

VENUS PIPES & TUBES LIMITED



venus[®]
PIPES AND TUBES

Investor Presentation
August 2022





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58

Clientele base out of
Fortune 500 Companies
in India

Exports to more than

20+ Countries

105%

PAT CAGR
from FY19 to FY22

Diversified

End-user Industries

Total installed capacity of **10,800 MT** p.a. &
capacity expansion plans up to **24,000 MT** p.a.
along with **Backward Integration of 9,600 MT** p.a.



Vision

Making ourselves as first reference and preference in stainless steel pipes and tubes manufacturer



Mission

To provide quality and flawless service for dealing with customer / supplier and distributors.



Core Values

Working with the highest ethical standards in all aspects of our activities



Products manufactured are as per the *International Standards* to cater both Domestic & International markets



Stainless Steel High Precision and Heat Exchanger Tubes



Stainless Steel Hydraulic and Instrumentation Tubes



Stainless Steel Seamless Pipes



Stainless Steel Welded Pipes



Stainless Steel Box Pipes

Applications

- Heat Exchangers
- Pressure Vessels
- Chemical and Fertilizer
- Marine Equipment's
- Refinery and Petrochemical
- Process Industry
- Dairy/Pharmaceutical industry
- Nuclear Power Generation
- Automotive
- Aerospace

- Nuclear & Thermal Power generation
- Oil and Gas
- Process Industries
- Chemical and Fertilizer
- Nuclear Power
- Food & Beverage Processing
- Automotive
- Aerospace
- Medical and Pharmaceutical

- Onshore and Offshore Oil and Gas Production, Exploration and Transport
- (OCTG – Oil Country Tubular Goods)
- Chemical & Petrochemical
- Energy and Power
- Mechanical and Plant Engineering
- Marine Equipment's
- Pulp & Paper
- Pharmaceutical Industry

- Chemical & Petrochemical
- Gas Industry
- Power Generation
- Mechanical and Plant Engineering
- Marine Equipment's
- Pulp & Paper
- Pharmaceutical Industry

- Multiple industries especially for industries having structural fittings like
 - Factories
 - Warehouses
 - Temporary structures



Diversified End Use



Chemical



Engineering



Fertilisers



Pharmaceutical



Power



Food Processing



Paper



Oil & Gas



Aerospace



State of the Art Infrastructure...



Strategically located Manufacturing facility at Dhaneti (Kutch) within **proximity of Kandla & Mudra ports for enabling imports and exports**



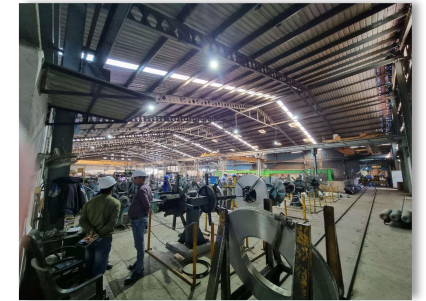
Facility on a land admeasuring **68,090 Sq. Mt.**



Surplus land of 45,690 Sq. Mt. available for proposed capacity expansion/integration

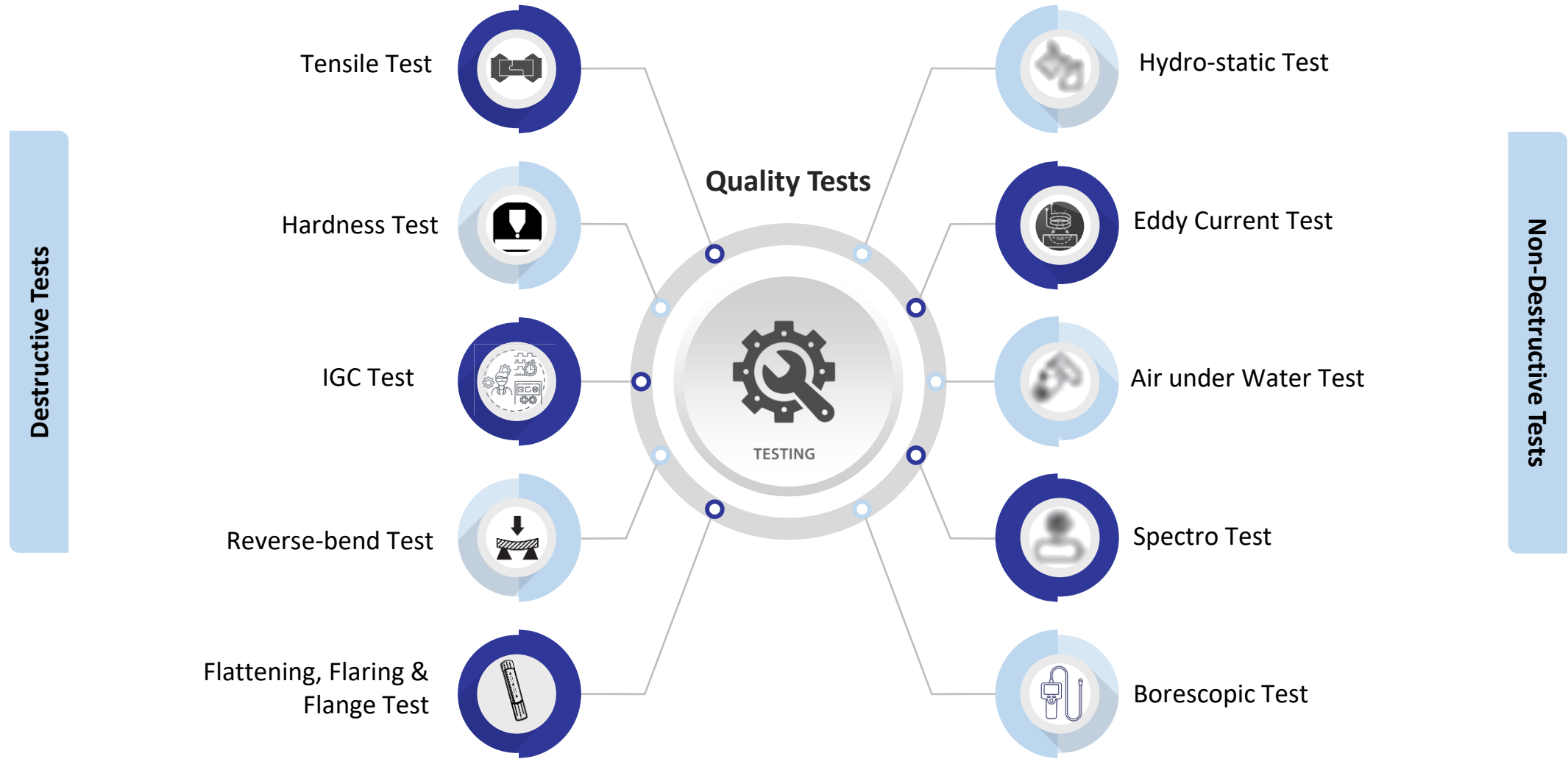


Total installed capacity of **10,800 MT** per annum with **approximate utilization of 90%+**

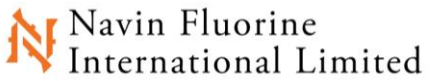




Rigorous testing system for our products to **Ensure Finest Quality** is delivered for our products



Marquee Clientele





We got the privilege to add more feathers in our cap in FY22 by acquiring clients from varied sectors

- **Toyo Engineering India Private Ltd** - Toyo Engineering India P Ltd, one of the leading EPC consultants for Oil & gas worldwide, has enlisted us as an approved vendor which will further help us to get orders from giants like BPCL, HPCL, IOCL & also in their other major EPC works
- **Tecnimont Pvt Ltd** - We also got approval from Tecnimont, a leader in large scale EPC contract
- **Technip India Ltd** – Enlisted by Technip India Ltd which is a leading engineering & technology company.
- **Osmetal Steel Solutions (German)** - On the basis of previous trial order delivered in June-21, we got **our largest ever heat exchanger U-tube order** from German Client Osmetal in FY22, one of largest traders in Europe for heat exchanger tube segment.

