



**HI-TECH**  
PIPES LIMITED

To,

14-February-2019

**National Stock Exchange of India Limited**

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

**Symbol: HITECH**

**Subject: Result updates Presentation**

Dear Sir/ Madam,

In reference to the above captioned subject, please find enclosed herewith Result update Presentation with respect to the Un-Audited Standalone and Consolidated Financial Results for the Quarter and Nine Months ended 31<sup>st</sup> 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**

**Company Secretary &  
Compliance Officer**

Encl: As above



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Netaji Subhash Place, Pitampura, New Delhi - 110034

CIN : L27202DLI985PLC019750

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**Works :** Plot No. 10, Sikandrabad Industrial Area, (U.P.) - 203205

**Web :** www.hitechpipes.in | **Email :** info@hitechpipes.in





HI-TECH  
PIPES LIMITED

# Hi Tech Pipes Limited

Q3 & Nine Months ended FY19  
Result Update Presentation



**Multiplying Growth Through Value Addition**



## Disclaimer



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## Chairman's Message

***Commenting on the quarterly and half yearly results, Mr. Ajay Kumar Bansal, Chairman and Managing Director, HI - Tech Pipes Limited said :***

*"I am happy to share with you the performance of the Company for the Quarter and Nine Months ended 31st December 2018 was in line with our expectations. Our continuous efforts and strategic plan of expanding in existing capacities and improving efficiency has been on track thereby enabling us to achieve higher sales volume of 1,89,066 mt during Nine months of financial year FY19.*

*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.*

*We are confident that with developed assets and strong client relationships, we expect to achieve good volume growth and increase our market share in coming months. With increased demand coming in form agriculture, infrastructure & housing sectors and implementation of government policies and reforms, we are confident of increasing our share in the market with addition of value-added products in our portfolio ."*





**Chairman's Message**

**Consolidated Financial  
Highlights**

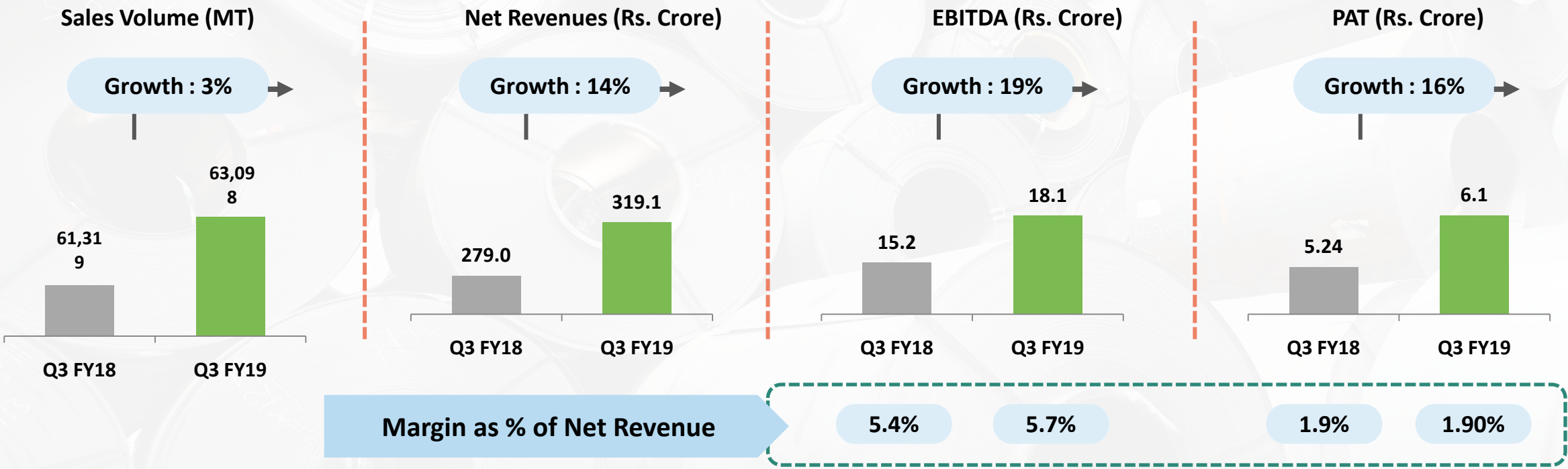
**Company Overview**

**Business Overview**

**Way Ahead**



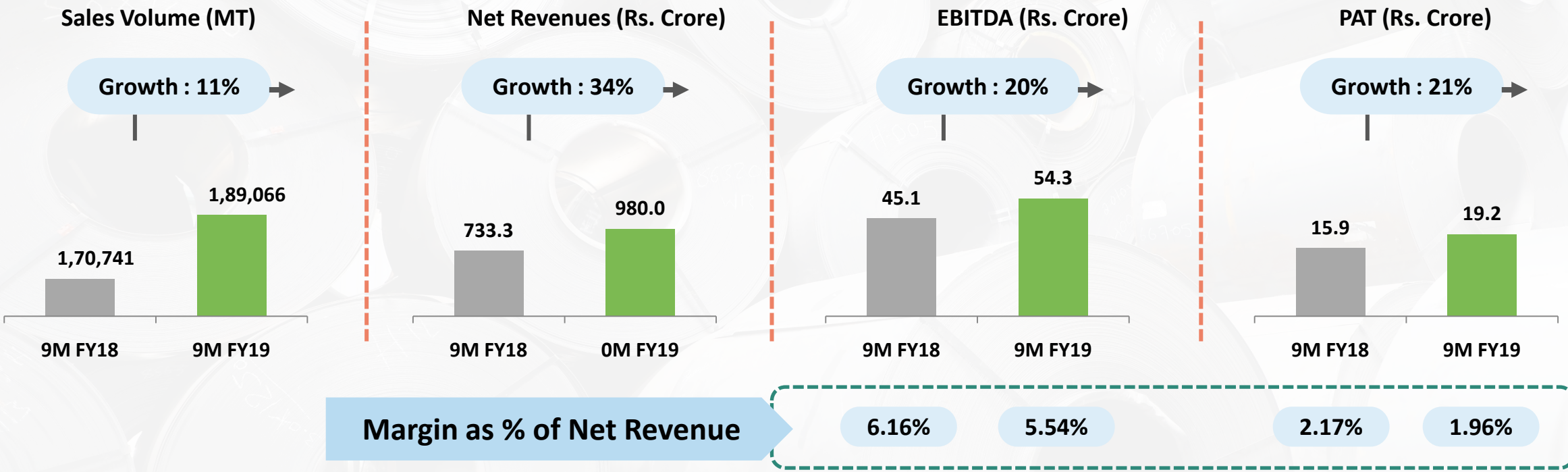
# Consolidated P&L Highlights – Q3 FY19 vs. Q3 FY18



