



# ATAM VALVES LIMITED

(FORMERLY ATAM VALVES PVT. LTD.)

1051, OUTSIDE INDUSTRIAL AREA, JALANDHAR CITY-144004, PUNJAB, INDIA.

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F : 91-181-2290611

E-mail : sales@atamfebi.com

E-mail : marketing@atamfebi.com

Website : www.atamvalves.in

**Dated: - 16<sup>th</sup> July, 2024**

**ATAM/SE/2024-25/35**

To,

National Stock Exchange of India Ltd.,  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (E)  
Mumbai - 400 051

To,

Bombay Stock Exchange Limited,  
The Department of Corporate Services  
P.J. Towers, Dalal Street,  
Mumbai - 400 001

**Sub: - Investor Presentation for the Quarter ended on 30<sup>th</sup> June, 2024.**

**Ref: - ISIN: - INE09KD01013**

**Scrip Code: - 543236**

**Symbol: - ATAM**

Respected Sir/ Madam,

Pursuant to Regulation 30 read with Part A of Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosures Requirements) Regulations, 2015 please find enclosed herewith the Investor Presentation for the Quarter ended on 30<sup>th</sup> June, 2024.

Kindly take the same on record.

Thanking You,

Yours Sincerely,

For **Atam Valves Limited**

**Amit Jain**

(Managing Director)

**Encl: as above**



Valves, Fittings & Boiler Mountings

# ATAM

# VALVES LIMITED

**Investor Presentation Q1 FY25**



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These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks.

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# **COMPANY OVERVIEW**

# ATAM VALVES: A GLANCE

Atam Valves Limited (Atam, The Company) is a renowned manufacturer of industrial and plumbing valves and fittings with a reputation for innovative products and quality engineering. Founded in 1985, the company has since expanded its operations to cater to the diverse sectoral needs of industries such as oil and gas, refining and petrochemicals, chemicals and pharmaceuticals, marine, mining, water & waste water, textile, sugar, and HVAC.

Atam Valves manufactures a wide range of valves including Gate, Globe, Check, Ball, Butterfly, Steam Traps, Boiler Mountings & Accessories, and other industrial valves and fittings. Their products are designed to handle service conditions ranging from -192°C to 550°C and pressures of up to 10000 psi.

The company's multi-capability manufacturing infrastructure and dedicated team of 500 professionals allow it to handle large and customized orders with ease. Atam Valves operates three foundry shops, one each for non-ferrous, stainless steel, and carbon & alloy steels, with multiple molding foundry processes.

With a focus on innovation and product quality, Atam Valves has become a trusted partner to many industries.

The Company got listed on the BSE SME platform in the month of October 2020 & Migrated to the Mainboard of BSE & NSE in the month of May 2023.

**35** Years  
of excellence

Manufacturing  
Unit Spread  
across **5,00,000**  
Sq. Ft

**500** Product  
SKUs Portfolio

**500+**  
Employees

**300+**  
Clients

**700** Dealers

# OUR MISSION, VISION AND VALUES



**To become the leader of manufacturing and exporting industrial valves, fittings and boiler mountings.**

**Total commitment to innovation, quality and product integrity that attracts trust and confidence.**

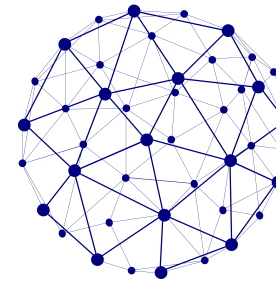
## COMPETITIVE ADVANTAGE



**Three decades of rich experience with three generation in business**



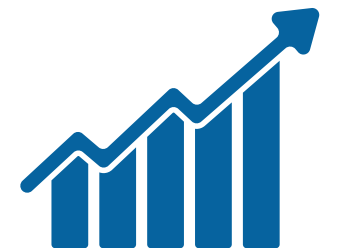
**Strong product portfolio**



**PAN India dealer's network**



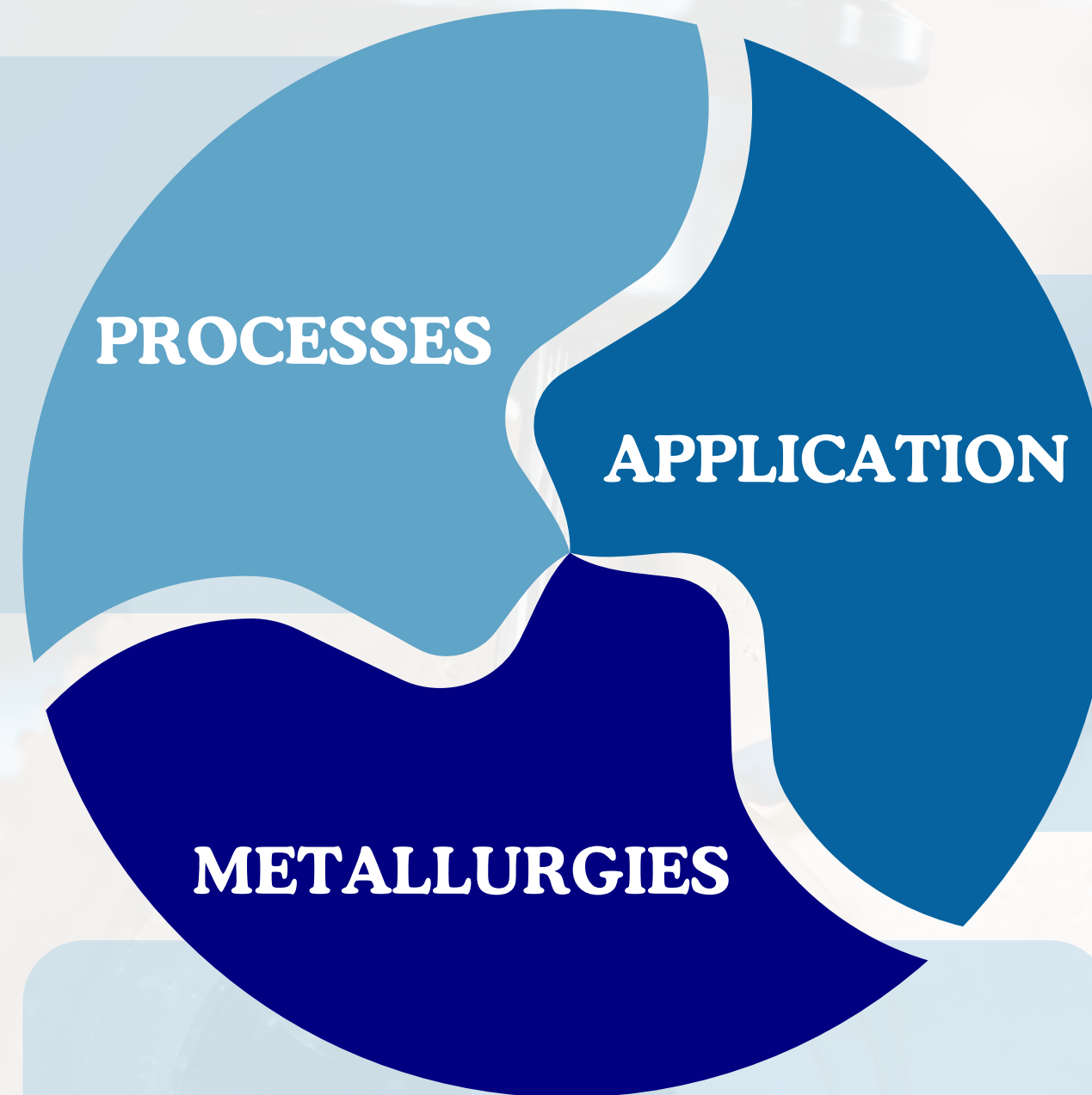
**Strong clientele**



**Impressive return ratios**

We are experts in deploying multiple manufacturing processes namely:

