

Date: March 27, 2025

To,
Listing Department
The National Stock Exchange of India Limited,
Exchange Plaza, Bandra Kurla Complex,
Bandra East, Mumbai – 400051

Corporate Relationship Department
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai - 400 001

NSE Symbol – **HARIOMPIPE**

BSE Scrip Code- **543517**

Dear Sir/Madam,

Sub: Investor Presentation on Participation in “Bharat Connect Conference – Rising Stars 2025:

Pursuant to the provisions of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the “listing Regulations”), we are enclosing herewith a copy of Investors Presentation for participation in “Bharat Connect Conference - Rising Stars 2025” on March 27, 2025 at 4:00 pm (IST) organized by Arihant Capital.

A copy of the said presentation is also being made available on the website of the Company at www.hariompipes.com.

Please take the above information on record.

Thanking You.

For **Hariom Pipe Industries Limited**

Rekha Singh
Company Secretary & Compliance Officer
M. No. A33986

Encl: a/a



Hariom Pipe Industries Limited

Investor Presentation
March 2025

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01

About Us

17+ Years

Rich industry experience

701,232 MTPA

Total Installed Capacity

800+

Dealers Across India

2

Trusted Brands

~85%

Sales through Dealer Network

4

State-of-the-art Manufacturing Units

8

Major Product Lines

60 MW

Solar Power Plant LOA Acquired (Mar 2025)

~15%

Direct B2B Sales

~112 Acres

Manufacturing Infrastructure

800+

SKUs in Product Portfolio

20+

Years of Promoters' Domain Expertise

3

ISO Certifications: Quality, Environment & Safety

Leading

Vertically Integrated Iron & Steel Manufacturer

Strong

Presence in Southern & Western India



CY07

- Incorporated as Hari Om Concast and Steels Private Limited on 21st June 2007

CY08

- Started Furnace Division in February

CY10

- Started Rolling Mill Unit in May
- Started Pipe Mill Unit-1 in July

CY11

- Started Pipe Mill II, Scaffolding Unit

CY17

- Started slitting line

CY18

- Converted to a public limited company; renamed as Hariom Pipe Industries Limited

CY23

- Acquired operating assets with GP/GI capacity of 180,000 MTPA located at Tamil Nadu, resulting in product diversification
- 10+ new value-added products, such as GP pipes and coils, added
- Increased the Pipe Mill's capacity to 132,000 MTPA
- Set up a GP Unit at Mahabubnagar, with a 120,000 MTPA total capacity
- ₹102.85 crores received through the issue of warrants and equity shares

CY22

- Increased Scaffolding Unit capacity to 5000 MTPA
- Raised ₹130 crores (gross) through an IPO on Main Board (NSE and BSE) on Apr'22
- Furnace unit installed capacity increased to 104,232 MTPA, while rolling mill installed capacity was increased to 124,000 MTPA

CY20

- Acquisition of Sponge Iron Unit situated at Anantapur, A.P., with a capacity of 36,000 MTPA to achieve cost efficiency and better control of the entire value chain

CY19

- Enhancement of installed capacity in Furnace Unit, Rolling Mill and Pipe Mill to 264,832 MTPA

CY24

- ₹86.65 crores received for balance of warrants and equity shares



Mr. Pramod Kapoor Kumar - *Chairman & Independent Director*

- Decades of experience in production, quality control, R&D, and marketing within the textile industry



Mr. Rupesh Kumar Gupta - *Managing Director*

- Founder & MD, he has been the primary driving force behind the company's business strategies and growth
- His leadership has been instrumental in the company's consistent development



Mr. Sailesh Gupta - *Whole-time Director*

- Plays a key role in identifying, negotiating, and implementing new business opportunities
- Contributes significantly to operations, team building and client acquisition



Mr. Rajender Reddy Gankidi - *Independent Director*

- Vast experience in banking, particularly in credit analysis, infrastructure lending, project finance, corporate finance, risk management, and compliance.



Mr. Soumen Bose - *Non-Executive Director*

- Highly accomplished professional in the steel industry
- Strong expertise in steel-making, procurement, and logistics.



Ms. Sneha Sankla - *Independent Director*

- Independent Director and a qualified Company Secretary
- Her expertise includes advisory on corporate governance, legal and secretarial matters, POSH law, and compliance with regulations under the Companies Act.



Mrs. Sunita Gupta - *Non-Executive Director*

- Lends her extensive expertise to the company's growth and expansion, offering valuable insights in her advisory capacity.



02

Business Overview

State of the art manufacturing facilities across Southern India

Mahabubnagar Unit-I, Telangana



Ananthapur Unit-II, Andhra Pradesh



Perundurai Unit-III, Tamil Nadu



Mahabubnagar Unit-IV, Telangana



Capacity across plants (MTPA)	Products	FY22	FY23	FY24
Ananthapur	Sponge Iron	36,000	36,000	36,000
	M.S. Billets	95,832	104,232	104,232
	HR Strips	84,000	124,000	124,000
Mahabubnagar	MS Tubes	84,000	84,000	132,000
	Scaffolding	1,000	5,000	5,000
	Galvanized Pipes & Coils	-	-	120,000
Perundurai	Galvanized Pipes & Coils	-	180,000	180,000
Total Capacity		300,832	533,232	701,232

~112 acres

Total Land across all facilities

~65 acres

Available for future expansion and growth



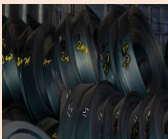


Backward integrated Raw material internally consumed to make Finished products

Current Cumulative Capacity

264,232 MTPA
Raw Materials

437,000 MTPA
Finished Goods

Diversified range of product basket...

Product Name	Description
 <p>Sponge Iron</p>	<ul style="list-style-type: none"> Made by reducing iron ore using a reducing gas at temperatures below iron's melting point Used as raw material for production of MS Billets, also may be sold in market if margins are favorable
 <p>MS Billets</p>	<ul style="list-style-type: none"> Semi-finished steel product made by melting steel scrap and sponge iron Used as raw material for producing HR Strips. Can also be sold in market for application in TMT bars and structural products for infra & automobile industry
 <p>HR Strips</p>	<ul style="list-style-type: none"> Flat steel products produced by heating steel slabs and rolling them to the desired thickness Used as raw material for MS pipes and tubes. Applications in Automotive and Truck Frames, Pickling and Oiling Process, Machinery manufacturing, Construction etc.
 <p>MS Tubes & Pipes</p>	<ul style="list-style-type: none"> Available across different shapes, thickness & sizes Application in machinery & fabrication, automotive, construction, infrastructure projects, furniture & interior design etc.
 <p>Scaffolding</p>	<ul style="list-style-type: none"> Modular systems for supporting construction work at height, designed for safety and ease of assembly Used in building construction, repairs, renovations, stage setups, and lighting structures