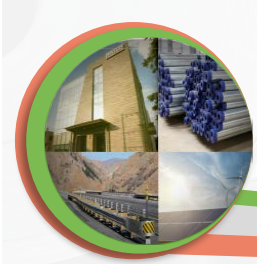
- Growth in revenue driven by Increase in volumes and higher realizations
- Higher contribution of value added products and better operational efficiencies leading to increase in EBITDA points



# Consolidated P&L Highlights – 9M FY19 vs. 9M FY18



- Growth in revenue on account of increase in contribution of value added products

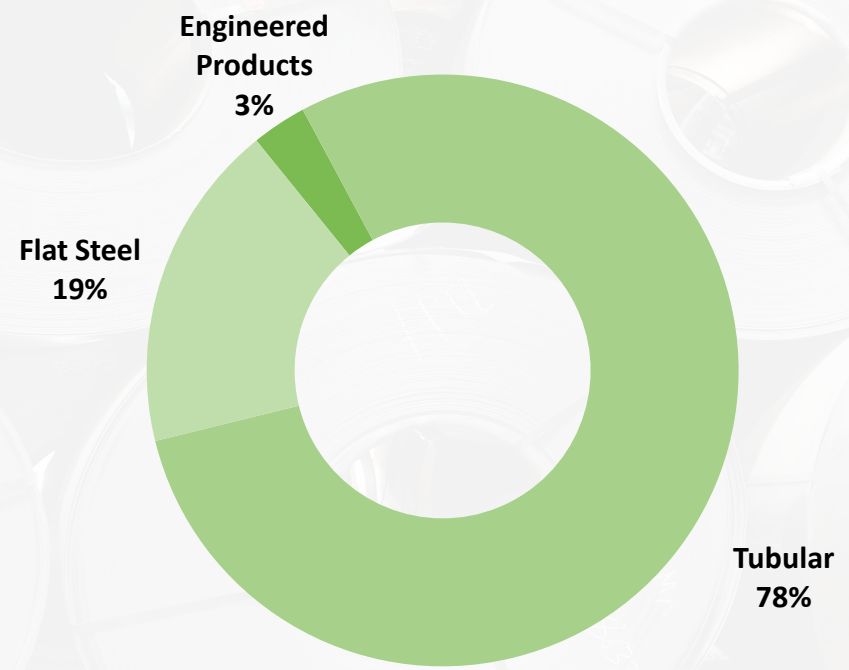


# Consolidated Quarterly & 9 Months P&L Highlights

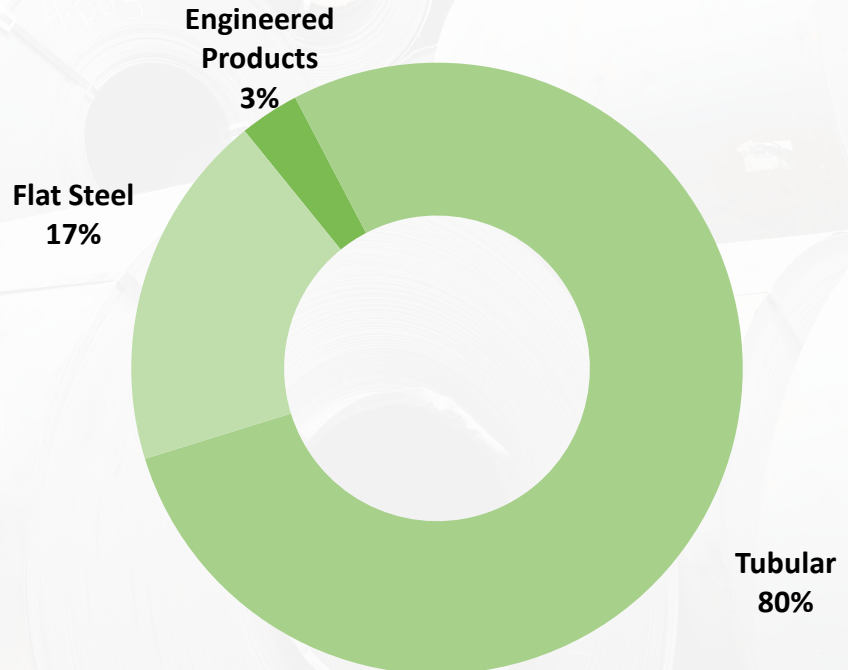
Rs. in Cr	Q3 FY19	Q3 FY18	Y-o-Y %	Q2 FY19	Q-o-Q %	9M FY19	9M FY18	Y-o-Y %
<b>Total Income from Operations</b>	<b>319.1</b>	<b>279.0</b>	<b>14%</b>	<b>339.4</b>	<b>-6%</b>	<b>980.0</b>	<b>733.4</b>	<b>34%</b>
Raw Materials	288.6	252.5		309.3		890.1	657.4	
Employee Cost	3.5	3.0		3.6		10.4	9.1	
Other Cost	8.9	8.4		7.7		25.3	21.7	
<b>Total Expenditure</b>	<b>301.2</b>	<b>263.9</b>		<b>320.6</b>		<b>925.9</b>	<b>688.2</b>	
<b>EBITDA</b>	<b>18.1</b>	<b>15.2</b>	<b>19%</b>	<b>18.8</b>	<b>-4%</b>	<b>54.3</b>	<b>45.2</b>	<b>20%</b>
Other Income	0.1	0.4		0.2		0.4	0.9	
Depreciation	1.3	1.1		1.3		4.0	3.0	
Interest	7.9	7.0		7.7		22.4	20.4	
<b>Profit Before Tax</b>	<b>8.9</b>	<b>7.5</b>	<b>19%</b>	<b>9.9</b>	<b>-11%</b>	<b>28.3</b>	<b>22.8</b>	<b>24%</b>
Tax	2.9	2.3		3.3		9.1	6.8	
<b>Profit After Tax</b>	<b>6.1</b>	<b>5.2</b>	<b>16%</b>	<b>6.6</b>	<b>-9%</b>	<b>19.2</b>	<b>15.9</b>	<b>21%</b>
<b>Basic EPS (in Rs.)</b>	<b>5.65</b>	<b>5.08</b>		<b>6.19</b>		<b>18.00</b>	<b>15.45</b>	

