

**Date: 26/05/2025**

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: Q4 FY25 Investor Presentation**

With reference to above captioned subject, please find attached Q4 FY25 Investor Presentation.  
The Presentation will be uploaded on the company's website at [www.venuspipes.com](http://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  
May 2025







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# Venus Pipes & Tubes Limited



## 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

**80+**

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

Exports to more than

**30+** Countries

**41%**

**PAT CAGR**  
from FY20 to FY25

**8.0%**

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

Total installed capacity of  
**42,000 MT** p.a. &  
along with

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

**Diversified**  
End-user Industries

*Manufacturer and Exporter of Stainless-Steel Tubes & Pipes in India*


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

### Key Operational Highlights


**All time high** revenues of **Rs. 258.1 crores** and **Rs 958.5 crores** for Q4 and FY25 respectively with robust **Export growth of 3.5x** for FY25 compared to FY24

- ✓ Revenue from **Seamless Pipes/Tubes** witnessed a **growth of 18%** and **Welded Pipes/Tubes** witnessed **growth of 12%** for FY25 on year-on-year basis
- ✓ Our **Cash generated from operations** stood at **Rs 87 crores** for FY25
- ✓ Additionally, during the year company focused on investing in **human talent** to strengthen the company's position & reach
- ✓ During the year we began expanding our product portfolio with **foray into value added products** with application across critical industries; and as a part of this, we have **recently commenced operations of 3,600 MTPA capacity of value-added welded tubes**. Addition of fittings capacity and value added seamless tubes will be operational in coming months
- ✓ We have recently won an order worth **Rs 190 crores** for Stainless Steel Seamless Boiler Tubes used in series of Supercritical and Subcritical Thermal Power Project from India's leading Integrated Power Plant equipment manufacturer
- ✓ During the year, we received accreditation from NABL for our testing laboratory, further strengthening our commitment to quality, reliability, and best industry practices

### Key Financial Highlights for FY25

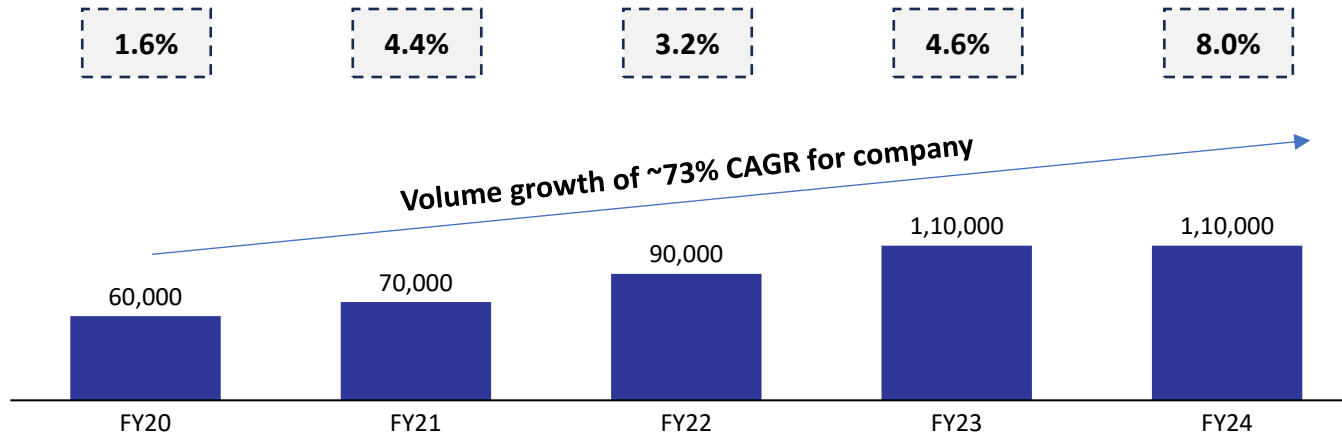
**Revenue** **Rs. 958.5 Crores**  **19.5% Y-o-Y**

