

BUILDING A NEW INDIA

Date: 12-02-2025

То,	
Manager,	Listing Department,
National Stock Exchange of India Limited	BSE Limited
Exchange Plaza, Plot No. C/1, G Block,	Phiroze Jeejeebhoy Towers,
Bandra Kurla Complex- Bandra (E),	Dalal Street, Fort
Mumbai-400051	Mumbai- 400001
NSE Symbol: HITECH	Scrip Code: 543411

Subject: Q3&9MFY25 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 & Nine Months ended December 31, 2024.

Kindly take the above information on record and oblige.

Thanks and Regards

For Hi-Tech Pipes Limited For HI-TECH PIPES LIMITED

Company Secretary

Arun Kumar Company Secretary & Compliance Officer

Encl: As above

MS PIPES & HOLLOW SECTIONS | GPGC SHEET & COLOR COATED COIL | GI & GP PIPES | CR COILS & STRIPS 🗖

HI-TECH PIPES LIMITED 505, Pearls Omaxe Tower, Netaji Subhash Place, Pitampura, New Delhi -110034 CIN: L27202DL1985PLC019750

HI-TECH PIPES

BUILDING A NEW INDIA

INVESTOR PRESENTATION Q3&9MFY25



TABLE OF CONTENT



Financial & Operational Highlights









Strategic Focus & Future Prospects





SAFEHARBOUR

This Presentation and the accompanying slides (the "Presentation"), which have been prepared by Hi-Tech Pipes Ltd. (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever.

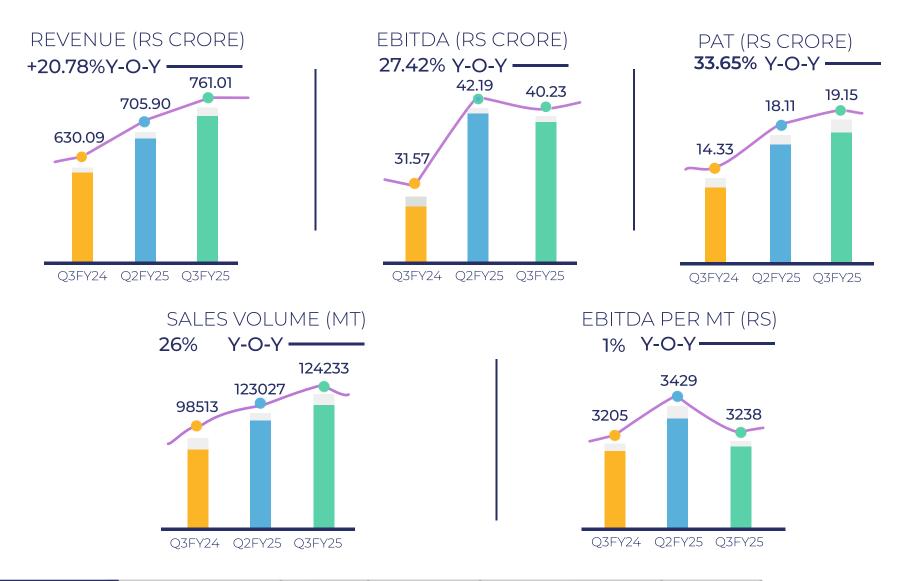
This Presentation has been prepared by the Company based on information and data which the Company considers reliable. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

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 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

