



**YOU THINK
WE SUPPLY**

CELEBRATING NETWORK OF 800 DISTRIBUTORS



Q4 & FY22 Results

Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



Contents

- Q4 & FY22 at glance
- Financial Performance
- Business Strategy
- New Initiatives
- ESG Engagement
- Team Apollo



Q4FY'22 at a Glance



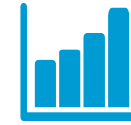
552k ton
Sales Volume
27% yoy increase



₹ 42.2 Bn
Revenue
63% yoy increase



₹2.7 Bn
EBITDA
29% yoy increase



₹ 4,823
EBITDA/ ton
2% yoy increase



₹101 Mn*
Interest Cost
30% yoy decline



₹ 1.6 Bn
Net profit
37% yoy increase



60%
Value Added
Portfolio mix
FY21 was 57%



₹ 6.5 Bn
Operating Cash flow
FY21 was Rs 9.8 Bn



7 days
Net Working Capital days
FY21 was 8 days



34.5%
ROCE as at FY22
FY21 was 26.5%



28.8%
ROE as at FY22
FY21 was 24.8%



₹ 2.0 Bn
Net debt
FY21 was 1.6 Bn

**Interest Cost does not include Interest Income of Rs43.2mn; it has been accounted in Other Income*

Note1: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

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

FY'22 at a Glance



1,755k ton
Sales Volume
7% yoy increase



₹ 130.7 Bn
Revenue
54% yoy increase



₹9.5 Bn
EBITDA
39% yoy increase



₹ 5,386
EBITDA/ton
30% yoy increase



₹445 Mn*
Interest Cost
33% yoy decline



₹ 5.6 Bn
Net profit
55% yoy increase



63%
Value Added
Portfolio mix
FY21 was 57%



7 Days
Net working Capital
Days
FY21 was 8 Days



₹ 2.0 Bn
Net debt
FY21 was 1.6 Bn



34.5%
ROCE as at FY22
FY21 was 26.5%



28.8%
ROE as at FY22
FY21 was 24.8%



ESG
Scored 56th percentile on
DJSI assessment FY21

**Interest Cost does not include Interest Income of Rs157mn; it has been accounted in Other Income*

Note1: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

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

FINANCIAL PERFORMANCE



De-commoditizing Product Portfolio

Value added products contributed 60% of total sales in Q4

Product Category	Application	Q4FY21			Q1FY22			Q2FY22			Q3FY22			Q4FY22		
		Sales Mix	Volume	EBITDA /Ton	Sales Mix	Volume	EBITDA /Ton	Sales Mix	Volume	EBITDA/ Ton	Sales Mix	Volume	EBITDA/ Ton	Sales Mix	Volume	EBITDA /Ton
		(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)
Apollo Structural	Heavy Structures	9	38	5,012	5	19	8,000	6	26	6,240	9	35	7,531	7	40	7,835
	Light Structures	13	58	5,106	11	40	6,300	12	51	5,137	12	47	4,721	11	60	5,074
	General Products	40	173	1,996	33	124	3,125	38	161	2,194	35	139	1,524	40	223	1,955
Apollo Z	Rust-proof structures	16	70	7,708	23	85	8,990	21	90	8,083	23	91	7,714	19	103	7,942
	Rust-proof sheet	2	10	4,804	8	30	6,000	5	21	5,136	5	19	4,554	6	35	4,746
Apollo Tricoat	Home Improvement	15	66	7,672	16	59	11,716	14	61	8,172	13	54	7,999	12	65	7,149
Apollo Galv	Agri/Industrial	4	19	6,981	4	17	7,257	4	16	6,353	4	17	6,051	5	26	6,230
Apollo Build/ New Raipur	Coated Products													0	0.4	5,040
Total		100	435	4,742	100	373	6,825	100	427	5,199	100	403	5,023	100	552	4,823

Standard products with EBITDA around Rs 2,000/ Ton

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

De-commoditizing Product Portfolio

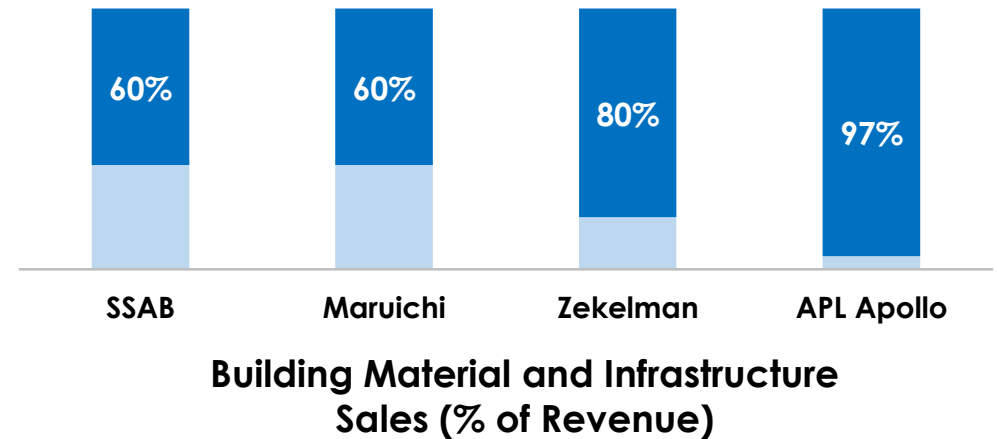
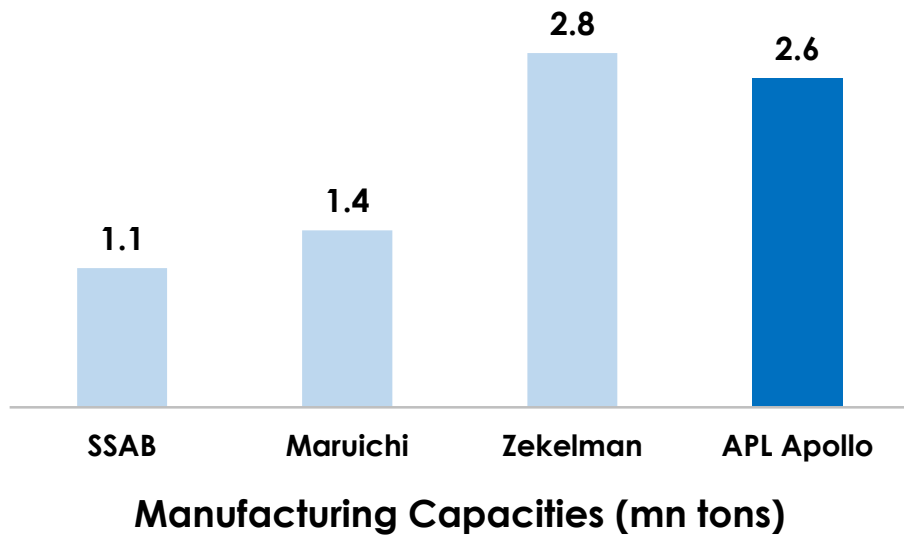
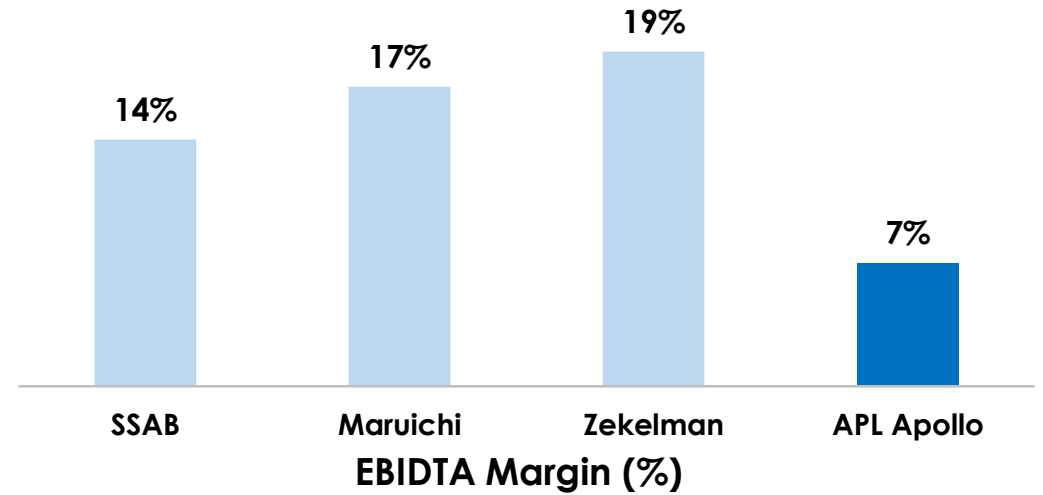
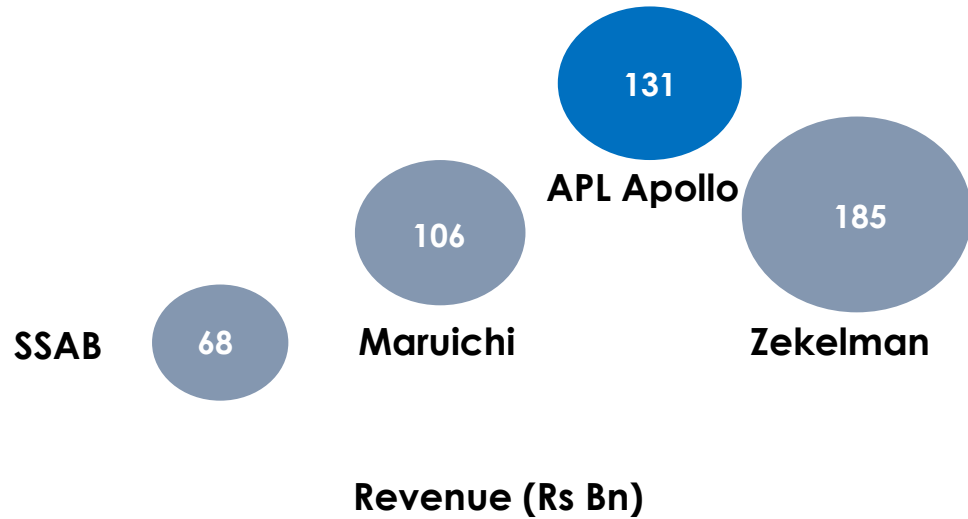
Value added products contributed 63% of total sales in FY22 vs 42% in FY18

