

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

20-August-2020

Symbol: HITECH

Subject: Result Update Presentation

Dear Sir/ Madam,

In reference to the above captioned subject, please find enclosed herewith Result update presentation with respect to the Un-audited Standalone and Consolidated Financial Results for the Quarter ended 30th June, 2020.

Kindly take the above information on record and oblige.

Thanks and Regards

For **Hi-Tech Pipes Limited**


FOR HI-TECH PIPES LTD.
Arun Kumar **Company Secretary**
Company Secretary

Encl: As above

Hi-TECH
PIPES

**Hi-TECH
PIPES
LIMITED**

**Q1 - FY
2020-21**



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.

Power of Positive Leadership

Chairman & Managing Director

Ajay Kumar Bansal

Strong Next Leadership

Anish Bansal, Director

Strong Team of Independent
Directors

P.K. Saxena, xBanker

Vivek Goyal, FCA

Neerja Aggarwal, xBanker
, Advocate

Strong Team of KMP's

Arvind Bansal, FCA-CFO

Arun Sharma, CS-CCO

New Milestones

- **PAN India presence**
 - ✓ Direct marketing presence in over 17 States with more than 350 Distributors.
- **PAN India Manufacturing**
 - ✓ Four strategically located manufacturing plant with large scale manufacturing with high standards of quality assurance
- **Long Experience**
 - ✓ Incorporated in 1985 & having experience of more than 3 decades.
- **Wide Range of SKU's**
 - ✓ Having more than 550 SKU's to cater various needs of customers.
- **Dedicated Workforce**
 - ✓ Have dedicated workforce of more than 1100 persons.



State-of-Art Manufacturing Facilities

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



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

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



Journey So far ...



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



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



1988 - 96

2001 - 10

2012-16

2017-18

2018 - 19

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



- 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



- 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.

