

January 12, 2024

To,

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

NSE Symbol: HITECH

Listing Department,
BSE Limited
Phiroze Jeejeebhoy Towers, Rotunda
Building, Dalal Street, Fort
Mumbai- 400001

Scrip Code: 543411

Subject: Q3 & 9M FY24 Result Update Presentation

Dear Sir/ Madam,

In reference to the above captioned subject, please find enclosed herewith Result update presentation with respect to the Un-audited Financial Results for the Quarter and Nine Months ended December 31, 2023.

Kindly take the above information on record and oblige.

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

Arun Kumar
Company Secretary

Encl: As above

Hi-TECH

STEEL PIPES

**INVESTOR
PRESENTATION
Q3&9MFY24**



SAFE HARBOUR

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Hi-Tech Pipes Ltd. (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company.

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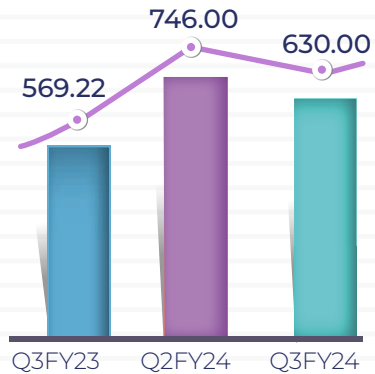
05 | Strategic Focus & Future Prospects

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KEY PERFORMANCE INDICATORS- Q3 FY24(CONSOLIDATED)

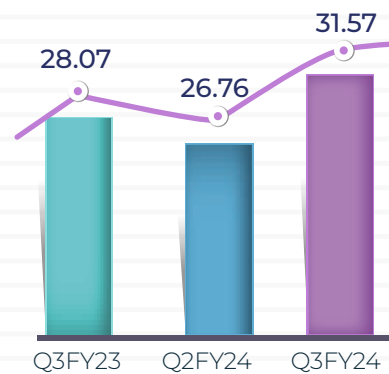
REVENUE (RS CRORE)

+10.68%



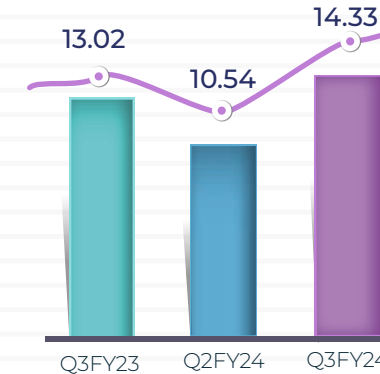
EBITDA (RS CRORE)

+12.47%



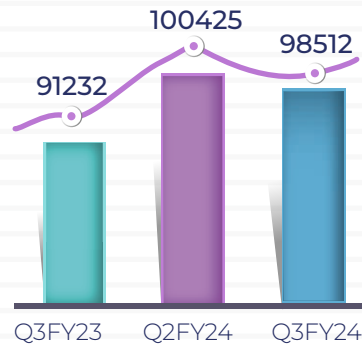
PAT (RS CRORE)

+10.06%



SALES VOLUME (MT)

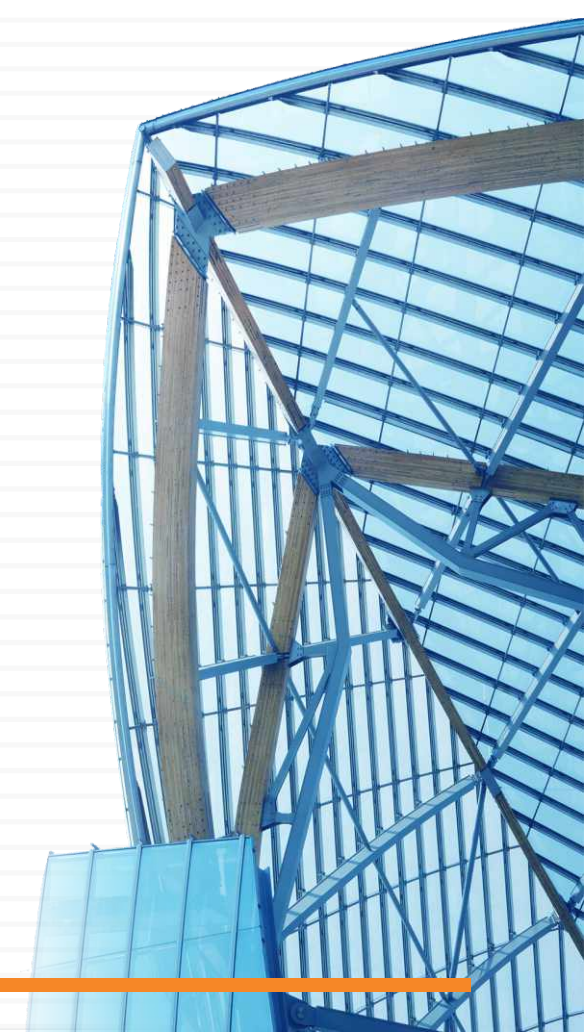
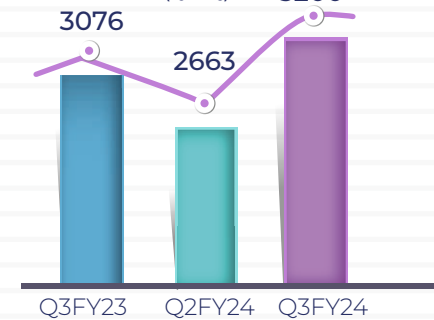
+7.98%



EBITDA PER MT (RS)

+4.03%
(Y-o-Y)

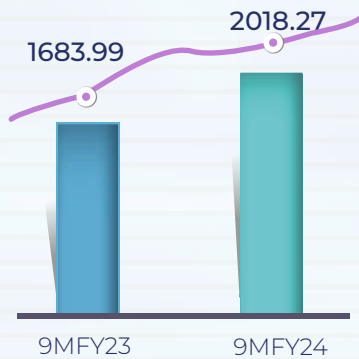
+20.17%
(Q-o-Q)



KEY PERFORMANCE INDICATORS– 9MFY24 (CONSOLIDATED)

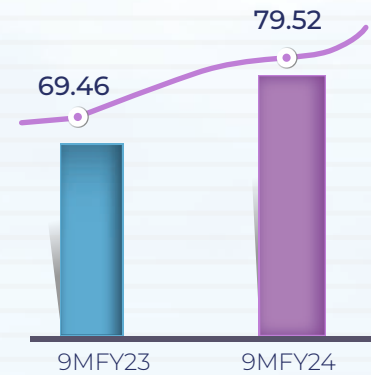
REVENUE (RS. CRORE)

+19.85%



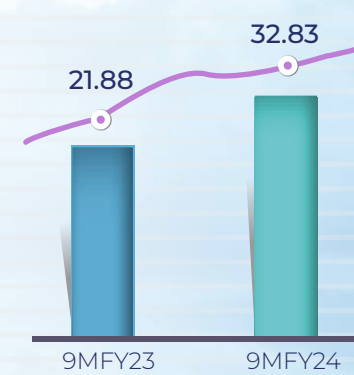
EBITDA (RS. CRORE)

