



To,

13th August, 2019

National Stock Exchange of India Limited

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

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 Un-Audited Standalone and Consolidated Financial Results for the Quarter ended 30th June, 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



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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 | Email : info@hitechpipes.in





Hi-TECH
PIPES

Hi-Tech Pipes Ltd

Investor Presentation

Q1 - FY 2020

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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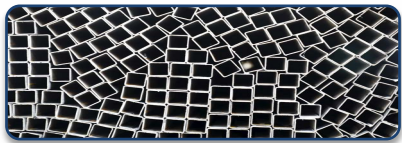
Company Overview



Chairman's Message



Consolidated Financial Highlights



Business Overview



Way Ahead



Company Overview

Chairman's Message

**Consolidated Financial
Highlights**

Business Overview

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 :

In Q1-FY 20 in spite of challenging situation in the market, we have achieved volume growth of 15%. Growth in value terms is not significant due to reduction of steel prices. EBIDTA pmt has decreased from Rs.2906 in Q1 – FY 19 (Rs. 2789 in FY 19) to Rs. 2688 in Q1-FY 20 due to increase in employee cost (on account of new capacities) and some impact of inventory valuation due to reduction in steel prices.

However with company's continuous thrust on sales & marketing of High Value Added products viz Pre Galvanised Pipes, Galvanised Pipes, Productivity improvement, cost reduction etc, and after stabilization of steel prices, it is expected that in rest of the FY 20, EBIDTA margin PMT will increase.

Over the last 6 months, the company has undertaken various branding & marketing initiatives viz change of Hi-Tech Brand Logo & tag line, Distributors & Dealers engagement activities, which will certainly help in strengthening its position in the market & creating Hi-Tech Pipes as the most preferred brand by customers.



Company Overview

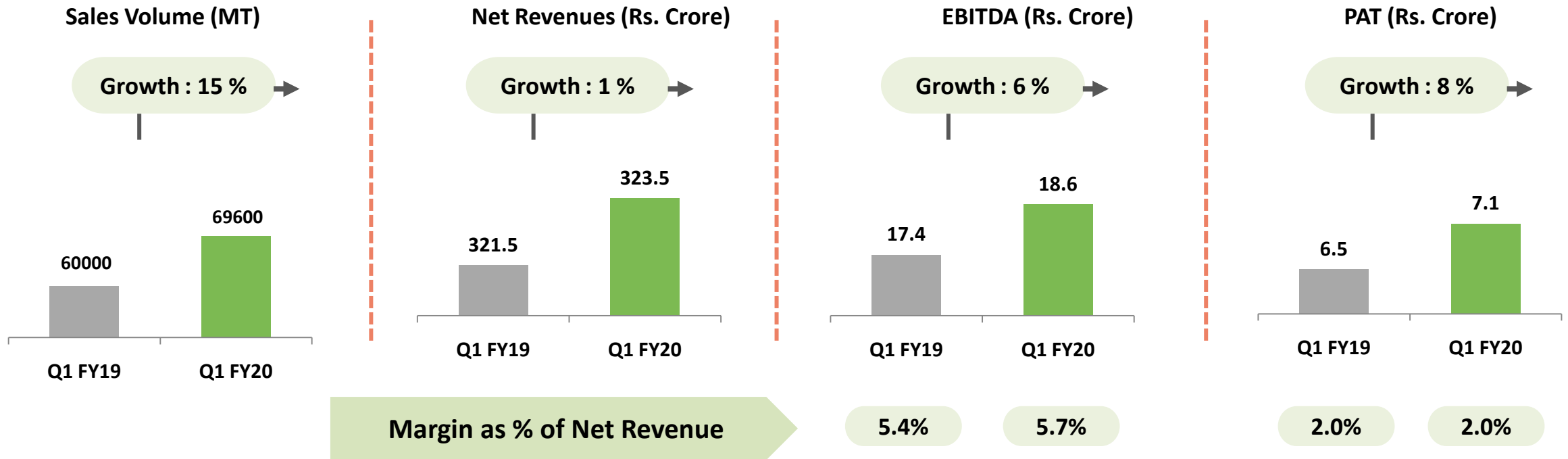
Chairman's Message

**Consolidated Financial
Highlights**

Business Overview

Way Ahead

Consolidated P&L Highlights – Q1 FY20 vs. Q1 FY19

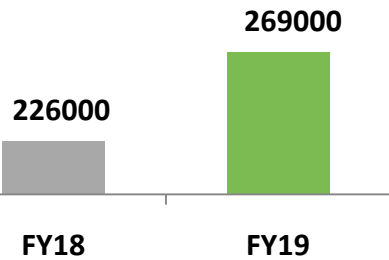


- Growth in volume driven by Increase in volumes of value added products and utilisation of new capacities.

