

Date: February 10, 2025

**To,**  
Listing Department  
**The National Stock Exchange of India Limited,**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra East, Mumbai – 400051

Corporate Relationship Department  
**BSE Limited,**  
Phiroze Jeejeebhoy Towers,  
Dalal Street, Mumbai - 400 001

NSE Symbol – **HARIOMPIPE**

BSE Scrip Code- **543517**

Dear Sir/Madam,

**Sub: Investor Presentation on Unaudited Financial Results for the Quarter and Nine Months ended December 31, 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 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](http://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**<sup>®</sup>  
PIPES | SCAFFOLDING | COILS

# Hariom Pipe Industries Limited

Investor Presentation  
February 2025

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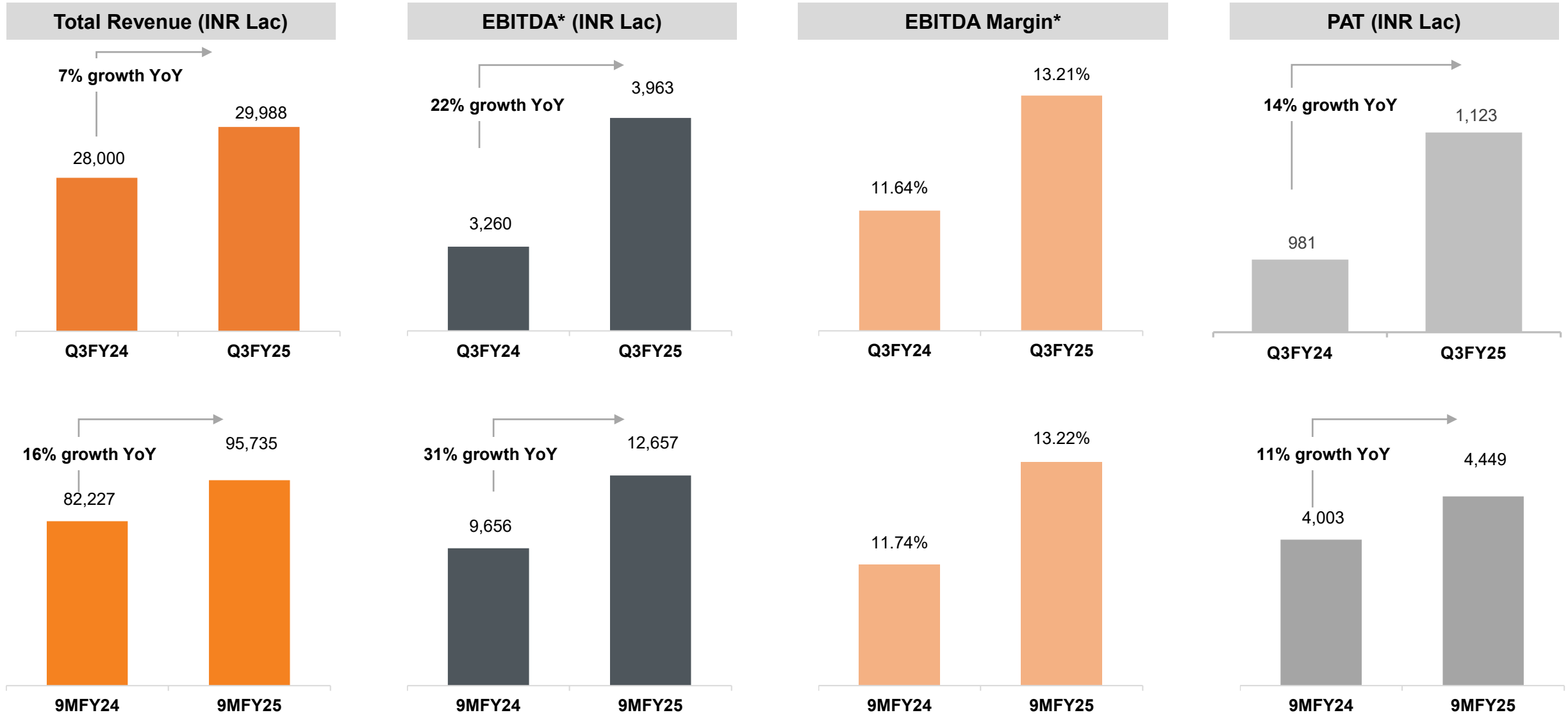




**01**

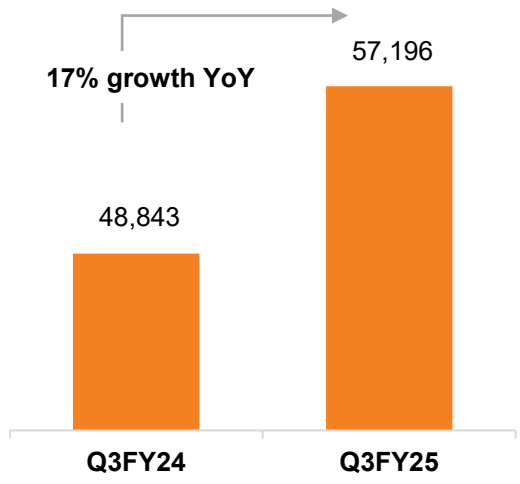
Q3FY25 Performance

# Performance Highlights for Q3 and 9M FY25

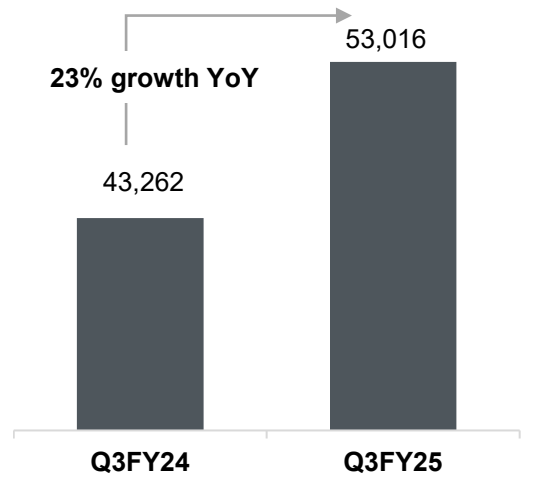


Financials rounded off to the nearest whole number; \*EBITDA excluding other income

