



AN ISO 9001 : 2008 CO

Rama Steel Tubes Ltd.

Manufacturers & Exporters : ERW Steel Tubes (Black & Galvanised)

CIN : L27201DL1974PLC007114

Regd. Office

No. 7, 1st Floor, Surya Niketan, Vikas Marg, New Delhi-110092 Ph. : 011-43656667, 43656668 Fax : 011-43656699
E-mail : investors@ramasteel.com, info@ramasteel.com, Website : www.ramasteel.com

Media Release

Good Growth Across All Product Segments

Q1 FY18 Net Revenue at Rs. 71.47 crore, YoY growth of 9%

Q1 FY18 EBITDA at Rs. 5.29 crore, YoY growth of 6%

Q1 FY18 PAT at Rs. 3.25 crore, YoY growth of 25%

EPS stood at Rs. 1.95, YoY growth of 12%

12th September, 2017: Rama Steel Tubes Limited (BSE: 539309, NSE: RAMASTEEL), a leading player in the manufacturing of ERW pipes, announced its unaudited results for the quarter ended June 30, 2017.

Key Financials:

Particulars (Rs. Crs)	Q1 FY18	Q1 FY17	Y-o-Y	Q4 FY17	Q-o-Q
Net Revenue	71.47	65.43	9%	68.88	4%
EBITDA	5.29	5.00	6%	3.58	48%
EBITDA Margin	7.40%	7.64%	(24bps)	5.20%	220bps
PAT	3.25	2.60	25%	1.63	99%
PAT Margin	4.54%	3.97%	57bps	2.37%	217bps
EPS	1.95	1.74	12%	1.09	79%

Management Comments:

"This quarter of Q1FY18, we have registered a revenue growth of over 9% and recorded an excellent increase in our overall profit by over 25% based on year-on-year comparison. We are very happy to state that we witnessed a very strong volume demand in the quarter gone by. The overall volume registered over 14% growth in the quarter. This growth has been driven by demand across all product segments.



We have always focussed on improving and maintain operational efficiencies for a better profitability. On the same lines, we installed a Solar Power plant at our Khopoli unit in Maharashtra. This has given us a significant amount of savings on the costs. Our operating efficiencies combined with capacity expansion has benefited us a lot. Despite challenging market conditions our Company achieved these numbers. Raw material prices remain volatile and pose a challenging market scenario for us. Despite this and other similar challenges we are committed to growth and are confident that we will do well.

Our strategic plan of capacity expansion will help us increase our geographical presence. This expansion will enable us to cater to a wider range of customers by increasing the available SKUs significantly. Going forward, we continue to look at opportunities by exploring the high demand markets of South India. In line with its vision of profitable growth, our Company has been successful in further strengthening its presence in highly profitable geographies. This quarter we even witnessed a significant growth in our export orders. This is another area that has led to better profitability.

We are well poised in the GST regime and have started experiencing the impact of it on our business. The earlier threats are slowly waning off and we are starting to reap the benefits out of it. At the same time, continuously improving conditions in infrastructure, construction and other related sectors which will help in better performance. We expect significant order inflow in the coming quarters. We are confident of better days ahead."

Installed Solar Plant at Khopoli, Maharashtra (Capacity - 1100 MWh / Year & 2,400 Solar Panels mounted): -

Rama Steel Tubes Ltd. collaborated with Visa Powertech Pvt Ltd., which has more than 6 years of experience and has built significant expertise across all facets of the solar industry. This will minimize the carbon footprint. The target is to be one of the most energy-efficient ERW pipes manufacturing plants in India. The installation of the panels started in the February 2017 and covers a total land of 3.75 acres. This will significantly reduce the cost of energy with this at the Khopoli facility in Maharashtra. At the same time the Company is continuously developing innovative processes to modernize production, with a plan to introduce new dia-sizes of ERW products for customers.

Q1 FY18 Performance Highlights:

- **Net Revenue stood at Rs. 71.47 crore** in Q1 FY18, as against Rs. 65.43 crore in the corresponding previous period, a **YoY growth of 9%**
- **EBITDA stood at Rs. 5.29 crore** in Q1 FY18 as against Rs. 5.00 crore in the corresponding previous period and **grew by 6% YoY**
- **Profit After Tax stood at Rs. 3.25 crore** in Q1 FY18 as against Rs. 2.60 crore in FY16, **YoY growth of 25%**
- **PAT margin at 4.54%**, an improvement of **57 basis points YoY**
- **EPS of Rs. 1.95**, **growth of 12%**



About Rama Steel Tubes Limited:

Incorporated in 1974, Rama Steel Tubes is a pioneer in the steel tubes industry and well established strong brand known for its high quality, amongst customers. The Company has two state of art manufacturing facilities in Sahibabad and Khopoli with a total installed capacity of 1,32,000 MT. Rama, under its strong brand of 'TTT Rama' offers a wide product suite, with presence in key sectors and catering to diverse applications in sectors of automobile, infrastructure, real estate and furniture amongst others. The Company has robust exports, which currently contribute to ~15% of revenues.

For more details please visit: www.ramasteel.com

For any Investor Relations query, please contact:

Mr. Richi Bansal CEO Rama Steel Tubes Limited Email: ceo@ramasteel.com	Savli Mangle/Amit Sharma Bridge Investor Relations Pvt. Ltd. Phone: +91-22-26873003 Email: savli@bridge-ir.com / amit@bridge-ir.com
--	---

Note: *Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Further, past performance is not necessarily indicative of future results. Given these risks, uncertainties and other risk factors, viewers are cautioned not to place undue reliance on these forward-looking statements. Rama Steel Tubes Ltd. will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.*

