



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,

25th May, 2019

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 Audited Standalone and Consolidated Financial Results for the Quarter and Year ended 31st March, 2019.

Kindly take the above information on record and oblige.

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


Arun Kumar
Company Secretary &
Compliance Officer

Encl: As above



Hi-Tech Pipes Ltd. Regd. Office : 505, Pearls Omaxe Tower,
Netaji Subhash Place, Pitampura, New Delhi - 110034

CIN : L27202DLI985PLC019750

Tel: +91-11-48440050 Fax: +91-11-48440055

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

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



HI-Tech Pipes Ltd

Investor Presentation

May 2019



Forward Looking and cautionary statement

Certain statements in this report concerning our future growth prospects are forward looking statements, which involve a number of risks, and uncertainties that could cause actual results to differ materially from those in such forward looking statements. The risk and uncertainties relating to these statements include, but are not limited to risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition within Steel industry including those factors which may affect our cost advantage, wage increases in India, our ability to attract and retain highly skilled professionals, time and cost overruns on fixed-price, fixed-time frame contracts, our ability to commission mines within contemplated time and costs, our ability to raise the finance within time and cost client concentration, restrictions on immigration, our ability to manage our internal operations, reduced demand for steel, our ability to successfully complete and integrate potential acquisitions, liability for damages on our service contracts, the success of the companies in which the Company has made strategic investments, withdrawal of fiscal/governmental incentives, impact of regulatory measures, political instability, legal restrictions on raising capital or acquiring companies outside India, unauthorized use of our intellectual property and general economic conditions affecting our industry. The company does not undertake to update any forward looking statements that may be made from time to time by or on behalf of the company.



HI-Tech Pipes

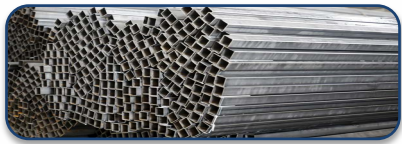
Table of Contents



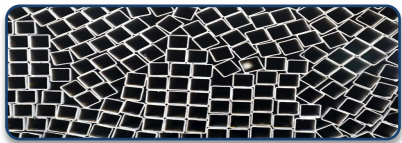
Company Overview



Chairman's Message



Consolidated Financial Highlights



Business Overview



Way Ahead



HI-Tech Pipes



Company Overview

Chairman's Message

Consolidated Financial Highlights

Business Overview

Way Ahead

Company Overview

5,00,000*

mtpa

Installed Capacity

33+

Years of Experience

350+

Distributors across India



4

Manufacturing Plants

1100+

Workforce

550+

SKU's



HI-Tech Pipes

Our USP

Technology driven system for monitoring orders & updating Customers

Regular Interaction of Promoters with Dealers to ensure their Loyalty

Designing and Customisation of Products as per Customer Needs



Regional Plants & Own Logistics to give Prompt service to Customers

Weekly PPC System in Co-ordination with Customers

Regional Sales Office set up for Regular market update & interaction



HI-Tech Pipes

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 5,00,000 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 350 plus distributors across country



HI-Tech Pipes



Company Overview

Chairman's Message

**Consolidated Financial
Highlights**

Business Overview

Way Ahead

Chairman's Message



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

"We endeavour to create Hitech Pipes as the most preferred brand by customers. The essence of our paradigm shift is already being reflected in our constant growth and we are constantly striving to leave the footprints of our legacy for the upcoming generations to follow.

Company's EBIDTA margin Per Metric Ton is continuously increasing since last three years and in the current financial year EBIDTA margin PMT has increased to Rs. 2789/- as against EBIDTA margin PMT of Rs. RS.2661/- in the previous financial year.

With company's continuous thrust on sales & marketing of High Value Added products viz Pre Galvanised Pipes, Galvanised Pipes, Productivity improvement, cost reduction etc, it is expected that in FY 20 also, EBIDTA margin PMT will further increase.

The company is delighted to be facilitated by SAIL, by receiving Top Performer Award & we will continue our journey of success by adopting latest technology, doing continuous product innovation and having customer centric approach



HI-Tech Pipes



Company Overview

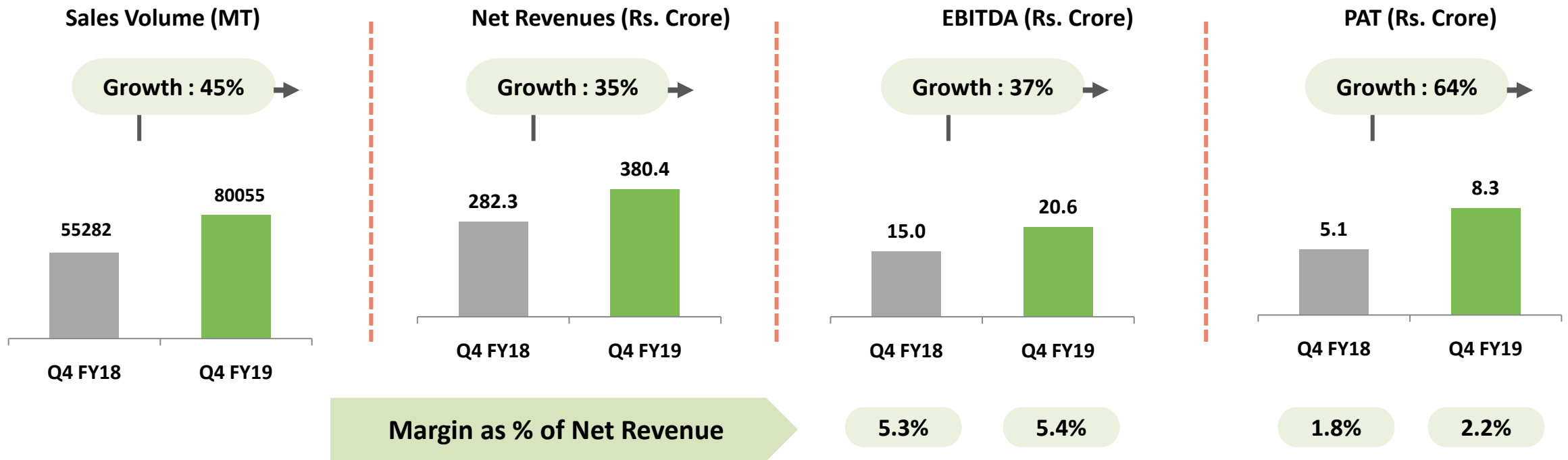
Chairman's Message

**Consolidated Financial
Highlights**

Business Overview

Way Ahead

Consolidated P&L Highlights – Q4 FY19 vs. Q4 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

