

Hi-TECH

PIPES LTD.





INVESTOR PRESENTATION MAY 2023

Safe Harbour

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Hi-TECH
— STEEL PIPES —

LEADING LEGACY

Delhi Airport Expansion



Disclaimer : Creative representation of prominent engineering works completed by using Hi-Tech Steel Products (fully or partially)
Released in commemoration with celebration of
Azadi Ka Amrit Mahotsav.


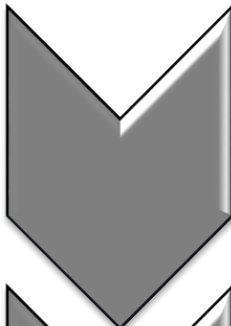


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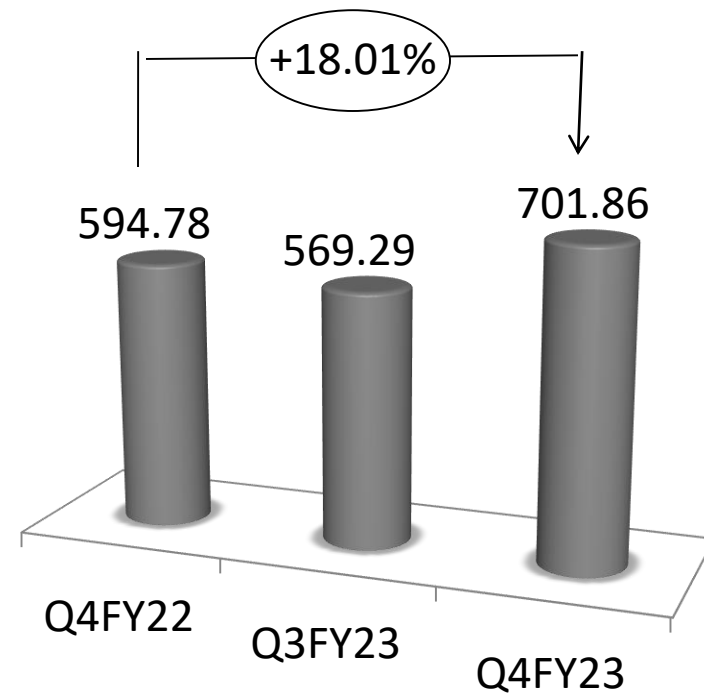
Hi-TECH
— STEEL PIPES —



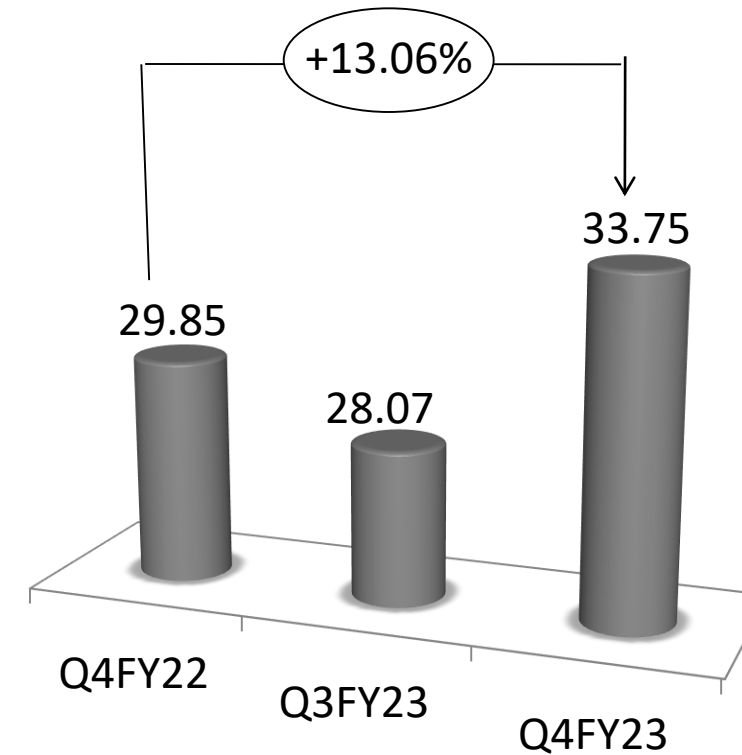
FLAWLESS
SURFACE
FINISH

Key Performance Indicators– Q4 FY23 (Consolidated)

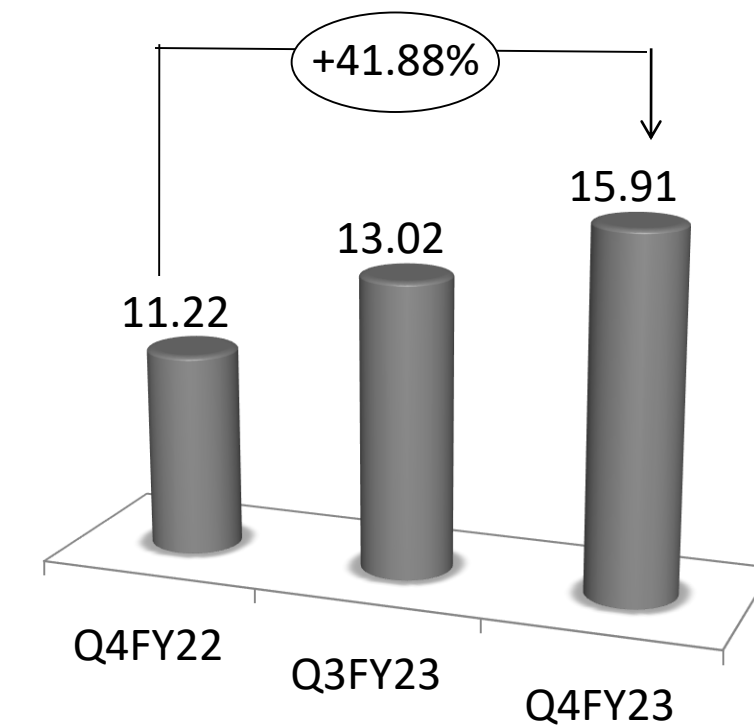
Revenue (Rs Crore)



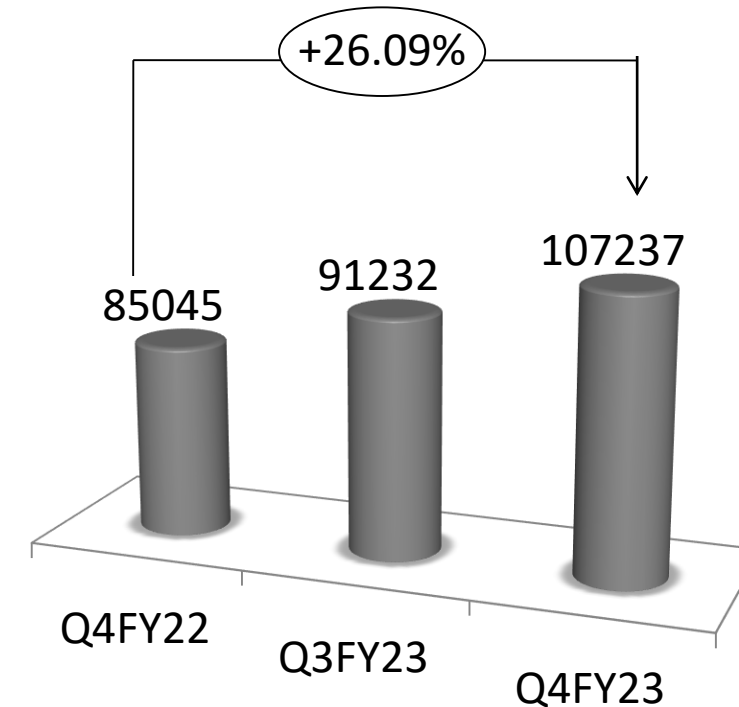
EBITDA (Rs Crore)



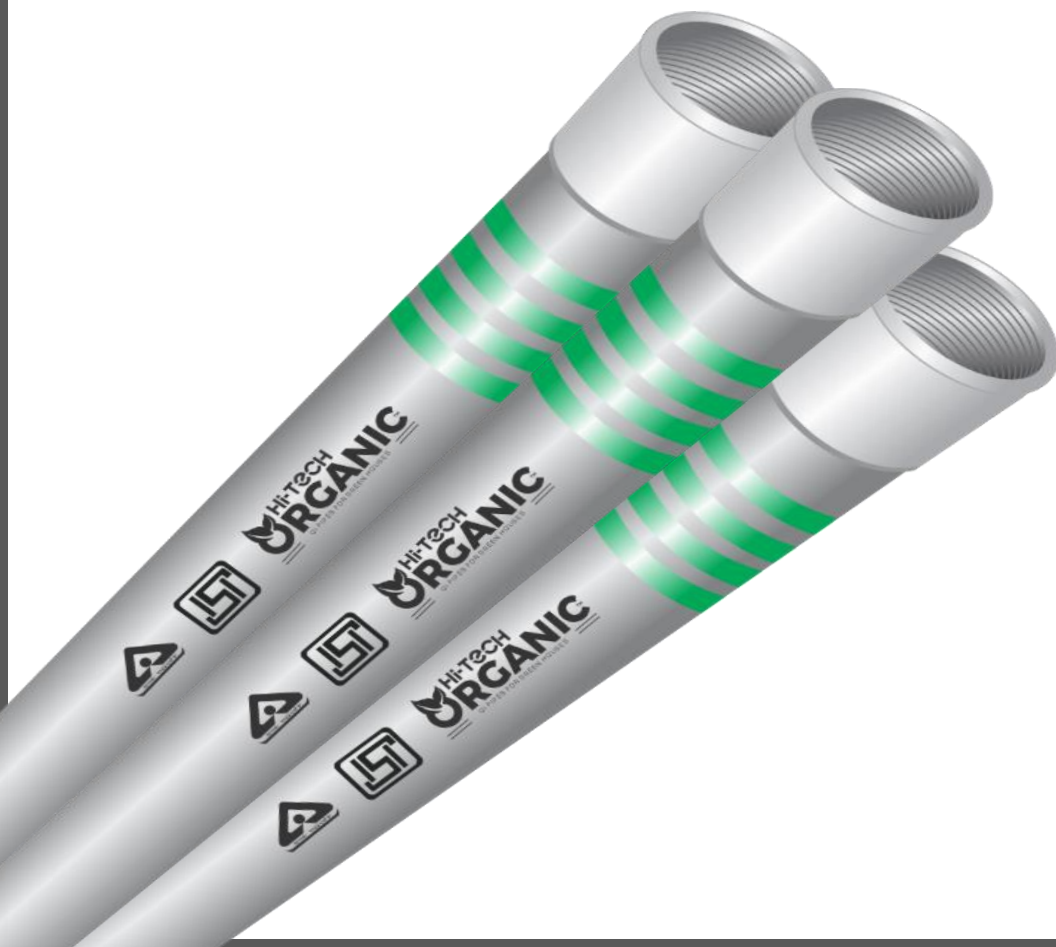
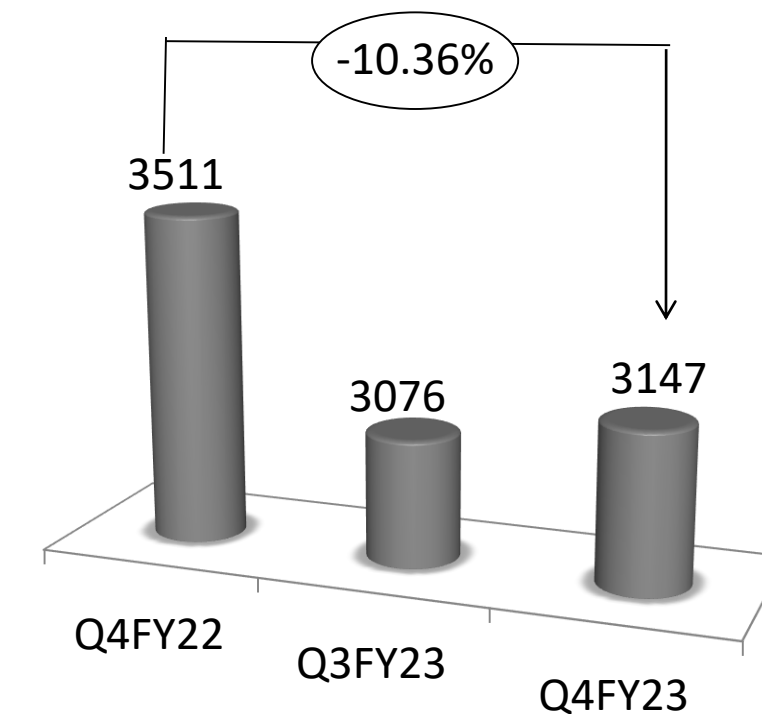
PAT (Rs Crore)