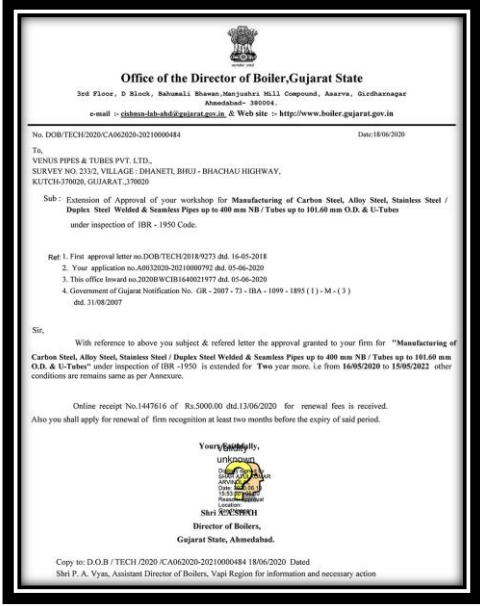
- **Chemical:** Asian Paint, Hikal Ltd, Navin fluorine, Gujarat Alkalies & Chemical Ltd (GACL)
- **Paper Industry:** Tamil Nadu Paper Ltd, JK Paper Ltd,
- **Sugar Industry & Distillery:** Rana Group, Dalmia Bharat Sugar
- **Engineering:** ISGEC heavy engineering Ltd, Tata projects (ISRO project)
- **Oil & Gas:** Mangalore Refinery & Petrochemical Ltd, (subsidiary of ONGC)
- **Pharma :** Ami Lifesciences Pvt Ltd, Nectar Lifesciences Ltd.
- **Dairy :** Kaira District Co-operative (Amul)
- **Export Client :** ABG Intermediates (Thailand), Scope Metal (Israel), Matinox (Spain), Voss (Spain & Germany).



Calendar Years	Certifications & Accreditations
2016	Our manufacturing facilities at Dhaneti have been accredited with management system standards certificate for compliance with ISO 9001: 2015, ISO 14001:2015 requirements
2017	Our Company has been verified and recognized as material manufacturer according to AD 2000 - Merkblatt W0 by The TÜV NORD Systems GmbH & Co. KG.
2017	Our Company has been certified as quality-assurance system related to the material by The TÜV NORD Systems GmbH & Co. KG.
2018	Our Company has received approval for manufacturing of Carbon Steel, Alloy Steel, Stainless Steel Welded & Seamless Pipes up to 400 mm NB / Tubes up to 101.60 mm O.D. & U-Tubes under inspection of Indian Boiler Regulations – 1950 from the Office of the Director of Boiler, Gujarat.
2018	Our manufacturing facilities at Dhaneti have been accredited with management system standards certificate for compliance with ISO 45001: 2018



ISO Certificate



IBR Certificate



TUV – AD 200 Merkblatt W0

Experienced Board of Directors



Jyantiram M Choudhary
Chairman and Non-Ex Director

Associated with the Company since its incorporation. Over ten years of experience in the steel industry and four years as director of Accuracy Shipping Limited



Arun Kothari
Managing Director

Associated with the Company since 2021 as a Director. A qualified Chartered Accountant and holds a bachelor's degree in commerce from Rajasthan University



Megharam S Choudhary
Whole Time Director

Associated with our Company since its incorporation. Over 15 years of experience in the stainless steel welded pipes and tubes industry.



Dhruv M Patel
Whole Time Director

Associated with the Company since 2015. Holds a bachelor's degree in engineering from University of Pune and a master's degree in technology from CEPT University.



Kailash Nath Bhandari
Independent Director

Bachelor's degree in law from Jodhpur University and has over 18 years of experience in the insurance sector. On the Board of Hindalco Industries Limited as an independent director



Pranay Ashok Surana
Independent Director

Master's in engineering from the Indian Institute of Technology, Bombay. Founder of Flyrobe and has been featured on the coveted Forbes 30 under 30 in the Asia list (2017) and in the India list (2019).



Komal Lokesh Khadaria
Independent Director

Member of Institute of Companies Secretaries of India ("ICSI") and holds a bachelor's degree in commerce. Holding nine years of experience and has held the position of Chairperson of Surat Chapter of ICSI



Shyam Agarwal
Independent Director

Doctorate in law from University of Rajasthan and has over fifteen years of experience. A member of the quality review board of the ICAI, New Delhi; and Chairman and independent director of ICMAI Registered Valuers Organization, New Delhi.

Strong Management Team



Jayantiram M Choudhary

Chairman and Non-Ex Director

Associated with the Company since its incorporation. Over ten years of experience in the steel industry and four years as director of Accuracy Shipping Limited

Arun Kothari

Managing Director

Associated with the Company since 2021 as a Director. A qualified Chartered Accountant and holds a bachelor's degree in commerce from Rajasthan University

Megharam S Choudhary

Whole Time Director

Associated with our Company since its incorporation. Over 15 years of experience in the stainless steel welded pipes and tubes industry.

Dhruv M Patel

Whole Time Director

Associated with the Company since 2015. Holds a bachelor's degree in engineering from University of Pune and a master's degree in technology from CEPT University.

Pavan Kumar Jain

Company Secretary and Compliance Officer

Associated with us as manager (finance and accounts) since August 2020. A qualified company secretary holding three (3) years of experience in finance, accounting and secretarial work

Kumar Shishir C Sinha

President (Marketing)

With our Company since March 01, 2021. Holds a degree of bachelors in arts from Magadh University and has over 30 years of experience in the stainless-steel pipes and tubes.

Kunal Bubna

President (Finance & Accounts)

Associated with the Company since July 2021. Is a fellow member of the Institute of Chartered Accountants of India and the ICSI with fourteen (14) years of experience.

Bharat Kumar Prajapati

Production Head

With our Company since September 2020. Has a diploma in mechanical engineering from the Technical Examination Board, Gujarat and twenty (20) years of experience in pipe industry.

Om Prakash Mishra

Vice President (Operations)

With our Company since December 2021. He holds a degree of bachelors in engineering from University of North Bengal and 23 years of experience in manufacturing industry.



May 2022

- ✓ Listing of Venus Pipes & Tubes Limited
- ✓ Listing done on BSE & NSE
- ✓ Fresh Issue of Equity shares aggregating to ₹ 165.4 Cr.
- ✓ Objects of the Issue :
 1. Financing the project cost towards
 - Capacity expansion
 - Technological upgradation
 - Cost optimization of our operations & support to the manufacturing facility and
 - Backward integration for manufacturing of hollow pipes
 2. Long-term working capital requirements
- ✓ On 21st October 2021, we had made private placement of ₹ 59.443 Cr.

