



APL Apollo Tubes Limited

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9MFY2020

Robust sales volume at 12.32 lakh ton, higher by 34% YoY

Net Revenues Rs. 5,835 crore, higher by 15% YoY

EBITDA Rs. 371 crore, higher by 42% YoY

New Delhi, January 25, 2020: APL Apollo Tubes Limited (APL Apollo), India's leading branded steel tubes manufacturer, announced its financial results for the quarter and half year ended December 31, 2019.

Financial Performance Highlights

Performance Review for Q3 FY20 vs. Q3 FY19 (Consolidated Results)

- Sales Volume higher by 52% to 4.80 lakh tons from 3.14 lakh tons
- Net Revenues increase by 25% to Rs. 2,116 crore compared to Rs. 1,691 crore
- EBITDA* at Rs. 165 crore compared to Rs. 62 crore, higher by 164%
 - EBITDA per ton stood at Rs. 3,440/ ton
- PBT at Rs. 111 crore as compared to Rs. 20 crore, higher by 463%
- Net Profit after Tax at Rs. 74** crore compared to Rs. 13 crore, higher by 475%

Performance Review for 9M FY20 vs. 9M FY19 (Consolidated Results)

- Sales Volume* improves by 34% to 12.32 lakh tons from 9.21 lakh tons
- Net Revenues increases by 15% to Rs. 5,835 crore compared to Rs. 5,058 crore
- EBITDA* higher by 42% Y-o-Y to Rs. 371 crore compared to Rs. 263 crore
- PBT at Rs. 218 crore as compared to Rs. 132 crore, higher by 66%
- Net Profit after Tax at Rs. 181 crore compared to Rs. 86 crore, higher by 110%






Note:

Net Revenues includes other operating income, which is a part of regular business income

*EBITDA with other income

** Excluding non-controlling interest of Rs 8.99 crore

Sales Volume Break-up

Product Category *	Product & uses	Sample	Q3 FY20	Q3 FY19	Y-o-Y growth (%)
Apollo Structural	Structural steel construction material - Residential, Commercial, Infrastructure		254,856	183,886	39
Apollo Z	Galvanized structural steel construction material - Residential, Commercial, Infrastructure		87,748	66,872	31
Apollo Build	Galvanized products for industrial and agricultural uses		29,631	18,929	57
Apollo Chaukhat, Apollo Plank, Apollo Signature	Home Improvement applications		47,148	-	
Apollo Standard	Construction material, Industrial, Agriculture		60,842	45,020	35

Commenting on the Company's performance for Q3 & 9M FY2020, Mr. Sanjay Gupta, Chairman, APL Apollo, said,

"We are happy to share that we have reported healthy volume growth of 52% during the quarter led by strong demand across product categories. Strong volume contribution from Apollo Tricoat also assisted our overall volume growth during the quarter.

Looking ahead, with our focused branding approach and our innovative product portfolio, we believe, we are well positioned to benefit from the recovery in the operating environment and look forward to delivering healthy results in the upcoming quarters. Overall, we remain confident of delivering healthy sales volume growth in FY20 & FY21."

Key Developments

- **Registered healthy volumes in Q3 FY20, higher by 52% YoY at 4.80 Lac MTPA**
 - The Company delivered healthy sales volume of 480,225 MTPA in Q3 FY20 as against 314,707 MTPA in Q3 FY19, higher by 52% YoY. This was led by strong demand across product categories
 - Healthy volumes from Apollo Tricoat further assisted overall volume growth during the quarter
 - Growth was reported despite facing external challenges such as, muted demand sentiments in the domestic market, slowdown in construction activity and flooding in key markets
 - In 9M FY20, sales volumes for stood at 1,232,730 MTPA as against 920,819 MTPA in 9MFY19, higher by 34% YoY

- **Apollo Tricoat delivers a healthy performance in Q3 FY20**
 - Apollo Tricoat delivered a sales volume of 47,148 MTPA during Q3 FY20. On a sequential basis, the volumes grew by 71% QoQ

- The growth in Apollo Tricoat was primarily driven by the Company's innovative home improvement products, including brands such as 'Apollo Signature', 'Apollo Chaukhat' and 'Apollo Elegant'
- As Apollo Tricoat's operations at its newly commissioned facilities at Dadri, Uttar Pradesh and at Malur, Karnataka further stabilize, the company anticipates strong volume performance, going forward

About APL Apollo Tubes Limited

APL Apollo Tubes Limited (APL Apollo) *BSE: 533758, NSE: APLAPOLLO+ is one of India's leading branded steel products manufacturers. Headquartered at Delhi NCR, the Company operates 10 manufacturing facilities with a total capacity of 2.5 Million MTPA. It has a PAN-Indian presence with units strategically located in Sikandarabad, Dujana, Bangalore, Hosur, Raipur, Hyderabad and Murbad. APL Apollo's multi-product offerings include over 1,100 varieties of structural steel tubes.

With state-of-the-art-manufacturing facilities, APL Apollo serves as a 'one-stop shop' for a wide spectrum of steel products, catering to an array of industry applications such as urban infrastructures, housing, irrigation, solar plants, greenhouses and engineering. The Company's vast 3-tier distribution network of over 790 dealers is spread all across India, with warehouses cum- branch offices in over 29 cities

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

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