

Date: 25/07/2024

To,

Listing Department
National Stock Exchange of India Limited
Exchange Plaza, C-1, G Block,
Bandra Kurla Complex,
Bandra (East), Mumbai – 400 051
Symbol: VENUSPIPES

Department of Corporate Services
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai – 400 001
Scrip Code: 543528

ISIN- INE0JA001018

Dear Sir/Madam,

Sub: Q1 FY25 Investor Presentation

With reference to above captioned subject, please find attached Q1 FY25 Investor Presentation.
The Presentation will be uploaded on the company's website at www.venuspipes.com

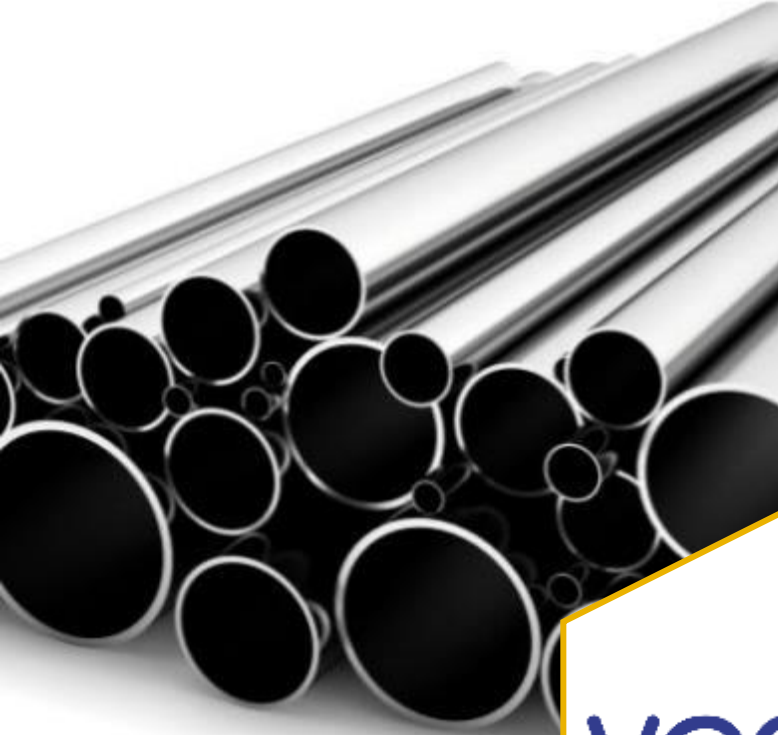
Request you to kindly take the same on record.

Thanking You,

For **Venus Pipes & Tubes Limited**

CS Pavan Kumar Jain
Company Secretary and Compliance Officer
Membership No. A66752

VENUS PIPES & TUBES LIMITED



venus[®]
PIPES AND TUBES

Investor Presentation
July 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

Diversified

End-user Industries

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

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

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

Revenue

Rs. 240.1 Crores



For Q1FY25 Y-o-Y

EBITDA

Rs. 47.9 Crores



For Q1FY25 Y-o-Y

Margins

20.0%

+460 bps

PAT

Rs. 27.5 Crores



For Q1FY25 Y-o-Y

Margins

11.5%

+180 bps

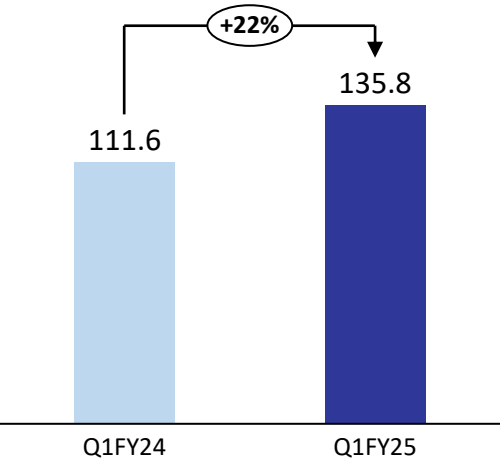
Key Highlights – Q1FY25

- ✓ During the quarter, the company achieved its highest-ever quarterly revenue of Rs. 240.1 crores, a **stellar growth of 34%**
- ✓ EBITDA stood at Rs. 47.9 crores **growing by 74% Y-o-Y** with a margin of 20%
- ✓ PAT for the quarter stood at Rs. 27.5 crores with margin standing at 11.5%
- ✓ Our exports revenue continue to outperform driven by robust order inflows across markets. Exports revenue stood at Rs. 60.9 crores, compared to Rs. 7.7 crores in Q1FY24, a **significant growth of 690%**. Exports **contribute 25%** to the total revenues in Q1FY25, as compared to 4% in Q1FY24
- ✓ We are witnessing increase in inquiries and order flows from a diverse range of industries such as oil & gas, pharma, engineering, power and others
- ✓ Our overall orderbook remains robust, not only from Europe, but we are seeing strong traction from US and Middle East markets
- ✓ Additionally, phase 1 capex of our value-added product lines is on track and is set for completion by March 2025
- ✓ Rs 17.85 crores were received from holders of convertible warrants in accordance with the terms of the preferential allotment

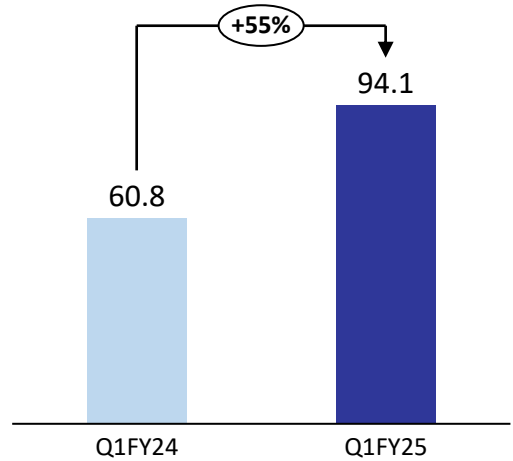
Revenue Split across Segment – Q1FY25



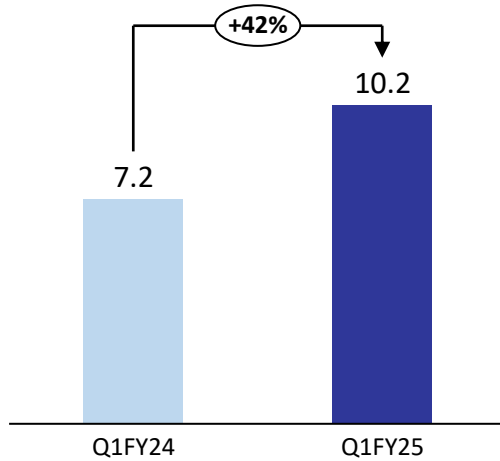
Seamless (in ₹ Cr)



