



“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
Q3FY26



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

- Q3FY26 at glance
- Financial Performance
- Business Strategy
- Demand Drivers
- ESG Engagement
- Team APL Apollo



Q3FY26 at a Glance



917k Ton

Sales Volume

11% YoY increase
7% QoQ increase



₹58.2Bn

Revenue

7% YoY increase
12% QoQ increase



₹4.7Bn

EBITDA

37% YoY increase
6% QoQ increase



₹5,146

EBITDA/ton

23% YoY increase
2% QoQ decrease



57%

Value Added Sales mix

Q3FY25 was 56%



₹329Mn

Interest Cost

11% YoY decrease
19% QoQ increase



₹3.1Bn

Net profit

43% YoY increase
3% QoQ increase



₹3.7Bn

Cash profit

38% YoY increase
3% QoQ increase



3 days

Net WC in 9MFY26
FY25 was 0 day



33.3%

ROCE in 9MFY26
FY25 was 24.5%



24.8%

ROE in 9MFY26
FY25 was 19.4%



₹5.6Bn

Net Cash in 9MFY26
FY25 Net cash was ₹3.1 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

Note4: NWC/ ROCE/ ROE have been annualized for FY26 on basis of 9MFY26

9MFY26 at a Glance



2,566k Ton
Sales Volume
11% YoY increase



₹161.9 Bn
Revenue
7% YoY increase



₹12.9Bn
EBITDA
64% YoY increase



₹5,030
EBITDA/ton
48% YoY increase



58%
Value Added Sales mix
9MFY25 was 57%



₹937 Mn
Interest Cost
7% YoY decrease



₹8.5Bn
Net profit
83% YoY increase



₹ 10.2Bn
Cash profit
68% YoY increase



3 days
Net WC in 9MFY26
FY25 was 0 day



33.3%
ROCE in 9MFY26
FY25 was 24.5%



24.8%
ROE in 9MFY26
FY25 was 19.4%



₹5.6Bn
Net Cash in 9MFY26
FY25 Net cash was ₹3.1 Bn

Note 1: Sales Volume and Financials are on consolidated basis

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

Note4: NWC/ ROCE/ ROE have been annualized for FY26 on basis of 9MFY26

Highest ever quarterly Volume, EBITDA & PAT

Profit & Loss (Rs Mn)	Q3FY23	Q4FY23	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26
Volume (k Ton)	605	650	662	675	604	679	721	758	828	850	794	855	917
Revenue	43,271	44,311	45,449	46,304	41,778	47,657	49,743	47,739	54,327	55,086	51,698	52,063	58,151
EBITDA	2,729	3,229	3,072	3,250	2,796	2,804	3,016	1,380	3,456	4,137	3,720	4,470	4,719
EBITDA/ton (Rs)	4,510	4,970	4,645	4,817	4,631	4,132	4,183	1,821	4,173	4,864	4,683	5,228	5,146
Net Profit	1,692	2,018	1,936	2,029	1,655	1,704	1,932	538	2,170	2,931	2,372	3,015	3,101

FINANCIAL PERFORMANCE



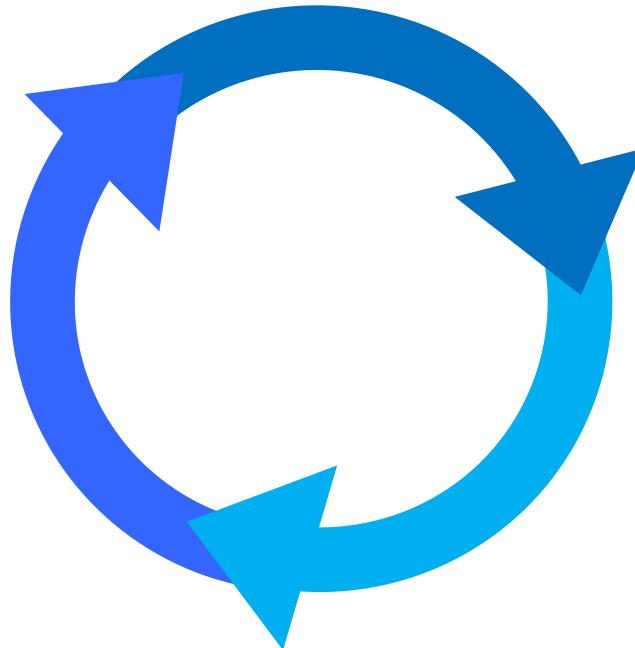
Financial Priorities under Strong Governance

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

- Achieve ROCE $\geq 35\%$
- Net cash company

De-commoditizing Product Portfolio (QoQ)

	Application	Q3FY25			Q4FY25			Q1FY26			Q2FY26			Q3FY26		
		Sales Mix	Vol.	EBITDA/Ton												
		(%)	(K Ton)	(Rs)												
Apollo Structural	Heavy*	10	80	8,398	10	82	8,701	9	72	8,382	9	77	8,721	9	81	8,767
	Light	17	143	5,226	17	143	5,752	16	129	5,415	15	129	5,870	16	145	6,023
	General **	44	360	1,970	42	353	2,897	39	308	2,741	43	368	3,434	43	392	3,149
Apollo Z	Rust-proof	20	166	5,199	22	185	5,715	24	191	5,437	23	193	6,236	22	199	6,324
	Coated	6	46	5,921	6	55	6,312	8	63	5,971	7	62	6,980	7	63	7,011
Apollo Galv	Agri/Industrial	4	34	5,805	4	33	5,423	4	31	5,078	3	26	5,421	4	36	5,398
Total		100	828	4,173	100	850	4,864	100	794	4,683	100	855	5,228	100	917	5,146

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

**General volume includes SG premium volume also

De-commoditizing Product Portfolio (YoY)

Product Category	Application	FY22			FY23			FY24			FY25			9MFY26		
		Sales Mix	Vol.	EBITDA/Ton												
		(%)	(KTon)	(Rs)												
Apollo Structural	Heavy*	7	121	7,422	7	162	7,534	9	247	8,188	9	294	7,865	9	231	8,631
	Light	19	336	6,683	18	407	5,134	16	421	5,760	17	522	4,792	16	403	5,779
	General **	37	647	2,212	44	1,005	2,015	42	1,103	2,005	42	1,340	1,705	42	1,069	3,130
Apollo Z	Rust-proof	33	575	7,710	25	567	7,214	23	593	6,120	21	669	4,690	23	583	6,005
	Coated	0	0	2	39	5,731	5	125	6,483	6	204	5,351	7	188	6,651	
Apollo Galv	Agri/Industrial	4	76	6,442	4	99	5,667	5	129	6,372	4	130	5,131	4	93	5,297
Total		100	1,755	5,386	100	2,280	4,481	100	2,618	4,553	100	3,158	3,797	100	2,566	5,030

Existing capacity in 9MFY26

5 Mn Ton

Proposed capacity by FY30

10 Mn Ton

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

**General volume includes SG premium volume also

Ready To Take-Off

1. Dec'25 Sales Volume: **~370 K Ton**
2. Current Annual Capacity: **5 Mn Ton**

Annualized volume as per Dec'25 sales:

4.4 Mn Ton

Capacity Utilization:
~89%



Existing capacity



Greenfield capacity



Debottlenecking



Future capacity

5 Mn Ton

2 Mn Ton

1 Mn Ton

2 Mn Ton

- Gorakhpur 200,000 Ton
- Siliguri 300,000 Ton
- Bhuj 300,000 Ton
- New Malur 600,000 Ton
- Raipur 600,000 Ton

Capex: Rs 13 Bn by FY28

- Plant Modernization
- Replacement of conventional mills with faster and more efficient mills

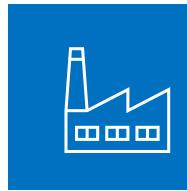
Capex: Rs 2 Bn by FY28

Execution Plan to be shared in 1 year

FY30

Total capacity by FY30: 10 Mn Ton

Market Leadership



Highest Sales price point

APL Apollo Brand

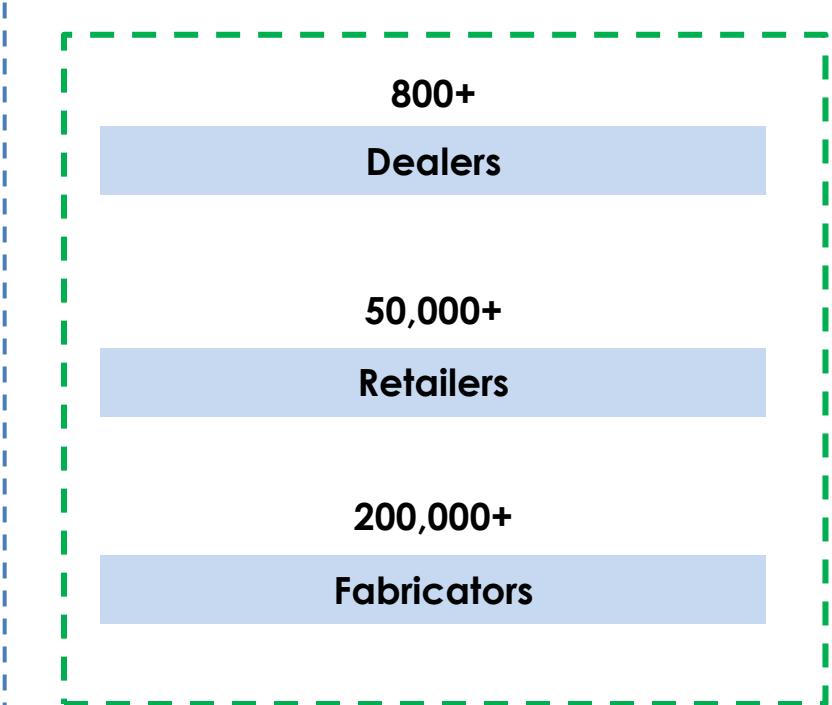
- Brand Equity
- 5000+ SKU's
- High EBITDA margin
- Superior servicing



