

**APOLLO**

**Altius Investech**  
Pre IPO | Private Equity

# Apollo Green Energy Limited (AEGL)

Presentation -  
2024

*Created by*  
**ALTIUS**  
**INVESTTECH**



# COMPANY PROFILE

Apollo Green Energy Limited (AGEL), formerly Apollo International Limited, is a key player in India's renewable energy sector. Founded in 1994 and headquartered in Gurgaon, AGEL is part of the Apollo Group, a major Indian conglomerate.

AGEL specializes in renewable energy solutions, focusing on solar, wind, and energy storage. Backed by the Apollo Group's diverse expertise, AGEL is well-positioned to advance green energy initiatives and support India's sustainability goals.



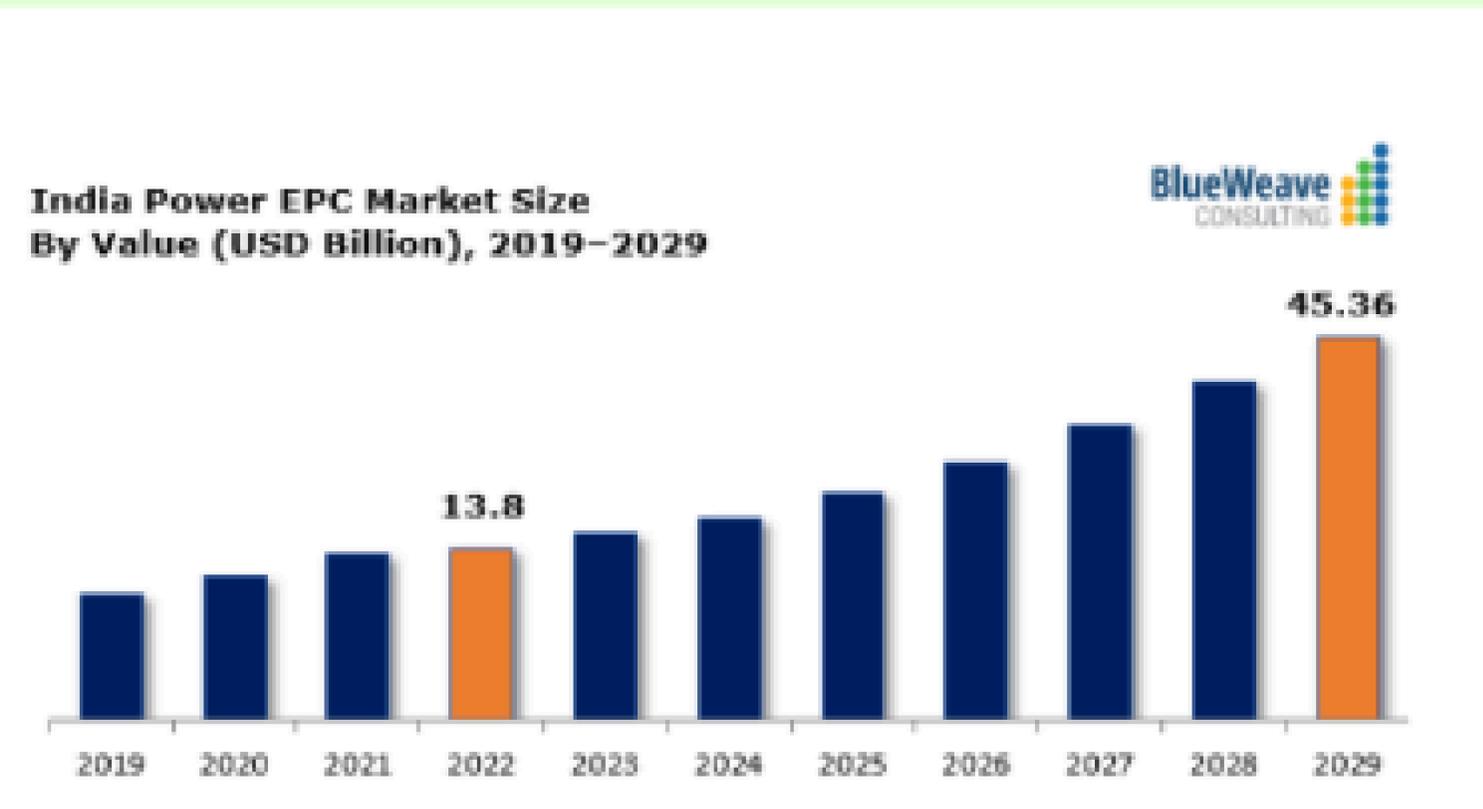
# INDUSTRY OVERVIEW: INDIA POWER EPC MARKET

## Market Snapshot:

The India Power EPC market, valued at USD 13.8 billion in 2022, is projected to grow at a CAGR of 21.94%, reaching USD 45.36 billion by 2029. Growth is driven by rising energy demand, government initiatives, and technological advancements.

