



**YOU THINK  
WE SUPPLY**

**CELEBRATING NETWORK OF 800 DISTRIBUTORS**



**Q4 & FY23 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

- Q4FY23 at glance
- FY23 at glance
- Financial Performance
- Business Strategy
- New Initiatives
- ESG Engagement
- Team APL Apollo



# Q4FY23 at a Glance



**650k ton**  
**Sales Volume**  
18% yoy increase



**₹ 44.3 Bn**  
**Revenue**  
5% yoy increase



**₹3.2 Bn**  
**EBITDA**  
21% yoy increase



**₹ 4,970**  
**EBITDA/ton**  
3% yoy increase



**₹249 Mn**  
**Interest Cost**  
147% yoy increase



**₹ 2.0 Bn**  
**Net profit**  
24% yoy increase



**54%**  
**Value Added**  
**Sales mix**  
Q4FY22 was 60%



**₹ 2.5Bn**  
**Cash profit**  
30% yoy increase



**₹ 468Mn**  
**Depreciation**  
68% yoy increase



**7.3%**  
**EBITDA Margin**  
6.3% in Q4FY22



**4.6%**  
**Net Margin**  
3.9% in Q4FY22

# FY23 at a Glance



**2,280k ton**  
**Sales Volume**  
30% yoy increase



**₹161.7 Bn**  
**Revenue**  
24% yoy increase



**₹10.2 Bn**  
**EBITDA**  
8% yoy increase



**₹ 4,481**  
**EBITDA/ton**  
17% yoy decrease



**₹671 Mn**  
**Interest Cost**  
51% yoy increase



**₹6.4 Bn**  
**Net profit**  
15% yoy increase



**56%**  
**Value Added**  
**Sales mix**  
FY22 was 63%



**₹ 9.7 Bn**  
**Op. Cash Flow**  
FY22 was Rs 6.5 Bn



**5 days**  
**Net WC days**  
FY22 was 7 days



**29.2%**  
**ROCE**  
FY22 was 34.6%



**23.5%**  
**ROE**  
FY22 was 28.9%



**₹ 2.4 Bn**  
**Net debt**  
FY22 was Rs 2 Bn

Note1: Sales Volume and Financials are on consolidated basis

Note2: Capital employed for ROCE computed as Total assets less Current Liabilities & Cash

# Highest ever Quarterly Sales Volume/EBITDA

Profit & Loss (Rs mn)	Q1 FY21	Q2 FY21	Q3 FY21	Q4FY21	Q1FY22	Q2FY22	Q3FY22	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23
Volume (k ton)	238	481	486	435	373	427	403	552	423	602	605	650
Net Sales	11,098	22,021	26,009	25,870	25,343	30,839	32,304	42,147	34,386	39,692	43,271	44,311
EBITDA	711	1,691	2,321	2,064	2,547	2,222	2,023	2,661	1,939	2,319	2,729	3,229
<i>EBITDA/ton (Rs)</i>	2,982	3,514	4,780	4,742	6,825	5,199	5,023	4,823	4,587	3,850	4,510	4,970
PBT	309	1,382	1,995	1,772	2,256	1,956	1,721	2,391	1,629	2,023	2,290	2,692
Net Profit	168	921	1,320	1,192	1,684	1,461	1,279	1,766	1,207	1,502	1,692	2,018

# FINANCIAL PERFORMANCE



# De-commoditizing Product Portfolio

Product Category	Application	Q4FY22			Q1FY23			Q2FY23			Q3FY23			Q4FY23		
		Sales Mix	Volume	EBITDA /Ton	Sales Mix	Volume	EBITDA /Ton	Sales Mix	Volume	EBITDA /Ton	Sales Mix	Volume	EBITDA /Ton	Sales Mix	Volume	EBITDA /Ton
		(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)
<b>Apollo Structural</b>	Heavy Section	7	40	7,835	8	33	7,028	7	41	6,926	8	46	7,568	6	39	8,437
	Super Heavy Section		0			0			0			0		0	2	9,604
	Light Structures	17	96	5,852	14	59	5,081	18	109	5,344	22	132	4,059	17	108	6,256
	General Products	40	223	1,955	39	165	1,614	46	276	1,388	44	264	2,284	46	299	2,612
<b>Apollo Z</b>	Rust-proof structures	30	166	7,134	33	141	7,224	23	137	6,816	21	125	7,492	25	163	7,327
	Coated Products		0	5,040	2	7	5,001	2	12	9,401	2	10	3,146	1	10	4,424
<b>Apollo Galv</b>	Agri/Industrial	5	26	5,040	4	18	5,005	4	27	4,966	5	28	5,659	4	27	6,780
<b>Total</b>		<b>100</b>	<b>552</b>	<b>4,823</b>	<b>100</b>	<b>423</b>	<b>4,587</b>	<b>100</b>	<b>602</b>	<b>3,850</b>	<b>100</b>	<b>605</b>	<b>4,510</b>	<b>100</b>	<b>650</b>	<b>4,970</b>

