



To,  
**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No.C/1, G Block,  
Bandra Kurla Complex (E),  
Mumbai-400051,

25<sup>th</sup> May, 2019

**Symbol: HITECH**

**Subject: Result updates Presentation**

Dear Sir/ Madam,

In reference to the above captioned subject, please find enclosed herewith Result update Presentation with respect to the Audited Standalone and Consolidated Financial Results for the Quarter and Year ended 31<sup>st</sup> March, 2019.

Kindly take the above information on record and oblige.

Thanks and Regards  
For **Hi-Tech Pipes Limited**

  
**Arun Kumar**  
**Company Secretary &**  
**Compliance Officer**

Encl: As above



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

CIN : L27202DL1985PLC019750

Tel: +91-11-48440050 Fax: +91-11-48440055

**Works :** Plot No. 10, Sikandrabad Industrial Area, (U.P.) - 203205

**Web :** [www.hitechpipes.in](http://www.hitechpipes.in) | **Email :** [info@hitechpipes.in](mailto:info@hitechpipes.in)





**HI-Tech Pipes Ltd**

**Investor Presentation**

**May 2019**



# Forward Looking and cautionary statement

*Certain statements in this report concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward looking statements. The risk and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition within Steel industry including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, our ability to commission mines within contemplated time and costs, our ability to raise the finance within time and cost client concentration, restrictions on immigration, our ability to manage our internal operations, reduced demand for steel, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which the Company has made strategic investments, withdrawal of fiscal/governmental incentives, impact of regulatory measures, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. The company does not undertake to update any forward looking statements that may be made from time to time by or on behalf of the company.*



## **HI-Tech Pipes**

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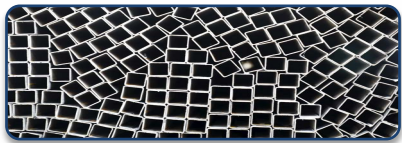
**Company Overview**



**Chairman's Message**



**Consolidated Financial Highlights**



**Business Overview**



**Way Ahead**



**HI-Tech Pipes**



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# Company Overview

**5,00,000\***

mtpa

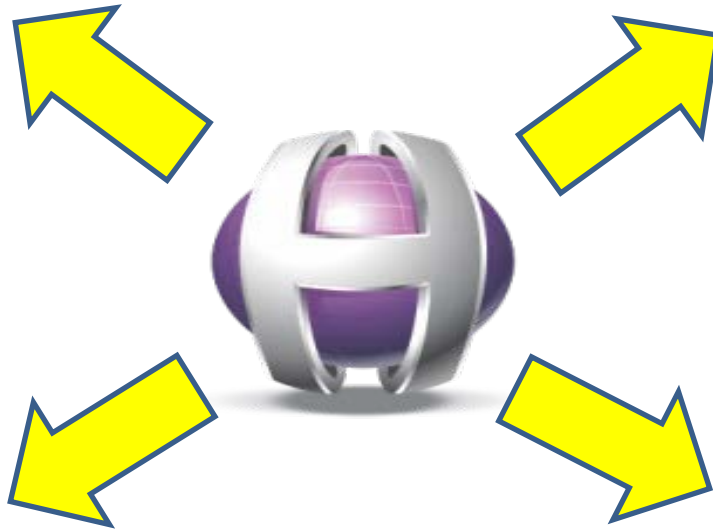
Installed Capacity

**33+**

Years of Experience

**350+**

Distributors across India



**4**

Manufacturing Plants

**1100+**

Workforce

**550+**

SKU's



**HI-Tech Pipes**

## Our USP

Technology driven system  
for monitoring orders &  
updating Customers

Regular Interaction of  
Promoters with Dealers to  
ensure their Loyalty

Designing and  
Customisation of Products  
as per Customer Needs



Regional Plants & Own  
Logistics to give Prompt  
service to Customers

Weekly PPC System in  
Co-ordination with  
Customers

Regional Sales Office set  
up for Regular market  
update & interaction



# HI-Tech Pipes

# Company Overview



## **Incorporated in 1985**

- Amongst leading steel processing companies in India providing world class innovative products for nearly 3 decades



## **Powerhouse of Engineering Excellence**

- Presence in steel pipes, hollow sections, tubes, cold rolled coils & strips, road crash barriers, solar mounting structures and a variety of other galvanised products



## **Strategically located state of the art manufacturing facilities**

- Four state of the art integrated manufacturing units located at Sikandrabad (two units), Sanand (Gujarat) & Hindupur (Andhra Pradesh)
- Total installed capacity of 5,00,000 mtpa\*



## **Multi product Company**

- Multi product Company catering to diverse steel needs
- Application in high-rise buildings ,metro stations , bridges, dams, refineries, telecom, airports, highways and power projects



## **Pan-India presence**

- Direct marketing presence in over 17 states
- More than 350 plus distributors across country



# **HI-Tech Pipes**





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# Chairman's Message



**Commenting on the quarterly and yearly results, Mr. Ajay Kumar Bansal Chairman and Managing Director HI - Tech Pipes Limited said :**

*"We endeavour to create Hitech Pipes as the most preferred brand by customers. The essence of our paradigm shift is already being reflected in our constant growth and we are constantly striving to leave the footprints of our legacy for the upcoming generations to follow.*

*Company's EBIDTA margin Per Metric Ton is continuously increasing since last three years and in the current financial year EBIDTA margin PMT has increased to Rs. 2789/- as against EBIDTA margin PMT of Rs. RS.2661/- in the previous financial year.*

*With company's continuous thrust on sales & marketing of High Value Added products viz Pre Galvanised Pipes, Galvanised Pipes, Productivity improvement, cost reduction etc, it is expected that in FY 20 also, EBIDTA margin PMT will further increase.*

*The company is delighted to be facilitated by SAIL, by receiving Top Performer Award & we will continue our journey of success by adopting latest technology, doing continuous product innovation and having customer centric approach*



