

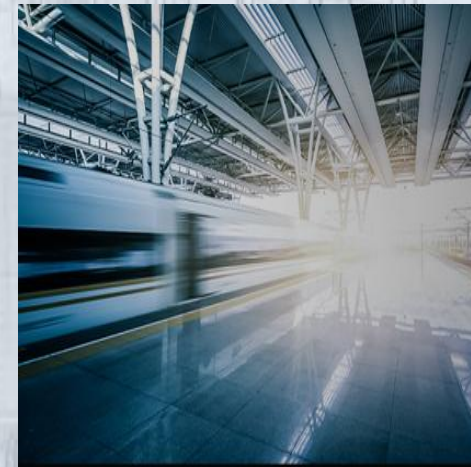


“India is ready and so we are”

Revolution the world of tube

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

*Investor presentation
May 2025*



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

- APL Apollo Overview
- Core Competence
- Structural Steel Tubes Applications
- Business Strategy
- New Initiatives
- ESG Engagement
- Financial Performance
- Team APL Apollo



APL APOLLO OVERVIEW



APL Apollo at a Glance

01 Leading Structural Steel Tube Brand

14 Brands, Four Product Categories

55% Market Share

4.5 Million Ton, Structural Steel Capacity



16
Patents



11
plants



2,682
Employees



800+
Distributors



3,000+
Products

*Market share is for FY25

- a COLUMN
- b ALPHA
- c D SECTION
- d OCTAGON
- e FIRE READY
- f NARROW SECTION
- g SMALL SECTION
- h CHAUKHAT
- i WONDOOR
- j HANDRAIL
- k PLANK
- l FENCE
- m BHEEM
- n SIGNATURE
- o COASTGUARD

India's Leading **Building Material Brand**



Our Brands

Apollo Structural

Structural steel construction material:
Residential, Commercial, Infrastructure

**Fabritech, Build, DFT, Column, FireReady, Agri
Plank, Signature, Elegant, Chaukhat**

Apollo Z

Galvanized structural steel construction
material: Residential, Commercial,
Infrastructure

Coated products

CoastGuard, Color, Rooftuff, AluZinc

Apollo Galv

Galvanized steel tubes:
Residential, Commercial, Agri, Industrial

Green, Bheem, Z+

83%

Building Material

13%

Infrastructure

4%

Others

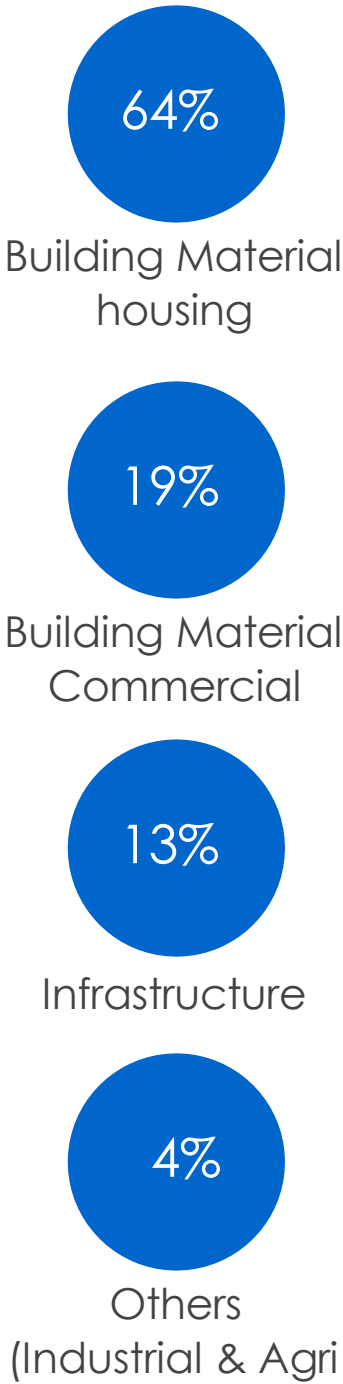
Registered Brands/ Trademarks

95

*Apollo Structural - Hollow Section & Black Round, Apollo Z - Coated & Pre Galvanized (GP), Apollo Galv - Galvanized (GI)

Product Application & Sales Mix

Product Category	Sales Volume Mix (%)	Applications
Apollo Structural		
	68%	
Residential Buildings & Independent Homes	44%	Structural, Piling, Sheds, Handrails, Gates, Fencing, Balcony Grills, Staircase, Light Structures
Infrastructure	10%	Structures for Metros, Airports, Stadiums, Stations etc
Commercial Buildings, Warehouses & Factories	14%	Heavy Equipment for construction
Apollo Z		
	28%	
Residential Buildings & Independent Homes, Commercial Buildings, Warehouses & Factories	22%	Galvanized structural steel tubes for coastal Markets
Commercial Buildings, Warehouses & Factories	6%	
Apollo Galv		
	4%	
Commercial Buildings	1%	Galvanized Structural, Greenhouse Structures, Plumbing, Firefighting
Industrial & agriculture	3%	
Total	100%	

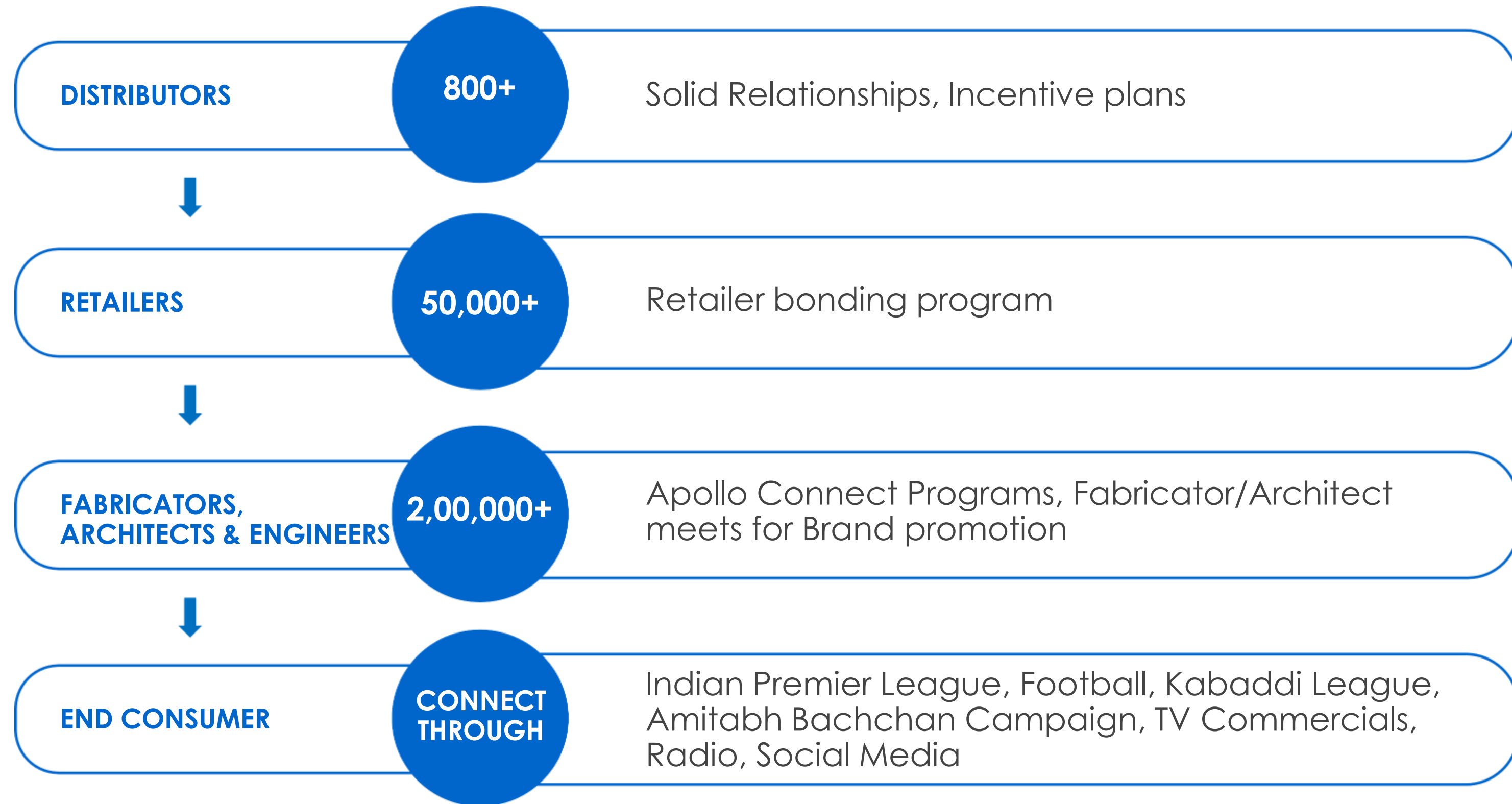


*As per FY25 Sales Volume

Brand Equity



B2C Channel



CORE COMPETENCE



Porter's Five Forces

Threat of Entry

- Scale of 4.5 Mn ton capacity; wide gap between No. 2 Player
- Vast distribution network (access to 800+ distributors, 50,000 retailers, 200k fabricators)
- Technology advantage (DFT, ILG)
- Lowest cost producer
- (highest profitability in the sector)
- Product range (3,000+ 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 production and 10% of Indian HR coil production
- Amongst Top 3 customers for large steel producers
- Company's steel buying price is minimum in structural steel tubing industry

Industry Rivalry

- APL Apollo 55% market share
- Player 2 - 10% market share (ancillary business for steel producer)
- Player 3 - 10% market share (focus on water transportation and Oil & Gas tubes)
- 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)
- Others – 1%

Bargaining power of distributors

- 55% 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

Our Business MOAT...

Highest no. of products
with 3,000 SKUs

Highest scale with 11 plants
(4.5 Mn ton
capacity)

Largest sales network
(800+ distributors)



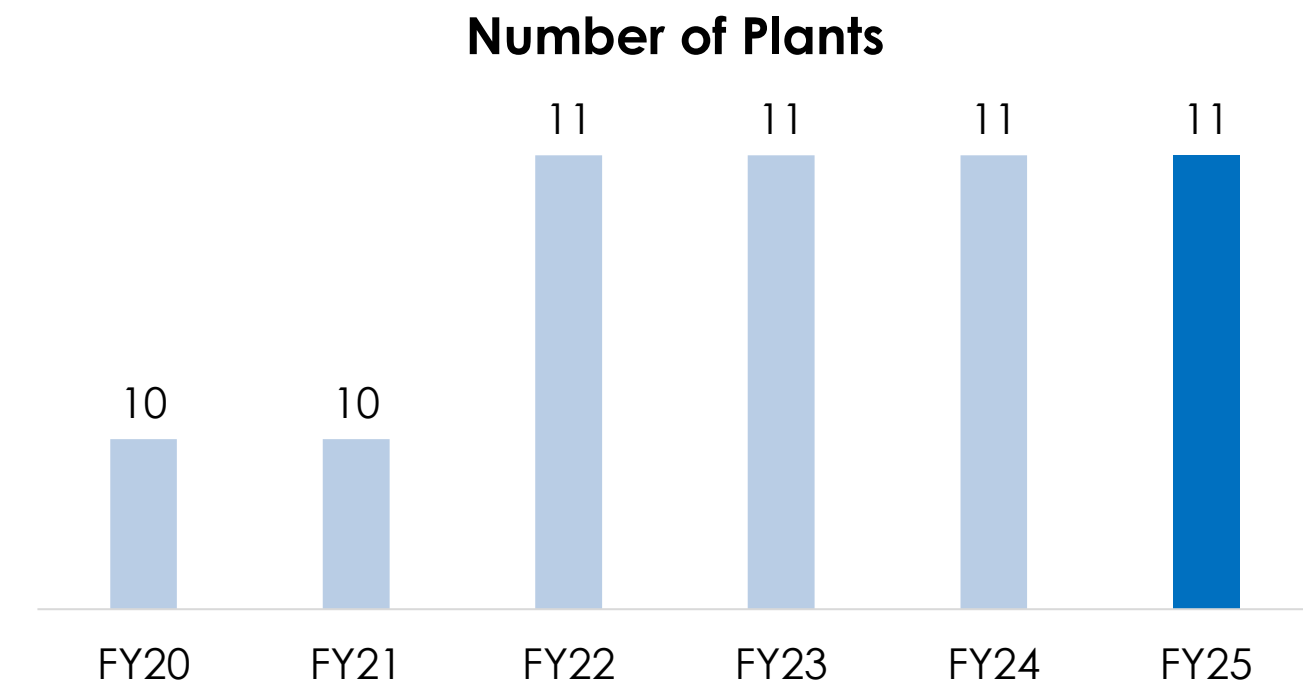
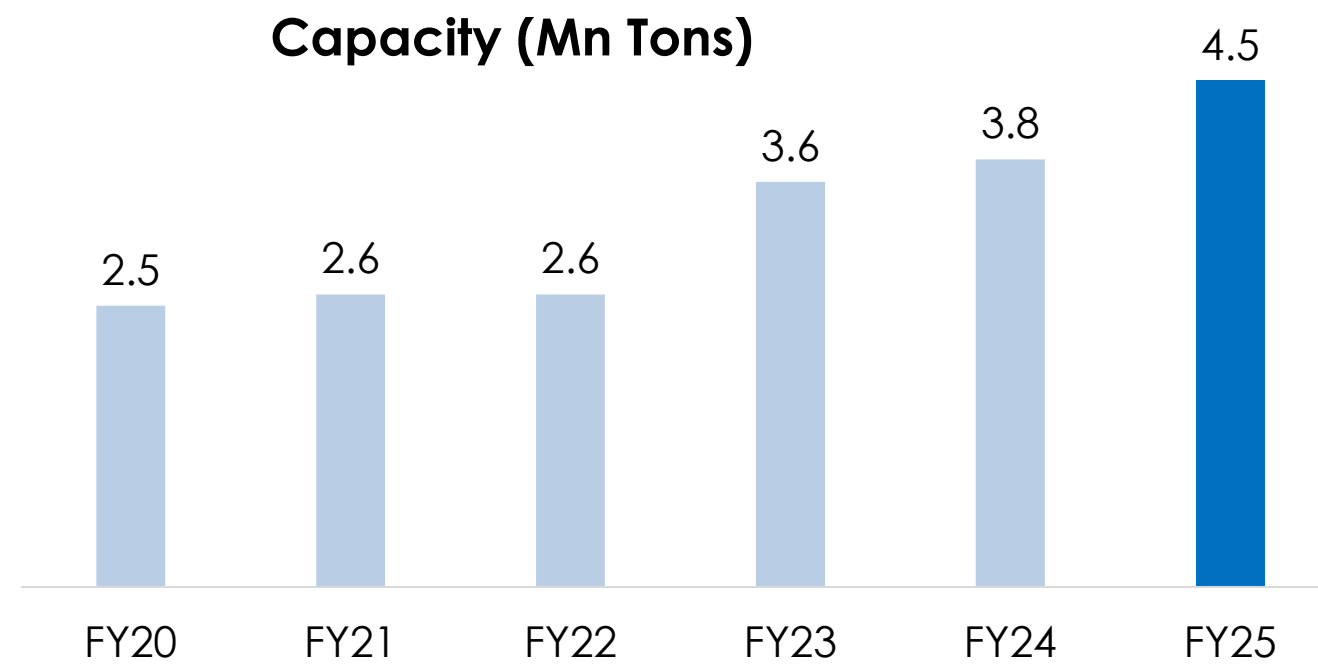
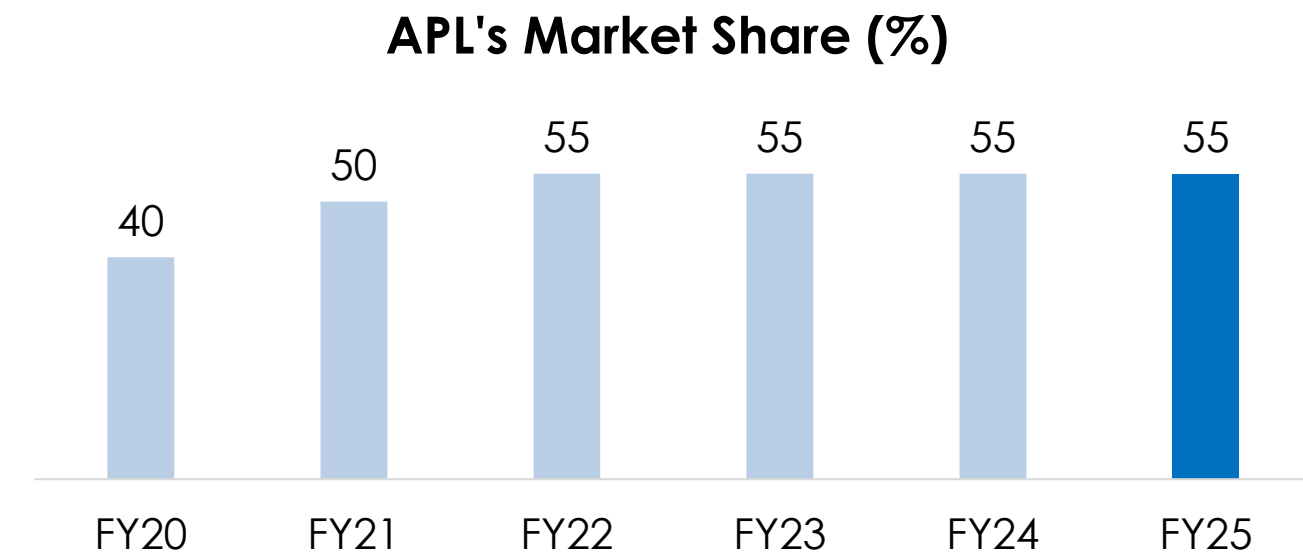
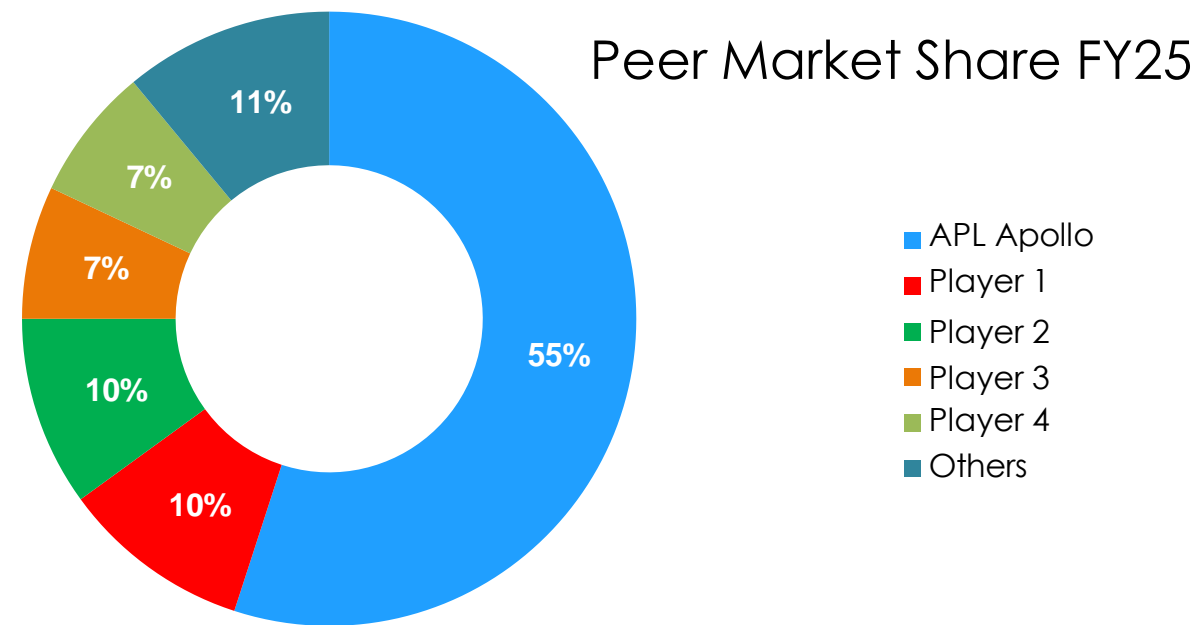
Lowest cost producer (largest
buyer of HR coil)

Premium pricing to peers
(brand strength)

Technology edge & Innovation

Lowest lead time for delivery to
distributors

Dominant Leadership



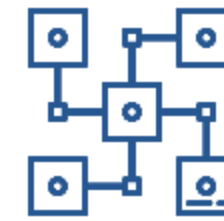
Unique Capabilities



Developed structural
steel
market in India



Technology



Distribution network



Innovative products

First Mover advantage

No.1 Leader; Focused on steel
strength and building material
applications

Direct Forming Technology for big
structural products
In-line Galvanizing to replace
traditional products

B2C channel for last mile
penetration

Ground breaking solutions
Roofing solutions for coastal
market, door frame

Capacity expansion plan by FY28

Existing capacity



Brownfield expansion



Greenfield expansion



Speciality tubes

Capacity

4.5 Mn Ton

0.8 Mn Ton

1.0 Mn Ton

0.5 Mn Ton

Location

- + International: Dubai 200,000 Ton
- + Raipur: Roofing sheets 500,000 Ton
- + Raipur: Heavy 100,000 Ton

- + East: Gorakhpur 200,000 Ton
- + East: Kolkata 300,000 Ton
- + West: Bhuj 300,000 Ton
- + South: New Malur 360,000 Ton
- Shifting of existing lines: 160,000 Ton

