

To,

05-November-2020

National Stock Exchange of India Limited

Exchange Plaza, Plot No.C/1, G Block,

Bandra Kurla Complex (E),

Mumbai-400051,

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 Un-audited Standalone and Consolidated Financial Results for the Quarter and half year ended 30th September, 2020.

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

Encl: As above



**Hi-TECH
PIPES
LIMITED**

**Q2 & H1
- FY
2020-21**



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 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.

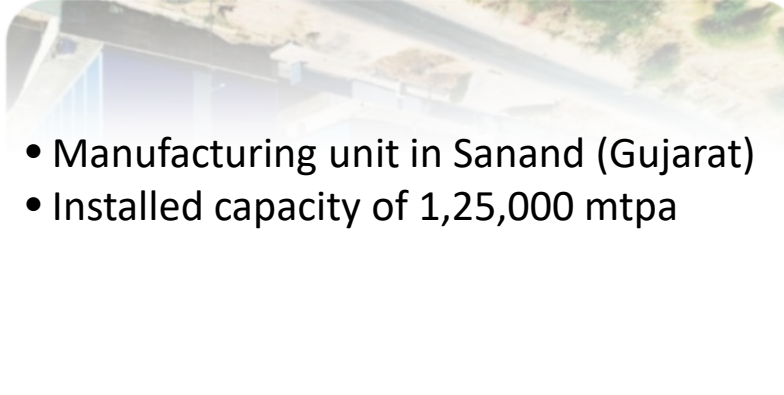


State-of-Art Manufacturing Facilities

- Manufacturing plant Sikandrabad, Uttar Pradesh (UP)
- Installed capacity of 2,55,000 mtpa



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



- Manufacturing unit in Sanand (Gujarat)
- Installed capacity of 1,25,000 mtpa



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.



