



January 21st, 2022

To,

Listing Department, Manager, National Stock Exchange of India **BSE Limited** Phiroze Jeejeebhoy Towers, Rotunda Limited Exchange Plaza, Plot No. C/1, G Block, Mumbai- 400001 Bandra Kurla Complex- Bandra (E), Mumbai-400051

Building, Dalal Street, Fort

NSE Symbol: HITECH

Scrip Code: 543411

#### Subject: Revised Result Update Presentation

Dear Sir/ Madam,

In reference to the above captioned subject, please find enclosed herewith Revised Result update presentation with respect to the Un-Audited Standalone and Consolidated Financial Results for the Quarter and Nine Months ended 31st December, 2021.

Kindly take the above information on record and oblige.

Thanks and Regards For Hi-Tech Pipes Limited CH PIPES LIMITED For ompany Secretary **Company Secretary** 

Encl: As above

Steel Hollow Sections | MS Steel Pipes | GI & GP Pipes | CR Coils & Strips

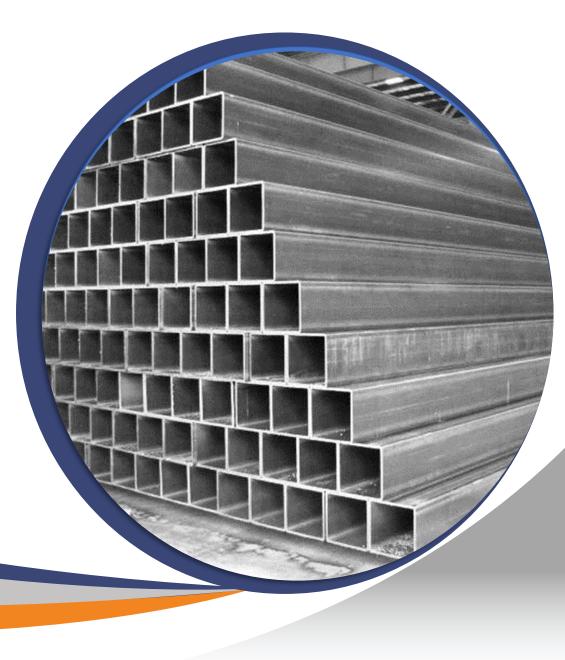
Hi-Tech Pipes Limited CIN : L27202DL1985PLC019750 Regd. Office: 505, Pearls Omaxe Tower, Netaji Subhash Place, Pitampura, New Delhi- 110034



## **Hi-Tech Pipes Limited**

**Providing Innovative Solutions** 

## Investor Presentation – Q3 FY22 & JAN 2022



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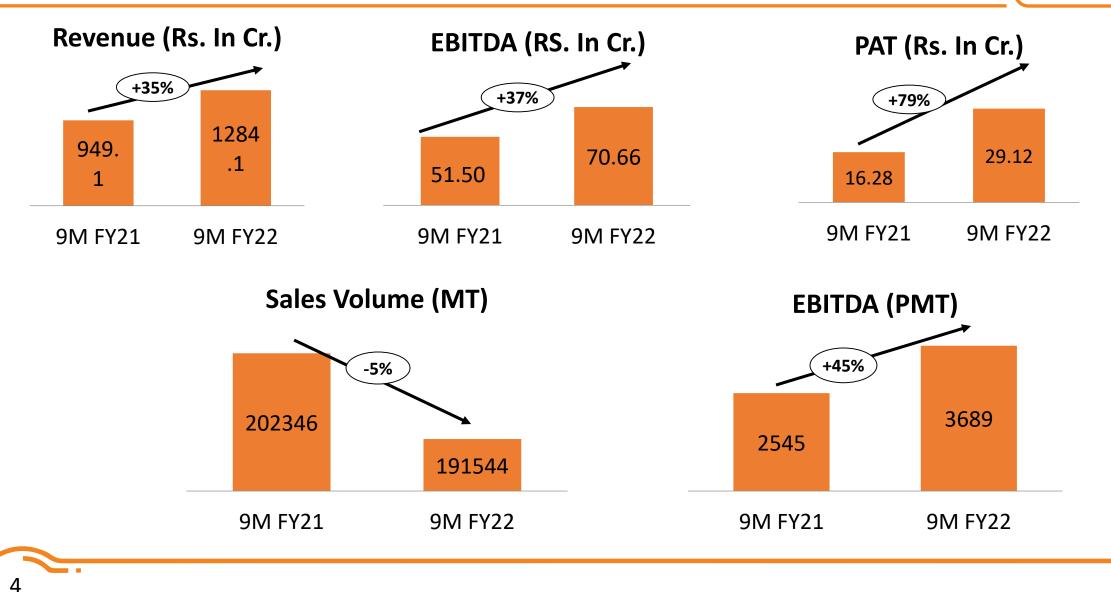
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## Q3 FY22 Highlights

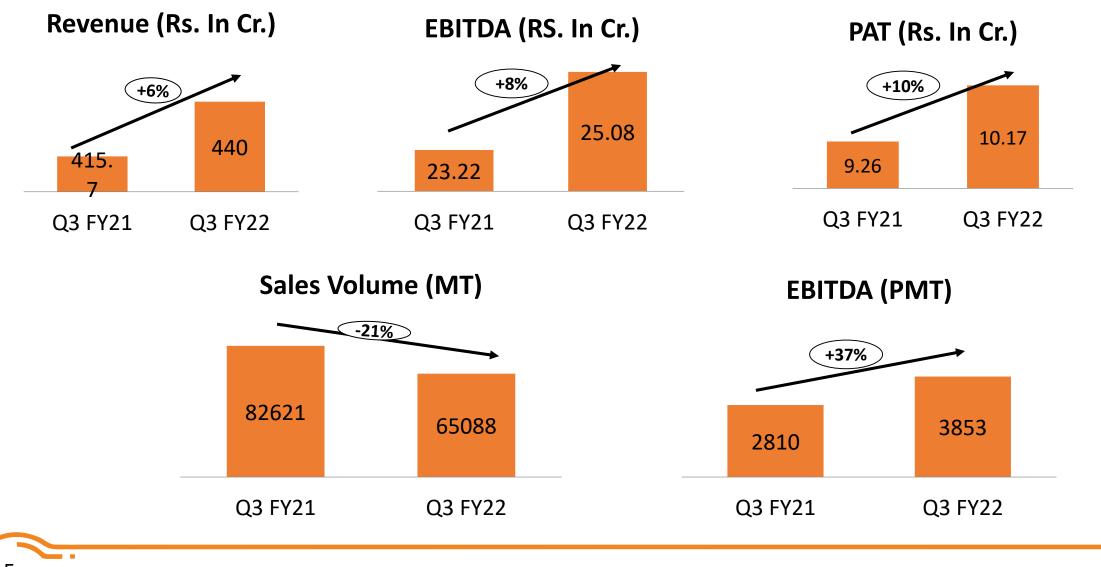
#### **KEY PERFORMANCE KINDICATOR – 9M FY22**