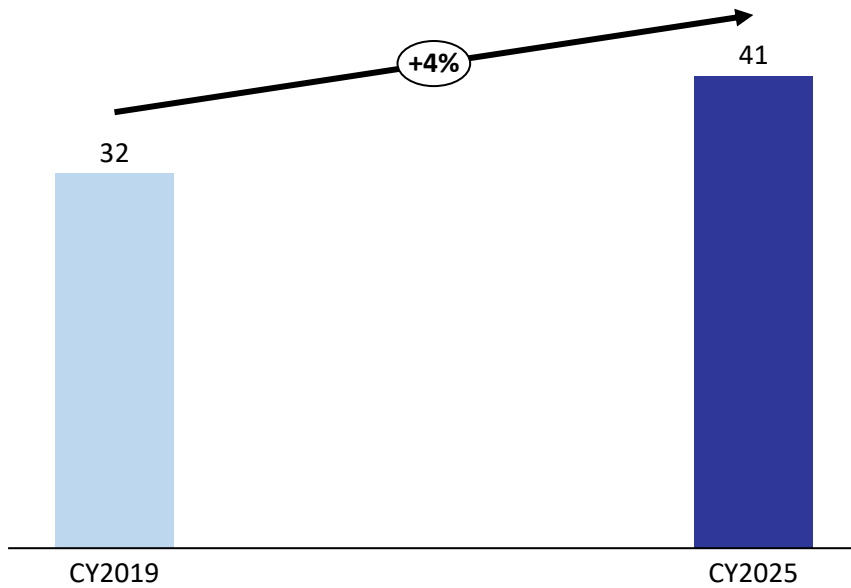
INDUSTRY OUTLOOK



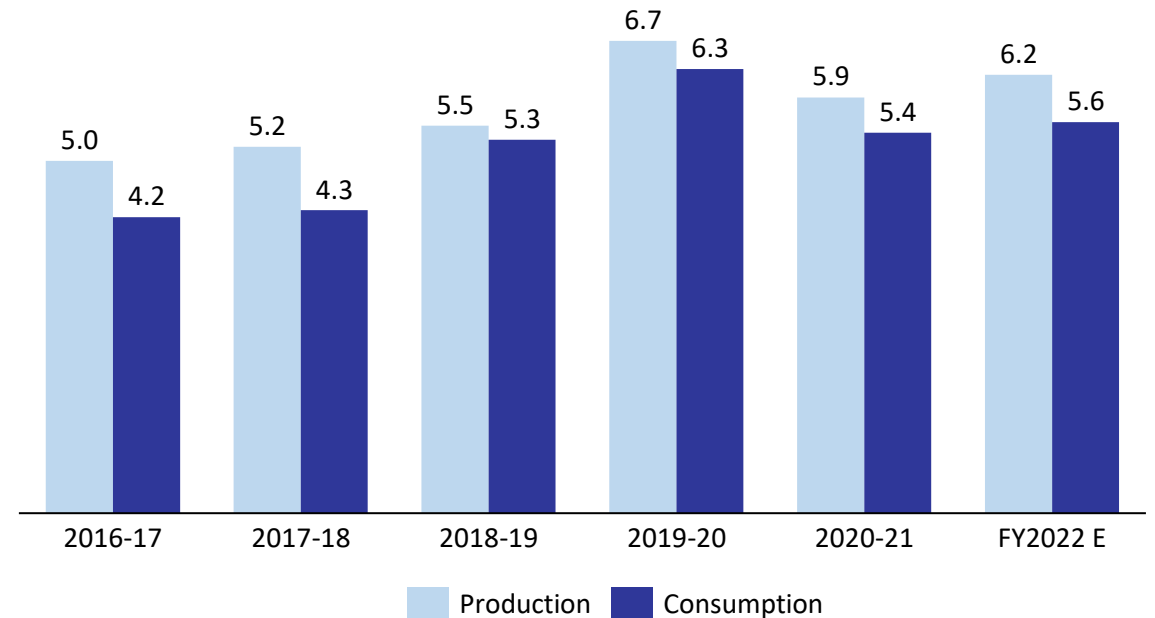


- ✓ The Indian stainless-steel sector is the **2nd largest producer** (till 2020) and consumer in the world and has a total manufacturing capacity of more than **5 Mn** tons of stainless steel annually
- ✓ India's per capital stainless steel consumption has **increased from 1.2 Kg in 2010 to 2.5 Kg in 2019**, however its **consumption is comparatively lower** compared to world average of **6 Kg per capita**

Global Stainless Steel & Pipes Industry (USD bn)



Steel Pipe & Tube Consumption in India (Mn Tons)





Industry Growth Drivers

- ✓ Significant demand for Pipes & Tubes specifically from industry like chemical , pharma, engineering etc.
- ✓ In value terms, the size of Chemical industry is currently estimated at USD 178 Bn which is slate to grow to USD 300 Bn by 2025, growing annually by 9% per annum
- ✓ During FY 2021-30, the annual turnover in Indian Pharmaceutical Industry is expected to grow by a CAGR of 10%, to reach INR 7,840 Bn

Sector specific schemes by Government as below shall act as an aid in generating demand for steel pipes & tubes in India

- ✓ **Chemicals**
 - Chemicals Promotion and Development Scheme (CPDS):
 - Petroleum, Chemicals, and Petrochemical Investment Regions (PCPIR)
- ✓ **Oil & Gas**
 - Hydrocarbons Exploration Licensing Policy (HELP)
- ✓ **Pharmaceutical**
 - Scheme for Development of Pharmaceutical Industry
 - Schemes to improve bulk drug production in India

Policies Driving Growth

Major Policies in Steel & Steel Pipes& Tubes Sector

- ✓ Strengthening the raw material supply chain
- ✓ Stainless steel pipes notified under Steel Quality Control Order
- ✓ Anti-Dumping Duty
- ✓ Domestically manufactured iron and steel products policy (DMISP)
- ✓ Duty Reduction Structure



Demand Generation from Government Initiatives

- ✓ Production Linked Incentives (PLI) Scheme The government has announced INR 1.97 Tn to be spent in the next 5 years for PLI schemes in 13 Sectors
- ✓ Atmanirbhar Bharat Packages
- ✓ National Manufacturing Policy
- ✓ National Infrastructure Pipeline (NIP)

STRATEGIES TO SUPPORT GROWTH



THE ARTERIES OF INDUSTRIAL FLOW

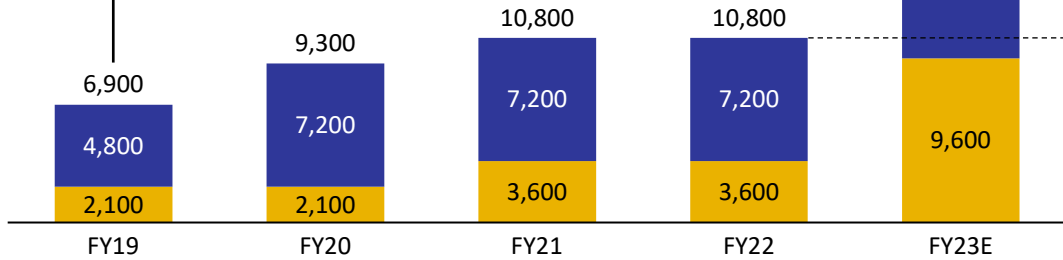
Capacity Expansion & Backward Integration



Capacity Expansion for Finished Products (MTPA)

3.7x Capacity Expansion

2x



To Cater to increasing demand in the Domestic & Export Markets

Pursuing Capacity Expansion....

Particulars	Current		Post Expansion	
	Size (mm)	Capacity	Size (mm)	Capacity
Seamless	6 – 114.3	3,600 MTPA	6 – 168.3	9,600 MTPA
Welded	6 – 219.3	8,400 MTPA	6 – 1,219.2	15,600 MTPA
Mother Hollow	NA	0	NA	9,600 MTPA

...alongside Backward Integration

- **Backward integration strategy** of setting up a piercing line for manufacturing of hollow pipes
- With the piercing plant, **will be able to produce hollow pipes** from SS round bar

