

Date: February 11, 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: Revised Investor Presentation on Unaudited Financial Results for the Quarter and Nine Months ended December 31, 2024:

This is with reference to our letter dated February 10, 2025. In terms of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 (the “listing Regulations”), we are enclosing herewith revised copy of Investors Presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended December 31, 2024.

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 Digitally signed
by REKHA SINGH
Date: 2025.02.11
11:40:04 +05'30'

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

Encl: a/a



HARIOM[®]
PIPES | SCAFFOLDING | COILS

Hariom Pipe Industries Limited

Investor Presentation
February 2025

This presentation and the accompanying slides (the “**Presentation**”), which have been prepared by “Hariom Pipe Industries Limited” (the “**Company**”) contain selected information about the activities of the Company as on the date of this Presentation, is solely for the information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. This Presentation does not purport to present a comprehensive overview of the Company or contain all the information necessary to evaluate an investment in the Company. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation should not, nor should anything contained in it, form the basis of, or be relied upon in any connection with any contract or commitment whatsoever.

This Presentation and the information contained herein, is strictly confidential and is intended only for the exclusive use of the recipients thereof, subject to the provisions stated herein, and may not be disclosed, reproduced, published, transmitted, summarized, distributed or furnished, in or whole or in part, or passed on directly or indirectly to any other person or persons whether within or outside your organization or firm, or published in whole or in part, for any purpose by recipients directly or indirectly to any other person. Any printed form of this Presentation must be returned to us immediately at the conclusion of this Presentation. This Presentation is being communicated to selected persons who have professional experience in matters relating to investments for information purposes only and does not constitute a recommendation regarding any securities of the Group. Other persons should not rely or act upon this Presentation or any of its contents.

If the Company should at any time make an offering of securities, any decision to invest in any such offer to subscribe for or acquire securities of the Company must be based wholly on the information contained in the offer document or offering circular, placement document, and/or any international offering memorandum (including the risk factors mentioned therein) issued or to be issued by the Company in connection with any such offer and not on the contents herein. Information contained in this Presentation is qualified in its entirety by reference to an offering document for any potential transaction if it proceeds. Any potential transaction could be made available to the recipient of this document in accordance with applicable laws and regulations, including the distribution of any required documents for such potential transaction and such documents will supersede all prior information provided to the recipient, herein or otherwise.

No representation or warranty express or implied is made as to, and no reliance should be placed on, the accuracy, completeness or correctness of any information, including any projections, estimates, targets and opinions contained herein, and no liability whatsoever is accepted as to any errors, omissions or misstatements contained herein and, accordingly, none of the Company, its directors, officers or employees or its affiliates, its advisors or representatives, or any such person's officers or employees accepts any liability (in negligence or otherwise) whatsoever arising directly or indirectly from the use of this Presentation.

Certain data contained in this Presentation was obtained from various external data sources, and none of the Company, its advisers or representatives has verified this data with independent sources Accordingly, the Company, its advisers and representatives make no representation as to the fairness, accuracy, correctness, authenticity or completeness of that data, and this data involves risks and uncertainties and is subject to change based on various factors. The information contained in this Presentation is not to be taken as any recommendation made by the Company or any other person to enter into any agreement with regard to any investment. You will be solely responsible for your own assessment of the market and the market position of the Company, and you will conduct your own analysis and be solely responsible for forming your own view of the potential future performance of the business of the Company. By participating in this Presentation, attendees agree to be bound by the foregoing limitations Any failure to comply with these restrictions may constitute a violation of applicable securities law.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. The Company does not make any promise to update/provide such presentation along with results to be declared in the coming years.

