

# VENUS PIPES & TUBES LIMITED



**venus**  
PIPES AND TUBES

Investor Presentation  
November 2024





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## 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

**70+**

Clientele base out of **Fortune 500** Companies in India

Exports to more than **25+** Countries

**114%**

**PAT CAGR**  
from FY20 to FY24

**8.0%**

Market Share for Seamless Pipes in FY24 compared to 1.6% in FY20

Total installed capacity of **38,400 MT** p.a. & along with

Backward Integration of **~14,400 MT** p.a.

**Diversified**

End-user Industries

Committed on being a **leading manufacturer and provider** of high-quality **Stainless-steel pipes and tubes** for demanding and challenging applications

### Key Operational Highlights

- ✓ Your company reported robust revenue growth of 19.6%, standing at Rs. 228.9 crores with EBITDA margins of 17.9%. For H1FY25, the revenues stood at Rs. 469.1 crores (volume growth of 30%+ for Seamless and Welded) witnessing a growth of 26.4% Y-o-Y with robust margins of 19.0%
- ✓ The above growth was achieved despite domestic sales being impacted due to the spill over of orders to next quarters, primarily due to heavy rainfall in certain regions of the country. However, the overall demand outlook remains strong
- ✓ Exports witnessed strong growth of 2.5x for the quarter on a Y-o-Y basis on the back of strong export demand, despite elevated freight rates which impacted margins during the quarter.
- ✓ Order book was all time high of Rs ~340 crores.
- ✓ Company continues to invest in best talent which has led to increase in market share across geographies (5x jump in domestic seamless pipe market share ).
- ✓ We have appointed Mr. Neelanjan Bharadwaj as CSO & Mr. Mark Light as VP of Business Development (Energy), to further strengthen brand Venus & gain market share.

### Robust Quarterly Performance

#### Q2FY25

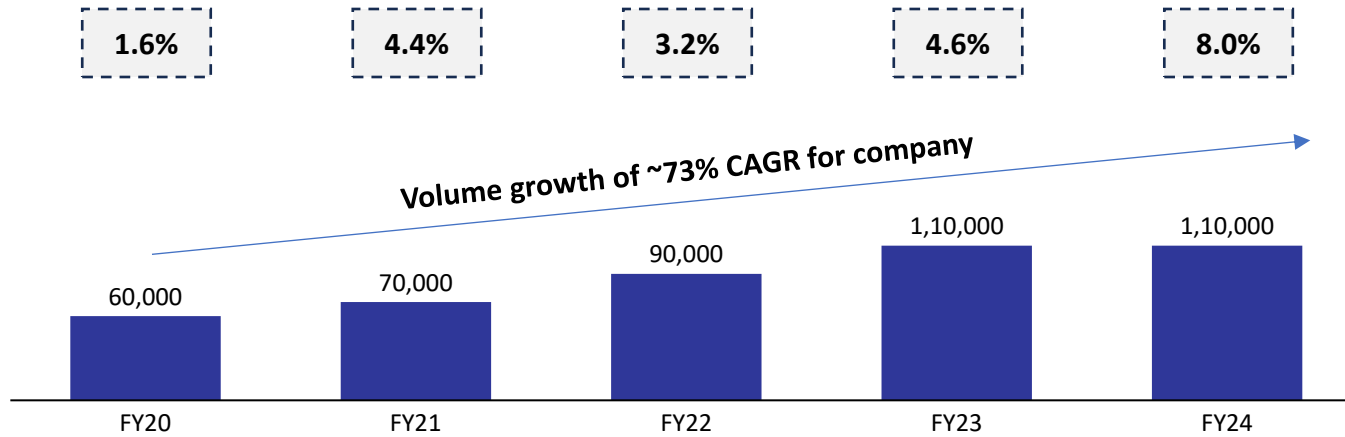
Revenue	EBITDA	PAT
<b>Rs. 228.9 Crs</b>	<b>Rs. 40.9 Crs</b>	<b>Rs. 23.7 Crs</b>
Up by <b>19.6% Y-o-Y</b>	Up by <b>17.5% Y-o-Y</b>	Up by <b>16.7% Y-o-Y</b>
	<b>EBITDA Margins 17.9%</b>	<b>PAT Margins 10.4%</b>

#### H1FY25

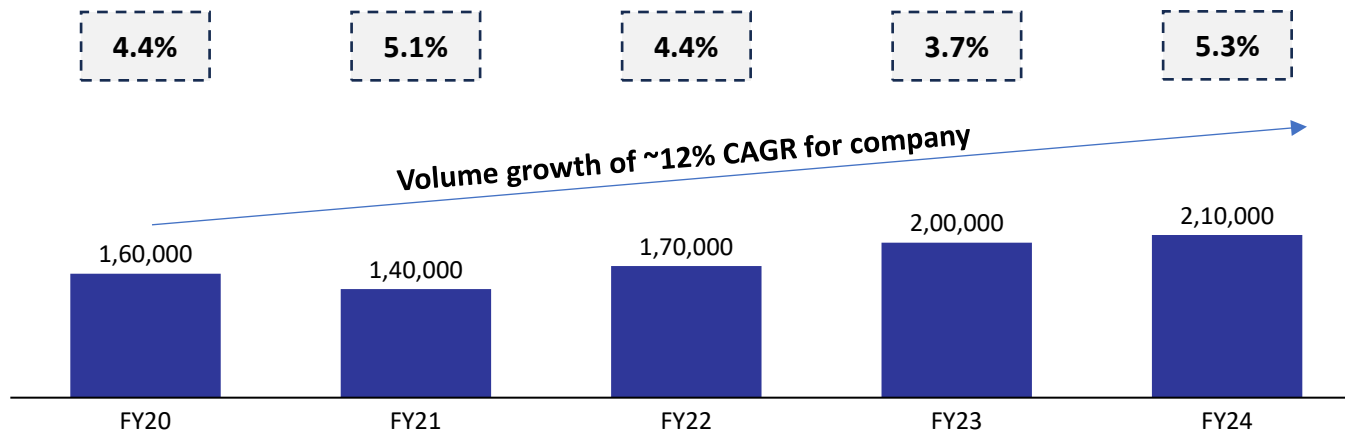
Revenue	EBITDA	PAT
<b>Rs. 469.1 Crs</b>	<b>Rs. 88.9 Crs</b>	<b>Rs. 51.2 Crs</b>
Up by <b>26.4% Y-o-Y</b>	Up by <b>42.5% Y-o-Y</b>	Up by <b>35.8% Y-o-Y</b>
	<b>EBITDA Margins 19.0%</b>	<b>PAT Margins 10.9%</b>

**Domestic market share gain in both segments driven by capacity expansion, wider geographical reach & strategic investment in key talent**

### Seamless Pipes Market Size (MTPA)\*



### Welded Pipes Market Size (MTPA)\*



- Volumes for Seamless pipes grew by ~8x over years resulting in market share increase from 1.6% in FY20 to 8.0% in FY24 for Seamless Pipes on account of backward integration and addition of smaller sizes of tubes
- Welded Pipes saw a increase in market share from 4.4% in FY20 to 5.3% in FY24 on the back of capacity addition of higher dia pipes
- Overall company's market share improved from 3.6% in FY20 to 6.2% in FY24
- We aim to further increase our market share with addition of new value-added products and increasing our market penetration

Venus Pipes Market Share

\*Source Crisil MI&A industry



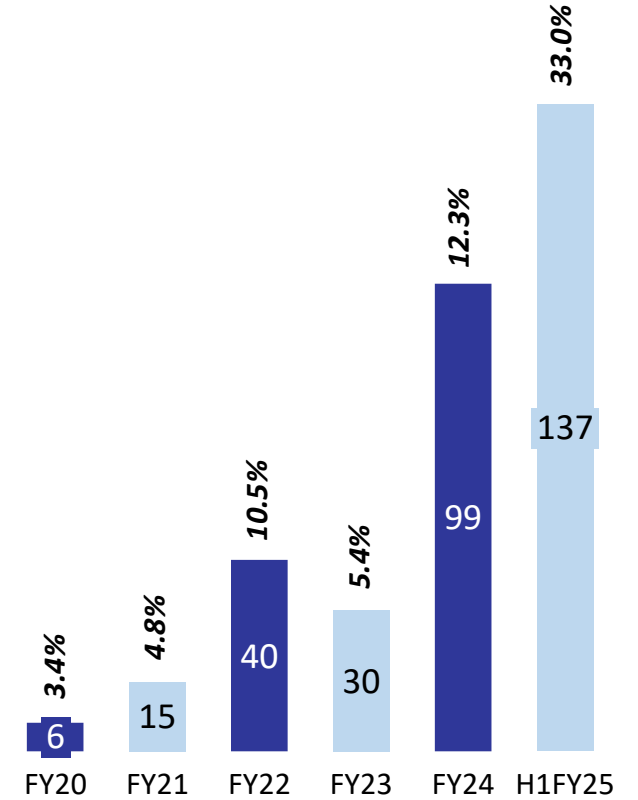
Exports in More than **25+** Countries

## Global Presence

- 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 (In Crs)