Increase in Capacity



Increase in Market Share



Backward Integration



Improving Margins



Cost Optimization



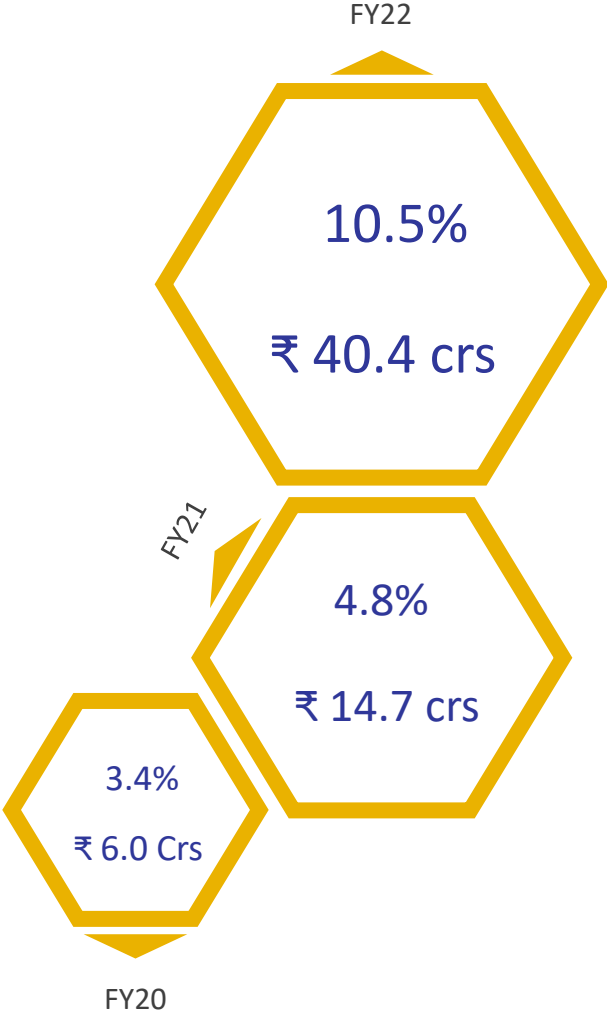
Increase in Profitability

Geographical Expansion



Exports in More than 20+ Countries

- United Kingdom
- France
- South Africa
- UAE
- Italy
- Poland
- Oman
- Sri Lanka
- Austria
- Germany
- Iran
- Spain
- Brazil
- Romania
- BELGIUM
- Israel
- Ethiopia
- Slovenia
- Russia
- Thailand



Contribution from Export Revenue

Leverage our Existing Relationship to Deepen our Presence in Export Markets



Productivity & Efficiency Enhancement



Install acid regeneration plant for lower consumption of acids to improve operating margins and better plant productivity



Significant Environmental and Economic advantages shall follow from reduced usage of raw acids



Enterprise Resource Planning ("ERP") to be introduced for efficient control over our manufacturing process & productivity

Creating Brand for "VENUS" thereby increasing the contribution from direct sales for higher realizations



International Standards

Trade Fares



Exhibitions

Digital Marketing

Customer Centric



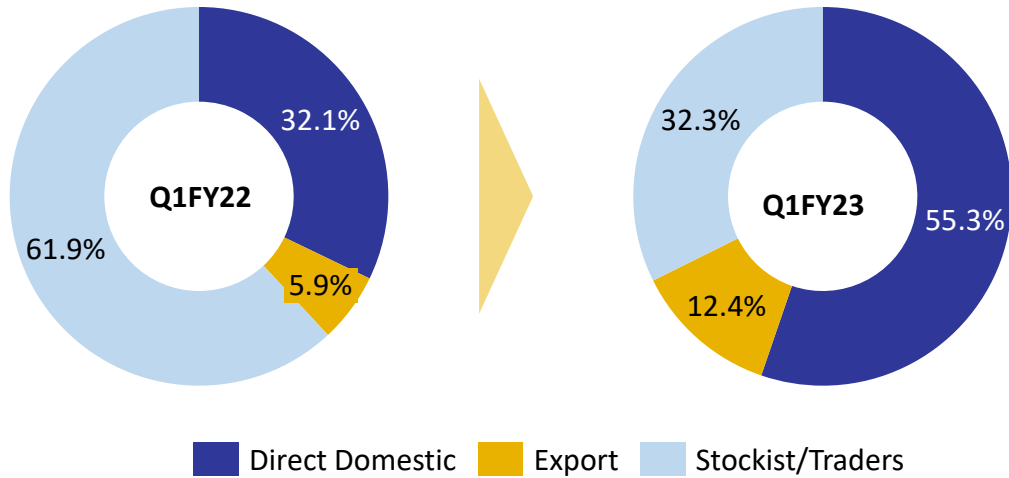
Various Brand Building Activities

Q1 FY23 FINANCIAL & OPERATIONAL HIGHLIGHTS

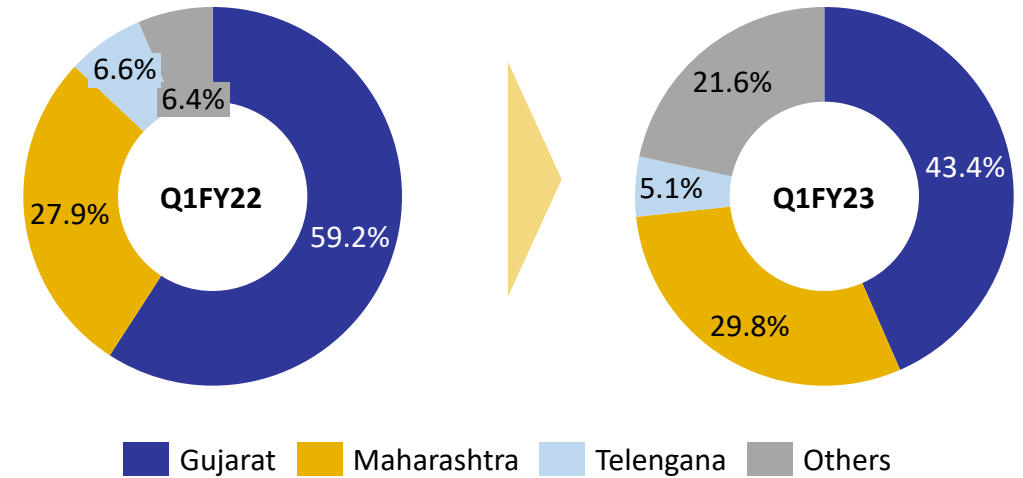




Geography Wise



State Wise

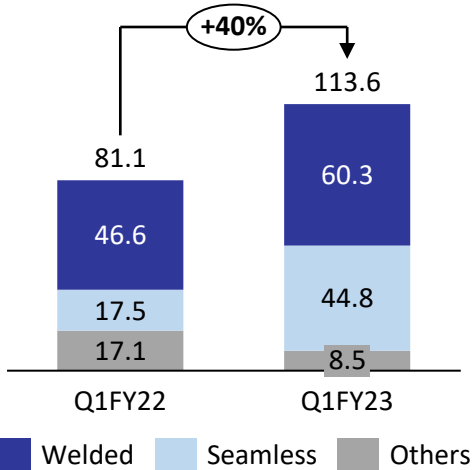


- ✓ Trusted brand created for “VENUS” led to increase in direct sales to Domestic customers from 32.1% in Q1FY22 to **55.3% in Q1FY23**
- ✓ Our Exports sales contributed **12.4% in Q1FY23** as compared to 5.9% in Q1FY22
- ✓ Our geographical expansion strategy is playing out well with increase in sales from other states to **21.6% in Q1FY23** from 6.4% in Q1FY22

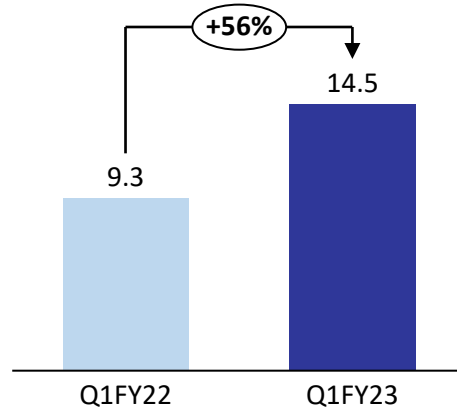
Key Financials – Q1FY23



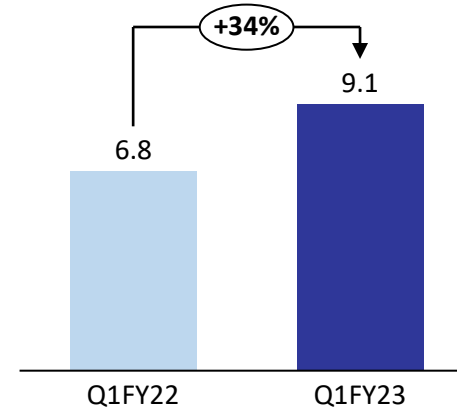
Revenue (in ₹ Cr)