Power of Opportunity – Favorable Macro Levers



Uddan - 100 New Airports in next 3-5 years



Nal Se Jal – 3.5 Lacs Crore spending by Government by 2024



Housing for All under PM scheme by 2022



Poly House – Future of Farming – High subsidy - exponential growth



Infrastructure - 100 Lacs crore investment in next 5 years



Solar Power – Future of Power Generation – exponential growth

Moving Ahead Deeper Into Human Life

Home Appliances



Transformers & Motors



Furniture's



Automobiles



Fans



Bore well & Poly Houses



Railings & Windows

Metro Stations

Scaffoldings & Highways

Airports & Prefab Sheds

Hi-TECH
PIPES

Cold Rolled Coils & Strips

Steel Pipes and Tubes

Power of Strong Brand



Consistent New Product Introductions

2012: Hollow Pipes



2016: GP Pipes



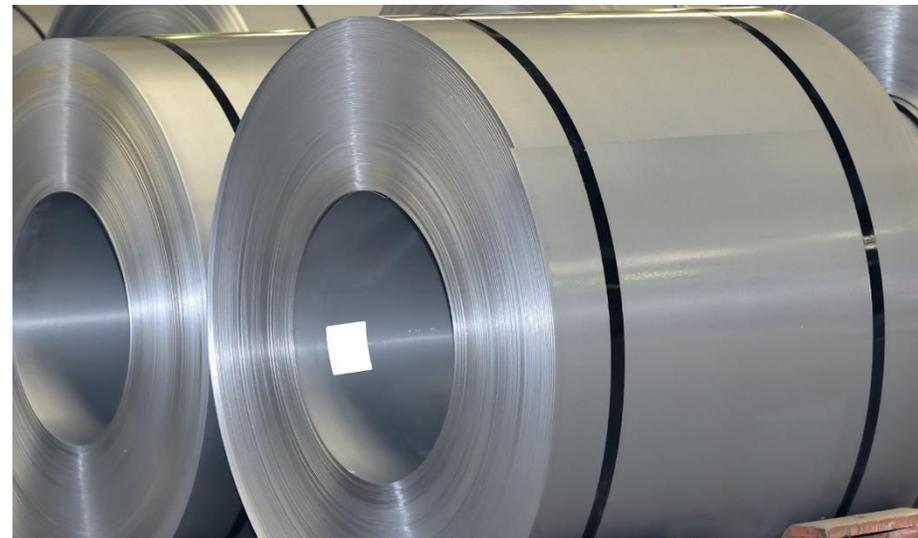
2017 : GI Pipes in South



2015: Metal Beam Crash Guard



2019 : CR Coils 1250mm

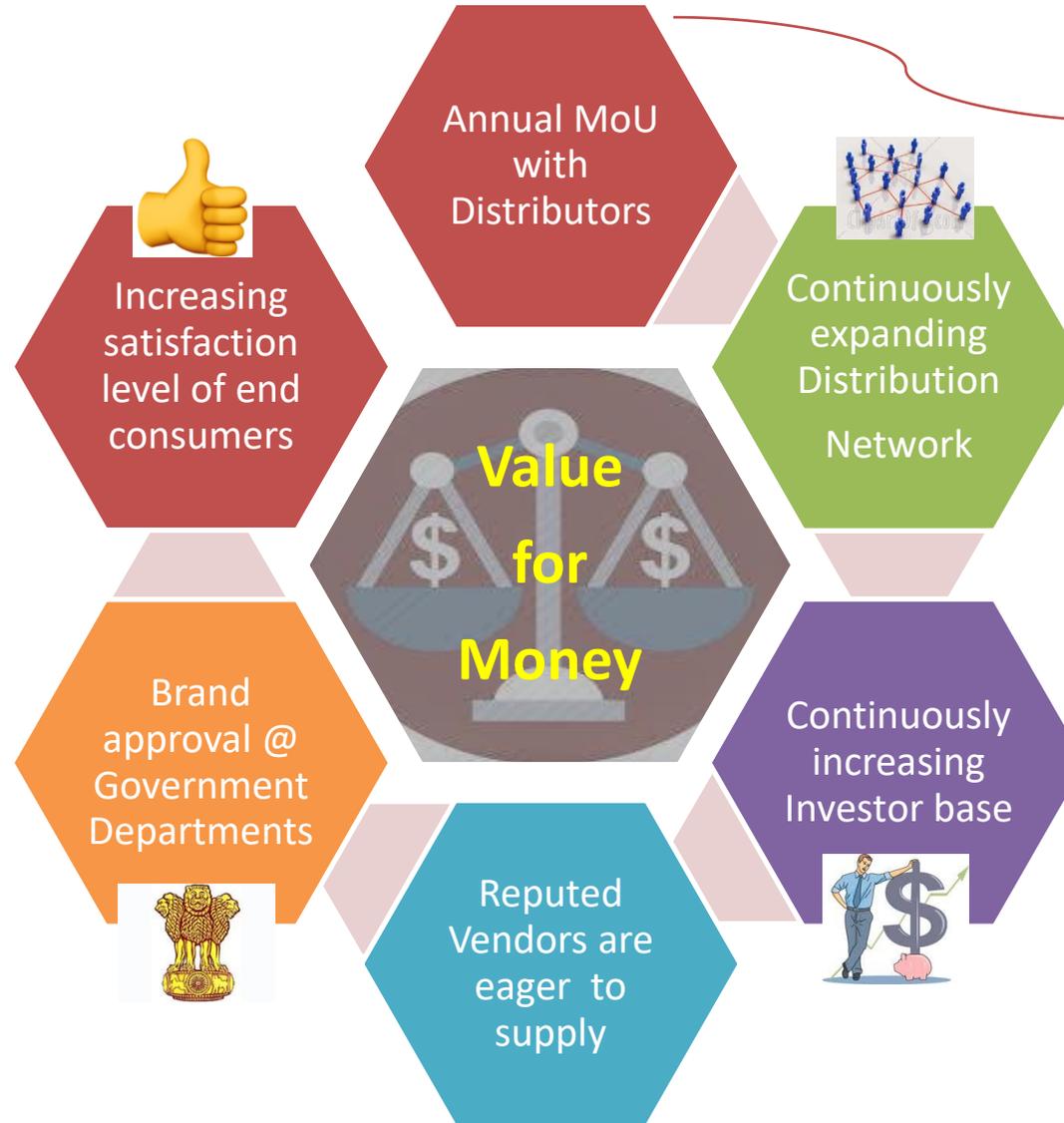


Power of Trust

Testimonial

“We are not buying just Hi-Tech Pipes, we are entering into a dynamic market called Indian Pipe Industry which is Booming”