## **HI-Tech Pipes**





**Company Overview**

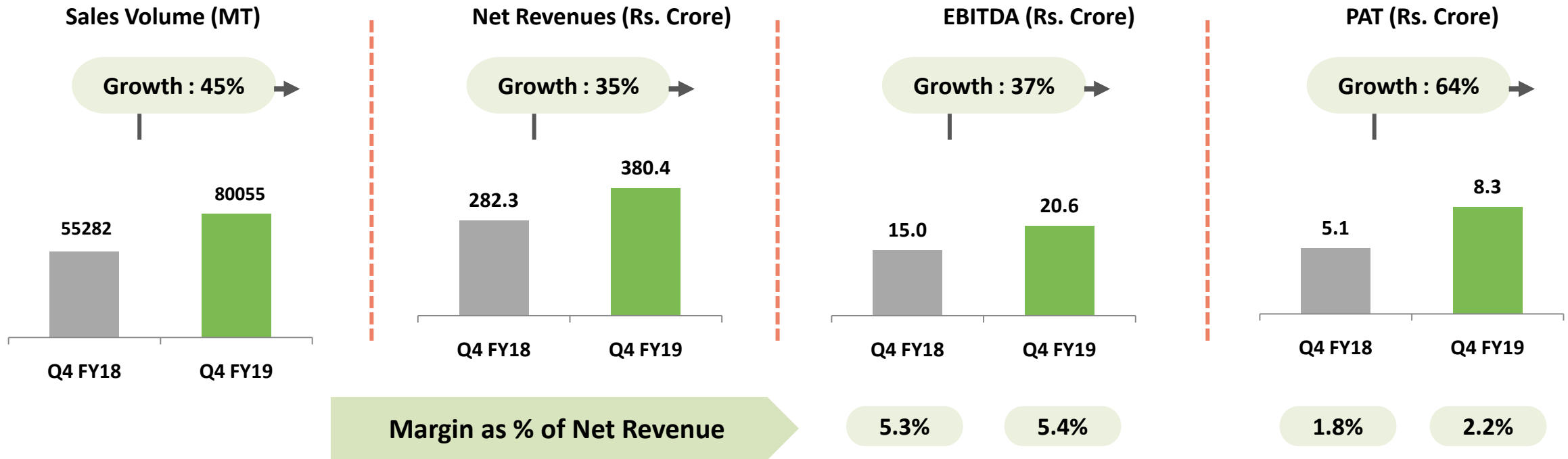
**Chairman's Message**

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# Consolidated P&L Highlights – Q4 FY19 vs. Q4 FY18



- Growth in revenue driven by Increase in volumes and higher realizations
- Higher contribution of value added products and better operational efficiencies leading to increase in EBITDA points



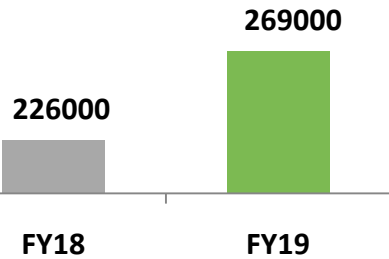
## HI-Tech Pipes



# Consolidated P&L Highlights – FY19 vs. FY18

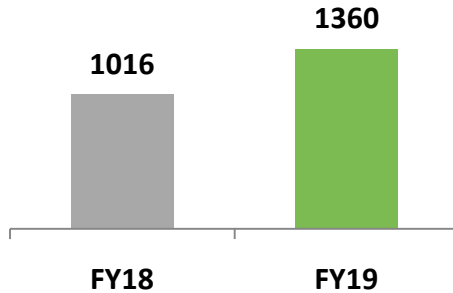
Sales Volume (MT)

Growth : 19%



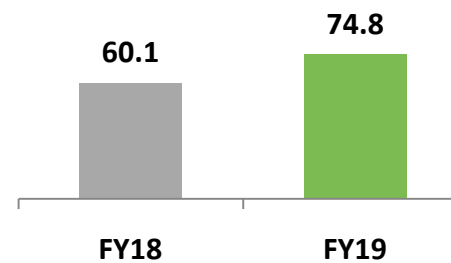
Net Revenues (Rs. Crore)

Growth : 34%



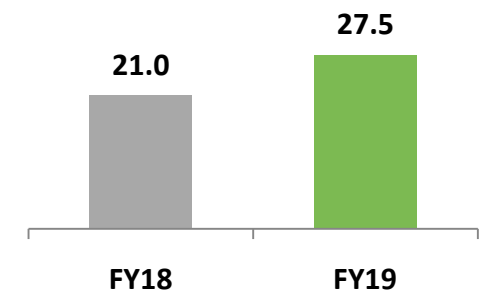
EBITDA (Rs. Crore)

Growth : 25%



PAT (Rs. Crore)

Growth : 31%



Margin as % of Net Revenue

5.91%

5.49%

2.06%

2.01%

- Growth in revenue on account of increase in contribution of value added products



**HI-Tech Pipes**

# Consolidated Quarterly & Year ended P&L Highlights

Rs. in Cr	Q4 FY19	Q4 FY18	Y-o-Y %	Q3 FY19	Q-o-Q %	FY19	FY18	Y-o-Y %
<b>Total Income from Operations</b>	<b>380.4</b>	<b>282.3</b>	<b>34.7%</b>	<b>319.1</b>	<b>19.2%</b>	<b>1360.4</b>	<b>1015.7</b>	<b>33.9%</b>
Raw Materials	346.3	255.9		288.6		1236.4	913.3	
Employee Cost	3.3	3.0		3.5		13.7	12.1	
Other Cost	10.3	8.4		8.9		35.6	30.1	
<b>Total Expenditure</b>	<b>359.9</b>	<b>267.3</b>		<b>301.2</b>		<b>1285.7</b>	<b>955.5</b>	
<b>EBITDA</b>	<b>20.5</b>	<b>15</b>	<b>36.7%</b>	<b>18.1</b>	<b>13.3%</b>	<b>74.8</b>	<b>60.1</b>	<b>24.5%</b>
Other Income	1.0	0.4		0.1		1.4	1.3	
Depreciation	1.3	1.1		1.3		5.3	4.0	
Interest	7.5	7.0		7.9		29.9	27.4	
<b>Profit Before Tax</b>	<b>12.7</b>	<b>7.3</b>	<b>73.9%</b>	<b>8.9</b>	<b>42.7</b>	<b>40.9</b>	<b>30.0</b>	<b>36.3%</b>
Tax	4.5	2.2		2.9		13.6	9.0	
<b>Profit After Tax</b>	<b>8.2</b>	<b>5.1</b>		<b>6.1</b>	<b>34.4%</b>	<b>27.3</b>	<b>21.0</b>	
<b>Other Comprehensive income</b>	<b>0.2</b>	<b>0.00</b>		<b>0.00</b>		<b>0.2</b>	<b>0.00</b>	
<b>Total Comprehensive Income</b>	<b>8.4</b>	<b>5.1</b>	<b>64.0%</b>	<b>6.1</b>	<b>38%</b>	<b>27.5</b>	<b>21.0</b>	<b>31.0%</b>
<b>Basic EPS (in Rs.)</b>	<b>7.79</b>	<b>4.93</b>		<b>5.65</b>		<b>25.8</b>	<b>20.39</b>	

