

Date: August 25, 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 “Home Improvement Conference” held on August 25, 2025:

Pursuant to the provisions of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith a copy of Investors Presentation from our participation in the “Nuvama Home Improvement Conference” held today i.e., August 25, 2025 in Mumbai.

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 August 2025



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Renewable energy initiatives and ESG focus

Key Highlights



18+

Years

Rich industry experience

785,232

MTPA

Total Installed Capacity

~115

Acres

Manufacturing Infrastructure

800+

SKUs

In Product Portfolio

~85%

Sales

Through Dealer Network

10

Major

Product Lines



05 State-of-the-art Manufacturing Units

Strategic locations across Southern India



04 Trusted Brands

Recognized for quality and reliability



~15% Direct B2B Sales

Strategic institutional relationships



03 ISO Certifications

Quality, Environment & Safety



900+ Dealers & B2B Clients Across India

Strong distribution network



60 MW Solar Power Plant

PPA Signed (April 2025)

KEY MILESTONES

2007-2011

1

- Incorporated as Hari Om Concast and Steels Private Limited

2

2017-2019

- Started Furnace Division (2008)
- Launched Rolling Mill and Pipe Mill Unit-1 (2010)
- Added Pipe Mill II and Scaffolding Unit (2011)

- Started slitting line (2017)
- Converted to a public limited company (2018)
- Enhanced installed capacity in Furnace, Rolling Mill and Pipe Mill to 264,832 MTPA (2019)

2020-2023

3

- Acquired Sponge Iron Unit with 36,000 MTPA capacity (2020)
- Raised ₹130 crores through IPO on NSE and BSE (2022)
- Acquired assets with GP/GI capacity of 180,000 MTPA (2023)
- Received ₹102.85 crores through warrants and equity shares (2023)

4

2024-2025

- Received ₹86.65 crores for balance of warrants and equity shares (2024)
- Received LOA for 60 MW solar power plant with Maharashtra State Electricity Board (2025)
- Incorporated Hariom Power and Energy Pvt. Ltd. for Solar Projects (2025)
- Achieved record sales of 2.45 lakh MT with topline of ₹1,357 crore (2025)

Leased Ultra Pipes assets for 99 years, 84,000 MTPA capacity.

EXPERIENCED BOARD OF DIRECTORS & MANAGEMENT (1/2)



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. Rajender Reddy Gankidi –
Independent Director

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



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.

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.

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



Mahabubnagar Unit-V, Telangana



~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	7,85,232

Backward integrated Raw material internally consumed to make Finished products

Current Cumulative Capacity

264,232 MTPA
Raw Materials

521,000 MTPA
Finished Goods

*FY26 installed capacity figures are presented on an annualized basis as of June

STRONG DEALER BASE EXPANDING MARKET REACH ACROSS REGIONS



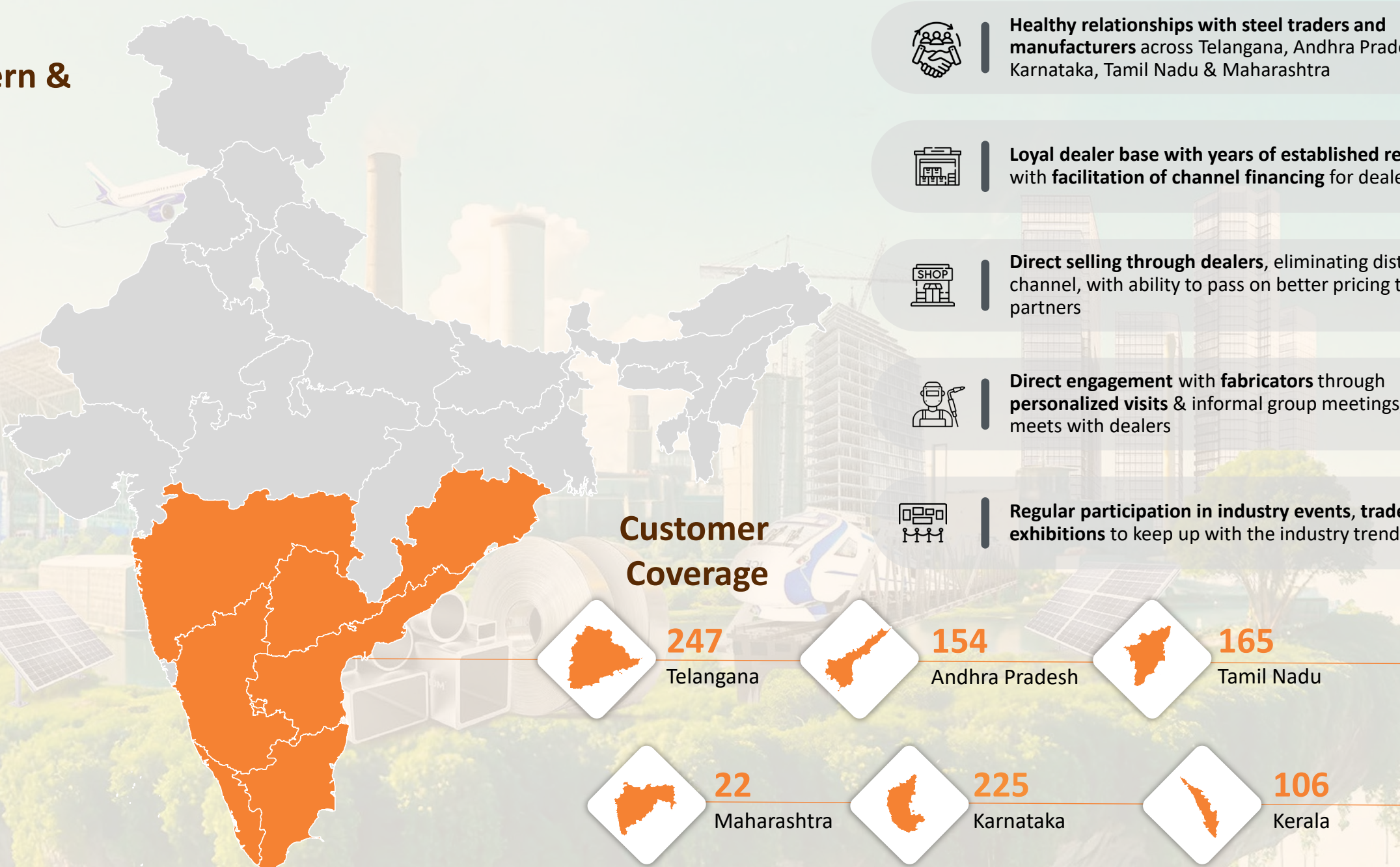
Strong presence in Southern & parts of Western India

