



**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



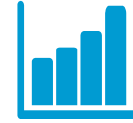
**552k ton**  
**Sales Volume**  
27% yoy increase



**₹ 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**

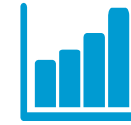
54% yoy increase



₹9.5 Bn

**EBITDA**

39% yoy decline



₹ 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 56<sup>th</sup> 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

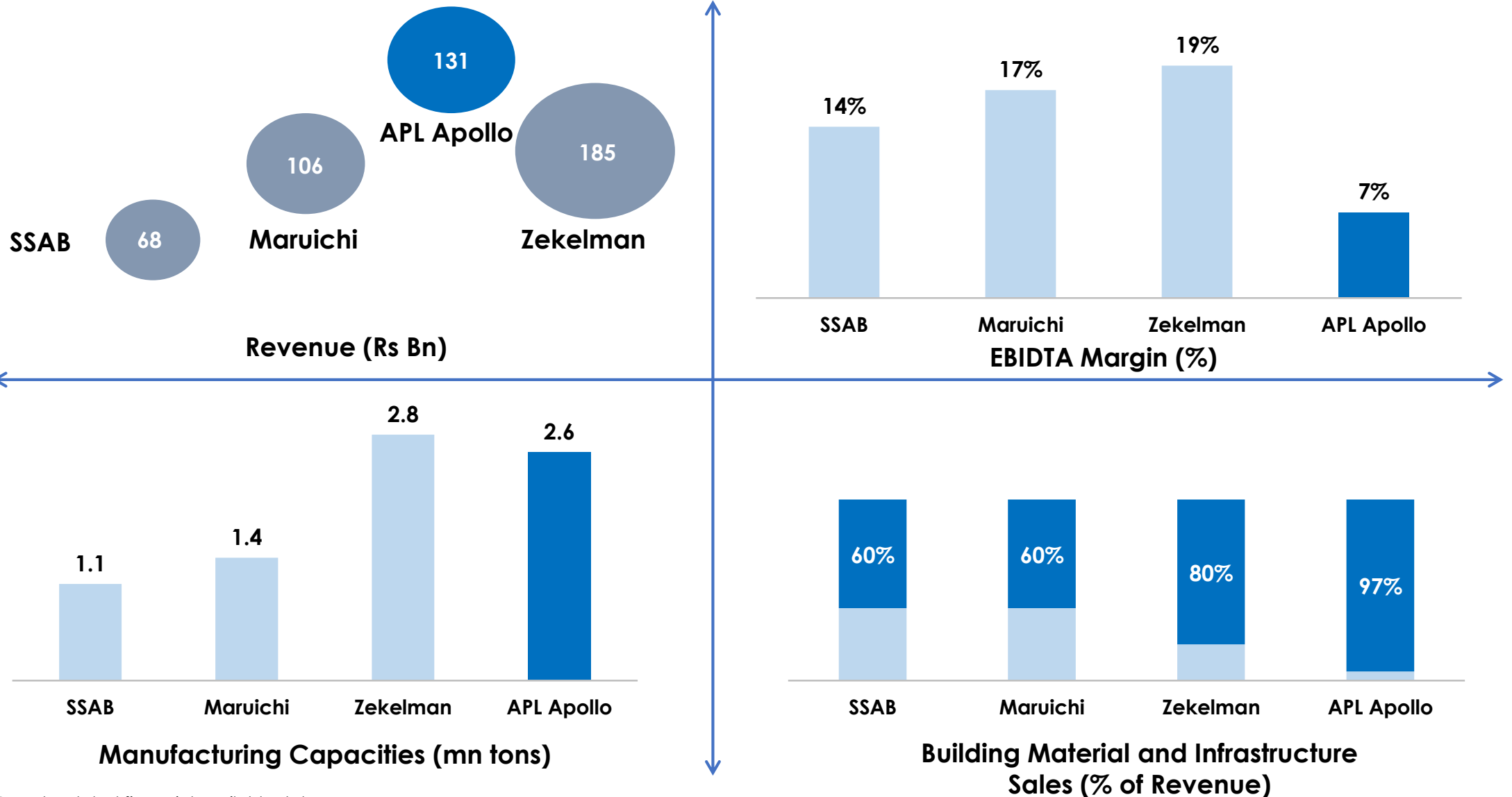
Product Category	Application	FY18			FY19			FY20			FY21			FY22			Annual
		Sales Mix	Volume	EBITDA /Ton	Sales Mix	Volume	EBITDA /Ton	Sales Mix	Volume	EBITDA/ Ton	Sales Mix	Volume	EBITDA/ Ton	Sales Mix	Volume	EBITDA/ Ton	Capacity
		(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(Rs)	(%)	(KTon)	(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



