



HI-TECH
PIPES LIMITED

11-August-2018

To,
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 ended 30th June, 2018.

Kindly take the above information on record and oblige.

Thanks and Regards

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


Company Secretary

Anun 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

Result Update Presentation
August - 2018



Multiplying Growth Through Value Addition



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Chairman's Message



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

"It gives me immense pleasure to share with you the performance of our Company for the Quarter ended 30th June 2018. I am happy to share that this quarter once again we have demonstrated good growth in our revenue. This growth was mainly driven by demand in our ERW steel pipes and additional capacity installation to fulfil such demand in various geographical locations. This robust & consistent growth in our top-line is a testimony of this fact.

We have set our vision to become one of the largest Companies in the ERW space and in line with that we are upgrading our existing capacities. Capacity expansion project in the West (Sanand, Gujarat) 60,000 MTPA is at commissioning stage and expansion of Cold Rolling of 60,000 MTPA for Automobile segment at Sikandrabad Plant is in full swing which is expected to be commission in Q4 and will continue expanding capacities at these geographies. We have been able to achieve very good capacity utilisations already in these three units.

Going forward we are seeing a good demand coming in from agriculture and infrastructure sectors and with focus on implementation of government policies and reforms, we are confident that this will help us to achieve good growth in volume and increase our market share in coming months. We will continue to look at opportunities to expand in the high demand and profitable geographies of the country as well as increase share of value added products in our portfolio. We are confident that our Company's focus on consistent high-quality products and timely delivery will help us increase the customer confidence as well as help us get new customers."



Chairman's Message

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P&L Highlights – Q1 FY19 (YoY)



Volume
60,021 MT

24%



Revenue
Rs. 321.5 Cr

59%



EBITDA
Rs. 17.4 Cr

32%



PAT
Rs. 6.5 Cr

54%



Basic EPS in Rs.
Rs. 6.16 vs Rs. 4.12 (Q1 FY18)

50%

- Revenue growth driven on account of higher volumes and increased realizations
- Increase in EBITDA on account of operational efficiencies and expansion in higher profitable markets of Gujarat and Andhra Pradesh



Q1 FY19 Highlights



Rs. in Cr	Q1 FY19	Q1 FY18	Y-o-Y %	Q4 FY18	Q-o-Q %
Total Income from Operations	321.5	201.9	59.3%	282.3	13.9%
Raw Materials	292.1	179.2		255.9	
Employee Cost	3.3	2.8		3.0	
Other Cost	8.7	6.6		8.4	
Total Expenditure	304.1	188.6		267.3	
EBITDA	17.4	13.3	31.6%	15.0	16.4%
Interest	6.8	6.5		7.1	
Depreciation	1.4	0.9		1.0	
Other Income	0.2	0.3		0.4	
Profit Before Tax	9.5	6.1		7.3	
Tax	2.9	1.8		2.2	
Profit After Tax	6.5	4.2	53.7%	5.1	28.4%
Basic EPS (Rs.)	6.16	4.12	49.5%	4.93	24.9%



Annual Financial Highlights – FY18



Volume
226,023 MT

43%



Net Revenue
Rs. 1015.7 Cr

59%



EBITDA
Rs. 60.1 Cr

51%



PAT
Rs. 21.0 Cr

102%



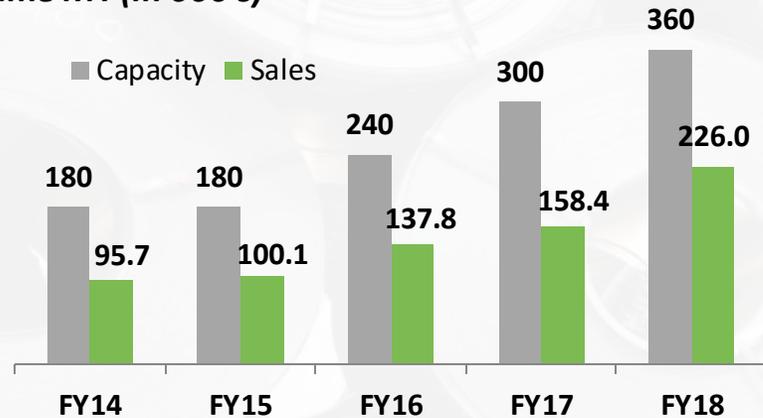
Basic EPS in Rs.
Rs. 20.39 vs Rs. 10.08 (FY 17)

