

May 14th, 2022

To,

Manager, National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra Kurla Complex- Bandra (E), Mumbai-400051 NSE Symbol: HITECH	Listing Department, BSE Limited Phiroze Jeejeebhoy Towers, Rotunda Building, Dalal Street, Fort Mumbai- 400001 Scrip Code: 543411
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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, 2022.

Kindly take the above information on record and oblige.

Thanks and Regards

For **Hi-Tech Pipes Limited**
For **Hi-TECH PIPES LIMITED**


Company Secretary
Arun Kumar
Company Secretary

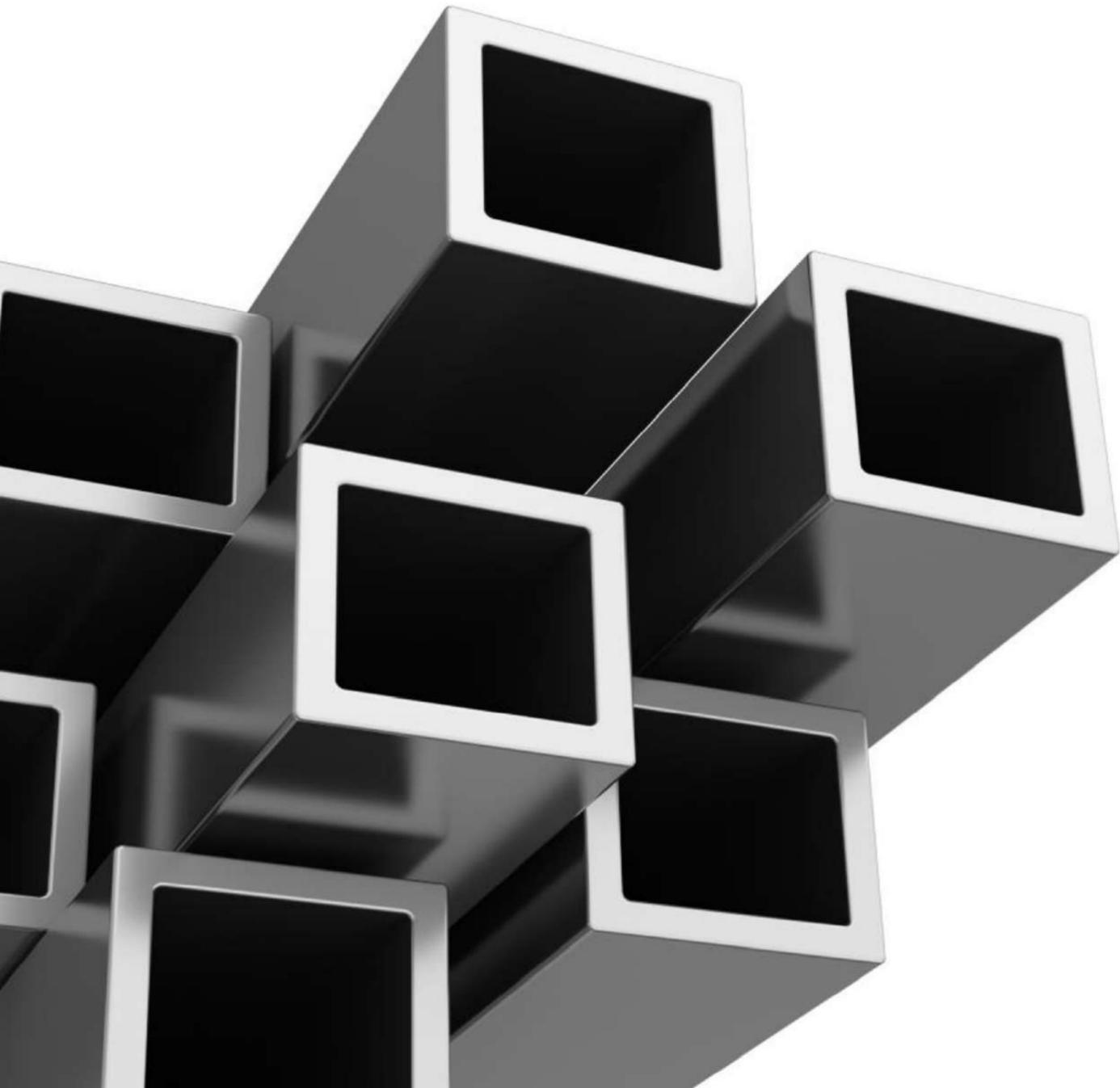
Encl: As above

STRONGER GREENER INDIA

INVESTOR PRESENTATION
MAY 2022



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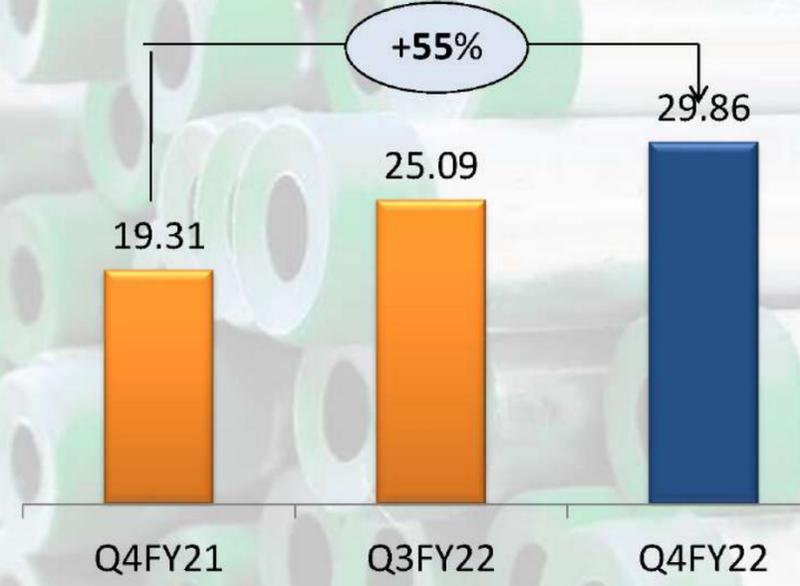
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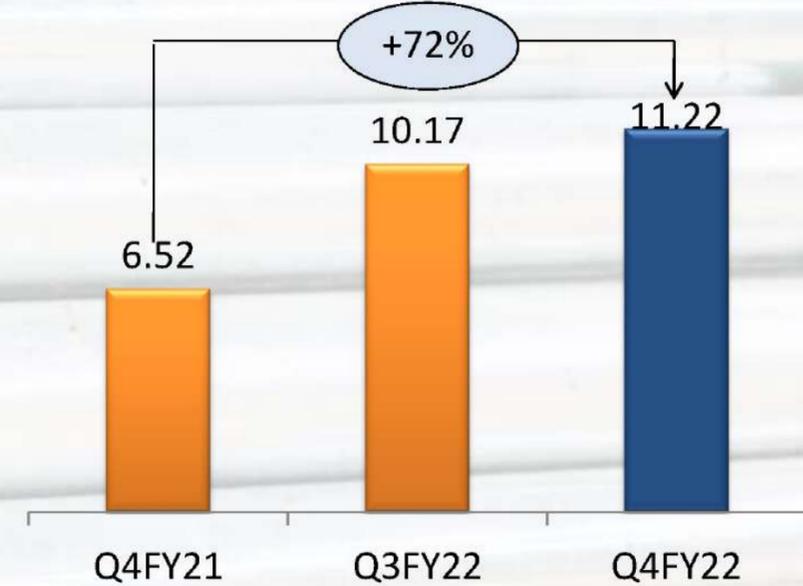
Revenue (Rs Crore)



