

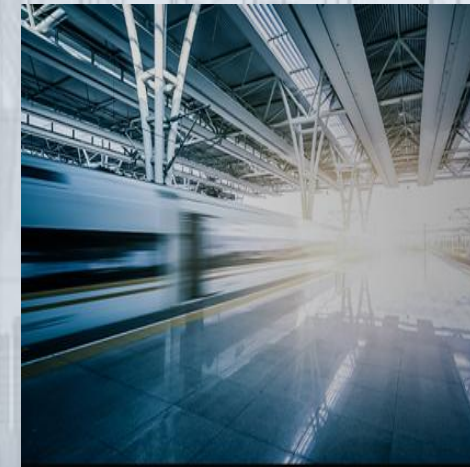


“India is ready and so we are”

Revolutionizing the world of tube

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

*Investor presentation
Q4FY26*



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



Architecture Of Returns

CAGR Growth (%)

10 Year (FY16-26)

5 Year (FY21-FY26)

2 Year (FY24-26)

Sales Volume

15%

16%

15%

EBITDA

20%

22%

23%

Net Profit

28%

27%

28%

APL Apollo at a Glance

01 Leading Structural Steel Tube Brand

14 Brands, Four Product Categories

65% Market Share

5 Million Ton, Structural Steel Capacity



16
Patents



11
plants



3,382
Employees



800+
Distributors



5,000+
Products

India's Leading **Building Material Brand**

- 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



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

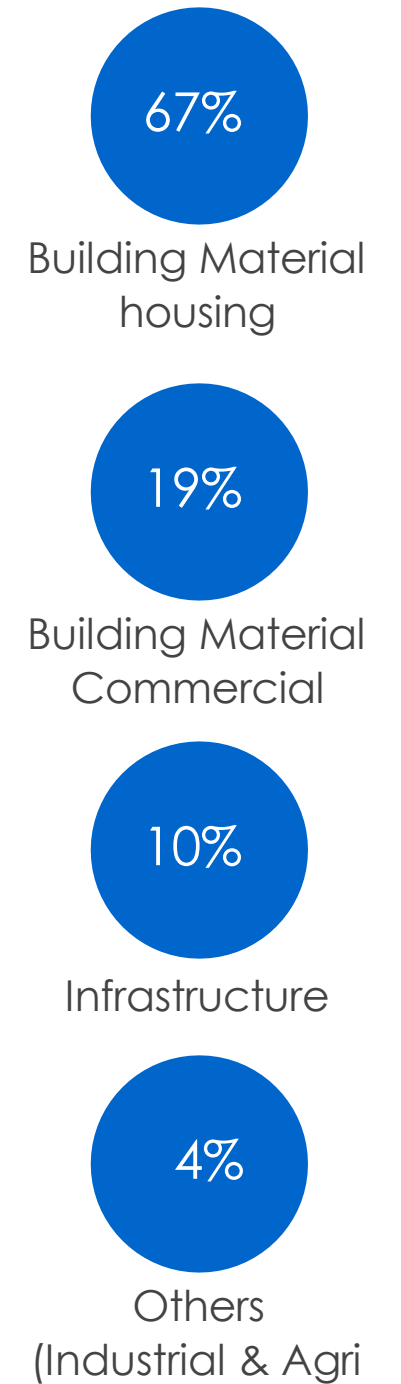
Registered Brands/ Trademarks

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	64%	
Residential Buildings & Independent Homes	41%	Structural, Piling, Sheds, Handrails, Gates, Fencing, Balcony Grills, Staircase, Light Structures
Infrastructure	10%	Structures for Metros, Airports, Stadiums, Stations etc
Commercial Buildings, Warehouses & Factories	13%	Heavy Equipment for construction
Apollo Z	32%	
Residential Buildings & Independent Homes, Commercial Buildings, Warehouses & Factories	26%	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%	



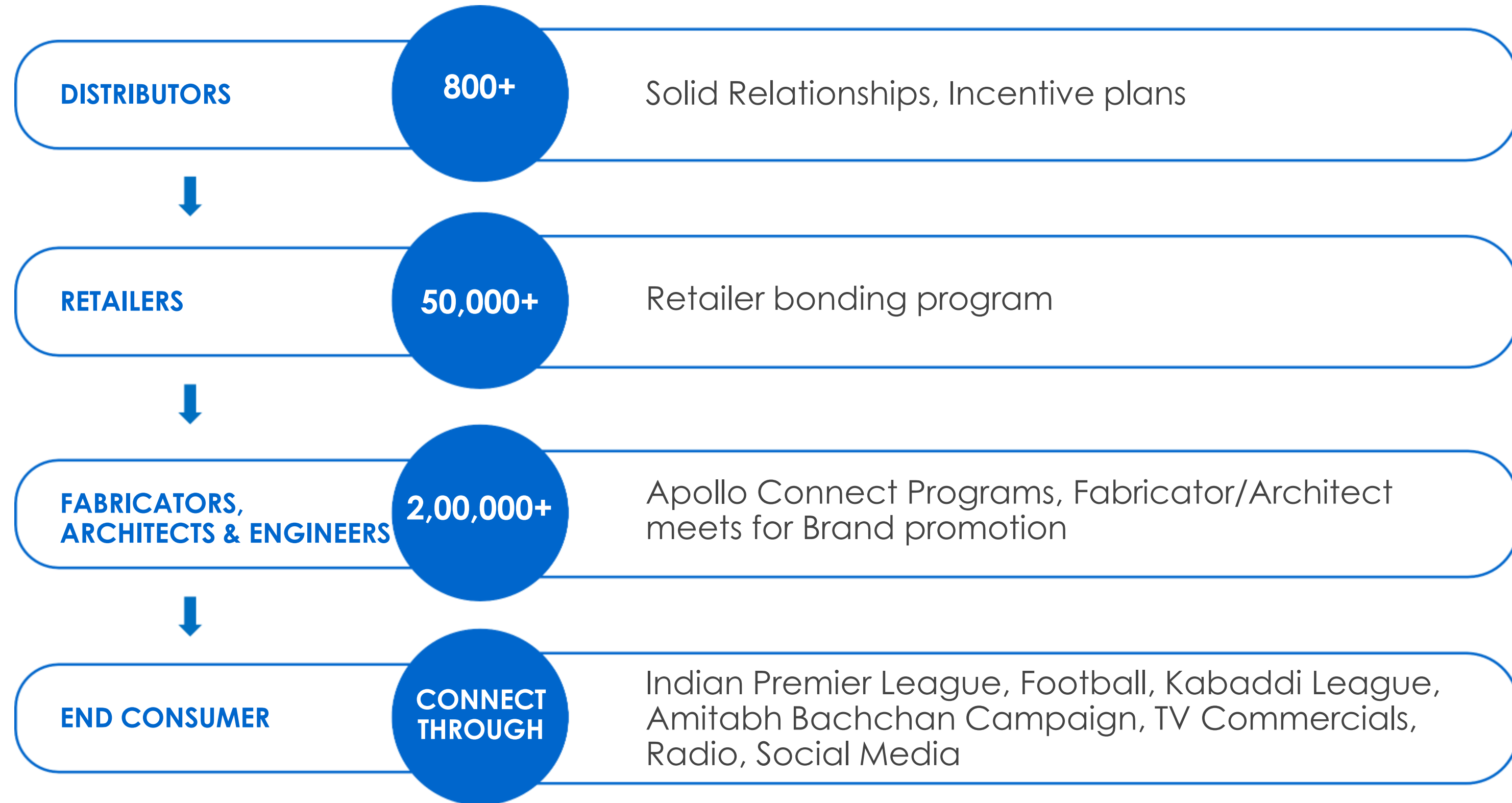
*As per FY26 Sales Volume

Brand Equity



APL APOLLO TUBES

B2C Channel



CORE COMPETENCE



Porter's Five Forces

Threat of Entry

- Scale of 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 (5,000+ 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 65% market share
- Player 2 – 8-9% market share (ancillary business for steel producer)
- Player 3 – 7-8% market share (focus on water transportation and Oil & Gas tubes)
- Player 4 – 4-5% market share (strong player but small in Parent's overall scheme of things)
- Player 5 – 4-5% market share (focused in East market; regional player)
- Player 6 – 2-3% market share (high debt)
- Player 7 - 2% market share (poor profitability)
- Others – 1%

Bargaining power of distributors

- 65% 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

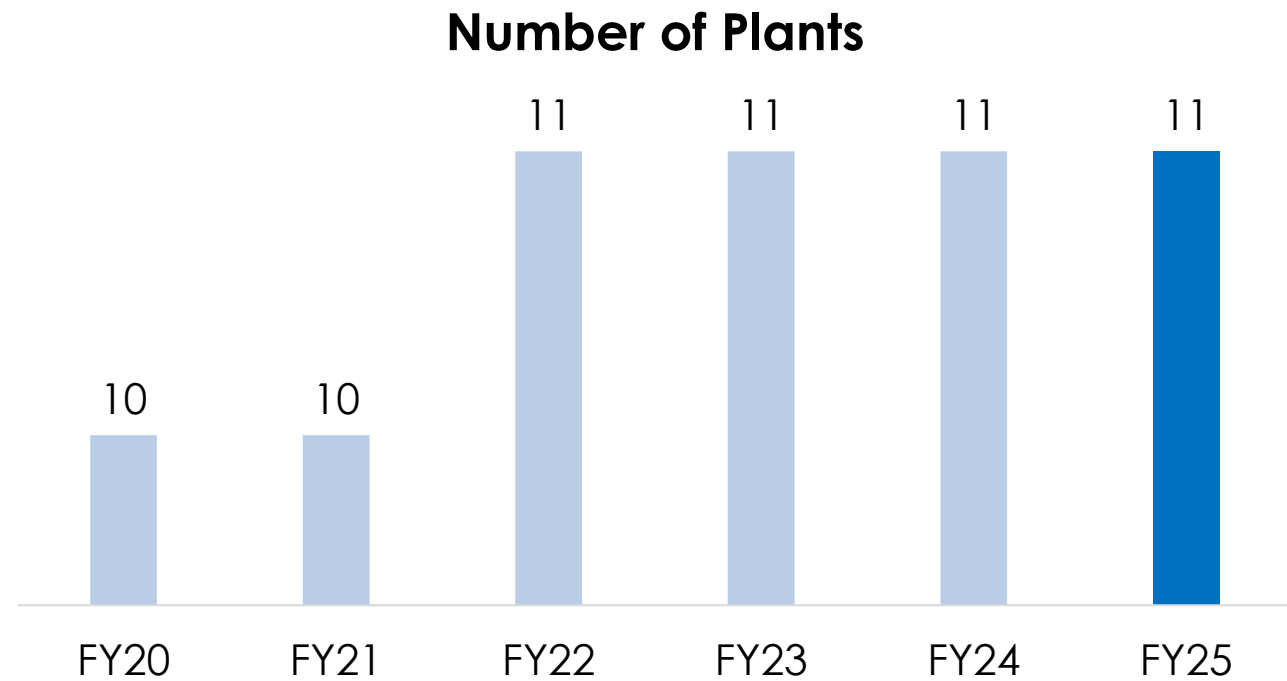
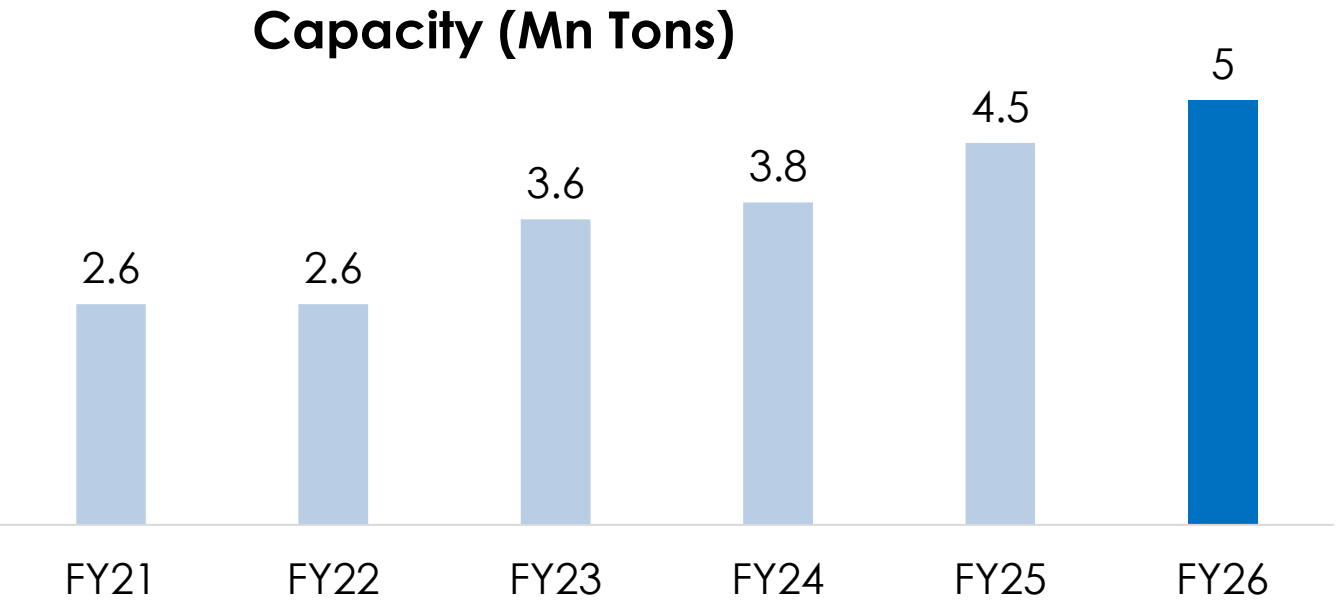
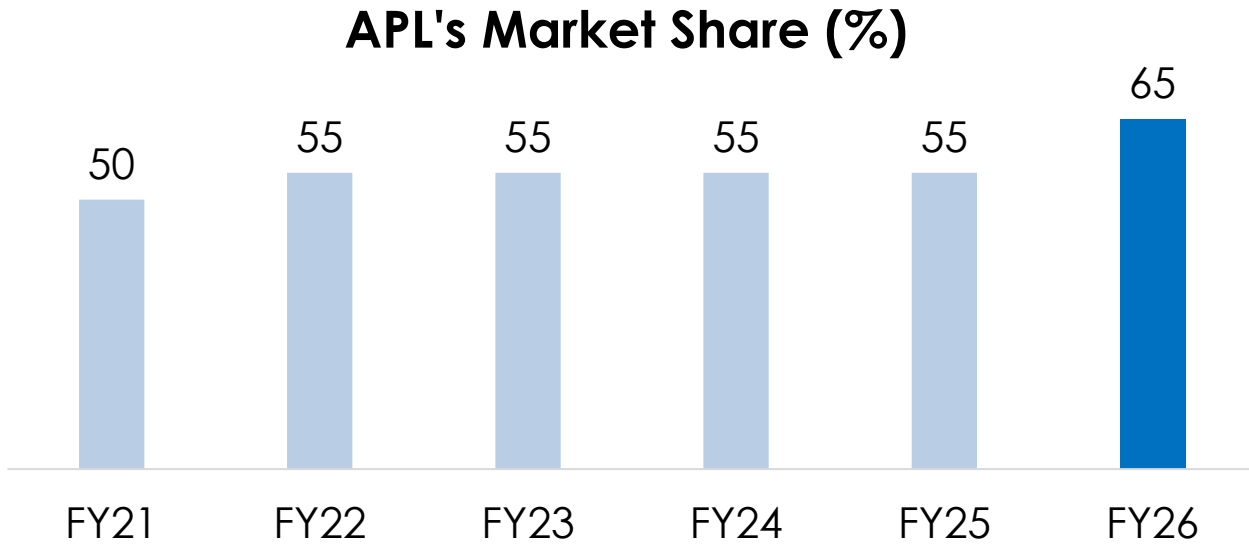
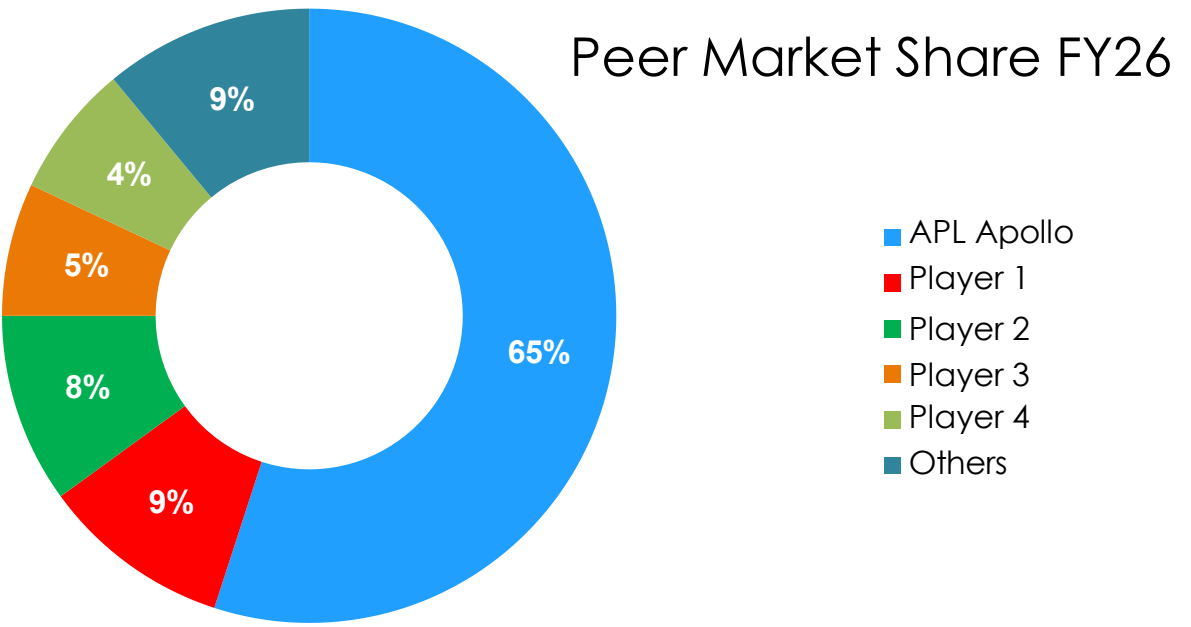
- No product can replace structural strength of steel

Our Business MOAT...