# Segment Wise Volume Break Up – 9M FY19 & 9M FY 18

9M FY19



9M FY18



\* Numbers as per Ind AS guidelines



# Consolidated Balance Sheet



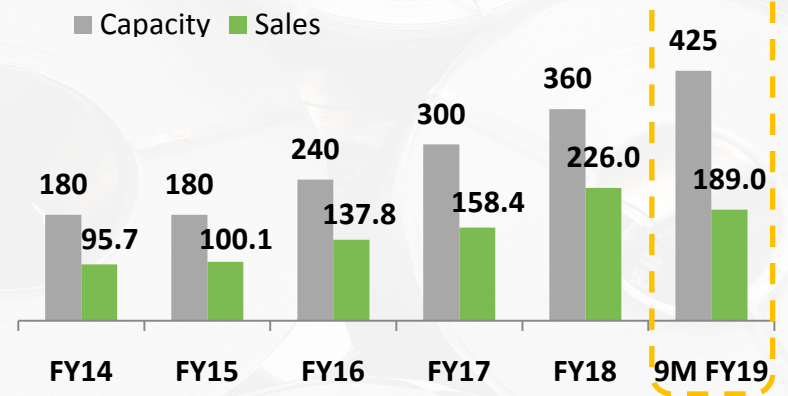
Rs. in Cr	As on 30 <sup>th</sup> Sept – 18	As on 31 <sup>st</sup> March – 18
<b>Equity</b>	<b>132.7</b>	<b>113.6</b>
Equity Share Capital	10.7	10.5
Other Equity	122.0	103.1
<b>Liabilities</b>		
<b>Non Current Liabilities</b>	<b>83.8</b>	<b>83.8</b>
<b>Financial Liabilities</b>		
Borrowing	73.8	70.4
Other Financial liabilities	1.0	6.4
Provisions	0.6	0.6
Deferred Tax Liabilities (Net)	8.5	6.4
<b>Current Liabilities</b>	<b>271.0</b>	<b>251.2</b>
<b>Financial Liabilities</b>		
Borrowings	192.1	172.1
Trade Payables	49.4	45.4
Other Financial Liabilities	15.8	13.1
Other Current Liabilities	9.6	16.0
Provisions	1.2	1.2
Current Tax Liabilities (Net)	3.0	3.3
<b>Total</b>	<b>487.6</b>	<b>448.6</b>

Rs. in Cr	As on 30 <sup>th</sup> Sept – 18	As on 31 <sup>st</sup> March – 18
<b>Non-current Assets</b>	<b>159.7</b>	<b>149.4</b>
Property, Plant and Equipment	126.4	123.9
Capital Work in Progress	25.8	17.4
Other Intangible asset	0.1	0.1
Investments	0.1	0.0
Loans	2.8	2.7
Other Non Current Assets	4.5	5.3
<b>Current Assets</b>	<b>327.9</b>	<b>299.2</b>
Inventories	164.9	154.3
<b>Financial Assets</b>		
Investments	0.0	0.0
Trade Receivables	125.1	103.9
Cash & Cash Equivalent	1.0	0.9
Bank Balance other than above	12.7	11.9
Other Current Assets	24.2	28.1
<b>Total Assets</b>	<b>487.6</b>	<b>448.6</b>

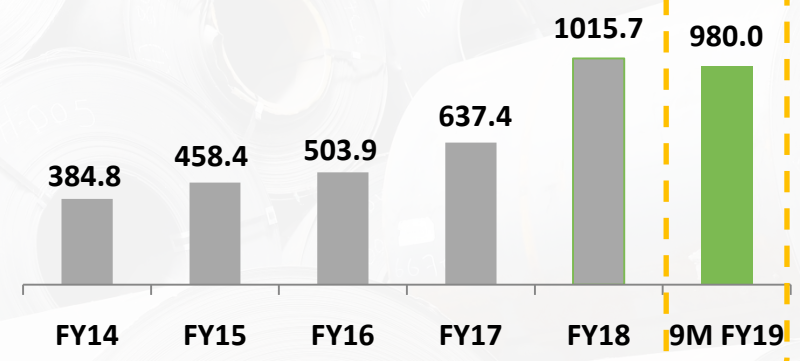


# Consolidated Financial Highlights

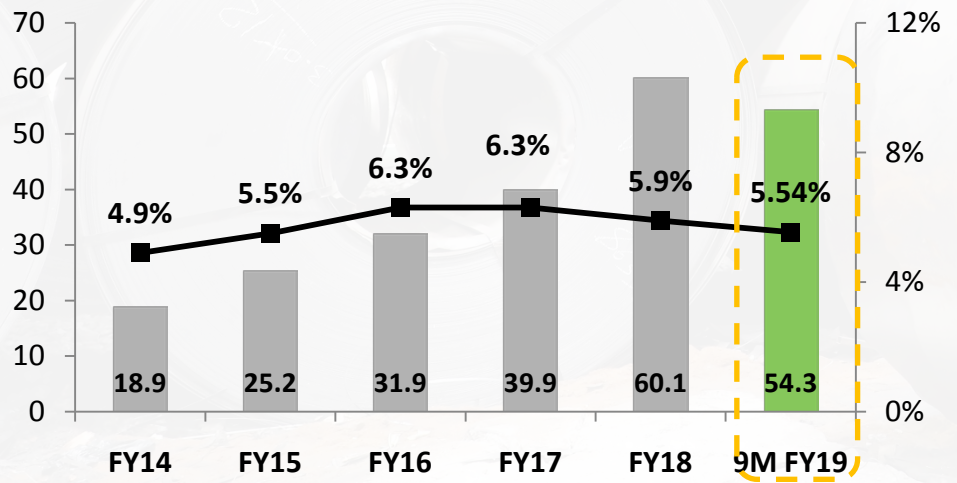
Volume MT (in 000's)



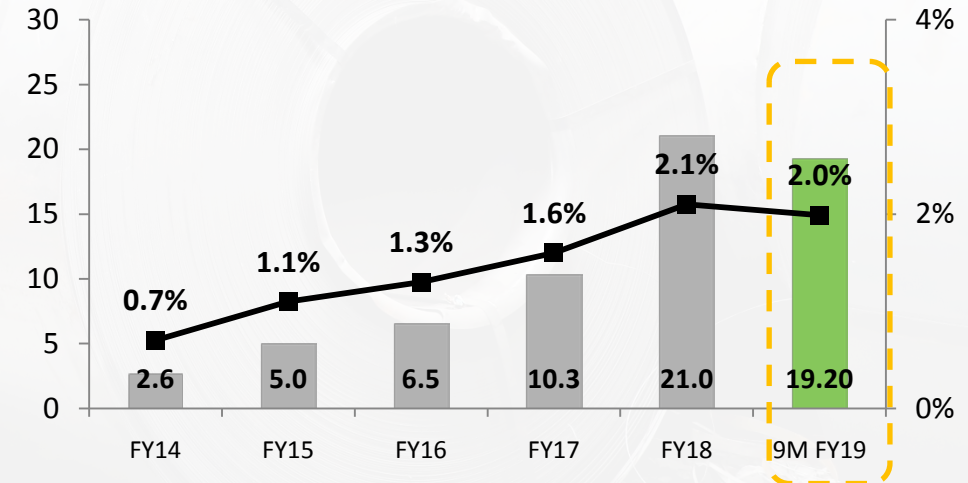
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)