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

# De-commo-ditizing Product Portfolio

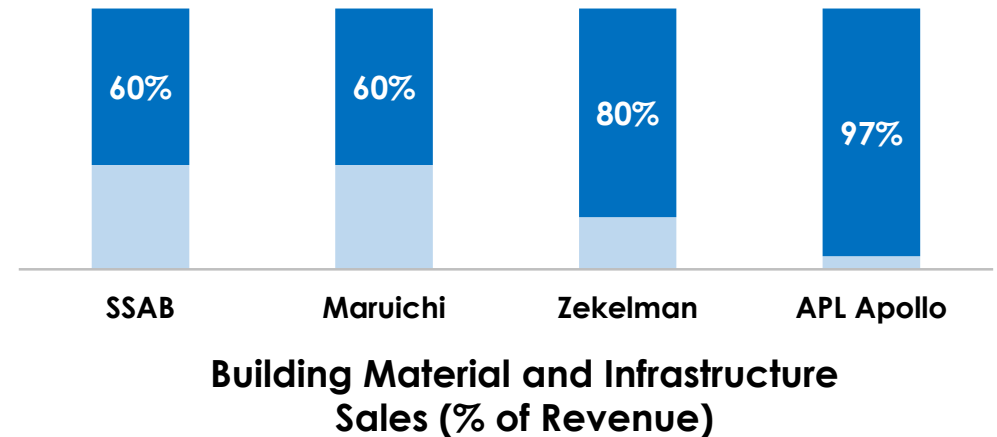
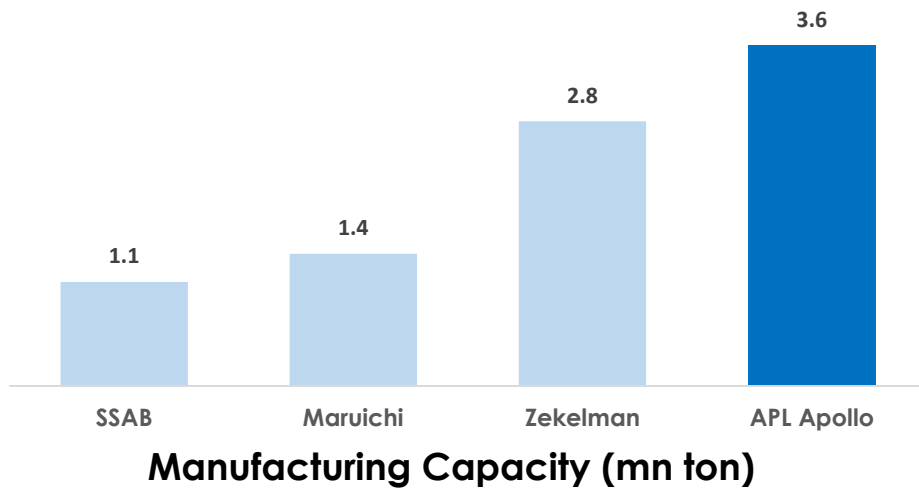
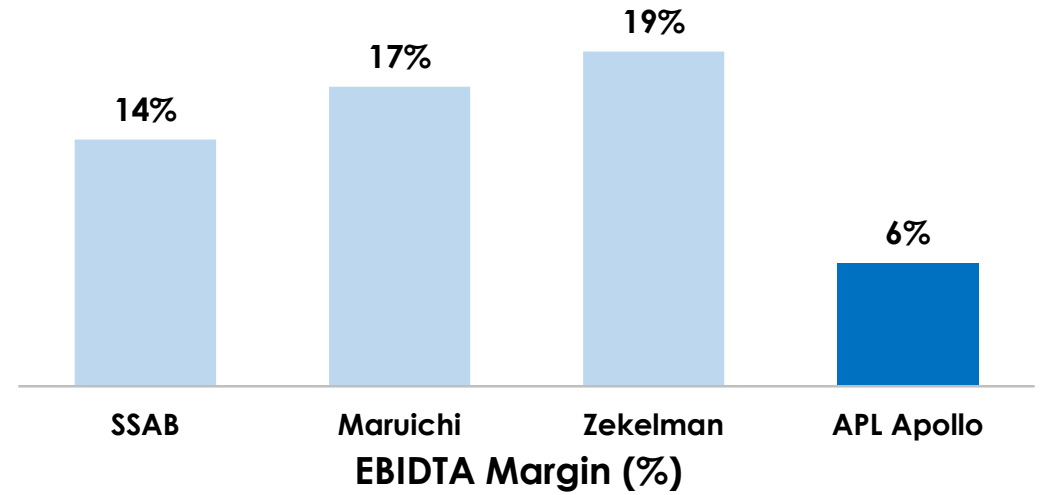
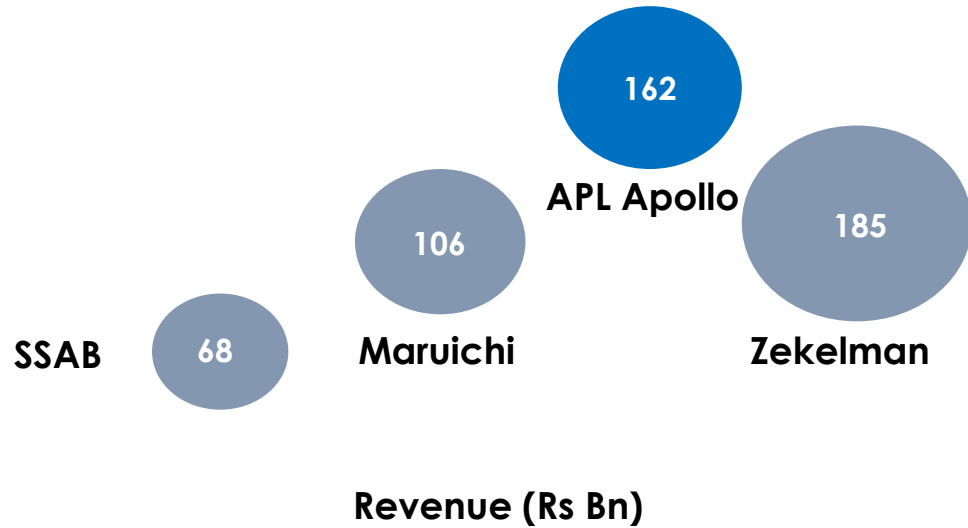
Product Category	Application	FY19			FY20			FY21			FY22			FY23		
		Sales Mix	Volume	EBITDA/Ton	Sales Mix	Volume	EBITDA/Ton	Sales Mix	Volume	EBITDA/Ton	Sales Mix	Volume	EBITDA/Ton	Sales Mix	Volume	EBITDA/Ton
		(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)
Apollo Structural	Heavy	6	80	3,775	6	101	4,000	6	95	4,721	7	121	7,422	7	160	7,505
	Super Heavy	-	-	-	-	-	-	-	-	-	-	-	-	0	2	9,604
	Light	8	108	3,707	8	134	4,778	21	352	5,649	19	336	6,683	18	407	5,134
Apollo Z	General	58	777	1,615	55	898	1,361	43	713	1,658	37	647	2,145	44	1,005	2,025
	Rust-proof	21	283	5,568	25	401	5,279	25	409	6,692	33	575	7,710	25	567	7,214
	Coated	-	-	-	-	-	-	-	-	-	0	0	-	2	39	5,731
Apollo Galv	Agri/Industrial	7	92	4,362	6	99	3,952	4	71	6,040	4	76	6,442	4	99	5,667
Apollo Build/ New Raipur*	Coated Products	0	0	-	0	0	-	0	0	-	-	-	-	-	-	-
<b>Total</b>		<b>100</b>	<b>1,339</b>	<b>2,933</b>	<b>100</b>	<b>1,633</b>	<b>2,923</b>	<b>100</b>	<b>1,640</b>	<b>4,138</b>	<b>100</b>	<b>1,755</b>	<b>5,386</b>	<b>100</b>	<b>2,280</b>	<b>4,481</b>

Standard products with EBITDA around Rs 2,000/ Ton

Value added products with EBITDA more than Rs 4,000/Ton

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

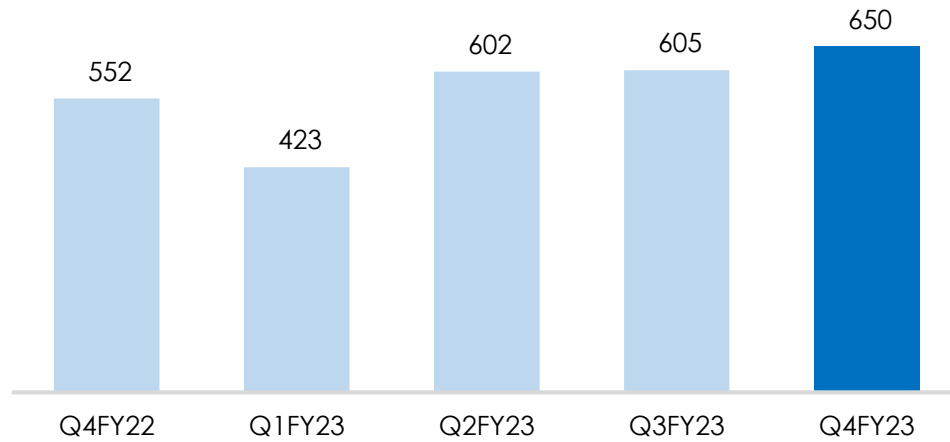
# Global Peer Benchmarking



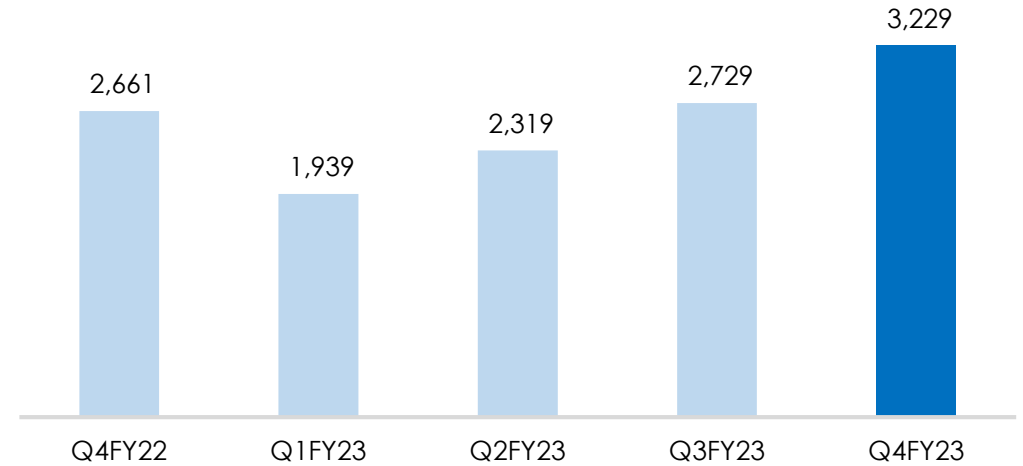
Based on latest financial available data

# Growing Strength to Strength

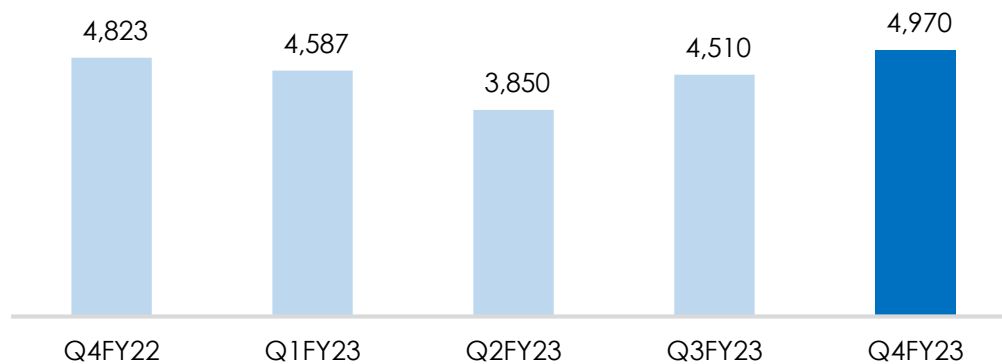
## Volume (k'ton)



