



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

May 27, 2017

To

The Manager – Listing National Stock Exchange of India Ltd Exchange Plaza, Bandra Kurla Complex Bandra (East) Mumbai – 400 051 Symbol: RAMASTEEL	The Secretary Corporate Relationship Dept. BSE Limited P.J. Towers, Dalal Street, Mumbai – 400 001 Scrip 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



Encl.: As above.



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Media Release

Good Growth Across All Product Segments

FY17 Revenue at Rs. 259.73 crore, YoY growth of 7%

FY17 EBITDA at Rs. 19.80 crore, YoY growth of 36%

FY17 EBITDA Margin at 7.62%, Increase of over 160bps on YoY

FY17 PAT at Rs. 9.06 crore, YoY growth of 50%

Won Prestigious Export Orders Worth Rs. 30 Cr. in Q4 FY17

27th May, 2017: Rama Steel Tubes Limited (BSE: 539309, NSE: RAMASTEEL), a leading player in the manufacturing of ERW pipes, announced its audited results for the quarter and year ended March 31, 2017.

Key Financials:

Particulars (Rs. Crs)	FY17	FY16	YoY
Revenue	259.73	241.95	7%
EBITDA	19.80	14.58	36%
EBITDA Margin	7.62%	6.02%	160bps
PAT	9.06	6.03	50%
PAT Margin	3.49%	2.49%	100bps

Management Comments:

Commenting on the results, **Mr. Richi Bansal, Director & CEO, Rama Steel Tubes Limited** said: "This financial full year end FY16-17, we have registered a revenue growth of over 7% and a good increase in our overall profit by over 50%. This growth has been driven across all product segments. Our



operating efficiencies combined with capacity expansion has benefited us a lot. Despite challenging market conditions and impact of demonetization, our Company achieved its target for the full year.

Due to demonetization and volatile steel prices we registered muted volume growth than expected during the fourth quarter, also external market challenges did affect our volumes in the late second half of FY17. The overall steel pipe industry was impacted by the demonetization effect along with passive volume performance. Going forward, our focus remains on growing with stronger momentum in the coming quarters and we are poised to deliver good growth in the coming year.

I am happy to inform you that our Company has recently bagged prestigious export orders worth Rs. 30 Crores for ERW pipes, which will be executed from our Delhi facility. This facility has an overall manufacturing capacity of 60,000 MT per annum. We are very excited with these new orders coming in. These orders will boost the performance of our Company.

Our strategic plan of capacity expansion will help us increase our geographical presence. This expansion will enable us to cater to a wider range of customers by increasing the available SKUs significantly. Going forward, we continue to look at opportunities by exploring the high demand markets of South India. In line with its vision of profitable growth, our Company has been successful in further strengthening its presence in highly profitable geographies.

These products are in great demand and this demand is increasing. We plan to increase our capacity along with increasing the number of our dealers and distributor network, driving the growth of our Company. We also plan to venture into value added products like Pre-Galvanized Tubes. With Increase in our capacity utilizations and foraying into value added products will bring in improved margins.

Our Company is very well placed to leverage on the Government's new reforms – GST, which will greatly help organized players like us. Also, continuously improving conditions in infrastructure, construction and other related sectors will help in better performance.

Our Company's strong focus on consistent and very high quality combined with timely delivery has been the trademark from years and our biggest strength leading to increased confidence of clients to a continuous flow of orders."

FY17 Performance Highlights:

- **Revenue stood at Rs. 259.73 crore** in FY17, as against Rs. 241.95 crore in the corresponding previous period, a **YoY growth of 7%**
- **EBITDA stood at Rs. 19.80 crore** in FY17 as against Rs. 14.58 crore in the corresponding previous period and **grew by 36% YoY**
- **EBITDA margin at 7.62%**, an improvement of **160 basis points YoY**
- **Profit After Tax stood at Rs. 9.06 crore** in FY17 as against Rs. 6.03 crore in FY16, **YoY growth of 50%**
- **PAT margin at 3.49%**, an improvement of **100 basis points YoY**
- **EPS of Rs. 6.07, growth of 51%**



About Rama Steel Tubes Limited:

Incorporated in 1974, Rama Steel Tubes is a pioneer in the steel tubes industry and well established strong brand known for its high quality amongst customers. The Company has two state of art manufacturing facilities in Sahibabad and Khopoli with a total installed capacity of 1,32,000 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.

For more details please visit: www.ramasteel.com

For any Investor Relations query, please contact:

Mr. Richi Bansal CEO Rama Steel Tubes Limited Email: ceo@ramasteel.com	Savli Mangle/Amit Sharma Bridge Investor Relations Pvt. Ltd. Phone: +91-22-26873003 Email: savli@bridge-ir.com / amit@bridge-ir.com
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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. Rama Steel Tubes 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.*