Product Name	Description
 <p>HRPO Coils</p>	<ul style="list-style-type: none"> Customized for various applications, used as raw material for producing CR Coil Applications in automobile industry, sheet metal manufacturing, pipes & tubes, and industrial parts
 <p>CRCA Coils</p>	<ul style="list-style-type: none"> Processed to enhance hardness, strength, and surface finish. Used as raw material in GP Coil Used in construction, automotive parts, and other applications requiring high-quality steel with good aesthetic appearance and drawability
 <p>CRFH Coils</p>	<ul style="list-style-type: none"> Exceptional durability and performance, used as raw material for producing GP Coil Used in industrial cable trays, automotive components, pre-engineered buildings, window profiles, bridges, and agricultural machinery
 <p>GP Coils</p>	<ul style="list-style-type: none"> Steel coils coated with zinc for corrosion resistance, used as raw material for producing GP Pipe Applications in roofing systems for pre-engineered buildings, packing strips, rolling shutters, and fan industries
 <p>GP & GI Pipes</p>	<ul style="list-style-type: none"> Pre-Galvanized Pipes with a zinc coating for corrosion resistance GP Pipe used in bus manufacturing, fabrication, construction, and industrial sheds whereas GI pipe is used in water transportation and irrigation


HRPO: Hot Rolled Pickled & Oiled, CRCA: Cold Rolled Closed Annealed, CRFH: Cold Rolled Full Hard, GP: Galvanized Plain, GI: Galvanized Iron

High Margin Products


Significant increase in share of value-added products

Particulars (Quantity-MTPA, Revenue- INR Lac)	FY20			FY21			FY22			FY23			FY24			9M FY25		
	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%
GP Pipe & Others	-	-	0%	-	-	0%	-	-	0%	11,953	8,636	13%	73,651	48,939	42%	69,674	43,602	46%
GP Coil & Others	-	-	0%	-	-	0%	-	-	0%	1,229	840	1%	18,892	12,050	10%	17,260	10,124	10%
MS Tubes	22,896	8,850	55%	26,896	15,062	59%	42,386	28,631	66%	65,222	39,361	61%	78,639	42,628	37%	74,445	37,869	40%
Scaffolding	1,012	475	3%	185	141	1%	924	769	2%	3,207	2,339	4%	3,484	2,540	2%	2,283	1,487	2%
Sponge Iron	-	-	0%	20,551	4,933	19%	-	-	0%	8,307	2,793	4%	12,272	3,481	3%	3,944	994	1%
MS Billets	9,972	2,879	18%	1,590	556	2%	3,984	2,184	5%	6,918	3,498	5%	5,082	2,177	2%	2,550	1,117	1%
HR Strips	11,008	3,874	24%	11,518	4,722	19%	18,551	11,472	27%	12,249	6,903	11%	6,995	3,504	3%	1,098	542	0%
Total	44,888	16,078	100%	60,740	25,414	100%	65,845	43,057	100%	1,09,085	64,371	100%	1,99,015	115,319	100%	1,71,254	95,735	100%


Well positioned to take advantage of growing demand across diverse end user industries with different size and thickness requirements




Auto Components




Fan Stamping & Power Circuit



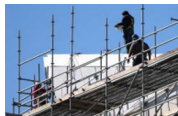
Greenhouse Structures




Fencing & Staircase




Solar Structures




Construction & Infrastructure




Irrigation & Water Transport




Shelving & Racking Systems




PV & CV Body




Furniture & Home Interiors




Gym Equipment




Crash Guards




Elevator Frame & Components



Airports



Engineered Structures

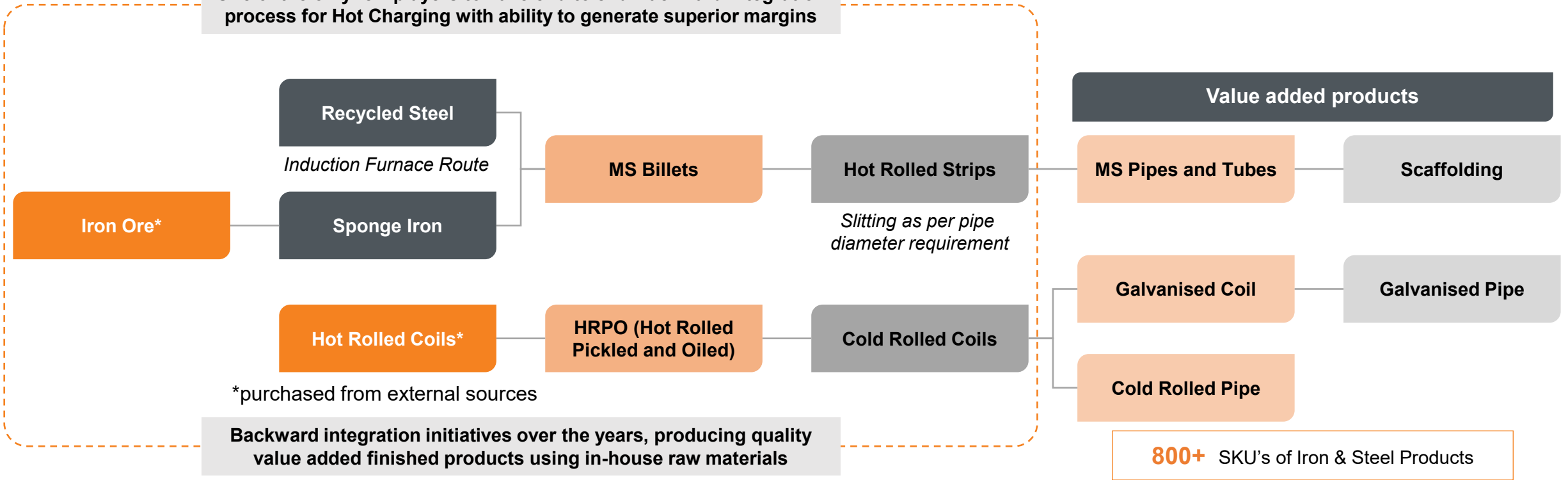


Electrical Conduits

Key Applications

Vertically integrated operations with advanced thin walled pipe solutions

One of the only few players to have end to end Backward Integration process for Hot Charging with ability to generate superior margins



Innovation in technology & processes with key differentiation in terms of thickness, length, quality, and customisation



Capability to make <2mm thickness pipe



MS pipes starting from 1.20mm thickness and CR/GP pipes and coils from 0.6mm thickness

