

Date: March 18, 2026

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: Submission of Investor Presentation – Participation in “Kaptify Korporate Konnect” held on March 18, 2026:

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we hereby enclose a copy of the Investors Presentation made by the Company during its participation in the event titled “Kaptify Korporate Konnect” held today i.e., March 18, 2026, in Mumbai.

The aforesaid presentation is also 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



INVESTOR PRESENTATION

Hariom Pipe Industries Limited

Vertically Integrated Steel Manufacturer | Southern & Western India



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ABOUT HARIOM



18+ Years

Rich industry experience

785,232

MTPA

Total Installed Capacity

~115

Acres

Manufacturing Infrastructure

30+

Years of Promoters' Domain Expertise

800+

SKUs in Product Portfolio

~80%

Sales through Dealer Network

10

Major Product Lines

04

Trusted Brands

900+

Dealers & B2B Clients Across India

~20%

Direct B2B Sales

05

State-of-the-art Manufacturing Units

60 MW

Solar Power Plant in 13 Locations Across Maharashtra

Under MSKYV – PM-KUSUM Feeder Level Solarisation Scheme

03

ISO Certifications: Quality, Environment & Safety

Strong

Presence in Southern & Western India

Leading

Vertically Integrated Iron & Steel Manufacturer

EXPERIENCED BOARD OF DIRECTORS & MANAGEMENT (1/2)



Mr. Pramod Kumar Kapoor –

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. Rajender Reddy Gankidi –

Independent Director

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



Mrs. 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.

EXPERIENCED BOARD OF DIRECTORS & MANAGEMENT (2/2)



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. Soumen Bose —
Non-Executive Director

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



Mrs. Sunita Gupta —
Non-Executive Director

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

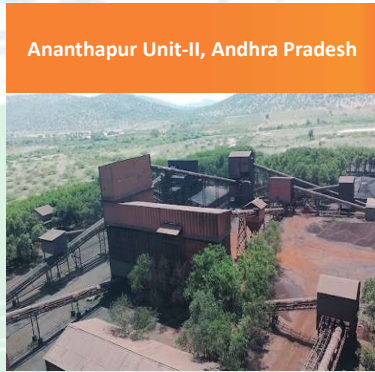


Mr. Ansh Golas—
Whole-time Director

A next-generation leader driving operational efficiency and digital transformation.

Holds global exposure from SP Jain's GFMB Program and Queen Mary University of London, bringing modern management practices to strengthen sales, processes, and team coordination.

STATE OF THE ART MANUFACTURING FACILITIES ACROSS SOUTHERN INDIA



~115 acres

Total Land across all facilities

~65 acres

Available for future expansion and growth

Capacity across plants (MTPA)	Products	FY24	FY25	FY26*
Ananthapur	Sponge Iron	36,000	36,000	36,000
	M.S. Billets	104,232	104,232	104,232
	HR Strips	124,000	124,000	124,000
Mahabubnagar	MS Tubes	132,000	132,000	216,000
	Scaffolding	5,000	5,000	5,000
	Galvanized Pipes & Coils	120,000	120,000	120,000
Perundurai	Galvanized Pipes & Coils	180,000	180,000	180,000
Total Capacity		701,232	701,232	785,232