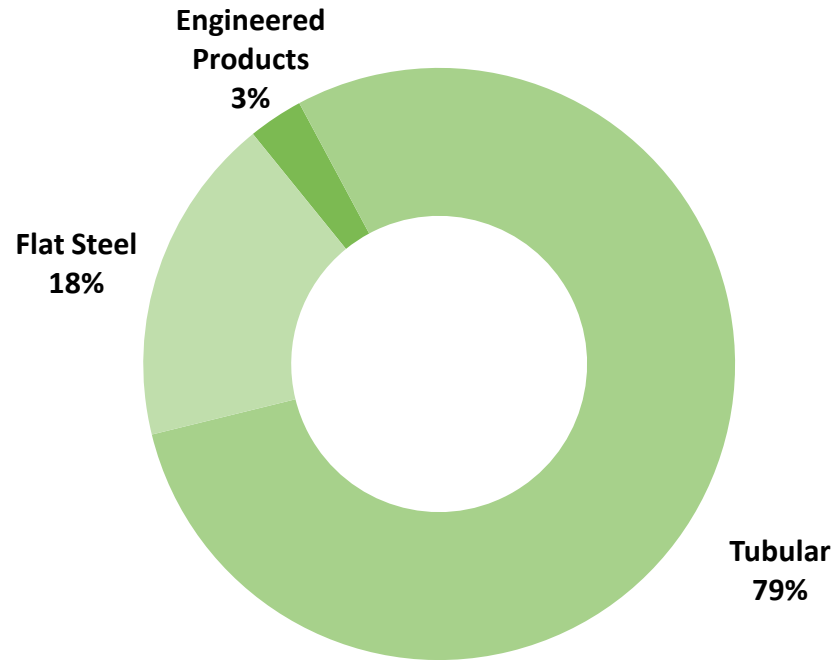


## HI-Tech Pipes

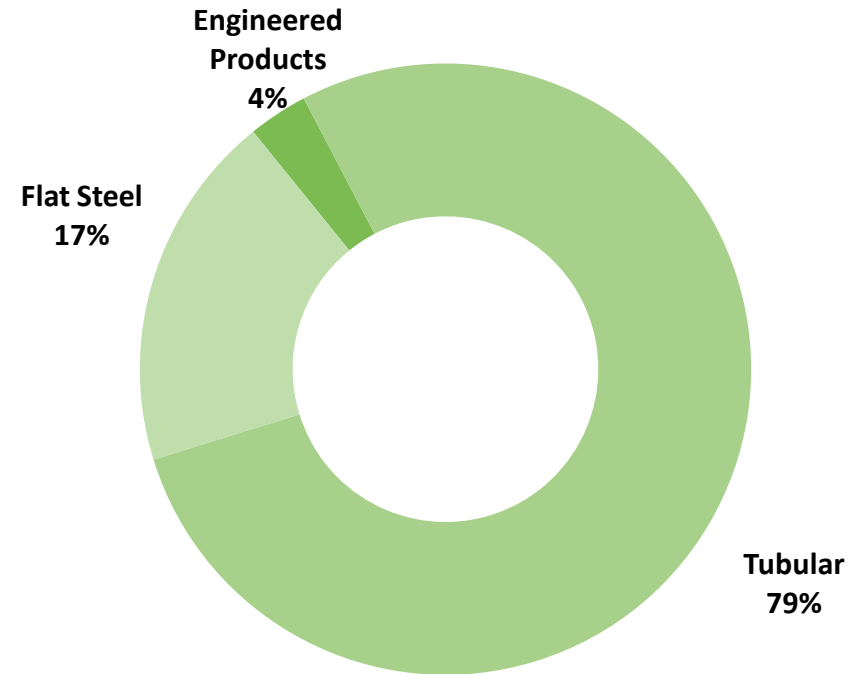


# Segment wise Volume Breakup –FY 19 & FY 18

**FY19**



**FY18**



**HI-Tech Pipes**

# Consolidated Balance Sheet

Rs. in Cr	As on 31 <sup>st</sup> Mar – 19	As on 31 <sup>st</sup> March – 18	Rs. in Cr	As on 31 <sup>st</sup> Mar – 19	As on 31 <sup>st</sup> March – 18
<b>Equity</b>	<b>146.7</b>	<b>113.6</b>	<b>Non-current Assets</b>	<b>177.4</b>	<b>149.4</b>
Equity Share Capital	10.7	10.5	Property, Plant and Equipment	169.1	123.9
Other Equity	136.1	103.1	Capital Work in Progress	3.7	17.4
<b>Liabilities</b>			Other Intangible asset	0.1	0.1
<b>Non Current Liabilities</b>	<b>84.7</b>	<b>83.8</b>	Investments	0.0	0.0
<b>Financial Liabilities</b>			Loans	2.9	2.7
Borrowing	71.7	70.4	Other Non Current Assets	1.6	5.3
Other Financial liabilities	1.0	6.4	<b>Current Assets</b>	<b>327.8</b>	<b>299.2</b>
Provisions	0.6	0.6	Inventories	151.2	154.3
Deferred Tax Liabilities (Net)	11.4	6.4	<b>Financial Assets</b>		
<b>Current Liabilities</b>	<b>273.7</b>	<b>251.2</b>	Investments	0.0	0.0
<b>Financial Liabilities</b>			Trade Receivables	137.4	103.9
Borrowings	186.5	172.1	Cash & Cash Equivalent	0.8	0.9
Trade Payables	59.1	45.4	Bank Balance other than above	15.2	11.9
Other Financial Liabilities	14.8	13.1	Other Current Assets	23.2	28.1
Other Current Liabilities	5.1	16.0	<b>Total Assets</b>	<b>505.2</b>	<b>448.6</b>
Provisions	3.8	1.2			
Current Tax Liabilities (Net)	4.3	3.3			
<b>Total</b>	<b>505.1</b>	<b>448.6</b>			