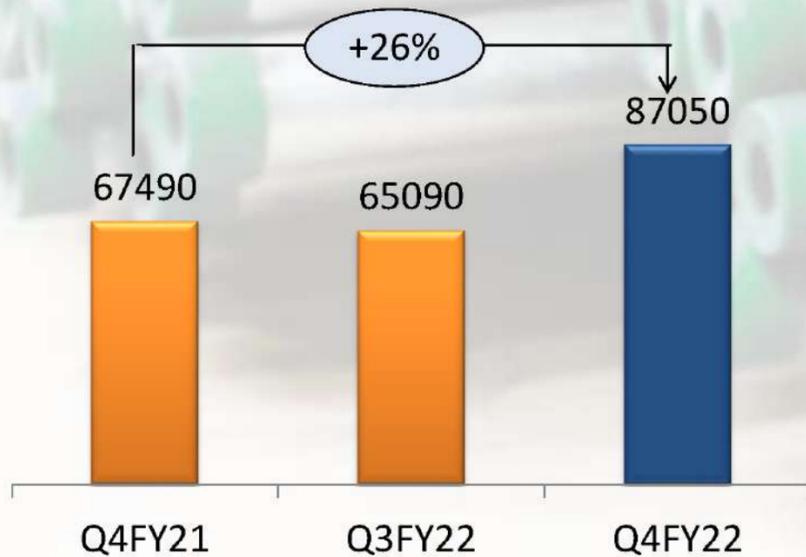
EBITDA (Rs Crore)



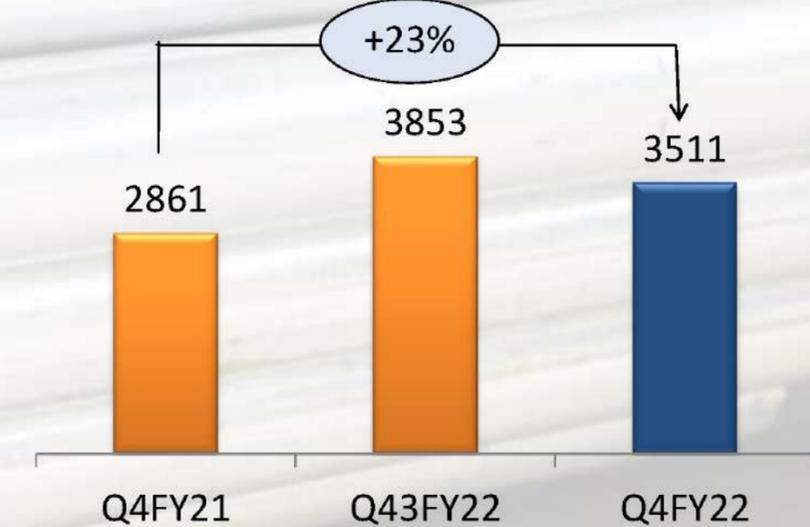
PAT (Rs Crore)



Sales Volume (MT)

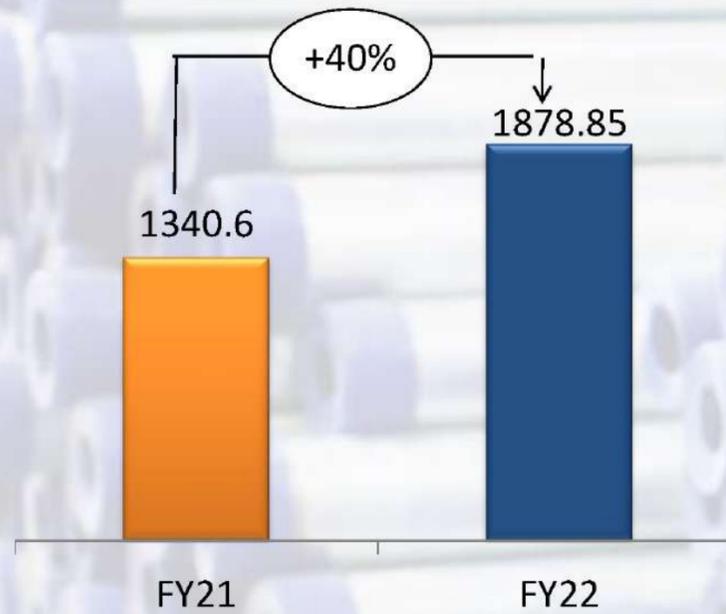


EBITDA Per MT (Rs)

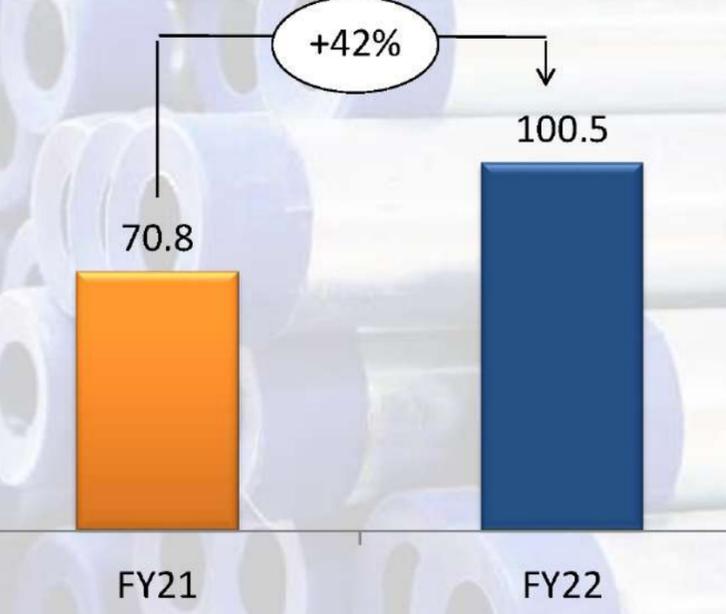


**Key Performance
Indicators
- Q4 FY22**

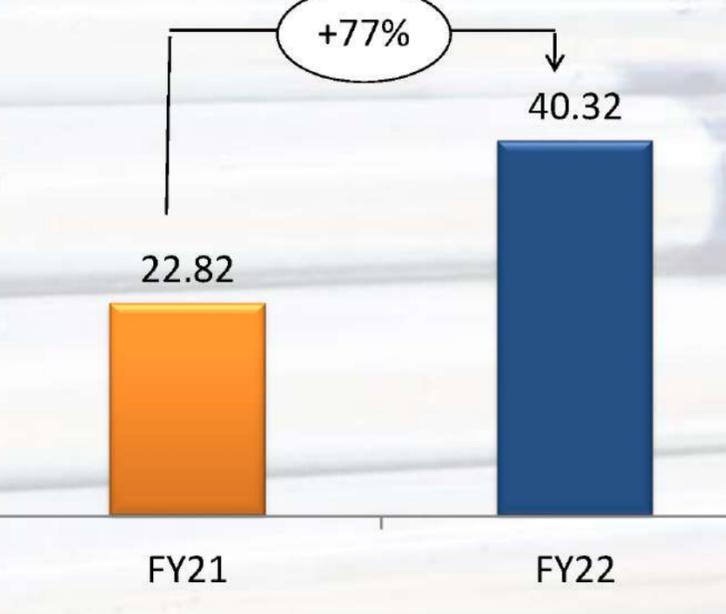
Revenue (Rs Crore)



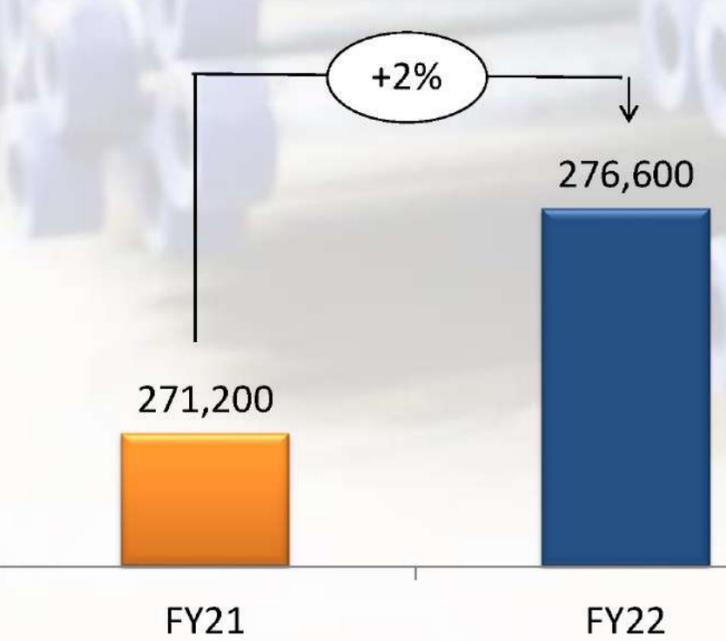
EBITDA (Rs Crore)



