

Date: June 26, 2024

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 of Webinar held on 26.06.2024

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 webinar hosted by the Company for better and detailed understanding about the Company.

A copy of the said presentation is also being made available on the website of the Company at www.hariompipes.com.

Please take the above information on record.

Thanking You.

For **Hariom Pipe Industries Limited**

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

Encl: a/a



HARIOM PIPE INDUSTRIES LIMITED

Investor Presentation June 2024

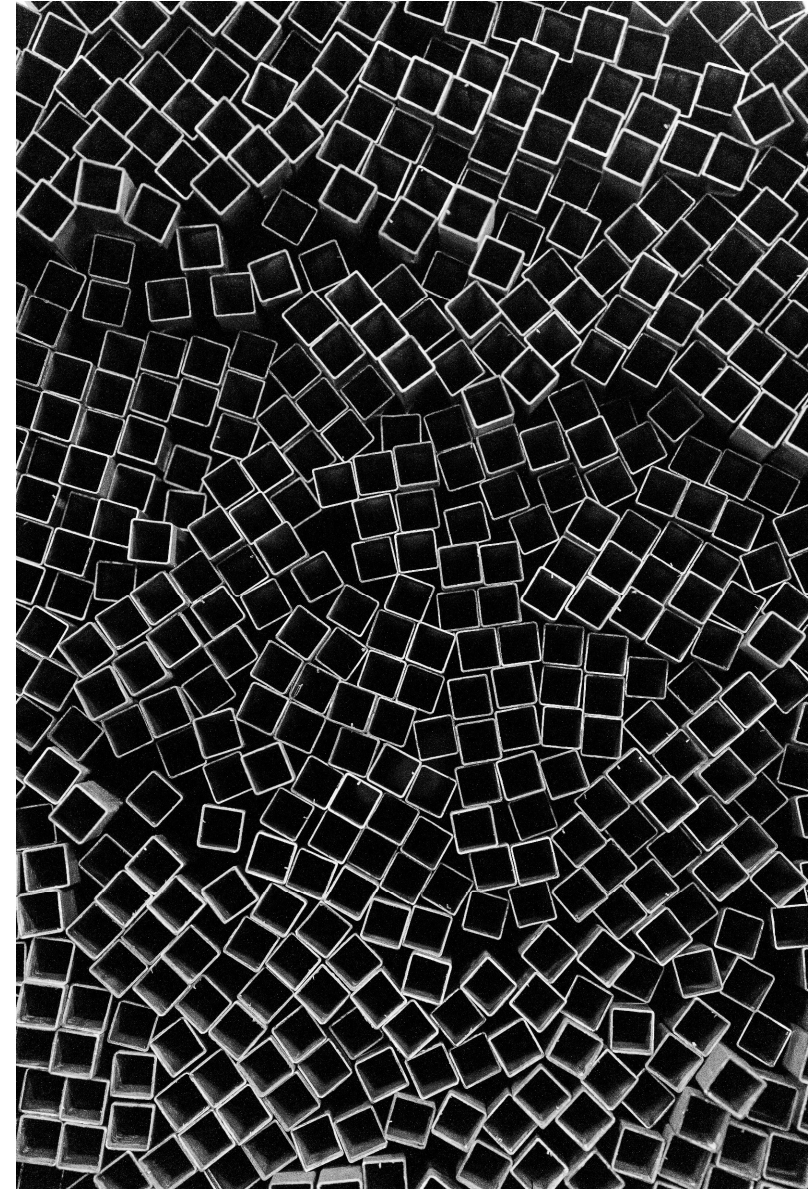


SAFE HARBOUR / DISCLAIMER

This presentation and the accompanying slides (the “Presentation”), which have been prepared by “Hariom Pipe Industries Limited” (the “Company”) 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. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

Certain statements in this presentation concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The Risk and uncertainties relating to the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The company does not undertake to update any forward -looking statement that may be made from time to time by or on behalf of the company.

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.



COMPANY OVERVIEW



Hariom Pipe Industries Limited

Prominent Manufacturer: Recognized for high-quality products, innovation, sustainability, and customer satisfaction. Established in 2007, with substantial growth.

Corporate/Registered office: Hyderabad, Telangana.

Manufacturing Capabilities

State-of-the-Art Facilities: Equipped with the latest technology and machinery.