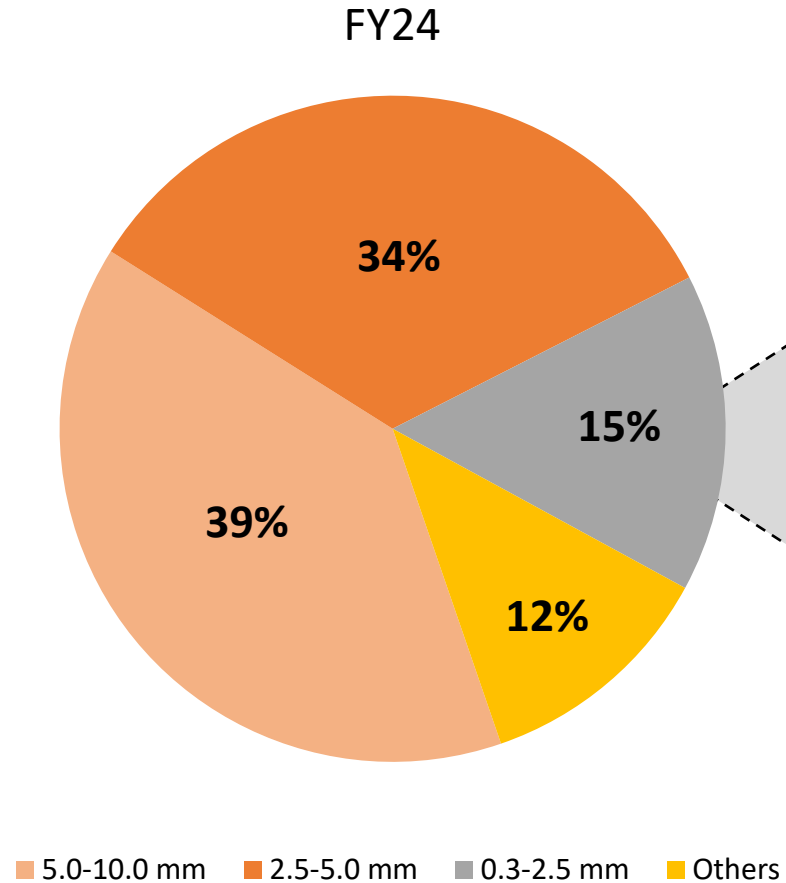


In-House Tandem mill with capability to produce premium-quality pipes with thicknesses as thin as 0.4mm



Capable for reducing the coil thickness by up to 60% enabling production of high-quality materials

