

MESON VALVES INDIA LIMITED

(Formerly known as M/s Meson Valves India Pvt. Ltd.) THE VALVE SPECIALIST (THE MAKE IN INDIA INITIATIVE)

23rd May, 2024

To, The Manager, BSE SME Platform Department of Corporate Services, 25th Floor P.J. Towers, Dalal Street Fort, Mumbai - 400 001

BSE Scrip Code: 543982

Subject: Disclosure under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements), 2015, we are enclosing herewith the business performance of the Company of the Company.

Thanking You,

Yours faithfully,

For Meson Valves India Limited

Swaroop Raghuvir Natekar Whole Time Director DIN -05154850



Meson Valves India Limited

Investor Presentation





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Company Overview



Established in 2016, **Meson Valves India Limited** specializes in assembling, manufacturing, purchasing, distributing, and servicing a diverse range of products, including valves, actuators, strainers, and remote control systems, across various industries.

Recognized globally as **The Valve Specialists**, excels in designing, manufacturing, and supplying a wide range of valves in Ferrous and Non-Ferrous materials.

With a strong focus on quality, innovation, and customer satisfaction, it has become a trusted partner in the industry. Additionally, the company offers installation and maintenance services to ensure optimal performance for its clients.

Operating from a state-of-the-art assembling unit in Bhamboli, Pune, equipped with cutting-edge CNC machines and testing machinery, the company ensures every product meets the highest quality standards.

Accredited with ISO certifications, the company upholds the highest standards in design, development, manufacturing, and servicing of all its products.

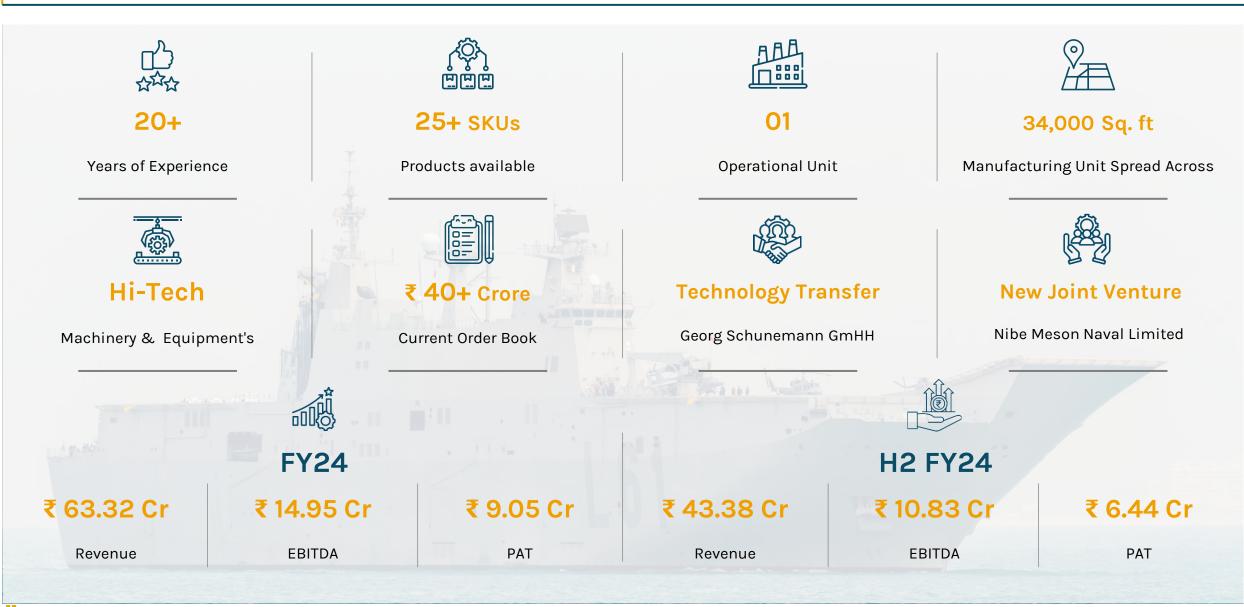
At Meson, excellence is the cornerstone of every operation, driving innovation, reliability, and customer satisfaction.

Got listed on the BSE SME platform in September 2023.



Key Facts & Figures





Foundations of Trust and Innovation





With a focus on customer satisfaction and continuous improvement, MESON India excels in product development and utilizes cutting-edge technologies. The company's commitment to innovation ensures it stays ahead in meeting industry demands with reliable and highperformance flow control solutions.



Mission

Striving to pioneer Naval and Defence Valves, the organization aims to expand its portfolio from Surface Warships to Submarines. Upholding a legacy of quality and service excellence, the company is committed to timely delivery of reliable products across various sectors, aiming for global leadership.