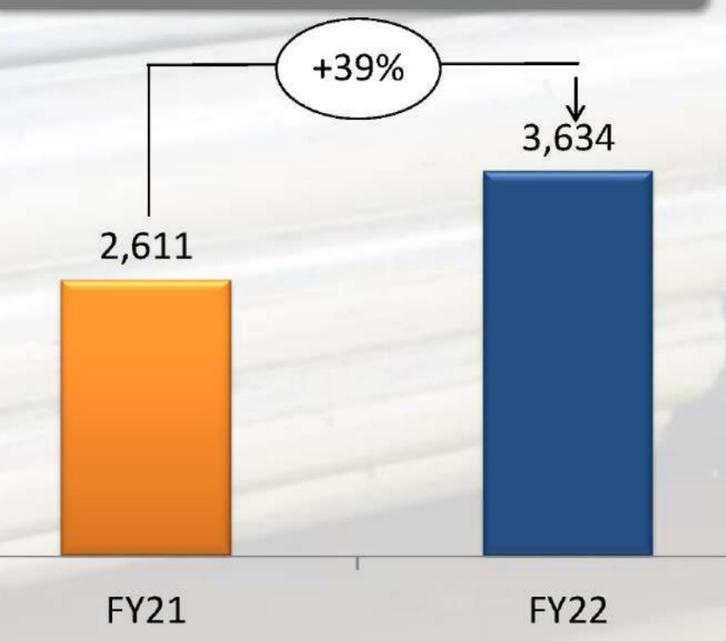
PAT (Rs Crore)



Sales Volume (MT)



EBITDA Per MT (Rs)



Key Performance Indicators -FY22

Consolidated Profitability Highlights – Q4 & FY22

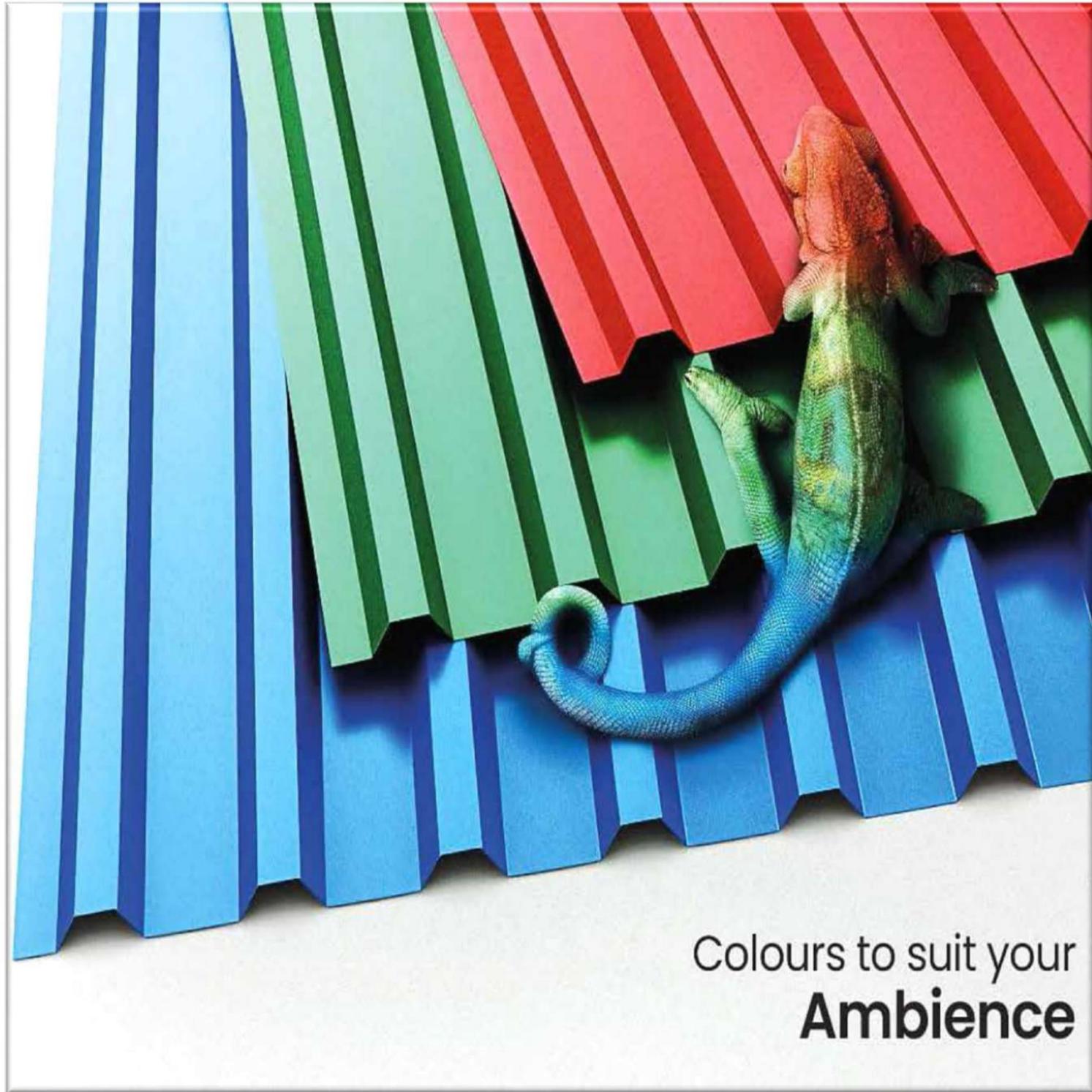
Particulars (Rs crore)	Q4 FY22	Q4 FY21	Y-o-Y %	Q3 FY22	Q-o-Q %	FY22	FY21	Y-o-Y %
Total Income from Operations	594.77	391.50	51.92%	440.01	35.17%	1878.85	1,340.63	40.15%
Raw Materials	539.71	353.55	52.65%	398.12	35.56%	1699.28	1,210.20	40.41%
Employee Cost	6.49	6.01	7.99%	5.13	26.51%	21.99	18.77	17.16%
Other Cost	18.72	12.63	48.22%	11.67	60.41%	57.06	40.85	39.68%
EBITDA	29.85	19.31	54.58%	25.09	18.97%	100.52	70.80	41.98%
EBITDA Margin (in %)	0.05	0.05	-	0.06	-16.67%	0.05	0.05	0.00%
Other Income	0.70	0.42	66.67%	0.02	3400.00%	0.94	0.79	18.99%
Depreciation	2.47	2.34	5.56%	2.40	2.92%	9.66	8.32	16.11%
Interest	12.31	8.81	39.73%	8.84	39.25%	36.47	32.28	12.98%
Profit Before Tax	15.77	8.58	83.80%	13.85	13.86%	55.33	31.00	78.48%
Tax	4.56	2.06	121.36%	3.68	23.91%	15.00	8.18	83.37%
Profit After Tax	11.21	6.52	71.93%	10.16	10.33%	40.33	22.80	76.89%
Basic EPS (in Rs.)	9.15	5.95	53.78%	8.33	9.84%	33.77	20.85	61.97%

Consolidated Balance Sheet – FY22

Particulars (Rs crore)	Mar-21	Mar-22
Equity	205.19	258.61
Equity Share Capital	11.20	12.27
Other Equity	193.99	246.35
Non Current Liabilities	133.06	167.23
Financial Liabilities		
Borrowing	116.17	146.87
Other Financial liabilities	0.80	1.05
Provisions	0.90	0.96
Deferred Tax Liabilities (Net)	15.19	18.35
Current Liabilities	261.03	343.47
Financial Liabilities		
Borrowings	178.93	217.62
Trade Payables	49.23	79.66
Other Financial Liabilities	22.69	29.89
Other Current Liabilities	3.19	3.13
Provisions	4.18	4.09
Current Tax Liabilities (Net)	2.81	9.08
Total	599.28	769.32

Particulars (Rs crore)	Mar-21	Mar-22
Non-current Assets	241.79	278.95
Property, Plant and Equipment	202.49	238.95
Capital Work in Progress	29.88	28.96
Other Intangible asset	0.00	0.02
Financial Assets		
Loans	4.18	4.38
Other Non Current Assets	5.24	6.63
Current Assets	357.49	490.37
Inventories	188.48	259.41
Debtors	120.61	167.41
Cash & Cash Equivalent	0.63	0.90
Bank Balance	16.29	16.17
Other Current Assets	31.48	46.48
Total Assets	599.28	769.31

Recent Developments – New Value-Added Products addition in Portfolio



KEY FEATURES:

