



Hi- Tech Pipes Limited
Result Update Presentation
November 2017

...Shaping Steel for Life

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01

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

- Three state of the art integrated manufacturing facilities at Sikandrabad, Sanand (Gujarat) & recently commissioned at Hindupur near Bangalore
- Total capacity of 3,00,000 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



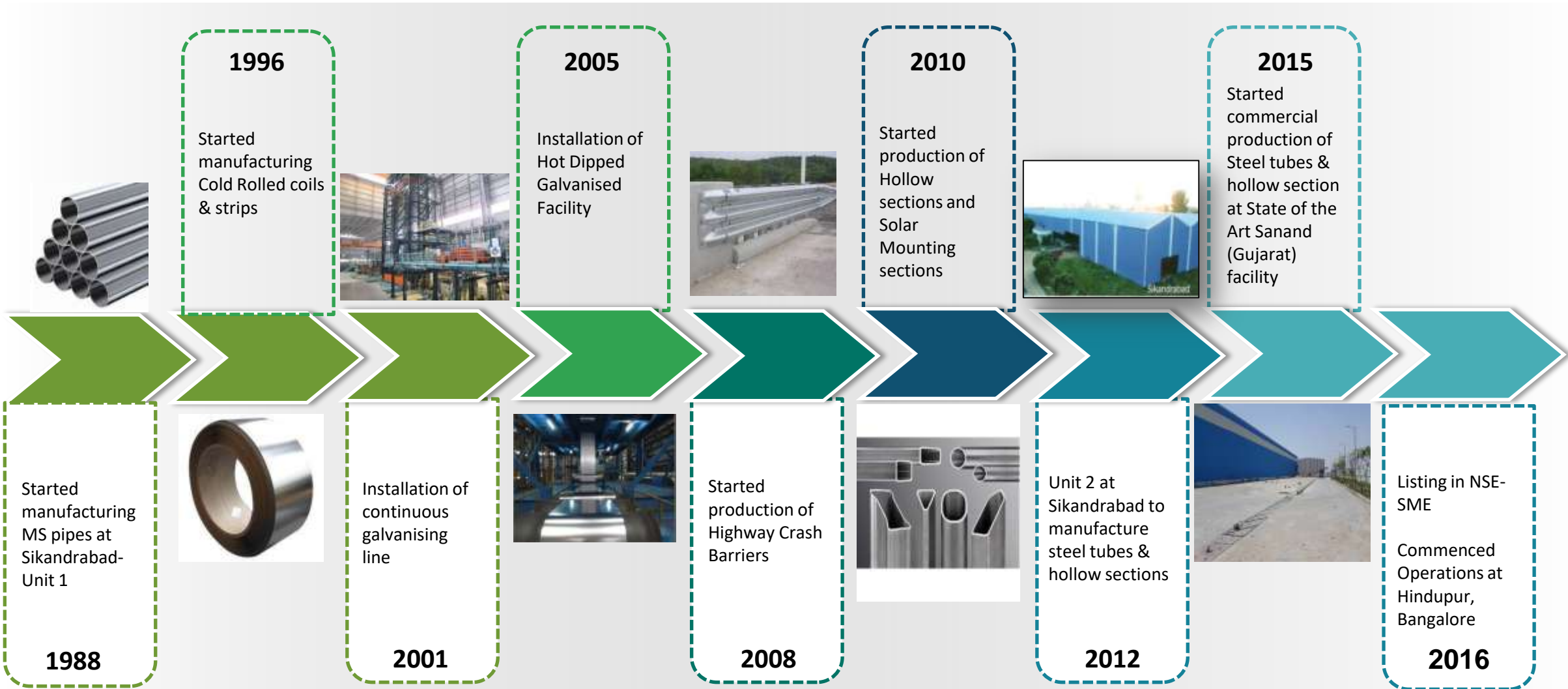
Pan-India presence

- Direct marketing presence in over 15 states
- More than 200 distributors across the country

Journey so far



HI-TECH
PIPES LIMITED



Mr. Ajay Kumar Bansal
Chairman cum Managing Director

- Commerce Graduate from Delhi University
- Industry Stalwart with more than 35 years of rich experience
- He has been 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 the Company

Mr. Anish Bansal
Executive Director & Chief Financial Officer

- Completed his B.Sc Economics in Banking and Finance from Cardiff University U.K in 2005
- Has rich experience of more than 12 years in the area of Administration and Business Development
- Considering his vast experience, he has been appointed as a Chief Financial Officer of the Company ,thus taking care of entire area of Corporate Finance and Business Strategies