Backward integrated Raw material internally consumed to make Finished products

Current Cumulative Capacity

264,232 MTPA
Raw Materials

521,000 MTPA
Finished Goods

RISING SHARE OF VALUE-ADDED PRODUCTS



Value-Added Products

Particulars (Quantity-MTPA, Revenue- INR Cr)	FY20			FY21			FY22			FY23			FY24			FY25		
	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%
Sponge Iron	-	-	0%	20,551	49.33	19%	-	-	0%	8,307	27.93	4%	12,272	34.81	3%	4,139	10.48	1%
MS Billets	9,972	28.79	18%	1,590	5.56	2%	3,984	21.84	5%	6,918	34.98	5%	5,082	21.77	2%	4,228	18.02	1%
HR Strips	11,008	38.74	24%	11,518	47.22	19%	18,551	114.72	27%	12,249	69.03	11%	6,995	35.04	3%	1,288	6.32	1%
MS Tubes	22,896	88.50	55%	26,896	150.62	59%	42,386	286.31	66%	65,222	393.61	61%	78,639	426.28	37%	99,348	498.51	37%
Scaffolding	1,012	4.75	3%	185	1.41	1%	924	7.69	2%	3,207	23.39	4%	3,484	25.40	2%	2,990	19.45	1%
GP Pipe & Others	-	-	0%	-	-	0%	-	-	0%	11,953	86.36	13%	73,651	489.39	42%	1,02,286	625.97	46%
GP Coil & Others	-	-	0%	-	-	0%	-	-	0%	1,229	8.40	1%	18,892	120.50	10%	31,188	178.30	13%
Total	44,888	160.78	100%	60,740	254.14	100%	65,845	430.57	100%	1,09,085	643.71	100%	1,99,015	1153.19	100%	2,45,467	1,357.05	100%



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



DIVERSE APPLICATIONS ACROSS HIGH-GROWTH SECTORS



A) Housing, Fabrication & Consumer Goods

- **MS Tubes (1.0–2.0 mm):** Lightweight, weldable — perfect for furniture, doors & interiors
- **CR/GP Pipes & Coils (<2.0 mm):** Smooth, corrosion-resistant finish for roofing and appliances
- **Benefits:**
 - Excellent surface quality and paintability
 - Lightweight yet strong for aesthetic structures
 - Long-term durability in home and consumer products



B) Automotive & Light Engineering

- **CR Pipes & GP/HRPO Coils (<2.0 mm):** Used in 2-wheeler chassis, bicycle frames, auto bodies
- **Key Advantages:**
 - High strength-to-weight ratio enhances fuel efficiency
 - Dimensional precision for automated fabrication
 - Uniform quality for safety-critical applications
- **Outlook:** EV and light-engineering growth driving demand for precision steel



C) Infrastructure & Structural Fabrication

- **MS Pipes & HR/GP Coils (2.0–4.0 mm):** For scaffolding, roofing sheets & pre-engineered buildings
- **Key Benefits:**
 - Superior load-bearing strength and weldability
 - Reliable performance across large-scale construction
 - Ensures safety and structural integrity



D) Water Supply and Irrigation

- **GP/GI Pipes (1.5–2.5 mm):** Hot-dip galvanized for corrosion resistance and long life
- **Advantages:**
 - Withstands continuous water flow & underground use
 - Lightweight for easy rural installation
 - Safe for potable water systems

Hariom Edge

Integrated Manufacturing: Backward-linked from sponge iron to finished pipes

Quality Focus: Consistent, high-strength steel for critical applications

Sustainability: Durable, low-maintenance, and eco-aligned products supporting national infrastructure