102%

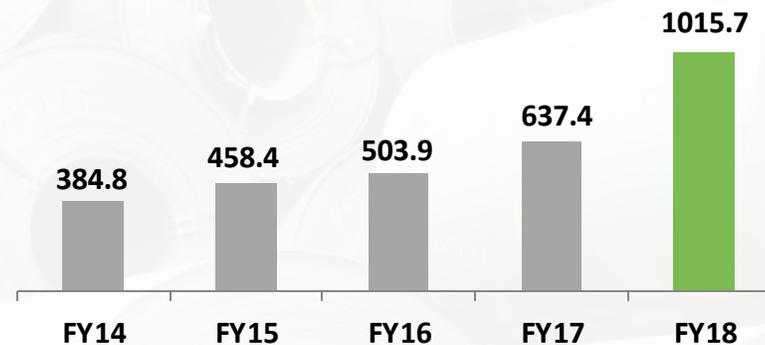


Annual Financial Highlights

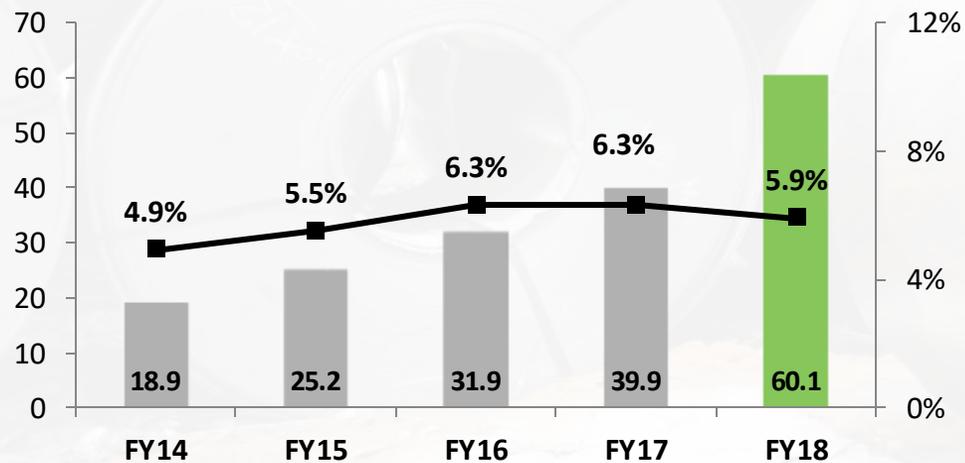
Volume MT (in 000's)



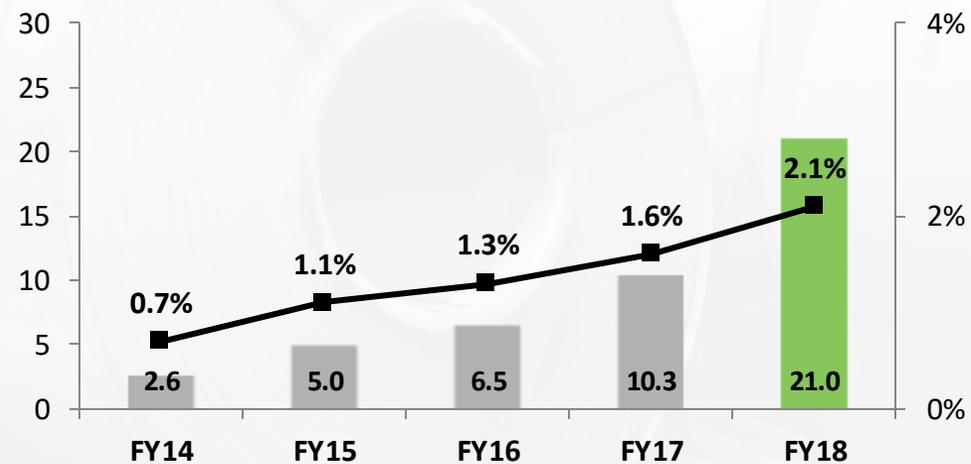
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