## Market Segments:

- **Power Generation:** Led by thermal, with growing renewable energy.
- **Transmission & Distribution:** Transmission dominates due to investment in networks.
- **Challenges:** Regulatory complexities and COVID-19 disruptions, though the latter accelerated digital adoption.



## Key Drivers:

- Industrialization and urbanization boost power infrastructure needs.
- Programs like "Power For All" and the 500 GW renewable target by 2030 create opportunities.
- Innovations in power generation and transmission fuel growth.

## **BUSINESS OVERVIEW**

### **Green Energy:**

Provides end-to-end solutions for renewable energy, including solar, wind, and energy storage.

### **EPS:**

Specializes in turnkey projects for power, oil storage, transmission, solar, irrigation, and industrial sectors, both domestically and internationally.

### **Supply of Goods:**

Trades tyres, batteries, lubricants, and electronics, managing distribution in 70 countries, including India, Dubai, Singapore, and China.

# AGEL PROJECTS OVERVIEW

## Projects Under Execution:

- **Photonics WaterTech:** Smart solar street lights in Bihar – ₹392 Cr
- **Adani Green/Nesteye Insights Pvt. Ltd.:** Solar panels for Adani Power Project in Gujarat – ₹100 Cr
- **MB Power:** FGD Systems for Anuppur Thermal Power Project in Madhya Pradesh – ₹677.5 Cr
- **IOCL:** Capacity expansion at Barauni refinery – ₹313.72 Cr
- **IOCL:** Petrochemical and Lube Integration Project in Vadodra – ₹133.53 Cr
- **Municipal Council Palwal:** Water supply system in Haryana – ₹42.9 Cr
- **State Water and Sanitation Mission:** Rural water supply in Uttar Pradesh – ₹75 Cr
- **Total Value Under Execution:** ₹1735 Cr

## Projects Awarded:

- **NHPC:** 200 MW Solar PV Power Project in Gujarat – ₹966 Cr
- **Patepur Solar Power Project (P) Ltd.:** 200 MW EPC project in Bihar – ₹1024 Cr
- **Joint Venture with Ambika Associate:** 11 KV Line in Bhopal – ₹190 Cr
- **NHPC:** 40 MW Solar Power Project in Odisha – ₹151 Cr
- **NTPC/Sterling Wilson:** EPC contract for 1250 MW NTPC Solar Park in Gujarat (Pipeline) – ₹500 Cr
- **Municipal Corporation of Gurugram (EcoGreen Energy Pvt. Ltd.):** 25 MW Waste to Energy plant in Haryana (Pipeline) – ₹500 Cr
- **Total Value Awarded:** ₹2330 Cr

# MANAGEMENT



**RAAJA KANWAR**  
Managing Director



**SANJAY GUPTA**  
Chief Executive Officer



**SUMAN LATA SURI**  
VP-Head Legal &  
Company Secretary

₹ in crores

**FINANCIAL HIGHLIGHTS**

Financials	FY24	FY23	change %
Revenue	1234	753	63.8%
EBITDA	72.10	21.41	236.75%
PAT	38.59	24.7	56.23%
PAT Margin	3.12%	3.28%	-

## PEER COMPARISON

**APOLLO**



₹ in crores- as of FY 2024

Particulars	Apollo Green Energy Ltd	Zodiac Energy Ltd	Ganesh Green Bharat Ltd.	Bondada Engineering Ltd
Revenue	1234	220	170	801
PAT	38.59	11	22	46
Share Price (Nov 24)	382	547	449	600
Market Capital	1597	826	1114	6481
P/E Ratio	42	61.4	45.4	99
P/S Ratio	1.36	2.89	5.02	6.58

## **APOLLO GREEN ENERGY LIMITED: STRATEGIC VISION & FINANCIAL OVERVIEW**

### **Working Capital & Financial Guarantees:**

Working Capital & Financial Guarantees: Funding from IREDA and commercial banks ensures smooth solar project operations. Surety bonds worth ₹68 Cr, sanctioned by New India Assurance and Bajaj Allianz, support regulatory compliance.

### **Renewable Vision:**

- **EPC & PSU Projects:** Targeting a ₹5000 Cr order book, focusing on innovation and excellence in large-scale renewable projects.
- **Solar Development:** Seamlessly integrated into the solar value chain with a focus on EPC and government PPAs.

India's Vision 2030: Aiming for 500 GW renewable capacity, 50% energy from renewables, and a 1 billion tonne reduction in carbon emissions. Targets include energy independence by 2047 and net zero carbon by 2070.

**Diversification:** Expanding into wind energy, energy storage, EV charging, and green hydrogen, with investments in technology and infrastructure for comprehensive renewable solutions.

## Disclaimer

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+91-9038517269 ,+91-9830271248

<https://altiusinvestech.com/index>

[info@altiusinvestech.com](mailto:info@altiusinvestech.com)

Registered Address, 73A, GC Avenue, Kolkata -13

Corporate Address, Y-19, 90 DEGREES Magnus,  
EP Block, Sec V, Kolkata 700091