

Date: October 28, 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 on Unaudited Financial Results for the Quarter ended September 30, 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 the Unaudited Financial Results of the Company for the quarter ended September 30, 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
Company Secretary & Compliance Officer
M. No. A33986

Encl: a/a



HARIOM[®]
PIPES | SCAFFOLDING | COILS

Hariom Pipe Industries Limited

Investor Presentation
October 2024

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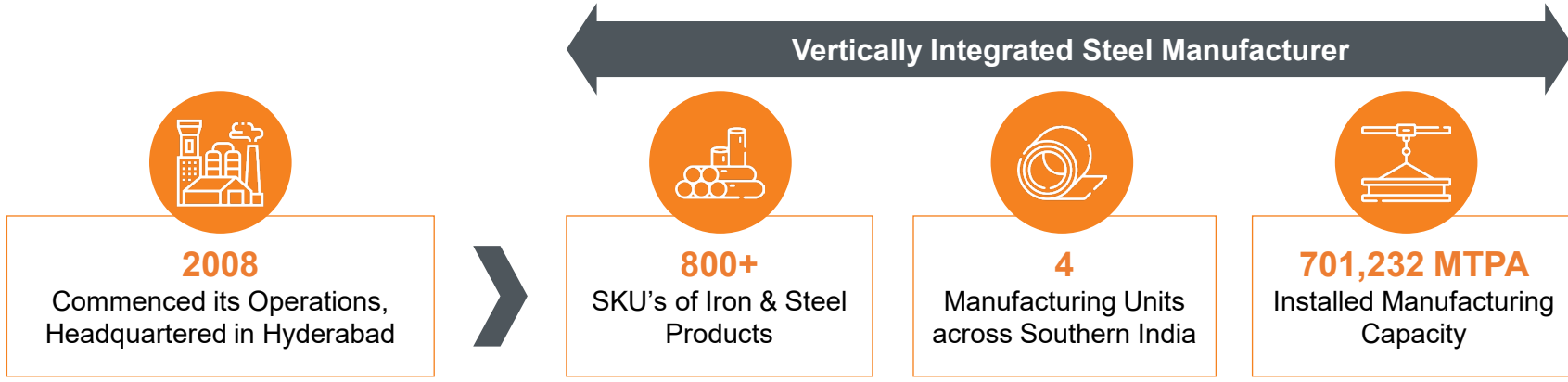
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01

Company Overview



Shareholding (%) as on 30 th Sept, 2024	
Promoters	57.15
Institutions	9.93
HNIs	9.02
Corporate Bodies	6.18
Others	17.72
Total	100.0

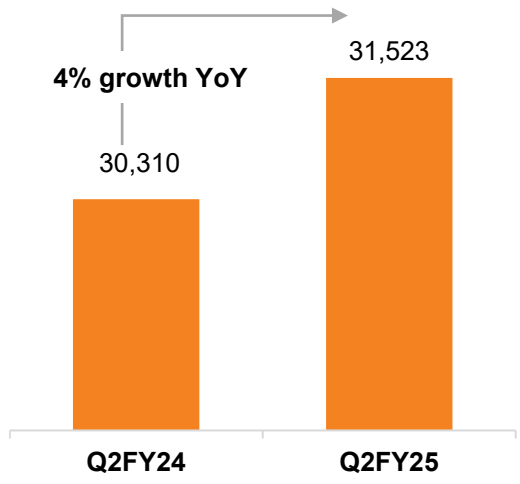
Key Metrics (FY24)*

<p>INR 1,15,319 Lac Revenue</p>	<p>INR 14,379 Lac EBITDA</p>	<p>INR 5,680 Lac PAT</p>	<p>INR 7,225 EBITDA / Ton</p>	<p>INR 45,072 Lac Gross Block</p>
<p>2.4 Net Debt / EBITDA</p>	<p>19% ROCE</p>	<p>48% Revenue CAGR of last 5 years</p>	<p>217,203 MTPA Production Volume of Finished Product</p>	<p>199,015 MTPA Sales Volume of Finished Product</p>
<p>82% Increase in Sales Volume YoY</p>	<p>92% Share of value added products</p>	<p>168,000 MTPA Capacity added in FY24</p>	<p>840+ Total Human Capital</p>	<p>800+ Dealers</p>

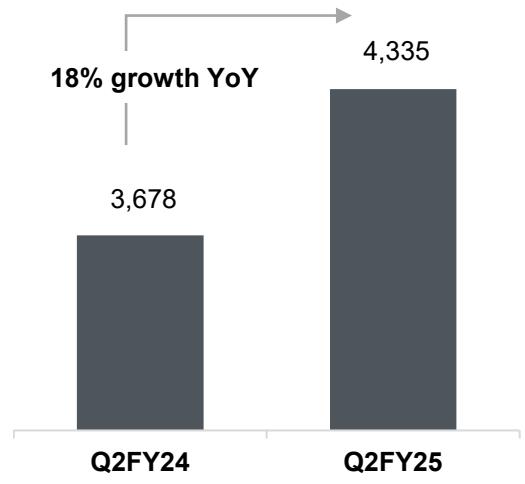
*Rounded off to the nearest whole number; P&L data for financial year ended 31st March 2024 and Balance Sheet data as at 31st March 2024

Performance Highlights for Q2 and H1 FY25

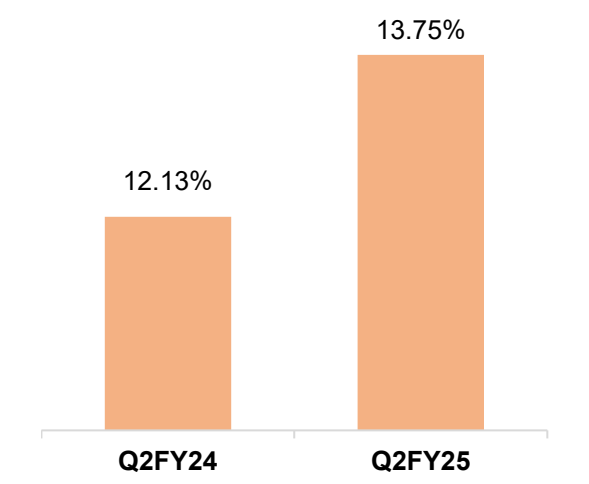
Total Revenue (INR Lac)