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

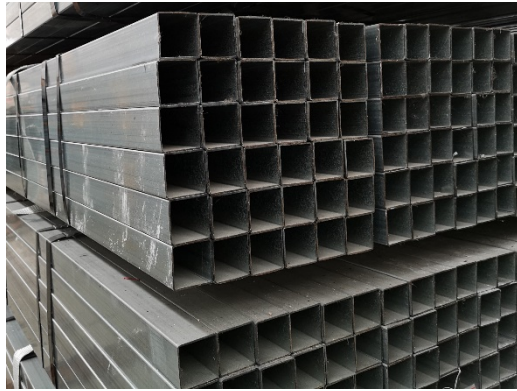
Steel Pipes and Tubes

Power of Strong Brands

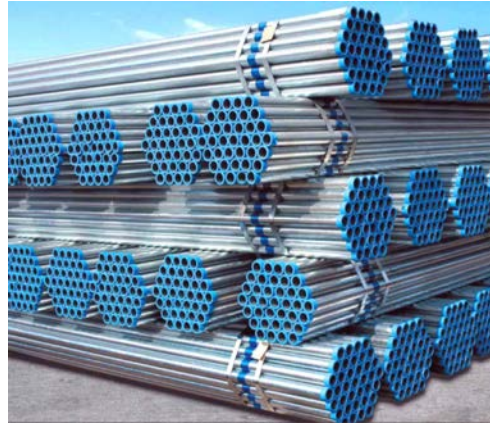


Consistent New Product Introductions

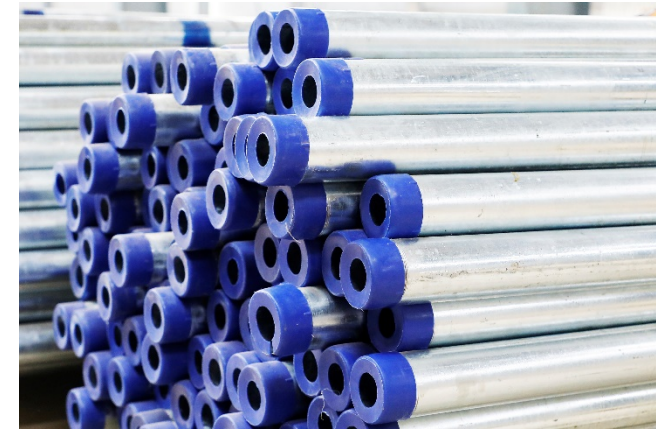
2012: Hollow Pipes



2016: GP Pipes



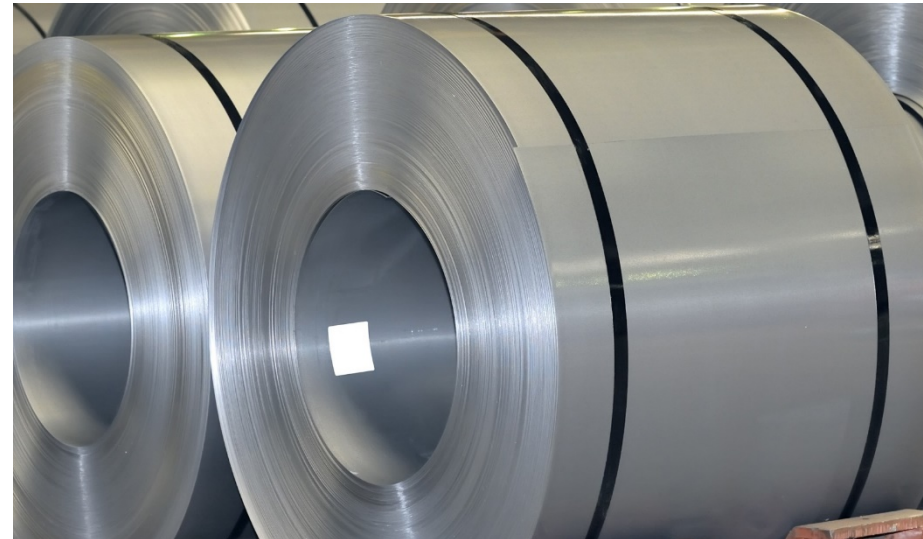
2017 : GI Pipes in South



