



Hi-TECH
PIPES

Hi-Tech Pipes

Providing Innovative Solutions

Investor Presentation | January 2021

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About the Company



Key Strengths

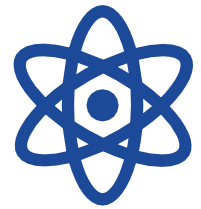


Strategic Focus Areas



Financial Performance

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



Built Core Strength

Installed Capacity
5,80,000 MTPA

Diversified Presence
5 Plants across 4 states

Business Experience
35+ years

Employees
~1,100+



Strong Distribution

Dealers & Distributors
390+

SKUs
550+

Contractor Consumers
90+

OEM Customers
150+



Product Innovation

Product Offerings
450+

Products availability
Across 17 States

Diversified Application
+10 Industries

Value added Products
50+



Established Brands



Strong Financial Performance

Net Sales
+25% CAGR*

EBITDA
+17% CAGR*

EPS
+23% CAGR*

Net Worth
+27% CAGR*

...Over the 35 Years of Consistent Growth and Innovation



1988-1996

- Commenced Manufacturing '**MS pipes**' at Sikanderabad unit-1
- Started manufacturing **Cold Rolled Coils** and strips



2001-2010

- Installation of '**Hot-Dipped Galvanizing**' facility
- Commenced production of '**Metal Beam Crash Barriers**'
- Initiated production of '**Hollow Sections and Solar Mounting Sections**'



2012-2016

- Sikanderabad Unit –II facility commenced for manufacture '**Steel Tubes & Hollow Sections**'
- Started commercial production of '**Steel Tubes & Hollow Sections**' at the Sanand (Gujarat) Unit-III
- Listed on the **NSE-SME**



2017-2019

- Commenced operations at **Hindupur (Andhra Pradesh) Unit IV**
- Modernized the '**Cold Rolling Plant**' at Sikandrabad unit
- Started '**Tube Mill No. 3**' at Sanand
- Migrated to **NSE Main Board** in May 2018

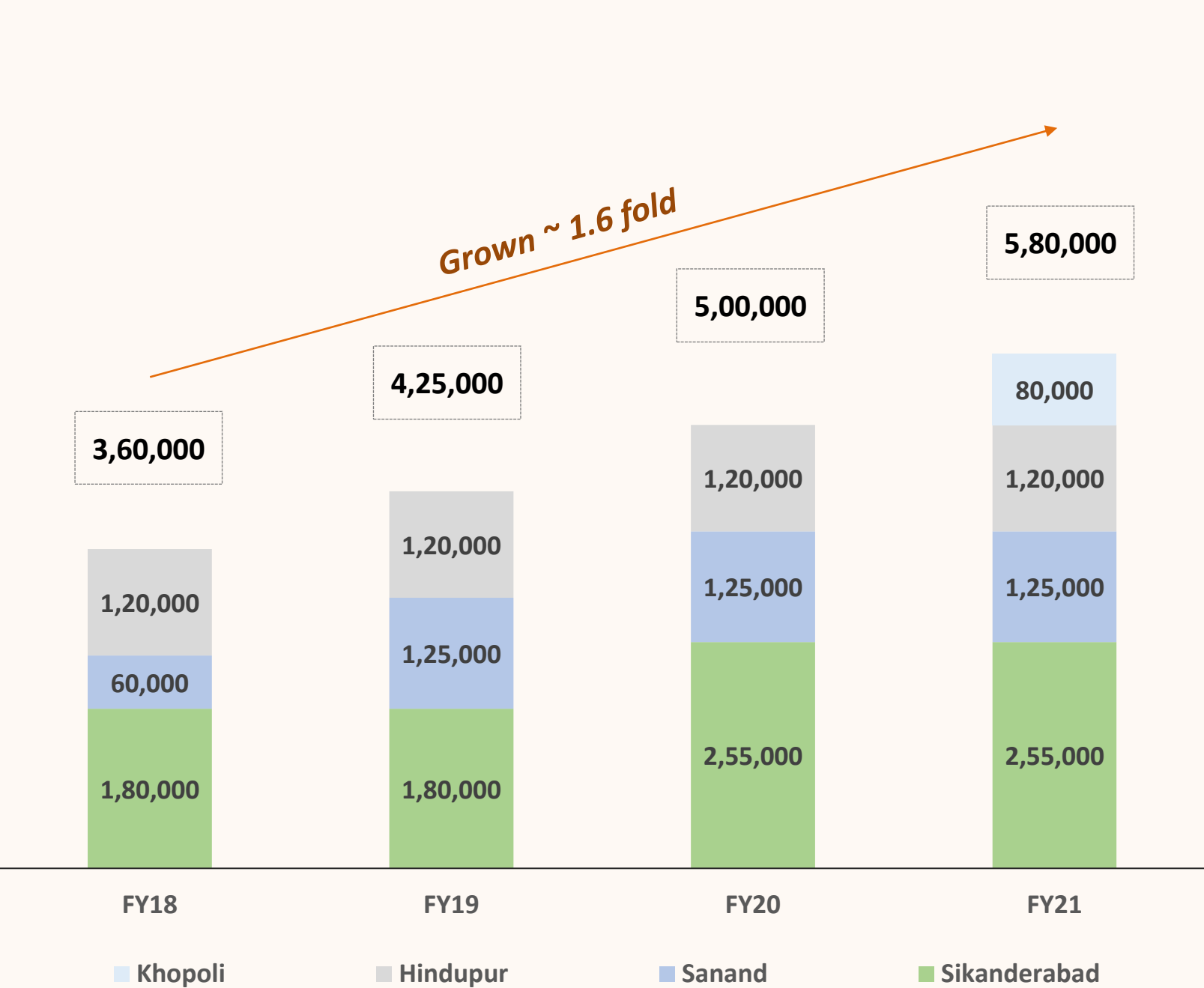


2019-2021

- Started Colled Rolling expansion project for wider product of **HRoP, CRCA, CRFH, GPGC**
- Commenced Khopoli, Maharashtra facility of **80,000 MTPA – Unit V**

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

Enhancing Capacities Year-on-Year (MTPA)



One of the India’s leading manufacturer of Steel Pipes with **presence in more than 5,000 retail stores**



Continuously enhancing manufacturing capabilities while **diversifying into various product categories**



Setting-up new manufacturing facilities at strategic location to **strengthen Pan-India presence**