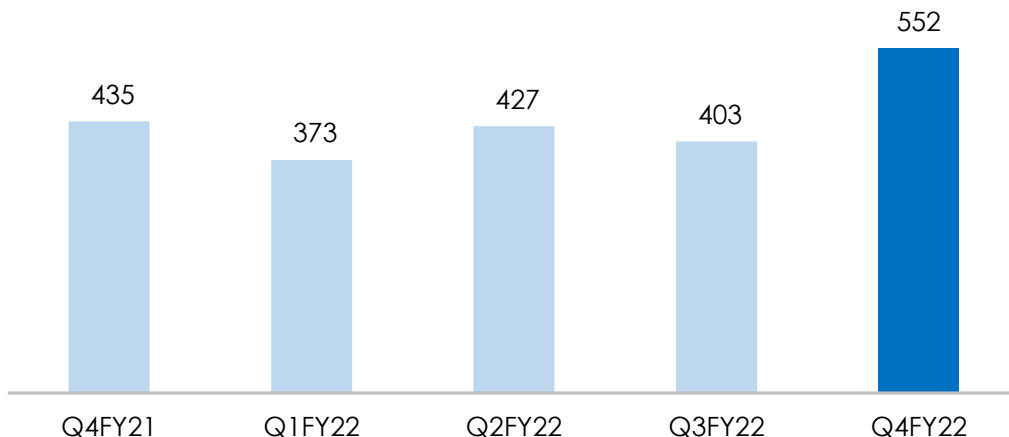
# Global Peer Benchmarking



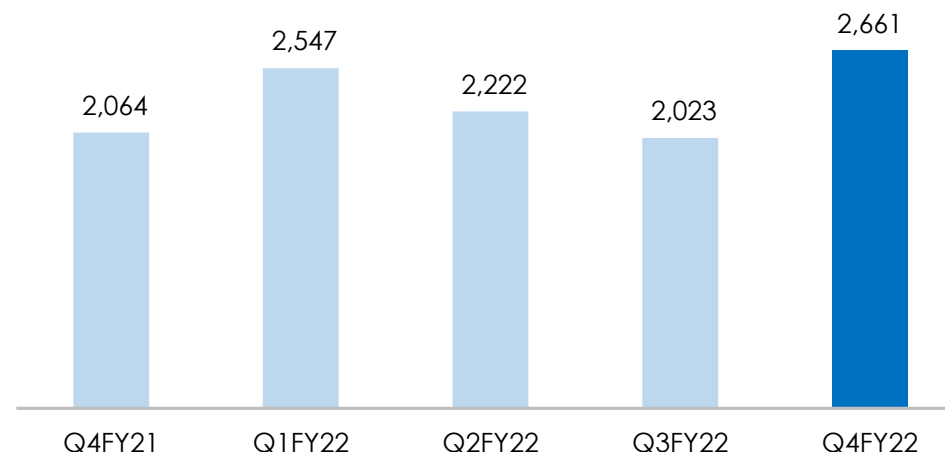
Based on latest financial available data

