



7th May 2025

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

Dear Sir/Madam,

Re: <u>Earnings presentation and Press Release on Audited Financial Results for the quarter and year ended March 31, 2025</u>

In terms of Regulation 30 of the Listing Regulations read with Schedule III to the Listing regulations, please find attached Earnings Presentation and Press Release respectively made by the Company on Audited Financial Results of the Company for the quarter and year ended March 31, 2025.

This disclosure along with the enclosures shall be made available on the website of the Company viz. www.aplapollo.com.

Yours faithfully For APL Apollo Tubes Limited

Vipul Jain Company Secretary and Compliance Officer

Encl: a/a



"India is ready and so we are"

Revolution the world of tube

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









Earnings presentation Q4FY25

Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking" statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



Contents

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



Q4FY25 at a Glance



850k Ton
Sales Volume
25% YoY increase

3% QoQ increase



₹55.1Bn

Revenue

16% YoY increase 1% QoQ increase



₹4.1Bn

EBITDA

48% YoY increase 20% QoQ increase



₹4,864

EBITDA/ton

18% YoY increase 17% QoQ increase



58%

Value Added Sales mix

Q3FY25 was 56%



₹323Mn

Interest Cost

4% YoY increase 12% QoQ decrease



₹2.9Bn

Net profit

72% YoY increase 35% QoQ increase



₹3.5Bn

Cash profit

62% YoY increase 31% QoQ increase



0 days

Net WC in FY25 FY24 was 1 day



24.5%

ROCE in FY25

FY24 was 29.5%



19.4%

ROE in FY25

FY24 was 22.2%



₹3.1Bn

Net cash in FY25

FY24 Net cash was ₹0.18 Bn

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Capital employed has been calculated as Total assets minus total current liabilities minus surplus cash

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

FY25 at a Glance











58%

Value Added Sales mix

FY24 was 58%



₹1,333Mn
Interest Cost
18% YoY increase



₹7.6Bn

Net profit
3% YoY increase



₹ 9.6Bn

Cash profit
6% YoY increase



0 days

Net WC in FY25 FY24 was 1 day



24.5% ROCE in FY25

FY24 was 29.5%



19.4% ROE in FY25

FY24 was 22.2%



₹3.1Bn

Net cash in FY25 FY24 Net cash was ₹0.18 Bn

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Capital employed has been calculated as Total assets minus total current liabilities minus surplus cash

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

APL APOLLO TUBES

Highest ever Quarterly Volume, Revenue, EBITDA & PAT

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

FINANCIAL PERFORMANCE



De-commoditizing Product Portfolio (QoQ)

			Q4FY24			Q1FY25 Q2FY25			Q3FY25			Q4FY25				
	Application	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)
	Heavy*	11	72	2 7,989) 10	69	8,140	8	63	3 5,801	10	80	8,398	3 10	82	8,701
Apollo Structural	Light	15	102	2 5,187	7 15	110	5,169	17	127	7 2,899	17	143	3 5,226	17	143	5,752
	General	40	272	2 1,802	2 40	288	1,944	45	338	3 -24	44	360) 1,970) 42	353	2,897
Apollo Z	Rust-proof	23	156	4,865	5 23	168	4,958	20	150	2,567	' 20	166	5,199	22	185	5,715
	Coated	6	40	6,023	3 7	52	5,757	7	51	3,395	5 6	46	5,921	6	55	6,312
Apollo Galv	Agri/Industrial	5	37	7 5,725	5 5	34	5,698	4	29	9 3,340) 4	. 34	5,805	5 4	33	5,423
Total		100	679	4,132	2 100	721	4,183	100	758	3 1,821	100	828	3 4,173	100	850	4,864

Standard products with EBITDA around Rs 2,000/ Ton

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

De-commoditizing Product Portfolio (YoY)