Consolidated P&L Highlights – FY19 vs. FY18

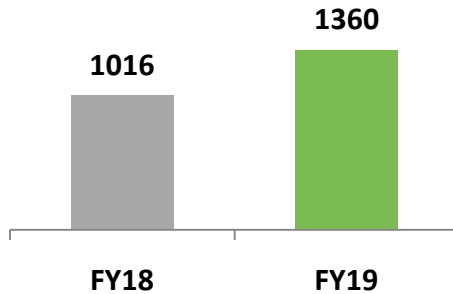
Sales Volume (MT)

Growth : 19%



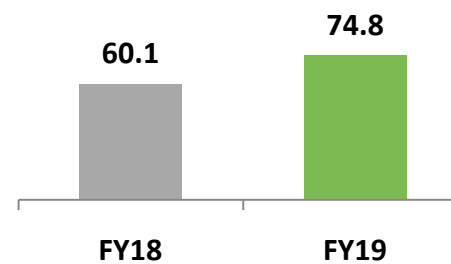
Net Revenues (Rs. Crore)

Growth : 34%



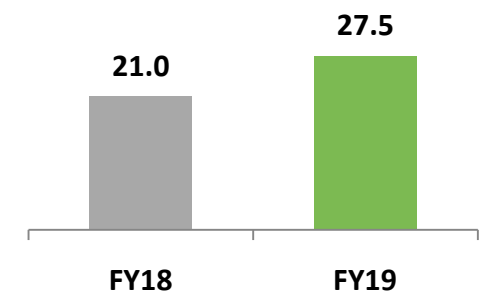
EBITDA (Rs. Crore)

Growth : 25%



PAT (Rs. Crore)

Growth : 31%



Margin as % of Net Revenue

5.91%

5.49%

2.06%

2.01%

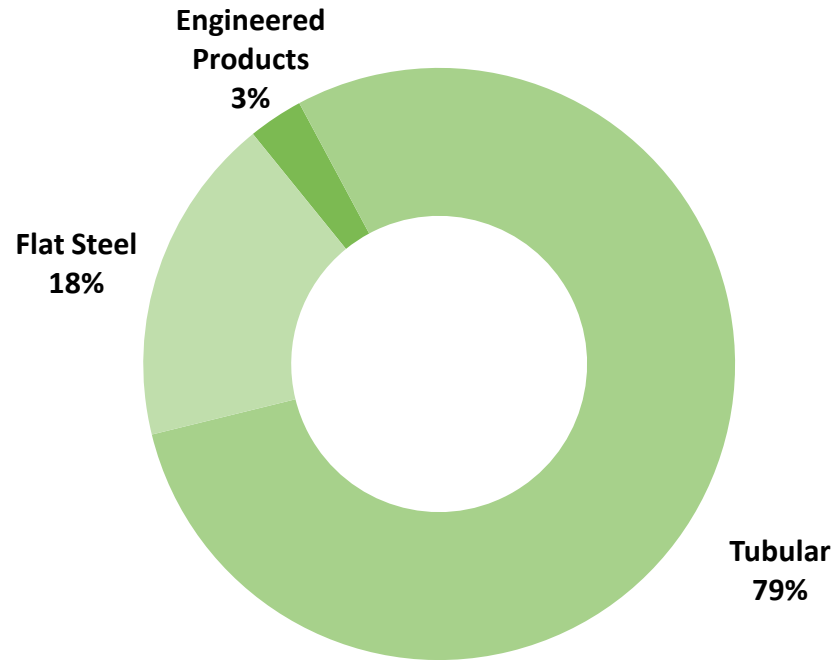
- Growth in revenue on account of increase in contribution of value added products

Consolidated Quarterly & Year ended P&L Highlights

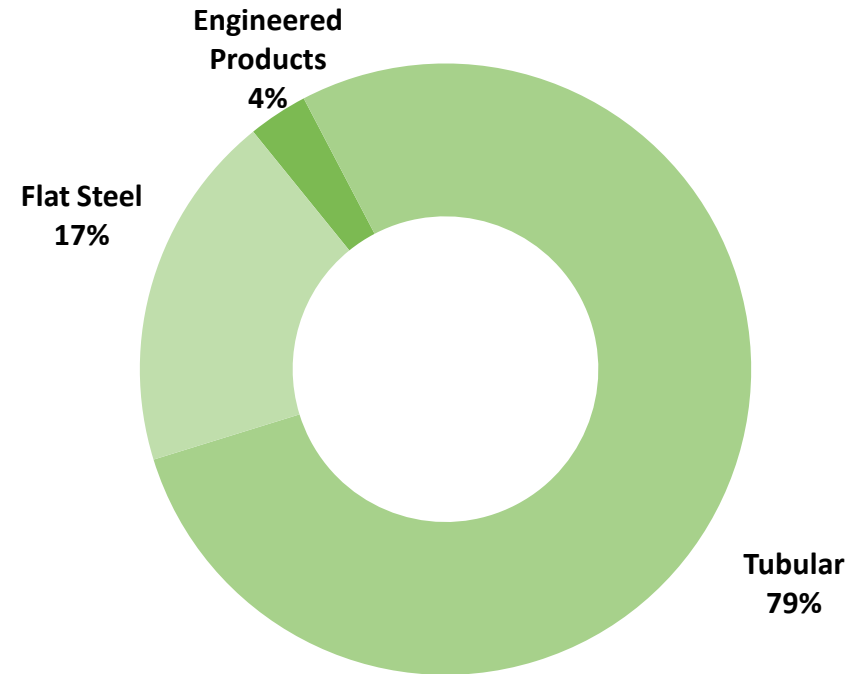
Rs. in Cr	Q1 FY20	Q1 FY19	Y-o-Y %	Q4 FY19	Q-o-Q %	FY19	FY18	Y-o-Y %
Total Income from Operations	323.5	321.5	1.0%	380.4	(15%)	1360.4	1015.7	33.9%
Raw Materials	292.3	292.1		346.3		1236.4	913.3	
Employee Cost	3.9	3.3		3.3		13.7	12.1	
Other Cost	8.7	8.7		10.2		35.6	30.1	
Total Expenditure	304.9	304.1		359.8		1285.7	955.5	
EBITDA	18.6	17.4	6.0%	20.6	(10%)	74.8	60.1	24.5%
Other Income	0.1	0.2		1.0		1.4	1.3	
Depreciation	1.5	1.4		1.3		5.3	4.0	
Interest	6.5	6.8		7.5		29.9	27.4	
Profit Before Tax	10.7	9.4	13.0%	12.8	(17%)	40.9	30.0	36.3%
Tax	3.6	2.9		4.5		13.6	9.0	
Profit After Tax	7.1	6.5	8.0%	8.3	(15%)	27.3	21.0	
Other Comprehensive income	0.0	0.0		0.0		0.2	0.0	
Total Comprehensive Income	7.1	6.5	8.0%	8.3	(15%)	27.5	21.0	31.0%
Basic EPS (in Rs.)	6.59	6.16		7.79		25.8	20.39	