Table of Contents

01	Q3FY25 Performance	4
02	Industry Overview	7
03	Key Strengths	10
04	Growth Strategy	22
05	Result Snapshot	24

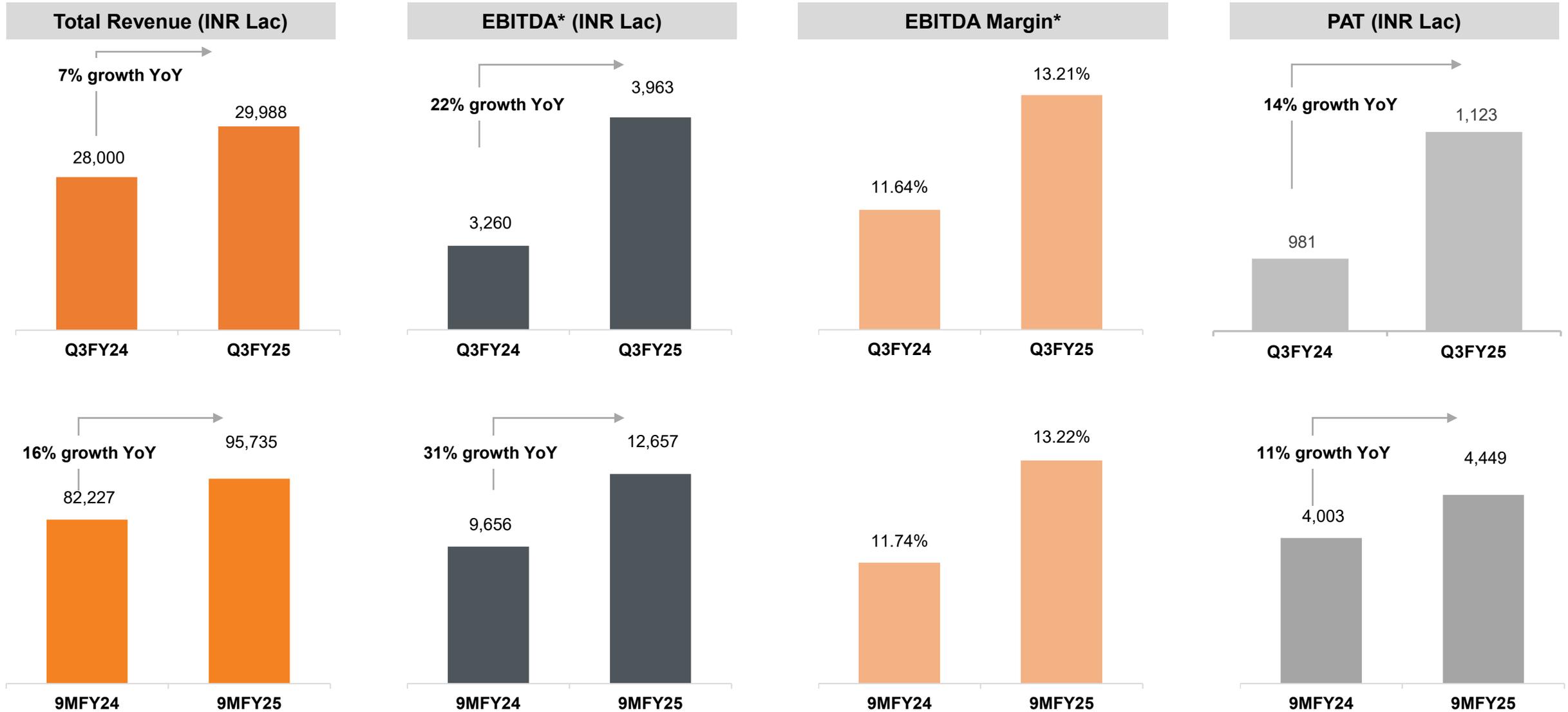




01

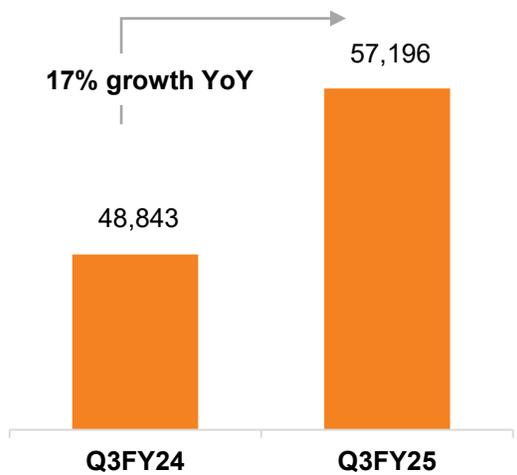
Q3FY25 Performance

Performance Highlights for Q3 and 9M FY25

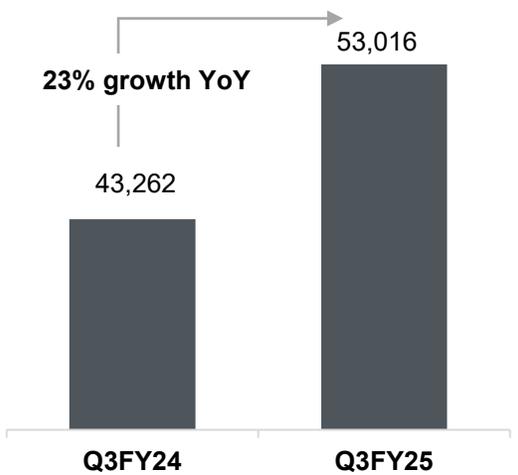


Financials rounded off to the nearest whole number; *EBITDA excluding other income

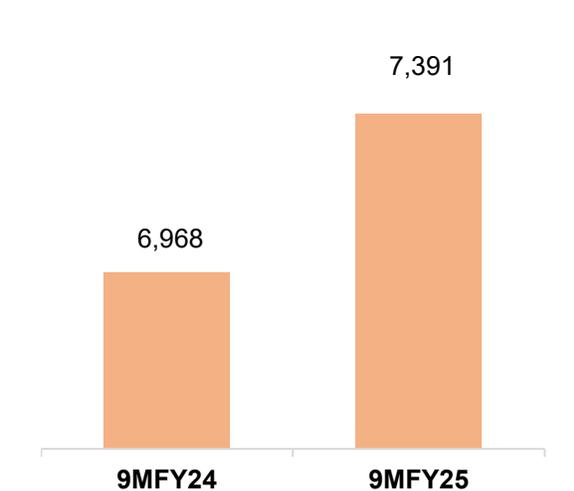
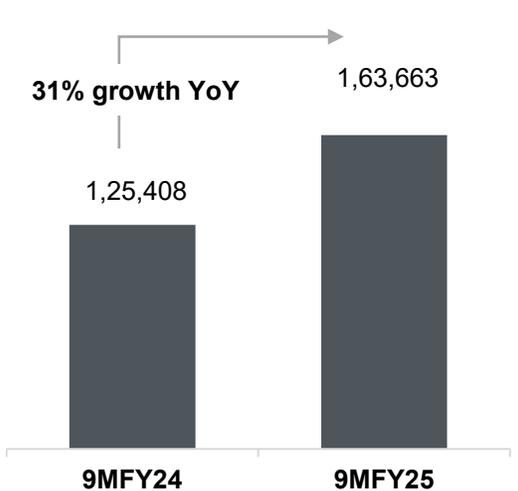
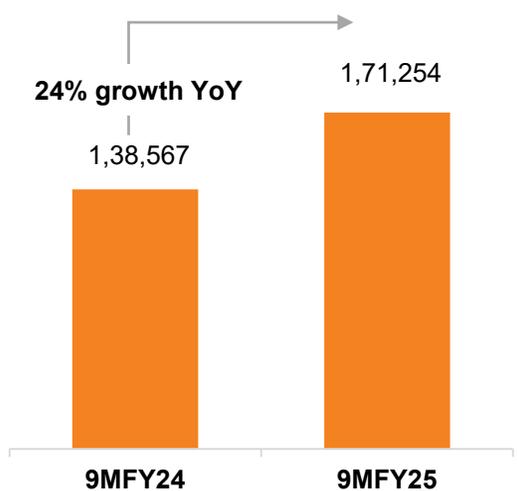
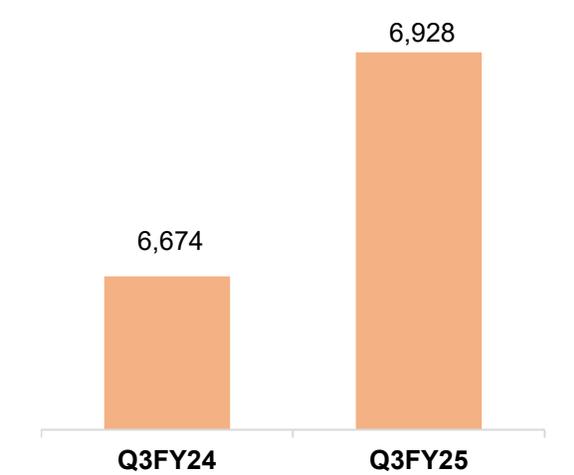
Sales Volume (MT)



Value Added Product Sales (MT)



EBITDA/Ton



Performance Highlights for Q3 and 9M FY25

1. Sales Volume (MT):

- Q3 FY25:** 57,196 MT, reflecting a **17% growth YoY** compared to 48,843 MT in Q3 FY24.
- 9M FY25:** 1,71,254 MT, achieving a **24% growth YoY** compared to 1,38,567 MT in 9M FY24.

2. Value-Added Product Sales (MT):

- Q3 FY25:** 53,016 MT, marking a **23% growth YoY** from 43,262 MT in Q3 FY24.
- 9M FY25:** 1,63,663 MT, registering a **31% growth YoY** compared to 1,25,408 MT in 9M FY24.

3. EBITDA/Ton:

- Q3 FY25:** ₹6,928 per ton, showcasing stable performance against ₹6,674 per ton in Q3 FY24.
- 9M FY25:** ₹7,391 per ton, indicating an improvement from ₹6,968 per ton in 9M FY24.