APL APOLLO TUBES



Dominant Leadership



APL APOLLO TUBES

Unique Capabilities



Developed structural
steel
market in India

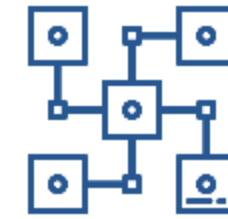
First Mover advantage

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



Technology

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



Distribution network

**B2C channel for last mile
penetration**



Innovative products

**Ground breaking solutions
Roofing solutions for coastal
market, door frame**

Capacity Expansion Plan By FY28

Existing capacity

5 Mn Ton

Structural Steel



Greenfield & Brownfield capacity

2 Mn Ton

- East (Gorakhpur, Siliguri)
- South (Malur)
- Western coastal area



Debottlenecking

1 Mn Ton

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



Total capacity

8 Mn Ton
Structural Steel

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

800+

Dealers

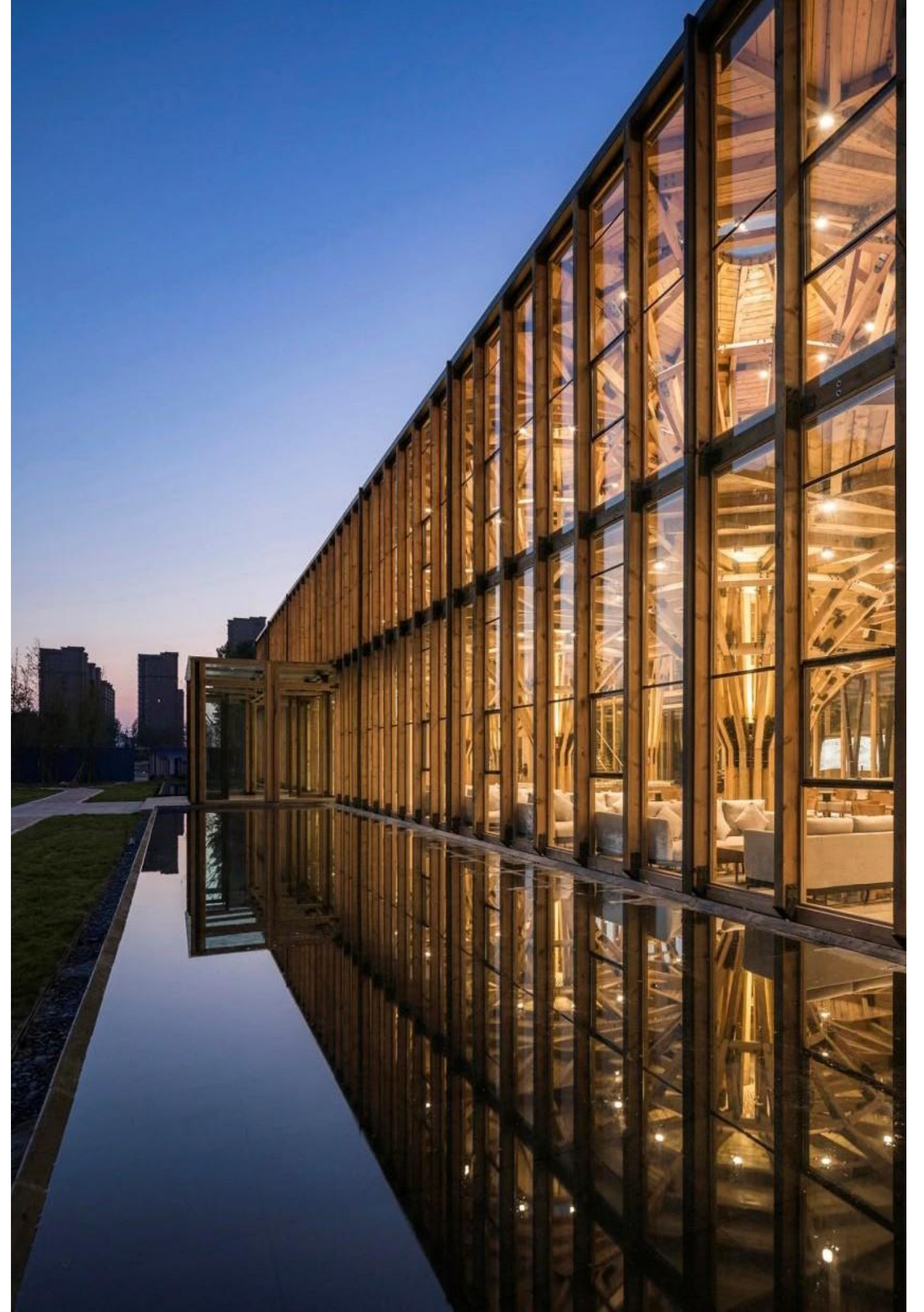
50,000+

Retailers

200,000+

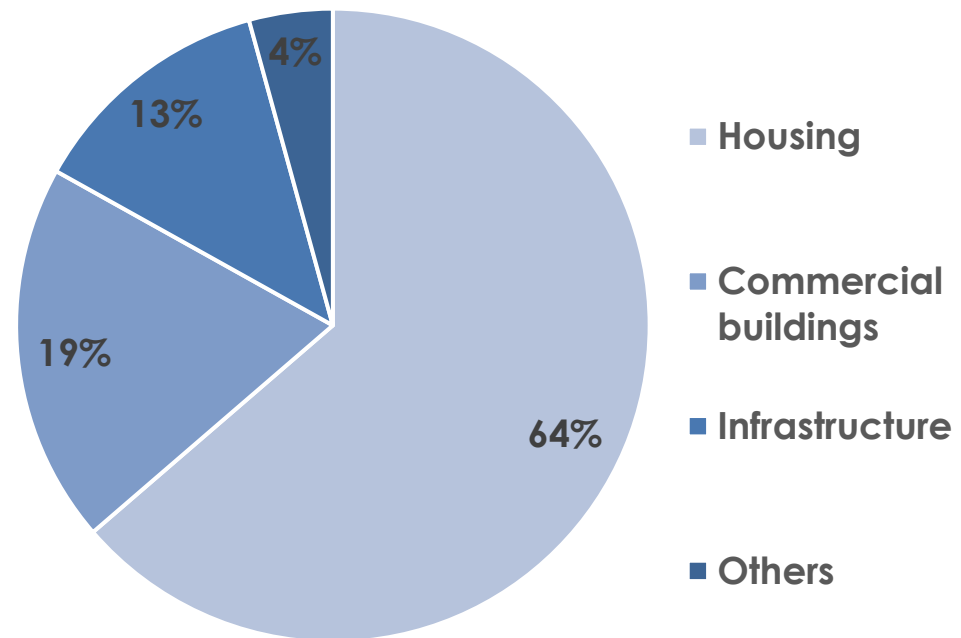
Fabricators

DEMAND DRIVERS



Structural Steel Tube Applications

Application Mix



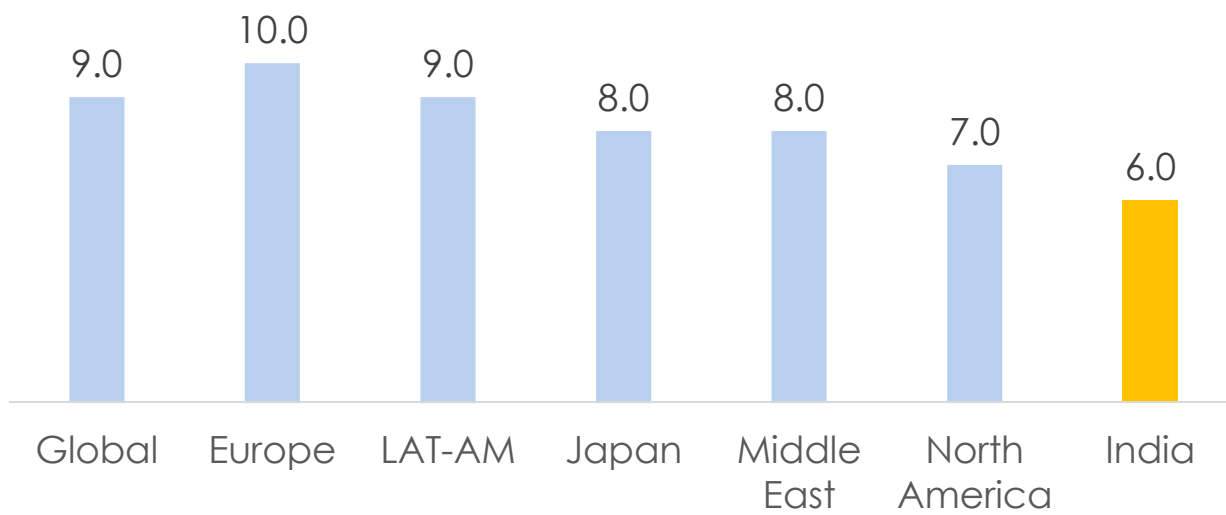
APL APOLLO TUBES



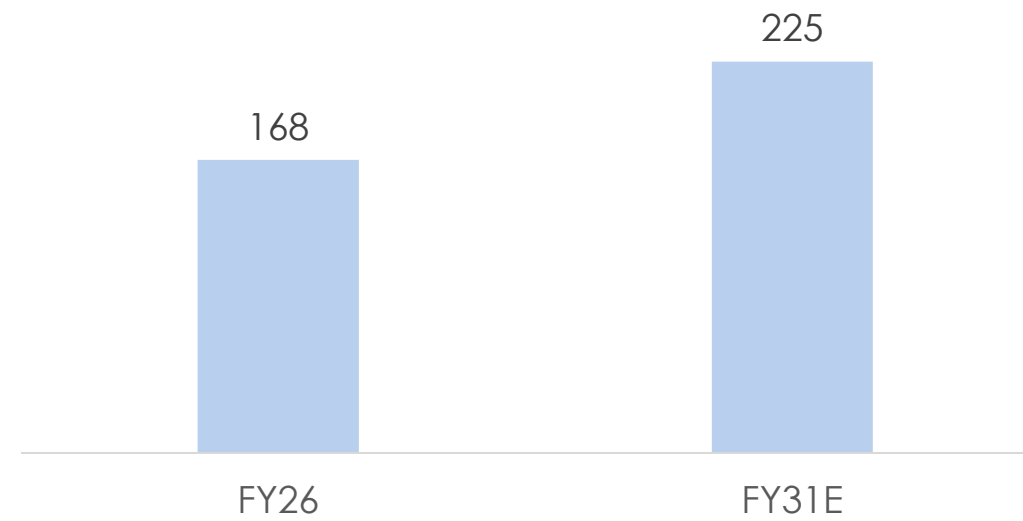
*As per FY26 revenue

India Structural Steel Tube Market Potential

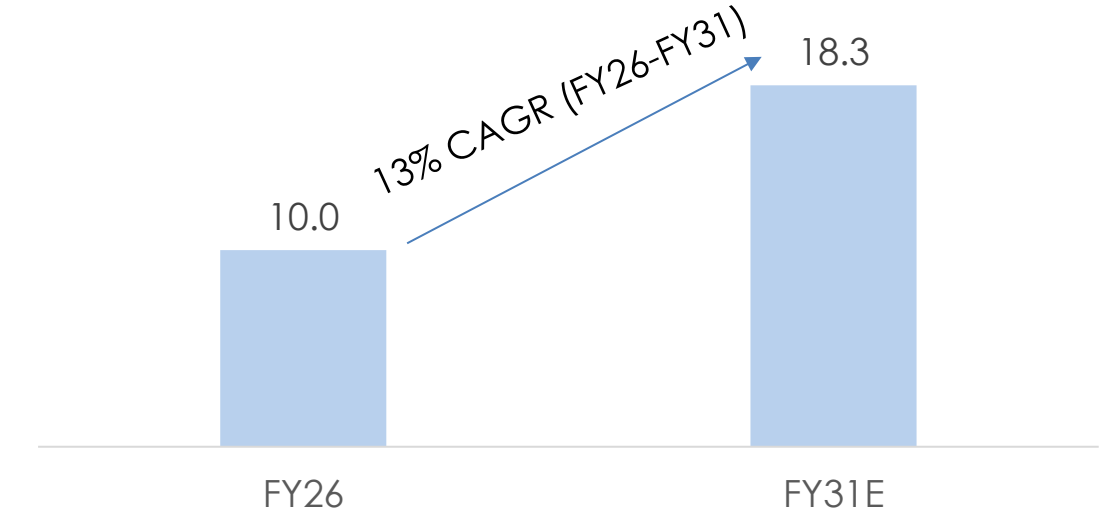
Structural steel tubes as % of steel market (FY26)



Total steel consumption in India (Mn Ton)

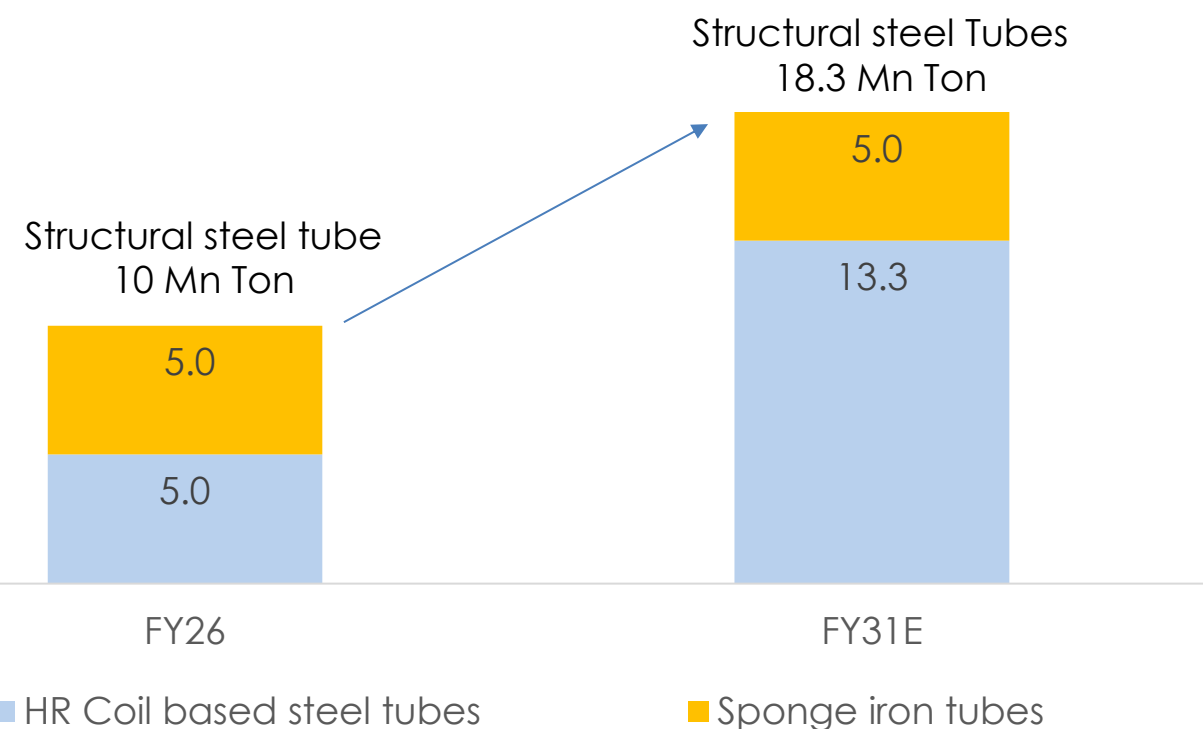


Structural steel tubes in India (Mn Ton)



Assuming structural steel tube market share (percentage of steel consumption) will increase to 8% by FY31 from 6% in FY26

Structural steel tube market share (Mn Ton)

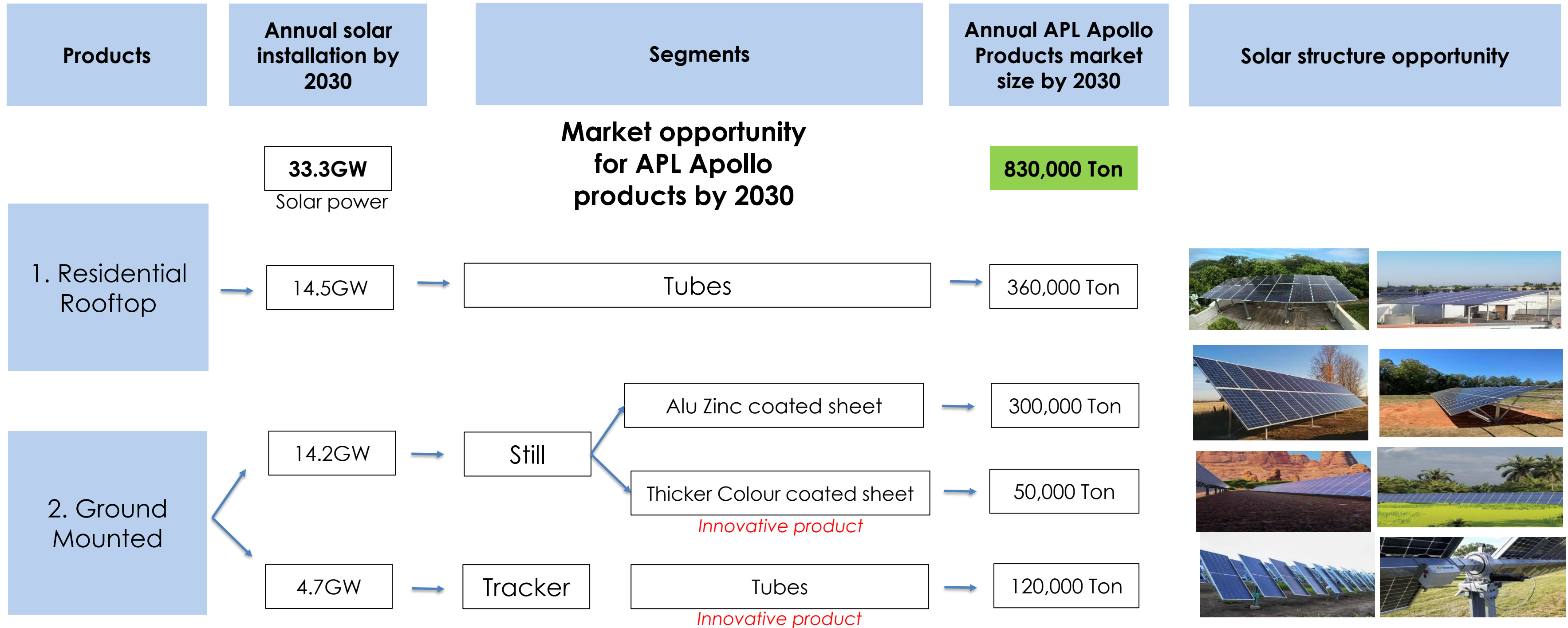


APL APOLLO TUBES

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

- Superior quality
- Better cost efficiencies for blast furnace HRC mills over local/ unorganized sponge iron melting mills
- Commissioning of new blast furnace HRC mills in next 3-4 years which will increase supply of HR coil in India
- Pollution concerns emerging from local/ unorganized sponge iron melting mills