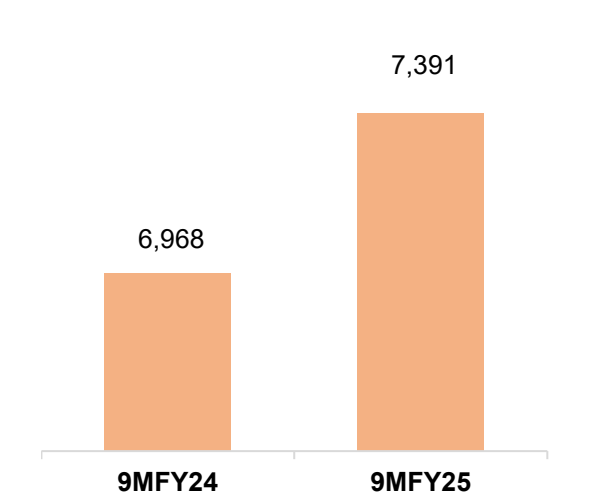
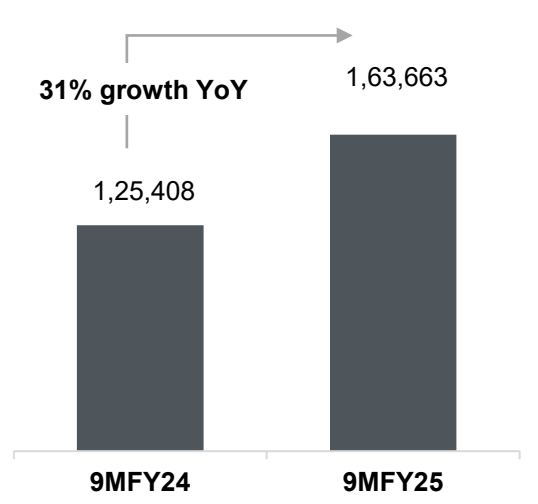
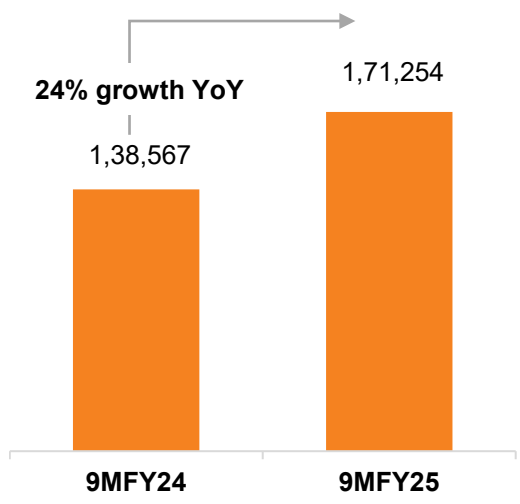
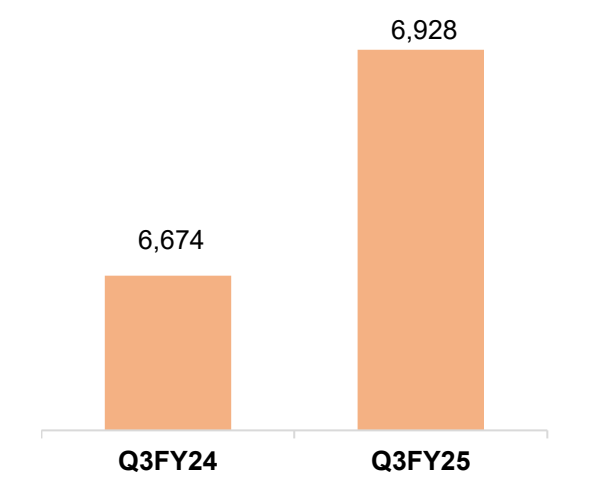
## Sales Volume (MT)



## 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:** ₹7,012 per ton, showcasing stable performance against ₹7,083 per ton in Q3 FY24.
  - 9M FY25:** ₹7,534 per ton, indicating an improvement from ₹7,260 per ton in 9M FY24.

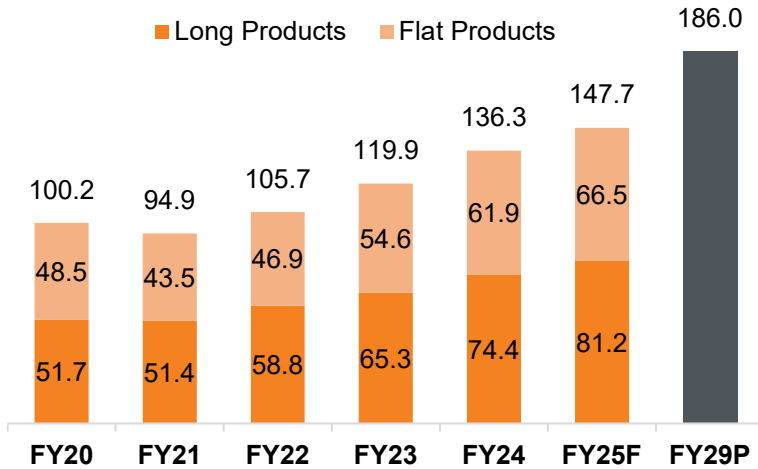
Financials rounded off to the nearest whole number



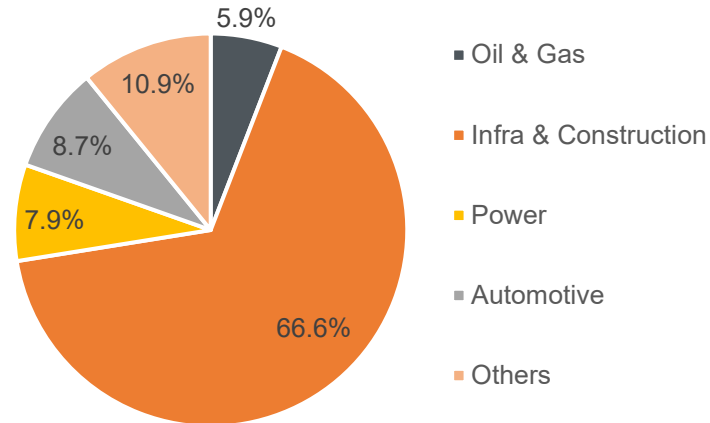
**02**

## Industry Overview

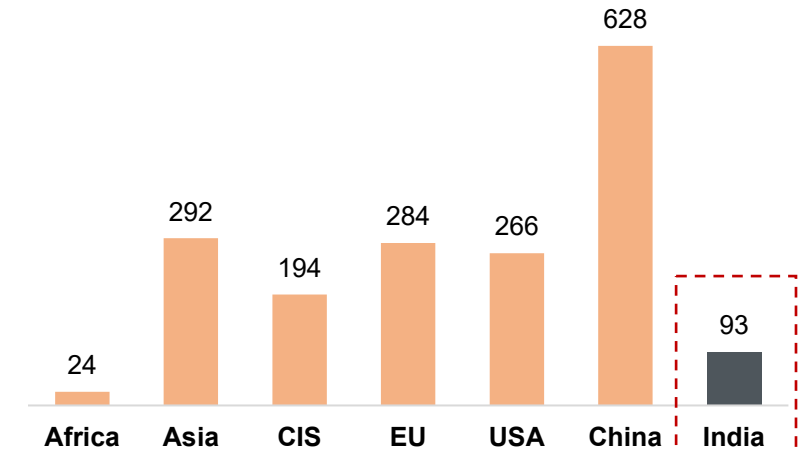
## India Steel Consumption (Million Tonnes)



