



**HI-TECH**  
PIPES LIMITED

June 04, 2018

To,

**National Stock Exchange of India Limited**

Listing and Compliance Department

Exchange Plaza, 5<sup>th</sup> Floor,

Plot No. C/1, G block,

Bandra Kurla Complex,

Bandra East, Mumbai – 400051

NSE Symbol: HITECH

**Sub: Intimation of Presentation of Analyst Meeting held today**

Dear Sir/ Madam,

Pursuant to Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, find enclosed herewith the Presentation of Analyst Meeting held with the senior management of the Company at Mumbai on June 04, 2018.

You are requested to kindly take the same on your records.

Yours Sincerely,

For **Hi-Tech Pipes Ltd.**

Arun Kumar  
Company Secretary

**Encl.: Presentation**



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

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**Hi- Tech Pipes Limited  
Analysts Meet  
4th June 2018**

**...Shaping Steel for Life**

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# Company Overview



## **Incorporated in 1985**

- Amongst leading steel processing companies



## **Powerhouse of Engineering Excellence providing**

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



## **Strategically located state of the art manufacturing facilities**

- 4 manufacturing facilities at Sikandrabad, Sanand (Gujarat) & Hindupur, Bangalore - Total capacity of 3,60,000 MTPA



## **Serving diverse sectors**

- 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 with 300+ distributors

# Journey So Far



1988 - 96

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



2001 - 05

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



2008 - 10

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



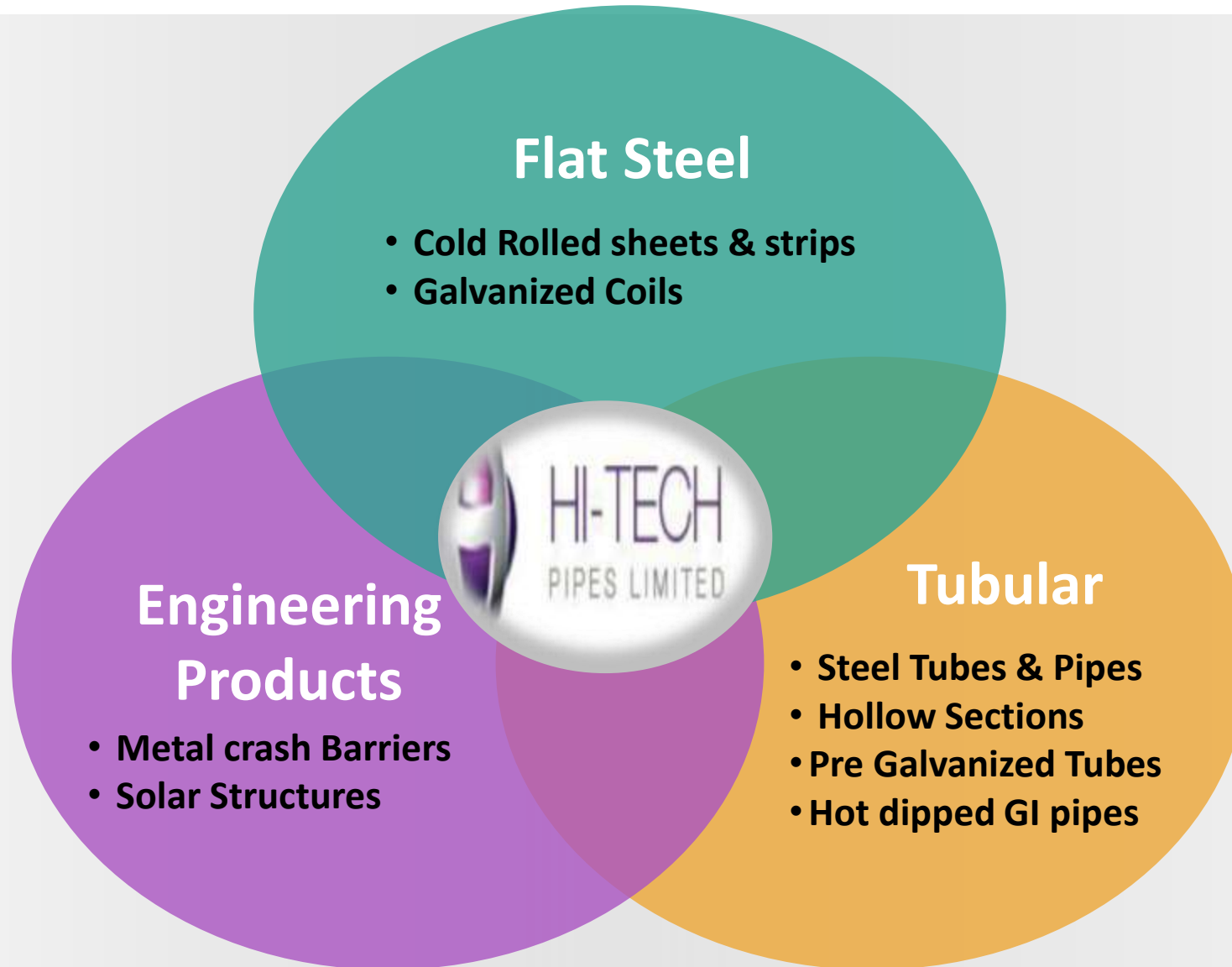
2012 - 15

- 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



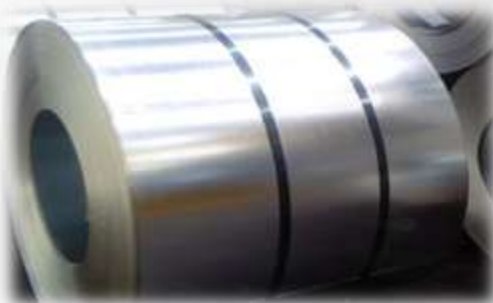
2016 - 18

- Listing in NSE-SME
- Commenced Operations at Hindupur(A.P.)
- Modernisation of Cold Rolling Mill at Sikandrabad Plant
- Commissioning ERW Pipe manufacturing at Hindupur
- Migrated to NSE Main Board - May 2018