Solar structure opportunity for structural tubes



Why structural steel tube is a preferred solution

Cost Effective,
Eco-Friendly

Higher
Strength

Faster
Construction

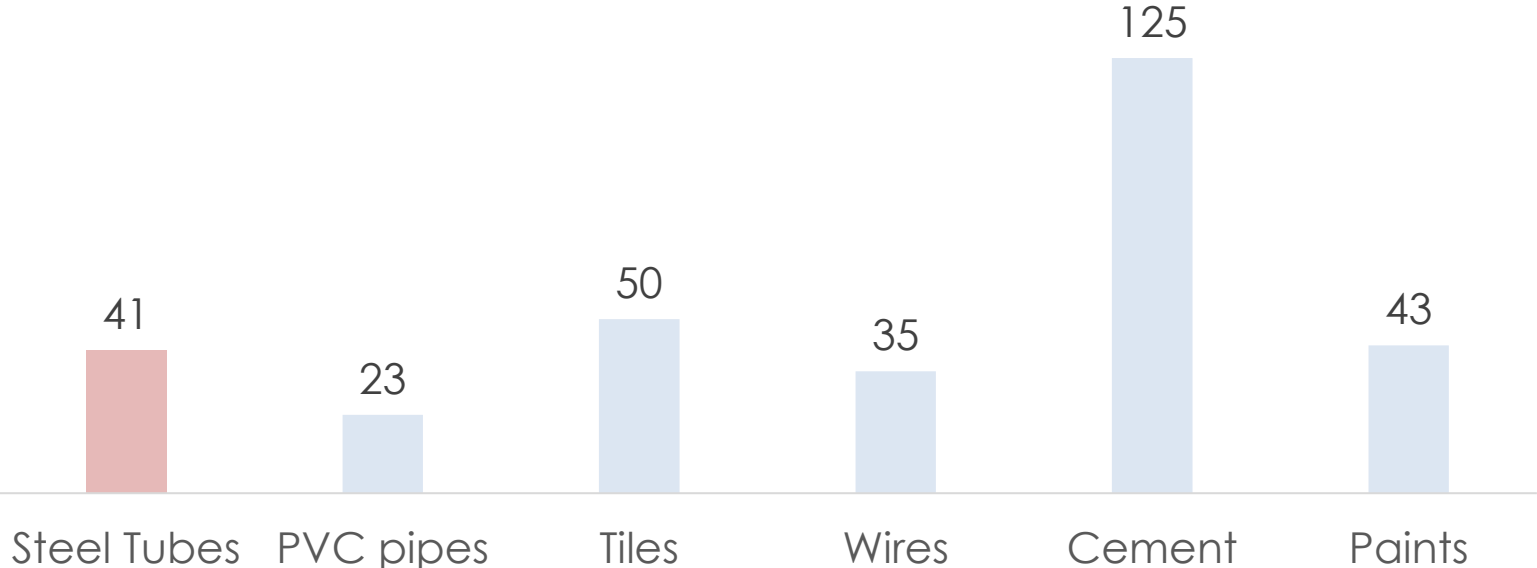
Lower steel
consumption

Reduces overall
project cost

Steel Tube usage in housing/commercial buildings

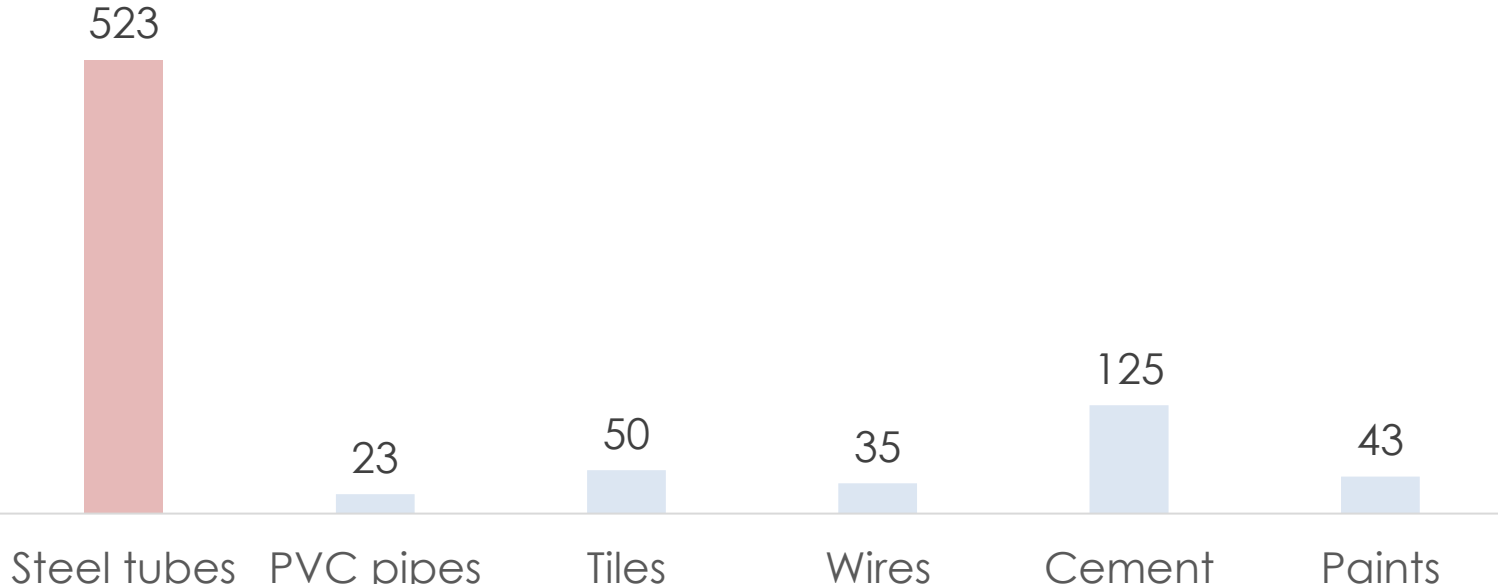
Housing

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

APL APOLLO TUBES
















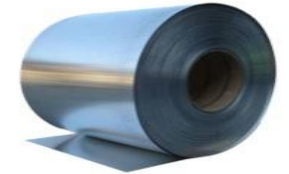





Tubes are well positioned to play the real estate construction cycle

*Building with complete structure on tubes

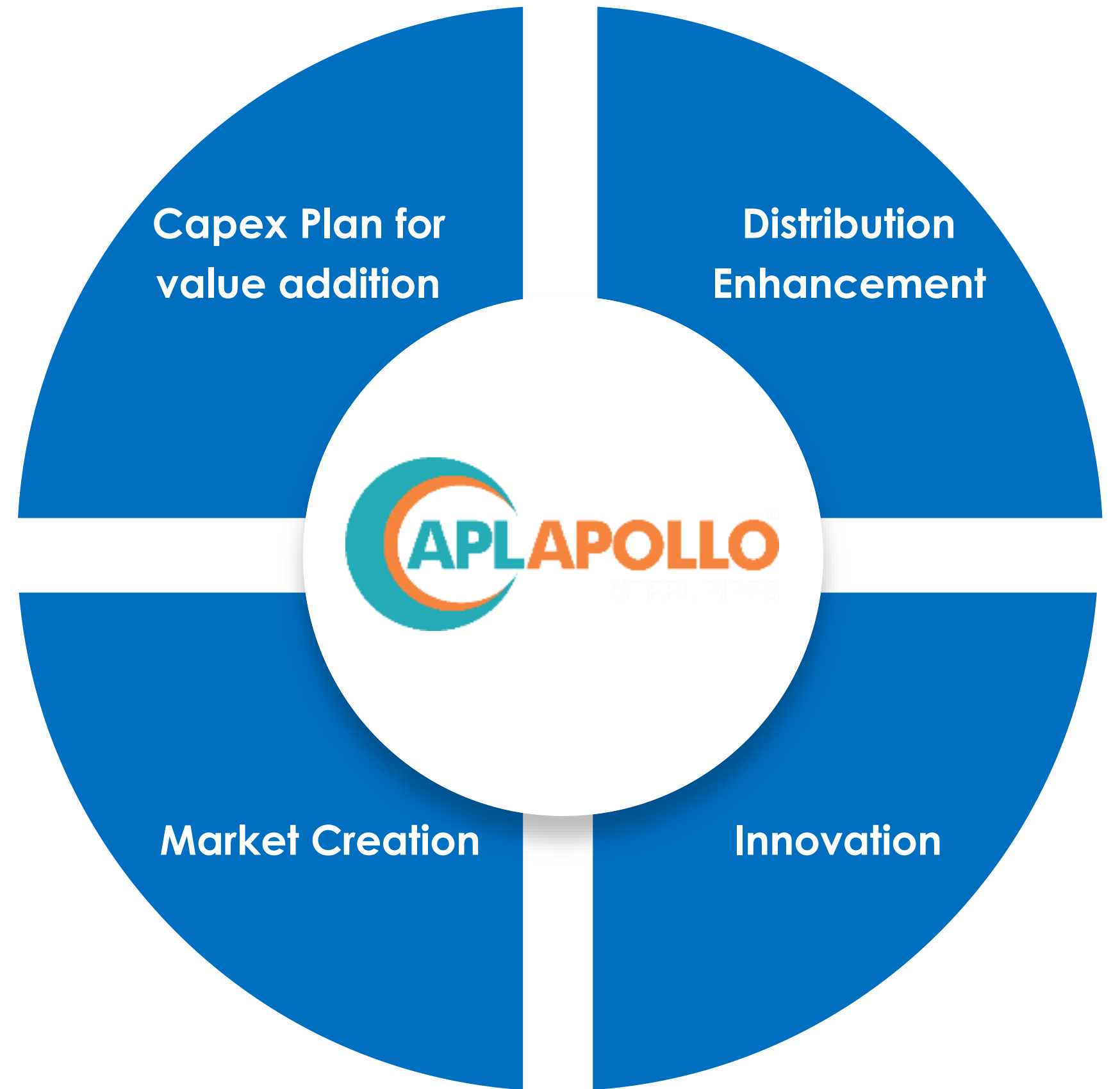
Diversified product offering

Created through continuous innovation

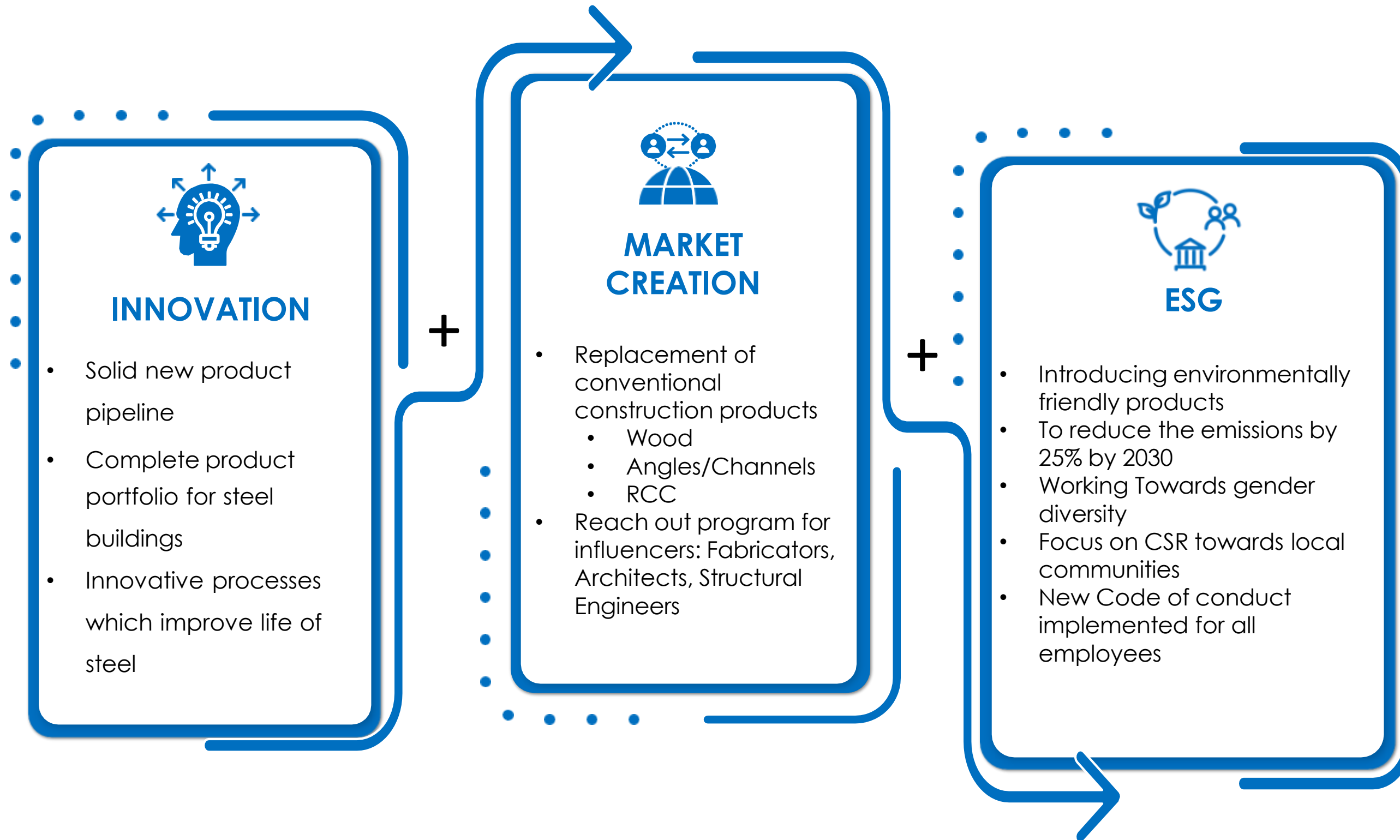
APL APOLLO TUBES

Product Category	Application	Product – visual overview	Key USPs	Applications	Applications – visual overview
Apollo Structural	Super Heavy		<ul style="list-style-type: none"> First company to introduce DFT technology in India 	High-rise, Warehousing, Infrastructure	 
	Light		<ul style="list-style-type: none"> Offers columns of 300mm x 300mm, 500mm x 500mm and 1000mm x 1000mm* 	Column, Beams, Heavy structural erections	 
	General		<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 pre-galvanized sections, replacing galvanized tubes Effective in use in coastal markets 	Roofing Structures, Fabrication Work, Purlins Rafters	 
	Coated		<ul style="list-style-type: none"> High tensile light structural application; bendable; superior rust proof properties 	Warehousing Factory Sheds	 
Apollo Galv	Agri/Industrial		<ul style="list-style-type: none"> Effective for use in water applications, being highly non-corrosive in nature 	Greenhouse structures Plumbing Firefighting	 

BUSINESS STRATEGY



APL Apollo Vision



INNOVATION

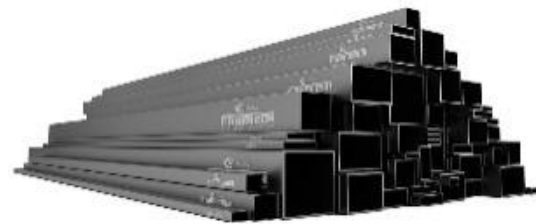
World's only company to make steel tubes with size range of 8x8mm to 1000x1000mm and thickness range of 0.18 mm to 40mm



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)



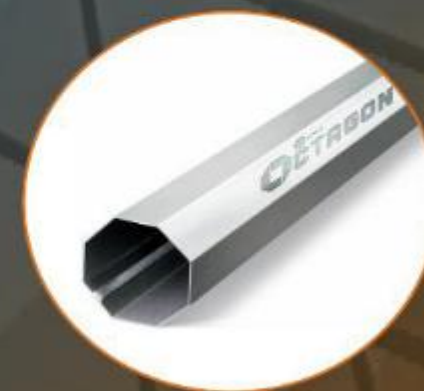
Reflector Tube



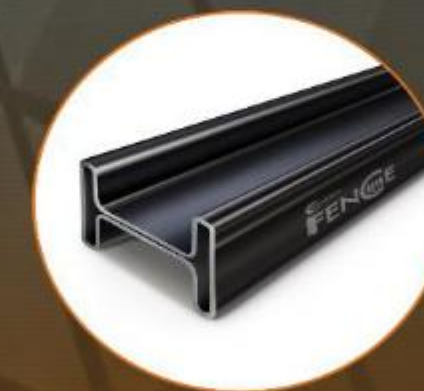
Oval Tube



Plank Tube



Octagon



Fencing Tube



Checked Sheets

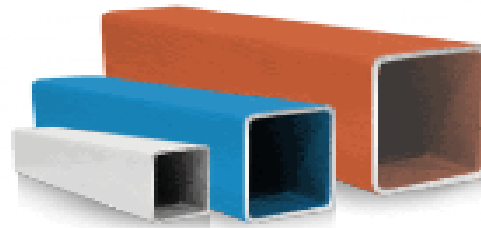
New Product Pipeline from Raipur plant

World's 1st thicker color coated products



Superior corrosion resistant, high load bearing with aesthetics thickness 1.60mm to 3 mm

World's 1st Color coated structural steel tubes



Superior corrosion resistant with aesthetics

India's 1st 500x500x20mm dia. structural steel tubes

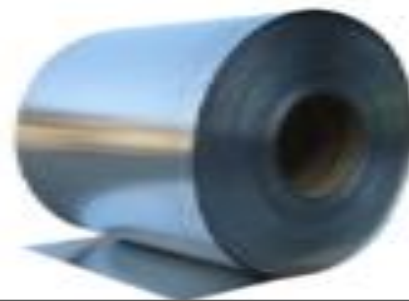


Replacing RCC structures/columns in heavy construction

India's 1st and World's 2nd 1,000x1,000x40mm



India's 1st Thicker Non Ox Alu-Zinc line upto 3.2mm



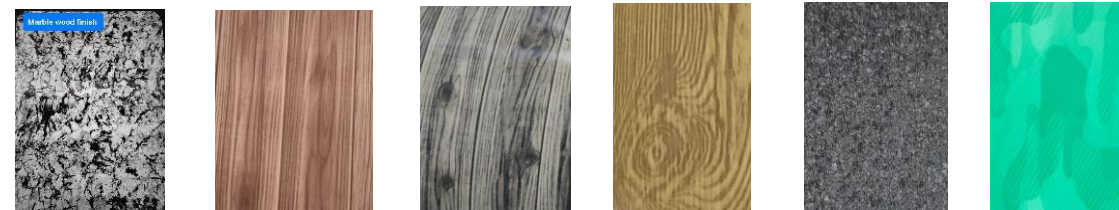
High tensile light structural application; bendable; superior rust proof properties

India's 1st AluZinc tubes

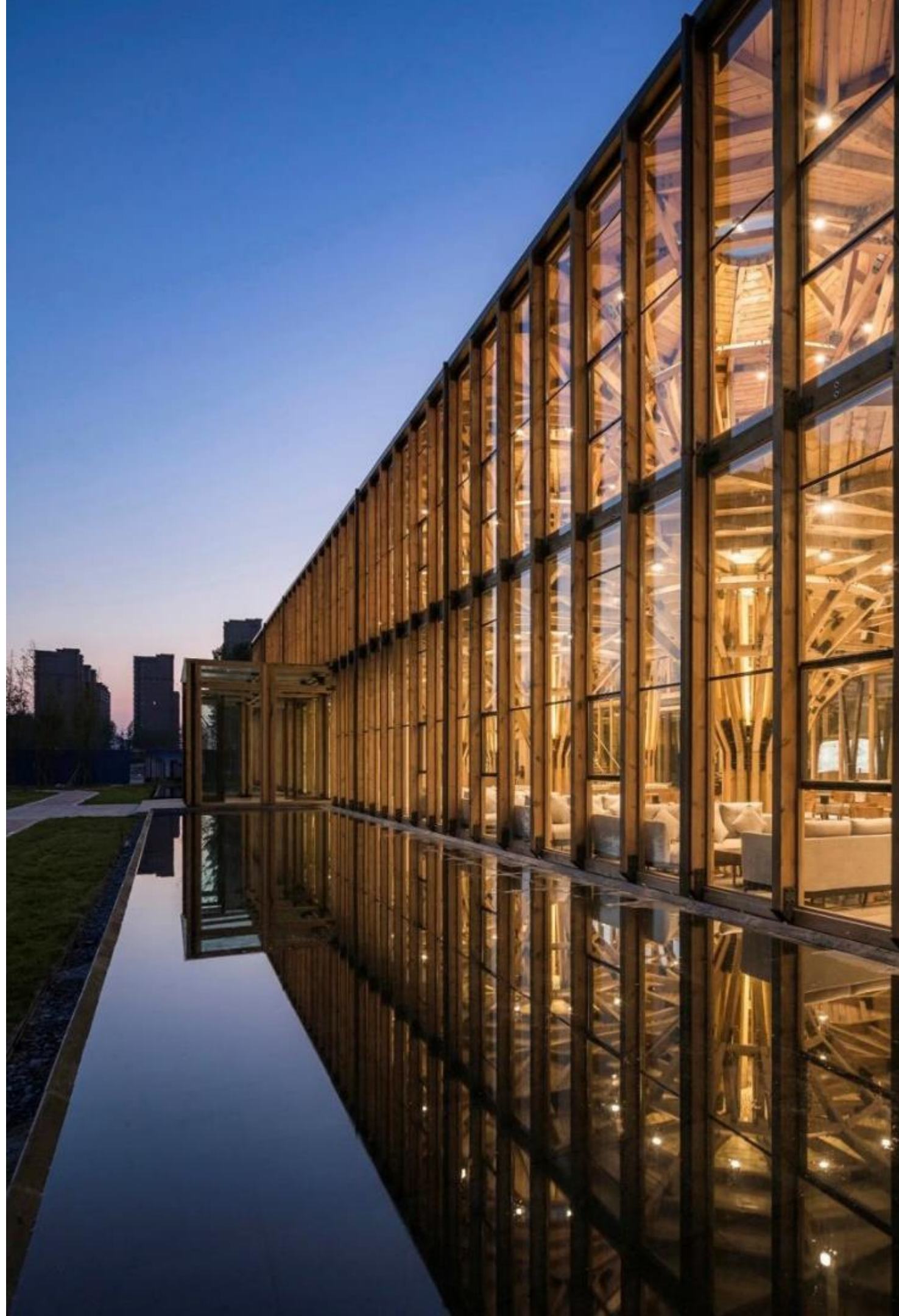


Superior rust proof properties and better life

Marble finish, wood finish, wrinkle finish and camouflage finish Pre-painted Alu Zinc sheet (PPAZ)



MARKET CREATION



How Have We Created Market..

APL APOLLO TUBES

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??



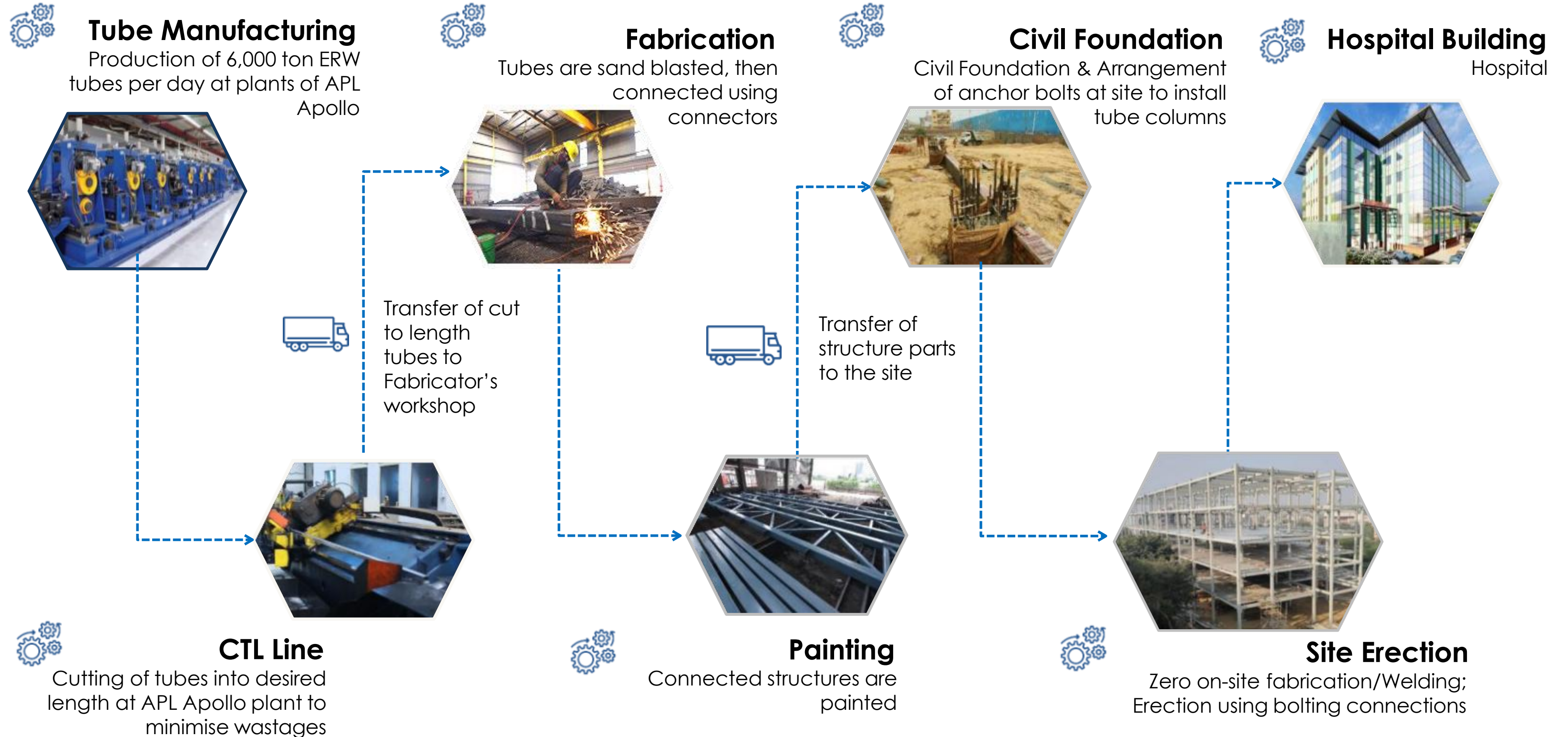
Low Diameter Steel Tubes/Low Load Bearing

High Diameter Steel Tubes/High Load Bearing

REVOLUTIONIZING CONSTRUCTION INDUSTRY



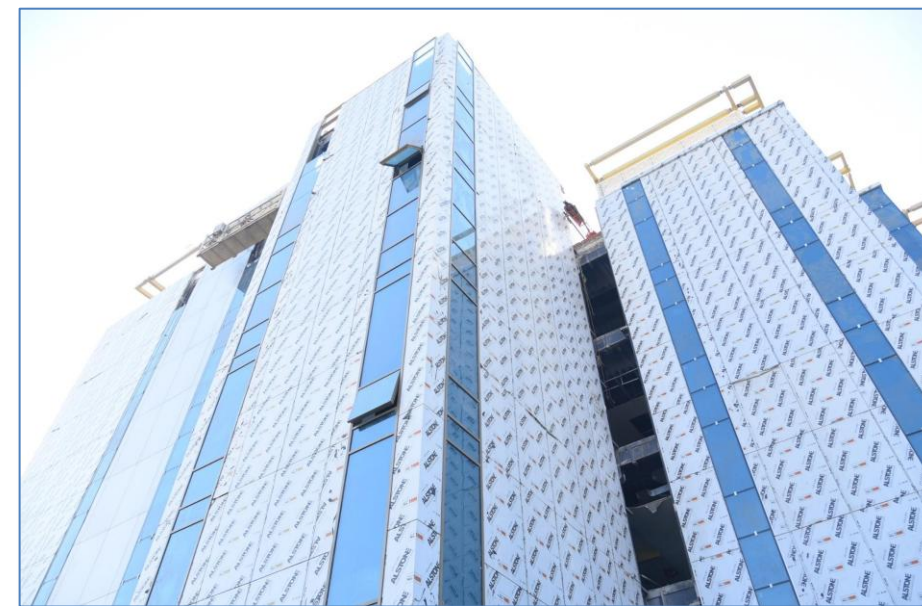
Tubular Construction Process flow



APL Apollo Tubes

Completed Delhi Hospitals

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



Ongoing Hospitals

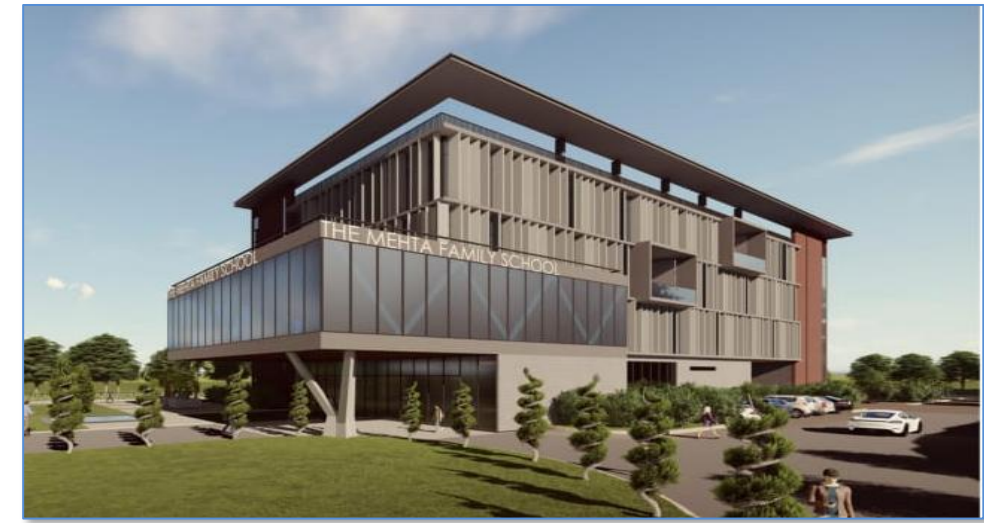
- Mumbai
- Imphal
- Shillong
- New Delhi
- Mathura