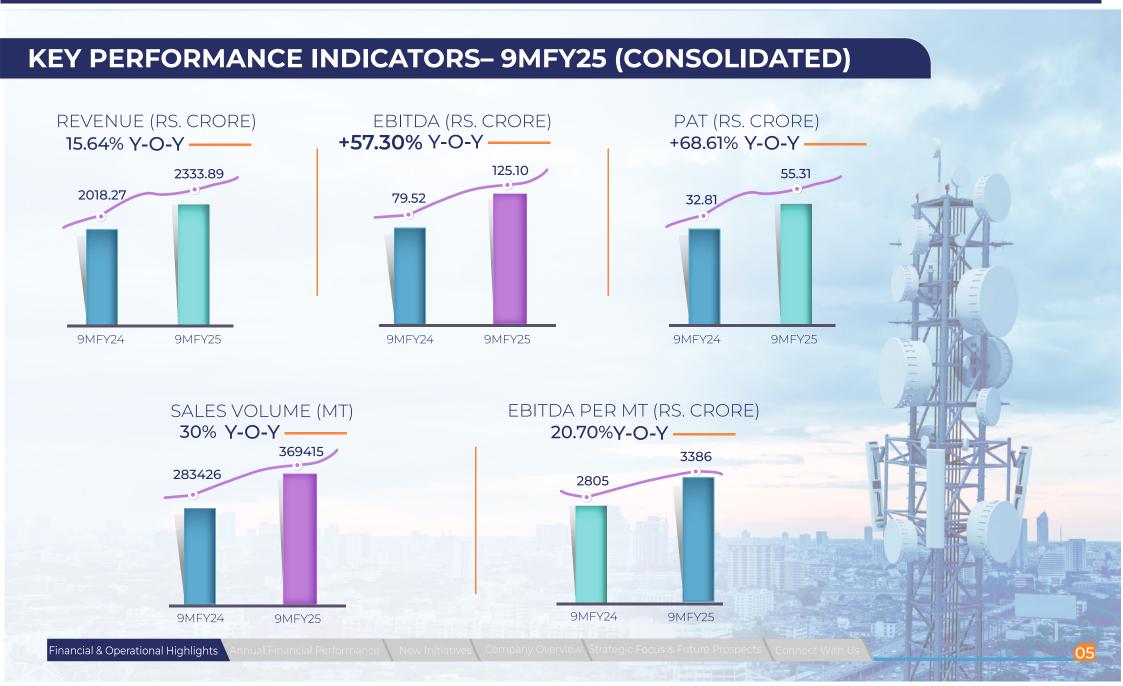




KEY PERFORMANCE INDICATORS-Q3FY25(CONSOLIDATED)









CONSOLIDATED PROFITABILITY HIGHLIGHTS –Q3&9MFY25

Particulars (Rs.Lacs)	Q3FY25	Q3FY24	Y-o-Y %	9MFY25	9MFY24	Y-o-Y %	FY24
Total Income from Operations	76,101.50	63,009.82	20.78%	2,33,389.23	2,01,826.57	15.64%	2,69,929.34
Raw Materials	68,432.42	56,874.58		2,10,662.04	18,5366.06		2,46,251.64
Employee Cost	881.81	730.09		2,560.50	2,223.78		3,145.73
Other Cost	2,764.23	2,247.80		7,656.33	6,284.36		9,046.08
EBITDA	4,023.04	3,157.35	27.42 %	12,510.35	7,952.37	57.32 %	1,148,5.89
EBITDA Margin	5.29%	5.01%	5.50%	5.36%	3.94 %	36.04%	4.26 %
Other Income	38.24	44.19		187.77	144.59		117.75
Depreciation	625.58	375.31		1666.74	954.34		1,548.75
Interest	876.67	926.82		3640.98	2760.66		4,186.17
Exceptional Items	0.0	0.0		0.0	0.0		0.00
Profit Before Tax	2,559.03	1,899.42	34.73 %	7,390.40	4,381.97	68.66 %	5,868.72
Тах	644.18	466.66		1,859.20	1,101.40		1,,475.63
Profit After Tax	1,914.86	1,432.76	33.65 %	5,531.20	3,280.57	68.61%	4,393.09
Total Comprehensive income (after taxes)	1,914.86	1,433.48	33.58%	5,531.20	3,283.19	68.47 %	4,402.74
Basic EPS (in Rs.)	1.08	1.09		3.13	2.49		3.25

Note-During this Quarter, Company has spent approximately Rs. 242/MT towards Distribution, Branding and Marketing expenses.