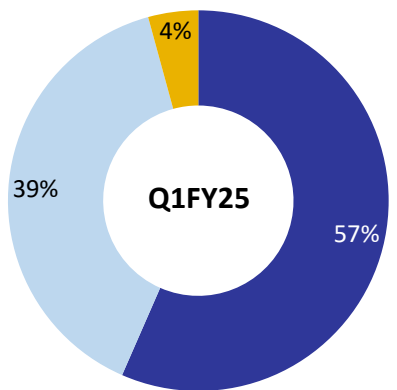
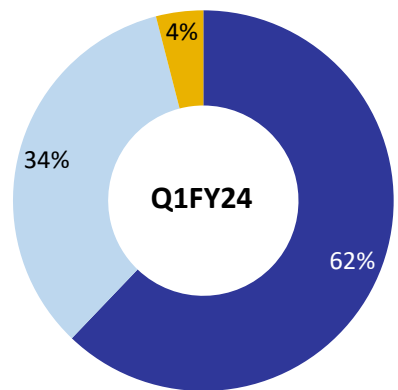
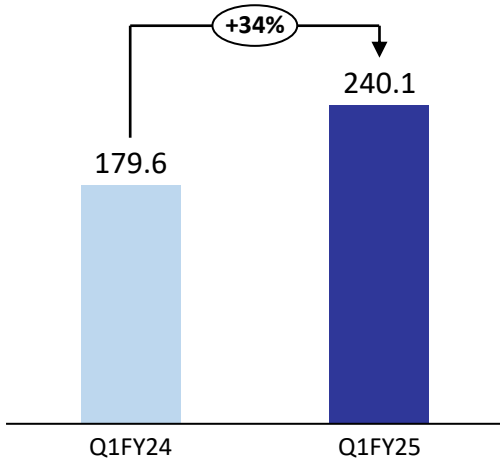
Welded (in ₹ Cr)



Others (in ₹ Cr)



Total (in ₹ Cr)



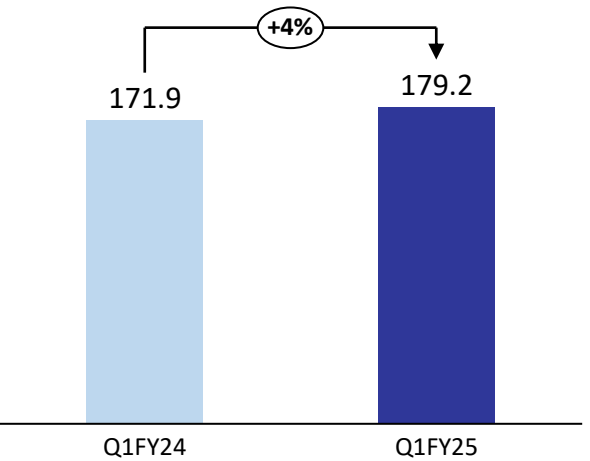
Seamless Welded Others

- ✓ Revenue from Seamless pipes stood at Rs 135.8 Crores compared to Rs 111.6 crores in same period last year, witnessing a **growth of 22%**
- ✓ Welded pipes witnessed a strong performance with revenues standing at Rs 94.1 Crores, growing by 55% on a Y-o-Y basis

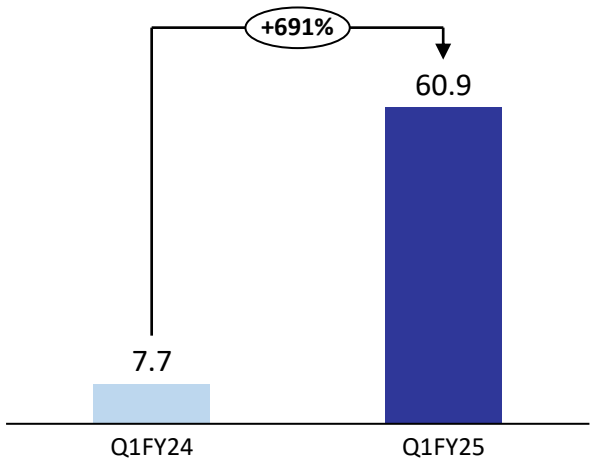
Revenue Split across Geographies – Q1FY25



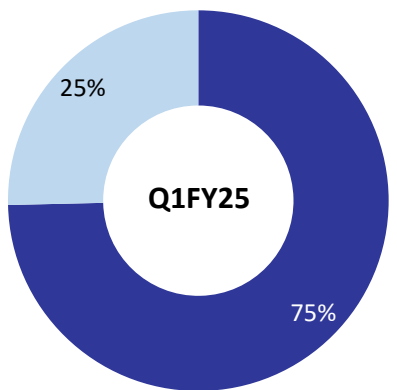
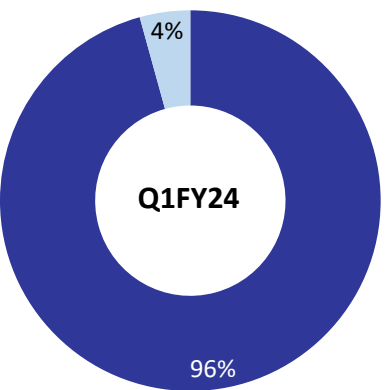
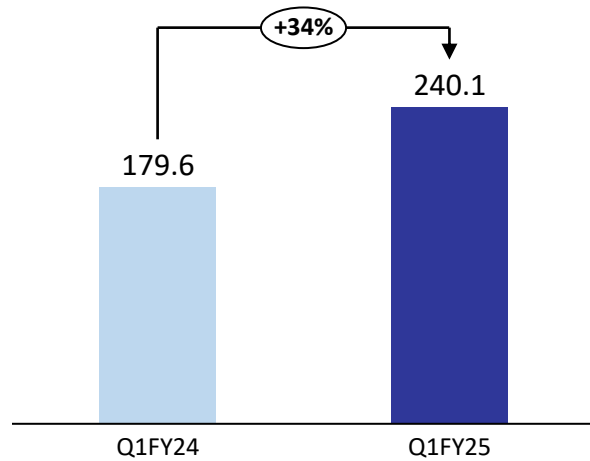
Domestic (in ₹ Cr)