+14.48%



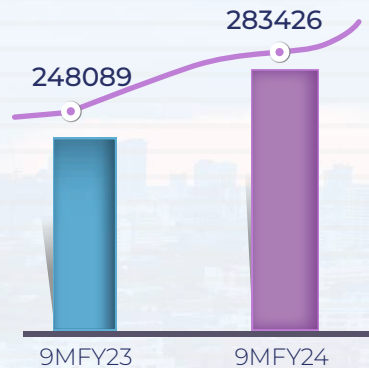
PAT (RS. CRORE)

+50.05%



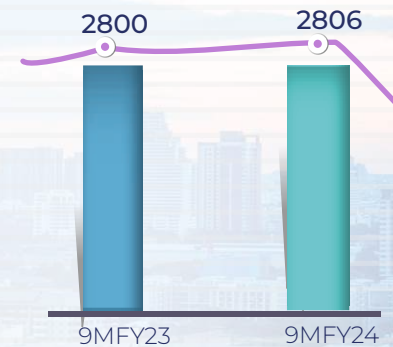
SALES VOLUME (MT)

+14.24%



EBITDA PER MT (RS. CRORE)

(At Par%)

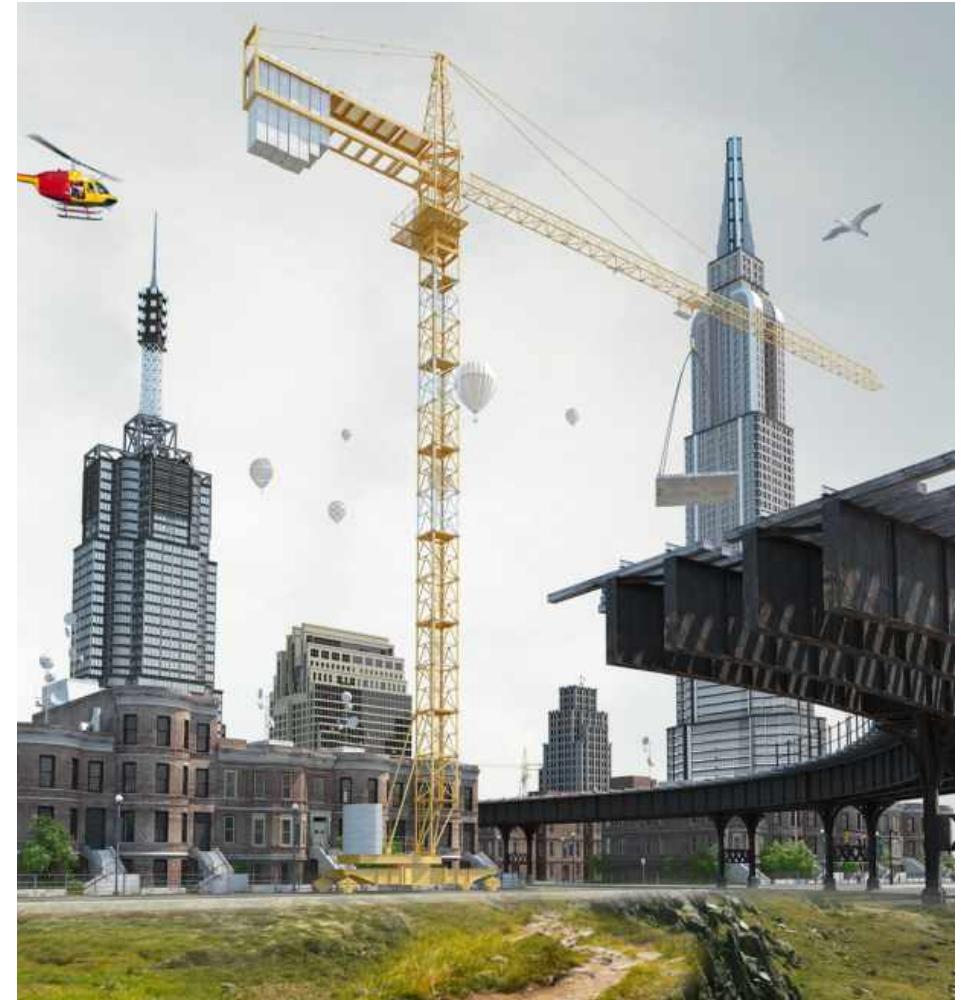


CONSOLIDATED PROFITABILITY HIGHLIGHTS –Q3 & 9MFY24

Particulars (Rs.Lacs)	Q3FY24	Q3FY23	Y-o-Y %	9MFY24	9MFY23	Y-o-Y %	FY23
Income From Operations	63009.82	56928.65	+10.68%	201826.57	168398.95	+19.85%	2,38,584.7
Raw Materials	56874.58	51462.34		185366.06	154025.59		2,17,432.7
Employee Cost	730.09	619.25		2223.78	1837.15		2,640.2
Other Cost	2247.80	2040.80		6284.36	5590.27		8,190.7
EBITDA	3157.35	2806.26	+12.51%	7952.37	6945.94	+14.49%	10321.1
EBITDA Margin (%)	5.01%	4.93%		3.94%	4.12%		4.3%
Other Income	44.19	51.82		144.59	196.43		226.2
Depreciation	375.31	362.12		954.34	853.72		1,377.2
Interest	926.82	756.31		2760.66	2718.48		3,530.1
Exceptional Items	0.00	0.00		0.00	651.53		651.5
Profit Before Tax	1899.41	1739.65	+9.18%	4381.96	2918.64		4988.5
Tax	466.66	437.84		1101.40	734.58		1220.2
Profit After Tax	1432.75	1301.81	+10.06%	3280.56	2184.06	+50.20%	3768.15
Total Comprehensive income (after taxes)	1433.47	1301.81	+10.11%	3283.19	2187.81	+50.06%	3779.22
Basic EPS (in Rs.)	1.09	1.09		2.49	1.78		3.06

Q3&9MFY24- KEY HIGHLIGHTS

- Total Revenue increased by 11% Y-O-Y to Rs.630.09 Cr. in Q3 FY24 vs. Rs.569.29 Cr. in Q3FY23. Overall Revenue from Operation for 9MFY24 is also up by 20% to Rs.2018 Cr. as Compared to Rs.1683.98 Cr. in 9MFY23. The Growth is mainly led by higher sales volume, better sales realization and increase in share of value added products.
- Sales Volume increased by 8% Y-o-Y to 98512 MT in Q3FY24 as compared to 91232 MT in Q3FY23. Sales Volume for 9MFY24 up by 14% to 2,83,426 MT vs. 2,48,089 MT in 9MFY23.
- PAT increased by 10.10%Y-O-Y to Rs. 14.33 Cr. in Q3FY24 as compared to Rs. 13.02 Cr. in Q3FY23 and 50% in 9MFY24 to Rs.32.83 Cr. as compared to Rs. 21.88 Cr. in 9MFY23.
- EBITDA Increased by 12.50% to Rs.31.57 CR. in Q3FY24 vs. Rs.28.06 Cr. in Q3FY24 and by 14.49% to Rs.79.52Cr. in 9MFY24 vs. Rs.69.46 Cr. in 9MFY24.
- New State-of-Art ERW Pipes Plant at Sananad, Makhiyav is making significant progress and is at an advanced stage of commissioning. It is expected to be Operational by Q4FY24.

