reviewed the accompanying Statement of Consolidated Unaudited Financial Results of **APL APOLLO TUBES LIMITED** ("the Parent") and its subsidiaries (the Parent and its subsidiaries together referred to as "the Group"), for the quarter ended June 30, 2020 ("the Statement") being submitted by the Parent pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Parent's Management and approved by the Parent's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 "Review of Interim Financial Information Performed by the Independent Auditor of the Entity", issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of Parent's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under Section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.

We also performed procedures in accordance with the circular issued by the SEBI under Regulation 33(8) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, to the extent applicable.

4. The Statement includes the results of the following entities:
 - (i) The Parent Company
 - APL Apollo Tubes Limited
 - (ii) Subsidiary Companies
 - Apollo Metalex Private Limited
 - Shri Lakshmi Metal Udyog Limited
 - Blue Ocean Projects Private Limited
 - APL Apollo Tubes FZE
 - Apollo Tricoat Tubes Limited
 - APL Apollo Building Products Private Limited



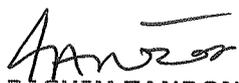
5. Based on our review conducted and procedures performed as stated in paragraph 3 above and based on the consideration of the review report of the other auditors referred to in paragraph 6 below, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.
6. We did not review the financial results of one subsidiary included in the consolidated unaudited financial results, whose interim financial results reflect, total revenues of Rupees 170.99 crore, total net profit/(loss) after tax of Rupees 8.96 crore and total comprehensive income/ (loss) of Rupees 8.96 crore for the quarter ended June 30, 2020, as considered in the Statement. These interim financial results have been reviewed by other auditors whose report has been furnished to us by the Management and our conclusion on the Statement, in so far as it relates to the amounts and disclosures included in respect of this subsidiary, is based solely on the report of the other auditors and the procedures performed by us as stated in paragraph 3 above.

Our conclusion on the Statement is not modified in respect of this matter.

7. The consolidated unaudited financial results includes the interim financial results of three subsidiaries which have not been reviewed/audited by their auditors, whose interim financial results reflects total revenue of Rupees Nil, total profit/ (loss) after tax of Rupees (0.06) crore and Total comprehensive income / loss of Rupees (0.06) crore for the quarter ended June 30, 2020, as considered in the Statement. According to the information and explanations given to us by the Management, these interim financial results are not material to the Group.

Our Conclusion on the Statement is not modified in respect of our reliance on the interim financial results certified by the Management.

For DELOITTE HASKINS & SELLS LLP
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)


RASHIM TANDON

Partner
(Membership No. 095540)
(UDIN: 20095540AAAAAW4726)

Place: New Delhi
Date: August 13, 2020



INDEPENDENT AUDITOR'S REVIEW REPORT ON REVIEW OF INTERIM STANDALONE FINANCIAL RESULTS

TO THE BOARD OF DIRECTORS OF APL APOLLO TUBES LIMITED

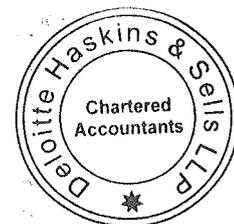
1. We have reviewed the accompanying Statement of Standalone Unaudited Financial Results of **APL APOLLO TUBES LIMITED** ("the Company") for the quarter ended June 30, 2020 ("the Statement"), being submitted by the Company pursuant to the requirement of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended.
2. This Statement, which is the responsibility of the Company's Management and approved by the Company's Board of Directors, has been prepared in accordance with the recognition and measurement principles laid down in the Indian Accounting Standard 34 "Interim Financial Reporting" ("Ind AS 34"), prescribed under Section 133 of the Companies Act, 2013 read with relevant rules issued thereunder and other accounting principles generally accepted in India. Our responsibility is to express a conclusion on the Statement based on our review.
3. We conducted our review of the Statement in accordance with the Standard on Review Engagements (SRE) 2410 'Review of Interim Financial Information Performed by the Independent Auditor of the Entity', issued by the Institute of Chartered Accountants of India (ICAI). A review of interim financial information consists of making inquiries, primarily of the Company's personnel responsible for financial and accounting matters, and applying analytical and other review procedures. A review is substantially less in scope than an audit conducted in accordance with Standards on Auditing specified under section 143(10) of the Companies Act, 2013 and consequently does not enable us to obtain assurance that we would become aware of all significant matters that might be identified in an audit. Accordingly, we do not express an audit opinion.
4. Based on our review conducted as stated in paragraph 3 above, nothing has come to our attention that causes us to believe that the accompanying Statement, prepared in accordance with the recognition and measurement principles laid down in the aforesaid Indian Accounting Standard and other accounting principles generally accepted in India, has not disclosed the information required to be disclosed in terms of Regulation 33 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, including the manner in which it is to be disclosed, or that it contains any material misstatement.