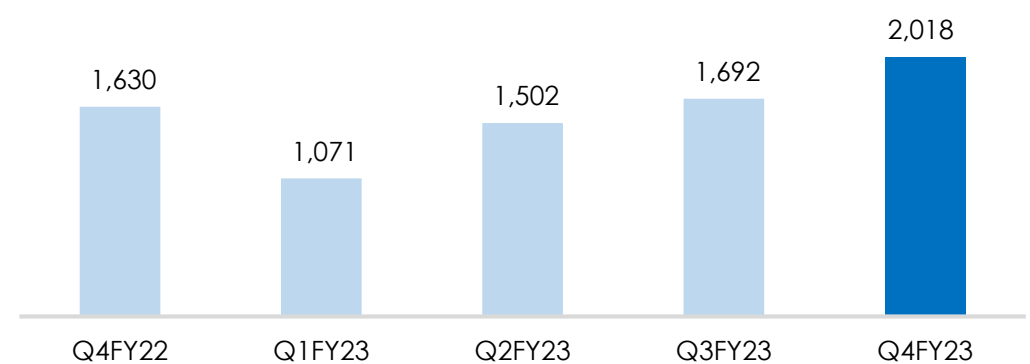
## EBITDA (Rsm)



## EBITDA/Ton (Rs)



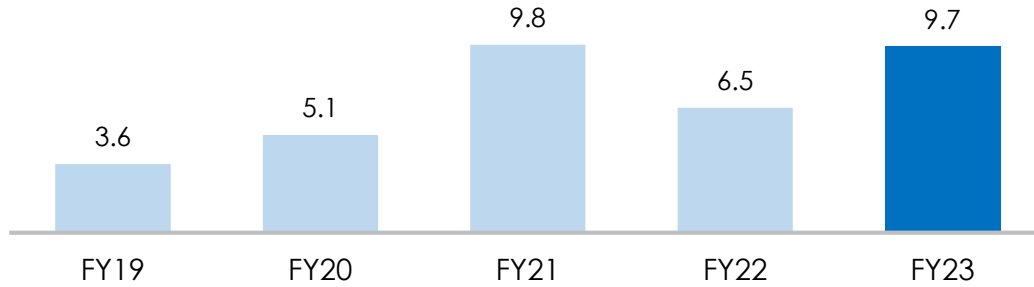
## Net Profit (Rsm)



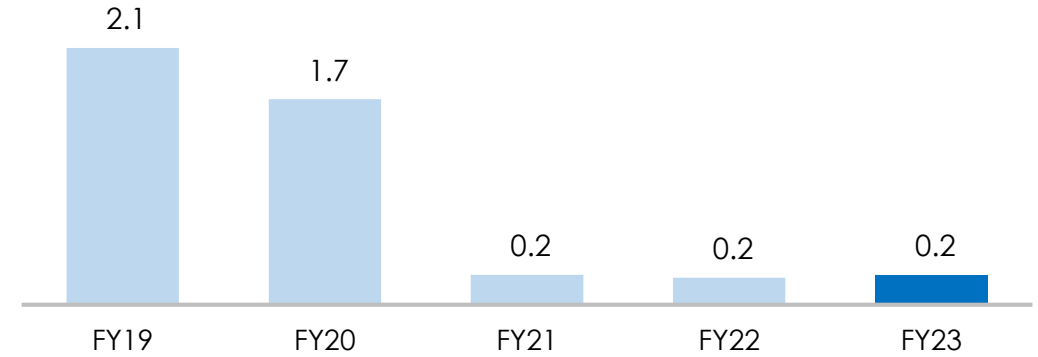
1. Sales Volume and Financials are on consolidated basis
2. EBITDA has been calculated without other income

# Growing Strength to Strength

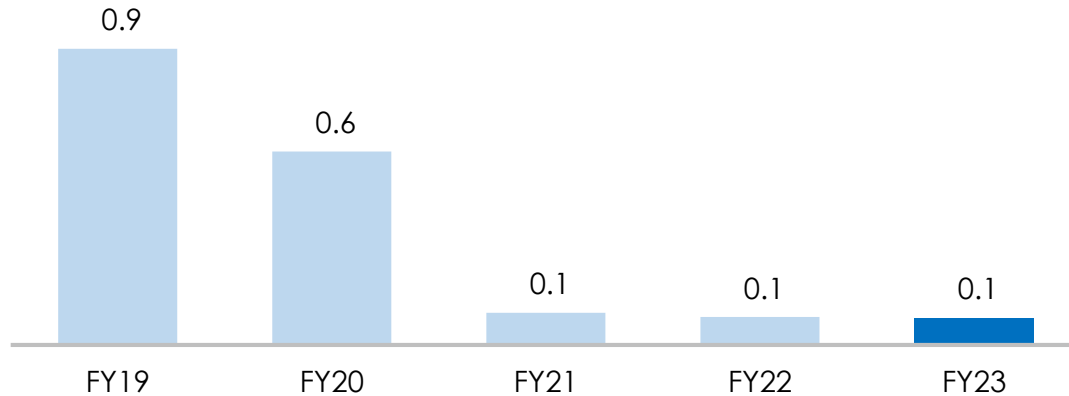
## Operating Cash Flow (Rs Bn)



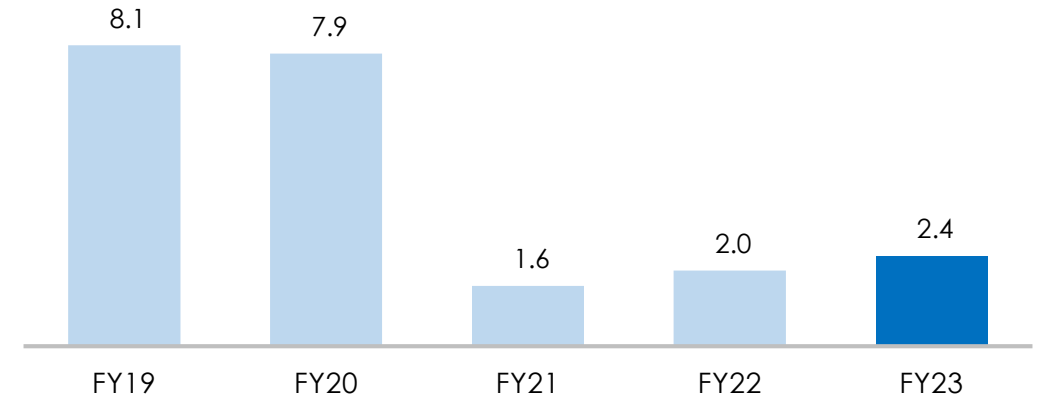
## Net Debt/EBITDA (x)