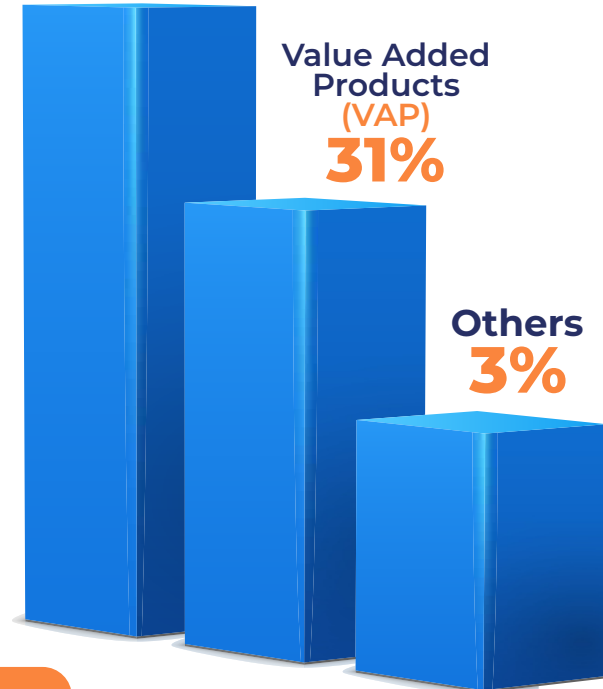


VALUE ADDED PRODUCTS (VAP) MIX

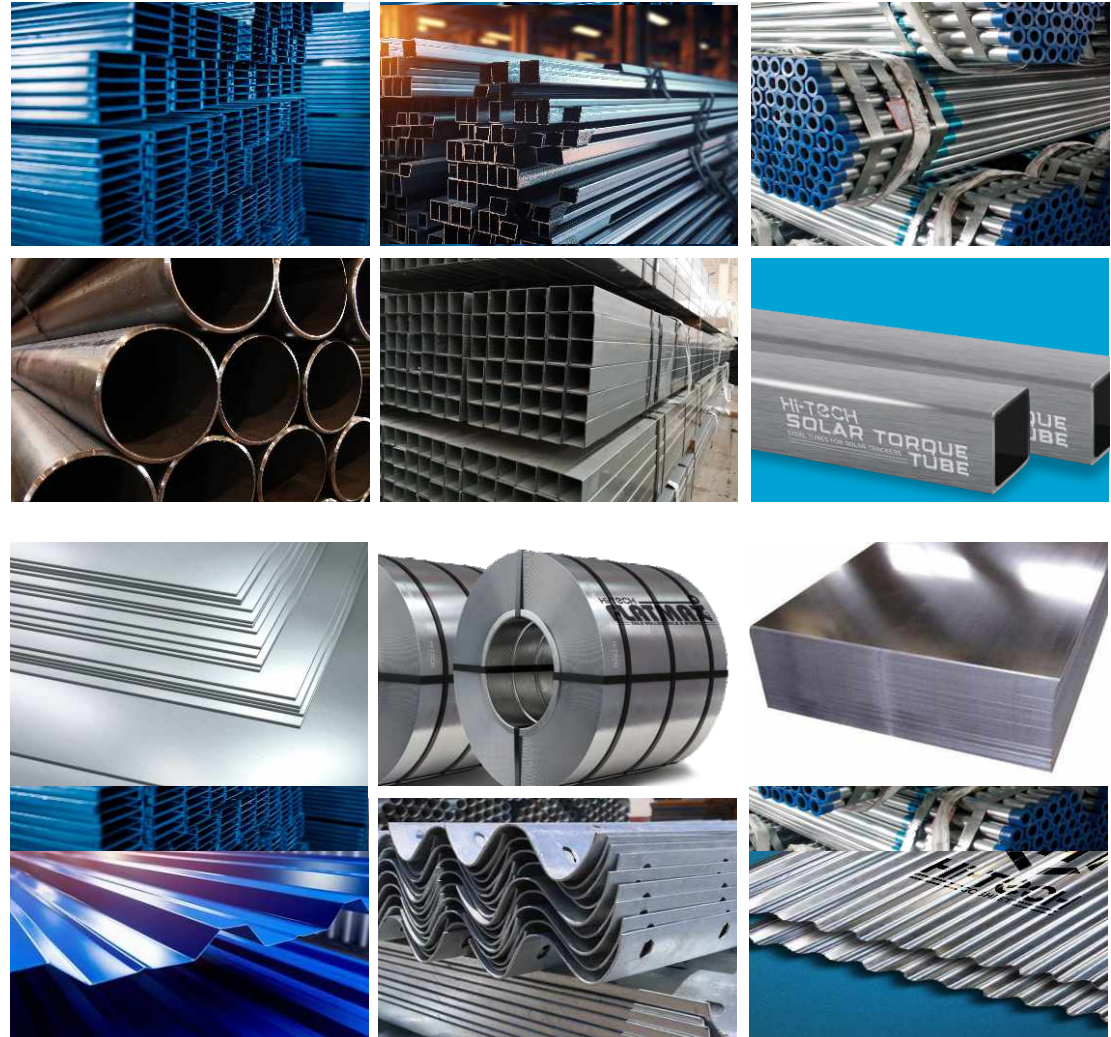
General Products
66%

Value Added Products (VAP)
31%

Others
3%

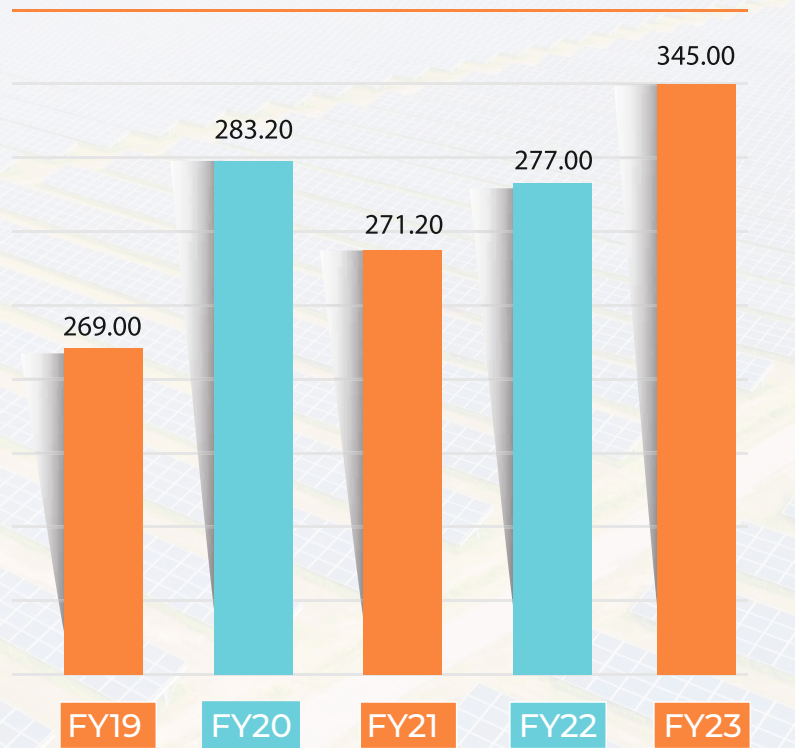


Complete Range of Our Products