**EBITDA** **Rs. 167.6 Crores**  **14.6% Y-o-Y**  
**EBITDA Margins at 17.5%**

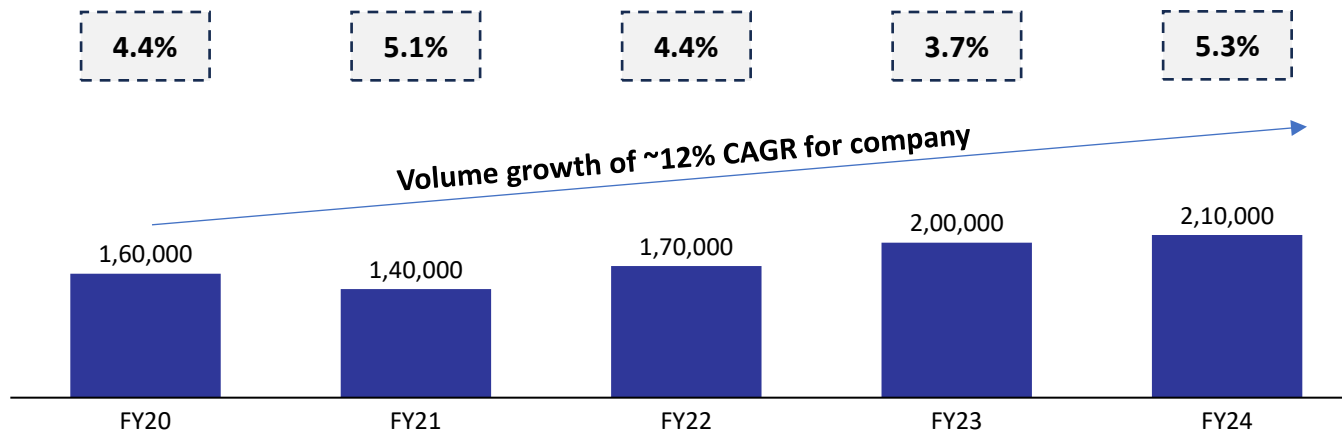
**Cash PAT** **Rs. 111.4 Crores**  **14.0% Y-o-Y**  
**Cash PAT Margins at 11.6%**

*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 an 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 30+ Countries

- Austria

Belgium

Brazil

Ethiopia

France

Germany

Indonesia

Iran

Israel

Italy

Oman

Poland
- Romania

Russia

Slovenia

South Africa

South Korea

Spain

Sri Lanka

Thailand

UAE

United Kingdom

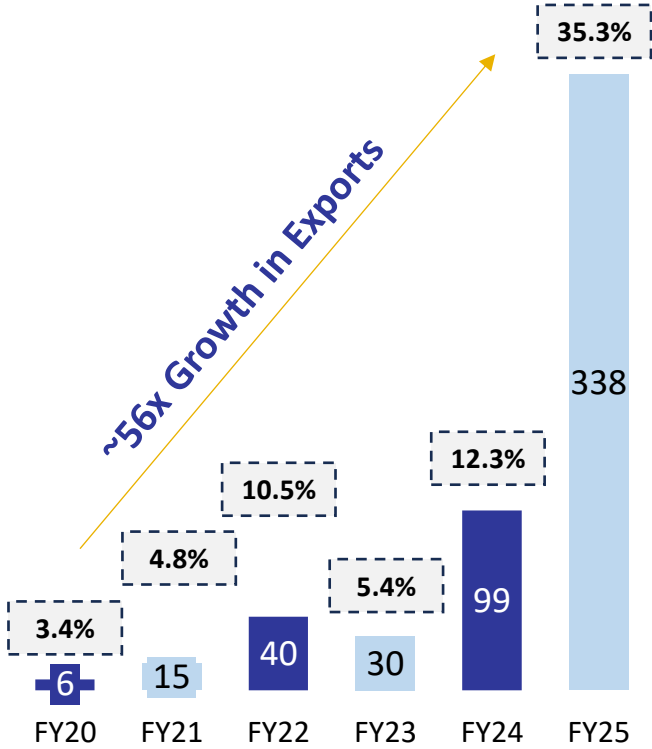
USA

Vietnam



## Contribution from Export Revenue (In Crs)

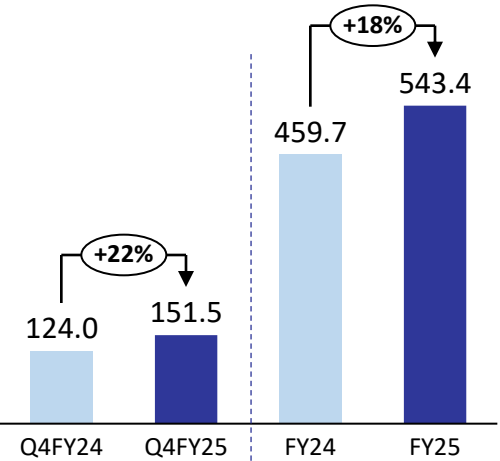
Share of Exports % of total revenue



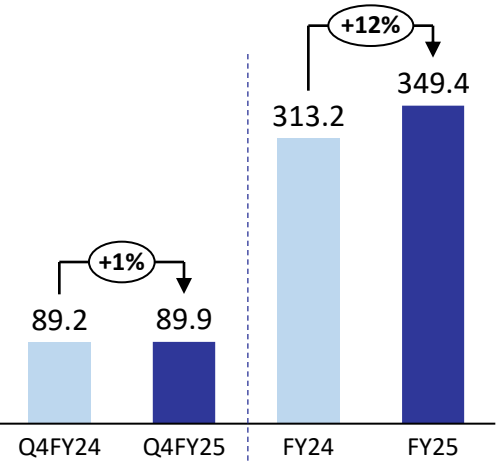
# Revenue Split across Segment – Q4 & FY25