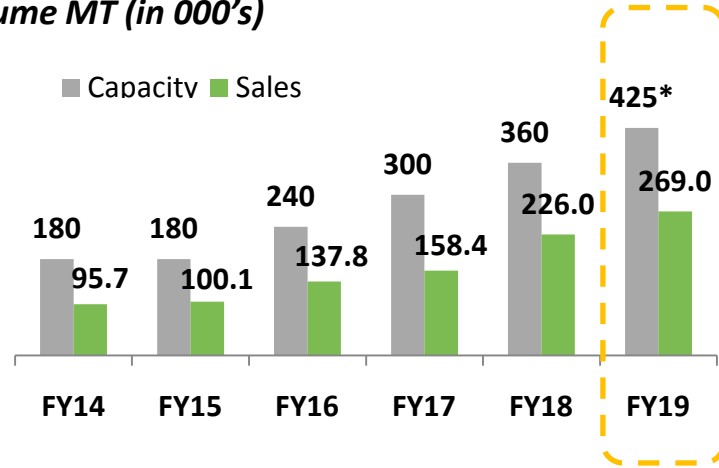


## HI-Tech Pipes

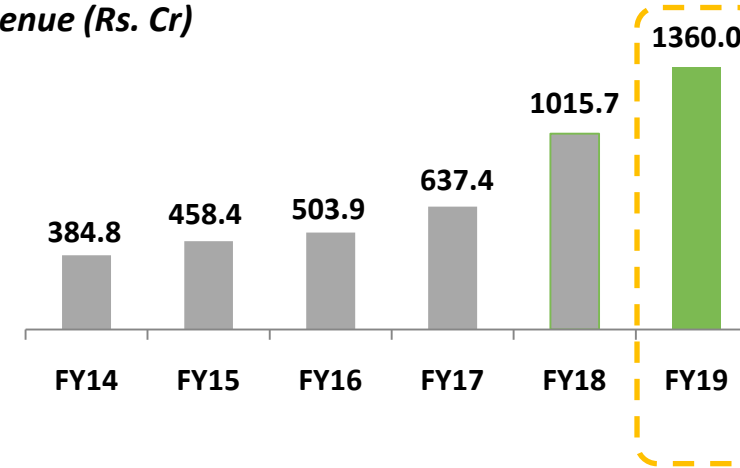


# Consolidated Financial Highlights

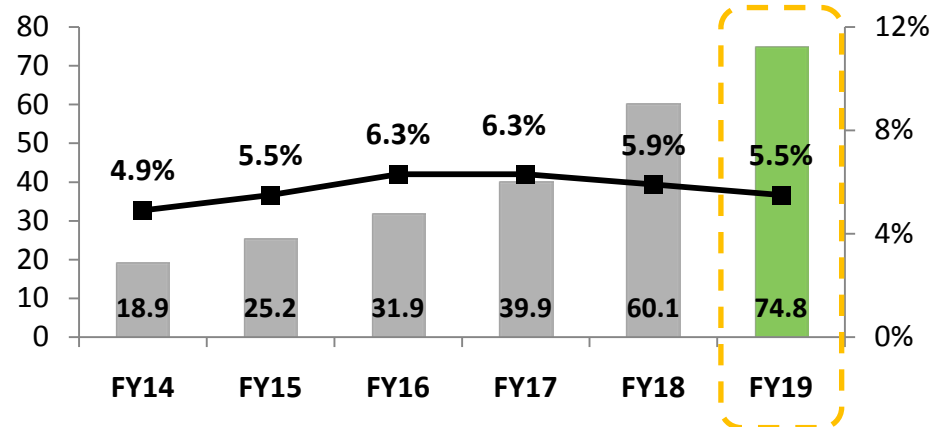
Volume MT (in 000's)



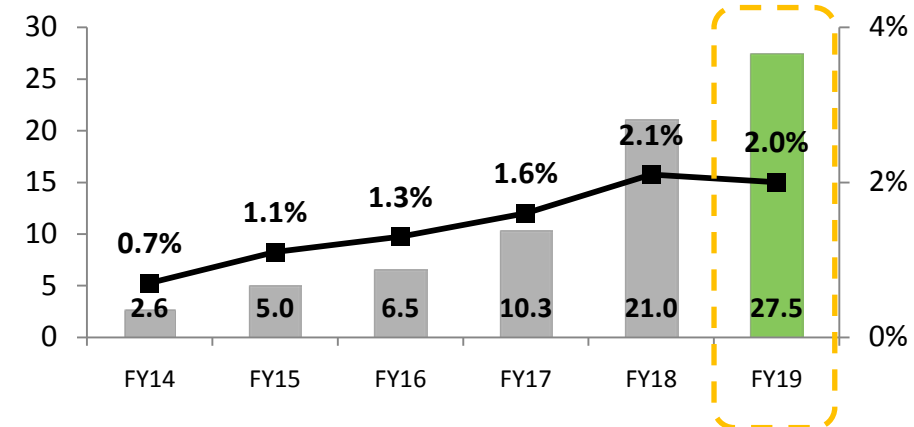
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)



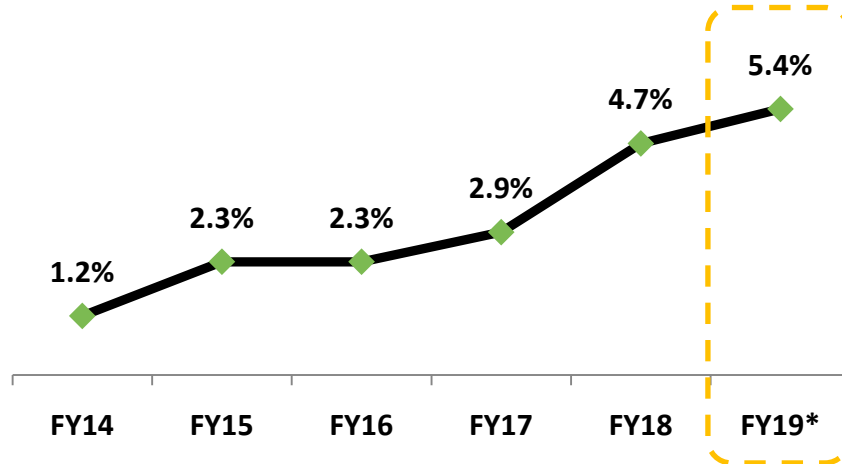
\*0.75k capacity at Sikandrabad added In March 2019



