

August 11, 2023

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 Scrp Code: 543411
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Subject: Q1FY24 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 Financial Results for the Quarter ended June 30, 2023.

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 LTD. =

**INVESTOR
PRESENTATION
AUGUST 2023**



SAFE HARBOUR

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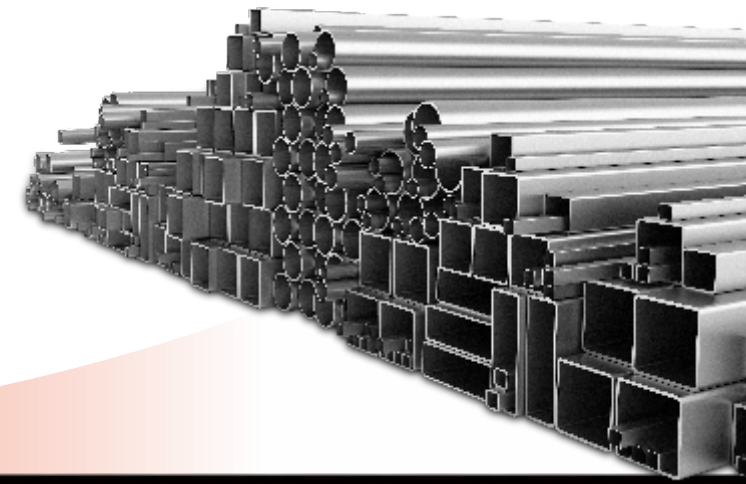
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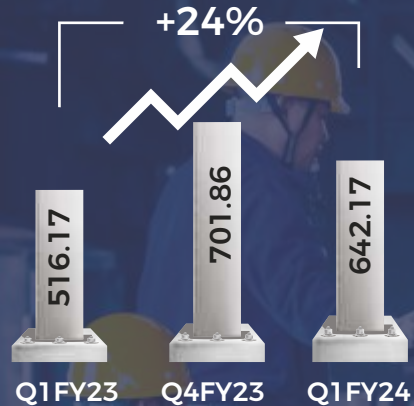
- **Financial and Operational Highlights**
- **Annual Financial Performance**
- **New Initiatives**
- **Company Overview**
- **Strategic Focus & Future Prospects**
- **Team Hi-Tech**



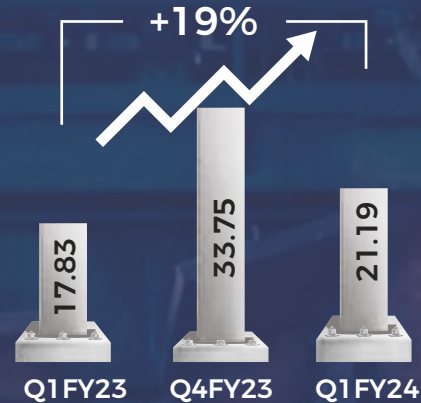
KEY PERFORMANCE INDICATORS- Q1 FY24 (CONSOLIDATED)

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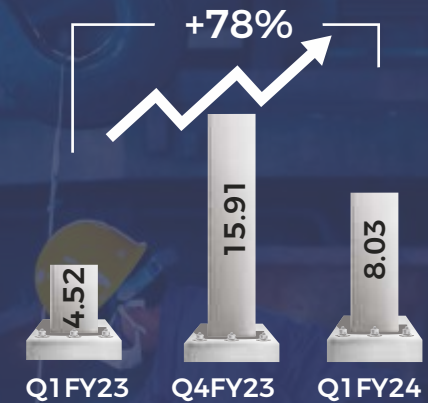
REVENUE (RS CRORE)



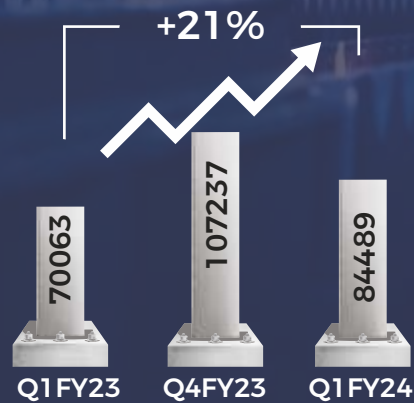
EBITDA (RS CRORE)



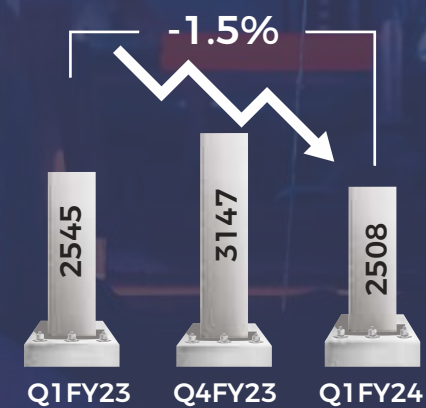
PAT (RS CRORE)



SALES VOLUME (MT)



EBITDA PER MT (RS)



CONSOLIDATED PROFITABILITY HIGHLIGHTS - Q1 FY24

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Particulars (Rs crore)	Q1FY24	Q1 FY23	Y-o-Y %	Q4FY23	Q-o-Q %	FY23	FY22	Y-o-Y %
Total Income from Operations	642.17	516.17	24.41%	701.86	-8.50%	2385.85	1878.85	26.98%
Raw Materials	595.64	476.43	25.02%	634.07	-6.06%	2174.33	1699.28	27.96%
Employee Cost	7.47	5.62	32.92%	8.03	-6.97%	26.40	21.99	20.05%
Other Cost	17.86	16.29	9.64%	26.01	-31.33%	81.91	57.07	43.55%
EBITDA	21.2	17.83	18.90%	33.75	-37.19%	103.22	100.52	2.69%
EBITDA Margin	0.03	0.03	10.04%	0.05	-33.97%	0.04	0.05	-19.14%
Other Income	0.28	0.56	-50.00%	0.3	-6.67%	2.26	0.94	140.43%
Depreciation	2.73	2.45	11.43%	5.24	-47.90%	13.77	9.66	42.55%
Interest	7.95	9.9	-19.70%	8.12	-2.09%	35.3	36.47	-3.21%
Profit Before Tax	10.79	6.03	78.94%	20.7	-47.87%	56.40	55.32	1.95%
Tax	2.77	1.55	78.71%	4.86	-43.00%	12.20	15	-18.60%
Exceptional Items	0	0	-	0	-	6.52	0	-
Profit After Tax	8.03	4.52	77.65%	15.92	-49.56%	37.79	40.33	-6.29%
Basic EPS (in Rs.)	0.61	0.37	64.86%	1.29	-52.71%	3.06	3.38	-9.47%