2015: Metal Beam Crash Guard



2019 : CR Coils 1250mm

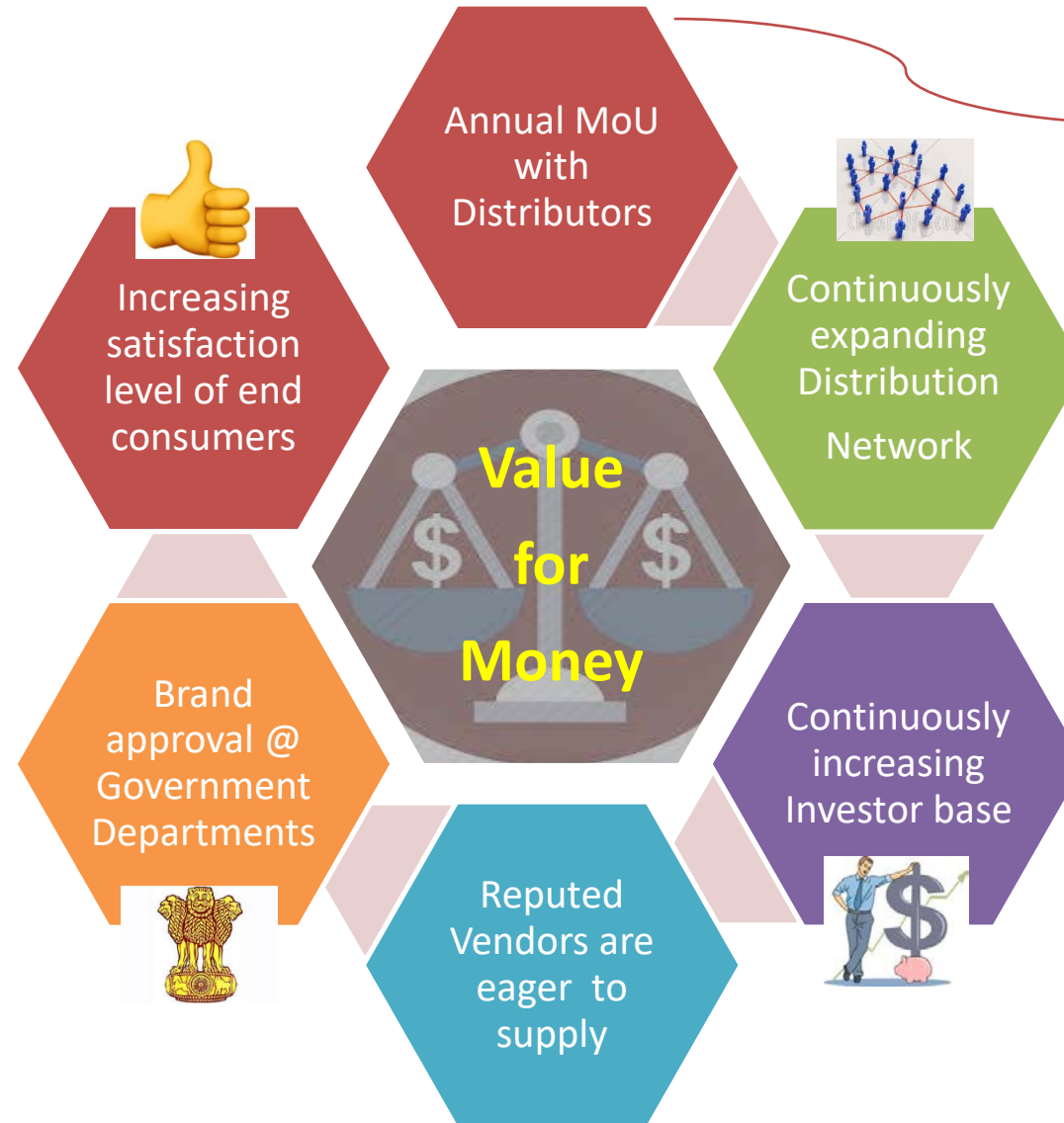


Power of Trust

Testimonial

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

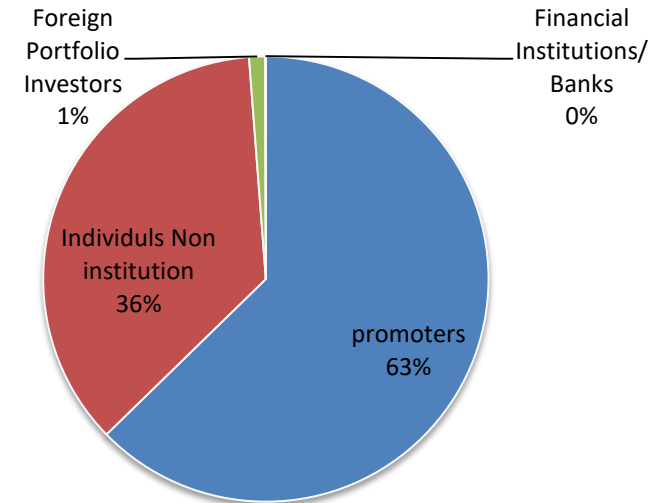
Distributor



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 30.09.2020



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 MINISRY OF STEEL, GOVERNMENT OF INDIA



