

9MFY16 Revenues increases 30% to Rs. 2,929 cr EBITDA increases by 34% to Rs. 202 cr

NCR Region, India, 12 February, 2016: APL Apollo Tubes Limited, India's leading ERW steel tubes manufacturer with an annual capacity to produce 1,050,000 tons having manufacturing facilities in North (Uttar Pradesh), South (Karnataka, Tamil Nadu), and West (Maharashtra), announced its financial results for the third quarter ended 31st December, 2015.

Commenting on the Company's performance for Q3 FY2016, **Mr. Sanjay Gupta, Chairman, APL Apollo** said, *"We are happy to have delivered another strong quarter with a 20% YoY growth in revenue and coupled with a margin improvement of almost 130 bps. The margin improvement was lead partly by operational efficient measures and partly due to favorable commodity prices. We continue to be optimistic about the business momentum going forward"*.

Performance Highlights

Corresponding Y-o-Y Review

Q3 FY2016 (October – December 2015) v/s. Q3 FY2015 (October – December 2014)

- Net sales increased by 20% to Rs. 908 cr. from Rs. 758 cr.
- EBITDA increased by 44% from Rs. 51 cr. to Rs. 73 cr.
- EBITDA margin was 8.0% in current quarter against 6.7% in corresponding period last year
- Net Profit after Tax was up by 75% increasing from Rs. 18 cr. to Rs. 31 cr.
- Earnings Per Share (after extraordinary items) increased by 75% to Rs. 13.29 from Rs. 7.59

Corresponding 9 Months Review

9M FY2016 (April – December 2015) v/s. 9M FY2015 (April – December 2014)

- Net sales increased by 30% from Rs. 2,259 cr. to Rs. 2,929 cr.
- EBITDA increased from Rs. 151 cr. to Rs. 202 cr.
- Net Profit after Tax increased from Rs. 57 cr. to Rs. 73 cr.
- Earnings Per Share (after extraordinary items) was Rs. 31.17 compared to Rs. 24.32; an increase of 28%

Financial Highlights

Profit and Loss account for the quarter and period ended December 31, 2015

Particulars (Rs. Cr.)	Quarter Ended		QOQ		YOY	9 Months Ended		YOY
	Q3FY16	Q2FY16	Shift (%)	Q3FY15	Shift (%)	9MFY16	9MFY15	Shift (%)
Income from Operations								
Gross Manufacturing Sales	799.1	975.2		842.6		2,757.5	2,525.9	
Less: Excise Duty	88.8	110.9		84.9		309.9	267.2	
Net Manufacturing Sales	710.3	864.3		757.7		2,447.6	2,258.7	
Trading Sales	197.5	192.2				481.7		
Total Income from Operations (Net)	907.7	1,056.5	-14%	757.7	20%	2,929.3	2,258.7	30%
Expenses								
(a) Consumption of Raw Materials	603.6	768.1		676.6		2,128.2	2,013.2	
(b) Purchase of traded goods	191.1	186.5		2.4		467.8	8.5	
(c) Changes in inventories/WIP	-5.8	-3.8		-3.8		16.1	-3.3	
(d) Employee Benefit Expense	14.9	15.0		11.2		43.7	27.8	
(e) Depreciation & Amortization	8.2	7.6		6.7		23.1	16.0	
(f) Other Expenditure	33.3	21.7		21.1		77.7	64.1	
Total Expenses	845.3	995.1	-15%	714.3	18%	2,756.5	2,126.4	30%
EBIT Before Other Income / Exceptional Items	62.5	61.4	2%	43.4	44%	172.9	132.4	31%
Other Income	2.6	2.1		0.6		6.2	2.2	
EBIT Before Exceptional Items	65.0	63.5	2%	44.0	48%	179.0	134.6	33%
Finance Costs	18.4	16.8		16.6		51.3	49.1	
PBT Before Exceptional Items	46.6	46.7	0%	27.4	70%	127.8	85.4	50%
Exceptional Item	-	16.2		-		17.6	-	
PBT	46.6	30.6	53%	27.4	70%	110.2	85.4	29%
Tax Expense	15.5	10.5	47%	9.7	61%	37.1	28.4	
PAT	31.1	20.0	55%	17.8	75%	73.1	57.0	28%
Paid-up Equity Share Capital (Face Value of Rs.10/each)	23.4	23.4		23.4		23.4	23.4	
Earnings Per Share								
Basic EPS (Not annualized)	13.3	8.6	55%	7.6	75%	31.2	24.3	28%
Diluted EPS (Not annualized)	13.3	8.7	53%	7.6	75%	31.2	24.3	28%