Integrity

We supply premium quality valves for various applications in Different sectors.

Respect for the individual

We stand up with well experienced people to cater quality product manufacturing.



Client Commitment

We commit for timely delivery of product for successful completion of project.

Quality

We manufacture valves with stringent quality norms & stagewise QC checks.

Innovation

We are set for manufacturing teller made products as per client Requirement





Dedication

Our factory uphold the top world standards, responsible towards environment.



Flexibility

We offer large range of products complying to international standards.



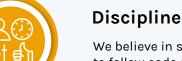
Reliability

We promise quality ,consistency of our products over the span of years.



Involvement

We ensure integrated work of all the departments to achieve customer expectation.



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We believe in set of rules and responsibilities to follow code of conduct in organization.

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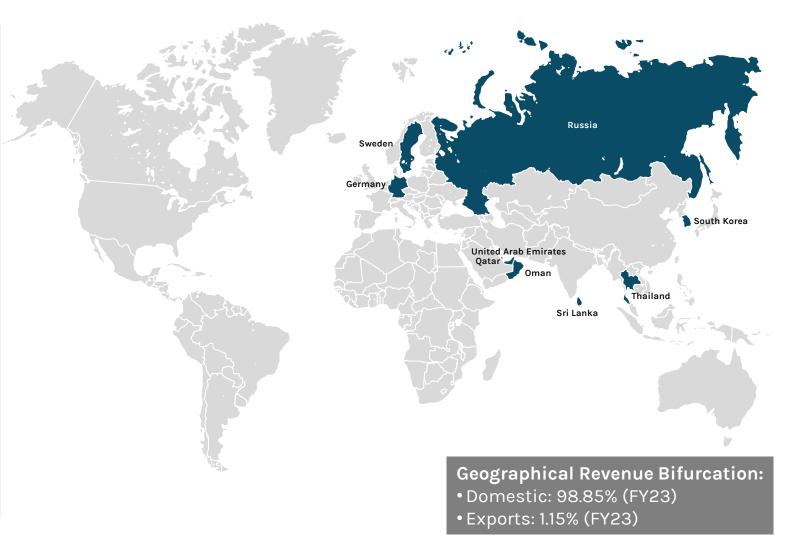




Serving B2B customer segments in Marine, Offshore, Oil and gas industries, Power, Refineries, and General Industries



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Valued clients represent a variety of industries, relying on expertise to provide tailored solutions and unparalleled service





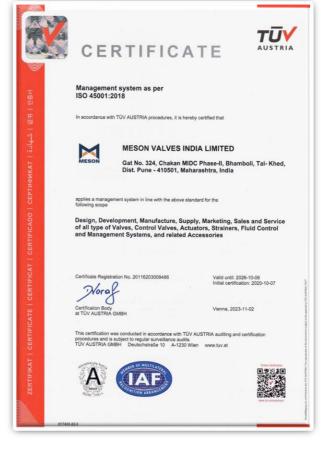
Certified for Management Systems, Performance, and Type Approvals, ensuring top-quality standards and reliability







EN ISO 14001:2015



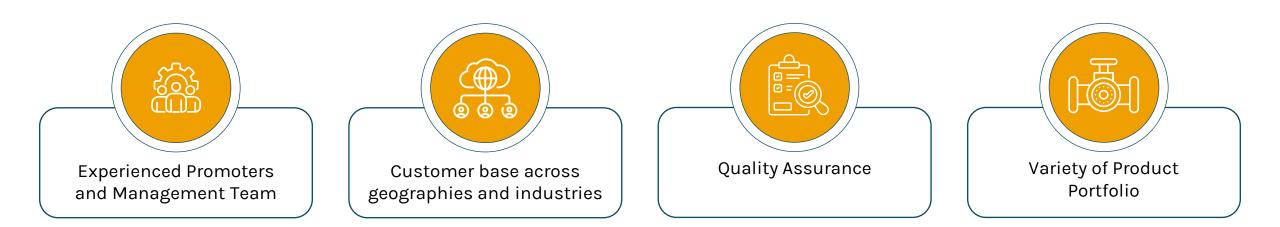
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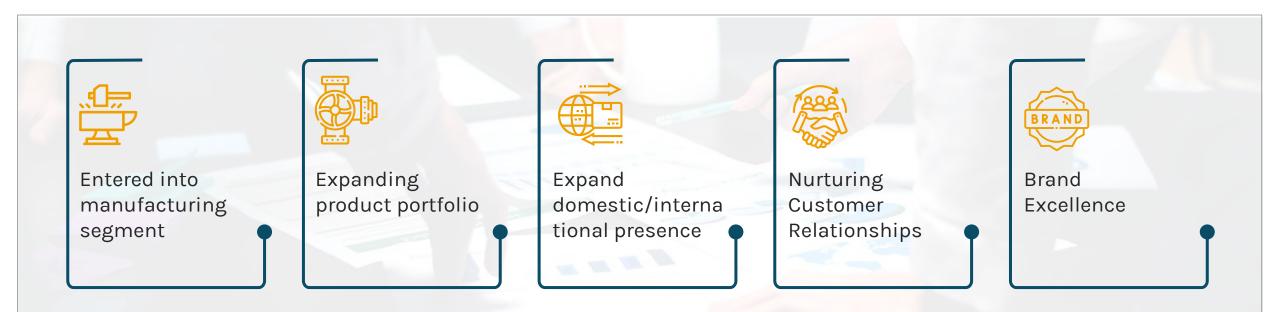
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Strategic Solutions for Unmatched Strength