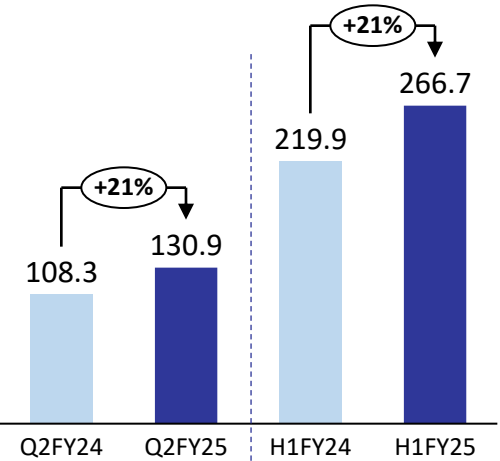
**~22x Growth in Exports**



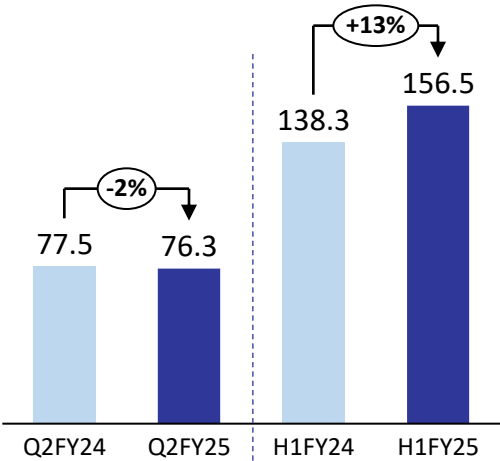
# Revenue Split across Segment – Q2 & H1FY25



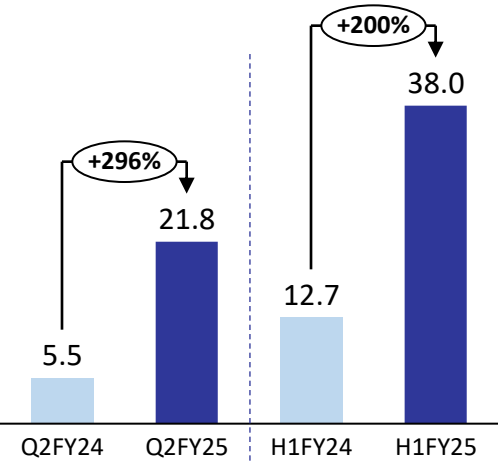
**Seamless (in ₹ Cr)**



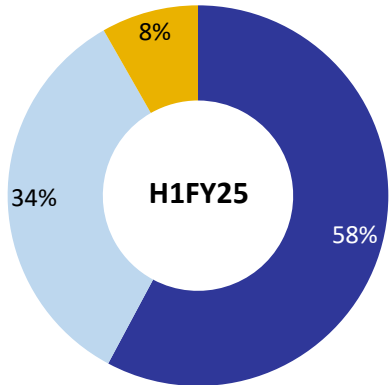
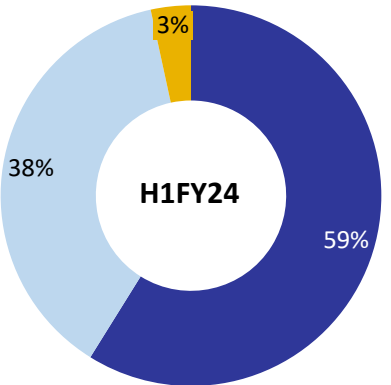
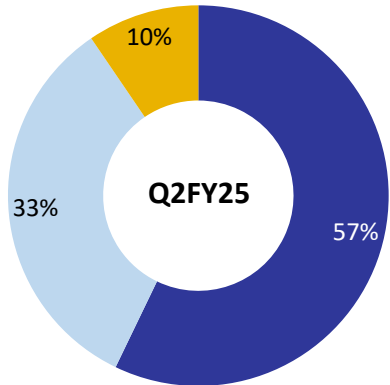
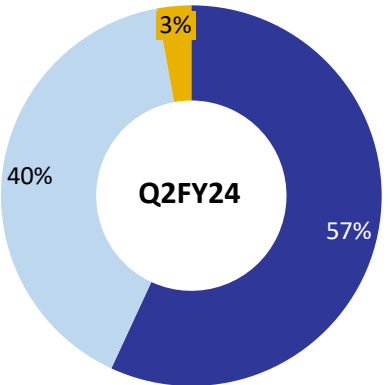
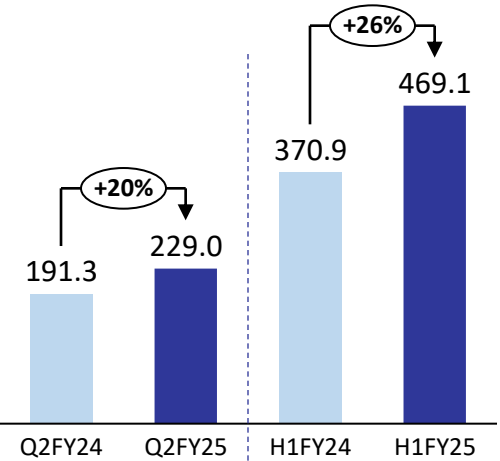
**Welded (in ₹ Cr)**



**Others (in ₹ Cr)**



**Total (in ₹ Cr)**



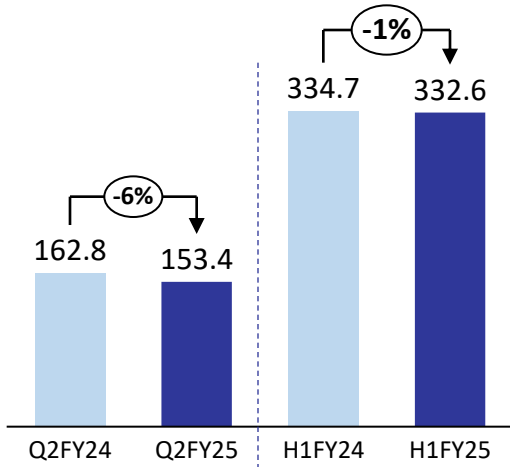
Seamless Welded Others

Seamless Welded Others

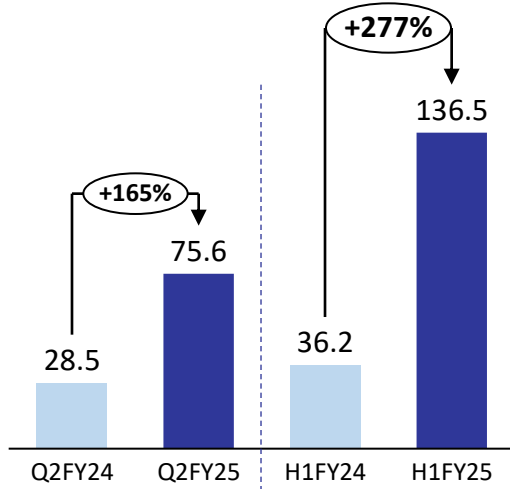
# Revenue Split across Geographies – Q2 & H1FY25



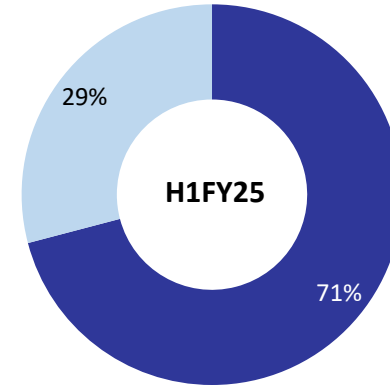
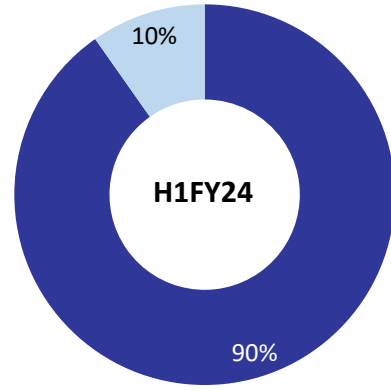
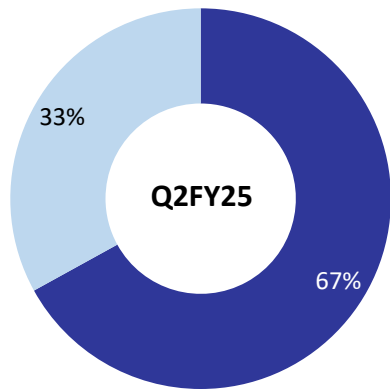
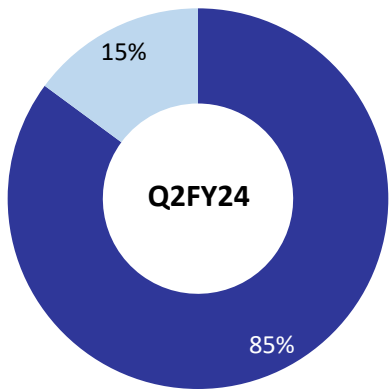
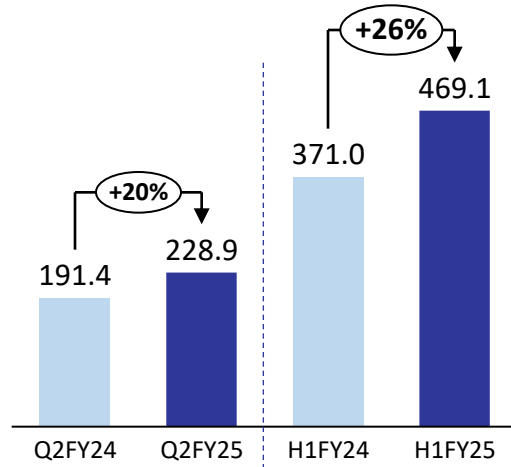
**Domestic (in ₹ Cr)**