Q3&9MFY25- KEY HIGHLIGHTS

Key Consolidated Financial and Operational Highlights 1. Q3FY25:

• Total sales volumes increased by 26% to 1.24 Lakh tonnes as compared to 0.98 Lakh tonnes in Q3FY24, led by increased demand for steel tubes/structural steel products.

• Revenue from operations increased by 20.78% to Rs.761.02 Crore as compared to Rs.630.09 Crore in Q3FY24.

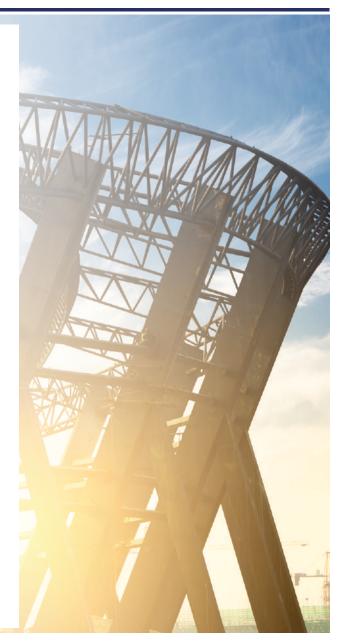
• PAT increased by 33.65% to Rs. 19.15 Crore as compared to Rs.14.33 Crore in Q3FY24.

- EBITDA increased by 27.42% to Rs.40.23 Crore as compared to Rs.31.57 Crore in Q3FY24.
- EBITDA/ton at Rs.3,238/MT in Q3FY25 vs. Rs.3,205/MT in Q3FY24 is at par.

1.9MFY25:

• Revenue from operations was up 15.64% to Rs.2,333.89 Crores as compared to Rs.2,018.27 Crore in 9MFY24, led by higher sales volume.

- PAT increased by 68.61% to Rs. 55.31 Crore as compared to Rs.32.81 Crore in 9MFY24.
- Total sales volumes increased by 30% to 3.69 Lakh tonnes as compared to 2.83 Lakh tonnes in 9MFY24. led by better demand for steel tubes and structural steel products
- EBITDA increased by 57.32% to Rs.125.10 Crore as compared to Rs. 79.52 Crore in 9MFY24.
- EBITDA/ton increased by 20.70% to Rs.3387/MTin 9MFY25 vs. Rs.2,806/MT in 9MFY24.