# Growing Strength to Strength

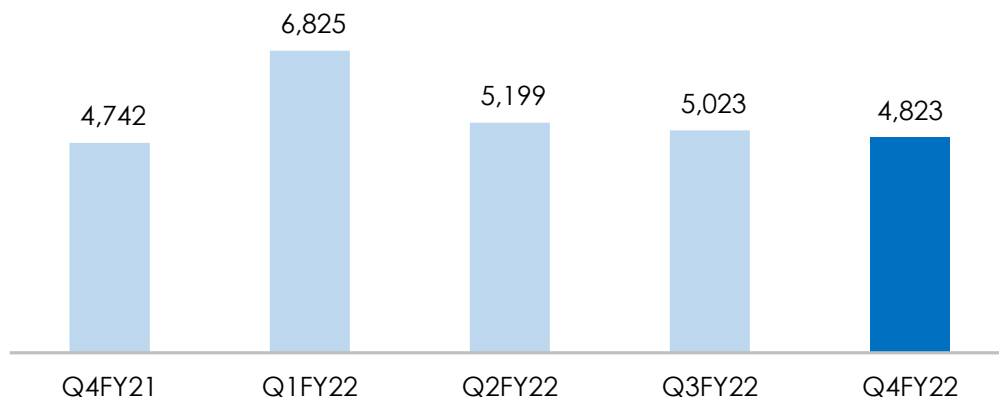
**Volume (k'ton)**



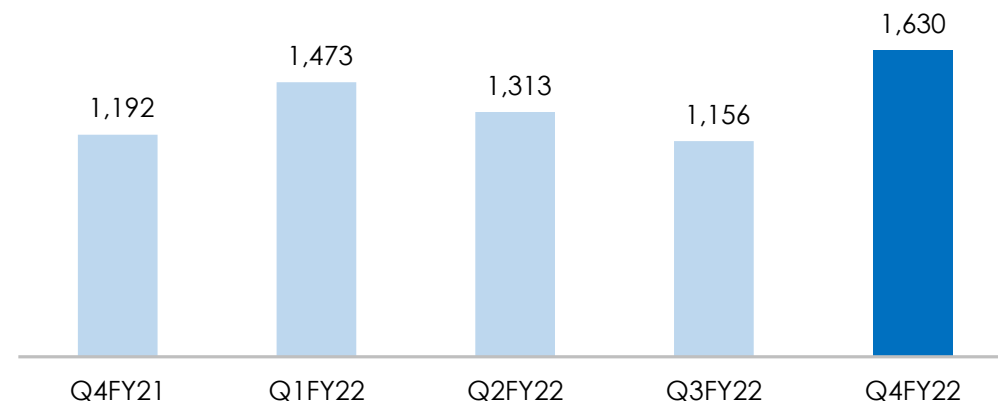
**EBITDA (Rsm)**



**EBITDA/Ton (Rs)**



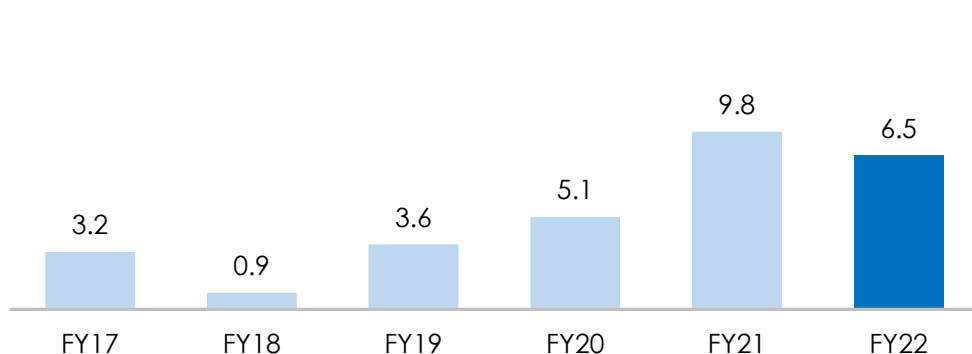
**Net Profit (Rsm)**



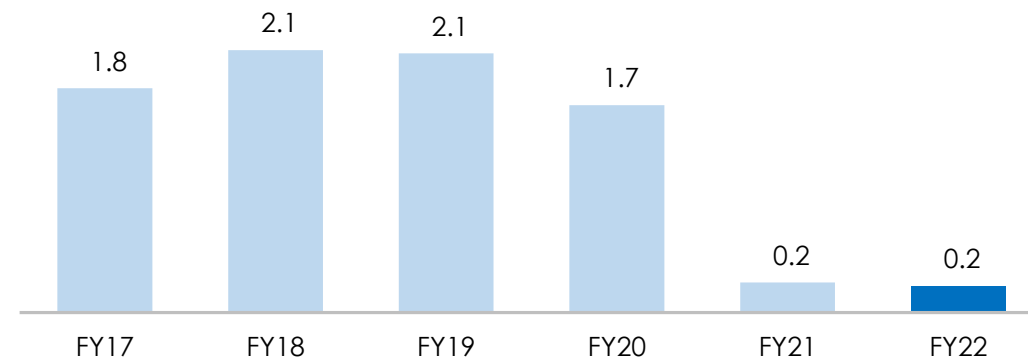
1. Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest  
2. EBITDA has been calculated without other income

# Growing Strength to Strength

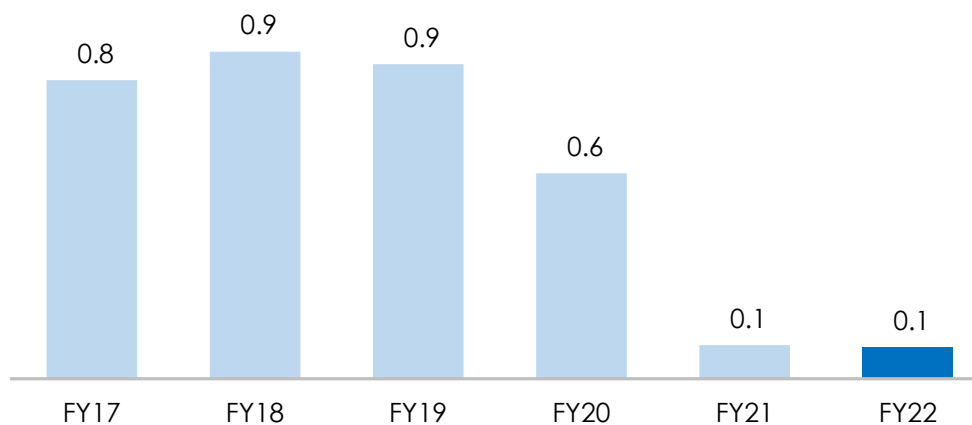
Operating Cash Flow (Rs Bn)



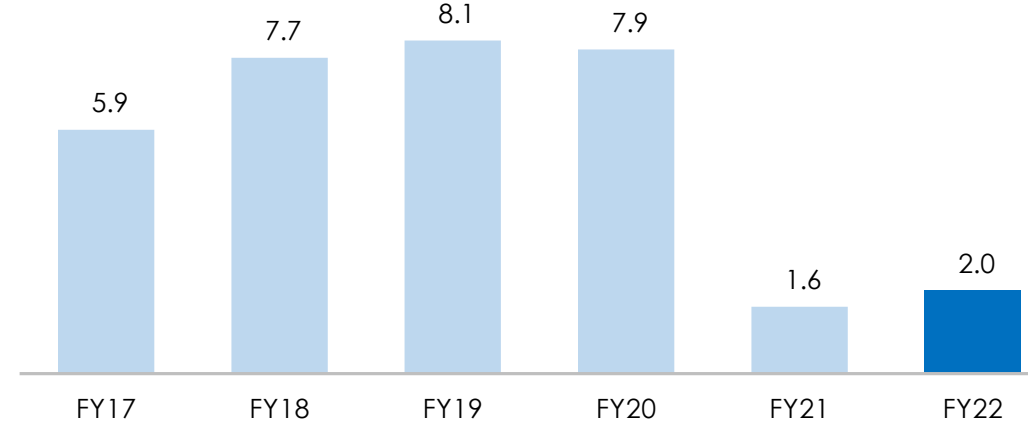
Net Debt/EBITDA (x)



Net Debt/ Equity (x)

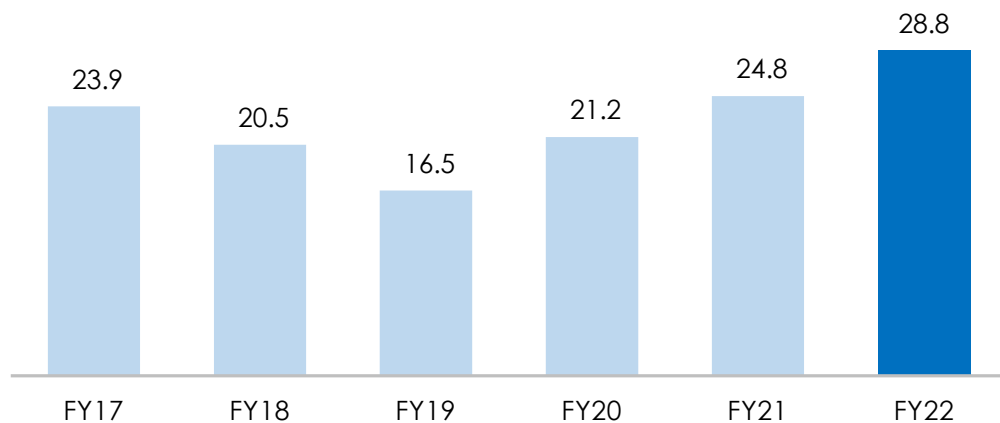


Net Debt (Rs Bn)

