

May 14<sup>th</sup>, 2022

To,

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

**Subject: Media Release**

Dear Sir/ Madam,

In reference to the above captioned subject, please find enclosed herewith Media Release with respect to the Audited Standalone and Consolidated Financial Results for the Quarter and Year ended 31<sup>st</sup> March, 2022.

Kindly take the above information on record and oblige.

Thanks and Regards

For **Hi-Tech Pipes Limited**

  
Arundha  
For HI-TECH PIPES LIMITED

**Company Secretary**

**Company Secretary**

Encl: As above

For Immediate Release:



***Revenue growth of 40% in FY22,  
led by higher sales realisations and volume***

***EBITDA growth of 42%***

***Led by higher sale of value added products***

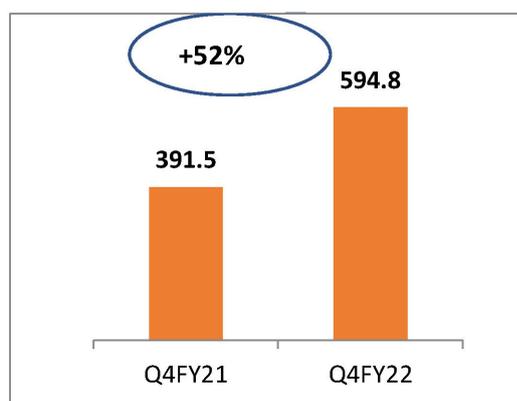
***PAT increased by 77%***

**May 14, 2022, New Delhi:** Hi-Tech Pipes Limited (NSE: HITECH), one of the leading steel processing companies in India, reported its financial results for the quarter and full year ended 31st March 2022.

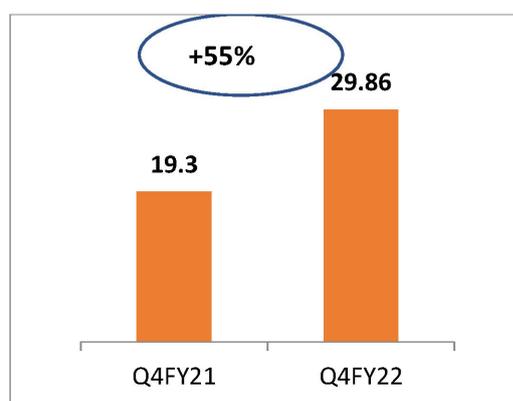
**Key Consolidated Financial and Operational Highlights for Q4 FY 22:**

- Revenue from operations was up by 52% to Rs. 594.8 Crore led by better sales realisations & higher volume.
- Sales volumes increased by 26% to 0.85 lac tonnes
- EBITDA was up by 55% to Rs. 29.86Crore.
- EBITDA/ton at Rs. 3511 in Q4FY22 vs. Rs 2,861 in Q4FY21; improved by 23% YoY
- PAT increased by 72% to Rs. 11.22 Crore from Rs 6.5 Crores in Q4FY21.