#### **KEY PERFORMANCE KINDICATOR – Q3 FY22**





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## Consolidated Profit & Loss Statement – 9M & Q3 FY22



Rs. (in Lakhs)	Q3 FY22	Q3 FY21	Y-o-Y %	Q2 FY22	Q-o-Q %	9M FY22	9M FY21	Y-o-Y %
Total Income from Operations	44001.54	41569.58	6%	46079.38	(4.5%)	128407.00	94912.58	35%
Raw Materials	39813.24	37631.00		41483.05		115956.54	85664.75	
Employee Cost	513.13	499.60		585.19		1549.47	1276.32	
Other Cost	1167.33	1117.16		1587.78		3834.69	2821.91	
Total Expenditure	41493.70	39247.76		43656.02		121340.70	89762.98	
EBITDA	2507.84	2321.82	8%	2423.36	3.5%	7066.3	5149.6	37%
Other Income	2.10	29.73		8.19		24.52	37.18	
Depreciation	240.32	206.62		240.00		719.00	598.19	
Interest	884.35	878.54		818.57		2415.83	2347.38	
Profit Before Tax	1385.27	1266.39	9.5%	1372.98	1%	3955.99	2241.21	77%
Тах	368.45	340.19		367.99		1043.71	612.74	
Profit After Tax	1016.82	926.20		1004.99		2912.28	1628.47	
Other Comprehensive income	0	0		0		0	0	
Total Comprehensive Income	1016.82	926.20	10%	1004.99	1.2%	2912.28	1628.47	79%
Basic EPS (in Rs. / share)	8.33	8.48		8.41		24.60	14.90	

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## **Consolidated Balance Sheet**



Rs. in Lakhs	As on 30 <sup>th</sup> Sept– 21	As on 31 <sup>st</sup> March– 21	
Equity	23618.84	20519.33	
Equity Share Capital	1218.61	1120.61	
Other Equity	22400.23	19398.72	
Liabilities			
Non Current Liabilities	14335.12	13306.18	
Financial Liabilities			
Borrowing	12400.60	11617.26	
Other Financial liabilities	62.79	79.80	
Provisions	89.72	89.72	
Deferred Tax Liabilities (Net)	1782.01	1519.40	
<b>Current Liabilities</b>	27700.22	26102.86	
Financial Liabilities			
Borrowings	19156.41	17892.54	
Trade Payables	4458.91	4922.97	
Other Financial Liabilities	2457.86	2269.24	
Other Current Liabilities	530.90	317.85	
Provisions	471.70	418.28	
Current Tax Liabilities (Net)	624.45	281.98	
Total	65654.17	59928.37	

As on 30 <sup>th</sup> Sept– 21	As on 31 <sup>st</sup> March– 21	
25969.54	24179.84	
19968.95	20248.95	
5100.49	2988.16	
2.00	1.25	
0.03	0.03	
379.93	417.53	
518.14	523.92	
39684.64	35748.53	
18270.77	18847.07	
0.0	0.0	
16584.92	12060.58	
64.76	63.40	
1632.22	1629.25	
3131.98	3148.23	
65654.17	59928.37	
	30 <sup>th</sup> Sept- 21 25969.54 19968.95 5100.49 2.00 0.03 379.93 518.14 39684.64 18270.77 0.0 16584.92 64.76 1632.22 3131.98	



#### 9M FY22 – Operational Highlights



Sales volumes decreased by 5% to 1.92 lakh tonnes as compared to 2.02 lakh tonnes in 9M FY21. Primary reason for decrease in volume is extended monsoon period and wider price gap between primary steel and secondary steel due to which distributor's and dealer's has started doing destocking in Q3 FY 2022

Capacity Utilisation stood at 45% in Q3FY22, same as 45% in Q2 FY22

Sales Realization improved by 48% to Rs 67,605/tonne as against Rs 48,124/tonne in 9M FY12

EBITDA/tonne improved to Rs 3,689 / tonne from Rs.2,545 / tonne in 9MFY21

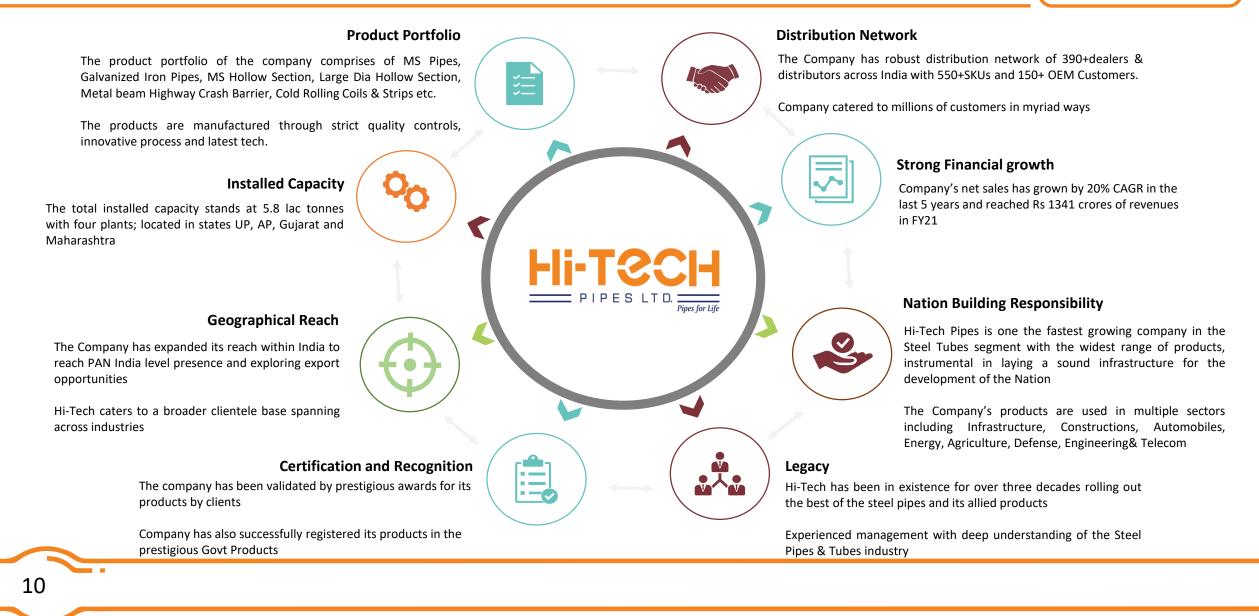
New Khopoli facility ramping up during the Year, as production of GP Pipes has been started there.

