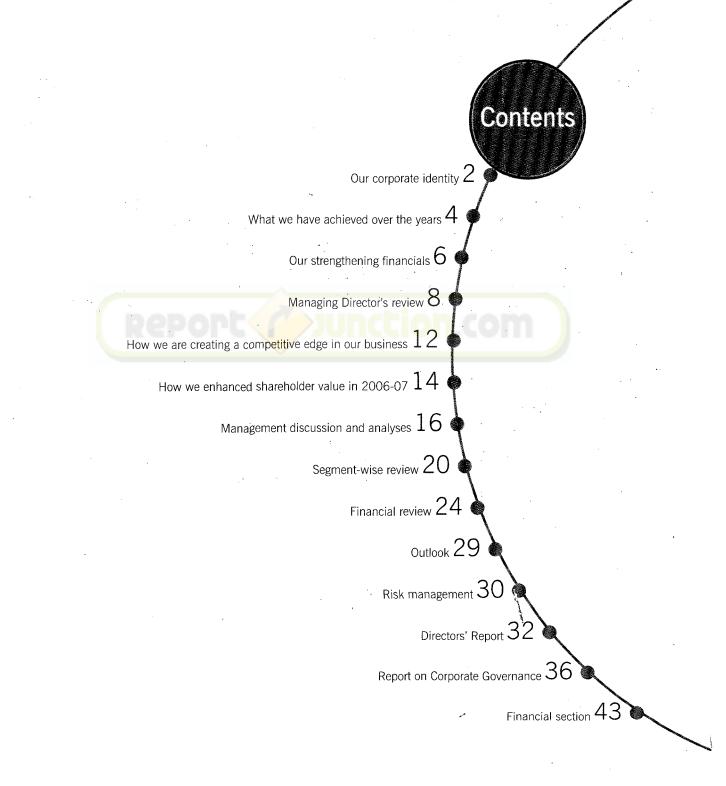


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Bihar Tubes Limited Annual Report 2006-07

## ...Suzlon Energy • Moser Baer • Jubilant Organosys • Gammon India • Triveni Engineering • Inter Arch Building Products • Kirby Building Systems • B. L. Kashyap & Sons • Adani Agri-Logistics Reliance Industries Tata Motors L&T Simplex Infrastructure Era Constructions • Indian Railways • BHEL • Airport Authority of India • BSNL • NCL Industries • B.G. Shirke Construction & Technology • DMRC • JBM Group • Tiger Steel • ANG Auto and other leading Indian companies?



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When it comes to selecting specialised steel tubes from the various companies listed on the cover, they turn to only one company.

# Bihar Tubes Limited.

One of the largest and fastest growing tube manufacturers in India today.

# Our corporate identity

## Our mission

To achieve the best quality at an affordable price

## Our goals

- To satisfy the customer
- To meet customers' requirements all the time
- To implement quality policy through research, development and training
- To involve all our employees in our overall development

## Our location

- Headquartered in New Delhi
- Manufacturing unit
   in Sikandrabad (Uttar
   Pradesh)

## Our products

- ERW pipesHot dipped
- galvanised pipes
- Pre-galvanised pipes
- Galvanised sheets
- Structural tubes

# Our market

over 100 Indian cities

• Products exported to over 20 countries covering the Indian sub continent, Africa, America and Europe

## Our customer segments

• Network comprising over 100 dealers

- Contractors
- Government
   contracts and rate
   contracts
- Railways
- Exports
- Projects

## Our achievements

- ISO 9001:2000
  certification
- Government of India awarded us certified Export House status

#### Who owns us • 42% ownership by the general public

- 58% promoters'
   stake
- Company's share traded on BSE

Indian standard	Application	のための小子
IS 1239	Water, oil and gas line	
IS 1161	Construction	
IS 3601	General engineering	
IS 3589	Casing pipes, boring applications	_
IS 4270	Deep boring belt system	
IS 4923	Structural tubes for infrastructure purpose	-

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# What we have achieved over the years 1994

Set up galvanising plant. Received ISI certification.

1995 IPO of 2.19 mn shares of Rs. 10 at Rs. 20, Mobilised Rs. 43.80 mn.

## 2002

Installed high speed gallium tube mill with the latest technology from Kusakabe.

Received the ISO 9001:2000 certificate.

## 1986

Promoted by the late Mr. Sudesh Gupta.

## 2004

Added another high speed tube mills from Gallium 1.5" To 4".

## 1986 Started

manufacturing of steel tubes.

## 2006

Added another high speed tube mills from Gallium 0.5" To 2.5".

Added gallium precision slitter.

Installed a second galvanizing plant.

Added fully automatic threading machine.