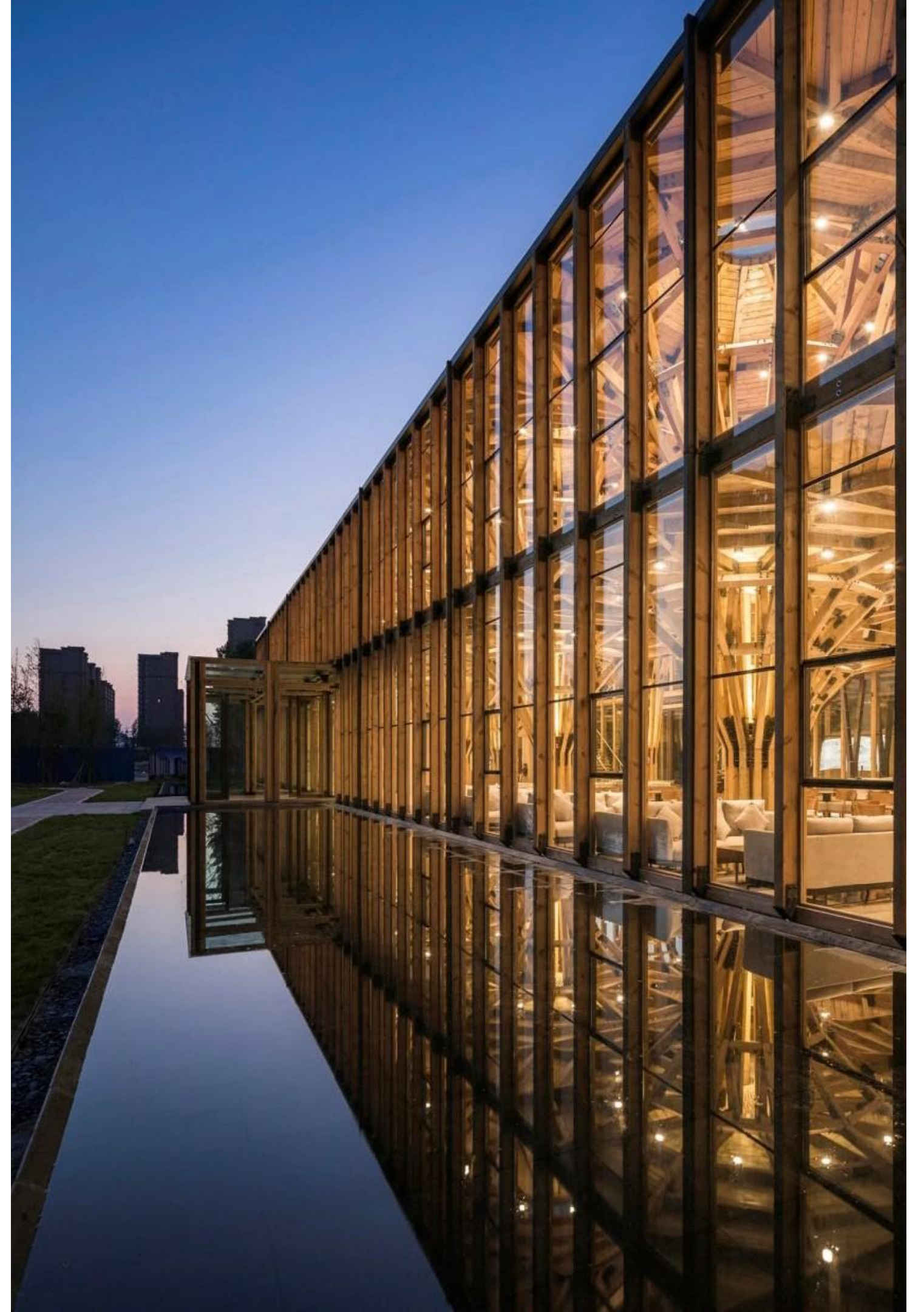
- New expansion for speciality tubes
- Major application in Structural /Oil & gas /Water/ Mechanical sectors

Capex

Rs 15Bn in next 3 years

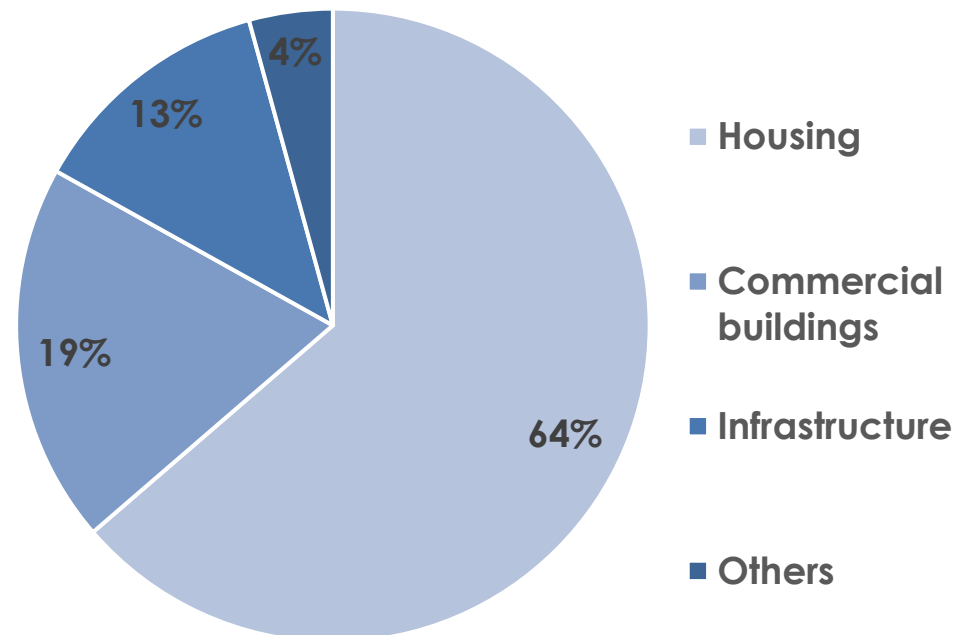
Total capacity by FY28: 6.8 Mn Ton

DEMAND DRIVERS



Structural Steel Tube Applications

Application Mix



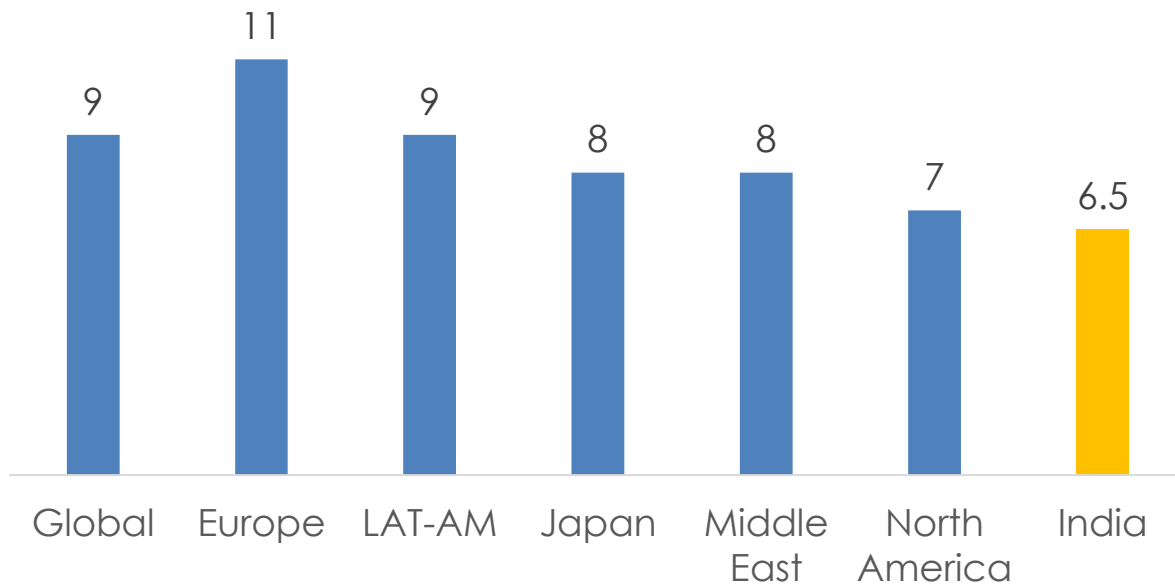
APL APOLLO TUBES



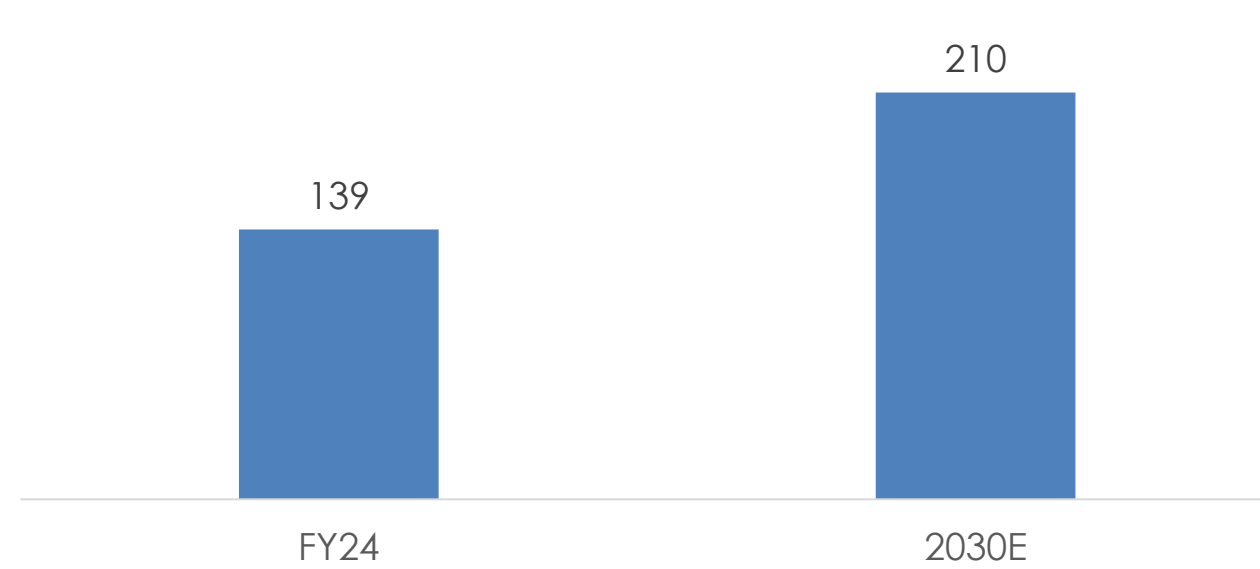
*As per FY25 revenue

India Structural Steel Tube market potential

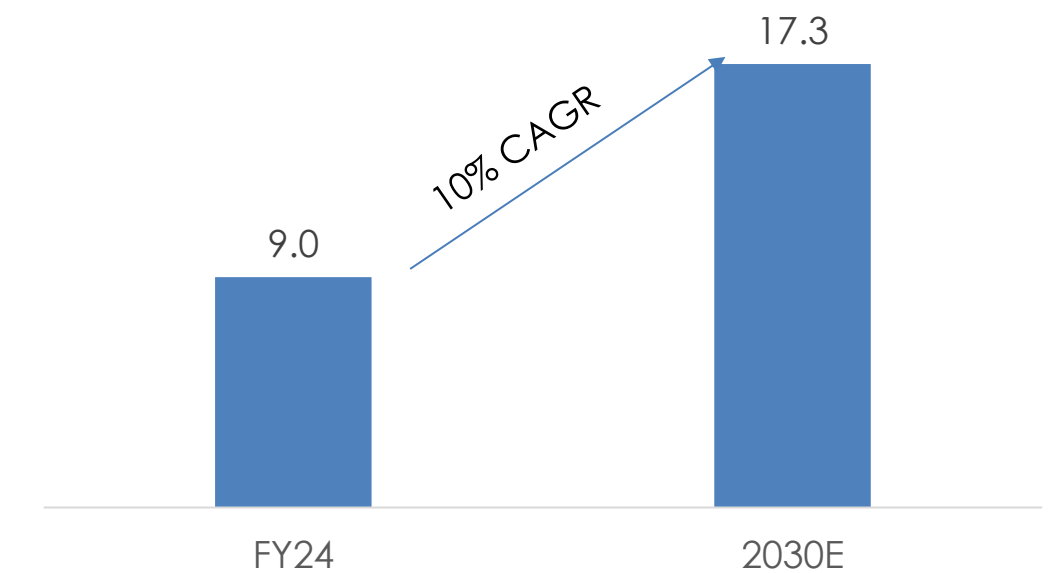
Structural steel tubes as % of steel market (FY24)



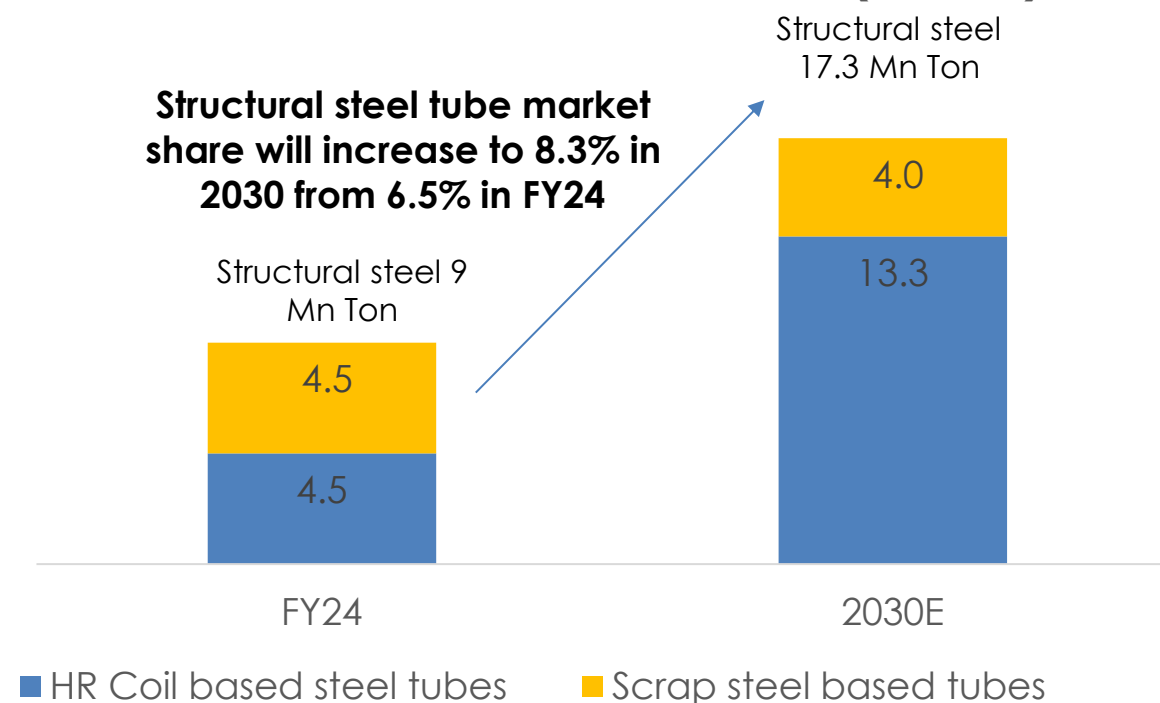
Crude steel production in India (Mn Ton)



Structural steel tubes in India (Mn Ton)



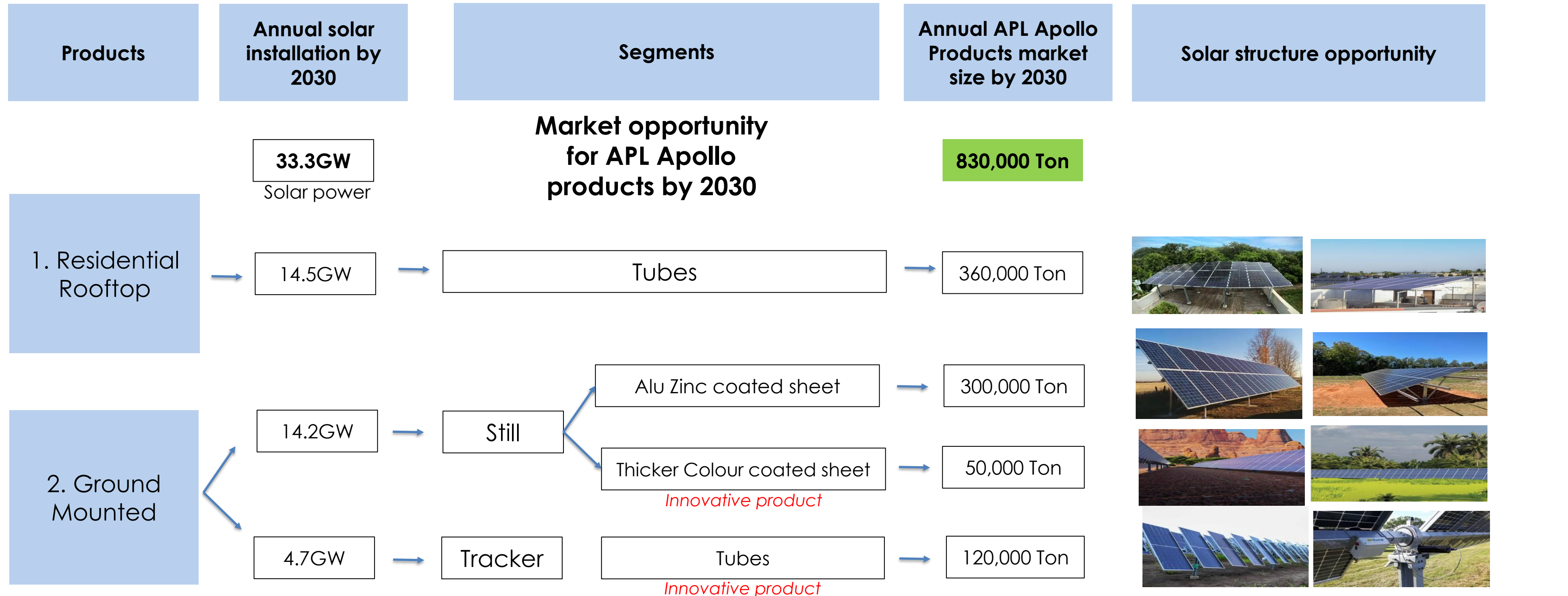
Structural steel tube market share (Mn Ton)