Sales Volume (MT)

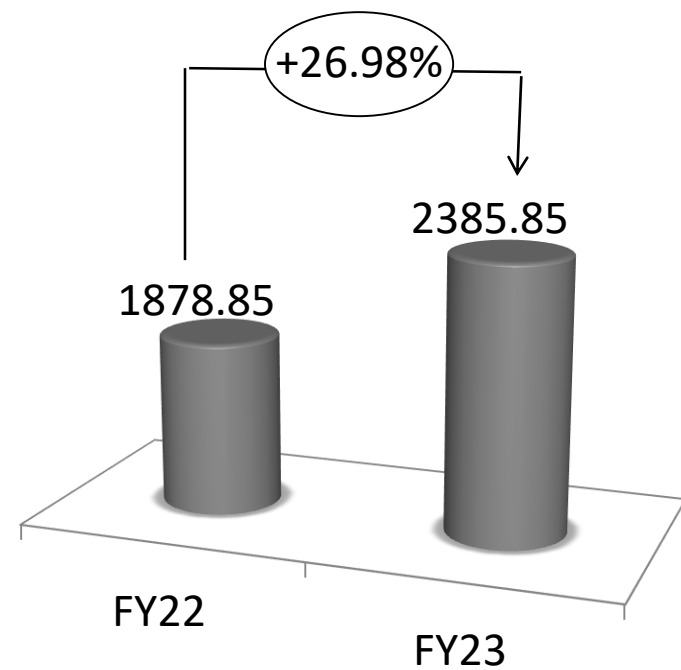


EBITDA Per MT (Rs)

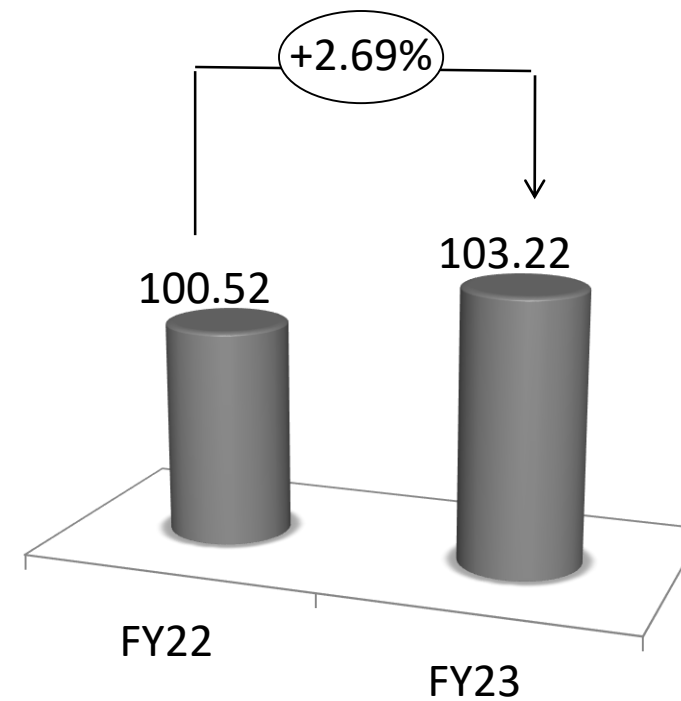


Key Performance Indicators –FY23 (Consolidated)

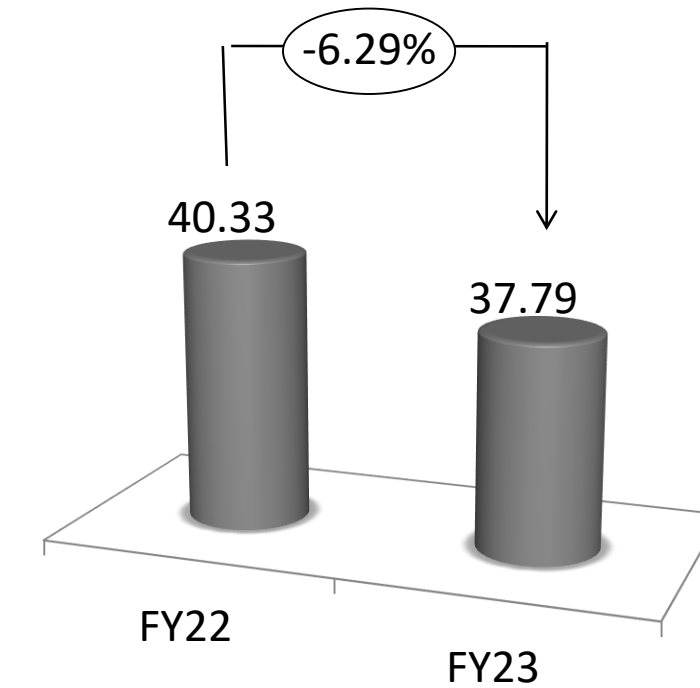
Revenue (Rs Crore)



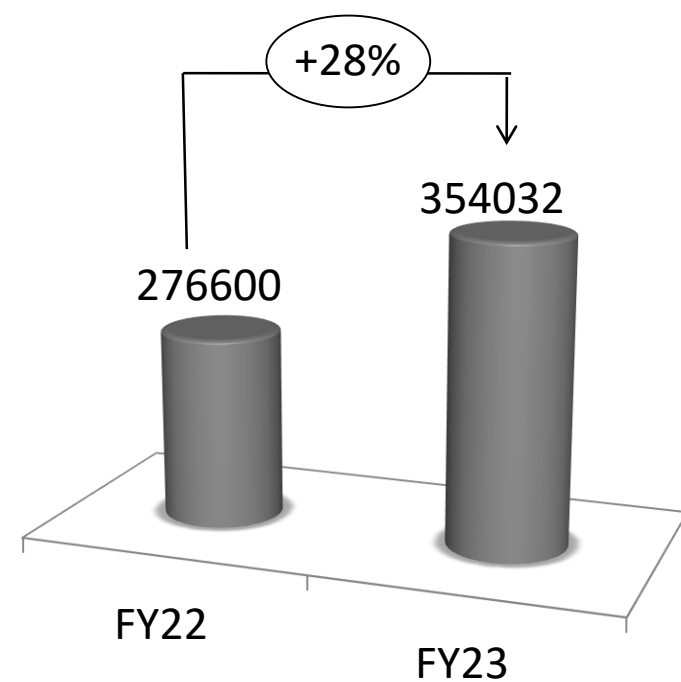
EBITDA (Rs Crore)



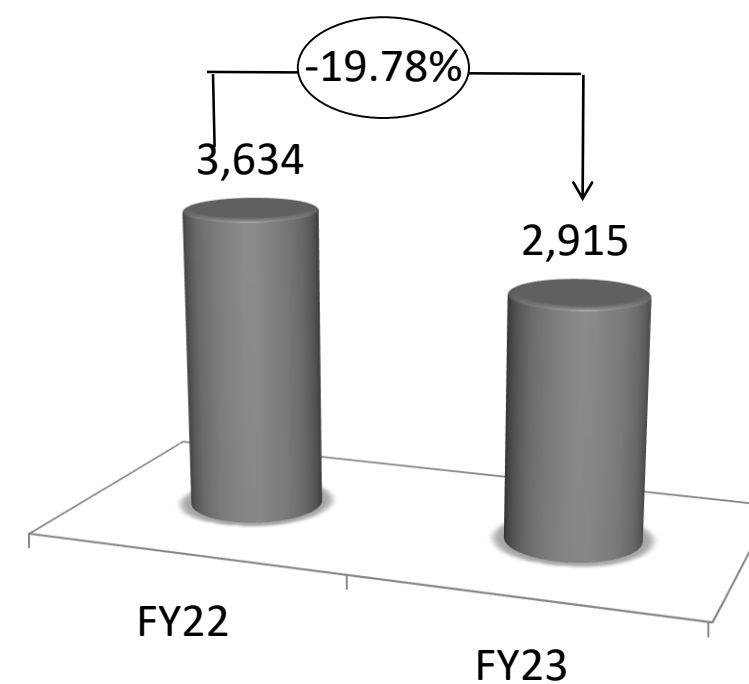
PAT (Rs Crore)



Sales Volume (MT)



EBITDA Per MT (Rs)



Consolidated Profitability Highlights –Q4 FY23



Particulars (Rs crore)	Q4FY23	Q4 FY22	Y-o-Y %	Q3 FY23	Q-o-Q %	FY23	FY22	Y-o-Y %
Total Income from Operations	701.86	594.78	18.01%	569.29	23.29%	2385.85	1878.85	26.98%
Raw Materials	634.07	539.71	17.48%	514.62	23.21%	2174.33	1699.28	27.96%
Employee Cost	8.03	6.49	23.73%	6.19	29.73%	26.40	21.99	20.05%
Other Cost	26.01	18.72	38.89%	20.41	27.39%	81.91	57.07	43.55%
EBITDA	33.75	29.85	13.06%	28.07	20.27%	103.22	100.52	2.69%
EBITDA Margin	0.05	0.05	-	0.05	-	0.04	0.05	-19.14%
Other Income	0.30	0.7	-57.14%	0.52	-42.31%	2.26	0.94	140.43%
Depreciation	5.24	2.47	111.74%	3.62	44.48%	13.77	9.66	42.55%
Interest	8.12	12.31	-34.04%	7.56	7.41%	35.3	36.47	-3.21%
Profit Before Tax	20.70	15.77	31.26%	17.4	18.97%	56.40	55.32	1.95%
Tax	4.86	4.56	6.58%	4.38	10.96%	12.20	15	-18.60%
Exceptional Items	0	0	-	0	-	6.52	0	-
Profit After Tax	15.92	11.22	41.88%	13.02	21.66%	37.79	40.33	-6.29%
Cash Profit	21.16	13.69	54.57%	16.64	26.62%	51.56	49.99	3.14%
Basic EPS (in Rs.)	1.29	0.94	37.23%	1.09	18.35%	3.06	3.38	-9.47%

Consolidated Balance Sheet – FY23

Particulars (Rs crore)	Mar-23	Mar-22
Equity	418.11	258.62
Equity Share Capital	12.78	12.27
Other Equity	405.33	246.35
Non Current Liabilities	119.51	167.23
Financial Liabilities		
Borrowing	94.03	146.87
Other Financial liabilities	2.32	1.05
Provisions	1.21	0.96
Deferred Tax Liabilities (Net)	21.95	18.35
Current Liabilities	377.90	343.47
Financial Liabilities		
Borrowings	141.08	217.62
Trade Payables	174.16	79.66
Other Financial Liabilities	39.28	29.89
Other Current Liabilities	8.80	3.13
Provisions	9.94	4.09
Current Tax Liabilities (Net)	4.63	9.08
Total Equity & Liabilities	915.52	769.32

Particulars (Rs crore)	Mar-23	Mar-22
Non-current Assets	364.19	278.95
Property, Plant and Equipment	286.54	238.95
Capital Work in Progress	36.41	28.97
Other Intangible asset	0.57	0.02
Financial Assets		
Investments	1.70	0
Loans	0	4.38
Other Non Current Assets	38.98	6.63
Current Assets	551.34	490.37
Inventories	306.76	259.41
Debtors	185.52	167.41
Cash & Cash Equivalent	1.89	0.90
Bank Balance	19.28	16.17
Other Current Assets	37.88	46.48
Total Assets	915.52	769.32

Cash Flow Highlights –FY23

PARTICULARS	Consolidated For the year ended		Standalone For the year ended	
	31.03.2023	31.03.2022	31.03.2023	31.03.2022
A. NET CASH FLOW FROM THE OPERATING ACTIVITIES	133.74	(17.32)	56.15	6.88
B. NET CASH FLOW FROM INVESTMENT ACTIVITIES	(100.55)	(46.45)	(81.28)	(41.35)
C. NET CASH FLOW FROM FINANCING ACTIVITIES	(32.21)	64.03	25.92	34.60
Net Increase/ (Decrease) Changes in Cash & Cash Equivalent (A+B+C)	0.98	0.26	0.79	0.13

Q4 & FY23 – KEY HIGHLIGHTS

RECORD HIGHEST SALES VOLUME - The Company has achieved the record Highest sales Volume during this Quarter. Total sales volumes increased by **26% Y-O-Y** to **1,07,237 MT** in Q4 FY23 vs. 85,045 MT in Q4FY22.

