

7th August, 2025

To,
The National Stock Exchange of India Limited Department of Corporate Services/Listing
Exchange Plaza, 5th Floor, **BSE Limited**
Plot No. C/1, G Block, Phiroze Jeejeebhoy Towers,
Bandra-Kurla Complex, Bandra (East), Dalal Street, Fort,
Mumbai – 400 051 Mumbai – 400 001

NSE Symbol: APOLLOPIPE

SCRIP Code: 531761

Dear Sir/Madam,

Sub: Earnings presentation and Press Release on unaudited Financial Results (Consolidated & Standalone) for the quarter ended June 30, 2025

Ref.: Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the "Listing Regulations") read with Schedule III to the Listing Regulations

In terms of Regulation 30 of the Listing Regulations read with Schedule III to the Listing regulations, please find attached Earnings Presentation and Press Release respectively made by Apollo Pipes Limited ("Company") on unaudited Financial Results (Consolidated & Standalone) of the Company for the quarter ended June 30, 2025.

This disclosure along with the enclosures shall be made available on the website of the Company viz. www.apollopipes.com.

Kindly take the same on your records.

Yours Truly
For Apollo Pipes Limited

Gourab Kumar Nayak
Company Secretary & Compliance Officer

Encl: A/a

APOLLO PIPES LIMITED

Regd. Office : 37, Hargobind Enclave, Vikas Marg, Delhi-110092, India

Corporate Office : A-140, Sector 136, Noida (U.P.) - 201301

Manufacturing Unit : Dadri (U.P.), Sikandrabad (U.P.), Ahmedabad (Gujarat), Tumkur (Karnataka), Raipur (Chhattisgarh) India

Toll Free No.: 1800-121-3737

info@apollopipes.com | www.apollopipes.com | CIN : L65999DL1985PLC022723

APOLLO PIPES LTD.

Q1FY26 EARNINGS PRESENTATION

Aug 2025

Safe harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to, "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



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**QIFY26
Highlights**



COMPANY OVERVIEW

Apollo Pipes at a Glance



Amongst the Top 6
leading PVC pipe
manufactures in India



225,500 Ton
Capacity



8
Manufacturing Plants



1,000+
Channel Partners



3,000+
SKU's



17%
5-year Sales Volume
CAGR



24%
5-year Revenue
CAGR



16%
5-year EBITDA
CAGR

Q1FY26 AT A GLANCE



₹275 Cr

Revenue

11% YoY decrease
13% QoQ decrease



25,315 MT

Sales Volume

5% YoY decrease
3% QoQ decrease



₹20.7 Cr

EBITDA

29% YoY decrease
14% QoQ decrease



7.5%

EBITDA Margin

187bps YoY decrease
12bps QoQ decrease



₹8.1 Cr

PAT

35% YoY decrease
17% QoQ decrease



₹20.3Cr

Cash Profit

15% YoY decrease
8% QoQ decrease



5.3%

ROCE in Q1FY26

7.3% in FY25



3.6%

ROE in Q1FY26

4.2% in FY24



₹52Cr

Net cash in Q1FY26

46 Cr Net cash in FY25



38 days

NWC days in Q1FY26

36 days in FY25

Note 1: Q1FY26 financials are on consolidated basis

Note 2: Capital Employed for ROCE: Total Assets minus Current Liabilities minus surplus cash

Note 3: ROCE/ ROE/ NWC are annualized for FY26 on the basis of Q1FY26

Apollo Pipes at a Glance



Agriculture Segment

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



Water Management Segment

- Hot & 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

APOLLO PIPES - KEY FOCUS AREA



Product Portfolio

Diversified Basket of 3,000+ Products

UPVC PIPING SYSTEM



uPVC Pipes & Fittings | uPVC Column Pipes SWR Drainage Pipes | uPVC Pressure Pipes
Well Casing Pipes | Underground Drainage Pipes

PPR-C PLUMBING SYSTEM



PPR-C Pipes & Fittings

CPVC PIPING SYSTEM



CPVC Pipes & Fittings

HDPE PIPING SYSTEM



HDPE Pipes & Sprinkler System

Bath Fittings



Faucets | Hand and Head Showers | Health Faucets
Cistern | Seat Covers | Allied Products |
Bathroom Accessories