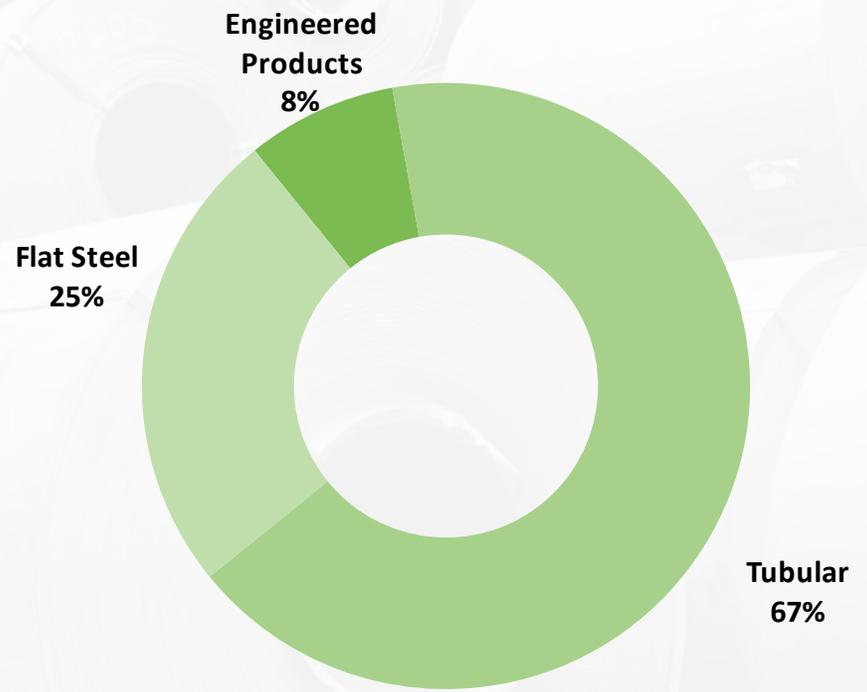
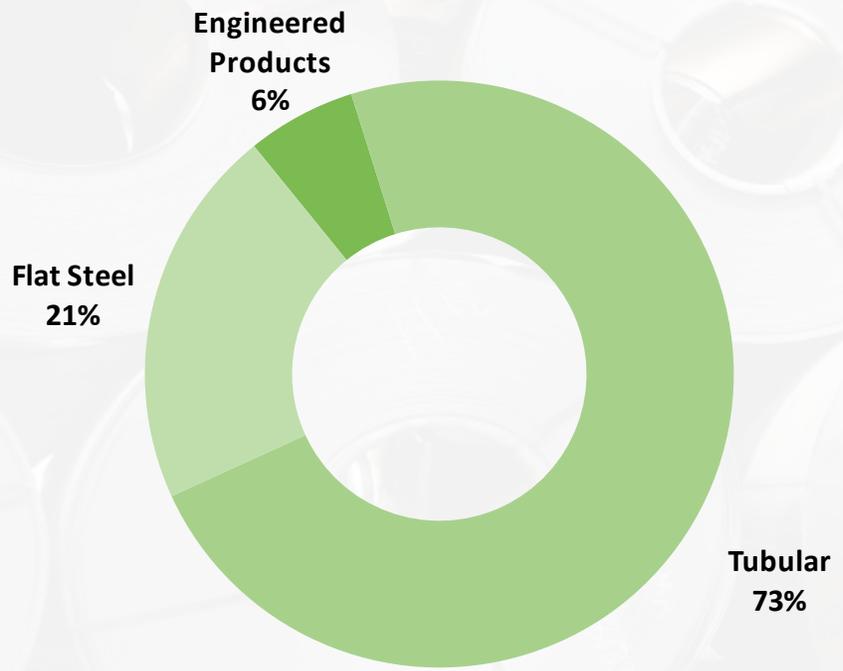
PAT (Rs. Cr) / Margin (%)