APL APOLLO TUBES

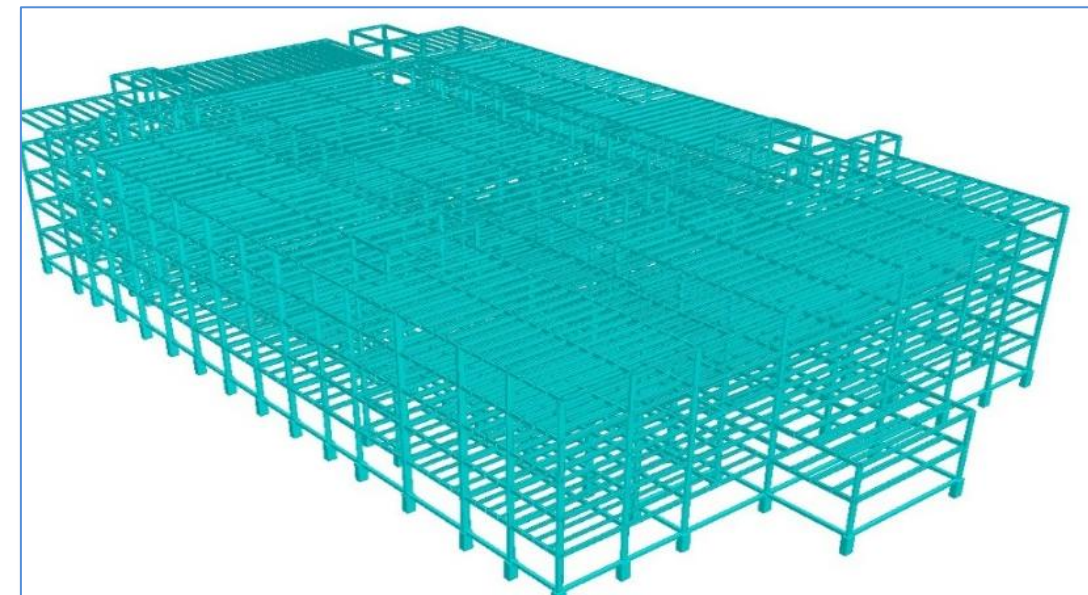
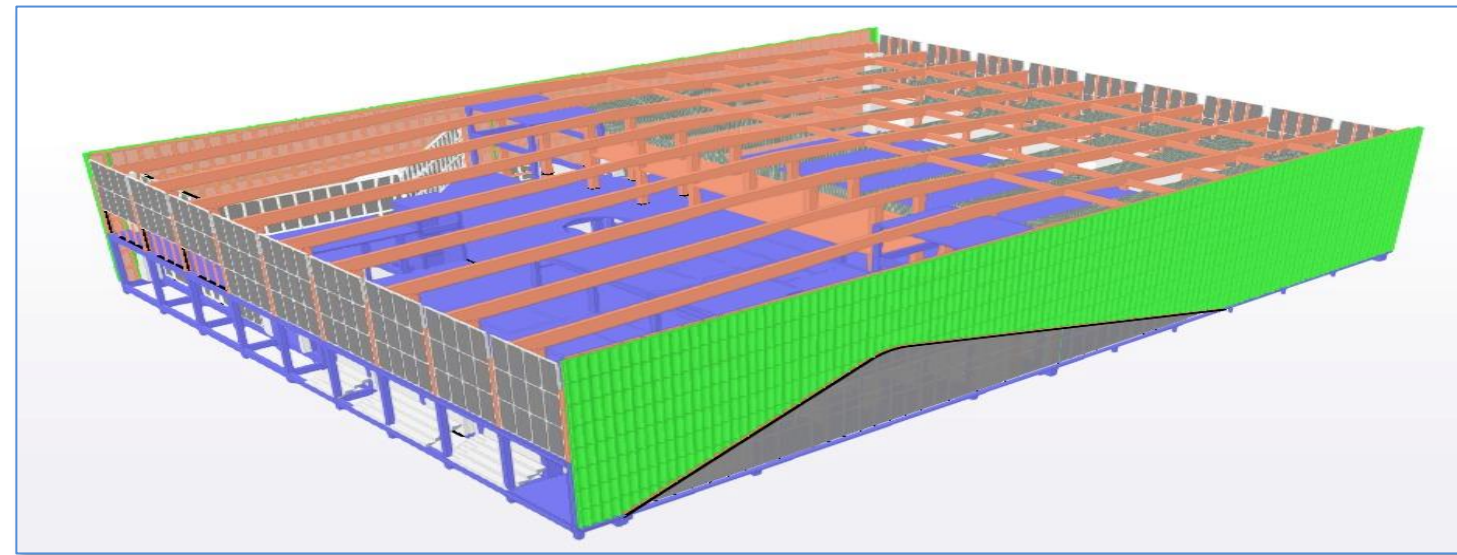
Educational Projects

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



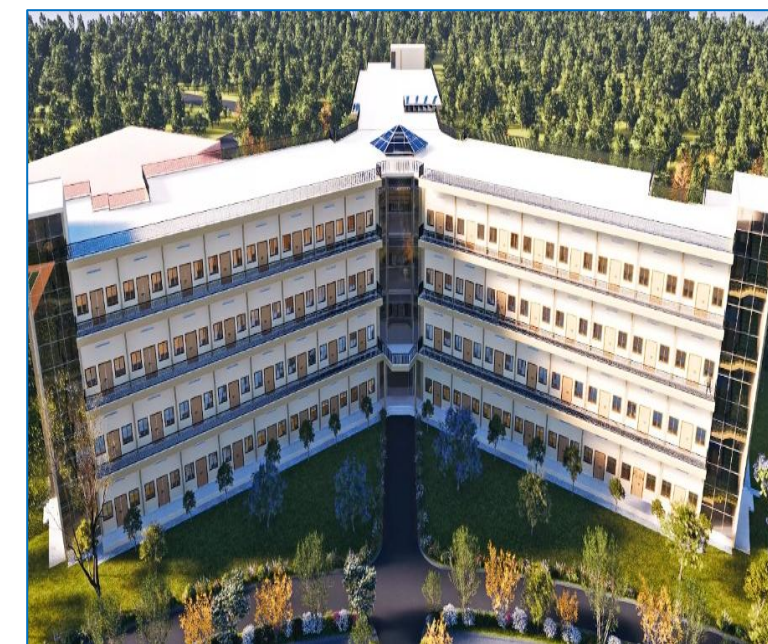
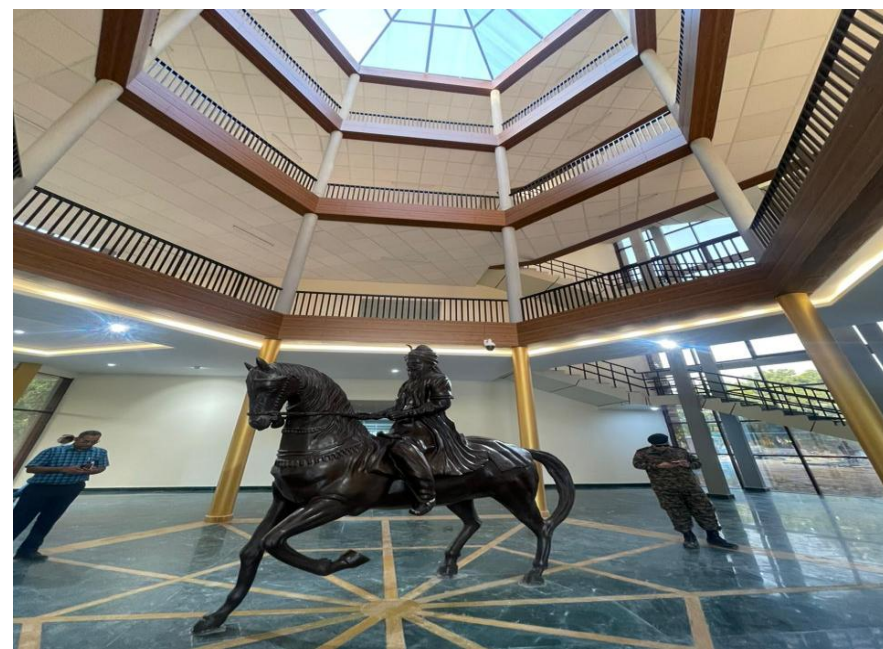
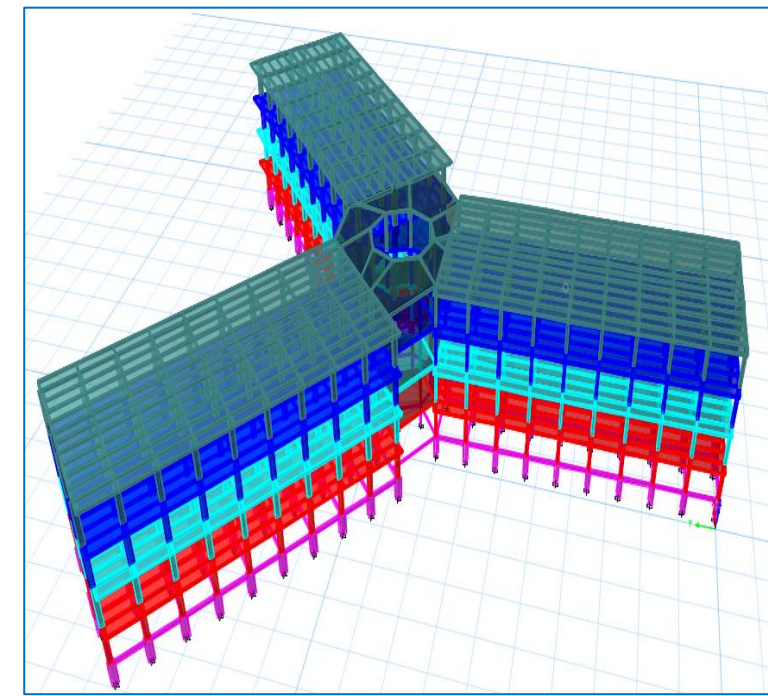
Educational Projects (contd..)

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



Residential Projects

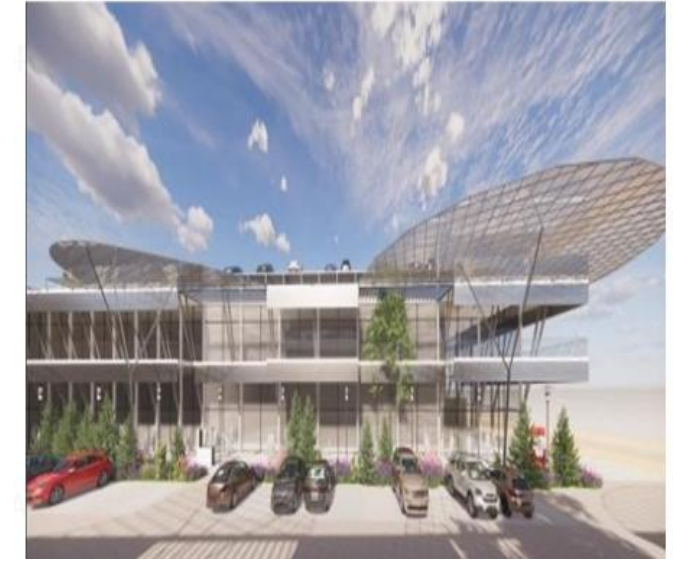
Army Housing, Delhi



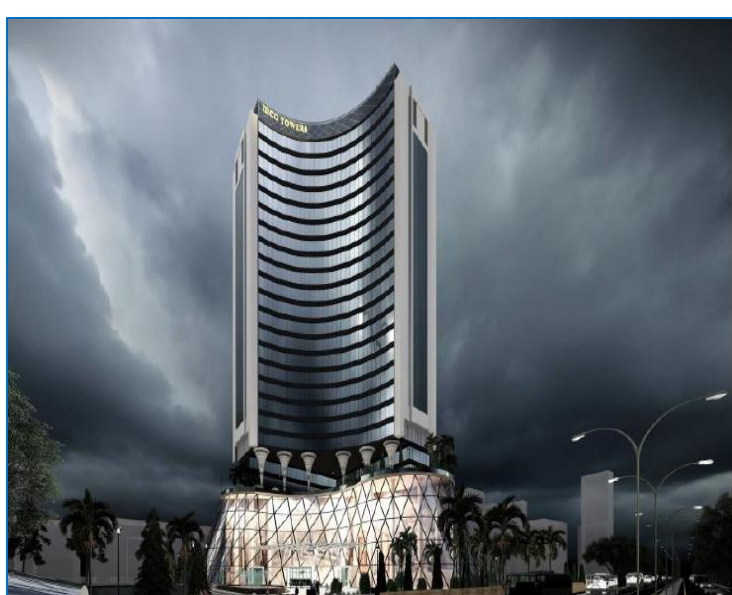
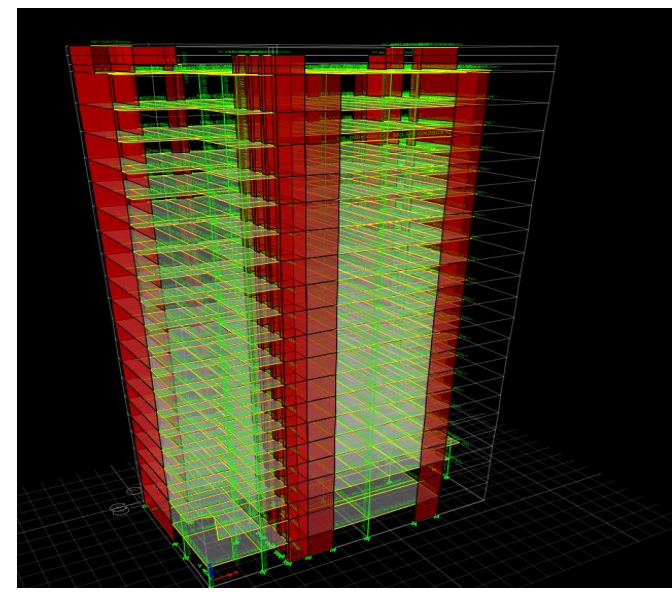
APL APOLLO TUBES

Commercial Projects

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



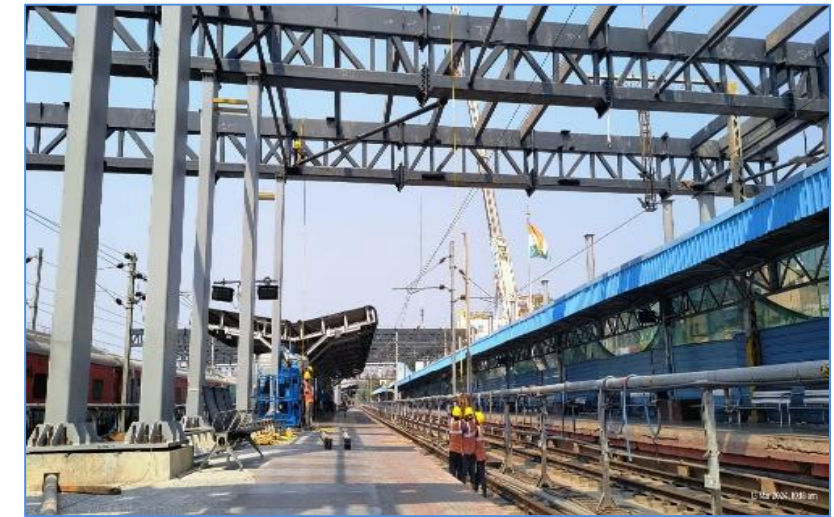
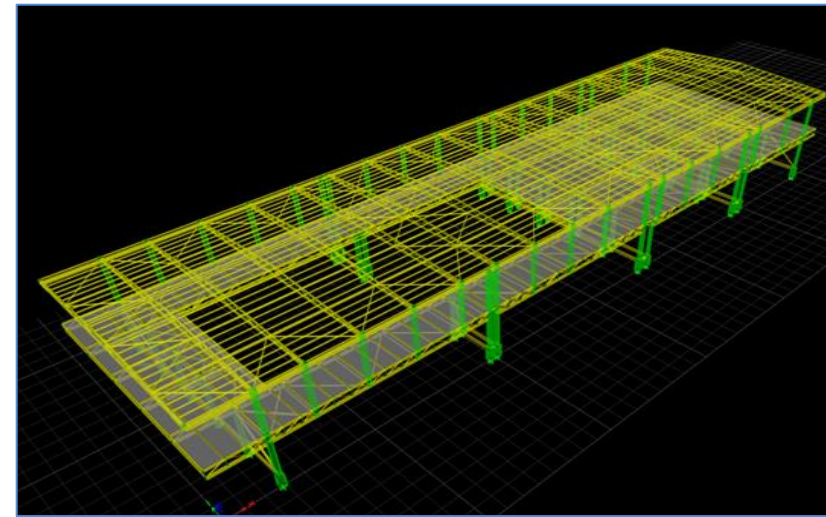
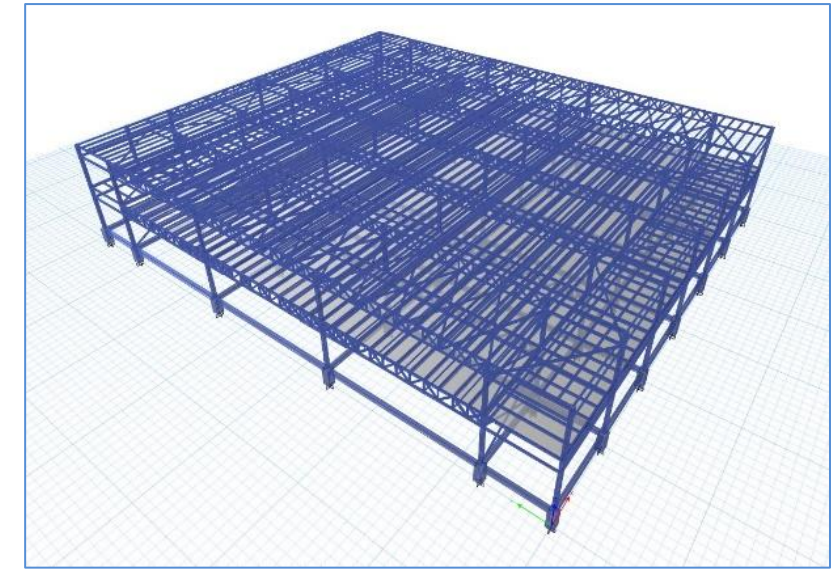
APL APOLLO TUBES



Railway Stations

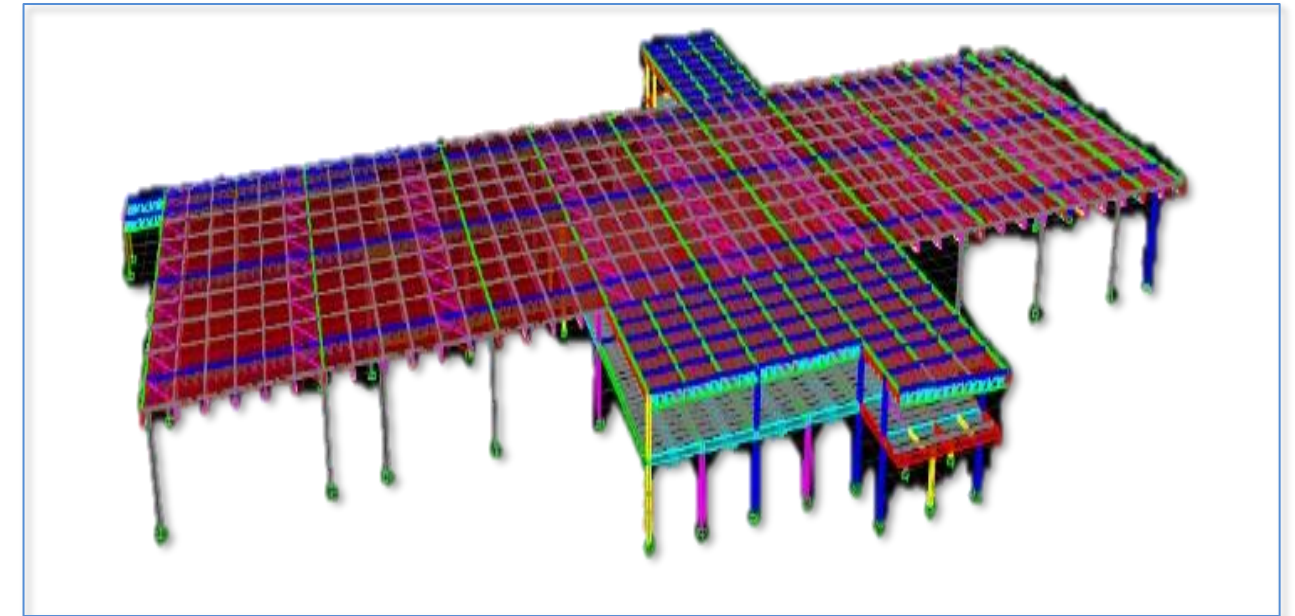
- Andhra Pradesh
- Karnataka
- Maharashtra 1
- Maharashtra 2
- Telangana
- Rajasthan 1
- Uttar Pradesh 1
- Bihar

APL APOLLO TUBES



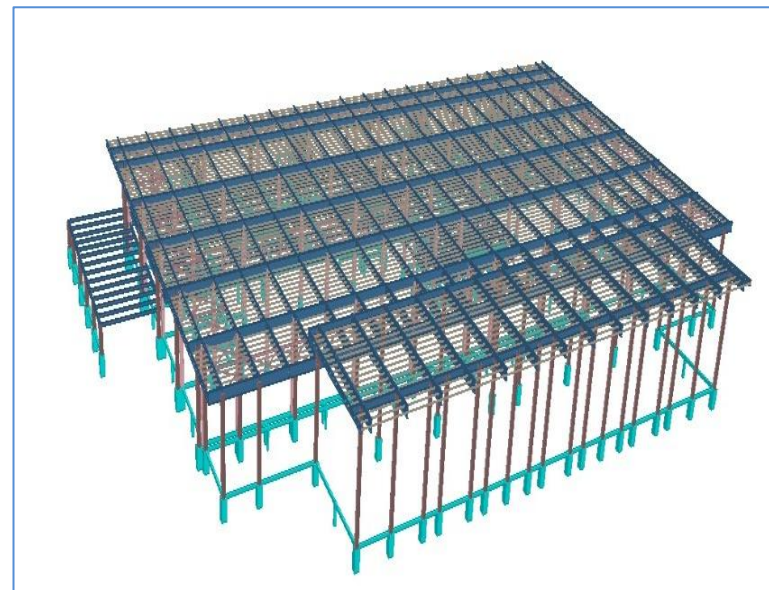
Railway Stations (contd..)

