



HI-TECH
PIPES LIMITED

To,

14- November-2018

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 and half year ended 30th September, 2018.

Kindly take the above information on record and oblige.

Thanks and Regards,

For **Hi-Tech Pipes Limited**
For **HI-TECH PIPES LTD.**


Company Secretary
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 Limited

Q2 & H1 FY19
Result Update Presentation



Multiplying Growth Through Value Addition



Disclaimer



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Chairman's Message



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

"I am happy to share with you the performance of the Company for the Quarter and half year ended 30th September 2018. Our continuous efforts and strategic plan of expanding in existing capacities and improving efficiency has been executed successfully.

I would also like to share that the company is in line with conserving energy by installing solar project at Hindupur facility, Andhra Pradesh. This solar project will be generating 400 KWH of energy, this is a significant step towards bringing in greater operational efficiencies in the Company. I glad to share with you all, that the Company have been awarded with Secondary Steel Sector Trophy by Ministry of Steel, Governemnt Of India.

We are confident that with developed distribution network and deep client relationship we would be achieving good growth in volume and increase our market share in coming months. With demands coming in from agriculture and infrastructure sectors and with focus on implementation of government policies and reforms, we are confident about increasing our share of value-added products in our portfolio."



Chairman's Message

**Consolidated Financial
Highlights**

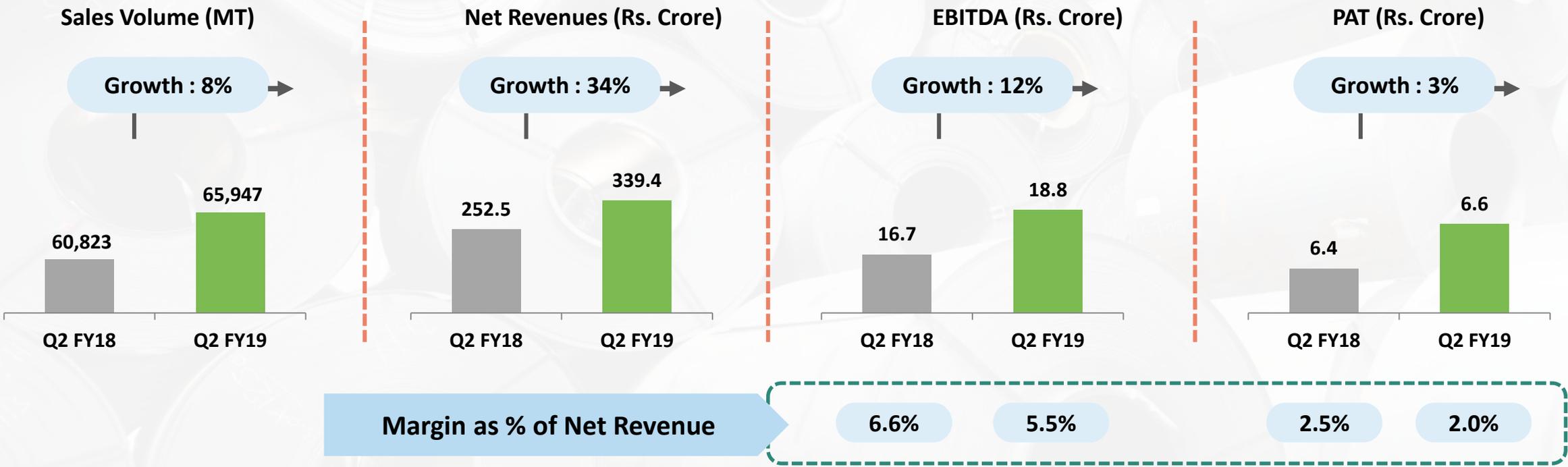
Company Overview

Business Overview

Way Ahead

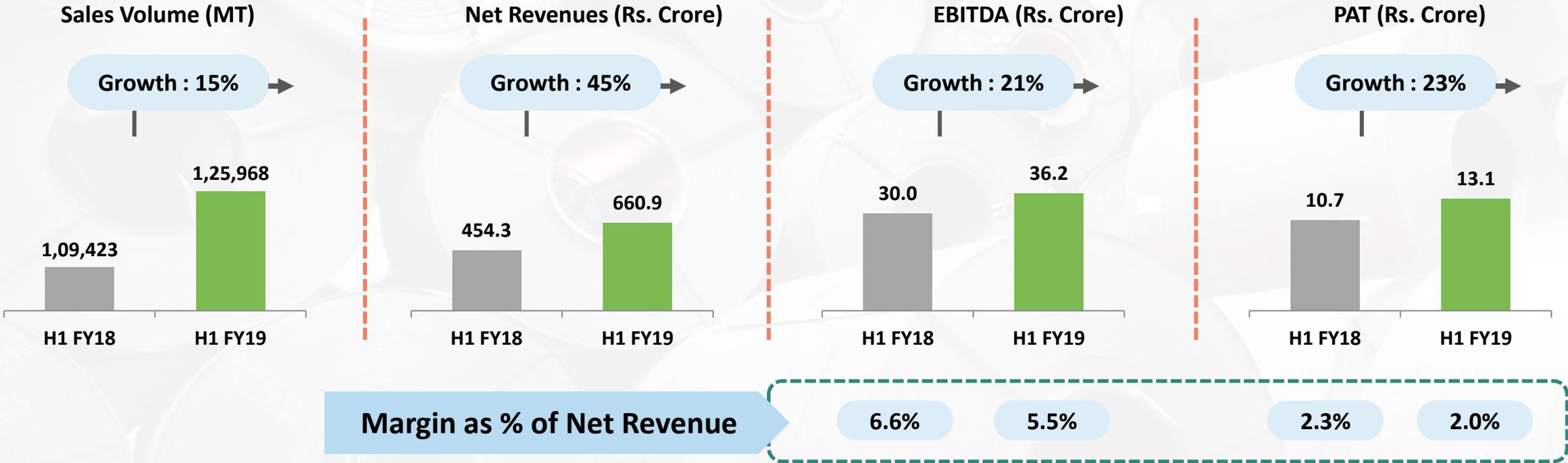


Consolidated P&L Highlights – Q2 FY19 vs. Q2 FY18



- Growth in revenue driven by Increase in volumes and higher realizations
- Higher contribution of value added products and better operational efficiencies leading to increase in EBITDA