Segment Wise Revenue Break Up

Contribution – FY18

Contribution – FY17



* Numbers as per Ind AS guidelines



Annual Financial Highlights – FY18



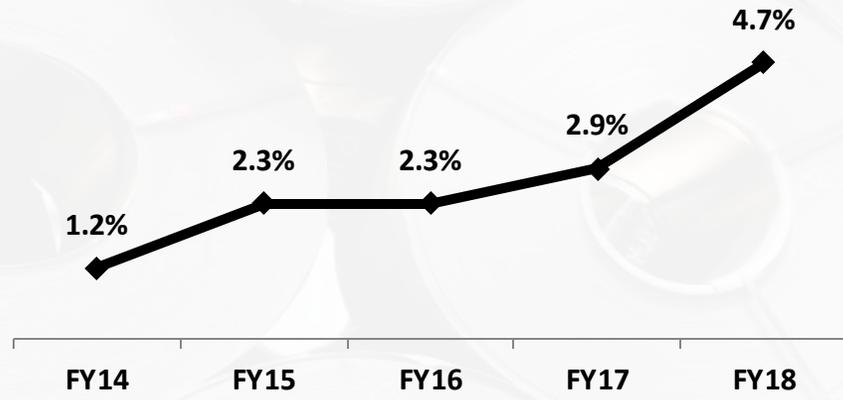
Rs. in Cr	FY18	FY17	Y-o-Y %
Total Income from Operations	1015.7	637.4	59.3%
Raw Materials	913.3	562.7	
Employee Cost	12.1	10.6	
Other Cost	30.1	24.3	
Total Expenditure	955.5	597.5	
EBITDA	60.1	39.9	50.8%
Interest	27.4	20.5	
Depreciation	4.0	6.9	
Other Income	1.3	2.4	
Profit Before Tax	30.0	14.9	
Tax	9.0	4.5	
Profit After Tax	21.0	10.4	102.3%
Basic EPS (Rs.)	20.39	10.08	102.3%



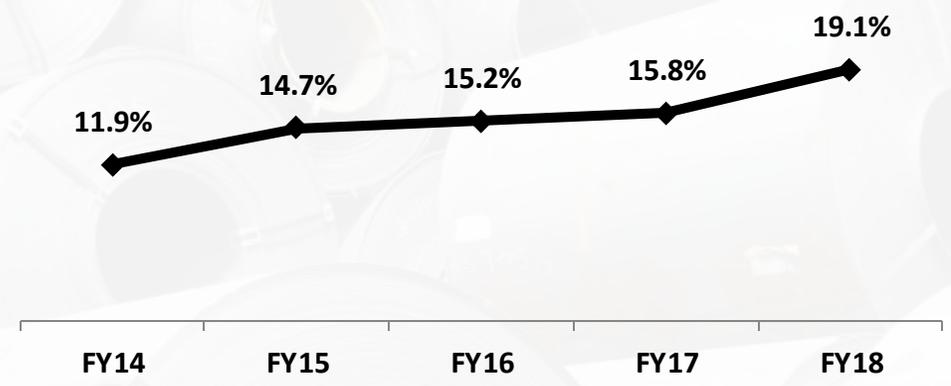
Key Ratios



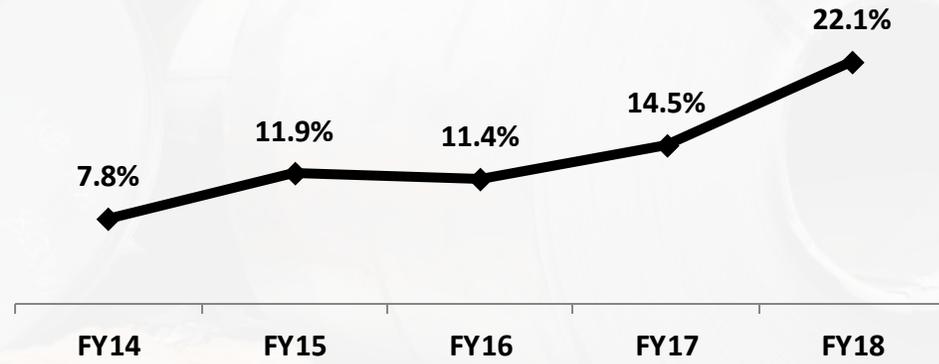
ROA (%)*



RoCE (%)#



RoE (%)^



(*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)