## End User Segmentation (FY24)



## Per Capita Steel Consumption (KGs)

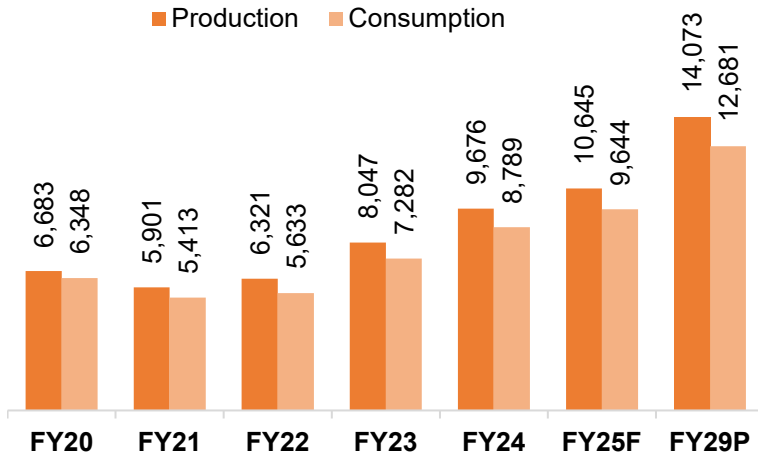


## Key Growth Drivers for Indian Steel Industry

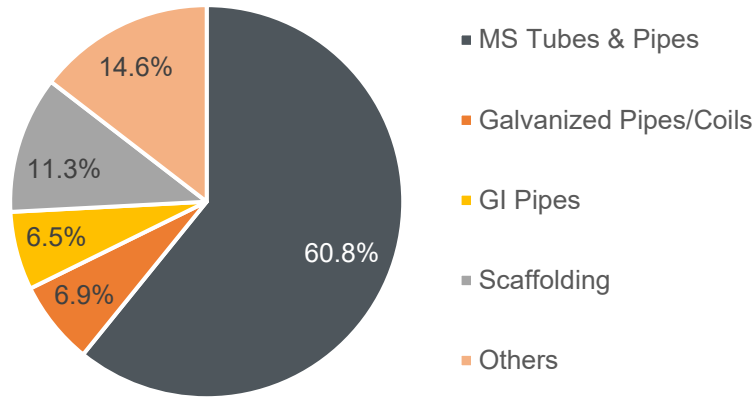
<p><b>Continued thrust</b> of government on <b>Construction &amp; infrastructure</b></p>	<p><b>Growing Real Estate</b> absorption led by increased <b>Urbanisation</b></p>	<p>Growing demand of <b>specialised steel tubes</b> in furniture, sports equipment, fans etc.</p>	<p>Rising <b>demand for airport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

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

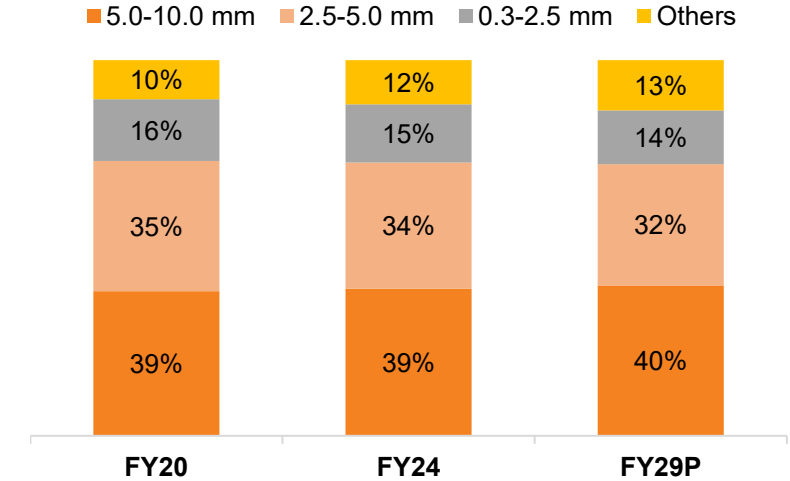
### India Steel Tubes & Pipe ('000 Tonnes)



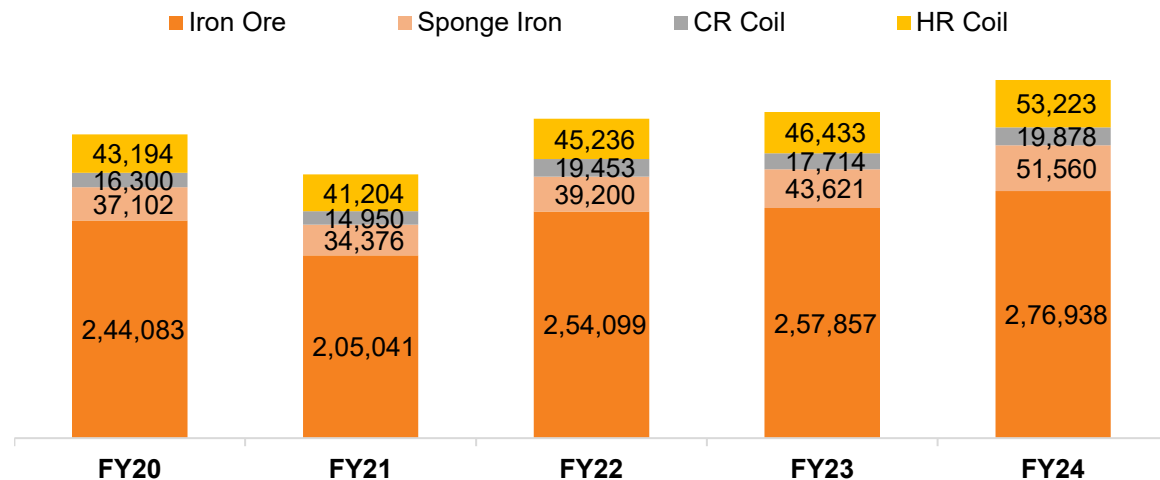
### Consumption Segmentation by Type (FY24)