~85%
Sales through Dealer Network

900+
Dealers & B2B Clients

~15%
Direct B2B Sales

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

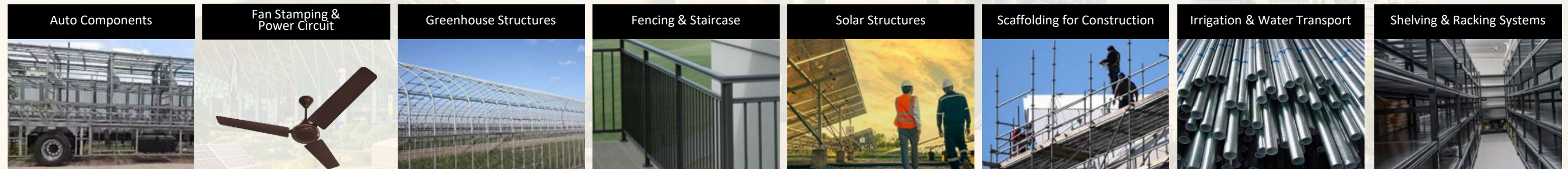


- Healthy relationships with steel traders and manufacturers across Telangana, Andhra Pradesh, Kerala, Karnataka, Tamil Nadu & Maharashtra
- Loyal dealer base with years of established relationships with facilitation of channel financing for dealer partners
- Direct selling through dealers, eliminating 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

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



Applications Across Core Industries

Housing, Fabrication & Consumer Applications

MS Tubes (1.0–1.5 mm)

Lightweight with excellent weldability, ideal for home fabrication and construction.

CR Pipes & GP Pipes (<1.0 mm)

Easy formability, commonly used in roofing, partitioning, and small-scale fabrication.

CR/GP Coils (<1.5 mm)

Smooth finish, superior surface, and corrosion resistance make them ideal for consumer products.

Why Used in This Sector

Aesthetic finish, smooth surface, and excellent paintability suit furniture and appliance applications.

Lightweight yet strong: perfect for doors, railings, and interior fabrication where appearance matters.

Corrosion resistance ensures long-term durability in household and consumer durable products.

Hariom's thinner products balance structural integrity with essential aesthetic appeal, excelling in consumer and housing applications where finish quality is paramount.

Automotive & Light Engineering Applications

Products & Thickness

CR Pipes (<1.5 mm)

Thin-walled with high dimensional accuracy, primarily used in:

- Two-wheeler chassis
- Bicycle frames & supports
- Automotive seating structures

GP/HRPO Coils (1.0–1.5 mm)

Smooth finish with excellent machinability, commonly used in:

- Auto body components
- Light engineering applications
- Precision-fabricated parts

Why Used in This Sector

High strength-to-weight ratio is crucial for mobility applications, directly impacting fuel efficiency and performance.

The automotive and light engineering sectors demand precise dimensions and consistent quality. Hariom's cold-rolled products deliver:

- Dimensional precision for automated fabrication processes
- Uniform material properties for predictable, safety-critical performance
- Superior surface quality for visible vehicle components
- Weight optimization for improved fuel efficiency and reduced emissions

As India's automotive sector grows, especially EVs, demand for precision steel components is expected to increase substantially.

Applications Across Core Industries

Infrastructure & PEBs & Structural Fabrication Applications

Products & Thickness

MS Pipes (2.0–2.5 mm)

High load-bearing capacity, ideal for scaffolding and structural supports in construction projects.