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

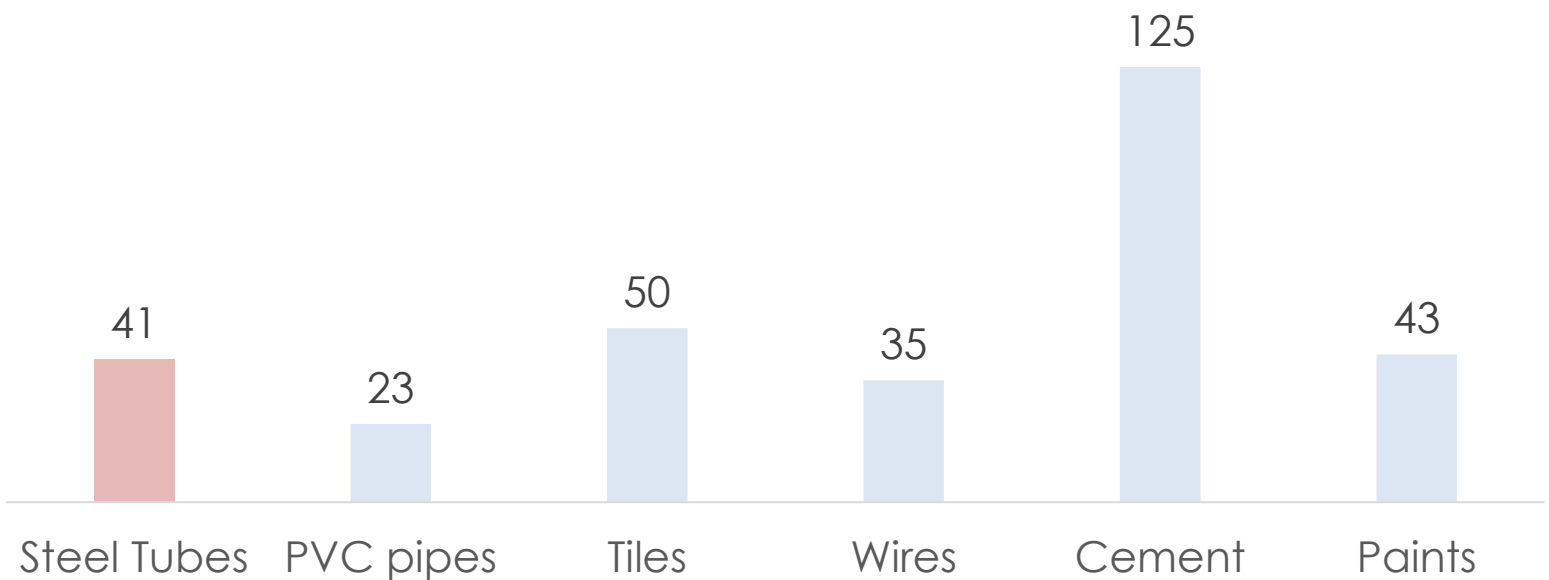
Lower steel
consumption

Reduces overall
project cost

Steel Tube usage in housing/commercial buildings

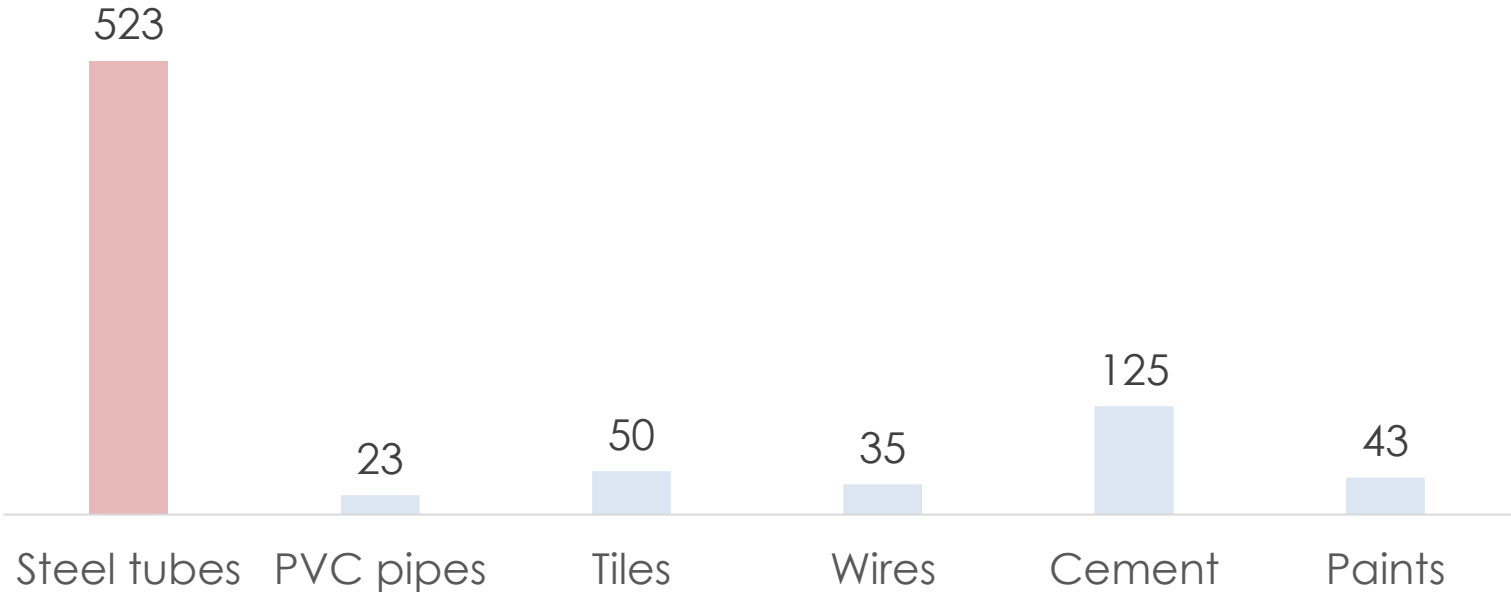
Housing

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




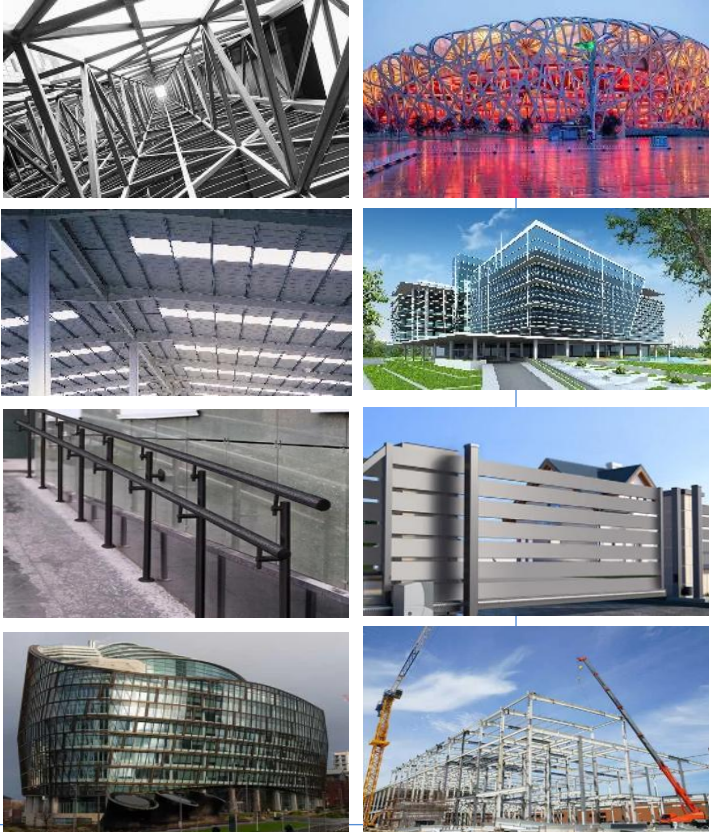


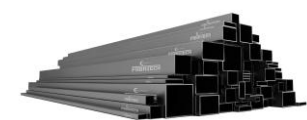


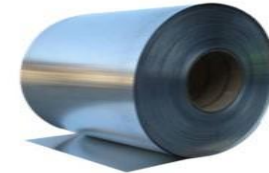


Façade

Tubes are well positioned to play the real estate construction cycle

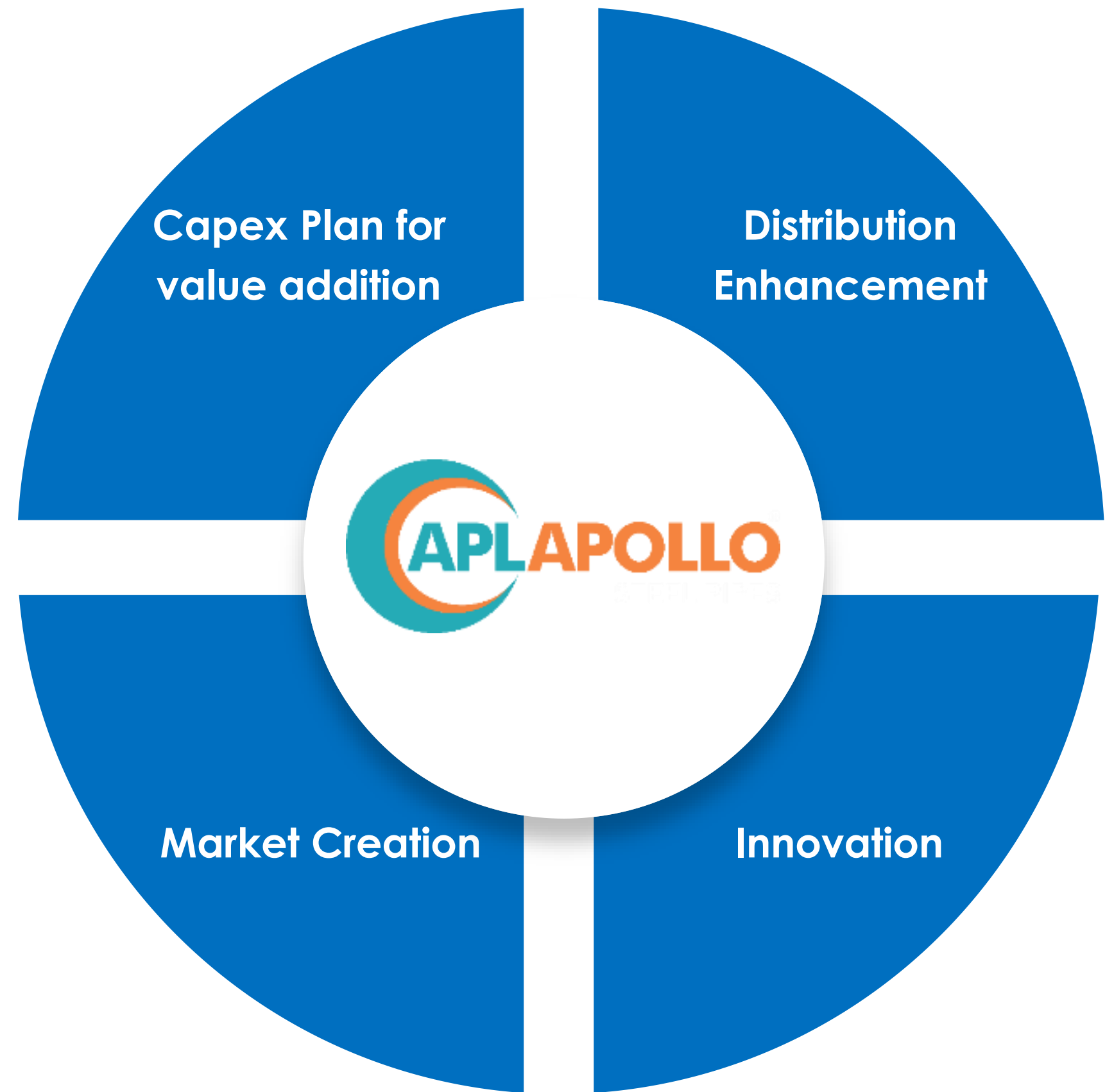
*Building with complete structure on tubes

Diversified product offering

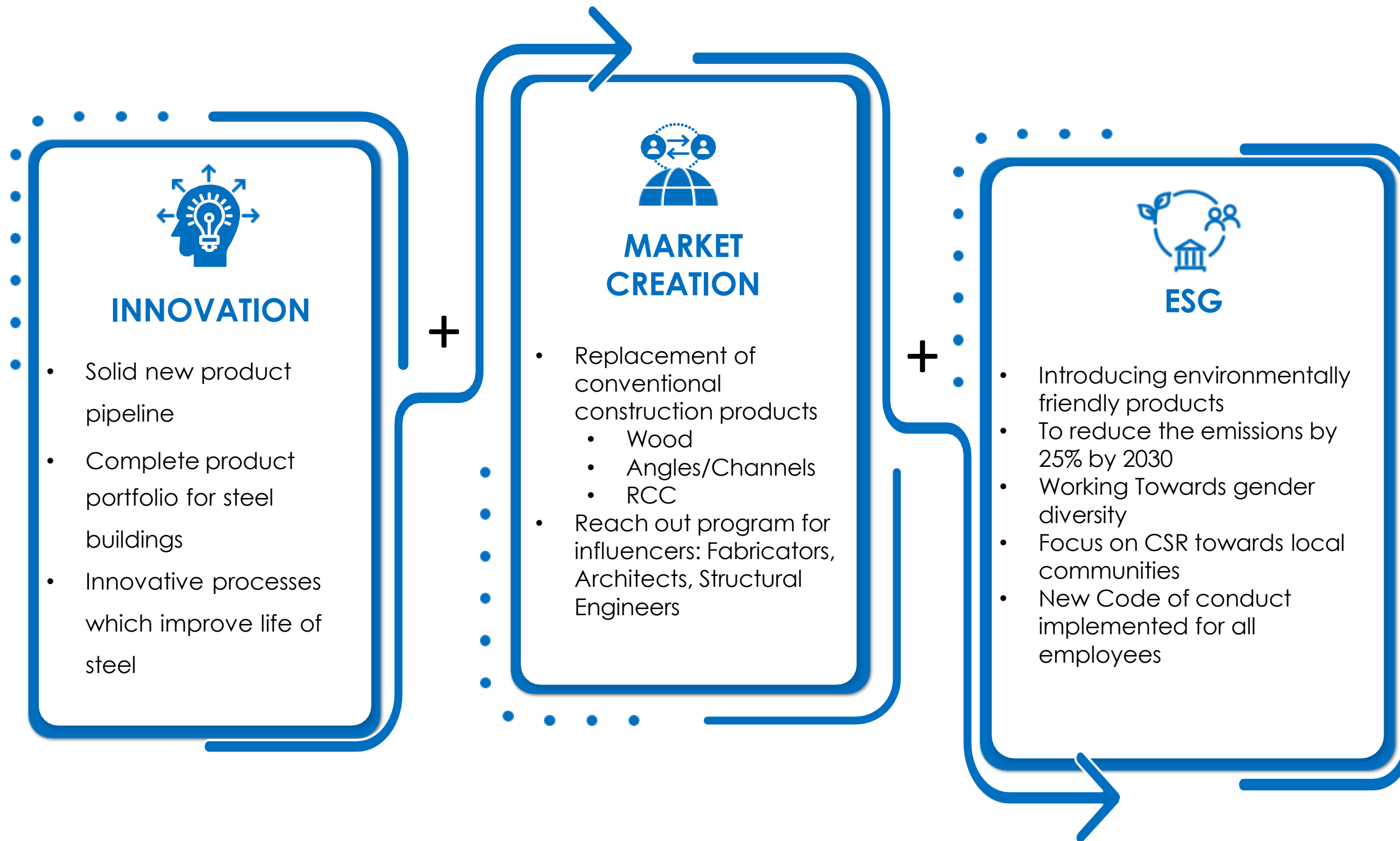
Created through continuous innovation

Product Category	Application	Product – visual overview	Key USPs	Applications	Applications – visual overview
Apollo Structural			First company to introduce DFT technology in India	High-rise, Warehousing, Infrastructure	
	Super Heavy		<ul style="list-style-type: none"> Offers columns of 300mm x 300mm, 500mm x 500mm and 1000mm x 1000mm* 	Column, Beams, Heavy structural erections	
	Light		<ul style="list-style-type: none"> First company in India to introduce Door frame and Plank Light weight tubes for furniture 	Door Frame, Staircase Steps, Furniture & fencing Electrical Conduits	
	General		<ul style="list-style-type: none"> First company in India to introduce square, rectangular structural steel tubes 	Sheds & Gates, Handrails & Fencing, Balcony Grills Staircase etc.	
Apollo Z	Rust-proof		<ul style="list-style-type: none"> First company in India to introduce galvanized sections, replacing galvanized tubes Effective in use in coastal markets 	Roofing Structures, Fabrication Work, Purlins Rafters	
	Coated		High tensile light structural application; bendable; superior rust proof properties	Warehousing Factory Sheds	
Apollo Galv	Agri/Industrial		Effective for use in water applications, being highly non-corrosive in nature	Greenhouse structures Plumbing Firefighting	

BUSINESS STRATEGY



APL Apollo Vision



INNOVATION

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



What we have done so far as the first company

Indian Markets

Structural steel square and rectangular tubes:



Structural application in construction Industry

Pre-galvanized structural steel tubes (**Apollo Z**):



Corrosive resistant structural applications

DFT (Direct Forming Technology)



Faster TAT with tailor made sizes

300x300mm dia structural steel tubes:



Heavy structural application in Construction industry

Inline galvanizing (**ILG**)



Superior corrosive resistant product strong demand in coastal market

What we have done so far as the first company

Global Markets

Chaukhat (Door frame
shape tubes)



Replacing Conventional
wooden door frames

Rectangular section of 1:11
(Length to Breadth)



Replacing Conventional
wooden sections

REGISTERED PATENTS PRODUCTS



Double Door
Frame



Apollo Signature



Four door
Frame



Single Door
Frame



Elliptical Tube



D Section



Handrail



Window Frame
Tube (L)



Window Frame
Tube (T)



Window Frame
Tube (Z)



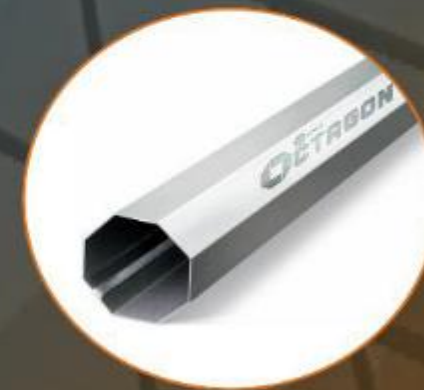
Reflector Tube



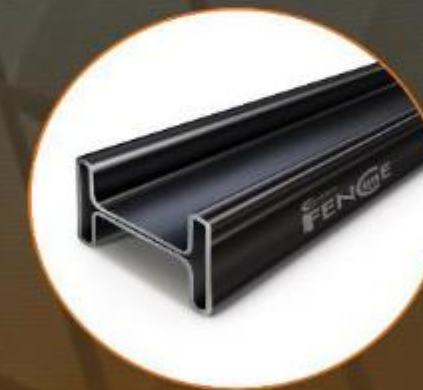
Oval Tube



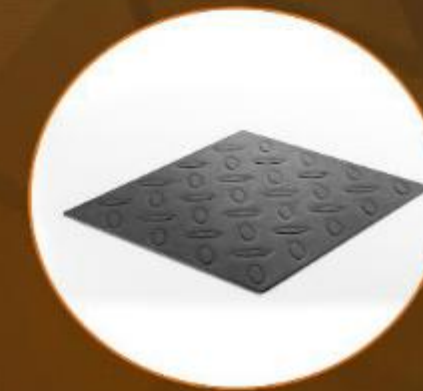
Plank Tube



Octagon



Fencing Tube



Checkered Sheets

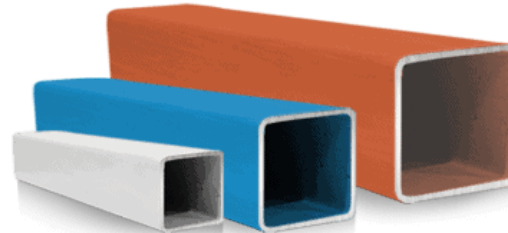
New Product Pipeline from Raipur plant

World's 1st thicker color coated products



Superior corrosion resistant, high load bearing with aesthetics

World's 1st Color coated structural steel tubes



Superior corrosion resistant with aesthetics

India's 1st 500x500mm dia structural steel tubes

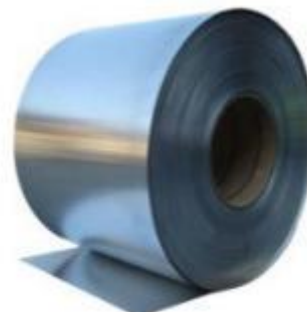


Replacing RCC structures/columns in heavy construction

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



India's 1st CRCA Black annealed tube



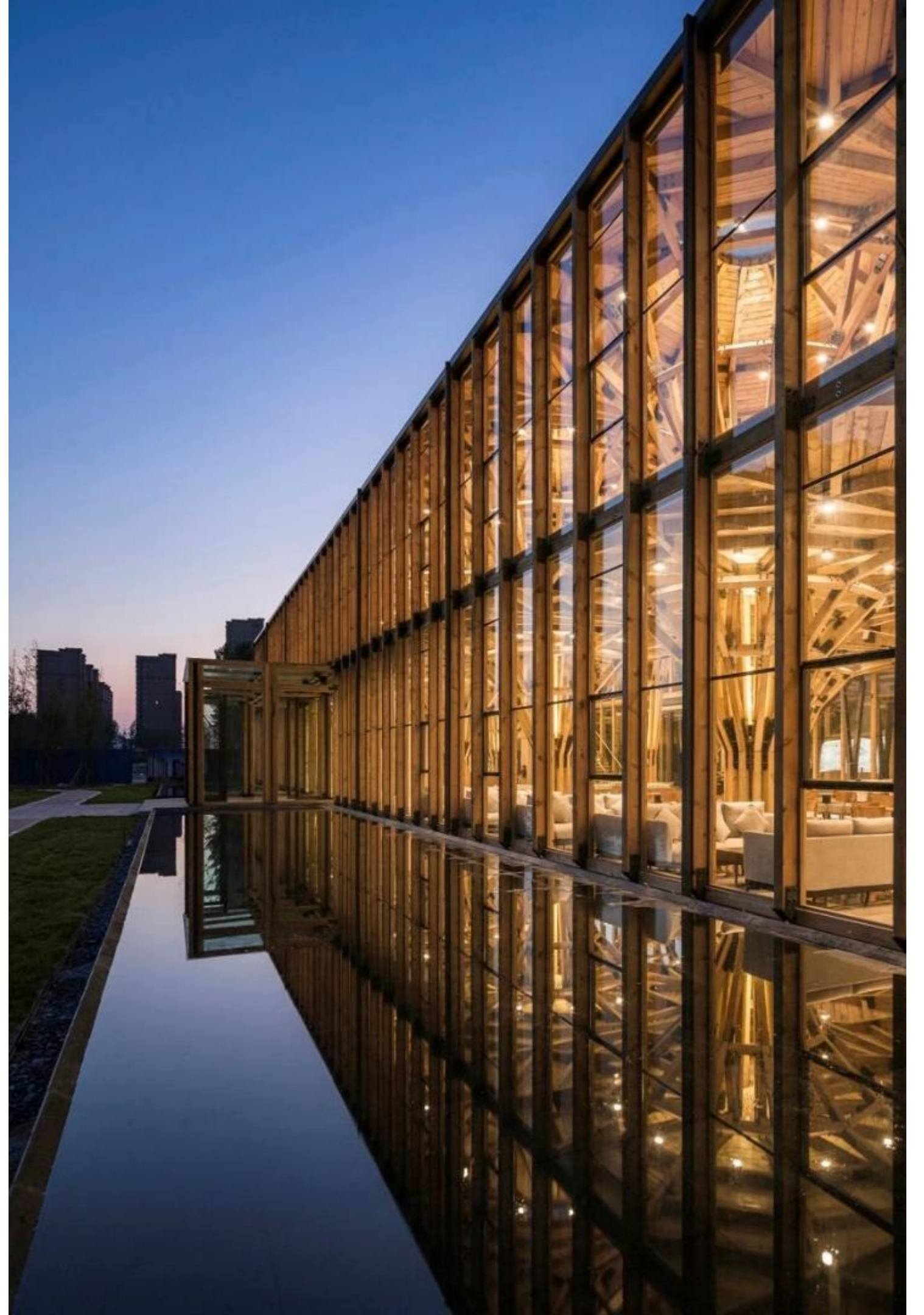
High tensile light structural application; bendable; superior rust proof properties

India's 1st AluZinc tubes



Superior rust proof properties and better life

MARKET CREATION



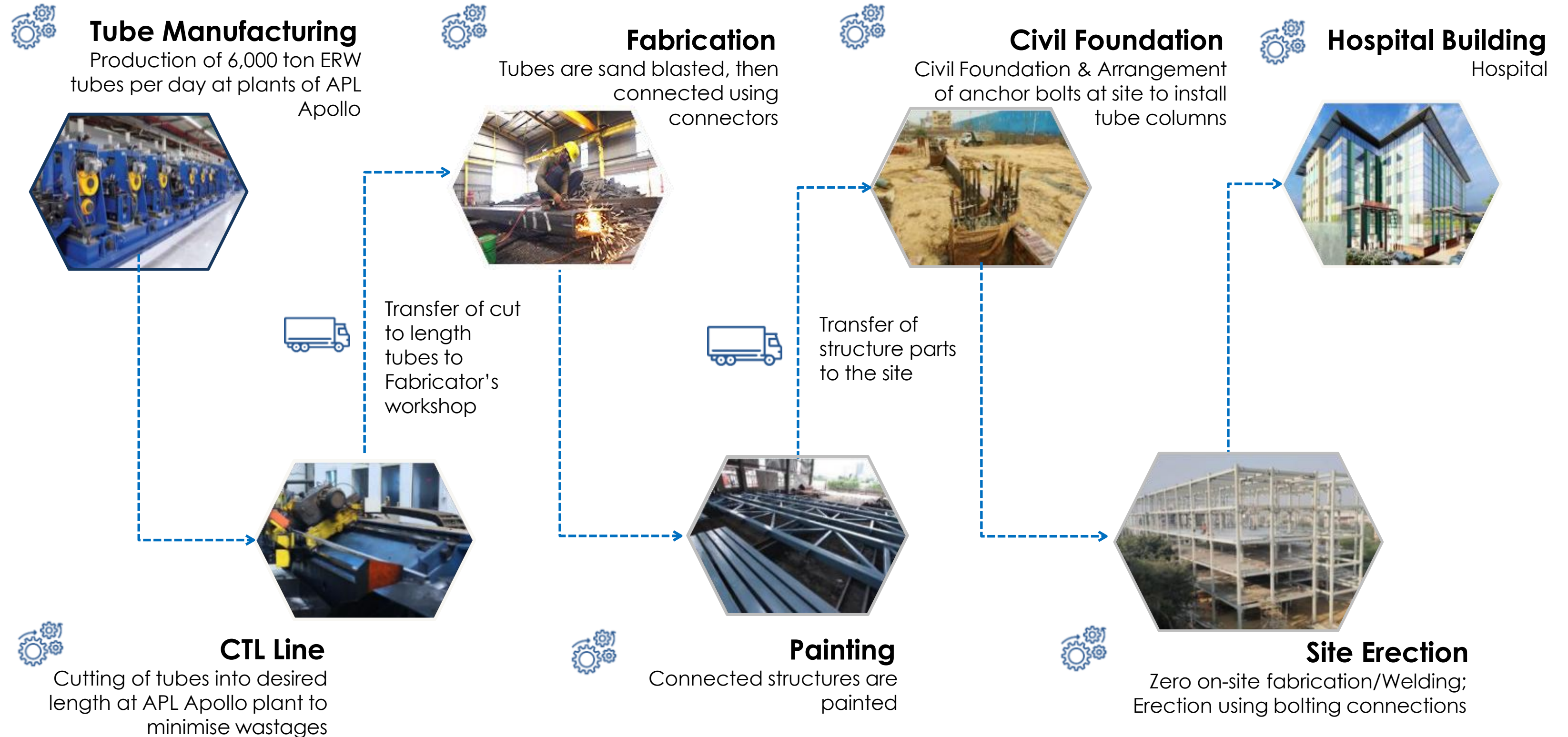
How Have We Created Market..

