

To,

24th January, 2020

National Stock Exchange of India Limited

Exchange Plaza, Plot No.C/1, G Block,
Bandra Kurla Complex (E),
Mumbai-400051,

Symbol: HITECH

Subject: Investor Presentation

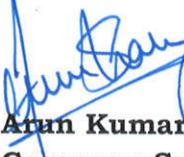
Dear Sir/ Madam,

In reference to the above captioned subject, please find enclosed herewith Investor Presentation.

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 LIMITED
INVESTOR PRESENTATION
Q3 FY20



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.

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**Consolidated Financial
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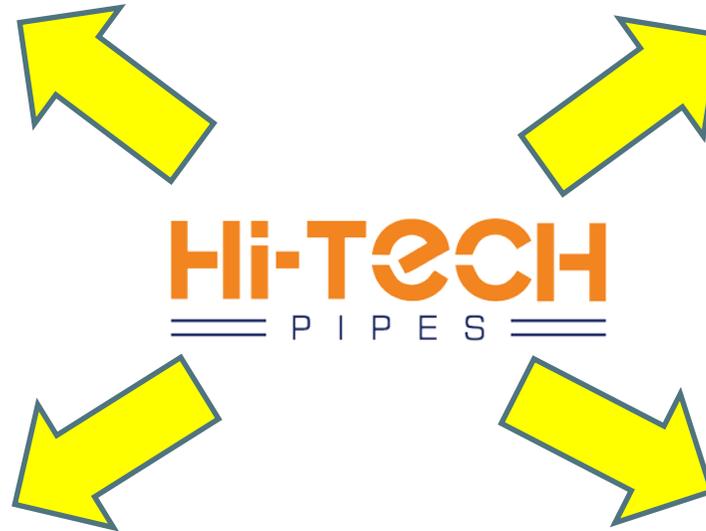
Way Ahead

Company Overview

5,00,000 mtpa
Installed Capacity

33+
Years of Experience

350+
Distributors across India



4
Manufacturing Plants

1100+
Workforce

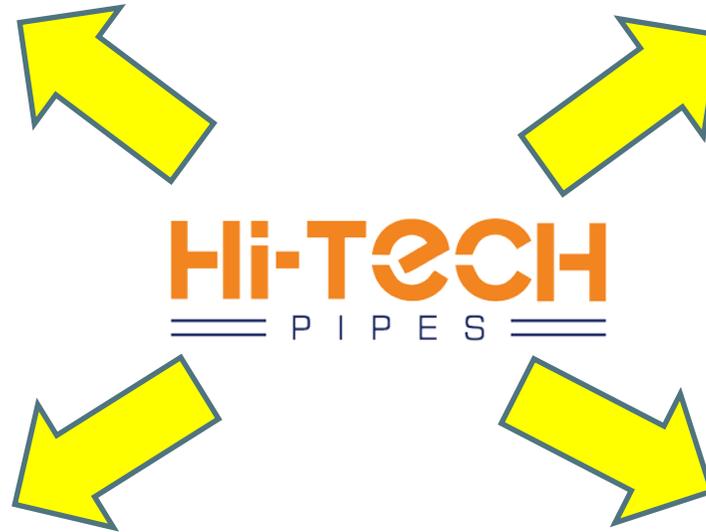
550+
SKU's

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**

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



Company Overview

Chairman's Message

**Consolidated Financial
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Chairman's Message



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

“Q3-FY 20 has set the tone for growth in steel demand consequent to stabilization of steel prices. Now demand from Automobile & Infrastructure segment has started increasing which has led to growth in Steel Industry.

During the quarter company has been awarded various tenders worth more than Rs. 25 Cr under the Jal Jeevan Mission & more such demand is expected to come.

With the turnaround of steel segment we are confident that performance of Q4 FY 20 is going to be much better“



Company Overview

Chairman's Message

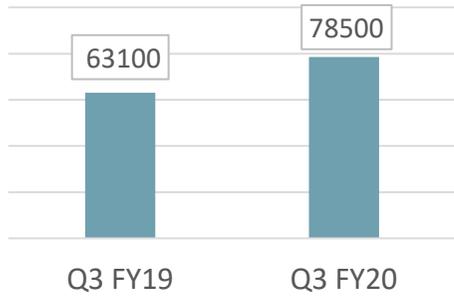
**Consolidated Financial
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Business Overview

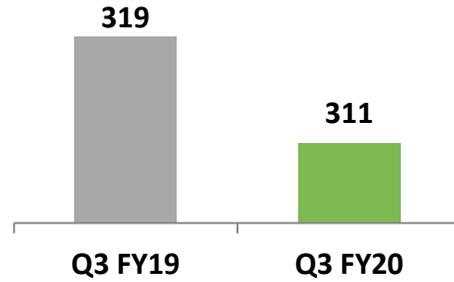
Way Ahead

Consolidated P&L Highlights – Q3 FY20 vs. Q3 FY19

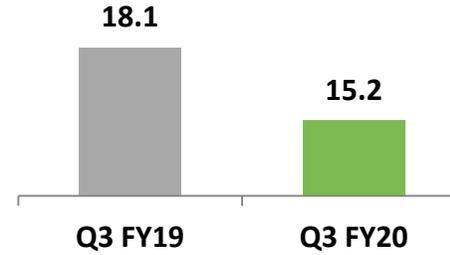
Sales Volume (MT)



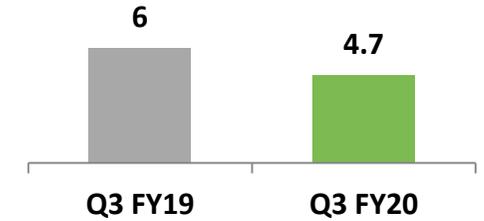
Net Revenues (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