REVENUE FROM OPERATIONS was up by **18%** Y-O-Y to **Rs. 701.86 Cr.** in Q4FY23 as compared to Rs. 594.78 Cr. in Q4FY22; led by higher sales volume.

EBIDTA increased by **13%** Y-O-Y to **Rs. 33.75**Crore in Q4FY23 as compared to Rs. 29.85 Crore in Q4FY22.

PAT increased by **42%** Y-O-Y to **Rs. 15.91 Cr.** in Q4FY23 as compared to Rs. 11.22 Cr. in Q4FY22.

Debt Equity Ratio improved to **0.66** in FY 23 as compared to 1.42 in FY22.

The Long term borrowing reduced by **36%** Y-O-Y to **Rs. 94.02 in FY 23 Cr.** as compared to **Rs. 146.87 Cr.** in FY22.

The Short term borrowing reduced by **35%** Y-O-Y to **Rs. 141.08 in FY 23 Cr.** as compared to **Rs. 217.62 Cr.** in FY22.

Debt Service Coverage Ratio has improved to **1.33x** in **FY23** from 1.56x in FY22.

Current Ratio has improved to **1.46x** in **FY23** from 1.43x in FY22.

Debtor turnover days reduced to **28 days** in **FY23** from 33 days in FY22.

Inventory turnover days has reduced to **47 days** in **FY23** from 50 days in FY22.

Net Working Capital Days substantially reduced to **48 days** in **FY23** from 68 days in FY22.

Q4 & FY23 – KEY HIGHLIGHTS



The **Commercial Production** of Color Coating Line for producing premium Color Coating Coils under the brand name **“Hitech Color Star”** started in Q4FY23. This product is well accepted in market and we are getting very good response for this product..

During the FY23, the company has **started GP/GC line at its Sikandrabad facility having a capacity of 60,000 MT** as a forward integration to our Cold rolled Coil line.

Our **greenfield facility of Large Dia. Pipes at Makhiyav, Sanand Gujarat** is about to commission, we are expecting to start the Commercial production from Q3FY24 onwards. This facility alongwith our color coating line will not only help us to increase the volumes but also to improve the margins and strengthen the company reach into different territories. This will also substantially help us in increasing the margin on a blended level in medium to long term.

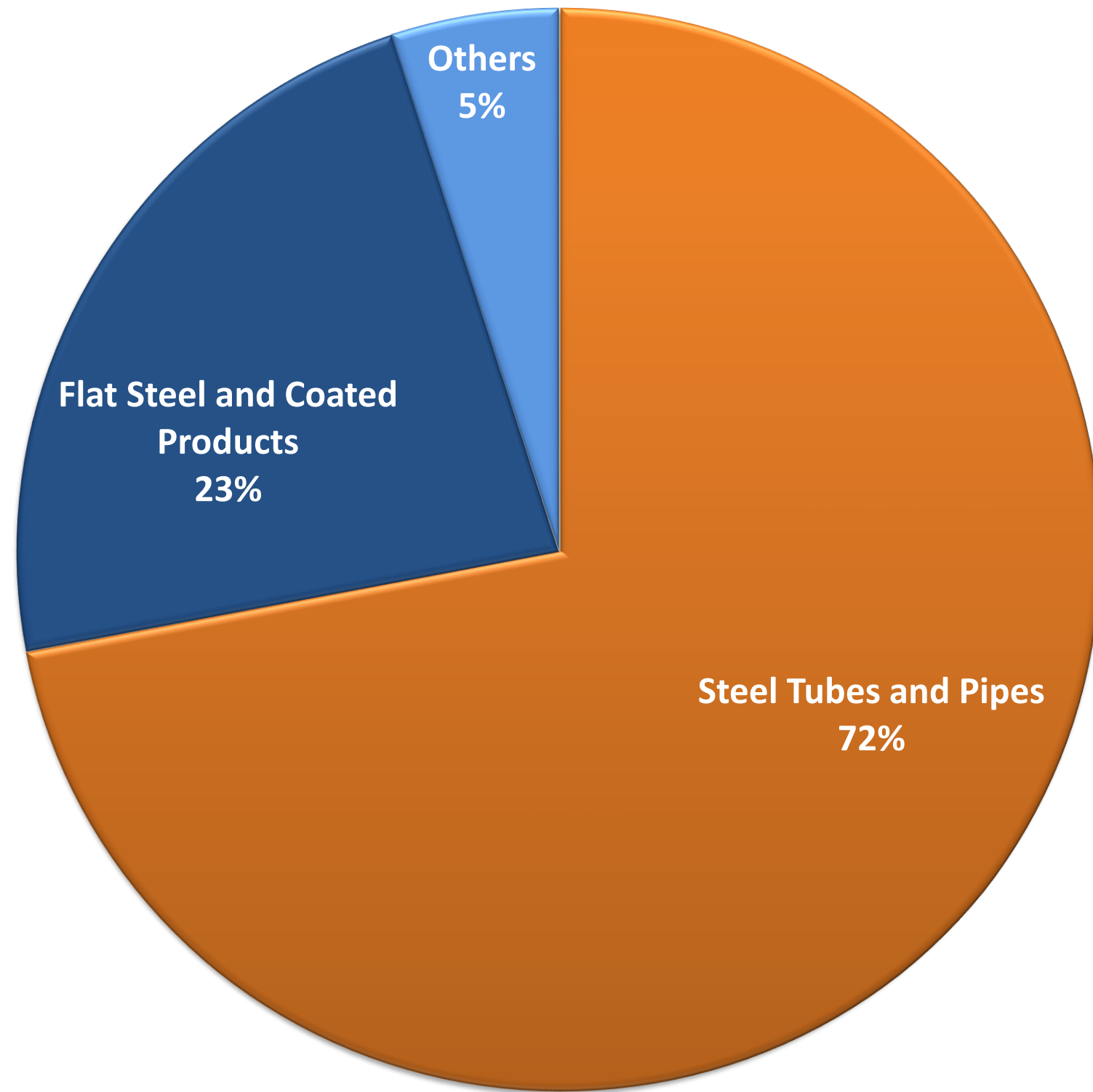
To augment the needs of galvanised product ,the company has set-up an another galvanised facility in our Sikandrabad Plant. This will help us in increasing the share of Value Added Products in the Product basket of the Company.

The Company has started purchasing electricity of 5 mwp from Amplus RJ Solar Private Limited at Sikandrabad, UP Facility under Solar Power Purchase Agreement as a group captive user. This will help in saving power cost substantially. It is an Important step towards having a renewable and alternate source of energy to the company.

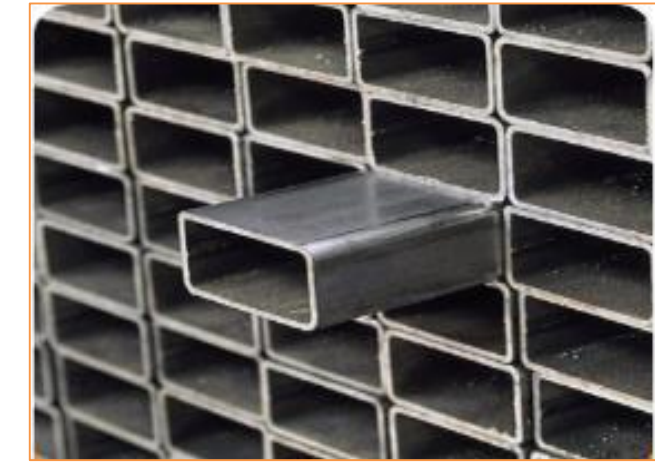
During the year, the company has successfully registered its products in JJM, High Speed Bullet Train, Solar Projects for supply its Steel Tubes and Pipes. We are continuously getting good orders from these areas.



