

Date: May 23, 2026

**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 Audited Financial Results for the Quarter and Year ended March 31, 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 Audited Financial Results for the Quarter and Year ended March 31, 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**  
Company Secretary  
M. No.: A33986

Encl: a/a

**HARIOM PIPE INDUSTRIES LIMITED**

**Registered Office** 3-4-174/12/2, 'SAMARPAN', 1st Floor,  
Near Pillar No : 125, Attapur, Rajendranagar, K.V. Rangareddy,  
Hyderabad, Telangana, India, 500048.  
www.hariompipes.com Email : info@hariompipes.com

**Factory :**  
Survey No.39/58/62&63, Sheriguda (V), Balanagar (M),  
Mahabubnagar Dist, 509202, Telangana.



# **HARIOM PIPE INDUSTRIES LIMITED**

INVESTOR PRESENTATION

Q4 & FY26

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**01**

**KEY**

**HIGHLIGHTS**

# KEY BUSINESS HIGHLIGHTS – Q4 & FY26

## Revenue

## EBITDA

## PAT

## Value Added Products

Q4FY26

**27% YoY**

Revenue rose 27% YoY  
to ₹507.3 crore

**31% YoY**

EBITDA rose 31% YoY  
to ₹ 63.9 crore

**75% YoY**

PAT rose 75% YoY  
to ₹ 30.2 crore

**96%**

of the total sales volume during  
the quarter and the year came  
from value-added products  
reflecting the Company's focus  
on higher-margin & quality-driven  
segments

FY26

**23% YoY**

Revenue rose 23% YoY  
to ₹ 1,667.0 crore

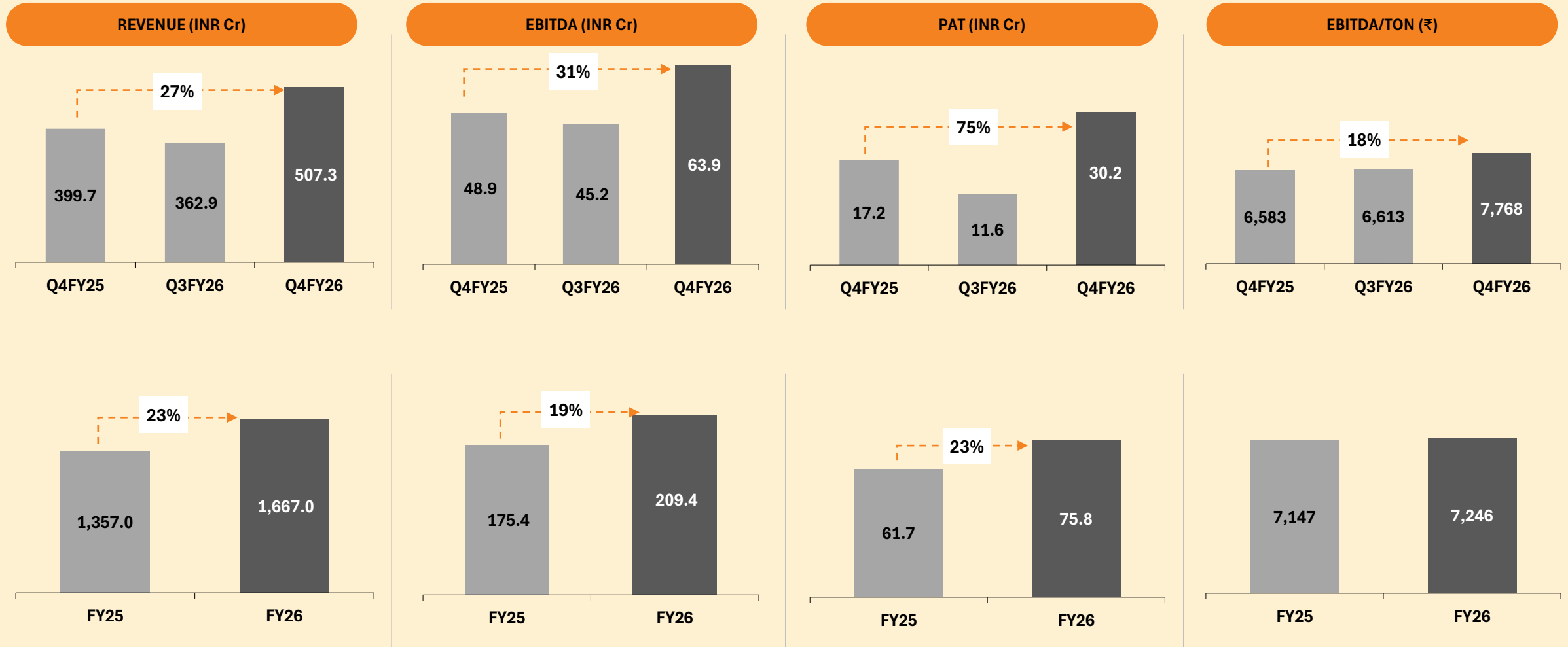
**19% YoY**

EBITDA rose 19% YoY  
to ₹ 209.4 crore

**23% YoY**

PAT rose 23% YoY  
to ₹ 75.8 crore

# KEY PERFORMANCE HIGHLIGHTS



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

# FINANCIAL PERFORMANCE SUMMARY

FY 2025-26

## Executive highlights



Revenue from Operations grew **23% YoY** to **₹1,666.95 Cr**, supported by higher volumes and improved throughput.



Sales volume crossed **2.89 Lakh MT**, registering **18% YoY growth**



EBITDA stood at **₹209 Cr** with stable margin of **12.56%**; blended EBITDA improved to **₹7,258/MT**.



PAT increased **23% YoY** to **₹76 Cr**, reflecting improved operating leverage and financial discipline.