- Shell moulding
- Investment casting
- No-Bake moulding



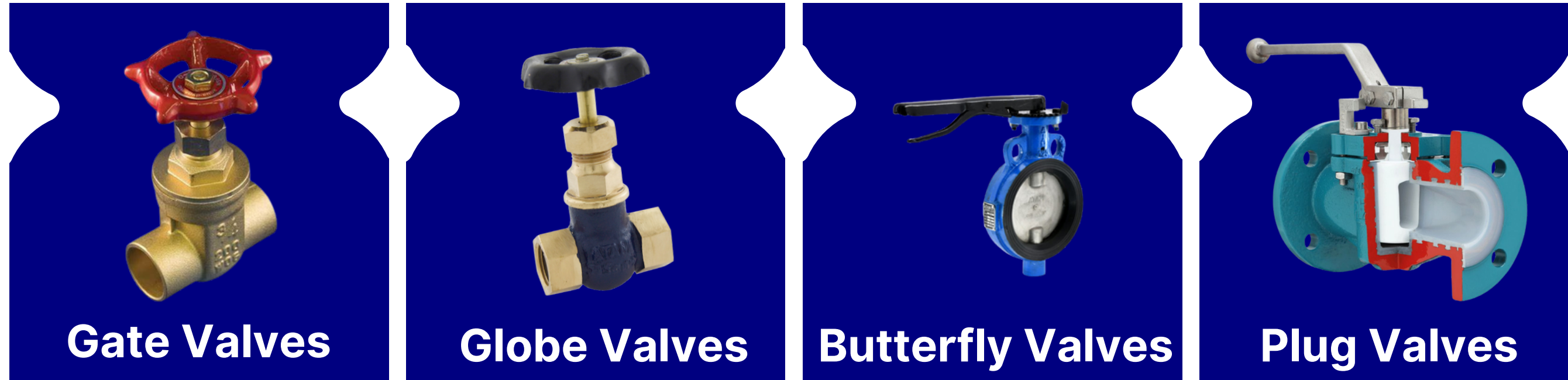
We are able to service multiple high-growth sectors that promise to sustain our success like:

- Oil & Gas
- Steam
- Fertilizer
- Edible

We are adept in manufacturing using products leveraging multiple metallurgies namely:

- Bronzes
- Irons
- Steels

# OVERVIEW OF OUR PRODUCT PORTFOLIO





# OVERVIEW OF OUR PRODUCT PORTFOLIO



# OUR MARQUEE CLIENTS



## POTENTIAL CLIENTELE AFTER API INTEGRATION

## OUR EXISTING CLIENTS




## The Indian Government honored the Company with two Prestigious awards: the National Award for Quality in 2006 and the National Award for Entrepreneurship in 2009.

ATAM has ISO 9001, ISO 14001, PED. IBR. ISI Certified



**CERTIFICATE**



**M/S ATAM VALVES LIMITED**  
1050-51, OUTSIDE INDUSTRIAL AREA, JALANDHAR CITY, PUNJAB-144004

has implemented and maintains a **Environmental Management System**


**MANUFACTURING & SUPPLY OF VALVES, COCKS, BOILER MOUNTINGS AND PIPE FITTINGS**


Through an audit, documented in a report, it was verified that the management System fulfills the requirements of the following standard:

### ISO 14001:2015



**Certificate Registration No. : 23071902**

Initial Registration : 19 July 2023  
Valid Until/Recertification : 18 July 2026  
Surveillance audit due on/Expiry : 18 July 2024  
Date of Current issue date : 19 July 2023


  
**Director**




For verification and updated information concerning the present certificate visit to [www.acmeregistrar.com](http://www.acmeregistrar.com)  
This Certificate is the property of ACME Certification Private Limited and remains valid subject to satisfactory surveillance audits and shall be returned immediately when demanded.

  **ACME Certification Private Limited**  
2-A/3, Second Floor (Front Portion) Asaf Ali Road, Turkman Gate, New Delhi - 110002  
Phone : +91 959 970 4448  
Visit - [www.acmeregistrar.com](http://www.acmeregistrar.com)  
E-mail - [info@acmeregistrar.com](mailto:info@acmeregistrar.com)

The International Accreditation Service (IAS) has been providing accreditation services since 1975 from USA.  
IAS Headquarter: 3060, Saturn Street, Suite 100, Brea, California 92821-1732, USA.



**CERTIFICATE**



**M/S ATAM VALVES LIMITED**  
1050-51, OUTSIDE INDUSTRIAL AREA, JALANDHAR CITY, PUNJAB-144004

has implemented and maintains a **Quality Management System**


**MANUFACTURING & SUPPLY OF VALVES, COCKS, BOILER MOUNTINGS AND PIPE FITTINGS**


Through an audit, documented in a report, it was verified that the management System fulfills the requirements of the following standard:

### ISO 9001:2015



**Certificate Registration No. : 23071901**

Initial Registration : 19 July 2023  
Valid Until/Recertification : 18 July 2026  
Surveillance audit due on/Expiry : 18 July 2024  
Date of Current issue date : 19 July 2023