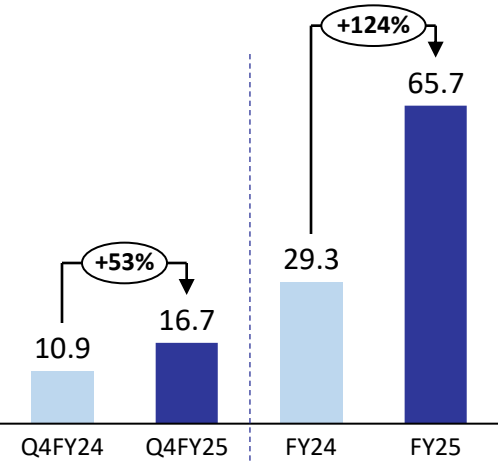
Seamless (in ₹ Cr)



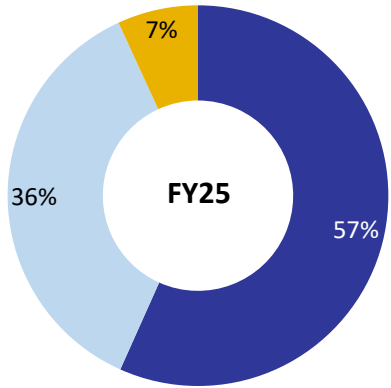
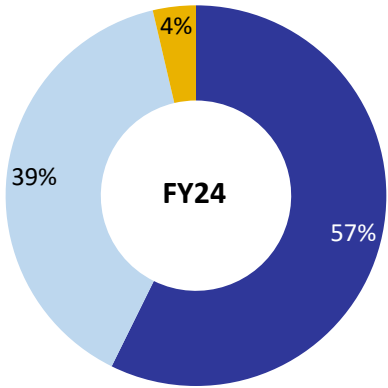
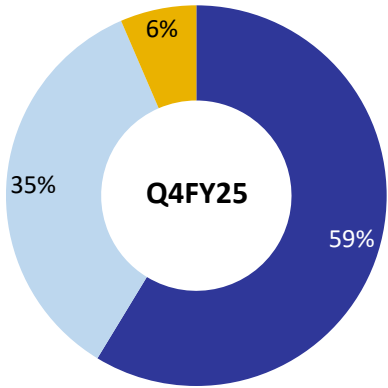
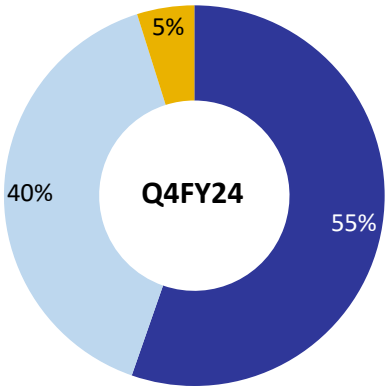
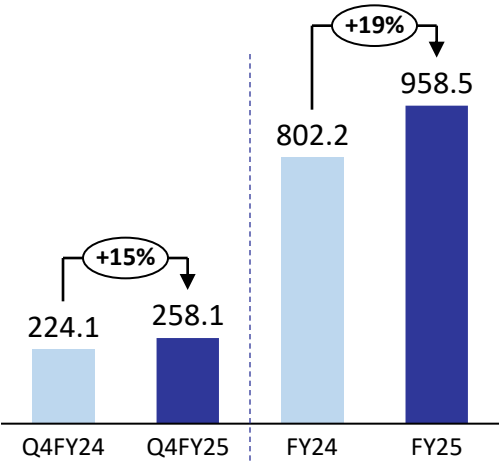
Welded (in ₹ Cr)



Others (in ₹ Cr)



Total (in ₹ Cr)



Seamless Welded Others

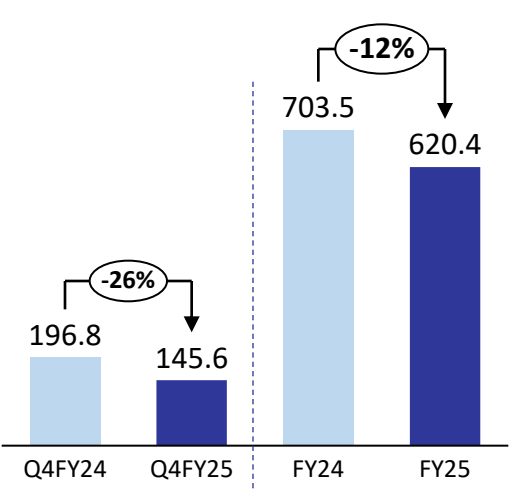
Seamless Welded Others



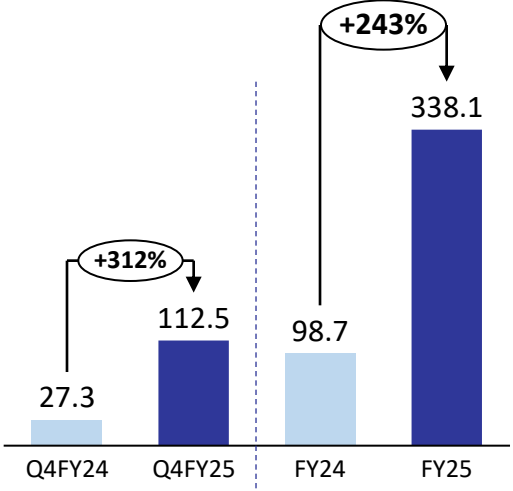
# Revenue Split across Geographies – Q4 & FY25



