HARIOM®
PIPES | SCAFFOLDING | COILS
CIN : L27100TG2007PLC054564

Date: November 05, 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 and half year ended September 30, 2026:

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

A copy of the said presentation is also being made available on the website of the Company at https://www.hariompipes.com/presentations-made-to-analysts-or-institutional-investors.

Please take the above information on record.

Thanking You.

Yours faithfully,
For Hariom Pipe Industries Limited
REKHA SINGH
Digitally signed by REKHA SINGH
Date: 2026.11.05 10:52:59 +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
Q2 & H1FY27

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01

Q2 & H1 FY27 Performance

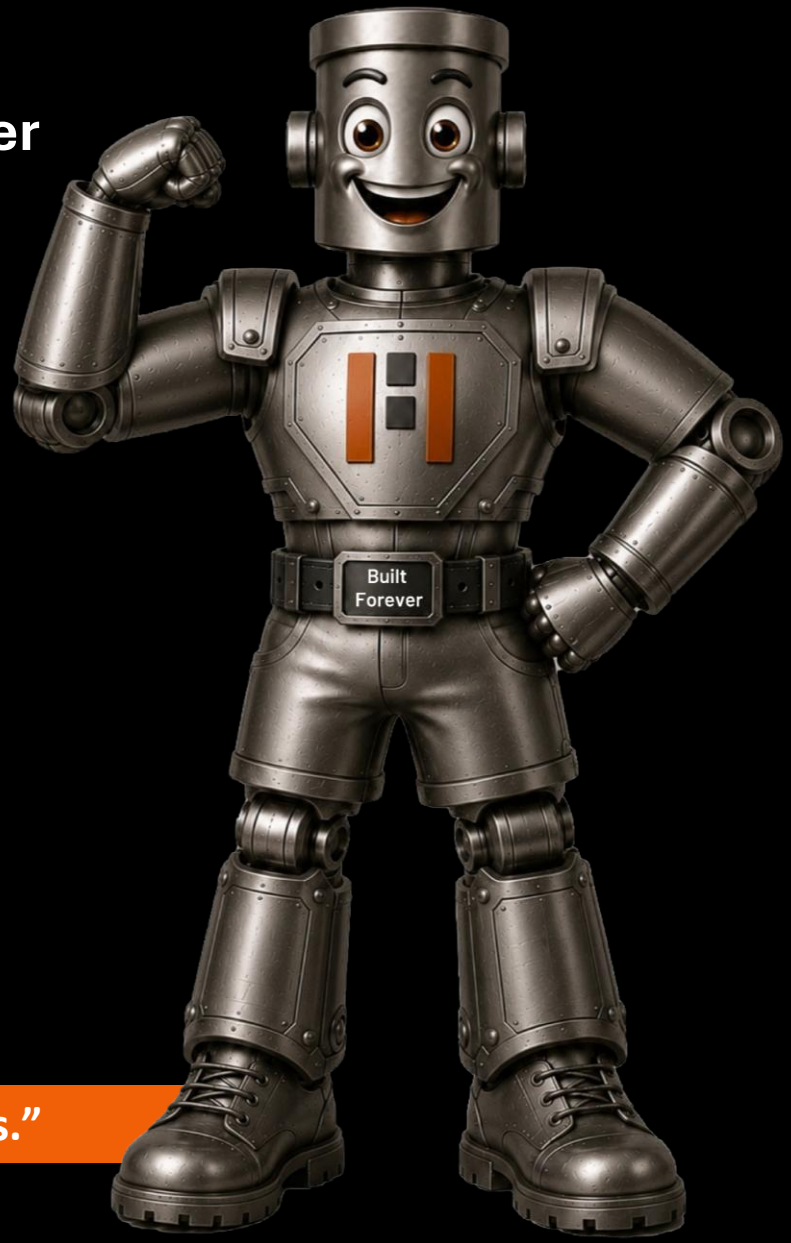
Introducing PIPPO

Product, Integrity, Performance & Partnership Officer

PIPPO is Hariom's official brand mascot and ambassador.

It represents product integrity, dependable performance and lasting partnerships.

It communicates the strength, precision and reliability of our products and supports our sustainability initiatives.



Built Forever

"Strong in purpose. Reliable in performance. Built for lasting partnerships."

MULTIPLE BRANDS UNDER ROOF



HARIOM VEER

DURA EDGE

ZINCON™

360 PRIME™

BUILD MASTER

HPIL™
GP / Galvanized - Pipes / Coils

HARIOM Orja

RACKX
RACKING SYSTEMS

True™ Green
Renewable & Sustainable
HARIOM





MANAGEMENT INSIGHTS

- H1 FY27 delivered healthy growth, supported by improved sales realisations, higher volumes and the recovery in operations during the second quarter. Revenue increased **23.4% year-on-year to ₹983.42 crore**, while EBITDA grew **17.2% to ₹117.58 crore**. Profit after tax increased **34.8% to ₹45.89 crore**, demonstrating our ability to translate business growth into higher earnings.

- Our emphasis on value-added products continued to support realisations and profitability per tonne. Average selling price increased **16.8% year-on-year to ₹67,265/MT**, while EBITDA per tonne improved **10.9% to ₹8,042**. Value-added products contributed approximately **98% of H1 revenue**, supported by our dealer network and relationships with institutional customers.

- The resumption of Perundurai operations in July strengthened our second-quarter performance. Q2 sales volumes reached **83,117 MT, up 31.8% over Q1**, while EBITDA margin improved to **12.21% from 11.63%**. This recovery provides a stronger operating base as we enter the second half, with opportunities to improve utilisation across our manufacturing facilities.

- Our financial position also strengthened, with net worth reaching **₹705.41 crore**, an increase of **16.6% year-on-year**. The working-capital cycle improved to **113 days from 124 days** a year earlier. Our attention to funding costs and working-capital management continues to support the Company's growth requirements.

- Our renewable-energy business is progressing from project development to operations. Following the first 5 MW commissioning in July and two additional plants in October, operational capacity has reached **15 MW AC**. We are targeting completion of **52 MW across 11 locations by January 2027**. Our priorities for H2 remain higher plant utilisation, careful cost management and timely project delivery, with a focus on sustainable shareholder value.