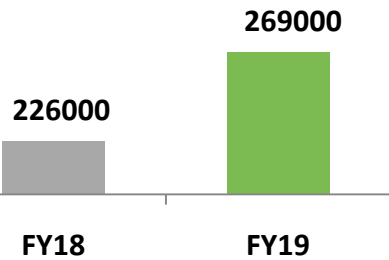


HI-Tech Pipes

Consolidated P&L Highlights – FY19 vs. FY18

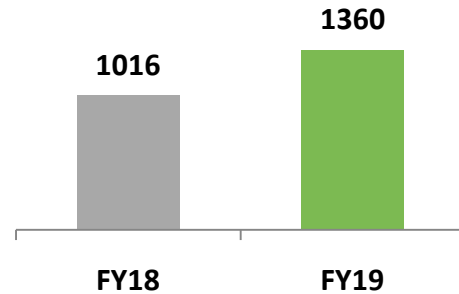
Sales Volume (MT)

Growth : 19%



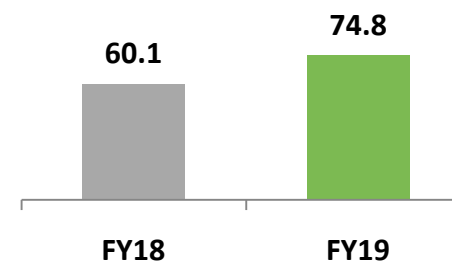
Net Revenues (Rs. Crore)

Growth : 34%



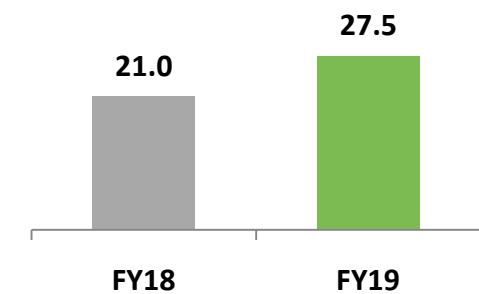
EBITDA (Rs. Crore)

Growth : 25%



PAT (Rs. Crore)

Growth : 31%



Margin as % of Net Revenue

5.91%

5.49%

2.06%

2.01%

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



HI-Tech Pipes

Consolidated Quarterly & Year ended P&L Highlights

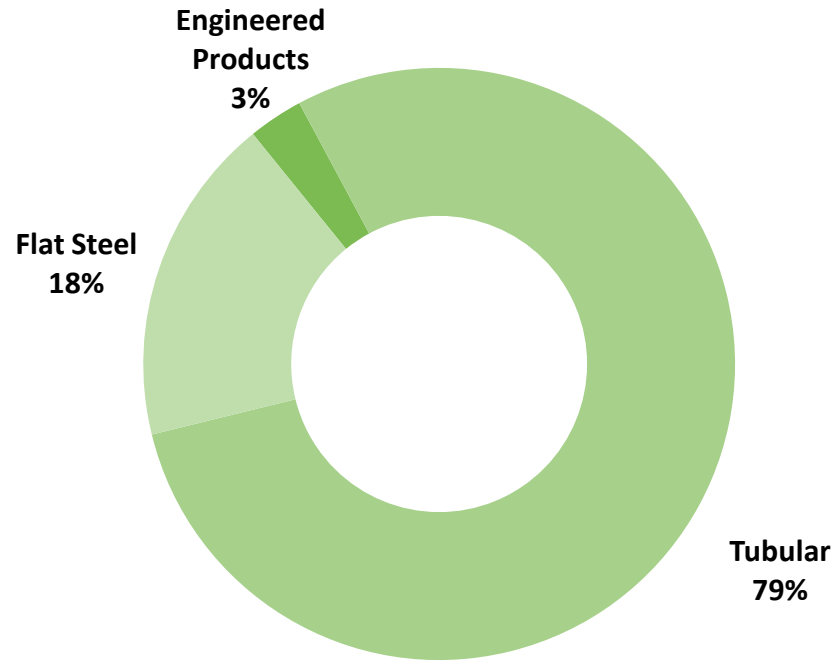
Rs. in Cr	Q4 FY19	Q4 FY18	Y-o-Y %	Q3 FY19	Q-o-Q %	FY19	FY18	Y-o-Y %
Total Income from Operations	380.4	282.3	34.7%	319.1	19.2%	1360.4	1015.7	33.9%
Raw Materials	346.3	255.9		288.6		1236.4	913.3	
Employee Cost	3.3	3.0		3.5		13.7	12.1	
Other Cost	10.3	8.4		8.9		35.6	30.1	
Total Expenditure	359.9	267.3		301.2		1285.7	955.5	
EBITDA	20.5	15	36.7%	18.1	13.3%	74.8	60.1	24.5%
Other Income	1.0	0.4		0.1		1.4	1.3	
Depreciation	1.3	1.1		1.3		5.3	4.0	
Interest	7.5	7.0		7.9		29.9	27.4	
Profit Before Tax	12.7	7.3	73.9%	8.9	42.7	40.9	30.0	36.3%
Tax	4.5	2.2		2.9		13.6	9.0	
Profit After Tax	8.2	5.1		6.1	34.4%	27.3	21.0	
Other Comprehensive income	0.2	0.00		0.00		0.2	0.00	
Total Comprehensive Income	8.4	5.1	64.0%	6.1	38%	27.5	21.0	31.0%
Basic EPS (in Rs.)	7.79	4.93		5.65		25.8	20.39	