**Exports (in ₹ Cr)**



**Total (in ₹ Cr)**



■ Domestic ■ Exports

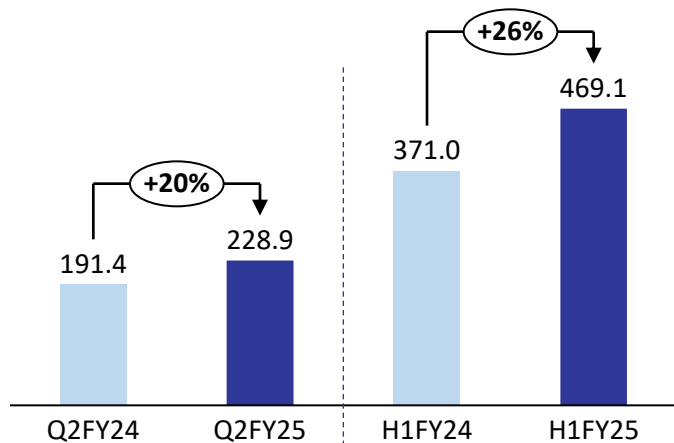
- ✓ Domestic sales were affected due to the spill over of orders to next quarters, primarily due to heavy rainfall in certain regions of the country. However, the overall demand outlook remains strong
- ✓ Exports witnessed strong growth of 2.5x for the quarter on a year-on-year basis the back of strong export demand despite elevated freight rates during the quarter



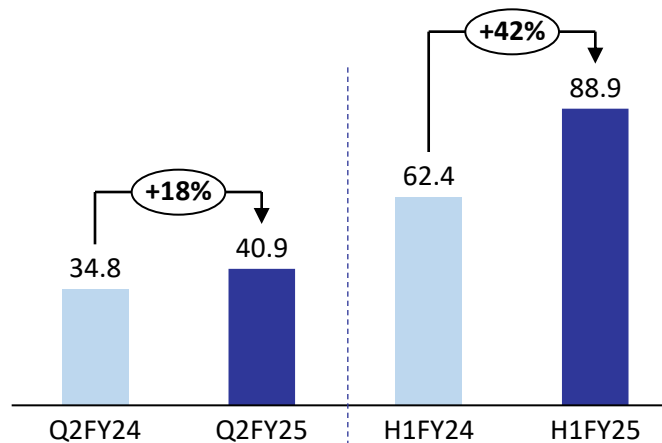
# Key Financial Highlights – Q2 & H1FY25



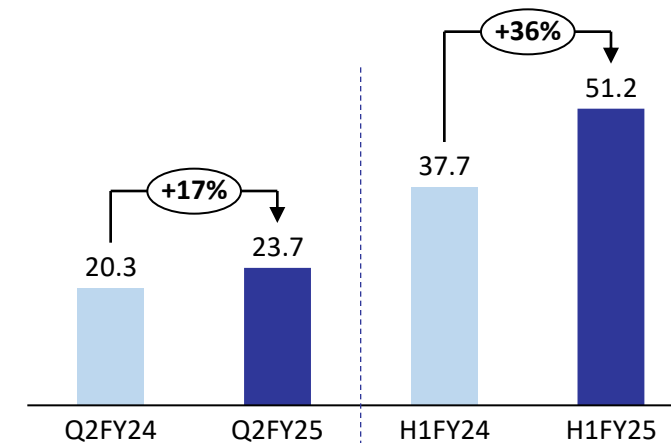
Revenue (in ₹ Cr)



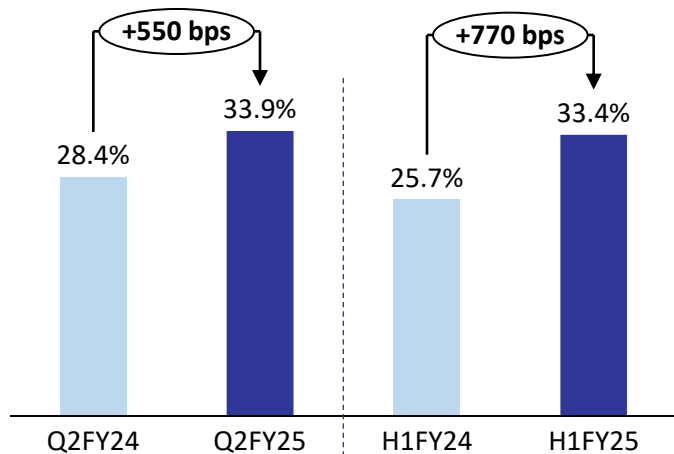
EBITDA (in ₹ Cr)



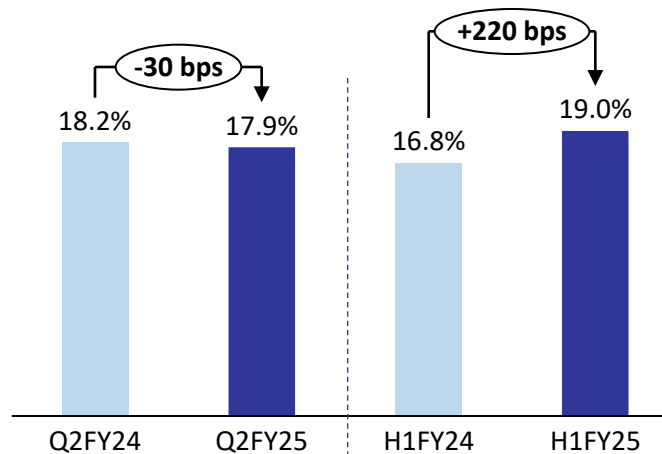
PAT (in ₹ Cr)



