

conviction

capacity

capability

channel

POWERING AMBITION

APOLLO PIPES LIMITED
ANNUAL REPORT 2022-23

FY23 IN NUMBERS

66,567

Sales volumes (MT)

915

Revenue from Operations (₹ Crore)

68

EBITDA (₹ Crore)

24

Net Profit (₹ Crore)

69

Cash Flow from Operations (₹ Crore)

7%

EBITDA Margin

8.7%

Return on Capital Employed

56

Net Working Capital days

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Nothing truly great happens in this world without an ambition because ambition reflects the kind of success you will attract.

It defines the path. It infuses energy. It pushes performance. It amplifies respect, and drives the institution into a new orbit.

At Apollo Pipes, fuelled by our passion and supported by our strengths, we have contoured a roadmap which is summed in two simple words – POWERING AMBITION.

Powering Ambition sets out our strategy to accelerate the transition of our business to feature among the Top 3 players in our business space. It is designed to elevate the quality of our business.

Powering Progress has one primary goal in support of our purpose, to power progress together by providing more and superior solutions. It is underpinned by our financial strength, our innovation zeal and our expanding reach. It aims to create enhanced value for all our stakeholders.

We have drawn up an ambitious capacity augmentation plan which is the largest in our history this far.

₹ 500 Crore

This is more than 7x of our Cash Flow from Operations in FY23.

And we will not take a single rupee of debt to fund our most ambitious capacity augmentation programme.



Our installed capacity will leapfrog from 136,000 TPA to 286,000 TPA in the next 3- 4 years.

Current capacity:
136,000 ton



ONGOING EXPANSION		CAPEX
Dadri-2 (Greenfield)	Dadri-I & Tumkur (Brownfield)	₹100 Crore
25,000 Ton		
FUTURE EXPANSION		CAPEX
125,000 Ton		₹400 Crore
West	South East	

Total capacity:
286,000 ton
in 3-4 years



When fully operational, our capex has the potential to generate ₹1,400 Crore in additional revenue.

The Chairman's Statement



I am delighted to mention that we are more than doubling our operating capacity through brownfield expansions and greenfield facilities to strengthen our manufacturing presence pan-India.

Dear Shareholders,

This is my first communication with all of you as the Chairman of the Board of Directors at Apollo Pipes, a baton I took over from my distinguished predecessor, Mr. Sanjay Gupta. On behalf of all of you, I take this opportunity to express my appreciation and gratitude for the stellar guidance and direction Mr. Gupta has provided to the organisation. He has been an integral part of the Board and a strong force in propelling your Company into a league of its own.

Apollo Pipes has always stood out as a brand that has been steadfast in delivering value to its stakeholders. Our relentless pursuit has helped us deliver yet another healthy performance in the face of considerable upheavals.

Fiscal 2023 has been fraught with challenges. Our journey through the months was shaped by the evolving global and Indian economic landscapes, which were considerably intense.

The year started with a sense of optimism. But that abruptly reversed as the Russia-Ukraine crisis unleashed a wave of uncertainties resulting in disruptions in the supply chain, surging commodity prices, heightened inflationary pressures, and escalating interest rates. The fallout of this humanitarian crisis was experienced across sectors. For some business spaces, the adversities were ominously intense.

Notwithstanding the extreme price volatility in PVC prices, we reported a very satisfying performance. What stands out are our volumes and financial performances. These facts suggest two promising positives that highlight our potential in the future 1) Our business strategy about capacity creation, product development and distribution widening and branding is working well, and 2) Our unwavering focus on pursuing value-accretive growth opportunities has worked well.

For taking our progress ahead, we have drawn the contours of an ambitious blueprint to be executed over the next 3-4 years. We are establishing newer capacities and increasing the adoption of newer technologies to make them more value-efficient.

Our powering ambition is platformed on a resurging India that is moving with speed to occupying its rightful position in the global pecking order.

With the economy at US\$3.75 tr, India is only at an arm's length away from the once aspirational US\$ 5 tr milestone. The estimated four-year journey to reach this number will create immense opportunities across sectors. India would open its doors wider for global enterprises and investments. India's move towards emerging as a developed nation will gather more steam.

Real estate will be a key beneficiary of India's economic progress. The flurry of activity in the real estate sector is palpable. It's happening in urban and semi-urban areas in equal measure. Experts suggest that the sector is just at the bottom of the J-curve with considerable growth potential over the medium term. Demand for our products will scale significantly.

I am delighted to mention that we are more than doubling our operating capacity through brownfield expansions and greenfield facilities to strengthen our manufacturing presence pan-India. Equity infusion and internal cash generation will fund the estimated capital investment. In addition to increasing volumes, this initiative promises to enhance the share of value-added products in our revenue mix, enabling us to deliver superior returns to all our stakeholders. With the commissioning of these facilities, we will increase our market share and position.

As we grow further, we will maintain a razor-sharp focus on the quality of growth. We will work ardently on reducing our burden, optimising resource consumption, inculcating circularity in our operations and reducing our carbon footprint.

I thank the Board for their guidance in formulating the Company's blueprint. I must also thank our stakeholders, employees, lenders, shareholders, government and society at large, for their continued support and license to operate, which has translated into a smooth multi-location operation across different regions. I solicit your continued support.

Warm regards,
Sameer Gupta
Chairman

About Apollo Pipes

We are
among the
Top 7 leading
PVC pipes
manufacturers
in India.

A reputed company of the PVC pipes industry with a strong presence in domestic markets –Apollo Pipes has nurtured strong brand equity in the markets of its presence. It has established an entrenched distribution network comprising 700+ channel partners.

Headquartered in Noida, the Company has a Pan-India manufacturing presence with facilities at Dadri and Sikandrabad (Uttar Pradesh), Ahmedabad (Gujarat), Tumkur (Karnataka) and Raipur (Chhattisgarh) accounting for a total annual capacity of 136,000 MT.

Headed by Mr Sameer Gupta as Chairman and Managing Director, the Company's day-to-day operations are managed by a team of energetic and enthusiastic professionals.

The Company's equity is listed on the BSE and National Stock Exchange.

Our Sectors of presence and focus



Agriculture Segment

- Casing pipes
- Drip irrigation &
- Sprinkler system
- Bore well pipes



Water Management Segment

- Hot and cold potable water Distribution & transportation
- Residential, commercial Installations



Construction Segment

- Sanitation & Sewage pipes
- Plumbing Pipes



Oil & Gas Segment

- Conveying edible oils and chemicals & corrosive fluids



Telecom Ducting

PRODUCT PORTFOLIO

The Company's vast product portfolio includes a range of 1600+ SKUs of cPVC, uPVC and HDPE pipes, water storage tanks, PVC taps, fittings and solvents of top-notch quality. The product basket is the most versatile with pipes ranging from 15mm to 400mm diameter and serve various industries such as Agriculture, Water Management, Construction, Infrastructure and Telecom ducting segments.

Plumbing



CPVC Plumbing System



uPVC Plumbing System



PPR-C Plumbing System

Agriculture



uPVC Pressure Pipes & Fittings



HDPE Pipes & Coils



HDPE Sprinkler System

Sewerage



uPVC SWR Drainage System



Under ground
Drainage Pipes

Borwell System



uPVC column Pipes



Casing Pipes