Share of value-added products stood at 25% in Q3FY22 of total sales as compared to 18% in Q3 FY 21

## Company Overview

### **Hi-Tech Pipes at a Glance**







B	Built Core Strength	Installed Capacity 5,80,000 MTPA	Diversified Presence 5 Plants across 4 states	Business Experience <b>35+ years</b>	Employees <b>~1,100+</b>
r ← v v	Strong Distribution	Dealers & Distributors <b>390+</b>	SKUs <b>550+</b>	Contractor Consumers <b>90+</b>	OEM Customers <b>150+</b>
	Product Innovation	Product Offerings <b>450+</b>	Products availability Across 17 States	Diversified Application +10 Industries	Value added Products <b>50+</b>
S	Established Brands				
	Strong Financial Performance	Net Sales +20% CAGR*	EBITDA +15% CAGR*	EPS +23% CAGR*	Net Worth +28% CAGR*

\* 5 year CAGR from FY17-FY21

#### 35 Years of Consistent Growth and Innovation



#### 1988-1996

- Commenced Manufacturing 'MS pipes' at Sikanderabad unit-1
- Started manufacturing Cold Rolled Coils' and strips

#### 2001-2010

- Installation of 'Hot-Dipped Galvanizing' facility
- Commenced production of 'Metal Beam Crash Barriers'
- Initiated production of 'Hollow Sections and Solar Mounting Sections'

#### 2012-2016

- Sikanderabad Unit –II facility commenced for manufacture 'Steel Tubes & Hollow Sections'
- Started commercial production of 'Steel Tubes & Hollow Sections' at the Sanand (Gujarat) Unit-III
- Listed on the NSE-SME

#### 2017-2019

- Commenced operations at Hindupur (Andhra Pradesh) Unit IV
- Modernized the 'Cold Rolling Plant' at Sikandrabad unit
- Started 'Tube Mill No.
  3' at Sanand
- Migrated to NSE Main Board in May 2018

#### 2019-2021

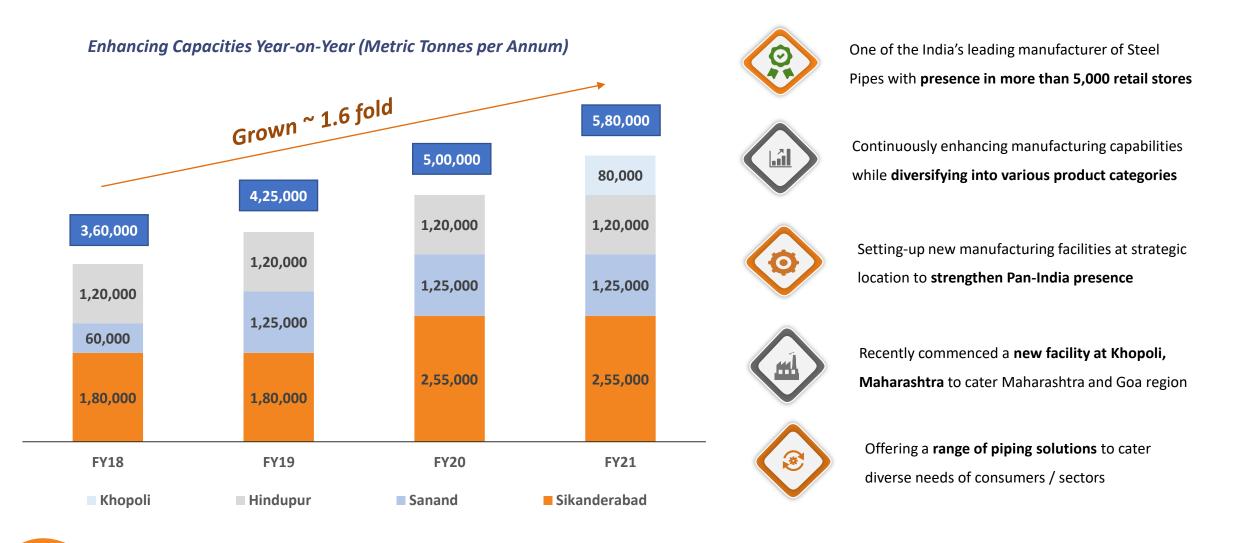
- Started Colled Rolling expansion project for wider product of HRoP, CRCA, CRFH, GPGC
- Commenced Khopoli, Maharashtra facility of 80,000 MTPA – Unit V

#### <u>2021-22</u>

- Started Continuous Galvanizing Line at Sikandarabad Unit
- Listing of Company at Bombay stock Exchange.

