

FY16 Revenues increases 34% to Rs. 4,215 cr, PAT up 56% to Rs. 101 cr Board recommends 100% dividend to equity shareholders

NCR Region, India, 30 May, 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 fourth quarter and full year ended 31st March 2016.

Commenting on the Company's performance for FY2016, **Mr. Sanjay Gupta, Chairman, APL Apollo** said, *"We are pleased to announce strong financial performance for the fiscal 2016. This has been an all-round performance led by over 37% growth in volumes coupled with scale up of capacities and improved operating efficiencies. Our performance clearly reflects a profitable growth led by volumes and uptick in the margin profiles."*

He further Added *"We have plans to penetrate into uncovered territories specially in the Eastern and Central region. In this direction, we have also firmed up our plan to setup a unit at Raipur which is expected to get commissioned in the first quarter of FY18. We would be spending close to 200 Crores over the next couple of years to augment our capacity by over 500,000 MT per annum. With these initiatives and our investment in state of the art HSW tube mill, we will further cement our preeminent positioning in the business. We remain committed to our vision of becoming market leader in volumes, technology, innovation and quality"*

Performance Highlights

Q4 FY2016 (January- March 2016) v/s. Q4 FY2015 (January- March 2015)

- Net sales increased by 51% to Rs. 1,179 cr. from Rs. 782 cr.
- EBITDA increased by 153% from Rs. 36 cr. to Rs. 90 cr.
- EBITDA margin was 7.6% in current quarter against 4.5% in corresponding period last year
- Net Profit after Tax was up by 309% increasing from Rs. 7 cr. to Rs. 28 cr.
- Earnings Per Share (after extraordinary items) increased by 309% to Rs. 11.7 from Rs. 2.9

FY2016 (April – March 2016) v/s. FY2015 (April – March 2015)

- Net sales increased by 34% from Rs. 3,140 cr. to Rs. 4,215 cr.
- EBITDA increased from Rs. 187 cr. to Rs. 292 cr.
- Net Profit after Tax increased from Rs. 64 cr. to Rs. 101 cr.
- Earnings Per Share (after extraordinary items) was Rs. 42.9 compared to Rs. 27.2; an increase of 58%

Financial Highlights

Particulars (Rs. Cr.)	Quarter Ended		QOQ		YOY	Full Year	
	Q4FY16	Q3FY16	Shift (%)	Q4FY15	Shift (%)	FY16	FY15
Income from Operations							
Gross Manufacturing Sales	1,180.3	837.6		858.6		4,043.9	3,483.6
Less: Excise Duty	132.8	88.8		78.8		442.8	354.6
Net Manufacturing Sales	1,047.4	748.8		779.8		3,601.2	3,129.1
Trading Sales	131.7	197.5		2.5		613.4	11.1
Total Income from Operations (Net)	1,179.1	946.2	25%	782.3	51%	4,214.6	3,140.2
Expenses							
(a) Consumption of Raw Materials	889.4	596.7		690.1		2,991.4	2,675.8
(b) Purchase of traded goods	126.9	191.1		2.5		594.7	9.8
(c) Changes in inventories/WIP	-39.2	-6.5		-0.7		-21.1	-4.9
(d) Employee Benefit Expense	20.3	14.6		11.4		63.1	41.2
(e) Depreciation & Amortization	11.0	8.2		6.0		34.1	22.0
(f) Other Expenditure	96.0	79.7		44.4		304.9	235.3
Total Expenses	1,104.5	883.8	25%	753.6	47%	3,967.1	2,979.1
EBIT Before Other Income / Exceptional Items	74.6	62.5	19%	28.7	160%	247.5	161.0
Other Income	4.1	2.6		0.8		10.4	3.1
EBIT Before Exceptional Items	78.8	65.0	21%	29.5	166%	257.9	164.1
Finance Costs	18.2	18.4		17.3		69.5	66.5
PBT Before Exceptional Items	60.5	46.6	30%	12.2	394%	188.3	97.7
Exceptional Item	7.7			-		25.3	
PBT	52.8	46.6	13%	12.2	331%	163.0	97.7
Tax Expense	25.3	15.5	63%	5.5	359%	62.4	33.9
PAT	27.5	31.1	-12%	6.7	309%	100.6	63.7
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)	11.7	13.3	-12%	2.9	309%	42.9	27.2
Diluted EPS (Not annualized)	11.7	13.3	-12%	2.9	309%	42.9	27.2