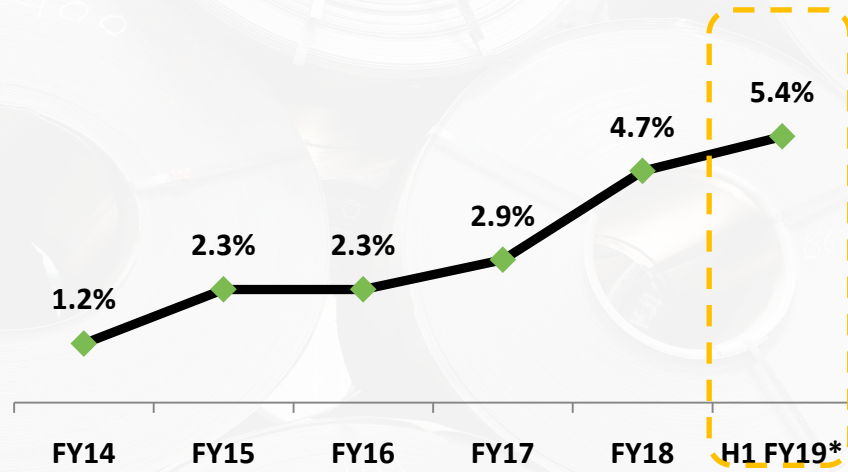


PAT (Rs. Cr) / Margin (%)

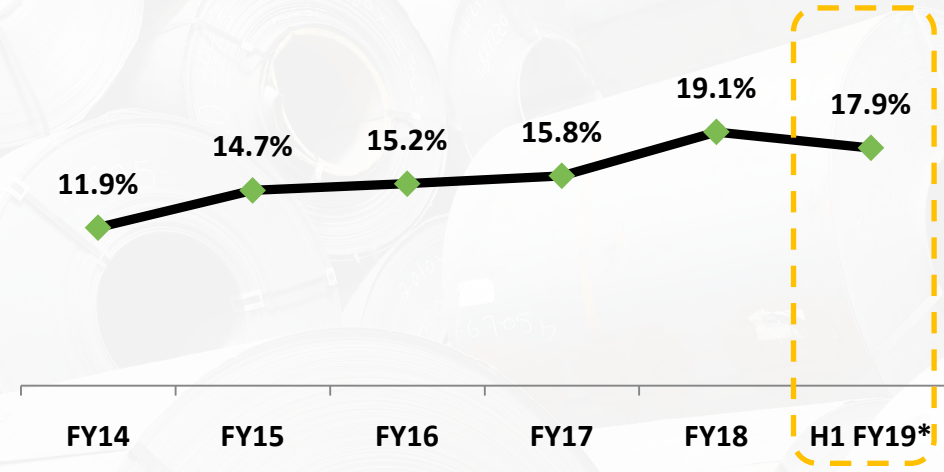


# Consolidated Financials Ratios

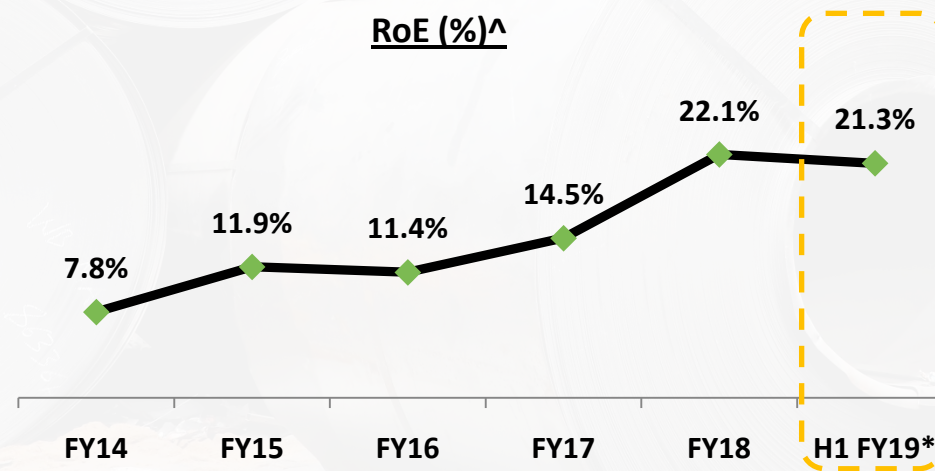
ROA (%)\*\*



RoCE (%)#



RoE (%)^



(\*H1 FY19 Annualized figures)

(\*\*ROA = Net Profit/ Total Assets,# RoCE = EBIT/(Average shareholders fund + long term borrowings + short term borrowings-Non current investment), ^ ROE = Net Profit/ Average Net Worth )



# Consolidated Annual P&L Highlights



Rs. in Cr	FY18	FY17	Y-o-Y %
<b>Sales Volume ( in MT )</b>	<b>226,023</b>	<b>158,428</b>	<b>43.0%</b>
<b>Total Income from Operations</b>	<b>1,015.7</b>	<b>637.4</b>	<b>59.3%</b>
Raw Materials	913.3	562.7	
Employee Cost	12.1	10.6	
Other Cost	30.1	24.3	
Total Expenditure	955.5	597.5	
<b>EBITDA</b>	<b>60.1</b>	<b>39.9</b>	<b>50.8%</b>
Other Income	1.3	2.4	
Depreciation	4.0	6.9	
Interest	27.4	20.5	
<b>Profit Before Tax</b>	<b>30.0</b>	<b>14.9</b>	
Tax	9.0	4.5	
<b>Profit After Tax</b>	<b>21.0</b>	<b>10.4</b>	<b>102.3%</b>
<b>Basic EPS ( in Rs.)</b>	<b>20.39</b>	<b>10.08</b>	<b>102.3%</b>



# Consolidated Balance Sheet



Rs. in Cr	As on 31 <sup>st</sup> Mar - 18	As on 31 <sup>st</sup> Mar - 17
<b>Equity</b>	<b>113.6</b>	<b>76.9</b>
Equity Share Capital	10.5	10.3
Other Equity	103.1	66.6
<b>Liabilities</b>		
<b>Non Current Liabilities</b>	<b>83.8</b>	<b>63.5</b>
<b>Financial Liabilities</b>		
Borrowing	70.4	49.0
Other Financial liabilities	6.4	10.2
Provisions	0.6	0.6
Deferred Tax Liabilities (Net)	6.4	3.8
<b>Current Liabilities</b>	<b>251.2</b>	<b>219.1</b>
<b>Financial Liabilities</b>		
Borrowings	172.1	119.8
Trade Payables	45.4	57.5
Other Financial Liabilities	13.1	11.2
Other Current Liabilities	16.0	22.7
Provisions	1.2	5.8
Current Tax Liabilities (Net)	3.3	2.2
<b>Total Liabilities</b>	<b>448.6</b>	<b>359.5</b>