HR/GP Coils (2.0–2.5 mm)

Superior weldability and strength, commonly used for roofing sheets and pre-engineered building structures.

Why Used in This Sector

The infrastructure sectors demand steel products that can provide exceptional structural integrity while meeting safety standards. Hariom's products deliver:

Essential for strength & safety in scaffolding and building support systems

Coils provide flexibility for fabrication into beams, roofing elements, and partition structures

Precision manufacturing ensures consistent quality across large infrastructure projects

Robust construction ensures structural integrity even in demanding environments

Applications Across Core Industries

Water Supply & Irrigation Systems

Products & Thickness

GP/GI Pipes (1.5–2.5 mm)

Excellent corrosion resistance and extended service life due to hot-dip zinc galvanizing, preventing premature failure. Designed for easy field assembly with threaded connections.

Why Used in This Sector

Superior corrosion resistance ensures pipes can withstand continuous water flow and underground installation conditions for decades.

The water supply and irrigation sector demands products that can withstand constant exposure to moisture while maintaining structural integrity. Hariom's galvanized pipes provide:

- Enhanced longevity through zinc coating, protecting the underlying steel as a sacrificial layer.
- Lightweight, thin-walled pipes for easier transport, fabrication, and installation in remote rural projects.
- Compliance with potable water standards, ensuring safety for drinking water applications.

STRATEGIC ADVANCEMENTS IN **RENEWABLE ENERGY** SOLUTIONS

New Product Development:

Successfully developed innovative, high-strength, pre-galvanized tubular sections for solar structures, replacing traditional HR steel channels.

OEM Partnerships:

Established strategic Original Equipment Manufacturer (OEM) relationships to deliver value-added products tailored for the renewable energy sector.

Key Benefits:

- ❖ **Enhanced Efficiency:** Reduced steel weight, leading to cost-effective and sustainable solutions.
- ❖ **Superior Durability:** Pre-galvanized tubular sections eliminate the need for costly hot dip galvanizing, improving product longevity.
- ❖ **Innovative Design:** Breaks traditional design constraints, offering advanced solutions for solar infrastructure.

Market Positioning:

Well-positioned to capitalize on the booming renewable energy sector, contributing to reduced carbon footprints and enhanced sustainability for solar projects in India and globally.

Strategic Positioning for Future Growth

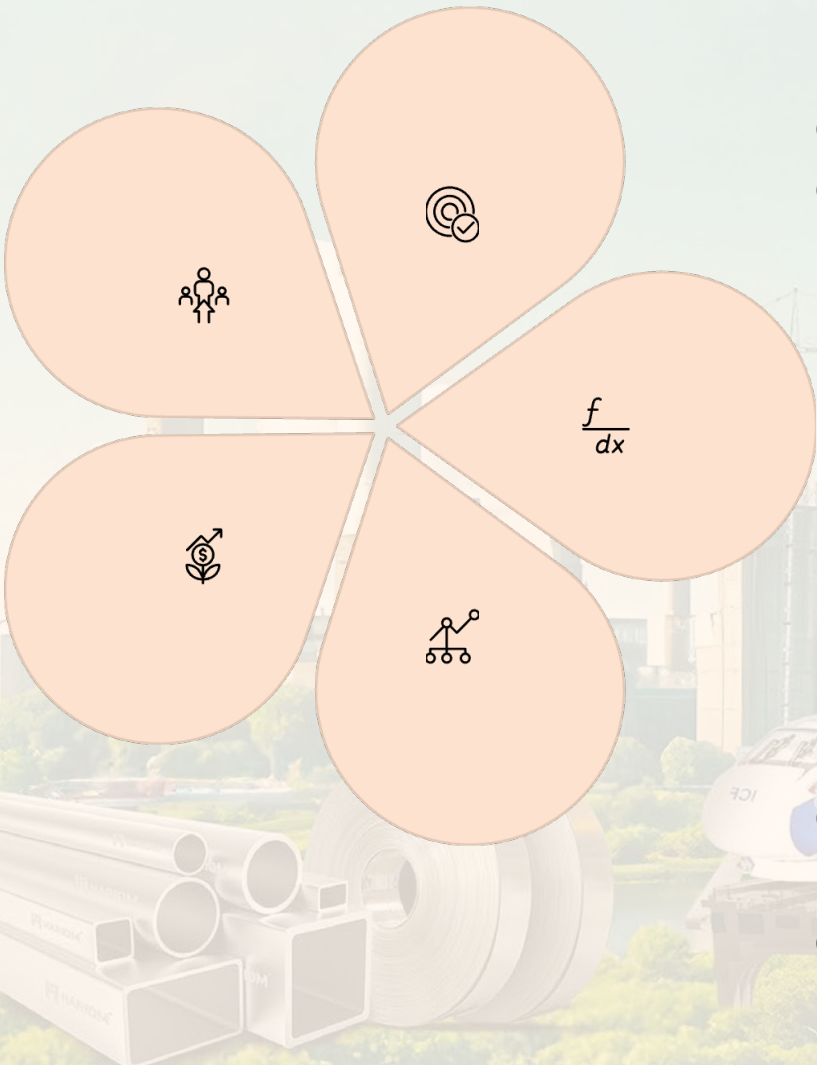
Leadership in Thin Steel

Within the specialized 0.3–2.5 mm category (representing 15% of India's steel consumption), Hariom contributes a substantial 13% market share (FY25), highlighting its category leadership position.