Product Category	Application	FY18			FY19			FY20			FY21			FY22			Annual
		Sales Mix	Volume	EBITDA /Ton	Sales Mix	Volume	EBITDA /Ton	Sales Mix	Volume	EBITDA/ Ton	Sales Mix	Volume	EBITDA/ Ton	Sales Mix	Volume	EBITDA/ Ton	Capacity
		(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(KTon)
Apollo Structural	Heavy Structures	5	52	3,707	6	80	3,775	6	101	4,000	6	95	4,721	7	121	7,422	200
	Light Structures	6	70	3,658	8	108	3,707	5	87	3,800	13	213	4,717	11	198	5,253	430
	General Products	58	656	2,052	58	777	1,615	55	898	1,361	43	713	1,658	37	647	2,145	1,000
Apollo Z	Rust-proof structures	21	241	5,691	21	279	5,568	20	333	5,021	18	294	6,728	21	369	8,161	450
	Rust-proof sheet	-	0	4,704	-	3	4,703	0	2	5,000	1	23	4,720	6	105	5,146	50
Apollo Tricoat	Home Improvement	-	-	-	-	-	-	7	113	6,589	14	231	7,072	14	239	8,737	350
Apollo Galv	Agri/Industrial	10	111	4,880	7	92	4,362	6	99	3,952	4	71	6,040	4	76	6,442	120
Apollo Build/ New Raipur	Coated Products	-	-	-	-	-	-	-	-	-	-	-	-	0.0	0.4	5,040	-
Total		100	1,130	3,283	100	1,339	2,933	100	1,633	2,923	100	1,640	4,138	100	1,755	5,386	2,600

Standard products with EBITDA around Rs 2,000/ Ton

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

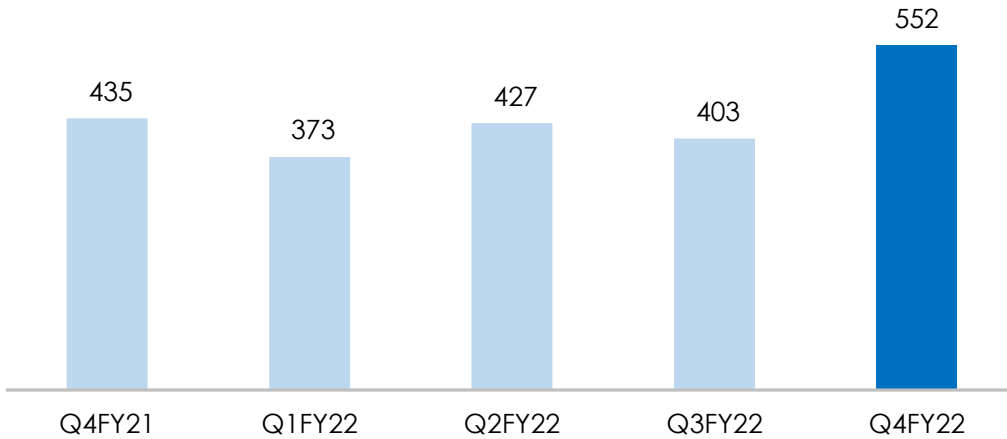
Global Peer Benchmarking



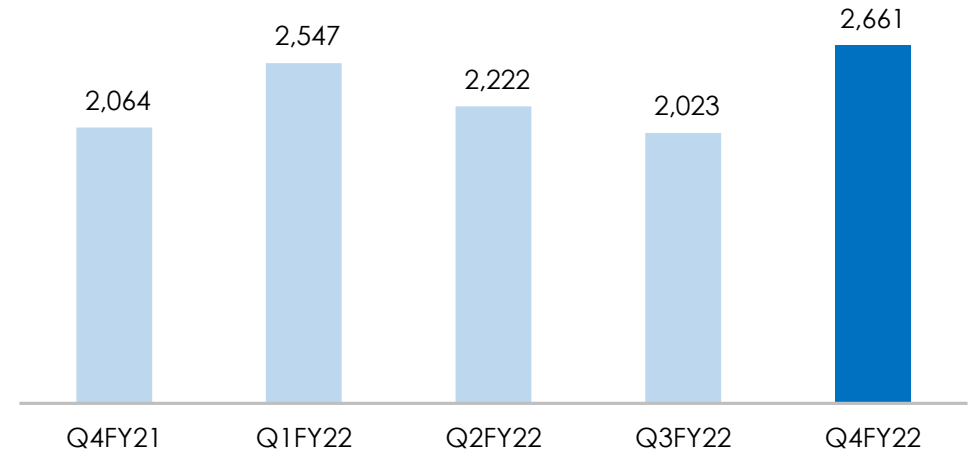
Based on latest financial available data