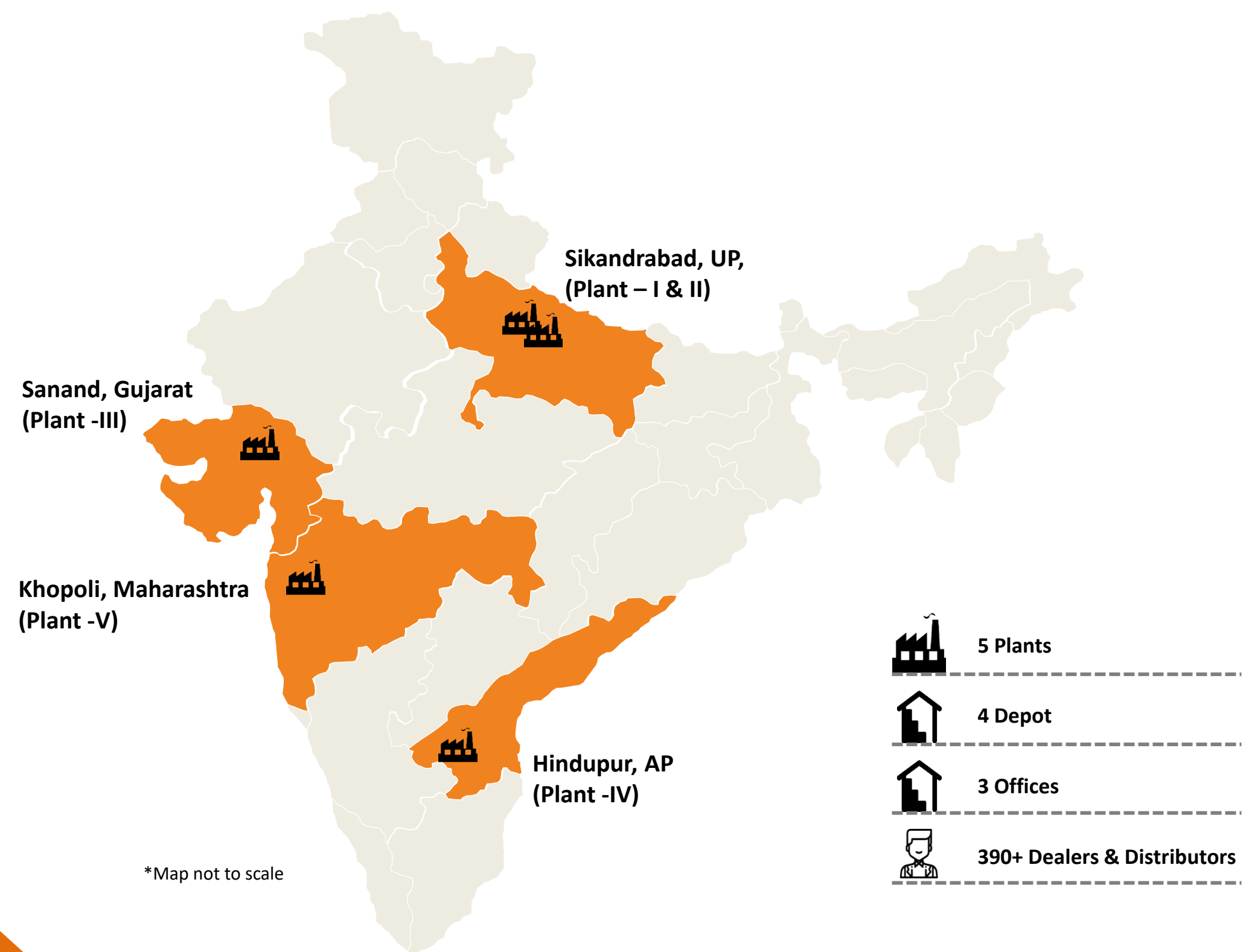
Recently commenced a **new facility at Khopoli, Maharashtra** to cater Maharashtra and Goa region



Offering a **range of piping solutions** to cater diverse needs of consumers / sectors

...with Strategic Locations for a Pan-India Presence and Distribution

Encompassing 580,000 MTPA of production ambience and a strong network of 390+ Dealers & Distributors Pan India

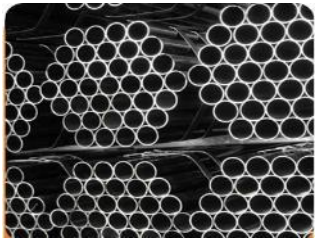


Plant Location	Capacity (MTPA)	Product Portfolio
Sikandrabad, UP	2,55,000	MS Steel Pipes, Hollow Sections, GI Pipes, Cold Rolled Coils & Strips
Sanand, Gujarat	1,25,000	MS Steel Pipes, Hollow Sections & GP Pipes
Hindupur, AP	1,20,000	MS Steel Pipes, Hollow Sections & GI Pipes
Khopoli, Maharashtra	80,000	MS Steel Pipes & Hollow Sections, CR Pipes, GP pipes
Total	580,000	Diversified Range

Widening and Deepening the Product Range for Diversified Applications...

Emerged as a holistic pipe solution provider with 590+ SKUs....

Steel Pipes and Tubes



MS Steel Pipes



Steel Hollow Section



Galvanised Steel Tube



Pre Galvanised Pipes



Organic Gi Pipes

Cold Rolled Coils & Strips



Cold Rolled Coils



Cold Rolled Strips



Solar Mounting Frames



Metal Beam Crash Barriers

...Making Hi-Tech a One-Stop Shop for a wide range of sectors

Poly Houses

Borewell

Railings & Windows

Metro Stations

Scaffolding, Highways

Airports, Prefab Sheds



Home Appliances

Transformers & Motors

Furnitures

Automobiles

Fans

Electrical Products

...Through Well Established Brand Portfolio for Product Recognition



Borewell, Water, Agriculture



Infrastructure, Airport, Metros



Fire Safety – Commercial/Housing



Auto, Furniture, White Goods



Poly housing and Agriculture



Indian Coastal



Construction Industries



Road Safety and Railways



Pedigreed Management Team with Deep Sector Knowledge...



Mr. Ajay Kumar Bansal
Chairman & Managing Director

- An Industry stalwart with over 36 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

- B.Sc. (Economics) in Banking & Finance graduate from the Cardiff University, England, with over 13 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