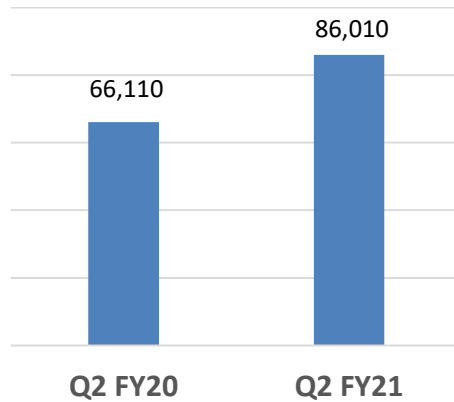
TOP PERFORMER AWARD FROM SAIL



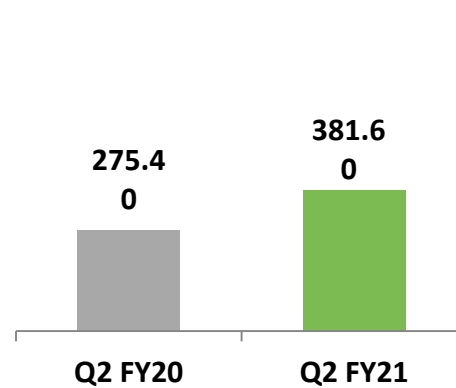
FINANCIALS

Consolidated P&L Highlights

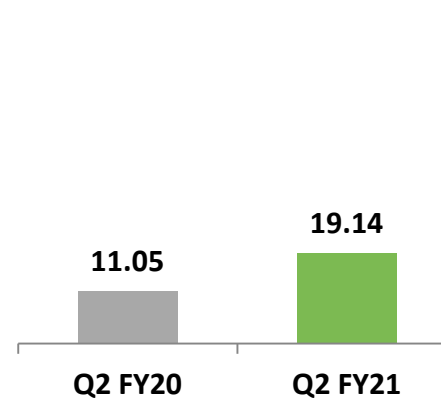
Sales Volume (MT)



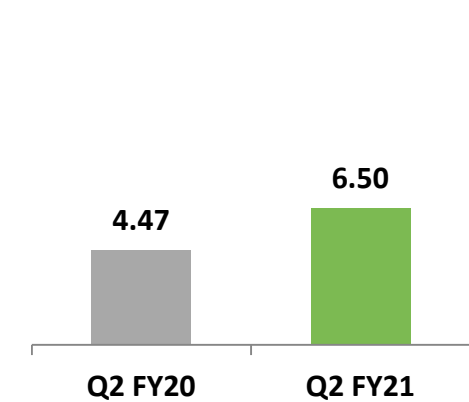
Net Revenues (Rs. Crore)



EBITDA (Rs. Crore)



PAT (Rs. Crore)



Margin as % of Net Revenue

4.01%

5.02%

1.62%

1.70%

135150

121090

H1 FY20

H1 FY21

598.8

533.4

H1 FY20

H1 FY21

29.60

28.28

H1 FY20

H1 FY21

11.50

7.02

H1 FY20

H1 FY21

Margin as % of Net Revenue

4.90%

5.30%

1.90%

1.32%

Commenting on the Company's performance for Q2 FY 21, Mr. Ajay Kumar Bansal, Chairman and Managing Director, HI-Tech Pipes Ltd. said:

“The overall performance for Q2 is better than last year as well as well the previous quarter due to higher sales offtake which resulted in better capacity utilization. Our EBITDA Margins improved on higher sales and significant operational efficiencies.

Based on the current operating environment we expect our performance in H2 will be much better than H1. We expect to close the current financial year with better financial performance as compared to last financial year. We see several tailwinds in our business and as we start getting our new capacity on-stream, we expect revenues and profitability to grow faster in coming quarters. Our strong Dealer and Distributor relations, high product demand will enable us to renew our growth trajectory over the medium to long term.”

Consolidated Qtrly & year ended P&L Highlights

Rs. (in Lakhs)	Q2 FY21	Q2 FY20	Y-o-Y %	Q1 FY21	Q-o-Q %	H1 FY21	H1 FY20	Y-o-Y %
Total Income from Operations	38155.35	27535.00	39%	15187.65	-	53343.00	59884.00	(11 %)
Raw Materials	34753.74	25041.00		13280.00		48033.85	54276.01	
Employee Cost	457.24	448.90		319.48		776.63	838.00	
Other Cost	1030.04	938.10		674.71		1704.65	1811.00	
Total Expenditure	36241.02	26428.00		14274.19		50515.13	56925.01	
EBITDA	1914.33	1107.00	73%	913.46	-	2827.87	2960.00	(4.5%)
Other Income	5.02	21.20		2.43		7.45	32.00	
Depreciation	195.57	151.30		196.00		391.67	302.00	
Interest	815.42	750.13		653.42		1468.84	1402.00	
Profit Before Tax	908.36	226.77	300%	66.47	-	974.81	1286.99	(25%)
Tax	258.05	-221.80		14.50		272.55	136.83	
Profit After Tax	650.31	448.57		51.97		702.27	1150.17	
Other Comprehensive income	0	0		0		0	0	
Total Comprehensive Income	650.31	448.57	45%	51.97	-	702.27	1150.17	(39%)
Basic EPS (in Rs. / share)	5.95	4.18		0.48		6.43	10.74	

