HARIOM®
PIPES | SCAFFOLDING | COILS
CIN: L27100TG2007PLC054564

Date: August 08, 2025

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 the Unaudited Financial Results for the Quarter ended June 30, 2025:

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 for the Quarter ended June 30, 2025.

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
Digitally signed by REKHA SINGH
Date: 2025.08.08 22:45:55 +05'30'

Rekha Singh
Company Secretary
M. No. A33986

Encl: a/a

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HARIOM PIPE INDUSTRIES LIMITED

Investor Presentation
Q1FY26

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KEY HIGHLIGHTS

HARIOM PIPE INDUSTRIES LIMITED

QUARTERLY HIGHLIGHTS – Q1FY26

HARIOM
PIPES | SCAFFOLDING | COILS

Volume

35% YoY ▲

Volumes grew **35%** YoY to 78.22 thousand MT, driven by strong execution and quality focus

Revenue

34% YoY ▲

Revenue (highest ever) rose **34%** YoY

Net Production

15% YoY ▲

Net production increased to 72.01 thousand MT led by higher output of MS Tubes & Galvanized products following better utilization at MBNR & Perundurai units

EBITDA

29% YoY ▲

EBITDA (highest ever) rose 29% YoY to ₹ 57.57 crore driven by improved scale, operating leverage in value-added segments, & tighter cost controls

PBT

42% YoY ▲

PBT (highest ever) grew 42% YoY to ₹32.20 crore

PAT

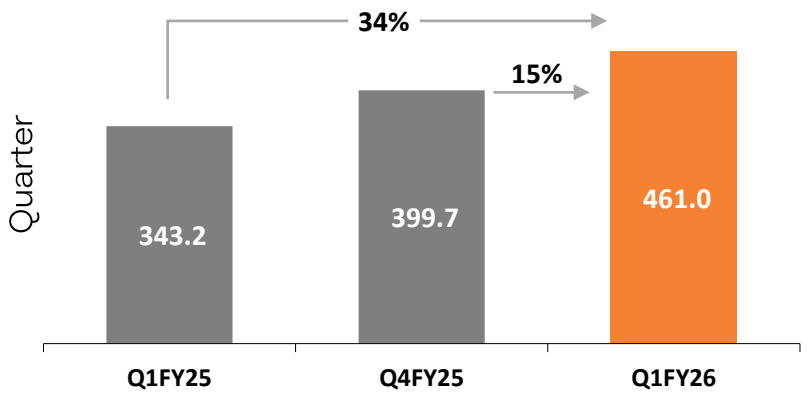
35% YoY ▲

PAT (highest ever) grew 35% YoY to ₹23.60 crore

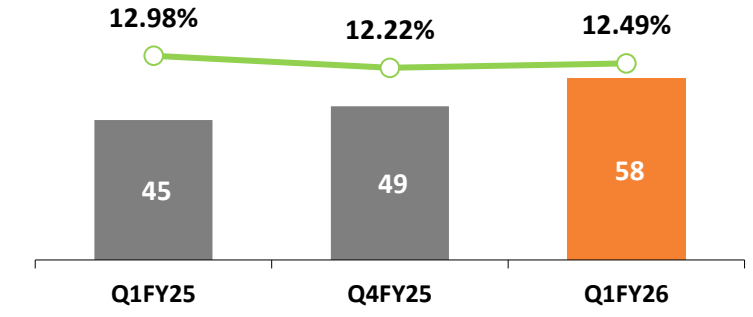
QUARTERLY HIGHLIGHTS – Q1FY26

HARIOM
PIPES | SCAFFOLDING | COILS

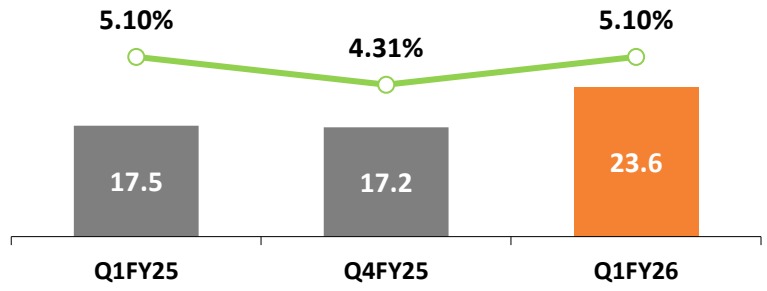
REVENUE (INR Cr)



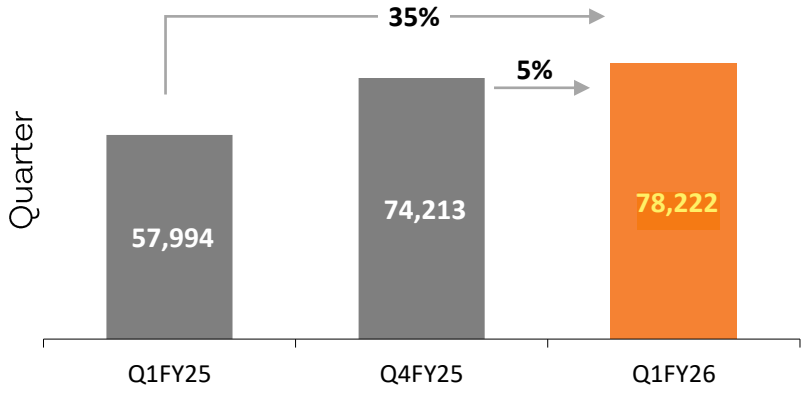
EBITDA (INR Cr) & EBITDA Margin (%)



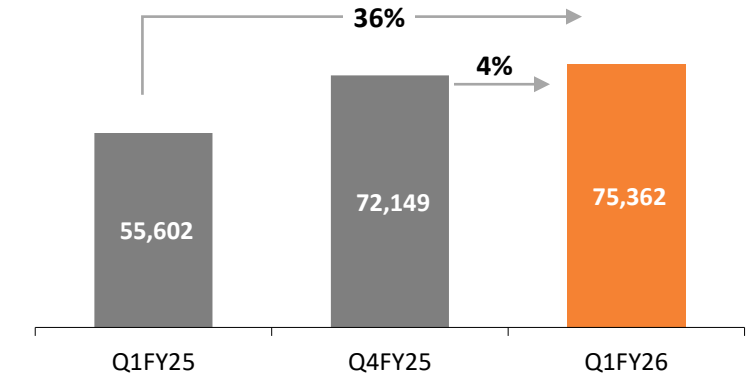
PAT (INR Cr) & PAT Margin (%)