Consumption Segmentation by Thickness



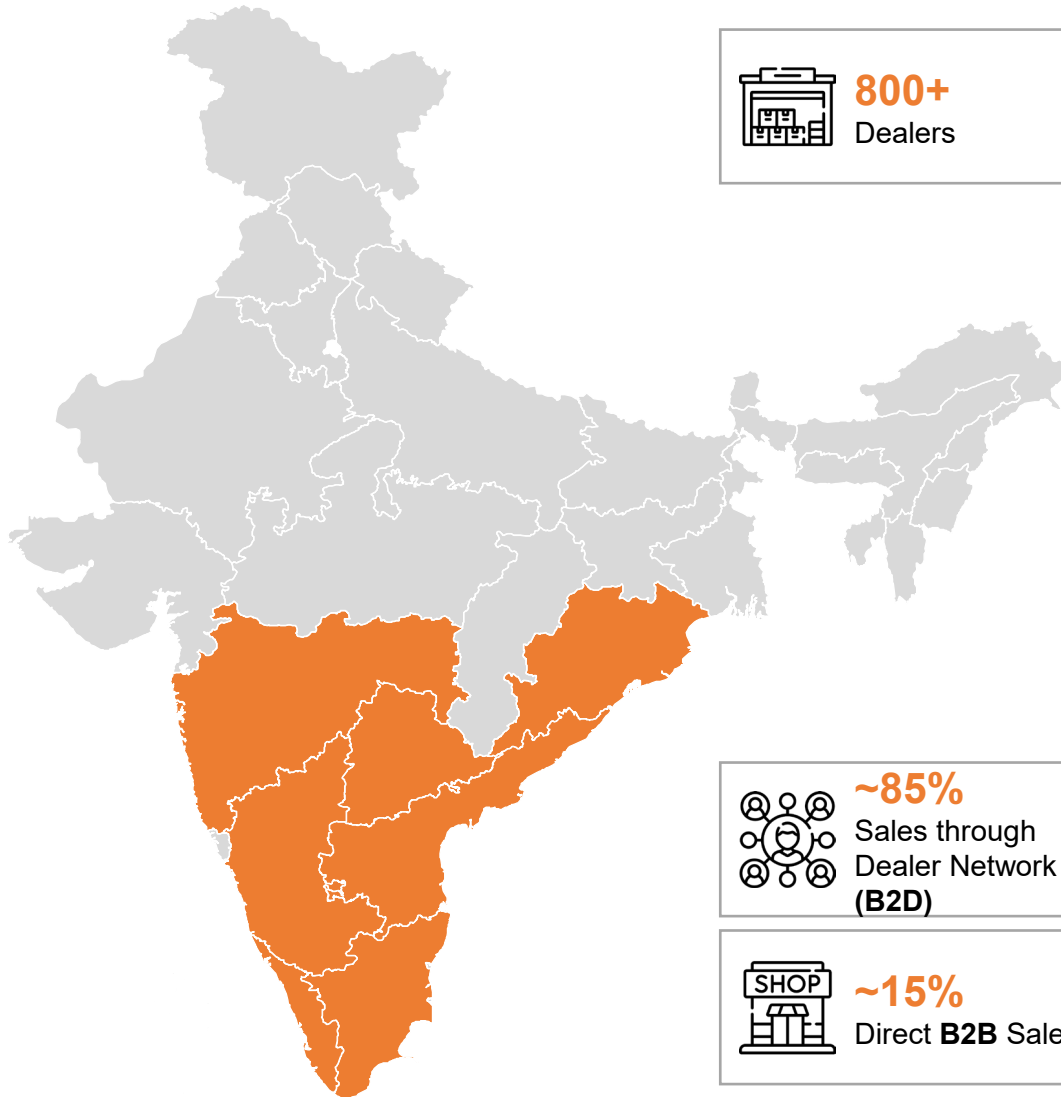
~9.5%

**Hariom's Market Share in
0.3mm-2.5mm India steel
pipe segment in FY24[^]**

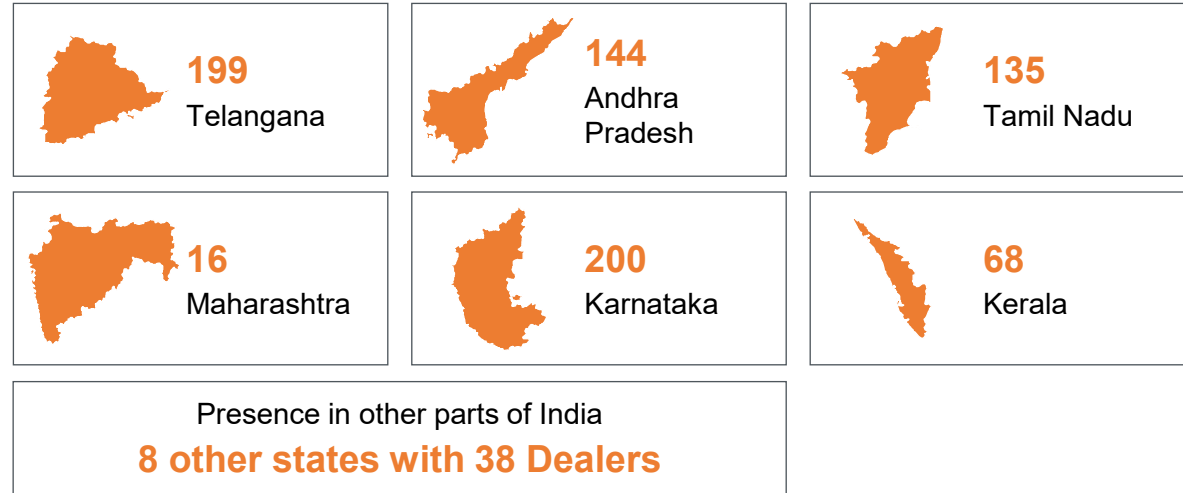
[^]Source: CARE Report

Strong Dealer base expanding market reach across regions

Strong presence in Southern & parts of Western India



Dealer Coverage



Healthy relationships with steel traders and manufacturers across Telangana, Andhra Pradesh, Kerala, Karnataka, Tamil Nadu & Maharashtra



Loyal dealer base with years of established relationships with **facilitation of channel financing** for dealer partners



Direct selling through dealers, eliminating distributor channel, **with ability to pass on better pricing to channel partners**



Direct engagement with fabricators through **personalized visits & informal group meetings, periodic meets with dealers**



Regular participation in industry events, trade fairs and exhibitions to keep up with the industry trends

01

Vertically integrated operations with advanced thin-walled pipe solutions



02

Comprehensive Product Range with Focus on Value-Added Solutions



03

Expanding Market Presence with Strong Dealer Network



04

Environmental Stewardship and Sustainable Manufacturing



05

Unparalleled market edge fostering superior competitiveness



06

Seasoned Leadership and Strategic Vision



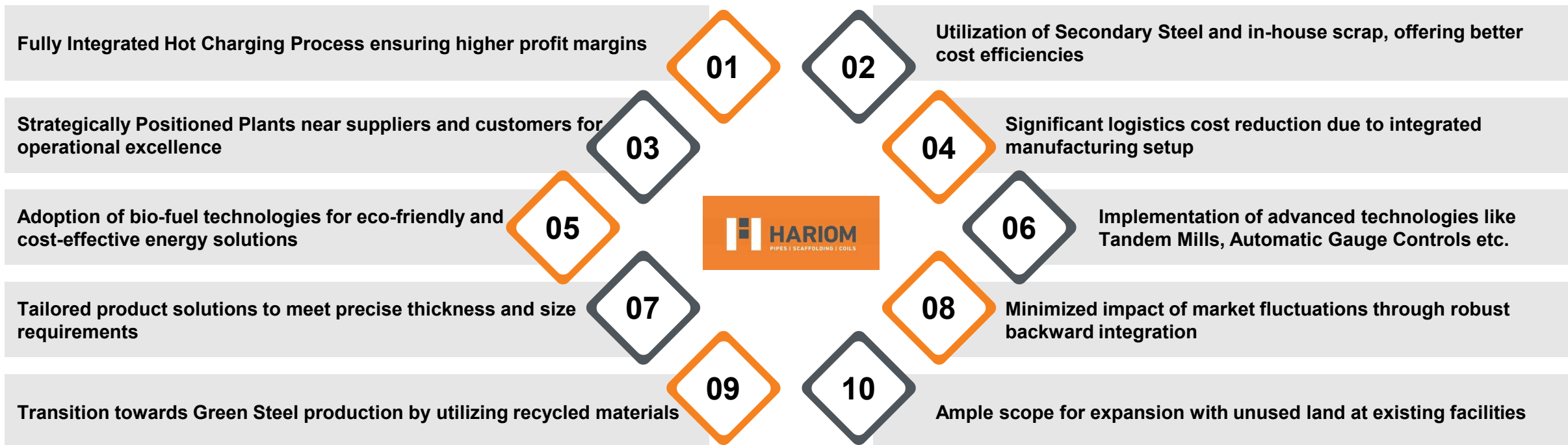
07

Proven Track Record of Financial Excellence

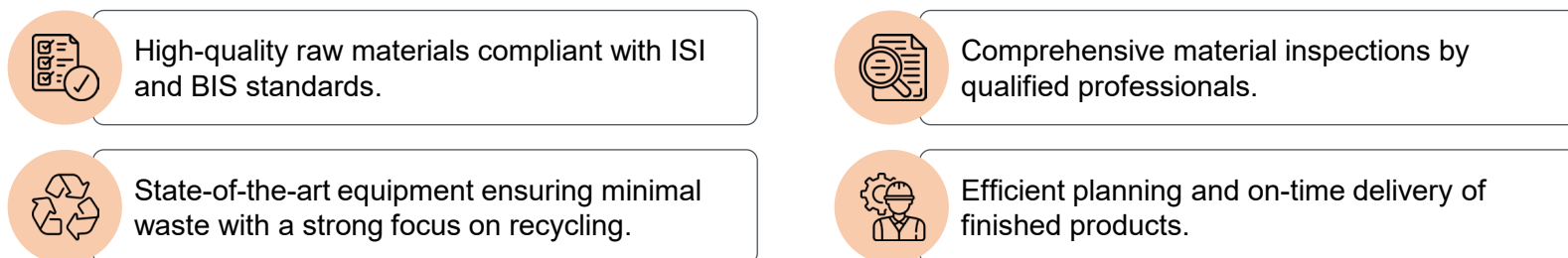


Differentiating Hariom vs Others

Staying ahead of the competition through agile adaptation of evolving market demands