For **DELOITTE HASKINS & SELLS LLP**
Chartered Accountants
(Firm's Registration No. 117366W/W-100018)



RASHIM TANDON
Partner
(Membership No. 095540)
(UDIN: 20095540AAAAAV1930)

Place: New Delhi
Date: August 13, 2020



APL APOLLO

Q1 FY21 Results

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

Q1 FY'21 at a glance

Covid-19 Action Plans

Porter's 5 Forces

Financial Performance

Core Competence

Key Takeaways

ESG Initiatives

Q1 FY'21 at a Glance



238k ton

Sales Volume
39% yoy decline



₹ 11.1 Bn

Revenue
46% yoy decline



₹ 759 Mn

EBITDA
41% yoy decline



₹ 3,187

EBITDA/ ton
4% yoy decline



₹ 212 Mn

Interest Cost
25% yoy decline



₹ 168 Mn

Net profit
68% yoy decline



₹ 5.1 Bn

Op. Cash flow
FY20 was ₹5.1 Bn



₹ 3.5 Bn

Net Debt
FY20 was ₹7.8 Bn



₹ 1.2 Bn

Debtors
FY20 was ₹4.8 Bn



10 Days

Net Working Capital
FY20 was 20 Days



0.3x

Net Debt/Equity
FY20 was 0.6x



1.2x

Net Debt/EBITDA
FY20 was 1.6x

Note: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

Q1 FY'20 Highlights

Resilience

- Resumed operations in a phased manner post 22 April 2020 after assessing the local situation
- Utmost consideration to the health & safety of people
- Strong recovery in volumes in May-June 2020
- Stable margin despite revenue loss (supported by cost management & efficiency actions)

Emerged Stronger

- Significant improvement in cash conversion supported by actions on working capital
- Net working capital cycle improved to 10 days in Q1FY21 vs 20 days in FY20
- Net debt declined to Rs3.5bn in Q1FY21 from Rs7.8bn in FY20
- D/E ratio improved to 0.3x in Q1FY21 vs 0.6x in FY20

Future Ready

- Market Share gains visible beyond 40% in Structural Steel Tubing industry
- Target to ramp-up capacity utilization as demand scenario normalizes
- Cost management and efficiency actions should aid margin
- Capex spends to be funded from internal cash flows

APL Apollo at a Glance

1

Leading building material structural steel brand

Core Business

14

Brands

Five Product Categories

40%

Market Share

2.5

Million Ton

Structural Steel Capacity

8 Patents

10 Plants

2,124 Employees

800+ Distributors

1,500+ Products

Our Brands

Product Category*

Apollo Structural

Structural steel construction material:
Residential, Commercial, Infrastructure

Fabritech, Build, DFT

Apollo Z

Galvanized structural steel construction material:
Residential, Commercial, Infrastructure

CoastGuard

Apollo Galv

Galvanized steel tubes:
Residential, Commercial, Agri, Industrial

Green, Bheem, StrenX

Apollo Standard

Construction material, Industrial

FireReady, Agri

Apollo Tricoat

Home improvement products

Tricoat, Plank, Signature, Elegant, Chaukhat

74% Building Material

21% Infrastructure

5% Others

*Apollo Structural -Hollow Section, Apollo Z- Pre Galvanized (GP), Apollo Galv – Galvanized (GI), Apollo Standard – Black Pipes

Product Category – Application & Sales Mix

Product Category	Sales Volume Mix (%)	Applications
Apollo Structural	47%	
Residential Buildings & Independent Homes	16%	Structural, Piling, Sheds, Handrails, Gates, Fencing, Balcony Grills, Staircase, Light Structures
Commercial Buildings, Warehouses & Factories	8%	
Infrastructure	21%	Structural for Metros, Airports, Stadiums, Stations etc
Industrial	2%	Heavy Equipment
Apollo Z	24%	
Residential Buildings & Independent Homes	18%	
Commercial Buildings, Warehouses & Factories	6%	Galvanized structural steel tubes for coastal markets
Apollo Standard	10%	
Residential Buildings & Independent Homes	4%	Structural, Fencing, Grills, HVAC, Ducting, Firefighting, Plumbing
Commercial Buildings, Warehouses & Factories	4%	
Industrial & Agri	2%	Heavy Equipment
Apollo Tricoat	13%	
Residential Buildings and Independent Homes	10%	Door Frame, Staircase Steps, Furniture, Plank, Designer Tubes, Fencing, Electrical Conduits
Commercial Buildings	3%	
Apollo Galv	6%	
Commercial Buildings	5%	Galvanized Structural, Greenhouse Structures, Plumbing, Firefighting
Industrial & Agri	1%	
Total	100%	

48% Building Material Housing

26% Building Material Commercial

21% Infrastructure

5% Others (Industrial & Agri)

COVID-19 ACTION PLAN

Covid-19 Action Plan

Business

Revenue loss during lockdown

- Complete shutdown from 24 March
- Raipur Plant started on 22 April

Sales ramp-up post relaxation

- All 10 plants operational with necessary precautions
- Company improving market share at cost of weak competition
- Replenishment has started at distributor level across India
- Demand in Urban areas catching up
- Supply chain improving day-by-day

Global Cues

- Construction activity has picked up significantly
- Construction steel demand has recovered 85% in globally

Employee Safety

- Social distancing norms being followed as per gov't rules
- Proper hygiene being maintained at plants and offices

Steel Prices

- Company working on minimum raw material inventory levels
- Global steel prices remain firm on improving demand scenario

Financials

Cash

- Focus on receivable collections and debt reduction

Preservation

- Debtors spread across 800+ distributors
- Improvement in cash conversion cycle
- Delayed capex spends