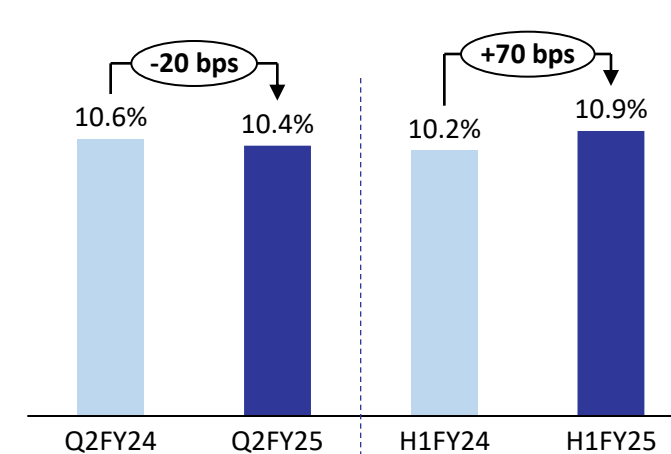
Gross Profit Margin



EBITDA Margin



PAT Margin





Profit and Loss (in ₹ Cr)	Q2FY25	Q2FY24	YoY	H1FY25	H1FY24	YoY
<b>Revenue from Operations</b>	<b>228.9</b>	<b>191.4</b>	<b>19.6%</b>	<b>469.1</b>	<b>371.0</b>	<b>26.4%</b>
Cost of Goods Sold	151.3	137.0		312.2	275.5	
<b>Gross Profit</b>	<b>77.6</b>	<b>54.4</b>	<b>42.6%</b>	<b>156.9</b>	<b>95.5</b>	<b>64.3%</b>
<b>Gross Profit Margins (%)</b>	<b>33.9%</b>	<b>28.4%</b>	<b>550 bps</b>	<b>33.4%</b>	<b>25.7%</b>	<b>770 bps</b>
Employee Cost	8.8	5.5		17.3	9.5	
Other Expenses	27.9	14.1		50.7	23.6	
<b>EBITDA</b>	<b>40.9</b>	<b>34.8</b>	<b>17.5%</b>	<b>88.9</b>	<b>62.4</b>	<b>42.5%</b>
<b>EBITDA Margins (%)</b>	<b>17.9%</b>	<b>18.2%</b>	<b>-30 bps</b>	<b>19.0%</b>	<b>16.8%</b>	<b>220 bps</b>
Other Income	3.7	0.5		4.6	1.0	
Depreciation	4.6	2.9		9.0	4.3	
<b>EBIT</b>	<b>40.0</b>	<b>32.4</b>	<b>23.5%</b>	<b>84.5</b>	<b>59.1</b>	<b>43.0%</b>
Finance Cost	8.2	5.1		15.8	8.4	
<b>Profit before Tax</b>	<b>31.8</b>	<b>27.3</b>	<b>16.5%</b>	<b>68.7</b>	<b>50.7</b>	<b>35.5%</b>
Tax	8.1	7.0		17.5	13.0	
<b>Profit After Tax</b>	<b>23.7</b>	<b>20.3</b>	<b>16.7%</b>	<b>51.2</b>	<b>37.7</b>	<b>35.8%</b>
<b>PAT Margins (%)</b>	<b>10.4%</b>	<b>10.6%</b>	<b>-20 bps</b>	<b>10.9%</b>	<b>10.2%</b>	<b>80 bps</b>



Assets (in ₹ Cr)	Sep-24	Mar-24
<b>Non - Current Assets</b>	<b>335.2</b>	<b>302.2</b>
Property Plant & Equipment	300.4	281.0
CWIP	14.6	12.1
Intangible assets	0.8	0.9
Other Financial Assets	2.5	2.6
Other Non - Current Assets (Net)	16.9	5.6
<b>Current Assets</b>	<b>609.3</b>	<b>455.4</b>
Inventories	305.0	226.0
Financial Assets		
(i) Investments	3.2	3.1
(ii) Trade receivables	205.9	177.1
(ii) Cash and cash equivalents	7.9	1.1
(iii) Bank balances other than cash and cash equivalents	14.9	6.6
Other Financial Assets	10.1	2.2
Other Current Assets	62.3	39.3
<b>Total Assets</b>	<b>944.5</b>	<b>757.6</b>

Equity & Liabilities (in ₹ Cr)	Sep-24	Mar-24
<b>Total Equity</b>	<b>483.2</b>	<b>406.1</b>
Share Capital	20.4	20.3
Reserves & Surplus	462.8	385.8
<b>Non-Current Liabilities</b>	<b>46.5</b>	<b>42.5</b>
Financial Liabilities		
Borrowings	35.4	34.0
Provisions	1.3	1.1
Deferred Tax Liabilities	9.8	7.4
<b>Current Liabilities</b>	<b>414.8</b>	<b>309.0</b>
Financial Liabilities		
(i) Borrowings	145.7	115.3
(ii) Trade Payables	244.2	173.8
(iii) Other Financial Liabilities	2.3	5.4
Other Current Liabilities	10.4	4.6
Current tax liabilities (net)	12.1	9.8
Provisions	0.1	0.1
<b>Total Equity &amp; Liabilities</b>	<b>944.5</b>	<b>757.6</b>



Particulars (in ₹ Cr)	H1FY25	H1FY24
<b>Net Profit Before Tax</b>	<b>68.7</b>	<b>50.7</b>
Adjustments for: Non - Cash Items / Other Investment or Financial Items	21.6	11.6
<b>Operating profit before working capital changes</b>	<b>90.3</b>	<b>62.3</b>
Changes in working capital	-52.5	-43.9
<b>Cash generated from Operations</b>	<b>37.8</b>	<b>18.4</b>
Direct taxes paid (net of refund)	-12.8	-11.9
<b>Net Cash from Operating Activities</b>	<b>25.0</b>	<b>6.5</b>
<b>Net Cash from Investing Activities</b>	<b>-63.2</b>	<b>-61.8</b>
<b>Net Cash from Financing Activities</b>	<b>45.1</b>	<b>47.6</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>6.9</b>	<b>-7.7</b>
Add: Cash & Cash equivalents at the beginning of the period	1.0	10.8
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>7.9</b>	<b>3.1</b>



**Arun Kothari**

Managing Director

**Commenting on the Q2 & H1FY25 performance of the company Mr. Arun Kothari, Managing Director for Venus Pipes & Tubes Limited Said,**

*"Our performance in H1FY25 has been robust, marked by strong revenue growth of 26.4% year-on-year to Rs. 469.1 crore. EBITDA reached Rs. 88.9 crore, reflecting an impressive 42.5% increase from the same period last year, with margins at 19.0%. Profit after tax (PAT) also demonstrated solid growth, rising 35.8% to Rs. 51.2 crore.*

*This robust performance has been primarily driven by exceptional export market demand, with export revenues increasing more than 2.5 times over the previous year, fueled by high demand for our products in Europe, US and Middle Eastern markets. Exports now contribute 33% of our topline, and we expect this growth momentum to continue as conditions in the Red Sea region improve. Domestically, while heavy rainfall in certain regions led to a spillover of orders, however demand outlook and our order pipeline remaining as robust as ever.*

*Our order book continues to reflect strong demand across key sectors including, oil & gas, engineering chemicals & power. We remain optimistic about maintaining this momentum as we meet the growing needs of our clients.*

*We look forward to delivering exceptional quality products that meet the evolving needs of our customers and exceed industry standards. Our commitment extends to delivering sustained value to all our stakeholders—shareholders, employees, and communities alike—as we continue to innovate and drive growth across all our markets."*

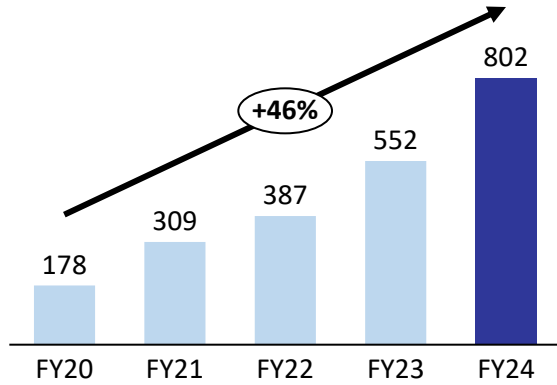
# HISTORICAL FINANCIAL HIGHLIGHTS



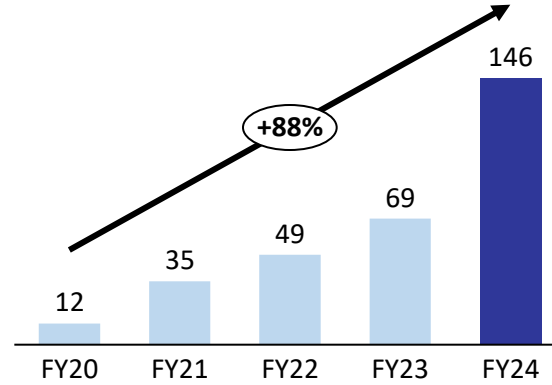
# Key Historical Financials



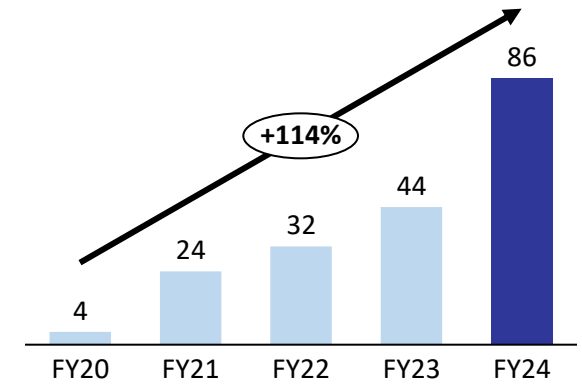
### Revenue (in ₹ Cr)



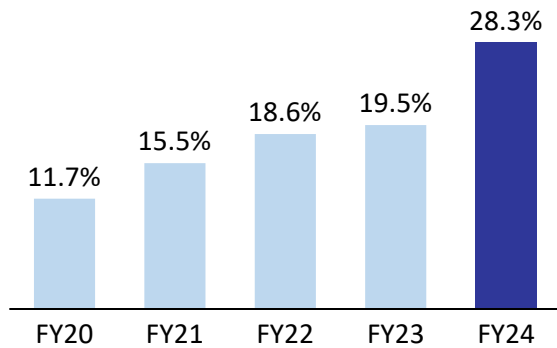
### EBITDA (in ₹ Cr)