Consolidated P&L Highlights – H1 FY19 vs. H1 FY18



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

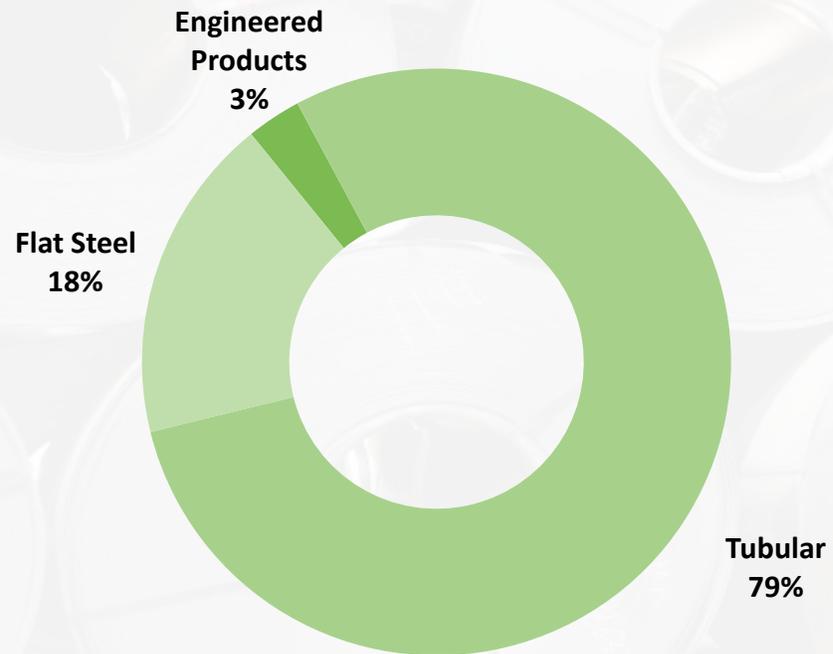


Consolidated Quarterly & Half Yearly P&L Highlights

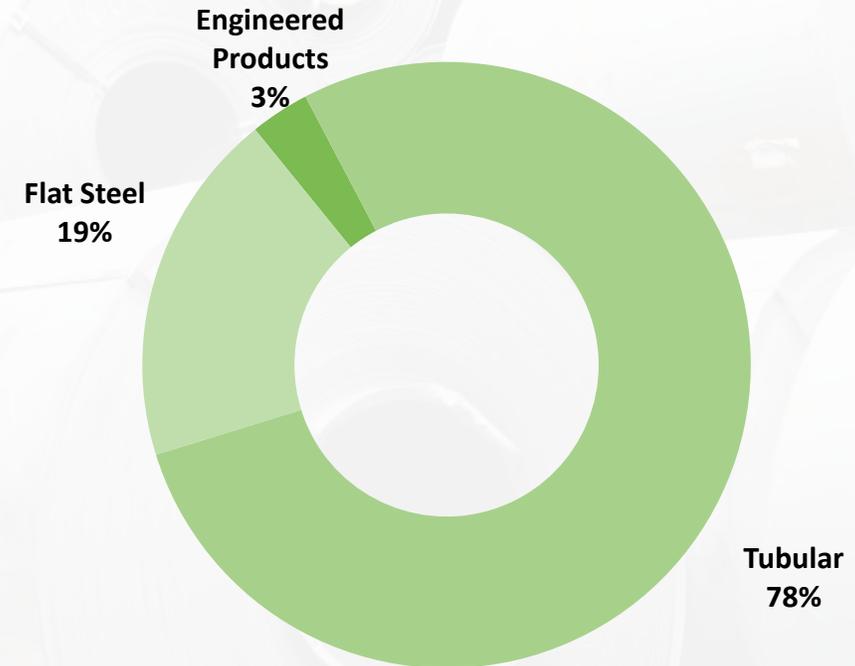
Rs. in Cr	Q2 FY19	Q2 FY18	Y-o-Y %	Q1 FY19	Q-o-Q %	H1 FY19	H1 FY18	Y-o-Y %
Total Income from Operations	339.4	252.5	34%	321.5	6%	660.9	454.3	45%
Raw Materials	309.3	225.7		292.1		601.4	404.9	
Employee Cost	3.6	3.3		3.3		6.9	6.1	
Other Cost	7.7	6.8		8.7		16.4	13.4	
Total Expenditure	320.6	235.8		304.1		624.7	424.4	
EBITDA	18.8	16.7	12%	17.4	8%	36.2	30.0	21%
Other Income	0.2	0.3		0.2		0.3	0.6	
Depreciation	1.3	1.0		1.4		2.7	1.9	
Interest	7.7	6.9		6.8		14.5	13.4	
Profit Before Tax	9.9	9.2	8%	9.5	5%	19.4	15.3	27%
Tax	3.3	2.8		2.9		6.3	4.6	
Profit After Tax	6.6	6.4	3%	6.5	2%	13.1	10.7	23%
Basic EPS (in Rs.)	6.19	6.23		6.16		12.34	10.36	

