



HI-TECH PIPES LIMITED

To,

11-August-2018

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

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 30th June, 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

**Company Secretary &
Compliance Officer**

Encl: As above



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Media Release

Growth driven by increase in volumes and capacity expansion

Q1 FY19 Net Revenues from operations at Rs 321.5 Crore, YoY growth of 59% - on account of higher volumes and increased realizations

Q1 FY19 EBITDA at Rs. 17.4 Crore, YoY growth of 32% - on account of operational efficiencies and expansion in higher profitable markets of Gujarat and Andhra Pradesh

Q1 FY19 PAT at Rs. 6.5 Crore, YoY growth of 54 %

11th August 2018, 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 financial results for the first quarter ended June 30th, 2018.

Key Financials (Rs. Crore): -

| Particulars | Q1 FY19 | Q1 FY18 | YoY% | FY18 | FY17 | YoY% |
|-------------|---------|---------|------|--------|-------|------|
| Net Revenue | 321.5 | 201.8 | 59% | 1016.0 | 637.0 | 59 |
| EBIDTA | 17.4 | 13.3 | 32% | 60.1 | 39.9 | 51 |
| PAT | 6.5 | 4.2 | 54% | 21.0 | 10.4 | 102 |
| EPS | 6.16 | 4.12 | 50% | 20.39 | 10.08 | 102 |

Performance Highlights: -

For the Quarter ended June 30th, 2018:

- **Net volume** is 60,021 mtpa in Q1 FY 19, as against 48,599 mtpa in Q1 FY18, a **YoY growth of 24%** over corresponding quarter, driven by increase in capacity utilization and adding new capacities
- **Revenue** from operations is **Rs. 321.5 crore** in Q1 FY19, as against Rs. 201.8 crore in Q1 FY18, a **YoY growth of 59%**, mainly on account of higher volumes and increased realizations
- **EBITDA stood at Rs. 17.4 crore** in Q1 FY19 as against Rs. 13.3 crore in Q1 FY18, **YoY growth of 32%**, mainly on account of better operational efficiencies and expansion in higher profitable markets of West (Sanand, Gujarat) and South (Hindupur, Andhra Pradesh)

- **EBITDA per ton** in Q1 FY 19 stood at Rs. 2,906, as against of 2,726 in Q1 18, a **YOY Increase of Rs.180**
- **Profit after Tax** is Rs. 6.5 crore in Q1 FY19 as against Rs. 4.2 crore in Q1 FY18, **YoY growth of 54%**
- **EPS** is 6.16 in Q1 FY19 as against of 4.12 in Q1 FY18, **YoY growth of 50%**

FY18 vs. FY17 Highlights: -

- **Revenue** for the full year is **Rs. 1016.0 crore** in FY18, as against Rs. 637.0 crores in the FY17, a tremendous **YoY growth of 59%**
- **EBITDA** was at **Rs. 60 crores** in FY18 as against Rs. 40 crores in FY17, significant growth of **51% YoY**
- **EBITDA per ton** FY 18 was at Rs 2,661 crores as against Rs 2,512 crores in FY 17
- **Profit After Tax** was **Rs. 21 crores** in FY18 compared to Rs. 10.4 crores in FY17, **excellent YoY growth of 102%**
- **EPS** was at Rs. 20.39, **YoY growth of 102%**

Development during the quarter –

- Third company on NSE SME Emerge exchange to migrate to NSE main board
- Successfully started commercial production of galvanising facility at Hindupur, Andhra Pradesh. Total install capacity 25,000 mtpa, this facility will enable the company to produce value added product with higher margins and target new markets.

Commenting on the Company's performance for Q1 FY19, 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 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

60000 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."

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, Sanand (Gujarat) and at Hindupur near Bangalore with total installed capacity of 4,20,000 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:

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| Mr. Arvind Bansal Chief Financial Officer HI- Tech Pipes Ltd. Email: cfo@hitechpipes.in | Mr. Amit Sharma/Ms. Aesha shah Bridge Investor Relation Pvt Ltd. Email: amit@bridge-ir.com / aesha@bridge-ir.com |
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