Exports (in ₹ Cr)



Total (in ₹ Cr)



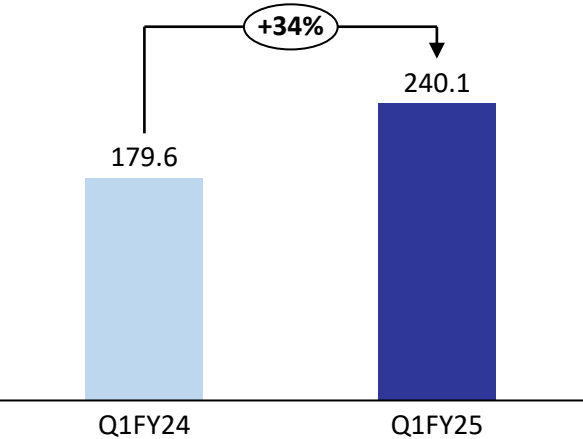
■ Domestic ■ Exports

- ✓ Revenues from domestic market stood at Rs 179.2 crores, growing by 4% on a Y-o-Y basis
- ✓ Exports witnessed a strong growth for the quarter, with revenues standing at Rs 60.9 crores **growing by 691%** on account of strong order inflows and increased market penetration in new geographies
- ✓ Sequentially, exports increased by 123%

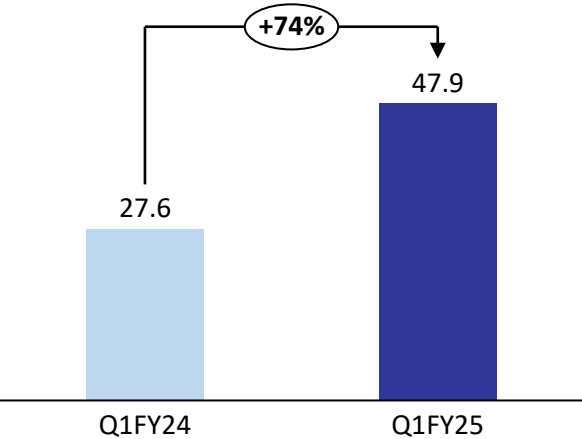
Key Financial Highlights – Q1FY25



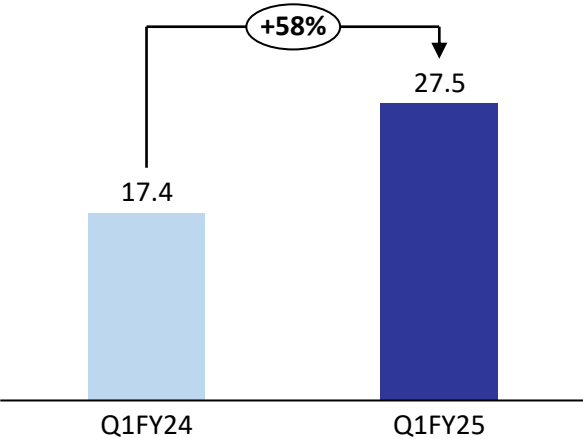
Revenue (in ₹ Cr)



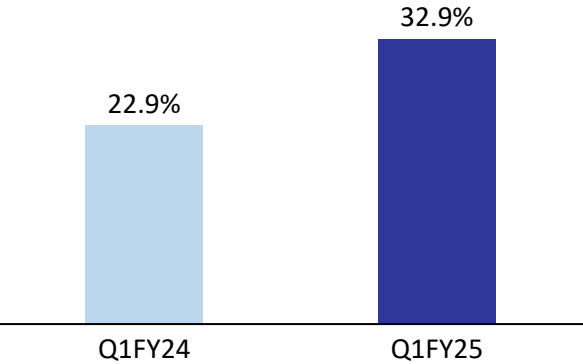
EBITDA (in ₹ Cr)



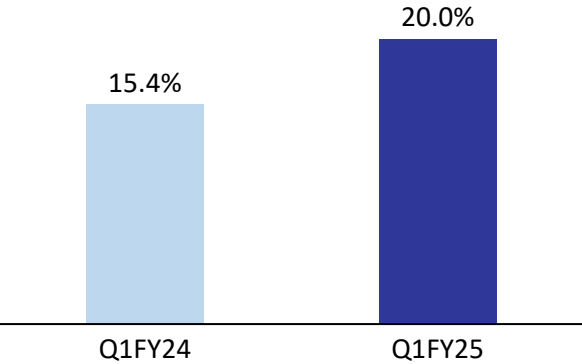
PAT (in ₹ Cr)