  
**Director**



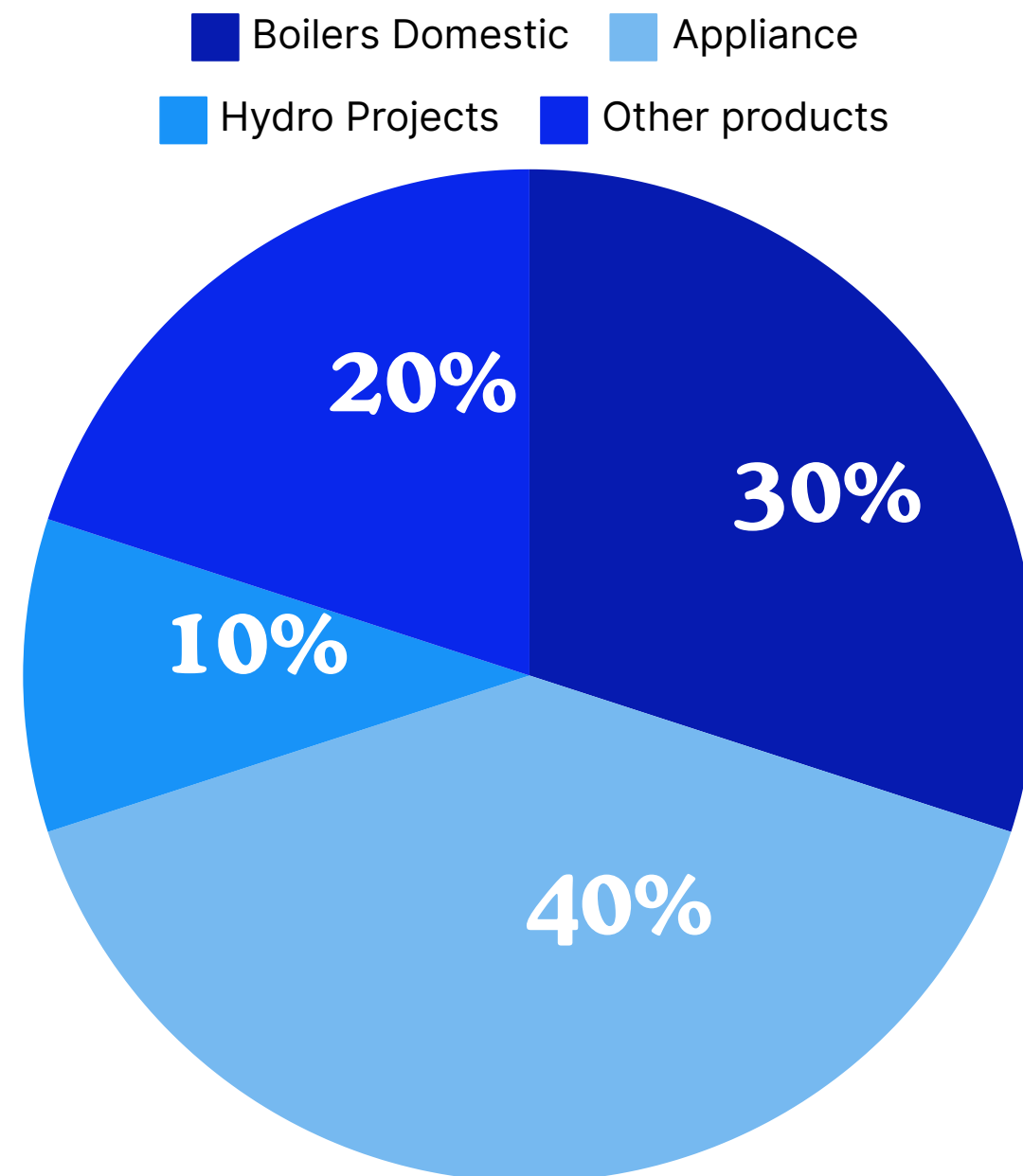
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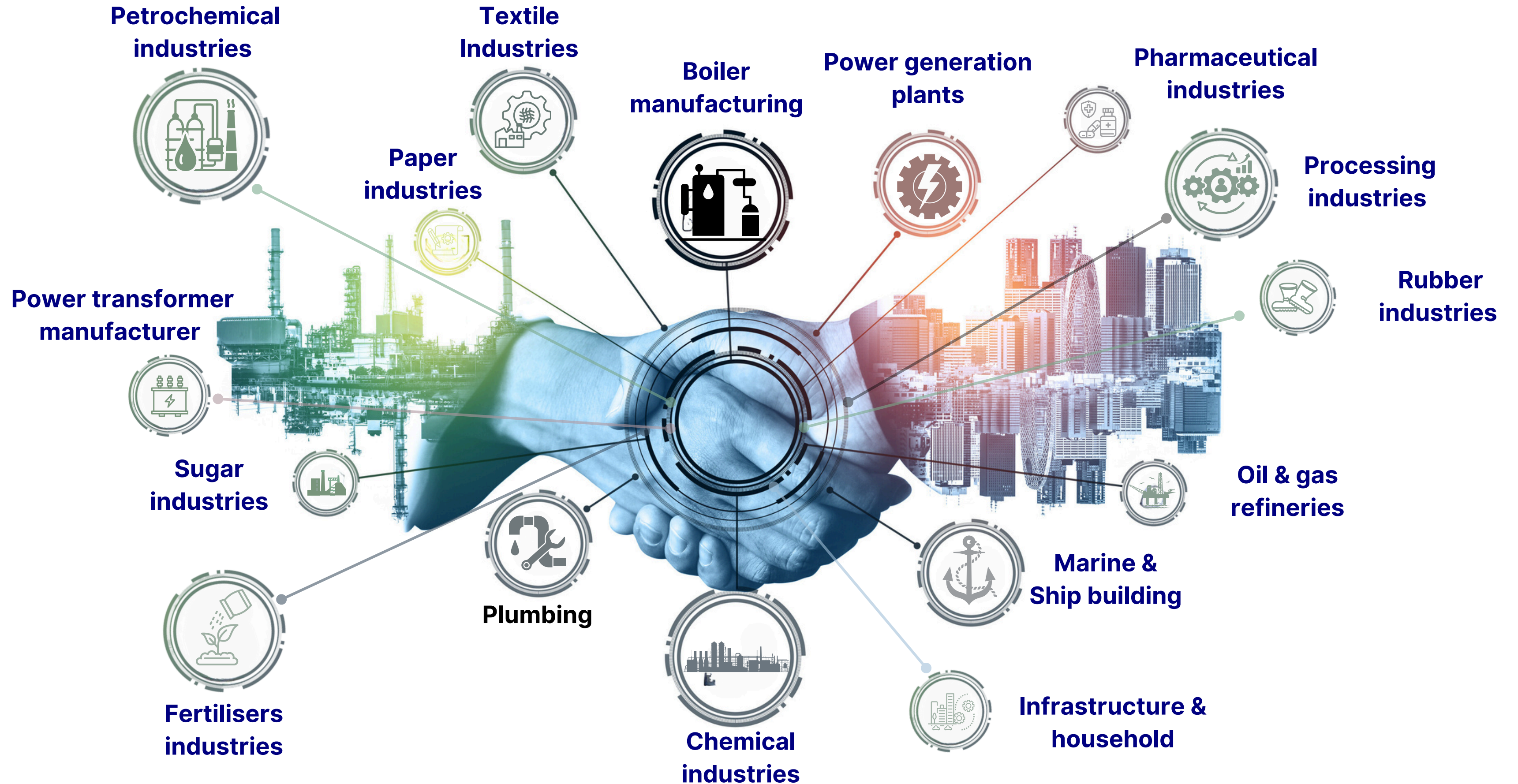
The International Accreditation Service (IAS) has been providing accreditation services since 1975 from USA.  
IAS Headquarter: 3060, Saturn Street, Suite 100, Brea, California 92821-1732, USA.