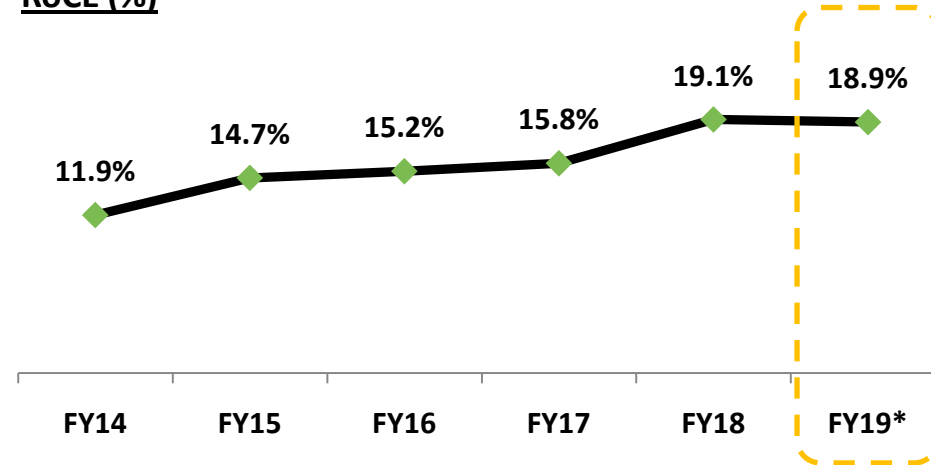
## HI-Tech Pipes

# Consolidated Financial Ratios

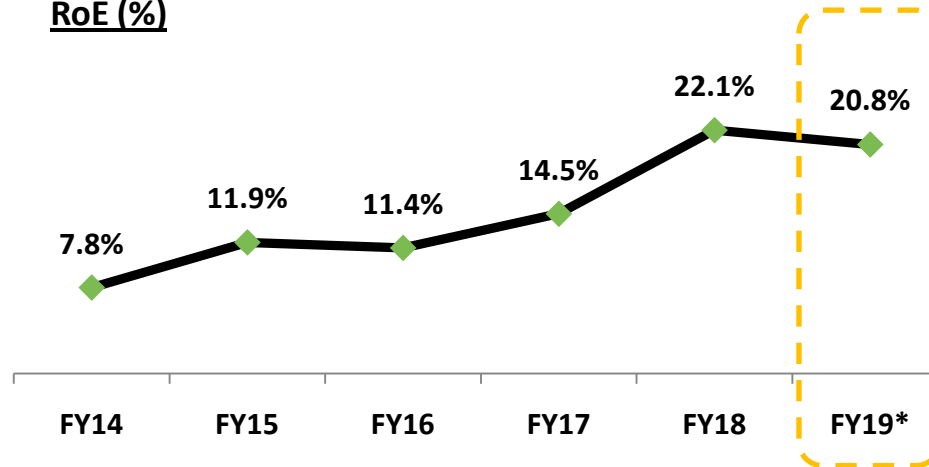
ROA (%)



RoCE (%)



RoE (%)



**HI-Tech Pipes**

# Consolidated Annual P&L Highlights

Rs. in Cr	FY19	FY18	Y-o-Y %
<b>Sales Volume ( in MT )</b>	<b>269,000</b>	<b>226,023</b>	<b>19.01%</b>
<b>Total Income from Operations</b>	<b>1360.4</b>	<b>1015.7</b>	<b>33.9%</b>
Raw Materials	1236.4	913.3	
Employee Cost	13.7	12.1	
Other Cost	35.6	30.1	
Total Expenditure	<b>1285.7</b>	<b>955.5</b>	
<b>EBITDA</b>	<b>74.8</b>	<b>60.1</b>	<b>24.5%</b>
Other Income	1.4	1.3	
Depreciation	5.3	4.0	
Interest	29.9	27.4	
<b>Profit Before Tax</b>	<b>40.9</b>	<b>30.0</b>	<b>36.3%</b>
Tax	13.6	9.0	
<b>Profit After Tax</b>	<b>27.3</b>	<b>21.0</b>	
<b>Other Comprehensive Income</b>	<b>0.2</b>	<b>0.00</b>	
<b>Total Comprehensive Income</b>	<b>27.5</b>	<b>21.0</b>	<b>31.0%</b>
<b>Basic EPS ( in Rs.)</b>	<b>25.8</b>	<b>20.39</b>	



## HI-Tech Pipes



# Journey So far....



1988 - 96

- Started manufacturing MS pipes at Sikandrabad- Unit 1
- Started manufacturing Cold Rolled coils & strips

- Installation of Hot Dipped Galvanised Facility
- Started production of Highway Crash Barriers
- Started production of Hollow sections and Solar Mounting sections

2001 - 10



2012-16

- Unit 2 at Sikandrabad to manufacture steel tubes & hollow sections
- Started commercial production of Steel tubes & hollow section at State of Art Sanand (Gujarat) facility
- Listing in NSE-SME

- Commenced Operations at Hindupur(A.P.)
- Modernisation of Cold Rolling Mill at Sikandrabad Plant
- Commissioning ERW Pipe manufacturing at Hindupur
- 3<sup>rd</sup> Company to Migrate to NSE Main Board - May 2018

2017-18



2018 - 19

- Started Tube Mill 3 at Sanand.
- Installed Solar Project at Sanand and Hindupur facility
- Received Secondary Steel sector Award from Ministry of Steel
- Received Top Performer award from SAIL.



## HI-Tech Pipes

# Professional Management

**Mr. Ajay Kumar Bansal**  
**Chairman cum Managing Director**

- Commerce Graduate from Delhi University
- Industry Stalwart with more than 35 years of rich experience
- Nominated as Chairman of Federation of Indian Industries (Steel Tube Panel) representing entire steel tubes industries at various National and International Summits, Seminars and Conferences
- Leading the Tube and Pipes Industry with dynamic approach
- Strategic Planning and identifying new growth drivers for Company

**Mr. Anish Bansal**  
**Executive Director**

- B.Sc Economics in Banking and Finance from Cardiff University U.K in 2005
- Rich experience of more than 12 years in Administration and Business Development
- Responsible in taking care of entire area of Corporate Finance and Business Strategies

**Mr. Ashok Aggarwal**  
**Commercial Head**

- Graduated from Delhi University
- More than 32 years of experience in area of procurement of Steels from primary steel producers at competitive prices

**Mr. Arvind Bansal**  
**Chief Financial Officer**

- Qualified Chartered Accountant with over 20 years of experience in matters related to Corporate Finance, Corporate Restructuring, Taxation, Capital Market, Management Information System and Accounting