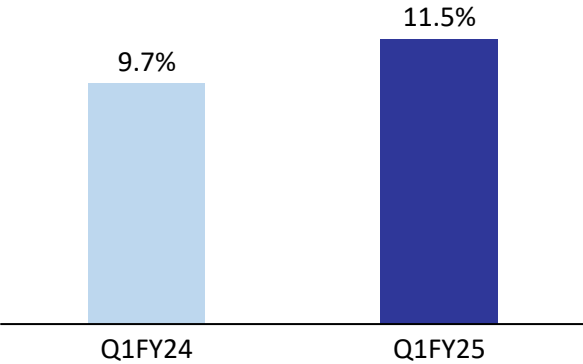
Gross Profit Margin



EBITDA Margin



PAT Margin



Profit & Loss Account



Profit and Loss (in ₹ Cr)	Q1FY25	Q1FY24	YoY	Q4FY24	QoQ	FY24	FY23	YoY
Revenue from Operations	240.1	179.6	33.7%	224.1	7.1%	802.2	552.4	45.2%
Cost of Goods Sold	161.0	138.5		153.2		575.3	444.6	
Gross Profit	79.1	41.1	92.5%	70.9	11.6%	226.9	107.8	110.5%
Gross Profit Margins (%)	32.9%	22.9%	1000 bps	31.6%	130 bps	28.3%	19.5%	800 bps
Employee Cost	8.4	4.0		6.6		22.4	10.2	
Other Expenses	22.8	9.5		19.3		58.2	28.5	
EBITDA	47.9	27.6	73.6%	45.0	6.4%	146.3	69.1	111.7%
EBITDA Margins (%)	20.0%	15.4%	460 bps	20.1%	-10 bps	18.2%	12.5%	570 bps
Other Income	1.0	0.5		0.1		3.2	2.4	
Depreciation	4.3	1.4		3.8		11.8	2.0	
EBIT	44.6	26.7	67.0%	41.3	8.0%	137.7	69.5	98.0%
Finance Cost	7.7	3.3		7.5		22.1	9.8	
Profit before Tax	36.9	23.4	57.7%	33.8	9.2%	115.6	59.7	93.7%
Tax	9.4	6.0		8.8		29.7	15.5	
Profit After Tax	27.5	17.4	58.0%	25.0	10.0%	85.9	44.2	94.3%
PAT Margins (%)	11.5%	9.7%	170 bps	11.2%	30 bps	10.7%	8.0%	270 bps



Arun Kothari
Managing Director

Commenting on the Q1FY25 performance of the company Mr. Arun Kothari, Managing Director for Venus Pipes & Tubes Limited Said,

“We are proud to have started FY25 with a strong quarter, showcasing exceptional performance. Our revenues reached Rs 240.1 crores, reflecting a robust growth of 33.7%. Our EBITDA stands at Rs 48 crores, growing by 73.6%, with margins at 20%. Meanwhile, our PAT has increased to Rs 27.5 crores, a growth of 58%.

During this quarter, our export performance has been exceptionally strong, with revenues increasing by an impressive 691% year-on-year, reaching Rs 60.9 crores and contributing 25% of our total revenues, up from 4% in Q1FY24. Sequentially, we have achieved significant growth of 123%. We are experiencing strong momentum not only in our key market of Europe but also seeing substantial traction in the US and Middle East markets. Moving forward, we have a robust order book from these regions and expect this export momentum to continue.

Furthermore, our high-margin seamless pipes segment continues its steady growth trajectory with a 22% increase in revenue. The welded pipes segment also experienced a substantial growth of 55%, fueled by strong order inflows from the oil & gas sector, where we see vast potential for further expansion.

Our order book stands strong, with orders pouring in from a diverse set of industries, predominantly from oil & gas, pharma, engineering, power and other sectors.

We are well-positioned to capitalize on the current growth momentum. Our strategic initiatives, robust order book, and expanding presence in key international markets are paving the way for sustained success. We remain steadfast in our commitment to delivering high-quality products that meet and exceed our customers expectations.”



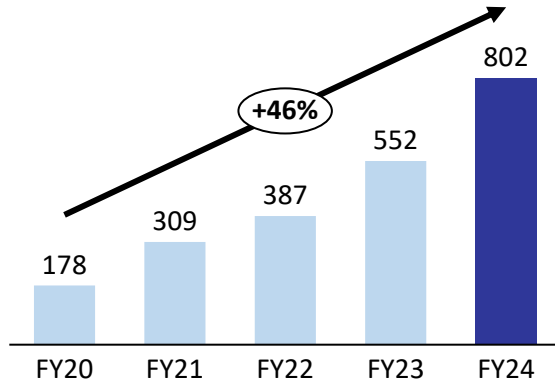
HISTORICAL FINANCIAL HIGHLIGHTS



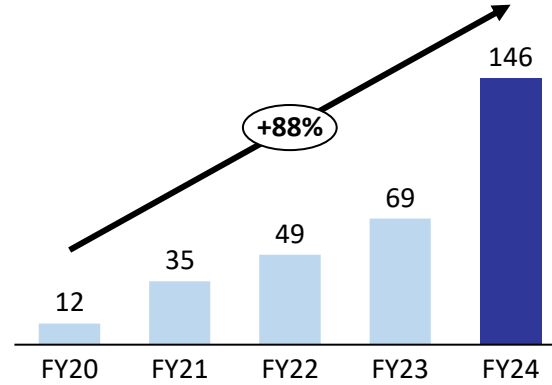
Key Historical Financials



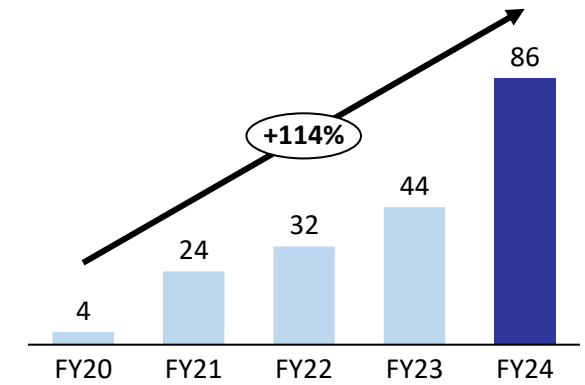
Revenue (in ₹ Cr)



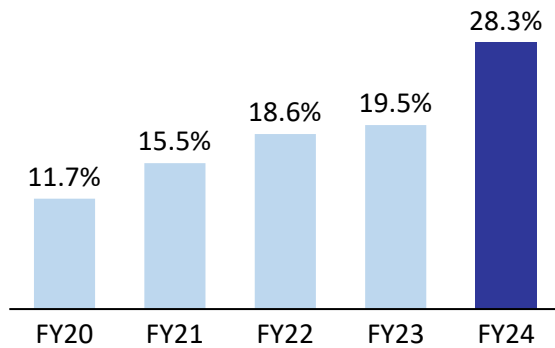
EBITDA (in ₹ Cr)