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



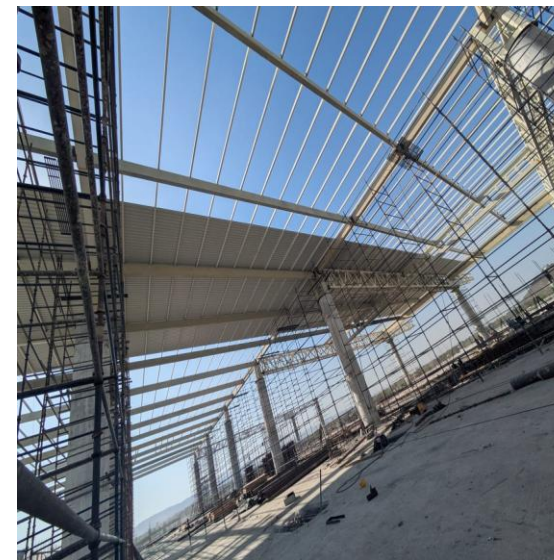
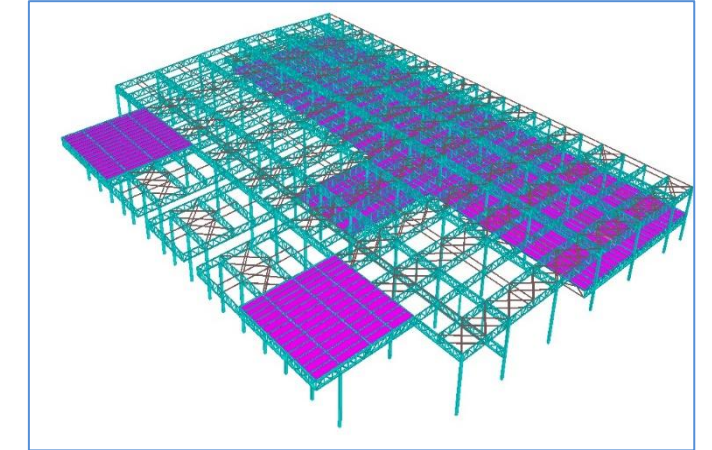
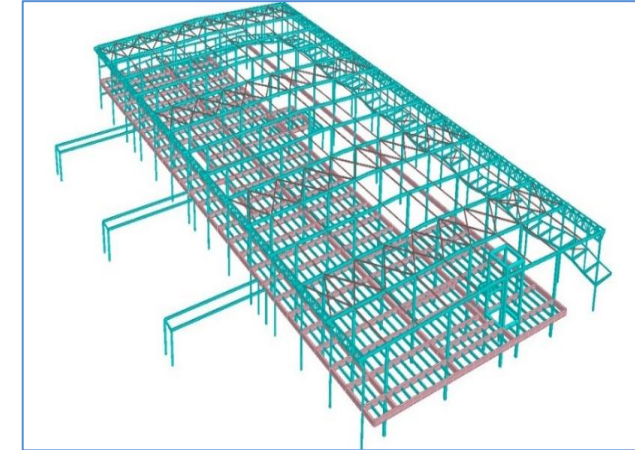
Airports Projects

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



Airports Projects (contd..)

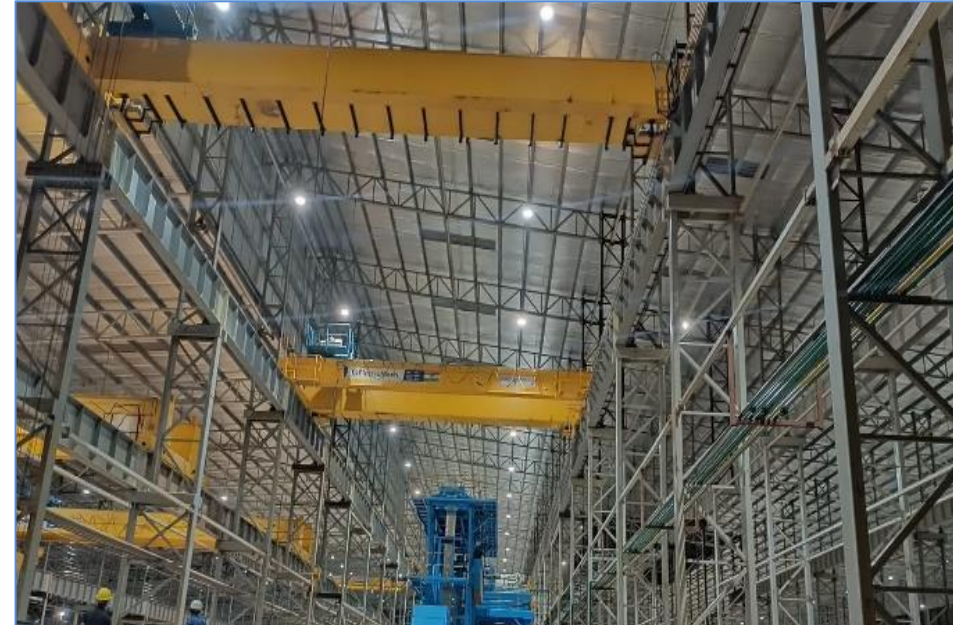
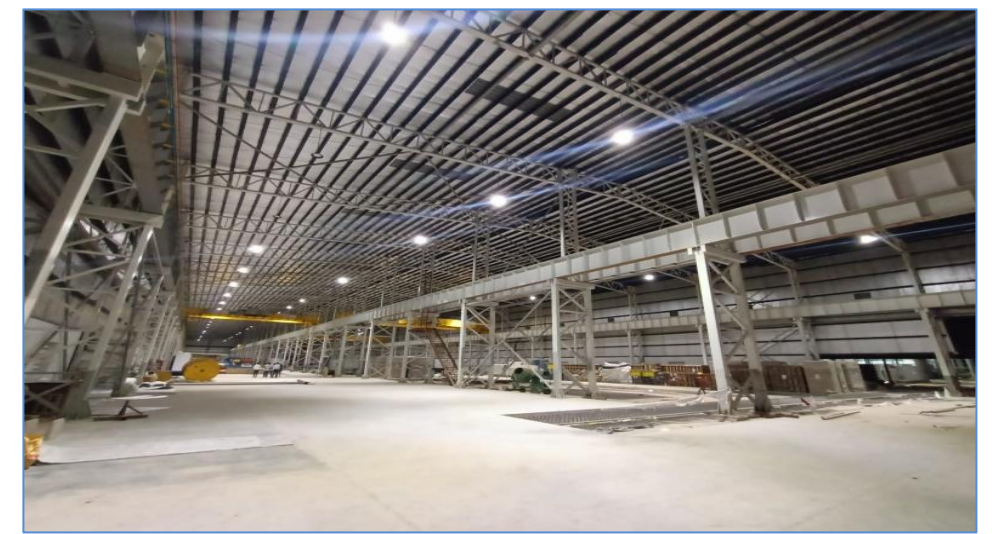
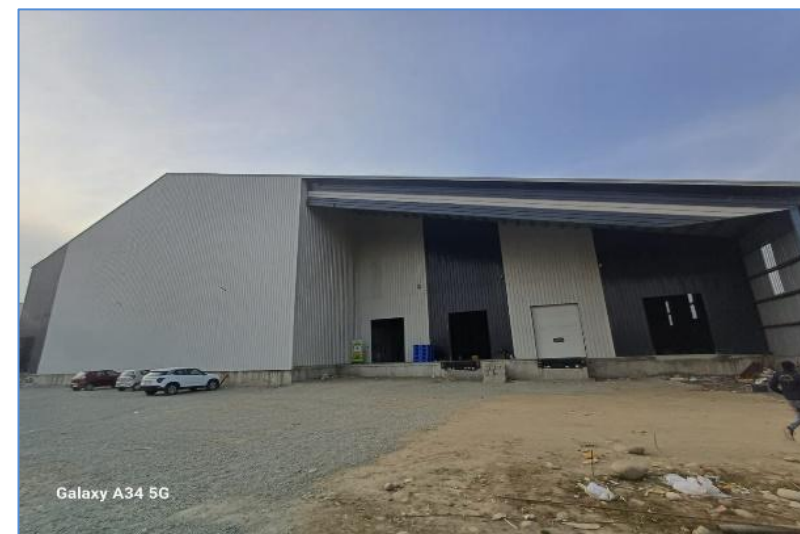
- Bihar
- Uttar Pradesh 2
- Karnataka 1
- Karnataka 2
- Karnataka 3
- Gujarat
- Uttar Pradesh 3
- Haryana
- Orissa
- Andhra Pradesh 2
- Rajasthan 3



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Pandav Na
Ghazi
Meerut Div
Uttar Prad

Industrial Projects

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



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Industrial Projects (contd..)

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



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 65%+ market share	Company aims to continue its dominant position in Indian Market	✓ Capacity: 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**

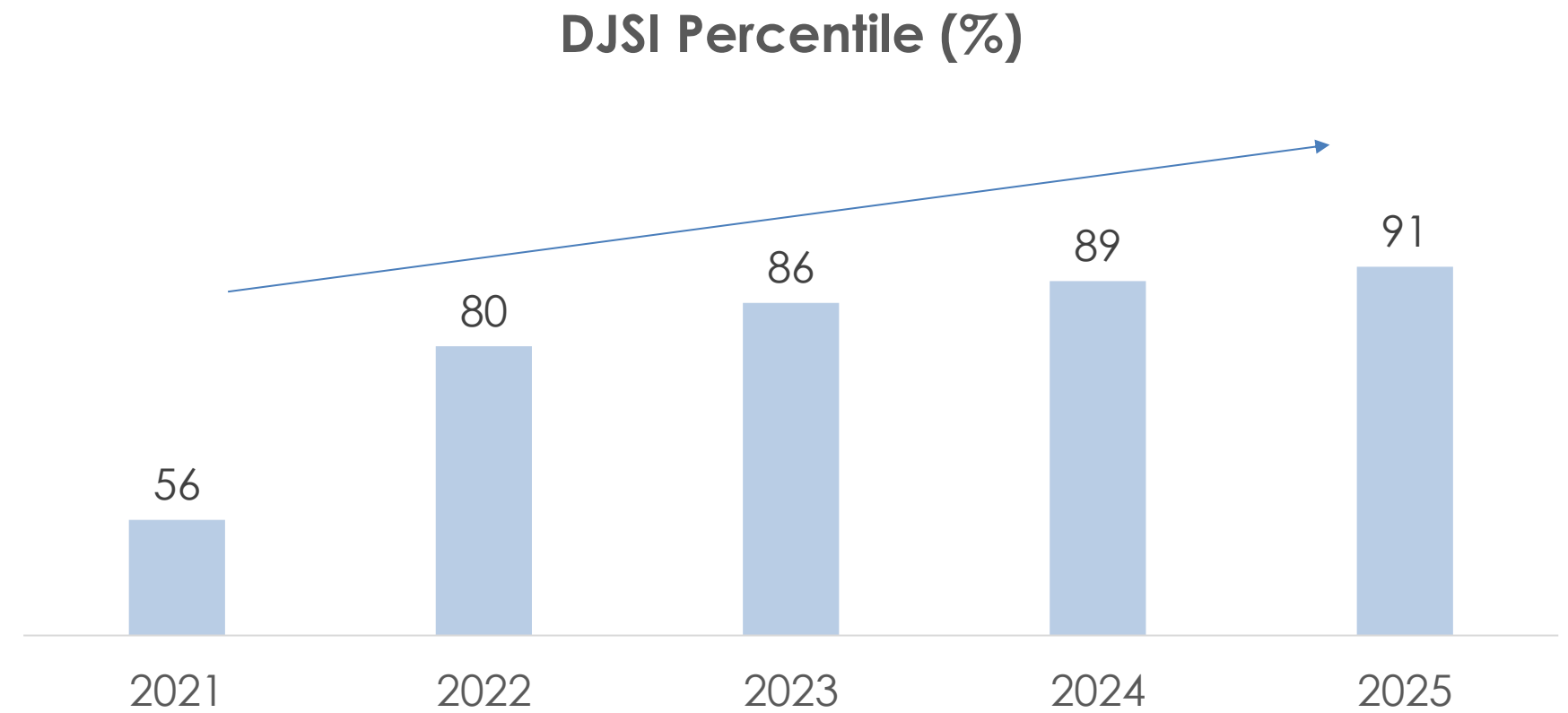
ESG- DJSI Scoring

APL APOLLO TUBES

MEMBER OF
Dow Jones
Sustainability Indices
In Collaboration with RobecoSAM

APL APOLLO
STEEL PIPES

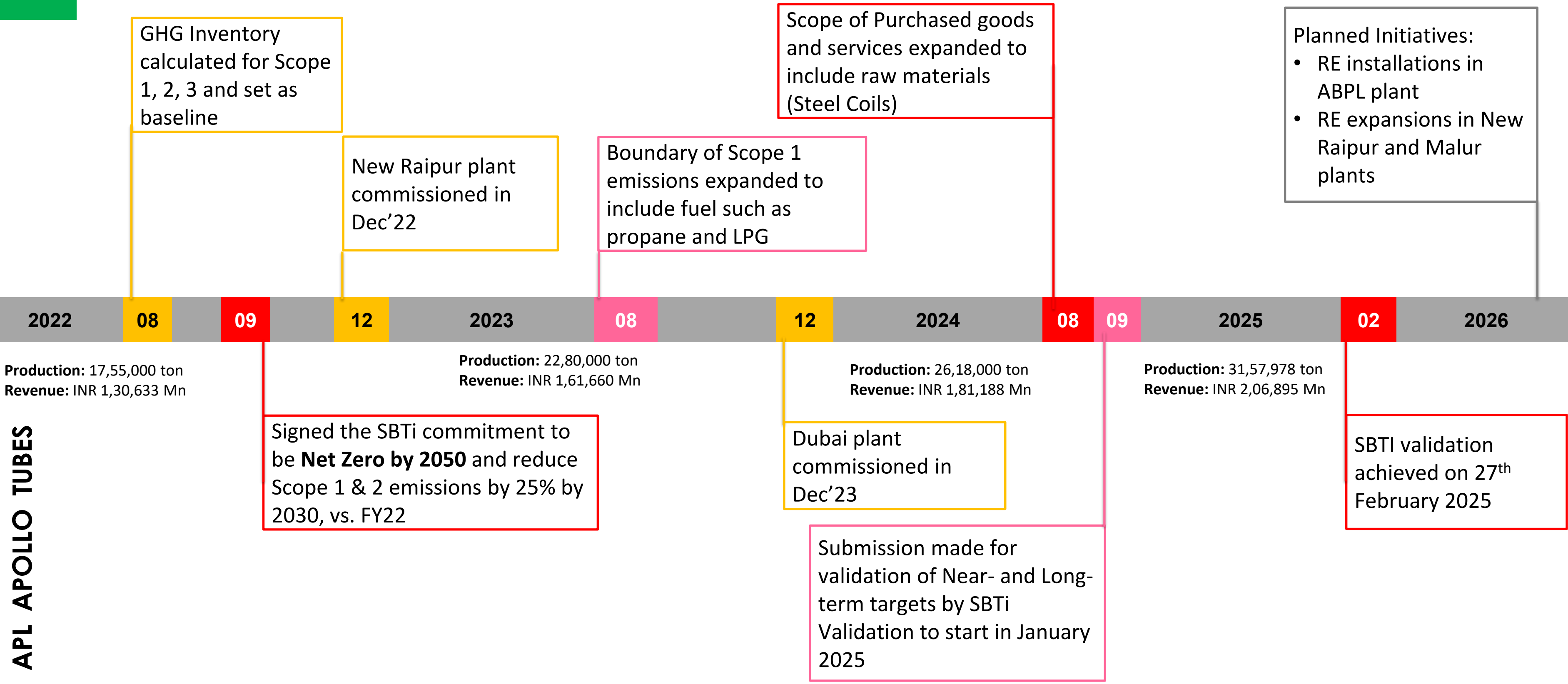
APL APOLLO TUBES STANDS AT
91st PERCENTILE
DJSI FY2025 SCORE



APL APOLLO SCORED 91TH PERCENTILE IN 2025

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

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Commitment and achievements

Commitments

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

E

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E

S

S

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G

Achievements

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

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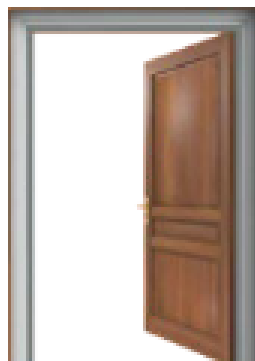
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S

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

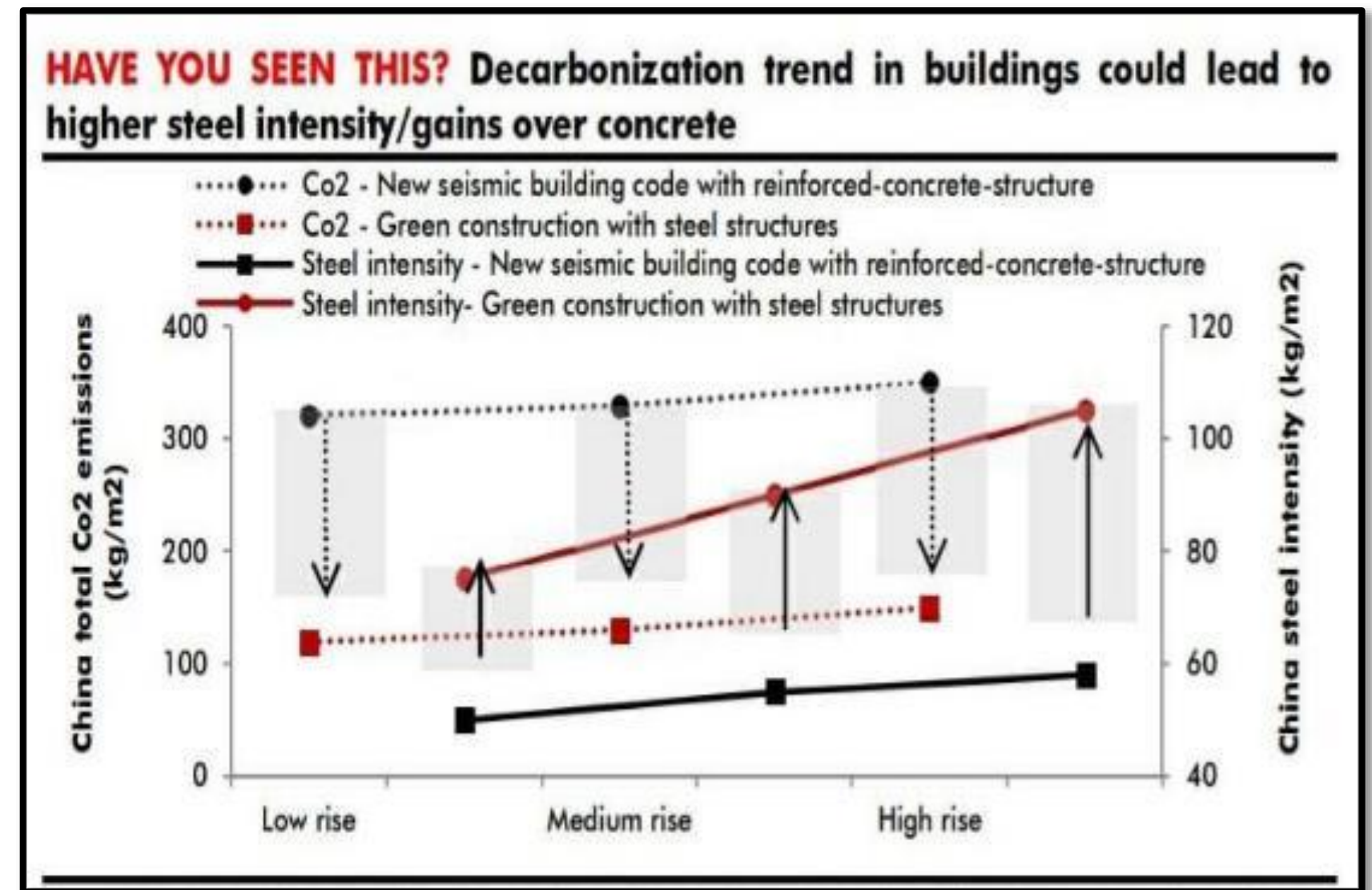


Steel Buildings = Decarbonization

- 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



ESG Developments



Environment

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



Social

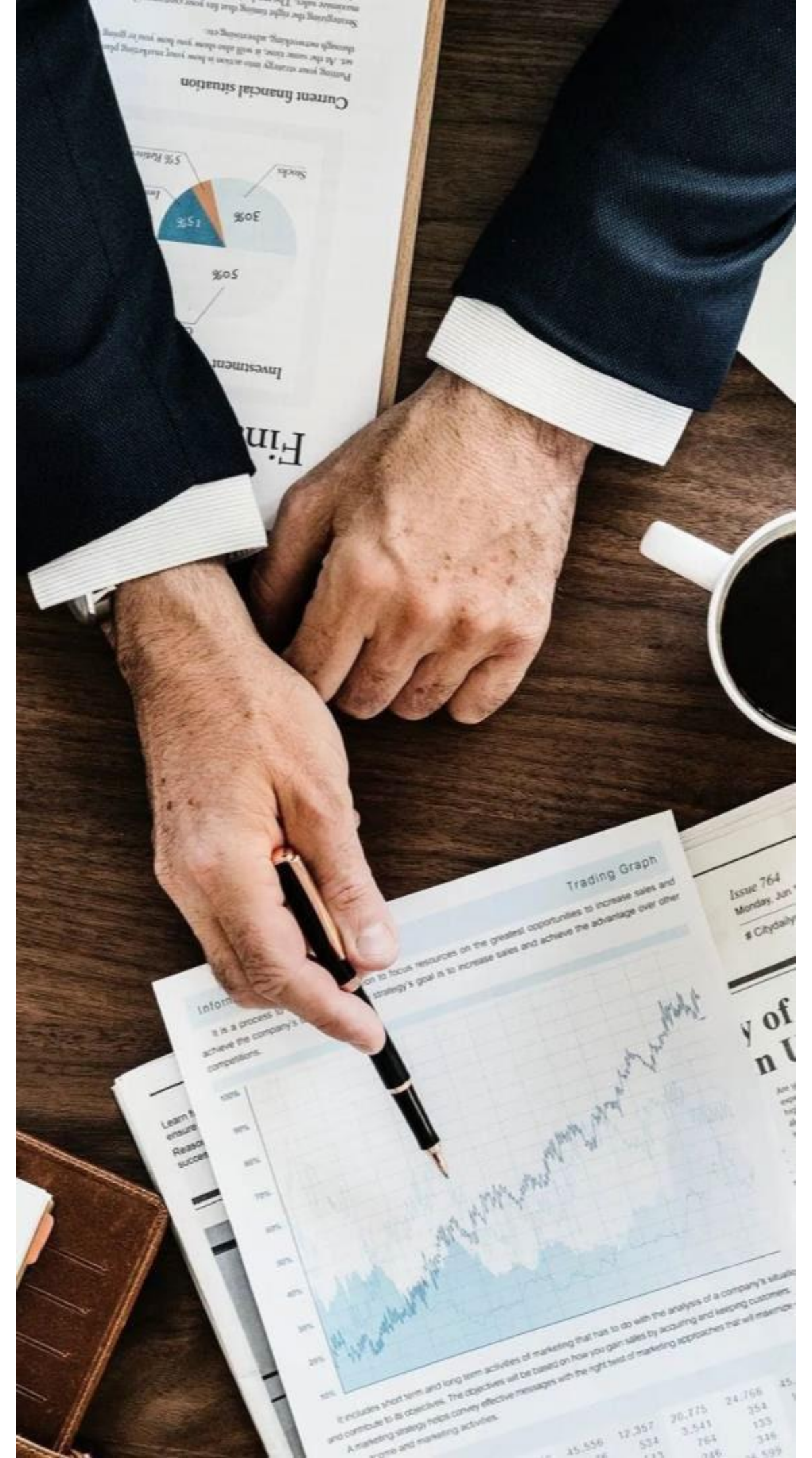
1) Safety Manual formulated for all the production facilities and offices
2) New Human Rights policy incorporated