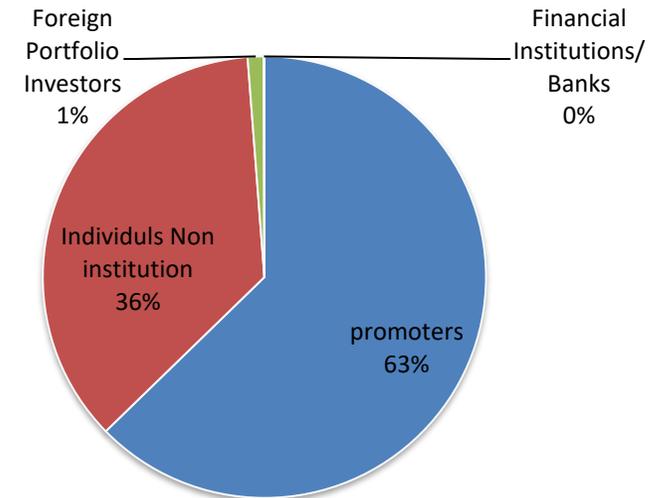
Distributor



Corporate & Shareholder's Governance

- Promoters- single business focus
- Transparent and detailed communication to shareholders
- Committed to high standards of corporate and shareholder governance
- Well experienced professional board of Independent Directors
- Track record of dividend paying company since last 5 years.

Shareholding Pattern As on 30.06.2020



Awards & Certificates

**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**



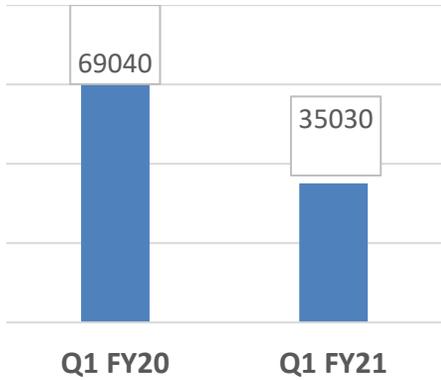
**TOP PERFORMER AWARD
FROM SAIL**



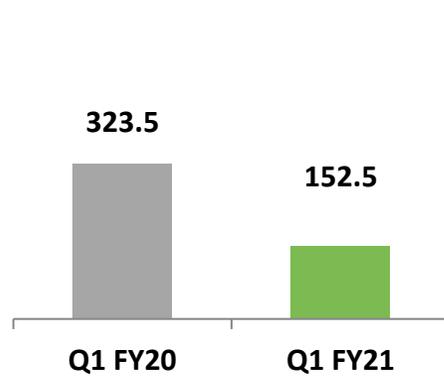
FINANCIALS

Consolidated P&L Highlights

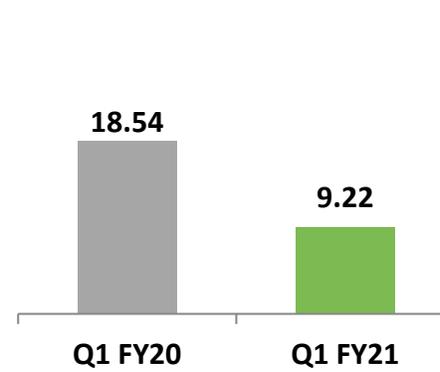
Sales Volume (MT)



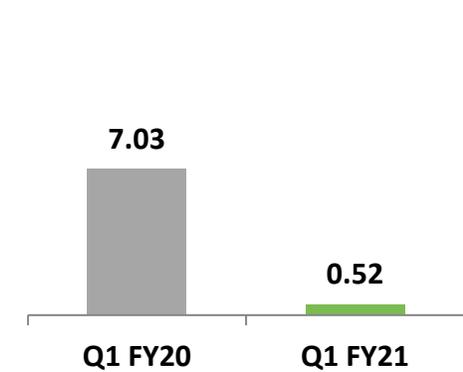
Net Revenues (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



Margin as % of Net Revenue

5.73%

6.05%

2.17%

0.34%

269100

283200

FY19

FY20

1360

1210

FY19

FY20

74.95

59.23

FY19

FY20

27.53

20.39

FY19

FY20

Margin as % of Net Revenue

5.51%

4.9%

2.02%

1.69%

Commenting on the Company's performance for Q1 FY 21, Mr. Ajay Kumar Bansal, Chairman and Managing Director, HI-Tech Pipes Ltd. said:

“Q1-FY 21 has been badly impacted by outbreak of Covid 19 Corona Virus. Manufacturing operations of the company has been gradually started from May 2020 & operations has been largely normalised in the month of June, 2020.

Outlook of the company for Quarter 2 of FY 2021 is quite optimistic & the company has taken the following steps to improve its efficiencies in this Quarter –

- 1. Rationalisation of Manpower at all its manufacturing facilities.*
- 2. Reduction of every kind of Fixed Costs & Semi – Fixed Costs.*
- 3. Improvement in production per shift with improved yield.*
- 4. Reduction of Net Debt by focusing on Receivable & Inventory management.*
- 5. Close credit monitoring & increased focus on cash sales.*

Management has assessed the potential impact of COVID 19 based on the current circumstances and expects no significant impact on the continuity of operations of the business on long term basis/ on useful life of the assets/ on financial position etc.”