Growing Strength to Strength

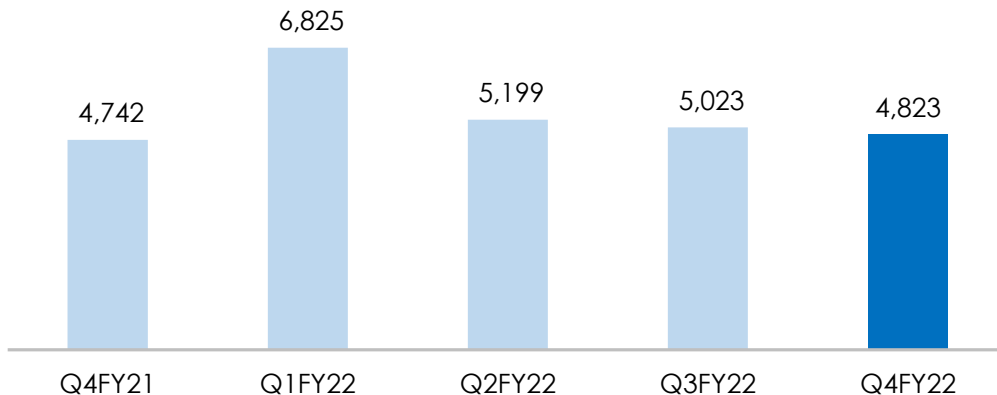
Volume (k'ton)



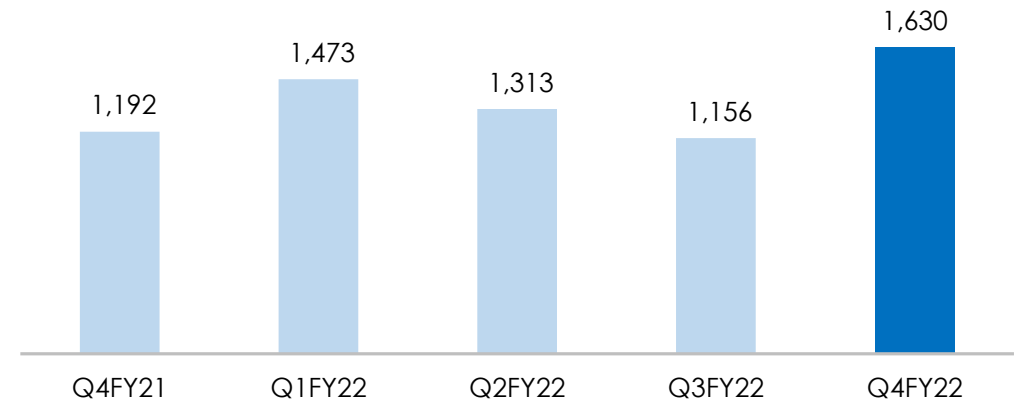
EBITDA (Rsm)



EBITDA/Ton (Rs)



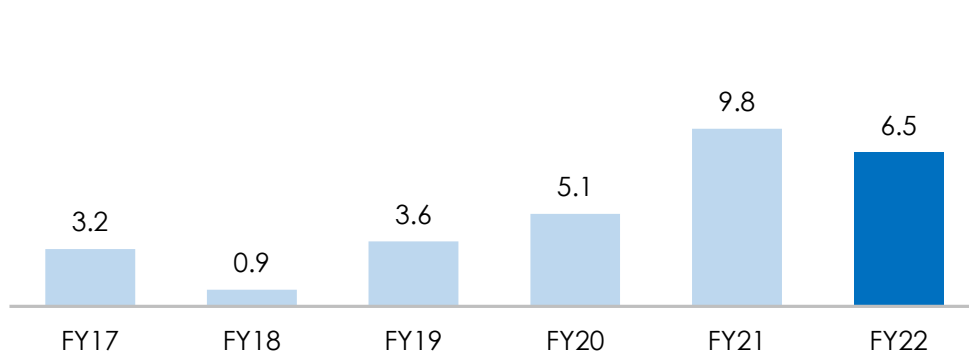
Net Profit (Rsm)



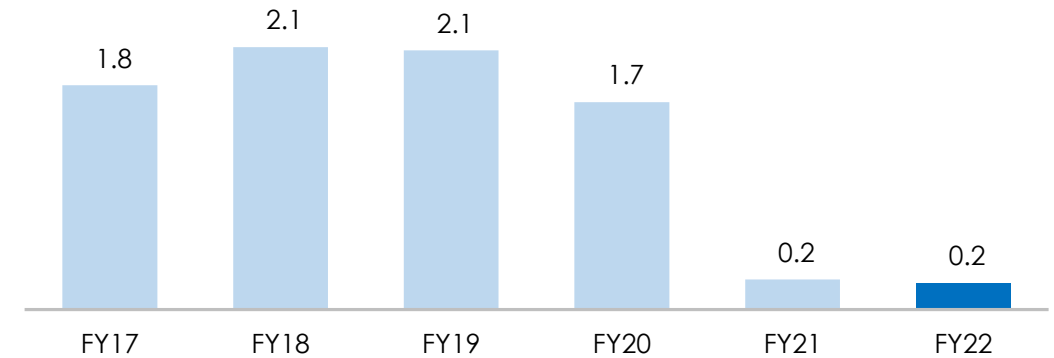
1. Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest
2. EBITDA has been calculated without other income

Growing Strength to Strength

Operating Cash Flow (Rs Bn)



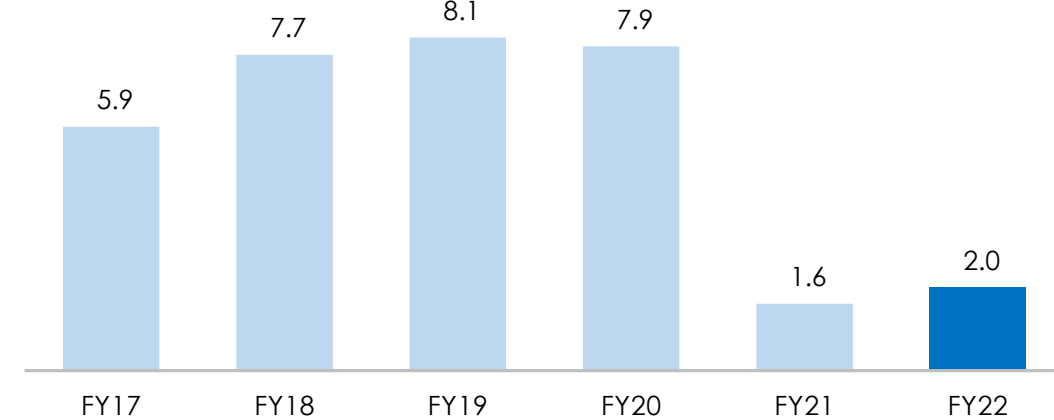
Net Debt/EBITDA (x)



Net Debt/ Equity (x)

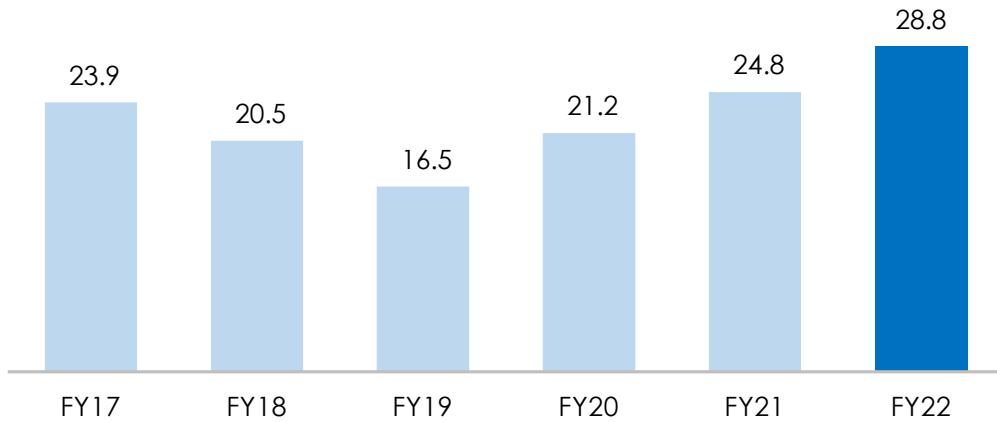


Net Debt (Rs Bn)