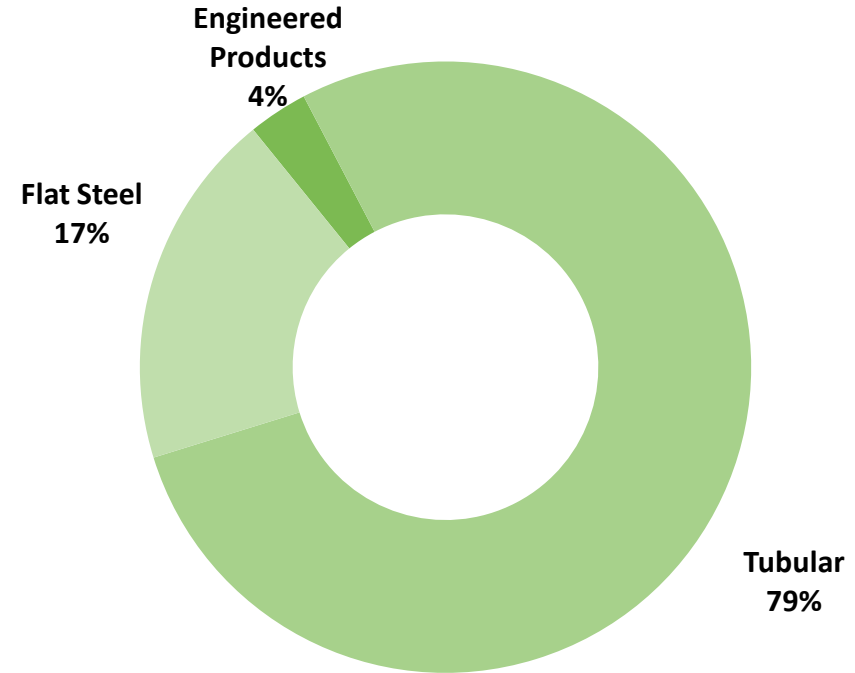
HI-Tech Pipes

Segment wise Volume Breakup –FY 19 & FY 18

FY19



FY18



HI-Tech Pipes

Consolidated Balance Sheet

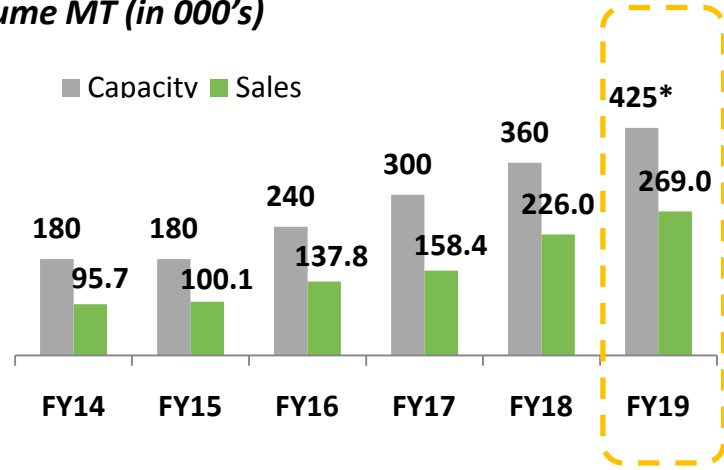
Rs. in Cr	As on 31 st Mar – 19	As on 31 st March – 18	Rs. in Cr	As on 31 st Mar – 19	As on 31 st March – 18
Equity	146.7	113.6	Non-current Assets	177.4	149.4
Equity Share Capital	10.7	10.5	Property, Plant and Equipment	169.1	123.9
Other Equity	136.1	103.1	Capital Work in Progress	3.7	17.4
Liabilities			Other Intangible asset	0.1	0.1
Non Current Liabilities	84.7	83.8	Investments	0.0	0.0
Financial Liabilities			Loans	2.9	2.7
Borrowing	71.7	70.4	Other Non Current Assets	1.6	5.3
Other Financial liabilities	1.0	6.4	Current Assets	327.8	299.2
Provisions	0.6	0.6	Inventories	151.2	154.3
Deferred Tax Liabilities (Net)	11.4	6.4	Financial Assets		
Current Liabilities	273.7	251.2	Investments	0.0	0.0
Financial Liabilities			Trade Receivables	137.4	103.9
Borrowings	186.5	172.1	Cash & Cash Equivalent	0.8	0.9
Trade Payables	59.1	45.4	Bank Balance other than above	15.2	11.9
Other Financial Liabilities	14.8	13.1	Other Current Assets	23.2	28.1
Other Current Liabilities	5.1	16.0	Total Assets	505.2	448.6
Provisions	3.8	1.2			
Current Tax Liabilities (Net)	4.3	3.3			
Total	505.1	448.6			