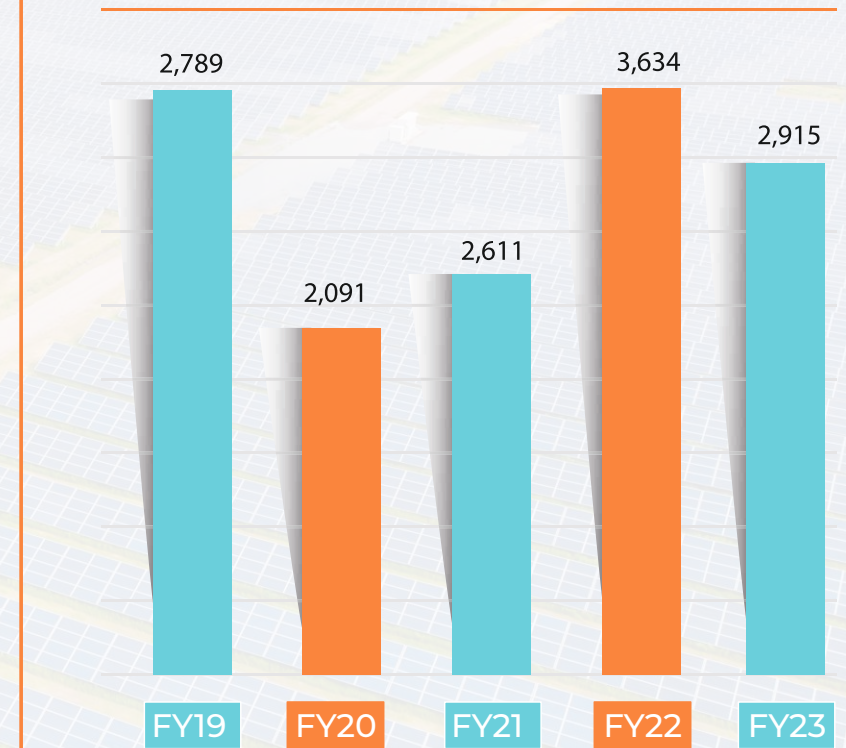


Annual Financial Performance

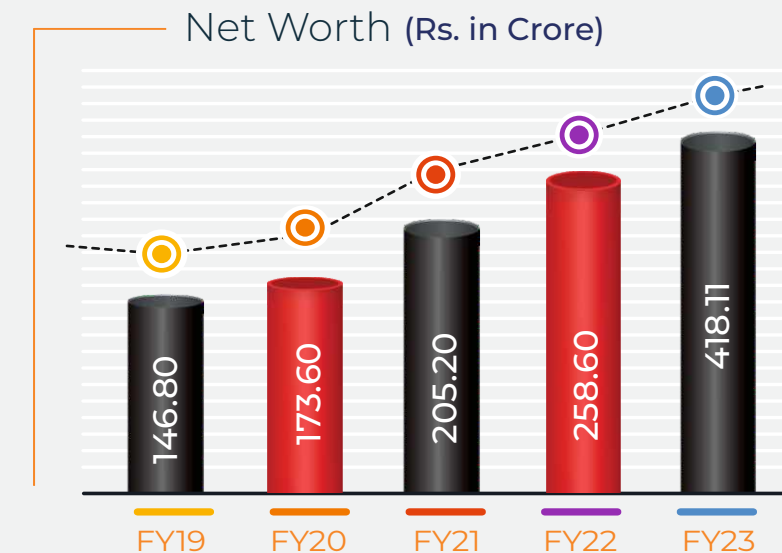
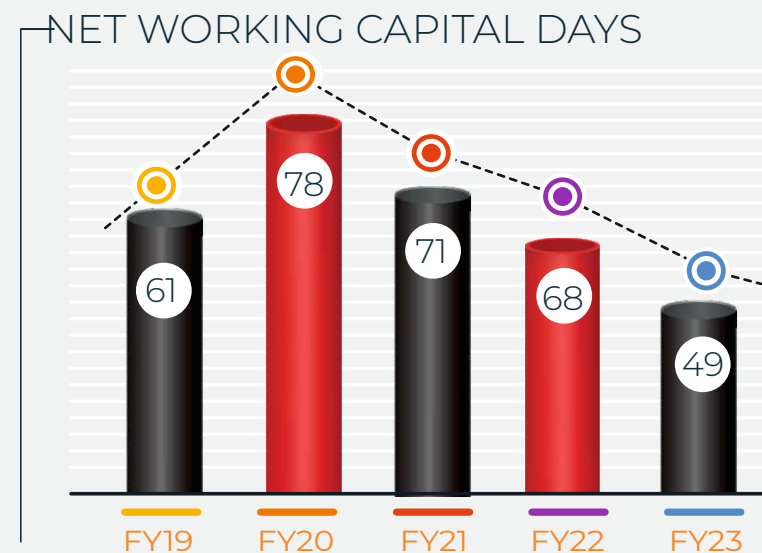
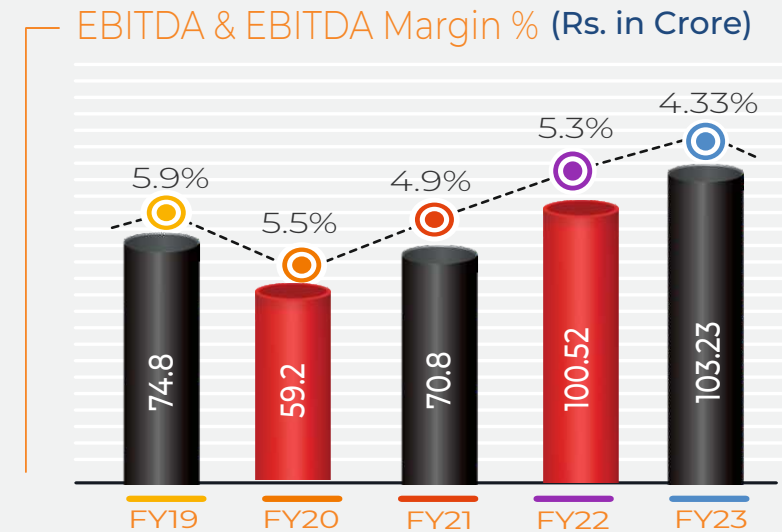
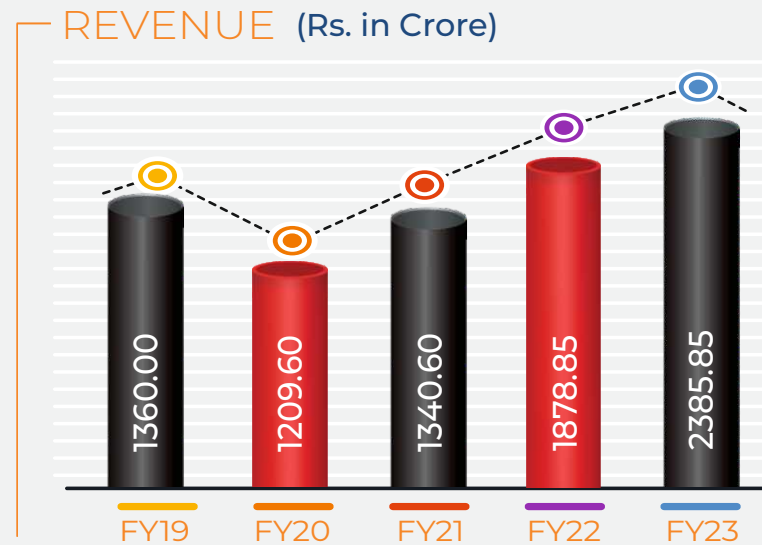
Volume ('000 MT)