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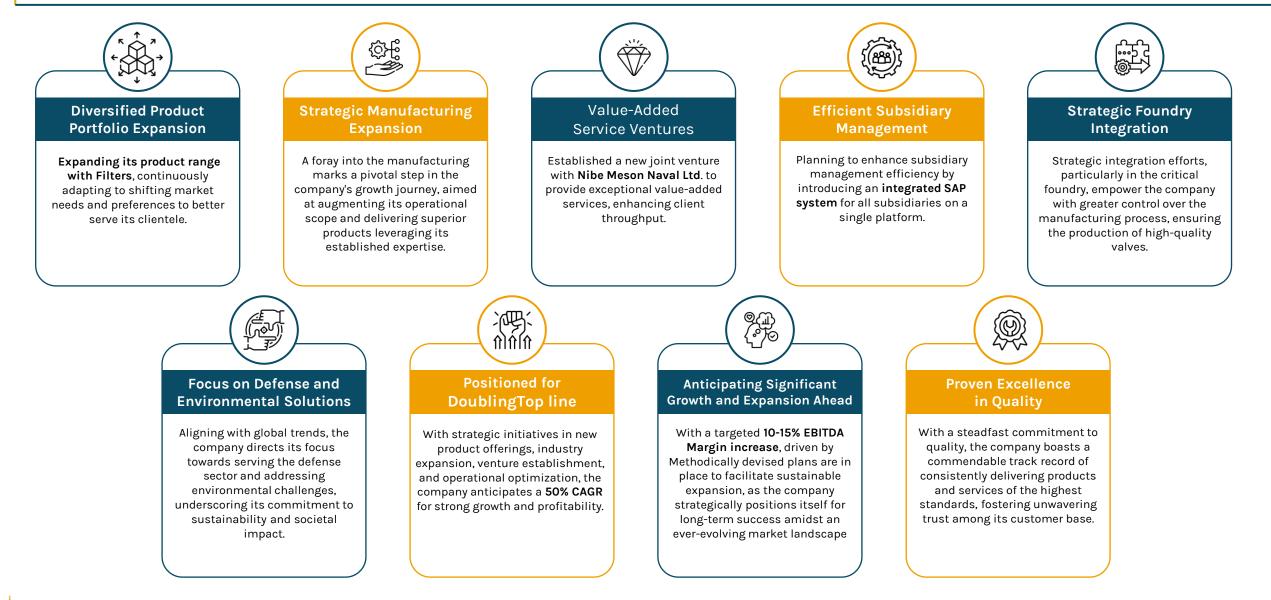






Visionary Insights for Strategic Expansion





Utilization Summary of IPO funds





Investment in Plant and Machinery for Manufacturing Unit Setup

Funds Deployed till March 31, FY24 : ₹9.02 crore
Planned Utilization for FY 2024-25: ₹2.36 crore

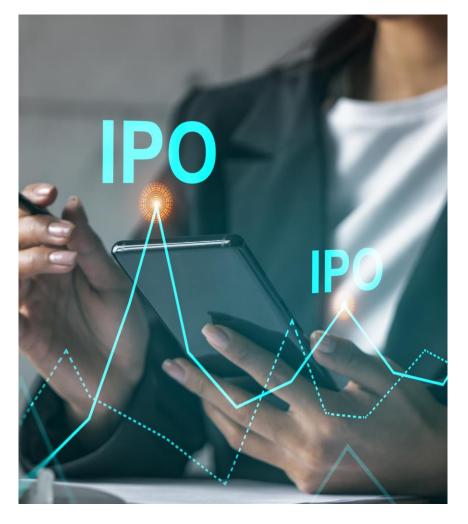


Funds Deployed till March 31, FY24 : ₹9.00 crore
Planned Utilization for FY 2024-25: ₹2.95 crore