# Catering to wide array of applications

## Flat Steel



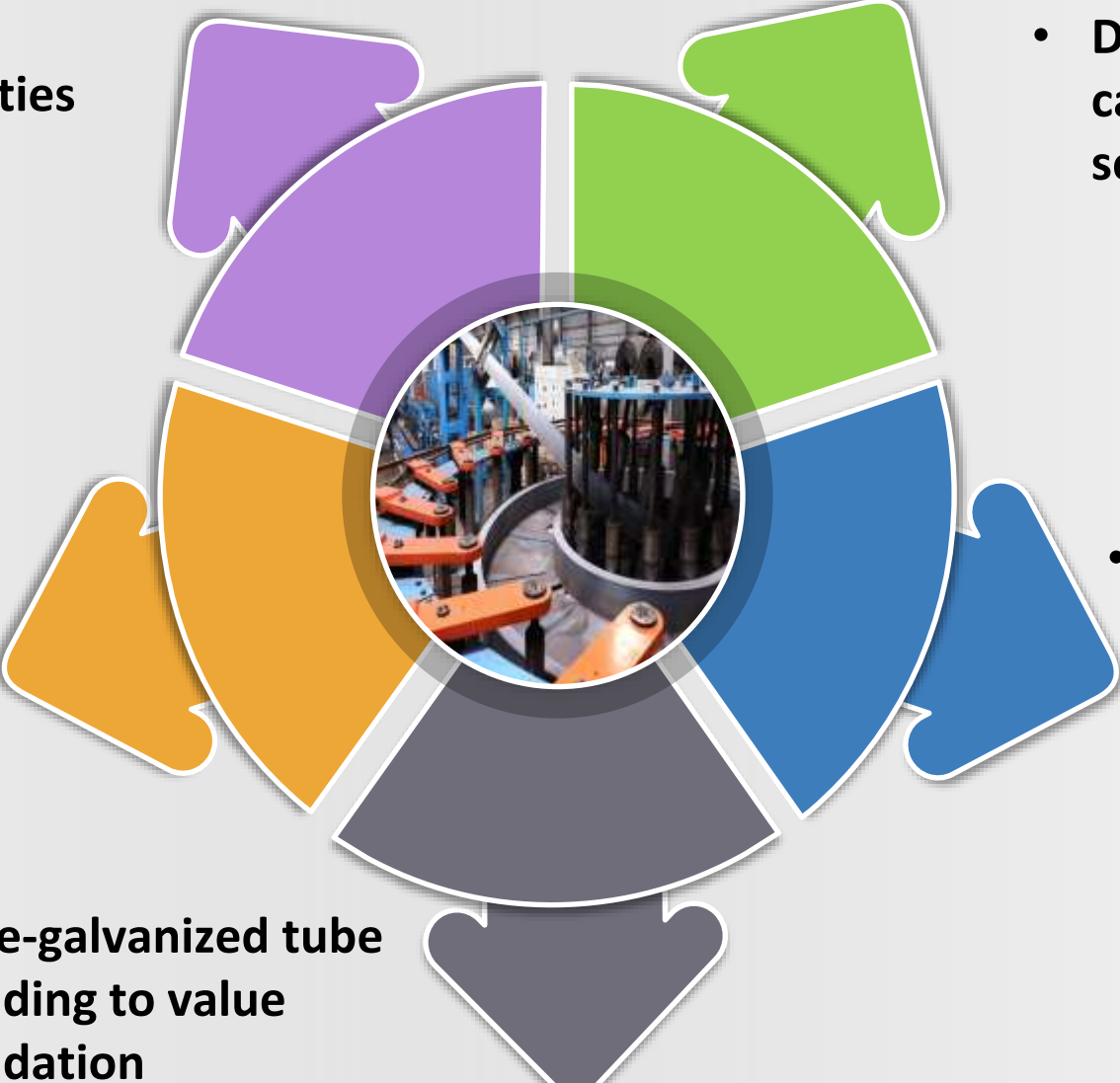
## Tubular



## Engineering Products



# Key Business Strengths

- **Strategically located Manufacturing facilities**
  - **Engineering products - Market leader in Crash Barrier segment**
  - **Pre-galvanized tube adding to value addition**
  - **Diversified products catering to wide sector applications**
  - **Strong Clientele - Infrastructure companies such as L&T, Adani Ports, Powergrid, BHEL, Ashok Leyland amongst others**
- 