Lowest Sales price point

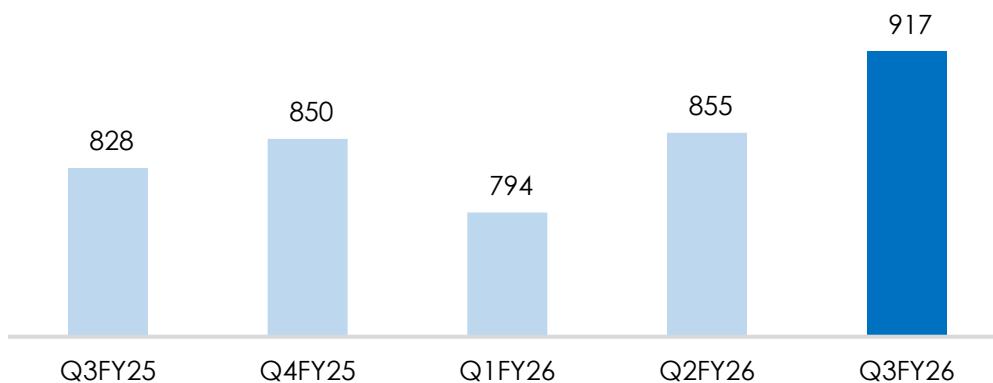
SG Brand

- Market share expansion
- Take market from sponge iron pipes
- Compete with smaller & regional players

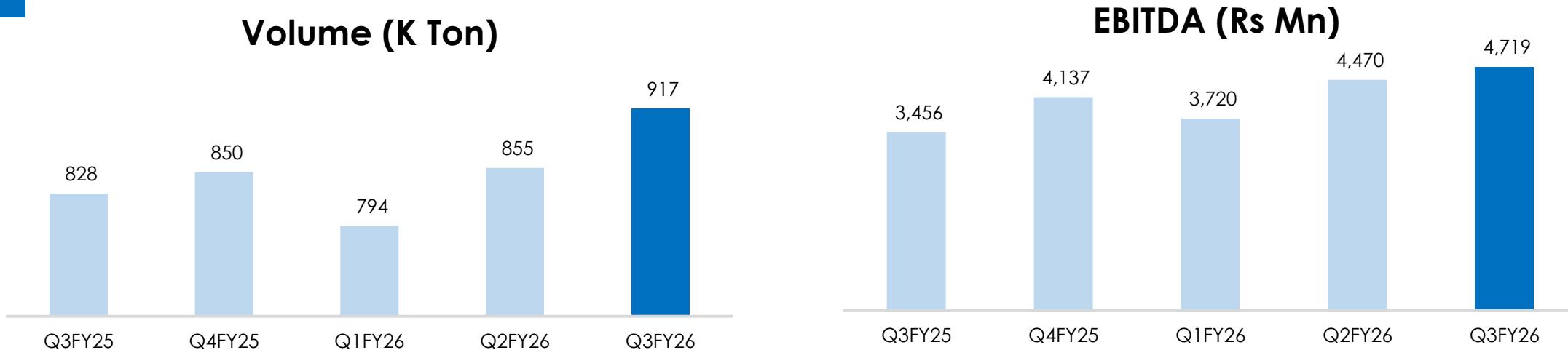


Growing Strength to Strength

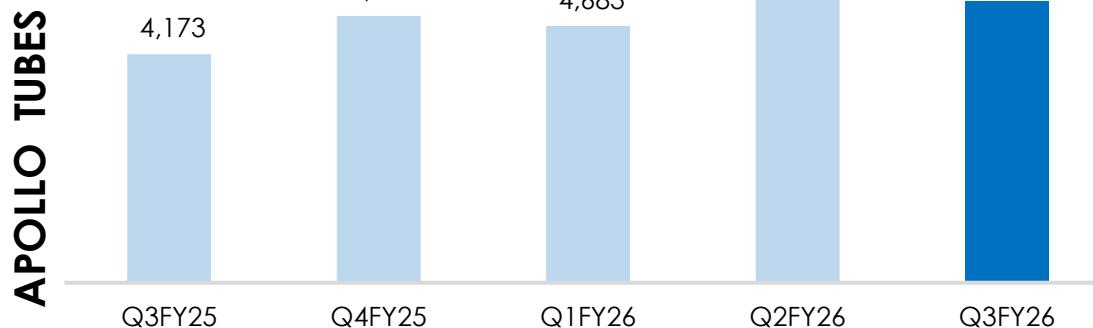
Volume (K Ton)



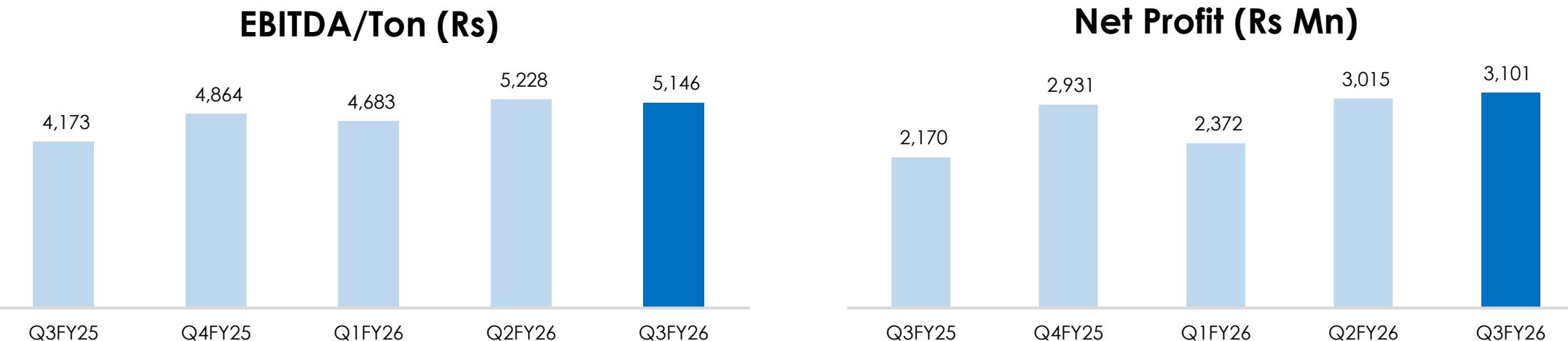
EBITDA (Rs Mn)



EBITDA/Ton (Rs)



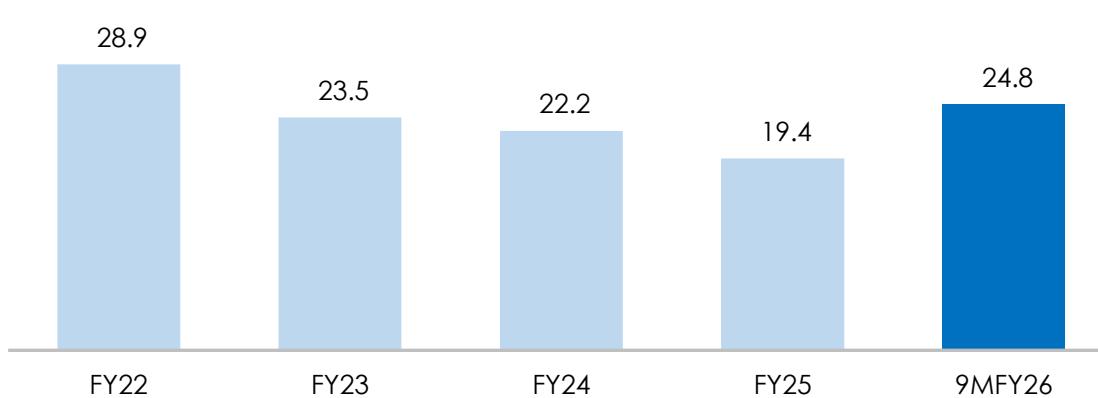
Net Profit (Rs Mn)