Mr. Vivek Goyal
Non-Executive
Independent Director



Ms. Tanvi Kumar
Non-Executive
Independent Director



Mr. Mahesh Kumar
Non-Executive
Independent Director



Mrs. Neerja Kumar
Non-Executive
Independent Director



Mr. Arvind Bansal
CFO



Mr. Arun Sharma
CS

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

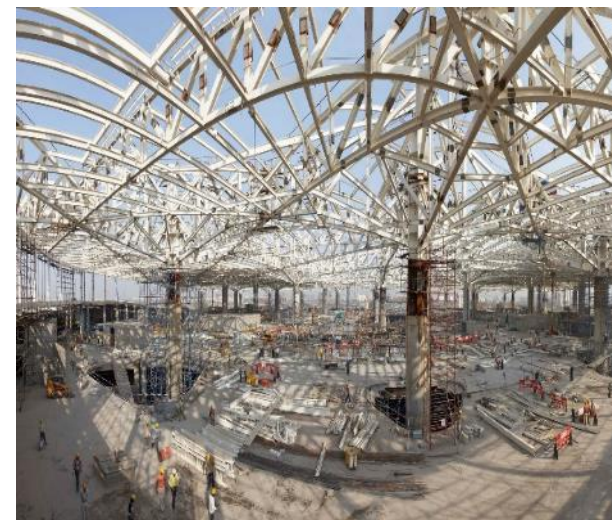
Marquee Clients



Marquee Projects which used
Hi-Tech Products



Crash Barrier at
Yamuna Expressway



Curtain Walling Structure at
Mumbai Int'l Airport



Toll Plaza at
Bandra-Worli Sea Link



Fire Fighting Pipes at
Seven Hills Hospital

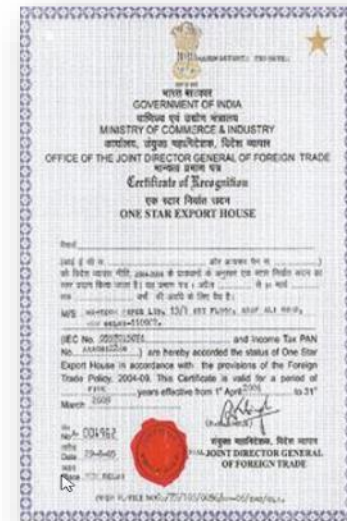


Grandstand Roofing at
Buddh Int'l Circuit

...Validated by Quality Certifications and Client Awards



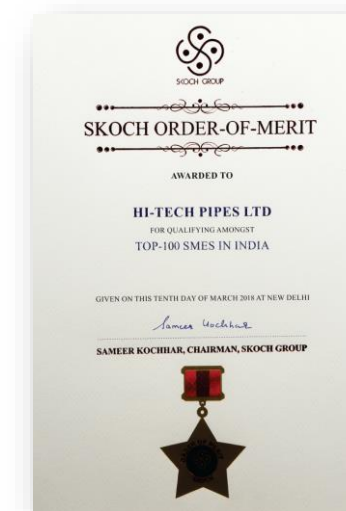
**DNV
BUSINESS
ASSURANCE
CERTIFICATE**



**CERTIFICATE
OF
RECOGNITION
MINISTRY OF
COMMERCE
INDUSTRY**



**EXEMPLARY
GROWTH &
INNOVATION
AWARD
SUPER SME**



**AMONG TOP
100 SMEs
SKOCH
GROUP**



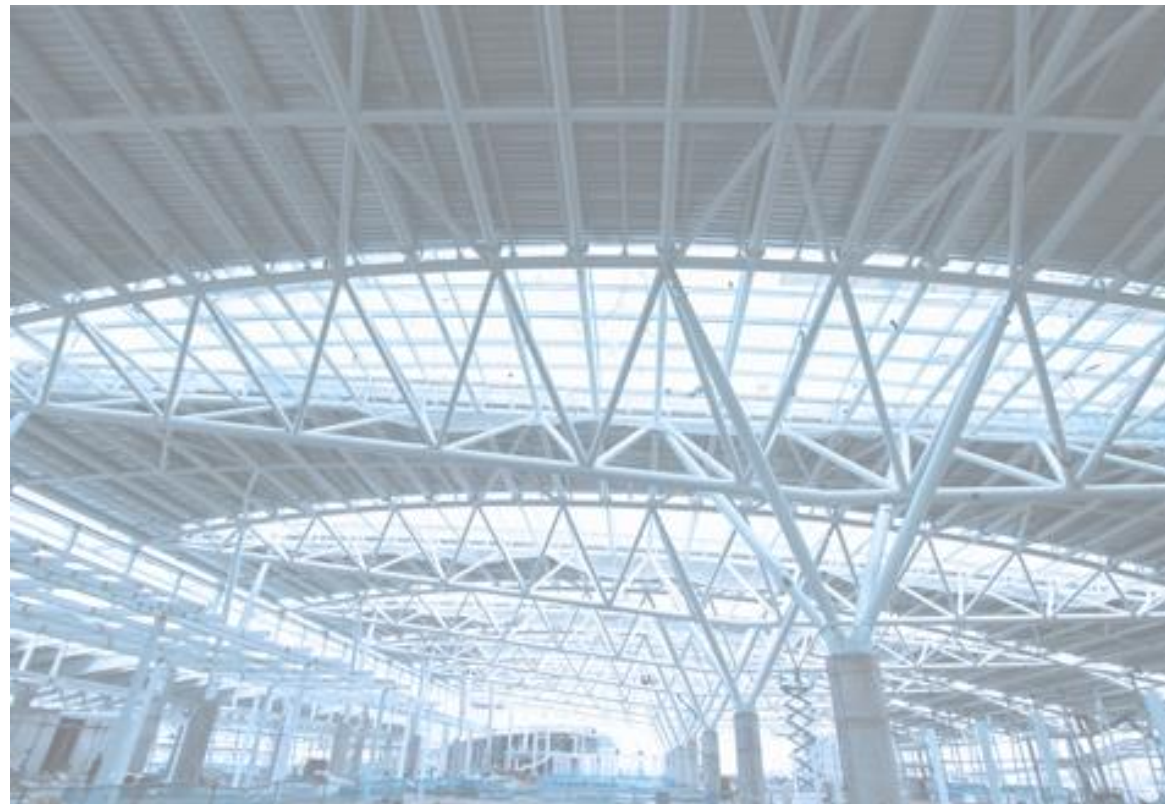
**BEST COMPANY
OF THE YEAR
AWARD
IBC
CORPORATION,
USA**



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

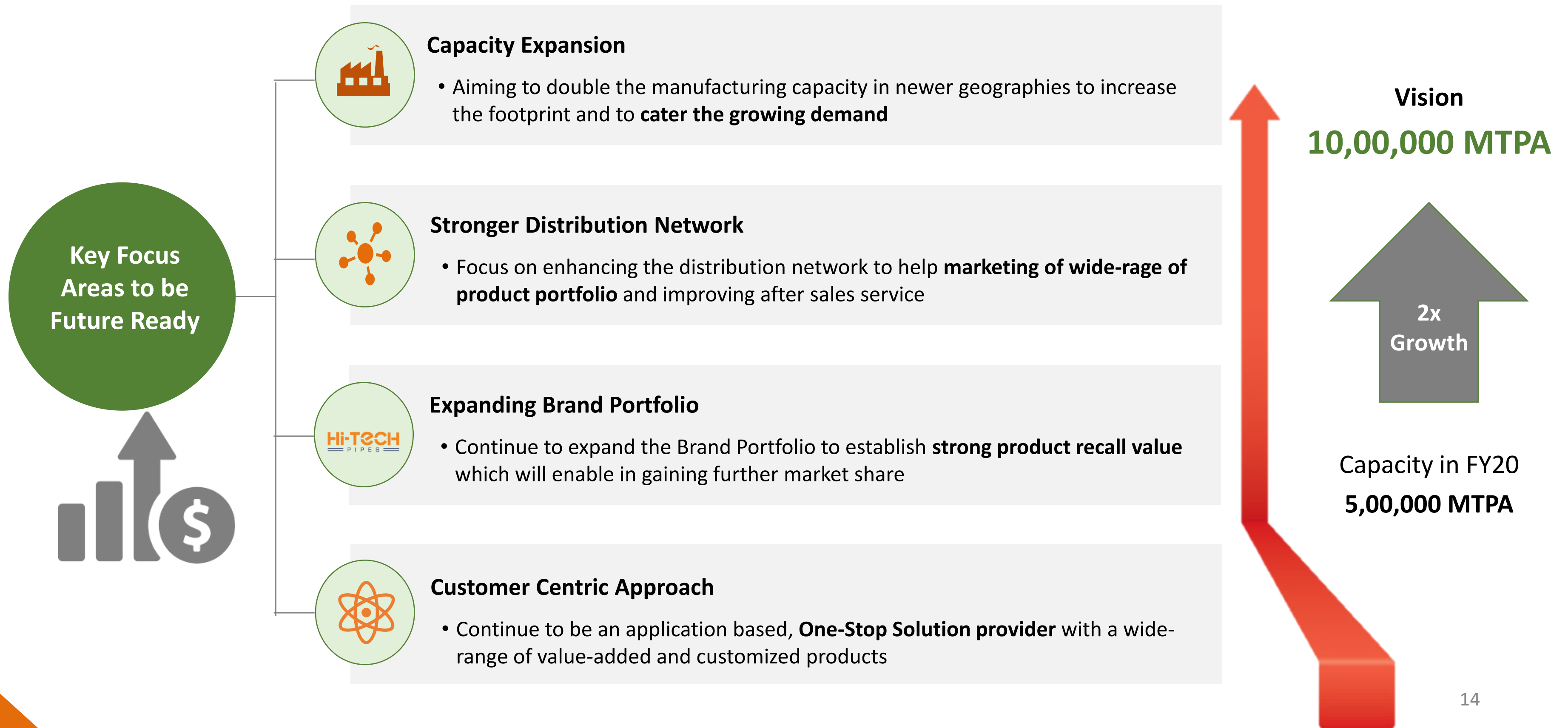


**TOP
PERFORMER
AWARD
FROM SAIL**



Strategic Focus

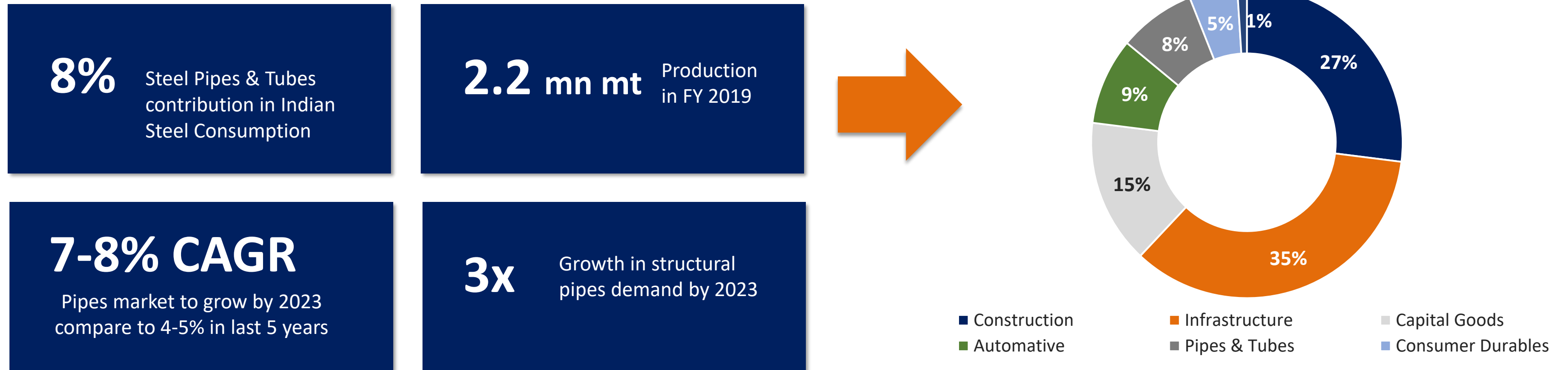
Hi-Tech Pipes is Geared to Benefit from Burgeoning Industry Dynamics...