Fixed costs

- Minimal branding and marketing expenses
- Lowering interest costs thru refinancing and debt reduction
- Issued commercial paper at 6.6% recently)
- Renegotiation of miscellaneous contracts at lower price

Cash breakeven

- Lean cost structure
- Cash breakeven below 1/3rd capacity utilization

Outlook

Demand recovery

- Target higher market share in FY21
- Aggressive sales strategy to hurt weak competitors
- Building Material companies guiding for 25-30% volume decline
- Structural steel Tubes to outperform other Building materials

Business Plan

- Long-term business plan remains unchanged
- Short-term focus is lighter balance sheet and lower fixed costs

PORTER'S 5 FORCES

Porter's Five Forces

Threat of Entry

- Scale of 2.5m ton capacity; wide gap between No. 2 Player
- Vast distribution network (access to 800+ distributors, 50,000 retailers, 2lacs fabricators)
- Technology advantage (DFT, ILG)
- Lowest cost producer (highest profitability in the sector)
- Product range (1,500+ 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 consumption and 10% of Indian HR coil consumption
- Amongst Top 3 customers for large steel producers
- Company's steel buying price is minimum in structural steel tubing industry

Industry Rivalry

- APL Apollo 40% market share
- Player 2 - 12% market share (under insolvency)
- Player 3 - 9% market share (focus on water transportation products)
- 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)

Bargaining power of distributors

- 40% 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

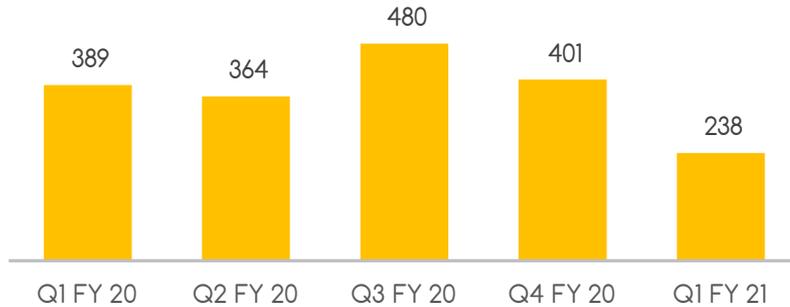
Threat of substitute

- No product can replace structural strength of steel

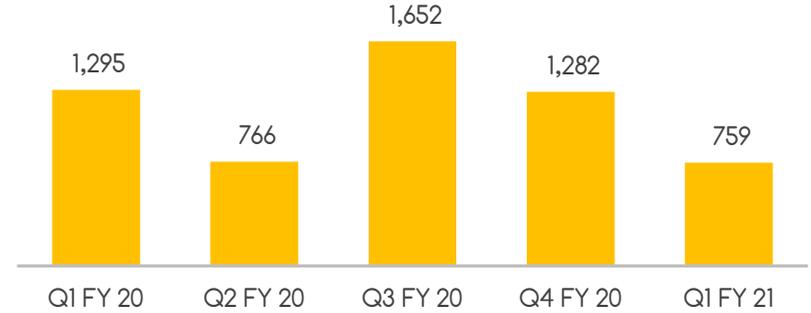
FINANCIAL PERFORMANCE

Growing Strength to Strength

Volume ('000 tons)



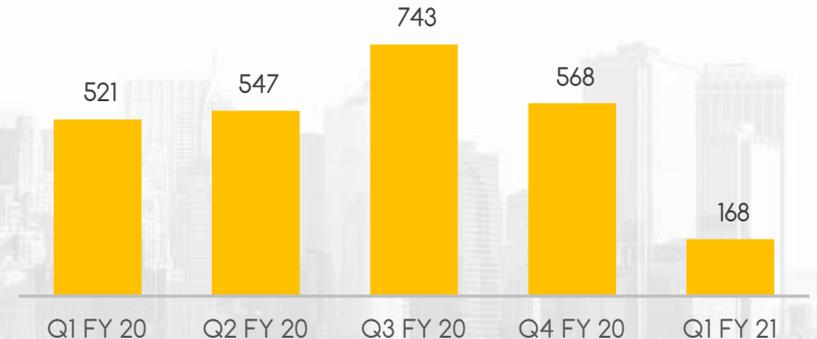
EBITDA (Rsm)



EBITDA/Ton (Rs)



Net Profit (Rsm)

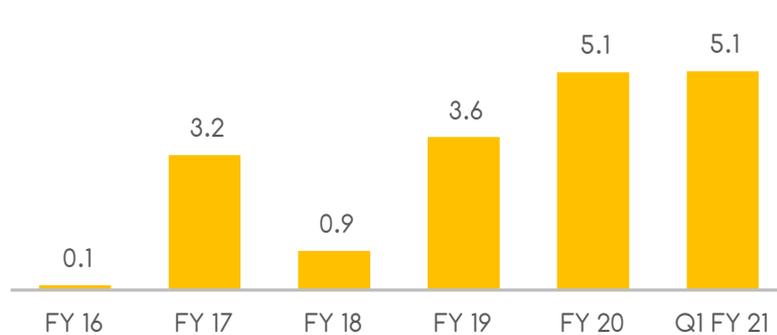


Note 1: The Q1FY21 sales volume figures are for period '22 April 2020 to 30 June 2020' as the company had shut its operations in April 2020 owing to COVID 19 pandemic