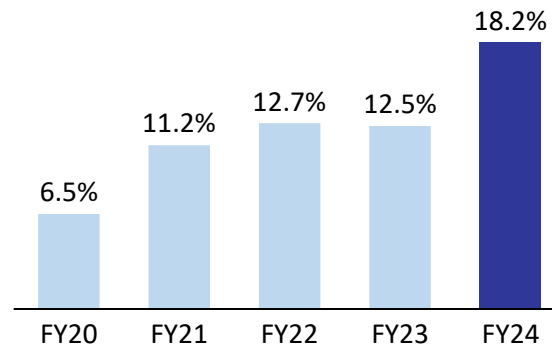
### PAT (in ₹ Cr)



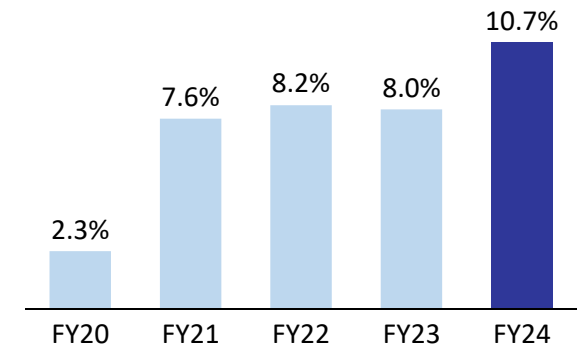
### Gross Profit Margin



### EBITDA Margin



### PAT Margin



# Historical Profit & Loss Account



Profit and Loss (in ₹ Cr)	FY24	FY23	FY22	FY21	FY20	CAGR
<b>Revenue from Operations</b>	<b>802.2</b>	<b>552.4</b>	<b>386.9</b>	<b>309.3</b>	<b>177.8</b>	<b>45.7%</b>
Cost of Goods Sold	575.3	444.6	315.0	261.5	157.0	
<b>Gross Profit</b>	<b>226.9</b>	<b>107.8</b>	<b>71.9</b>	<b>47.9</b>	<b>20.8</b>	<b>81.7%</b>
<b>Gross Profit Margins (%)</b>	<b>28.3%</b>	<b>19.5%</b>	<b>18.6%</b>	<b>15.5%</b>	<b>11.7%</b>	<b>1600 bps</b>
Employee Cost	22.4	10.2	6.2	3.2	2.7	
Other Expenses	58.2	28.5	16.4	9.9	6.5	
<b>EBITDA</b>	<b>146.3</b>	<b>69.1</b>	<b>49.3</b>	<b>34.8</b>	<b>11.6</b>	<b>88.5%</b>
<b>EBITDA Margins (%)</b>	<b>18.2%</b>	<b>12.5%</b>	<b>12.7%</b>	<b>11.2%</b>	<b>6.5%</b>	<b>1200 bps</b>
Depreciation	11.8	1.9	1.4	1.0	2.1	
Other Income	3.2	2.4	2.1	2.7	1.5	
<b>EBIT</b>	<b>137.7</b>	<b>69.5</b>	<b>49.9</b>	<b>36.5</b>	<b>11.0</b>	<b>88.1%</b>
Finance Cost	22.1	9.8	7.1	5.6	4.6	
<b>Profit before Tax</b>	<b>115.6</b>	<b>59.7</b>	<b>42.9</b>	<b>31.0</b>	<b>6.5</b>	<b>105.4%</b>
Tax	29.7	15.5	11.2	7.32	2.4	
<b>Profit After Tax</b>	<b>85.9</b>	<b>44.2</b>	<b>31.7</b>	<b>23.6</b>	<b>4.1</b>	<b>113.9%</b>
<b>PAT Margins (%)</b>	<b>10.7%</b>	<b>8.0%</b>	<b>8.2%</b>	<b>7.6%</b>	<b>2.3%</b>	<b>840 bps</b>



# Historical Balance Sheet



Assets (in ₹ Cr)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
<b>Non - Current Assets</b>	<b>302.2</b>	<b>206.6</b>	<b>30.4</b>	<b>20.9</b>	<b>17.5</b>
Property Plant & Equipments	281.0	59.8	21.3	19.5	12.2
CWIP	12.1	121.6	7.4	-	3.2
Intangible assets	0.9	0.1	0.1	0.1	0.1
Other Financial Assets	2.6	2.1	1.7	1.3	2.0
Other Non - Current Assets (Net)	5.6	23.0	-	-	-
<b>Current Assets</b>	<b>455.4</b>	<b>300.9</b>	<b>217.5</b>	<b>116.6</b>	<b>89.7</b>
Inventories	226.0	166.9	93.5	44.2	44.3
Financial Assets					
(i)Investments	3.1	2.9	1.4	-	-
(i)Trade receivables	177.1	70.5	73.5	45.1	30.7
(ii)Cash and cash equivalents	1.1	10.8	0.0	0.1	0.4
(iii)Bank balances other than cash and cash equivalents	6.6	15.2	7.3	4.4	5.0
Other Financial Assets	2.2	0.1	0.7	2.6	0.0
Other Current Assets	39.3	34.5	41.1	20.4	9.3
<b>Total Assets</b>	<b>757.6</b>	<b>507.5</b>	<b>247.9</b>	<b>137.5</b>	<b>107.2</b>

Equity & Liabilities (in ₹ Cr)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
<b>Total Equity</b>	<b>406.1</b>	<b>322.2</b>	<b>128.5</b>	<b>39.9</b>	<b>16.3</b>
Share Capital	20.3	20.3	15.2	8.7	8.7
Reserves & Surplus	385.8	301.9	113.3	31.2	7.5
<b>Non-Current Liabilities</b>	<b>42.5</b>	<b>26.8</b>	<b>15.6</b>	<b>19.5</b>	<b>20.1</b>
Financial Liabilities					
(i) Borrowings	34.0	24.7	14.3	18.5	18.6
(ii) Lease Liabilities	0.0	0.0	0.2	0.3	0.4
Provisions	1.1	0.6	0.3	0.2	0.2
Deferred Tax Liabilities	7.4	1.5	0.7	0.4	0.9
<b>Current Liabilities</b>	<b>309.0</b>	<b>158.5</b>	<b>103.7</b>	<b>78.2</b>	<b>70.9</b>
Financial Liabilities					
(i) Borrowings	115.3	65.8	54.4	19.0	24.0
(ii) Trade Payables	173.8	74.1	33.5	42.4	41.3
(iii) Lease	0.0	0.0	0.0	0.1	0.1
(iii) Other Financial Liabilities	5.4	6.3	0.2	0.1	0.0
Other Current Liabilities	4.6	6.1	5.5	6.2	3.1
Current tax liabilities (net)	9.8	6.2	10.2	10.3	2.4
Provisions	0.1	0.0	0.0	0.0	0.0
<b>Total Equity &amp; Liabilities</b>	<b>757.6</b>	<b>507.5</b>	<b>247.8</b>	<b>137.5</b>	<b>107.2</b>

# Historical Abridged Cash Flow Statement

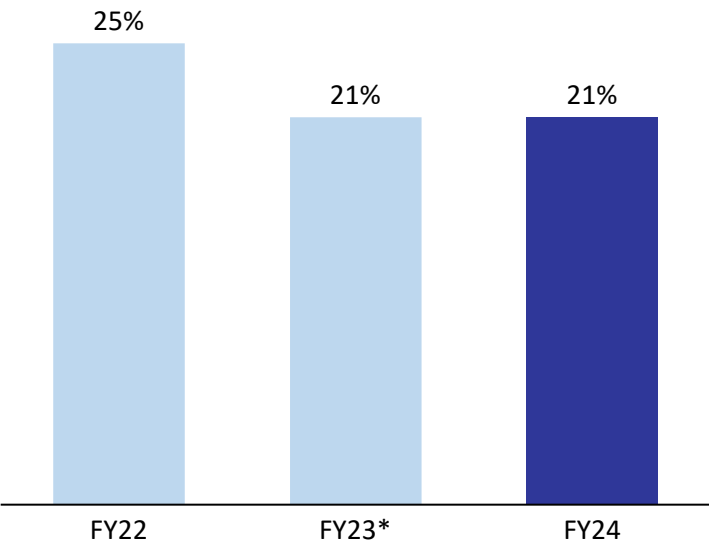


Particulars (in ₹ Cr)	FY24	FY23	FY22	FY21	FY20
<b>Net Profit Before Tax</b>	<b>115.6</b>	<b>59.7</b>	<b>42.9</b>	<b>31.0</b>	<b>6.5</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	29.8	7.1	5.6	5.1	4.1
<b>Operating profit before working capital changes</b>	<b>145.4</b>	<b>66.8</b>	<b>48.5</b>	<b>36.1</b>	<b>10.6</b>
Changes in working capital	-73.1	-39.4	-97.4	-24.0	-7.1
<b>Cash generated from Operations</b>	<b>72.3</b>	<b>27.4</b>	<b>-49.0</b>	<b>12.1</b>	<b>3.5</b>
Direct taxes paid (net of refund)	20.1	18.7	11.0	0.7	1.1
<b>Net Cash from Operating Activities</b>	<b>52.2</b>	<b>8.7</b>	<b>-60.0</b>	<b>11.3</b>	<b>2.4</b>
<b>Net Cash from Investing Activities</b>	<b>-99.7</b>	<b>-167.4</b>	<b>34.1</b>	<b>-2.4</b>	<b>-12.4</b>
<b>Net Cash from Financing Activities</b>	<b>37.8</b>	<b>169.4</b>	<b>25.8</b>	<b>-9.2</b>	<b>10.0</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>-9.7</b>	<b>10.7</b>	<b>0.0</b>	<b>-0.3</b>	<b>0.1</b>
Add: Cash & Cash equivalents at the beginning of the period	10.7	0.0	0.1	0.4	0.3
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>1.0</b>	<b>10.7</b>	<b>0.0</b>	<b>0.1</b>	<b>0.4</b>