# 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 60,000 mtpa



# 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**

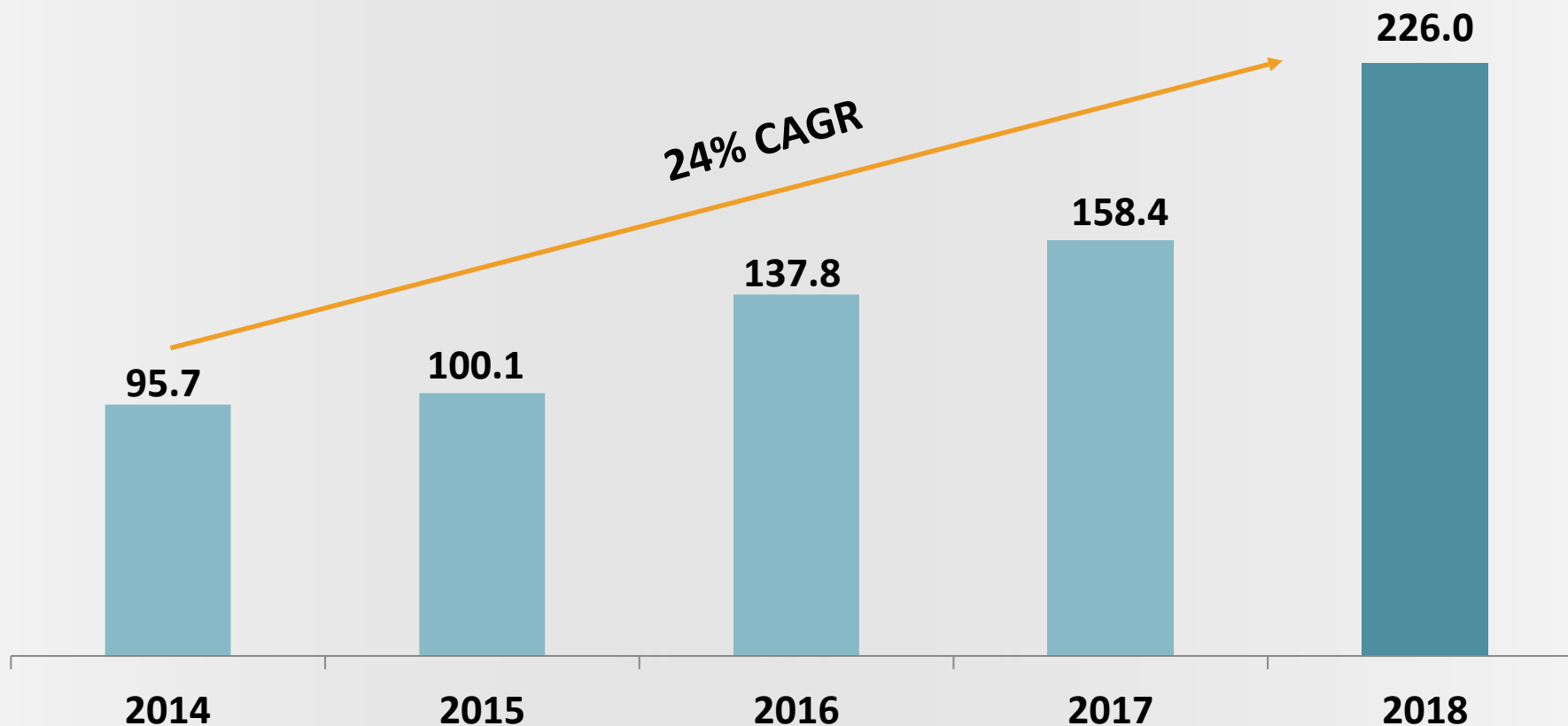


**Substation Tubular Structure-  
Powergrid Corporation Ltd.**