Mr. Ashok Aggarwal
Chief General Manager

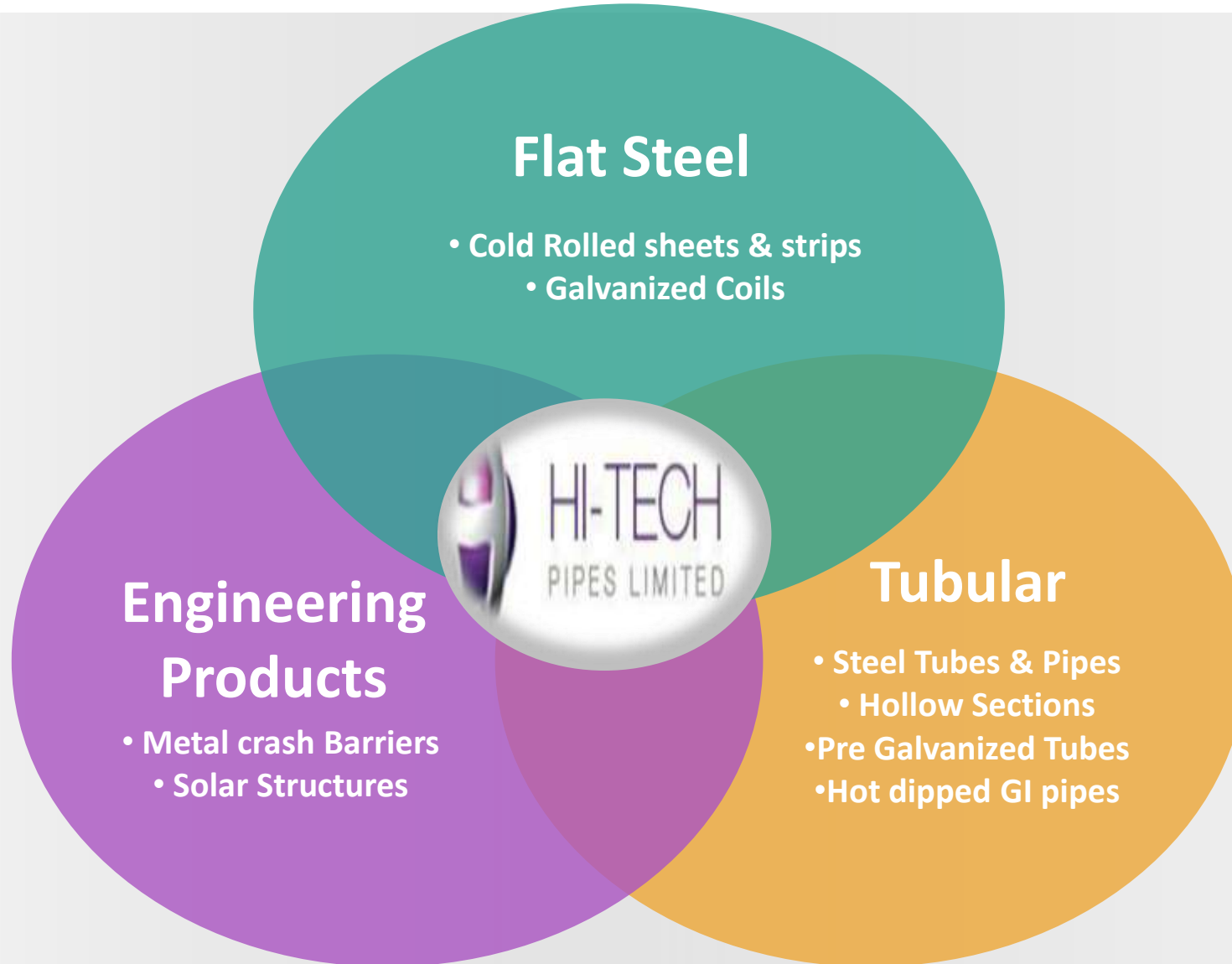
- He has completed his Graduation from Delhi University
- Has more than 32 years of experience in the area of procurement of Steels from primary steel producers at competitive prices
- Initiative taken in the handling and implementation of New Projects



02

Business Overview

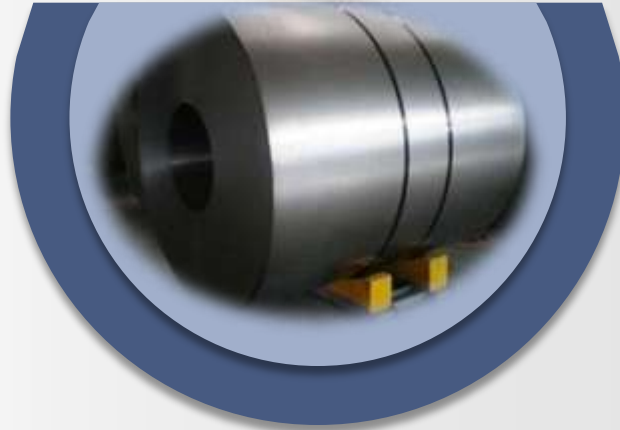




Different Products...