Operating cash flow improved sharply to **₹192 Cr**, translating into **92% EBITDA** to cash conversion.



Balance sheet strengthened with Net Debt/EBITDA at **1.65x** and Debt/Equity at **0.54x**.



Revenue from Operations

**₹1,667 Cr**

↑ 23% YoY



Sales Volume

**2.89 Lakh MT**

↑ 18% YoY



EBITDA

**₹209 Cr**

↑ 19% YoY



PAT

**₹76 Cr**

↑ 23% YoY



Operating Cash Flow

**₹192 Cr**

92% EBITDA conversion



Net Debt / EBITDA

**1.65x**

Improved from 1.99x



FY26 reflects balanced growth across scale, profitability, cash flows and leverage. The Company enters FY27 with better capital efficiency and a leaner working capital cycle.



# KEY STANDALONE FINANCIAL RATIOS

As at March 31, 2026 | Standalone Financial Statement

	Ratio / Parameter	March 31, 2026
	Total Outside Liabilities / Tangible Net Worth	0.81x
	Debt Equity Ratio	0.54x
	Total Borrowings	376.71
	Total Equity	646.64
	Current Ratio	1.67x
	ROCE	20.7%
	ROE	11.7%
	Interest Coverage Ratio	2.94x
	Net Debt to EBITDA	1.65x

## Standalone



### Leverage position

Debt Equity Ratio at 0.54x and TOL/TNW at 0.81x indicate a controlled leverage position with adequate net worth support.



### Liquidity position

Current Ratio of 1.67x reflects comfortable short-term liquidity and ability to meet operating obligations.



### Return profile

ROCE of 20.7% and ROE of 11.7% indicate healthy return generation at the standalone level.



### Debt service comfort

Interest Coverage Ratio at 2.94x and Net Debt/EBITDA at 1.65x reflect adequate debt servicing capacity and manageable repayment obligations.



# KEY CONSOLIDATED FINANCIAL RATIOS

As at March 31, 2026 | Consolidated Financial Statement

	Ratio / Parameter	March 31, 2026
	Total Outside Liabilities / Tangible Net Worth	0.86x
	Debt Equity Ratio	0.58x
	Total Borrowings	376.51
	Total Equity	649.23
	Current Ratio	1.68x
	ROCE	19.9%
	ROE	11.7%
	Interest Coverage Ratio	2.94x
	Net Debt to EBITDA	1.78x

## Consolidated



### Leverage position

Debt Equity at 0.58x and TOL/TNW at 0.86x indicate controlled gearing.



### Liquidity position

Current Ratio of 1.78x reflects adequate short-term coverage.



### Return profile

ROCE of 19.8% and ROE of 11.7% remain healthy at consolidated level.



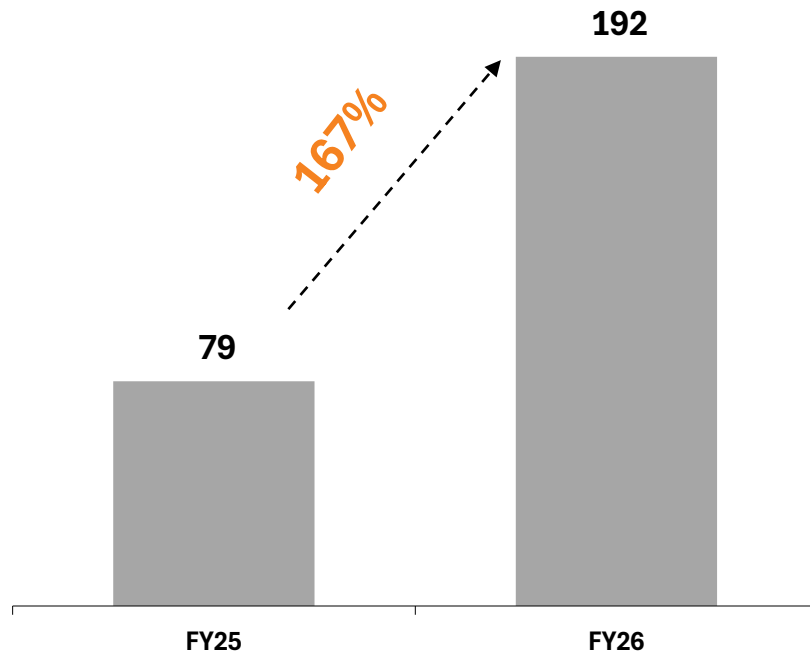
### Debt service comfort

Interest Coverage at 2.94x and Net Debt/EBITDA at 1.78x support repayment capacity.



# CASH FLOW KEY HIGHLIGHTS– Q4 & FY26

## Operating Cash Flow (INR Cr)



Hariom Pipe's cash flow profile has improved significantly with maturing operations. Strong operating cash generation provides solid foundation for future growth, debt reduction, and consistent shareholder returns.



Continued debt repayment and recommended final dividend of **₹0.75 per share**, reflecting balanced capital allocation. Positive net increase in cash & cash equivalents, strengthening liquidity.



Operating cash flow remained robust, supporting business growth with internal accruals. Robust operating cash flows underscore our operational efficiency and commitment to sustainable value creation



Operating cash flow improved sharply to **₹192 Cr**, achieving a strong **92% EBITDA to cash conversion**. This was driven by improved working capital management, faster collections, and tighter control over inventory and receivables.



Cash outflow in investing activities primarily towards capacity expansion, modernization, and strategic investment in subsidiary (Metal Mart).