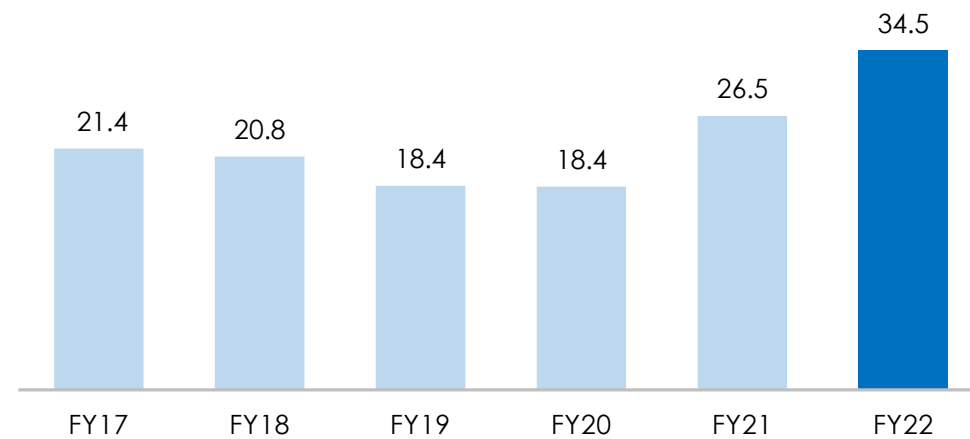


# Growing Strength to Strength

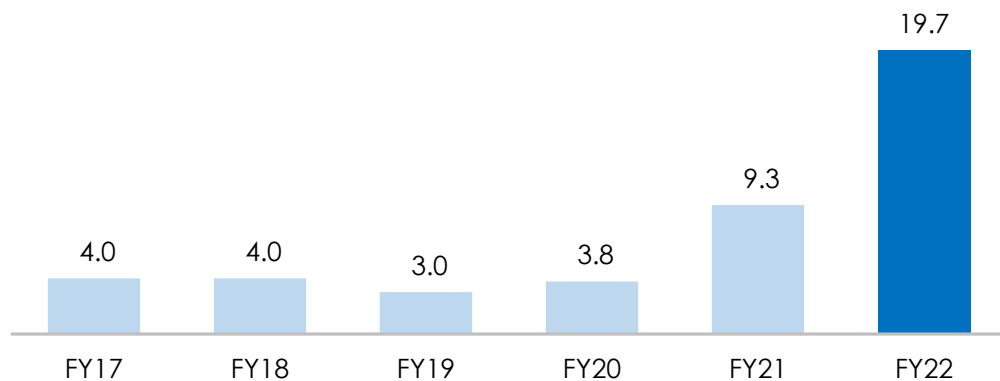
ROE (%)



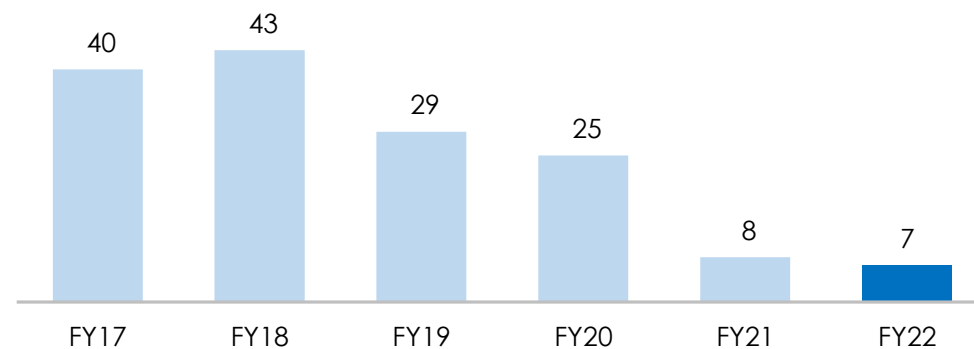
ROCE (%)



Interest Coverage Ratio (x)