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

Growing Strength to Strength

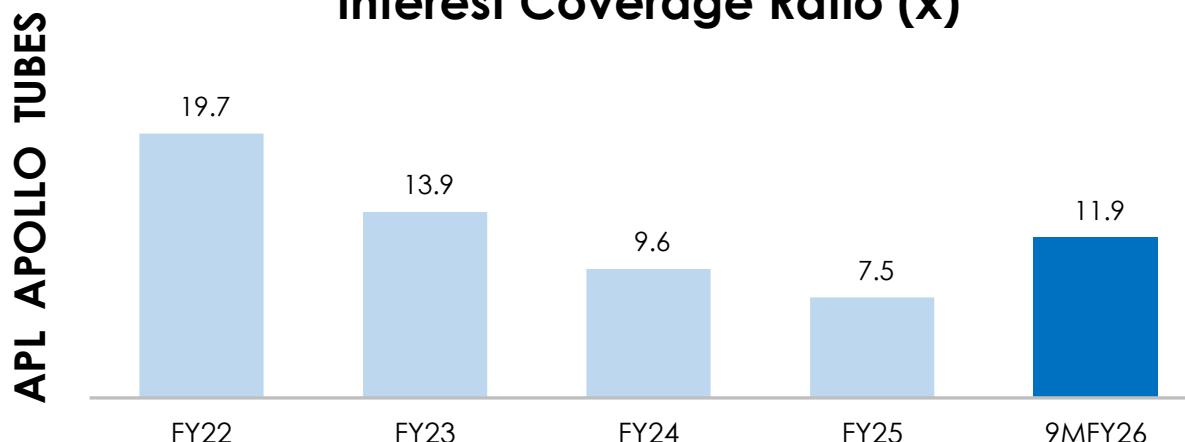
ROE (%)



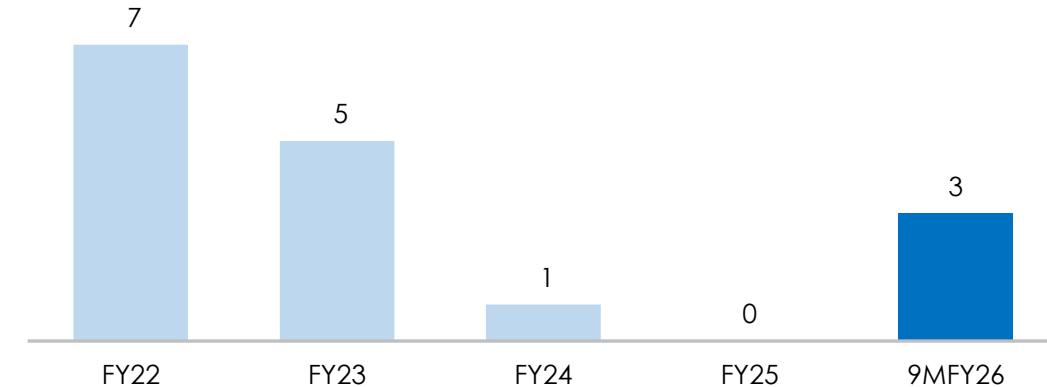
ROCE (%)



Interest Coverage Ratio (x)



Net Working Capital Days

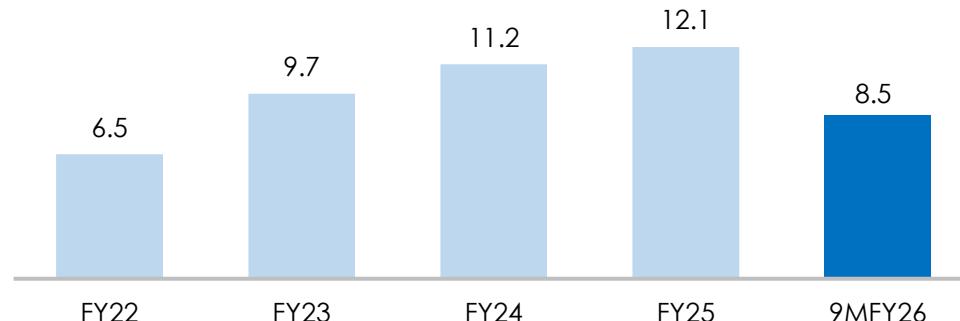


Note 1: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

Note 2: ROE/ ROCE/ NWC has been annualized for FY26 on 9MFY26 basis

Growing Strength to Strength

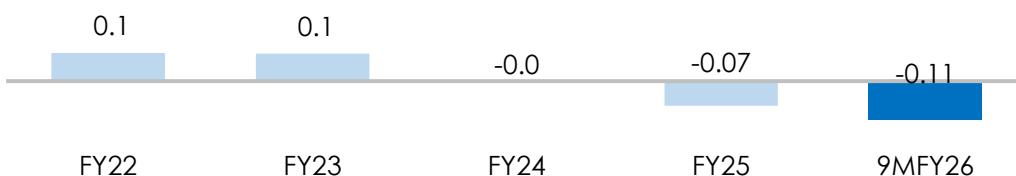
Operating Cash Flow (Rs Bn)



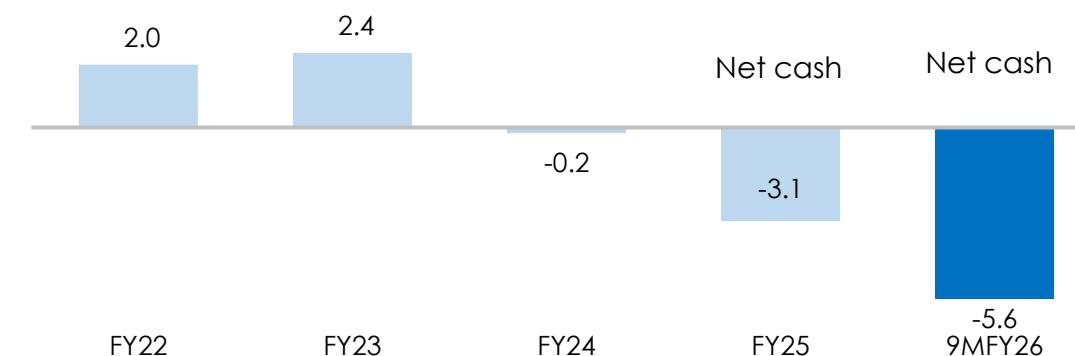
Net Debt/EBITDA (x)



Net Debt/ Equity (x)



Net Debt/ (cash) (Rs Bn)



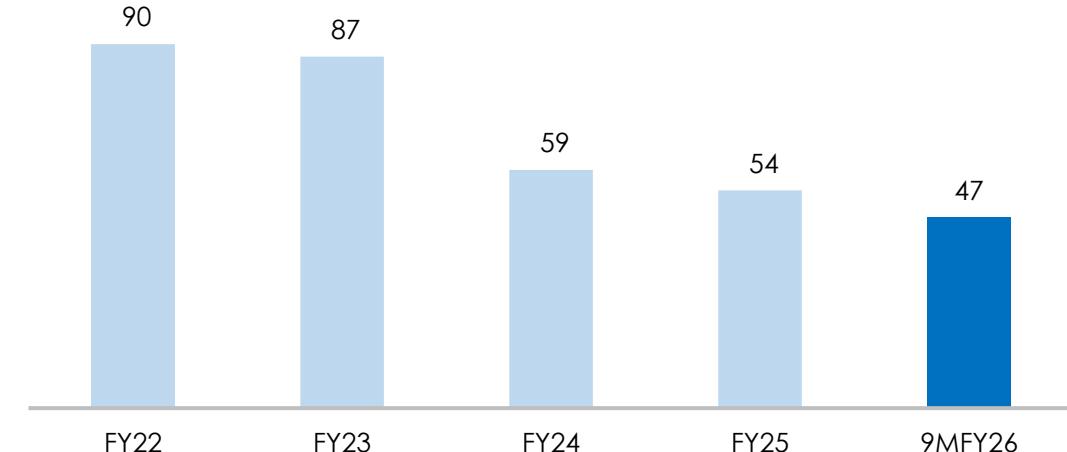
Note 1: Net Debt to EBITDA has been annualized for FY26 on 9MFY26 basis