SOLVENT CEMENT



Solvent Cement

WATER TANKS



water tanks

PVC-O PIPES



PVC-O PIPES

PLB DUCT PIPES



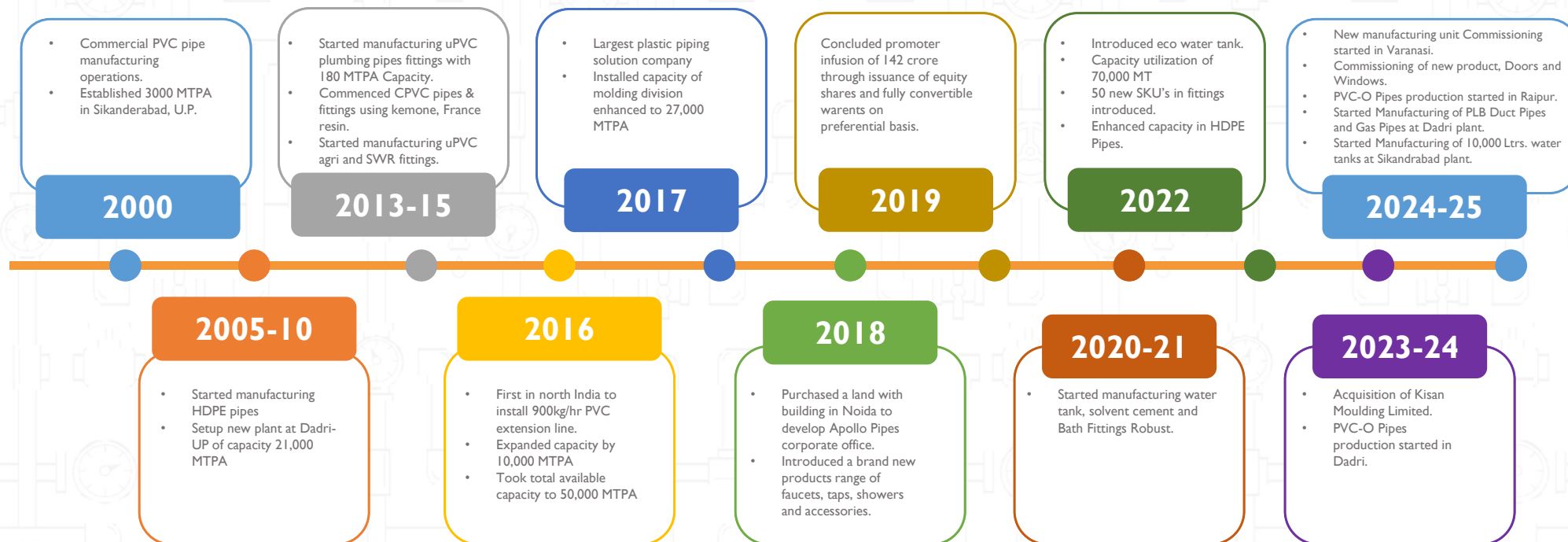
PLB Duct Pipes

GAS PIPES



Gas Pipes

Successfull Journey of Apollo Pipes



**Robust 5-year
CAGR**

(FY20 – FY25)

17%

Growth in Sales Volume

24%

Growth in Revenue

16%

Growth in EBITDA

1

Announced **Mr. Amitabh Bachchan** as
Brand Ambassador

2

New Tv Commercial Launched on
19th December 2023

3

 **6.3 Million Views**

4

 **2.1 Million Views**





- 1 Raveena Tandon Appointed as Brand Ambassador
- 2 Social Media campaign launched in Q3FY22 continue to garner good response
- 3 **Bath Fitting**
(On Raveena's Platform)  8.5 Million Followers
 6.8 Million Followers
- 4 Digital Campaign, Packaging promotions etc

Our Environment, Social, Governance and Safety Policy

Cost Savings and Energy conservation are one of the key focus areas for Apollo Pipes

- Installed rooftop solar plant at Dadri for optimum utilisation of energy
- Evaluating opportunities to install rooftop solar plants at Ahmedabad and Bengaluru in the near future
- Organized various awareness programmes for Shop-floor manpower to ensure optimum utilization of energy across plants
- Complete in-house set-up for re-use of Polymer Waste ensuring nil environmental pollution

Social Welfare of the Society

- Funds and efforts towards Education and Welfare of orphaned and abandoned children and Health Care of the unprivileged
- Associated with Bharat Lok Shiksha Parishad ("BLSP") and FCS Foundation to include scholarship programme for meritorious students who are socially backward and under-privileged
- Effective safety policy and regular safety audits conducted regularly RO and water softening plant facilitating safe consumption of water Regular workshops & training for machine operations / handling & safety
- Mechanized Finished Goods movement Usage of masks and safety gears for plant personnel

Highest standards of corporate governance practices

- Maintains high levels of transparency, accountability in all its interactions with its stakeholders including shareholders, employees, lenders and the government

Apollo Pipes Ltd. **achieves 82nd Percentile** in industry in S&P Global Corporate Sustainability Assessment (CSA) 2024





GROWTH LEVERS

Strategic acquisition of Kisan Mouldings

- Established in 1982 with 40+ yr. old legacy brand
- Have a capacity of ~60k Ton
- Apollo pipes investment amounted to Rs 146 Cr for acquiring majority stake (58.6%) in Kisan.
- Wide range of SKU's including Plastic Pipes and fittings for building and agricultural purposes.
- Cost-effective PVC products
- Wide dealer network with over 300+ dealers and 15,000+ retailers



