

May 11, 2024

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
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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 Audited Financial Results (Standalone and Consolidated) for the Quarter and Year ended March 31, 2024.

Kindly take the above information on record and oblige.

Thanks and Regards

For **Hi-Tech Pipes Limited**

For HI-TECH PIPES LIMITED

ARUN

KUMAR

Digitally signed by ARUN KUMAR
Date: 2024.05.11 17:44:46 +05'30'

Arun Kumar Company Secretary

Company Secretary

Encl: As above

Hi-TECH

STEEL PIPES

INVESTOR PRESENTATION

Q4&FY24



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- 

SAFE HARBOUR

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.

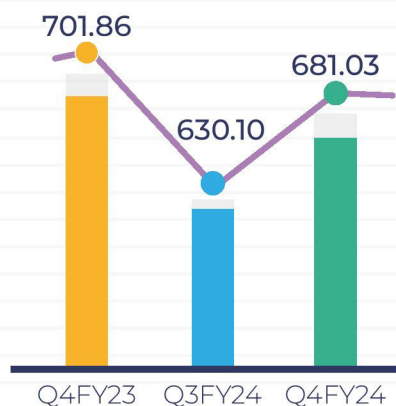
This presentation contains certain forward-looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward-looking statements. The risks 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 action 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.

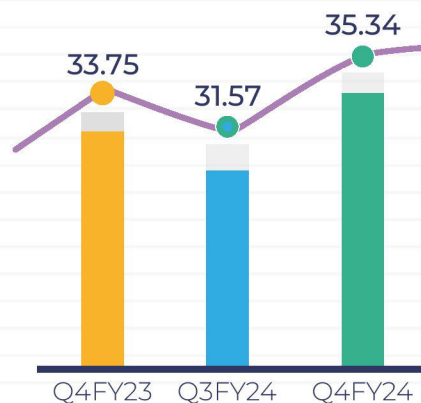


KEY PERFORMANCE INDICATORS- Q4FY24(CONSOLIDATED)

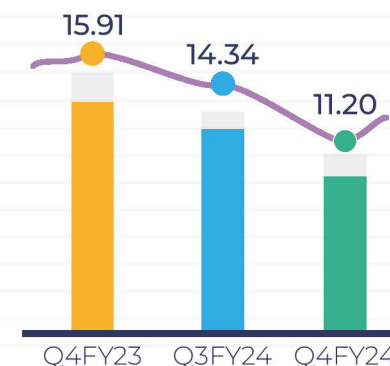
REVENUE (RS CRORE)
(2.97%) Y-O-Y



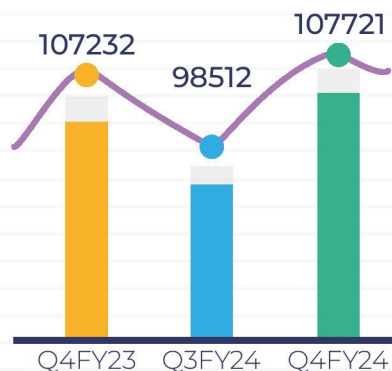
EBITDA (RS CRORE)
+4.69% Y-O-Y



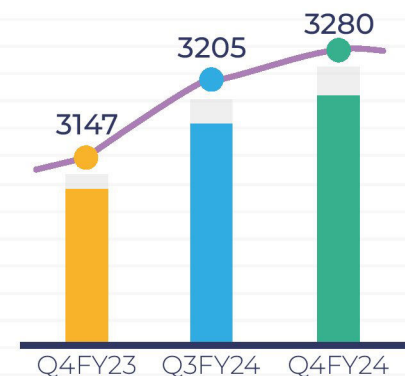
PAT (RS CRORE)
(29.60%) Y-O-Y



SALES VOLUME (MT)
+0.50% Y-O-Y

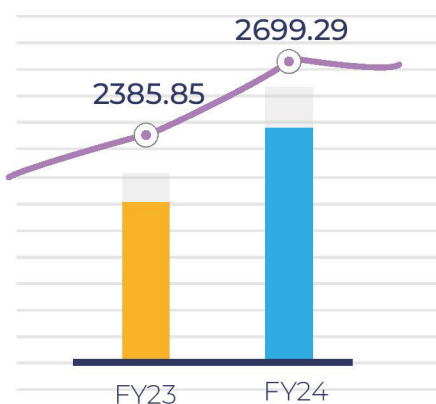


EBITDA PER MT (RS)
+4.71% Y-O-Y

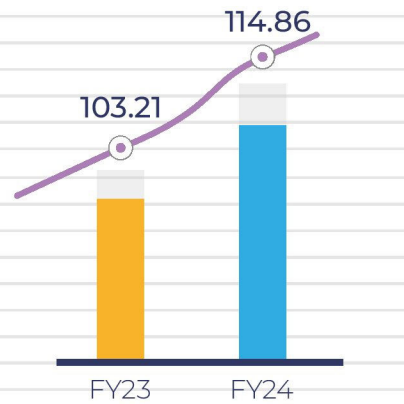


KEY PERFORMANCE INDICATORS – FY24 (CONSOLIDATED)

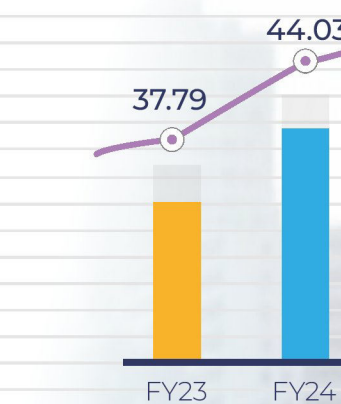
REVENUE (RS. CRORE)
+13.14%



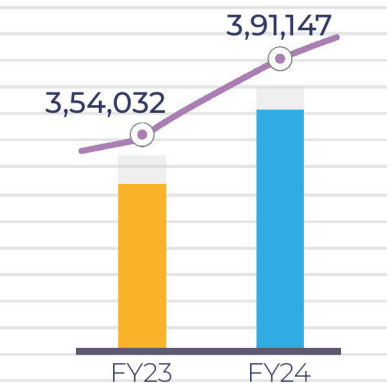
EBITDA (RS. CRORE)
+11.29%



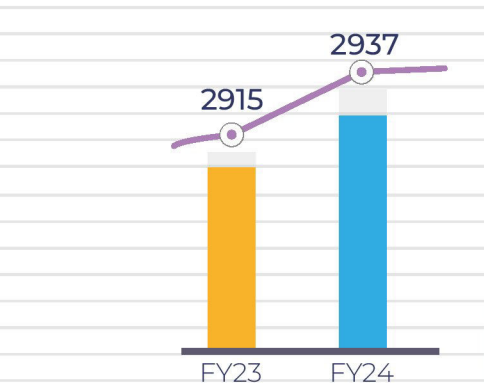
PAT (RS. CRORE)
+16.50%



SALES VOLUME (MT)
+10.48%



EBITDA PER MT (RS. CRORE)
(+0.75%)