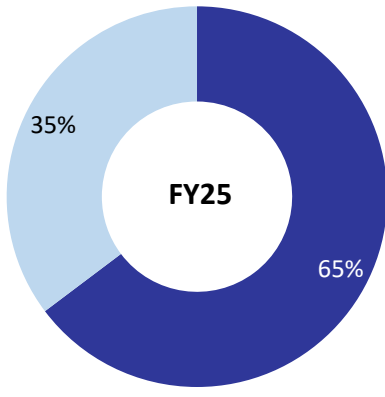
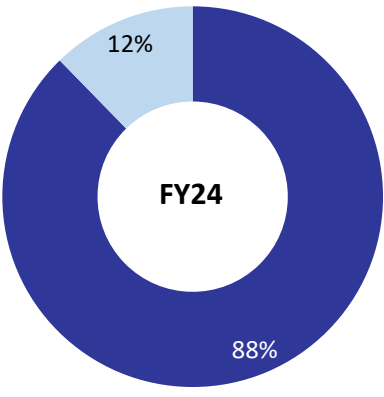
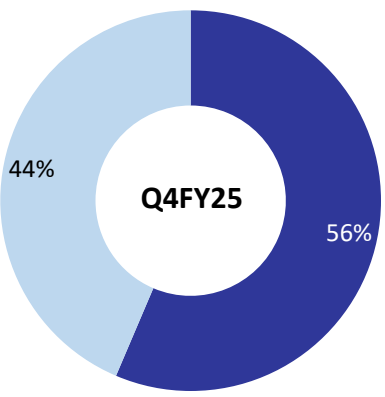
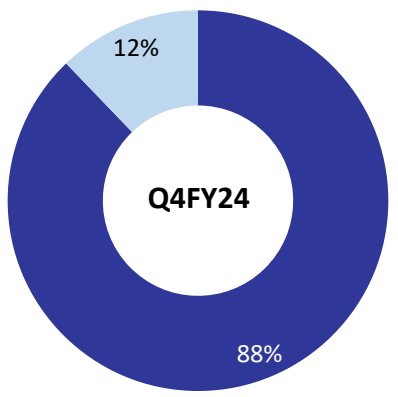
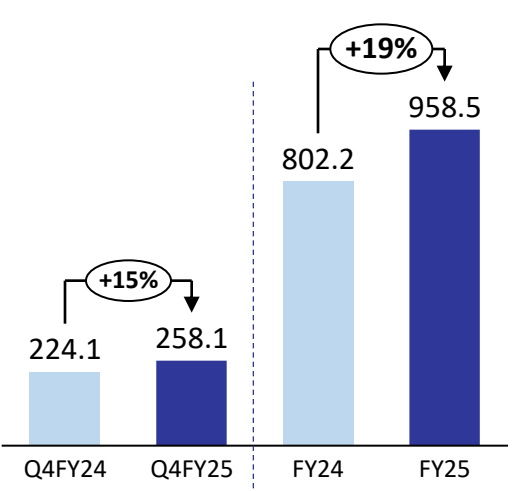
Domestic (in ₹ Cr)



Exports (in ₹ Cr)



Total (in ₹ Cr)



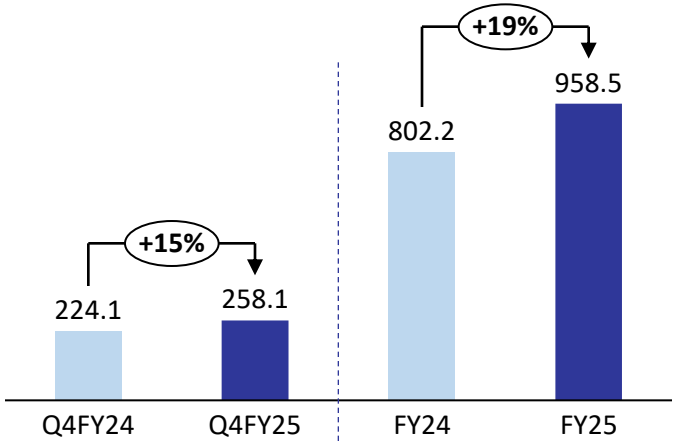
Domestic Exports

- ✓ Domestic sales continue to be impacted by subdued private and government sector capex. However, with New Order wins particularly in critical industries in the domestic market, we are optimistic about the growth for FY26 & beyond
- ✓ Our confidence is driven by increasing market share gains from unorganized players and the upcoming launch of fittings and other value-added products, which will strengthen our position as a comprehensive piping solutions provider for customers
- ✓ Exports witnessed more than threefold growth on year-on-year basis for the year, driven by strong global demand for our products and our continued efforts to expand market penetration