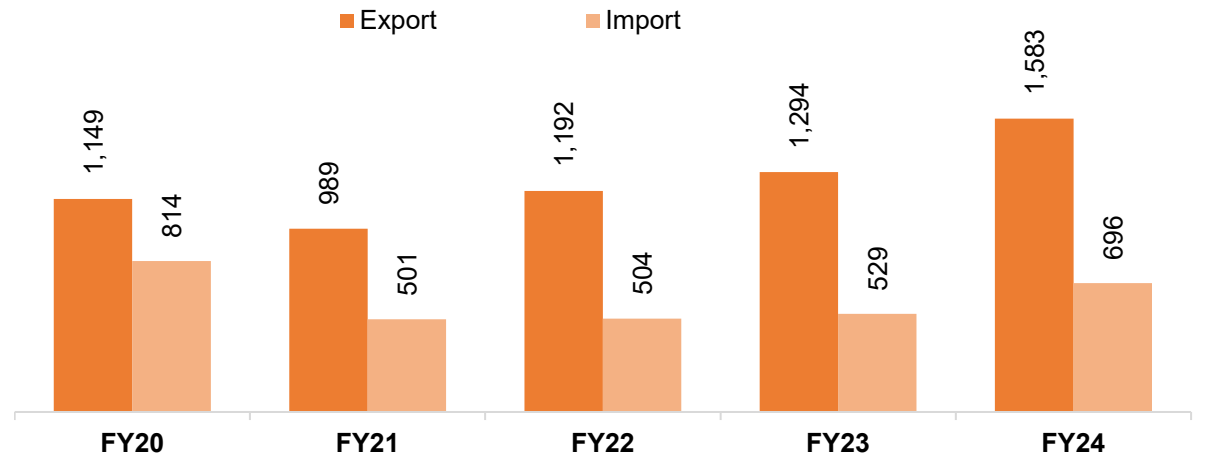
### Consumption Segmentation by Thickness



### India Production of Raw Materials ('000 Tonnes)



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



Source: CARE Report



**03**

Key Strengths

Vertically integrated operations with advanced thin-walled pipe solutions



01



Comprehensive Product Range with Focus on Value-Added Solutions



02

Expanding Market Presence with Strong Dealer Network



03

Environmental Stewardship and Sustainable Manufacturing



04

Unparalleled market edge fostering superior competitiveness



05

Seasoned Leadership and Strategic Vision



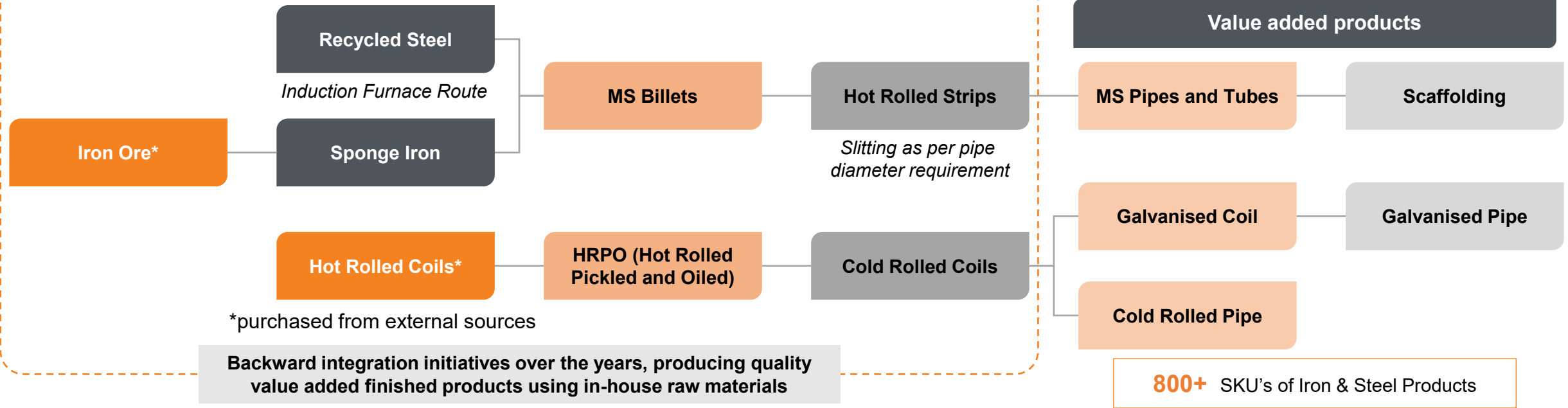
06

Proven Track Record of Financial Excellence



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

<sup>^</sup>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
<b>Total Capacity</b>		<b>300,832</b>	<b>533,232</b>	<b>701,232</b>






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

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


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%
<b>Total</b>	<b>44,888</b>	<b>16,078</b>	<b>100%</b>	<b>60,740</b>	<b>25,414</b>	<b>100%</b>	<b>65,845</b>	<b>43,057</b>	<b>100%</b>	<b>1,09,085</b>	<b>64,371</b>	<b>100%</b>	<b>1,99,015</b>	<b>115,319</b>	<b>100%</b>	<b>1,71,254</b>	<b>95,735</b>	<b>100%</b>