Balance Sheet As On 31st March

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	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

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 the 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
- He has been 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 the Company

Mr. Anish Bansal
Executive Director

- Completed his B.Sc Economics in Banking and Finance from Cardiff University U.K in 2005
- Has rich experience of more than 12 years in the area of Administration and Business Development
- Considering his vast experience he is taking care of entire area of Corporate Finance and Business Strategies

Mr. Ashok Aggarwal
Commercial Head

- He has completed his Graduation from Delhi University
- Has more than 32 years of experience in the 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

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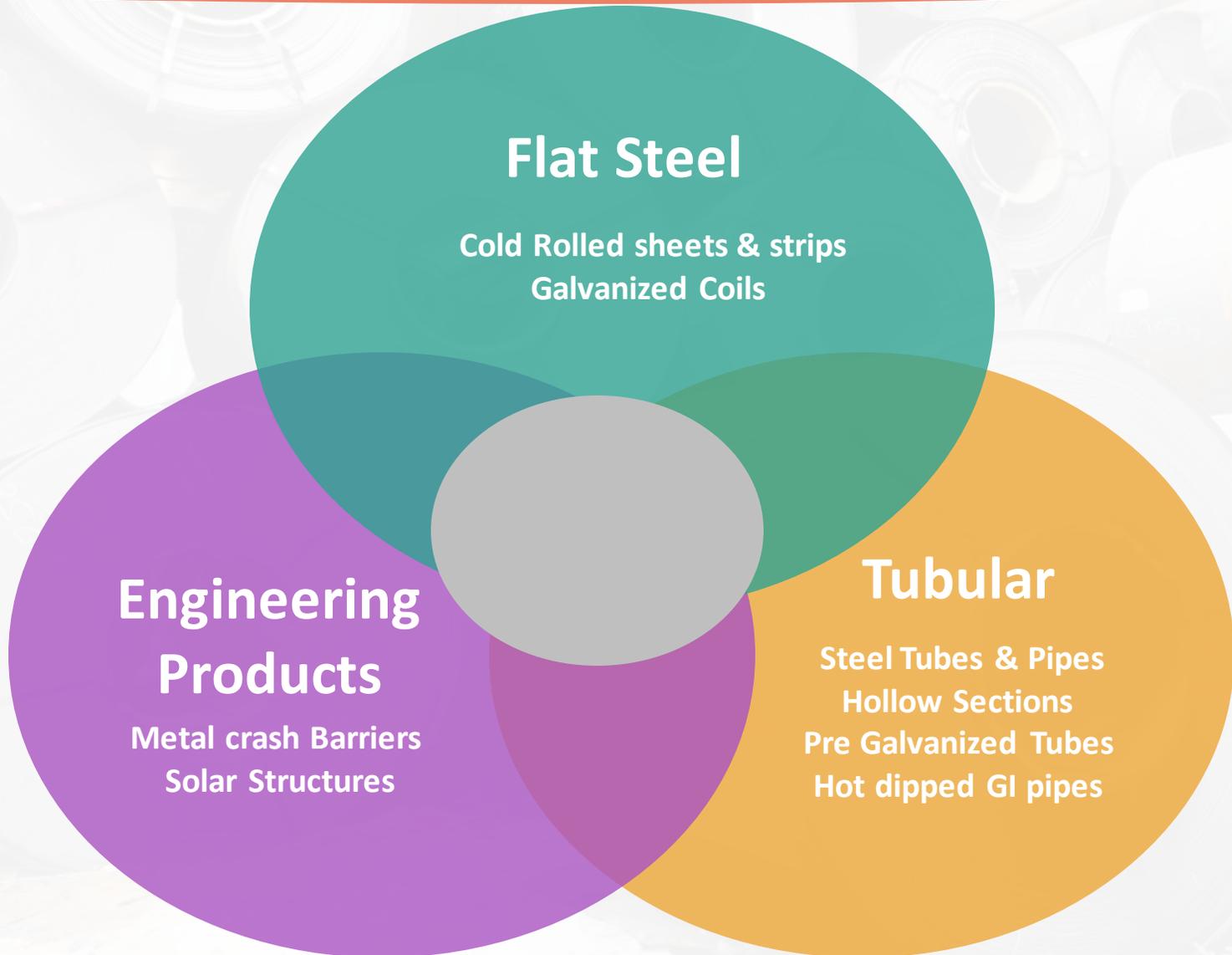
Business Overview