Aggressive Growth Target

With strong industry tailwinds and strategic capacity expansion initiatives, Hariom is confidently targeting 30% CAGR volume growth through FY26–27.

Hariom's specialized focus on the thin steel segment, combined with its integrated manufacturing model and extensive distribution network, positions the company for sustainable competitive advantage and accelerated growth.



Strategic Market Positioning

Focused exclusively on thin pipes & coils, serving fragmented high-volume demand segments while strategically avoiding direct competition with heavy pipe producers who operate in different market segments.

Integrated Operations Model

Backward integration throughout the production process ensures both cost efficiency advantages and consistent product quality control, creating sustainable competitive advantages.

Extensive Dealers & B2B Network

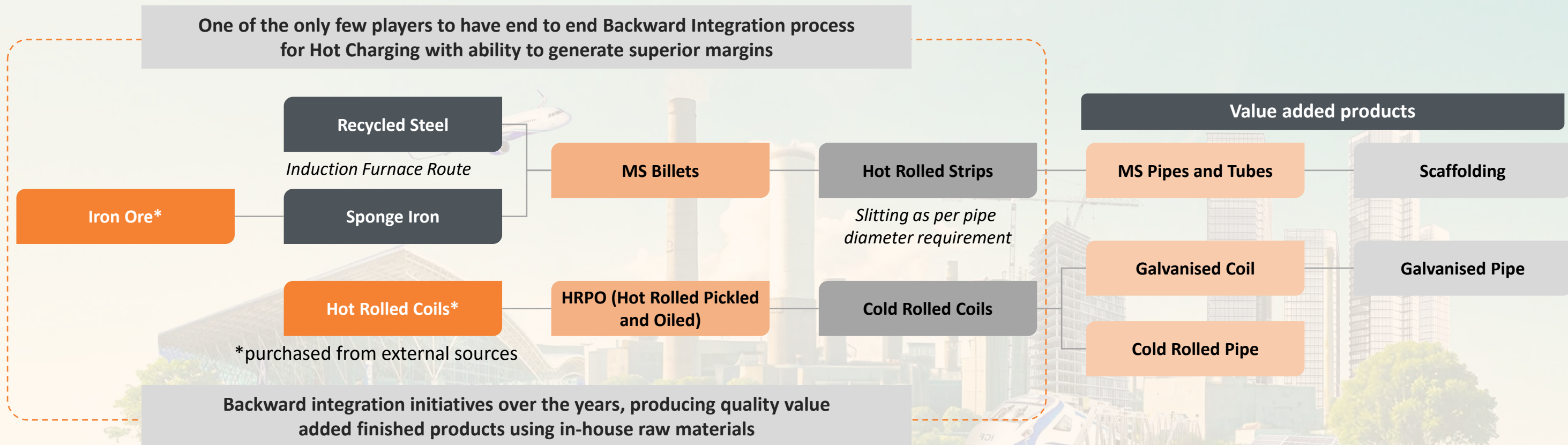
Over 900+ dealers nationwide ensure deep market penetration into both rural and urban consumption points, creating a robust sales pipeline.

DISTINCTIVE EDGE



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



Generate Superior Margins from Hot Charging Process and Saving the Cost of

Logistics

Electricity

Burning loss

Coal Consumption

TECHNOLOGY & PROCESS INNOVATION DRIVING PROFITABILITY



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

UNPARALLELED MARKET EDGE FOSTERING SUPERIOR COMPETITIVENESS



Quality Control

- High-quality raw materials compliant with BIS standards.
- Comprehensive material inspections by qualified professionals.
- State-of-the-art equipment ensuring minimal waste with a strong focus on recycling.
- Efficient planning and on-time delivery of finished products.



Key Certifications

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

Differentiating Hariom vs Others

Fully Integrated Hot Charging Process ensuring higher profit margins

Utilization of Secondary Steel and in-house scrap, offering better cost efficiencies

Strategically Positioned Plants near suppliers and customers for operational excellence

Significant logistics cost reduction due to integrated manufacturing setup

Adoption of bio-fuel technologies for eco-friendly and cost-effective energy solutions

Implementation of advanced technologies like Tandem Mills, Automatic Gauge Controls etc.