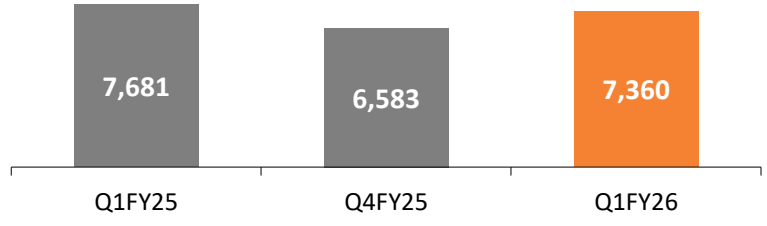
Sales Volume (MT)



Value Added Product Sales (MT)



EBITDA/Ton (₹)



INCOME STATEMENT – Q1FY26

Particulars (Rs. Cr)	Q1FY26	Q4FY25	Q1FY25	YoY%	QoQ%	FY25	FY24	YoY%
Revenue from Operations	**460.7**	**399.7**	**343.2**	34.3	15.3	**1,357.1**	**1,153.2**	17.7
Total Expenditure	403.4	**350.9**	**298.6**	35.1	15.0	1,181.6	1,014.6	16.5
EBITDA	**57.6**	**48.9**	**44.5**	29.2	17.9	**175.4**	**138.6**	26.6
EBITDA margin (%)	**12.49**	**12.22**	**12.98**	**- 49 bps**	**27 bps**	**12.93**	**12.02**	**91 bps**
EBIT (Incl. Other Income)	**44.6**	**35.7**	**33.7**	32.5	25.1	**128.0**	**109.9**	13.8
PBT (excl. exceptional)	**32.2**	**23.5**	**22.7**	41.9	37.3	**83.1**	**77.4**	7.4
PBT margin (%)	**6.96**	**5.87**	**6.62**	**34 bps**	**109 bps**	**6.11**	**6.68**	**- 57 bps**
PAT (excl. exceptional)	**23.6**	**17.2**	**17.5**	34.8	36.9	**61.7**	**56.8**	8.7
PAT margin (%)	**5.10**	**4.31**	**5.10**	**0 bps**	**79 bps**	**4.54**	**4.90**	**- 36 bps**
Reported EPS(Rs)	**7.62**	**5.66**	**5.74**	32.8	34.6	**20.25**	**20.34**	- 0.4

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.

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.

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.

02

ABOUT US

HARIOM PIPE INDUSTRIES LIMITED

ABOUT HARIOM

17+ Years
Rich industry experience

701,232 MTPA
Total Installed Capacity

~112 Acres
Manufacturing Infrastructure

800+
SKUs in Product Portfolio

~85%
Sales through Dealer Network

08
Major Product Lines

04
Trusted Brands

900+
Dealers Across India

~15%
Direct B2B Sales

60 MW
Solar Power Plant LOA Acquired (Mar 2025)

03
ISO Certifications: Quality, Environment & Safety

04
State-of-the-art Manufacturing Units

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 value-added 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

EXPERIENCED BOARD OF DIRECTORS & MANAGEMENT (1/2)

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. Rajender Reddy Gankidi –
Independent Director

Vast experience in banking, particularly in credit analysis, infrastructure lending, project finance, corporate finance, risk management, and compliance.

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.

EXPERIENCED BOARD OF DIRECTORS & MANAGEMENT (2/2)

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. 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.

03

BUSINESS OVERVIEW

HARIOM PIPE INDUSTRIES LIMITED

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

~112 acres
Total Land across all facilities

~65 acres
Available for future expansion and growth

Capacity across plants (MTPA)	Products	FY23	FY24	FY25
Ananthapur	Sponge Iron	36,000	36,000	36,000
Mahabubnagar	M.S. Billets	104,232	104,232	104,232
	HR Strips	124,000	124,000	124,000
	MS Tubes	84,000	132,000	132,000
	Scaffolding	5,000	5,000	5,000
	Galvanized Pipes & Coils	-	120,000	120,000
Perundurai	Galvanized Pipes & Coils	180,000	180,000	180,000
Total Capacity		**533,232**	**701,232**	**701,232**

Backward integrated Raw material internally consumed to make Finished products

Current Cumulative Capacity

264,232 MTPA
Raw Materials

437,000 MTPA
Finished Goods

DIVERSIFIED RANGE OF PRODUCT BASKET... (1/2)

Sponge Iron

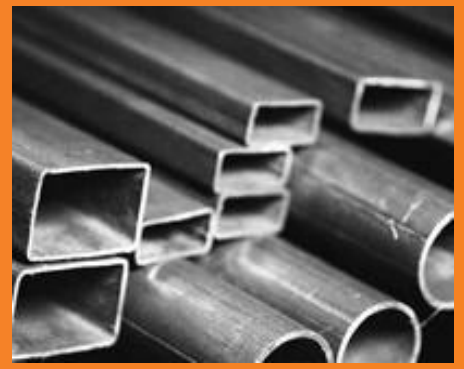
- Made by reducing iron ore using a reducing gas at temperatures below iron's melting point
- Used as raw material for production of MS Billets, also may be sold in market if margins are favorable

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

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

High Margin Products

RISING SHARE OF VALUE-ADDED PRODUCTS

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Value-Added Products

Particulars (Quantity- MTPA, Revenue- INR Cr)	FY20			FY21			FY22			FY23			FY24			FY25		
	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%
Sponge Iron	-	-	0%	20,551	49.33	19%	-	-	0%	8,307	27.93	4%	12,272	34.81	3%	4,139	10.48	1%
MS Billets	9,972	28.79	18%	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%
HR Strips	11,008	38.74	24%	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%
MS Tubes	22,896	88.50	55%	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%
Scaffolding	1,012	4.75	3%	185	1.41	1%	924	7.69	2%	3,207	23.39	4%	3,484	25.40	2%	2,990	19.45	1%
GP Pipe & Others	-	-	0%	-	-	0%	-	-	0%	11,953	86.36	13%	73,651	489.39	42%	1,02,286	625.97	46%
GP Coil & Others	-	-	0%	-	-	0%	-	-	0%	1,229	8.40	1%	18,892	120.50	10%	31,188	178.30	13%
Total	**44,888**	**160.78**	**100%**	**60,740**	**254.14**	**100%**	**65,845**	**430.57**	**100%**	**1,09,085**	**643.71**	**100%**	**1,99,015**	**1153.19**	**100%**	**2,45,467**	**1,357.05**	**100%**