Segment wise Volume Breakup –FY 19 & FY 18

FY19



FY18

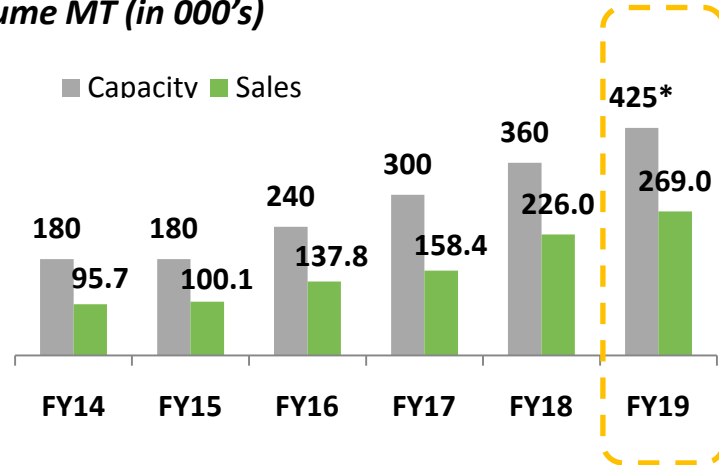


Consolidated Balance Sheet

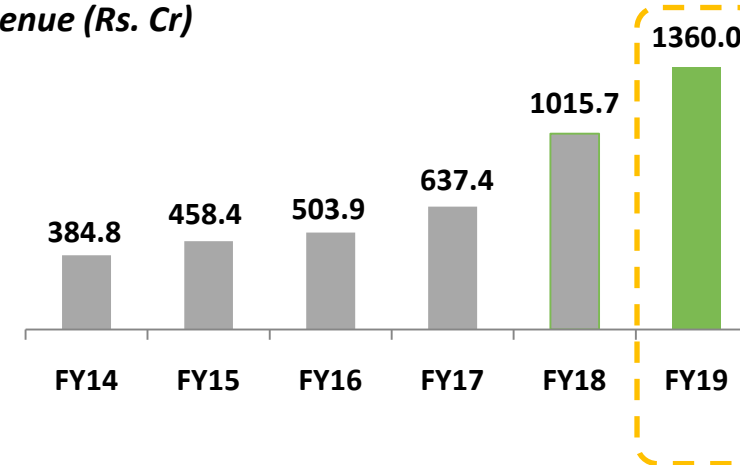
Rs. in Cr	As on 31 st Mar – 19	As on 31 st March – 18	Rs. in Cr	As on 31 st Mar – 19	As on 31 st March – 18
Equity	146.7	113.6	Non-current Assets	177.4	149.4
Equity Share Capital	10.7	10.5	Property, Plant and Equipment	169.1	123.9
Other Equity	136.1	103.1	Capital Work in Progress	3.7	17.4
Liabilities			Other Intangible asset	0.1	0.1
Non Current Liabilities	84.7	83.8	Investments	0.0	0.0
Financial Liabilities			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	Current Assets	327.8	299.2
Provisions	0.6	0.6	Inventories	151.2	154.3
Deferred Tax Liabilities (Net)	11.4	6.4	Financial Assets		
Current Liabilities	273.7	251.2	Investments	0.0	0.0
Financial Liabilities			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	Total Assets	505.2	448.6
Provisions	3.8	1.2			
Current Tax Liabilities (Net)	4.3	3.3			
Total	505.1	448.6			