Conventional Construction Products	Applications	Why Structural Steel Tube replaces these products?	How to replace the conventional products??
Steel Angle/Channels	Structural support, Towers infrastructure	Uniform Strength, Lower steel consumption	Low Diameter Steel Tubes/Low Load Bearing
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	High Diameter Steel Tubes/High Load Bearing
Fabricated Metal Sheet	Pre-Engineered Steel Buildings	Lower steel consumption Reduces overall project cost	

REVOLUTIONIZING CONSTRUCTION INDUSTRY

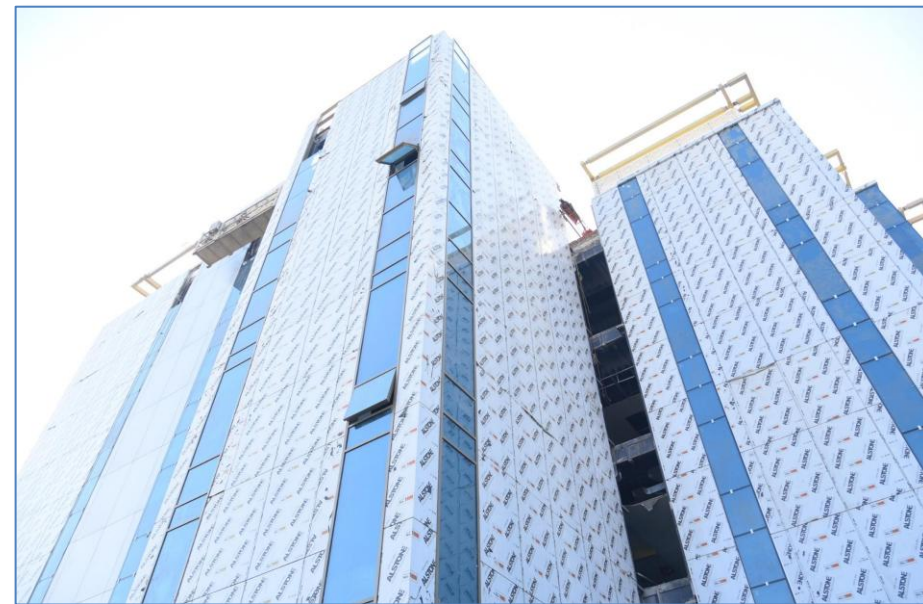


Tubular Construction Process flow



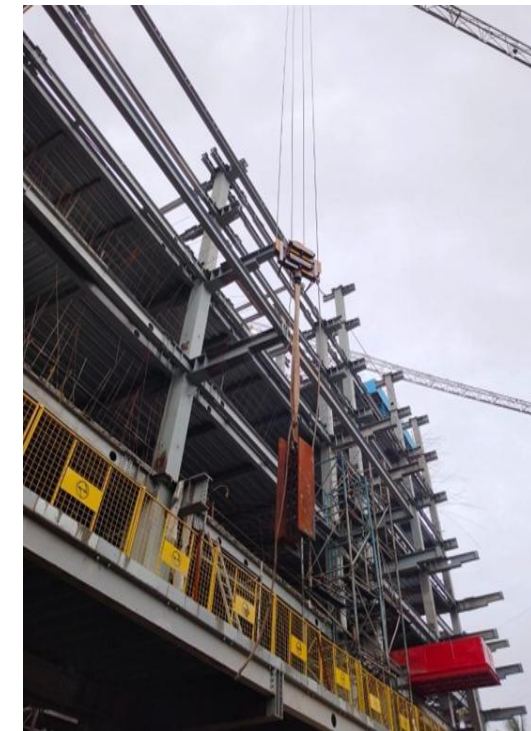
Completed Delhi Hospitals

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



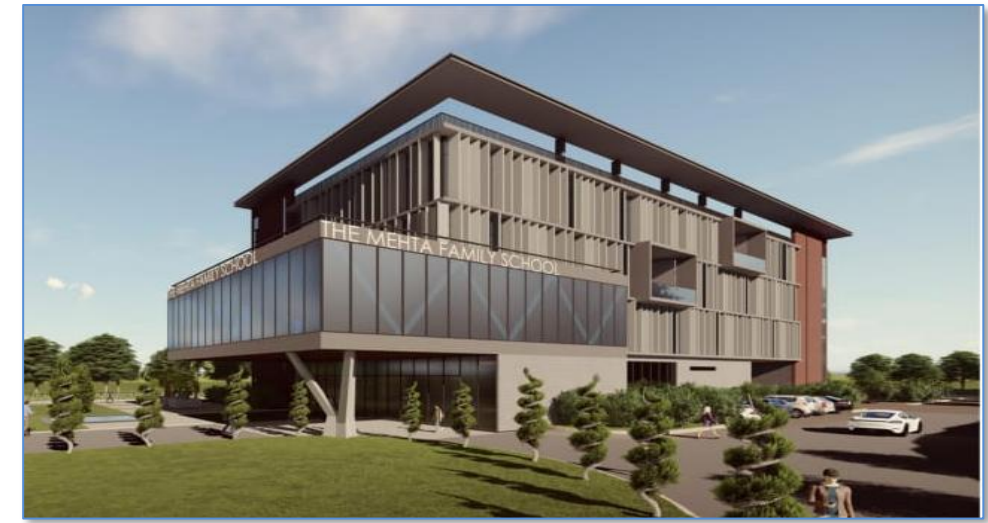
Ongoing Hospitals

- Mumbai
- Imphal
- Shillong
- New Delhi
- Mathura



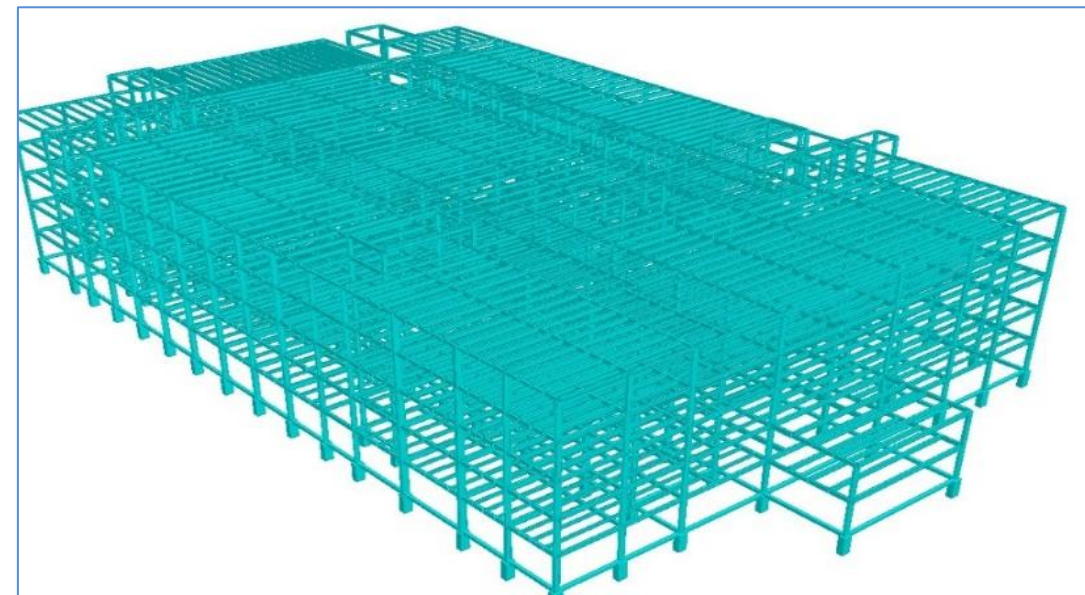
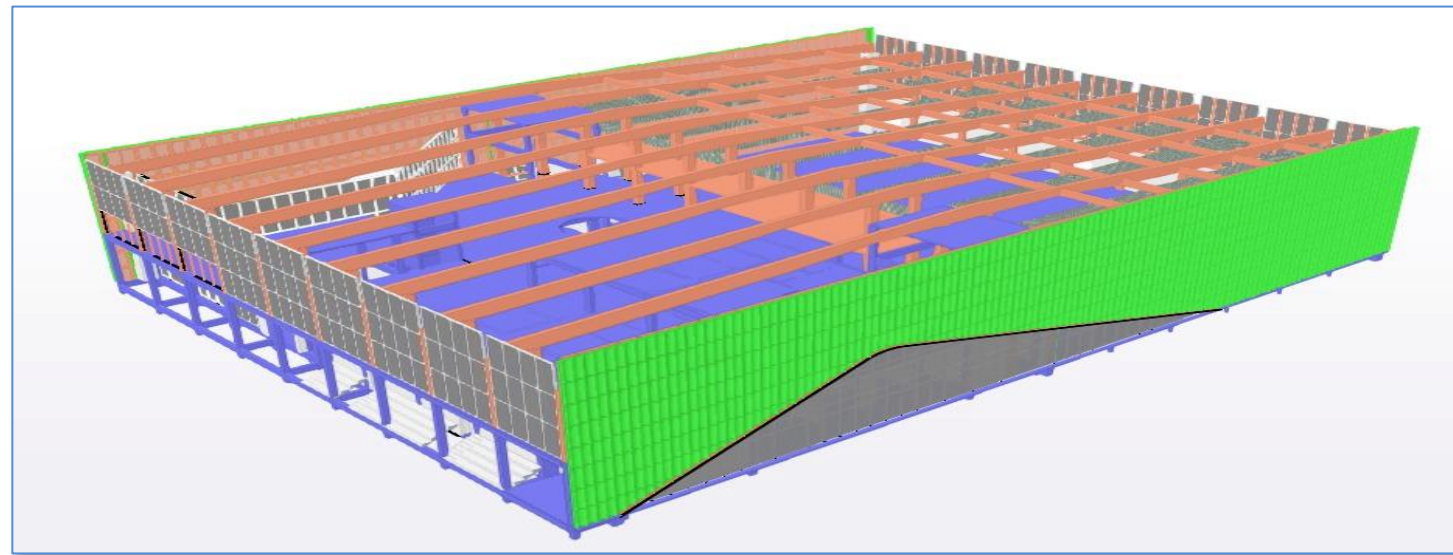
Educational Projects

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



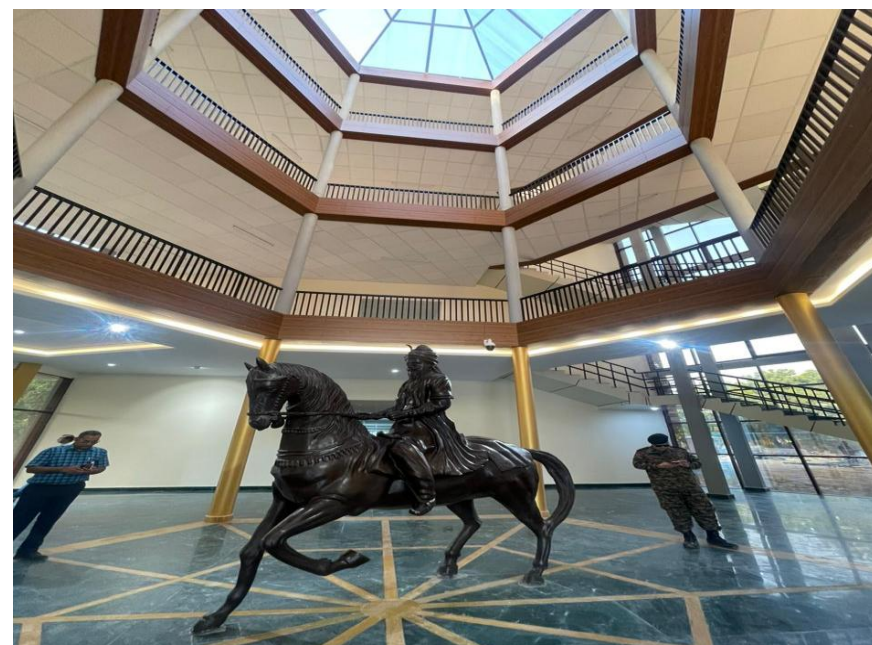
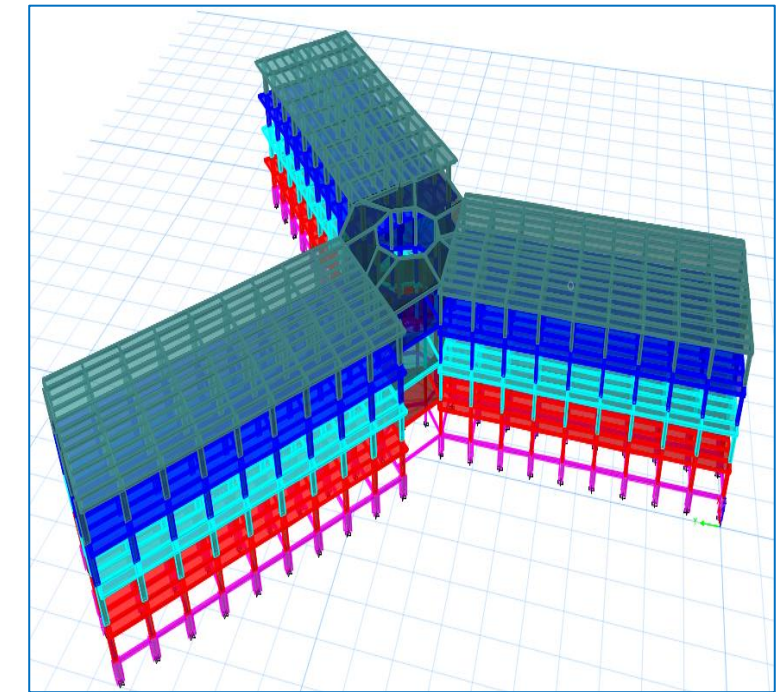
Educational Projects (contd..)

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



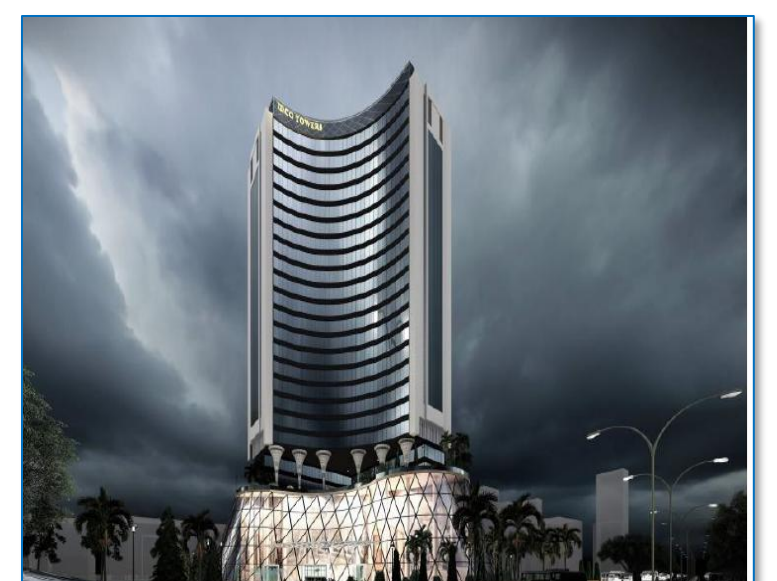
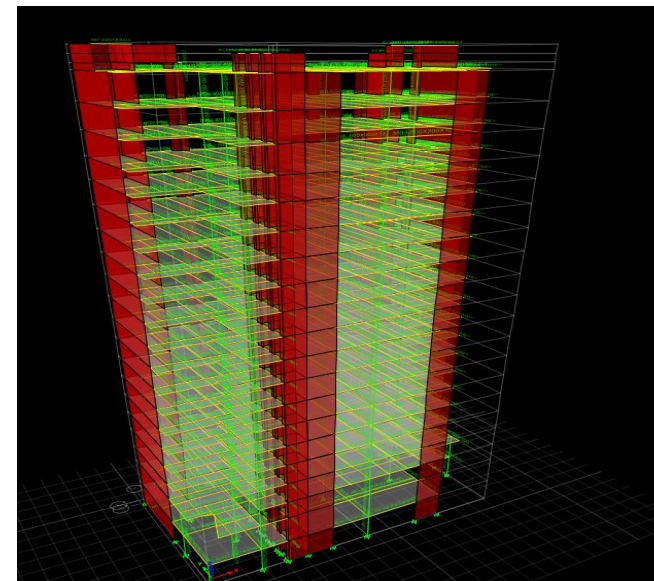
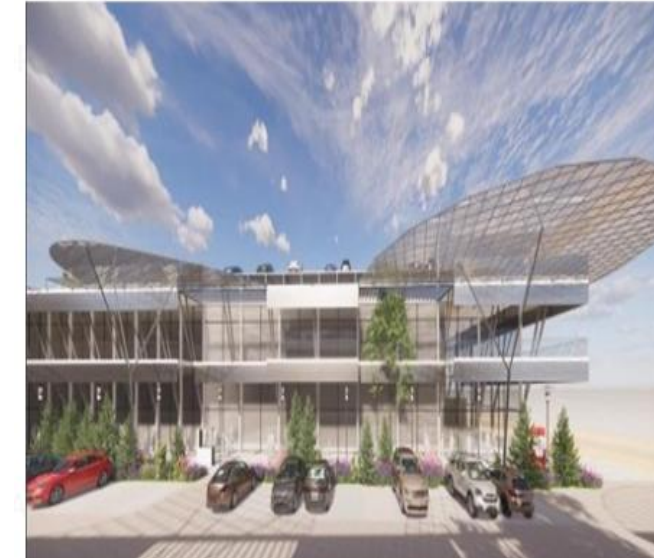
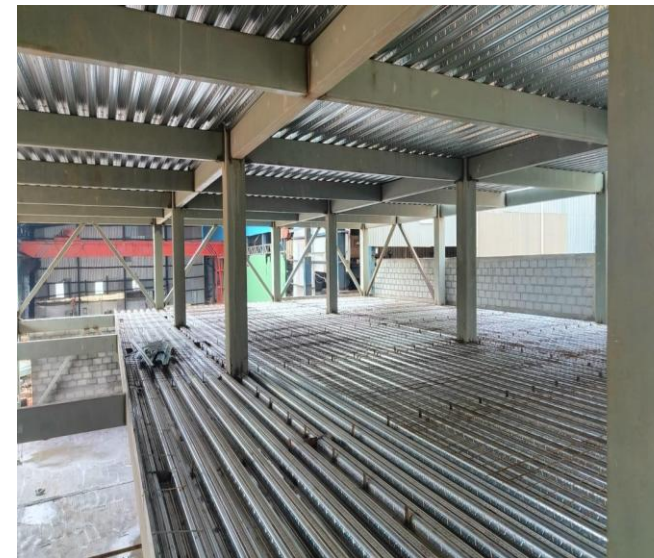
Residential Projects

Army Housing, Delhi



Commercial Projects

- Orissa Tower 1
- Orissa Tower 2
- Triveni Mall, Bangaluru
- Faridabad
- Experience Centre, Noida
- Yatri Niwas, Amarnath

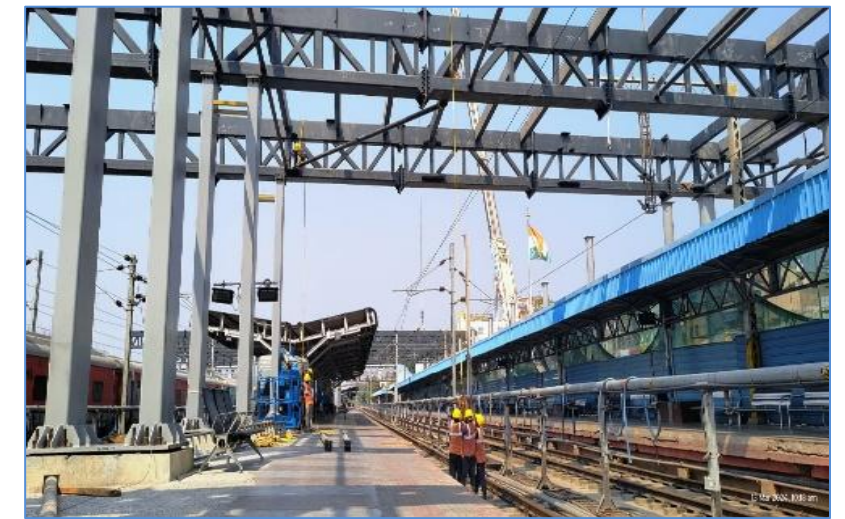
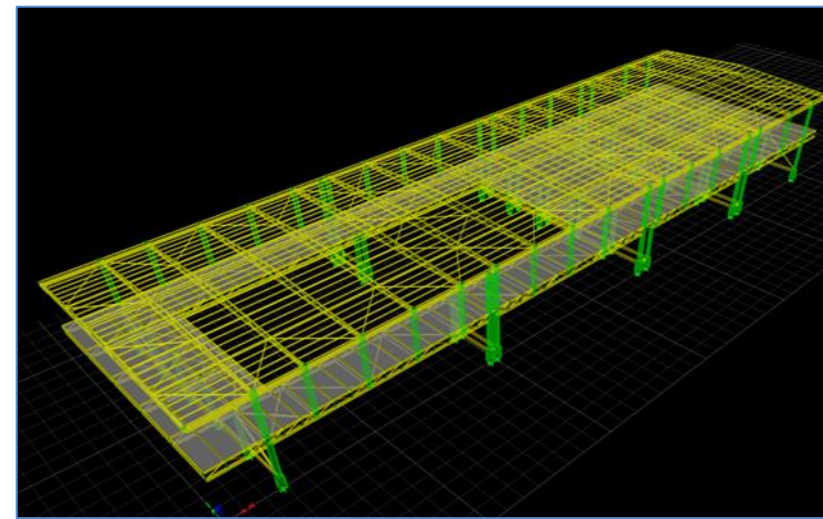
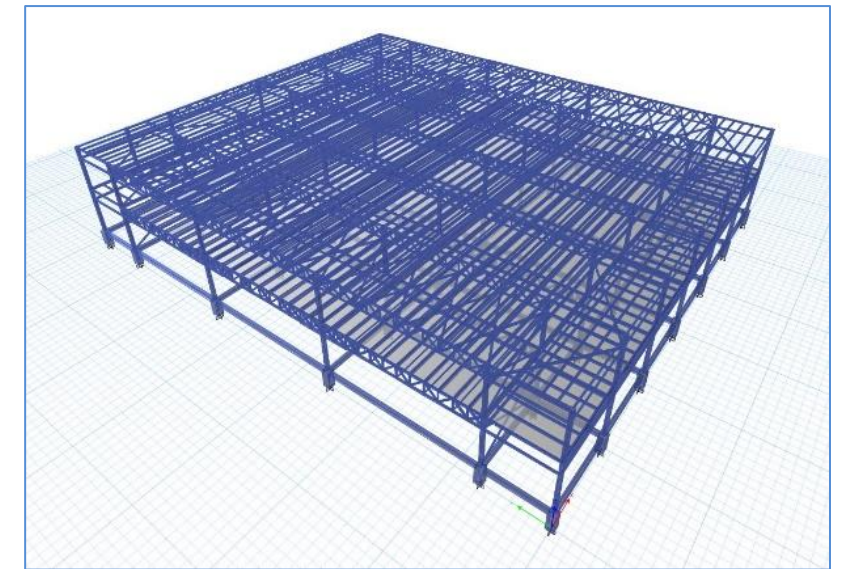