## Continued Investment in Expanding Capacity

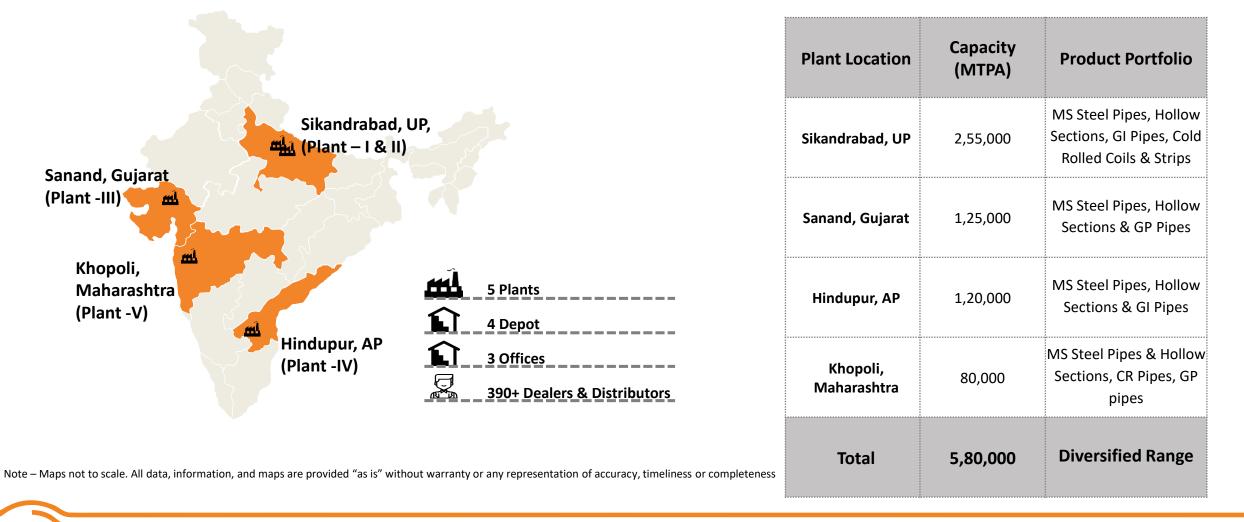




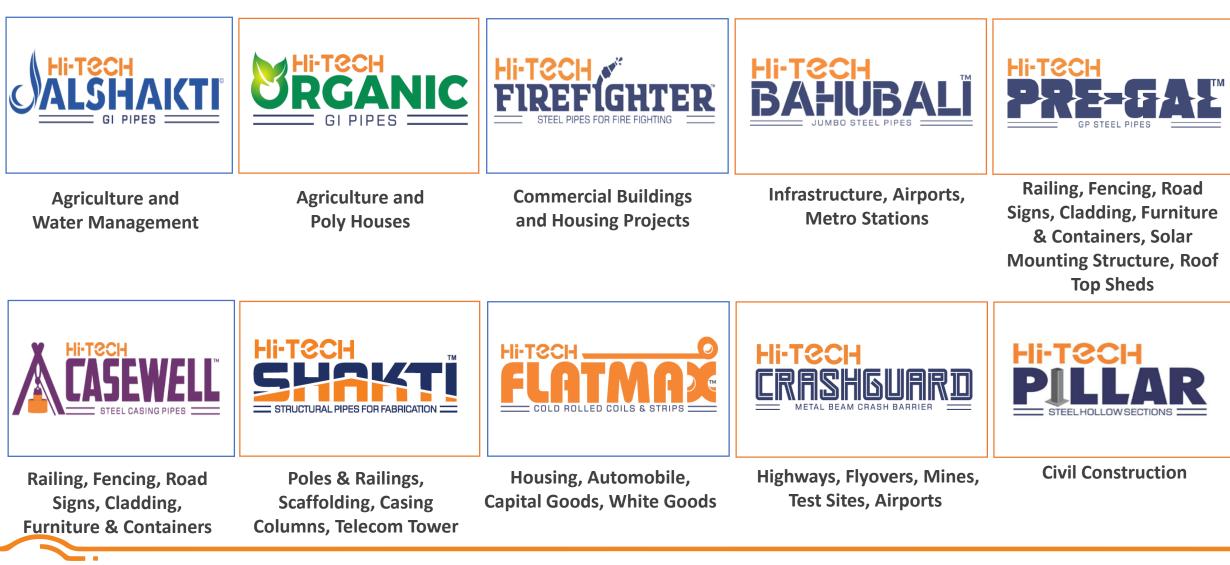
## Strategic Located plants with Pan-India Presence and Distribution



#### Encompassing 580,000 MTPA of production ambience and a strong network of 390+ Dealers & Distributors Pan India



## Well Established Branded product Portfolio & User Industries



#### **New Products**





- Corrugated Galvanized Iron or Steel sheets are a lightweight roofing material made of thin sheets, stiffened by corrugations
- Corrugations, such as metal sheets are fragile and highly deformable.
- The steel used is mild steel for forming, which is galvanized to increase the durability of the metal sheets and consequently allowing them to better withstand the weather

- Coated Steel Sheet has been used extensively by the construction industry throughout the world nearly two centuries, because of its excellent corrosion resistances
- It has become the preferred material for a wide range of construction uses, particularly roofing and cladding
- Coated Steel Sheet is a unique building material. It combines the strength of steel with the excellent corrosion protection of zinc/aluminium alloy coatings, it can be punched, roll-formed and joined into a limitless number of structural and decorative building products.

### **Board of Directors**





#### Mr. Ajay Kumar Bansal Chairman & Managing Director

- An Industry stalwart with over 36 years of experience in the steel industry
- Chairman of the FII (Steel tube Panel); Represented industry at various National & International forums
- Played an instrumental role in the Company's expansion over the years



#### Mr. P.K. Saxena Non-Executive Independent Director

- Master's in physics and finance and is also a Certified Associate of Indian Institute of Bankers (CAIIB)
- Has significant experience in the field of Operational Control, Credit Management, Business Analysis, Pre/Post Sanction Follow up, Data Analytics, Foreign Exchange loan syndication, NPA recovery management, monitoring etc.



#### Mrs. Neerja Kumar

#### Non-Executive Independent Director

- Did M.Sc., M.Phil. (Botany). Retired as General Manager-(MSME) Punjab National Bank
- Having almost four decades of experience in PNB Bank in various discipline.
- Worked as, Deputy General Manager in Mumbai handling HR, Planning and development, Credit, Inspection and audit.



#### Mr. Anish Bansal Whole-Time Director

- B.Sc. (Economics) in Banking & Finance from the Cardiff University, England, with over 15 years of experience in Business Development & Administration
- His area of expertise includes corporate finance, strategy, marketing, product development, project implementation, international trade and finance along with other corporate matters



#### Mr. Vivek Goyal

Non-Executive Independent Director

- Has a Masters degree in Finance and Control, and is a member of the Institute of the Chartered Accountants of India (ICAI)
- Over two decades of experience in handling large and mid-size clients across several industries in the field of Audit, Taxation, Corporate Finance, Corporate Advisory, Risk Management, Corporate Governance, M&A and restructuring initiatives.