The Company has started commercial production of CGL (Continuous Galvanizing Line) and Galvanized Corrugated Roofing Sheets

The demand for this product has been encouraging and well accepted by customers

Corrugated Galvanized Iron or Steel sheets are a lightweight roofing material made of thin sheets, stiffened by corrugations

It has become the preferred material for a wide range of construction uses, particularly roofing and cladding

Recent Developments – New Value-Added Products addition in Portfolio

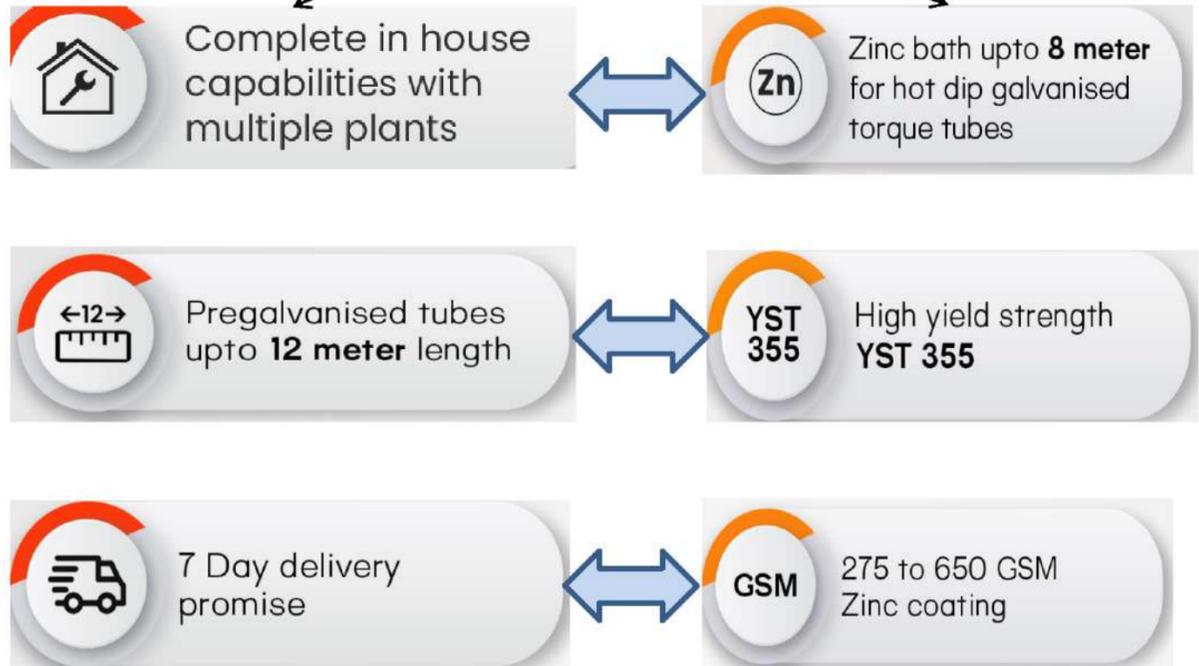
THE COMPANY HAS UPGRADED ITS TUBE MILL OF SIKENDRABAD FACILITY, U.P. TO ADD NEW VALUE ADDED PRODUCT VIZ SOLAR TORQUE TUBE AND ETC.



Hi-TECH SOLAR TORQUE TUBE

STEEL TUBES FOR SOLAR TRACKERS

KEY FEATURES



Recent Developments – Production of GP Pipes at Khopoli Facility, Maharashtra



The Company has started Commercial Production

The Company is targeting the Maharashtra & Goa markets as these markets have highest utilization rate of GP Pipes

Company's GP Pipes are well accepted in the market, resulting in increase of market shares

Other Developments During FY22

During the Year the Company has upgraded its Tube Mill installed at its Sikenderabad Facility to manufacture the Value Added Products such as Solar Torque Tubes, etc. This will help to increase the share of value added products in the product Portfolio of the Company.

Share of value added products stood at 25% during the Year as compared to 18% in FY21. Further the Company had also aimed to target the global Customers by exporting its products overseas

We all Know the Power of Social Media, The Company is aggressively using this strong tool towards the Company's Growth. In this respect Company is extensively using Facebook, Twitter, YouTube and Instagram for the Product and Brand Promotion

Going Forward the Company has also used Broadcast Media for the Brand and Product Promotion such as 98.3 FM Mirchi (Jaipur), Superhits RED FM 93.5 (Bajate Raho) Delhi, 92.7 BIG FM (Dhun Badal Ke Toh Dekho) Kanpur.



COMPANY OVERVIEW

Hi-Tech Pipes | Capabilities Built So Far...



Built Core Strength

Installed Capacity
5,80,000 MTPA

Diversified Presence
5 Plants across 4 states

Business Experience
35+ years

Employees
~1,150+



Strong Distribution

Dealers & Distributors
400+

SKUs
550+

Contractor Consumers
100+

OEM Customers
160+



Product Innovation

Product Offerings
450+

Products availability
Across 17 States

Diversified Application
+10 Industries

Value added Products
50+



Established Brands



Strong Financial Performance

Net Sales
+16% CAGR*

EBITDA
+13% CAGR*

PAT
+17% CAGR*

Net Worth
+22% CAGR*

* 5 year CAGR from FY18-FY22

...Over the 35 Years of Consistent Growth and Innovation



1988-1996

- Commenced Manufacturing **'MS pipes'** at Sikandarabad unit-1
- Started manufacturing **Cold Rolled Coils'** and strips



2001-2010

- Installation of **'Hot-Dipped Galvanizing'** facility
- Commenced production of **'Metal Beam Crash Barriers'**
- Initiated production of **'Hollow Sections and Solar Mounting Sections'**



2012-2016

- Sikandarabad Unit –II facility commenced for manufacture **'Steel Tubes & Hollow Sections'**
- Started commercial production of **'Steel Tubes & Hollow Sections'** at the Sanand (Gujarat) Unit-III
- Listed on the **NSE-SME**



2017-2019

- Commenced operations at **Hindupur (Andhra Pradesh) Unit IV**
- Modernized the **'Cold Rolling Plant'** at Sikandarabad unit
- Started **'Tube Mill No. 3'** at Sanand
- Migrated to **NSE Main Board** in May 2018



2019-2021

- Started Colled Rolling expansion project for wider product of **HROp, CRCA, CRFH, GPGC**
- Commenced **Khopoli, Maharashtra facility of 80,000 MTPA – Unit V**