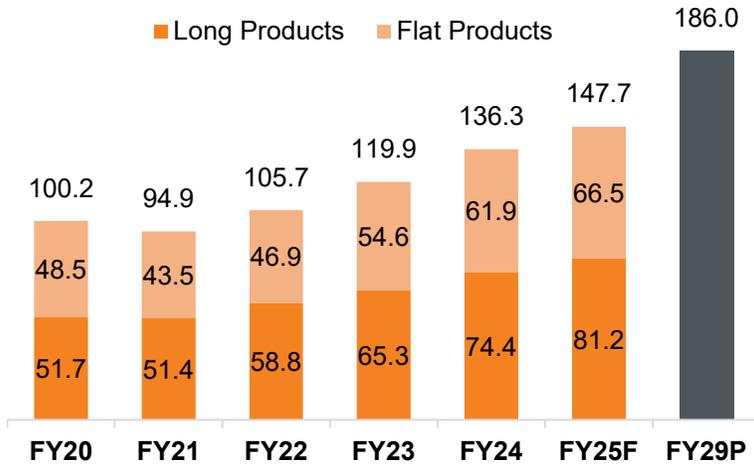
Financials rounded off to the nearest whole number



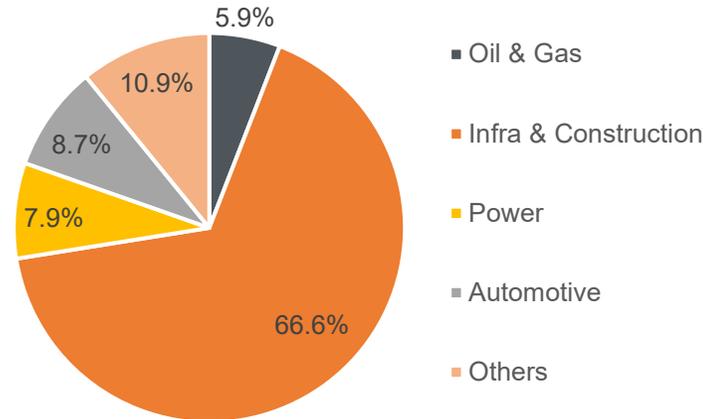
02

Industry Overview

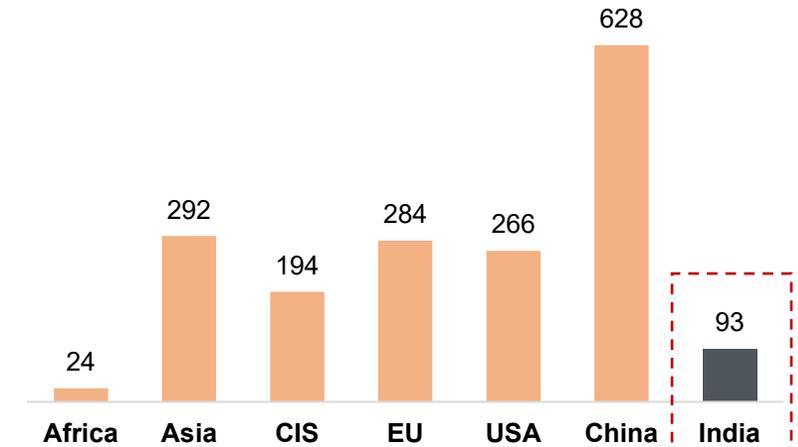
India Steel Consumption (Million Tonnes)



End User Segmentation (FY24)



Per Capita Steel Consumption (KGs)

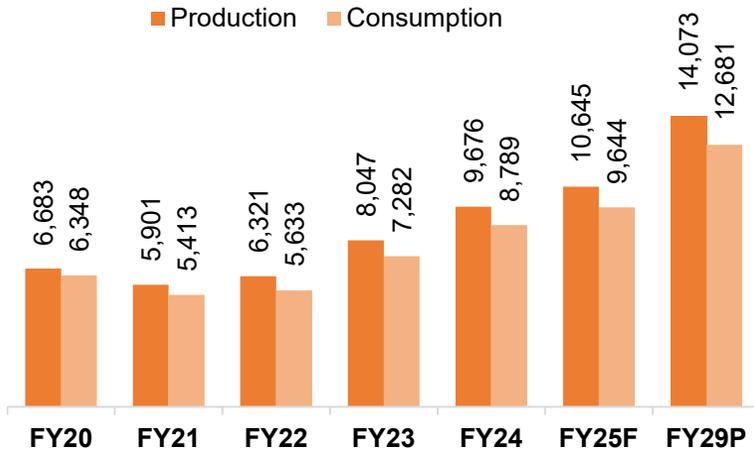


Key Growth Drivers for Indian Steel Industry

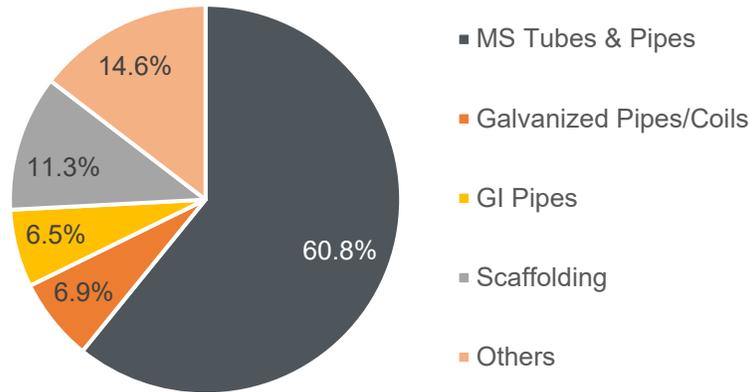
<p>Continued thrust of government on Construction & infrastructure</p>	<p>Growing Real Estate absorption led by increased Urbanisation</p>	<p>Growing demand of specialised steel tubes in furniture, sports equipment, fans etc.</p>	<p>Rising demand for airport infra across passenger and cargo terminals, runways, bridges, and walkways</p>
<p>Rising demand of critical products from auto industry</p>	<p>Rapid growth of railway infrastructure across the country</p>	<p>Government initiatives (PLI, National Steel Policy) to boost steel consumption</p>	<p>Water infrastructure is set to grow with government initiatives like Jal Jeevan Mission</p>

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

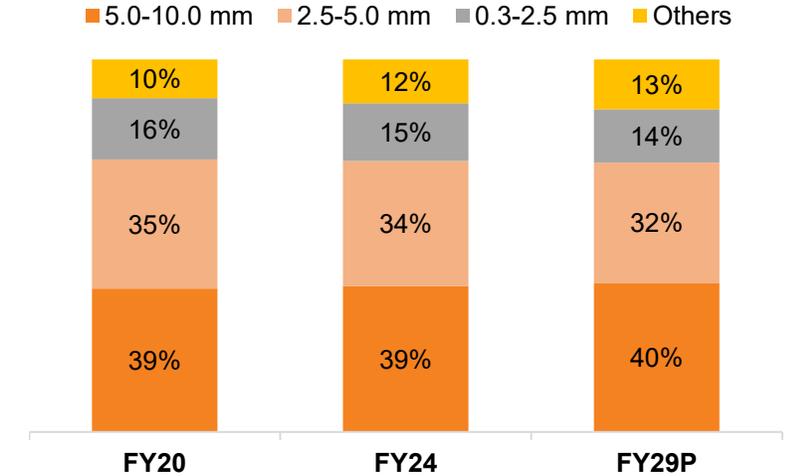
India Steel Tubes & Pipe ('000 Tonnes)