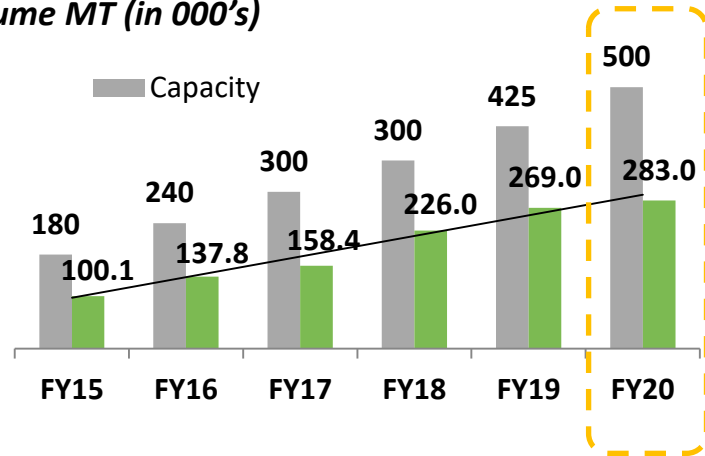
Consolidated Balance Sheet

Rs.(in Lakhs)	As on 30 th Sept– 20	As on 31 st March– 20
Equity	18062.18	17360.26
Equity Share Capital	1092.61	1092.61
Other Equity	16969.57	16267.65
Liabilities		
Non Current Liabilities	11551.81	10265.02
Financial Liabilities		
Borrowing	9948.75	8896.72
Other Financial liabilities	200.12	81.87
Provisions	93.25	97.45
Deferred Tax Liabilities (Net)	1309.69	1188.97
Current Liabilities	28259.21	29150.11
Financial Liabilities		
Borrowings	20768.51	20651.10
Trade Payables	4248.77	5605.96
Other Financial Liabilities	1871.50	1733.23
Other Current Liabilities	571.86	539.71
Provisions	575.21	539.59
Current Tax Liabilities (Net)	223.37	80.52
Total	57873.20	56775.39

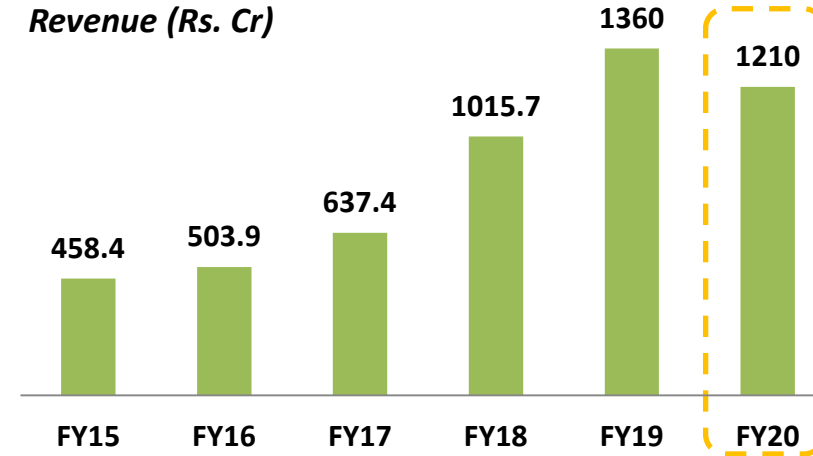
Rs.(in Lakhs)	As on 30 th Sept– 20	As on 31 st March– 20
Non-current Assets	23034.03	20901.93
Property, Plant and Equipment	17473.18	17297.29
Capital Work in Progress	4712.85	2939.61
Other Intangible asset	4.75	4.75
Investments	0.02	0.03
Loans	389.83	361.24
Other Non Current Assets	453.40	299.01
Current Assets	34839.17	35873.46
Inventories	17258.00	17877.14
Financial Assets		
Investments	0.0	0.0
Trade Receivables	13485.90	13727.65
Cash & Cash Equivalent	148.99	72.50
Bank Balance other than above	1764.89	1804.63
Other Current Assets	2181.39	2391.54
Total Assets	57873.20	56775.39