Auto Components

Fan Stamping & Power Circuit

Greenhouse Structures

Fencing & Staircase

Solar Structures

Scaffolding for Construction

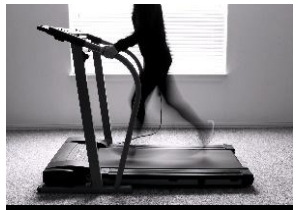
Irrigation & Water Transport

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

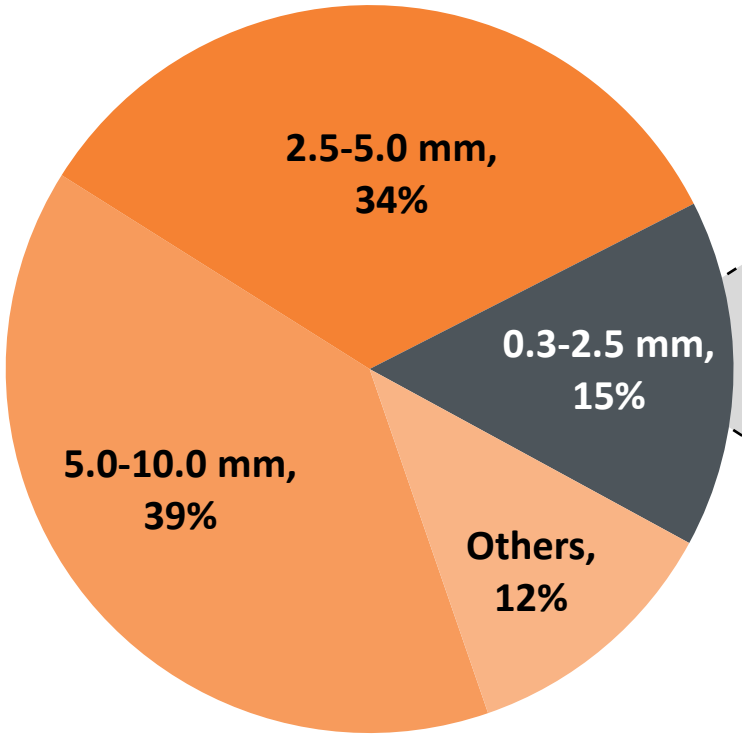
Storage Solutions

Engineered Structures

Electrical Conduits

CONSUMPTION SEGMENTATION BY THICKNESS

FY2024



^Source: CARE Report

STRONG DEALER BASE EXPANDING MARKET REACH ACROSS REGIONS

HARIOM
PIPES | SCAFFOLDING | COILS

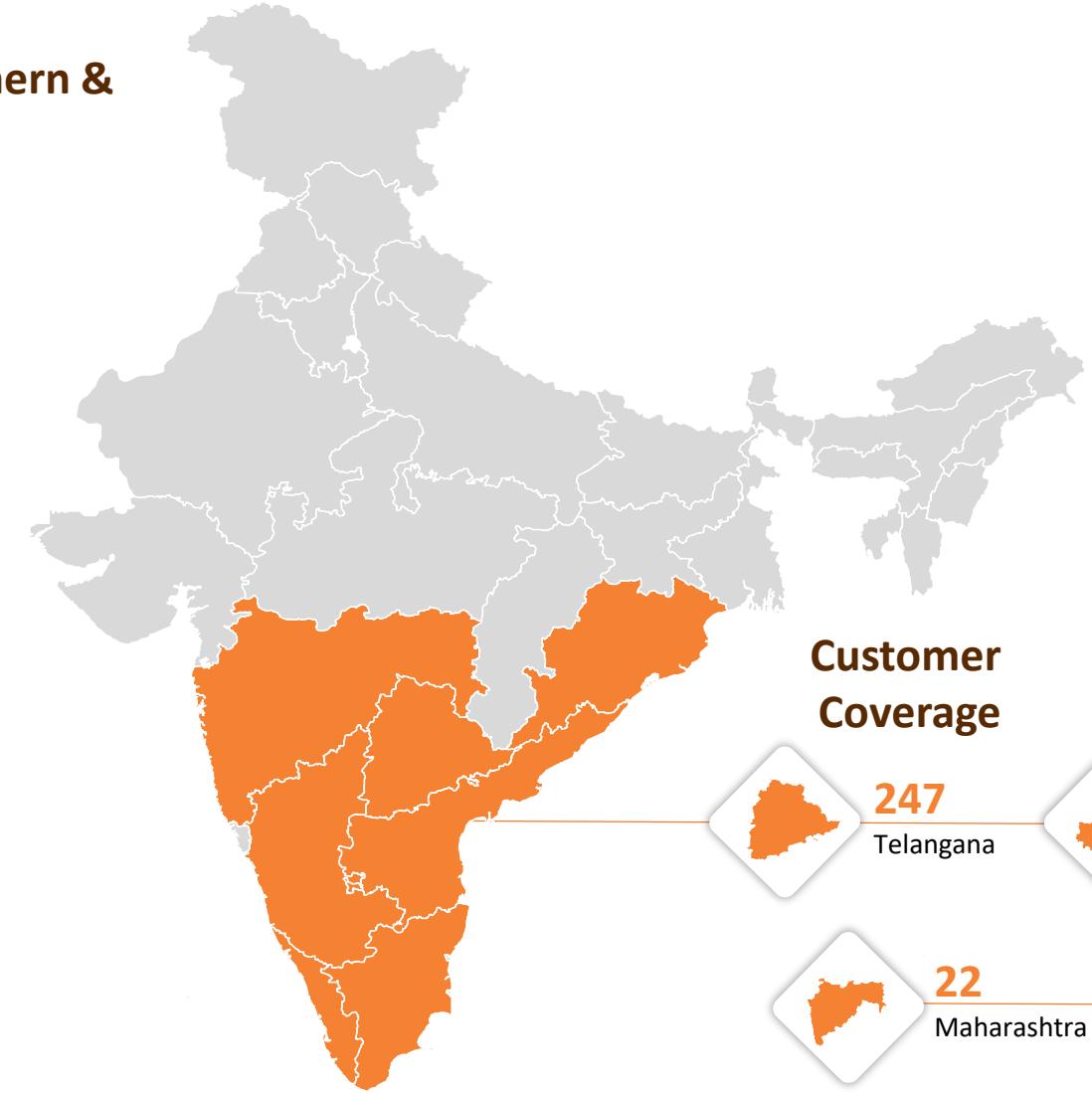
Strong presence in Southern & parts of Western India

~85%
Sales through Dealer Network

900+
Dealers & B2B Clients

~15%
Direct B2B Sales

Presence in other parts of India
8 other states with 26 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