Allocation for General Corporate Purposes

o Funds fully Deployed till March 31, FY24 : ₹7.26 crore

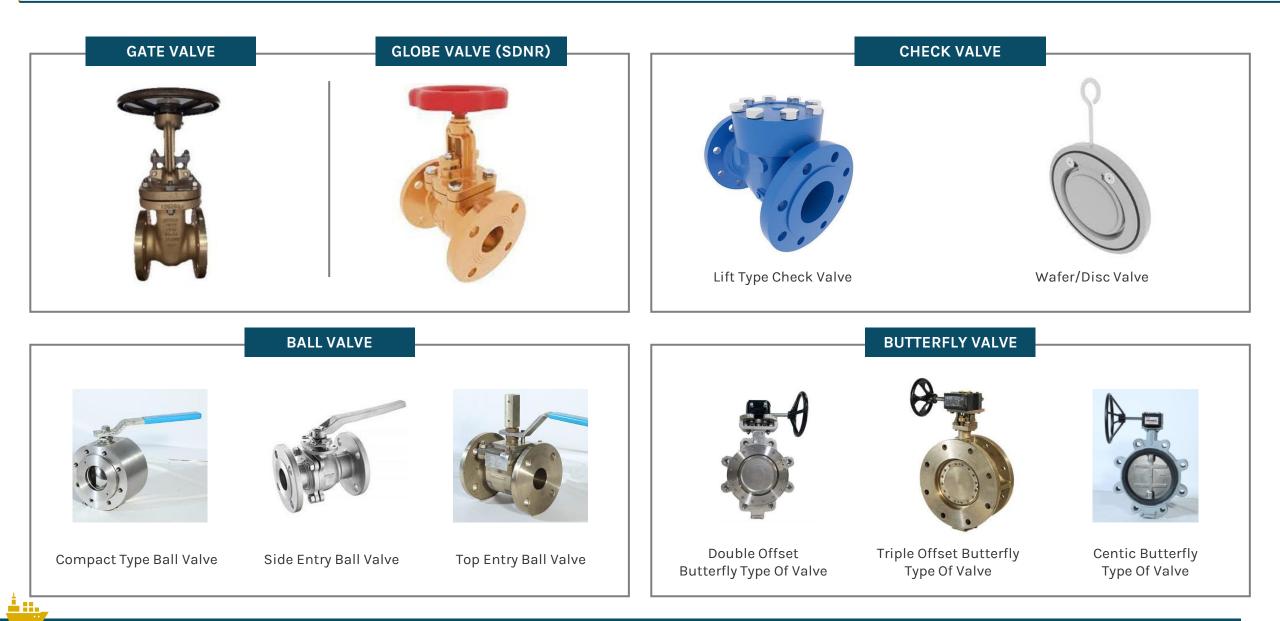


These allocations underscore a strategic approach toward resource allocation and organizational development. The company's commitment to effective capital management and operational efficiency is evident in these judicious allocations.

Business Overview













Focusing on B2B clients in marine, offshore, oil and gas, power, and refineries, MESON prioritizes satisfaction and builds lasting partnerships. Its diverse products cater to various industries, benefiting key players in the value chain and inviting prospective clients to explore opportunities.

Water

Defence





Providing high-quality valves meeting Naval engineering standards for Defense use, certified by DGOA, with a focus on reliability and durability.



Manufacturing valves to withstand high pressure and temperature, with specialized testing and automation accessories for on-off and controlling duty.

Offering a comprehensive range of valves for all stages of water treatment, from desalination to sewage, catering to diverse industrial needs.

Power





Enhancing power plant

project quality and

reliability globally through

a wide array of products

and support services, up to

ASME Class 900.



Supplying valves meeting industry standards and certifications, including assistance in installation and commissioning of complete systems.



With a license for quality, MESON certifies its products in-house, with the approval of all major classification societies.

This internal certification process stands as a crucial testament to their quality standards. For customers, it presents a decisive advantage.

By eliminating the need for external audits, MESON saves time and ensures prompt delivery, all while guaranteeing quality.



Key Business Highlights



On 16th December 2023, 2 orders from Garden Reach Shipbuilders & Engineers Limited (Domestic Entity), Order Value of approx. ₹4.12 crore.

Nature of Order : Supply of B & D Spares for Hull Valves & Supply of B & D Spares for Under Water Valves for SVL

GRSE Yards 3025-28 Order Price: ₹ 1.35 crore (approx.), ₹2.76 Crore (approx.)

On 15th April 2024, New order from KW Engineering Solutions Pvt Ltd (International Entity) Order value of approx. ₹7.03 crore.

Nature of Order : Supply of various models of butterfly and ball valves Unique Aspects:

Export order highlighting Meson's expertise Focus on niche high-end technology products Includes remote-operated triple offset butterfly valves Valves made from non-ferrous materials



On 2nd January 2024, Nibe Meson Naval Limited was formed as an Joint Venture of Meson Valves India Limited.

