



HI-TECH
PIPES LIMITED

To,
National Stock Exchange of India Limited
Exchange Plaza, Plot No.C/1, G Block,
Bandra Kurla Complex (E),
Mumbai-400051,

14-February-2019

Symbol: HITECH

Subject: Media Release

Dear Sir/ Madam,

In reference to the above captioned subject, please find enclosed herewith Media Release with respect to the Un-Audited Standalone and Consolidated Financial Results for the Quarter and Nine Months ended 31st December, 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

Encl: As above



Hi-Tech Pipes Ltd. Regd. Office : 505, Pearls Omaxe Tower,
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



Media Release

Growth driven by increase in volumes and better capacity utilization

Q3 FY19 Net Revenue from operations at Rs 319.1 Crore, YoY growth of 14% on account of increase in steel prices, higher volume and better product mix

Q3 FY19 EBITDA at Rs. 18.10 Crore, YoY growth of 19% - on account of operational efficiencies & yield improvement

Q3 FY19 PAT at Rs. 6.1 Crore, YoY growth of 16%

14th February 2019, New Delhi: HI-Tech Pipes Limited (NSE: HITECH), incorporated in 1985 - Amongst leading steel processing Companies in India providing world class innovative products for nearly three decades with presence in steel pipes, hollow section tubes, cold rolled coils & strips, road crash barriers, solar mounting structures and a variety of other galvanised products has announced its unaudited consolidated financial results for the Third Quarter and Nine months ended December 31st, 2018.

Key Consolidated Financials (Rs. Crore): -

Particulars	Q3 FY19	Q3 FY18	YoY%	9M FY19	9M FY 18	YoY%
Net Revenue	319.1	279.0	14%	980.0	733.4	34%
EBIDTA	18.1	15.2	19%	54.3	45.2	20%
PAT	6.1	5.2	16%	19.2	15.9	21%
Basic EPS (in Rs.)	5.65	5.08	11%	18.0	15.45	17%

Performance Highlights: -

Q3 FY19 vs. Q3 FY18 Highlights: -

- **Net volume** is 63098 mt in Q3 FY 19, as against 61319 mt in Q3 FY18, a **YoY growth of 3%** over corresponding quarter, driven by increase in capacity utilization.
- **Net Revenue** from operations is **Rs. 319.1 crore** in Q3 FY19, as against Rs. 279.0 crore in Q3 FY18, a **YoY growth of 14%**, mainly on account of increase in steel prices, better product mix and higher volumes



- **EBITDA stood at Rs. 18.1 crore** in Q3 FY19 as against Rs. 15.2 crore in Q3 FY18, **YoY growth of 19%**, mainly on account of better operational efficiencies, expansion in higher profitable markets of West (Sanand, Gujarat) and South (Hindupur, Andhra Pradesh) and increase in sale of value added products
- **EBITDA per ton** in Q3 FY 19 stood at Rs. 2864, as against of Rs. 2475 in Q3 FY 18, **a YOY Increase of Rs. 16%**
- **Profit after Tax is Rs. 6.1** in Q3 FY19 as against Rs. 5.2 crore in Q3 FY18, **YoY growth of 16%**
- **Basic EPS is Rs. 5.65** in Q3 FY19 as against of Rs. 5.08 in Q3 FY18, **YoY growth of 11%**.

9M FY19 vs. 9M FY18 Highlights: -

- **Net Revenue from the operations stood at Rs. 980.0 crore** in 9M FY19, as against Rs. 733.4 crore in the 9M FY18, a tremendous **YoY growth of 34%**
- **EBITDA stood at Rs. 54.3 crore** in 9M FY19 as against Rs. 45.2 crore in 9M FY18, significant growth of 20% **YoY**
- **EBITDA per ton** in 9M FY 19 was at Rs 2873 as against Rs 2644 in 9M FY 18, a YoY growth of 9%
- **Profit After Tax is Rs. 19.2 crore** in 9M FY19 as compared to Rs. 15.9 crore in 9M FY18, excellent YoY growth of 21%
- **Basic EPS** was at Rs. 18 in 9M FY 19, **YoY growth of 17%**

Commenting on the Company's performance for Q3 & 9M FY19, Mr. Ajay Kumar Bansal, Chairman and Managing Director, HI-Tech Pipes Ltd. said:

"I am happy to share with you the performance of the Company for the Quarter and Nine Months ended 31st December 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 is generating 400 KWH of energy, this is a significant step towards bringing in greater operational efficiencies. The Company has also expanded its solar plant capacity at Sanand from 250 kwh to 360 kwh. It has also become operational in the current quarter. Further the company has added its own fleet at all the manufacturing locations in order to give prompt service to its customer & to reduce logistics cost.

We are confident that with developed distribution network, increased marketing activities, 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."



About HI-Tech Pipes Limited:

Amongst leading steel processing companies in India providing world class innovative products for nearly three decades with presence in steel pipes, hollow sections, tubes, cold rolled coils & strips, road crash barriers, solar mounting structures and a variety of other galvanised products having state of the art integrated manufacturing facilities at Sikandrabad (Uttar Pradesh), Sanand (Gujarat) and at Hindupur near Bangalore with total installed capacity of 4,25,000 MTPA on consolidated basis including capacity expansion project at Sanand (Gujarat) which is at commissioning stage. The Company has a direct marketing presence in over 17 states with more than 300 plus distributors across India.

For more details, please visit: www.hitechpipes.in

For any Investor Relations query, please contact:

Mr. Arvind Bansal

Chief Financial Officer

HI- Tech Pipes Ltd.

Email: cfo@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. The Company will 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