EBITDA Rs. Per Metric Ton

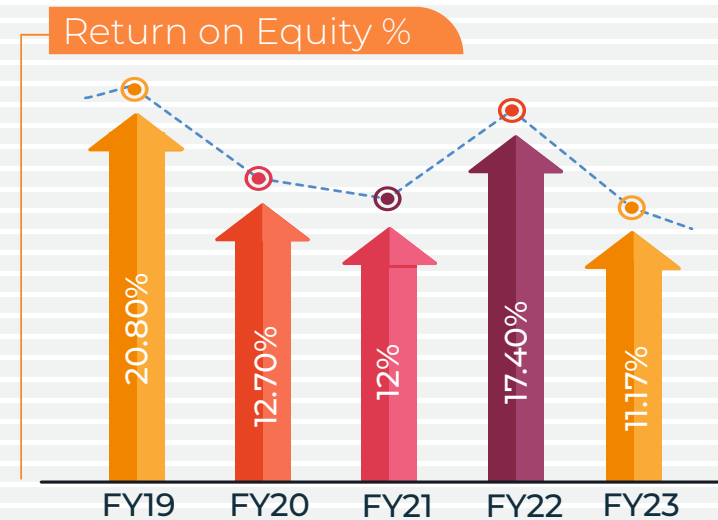
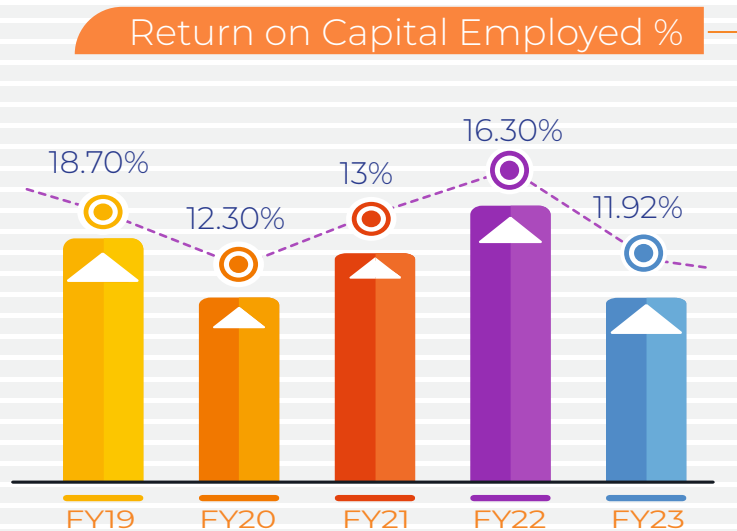
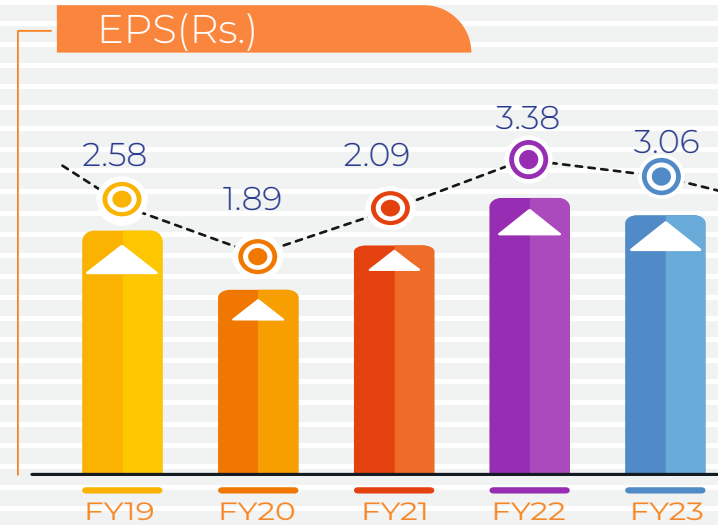
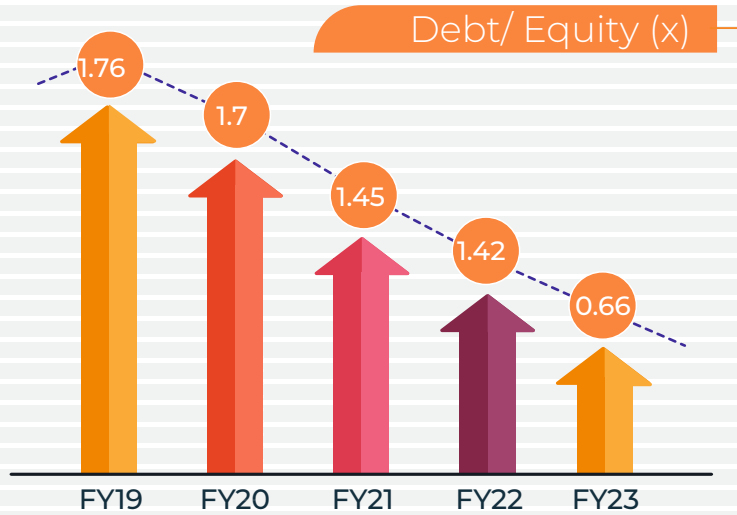


Key Performance Highlights Continued...



In Rs. Crore

Key Financial Ratios



New Initiatives-Green field Setup at Makhiyav

- ✓ New State-of-Art ERW Pipes Plant With a Proposed Installed Capacity of 1.7 LMT at Makhiyav, Sanand, Ahemdabad is in advance Stage of commissioning.
- ✓ The Operations is expected to be commenced by Q4FY24.
- ✓ Will significantly increase the Overall Production Capacity
- ✓ Mainly to cater west India and Export Market
- ✓ Entry into Large Dia Segment upto 16 inches round pipe for Water, Infrastructure, Oil & Gas Segment.
- ✓ With addition of this facility, company shall be able to enlarge its product basket from ½ to 16 inches.



New Initiatives- New Products Launched



- ✓ A Fire-Fighting system is the most essential part of the building services, with an aim to protect life and property.
- ✓ Sizes normally range from 25 mm to 150-mm NB “C” Class MS Pipes with plain end or socketed conforming to IS: 1239 & IS: 3589 specifications.

- ✓ A Brown field expansion in our Sikandrabad Facility Commercial Production of Color Coating Line having an installed capacity of 50,000 MT started on 01st January, 2023
- ✓ “Hi-Tech ColorStar” are premium color coated coils used in Warehouses, Industrial Sheds, Bus Body, Metros, Hilly areas, Wall Cladding, Doors and Window Frames etc. It is a Value Added Product for the company and will increase the margins in medium and long run.



- ✓ The company has started GP/GC line at its Sikandrabad facility having a capacity of 60,000 MT as a forward integration to our Cold rolled Coil line.
- ✓ The capacity is at its full swing and the product is well accepted in the market.

COMPANY OVERVIEW



Team HI-TECH: Board of Directors



Mr. Ajay Kumar Bansal

Chairman & Managing Director

- An Industry stalwart with over 40 years of experience in the steel industry. Chairman of the FII (Steel tube Panel);
- Represented industry at various National & International forums Played an instrumental role in the Company's

Mr. Anish Bansal

Whole-Time Director

- B.Sc. (Economics) in Banking & Finance graduate from the Cardiff University, England, with over 18 years of experience in Business Development & Administration.
- His area of expertise includes corporate finance, strategy,marketing, product development, project implementation, international trade and finance along with other corporate matters.