# STANDALONE INCOME STATEMENT **Q4 & FY26**

Particulars (Rs. Cr)	Q4FY26	Q3FY26	Q4FY25	YoY%	QoQ%	FY26	FY25	YoY%
Revenue from Operations	507.3	362.9	399.7	26.9	39.8	1,667.0	1,357.0	22.8
Total Expenditure	443.4	317.6	350.9	26.4	39.6	1,457.5	1,181.6	23.4
EBITDA	63.9	45.2	48.9	30.8	41.2	209.4	175.4	19.4
<b>EBITDA margin (%)</b>	<b>12.59</b>	<b>12.47</b>	<b>12.22</b>	<b>37 bps</b>	<b>12 bps</b>	<b>12.56</b>	<b>12.93</b>	<b>-36 bps</b>
EBIT (Incl. Other Income)	56.1	29.1	35.7	57.2	92.7	157.4	128.0	23.0
PBT (excl. exceptional)	41.8	15.6	23.5	78.1	168.1	103.9	83.1	25.0
<b>PBT margin (%)</b>	<b>8.24</b>	<b>4.29</b>	<b>5.87</b>	<b>237 bps</b>	<b>394 bps</b>	<b>6.23</b>	<b>6.12</b>	<b>11 bps</b>
PAT (excl. exceptional)	30.2	11.6	17.2	75.1	159.9	75.8	61.7	22.8
<b>PAT margin (%)</b>	<b>5.95</b>	<b>3.20</b>	<b>4.31</b>	<b>164 bps</b>	<b>275 bps</b>	<b>4.55</b>	<b>4.55</b>	<b>0 bps</b>
Reported EPS(Rs)	9.75	3.75	5.66	72.3	160.0	24.49	20.25	20.9

Note: Board has recommended a final dividend of Rs.0.75 (Seventy-Five Paise) per equity share of face value of Rs.10/- each (i.e., 7.5%) for the financial year ended March 31, 2026

# 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 value-added 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.



# Business Update – Subsidiary Companies



## Hariom Power & Energy Pvt. Ltd. (HPEPL)

**Renewable energy SPV for execution of 60 MW AC solar power project awarded under PPA and LOA with MSEDCL.**

Outsider has infused ~20% stake to support project execution, strengthen investment structure, and ensure smooth implementation

Financial Status (as on 31.03.2026):

<b>₹22.90 Cr</b> Equity Infused	<b>13</b> Land Locations Identified	CWIP: <b>₹0.89</b> Crore	Advances Given: <b>₹38.85</b> Crore
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### Project Progress:

- Land acquisition completed for 8 locations (≈123 acres against total requirement of 210 acres)
- Capacity tied up: 38 MW / 60 MW, Work commenced at 6 locations
- COD expected within next one month for Rupur & Jaipur projects (5 MW AC each)



Currently in **development/execution phase**; major balances represent CWIP and project advances.



## Metal Mart Pvt. Ltd.

- Incorporated on 22nd January 2026.
- Engaged/proposed to be engaged in trading of metals, steel, and allied products.
- Positioned as the customer-centric arm of the Hariom Group to complement manufacturing strengths and expand reach.

### Financial Position (as on 31.03.2026):



No commercial operations during the period.



Currently at incorporation/initial setup stage; only auditor provision and incorporation expenses recorded.



**02**

**ABOUT  
US**

# 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

**04**

Trusted Brands

**900+**

Dealers & B2B Clients Across India

**~20%**

Direct B2B Sales

**05**

State-of-the-art Manufacturing Units0

**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**

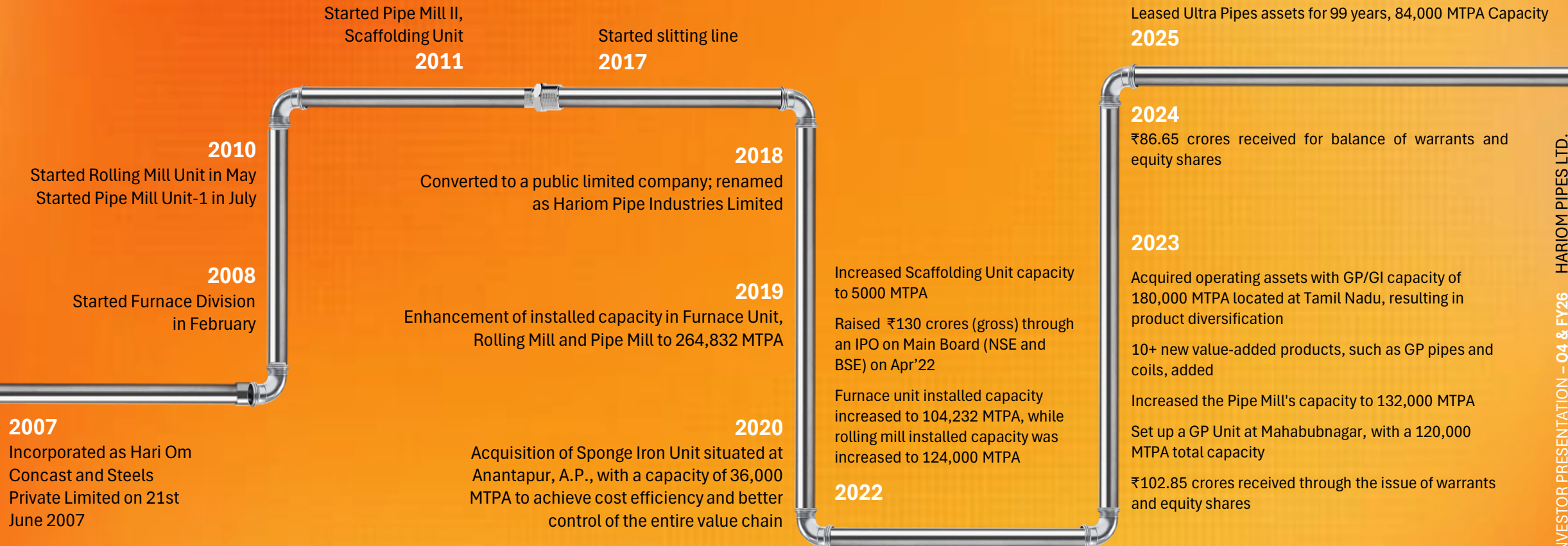
Presence in Southern & Western India

**30+**

Years of Promoters' Domain Expertise



# KEY MILESTONES



# EXPERIENCED BOARD OF DIRECTORS & MANAGEMENT (1/2)



**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.



# 03

# BUSINESS OVERVIEW

# 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



**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
Perundurai	Galvanized Pipes & Coils	120,000	120,000	120,000
	Galvanized Pipes & Coils	180,000	180,000	180,000
<b>Total Capacity</b>		<b>701,232</b>	<b>701,232</b>	<b>785,232</b>

