Date: August 14, 2026

To,

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

NSE Symbol – **HARIOMPIPE**

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

BSE Scrip Code- **543517**

Dear Sir/Madam,

Sub: Investor Presentation on Unaudited Financial Results for the Quarter ended June 30, 2026:

Pursuant to the provisions of Regulation 30 of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, as amended, we are enclosing herewith a copy of Investors Presentation on the Unaudited Financial Results for the quarter ended June 30, 2026.

A copy of the said presentation is also being made available on the website of the Company at Investor Presentations & Analyst Briefings – Hariom Pipes.

Please take the above information on record.

Thanking You.

Yours faithfully,
For Hariom Pipe Industries Limited

REKHA SINGH

Digitally signed by REKHA SINGH
Date: 2026.08.14 17:26:39 +05'30'

Rekha Singh
Company Secretary
M. No.: A33986

Encl: a/a

HARIOM
PIPES | SCAFFOLDING | COILS

HIGH TENSILE STRENGTH IN EVERY PIPE

HARIOM PIPE INDUSTRIES LIMITED

Sahi aur Majboot Chuno

INVESTOR PRESENTATION

Q1 FY27

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01

Q1 FY27 Performance

MULTIPLE BRANDS UNDER ROOF

360 PRIME™

HPIL™
GP / Galvanized - Pipes / Coils

ZINCON™

HARIOM®
Oorja

RACKX
RACKING SYSTEMS

MANAGEMENT INSIGHTS

Q1 FY27 reflects the resilience of our business model, supported by improved realizations, a strong High-Value Product mix and disciplined cost management. Average selling price increased by **15.4% YoY to ₹68,034/MT**, while **EBITDA/MT improved by 7.5% YoY to ₹7,914**. With Perundurai operations recommenced, we are well positioned to progressively restore volumes and improve capacity utilisation.

Our product and customer franchise remains strong, with **High-Value Products contributing ~98% of sales value** and a diversified customer base. Continued focus on working-capital efficiency and lower-cost funding also supported interest savings during the quarter.

Our renewable-energy business achieved a key milestone with the **commissioning of the first 5 MW AC / 6 MW DC solar project** in Maharashtra. Hariom Power is developing a **60 MW AC / 72 MW DC portfolio**, with 43 MW targeted for commissioning by October 2026.

Going forward, our focus remains on **volume growth, margin protection, disciplined capital allocation and timely solar execution.**

KEY PERFORMANCE HIGHLIGHTS

Q1 FY27

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Financial Highlights

- Revenue from Operations: ₹429.2 Cr, with sales volume of 63,084 MT; ASP increased 15.4% YoY to ₹68,034/MT, supported by improved realizations and product mix.
- EBITDA: ₹49.9 Cr; EBITDA/MT increased 7.5% YoY and 1.3% QoQ to ₹7,914, reflecting improved operating efficiency and realizations.
- PAT: ₹17.4 Cr, with a 4.0% margin.
- Net Worth: strengthened to ₹664 Cr.
- High-Value Products: Higher contribution supported overall realizations and per-ton profitability.
- Working Capital: Improved debtor days reflect stronger working capital discipline.

Revenue from Operations	₹429.18 Cr
Sales Volume	63,084 MT
Average Selling Price	₹68,034/MT
EBITDA	₹49.92 Cr
EBITDA / MT	₹7,914
PAT	₹17.36 Cr

Key Takeaways

- Improved realizations
- Higher contribution from High-Value Products
- Stronger per-ton profitability
- Improved debtor days reflecting disciplined working capital management
- Ongoing investments positioning the Company for sustained growth.

The figures presented above are on a standalone basis.

KEY OPERATIONAL HIGHLIGHTS

Q1 FY27

HARIOM PIPES | SCAFFOLDING | COILS

Operational highlights

Sales Volume: 63,084 MT, with Perundurai operations recommenced post quarter-end, supporting the outlook for volume recovery.

High-Value Products: 96.4% of sales volume and 97.5% of revenue, with OEM Products and MS Tubes contributing 95.9% of revenue.

Realizations: OEM realization up 27.7% YoY to ₹80,975/MT; Integrated Product realization up 4.4% YoY to ₹53,194/MT.

EBITDA/MT: ₹7,579 for OEM Products and ₹8,693 for Integrated Products, supported by the value-added product mix.

Growth Capital: ₹51.45 Cr preferential warrant issue, with ₹12.86 Cr received upfront, supporting the Company's growth initiatives.

Sales Volume
63,084 MT

HVP Share - Volume
96.4%
60,831 MT

HVP Share - Revenue
97.5%

OEM Product Volume
34,080 MT
Largest sales segment

OEM Realization
80,975 / MT

MS Tubes Volume
26,442 MT
Second largest segment

PERUNDURAI UNIT UPDATE

HARIOM
PIPES | SCAFFOLDING | COILS

Hariom Pipe Industries Ltd.

Suspension of closure order and restoration of power supply at the Company's Perundurai Unit

- **Location:** Perundurai Unit (SIPCOT Industrial Growth Centre, Erode District, Tamil Nadu)
- **Power Supply Restored**: Pursuant to proceedings dated July 13, 2026 from the Tamil Nadu Pollution Control Board (TNPCB), the previous closure directions have been suspended, and the power supply to the facility has been restored with immediate effect.

Operations at the Perundurai facility have recommenced following restoration of power supply, with continued operations.