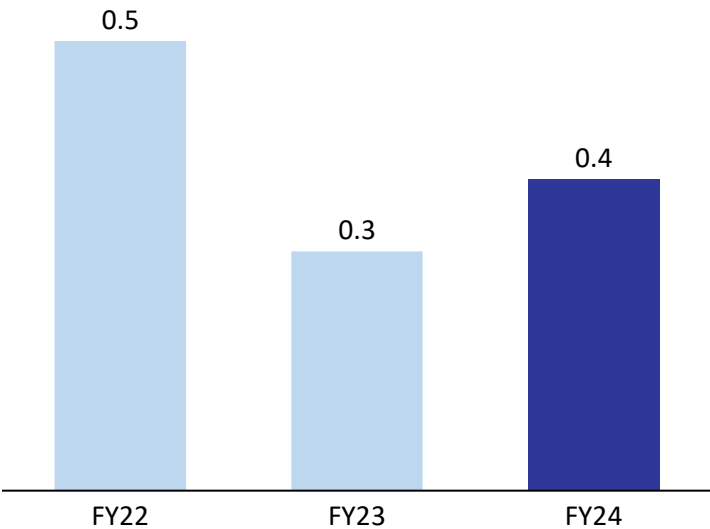
# Key Return Ratios



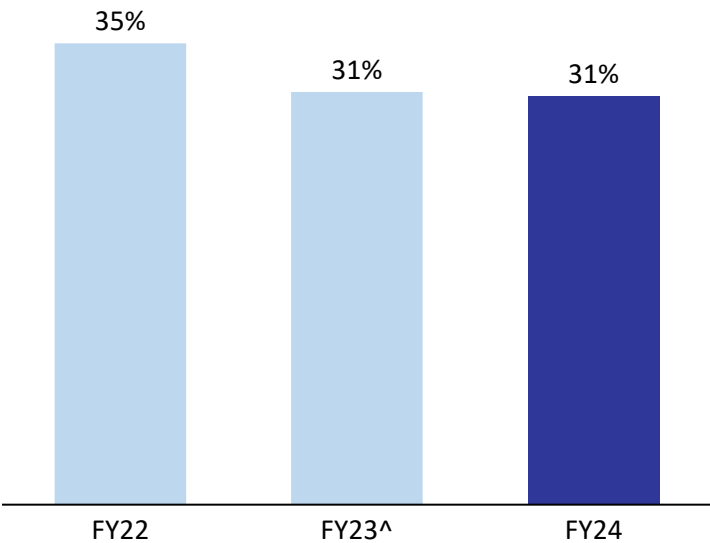
**ROE**



**Debt / Equity Ratio**



**ROCE**

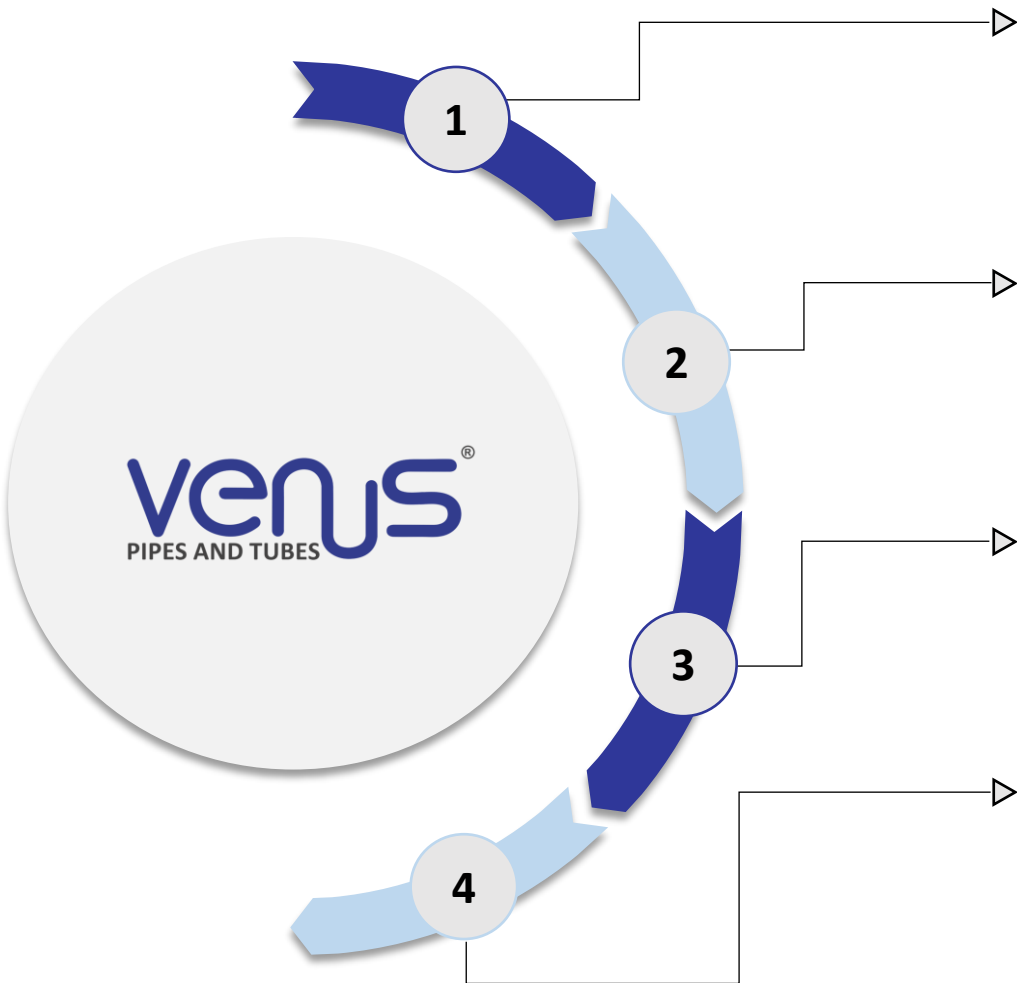


ROE = PAT / Shareholder's Equity  
 D/E = Total Debt / Shareholder's Equity  
 ROCE = EBIT / Tangible Net worth + Non-Current Liabilities

\*Excluding Rs. 107.9 crores raised via IPO for Capacity expansions  
 ^Excluding CWIP of 121.6 crores from Total Capital Employed

# Capex Update





### Expanding offerings to include comprehensive range of fittings solutions

Building on our reputation and execution track record, **we are diversifying our product portfolio to encompass a wide selection of fittings**, leveraging our expertise to provide complete **PFF (Piping, Fittings & Flanges) solutions** to our customers across industries

### Faster approval on back of proven track record of serving diverse clients

Our longstanding commitment in delivering top-notch solutions to our clients has earned us a **loyal clientele base** with trust, which will enable us in **getting faster approvals**

### Complementary to pipes business, low competition a strategic advantage

Fittings represent a value-added product line that complements our pipes business, with only a handful of competitors in the industry. This advantageous position provides us with a strategic edge over competition allowing us to offer a basket of products and increasing our SKUs to position ourselves as complete fittings solutions provider

### Existing wastages/scrap key raw material for fittings solutions

Internal wastages generated from pipes business will form a part of raw material used for fittings business along with waste procurement from other players, allowing us to save high raw material costs thereby enhancing our profitability

Fitting companies play a **vital role in facilitating the efficient operation of industrial processes** by providing **high-quality fittings** that enables the **seamless flow and control of fluids and gases** within complex piping systems



1

### Product Range

Wide range of fittings such as elbows, tees, reducers, joints, flanges etc. designed to meet the specific requirements of different industries and applications

2

### Material Expertise

We will work with various metals to ensure compatibility with the substances being transported and environmental conditions

