



APL Apollo Tubes Limited

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FY22 Sales Volume Performance

- Record Q4FY22 Sales Volume of 551,723 ton (+27% YoY, 37% QoQ)
- FY22 Sales Volume of 1.75mn ton vs 1.64mn ton in FY21 (+7% YoY)
- Sales dispatch started at upcoming 11th plant in Raipur

Ghaziabad, Apr 1, 2022: APL Apollo Tubes Limited (APL Apollo), India's leading branded structural steel tube company, today announced its sales volume performance for the quarter ending March 31, 2022. The Company registered a sales volume of 551,723 ton in Q4FY22 compared to 435,348 ton in Q4FY21 and 402,729 ton in Q3FY22.

For full-year, the company registered sales volume of 1,754,963 ton compared to 1,640,353 ton in FY21. This highlights APL Apollo's strength in maintaining its dominant leadership in structural steel tube market.

APL Apollo's strategy is to constantly de-commoditize its product portfolio in coming years. The value added product portfolio contributed 63% in FY22 vs 57% in FY21. We are encouraged to see strong sales growth in the heavy structural steel tubes and Apollo Z product segments which should drive company's margins going forward. With the commissioning and ramp-up of new Raipur plant, the sales mix should eventually move towards 75% for value added products.

The sales summary for APL Apollo's building material product range is:

Product Category		Sales Volume (Ton)				
	Application	Q4FY22	Q3FY22	Q4FY21	FY22	FY21
Apollo Structural	Heavy structures	40,129	35,143	38,091	120,633	95,371
	Light structures	59,895	47,250	58,478	198,478	212,811
	General structures	223,204	139,360	173,379	647,219	712,890
Apollo Z	Rust-proof structures	102,624	91,140	69,978	368,873	293,505
	Rust-proof sheet	34,905	19,043	10,200	104,961	23,044
Apollo Tricoat*	Home improvement	64,746	53,684	66,140	238,824	231,490
Apollo Galv	Agri/Industrial	25,840	17,109	19,082	75,595	71,242
Apollo Build/New Raipur	Coated products	380			380	
TOTAL		551,723	402,729	435,348	1,754,963	1,640,353

* APL Apollo Tubes Ltd owns 55.82% stake in Apollo Tricoat Tubes Ltd through a wholly owned subsidiary

About APL Apollo Tubes Limited

APL Apollo Tubes Limited (APL Apollo) BSE: 533758, NSE: APLAPOLLO is India's leading structural steel tube manufacturer. Headquartered at Delhi NCR, the Company operates 11 manufacturing facilities with a total capacity of 2.6 million tons. It has a pan-India presence with units strategically located in Sikandrabad (UP), Hyderabad, Bangalore, Hosur (Tamil Nadu), Raipur (Chhattisgarh), Dujana (UP), Malur (Karnataka) and Murbad (Maharashtra). APL Apollo's multi-product offerings include over 1,500 varieties for multiple building material structural steel applications. With state-of-the-art-manufacturing facilities, APL Apollo serves as a 'one-stop shop' for a wide spectrum of products, catering to an array of industry applications such as urban infrastructure and real estate, rural housing, commercial construction, greenhouse structures and engineering applications. The Company's vast 3-tier distribution network of over 800 Distributors is spread across India, with presence in over 300 towns and cities.

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

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