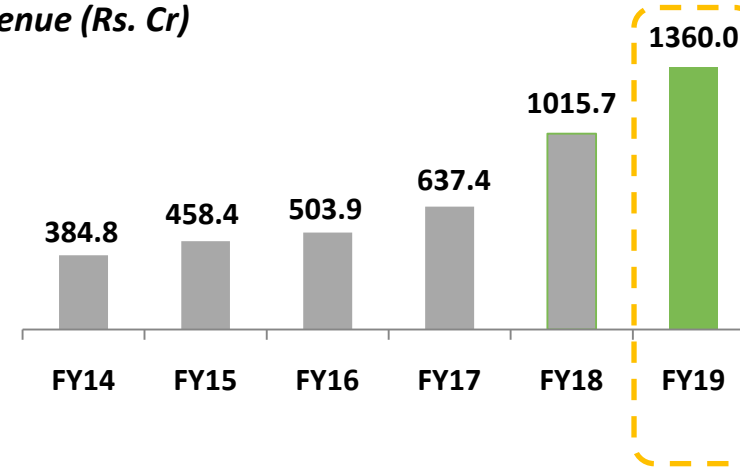
HI-Tech Pipes

Consolidated Financial Highlights

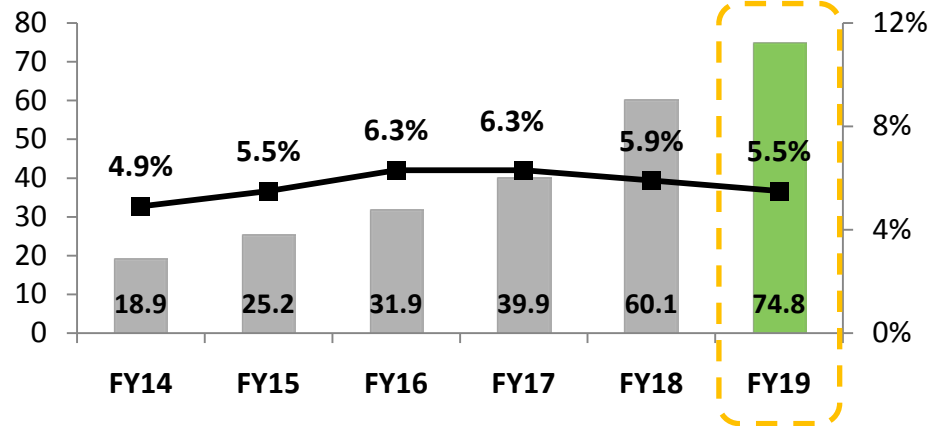
Volume MT (in 000's)



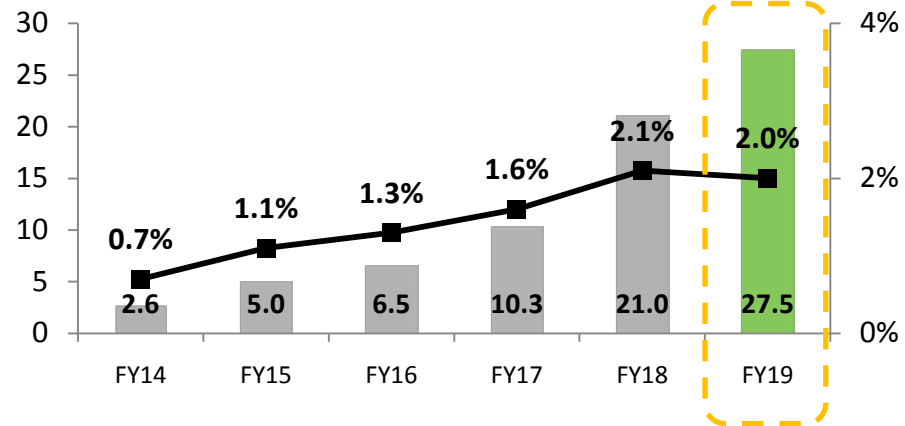
Revenue (Rs. Cr)



EBITDA (Rs. Cr) / Margin (%)



PAT (Rs. Cr) / Margin (%)



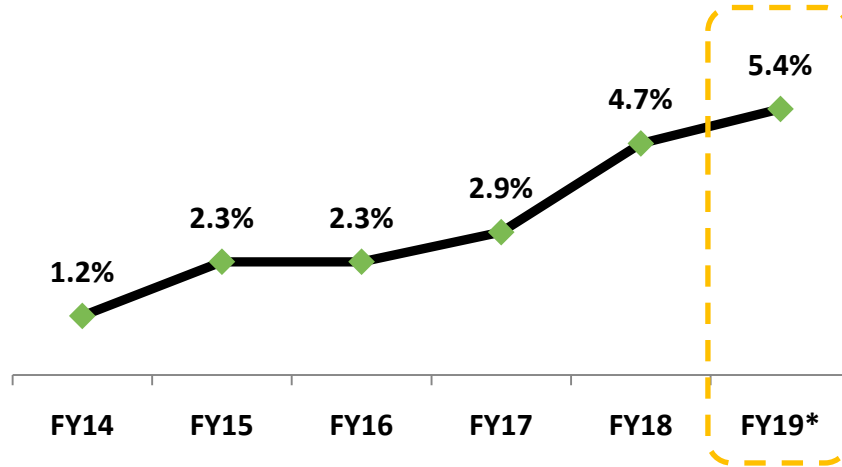
*0.75k capacity at Sikandrabad added In March 2019