...Stemming from the Huge Opportunity for Indian Steel Pipes & Tubes...

Indian Steel Pipes & Tubes Market growing at a fast pace with enhanced use of steel structure by infrastructure sector

Sector-wise Consumption break-up



Factors driving the demand for Structural Steel

- Growing population and rapid urbanisation leading for the demand for faster infrastructure development
- Higher stress bearing capacity and improved strength to weight ratio leading to higher demand in vertical constructions
- Higher durability, sustainable, fire resistant, easy to repair and environment friendly aided in rising demand

... With Huge demand from various sectors aided by Government Schemes



Infrastructure & Housing

- Urban development program – **Smart cities, Amrut, Hriday**
- 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)



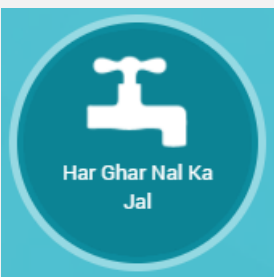
Airports

- ‘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**



Water Supply

- **‘Nal se Jal’ scheme** to offer piped water to every rural house by 2024 with outlay of Rs 3.5 lac crore



Agriculture

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



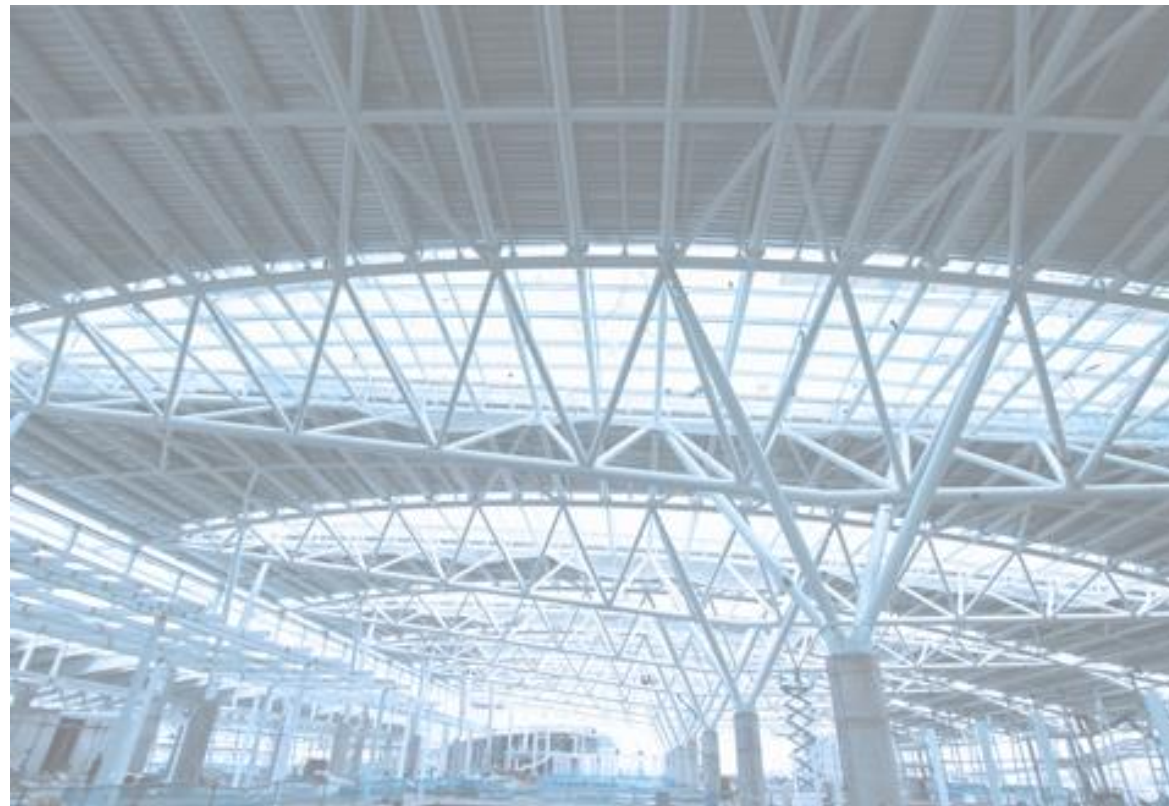
Oil & Gas

- 4 mn mt of estimated demand for pipes



Solar

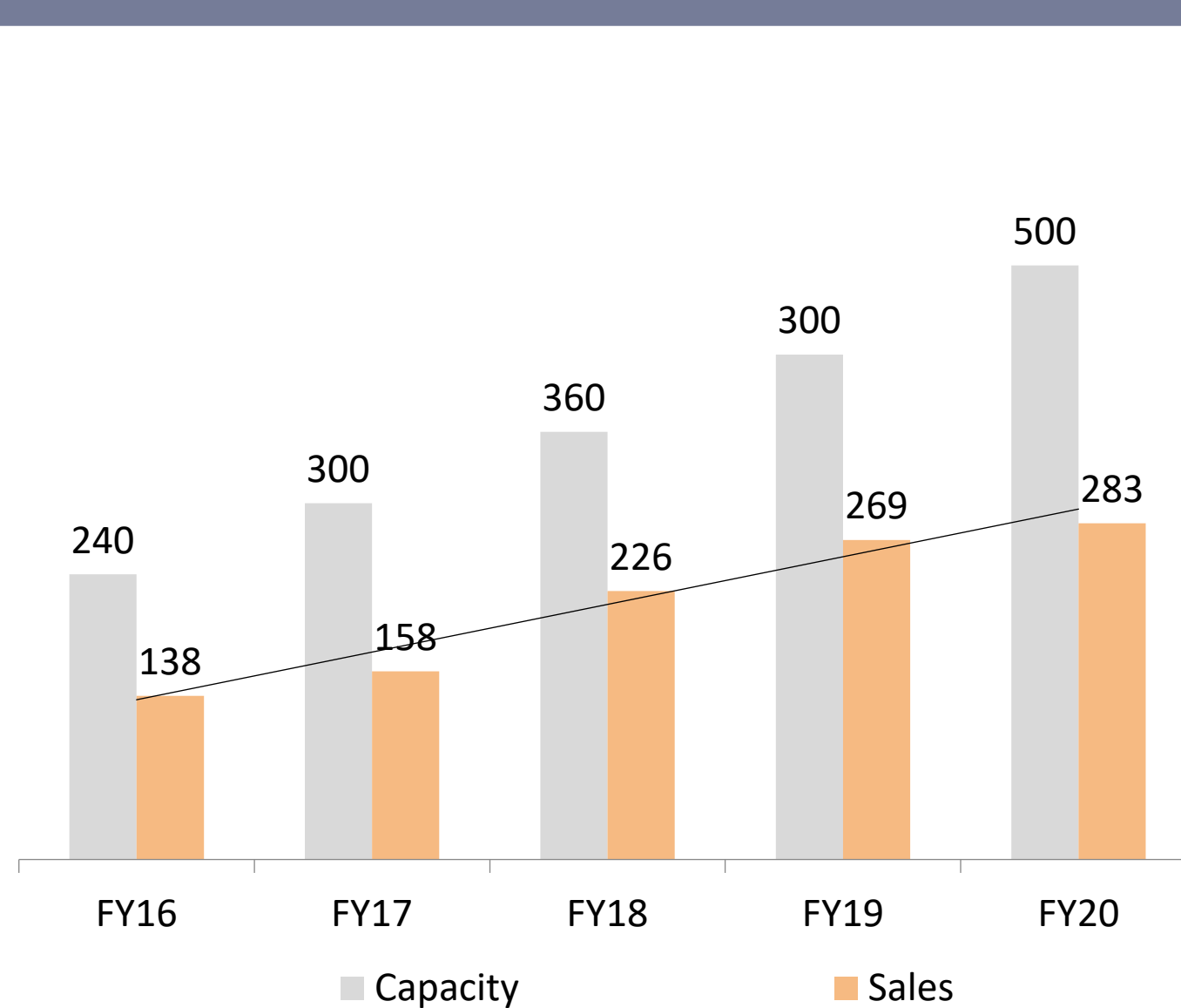
- Future of Power Generation – exponential growth