Key Business Strength



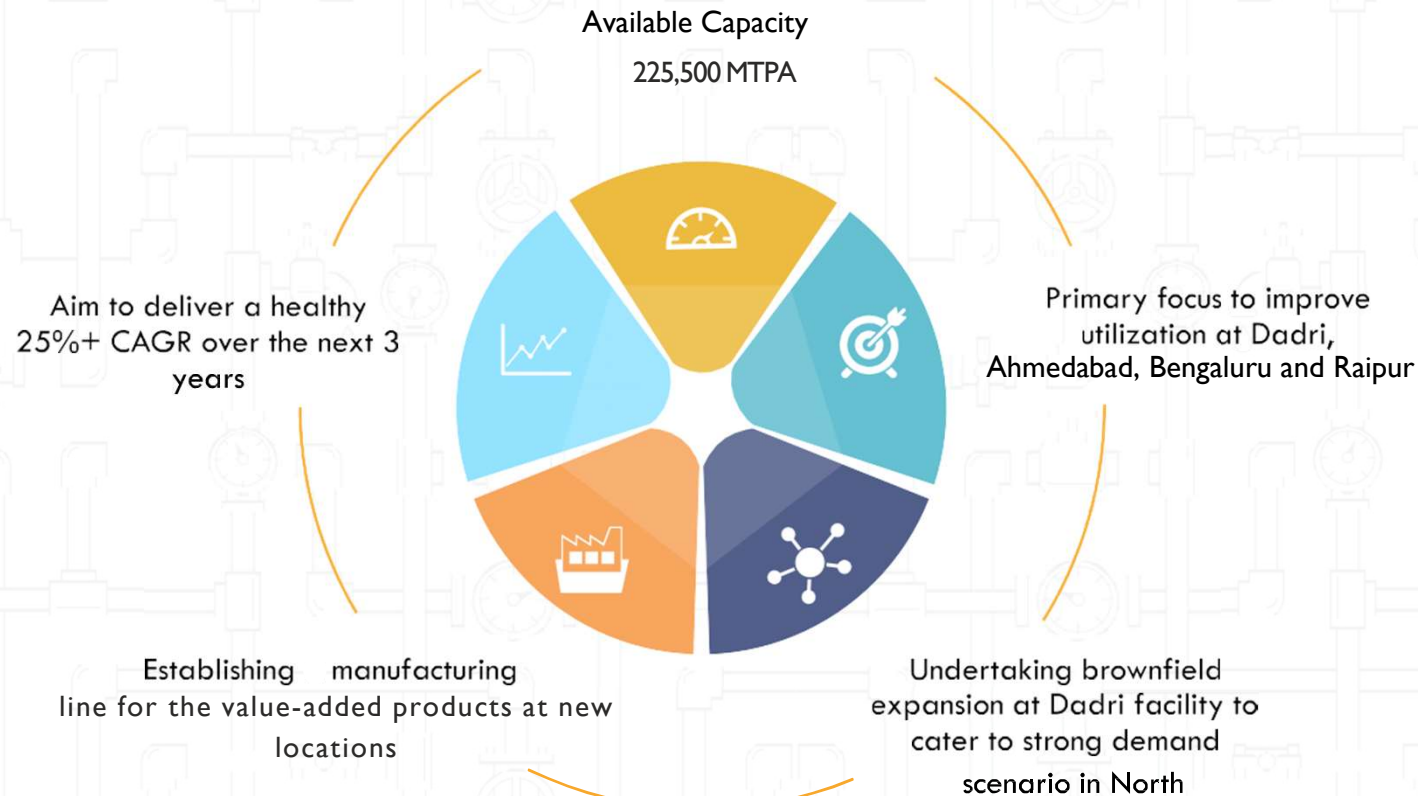
Diversified Product Portfolio

with total offerings at 3,000+, Aiming to achieve 4,000+ products to the basket

- CPVC Pipes and Fittings
- uPVC Pipes and Fittings
- PPR-C Pipes and Fittings
- Agri Pipes and Fittings
- SWR Drainage System
- uPVC Column Pipes
- Well Casing Pipes
- UGD Pipes
- HDPE Pipes and Sprinkler System
- PVC-O Pipes
- PLB Duct Pipes
- Gas Pipes
- Garden Pipes
- DWC Pipes
- Solvent Cement
- Water Tanks
- Kitchen Sinks
- Bath Fittings