Rs. in Cr	As on 31 <sup>st</sup> Mar - 18	As on 31 <sup>st</sup> Mar - 17
<b>Non-current Assets</b>	<b>149.4</b>	<b>96.0</b>
Property, Plant and Equipment	123.9	81.1
Capital Work in Progress	17.4	7.7
Other Intangible asset	0.1	0.1
Investments	0.0	0.0
Loans	2.7	2.6
Other Non Current Assets	5.3	4.5
<b>Current Assets</b>	<b>299.2</b>	<b>263.5</b>
Inventories	154.3	124.4
<b>Financial Assets</b>		
Investments	0.0	0.0
Trade Receivables	103.9	95.9
Cash & Cash Equivalent	0.9	1.0
Bank Balance other than above	11.9	15.4
Loans	0.0	0.0
Current Tax Assets (Net)	0.0	0.0
Other Current Assets	28.1	26.9
<b>Total Assets</b>	<b>448.6</b>	<b>359.5</b>





**Chairman's Message**

**Consolidated Financial  
Highlights**

**Company Overview**

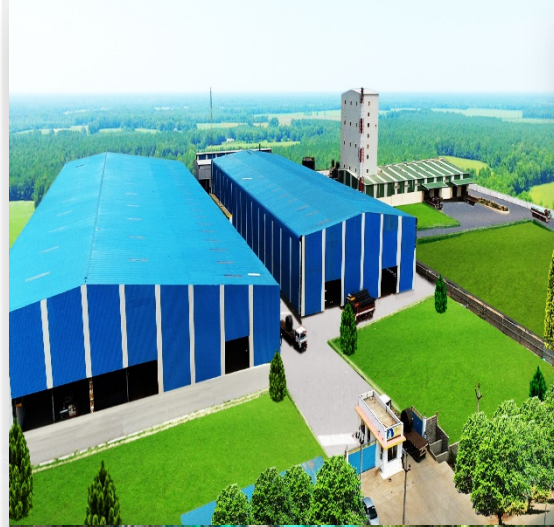
**Business Overview**

**Way Ahead**





# Company Overview



## Incorporated in 1985

- Amongst leading steel processing companies in India providing world class innovative products for nearly 3 decades



## Powerhouse of Engineering Excellence

- Presence in steel pipes, hollow sections, tubes, cold rolled coils & strips, road crash barriers, solar mounting structures and a variety of other galvanised products



## Strategically located state of the art manufacturing facilities

- Four state of the art integrated manufacturing units located at Sikandrabad (two units), Sanand (Gujarat) & Hindupur (Andhra Pradesh)
- Total installed capacity of 4,20,000 mtpa



## Multi product Company

- Multi product Company catering to diverse steel needs
- Application in high-rise buildings ,metro stations , bridges, dams, refineries, telecom, airports, highways and power projects



## Pan-India presence

- Direct marketing presence in over 17 states
- More than 300 plus distributors across country

# Journey So Far



- Installation of continuous galvanising line
- Installation of Hot Dipped Galvanised Facility



- Unit 2 at Sikandrabad to manufacture steel tubes & hollow sections
- Started commercial production of Steel tubes & hollow section at State of Art Sanand (Gujarat) facility
- Listing in NSE-SME



1988 - 96

- Started manufacturing MS pipes at Sikandrabad- Unit 1
- Started manufacturing Cold Rolled coils & strips

2001 - 05



2008 - 10

- Started production of Highway Crash Barriers
- Started production of Hollow sections and Solar Mounting sections

2012 - 16



2017 - 18

- Commenced Operations at Hindupur(A.P.)
- Modernisation of Cold Rolling Mill at Sikandrabad Plant
- Commissioning ERW Pipe manufacturing at Hindupur
- 3<sup>rd</sup> Company to Migrate to NSE Main Board - May 2018



# Professional Management



**Mr. Ajay Kumar Bansal**  
**Chairman cum Managing Director**

- Commerce Graduate from Delhi University
- Industry Stalwart with more than 35 years of rich experience
- Nominated as Chairman of Federation of Indian Industries (Steel Tube Panel) representing entire steel tubes industries at various National and International Summits, Seminars and Conferences
- Leading the Tube and Pipes Industry with dynamic approach
- Strategic Planning and identifying new growth drivers for Company

**Mr. Anish Bansal**  
**Executive Director**

- B.Sc Economics in Banking and Finance from Cardiff University U.K in 2005
- Rich experience of more than 12 years in Administration and Business Development
- Responsible in taking care of entire area of Corporate Finance and Business Strategies

**Mr. Ashok Aggarwal**  
**Commercial Head**

- Graduated from Delhi University
- More than 32 years of experience in area of procurement of Steels from primary steel producers at competitive prices

**Mr. Arvind Bansal**  
**Chief Financial Officer**

- Qualified Chartered Accountant with over 20 years of experience in matters related to Corporate Finance, Corporate Restructuring, Taxation, Capital Market, Management Information System and Accounting