Consolidated Qtrly & year ended P&L Highlights

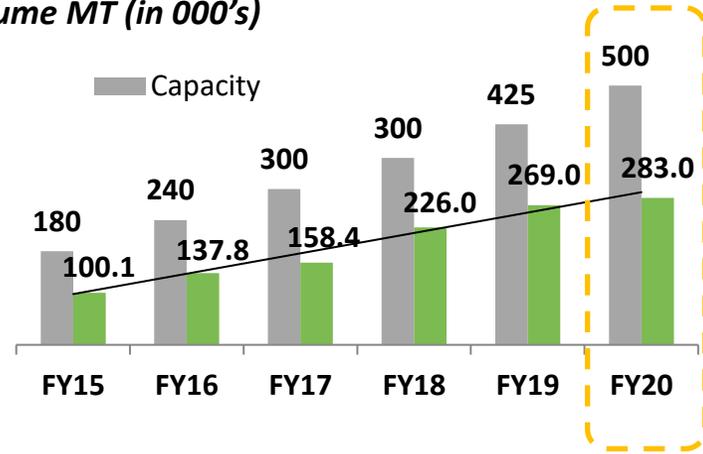
Rs. (in Lakhs)	Q1 FY21	Q1 FY20	Y-o-Y %	Q4 FY20	Q-o-Q %	FY20	FY19	Y-o-Y %
Total Income from Operations	15187.65	32349.00	(53%)	29977.50	(49.3%)	120961.50	136042.24	(11 %)
Raw Materials	13280.00	29233.00		27193.62		109544.60	123638.66	
Employee Cost	319.48	389.00		533.17		1779.17	1367.95	
Other Cost	674.71	873.00		803.21		3715.22	3558.67	
Total Expenditure	14274.19	30495.00		28530.00		115038.99	128565.28	
EBITDA	913.46	1854.00	(50.8%)	1447.50	(36.9%)	5922.51	7476.96	(20.7%)
Other Income	2.43	11.00		92.99		124.99	138.09	
Depreciation	196.00	151.00		204.16		657.00	530.97	
Interest	653.42	652.00		859.64		3004.00	2985.39	
Profit Before Tax	66.47	1062.00	(93.7%)	476.69	(86%)	2386.70	4098.69	(41.9%)
Tax	14.50	358.63		56.24		347.89	1363.72	
Profit After Tax	51.97	703.37		420.46		2038.81	2734.96	
Other Comprehensive income	0	0		0		0	18.02	
Total Comprehensive Income	51.97	703.37	(92.6%)	420.46	(87.6%)	2038.81	2752.98	(25.8%)
Basic EPS (in Rs. / share)	0.48	6.57		3.85		18.84	25.8	

Consolidated Balance Sheet

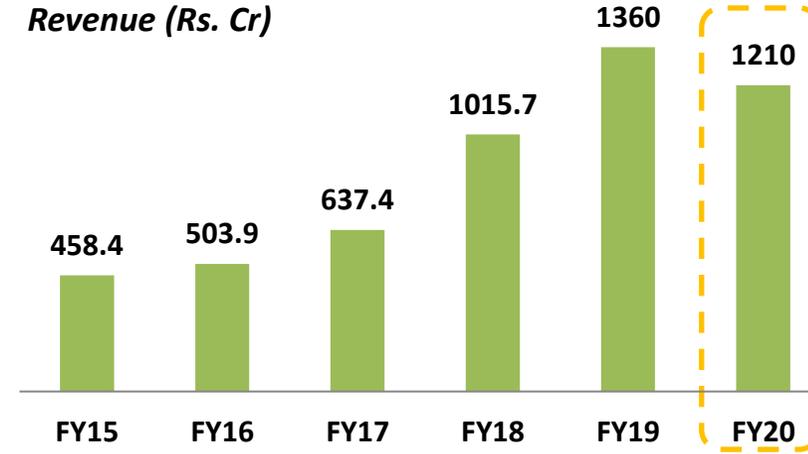
Rs.(in Lakhs)	As on 31 st Mar – 20	As on 31 st Mar – 19	Rs. in Cr	As on 31 st Mar – 20	As on 31 st Mar – 19
Equity	17360.26	14678.20	Non-current Assets	20901.93	17736.00
Equity Share Capital	1092.61	1070.11	Property, Plant and Equipment	17297.29	16910.97
Other Equity	16267.65	13608.09	Capital Work in Progress	2939.61	369.09
Liabilities			Other Intangible asset	4.75	8.25
Non Current Liabilities	10265.02	8470.45	Investments	0.03	0.03
Financial Liabilities			Loans	361.24	286.75
Borrowing	8896.72	7170.07	Other Non Current Assets	299.01	160.91
Other Financial liabilities	81.87	94.79	Current Assets	35873.46	32779.09
Provisions	97.45	63.80	Inventories	17877.14	15122.72
Deferred Tax Liabilities (Net)	1188.97	1141.78	Financial Assets		
Current Liabilities	29150.11	27366.45	Investments	0.0	0.0
Financial Liabilities			Trade Receivables	13727.65	13739.85
Borrowings	20651.10	18654.31	Cash & Cash Equivalent	72.50	83.91
Trade Payables	5605.96	5912.33	Bank Balance other than above	1804.63	1517.38
Other Financial Liabilities	1733.23	1477.42	Other Current Assets	2391.54	2315.22
Other Current Liabilities	539.71	511.11	Total Assets	56775.39	50515.09
Provisions	539.59	378.12			
Current Tax Liabilities (Net)	80.52	433.16			
Total	56775.39	50515.09			