Q1 FY24 – KEY CONSOLIDATED HIGHLIGHTS

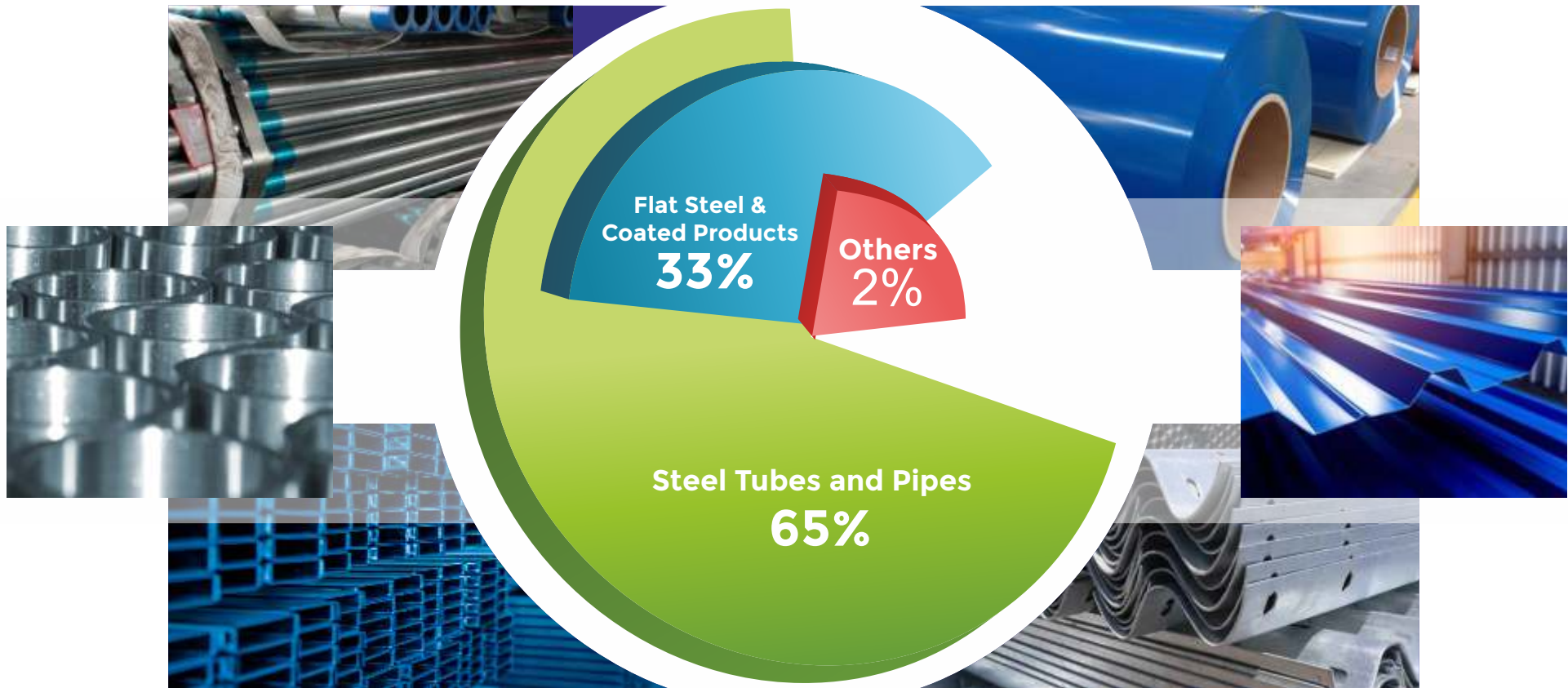
- SALES VOLUME increased by 21% Y-O-Y to 84,500 MT in Q1 FY24 vs. 70,000 MT in Q1FY23.
- REVENUE FROM OPERATIONS was up by 24% Y-O-Y to Rs. 642.17 Cr. in Q1FY24 as compared to Rs. 516.17 Cr. in Q1FY23; led by higher sales volume.
- EBIDTA increased by 19% Y-O-Y to Rs. 21.20 Crore in Q1FY24 as compared to Rs. 17.83 Crore in Q1FY23.
- PAT increased by 78% Y-O-Y to Rs. 8.03Cr. in Q1FY24 as compared to Rs. 4.52 Cr. in Q1FY23.
- Sales of the coated product (GP Coil, GC Sheets, Color Coated Coils, Color Profile Sheets) is picking up well.
- The Company has received Government Tenders for supplying Galvanised Pipes in various Projects of Jal Jeevan Mission.
- The Company is strengthening its brand presence through focus on Digital Marketing.

SALES MIX

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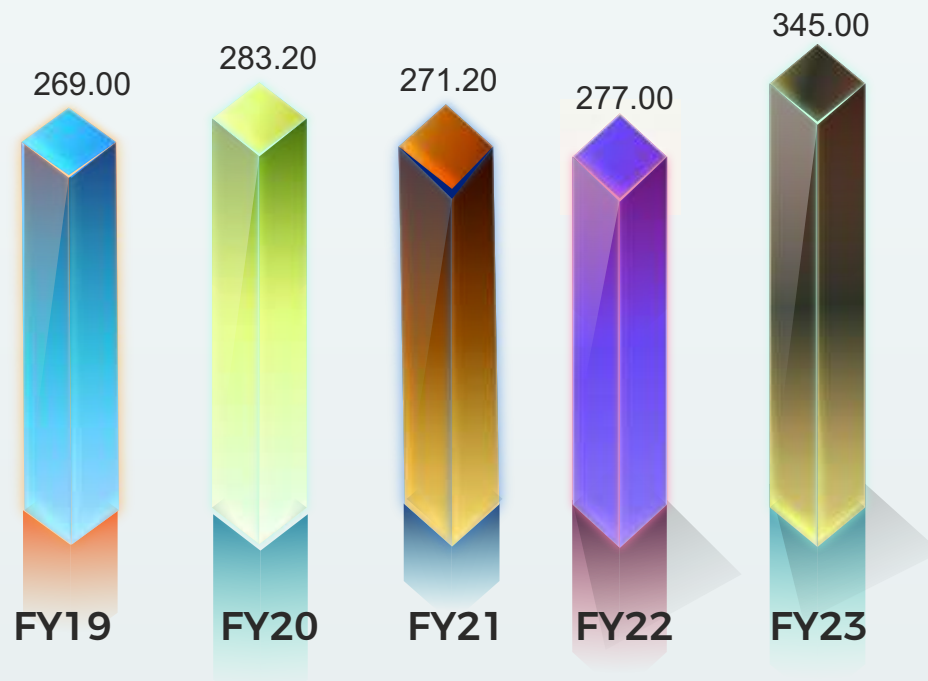
**STEEL TUBES AND
PIPES**