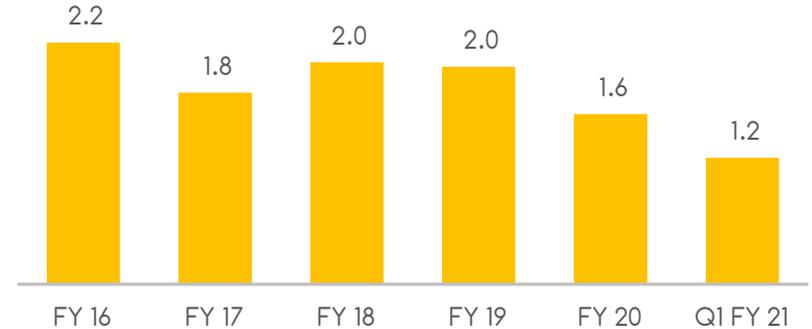
Note 2: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

Growing Strength to Strength

Operating Cash flow (Rs Bn)



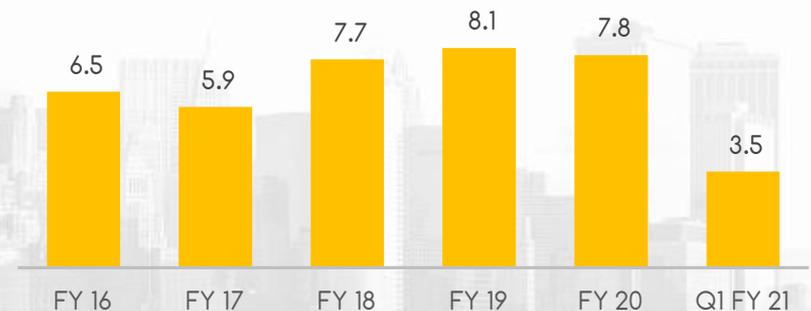
Debt/ EBITDA (x)



Debt/ Equity (x)



Net Debt (Rs Bn)

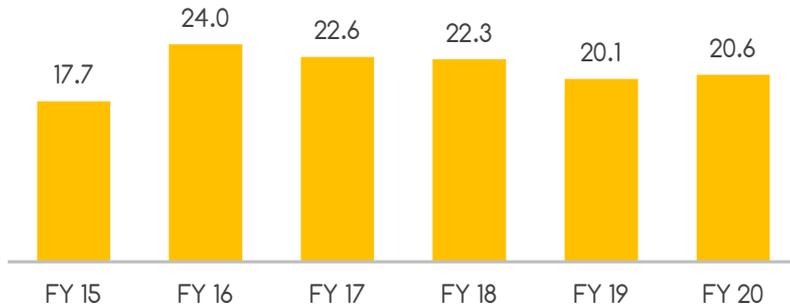


Note 1: The Q1FY21 sales volume figures are for period '22 April 2020 to 30 June 2020' as the company had shut its operations in April 2020 owing to COVID 19 pandemic

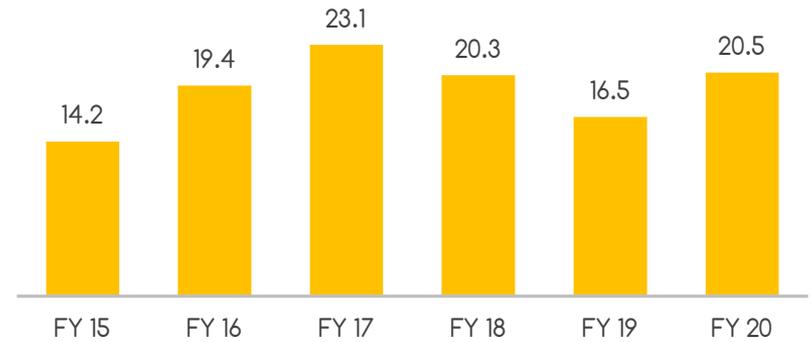
Note 2: Debt/EBITDA and Debt/Equity ratios are calculated on net debt basis

Growing Strength to Strength4

ROCE (%)



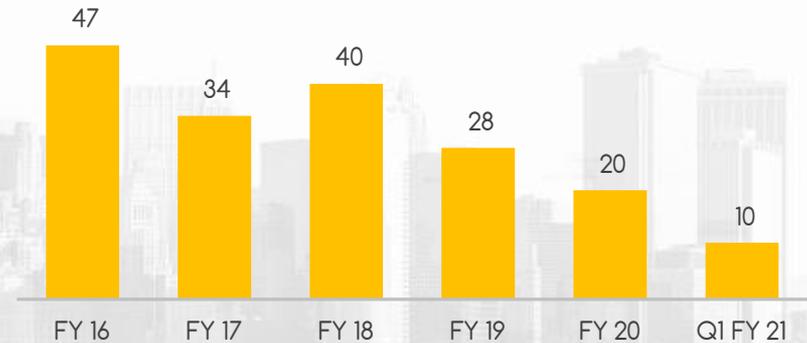
ROE (%)



Interest Coverage (x)



Net Working Capital (Days)



Note: The Q1FY21 sales volume figures are for period '22 April 2020 to 30 June 2020' as the company had shut its operations in April 2020 owing to COVID 19 pandemic