Key Performance Highlights

Q2 & H1 FY27

Financial Highlights

- Revenue grew **65.0% YoY** in Q2 and **23.4%** in H1, supported by volumes and better realisations.
- Q2 EBITDA/MT rose **14.6% YoY** and 2.9% QoQ. H1 EBITDA/MT increased 10.9% YoY.
- PAT grew 173.9% YoY in Q2 and 34.8% in H1. PAT margins stood at 5.11% and 4.64%, respectively.
- Net worth strengthened to ₹705.41 crore, up 16.6% YoY as at 30 September 2026.
- Value-added products contributed 98.4% of Q2 revenue and 98.0% of H1 revenue.
- The working-capital cycle improved to 113 days from 124 days a year earlier.



Revenue from Operations

Q2	₹554.24 Cr
H1	₹983.42 Cr

Sales Volume

Q2	83,117 MT
H1	1,46,201 MT

Average Selling Price

Q2	₹66,682/MT
H1	₹67,265/MT

EBITDA

Q2	₹67.66 Cr
H1	₹117.58 Cr

EBITDA / MT

Q2	₹8,140
H1	₹8,042

PAT

Q2	₹28.52 Cr
H1	₹45.89 Cr

Key Takeaways

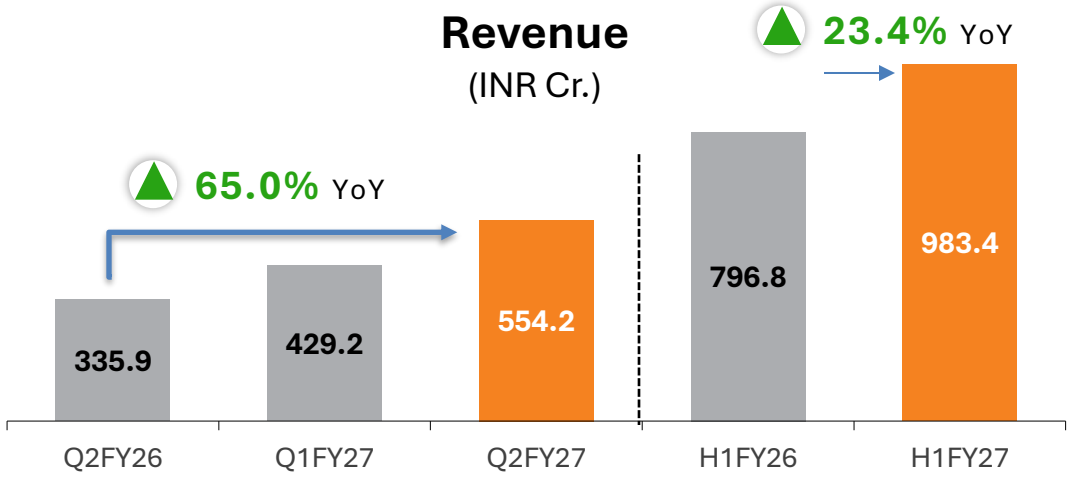
- ASP increased 19.4% YoY in Q2 and 16.8% in H1.
- Value-added products maintained a strong revenue share.
- Higher EBITDA per tonne in both Q2 and H1.
- Working-capital cycle shortened by 11 days YoY.
- Stronger net worth supports ongoing growth investments.

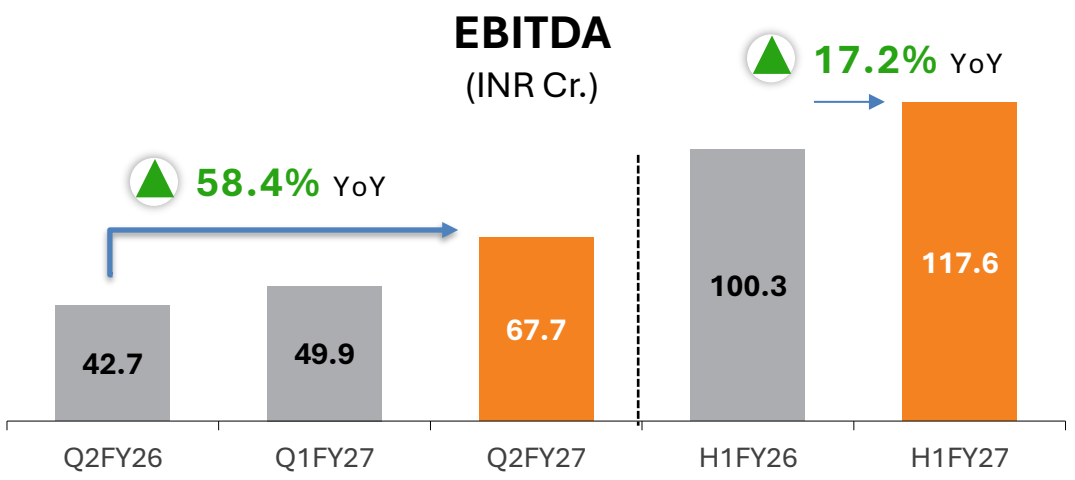


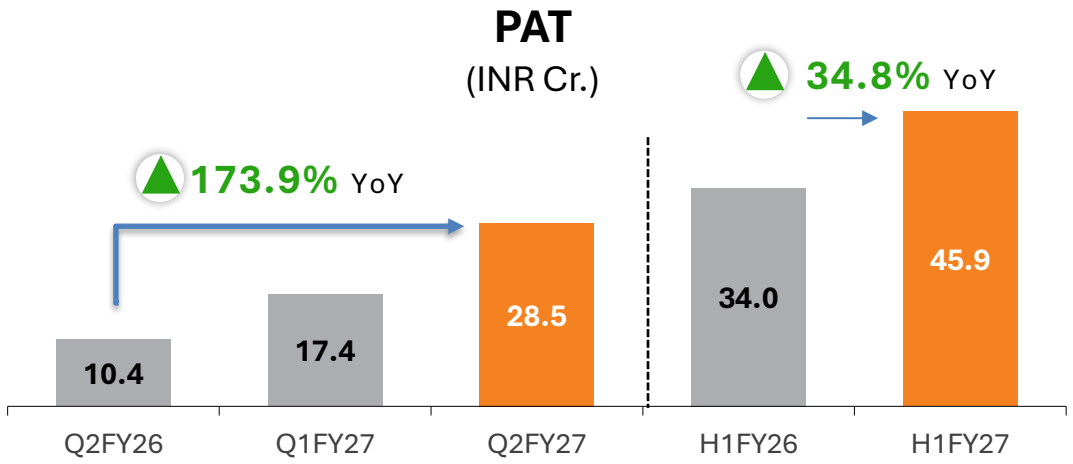
Standalone figures. EBITDA excludes other income. PAT margins are based on total income.