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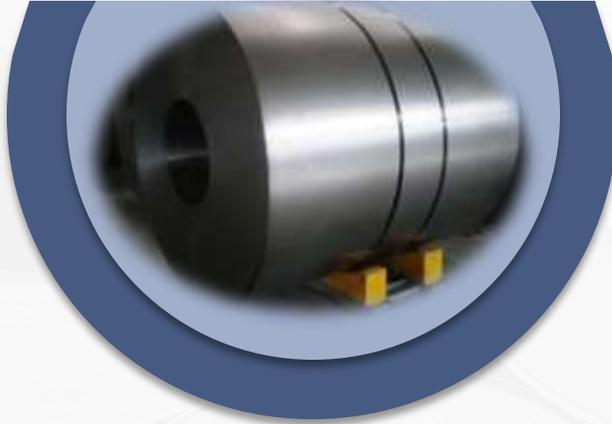


Business Overview



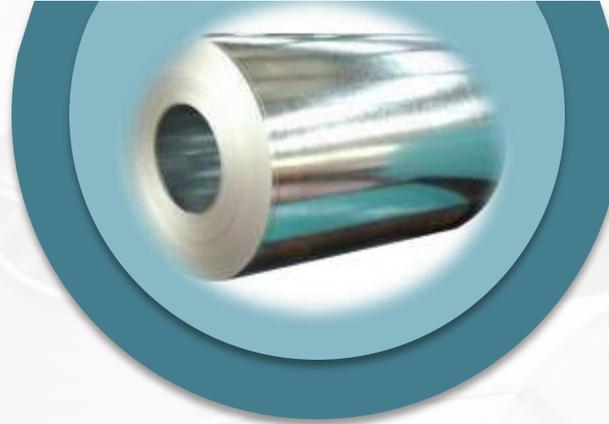
Different Products... ...Catering to wide array of applications

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



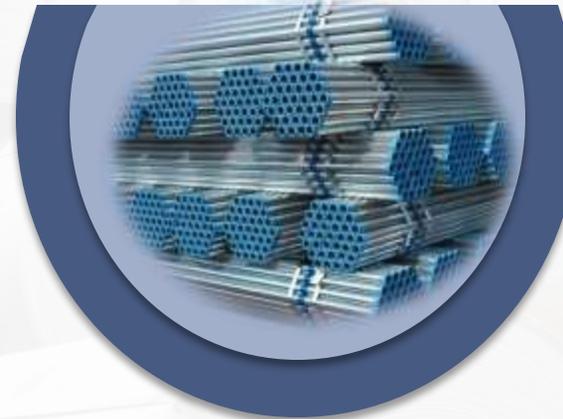
Steel Tubes & Pipes

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

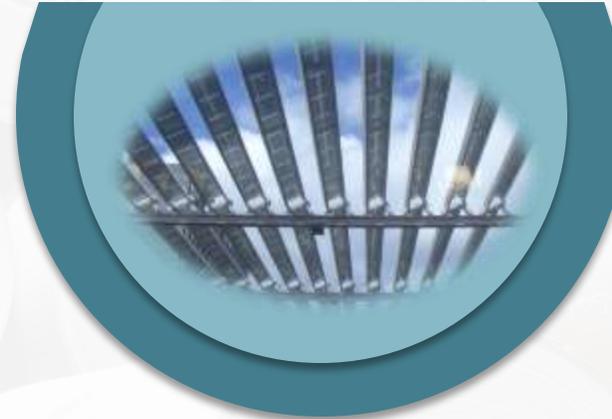
Different Products... ...Catering to wide array of applications