#### Mr. Mukesh Kumar Garg

Non-Executive Independent Director

- Had joined Indian Railway as an IRSE Officer in July 1984 and retired from Railway on 30th June 2019. Worked at several posts over Northern and North Central Railway
- Having a vast experience of planning of works, handling of large tenders, Contract Management and execution, both for maintenance works as well as Railway Construction Projects



## Long Standing Relationships with Marquee Clientele



Crash Barrier at Yamuna Expressway Curtain Walling Structure at

Mumbai Int'l Airport



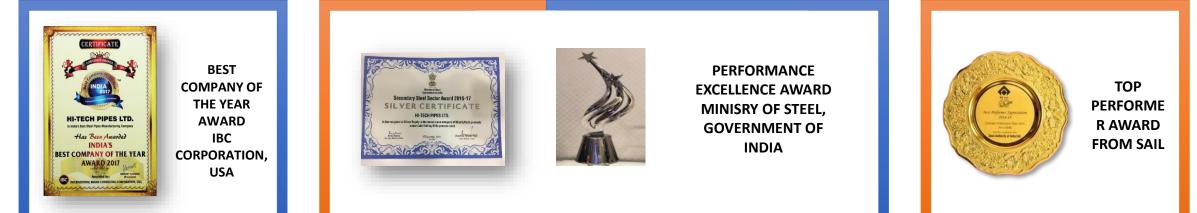
Toll Plaza at Bandra-Worli Sea Link Fire Fighting Pipes at **Seven Hills Hospital** 

Grandstand Roofing at **Buddh Int'l Circuit** 

### **Quality Certifications and Client Awards**







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## Recent Developments

### New Value-Added Products addition in Portfolio





A new product line viz. CR Sheet (used for fabrication of Steel Furniture) has been developed and Special Annealing Furnaces has been installed at Sikanderabad (UP) manufacturing facility

The demand for this product has been encouraging and well accepted by customers



With commissioning of new Khopoli (Maharashtra) Facility, share of value-added products to increase.

The facility will be manufacturing MS and GP Steel Hollow Sections

New Value-Added products like "Galvanized Colour Coated Roofing Sheets" are under development process

The company has successfully registered its products in the prestigious High Speed Bullet Train Project (Ahmedabad to Mumbai). Substantial demand is expected from this project in the coming period. Moreover, the company has also started supplying Jumbo MS Hollow Sections (Hi-Tech Bahubali) to the various prestigious projects

The company has won various Government Tenders under the "Jal Jivan Mission" Projects of the various State Governments

## Capacity expansion at Khopoli (Maharashtra)





Khopoli (Maharashtra) facility with installed capacity of 80,000 tonnes per annum has been successfully commissioned and commercial productions tarted in Q4/FY21



New Continuous Pickling line with capacity of 2.5 lakh tons and Two New CR Slitting Lines wider width with Capacity of 1 lakh tonnes per annum has been successfully commissioned started at Sikanderabad (UP) facility.

These projects will help to produce superior quality value added products

Company's total capacity stands at 5.8 lac tonnes and can be expanded by about 20% more through brownfield route and debottlenecking

#### Cost Optimisation through adding Solar Power Capacities





The company has commissioned Roof Top Solar Projects under Opex Model at its Sikanderabad (UP) and Khopoli (Maharashtra) facilities

With this, the total Roof Top Solar Power Generation installed capacity has increased to 3,300 KW

The increase in solar power capacity would help in saving power & fuel cost, which is a significant part of total operating cost

## **Strategic Focus**

## Efficient sourcing of Raw Materials



## HI-TCCH

#### Need Based Approach

Need-based approach to source raw materials

#### Strong Relationship

With large suppliers like SAIL, Tata Steel and ArcelorMittal

#### Stable and Sustainable Supply

Work closely with suppliers to ensure stable, high-quality and sustainable supply

#### **Environment Responsibility**

Engagement with suppliers to better understand the ethical and environmental impact associated with the materials

#### Focus remains on High Quality Products

Committed to produce high quality piping solutions

## Capacity Utilisation Improvement and Cost Optimisation







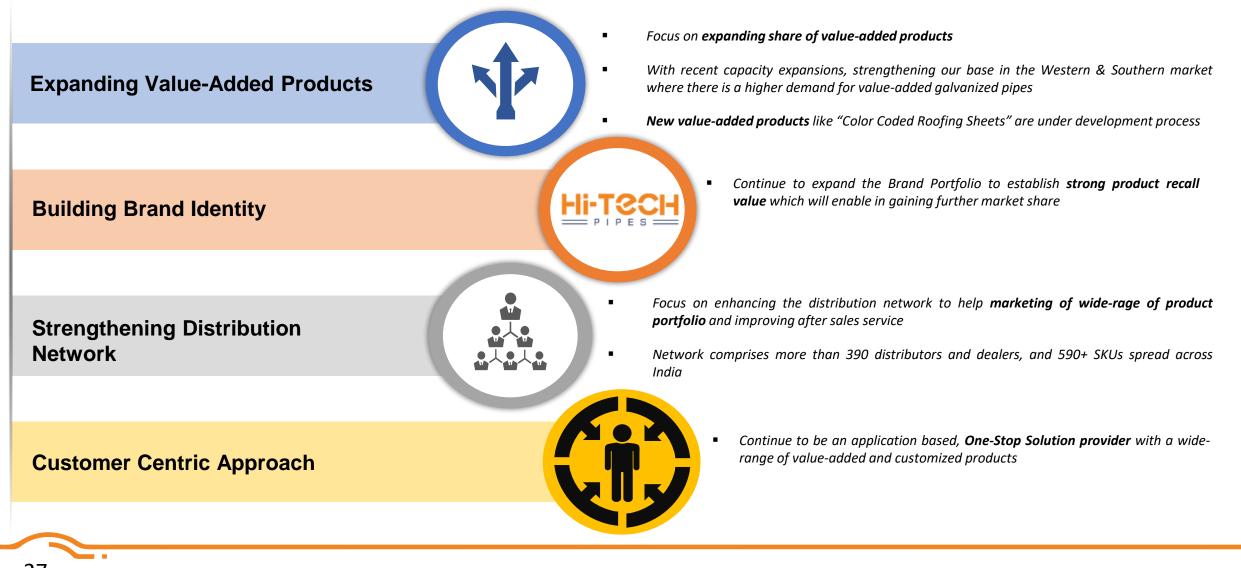


With the two newly commissioned projects, the company's total Roof Top Solar Project capacity has been increased to 3300 KW

The increase in solar power capacity would help the company in significant cost savings.

