

January 20<sup>th</sup>, 2022

To,

Manager,  
**National Stock Exchange of India Limited**  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra Kurla Complex- Bandra (E),  
Mumbai-400051

**NSE Symbol: HITECH**

Listing Department,  
**BSE Limited**  
Phiroze Jeejeebhoy Towers, Rotunda  
Building, Dalal Street, Fort  
Mumbai- 400001

**Scrip Code: 543411**

**Subject: Result Update Presentation**

Dear Sir/ Madam,

In reference to the above captioned subject, please find enclosed herewith Result update presentation with respect to the Un-Audited Standalone and Consolidated Financial Results for the Quarter and Nine Months ended 31<sup>st</sup> December, 2021.

Kindly take the above information on record and oblige.

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

  
**Arun Kumar**  
**Company Secretary**

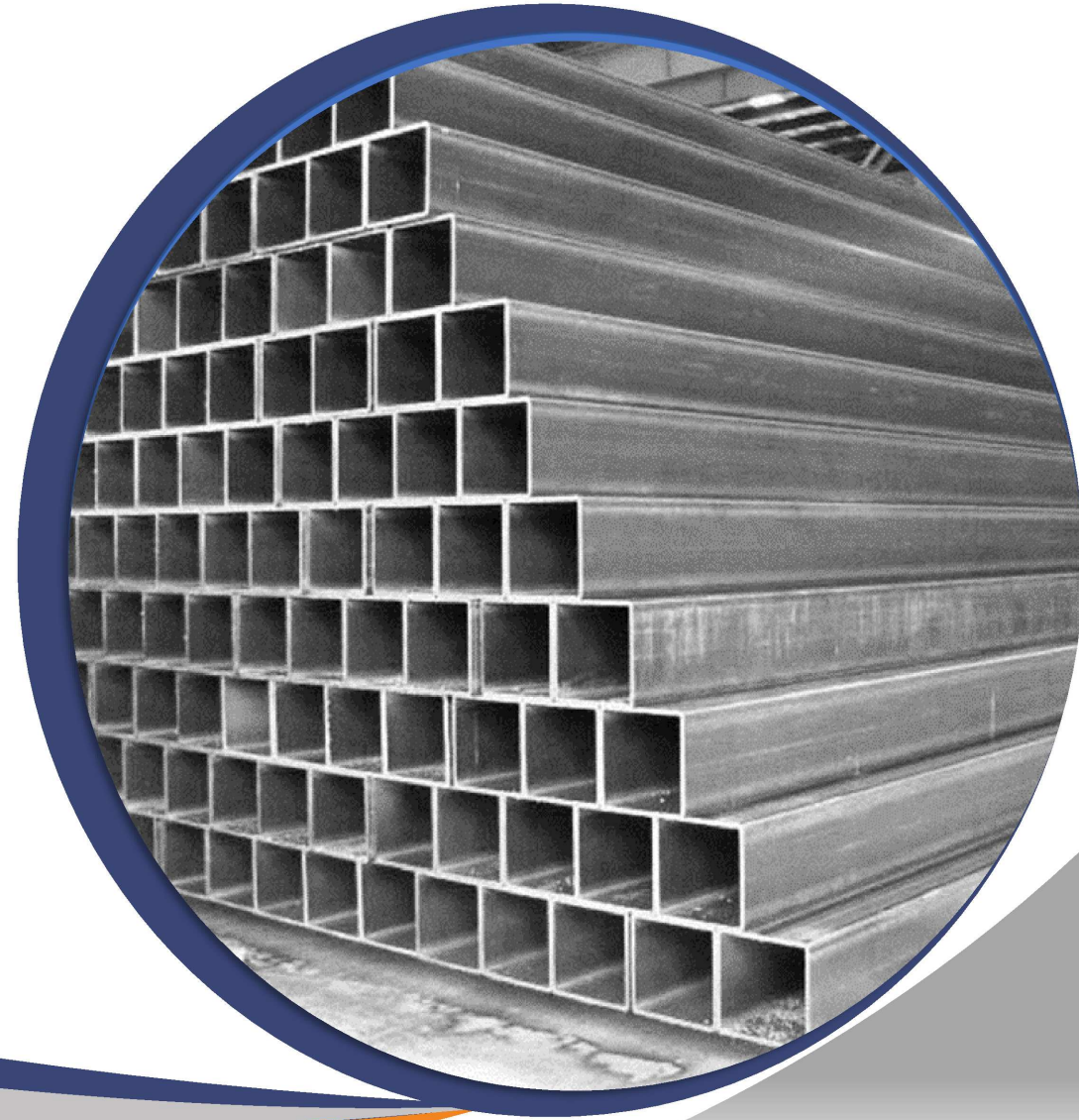
Encl: As above



# Hi-Tech Pipes Limited

*Providing Innovative Solutions*

**Investor Presentation – Q3 FY22 &  
JAN 2022**



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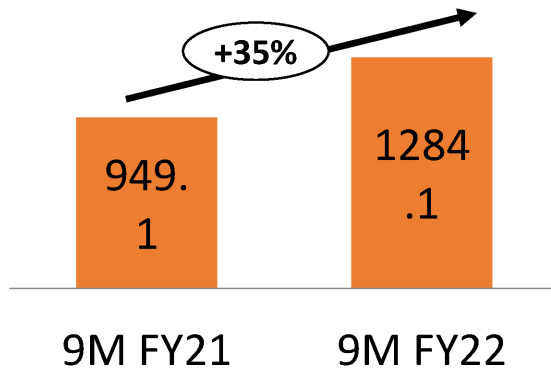
This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward-looking statements become materially incorrect in future or update any forward-looking statements made from time to time by or on behalf of the Company



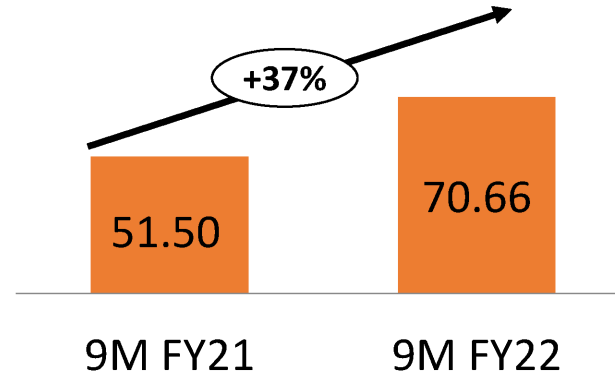
**Q3 FY22  
Highlights**

# KEY PERFORMANCE KINDICATOR – 9M FY22

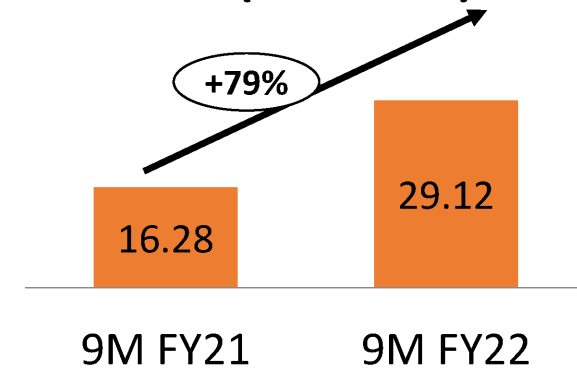
### Revenue (Rs. In Cr.)



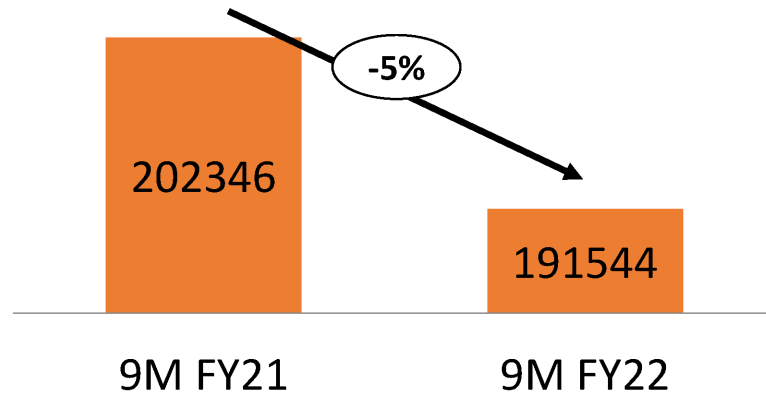
### EBITDA (RS. In Cr.)