Quality Control



Key Certifications

ISO 9001:2015	BIS Certified
ISO 14001:2015	ISI Certified
ISO 45001:2018	

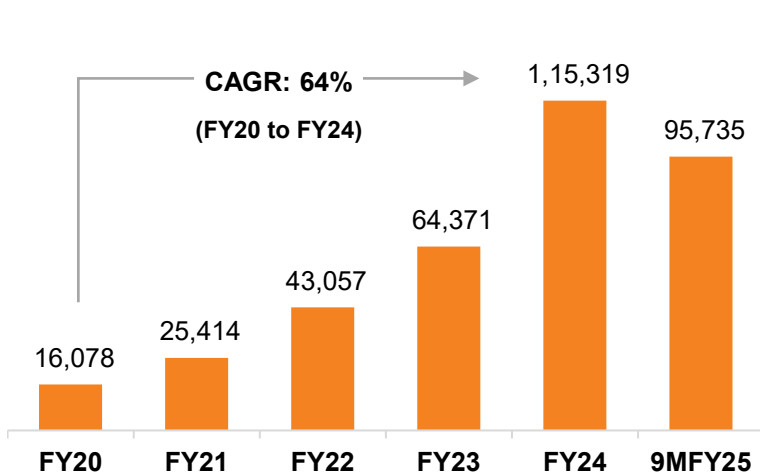


03

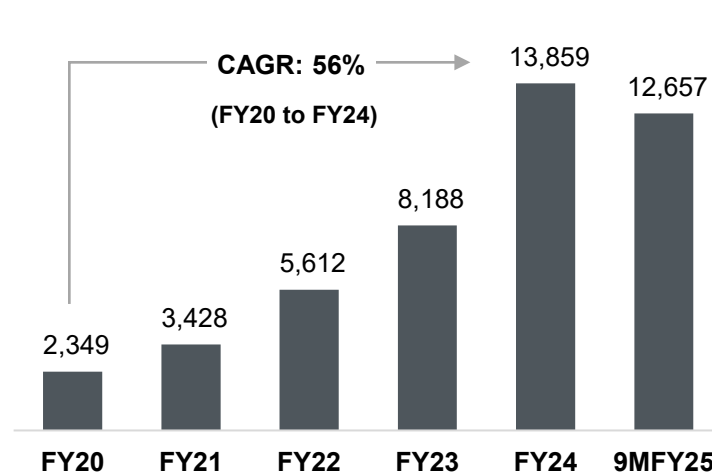
Financials

Track record of healthy financial performance (1/2)

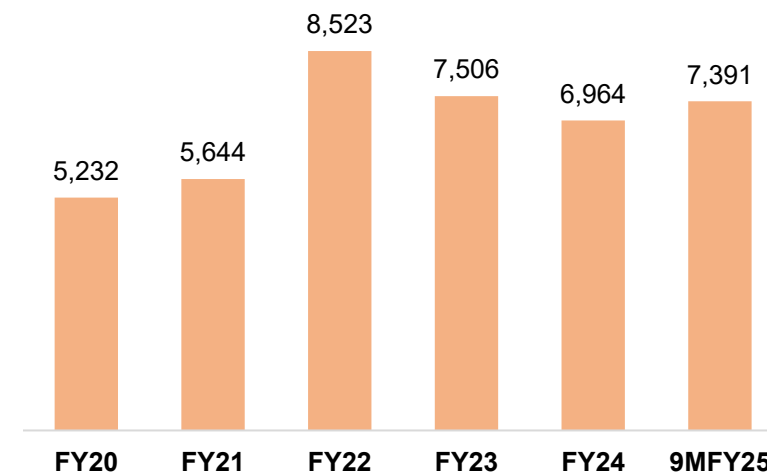
Revenue (INR Lac)



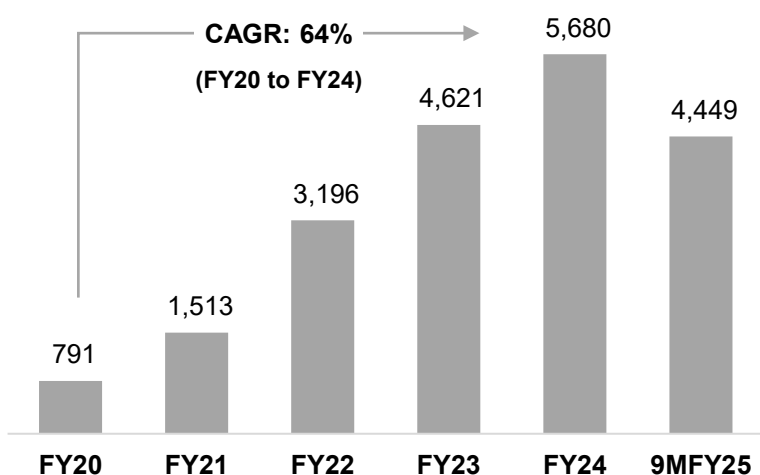
EBITDA* (INR Lac)



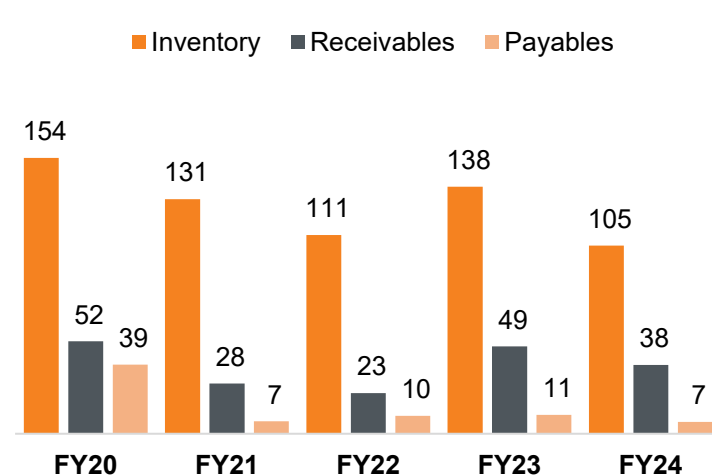
EBITDA/Ton* (INR)



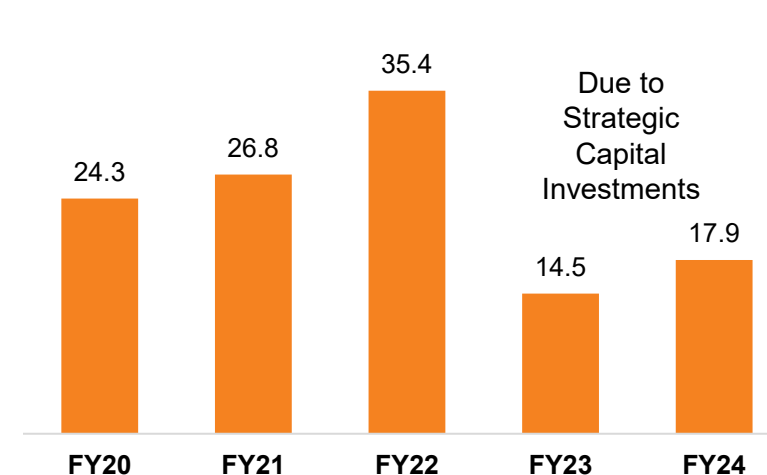
PAT (INR Lac)



Working Capital Cycle^ (Days)



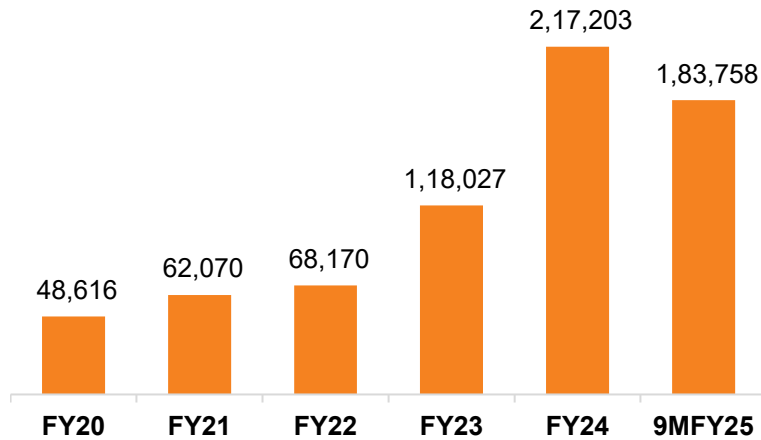
ROCE* (%)