Consolidated Financial Highlights

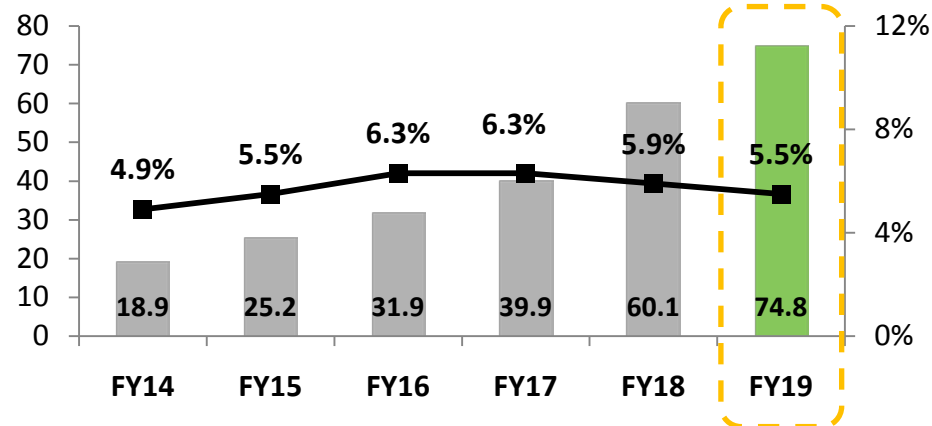
Volume MT (in 000's)



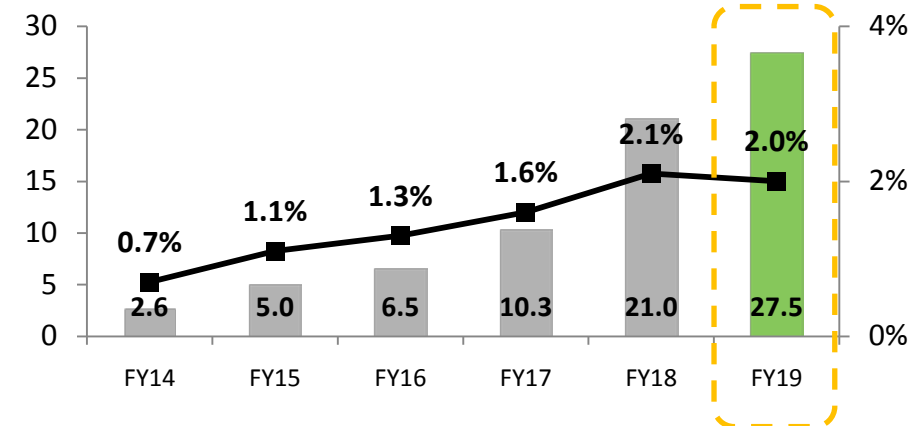
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



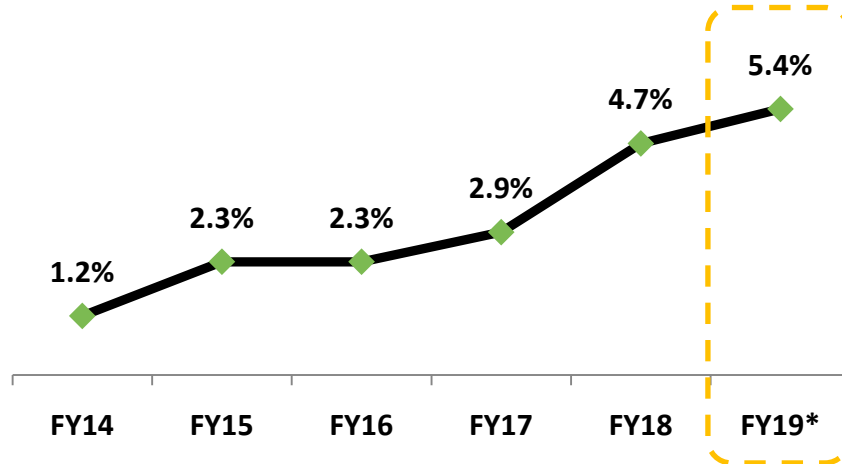
PAT (Rs. Cr) / Margin (%)



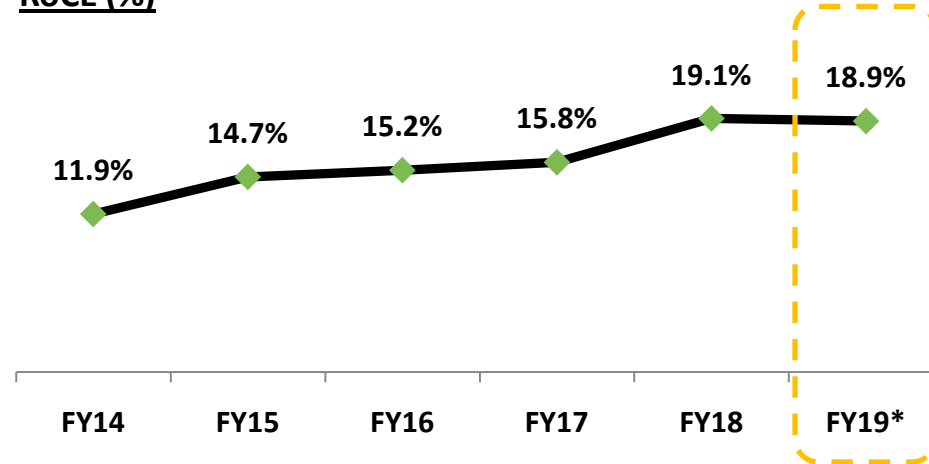
*0.75k capacity at Sikandrabad added In March 2019

