

Date: May 10, 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 Audited Financial Results for the Quarter and Year ended March 31, 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 on the Audited Financial Results for the Quarter and Year ended March 31, 2025.

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

Digitally signed by
REKHA SINGH
Date: 2025.05.10
11:22:02 +05'30'

Encl: a/a



HARIOM PIPE INDUSTRIES LIMITED

Investor Presentation
Q4 & FY2025



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TABLE OF CONTENTS

**About
Us**

**Business
Overview**

**Distinctive
Edge**

**Way
Forward**

**Performance
Highlights**

**Financial
Overview**

**Powering a
Sustainable Future**

**Industry
Overview**

01

ABOUT US

HARIOM PIPE INDUSTRIES LIMITED

ABOUT HARIOM



17+ Years

Rich industry experience

701,232 MTPA

Total Installed Capacity

~112 Acres

Manufacturing Infrastructure

800+

SKUs in Product Portfolio

~85%

Sales through Dealer Network

08

Major Product Lines

04

Trusted Brands

900+

Dealers Across India

~15%

Direct B2B Sales

60 MW

Solar Power Plant LOA
Acquired (Mar 2025)

03

ISO Certifications: Quality,
Environment & Safety

04

State-of-the-art
Manufacturing Units

Leading

Vertically Integrated Iron &
Steel Manufacturer

Strong

Presence in Southern &
Western India

30+

Years of Promoters'
Domain Expertise



KEY MILESTONES

■ 2007

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

■ 2008

Started Furnace Division in February

■ 2010

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

■ 2011

Started Pipe Mill II, Scaffolding Unit

■ 2017

Started slitting line

■ 2018

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

■ 2019

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

■ 2020

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

■ 2022

- 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

■ 2023

- 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

■ 2024

₹86.65 crores received for balance of warrants and equity shares

■ 2025

- Received Letter of Award (LOA) for a 60 MW solar power plant with Maharashtra State Electricity Board
- Incorporated Hariom Power and Energy Pvt. Ltd., a wholly owned subsidiary for Solar Projects
- Achieved all-time high sales of 2.45 lakh MT with Topline of Rs. 1,357 crore

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.

02

BUSINESS OVERVIEW

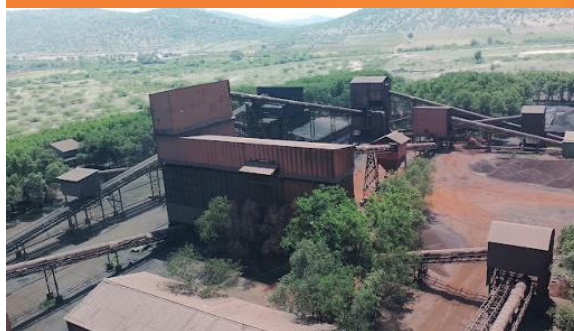
HARIOM PIPE INDUSTRIES LIMITED

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



~112 acres

Total Land across all facilities

~65 acres

Available for future expansion and growth

Capacity across plants (MTPA)

Ananthapur

Mahabubnagar

Perundurai

Total Capacity

Products

Sponge Iron

M.S. Billets

HR Strips

MS Tubes

Scaffolding

Galvanized Pipes & Coils

Galvanized Pipes & Coils

FY23

36,000

104,232

124,000

84,000

5,000

-

180,000

533,232

FY24

36,000

104,232

124,000

132,000

5,000

120,000

180,000

701,232

FY25

36,000

104,232

124,000

132,000

5,000

120,000

180,000

701,232

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... (1/2)



Sponge Iron

- 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



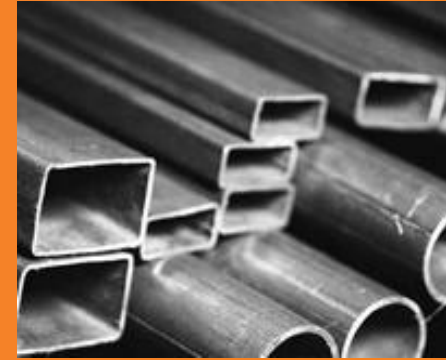
MS Billets

- 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



HR Strips

- 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.



MS Tubes & Pipes

- Available across different shapes, thickness & sizes
- Application in machinery & fabrication, automotive, construction, infrastructure projects, furniture & interior design etc.



Scaffolding

- 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

High Margin Products

DIVERSIFIED RANGE OF PRODUCT BASKET... (2/2)



HRPO Coils

- Customized for various applications, used as raw material for producing CR Coil
- Applications in automobile industry, sheet metal manufacturing, pipes & tubes, and industrial parts



CRCA Coils

- 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



CRFH Coils

- 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



GP Coils

- 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



GP & GI Pipes

- 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

RIISING 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%

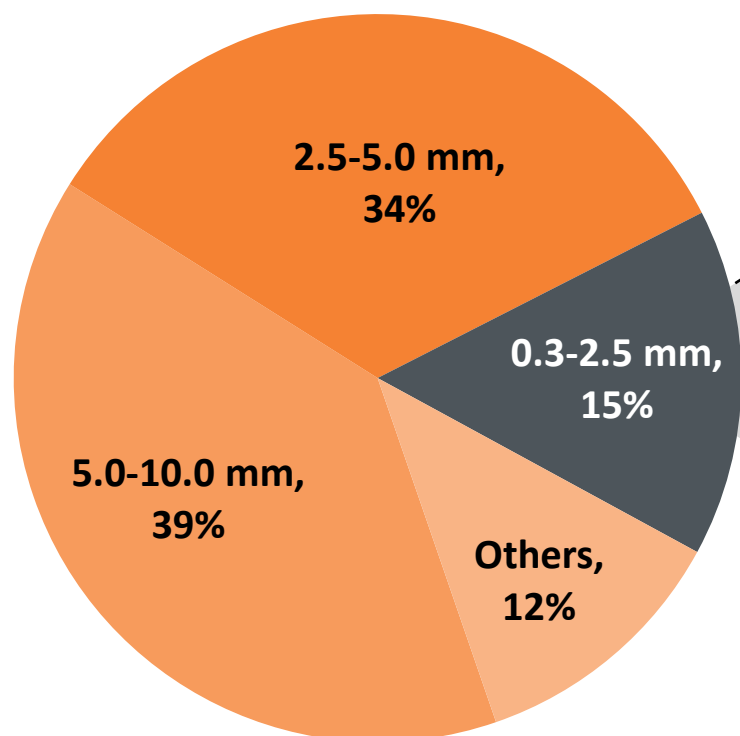


Well positioned to take advantage of growing demand across diverse end user industries with different size and thickness requirements