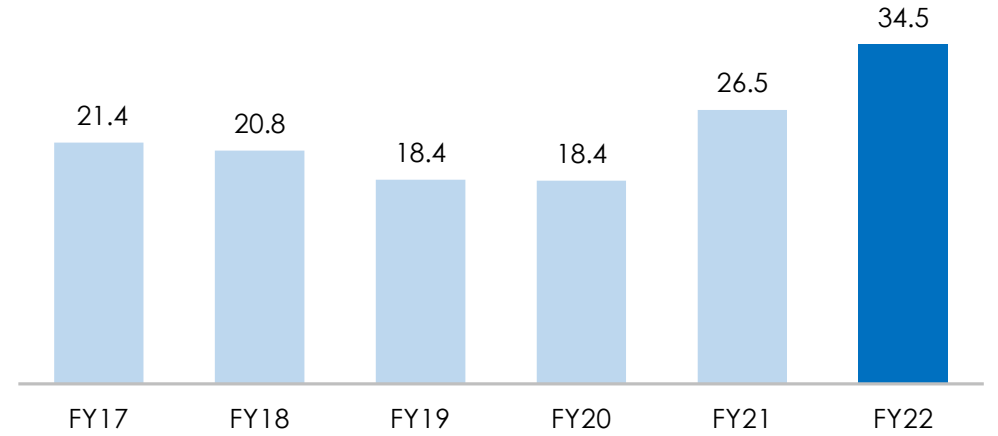


Growing Strength to Strength

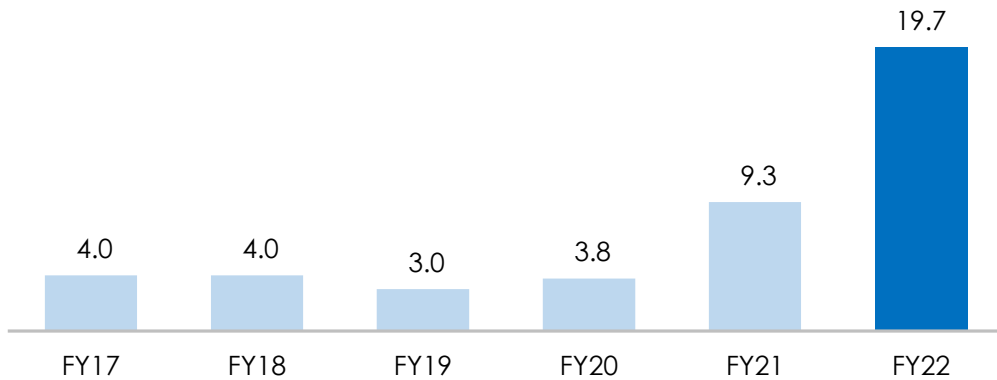
ROE (%)



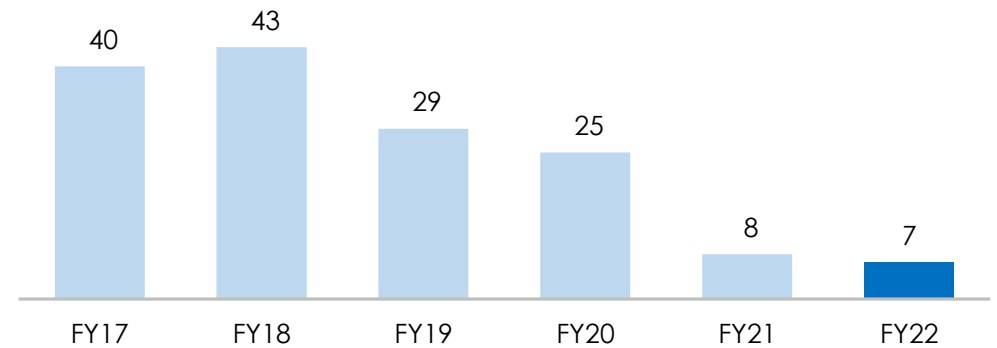
ROCE (%)



Interest Coverage Ratio (x)



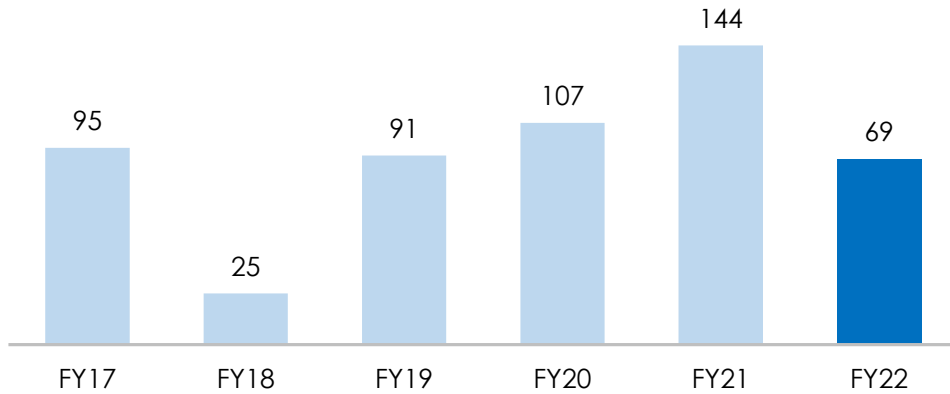
Net Working Capital Days



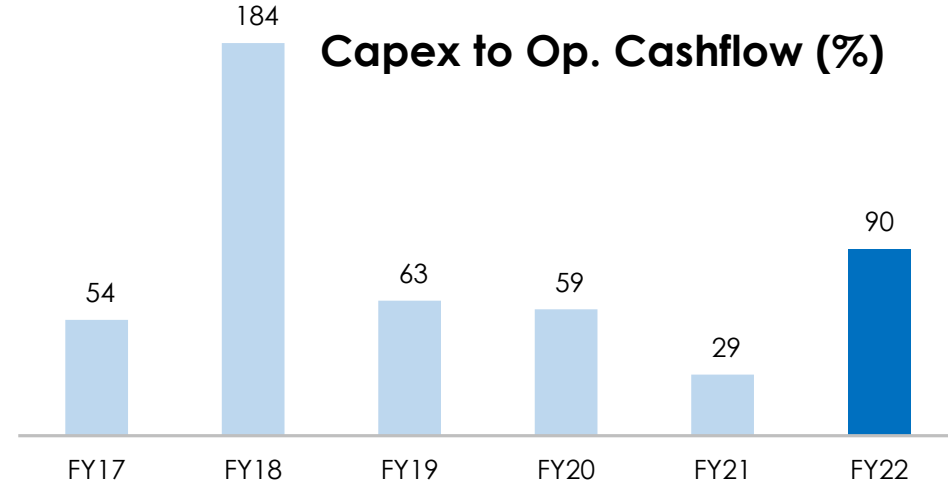
Note: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

