

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

27-June-2020

Symbol: HITECH

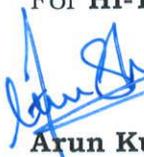
Subject: Result Update Presentation

Dear Sir/ Madam,

In reference to the above captioned subject, please find enclosed herewith Result update presentation with respect to the Audited Standalone and Consolidated Financial Results for the Quarter and Year ended 31st March, 2020.

Kindly take the above information on record and oblige.

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



Arun Kumar
Company Secretary

Encl: As above

Hi-TECH
PIPES

**Hi-TECH
PIPES
LIMITED**

**FY
2019-20**



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 Five



Power of
Positive
Leadership



Power of
Opportunity



Power of
Return



Power of
Trust



Power of
Strong
Brand



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

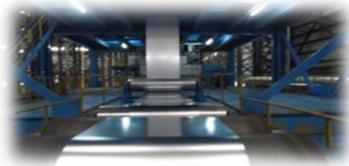
2001 - 10

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

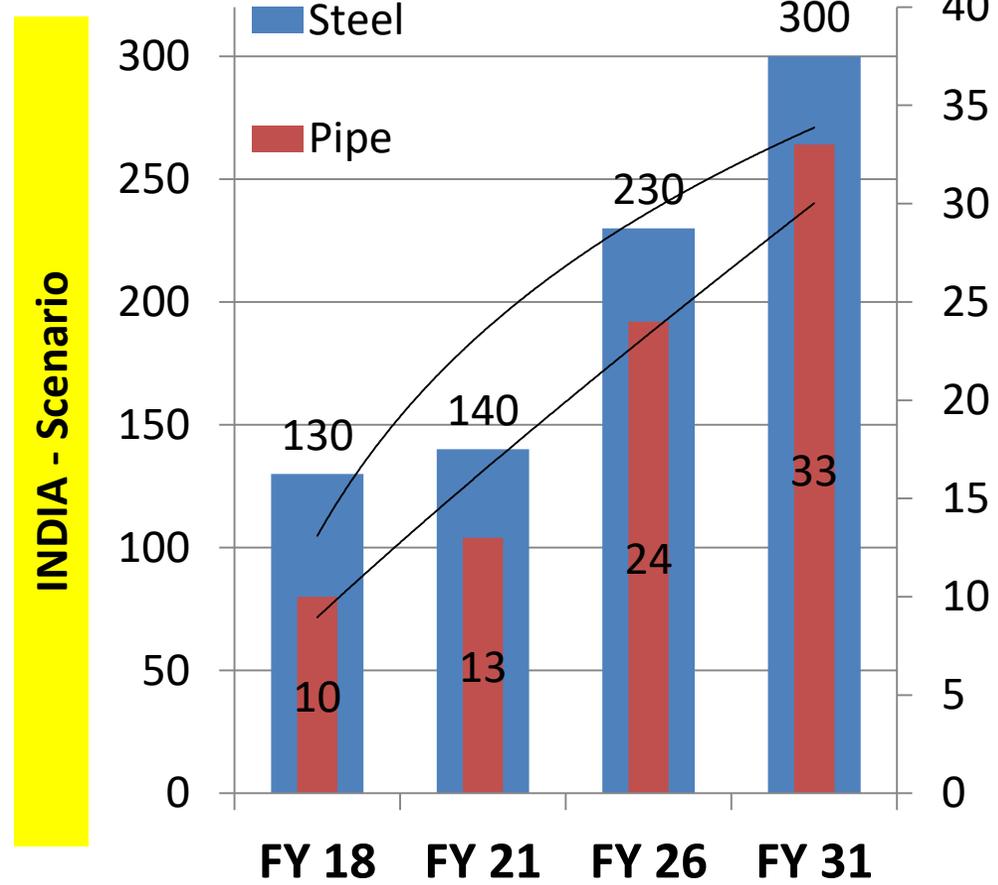
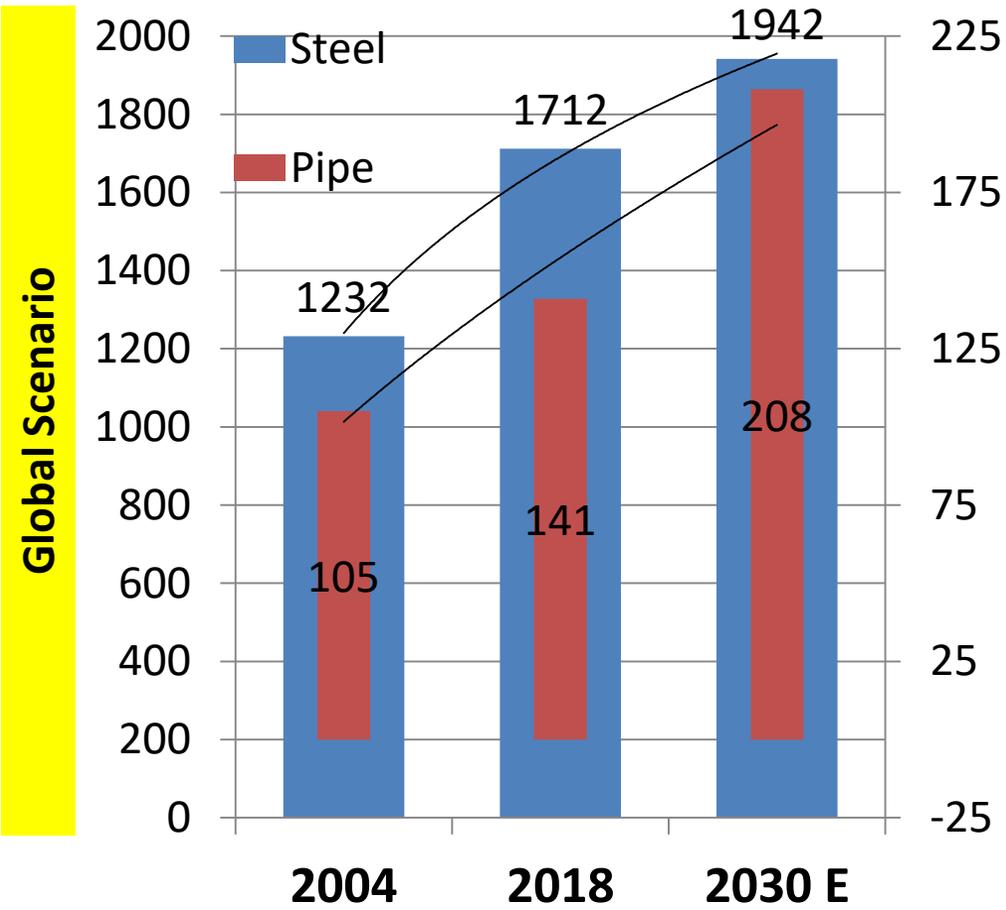
Scaffoldings & Highways