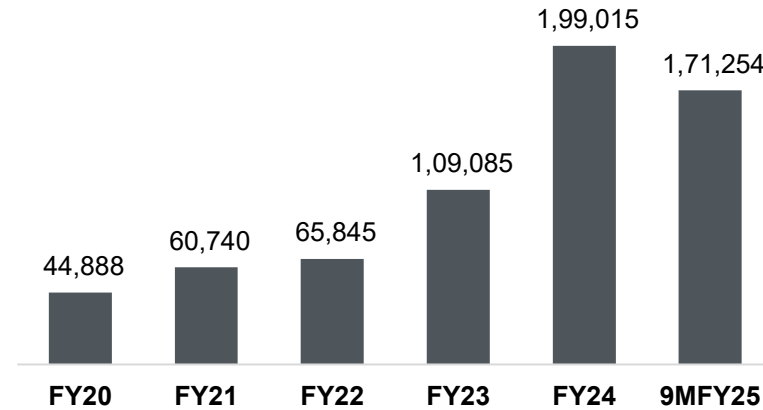
*excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

Track record of healthy financial performance (2/2)

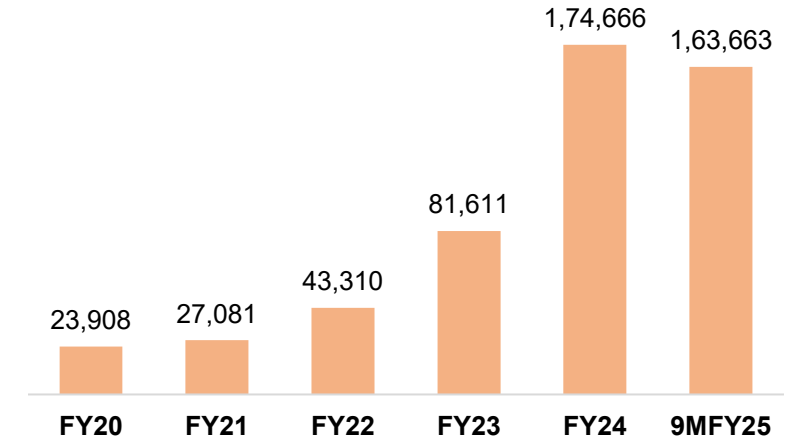
Production Volume (MT)



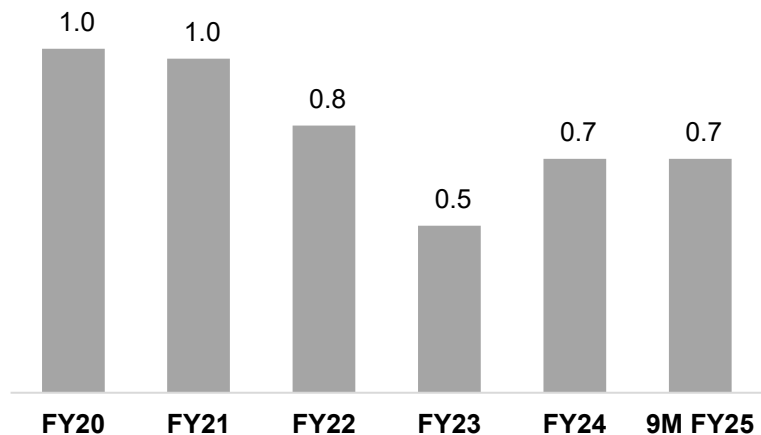
Sales Volume (MT)



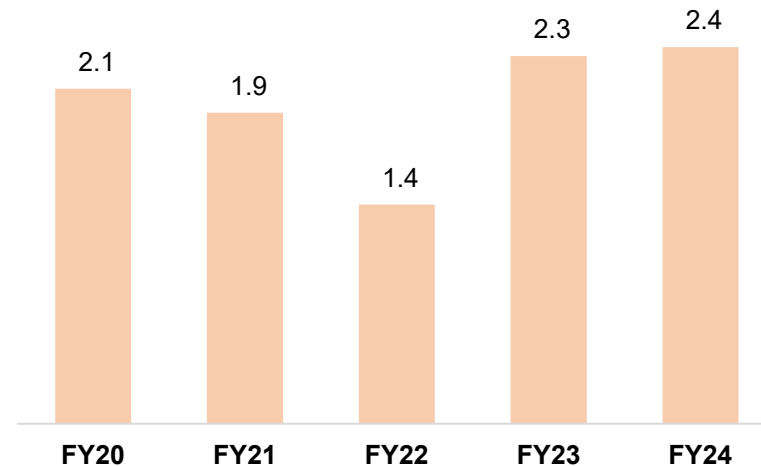
Value Added Product Sales (MT)



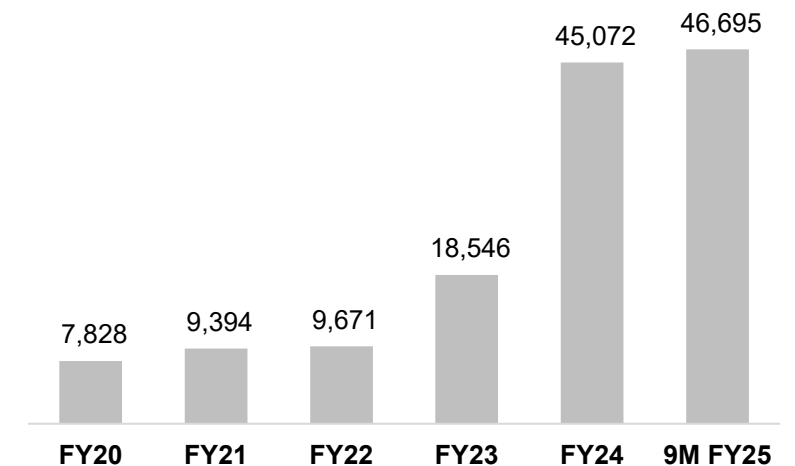
Net Debt/Equity



Net Debt/EBITDA



Gross Block (INR Lac)



Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years



04

Way Forward



Building on a well-defined strategy, the Company expects strong growth momentum in the upcoming financial year.



Focused efforts on operational efficiency, sustainable power usage, and increased traction in the **B2B and B2D segments** are expected to further enhance performance and profitability



The company is targeting 30% YoY Volume Growth in FY26 supported by

- Increase in Capacity Utilization of Expansion done in Value Added Products
- Deeper penetration into Tier 2/3 and rural markets
- Strengthening of its dealer network across Western and Northern India.



