

Date: August 09, 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 the Unaudited Financial Results for the quarter ended June 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 June 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



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HARIOM PIPE INDUSTRIES »»»» LIMITED

**Investor Presentation
August 2024**





SAFE HARBOUR / DISCLAIMER

This Presentation by Hariom Pipe Industries Limited (the “Company”) is for informational purposes only and does not constitute an offer or invitation to purchase any securities. No securities will be offered except through a statutory document with detailed information.

Statements regarding future growth are forward-looking and involve risks and uncertainties, including fiscal policy, competition, inflation, and economic conditions, which could cause actual results to differ. The Company is not obligated to update any forward-looking statements.

The Presentation is based on information deemed reliable but may not be complete or include all material information. The Company disclaims any liability for the contents or omissions and does not promise updates with future results.



COMPANY OVERVIEW

Hariom pipe industries limited



Prominent Manufacturer:

Recognised for high-quality products, innovation, sustainability and customer satisfaction. Established in 2007, the company has evolved into a premium manufacturer of steel pipe and tubes products.



Manufacturing Capabilities

Equipped with the latest technology and machinery. Key facilities are located in Telangana and Tamil Nadu.

Based in Southern India, the company offers a diverse product portfolio. Capacity is over 7,01,232 MTPA.



Commitment to Timely Delivery and Sustainability

We have a strong presence in South India with a reliable distribution network for timely deliveries.

Our pipes, produced under the HARIOM and HPIL brands, comply with the Bureau of Indian Standards. They include square hollow sections ranging from 12x12 mm to 150x150 mm with a thickness of 0.50 mm to 6.00 mm, rectangular hollow sections ranging from 25x12 mm to 200x100 mm with a thickness of 0.60 mm to 6.00 mm, and circular sections with a diameter from 12NB to 175 NB.



Mr. Rupesh Kumar Gupta
Managing Director

Commenting on the HPIL's performance, Mr. Rupesh Kumar Gupta, Managing Director, said:

"We are thrilled to announce a strong start to FY25 with a 43% YoY increase in total income to ₹344.20 Crore. Our EBITDA surged by 56% YoY to ₹45.57 Crore, and PAT rose by 14% YoY to ₹17.51 Crore, demonstrating our continued profitability and efficiency.

Value-added product sales reached 55,602 MT, growing 51% YoY, and blended EBITDA per metric ton improved by 10% QoQ to ₹7,858. We have also enhanced working capital management, reducing net holding days to 55 from 61 QoQ, with a robust ROCE of ~21% in Q1 FY25.

In a pioneering move, we have started a continuous galvanized line process at our Tamil Nadu plant using Bio Gas alongside LPG Gas. It is India's first commercial manufacturing plant to use Bio Gas, underscoring our commitment to sustainability. We are proud of these achievements and remain dedicated to delivering sustained growth and value for our stakeholders."

Highlights of Q1 FY25



Financial:

- Total Income of ₹344.20 Crore, up 43% YoY
- EBITDA of ₹45.57 Crore, up 56% YoY
- PAT of ₹17.51 Crore, up 14% YoY

Operational:

- Net sales of 57,994 MT, up 48% YoY
- Value Added Products sales of 55,602 MT, up 51% YoY

Others Highlights:

- The Board of Directors approved the acquisition of operating assets (Building and Plant & Machinery) of M/s. Ultra Pipes, a related party, for ₹40.16 Crore
- The Board of Directors approved the allotment of 20,93,825 equity shares at ₹345/- per share (including a premium of ₹335/- per share) following the receipt of ₹54.18 Crore as the "Warrant Exercise Price"