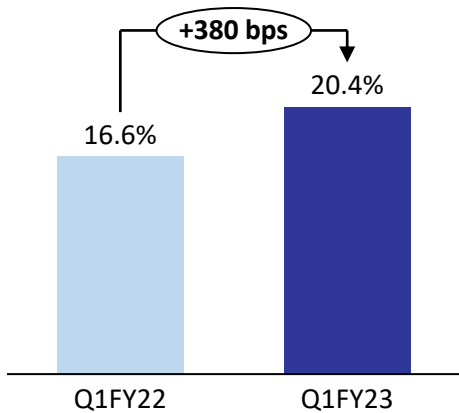
EBITDA (in ₹ Cr)



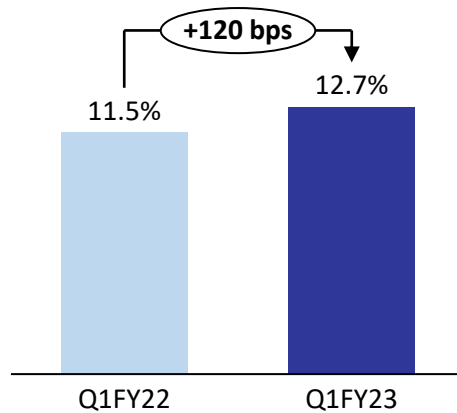
PAT (in ₹ Cr)



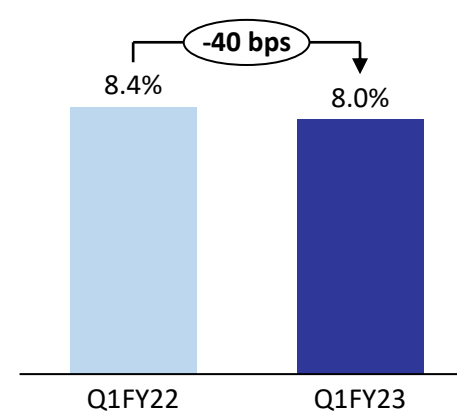
Gross Profit Margin



EBITDA Margin



PAT Margin



- ✓ Revenue for Q1FY23 stood at Rs. 114 crs as compared to Rs. 81 crs, a **growth of 40%**
- ✓ Change in product mix has led to **increase in gross margins by 380 bps**
- ✓ EBITDA for Q1FY23 stood at Rs. 14.5 crs, an **increase of 55%** on Y-o-Y basis. EBITDA margins stood at 12.7% **up by 120 bps Y-o-Y**
- ✓ PAT for the quarter **stood at Rs. 9 crs** with PAT margins of 8%
- ✓ With **addition of 2 tube mill** the capacity for Welded pipes has **increased by 100 MT per month** from 600 MT per month to 700 MT per month July 22 onwards

Profit & Loss – Q1FY23



Profit and Loss (in ₹ Cr)	Q1FY23	Q1FY22	YoY	Q4FY22	QoQ
Revenue from Operations	113.6	81.1	40.1%	110.2	3.1%
Cost of Goods Sold	90.5	67.6		88.6	
Gross Profit	23.1	13.4	72.4%	21.6	6.9%
Gross Profit Margins (%)	20.4%	16.6%		19.6%	
Employee Cost	2.3	1.2		2.0	
Other Expenses	6.4	2.9		5.9	
EBITDA	14.5	9.3	55.9%	13.7	5.8%
EBITDA Margins (%)	12.7%	11.5%		12.5%	
Depreciation	0.4	0.3		0.4	
Other Income	0.6	1.3		0.6	
EBIT	14.7	10.3	42.7%	14.0	5.0%
Finance Cost	2.5	1.2		2.8	
Share in Profit/(loss) in JV and Associates	0.0	0.0		0.0	
Profit before Tax	12.2	9.1	34.1%	11.2	8.9%
Tax	3.0	2.3		3.1	
Profit After Tax	9.1	6.8	33.8%	8.1	12.3%
PAT Margins (%)	8.0%	8.4%		7.3%	

HISTORICAL FINANCIAL & OPERATIONAL HIGHLIGHTS

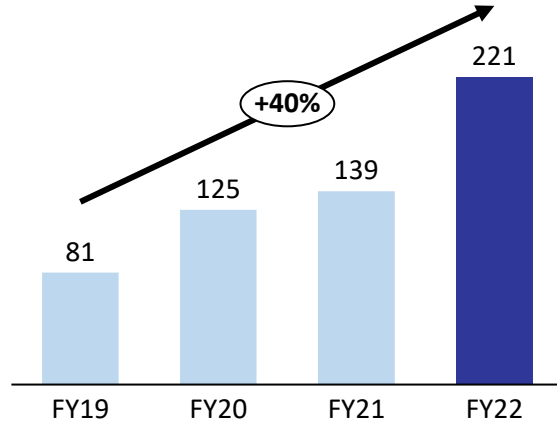


Product Category Split

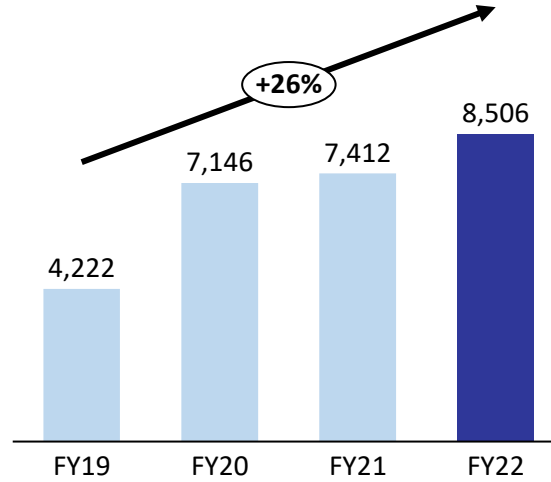


Welded

Revenue (in ₹ Cr)

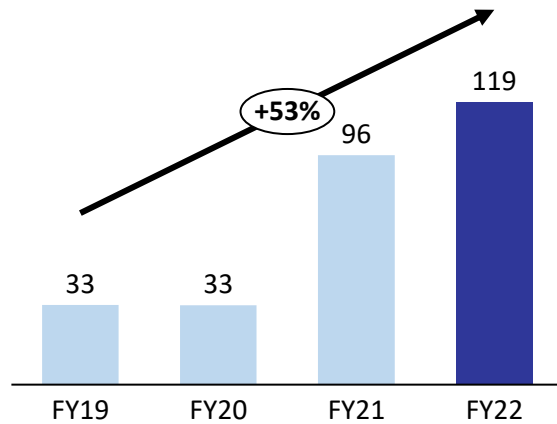


Volume (in MTS)

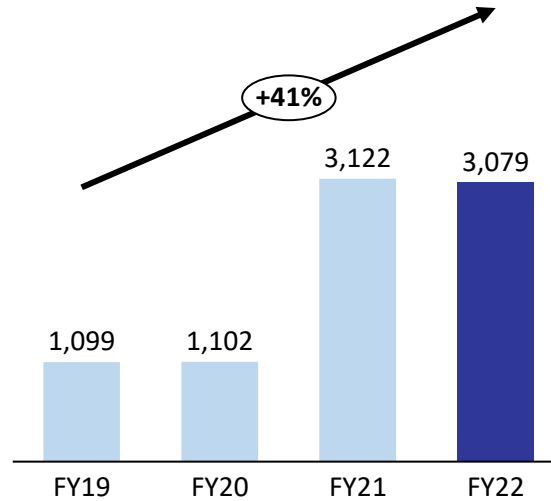


Seamless

Revenue (in ₹ Cr)