Backward integrated Raw material internally consumed to make Finished products

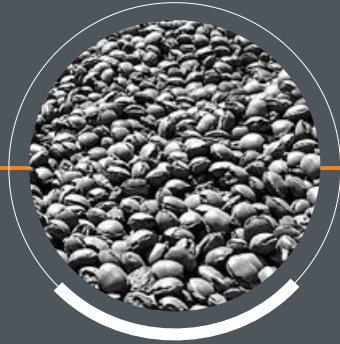
**Current Cumulative Capacity**

**264,232 MTPA**  
Raw Materials

**521,000 MTPA**  
Finished Goods

# DIVERSIFIED RANGE OF PRODUCT BASKET

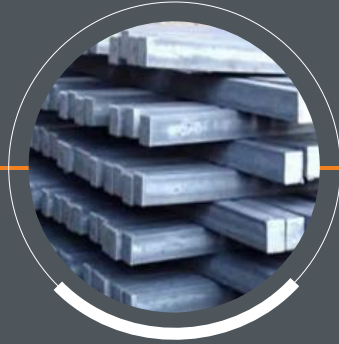
(1/2)



## 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.

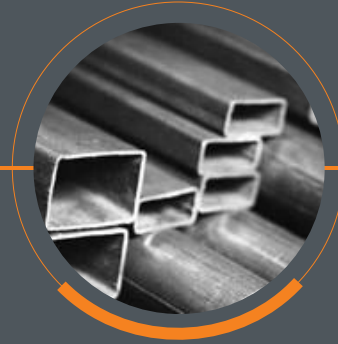


## HR Strips

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

# RISING SHARE OF VALUE ADDED PRODUCTS

## Value-Added Products

Particulars (Quantity-MTPA, Revenue- INR Cr)	FY21			FY22			FY23			FY24			FY25			FY26		
	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%
Sponge Iron	20,551	49.33	19%	-	-	0%	8,307	27.93	4%	12,272	34.81	3%	4,139	10.48	1%	2,274	5.94	0%
MS Billets	1,590	5.56	2%	3,984	21.84	5%	6,918	34.98	5%	5,082	21.77	2%	4,228	18.02	1%	5,150	20.65	1%
HR Strips	11,518	47.22	19%	18,551	114.72	27%	12,249	69.03	11%	6,995	35.04	3%	1,288	6.32	1%	2,886	13.48	1%
MS Tubes	26,896	150.62	59%	42,386	286.31	66%	65,222	393.61	61%	78,639	426.28	37%	99,348	498.51	37%	93,249	459.29	28%
Scaffolding	185	1.41	1%	924	7.69	2%	3,207	23.39	4%	3,484	25.40	2%	2,990	19.45	1%	1,164	7.66	0%
GP Pipe, GP Coil & Others	-	-	0%	-	-	0%	13,182	94.76	14%	92,543	609.89	52%	1,33,474	804.27	59%	1,83,794	1,159.93	70%
<b>Total</b>	<b>60,740</b>	<b>254.14</b>	<b>100%</b>	<b>65,845</b>	<b>430.57</b>	<b>100%</b>	<b>1,09,085</b>	<b>643.71</b>	<b>100%</b>	<b>1,99,015</b>	<b>1153.19</b>	<b>100%</b>	<b>2,45,467</b>	<b>1,357.05</b>	<b>100%</b>	<b>2,88,517</b>	<b>1,666.95</b>	<b>100%</b>