Meson Valves India Limited holds a 48.95% stake in Nibe Meson Naval Limited

Nibe Meson Naval Limited specializes in turnkey projects for piping systems, including assembly, procurement, distribution, and commissioning.

On 25th April 2024, Secured License Agreement with Georg Schunemann GmHH, Bremen, Germany.

Authorized Expertise:

Authorized to utilize essential expertise regarding filters, manufactured products, and inserts.

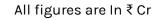
Assistance Benefits:

Additional benefit of seeking assistance from Georg Schunemann GmHH to ensure optimal technology utilization.

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Product wise Revenue Breakup

MESON







Management Overview



Brief Profile of the Management





Mr. Brijesh Madhav Manerikar Promoter, Chairman and Managing Director

He is a Shipbuilding Engineer with experience of over 23+ years in Shipbuilding, Marine, Defence, offshore, and Naval industry.

He has been with the company since its incorporation, handling its entire management and administration, new product development, Technical Tie -ups and Global business expansion .

He is our pioneer in driving the organisation to pathways of growth.



Mr. Swaroop Raghuvir Natekar Promoter & Whole Time Director

He is a Mechanical Engineer with experience of over 23+ years in Mechanical, Shipbuilding, Defence, Marine, offshore, and Naval industry.

He has passionately served the Indian Shipbuilding and Defence industry in various segments from ship construction to Equipment manufacturing in past years.

He has been with the company since its incorporation, handling commercial and financial aspects as well as overall administration.



Mr. Kishor Dhondu Makvan Executive Director

He is a Mechanical Engineer with Experience of over 23+ years in the field of Sales and Mktg in domestic and export, Production, Quality, Purchase and overall Plant operations.

He is having global experience in Oil & Gas, Power, Automobile, Shipbuilding, Marine, Defence, offshore, and Naval industry.

He is having hands on experience in the valve manufacturing and operations.

He is handling the overall plant operations and driving Sales and Marketing function.



Mr. Kunal Atul Bora Non-Executive Director

He holds a Bachelor's in Engineering with Honors in Management and Entrepreneurship from City, University of London , & Master's in Finance and Accounting.

He is currently the CFO of Resgen Limited and has around 5 years of experience with the company

Ms. Vijaya E Shahapurkar Chief Financial Officer

She is a seasoned Accounts Manager with 21 years of experience, brings a wealth of knowledge in managing the company's financial health. She excels in all aspects of accounting and finance.

Mr. B Soundararajan Non-Executive Independent Director

He has completed his degree of Master of Business Administration (MBA) from Bhartiya Shiksha Parishad, Uttar Pradesh

Ms. Snehal Satyendra Vyas Non-Executive Independent Director

She has completed Diploma course in Medical Laboratory Technology from Institute of Public Health and Hygiene

Mr. Sanjay Vasant Patil Non-Executive Independent Director

He has completed his Bachelor of Science from Shivaji University, Kolhapur & Diploma in Mechanical Engineering from Sharp ITI and Engineering Institute.



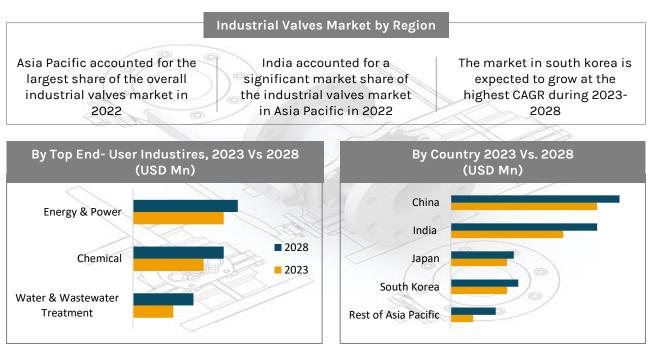
Industry Overview



The global industrial valves market size is estimated to be USD 80.4 billion in 2023 and is projected to reach USD 99.8 billion by 2028 at a CAGR of 4.4%.

This growth is being primarily fueled by the increasing demand for valves across various industries. Moreover, the rapid deployment of interconnected networks to monitor valve conditions and predict system failures is playing a pivotal role in driving the expansion of the industrial valves market.





- Globe valves were the market leaders in 2022, boasting minimal leakage and swift, precise operation, making them favored across industries.
- Actuators commanded a significant share, offering precise control and remote monitoring capabilities, contributing to operational efficiency and safety.
- The on/off valve segment stood out, catering to a wide range of industrial applications with robust offerings from major players like Emerson and Flowserve.
- Energy & power emerged as the dominant sector, emphasizing the need for efficient energy production and specialized valve solutions for high-integrity slurry handling.
- Asia Pacific emerged as the largest market, fueled by urbanization and the demand for advanced water treatment, with China focusing on IoT integration and Japan on high-precision valve solutions for semiconductor manufacturing.