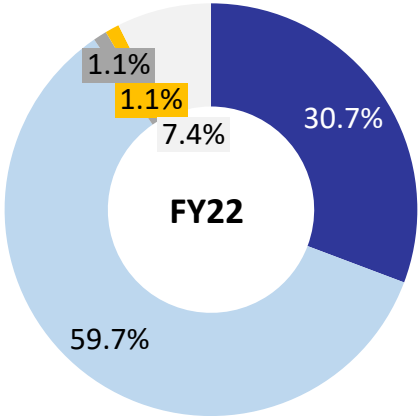
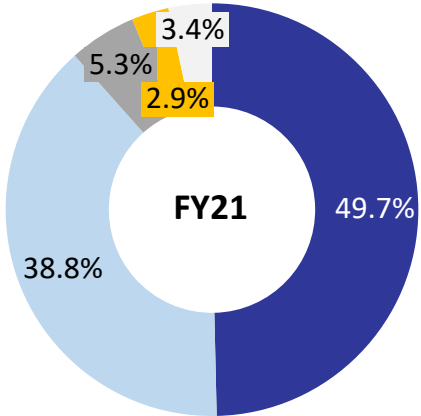
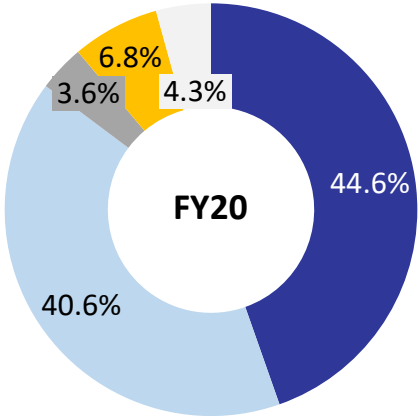
Volume (in MTS)



- ✓ Revenue and Volumes have grown tremendously across both our segments in a short span of just 4 years
- ✓ Volume growth for Welded has been at a CAGR of 26% and for Seamless the volume growth was 41% CAGR between FY19-FY22
- ✓ We attribute this uptick in our exports to our in-house **quality control team of 27 personnel**, who make sure we comply with international quality standards



Direct Domestic Sales Spilt

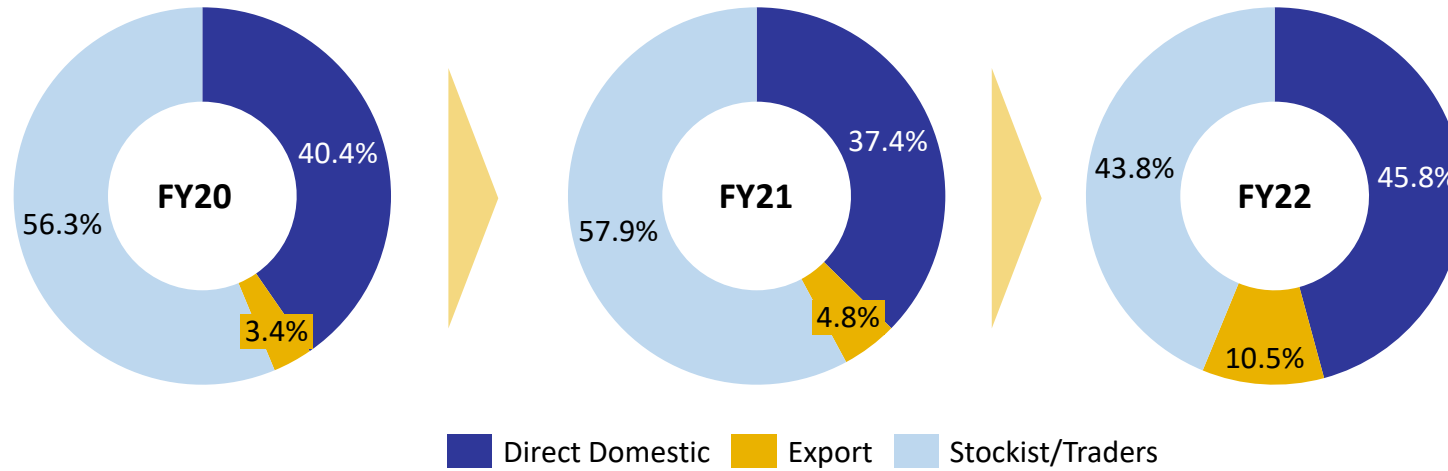


■ Chemicals ■ Engineering ■ Fertilizers ■ Pharma ■ Others

- ✓ Revenue contribution from Other industries has **increased from 4.3% in FY20 to 7.4% in FY22**
- ✓ Revenue **dependency** from chemical industry has **reduced from 44.6% in FY20 to 30.7% in FY22**
- ✓ Due to the capex cycle revival in India, the share of Engineering has **increased from 40.6% in FY20 to 59.7% in FY22**

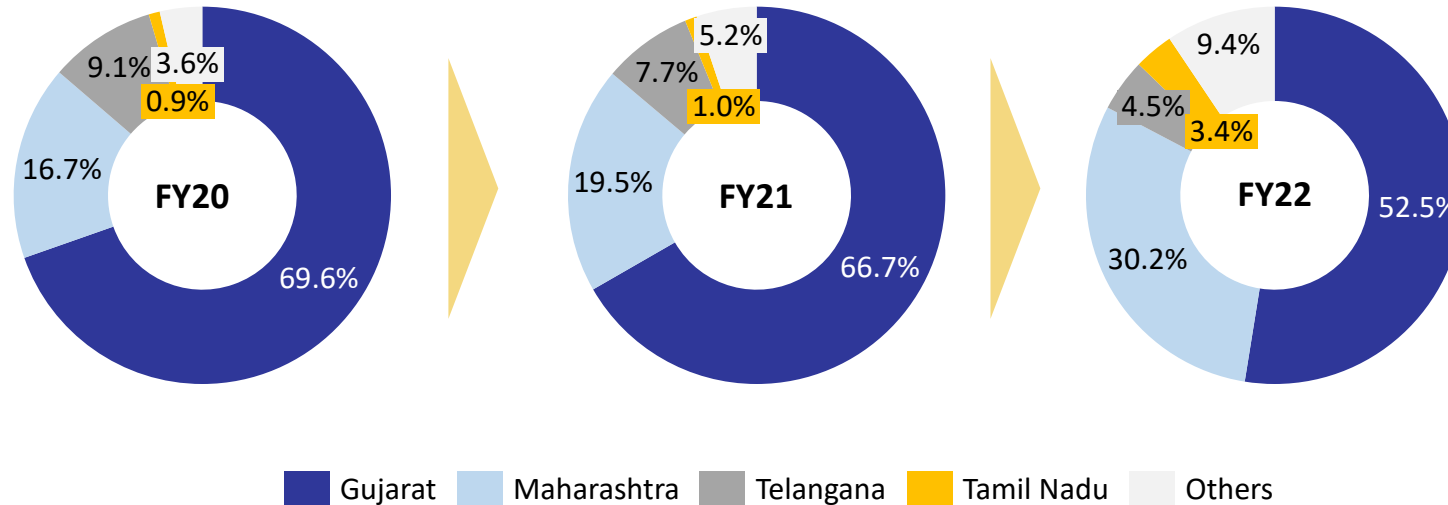
Sales Split across Geography

Geography



- ✓ Revenue contribution from exports have increased from **3.4% in FY20 to 10.5% in FY22**
- ✓ Direct domestic sales to end consumers have increased from **37.4% in FY21 to 45.8% in FY22**
- ✓ Revenue contribution from Stockist/Traders has **reduced from 56.3% in FY20 to 43.8% in FY22**