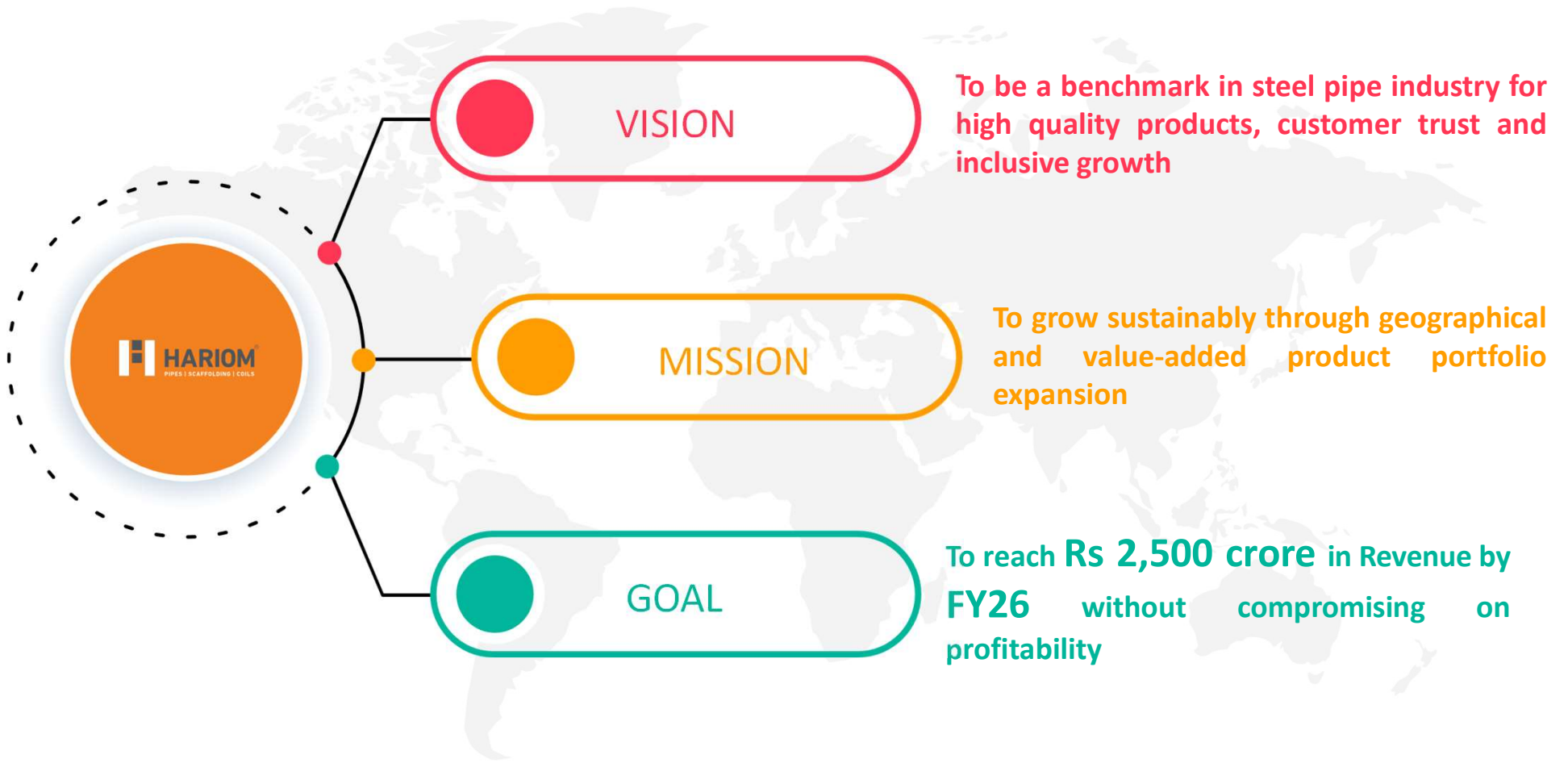
Capacity: Over 7,01,232 MTPA.

Commitment to Timely Delivery and Sustainability

Boasting a strong South India market presence and reliable distribution network, ensures timely customer deliveries. Committed to sustainability, it undertakes energy efficiency, waste management, and community engagement initiatives.