Segment Wise Volume Break Up – H1 FY19 & H1 FY 18

H1 FY19



H1 FY18





Consolidated Balance Sheet



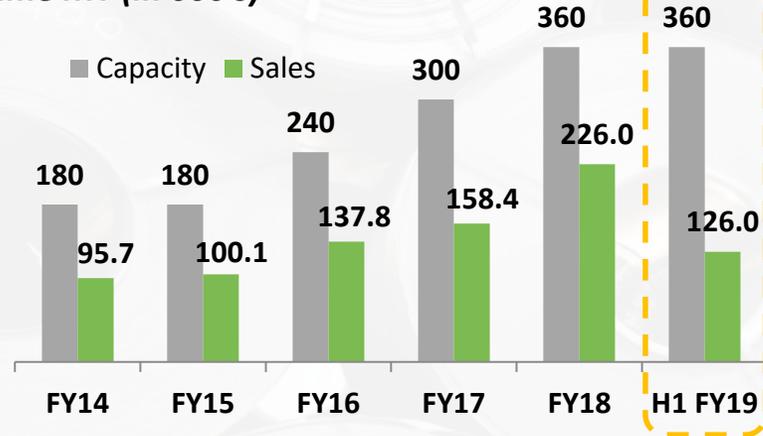
Rs. in Cr	As on 30 th Sept – 18	As on 31 st March – 18
Equity	132.7	113.6
Equity Share Capital	10.7	10.5
Other Equity	122.0	103.1
Liabilities		
Non Current Liabilities	83.8	83.8
Financial Liabilities		
Borrowing	73.8	70.4
Other Financial liabilities	1.0	6.4
Provisions	0.6	0.6
Deferred Tax Liabilities (Net)	8.5	6.4
Current Liabilities	271.0	251.2
Financial Liabilities		
Borrowings	192.1	172.1
Trade Payables	49.4	45.4
Other Financial Liabilities	15.8	13.1
Other Current Liabilities	9.6	16.0
Provisions	1.2	1.2
Current Tax Liabilities (Net)	3.0	3.3
Total	487.6	448.6

Rs. in Cr	As on 30 th Sept – 18	As on 31 st March – 18
Non-current Assets	159.7	149.4
Property, Plant and Equipment	126.4	123.9
Capital Work in Progress	25.8	17.4
Other Intangible asset	0.1	0.1
Investments	0.1	0.0
Loans	2.8	2.7
Other Non Current Assets	4.5	5.3
Current Assets	327.9	299.2
Inventories	164.9	154.3
Financial Assets		
Investments	0.0	0.0
Trade Receivables	125.1	103.9
Cash & Cash Equivalent	1.0	0.9
Bank Balance other than above	12.7	11.9
Other Current Assets	24.2	28.1
Total Assets	487.6	448.6

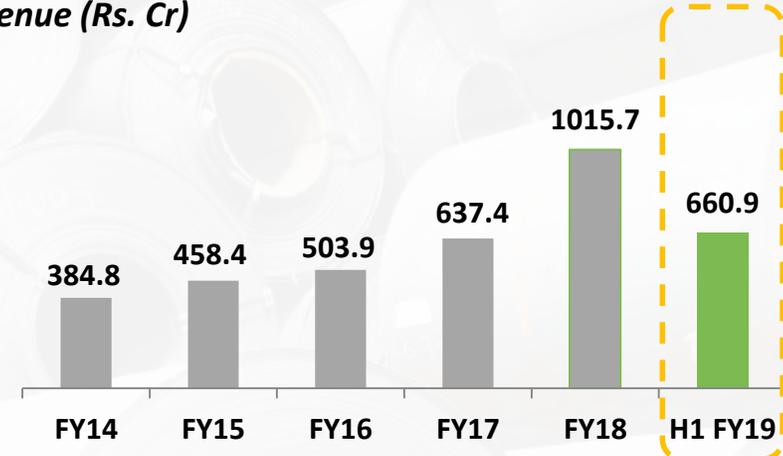
Consolidated Financial Highlights



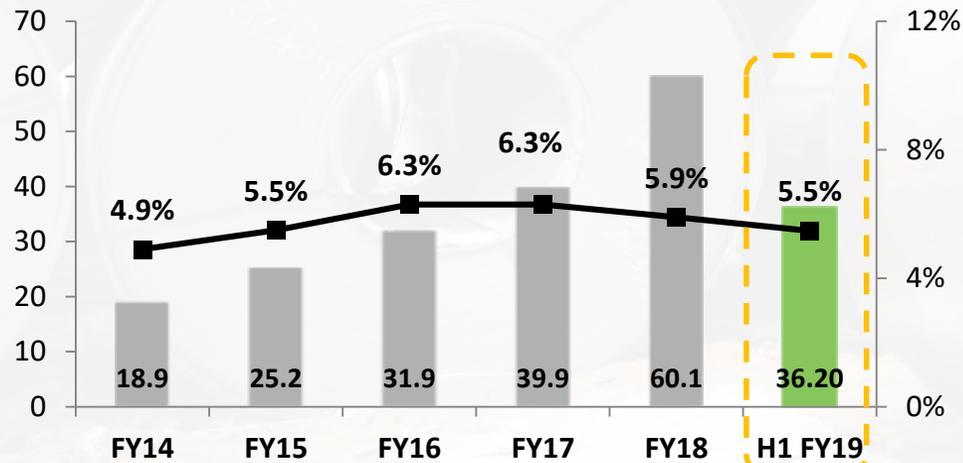
Volume MT (in 000's)