State wise revenue

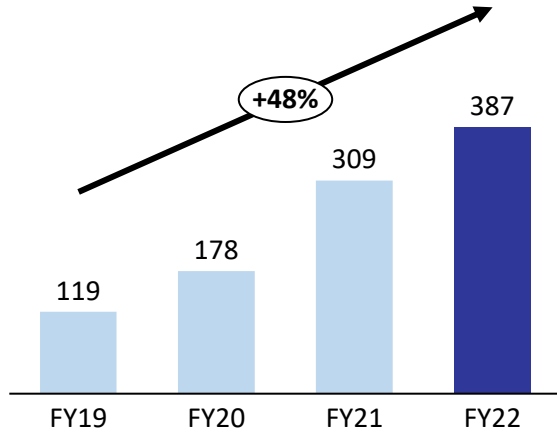


- ✓ Revenue contribution from Other States increased by **3x between FY20 to FY22** aligning with goal of expanding across domestic market
- ✓ Revenue from states like Maharashtra and Tamil Nadu went up significantly giving us better access across regions

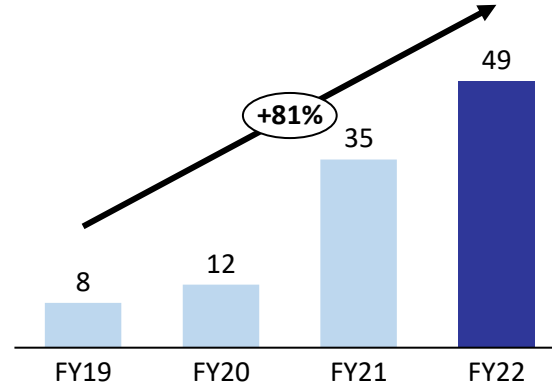
Key Historical Financials



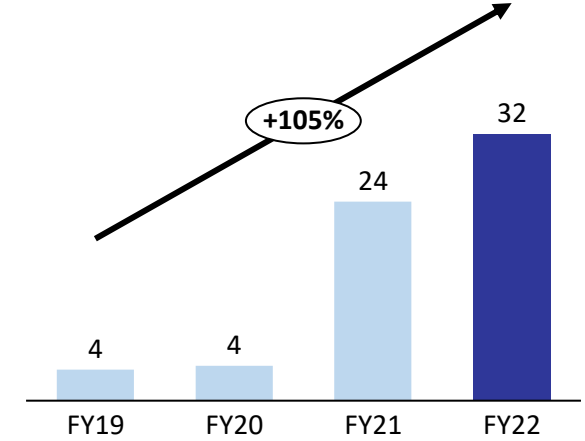
Revenue (in ₹ Cr)



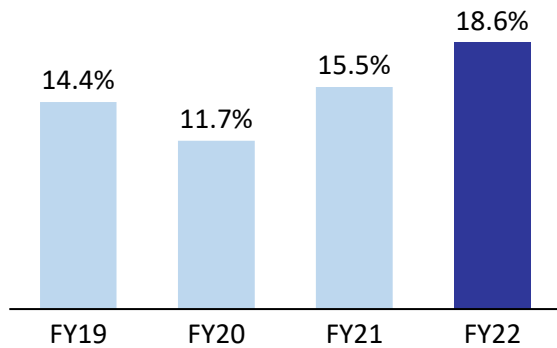
EBITDA (in ₹ Cr)



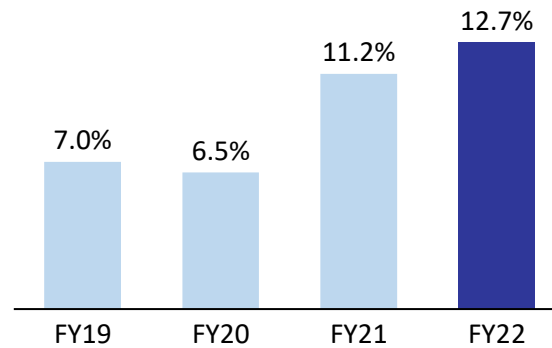
PAT (in ₹ Cr)



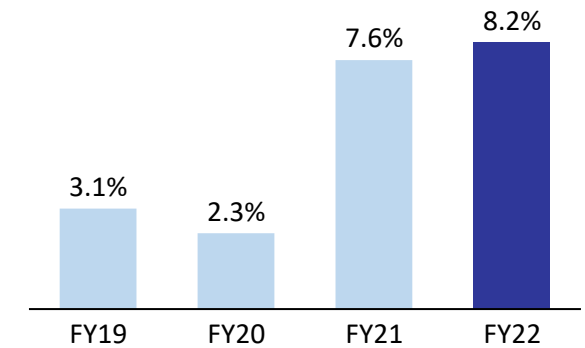
Gross Profit Margin



EBITDA Margin



PAT Margin





Profit and Loss (in ₹ Cr)	FY22	FY21	FY20	FY19	CAGR
Revenue from Operations	386.9	309.3	177.8	118.8	
Cost of Goods Sold	315.0	261.5	157.0	101.6	
Gross Profit	71.9	47.9	20.8	17.1	61%
Gross Profit Margins (%)	18.6%	15.5%	11.7%	14.4%	415 bps
Employee Cost	6.2	3.2	2.7	2.5	
Other Expenses	16.4	9.9	6.5	6.3	
EBITDA	49.3	34.8	11.6	8.3	81%
EBITDA Margins (%)	12.7%	11.2%	6.5%	7.0%	574 bps
Depreciation	1.4	1.0	2.1	2.0	
Other Income	2.1	2.7	1.5	1.8	
EBIT	49.9	36.5	11.0	8.1	84%
Finance Cost	7.1	5.6	4.6	3.1	
Share in Profit/(loss) in JV and Associates	0.0	0.0	0.0	0.0	
Profit before Tax	42.9	31.0	6.5	4.9	105%
Tax	11.2	7.32	2.4	1.3	
Profit After Tax	31.7	23.6	4.1	3.7	105%
PAT Margins (%)	8.2%	7.6%	2.3%	3.1%	510 bps



Assets (in ₹ Cr)	Mar-22	Mar-21	Mar-20	Mar-19
Non - Current Assets	30.4	20.9	17.5	10.0
Property Plant & Equipments	21.3	19.5	12.2	9.8
CWIP	7.4		3.2	
Intangible assets	0.1	0.1	0.1	
Other Financial Assets	1.7	1.3	2.0	0.3
Other Non - Current Assets (Net)				
Current Assets	217.5	116.6	89.7	69.1
Inventories	93.5	44.2	44.3	36.2
Financial Assets				
(i) Investments	1.4			
(i) Trade receivables	73.5	45.1	30.7	21.6
(ii) Cash and cash equivalents	0.0	0.1	0.4	0.3
(iii) Bank balances other than cash and cash equivalents	7.3	4.4	5.0	1.5
Other Financial Assets	0.7	2.6	0.0	1.1
Other Current Assets	41.1	20.4	9.3	8.4
Total Assets	247.9	137.5	107.2	79.1

Equity & Liabilities (in ₹ Cr)	Mar-22	Mar-21	Mar-20	Mar-19
Total Equity	128.5	39.9	16.3	12.2
Share Capital	15.2	8.7	8.7	8.7
Reserves & Surplus	113.3	31.2	7.5	3.4
Non-Current Liabilities	15.6	19.5	20.1	14.6
Financial Liabilities				
(i) Borrowings	14.3	18.5	18.6	14.4
(ii) Lease Liabilities	0.2	0.3	0.4	
Provisions	0.3	0.2	0.2	0.1
Deferred Tax Liabilities	0.7	0.4	0.9	0.2
Current Liabilities	103.7	78.2	70.9	52.3
Financial Liabilities				
(i) Borrowings	54.4	19.0	24.0	15.0
(ii) Trade Payables	33.5	42.4	41.3	32.5
(iii) Lease	0.0	0.1	0.1	
(iii) Other Financial Liabilities	0.2	0.1	0.0	0.1
Other Current Liabilities	5.5	6.2	3.1	2.9
Current tax liabilities (net)	10.2	10.3	2.4	1.9
Provisions	0.0	0.0	0.0	0.0
Total Equity & Liabilities	247.8	137.5	107.2	79.1