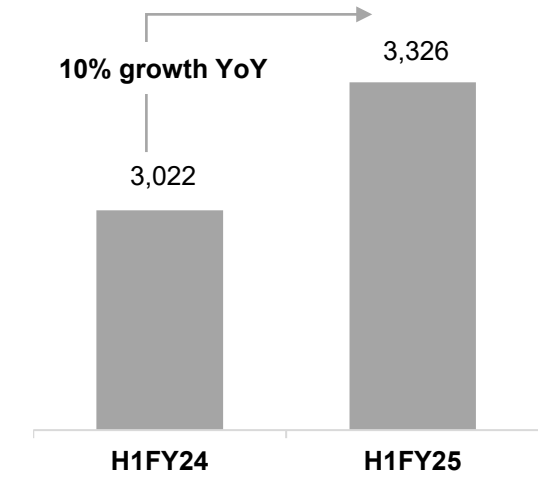
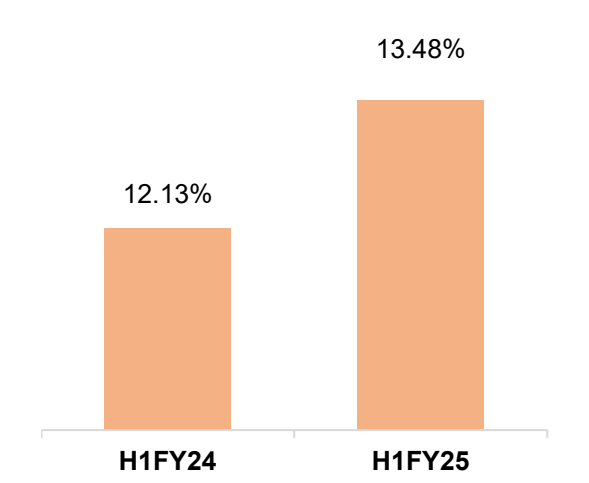
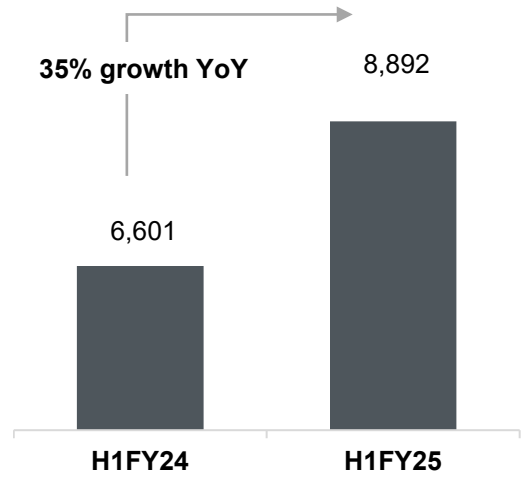
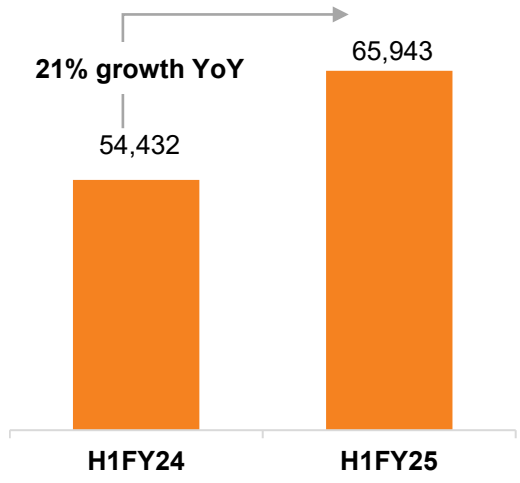
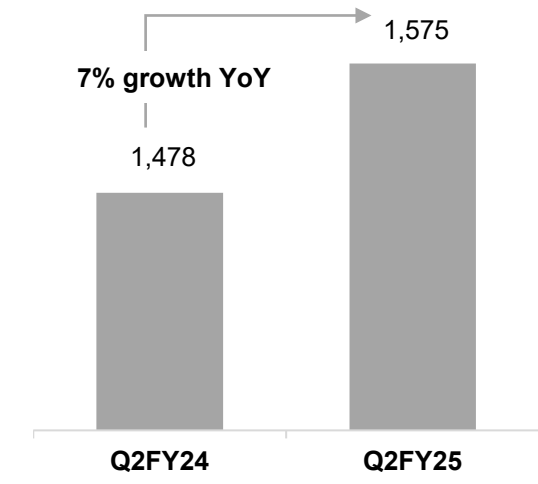
EBITDA* (INR Lac)



EBITDA Margin*

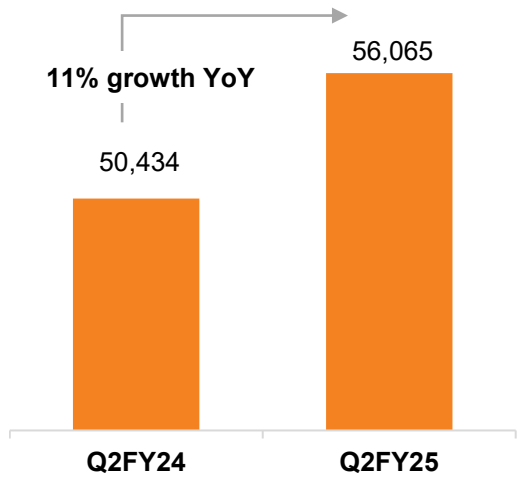


PAT (INR Lac)

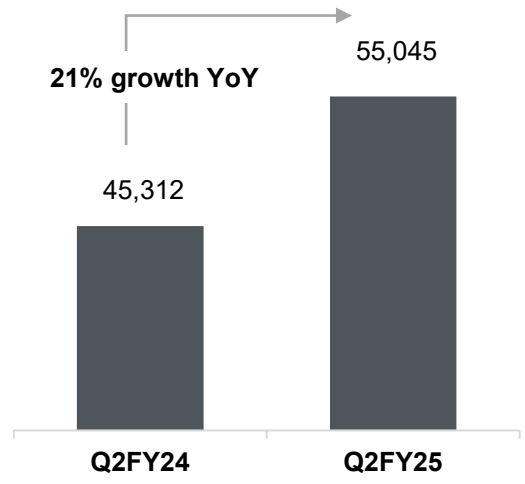


Financials rounded off to the nearest whole number; *EBITDA including other income