Capacity Expansion to aid long-term growth plan





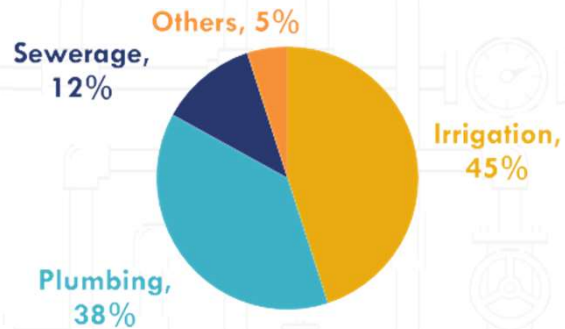
MACRO GROWTH DRIVERS

PVC Pipe Industry

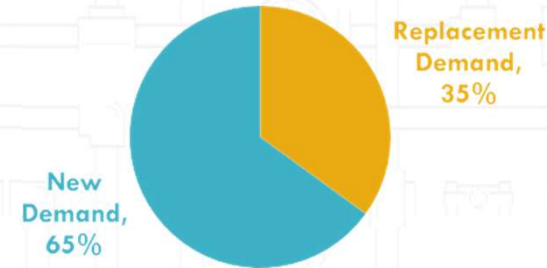
The Indian PVC pipes and fittings market expected to register 15% CAGR during FY24 - FY27

- The domestic plastic pipes industry size at ~ ₹ 350Bn
- Organized players account for ~70% market share
- Key features of plastic pipes against other pipes
 - Lightweight
 - Ease of transportation
 - Longer lifespan
- Key growth drivers:
 - Government's push for cleanliness and sanitation to boost water management sector
 - Increased Building of affordable houses and growing housing demand
 - Requirement for infrastructure for irrigation and water supplies

Demand Segmentation - Domestic Industry



Demand Split- Domestic Industry



At the Forefront of multiple sector trends

Urban Infrastructure & Construction



- Infrastructure push - plumbing and distribution requirements
- Water Management, Waste Management, Water Drainage & Sewerage System
- 'Housing for All' scheme and 'Smart Cities' scheme to drive demand
- Goal targeted construction of 20M and 40M houses in urban and rural areas,
 - One unit in the urban area nearly consumes 200 kg of PVC products
 - Rural house consumes ~75kg

Water Management



- Rehabilitation of aging pipelines and installation of new pipes in transportation of liquids offers a significant opportunity
- Government focus on providing clean water, clean cities with well-organized plans for sewage removal and efficient transport facilities
- National Rural Drinking Water Mission (NRDWM) to create a safe drinking water program

Agriculture Focus



- Improving irrigation schemes for farmers
- Water Table Depletion – increase in bore well activities leading to higher demand of larger diameter pipes
- Increase in land under irrigation for food production
- Increasing agriculture focus will have better demand for irrigation and thus demand for PVC pipes



FUTURE OUTLOOK

Capacity expansion plan

Existing capacity

Current capacity

225,500 Ton

Existing Apollo Pipes Ltd plants
165,500 Ton

Kisan Mouldings Ltd*
60,000 Ton



Ongoing expansion

Capacity expansion

33,000 Ton

Greenfield Varanasi Plant
30,000 Ton by FY26

New Products-
Window & door profiles

3,000 Ton by FY26

Applications- Home and
commercial building material



Organic growth

Brownfield expansion

27,500 Ton



Total capacity

286,000 Ton

in 2 years

*Kisan Mouldings Ltd. capacity factored at 100%
**Apollo Pipes owns 58.6% in Kisan Mouldings Ltd.

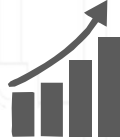
Focus Areas for FY27



Strengthen
foothold in Pan
India



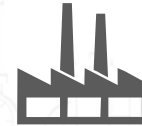
Undertake a
phase-wise
capacity expansion
at the existing
facilities over the
next few quarters



Register solid
growth in sales –
targeting revenue
growth of around
25%+



Penetrate and
establish
footprint into
neighboring
markets in
Central,
Western and
Eastern India



Improve
utilization at the
existing
manufacturing
plants at all
facilities



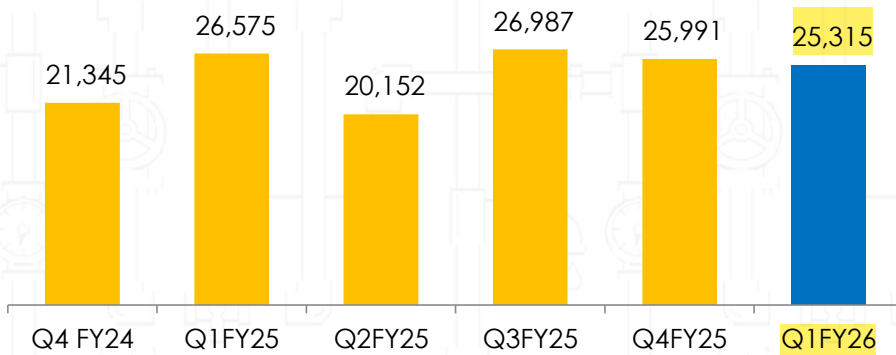
Undertake
various brand
building
exercises and
establish
stronger brand
recall in the
established
markets of Pan
India