Auto Components

Fan Stamping & Power Circuit

Greenhouse Structures

Fencing & Staircase

Solar Structures

Scaffolding for Construction

Irrigation & Water Transport

Shelving & Racking Systems

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

PV & CV Body

Furniture & Home Interiors

Gym Equipment

Crash Guards

Elevator Frame & Components

Storage Solutions

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

Strong presence in Southern & parts of Western India



- 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

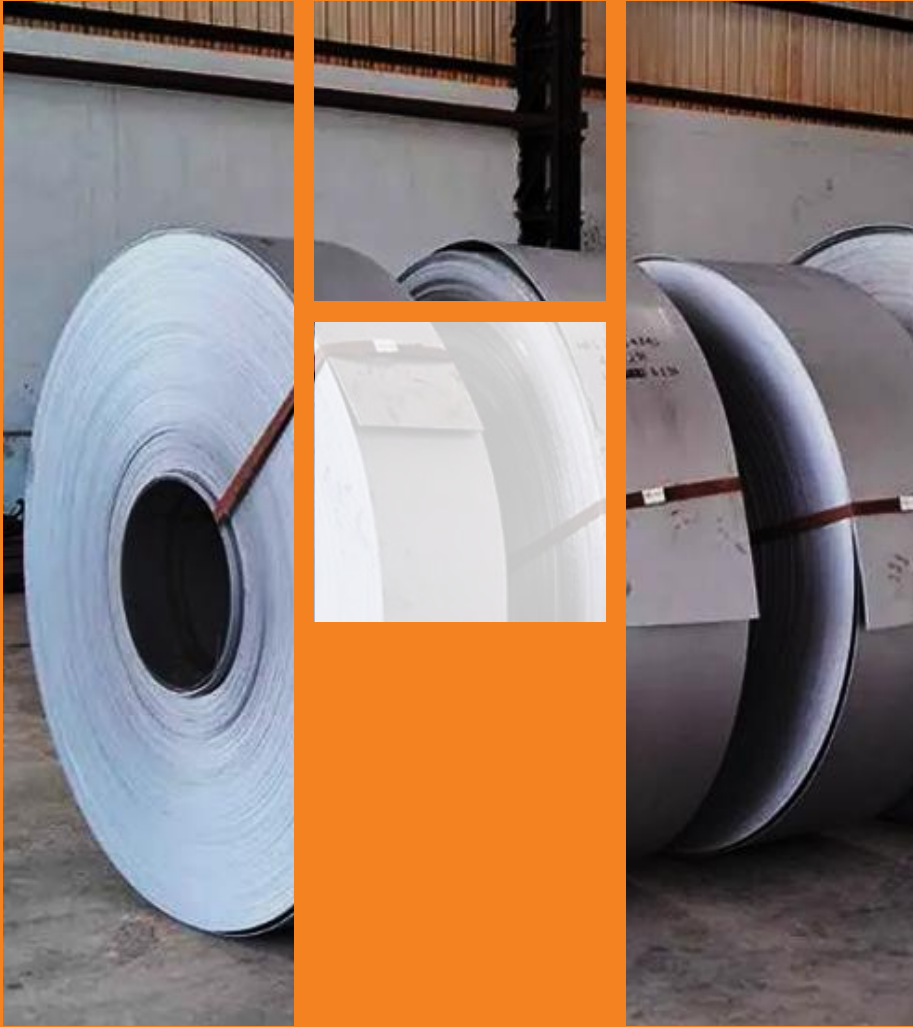


Presence in other parts of India  
8 other states with 26 Dealers

**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.*

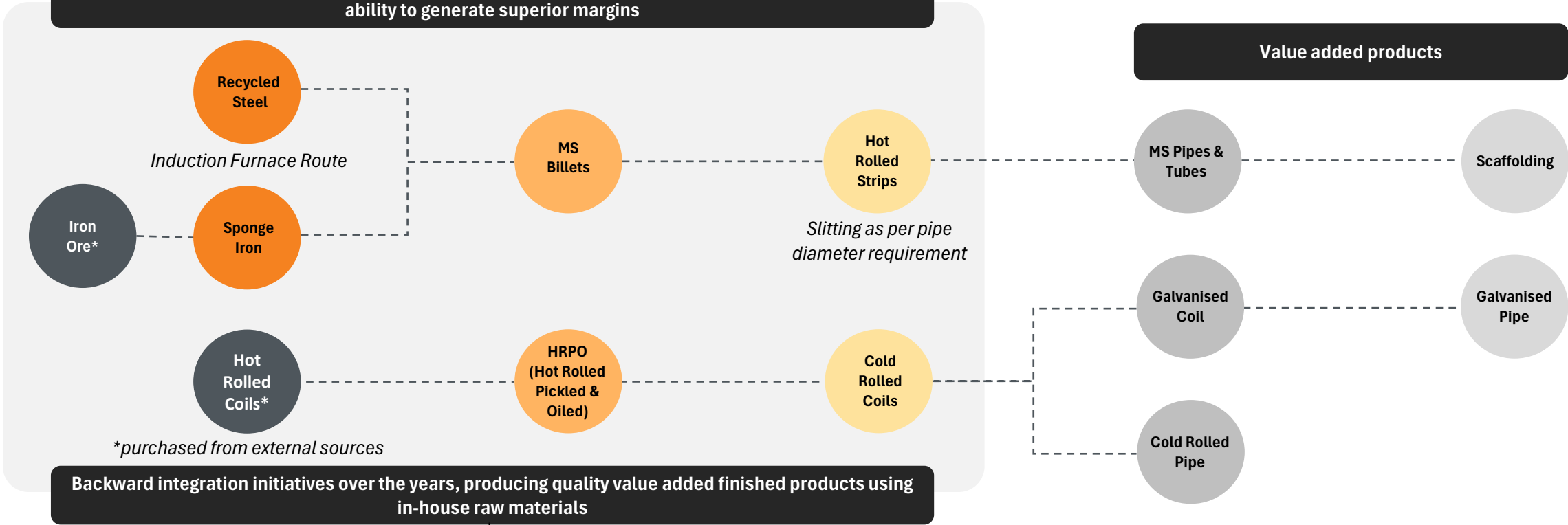


**04**

**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



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

Logistics

Electricity

Burning Loss

Coal Consumption

# TECHNOLOGY & PROCESS INNOVATION DRIVING PROFITABILITY



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

# UNPARALLELED MARKET EDGE FOSTERING SUPERIOR COMPETITIVENESS



## 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'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 robust 30% CAGR in 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.