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**



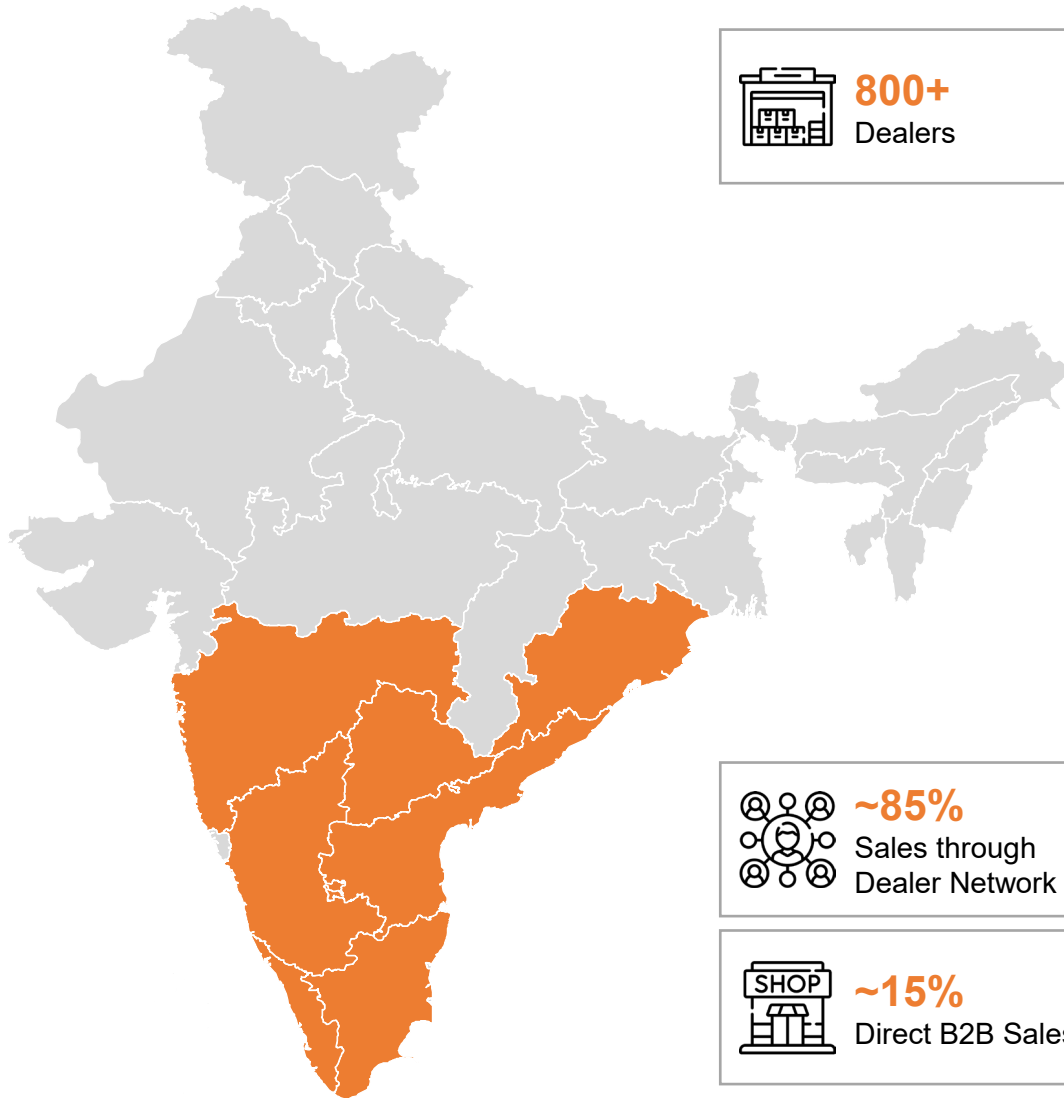
**Engineered Structures**



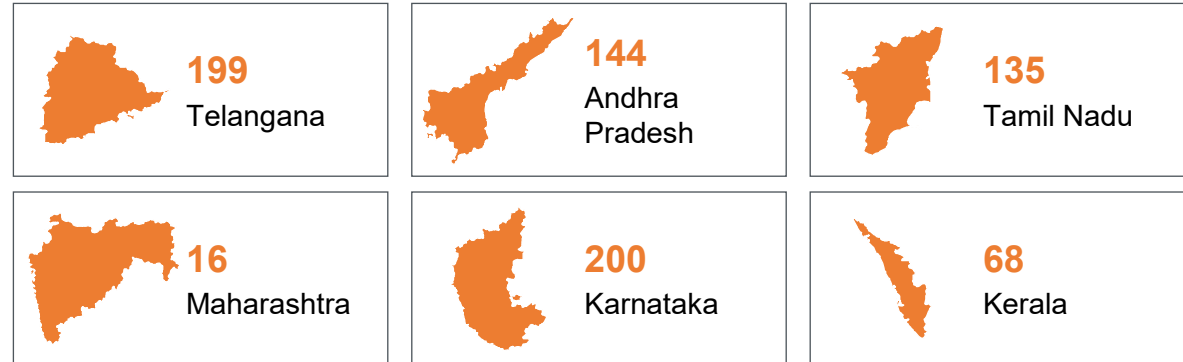
**Electrical Conduits**

Key Applications

## Strong presence in Southern & parts of Western India



## Dealer Coverage



Presence in other parts of India  
**8 other states with 38 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



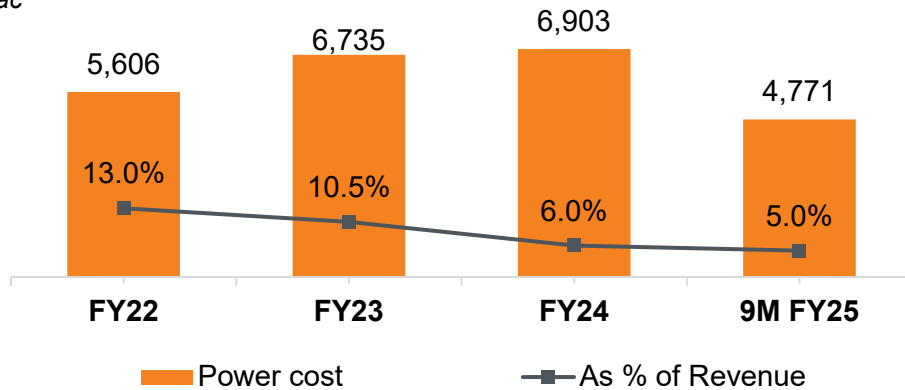
**Bio Gas fuelled Plant to manufacture steel pipes in Tamil Nadu** JV of Ministry of New and renewable Energy and IOCL.