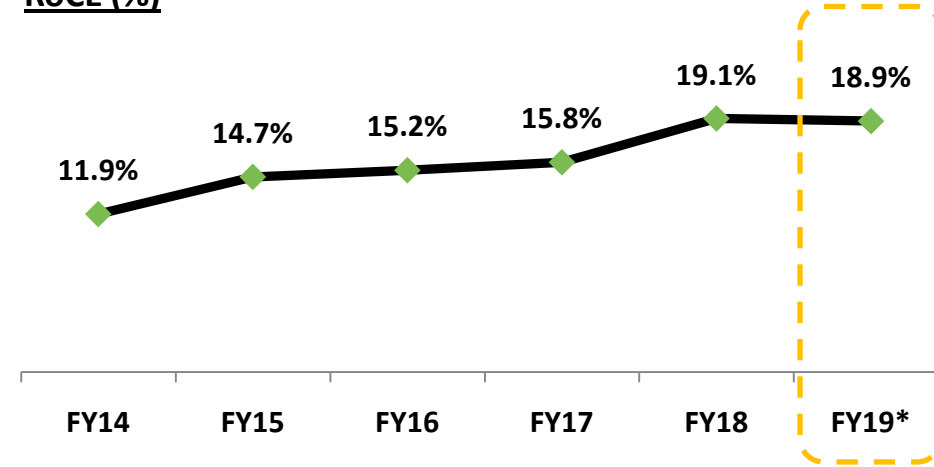
HI-Tech Pipes

Consolidated Financial Ratios

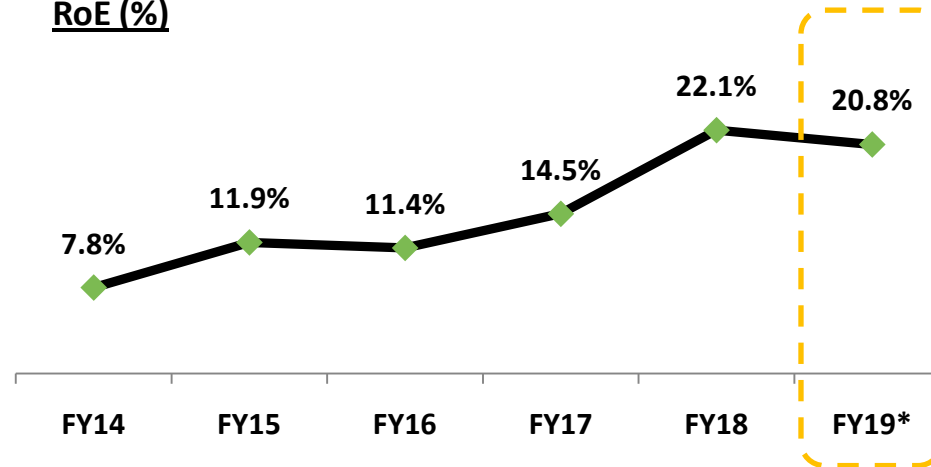
ROA (%)



RoCE (%)



RoE (%)



HI-Tech Pipes

Consolidated Annual P&L Highlights

Rs. in Cr	FY19	FY18	Y-o-Y %
Sales Volume (in MT)	269,000	226,023	19.01%
Total Income from Operations	1360.4	1015.7	33.9%
Raw Materials	1236.4	913.3	
Employee Cost	13.7	12.1	
Other Cost	35.6	30.1	
Total Expenditure	1285.7	955.5	
EBITDA	74.8	60.1	24.5%
Other Income	1.4	1.3	
Depreciation	5.3	4.0	
Interest	29.9	27.4	
Profit Before Tax	40.9	30.0	36.3%
Tax	13.6	9.0	
Profit After Tax	27.3	21.0	
Other Comprehensive Income	0.2	0.00	
Total Comprehensive Income	27.5	21.0	31.0%
Basic EPS (in Rs.)	25.8	20.39	



HI-Tech Pipes

Journey So far....



- Installation of Hot Dipped Galvanised Facility
- Started production of Highway Crash Barriers
- Started production of Hollow sections and Solar Mounting sections



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



1988 - 96

2001 - 10

2012-16

2017-18

2018 - 19

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



- 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



- Started Tube Mill 3 at Sanand.
- Installed Solar Project at Sanand and Hindupur facility
- Received Secondary Steel sector Award from Ministry of Steel
- Received Top Performer award from SAIL.