Growing Strength to Strength

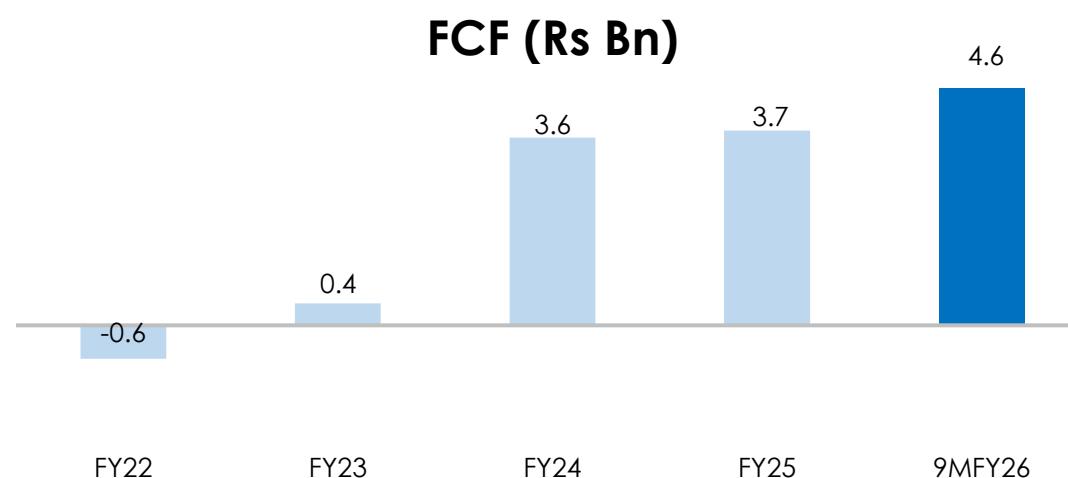
Operating Cashflow to EBITDA (%)



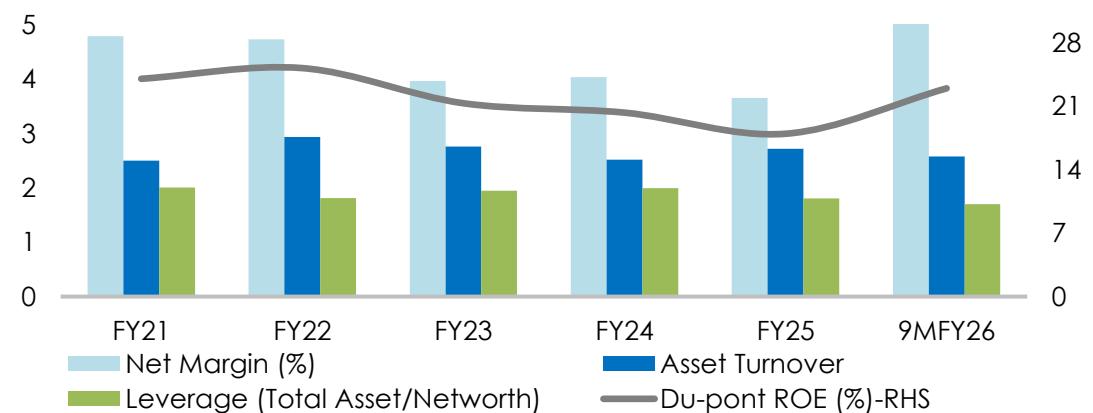
Capex to Op. Cash flow (%)



FCF (Rs Bn)

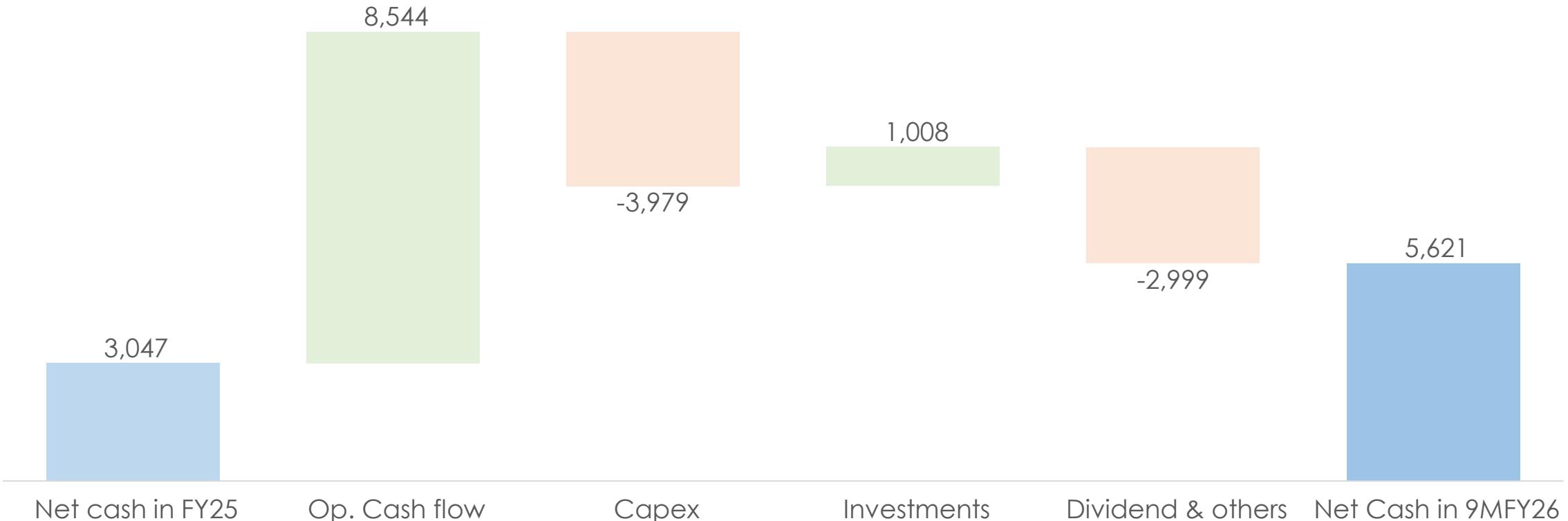


Du-Pont ROE (%)



Note 1: ROE has been annualized for FY26 on 9MFY26 basis

Cash Flow Bridge (Rs Mn)



Business continues to generate strong operational cash flows



Capex being funded from internal cash flows



Net cash balance sheet

Profit & Loss Statement (Consol)

Particulars (Rs Mn)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	FY25	9MFY25	9MFY26
Sales Volume (K Ton)	721	758	828	850	794	855	917	3,158	2,308	2,566
Net Revenue	49,743	47,739	54,327	55,086	51,698	52,063	58,151	2,06,895	1,51,809	1,61,912
Raw Material Costs	42,697	42,419	46,623	46,964	43,803	43,413	49,007	1,78,702	1,31,739	1,36,224
Employee Costs	801	872	899	754	930	887	926	3,325	2,571	2,743
Other expenses	3,229	3,068	3,350	3,232	3,245	3,293	3,499	12,878	9,646	10,037
EBITDA	3,016	1,380	3,456	4,137	3,720	4,470	4,719	11,990	7,853	12,909
EBITDA/ton (Rs)	4,183	1,821	4,173	4,864	4,683	5,228	5,146	3,797	3,403	5,030
Other Income	247	148	216	349	256	251	247	960	611	754
Interest Cost	278	364	368	323	333	276	329	1,333	1010	937
Depreciation	465	469	503	576	544	581	592	2,013	1437	1717
Tax	589	158	631	656	728	848	945	2,034	1,378	2,520
Net Profit	1,932	538	2,170	2,931	2,372	3,015	3,101	7,570	4,639	8,488

Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Trading revenue for Q3FY26 was Rs 3.3Bn

Provisional Balance Sheet & Cash flow (Consol)