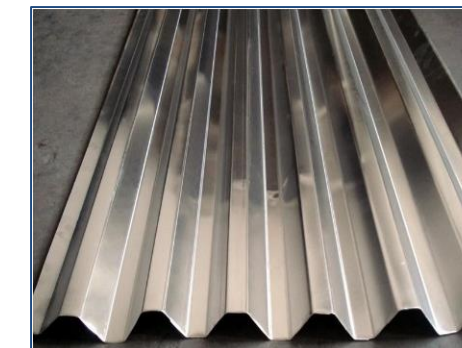
SALES MIX



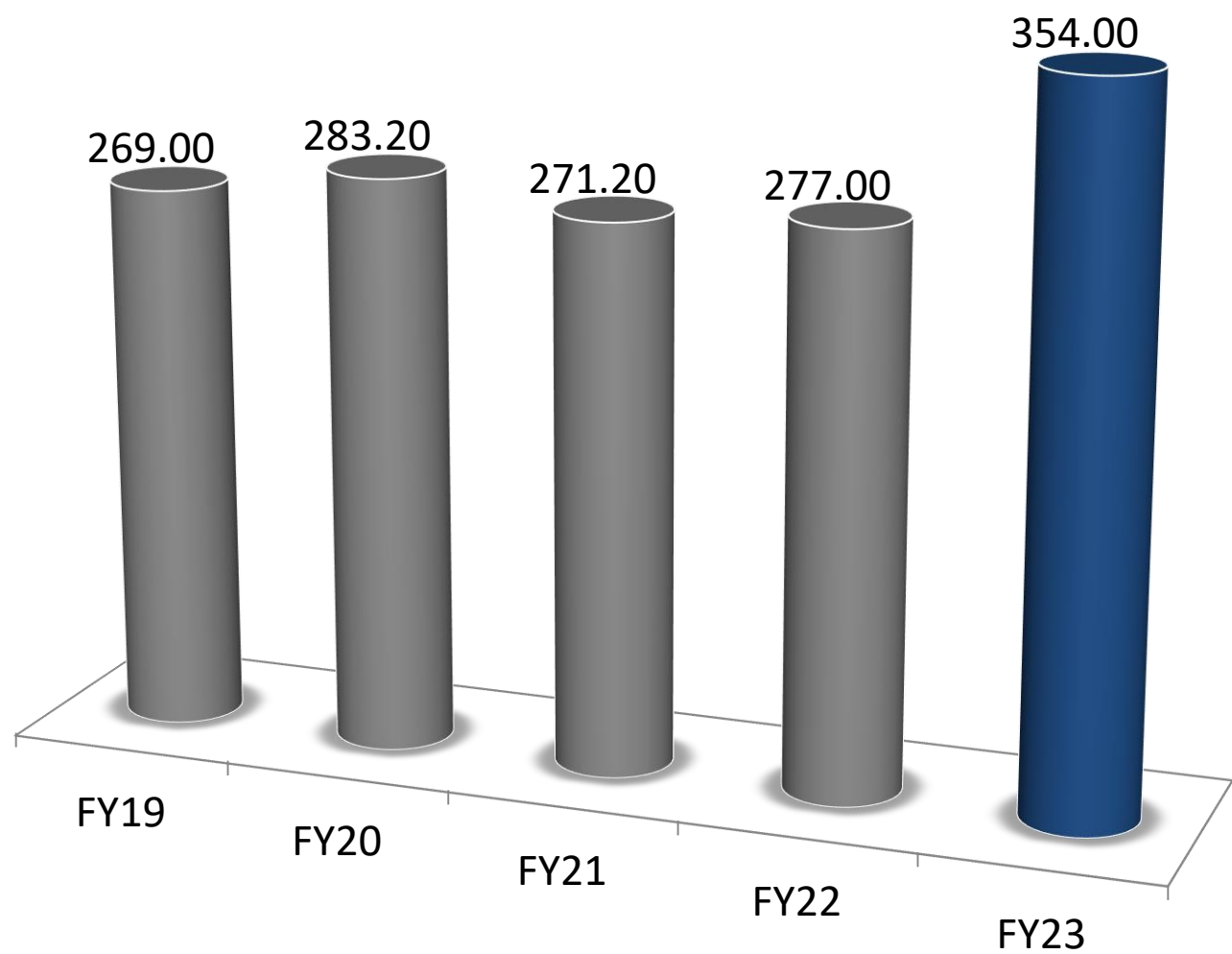
STEEL TUBES AND PIPES



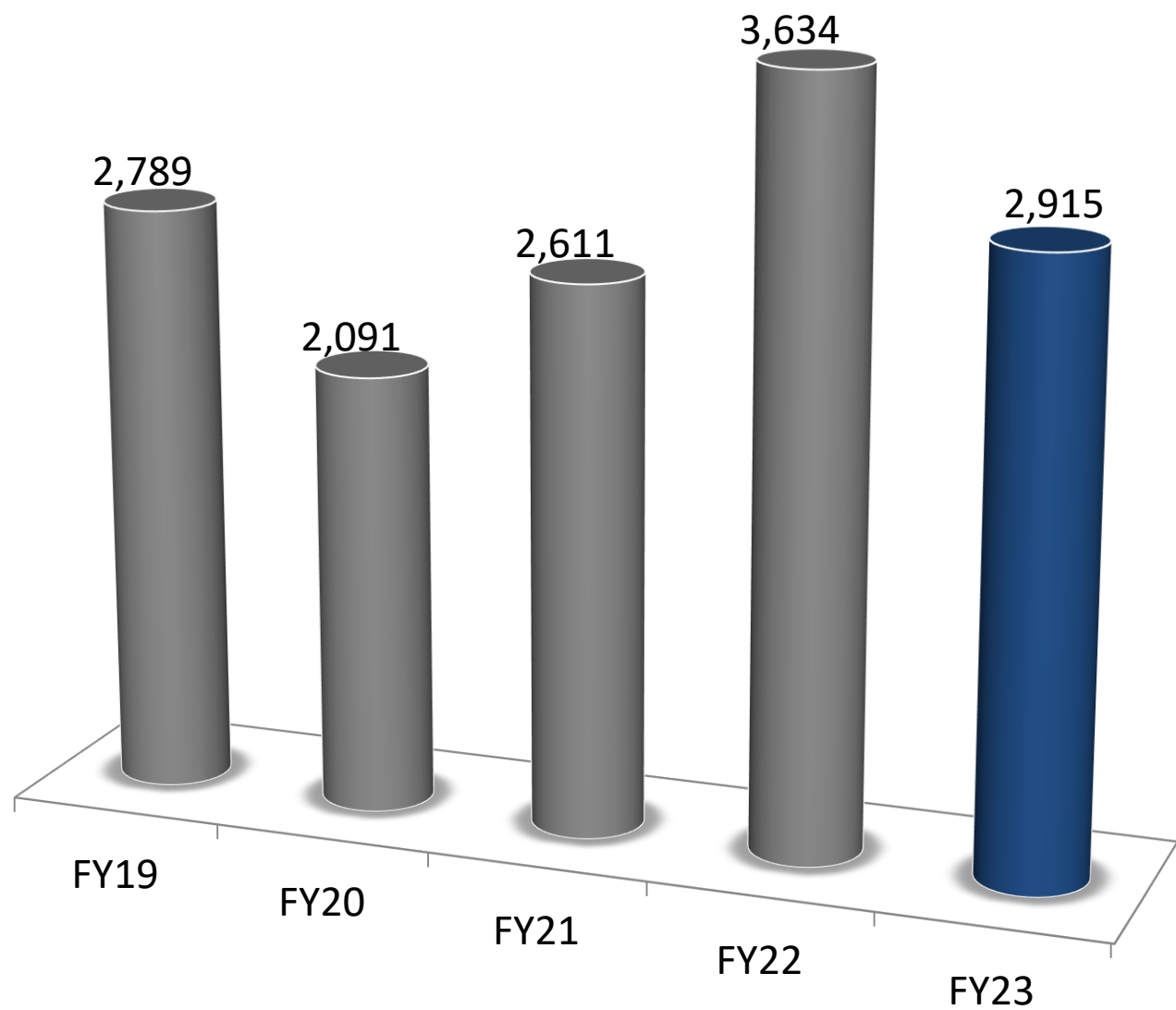
FLAT STEEL AND COATED PRODUCTS



Volume ('000 MT)

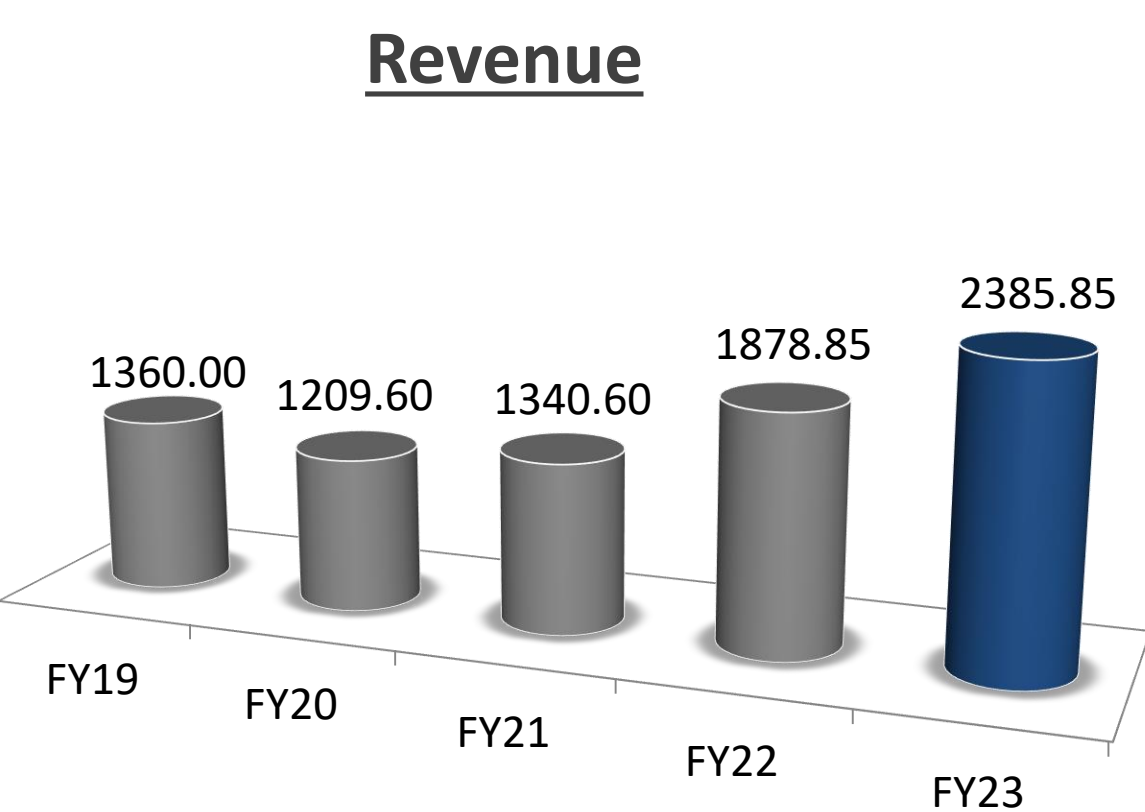


EBITDA Per Metric Ton

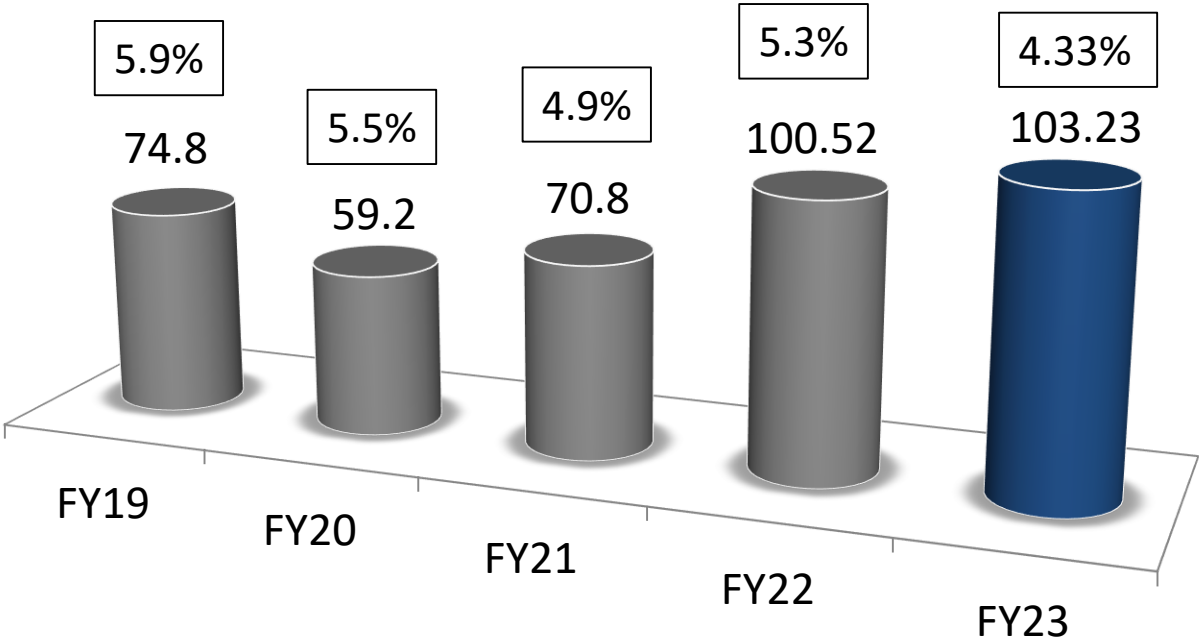


Key Performance Highlights Continued.....