STRONG DEALER BASE EXPANDING MARKET REACH ACROSS REGIONS



Strong presence in Southern & parts of Western India

~80%

Sales through Dealer Network

900+

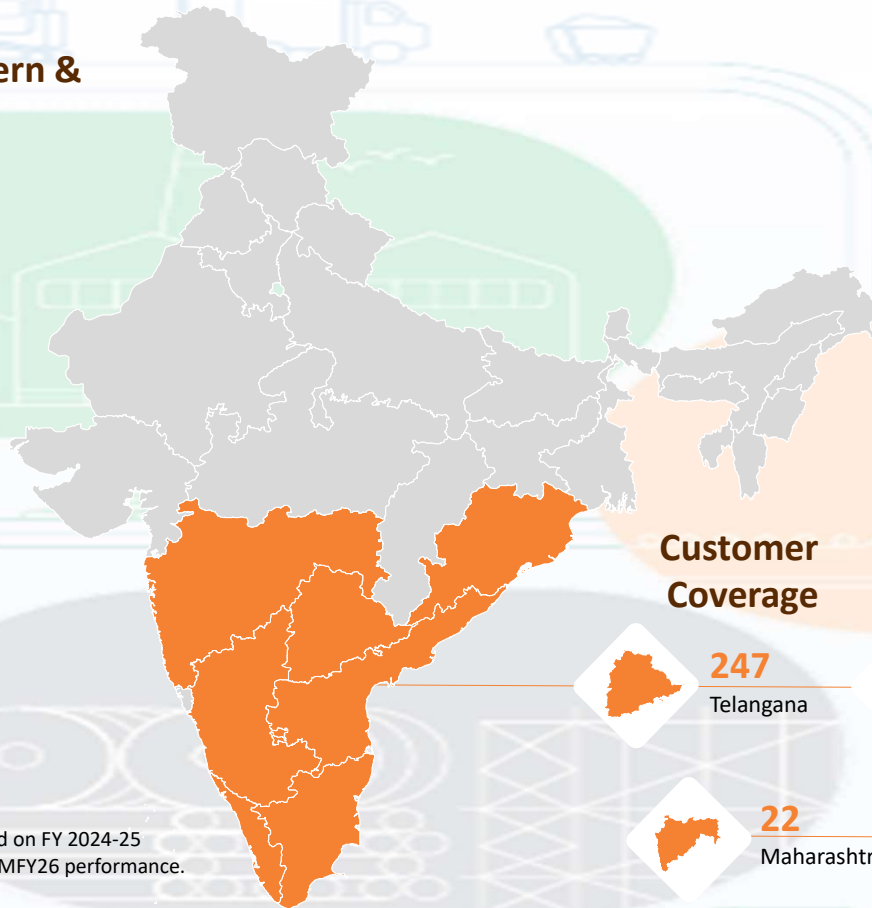
Dealers & B2B Clients

~20%

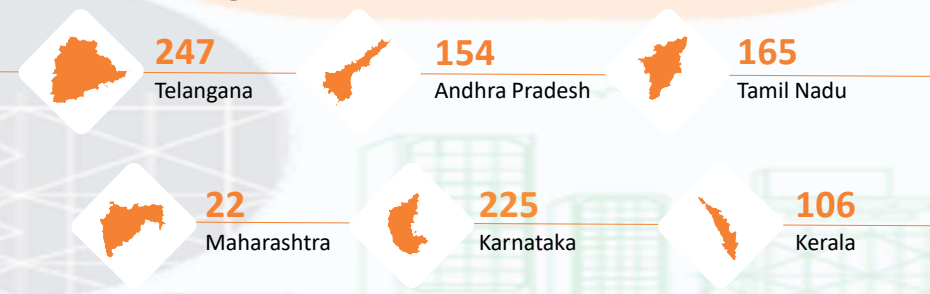
Direct B2B Sales

Presence in other parts of India
8 other states with 26 Dealers

Note: Dealer coverage and client data are based on FY 2024-25 figures. Dealer-B2B sales mix updated as per 9MFY26 performance.



Customer 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

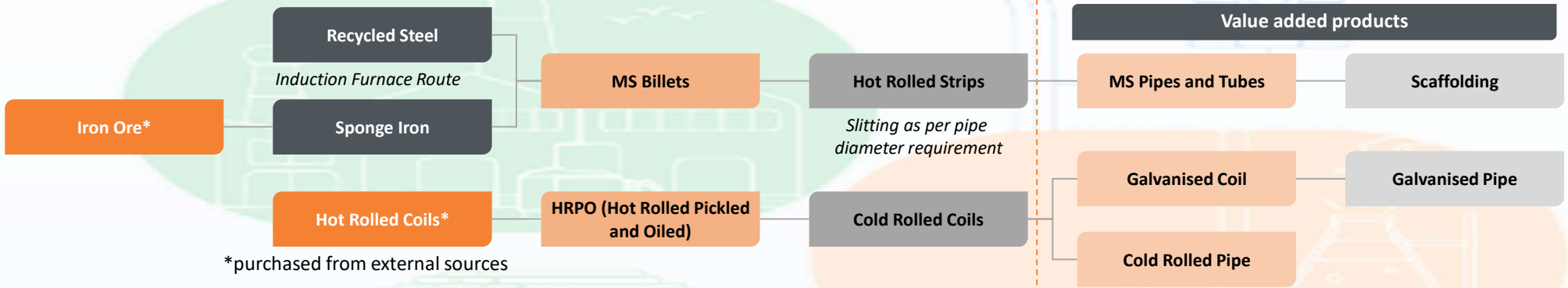


Regular participation in industry events, trade fairs and exhibitions to keep up with the industry trends