Tailored product solutions to meet precise thickness and size requirements

Minimized impact of market fluctuations through robust backward integration

Transition towards Green Steel production by utilizing recycled materials

Ample scope for expansion with unused land at existing facilities

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

WAY FORWARD



UNLEASHING GROWTH THROUGH A WELL-DEFINED STRATEGY



Capacity Expansion

- Enhancing capacity for value added products (MS Tubes & GP Pipes)
- Boost sponge iron capacity for quality & margins
- Tapping into Pan India markets



Evolving Business Approaches

- Enhancing revenue from B2B segment which currently stands at ~15%
- Tapping market share of unorganised segment
- Explore franchisee (for selling) options in other geographies



Enhancing Presence across the Country

- Penetrating further into existing geographies, focus on Tier 2/ Tier 3 & Rural markets
- Expansion in markets of Northern Region



Strengthening Dealer Network

- Adding dealer network in Western & Northern India
- Enhancement of network in existing geographies of Southern India
- Enhancing volume through quality products, consistent supply, and competitive pricing



Operational Efficiency & Cost Optimization

- Process innovation & continuous technology enhancement
- Reducing power cost through use of sustainable power sources (Solar, Bio-gas as fuel)
- Working capital reduction with improved dealer volumes & channel financing

WAY FORWARD

Building on a well-defined strategy, Hariom Pipe Industries Limited 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

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

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

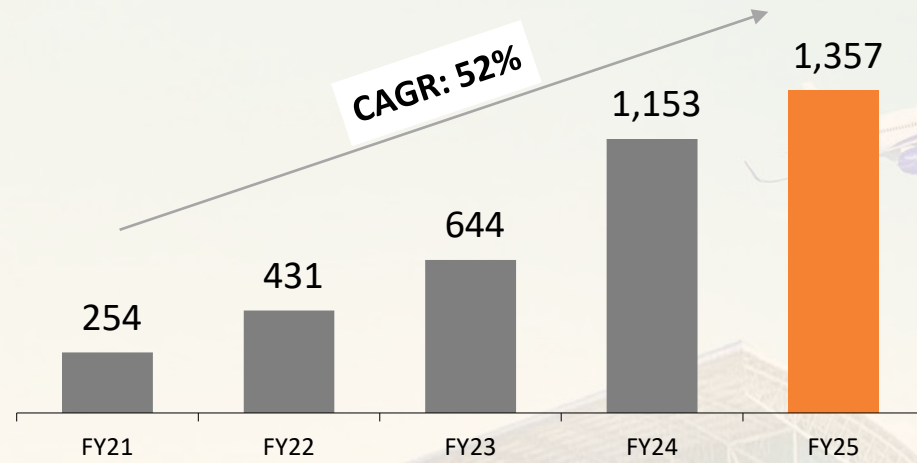
- Increase in Capacity Utilization of Expansion done in Value Added Products
- Deeper penetration into Tier 2/3 and rural markets
- Strengthening of its dealer network across Western and Northern India.

ANNUAL FINANCIALS

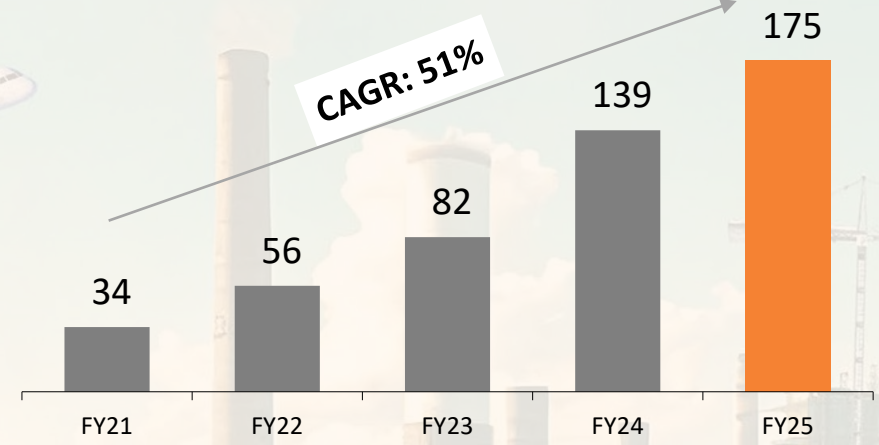


TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (1/2)

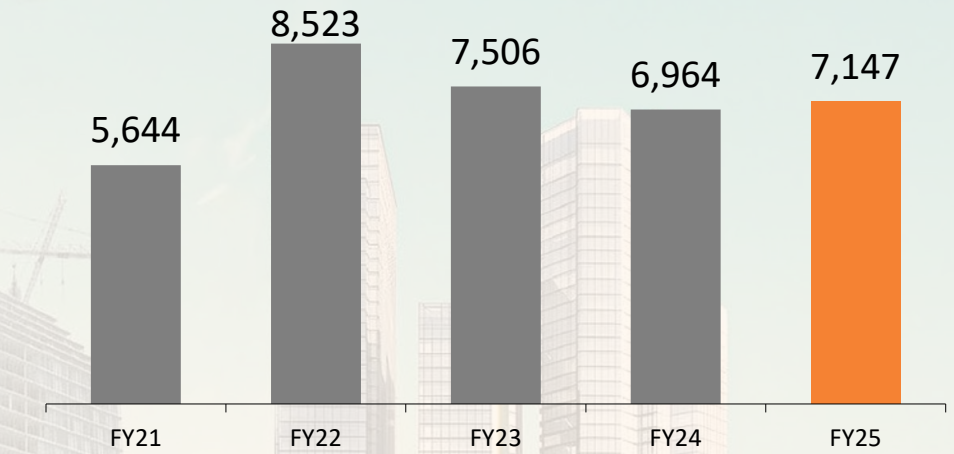
Revenue (INR Cr)