Mr. P.K. Saxena

Non-Executive

Independent Director.

Member-CAIIB.



Mr. Vivek Goyal

Non-Executive

Independent Director.

Chartered Accountant.



Mr. Mukesh Kumar Garg

Non-Executive

Independent Director.

Ex-Railway IRSE Officer.



Mrs. Neerja Kumar

Non-Executive

Independent Director.

Ex-Banker.

OUR JOURNEY

1988-2001

- Commenced manufacturing MS pipes at Sikandrabad unit-1
- Started manufacturing cold rolled coils and strips

Hi-TECH
1988-2001

2001-2012

- Installation of hot-dipped galvanizing facility
- Commenced production of highway crash barriers
- Began production of hollow sections and solar mounting sections

Hi-TECH
2001-2012

2012-2016

- Commenced operations at Hindupur (Andhra Pradesh)
- Modernized the cold rolling plant at Sikandrabad unit
- Commissioned ERW pipes at Hindupur unit
- The third company to migrate to NSE Main Board in May 2018

Hi-TECH
2012-2016

2017-2018

- Commenced commercial operations of unit 2 at Sikandrabad to manufacture steel tubes and hollow sections
- Started commercial production of steel tubes and hollow sections at the Sanand (Gujarat) unit
- Listed on the NSE-SME

Hi-TECH
2017-2018

2018-2020

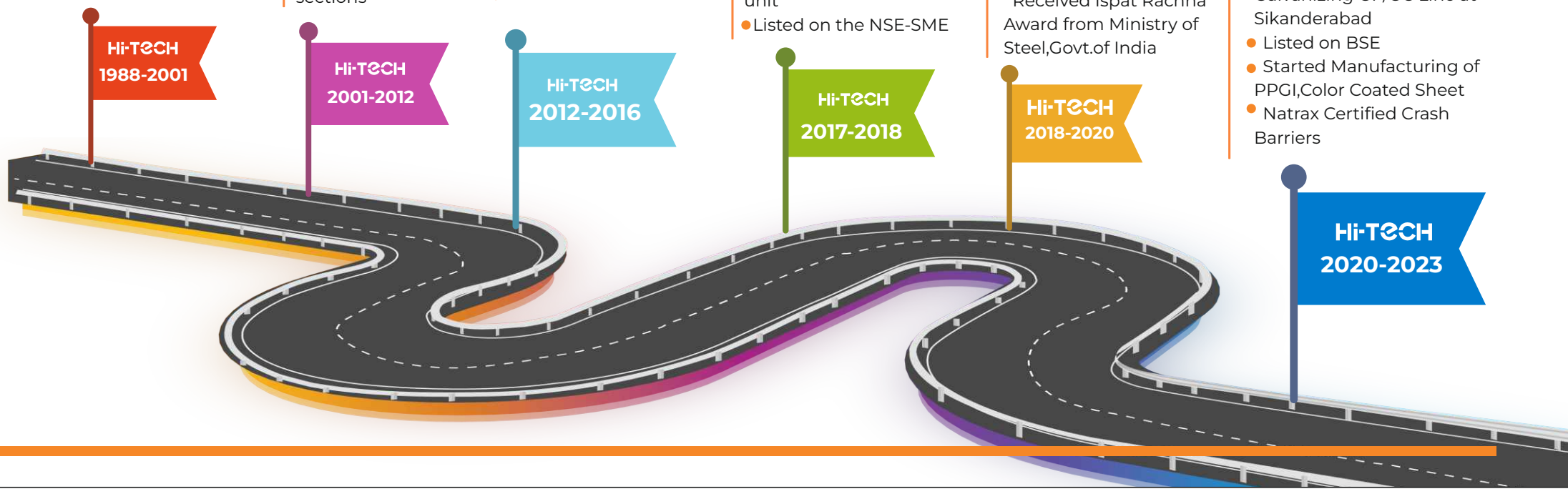
- Started 3rd tube mill at Sanand
- Installed solar plants at Sanand and Hindupur units
- Started Cold Rolling expansion project for wider product of HROp, CRCA, CRFH
- Received Secondary Steel Sector award from Ministry of Steel
- Received Top Performer award from SAIL
- Received Ispat Rachna Award from Ministry of Steel, Govt. of India

Hi-TECH
2018-2020

2020-2023

- Commenced operations at Khopoli (Maharashtra)
- Started Continuous Galvanizing GP/GC Line at Sikanderabad
- Listed on BSE
- Started Manufacturing of PPGI, Color Coated Sheet
- Natrax Certified Crash Barriers

Hi-TECH
2020-2023



Hi-Tech Pipes | Capabilities Built So Far...

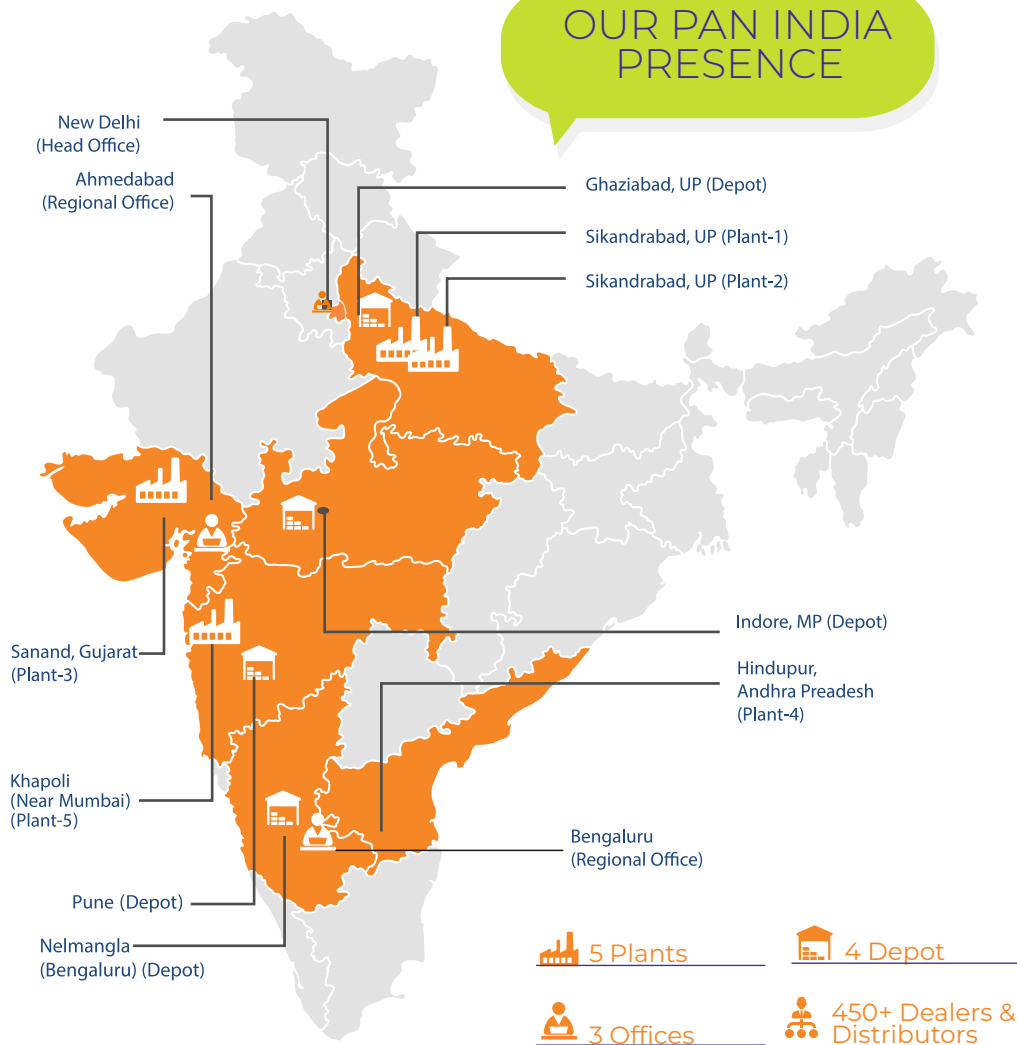


Continued Investment in Building Competencies to Cater to Demand...