**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

INR Lac

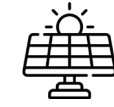


## Pipe unit in Mahabubnagar, fully solar-powered

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



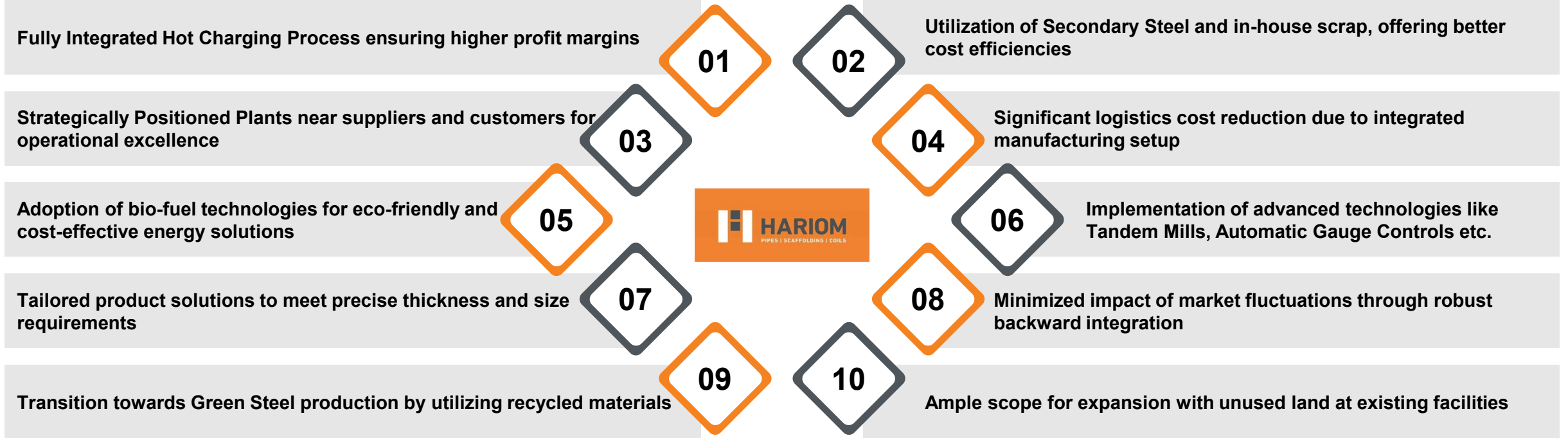
~30-35%  
Use of Recycled Steel

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

HR Skelp/Strips from the induction furnace route generate less CO<sub>2</sub> 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.
- 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
- 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.

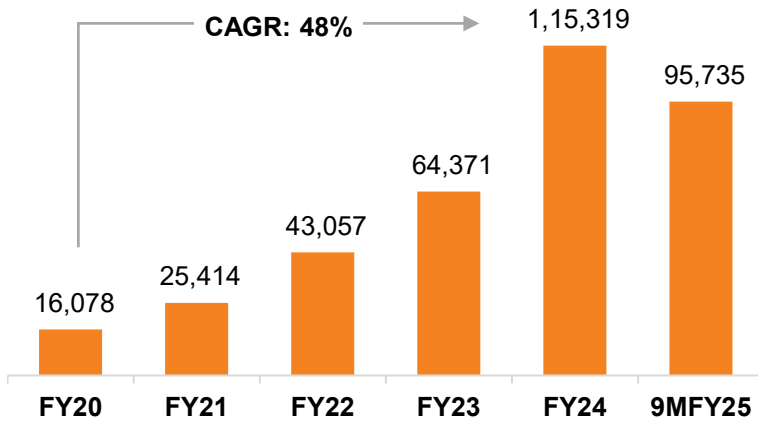


**Mrs. Sunita Gupta** - *Non-Executive Director*

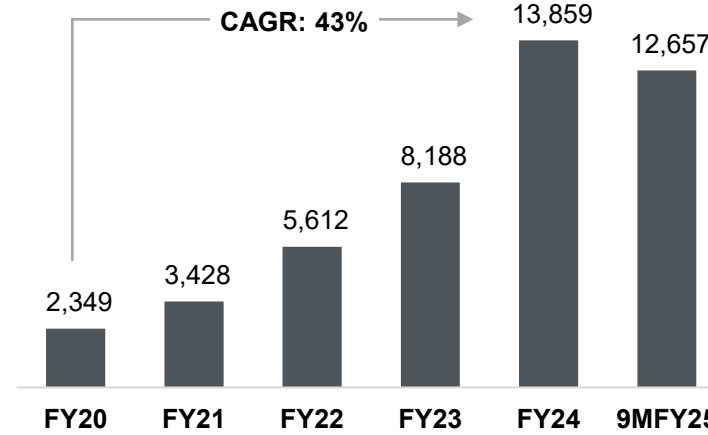
- Lends her extensive expertise to the company's growth and expansion, offering valuable insights in her advisory capacity.