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

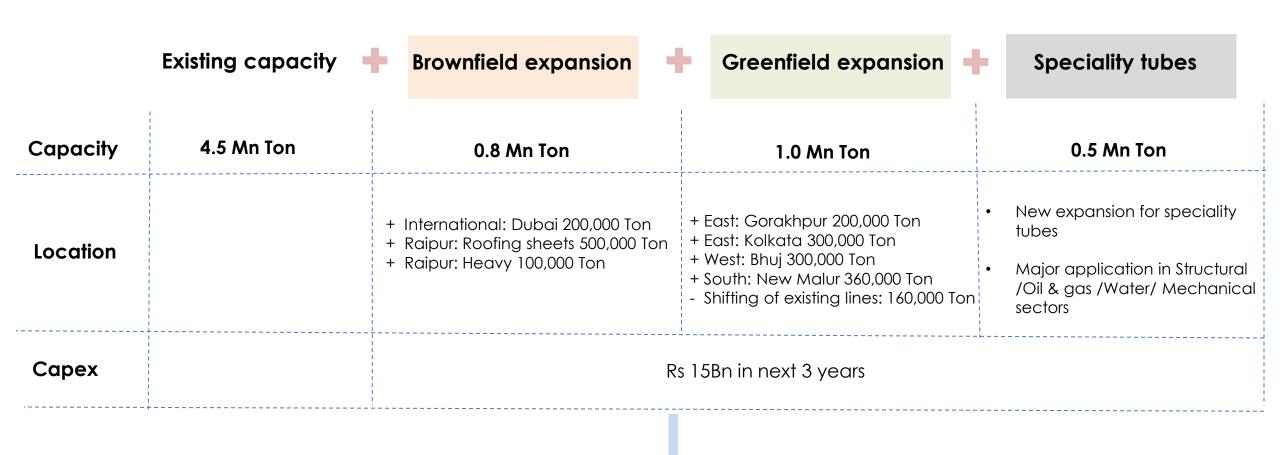
Existing capacity in FY25

4.5 Mn Ton

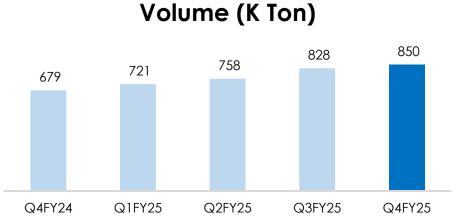
Proposed capacity by FY28

6.8 Mn Ton

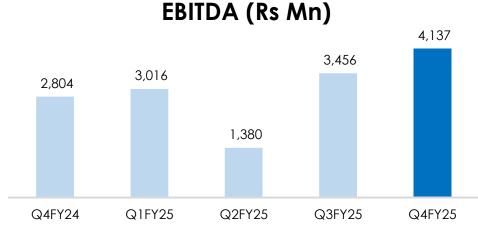
Capacity expansion plan by FY28



Total capacity by FY28: 6.8 Mn Ton



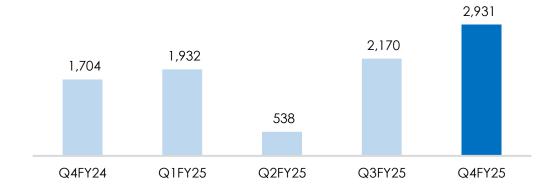
Q2FY25 Q3FY25 Q4FY25 Q4FY24



EBITDA/Ton (Rs)