# Strong Operational Performance



*Volume (in 000's)*

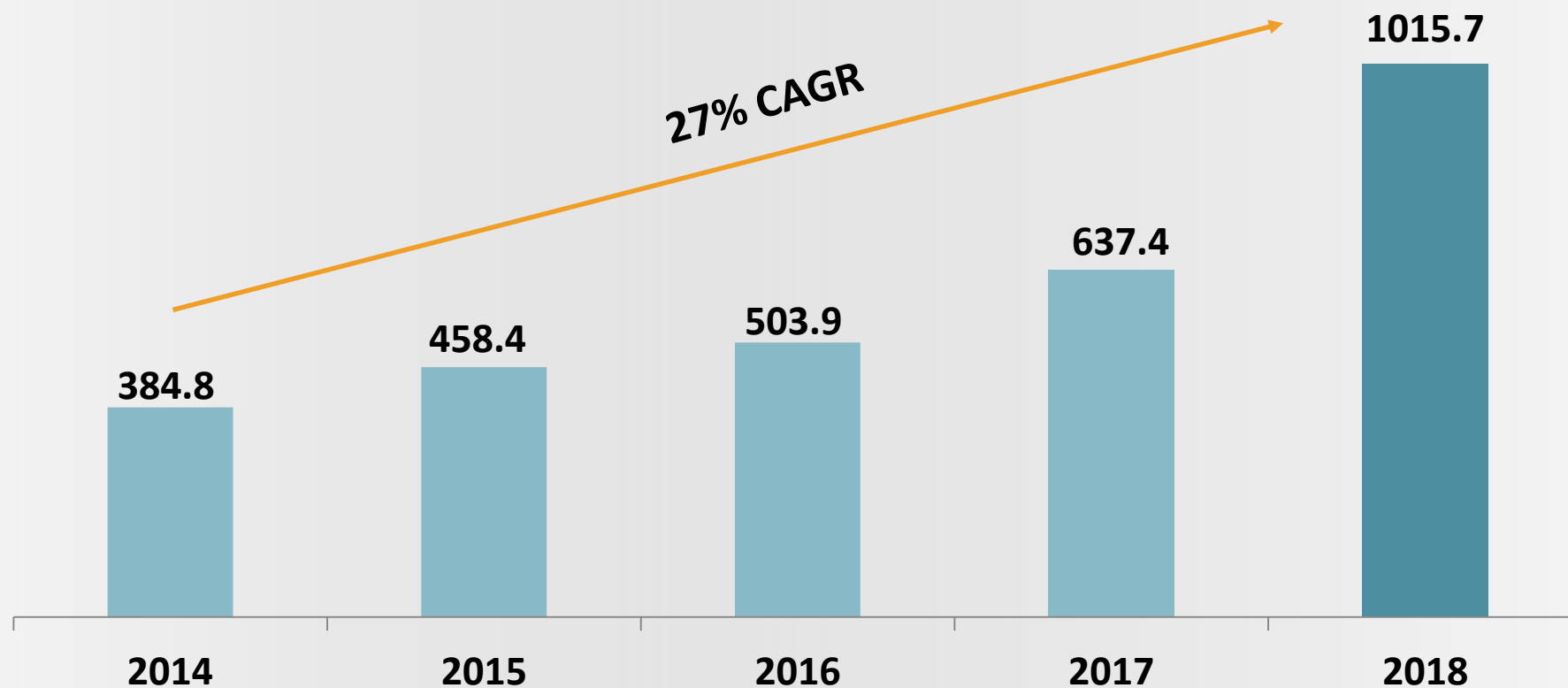


**Installed capacity increase to 3,60,000 Metric Tonnes in FY18 from 1,80,000 Metric Tonnes in