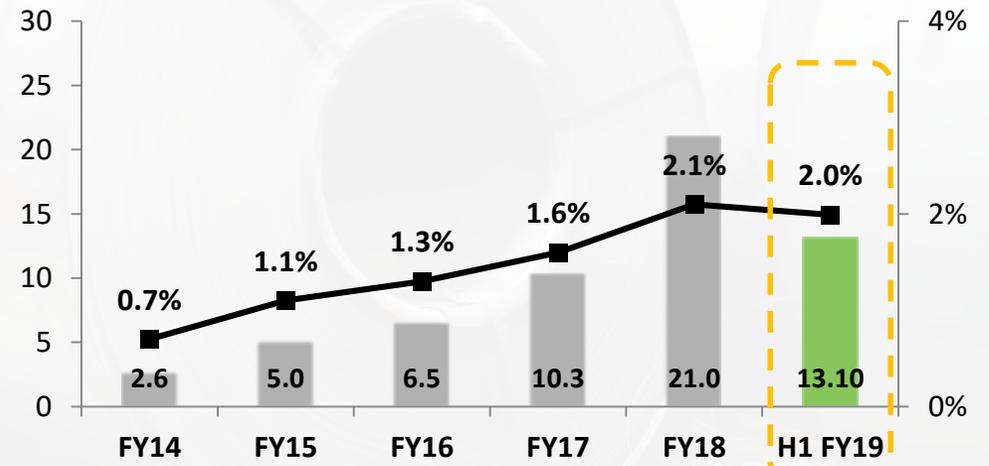
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



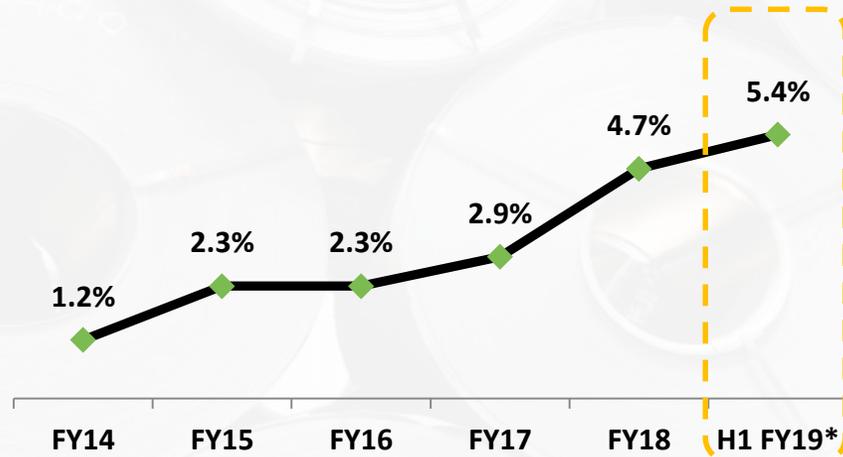
PAT (Rs. Cr) / Margin (%)



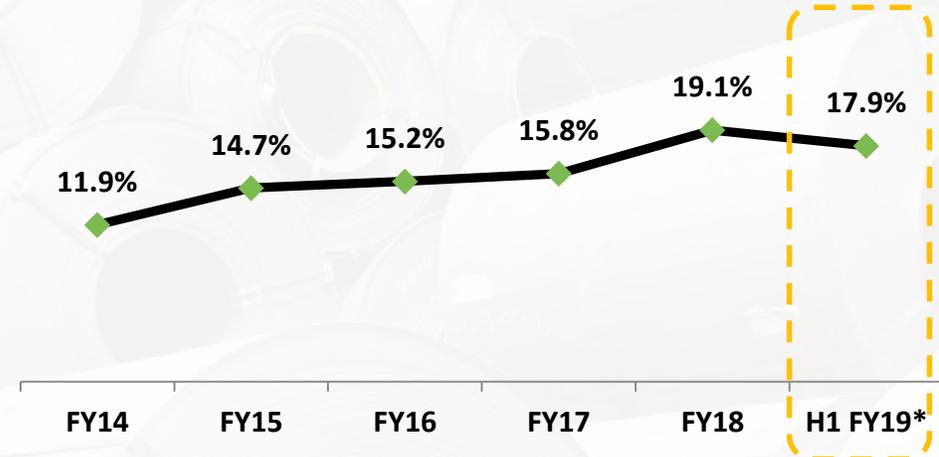


Consolidated Financials Ratios

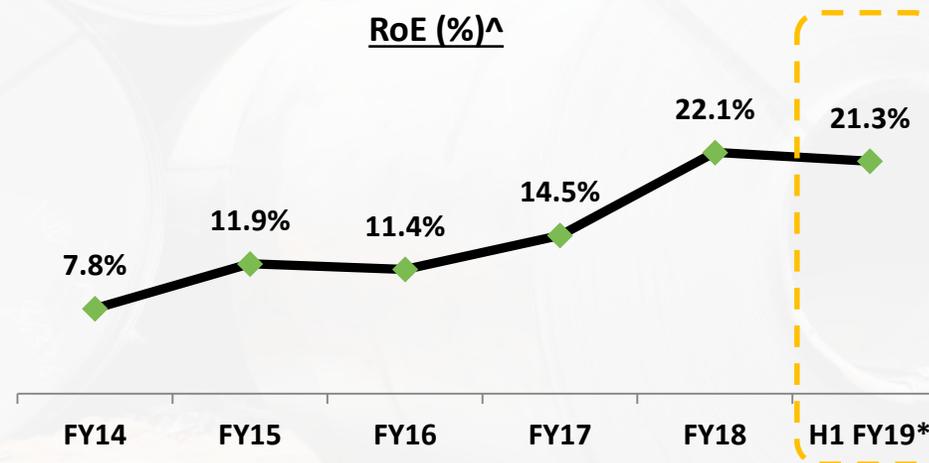
ROA (%)**



RoCE (%)#



RoE (%)^



(*H1 FY19 Annualized figures)