Consolidated Financial Ratios

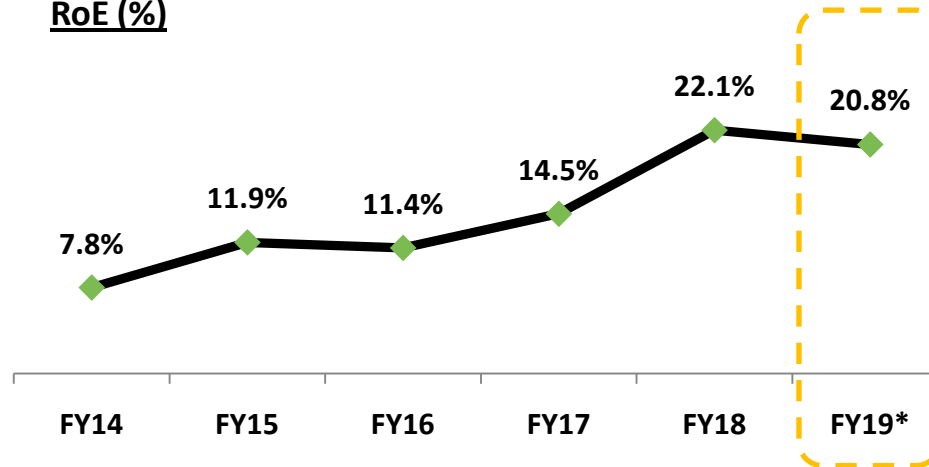
ROA (%)