Margin as % of Net Revenue

5.7%

4.9%

1.9%

1.5%

189100

213650

9M FY19

9M FY20

980

910

9M FY19

9M FY20

54.3

44.8

9M FY19

9M FY20

19.2

16.2

9M FY19

9M FY20

Margin as % of Net Revenue

5.5%

4.9%

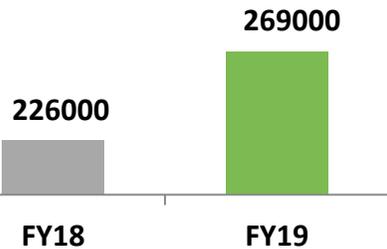
2%

1.8%

Consolidated P&L Highlights – FY19 vs. FY18

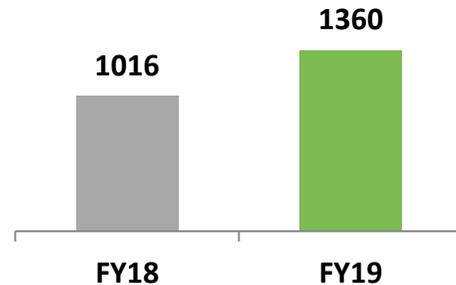
Sales Volume (MT)

Growth : 19%



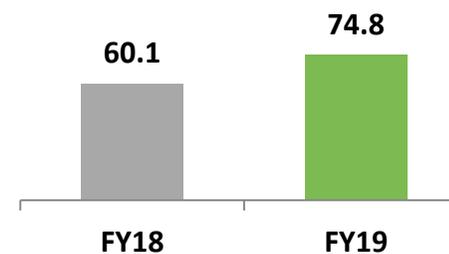
Net Revenues (Rs. Crore)

Growth : 34%



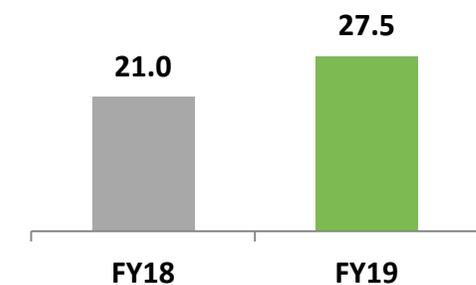
EBITDA (Rs. Crore)

Growth : 25%



PAT (Rs. Crore)

Growth : 31%



Margin as % of Net Revenue

5.91%

5.49%

2.06%

2.01%

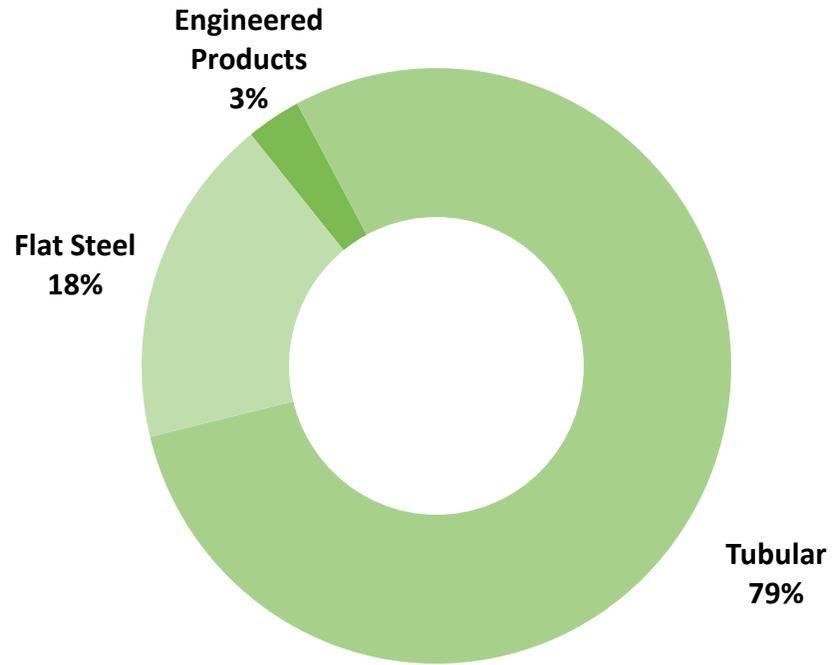
- Growth in revenue on account of increase in contribution of value added products