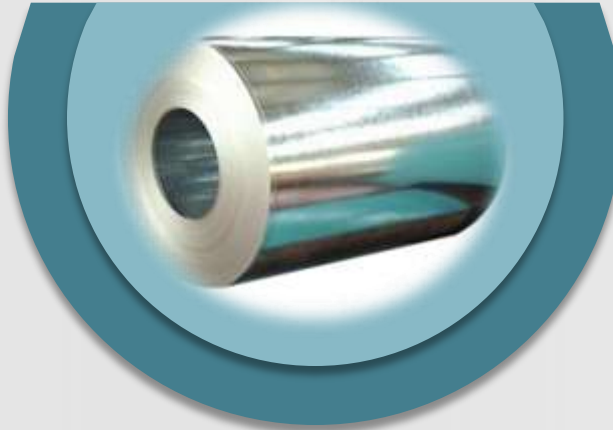
...Catering to wide array of applications

Flat Steel



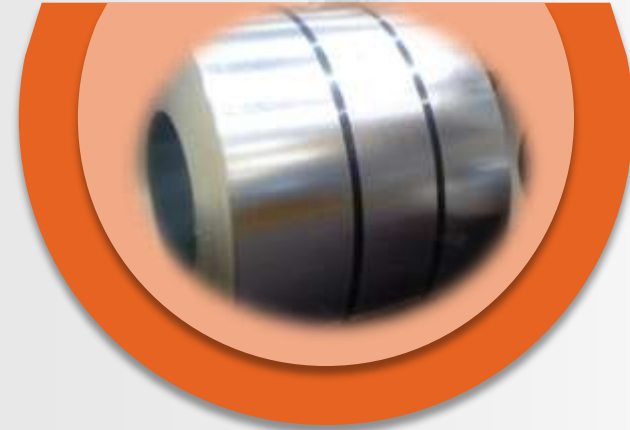
CR Sheets & Strips

- 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



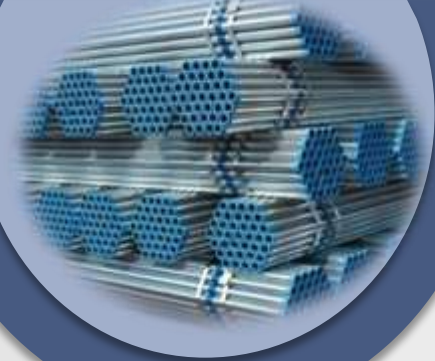
Steel Tubes & Pipes

- 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...

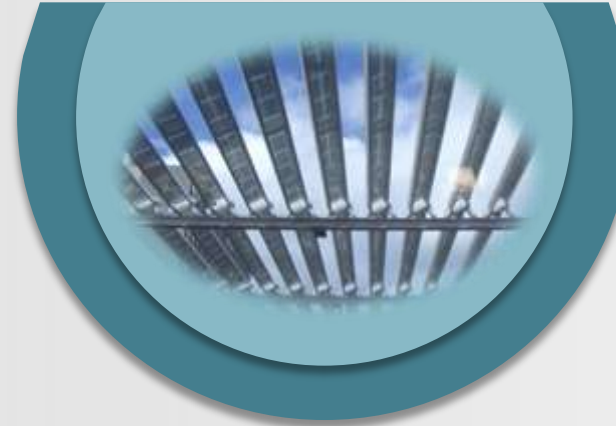
...Catering to wide array of applications