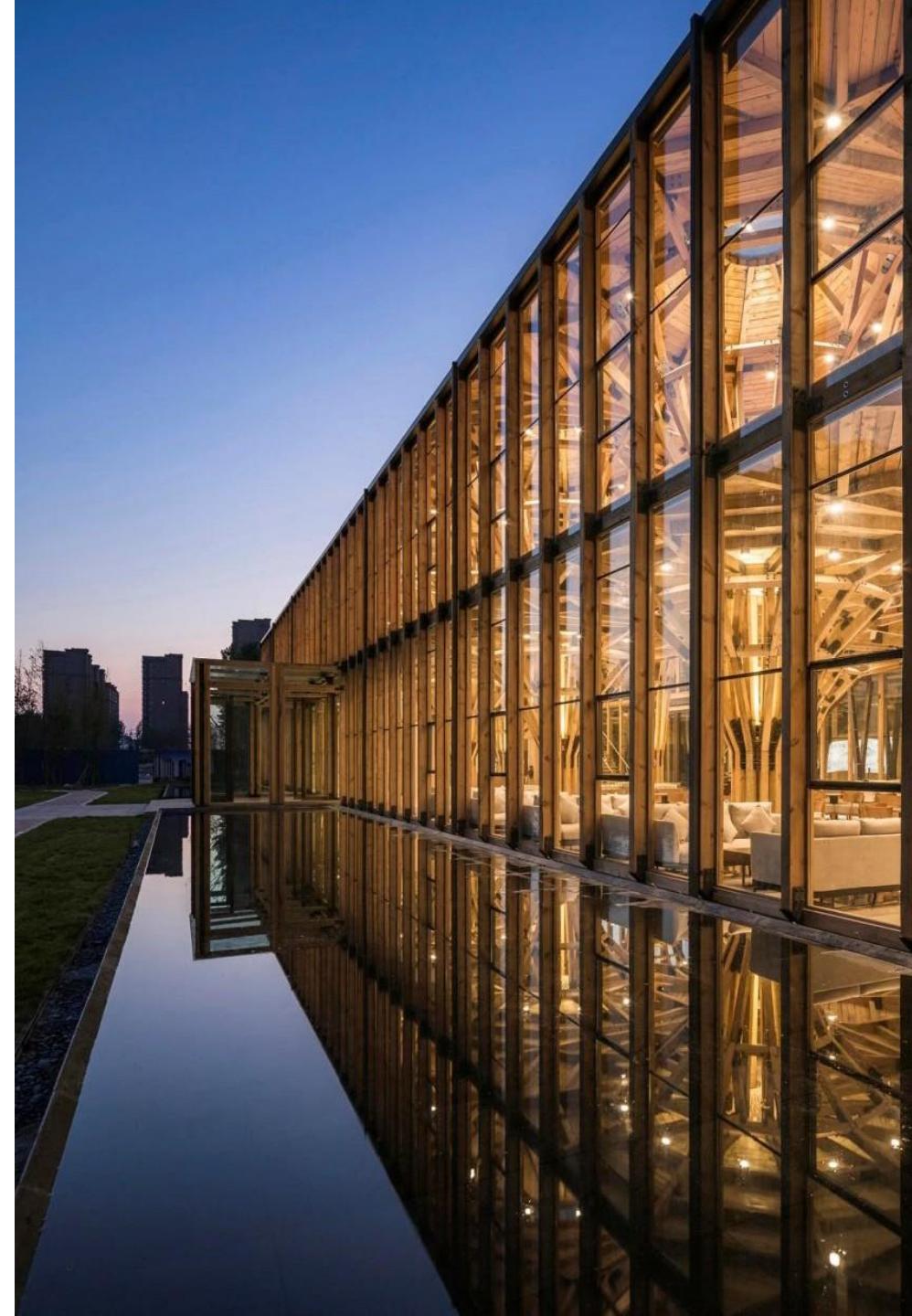
Balance Sheet - Assets (Rs mn)	FY25	9MFY26
Cash & Bank Balance	9,199	11,099
Receivables	2,673	4,277
Inventories	16,232	18,906
Other current assets	4,497	3,861
Fixed assets (net)	37,056	39,318
Right to use Assets	1,579	1,567
Investments	1,262	476
Other assets/goodwill	3,465	4,064
Total Assets	75,962	83,568

Balance Sheet - Liabilities (Rs mn)	FY25	9MFY26
Trade payables	22,312	22,773
Other current liabilities	1,933	2,516
Debt	6,148	5,481
Others	3,481	3,683
Minority Interest	0	0
Shareholders' funds	42,087	49,114
Total Equity & Liabilities	75,962	83,568

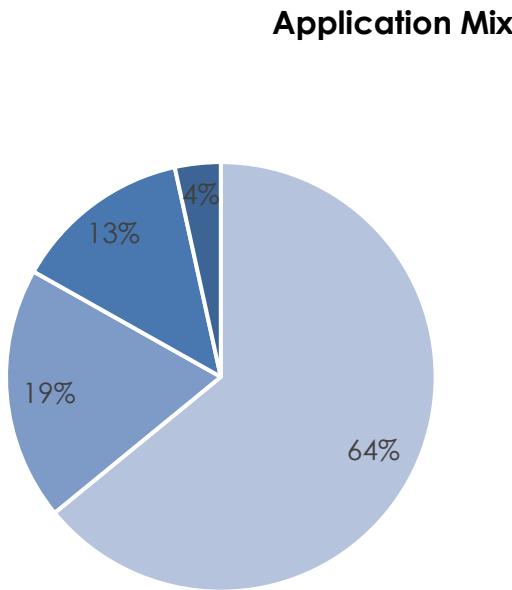
Cashflow Statement (Rs mn)	FY25	9MFY26
EBITDA	11,990	12,909
Change in receivables	-1,329	-1,604
Change in inventory	125	-2,675
Change in payables	2,496	461
Change in other WC	-250	1,220
Tax	-1,875	-2,520
Others/ Income	960	754
Operating cash flow	12,117	8,544
Capex	-6,538	-3,979
Investments	-360	1,008
Interest	-1,472	-937
Free cash flow	3,747	4,636
Dividend payments	-1,526	-1,596
Capital increase	0	0
Others	642	-466
Net change in cash flow	2,863	2,574
(Net debt)/ Net cash beginning	185	3,047
(Net debt end)/ Net Cash	3,047	5,621

* In this presentation we have classified Rs 6.1 bn FD under cash and cash equivalents for 9MFY26 which has been classified under other financial assets due to maturity of less than 365 days