# Track record of healthy financial performance (1/2)

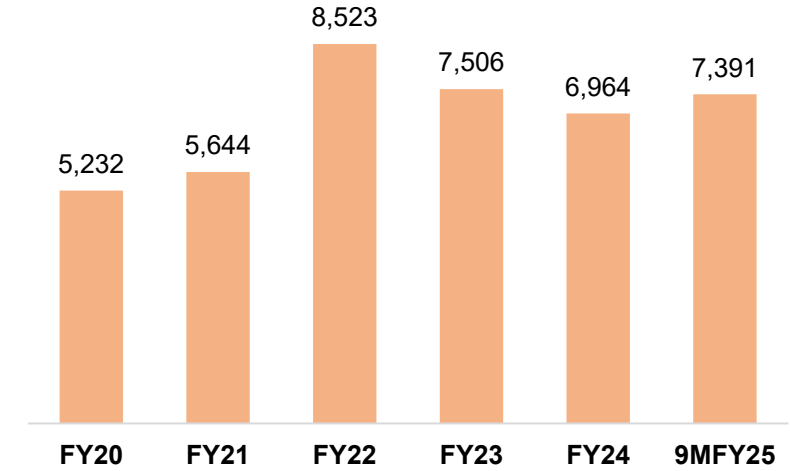
**Revenue (INR Lac)**



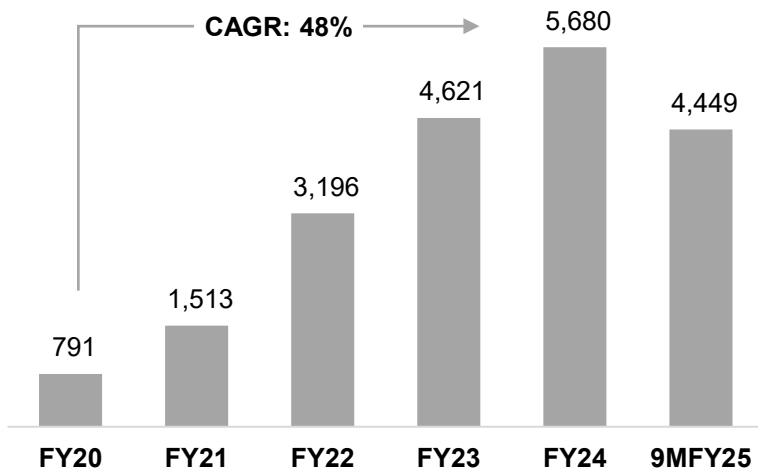
**EBITDA\* (INR Lac)**



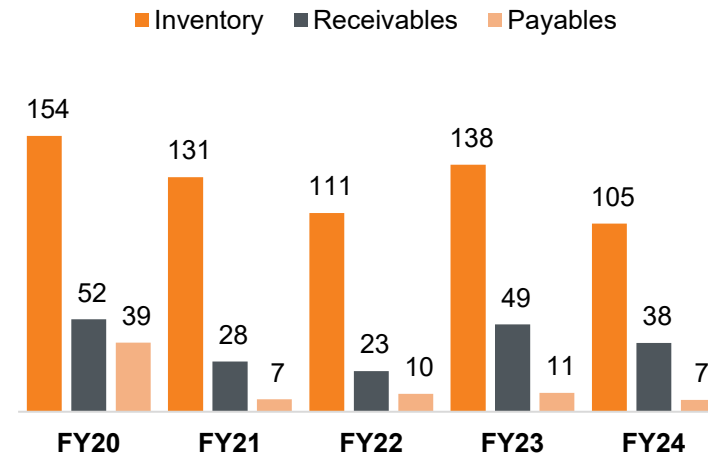
**EBITDA/Ton\* (INR)**



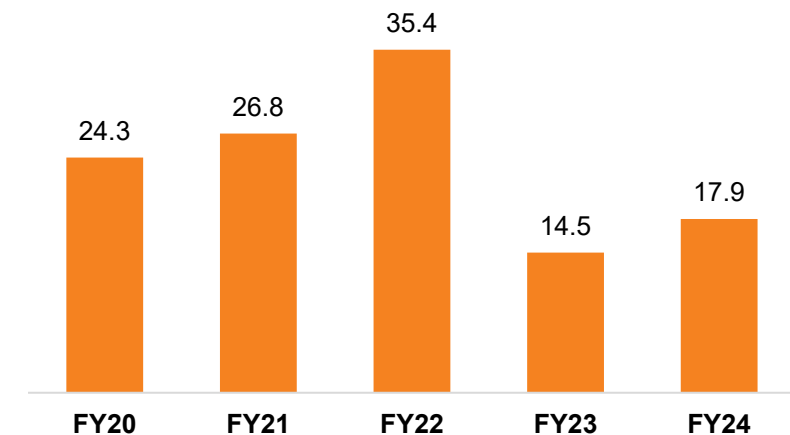
**PAT (INR Lac)**



**Working Capital Cycle^ (Days)**



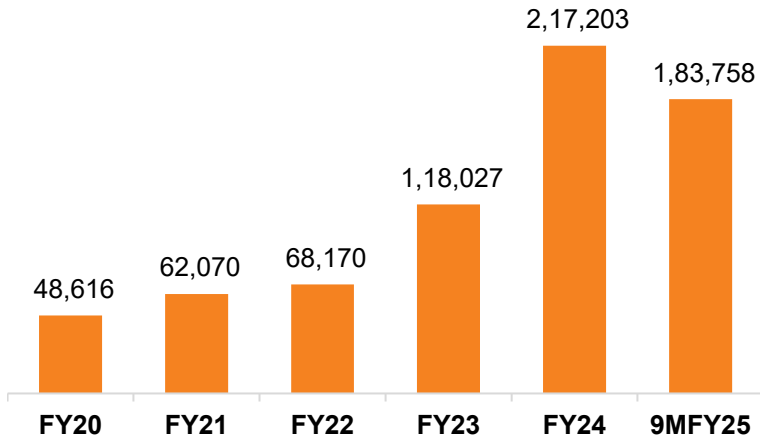
**ROCE\* (%)**



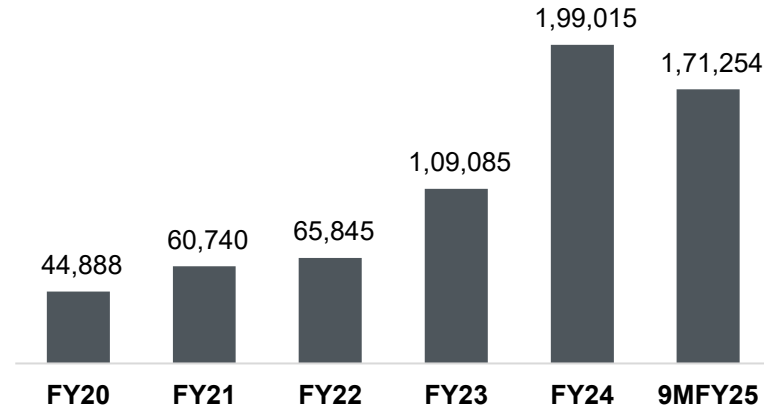
\*excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31<sup>st</sup> March & Balance Sheet data as at 31<sup>st</sup> March for the respective financial years