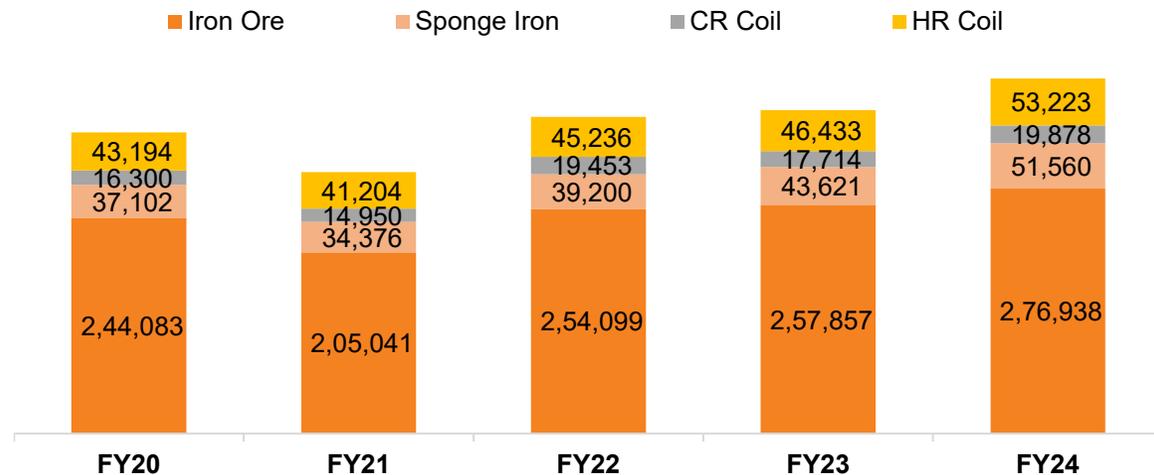
Consumption Segmentation by Type (FY24)



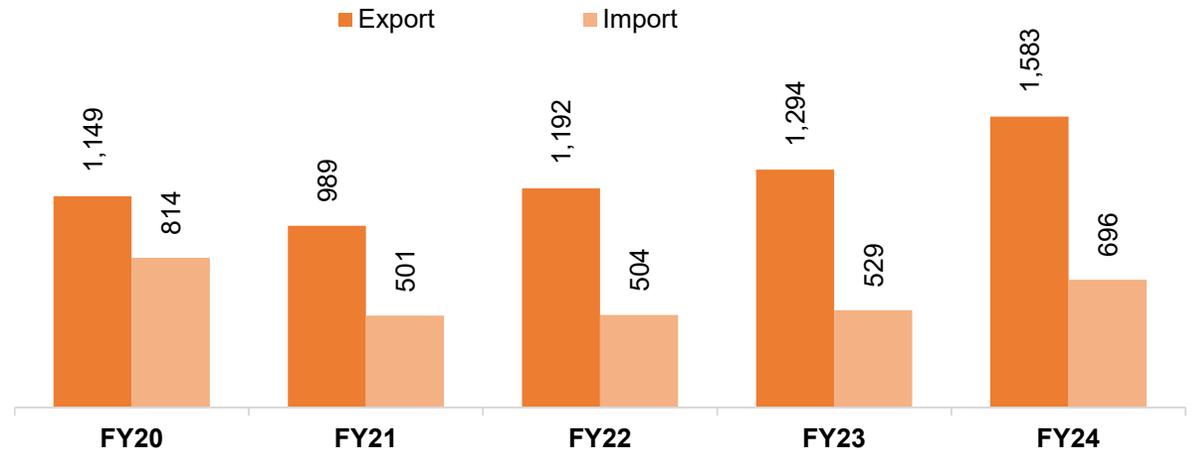
Consumption Segmentation by Thickness



India Production of Raw Materials ('000 Tonnes)