CONSOLIDATED INCOME STATEMENT Q1 FY27

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Particulars (Rs. Cr)	Q1FY27	Q4FY26	Q1FY26	YoY%
Revenue from Operations	429.2	507.3	461.0	- 6.9
Expenses Before Interest, Tax and Depriciation	379.3	443.4	403.4	- 6.0
EBITDA	49.9	63.9	57.6	- 13.3
EBITDA margin (%)	11.59	12.59	12.45	-86 bps
EBIT (Incl. Other Income)	35.8	56.0	44.6	-19.7
PBT (excl. exceptional)	22.4	41.7	32.2	- 30.4
PBT margin (%)	5.2	8.0	6.9	-17 bps
PAT (excl. exceptional)	16.6	30.1	23.6	-29.7
PAT margin (%)	3.9	5.8	5.1	-12 bps
Reported EPS(Rs)	5.36	9.72	7.62	- 29.7

STANDALONE INCOME STATEMENT Q1 FY27

Particulars (Rs. Cr)	Q1FY27	Q4FY26	Q1FY26	YoY%
Revenue from Operations	429.2	507.3	461.0	- 6.9
Expenses Before Interest, Tax and Depriciation	379.3	443.4	403.4	- 6.0
EBITDA	49.9	63.9	57.6	- 13.3
EBITDA margin (%)	11.63	12.59	12.49	-86 bps
EBIT (Incl. Other Income)	36.6	56.1	44.6	- 18.0
PBT (excl. exceptional)	23.2	41.8	32.2	- 28.1
PBT margin (%)	5.37	8.09	6.97	-160 bps
PAT (excl. exceptional)	17.4	30.2	23.6	-26.5
PAT margin (%)	4.03	5.84	5.11	-108 bps
Reported EPS(Rs)	5.61	9.75	7.63	-26.5

02

GROWTH INITIATIVES

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 High-Value Products tailored for the renewable energy sector.

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.

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.

HARIOM POWER – SOLAR BUSINESS UPDATE

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Strategic update

Portfolio: 60 MW AC / 72 MW DC across 13 locations in Maharashtra, establishing a diversified renewable-energy platform.

Offtake Visibility: 25-year MSEDCL PPA at ₹2.96/unit, providing long-term revenue visibility post commissioning.

First Asset Online: 5 MW AC / 6 MW DC Solar PV Project at Rupur Tanda, Hingoli, Maharashtra, commissioned on July 8, 2026 and connected to the MSEDCL grid.

Revenue Generation: Power generation revenue expected from Q3 FY27.

Growth Platform: First commissioning marks the transition from project development to operating renewable-energy assets, with further capacity under execution.

Total Portfolio
60 MW AC
72 MW DC

Project Locations
13
Maharashtra

PPA Tenure
25 Years
MSEDCL

Tariff
₹2.96/unit
Revenue visibility

Commissioned
5 MW
July 8, 2026

Phase
Operating
First asset online

First project commissioned

5 MW AC / 6 MW DC Solar PV Power Project commissioned on July 8, 2026 and connected to the MSEDCL grid

Rupur Tanda, Aundha Nagnath Taluka, Hingoli District, Maharashtra

03

BUSINESS OVERVIEW

ABOUT US

18+ Years
Rich industry experience

785,232 MTPA
Total Installed Capacity

~115 Acres
Manufacturing Infrastructure

800+
SKUs in Product Portfolio

~80%
Sales through Dealer Network

10
Major Product Lines

05
Trusted Brands

900+
Dealers & B2B Clients Across India

~20%
Direct B2B Sales

05
State-of-the-art Manufacturing Units

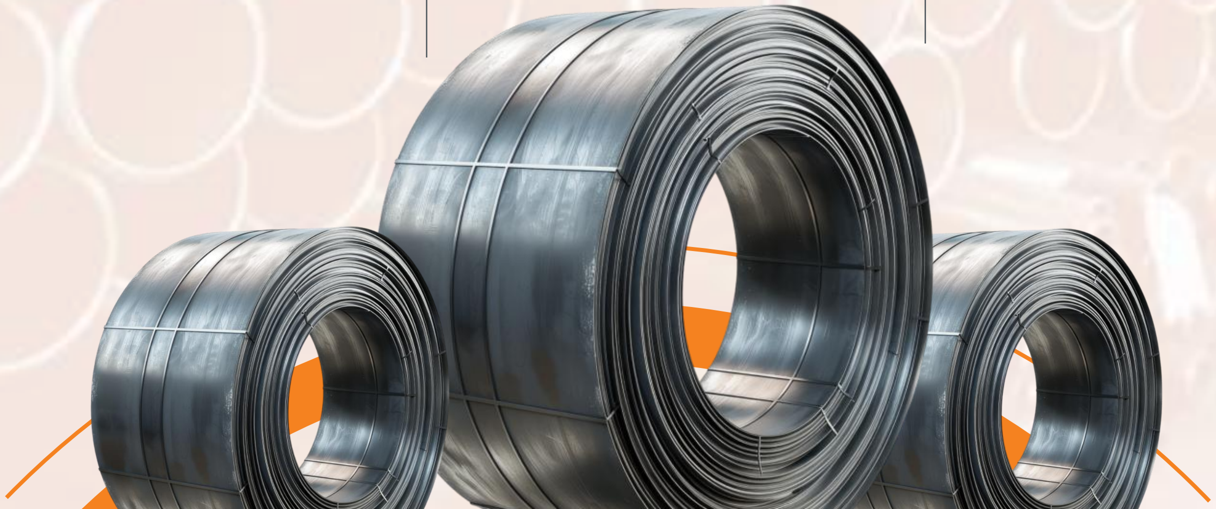
60 MW
Solar Power Plant in 13 Locations Across Maharashtra Under MSKYV – PM-KUSUM Feeder Level Solarization Scheme

03
ISO Certifications: Quality, Environment & Safety

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 High-Value 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

EXPERIENCED BOARD OF DIRECTORS & MANAGEMENT (1/2)

HARIOM
PIPES | SCAFFOLDING | COILS

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
Executive 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
Executive Director

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

Mr. Ansh Golas
Executive 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.