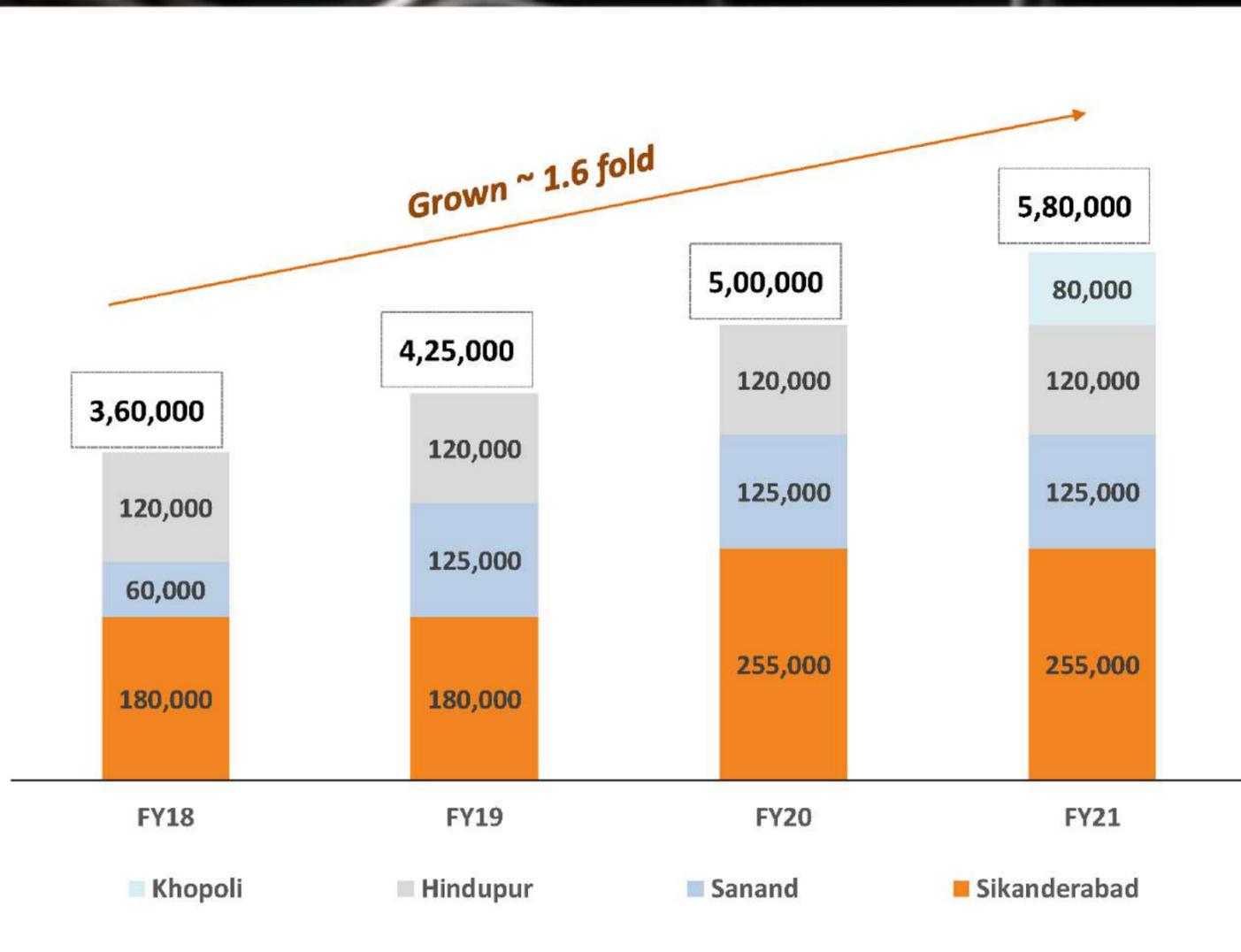


2021-2022

- Started Continuous **Galvanizing Line** at Sikandarabad Unit
- Listing of Company at **Bombay stock Exchange**.

Continued Investment in Building Competencies to Cater to Demand...

Enhancing Capacities Year-on-Year (Metric Tonnes per Annum)



One of the India's leading manufacturer of Steel Pipes with presence in more than 5,000 retail stores



Continuously enhancing manufacturing capabilities while diversifying into various product categories



Setting-up new manufacturing facilities at strategic location to strengthen Pan-India presence



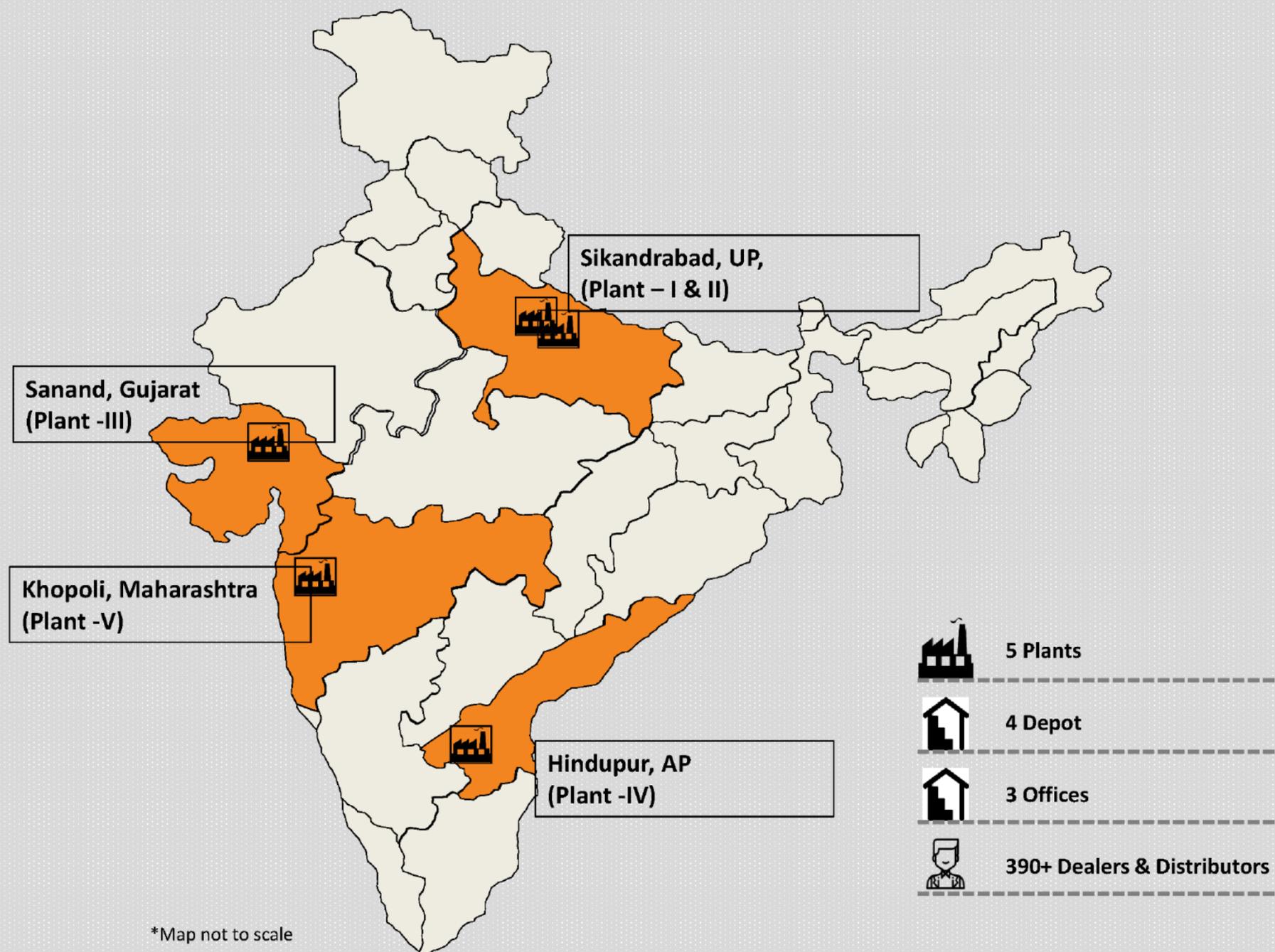
Recently commenced a new Continuous Galvanising Line at Sikenderabad, U.P.



Offering a range of piping solutions to cater diverse needs of consumers / sectors

...with Strategic Locations for a Pan-India Presence and Distribution

Encompassing 580,000 MTPA of production ambience and a strong network of 390+ Dealers & Distributors Pan India



Plant Location	Capacity (MTPA)	Product Portfolio
Sikandrabad, UP	2,55,000	MS Steel Pipes, Hollow Sections, GI Pipes, Cold Rolled Coils & Strips, GP Coils, GC Sheets
Sanand, Gujarat	1,25,000	MS Steel Pipes, Hollow Sections & GP Pipes
Hindupur, AP	1,20,000	MS Steel Pipes, Hollow Sections & GI Pipes
Khopoli, Maharashtra	80,000	MS Steel Pipes & Hollow Sections, CR Pipes, GP pipes
Total	5,80,000	Diversified Range

Application Based Product Portfolio

Brand Name	Description of item	Key Application	Brand LOGO's
JALSHAKTI	GI Pipes	Borewell, Water, Agriculture	
CASEWELL	MS & GI Casino pipes	Borewell	
ORGANIC	GI Pipes	Poly Houses, Agriculture	
BAHUBALI	Large Dia Hollow Section	Infra, Airport, Metro Stations	
PRE-GAL	GI Pipes	Indian Coastal & related	
FIREFIGHTER	MS & GI Pipes	Fire Safety – Buildings	
SHAKTI	MS Hollow Section	Construction industries	
FLATMAX	CRCA Coils & Strips	Automobiles, White Goods	
CRASHGAURD	Metal Beam crash Barrier	Roads & Railways Safety	
PILLAR	Steel Hollow Section	Civil Construction	
Hi-Tech	GC Sheets	Roofing	

Widening and Deepening the Product Range for Diversified Applications

Emerged as a holistic pipe solution provider with 590+ SKUs....