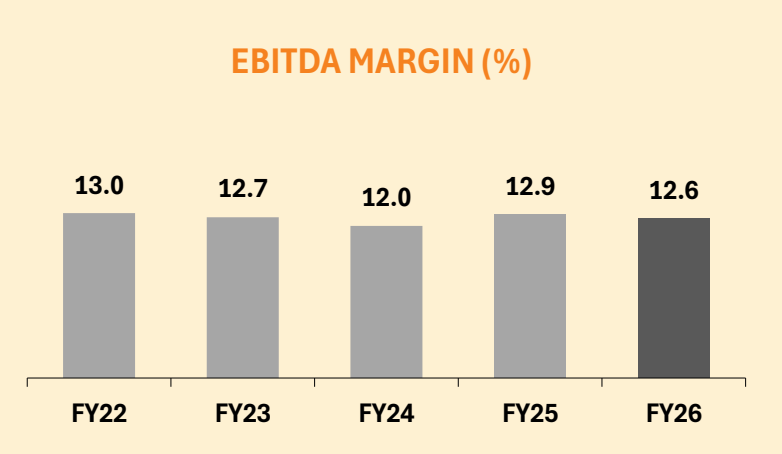
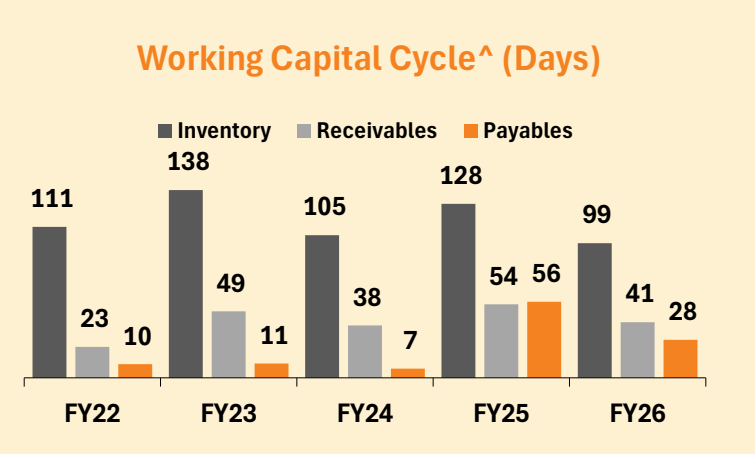
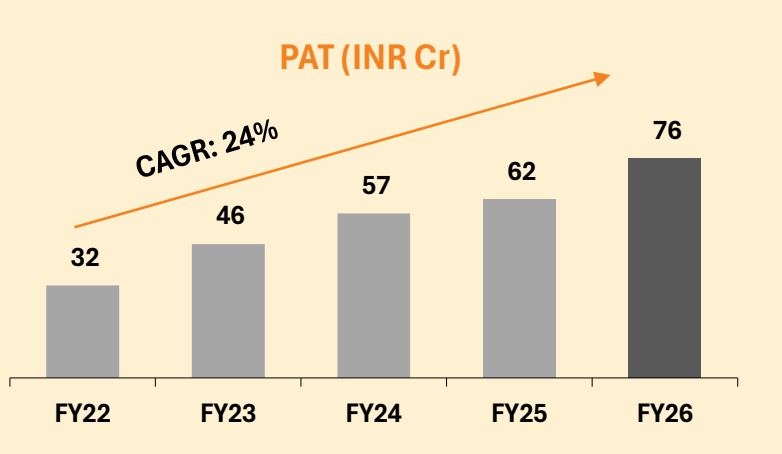
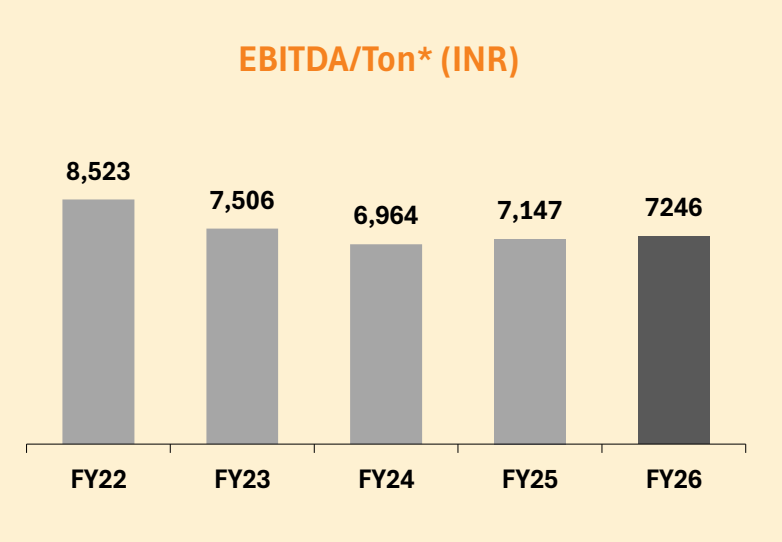
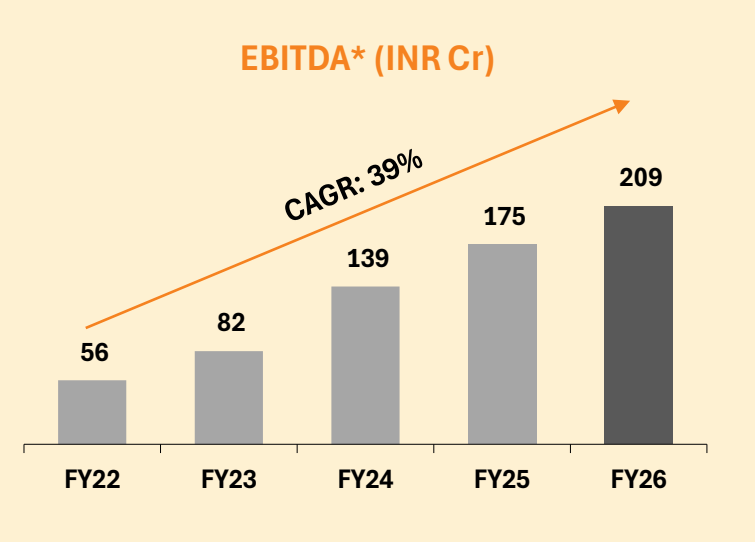
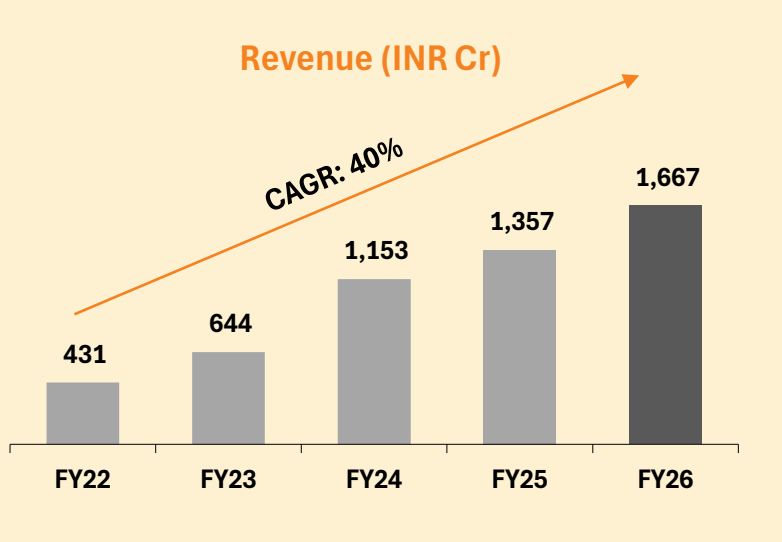