(**ROA = Net Profit/ Total Assets,# RoCE = EBIT/(Average shareholders fund + long term borrowings + short term borrowings-Non current investment), ^ ROE = Net Profit/ Average Net Worth)



Consolidated Annual P&L Highlights

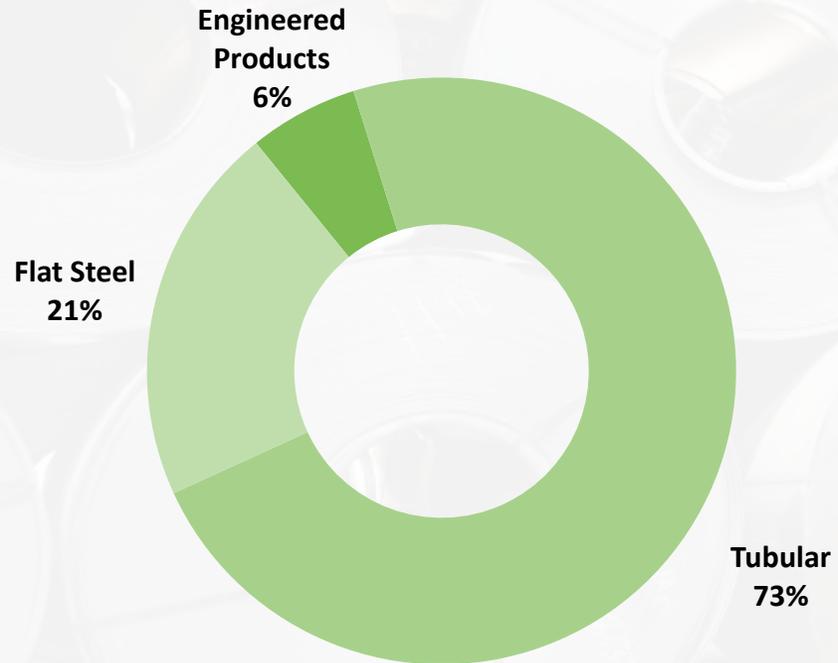


HI-TECH
PIPES LIMITED

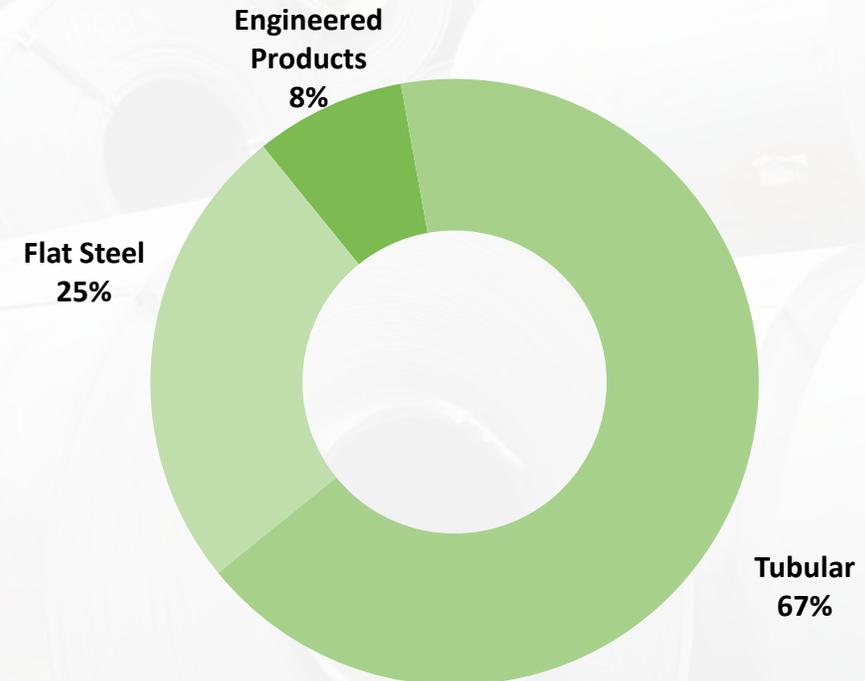
Rs. in Cr	FY18	FY17	Y-o-Y %
Sales Volume (in MT)	226,023	158,428	43.0%
Total Income from Operations	1,015.7	637.4	59.3%
Raw Materials	913.3	562.7	
Employee Cost	12.1	10.6	
Other Cost	30.1	24.3	
Total Expenditure	955.5	597.5	
EBITDA	60.1	39.9	50.8%
Other Income	1.3	2.4	
Depreciation	4.0	6.9	
Interest	27.4	20.5	
Profit Before Tax	30.0	14.9	
Tax	9.0	4.5	
Profit After Tax	21.0	10.4	102.3%
Basic EPS (in Rs.)	20.39	10.08	102.3%