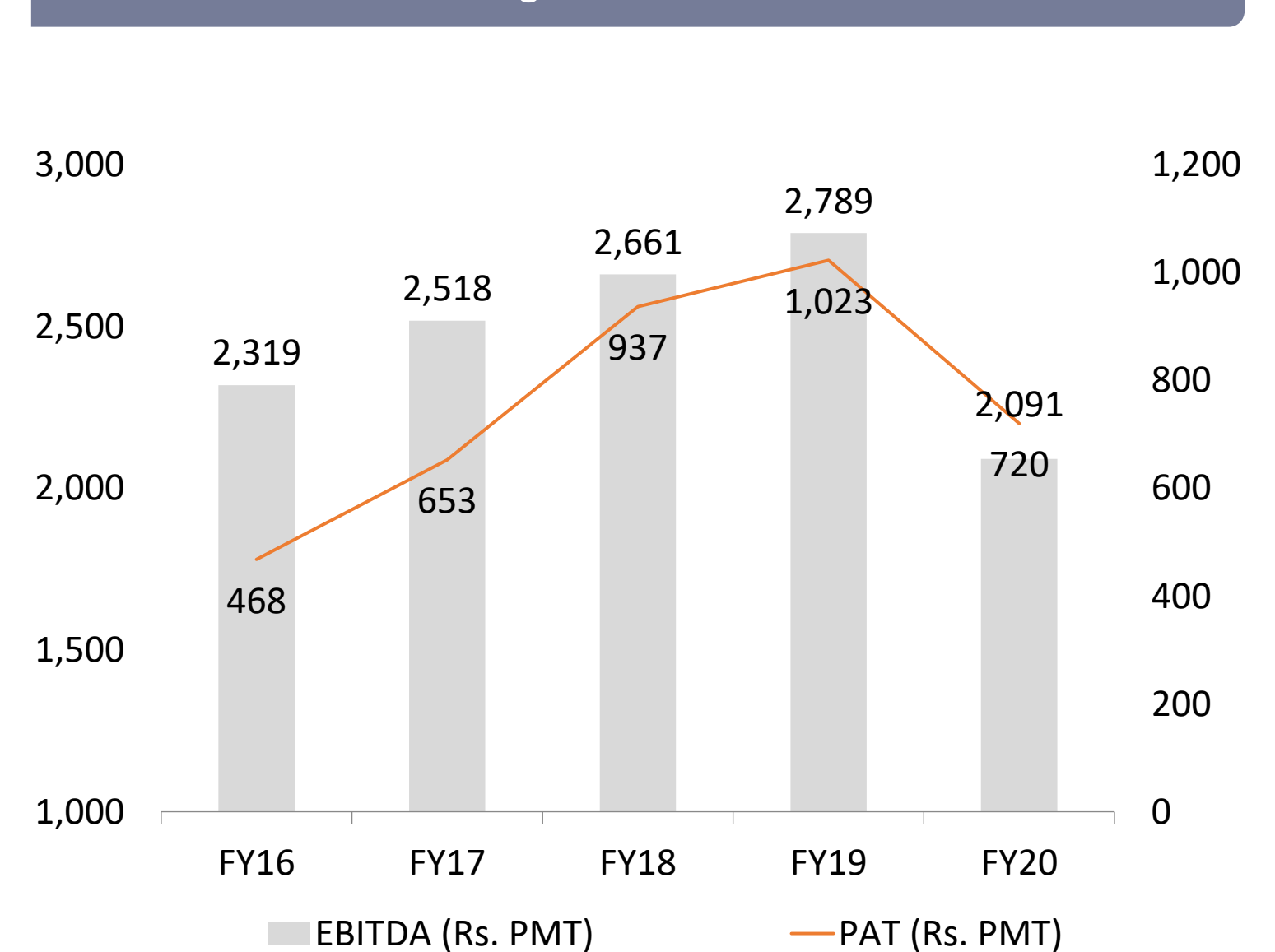
Financials

Key Performance Indicators

Volume ('000 MT)