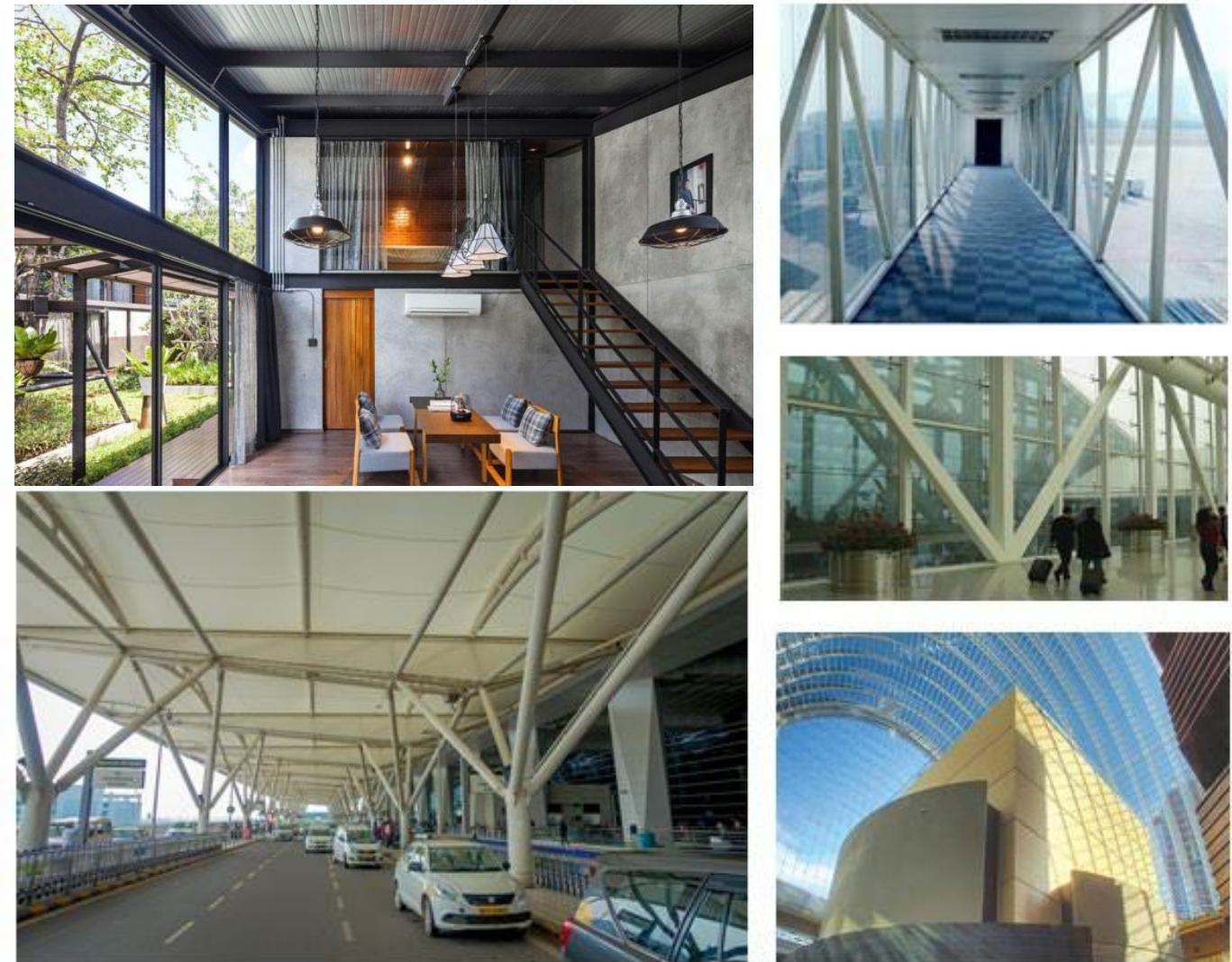
DEMAND DRIVERS



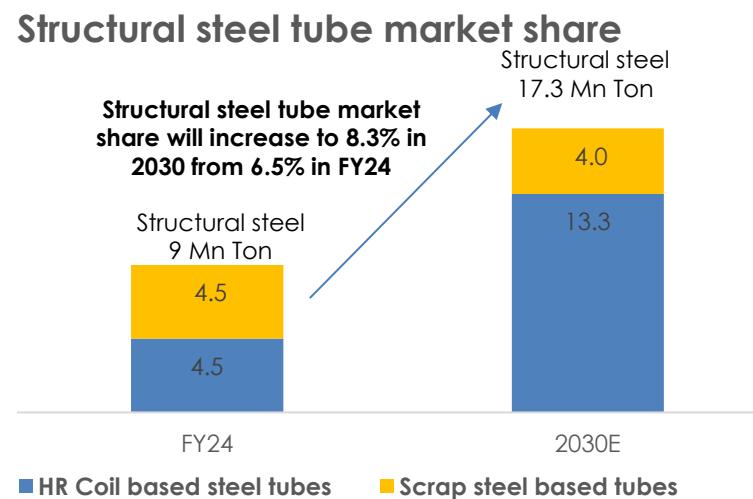
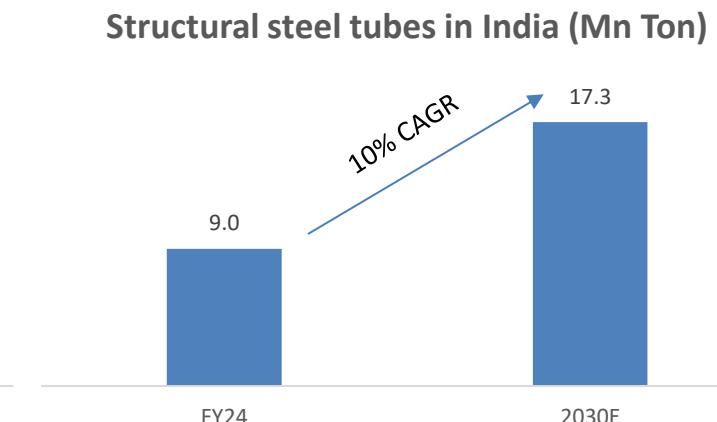
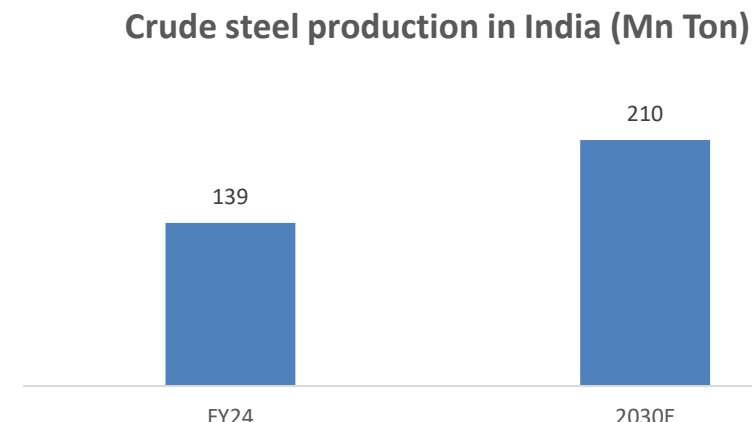
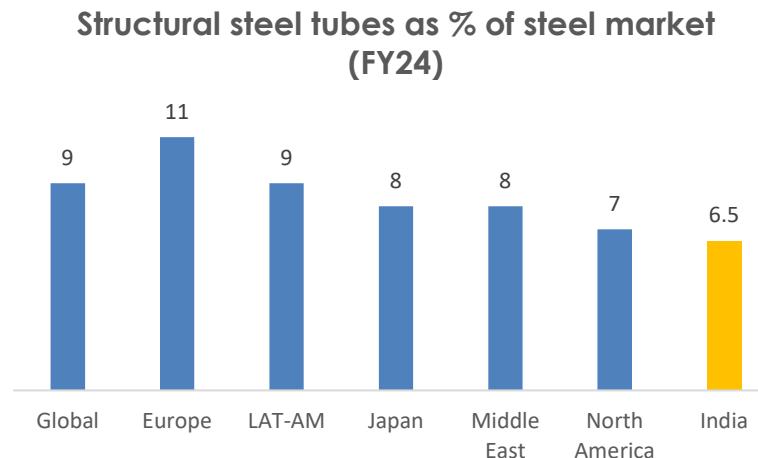
Structural Steel Tube Applications



- Housing
- Commercial buildings
- Infrastructure
- Others



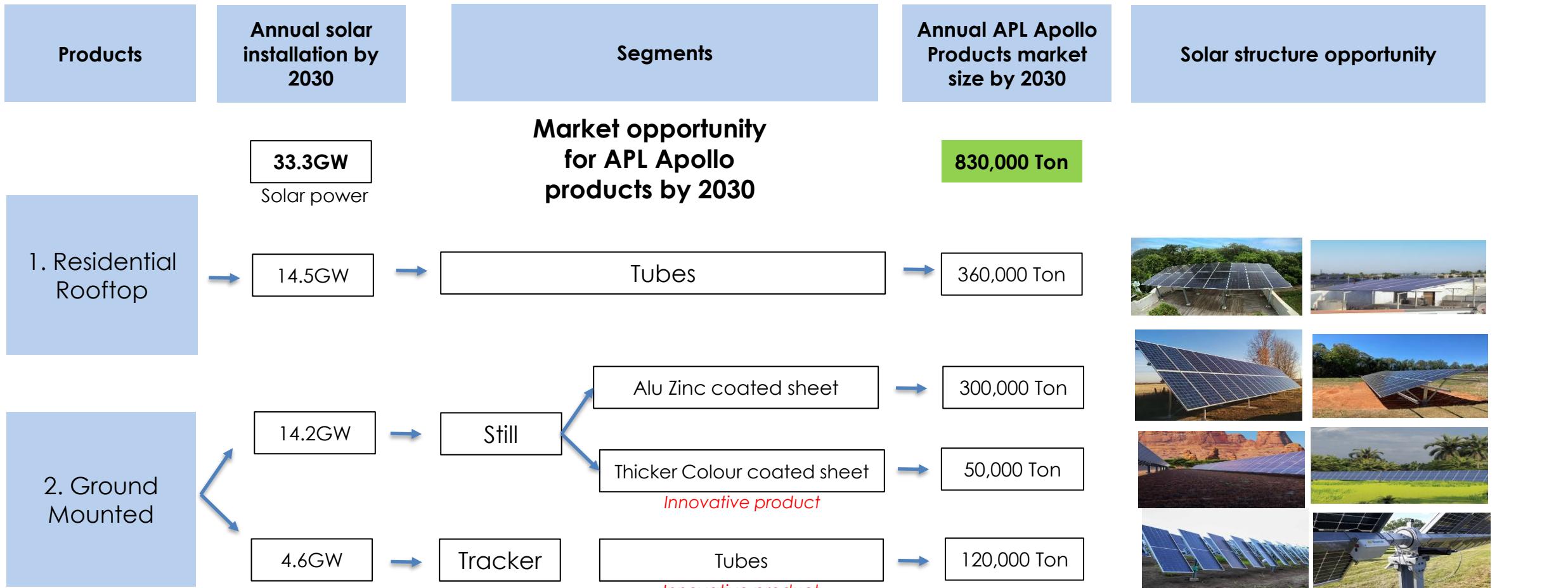
India Structural Steel Tube market potential



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

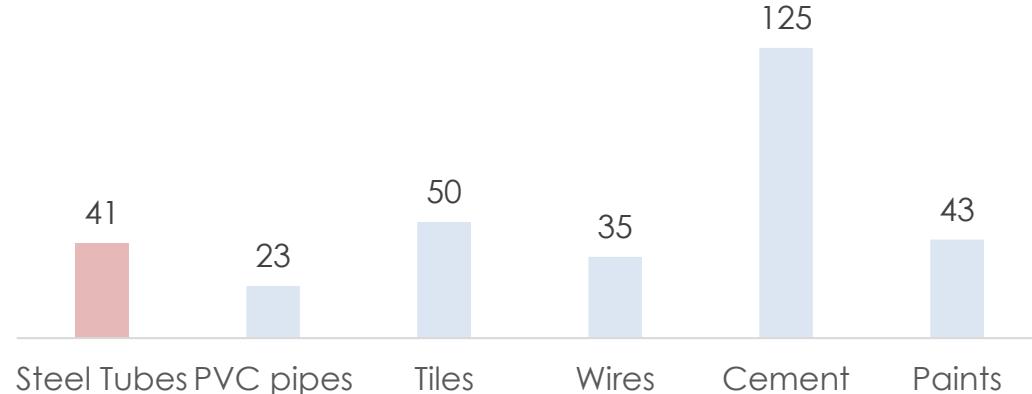
Lower steel
consumption

Reduces overall
project cost

Steel Tube usage in housing/commercial buildings

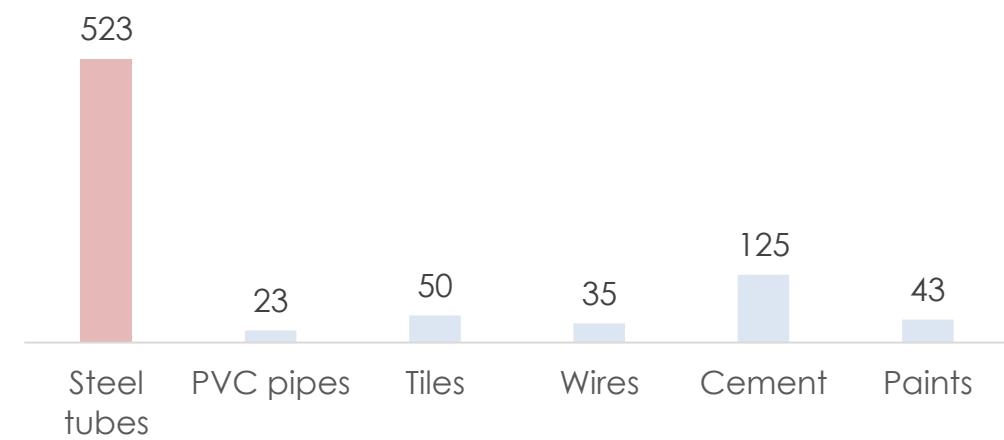
Housing

Cost (per sq ft in Homes)