CONSUMPTION SEGMENTATION BY THICKNESS

FY2024



~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

~85%

Sales through Dealer Network

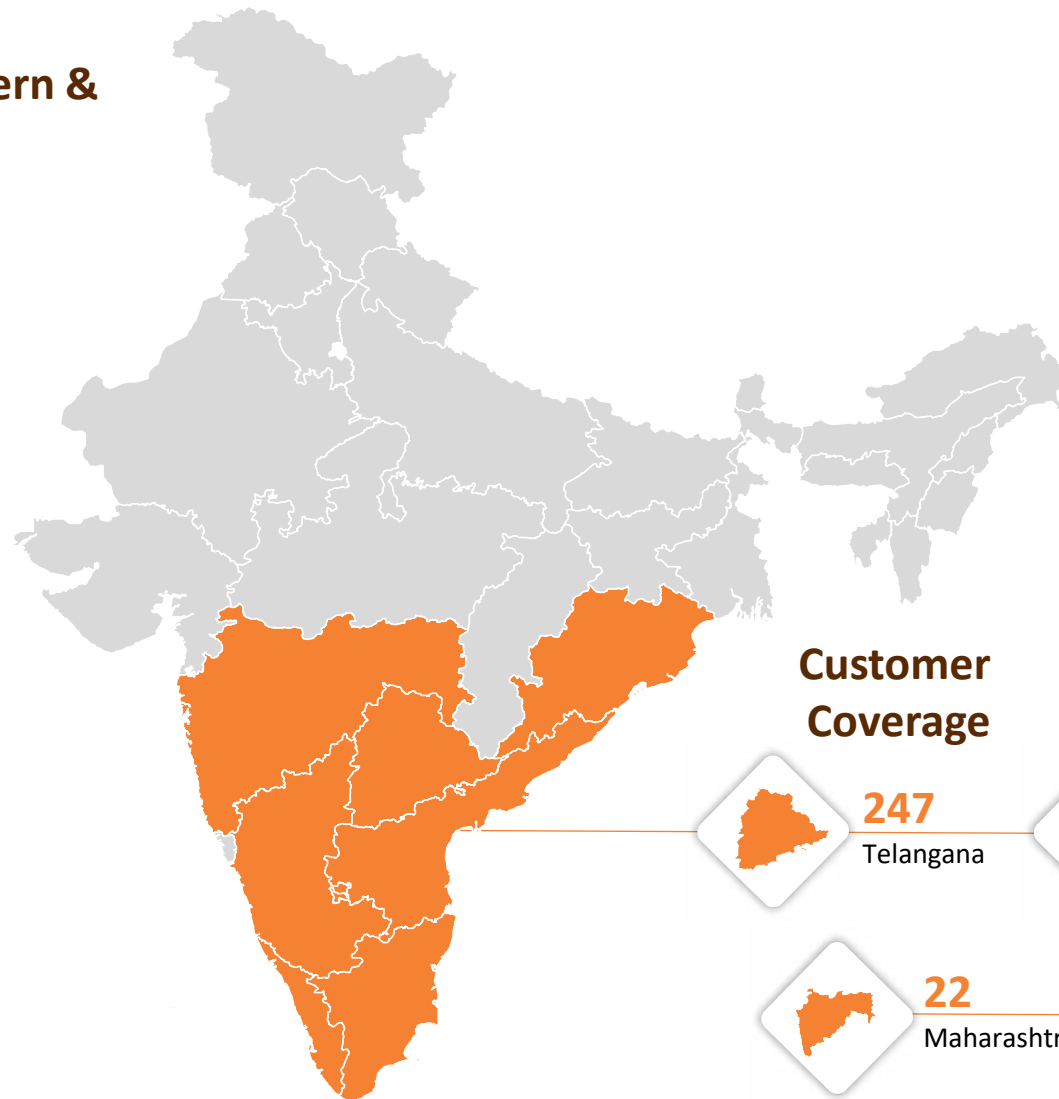
900+

Dealers & B2B Clients

~15%

Direct B2B Sales

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



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

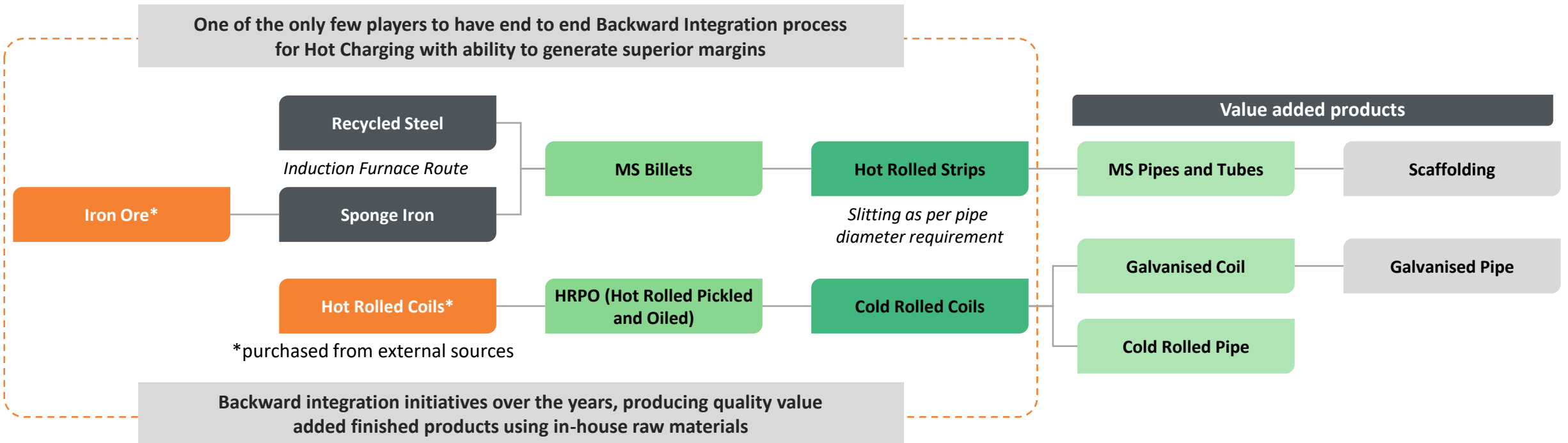
03

DISTINCTIVE EDGE

HARIOM PIPE INDUSTRIES LIMITED

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

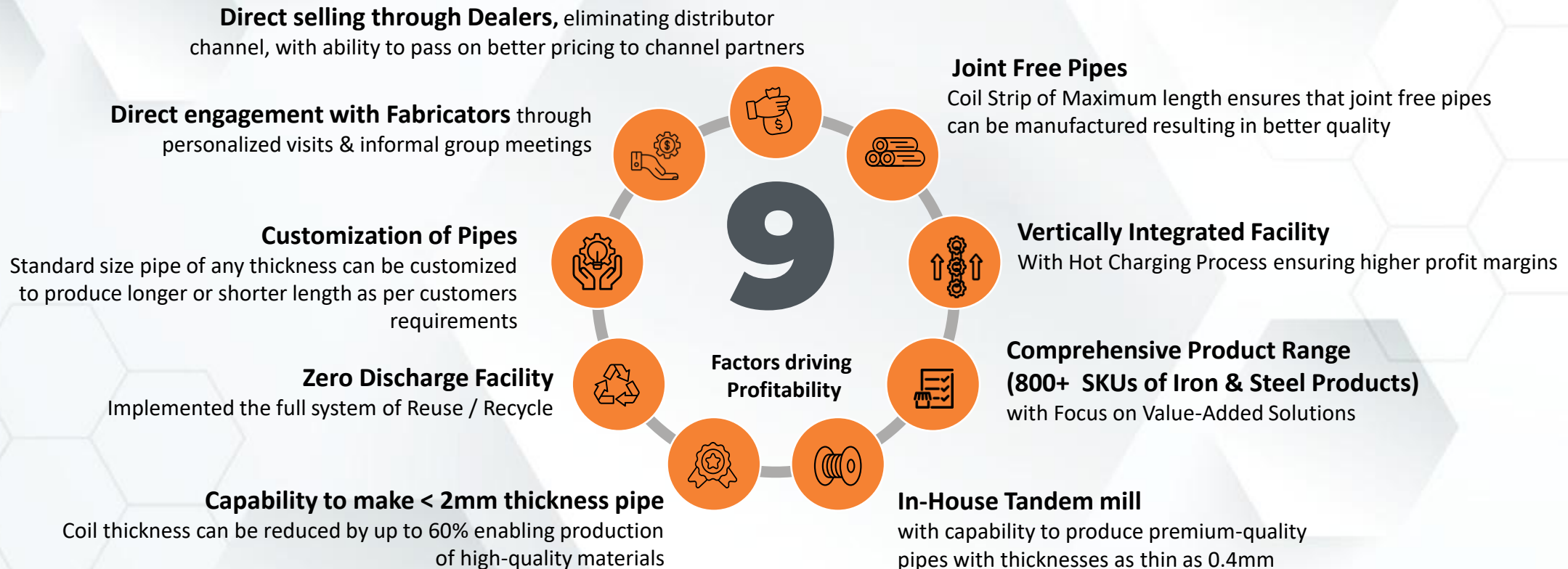
Logistics

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**

04

WAY FORWARD

HARIOM PIPE INDUSTRIES LIMITED

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

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.