Customer Coverage

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

04

DISTINCTIVE EDGE

HARIOM PIPE INDUSTRIES LIMITED

VERTICALLY INTEGRATED MODEL ENABLING COST EFFICIENCY

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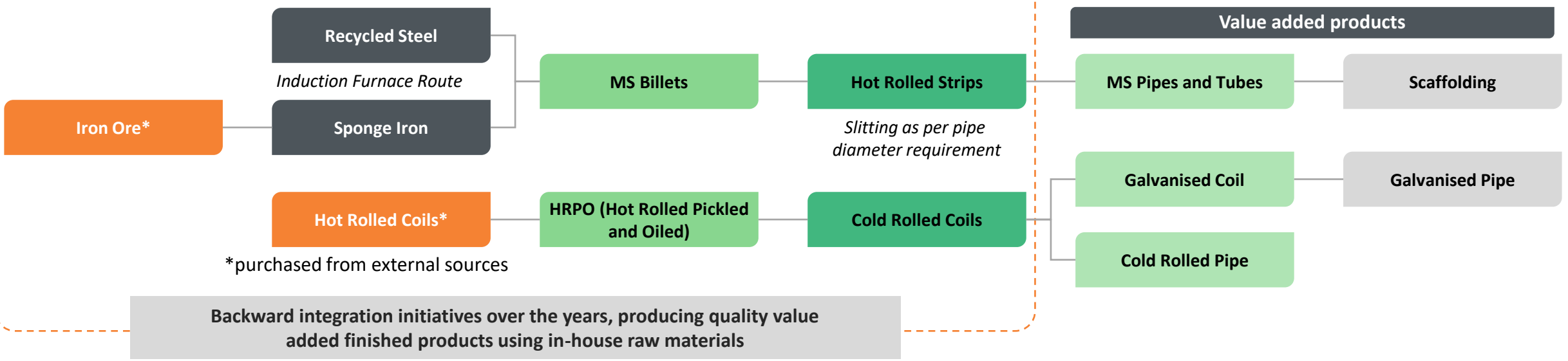
One of the only few players to have end to end Backward Integration process for Hot Charging with ability to generate superior margins



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

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

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

Zero Discharge Facility
Implemented the full system of Reuse / Recycle

Capability to make < 2mm thickness pipe
Coil thickness can be reduced by up to 60% enabling production of high-quality materials

Joint Free Pipes
Coil Strip of Maximum length ensures that joint free pipes can be manufactured resulting in better quality

Vertically Integrated Facility
With Hot Charging Process ensuring higher profit margins

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

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

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

05

WAY FORWARD

HARIOM PIPE INDUSTRIES LIMITED

UNLEASHING GROWTH THROUGH A WELL-DEFINED STRATEGY

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PIPES | SCAFFOLDING | ROOFING

Capacity Expansion

- Enhancing capacity for value added products (MS Tubes & GP Pipes)
- Boost sponge iron capacity for quality & margins
- Tapping into Pan India markets

Evolving Business Approaches

- Enhancing revenue from B2B segment which currently stands at ~15%
- Tapping market share of unorganised segment
- Explore franchisee (for selling) options in other geographies

Enhancing Presence across the Country

- Penetrating further into existing geographies, focus on Tier 2/ Tier 3 & Rural markets
- Expansion in markets of Northern Region

Strengthening Dealer Network

- Adding dealer network in Western & Northern India
- Enhancement of network in existing geographies of Southern India
- Enhancing volume through quality products, consistent supply, and competitive pricing

Operational Efficiency & Cost Optimization

- Process innovation & continuous technology enhancement
- Reducing power cost through use of sustainable power sources (Solar, Bio-gas as fuel)
- Working capital reduction with improved dealer volumes & channel financing

WAY FORWARD

Building on a well-defined strategy, Hariom Pipe Industries Limited expects strong growth momentum in the upcoming financial year.

Focused efforts on operational efficiency, sustainable power usage, and increased traction in the B2B and B2D segments are expected to further enhance performance and profitability

The company is targeting 30% YoY Volume Growth in FY26 supported by

- Increase in Capacity Utilization of Expansion done in Value Added Products
- Deeper penetration into Tier 2/3 and rural markets
- Strengthening of its dealer network across Western and Northern India.

Targeting **30% Volume CAGR** over the next 2 years

06

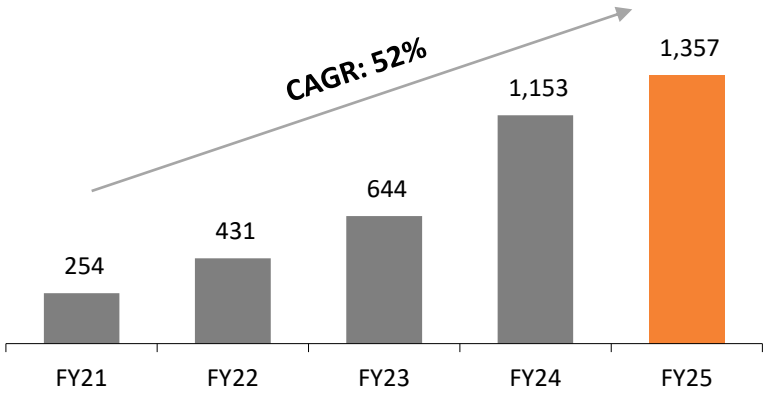
ANNUAL FINANCIALS

HARIOM PIPE INDUSTRIES LIMITED

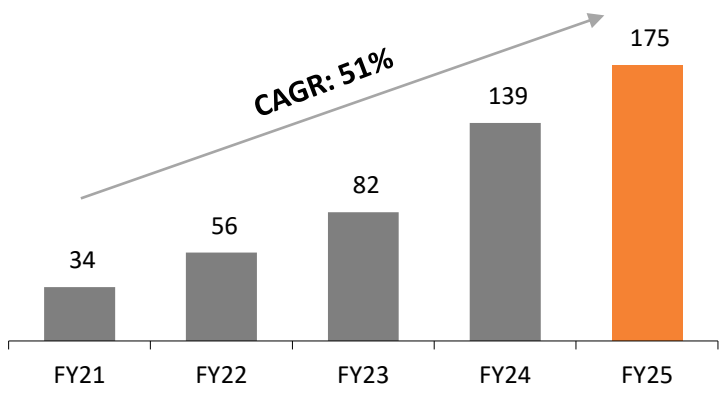
TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (1/2)

HARIOM
PIPES | SCAFFOLDING | COILS

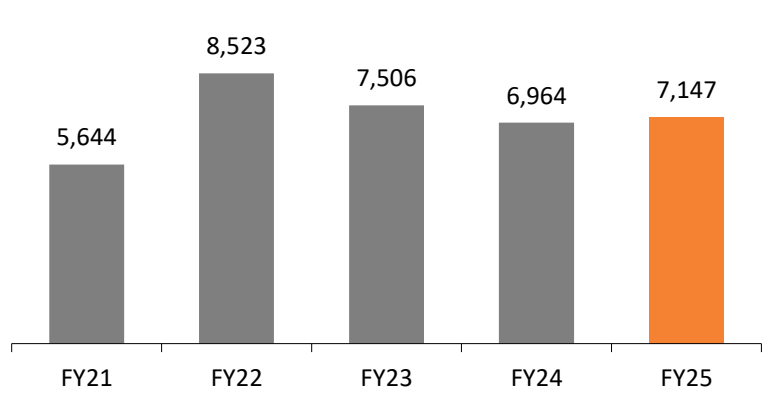
Revenue (INR Cr)