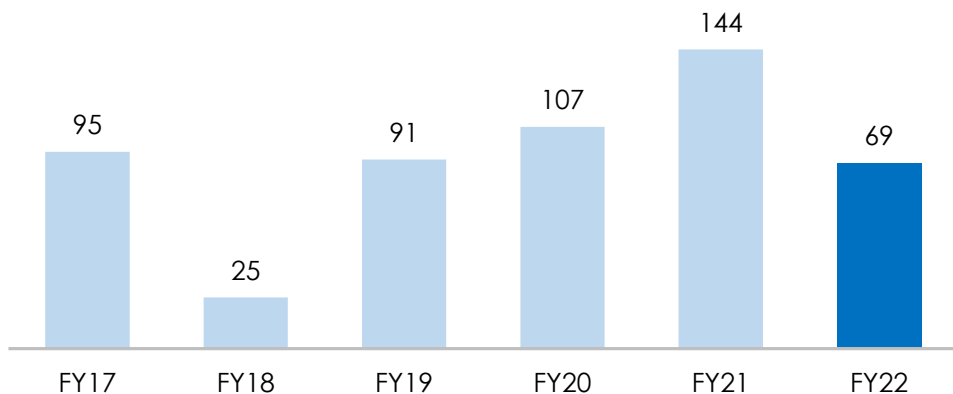
Net Working Capital Days



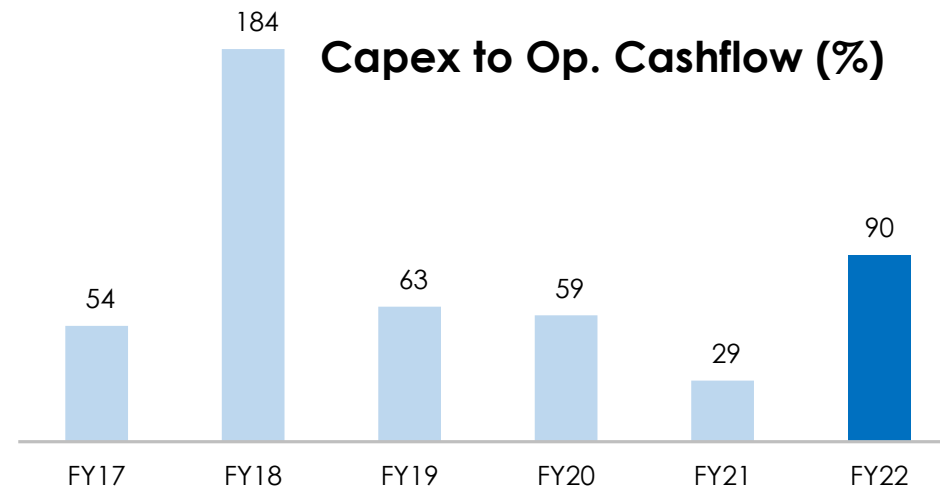
Note: Capital employed for ROCE is computed as Total assets less Current Liabilities & Cash

# Growing Strength to Strength

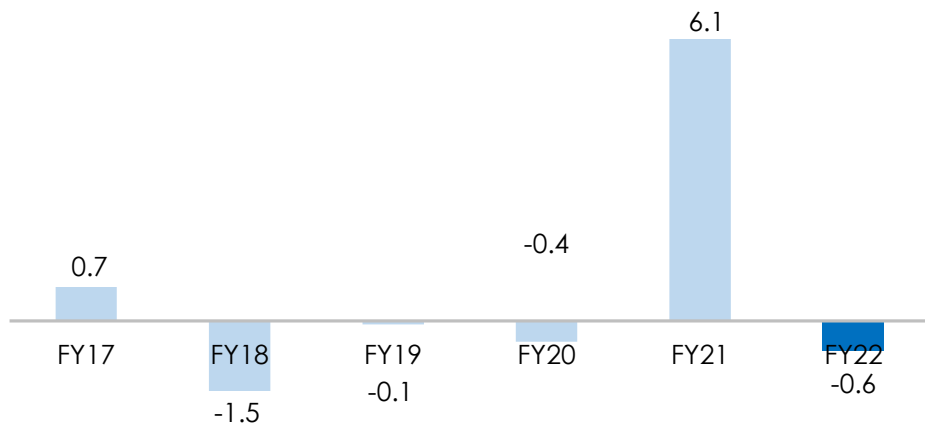
## Operating Cashflow to EBITDA (%)



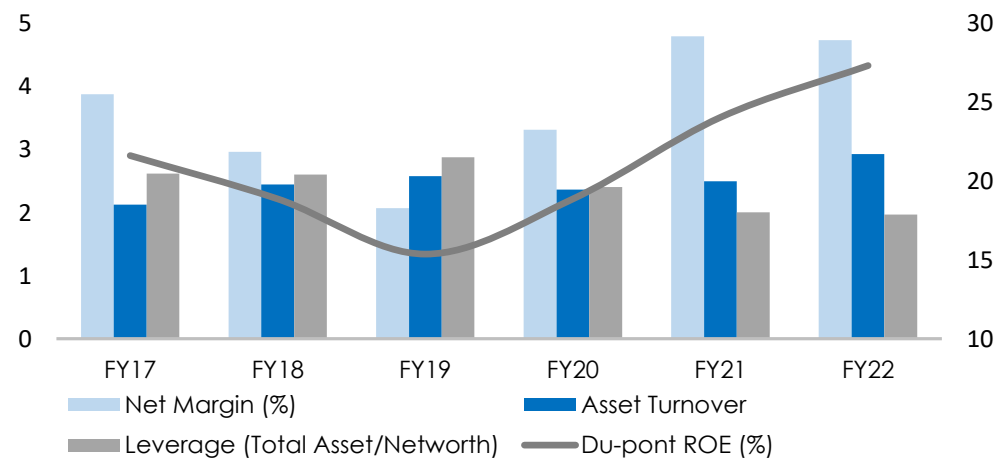
## Capex to Op. Cashflow (%)



## Free Cashflow (Rs Bn)



## Du-Pont ROE (%)





# Profit & Loss Statement (Consol)

Particulars (Rsm)	Q4 FY21	Q1 FY22	Q2FY22	Q3FY22	Q4FY22	FY22	FY21
<b>Sales Volume (k Ton)</b>	<b>435</b>	<b>373</b>	<b>427</b>	<b>403</b>	<b>552</b>	<b>1,755</b>	<b>1,640</b>
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
<b>EBITDA</b>	<b>2,064</b>	<b>2,547</b>	<b>2,222</b>	<b>2,023</b>	<b>2,661</b>	<b>9,452</b>	<b>6,787</b>
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
<b>Net Profit (after MI)</b>	<b>1,192</b>	<b>1,473</b>	<b>1,313</b>	<b>1,156</b>	<b>1,630</b>	<b>5,573</b>	<b>3,602</b>