05

PERFORMANCE HIGHLIGHTS

HARIOM PIPE INDUSTRIES LIMITED

KEY ANNUAL HIGHLIGHTS - FY25....(1/2)



Volume		23% YoY	Volumes grew 23% YoY to 2.45 lakh MT, driven by strong execution and quality focus
Revenue		18% YoY	Revenue (highest ever) rose 18% YoY despite a 5% drop in Average Selling Price
Net Production		23% YoY	Net production increased to 2.68 lakh MT (vs. 2.17 lakh MT), led by higher output of MS Tubes and Galvanized products following better utilization at MBNR and Perundurai units
EBITDA		27% YoY	EBITDA (highest ever) rose 27% YoY to ₹175.43 crore driven by improved scale, operating leverage in value-added segments, and tighter cost controls
EBITDA Margin		91 bps YoY	EBITDA margin improved to 12.93% (vs. 12.02%)
PAT		9% YoY	PAT (highest ever) grew 9% YoY to ₹61.73 crore, despite higher depreciation and finance costs
Operating Cash Flow		15x YoY	Operating cash flow surged to ₹78.63 crore (vs R 4.96 crore up 15x YoY), OCF formed 65% of cash & equivalents
Net Worth		23% YoY	Net worth increased to ₹573 crore (up 23% YoY)

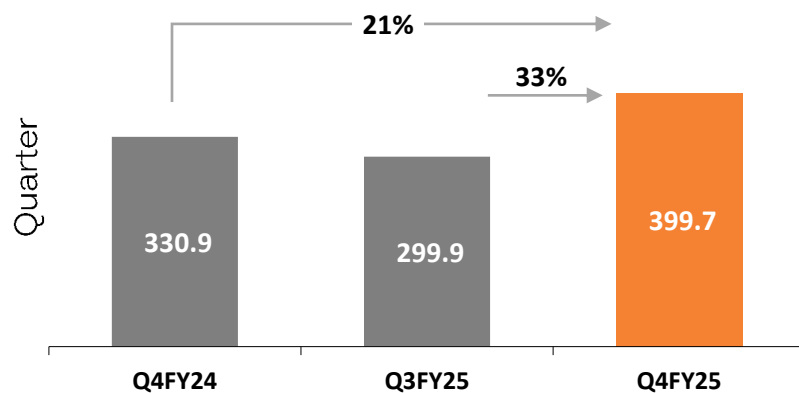
KEY ANNUAL HIGHLIGHTS - FY25(2/2)



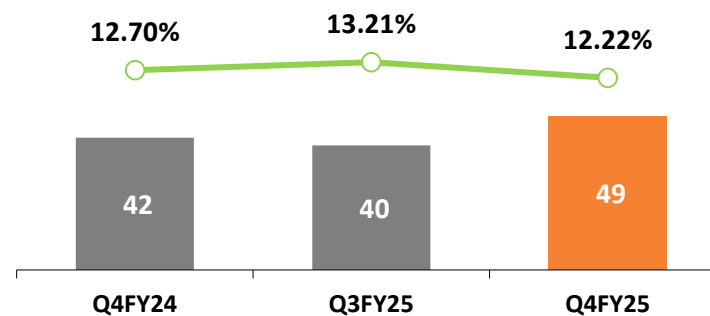
Value Added Products	97% of Revenue	Value-added products comprised 97% of revenue (up from 92%)
EBITDA / Tonne	₹7,147	EBITDA / tonne increased to ₹7,147 (vs. ₹6,964) reflecting operational leverage
Net Debt / EBITDA	1.99x	Net Debt to EBITDA improved to 1.99x from 2.45x despite supporting higher volumes
Debt / Equity	0.70x	Debt/Equity at 0.70x (vs. 0.80x)
Cash and Equivalents	₹50.79 Crore	Cash and Equivalents stood at ₹50.79 crore, and TOL/TNW remained comfortable at 1.07x, highlighting a well-capitalized and stable financial position
ROCE	19.2%	ROCE improved to 19.2%, supported by stronger earnings and efficient asset use
ROE	10.8%	ROE was 10.8%, moderated due to higher equity base post fund raise
EPS	₹20.25	EPS remained stable at ₹20.25, maintaining shareholder value

PERFORMANCE HIGHLIGHTS - Q4 & FY25

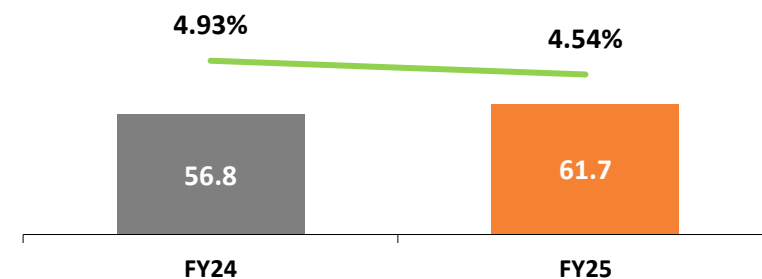
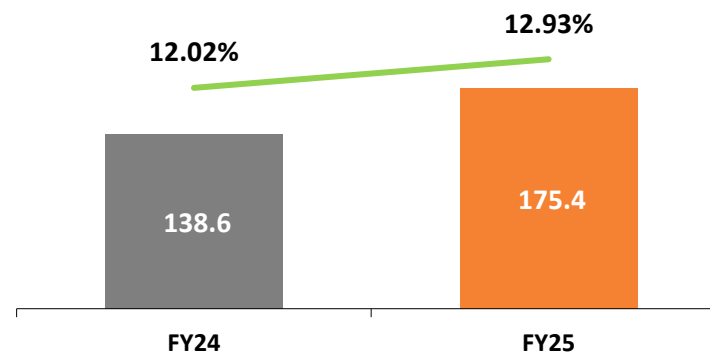
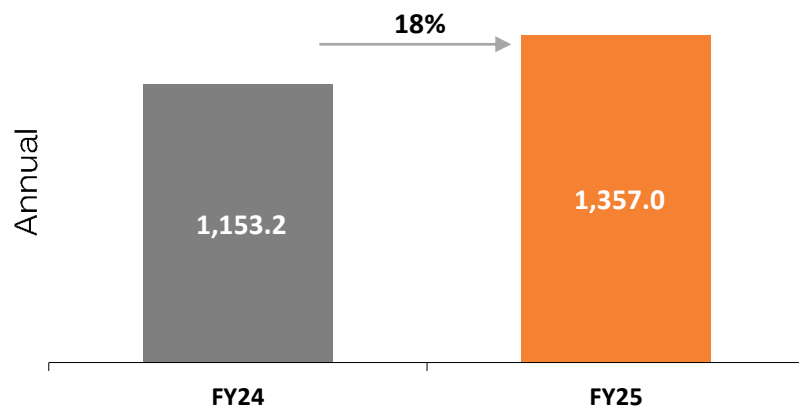
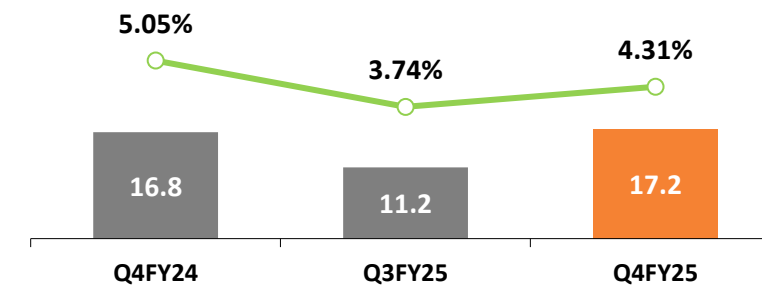
REVENUE (INR Cr)