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



Source: CARE Report



03

Key Strengths

01

Vertically integrated operations with advanced thin-walled pipe solutions



02

Comprehensive Product Range with Focus on Value-Added Solutions

03

Expanding Market Presence with Strong Dealer Network

04

Environmental Stewardship and Sustainable Manufacturing

05

Unparalleled market edge fostering superior competitiveness

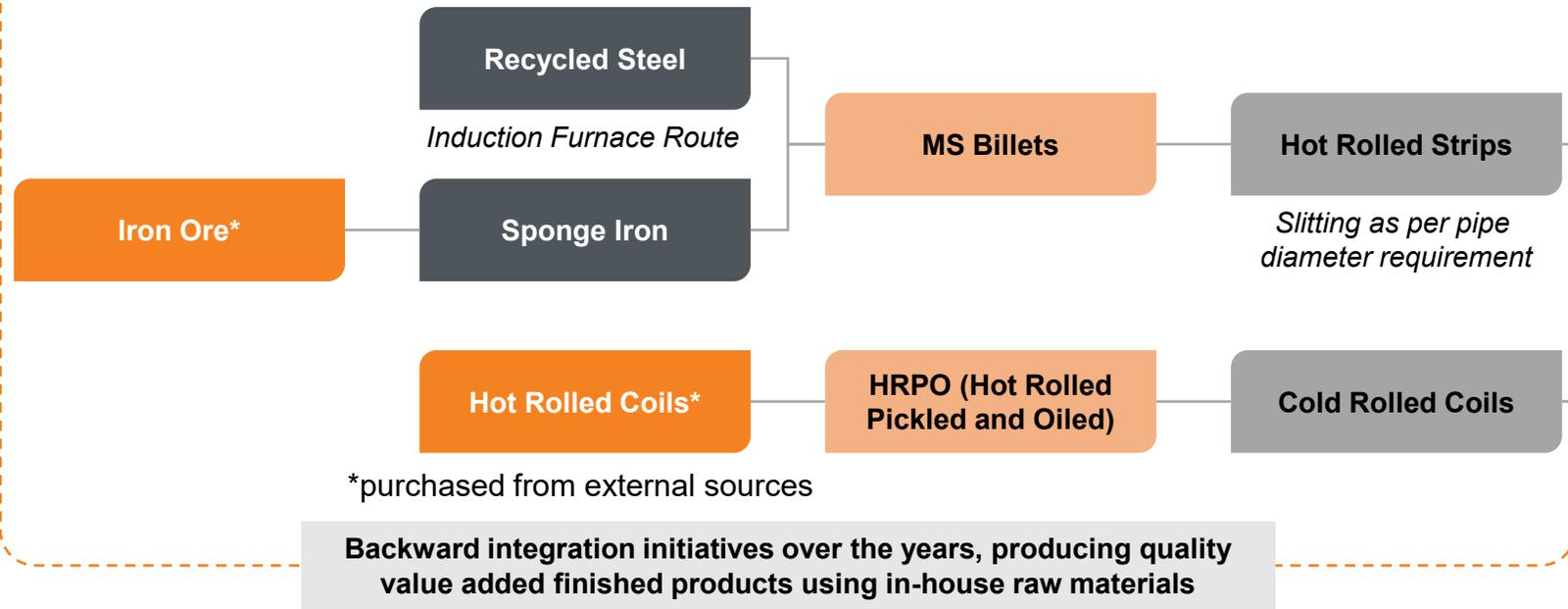
06

Seasoned Leadership and Strategic Vision

07

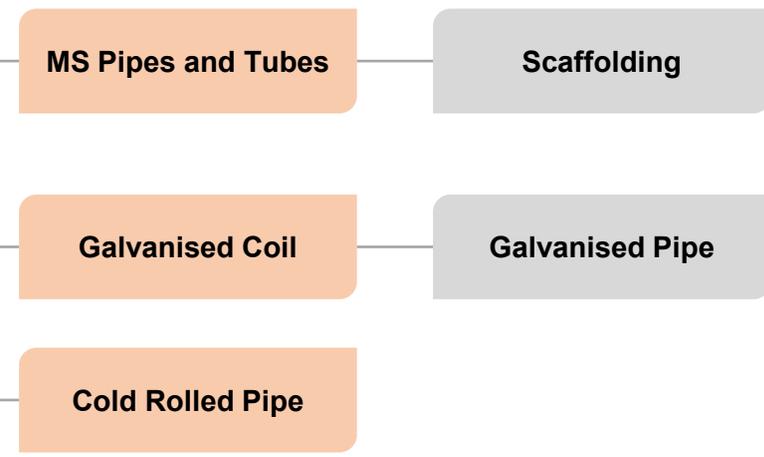
Proven Track Record of Financial Excellence

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



~9.5%
Hariom's Market Share in 0.3mm-2.5mm India steel pipe segment in FY24[^]

Value added products



800+ SKU's of Iron & Steel Products

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

- Capability to make <2mm thickness pipe
- MS pipes starting from 1.20mm thickness and CR/GP pipes and coils from 0.6mm thickness
- In-House Tandem mill with capability to produce premium-quality pipes with thicknesses as thin as 0.4mm
- Capable for reducing the coil thickness by up to 60% enabling production of high-quality materials

[^]Source: CARE Report

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



~95 acres

Total Land across all facilities

~51 acres

Still Unutilized, Huge scope for expansion

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

Backward integrated Raw material internally consumed to make Finished products

Current Cumulative Capacity

264,232 MTPA
Raw Materials

437,000 MTPA
Finished Goods

Diversified range of product basket...

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

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

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

High Margin Products

Significant increase in share of value-added products

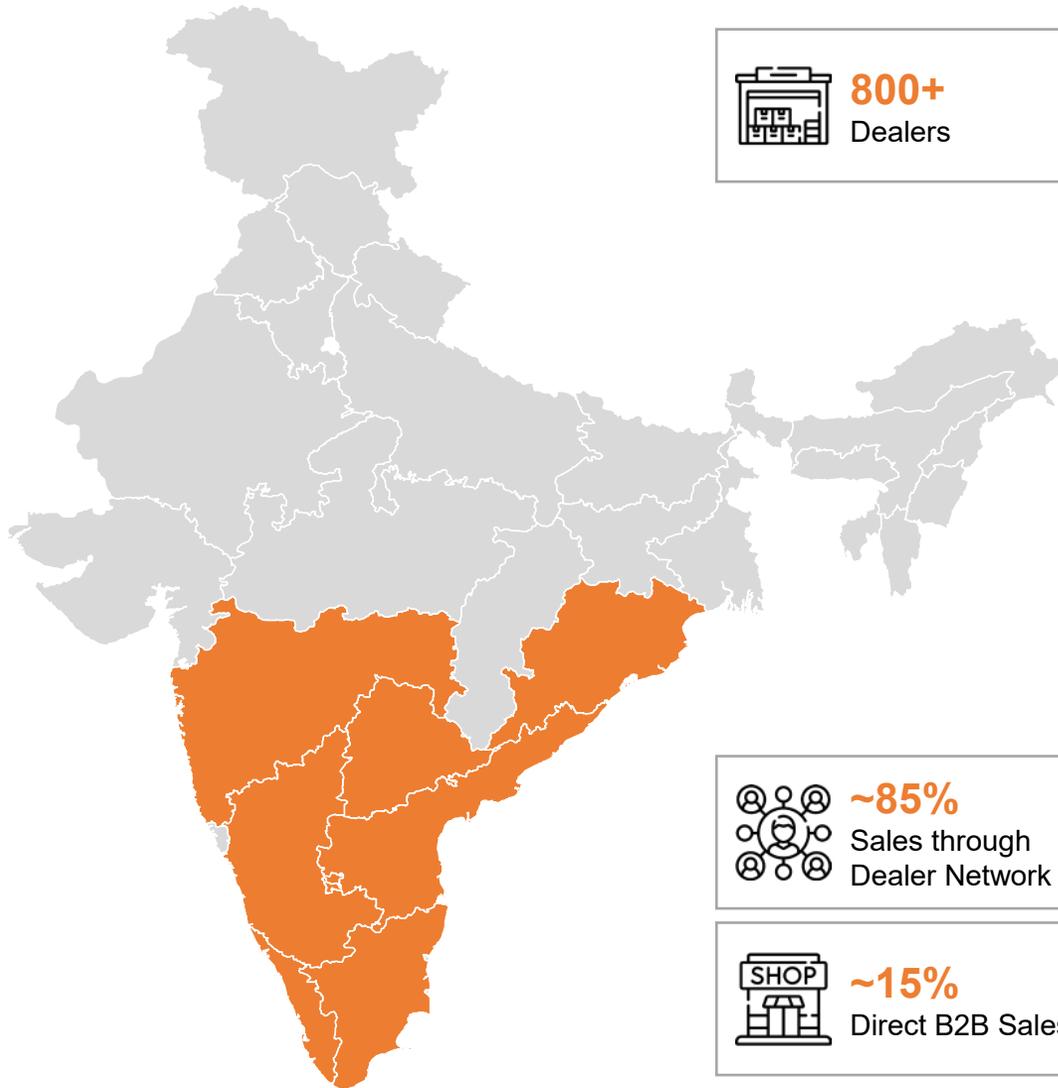
Particulars (Quantity-MTPA, Revenue- INR Lac)	FY20			FY21			FY22			FY23			FY24			9M FY25		
	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%
Sponge Iron	-	-	0%	20,551	4,933	19%	-	-	0%	8,307	2,793	4%	12,272	3,481	3%	3,944	994	1%
MS Billets	9,972	2,879	18%	1,590	556	2%	3,984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

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

Auto Components	Fan Stamping & Power Circuit	Greenhouse Structures	Fencing & Staircase	Solar Structures	Construction & Infrastructure	Irrigation & Water Transport	Shelving & Racking Systems
PV & CV Body	Furniture & Home Interiors	Gym Equipment	Crash Guards	Elevator Frame & Components	Airports	Engineered Structures	Electrical Conduits