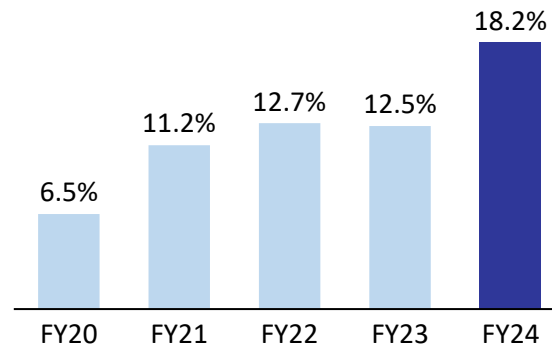
PAT (in ₹ Cr)



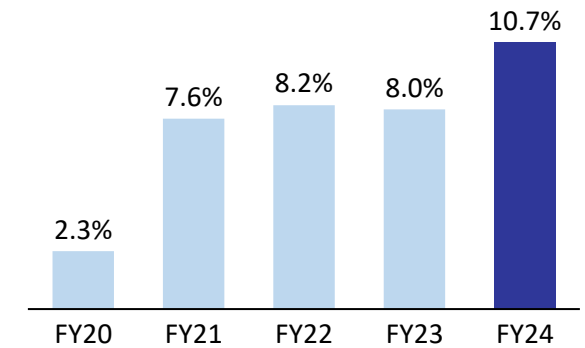
Gross Profit Margin



EBITDA Margin



PAT Margin



Historical Profit & Loss Account



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

Historical Balance Sheet



Assets (in ₹ Cr)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Non - Current Assets	302.2	206.6	30.4	20.9	17.5
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	-	-	-
Current Assets	455.4	300.9	217.5	116.6	89.7
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
Total Assets	757.6	507.5	247.9	137.5	107.2

Equity & Liabilities (in ₹ Cr)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Total Equity	406.1	322.2	128.5	39.9	16.3
Share Capital	20.3	20.3	15.2	8.7	8.7
Reserves & Surplus	385.8	301.9	113.3	31.2	7.5
Non-Current Liabilities	42.5	26.8	15.6	19.5	20.1
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
Current Liabilities	309.0	158.5	103.7	78.2	70.9
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
Total Equity & Liabilities	757.6	507.5	247.8	137.5	107.2

Historical Abridged Cash Flow Statement

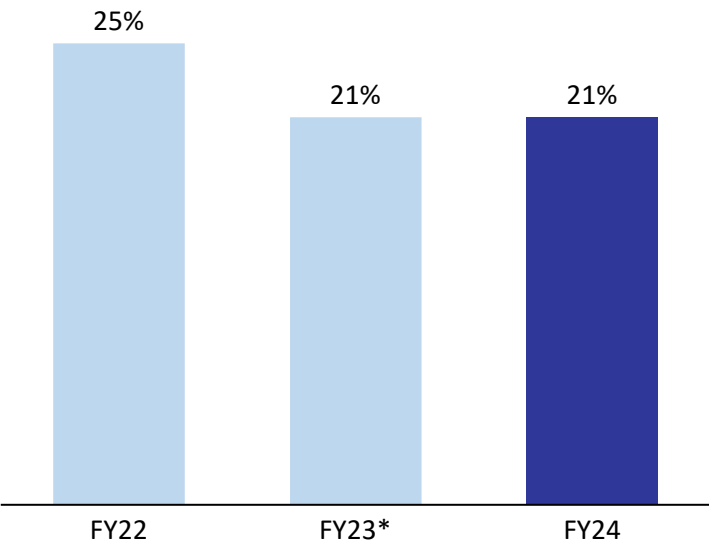


Particulars (in ₹ Cr)	FY24	FY23	FY22	FY21	FY20
Net Profit Before Tax	115.6	59.7	42.9	31.0	6.5
Adjustments for: Non -Cash Items / Other Investment or Financial Items	29.8	7.1	5.6	5.1	4.1
Operating profit before working capital changes	145.4	66.8	48.5	36.1	10.6
Changes in working capital	-73.1	-39.4	-97.4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