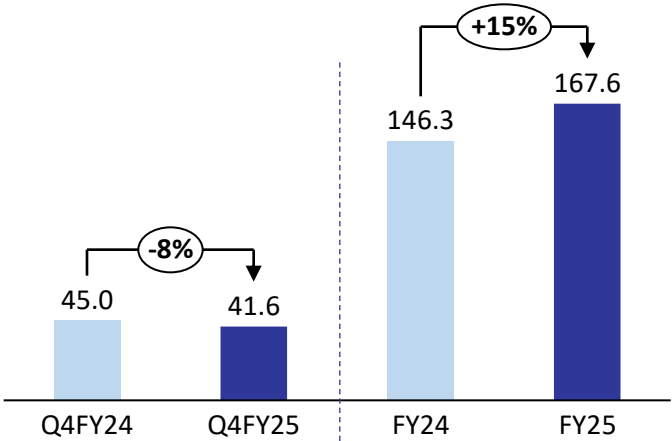
# Key Financial Highlights – Q4 & FY25



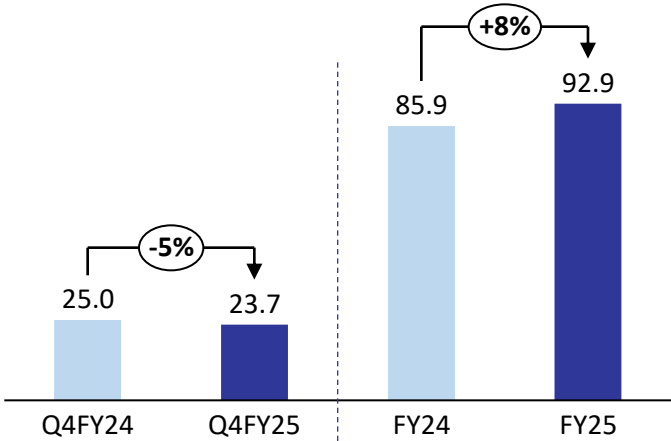
Revenue (in ₹ Cr)



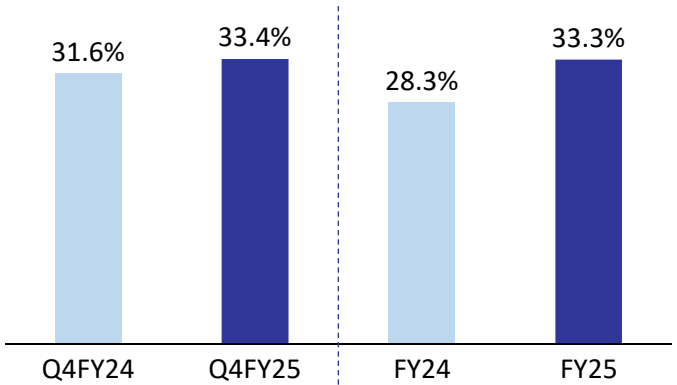
EBITDA (in ₹ Cr)



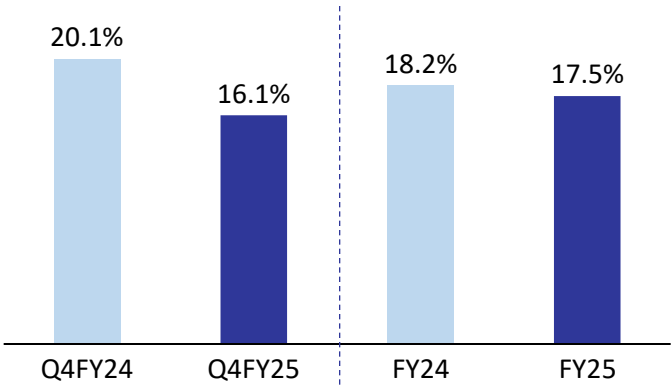
PAT (in ₹ Cr)