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

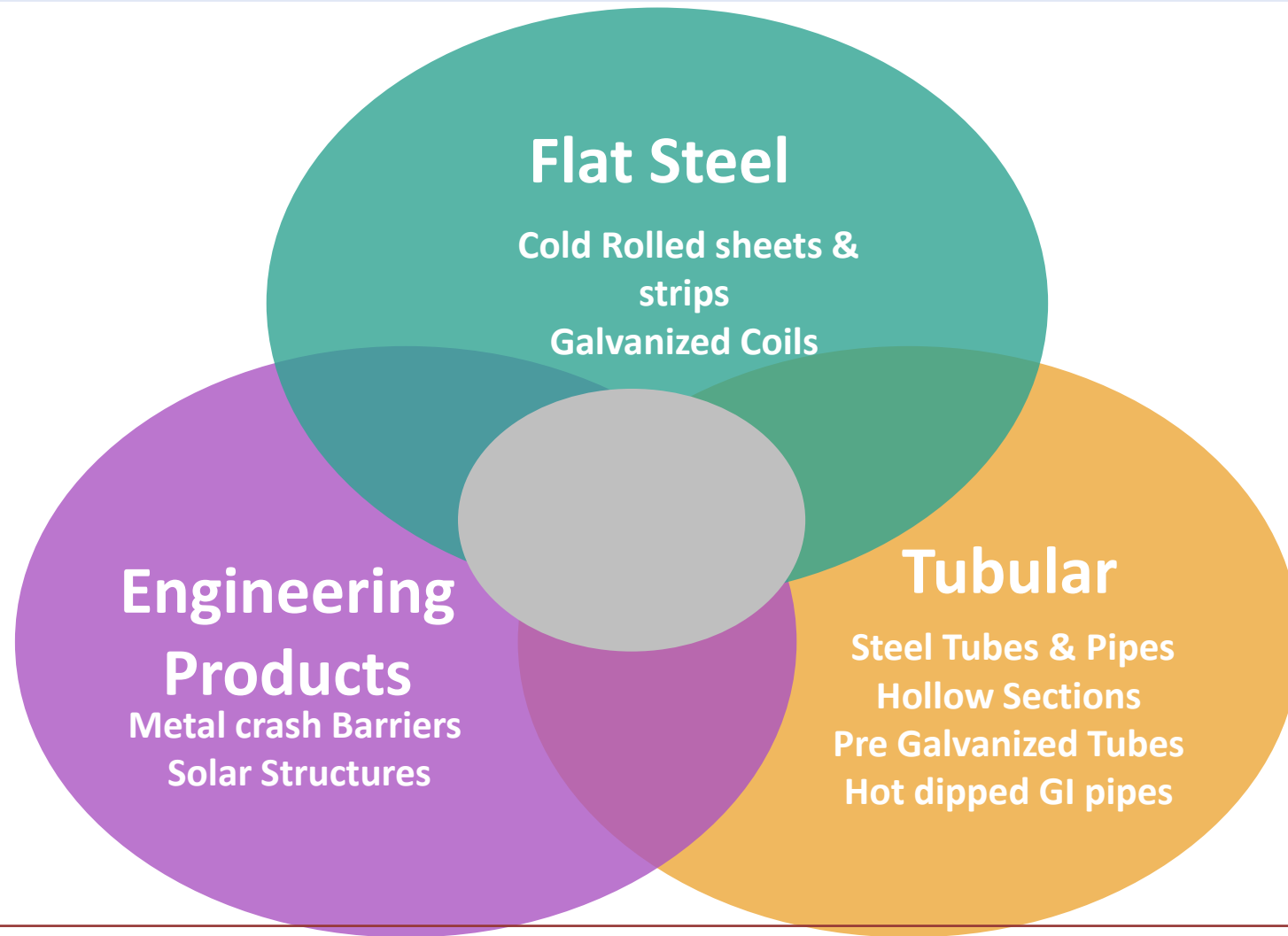
Chairman's Message

**Consolidated Financial
Highlights**

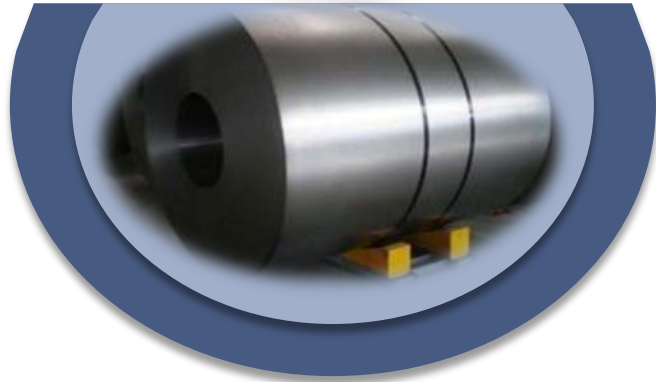
Business Overview

Way Ahead

Business Overview

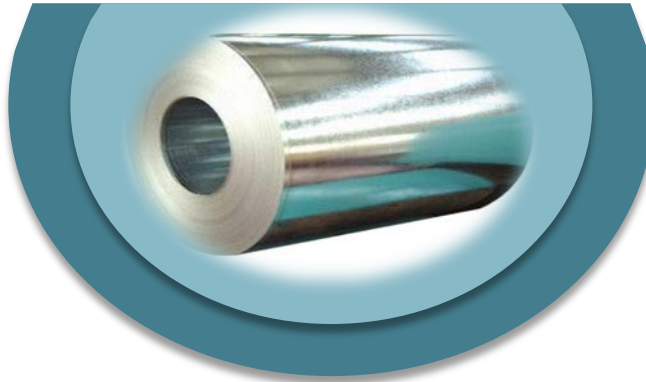


FLAT STEEL PRODUCTS



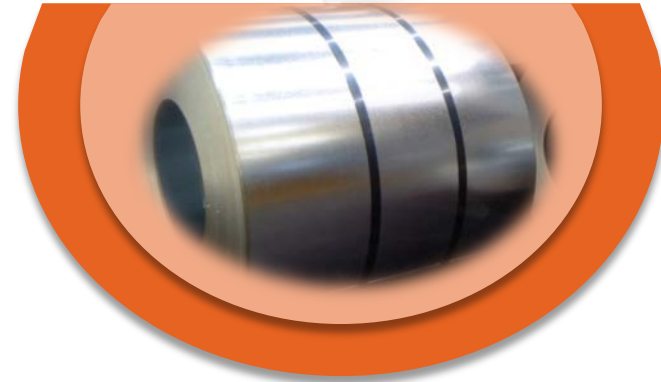
CR Sheets & Strips

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



Galvanized Coils

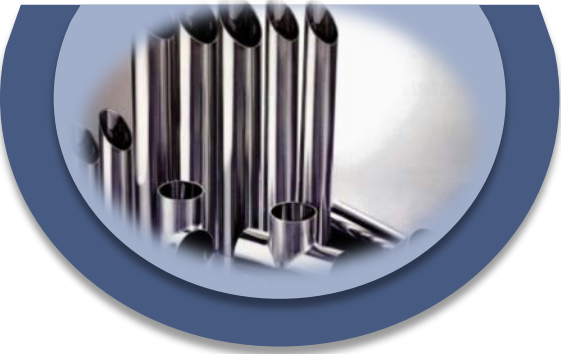
Construction
Agriculture
Automobile
Domestic & Outdoor
Electric Appliance
Furniture & Fixtures
Industry