Consolidated Financial Highlights

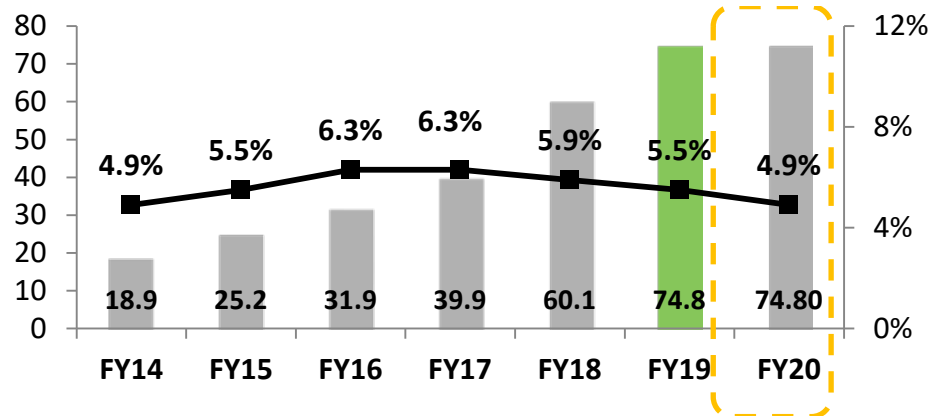
Volume MT (in 000's)



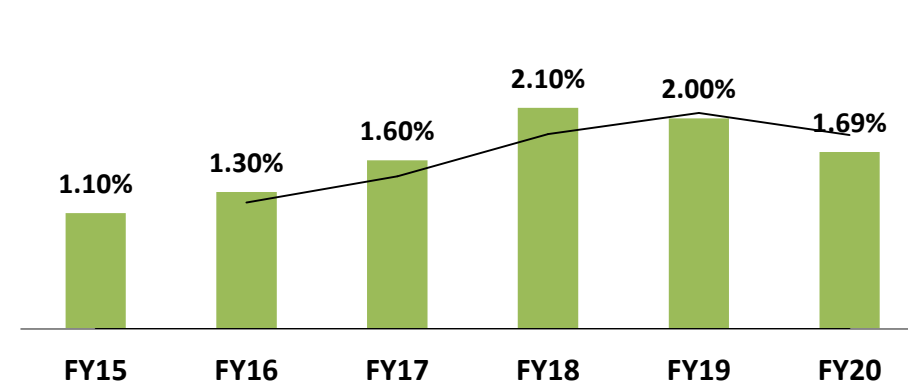
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)

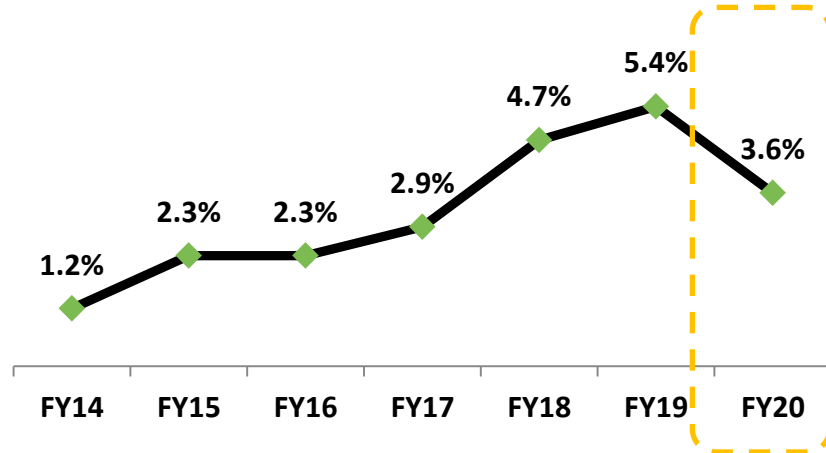


PAT (Rs. Cr) / Margin (%)