Growing Strength to Strength

Particulars	Q1 FY 20	Q2 FY 20	Q3 FY 20	Q4 FY 20	FY 20	Q1 FY21
Apollo Structural						
Volume (k tons)	128	131	156	98	513	71
Revenue (Rsm)	5,915	5,322	6,119	3,995	21,351	2,880
EBITDA (Rsm)	284	133	345	169	932	116
Apollo Structural (DFT)						
Volume (k tons)	91	76	99	90	357	41
Revenue (Rsm)	4,239	3,107	3,890	3,672	14,908	1,678
EBITDA (Rsm)	282	130	301	240	952	84
Apollo Standard						
Volume (k tons)	54	48	61	54	216	24
Revenue (Rsm)	2,445	1,919	2,352	2,145	8,861	977
EBITDA (Rsm)	87	25	101	59	272	24
Apollo Z						
Volume (k tons)	89	63	88	95	335	57
Revenue (Rsm)	4,783	3,068	4,154	4,738	16,744	2,790
EBITDA (Rsm)	507	267	489	497	1,760	299
Apollo Galv						
Volume (k tons)	27	18	30	25	99	13
Revenue (Rsm)	1,453	881	1,432	1,265	5,032	678
EBITDA (Rsm)	123	53	132	103	411	50
Apollo Tricoat						
Volume (k tons)	10	28	47	38	113	32
Revenue (Rsm)	117	1,537	2,290	2,260	6,204	1,710
EBITDA (Rsm)	12	157	285	214	668	188
Trading Revenue (Rsm)	1,763	639	922	809	4,133	386
Total Sales Volume (k tons)	389	364	480	401	1,633	238
Total Revenue (Rsm)	20,716	16,473	21,159	18,884	77,231	11,099
Total EBITDA (Rsm)	1,295	766	1,652	1,282	4,995	759
Net Profit (Rsm)	521	547	743	568	2,380	168

Note 1: APL Apollo Tubes acquired Apollo Tricoat during 1QFY20. Apollo Tricoat reported sales volume of 123k Ton,

Note 2: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

Profit & Loss Statement (Consolidated)

Particulars (Rsm)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY 20	Q1 FY21	Change yoy (%)
Sales Volume (k Ton)	389	364	480	401	1,633	238	-39
Net Revenue	20,716	16,473	21,159	18,885	77,232	11,098	-46
Other Income	46	46	47	83	222	49	7
Total Revenue	20,762	16,519	21,205	18,968	77,454	11,147	-46
Raw Material Costs	17,951	14,334	17,633	15,867	65,785	9,308	-48
Employee Costs	301	354	382	386	1,422	287	-5
Other expenses	1,214	1,065	1,539	1,433	5,251	793	-35
EBITDA	1,295	766	1,652	1,282	4,995	759	-41
EBITDA/ton (Rs)	3,334	2,104	3,440	3,200	3,058	3,187	-4
Interest Cost	283	269	280	241	1,073	212	-25
Depreciation	202	240	262	255	959	239	18
Tax	289	-341	277	178	403	90	-69
Net Profit	521	598	833	608	2,560	219	-58
Minority Interest (MI)	-	51	90	40	180	51	
Net Profit (after MI)	521	547	743	568	2,380	168	-68
ROCE (%)					20.6		
ROE (%)					20.5		

Note 1: The Q1FY21 sales volume figures are for period '22 April 2020 to 30 June 2020' as the company had shut its operations in April 2020 owing to COVID 19 pandemic