CONSOLIDATED PROFITABILITY HIGHLIGHTS –Q4&FY24

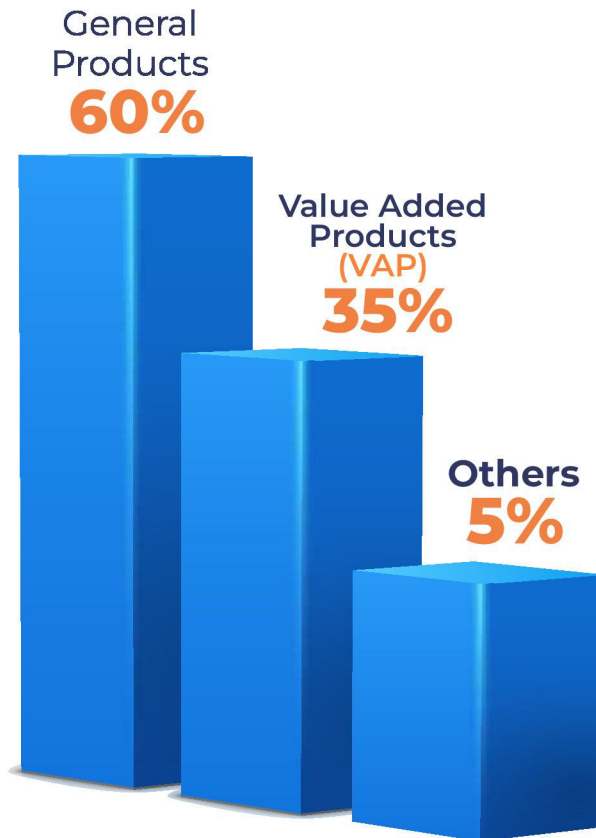
Particulars (Rs.Lacs)	Q4FY24	Q4FY23	Y-o-Y %	FY24	FY23	Y-o-Y %
Income From Operations	6,81,02.77	70,185.79	-2.97%	2,69,929.34	2,385,84.7	13.14%
Raw Materials	6,08,85.58	63,407.10		2,46,251.64	2,17,432.7	
Employee Cost	921.95	803.07		3,145.73	2,640.20	
Other Cost	2,761.72	2,600.50		9,046.08	8,190.70	
EBITDA	3,533.52	3,375.12	4.69%	1,148,5.89	10,321.10	11.29%
EBITDA Margin (%)	5.19%	4.81%	7.90%	4.26%	4.33%	-1.64%
Other Income	-26.85	29.77		117.75	226.20	
Depreciation	594.41	523.54		1,548.75	1,377.20	
Interest	1,425.51	811.64		4,186.17	3,530.10	
Exceptional Items	0.00	0.00		0.00	651.50	
Profit Before Tax	1,486.75	2,069.71	-28.17%	5,868.72	4,988.50	
Tax	374.23	485.64		1,,475.63	1,220.20	
Profit After Tax	1,112.52	1,584.07	-29.77%	4,393.09	3,768.30	16.58%
Total Comprehensive income (after taxes)	1,119.55	1,591.39	-29.65%	4,402.75	3,779.30	16.50%
Basic EPS (in Rs.)	0.84	1.30		3.30	3.06	

Fy24- KEY HIGHLIGHTS

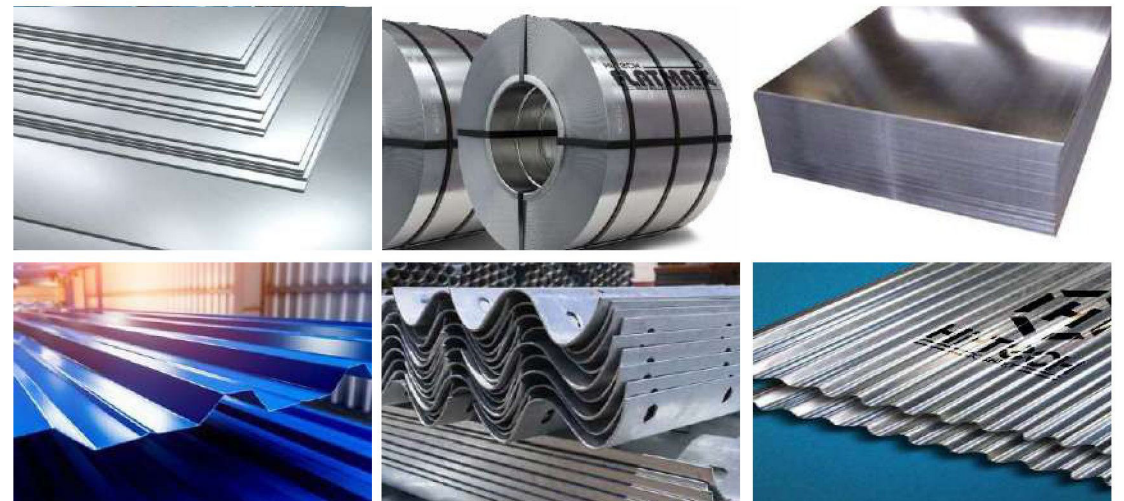
- Total Revenue increased by 13% Y-O-Y to Rs. 2,699.29 Cr. in FY24 vs Rs.2,385.85 Cr. in FY23. The Growth is mainly led by higher sales volume, better sales realization and increase in share of value added products.
- Sales Volume increased by 10.50% Y-o-Y to 3,91,147 MT in FY24 as compared to 3,54,032 MT in FY23.
- PAT increased by 16.50% Y-O-Y to Rs. 44.03 Cr. in FY24 as compared to Rs. 37.79 Cr. in FY23.
- EBITDA Increased by 11.29% to Rs.114.86 CR. in FY24 vs. Rs.103.21 Cr. in FY23.
- During the year the company has started commercial production of its much awaited green field manufacturing facility Started in Makhiyav, Sanand, Gujarat.
- This facility is fully equipped to produce complete size range of steel pipes ranging from ½ to 16 inches . The demand of large diameter pipes are growing across the sector's especially infrastructure and Water, Green Energy. This facility will helps us achieving good sets of numbers in coming financial year.