## Net Debt/ Equity (x)

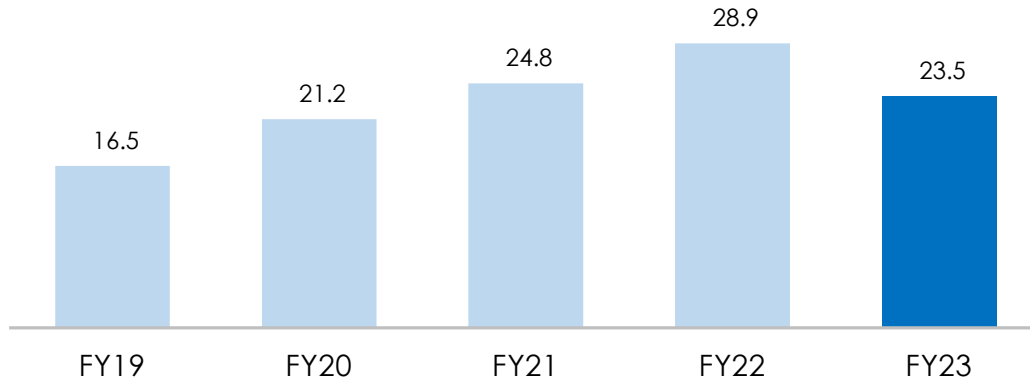


## Net Debt (Rs Bn)

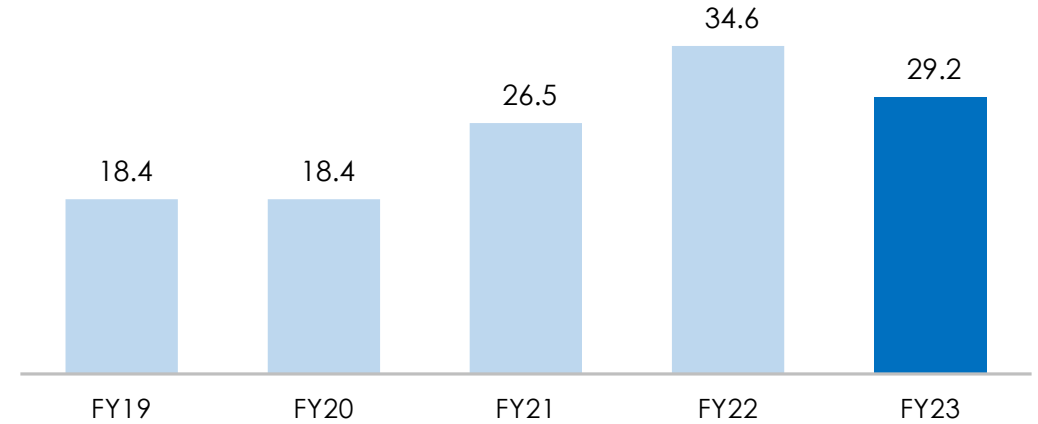


# Growing Strength to Strength

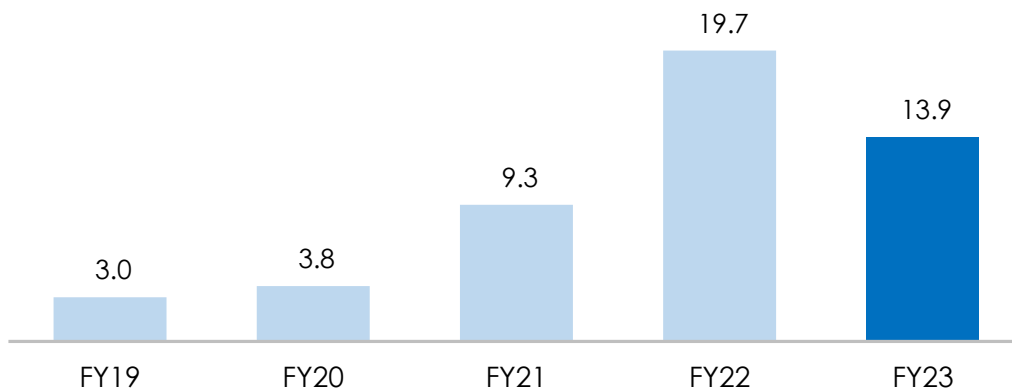
### ROE (%)



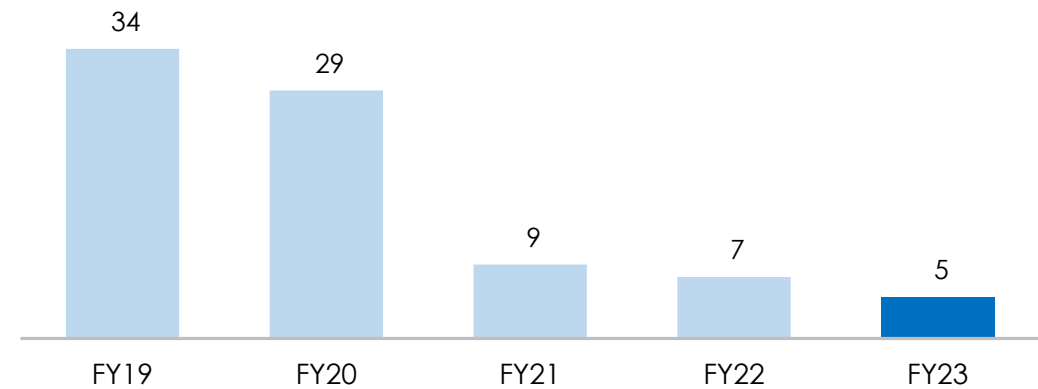
### ROCE (%)



### Interest Coverage Ratio (x)



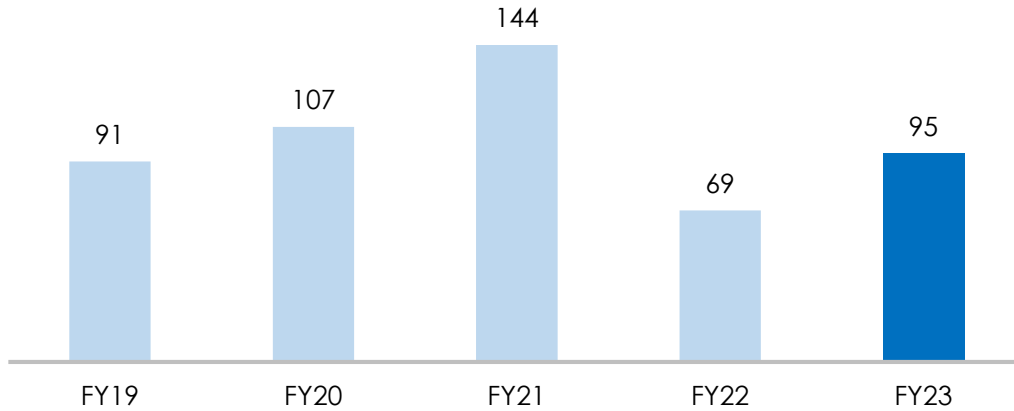
### Net Working Capital Days



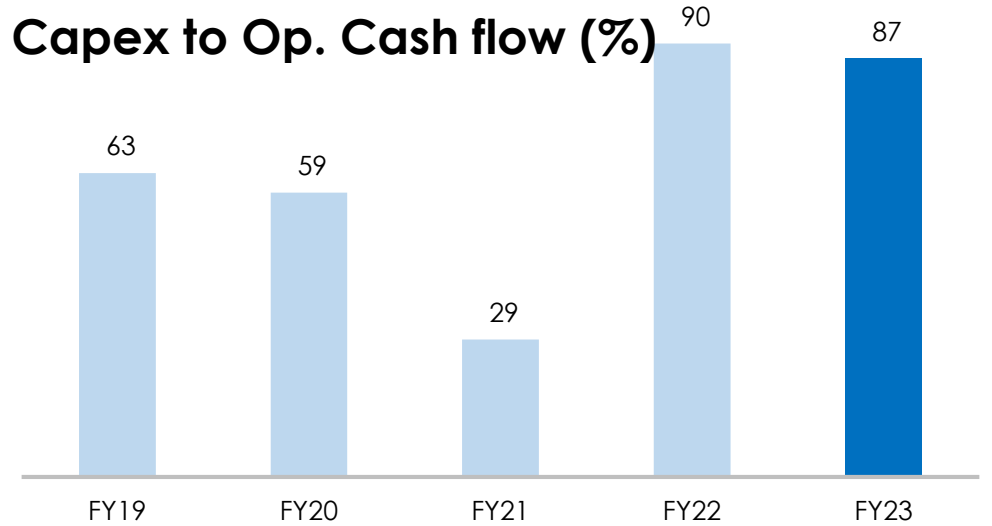
Note: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

# Growing Strength to Strength

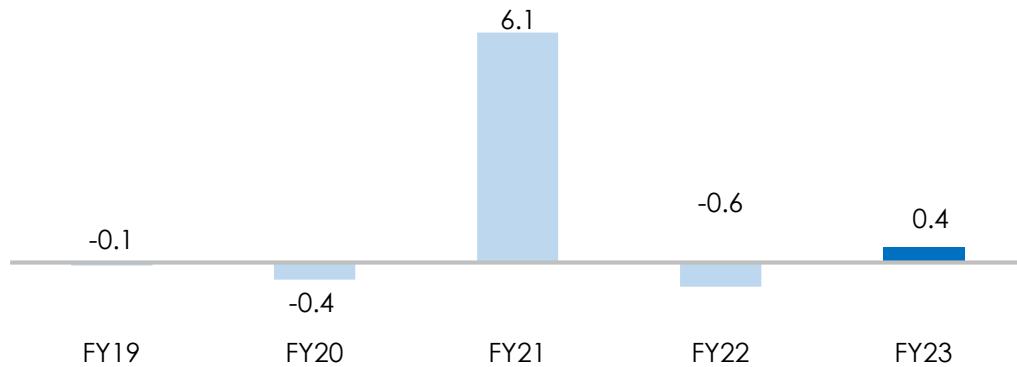
## Operating Cashflow to EBITDA (%)