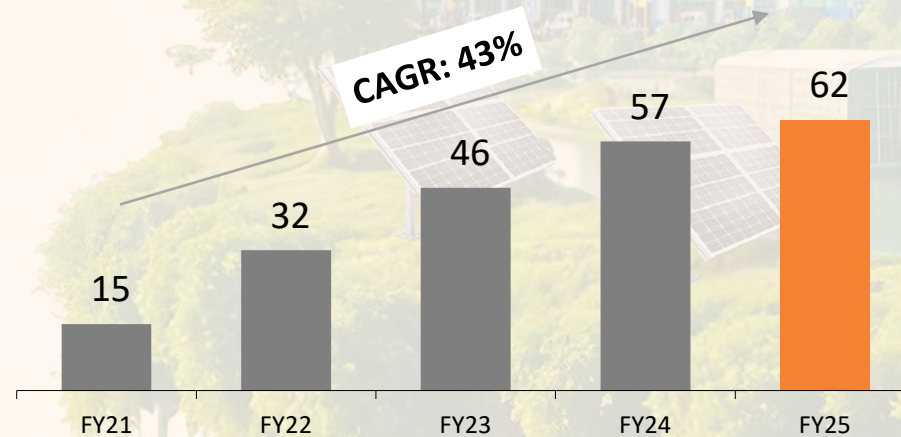
EBITDA* (INR Cr)



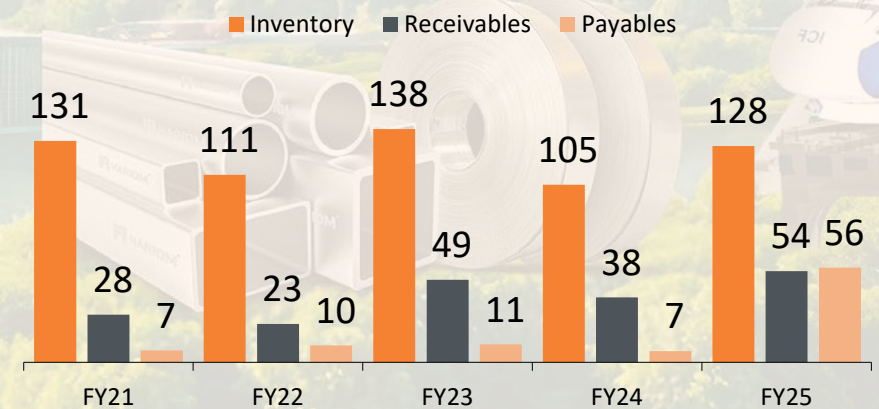
EBITDA/Ton* (INR)



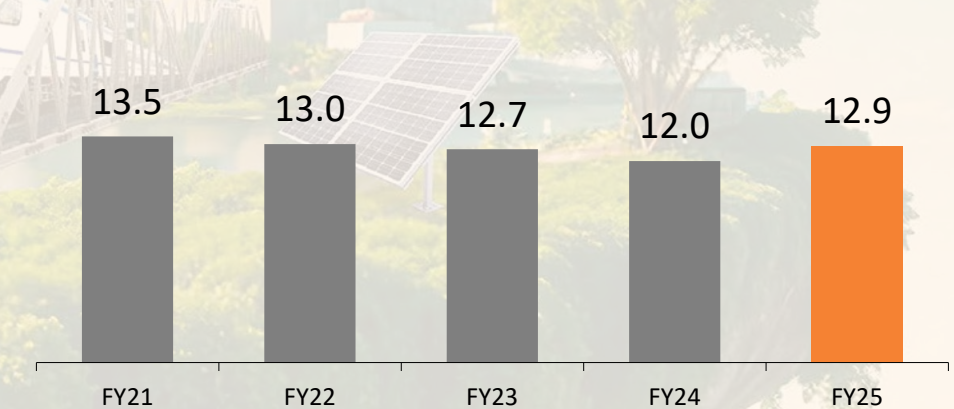
PAT (INR Lac)



Working Capital Cycle^ (Days)



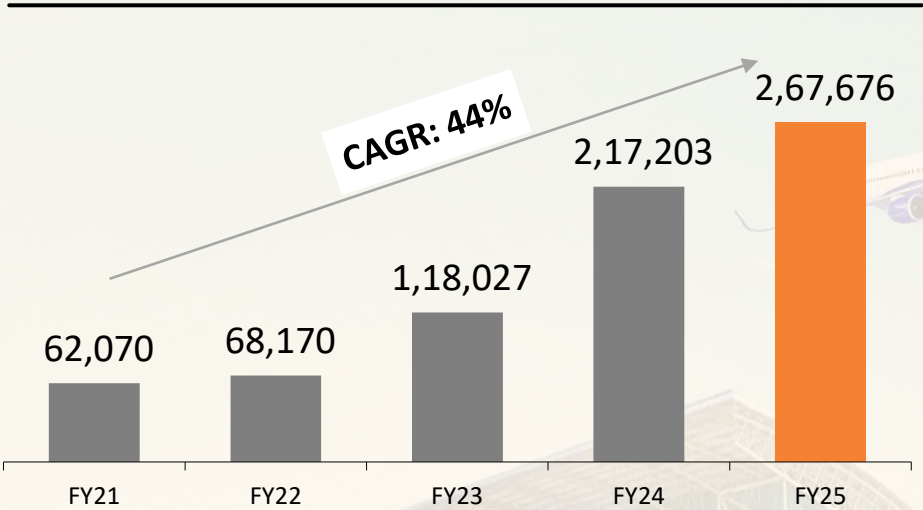
EBITDA MARGIN (%)