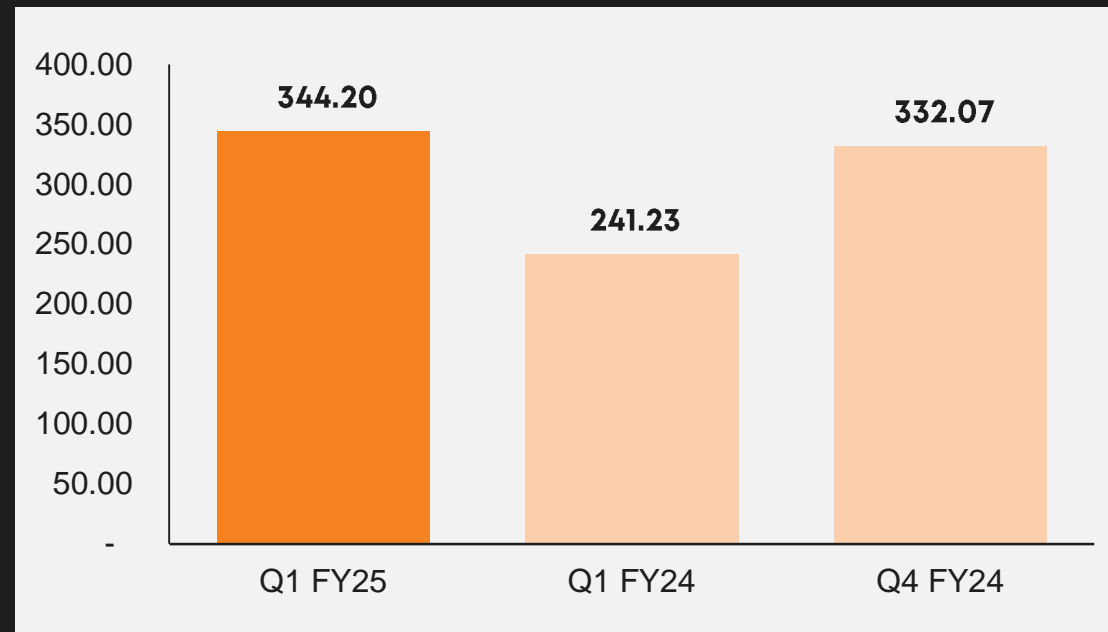


The Story Of Our Success

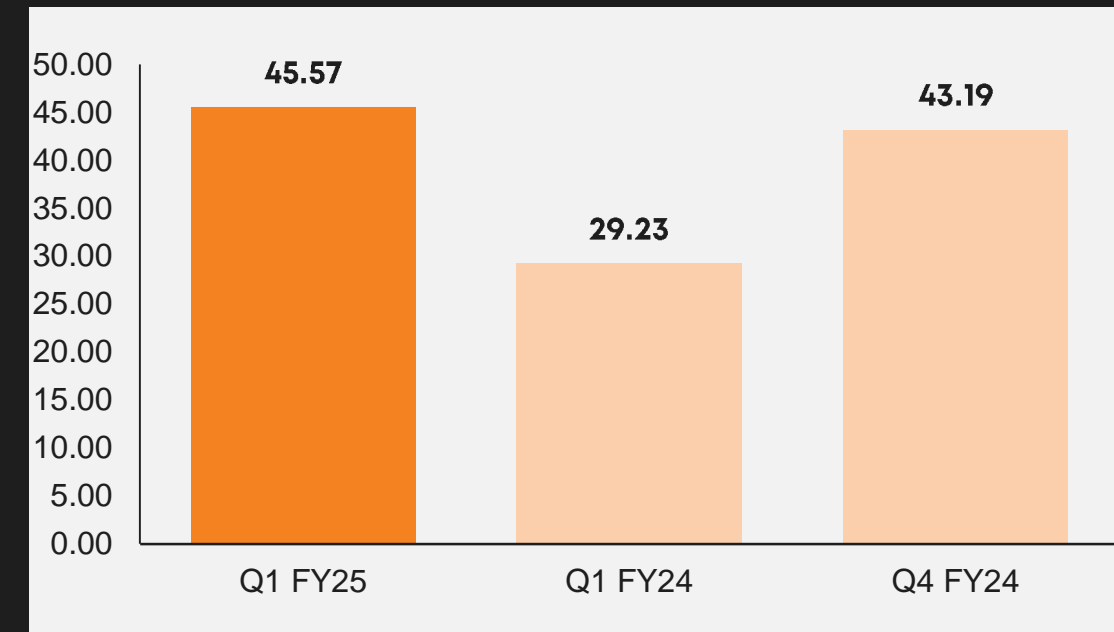
Financial Indicators - Quarterly Earnings



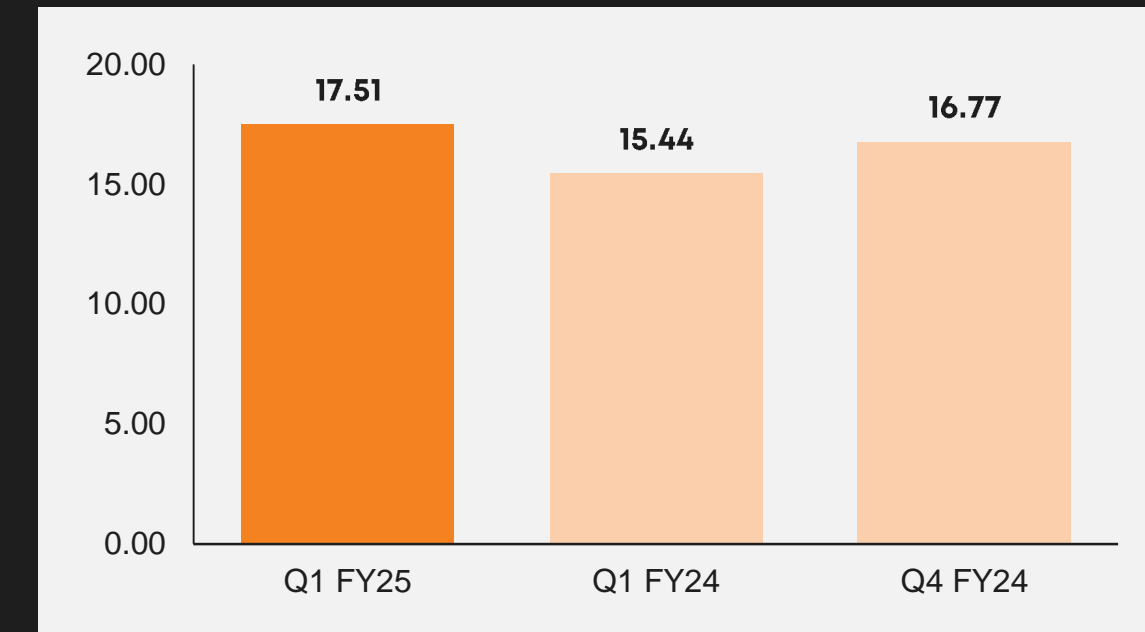
Total Income (₹ in Crore)