EXPERIENCED BOARD OF DIRECTORS & MANAGEMENT (2/2)

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. 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.

STATE OF THE ART MANUFACTURING FACILITIES ACROSS SOUTHERN INDIA

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Mahabubnagar Unit-I
Telangana

Ananthapur Unit-II
Andhra Pradesh

Perundurai Unit-III
Tamil Nadu

Mahabubnagar Unit-IV
Telangana

Mahabubnagar Unit-V
Telangana

~115 acres
Total Land across all facilities

~65 acres
Available for future expansion and growth

Capacity across plants (MTPA)	Products	FY24	FY25	FY26
Ananthapur	Sponge Iron	36,000	36,000	36,000
	M.S. Billets	104,232	104,232	104,232
	HR Strips	124,000	124,000	124,000
Mahabubnagar	MS Tubes	132,000	132,000	216,000
	Scaffolding	5,000	5,000	5,000
	Galvanized Pipes & Coils	120,000	120,000	120,000
Perundurai	Galvanized Pipes & Coils	180,000	180,000	180,000
Total Capacity		**701,232**	**701,232**	**785,232**

Backward integrated Raw material internally consumed to make Finished products

Current Cumulative Capacity

264,232 MTPA
Raw Materials

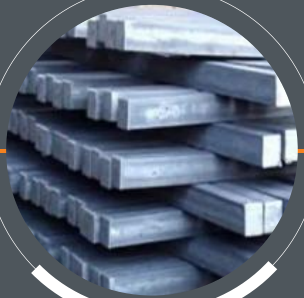
521,000 MTPA
Finished Goods

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 high-quality 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, pre-engineered 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

High Margin Products

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

RISING SHARE OF High-Value Products
(1/2)

High-Value Products

Particulars (Quantity-MTPA, Revenue- INR Cr)	FY24			FY25			FY26		
	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%
Sponge Iron	12,272	34.81	3%	4,139	10.48	1%	2,274	5.94	0%
MS Billets	5,082	21.77	2%	4,228	18.02	1%	5,150	20.65	1%
HR Strips	6,995	35.04	3%	1,288	6.32	1%	2,886	13.48	1%
MS Tubes	78,639	426.28	37%	99,348	498.51	37%	93,249	459.29	28%
Scaffolding	3,484	25.40	2%	2,990	19.45	1%	1,164	7.66	0%
GP Pipe, GP Coil & Others	92,543	609.89	52%	1,33,474	804.27	59%	1,83,794	1,159.93	**70%**
Total	**1,99,015**	**1153.19**	**100%**	**2,45,467**	**1,357.05**	**100%**	**2,88,517**	**1,666.95**	**100%**

RISING SHARE OF High-Value Products

(2/2)

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

Scaffolding for Construction

Shelving & Racking Systems

PV & CV Body

Furniture & Home Interiors

Elevator Frame & Components

Engineered Structures

Electrical Conduits

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):** 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):** 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
  - 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

HARIOM PIPES | SCAFFOLDING | COILS

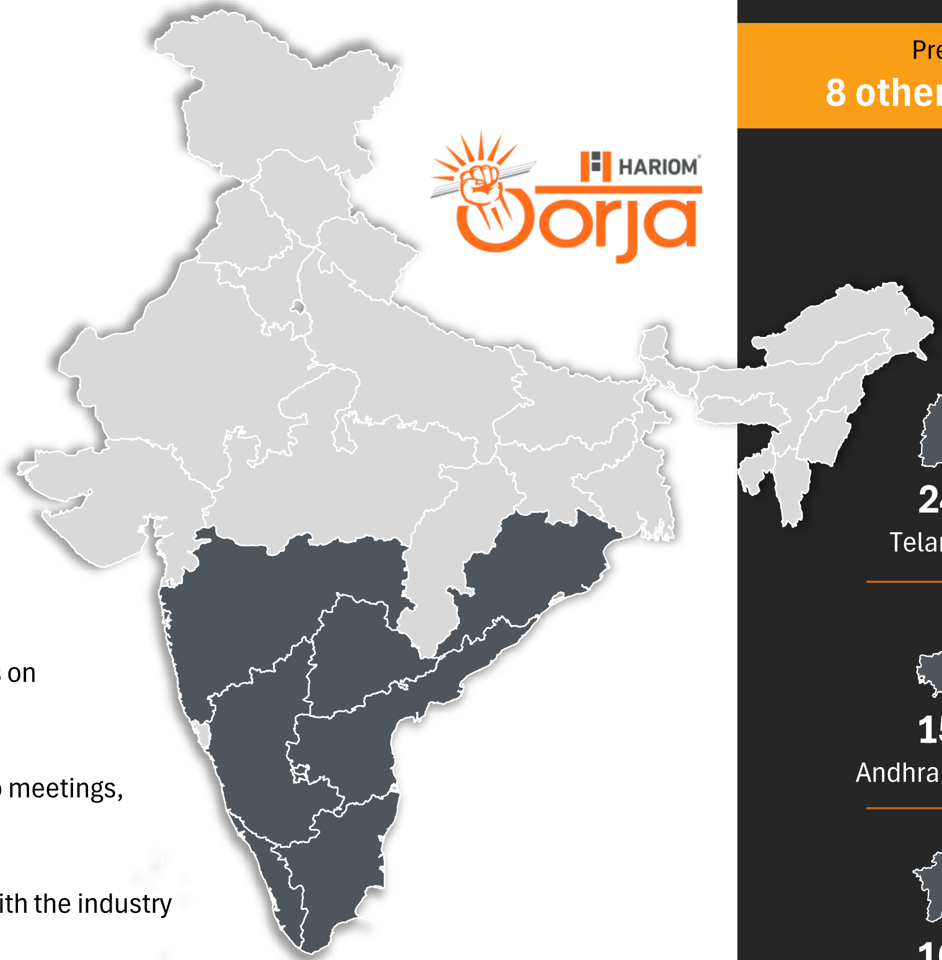
Strong presence in Southern & Western Parts of India