Steel Pipes and Tubes



MS Steel Pipes Steel Hollow Section Galvanised Steel Tube
Pre Galvanised Pipes Organic Gi Pipes

Coated Products



GP COILS & GC COILS

Cold Rolled Coils & Strips



Cold Rolled Coils Cold Rolled Strips Solar Mounting Frames
Metal Beam Crash Barriers

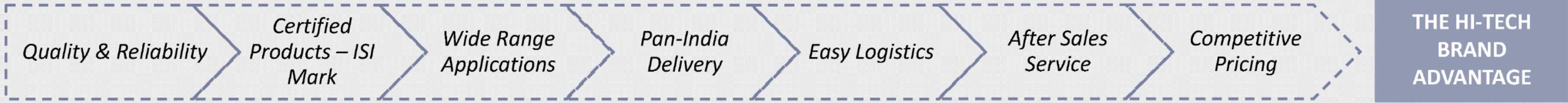
...Making Hi-Tech a One-Stop Shop for a wide range of sectors

- Poly Houses
- Borewell
- Railings & Windows
- Metro Stations
- Scaffolding, Highways
- Airports, Prefab Sheds



- Home Appliances
- Transformers & Motors
- Furnitures
- Automobiles
- Fans
- Electrical Products

Well Established Branded product Portfolio with increasing share of value-added products



Borewell, Water, Agriculture

HI-TECH ALSHAKTI
GI PIPES

HI-TECH CASEWELL
STEEL CASING PIPES

Infrastructure, Airport, Metros

HI-TECH BAHUBALI
JUMBO STEEL PIPES

Fire Safety – Commercial/Housing

HI-TECH FIREFIGHTER
STEEL PIPES FOR FIRE FIGHTING

Auto, Furniture, White Goods

HI-TECH FLATMAX
COLD ROLLED COILS & STRIPS

Poly housing and Agriculture

HI-TECH ORGANIC
GI PIPES

Indian Coastal

HI-TECH PRE-GAL
GP STEEL PIPES

Construction Industries

HI-TECH SHAKTI
STRUCTURAL PIPES FOR FABRICATION

Road Safety and Railways

HI-TECH CRASHGUARD
METAL BEAM CRASH BARRIER

Pedigreed Management Team with Deep Sector Knowledge...



Mr. Ajay Kumar Bansal
Chairman & Managing Director

- An Industry stalwart with over 36 years of experience in the steel industry
- Chairman of the FII (Steel tube Panel); Represented industry at various National & International forums
- Played an instrumental role in the Company's expansion over the years



Mr. Anish Bansal
Whole-Time Director

- B.Sc. (Economics) in Banking & Finance graduate from the Cardiff University, England, with over 13 years of experience in Business Development & Administration
- His area of expertise includes corporate finance, strategy, marketing, product development, project implementation, international trade and finance along with other corporate matters



Mr. P.K. Saxena
Non-Executive
Independent Director



Mr. Vivek Goyal
Non-Executive
Independent Director



**Mr. Mukesh Kumar
Garg**
Non-Executive
Independent Director



Mrs. Neerja Kumar
Non-Executive
Independent Director



Mr. Arvind Bansal
Chief Financial Officer



Mr. Arun Sharma
CS & Compliance
Officer

...Leading to Long Standing Relationships with Marquee Clientele..

Marquee Clients



Marquee Projects which used Hi-Tech Products



Crash Barrier at Yamuna Expressway



Curtain Walling Structure at Mumbai Int'l Airport



Toll Plaza at Bandra-Worli Sea Link



Fire Fighting Pipes at Seven Hills Hospital

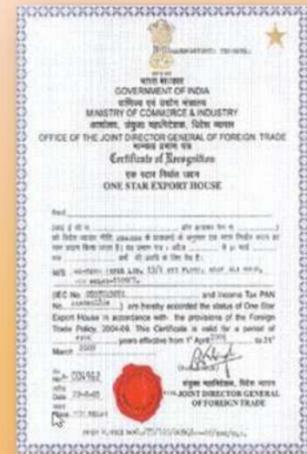


Grandstand Roofing at Buddh Int'l Circuit

...Validated by Quality Certifications and Client Awards



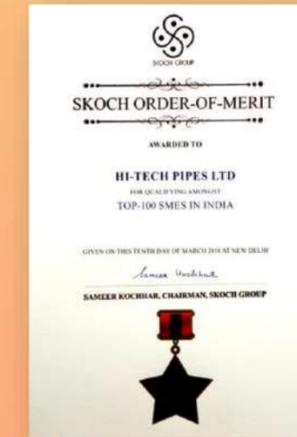
**DNV
BUSINESS
ASSURANCE
CERTIFICATE**



**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**



**ISPAT AGRADOOT AWARD
2022, AAIFA (SUPPORTED BY
MINISTRY OF STEEL)**

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Hi-TECH

— STEEL PIPES —



**SUPREME / SUSTAINED
QUALITY / RELIABILITY**

JALSHAKTI BULLSHAKTI BAHUBALI PRE-GAL
CASEWELL FIREFIGHTER ORGANIC CANSHIELD FLATMAX

Customer Care: +91 11 48440050



Strategic Focus

Huge demand from various sectors aided by Government Schemes



Infrastructure & Housing

- Urban development program – **Smart cities, Amrut, Hriday**
- Growing vertical mode of development – **increased spending on Skyscrapers**
- **Increasing Warehousing demand** due to rapid digital transformation
- **Rapid Urbanization in Tier II & III cities** – rising construction of G+20 structures, Green building norms & Rural Housing scheme (PMAY-G)



Airports

- ‘Udan’ Scheme: GOI plans to open **100 Airports by 2025** with an investment of Rs. 1 trillion



Railways Infrastructure

- Investment of ~ Rs. 50 Lakh Crores by 2030 for redevelopment of **~400 stations and build 4 new freight corridors**



Water Supply

- **‘Nal se Jal’ scheme** to offer piped water to every rural house by 2024 with outlay of Rs 3.5 lac crore



Agriculture

- **Micro Irrigation** - target to reach 100 lakh hectares in 5 five years
- **Poly House** – Future of Farming – High Subsidy



Oil & Gas

- 4 mn mt of estimated demand for pipes



Solar

- Future of Power Generation – exponential growth

Thank You

We Are Grateful

To all our esteemed customers and partners for your support this year. Our dedication to excellence and innovation will continue to ensure high quality products, service and support.