Engineering Products



Metal Crash Barriers

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

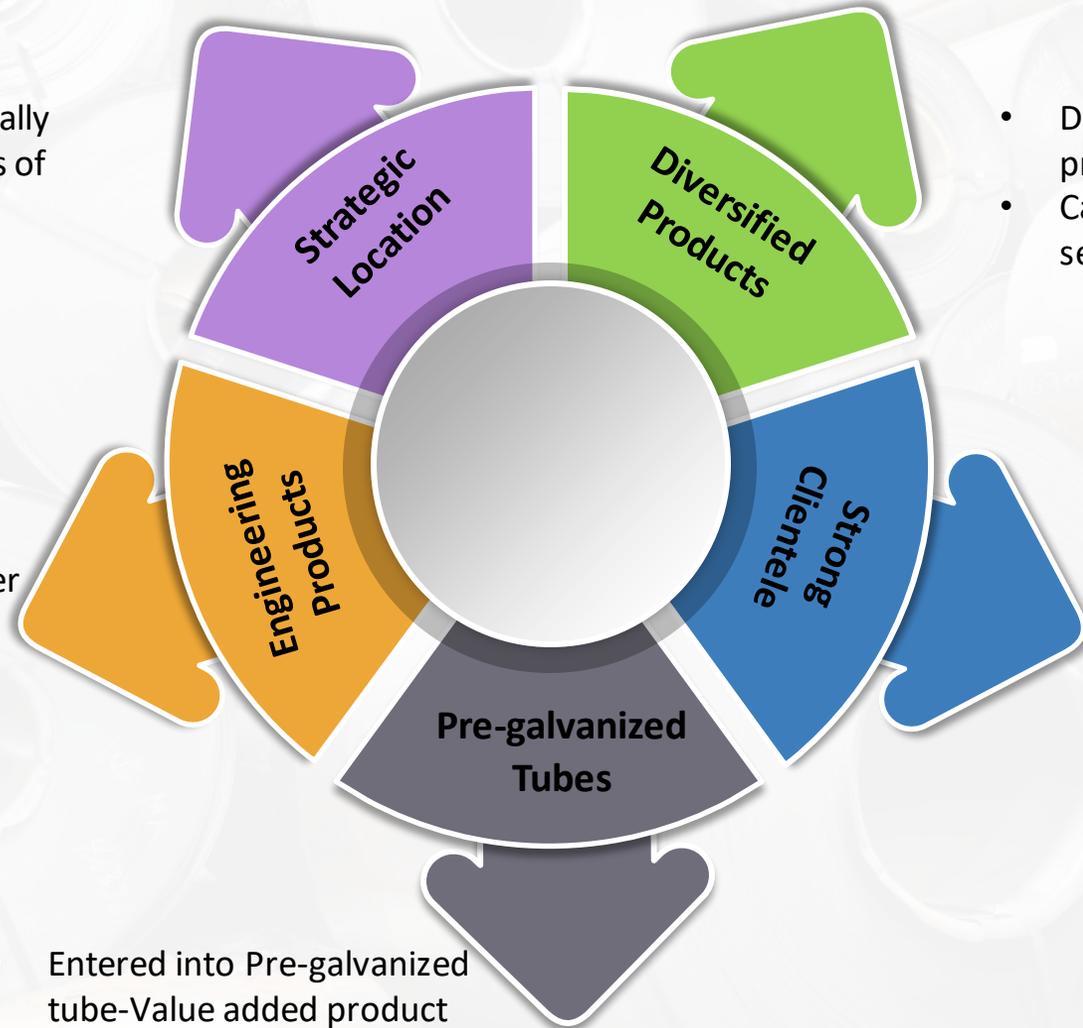


Solar Structures

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 1,20,000 mtpa (60,000 mtpa under commissioning)