STEEL TUBES & PIPES

VALUE ADDED PRODUCTS (VAP) MIX

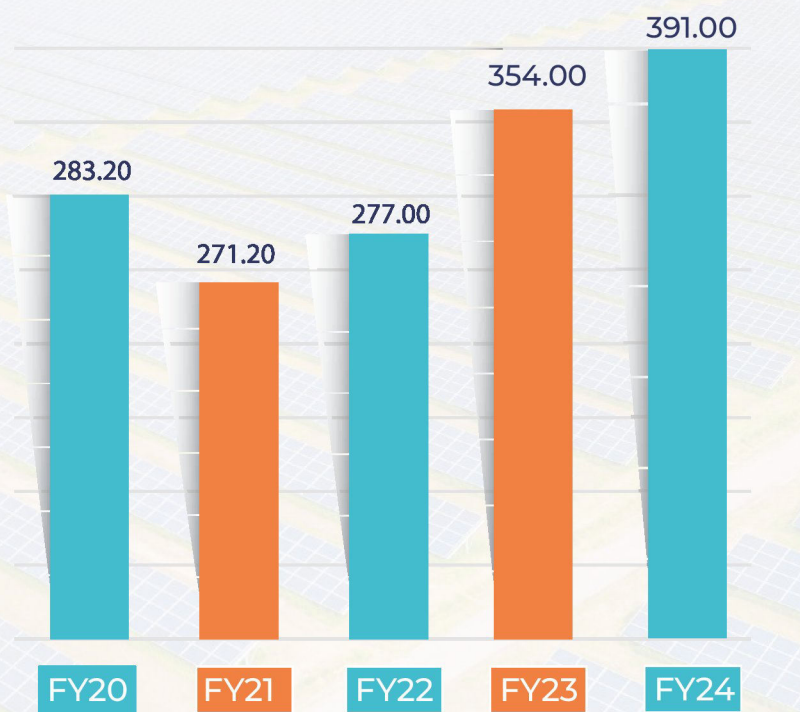


FLAT STEEL & COATED PRODUCTS

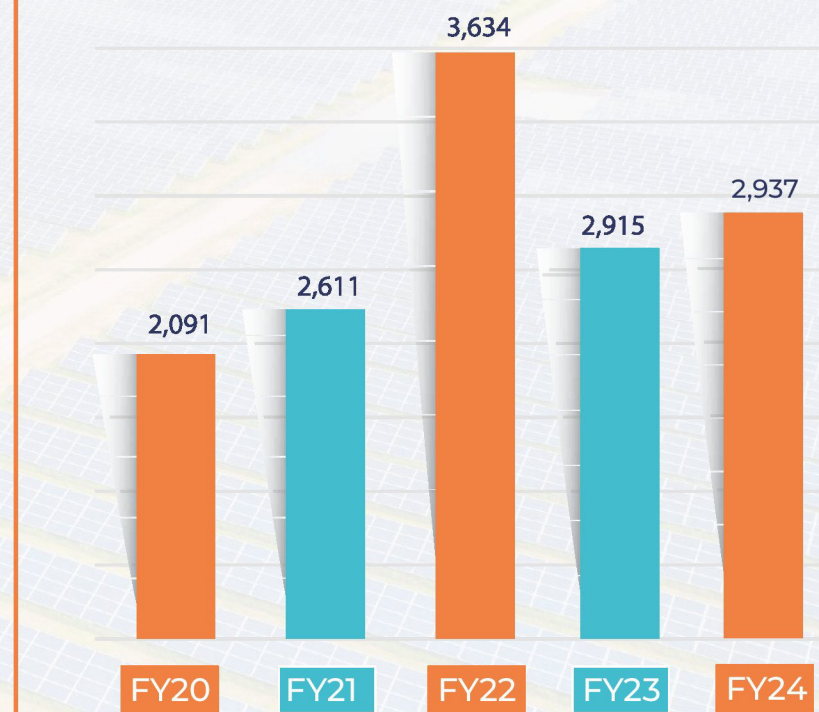


Annual Financial Performance

Volume ('000 MT)