Governance

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

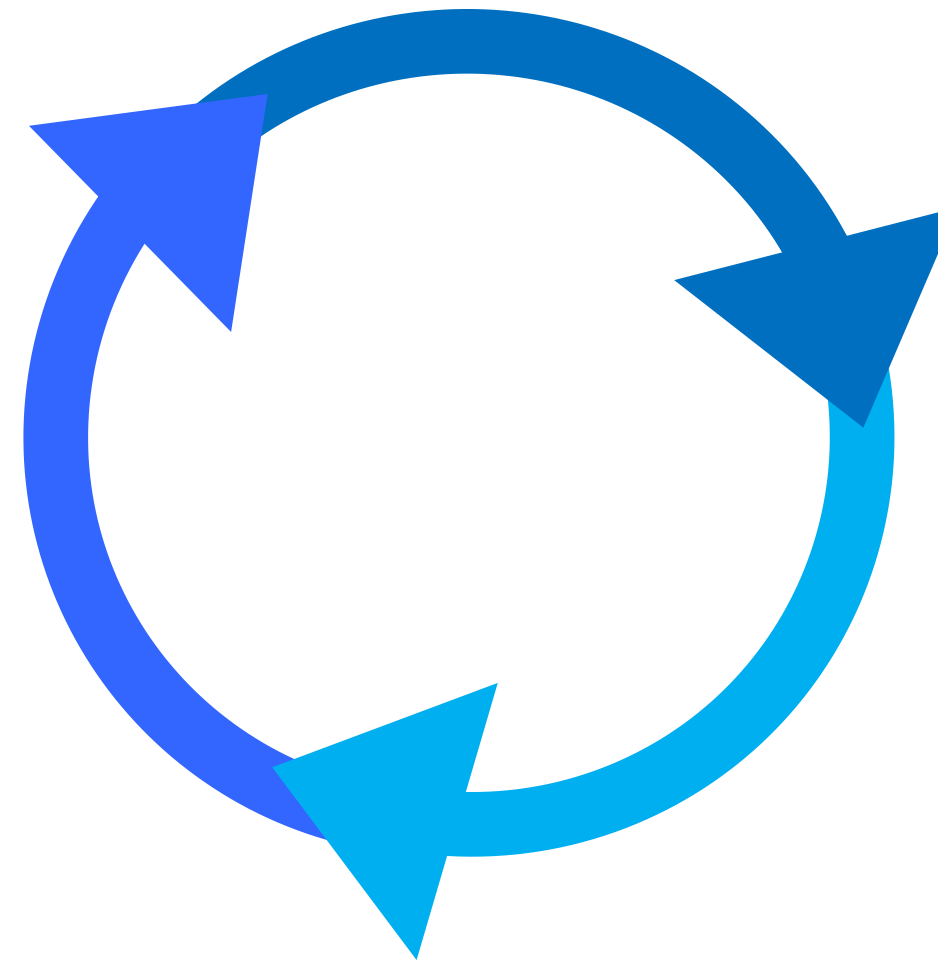
FINANCIAL PRIORITIES & PERFORMANCE



Financial Priorities Under Strong Governance

Growth

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



Earnings

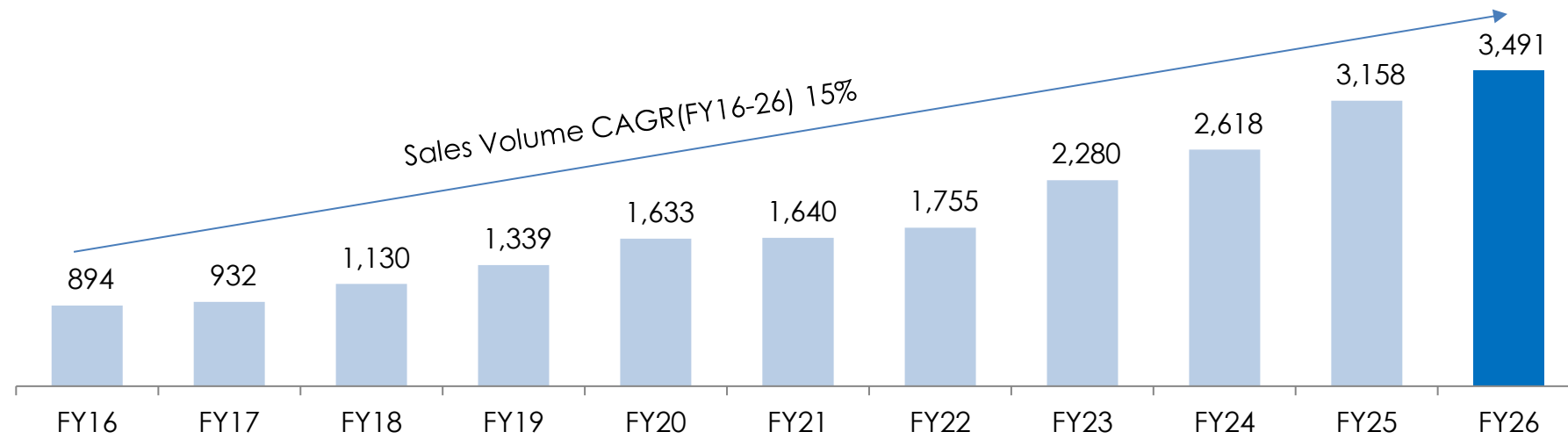
- Drive sustainable EPS growth
- Attain earnings objectives across economic cycles

Capital Allocation

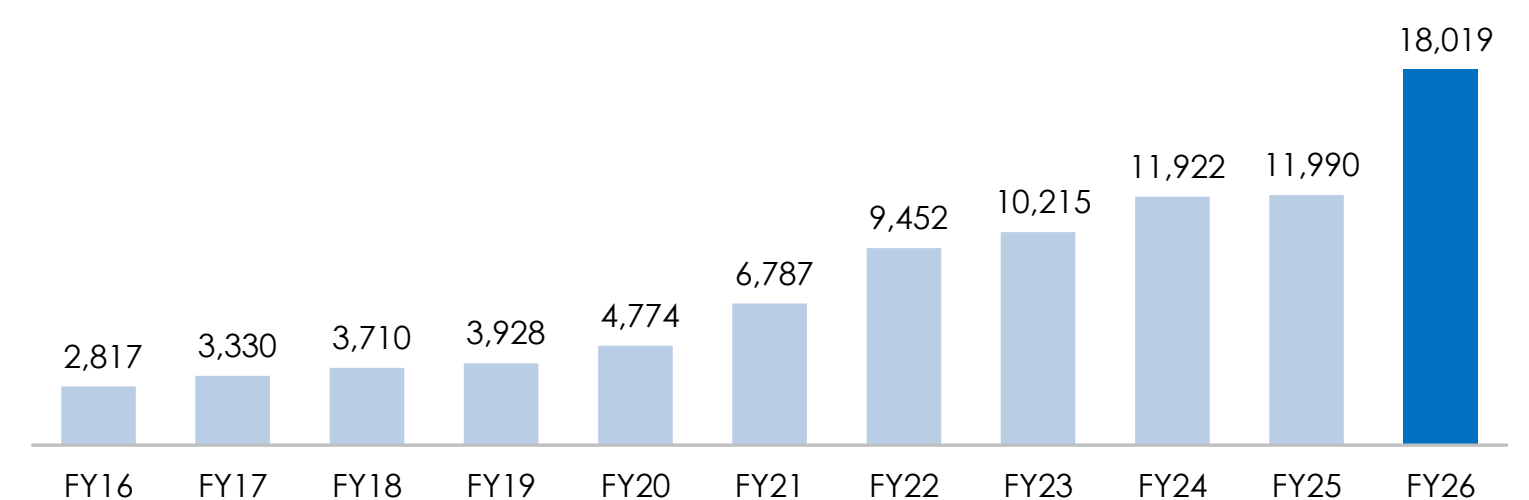
- Net cash company
- Achieve ROCE \geq 35%

Growing Strength to Strength

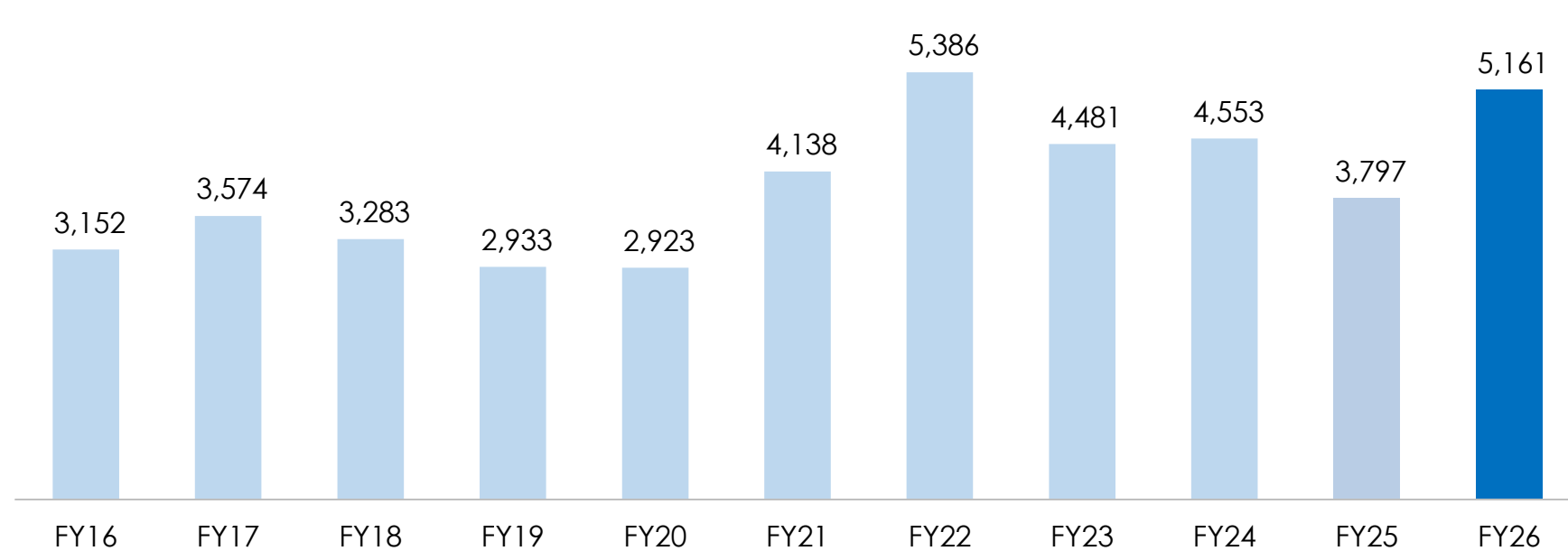
Sales Volume (k Ton)



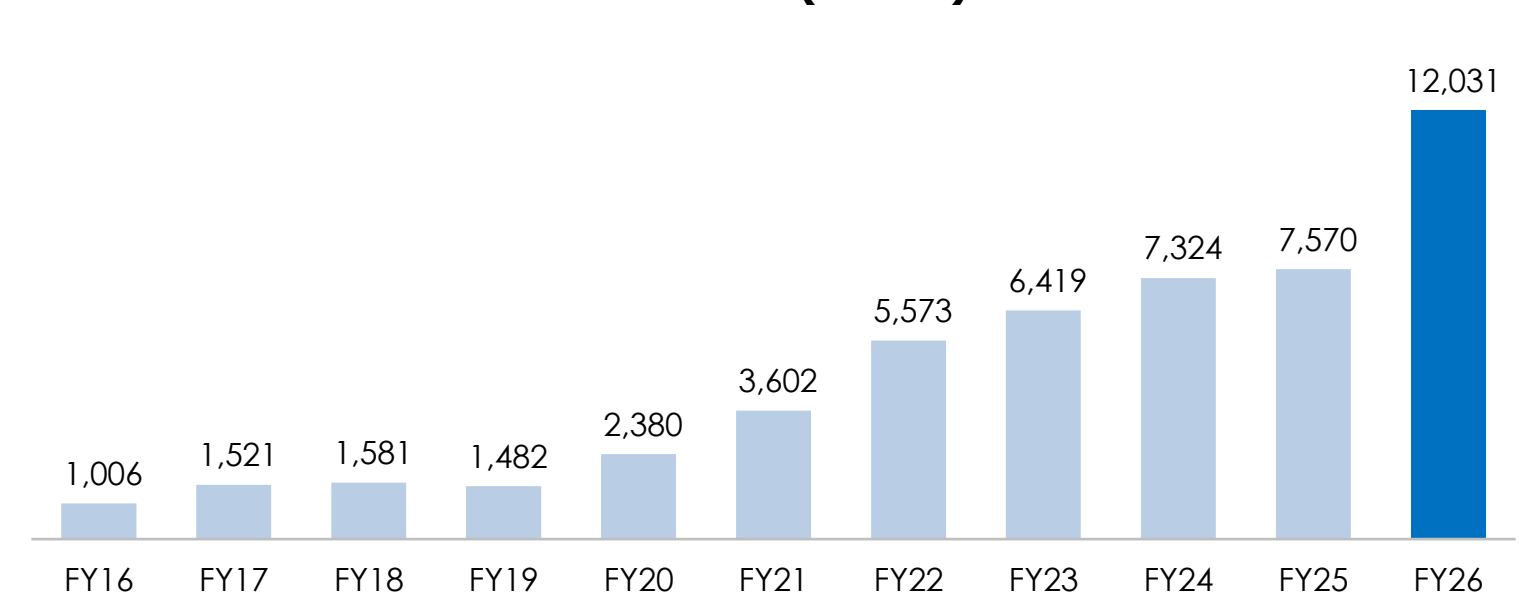
EBITDA (Rs Mn)



EBITDA/Ton (Rs)



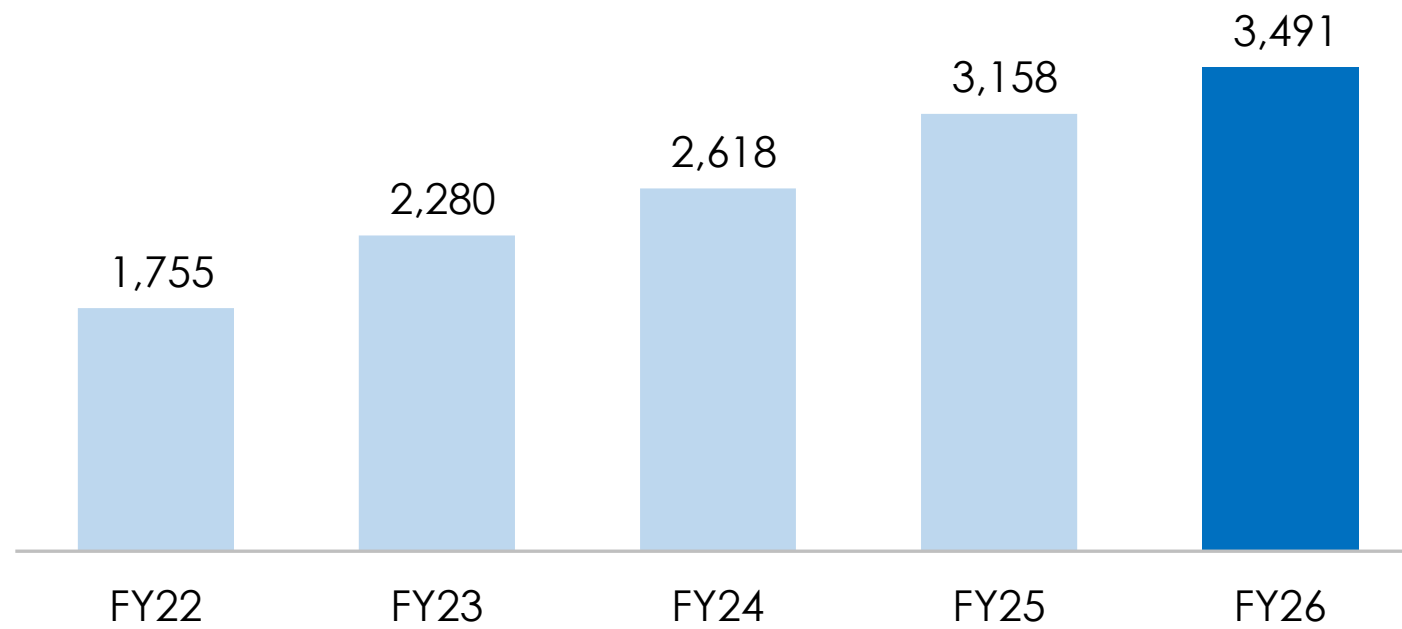
Net Profit (Rs Mn)



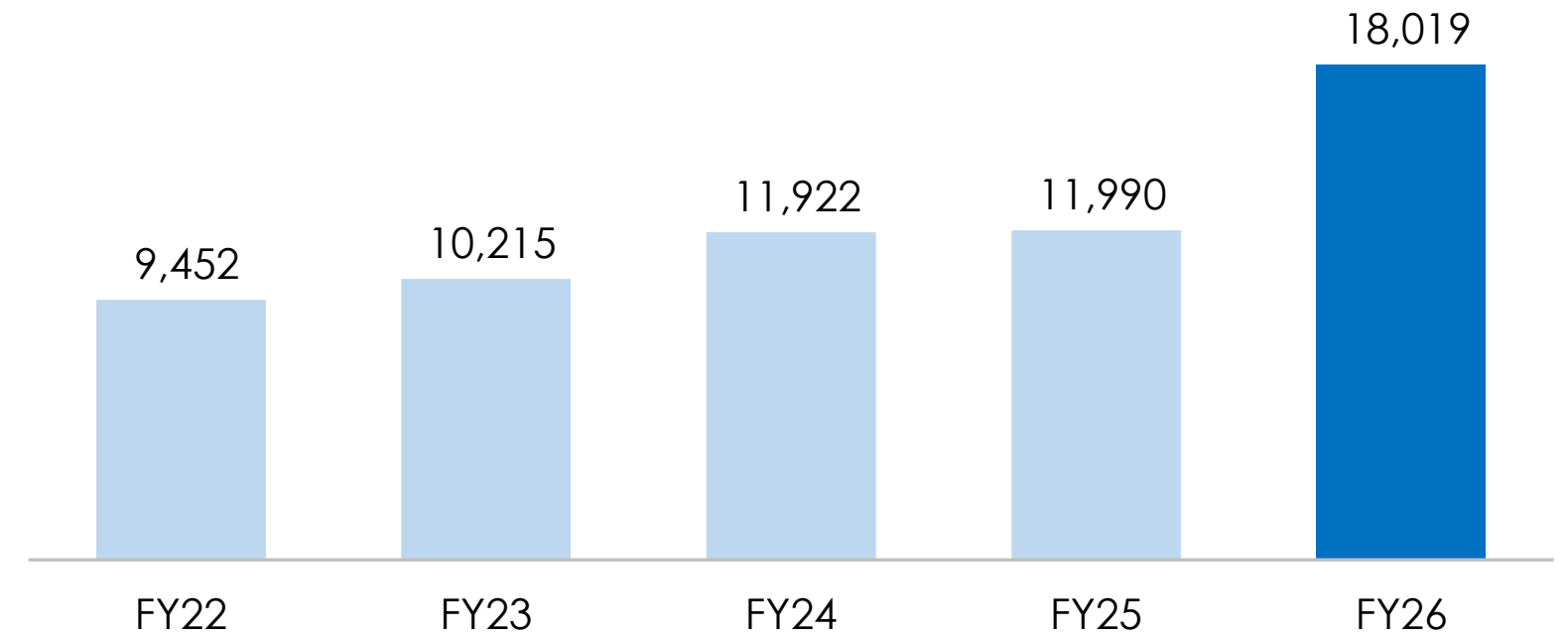
Note 1: This data is based on the Consolidated Financial data of the Company;
 Note 2: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