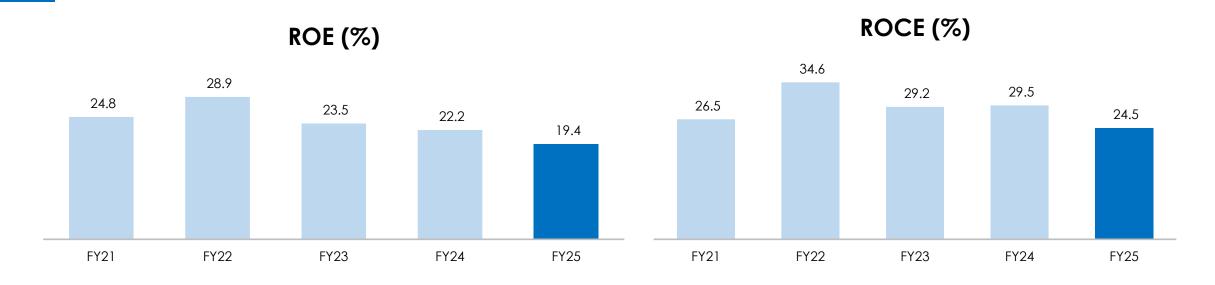


Net Profit (Rs Mn)



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

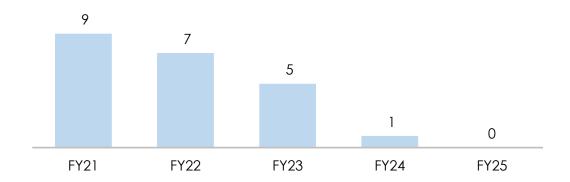
^{2.} EBITDA has been calculated without other income

