



## IPO INSIGHTS



**Hariom Pipe Industries Ltd**

**Issue Dates - Opens: 30-03-2022 | Closes: 05-04-2022**

<b>IPO Note</b>	<ol style="list-style-type: none"> <li>1. Integrated Manufacturer of Iron and Steel Products</li> <li>2. Environment Friendly Manufacturing Processes</li> <li>3. High Growth in Revenue, Operating Profit &amp; PAT Levels</li> <li>4. Reasonable Margin</li> <li>5. Fairly Valued</li> </ol>
<b>Rating</b>	★★★(GOOD)

### IPO SNAPSHOT

Issue Size	₹ 130.05 Crores
Issue Type	Fresh Issue
Fresh Issue	₹ 130.05 Crores
Offer for Sale	-
Face Value Per Share	₹ 10
Price Band Per Share	₹ 144 - ₹ 153
Minimum Lot Size	98 shares
Listing On	BSE & NSE
Pre-Issue Promoter Shareholding	99.10%
Post-Issue Promoter Shareholding	66.04%

**Registrar to the Issue**

**Bigshare Services Private Limited**

# IPO SNAPSHOT – Hariom Pipe Industries Ltd

<b>About the Company</b>	<ul style="list-style-type: none"> <li>▪ Incorporated on June 24, 2007.</li> <li>▪ Integrated Manufacturer of Mild-Steel (MS) Pipes, Scaffolding, HR Strips, MS Billets and Sponge Iron</li> <li>▪ Caters to Southern and Western Indian Markets</li> <li>▪ MS Pipes sold and marketed as Hariom Pipes</li> <li>▪ Manufactures MS Pipes and Scaffoldings in more than 150 specifications</li> <li>▪ Company's Integrated plant at Mahabubnagar in Telangana manufactures finished steel products from Iron Scrap and Sponge Iron</li> <li>▪ Company's plant at Anantpur in Andhrapradesh exclusively manufactures Sponge Iron</li> <li>▪ Mainly sells pipes through more than 200 distributors and dealers</li> <li>▪ Also sells MS Pipes and Scaffoldings to certain developers and contractors directly as B2B Sales.</li> <li>▪ Strong Brand Name and Brand Recall Value</li> <li>▪ Focuses on Backward Integration of its production line by producing sponge from steel and forward integrating it into finished products.</li> </ul>																																				
<b>Competitive Strengths</b>	<ul style="list-style-type: none"> <li>▪ Integrated nature of operations</li> <li>▪ Environment Friendly Manufacturing Process</li> <li>▪ Strategic Location of Manufacturing Units</li> <li>▪ Cost Advantage in Manufacturing Products</li> <li>▪ Competitive Product Pricing</li> <li>▪ Experienced and Qualified Team</li> </ul>																																				
<b>Financials (₹ in Millions)</b>	<table border="1"> <thead> <tr> <th>Particulars</th> <th>31-3-2019</th> <th>31-3-2020</th> <th>31-3-2021</th> <th>30-9-2021</th> <th>Y-o-Y</th> </tr> </thead> <tbody> <tr> <td>Revenue</td> <td>1335.96</td> <td>1607.77</td> <td>2541.39</td> <td>2008.71</td> <td>58%</td> </tr> <tr> <td>EBITDA</td> <td>173.49</td> <td>238.59</td> <td>349.67</td> <td>258.60</td> <td>47%</td> </tr> <tr> <td>EBITDA Margin</td> <td>13.0%</td> <td>14.8%</td> <td>13.8%</td> <td>12.9%</td> <td></td> </tr> <tr> <td>PAT</td> <td>80.20</td> <td>79.08</td> <td>151.32</td> <td>128.69</td> <td>91%</td> </tr> <tr> <td>PAT Margin</td> <td>6.0%</td> <td>4.9%</td> <td>6.0%</td> <td>6.4%</td> <td></td> </tr> </tbody> </table> <ul style="list-style-type: none"> <li>▪ Debt to Networth &gt; 1</li> </ul>	Particulars	31-3-2019	31-3-2020	31-3-2021	30-9-2021	Y-o-Y	Revenue	1335.96	1607.77	2541.39	2008.71	58%	EBITDA	173.49	238.59	349.67	258.60	47%	EBITDA Margin	13.0%	14.8%	13.8%	12.9%		PAT	80.20	79.08	151.32	128.69	91%	PAT Margin	6.0%	4.9%	6.0%	6.4%	
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<b>Valuation</b>	<ul style="list-style-type: none"> <li>▪ At FY21 EPS of 9.80, P/E is 15.61 at Upper Price Band</li> </ul>																																				
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<b>Promoters</b>	<ul style="list-style-type: none"> <li>▪ Rupeshkumar Gupta</li> <li>▪ Saileshkumar Gupta</li> </ul>																																				

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