Indian Valves Industry



The India industrial valves market was valued at USD 2.6 billion in 2021 and is projected to reach USD 3.7 billion by 2028, with a CAGR of 5.2% during the forecast period.

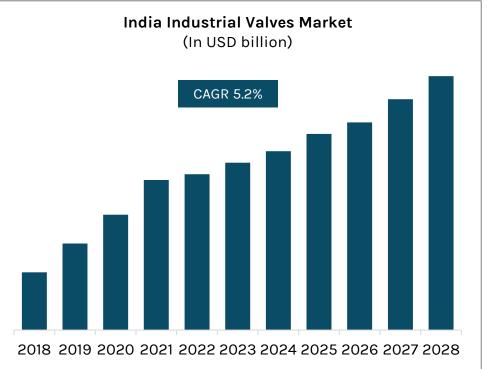
Oil and gas exploration activities in offshore areas, coupled with rising energy demand, contribute significantly to market growth.

Expansion of nuclear power plants and oil refineries is expected to further enhance market growth.

Increasing pipeline installations and demand for pipeline monitoring and control from a central location are also positively impacting the market.

Industrial valves are increasingly being adopted in sewage pumps, sewage treatment plants, and various other applications, which further fuels market growth.

Recent technological advancements, such as the use of artificial intelligence (AI) and Internet of Things (IoT) technologies, help reduce unplanned downtime and adverse conditions caused by valve failure.



India Industrial Valves Market

There are various types of industrial valves on the market today based on size, design, function, and operation. These valves are widely used in the refineries, chemical, pharmaceutical, water and wastewater treatment, food and beverage (F&B), energy, oil, and gas sectors.

Make in India Initiative

Attracted foreign investment, boosted local manufacturing, and increased exports, benefiting from the boycott of Chinese products.

Power Consumption Surge

Industry Trends And Market Forecast

Urbanization and project launches led to increased power demand, driving the need for industrial valves, especially in the power generation sector.

Segmentation

Market segmented by end-user industries such as oil & gas, power generation, and others, with oil & gas dominating and power generation expected to grow rapidly.

Oil & Gas Opportunities

India's oil & gas sector offers significant opportunities for valve manufacturers, fueled by existing refineries and upcoming projects like GAIL's Gujarat exploration.

Growth Trajectories of Key Industry





Defence Manufacturing

- Defence exports reached an all-time high of ₹ 16,000 crore in FY23.
- India has the world's 4th largest defence expenditure as of 2022, with a target of US\$ 6.02 billion worth of annual defence exports by 2028-29.
- The Central government aims to increase India's defence exports to US\$ 5 billion by 2024-25.
- The Ministry of Defence has allocated a total budget of US\$ 74.8 billion, 13.04% of the total budget.
- The total Defence Budget represents an enhancement of 4.72% over the 2023-24 budget and 18.35% over the 2022-23 budget.
- 25% of the domestic capital procurement/acquisition budget has been allocated for domestic private industry in 2022-23.
- Capital Allocations for modernization & infrastructure development of the Defence Services increased to US\$ 20.7 billion, representing a 5.8% increase over 2023-24.
- The Technology Development Fund (TDF) scheme was earmarked for US\$ 7.2 million to support new startups, MSMEs, and academia in defence-related innovation.
- The Union Budget 2023-24 announced a revamped Credit Guarantee scheme for MSMEs, enabling additional collateral-free guaranteed credit of US\$ 24.3 billion.

Oil & Gas

- India is the 3rd largest energy and oil consumer globally, with oil demand expected to increase by 40% to 6.7 mb/day by 2030 and further to 8.3 mb/day in 2050.
- India's oil refining capacity stands at 253.91 MMT, making it the second-largest refiner in Asia. India plans to double its oil refining capacity to 450-500 million tonnes by 2030.
- Natural gas consumption is forecast to increase at a CAGR of 12.2% to 550 MCMPD by 2030 from 174 MCMPD in 2021.
- Indian refiners are expected to add 56 million tonnes per annum (MTPA) by 2028 to increase domestic capacity to 310 MTPA.
- India's oil demand in 2024 is expected to see a growth of 220,000 barrels per day to reach 5.57 million barrels per day, up 4.19% from 2023.







Marine & Shipbuilding

- Estimated to reach USD 184.5 billion by 2029, growing at a CAGR of 4.84%.
- Shipbuilding industry adopts 3D printing technologies, enhancing manufacturing capacities.
- Maritime trades and naval activities drive the market, with nearly 90% of global freight being seaborne.
- Asia-Pacific is expected to dominate the market.
- India's shipbuilding sector contributes significantly to the country's GDP.
- India's shipbuilding industry can strengthen Atmanirbhar Bharat due to its connections with other industries and reliance on infrastructure and services.