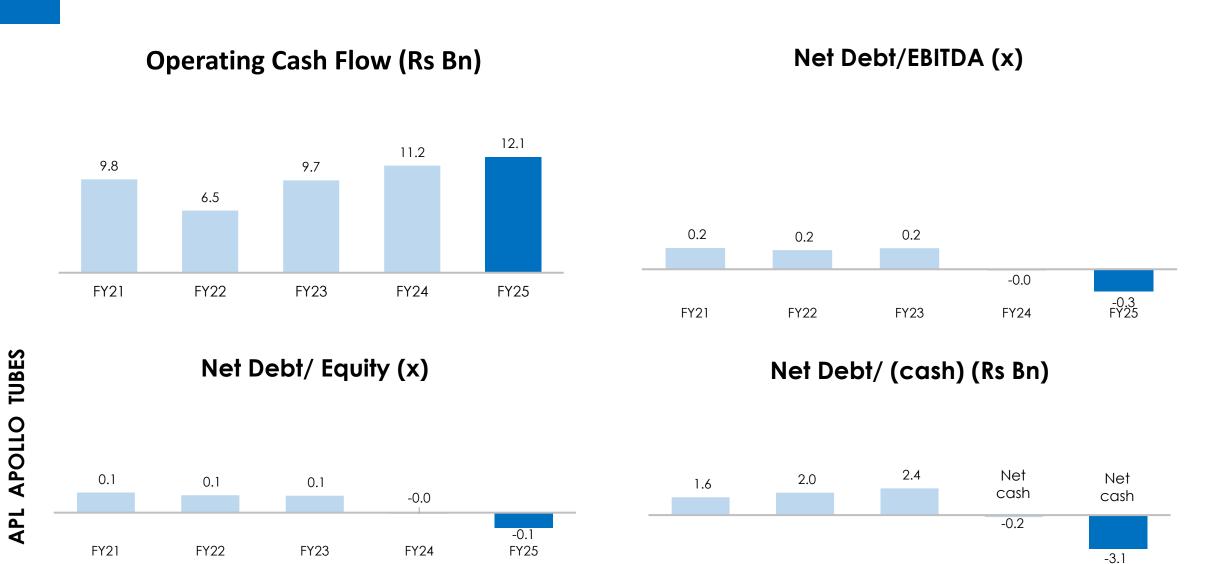






Net Working Capital Days





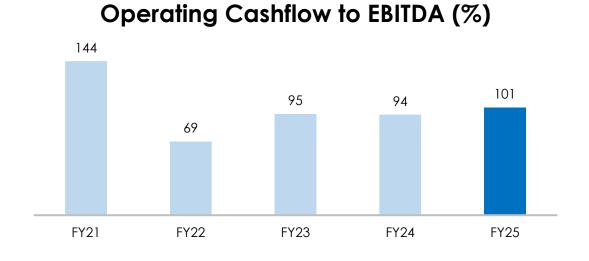
FY21

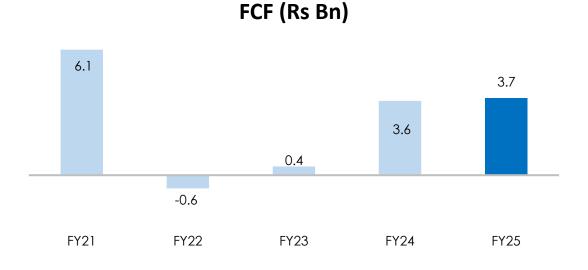
FY22

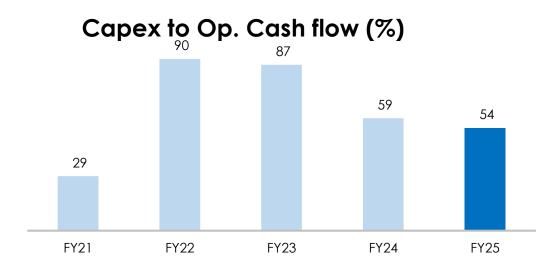
FY23

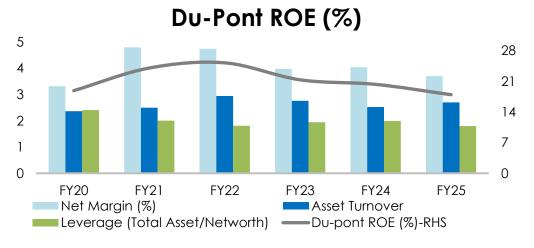
FY24

FY25









Cash Flow Bridge (Rs Mn)



Profit & Loss Statement (Consol)

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

