



AN ISO 9001 : 2008 CO.

Rama Steel Tubes Ltd.

Manufacturers & Exporters : ERW Steel Tubes (Black & Galvanised)

CIN : L27201DL1974PLC007114

Regd. Office

No. 7, 1st Floor, Surya Niketan, Vikas Marg, New Delhi-110092 Ph. : 011-43656667, 43656668 Fax : 011-43656699
E-mail : investors@ramasteel.com, info@ramasteel.com, Website : www.ramasteel.com

August 10, 2016

Corporate Services Department National Stock Exchange of India Ltd Exchange Plaza, Bandra Kurla Complex, Bandra(E), Mumbai - 400 051 NSE Symbol: RAMASTEEL	Corporate Services Department BSE Limited P.J. Towers, Dalal Street, Mumbai - 400 001 BSE Code: 539309
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SUB: MEDIA RELEASE

Dear Sir / Madam,

We are enclosing herewith Media Release, pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Kindly take the same on record.

Thanking you,

For **RAMA STEEL TUBES LIMITED**

(KAPIL DATTA)
COMPANY SECRETARY





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Media Release

Strong Growth Reported Across Regions

Q1 FY17 Revenues at Rs. 65.61 crore, YoY growth of 24%

Q1 FY17 EBITDA at Rs. 5.18 crore, YoY growth of over 140%

Q1 FY17 EBIDTA margins at 7.90%, YoY increase of 390 bps

Q1 FY17 PAT at Rs.2.61 crore, YoY growth of over 440%

Mumbai, August 10, 2016: Rama Steel Tubes Limited (BSE: 539309, NSE: RAMASTEEL), a leading player in the manufacturing ERW pipes, announced its unaudited results for the quarter ended June 30, June 2016.

Key Financials (Rs. In Crore):

Particulars	Q1 FY17	Q1 FY16	YoY %
Net Sales	65.61	52.90	24%
EBITDA	5.18	2.14	142%
PAT	2.61	0.48	444%

Management Comments:

Commenting on the results, Mr. Richi Bansal, CEO, Rama Steel Tubes Ltd said:

"I am happy to share that this quarter's performance has been in line with our expectations. We demonstrated a good improvement in our margins, mainly on account of lower logistics costs and operational efficiencies setting in.

Our capacity utilization across our plants has increased. Our Khopoli unit that we set up last year, reached already reached full capacity in the last couple of months. This has enabled us to double its capacity reaching 72,000 MT. This unit caters to the high growth markets of Maharashtra and Gujarat.



Going forward, we continue to look at opportunities by exploring the high demand markets of Southern India. We also plan to venture in value added products like. Pre-Galvanized Tubes, that we expect to do well enabling us to earn incremental margins.”

Performance Highlights:

For the quarter ended June 30, 2016:

- **Revenue from operations stands at Rs. 65.61 crore in Q1FY17, as against Rs. 52.90 crore in the corresponding previous period, a YoY growth of 24%**
- **EBITDA stood at Rs. 5.18 crore in Q1FY17 as against Rs. 2.14 crore in the corresponding previous period and grew by 142% YoY**
- **EBITDA margin at 7.90%, an improvement of over 390 basis points YoY mainly on account of operational efficiencies and savings on logistics cost**
- **Profit After Tax stands at Rs. 2.61 crore in Q1FY17 as against Rs. 0.48 crore in Q1FY16, YoY growth of 444%**

Recent Developments:

- The Company commenced its second production line at their plant in Khopoli, Maharashtra, adding an additional of 36,000 MT to the existing capacity. The total installed capacity of the Khopoli plant now stands at 72,000 MT
- The manufacturing unit at Khopoli has been the first venture of Rama Steel outside of North India. The Unit 1 at Khopoli started production in June-2015 with a capacity of 36,000 MT. The production achieved in the first nine months of operations ending FY2016 was 22,000 MT resulting in over 80 percent utilization. The total capex for Unit 1 was Rs. 7 crore
- Unit 2 has an installed capacity of 36,000 MT with the total cost of Rs. 5 crore. The total capex for both units (including land cost) has been Rs 12 crore
- The Khopoli plant is very strategically located, servicing the key high growing markets of Maharashtra, South Gujarat, North Karnataka and Madhya Pradesh. These units offer an increased range of diverse and value added products (eg Pre-Galvanized Tubes) and enable the Company to bring down the logistics cost, positively impacting realizations and profitability

About Rama Steel Tubes Limited:

Incorporated in 1974, Rama Steel Tubes is a pioneer in the steel tubes industry and a well established strong brand known for its high quality amongst customers. The Company has two state of art manufacturing facilities in Sohibabad and Khopoli with a total installed capacity of 72,000 MT. Rama, under its strong brand of 'TTT Rama' offers a wide product suite, with presence in key sectors and catering to diverse applications in sectors of automobile, infrastructure, real estate and furniture



amongst others. The Company has robust exports, which currently contribute to ~15% of revenues and spread across 76 countries.

For more details please visit: www.ramasteel.com

For any Investor Relations query, please contact:

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Note: Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward looking statements. Omkar Speciality Chemicals Ltd will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

