



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

25-May-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 Audited Standalone and Consolidated Financial Results for the Quarter and Year ended 31st March, 2019.

Kindly take the above information on record and oblige.

Thanks and Regards
For **Hi-Tech Pipes Limited**

Arun Kumar
Company Secretary



Encl: As above



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Media Release

HI-TECH PIPES
ACHIEVED EVER HIGHEST PROFIT

Q4 FY19 PAT Rs. 8.3 Cr, YoY growth of 64%

FY19 PAT Rs. 27.5 Cr, YoY growth of 31%

Q4 FY19 EBITDA Rs. 20.6 Cr, YoY growth of 37%

Q4 FY19 Net Revenue Rs. 380.4 Cr, YoY growth of 35%

25th May 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 galvanized products has announced its Audited consolidated financial results for the Forth Quarter and Year ended March 31st, 2019.

Key Consolidated Financials (Rs. Crore): -

Particulars	Q4 FY19	Q4 FY18	YoY%	FY19	FY 18	YoY%
Net Revenue	380.4	282.3	35%	1360.4	1015.7	34%
EBIDTA	20.6	15.0	37%	74.80	60.1	25%
PAT	8.3	5.1	64%	27.5	21.0	31%
Basic EPS (in Rs.)	7.8	4.9	58%	25.80	20.4	26%

Performance Highlights: -

Q4 FY19 vs. Q4 FY18 Highlights: -

- **Net volume** is 80055 mt in Q4 FY 19, as against 55282 mt in Q4 FY18, **a YoY growth of 45%** over corresponding quarter, driven by increase in capacity utilization.
- **Net Revenue** from operations is **Rs. 380.4 crore** in Q4 FY19, as against Rs. 282.3 crore in Q4 FY18, a **YoY growth of 35%**, mainly on account of increase in steel prices, better product mix and higher volumes

- **EBITDA stood at Rs. 20.6 crore** in Q4 FY19 as against Rs. 15.0 crore in Q4 FY18, **YoY growth of 37%**, 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
- **Profit after Tax is Rs. 8.3** in Q4 FY19 as against Rs. 5.1 crore in Q4 FY18, **YoY growth of 64%**
- **Basic EPS is Rs. 7.8** in Q4 FY19 as against of Rs. 4.9 in Q4 FY18, **YoY growth of 58%**.

FY19 vs. FY18 Highlights: -

- **Net Revenue from the operations stood at Rs. 1360.4 crore** in FY19, as against Rs. 1015.7 crore in the FY18, a tremendous **YoY growth of 34%**
- **EBITDA stood at Rs. 74.8 crore** in FY19 as against Rs. 60.1 crore in FY18, significant growth of **25% YoY**
- **EBITDA per ton** in FY 19 was at Rs 2789 as against Rs 2661 in FY 18, a YoY growth of 5%
- **Profit After Tax is Rs. 27.5 crore** in FY19 as compared to Rs. 21 crore in FY18, excellent YoY growth of 31%
- **Basic EPS** was at Rs. 25.8 in FY 19, **YoY growth of 26%**

Commenting on the Company's performance for Q4 & FY19, Mr. Ajay Kumar Bansal, Chairman and Managing Director, HI-Tech Pipes Ltd. said:

"We endeavour to create Hitech Pipes as the most preferred brand by customers. The essence of our paradigm shift is already being reflected in our constant growth and we are constantly striving to leave the footprints of our legacy for the upcoming generations to follow.

Company's EBIDTA margin Per Metric Ton is continuously increasing since last three years and in the current financial year EBIDTA margin PMT has increased to Rs. 2789 as against EBIDTA margin PMT of Rs. RS.2661/- in the previous financial year.

With company's continuous thrust on sales & marketing of High Value Added products viz Pre Galvanised Pipes, Galvanised Pipes, Productivity improvement, cost reduction etc, it is expected that in FY 20 also, EBIDTA margin PMT will further increase.

The company is delighted to be facilitated by SAIL, by receiving Top Performer Award for being one among the largest customer for Hot Rolled Coils on PAN India basis in Financial year 2018-19 & we will continue our journey of success by adopting latest technology, doing continuous product innovation and having customer centric approach

With increased focus on the part of the government for creation of large scale infrastructure in the country viz Mission Jal Shakti – Nal Se Jal, City Gas Distribution, Water Grids, , Affordable Housings, Renewable Energies, Transmission and Telecom, Aviation and Agriculture etc demand for steel pipes tube will increase with a CAGR of more than 11% over next 5 years.

We firmly believe that innovation will continue to be our key differentiator. We would also continue to work towards our vision of achieving installed capacity of 10,00,000 MT (One Million Ton). As is evident, the business today is about how we are building ourselves for the future. For instance, the Company recently came out with a number of new product lines which have found increased acceptability across different segments owing to its increased usability. Innovations like these help Hi-Tech Pipes stay one step ahead of competition. In view of these realities, I foresee attractive prospects across the medium-term as well as long-term as we continue to recalibrate to make Hi-Tech Pipes ready for an 'Exciting Future'."

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 5,00,000 MTPA on consolidated basis including capacity expansion project at Sikanderabad (Uttar Pradesh) for Cold Rolling which is under trial running. 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.

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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