## Major Contributors To Sales



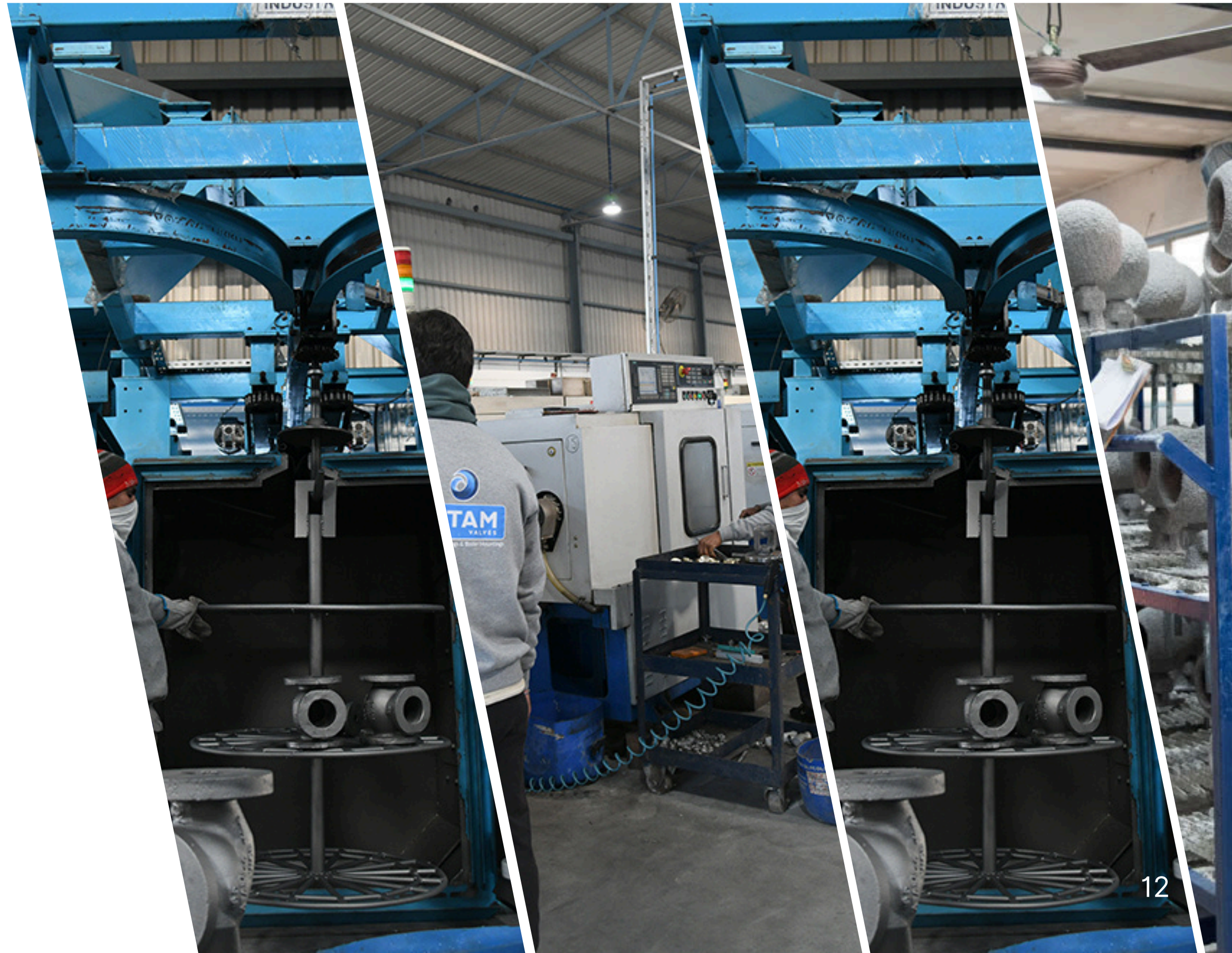
# A STRONG INDUSTRY PRESENCE



# PRECISION & INNOVATION STATE OF THE ART MANUFACTURING FACILITY

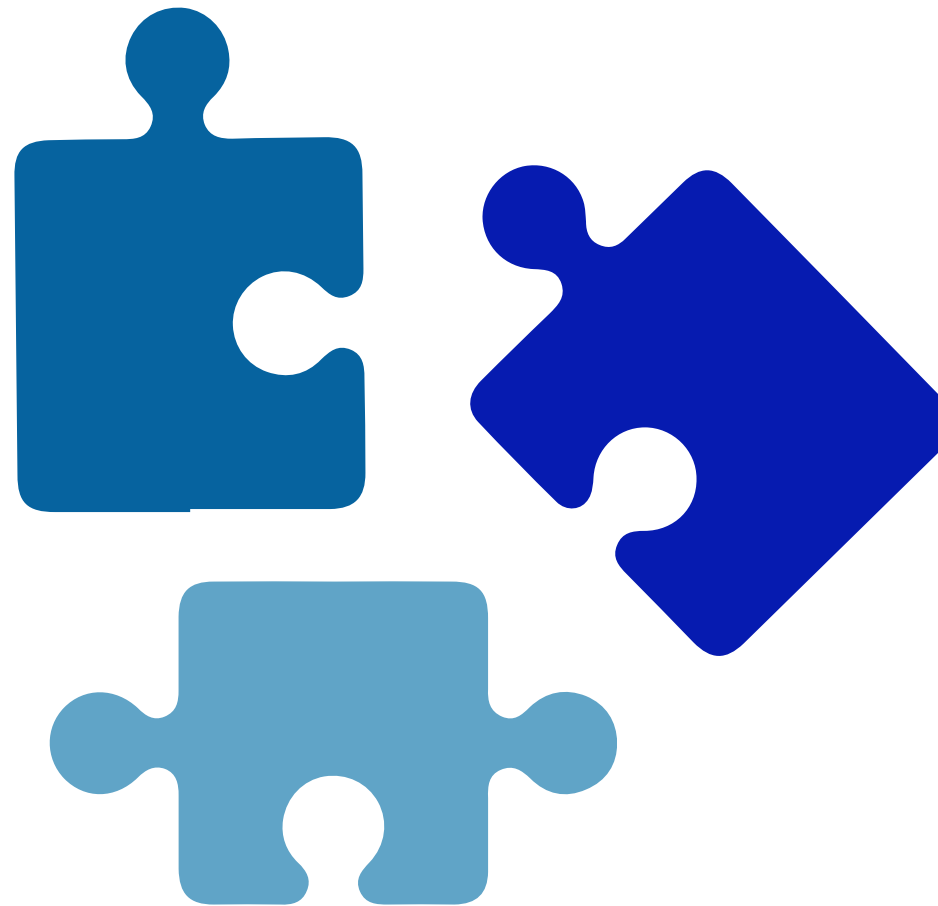
The Company has **3** specialised Foundry Shops for Nonferrous, Stainless Steel and Carbon & Alloy Steels, each with multiple moulding techniques.

The Company has a valve manufacturing capacity of **96,000** pieces per month across all product categories, ensuring efficient order fulfillment and timely delivery for the clients.



## Integrated Manufacturing Facility All facilities are in-house

- Design & Development
- Casting
- Lab Testing (destructive as well as non-destructive testing)
- Machining & Welding
- Assembly
- Pressure Testing
- Painting & Packaging



## Wide array of capabilities

- Wide array of capabilities
- Three foundry shops (one each for non ferrous, stainless Steel and Carbon & alloy Steels)
- Multiple Moulding (foundry) processes
- Shell Moulding for Non-ferrous alloys
- Investment Casting for Stainless Steels
- No Bake Moulding process for carbon and alloy steels

**API  
Certification**

**Evaluating  
Diverse  
Industries**

**Future  
Growth  
Triggers**

**New  
products in  
pipeline**

**Ramp up in  
exports**



## API Certification

The American Petroleum Institute (API) certification is a major credential for companies making valves and equipment for the oil and gas industry.

**Getting an API license is a rigorous process that usually takes 2-3 years.**

We have a clear plan for obtaining API certification. This certification will boost our market credibility and open up new international markets, particularly in the oil and gas sector.

### Benefits of API Certification:

- Assurance to customers that our products meet high industry standards.
- Having this certification open up new market opportunities, both domestically and internationally.
- Overall improvements in product quality and consistency.

## Ramp up in Exports

After we receive the API certification, we expect to see a substantial increase in our export sales. This will create new opportunities for our products in international markets. We're well-positioned to meet the increasing global demand and look forward to expanding our customer base across various countries. This achievement will mark a significant step forward in our international growth strategy.

## Evaluating Diverse Industries

We are actively exploring new industries for expansion, with a particular focus on **Wastewater management sector.**

## New Products in Development

We're currently developing new products to serve a wider range of industry applications, meeting the evolving needs of our diverse clientele. Our team is focused on expanding our valve range, aiming to offer sizes from **12 to 72 inches** to accommodate larger-scale projects.

In our commitment to quality and sustainability, we've made a significant change in our material sourcing. We've substituted our imports from using Chinese brass to high-grade stainless steel, ensuring greater durability, corrosion resistance, and overall performance of our valves.

## VOLUME-DRIVEN GROWTH

- Increase market share with existing clients.
- Increase the client base in business spaces of our presence.
- Widen the product basket - our upcoming products are cast iron fittings, flanges and control valves.
- Increase international presence.
- Currently 750 dealers, with plans for an increase 1,000 and increase export sales form 3% to 25%.



## VALUE-LED GROWTH

- Introduction of high-value products in the sales mix.
- Establish a presence in nation-critical spaces.
- Enter the bath-fitting solutions space

## STRATEGIC INITIATIVES

- Evaluate inorganic growth opportunities – acquisition of similar businesses.
- Obtaining certifications which are globally recognized, Like: EIL, API, WRAS, Power Grid.

## MARKETING STRATEGIES

- Involvement in exhibition and event in domestic and international market to understand trend and promote product portfolio.
- Promote export business, launch of new value added product, promoting products through brand ambassador.