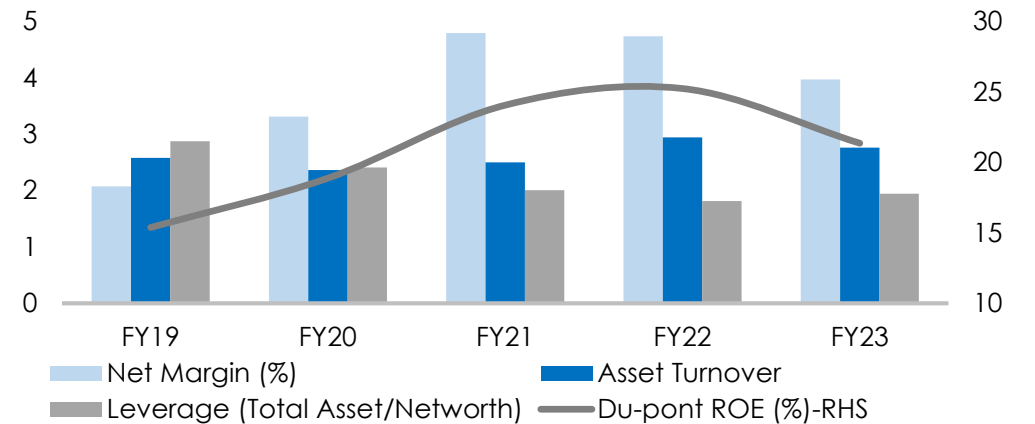
## Capex to Op. Cash flow (%)



## FCF (Rs Bn)



## Du-Pont ROE (%)



# Profit & Loss Statement (Consol)

Particulars (Rsm)	Q4FY22	Q1FY23	Q2FY23	Q3FY23	Q4FY23	FY22	FY23
<b>Sales Volume (k Ton)</b>	<b>552</b>	423	<b>602</b>	<b>605</b>	<b>650</b>	<b>1,755</b>	<b>2,280</b>
Net Revenue	42,147	34,386	39,692	43,271	44,311	1,30,633	1,61,660
Raw Material Costs	36,829	29,915	34,747	37,693	37,823	1,12,231	1,40,178
Employee Costs	410	445	468	554	595	1,530	2,062
Other expenses	2,247	2,086	2,158	2,296	2,665	7,419	9,204
<b>EBITDA</b>	<b>2,661</b>	<b>1,939</b>	<b>2,319</b>	<b>2,729</b>	<b>3,229</b>	<b>9,452</b>	<b>10,215</b>
EBITDA/ton (Rs)	4,823	4,587	3,850	4,510	4,970	5,386	4,481
Other Income	110	83	116	93	180	405	472
Interest Cost	101	100	136	186	249	445	671
Depreciation	279	294	276	345	468	1090	1,383
Tax	625	422	521	598	673	2,133	2,214
<b>Net Profit</b>	<b>1,766</b>	<b>1,207</b>	<b>1,502</b>	<b>1,692</b>	<b>2,018</b>	<b>6,190</b>	<b>6,419</b>
*Trading Revenue	497	235	765	1,084	785	2,505	2,869

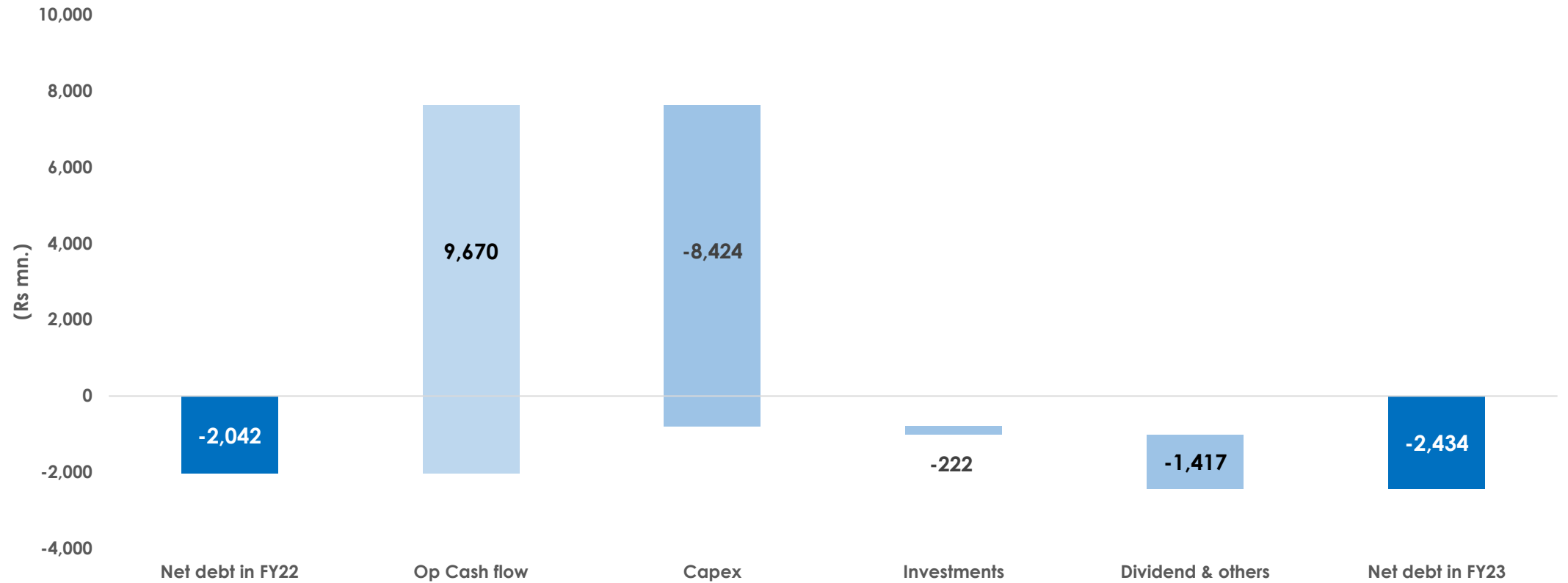
Note 1: Sales Volume and Financials are on consolidated basis

# Balance Sheet & Cash flow(Consol)

Balance Sheet - Assets (Rs mn)		
	FY23	FY22
Cash & Bank Balance	6,295	3,764
Receivables	1,374	3,417
Inventories	14,799	8,472
Other current assets	3,110	2,617
Fixed assets (net)	27,232	21,039
Right to use Assets	925	870
Investments	960	862
Other assets/goodwill	3,821	3,367
<b>Total Assets</b>	<b>58,516</b>	<b>44,409</b>
Balance Sheet - Liabilities (Rs mn)		
	FY23	FY22
Trade payables	15,970	10,595
Other current liabilities	1,185	1,365
Debt	8,729	5,806
Others	2,576	2,119
Minority Interest/Provision	0	0
Shareholders' funds	30,056	24,525
<b>Total Equity &amp; Liabilities</b>	<b>58,516</b>	<b>44,409</b>

Cashflow Statement (Rs mn)		
	FY23	FY22
EBITDA	10,215	9,452
Accounts receivables	1,990	-2,108
Inventory	-6340	-887
Other WC changes	5,494	1,638
Tax	-2,161	-1,993
Other Income	472	405
<b>Operating cash flow</b>	<b>9,670</b>	<b>6,506</b>
Capex	-8,424	-5,869
Investments	-222	-871
Interest	-602	-407
<b>Free cash flow</b>	<b>423</b>	<b>-640</b>
Dividend payments	-875	0
Capital increase	27	70
Others	32	152
Net change in cash flow	-393	-418
Net debt beginning	-2,042	-1,624
<b>Net debt end</b>	<b>-2,434</b>	<b>-2,042</b>