General

STEEL TUBES & PIPES

VALUE ADDED PRODUCTS (VAP) MIX





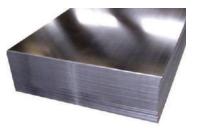
FLAT STEEL & COATED PRODUCTS







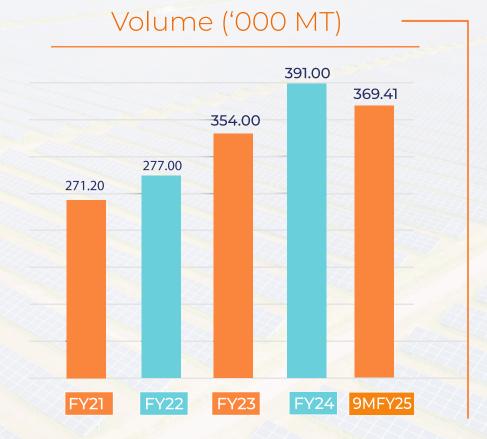




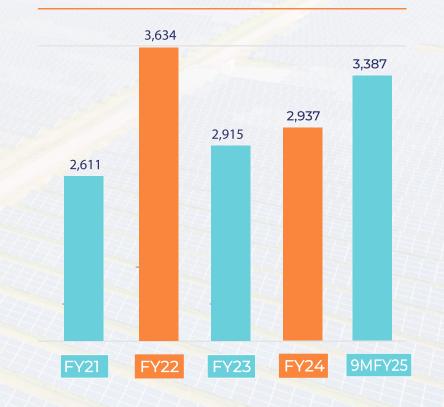




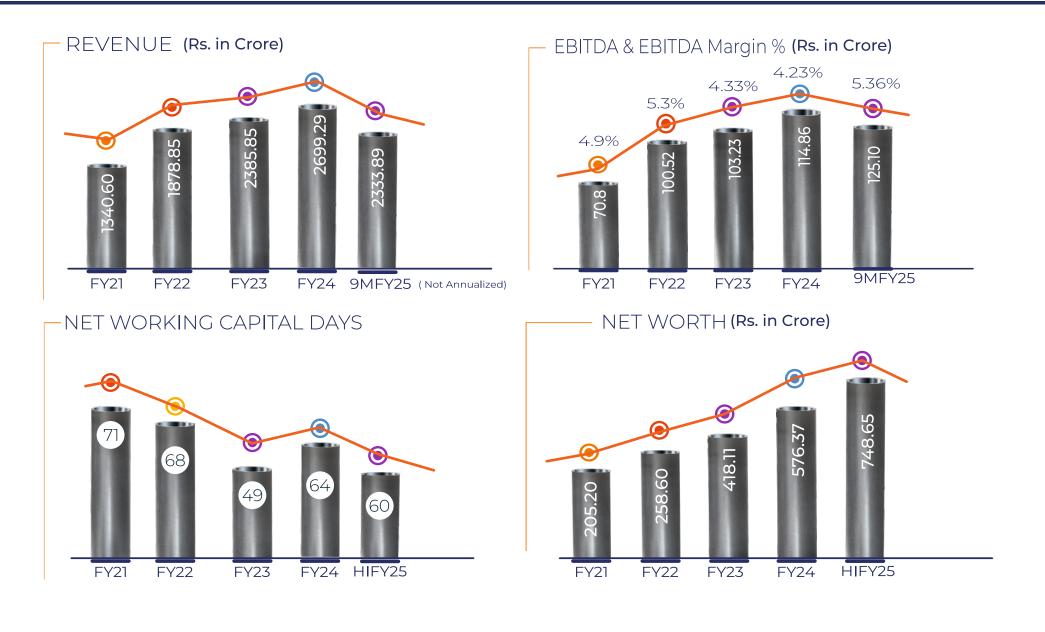
Annua Financial Performance



-EBITDA Rs. Per Metric Ton

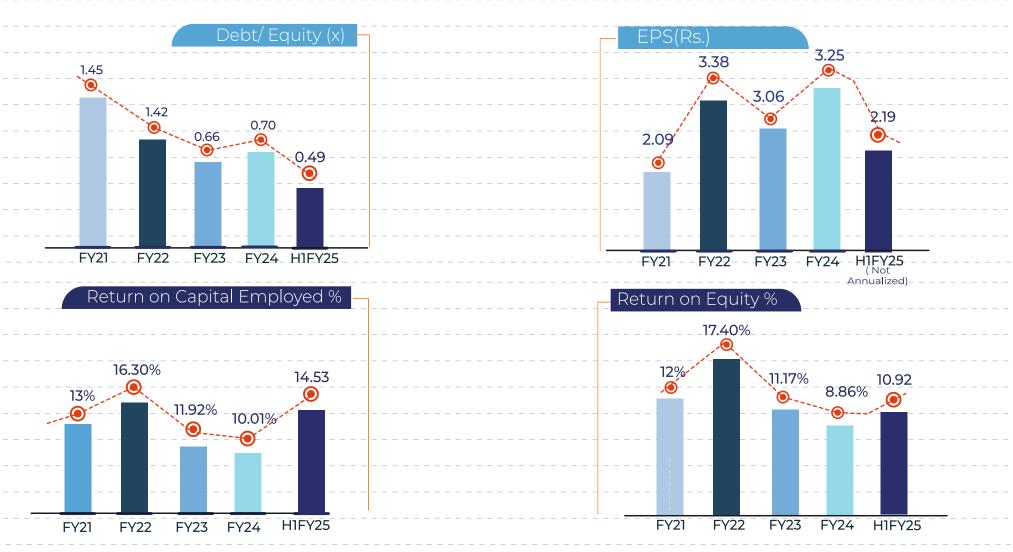








KEY FINANCIAL RATIOS





NEW INITIATIVES







Expansion Driving Growth: Towards 1 Million Tons Installed CapacityHi-Tech Pipes Limited is on an ambitious growth trajectory, with strategic expansions that will not only enhance production capacity but also strengthen the company's market position. Two key projects are instrumental in this vision:

1. Sanand Unit II Phase

The second phase of the Sanand facility is progressing as planned and is expected to commence commercial production by the end of Q4FY25. This expansion will significantly boost manufacturing capacity in Gujarat, catering to the increasing demand from western India and export markets.

2 New Greenfield Manufacturing Facility at Sikandrabad, U.P.:

The upcoming state-of-the-art facility at Sikandrabad, Uttar Pradesh, aligns with the company's long-term strategy to expand its footprint in North India. The plant will also start commercial production by the end of Q4FY25, reinforcing Hi-Tech Pipes' leadership in the steel tubes and pipes industry.

Strategic Impact on Business Growth

• Increased Volume & Market Share: With these expansions, Hi-Tech Pipes Limited will be at 1 million tons of installed capacity, enabling higher production volumes to meet rising domestic and export demands.

Improved Margins & Operational Efficiency:

New manufacturing capabilities will enhance economies of scale, optimize costs, and improve overall margins.

• Revenue Growth & Topline Expansion: With greater production capacity, Hi-Tech Pipes is poised for higher revenue generation, driving topline growth and reinforcing its leadership position in the steel pipes industry.