# Track record of healthy financial performance (2/2)

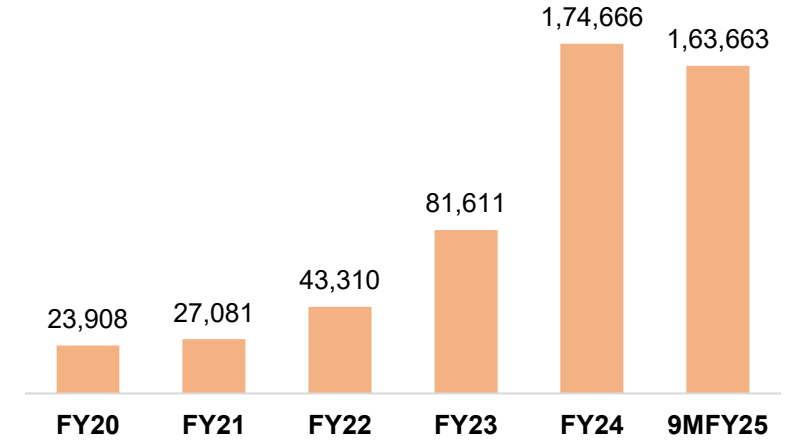
**Production Volume (MT)**



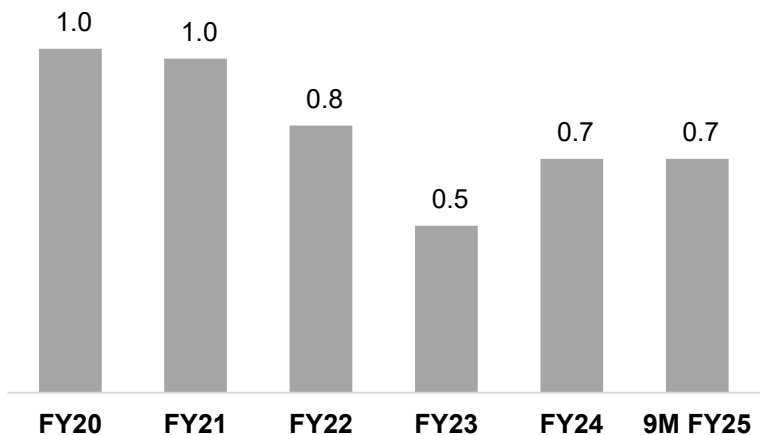
**Sales Volume (MT)**



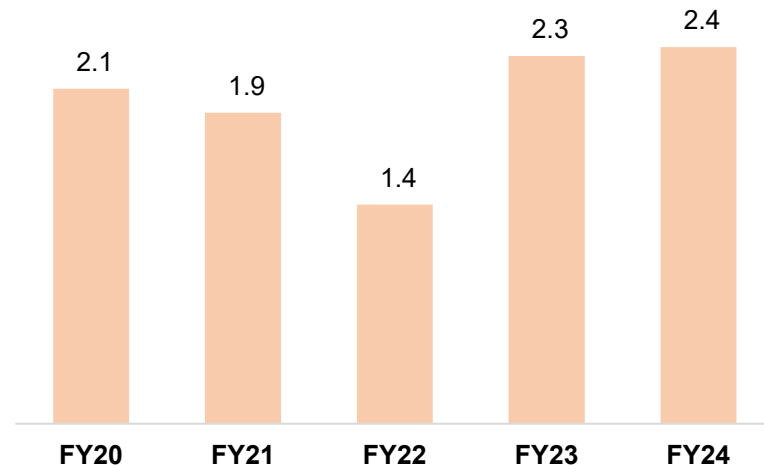
**Value Added Product Sales (MT)**



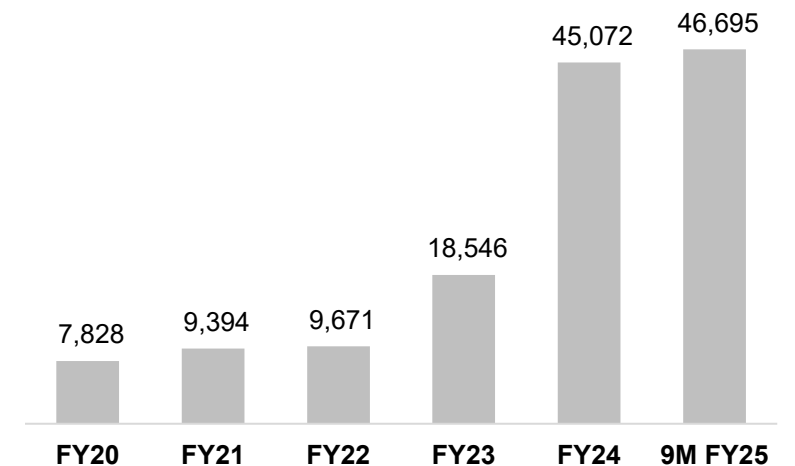
**Net Debt/Equity**



**Net Debt/EBITDA**



**Gross Block (INR Lac)**

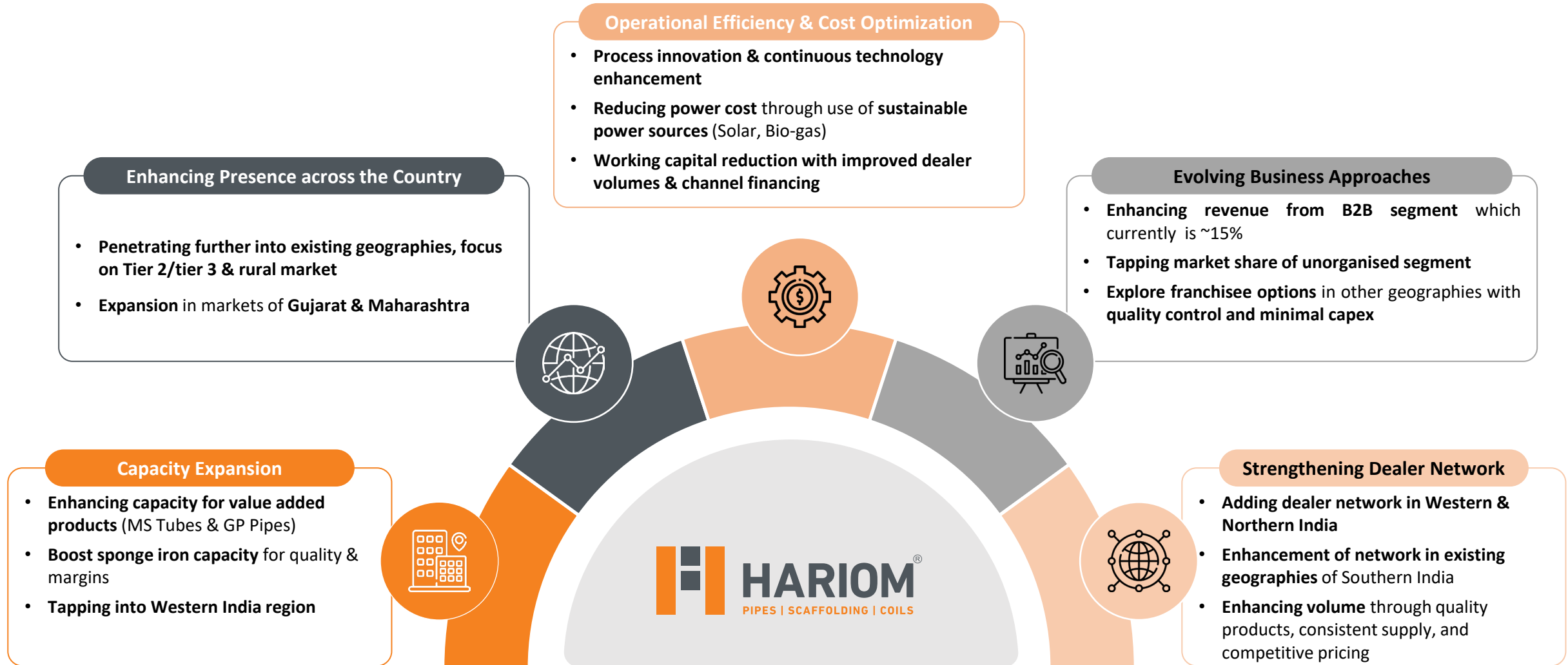


Financials rounded off to the nearest whole number; P&L data pertains to year ended 31<sup>st</sup> March & Balance Sheet data as at 31<sup>st</sup> March for the respective financial years



**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



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