# Consol. Cash Flow Bridge (Rs Mn.)

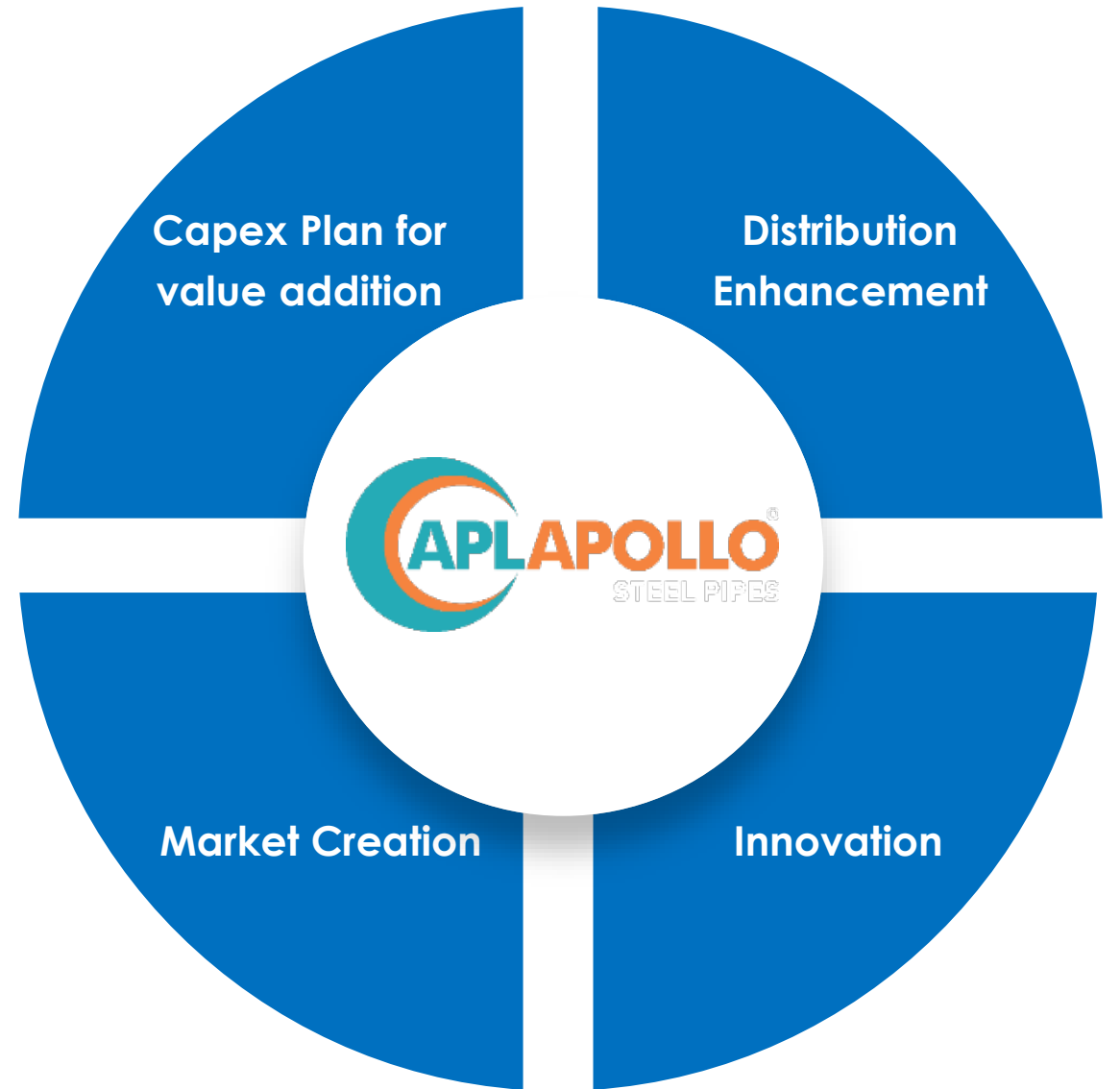


✓ Business continues to generate strong operational cash flows

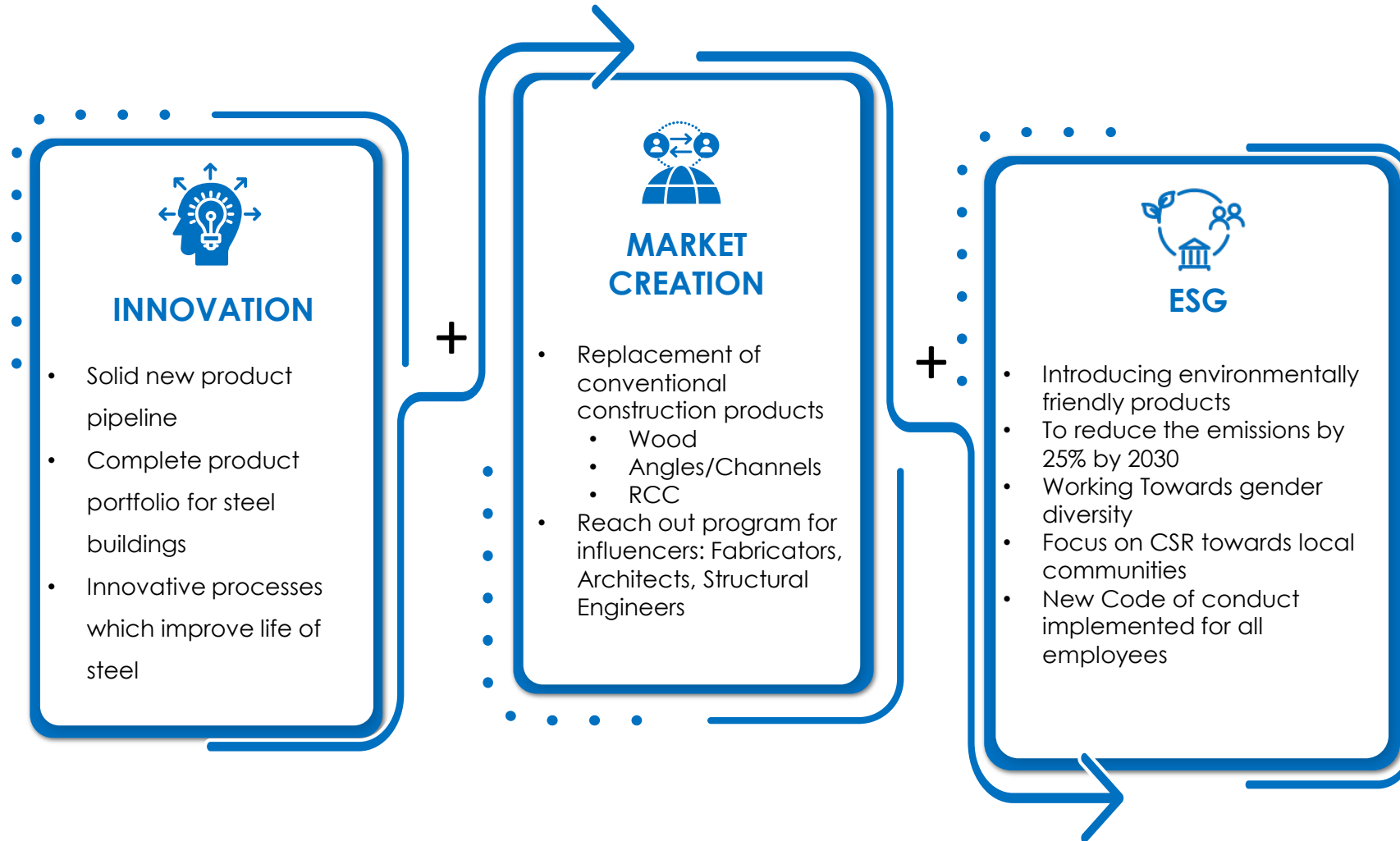
✓ Capex being funded from internal cash flows

✓ Net debt to EBITDA at 0.2x

# BUSINESS STRATEGY



# APL Apollo Vision



# INNOVATION

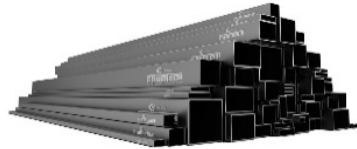
**Mission:** World's only company to make steel tubes with size range of 10x10mm to 1000x1000mm and thickness range of 0.23 mm to 40mm



# 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

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**Rectangular section** of 1:11  
(Length to Breadth)



Replacing Conventional wooden sections

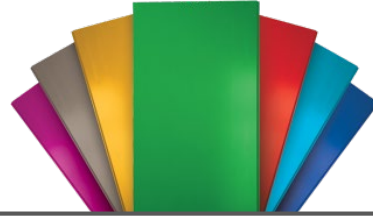
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# 16 Registered Patents

			
Double Door Chaukhat Tube	Apollo Signature	Four Double Door Chaukhat Tube	Single Door Chaukhat Tube
			
Elliptical Tube for electric transformers	D Section for Handrail/Fence	Handrail Tube	Window Frame Tube (L)
			
Window Frame Tube (T)	Window Frame Tube (Z)	Reflector Tube	Oval Tube for Gym equipment
			
Plank Tube	Octagon Tube for Furniture	Fencing Tube	Checkered Section

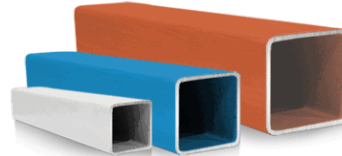
# New Product Pipeline from Raipur plant

**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**



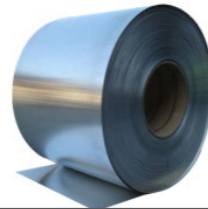
Replacing RCC structures/columns in heavy construction