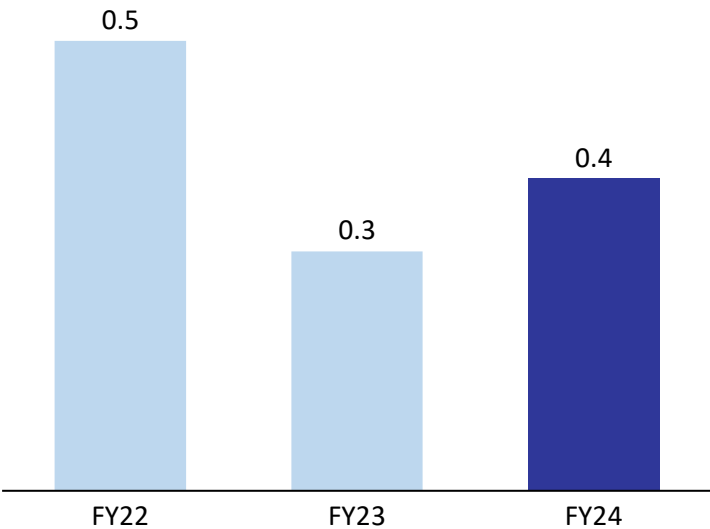
Key Return Ratios



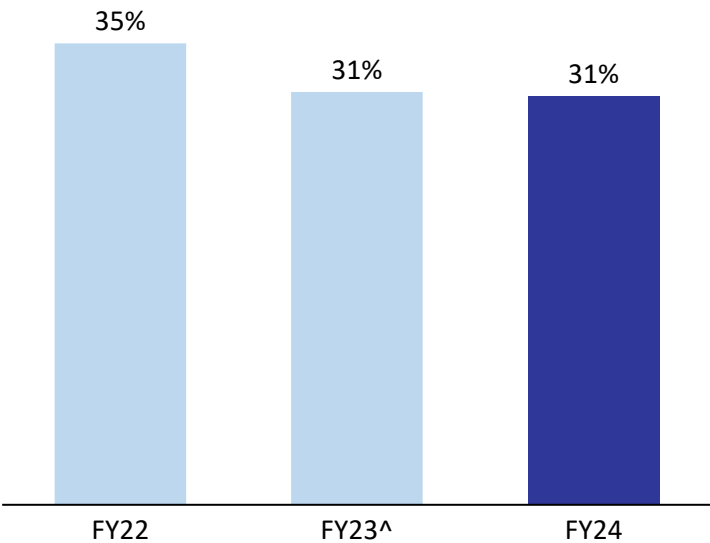
ROE



Debt / Equity Ratio



ROCE

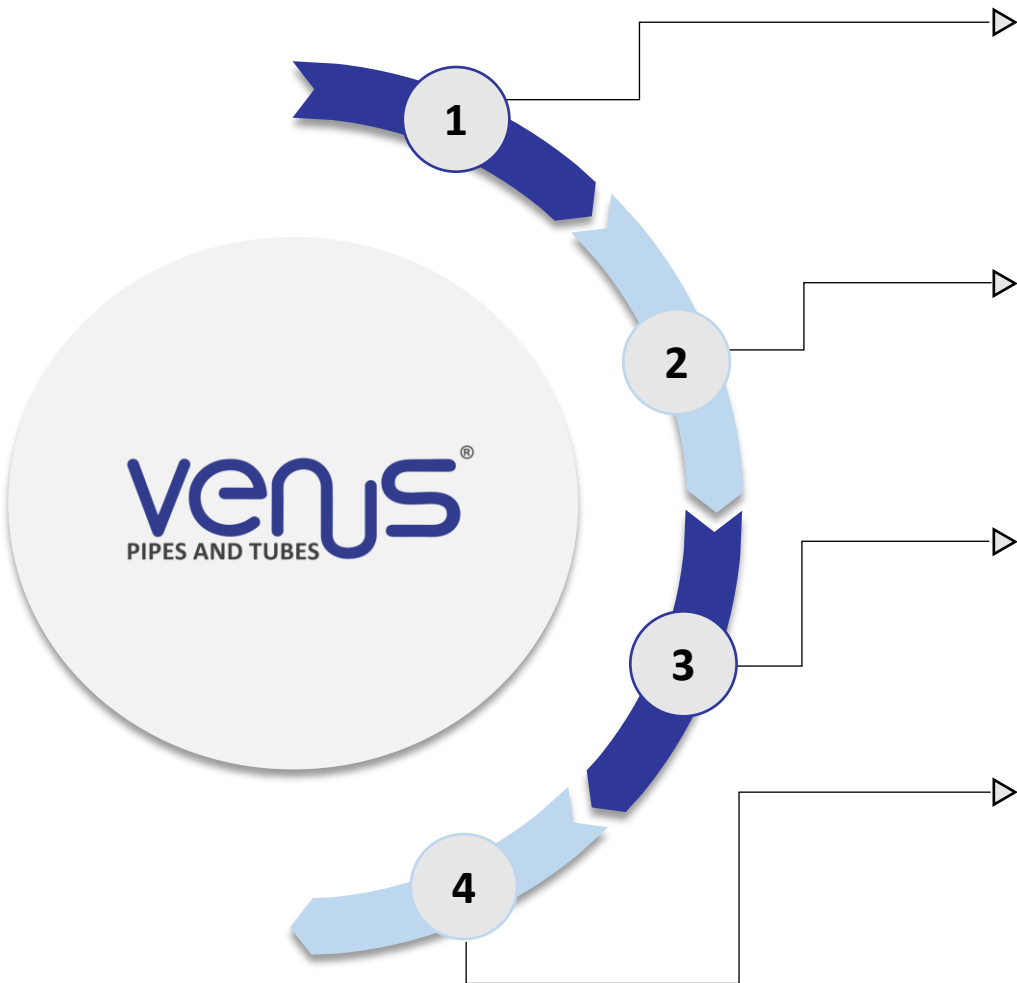


ROE = PAT / Shareholder's Equity
D/E = Total Debt / Shareholder's Equity
ROCE = EBIT / Tangible Net worth + Non-Current Liabilities

*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 specialised product line of stainless and titanium welded tubes 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 manufactured by only a select few players High precision engineering 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 demanding industrial requirements , boasting exceptional strength, precision, and resistance to corrosion	Increased Market Dominance
Increased sector outreach	We will manufacture both – Hygienic SS & Titanium grade of Tubes allowing us to diversify into sectors requiring critical application such as food processing, pharma along with nuclear and power sector 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
Project Details	Fittings & Welded Tubes	Fittings, Seamless & Welded – Pipes / Tubes	
Project Cost	Rs 115 Crores	Rs 60 Crores	~40% In form of warrants to be issued to Promoters & others
Margins (%)	High teens	High teens	
Asset Turnover	Similar to current asset turns	Similar to current asset turns	
Return Ratios	Non-Dilutive	Non-Dilutive	~60% In form of term loan from Banks & Internal accruals
Timelines	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

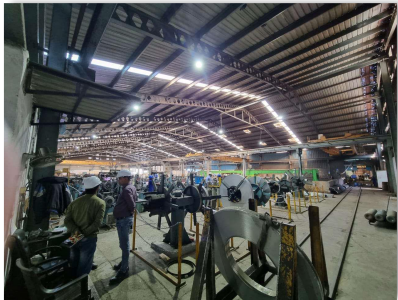
State of the Art Infrastructure...