~80% Sales through Dealer Network

900+ Dealers & B2B Clients

~20% Direct B2B Sales

- **Healthy relationships with steel traders and manufacturers** across Telangana, Andhra Pradesh, Kerala, Karnataka, Tamil Nadu & Maharashtra
- **Loyal dealer base with years of established relationship and business development.**
- **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

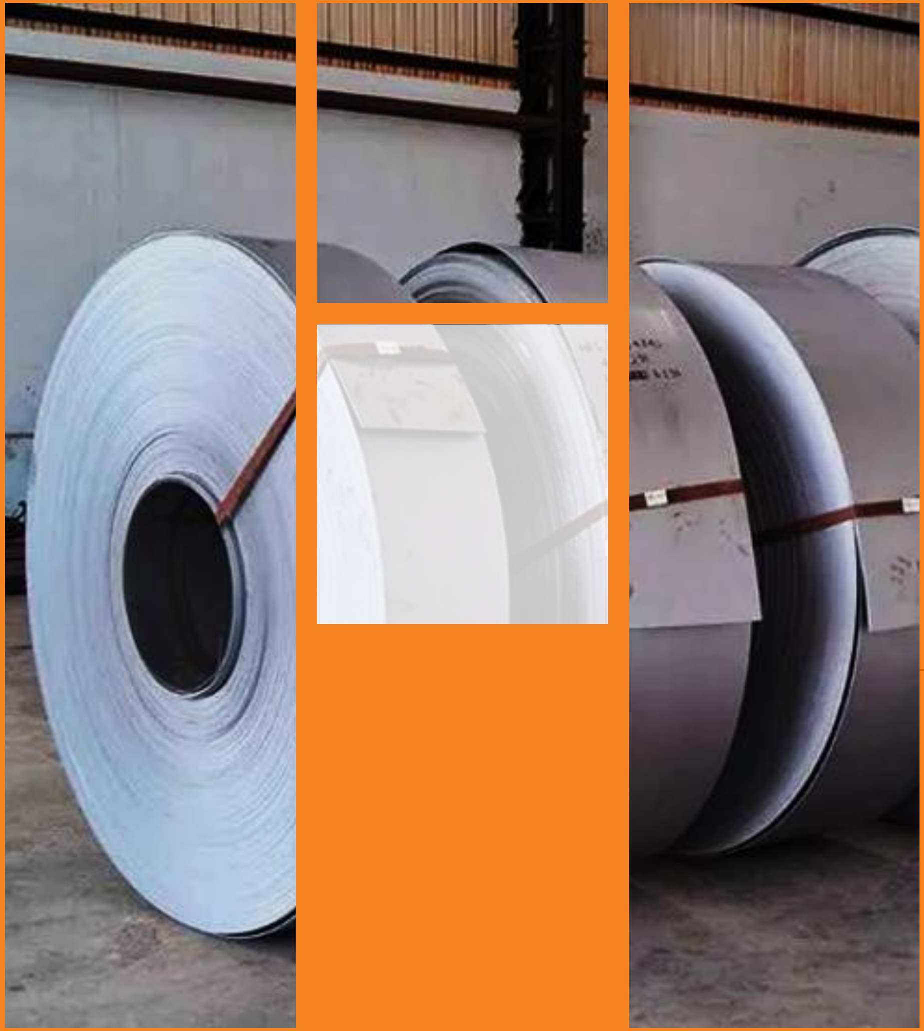


Presence in other parts of India
8 other states with 26 Dealers

Customer Coverage

247 Telangana	**22** Maharashtra
154 Andhra Pradesh	**225** Karnataka
165 Tamil Nadu	**106** Kerala

***Note**: Dealer coverage and client data are based on FY 2024-25 figures. Dealer–B2B sales mix updated as per H1FY26 performance.*