These expansions mark a transformative phase for Hi-Tech Pipes, ensuring sustainable growth, improved profitability, and market leadership in the years ahead.



New Initiatives- New Products Launched



- A Fire-Fighting system is the most essential part of the building services, with an aim to protect life and property.
- Sizes normally range from 25 mm to 150-mm NB "C" Class MS Pipes & Galvanized Pipe with plain end or socketed conforming to IS: 1239 & IS: 3589 specifications
- ✓ CRFH pipes used for furniture & high end segment has been started at Hindupur, (A.P.)





- New Launch of 200x200 Hollow Section Pipes at Sanand, Gujarat.
- ✓ Large dia GP Pipes at Hindupur.
- ✓ A Green field expansion in our Sikandrabad Facility Commercial Production of Color Coating Line having an installed capacity of 50,000 MT started on Olst January, 2023.
- "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 and will increase the margins in medium and long run.



COMPANY OVERVIEW

an Feb Mar Apr May Jun Aug Sep Oct Nov Dec







TEAM HI-TECH: BOARD OF DIRECTORS

Mr. Ajay Kumar Bansal Chairman & Managing Director

 Mr. Ajay Kumar Bansal, an esteemed figure in the steel industry, boasts an impressive career spanning over 36 years. With his extensive expertise and knowledge, he has established himself as an industry stalwart. Serving as the Chairman of FII (Steel Tube Panel), he has been instrumental in effectively representing the industry at numerous national and international forums.

Mr. Anish Bansal Whole-Time Director

- Mr. Ajay Kumar Bansal, an esteemed figure in the steel industry, boasts an impressive career spanning over 36 years. With his extensive expertise and knowledge, he has
 B.Sc. (Economics) in Banking & Finance graduate from the Cardiff University, England, with over 18 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. Kamleshwar Prasad Executive and Whole-Time Director Mr. P.K. Saxena Non-Executive Independent Director. Member-CAIIB.

Mr. Vivek Goyal Non-Executive Independent Director. Chartered Accountant.