Consolidated Financial Highlights

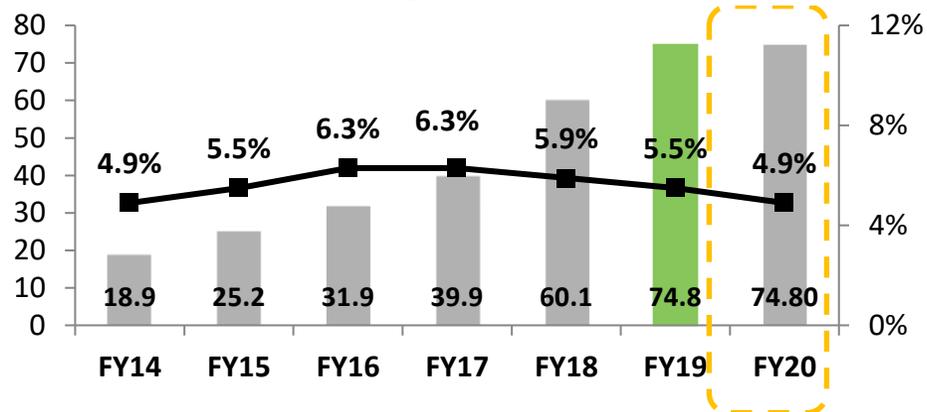
Volume MT (in 000's)



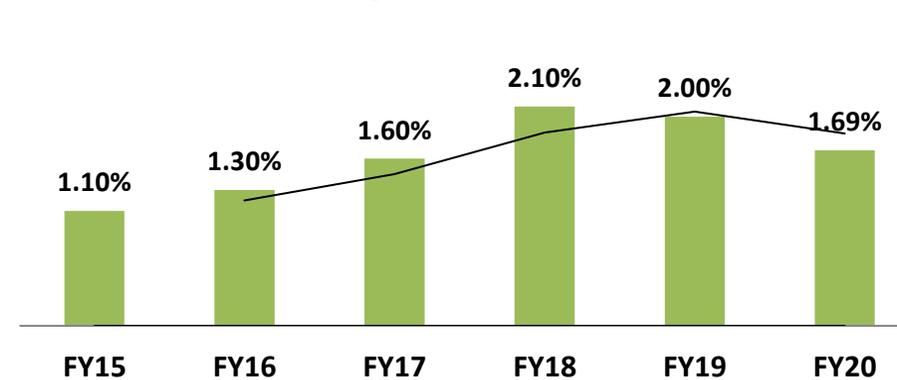
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)