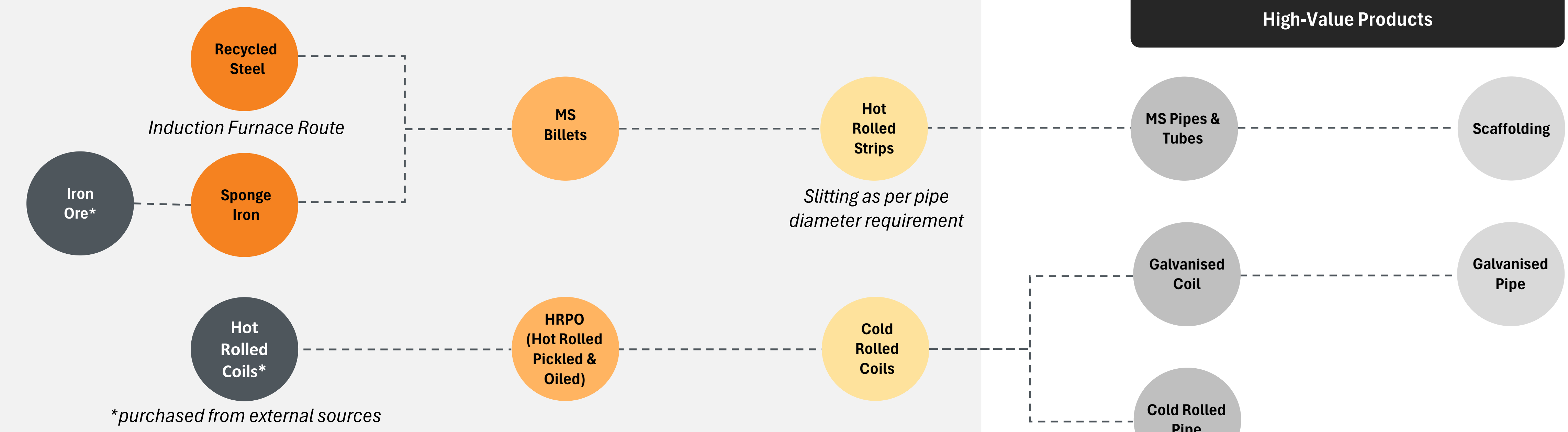


04

DISTINCTIVE EDGE

VERTICALLY INTEGRATED MODEL ENABLING COST EFFICIENCY

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



Backward integration initiatives over the years, producing quality value added finished products using in-house raw materials

Generate Superior Margins from Hot Charging Process and Saving the Cost of

Logistics › **Electricity** › **Burning Loss** › **Coal Consumption**

TECHNOLOGY & PROCESS INNOVATION DRIVING PROFITABILITY

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9

Factors Driving Profitability

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

Direct selling through Dealers,
eliminating distributor channel, with ability to pass on better pricing to channel partners

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

Comprehensive Product Range
(800+ SKUs of Iron & Steel Products) with Focus on Value-Added Solutions

Zero Discharge Facility
Implemented the full system of Reuse / Recycle

Vertically Integrated Facility
With Hot Charging Process ensuring higher profit margins

Capability to make < 2mm thickness pipe
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

UNPARALLELED MARKET EDGE FOSTERING SUPERIOR COMPETITIVENESS

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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 & customers for operational excellence	Significant logistics cost reduction due to integrated manufacturing setup	Adoption of bio-fuel technologies for eco-friendly & 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

STRATEGIC POSITIONING FOR FUTURE GROWTH

HARIOM
PIPES | SCAFFOLDING | COILS

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..

Aggressive Growth Target

Leveraging favorable industry dynamics and targeted capacity expansions, Hariom aims for a high-volume growth from FY26 to FY27.

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.

Strategic Market Positioning

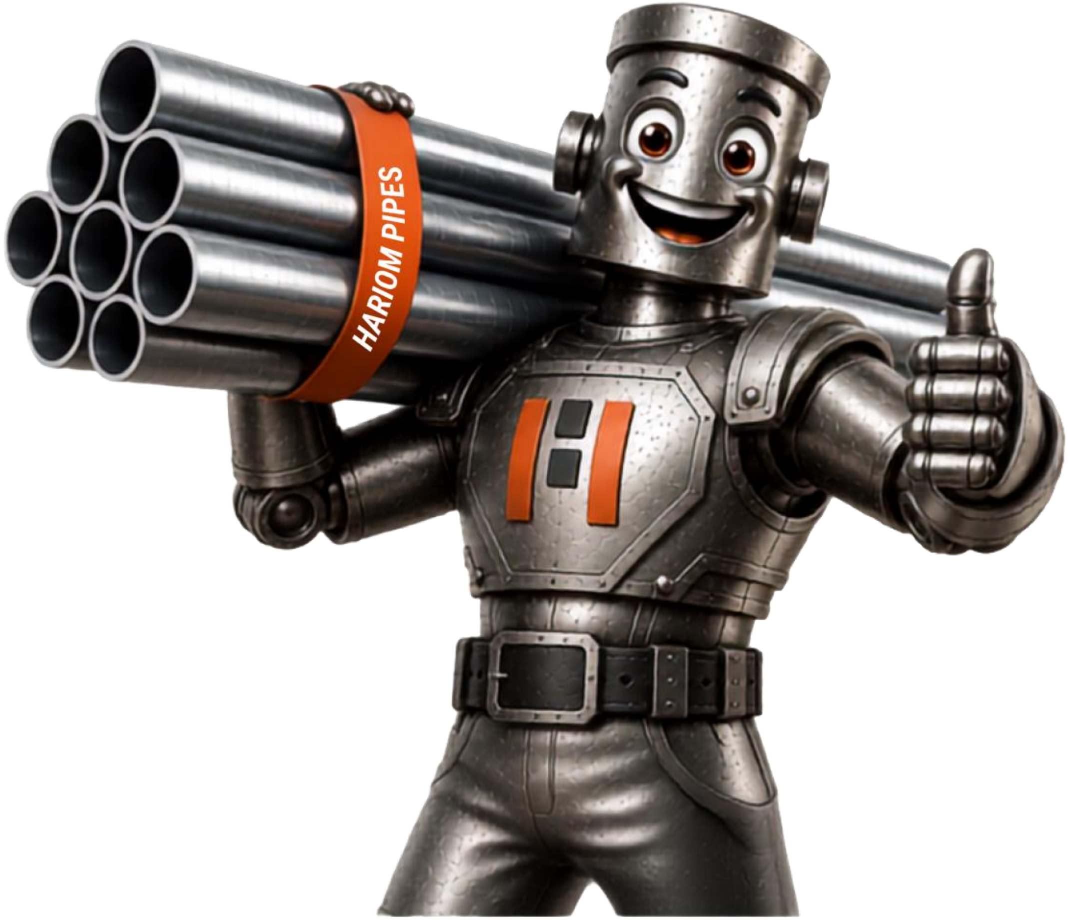
Hariom focuses exclusively on thin pipes and coils, addressing fragmented, high-volume demand in underserved segments while deliberately avoiding direct competition with producers of heavier pipes, who target distinct market areas.

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.