VERTICALLY INTEGRATED MODEL ENABLING COST EFFICIENCY



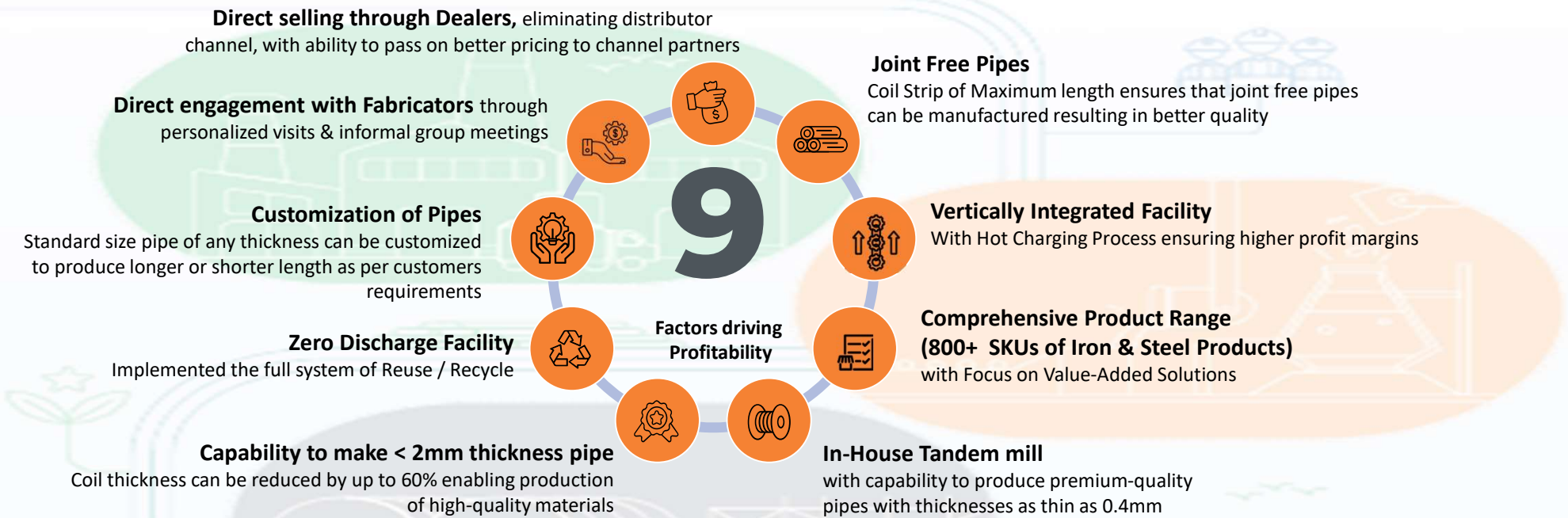
One of the only few players to have end to end Backward Integration process for Hot Charging with ability to generate superior margins



Backward integration initiatives over the years, producing quality value added finished products using in-house raw materials



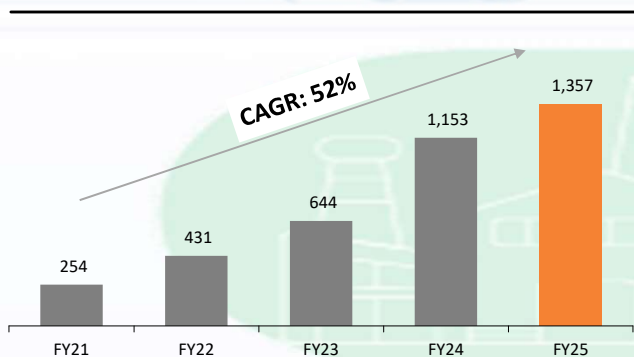
TECHNOLOGY & PROCESS INNOVATION DRIVING PROFITABILITY