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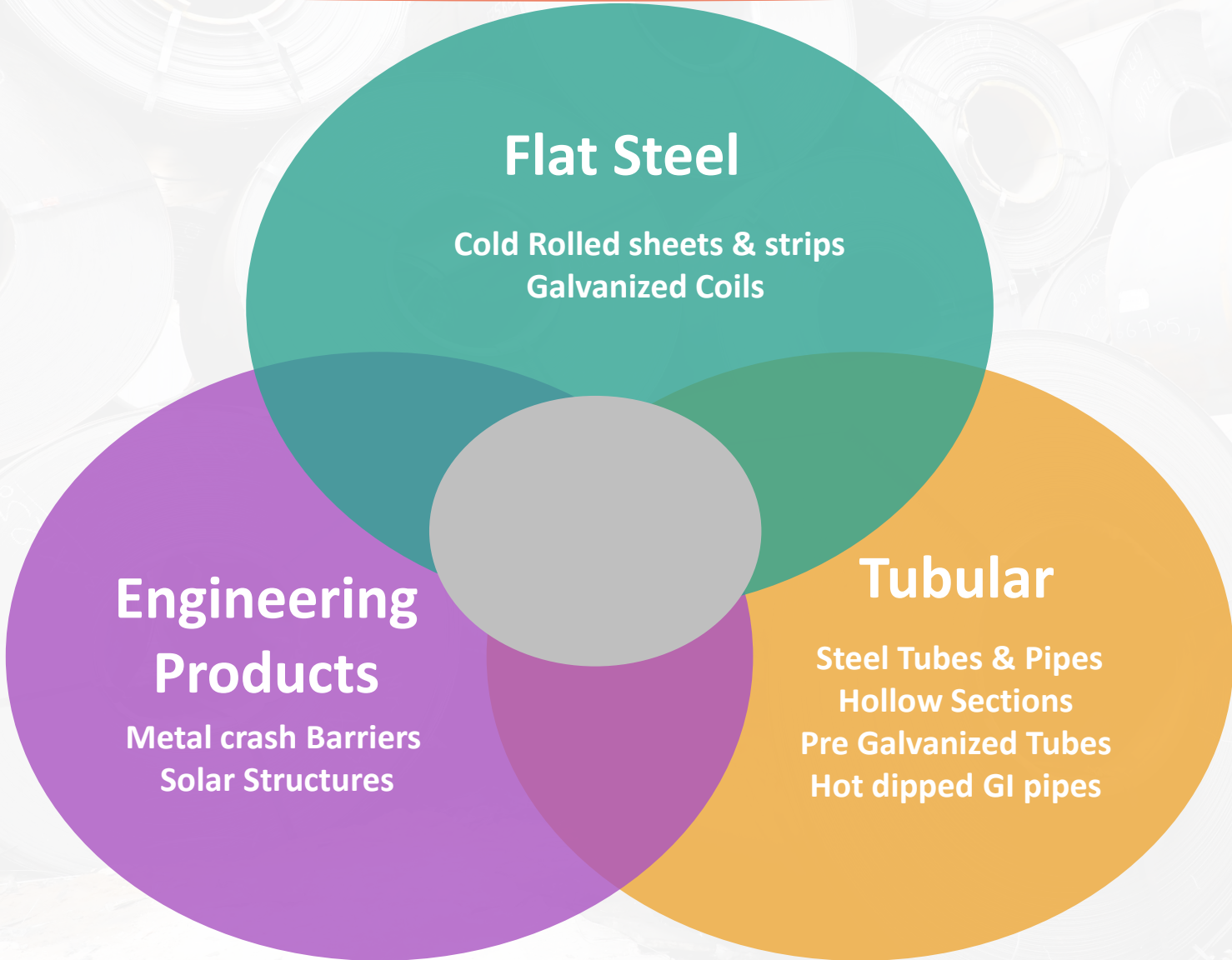
**Business Overview**

**Way Ahead**



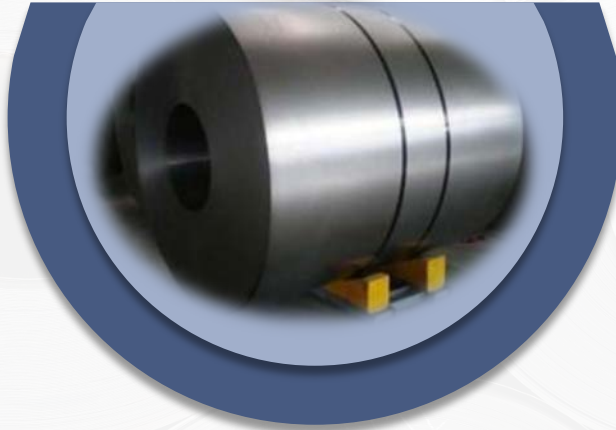


# Business Overview



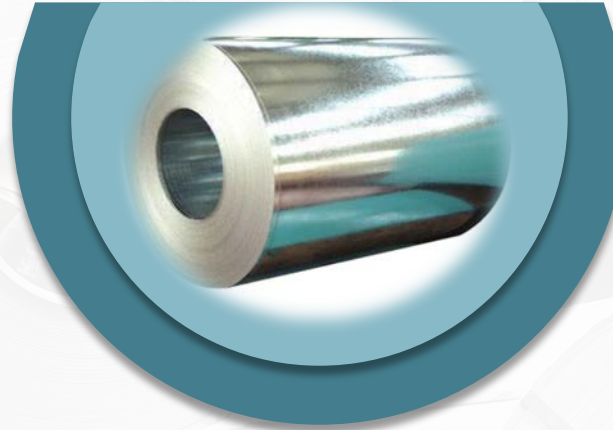
# Different Products... ...Catering to wide array of applications

## Flat Steel



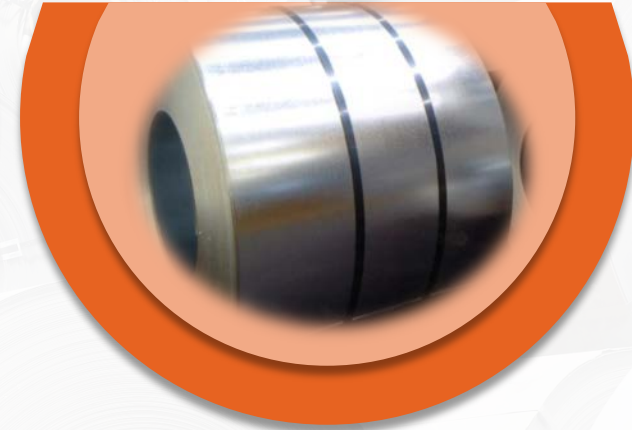
**CR Sheets & Strips**

Stampings  
Auto & Auto Ancillaries  
Transmission Chain  
Bicycle Parts  
Fine Blanking  
Bearings



**Galvanized Coils**

Construction  
Agriculture  
Automobile  
Domestic & Outdoor  
Electric Appliance  
Furniture & Fixtures  
Industry

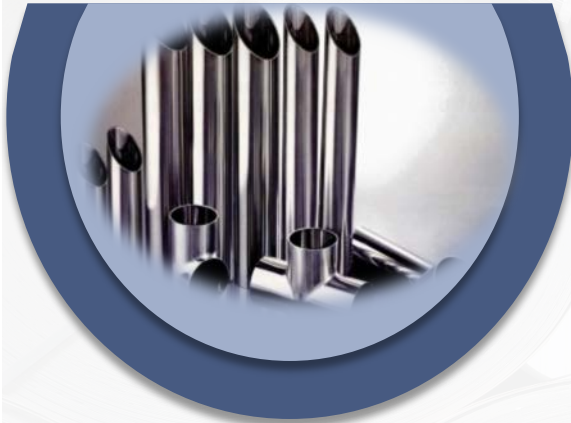


**Cold Formed Sections**

Automobile Industry  
Civil Construction  
Solar Mounting Structures  
Strut Support Systems  
Storage Systems  
Furniture & Office Equipments