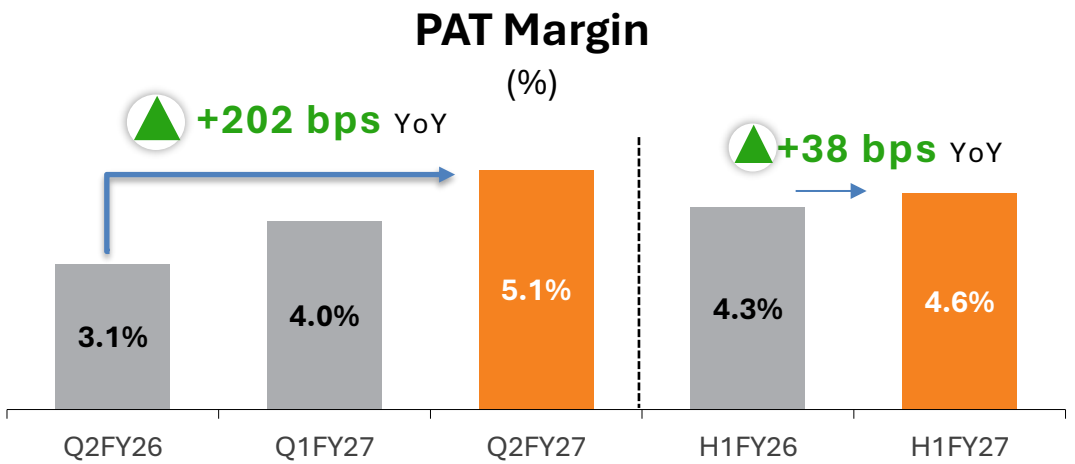
Key Financial Highlights - Standalone

Q2 & H1 FY27









Standalone figures. EBITDA excludes other income. PAT figures are excluding exceptional.

Key Operational Highlights

Q2 & H1FY27

Operational highlights

Sales volume: H1 sales reached 1,46,201 MT, up 5.7% YoY. Q2 volumes grew 31.8% QoQ to 83,117 MT, supported by the July restart of Perundurai operations.

High-value products: Contributed 96.9% of H1 sales volume and 98.0% of revenue. OEM products and MS tubes together accounted for 97.5% of revenue.

Realisations: H1 OEM realisation rose 23.0% YoY to ₹76,857/MT; MS tube realisation rose 7.8% to ₹53,805/MT.

EBITDA/MT: H1 contribution improved to ₹7,767 for OEM products and ₹8,853 for MS tubes, up 11.1% and 7.7% YoY, respectively.

Growth capital: 15 lakh warrants allotted on 27 July 2026 at ₹343.03 each, totalling ₹51.45 crore. Received ₹12.86 crore upfront (25%); balance payable on conversion within 18 months.



Sales Volume	HVP Share – Volume	HVP Share – Revenue
Q2 83,117 MT	Q2 97.3%	Q2 98.4%
H1 1,46,201 MT	H1 96.9%	H1 98.0%

OEM Product Volume	OEM Realisation	MS Tubes Volume
Q2 53,009 MT	Q2 ₹74,209/MT	Q2 27,301 MT
H1 87,090 MT	H1 ₹76,857/MT	H1 53,743 MT

OEM: GP pipes/coils. HVP: OEM products, MS tubes and scaffolding.
Figures are presented on a standalone basis.

Standalone Income Statement

Q2 & H1FY27

Particulars (₹ Cr)	Q2FY27	Q1FY27	Q2FY26	YoY%	QoQ%	H1FY27	H1FY26	YoY%
Revenue from Operations	**554.2**	**429.2**	**335.9**	**+65.0%**	**+29.1%**	**983.4**	**796.8**	**+23.4%**
Expenses before interest, tax and depreciation	**486.6**	**379.3**	**293.1**	**+66.0%**	**+28.3%**	**865.8**	**696.5**	**+24.3%**
EBITDA	**67.7**	**49.9**	**42.7**	**+58.4%**	**+35.5%**	**117.6**	**100.3**	**+17.2%**
EBITDA margin (%)	**12.2**	**11.6**	**12.7**	**-51 bps**	**+58 bps**	**12.0**	**12.6**	**-63 bps**
EBIT (Incl. Other Income)	54.9	36.6	27.6	+99.3%	+50.1%	91.5	72.2	+26.8%
PBT (excl. exceptional)	**37.9**	**23.2**	**14.3**	**+165.5%**	**+63.8%**	**61.1**	**46.5**	**+31.4%**
PBT margin (%)	**6.8**	**5.4**	**4.2**	**+256 bps**	**+143 bps**	**6.2**	**5.8**	**+36 bps**
PAT (excl. exceptional)	**28.5**	**17.4**	**10.4**	**+173.9%**	**+64.3%**	**45.9**	**34.0**	**+34.8%**
PAT margin (%)	**5.1**	**4.0**	**3.1**	**+202 bps**	**+109 bps**	**4.6**	**4.3**	**+38 bps**
Reported EPS (₹)	**9.21**	**5.61**	**3.36**	**+173.9%**	**+64.3%**	**14.82**	**10.99**	**+34.8%**

EBITDA margin is based on revenue from operations; PBT and PAT margins are based on total income. Margin movements are shown in bps.
YoY/QoQ changes are calculated using unrounded figures. EPS is in ₹; all other financial values are in ₹ crore.









02

GROWTH INITIATIVES

Strategic Advancements In Renewable Energy Solutions

HARIOM
PIPES | SCAFFOLDING | COILS

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 & 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.



Solar Business Update

Hariom Power and Energy Private Limited

Portfolio

60 MW AC

72 MW DC across 13 locations in Maharashtra

Operational capacity

15 MW AC

3 locations, including 10 MW AC announced in October 2026

January 2027 target

52 MW AC

11 scheduled locations, including operational projects

Long-term revenue visibility

A 25-year PPA with MSEDCL at ₹2.96 per unit supports a contracted revenue stream as the portfolio becomes operational.