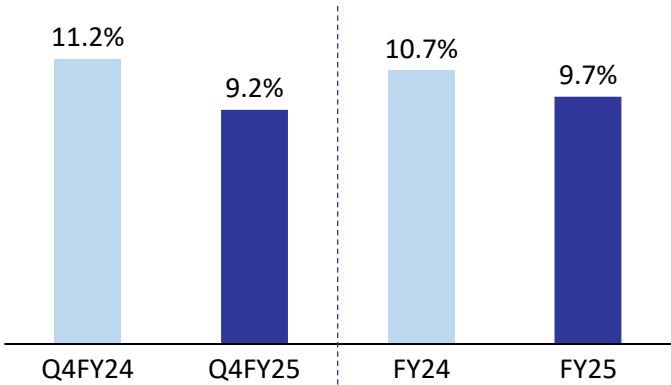
Gross Profit Margin



EBITDA Margin



PAT Margin



# Profit & Loss Account



Profit and Loss (in ₹ Cr)	Q4FY25	Q4FY24	YoY	Q3FY25	QoQ	FY25	FY24	YoY
<b>Revenue from Operations</b>	<b>258.1</b>	<b>224.1</b>	<b>15.2%</b>	<b>231.3</b>	<b>11.6%</b>	<b>958.5</b>	<b>802.2</b>	<b>19.5%</b>
Cost of Goods Sold	172.0	153.2		155.3		639.5	575.3	
<b>Gross Profit</b>	<b>86.1</b>	<b>70.9</b>	<b>21.4%</b>	<b>76.0</b>	<b>13.3%</b>	<b>319.0</b>	<b>226.9</b>	<b>40.6%</b>
<b>Gross Profit Margins (%)</b>	<b>33.4%</b>	<b>31.6%</b>	<b>170 bps</b>	<b>32.9%</b>	<b>50 bps</b>	<b>33.3%</b>	<b>28.3%</b>	<b>500 bps</b>
Employee Cost	10.3	6.6		10.3		38.0	22.4	
Other Expenses	34.2	19.3		28.5		113.4	58.2	
<b>EBITDA</b>	<b>41.6</b>	<b>45.0</b>	<b>-7.6%</b>	<b>37.2</b>	<b>11.8%</b>	<b>167.6</b>	<b>146.3</b>	<b>14.6%</b>
<b>EBITDA Margins (%)</b>	<b>16.1%</b>	<b>20.1%</b>	<b>-400 bps</b>	<b>16.1%</b>	<b>Flat</b>	<b>17.5%</b>	<b>18.2%</b>	<b>-70 bps</b>
Other Income	5.0	0.1		0.9		10.7	3.2	
Depreciation	4.8	3.8		4.8		18.5	11.8	
<b>EBIT</b>	<b>41.8</b>	<b>41.3</b>	<b>1.1%</b>	<b>33.3</b>	<b>25.5%</b>	<b>159.8</b>	<b>137.7</b>	<b>16.0%</b>
Finance Cost	9.4	7.5		9.1		34.4	22.1	
<b>Profit before Tax</b>	<b>32.4</b>	<b>33.8</b>	<b>-4.2%</b>	<b>24.2</b>	<b>33.9%</b>	<b>125.4</b>	<b>115.6</b>	<b>8.5%</b>
Tax	8.7	8.8		6.2		32.5	29.7	
<b>Profit After Tax</b>	<b>23.7</b>	<b>25.0</b>	<b>-5.3%</b>	<b>18.0</b>	<b>31.7%</b>	<b>92.9</b>	<b>85.9</b>	<b>8.1%</b>
<b>PAT Margins (%)</b>	<b>9.2%</b>	<b>11.2%</b>	<b>-200 bps</b>	<b>7.8%</b>	<b>140 bps</b>	<b>9.7%</b>	<b>10.7%</b>	<b>-100 bps</b>
<b>Cash PAT</b>	<b>28.5</b>	<b>28.8</b>	<b>-1.1%</b>	<b>22.8</b>	<b>25.0%</b>	<b>111.4</b>	<b>97.7</b>	<b>14.0%</b>
<b>Cash PAT Margins (%)</b>	<b>11.0%</b>	<b>12.9%</b>	<b>-190 bps</b>	<b>9.9%</b>	<b>110 bps</b>	<b>11.6%</b>	<b>12.2%</b>	<b>-60 bps</b>



Assets (in ₹ Cr)	Mar-25	Mar-24
<b>Non - Current Assets</b>	<b>395.7</b>	<b>302.2</b>
Property Plant & Equipment	308.8	281.0
CWIP	66.5	12.1
Intangible assets	0.7	0.9
Other Financial Assets	5.3	2.6
Other Non - Current Assets (Net)	14.4	5.6
<b>Current Assets</b>	<b>612.6</b>	<b>455.3</b>
Inventories	342.8	226.0
Financial Assets		
(i) Investments	3.4	3.1
(ii) Trade receivables	192.0	177.1
(ii) Cash and cash equivalents	2.9	1.0
(iii) Bank balances other than cash and cash equivalents	10.1	6.6
Other Financial Assets	2.6	2.2
Other Current Assets	58.8	39.3
<b>Total Assets</b>	<b>1,008.3</b>	<b>757.5</b>

Equity & Liabilities (in ₹ Cr)	Mar-25	Mar-24
<b>Total Equity</b>	<b>531.4</b>	<b>406.1</b>
Share Capital	20.4	20.3
Reserves & Surplus	511.0	385.8
<b>Non-Current Liabilities</b>	<b>42.1</b>	<b>42.5</b>
Financial Liabilities		
Borrowings	28.0	34.0
Provisions	1.8	1.1
Deferred Tax Liabilities	12.3	7.4
<b>Current Liabilities</b>	<b>434.8</b>	<b>308.9</b>
Financial Liabilities		
(i) Borrowings	163.5	115.3
(ii) Trade Payables	240.0	173.8
(iii) Other Financial Liabilities	7.3	5.4
Other Current Liabilities	5.0	4.6
Current tax liabilities (net)	18.9	9.7
Provisions	0.1	0.1
<b>Total Equity &amp; Liabilities</b>	<b>1008.3</b>	<b>757.5</b>

# Cashflow Statement



Particulars (in ₹ Cr)	Mar-25	Mar-24
<b>Net Profit Before Tax</b>	<b>125.4</b>	<b>115.6</b>
Adjustments for: Non - Cash Items / Other Investment or Financial Items	44.4	29.7
<b>Operating profit before working capital changes</b>	<b>169.8</b>	<b>145.3</b>
Changes in working capital	-82.8	-73.0
<b>Cash generated from Operations</b>	<b>87.0</b>	<b>72.3</b>
Direct taxes paid (net of refund)	18.3	20.1
<b>Net Cash from Operating Activities</b>	<b>68.7</b>	<b>52.2</b>
<b>Net Cash from Investing Activities</b>	<b>-114.2</b>	<b>-99.7</b>
<b>Net Cash from Financing Activities</b>	<b>47.4</b>	<b>37.8</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>1.9</b>	<b>-9.7</b>
Add: Cash & Cash equivalents at the beginning of the period	1.0	10.7
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>2.9</b>	<b>1.0</b>