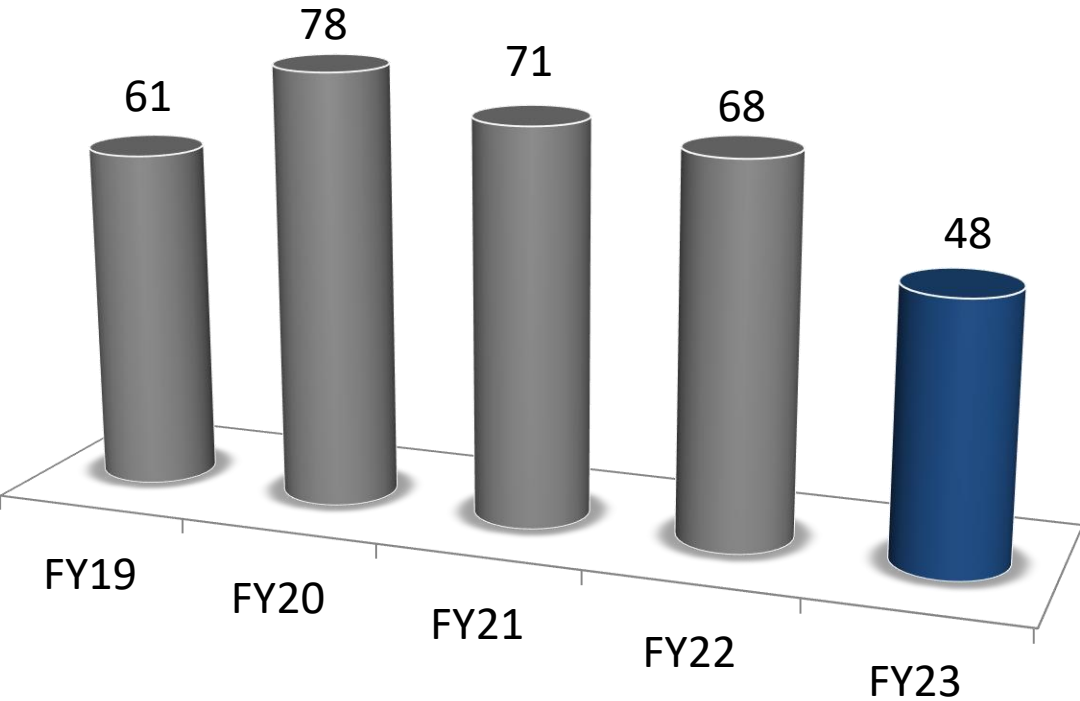
Revenue



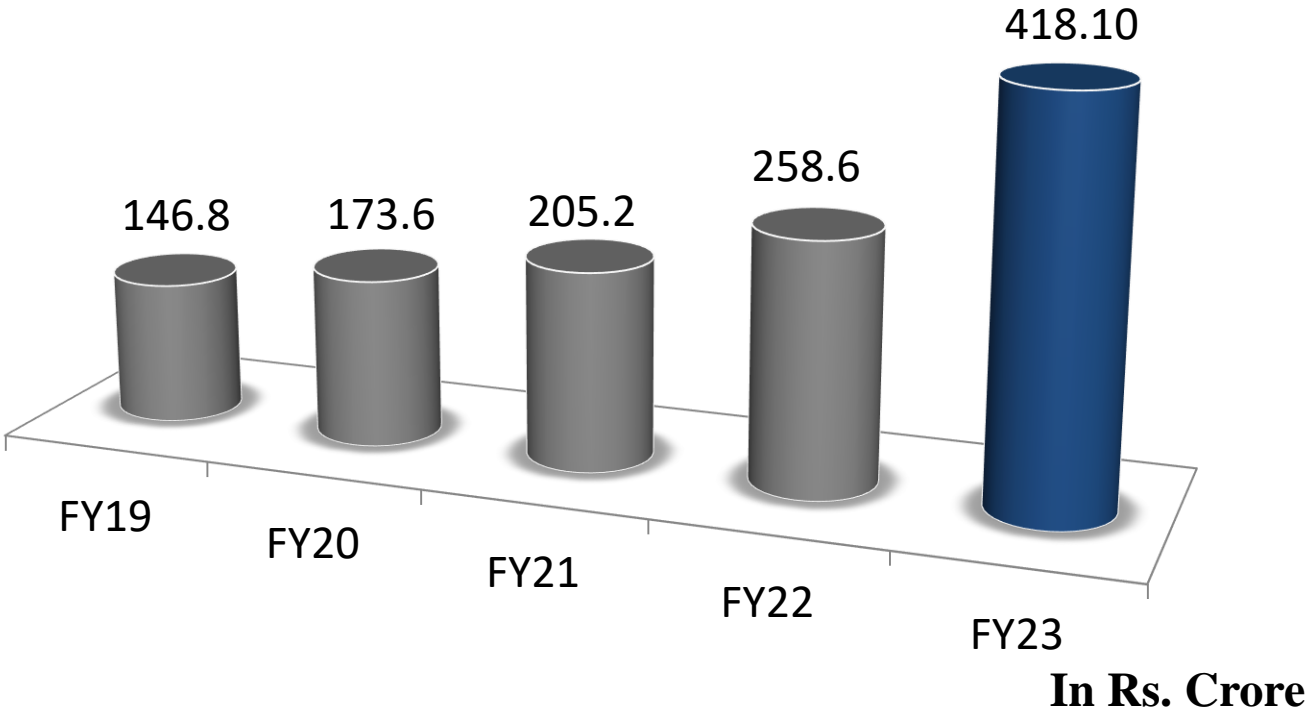
EBITDA & EBITDA Margin %



NET WORKING CAPITAL DAYS



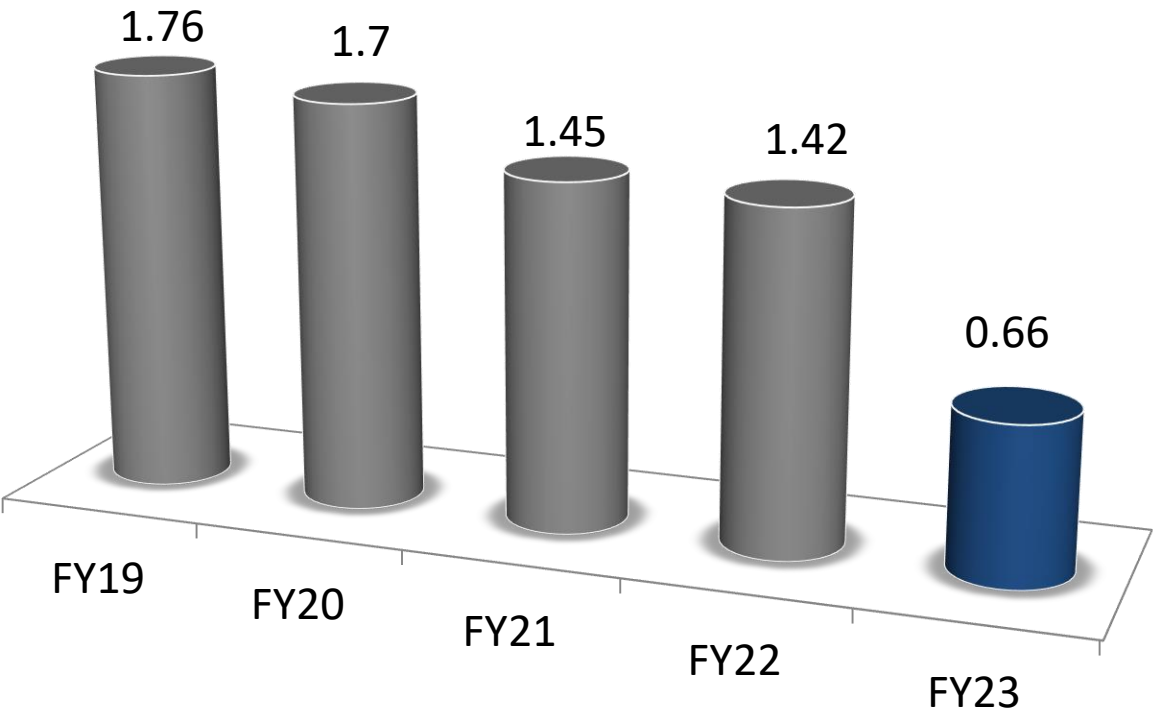
Net Worth



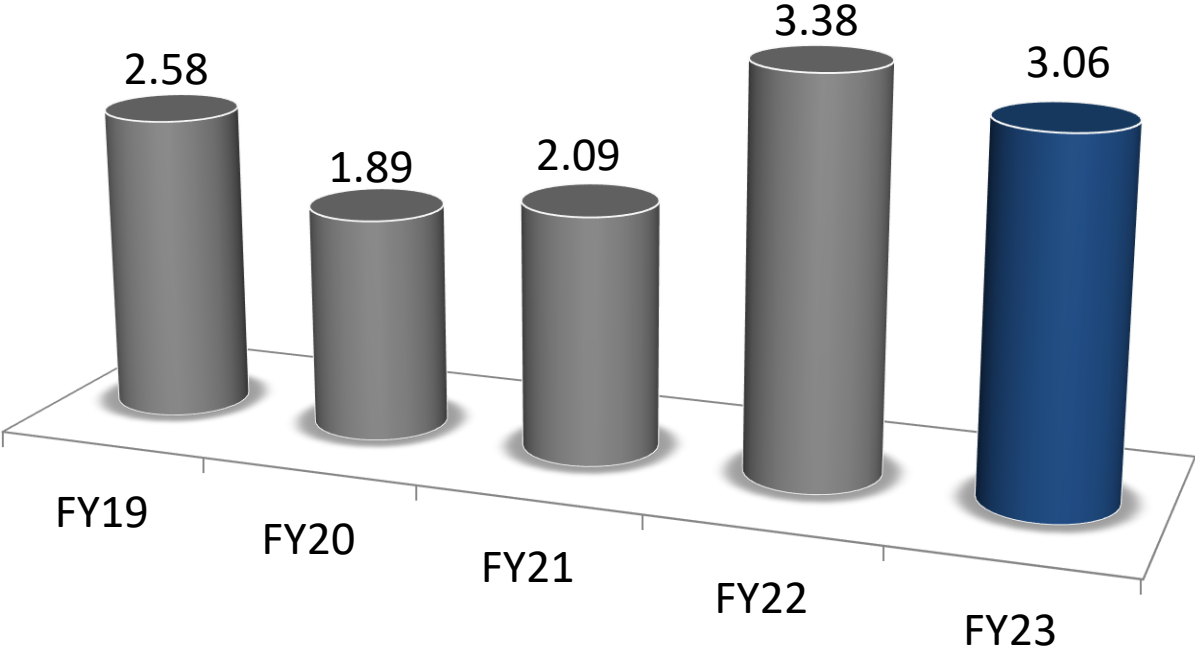
In Rs. Crore

Key Financial Ratios

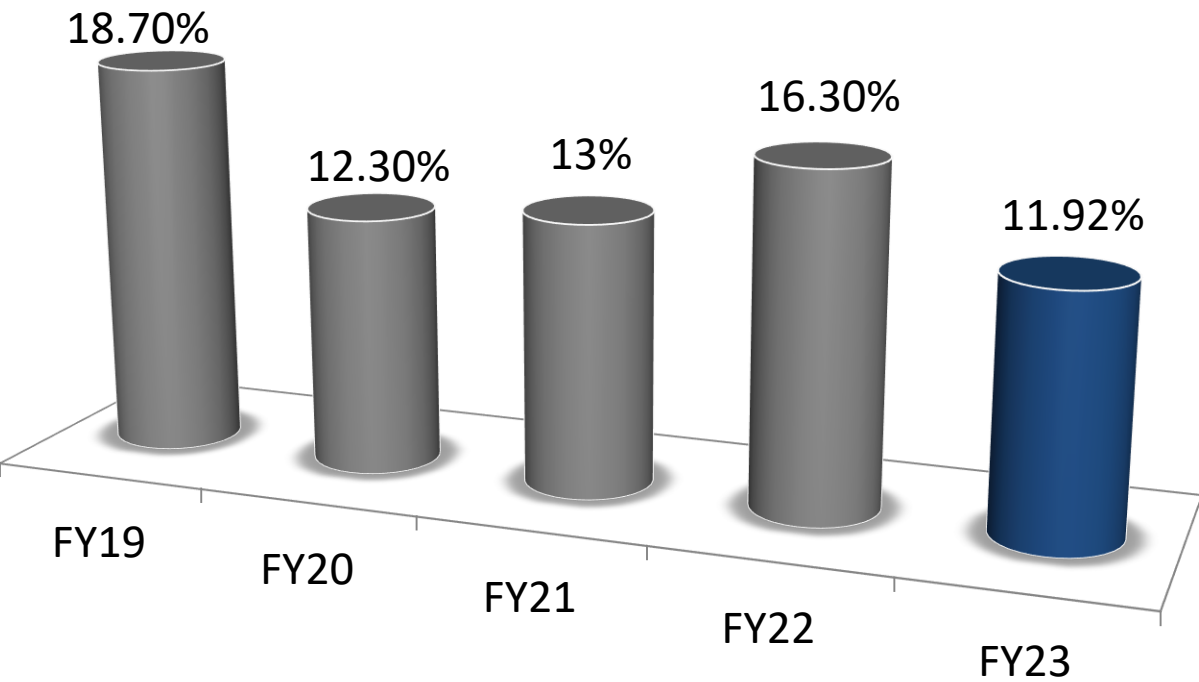
Debt/ Equity (x)



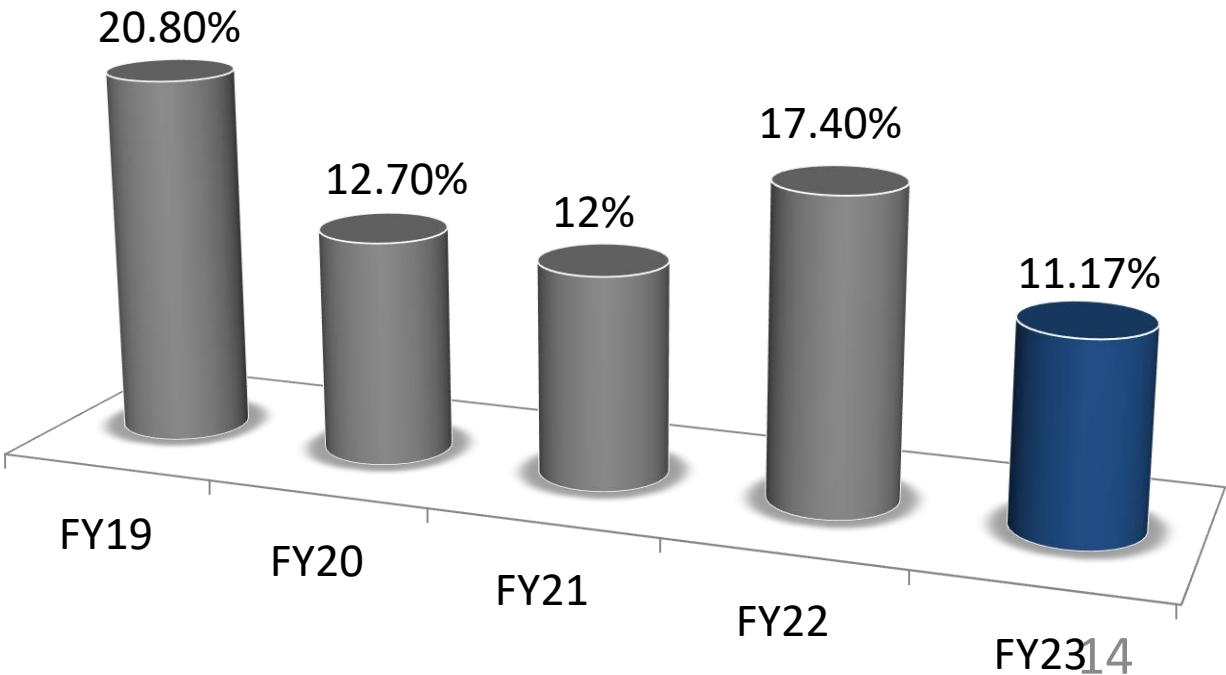
EPS (Rs.)