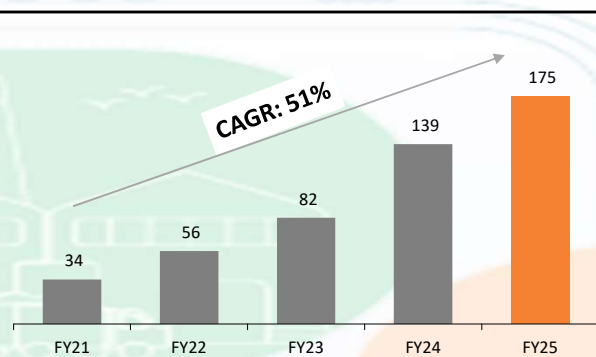
Innovation in technology & processes with key differentiation in terms of thickness, length, quality, and customization

TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (1/2)

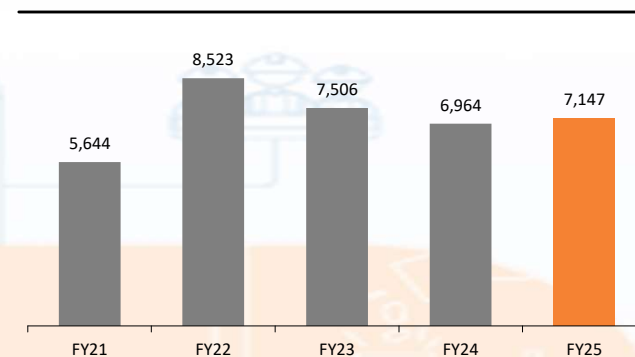
Revenue (INR Cr)



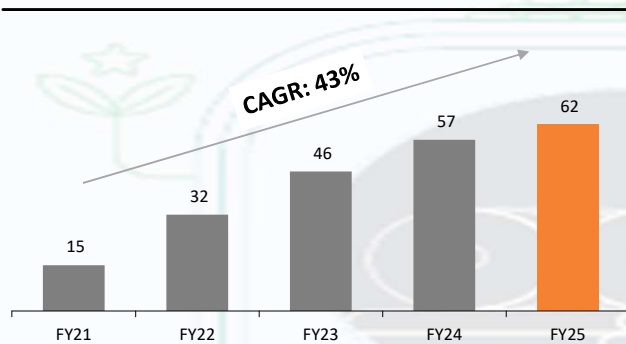
EBITDA* (INR Cr)



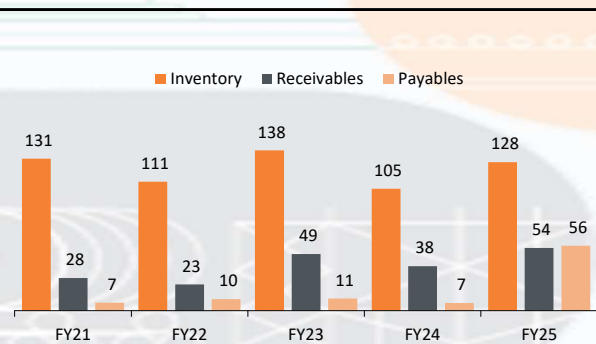
EBITDA/Ton* (INR)



PAT (INR Lac)



Working Capital Cycle^ (Days)



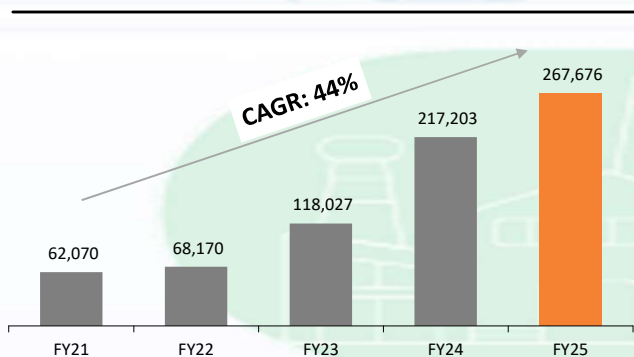
EBITDA MARGIN (%)



