

Date: November 13, 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

BSE Scrip Code- **543517** 

NSE Symbol - HARIOMPIPE

Dear Sir/Madam,

### <u>Sub: Investor Presentation on Unaudited Financial Results for the quarter and half year</u> ended September 30, 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 Unaudited Financial Results for the quarter and half year ended September 30, 2025.

A copy of the said presentation is also being made available on the website of the Company at <a href="https://www.hariompipes.com/presentations-made-to-analysts-or-institutional-investors">https://www.hariompipes.com/presentations-made-to-analysts-or-institutional-investors</a>.

Please take the above information on record.

Thanking You.

Yours faithfully, For Hariom Pipe Industries Limited

Rekha Singh Company Secretary M. No.: A33986

Encl: a/a



### HARIOM PIPE INDUSTRIES LIMITED

HARIOM HARIOM

Investor Presentation Q2 & H1FY26

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INVESTOR PRESENTATION - Q28HIFY26



Distinctive Edge

**Annual Financials** 

Powering a Sustainable Future



### **HALF YEARLY HIGHLIGHTS – H1FY26**





21% YoY 🔺

Volumes grew 21% YoY to 1,38,371 MT, driven by strong execution and quality focus



#### Revenue

21% YoY 🔺

Revenue rose 21% YoY



#### **Value Added Products**

21% YoY



21% growth in revenue and volume of value-added products on a YoY basis.



#### **EBITDA**

15% YoY 🔺



EBITDA rose 15% YoY to ₹ 100.31 crore driven by improved scale, operating leverage in value-added segments, & tighter cost controls



ROCE

20.8%



FY25 was 19.2%



#### ROE

11.2%

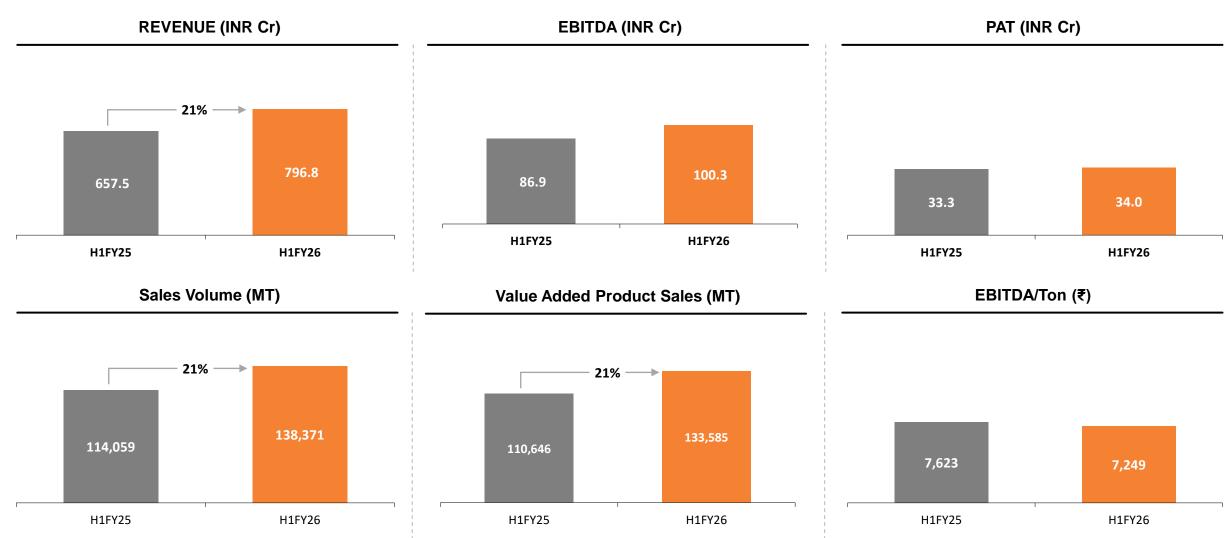




- All figures presented above are on a standalone basis.
- ROCE/ ROE have been annualized for FY26 on basis of H1FY26

### **HALF YEARLY HIGHLIGHTS – H1FY26**





<sup>•</sup> All figures presented above are on a standalone basis.