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

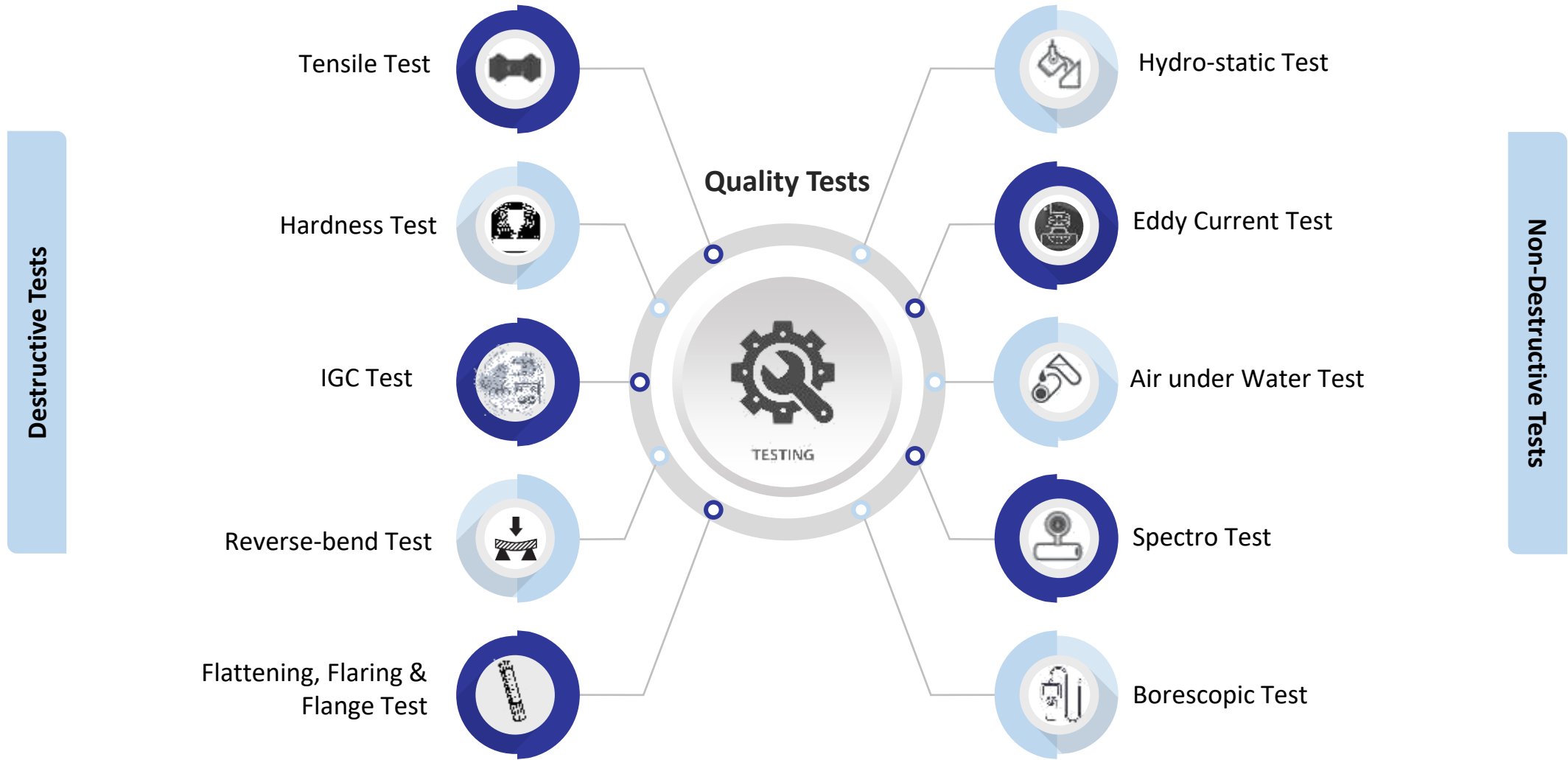


Facility on a land measuring **1,24,037 Sq. Mt.**

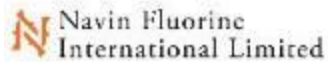




Rigorous testing system for our products to **Ensure Finest Quality** is delivered for our products

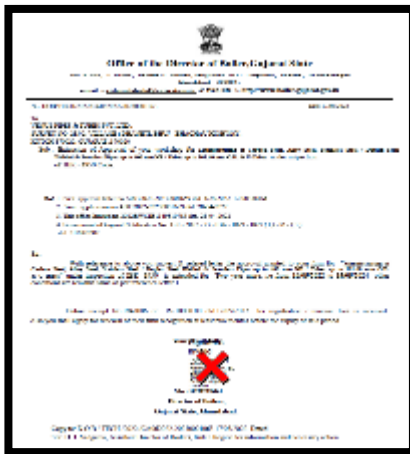


Marquee Clientele





Calendar Years	Certifications & Accreditations
2016	Our manufacturing facilities at Dhaneti have been accredited with management system standards certificate for compliance with 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
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