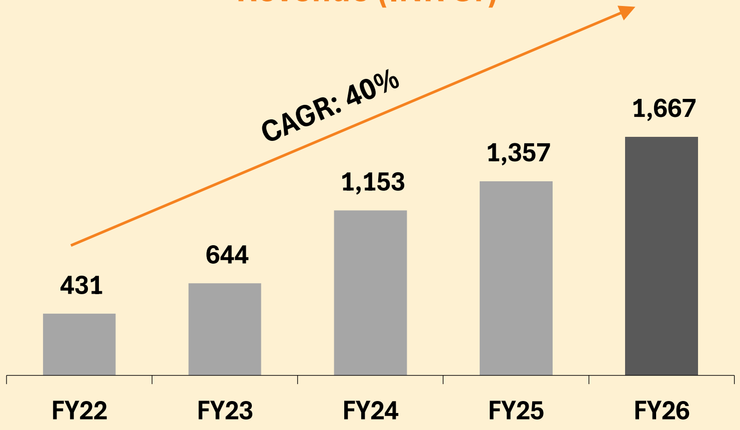
05

ANNUAL FINANCIALS

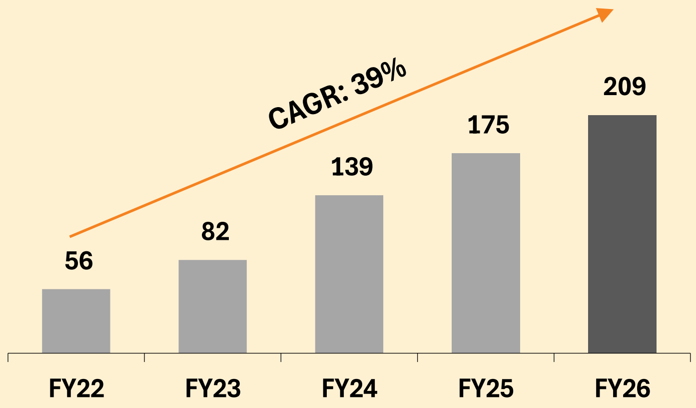
TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (1/2)

HARIOM
PIPES | SCAFFOLDING | COILS

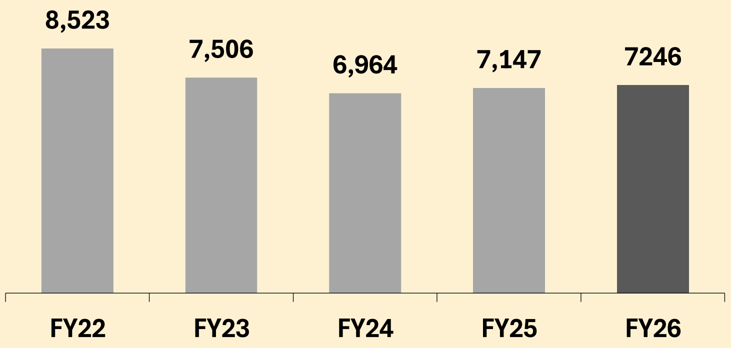
Revenue (INR Cr)



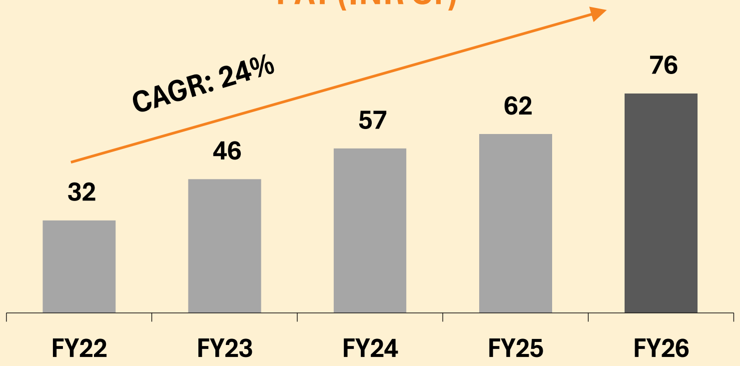
EBITDA* (INR Cr)



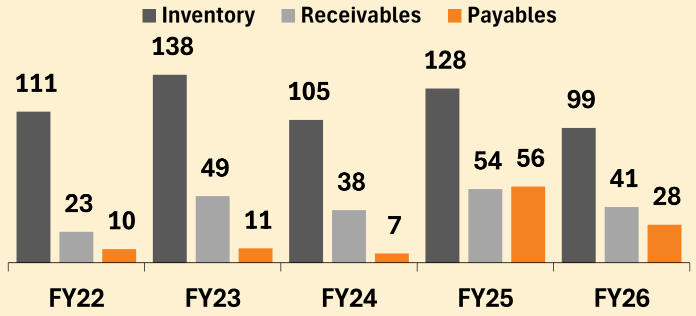
EBITDA/Ton* (INR)



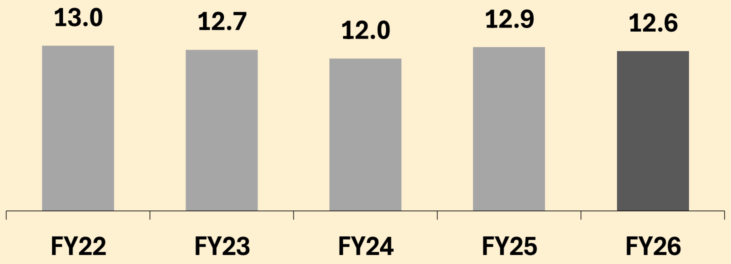
PAT (INR Cr)



Working Capital Cycle^ (Days)



EBITDA MARGIN (%)