### **QUARTERLY HIGHLIGHTS – Q2FY26**





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### **INCOME STATEMENT – Q2 & H1FY26**



| Particulars (Rs. Cr)      | Q2FY26 | Q1FY26 | Q2FY25 | H1FY26 | H1FY25 |
|---------------------------|--------|--------|--------|--------|--------|
| Revenue from Operations   | 335.9  | 461.0  | 314.3  | 796.8  | 657.5  |
| Total Expenditure         | 293.2  | 403.4  | 271.9  | 696.5  | 570.5  |
| EBITDA                    | 42.7   | 57.6   | 42.4   | 100.3  | 87.0   |
| EBITDA margin (%)         | 12.7   | 12.49  | 13.49  | 12.59  | 13.23  |
| EBIT (Incl. Other Income) | 27.6   | 44.6   | 31.1   | 72.2   | 64.8   |
| PBT (excl. exceptional)   | 14.3   | 32.2   | 21.5   | 46.5   | 44.3   |
| PBT margin (%)            | 4.26   | 6.97   | 6.84   | 5.82   | 6.71   |
| PAT (excl. exceptional)   | 10.4   | 23.6   | 15.8   | 34.0   | 33.3   |
| PAT margin (%)            | 3.10   | 5.11   | 5.00   | 4.27   | 5.06   |
| Reported EPS(Rs)          | 3.36   | 7.63   | 5.17   | 10.99  | 10.91  |

<sup>•</sup> All figures presented above are on a standalone basis.

### 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.

INVESTOR PRESENTATION - 02&H1FY26



### **ABOUT HARIOM**





**18+** Years

Rich industry experience

785,232 MTPA

Total Installed Capacity

**~115** Acres

Manufacturing Infrastructure

+008

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

**60 MW** 

Solar Power Plant in 13 Locations Across Maharashtra Under MSKYV – PM-KUSUM Feeder Level Solarisation Scheme 03

ISO Certifications: Quality, Environment & Safety

05

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
- Leased Ultra Pipes assets for 99 years, 84,000 MTPA
   Capacity

INVESTOR PRESENTATION - 02&H1FY26

# **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.

INVESTOR PRESENTATION - Q28H1FY26

# **EXPERIENCED BOARD OF DIRECTORS & MANAGEMENT** (1/2)











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.

INVESTOR PRESENTATION - Q28H1FY26



## STATE OF THE ART MANUFACTURING FACILITIES ACROSS SOUTHERN INDIA



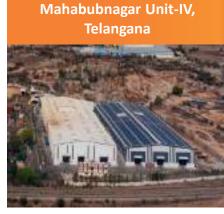
Mahabubnagar Unit-I, Telangana



Ananthapur Unit-II, Andhra Pradesh



Perundurai Unit-III, Tamil Nadu



FY26\*

36,000

104,232

124,000

216,000

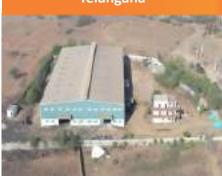
5,000

120,000

180,000

785,232

Mahabubnagar Unit-V, Telangana



~115 acres

Total Land across all facilities

~65 acres

Available for future expansion and growth

|                               |                          |         |         | -64 |
|-------------------------------|--------------------------|---------|---------|-----|
| Capacity across plants (MTPA) | Products                 | FY24    | FY25    |     |
| Ananthapur                    | Sponge Iron              | 36,000  | 36,000  |     |
|                               | M.S. Billets             | 104,232 | 104,232 |     |
|                               | HR Strips                | 124,000 | 124,000 |     |
| Mahabubnagar                  | MS Tubes                 | 132,000 | 132,000 |     |
|                               | Scaffolding              | 5,000   | 5,000   |     |
|                               | Galvanized Pipes & Coils | 120,000 | 120,000 |     |
| Perundurai                    | Galvanized Pipes & Coils | 180,000 | 180,000 |     |
| Total Capacity                |                          | 701,232 | 701,232 |     |

