



VIEWPOINT

Result Update - Q3FY2026

SECTOR

Building Materials

COMPANY DETAILS

Market cap:	Rs. 1,641 cr
52-week high/low:	Rs. 133/71
NSE volume: (No of shares)	15.6 lakh
BSE code:	543411
NSE code:	HITECH
Free float: (No of shares)	11.4 cr

Source: NSE, BSE, Mirae Asset Sharekhan Research

SHAREHOLDING (%)

FII	1.4
Institutions	15.9
Public & others	39.1
Promoters	43.6

Source: NSE, BSE, Mirae Asset Sharekhan Research

PRICE CHART



Source: NSE, BSE, Mirae Asset Sharekhan Research

PRICE PERFORMANCE

(%)	1m	3m	6m	12m
Absolute	-11.5	-24.1	-10.4	-36.8
Relative to Sensex	-9.9	-24.5	-15.0	-44.9

Source: Mirae Asset Sharekhan Research, Bloomberg

Reco/View: **POSITIVE**

CMP: **Rs. 81**

Price Target: **Rs. 149**

Quick Snapshot

- Q3 numbers were strong, with consolidated net sales rising 40.5% y-o-y and EBITDA growing 4.1% y-o-y despite a decline in HRC prices. A 9.7% y-o-y volume growth to 1.36 lakh tonnes and an improved product mix drove growth.
- FY26 volume eyed at 5.5 lakh tonnes, with EBITDA per tonne expected to reach ~Rs. 4,000.
- Capacity expansion and higher share of value-added products are in focus, which should support EBITDA per tonne.
- We remain positive with an unchanged PT of Rs.149, driven by strong margin expansion led by value-added products and better operating leverage.

Result overview

- Revenue grew strongly by 40.5% y-o-y to Rs. 1,069 crore, driven by higher volumes (+9.7% y-o-y) and improved realisations per tonne (+28% y-o-y), supported by a better product mix.
- EBITDA per tonne declined 5.1% y-o-y to Rs. 3,079 due to lower steel prices, which fell by ~Rs. 2,000 per tonne. However, prices improved in Q4 following the government's imposition of a 12% safeguard duty, supporting margins.
- The company added 1 lakh tonnes capacity at the Sanand Unit (Phase-2) and commissioned 80,000 tonnes capacity at Jammu, primarily focused on value-added products.
- With recent expansions, the company is approaching 10 lakh tonnes of annual capacity and plans to double it to 20 lakh tonnes by FY29 with capex of Rs. 500-600 crore.
- Share of value-added products is expected to increase from the current ~38% to ~43% by FY26 and further to ~50% by FY27. Value-added products generate EBITDA of Rs. 4,500-5,000 per tonne compared with Rs. 2,500-3,000 per tonne for general category products.
- Sales volumes to reach 5.5 lakh tonnes in FY26 and 6.5 lakh tonnes in FY27.
- Company targets ~25% annual volume growth while continuing capacity expansion, with increasing focus on value-added products. This should support EBITDA per tonne moving towards Rs. 4,500-5,000 over time, alongside exports increasing to ~10% of total volumes.

Our Call

Hi-Tech Pipes remains well positioned to benefit from sustained demand supported by government-led infrastructure investments and a stabilizing steel prices. We expect Revenue/EBITDA/PAT to grow at CAGR of 20.5%/26.6%/36.1% over FY25-FY28E. Assigning a 16.5x P/E multiple to FY28 earnings, we maintain a positive view on the stock with an unchanged PT of Rs. 149, supported by strong growth visibility and operating leverage.

Key Risks

Downward pressure on steel prices and a drop in government and private capex.

Valuation

Particulars	Rs cr			
	FY25	FY26E	FY27E	FY28E
Revenue	3,068	3,580	4,472	5,367
Operating Profit	160	197	262	325
OPM (%)	5.2	5.5	5.8	6.0
Adjusted PAT	73	92	138	184
y-o-y growth (%)	66.1	26.1	50.0	33.1
Adjusted EPS (Rs.)	3.6	4.5	6.8	9.0
P/E (x)	22.5	17.8	11.9	8.9
P/B (x)	1.3	1.2	1.1	1.0
EV/EBITDA (x)	10.2	11.0	8.8	7.6
RoNW (%)	8.0	7.1	9.7	11.7
RoCE (%)	11.9	11.1	13.6	15.8

Source: Company; Mirae Asset Sharekhan estimates

Note: CMP as on Feb 06, 2026

Concall highlights

- Order book currently stands at Rs. 200–250 crore, comprising EPC, infrastructure, solar, export, and institutional orders.
- Exports stood at 6,000–7,000 tonnes per quarter, with Europe currently accounting for the largest share.
- Jal Jeevan Mission demand remained subdued in FY26, but management expects order inflows to improve from FY27 onwards.
- During the quarter, the company supplied materials to key projects including Banaras Airport, Jaipur Airport, Bharuch railway station, and large solar parks, reflecting strong infrastructure exposure.
- The company has entered into long-term supply agreements with SAIL, Tata Steel, ArcelorMittal, and NMDC, ensuring raw material security to support capacity utilization and future growth.

Results

Particulars	Rs cr				
	Q3FY26	Q3FY25	y-o-y %	Q2FY26	q-o-q %
Net sales	1,069.6	761.0	40.5	858.8	24.5
Other income	0.25	0.4	(33.7)	1.1	(77.9)
Total income	1,069.8	761.4	40.5	859.9	24.4
Total expenses	1,027.7	720.8	42.6	814.4	26.2
Operating profit	41.9	40.2	4.1	44.3	(5.5)
Depreciation	6.7	6.3	6.6	6.6	0.4
Interest	12.3	8.8	39.7	11.8	4.1
Exceptional items	--	--	NA	--	NA
Profit Before Tax	23.2	25.6	(9.3)	27.1	(14.3)
Income taxes	5.8	6.4	(9.6)	6.8	(14.5)
PAT	17.4	19.1	(9.2)	20.3	(14.2)
Adjusted PAT	17.4	19.1	(9.2)	20.3	(14.2)
EPS (Rs)	0.9	0.9	(9.2)	1.0	(14.2)
Margins (%)			BPS		BPS
OPM(%)	3.9	5.3	-137	5.2	-125
NPM(%)	1.6	2.5	-89	2.4	-73

Source: Company; Mirae Asset Sharekhan Research

Additional Data**Top 10 shareholders**

Sr. No.	Holder Name	Holding (%)
1	Bansal Ajay Kumar	10.51
2	Bandhan Mutual Fund	8.78
3	Bansal Anish	7.65
4	Bansal Vipul	6.53
5	AKS Buildcon Pvt Ltd	4.19
6	Hi-Tech Agrovision Pvt Ltd	4.02
7	Bansal Parveen	3.65
8	L&T Mutual Fund Trustee Ltd/India	2.56
9	Penang Enterprises Pvt Ltd	1.51
10	Aggarwal Govind	1.43

Source: Bloomberg

Key management personnel

Name	Designation
Ajay Kumar Bansal	Chairman and Managing Director
Anan Amin	Head: Projects
Anish Bansal	Whole-Time Director

Source: Company Website

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