Next phase of commissioning

A further 37 MW AC across eight locations is under execution, with phased commissioning planned under the MSKVY 2.0 scheme.



Hariom Power - Recent Update

Hariom Power & Energy Pvt. Ltd. (HPEPL)

Commissioning of Two 5 MW (AC) solar power plants in October 2026

Locations & Capacity:

- Jaipur (Hingoli): 5 MW (AC) capacity, injecting at 33/11 kV Jaipur Substation.
- Pusegaon (Hingoli): 5 MW (AC) capacity, injecting at 33/11 kV Pusegaon Substation.

Government Scheme:

- Developed under the Mukhyamantri Saur Krushi Vahini Yojana (MSKVY) 2.0 Scheme.

The successful launch of these two projects brings the total operational solar capacity to 15 MW (AC), marking a major milestone in company's ongoing commitment to clean energy and sustainable growth.








03

BUSINESS OVERVIEW

About Us

19+ 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
Diversified Brand Portfolio

900+
Network of Dealers & B2B Clients Across India

~20%
Direct B2B Sales

05
State-of-the-art Manufacturing Units

60 MW
Total Portfolio of Solar Power Plants in 13 Locations across Maharashtra under MSKVY 2.0. – 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



SUBSIDIARIES

Hariom Pipe Industries Limited

Hariom Power and Energy Private Limited

Holding: 87.75%

Date of incorporation – 19 March, 2025

Renewable Energy Subsidiary

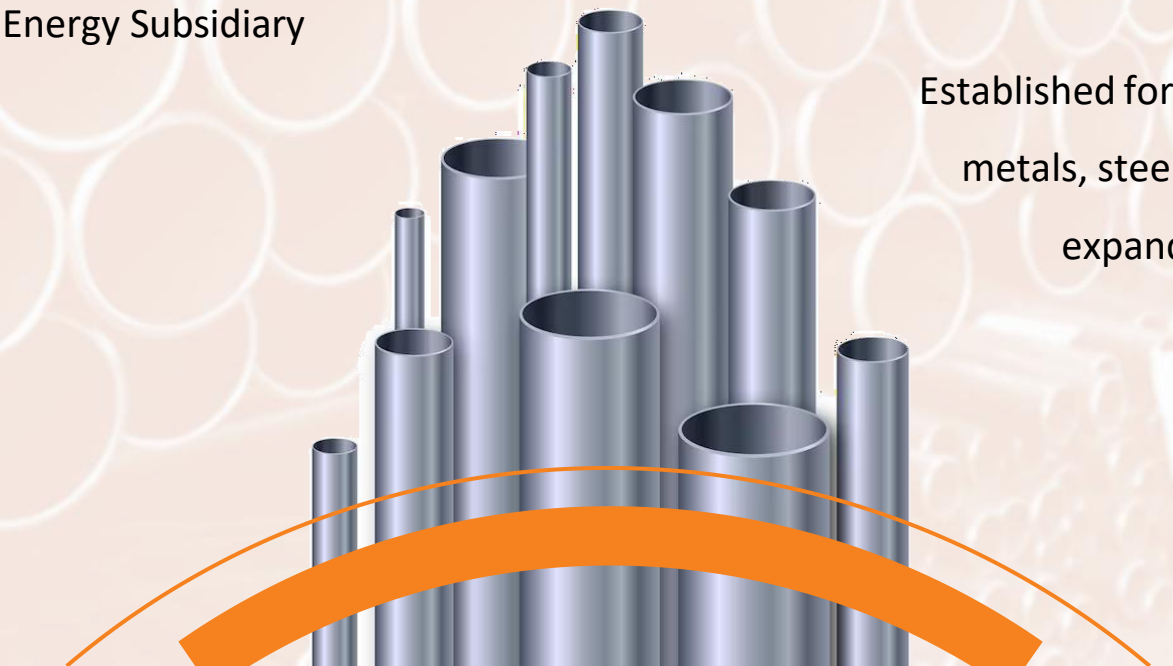
Metal Mart Private Limited

Holding: 70%

Date of incorporation: 22 January, 2026

(Subsidiary)

Established for trading and distribution of metals, steel and allied products and expanding market access



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 MSEDCL

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

Maharashtra steel-project MoU in September 2025.

2026
Incorporation of Metal Mart in January 2026.

FY26 MS tubes capacity of 2,16,000 MTPA

FY26 sales volume of 2,88,517 MT and revenue of ₹1,666.95 crore.

First solar commissioning in July 2026 and increase to 15 MW AC in October 2026.

Andhra Pradesh project MoU in October 2026.

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
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. Shailesh Kumar Gupta
Joint Managing Director,
designated as 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
Whole-time
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



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 (MT)	Products	FY24	FY25	FY26
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	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**

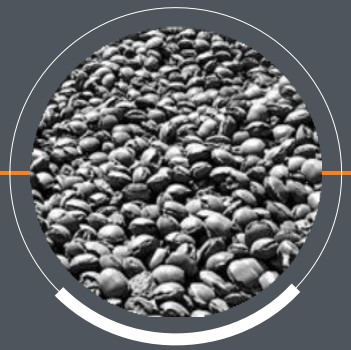
Backward integrated Raw material internally consumed to make Finished products

Current Cumulative Capacity

264,232 MT
Raw Materials

521,000 MT
Finished Goods

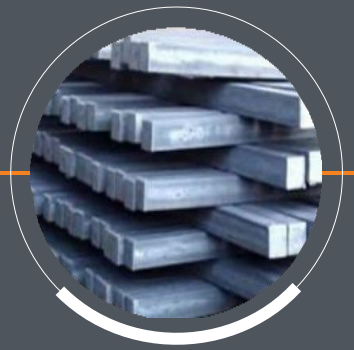
DIVERSIFIED RANGE OF PRODUCT BASKET (1/2)



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.

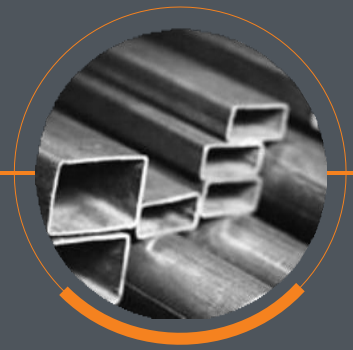


HR Strips

Semi-finished steel product made 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

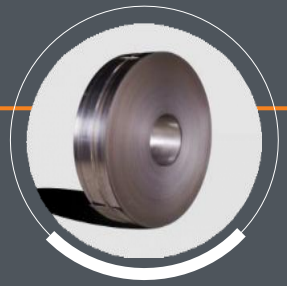
DIVERSIFIED RANGE OF PRODUCT BASKET (2/2)



Hot Rolled Pickled & Oiled Coils

Customized for various applications, used as raw material for producing CR Coil.