Key Applications

Strong presence in Southern & parts of Western India



Dealer Coverage



-  **Healthy relationships with steel traders and manufacturers** across Telangana, Andhra Pradesh, Kerala, Karnataka, Tamil Nadu & Maharashtra
-  **Loyal dealer base with years of established relationships with facilitation of channel financing** for dealer partners
-  **Direct selling through dealers, eliminating distributor channel, with ability to pass on better pricing to channel partners**
-  **Direct engagement with fabricators through personalized visits & informal group meetings, periodic meets with dealers**
-  **Regular participation in industry events, trade fairs and exhibitions to keep up with the industry trends**



Go Green initiative

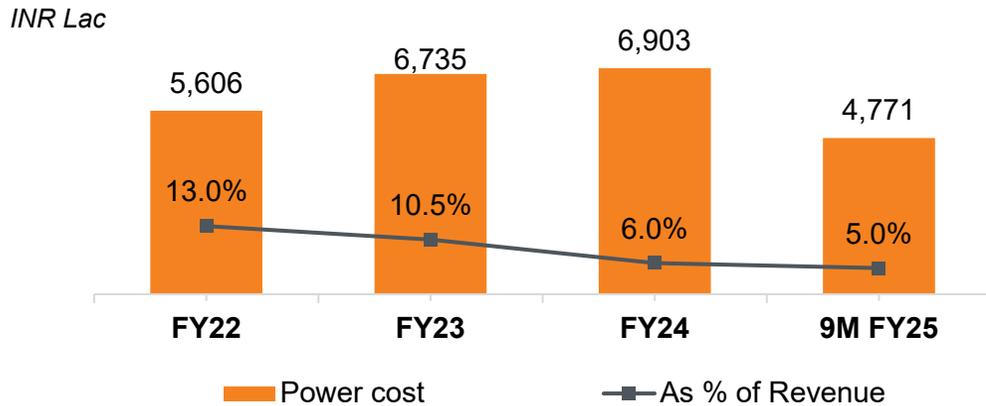


Bio Gas fuelled Plant to manufacture steel pipes in Tamil Nadu JV of Ministry of New and renewable Energy and IOCL.

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



Reducing Power Costs with increasing consumption of energy from renewable sources



Pipe unit in Mahabubnagar, fully solar-powered

1.4 MW Perundurai + 2 MW Mahabubnagar = 3.4 MW Solar Renewable Capacity

32% Reduced Power Usage

38% Recycled Water used in Production

Sustainable Steel Recycling

34K MT Use of Steel Scrap in Production

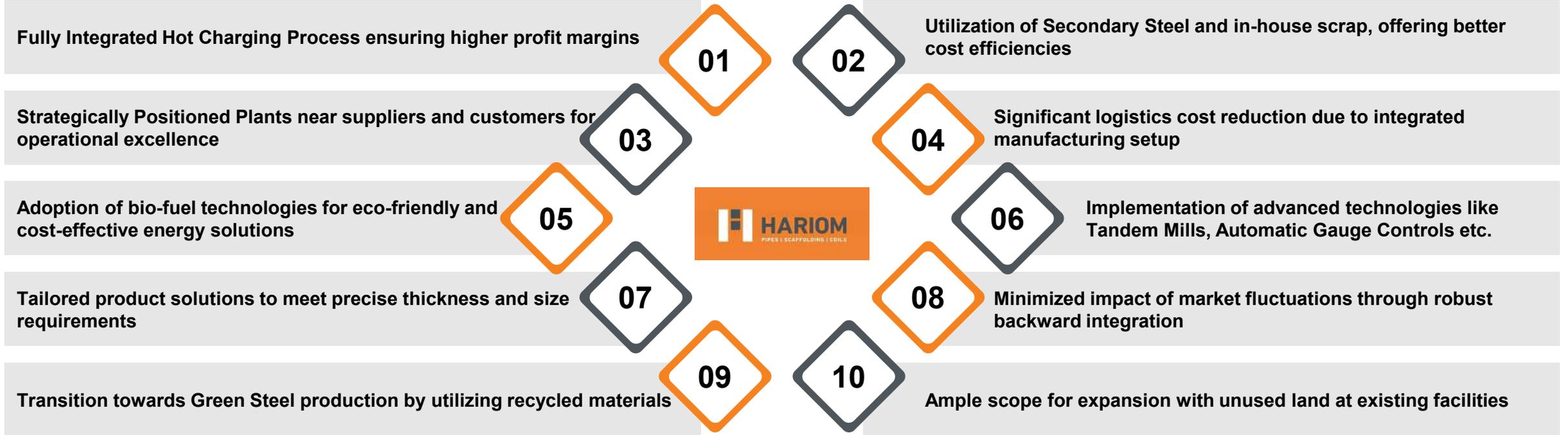
~30-35% Use of Recycled Steel

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

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

Differentiating Hariom vs Others

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



Quality Control

- High-quality raw materials compliant with ISI and BIS standards.
- State-of-the-art equipment ensuring minimal waste with a strong focus on recycling.

- Comprehensive material inspections by qualified professionals.
- Efficient planning and on-time delivery of finished products.

Key Certifications

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



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

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



Mr. Rupesh Kumar Gupta - *Managing Director*

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



Mr. Sailesh Gupta - *Whole-time Director*

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



Mr. Rajender Reddy Gankidi - *Independent Director*

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



Mr. Soumen Bose - *Non-Executive Director*

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



Ms. Sneha Sankla - *Independent Director*

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

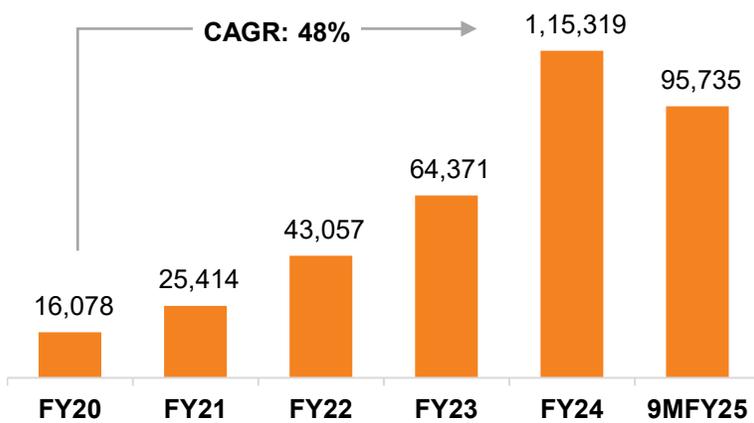


Mrs. Sunita Gupta - *Non-Executive Director*

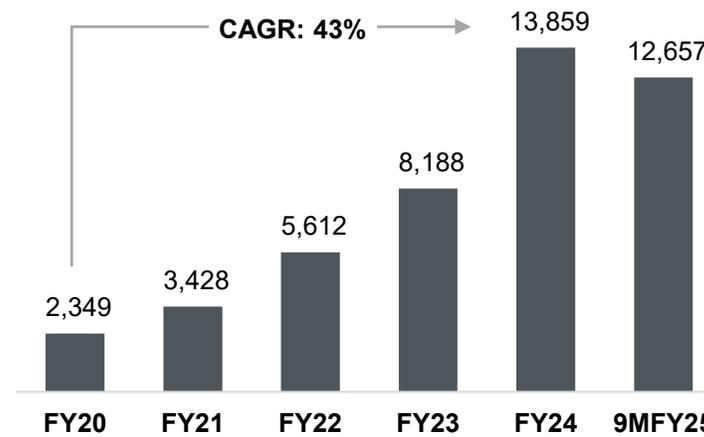
- Lends her extensive expertise to the company's growth and expansion, offering valuable insights in her advisory capacity.

