

INDIA'S
No. 1
STRUCTURAL STEEL TUBE COMPANY



REV  LUTIONISE



*India's No.1 by Market Share

APL APOLLO TUBES LIMITED
INTEGRATED REPORTING &
FINANCIAL STATEMENTS 2021-22



ABOUT THIS YEAR'S REPORT

AT APL Apollo Tubes Limited (APL Apollo), we are pleased to present our **third Integrated Annual Report**. This is one of our principal communication documents catering to all our stakeholders.



Our Approach to Reporting

Through this Report, we aspire to provide our stakeholders an all-inclusive depiction of the organisation's value creation ability using both financial and non-financial resources. The Report provides insights of our key strategies, operating environment, material issues, mitigation strategies, operating risks and opportunities, governance structure and our approach towards long-term sustainability.



This Report contains **comprehensive information** on our operational and financial performance and how these influence our strategic direction, resulting in our ability to create sustainable value.

Reporting Period, Scope and Boundary

The reporting period for this Integrated Report is 1 April 2021 to 31 March 2022. It provides an overview of our operations and business development activities. The Report, further, covers information on our business segments in India and abroad, along with associated activities that enable short, medium, and long-term value creation.

Reporting Standards and Frameworks

In this report, we have attempted to bring in more transparency and accountability through the disclosures and information provided in the initial pages of the Report, following the guiding principles of the International Integrated Reporting Council (IIRC). The other statutory reports, including the Board's Report, Management Discussion and Analysis (MD&A) section, the Corporate Governance Report and the Business Responsibility Report, are in line with the Companies Act, 2013, Securities Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, and the prescribed Secretarial Standards.

Management Assurance

Our Company's senior management, under supervision of the Chairman and Managing Director, has reviewed the Report content. The Board members of our Company have provided the required governance oversight.

WHAT YOU WILL FIND

01- 17 CORPORATE OVERVIEW

- 04 REVOLUTIONISE
- 14 OUR PERFORMANCE
- 20 FROM THE CHAIRMAN'S DESK
- 30 APL APOLLO: AN OVERVIEW
- 40 MATERIALITY ASSESSMENT
- 42 STAKEHOLDER ENGAGEMENT
- 44 THE OPERATING ENVIRONMENT
- 48 KEY PERFORMANCE INDICATORS
- 50 MEGA TRENDS
- 54 STRATEGIC DIRECTION

- 60 RISK MANAGEMENT
- 64 BUSINESS MODEL
- 66 THE CAPITALS
- 86 OUR GOVERNANCE
- 90 ESG AT APL APOLLO
- 92 BOARD OF DIRECTORS
- 94 LEADERSHIP TEAM

18-20 MANAGEMENT OVERVIEW

96

MANAGEMENT DISCUSSION &
ANALYSIS

106

BOARD'S REPORT

126

BUSINESS RESPONSIBILITY
REPORT

134

CORPORATE GOVERNANCE
REPORT

21-22 FINANCE OVERVIEW

159

STANDALONE FINANCIAL
STATEMENTS

229

CONSOLIDATED FINANCIAL
STATEMENTS

TRANSITIONISE

There are enterprises and
there are enterprises.

And then there are
disruptors.

Disruptors who have the
vision to think beyond
the visible.

They ideate and create
concepts when most
are selling largely

commodity products
(albeit with tweaks in the
name of value-addition).

They build the market
size when others are
jostling for market space.

REV



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UTIONISE

APL APOLLO IS ONE SUCH MAVERICK THAT HAS AND CONTINUES TO **REVOLUTIONISE ITS BUSINESS SPACE WITH NOVEL SOLUTIONS THAT SET TRENDS FOR OTHERS TO EMULATE.**

CONSTRUCTION IN INDIA

WE are at a cusp of an exciting phase in the construction industry, where the traditional methods are paving way for environmentally friendly tubular construction in India.

APL Apollo being the market leader is leading this **revolutionary** transformation with all the stakeholders to lay the foundation for a cleaner and sustainable India.

TUBULAR TECHNOLOGY. THE GAME CHANGER WHOSE TIME HAS COME.

It is prevalent across the world. This is why skyscrapers come up in days.

The all-steel superstructure is made at factories. Brought to the site. And fitted.

It is now going to populate India's skyline.

Well, the story has already begun.

APL APOLLO'S REVOLUTIONARY JOURNEY HAS BEGUN. WE HAVE RECEIVED A 15,000-TONNE SHOWCASE PROJECT.

Our Products are being used in

6 Medical Buildings

in Delhi

for creating a

1.8 mn sq. ft.

built-up area using Tubular technology.



The work had started in six medical building sites.

We have despatched ~10,000 tonnes of tubes to these sites.

The erection works are almost completed at 5 sites.

We are proud to mention that this is one of the fastest constructions of the superstructure for a multi-story building with an area covering more than 500,000 sq. ft. Our work sites:



SITE-1



SITE-2



SITE-3



SITE-4



SITE-5



SITE-6

We have made several presentations to construction agencies, structural consultants, civil engineers, architects and builders across India. They ask two questions.

1) Why Tubular Technology?

We were prepared with our homework. So, here's why. This technology provides eye-popping benefits which just cannot be overlooked.

One, when you move to steel tubes, the area covered by vertical sections reduces. Hence, the carpet area increases by 2-3%. **Higher returns.**

Two, you save immense time on the construction of the superstructure, which will result in significant savings in interest costs for the builder. **About a year's interest cost is saved.**

Three, you can pre-advance your cash flows if it is an institutional building for medical building, hotel, or school purposes. **Generating solid Liquidity.**

As a result, adopting this technology is a no-brainer for the building world.

2) Where is it deployed?

For this, we had two options. Either take the building world on a tour across the world. Or demonstrate the same in India.

We chose the latter. For it demonstrates the confidence in our belief and technology. We created our largest tube plant, which also happens to be India's largest tube facility, deploying our novel tubular technology.



AN AREA OF 1.8 MN SQ. FT IS BEING BUILT USING 100% APOLLO COLUMN TUBES.

Our strategy has worked. It has opened the floodgates for this new technology. Currently, we are evaluating multiple enquiries that promise to fill in our capacities right from the word go. It includes a Hotel in Bengaluru and a Night Shelter in the Indian capital.