FY14**

# Strong Operational Performance



**\*Revenue (Rs. Cr)**

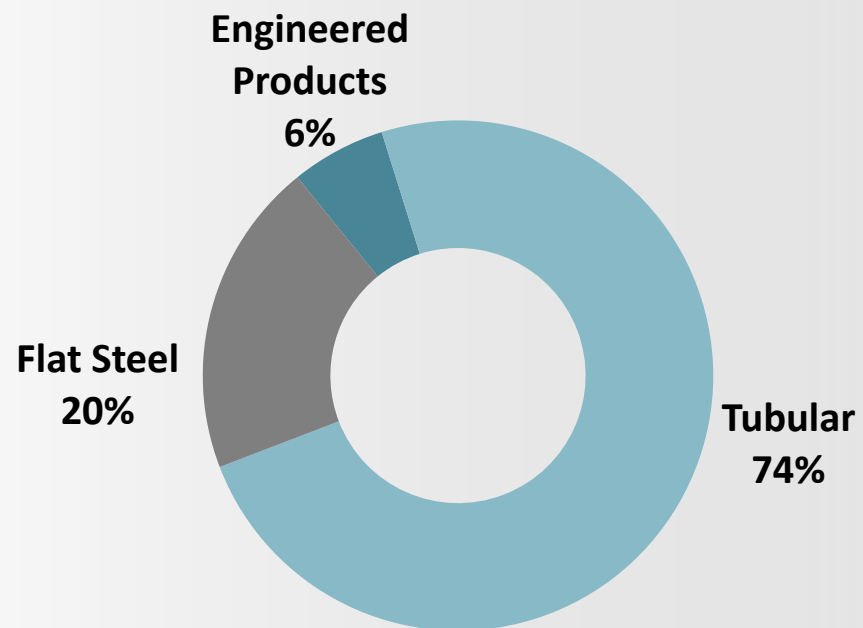


\*Revenue is net off Excise duty

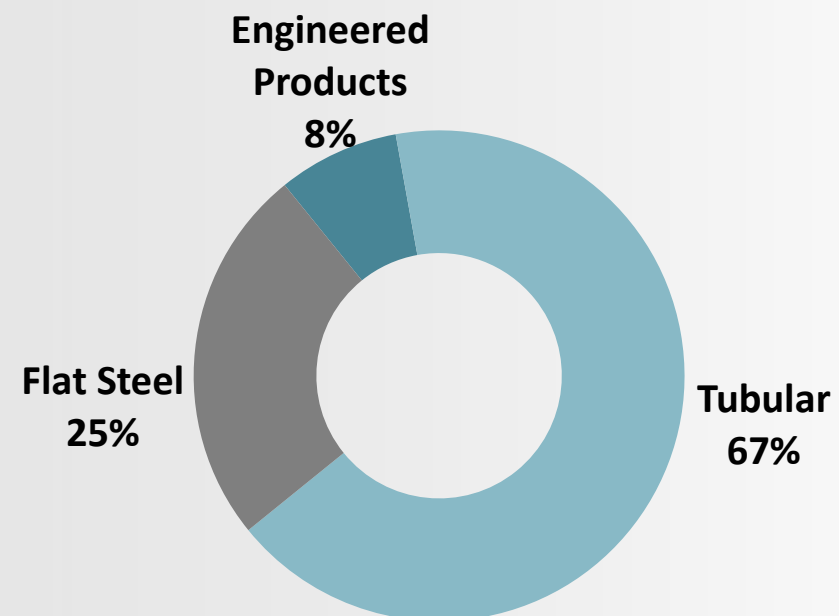
\*\* Numbers as per Ind AS guidelines