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Trading revenue for Q4FY25 was Rs 5.1Bn

Balance Sheet & Cash flow (Consol)

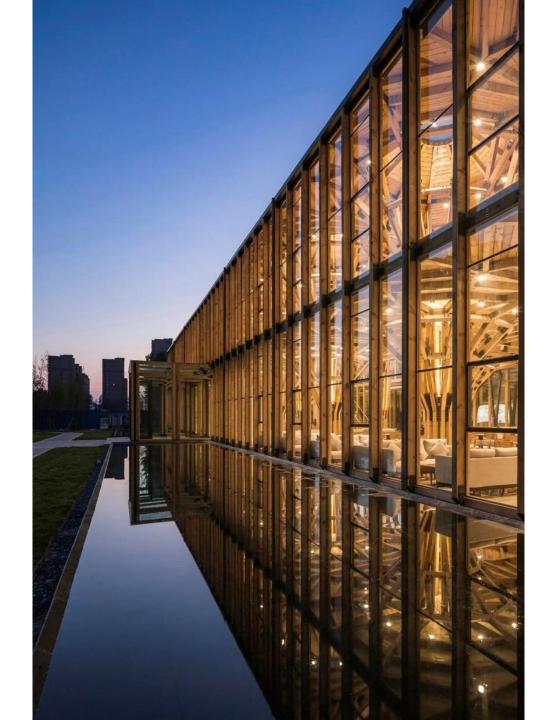
Balance Sheet - Assets (Rs mn)	FY24	FY25
Cash & Bank Balance	11,430	9,199
Receivables	1,391	2,673
Inventories	16,379	16,232
Other current assets	4,237	4,497
Fixed assets (net)	32,336	37,056
Right to use Assets	1,103	1,579
Investments	1,027	1,262
Other assets/goodwill	3,964	3,465
Total Assets	71,868	75,962