VISION, MISSION AND GOAL



Key Milestones

Progressively adding capacity of value-added products



2022

- Increased Scaffolding Unit capacity to 5000 MTPA
- Raised ₹130 crores (gross) through an IPO on Main Board (NSE and BSE) on April 13
- Furnace unit installed capacity increased to 104,232 MTPA, while rolling mill installed capacity was increased to 124,000 MTPA

2018

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

2017

- Started slitting line

2011

- Started Pipe Mill II, Scaffolding Unit

2007

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

2019

- Enhancement of installed capacity in Furnace Unit, Rolling Mill and Pipe Mill to 264,832 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, TS with a 120,000 MTPA total capacity
- ₹102.85 crores received through the issue of warrants and equity shares

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

2010

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

2008

- Started Furnace Division in February

PRODUCT BASKET



Hariom Pipe Industries Limited offers a wide range of steel pipes and tubes, catering to various sectors including construction, infrastructure, Furniture, Automobiles, Engineering, Pre-fabrication, agriculture, and industrial applications. The product portfolio includes:

Sponge iron

MS Billets

HR Strips

MS Tubes

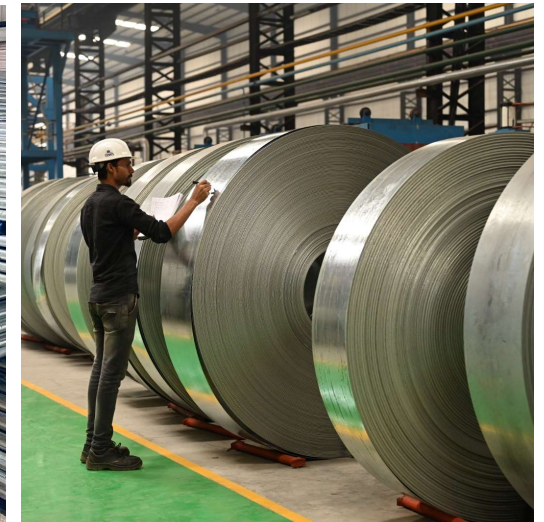
Scaffolding

HRPO (Hot Rolled Pickled and Oiled) Pipe/Coil

Cold Rolled Pipes/Coils

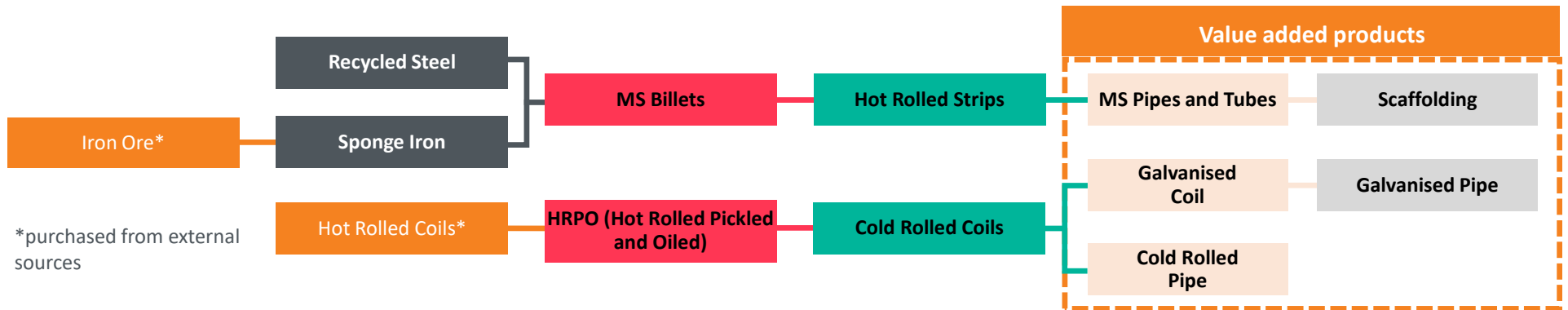
Galvanized Pipes/Coils

GI Pipes



The company expanded its product portfolio to include Galvanized Pipes/Coils (GP Pipes/Coils), GI Pipes, and Cold Rolled Pipes/Coils (CR Pipes/Coils). With its dominant presence in the MS Pipe market across South India, this addition enables dealers to offer a comprehensive range of products under one roof

PRODUCTION PROCESS:



Unit I, an Integrated Steel Plant located in Mahabubnagar District, Telangana excels in backward integration to produce premium-quality pipes using recycled steel and sponge iron.

Unit III, the Galvanising Unit in Perundurai, Tamil Nadu, specializes in manufacturing high-quality Galvanized Pipes/Coils, GI Pipes, as well as Cold roll pipes and coils and CTL Sheets.