Growing Strength to Strength

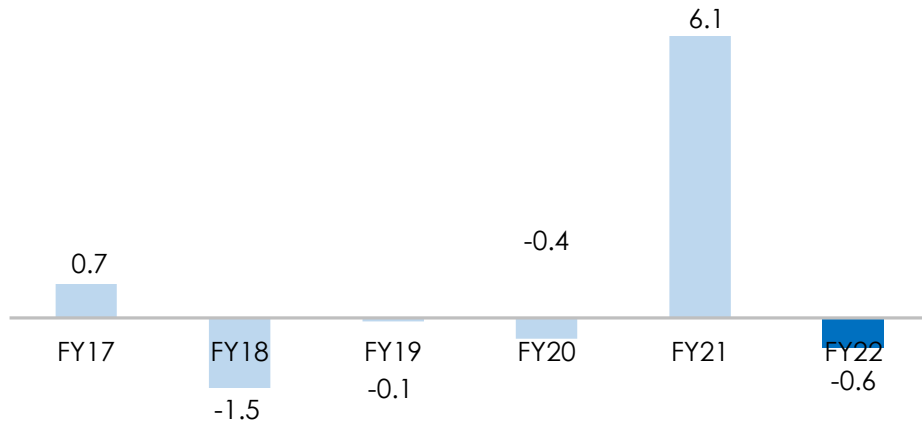
Operating Cashflow to EBITDA (%)



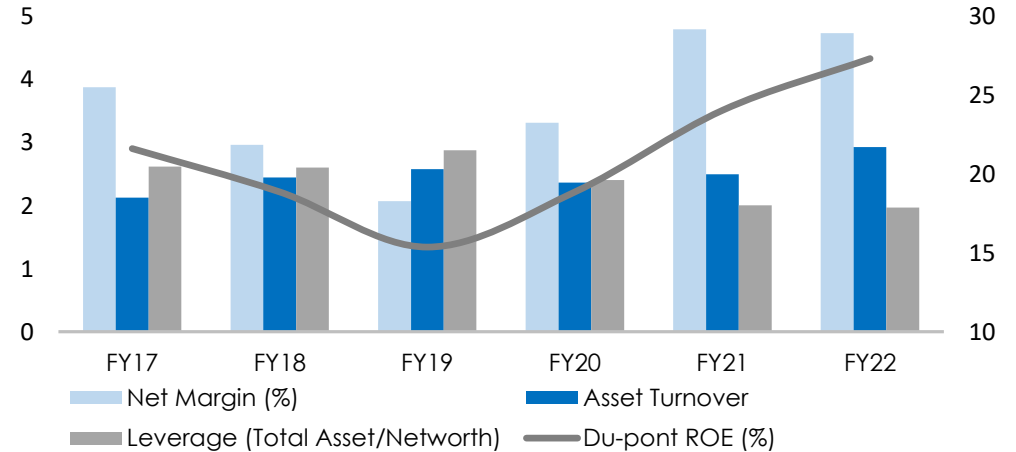
Capex to Op. Cashflow (%)



Free Cashflow (Rs Bn)



Du-Pont ROE (%)



Profit & Loss Statement (Consol)

Particulars (Rsm)	Q4 FY21	Q1 FY22	Q2FY22	Q3FY22	Q4FY22	FY22	FY21
Sales Volume (k Ton)	435	373	427	403	552	1,755	1,640
Net Revenue	25,870	25,343	30,839	32,304	42,147	1,30,633	84,998
Raw Material Costs	21,993	20,771	26,534	28,097	36,829	1,12,231	71,648
Employee Costs	317	359	373	389	410	1,530	1,296
Other expenses	1,495	1,666	1,711	1,795	2,247	7,419	5,266
EBITDA	2,064	2,547	2,222	2,023	2,661	9,452	6,787
EBITDA/ton (Rs)	4,742	6,825	5,199	5,023	4,823	5,386	4,138
Other Income	126	102	114	79	110	405	359
Interest Cost	143	128	107	109	101	445	661
Depreciation	275	265	273	272	279	1090	1,028
Tax	428	572	495	442	625	2,133	1,381
Net Profit	1,344	1,684	1,461	1,279	1,766	6,190	4,077
Minority Interest (MI)	152	211	148	123	136	617	475
Net Profit (after MI)	1,192	1,473	1,313	1,156	1,630	5,573	3,602

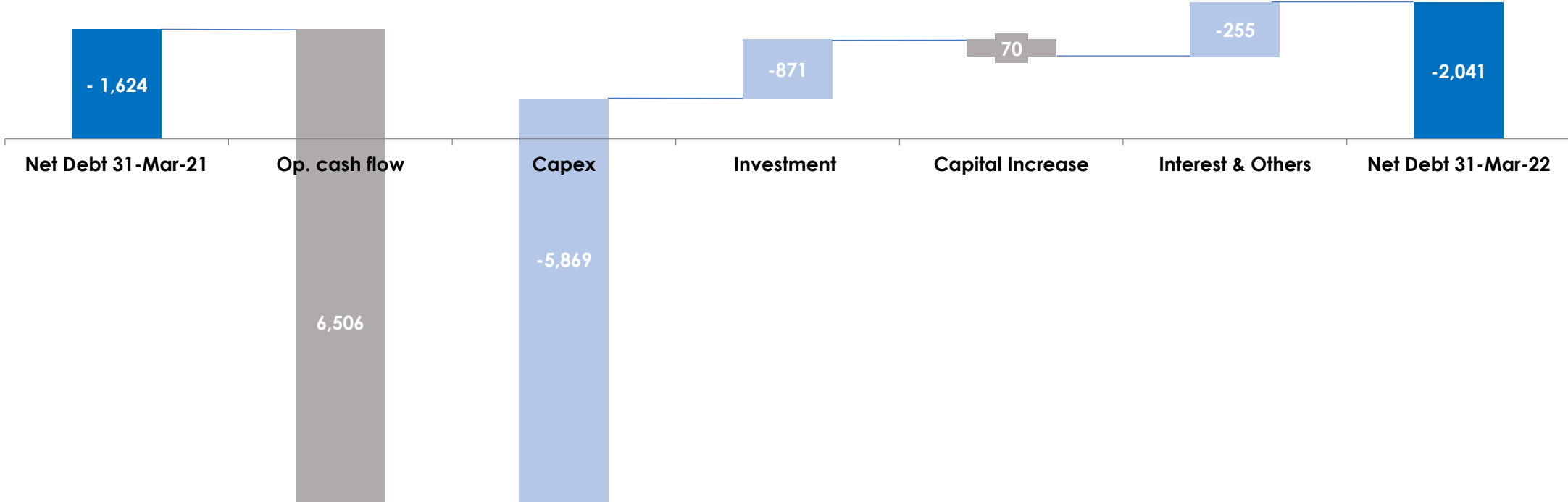
Note 1: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

Balance Sheet & Cash flow (Consol)

Balance Sheet - Assets (Rs mn)	FY22	FY21
Cash & Bank Balance	3,764	3,579
Receivables	3,417	1,306
Inventories	8,472	7,599
Other current assets	2,617	1,507
Fixed assets (net)	21,078	16,091
Right to use Assets	946	949
Investments	863	15
Other assets/goodwill	3,367	2,943
Total Assets	44,524	33,990
Balance Sheet - Liabilities (Rs mn)	FY22	FY21
Trade payables	10,594	7,859
Other current liabilities	1,365	557
Debt	5,806	5,203
Others	2,119	2,041
Minority Interest/Provision	2,000	1,383
Shareholders' funds	22,640	16,947
Total Equity & Liabilities	44,524	33,990