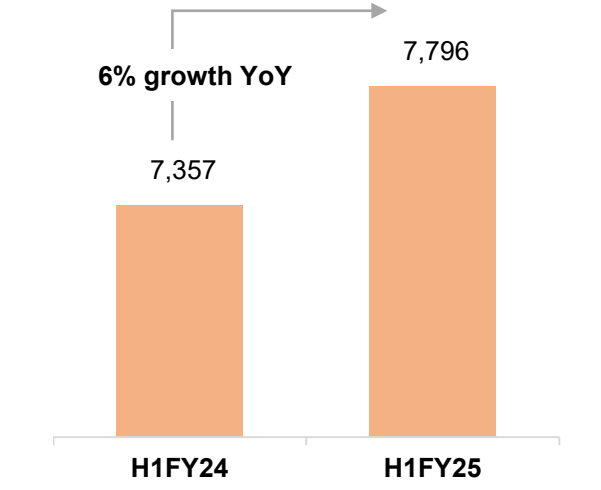
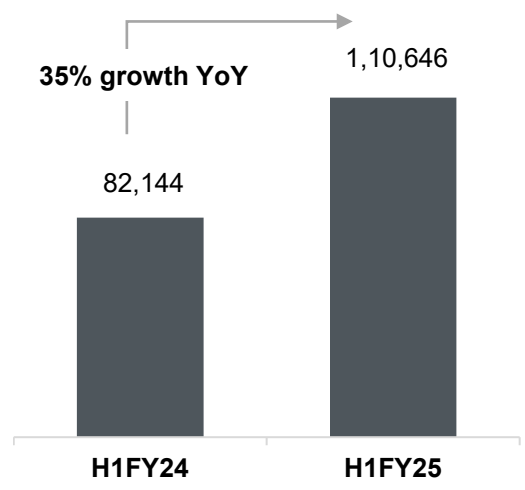
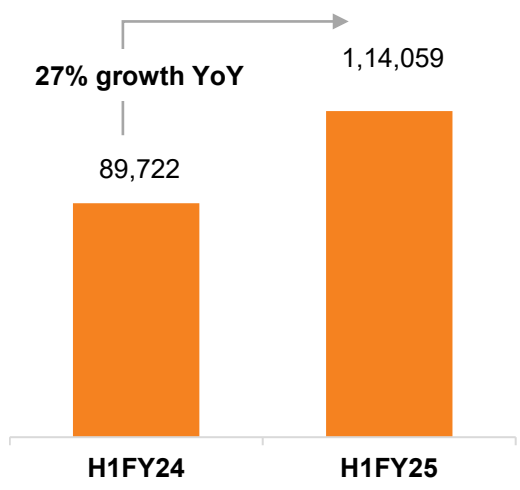
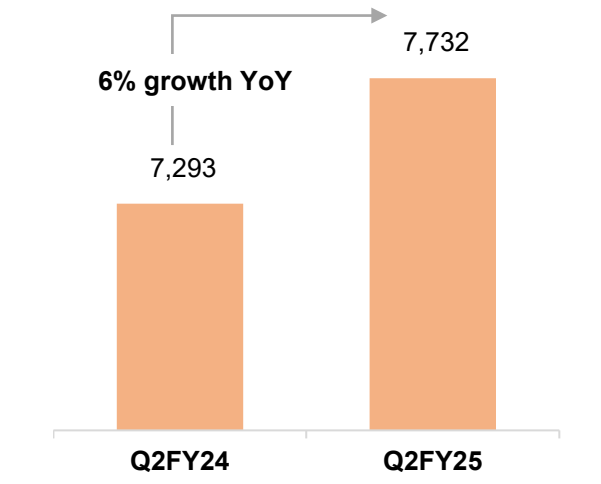
Sales Volume (MT)



Value Added Product Sales (MT)



EBITDA/Ton

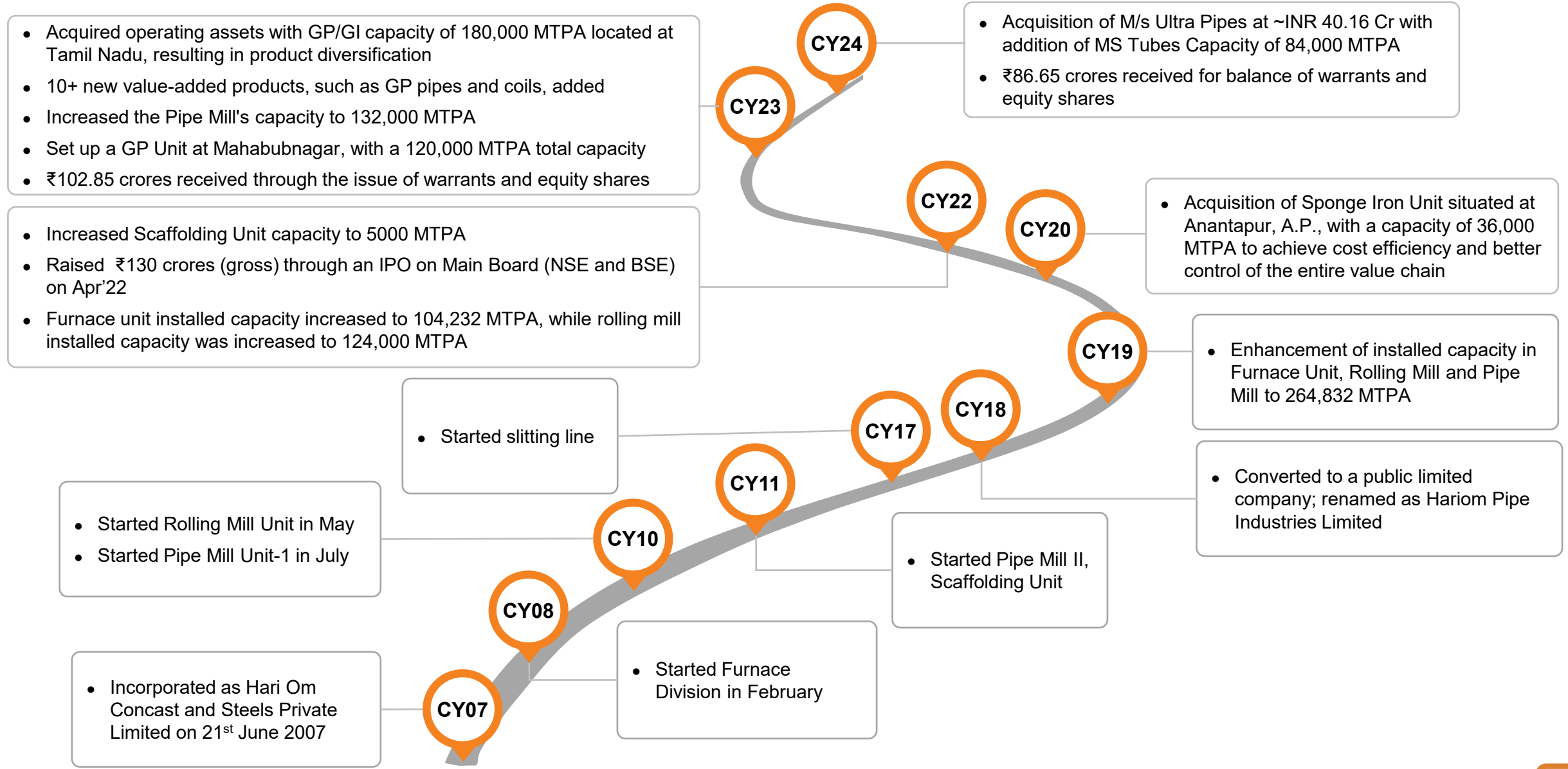


Balance Sheet Highlights

- **Positive Operating Cash Flow** of ₹5,288 lakhs achieved in H1 FY25, a significant improvement from (₹6,081) lakhs in H1 FY24
- Reduced **total borrowings** by nearly ₹3,630 lakhs from ₹37,089 lakhs as of March 2024 to ₹33,459 lakhs by the end of H1 FY25, indicating a robust approach to debt management.
- Improved **Net Working Capital Days** to 58 days in H1 FY25 from 61 days in FY24, showcasing better capital utilization and operational efficiency.