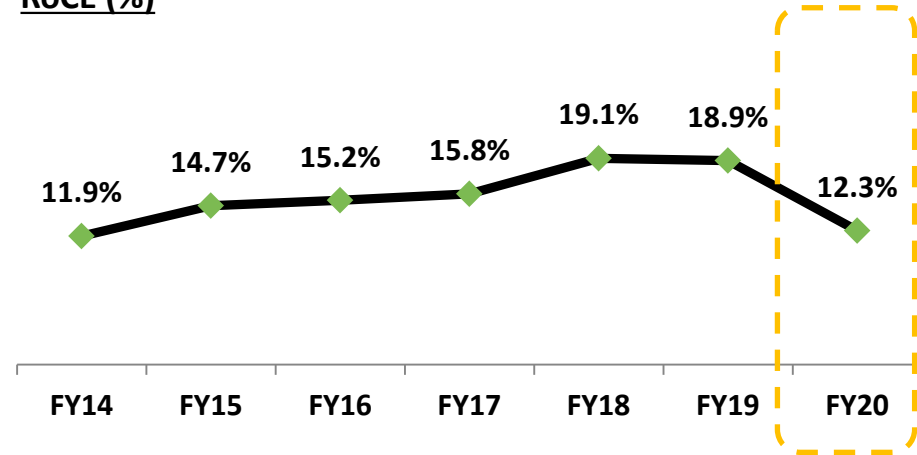


Consolidated Financial Ratios

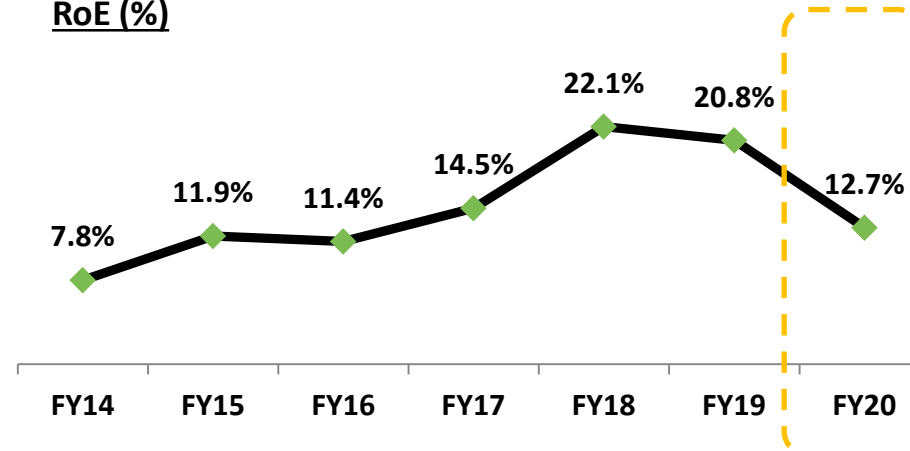
ROA (%)



RoCE (%)



RoE (%)



Consolidated Annual P&L Highlights

Rs. (in Lakhs)	FY20	FY19	Y-o-Y %
Sales Volume (in MT)	283200	269100	5.25 %
Total Income from Operations	120961.50	136042.24	-11.08 %
Raw Materials	109544.61	123638.66	
Employee Cost	1779.17	1367.95	
Other Cost	3715.22	3558.67	
Total Expenditure	115039.00	128565.29	
EBITDA	5922.50	7476.95	-20.86 %
Other Income	124.99	138.09	
Depreciation	657.16	530.97	
Interest	3003.64	2985.39	
Profit Before Tax	2386.70	4098.69	-41.8 %
Tax	347.88	1363.72	
Profit After Tax	2038.81	2734.96	
Other Comprehensive Income	0	18.02	
Total Comprehensive Income	2038.81	2752.98	-27.13 %
Basic EPS (in Rs.)	18.85	25.79	