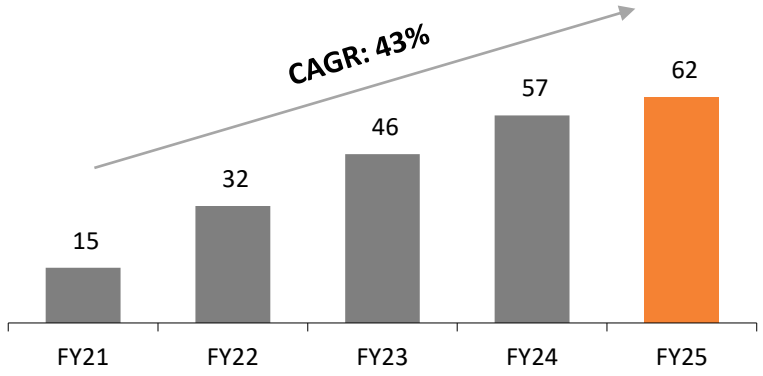
EBITDA* (INR Cr)



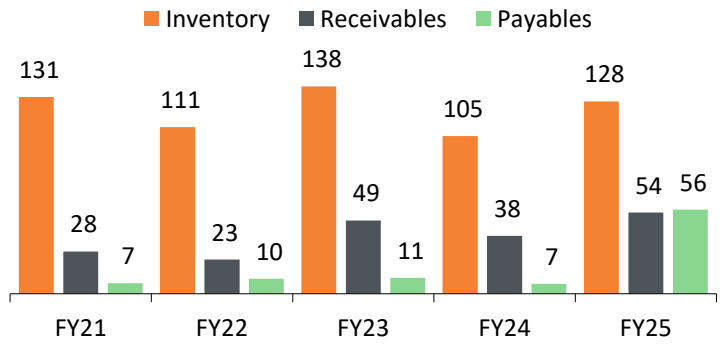
EBITDA/Ton* (INR)



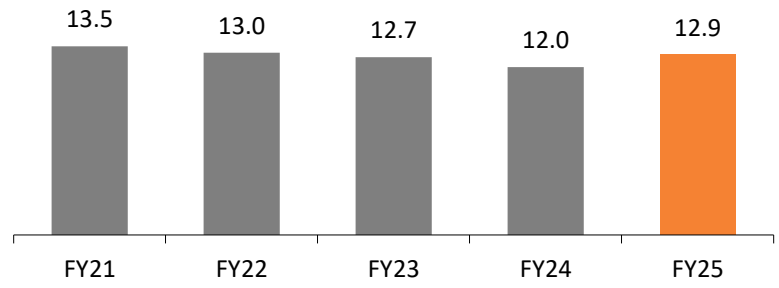
PAT (INR Lac)



Working Capital Cycle^ (Days)



EBITDA MARGIN (%)

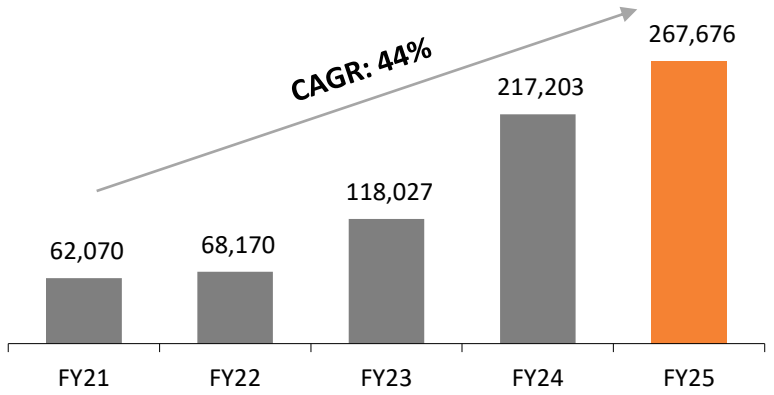


*excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

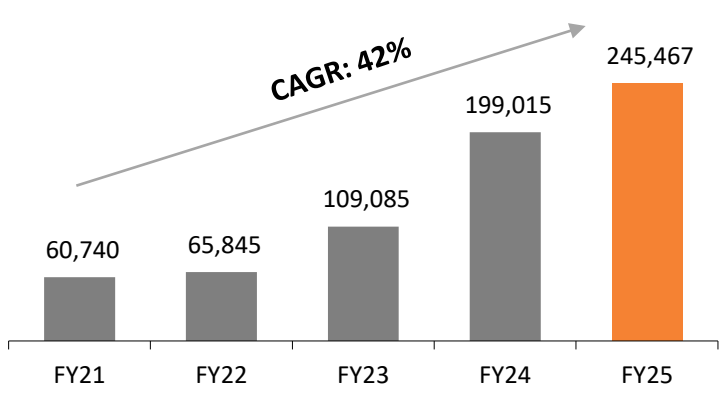
TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (2/2)

HARIOM
PIPES | SCAFFOLDING | COILS

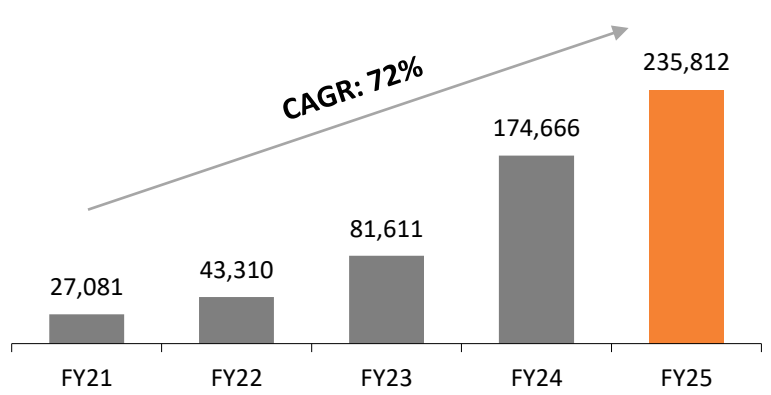
Production Volume (MT)



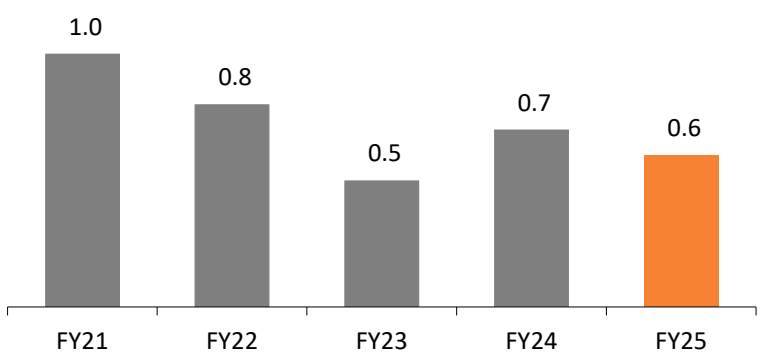
Sales Volume (MT)