Airports & Prefab Sheds

HI-TECH
PIPES

Steel Pipes and Tubes

Steel Pipe Industry – Yesterday, Today & Tomorrow



Figures are in Million Metric Tons

Per Capita Consumption in Kg

	2004	2018	2030
Steel	276	835	756
Pipe	21	90	103

Per Capita Consumption in Kg

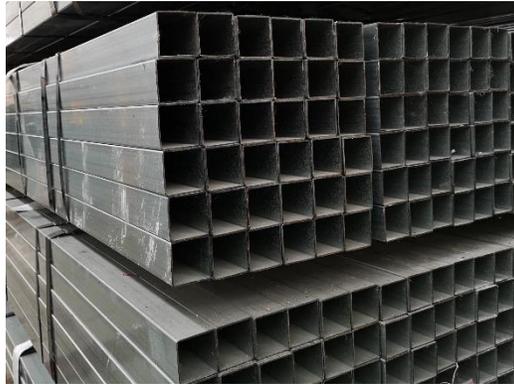
	FY 18	FY 26	FY 31
Steel	69	100	158
Pipe	6	10	19

Power of Strong Brand



Consistent New Product Introductions

2012: Hollow Pipes



2016: GP Pipes



2017 : GI Pipes in South



2015: Metal Beam Crash Guard

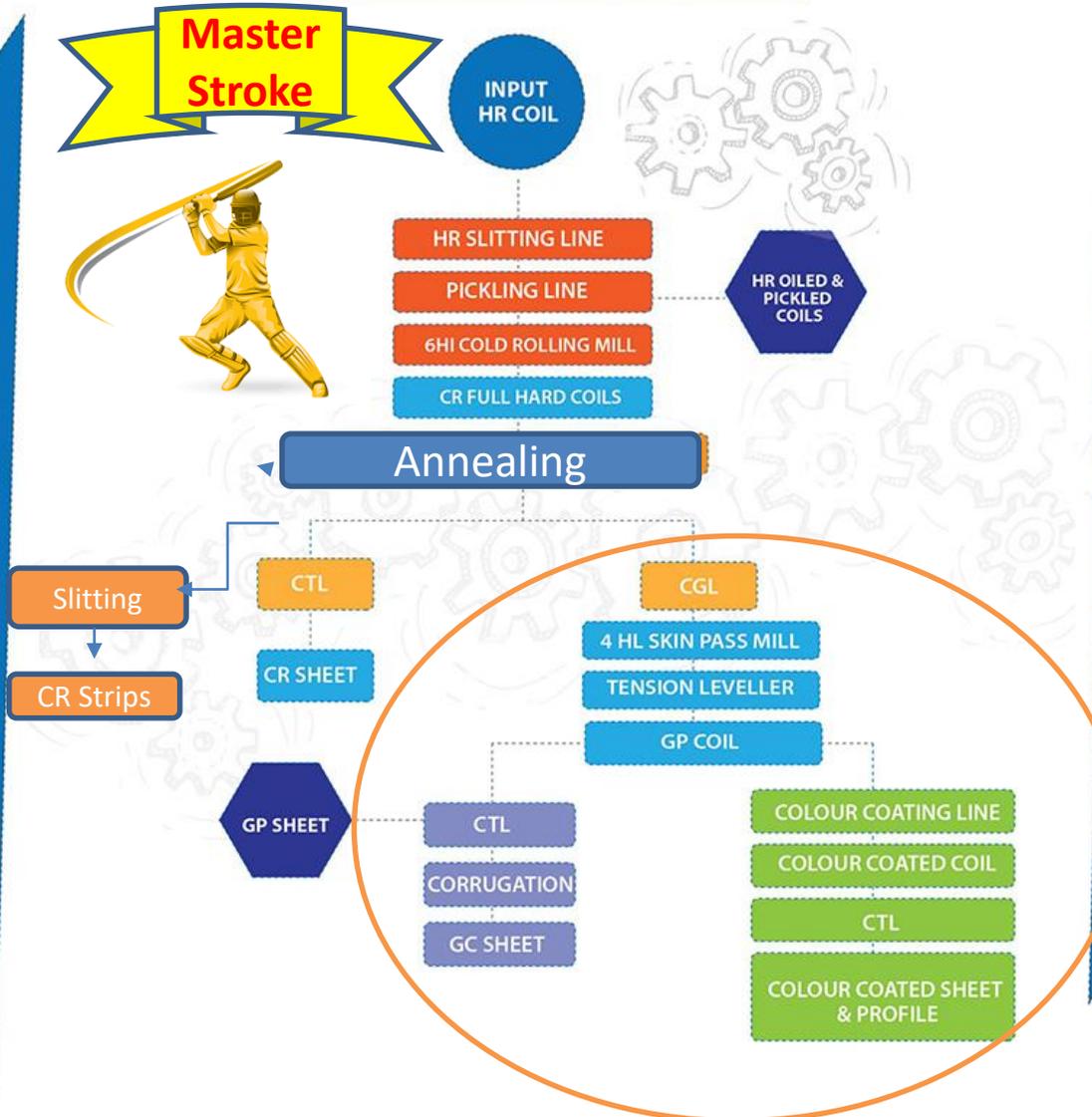


2019 : CR Coils 1250mm

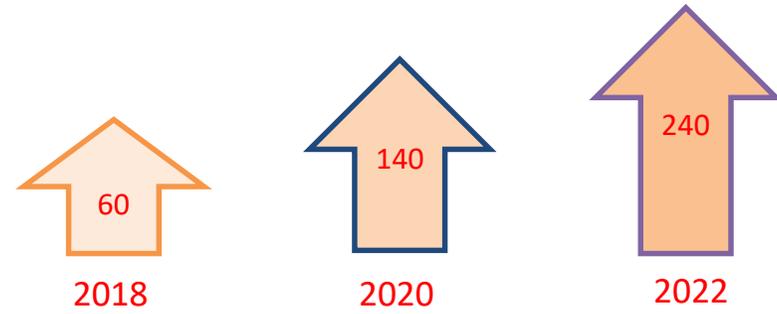


New Mill for Cold Rolled Coils & Strips

PROCESS FLOW DIAGRAM



Installed Capacity
(mt ' 000)