Return on Capital Employed %



Return on Equity %



Consolidated P&L – Last 5 Years



Particulars (Rs crore)	FY19	FY20	FY21	FY22	FY23
Total Income from Operations	1,360.4	1,209.6	1,340.6	1878.85	2385.85
Raw Materials	1,236.4	1,095.4	1,210.2	1699.28	2174.33
Employee Cost	13.7	17.8	18.8	21.99	26.4
Other Cost	35.6	37.2	40.8	57.07	81.91
EBITDA	74.8	59.2	70.8	100.52	103.22
EBITDA Margin	5.50%	4.90%	5.28%	5.35%	4.33%
Other Income	1.4	1.2	0.8	0.94	2.26
Depreciation	5.3	6.6	8.3	9.66	13.77
Interest	29.9	30.0	32.3	36.47	35.30
Profit Before Tax	41.0	23.9	31.0	55.32	56.40
Tax	13.6	3.5	8.2	15.00	12.20
Profit After Tax	27.5	20.4	22.8	40.33	37.79
Basic EPS (in Rs.)	2.53	1.88	2.08	3.38	3.06

Consolidated Balance Sheet



Particulars (Rs crore)	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
Equity	146.8	173.6	205.2	258.62	418.11
Equity Share Capital	10.7	10.9	11.2	12.27	12.78
Other Equity	136.1	162.7	194.0	246.35	405.33
Non Current Liabilities	84.7	102.7	133.1	167.23	119.51
Financial Liabilities					
Borrowing	71.7	89.0	116.2	146.87	94.03
Other Financial liabilities	0.9	0.82	0.8	1.05	2.32
Provisions	0.6	1.0	0.9	0.96	1.21
Deferred Tax Liabilities (Net)	11.4	11.9	15.2	18.35	21.95
Current Liabilities	273.7	291.5	261.0	343.47	377.90
Financial Liabilities					
Borrowings	186.5	206.5	178.9	217.62	141.08
Trade Payables	59.1	56.1	49.2	79.66	174.16
Other Financial Liabilities	14.8	17.3	22.7	29.89	39.28
Other Current Liabilities	5.1	5.4	3.2	3.13	8.80
Provisions	3.8	5.4	4.2	4.09	9.94
Current Tax Liabilities (Net)	4.3	0.8	2.8	9.08	4.63
Total	505.2	567.8	599.3	769.32	915.52

Particulars (Rs crore)	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
Non-current Assets	177.4	209.0	241.8	278.95	364.19
Property, Plant and Equipment	169.1	173.0	202.5	238.95	286.54
Capital Work in Progress	3.7	29.4	29.9	28.97	36.41
Other Intangible asset	0.1	0.0	0.0	0.02	0.57
Financial Assets					
Investments	0.00	0.00	0.00	0.00	1.70
Loans	2.9	3.6	4.2	4.38	0
Other Non Current Assets	1.6	3.0	5.3	6.63	38.98
Current Assets	327.8	358.7	357.5	490.37	551.34
Inventories	151.2	178.8	188.5	259.41	306.76
Debtors	137.4	137.3	120.6	167.41	185.52
Cash & Cash Equivalent	0.8	0.7	0.6	0.90	1.89
Bank Balance	15.2	18.0	16.3	16.17	19.28
Other Current Assets	23.2	23.9	31.5	46.48	37.88
Total Assets	505.2	567.8	599.3	769.32	915.52



COMPANY OVERVIEW

Our Journey

- Commenced manufacturing MS pipes at Sikandrabad unit-1
- Started manufacturing cold rolled coils and strips

1988-2001

- Installation of hot-dipped galvanizing facility
- Commenced production of highway crash barriers
- Began production of hollow sections and solar mounting sections

2001-12

- Commenced operations at Hindupur (Andhra Pradesh)
- Modernized the cold rolling plant at Sikandrabad unit
- Commissioned ERW pipes at Hindupur unit
- The third company to migrate to NSE Main Board in May 2018

2012-16

- Commenced commercial operations of unit 2 at Sikandrabad to manufacture steel tubes and hollow sections
- Started commercial production of steel tubes and hollow sections at the Sanand (Gujarat) unit
- Listed on the NSE-SME

2017-18

- Started 3rd tube mill at Sanand
- Installed solar plants at Sanand and Hindupur units
- Started Cold Rolling expansion project for wider product of HRoP, CRCA, CRFH
- Received Secondary Steel Sector award from Ministry of Steel
- Received Top Performer award from SAIL
- Received Ispat Rachna Award from Ministry of Steel, Govt. of India

2018-20

- Commenced operations at Khopoli (Maharashtra)
- Started Continuous Galvanizing GP/GC Line at Sikanderabad
- Listed on BSE
- Started Manufacturing of PPGL, Color Coated Sheet
- Natrax Certified Crash Barriers

2020-23

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



Our Registered Brand Presence

**Hi-TECH
ALSHAKTI™**
GI PIPES FOR BOREWELL



Product: GI Pipes
Application: Borewell, Water, Agriculture

**Hi-TECH
FIREFIGHTER™**
STEEL PIPES FOR FIRE FIGHTING



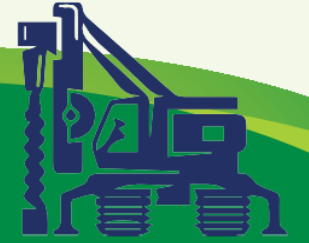
Product: MS & GI Pipes
Application: Fire Safety - Buildings

**Hi-TECH
BAHUBALI™**
JUMBO STEEL PIPES



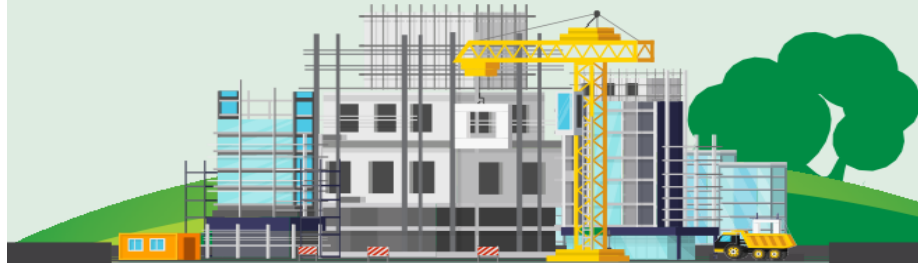
Product: Large Dia Hollow Section
Application: Infra, Airport, Metro Station

**Hi-TECH
CASEWELL™**
CASING PIPES FOR BOREWELL



Product: MS & GI Casing Pipes
Application: Borewell

**Hi-TECH
SHAKTI™**
STRUCTURAL PIPES FOR FABRICATION



Product: MS Hollow Section
Application: Construction Industries

**Hi-TECH
ORGANIC™**
GI PIPES FOR GREEN HOUSES



Product: GI Pipes
Application: Polyhouses, Agriculture

**Hi-TECH
FLATMAX™**
COLD ROLLED COILS & STRIPS



Product: CRCA Coils & Strips
Application: Automobile, White Goods

**Hi-TECH
CRASHGUARD™**
METAL BEAM CRASH BARRIER



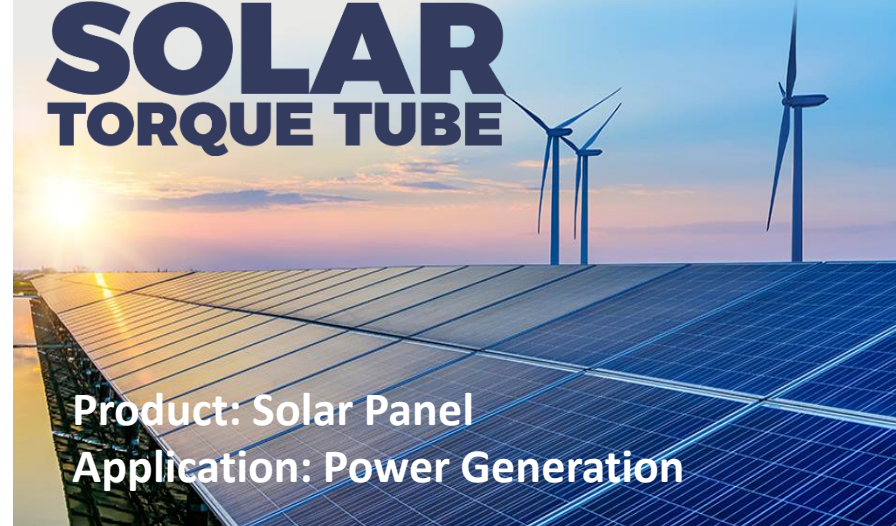
Product: Metal Beam Crash Barrier
Application: Road & Railway Safety