Consolidated Quarterly & Year ended P&L Highlights

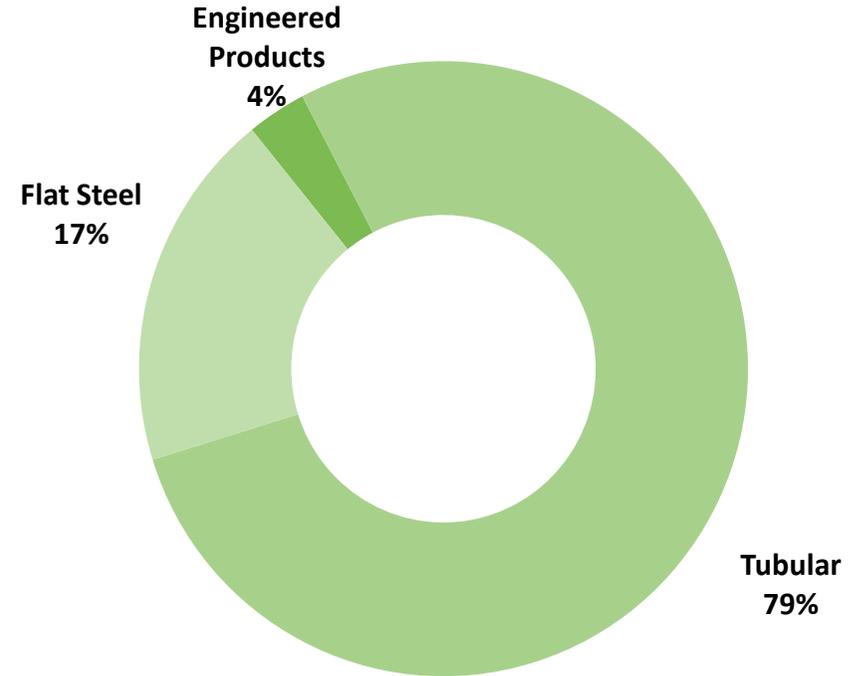
Rs. in Cr	Q3 FY20	Q3 FY19	Y-o-Y %	Q2 FY20	Q-o-Q %	FY19	FY18	Y-o-Y %
Total Income from Operations	311.00	319.12	(3.0%)	275.35	13%	1360.4	1015.7	33.9%
Raw Materials	280.84	288.66		250.4		1236.4	913.3	
Employee Cost	04.08	3.49		04.49		13.7	12.1	
Other Cost	11.01	8.90		09.38		35.6	30.1	
Total Expenditure	295.92	300.95		264.28		1285.7	955.5	
EBITDA	15.18	18.07	(16%)	11.07	36%	74.8	60.1	24.5%
Other Income	0.00	0.05		0.21		1.4	1.3	
Depreciation	01.51	1.31		01.51		5.3	4.0	
Interest	07.42	7.91		07.50		29.9	27.4	
Profit Before Tax	6.25	8.90	(30%)	2.27	168%	40.9	30.0	36.3%
Tax	(1.55)	2.85		(2.22)		13.6	9.0	
Profit After Tax	4.70	6.05	(22%)	4.49	2%	27.3	21.0	
Other Comprehensive income	0	0	0	0		0.2	0.0	
Total Comprehensive Income	4.70	6.05	(22%)	4.49	2%	27.5	21.0	31.0%
Basic EPS (in Rs.)	4.30	5.65		4.20		25.8	20.39	

Segment wise Volume Breakup –FY 19 & FY 18

FY19



FY18

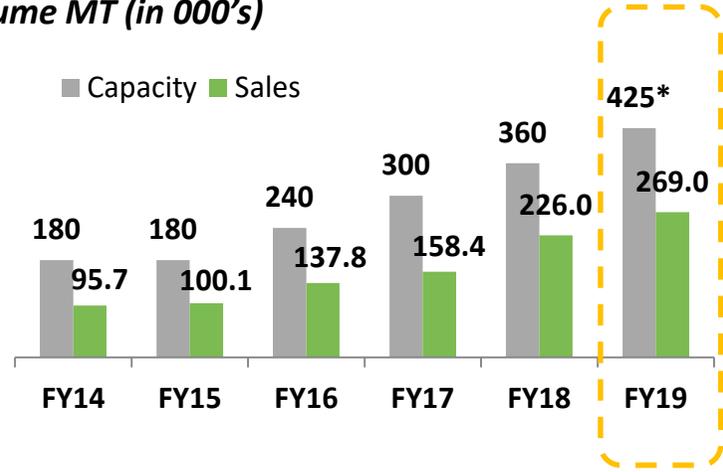


Consolidated Balance Sheet

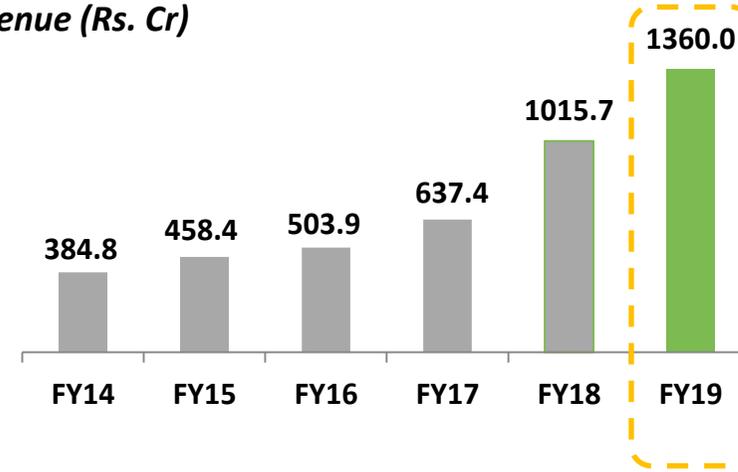
Rs. in Cr	As on 30 st Sept – 19	As on 31 st Mar – 19	Rs. in Cr	As on 30 st Sept 19	As on 31 st Mar – 19
Equity	164.7	146.7	Non-current Assets	184.9	177.4
Equity Share Capital	10.9	10.7	Property, Plant and Equipment	168.6	169.1
Other Equity	153.8	136.1	Capital Work in Progress	10.49	3.7
Liabilities			Other Intangible asset	0.06	0.1
Non Current Liabilities	84.6	84.7	Investments	0	0.0
Financial Liabilities			Loans	4.17	2.9
Borrowing	72.7	71.7	Other Non Current Assets	1.59	1.6
Other Financial liabilities	0.7	1.0	Current Assets	350.39	327.8
Provisions	0.6	0.6	Inventories	158.41	151.2
Deferred Tax Liabilities (Net)	10.6	11.4	Financial Assets		
Current Liabilities	286	273.7	Investments		0.0
Financial Liabilities			Trade Receivables	150.63	137.4
Borrowings	198.3	186.5	Cash & Cash Equivalent	0.93	0.8
Trade Payables	56.5	59.1	Bank Balance other than above	16.68	15.2
Other Financial Liabilities	14.7	14.8	Other Current Assets	23.75	23.2
Other Current Liabilities	7.7	5.1	Total Assets	535.35	505.1
Provisions	6.3	3.8			
Current Tax Liabilities (Net)	2.4	4.3			
Total	535.35	505.1			