Vision
to add
capacity for
Value Added
Process &
Products

Cold Rolled Coils & Strips

Strong Network of Distributors & Dealers in North India

Installation of latest CR Mill with AGC system from USA with 1250mm

Potential for production of high margin products

High quality products suitable for Automobiles, White goods, Panels, GE etc

Emerging player in the segment offering high quality products

Potential to increase capacity alongwith high value added products

Distributors - Retailers - Fabricators Meetings

@ Davangere, Karnataka



Customer's Meet @ Bangalore



Customer's Meet @ Salem



Poly House Conference & Fair Participation

Customer's Meet @ Daman



Poly House Fabricator's Meet @ Bangalore



Participated in National Horticulture Fair



Advertisement & Publicity

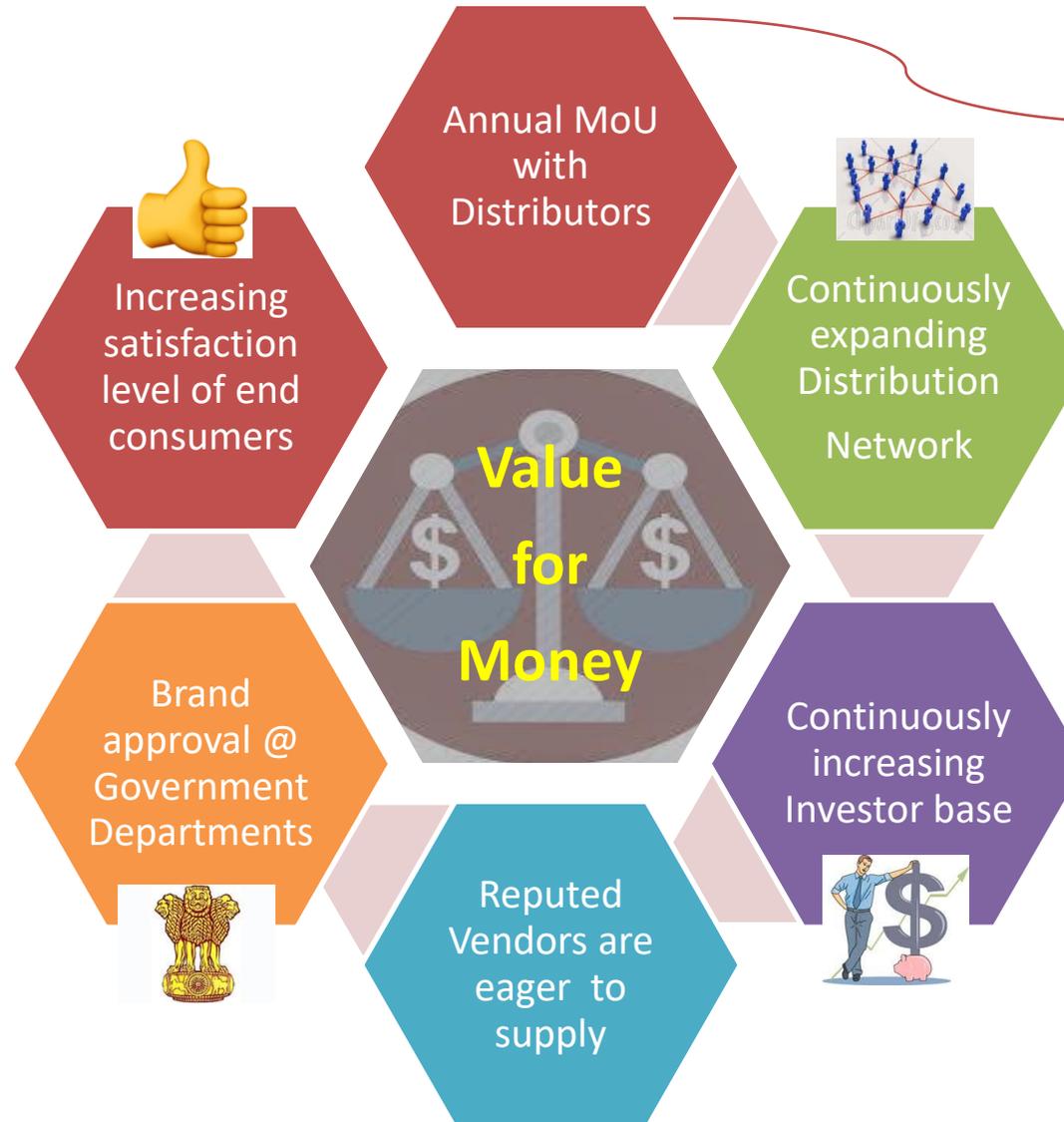


Power of Trust

Testimonial

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

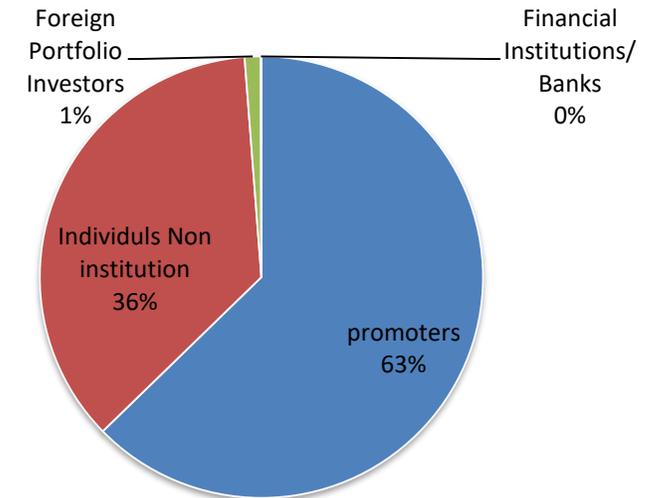
Distributor



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 31.03.2020



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**



Our Esteemed Customers



AIRPORTS AUTHORITY OF INDIA



Recognition

हाय-टेक पाइप्स लिमिटेड स्ट्रक्चरल ट्यूब आणि पाईप इंडस्ट्रीमध्ये आघाडीवर

मुंबई, २७ एप्रिल, २०१९ हायटेक पाईप्स लिमिटेड (एनएसई: हायटेक), १९८५ मध्ये समाविष्ट, हायटेक पाईप्स लिमिटेड भारतातील अग्रगण्य स्टील प्रोसेसिंग कंपनी जवळजवळ तीन दशके जागतिक दर्जाचे नाविन्यपूर्ण उत्पादने प्रदान करीत आहे.

स्टील पाईप, पोकळ सेक्शन ट्यूब्स, कॉल्ड रोलेड कॉइल्स आणि स्ट्रिप्स, रोड क्रॉस अडवळे आणि हलर गॅल्वनाइज्ड उत्पादनांचा समावेश आहे.