Note 2: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

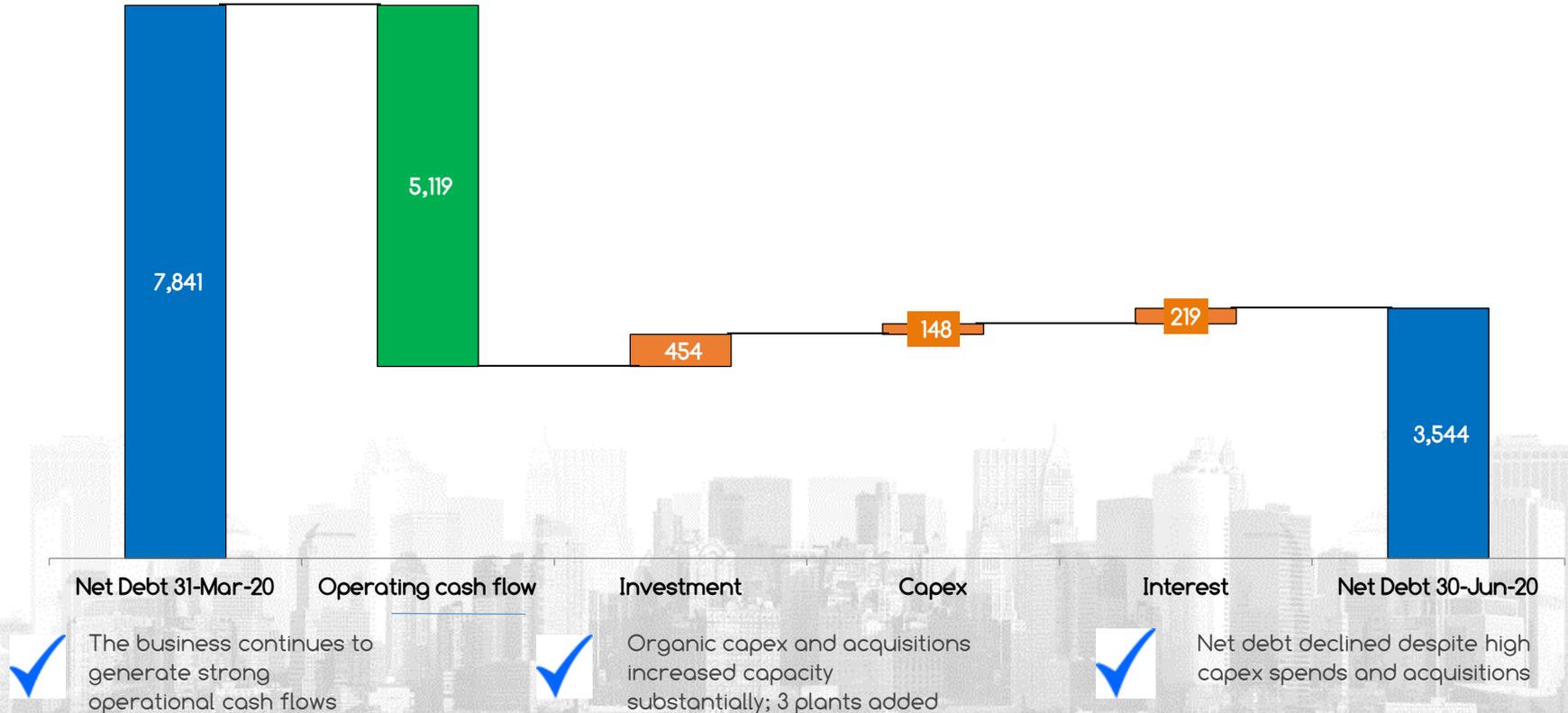
Balance Sheet & Cash Flow Statement (Consolidated)

Balance Sheet - Assets (Rsm)	Q1 FY21	FY20
Cash & Bank Balance	3,104	456
Receivables	1,240	4,764
Inventories	6,592	7,842
Other current assets	832	1,422
Fixed assets (net)	15,604	15,709
Investments	15	15
Capital work in progress	228	101
Other assets/goodwill	2,171	2,351
Total Assets	29,786	32,660
Balance Sheet - Liabilities (Rsm)	FY20	FY20
Trade payables	6,380	7,644
Other current liabilities	509	349
Debt	6,648	8,297
Others	1,972	1,861
Minority Interest/Provision	960	954
Shareholders' funds	13,317	13,554
Total Equity & Liabilities	29,786	32,660

Cash Flow Statement (Rsm)	Q1 FY21	FY20
EBITDA	759	4,995
Accounts receivables	3,533	847
Inventory	1,249	284
Other WC changes	-417	-215
Tax	-5	-816
Operating cash flow	5,119	5,095
Fixed assets	-148	-3,199
Investments	-454	-1,335
Interest	-219	-1,193
Free cash flow	4,297	-631
Dividend payments	0	-410
Capital increase	0	1,304
Net change in cash flow	4,297	263
Net debt beginning	-7,841	-8,104
Net debt end	-3,544	-7,841

Note: The Q1FY21 sales volume figures are for period '22 April 2020 to 30 June 2020' as the company had shut its operations in April 2020 owing to COVID 19 pandemic

Consolidated Cash Flow Bridge (Rsm)



Profit & Loss Statement (Without Tricoat)

Particulars (Rsm)	Q1 FY20	Q2 FY20	Q3 FY20	Q4 FY20	FY 20	Q1 FY21	Change yoy (%)
Sales Volume (k Ton)	389	336	433	363	1,521	206	-47
Net Revenue	20,599	14,936	18,869	16,625	71,028	9,388	-54
Other Income	45	43	46	78	212	46	1
Total Revenue	20,644	14,980	18,915	16,703	71,241	9,434	-54
Raw Material Costs	17,853	13,037	15,829	14,010	60,729	7,950	-55
Employee Costs	299	334	336	341	1,310	248	-17
Other expenses	1,209	1,000	1,382	1,284	4,875	665	-45
EBITDA	1,283	609	1,368	1,068	4,327	572	-55
EBITDA/Ton (Rs)	3,302	1,809	3,158	2,945	2,846	2,770	-16
Interest	282	263	258	209	867	179	-36
Depreciation	200	218	235	214	1,013	204	2
Tax	287	-376	222	122	262	51	-82
Net Profit	514	504	652	522	2,185	138	-73

CORE COMPETENCE

Our Business Moat...