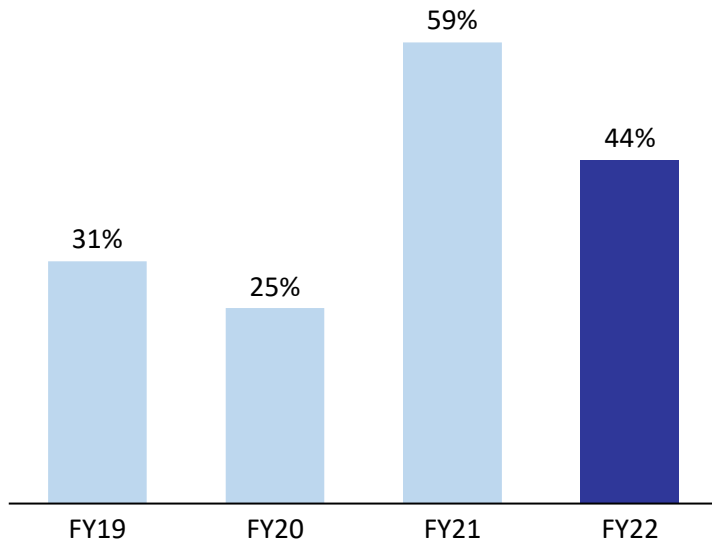
Cashflow Statement



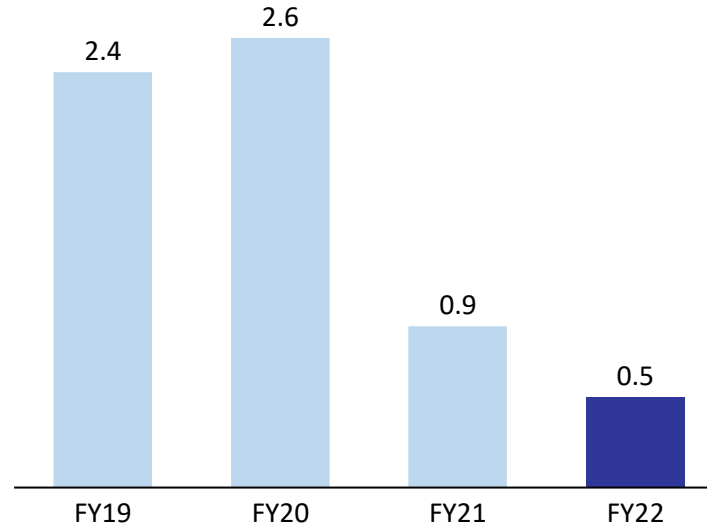
Particulars (in ₹ Cr)	FY22	FY21	FY20	FY19
Net Profit Before Tax	42.9	31.0	6.5	4.9
Adjustments for: Non -Cash Items / Other Investment or Financial Items	5.6	5.1	4.1	2.6
Operating profit before working capital changes	48.5	36.1	10.6	7.6
Changes in working capital	-97.4	-24.0	-7.1	-12.9
Cash generated from Operations	-49.0	12.1	3.5	-5.4
Direct taxes paid (net of refund)	11.0	0.7	1.1	1.3
Net Cash from Operating Activities	-60.0	11.3	2.4	-6.7
Net Cash from Investing Activities	34.1	-2.4	-12.4	-1.4
Net Cash from Financing Activities	25.8	-9.2	10.0	7.7
Net Decrease in Cash and Cash equivalents	0.0	-0.3	0.1	-0.3
Add: Cash & Cash equivalents at the beginning of the period	0.1	0.4	0.3	0.6
Cash & Cash equivalents at the end of the period	0.0	0.1	0.4	0.3



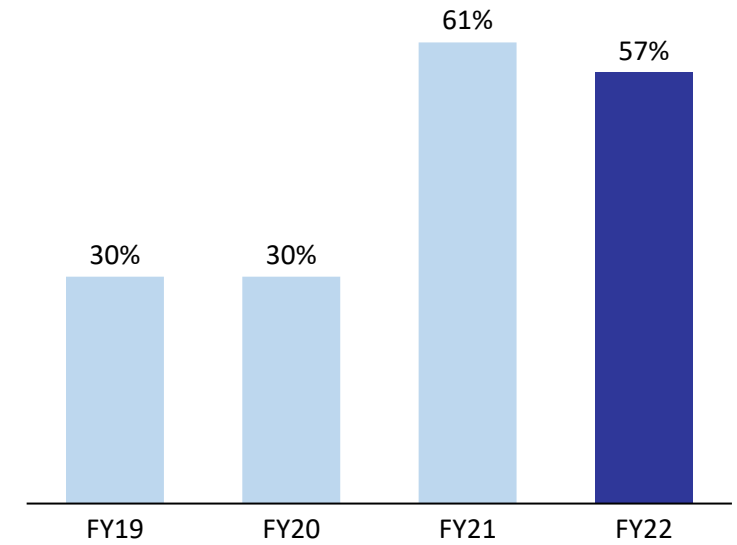
ROE*



Debt / Equity Ratio



ROCE*

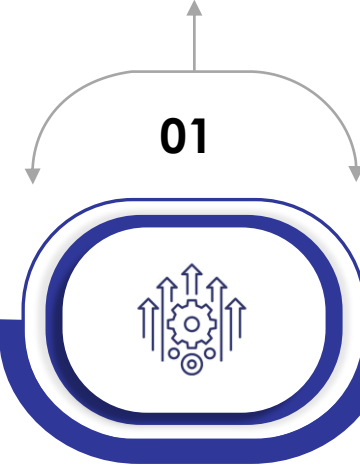


*The company had made Private Placement on 21st October 2021 of ₹ 59.443 cr



Capacity Expansion

Proposing to expand our existing manufacturing capacity for welded pipes/tubes and seamless pipes/tubes for manufacturing higher diameter pipes/tubes.



01

Geographical Expansion

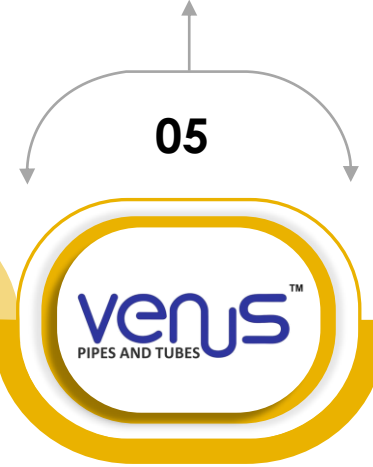
We intend to leverage our existing relationships to further deepen our presence in the international market, particularly in the European Union.



03

Brand Value

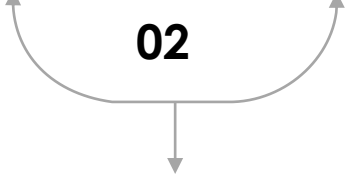
We intend to make consistent efforts to strengthen our brand "Venus" and enhance our brand visibility for attaining parity with our industry peers.



05

Backward Integration

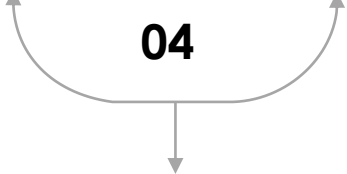
We plan to set up a piercing line for manufacturing of hollow pipes with the capacity of 800 MT per month, as our backward integration strategy. With the piercing plant, we will be able to produce hollow pipes from SS round bar.



02

Better Efficiency

We are proposing to install an acid regeneration plant ("ARP") where the consumption of acid in our manufacturing process shall be reduced substantially, and we believe that the same shall help us in improving our operating margins.



04



Thank You

VENUS[®]
PIPES AND TUBES

Venus Pipes & Tubes Limited

CIN: L74140GJ2015PLC082306

Mr. Kunal Bubna (President – Accounts & Finance)

cs@venuspipes.com

SGA Strategic Growth Advisors

Strategic Growth Advisors Private Limited

CIN: U74140MH2010PTC204285

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