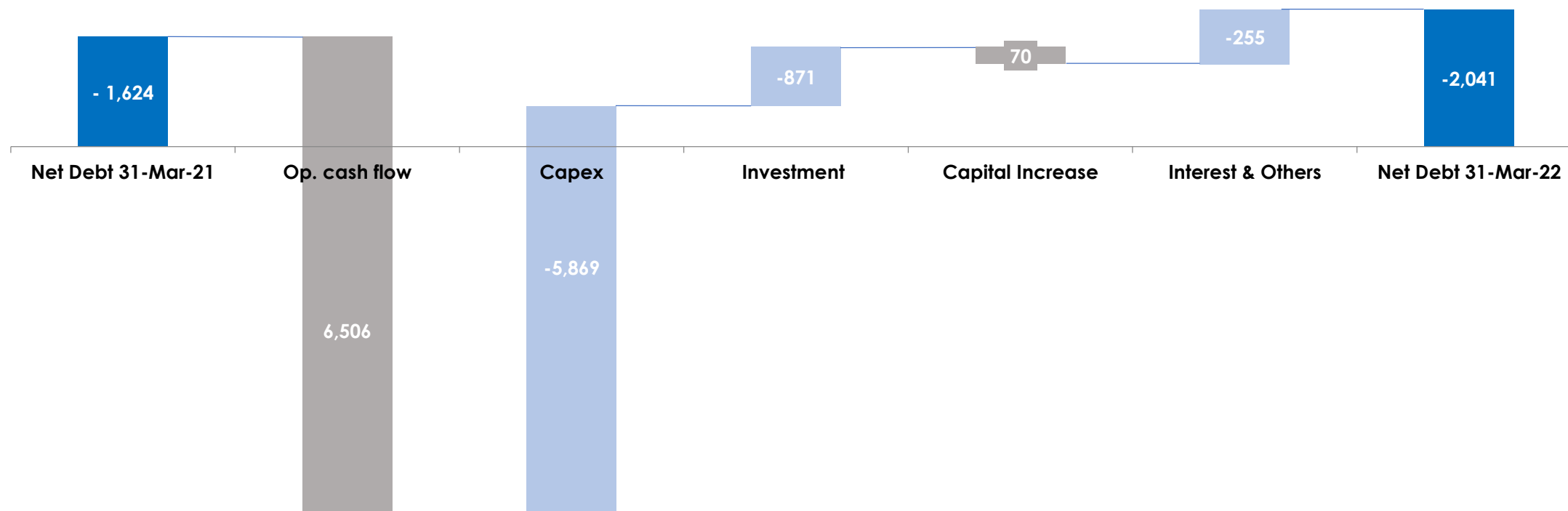
Note 1: Sales Volume and Financials are on consolidated basis and Net Profit is after Minority Interest

# 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
<b>Total Assets</b>	<b>44,524</b>	<b>33,990</b>
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
<b>Total Equity &amp; Liabilities</b>	<b>44,524</b>	<b>33,990</b>

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
<b>Operating cash flow</b>	<b>6,506</b>	<b>9,771</b>
Capex	-5,869	-2,798
Investments	-871	-265
Interest	-407	-623
<b>Free cash flow</b>	<b>-640</b>	<b>6,086</b>
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
<b>Net debt end</b>	<b>-2,041</b>	<b>-1,624</b>

# 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

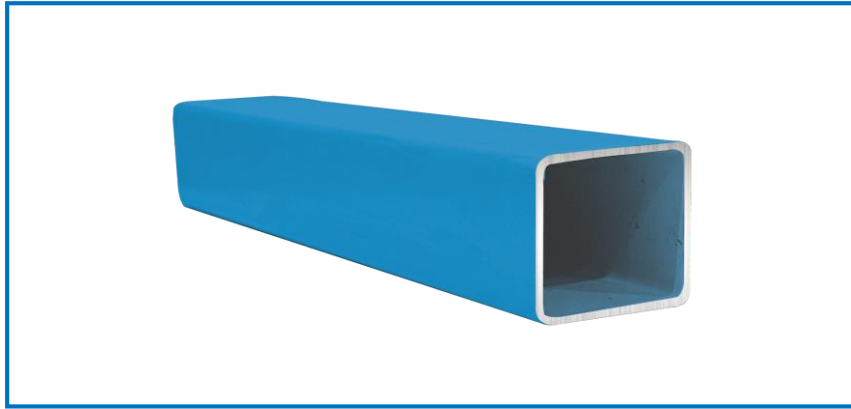
Total Capex of **Rs 6.5bn** to be funded from internal cash flows in FY23-24



# 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**

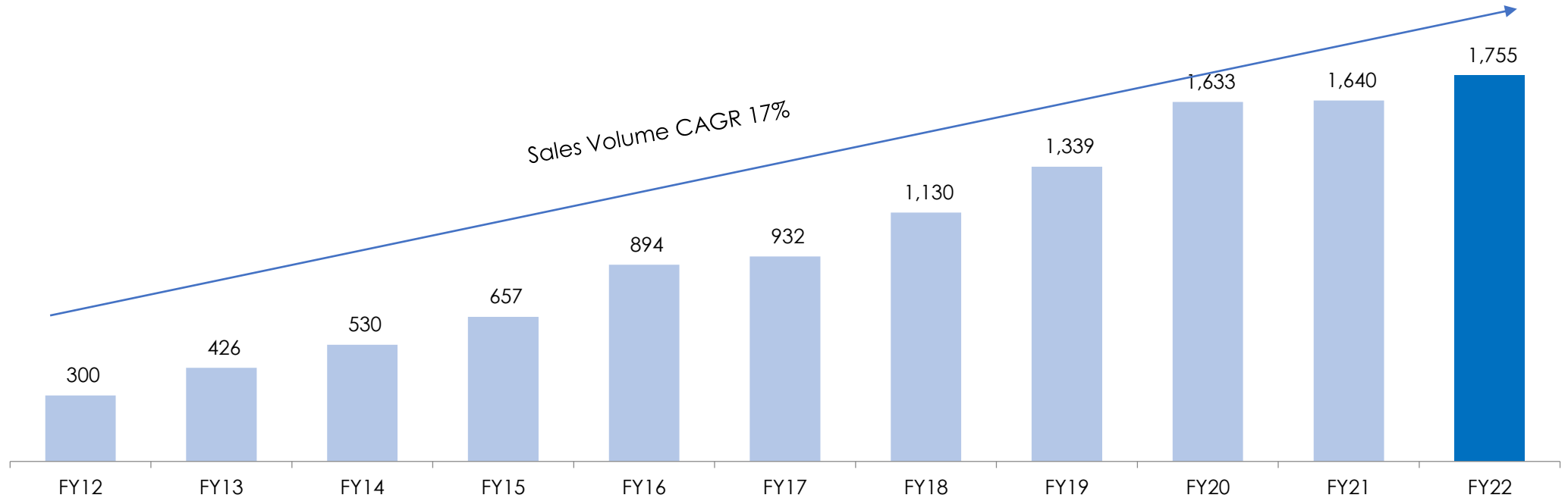


**DESIGNER TUBES**

- 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?	How we replaced 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	