Key Financial Ratios

Particulars (%)	Quarter Ended		QOQ		YOY	9 Months Ended		YOY
	Q3FY16	Q2FY16	Shift (bps)	Q3FY15	Shift (bps)	9MFY16	9MFY15	Shift (%)
EBITDA Margin	8.0	6.7	132	6.7	136	6.9	6.7	22
EBITDA Margin Manufacturing	9.4	7.6	184	7.0	241	7.7	7.0	65
EBITDA Margin Trading	3.2	3.0	25			2.9		
Profit Before Tax	5.1	2.9	225	3.6	152	3.8	3.8	-2
Net Margin	3.4	1.9	153	2.3	109	2.5	2.5	-3
Total Expenditure / Total Operating Income	92.2	93.5	-125	93.4	-117	93.3	93.4	-12
Raw Material Cost / Total Operating Income	86.9	90.0	-308	89.1	-220	89.2	89.4	-19
Staff Cost / Total Operating Income	1.6	1.4	22	1.5	16	1.5	1.2	26
Other Expenditure / Total Operating Income	3.7	2.1	161	2.8	88	2.7	2.8	-19
Interest & Finance Charges / Sales	2.0	1.6	44	2.2	-16	1.8	2.2	-43
Tax Rate	33.2	34.4	-118	35.2	-197	33.7	33.3	43

Sales Volume Break-Up

Particulars (MT)	Quarter Ended		QOQ		YOY	9 Months Ended		YOY
	Q3FY16	Q2FY16	Shift (%)	Q3FY15	Shift (%)	9MFY16	9MFY15	Shift (%)
Black Pipe	142	151	-6%	102	39%	436	306	43%
GI Pipe	27	28	-4%	23	17%	82	67	22%
GP Pipe	37	42	-12%	37	0%	119	113	6%
Coils & Others (including scrap)	11	16	-31%	13	-15%	39	33	19%
Total	217	237	-9%	175	24%	676	519	30%

Realizations (after adjusting inter-company)

Particulars (Rs. / Ton)	Quarter Ended		QOQ		YOY	9 Months Ended		YOY
	Q3FY16	Q2FY16	Shift (%)	Q3FY15	Shift (%)	9MFY16	9MFY15	Shift (%)
Black Pipe	30,800	34,500	-11%	41,500	-26%	34,175	41,500	-18%
GI Pipe	38,800	42,850	-9%	50,500	-23%	42,555	50,400	-16%
GP Pipe	39,650	43,450	-9%	50,700	-22%	42,934	50,600	-15%
Coils & Others (including scrap)	21,300	25,650	-17%	29,200	-27%	24,093	29,200	-17%

Product-wise Revenue Break-up

Particulars (Rs. Cr.)	Quarter Ended		QOQ	YOY	9 Months Ended		YOY	
	Q3FY16	Q2FY16	Shift (%)		Q3FY15	Shift (%)	9MFY16	9MFY15
Black Pipe	435.9	519.6	-16%	417.5	4%	1,490.5	1,274.8	17%
GI Pipe	104.8	120.1	-13%	117.4	-11%	349.0	338.2	3%
GP Pipe	146.7	183.5	-20%	190.3	-23%	511.9	570.9	-10%
Coils & Others (including scrap)	23.4	40.8	-43%	39.1	-40%	93.8	95.7	-2%
Total	710.8	864.0	-18%	764.3	-7%	2,445.2	2,279.5	7%

About APL Apollo Tubes Limited

APL Apollo Tubes Limited (BSE: 533758, NSE: APLAPOLLO) is the largest producer of ERW steel tubes in India with a capacity to produce more than 1,050,000 TPA. The Company has 6 manufacturing facilities in Sikandarabad (Uttar Pradesh), Hosur (Tamil Nadu), Bengaluru (Karnataka), and Murbad (Maharashtra). The Company's key product categories include more than 300 varieties of MS Black pipes, Galvanized Tubes, Pre Galvanized Tubes, and Hollow Sections. Company's key focus is on producing structural ERW steel tubes.

Products manufactured are largely sold in Tier II and Tier III cities of India via 3-tier distribution network comprised of more than 500 dealers. Products are also exported to Europe, US, UAE and Australasia regions.

For more information, please visit our web site www.aplpollo.com

If you have any questions or require further information, please feel free to contact

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