HI-Tech Pipes

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



HI-Tech Pipes



Company Overview

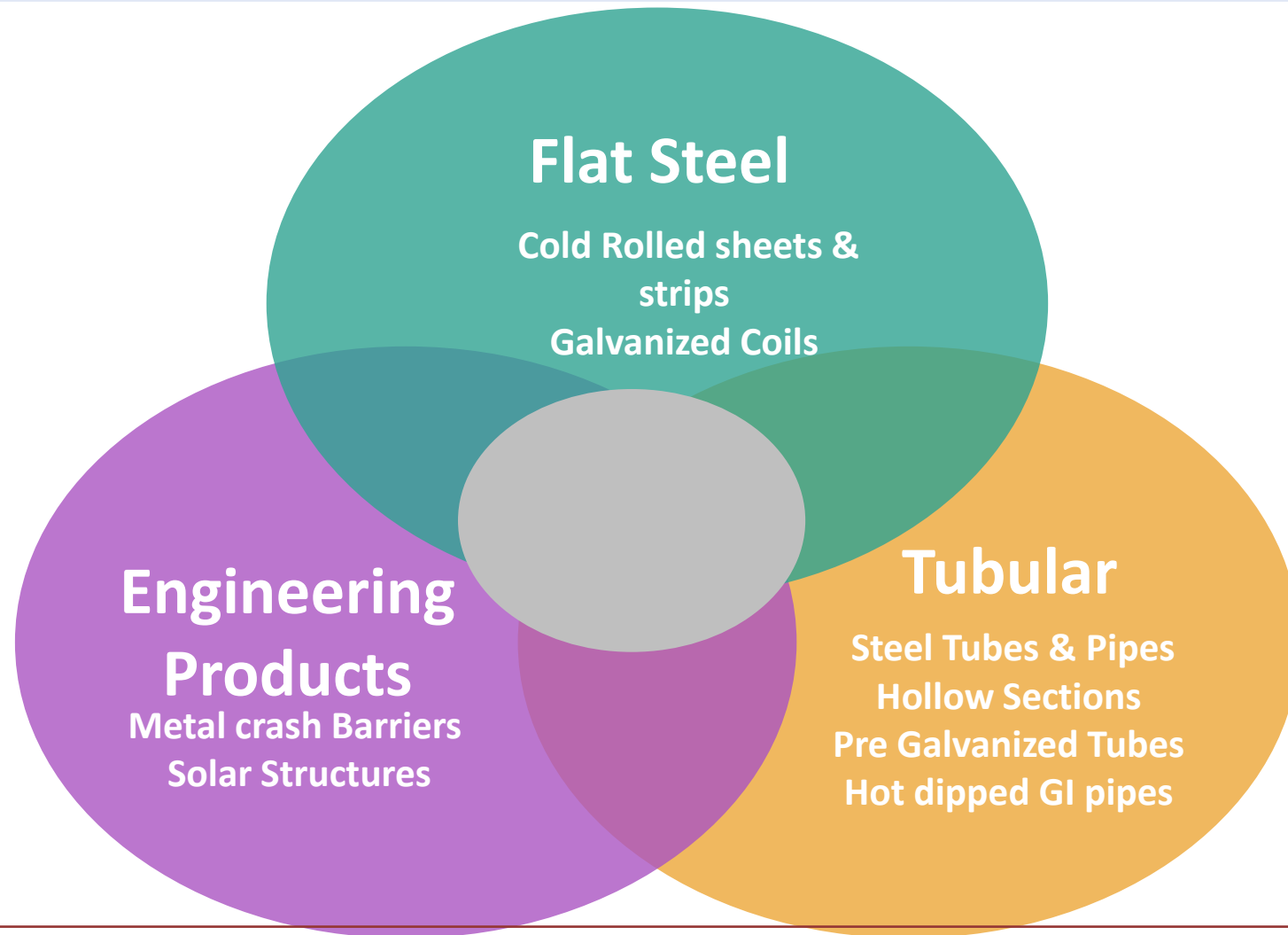
Chairman's Message

**Consolidated Financial
Highlights**

Business Overview

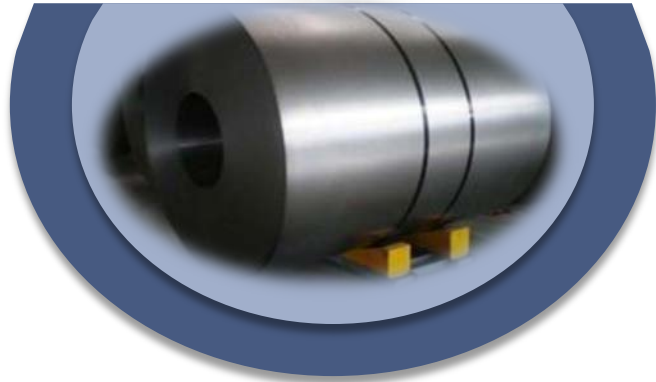
Way Ahead

Business Overview



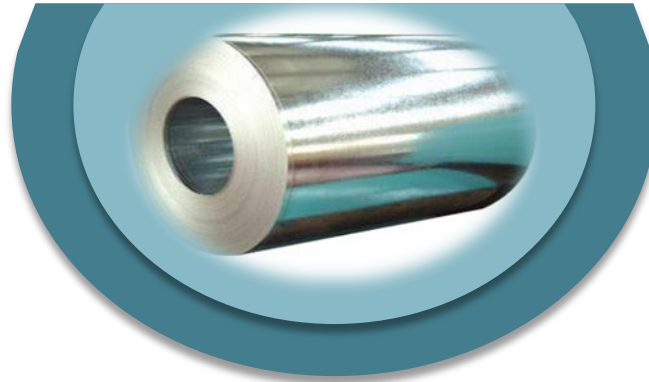
HI-Tech Pipes

FLAT STEEL PRODUCTS



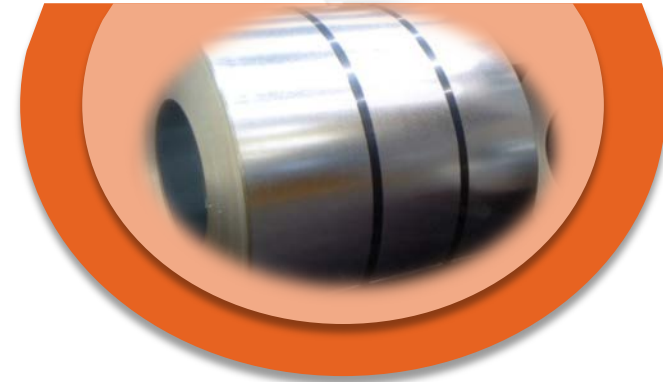
CR Sheets & Strips

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



Galvanized Coils

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



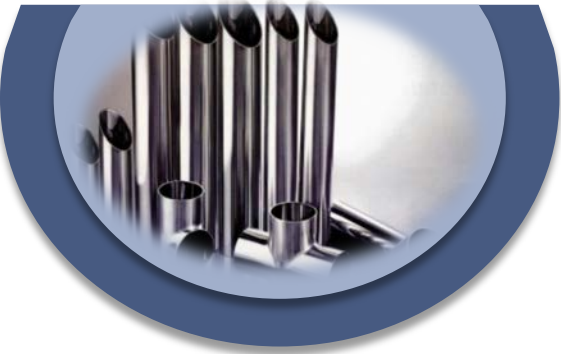
Cold Formed Sections

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



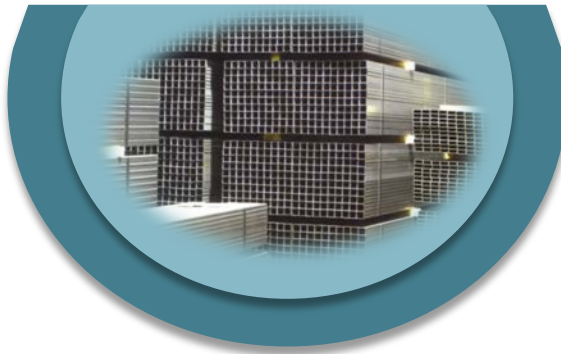
HI-Tech Pipes

TUBULAR STEEL PRODUCTS



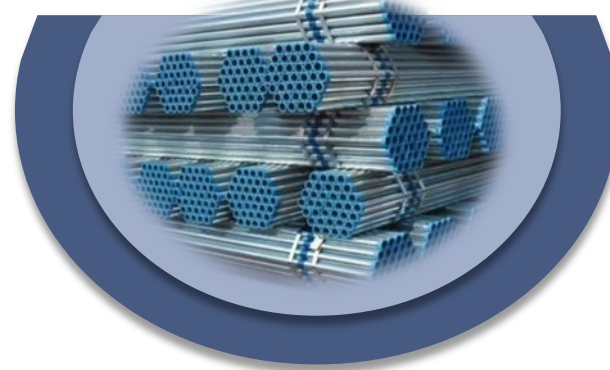
Steel Tubes & Pipes

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



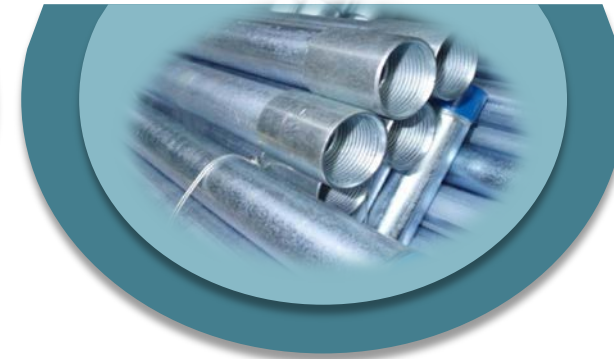
Hollow Sections

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.



