



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

November 8, 2016

The Manager – Listing National Stock Exchange of India Ltd Exchange Plaza, Bandra Kurla Complex Bandra (East) Mumbai – 400 051 Symbol: RAMASTEEL	The Secretary Corporate Relationship Dept. BSE Limited P.J. Towers, Dalal Street, Mumbai – 400 001 Scrip Code: 539309
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SUB: MEDIA RELEASE

Dear Sir / Madam,

We are enclosing herewith Media Release, pursuant to Regulation 30(6) of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Kindly take the same on record.

Thanking you,

For **RAMA STEEL TUBES LIMITED**

(KAPIL DATTA)
COMPANY SECRETARY



Encl.: As above.



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Media Release

Strong Growth Across Product Segments

EBITDA at Rs. 5.42 crore, YoY growth of 37%

EBITDA Margin at 9%, Increase of over 280 bps on YoY

PAT at Rs. 2.62 crore, YoY growth of 63%

PAT Margin at 4%, Increase of over 185 bps on YoY

Mumbai, November 08, 2016: Rama Steel Tubes Limited (BSE: 539309, NSE: RAMASTEEL), a leading player in the manufacturing of ERW pipes, announced its un-audited results for the quarter and half year ended September 30, 2016.

Key Financials:

Particulars (Rs. Crs)	Q2 FY17	Q2 FY16	YoY	Q1 FY17	QoQ	H1 FY17	H1 FY16	YoY
Revenue	58.79	62.23	(6%)	65.61	(10%)	124.40	115.13	8%
EBITDA	5.42	3.97	37%	5.19	5%	10.59	6.12	73%
EBITDA Margin	9.22%	6.38%	284 bps	7.90%	132 bps	8.51%	5.32%	319 bps
PAT	2.62	1.61	63%	2.61	0.5%	5.23	2.09	150%
PAT Margin	4.46%	2.59%	187 bps	3.97%	49 bps	4.20%	1.82%	238 bps

Management Comments:

Commenting on the results, Mr. Richi Bansal, CEO, Rama Steel Tubes Ltd said:

"This quarter's performance beats our own expectations and delivered strong volume growth. Our performance in terms of operating efficiency coupled with favourable raw material conditions led to robust EBITDA Margins. The margins posted by us in the last couple of quarters should be



considered as more sustainable in nature. At the same time our efforts to control the working capital requirement contributed to the improved bottom line.

This quarter we successfully commenced the operations for the second line at our Khopoli plant. This has enabled us to expand our presence in the Western region. We are happy to state that we are moving absolutely in line with our strategic plan on capacity expansion and increasing our geographical presence.

Going forward, we continue to look at opportunities by exploring the high demand markets of Southern India. We also plan to venture in value added products like Pre-Galvanized Tubes, that we expect to do well, enabling us to earn incremental margins."

Q2 & H1 FY17 Performance Highlights:

Q2 FY17 Highlights: -

- **Revenue stood at Rs. 58.79 crore** in Q2 FY17, as against Rs. 62.23 crore in the corresponding previous period
- **EBITDA stood at Rs. 5.42 crore** in Q2 FY17 as against Rs. 3.97 crore in the corresponding previous period and **grew by 37% YoY**
- **EBITDA margin at 9.22%**, an improvement of **284 basis points YoY** mainly on account of **favourable commodity prices**
- **Profit After Tax stood at Rs. 2.62 crore** in Q2 FY17 as against Rs. 1.61 crore in Q2 FY16, **YoY growth of 63%**
- **PAT margin at 4.46%**, an improvement of **187 basis points YoY**

H1 FY17 Highlights: -

- **Revenue stood at Rs. 124.40 crore** in H1 FY17, as against Rs. 115.13 crore in the corresponding previous period, a **YoY growth of 8%**
- **EBITDA stood at Rs. 10.59 crore** in H1 FY17 as against Rs. 6.12 crore in the corresponding previous period and **grew by 73% YoY**
- **EBITDA margin at 8.51%**, an improvement of **319 basis points YoY**
- **Profit After Tax stood at Rs. 5.23 crore** in H1 FY17 as against Rs. 2.09 crore in H1 FY16, **YoY growth of 150%**
- **PAT margin at 4.20%**, an improvement of **238 basis points YoY**



Other Key Highlights

- Commenced the second production line at plant in Khopoli, Maharashtra – additional 36,000 MT to existing capacity
- Total installed capacity of the Khopoli plant stands at 72,000 MT and overall capacity for the Company at 1,32,000 MT
- Total capex for Unit 2 was Rs. 5 crore
- Unit 2 at Khopoli plant has installed capacity of 36,000 MT with total cost of Rs. 5 crore
- Strategic location of Khopoli plant contributes to Companies better performance
- Units offer an increased range of diverse and value added products (eg. Pre-Galvanized Tubes) - bringing down logistics costs, positively impacting realizations and profitability

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 and spread across 76 countries.

For more details please visit: www.ramasteel.com

For any Investor Relations query, please contact:

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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.*