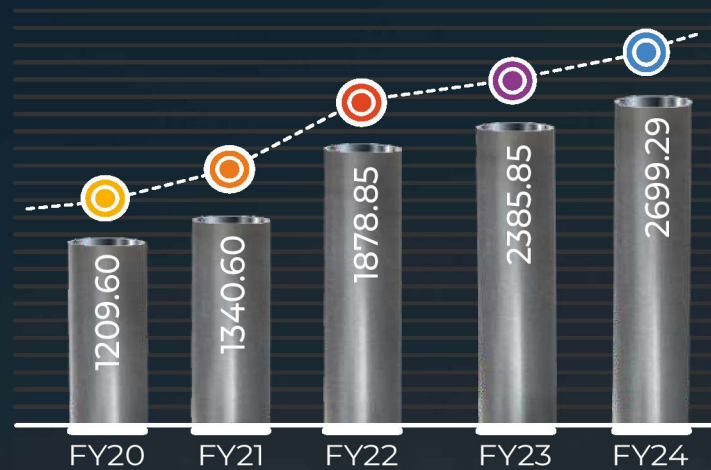


EBITDA Rs. Per Metric Ton

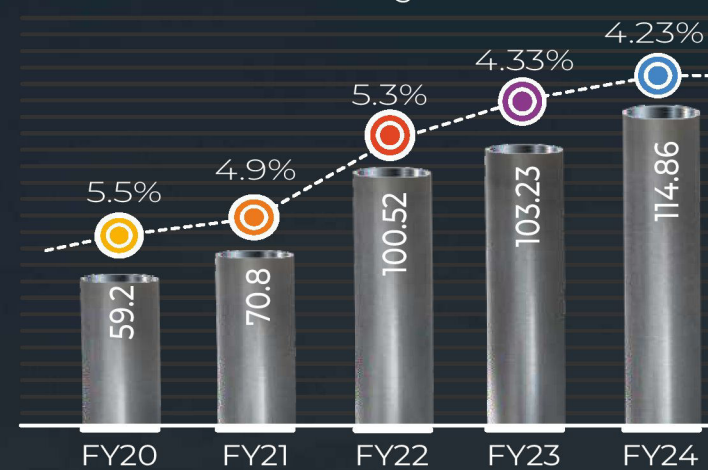


KEY PERFORMANCE HIGHLIGHTS CONTINUED...

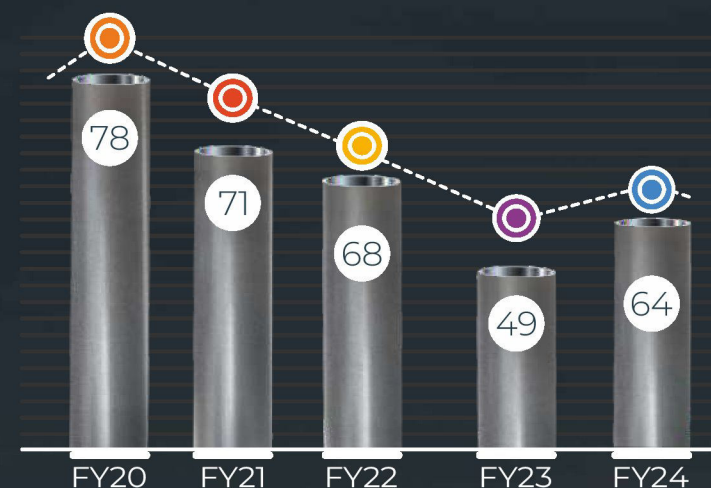
REVENUE (Rs. in Crore)



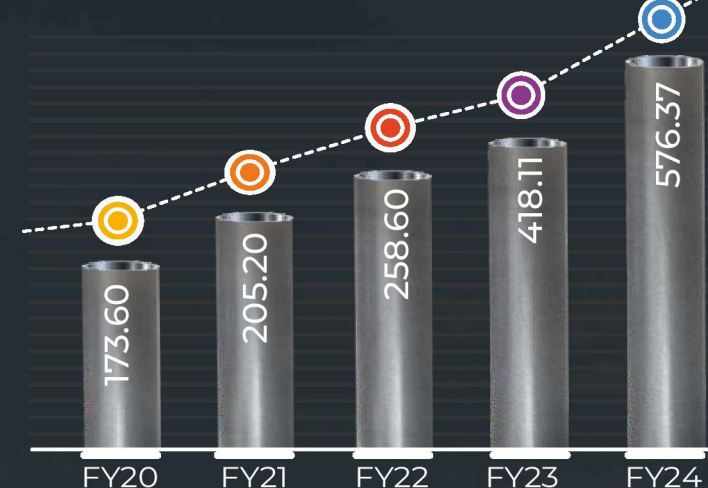
EBITDA & EBITDA Margin % (Rs. in Crore)



NET WORKING CAPITAL DAYS

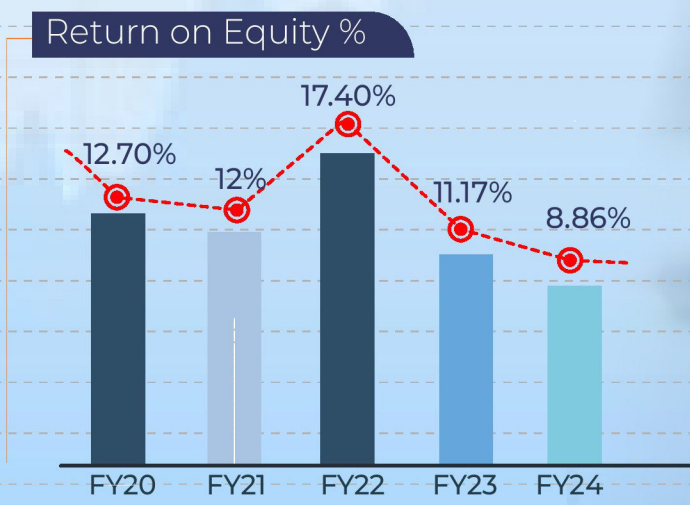
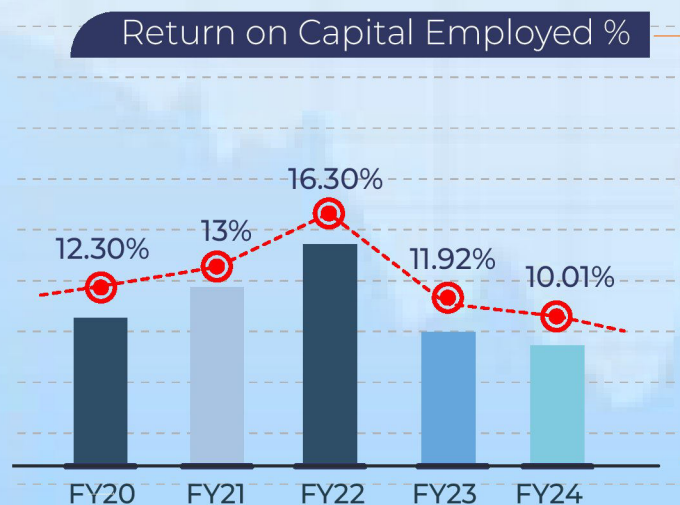
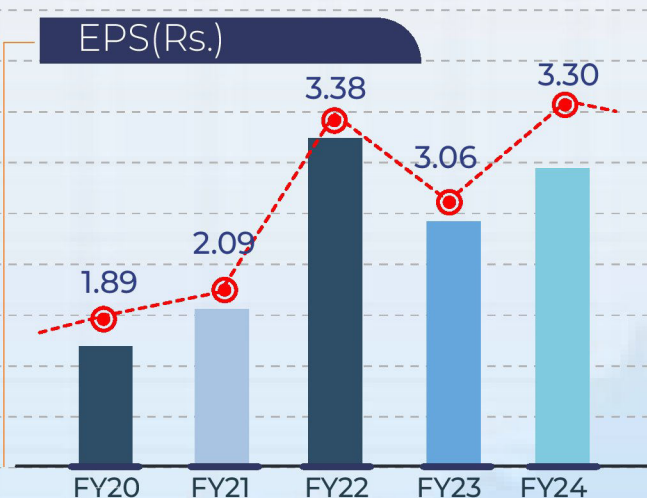
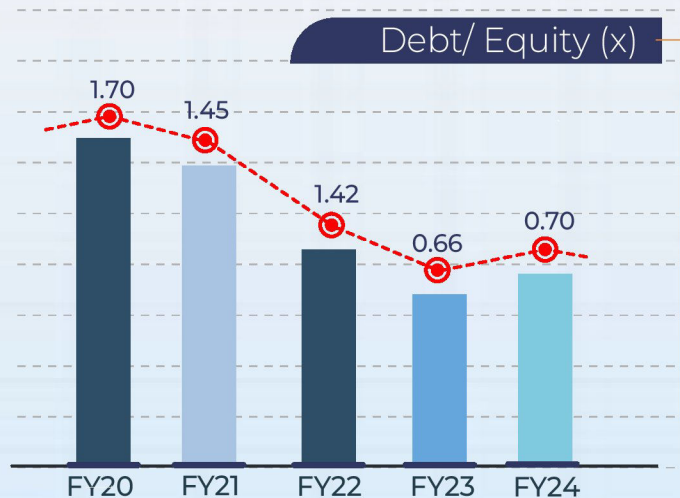