Water & Wastewater Management

- India's water and wastewater demand is projected to double by 2030.
- A 2022 Frost & Sullivan report predicts the Indian water and wastewater treatment market to reach \$2.08 billion by 2025, growing at a 9.7% CAGR.
- India ranks 6th in the world for environmental technologies, with 2nd rankings for water/wastewater management.
- Government initiatives like the Atal Mission for Rejuvenation and Urban Transformation, National Mission for Clean Ganga, Jal Jeevan Mission, and Community Drinking Water Schemes contribute to market growth.
- Private sector industries like power, food and beverage, chemicals, pharmaceuticals, refineries, and textiles are adopting advanced treatment technologies like reverse osmosis membranes.



Power Sector

- India's Electricity Generation Target for 2023-24 fixed at 1,750 billion units (BU), a 7.2% growth.
- Energy sector projects account for 24% of total capital expenditure of Rs. 111 lakh crore (US\$ 1.4 trillion)
 - Central Electricity Authority (CEA) predicts India's power requirement to reach 817 GW by 2030
 - Renewable energy generation expected to increase from 18% to 44% by 2029-30



Financial Overview

H2 FY24 Financial Highlights



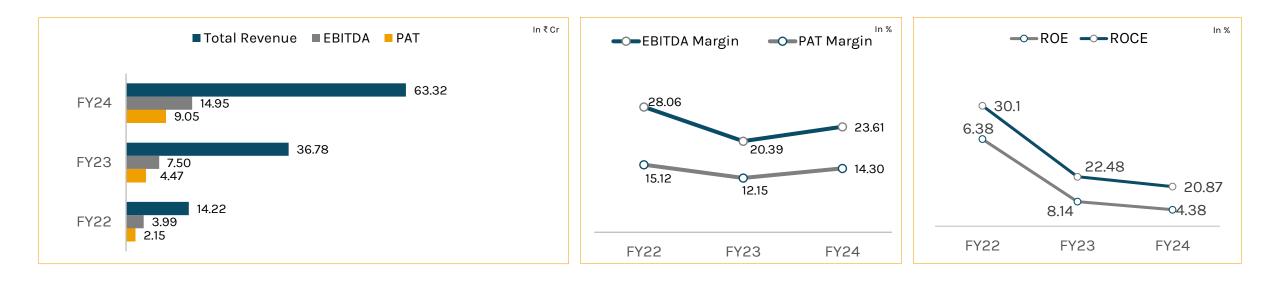
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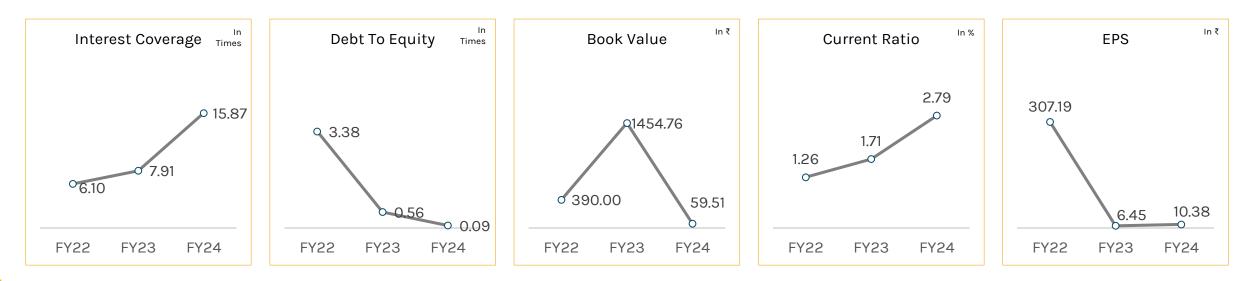
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Particulars	H2 FY24
Revenues	43.22
Other Income	0.16
Total Income	43.38
Raw Material Expenses	25.10
Employee costs	2.76
Other expenses	4.70
Total Expenditure	32.56
EBITDA	10.83
EBITDA (%)	24.96
Finance Costs	0.53
Depreciation	0.75
PBT	9.54
Тах	3.10
ΡΑΤ	6.44
PAT Margin (%)	14.85
EPS	7.39