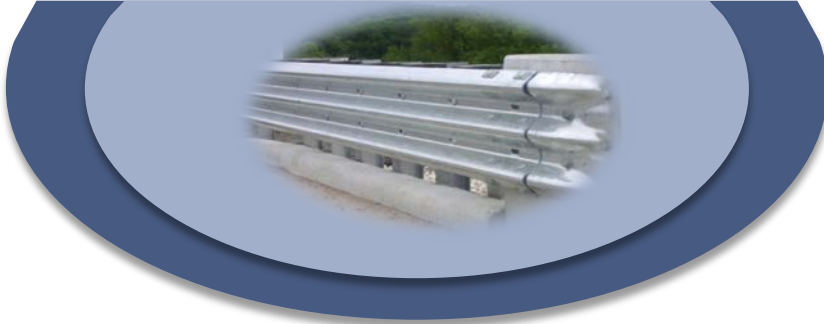
Hot Dipped GI Pipes

Agriculture
Plumbing
Green Houses
Irrigation
Hand Pumps
Bore
Tubewell



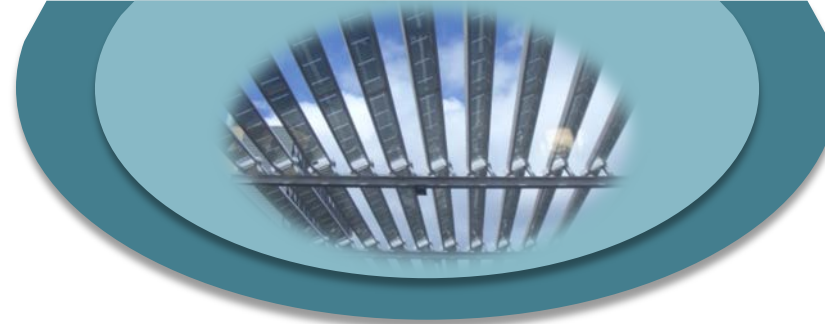
HI-Tech Pipes

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



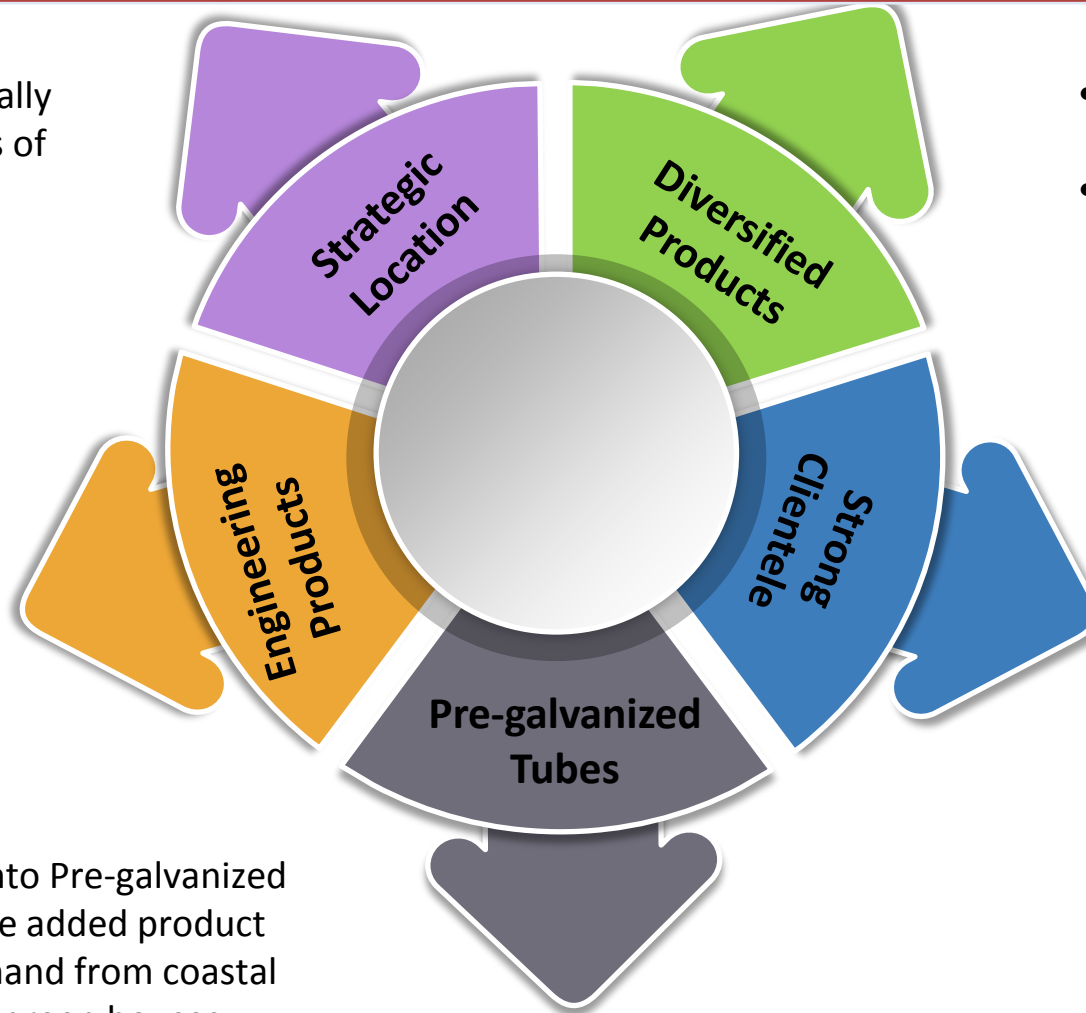
HI-Tech Pipes

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, Bharti Infratel, Ashok Leyland amongst others
- Approved vendor for major public sector undertakings like BHEL, Powergrid, AAI, DMRC & MMRDA



HI-Tech Pipes

State-of-Art Manufacturing Facilities

- Manufacturing plant Sikandrabad, Uttar Pradesh (UP)
- Installed capacity of 2,55,000* mtpa