कंपनीने फॉर्यून हॅंडिया द नेक्स्ट ५०० च्या पाचव्या आवृत्तीत वैश्विक योक्त केलं आहे. स्ट्रक्चरल ट्यूब आणि पाईप

उद्योगातील अग्रगण्य म्हणून कंपनीला फॉर्यून मॅगझिनच्या ५०० कंपन्यांची यादी २५० मध्ये देण्यात आली आहे. 'यरा निळवणाती श्री. अजय कुमार बंसल, अध्यक्ष व व्यवस्थापकीय संचालक, हायटेक पाईप्स लिमिटेड म्हणाले,' आमच्यासाठी फॉर्यून ५०० मध्ये वैश्विक योक्त करणे ही एक उपलब्धि आहे. आम्ही आमच्या सेगमेंट आणि कॅटरमध्ये मार्केट लीडर आहोत देशभरात उद्योग आणि पायाभूत सुविधा हव्या आहेत.

नवजीवन आयुर्वेदिक डिस्पेंसरी (रजि.)

सेंट्रल वॉर्टेज समारंभ सिद्धार्थ गाईनसमर्ग हॉटेल मिशा तळमजला, ऑरंगाबाद फोन नं. (०२४०८) २३५००४२



अमर भारती
गुरुग्राम
शनिवार, 02 नवंबर

हाईटेक पाइप्स ने पॉली हाउस में जैविक खेती को बढ़ावा देने के लिए चलाया जागरूकता अभियान

प्रधानमंत्री नरेंद्र मोदी के 'जीरो बजट फार्मिंग' के विजन का पुरजोर समर्थन

अमर भारती/संबरदस्ता

हाईटेक पाइप्स खेती में कृषिगत परिवर्तन का हस्तागत करने से फसलों पर होने वाले नुकसान को रोकने के लिए 'जीरो बजट फार्मिंग' के संघर्ष में जागरूकता फैलाने की जैविक खेती को बढ़ावा देने के लिए जागरूकता अभियान के अंतर्गत आयोजित कार्यक्रमों में शामिल हुए।

समय विस्तार जागरूकता अभियान से फसलों को होने वाले नुकसान से बचाव करने में मदद करेगा।

हाईटेक पाइप्स ने जागरूकता अभियान के अंतर्गत आयोजित कार्यक्रमों में शामिल हुए।

हाईटेक पाइप्स ने जागरूकता अभियान के अंतर्गत आयोजित कार्यक्रमों में शामिल हुए।

लौहपुरुष सरदार वल्लभभाई पटेल जयंती

HI-TECH PIPES

FORTUNE

THE NEXT

500

Rank #250

पति

हाईटेक पाइप्स बना टॉप परफॉर्मर

नई दिल्ली, 14 मई (ब्यूरो): हाईटेक पाइप्स को स्टील ऑथॉरिटी ऑफ इंडिया लिमिटेड (सेल) ने टॉप परफॉर्मर पुरस्कार दिया है। यह पुरस्कार हाईटेक पाइप्स लिमिटेड के प्रबंध संचालक एवं अध्यक्ष अजय कुमार बंसल को सेल के अध्यक्ष अनिल कुमार चौधरी को और सेल के अध्यक्ष अनिल चौधरी ने कहा कि सेल को हाईटेक के साथ अपनी साझेदारी पर गर्व है। उन्होंने दोबारा पुष्टि करते हुए कहा कि दोनों संस्थानों के संबंध विश्वास, पारदर्शिता और समृद्धि की बुनियाद पर निर्मित हुए हैं। अजय कुमार बंसल ने कहा, भारत में सबसे बड़ी स्टील निर्माता कंपनी सेल से सम्मानित होकर कंपनी बेहद खुश है।

उपपाठ: अमर 07 सहरई: गुरुवार

रहना जा उनके रखने वाले व्यक्ति मलगत राहलों पर रखने वाला। यह इस पर लिखने इतियों पर भी क रकमान के माह

महत्व इस बात अवतरित वेना २ के लिए जीवन व इस्तीला इस मा दोहाने लागिम टोणे का मकसद यानि गिन काम इफुम टिया हे जो जाट गिनले अन उनसे बया जहा।

मौल सरकारी र

पॉलीहाउस में जैविक खेती को बढ़ावा देने से होगा समस्याओं का समाधान: अनीश बंसल

गुरुग्राम। प्रधानमंत्री नरेंद्र मोदी के 'जीरो बजट फार्मिंग' अभियान को सफल बनाने में कई प्रतिष्ठान जुटे हुए हैं, जिनमें हाईटेक पाइप्स भी शामिल है। हाईटेक पाइप्स ने जागरूकता अभियान के अंतर्गत आयोजित कार्यक्रमों में शामिल हुए।

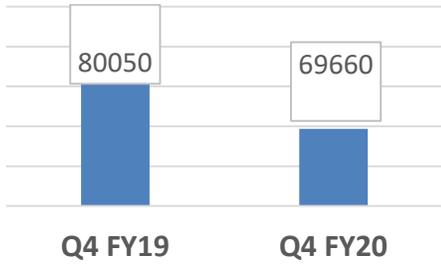
हाईटेक पाइप्स ने जागरूकता अभियान के अंतर्गत आयोजित कार्यक्रमों में शामिल हुए।