**Hi-TECH
PILLAR™**
STEEL HOLLOW SECTIONS



Product: Hollow Section
Application: Commercial Buildings

**Hi-TECH
SOLAR
TORQUE TUBE**



Product: Solar Panel
Application: Power Generation

**Hi-TECH
PRE-GAL™**
GP STEEL PIPES



Product: GI Pipes
Application: India Coastal & related

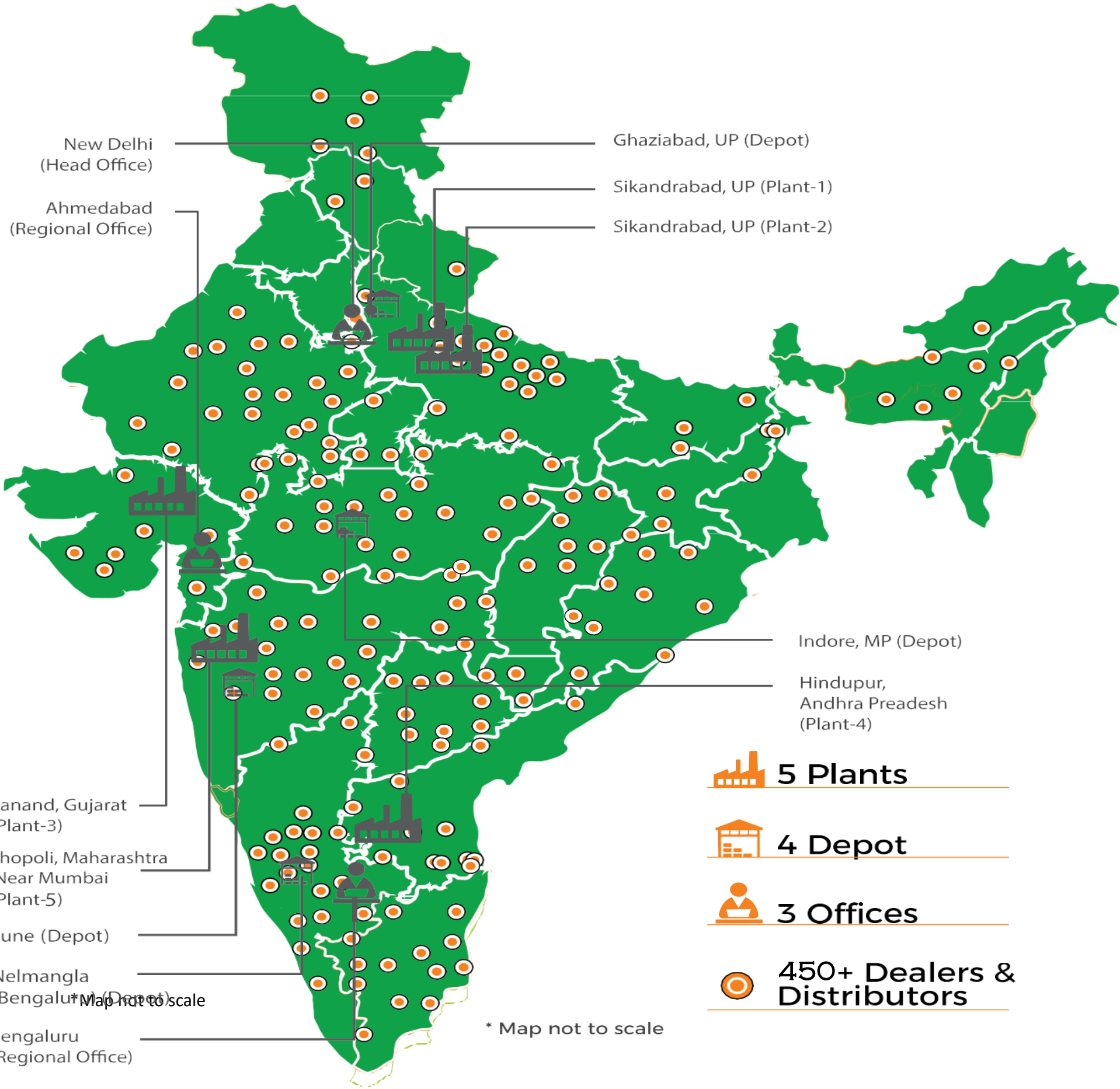
**Hi-TECH
COLORSTAR™**
PREMIUM COLOR COATED COILS



Product : Color Roofing Sheet
**Application : Garden Building,
Construction & Backyard**

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

Encompassing 580,000 MTPA of production ambience and a strong network of 450+ Dealers & Distributors Pan India

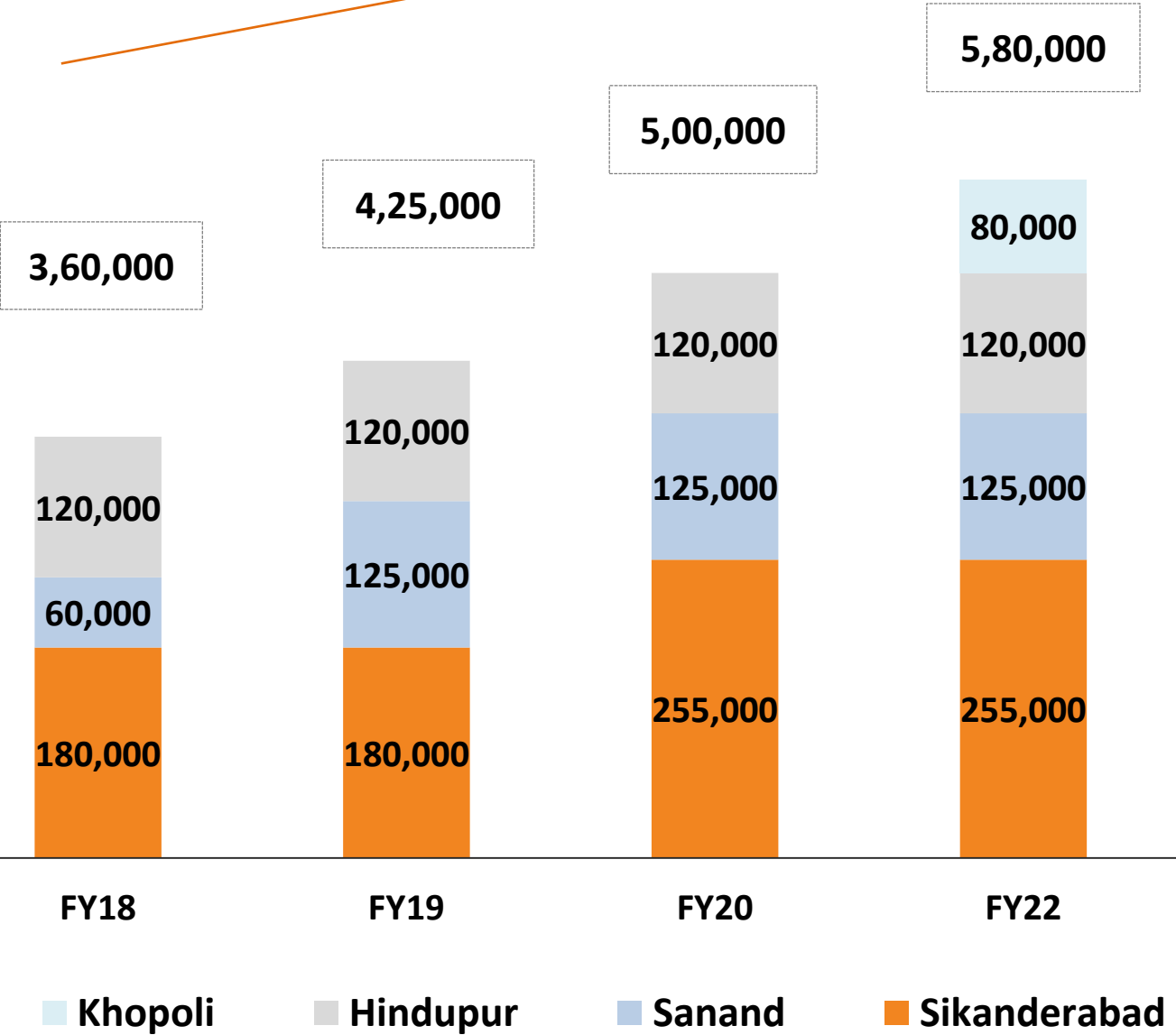


Plant Location	Capacity (MTPA)	Product Portfolio
Sikandrabad, UP	2,55,000	MS Steel Pipes, Hollow Sections, GI Pipes, Cold Rolled Coils & Strips, GP Coils, GC Sheets, Crash Barriers, Color Coated Coils
Sanand, Gujarat	1,25,000	MS Steel Pipes, Hollow Sections & GP Pipes
Hindupur, AP	1,20,000	MS Steel Pipes,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

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

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

Grown ~ 1.6 fold



Agriculture



Auto



**Architecture
Construction**



Industrial



Infrastructure



**HI-TECH
ONE STOP
SHOP**



Our Manufacturing Facilities

Sikandrabad, Uttar Pradesh Unit-1



Sikandrabad, Uttar Pradesh Unit-2



Hindupur, Andhra Pradesh



Khopoli, Maharashtra



Sanand, Gujarat

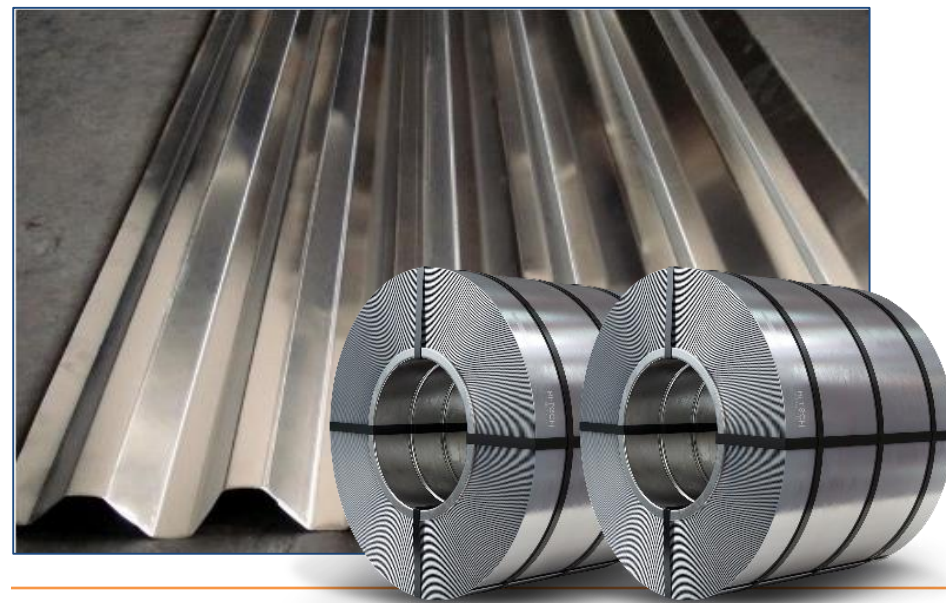


NEW INITIATIVES- NEW PRODUCTS LAUNCHED



- A Brown field expansion in our Sikandrabad Facility
- Commercial Production of Color Coating Line having an installed capacity of 50,000 MT started on 01st January, 2023.
- “**Hi-Tech ColorStar**” are premium color coated coils used in Warehouses, Industrial Sheds, Bus Body, Metros, Hilly areas, Wall Cladding, Doors and Window Frames etc.
- It is a Value Added Product for the company.

- Green Field setup at Makhiyav, Sanand, Ahmedabad mainly to Cater West India and Export Market.
- Entry into Large Dia segment upto 16 inches round pipes for Water, Infrastructure, Oil & Gas Segment.
- With addition of this facility, Company shall be able to enlarge its product basket from ½ to 16 inches.



- The company has **started GP/GC line at its Sikandrabad facility having a capacity of 60,000 MT** as a forward integration to our Cold rolled Coil line.
- The capacity is at its full swing and is getting a very good response from market.

Corporate Branding- Campaign started on 2 most prominent metro stations of Delhi - Akshardham and Botanical Garden Metro Stations catering to over 65 Lac commuters per month. One of the busiest metro stations of delhi.