Consolidated Financial Highlights

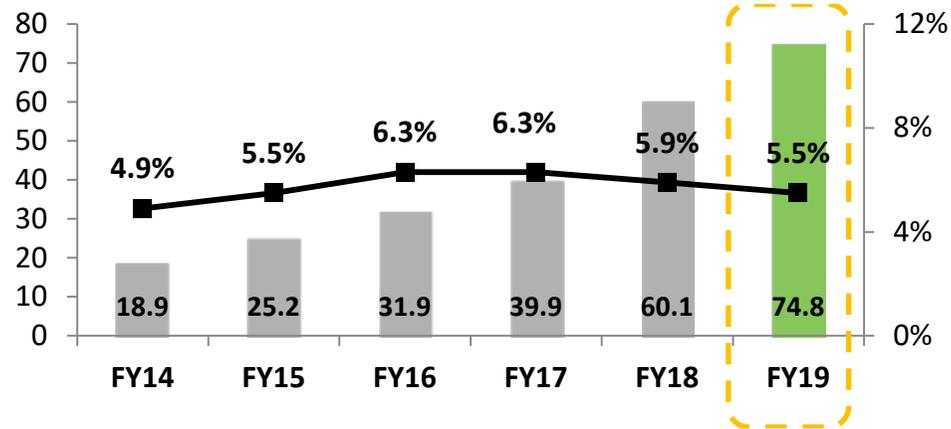
Volume MT (in 000's)



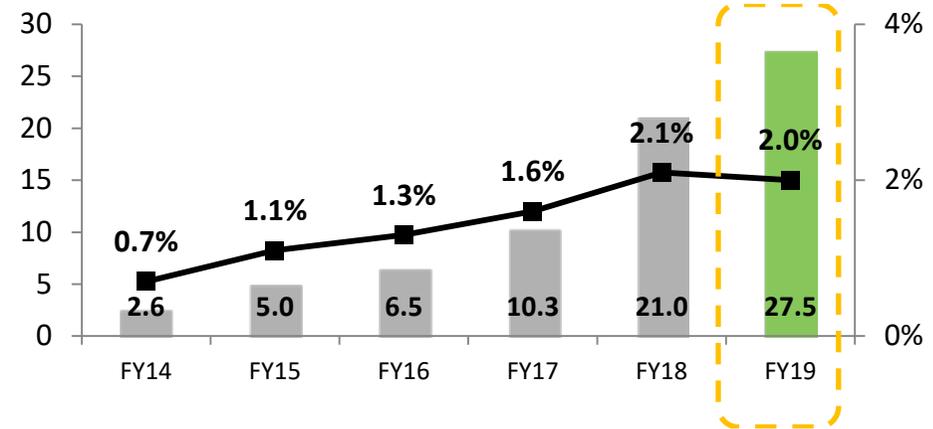
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)

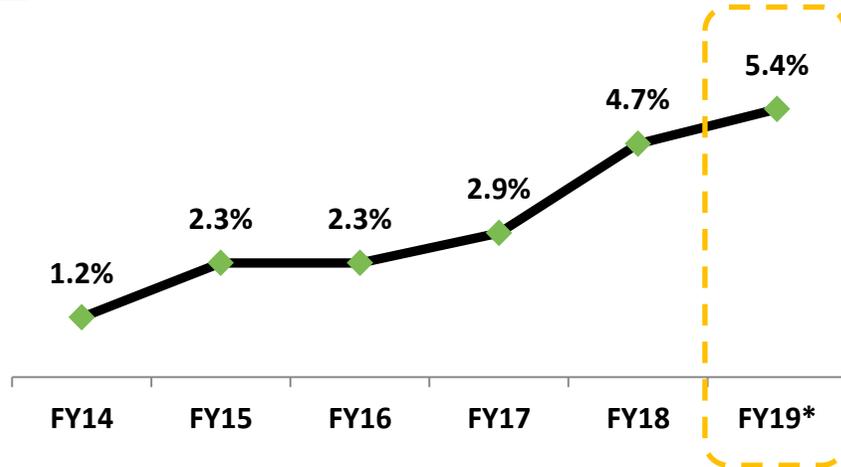


PAT (Rs. Cr) / Margin (%)