Financial & Operational Highlights Annual Financial Performance

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

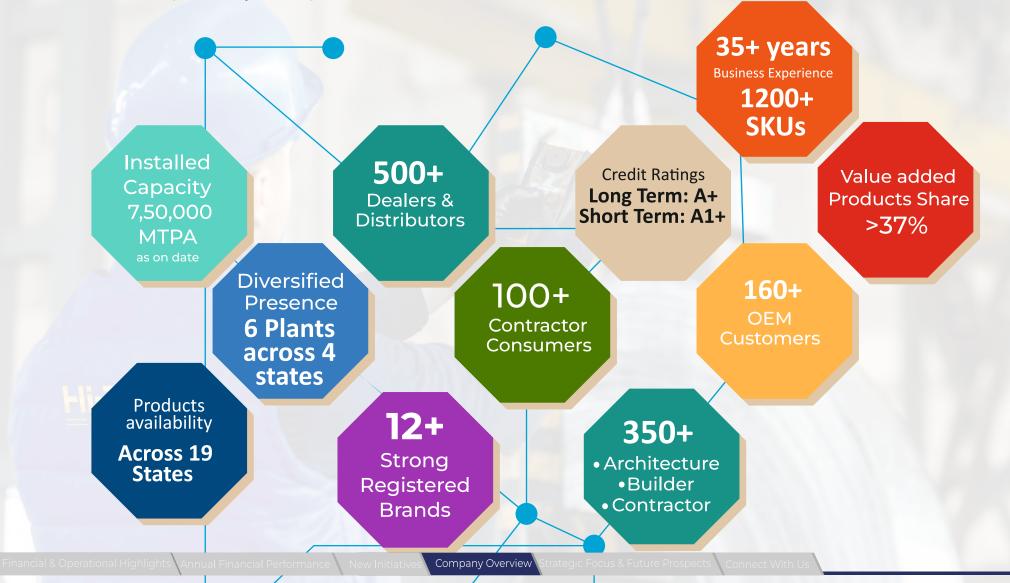






18