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



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

**India's 1st CRCA Black annealed tube**

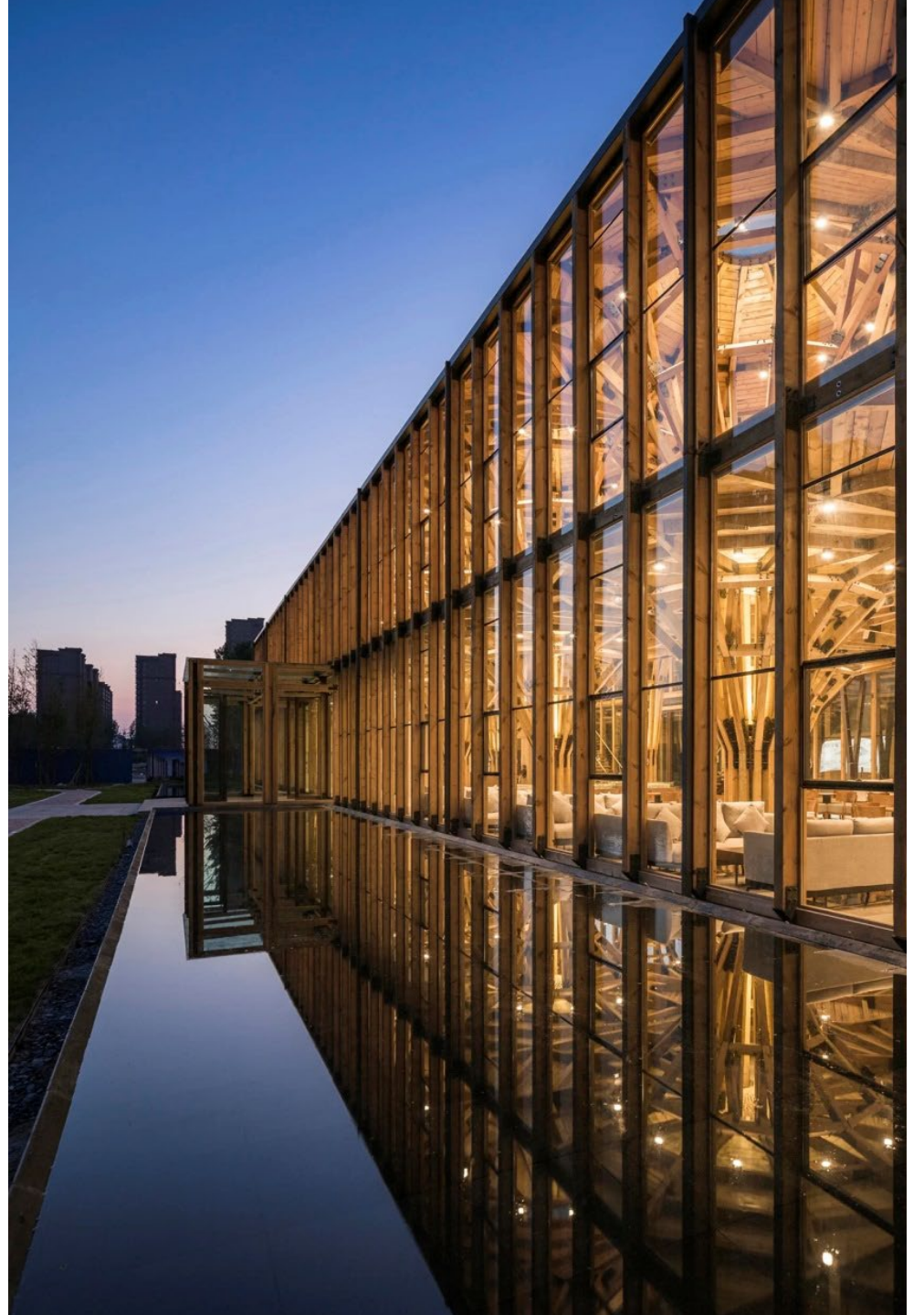


**India's 1st AluZinc tubes**



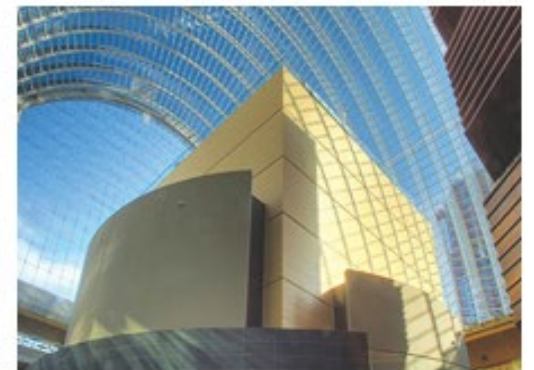
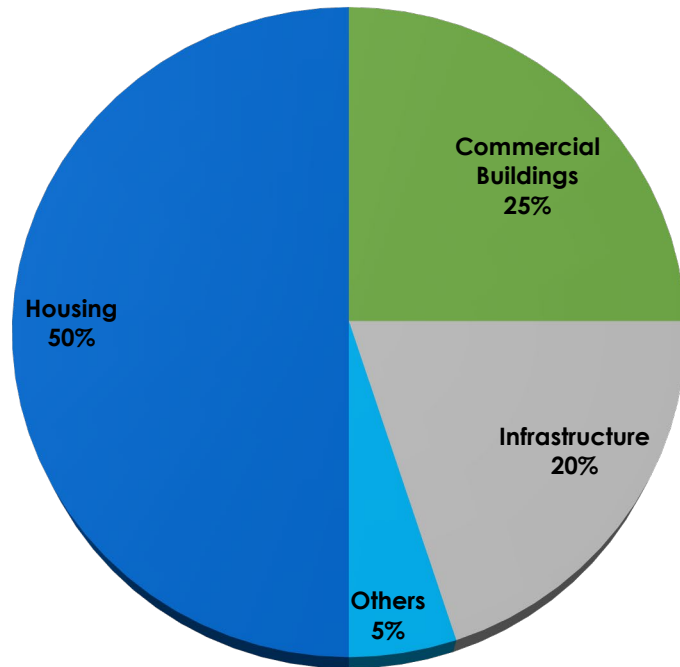
Superior rust proof properties and better life

# MARKET CREATION



# Structural Steel Tube Applications

Application Mix



# 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



## Tube Manufacturing

Production of 6,000 ton ERW tubes per day at plants of APL Apollo



## Fabrication

Tubes are sand blasted, then connected using connectors



## Civil Foundation

Civil Foundation & Arrangement of anchor bolts at site to install tube columns



## Hospital Building

Hospital



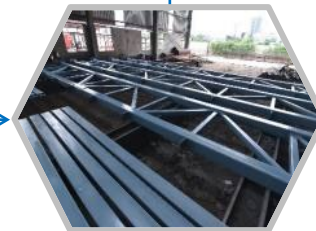
## CTL Line

Cutting of tubes into desired length at APL Apollo plant to minimise wastages



## Painting

Connected structures are painted



## Site Erection

Zero on-site fabrication/Welding; Erection using bolting connections



Transfer of cut to length tubes to Fabricator's workshop



Transfer of structure parts to the site

# Delhi Hospitals- Proof of Concept



Geeta Colony

Fabrication & Erection  
**1,000 ton**



Sultanpuri

Fabrication & Erection  
**600 ton**



Shalimar Bagh

Fabrication & Erection  
**3,300 ton**



GTB Hospital

Fabrication & Erection  
**1,800 ton**



Sarita Vihar

Fabrication & Erection  
**900 ton**

**Revolution in  
Construction**

# 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**



# OUR BIGGEST EVER

(NEW RAIPUR PANT)



# Raipur Plant Update



## HIGHLIGHTS

- Upcoming 400 Acre Raipur plant progressing on expected lines
- Project commenced in phases from H2FY23
- 100% value added products
- Total capex **Rs8-10bn**; **c90%** already incurred