**05**

**ANNUAL  
FINANCIALS**

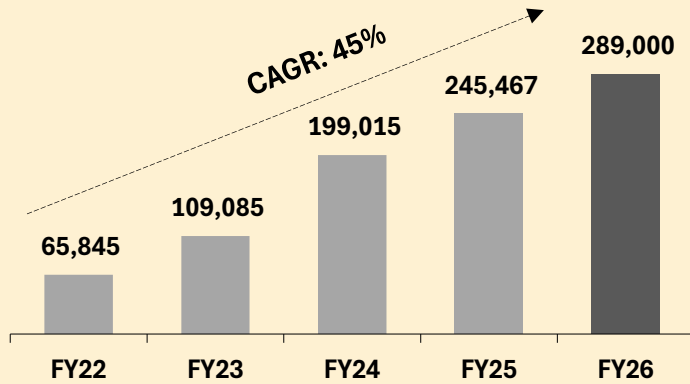
# TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (1/2)



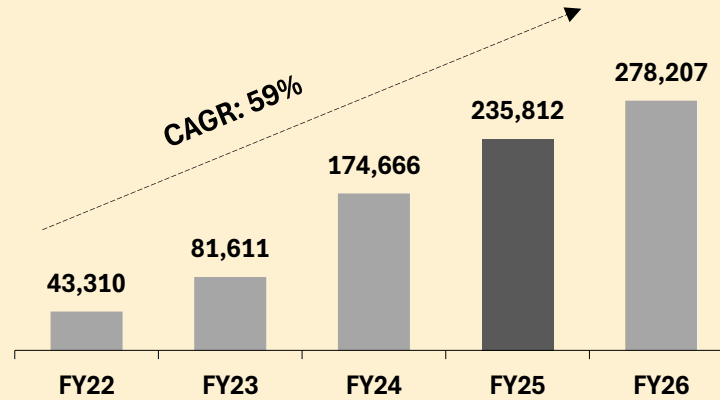
\*excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

# TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (2/2)

Sales Volume (MT)



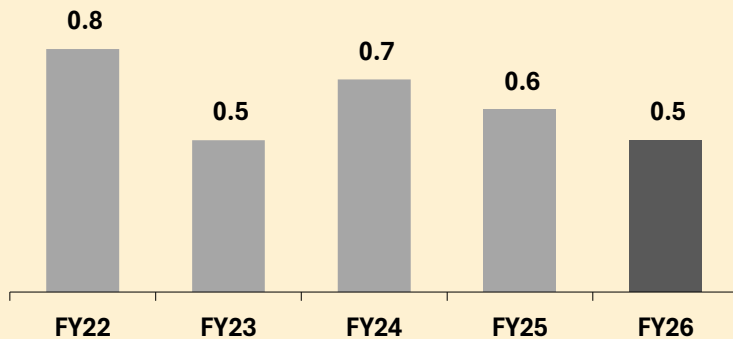
Value Added Product Sales (MT)



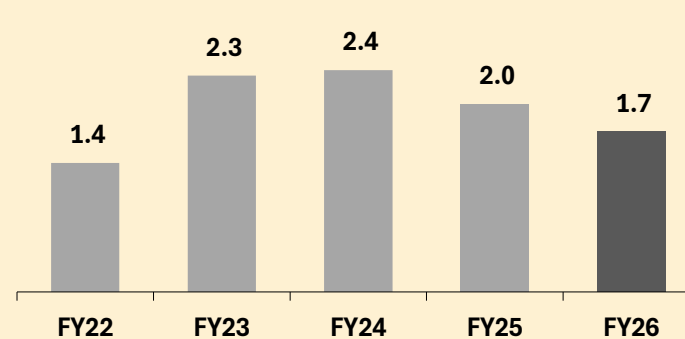
ROCE at **20.7%** and ROE at **11.7%** indicate a strong return profile.

Controlled leverage position with Debt Equity Ratio at **0.54x** and TOL/TNW at **0.81x**, supported by adequate net worth.