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

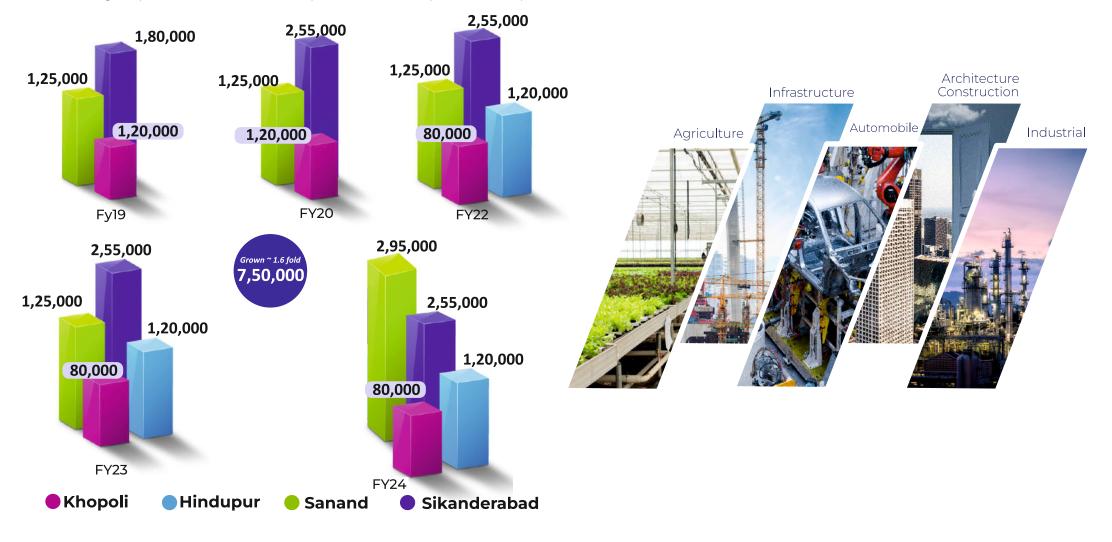




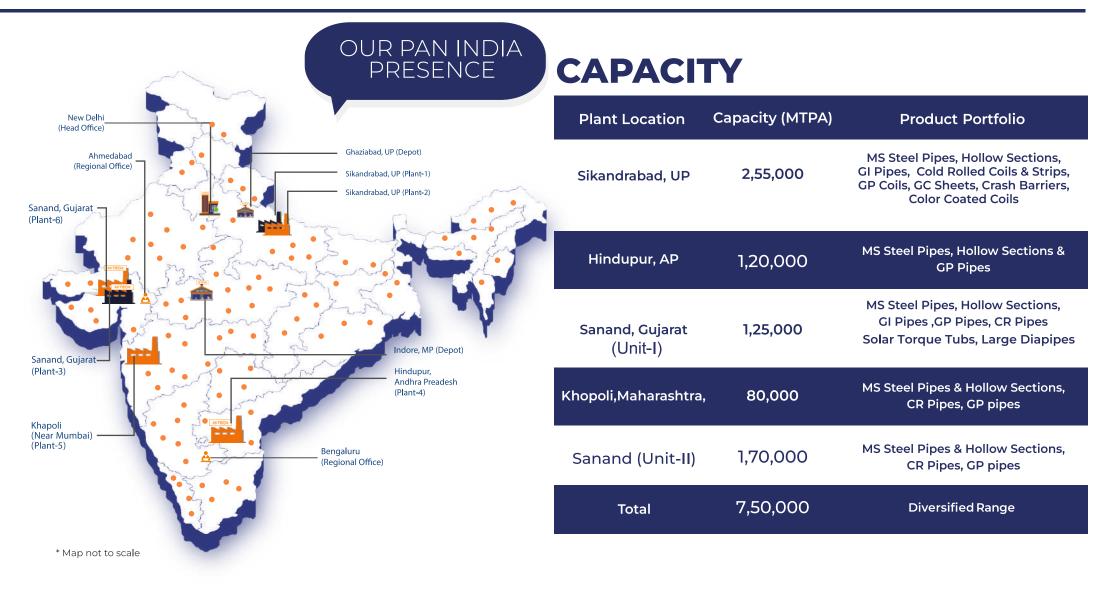
CONTINUED INVESTMENT IN BUILDING COMPETENCIES TO CATER TO DEMAND...