# Different Products... ...Catering to wide array of applications

## Tubular



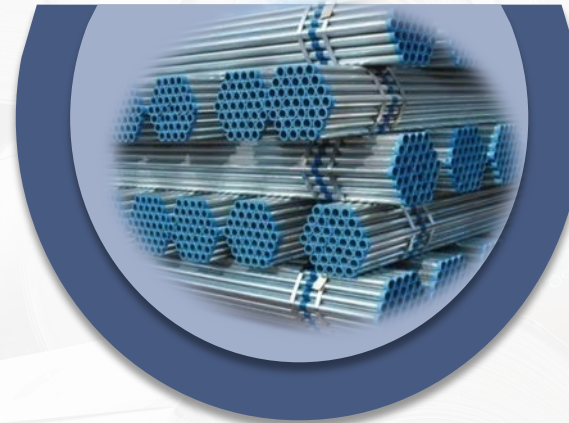
### Steel Tubes & Pipes

Water Gas & Air Pipeline  
Automobiles  
Power & Industrial Boilers  
Transformers  
Superheaters  
Economisers  
Heat Exchangers  
Railway  
Electrification and Furniture  
Applications etc.



### Hollow Sections

Casing  
Columns & Fence  
Handrails  
Load Bearing Structure  
Piling  
Posts  
Poles  
Railings  
Scaffolding  
Skywalks, Towers etc.



### Pre Galvanized Tubes

HVAC  
Cladding  
Roofing  
Building Accessory  
Partition  
False Ceilings  
Household Appliances  
(Washing Machine/ A.C etc)  
Railway Carriages, Road Signs  
Containers, Furniture etc.



### Hot Dipped GI Pipes

Agriculture  
Plumbing  
Green Houses  
Irrigation  
Hand Pumps  
Bore  
Tubewell



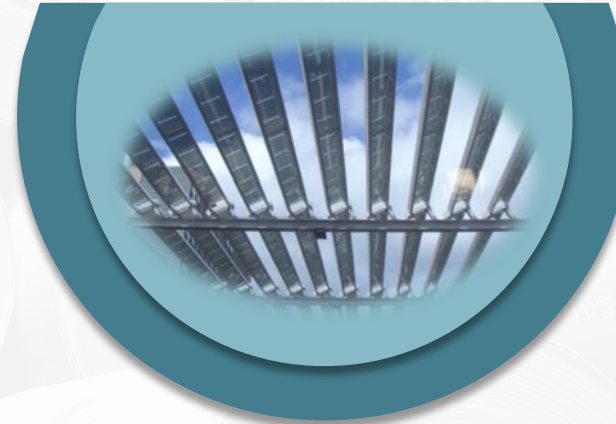
# Different Products... ...Catering to wide array of applications

## Engineering Products



### Metal Crash Barriers

Water Gas & Air Pipeline  
Automobiles  
Power & Industrial Boilers  
Transformers  
Superheaters  
Economisers  
Heat Exchangers  
Bicycles  
Railways  
Electrification and Furniture



### Solar Structures

Ground mounted solar  
power plants  
Rooftop solar  
Street lighting  
Solar water pumps  
Solar street lighting

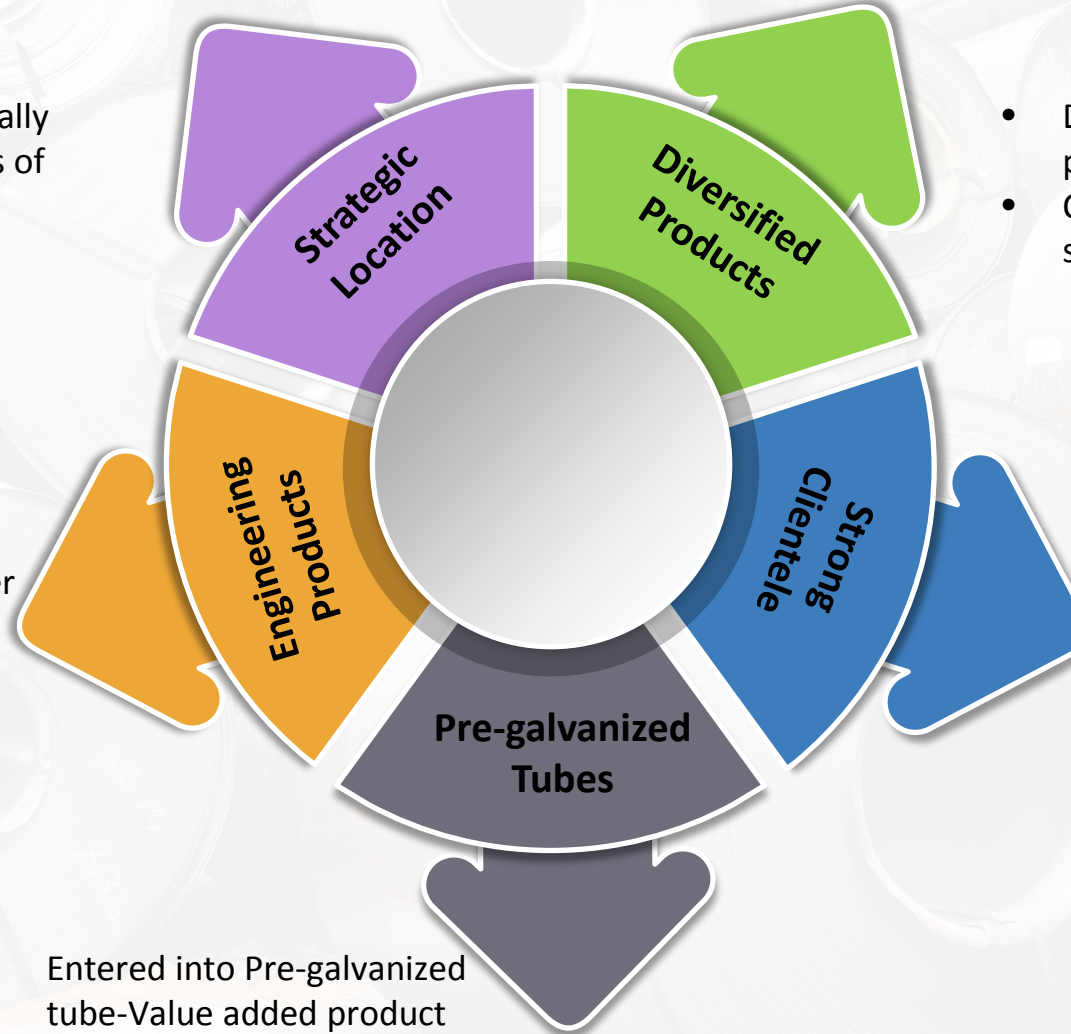
# Key Business Strengths



- Manufacturing facilities – strategically located in key high growth markets of North & West India
- Resulting in increased operational efficiencies