Unit II, the Sponge Division situated in Ananthapur, Andhra Pradesh, strategically supports Unit I by providing essential raw materials i.e. sponge iron.

Unit IV, another Galvanising Unit in Mahabubnagar District, Telangana, stands out for its advanced manufacturing capabilities, including a CR Tandem Mill, enabling the production of low-thickness Galvanized Pipes/Coils and Cold roll pipes and coils.

These units collectively form a robust industrial ecosystem, leveraging specialized capabilities and strategic locations to cater to diverse market demands efficiently.

MANUFACTURING

Modern facilities driving efficient and sustainable production



Location	Products and Installed Capacity			
	Product	Capacity in FY22, MTPA	Capacity in FY23, MTPA	Capacity in FY24, MTPA
Mahabubnagar, Telangana Integrated Steel Plant Value Products Unit	M.S. Billets	95,832	1,04,232	1,04,232
	HR Strips	84,000	1,24,000	1,24,000
	MS Tubes	84,000	84,000	1,32,000
	Galvanised Pipes	-	-	1,20,000
	Scaffolding	1,000	5,000	5,000
Anantapur, Andhra Pradesh (near Bellary) Sponge Iron Unit	Sponge Iron	36,000	36,000	36,000
Perundurai, Erode, Tamil Nadu GP/GI plant A newly acquired plant through an Asset Transfer Agreement for a cash consideration of ₹55 Crore	Galvanised Pipes & Coils	-	1,80,000	1,80,000
TOTAL		3,00,832	5,33,232	7,01,232

PRODUCTION PROCESS:

Key Leverages

Sustainable Steel Recycling: Annually recycling 30 kilotons of steel scrap, showcasing our commitment to sustainability and resource efficiency.

India's First Solar-Powered Pipe Unit: India's first pipe unit fully powered by solar energy, leading in renewable energy adoption and setting new benchmarks for industrial practices.

Expansion and Innovation at Mahbubnagar Plant: A state-of-the-art CR Tandem mill, producing high-quality pipes with thicknesses as low as 0.4mm. This facility supports our expansion into new markets, reinforcing our technological excellence and industry leadership.



Lead in value-added products

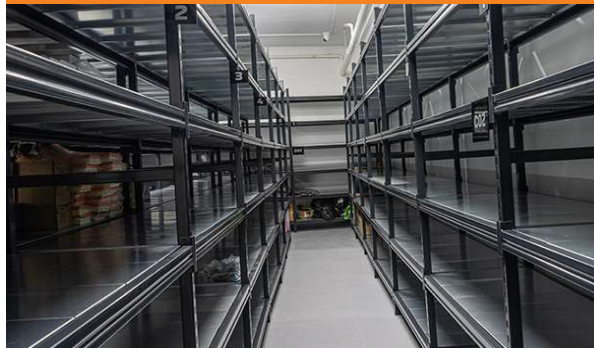
Diverse Applications of Value-Added Steel Products



Scaffolding



Shelving and Racking Systems



Solar Structure



Electrical Conduits



Pergolas



Auto components



Lead in value-added products

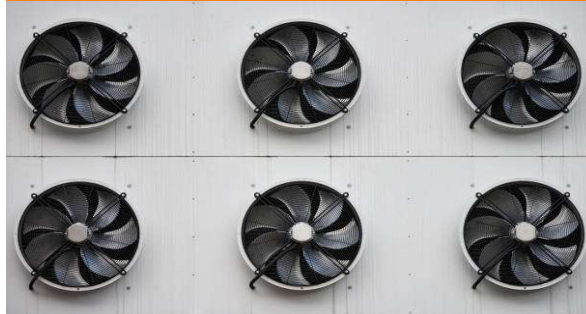
Diverse Applications of Value-Added Steel Products



Ceiling fans Pipes



AC Duct fan



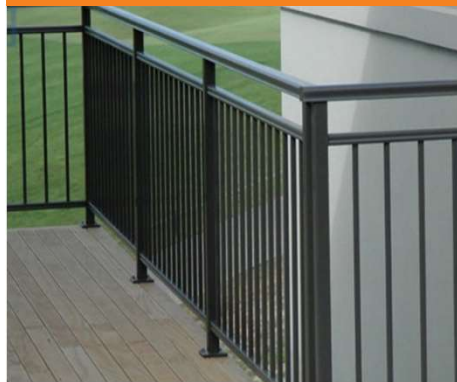
Bus body



Staircase



Fencing



Crash guards



Green House Structures



SOUTHERN AND WESTERN DOMINANCE, EASTERN ASCENT



Building on our strong foundation in Southern India, we have taken significant initiatives to extend our footprint and reach to new territories. Seizing the potential in the organized sector nationwide, our focus has now expanded to encompass other regions of Western, Eastern India, and Union Territories