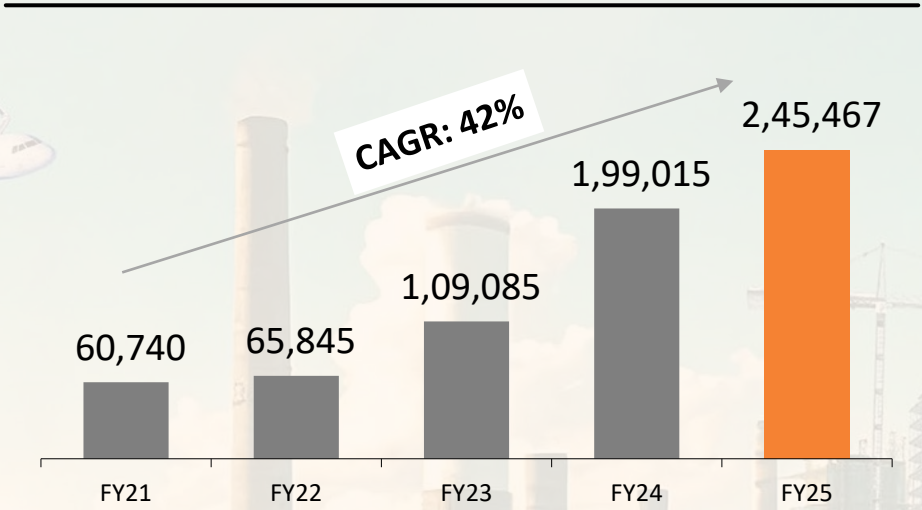
*excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (2/2)

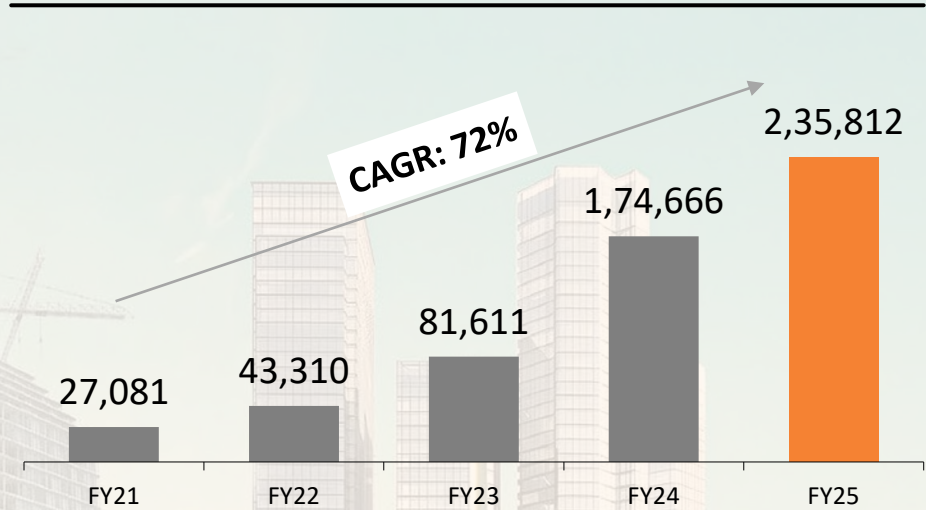
Production Volume (MT)



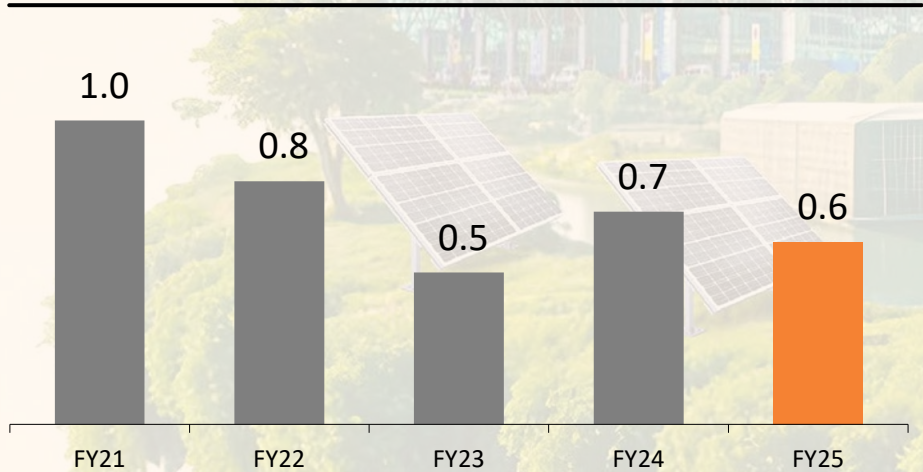
Sales Volume (MT)