Cashflow Statement (Rs mn)	FY22	FY21
EBITDA	9,452	6,787
Accounts receivables	-2,108	3,470
Inventory	-887	232
Other WC changes	1,638	117
Tax	-1,993	-1,195
Other Income	405	359
Operating cash flow	6,506	9,771
Capex	-5,869	-2,798
Investments	-871	-265
Interest	-407	-623
Free cash flow	-640	6,086
Dividend payments	0	0
Capital increase	70	154
Tricoat consolidation/Others	152	18
Net change in cash flow	-418	6,258
Net debt beginning	-1,624	-7,882
Net debt end	-2,041	-1,624

Consol. Cash Flow Bridge (Rs mn)



APL APOLLO TUBES



Business continues to generate strong operational cash flows



Capex being funded from internal cash flows



Net debt to EBITDA at 0.2x

BUSINESS STRATEGY



Capex Plan for value addition

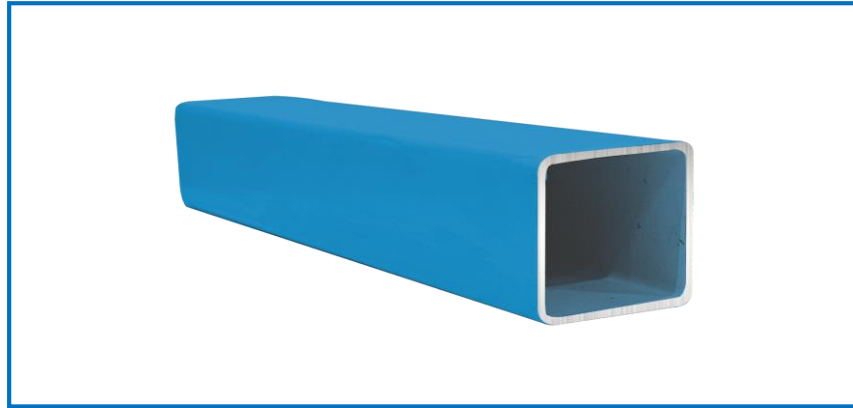
- Residual capex in Apollo Raipur – **Rs 3bn**
- Value addition/ backward integration in Hyderabad/Hosur plants - **Rs 500m**
- Investment into value addition lines at other plants - **Rs 500mn**
- Innovative galvanized lines to improve efficiency - **Rs1bn**
 - To help reduce Zinc consumption by upto 4kg per steel tube ton
- 2 new plants in Kolkata/Dubai - **Rs 1.5bn**
 - Only investments into land/building/infrastructure
 - Plant & machines to be shifted from existing facilities

Total Capex of **Rs 6.5bn** to be funded from internal cash flows in FY23-24

Distribution Enhancement

- **Investment in Shankara Building Products (Largest distributor)**
 - Shift towards sales consistency
 - Better pricing policy in South Market led by secured volumes
 - Strong launch platform for new value added products
 - Significant opportunity for market share expansion
 - Sales volume uptick already visible
- **Started secondary sales on pilot basis in 8 states to penetrate deeper into the market**

Innovation



COLOUR COATED TUBES

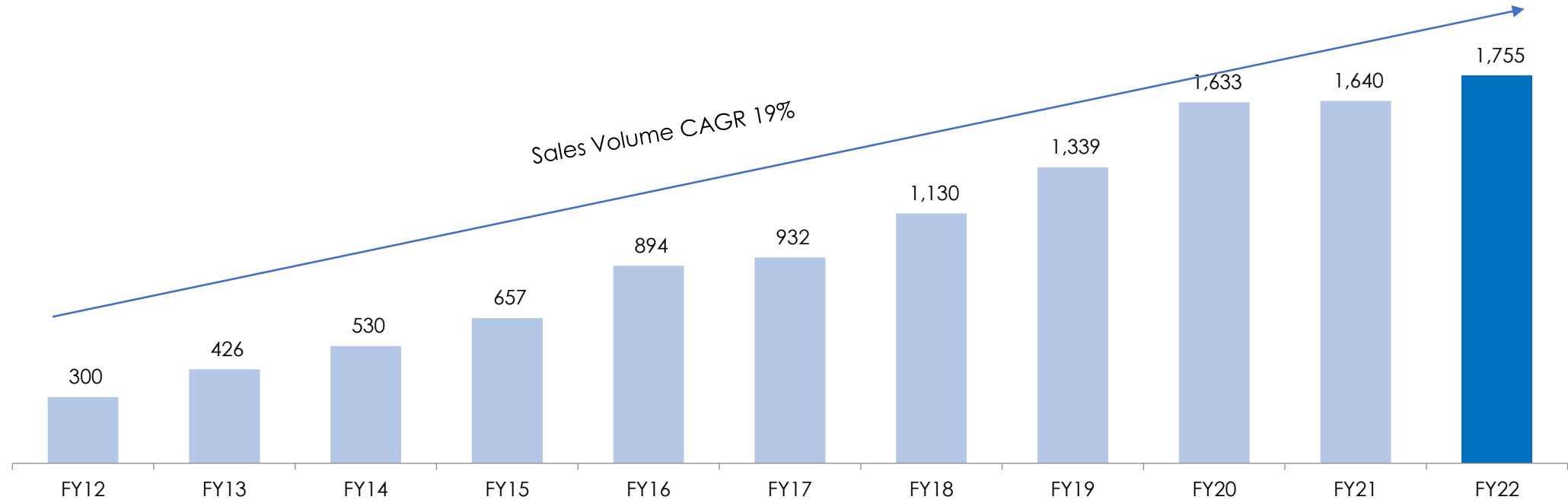


DESIGNER TUBES

- Launched 2 innovative products – color coated and designer tubes
- Target segment- **Pre-engineered buildings, Doorframes, Home decor**
- Good market acceptance for both Products
- Potential to become 50,000 ton market for each product

Market Creation

APL Apollo Sales Volume (k tons)



55% Market Share in Structural Steel Tubes

- Developed Structural steel tube market in India
- Focused on steel strength and building material application
- Innovation of new sizes and shapes
- Introduction of new applications

How Have We Created Market..

Conventional Construction Products	Applications	Why Structural Steel Tube replaces these products?
Steel Angle/Channels	Structural support, Towers infrastructure	Uniform Strength, Lower steel consumption
Wood	Furniture, Door Frames, Planks	Cost Effective, Termite Proof, Environmental Friendly
Aluminum Profiles	Facades & Glazing	Cost Effective, Higher Strength
Reinforced Cement Concrete	Construction of Buildings	Faster Construction Environmental Friendly
Fabricated Metal Sheet	Pre-Engineered Steel Buildings	Lower steel consumption Reduces overall project cost

How we replaced the conventional products..