# **MANAGEMENT OVERVIEW**



**Vimal Parkash Jain**

*Chairman and Wholetime Director*

Education: Bachelor of Science in Engineering (Mechanical)

He is the founder of our Company and has experience of around four decades in Valves Industry. His role in our Company is to manage production strategies.



**Amit Jain**

*Managing Director*

Education: Bachelor of Commerce

He has around twenty years of experience in the valves industry. His role in our Company is to manage marketing and sales strategies



**Pamila Jain**

*Wholetime Director and Chief Financial Officer*

Education: Diploma Computer Programming degree.

She has approximately fifteen years of experience in valves industry. Her role in our Company is to look after the finance of the Company.



**Bhavik Jain**

*Wholetime Director*

Education: Bachelor's Degree in Science

With Honors Management with Marketing Experienced management professional adept at global operations and international partnerships for Atam Valves Ltd, demonstrating leadership in export-import management and team coordination for global expansion



**Rajni Sharma**

*Non-Executive Independent Director*

Education: M.Sc. in Maths

By profession Ms Rajni Sharma is the Principal in Manav Sehyog School.



**Surinder Kumar Salwan**

*Non-Executive Independent Director*

Education: BSC Engineering (Metallurgical)

He was associated with several automobile Companies at various positions.



**Parminder Singh**

*Non-Executive Independent Director*

Education: Bachelor's Degree in Commerce and is a member of ICAI.

He offers expertise in audit, taxation, advisory, and consultancy services, delivering meticulous financial guidance with over two decades of experience.

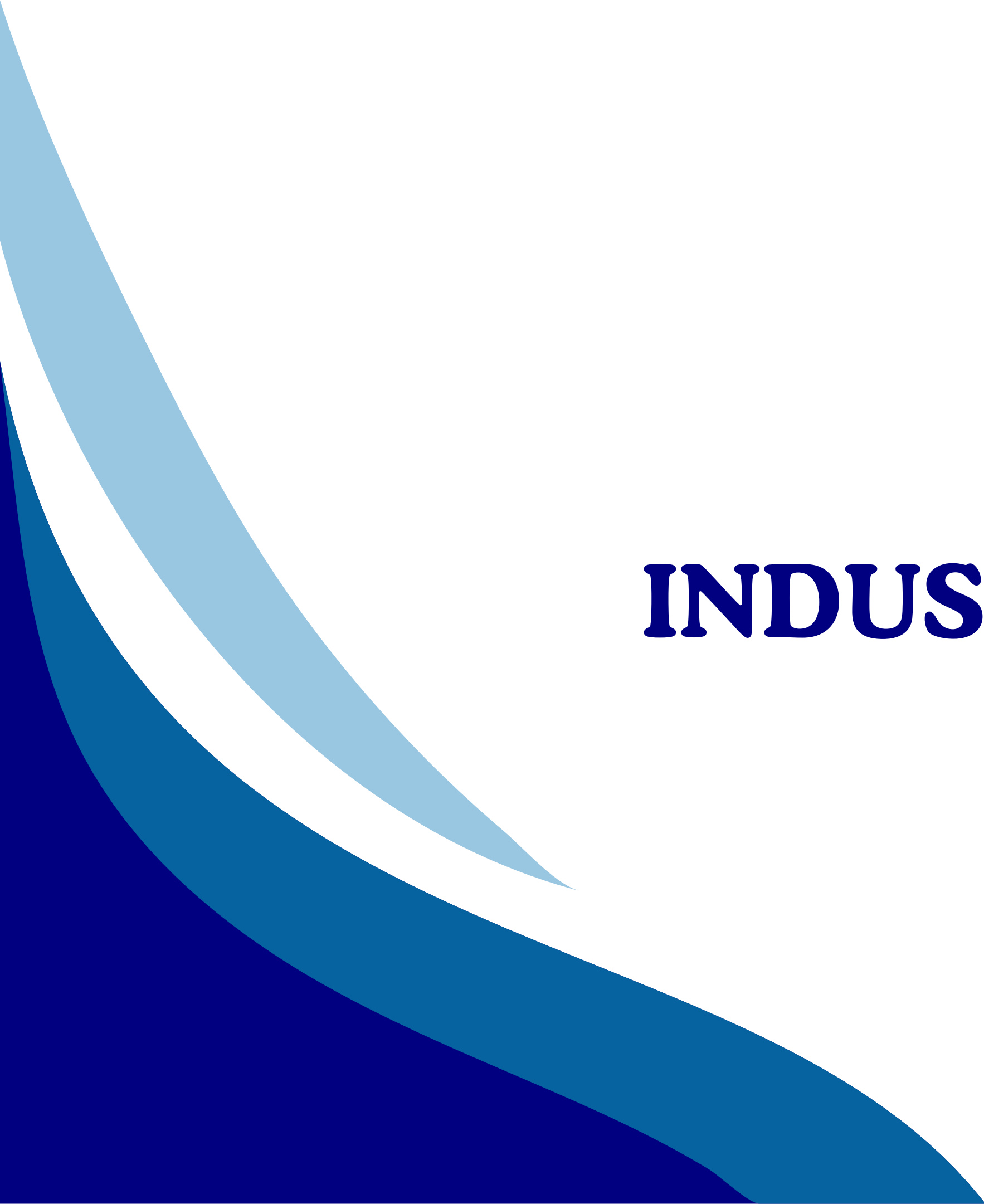


**Gaurav Jain**

*Non-Executive Independent Director*

Education: Bachelor's Degree in commerce from Guru Nanak Dev University and a bachelor's degree in law from Maharaja Ganga Singh University

Bringing expertise in marketing and PR, he's partnered with Parsvnath Udyog and directs Fair Travels Holidays. Renowned for oratory skills, he's pivotal in social initiatives. While not managing daily operations, he guides strategic decisions and governance.



# **INDUSTRY OVERVIEW**

# INDUSTRY OVERVIEW – INDUSTRIAL VALVES

Global industrial valves market is projected to reach USD 99.8 billion by 2028 with a 4.4% CAGR from USD 80.4 billion in 2023

The rising demand for valves from healthcare and pharmaceutical industries, establishment of smart cities globally, and rapid deployment of connected networks to monitor valve conditions and predict system failures are the major factors driving the growth of the industrial valves market.

Valves play a vital role in power plants, and with the establishment of new nuclear plants and revamping existing ones, the demand for valves is expected to increase.

The malfunctioning or failure of valves can result in unplanned downtime or shutdown of a plant, leading to enormous consequences such as loss in production and wastage of raw materials.

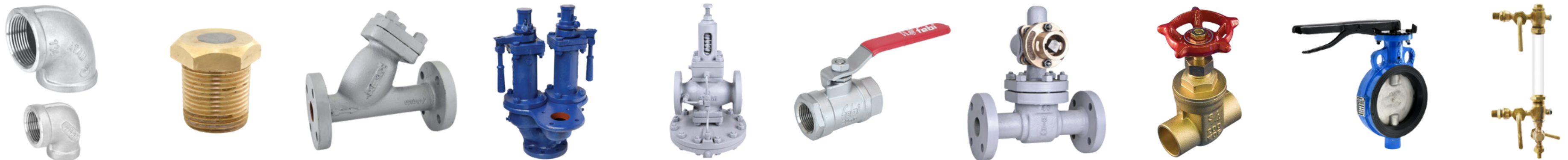
The integration of artificial intelligence (AI) in water supply systems is a significant opportunity for the market, which can help reduce energy consumption and efficiently monitor water quality.

High capital investment and low-profit margins due to varying valve standards across regions are the major restraints to the growth of the industrial valves market.