Growing Strength To Strength

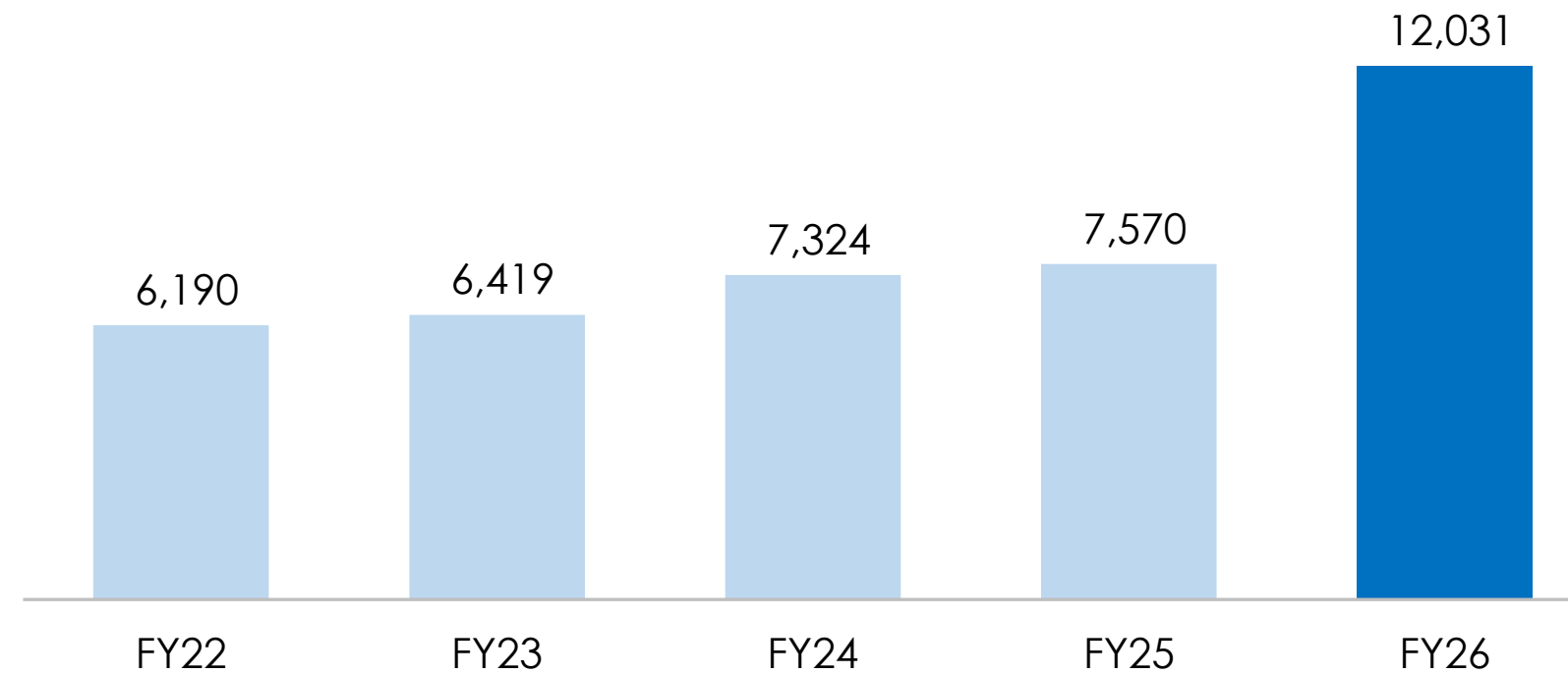
Volume (K Ton)



EBITDA (Rs Mn)

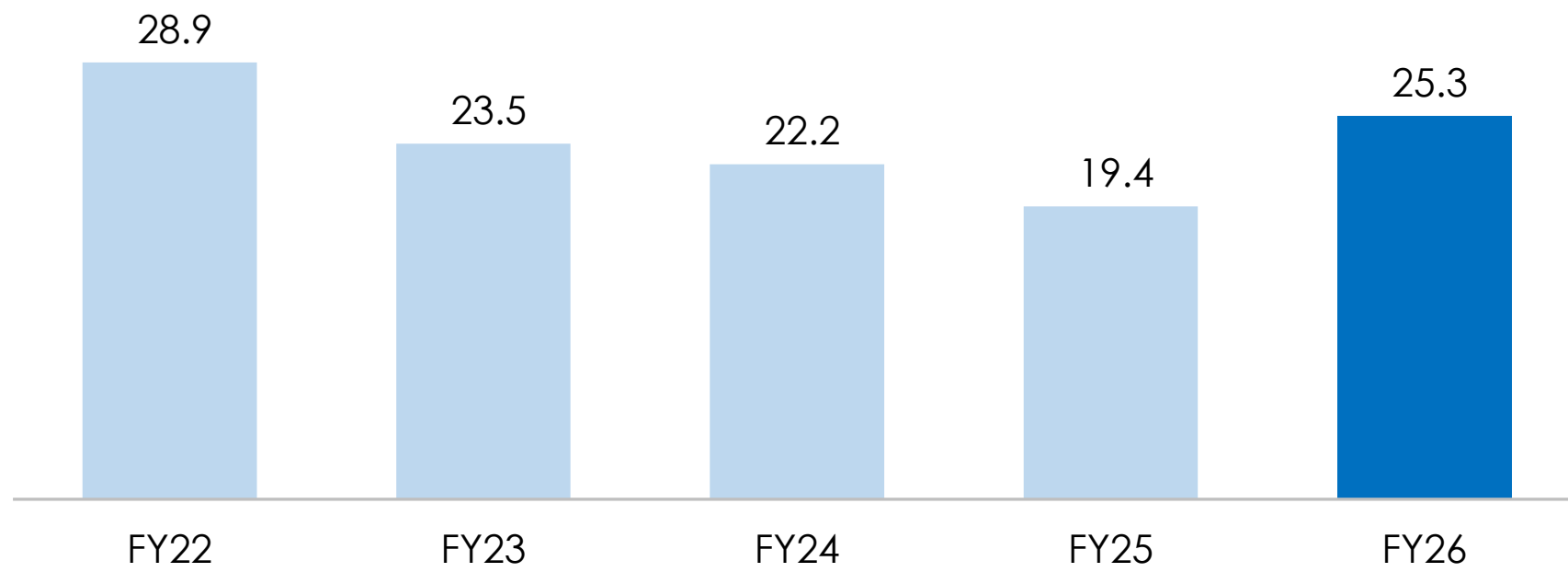


PAT (Rs Mn)

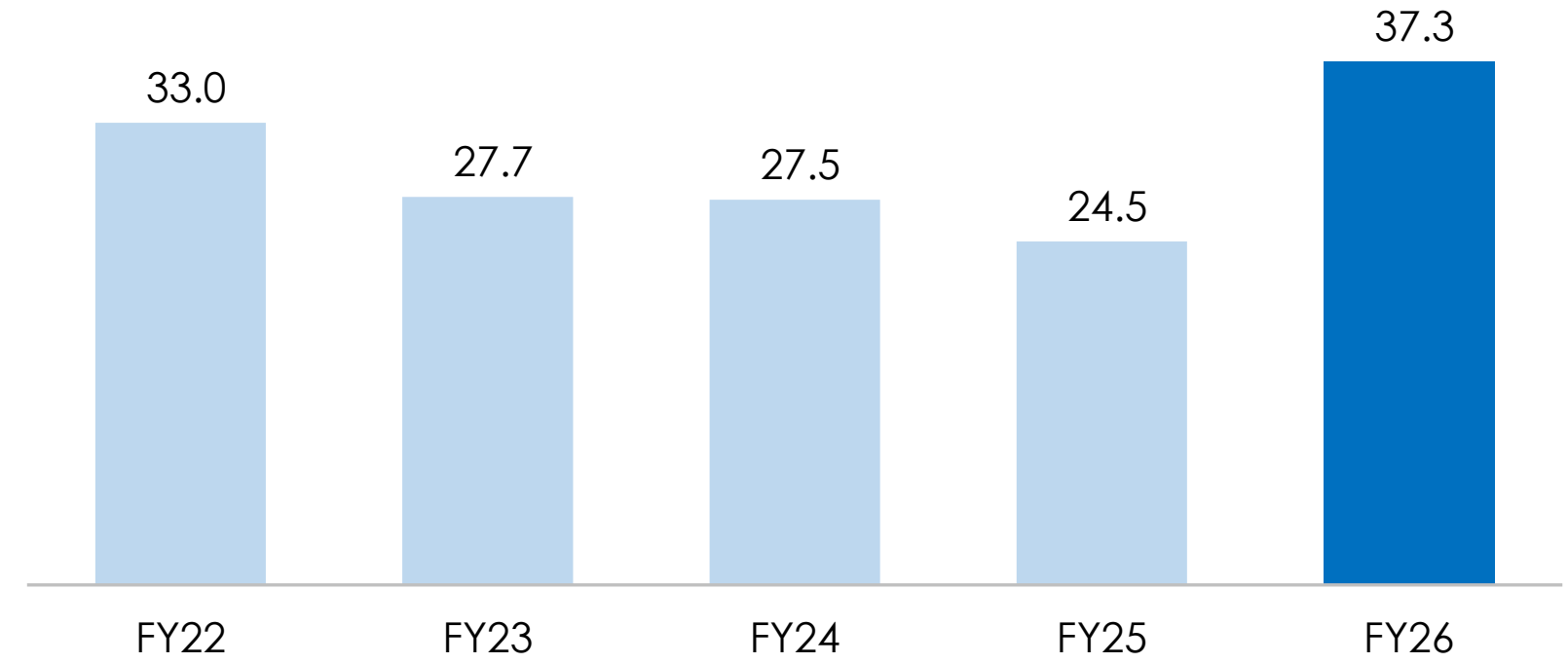


Growing Strength To Strength

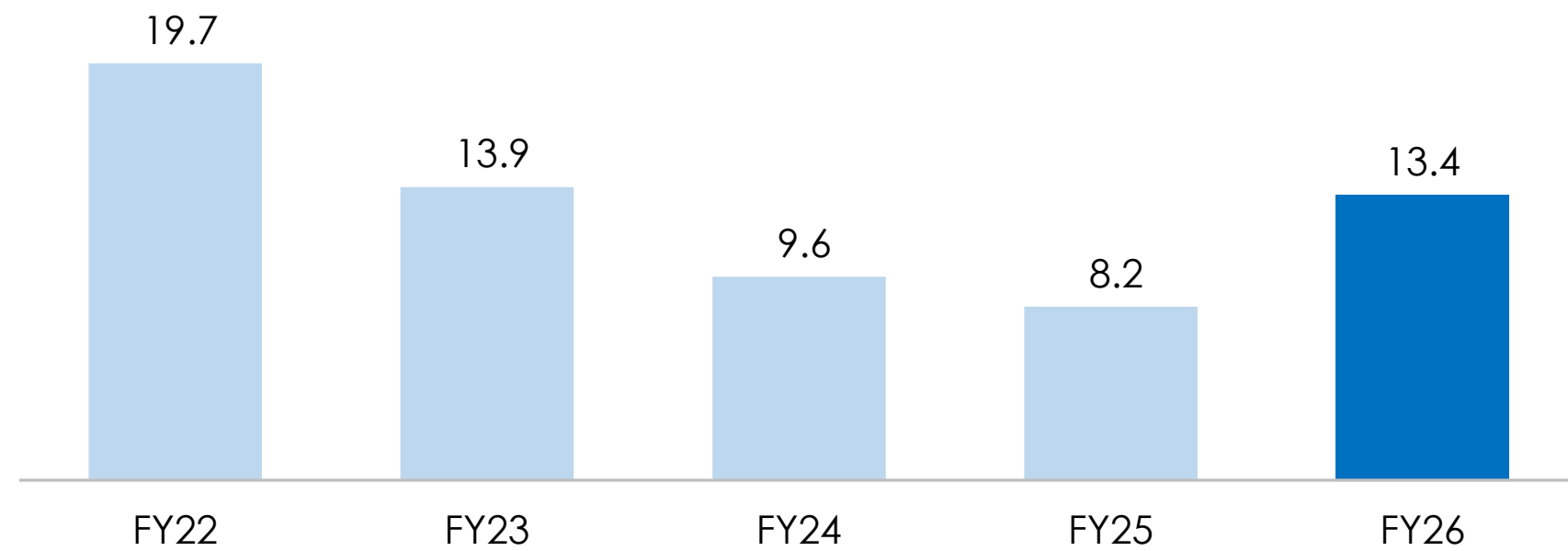
ROE (%)



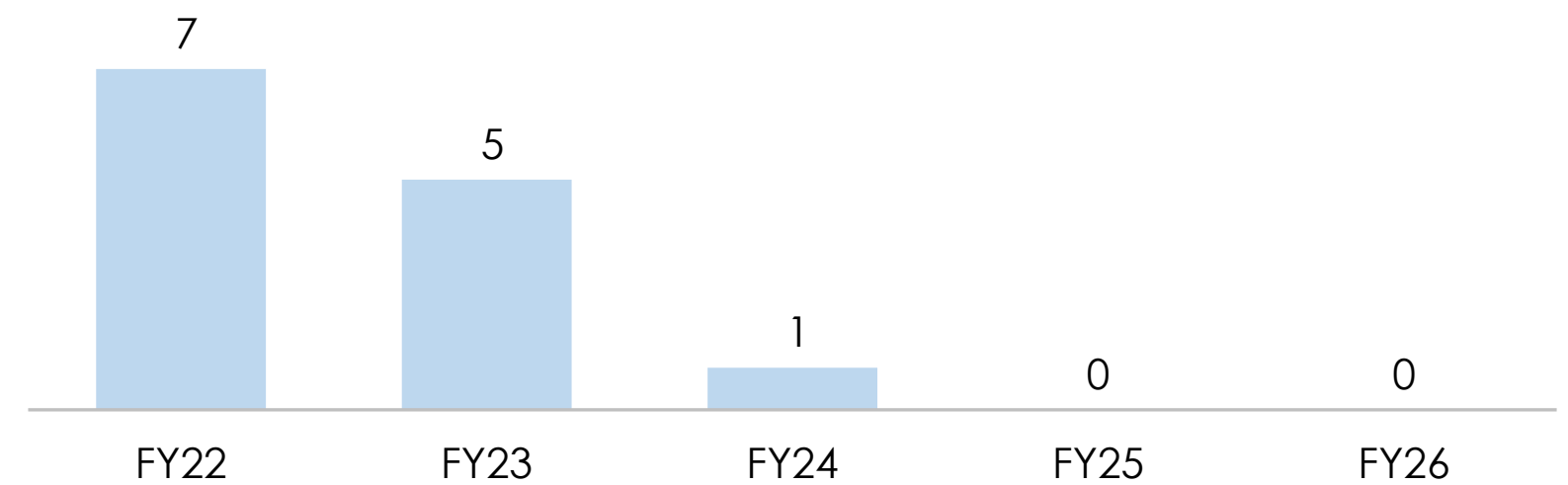
ROCE (%)



Interest Coverage Ratio (x)



Net Working Capital Days

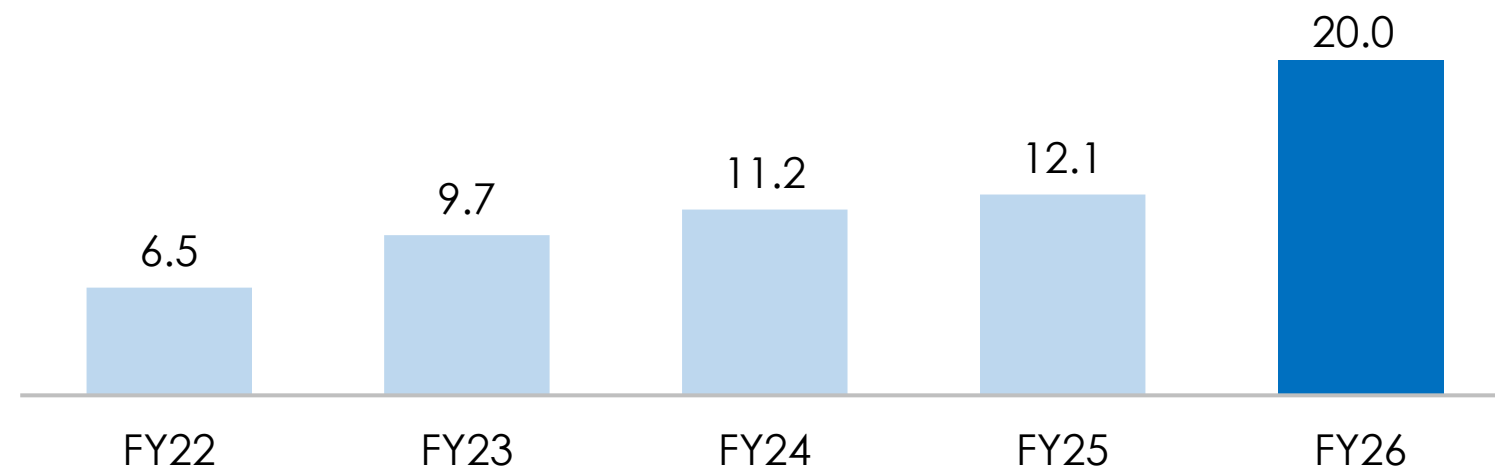


APL APOLLO TUBES

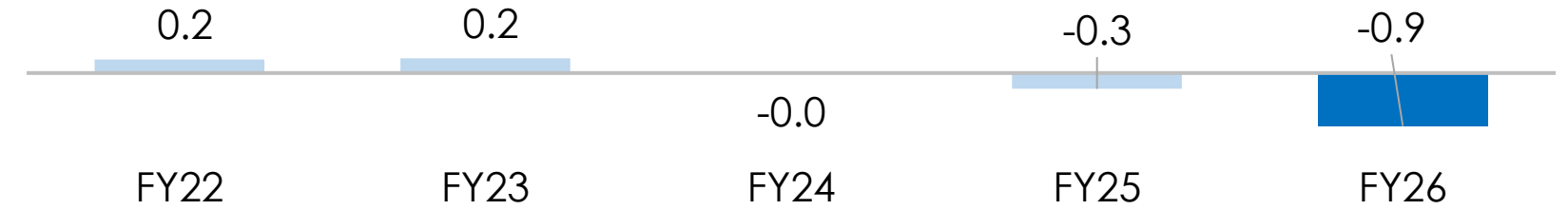
Note 1: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

Growing Strength To Strength

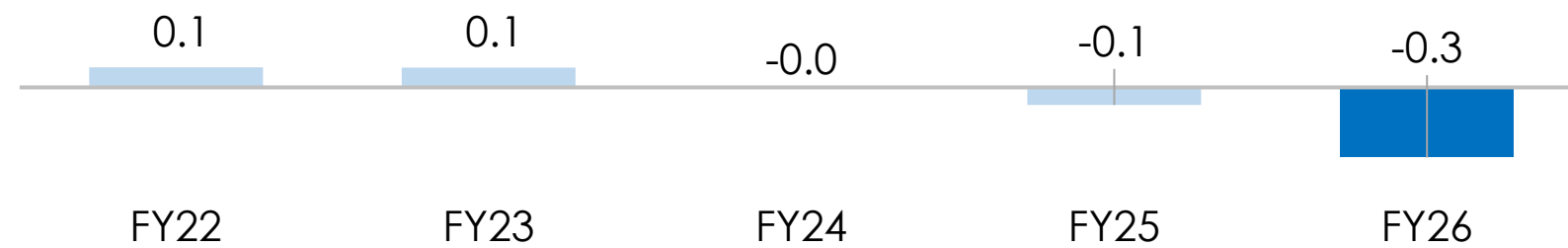
Operating Cash Flow (Rs Bn)



Net Debt/EBITDA (x)



Net Debt/ Equity (x)

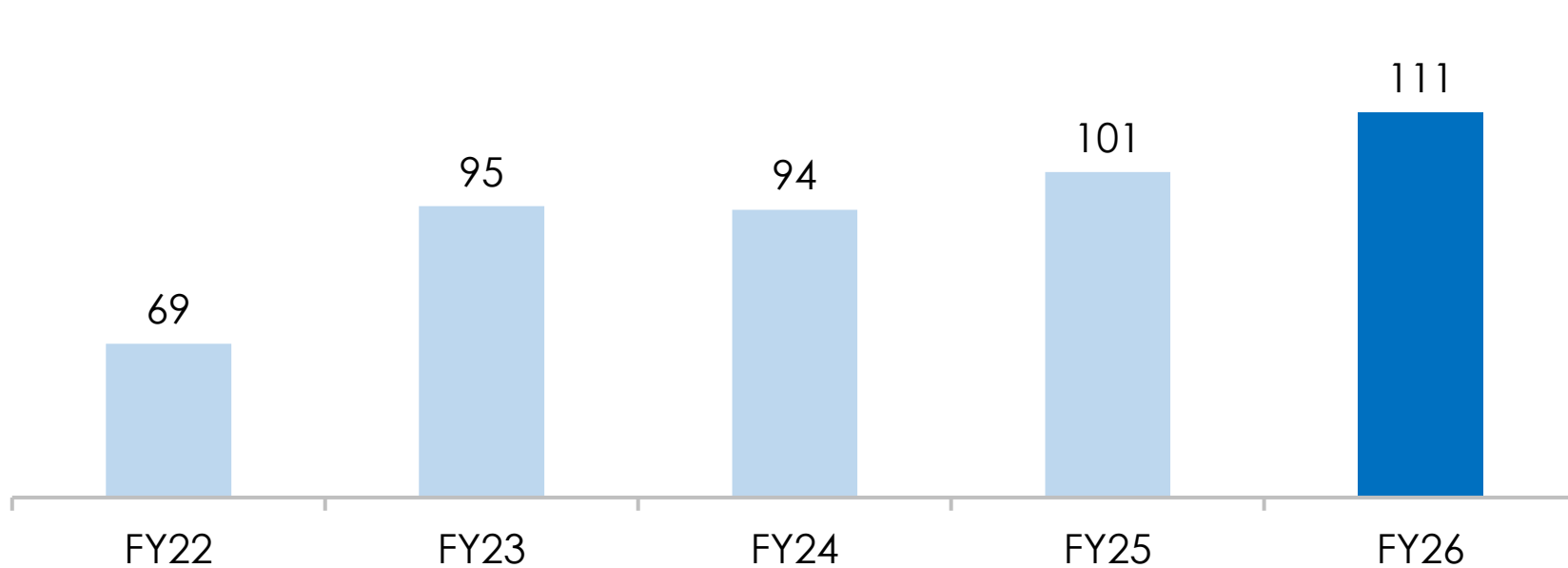


Net Debt/ (cash) (Rs Bn)