APL APOLLO TUBES

Latitude: 34.000679
Longitude: 75.317268
Elevation: 2127.1522 m
Accuracy: 13.3 m
Time: 29-01-2025 15:49
Note: Development of Infrastructure at Pithara and Nunwan Phalgam in Jammu and Kashmir
Powered by NoteCam

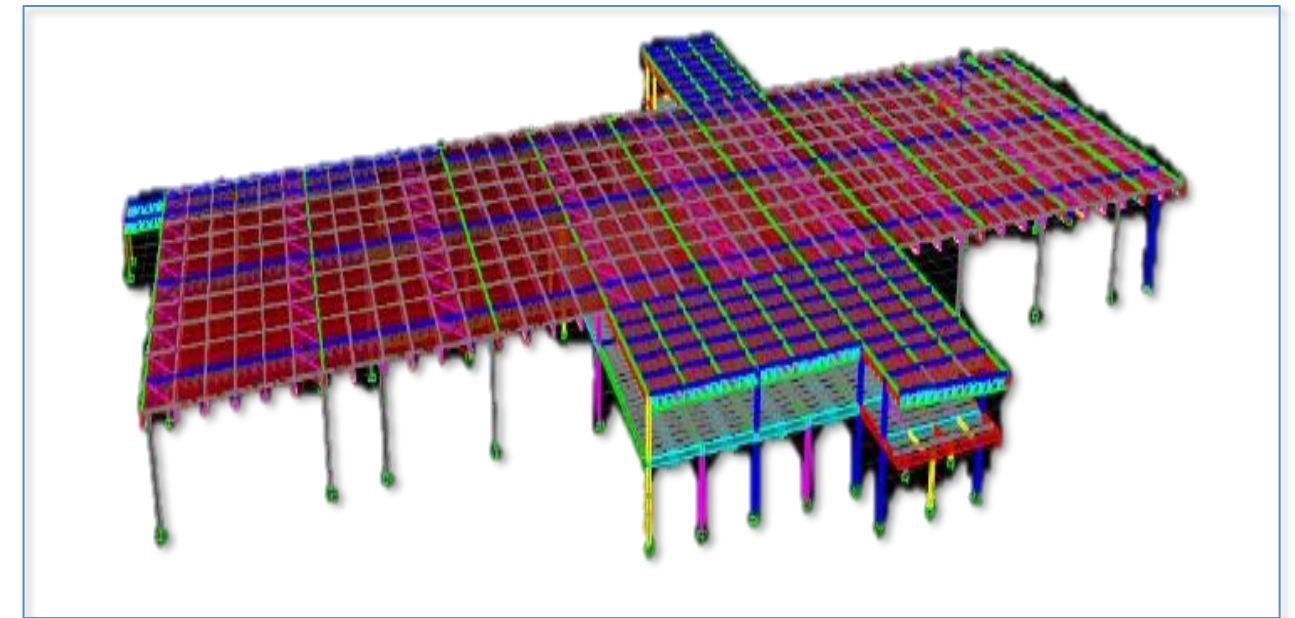
Railway Stations

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



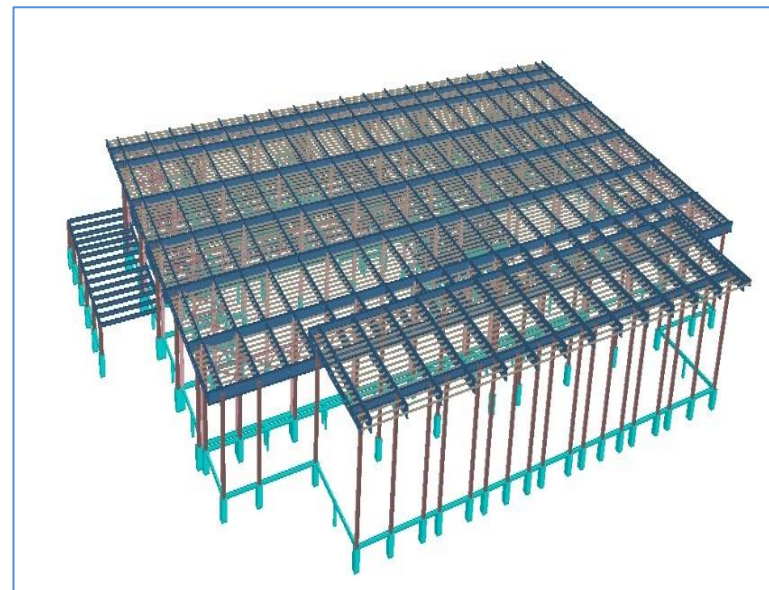
Railway Stations (contd..)

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



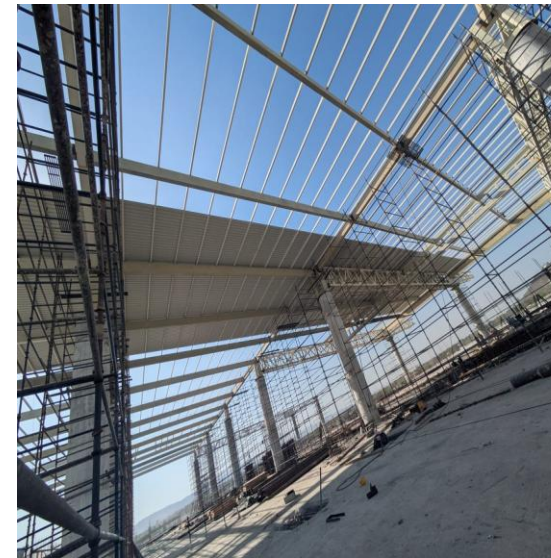
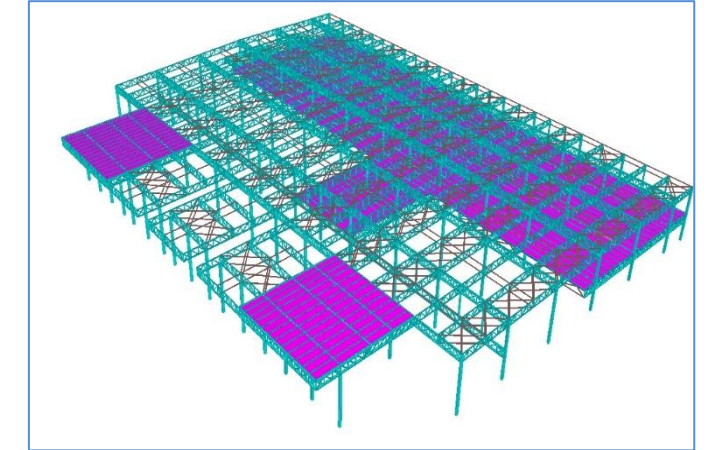
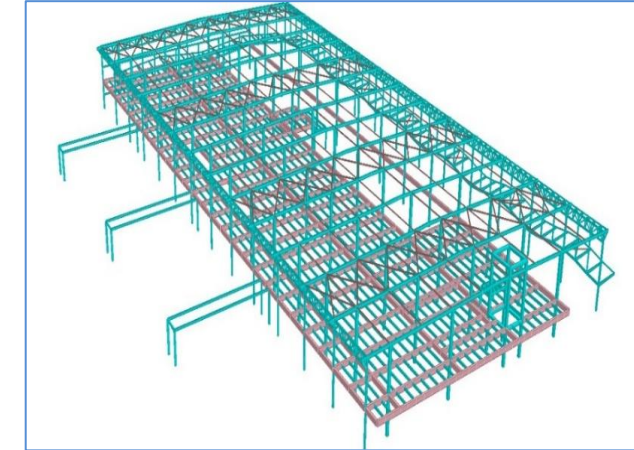
Airports Projects

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



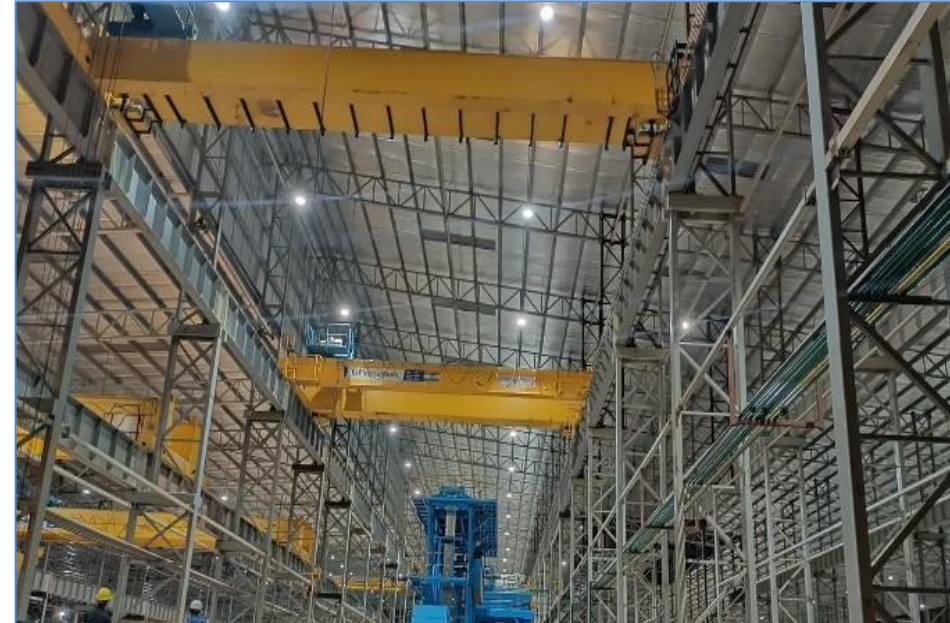
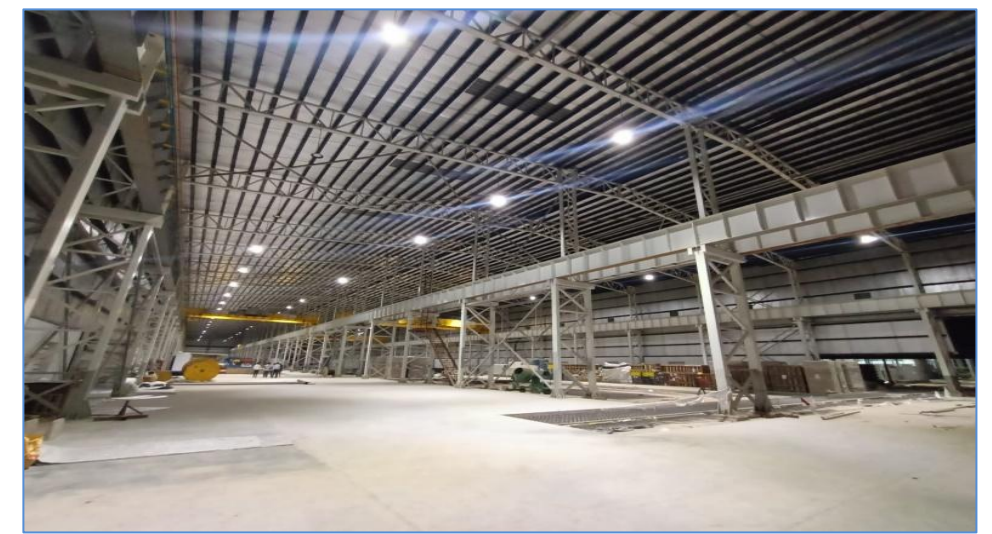
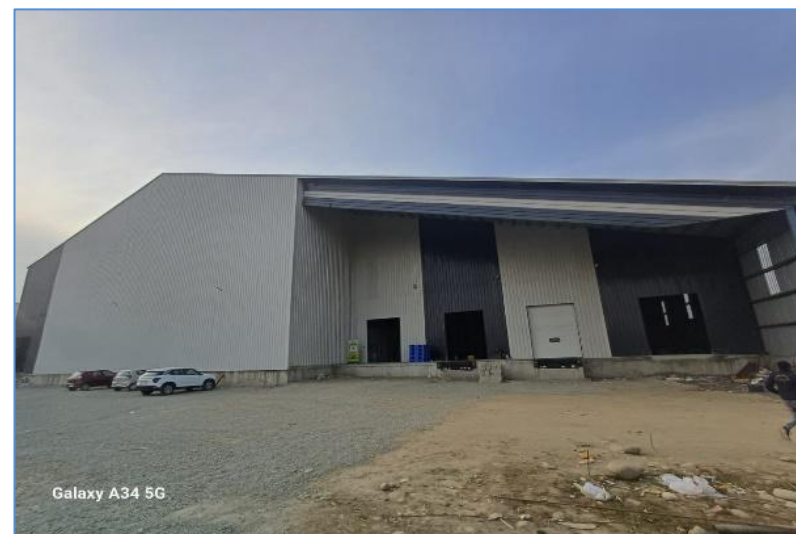
Airports Projects (contd..)

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



Industrial Projects

- Shakya Warehouse
- Star Cement
- Joyce Agro
- ABPL Shed
- Tricoat Shed
- Cement shed, Rajasthan



Industrial Projects (contd..)

- Dujana Shed
- Birla Cement
- Carbon Circle
- TG Shed
- Automobile factory
- Clinker
- Tea Factory



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



Vision FY28

1

Dominant position with
60%+ market share

Company aims to continue its dominant position in Indian Market

✓ Capacity: 6.8 Mn Tons
with Capacity
Utilization of 70%+

2

Product innovation

Create formidable position in newer product category (Super Heavy
and Coated)

✓ Revenue 2X

3

Strengthen presence in
Global Markets

Aim to enhance global presence and have 10% share of the overall
sales

✓ EBITDA 2.5X

4

Customer Centricity

With Investment in B2C app, use of Bollywood and Sports for brand
pull, we have strong focus on customer centricity