Cold Formed Sections

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

TUBULAR STEEL PRODUCTS



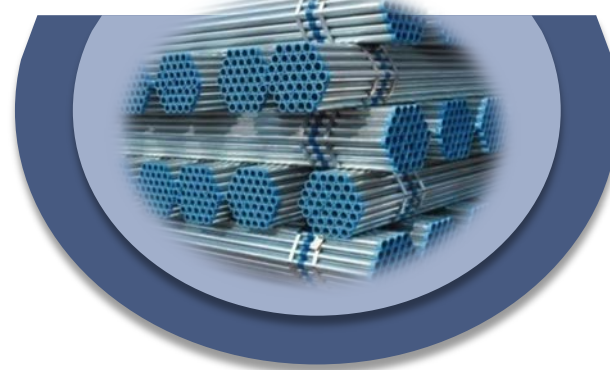
Steel Tubes & Pipes

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



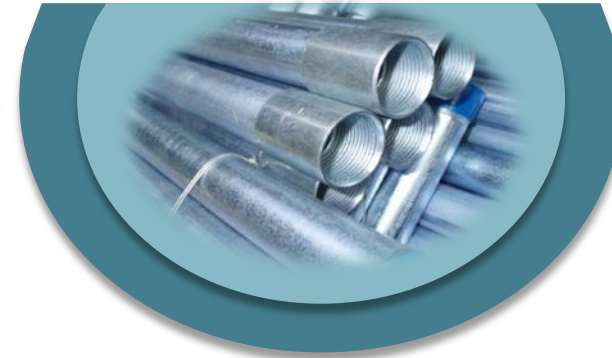
Hollow Sections

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



Pre Galvanized Tubes

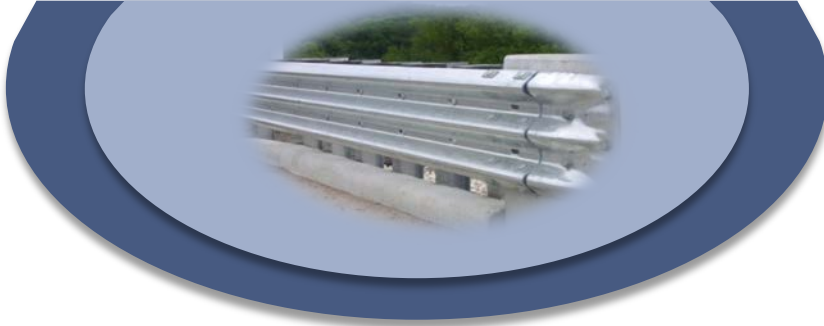
HVAC
Cladding
Roofing
Building Accessory
Partition
False Ceilings
Household Appliances (Washing
Machine/ A.C etc)
Railway Carriages, Road Signs
Containers, Furniture etc.



Hot Dipped GI Pipes

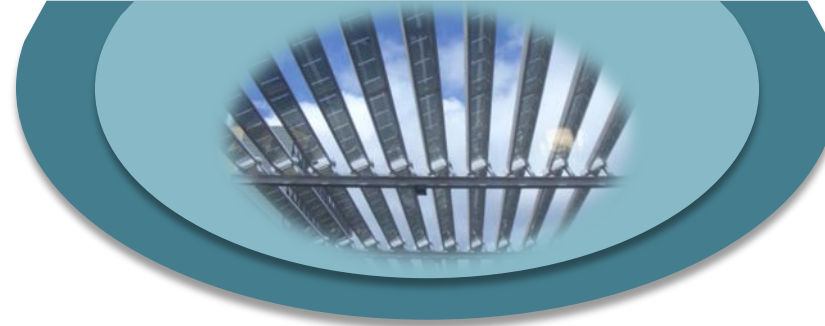
Agriculture
Plumbing
Green Houses
Irrigation
Hand Pumps
Bore
Tubewell

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

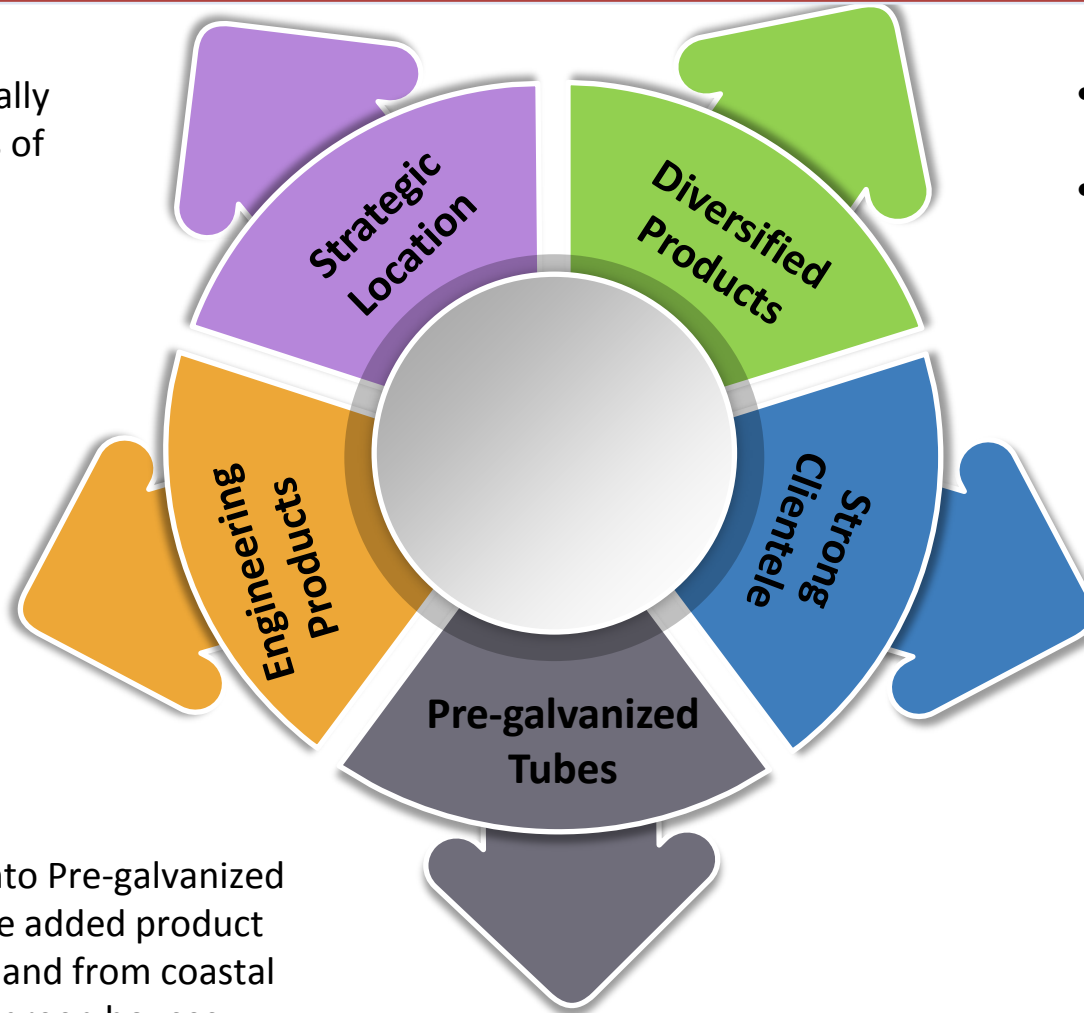
Ground mounted solar
power plants
Rooftop solar
Street lighting
Solar water pumps
Solar street lighting