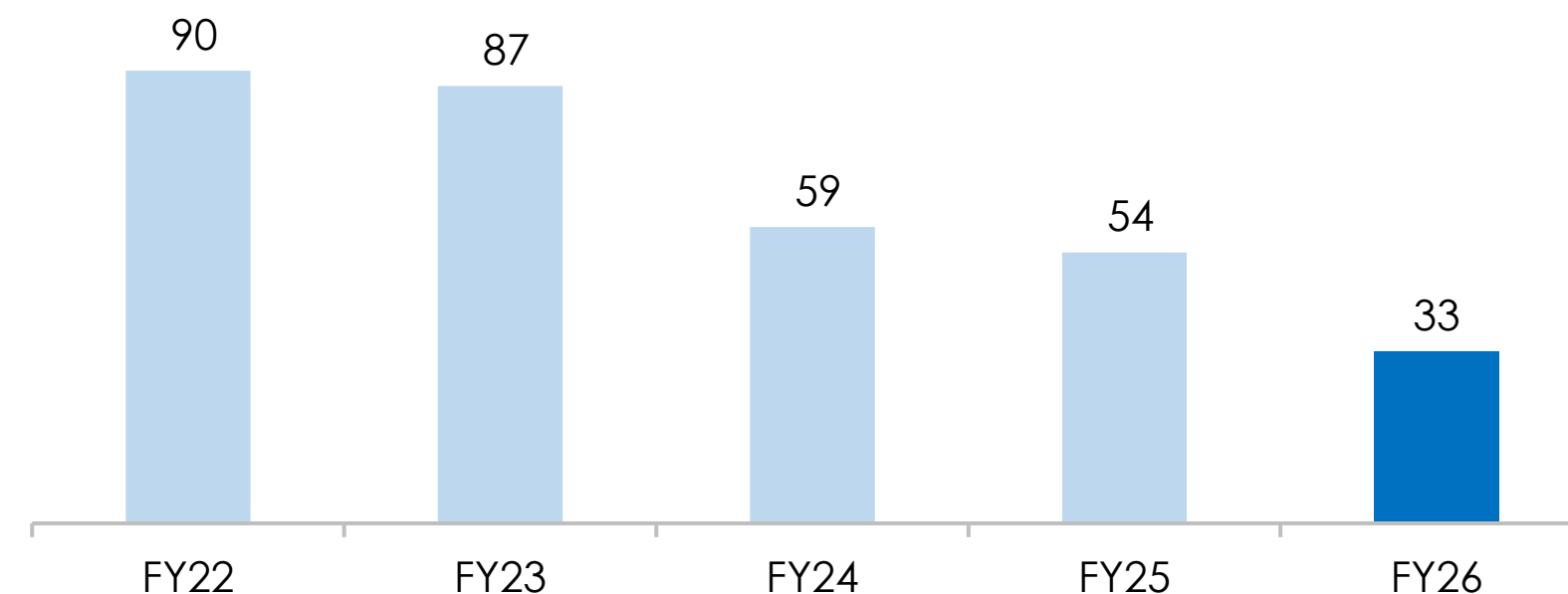


Growing Strength To Strength

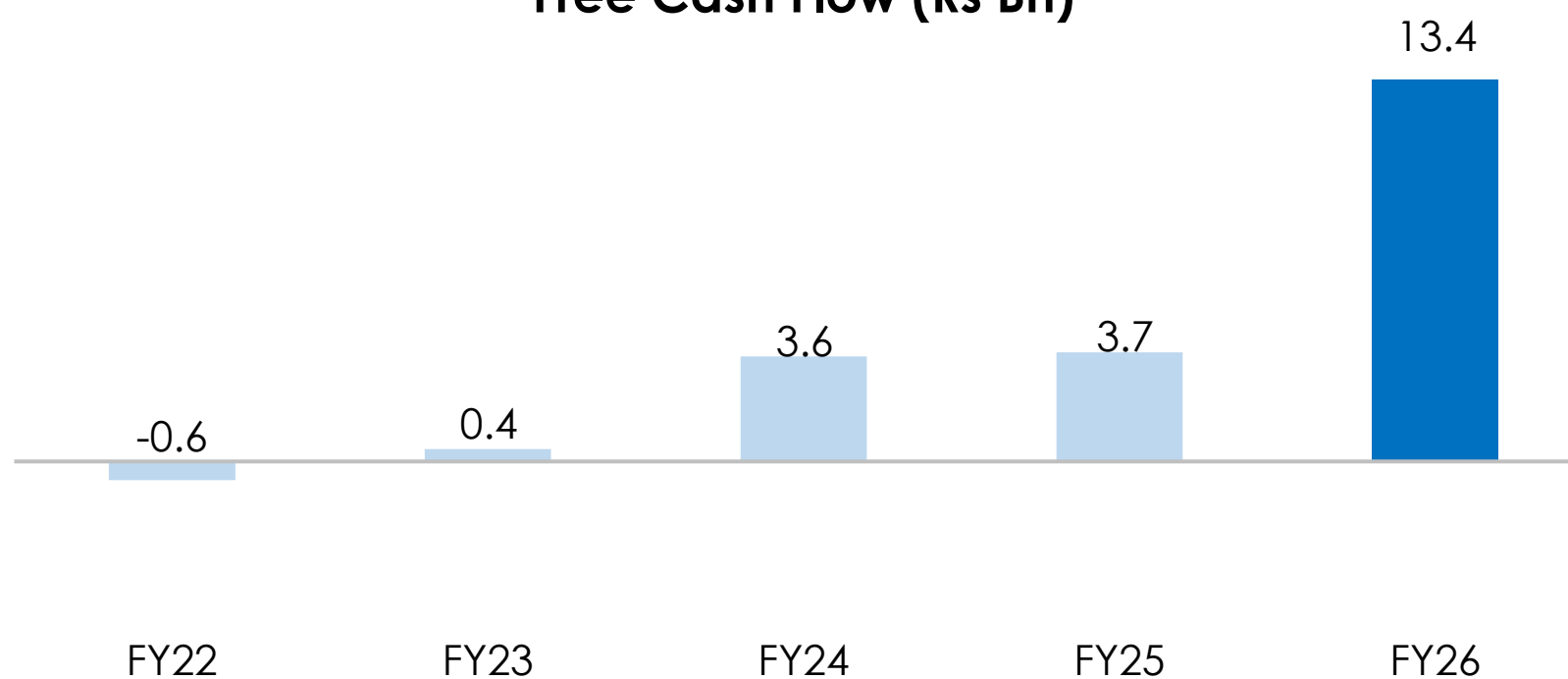
Operating Cashflow to EBITDA (%)



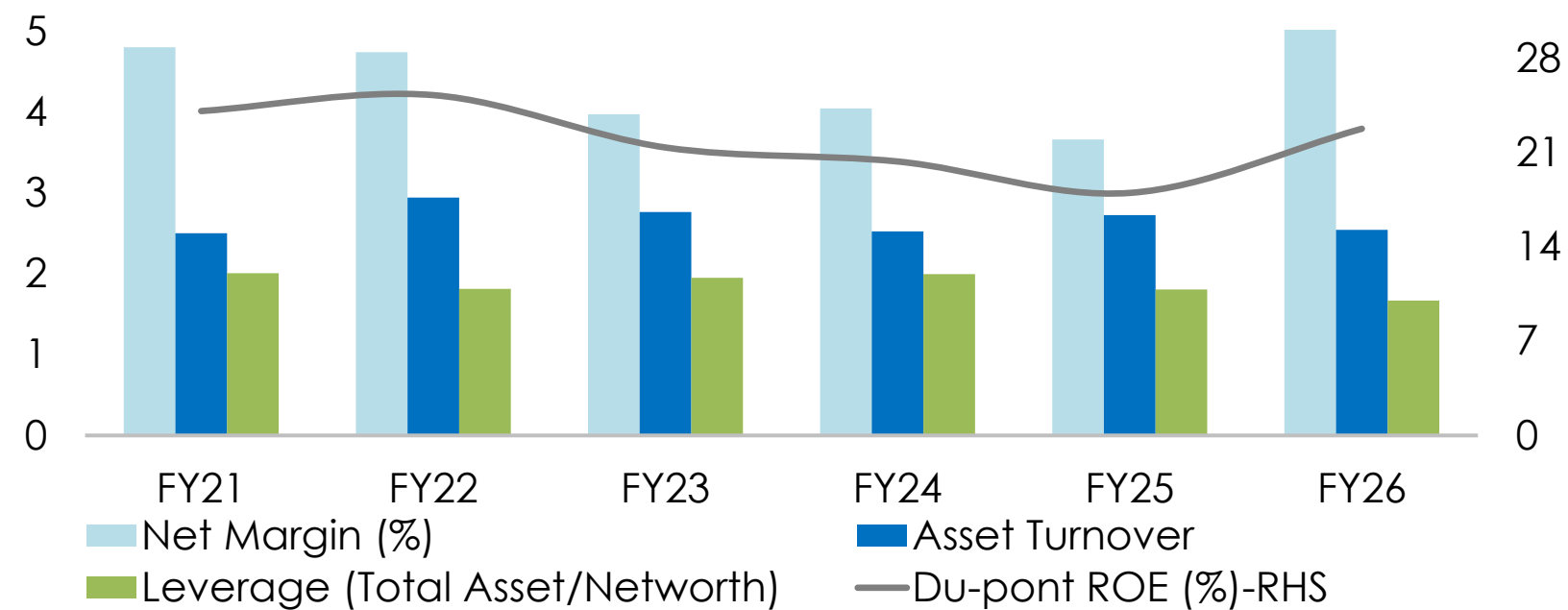
Capex to Op. Cash flow (%)



Free Cash Flow (Rs Bn)

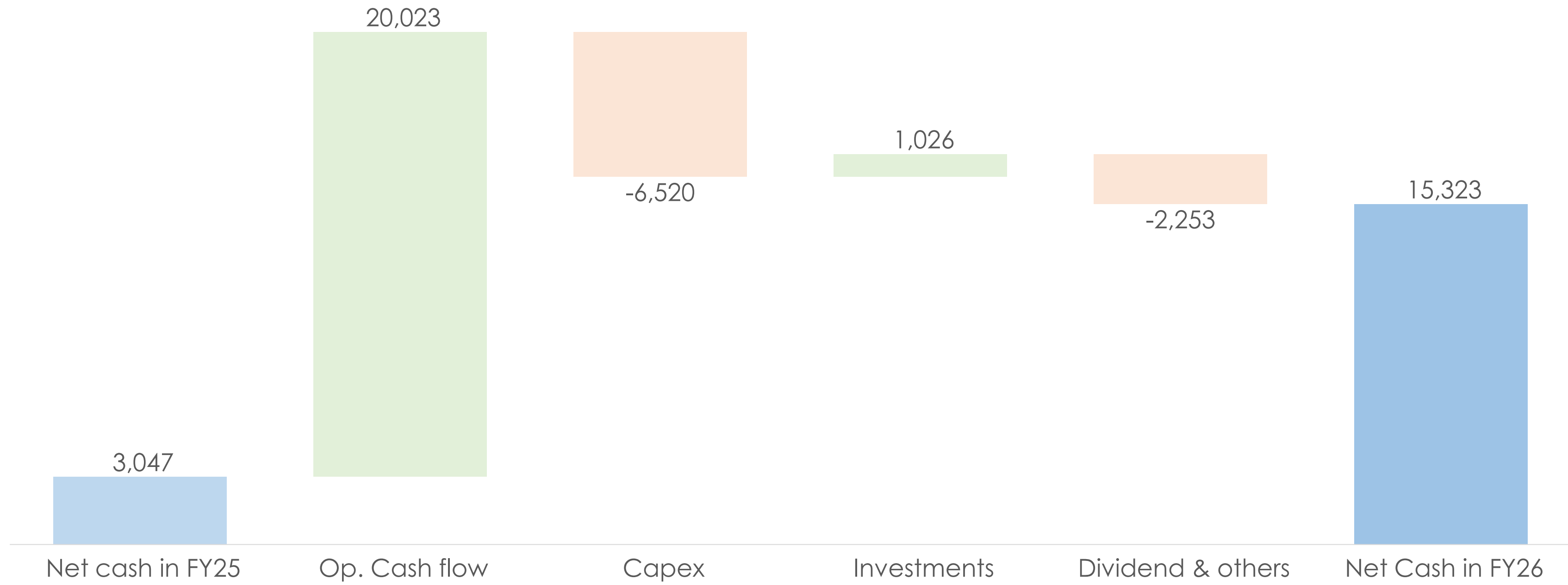


Du-Pont ROE (%)



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Cash Flow Bridge (Rs Mn)



Business continues to generate strong operational cash flow



Capex being funded from internal cash flow



Net cash balance sheet

Profit & Loss Statement (Consol)

Particulars (Rs Mn)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	Q2FY26	Q3FY26	Q4FY26	FY25	FY26
Sales Volume (K Ton)	721	758	828	850	794	855	917	925	3,158	3,491
Net Revenue	49,743	47,739	54,327	55,086	51,698	52,063	58,151	62,692	2,06,895	2,30,790
Raw Material Costs	42,697	42,419	46,623	46,964	43,803	43,413	49,007	52,680	1,78,702	1,95,090
Employee Costs	801	872	899	754	930	887	926	962	3,325	3,705
Other expenses	3,229	3,068	3,350	3,232	3,245	3,293	3,499	3,940	12,878	13,977
EBITDA	3,016	1,380	3,456	4,137	3,720	4,470	4,719	5,110	11,990	18,019
EBITDA/ton (Rs)	4,183	1,821	4,173	4,864	4,683	5,228	5,146	5,525	3,797	5,161
Other Income	247	148	216	349	256	251	247	365	960	1,119
Interest Cost	278	364	368	323	333	276	329	317	1,333	1,254
Depreciation	465	469	503	576	544	581	592	593	2,013	2,309
Tax	589	158	631	656	728	848	945	1,023	2,034	3,543
Net Profit	1,932	538	2,170	2,931	2,372	3,015	3,101	3,543	7,570	12,031

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Note 1: Sales Volume and Financials are on consolidated basis

Note 2: Trading revenue for Q4FY26 was Rs 5.3Bn

Note 3: Re- grouping has been done for the sale of traded products of Rs 6.19 Bn in the previous quarters of FY26 (Q1FY26, Q2FY26, Q3FY26)

Provisional Balance Sheet & Cash flow (Consol)

Balance Sheet - Assets (Rs mn)	FY25	FY26
Cash & Bank Balance*	9,199	19,847
Receivables	2,673	3,507
Inventories	16,232	14,453
Other current assets	4,497	3,274
Fixed assets (net)	37,056	40,683
Right to use Assets	1,579	1,810
Investments	1,262	485
Other assets/goodwill	3,465	4,273
Total Assets	75,962	88,333

Balance Sheet - Liabilities (Rs mn)	FY25	FY26
Trade payables	22,312	23,683
Other current liabilities	1,933	3,087
Debt	6,148	4,525
Others	3,481	4,073
Minority Interest	0	0
Shareholders' funds	42,087	52,965
Total Equity & Liabilities	75,962	88,333

Cashflow Statement (Rs mn)	FY25	FY26
EBITDA	11,990	18,019
Change in receivables	-1,329	-1,026
Change in inventory	125	1,749
Change in payables	2,496	1,313
Change in other WC	-250	1,832
Tax	-1,875	-2,983
Others/ Income	960	1,119
Operating cash flow	12,117	20,023
Capex	-6,538	-6,520
Investments	-360	1,026
Interest	-1,472	-1,164
Free cash flow	3,747	13,364
Dividend payments	-1,526	-1,596
Capital increase	0	0
Others	642	508
Net change in cash flow	2,863	12,275
(Net debt)/ Net cash beginning	185	3,047
(Net debt end)/ Net Cash	3,047	15,323

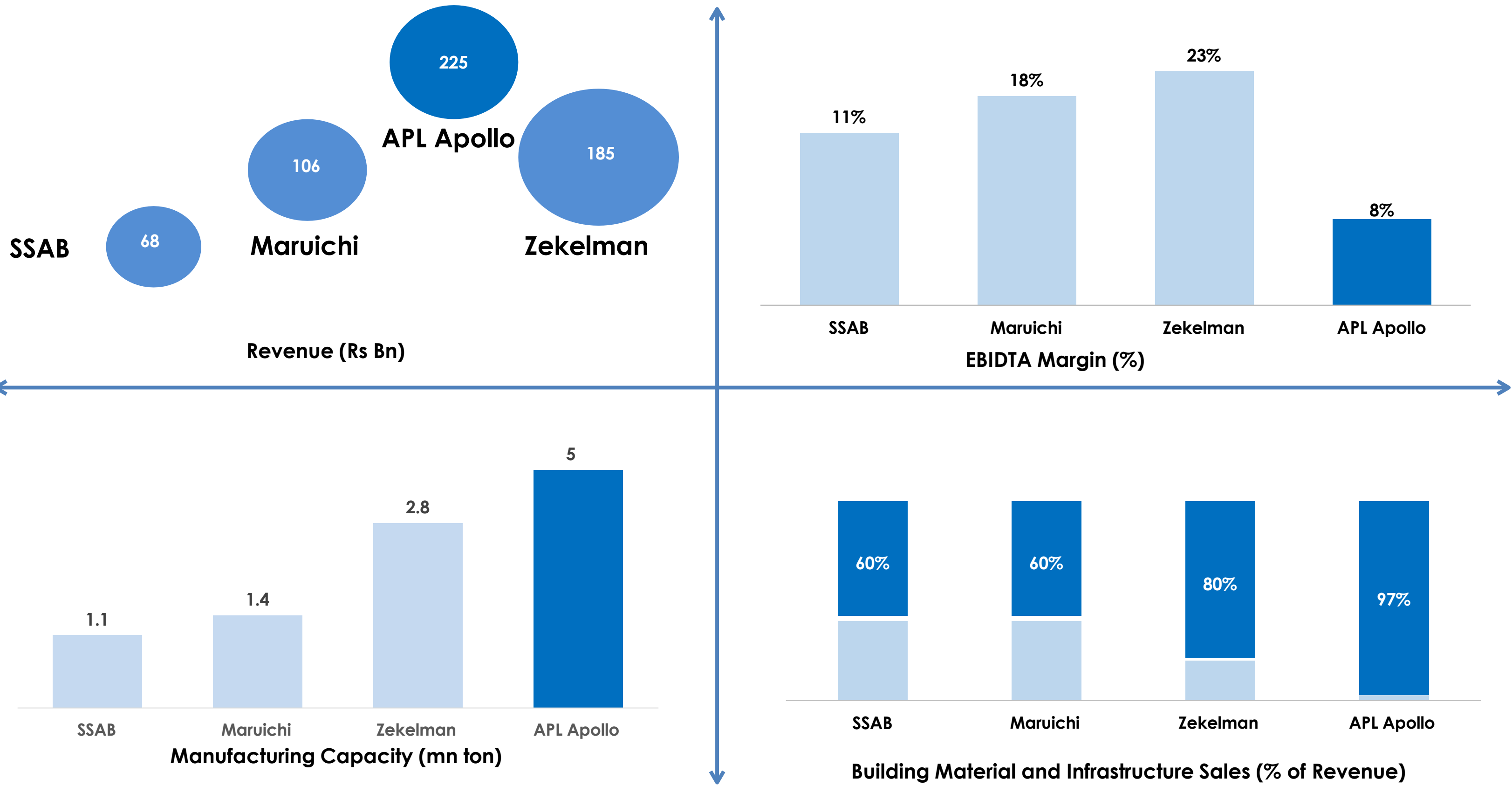
* In this presentation we have classified Fixed Deposits worth Rs11bn under cash and cash equivalents for FY26 from other financial assets (due to maturity of less than 365 days)

Yearly Revenue Mix

Product Category	Application	FY22			FY23			FY24			FY25			FY26		
		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	7	121	7,422	7	162	7,534	9	247	8,188	9	294	7,865	9	315	8,733
	Light	19	336	6,683	18	407	5,134	16	421	5,760	17	522	4,792	16	544	5,890
	General *	37	647	2,212	44	1,005	2,015	42	1,103	2,005	42	1,340	1,705	42	1,482	3,206
Apollo Z	Rust-proof	33	575	7,710	25	567	7,214	23	593	6,120	21	669	4,690	22	778	6,320
	Coated	-	-	-	2	39	5,731	5	125	6,483	6	204	5,351	7	240	6,951
Apollo Galv	Agri/Industrial	4	76	6,442	4	99	5,667	5	129	6,372	4	130	5,131	4	132	5,500
Total		100	1,755	5,386	100	2,280	4,481	100	2,618	4,553	100	3,158	3,797	100	3,491	5,161

*General sales volume includes SG premium sales volume

Global Peer Benchmarking



APL APOLLO TUBES

APL Revenue is as per FY26; EBITDA Margin is as per FY26

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 10 years in Steel Tubes Manufacturing



Deepak Goyal
Director-Operations & Group CFO

2 decades of professional experience in steel tube industry



CK Singh
Director & COO

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



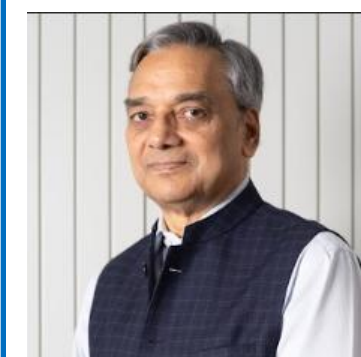
Ashok Kumar Gupta
Vice Chairman

Steel industry veteran with 4 decades of experience



Dinesh Kumar Mittal
Independent Director

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



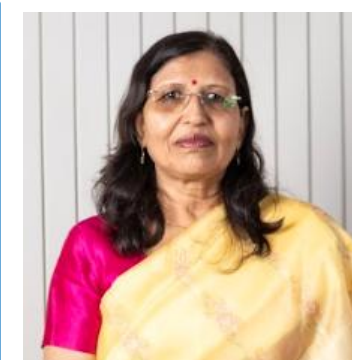
H.S. Upendra Kamath
Independent Director

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 IRS



Rajeev Anand
Independent Director

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



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



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



Rahul Gupta
Director



Deepak Goyal
Director-Operations &
Group CFO



Anubhav Gupta
Chief Strategy Officer



CK Singh
Director & COO



Chetan Khandelwal
Chief Financial Officer



Ravindra Tiwari
Chief Sales & Marketing Officer



Utkarsh Dwivedi
CEO - Dubai LLC



Brajesh Nahar
Director- ABPL

Thank You

**For further information,
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