## Focus on new value-added products, Strengthening Distribution Network

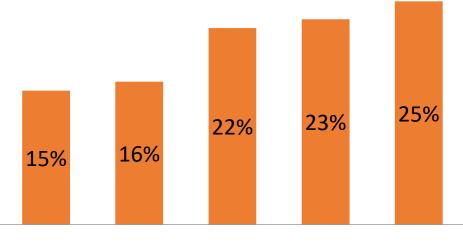




### **Increasing Share of Value-Added Products**



#### Share of Value Added Products



#### Q1 FY21 FY21 Q1 FY22 Q2 FY22 Q3 FY22

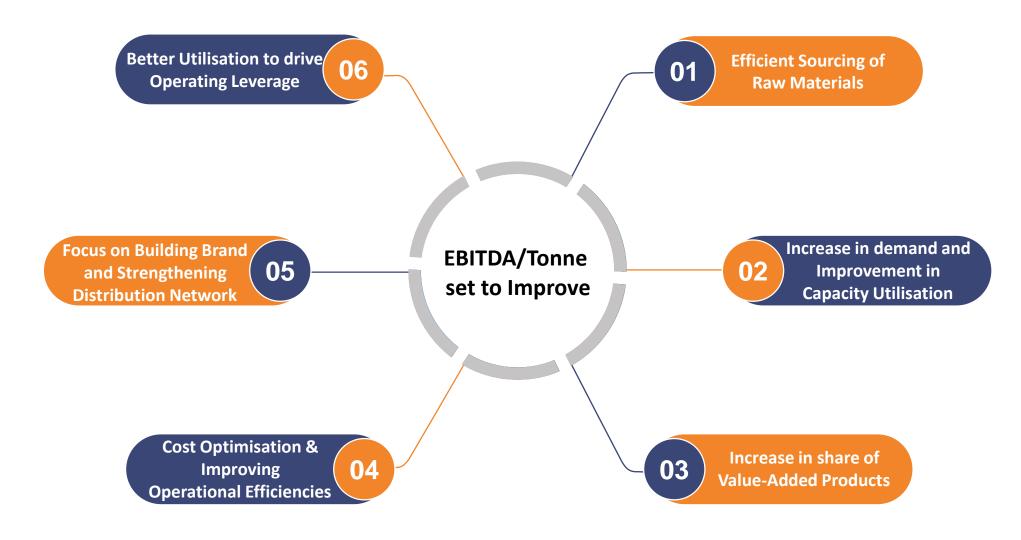
Share of Value-Added Products increased to 25% of the total sales in Q3 FY22 Demand for value-added Products like Galvanised Pipes, Pre-Galvanised Pipes, Metal Beam Crash Guard have been picking up

Our target is to increase share of Value-Added Products to 25-30% of the total sales by FY23E

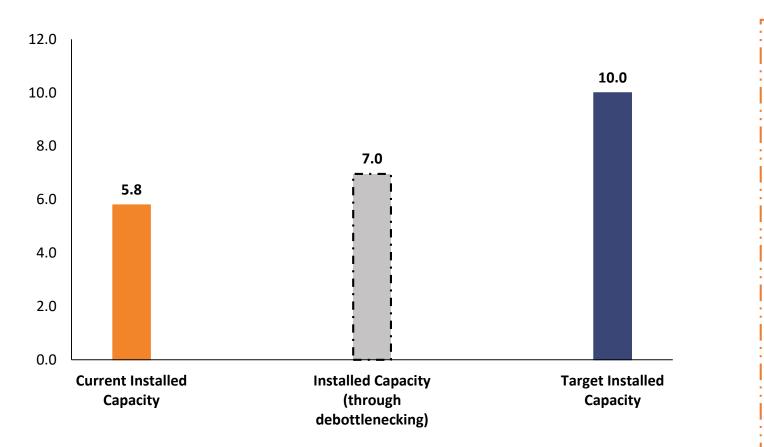
Higher proportion of Value Added Products will drive increase in EBITDA/tonne and operating margins

## EBITDA/tonne Set to Improve





## Expansion Plan – Target to Reach Capacity of 1 Million Tonnes



Company's total capacity stands at 5.8 lac tonnes and can be expanded by about 20% more through brownfield route and debottlenecking to reach 7.0 lac tonnes

Company's target is to reach 10 lac tonnes installed capacity and the capital expenditure requirements will be met through internal accruals

The further addition of capacities will be strategically located considering the sourcing of raw materials and consumption centres

# Industry Overview & Demand Drivers

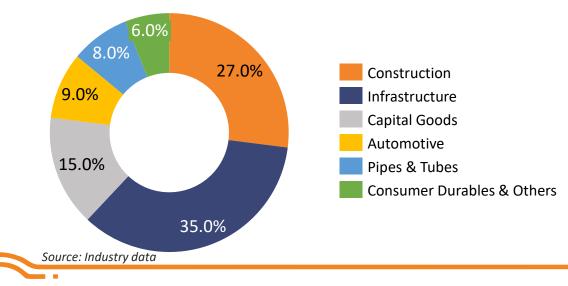
## Huge Opportunity in the Indian Steel Pipes & Tubes Industry



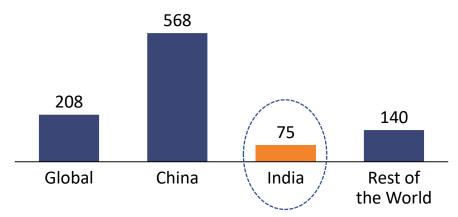
#### **Indian Steel Pipes & Tubes Industry**

- Market Size: ~Rs 500 billion (~8% of total domestic steel market)
- Total Domestic Consumption: ~8.5 million tonnes (FY21)
- Growth Rate last 5 years: 6-7% CAGR
- Growth Rate expected next 5 years: 8-9% CAGR
- Demand Drivers: Water transportation, Oil & Gas pipeline, Infrastructure, Agriculture
  & Irrigation, Housing etc.