NET WORTH (Rs. in Crore)



In Rs. Crore

KEY FINANCIAL RATIOS



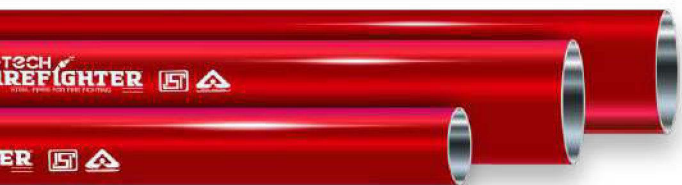
NEW INITIATIVES

Commencement Of commercial production at Sanand (Unit-II) Green field manufacturing facility located at Makhiyav, Sanand, Gujarat.



- ✓ New State-of-Art ERW Pipes Plant With a Installed Capacity of 1.7 LMT at Makhiyav, Sanand, Ahemdabad has started its production with effective from 18 March, 2024 .
- ✓ Value-added products portfolio will further increase
- ✓ Will significantly increase the Overall Production Capacity Mainly to cater west India and Export Market.
- ✓ Entry into Large Dia Segment upto 16 inches round pipe for Water & Infrastructure,. Complete size range of steel pipe from 1/2 to 16 Inches.
- ✓ It will significantly improve the revenue and operating margins in the coming financial year.

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 01st 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.



NEW GREEN FIELD PROJECT AT SIKANDRABAD (UNIT-III) (U.P.). Construction Started

- ✔ Establishment of Green Field At Sikandrabad (U.P.) In line of the company vision of achieving installed capacity of 1 million tons By FY25 we have laid the foundation of green field facility at Sikandrabad this proposed facility with further strengthened the company position in North India and Central India.

COMPANY OVERVIEW

TEAM HI-TECH: BOARD OF DIRECTORS

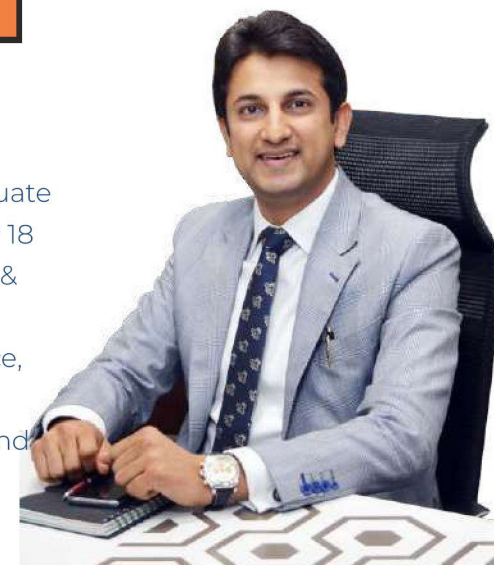


Mr. Ajay Kumar Bansal
Chairman & Managing Director

- 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

- 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. 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.