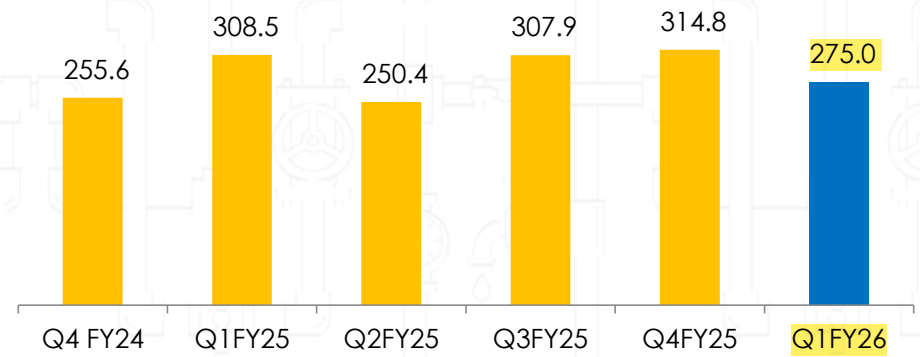
OPERATIONAL & FINANCIAL HIGHLIGHTS

Quarterly Performance (Consol)

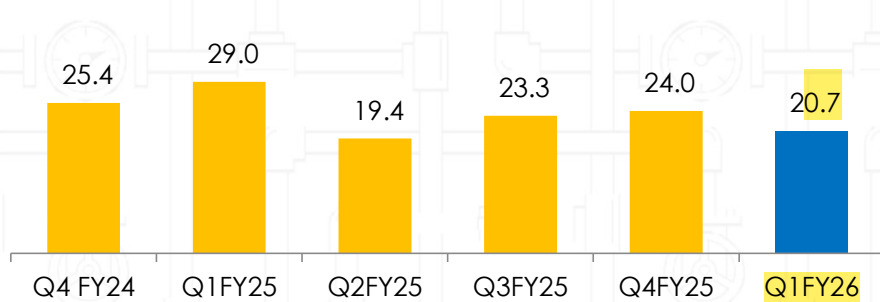
Sales Volume (Tons)



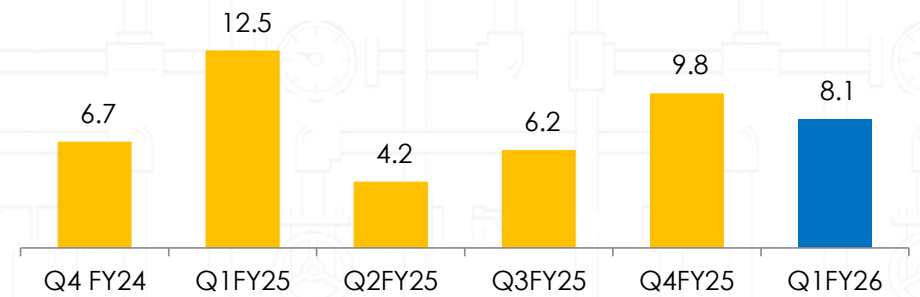
Revenue (Rs. Cr)



EBITDA (Rs. Cr)

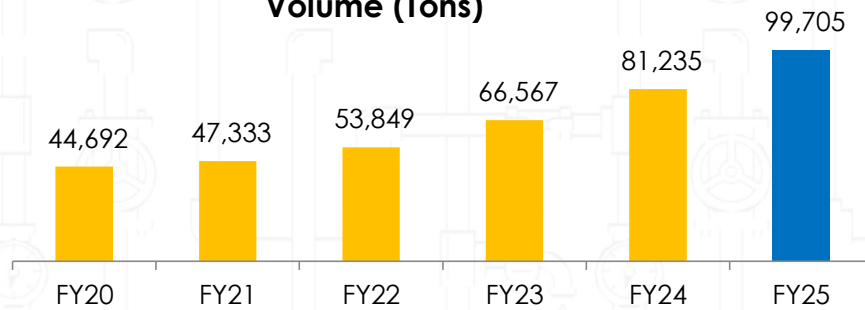


PAT (Rs. Cr)