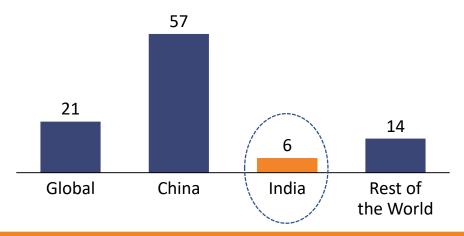
#### Sector wise Consumption Break-Up



Per Capita Consumption (Kgs) - Steel



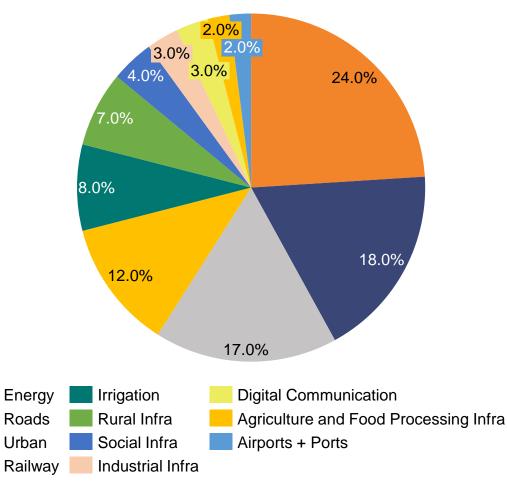
#### Per Capita Consumption (Kgs) – Steel Pipes & Tubes



## Big Push on demand recovery backed by Government Capex revival



Indian government to incur capex of Rs 111 lakh crore for infrastructure development under NIP (National Infrastructure Pipeline) over FY20-25E •



- 24% of this will go towards **Energy sector**, a big demand driver of steel pipes and tubes
- More than 60% of the total capex will go towards roads, urban infrastructure, railways, irrigation, and rural infrastructure; these sectors are major consumer of steel
- Smart cities, Amrut, Hriday are the key Urban development programs
- Increasing Warehousing demand is expected due to rapid digital transformation
- Rapid Urbanization in Tier II & III cities rising construction of G+20 structures, Green building norms & Rural Housing scheme (PMAY-G)
- The **Government schemes** such as Housing for All" by 2022, "Nal se Jal" by 2024 (with outlay of Rs 3.5 lac crore), project AMRUT & Swachh Bharat Mission, National Rural Drinking Water Programme
- Under the 'Udan' Scheme, GOI plans to open **100 Airports by 2025** with an investment of Rs. 1 trillion
- Investment of ~ Rs. 50 Lakh Crores by 2030 for redevelopment of ~400 stations and build 4 new freight corridors
- **Replacement of Ageing Pipes** India's traditional piping system used in the cities and buildings are getting older and corroded, reducing its stability. Therefore, in near future there is expected to be a great overhaul of the entire piping system

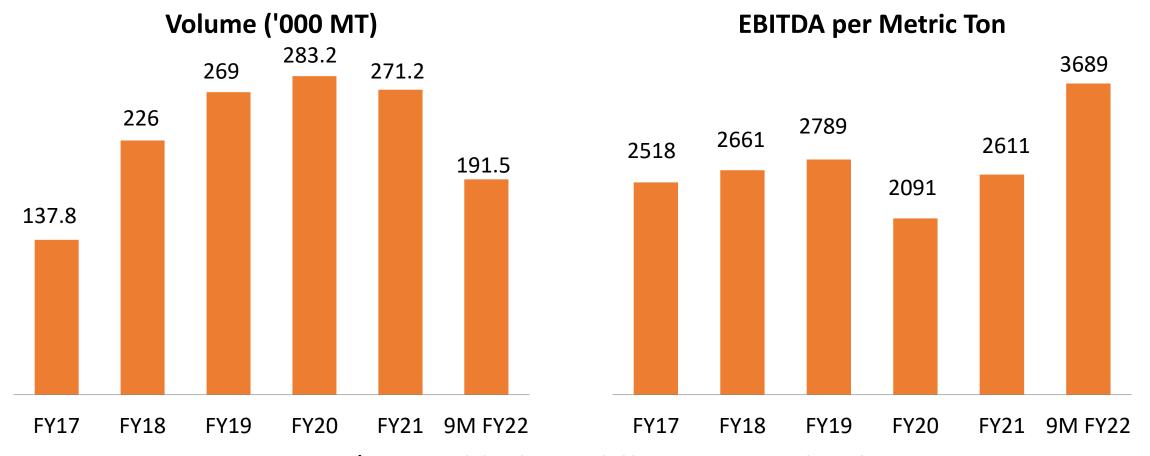
### Revival in Private Capex to drive demand of steel products

- HI-TCCH
- Considerable improvement in external balance position (including Current Account Deficit turning surplus in FY21 at 0.9% of GDP and steep rise in RBI's forex buffer at USD 610 bn)
- Favorable financial conditions have enabled fund raising by many sectors
- Deleveraging of corporate balance sheets, reflected in the sharp decline in debt/equity ratio of the non-financial sector
- Higher capital base of banks, lower NPAs (Non-Performing Assets) and deleveraged corporate balance sheets are necessary buffer for private capex revival and ability of banks to fund it
- Revival in Corporate Capex is expected to drive demand for steel pipes & tubes and other structural steel products going ahead

## **Annual Financials**

## **Key Performance Highlights**



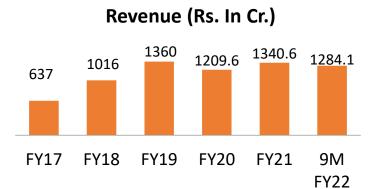


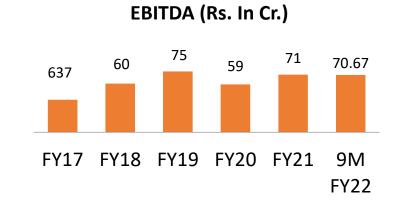
EBITDA/ton improved sharply in FY22 led by improvement in sales realization; Increase in contribution from Value Added Products leading to better realizations