Segment Wise Revenue Break Up – FY 18 & FY 17

Contribution – FY18



Contribution – FY17





Consolidated Balance Sheet



Rs. in Cr	As on 31 st Mar - 18	As on 31 st Mar - 17
Equity	113.6	76.9
Equity Share Capital	10.5	10.3
Other Equity	103.1	66.6
Liabilities		
Non Current Liabilities	83.8	63.5
Financial Liabilities		
Borrowing	70.4	49.0
Other Financial liabilities	6.4	10.2
Provisions	0.6	0.6
Deferred Tax Liabilities (Net)	6.4	3.8
Current Liabilities	251.2	219.1
Financial Liabilities		
Borrowings	172.1	119.8
Trade Payables	45.4	57.5
Other Financial Liabilities	13.1	11.2
Other Current Liabilities	16.0	22.7
Provisions	1.2	5.8
Current Tax Liabilities (Net)	3.3	2.2
Total Liabilities	448.6	359.5

Rs. in Cr	As on 31 st Mar - 18	As on 31 st Mar - 17
Non-current Assets	149.4	96.0
Property, Plant and Equipment	123.9	81.1
Capital Work in Progress	17.4	7.7
Other Intangible asset	0.1	0.1
Investments	0.0	0.0
Loans	2.7	2.6
Other Non Current Assets	5.3	4.5
Current Assets	299.2	263.5
Inventories	154.3	124.4
Financial Assets		
Investments	0.0	0.0
Trade Receivables	103.9	95.9
Cash & Cash Equivalent	0.9	1.0
Bank Balance other than above	11.9	15.4
Loans	0.0	0.0
Current Tax Assets (Net)	0.0	0.0
Other Current Assets	28.1	26.9
Total Assets	448.6	359.5



Chairman's Message

**Consolidated Financial
Highlights**

Company Overview

Business Overview

Way Ahead





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 4,20,000 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 300 plus distributors across country

Journey So Far



- Installation of continuous galvanising line
- Installation of Hot Dipped Galvanised Facility



- 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



1988 - 96

- Started manufacturing MS pipes at Sikandrabad-Unit 1
- Started manufacturing Cold Rolled coils & strips

2001 - 05



2008 - 10

- Started production of Highway Crash Barriers
- Started production of Hollow sections and Solar Mounting sections