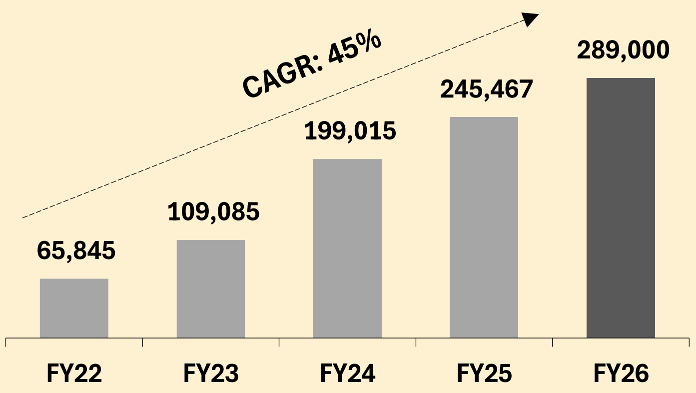


*excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

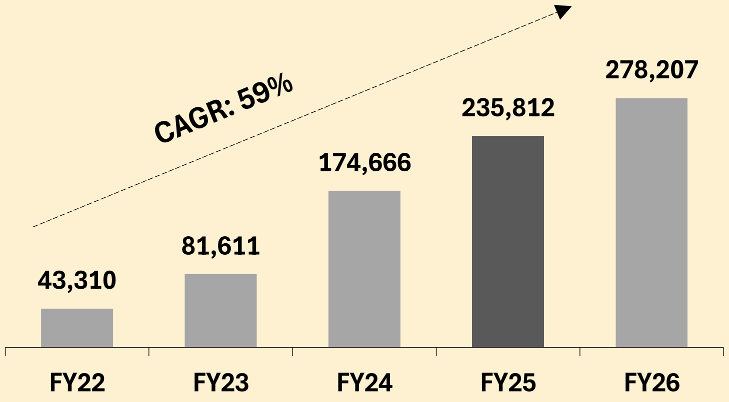
TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (2/2)

HARIOM
PIPES | SCAFFOLDING | COILS

Sales Volume (MT)



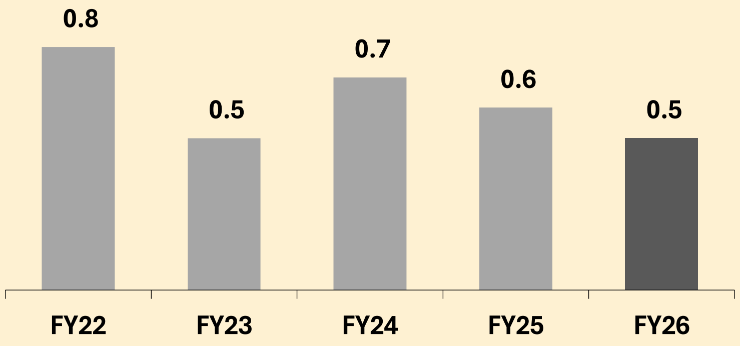
High-Value Products Sales (MT)



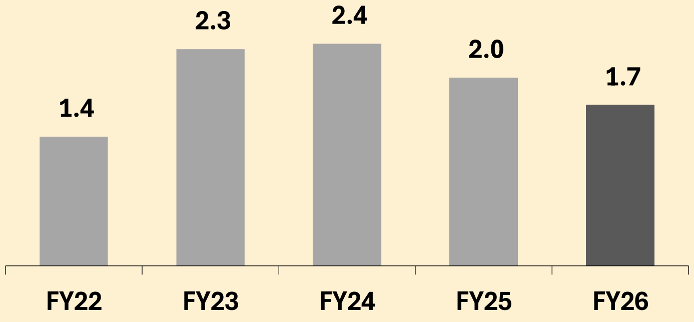
ROCE at **20.7%** and ROE at **11.7%** indicate a strong return profile.

Controlled leverage position with Debt Equity Ratio **at 0.54x** and TOL/TNW at 0**.81x**, supported by adequate net worth.

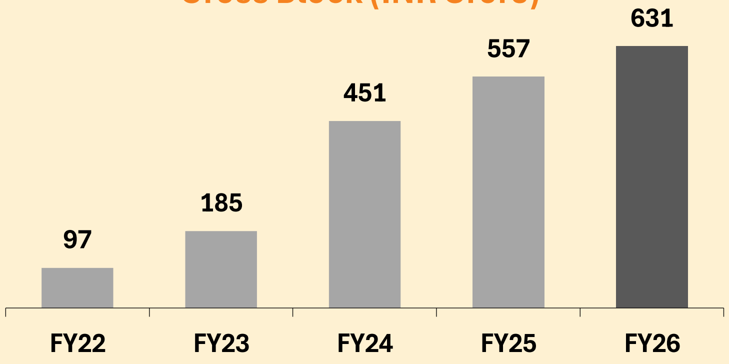
Net Debt/Equity



Net Debt/EBITDA



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

STANDALONE ANNUAL INCOME STATEMENT

HARIOM
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Particulars (Rs. in Cr)	FY22	FY23	FY24	FY25	FY26
Revenue From Operations	**430.6**	**643.7**	**1,153.2**	**1,357.0**	**1,667.0**
Total Expenditure	374.4	561.8	1,014.6	1,181.6	1,457.5
EBITDA	**56.1**	**81.9**	**138.6**	**175.4**	**209.4**
EBITDA Margin (%)	**13.03%**	**12.72%**	**12.02%**	**12.93%**	**12.56%**
Other Income	2.7	0.7	5.2	2.9	13.2
Depreciation	8.1	9.4	33.9	50.3	65.2
PBIT	**50.7**	**73.2**	**109.9**	**128.0**	**157.4**
Interest	8.2	10.4	32.6	44.9	53.6
Profit Before Tax	**42.5**	**62.8**	**77.4**	**83.1**	**103.9**
Tax	10.6	16.6	20.6	21.4	28.0
Profit After Tax	**32.0**	**46.2**	**56.8**	**61.7**	**75.8**
PAT Margin (%)	**7.42%**	**7.18%**	**4.90%**	**4.54%**	**4.55%**
Earnings Per Share (Rs) - Basic	18.83	18.30	20.34	20.25	24.49