Financials rounded off to the nearest whole number

Key Milestones





02

Key Strengths

Vertically integrated operations with advanced thin walled pipe solutions



01



Diversified range of product basket with rising share of value-added products



02

Strong Dealer Base, expanding market reach across regions



03

Reduced environmental impact with focus on sustainability



04

Unparalleled market edge fostering superior competitiveness



05

Experienced board of directors & management



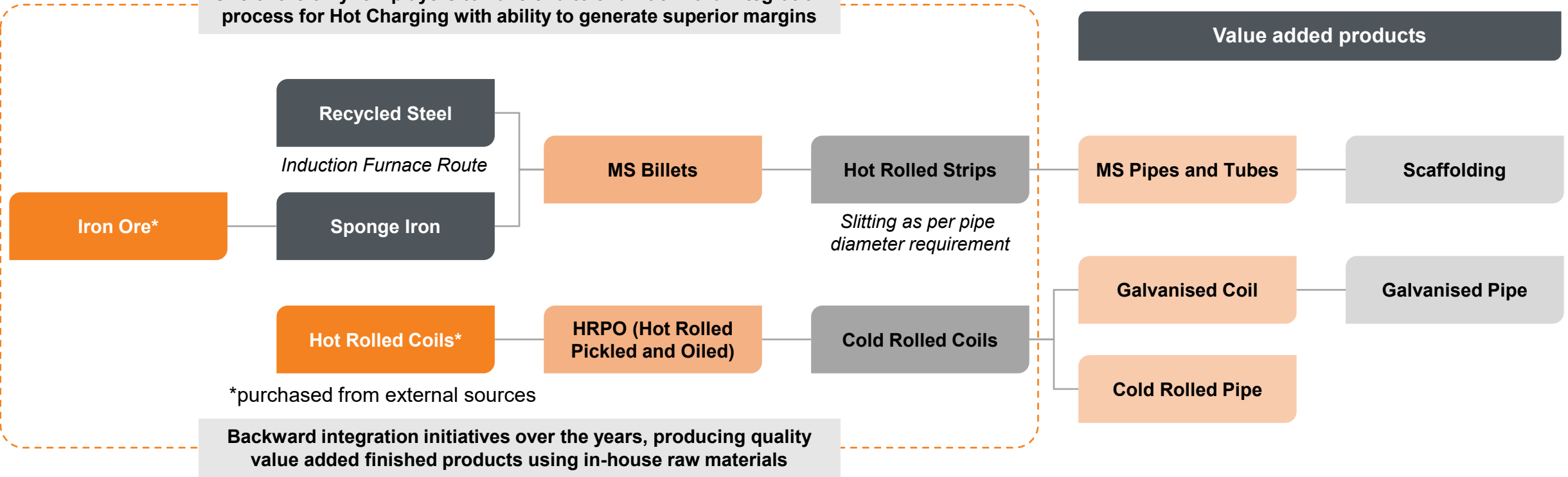
06

Track record of healthy financial performance



07

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



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

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 Picked & 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

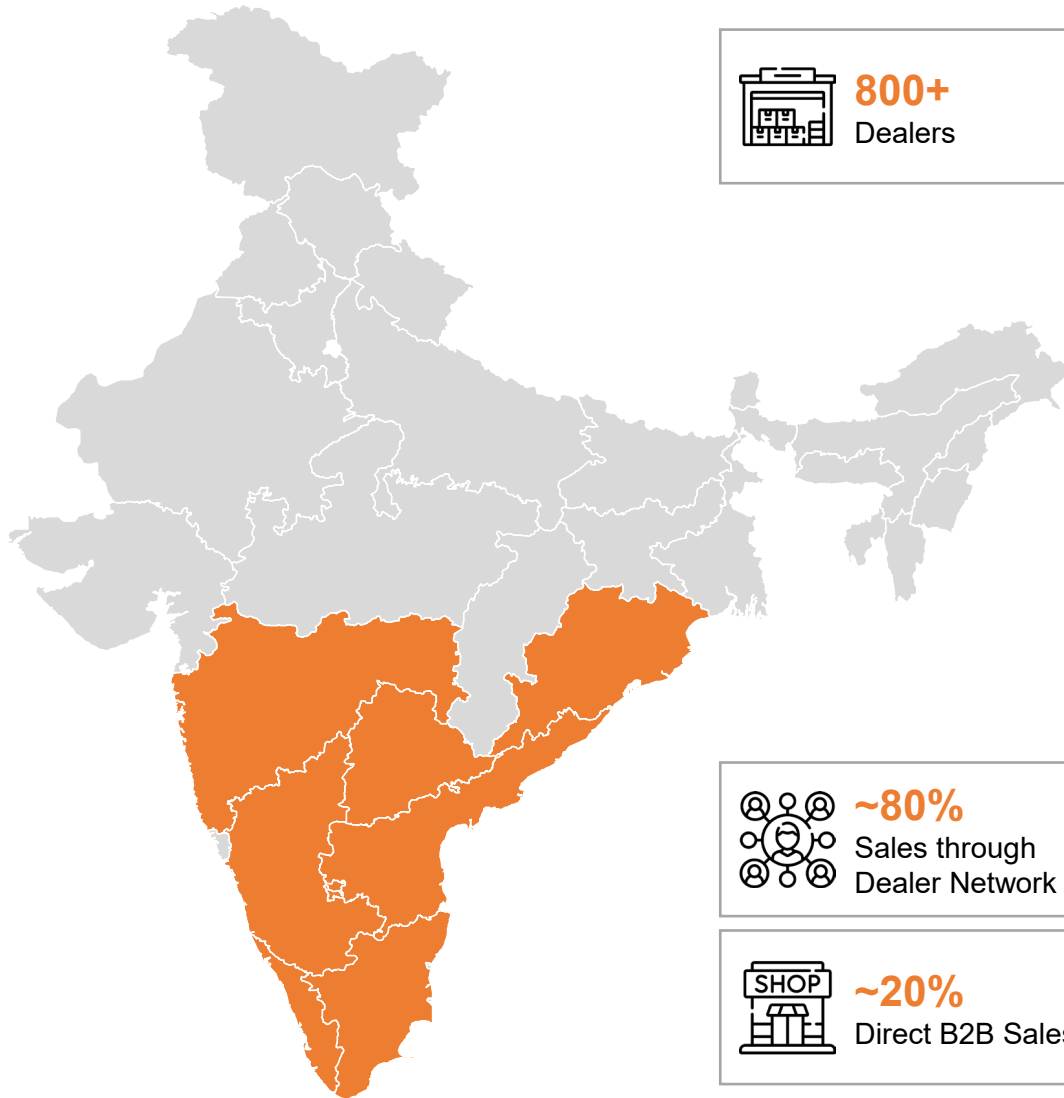
Particulars (Quantity-MTPA, Revenue- INR Lac)	FY20			FY21			FY22			FY23			FY24		
	Quantity	Amount	%	Quantity	Amount	%	Quantity	Amount	%	Quantity	Amount	%	Quantity	Amount	%
Sponge Iron	-	-	0%	20,551	4,933	19%	-	-	0%	8,307	2,793	4%	12,272	3,481	3%
MS Billets	9,972	2,879	18%	1,590	556	2%	3,984	2,184	5%	6,918	3,498	5%	5,082	2,177	2%
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%
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%
Scaffolding	1,012	475	3%	185	141	1%	924	769	2%	3,207	2,339	4%	3,484	2,540	2%
GP Pipe & Others	-	-	0%	-	-	0%	-	-	0%	11,953	8,636	13%	73,651	48,939	42%
GP Coil & Others	-	-	0%	-	-	0%	-	-	0%	1,229	840	1%	18,892	12,050	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%