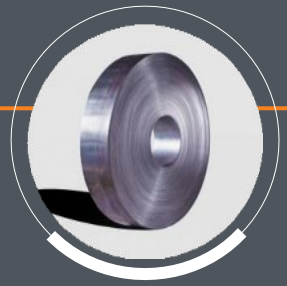
Applications in automobile industry, sheet metal manufacturing, pipes & tubes, and industrial parts.



CRCA Coils

Improved surface finish, formability, ductility and dimensional accuracy, Used as raw material in GP Coil.

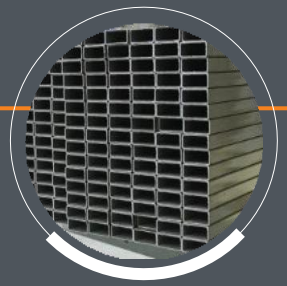
Used in construction, automotive parts, and other applications requiring high-quality steel with good aesthetic appearance and drawability.



CRFH Coils

Exceptional durability and performance, used as raw material for producing GP Coil.

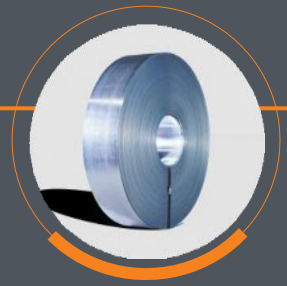
Used in industrial cable trays, automotive components, pre-engineered buildings, window profiles, bridges, and agricultural machinery.



CR Pipes

Manufactured from cold-rolled steel coils, offering a smooth surface finish, dimensional accuracy and ease of fabrication. Available in round, square and rectangular sections.

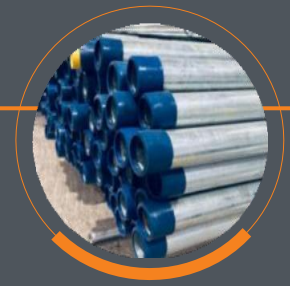
Used in furniture, shelving, automotive components, conveyor rollers, electrical panel supports, gym equipment and other light-engineering applications.



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

GP pipes, manufactured using GP coils while GI pipes are formed into pipes from black steel and are then hot-dip galvanized.

GP Pipe used in fabrication, construction, and industrial sheds whereas GI pipe is used in water transportation and irrigation

High Margin Products

HRPO: Hot Rolled Pickled & 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-MT, Revenue-INR Cr)	FY24			FY25			FY26			H1FY27		
	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%	Qty	Amount	%
Sponge Iron	12,272	34.81	3%	4,139	10.48	1%	2,469	6.48	0%	1,094	2.88	0%
MS Billets	5,082	21.77	2%	4,228	18.02	1%	4,723	18.82	1%	1,528	6.54	1%
HR Strips	6,995	35.04	3%	1,288	6.32	1%	3,117	14.77	1%	1,907	9.82	1%
MS Tubes	78,639	426.28	37%	99,348	498.51	37%	93,249	459.29	28%	53,743	289.16	29%
Scaffolding	3,484	25.40	2%	2,990	19.45	1%	1,164	7.66	1%	840	5.68	1%
GP Pipe, GP Coil & Others	92,543	609.89	52%	1,33,474	804.27	59%	1,83,794	1,159.93	69%	87,090	669.34	68%
Total	**1,99,015**	**1153.19**	**100%**	**2,45,467**	**1,357.05**	**100%**	**2,88,517**	**1,666.95**	**100%**	**1,46,201**	**983.42**	**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



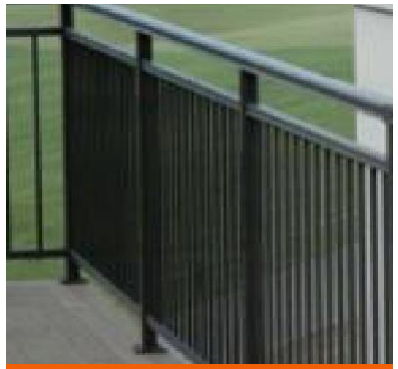
Auto Components



Fan Stamping & Power Circuit



Greenhouse Structures



Fencing & Staircase



Solar Structures



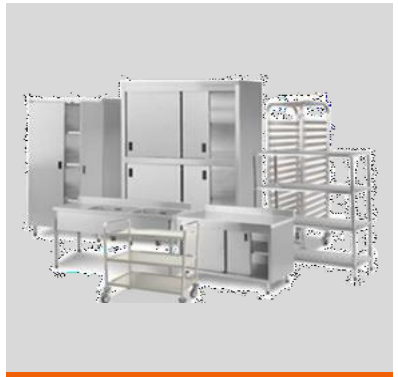
Scaffolding for Construction



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

- **GI Pipes:** For corrosion resistance and long life
- **Advantages:**
  - Withstands continuous water flow & underground use
  - 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 & Western Parts of India

~80%
Sales through Dealer Network

900+
Dealers & B2B Clients

~20%
Direct B2B Sales

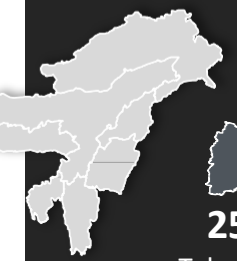
- **Healthy relationships with steel traders and manufacturers** across Telangana, Andhra Pradesh, Kerala, Karnataka, Tamil Nadu & Maharashtra
- **Loyal dealer base with years of established relationship and business development.**
- **Direct selling through dealers**, eliminating distributor channel,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

Other states: 55 Dealers and B2B clients

Customer Coverage



259 Telangana	**44** Maharashtra
156 Andhra Pradesh	**200** Karnataka
150 Tamil Nadu	**102** Kerala

Note: Dealer coverage and client data are based on FY 2025-26 figures. Dealer–B2B sales mix updated as per H1FY27 performance.