EBITDA (INR Cr) & EBITDA Margin (%)

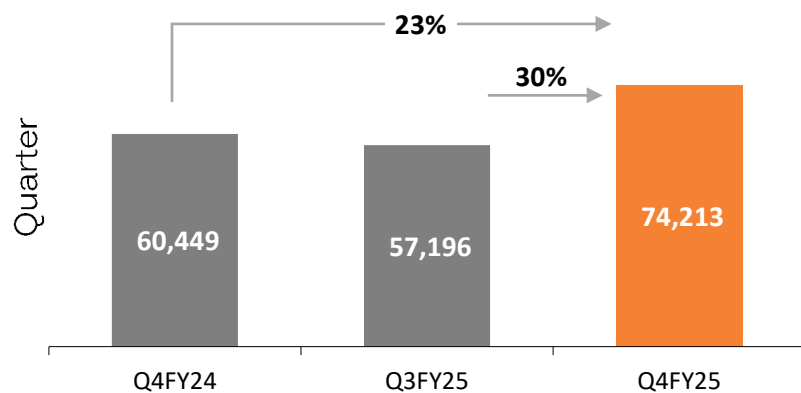


PAT (INR Cr) & PAT Margin (%)

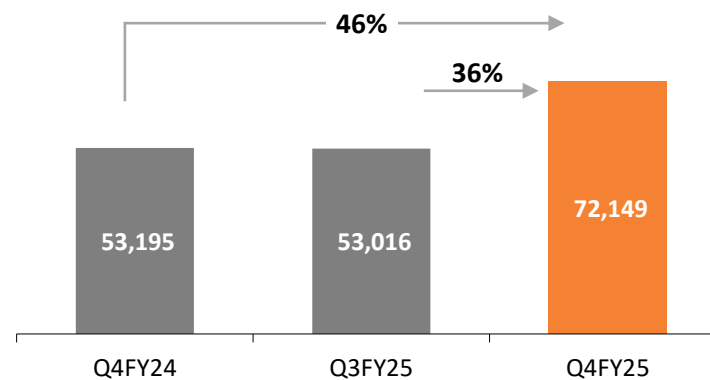


PERFORMANCE HIGHLIGHTS - Q4 & FY25

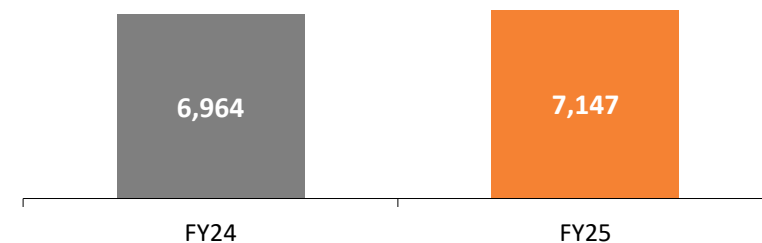
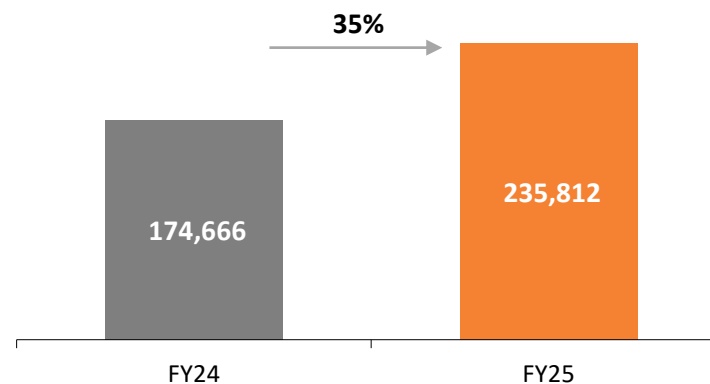
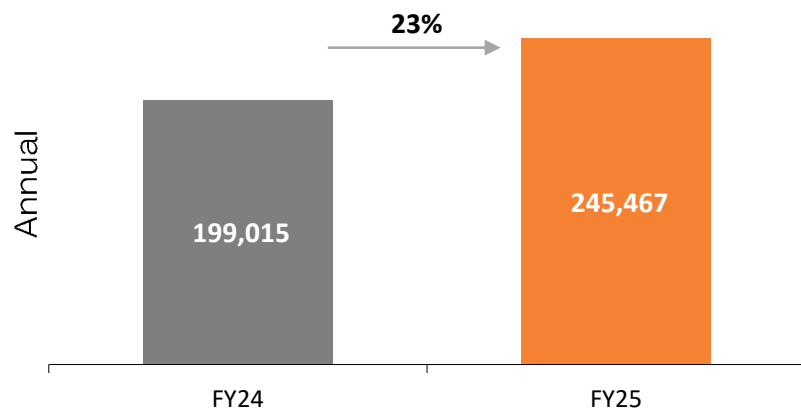
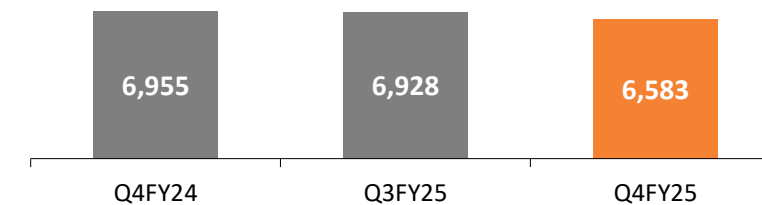
Sales Volume (MT)



Value Added Product Sales (MT)



EBITDA/Ton (₹)



INCOME STATEMENT – Q4FY25

Particulars (Rs. Cr)	Q4FY25	Q3FY25	Q4FY24	YoY%	QoQ%	FY25	FY24	YoY%
Revenue from Operations	399.70	299.88	330.92	20.8	33.3	1,357.05	1,153.19	17.7
Total Expenditure	350.85	260.26	288.88	21.5	34.8	1,181.62	1,014.59	16.5
EBITDA	48.85	39.63	42.04	16.2	23.3	175.43	138.59	26.6
EBITDA margin (%)	12.22	13.21	12.70	- 48 bps	- 99 bps	12.93	12.02	91 bps
EBIT (Incl. Other Income)	35.68	27.57	33.53	5.1	27.8	128.01	109.93	13.8
PBT (excl. exceptional)	23.45	15.39	23.59	- 0.6	52.3	83.10	77.36	7.4
PBT margin (%)	5.86	5.13	7.10	- 124 bps	73 bps	6.11	6.68	- 57 bps
PAT (excl. exceptional)	17.24	11.23	16.77	2.8	53.5	61.73	56.80	8.7
PAT margin (%)	4.31	3.74	5.05	- 74 bps	57 bps	4.54	4.90	- 36 bps
Reported EPS(Rs)	5.66	3.68	6.01	- 5.8	53.8	20.25	20.34	- 0.4