Product launches, acquisitions, expansions, and contracts are expected to offer lucrative opportunities for the market players in the next five years.

The market growth in North America is attributed to the increasing R&D activities in the region pertaining to the use of actuators in valves for automation and the rising demand for safety in industrial applications.

The safety valve segment is expected to register the highest CAGR during the forecast period.



# INDUSTRY OVERVIEW – INDUSTRIAL BOILERS

The global industrial boilers market size is estimated to reach USD 23.5 billion by 2030 with a CAGR of 5.5% from 2022 to 2030.

The water-tube boiler segment generated the highest revenue share (72%) in 2022, and the chemical and petrochemicals segment had the highest revenue share (35%)

Europe dominated the market in 2022, accounting for 37% of the revenue share, while Asia Pacific is expected to be the most opportunistic segment during the forecast period.

The lack of proper infrastructure and high costs associated with industrial boilers are some of the challenges faced by the market.

The major drivers of the market include rapid industrialization, stringent government regulations, and rising end-use applications in various industries such as food and beverages, textiles, and consumer goods.





# STRONG GROWTH IN MAJOR END USE INDUSTRY



## Capital Goods

Capital Goods sector contributes to 12% of India's manufacturing output and 1.8% to GDP. Market valuation of the capital goods industry was US\$ 43.2 billion in FY22.

The Indian electrical equipment industry comprises of two broad segments, Generation equipment (boilers, turbines, generators) and Transmission. The sector contributes about 8% to the manufacturing sector in terms of value, and 1.5% to overall GDP.

India steam boiler systems market size is expected to reach nearly US\$ 22.56 billion by 2027 with the CAGR of 4.63% during the forecast period.



## Chemical Industry

The Indian chemicals industry stood at US\$ 178 billion in 2019 and is expected to reach US\$ 304 billion by 2025 registering a CAGR of 9.3%. The demand for chemicals is expected to expand by 9% per annum by 2025. The chemical industry is expected to contribute US\$ 300 billion to India's GDP by 2025.

Under the Union Budget 2022 23 the government allocated Rs. 209 crores (US\$ 27.43 million) to the Department of Chemicals and Petrochemicals.



## Oil & Gas

According to the IEA (India Energy Outlook 2021), primary energy demand is expected to nearly double to 1,123 million tonnes of oil equivalent, as India's gross domestic product (GDP) is expected to increase to US\$ 8.6 trillion by 2040.

India's total consumption petroleum products rose 4.6 % in fiscal 2023-24 (FY24) to 233.3 million metric tonne (MMT), while domestic production of crude oil rose marginally at 0.6 per cent. High speed diesel is India's most consumed fuel, accounting for almost 40% of all petroleum product consumption..



## Petrochemical

An investment of Rs. 8 lakh crore (US\$ 107.38 billion) is estimated in the Indian chemicals and petrochemicals sector by 2025. The specialty chemicals constitute 22% of the total chemicals and petrochemicals market in India. The demand for specialty chemicals is expected to rise at a 12% CAGR in 2020-25.

A 2034 vision for the chemicals and petrochemicals sector has been set up by the government to explore opportunities to improve domestic production, reduce imports and attract investments in the sector. The government plans to implement production-link incentive system with 10-20% output incentives for the agrochemical sector; to create an end-to-end manufacturing ecosystem through the growth of clusters.



## Pharmaceutical

According to the Indian Economic Survey 2021, the domestic market is expected to grow 3x in the next decade. India's domestic pharmaceutical market stood at US\$ 42 billion in 2021 and is likely to reach US\$ 65 billion by 2024 and further expand to reach US\$ 120-130 billion by 2030.

In the global pharmaceuticals sector, India is a significant and rising player. India is the world's largest supplier of generic medications, accounting for 20% of the worldwide supply by volume and supplying about 60% of the global vaccination demand. The Indian pharmaceutical sector is worth US\$ 42 billion worldwide.