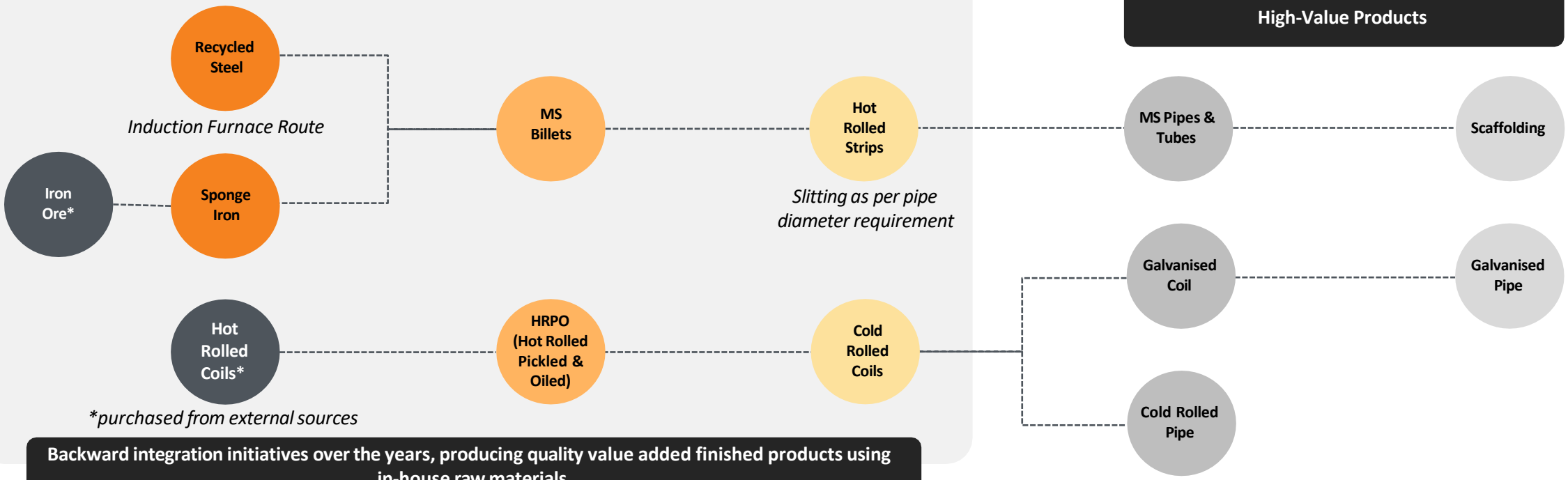


04

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

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 Liquid 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

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

Hariom is targeting strong volume growth in FY27, supported by higher capacity utilisation, an increasing contribution from value-added products, and deeper distribution reach across key markets.

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 commands an estimated 13% market share. (Both figures based on FY25 company estimates.)

Strategic Market Positioning

Hariom focuses on thin-gauge and value-added 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 and B2B clients, facilitates profound market reach into rural and urban areas, establishing a resilient and diversified sales infrastructure.









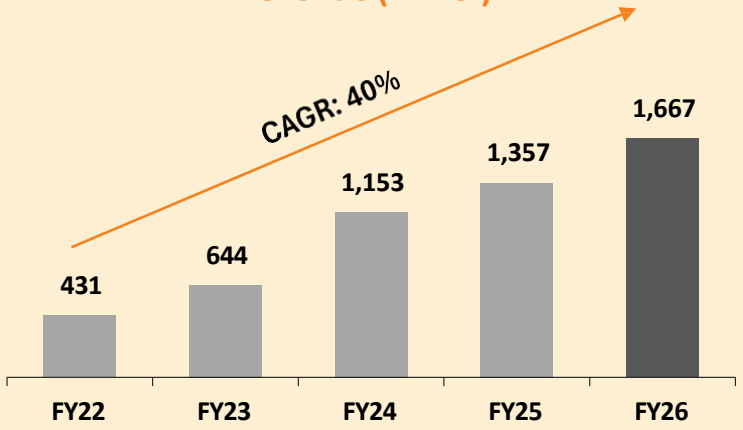


05

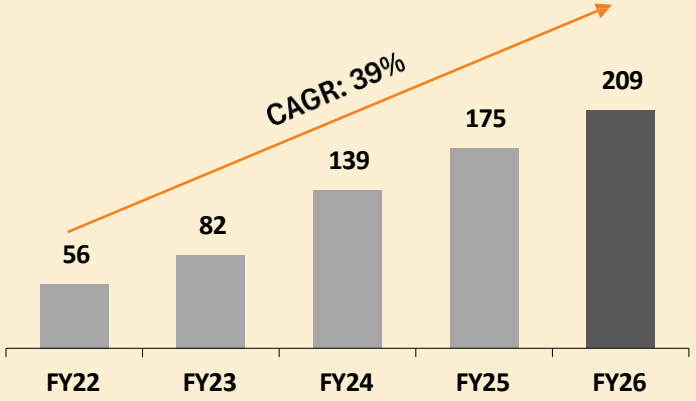
ANNUAL FINANCIALS

TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (1/2)

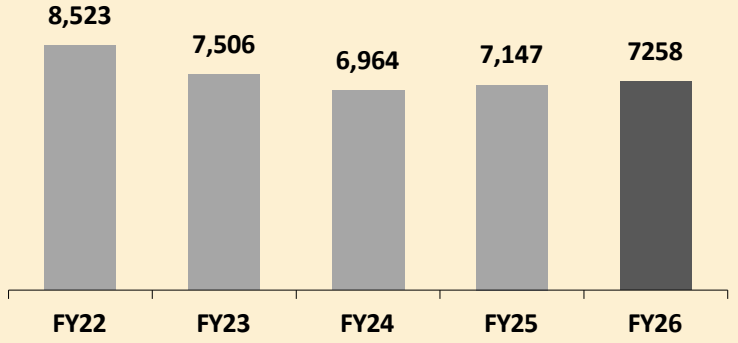
Revenue (INR Cr)



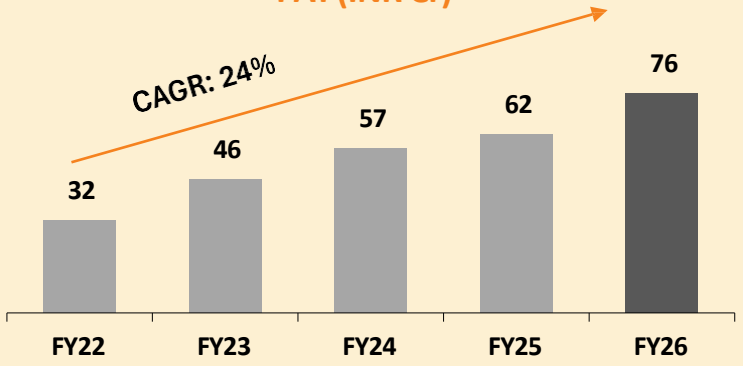
EBITDA* (INR Cr)