3

### Customization

We will provide customization services to tailor fittings according to clients' specifications, which may involve modifications in size, shape, material, or other parameters

4

### Quality Assurance

Strict quality control standards to ensure the reliability, durability, and safety of their products, while complying with industry regulations and certifications

**Faster approvals** expected, given our **strong relations** and **proven track record of delivering quality products**



# Capex Update 2 : Value added Welded Tubes



Description	Details	Impact
Value Added Product Line	Introducing a <b>specialised product line of stainless and titanium welded tubes</b> aimed at enhancing our competitive edge and profitability	Capacity Expansion
Low Competition	These specialized tubes represent critical innovation in an industry where such products are <b>manufactured by only a select few players</b> <b>High precision engineering</b> which makes it difficult for other players to enter the market	Revenue Growth & Margin Improvement
High reliability in critical applications	These value-added tubes are crafted to meet the <b>demanding industrial requirements</b> , boasting exceptional <b>strength, precision, and resistance to corrosion</b>	Increased Market Dominance
Increased sector outreach	We will manufacture both – <b>Hygienic SS &amp; Titanium grade of Tubes</b> allowing us to diversify into sectors requiring critical application such as <b>food processing, pharma</b> along with <b>nuclear and power sector</b> as well	Value Added Premium Products

**Phase 1** : Includes capacity expansion for setting up of value-added **Fittings & Welded Tubes**; to be completed by **March 2025**

**Phase 2** : Includes capacity expansion for setting up of value-added **Fittings, Welded / Seamless - Pipes / Tubes**; to be completed by **December 2025**



	Phase 1	Phase 2	Funding
<b>Project Details</b>	Fittings & Welded Tubes	Fittings, Seamless & Welded – Pipes / Tubes	
<b>Project Cost</b>	Rs 115 Crores	Rs 60 Crores	~40% In form of warrants to be issued to Promoters & others
<b>Margins (%)</b>	High teens	High teens	
<b>Asset Turnover</b>	Similar to current asset turns	Similar to current asset turns	
<b>Return Ratios</b>	Non-Dilutive	Non-Dilutive	~60% In form of term loan from Banks & Internal accruals
<b>Timelines</b>	March 2025	December 2025	

Foraying into these **value-added product lines** present a **high Return on Capital Employed (ROCE)** opportunity for the company, poised to **amplify profitability** and **drive sustained financial growth**



# Company Overview





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**



**Fertilizers**



**Pharmaceutical**



**Power**



**Food Processing**



**Paper**



**Oil & Gas**



**Aerospace**

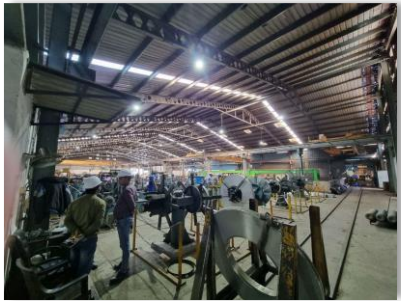
# State of the Art Infrastructure...



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

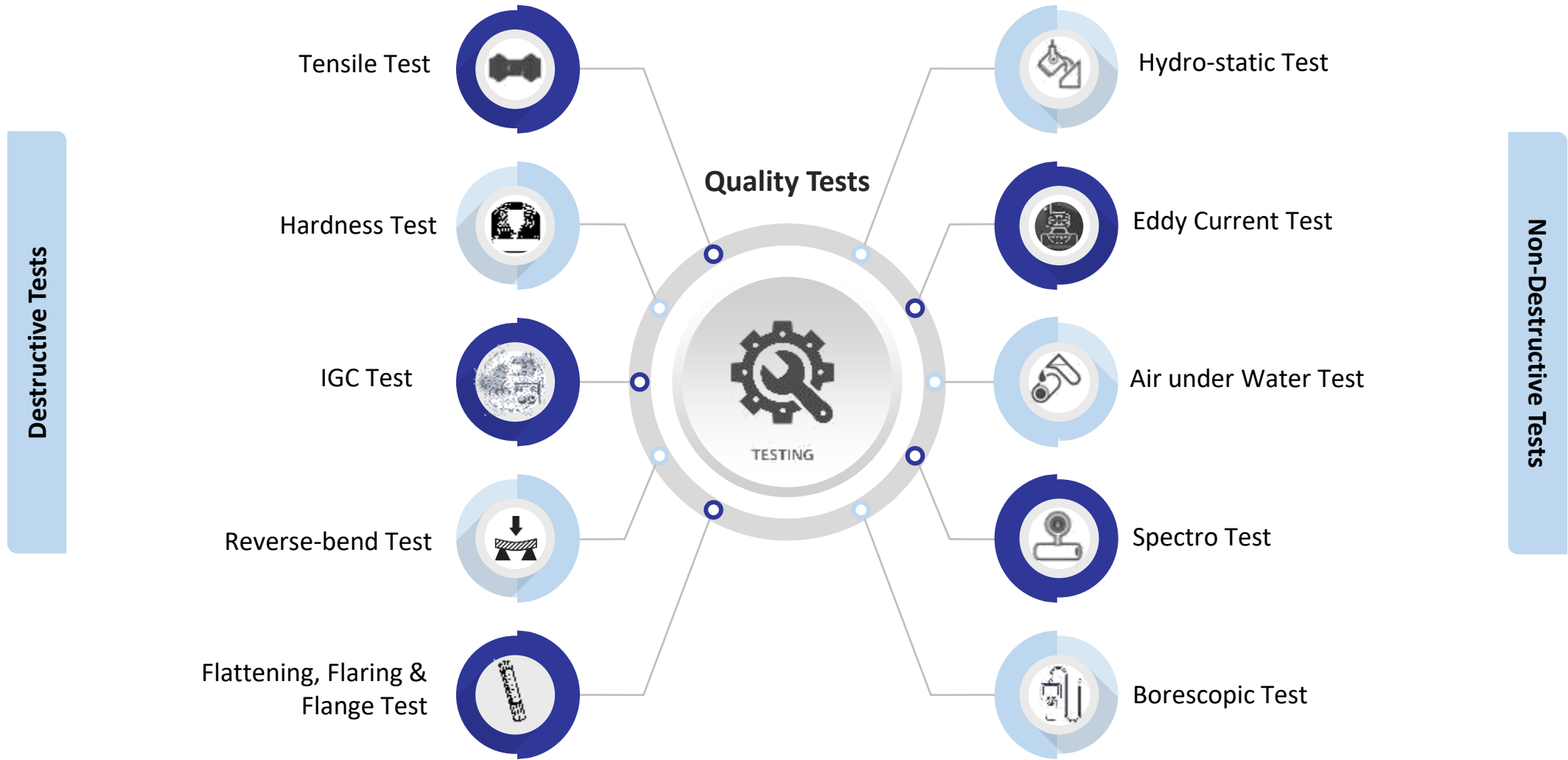


Facility on a land measuring **2,02,545 Sq. Mt.**

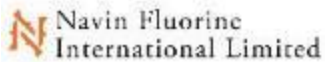




Rigorous testing system for our products to **Ensure Finest Quality** is delivered for our products

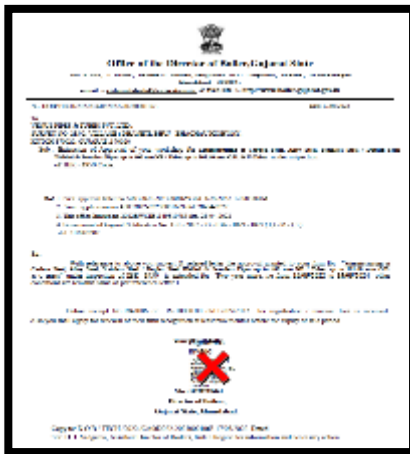


# Marquee Clientele





Calendar Years	Certifications & Accreditations
2016	Our manufacturing facilities at Dhaneti have been accredited with management system standards certificate for compliance with <b>ISO 9001: 2015 &amp; ISO 14001:2015 requirements</b>
2017	Our Company has been verified and recognized as material manufacturer according to <b>AD 2000 - Merkblatt W0 by The TÜV NORD Systems GmbH &amp; Co. KG.</b>
2017	Our Company has been certified as quality-assurance system related to the material by <b>The TÜV NORD Systems GmbH &amp; Co. KG.</b>
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 <b>Indian Boiler Regulations – 1950 from the Office of the Director of Boiler, Gujarat.</b>
2018	Our manufacturing facilities at Dhaneti have been accredited with management system standards certificate for compliance with <b>ISO 45001: 2018</b>
2022	Our company received approval of Bureau of Indian Standard (BIS) for Stainless steel Seamless and Welded Pipes and Tubes



IBR Certificate



TUV – AD 200 Merkblatt W0



ISO Certificate



BIS Certification for Seamless Pipes



BIS Certification for Welded Pipes

# Experienced Board of Directors



**Arun Kothari**

Chairman & 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



**Jayantiram M Choudhary**

Whole Time Director

Associated with the Company since its incorporation. Over ten years of experience in the steel industry



**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

Masters 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



## **Arun Kothari**

Chairman & 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

## **Jayantiram M Choudhary**

Whole Time Director

Associated with the Company since its incorporation. Over ten years of experience in the steel industry

## **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.

## **Kunal Bubna**

Chief Financial Officer

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.