**FLAT STEEL AND COATED
PRODUCTS**

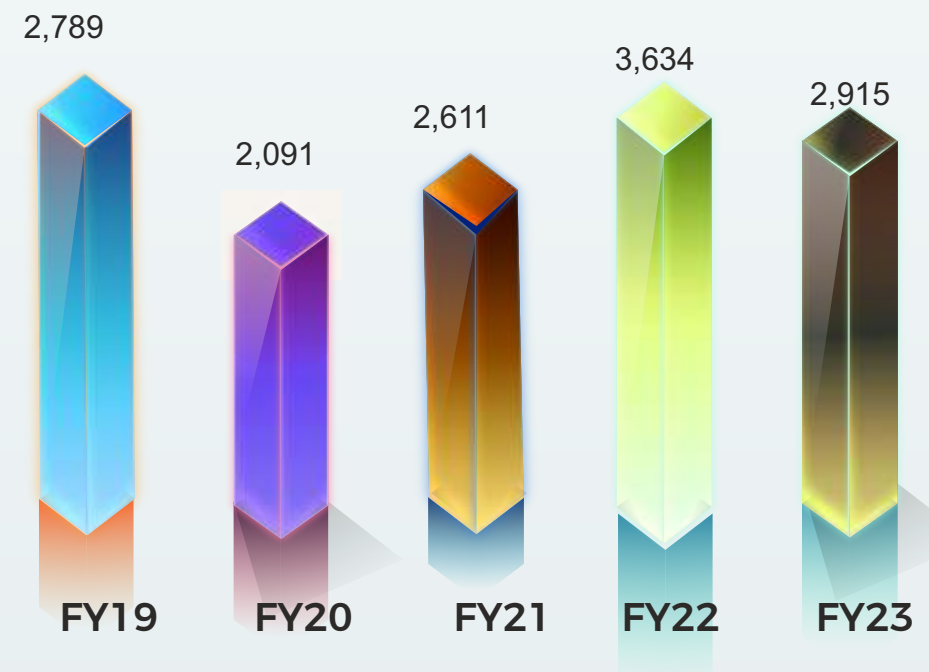


Annual Financial Performance

Volume ('000 MT)



EBITDA Per Metric Ton

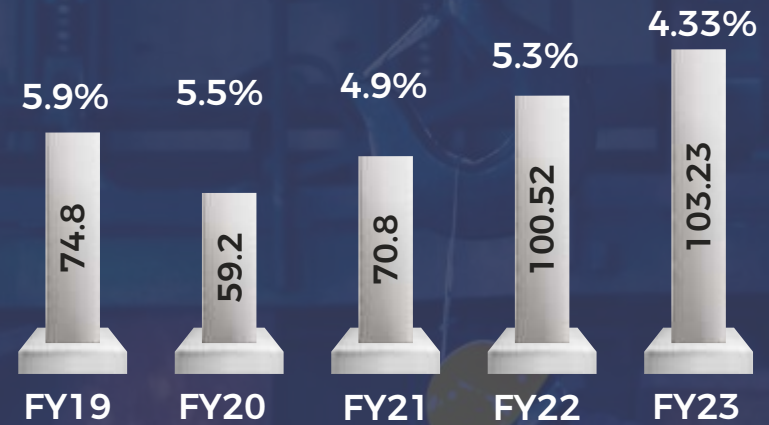


Key Performance Highlights Continued...

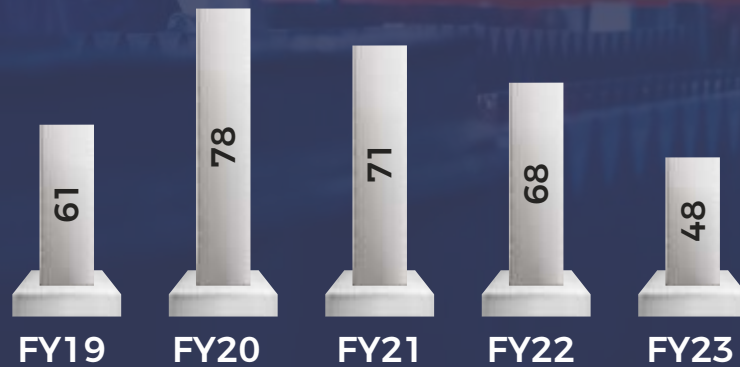
REVENUE



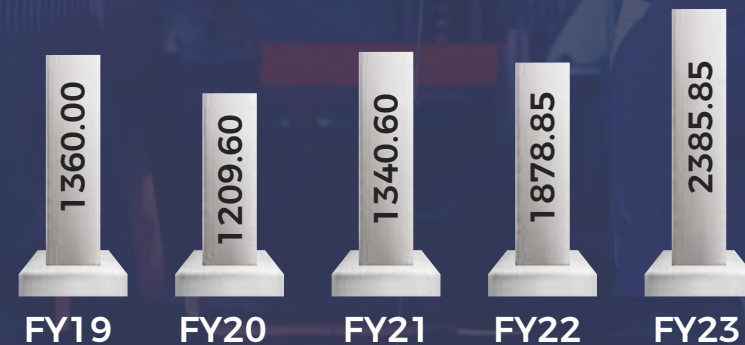
EBITDA & EBITDA Margin %



NET WORKING CAPITAL DAYS



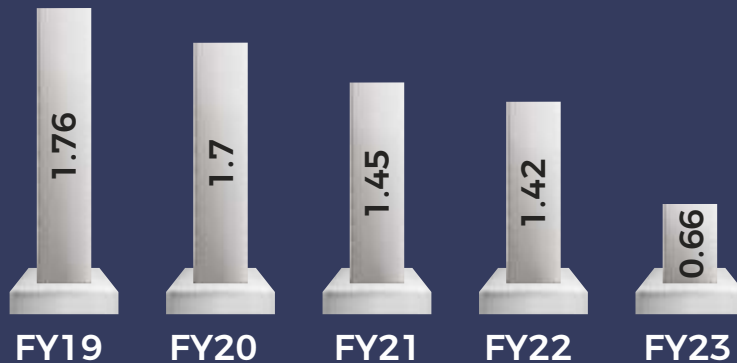
Net Worth



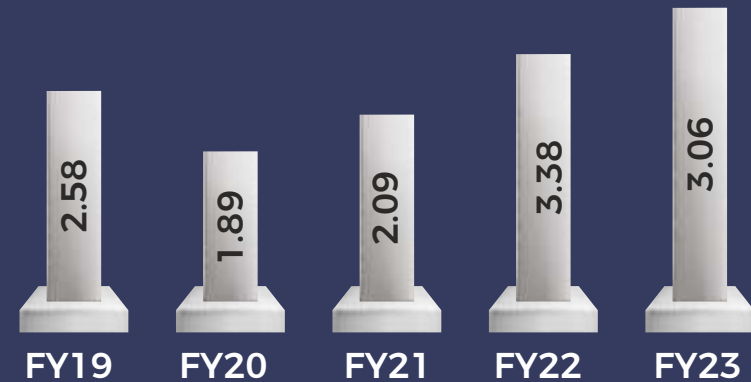
In Rs. Crore

Key Financial Ratios

Debt/ Equity (x)



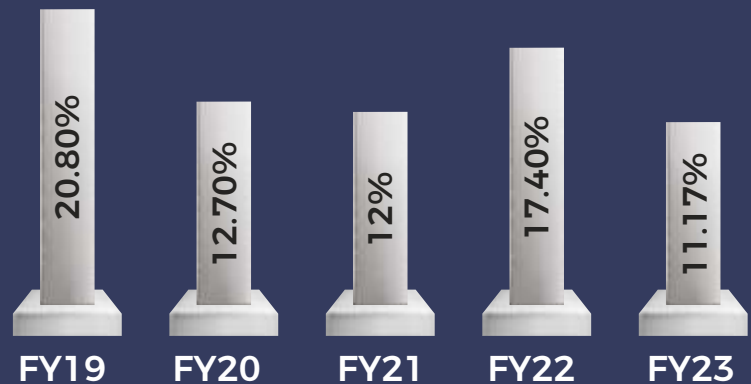
EPS(Rs.)