Key Financial Metrics

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ln₹Cr

Particulars	FY24	FY23	FY22
Revenues	63.14	36.65	14.10
Other Income	0.18	0.13	0.12
Total Income	63.32	36.78	14.22
Raw Material Expenses	38.07	24.32	3.95
Employee costs	4.27	2.57	1.98
Other expenses	6.03	2.39	4.29
Total Expenditure	48.37	29.28	10.22
EBITDA	14.95	7.50	3.99
Finance Costs	0.87	0.89	0.59
Depreciation	1.16	0.46	0.39
РВТ	12.92	6.15	3.01
Tax	3.87	1.68	0.86
РАТ	9.05	4.47	2.15



Equities & Liabilities	FY24	FY23	FY22
Equity	10.16	6.92	0.07
Reserves & Surplus	50.30	13.15	2.66
Net Worth	60.46	20.08	2.73
Non Current Liabilities			
Non Current Borrowings	-	-	4.17
Deferred Tax L1ab1h1ies (Net)	0.57	-	-
Long Term Provision	-	-	-
Total Non Current Liabilities	0.57	0.00	4.17
Current Liabilities			
Current Borrowings	5.61	11.24	5.06
Trade Payables	13.03	7.05	11.70
Short Term Provisions	3.79	3.62	0.96
Other Current Liabilities	1.27	3.10	2.75
Total Current Liabilities	23.70	25.01	20.48
Total Liabilities	84.74	45.09	27.39

Assets	FY24	FY23	FY22
Non Current Assets			
Fixed assets	17.59	1.55	1.52
Other Non Current Assets	0.97	0.65	0.31
Total Non Current Assets	18.56	2.21	1.83
Current Assets			
Inventories	14.50	12.60	10.10
Trade receivables	34.83	15.53	10.27
Cash & Bank Balance	3.30	2.53	2.28
Other Current Financial Assets	11.62	11.02	0.67
Current Tax Assets (Net)	-	0.11	0.06
Other Current Assets	1.94	1.10	2.18
Total Current Assets	66.18	42.88	25.56
Total Assets	84.74	45.09	27.39

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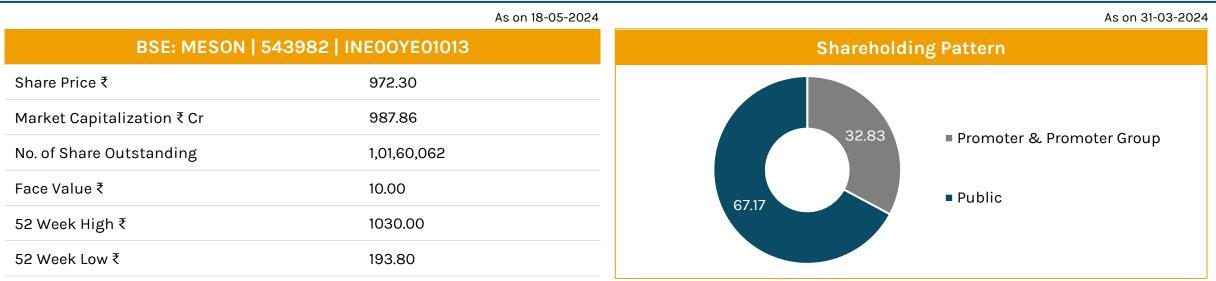
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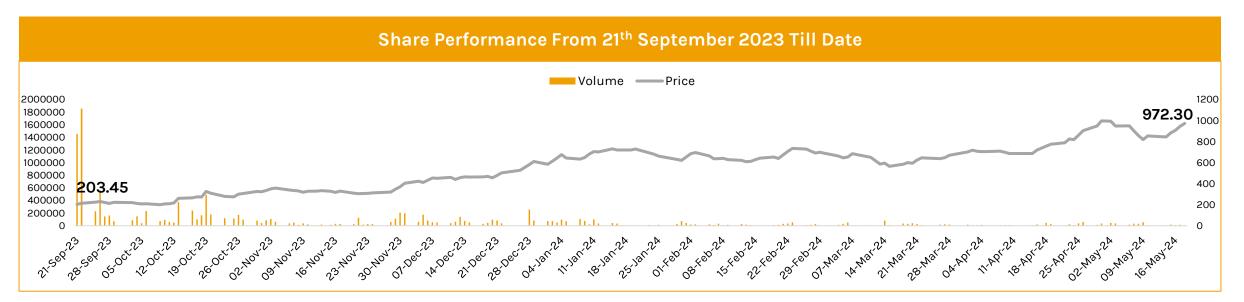


ln₹Cr

Particulars	FY24	FY23	FY22
Cashflow from Operations	(13.12)	(8.03)	(1.27)
Cashflow from Investments	(17.20)	(0.49)	(0.82)
Cashflow from Financing	31.09	8.70	(0.13)
Net Cash flow	0.77	0.19	(2.22)
Opening Cash & Cash Equivalent	2.53	2.34	4.41
Closing Cash & Cash Equivalent	3.30	2.53	2.18







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Thank You

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