## **HI-Tech Pipes**





**Company Overview**

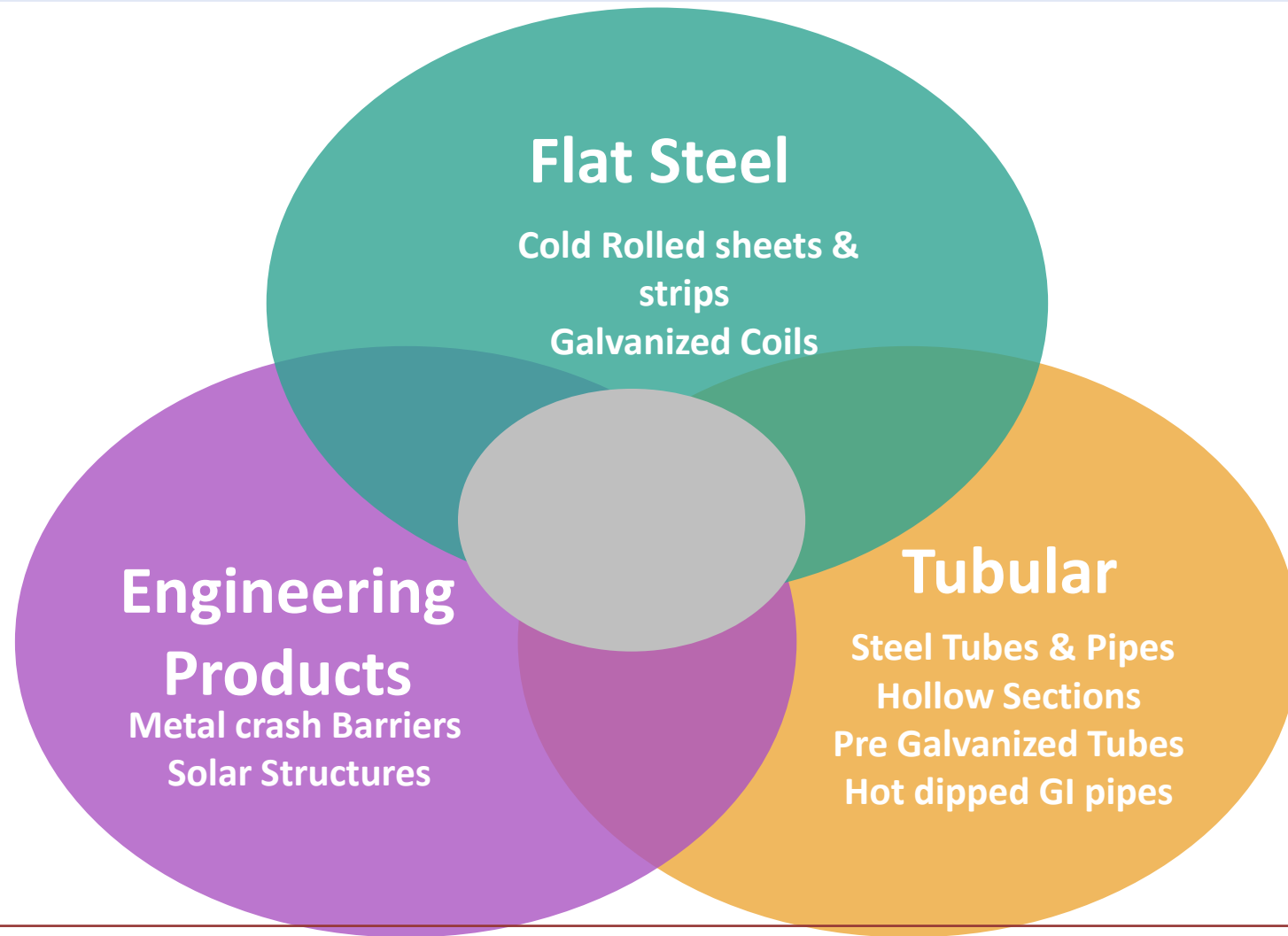
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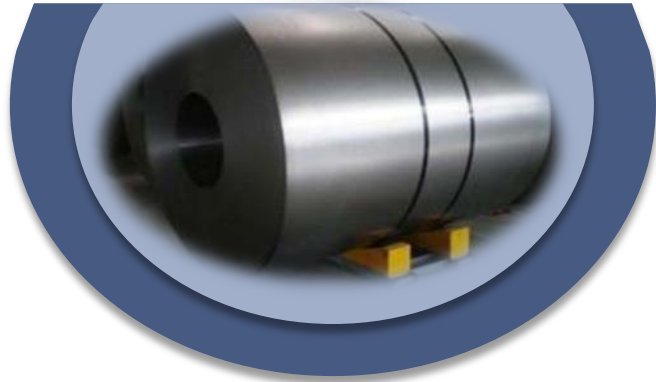
# Business Overview



## HI-Tech Pipes

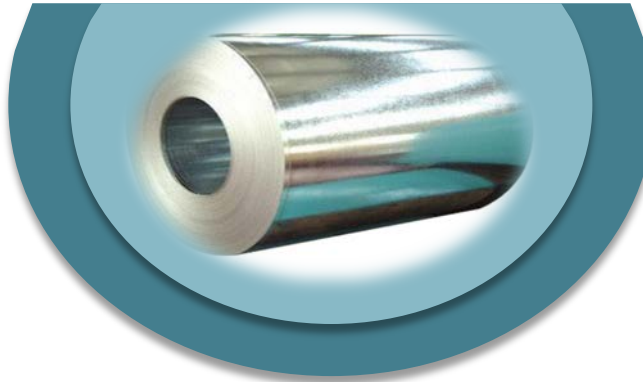


# FLAT STEEL PRODUCTS



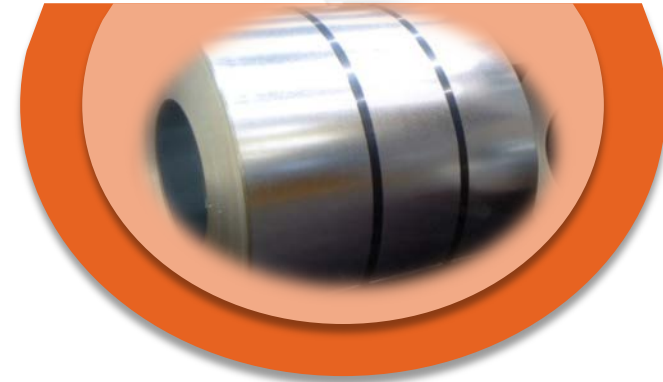
**CR Sheets & Strips**

Stampings  
Auto & Auto Ancillaries  
Transmission Chain  
Bicycle Parts  
Fine Blanking  
Bearings



**Galvanized Coils**

Construction  
Agriculture  
Automobile  
Domestic & Outdoor  
Electric Appliance  
Furniture & Fixtures  
Industry



**Cold Formed Sections**

Automobile Industry  
Civil Construction  
Solar Mounting Structures  
Strut Support Systems  
Storage Systems  
Furniture & Office Equipments



**HI-Tech Pipes**

# TUBULAR STEEL PRODUCTS



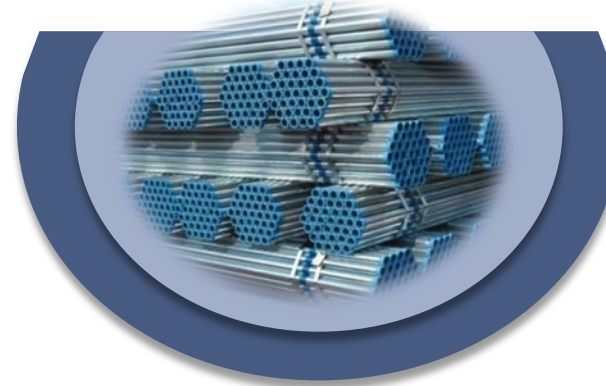
## Steel Tubes & Pipes

Water Gas & Air Pipeline  
Automobiles  
Power & Industrial Boilers  
Transformers  
Superheaters  
Economisers  
Heat Exchangers  
Railway  
Electrification and  
Furniture Applications etc.