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

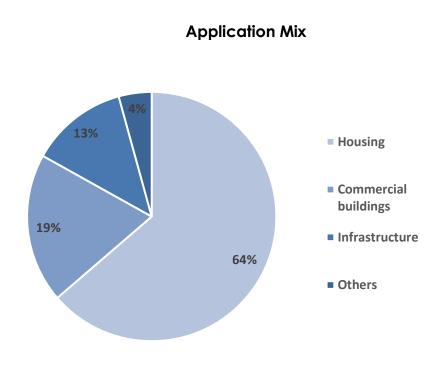
Cashflow Statement (Rs mn)	FY24	FY25
EBITDA	11,922	11,990
Change in receivables	-1	-1,329
Change in inventory	-1,595	125
Change in payables	3,846	2,496
Change in other WC	-1,533	-250
Tax	-2,180	-1,875
Others/Income	749	960
Operating cash flow	11,209	12,117
Capex	-6,618	-6,538
Investments	-44	-360
Interest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

^{**} In this presentation we have classified Rs 3.5bn FD under cash and cash equivalents for FY25 which has been classified under Other financial Assets due to maturity of less than 365 days

DEMAND DRIVERS



Structural Steel Tube Applications







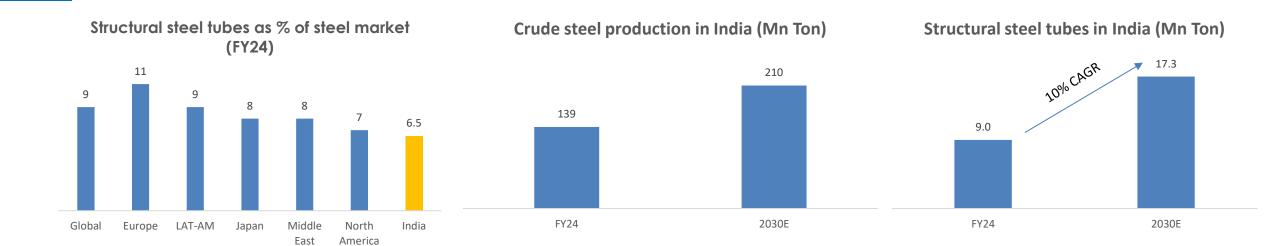


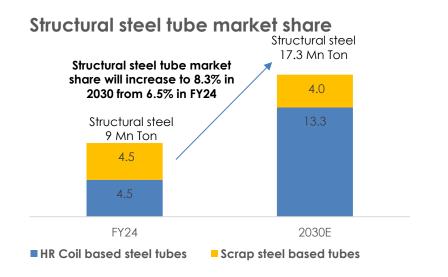




19

India Structural Steel Tube market potential

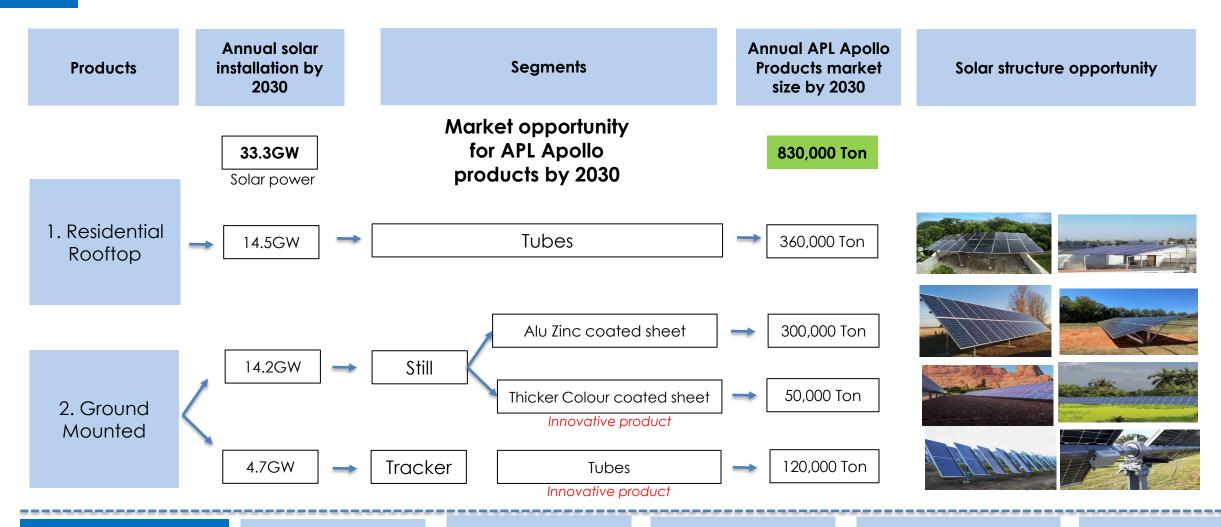




HR Coil based steel tube market (APL Apollo's addressable market) to grow faster vs scrap steel based tube market due to:

- · 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

Solar structure opportunity for structural tubes



Why structural steel tube is a preferred solution

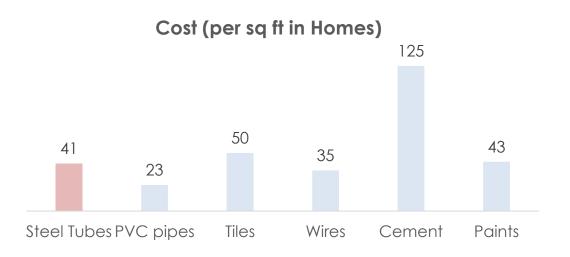
Cost Effective, Eco-Friendly Higher Strength Faster Construction Lower steel consumption