Hi-TECH
STEEL PIPES



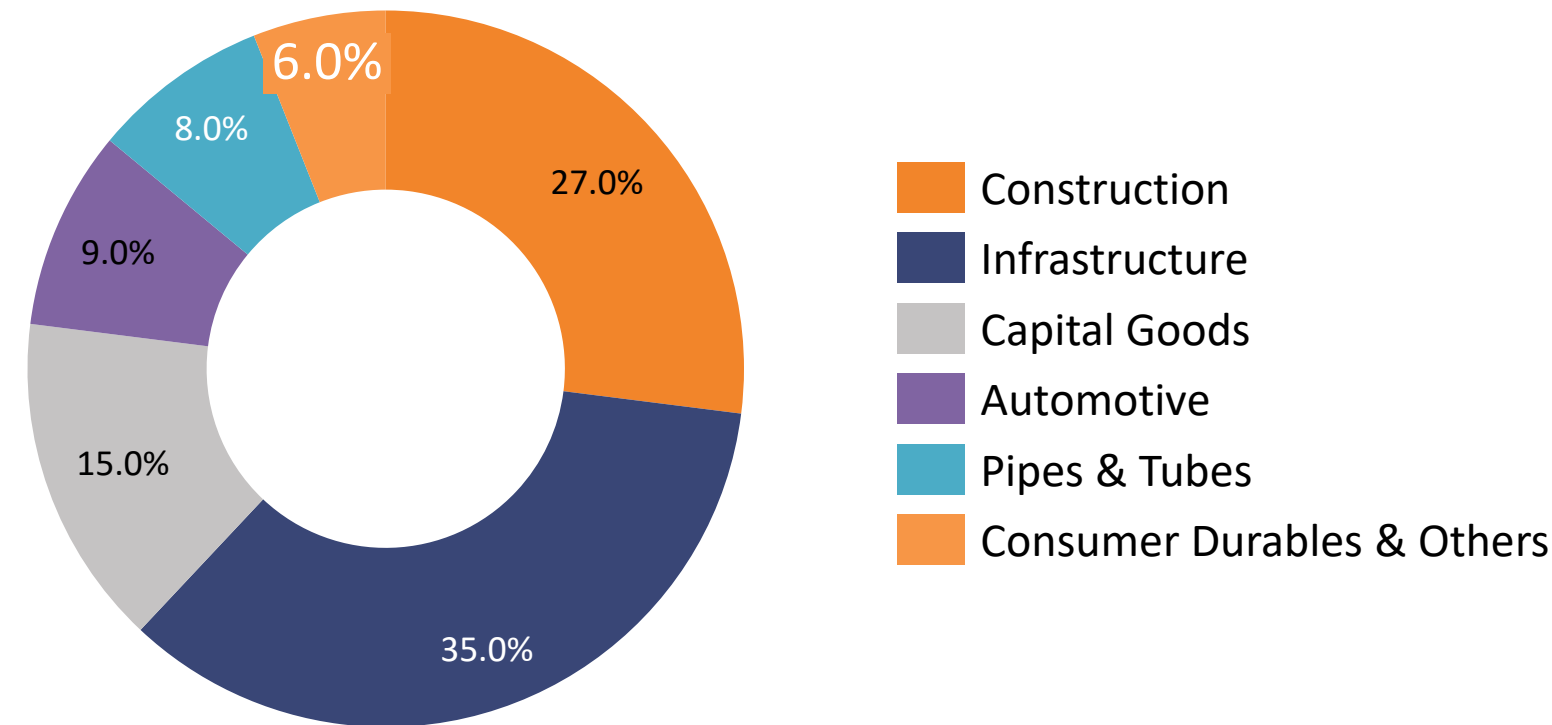
Strategic Focus & Future Prospects

Huge Opportunity in the Indian Steel Pipes & Tubes Industry

Indian Steel Pipes & Tubes Industry

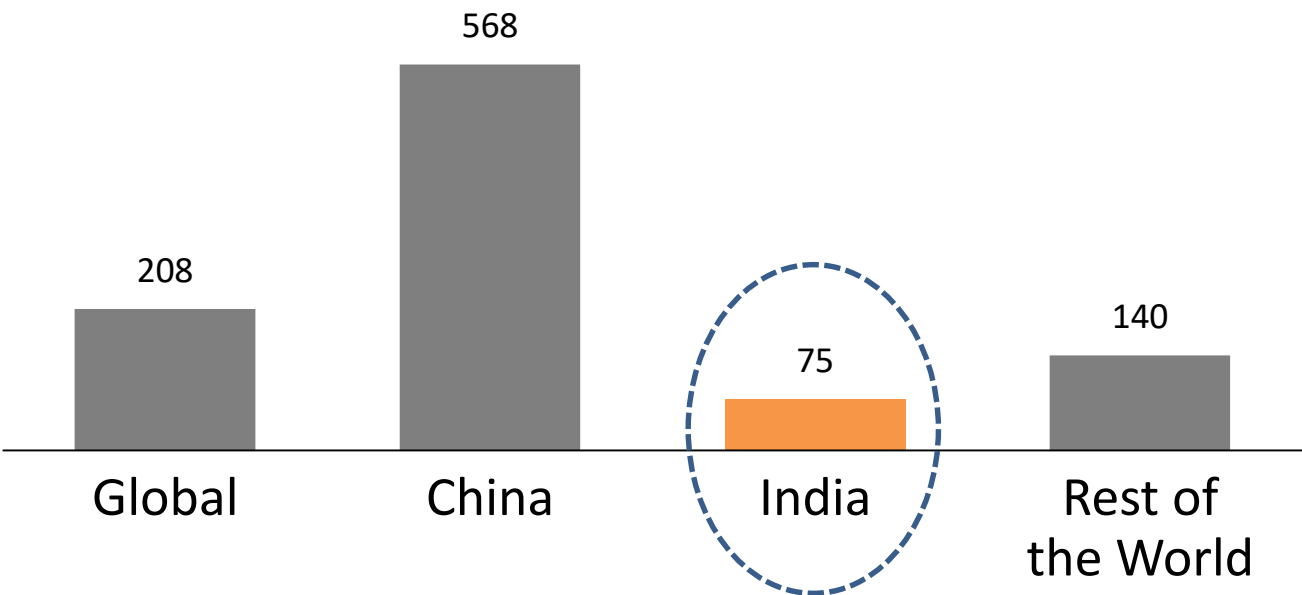
- **Market Size:** ~Rs 500 billion (~8% of total domestic steel market)
- **Total Domestic Consumption:** ~8.5 million tonnes (FY21)
- **Growth Rate last 5 years:** 6-7% CAGR
- **Growth Rate expected next 5 years:** 8-9% CAGR
- **Demand Drivers:** Water transportation, Oil & Gas pipeline, Infrastructure, Agriculture & Irrigation, Housing etc.

Sector wise Consumption Break-Up

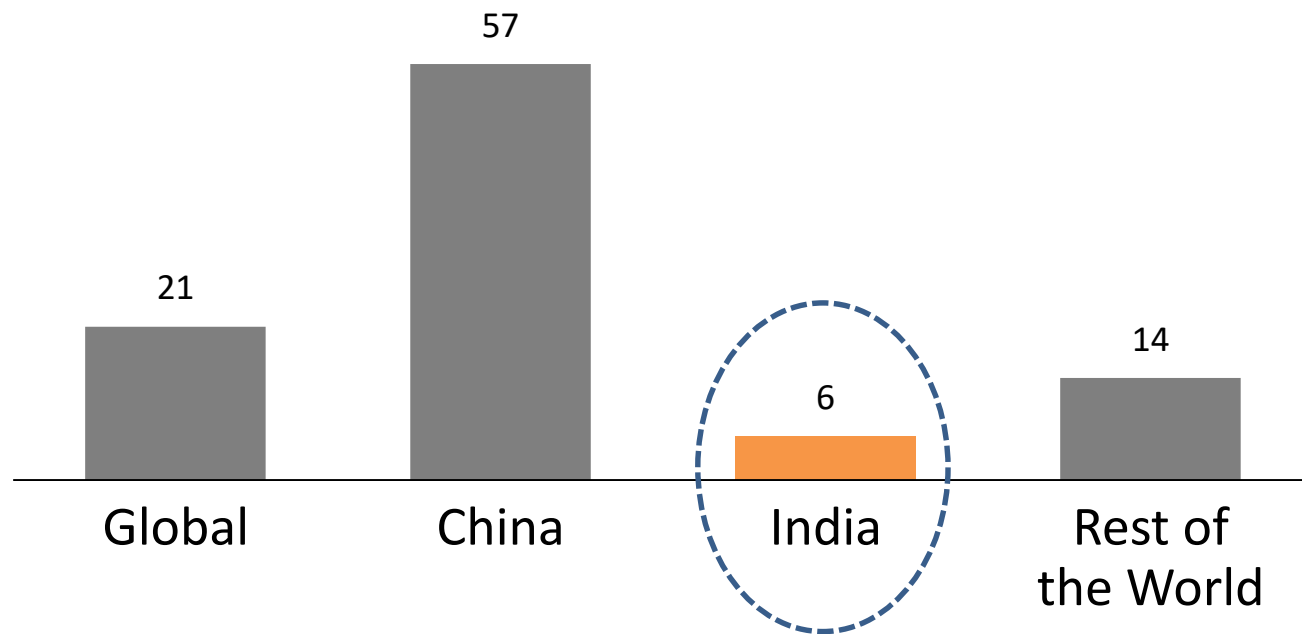


Source: Industry data

Per Capita Consumption (Kgs) - Steel



Per Capita Consumption (Kgs) – Steel Pipes & Tubes



Huge demand from various sectors aided by Government Schemes



Infrastructure & Housing

- Urban development program – **Smart cities, Amrut Scheme, Hriday, National Infrastructure Pipeline (NIP)**
- 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)



Defence

- Major application of Structural Steel in the **manufacturing of equipments for Indian Defence Forces**



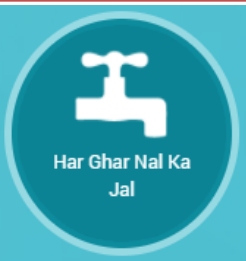
Airports

- '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**
- Bullet train Project , National Rail Corridor



Water Supply

- 'Nal se Jal' scheme** to offer piped water to every rural house by 2024 with outlay of Rs 3.5 lac crore
- UP Jal Nigam
- Jal Jeevan Mission of Central Government to provide safe and adequate drinking water through individual household tap connections by 2024 to all households in rural India.



Agriculture

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



Source: Industry data

Oil & Gas

- 4 mn mt of estimated demand for pipes
- City Gas Distribution
- One Nation, One Gas Grid- Expanded by 17,000 KM to 34,500 km by 2025



Solar

- Future of Power Generation – exponential growth

Team HI-TECH: Board of Directors



Mr. Ajay Kumar Bansal
Chairman & Managing Director

- An Industry stalwart with over 38 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 & Chief Financial Officer

- B.Sc. (Economics) in Banking & Finance graduate from the Cardiff University, England, with over 14 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
Member-CAIIB



Mr. Vivek Goyal
Non-Executive
Independent Director
Practicing CA



Mr. Mukesh Kumar Garg
Non-Executive
Independent Director
Ex-Railway IRSE Officer



Mrs. Neerja Kumar
Non-Executive
Independent Director
Ex-Banker

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



Marquee Clients



Marquee Projects which used Hi-Tech Products



High Speed Bullet Train



Jal Jivan Mission



Dedicated Fright Corridor



Naitonal Express way



5G Telecom Towers



Solar Mounting Structures

...Validated by Quality Certifications and Client Awards

Hi-TECH
== STEEL PIPES ==



**DNV
BUSINESS
ASSURANCE
CERTIFICATE**



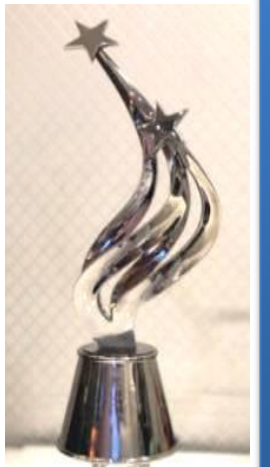
**CERTIFICATE
OF
RECOGNITION
MINISTRY OF
COMMERCE
INDUSTRY**



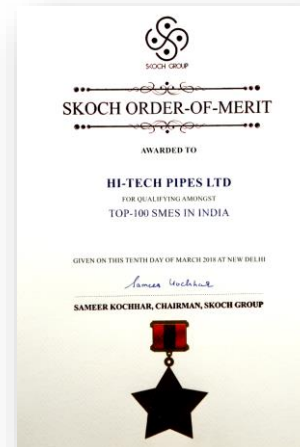
**EXEMPLARY
GROWTH &
INNOVATION
AWARD
SUPER SME**



**PERFORMANCE
EXCELLENCE AWARD
MINISTRY OF STEEL,
GOVERNMENT OF
INDIA**



**BEST COMPANY
OF THE YEAR
AWARD
IBC
CORPORATION,
USA**



**AMONG TOP
100 SMEs
SKOCH
GROUP**



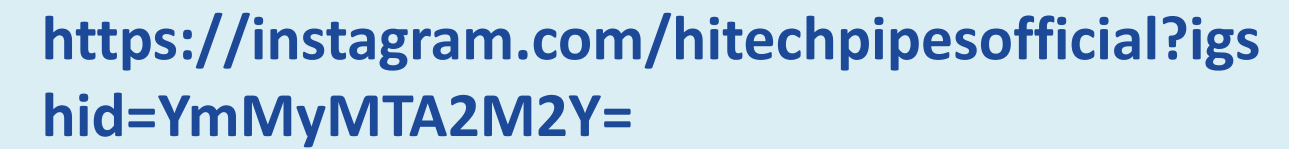
**TOP
PERFORMER
AWARD
FROM SAIL**



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



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THANK YOU

For Further Information, Please Contact:

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