**Targeting
30% Volume
CAGR over the
next 2 years**



05

Powering a Sustainable Future



Go Green initiative



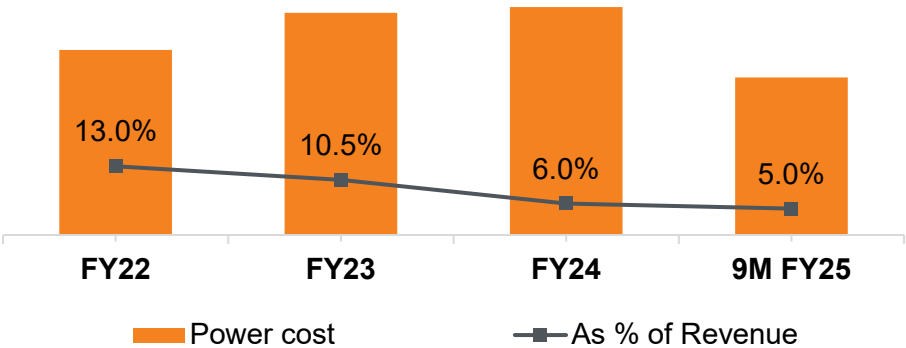
Bio Gas fuelled Plant to manufacture steel pipes in Tamil Nadu JV of Ministry of New and renewable Energy and IOCL.

Environmental friendly fuel with lower emissions made out of agro waste. Higher calorific value in methane results in lower requirement of combustible fuel



Reducing Power Costs with increasing consumption of energy from renewable sources

INR Lac



Pipe unit in Mahabubnagar, fully solar-powered

1.4 MW
Perundurai



2 MW
Mahabubnagar



3.4 MW
Solar Renewable Capacity

Deriving Efficiency in Manufacturing Operations



Reduced Power Usage



Recycled Water used in Production

Sustainable Steel Recycling



34K MT
Use of Steel Scrap in Production



~30-35%
Use of Recycled Steel

Melting furnace route provides greater flexibility & lower startup costs vs blast furnace route

HR Skelp/Strips from the induction furnace route generate less CO₂ and carbon particles, as advanced controls like bag filters capture emissions, reducing environmental impact

Project Details

- 60 MW Solar Power Plant
- Project Duration: 18 month
- Power Purchase Agreement with MSEDCCL: 25 Years
- Expected Units (PA): ~9.6 Million kWh PA

Our ESG thought process

- Enhancing ESG Profile
- Promoting clean energy
- Demonstrating commitment to responsible corporate citizenship

Long-term Sustainability

- Recognizing the responsibility to contribute to a greener & more sustainable future
- Aligning with India's sustainability goals
- Subsidies and Tax benefits will help recover our equity investment within the construction period.
- Enhancing our long-term plan for a green facility to manufacture our key products in Maharashtra.
- Sale of Steel Structure and Profiles for the Project which opens up an additional revenue stream / sector for the growth of Hariom Pipe Industries Limited.

Strategic Rationale

- Aligning with India's renewable energy push and government incentives.
- Strengthens Hariom's ESG profile.
- Reducing our carbon footprint, benefiting both compliance and branding.

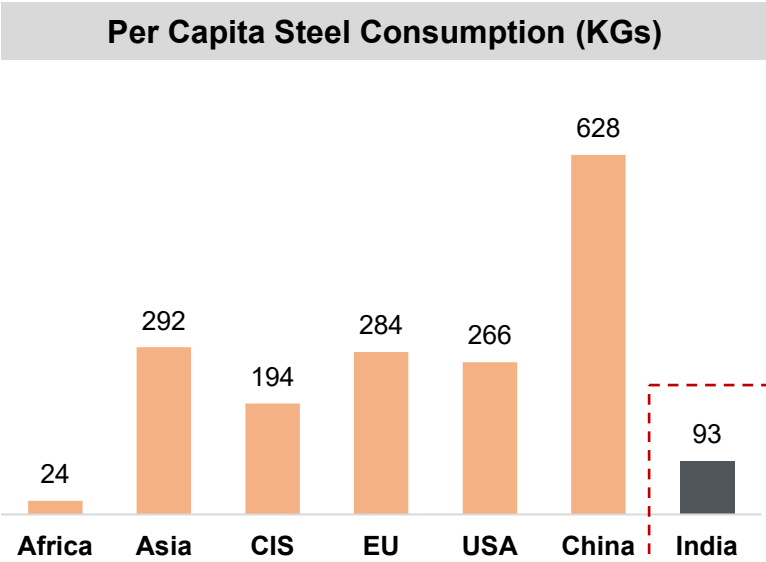
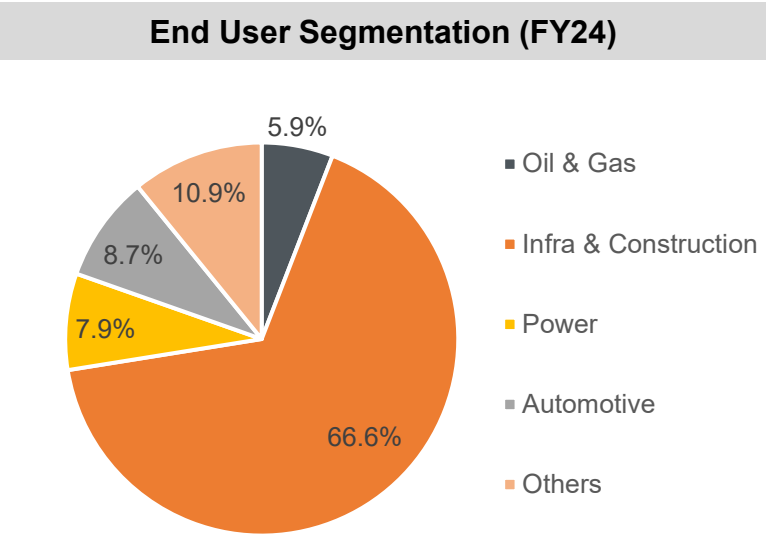
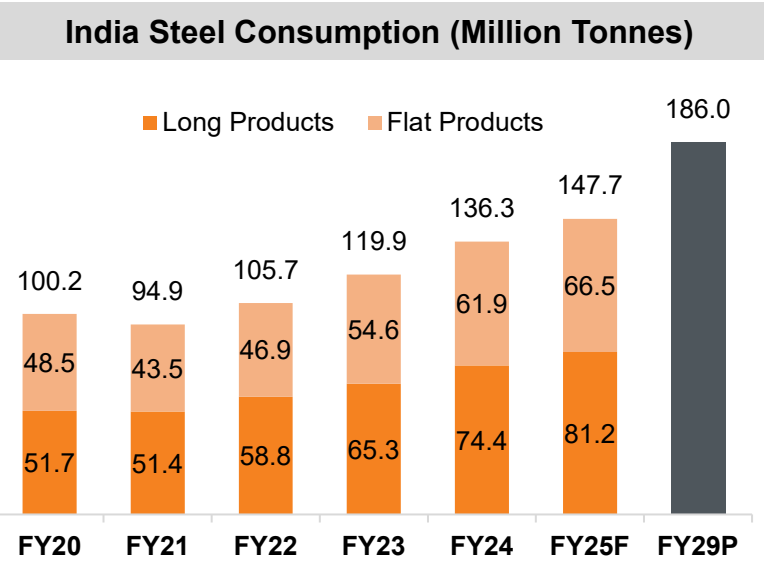




06

Industry Overview

India is the 2nd largest steel producer with significant future growth potential



Key Growth Drivers for Indian Steel Industry

Continued thrust of government on **Construction & infrastructure**

Growing Real Estate absorption led by increased **Urbanisation**

Growing demand of **specialised steel tubes** in furniture, sports equipment, fans etc.