Reduces overall project cost

Steel Tube usage in housing/commercial buildings

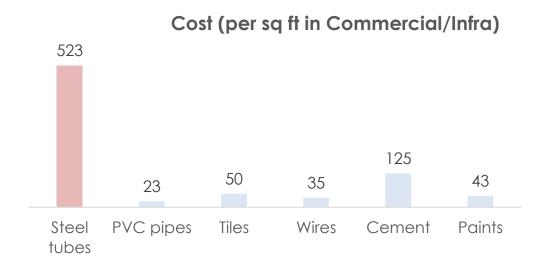
Housing

Commercial/Infrastructure



Steel Tube applications in homes





Steel Tube applications in commercial/infra



Tubes are well positioned to play the real estate construction cycle

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



Ongoing enquiries



Airport, Uttar Pradesh



Hospital, Delhi



Hospital, Pradesh



Pradesh



University campus, Uttar 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

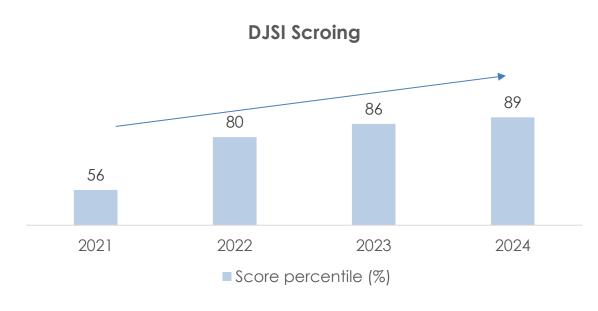


Railway station, Andhra Pradesh



ESG-DJSI Scoring

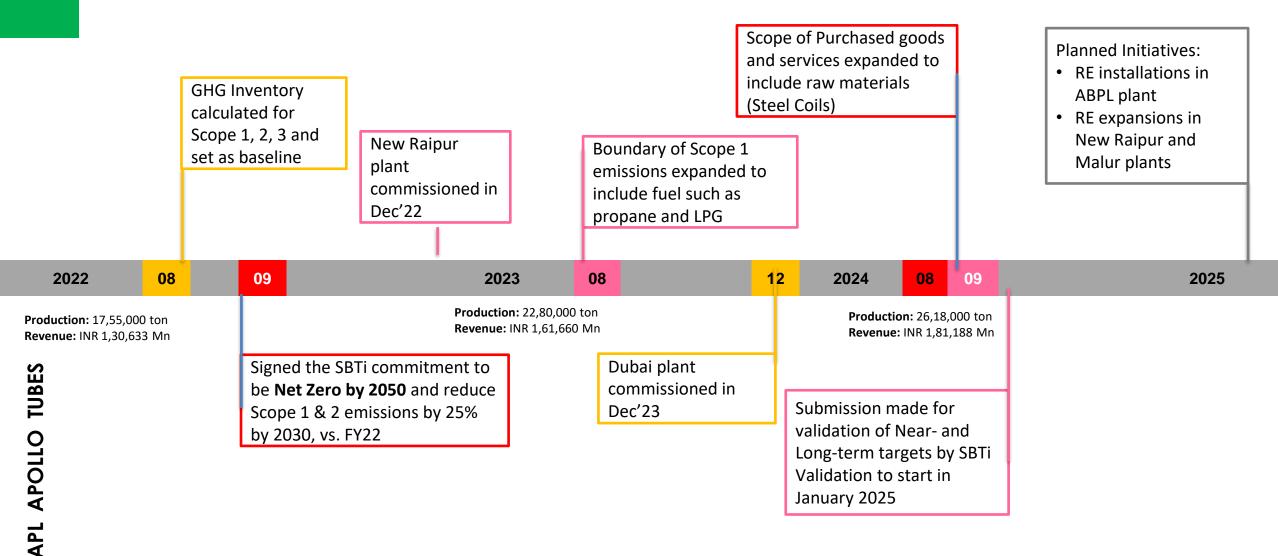




APL APOLLO SCORED 89TH PERCENTILE IN 2024

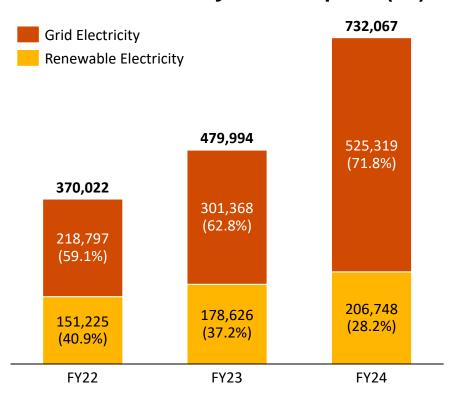
We expect better score next year as we are improving on ESG parameters

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



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

Renewable Electricity Consumption (GJ)



The decrease in share of renewable electricity in FY24 vs. FY23 is attributed to the addition of the New Raipur plant.

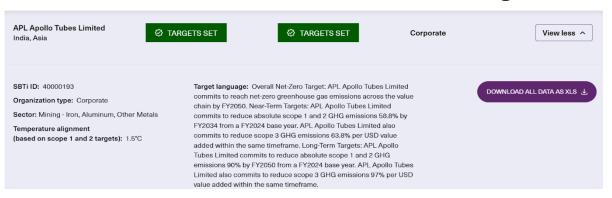
This plant relies solely on grid electricity, which is non-renewable. As a result, the percentage of renewable electricity has declined. However, if the New Raipur plant is excluded from the calculation, the renewable electricity share would be 41% for FY24.

Trend of GHG Emissions over past 3 years

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

- a. Scope 1 Emission from FY 2022 onward includes diesel, LPG, Furnace Oil, and Propane
- b. In FY24, emissions from raw material purchase (Stel) were added to the Purchased Goods and Services category, resulting in increase in Scope 3 emissions