Return on Capital Employed %



Return on Equity %



Consolidated P&L – Last 5 Years

Particulars (Rs crore)	FY19	FY20	FY21	FY22	FY23
Total Income from Operations	1,360.40	1,209.60	1,340.60	1878.85	2385.85
Raw Materials	1,236.40	1,095.40	1,210.20	1699.28	2174.33
Employee Cost	13.7	17.8	18.8	21.99	26.4
Other Cost	35.6	37.2	40.8	57.07	81.91
EBITDA	74.8	59.2	70.8	100.52	103.22
EBITDA Margin	5.50%	4.90%	5.28%	5.35%	4.33%
Other Income	1.4	1.2	0.8	0.94	2.26
Depreciation	5.3	6.6	8.3	9.66	13.77
Interest	29.9	30	32.3	36.47	35.3
Profit Before Tax	41	23.9	31	55.32	56.4
Tax	13.6	3.5	8.2	15	12.2
Profit After Tax	27.5	20.4	22.8	40.33	37.79
Basic EPS (in Rs.)	2.53	1.88	2.08	3.38	3.06

Consolidated Balance Sheet

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Particulars (Rs crore)	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23	Particulars (Rs crore)	Mar-19	Mar-20	Mar-21	Mar-22	Mar-23
Equity	146.8	173.6	205.2	258.62	418.11	Non-current Assets	177.4	209	241.8	278.95	364.19
Equity Share Capital	10.7	10.9	11.2	12.27	12.78	Property, Plant and Equipment	169.1	173	202.5	238.95	286.54
Other Equity	136.1	162.7	194	246.35	405.33	Capital Work in Progress	3.7	29.4	29.9	28.97	36.41
Non Current Liabilities	84.7	102.7	133.1	167.23	119.51	Other Intangible asset	0.1	0	0	0.02	0.57
Financial Liabilities						Financial Assets					
Borrowing	71.7	89	116.2	146.87	94.03	Investments	0	0	0	0	1.7
Other Financial liabilities	0.9	0.82	0.8	1.05	2.32	Loans	2.9	3.6	4.2	4.38	0
Provisions	0.6	1	0.9	0.96	1.21	Other Non Current Assets	1.6	3	5.3	6.63	38.98
Deferred Tax Liabilities (Net)	11.4	11.9	15.2	18.35	21.95	Current Assets	327.8	358.7	357.5	490.37	551.34
Current Liabilities	273.7	291.5	261	343.47	377.9	Inventories	151.2	178.8	188.5	259.41	306.76
Financial Liabilities						Debtors	137.4	137.3	120.6	167.41	185.52
Borrowings	186.5	206.5	178.9	217.62	141.08	Cash & Cash Equivalent	0.8	0.7	0.6	0.9	1.89
Trade Payables	59.1	56.1	49.2	79.66	174.16	Bank Balance	15.2	18	16.3	16.17	19.28
Other Financial Liabilities	14.8	17.3	22.7	29.89	39.28	Other Current Assets	23.2	23.9	31.5	46.48	37.88
Other Current Liabilities	5.1	5.4	3.2	3.13	8.8						
Provisions	3.8	5.4	4.2	4.09	9.94						
Current Tax Liabilities (Net)	4.3	0.8	2.8	9.08	4.63						
Total	505.2	567.8	599.3	769.32	915.52	Total Assets	505.2	567.8	599.3	769.32	915.52



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Company Overview

Our Journey

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1988-2001

- Commenced manufacturing MS pipes at Sikandrabad unit-1
- Started manufacturing cold rolled coils and strips

Hi-TECH
1988-2001

2001-2012

- Installation of hot-dipped galvanizing facility
- Commenced production of highway crash barriers
- Began production of hollow sections and solar mounting sections

Hi-TECH
2001-2012

2012-2016

- Commenced operations at Hindupur (Andhra Pradesh)
- Modernized the cold rolling plant at Sikandrabad unit
- Commissioned ERW pipes at Hindupur unit
- The third company to migrate to NSE Main Board in May 2018

Hi-TECH
2012-2016

2017-2018

- Commenced commercial operations of unit 2 at Sikandrabad to manufacture steel tubes and hollow sections
- Started commercial production of steel tubes and hollow sections at the Sanand (Gujarat) unit
- Listed on the NSE-SME

Hi-TECH
2017-2018

2018-2020

- Started 3rd tube mill at Sanand
- Installed solar plants at Sanand and Hindupur units
- Started Cold Rolling expansion project for wider product of HRoP, CRCA, CRFH
- Received Secondary Steel Sector award from Ministry of Steel
- Received Top Performer award from SAIL
- Received Ispat Rachna Award from Ministry of Steel, Govt. of India