# Segment Wise Break Up

*Contribution – FY18*



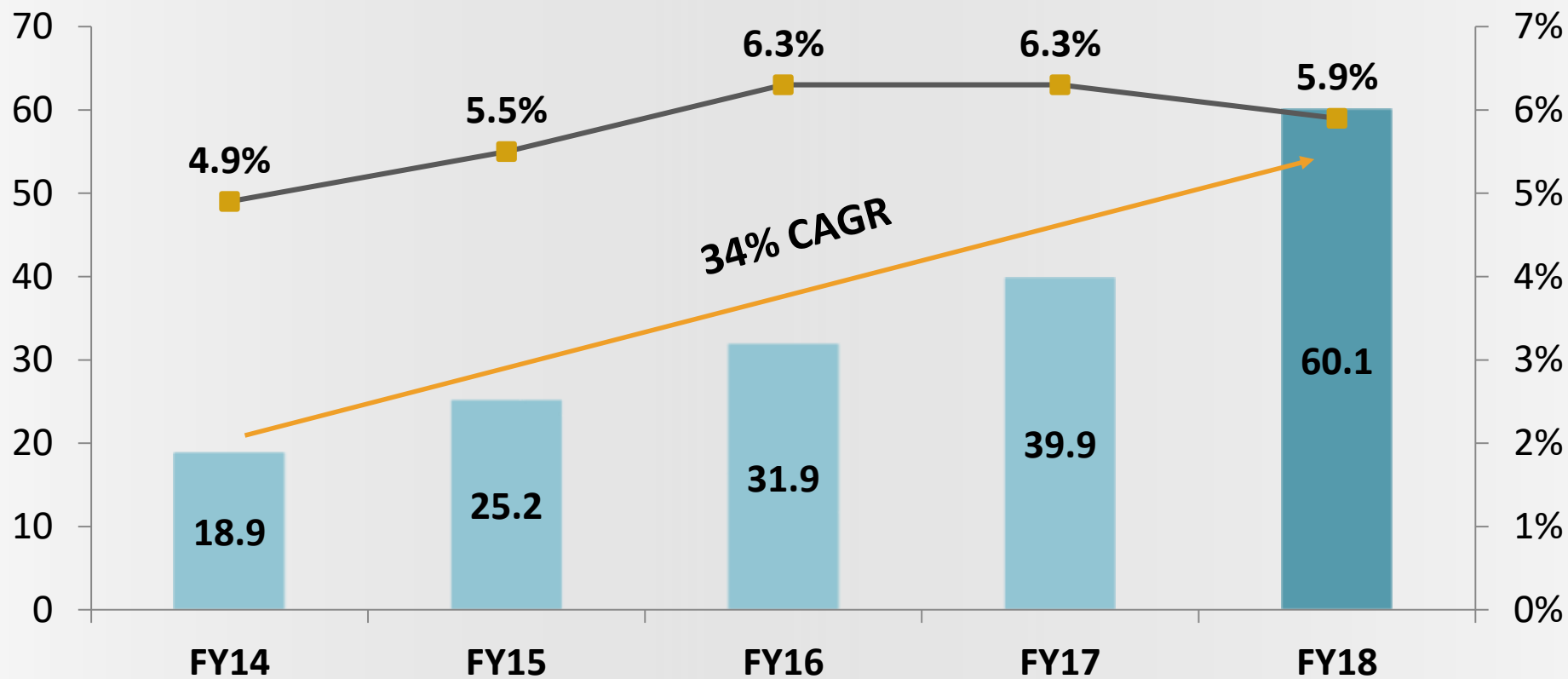
*Contribution – FY17*



\* Numbers as per Ind AS guidelines

# Strong Operational Performance

## EBITDA (Rs. Crore) / Margin (%)

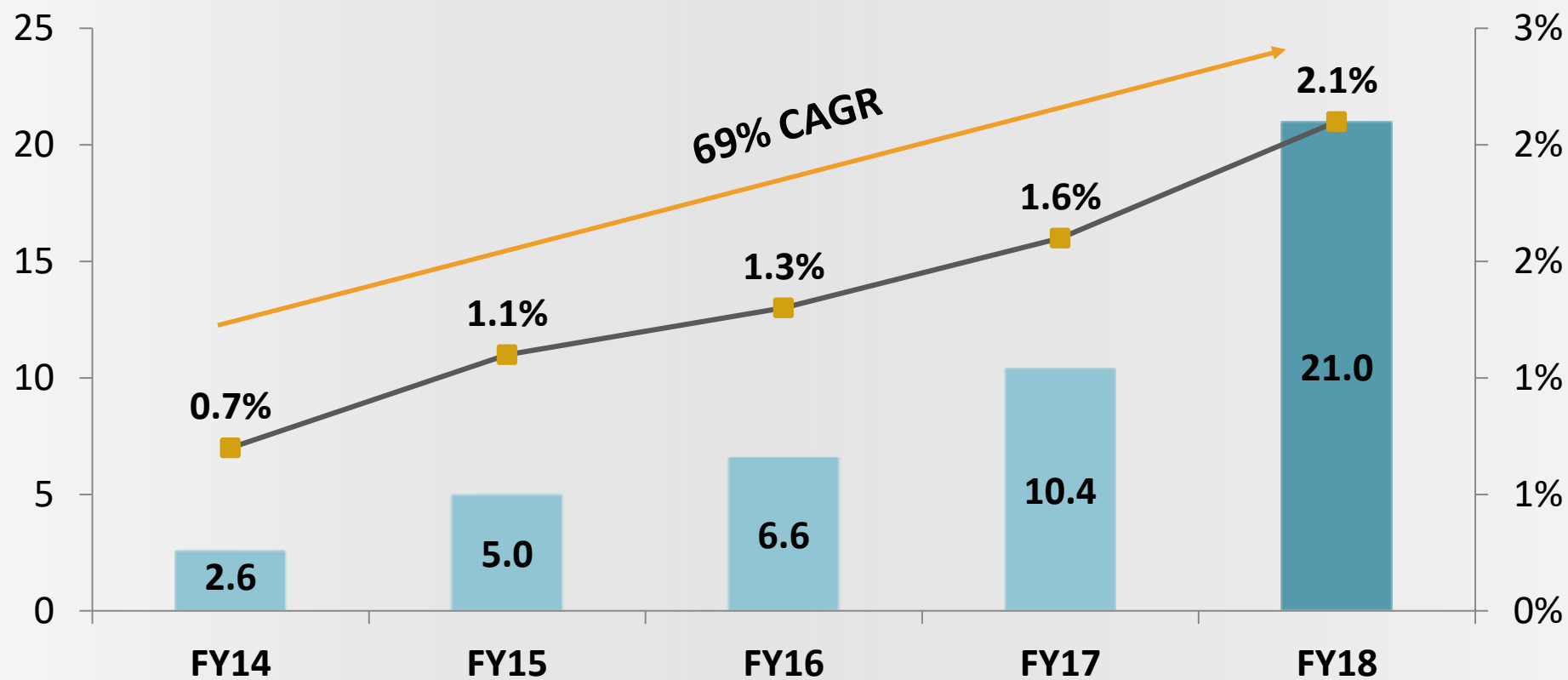


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# Strong Operational Performance

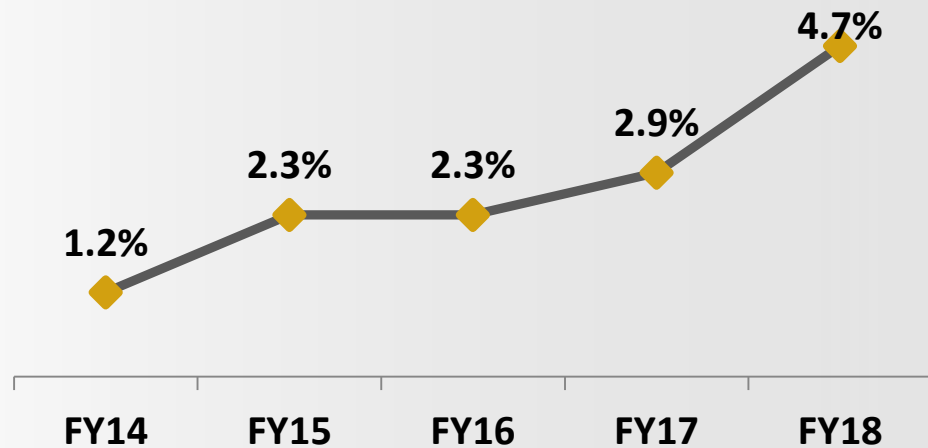
## PAT (Rs. Crore) / Margin (%)