**Sales (Rs. In Crores)**

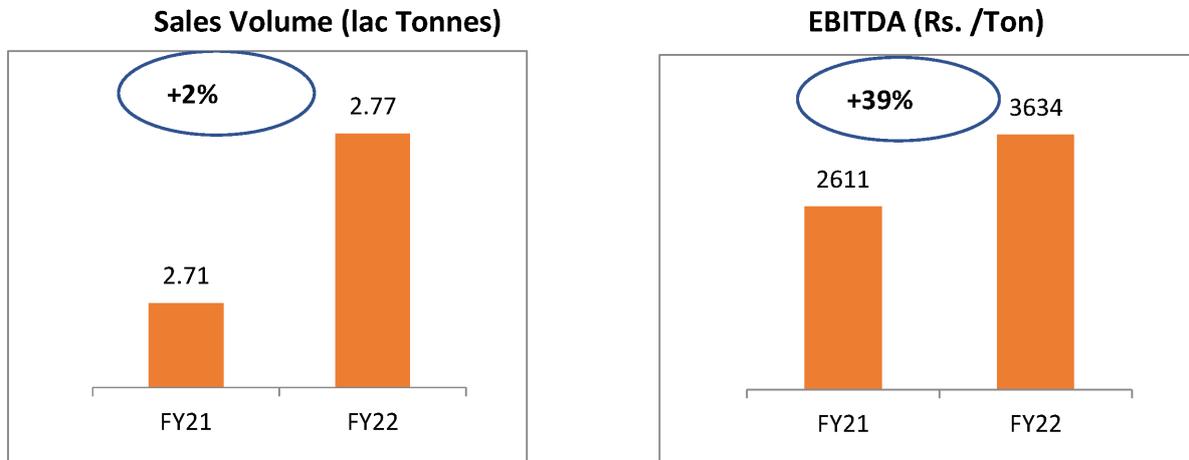


**EBITDA (Rs. In Crores)**



**Key Consolidated Financial and Operational Highlights for FY22:**

- Revenue from operations was up 40% to Rs.1878.85 Crore led by higher sales realisation & higher volume.
- EBITDA was up 42% to Rs.100.50 Crore.
- EBITDA/ton at Rs. 3,634 in FY22 vs. Rs 2,611 in FY21; improved by 39% YoY
- PAT increased by 77% to Rs.40.3 Crore in FY22 from Rs.22.8 Crore in FY21



#### **Key Balance Sheet Highlights - FY22 vs FY21**

- Debt Equity Ratio has improved to 1.42x from 1.45x
- Interest Coverage Ratio has improved to 2.52x from 1.96x
- Current Ratio has improved to 1.43x from 1.37x
- Debtor turnover days are stable to previous year i.e. 33 days
- Inventory turnover days has reduced to 50 days from 51 days
- Net Working Capital Days has reduced to 67 days from 71 days
- ROE has improved to 17.4% from 12% in previous year
- RoCE has improved to 16.3% from 13% in previous year

#### **Key Operational Highlights for FY21:**

- 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. It has become the preferred material for a wide range of construction uses, particularly roofing and cladding
- 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.
- Company has started Commercial Production of GP Pipes in its Khopoli, Facility (Maharashtra). The facility ramped up well during this quarter.
- 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 supplying its products oversea. Company is receiving very good response from Export market as well.

- 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.
- The company has won various Government Tenders under the "Jal Jivan Mission" Projects of the various State Governments
- The company has successfully registered its products in the prestigious High Speed Bullet Train Project from Ahmedabad to Mumbai and it is expected that in the current financial year substantial demand should come from this project. Moreover, the company has also started supplying Jumbo MS Hollow Sections (Hi-Tech Bahubali) to the various prestigious projects

**Commenting on the performance, Mr. Ajay Kumar Bansal, Chairman and Managing Director, Hi-Tech Pipes Ltd. Said,**

*"It gives me immense pleasure to share with you the performance of our Company for the Quarter and year ended 31<sup>st</sup> March 2022. In line with our vision we have been able to demonstrate robust growth during this period. This has been possible because of the relentless efforts by our experienced and well qualified team. The robust growth consistently in our top-line and bottom-line is a testimony of this fact.*

*As the world is a "global village" the Company is expanding its customer base towards the global territories, some of the exports are being undertaken by the company this year and we are very optimistic for the rise in the coming years.*

*Driven by Core Value, the Company has been facilitated by AIIFA (Supported by Ministry of Steel) this Year for Maintaining high ethical standards, customer satisfaction, adopting latest technology available and also contributing towards society.*

*Going forward we will be 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, as a part of this, the company has started manufacturing of Roofing Sheets and will be increasing the share in the product portfolio of the Company. Apart from this, we are also foraying into the manufacturing of API Oil and Gas Pipes in the coming years.*

*Growth Trajectory can never be witnessed without the Brand building, we have already started working on this and will be aggressively doing this in future also.*

*Further, we are confident that our Company's focus on consistent high quality products and timely delivery which will helping us to increase the customer confidence as well as to get new customers along with creating a niche in the Market."*

**About Hi-Tech Pipes Limited:**

One of India's leading steel processing companies, providing world class innovative products for nearly three decades with a strong presence in steel pipes, hollow sections, tubes, cold

rolled coils & strips, road crash barriers, solar mounting structures and a variety of other galvanised products. The Company operates state-of-the-art integrated manufacturing facilities at Sikandrabad (UP), Sanand (Gujarat), Hindupur (AP) - near Bangalore, and Khopoli (Maharashtra), with an installed capacity of almost 5,80,000 MTPA, on a consolidated basis. The Company has direct marketing presence in over 17 states with more than 300 distributors across India.

**For more details, please contact:**

Company:

**Hi-TECH**  
PIPES

Hi-Tech Pipes Limited

CIN: L27202DL1985PLC019750

Mr. Arvind Bansal, CFO

[cfo@hitechpipes.in](mailto:cfo@hitechpipes.in)

Phone: 011-48440050

[www.hitechpipes.in](http://www.hitechpipes.in)

**DISCLAIMER:** *Certain statements in this document that are not historical facts are forward looking statements. Such forward looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. Hi-tech Pipes Ltd. Shall not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.%*