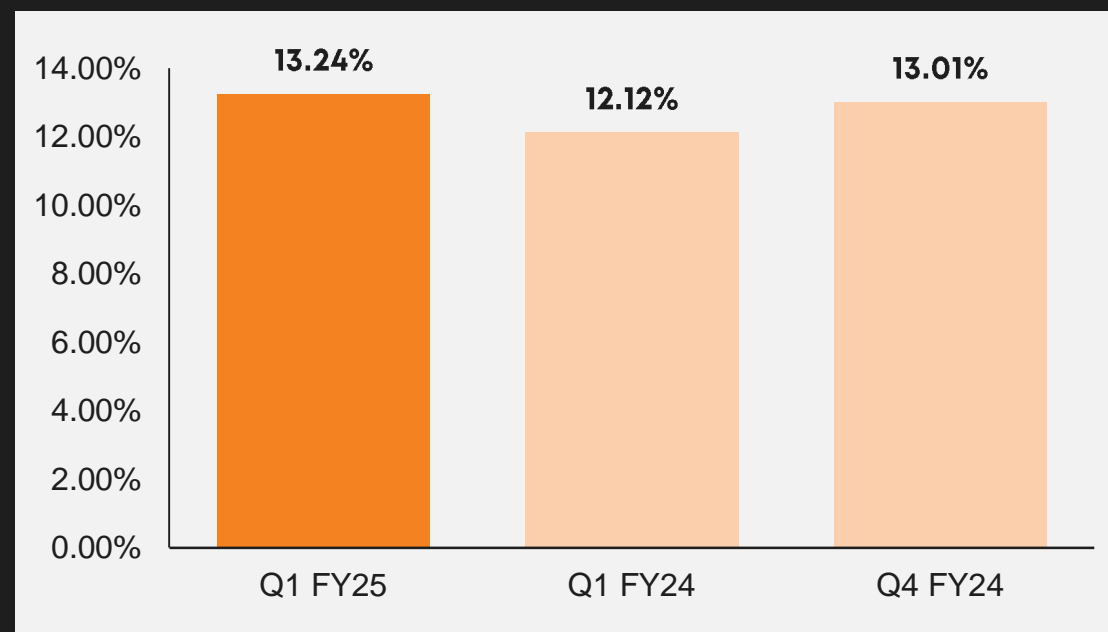
EBIDTA (₹ In Crore)



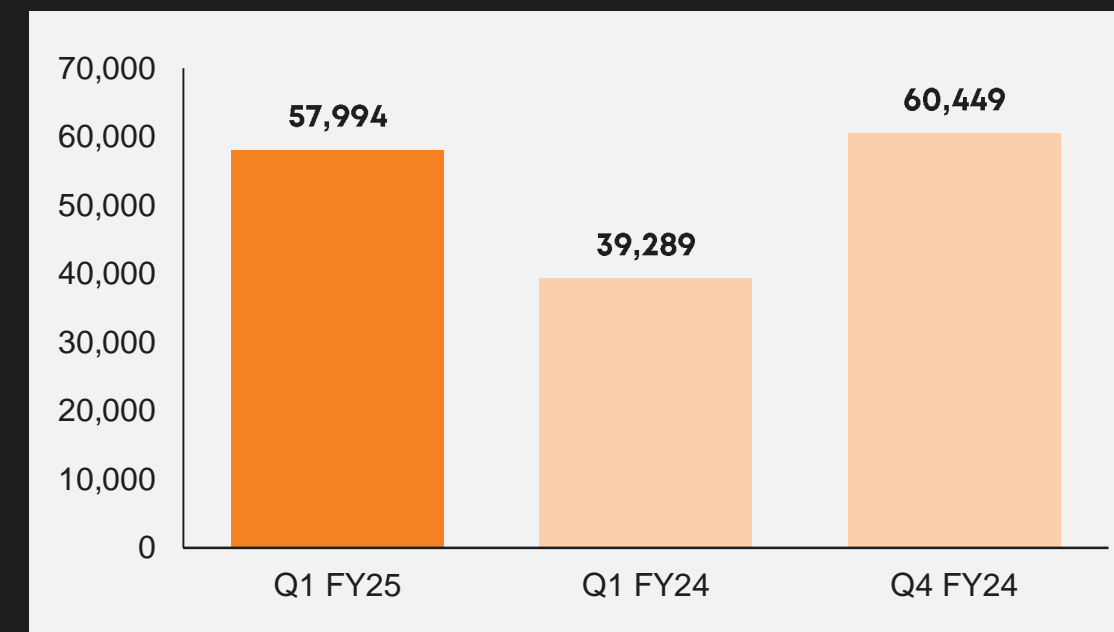
PAT (₹ In Crore)



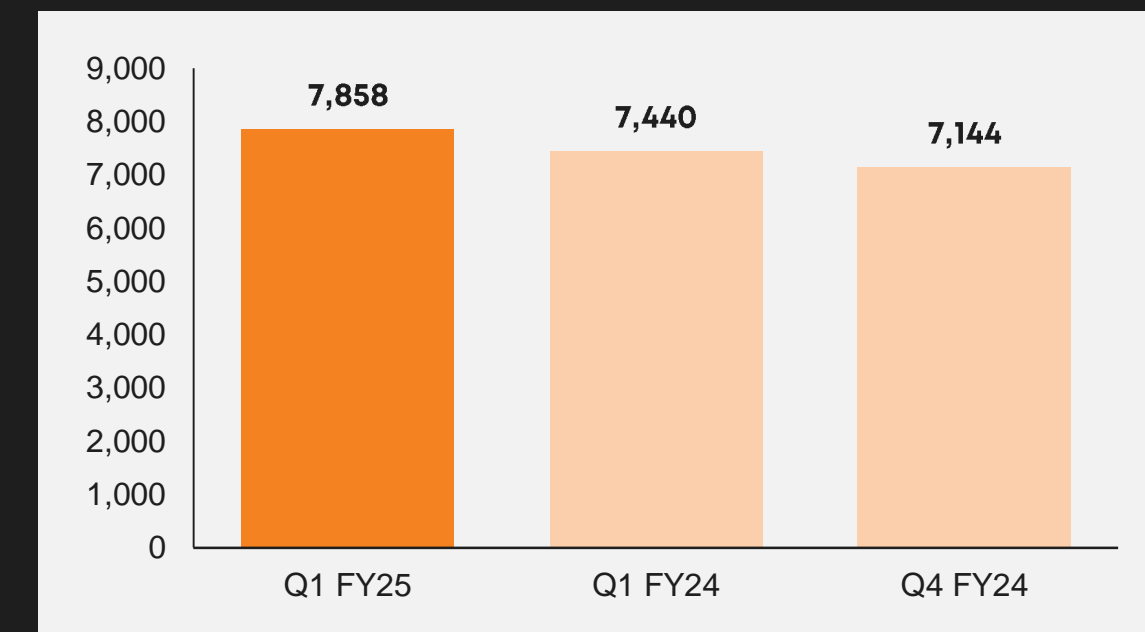
EBIDTA (%)