✓ 70%+ revenue from
Value Added
Products

5

Recognized Player on ESG
Front

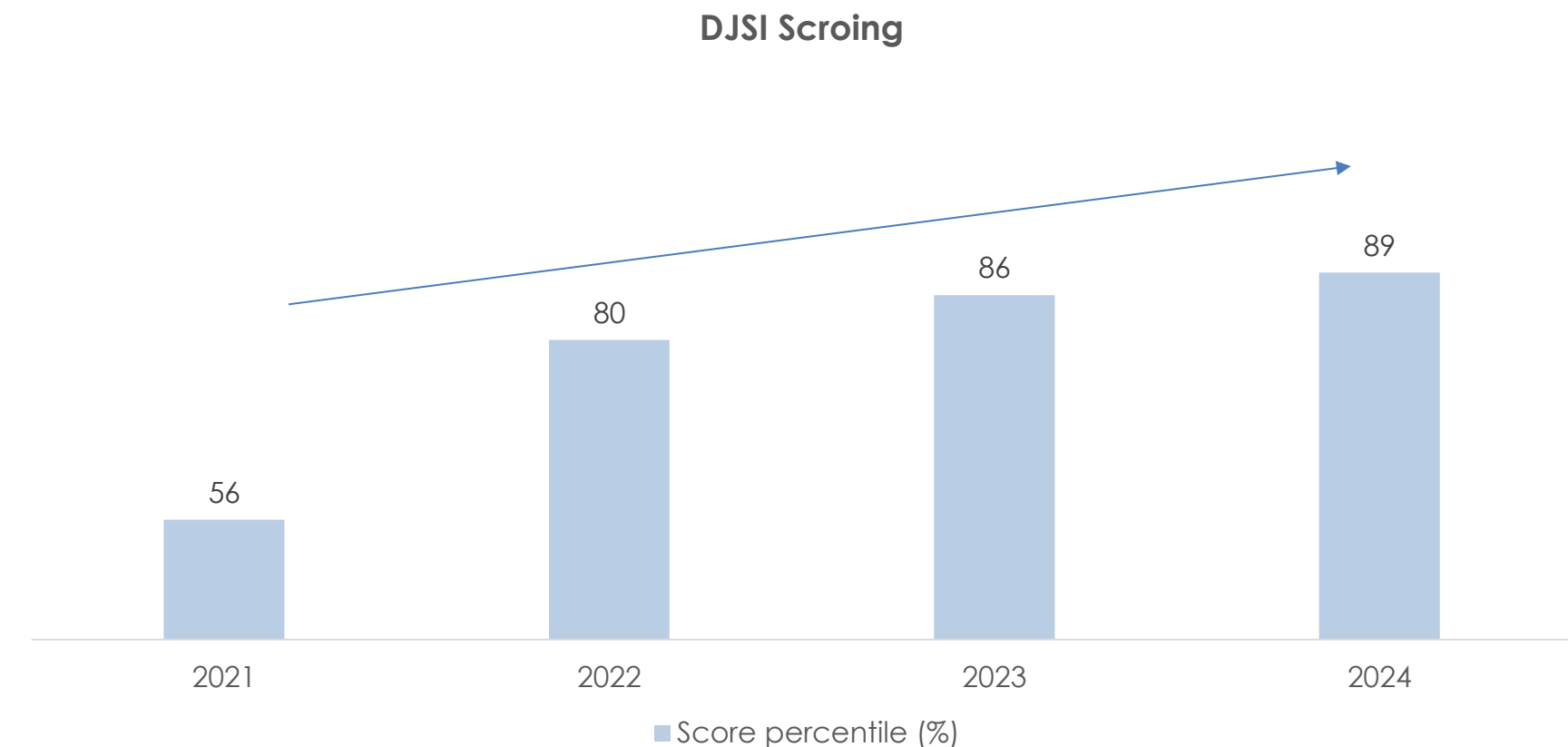
Significant focus on ESG

✓ 10%+ of sales from
Exports



APL Apollo's ESG Transformation Journey

ESG- DJSI Scoring

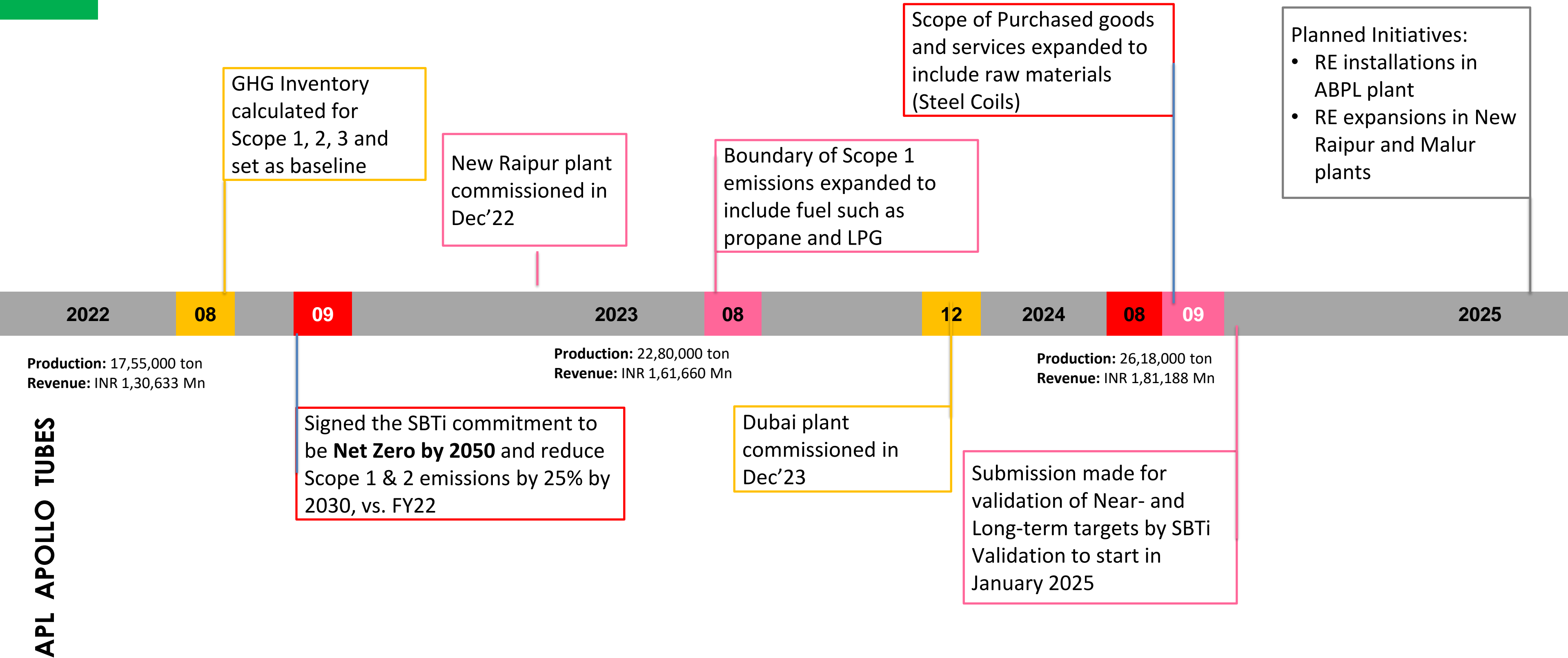


APL APOLLO SCORED 89TH PERCENTILE IN 2024

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

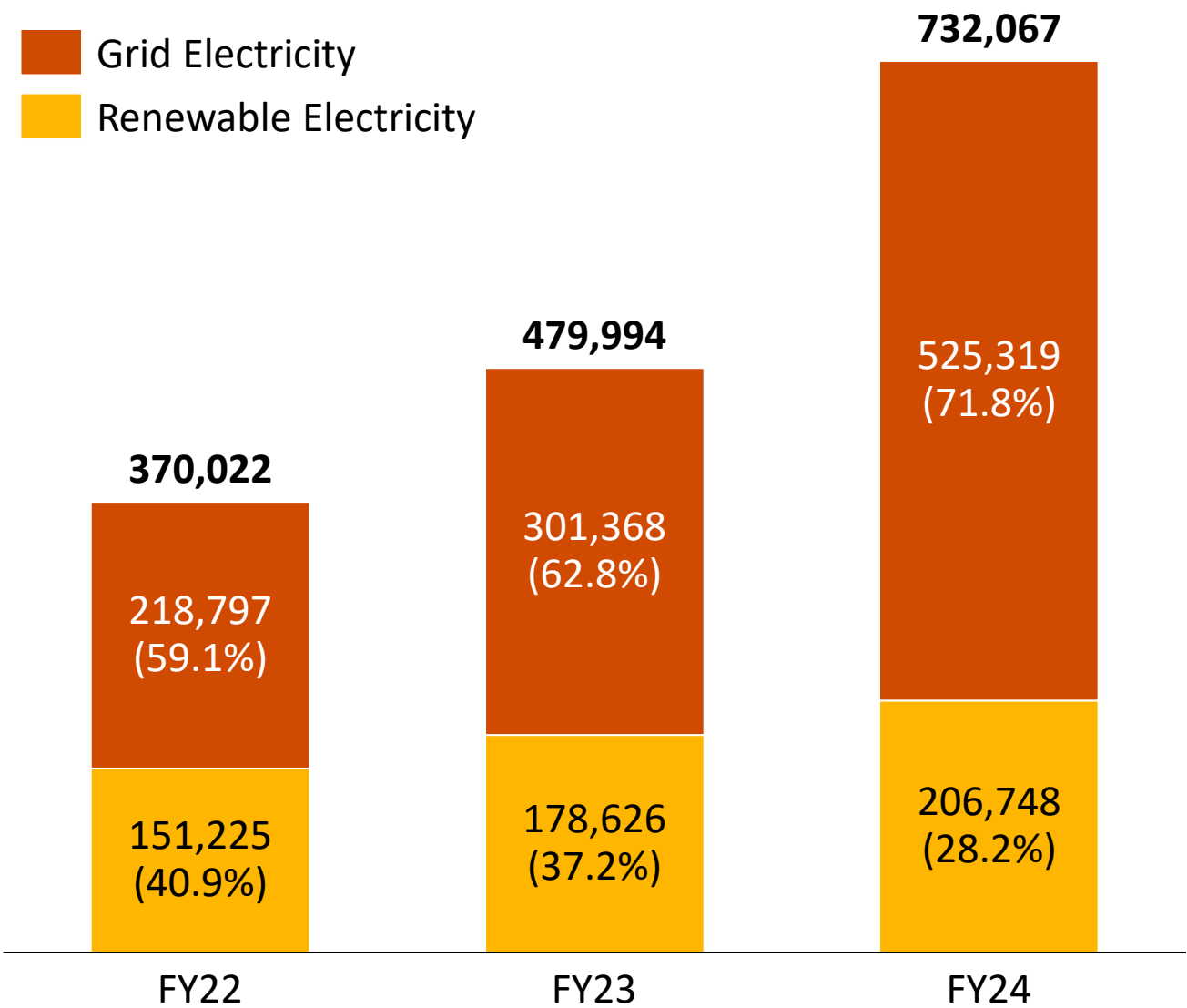


Scope 1 & 2 emissions reduction by 25% by 2030; Net Zero by 2050



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	66,349 ^a	42,661
FY 2022-23	29,260	59,436	47,535
FY 2023-24	52,852	1,01,830	11,78,908 ^b

- 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

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

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

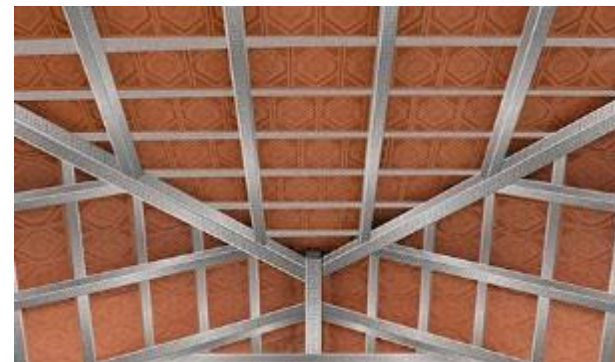


Governance

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

Front runner for Steel for Green

- APL Apollo is the **1st** 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 **1st** Company to innovate **narrow and thicker color coated** galvanized sheets which will save more trees

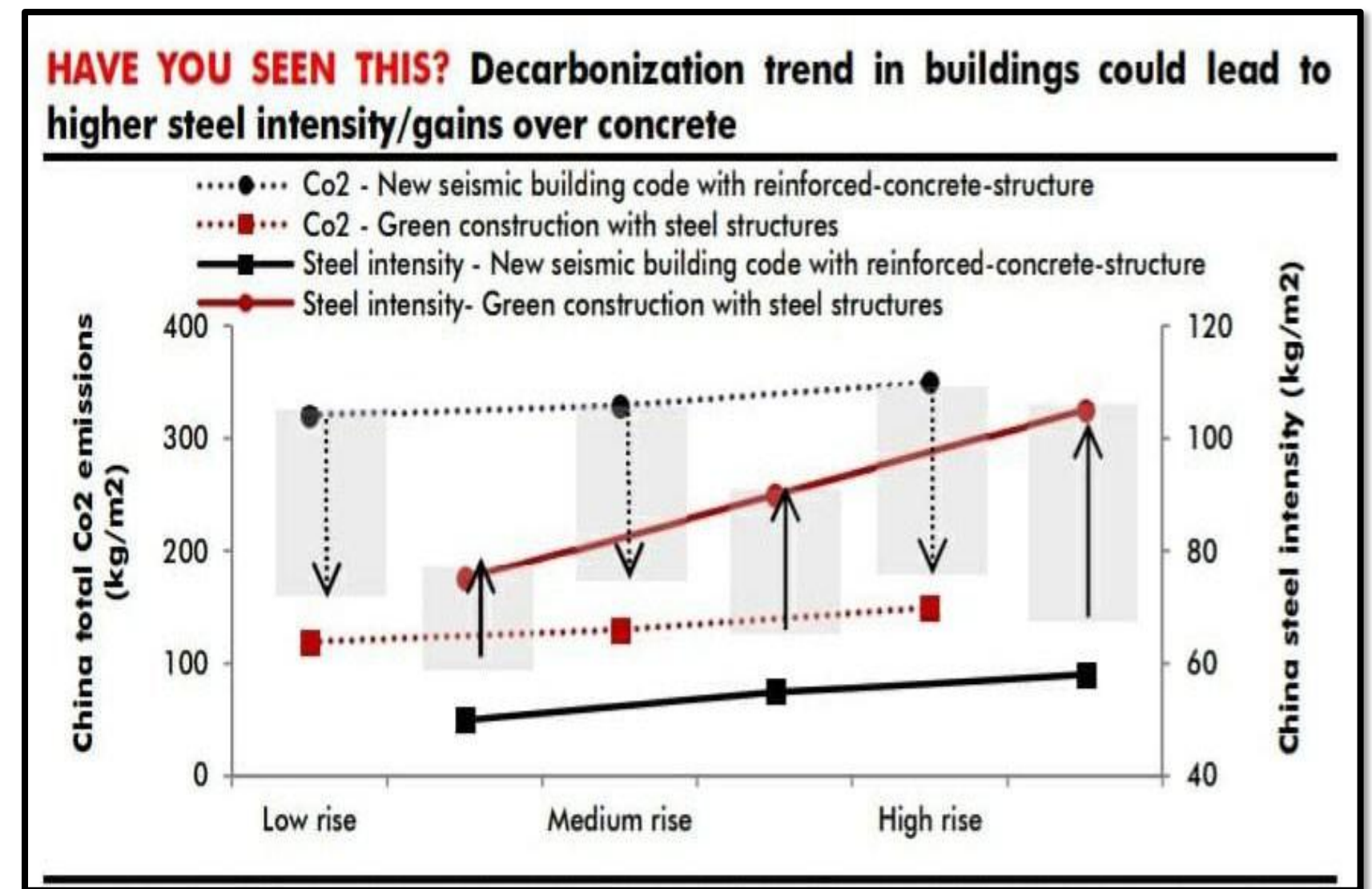


Steel Buildings = Decarbonization

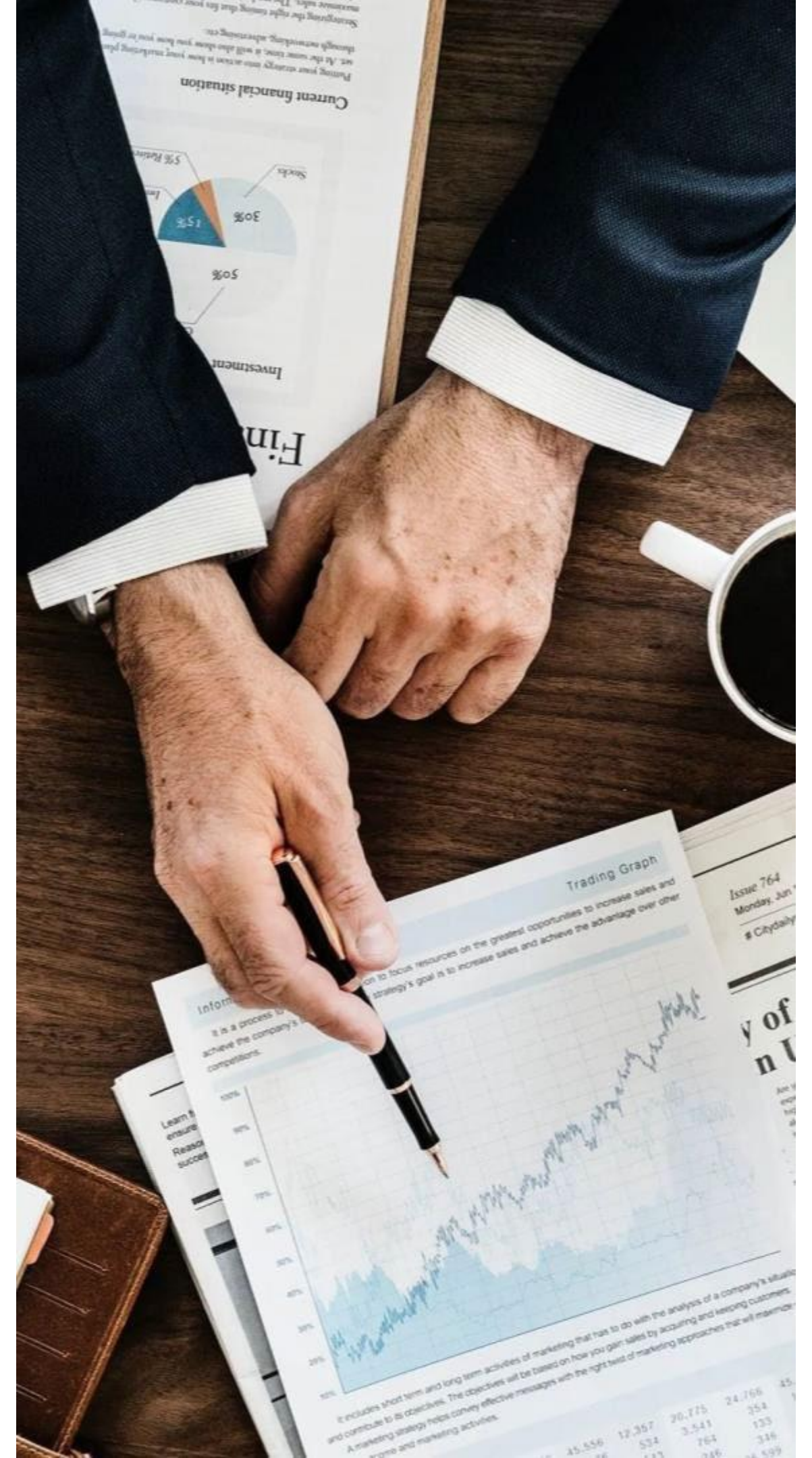
- Construction sector contributes 30% of direct and indirect Co2 emissions
- Structural steel is preferred for steel buildings because steel is
 - Infinitely recyclable
 - Easy to pre-fabricate
 - High volume to weight ratio
 - Lighter/ stronger structure allow gains inn vertical space

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

Steel Structure - RCC Structure



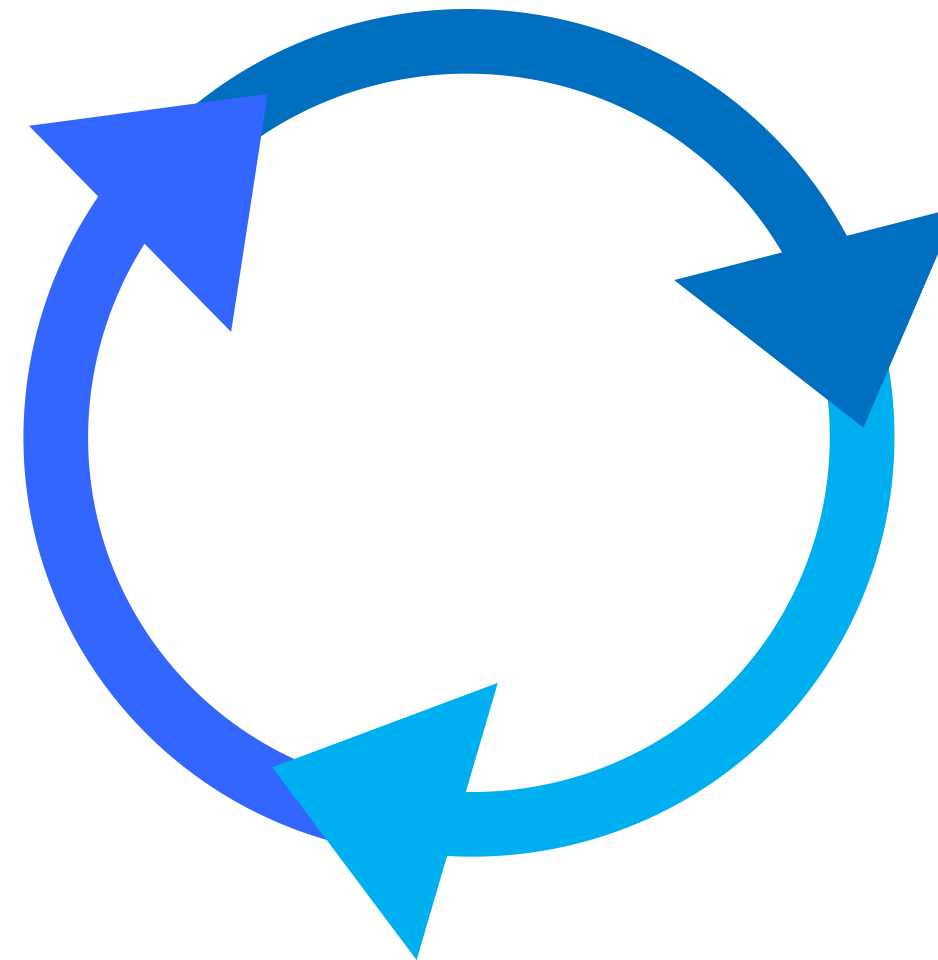
FINANCIAL PRIORITIES & PERFORMANCE



Financial Priorities Under Strong Governance

Growth

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



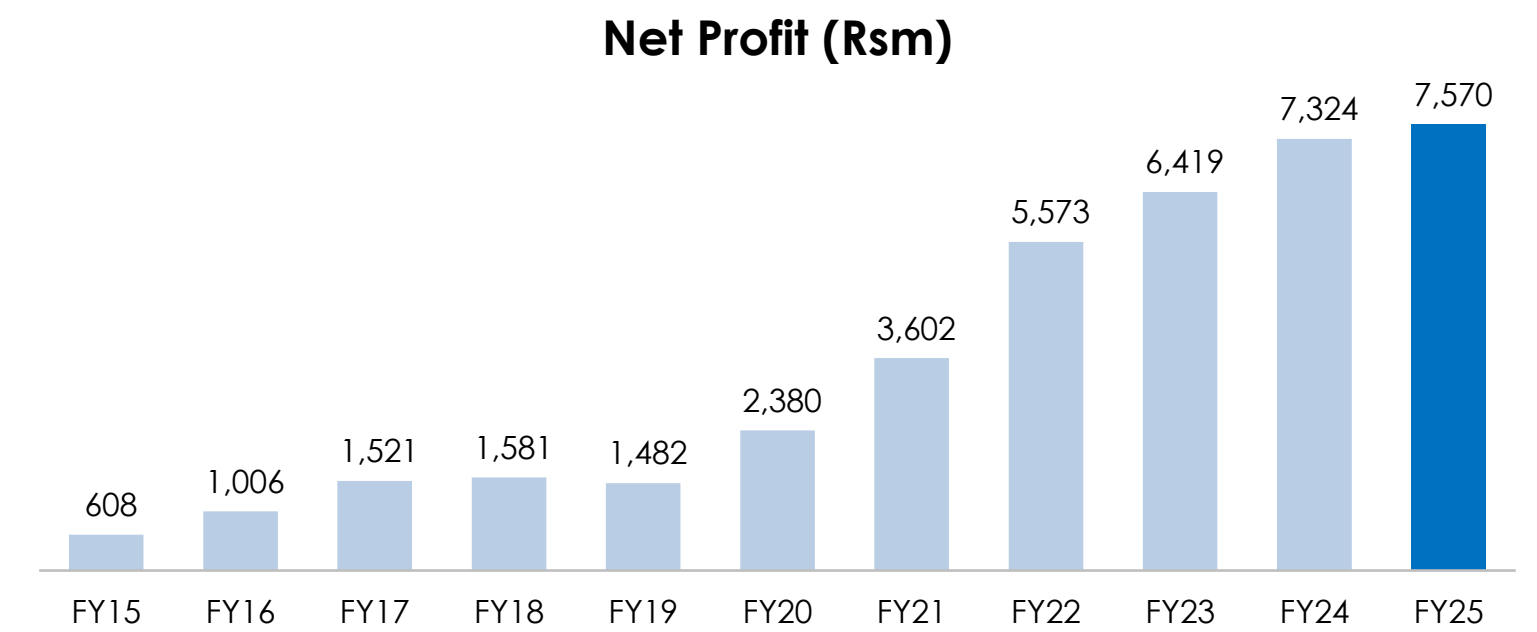
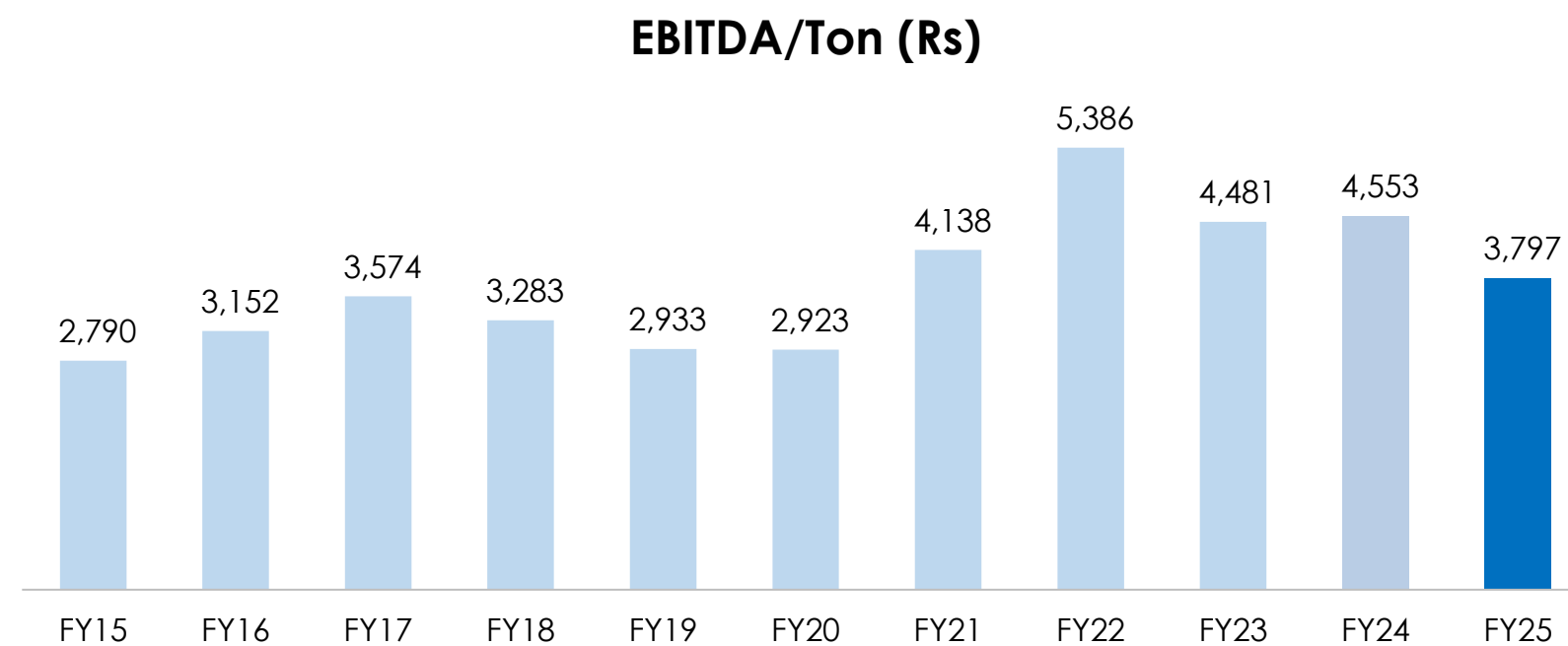
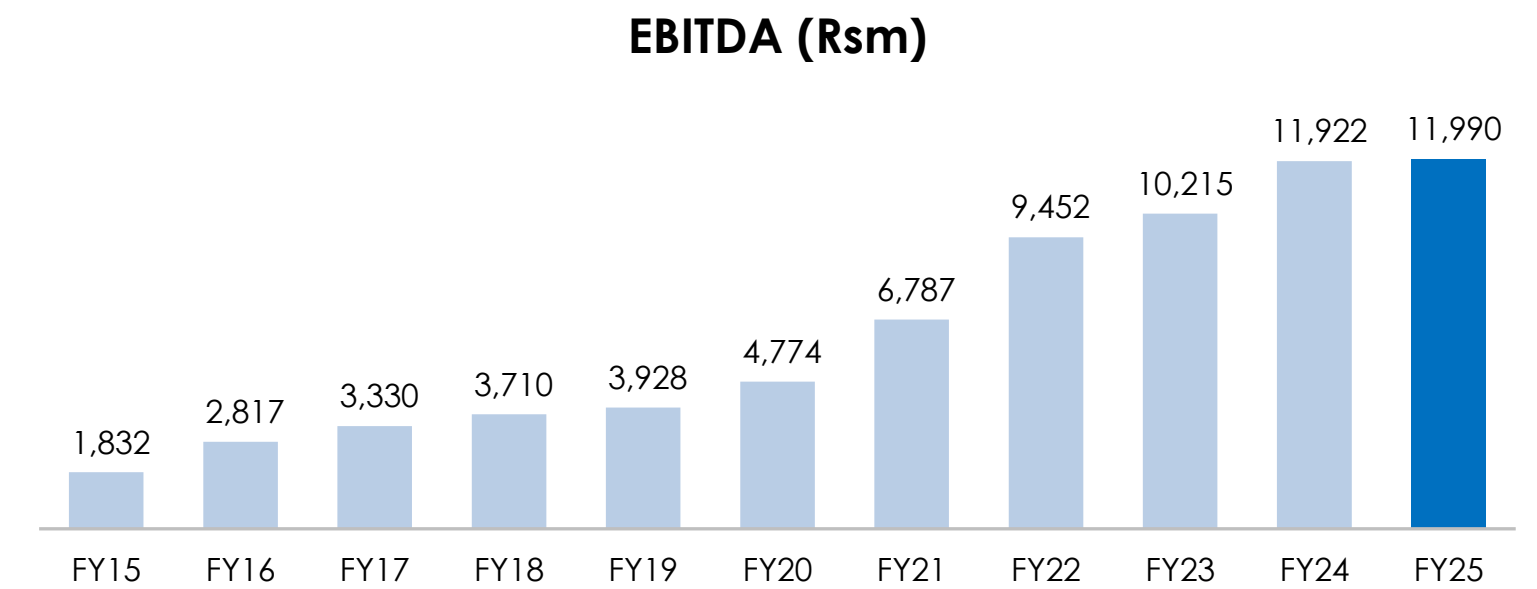
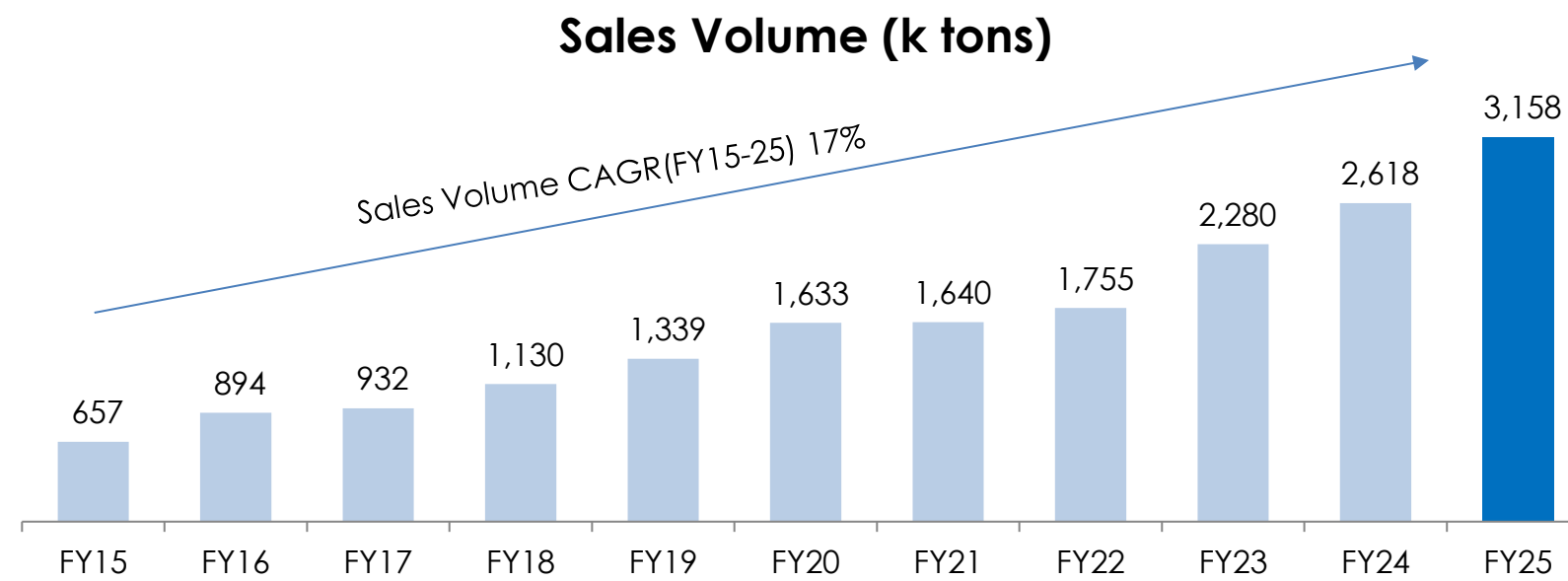
Earnings