Enhancing Capacities Year-on-Year (Metric Tonnes per Annum)



OUR PAN INDIA PRESENCE



Plant Location	Capacity (MTPA)	Product Portfolio
Sikandrabad, UP	2,55,000	MS Steel Pipes, Hollow Sections, GI Pipes, Cold Rolled Coils & Strips, GP Coils, GC Sheets, Crash Barriers, Color Coated Coils
Gujarat Sanand,	1,25,000	MS Steel Pipes, Hollow Sections & GP Pipes
Hindupur, AP	1,20,000	MS Steel Pipes, Hollow Sections, GI Pipes & GP Pipes
Khopoli, Maharashtra	80,000	MS Steel Pipes & Hollow Sections, CR Pipes, GP pipes
Total	5,80,000	Diversified Range

* Map not to scale

Our Manufacturing Facilities



Sikandrabad, Uttar Pradesh Unit-1



Sikandrabad, Uttar Pradesh Unit-2



Hindupur, Andhra Pradesh



Khopoli, Maharashtra



Sanand, Gujarat

Hi-Tech One Stop Shop



CERTIFICATION



QRO
QUALITY RESEARCH ORGANIZATION

Certificate of Registration

This is to certify that

HI TECH PIPES LTD

REGD OFFICE:- GF-10, PEARLS OMAXE TOWER, NET/ PITAMPURA, NEW DELHI-110034, IN
WORKS-PLOTE NO-10, INDUSTRIAL ESTATE SIKEN DISTT-BULANDSHAHR, UTTAR PRADESH

has been independently assessed and is compliant with the requirement

ISO 45001:2018

Occupational Health and Safety Management System



QRO
QUALITY RESEARCH ORGANIZATION

Certificate of Registration

This is to certify that

HI TECH PIPES LTD

REGD OFFICE:- GF-10, PEARLS OMAXE TOWER, NETAJI SUBHASH PLACE, PITAMPURA, NEW DELHI-110034, INDIA
WORKS-PLOTE NO-10, INDUSTRIAL ESTATE SIKENDERABAD-201001, DISTT-BULANDSHAHR, UTTAR PRADESH, INDIA

has been independently assessed by QRO and is compliant with the requirement of:

ISO 14001:2015

Environmental Management System



DNV

MANAGEMENT SYSTEM CERTIFICATE

Certificate no.: 161177-2014-AQ-IND-RVA Initial certification date: 14 August 2008 Valid: 14 August 2020 to 13 August 2026

This is to certify that the management system of **Hi-Tech Pipes Ltd.** Plot No.10, Industrial Area, Sikandrabad, District Bulandshahr, India

has been found to conform to the Quality Management System standard: **ISO 9001:2015**



Infrastructure & Construction Industry Awards

epc world AWARDS 2010

pwc

CERTIFIED

This is to certify that **Hi-Tech Pipes Ltd.** has been conferred an Award for **Outstanding Company in Pipes sector** on 22nd December 2010, Mumbai, India by **Shri Digambar Kamat, Honourable Chief Minister of Goa**

Tejasi Sharma
Publisher & Editor-in-Chief
EPC World Media Group

Onil Shah
Chairman
EPC World Media Group



PATRON MEMBER

SES
SOLAR ENERGY SOCIETY OF INDIA (SESI)

Membership Certificate

This is to certify that **M/s Hi-Tech Pipes Limited.** is a member of Solar Energy Society of India (SESI).

Membership No. **PM/0144/2011**

Ajay Prakash Shrivastava
President

Rajinder Kumar Kaura
Secretary General

SOLAR ENERGY SOCIETY OF INDIA (SESI)
(Indian Section of International Solar Energy Society)
A-14, Mohan Cooperative Industrial Estate
Mathura Road, New Delhi-110 044
Telephone: +91-11-45649804, Telefax: +91-11-26059759
E-mail: dg_sesi@yahoo.co.in, info@sesi.in
Website: www.sesi.in

APPROVALS



KEY MARQUEE PROJECTS



Surat Diamond Bourse



Affordable housing



Agriculture



Narendra Modi stadium,
motera, Ahmedabad, Gujarat



High Speed
Bullet Train



Jal Jeevan
Mission



Dedicated Freight
Corridor



Naitonal
Express way



5G Telecom
Towers



Solar Mounting
Structures

OUR MARQUEE CLIENTELE



INTERNATIONAL LICENSES

Certificate of Compliance

UK CA





Quality Assurance Management and Factory Production control system for the manufacture of Cold formed welded structural hollow sections (circular, square and rectangular) of non-alloy and fine grain structural steels

We hereby declare that the technical files of all the items in each product group complies with the requirements of UK CA regulations, CPR 305/2011, and conforms to product specification BS/ En 10219-1:2006, Annex ZA.

Name : **HI TECH PIPES LTD**

Address : **REGD OFFICE: GF-10, PEARLS OMAXE TOWER, NETAJI SUBHASH PLACE, PITAMPURA, NEW DELHI-110034, INDIA**
WORKS- PLOT NO-10, INDUSTRIAL ESTATE SIKENDERABAD-203205, DISTT-BULANDSHAHR, UTTAR PRADESH, INDIA




EN 10219-1:2006



DNV GL

CERTIFICATE OF FACTORY PRODUCTION CONTROL

Certificate No: 10000377204-PA-DNV GL-IND Rev 00 Initial certification date: 08 February 2021 Valid: 07 February 2024

This certificate consists of 02 page(s)

This is to certify that the product(s)

EN 10255:2004+A1:2007

Non-alloy steel tubes suitable for welding and threading

Manufactured by

Hi-Tech PIPES LIMITED

Plot No. 10, Industrial Area, Sikandarabad, U.P., India



has on a voluntary basis been assessed with respect to the conformity assessment procedure "Factory Production Control" as described in EN 10255:2004+A1:2007 annex ZA Clause 12.3 of the standard on structural steel, as amended and found to comply



ශ්‍රී ලංකා ප්‍රමිති ආයතනය
இலங்கை கட்டளைகள் நிறுவனம்
SRI LANKA STANDARDS INSTITUTION

අංක 17, වික්ටෝරියා ප්ලේස්, එල්ටිගලා මාවත, කොළඹ 8. ටැලිෆෝන්: 17 දුරකථන අංකය: 94 11 2671567-72 ෆැක්ස්: 94 11 2672617 විද්‍යුත් තැපෑල: slsi@slsi.lk වෙබ් අඩවිය: http://www.slsi.lk

මෙහි පැමිණිලි කිරීමේදී, සම්පූර්ණ වශයෙන්ම සමත් වූ බවට තීරණය කර ඇත. අපගේ මගීගේ අංකය: II/CME/72/RM-13 දිනය: 2024

Mr. Anish Bansal,
Chief Executive Officer,
Hi-Tech Pipes Limited, 15/1 (1st Floor), Asaf Ali Road,
New Delhi- 110 002,
INDIA.