# FINANCIALS

# Q1 FY25 RESULT HIGHLIGHTS

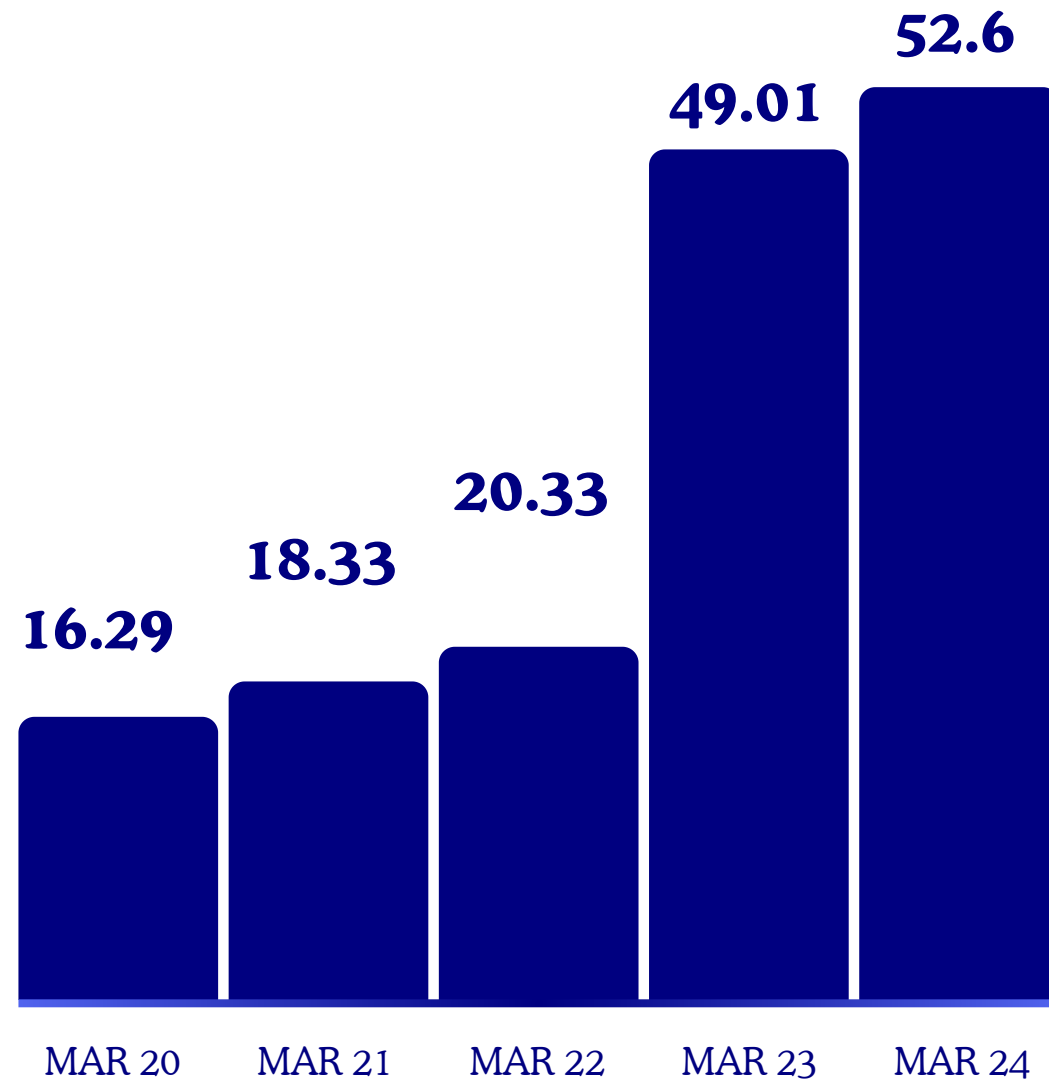
₹ in Lakhs

Particulars	Q1-25	Q4-24	Q1-24	QoQ%	YoY%	Mar-23	Mar-24	YoY%
<b>Revenue from operations</b>	<b>1148.48</b>	<b>1724.51</b>	<b>1040.4</b>	<b>-33%</b>	<b>10%</b>	<b>4901</b>	<b>5,259.75</b>	<b>7%</b>
Total expenditure	1000.93	1325.5	889.76	-24%	12%	3810	4280.23	12%
<b>EBITDA</b>	<b>147.55</b>	<b>399.01</b>	<b>150.64</b>	<b>-63%</b>	<b>-2%</b>	<b>1091</b>	<b>979.52</b>	<b>-10%</b>
EBITDA Margin	13%	23%	14%	-44%	-11%	22%	19%	-16%
<b>Other Income</b>	<b>1.12</b>	<b>2.06</b>	<b>0</b>	<b>-46%</b>	<b>100%</b>	<b>24</b>	<b>2.59</b>	<b>-89%</b>
Depreciation	14.11	15.15	15.48	-7%	-9%	72	64.84	-10%
<b>EBIT</b>	<b>134.56</b>	<b>385.92</b>	<b>135.16</b>	<b>-65%</b>	<b>0%</b>	<b>1043</b>	<b>917.27</b>	<b>-12%</b>
Interest	10.12	25.48	22.07	-60%	-54%	40	114.31	186%
<b>Profit before tax</b>	<b>124.44</b>	<b>360.44</b>	<b>113.09</b>	<b>-65%</b>	<b>10%</b>	<b>1003</b>	<b>802.96</b>	<b>-20%</b>
Tax	31.36	91.99	29.02	-66%	8%	236	219.76	-7%
<b>Profit after Tax</b>	<b>93.08</b>	<b>268.45</b>	<b>84.07</b>	<b>-65%</b>	<b>11%</b>	<b>767</b>	<b>583</b>	<b>-24%</b>
Net profit margin	8.10%	15.57%	8.08%	-48%	0%	15.65%	11.09%	-29%
<b>EPS</b>	<b>0.81</b>	<b>2.34</b>	<b>0.80</b>	<b>-65%</b>	<b>-6%</b>	<b>7.67</b>	<b>5.21</b>	<b>-28%</b>