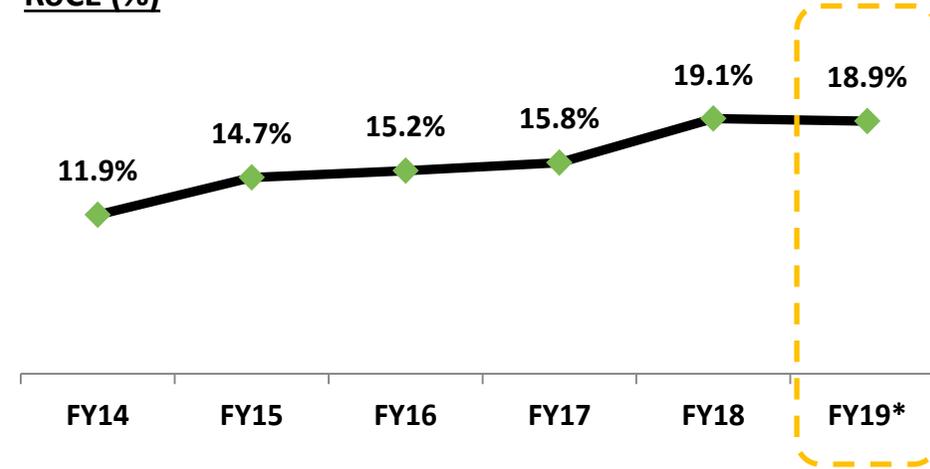


Consolidated Financial Ratios

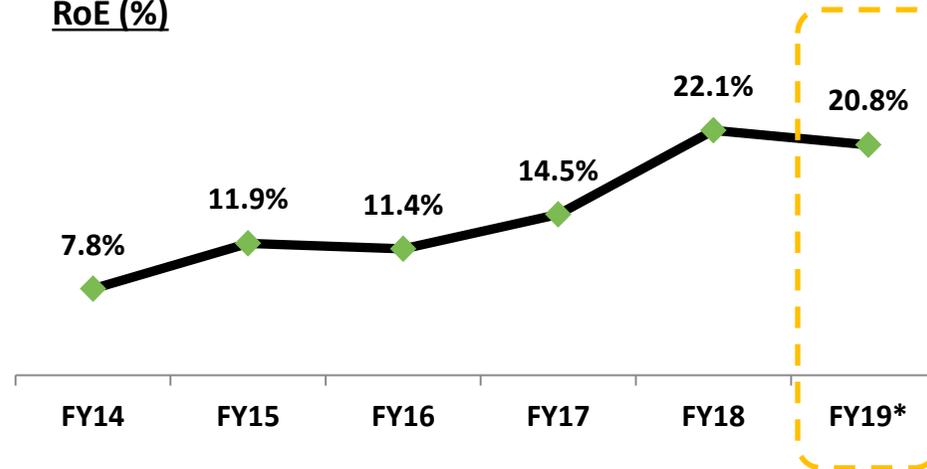
ROA (%)



RoCE (%)



RoE (%)



Consolidated Annual P&L Highlights

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

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
- 3rd 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.