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

Capital Allocation

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

Growing Strength to Strength

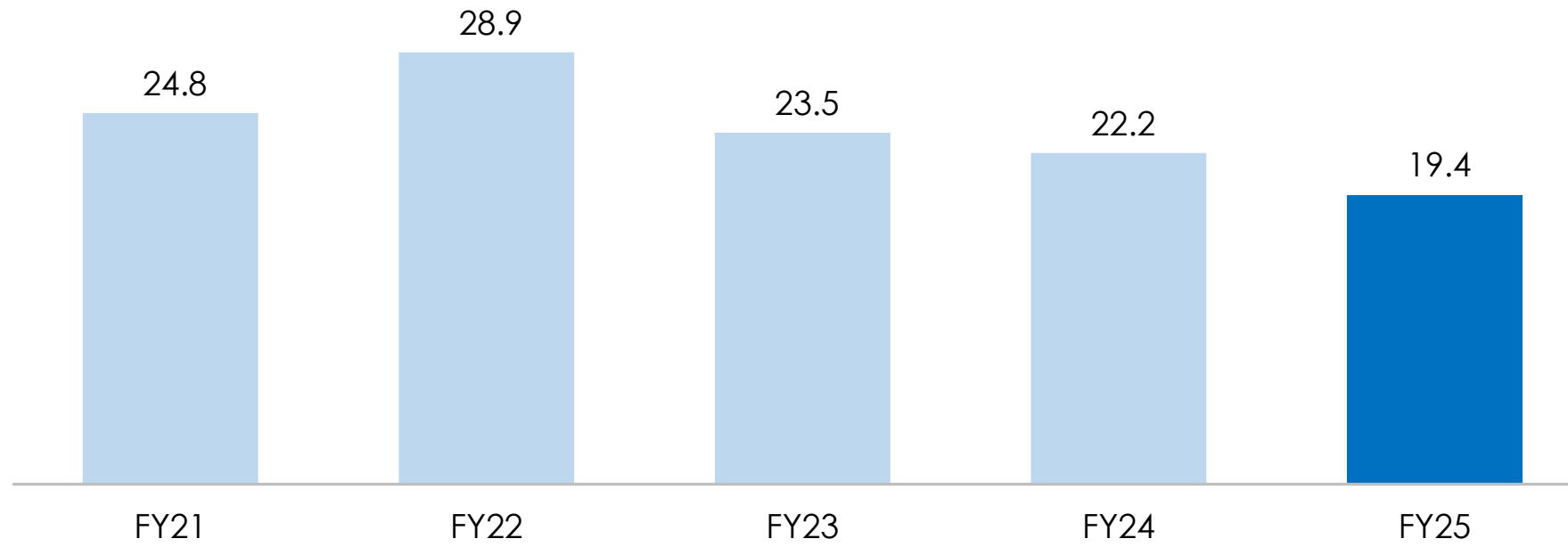


Note 1: This data is based on the Consolidated Financial data of the Company;

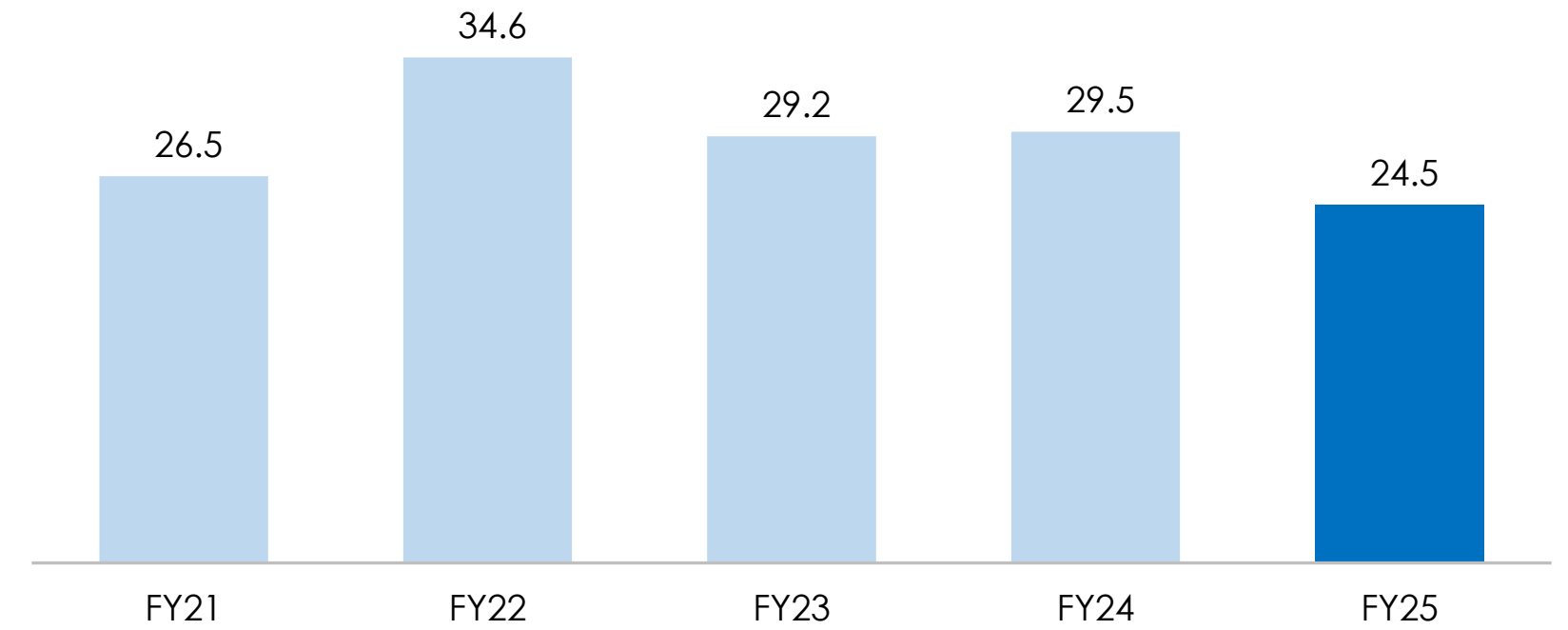
Note 2: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

Growing Strength to Strength

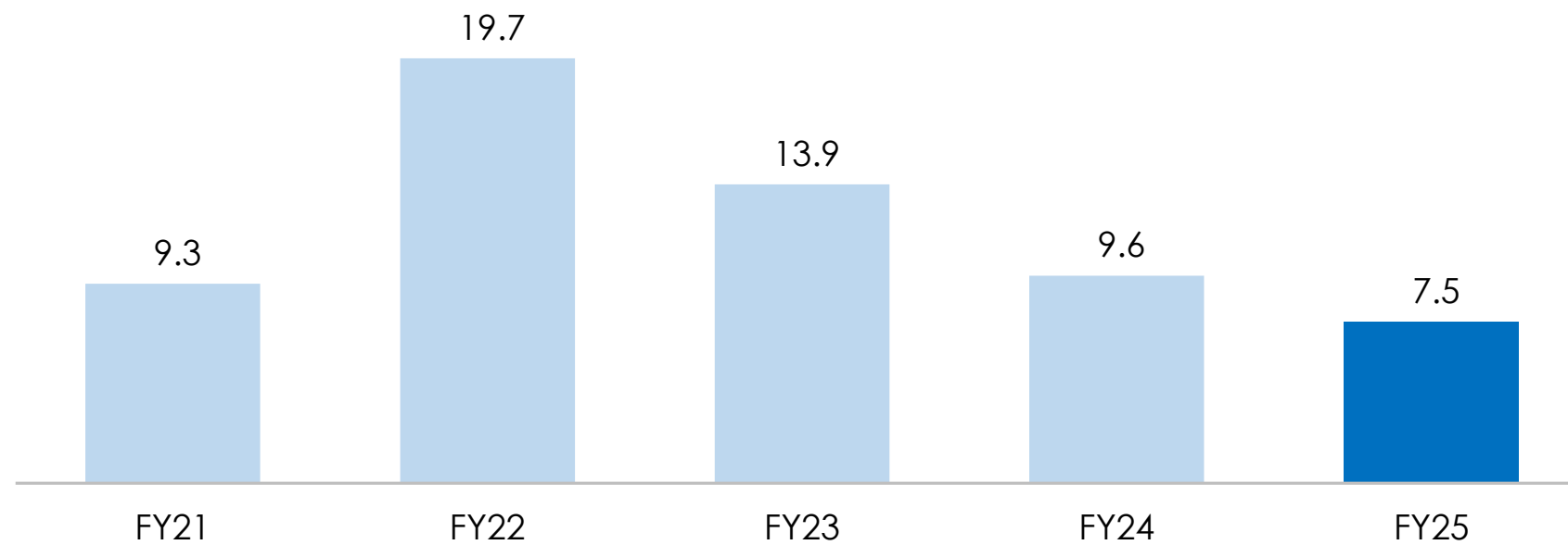
ROE (%)



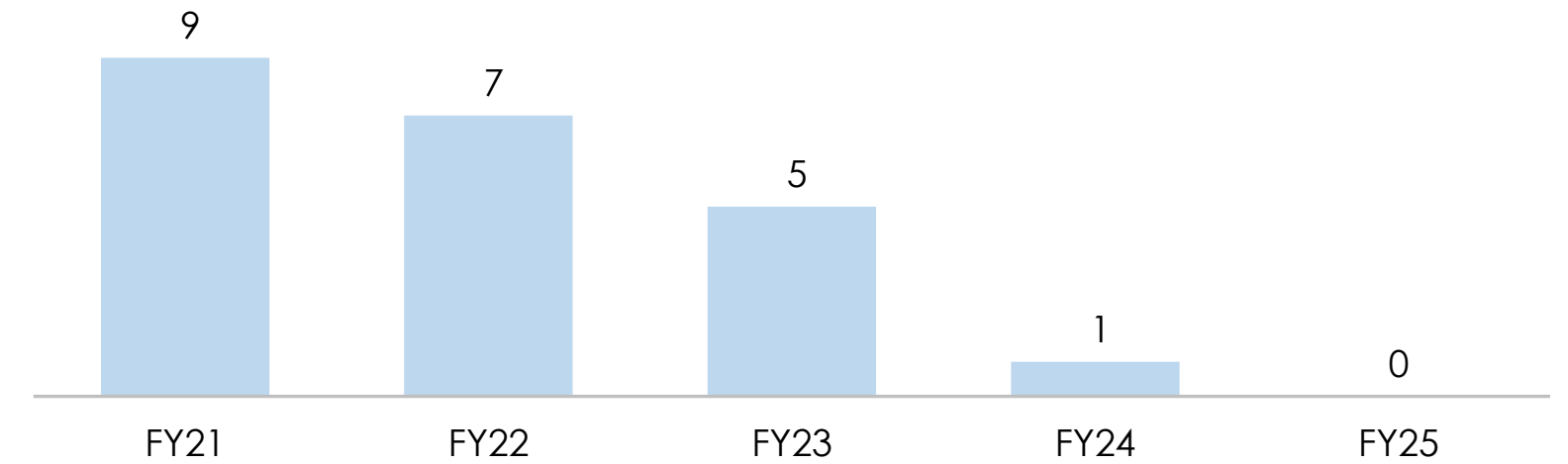
ROCE (%)



Interest Coverage Ratio (x)



Net Working Capital Days

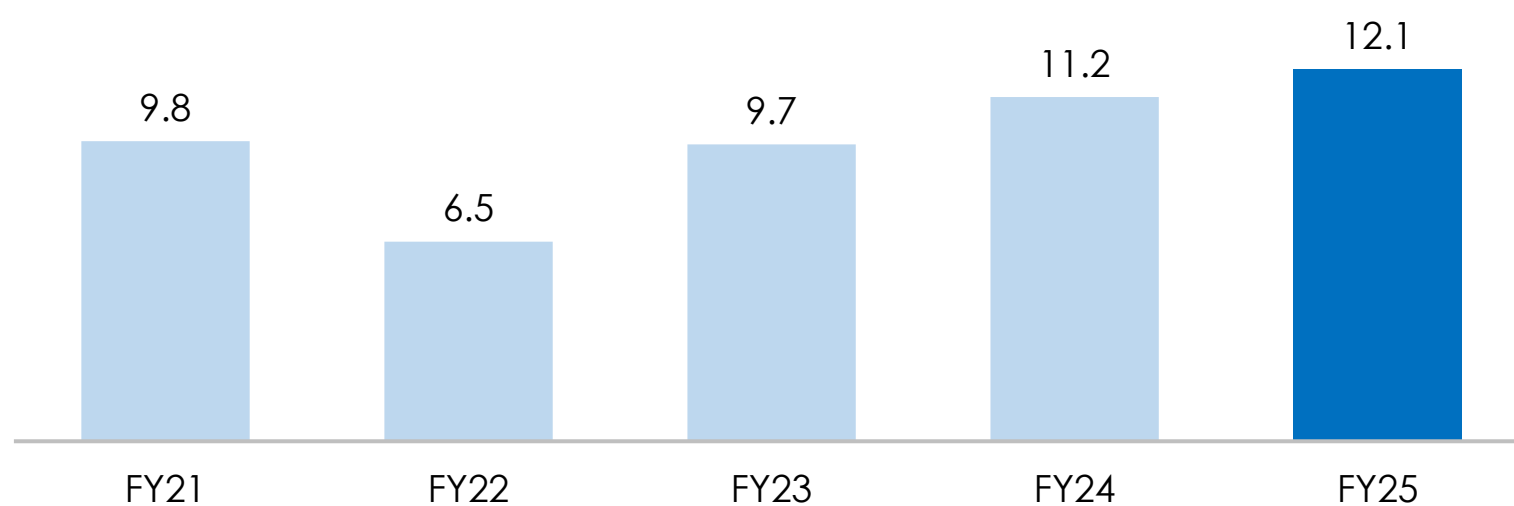


APL APOLLO TUBES

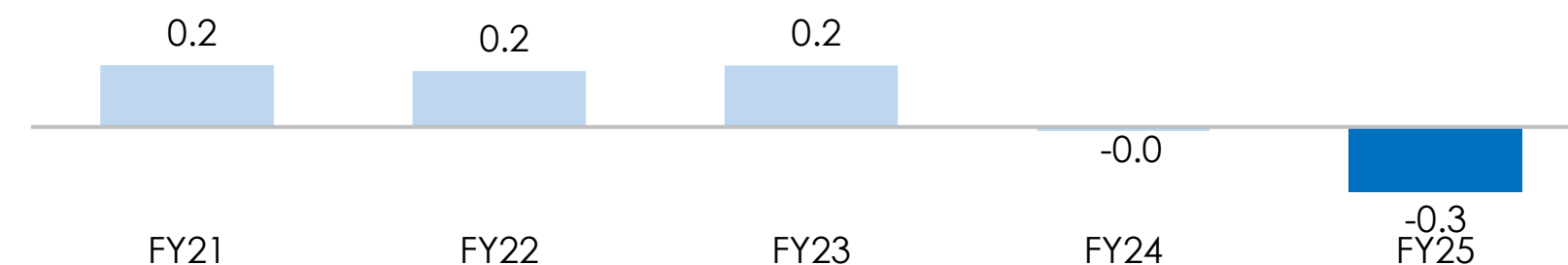
Note 1: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

Growing Strength to Strength

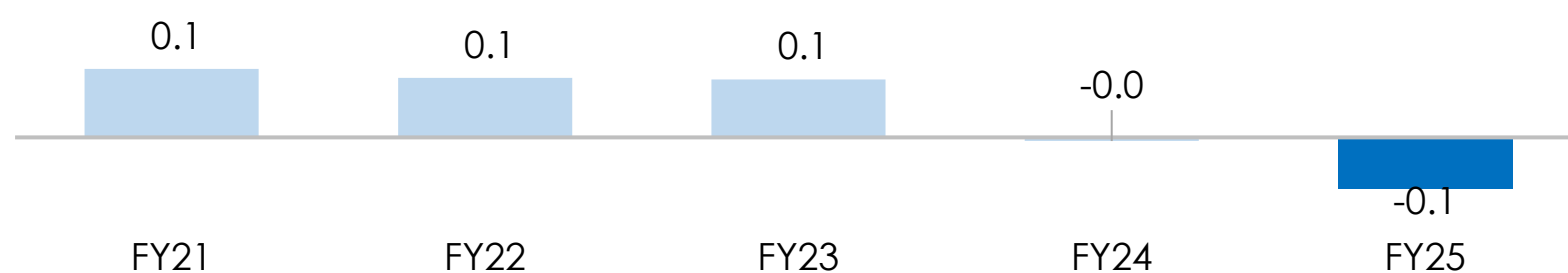
Operating Cash Flow (Rs Bn)