Backward integrated Raw material internally consumed to make Finished products

Current Cumulative Capacity

264,232 MTPA

Raw Materials

**521,000 MTPA** Finished Goods

INVESTOR PRESENTATION – Q2&H1FY26

<sup>\*</sup> FY26 Installed capacity figures are presented on an annualized basis as of Sep 2025

# **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 highquality 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, preengineered 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

### RISING SHARE OF VALUE-ADDED **PRODUCTS**



#### **Value-Added Products**

| Particulars (Quantity- |        | FY20   |      | FY21   |        | FY22 |        | FY23   |      | FY24     |        | FY25 |          |         |      |          |          |      |
|------------------------|--------|--------|------|--------|--------|------|--------|--------|------|----------|--------|------|----------|---------|------|----------|----------|------|
| MTPA, Revenue- INR Cr) | 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% |





Fan Stamping & Power Circuit



**Greenhouse Structures** 





Solar Structures



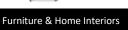


Shelving & Racking Systems



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

















INVESTOR PRESENTATION - Q2&H1FY26



## 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):</li>
   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):</li>
   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
  - o 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 H1FY26 performance.



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



**247**Telangana

Customer

Coverage

154 Andhra Pradesh #

165

Tamil Nadu

22

Maharashtra

22!

Karnataka

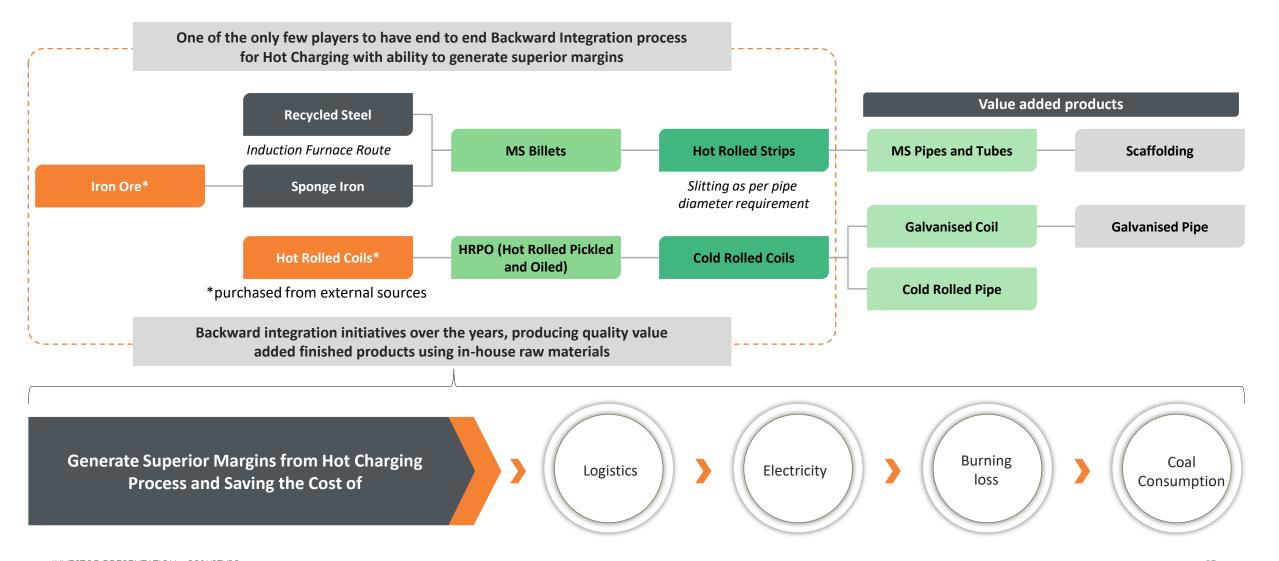
106 Kerala

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## VERTICALLY INTEGRATED MODEL ENABLING COST EFFICIENCY





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## TECHNOLOGY & PROCESS INNOVATION DRIVING PROFITABILITY



**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



#### **Joint Free Pipes**

Coil Strip of Maximum length ensures that joint free pipes can be manufactured resulting in better quality