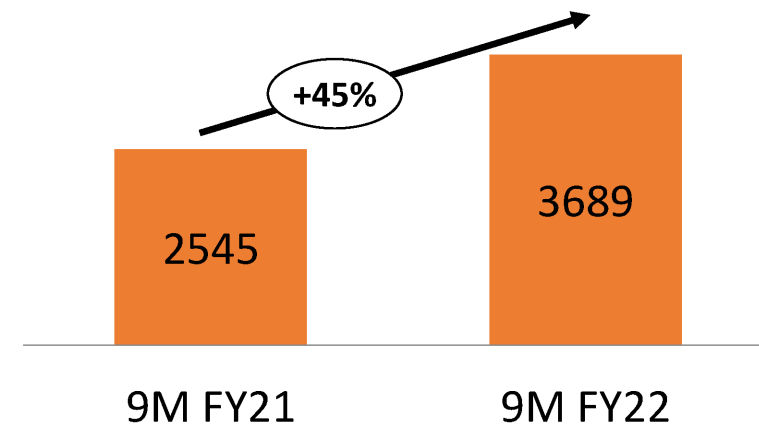
### PAT (Rs. In Cr.)



### Sales Volume (MT)

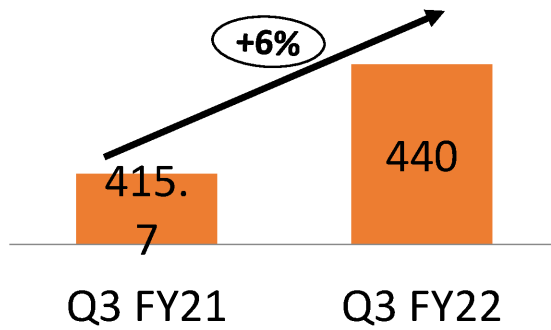


### EBITDA (PMT)

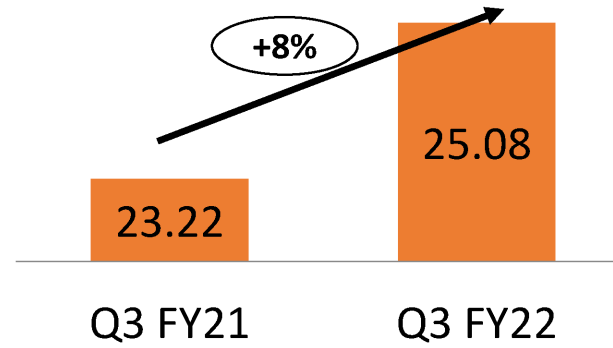


# KEY PERFORMANCE KINDICATOR – Q3 FY22

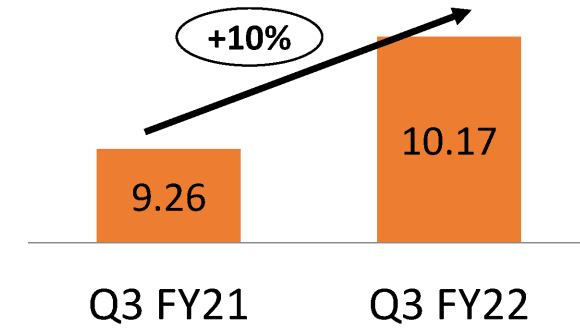
### Revenue (Rs. In Cr.)



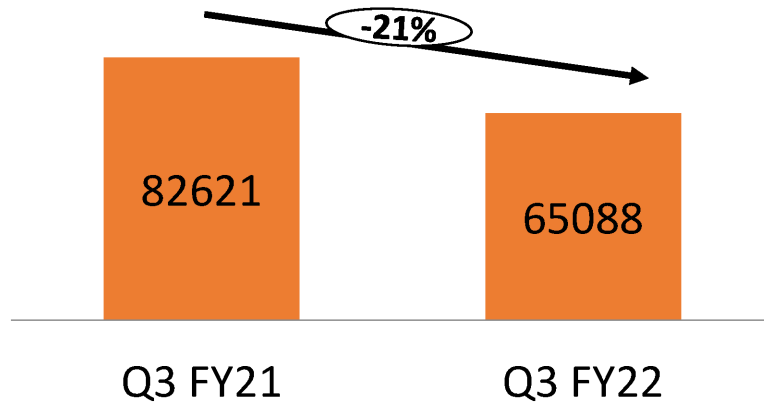
### EBITDA (RS. In Cr.)