Sales Volume (In MT)



EBIDTA per MT (₹)



The Story Of Our Success

Quarterly Earnings Snapshot



₹, in Crore

Particulars	Q1 FY25	Q1 FY24	Q4 FY24
Total Sales Volume (MT)	57,994	39,289	60,449
Revenue per MT	59,175	61,116	54,744
Net Revenue From operations	343.18	240.12	330.92
Total Income	344.20	241.23	332.07
Expenses Excluding Depreciation, Amortisation, and Finance Charges	298.63	212.00	288.88
EBIDTA	45.57	29.23	43.19
Finance costs	10.98	4.29	9.94
Depreciation and amortisation expenses	11.89	5.19	9.66
Profit Before Tax	22.70	19.75	23.59
Taxes	5.20	4.31	6.82
Profit After Tax	17.51	15.44	16.77
EBITDA per MT, ₹	7,858	7,440	7,144
EBIDTA %	13.24%	12.12%	13.01%
PAT %	5.09%	6.40%	5.05%

The Story Of Our Success

Key Financial Indicators



₹, in Crore

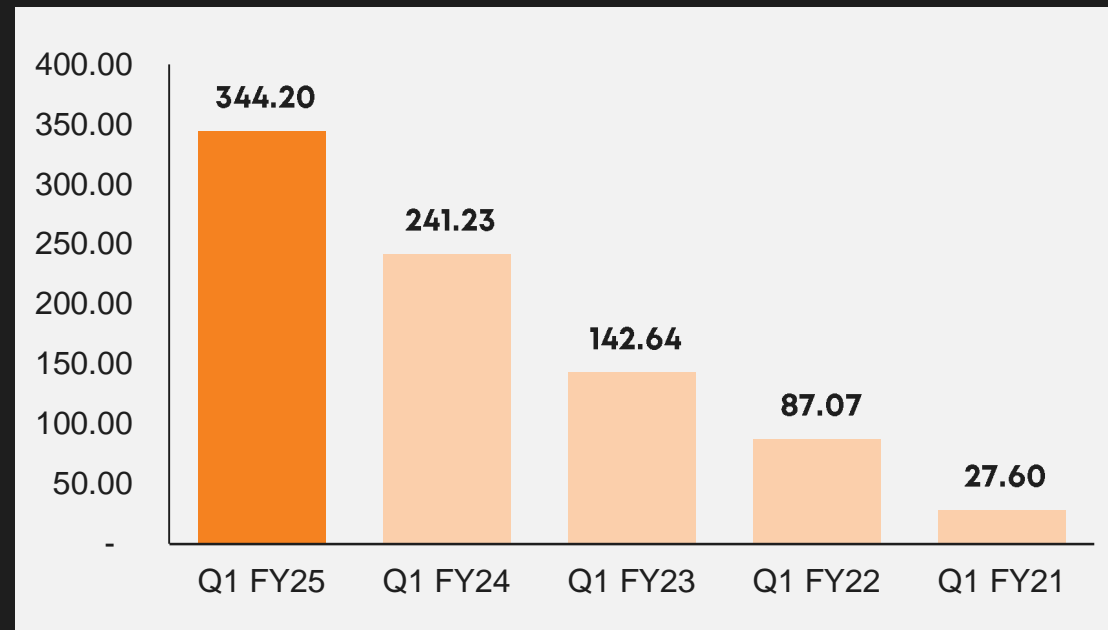
Particulars	Q1 FY25	Q1 FY24	Q1 FY23	Q1 FY22	Q1 FY21
Sales Qty (in MT)	57,994	39,289	24,139	15,281	7,421
Value Added Product	55,602	36,833	13,879	6,124	4,620
Other Product	2,392	2,456	10,260	9,156	2,801
Revenue per MT	59,175	61,116	58,950	56,813	36,795
Net Revenue From operations	343.18	240.12	142.30	86.81	27.31
Total Income	344.20	241.23	142.64	87.07	27.60
EBIDTA	45.57	29.23	16.34	11.50	3.55
EBIDTA (%)	13.24%	12.12%	11.46%	13.21%	13.00%
Profit After Tax (PAT)	17.51	15.44	9.54	5.68	1.85
Profit After Tax (PAT) (%)	5.09%	6.40%	6.69%	6.52%	6.77%
EBITDA per MT, ₹	7,858	7,440	6,771	7,525	4,783