Hi-TECH
2018-2020

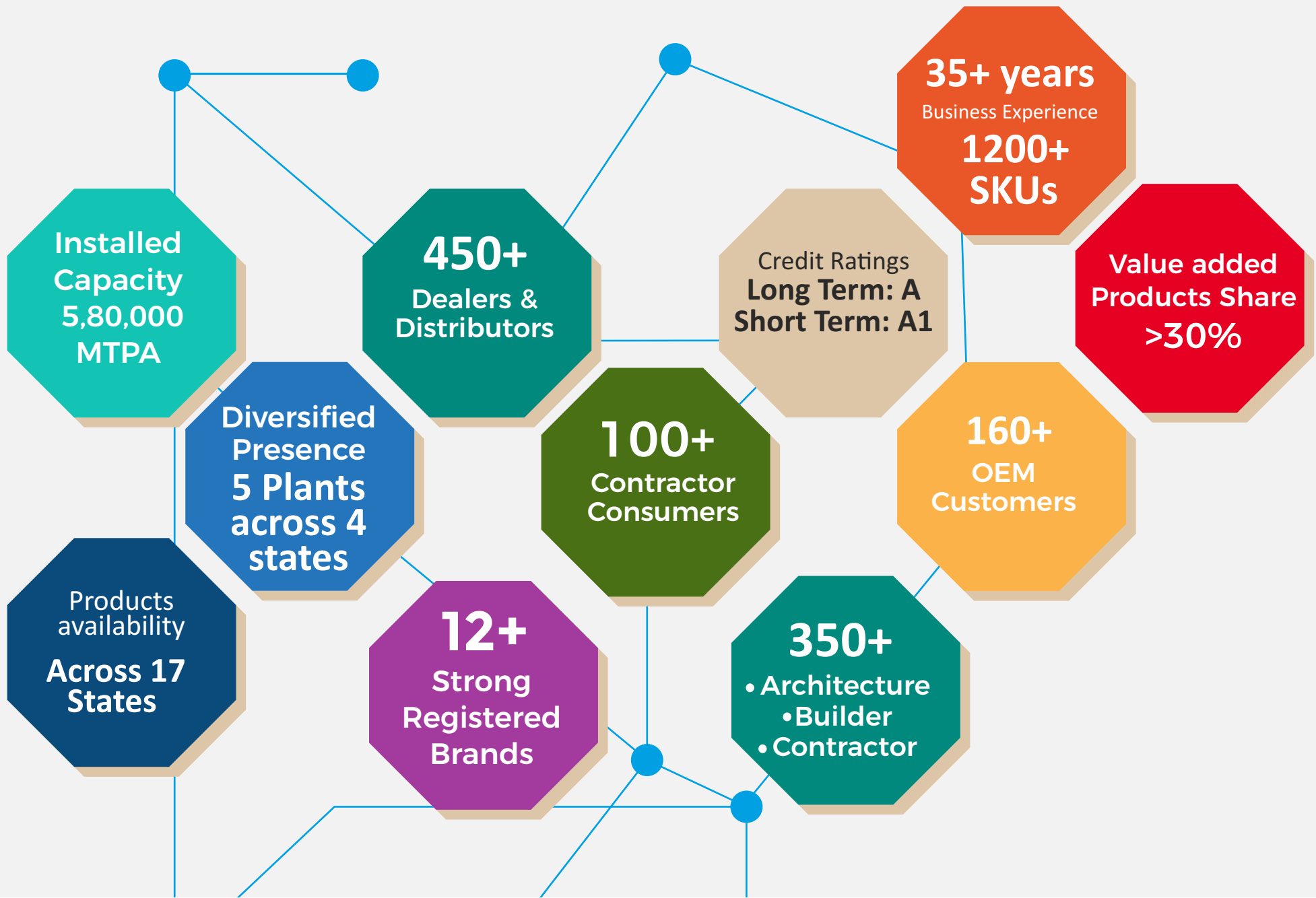
2020-2023

- Commenced operations at Khopoli (Maharashtra)
- Started Continuous Galvanizing GP/GC Line at Sikanderabad
- Listed on BSE
- Started Manufacturing of PPGI, Color Coated Sheet
- Natrax Certified Crash Barriers

Hi-TECH
2020-2023

Hi-Tech Pipes | Capabilities Built So Far...

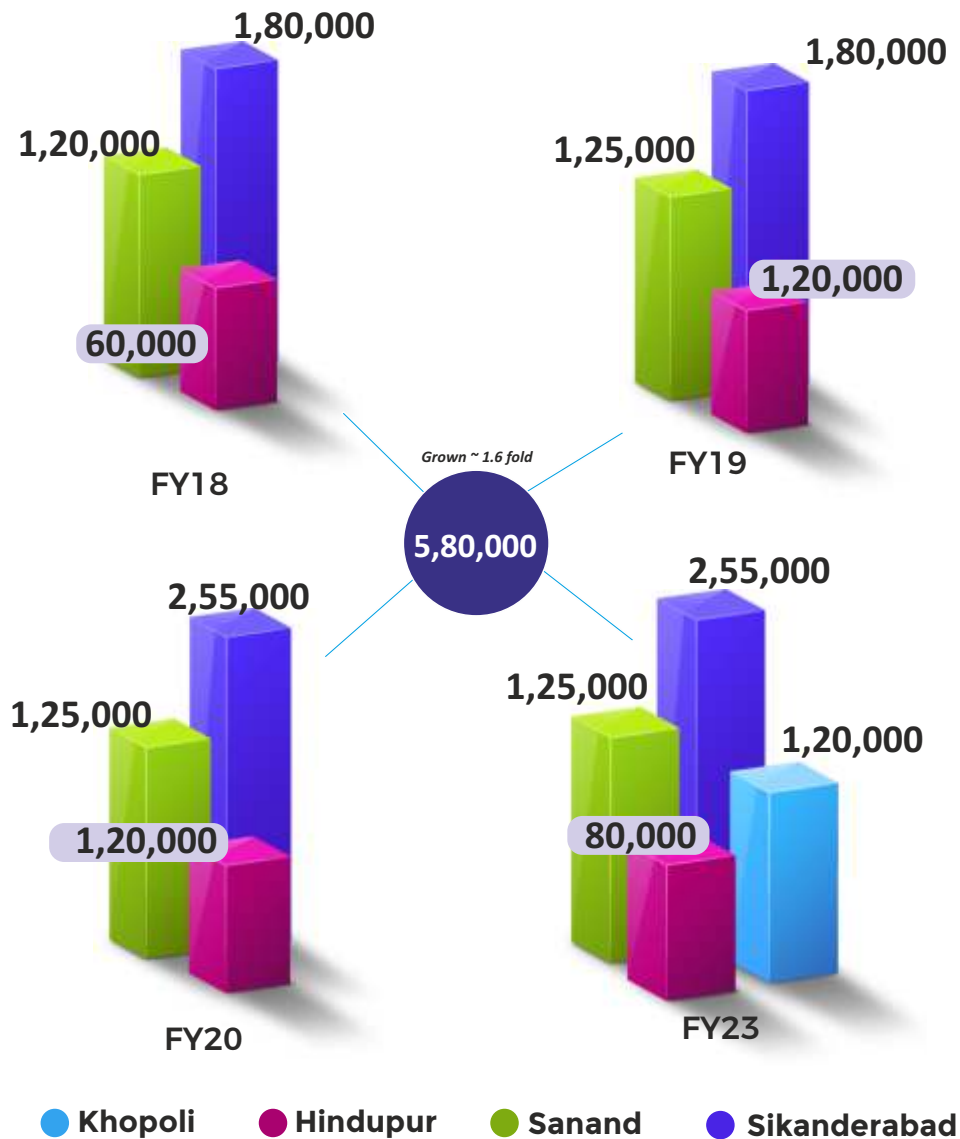
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Continued Investment in Building Competencies to Cater to Demand...