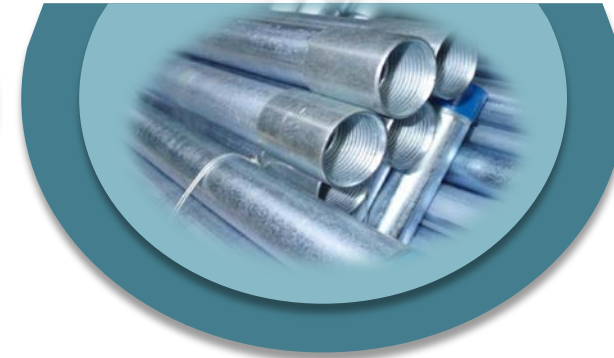
## Hollow Sections

Casing  
Columns & Fence  
Handrails  
Load Bearing Structure  
Piling  
Posts  
Poles  
Railings  
Scaffolding  
Skywalks, Towers etc.



## Pre Galvanized Tubes

HVAC  
Cladding  
Roofing  
Building Accessory  
Partition  
False Ceilings  
Household Appliances (Washing  
Machine/ A.C etc)  
Railway Carriages, Road Signs  
Containers, Furniture etc.



## Hot Dipped GI Pipes

Agriculture  
Plumbing  
Green Houses  
Irrigation  
Hand Pumps  
Bore  
Tubewell



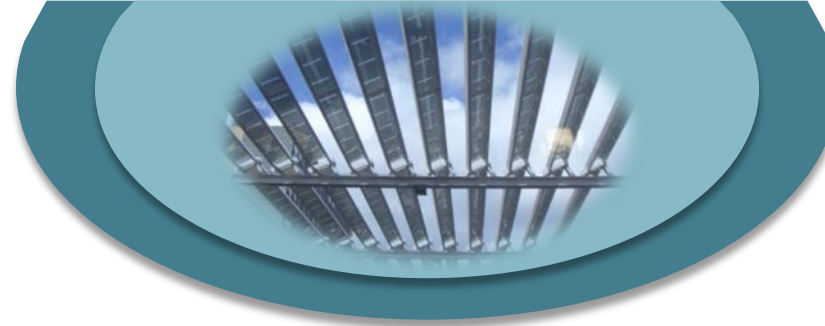
# HI-Tech Pipes

# ENGINEERING PRODUCTS



## Metal Crash Barriers

Water Gas & Air Pipeline  
Automobiles  
Power & Industrial Boilers  
Transformers  
Superheaters  
Economisers  
Heat Exchangers  
Bicycles  
Railways  
Electrification and Furniture



## Solar Structures

Ground mounted solar  
power plants  
Rooftop solar  
Street lighting  
Solar water pumps  
Solar street lighting



# HI-Tech Pipes

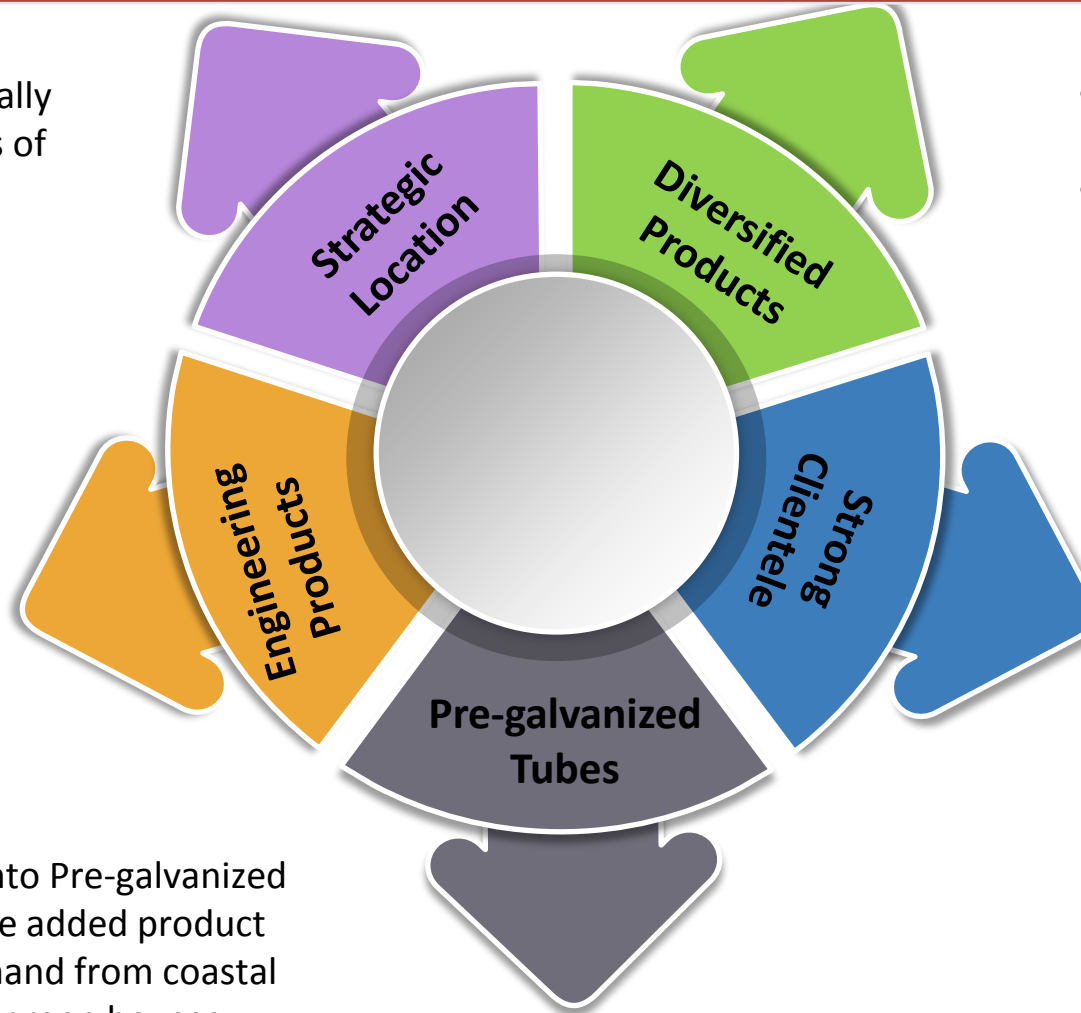


# Key Business Strengths

- Manufacturing facilities – strategically located in key high growth markets of North & West India
- Resulting in increased operational efficiencies

- Market leader in Crash Barrier segment
- Strong presence in fast growing Solar Structures segment

- Entered into Pre-galvanized tube-Value added product
- Huge demand from coastal areas and green houses



- Diversified, specialized products
- Catering to wide array of sector applications

- Supplies to leading Infrastructure companies such as LNT, Adani Ports, NTPC, Powergrid, BHEL, Bharti Infratel, Ashok Leyland amongst others
- Approved vendor for major public sector undertakings like BHEL, Powergrid, AAI, DMRC & MMRDA