The Story Of Our Success

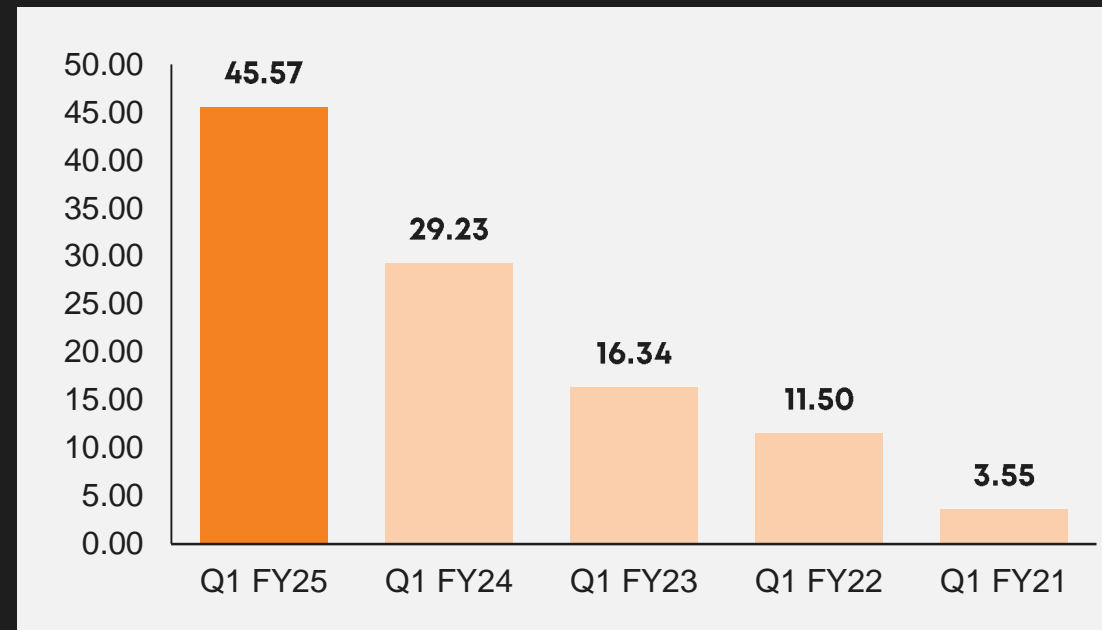
Key Financial Indicators - Quarterly YoY Growth



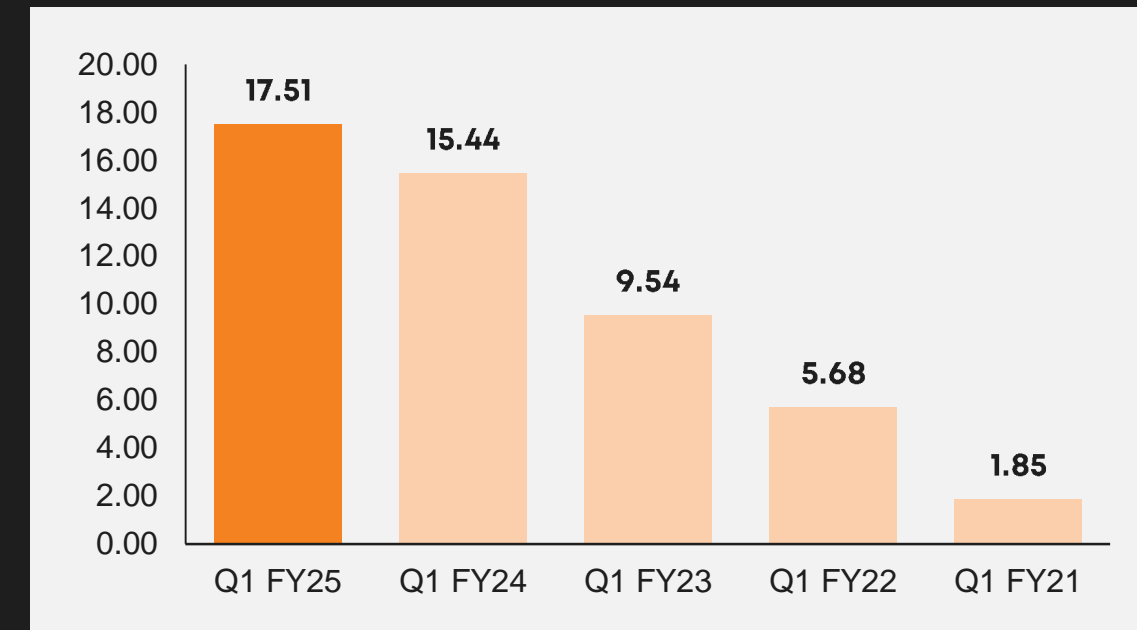
Total Income (₹ in Crore)



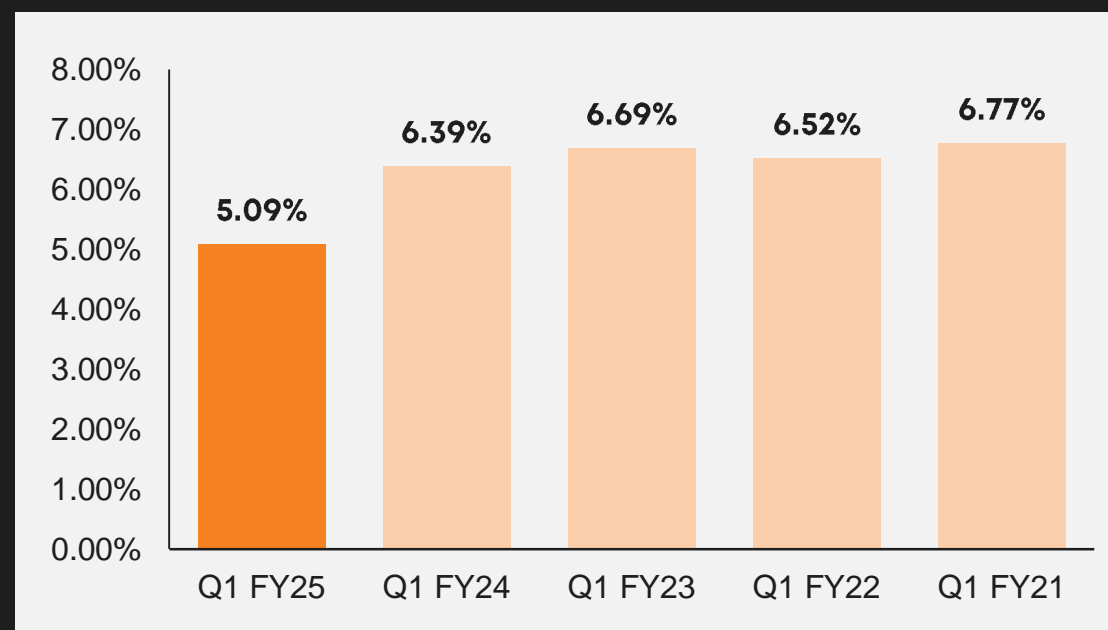
EBIDTA (₹ In Crore)