**Low Diameter
Steel Tubes/Low Load
Bearing**

**High Diameter
Steel Tubes/High
Load Bearing**

Registered Patents

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

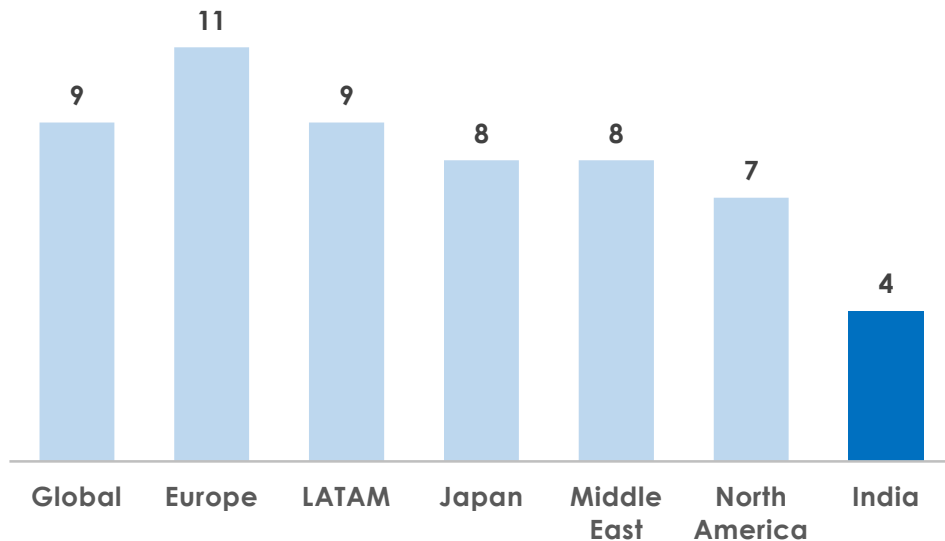
Revolutionizing Construction Industry

APL APOLLO TUBES

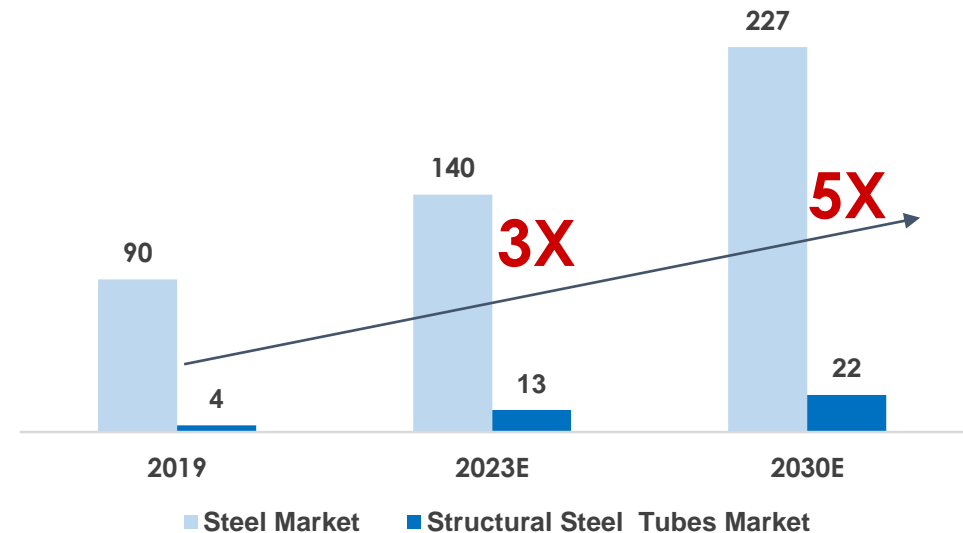


India at the Start of Structural Steel Usage

Structural Steel Tubes Market as % of Steel Market (2020)



Potential Structural Steel Tubes Market in India (Mn Tons)



India has huge structural steel tubes based construction potential

Note: Structural Steel Tubes is 4Mn ton market size, out of total ERW market size of 6Mn ton (balance is water transportation)
Source: Company data and Industry research

Ongoing Hospital Projects – Delhi

- Seven Hospitals to be constructed in 150 days (Tender out)
- 2.2mn sq ft Built-up area to be construct using Tubular Technology
- Dry Wall will be erected on Tubular Steel Structure
- Deck Slab will cast on Tubular Steel structure
- All Steel Fabrication work will take place at Fabrication Shop
- Only Assembly of structure will take place at site (Zero On-site welding)

Project Details		
Total Build up Area	2,211,434	Sq ft
Steel Tube Consumption	4.5	kg/sqft
Steel Tube Quantity	10,000	Ton
Fabricators Capacity	480	Ton/Day
Steel Supply to 7 fabricator	480	Ton/Day
Supply Completion	30	days
Dispatch Completion	4th-8th	Weeks
Erection Completion	5th-9th	Weeks

Architectural view of Hospitals



Geeta Colony



Sultanpuri



Shalimar Bagh



GTB Hospital



Sarita Vihar



Kirari

Hospital Work in Full Swing - Delhi



Geeta Colony

Fabrication & Erection
1,000 ton



Sultanpuri

Fabrication & Erection
600 ton



Shalimar Bagh

Fabrication & Erection
3,300 ton



GTB Hospital

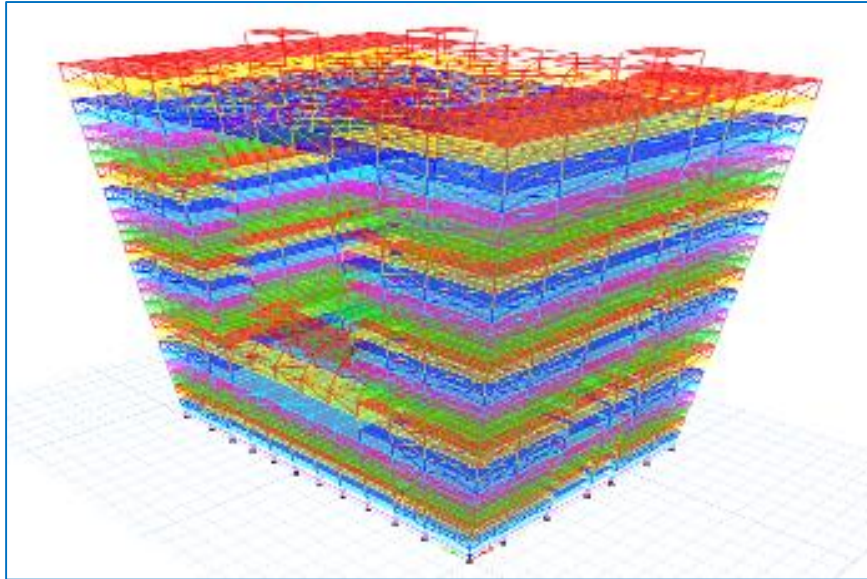
Fabrication & Erection
1,800 ton



Sarita Vihar

Fabrication & Erection
900 ton

Future of construction



G+32 Hotel, Bengaluru



Night Shelter, Delhi

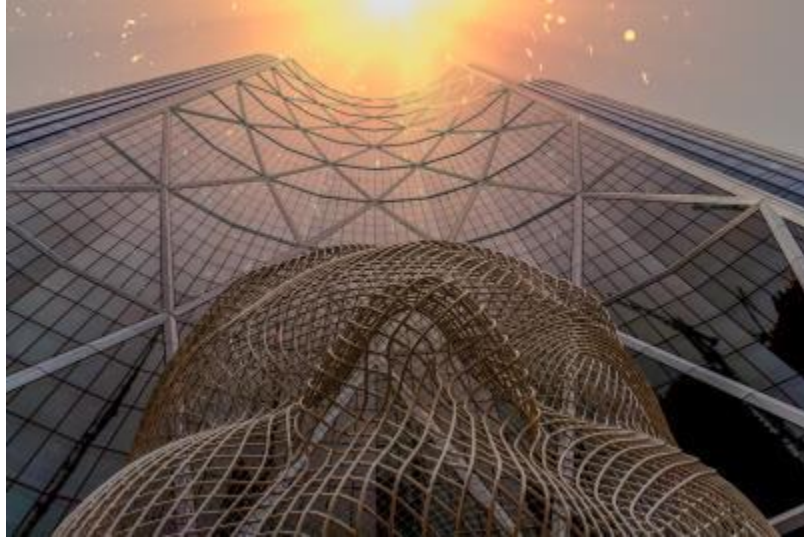
Ongoing
enquiries

30
projects

40mn sq. ft.
Visibility

2,00,000 ton
heavy structural steel
tubes

Future of Construction



APL APOLLO TUBES

New Initiatives



Raipur Plant Update



HIGHLIGHTS

- Upcoming 400 Acre Raipur plant
- Project to commence in phases starting H1FY23
- Total Capacity – **1.5mn ton**
- 100% value added products
- Total capex **Rs8 bn; c60%** already incurred