**Arun Kothari**

Managing Director

**Commenting on the Q4 & FY25 performance of the company Mr. Arun Kothari, Managing Director for Venus Pipes & Tubes Limited Said,**

*“We are pleased to report a strong overall performance for FY25, with revenues reaching Rs. 958.5 crores — a growth of 19.5% compared to the same period last year. EBITDA grew by 14.6% to Rs. 167.6 crores, while PAT increased by 8.1%, standing at Rs. 92.9 crores.*

*This year marked a significant phase of capacity ramp-up and the introduction of new value-added product lines. We also focused on strengthening our leadership team by onboarding experienced talent at senior levels to reinforce our brand and support our expansion efforts.*

*Despite global uncertainties in the latter part of the fiscal year, our exports grew more than threefold. We continue to deepen our presence in key international markets such as Europe, the United States, and the Middle East, and remain optimistic about sustaining this momentum into FY26. Our robust domestic presence continues to provide a natural hedge against global volatility.*

*We enter FY26 with a strong order book, including a significant new contract from one of India’s leading integrated power plant equipment manufacturers. We have also operationalized our new capacity for value-added welded pipes. With the introduction of fittings products in the second half of the year, we will be among the few players offering a comprehensive range of piping solutions to our customers.*

*Looking ahead, we remain focused on executing our growth strategy with agility and resilience. With a strong foundation in place, we are confident in delivering sustained value to all our stakeholders”*

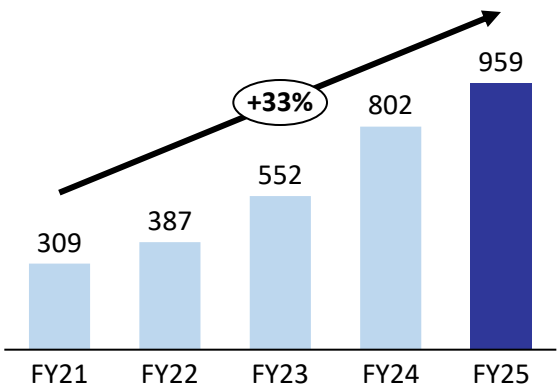
# HISTORICAL FINANCIAL HIGHLIGHTS



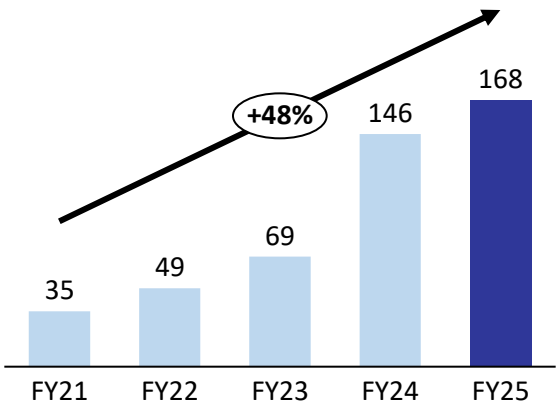
# Key Historical Financials



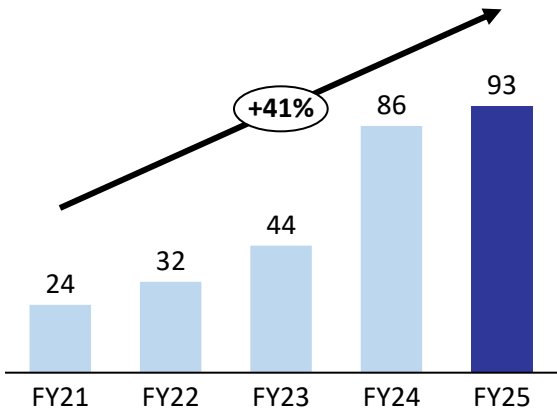
Revenue (in ₹ Cr)



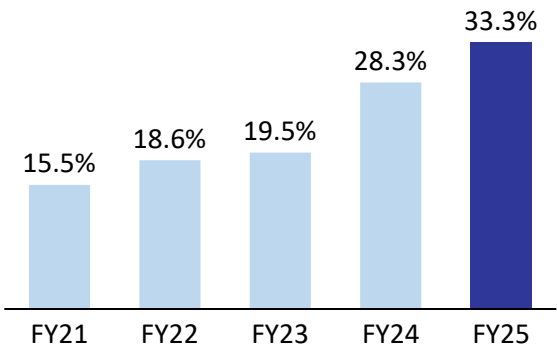
EBITDA (in ₹ Cr)