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



Company Overview

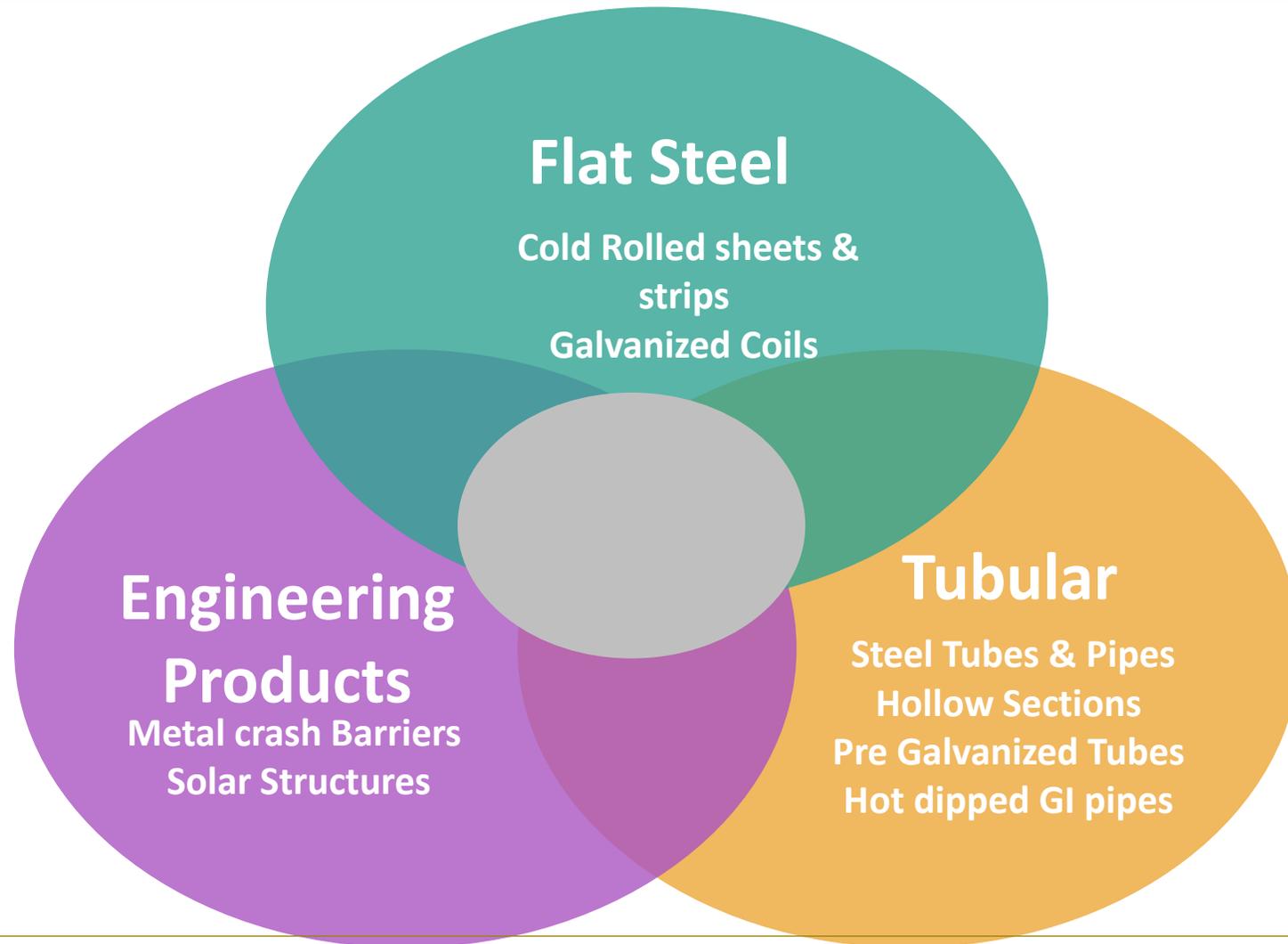
Chairman's Message

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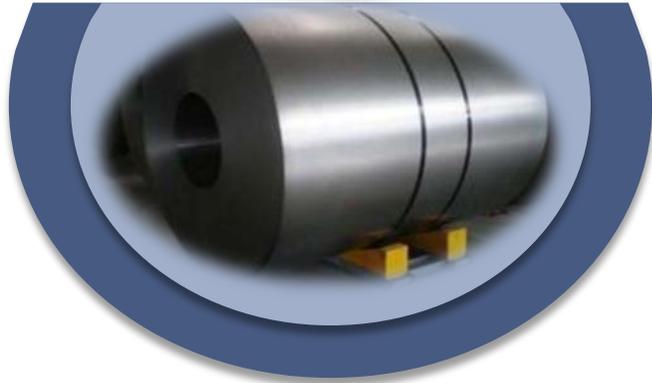
Business Overview

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Business Overview

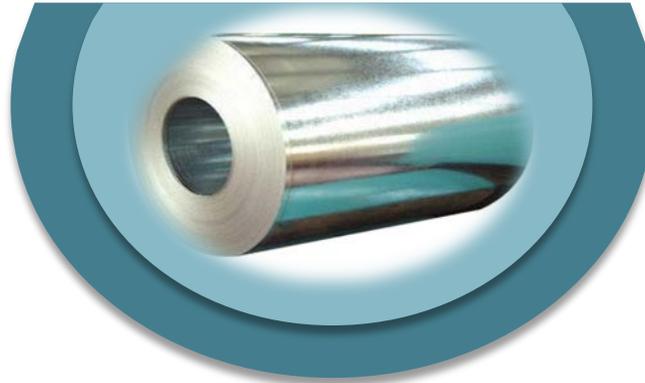


FLAT STEEL PRODUCTS



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

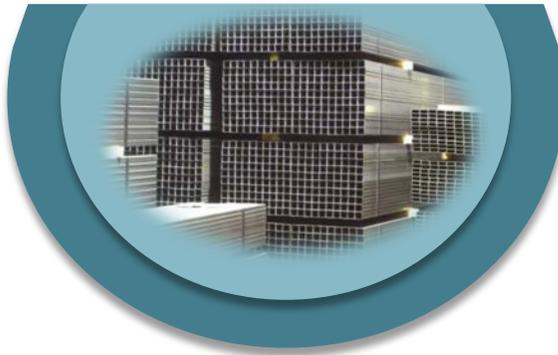
Automobile Industry
Civil Construction
Solar Mounting Structures
Strut Support Systems
Storage Systems
Furniture & Office Equipments

TUBULAR STEEL PRODUCTS



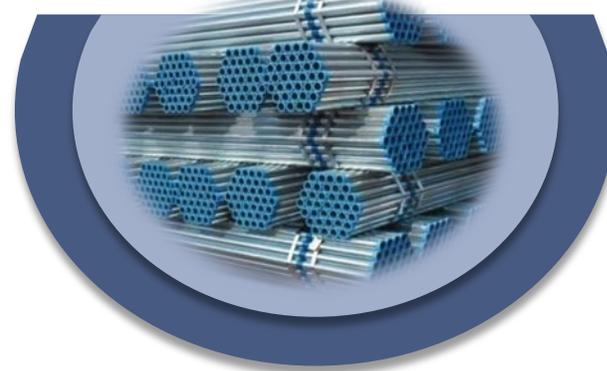
Steel Tubes & Pipes

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

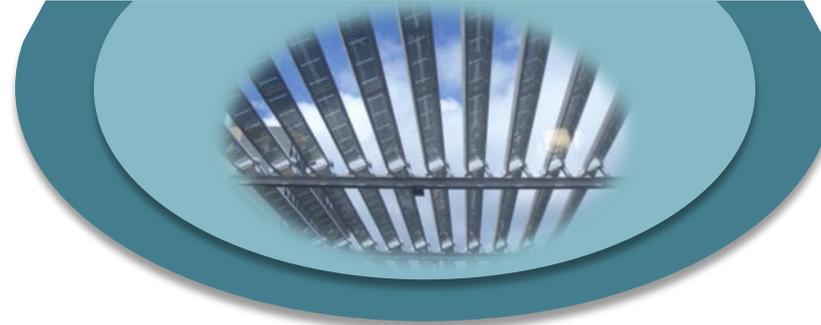
Agriculture
Plumbing
Green Houses
Irrigation
Hand Pumps
Bore
Tubewell