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

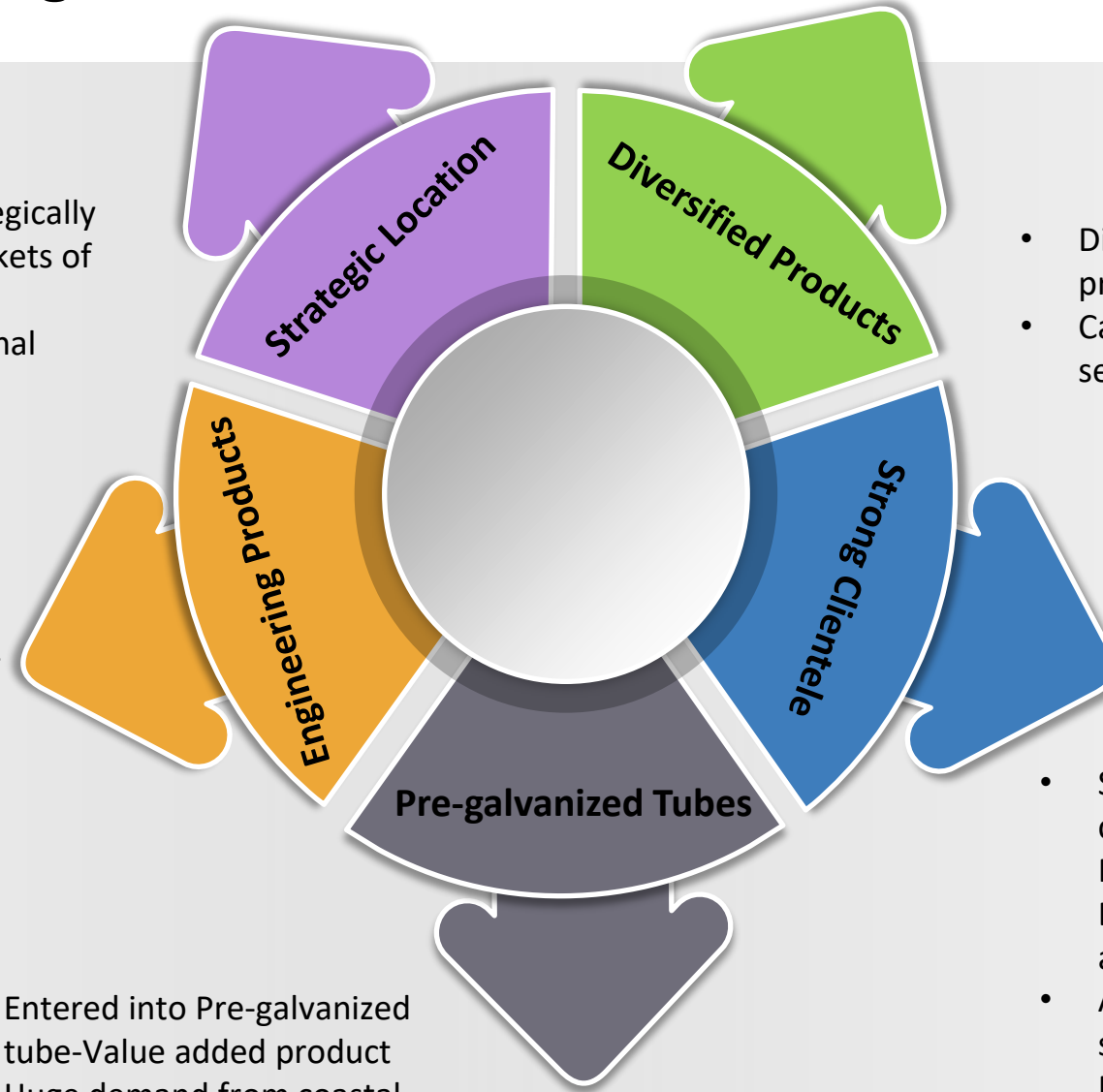
- Ground mounted solar power plants
 - Rooftop solar
 - Street lighting
- Solar water pumps
- Solar street lighting

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

State-of- Art Manufacturing facilities



- Two manufacturing plants in Sikandrabad, Uttar Pradesh (UP)
- Installed capacity of ~1,80,000 MTPA, with in-house sheet galvanized manufacturing facility



- Third unit in Sanand (Gujarat)
- Installed capacity of 60,000MTPA

Commenced Hindupur, Bangalore Operations From Oct'16 with Installed Capacity of ~60,000 MTPA, Total Capacity – 3,00,000 MTPA

Internationally certified...



... Demonstrating our commitment to highest standards of Quality

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.