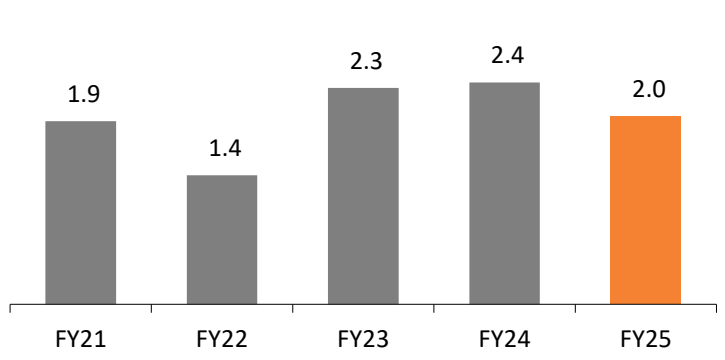
Value Added Product Sales (MT)



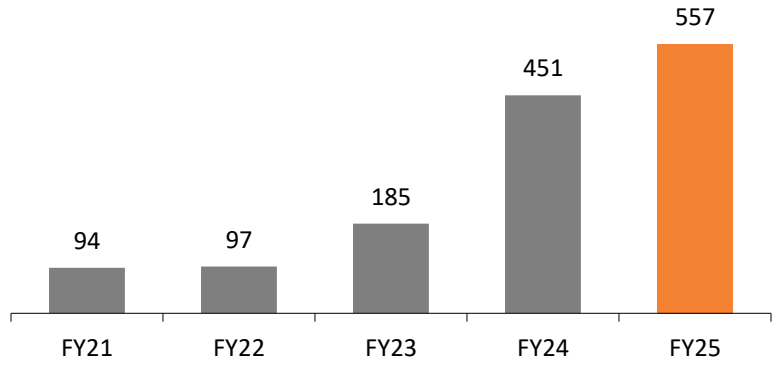
Net Debt/Equity



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

ANNUAL INCOME STATEMENT

Particulars (Rs. in Cr)	FY21	FY22	FY23	FY24	FY25
Revenue From Operations	**254.1**	**430.6**	**643.7**	**1,153.2**	**1,357.0**
Total Expenditure	219.9	374.4	561.8	1,014.6	**1,181.6**
EBITDA	**34.3**	**56.1**	**81.9**	**138.6**	**175.4**
EBITDA Margin (%)	**13.49%**	**13.03%**	**12.72%**	**12.02%**	**12.93%**
Other Income	0.7	2.7	0.7	5.2	2.9
Depreciation	6.3	8.1	9.4	33.9	50.3
PBIT	**28.7**	**50.7**	**73.2**	**109.9**	**128.0**
Interest	7.5	8.2	10.4	32.6	44.9
Profit Before Tax	**21.2**	**42.5**	**62.8**	**77.4**	**83.1**
Tax	6.1	10.6	16.6	20.6	21.4
Profit After Tax	**15.1**	**32.0**	**46.2**	**56.8**	**61.7**
PAT Margin (%)	**5.95%**	**7.42%**	**7.18%**	**4.90%**	**4.54%**
Earnings Per Share (Rs) - Basic	10.64	18.83	18.30	20.34	20.25

52%
Revenue CAGR
FY21-25

51%
EBITDA CAGR
FY21-25

43%
PAT CAGR
FY21-25

STANDALONE BALANCE SHEET

Assets (₹ in Cr)	FY23	FY24	FY25
Fixed Asset	133.25	365.05	422.72
Work-In-Progress	103.19	13.14	11.65
Right use of Assets	1.23	1.13	1.02
Intangible Asset	0.05	0.04	0.09
Financial Assets			
(i)Investments	-	-	0.10
(i) Other Financial Assets	0.96	13.04	4.35
Other Non-Current Asset	40.85	6.25	4.38
Non - Current Assets	**279.52**	**398.65**	**444.31**
Inventories	212.17	296.54	426.70
Financial Assets			
(i) Trade Receivables	86.12	122.07	202.49
(ii) Cash & Cash Equivalents	104.04	1.78	26.01
(iii) Bank Balances	0.68	30.01	24.77
(iv) Other Financial Assets	0.15	2.30	0.75
Other Current Assets	26.50	28.88	71.94
Current Assets	**429.66**	**481.59**	**752.67**
Total Assets	**709.18**	**880.24**	**1,196.97**

Equity & Liabilities (₹ in Cr)	FY23	FY24	FY25
Equity Share Capital	27.62	28.87	30.97
Other Equity	347.55	435.25	541.71
Total Equity	**375.17**	**464.12**	**572.67**
Financial Liabilities			
(i) Borrowings	125.19	119.71	93.30
(ia) Lease Liabilities	1.22	1.17	1.11
Provisions	0.33	0.44	0.72
Deferred Tax Liabilities	4.24	8.24	10.22
Non-Current Liabilities	**130.99**	**129.56**	**105.35**
Financial Liabilities			
(i) Borrowings	170.82	251.18	307.03
(ia) Lease Liabilities	0.04	0.05	0.06
(ii) Trade Payables	16.31	18.91	186.39
(iii) Other Financial Liabilities	8.75	10.60	11.06
Other Current Liabilities	2.63	2.83	6.77
Provisions	0.05	0.05	0.06
Current Tax Liabilities	4.42	2.96	7.59
Current Liabilities	**203.03**	**286.57**	**518.95**
Total Equity & Liabilities	**709.18**	**880.24**	**1,196.97**