1500+

Point of Sales

800+

Dealers

28%

Contribution from Top
10 Dealers in FY 24



Management

Highly focused management driven towards value creation

Key Management



Rupesh Kumar Gupta

Managing Director

Mr Rupesh Gupta has led the company since its inception and has charted its growth through strategic asset management and prudent financial management.



Shailesh Gupta

Whole Time Director

Mr Shailesh Gupta is the co-founder and has played a key role in establishing sales and marketing network of the Company.



- ✓ Over 50+ years of experience in steel pipes industry
- ✓ Young management team
- ✓ A single-minded focus on business
- ✓ Progressive approach to business management

Recent Financial Performance



Key Financial Indicators

Significant Improvement in Operating Cash Flow: The company has achieved remarkable progress in its FY 24 financials, particularly in Operating Cash Flow. Despite challenges in FY 23 with a negative operating cash flow of Rs. (100) Crore, mainly due to increased Inventory and Receivables, the company made a significant turnaround. Through strategic initiatives like the Galvanized Pipe Project in Mahbubnagar and efficient inventory management, they achieved a positive operating cash flow of Rs. 4.96 crore in FY 24, marking a 105% growth. This positive momentum reflects Hariom's commitment to financial stability and growth.

Enhanced ROCE: The company made remarkable progress in its Return on Capital Employed (ROCE) during the previous financial year, increasing it from 14.60% to 18.80%. This improvement translated to an absolute figure of Rs. 36.72 crore, marking a 50% increase in earnings. Notably, despite a modest 17% increase in capital employed, the ROCE surged significantly, showcasing effective utilization of resources and enhanced profitability.

Proactive Reduction in Debtor Holding Period: In the financial year 24, the company has successfully decreased its receivables holding period from 49 days to 39 days. This achievement is attributed to proactive measures such as channel finance and efficient collection methods. As a result, the company has reduced its debtor holding level by 10 days, leading to a substantial improvement in operating cash flow by Rs. 3,159.42 Lakhs.