Raipur Plant Update

APL APOLLO TUBES

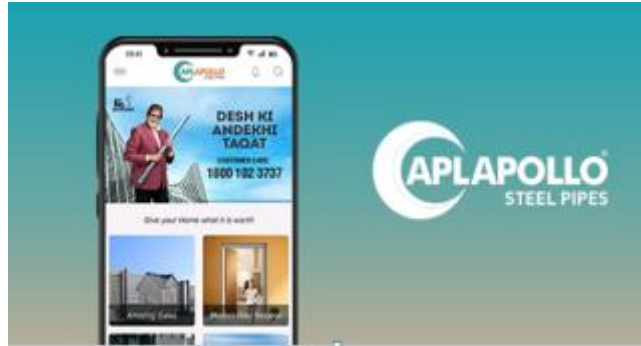
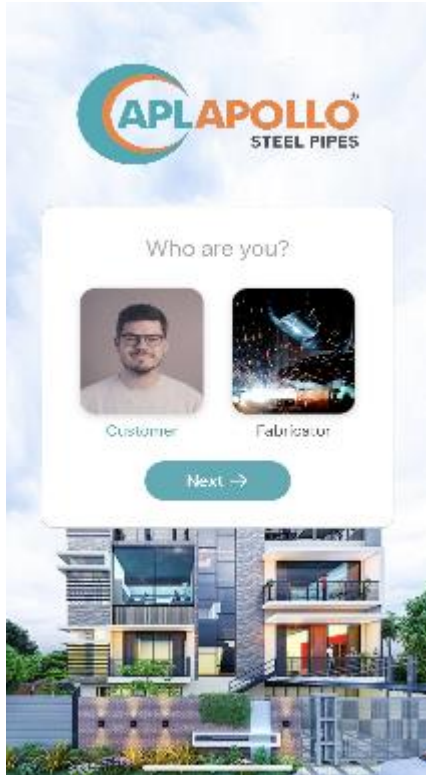


Area of 1.5mn square feet being built using 100% Apollo Column Tubes

B2C Tech App



APL APOLLO MOBILE - APPLICATION LAUNCHED



25,000+ Fabricators enrolled

32000+ Total Downloads

300+ Designs

16 Patents registered

Brand Ambassador

APL APOLLO TUBES






Tiger Appointed Brand Ambassador

Social Media campaign launched in Q3FY22

**Apollo
Column
TVC**

(On Apollo Tubes Platform)

	1 Million Views
	1.2 Million Views
	1.9 Million Views
	1 Million Views

TV commercial campaign launched on business channels in Q3FY22

Watch the commercial

[Link](#)

APL APOLLO ESG ENGAGEMENT

APL APOLLO TUBES



Materiality Assessment

RESPONSIBLE BUSINESS

Corporate Governance | Market Presence | Economic Performance

RESPONSIBLE OPERATIONS

Energy Management | Water and Effluent Management | Emissions Management | Waste Management | Environmental Compliance

RESPONSIBILITY TOWARDS COMMUNITIES

Local Communities

RESPONSIBLE EMPLOYEMENT

Health and Safety | Labour Relations and | Human Rights | Training and Education | Diversity and Equal Opportunity



ESG Framework

ESG Vision & Mission



ESG Governance



ESG Focus Areas



RESPONSIBLE
BUSINESS



RESPONSIBLE
OPERATIONS



RESPONSIBLE
EMPLOYEMENT



RESPONSIBILITY
TOWARDS
COMMUNITIES





ESG Performance Indicators and Targets





Responsible
Communication

ESG Performance Indicators and Targets

 RESPONSIBLE BUSINESS	PERFORMANCE INDICATORS	TARGETS
	Corporate Governance	
	Number of cases in violation of code of conduct	Zero cases of violation of code of conduct
	Average training hours per employee on Code of Conduct	Yearly training on Code of Conduct for all employees
 RESPONSIBLE OPERATIONS	PERFORMANCE INDICATORS	TARGETS
	Energy Management	
	Number of units used from renewable energy sources (solar, wind)	All plants to have access to renewable energy by 2025
	Water & Effluent	
	Number of sites where Rainwater Water Harvesting facility have been installed	Rainwater harvesting to be installed at all units by 2025
	Number of sites where Zero Liquid Discharge (ZLD) facilities have been installed	All units to be ZLD facilities by 2025
	Emissions	
	GHG Emissions (Scope 3)	Start monitoring Scope 3 emissions by 2022
	Air Emissions	Maintain SOx, NOx and PM within permissible limits
	Environmental Compliance Management	
Number of cases in violation of environment regulations	Zero incidents of non-compliance	

ESG Performance Indicators and Targets

	PERFORMANCE INDICATORS	TARGETS
 <p>RESPONSIBLE EMPLOYMENT</p>	Health & Safety	
	Lost time Injuries	Achieving Zero Incident and Zero Harm by 2025
	Average training hours per employee to site employees on health and safety	Provide 4 hours of safety training (per site employee) to site employees
	Average training hours per employee to corporate employees on health and safety	Provide 2 hours of safety training (per employee) to corporate employees
	Labour Relations and Human Rights	
	Regulatory compliance of labour laws	100% compliance to all labour legal requirements
	Average training hours per employee on human rights	Provide 1 hours of training per employee on human rights
	Employee attrition	Maintain attrition rate below 5%
	Training and Education	
	Average trainings hours per employee on behavioral and technical aspects	Provide 4 hours of training to permanent employees
	Diversity and Equal Opportunity	
	Female to Male Ratio in permanent employee	Female workforce to be increase by 1% in the permanent employee category by 2025
 <p>RESPONSIBILITY TOWARDS COMMUNITIES</p>	PERFORMANCE INDICATORS	TARGETS
	Energy Management	
	Number of units used from renewable energy sources	All plants to have access to renewable energy by 2025

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
- Achieve ROCE \geq 30%

Capital Allocation

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

Strong Management

DIRECTORS (NON EXECUTIVE)

Neeru Abrol

Director at TCNS Clothing Co Limited & others | Awarded best achiever by ICAI | 26 Yr experience in SAIL

Abhilash Lal

3 decades of professional experience in senior roles across financial services including banking, PE & others

Anil Kumar Bansal

Director of NABARD, Rockland Finesto Ltd & others
4 decades of experience in banking industry

Virendra Singh Jain

Board member of Dalmia Bharat Ltd | Ex-Chairman of SAIL | Ex-Executive Director at IOC

Ashok Kumar Gupta

Steel industry veteran with 4 decades of experience Worked as MD in APL Apollo in the past

Ameet Gupta

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

Rahul Gupta

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

EXECUTIVE TEAM

Sanjay Gupta

CMD

Arun Agrawal

Chief Operating Officer

Vinay Gupta

Director

Deepak Goyal

Chief Finance Officer

Romi Sehgal

Director

Anubhav Gupta

Chief Strategy Officer

Anurag Mehrotra

Chief Human Resource Officer

Ravindra Tiwari

Head-Sales & Marketing

Ajay Garg

VP - Procurement

Thank You

For further information,
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APL Apollo new Corporate office (Work in progress)



APL Apollo new Corporate office to be operational by H2CY22