Rising **demand for airport infra** across passenger and cargo terminals, runways, bridges, and walkways

Rising demand of critical products from **auto industry**

Rapid growth of **railway infrastructure** across the country

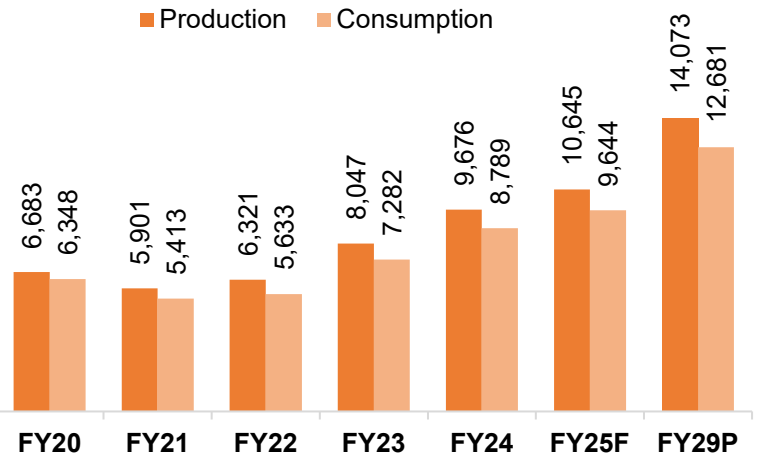
Government initiatives (PLI, National Steel Policy) to boost steel consumption

Water infrastructure is set to grow with government initiatives like Jal Jeevan Mission

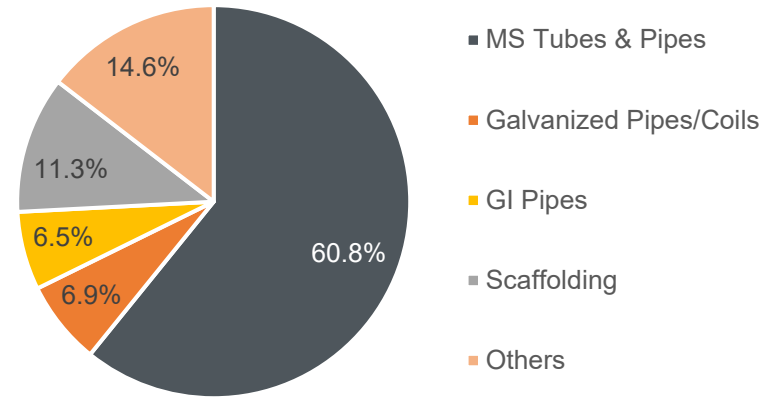
Source: CARE Report

Steel pipes poised for strong growth, driven by increasing infra demand

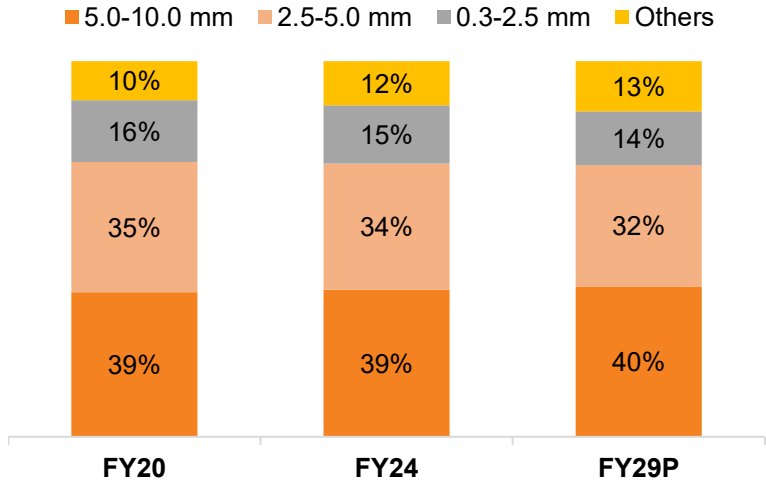
India Steel Tubes & Pipe ('000 Tonnes)



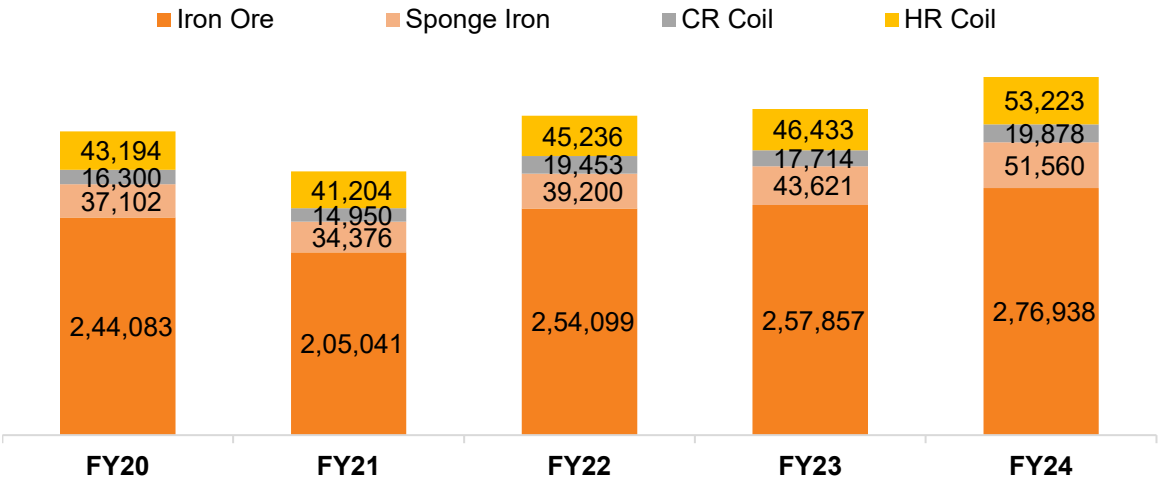
Consumption Segmentation by Type (FY24)



Consumption Segmentation by Thickness



India Production of Raw Materials ('000 Tonnes)



Export & Import of Steel Tubes from India ('000 Tonnes)



Source: CARE Report

Thank You



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Strategy & Investor Relation | Consulting

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