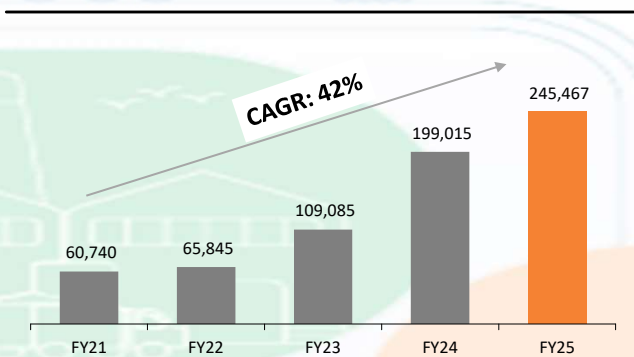
*excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (2/2)

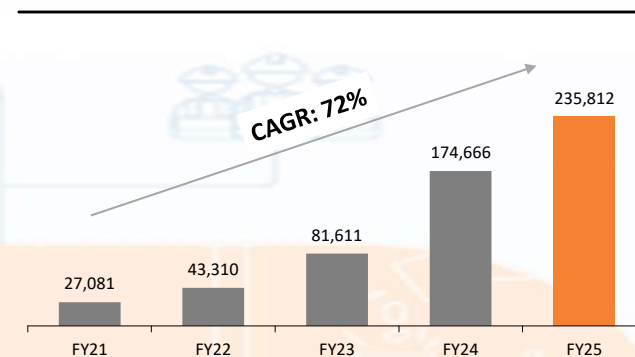
Production Volume (MT)



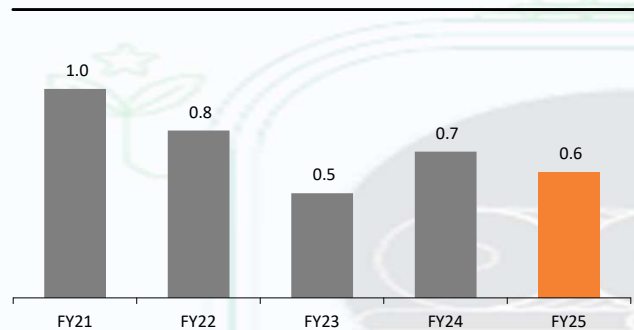
Sales Volume (MT)



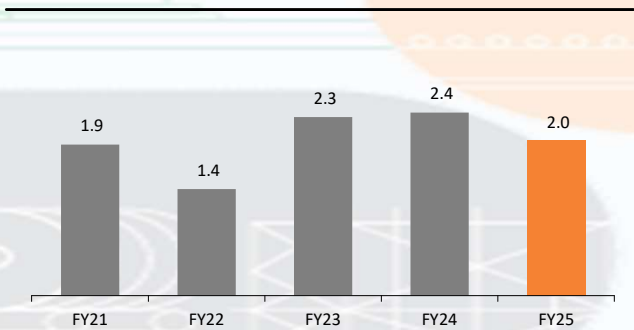
Value Added Product Sales (MT)



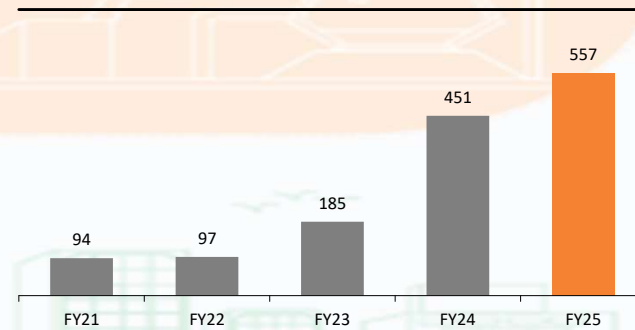
Net Debt/Equity



Net Debt/EBITDA



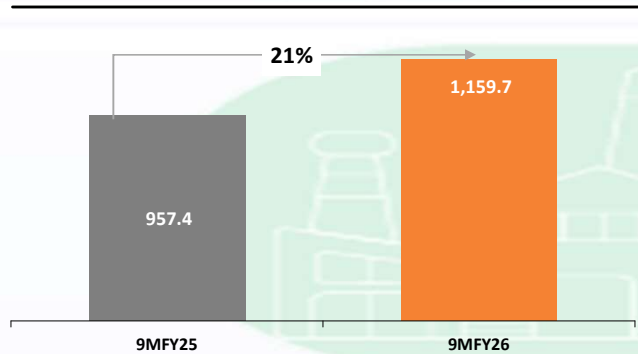
Gross Block (INR Crore)