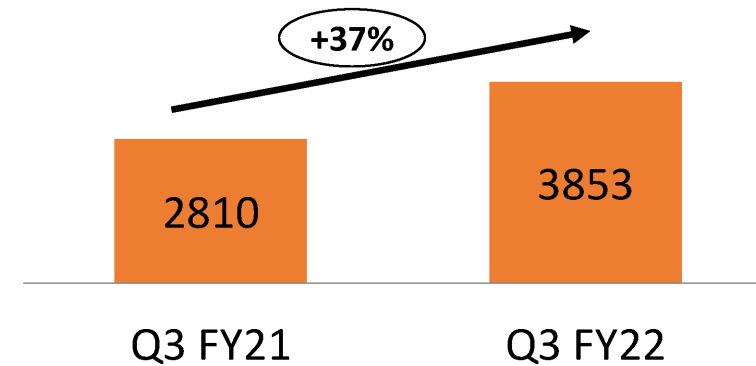
### PAT (Rs. In Cr.)



### Sales Volume (MT)



### EBITDA (PMT)



# Consolidated Profit & Loss Statement – 9M & Q3 FY22

Rs. (in Lakhs)	Q3 FY22	Q3 FY21	Y-o-Y %	Q2 FY22	Q-o-Q %	9M FY22	9M FY21	Y-o-Y %
<b>Total Income from Operations</b>	<b>44001.54</b>	<b>41569.58</b>	<b>6%</b>	<b>46079.38</b>	<b>(4.5%)</b>	<b>128407.00</b>	<b>94912.58</b>	<b>35%</b>
Raw Materials	39813.24	37631.00		41483.05		115956.54	85664.75	
Employee Cost	513.13	499.60		585.19		1549.47	1276.32	
Other Cost	1167.33	1117.16		1587.78		3834.69	2821.91	
<b>Total Expenditure</b>	<b>41493.70</b>	<b>39247.76</b>		<b>43656.02</b>		<b>121340.70</b>	<b>89762.98</b>	
<b>EBITDA</b>	<b>2507.84</b>	<b>2321.82</b>	<b>8%</b>	<b>2423.36</b>	<b>3.5%</b>	<b>7066.3</b>	<b>5149.6</b>	<b>37%</b>
Other Income	2.10	29.73		8.19		24.52	37.18	
Depreciation	240.32	206.62		240.00		719.00	598.19	
Interest	884.35	878.54		818.57		2415.83	2347.38	
<b>Profit Before Tax</b>	<b>1385.27</b>	<b>1266.39</b>	<b>9.5%</b>	<b>1372.98</b>	<b>1%</b>	<b>3955.99</b>	<b>2241.21</b>	<b>77%</b>
Tax	368.45	340.19		367.99		1043.71	612.74	
<b>Profit After Tax</b>	<b>1016.82</b>	<b>926.20</b>		<b>1004.99</b>		<b>2912.28</b>	<b>1628.47</b>	
<b>Other Comprehensive income</b>	<b>0</b>	<b>0</b>		<b>0</b>		<b>0</b>	<b>0</b>	
<b>Total Comprehensive Income</b>	<b>1016.82</b>	<b>926.20</b>	<b>10%</b>	<b>1004.99</b>	<b>1.2%</b>	<b>2912.28</b>	<b>1628.47</b>	<b>79%</b>
<b>Basic EPS (in Rs. / share)</b>	<b>8.33</b>	<b>8.48</b>		<b>8.41</b>		<b>24.60</b>	<b>14.90</b>	

# Consolidated Balance Sheet

Rs. in Lakhs	As on 30 <sup>th</sup> Sept- 21	As on 31 <sup>st</sup> March- 21
<b>Equity</b>	<b>23618.84</b>	<b>20519.33</b>
Equity Share Capital	1218.61	1120.61
Other Equity	22400.23	19398.72
<b>Liabilities</b>		
<b>Non Current Liabilities</b>	<b>14335.12</b>	<b>13306.18</b>
<b>Financial Liabilities</b>		
Borrowing	12400.60	11617.26
Other Financial liabilities	62.79	79.80
Provisions	89.72	89.72
Deferred Tax Liabilities (Net)	1782.01	1519.40
<b>Current Liabilities</b>	<b>27700.22</b>	<b>26102.86</b>
<b>Financial Liabilities</b>		
Borrowings	19156.41	17892.54
Trade Payables	4458.91	4922.97
Other Financial Liabilities	2457.86	2269.24
Other Current Liabilities	530.90	317.85
Provisions	471.70	418.28
Current Tax Liabilities (Net)	624.45	281.98
<b>Total</b>	<b>65654.17</b>	<b>59928.37</b>