Statement of Assets and Liabilities

Particulars (Rs. Cr.)	FY16	FY15
Equity and Liability		
(1) Shareholders' Funds		
(a) Share Capital	23.4	23.4
(b) Reserves and Surplus	544.1	471.7
(2) Minority Interest		
(3) Non - Current Liabilities		
(a) Long-term borrowings	187.6	140.6
(b) Deferred Tax Liabilities	85.9	74.5
(c) Other Long term liabilities	1.0	1.1
(d) Long-term provisions	5.1	2.9
	279.6	219.1
(4) Current liabilities		
(a) Short-term borrowings	410.9	292.6
(b) Trade payables	254.0	204.5
(c) Other current liabilities	104.1	86.8
(d) Short-term provisions	44.0	26.3
	813.0	610.2
TOTAL	1,660.1	1,324.4
Assets		
(1) Goodwill on Consolidation		
	42.9	42.9
(2) Non-current assets		
(a) Fixed assets	655.3	595.1
(b) Non-current investments	13.1	19.1
(c) Net Deferred Tax Assets	-	-
(d) Long-term loans and advances	58.1	57.5
(e) Other non-current assets	0.1	11.7
	726.6	683.4
(3) Current assets		
(a) Inventories	594.4	319.6
(b) Trade receivables	219.9	175.3
(c) Cash and Bank Balances	1.3	18.8
(d) Short-term loans and advances	66.5	73.0
(e) Other current assets	8.7	11.4
TOTAL	1,660.1	1,324.4

Key Financial Ratios

Particulars (%)	Quarter Ended		QOQ		YOY	Full Year	
	Q4FY16	Q3FY16	Shift (bps)	Q4FY15	Shift (bps)	FY16	FY15
EBITDA Margin	7.6	7.7	-12	4.5	305.1	6.9	5.9
EBITDA Margin on Manufacturing	8.1	8.9	-81	4.5	357.0	7.6	5.9
EBITDA Margin Trading	3.6	3.2	40	2.0	160.0	3.0	11.5
Profit Before Tax	4.5	4.9	-45	1.6	291.2	3.9	3.1
Net Margin	2.3	3.3	-96	0.9	147.2	2.4	2.0
Total Expenditure / Total Operating Income	92.7	92.5	20	95.6	-282.6	93.3	94.2
Raw Material Cost / Total Operating Income	82.9	82.6	30	88.4	-555.7	84.6	85.4
Staff Cost / Total Operating Income	1.7	1.5	18	1.5	25.9	1.5	1.3
Other Expenditure / Total Operating Income	8.1	8.4	-28	5.7	247.2	7.2	7.5
Interest & Finance Charges / Sales	1.5	1.9	-40	2.2	-66.6	1.6	2.1
Tax Rate	47.9	33.2	1469	45.0	289.0	38.3	34.7

Sales Volume Break-Up

Particulars (MT)	Quarter Ended		QOQ		YOY	Full Year	
	Q4FY16	Q3FY16	Shift (%)	Q4FY15	Shift (%)	FY16	FY15
Black Pipe	189	144	31%	109	73%	625	418
GI Pipe	33	27	22%	24	38%	115	91
GP Pipe	40	37	8%	36	11%	159	136
Coils & Others (including scrap)	25	11	127%	13	92%	64	59
Total	287	219	31%	182	58%	963	704

Realizations (after adjusting inter-company)

Particulars (Rs. / Ton)	Quarter Ended		QOQ		YOY	Full Year	
	Q4FY16	Q3FY16	Shift (%)	Q4FY15	Shift (%)	FY16	FY15
Black Pipe	32,500	31,500	3%	40,000	-19%	33,544	40,100
GI Pipe	41,500	40,500	2%	40,500	2%	41,645	41,100
GP Pipe	42,000	40,650	3%	48,300	-13%	41,575	50,800
Coils & Others (including scrap)	24,250	22,900	6%	28,600	-15%	17,991	26,200

Product-wise Revenue Break-up

Particulars (Rs. Cr.)	Quarter Ended		QOQ		YOY	Full Year	
	Q4FY16	Q3FY16	Shift (%)	Q4FY15	Shift (%)	FY16	FY15
Black Pipe	614.3	453.6	35%	438.0	40%	2,097.0	1,700.0
GI Pipe	137.0	109.4	25%	115.0	19%	479.0	461.0
GP Pipe	168.0	150.4	12%	173.0	-3%	662.0	690.0
Coils & Others (including scrap)	60.6	25.2	141%	38.0	60%	115.0	154.0
Total	979.8	738.5	33%	764.0	28%	3,353.0	3,005.0

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 400 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.aplapollo.com

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

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