Earnings in Per Metric Ton

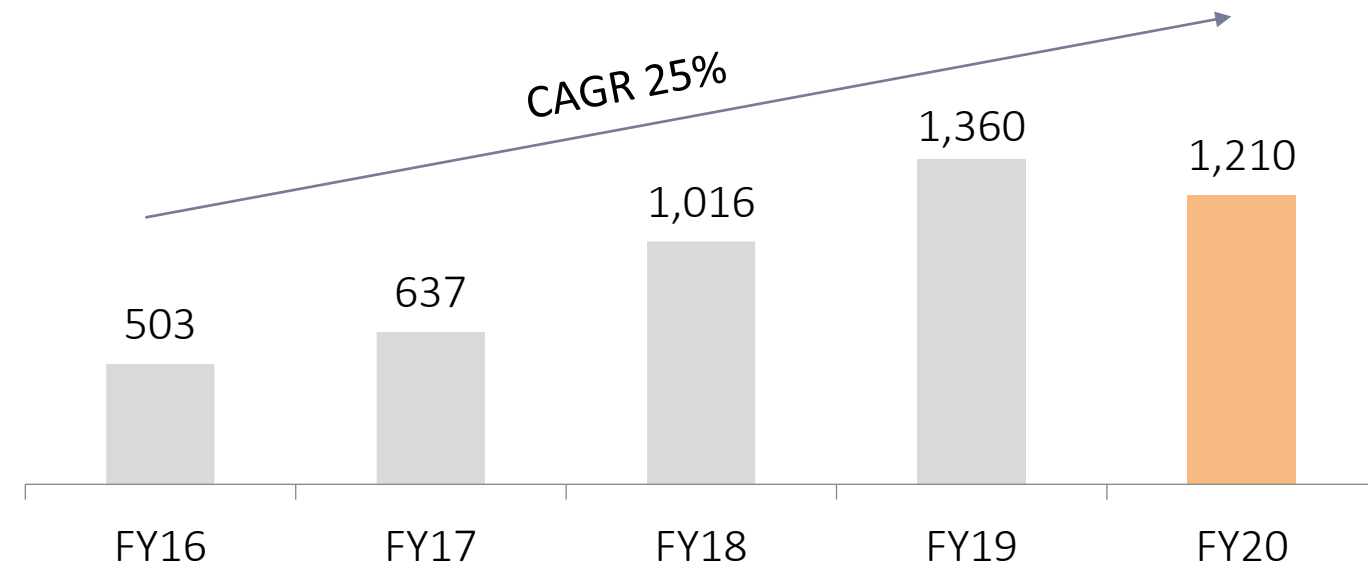


Improving realization through Value Added Products

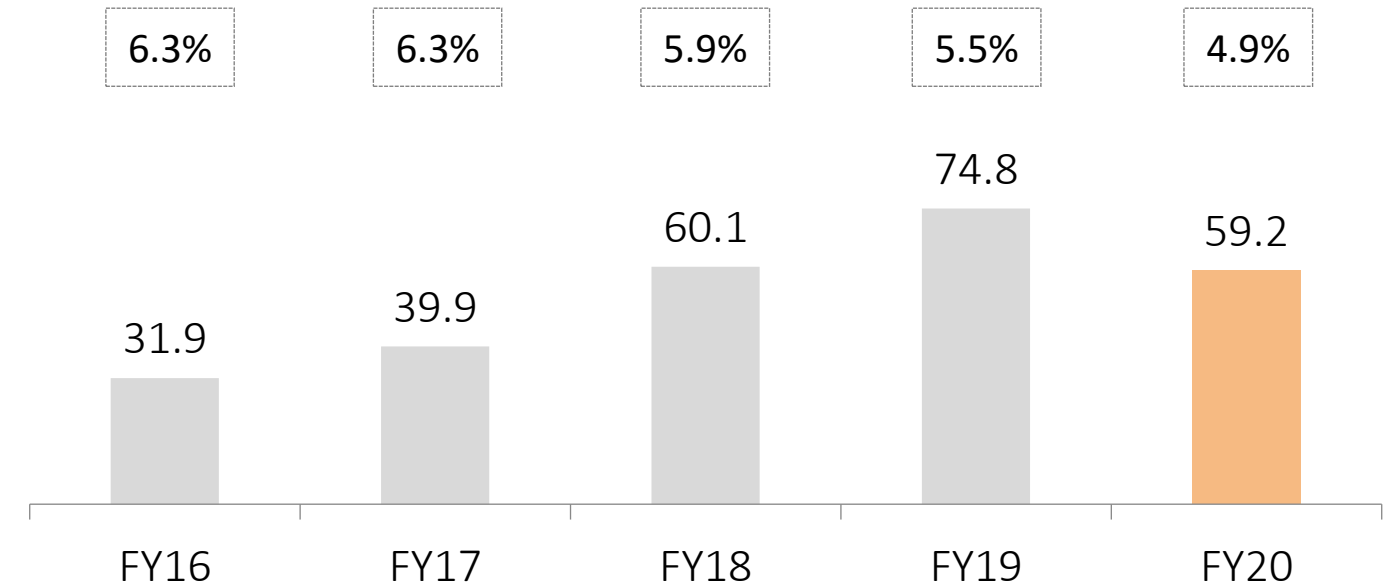
Note: FY20 performance was impacted due to Covid-19 related disruption in the last 15 days of FY20

Key Performance Highlights

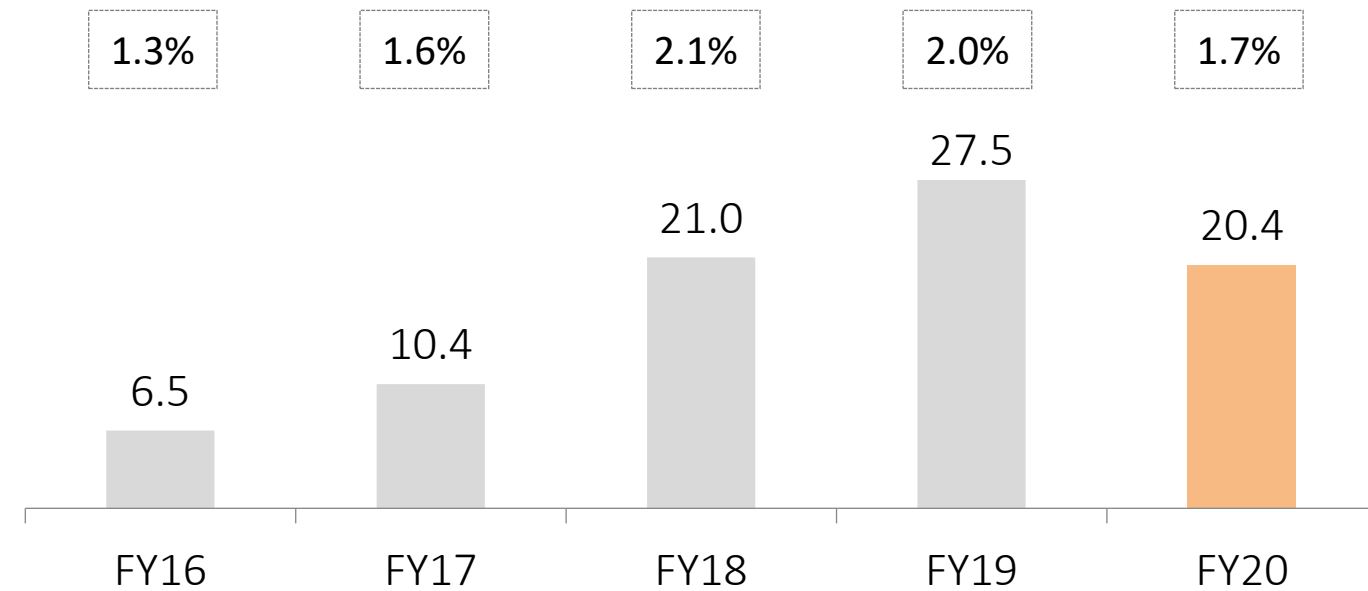
Revenue (in Rs. Crs)



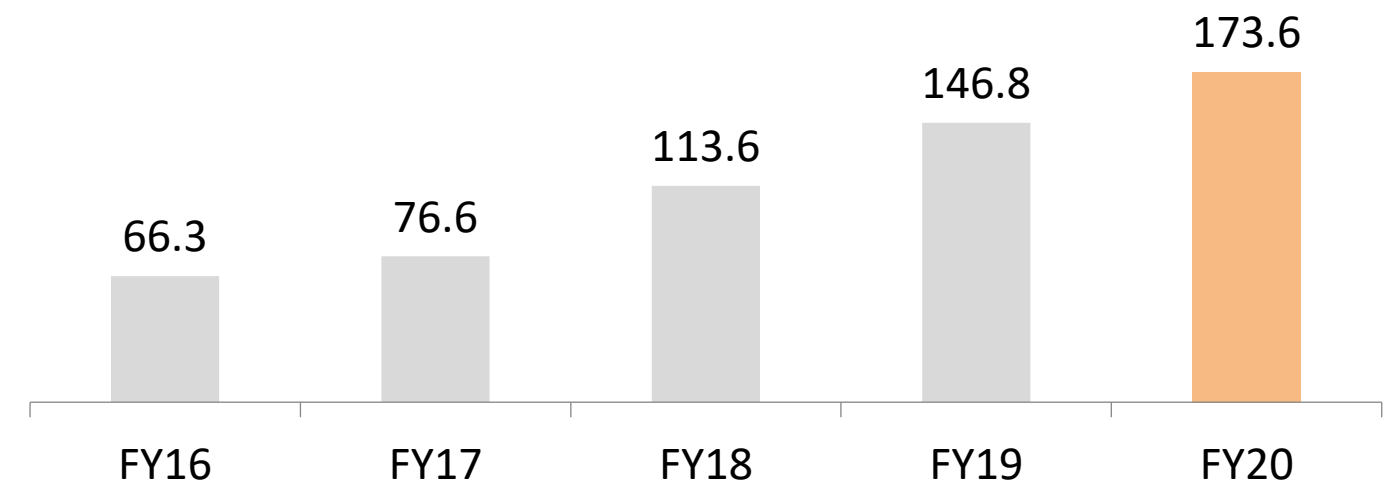
EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)