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

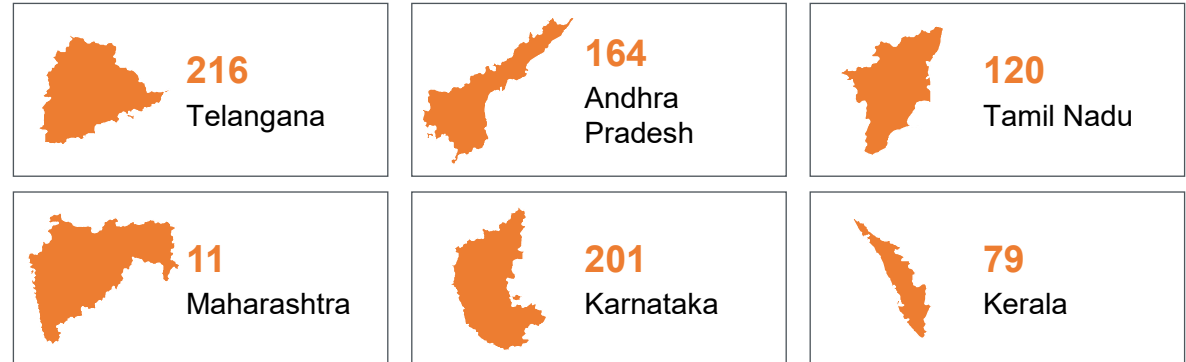
Auto Components	Fan Stamping & Power Circuit	Greenhouse Structures	Fencing & Staircase	Solar Structures	Construction & Infrastructure	Irrigation & Water Transport	Shelving & Racking Systems
PV & CV Body	Furniture & Home Interiors	Gym Equipment	Crash Guards	Elevator Frame & Components	Airports	Engineered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

Key Applications

Strong presence in Southern & parts of Western India



Dealer Coverage



Presence in other parts of India
8 other states with 15 Dealers

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



Go Green initiative

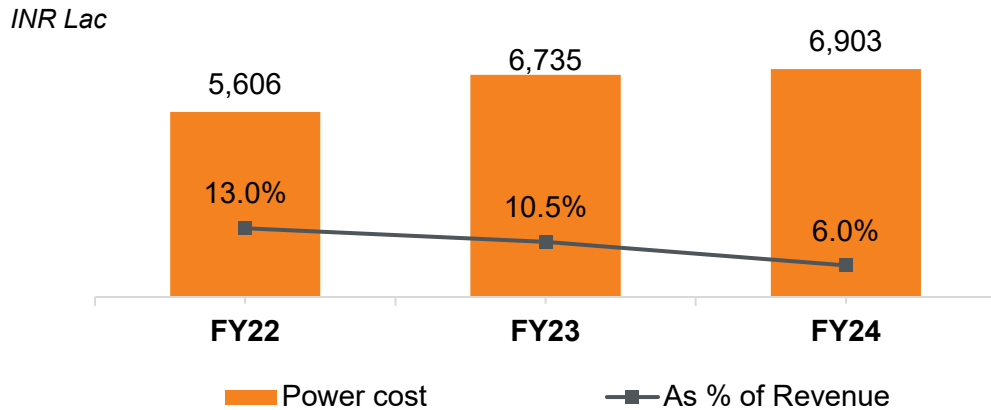


Bio Gas fuelled Plant to manufacture steel pipes in Tamil Nadu JV of Ministry of New and renewable Energy and IOCL.

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

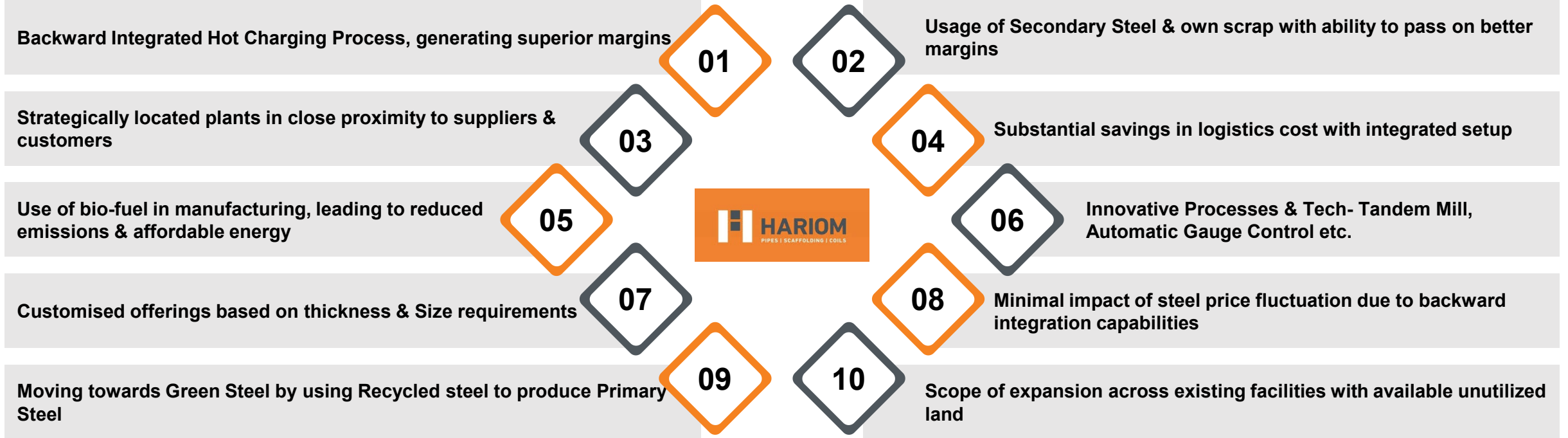
~30-35% Use of Recycled Steel

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

- Sourcing high grade RM in compliant with ISI & BIS standards
- Inspection of all materials by qualified professionals
- Best in class equipment, minimal wastage with recycling focus
- Proper planning, timely completion & delivery of finished goods

Key Certifications

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



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. Pramod Kapoor Kumar - *Chairman & Independent Director*

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



Mr. Soumen Bose - *Non-Executive Director*

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



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. Sunita Gupta - *Non-Executive Director*

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



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.