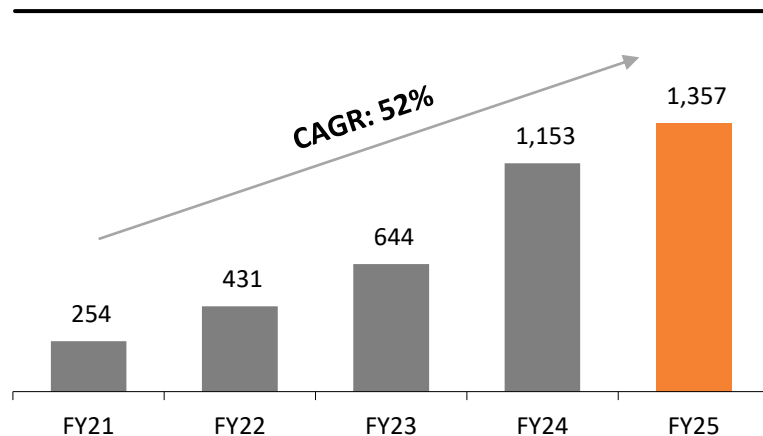
06

ANNUAL FINANCIAL OVERVIEW

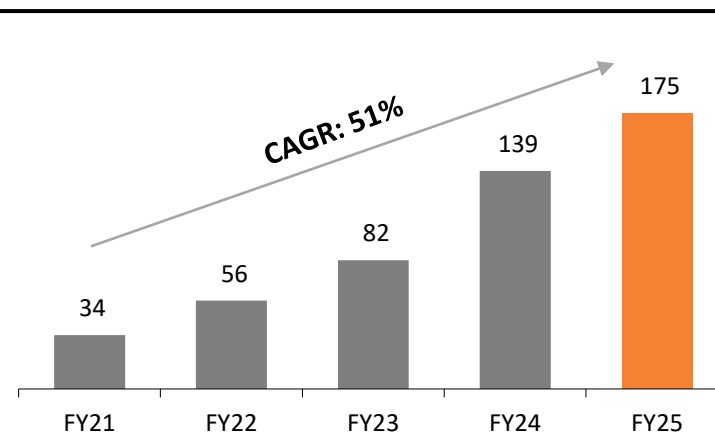
HARIOM PIPE INDUSTRIES LIMITED

TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (1/2)

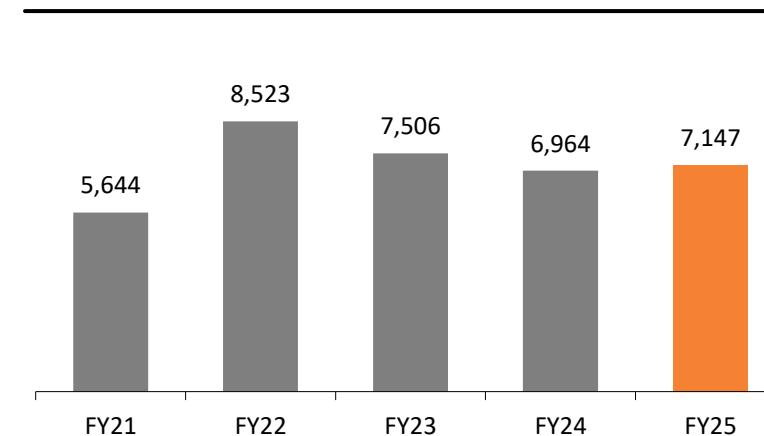
Revenue (INR Cr)



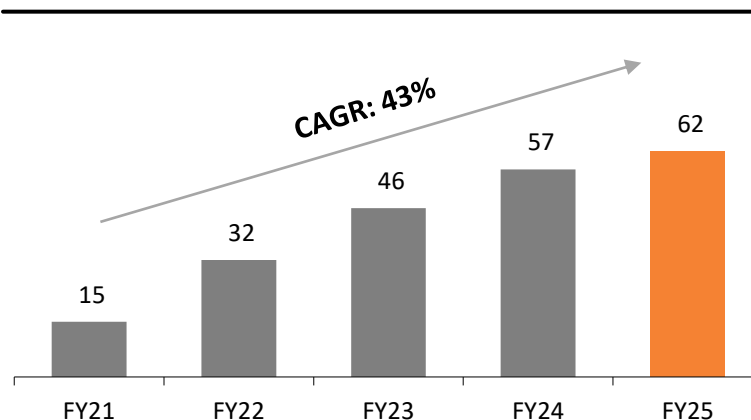
EBITDA* (INR Cr)



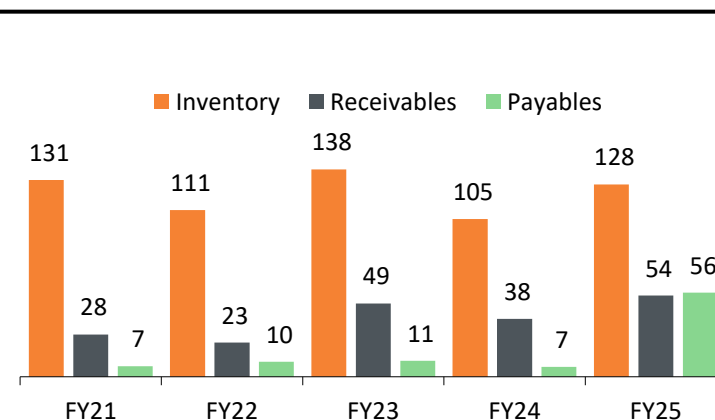
EBITDA/Ton* (INR)



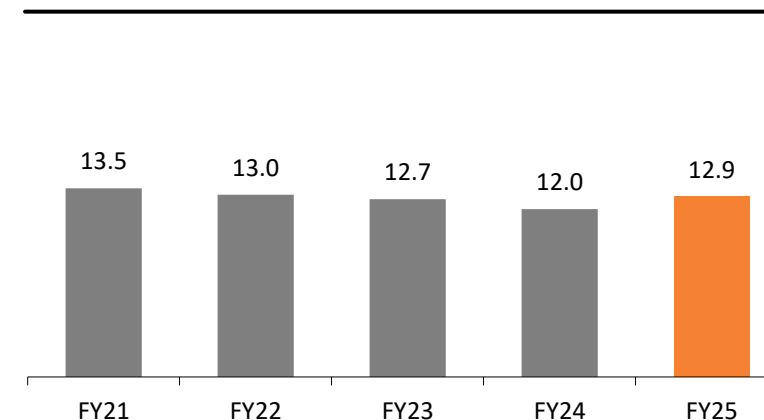
PAT (INR Lac)



Working Capital Cycle^ (Days)



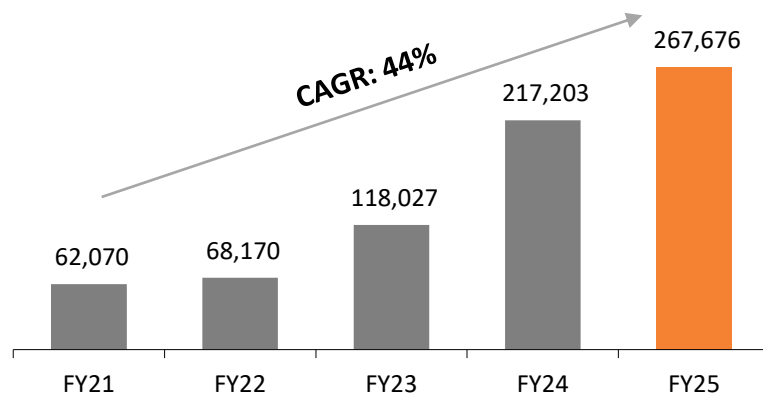
EBITDA MARGIN (%)