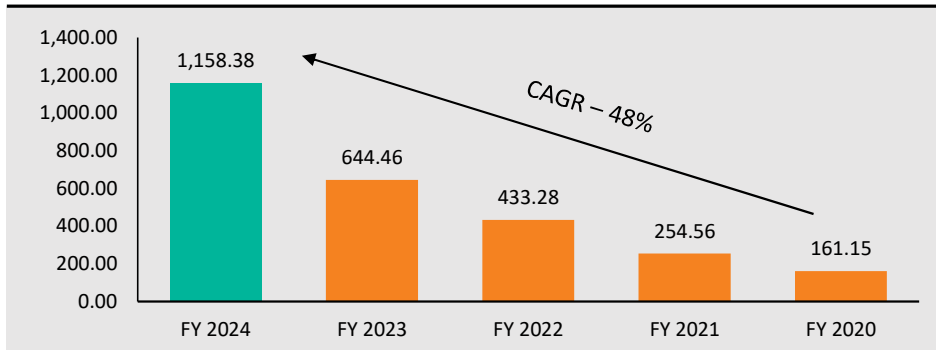
Historical Glance



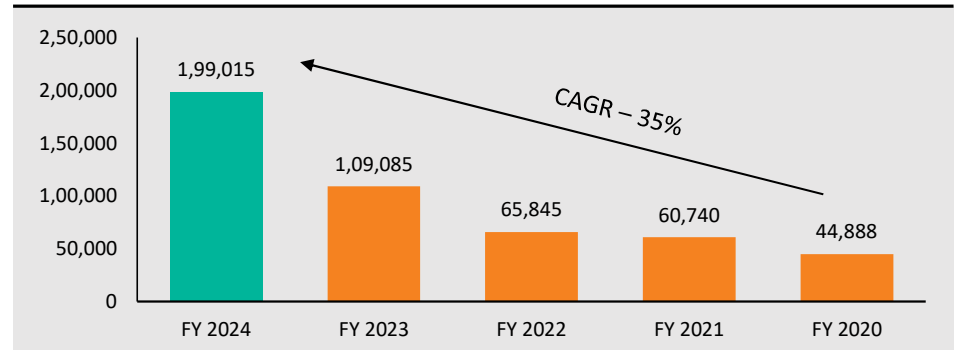
Key Financial Indicators

■ FY 2024

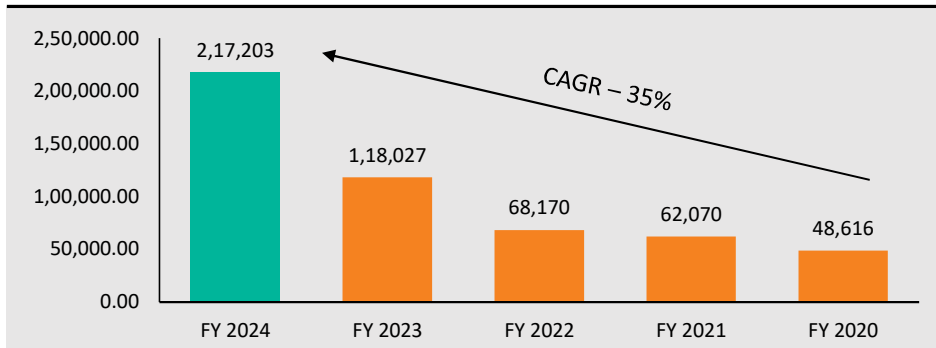
Total Income



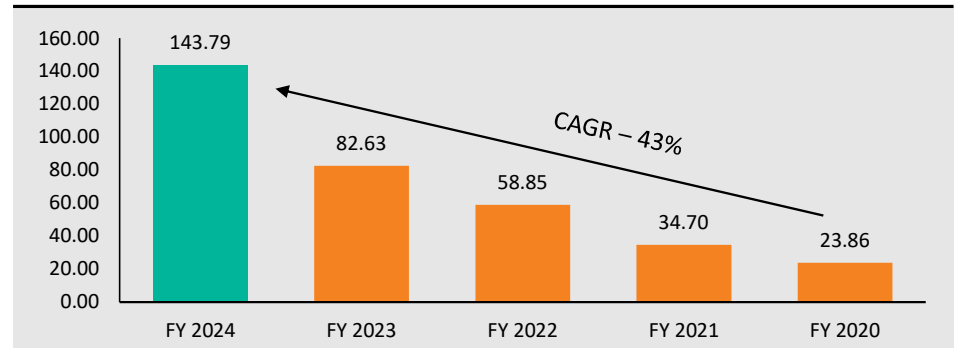
Sales Qty (in MT)



Net Production Qty (in MT)