AWARDS



TOP PERFORMER
AWARD FROM SAIL



SECONDARY STEEL AWARD
FROM MINISTRY OF STEEL
GOVT. OF INDIA



EXPORTER HOUSE CERTIFICATE,
MINISTRY OF COMMERCE, GOVT. OF INDIA



FORTUNE INDIA
THE NEXT 500



ISPAT RACHNA AWARD
2019, AAIFA (SUPPORTED BY
MINISTRY OF STEEL)



ISPAT AGRADOOT AWARD
2022, AAIFA (SUPPORTED BY
MINISTRY OF STEEL)



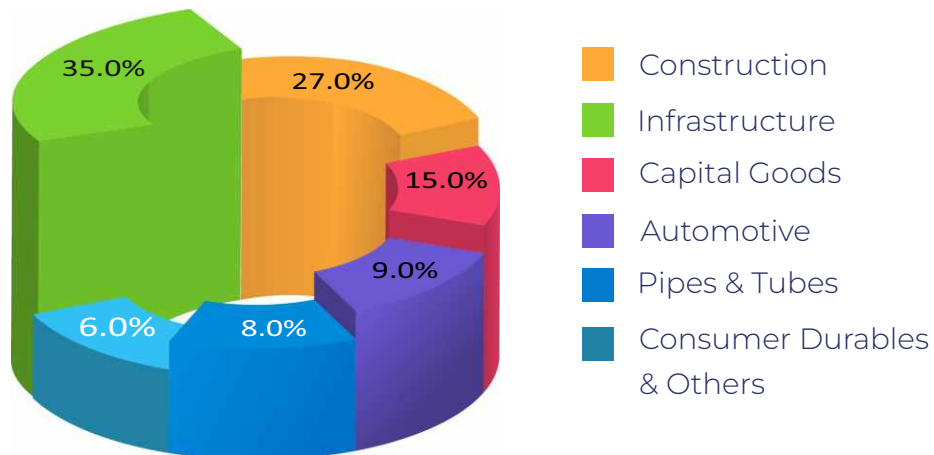
AMONG TOP 100
SMEs SKOCH GROUP

Strategic Focus & Future Prospects

Huge Opportunity in the Indian Steel Pipes & Tubes Industry

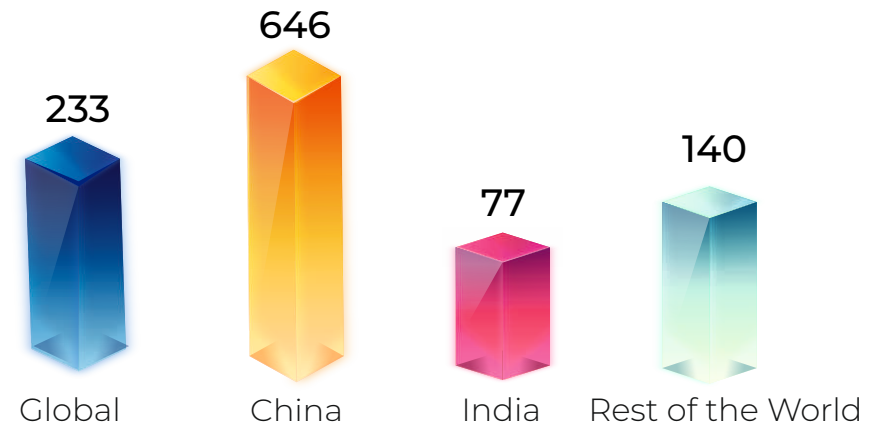
- Market Size: ~Rs 500 billion (~8% of total domestic steel market)
- Total Domestic Consumption: ~8.5 million tonnes (FY21)
- Growth Rate last 5 years: 6-7% CAGR
- Growth Rate expected next 5 years: 8-9% CAGR
- Demand Drivers: Water transportation, Oil & Gas pipeline, Infrastructure, Agriculture & Irrigation, Housing etc.

Sector wise Consumption Break-Up



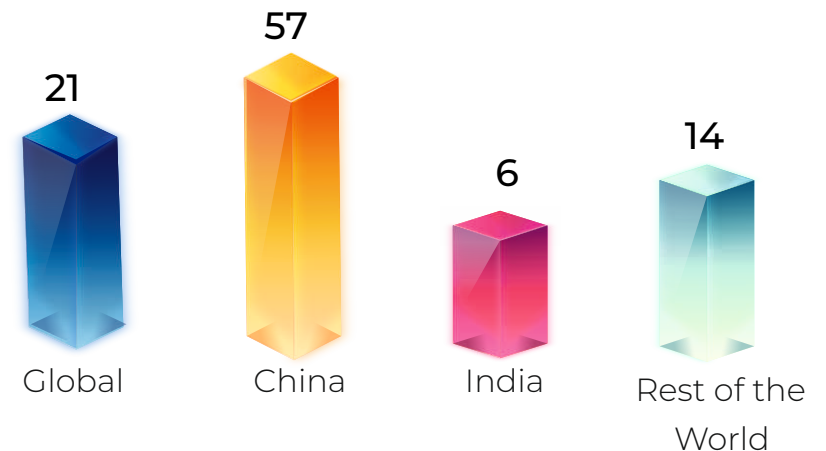
Source: Industry data

Per Capita Consumption (Kgs) - Steel



- India has become the 2nd largest consumer of finished Steel in world. The finished steel consumption was 106 million tons(MT) during FY22

Per Capita Consumption (Kgs) – Steel Pipes & Tubes



Huge demand from various sectors aided by Government Schemes

Infrastructure & Housing



- Urban development program – Smart cities, Amrut Scheme, Hriday, National Infrastructure Pipeline (NIP)
- Growing vertical mode of development – increased spending on Skyscrapers
- Increasing Warehousing demand due to rapid digital transformation
- Rapid Urbanization in Tier II & III cities – rising construction of G+20 structures, Green building norms & Rural Housing scheme (PMAY-G)

Water Supply

- 'Nal se Jal' scheme to offer piped water to every rural house by 2024 with outlay of Rs 3.5 lac crore
- UP Jal Nigam
- Jal Jeevan Mission of Central Government to provide safe and adequate drinking water through individual household tap connections by 2024 to all households in rural India.



Oil & Gas

- 4 mn mt of estimated demand for pipes City Gas Distribution
- One Nation, One Gas Grid- Expanded by 17,000 KM to 34,500 km by 2025



Defence

- Major application of Structural Steel in the manufacturing of equipments for Indian Defence Forces

Airports

- 'Udan' Scheme: GOI plans to open 100 Airports by 2025 with an investment of Rs. 1 trillion



Railways Infrastructure

- Investment of ~ Rs. 50 Lakh Crores by 2030 for redevelopment of ~400 stations and build 4 new freight corridors
- Bullet train Project, National Rail Corridor

Agriculture

- Micro Irrigation - target to reach 100 lakh hectares in 5 five years
- Poly House – Future of Farming – High Subsidy



Solar

- Future of Power Generation – exponential growth

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THANK YOU

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