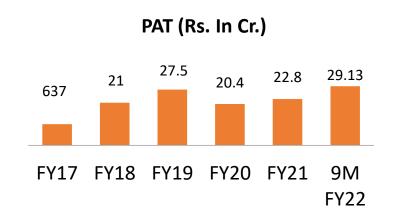
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## Performance Highlights

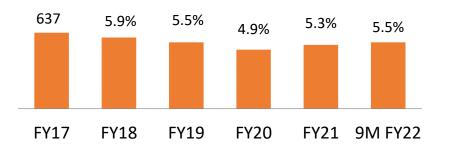








EBITDA (%)



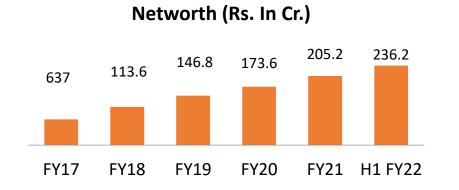
PAT (%)



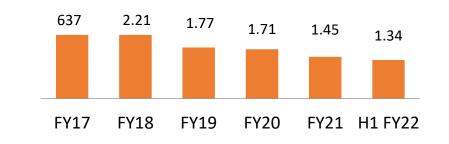
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## Performance Highlights

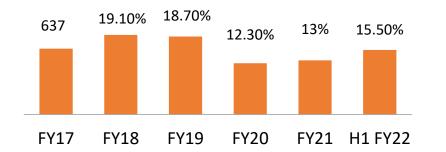




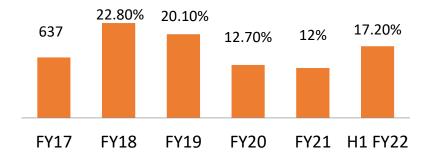
Debt/ Equity (X)



ROCE (%)



ROE (%)



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## Raising Funds through equity to strengthen the balance sheet

- Company issued and allotted 13.70 lakh fully convertible warrants at a price of Rs 164 per warrant aggregating up-to Rs 22.468 Crores to the persons belonging to promoter, promoter group and non-promoter group category
- Of the total 13.70 lakh warrants, 4.50 lakh warrants are allotted to promoters and the balance 9.20 lakh warrants to non-promoter group
- The fund raising through equity has strengthened the balance sheet and the funds would be utilized for working capital requirements and capital expenditure
- 12.85 lakh warrants has been converted into equity shares till date aggregating to Rs 21.41 crore. Of the 12.85 lakh equity shares converted, 4.00 lakh equity shares allocated to promoters and 8.85 lakh equity shares to non-promoter group
- 0.85 lakh warrants are pending for conversion as on date
- Post conversion, the total no. of equity shares stands at 1,22,11,100 as of December 31<sup>st</sup> 2021 and equity share capital increased to Rs 12.211 crores

Number of Equity Shares	As on March 31, 2021	% of Total	Increase in Equity Shares (Converted)	As on January 20th, 2022	% of Total
Promoters	70,01,883	62.5%	2,26,000	72,27,883	59.19%
Non Promoter	42,04,217	37.5%	7,79,000	49,83,217	40.81%
Total	1,12,06,100	100%	10,05,000	1,22,11,100	100%

## Consolidated P&L – Last 5 Years



Particulars (Rs crore)	FY17	FY18	FY19	FY20	FY21
Total Income from Operations	637.4	1,015.7	1,360.4	1,209.6	1,340.6
Raw Materials	562.7	913.3	1,236.4	1,095.4	1,210.2
Employee Cost	10.6	12.1	13.7	17.8	18.8
Other Cost	24.3	30.1	35.6	37.2	40.8
EBITDA	39.9	60.1	74.8	59.2	70.8
EBITDA Margin	6.26%	5.92%	5.50%	4.90%	5.28%
Other Income	2.4	1.3	1.4	1.2	0.8
Depreciation	6.9	4.0	5.3	6.6	8.3
Interest	20.4	27.4	29.9	30.0	32.3
Profit Before Tax	14.9	30.0	41.0	23.9	31.0
Тах	4.5	9.0	13.6	3.5	8.2
Profit After Tax	10.4	21.0	27.5	20.4	22.8
Basic EPS ( in Rs.)	10.08	20.39	25.79	18.85	20.85

#### Historical Consolidated Balance Sheet



Particulars (Rs crore)	Mar-18	Mar-19	Mar-20	Mar-21
Equity	113.6	146.8	173.6	205.2
Equity Share Capital	10.5	10.7	10.9	11.2
Other Equity	103.1	136.1	162.7	194.0
Non Current Liabilities	83.8	84.7	102.7	133.1
Financial Liabilities				
Borrowing	70.4	71.7	89.0	116.2
Other Financial liabilities	6.4	0.9	0.82	0.8
Provisions	0.6	0.6	1.0	0.9
Deferred Tax Liabilities (Net)	6.4	11.4	11.9	15.2
Current Liabilities	251.2	273.7	291.5	261.0
Financial Liabilities				
Borrowings	172.1	186.5	206.5	178.9
Trade Payables	45.4	59.1	56.1	49.2
Other Financial Liabilities	13.1	14.8	17.3	22.7
Other Current Liabilities	16.0	5.1	5.4	3.2
Provisions	1.2	3.8	5.4	4.2
Current Tax Liabilities (Net)	3.3	4.3	0.8	2.8
Total	448.6	505.2	567.8	599.3

Particulars (Rs crore)	Mar-18	Mar-19	Mar-20	Mar-21
Non-current Assets	149.4	177.4	209.0	241.8
Property, Plant and Equipment	123.9	169.1	173.0	202.5
Capital Work in Progress	17.4	3.7	29.4	29.9
Other Intangible asset	0.1	0.1	0.0	0.0
Financial Assets				
Loans	2.7	2.9	3.6	4.2
Other Non Current Assets	5.3	1.6	3.0	5.3
Current Assets	299.2	327.8	358.7	357.5
Inventories	154.3	151.2	178.8	188.5
Debtors	103.9	137.4	137.3	120.6
Cash & Cash Equivalent	0.9	0.8	0.7	0.6
Bank Balance	11.9	15.2	18.0	16.3
Other Current Assets	28.1	23.2	23.9	31.5
Total Assets	448.6	505.2	567.8	599.3



For more details, please contact:

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