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

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



HI-Tech Pipes

Awards & Recognition

DNV BUSINESS ASSURANCE CERTIFICATE



CERTIFICATE OF RECOGNITION MINISTRY OF COMMERCE INDUSTRY



EXEMPLARY GROWTH & INNOVATION AWARD SUPER SME



AMONG TOP 100 SMEs SKOCH GROUP



BEST COMPANY OF THE YEAR AWARD IBC CORPORATION, USA



PERFORMANCE EXCELLENCE AWARD MINISTRY OF STEEL, GOVERNMENT OF INDIA



TOP PERFORMER AWARD FROM SAIL



Hi-Tech Pipes

Media Coverage



HI-Tech Pipes

Our Esteemed Customers



AIRPORTS AUTHORITY OF INDIA



HI-Tech Pipes

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



HI-Tech Pipes

Marquee Projects using Hi-tech products



Fire Fighting Pipes- Seven Hills Hospital Mumbai



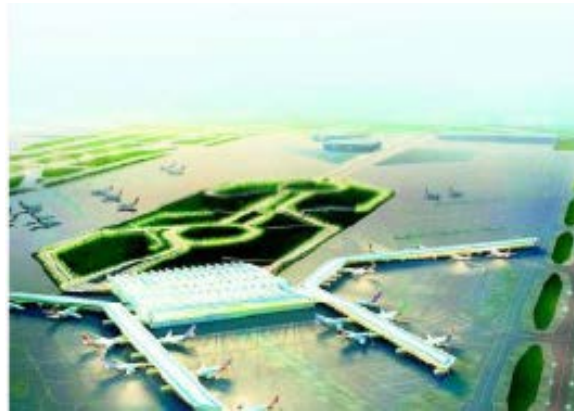
Crash Barriers- Yamuna Expressway



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.



HI-Tech Pipes



Company Overview

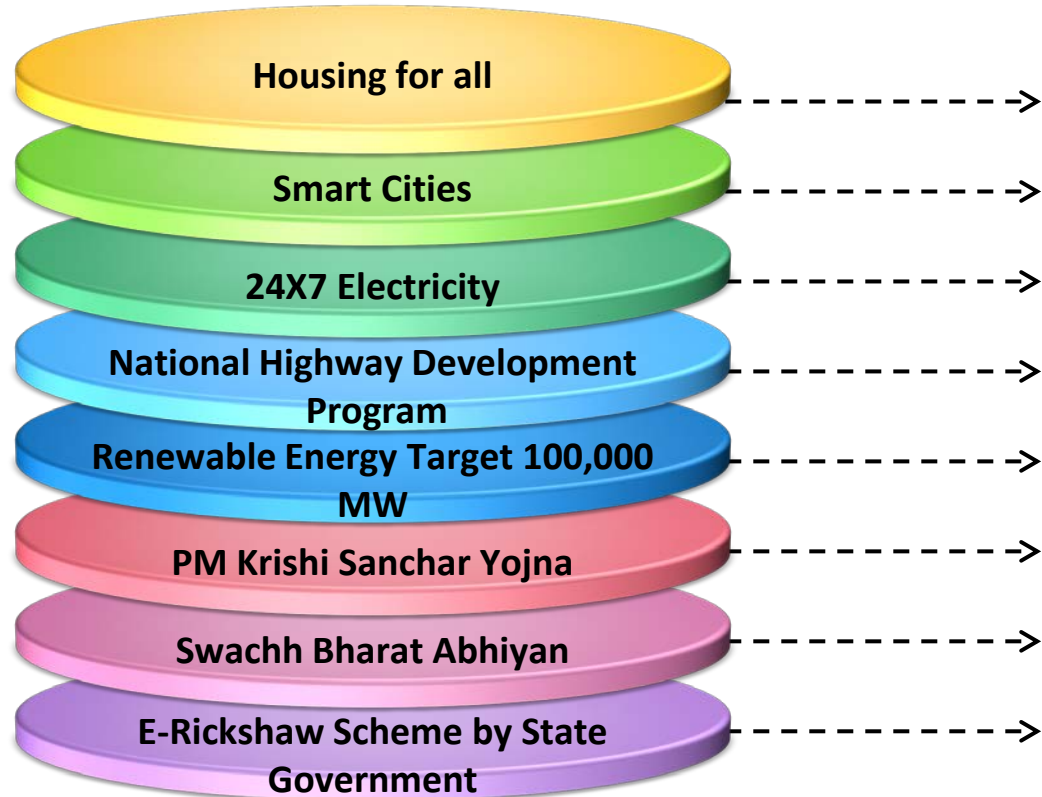
Chairman's Message

**Consolidated Financial
Highlights**

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



HI-Tech Pipes

Future Demand Drivers

DEFENCE



GREEN HOUSE



AIRPORT



TELECOM



DRINKING WATER SUPPLY



METRO RAIL



With an increased focus on the Defence sector on the part of the government, the company looks to generate incremental revenue from the sector.

Today India needs to help its farmers with smooth and effective irrigation facility. The sector promises immense potential.

With a successful track record of delivering quality products for different airport needs, the company is well-positioned to cash in on the upcoming opportunities

The telecom sector is at the verge of consolidation and quality of service only is going to be the norm. This is likely to lead to some uptick in the telecom sector.

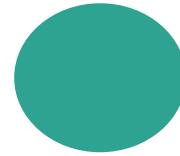
With India striving hard to make clean and pure drinking water reach every corner of the country, the sector promises to be a good avenue for growth for the company.

We have delivered the roofing / station structuring projects for Delhi Metro Rail Corp.



HI-Tech Pipes

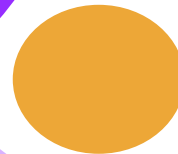
Way Ahead



Aspiring to achieve one million ton installed capacity



Become Globally Reputed Steel Processing Company



Be known for technology and high quality specialized products



HI-Tech Pipes

Thank you



For further information, please contact:

Mr. Arvind Bansal
Chief Financial Officer

cfo@hitechpipes.in

<http://www.hitechpipes.in>