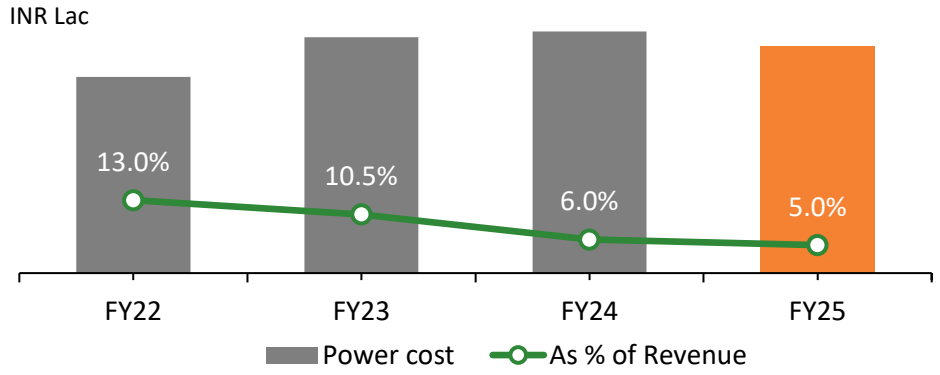
07

POWERING A SUSTAINABLE FUTURE

HARIOM PIPE INDUSTRIES LIMITED

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

1.4 MW	2 MW	3.4 MW
Perundurai	Mahabubnagar	Solar Renewable Capacity

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

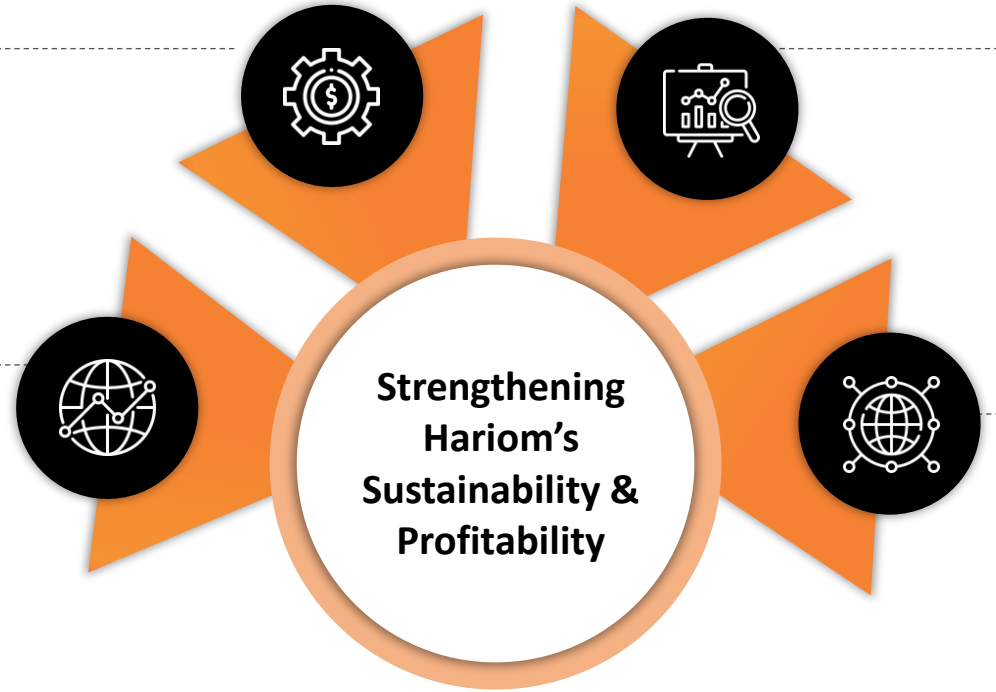
HARIOM POWER AND ENERGY PRIVATE LIMITED (HPEPL)

Project Details

- 60 MW Solar Power Plant
- Project Duration: 18 month
- Power Purchase Agreement with MSEDCL: 25 Years
- Expected Units (PA): ~9.6 Million kWh PA

Long-term Sustainability

- Recognizing the responsibility to contribute to a greener & more sustainable future
- Aligning with India's sustainability goals
- Enhancing our long-term plan for a green facility to manufacture our key products in Maharashtra.
- Sale of Solar Steel Structure and Profiles for the Project and others which opens up an additional revenue stream / sector for the growth of Hariom Pipe Industries Limited.



Our ESG thought process

- Enhancing ESG Profile
- Promote responsible business practices that align with Global ESG Standards
- Driving Decarbonization and Sustainable Infrastructure

Strategic Rationale

- Aligning with India's renewable energy push (Make in India)
- Strengthens Hariom's ESG profile.
- Reducing our carbon footprint, benefiting both compliance and branding.

08

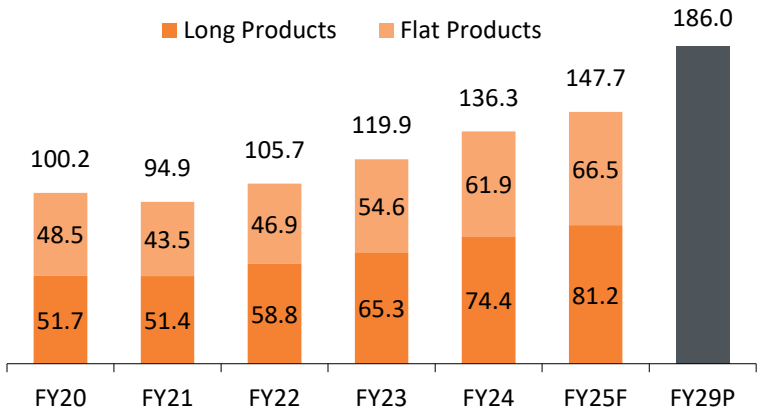
INDUSTRY OVERVIEW

HARIOM PIPE INDUSTRIES LIMITED

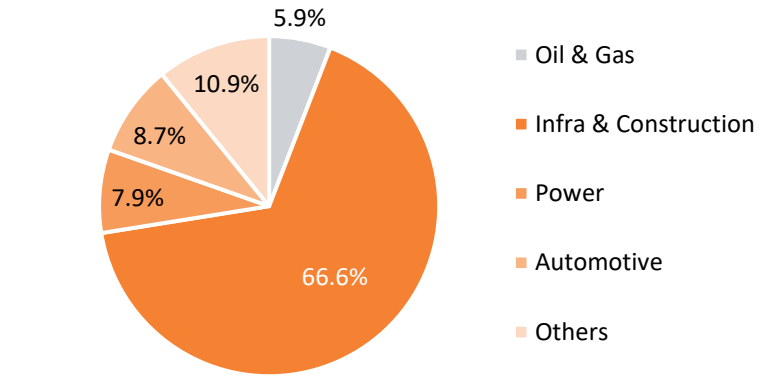
INDIA IS THE 2nd LARGEST STEEL PRODUCER WITH SIGNIFICANT FUTURE GROWTH POTENTIAL

HARIOM
PIPES | SCAFFOLDING | COILS

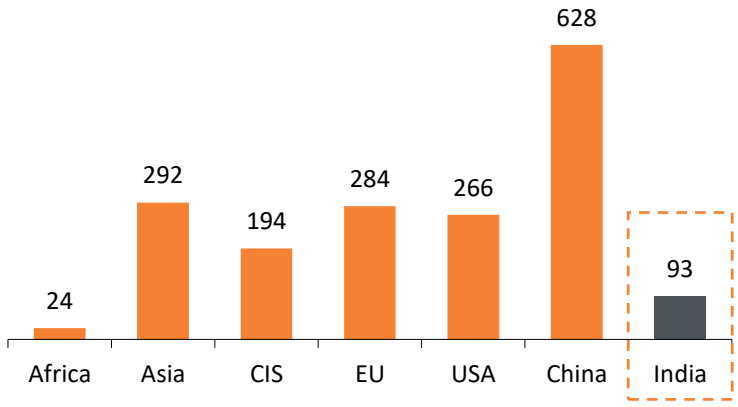
India Steel Consumption (Million Tonnes)