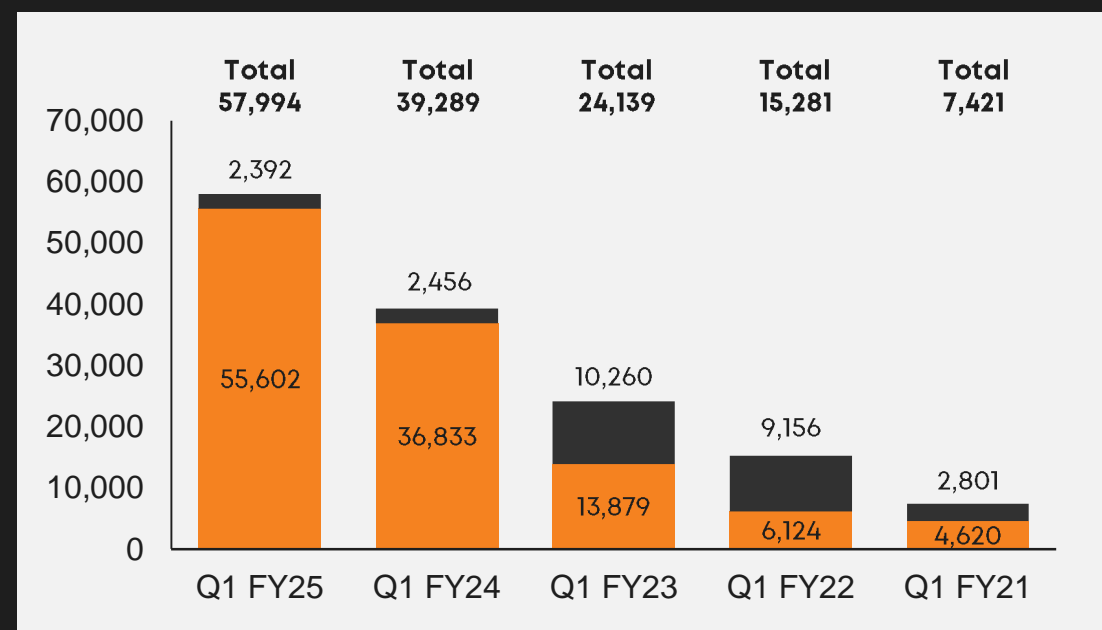
PAT (₹ In Crore)



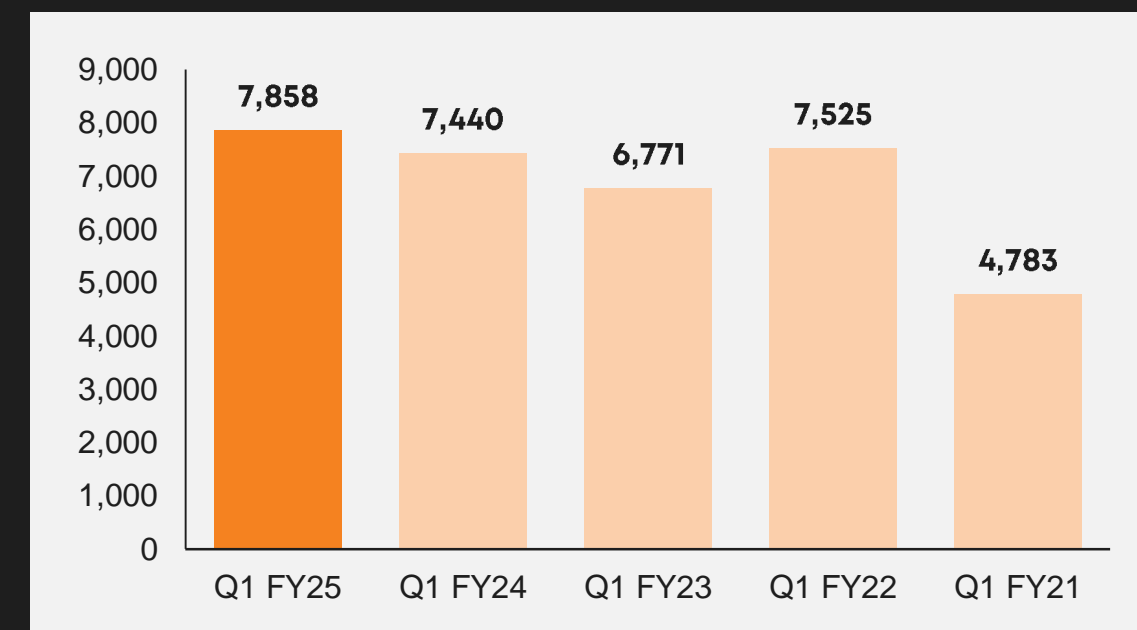
PAT Margin (%)



Sales Volume Mix (Value added and Others) (in MT)