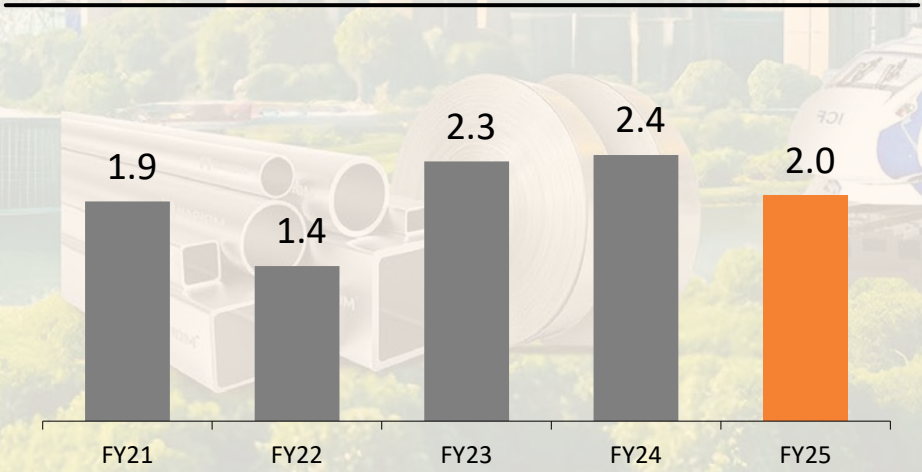
Value Added Product Sales (MT)



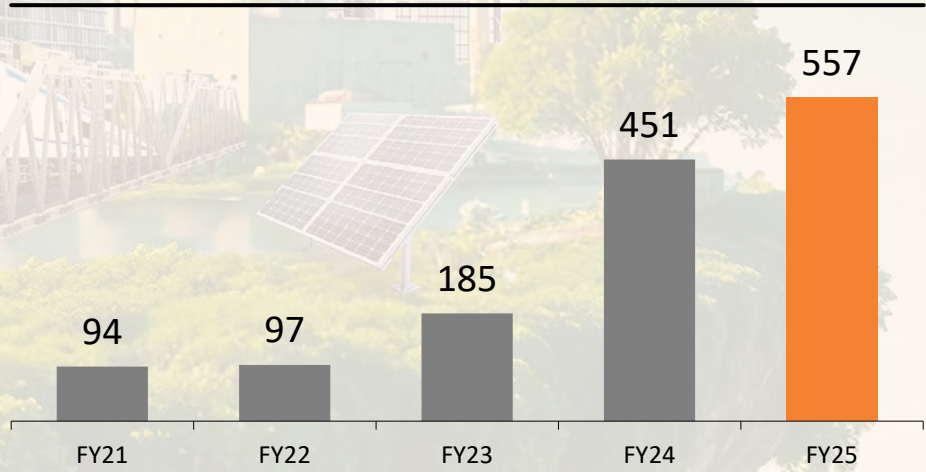
Net Debt/Equity



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

POWERING A SUSTAINABLE FUTURE

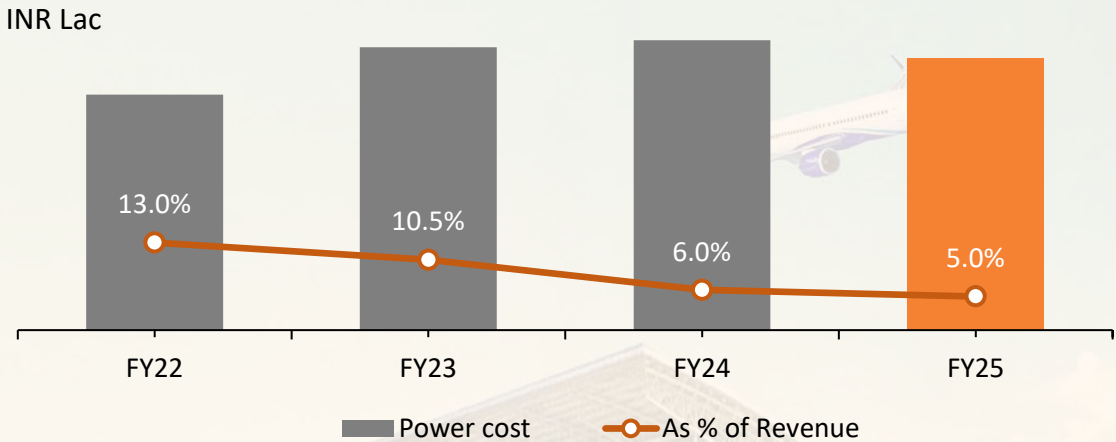
Investor presentation



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



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): ~11.52 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.



Thank You



Amitabha Bhattacharya



Hariom Pipe Industries Limited



cfo@hariompipes.com