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

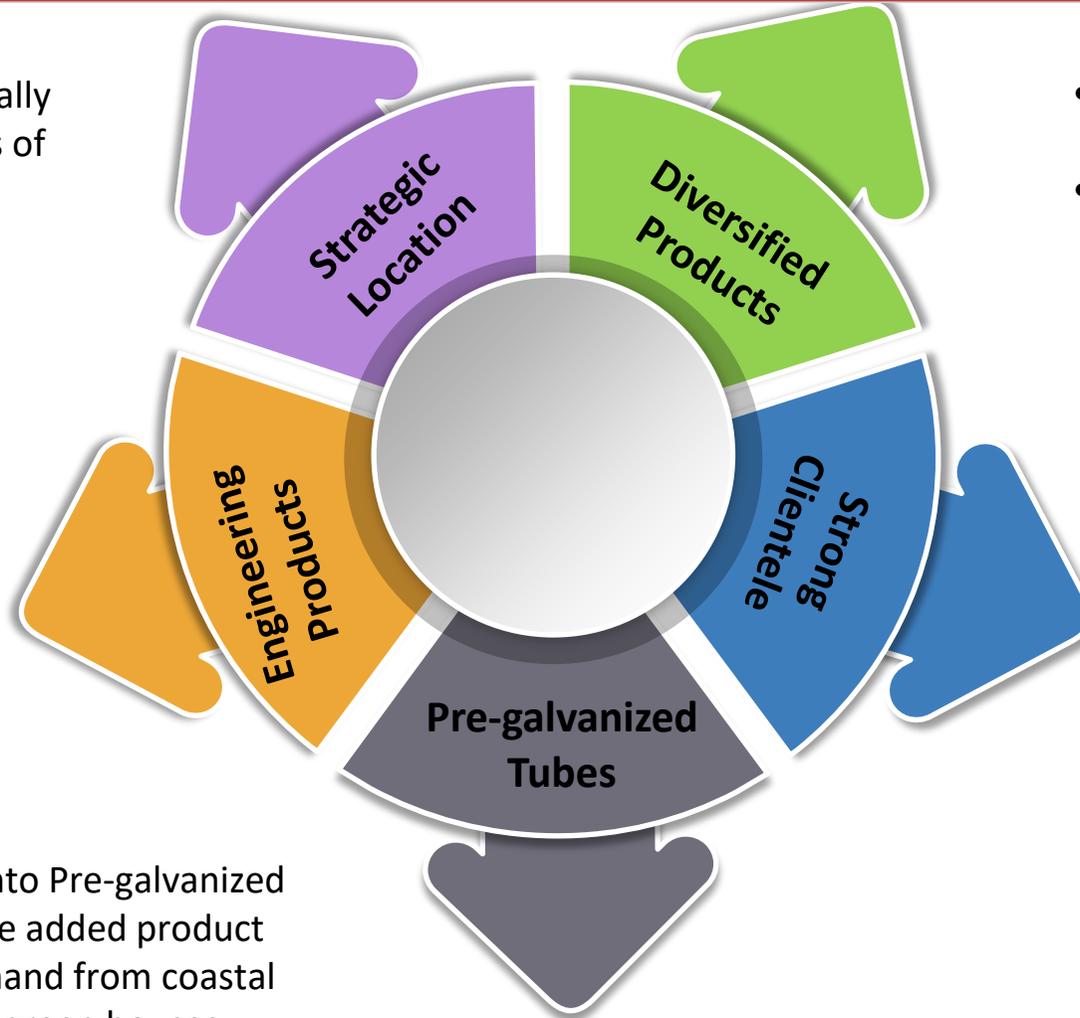
Ground mounted solar
power plants
Rooftop solar
Street lighting
Solar water pumps
Solar street lighting

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

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



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**



Media Coverage



हाईटेक पाइप्स ने पानी के संकट पर चलाया जागरूकता अभियान

सूक्त। जल जीवन मिशन के तहत प्रधानमंत्री नरेंद्र मोदी के घर-घर में पानी पहुंचाने के अभियान को अमली जामा पहनाने का बीड़ा हाईटेक पाइप्स ने उठाया है। हाईटेक पाइप्स ने देश के विभिन्न भागों में पानी के संकट को देखते हुए जागरूकता अभियान चलाने के लिए कई समान सोच रखने वाले भागीदारों से हाथ मिलाया है। हाईटेक पाइप अपने अभियान में आम जनता को यह भी समझा रही है कि जलसंकट का दीर्घकालिक समाधान केवल मोदी सरकार के नल से जल मिशन के माध्यम से ही हो सकता है। मिशन के तहत 2024 तक सभी ग्रामीण घरों में हर नल में जल पहुंचाने का टारगेट तय किया है। हाईटेक पाइप्स के निदेशक श्री विपुल बंसल ने उपभोक्ता सम्मेलन में शुरू किए जागरूकता अभियान पर कहा, देश में पानी का संकट दिन पर दिन बढ़ता जा रहा है। जल संकट का दीर्घकालीन समाधान खोजने के लिए सबसे पहले तो हमें इस जल संकट के भयावह हालात को स्वीकार करना होगा।

BIZ BUZZ

Hi-Tech Pipes consolidated net profit up



Hi-Tech Pipes Limited's net volume in Q1 FY 2020 was 69,035 metric tonnes (mt) as against 60,020 mt in Q1 FY 19. A year-on-year (y-o-y) growth of 15 per cent has been achieved over the corresponding quarter, driven by an increase in capacity utilisation at all the manufacturing plants. The net revenue from operations is Rs 324 crore in Q1 FY 2020, as

against Rs 321 crore in Q1 FY 2019. This is a year on year growth of 1 per cent. As against the increase in the volume of 15 per cent, new revenue has increased by 1 per cent only, mainly on account of the decrease in steel prices.

मोदी सरकार के हर घर नल, हर घर जल मिशन में हर कदम पर साथ है हाईटेक पाइप्स

लोकतंत्र संवाददाता यह भी समझा रही है कि जलसंकट का दीर्घकालिक समाधान केवल मोदी सरकार के नल से जल मिशन के माध्यम से ही हो सकता है। मिशन के तहत 2024 तक सभी ग्रामीण घरों में हर नल में जल पहुंचाने का टारगेट तय किया है। हाईटेक पाइप्स के निदेशक विपुल बंसल ने उपभोक्ता सम्मेलन में शुरू किए जागरूकता अभियान पर कहा- देश में पानी का संकट दिन पर दिन बढ़ता जा रहा है। जल संकट का दीर्घकालीन समाधान खोजने के लिए सबसे पहले तो हमें इस जल संकट के भयावह हालात को स्वीकार करना होगा। इस समय खुली नहरों के माध्यम से पानी पहुंचाने का जो तरीका अपनाया जा रहा है, उससे बहुत साफ कॉमर्सेली पानी तो भाप बनकर उड़ जाता है, लीक हो जाता है या प्रदूषित हो जाता है। पानी को मूल स्त्रोत से उपभोक्ताओं तक सही माध्यम से पहुंचाना जाना चाहिए, जिससे उसका संरक्षण किया जा सके और कॉमर्सेली पानी को बर्बादी न हो।