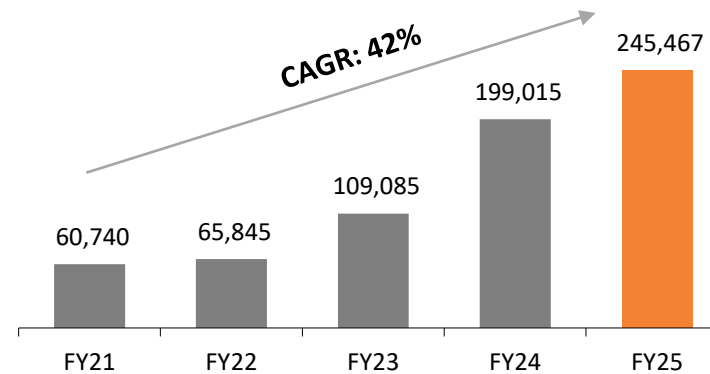
*excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (2/2)

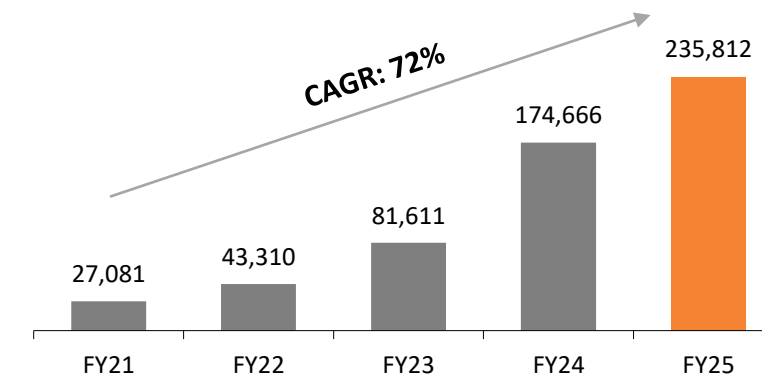
Production Volume (MT)



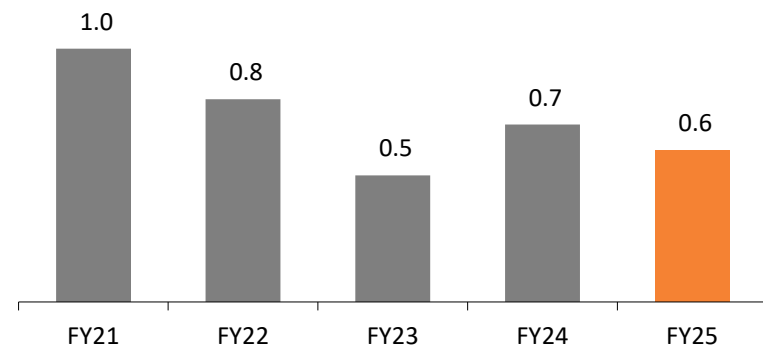
Sales Volume (MT)



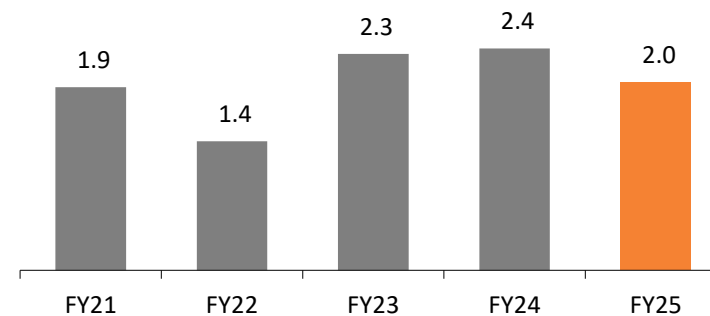
Value Added Product Sales (MT)



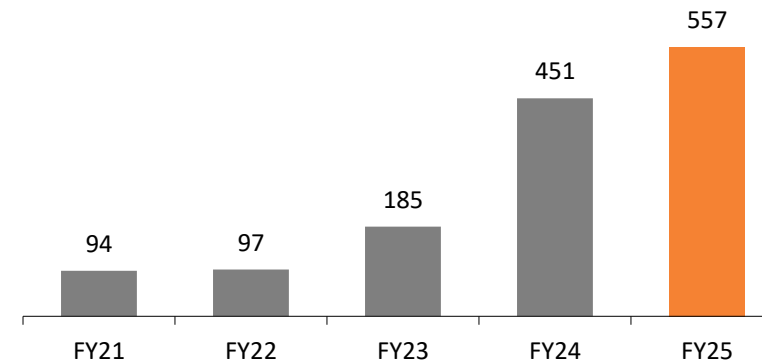
Net Debt/Equity



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

ANNUAL INCOME STATEMENT

Particulars (Rs. in Cr)	FY21	FY22	FY23	FY24	FY25
Revenue From Operations	254.1	430.6	643.7	1,153.2	1,357.0
Total Expenditure	219.9	374.4	561.8	1,014.6	1,181.6
EBITDA	34.3	56.1	81.9	138.6	175.4
EBITDA Margin (%)	13.49%	13.03%	12.72%	12.02%	12.93%
Other Income	0.7	2.7	0.7	5.2	2.9
Depreciation	6.3	8.1	9.4	33.9	50.3
PBIT	28.7	50.7	73.2	109.9	128.0
Interest	7.5	8.2	10.4	32.6	44.9
Profit Before Tax	21.2	42.5	62.8	77.4	83.1
Tax	6.1	10.6	16.6	20.6	21.4
Profit After Tax	15.1	32.0	46.2	56.8	61.7
PAT Margin (%)	5.95%	7.42%	7.18%	4.90%	4.54%
Earnings Per Share (Rs) - Basic	10.64	18.83	18.30	20.34	20.25

52%
Revenue CAGR
FY21-25

51%
EBITDA CAGR
FY21-25

43%
PAT CAGR
FY21-25

STANDALONE BALANCE SHEET

Assets (₹ in Cr)	FY23	FY24	FY25
Fixed Asset	133.25	365.05	422.72
Work-In-Progress	103.19	13.14	11.65
Right use of Assets	1.23	1.13	1.02
Intangible Asset	0.05	0.04	0.09
Financial Assets			
(i) Investments	-	-	0.10
(i) Other Financial Assets	0.96	13.04	4.35
Other Non-Current Asset	40.85	6.25	4.38
Non - Current Assets	279.52	398.65	444.31
Inventories	212.17	296.54	426.70
Financial Assets			
(i) Trade Receivables	86.12	122.07	202.49
(ii) Cash & Cash Equivalents	104.04	1.78	26.01
(iii) Bank Balances	0.68	30.01	24.77
(iv) Other Financial Assets	0.15	2.30	0.75
Other Current Assets	26.50	28.88	71.94
Current Assets	429.66	481.59	752.67
Total Assets	709.18	880.24	1,196.97

Equity & Liabilities (₹ in Cr)	FY23	FY24	FY25
Equity Share Capital	27.62	28.87	30.97
Other Equity	347.55	435.25	541.71
Total Equity	375.17	464.12	572.67
Financial Liabilities			
(i) Borrowings	125.19	119.71	93.30
(ia) Lease Liabilities	1.22	1.17	1.11
Provisions	0.33	0.44	0.72
Deferred Tax Liabilities	4.24	8.24	10.22
Non-Current Liabilities	130.99	129.56	105.35
Financial Liabilities			
(i) Borrowings	170.82	251.18	307.03
(ia) Lease Liabilities	0.04	0.05	0.06
(ii) Trade Payables	16.31	18.91	186.39
(iii) Other Financial Liabilities	8.75	10.60	11.06
Other Current Liabilities	2.63	2.83	6.77
Provisions	0.05	0.05	0.06
Current Tax Liabilities	4.42	2.96	7.59
Current Liabilities	203.03	286.57	518.95
Total Equity & Liabilities	709.18	880.24	1,196.97