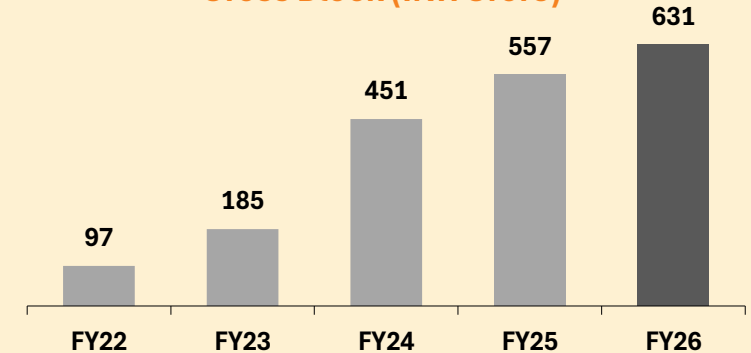
Net Debt/Equity



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

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
<b>EBITDA</b>	<b>56.1</b>	<b>81.9</b>	<b>138.6</b>	<b>175.4</b>	<b>209.4</b>
<b>EBITDA Margin (%)</b>	<b>13.03%</b>	<b>12.72%</b>	<b>12.02%</b>	<b>12.93%</b>	<b>12.56%</b>
Other Income	2.7	0.7	5.2	2.9	13.2
Depreciation	8.1	9.4	33.9	50.3	65.2
<b>PBIT</b>	<b>50.7</b>	<b>73.2</b>	<b>109.9</b>	<b>128.0</b>	<b>157.4</b>
Interest	8.2	10.4	32.6	44.9	53.6
<b>Profit Before Tax</b>	<b>42.5</b>	<b>62.8</b>	<b>77.4</b>	<b>83.1</b>	<b>103.9</b>
Tax	10.6	16.6	20.6	21.4	28.0
<b>Profit After Tax</b>	<b>32.0</b>	<b>46.2</b>	<b>56.8</b>	<b>61.7</b>	<b>75.8</b>
<b>PAT Margin (%)</b>	<b>7.42%</b>	<b>7.18%</b>	<b>4.90%</b>	<b>4.54%</b>	<b>4.55%</b>
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
<b>Non - Current Assets</b>	<b>444.31</b>	<b>540.05</b>
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
<b>Current Assets</b>	<b>752.67</b>	<b>642.37</b>
<b>Total Assets</b>	<b>1,196.97</b>	<b>1,182.42</b>

Equity & Liabilities (₹ in Cr)	FY25	FY26
Equity Share Capital	30.97	30.97
Other Equity	541.71	615.68
<b>Total Equity</b>	<b>572.67</b>	<b>646.64</b>
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
<b>Non-Current Liabilities</b>	<b>105.35</b>	<b>150.94</b>
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
<b>Current Liabilities</b>	<b>518.95</b>	<b>384.83</b>
<b>Total Equity &amp; Liabilities</b>	<b>1,196.97</b>	<b>1,182.42</b>

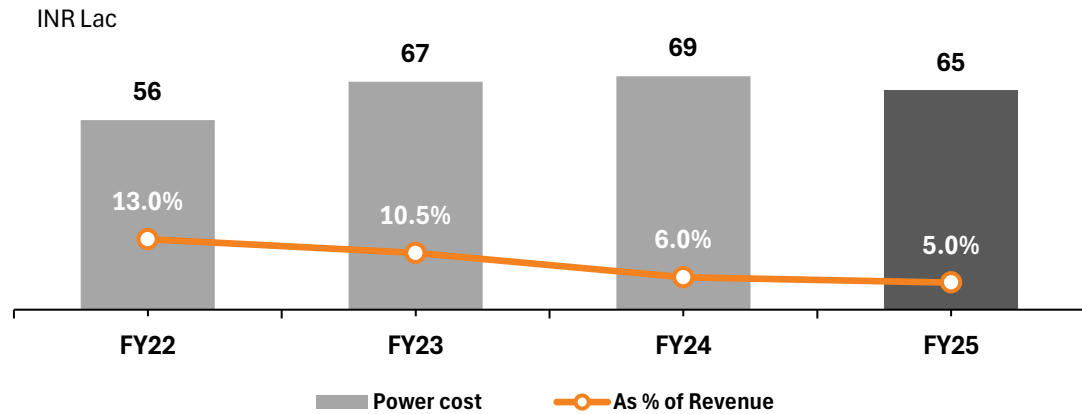
**06**

**POWERING A  
SUSTAINABLE  
FUTURE**



# REDUCED ENVIRONMENTAL IMPACT WITH FOCUS ON SUSTAINABILITY

## Reducing Power Costs with increasing consumption of energy from renewable sources

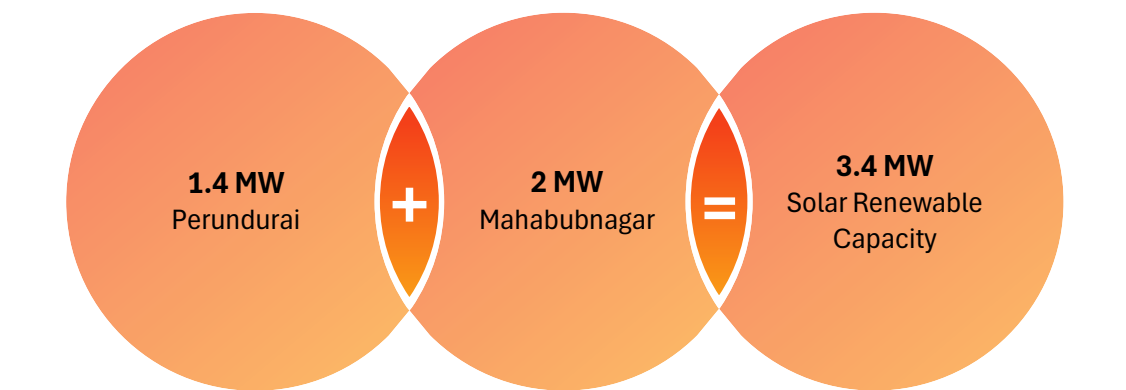


### Go Green Initiative

**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

## 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<sub>2</sub> and carbon particles, as advanced controls like bag filters capture emissions, reducing environmental impact*

## Hariom Pipe Industries Limited

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