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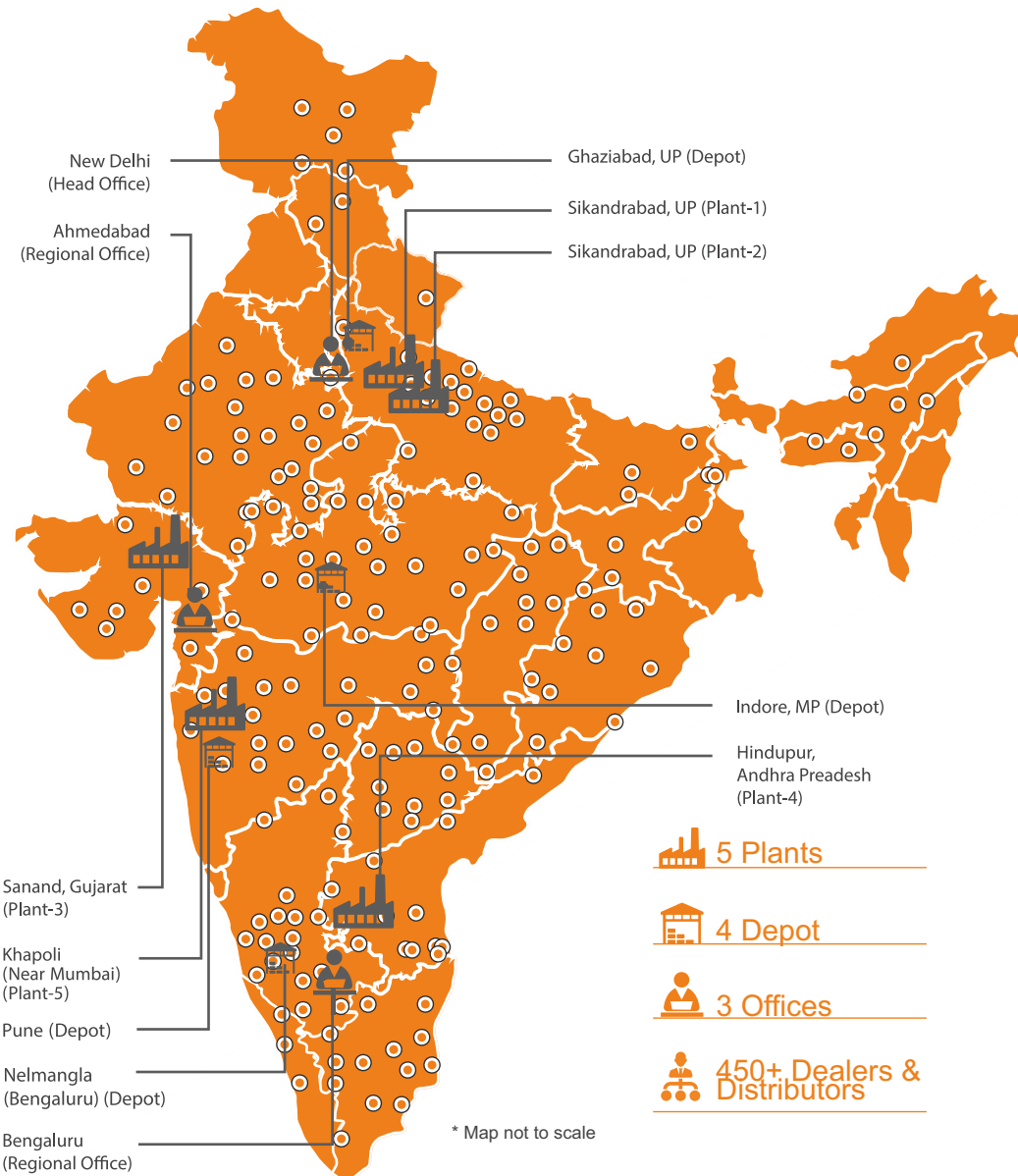
Enhancing Capacities Year-on-Year (Metric Tonnes per Annum)



**Hi-Tech
One Step
Shop**



OUR PAN INDIA PRESENCE



Plant Location	Capacity (MTPA)	Product Portfolio
Sikandrabad, UP	2,55,000	MS Steel Pipes, Hollow Sections, GI Pipes, Cold Rolled Coils & Strips, GP Coils, GC Sheets, Crash Barriers, Color Coated Coils
Sanand, Gujarat	1,25,000	MS Steel Pipes, Hollow Sections & GP Pipes
Hindupur, AP	1,20,000	MS Steel Pipes, Hollow Sections, GI Pipes & GP Pipes
Khopoli, Maharashtra	80,000	MS Steel Pipes & Hollow Sections, CR Pipes, GP pipes
Total	5,80,000	Diversified Range

Our Manufacturing Facilities

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Sikandrabad, Uttar Pradesh Unit-1



Sikandrabad, Uttar Pradesh Unit-2



Hindupur, Andhra Pradesh



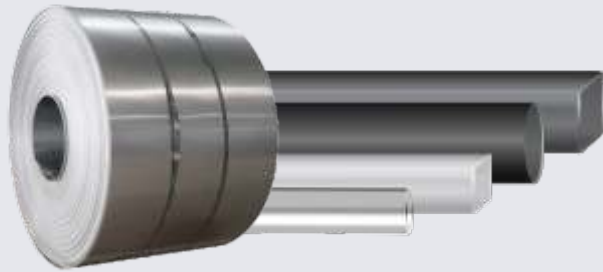
Khopoli, Maharashtra



Sanand, Gujarat



NEW INITIATIVES- NEW PRODUCTS LAUNCHED



- The company has started GP/GC line at its Sikandrabad facility having a capacity of 60,000 MT as a forward integration to our Cold rolled Coil line.
- The capacity is at its full swing and is getting a very good response from market.



- A Brown field expansion in our Sikandrabad Facility
- Commercial Production of Color Coating Line having an installed capacity of 50,000 MT started on 01st January,
- “Hi-Tech ColorStar” are premium color coated coils used in Warehouses,
- Industrial Sheds, Bus Body, Metros, Hilly areas, Wall Cladding, Doors and Window Frames etc.
- It is a Value Added Product for the company.



(Under Commissioning)

- Green Field setup at Makhiyav, Sanand, Ahmedabad mainly to Cater West India and Export Market.
- Entry into Large Dia segment upto 16 inches round pipes for Water, Infrastructure, Oil & Gas Segment.

With addition of this facility, Company shall be able to enlarge its product basket from ½ to 16 inches.

We are expecting to start the commercial production from Q3FY24 onwards

Corporate Branding- We are strengthening our Brand Presence through extensive focus on Digital marketing also.

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Campaign started on 2 most prominent metro stations of Delhi - Akshardham and Botanical Garden Metro Stations catering to over 65 Lac commuters per month. One of the busiest metro stations of Delhi.