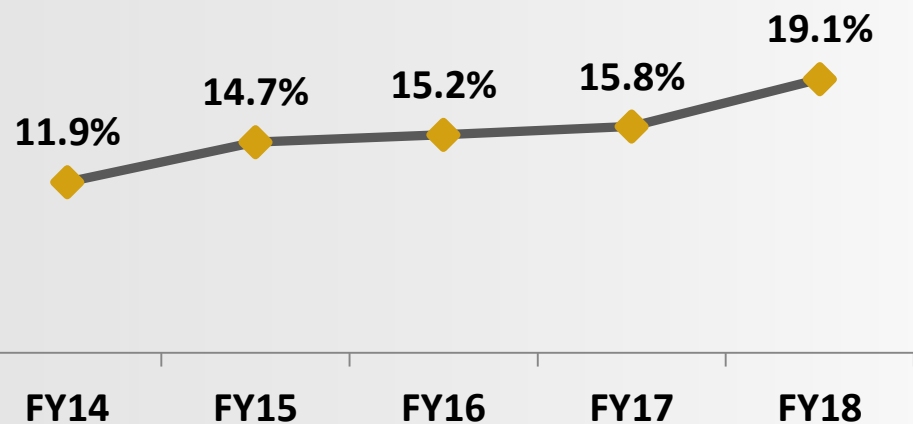
\* Numbers as per Ind AS guidelines

# Strengthening Balance Sheet

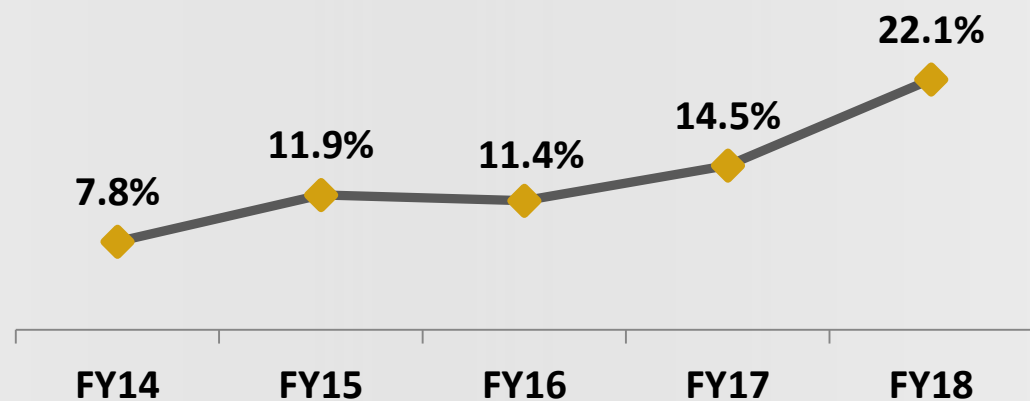
ROA (%)



RoCE (%)



RoE (%)



ROA= Net Profit / Total Assets; RoCE = EBIT/(Average Shareholders fund + long term borrowing + short term borrowing-Non current investment); ROE= Net Profit/ Average Net Worth

# Government Impetus creating significant industry growth opportunity



Housing for all



Smart cities



24X7 Electricity



National highway development Program



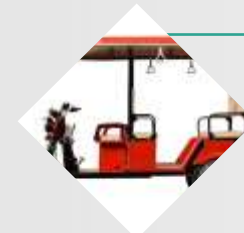
Renewable Energy target



PM Krishi Sachar Yojna

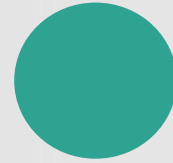


Swachh Bharat Abhiyan



E-Rickshaw Scheme

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



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



**Become Globally Reputed Steel Processing Company**



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



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