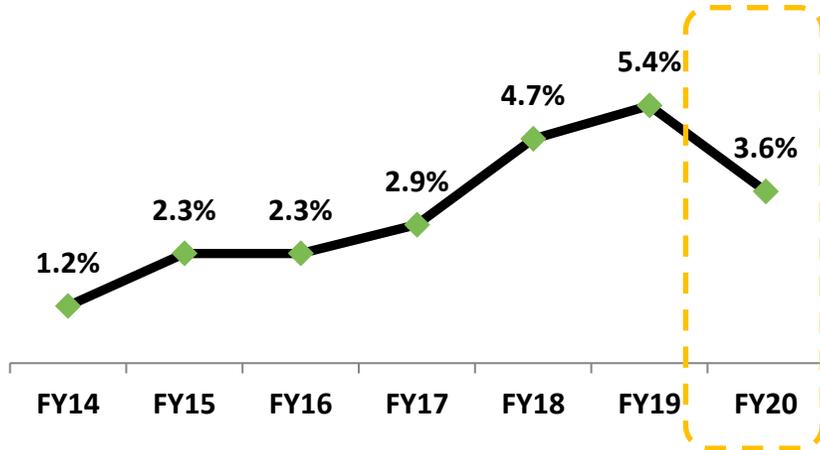


PAT (Rs. Cr) / Margin (%)

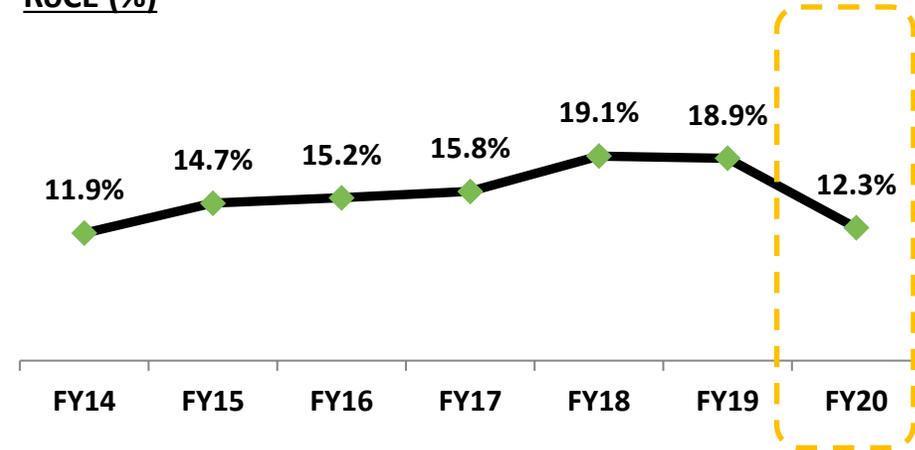


Consolidated Financial Ratios

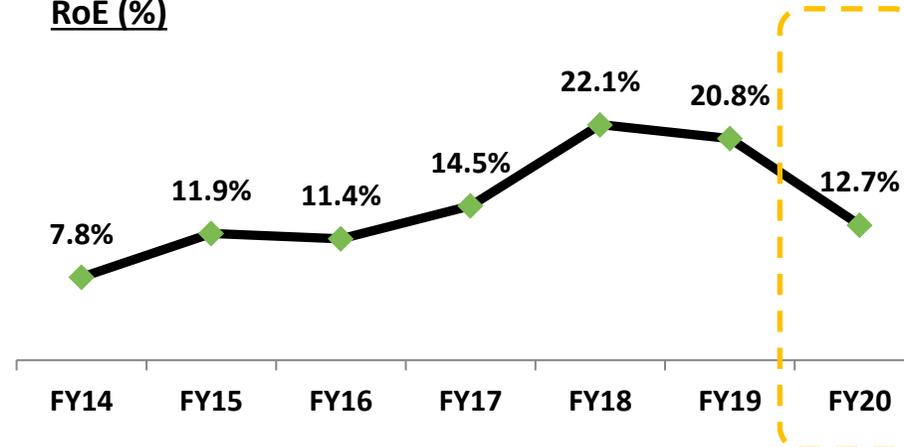
ROA (%)



RoCE (%)



RoE (%)



Consolidated Annual P&L Highlights

Rs. (in Lakhs)	FY20	FY19	Y-o-Y %
Sales Volume (in MT)	283200	269100	5.25 %
Total Income from Operations	120961.50	136042.24	-11.08 %
Raw Materials	109544.61	123638.66	
Employee Cost	1779.17	1367.95	
Other Cost	3715.22	3558.67	
Total Expenditure	115039.00	128565.29	
EBITDA	5922.50	7476.95	-20.86 %
Other Income	124.99	138.09	
Depreciation	657.16	530.97	
Interest	3003.64	2985.39	
Profit Before Tax	2386.70	4098.69	-41.8 %
Tax	347.88	1363.72	
Profit After Tax	2038.81	2734.96	
Other Comprehensive Income	0	18.02	
Total Comprehensive Income	2038.81	2752.98	-27.13 %
Basic EPS (in Rs.)	18.85	25.79	