# **Our brand**enhancing customers

## Construction industry

- L&T
- Era Constructions
- Nagarjuna Constructions
- Adani Agri Logistic
- Gammon India
- Reliance Industries
- Kirby Building Systems
- B. L. Kashyap & Sons
- Inter Arch Building Products
- Tiger Steels

## Sugar industry

- Triveni Engineering
- Bajaj Hindustan

#### Chemical industry Jubilant Organosys

#### Power industry Suzlon Energy

### Prefab industry

- Sintex Industries
- Modern Prefabs
- NCL Industries

#### Scaffolding industry Turbo Scaffolding

Agriculture

equipment industry Uniparts India

## Others

- UNICEF
- Coalfields
- Bharat Sanchar Nigam
- Jal Nigam (Uttaranchal)
- Jal Nigam (Uttar Pradesh)
- Bharat Heavy Electricals
- Central Public Works Department



# How we strengthened our business in 2006-07

#### Inside our plants

- Commissioned the latest machine to manufacture 0.5" to 2.5" diameter pipes to run at a speed of 150 metres per minute.
- Commissioned gallium precision slitter and automatic threading machine
- Commissioned a second galvanising plant
- Embarked on a backward integration to manufacture galvanizing coil
- Proposed expansion at Maharashtra for the

manufacture of commercial tubes, precision tubes and API tubes (As per the specifications from American Pipe Institute)

- Reported 14% increase in average monthly production from 4,029 MT in 2005-06 to 4,580 MT in 2006-07
- Use of long rolling mills with increased efficiency

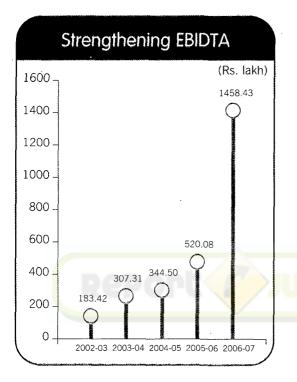
#### Inside our Board room

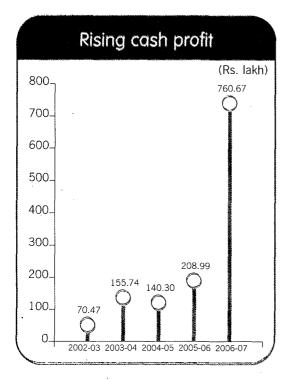
• Authorised share capital increased from Rs. 5 cr to Rs. 10 cr

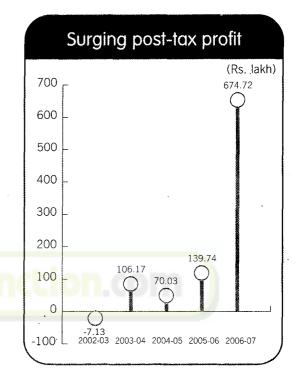
- Announcement of bonus shares in the ratio of 1:1
- Announcement and payment of an interim dividend at the rate of 10%
- The Company's securities were permitted to trade on BSE Indonext under the category of S Group with effect from September 2006, enhancing liquidity

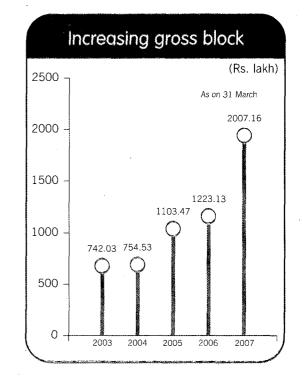
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# Our strengthening financials

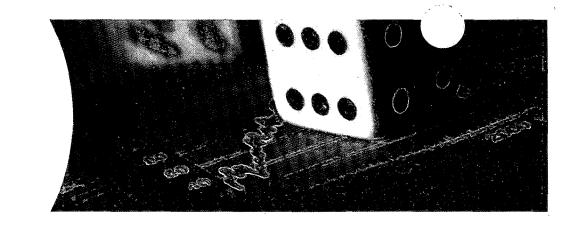


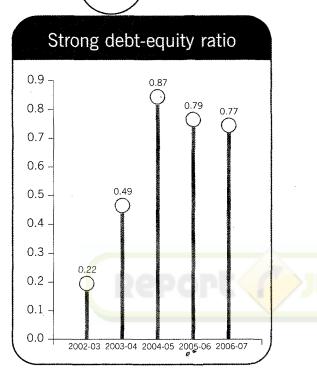


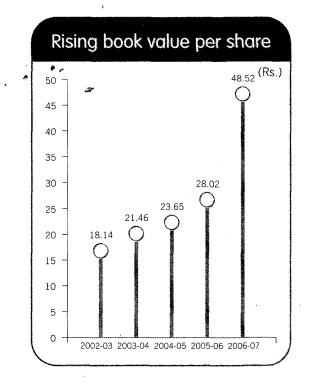




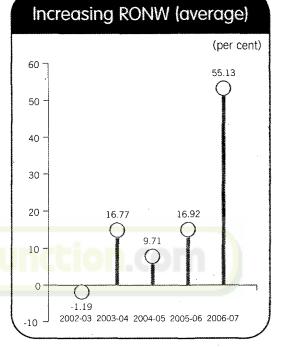
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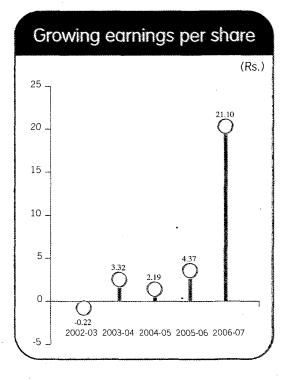






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## An attractive volumevalue play will drive the Company's growth over the foreseeable future 77

Sanjay Gupta, Managing Director, reviews the Company's performance in 2006-07 and looks ahead