#### **Customization of Pipes**

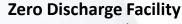
Standard size pipe of any thickness can be customized to produce longer or shorter length as per customers requirements



### 

#### **Vertically Integrated Facility**

With Hot Charging Process ensuring higher profit margins



Implemented the full system of Reuse / Recycle



Factors driving Profitability



### Comprehensive Product Range (800+ SKUs of Iron & Steel Products)

with Focus on Value-Added Solutions



Coil thickness can be reduced by up to 60% enabling production of high-quality materials



#### **In-House Tandem mill**

with capability to produce premium-quality pipes with thicknesses as thin as 0.4mm

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

INVESTOR PRESENTATION – Q2&H1FY26

### 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 ecofriendly 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

INVESTOR PRESENTATION - Q2&HIFY26

# STRATEGIC POSITIONING FOR FUTURE GROWTH



#### **Leadership in Thin Steel**

In the specialized 0.3–2.5 mm thickness segment—which accounts for approximately 15% of India's total steel consumption—Hariom holds a commanding 13% market share (FY25), underscoring its dominant position in this niche category..

#### **Aggressive Growth Target**

Leveraging favorable industry dynamics and targeted capacity expansions, Hariom aims for a robust 30% CAGR in volume growth from FY26 to FY27.

#### **Strategic Market Positioning**

Hariom focuses exclusively on thin pipes and coils, addressing fragmented, high-volume demand in underserved segments while deliberately avoiding direct competition with producers of heavier pipes, who target distinct market areas.

#### **Integrated Operations Model**

Full backward integration across the production chain delivers cost efficiencies and stringent quality control, fostering enduring competitive edges.

#### **Extensive Dealers & B2B Network**

A nationwide network of over 900 dealers facilitates profound market reach into rural and urban areas, establishing a resilient and diversified sales infrastructure.

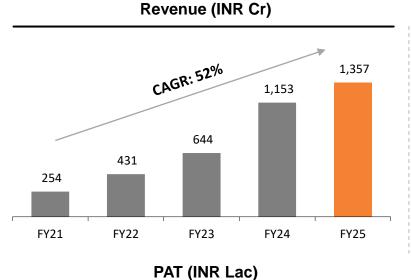
Hariom's targeted emphasis on the thin steel segment, bolstered by its integrated operations and expansive distribution network, equips the company with sustainable competitive advantages and primes it for accelerated expansion..

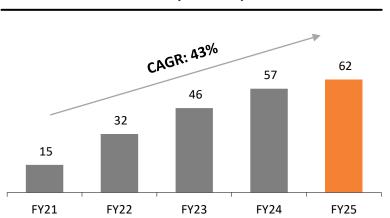
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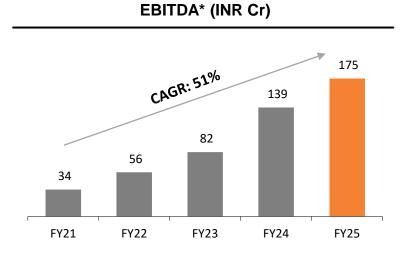


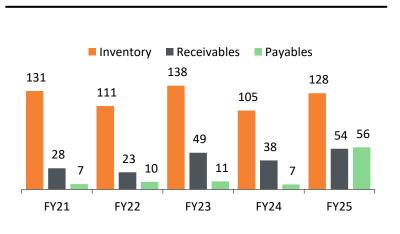
# TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (1/2)