2012 - 16



2017 - 18

- 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



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



Chairman's Message

**Consolidated Financial
Highlights**

Company Overview

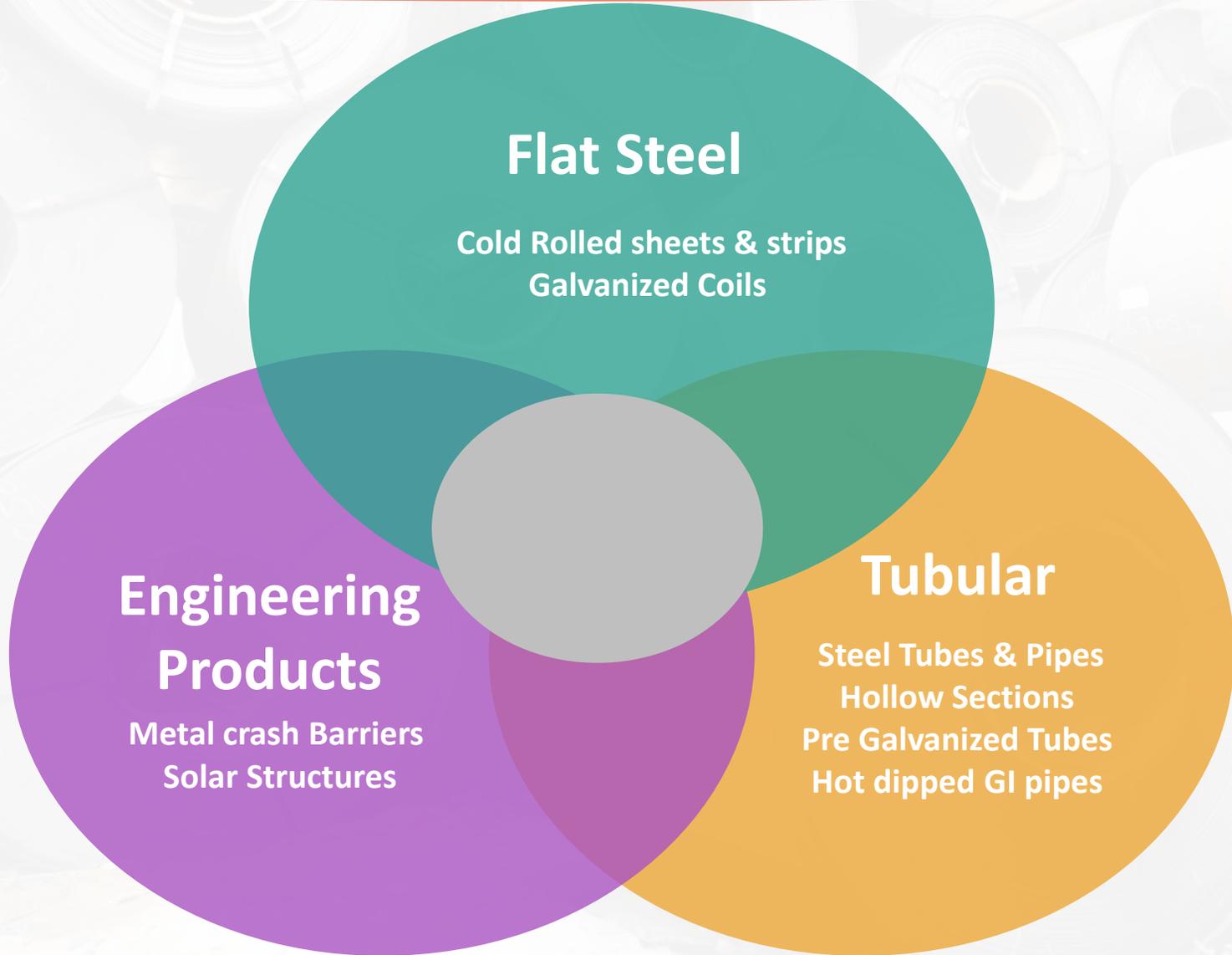
Business Overview

Way Ahead



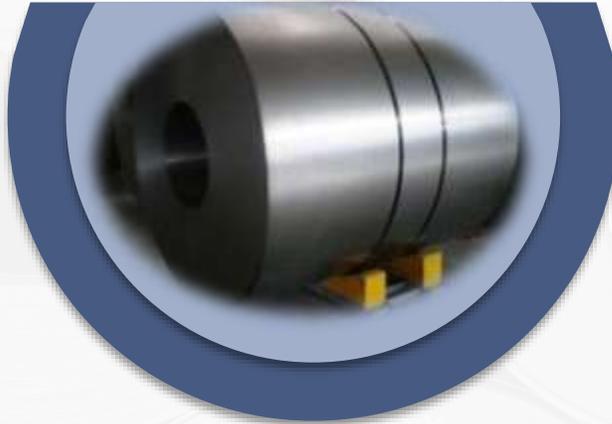


Business Overview



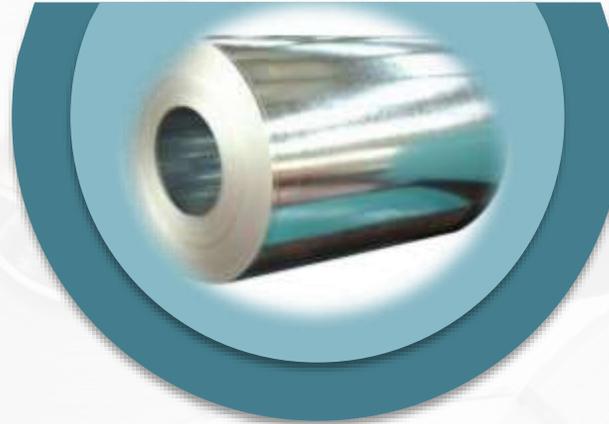
Different Products... ...Catering to wide array of applications

Flat Steel



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

Different Products... ...Catering to wide array of applications

Tubular



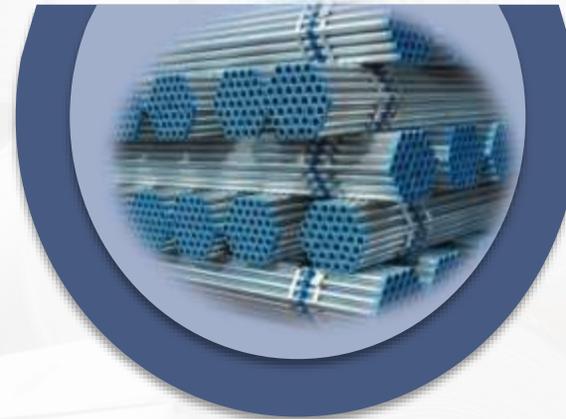
Steel Tubes & Pipes

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

Different Products... ...Catering to wide array of applications

Engineering Products



Metal Crash Barriers

Water Gas & Air Pipeline
Automobiles
Power & Industrial Boilers
Transformers
Superheaters
Economisers
Heat Exchangers
Bicycles
Railways
Electrification and Furniture