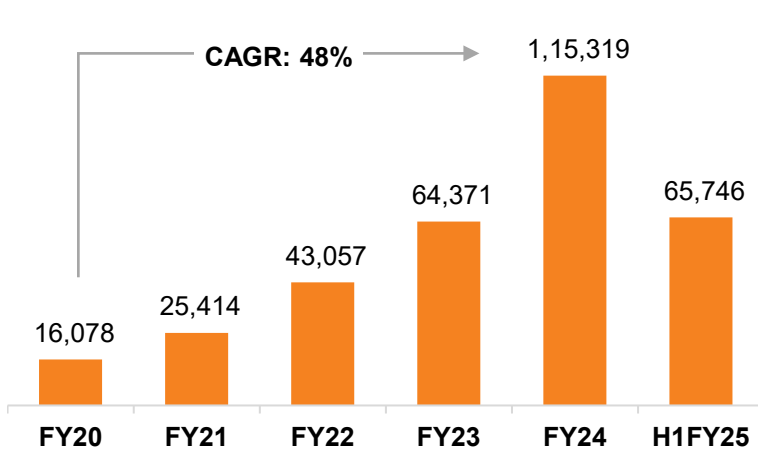


Mr. Amitabha Bhattacharya - *Chief Financial Officer*

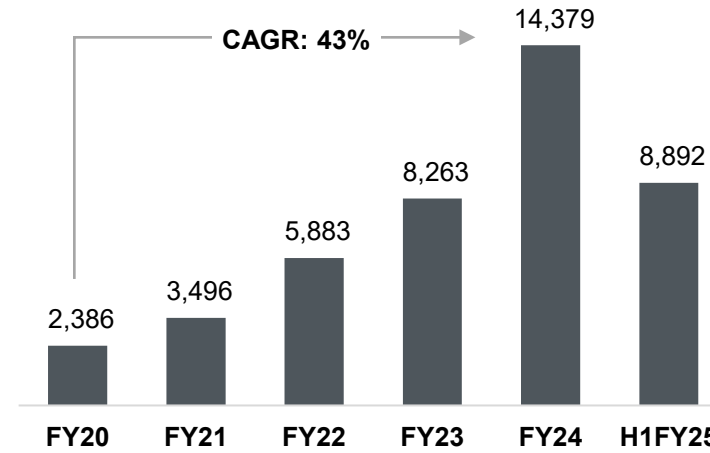
- Possesses extensive experience in the finance domain, having worked across a variety of sectors

Track record of healthy financial performance (1/2)

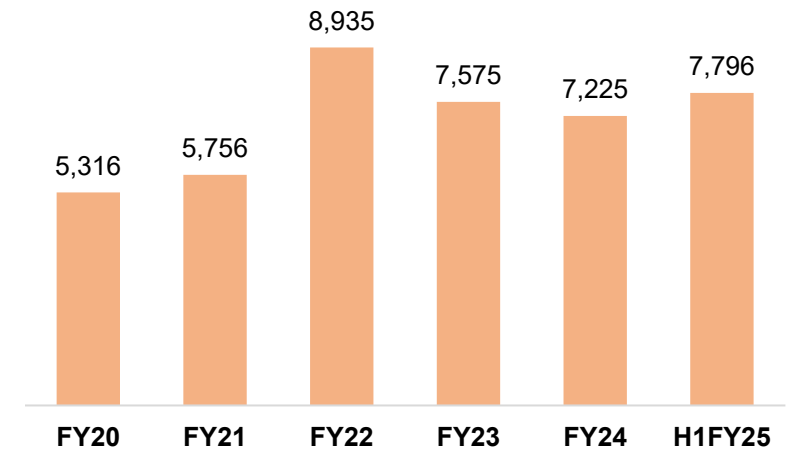
Revenue (INR Lac)



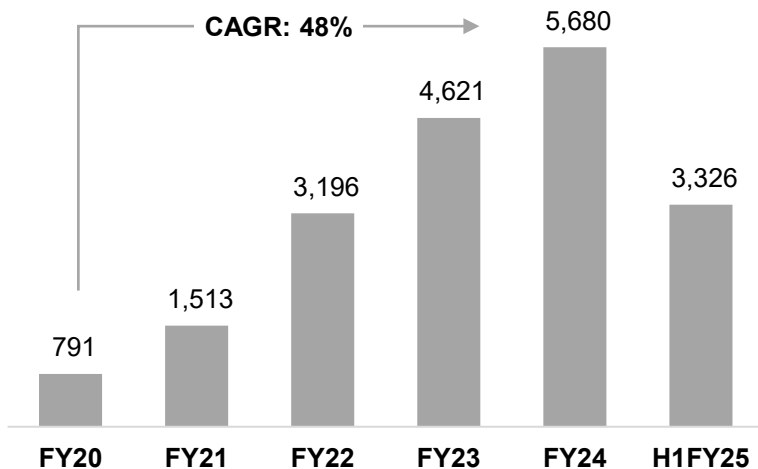
EBITDA* (INR Lac)



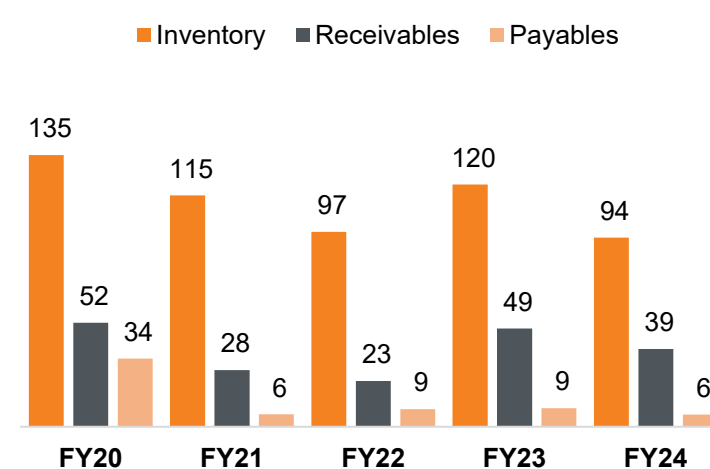
EBITDA/Ton (INR)