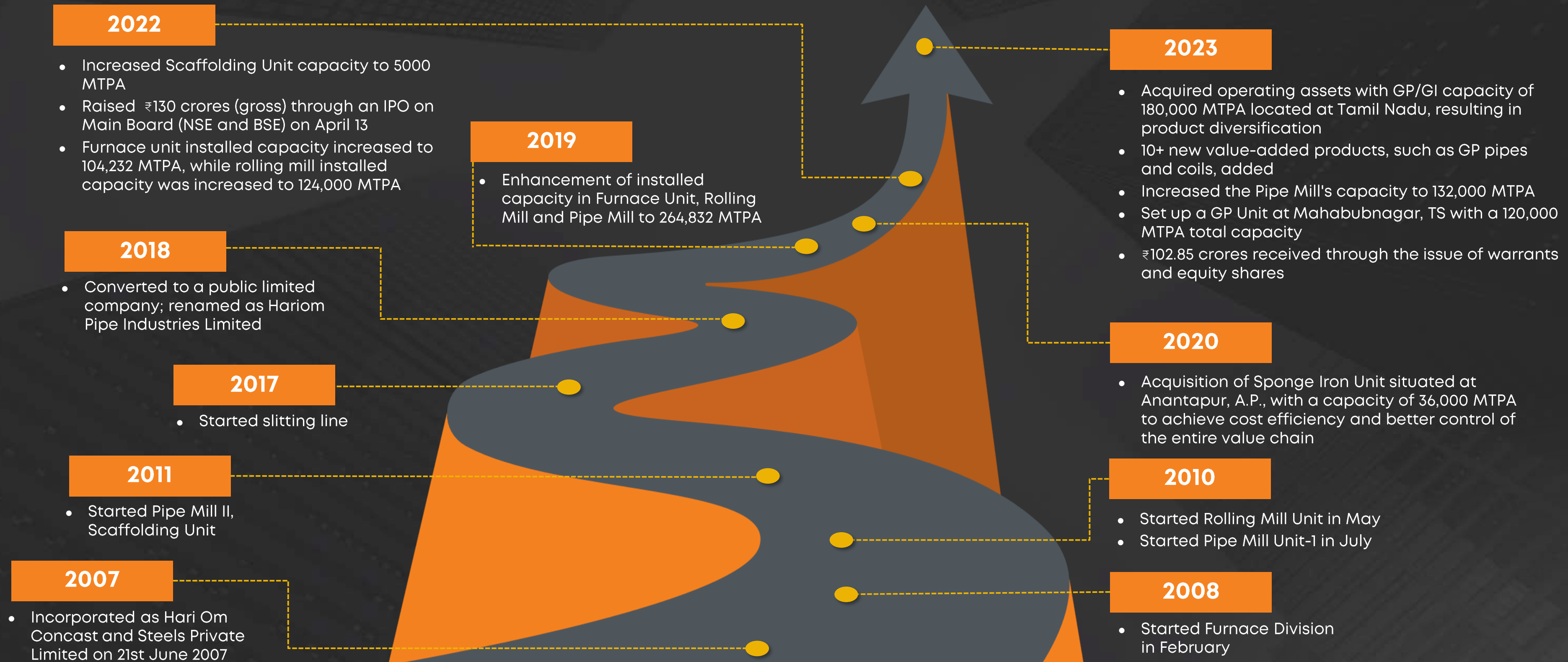


EBIDTA per MT (₹)



Key Milestones

Progressively adding capacity of value-added products



PRODUCT BASKET



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

**Sponge
iron**

MS Billets

HR Strips



Scaffolding

MS Tubes

**HRPO (Hot
Rolled Pickled
and Oiled)
Pipe/Coil**



**Galvanized
Pipes/Coils**

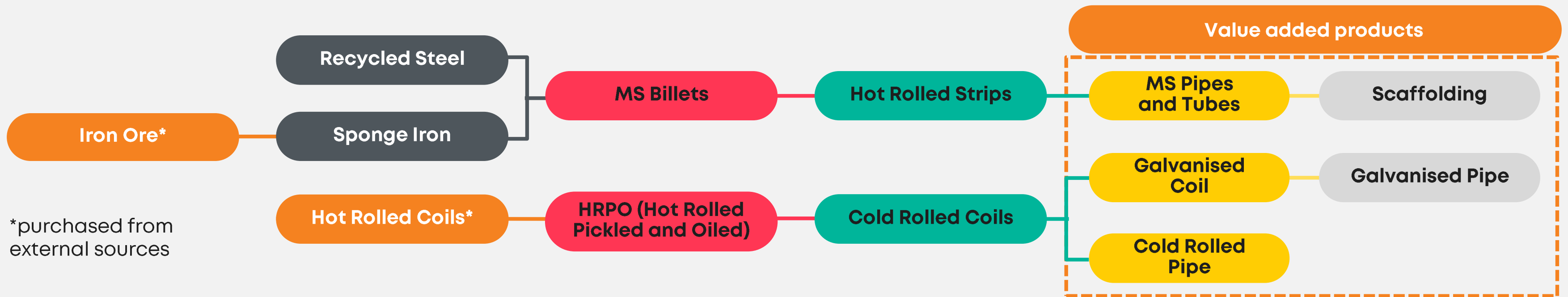
GI Pipes

**Cold Rolled
Pipes/Coils**



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

PRODUCTION PROCESS



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

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

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

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

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

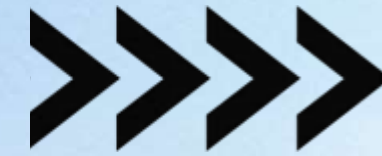
MANUFACTURING

Modern facilities driving efficient and sustainable production

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

PRODUCTION PROCESS

Key Leverages



Sustainable Steel Recycling:

We recycle 30 kilotons of steel scrap annually, showcasing our commitment to sustainability and efficient resource management. This initiative not only reduces waste but also conserves natural resources, aligning with our environmental goals.