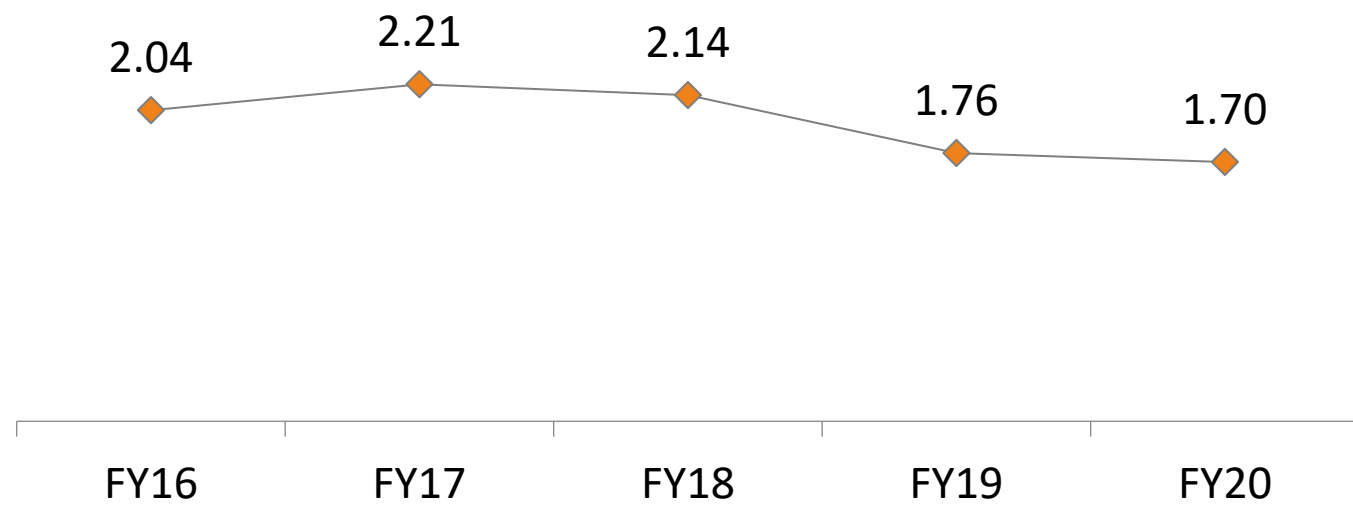
Networth (in Rs. Crs)



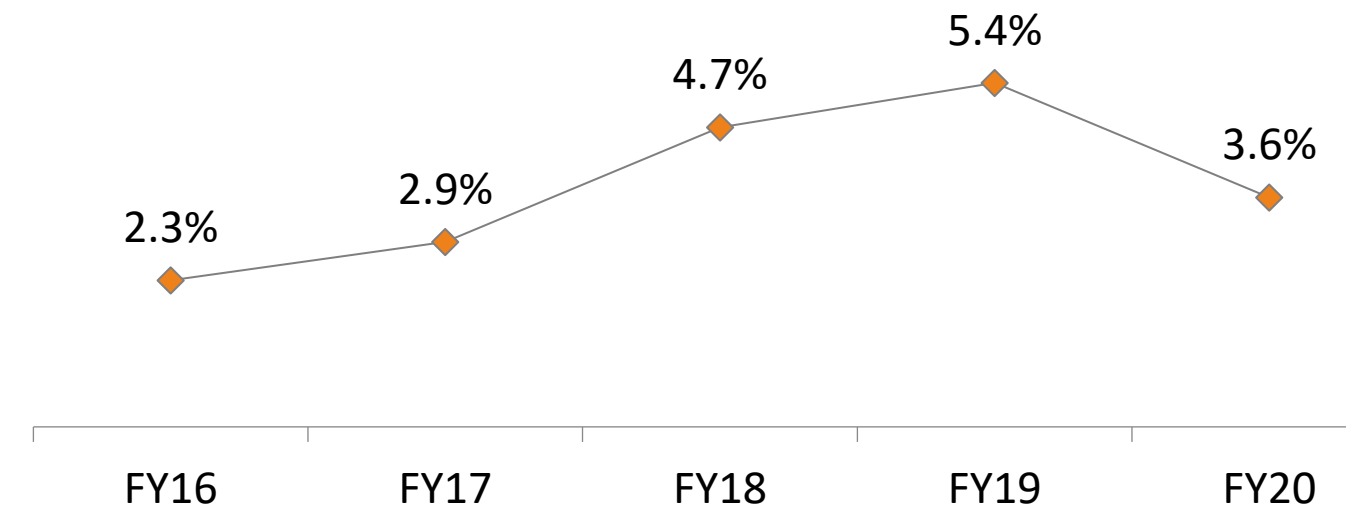
Note: FY20 performance was impacted due to Covid-19 related disruption in the last 15 days of FY20

Key Financial Ratios

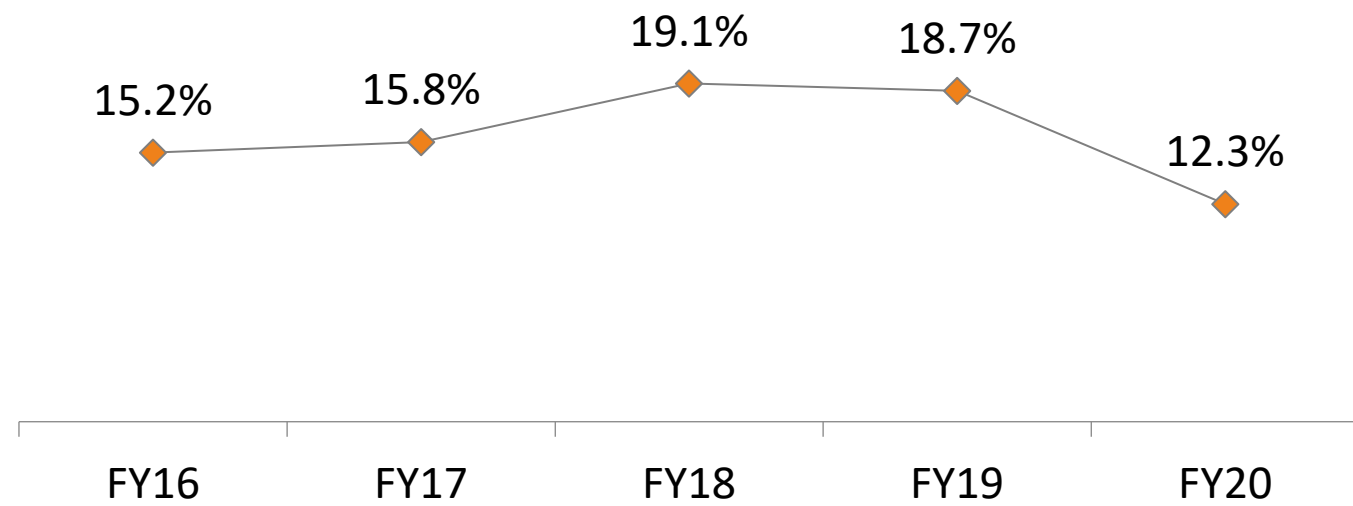
Debt/Equity (X)



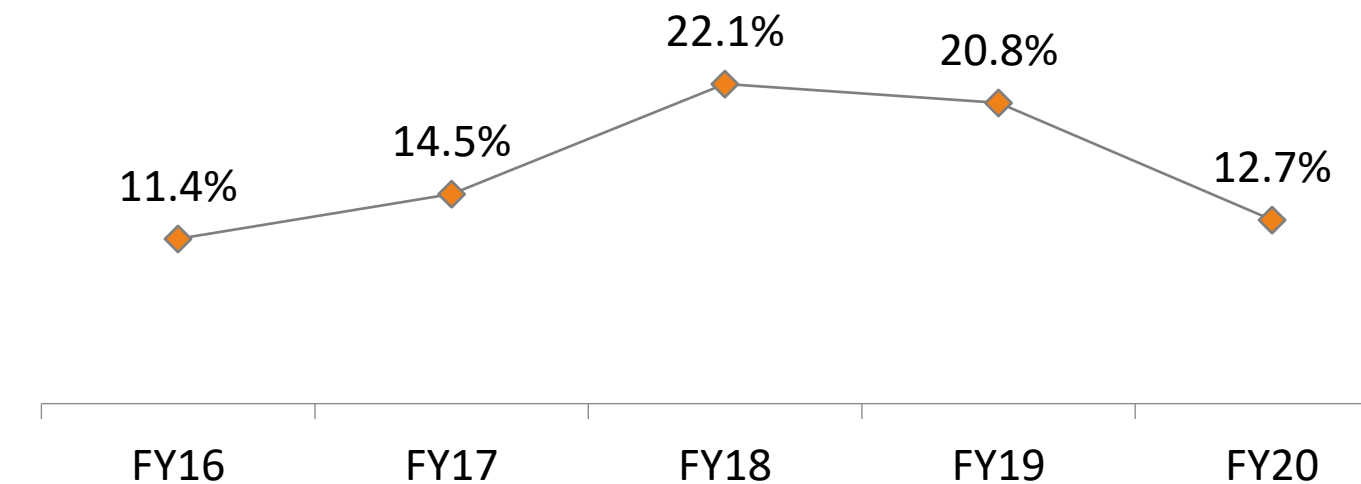
Return on Asset (%)