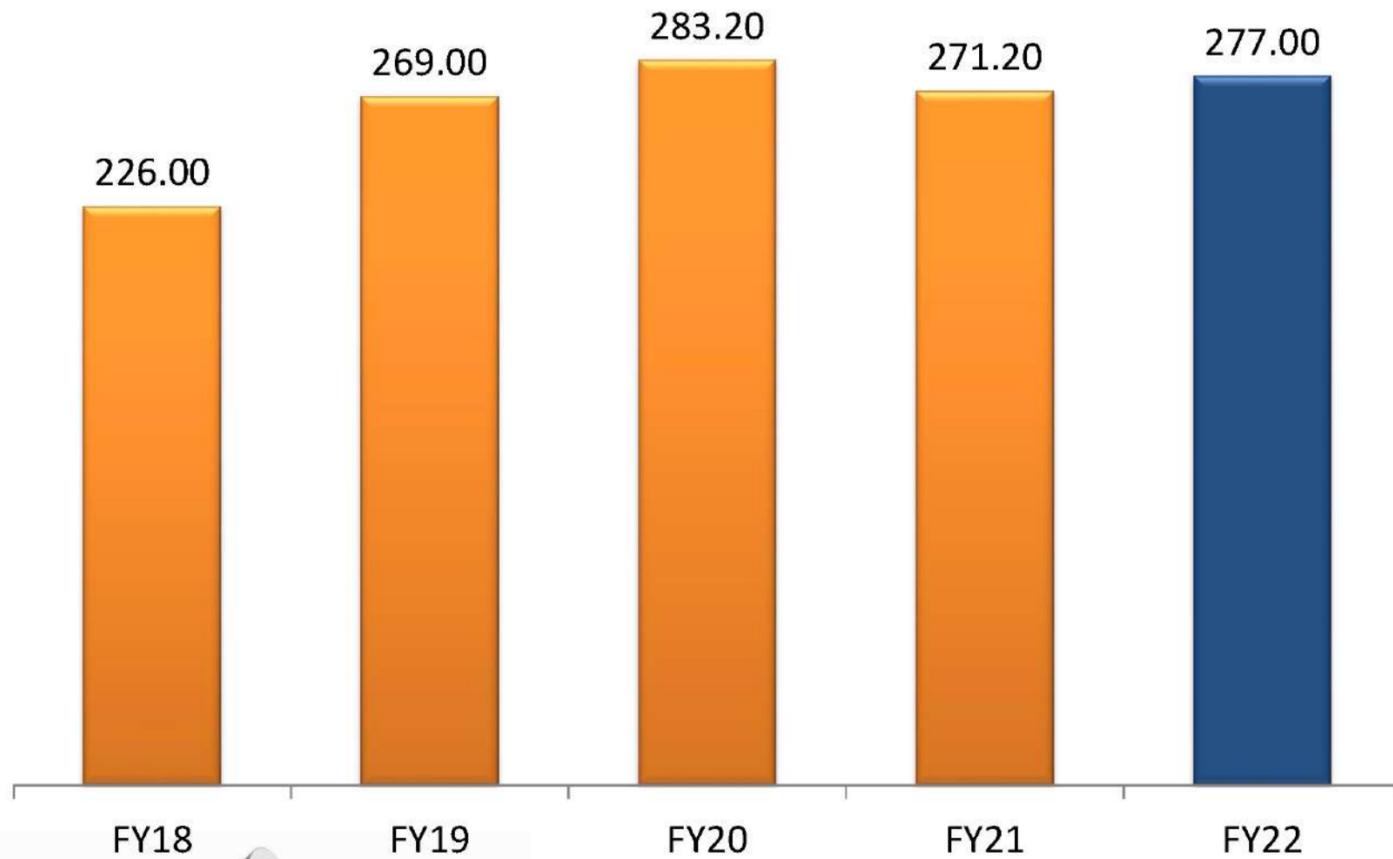
Let's grow together in
FY 2022-23



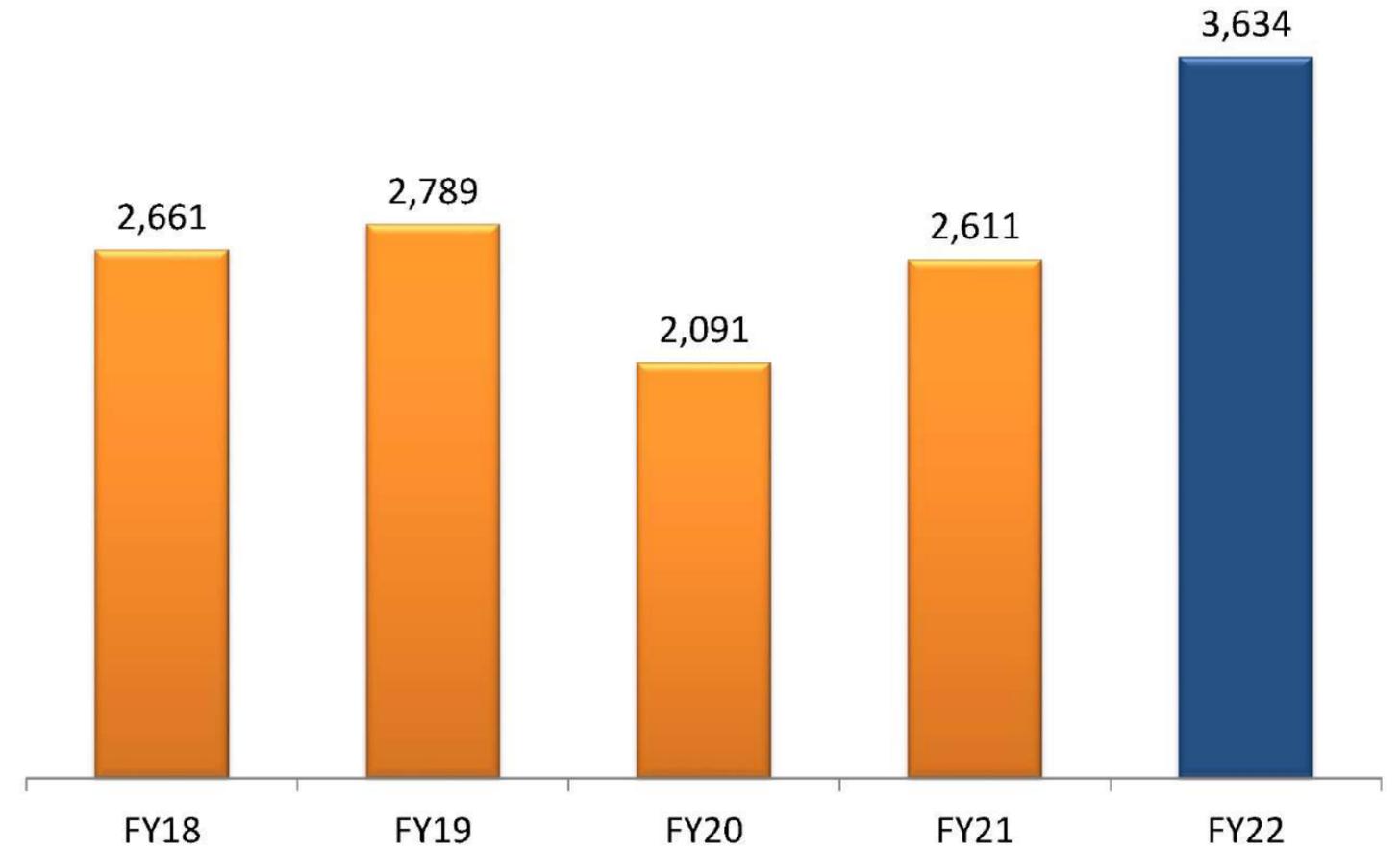
Annual Financials

Key Performance Highlights

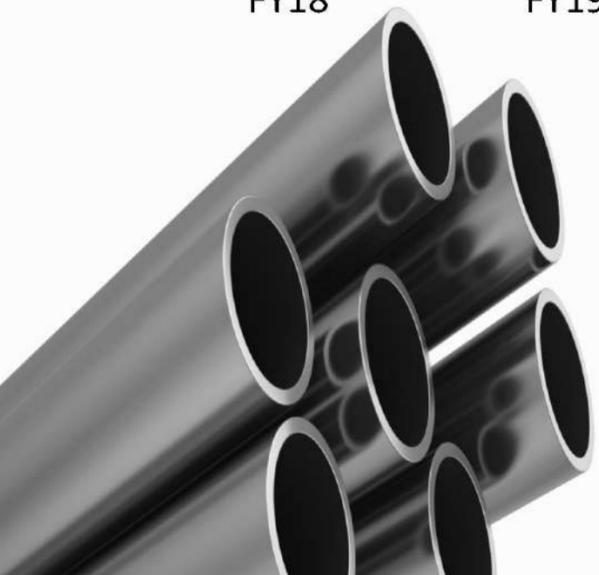
Volume ('000 MT)



EBITDA Per Metric Ton



EBITDA/ton improved sharply in FY22 led by improvement in sales realization; Increase in contribution from Value Added Products leading to better realizations