OUR JOURNEY

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

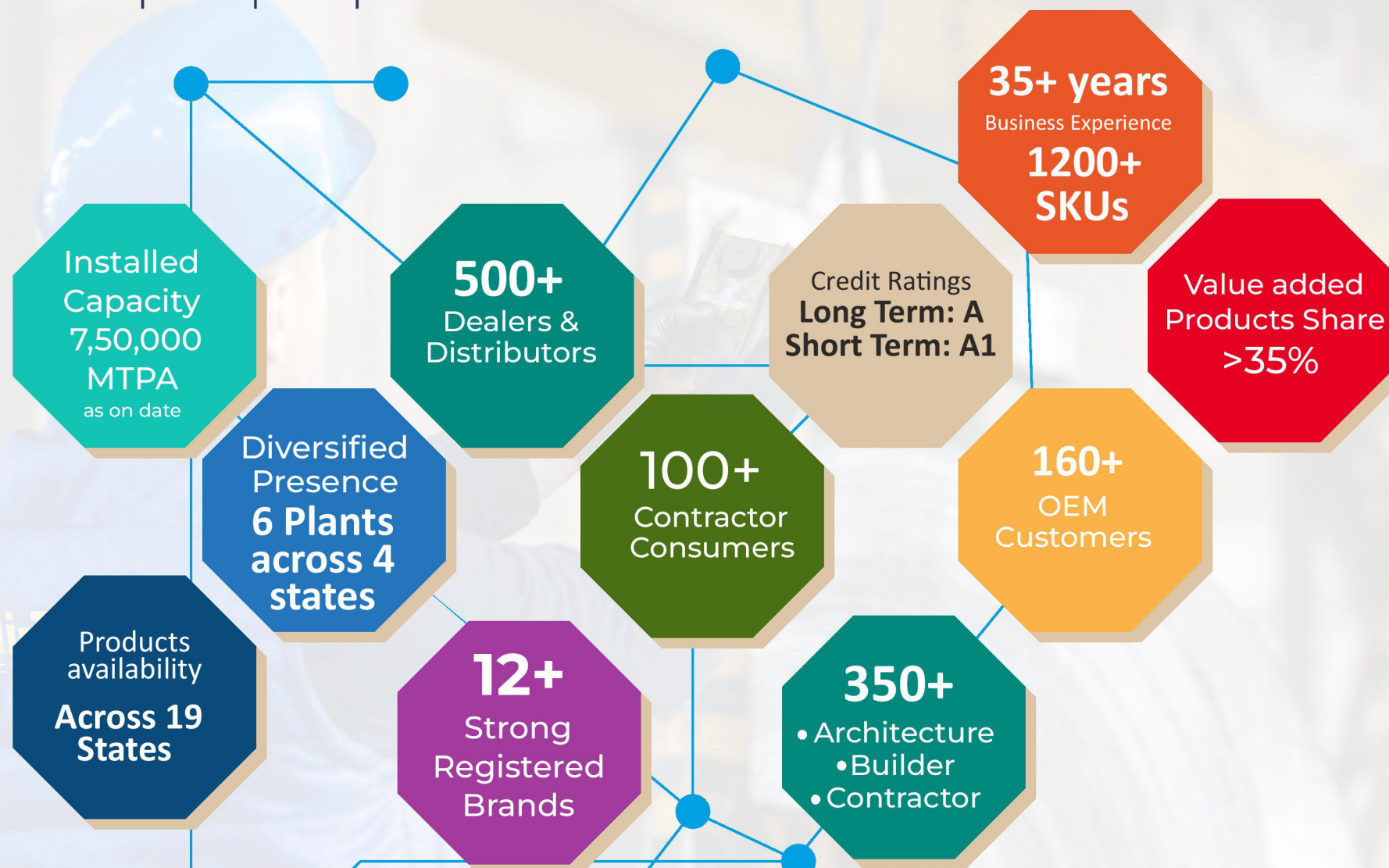
Hi-TECH
2020-2023

2023-2024

- Commissioning Of Sanand Unit-II Phase -1 (Gujarat) Capacity : 1,70,000 MT

Hi-TECH
2023-2024

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

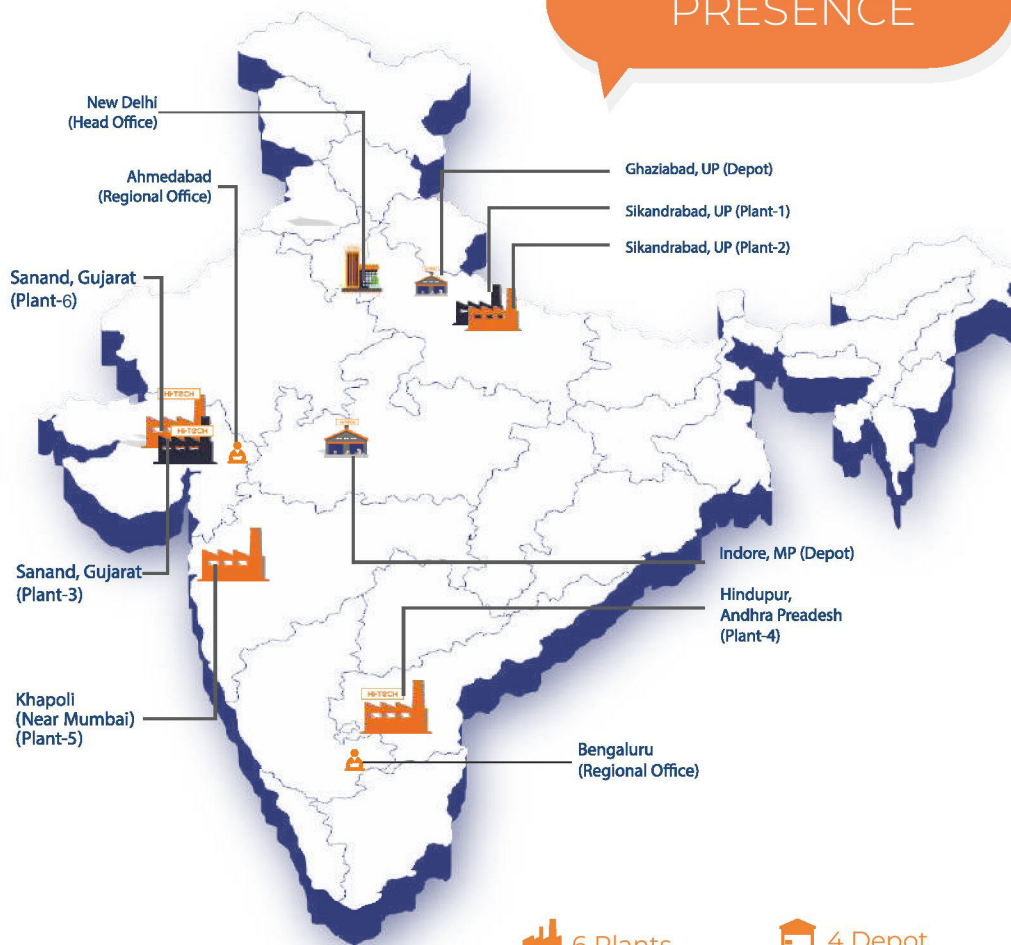


CONTINUED INVESTMENT IN BUILDING COMPETENCIES TO CATER TO DEMAND...