# 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	Checkered Section



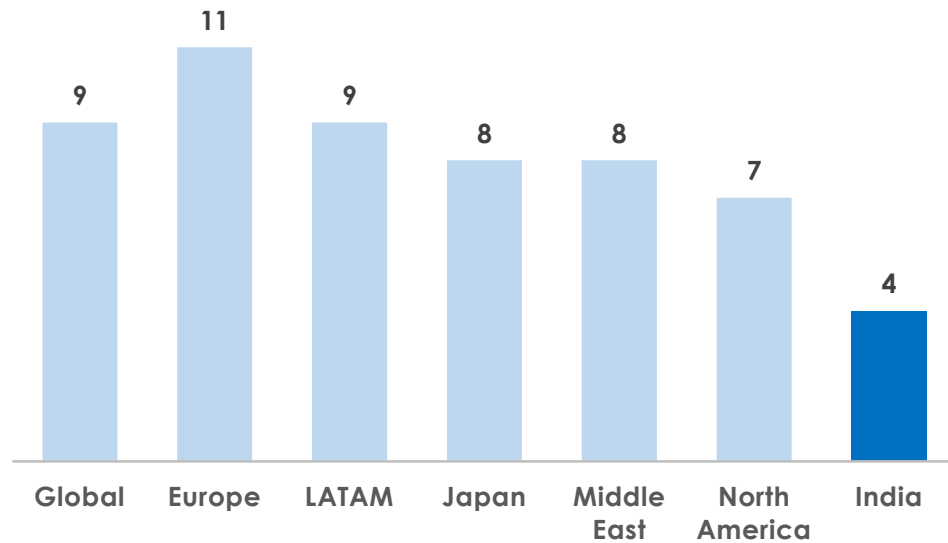
# Revolutionizing Construction Industry

APL APOLLO TUBES

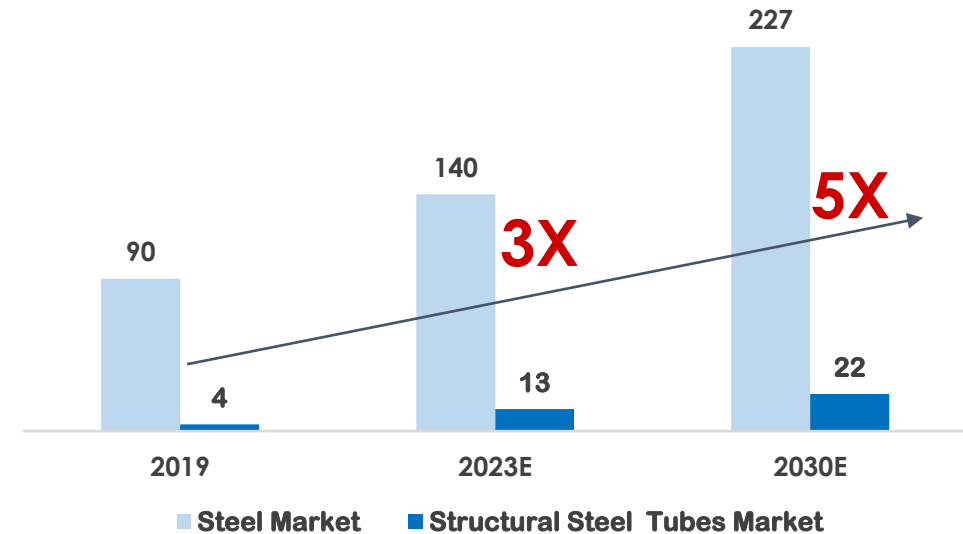


# India at the Start of Structural Steel Usage

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**

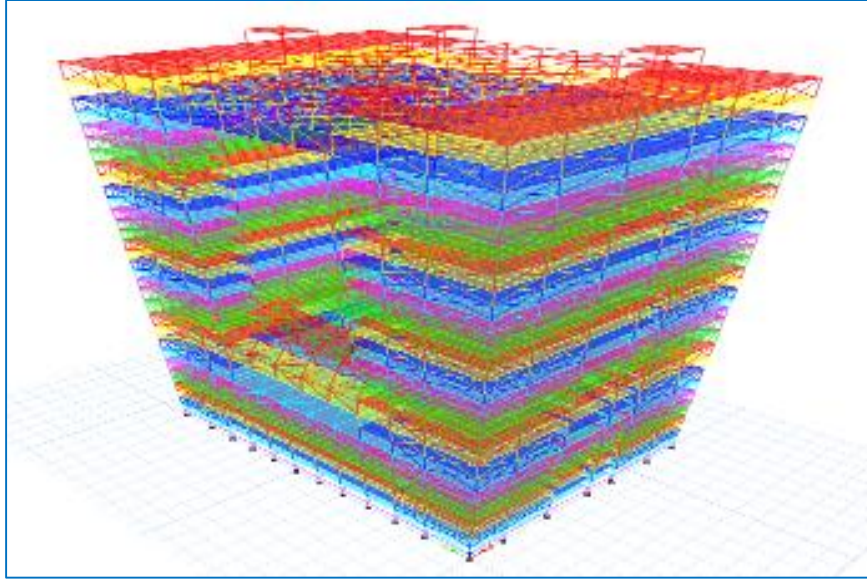


**Sarita Vihar**

**Fabrication & Erection**  
**900 ton**



# Future of construction



G+32 Hotel, Bengaluru



Night Shelter, Delhi

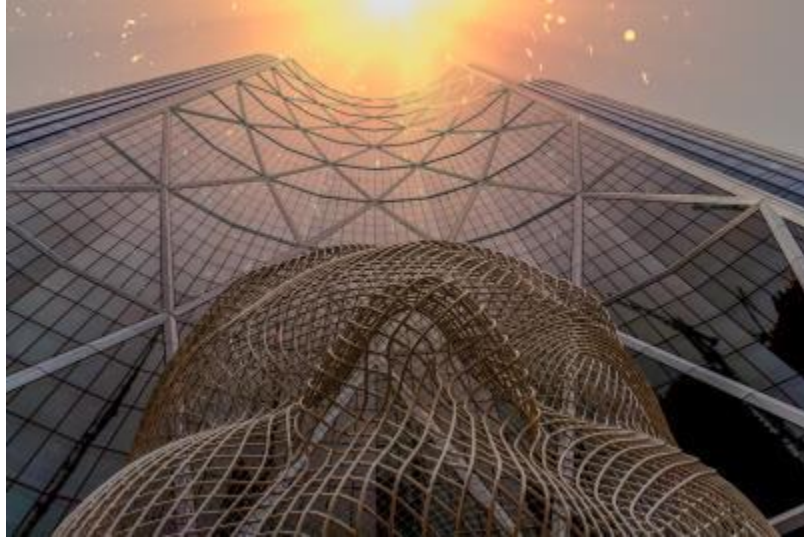
**Ongoing  
enquiries**

**30**  
projects

**40mn sq. ft.**  
Visibility

**2,00,000 ton**  
heavy structural steel  
tubes

# Future of Construction





# 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



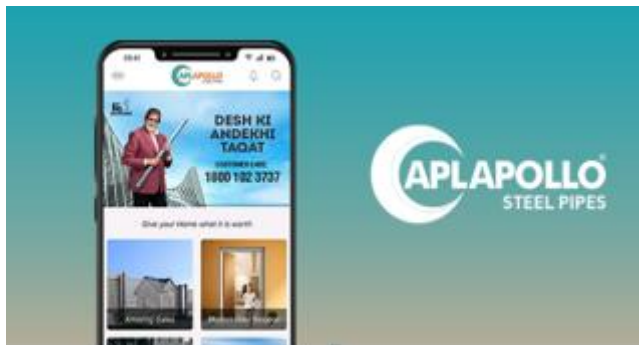
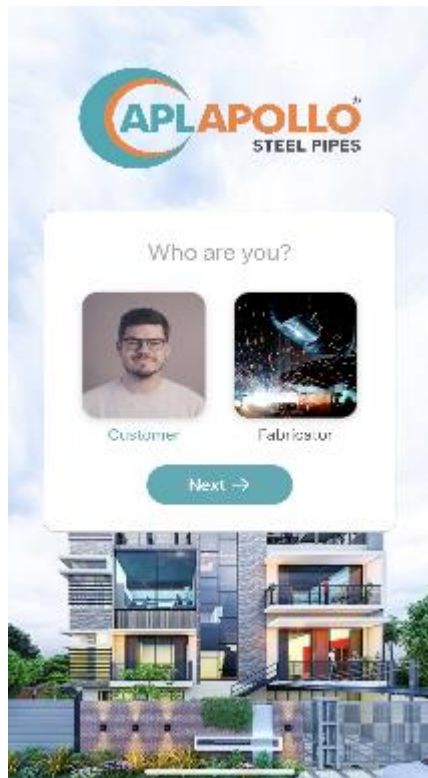
**Area of 1.5mn square feet being built using 100% Apollo Column Tubes**



# 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



# 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



**STAKEHOLDER DIALOGUE**

# 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





 <b>RESPONSIBLE BUSINESS</b>	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	