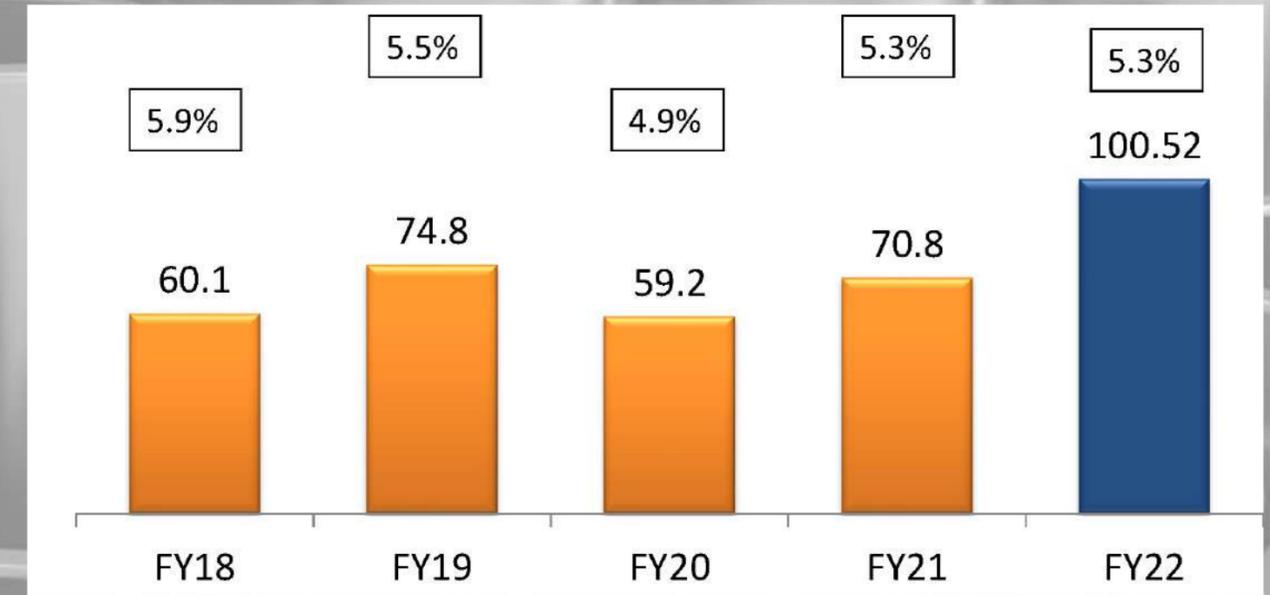


Key Performance Highlights

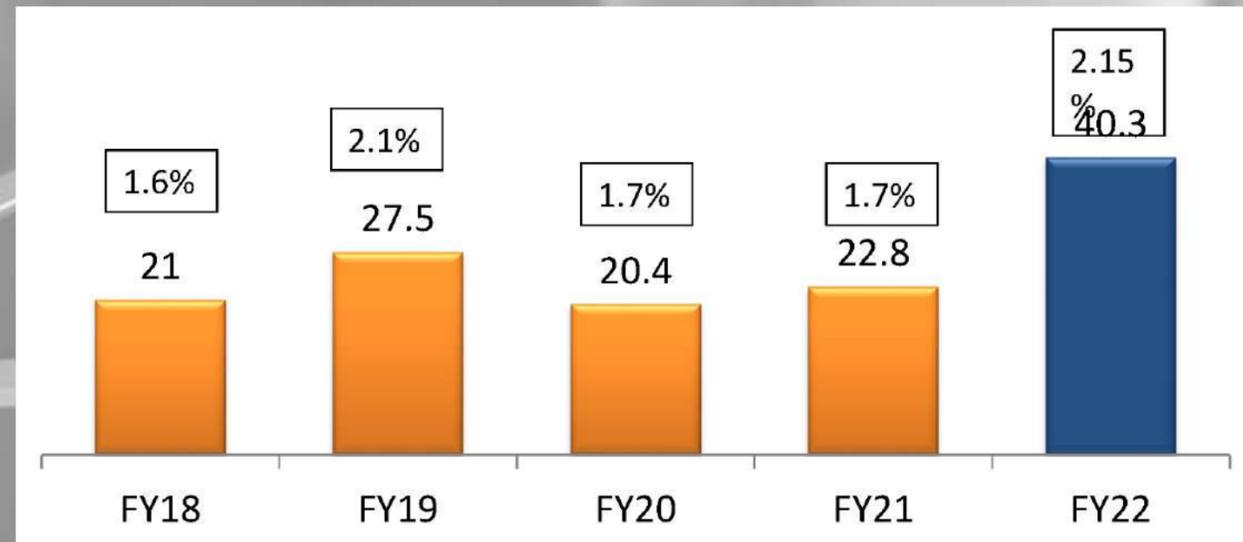
Revenue



EBITDA & EBITDA Margin %



PAT & PAT Margin %



Networth



In Rs. Crore

Key Financial Ratios

Debt/ Equity (x)



Return on Assets %



Return on Capital Employed %



Return on Equity %



Raising Funds through equity to strengthen the balance sheet

- Company has issued and allotted 13.70 lakh fully convertible warrants at a price of Rs 164 per warrant aggregating up-to Rs 22.468 Crores to the persons belonging to promoter, promoter group and non-promoter group category
- Of the total 13.70 lakh warrants, 4.50 lakh warrants are allotted to promoters and the balance 9.20 lakh warrants to non-promoter group
- The fund raising through equity has strengthened the balance sheet and the funds would be utilized for working capital requirements and capital expenditure
- 13.45 lakh warrants has been converted into equity shares till date aggregating to Rs 22.05 crores. As on March 31, 2022, Out of the 13.45 lakh converted equity shares, 4.50 lakh equity shares allocated to promoters and 8.95 lakh equity shares to non-promoter group.
- 25,000 warrants are pending for conversion as on date.
- Post conversion, the total no. of equity shares stands at 1,22,71,100 as of Mar 2022 and equity share capital increased to Rs 12.27 crores

Number of Equity Shares	As on March 31, 2021	% of Total	Increase in Equity Shares (Converted)	As on March 31, 2022	% of Total
Promoters	70,01,883	62.48%	2,75,500	72,77,383	59.31%
Non Promoter	42,04,217	37.51%	7,89,500	49,93,717	40.69%
Total	1,12,06,100	100%	10,65,000	1,22,71,100	100%

Consolidated P&L – Last 5 Years

Particulars (Rs crore)	FY18	FY19	FY20	FY21	FY22
Total Income from Operations	1,015.7	1,360.4	1,209.6	1,340.6	1878.84
Raw Materials	913.3	1,236.4	1,095.4	1,210.2	1699.28
Employee Cost	12.1	13.7	17.8	18.8	21.98
Other Cost	30.1	35.6	37.2	40.8	57.07
EBITDA	60.1	74.8	59.2	70.8	100.52
EBITDA Margin	5.92%	5.50%	4.90%	5.28%	5.00%
Other Income	1.3	1.4	1.2	0.8	0.93
Depreciation	4.0	5.3	6.6	8.3	9.66
Interest	27.4	29.9	30.0	32.3	36.47
Profit Before Tax	30.0	41.0	23.9	31.0	55.32
Tax	9.0	13.6	3.5	8.2	15.00
Profit After Tax	21.0	27.5	20.4	22.8	40.32
Basic EPS (in Rs.)	20.39	25.79	18.85	20.85	33.77

Historical Consolidated Balance Sheet

Particulars (Rs crore)	Mar-19	Mar-20	Mar-21	Mar-22
Equity	146.8	173.6	205.2	258.61
Equity Share Capital	10.7	10.9	11.2	12.27
Other Equity	136.1	162.7	194.0	246.34
Non Current Liabilities	84.7	102.7	133.1	167.23
Financial Liabilities				
Borrowing	71.7	89.0	116.2	146.87
Other Financial liabilities	0.9	0.82	0.8	1.05
Provisions	0.6	1.0	0.9	0.96
Deferred Tax Liabilities (Net)	11.4	11.9	15.2	18.35
Current Liabilities	273.7	291.5	261.0	343.47
Financial Liabilities				
Borrowings	186.5	206.5	178.9	217.62
Trade Payables	59.1	56.1	49.2	79.66
Other Financial Liabilities	14.8	17.3	22.7	29.89
Other Current Liabilities	5.1	5.4	3.2	3.13
Provisions	3.8	5.4	4.2	4.09
Current Tax Liabilities (Net)	4.3	0.8	2.8	9.08
Total	505.2	567.8	599.3	769.32

Particulars (Rs crore)	Mar-19	Mar-20	Mar-21	Mar-22
Non-current Assets	177.4	209.0	241.8	278.95
Property, Plant and Equipment	169.1	173.0	202.5	238.95
Capital Work in Progress	3.7	29.4	29.9	28.97
Other Intangible asset	0.1	0.0	0.0	0.02
Financial Assets				
Loans	2.9	3.6	4.2	4.38
Other Non Current Assets	1.6	3.0	5.3	6.63
Current Assets	327.8	358.7	357.5	490.37
Inventories	151.2	178.8	188.5	259.41
Debtors	137.4	137.3	120.6	167.41
Cash & Cash Equivalent	0.8	0.7	0.6	0.90
Bank Balance	15.2	18.0	16.3	16.17
Other Current Assets	23.2	23.9	31.5	46.48
Total Assets	505.2	567.8	599.3	769.32

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