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



OUR PAN INDIA PRESENCE



* Map not to scale

CAPACITY

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
Hindupur, AP	1,20,000	MS Steel Pipes, Hollow Sections & GP Pipes
Sanand, Gujarat	1,25,000	MS Steel Pipes, Hollow Sections, GI Pipes, GP Pipes, CR Pipes Solar Torque Tubs, Large Diapipes
Khopoli, Maharashtra	80,000	MS Steel Pipes & Hollow Sections, CR Pipes, GP pipes
Sanand (Unit-II)	1,70,000	MS Steel Pipes & Hollow Sections, CR Pipes, GP pipes
Total	7,50,000	Diversified Range

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



CERTIFICATION



APPROVALS



KEY MARQUEE PROJECTS



Surat Diamond Bourse



Affordable housing



Agriculture



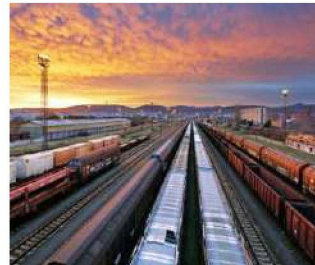
Narendra Modi stadium,
motera, Ahmedabad, Gujarat



High Speed
Bullet Train



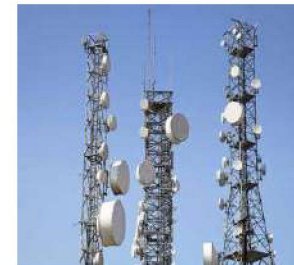
Jal Jeevan
Mission



Dedicated Freight
Corridor



Naitonal
Express way



5G Telecom
Towers



Solar Mounting
Structures

OUR MARQUEE CLIENTELE



INTERNATIONAL LICENSES

Certificate of Compliance

UK CA

EURO CERT

CE

Quality Assurance Management and Factory Production control system for the manufacture of Cold formed welded structural hollow sections (circular, square and rectangular) of non-alloy and fine grain structural steels

We hereby declare that the technical files of all the items in each product group complies with the requirements of UK CA regulations, CPR 305/2011, and conforms to product specification BS/ En 10219-1:2006, Annex ZA.

Name : **HI TECH PIPES LTD**

Address : **REGD OFFICE: GF-10, PEARLS OMAXE TOWER, NETAJI SUBHASH PLACE, PITAMPURA, NEW DELHI-110034, INDIA**
WORKS- PLOT NO-10, INDUSTRIAL ESTATE SIKENDERABAD-203205, DISTT-BULANDSHAHR, UTTAR PRADESH, INDIA

CERTIFIED

ORGANIZATION FOR TECHNICAL CONFORMITY

CERTIFICATE

OF CONFORMITY OF THE FACTORY

PRODUCTION CONTROL

2787 - CPR - 01247

In compliance with Regulation (EU) No 305/2011 of the European Parliament and of the Council of 9 March 2011 (the Construction Products Regulation or CPR), this certificate applies to the construction product

COLD FORMED WELDED STRUCTURAL HOLLOW SECTIONS (CIRCULAR, SQUARE SECTIONS, RECTANGULAR SECTIONS)

Trade mark: **HITECH**

with performance and test methods as provided in the manufacturer's declaration of performance placed on the market of

HI-TECH PIPES Ltd.

Plot No 10, Industrial Area Sikandrabad - 203205 Dist: Bulandshahr, U.P. India

and produced in the manufacturing plant

HI-TECH PIPES Ltd.

Plot No 10, Industrial Area Sikandrabad - 203205 Dist: Bulandshahr, U.P. India

CERTIFIED

EN 10219-1:2006



CERTIFICATE OF
FACTORY PRODUCTION CONTROL

Certificate No: 10000377204-PA-DNV GL-IND Rev 00 Initial certification date: 08 February 2021 Valid: 07 February 2024

This certificate consists of 02 page(s)

This is to certify that the product(s)

Non-alloy steel tubes suitable for welding and threading

EN 10255:2004+A1:2007

Manufactured by
Hi-Tech PIPES LIMITED

Plot No. 10, Industrial Area, Sikandarabad, U.P., India

has on a voluntary basis been assessed with respect to the conformity assessment procedure "Factory Production Control" as described in EN 10255:2004+A1:2007 annex ZA Clause 12.3 of the standard on structural steel, as amended and found to comply



ශ්‍රී ලංකා ප්‍රමිති ආයතනය
கிலங்கை கட்டளைகள் நிறுவனம்
SRI LANKA STANDARDS INSTITUTION

අංක 17, වික්ටෝරියා ප්‍රසාදය, කුරුමිටිගල මාවත, කොළඹ 8. ශ්‍රී ලංකා } දුරකථනය } 94 11 2671572 ශ්‍රී ලංකා ප්‍රමිති 'ප්‍රමිත', කොළඹ
කි.මී. 17, වර්ධමංගල ප්‍රසාදය, වර්ධමංගල මාවත, කොළඹ 8. ශ්‍රී ලංකා } විද්‍යුත් තැපෑල } 94 11 2672617 ශ්‍රී ලංකා 'ප්‍රමිත', කොළඹ
No. 17, VICTORIA PLACE, EDIPPIGALA MAWATHA, COLOMBO 8, SRI LANKA, P.O. Box } TELEPHONE } 94 11 2671572 FAX } 94 11 2672617
E-mail: slsi@slsi.stf.lk Web Site: <http://www.slsi.lk>

ඔබේ යොමුව } අපේ යොමුව } I/CME/72/RM-13 දිනය }
Your Ref. } Our Ref. } Date }

Mr. Anish Bansal,
Chief Executive Officer,
Hi-Tech Pipes Limited, 15/1 (1st Floor), Asaf Ali Road,
New Delhi- 110 002,
INDIA.