03

Financials Highlights





Revenue
Rs. 454.34 Crs

46.88%



EBITDA
Rs. 29.98 Crs

47.26%



PAT
Rs. 9.40 Crs

103.27%



EPS in Rs.
Rs. 9.13 vs Rs. 4.49 (H1 FY17)

103.34%

H1 FY18 Highlights



Rs. in Crore	H1 FY18	H1 FY17	Y-o-Y %	H2 FY17	H-o-H %
Total Income from Operations	454.34	309.32	46.88%	328.11	38.47%
Raw Materials	404.93	273.51		289.17	
Employee Cost	6.06	5.01		5.57	
Other Cost	13.37	10.45		13.84	
Total Expenditure	424.36	288.96		308.58	
EBITDA	29.98	20.36	47.26%	19.53	53.48%
EBIDTA margin (%)	6.60%	6.58%	2 bps	5.95%	65 bps
Interest	13.36	11.21		9.30	
Depreciation	4.45	2.92		4.02	
Other Income	0.55	0.65		1.74	
Profit Before Tax	12.71	6.88	84.77%	7.95	59.79%
Tax	3.31	2.25		2.23	
Profit After Tax	9.40	4.62	103.27%	5.72	64.33%
PAT Margin (%)	2.07%	1.50%	57 bps	1.74%	33 bps
EPS (Rs.)	9.13	4.49		5.55	

Balance Sheet As On 30th Sept. 2017



Rs. in Crore	Sep-17	Sep-16
Shareholder's Funds	85.93	71.11
Share Capital	10.30	10.30
Money Against Warrants	0.00	0.00
Reserves & Surplus	75.63	60.81
Non-Current Liabilities	79.09	44.36
Long Term Borrowings	64.12	31.24
Defer Tax Liabilities	4.47	3.32
Other Long-Term Liabilities	9.86	9.05
LT Provisions	0.64	0.75
Current Liabilities	216.71	185.58
Short Term Borrowings	139.20	113.96
Trade Payables	49.28	37.49
Other Current Liabilities	24.84	28.51
Short-Term Provisions	3.39	5.62
Total Equities & Liabilities	381.73	301.05

Rs. in Crore	Sep-17	Sep-16
Non-Current Assets	107.48	84.51
Fixed Assets	100.35	74.97
Non-Current Investments	0.00	0.00
Long-Term Loans & Advances	7.13	9.54
Other Non-Current Assets	0.00	0.00
Current Assets	274.25	216.56
Current Investments	0.00	0.00
Inventories	131.20	81.20
Trade Receivables	104.67	98.54
Cash & Cash Equivalents	17.29	8.76
Short-Term Loans & Advances	21.09	27.68
Other Current Assets	0.00	0.38
Total Assets	381.73	301.05



Revenue
Rs. 637.4 Crs

26.5%



EBITDA
Rs. 39.9 Crs

24.9%



PAT
Rs. 10.3 Crs

59.2%



EPS in Rs.
Rs. 10.04 vs Rs. 8.29* in FY16

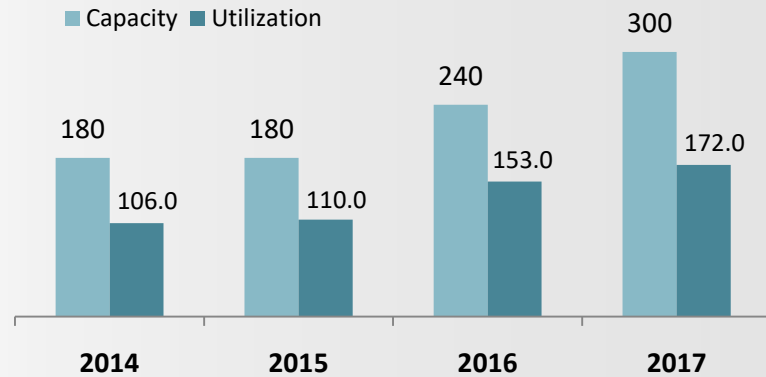
21.1%

*Reported EPS is stated on weighted average number of outstanding shares. Calculated EPS is Rs. 6.31