40%

Revenue CAGR
FY22-26

39%

EBITDA CAGR
FY22-26

24%

PAT CAGR
FY22-26

STANDALONE ANNUAL BALANCE SHEET

Assets (₹ in Cr)	FY25	FY26
Fixed Asset	422.72	435.23
Work-In-Progress	11.65	14.88
Right use of Assets	1.02	43.06
Intangible Asset	0.09	0.37
Financial Assets		
(i)Investments	0.10	9.26
(ii)Loans	-	0.33
(iii)Other financial assets	4.35	33.52
Other Non-Current Asset	4.38	3.39
Non - Current Assets	**444.31**	**540.05**
Inventories	426.70	404.58
Financial Assets		
(i) Trade Receivables	202.49	189.07
(ii) Cash & Cash Equivalents	26.01	0.45
(iii) Bank Balances	24.77	-
(iv) Other Financial Assets	0.75	8.78
Other Current Assets	71.94	39.48
Current Assets	**752.67**	**642.37**
Total Assets	**1,196.97**	**1,182.42**

Equity & Liabilities (₹ in Cr)	FY25	FY26
Equity Share Capital	30.97	30.97
Other Equity	541.71	615.68
Total Equity	**572.67**	**646.64**
Financial Liabilities		
(i) Borrowings	93.30	114.76
(ia) Lease Liabilities	1.11	21.35
Provisions	0.72	1.27
Deferred Tax Liabilities	10.22	13.57
Non-Current Liabilities	**105.35**	**150.94**
Financial Liabilities		
(i) Borrowings	307.03	231.95
(ia) Lease Liabilities	0.06	1.20
(ii) Trade Payables	186.39	111.80
(iii) Other Financial Liabilities	11.06	17.40
Other Current Liabilities	6.77	13.10
Provisions	0.06	0.11
Current Tax Liabilities	7.59	9.27
Current Liabilities	**518.95**	**384.83**
Total Equity & Liabilities	**1,196.97**	**1,182.42**

06

POWERING A SUSTAINABLE FUTURE

REDUCED ENVIRONMENTAL IMPACT WITH FOCUS ON SUSTAINABILITY

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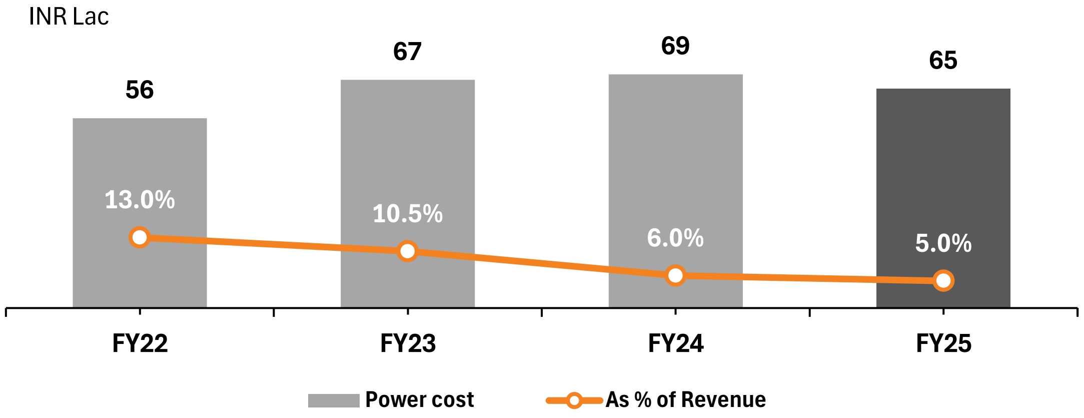
Reducing Power Costs with increasing consumption of energy from renewable sources



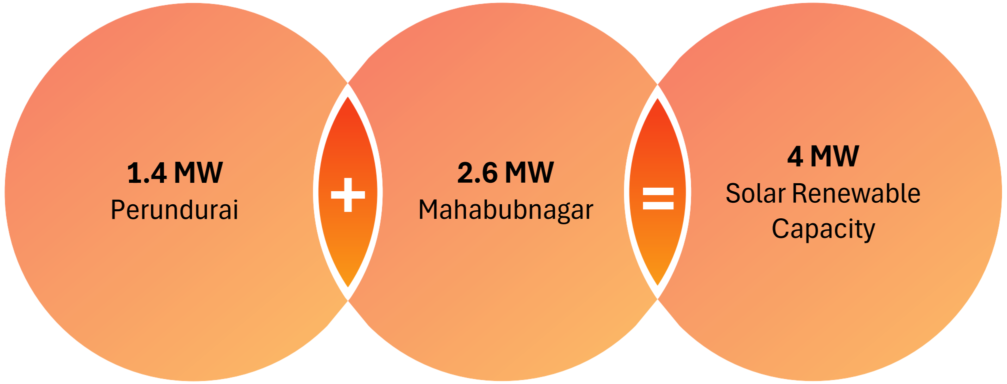
Go Green Initiative

True Green
Renewable & Sustainable
HARIOM

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



Reduced Power Usage

Recycled Water used in Production

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 CO_2 and carbon particles, as advanced controls like bag filters capture emissions, reducing environmental impact

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Hariom Pipe Industries Limited

Email: cfo@hariompipes.com

KAPTIFY® Consulting
Strategy & Investor Relation | Consulting

Tel: +91 845 288 6099 | **Email:** contact@kaptify.in | **Website:** www.kaptify.in

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