Renewable Energy Innovations:

Our pipe unit in India is the first to be fully solar-powered, and our Tamil Nadu plant is the country's first commercial facility to use Bio Gas alongside LPG, highlighting our dedication to reducing greenhouse gas emissions and promoting sustainability.

Technological Advancements:

The new CR Tandem mill at our Mahbubnagar facility produces premium-quality pipes with thicknesses as thin as 0.4mm, supporting our market expansion and commitment to technological excellence. Additionally, the hot charging process at Unit I enhances efficiency and reduces energy costs by feeding hot MS Billets directly into the rolling mill, eliminating the need for reheating.



Lead in value-added products

Diverse Applications of Value-Added Steel Products



Scaffolding



Shelving and Racking Systems



Solar Structure



Electrical Conduits



Pergolas



Auto components



Lead in value-added products

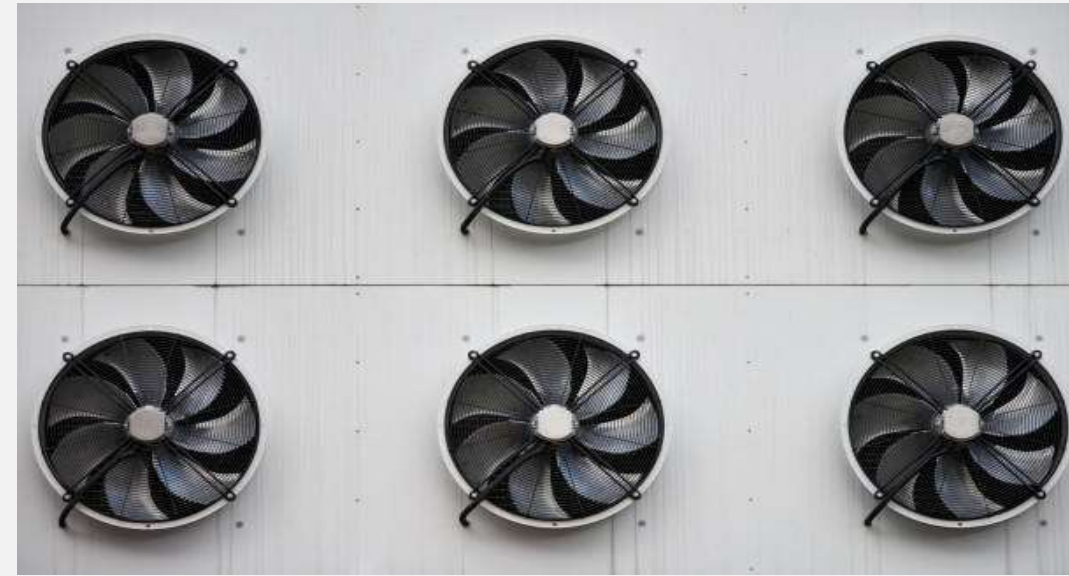
Diverse Applications of Value-Added Steel Products



Ceiling fans Pipes



AC Duct fan



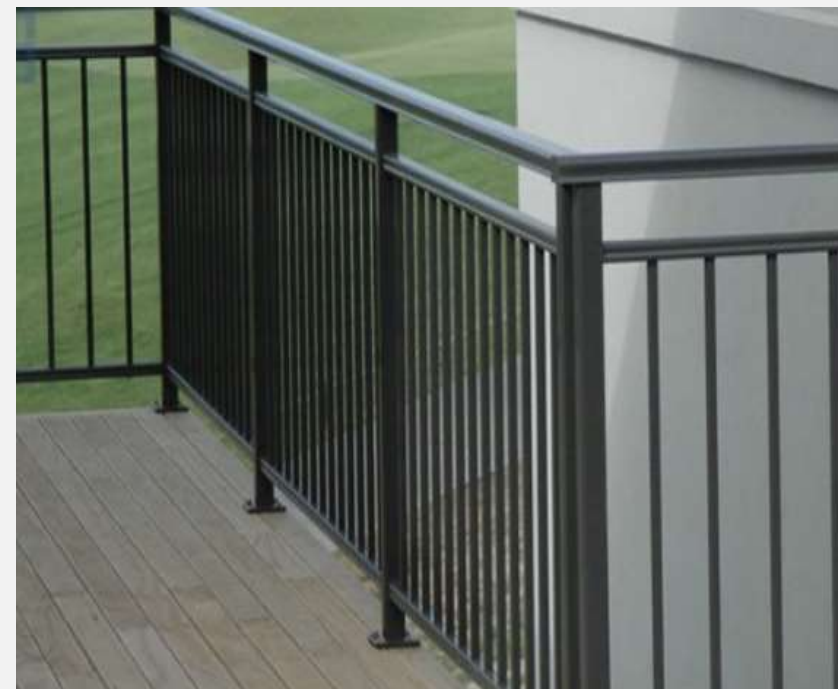
Bus body



Staircase



Fencing



Crash guards



Green House Structures



Strong Presence in South India

Dealers' Network and Point of Sales



92%

Sales from
Retained Dealers in
Q1FY25

1500+

Point of Sales

800+

Dealers



Management

Highly focused management driven towards value creation



Key Management



Mr. Rupesh Kumar Gupta
Managing Director

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



Mr. Shailesh Gupta
Whole Time Director

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

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

Thank You



Amitabha Bhattacharya



Hariom Pipe Industries Limited



cfo@hariompipes.com