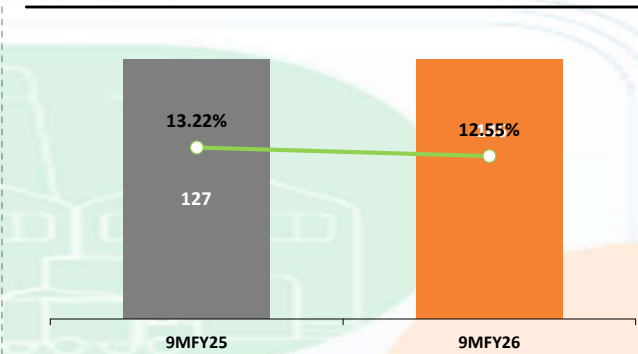
Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

KEY HIGHLIGHTS – 9MFY26

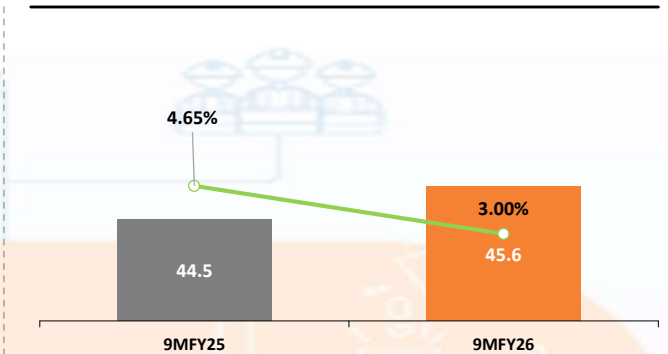
REVENUE (INR Cr)



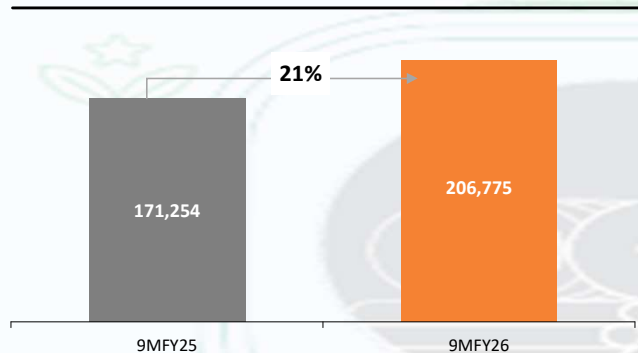
EBITDA (INR Cr) & EBITDA Margin (%)



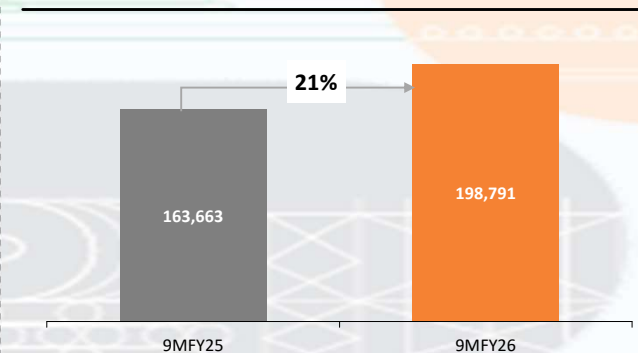
PAT (INR Cr) & PAT Margin (%)