Track record of healthy financial performance (1/2)

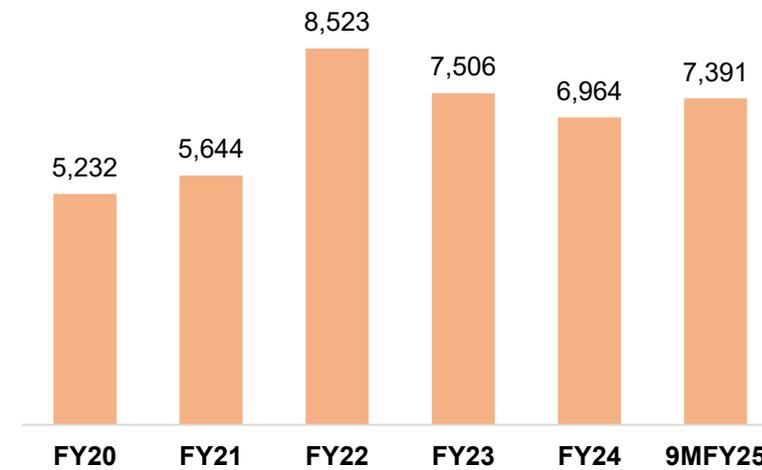
Revenue (INR Lac)



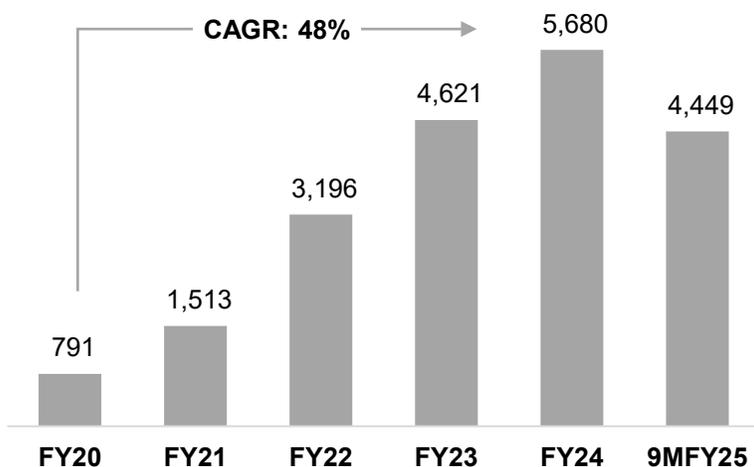
EBITDA* (INR Lac)



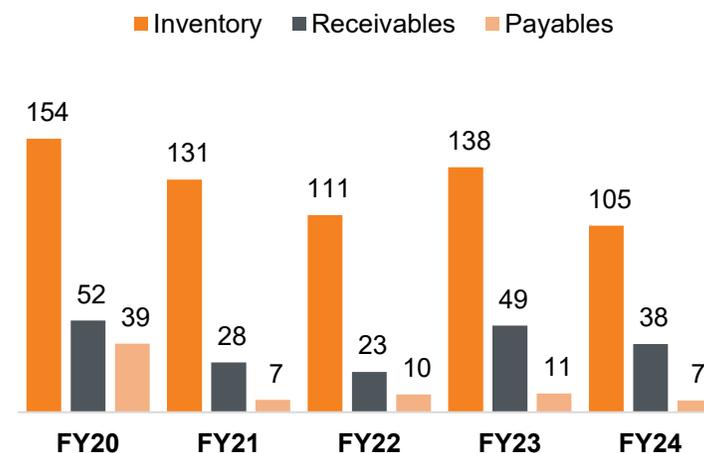
EBITDA/Ton* (INR)



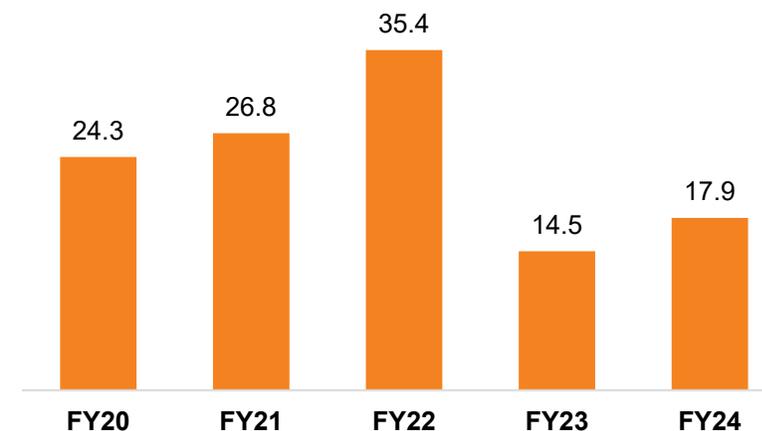
PAT (INR Lac)



Working Capital Cycle^ (Days)



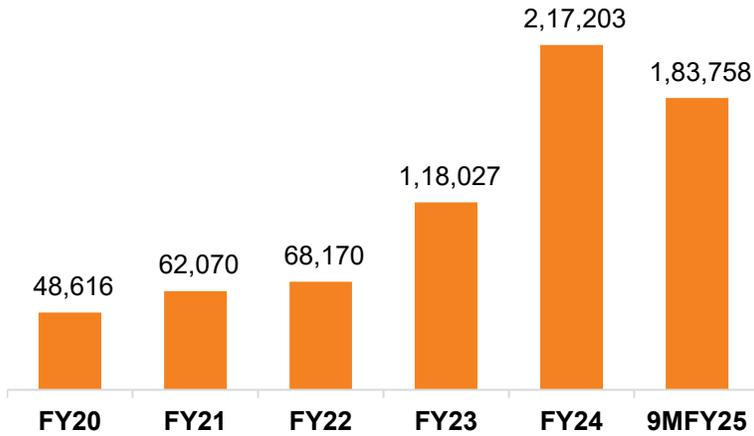
ROCE* (%)