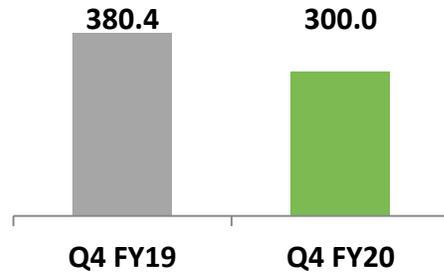
FINANCIALS

Consolidated P&L Highlights

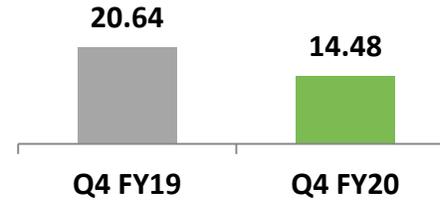
Sales Volume (MT)



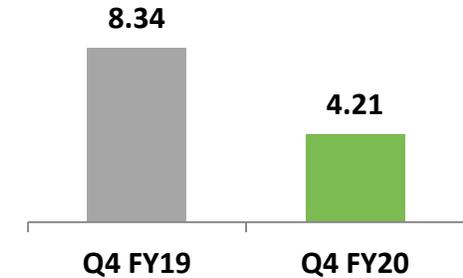
Net Revenues (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



Margin as % of Net Revenue

5.4%

4.8%

2.19%

1.40%

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%

Consolidated Qtrly & year ended P&L Highlights

Rs. in Cr	Q4 FY20	Q4 FY19	Y-o-Y %	Q3 FY20	Q-o-Q %	FY20	FY19	Y-o-Y %
Total Income from Operations	299.78	380.4	(21.2%)	311.0	(3.6 %)	1209.6	1360.4	(11 %)
Raw Materials	271.95	346.32		280.75		1095.5	1236.4	
Employee Cost	5.32	3.15		4.08		17.78	13.7	
Other Cost	8.03	10.29		11.04		37.15	35.6	
Total Expenditure	285.3	359.76		295.87		1150.3	1285.7	
EBITDA	14.48	20.64	(29.8%)	15.1	(4.1%)	59.3	74.8	(20.7%)
Other Income	0.93	1.0		0		1.25	1.4	
Depreciation	2.04	1.29		1.51		6.57	5.3	
Interest	8.60	7.48		7.42		30.04	29.8	
Profit Before Tax	4.77	12.87	(62.9%)	6.2	(23%)	23.9	41.1	(41.9%)
Tax	0.56	4.53		1.5		3.5	13.6	
Profit After Tax	4.21	8.34		4.7		20.4	27.5	
Other Comprehensive income	0	0		0		0	0.2	
Total Comprehensive Income	4.21	8.34	(49.5%)	4.7	(10.4%)	20.4	27.5	(25.8%)
Basic EPS (in Rs.)	3.85	7.79		4.28		18.9	25.8	

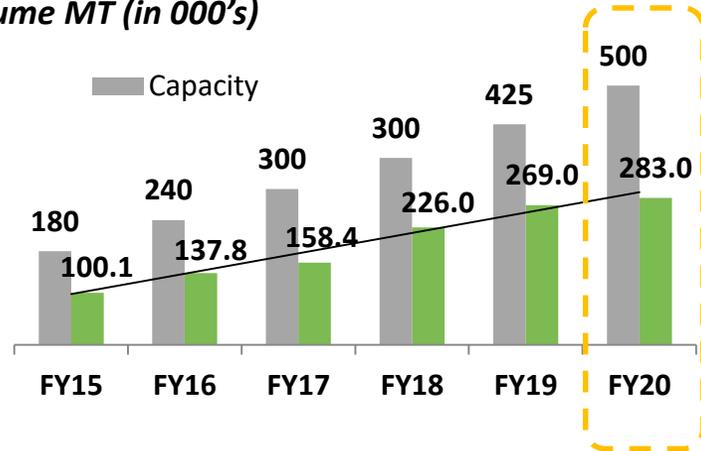
Consolidated Balance Sheet

Rs. in Cr	As on 31 st Mar – 20	As on 31 st Mar – 19
Equity	173.60	146.7
Equity Share Capital	10.93	10.7
Other Equity	162.6	136.1
Liabilities		
Non Current Liabilities	102.65	84.7
Financial Liabilities		
Borrowing	88.97	71.7
Other Financial liabilities	0.82	1.0
Provisions	0.97	0.6
Deferred Tax Liabilities (Net)	11.89	11.4
Current Liabilities	291.5	273.7
Financial Liabilities		
Borrowings	206.5	186.5
Trade Payables	56.06	59.1
Other Financial Liabilities	17.33	14.8
Other Current Liabilities	5.40	5.1
Provisions	5.40	3.8
Current Tax Liabilities (Net)	8.11	4.3
Total	567.75	505.1