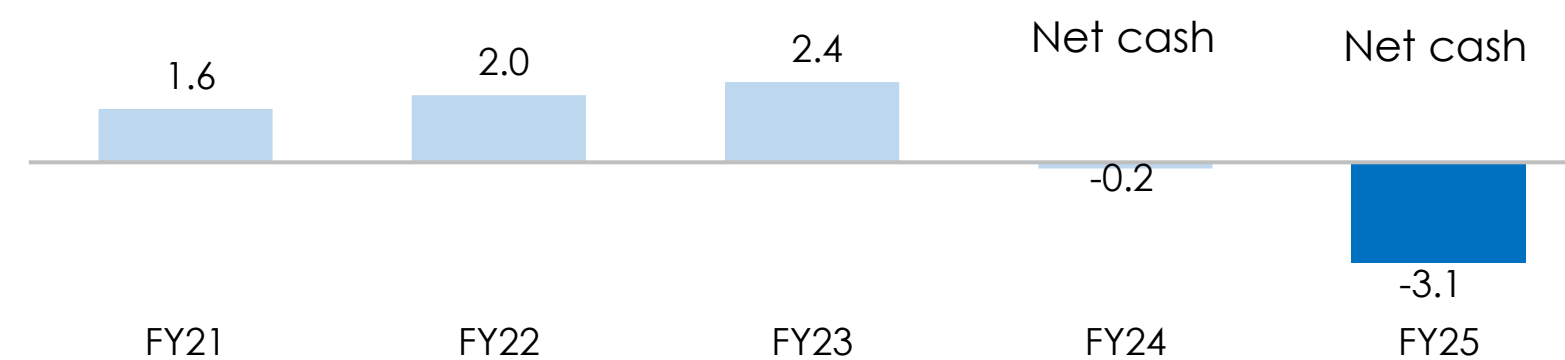
Net Debt/EBITDA (x)



Net Debt/ Equity (x)

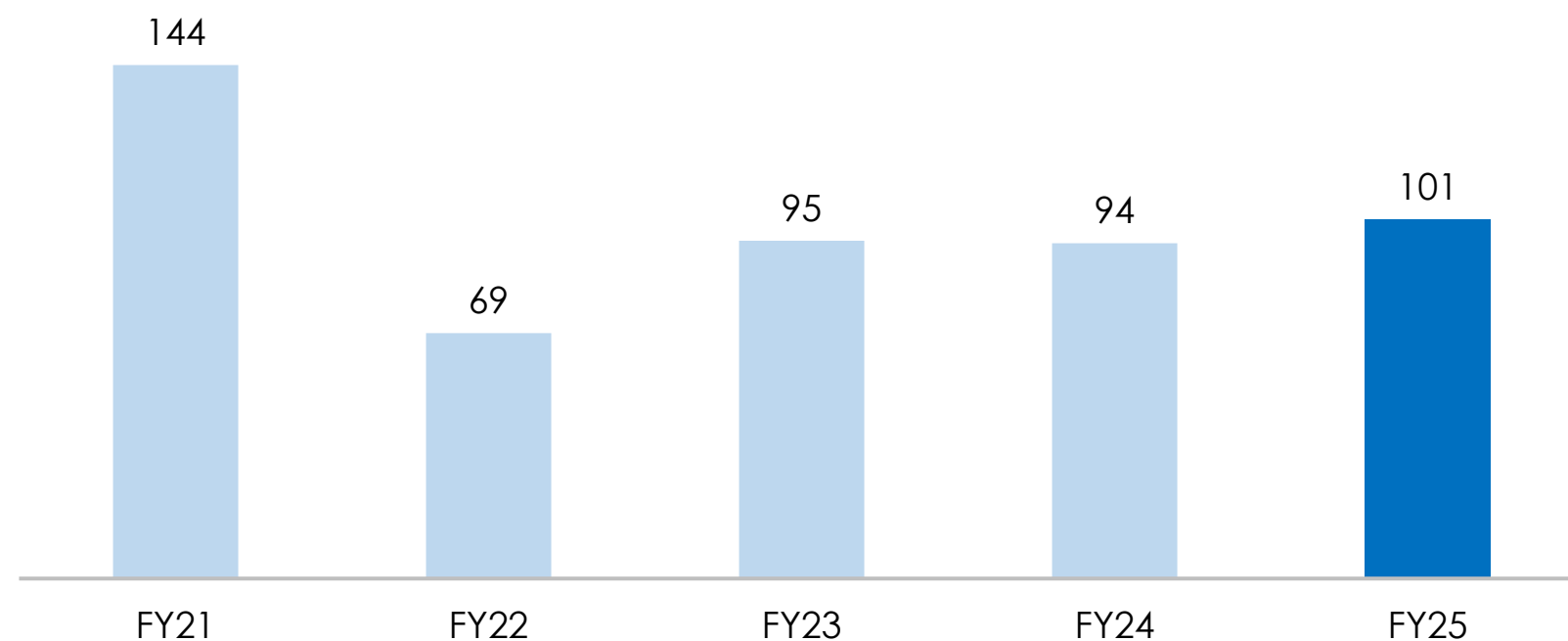


Net Debt/ (cash) (Rs Bn)

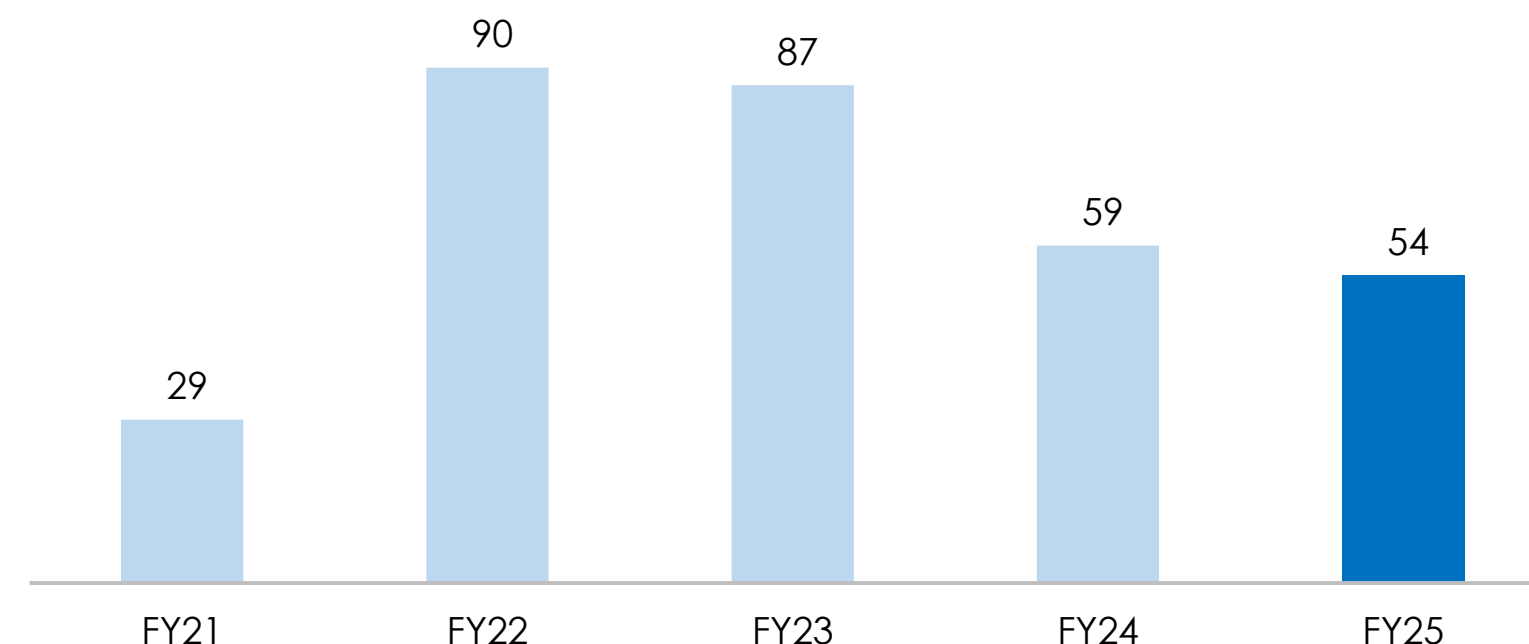


Growing Strength to Strength

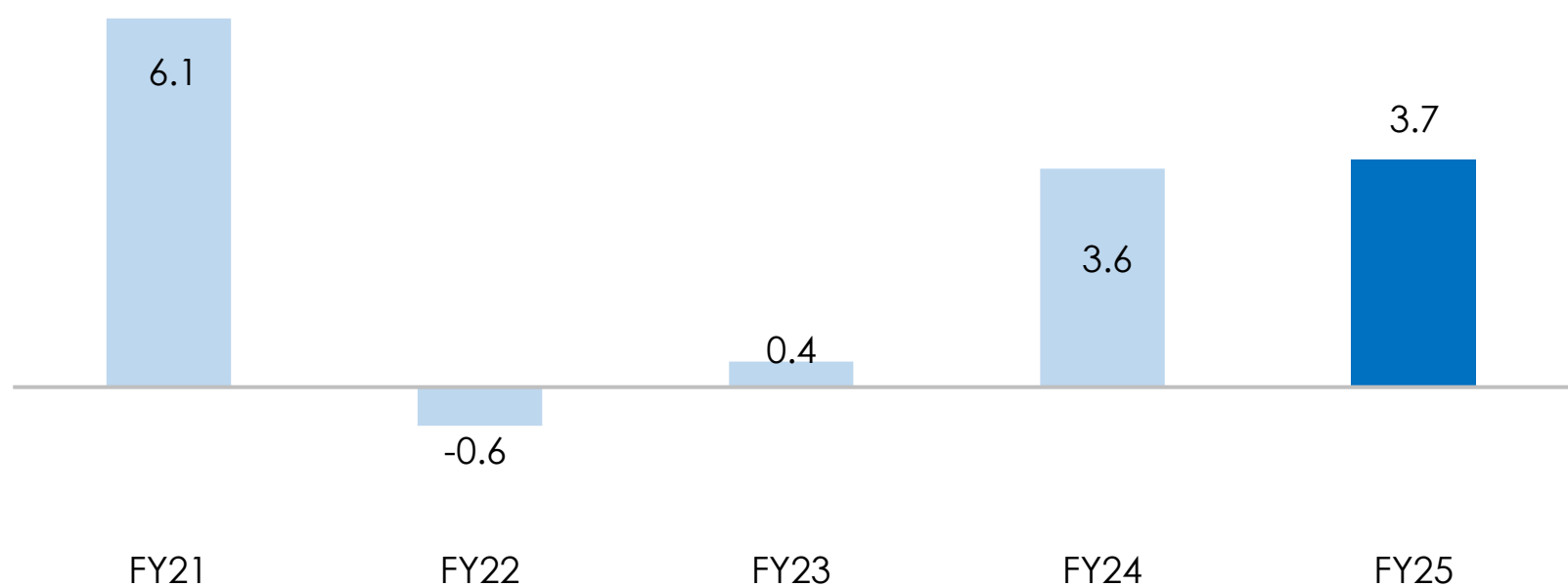
Operating Cashflow to EBITDA (%)



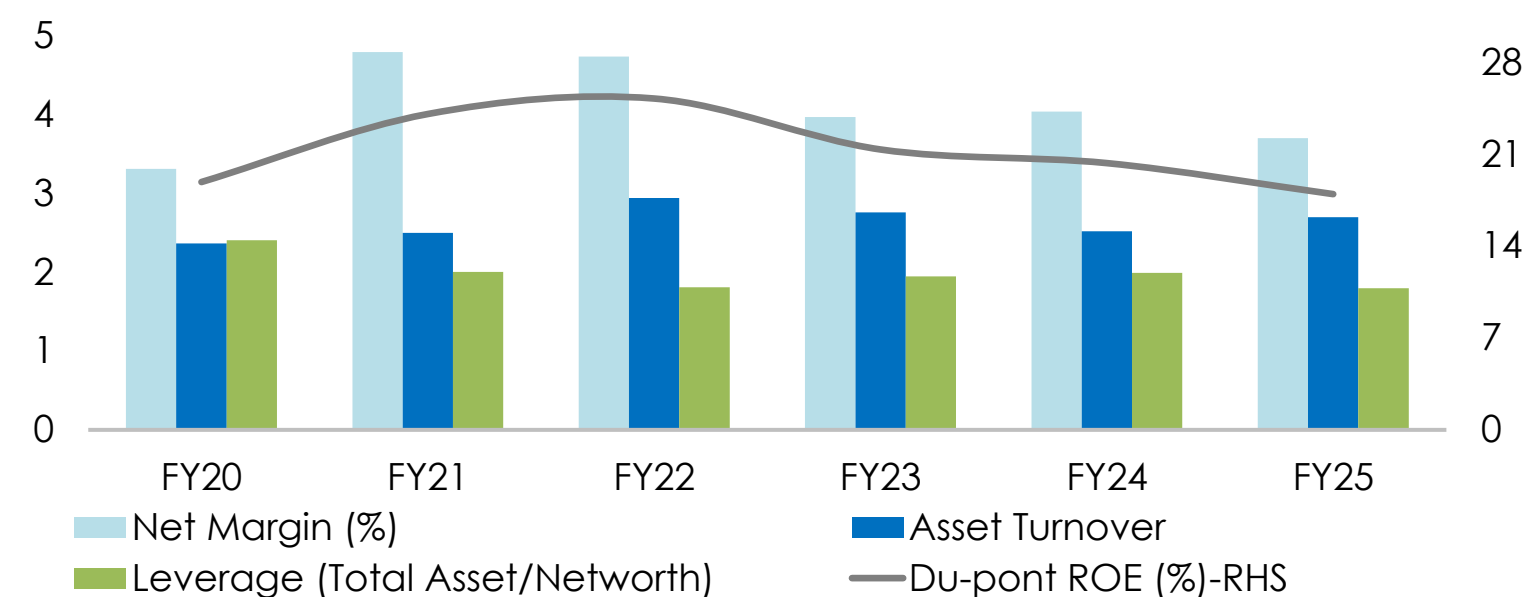
Capex to Op. Cash flow (%)



FCF (Rs Bn)



Du-Pont ROE (%)



De-commoditizing Product Portfolio (YoY)

Product Category	Application	FY21			FY22			FY23			FY24			FY25		
		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
		(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)
Apollo Structural	Heavy*	6	95	4,721	7	121	7,422	7	162	7,534	9	247	8,188	9	294	7,865
	Light	21	352	5,649	19	336	6,683	18	407	5,134	16	421	5,760	17	522	4,792
	General	43	713	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	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	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

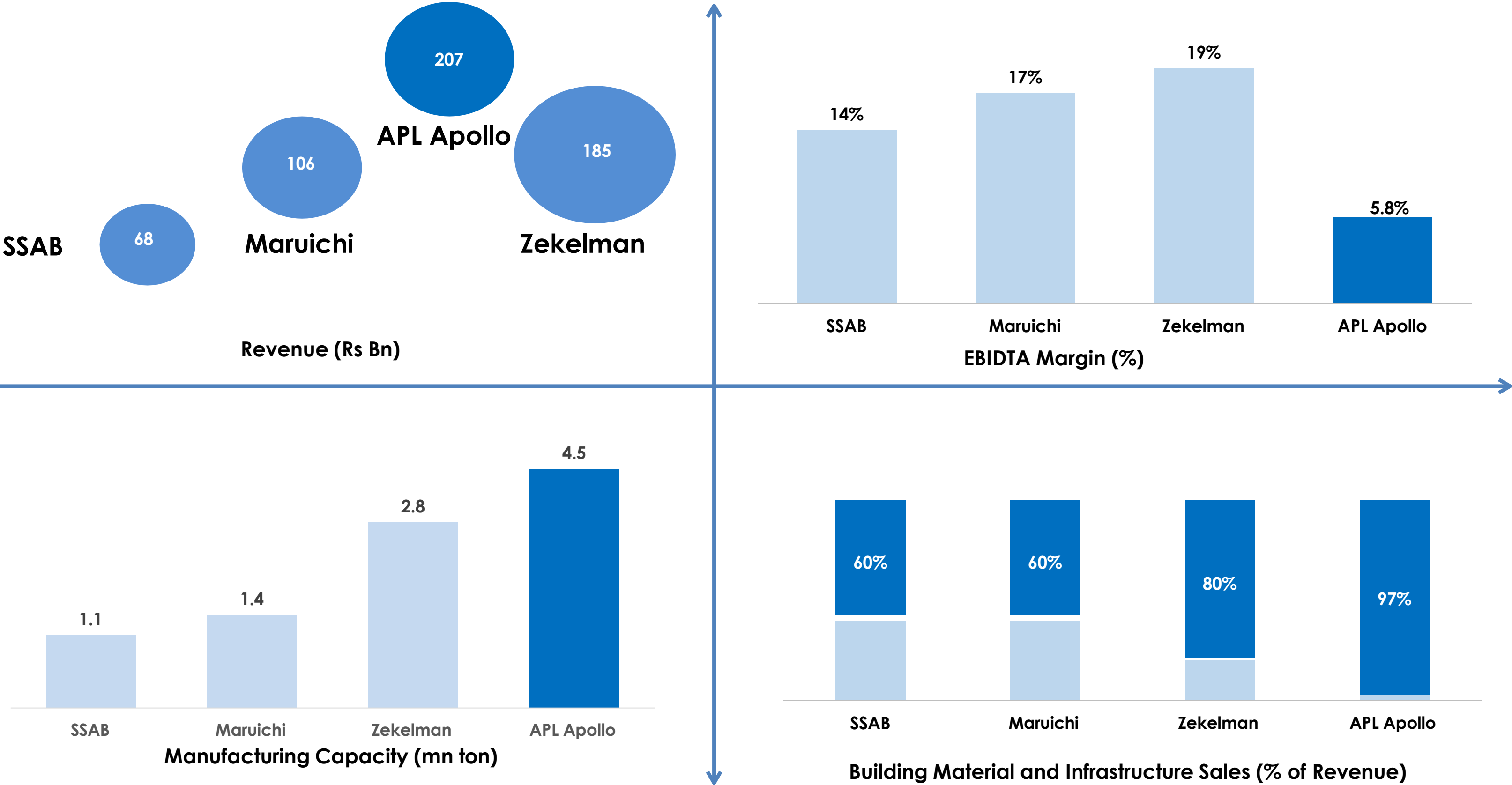


Proposed capacity by FY28

6.8 Mn Ton

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

Global Peer Benchmarking



APL Revenue is as per FY25; EBITDA Margin is as per FY25

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)

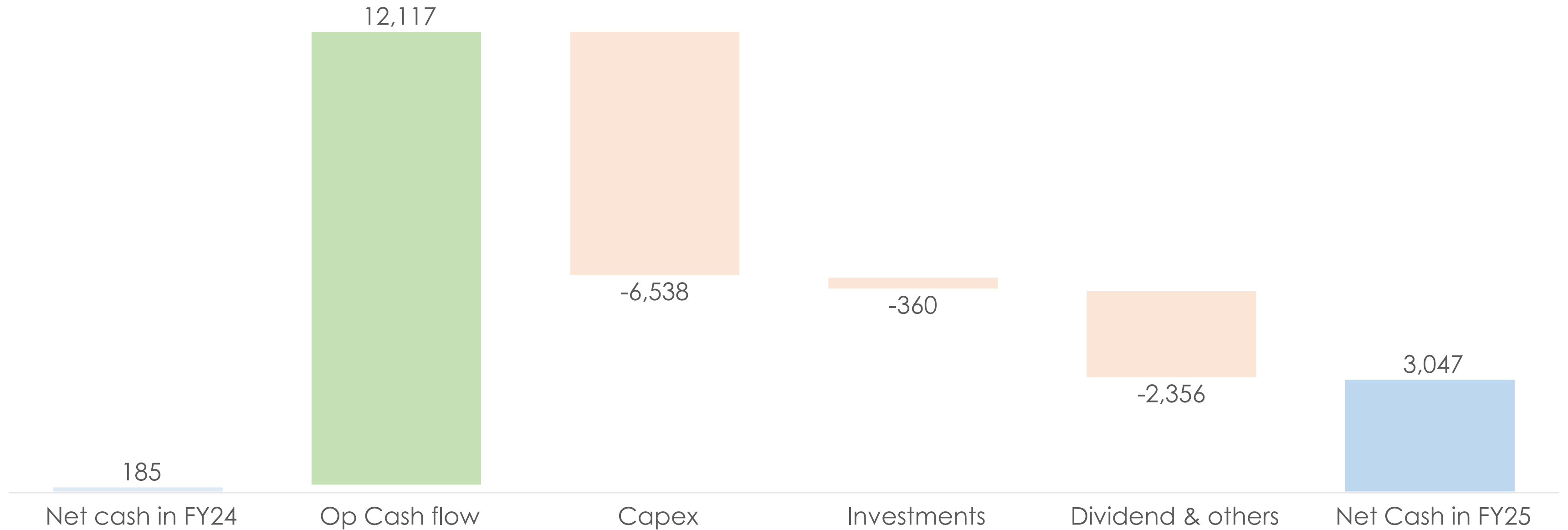
Balance Sheet - Assets (Rs mn)	FY24	FY25
Cash & Bank Balance	11,430	9,199
Receivables	1,391	2,673
Inventories	16,379	16,232
Other current assets	4,237	4,497
Fixed assets (net)	32,336	37,056
Right to use Assets	1,103	1,579
Investments	1,027	1,262
Other assets/goodwill	3,964	3,465
Total Assets	71,868	75,962

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

Cash Flow Bridge (Rs Mn)



Business continues to generate strong operational cash flows



Capex being funded from internal cash flows



Net cash balance sheet

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 Goyal

Director-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

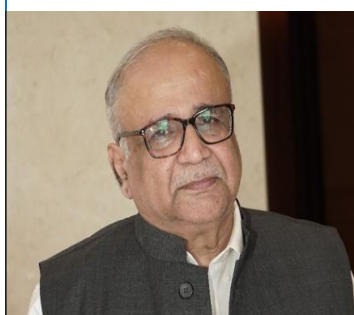


H.S. Upendra

Kamath

Independent Director

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

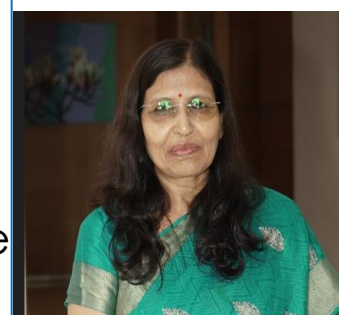


Asha Anil

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

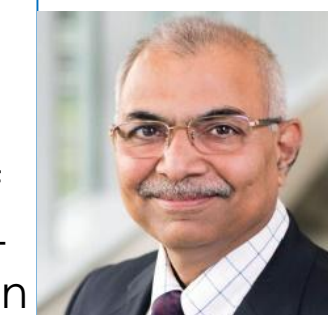
Former Indian Administrative Service (IAS) officer of 1977 batch (UP cadre) and Ex Secretary in Department of Financial Services (Ministry of Finance),



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



Deepak Goyal
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:**

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