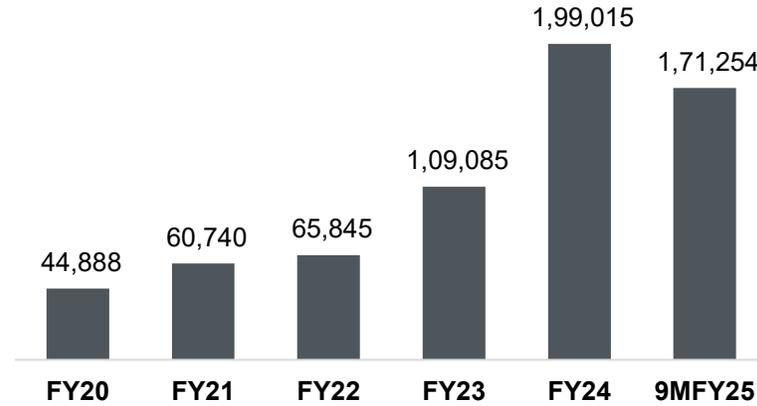
*excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

Track record of healthy financial performance (2/2)

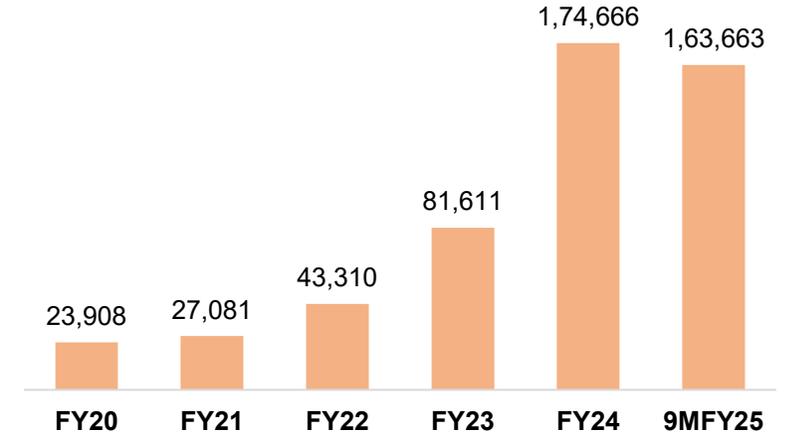
Production Volume (MT)



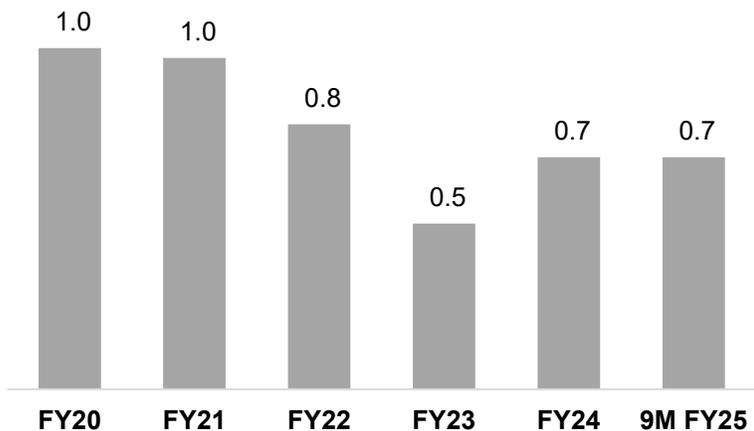
Sales Volume (MT)



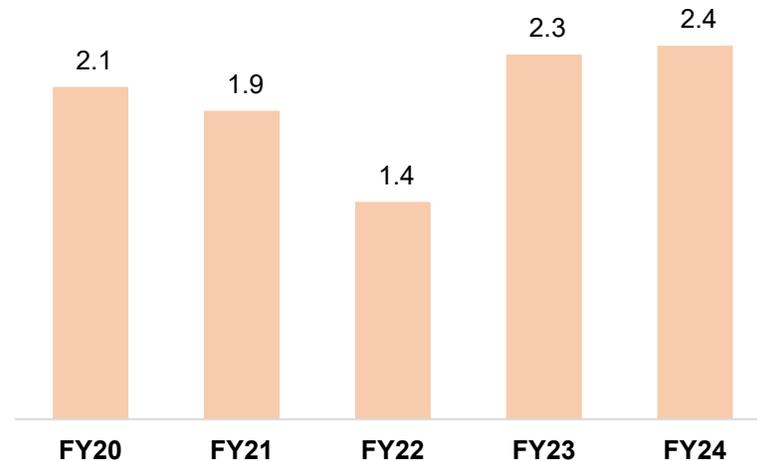
Value Added Product Sales (MT)



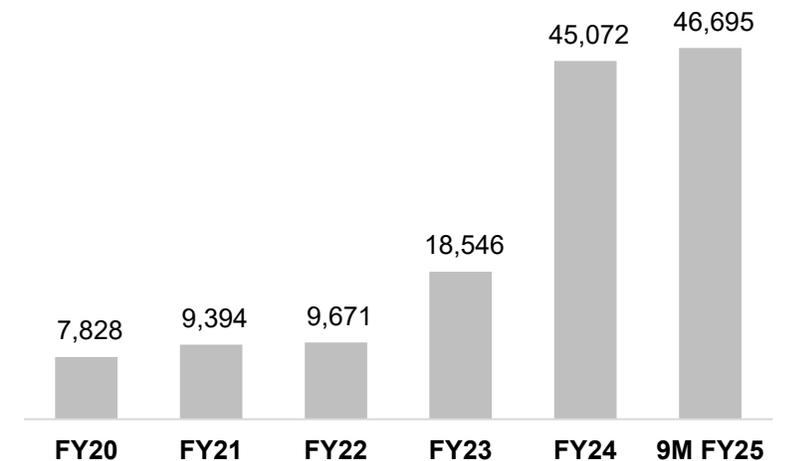
Net Debt/Equity



Net Debt/EBITDA



Gross Block (INR Lac)



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



04

Growth Strategy





05

Result Snapshot

Financials in INR Lakhs

For the year ended	Q3 FY25	Q2 FY25	Q3 FY24	9M FY25	9M FY24
Quantity Sold (in MT)	57,196	56,065	48,843	1,71,254	1,38,567
Revenue From Operations	29,988	31,428	28,000	95,735	82,227
Expenses Before Interest, Tax and Depreciation	26,026	27,188	24,740	83,077	72,571
EBIDTA	3,963	4,241	3,260	12,657	9,656
Finance costs	1,217	953	1,117	3,268	2,263
Depreciation and amortization expenses	1,254	1,227	963	3,669	2,421
Other Income	48	94	199	245	405
Profit Before Tax	1,539	2,155	1,380	5,965	5,377
Profit After Tax	1,123	1,575	981	4,449	4,003
EBIDTA %	13.21%	13.49%	11.64%	13.22%	11.74%
PBT %	5.13%	6.84%	4.89%	6.21%	6.51%
PAT%	3.74%	5.00%	3.48%	4.63%	4.84%
Blended EBIDTA per MT (In INR Rs.)	6,928	7,564	6,674	7,391	6,968

Thank You



Amitabha Bhattacharya



Hariom Pipe Industries Limited



cfo@hariompipes.com