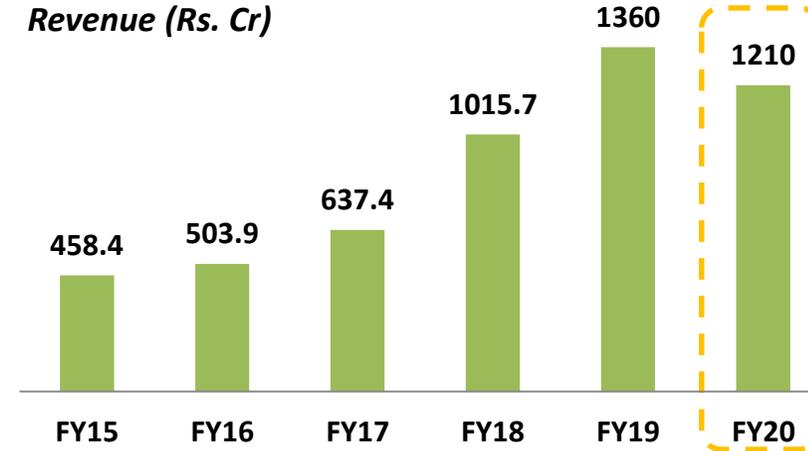
Rs. in Cr	As on 31 st Mar – 20	As on 31 st Mar – 19
Non-current Assets	209.02	177.4
Property, Plant and Equipment	172.97	169.1
Capital Work in Progress	29.40	3.7
Other Intangible asset	0.05	0.1
Investments	0.0	0.0
Loans	3.61	2.9
Other Non Current Assets	2.99	1.6
Current Assets	358.73	327.8
Inventories	178.77	151.2
Financial Assets		
Investments	0.0	0.0
Trade Receivables	137.3	137.4
Cash & Cash Equivalent	0.72	0.8
Bank Balance other than above	18.05	15.2
Other Current Assets	23.9	23.2
Total Assets	567.75	505.1

Consolidated Financial Highlights

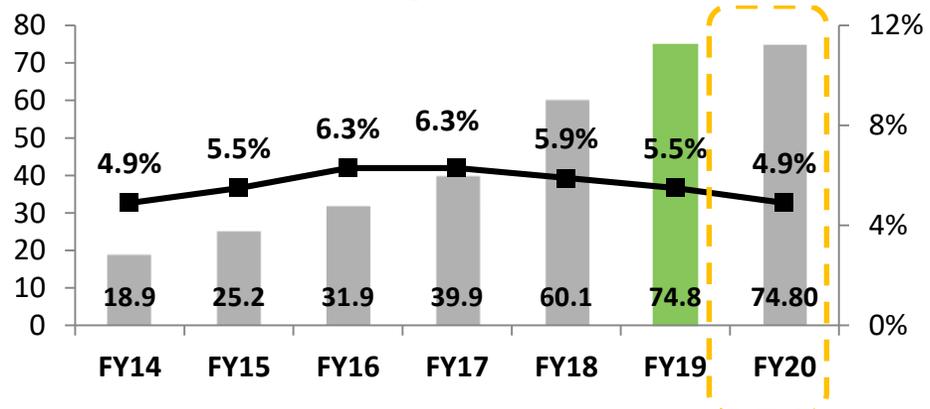
Volume MT (in 000's)



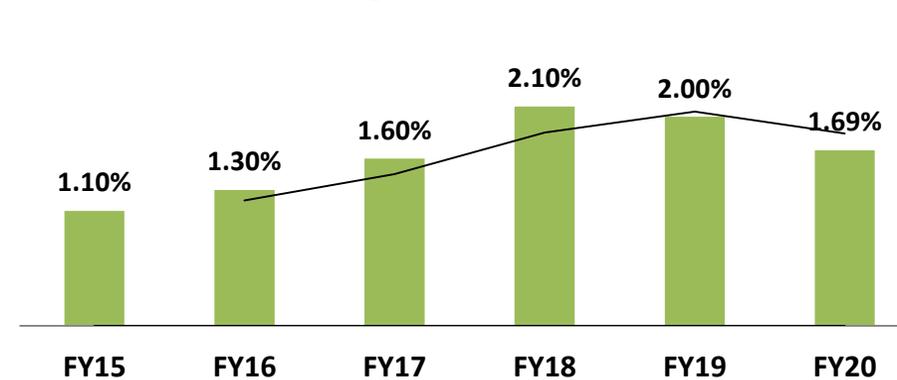
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)