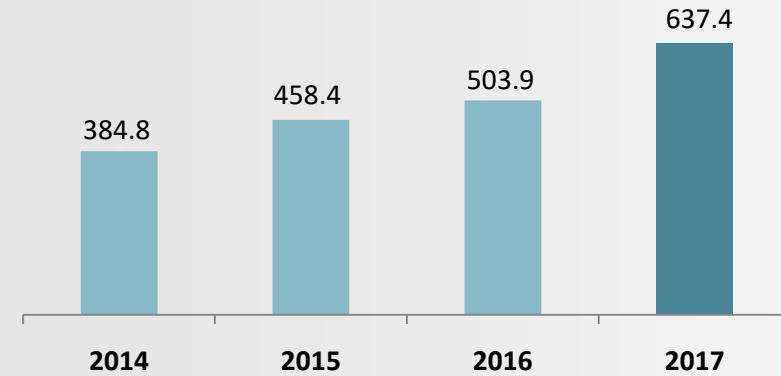
Annual Financial Highlights



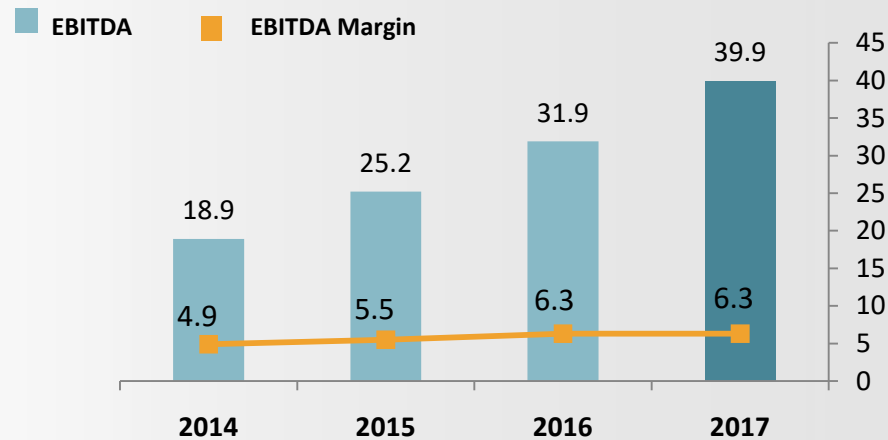
Volume (in 000's)



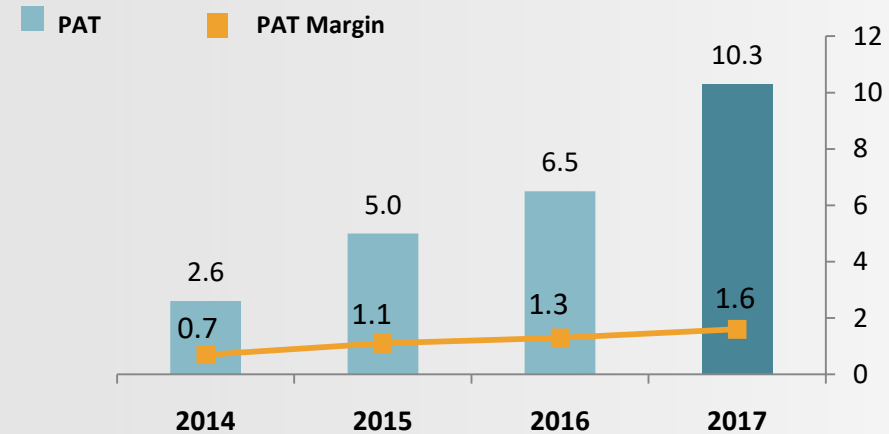
Revenue (Rs. Cr)



EBITDA (Rs. Cr)

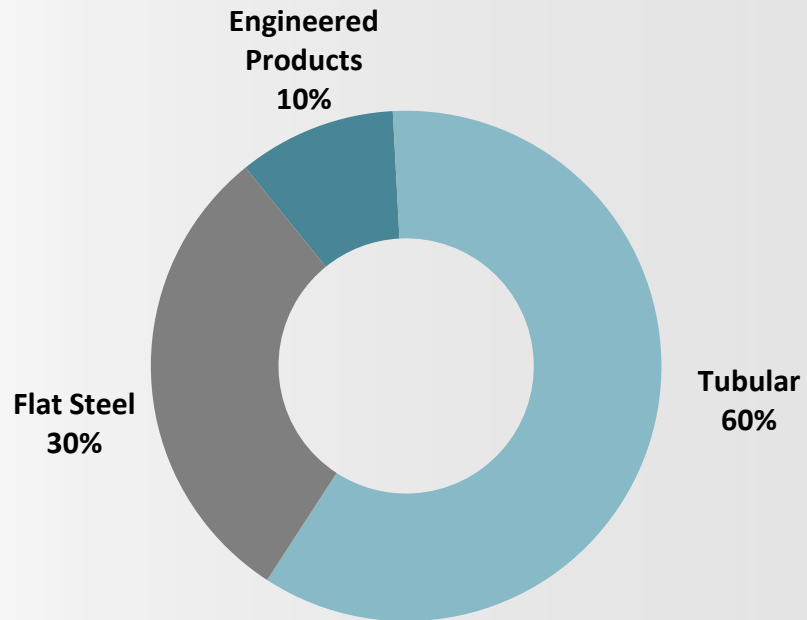


Profit After Tax (Rs. Cr)