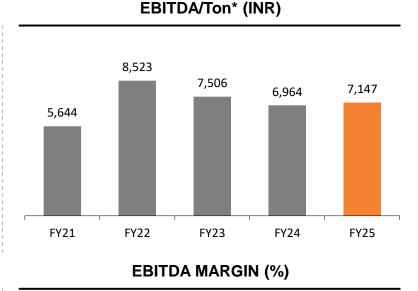


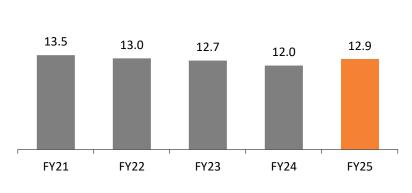






Working Capital Cycle<sup>^</sup> (Days)





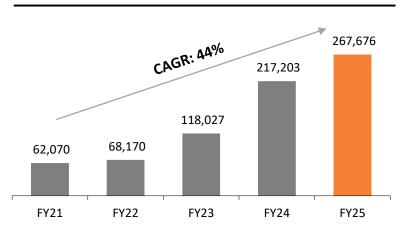
<sup>\*</sup>excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

INVESTOR PRESENTATION - 02&H1FY26

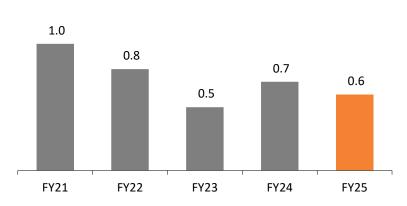
# TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (2/2)



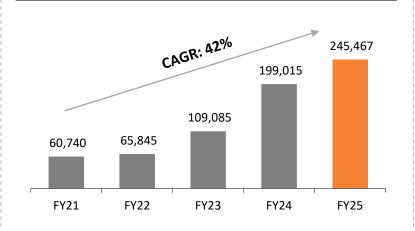
**Production Volume (MT)** 



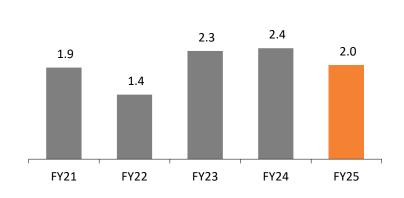
**Net Debt/Equity** 



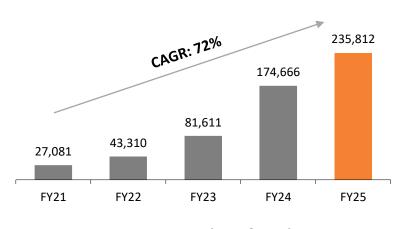
Sales Volume (MT)



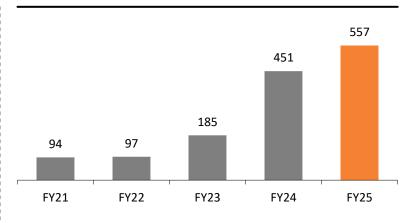
Net Debt/EBITDA



Value Added Product Sales (MT)