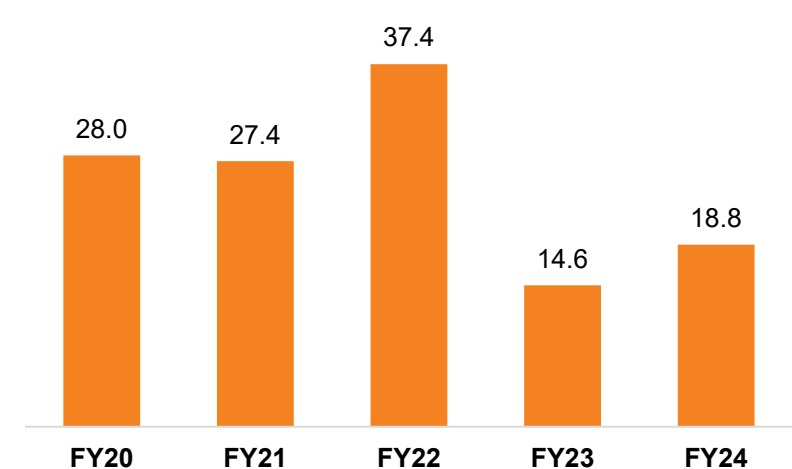
PAT (INR Lac)



Working Capital Cycle^ (Days)



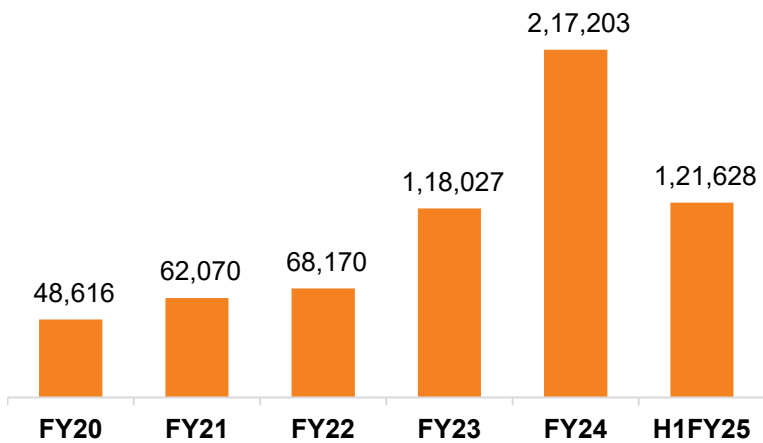
ROCE (%)



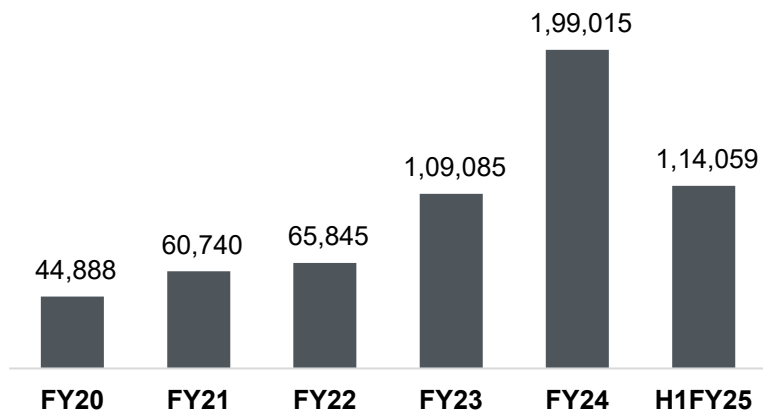
*including other income, ^Days calculated on Revenue, Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

Track record of healthy financial performance (2/2)

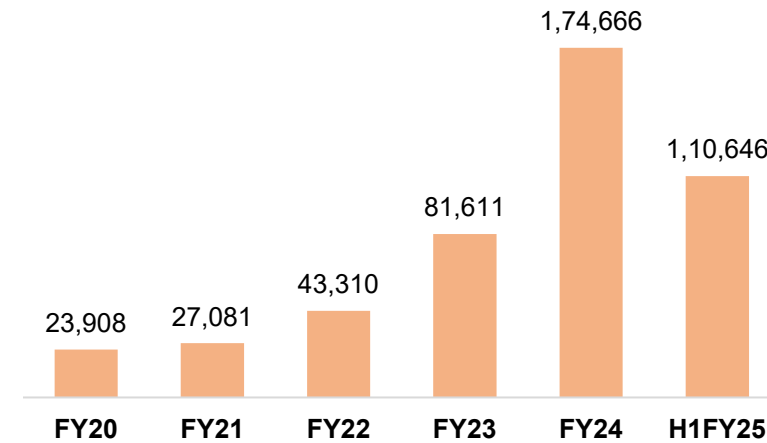
Production Volume (MT)



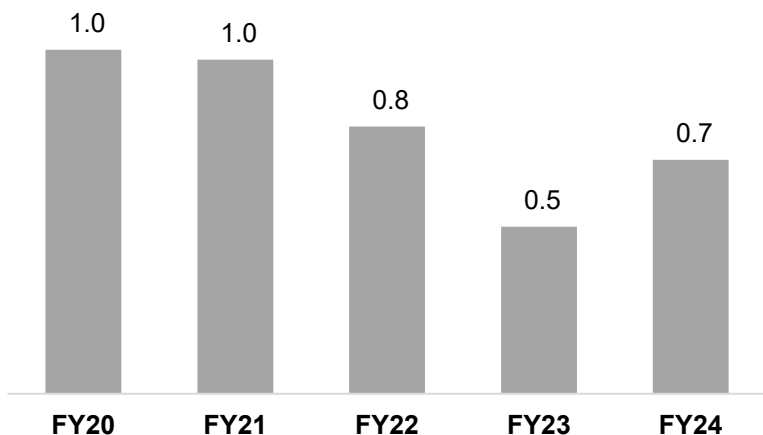
Sales Volume (MT)



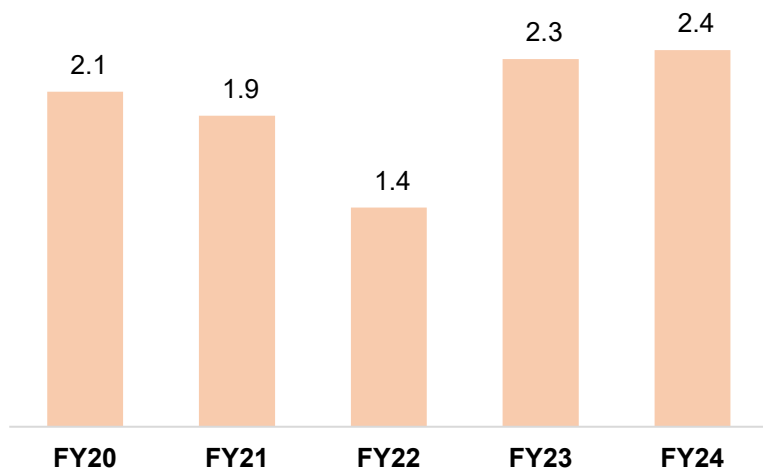
Value Added Product Sales (MT)