End User Segmentation (FY24)



Per Capita Steel Consumption (KGs)



Key Growth Drivers for Indian Steel Industry

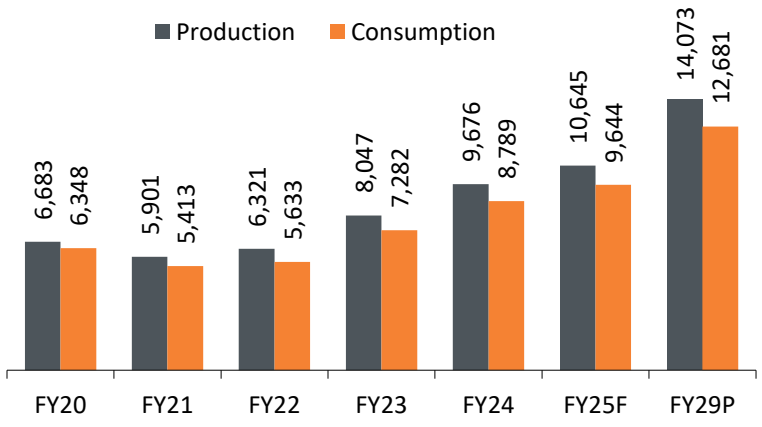
- **Continued thrust** of government on **Construction & infrastructure**
- **Growing Real Estate** absorption **led by increased Urbanisation**
- Growing demand of **specialised steel tubes in furniture, sports equipment, fans etc.**
- Rising **demand for airport infra** across passenger and cargo terminals,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

Source: CARE Report

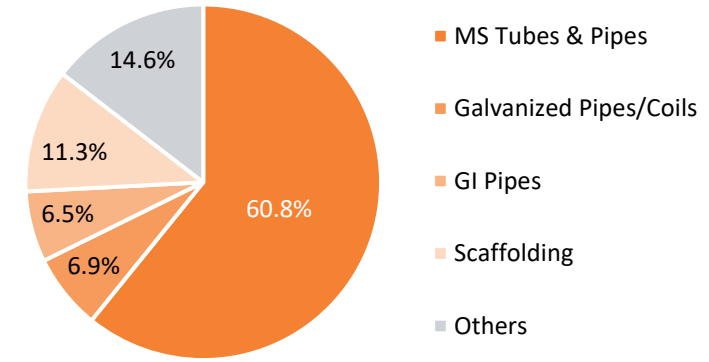
STEEL PIPES POISED FOR STRONG GROWTH, DRIVEN BY INCREASING INFRA DEMAND

HARIOM
PIPES | SCAFFOLDING | COILS

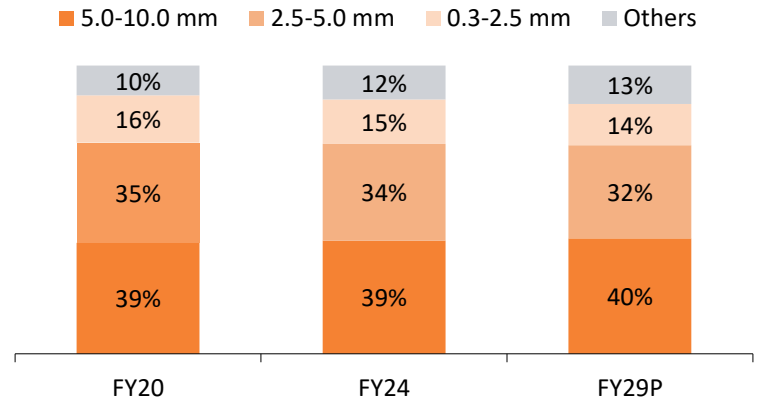
India Steel Tubes & Pipe ('000 Tonnes)



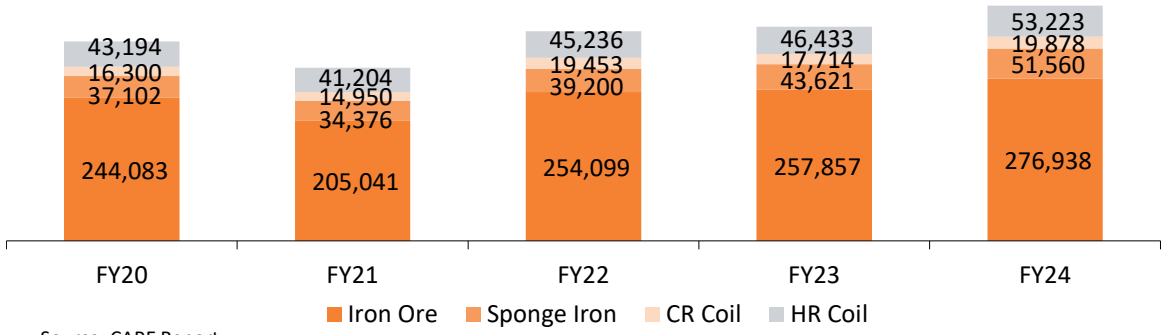
Consumption Segmentation by Type (FY24)



Consumption Segmentation by Thickness

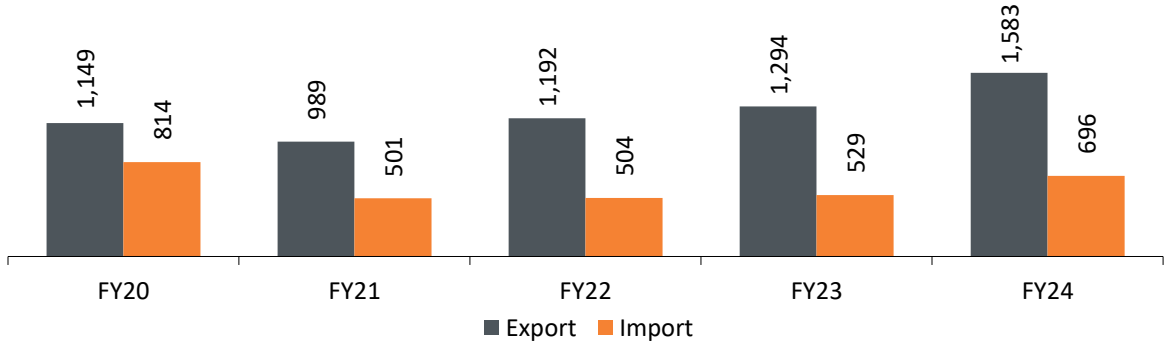


India Production of Raw Materials ('000 Tonnes)



Source: CARE Report

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



THANK YOU

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