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

INVESTOR PRESENTATION – Q28H1FY26

## STANDALONE 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

INVESTOR PRESENTATION - Q2&HIFY26

### STANDALONE BALANCE SHEET - Q2 & H1FY26



| Assets (₹ in Cr)             | FY23   | FY24   | FY25     | H1FY26   |
|------------------------------|--------|--------|----------|----------|
| Fixed Asset                  | 133.25 | 365.05 | 422.72   | 448.52   |
| Work-In-Progress             | 103.19 | 13.14  | 11.65    | 8.70     |
| Right use of Assets          | 1.23   | 1.13   | 1.02     | 24.89    |
| Intangible Asset             | 0.05   | 0.04   | 0.09     | 0.07     |
| Financial Assets             |        |        |          |          |
| (i)Investments               | -      | -      | 0.10     | 0.10     |
| (ii)Loans                    | -      | -      | -        | 0.20     |
| (iii)Other financial assets  | 0.96   | 13.04  | 4.35     | 5.75     |
| Other Non-Current Asset      | 40.85  | 6.25   | 4.38     | 33.88    |
| Non - Current Assets         | 279.52 | 398.65 | 444.31   | 5,220.1  |
| Inventories                  | 212.17 | 296.54 | 426.70   | 413.12   |
| Financial Assets             |        |        |          |          |
| (i) Trade Receivables        | 86.12  | 122.07 | 202.49   | 159.77   |
| (ii) Cash & Cash Equivalents | 104.04 | 1.78   | 26.01    | 5.54     |
| (iii) Bank Balances          | 0.68   | 30.01  | 24.77    |          |
| (iv) Other Financial Assets  | 0.15   | 2.30   | 0.75     | 0.14     |
| Other Current Assets         | 26.50  | 28.88  | 71.94    | 42.80    |
| <b>Current Assets</b>        | 429.66 | 481.59 | 752.67   | 621.36   |
| Total Assets                 | 709.18 | 880.24 | 1,196.97 | 1,143.46 |

| Equity & Liabilities (₹ in Cr)    | FY23   | FY24   | FY25     | H1FY26   |
|-----------------------------------|--------|--------|----------|----------|
| Equity Share Capital              | 27.62  | 28.87  | 30.97    | 30.97    |
| Other Equity                      | 347.55 | 435.25 | 541.71   | 573.84   |
| Total Equity                      | 375.17 | 464.12 | 572.67   | 604.81   |
| Financial Liabilities             |        |        |          |          |
| (i) Borrowings                    | 125.19 | 119.71 | 93.30    | 88.29    |
| (ia) Lease Liabilities            | 1.22   | 1.17   | 1.11     | 21.96    |
| Provisions                        | 0.33   | 0.44   | 0.72     | 0.87     |
| Deferred Tax Liabilities          | 4.24   | 8.24   | 10.22    | 11.17    |
| Non-Current Liabilities           | 130.99 | 129.56 | 105.35   | 122.29   |
| Financial Liabilities             |        |        |          |          |
| (i) Borrowings                    | 170.82 | 251.18 | 307.03   | 306.49   |
| (ia) Lease Liabilities            | 0.04   | 0.05   | 0.06     | 1.16     |
| (ii) Trade Payables               | 16.31  | 18.91  | 186.39   | 70.72    |
| (iii) Other Financial Liabilities | 8.75   | 10.60  | 11.06    | 14.31    |
| Other Current Liabilities         | 2.63   | 2.83   | 6.77     | 5.31     |
| Provisions                        | 0.05   | 0.05   | 0.06     | 0.06     |
| Current Tax Liabilities           | 4.42   | 2.96   | 7.59     | 18.30    |
| <b>Current Liabilities</b>        | 203.03 | 286.57 | 518.95   | 416.36   |
| Total Equity & Liabilities        | 709.18 | 880.24 | 1,196.97 | 1,143.46 |

INVESTOR PRESENTATION - Q48FY25



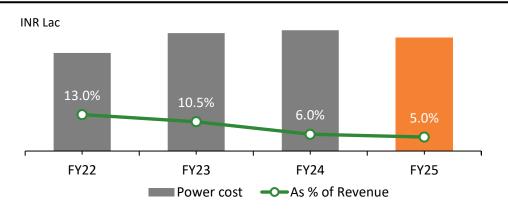
06

NVESTOR PRESENTATION - 028H1EV26

## REDUCED ENVIRONMENTAL IMPACT WITH FOCUS ON SUSTAINABILITY



### Reducing Power Costs with increasing consumption of energy from renewable sources





**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

INVESTOR PRESENTATION – Q28H1FY26

# 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.

INVESTOR PRESENTATION - Q2&HIFY26



# THANK YOU

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