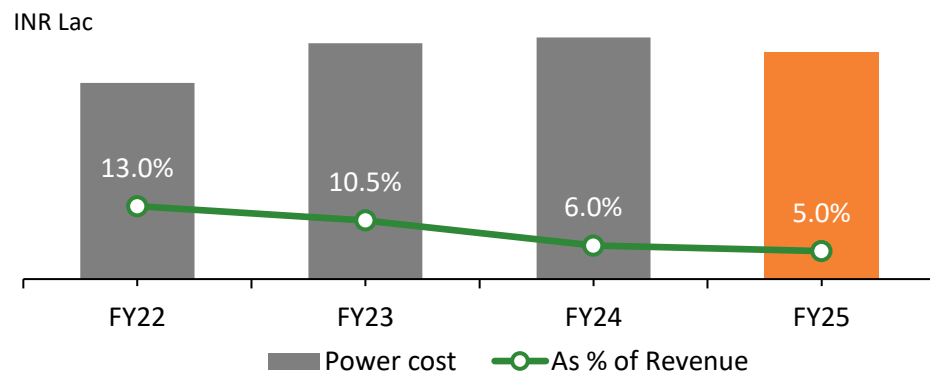
07

POWERING A SUSTAINABLE FUTURE

HARIOM PIPE INDUSTRIES LIMITED

REDUCED ENVIRONMENTAL IMPACT WITH FOCUS ON SUSTAINABILITY

Reducing Power Costs with increasing consumption of energy from renewable sources



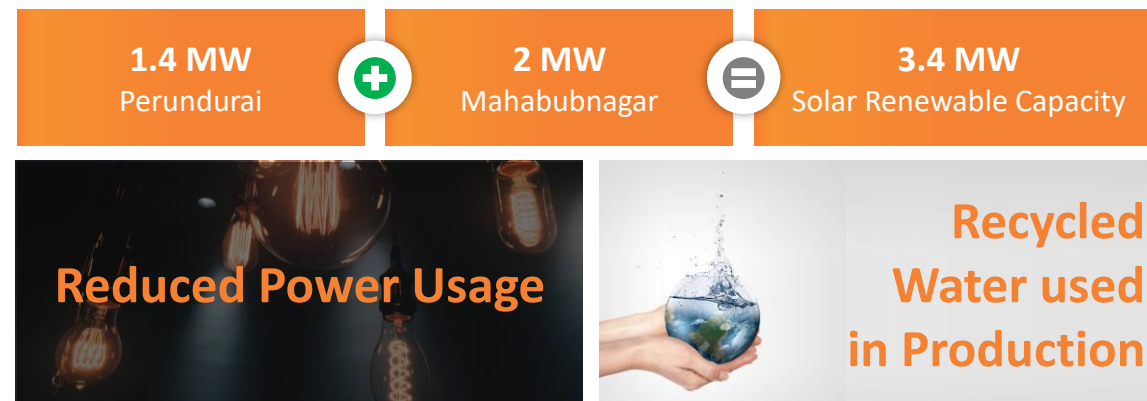
Go Green initiative

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)

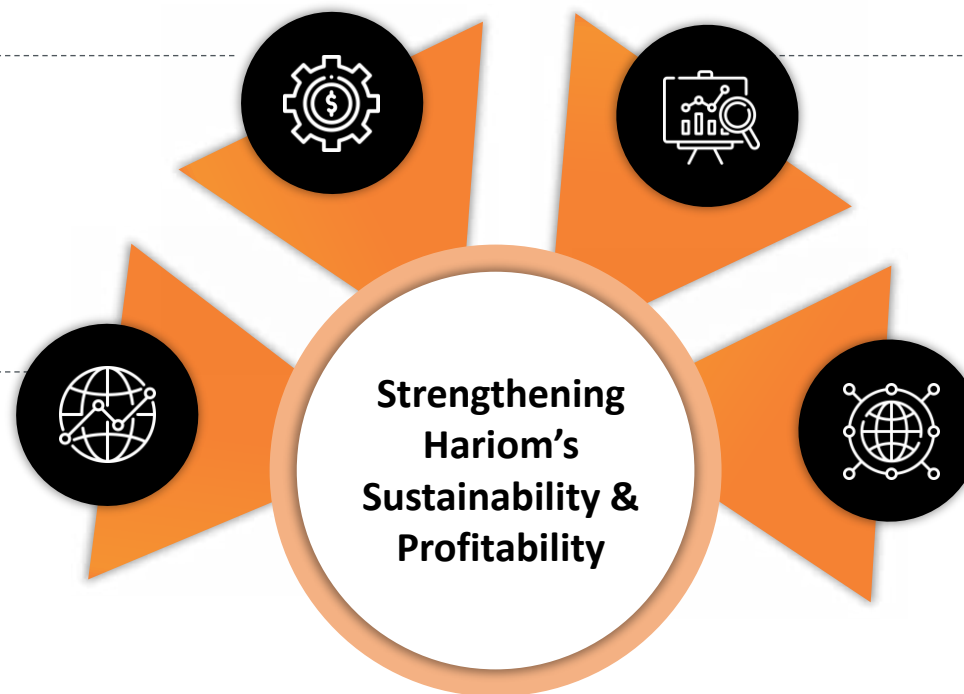


Project Details

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

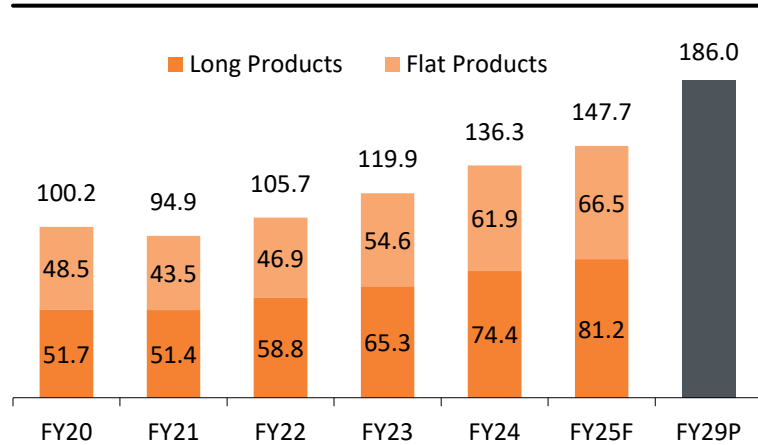
08

INDUSTRY OVERVIEW

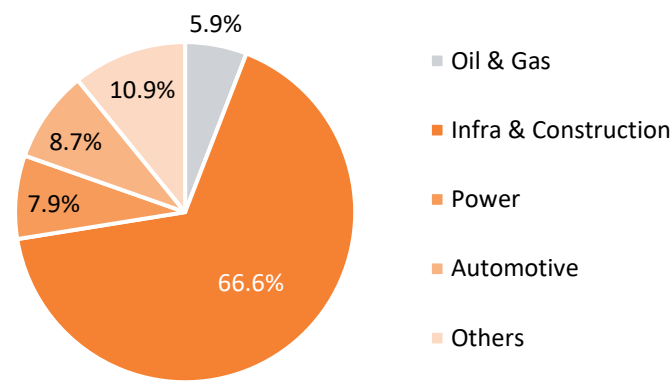
HARIOM PIPE INDUSTRIES LIMITED

INDIA IS THE 2nd LARGEST STEEL PRODUCER WITH SIGNIFICANT FUTURE GROWTH POTENTIAL

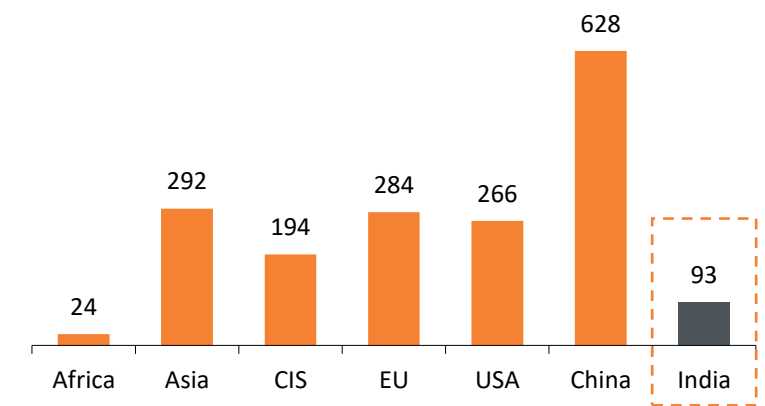
India Steel Consumption (Million Tonnes)