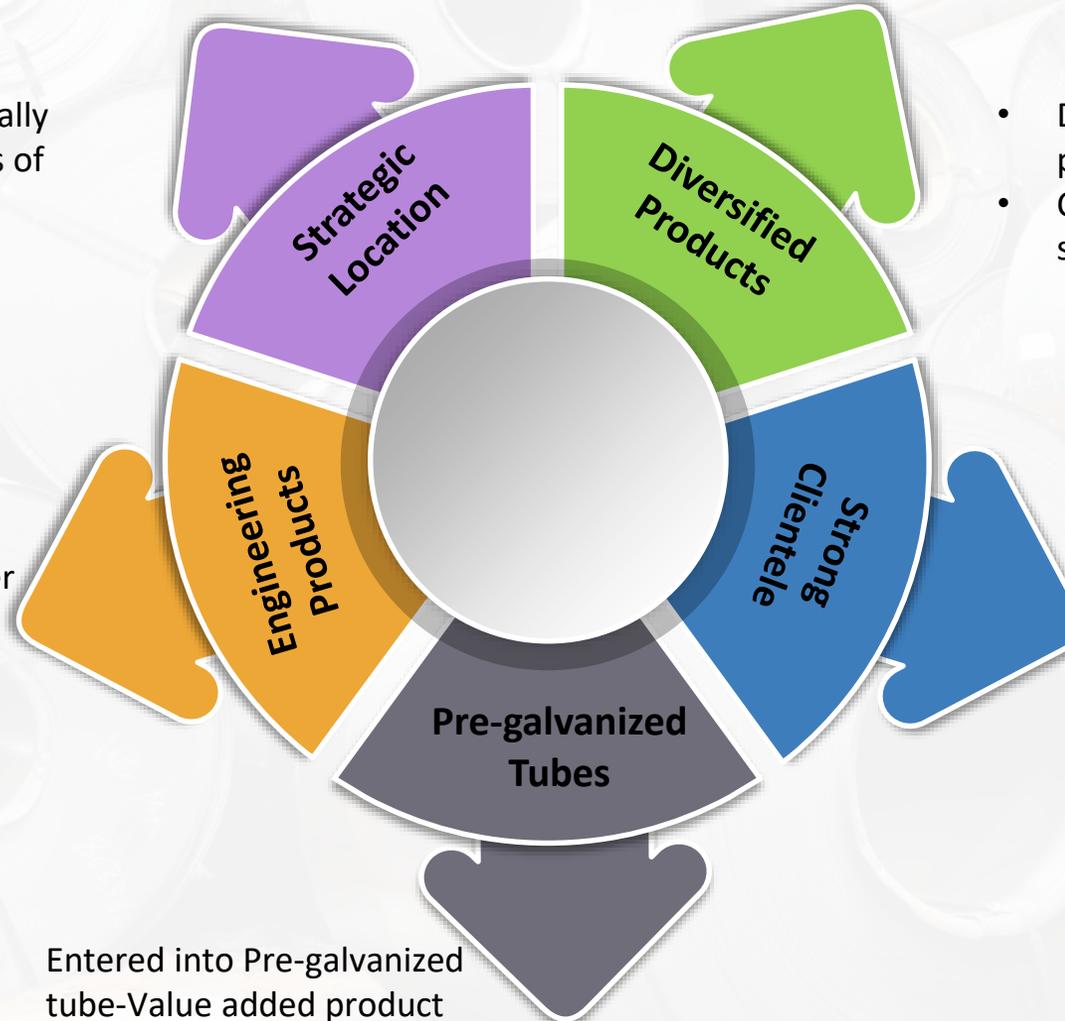


Solar Structures

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



- Diversified, specialized products
- Catering to wide array of sector applications

- Market leader in Crash Barrier segment
- Strong presence in fast growing Solar Structures segment

- 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

- Entered into Pre-galvanized tube-Value added product
- Huge demand from coastal areas and green houses

State-of- Art Manufacturing facilities

- Manufacturing plant Sikandrabad, Uttar Pradesh (UP)
- Installed capacity of 1,80,000 mtpa



- Manufacturing unit in Hindupur
- Installed capacity of 1,20,000 mtpa

- Manufacturing unit in Sanand (Gujarat)
- Installed capacity of 60,000 mtpa



Internationally certified...



Our Esteemed Customers





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.



Chairman's Message

**Consolidated Financial
Highlights**

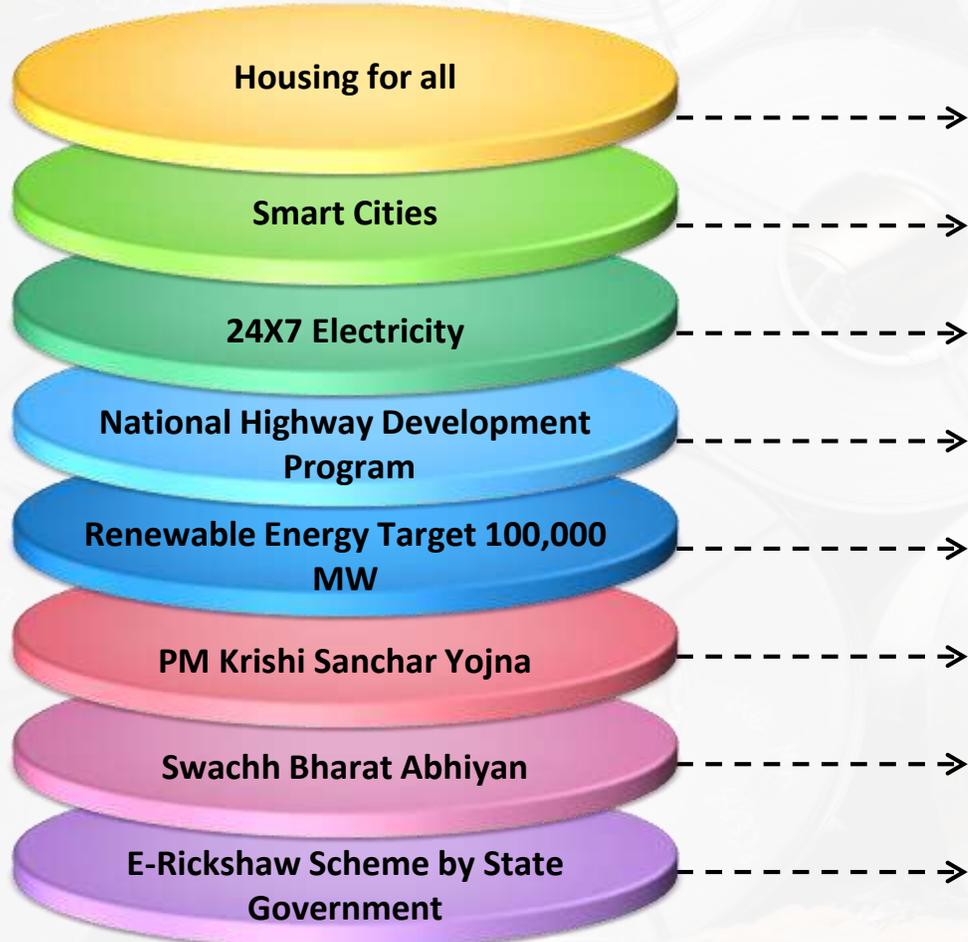
Company Overview

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



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:

Company :

Hi- Tech Pipes Ltd.

Mr. Arvind Bansal

Chief Financial Officer

cfo@hitechpipes.in

<http://www.hitechpipes.in>