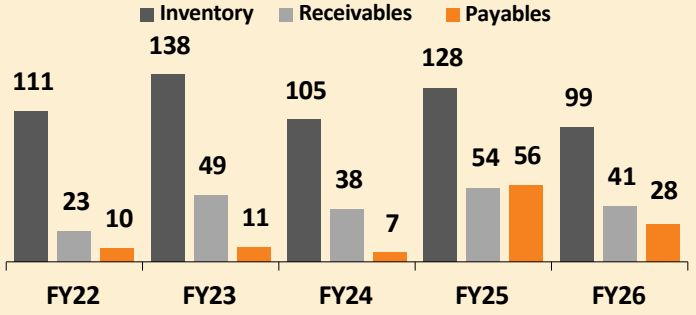
EBITDA/Ton* (INR)



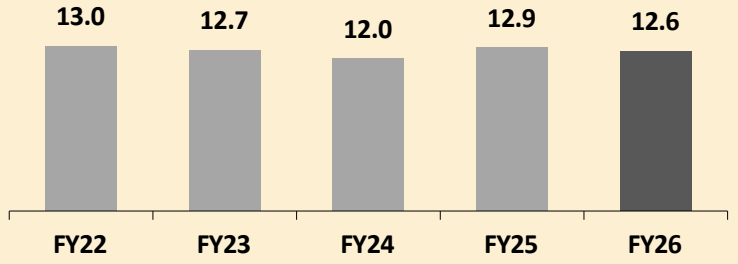
PAT (INR Cr)



Working Capital Cycle^ (Days)



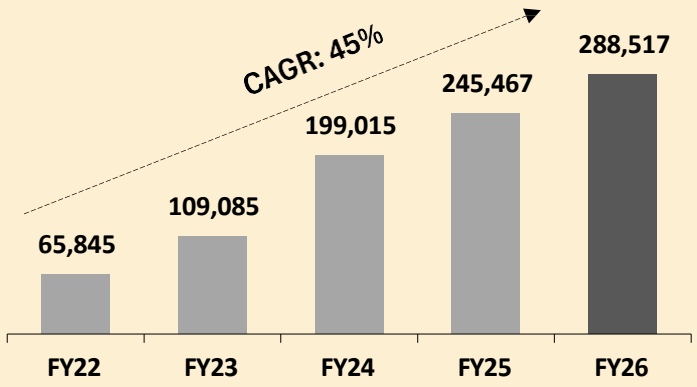
EBITDA MARGIN (%)



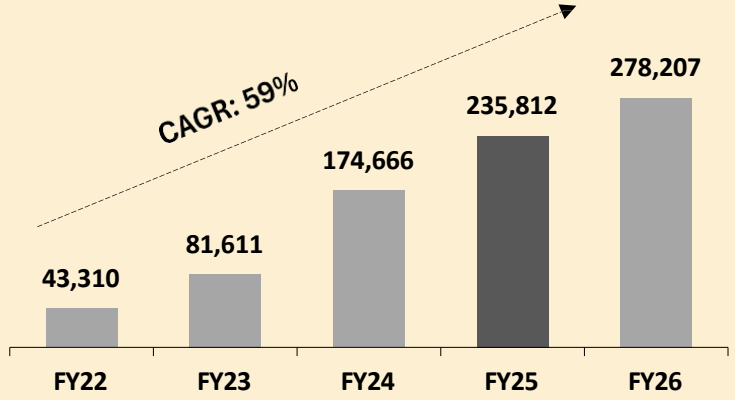
*excluding other income, ^Days based on Revenue for Receivables and COGS for Inventory and Creditors., Financials rounded off to the nearest whole number; P&L data pertains to year ended 31st March & Balance Sheet data as at 31st March for the respective financial years

TRACK RECORD OF HEALTHY FINANCIAL PERFORMANCE (2/2)

Sales Volume (MT)



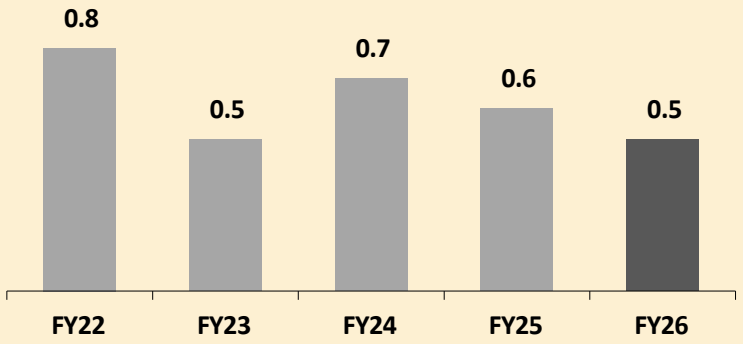
High-Value Products Sales (MT)



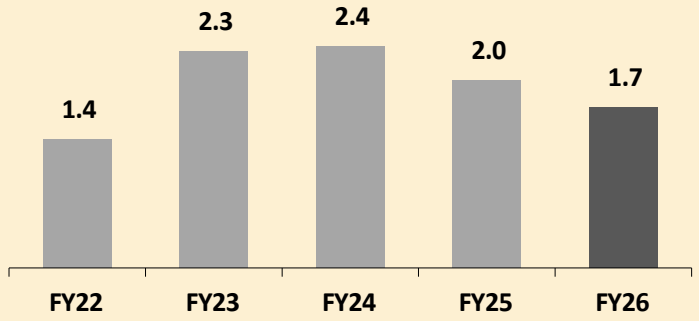
ROCE at **20.7%** and ROE at **11.7%** indicate a strong return profile.