Pune Maharashtra



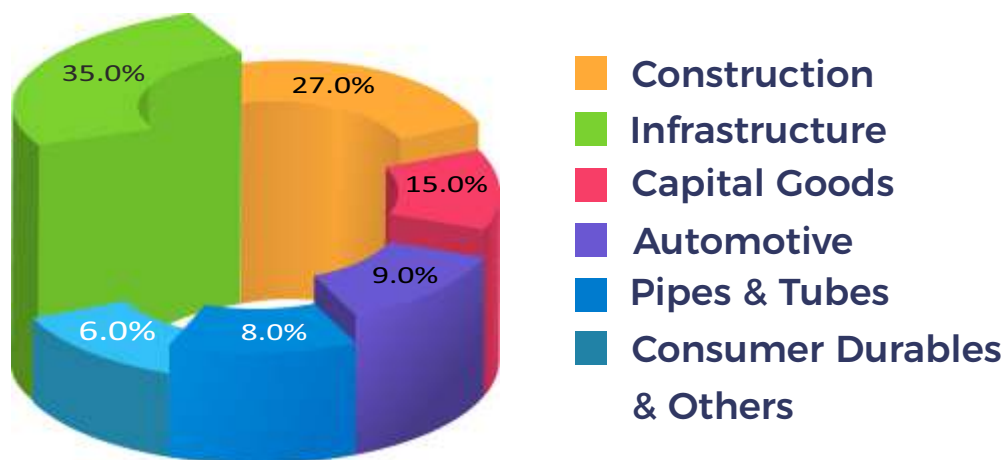
Strategic Focus & Future Prospects

Huge Opportunity in the Indian Steel Pipes & Tubes Industry

Indian Steel Pipes & Tubes Industry

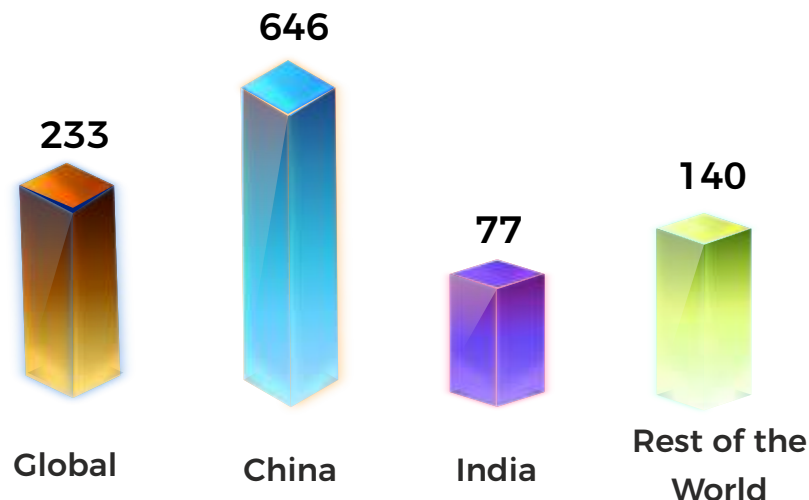
- **Market Size:** ~Rs 500 billion (~8% of total domestic steel market)
- **Total Domestic Consumption:** ~8.5 million tonnes (FY21)
- **Growth Rate last 5 years:** 6-7% CAGR
- **Growth Rate expected next 5 years:** 8-9% CAGR
- **Demand Drivers:** Water transportation, Oil & Gas pipeline, Infrastructure, Agriculture & Irrigation, Housing etc.

Sector wise Consumption Break-Up



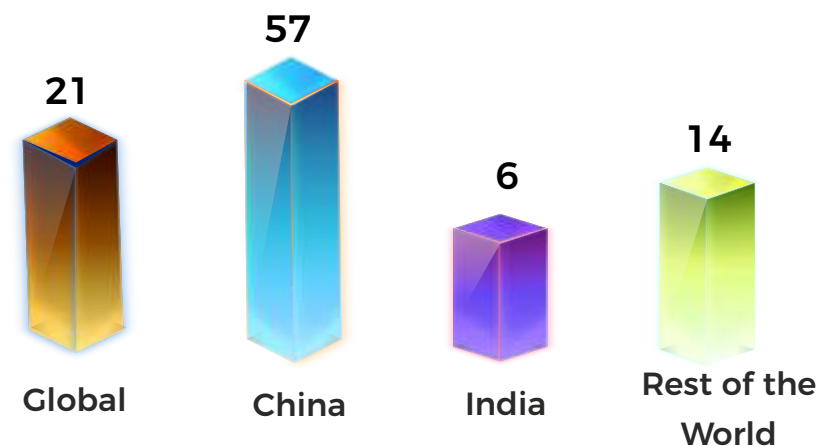
Source: Industry data

Per Capita Consumption (Kgs) - Steel



- India has become the 2nd largest consumer of finished Steel in world. The finished steel consumption was 106 million tons(MT) during FY22

Per Capita Consumption (Kgs) - Steel Pipes & Tubes



Huge demand from various sectors aided by Government Schemes

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Infrastructure & Housing



- Urban development program – **Smart cities, Amrut Scheme, Hriday, National Infrastructure Pipeline (NIP)**
- Growing vertical mode of development – **increased spending on Skyscrapers**
- **Increasing Warehousing demand** due to rapid digital transformation
- **Rapid Urbanization in Tier II & III cities** – rising construction of G+20 structures, Green building norms & Rural Housing scheme (PMAY-G)



Water Supply



- **‘Nal se Jal’ scheme** to offer piped water to every rural house by 2024 with outlay of Rs 3.5 lac crore
- UP Jal Nigam
- Jal Jeevan Mission of Central Government to provide safe and adequate drinking water through individual household tap connections by 2024 to all households in rural India.

Oil & Gas

- 4 mn mt of estimated demand for pipes
- City Gas Distribution
- One Nation, One Gas Grid- Expanded by 17,000 KM to 34,500 km by 2025



Defence

- Major application of Structural Steel in the **manufacturing of equipments for Indian Defence Forces**

Airports

- ‘Udan’ Scheme: GOI plans to open **100 Airports by 2025** with an investment of Rs. 1 trillion



Railways Infrastructure

- Investment of ~ Rs. 50 Lakh Crores by 2030 for redevelopment of **~400 stations and build 4 new freight corridors**
- Bullet train Project , National Rail Corridor

Agriculture

- **Micro Irrigation** - target to reach 100 lakh hectares in 5 five years
- **Poly House** – Future of Farming – High Subsidy



Solar

- Future of Power Generation – exponential growth

Team HI-TECH: Board of Directors

HI-TECH
= PIPES LTD. =



Mr. Ajay Kumar Bansal
Chairman & Managing Director

- An Industry stalwart with over 38 years of experience in the steel industry
- Chairman of the FII (Steel tube Panel); Represented industry at various National & International forums
- Played an instrumental role in the Company's expansion over the years



Mr. Anish Bansal
Whole-Time Director & Chief Financial Officer

- B.Sc. (Economics) in Banking & Finance graduate from the Cardiff University, England, with over 14 years of experience in Business Development & Administration
- His area of expertise includes corporate finance, strategy, marketing, product development, project implementation, international trade and finance along with other corporate matters



Mr. P.K. Saxena
Non-Executive
Independent Director
Member-CAIIB



Mr. Vivek Goyal
Non-Executive
Independent Director
Chartered Accountant



Mr. Mukesh Kumar Garg
Non-Executive
Independent Director
Ex-Railway IRSE Officer



Mrs. Neerja Kumar
Non-Executive
Independent Director
Ex-Banker

...Leading to Long Standing Relationships with Marquee Clientele..