EBIDTA



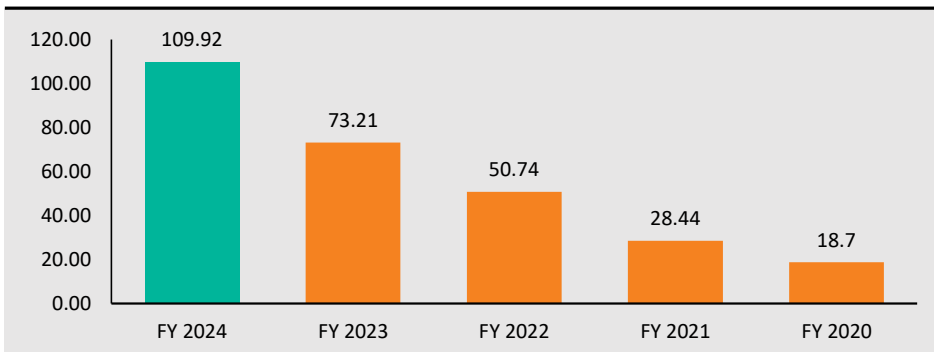
Historical Glance



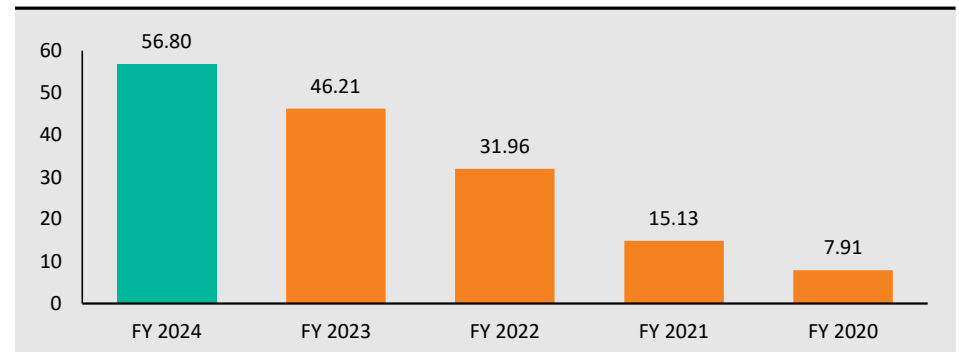
Key Financial Indicators

FY 2024

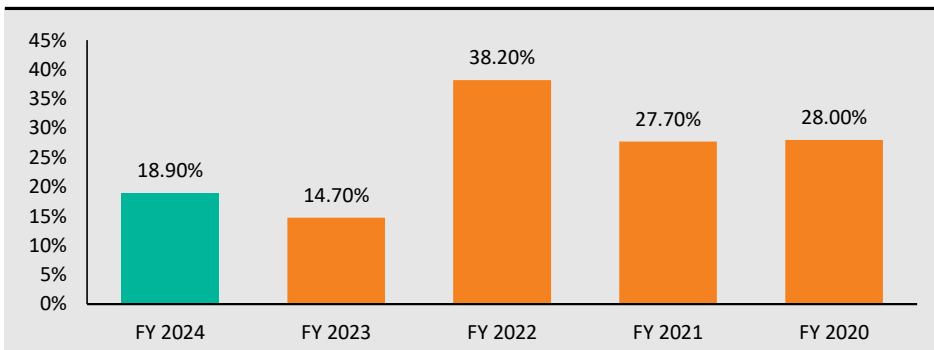
Operating Profit



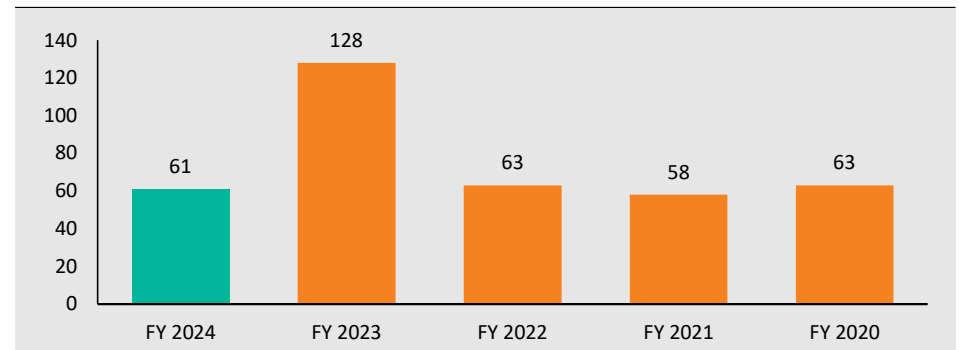
Profit After Tax (PAT)



ROCE



Working Capital Holding Days to Sales



Historical Glance

Key Financial Indicators



Rs. In Crore

Particulars	FY 2024	FY 2023	FY 2022	FY 2021	FY 2020	CAGR
Total Income	1,158.38	644.46	433.28	254.82	161.19	48%
Sales Qty (in MT)	1,99,015	1,09,085	65,845	60,740	44,888	35%
Value Added Product	1,74,666	81,611	43,310	27,081	23,908	49%
Other Product	24,349	27,474	22,535	33,659	20,980	
Net Production Qty (in MT)	217,203	118,027	68,170	62,070	48,616	35%
EBIDTA	143.79	82.63	58.85	34.70	23.86	43%
Operating Profit	109.92	73.21	50.74	28.44	18.70	
Profit Before Tax (PBT)	77.36	62.83	42.54	21.20	11.33	47%
Profit After Tax (PAT)	56.80	46.21	31.96	15.13	7.91	47%
EPS	20.34	18.30	18.83	10.64	5.56	
Total Net worth	464.12	375.17	101.02	70.79	48.30	
Total Debt	369.36	294.19	80.97	68.70	51.54	
Debt to Equity	0.80	0.78	0.80	0.97	1.07	
ROCE	18.9%	14.7%	38.2%	27.7%	28.0%	
ROE	12.2%	12.3%	31.6%	21.4%	16.4%	
Working capital to Sales (Days)	61	128	63	58	63	



Thank You



Amitabha Bhattacharya



Hariom Pipe Industries Limited



cfo@hariompipes.com