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



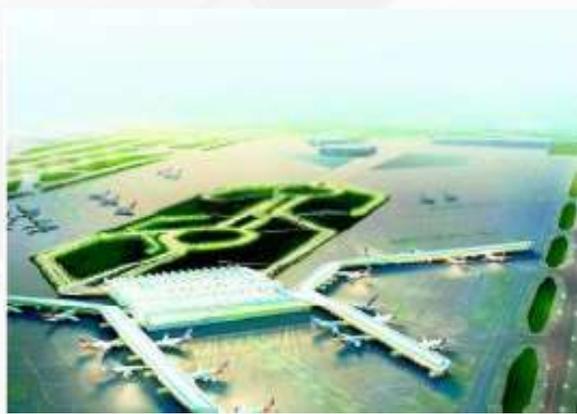
Crash Barriers- Yamuna Expressway



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

Financial Highlights

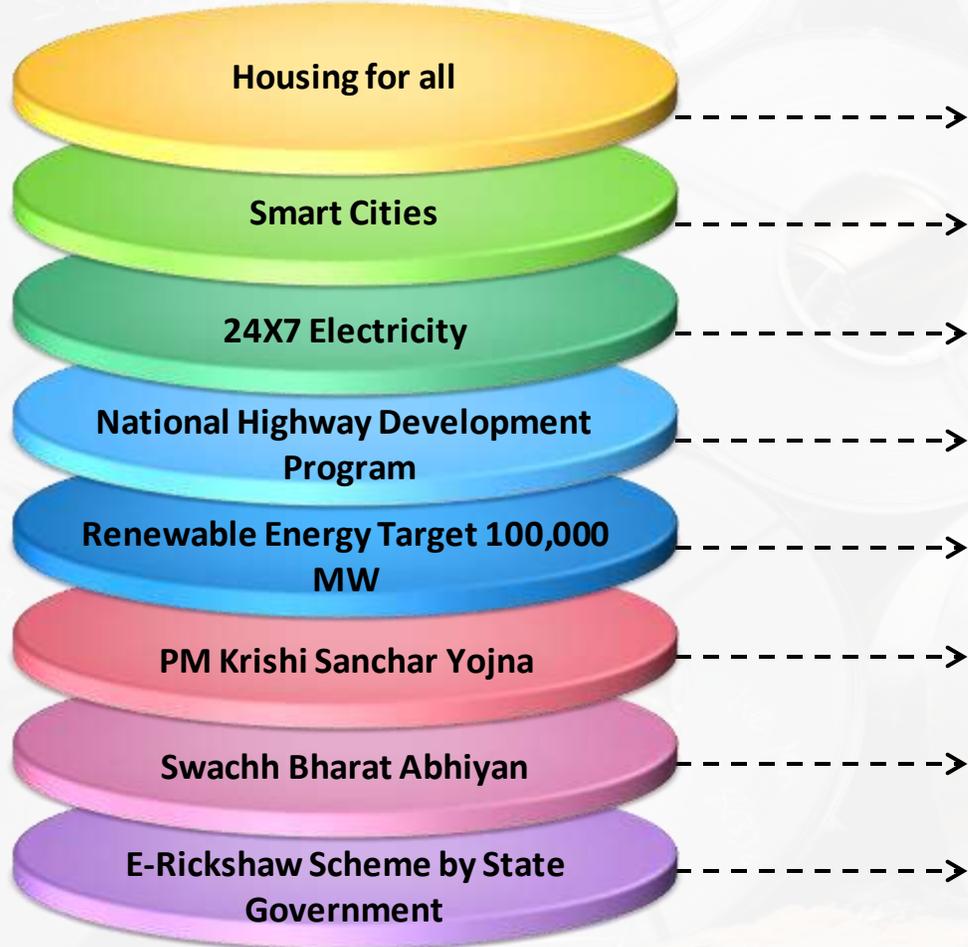
Company Overview

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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



 **NSE** HITECH

 **Bloomberg** HITECH:IN

 **REUTERS** HITC.NS

For further information, please contact:

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