AWARDS



TOP PERFORMER
AWARD FROM SAIL



SECONDARY STEEL AWARD
FROM MINISTRY OF STEEL
GOVT. OF INDIA



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)



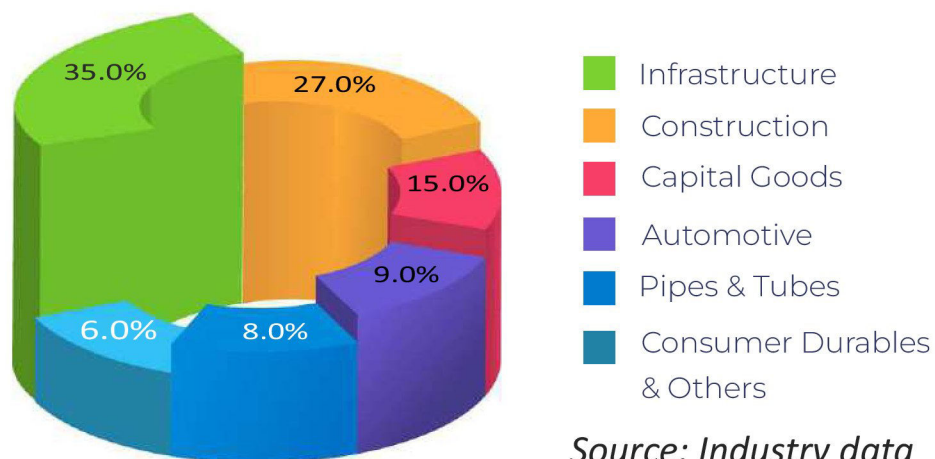
AMONG TOP 100
SMEs SKOCH GROUP

Strategic Focus & Future Prospects

Huge Opportunity in the Indian Steel Pipes & Tubes Industry

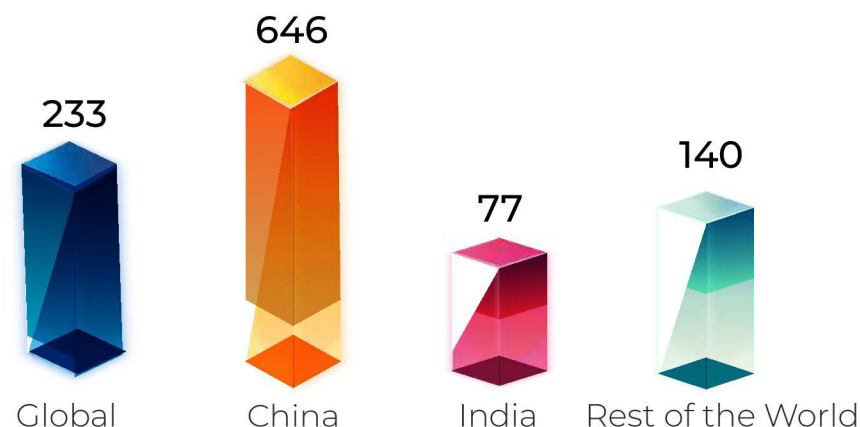
- Market Size: ~Rs 500 billion (~8% of total domestic steel market)
- Total Domestic Consumption: ~8.5 million tonnes (FY21)
- Growth Rate last 5 years: 6-7% CAGR
- Growth Rate expected next 5 years: 8-9% CAGR
- Demand Drivers: Water transportation, Oil & Gas pipeline, Infrastructure, Agriculture & Irrigation,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

Sector wise Consumption Break-Up



Source: Industry data

Per Capita Consumption (Kgs) - Steel



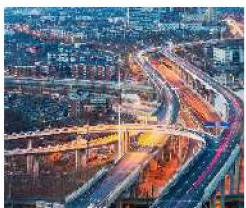
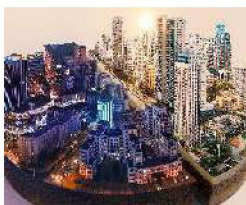
- India has become the 2nd largest consumer of finished Steel in world. The finished steel consumption was 106 million tons(MT) during FY22

Per Capita Consumption (Kgs) – Steel Pipes & Tubes



Huge demand from various sectors aided by Government Schemes

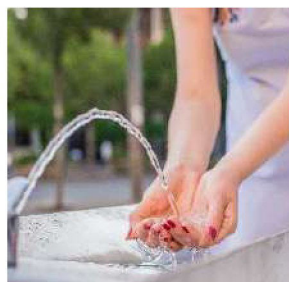
Infrastructure & Housing



- 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

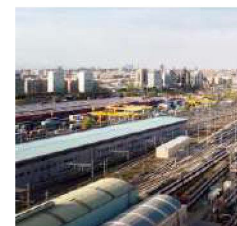


Defence

- 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

CORPORATE BRANDING



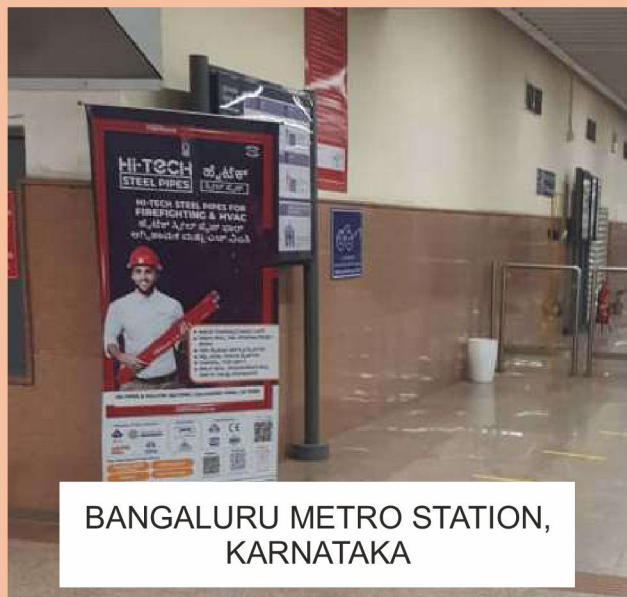
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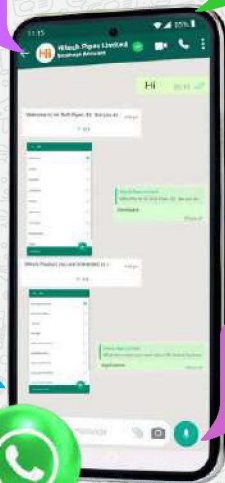
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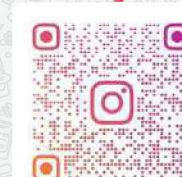
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THANK YOU

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