# Raipur Plant Update

APL APOLLO TUBES



**Area of 1.5mn square feet being built using 100% Apollo Column Tubes**

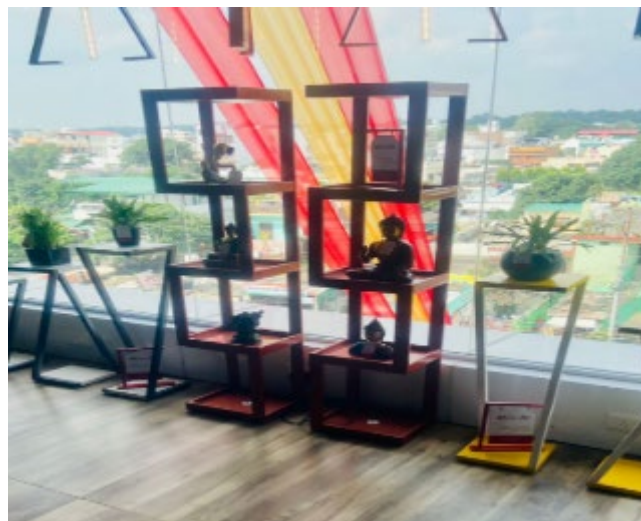
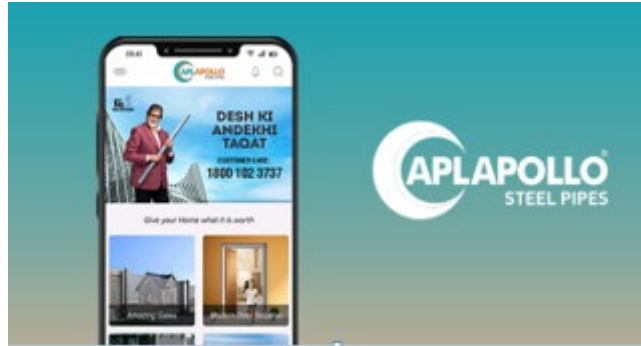
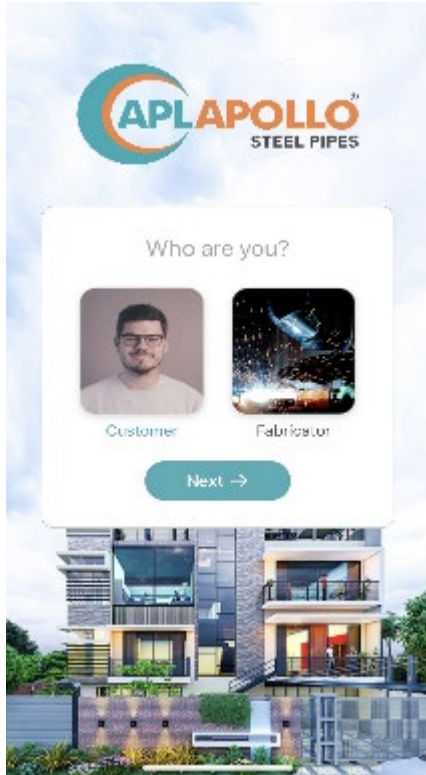
# NEW INITIATIVES



# B2C Tech App



## APL APOLLO MOBILE - APPLICATION LAUNCHED



30,000+ Fabricators enrolled

145,000+ Total Downloads

400+ Designs

16 Patents registered



# APL Apollo's ESG Transformation Journey

# DJSI Scoring

APL APOLLO TUBES

MEMBER OF  
**Dow Jones**  
Sustainability Indices  
In Collaboration with RobecoSAM

**APL APOLLO**  
STEEL PIPES

**DJSI FY2022 SCORE**

APL APOLLO TUBES  
**STANDS AT 80<sup>TH</sup>**  
PERCENTILE

(IN THE PEER INDUSTRY COMPRISING OF GLOBAL COMPANIES)  
**SCORE REACHED A HIGH OF 29 POINTS, ABOVE THE INDUSTRY AVERAGE OF 22**

**IMPROVEMENT ACROSS AREAS**

- Social Dimension
- Governance & Economic Dimension
- Environmental Dimension

**APL APOLLO  
SCORED 80<sup>TH</sup>  
PERCENTILE IN FY22**

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

# Commitment and achievements

## Commitments

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

## Achievements

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

# ESG Developments



## Environment

Assessed **Scope 3 emissions** (in addition to Scope 1 & Scope 2)



## Social

- 1) **Safety Manual** formulated for all the production facilities and offices
- 2) **New Human Rights policy** incorporated

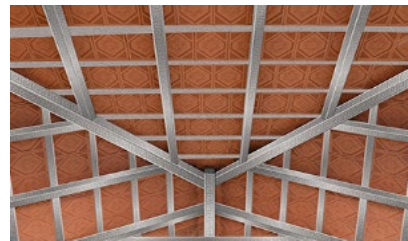


## Governance

**Code of Conduct:** New Code of conduct is formulated for all employees

# Front runner for Steel for Green

- APL Apollo is the **1<sup>st</sup>** Company to innovate readymade Chaukhat, Fence, Plank and Hand rails as **Steel for Green** Concept which replaced conventional wood application in building construction
- Our Products are saving **250,000 trees** every year, going ahead we will be saving more and more trees to keep the planet greener
- Keeping the **Steel for Green** as priority APL is the **1<sup>st</sup>** Company to innovate **narrow and thicker color coated** galvanized sheets which will save more trees

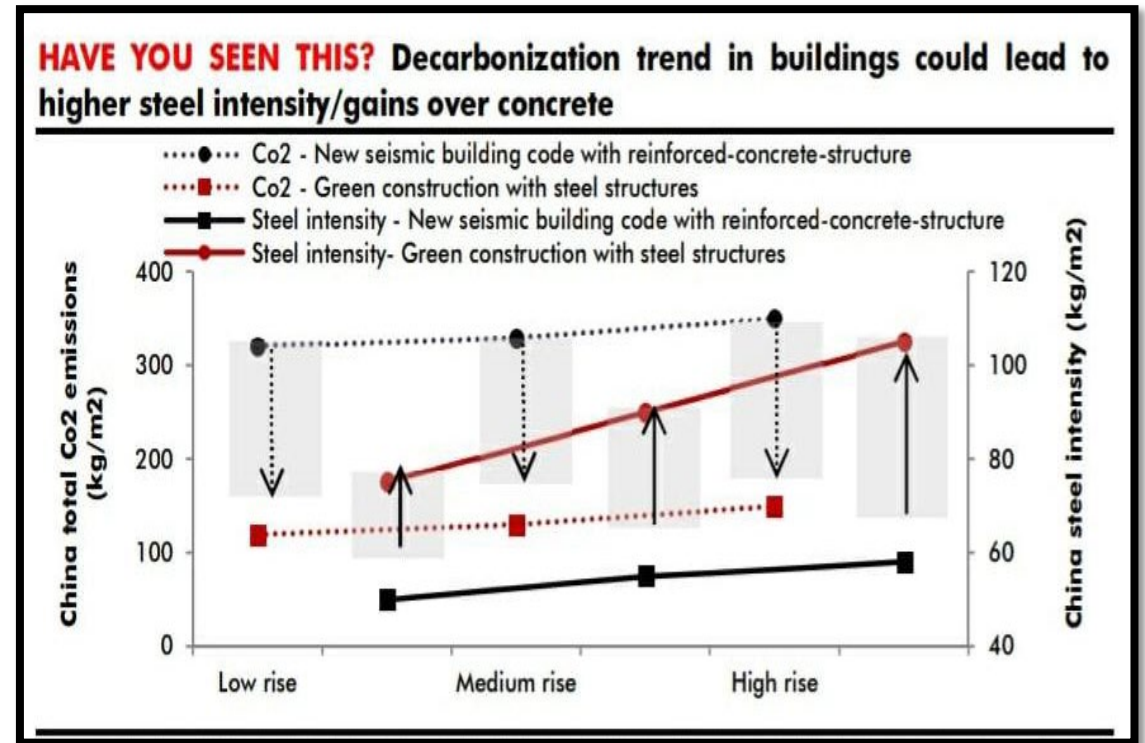


# Steel Buildings = Decarbonization

- Construction sector contributes 30% of direct and indirect Co2 emissions
- Structural steel is preferred for steel buildings because steel is
  - Infinitely recyclable
  - Easy to pre-fabricate
  - High volume to weight ratio
  - Lighter/ stronger structure allow gains in vertical space

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

## Steel Structure - RCC Structure



# Financial Priorities under Strong Governance

## Growth

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



## Earnings

- Drive sustainable EPS growth
- Attain earnings objectives across economic cycles

## Capital Allocation

- Drive sustainable EPS growth
- Attain earnings objectives across economic cycles
- Achieve ROCE  $\geq$  30%

# Team APL Apollo

## 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

### Ameet Gupta

Wholetime Director at Havells India, India's largest electrical goods manufacturer

### Rahul Gupta

A promising entrepreneur with an experience of around 5 years in Steel Tubes Manufacturing, currently MD of Apollo Tricoat Tubes Ltd.

### Vinay Gupta

More than 20 years of industry experience in the manufacturing and trading pipes, tubes and sheets.

## EXECUTIVE TEAM

### Sanjay Gupta

CMD

### Deepak Goyal

Chief Finance Officer

### Romi Sehgal

Director

### Anubhav Gupta

Chief Strategy Officer

### Anurag Mehrotra

Chief Human Resource Officer

### Ravindra Tiwari

Head-Sales & Marketing

### CK Singh

VP - Operations

# Thank You

For further information,  
please contact:

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APL Apollo new Corporate office (Work in progress)



APL Apollo new Corporate office to be operational by H1CY23