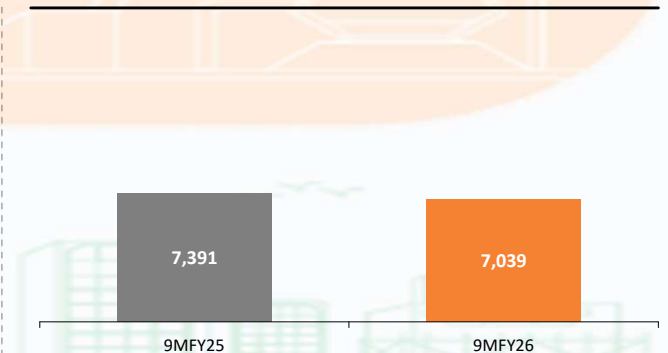
Sales Volume (MT)



Value Added Product Sales (MT)



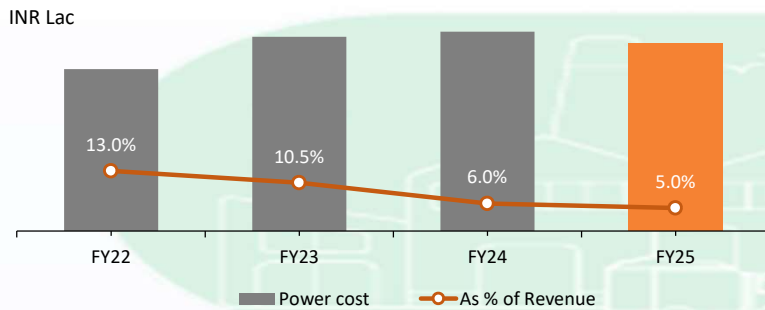
EBITDA/Ton (₹)



REDUCED ENVIRONMENTAL IMPACT WITH FOCUS ON SUSTAINABILITY



Reducing Power Costs with increasing consumption of energy from renewable sources



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



Pipe unit in Mahabubnagar (Telangana), fully solar-powered

1.4 MW Perundurai	+	2 MW Mahabubnagar	=	3.4 MW Solar Renewable Capacity
<p>Reduced Power Usage</p>		<p>Recycled Water used in Production</p>		

Sustainable Steel Recycling

39K MT

Use of Steel Scrap in Production

~33-35%

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

HARIOM POWER AND ENERGY PRIVATE LIMITED (HPEPL)

Project Details

- 60 MW AC (72 MW DC) Solar Power Plant
- Project Duration: 18 month
- Power Purchase Agreement with MSEDCL: 25 Years
- Expected Units (PA): ~115.2 Million kWh PA

Long-term Sustainability

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



Our ESG thought process

- Enhancing ESG Profile
- Promote responsible business practices that align with Global ESG Standards
- Driving Decarbonization and Sustainable Infrastructure

Strategic Rationale

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

Hariom Power — Project Update

60 MW Solar Project

ON TRACK

AS OF 2026

Project Snapshot

60 MW Total Capacity

₹194.66 Cr PNB Debt @ 8.80% p.a.

₹22.90 Cr Equity Infused

13 Land Locations Identified

Land & Execution

- ~33 MW: Registered (7 locations)
- ~105.9 Ac: Registered (7 locations)
- 27.5 Acres govt land @ zero cost
- Full 60 MW: Q3 FY26-27

Financial & EPC

- PNB Sectioned Approval
- ₹22.90 Cr equity deployed
- EPC contractor finalised
- Procurement locked
- Land & lease ready

"With land, funding, and execution partners in place, we are confident of delivering the project within committed timelines and generating stable long-term cash flows."

NEW INITIATIVE

Metal Mart Private Limited – Strategic Distribution Platform

Market Expansion

Extends Group footprint into high-growth **Western and Northern India** — geographies beyond Hariom's current manufacturing base

Broader Product Basket

Enables offering of **flat steel, structural steel, and allied materials** beyond existing manufacturing portfolio, increasing wallet share per customer

Operational Clarity

Creates a **clear separation between manufacturing and trading**, improving supply chain efficiency and market responsiveness

Logistics Infrastructure

Supported by **strategically located warehousing** in key industrial regions, enabling efficient storage, processing, and last-mile delivery

Metal Mart is positioned as the **market-facing extension of the Hariom Group**, complementing manufacturing capabilities and deepening customer relationships through a more comprehensive product and service offering.

Thank You



Amitabha Bhattacharya



Hariom Pipe Industries Limited



cfo@hariompipes.com