मयूर सँवाद

होम राष्ट्रीय मनोरंजन दिल्ली आपका मोहल्ला क्विज़ जंतरा-पंथी खेल नाटक स्टूडियो धर्म आपका इलाका

Home > बंगलूर > हाईटेक पाइप्स ने वित्त वर्ष 2020 की पहली तिमाही में 15 फीसदी की वॉल्यूम गोथ हासिल की

हाईटेक पाइप्स ने वित्त वर्ष 2020 की पहली तिमाही में 15 फीसदी की वॉल्यूम गोथ हासिल की



mayur sambad | August 16, 2019 | बंगलूर

बंगलूरदाता (दिल्ली) 1985 में स्थापित हाईटेक पाइप्स लिमिटेड (एनएसई: एचआईटीईपीएल) भारत की प्रमुख स्टील कंपनियों में से एक है। कंपनी ने बरेलव तीन दशकों से अपनी मीडियम स्टील पाइप्स, हॉट सेक्शन ट्यूब्स, बॉटल रोलिंग कॉन्ट्रॉल और डिस्क, रोलिंग रोड बरिंजर, 300-350 मिमी स्टील रोलिंग और गैर-स्टैंडर्ड प्रोडक्ट्स में दर्ज करवाई है। कंपनी ने 30 जून 2019 को समाप्त हुई वित्त वर्ष 2020 की पहली तिमाही के लिए गारप का वॉल्यूम वित्तवर्ष तैराकी की घोषणा की है।



Our Esteemed Customers



AIRPORTS AUTHORITY OF INDIA



Marquee Projects using Hi-tech products



Grandstand Roofing Structure- Buddh International Circuit



Delhi 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

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.



Company Overview

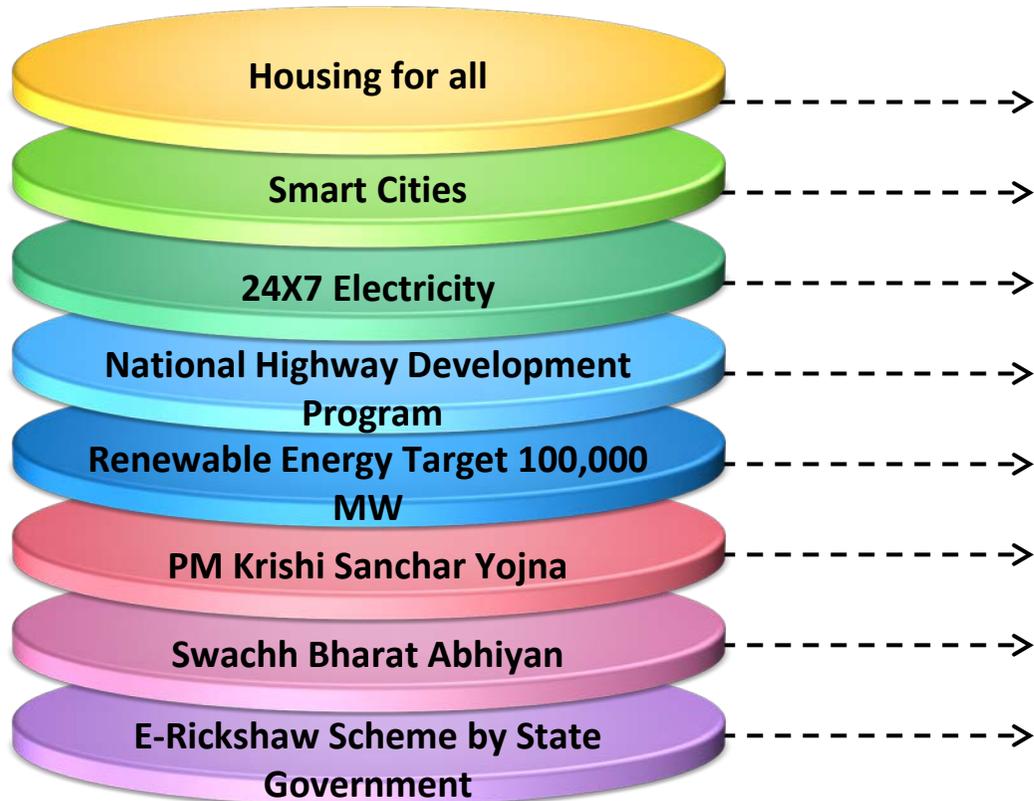
Chairman's Message

**Consolidated Financial
Highlights**

Business Overview

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

Future Demand Drivers

DEFENCE



GREEN HOUSE



AIRPORT



TELECOM



DRINKING WATER SUPPLY



METRO RAIL



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

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

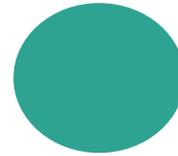
With a successful track record of delivering quality products for different airport needs, the company is well-positioned to cash in on the upcoming opportunities

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.

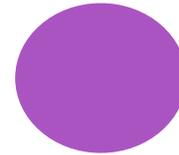
With India striving hard to make clean and pure drinking water reach every corner of the country, the sector promises to be a good avenue for growth for the company.

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

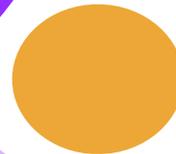
Way Ahead



Aspiring to achieve one million ton installed capacity



Become Globally Reputed Steel Processing Company



Be known for technology and high quality specialized products

Thank you



For further information, please contact:

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<http://www.hitechpipes.in>