## HI-Tech Pipes

# State-of-Art Manufacturing Facilities

- Manufacturing plant Sikandrabad, Uttar Pradesh (UP)
- Installed capacity of 2,55,000\* mtpa



- Manufacturing unit in Hindupur
- Installed capacity of 1,20,000 mtpa

- Manufacturing unit in Sanand (Gujarat)
- Installed capacity of 1,25,000 mtpa



## HI-Tech Pipes



# Awards & Recognition

## DNV BUSINESS ASSURANCE CERTIFICATE



## CERTIFICATE OF RECOGNITION MINISTRY OF COMMERCE INDUSTRY



## EXEMPLARY GROWTH & INNOVATION AWARD SUPER SME



## AMONG TOP 100 SMEs SKOCH GROUP



## BEST COMPANY OF THE YEAR AWARD IBC CORPORATION, USA



## PERFORMANCE EXCELLENCE AWARD MINISTRY OF STEEL, GOVERNMENT OF INDIA



## TOP PERFORMER AWARD FROM SAIL



# HI-Tech Pipes



# Media Coverage



**HI-Tech Pipes**

# Our Esteemed Customers



AIRPORTS AUTHORITY OF INDIA



## HI-Tech Pipes

# Marquee Projects using Hi-tech products



Grandstand Roofing Structure- Buddh International Circuit



Toll Plaza- Bandra-Worli Sea Link



Tensile Membrane Structures- Mumbai Airport



Main Supporting Structures- Common Wealth Stadium



Station Structure & Railing- Delhi Metro



Structural Support Members- Foot Over Bridges in Delhi



Module Mounting Structures- Gujarat Solar Park



## HI-Tech Pipes



# Marquee Projects using Hi-tech products



Fire Fighting Pipes- Seven Hills Hospital Mumbai



Crash Barriers- Yamuna Expressway



Towers- Suzlon Wind Farms



Curtain Walling Structure- Mumbai New Airport Terminal



Structural Glazing Structure- Delhi T3 Terminal



Walkways – Mumbai Skywalks



Substation Tubular Structure- Powergrid Corporation Ltd.



## HI-Tech Pipes





**Company Overview**

**Chairman's Message**

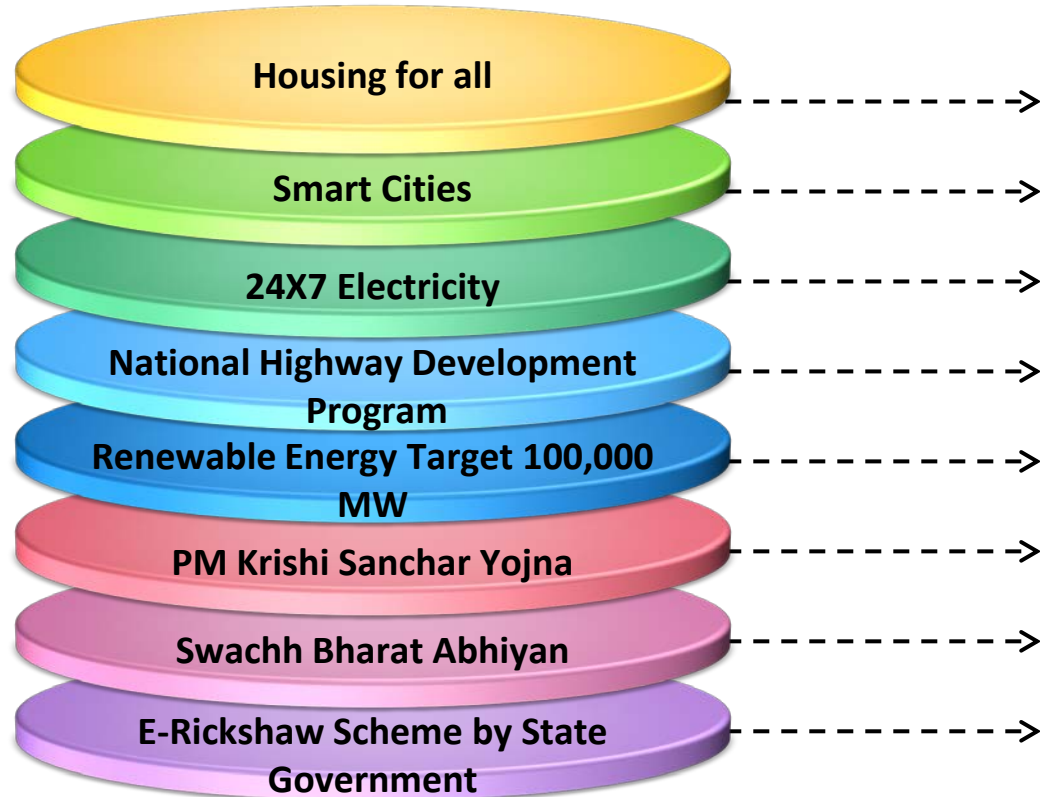
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**Way Ahead**



# Government Impetus creating significant industry growth opportunity



- MS Black Tubes & Hollow Section for Roofing, Rails, Grills, Gate Etc.
- Tubes And Pipes Used for Prefab home and shelters
- Large Hollow Section Pipe & Poles Used in Infrastructure Projects, Street Lighting, Sewage
- Power Transmission & Distribution Structures and Poles.
- Road Crash Barrier for Highway Safety
- Solar Mounting Structures Used For Supporting Solar Panels
- Casing Pipe and Galvanised Pipes for Boring and tube well
- Hollow Section Used in Prefab Toilets
- CR Square Tube Used For Rickshaw Frame

... Hi-tech uniquely positioned to leverage upon these opportunities – to emerge as a leading player in India



## HI-Tech Pipes



# Future Demand Drivers

## DEFENCE



*With an increased focus on the Defence sector on the part of the government, the company looks to generate incremental revenue from the sector.*

## GREEN HOUSE



*Today India needs to help its farmers with smooth and effective irrigation facility. The sector promises immense potential.*

## AIRPORT



*With a successful track record of delivering quality products for different airport needs, the company is well-positioned to cash in on the upcoming opportunities*

## TELECOM



*The telecom sector is at the verge of consolidation and quality of service only is going to be the norm. This is likely to lead to some uptick in the telecom sector.*

## DRINKING WATER SUPPLY



*With India striving hard to make clean and pure drinking water reach every corner of the country, the sector promises to be a good avenue for growth for the company.*

## METRO RAIL



*We have delivered the roofing / station structuring projects for Delhi Metro Rail Corp.*



# HI-Tech Pipes

# Way Ahead



Aspiring to achieve one million ton installed capacity

Become Globally Reputed Steel Processing Company

Be known for technology and high quality specialized products



## **HI-Tech Pipes**

# Thank you



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