



**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,

**13-August-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 ended 30<sup>th</sup> June, 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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# HI-TECH PIPES

## ACHIEVED 15% VOLUME GROWTH IN Q1

**Q1FY20 PAT Rs.7.1Cr – YoY Growth of 8%**

**Q1FY20 EBITDA Rs.18.6Cr, YoY growth of 6%**

**13<sup>th</sup> August 2019, New Delhi:** HI-Tech Pipes Limited (NSE:HITECH), incorporated in 1985- Amongst leading steel processing Companies in India providing good quality products for nearly three decades with presence in MS steel pipes, hollow section tubes, GI & GP Pipes, cold rolled coils & strips, metal beam crash barriers, solar mounting structures and a variety of other galvanized products has announced its Un- audited consolidated financial results for the First Quarter ended June 30<sup>th</sup>, 2019.

**Key Consolidated Financials (Rs.Crore):-**

Particulars	Q1FY20	Q1FY19	YoY%	FY19	FY18	YoY%
Net Revenue	323.5	321.50	1%	1360.4	1015.7	34%
EBIDTA	18.6	17.4	6%	74.80	60.1	25%
PAT	7.1	6.5	8%	27.5	21.0	31%
Basic EPS (in Rs.)	6.59	6.16	-	25.80	20.4	26%

**Performance Highlights:-**

**Q1FY 20vs.Q1FY19 Highlights:-**

- **Net volume** is 69035 mt in Q1FY20, as against 60,020 mt in Q1FY19, a **YoY growth of 15%** over corresponding quarter, driven by increase in capacity utilization at all the manufacturing plants.
- **Net Revenue** from operations is **Rs.324 crore** in Q1FY 20, as against Rs.321crore in Q1FY19, a **YoY growth of 1%**. As against increase in volume of 15%, new revenue has increased by 1% only, mainly on account of decrease in steel prices.
- **EBITDA stood at Rs.18.56 crore** in Q1FY 20 as against Rs.17.44 crore in Q1FY19, **YoY growth of 6%**. As against volume increase of 15%, EBITDA has increased by 6% only mainly due to increase in employee cost (on account of new capacities, result of which will come in subsequent quarters) and some impact of inventory valuation due to reduction in steel prices
- **Profit after Tax is Rs.7.1 Crore** in Q1FY 20 as against Rs.6.5 crore in Q1FY19, **YoY**
- **Basic EPS is Rs.6.6** in Q1FY 20 as against of Rs.6.16 in Q1FY19.

**Commenting on the Company's performance for Q1 FY 20, Mr. Ajay Kumar Bansal, Chairman and Managing Director, HI-Tech Pipes Ltd. said:**

*"In Q1-FY 20 in spite of challenging situation in the market, we have achieved volume growth of 15%. Growth in value terms is not significant due to reduction of steel prices. EBIDTA prmt has decreased from Rs.2906 in Q1 – FY 19 ( Rs. 2789 in FY 19) to Rs. 2688 in Q1-FY 20 due to increase in employee cost ( on account of new capacities) and some impact of inventory valuation due to reduction in steel prices.*

*However with company's continuous thrust on sales & marketing of High Value Added products viz Pre Galvanised Pipes, Galvanised Pipes, Productivity improvement, cost reduction etc, and after stabilization of steel prices, it is expected that in rest of the FY 20, EBIDTA margin PMT will increase.*

*Over the last 6 months, the company has undertaken various branding & marketing initiatives viz change of Hi-Tech Brand Logo & tag line, Distributors & Dealers engagement activities, which will certainly help in strengthening its position in the market & creating Hi-Tech Pipes as the most preferred brand by customers.*

*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."*

**About HI-Tech Pipes Limited:**

*Amongst leading steel processing companies in India providing good quality products for nearly three decades with presence in steel pipes, hollow section tubes, cold rolled coils & strips, metal beam crash barriers, solar mounting structures and a variety of other galvanized 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 350 plus distributors across India.*

**For more details, please visit: [www.hitechpipes.in](http://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.