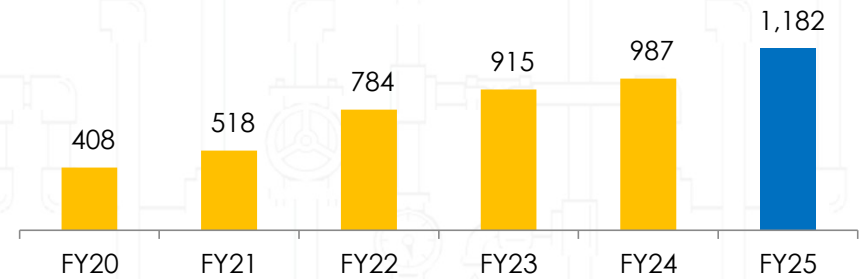


Yearly Performance (Consol)

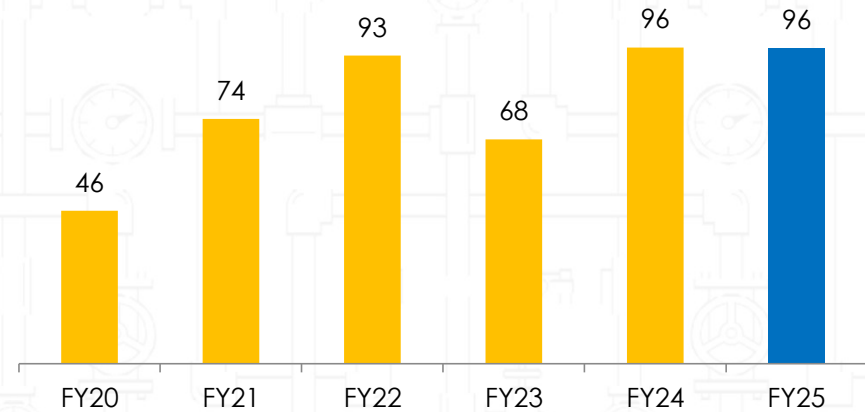
Volume (Tons)



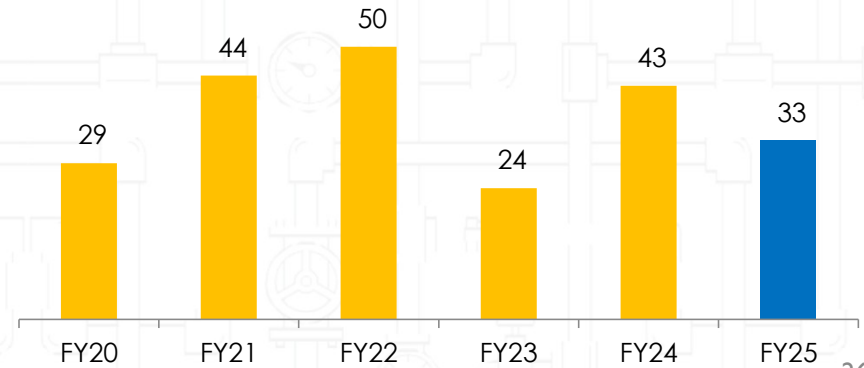
Revenue (Rs. Cr)



EBITDA (Rs. Cr)

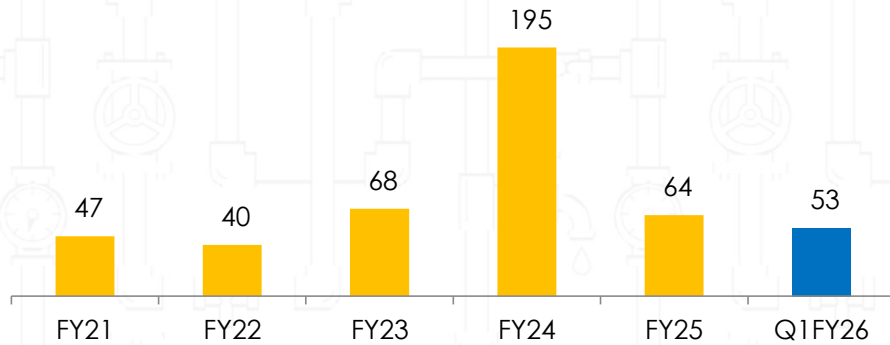


PAT (Rs. Cr)

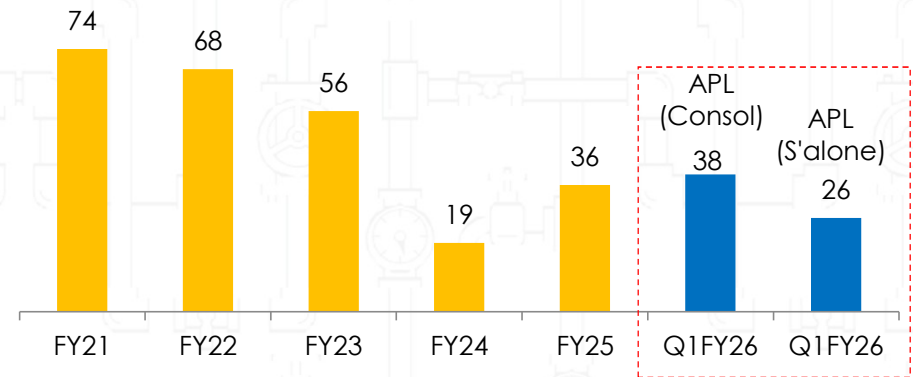


Yearly Performance (Consol)