Hi-TECH
= PIPES LTD. =

Marquee Clients



Marquee Projects which used Hi-Tech Products



High Speed
BulletTrain



Jal Jeevan
Mission



Dedicated Fright
Corridor



Naitonal
Express way



5G Telecom
Towers



Solar Mounting
Structures

...Validated by Quality Certifications and Client Awards

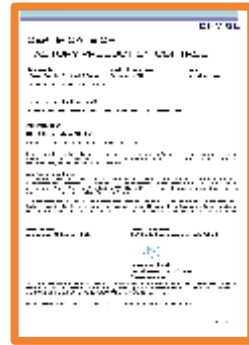
Certifications



**DNV
BUSINESS ASSURANCE
CERTIFICATE**



**CERTIFICATE OF RECOGNITION
MINISTRY OF COMMERCE
INDUSTRY**



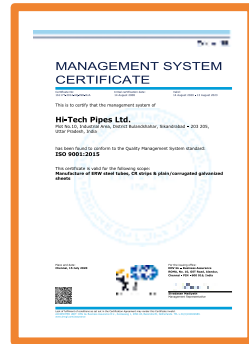
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**CERTIFICATE OF CONFORMITY
OF THE FACTORY
PRODUCTION CONTROL**



**HEALTH , ENVIRONMENT
CERTIFICATE**



**RC-ISO-9001-161177-2014-
AQ-IND-RVA**

AWARDS



**BEST COMPANY OF THE
YEAR AWARD
IBC CORPORATION, USA**



**TOP PERFORMER
AWARD FROM SAIL**



**SECONDARY STEEL
AWARD**



**PERFORMANCE EXCELLENCE
AWARD MINISTRY OF STEEL,
GOVERNMENT OF INDIA**



**ISPAT RACHNA AWARD
2019, AAIFA (SUPPORTED BY
MINISTRY OF STEEL)**

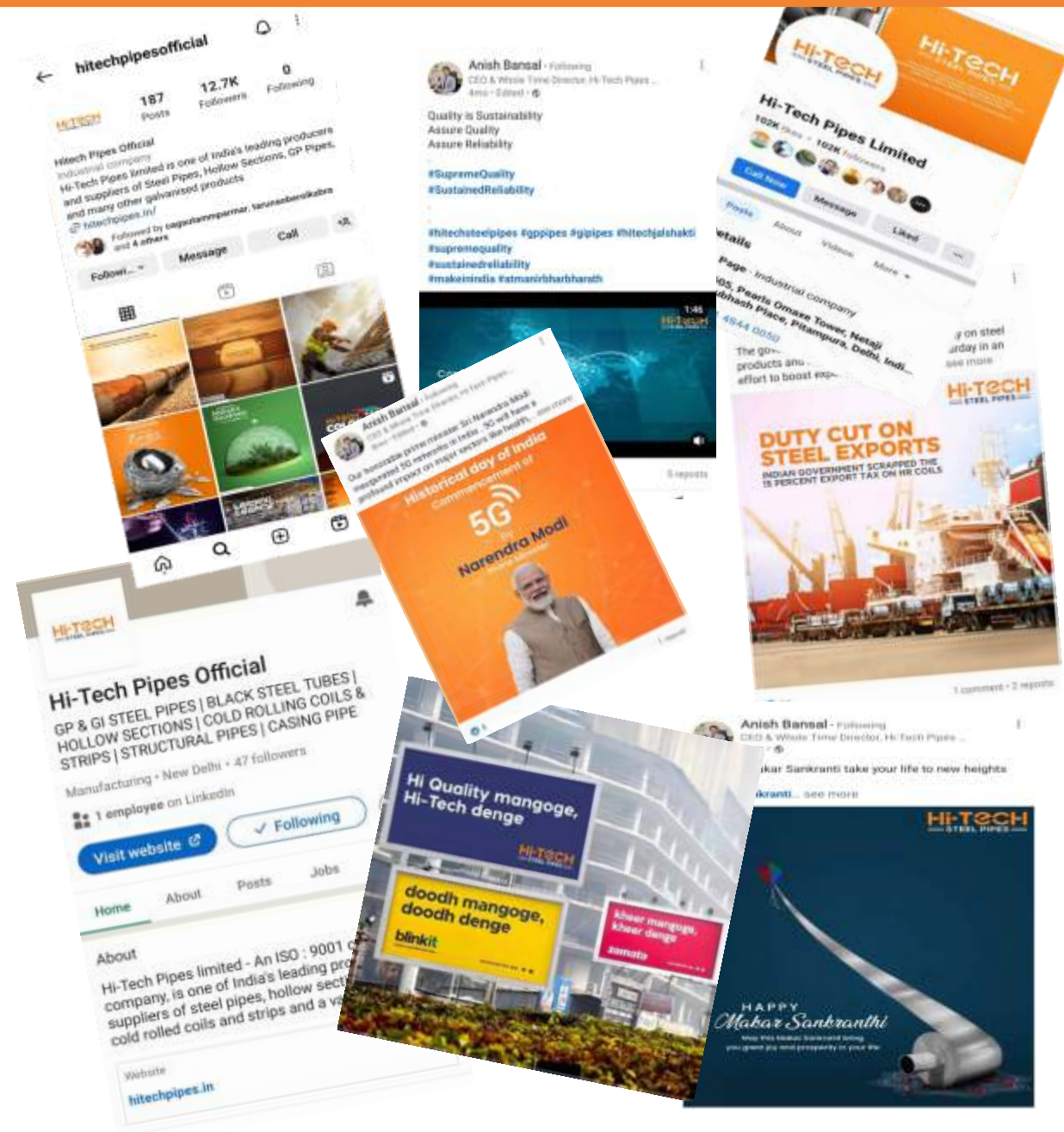


**ISPAT AGRADOOT AWARD
2022, AAIFA (SUPPORTED BY
MINISTRY OF STEEL)**



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<https://twitter.com/Hitechpipe>

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THANK YOU

For Further Information, Please Contact:

Mr. Anish Bansal,
Whole Time Director & CFO

For more details please visit

Email : info@hitechpipes.in

[Website : www.hitechpipes.in](http://www.hitechpipes.in)

Arun Kumar,
CS & Compliance Officer
cs@hitechpipes.in