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

Our Esteemed Customers



AIRPORTS AUTHORITY OF INDIA



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

Marquee Projects using Hi-tech products



Fire Fighting Pipes- Seven Hills Hospital Mumbai



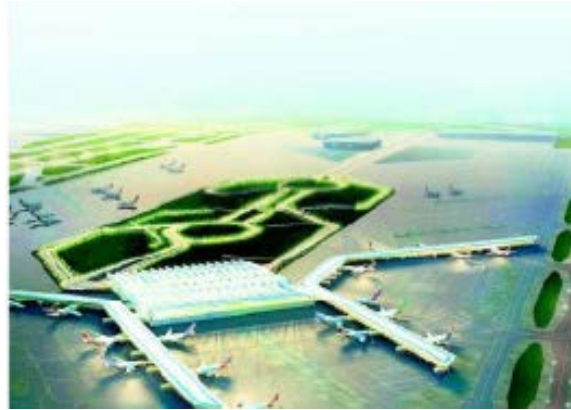
Crash Barriers- Yamuna Expressway



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

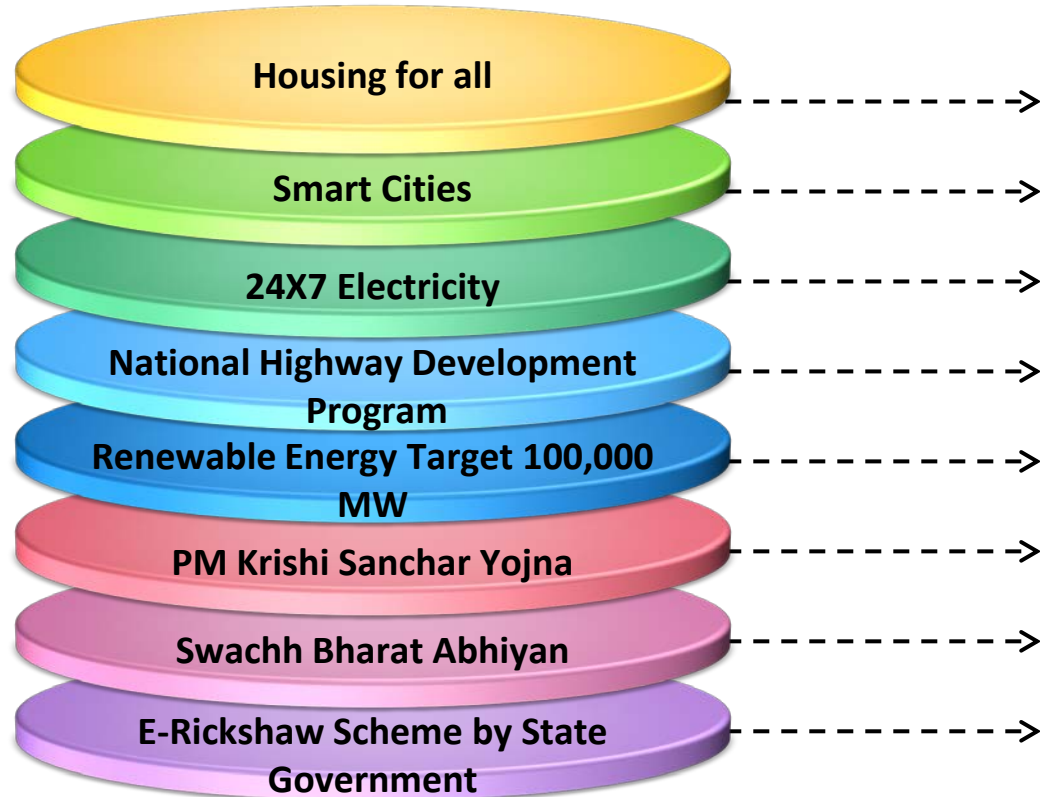
Chairman's Message

**Consolidated Financial
Highlights**

Business Overview

Way Ahead

Government Impetus creating significant industry growth opportunity



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

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.

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:

Mr. Arvind Bansal
Chief Financial Officer

cfo@hitechpipes.in

<http://www.hitechpipes.in>