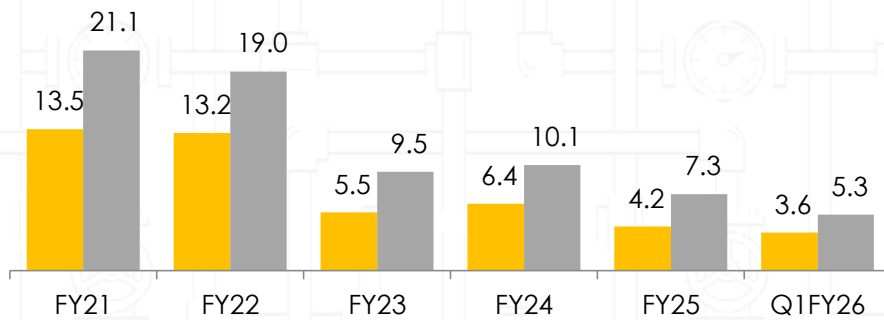
Op. Cashflow (Rs. Cr)



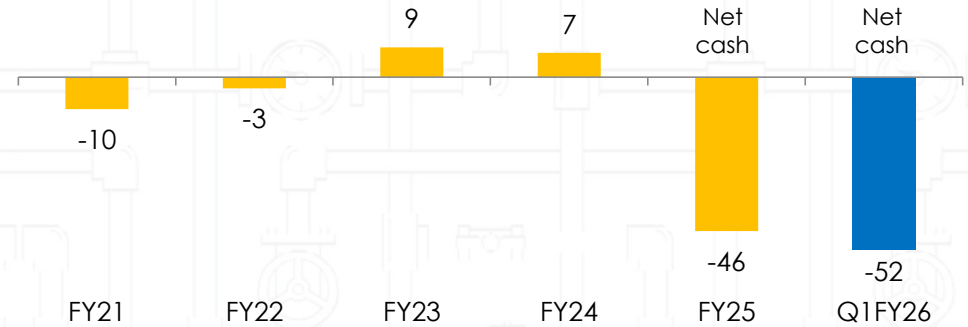
Net Working Capital (Days)



■ ROE (%) ■ ROCE** (%)



Net Debt/ (Net cash) (Rs.Cr)



*Negative due to Net cash, ** Capital Employed: Total Assets minus Current Liabilities minus surplus cash

Profit & Loss Statement (Consol)

Particulars (Rs Cr)	Q1FY25	Q2FY25	Q3FY25	Q4FY25	Q1FY26	FY24	FY25
Sales Volume (Ton)	26,575	20,152	26,987	25,991	25,315	81,235	99,705
Total Income From Operations (Net)	308	250	308	315	275	987	1,182
Total Expenditure	280	231	285	291	254	891	1,086
Raw Material expenses	216	169	215	227	193	714	828
Employee expense	23	23	24	22	24	61	93
Other expenses	40	39	45	41	38	116	166
EBITDA	29	19	23	24	21	96	96
EBITDA margin (%)	9.4%	7.7%	7.6%	7.6%	7.5%	9.7%	8.1%
Other Income	1	1	0	3	3	4	5
Finance Costs	2	4	3	2	2	5	11
Depreciation and Amortization	10	11	12	12	12	30	45
PBT	18	6	9	13	9	65	45
Tax expense	4	2	2	3	1	22	11
PAT	14	4	6	10	8	43	34
Minority interest	1.4	-0.2	0.2	0.1	0.0	0.2	1.4
PAT (after minority interest)	12	4	6	10	8	43	33
PAT margin (%)	4.0%	1.7%	2.0%	3.1%	3.0%	4.3%	2.8%

Apollo Pipes acquired 58.6% stake in Kisan Mouldings

Balance Sheet & Cash flow (Consol)

Balance Sheet - Assets (Rs Cr)	FY25	Q1FY26
Cash & Bank Balance	138	122
Receivables	95	98
Inventories	213	231
Other current assets	45	44
Fixed assets (net)	589	610
Right to use Assets	9	10
Investments	65	67
Other assets/goodwill	76	77
Total Assets	1,229	1,259

Balance Sheet - Liabilities	FY25	Q1FY26
Trade payables	174	200
Other current liabilities	63	56
Debt	92	71
Others	20	19
Minority Interest	87	85
Shareholders' funds	793	828
Total Equity & Liabilities	1,229	1,259

*Capital advances of Rs 27 Cr have been shown in Fixed assets (from other non-current assets)