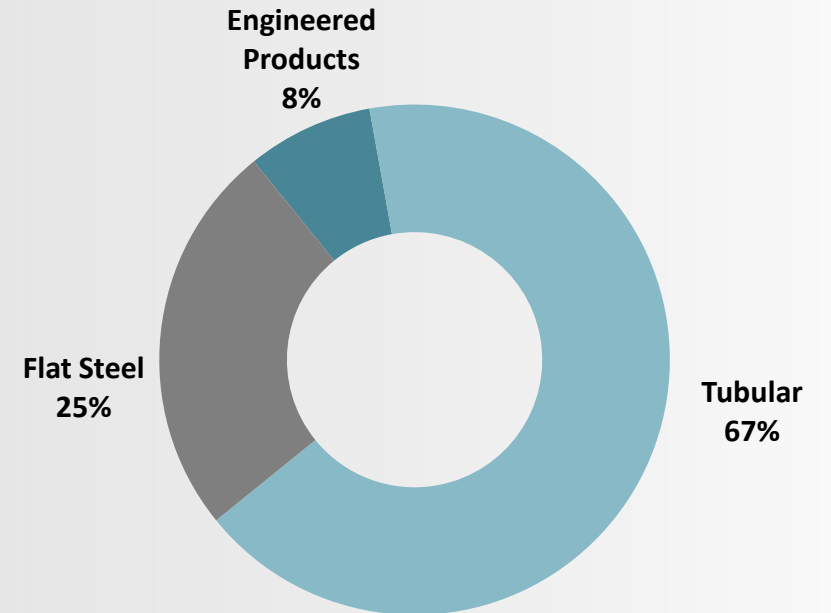


Segment Wise Break Up

Contribution - FY16



Contribution - FY17



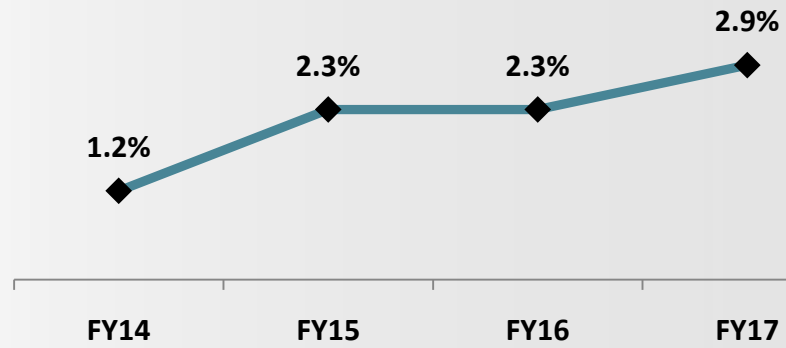
Annual Profitability Highlights



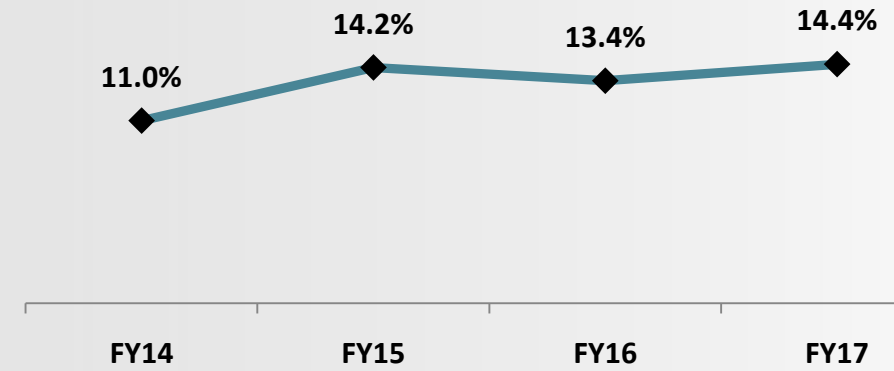
Rs. in Crore	FY17	FY16	YoY %
Total Income from Operations	637.4	503.9	26.5%
Raw Materials	562.7	437.7	
Employee Cost	10.6	8.5	
Other Cost	24.3	25.8	
Total Expenditure	597.5	472.0	
EBITDA	39.9	31.9	24.9%
EBIDTA margin (%)	6.3%	6.3%	
Interest	20.5	17.0	
Depreciation	6.9	5.8	
Other Income	2.4	1.0	
Profit Before Tax	14.8	10.1	47.2%
Tax	4.5	3.6	
Profit After Tax	10.3	6.5	59.2%
PAT Margin (%)	1.6%	1.3%	
EPS (Rs.)	10.04	8.29	