# KEY FINANCIAL HIGHLIGHTS

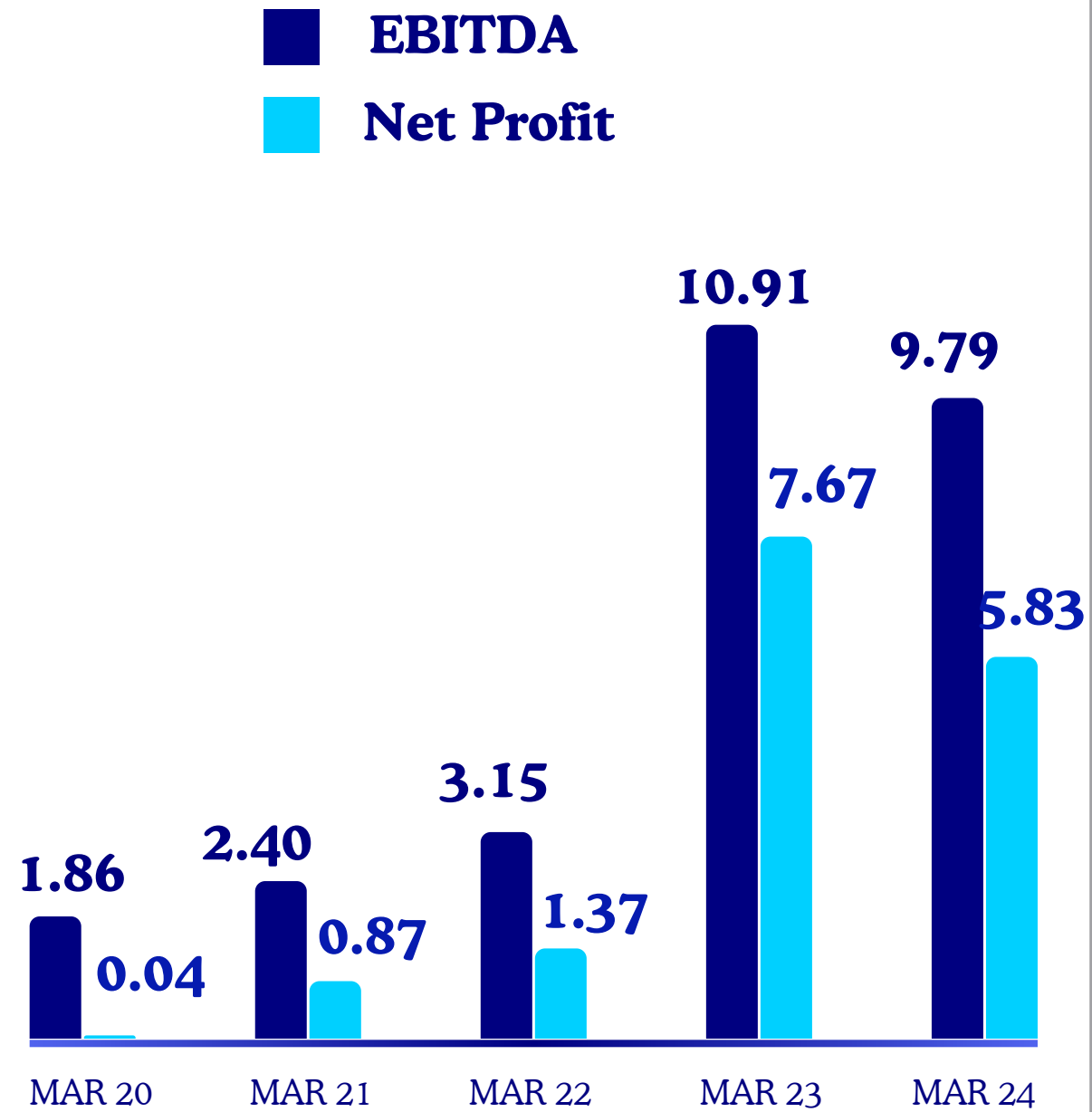
## TOTAL REVENUE

₹ IN CRORES

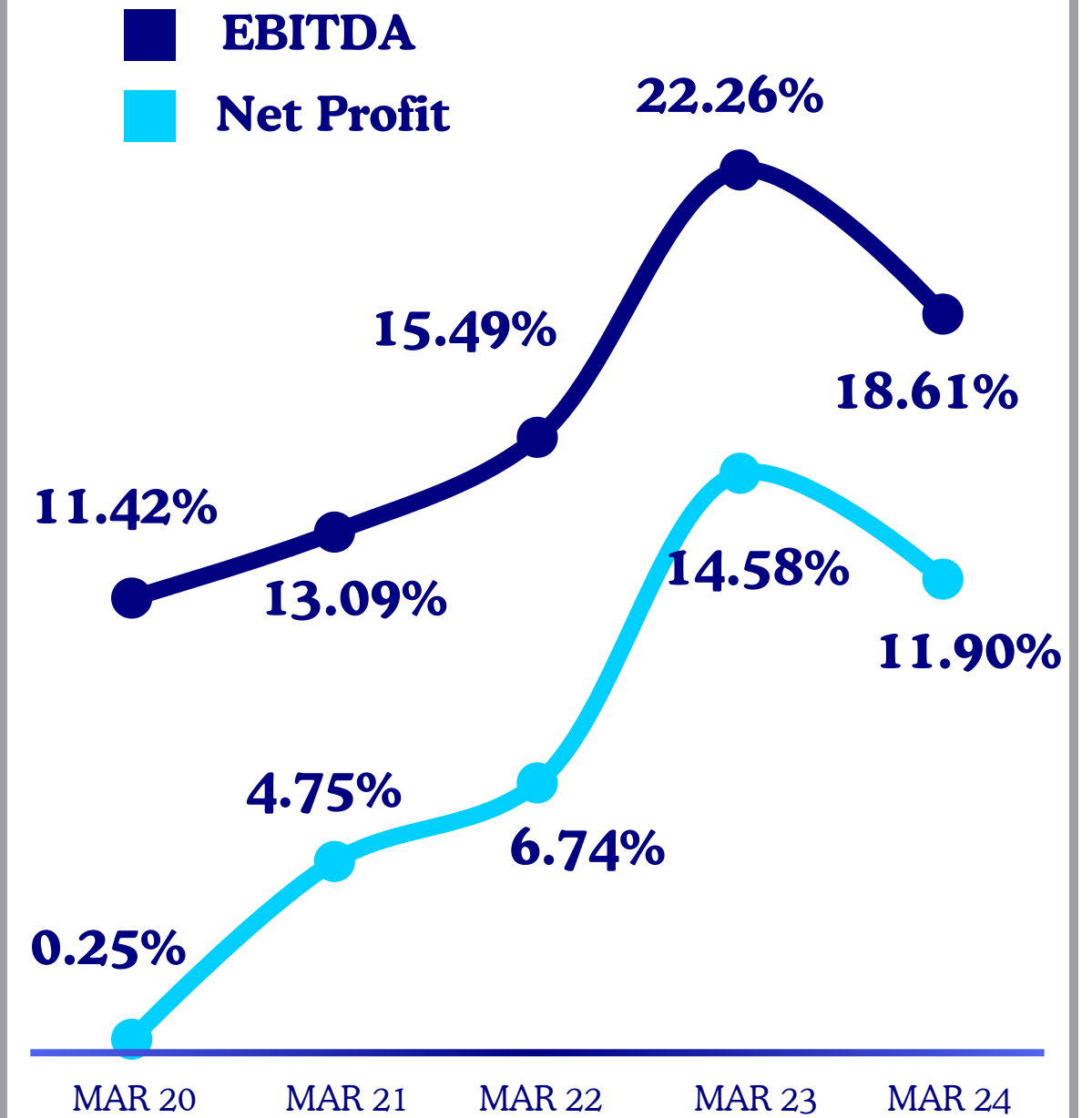


## EBITDA & NET PROFIT

₹ IN CRORES



## EBITDA & NET PROFIT MARGIN



# PROFIT & LOSS

₹ in Crore

Particulars	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Sales	16.29	18.33	20.33	49.01	52.60
Expenses	14.43	15.93	17.18	38.1	42.81
<b>EBITDA</b>	<b>1.86</b>	<b>2.4</b>	<b>3.15</b>	<b>10.91</b>	<b>9.79</b>
EBITDA%	11.42%	13.09%	15.49%	22.26%	18.61%
<b>Other Income</b>	0.03	0.03	0.09	0.24	0.03
Depreciation	0.85	0.65	0.91	0.72	0.65
<b>EBIT</b>	<b>1.04</b>	<b>1.78</b>	<b>2.33</b>	<b>10.43</b>	<b>9.17</b>
EBIT%	6.38%	9.71%	11.46%	19.83%	18.71%
Interest	0.83	0.56	0.44	0.4	1.14
Profit before tax	0.21	1.22	1.89	10.03	8.03
Tax %	80.95%	27.87%	27.51%	23.63%	27.40%
<b>Net Profit</b>	<b>0.04</b>	<b>0.87</b>	<b>1.37</b>	<b>7.67</b>	<b>5.83</b>
Net Profit Margin	0.25%	4.75%	6.74%	14.58%	11.90%
<b>EPS in Rs</b>	<b>0.14</b>	<b>2.46</b>	<b>1.45</b>	<b>7.67</b>	<b>5.09</b>

# BALANCE SHEET

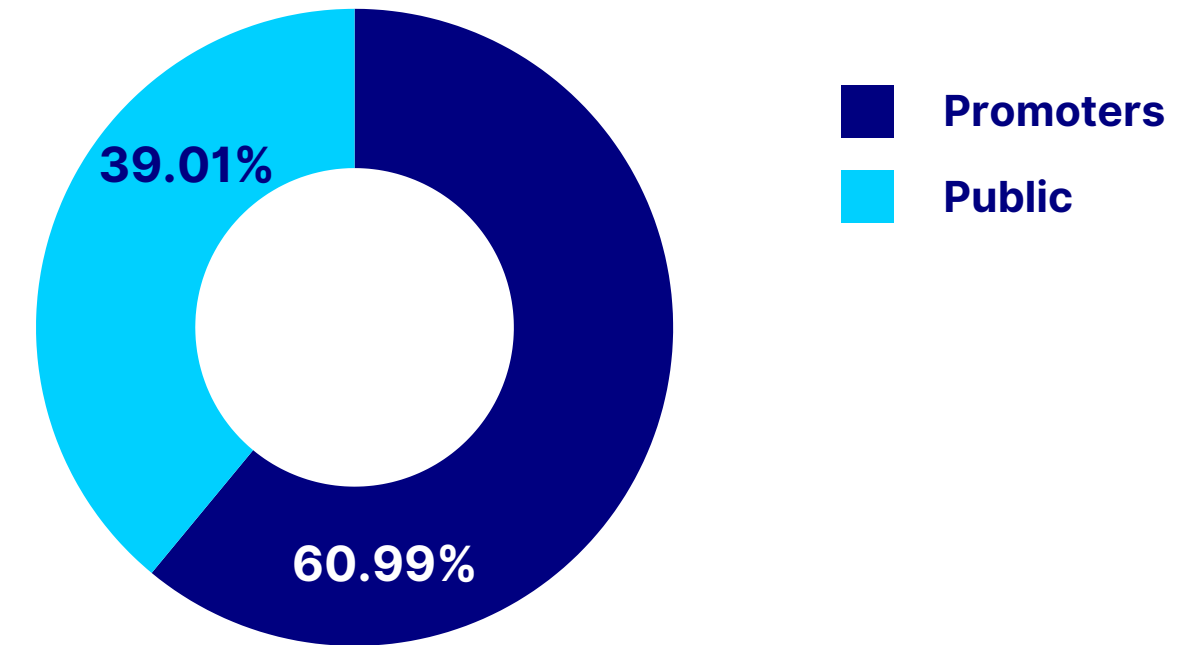
₹ in Crore

Particulars	Mar-20	Mar-21	Mar-22	Mar-23	Mar-24
Equity Capital	3	4.13	4.13	10.55	11.46
Reserves	1.86	5.84	6.56	14.45	19.58
Borrowings	8.5	4.55	5.95	7.17	12.87
Other Liabilities	2.66	3.66	3.19	6.17	5.86
<b>Total Liabilities</b>	<b>16.02</b>	<b>18.18</b>	<b>19.83</b>	<b>38.34</b>	<b>49.77</b>
Fixed Assets	2.67	3.47	3.29	3.12	2.74
CWIP	0.05	0	0	0	0
Investments	0	0	0	0	0
Other Assets	13.3	14.71	16.54	35.22	47.03
<b>Total Assets</b>	<b>16.02</b>	<b>18.18</b>	<b>19.83</b>	<b>38.34</b>	<b>49.77</b>

## Stock Information

BSE Code	543236
NSE Code	ATAM
ISIN	INEO9KD01013
Share Price (Rs.)	196
Market Capitalization (Rs. in Crores)	225
No. of Shares outstanding	11463000
52 Week high (Rs.)	241
52 Week low (Rs.)	136

## Shareholding Pattern



## Share performance from Nov,2020 till date



# LET'S CONNECT



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