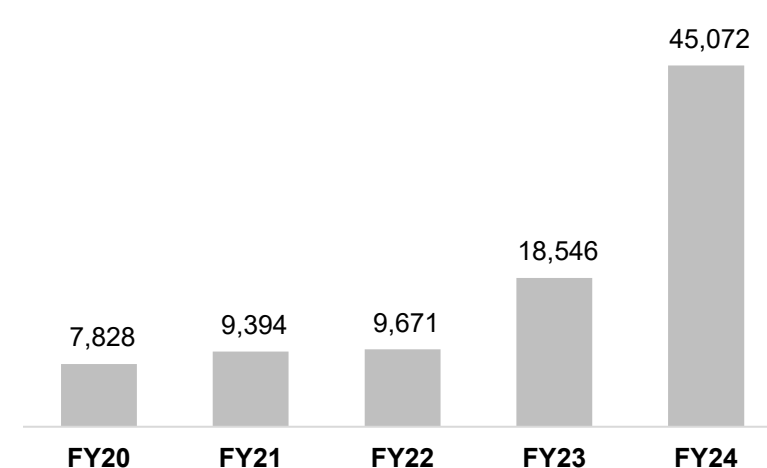
Net Debt/Equity



Net Debt/EBITDA



Gross Block (INR Lac)

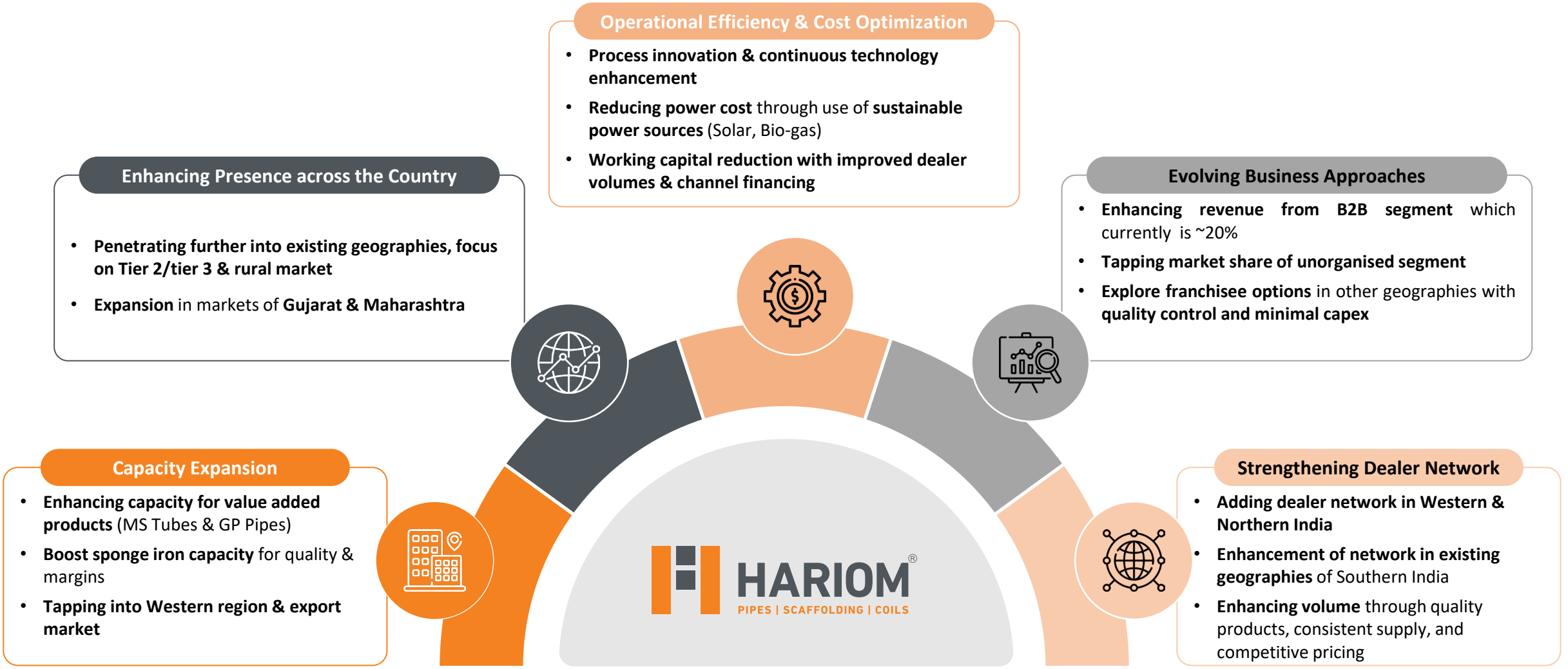


Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years



03

Growth Strategy





04

Financial Highlights

Financials in INR Lakhs

For the year ended	March 31, 2020	March 31, 2021	March 31, 2022	March 31, 2023	March 31, 2024	Half year ended September 30, 2024
Revenue from Operations	16,078	25,414	43,057	64,371	1,15,319	65,746
Other Income	37	68	271	75	520	197
Total Income	16,115	25,482	43,328	64,446	1,15,839	65,943
Expenses Excluding Depreciation, Amortisation and Finance Charges	13,729	21,986	37,445	56,183	1,01,460	57,051
EBIDTA	2,386	3,496	5,883	8,263	14,379	8,892
Finance costs	737	751	819	1,038	3,256	2,051
Depreciation and amortisation expenses	516	626	810	942	3,387	2,415
Profit Before Tax	1,132	2,120	4,254	6,283	7,736	4,425
Taxes	342	607	1,058	1,662	2,056	1,100
Profit After Tax	791	1,513	3,196	4,621	5,680	3,326
EBITDA per MT, ₹	5,316	5,756	8,938	7,575	7,225	7,796

Historical Financials | Balance Sheet

Financials in INR Lakhs

Particulars	As at March 31, 2020	As at March 31, 2021	As at March 31, 2022	As at March 31, 2023	As at March 31, 2024	As at September 30, 2024
Net Worth	4,830	7,079	10,102	37,517	46,412	54,985
Long Term Loans	2,717	3,394	3,450	12,519	11,971	10,652
Other Long Term Liabilities	239	379	351	579	985	980
Short Term Loans	3,251	3,196	5,296	17,082	25,118	22,806
Other Current Liabilities	2,931	3,326	2,392	3,221	3,538	13,120
Total Equity & Liabilities	13,968	17,374	21,591	70,918	88,024	1,02,543
Net Block	4,950	5,890	5,351	13,325	36,505	35,091
Other Non Current Assets	76	918	1,195	14,628	3,360	10,488
Inventory	5,953	8,008	11,479	21,217	29,654	31,563
Receivables	2,278	1,963	2,690	8,612	12,207	19,560
Cash & Cash Equivalents (incl. Non-C&CE bank balances)	167	88	49	10,472	3,179	235
Other Current Assets	544	507	827	2,664	3,119	5,606
Total Assets	13,968	17,374	21,591	70,918	88,024	1,02,543

Thank You



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