## **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.

# STRATEGIES TO SUPPORT GROWTH

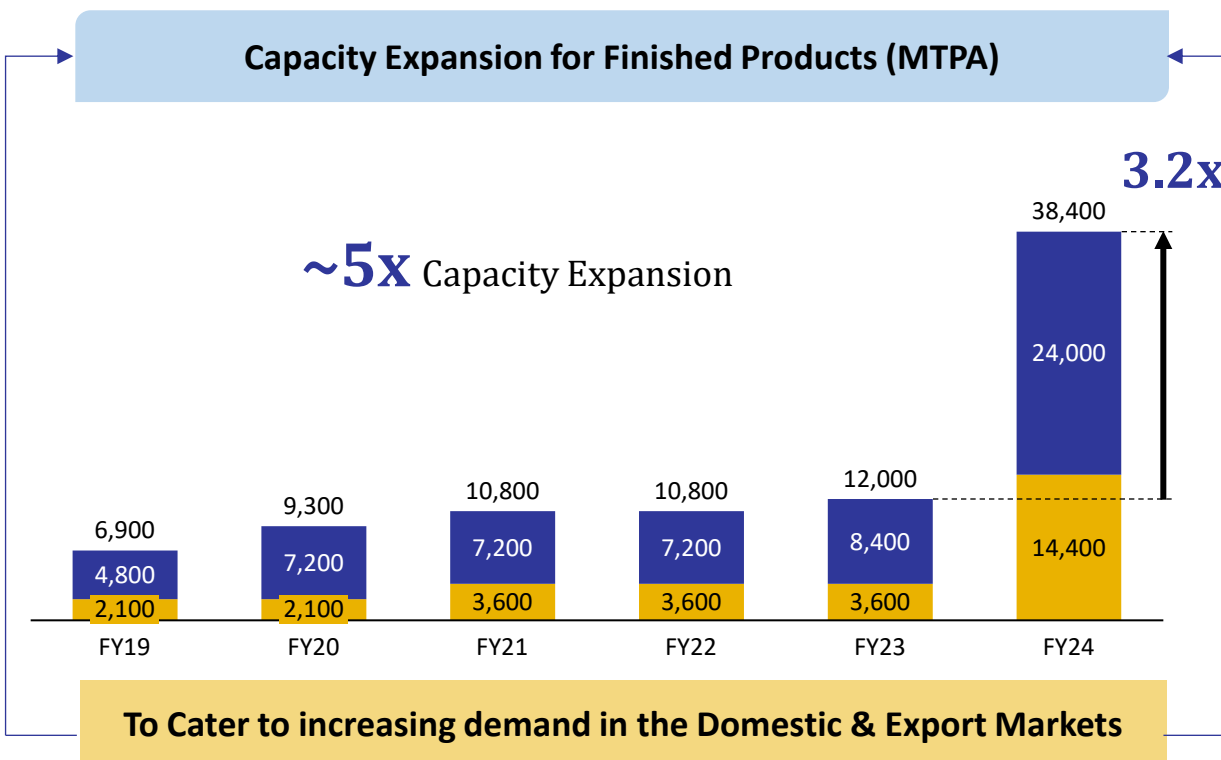


THE ARTERIES OF INDUSTRIAL FLOW

# Capacity Expansion & Backward Integration



## Completed Capacity Expansion



Particulars	Previous		Current	
	Size (mm)	Capacity	Size (mm)	Capacity
Seamless	6 – 114.3	3,600 MTPA	6 – 219.3	14,400 MTPA
Welded	6 – 219.3	8,400 MTPA	6 – 1,422.4	24,000 MTPA
Mother Hollow (Backward Integration for Seamless Pipes)	NA	0	NA	~14,400 MTPA

With some additional cost & modifications, the company can now produce Mother Hollow Pipes up to ~14,400 MT

## Upcoming Capacity Expansion

Phases	Capex	Timelines
<b>Phase 1</b> : Setting up of value-added Fittings & Welded Tubes	Rs 115 Crores	March 2025
<b>Phase 2</b> : Setting up of value-added Fittings, Welded / Seamless – Pipes / Tubes	Rs 65 Crores	December 2025



### Capacity Expansion

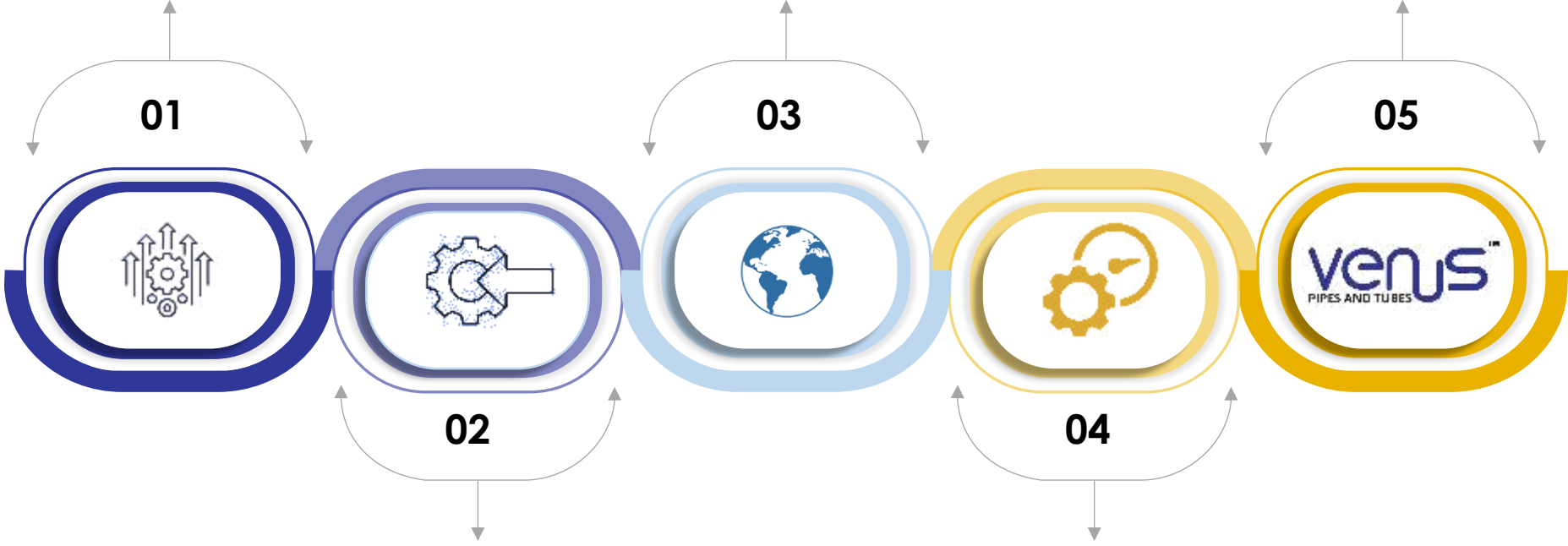
Expanding our existing manufacturing capacity for welded pipes/tubes (including titanium grade) and seamless pipes/tubes; and foraying into value added fittings business

### Geographical Expansion

We intend to leverage our existing relationships to further deepen our presence in the European Union market and make in roads in US, Middle East and African markets

### 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.



### Backward Integration

Installed piercing line for manufacturing of hollow pipes with the capacity of 14,400 MTPA, as our backward integration strategy. With the piercing plant, we are now able to produce hollow pipes from SS round bar

### Better Efficiency

Installed an acid regeneration plant ("ARP") where the consumption of acid in our manufacturing process will get reduced, which in turn improve our operating margins



**Thank You**

**VENUS**<sup>®</sup>  
PIPES AND TUBES

**Venus Pipes & Tubes Limited**

CIN: L74140GJ2015PLC082306

Mr. Kunal Bubna ( Chief Financial Officer )

[cs@venuspipes.com](mailto:cs@venuspipes.com)

**SGA** Strategic Growth Advisors

**Strategic Growth Advisors Private Limited**

CIN: U74140MH2010PTC204285

Mr. Sagar Shroff / Mr. Ayush Haria

[sagar.shroff@sgapl.net](mailto:sagar.shroff@sgapl.net) / [ayush.haria@sgapl.net](mailto:ayush.haria@sgapl.net)

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