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

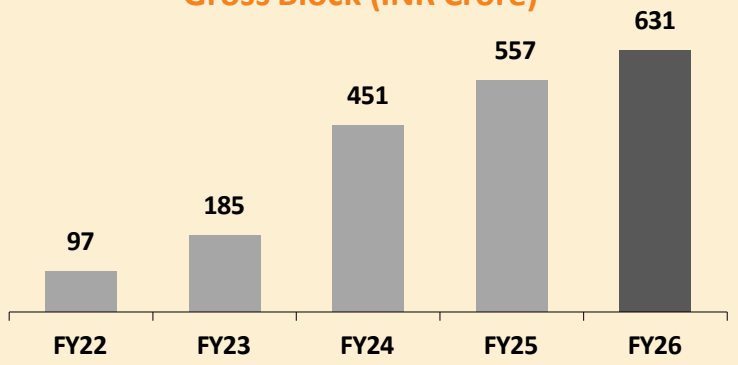
Net Debt/Equity



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

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	53.5
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 (%)	**7.38%**	**7.17%**	**4.90%**	**4.54%**	**4.51%**
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 BALANCE SHEET

Assets (₹ in Cr)	FY25	FY26	H1FY27
Fixed Asset	422.72	435.23	421.67
Work-In-Progress	11.65	14.88	42.24
Right-of-use assets	1.02	43.06	41.61
Intangible Asset	0.09	0.37	0.27
Financial Assets			
(i)Investments	0.10	9.26	49.31
(ii)Loans	-	0.33	14.88
(iii)Other financial assets	4.35	33.52	46.80
Other Non-Current Asset	4.38	3.39	8.19
Non - Current Assets	**444.31**	**540.05**	**624.97**
Inventories	426.70	404.58	473.41
Financial Assets			
(i) Trade Receivables	202.49	189.07	213.14
(ii) Cash & Cash Equivalents	26.01	0.45	0.23
(iii) Bank Balances	24.77		21.60
(iv) Other Financial Assets	0.75	8.78	8.68
Other Current Assets	71.94	39.48	34.53
Current Assets	**752.67**	**642.37**	**751.59**
Total Assets	**1,196.97**	**1,182.42**	**1,376.56**

Equity & Liabilities (₹ in Cr)	FY25	FY26	H1FY27
Equity Share Capital	30.97	30.97	30.97
Other Equity	541.71	615.68	674.44
Total Equity	**572.67**	**646.64**	**705.41**
Financial Liabilities			
(i) Borrowings	93.30	114.76	143.00
(ia) Lease Liabilities	1.11	21.35	20.71
Provisions	0.72	1.27	1.48
Deferred Tax Liabilities	10.22	13.57	13.22
Non-Current Liabilities	**105.35**	**150.94**	**178.41**
Financial Liabilities			
(i) Borrowings	307.03	231.95	295.44
(ia) Lease Liabilities	0.06	1.20	1.25
(ii) Trade Payables	186.39	111.80	117.15
(iii) Other Financial Liabilities	11.06	17.40	66.21
Other Current Liabilities	6.77	13.10	3.40
Provisions	0.06	0.11	0.11
Current Tax Liabilities	7.59	9.27	9.18
Current Liabilities	**518.95**	**384.83**	**492.75**
Total Equity & Liabilities	**1,196.97**	**1,182.42**	**1,376.56**







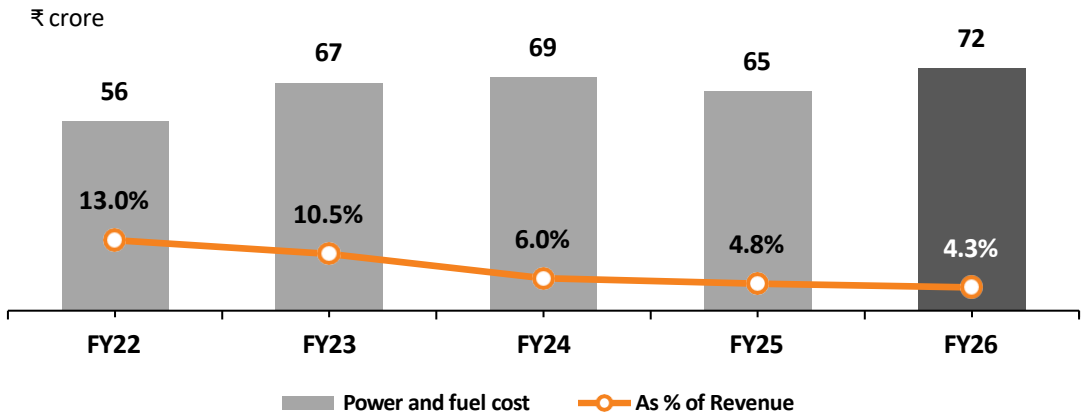


06

POWERING A SUSTAINABLE FUTURE

REDUCED ENVIRONMENTAL IMPACT WITH FOCUS ON SUSTAINABILITY

Reducing Power Costs with increasing consumption of energy from renewable sources





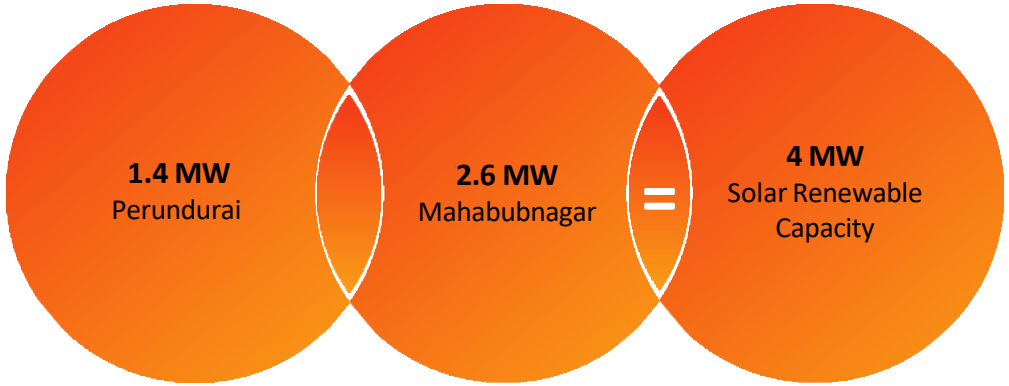
Go Green Initiative

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

33K MT
Use of Steel Scrap in Production (FY26)

~33%
Use of Recycled Steel (FY26)

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®
PIPES | SCAFFOLDING | COILS

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INFRASTRUCTURE | POWER | CONSTRUCTION | AGRICULTURE