Cashflow Statement (Rs Cr)	FY25	Q1FY26
EBITDA	96	21
Change in receivables	-18	-2
Change in Inventory	-14	-18
Change in payables	-21	17
Other WC changes	31	38
Tax	-12	-2
Other income	5	3
Others	-3	-3
Operating cash flow	64	53
Capex	-167	-69
Investments	-23	-4
Interest	-10	-2
Free cash flow	-136	-22
Dividend payments	-4	0
Capital increase	194	28
Net change in cash flow	53	6
Net debt beginning	7	-46
Net debt end/ (Net cash)	-46	-52

Profit & Loss Statement (Standalone)

	Apollo pipes (Ex- Kisan)	Kisan Mouldings
(Rs Cr)	Q1FY26	Q1FY26
Sales Volume (Ton)	20,657	5,375
Total Income From Operations (Net)	220	61
Total Expenditure	201	59
Raw Material expenses	158	41
Employee expense	17	7
Other expenses	27	11
EBITDA	19	2
EBITDA margin (%)	8.5%	3.3%
Other Income	3	0.2
Finance Costs	2	0.7
Depreciation and Amortization	11	1.5
PBT	9	0.1
Tax expense	1	0.0
PAT	8.1	0.1
PAT margin (%)	3.7%	0.1%

**Inter company sales volume and revenue in Apollo Pipes(standalone) and Kisan Mouldings have been adjusted in Apollo Pipes (consol) numbers*

CONCLUSION



Key Takeaways



About Us

Apollo Pipes (BSE: 531761;NSE: APOLLOPIPE), is among the top 6 leading piping solution providing Company in India. Headquartered in Delhi, the Company enjoys strong brand equity in the domestic markets. With more than 3 decades of experience in the Indian Pipe Market, Apollo Pipes holds a strong reputation for high quality products and an extensive distribution network.

Equipped with state-of-the-art infrastructure, the Company operates 8 large manufacturing facilities at Dadri & Sikandrabad– UP, Ahmedabad – Gujarat Tumkur–Karnataka, Raipur- Chhattisgarh, Mahagaon (Yavatmal) at Maharashtra, Silvasa at Dadar & Nagar Haveli and Dewas at Madhya Pradesh with a total capacity of 225,500 Ton. The multiple and efficient product profile includes over 3,000+ product varieties of cPVC, uPVC, PVC-O pipe, PVC taps, fittings, water storage tank and solvent of the highest quality. The products cater to an array of industrial applications such as Agriculture, Water Management, Construction, Infrastructure, and Telecom ducting segments. The Company's extensive distribution network spreads for about 1000+ channel partners.



For further information, Please contact:

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Apollo Pipes Ltd

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+91-120-6587777

THANK YOU



Apollo Pipes Limited

A- 140, Sector 136, Noida, Uttar Pradesh- 201301

Q1FY26 Consolidated Business Performance

- Sales volume decreased 5% YoY to 25,315 Ton
- Revenue decreased 11% YoY to Rs 2.8 Bn
- EBITDA decreased 29% YoY to Rs 207 Mn
- PAT decreased 35% YoY to Rs 81 Mn



Noida, Aug 7, 2025: Apollo Pipes Limited, among the top 6 leading piping solution providing Company in India, announced its financial results for the quarter ended June 30, 2025

Q1FY26 Financial performance highlights (Consolidated)

- Sales volume decreased 3% QoQ to 25,315 Ton
- Revenue decreased 13% QoQ to Rs 2.8 Bn
- EBITDA decreased 14% QoQ to Rs 207 Mn
- PAT decreased 17% QoQ to Rs 81 Mn

Management's Message

Commenting on the Company's performance for Q1FY26, Mr. Sameer Gupta, Chairman cum Managing Director, Apollo Pipes (APL) said,

"The company has sailed through a tough quarter for the construction material industry, impacted by macroeconomic environment, geopolitical tension, USA tariff uncertainty and slowdown in government spending. Our Home Plumbing and Bath Fittings industry faced significant challenges due to weak PVC resin prices and weak retail demand. The early onset of monsoon season has affected both of our businesses - home plumbing and agricultural piping.

Going forward the Company expects good demand backed by pickup in construction activities and improved government spending for infrastructure projects.

The company has a robust pipeline of new products, and we are on track to expand our annual capacity to 286,000 Ton in the next 2 years from current 2,25,500 Ton. We remain committed to fund business expansion from cashflow generation without leveraging balance sheet."

About the Company

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For more information, please visit www.apollopipes.com or contact:

A.K. Jain

Apollo Pipes Ltd

Tel: +91 120 6587777; Email: akjain@apollopipes.com

DISCLAIMER:

Certain statements in this document that are not historical facts are forward looking statements. Such forward- looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Apollo Pipes Limited will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