Most products
with 1,500 SKUs

Highest scale with 10 plants
(2.5Mn ton capacity)

Largest sales network
(800 distributors)



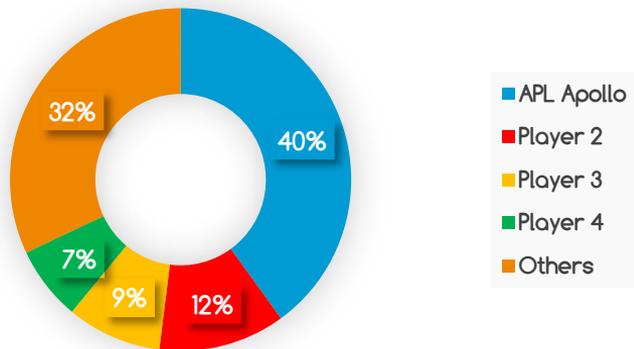
Lowest cost producer
(largest buyer of HR coil)

Premium pricing to peers
(brand strength)

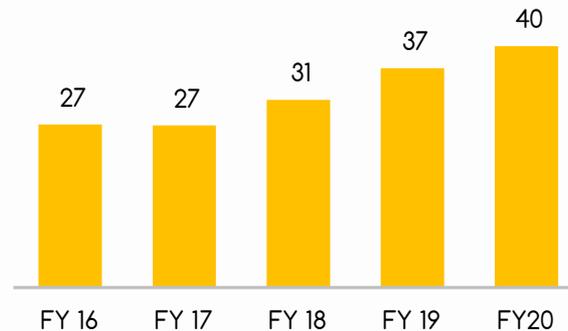
Technology edge &
Innovation

Dominant Leadership

Peer Market Share FY20



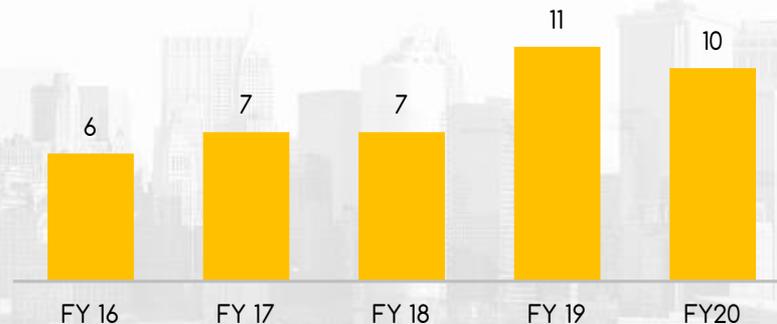
APL's Market Share (%)



Capacity (Mn Tons)