Commercial/Infrastructure

Cost (per sq ft in Commercial/Infra)



Steel Tube applications in homes



Steel Tube applications in commercial/infra



Airports



Railway station



Columns



Façade

Tubes are well positioned to play the real estate construction cycle

*Building with complete structure on tubes

Applications for Heavy Structural Steel Tubes

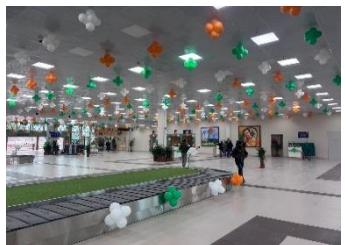
- High Rise Buildings
 - Hospitals, Housing, Schools, Courts, Hotels/Malls/Offices
- Warehouses/Cold Storage/Food Parks
- Factory Buildings/Process Structures
- Aviation Hangers
- Data Centres
- Railway Stations/Airports

50
projects

50mn sq. ft.
Visibility

220,000 ton
heavy structural steel
tubes

Ongoing enquiries



Airport,
Uttar Pradesh



Hospital, Delhi



Hospital, Uttar
Pradesh



University campus, Uttar
Pradesh



University campus,
Roorkee



Railway Station,
Andhra Pradesh



Factory, Mathura



Commercial building,
Delhi



Hospital,
Imphal



Airport,
Uttar Pradesh



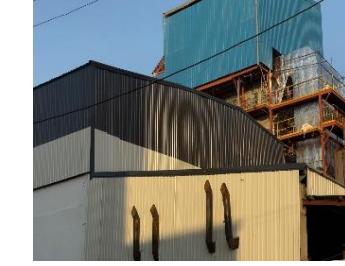
MES housing society,
Delhi



Commercial Project,
Punjab



Housing society,
Delhi

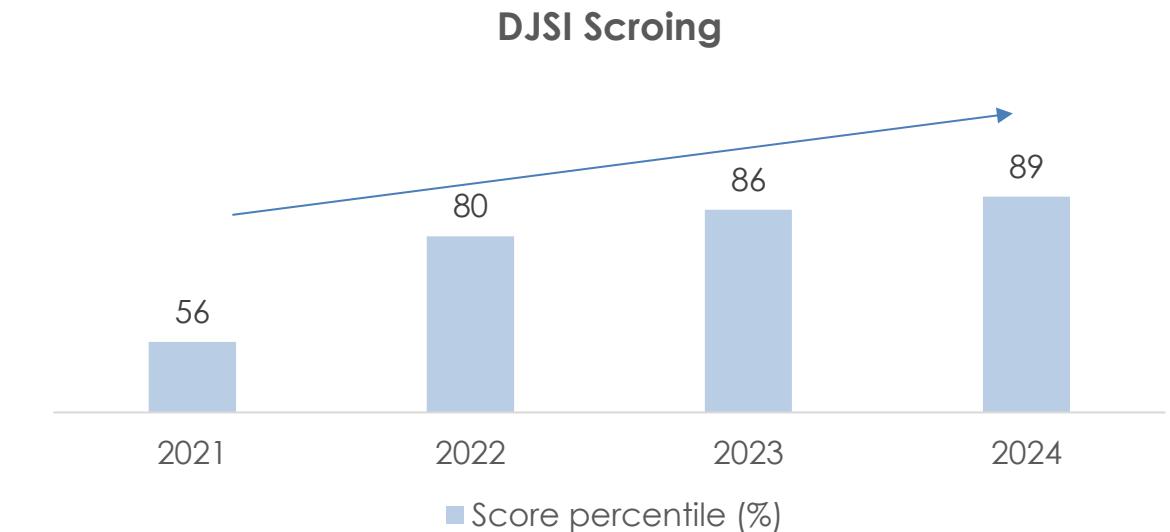


Ethanol plant,
Jammu



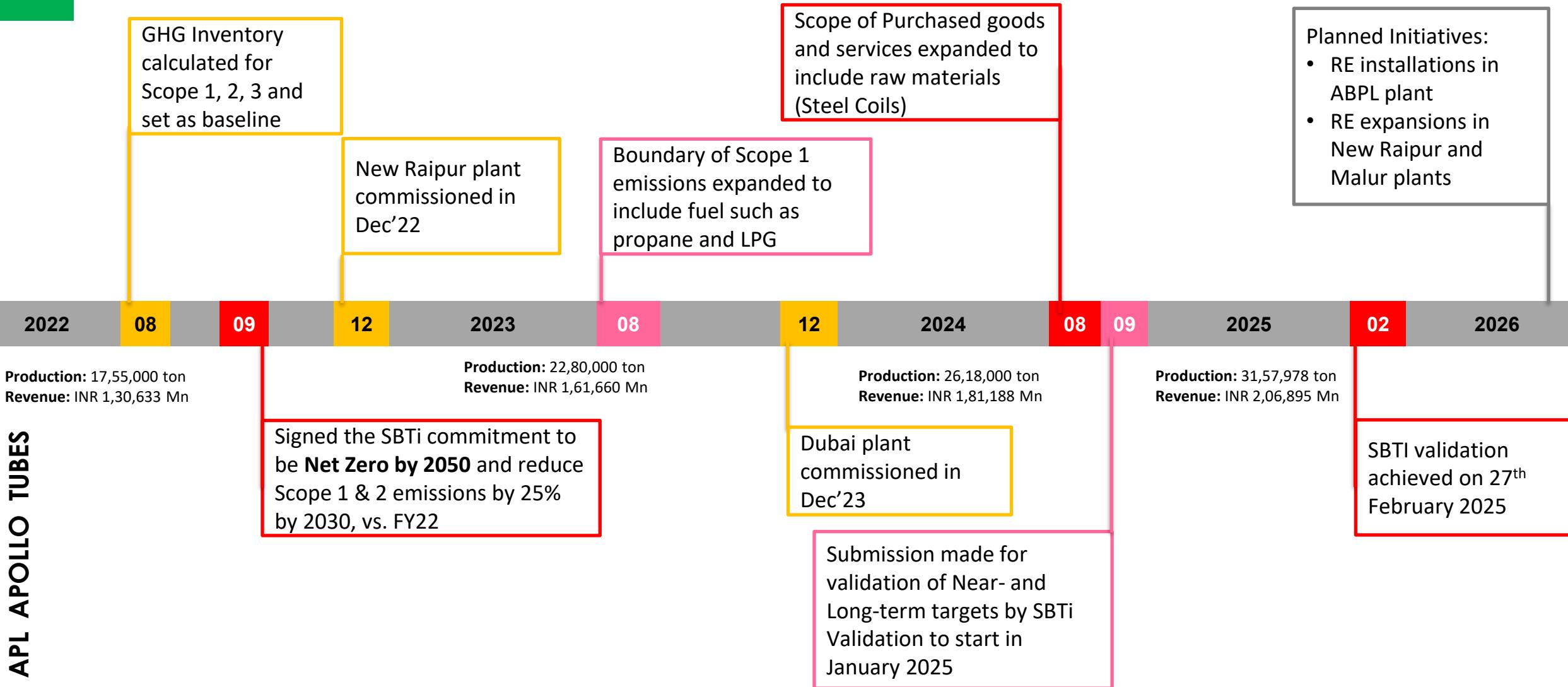
APL Apollo's ESG Transformation Journey

ESG- DJSI Scoring



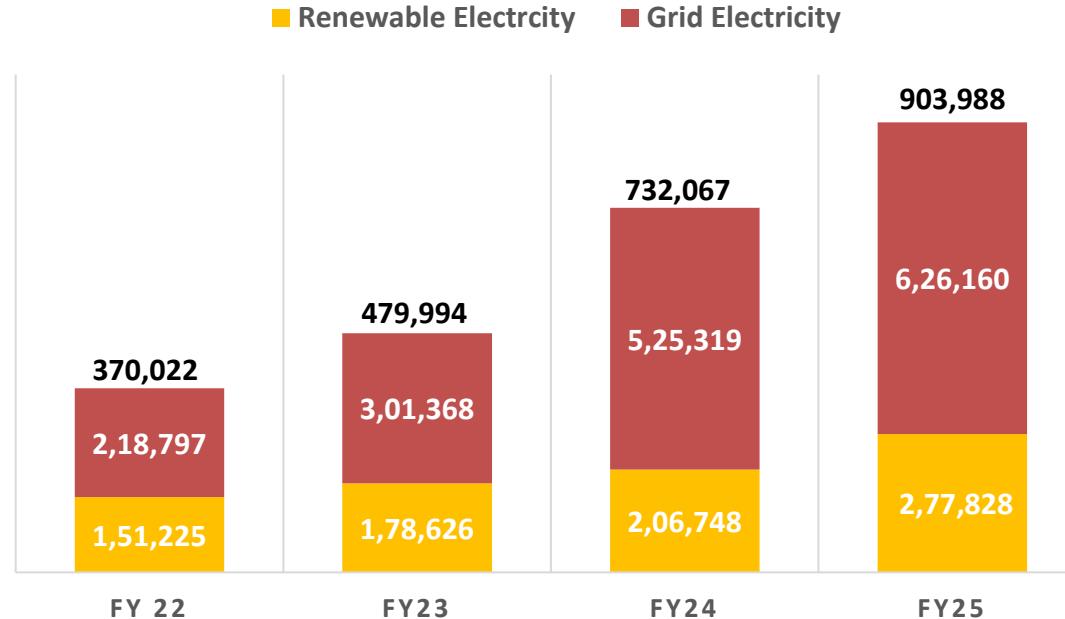
APL APOLLO SCORED 89TH PERCENTILE IN 2024

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)



From FY24 to FY25, there was an overall increase in renewable electricity use, with most existing plants reporting growth in their renewable energy mix. Although two new plants—New Raipur and Dubai—were added and currently rely solely on national grid electricity, they are in the process of transitioning to renewable sources.

Excluding these new facilities, the renewable electricity share across operations stands at 52%, highlighting continued progress in sustainability despite expansion.

Trend of GHG Emissions over past 4 years

	Scope 1 (MTCO ₂ e)	Scope 2 (MTCO ₂ e)	Scope 3 (MTCO ₂ e)
FY 2021-22	24,486	66,349 ^a	42,661
FY 2022-23	29,260	59,436	47,535
FY 2023-24	52,852	1,01,830	11,78,908 ^b
FY 2024-25	31,243	1,24,341	8,18,299

a. Scope 1 Emission from FY 2022 onward includes diesel, LPG, Furnace Oil, and Propane

b. In FY24, emissions from raw material purchase (Steel) 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

APL Apollo Tubes Limited India, Asia	 TARGETS SET	 TARGETS SET	Corporate	View less ^