Return on Capital Employed (%)



Return on Equity (%)



Note: FY20 performance was impacted due to Covid-19 related disruption in the last 15 days of FY20

Profitability Highlights

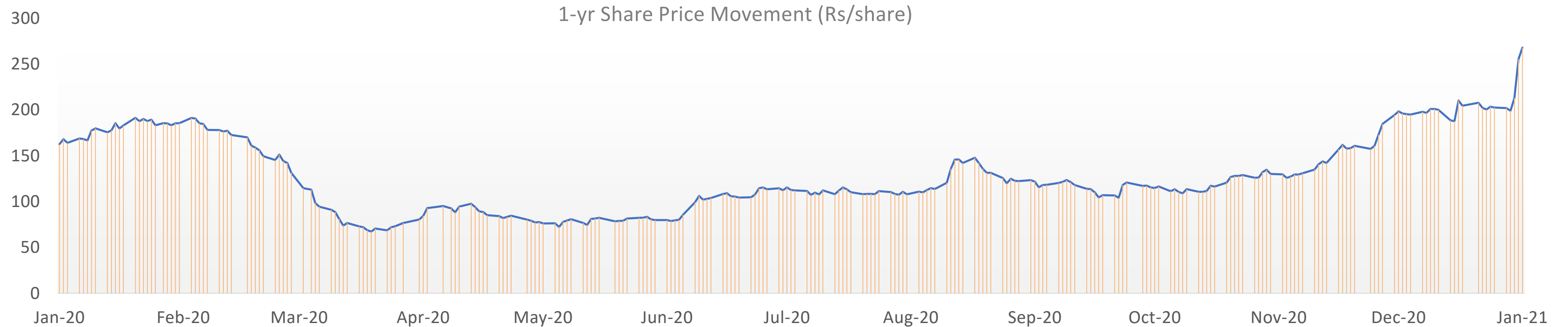
Particulars (Rs crore)	FY16	FY17	FY18	FY19	FY20	H1 FY21
Total Income from Operations	503.9	637.4	1,015.7	1,360.4	1,209.6	533.4
Raw Materials	437.7	562.7	913.3	1,236.4	1,095.4	480.3
Employee Cost	8.5	10.6	12.1	13.7	17.8	7.8
Other Cost	25.8	24.3	30.1	35.6	37.2	17.0
EBITDA	31.9	39.9	60.1	74.8	59.2	28.3
EBITDA Margin	6.34%	6.26%	5.92%	5.50%	4.90%	5.3%
Other Income	1.0	2.4	1.3	1.4	1.2	0.1
Depreciation	5.8	6.9	4.0	5.3	6.6	3.9
Interest	17.0	20.4	27.4	29.9	30.0	14.7
Profit Before Tax	10.1	14.9	30.0	41.0	23.9	9.7
Tax	3.6	4.5	9.0	13.6	3.5	2.7
Profit After Tax	6.5	10.4	21.0	27.5	20.4	7.0
Basic EPS (in Rs.)	8.29	10.08	20.39	25.79	18.85	6.43

Balance Sheet Highlights

Particulars (Rs crore)	Mar-18	Mar-19	Mar-20	Sep-20
Equity	113.6	146.8	173.6	180.6
Equity Share Capital	10.5	10.7	10.9	10.9
Other Equity	103.1	136.1	162.7	169.7
Non Current Liabilities	83.8	84.7	102.7	115.5
Financial Liabilities				
Borrowing	70.4	71.7	89.0	99.5
Other Financial liabilities	6.4	0.9	0.8	2.0
Provisions	0.6	0.6	1.0	0.9
Deferred Tax Liabilities (Net)	6.4	11.4	11.9	13.1
Current Liabilities	251.2	273.7	291.5	282.6
Financial Liabilities				
Borrowings	172.1	186.5	206.5	207.7
Trade Payables	45.4	59.1	56.1	42.5
Other Financial Liabilities	13.1	14.8	17.3	18.7
Other Current Liabilities	16.0	5.1	5.4	5.7
Provisions	1.2	3.8	5.4	5.8
Current Tax Liabilities (Net)	3.3	4.3	0.8	2.2
Total	448.6	505.2	567.8	578.7

Particulars (Rs crore)	Mar-18	Mar-19	Mar-20	Sep-20
Non-current Assets	149.4	177.4	209.0	230.3
Property, Plant and Equipment	123.9	169.1	173.0	174.7
Capital Work in Progress	17.4	3.7	29.4	47.1
Other Intangible asset	0.1	0.1	0.0	0.0
Financial Assets				
Loans	2.7	2.9	3.6	3.9
Other Non Current Assets	5.3	1.6	3.0	4.5
Current Assets	299.2	327.8	358.7	348.4
Inventories	154.3	151.2	178.8	172.6
Debtors	103.9	137.4	137.3	134.9
Cash & Cash Equivalent	0.9	0.8	0.7	1.5
Bank Balance	11.9	15.2	18.0	17.6
Other Current Assets	28.1	23.2	23.9	21.8
Total Assets	448.6	505.2	567.8	578.7

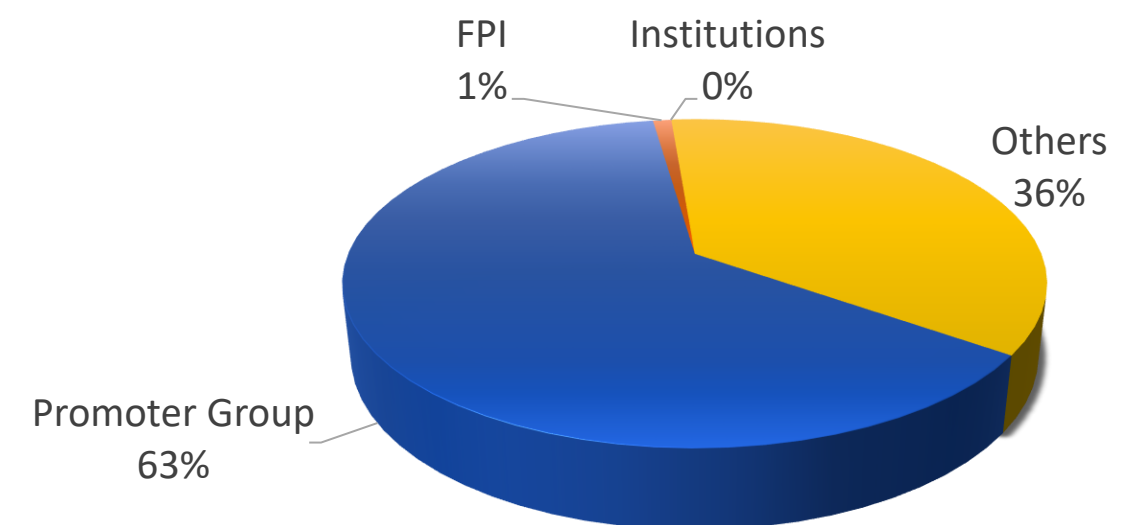
Share Capital Information | 5-yr Track Record of Dividend Paying Co.



Other data (as on 08-Jan-21)

NSE code	HITECH
CMP (Rs)	267.85
Market Cap (Rs mn)	2,927
# Shares (mn)	10.93
Face Value (Rs)	10.00
Sector	Metals
Location	New Delhi

Shareholding Pattern (as on Sep-20)





Hi-TECH

PIPES LTD.

Hi-Tech Pipes Limited
CIN: L27202DL1985PLC019750
Contact: Mr. Arvind Bansal, CFO
cfo@hitechpipes.in