Rs. in Lakhs	As on 30 <sup>th</sup> Sept- 21	As on 31 <sup>st</sup> March- 21
<b>Non-current Assets</b>	<b>25969.54</b>	<b>24179.84</b>
Property, Plant and Equipment	19968.95	20248.95
Capital Work in Progress	5100.49	2988.16
Other Intangible asset	2.00	1.25
Investments	0.03	0.03
Loans	379.93	417.53
Other Non Current Assets	518.14	523.92
<b>Current Assets</b>	<b>39684.64</b>	<b>35748.53</b>
Inventories	18270.77	18847.07
<b>Financial Assets</b>		
Investments	0.0	0.0
Trade Receivables	16584.92	12060.58
Cash & Cash Equivalent	64.76	63.40
Bank Balance other than above	1632.22	1629.25
Other Current Assets	3131.98	3148.23
<b>Total Assets</b>	<b>65654.17</b>	<b>59928.37</b>



# 9M FY22 – Operational Highlights

Sales volumes decreased by 5% to 1.92 lakh tonnes as compared to 2.02 lakh tonnes in 9M FY21. Primary reason for decrease in volume is extended monsoon period and wider price gap between primary steel and secondary steel due to which distributor's and dealer's has started doing destocking in Q3 FY 2022

Capacity Utilisation stood at 45% in Q3FY22, same as 45% in Q2 FY22

Sales Realization improved by 48% to Rs 67,605/tonne as against Rs 48,124/tonne in 9M FY12

EBITDA/tonne improved to Rs 3,689 / tonne from Rs.2,545 / tonne in 9MFY21

New Khopoli facility ramping up during the Year, as production of GP Pipes has been started there.

Share of value-added products stood at 25% in Q3FY22 of total sales as compared to 18% in Q3 FY 21



# **Company Overview**

# Hi-Tech Pipes at a Glance



## Product Portfolio

The product portfolio of the company comprises of MS Pipes, Galvanized Iron Pipes, MS Hollow Section, Large Dia Hollow Section, Metal beam Highway Crash Barrier, Cold Rolling Coils & Strips etc.

The products are manufactured through strict quality controls, innovative process and latest tech.

## Installed Capacity

The total installed capacity stands at 5.8 lac tonnes with four plants; located in states UP, AP, Gujarat and Maharashtra

## Geographical Reach

The Company has expanded its reach within India to reach PAN India level presence and exploring export opportunities

Hi-Tech caters to a broader clientele base spanning across industries

## Certification and Recognition

The company has been validated by prestigious awards for its products by clients

Company has also successfully registered its products in the prestigious Govt Products

## Distribution Network

The Company has robust distribution network of 390+dealers & distributors across India with 550+SKUs and 150+ OEM Customers.

Company catered to millions of customers in myriad ways

## Strong Financial growth

Company's net sales has grown by 20% CAGR in the last 5 years and reached Rs 1341 crores of revenues in FY21

## Nation Building Responsibility

Hi-Tech Pipes is one the fastest growing company in the Steel Tubes segment with the widest range of products, instrumental in laying a sound infrastructure for the development of the Nation

The Company's products are used in multiple sectors including Infrastructure, Constructions, Automobiles, Energy, Agriculture, Defense, Engineering& Telecom

## Legacy

Hi-Tech has been in existence for over three decades rolling out the best of the steel pipes and its allied products

Experienced management with deep understanding of the Steel Pipes & Tubes industry



# Hi-Tech Pipes | Capabilities Built So Far



## Built Core Strength

Installed Capacity <b>5,80,000 MTPA</b>	Diversified Presence <b>5 Plants across 4 states</b>	Business Experience <b>35+ years</b>	Employees <b>~1,100+</b>
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## Strong Distribution

Dealers & Distributors <b>390+</b>	SKUs <b>550+</b>	Contractor Consumers <b>90+</b>	OEM Customers <b>150+</b>
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## Product Innovation

Product Offerings <b>450+</b>	Products availability <b>Across 17 States</b>	Diversified Application <b>+10 Industries</b>	Value added Products <b>50+</b>
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## Established Brands



## Strong Financial Performance

Net Sales <b>+20% CAGR*</b>	EBITDA <b>+15% CAGR*</b>	EPS <b>+23% CAGR*</b>	Net Worth <b>+28% CAGR*</b>
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\* 5 year CAGR from FY17-FY21