SBTi ID: 40000193 Organization type: Corporate Sector: Mining - Iron, Aluminum, Other Metals Temperature alignment (based on scope 1 and 2 targets): 1.5°C	Target language: Overall Net-Zero Target: APL Apollo Tubes Limited commits to reach net-zero greenhouse gas emissions across the value chain by FY2050. Near-Term Targets: APL Apollo Tubes Limited commits to reduce absolute scope 1 and 2 GHG emissions 58.8% by FY2034 from a FY2024 base year. APL Apollo Tubes Limited also commits to reduce scope 3 GHG emissions 63.8% per USD value added within the same timeframe. Long-Term Targets: APL Apollo Tubes Limited commits to reduce absolute scope 1 and 2 GHG emissions 90% by FY2050 from a FY2024 base year. APL Apollo Tubes Limited also commits to reduce scope 3 GHG emissions 97% per USD value added within the same timeframe.	DOWNLOAD ALL DATA AS XLS		

Commitment and achievements

Commitments

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

Achievements

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

Front runner for Steel for Green

- APL Apollo is the **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

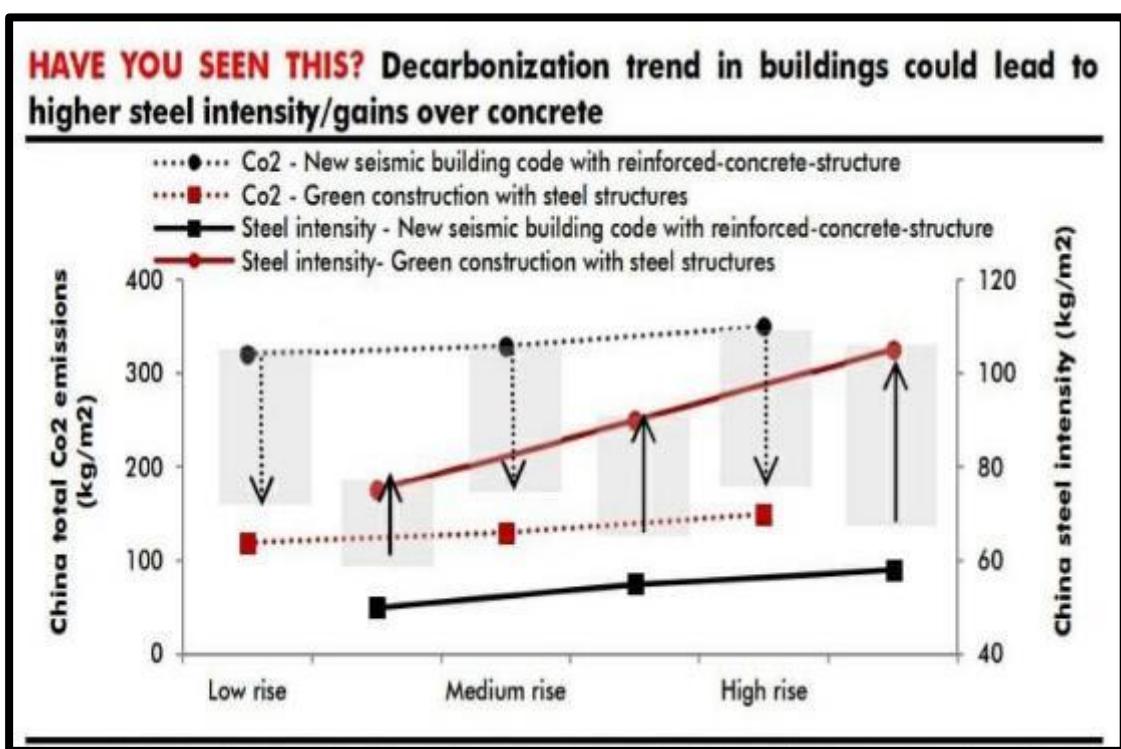


Steel Buildings = Decarbonization

- 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



Board of Directors

Vinay Gupta Director

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



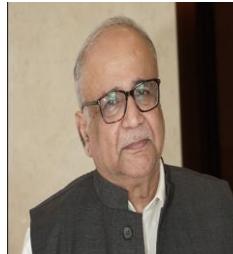
CK Singh Director & COO

A Mechanical Engineer with MBA and having more than 25 years of experience in the steel industry



H.S. Upendra Kamath Independent Director

Former CMD of Vijaya Bank. Having 4 decades experience in the Indian Banking Industry



Rakesh Sharma Independent Director

Having 35 years of experience in the banking and financial services sector. He holds a Bachelor of Science and a Master of Laws

Sanjay Gupta Chairman & Managing Director

Steel Industry veteran with 3 decades of experience



Rahul Gupta Director

A promising entrepreneur with an experience of around 10 years in Steel Tubes Manufacturing



Deepak Goyal Director-Operations & Group CFO

2 decades of professional experience in steel tube industry



Dinesh Kumar Mittal Independent Director

Former IAS officer of 1977 batch (UP cadre) and Ex Secretary in Department of Financial Services,



Rajeev Anand Independent Director

Board member of DIC India Ltd. | Ex-Executive Chairman of Goodyear India limited



Dukhabandhu Rath Independent Director

A banking professional with four decades of experience in the Indian financial sector



Our Leadership



Sanjay Gupta
Chairman & Managing Director



Vinay Gupta
Director



Anubhav Gupta
Chief Strategy Officer



Ravindra Tiwari
Chief Sales &
Marketing Officer



Rahul Gupta
Director



Deepak Goyal
Director-Operations &
Group CFO



Vipul Jain
Company Secretary



CK Singh
Director & COO



Utkarsh Dwivedi
CEO - Dubai Operations

Chetan Khandelwal
Chief Financial Officer



Vaibhaav Sharma
Chief Information Officer



Pankaj Sharma
Chief Human
Resources Officer



Chetan Chopra
Chief Risk Officer

Thank You

**For further information,
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