SBTi validation on near-term and net-zero targets



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

ø

B

B

S

S

S

S

G

- 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









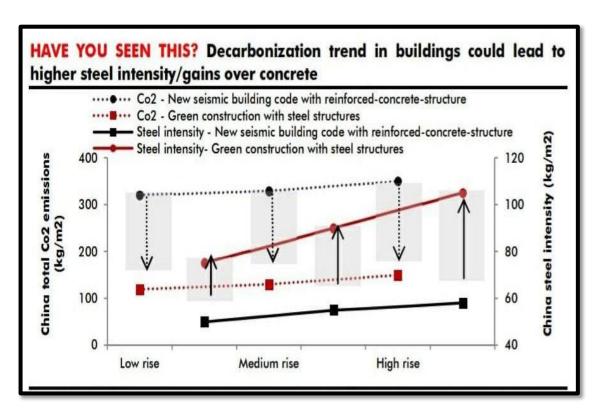


Steel Buildings = Decarbonization

- 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 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



Capital Allocation

- Drive sustainable EPS growth
- Attain earnings objectives across economic cycles
- Achieve ROCE ≥ 30%

APL APOLLO TUBES

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 GoyalDirector-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



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

Shubham Mittal

APL Apollo Tubes Ltd Tel: +91 120 691 8000

Email: shubhammittal@aplapollo.com

Deepak Goyal

APL Apollo Tubes Ltd Tel: +91 120 691 8000

Email: <u>deepakgoyal@aplapollo.com</u>





APL Apollo Tubes Limited

Regd. Office: 37, Hargobind Enclave, Vikas Marg, Delhi – 110 092 Corp. Office: SG Centre, Plot No. 37-C, Block-B, Sector-132, Noida, Distt. Gautam Budh Nagar, U.P.-201304



Noida, May 7, 2025: APL Apollo Tubes Limited (APL Apollo), India's leading branded structural steel tube company, today announced its financial results for the quarter ending March 31, 2025.

FY25 Financial performance highlights

- > Sales volume increased by 21% YoY to 3,157,978 Ton
- > Revenue increased by 14% YoY to Rs206.9bn
- > EBITDA increased by 1% YoY to Rs12bn
 - EBITDA per ton at Rs3,797/Ton
- Net Profit increased by 3% YoY to Rs7.6bn

Mr. Sanjay Gupta, Chairman, APL Apollo, comments on Q4FY25 results

"The company has reported its strongest quarterly and yearly performance achieving record-high sales volume, revenue, EBITDA, and net profit. This outstanding performance came despite of challenging macroeconomic environment, global trade uncertainty and slowdown in Indian government's spending. For FY25, the company's volume increased 21% YoY, which exceeded overall industry growth. We remain focused on innovation and delivering the best customer experience to further enhance our leadership position in the industry. We continue to remain prudent with our working capital management, which remains best in the construction material sector".

About APL Apollo Tubes Limited

APL Apollo Tubes Limited (APL Apollo) BSE: 533758, NSE: APLAPOLLO is India's leading structural steel tube manufacturer. Headquartered at Delhi NCR, the Company operates 11 manufacturing facilities with a total capacity of 4.5 Mn Ton. It has a pan-India presence with 11 units strategically located in Hyderabad, 3 plants at Sikandarabad (UP), Bangalore, Hosur (Tamil Nadu), 2 plants in Raipur (Chhattisgarh), Malur (Karnataka), Murbad (Maharashtra) and Umm Al Quwain (UAE). APL Apollo's multi-product offerings include over 3,000 varieties for multiple building material structural steel applications. With state-of-the-art-manufacturing facilities, APL Apollo serves as a 'one-stop shop' for a wide spectrum of products, catering to an array of industry applications such as urban infrastructure and real estate, rural housing, commercial construction, greenhouse structures and engineering applications. The Company's vast 3-tier distribution network of over 800 Distributors is spread across India, with presence in over 300 towns and cities.

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

Deepak Goyal

APL Apollo Tubes Ltd Tel: +91 120 691 8000 Email: <u>deepakgoyal@aplapollo.com</u>

Anubhav Gupta

APL Apollo Tubes Ltd Tel: +91 120 691 8000 Email: anubhav@aplapollo.com

Shubham Mittal

APL Apollo Tubes Ltd Tel: +91 120 691 8000 Email: shubhammittal@aplapollo.com