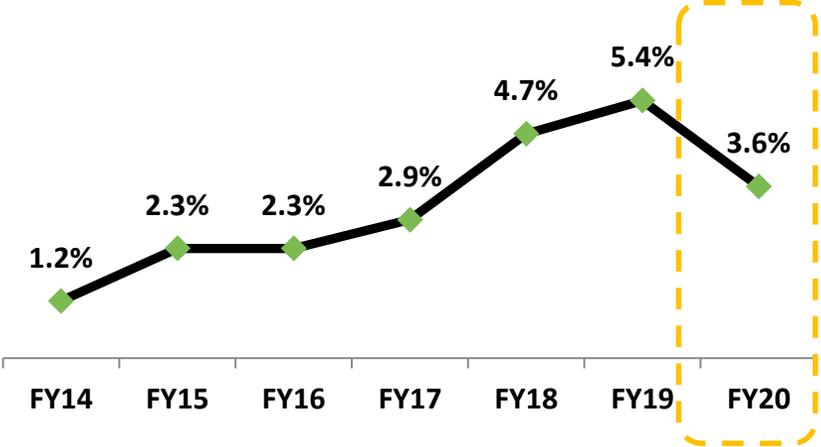


PAT (Rs. Cr) / Margin (%)

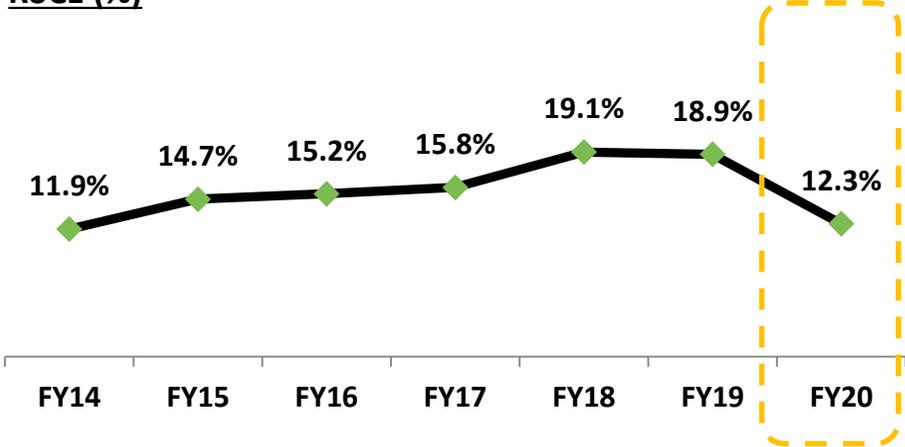


Consolidated Financial Ratios

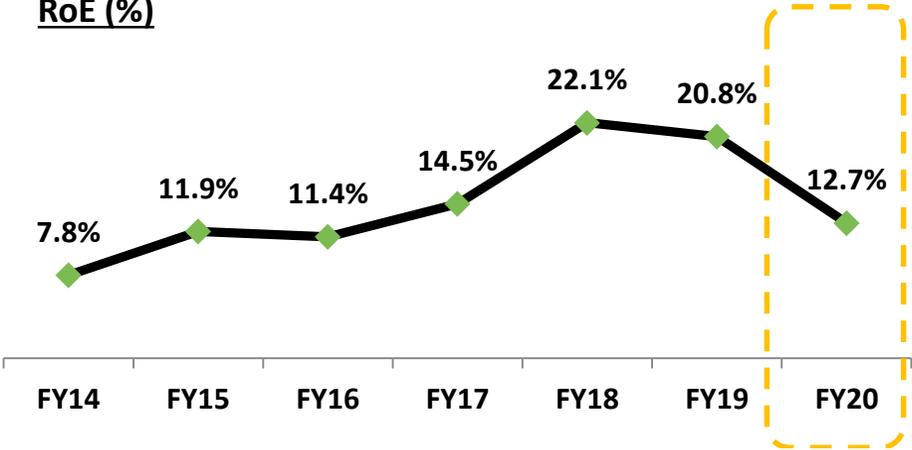
ROA (%)



RoCE (%)



RoE (%)



Consolidated Annual P&L Highlights

Rs. in Cr	FY20	FY19	Y-o-Y %
Sales Volume (in MT)	283200	269100	5.25 %
Total Income from Operations	1209.6	1360.4	-11.08 %
Raw Materials	1095.47	1236.4	
Employee Cost	17.8	13.7	
Other Cost	37.15	35.6	
Total Expenditure	1150.42	1285.7	
EBITDA	59.2	74.8	-20.86 %
Other Income	1.3	1.4	
Depreciation	6.5	5.3	
Interest	30.0	29.9	
Profit Before Tax	23.8	40.9	-41.8 %
Tax	3.4	13.6	
Profit After Tax	20.4	27.3	
Other Comprehensive Income	0	0.2	
Total Comprehensive Income	20.4	27.5	-27.13 %
Basic EPS (in Rs.)	18.9	25.8	

Covid- 19

Q4-FY 20 has been impacted by outbreak of Covid 19 Corona Virus. The outbreak of COVID-19 globally and resultant lockdown in many countries, including from 22th March 2020 in India, has had impact on the business of the Company. Consequently lower production for its steel products has impacted the margins.

The lock down of COVID-19 is also continuing in FY 2020-21 and the Company is continuing its operations in all major business units with current lower production. Management is expecting that demand for products will improve on stabilization of COVID-19, post removal of lock down in Quarter 3 & onwards. 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. though there may be lower revenues and margins in the near term.”