Key Ratios

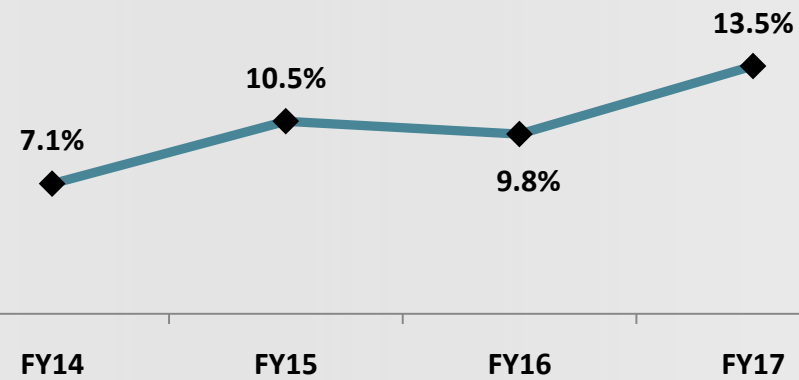
ROA (%)



RoCE (%)



RoE (%)



Balance Sheet As On 31st March 2017



Rs. in Crore	Mar-17	Mar-16
Shareholder's Funds	76.5	66.3
Share Capital	10.3	10.3
Money Against Warrants	-	-
Reserves & Surplus	66.2	56.0
Non-Current Liabilities	63.9	45.3
Long Term Borrowings	49.0	32.1
Defer Tax Liabilities	4.1	3.0
Other Long-Term Liabilities	10.2	9.5
LT Provisions	0.6	0.6
Current Liabilities	219.4	167.8
Short Term Borrowings	119.8	103.4
Trade Payables	57.5	37.4
Other Current Liabilities	34.3	19.9
Short-Term Provisions	7.8	7.1
Total Equities & Liabilities	359.9	279.4

Rs. in Crore	Mar-17	Mar-16
Non-Current Assets	96.0	66.8
Fixed Assets	88.9	61.7
Non-Current Investments	0.0	0.0
Long-Term Loans & Advances	7.1	5.1
Other Non-Current Assets	0.0	0.0
Current Assets	263.8	212.7
Current Investments	0.0	0.0
Inventories	124.4	101.7
Trade Receivables	95.9	67.5
Cash & Cash Equivalents	16.4	12.7
Short-Term Loans & Advances	27.2	30.7
Other Current Assets	0.0	0.0
Total Assets	359.9	279.4



04

Way Ahead

Sanand (Gujarat)

Enhancing Capacities

- Expanding capacities from 60,000 MTs to 1,20,000 MTs
- Creating an Export oriented facility- Port Advantage
- Expanding size range upto 8 inch for all types of tubes and sections
- Addition of galvanizing facility for value added products

Hindupur (Bangalore)

Enhancing Capacities

- Expanding capacities from 60,000 MTs to 1,20,000 MTs
- Expanding size range upto 8 inch for all types of tubes and sections
- Addition of galvanising facility for value added products
- Manufacturing of solar mounting structures to start from FY 18

Sikandrabad (Delhi)

Technology Advancement

- Commissioning of 72,000 MT 4-Hi Cold Rolling Mill
- Fully Automated Technology
- Entry into Automobile & Electrical grade applications

Vision 2020

- Achieve revenues of Rs 1,500 Crore
- Be a globally reputed steel processing Company
- Be known for its best technology and high quality specialized products

Government Impetus creating significant industry growth opportunity



Housing for all

MS Black Tubes & Hollow Section for Roofing, Rails, Grills, Gate Etc.

Smart Cities

Large Hollow Section Pipe & Poles Used in Infrastructure Projects, Street Lighting, Sewage

24X7 Electricity

Power Transmission & Distribution Structures and Poles.

National Highway Development Program

Road Crash Barrier for Highway Safety

Renewable Energy Target 100,000 MW

Solar Mounting Structures Used For Supporting Solar Panels

Government Impetus creating significant industry growth opportunity



PM Krishi Sanchar Yojna

Casing Pipe and Galvanised Pipes for Boring and tube well

Swachh Bharat Abhiyan

Hollow Section Used in Prefab Toilets

Affordable Housing

Tubes And Pipes Used for Prefab home and shelters

E-Rickshaw Scheme by State Government

CR Square Tube Used For Rickshaw Frame

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

For further information, please contact:

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