- Market leader in Crash Barrier segment
- Strong presence in fast growing Solar Structures segment

- Entered into Pre-galvanized tube-Value added product
- Huge demand from coastal areas and green houses



- Diversified, specialized products
- Catering to wide array of sector applications

- Supplies to leading Infrastructure companies such as LNT, Adani Ports, NTPC, Powergrid, BHEL, Bha rti Infratel, Ashok Leyland amongst others
- Approved vendor for major public sector undertakings like BHEL, Powergrid,AAI,DMRC & MMRDA

# State-of- Art Manufacturing facilities

- Manufacturing plant Sikandrabad, Uttar Pradesh (UP)
- Installed capacity of 1,80,000 mtpa



- Manufacturing unit in Hindupur
- Installed capacity of 1,20,000 mtpa

- Manufacturing unit in Sanand (Gujarat)
- Installed capacity of 1,25,000 mtpa



# Internationally certified...



# Our Esteemed Customers





# Marquee Projects using Hi-tech products



Grandstand Roofing Structure- Buddh International Circuit



Toll Plaza- Bandra-Worli Sea Link



Tensile Membrane Structures- Mumbai Airport



Main Supporting Structures- Common Wealth Stadium



Station Structure & Railing- Delhi Metro



Structural Support Members- Foot Over Bridges in Delhi



Module Mounting Structures- Gujarat Solar Park

# Marquee Projects using Hi-tech products



Fire Fighting Pipes- Seven Hills Hospital Mumbai



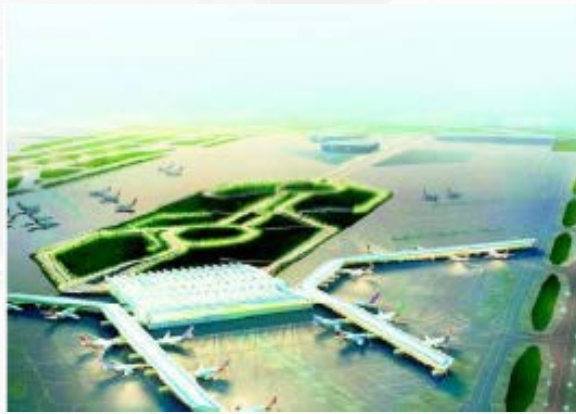
Crash Barriers- Yamuna Expressway



Towers- Suzlon Wind Farms



Curtain Walling Structure- Mumbai New Airport Terminal



Structural Glazing Structure- Delhi T3 Terminal



Walkways – Mumbai Skywalks



Substation Tubular Structure- Powergrid Corporation Ltd.



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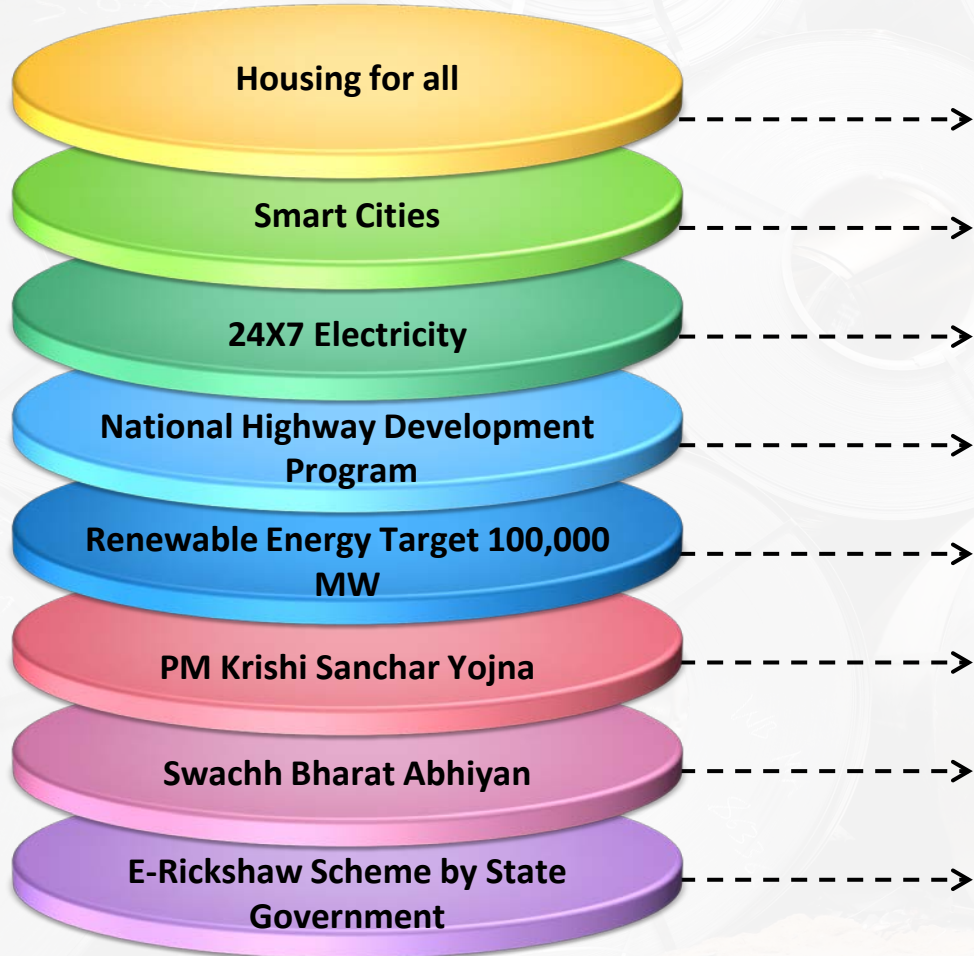
**Business Overview**

**Way Ahead**





# Government Impetus creating significant industry growth opportunity



- MS Black Tubes & Hollow Section for Roofing, Rails, Grills, Gate Etc.
- Tubes And Pipes Used for Prefab home and shelters
- Large Hollow Section Pipe & Poles Used in Infrastructure Projects, Street Lighting, Sewage
- Power Transmission & Distribution Structures and Poles.
- Road Crash Barrier for Highway Safety
- Solar Mounting Structures Used For Supporting Solar Panels
- Casing Pipe and Galvanised Pipes for Boring and tube well
- Hollow Section Used in Prefab Toilets
- CR Square Tube Used For Rickshaw Frame

... Hi-tech uniquely positioned to leverage upon these opportunities – to emerge as a leading player in India



## Way Ahead



**Aspiring to achieve one million ton installed capacity**

**Become Globally Reputed Steel Processing Company**

**Be known for technology and high quality specialized products**



**Thank you**



**For further information, please contact:**

**Company :**

**Hi- Tech Pipes Ltd.**

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