End User Segmentation (FY24)



Per Capita Steel Consumption (KGs)



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



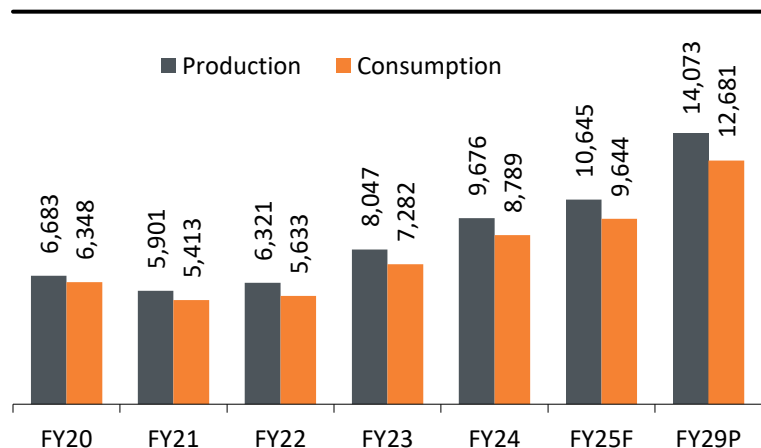
Government initiatives (**PLI, National Steel Policy**) to boost steel consumption



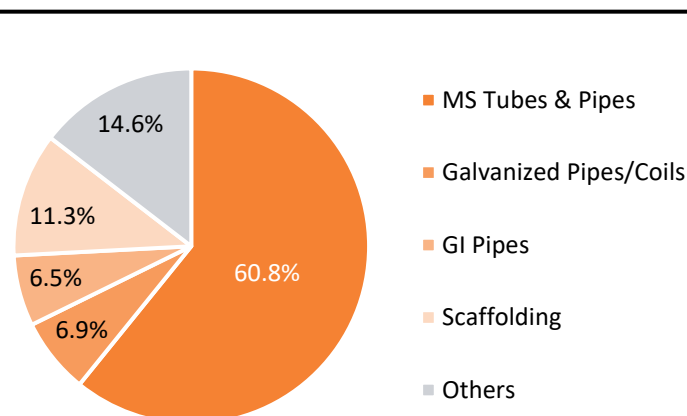
Water infrastructure is set to grow with government initiatives like Jal Jeevan Mission

STEEL PIPES POISED FOR STRONG GROWTH, DRIVEN BY INCREASING INFRA DEMAND

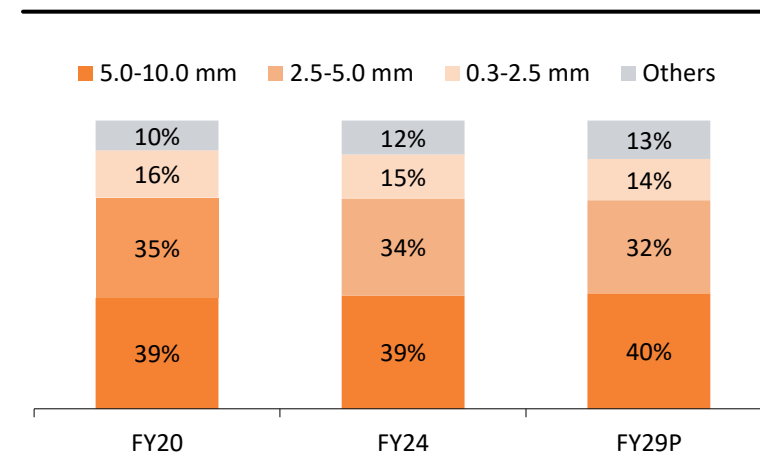
India Steel Tubes & Pipe ('000 Tonnes)



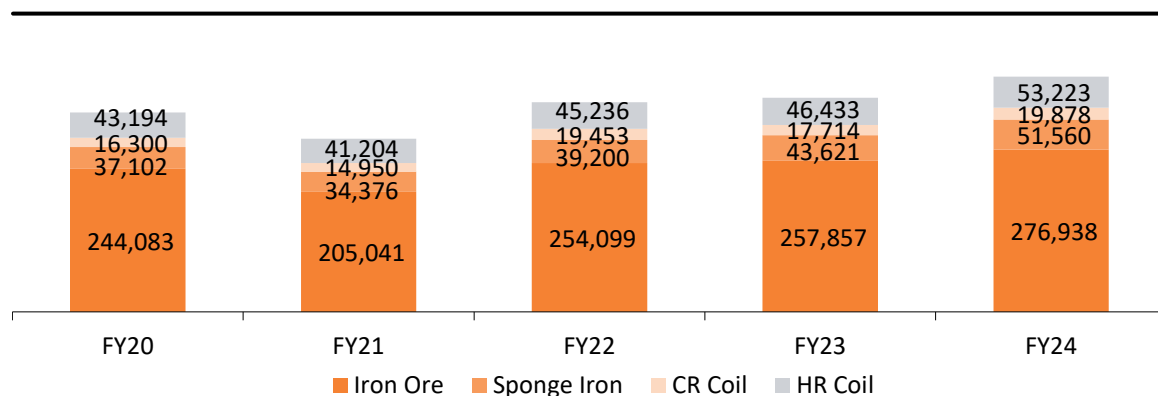
Consumption Segmentation by Type (FY24)



Consumption Segmentation by Thickness



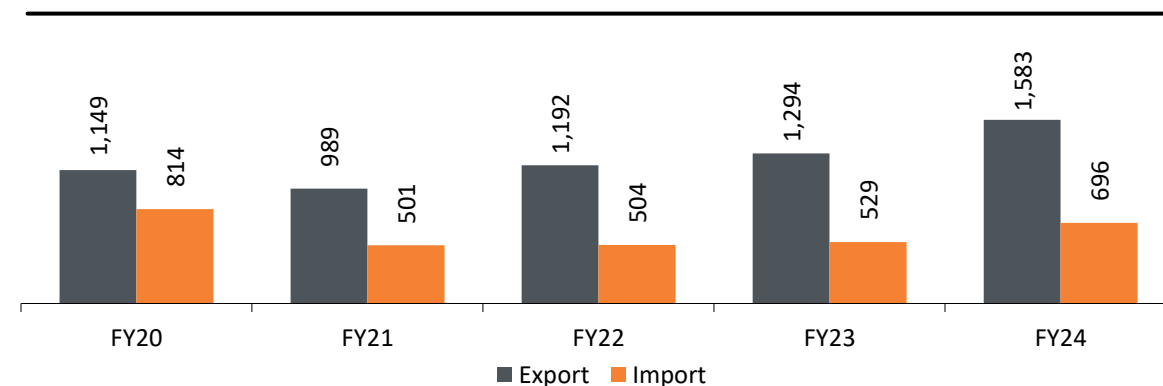
India Production of Raw Materials ('000 Tonnes)



Source: CARE Report

INVESTOR PRESENTATION – Q4&FY25

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





THANK YOU

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