 <b>RESPONSIBLE OPERATIONS</b>	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	

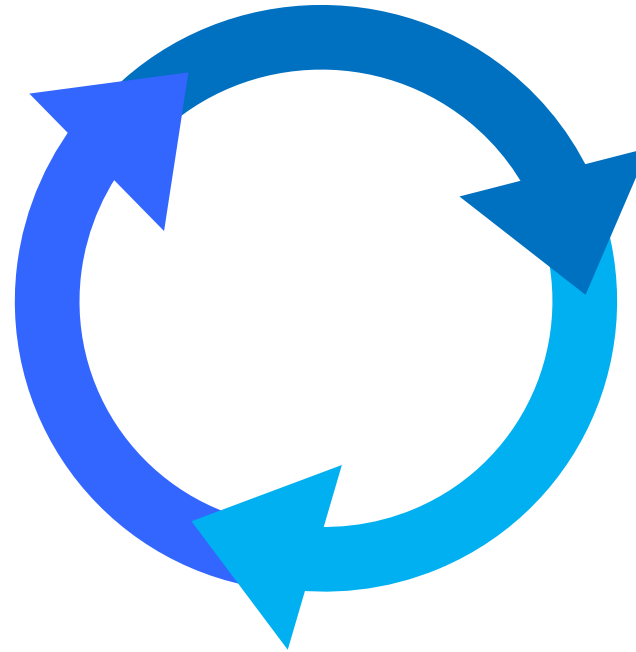
# ESG Performance Indicators and Targets

 <b>RESPONSIBLE EMPLOYMENT</b>	PERFORMANCE INDICATORS	TARGETS
	<b>Health &amp; Safety</b>	
	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
	<b>Labour Relations and Human Rights</b>	
	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%
	<b>Training and Education</b>	
	Average trainings hours per employee on behavioral and technical aspects	Provide 4 hours of training to permanent employees
	<b>Diversity and Equal Opportunity</b>	
	Female to Male Ratio in permanent employee	Female workforce to be increase by 1% in the permanent employee category by 2025
 <b>RESPONSIBILITY TOWARDS COMMUNITIES</b>	PERFORMANCE INDICATORS	TARGETS
	<b>Energy Management</b>	
	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,  
please contact:

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APL Apollo new Corporate office (Work in progress)



APL Apollo new Corporate office to be operational by H2CY22