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

Financial & Operational Highlights Annual Financial Performance









Our Manufacturing Facilities-



Sikandrabad, Uttar Pradesh Unit-1



Sikandrabad, Uttar Pradesh Unit-2



Hindupur, Andhra Pradesh



Khopoli, Maharashtra



Sanand, Gujarat



Makhiyav. Sanand (Unit-II) Phase-I, Gujarat



Hi-Tech One Stop Shop







Financial & Operational Highlights Annual Financial Performance





APPROVALS





KEY MARQUEE PROJECTS



Surat Diamond Bourse



Affordable housing



Agriculture



Narendra Modi stadium, motera, Ahmedabad, Gujarat



High Speed BulletTrain



Jal Jeevan Mission



Dedicated Freight Corridor



Naitonal Express way



Towers



Solar Mounting Structures



OUR MARQUEE CLIENTELE







Financial & Operational Highlights \Annual Financial Performance

INTERNATIONAL LICENSES



Company Overview



AWARDS



TOP PERFORMER AWARD FROM SAIL



SECONDARY STEEL AWARD FROM MINISTRY OF STEEL GOVT. OF INDIA



HIGHEST TAXPAYER IN BULANDSHAHR DISTRICT, UTTAR PRADESH



EXPORTER HOUSE CERTIFICATE, MINISTRY OF COMMERCE, GOVT. OF INDIA



FORTUNE INDIA THE NEXT 500



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



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



AMONG TOP 100 SMEs SKOCH GROUP

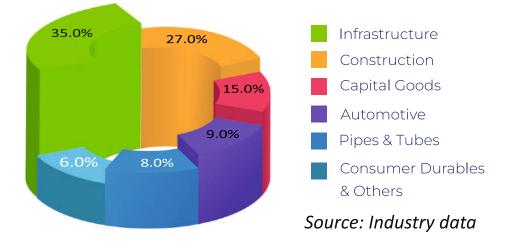


Strategic Focus & Future Prospects

Huge Opportunity in the 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



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



Hi-TCCH

INVESTOR PRESENTATION Q3&9MFY25

Huge demand from various sectors aided by **Government Schemes**



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 Governmentto provide safe and adequate drinking water through individual household tap connections by 2024 to all households in rural India





- 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 Cooridor

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







CORPORATE BRANDING

MAGAZINES





CORPORATE BRANDING

PAN INDIA WALL PAINTING, FLEX BOARD & HOARDING





Mob No. 9855170862 2,99

CORPORATE BRANDING

Mob No. 9915888585



Y P ENTERPRISES

PAN INDIA WALL PAINTING, FLEX BOARD & HOARDING

ਘਰ ਦੀ ਫਾਲ, ਸਾਲਾਂ ਸਾਲ



MAHAKUMBH





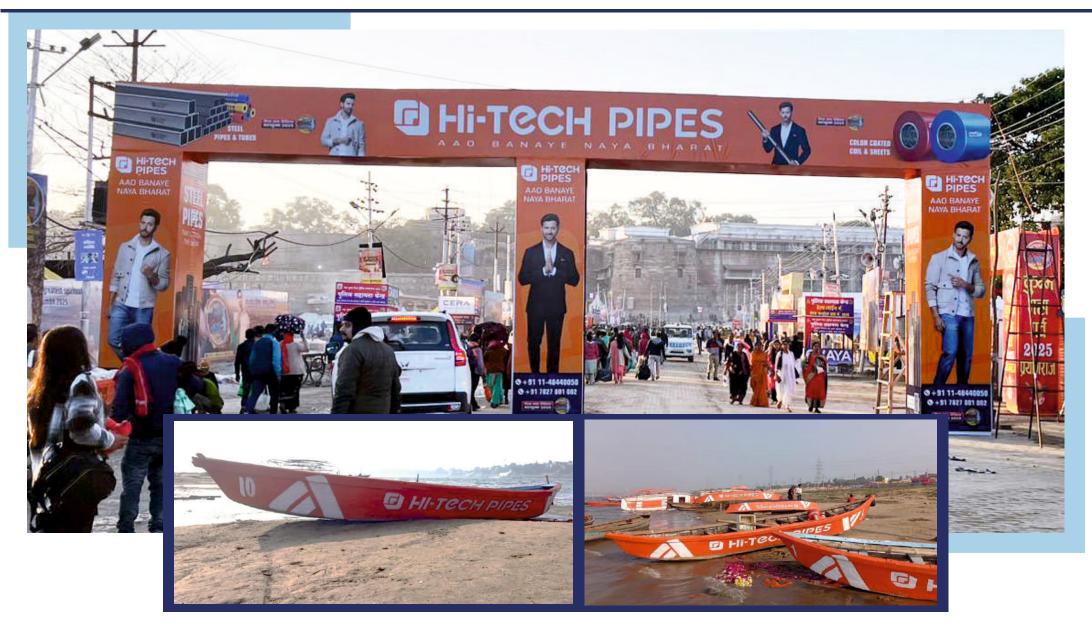
















SCAN TO CONNECT & DISCOVER MORE



Connect With Us

THANK YOU

For Further Information, Please Contact:

Mr. Arvind Bansal, Executive Director & Group CFO

arvind.bansal@hitechpipes.in

Mr. Arun Kumar CS & Compliance Officer

cs@hitechpipes.in

Website : www.hitechpipes.in

Email: info@hitechpipes.in