Jyantiram 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

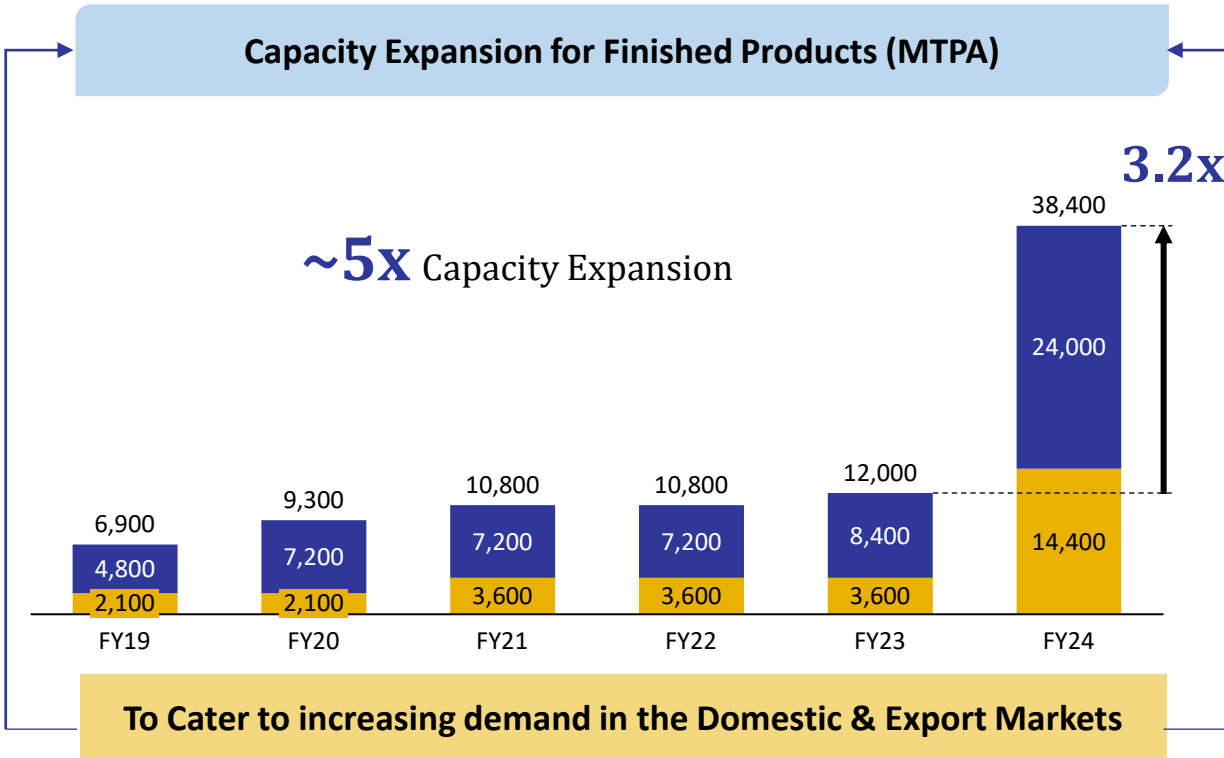


THE ARTERIES OF INDUSTRIAL FLOW

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



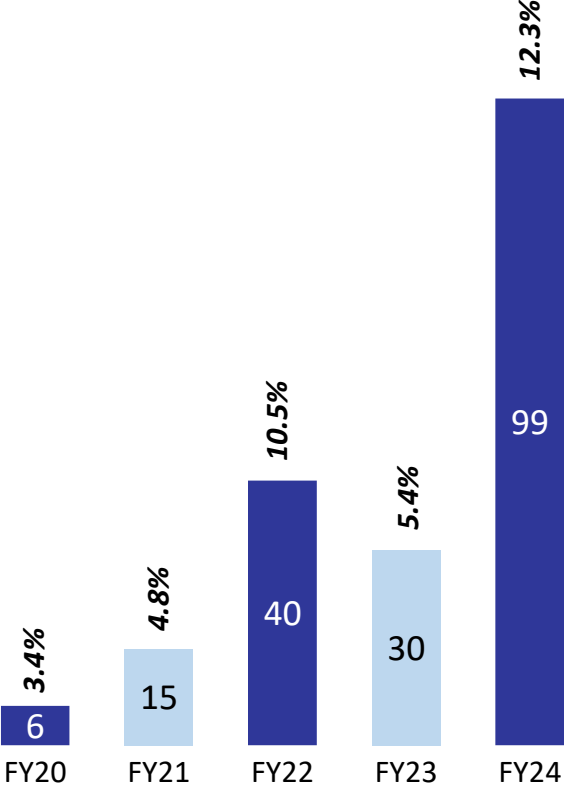
Exports in More than **20+** Countries

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)



Increase in Capacity



Value Added Products



Strong Dealership Network



Geographical Expansion



Capacity Expansion

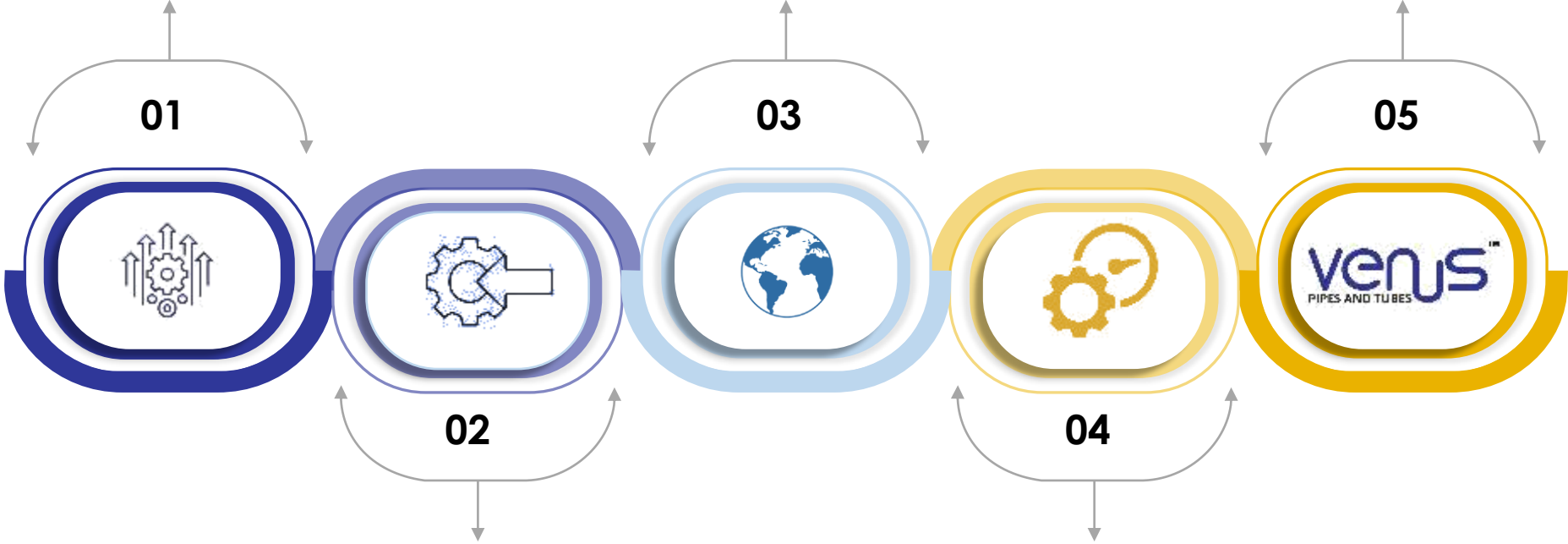
Expanding our existing manufacturing capacity for welded pipes/tubes (including titanium grade) and seamless pipes/tubes; and foraying into value added fittings business

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[®]
PIPES AND TUBES

Venus Pipes & Tubes Limited

CIN: L74140GJ2015PLC082306

Mr. Kunal Bubna (Chief Financial Officer)

cs@venuspipes.com

SGA Strategic Growth Advisors

Strategic Growth Advisors Private Limited

CIN: U74140MH2010PTC204285

Mr. Sagar Shroff / Mr. Ayush Haria

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