Number of Plants



KEY TAKEAWAYS

Financial Priorities under Strong Governance

Growth

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



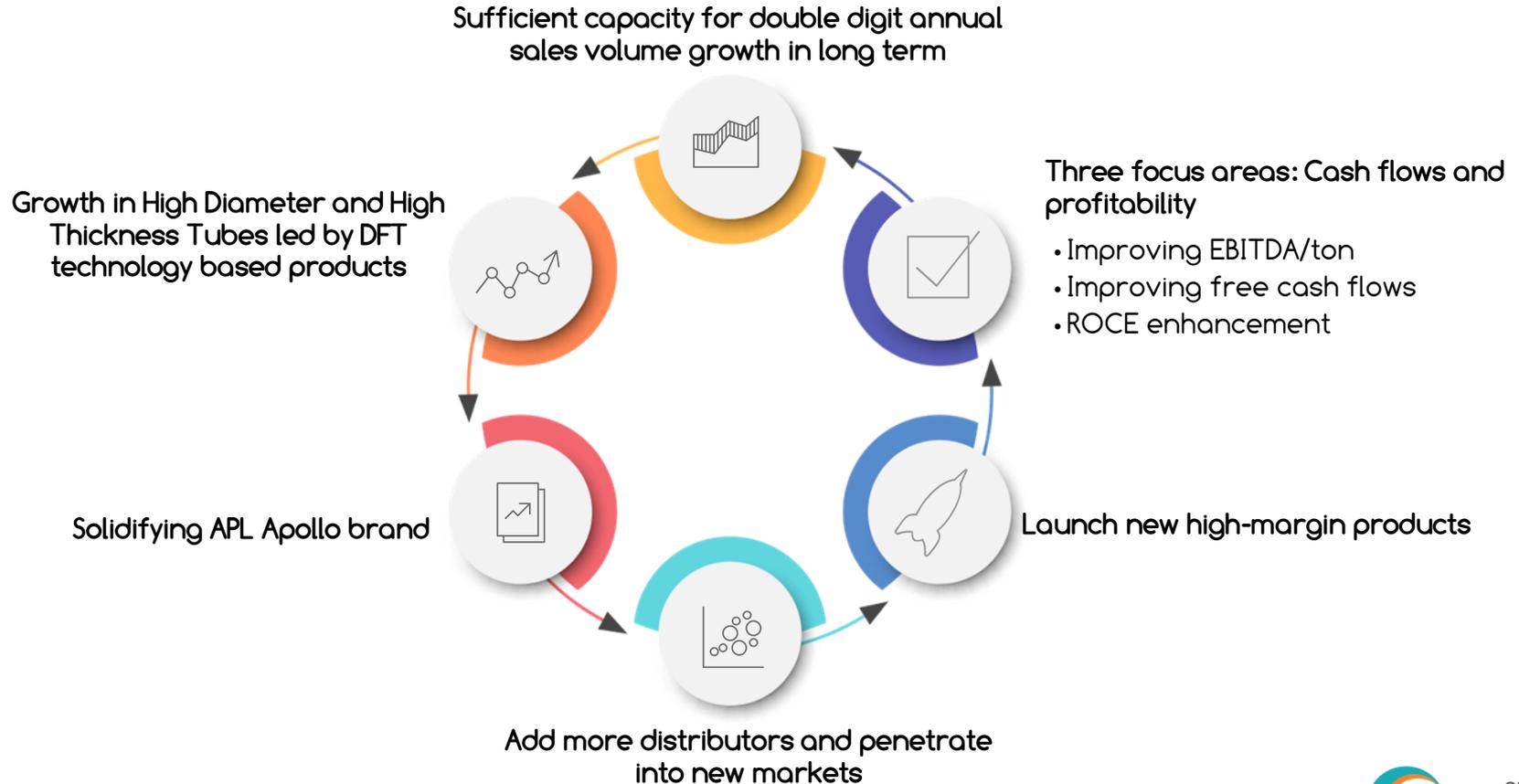
Earnings

- Drive sustainable EPS growth
- Attain earnings objectives across economic cycles
- ROCE \geq 25%

Capital Allocation

- Focus on Free Cash Flow Generation
- Sound Leverage and Working Capital Ratio
- Consistent dividend payouts to shareholders

Solid Future Outlook



ESG Initiatives

Environment

- ✓ Mapping energy consumption trends to achieve energy optimisation benchmark
- ✓ Target to equip all the units and buildings with rooftop solar panels
- ✓ Achieved 20% reduction in wastages through operational efficiency
- ✓ Water recycling already in practice
- ✓ Increasing the greenery cover around all plants
- ✓ Coil stacking system to enhance safety guidelines and flexibility of operations
- ✓ Installed effluent treatment plants for the prevention of water pollution

Social

- ✓ Committed to impart skill development and employment
- ✓ Recruitment of rural youth for local sales operations
- ✓ Funds for education, healthcare and community infrastructure development projects for marginalized communities
- ✓ Association in compliance to the provisions of Companies Act, 2013 relating to Corporate Social Responsibility

Governance

- ✓ No pledge of promoter shares
- ✓ Deloitte for statutory audit and Ernst & Young for internal audit
- ✓ 5 independent board members out of 9

Strong Management

Directors (Non Executive)

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

Ashok Kumar Gupta

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

Executive Team

Sanjay Gupta
Chairman & Managing Director

Vinay Gupta
Director

Romi Sehgal
Director

Ashok Khushu
Head – New Projects

Arun Agrawal
Chief Operating Officer

Deepak Goyal
Chief Finance Officer

Anubhav Gupta
Chief Strategy Officer

Ravindra Tiwari
Head-Sales & Marketing

Thank You

For further information, please contact:

Deepak Goyal

Tel: +91 120 404 1400

Email: deepakgoyal@aplapollo.com

Anubhav Gupta

Tel: +91 120 404 1452

Email: anubhav@aplapollo.com



APL Apollo Tubes Limited

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

Q1 FY21 Financial Performance

Sales volume of 238k tons, declined by 39% YoY

EBITDA of Rs759 mn, declined by 41% YoY

New Delhi, August 13, 2020: APL Apollo Tubes Limited (APL Apollo), India's leading branded structural steel tube manufacturer, announced its financial results for the quarter and full year ended June 30, 2020.

Financial Performance Highlights

Performance Review for Q1FY21 vs. Q1FY20

- Sales Volume declined by 39% to 238k tons
- EBITDA declined by 41% to Rs759mn
 - EBITDA per ton was Rs3,187 (decline of 4% YoY)
- Interest Cost declined by 25% to Rs212mn
- Net Profit declined by 68% to Rs168mn
- Net debt declined by 55% to Rs3.5bn
- Quarterly performance was impacted by disruptions owing to COVID-19

Note 1: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

Note 2: Q1FY21 sales volume figures are for period '22 April 2020 to 30 June 2020' as the company had shut its operations in April 2020 owing to COVID 19 pandemic.

Commenting on the Company's performance for Q1 FY21, Mr. Sanjay Gupta, Chairman, APL Apollo, said,

APL Apollo Tubes Ltd has created its dominant leadership in structural steel tube industry. The Q1FY21 performance was impacted due to disruption from COVID-19. We lost full 21 days of production in April 2020 apart from weak economic sentiments since our country got its first COVID-19 case.

I am proud of the way Team APL Apollo has executed a strong business continuity plan focused on Health, Cost and Cash. The company has resumed its operations with strict health and safety protocols. With our continuous focus on working capital and cost efficiencies, I am confident that the company will emerge stronger from this situation.

About APL Apollo Tubes Limited

APL Apollo Tubes Limited (APL Apollo) *BSE: 533758, NSE: APLAPOLLO is India's leading branded structural steel tube manufacturer. Headquartered at Delhi NCR, the Company operates 10 manufacturing facilities with a total capacity of 2.5 Million MTPA. APL Apollo's multi-product offerings include over 1,500 varieties of Structural Tubes to be used for Residential and Commercial Construction and Infrastructure development. The Company's vast distribution network of over 800 distributors is spread all across India, with warehouses cum- branch offices in over 28 cities.

For more information about us, please visit www.aplapollo.com or contact:

Deepak Goyal / Anubhav Gupta

APL Apollo Tube Ltd

Tel: +91 120 404 1400

Email: deepakgoyal@aplapollo.com,
anubhav@aplapollo.com

DISCLAIMER:

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. APL Apollo Tubes Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.