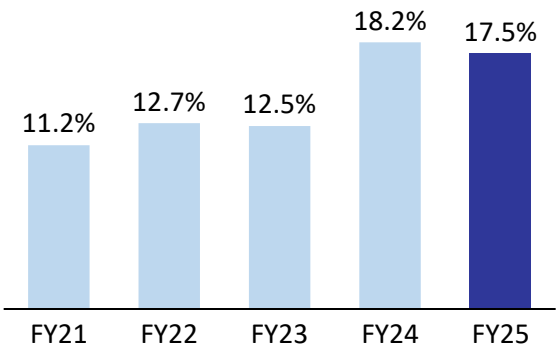
PAT (in ₹ Cr)



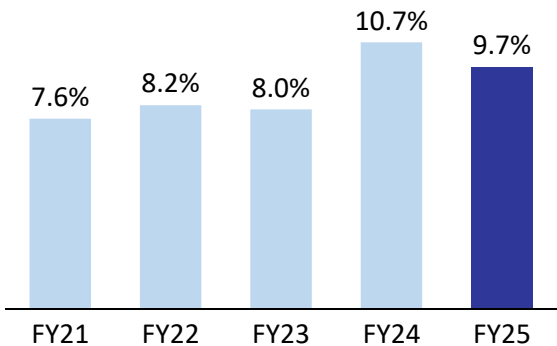
Gross Profit Margin



EBITDA Margin



PAT Margin



# Historical Profit & Loss Account



Profit and Loss (in ₹ Cr)	FY25	FY24	FY23	FY22	FY21	CAGR
Revenue from Operations	958.5	802.2	552.4	386.9	309.3	32.7%
Cost of Goods Sold	639.5	575.3	444.6	315.0	261.5	
Gross Profit	319.0	226.9	107.8	71.9	47.9	60.6%
Gross Profit Margins (%)	33.3%	28.3%	19.5%	18.6%	15.5%	1,800 bps
Employee Cost	38.0	22.4	10.2	6.2	3.2	
Other Expenses	113.4	58.2	28.5	16.4	9.9	
EBITDA	167.6	146.3	69.1	49.3	34.8	48.1%
EBITDA Margins (%)	17.5%	18.2%	12.5%	12.7%	11.2%	630 bps
Depreciation	18.5	11.8	1.9	1.4	1.0	
Other Income	10.7	3.2	2.4	2.1	2.7	
EBIT	159.8	137.7	69.5	49.9	36.5	44.7%
Finance Cost	34.4	22.1	9.8	7.1	5.6	
Profit before Tax	125.4	115.6	59.7	42.9	31.0	41.8%
Tax	32.5	29.7	15.5	11.2	7.32	
Profit After Tax	92.9	85.9	44.2	31.7	23.6	41.1%
PAT Margins (%)	9.7%	10.7%	8.0%	8.2%	7.6%	220 bps

# Historical Balance Sheet



Assets (in ₹ Cr)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
<b>Non - Current Assets</b>	<b>395.7</b>	<b>302.2</b>	<b>206.6</b>	<b>30.4</b>	<b>20.9</b>
Property Plant & Equipments	308.8	281.0	59.8	21.3	19.5
CWIP	66.5	12.1	121.6	7.4	-
Intangible assets	0.7	0.9	0.1	0.1	0.1
Other Financial Assets	5.3	2.6	2.1	1.7	1.3
Other Non - Current Assets (Net)	14.4	5.6	23.0	-	-
<b>Current Assets</b>	<b>612.6</b>	<b>455.3</b>	<b>300.9</b>	<b>217.5</b>	<b>116.6</b>
Inventories	342.8	226.0	166.9	93.5	44.2
Financial Assets					
(i)Investments	3.4	3.1	2.9	1.4	-
(i)Trade receivables	192.0	177.1	70.5	73.5	45.1
(ii)Cash and cash equivalents	2.9	1.0	10.8	-	0.1
(iii)Bank balances other than cash and cash equivalents	10.1	6.6	15.2	7.3	4.4
Other Financial Assets	2.6	2.2	0.1	0.7	2.6
Other Current Assets	58.8	39.3	34.5	41.1	20.4
<b>Total Assets</b>	<b>1,008.3</b>	<b>757.5</b>	<b>507.5</b>	<b>247.9</b>	<b>137.5</b>

Equity & Liabilities (in ₹ Cr)	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
<b>Total Equity</b>	<b>531.4</b>	<b>406.1</b>	<b>322.2</b>	<b>128.5</b>	<b>39.9</b>
Share Capital	20.4	20.3	20.3	15.2	8.7
Reserves & Surplus	511.0	385.8	301.9	113.3	31.2
<b>Non-Current Liabilities</b>	<b>42.1</b>	<b>42.5</b>	<b>26.8</b>	<b>15.6</b>	<b>19.5</b>
Financial Liabilities					
(i) Borrowings	28.0	34.0	24.7	14.3	18.5
(ii) Lease Liabilities	-	-	-	0.2	0.3
Provisions	1.8	1.1	0.6	0.3	0.2
Deferred Tax Liabilities	12.3	7.4	1.5	0.7	0.4
<b>Current Liabilities</b>	<b>434.8</b>	<b>308.9</b>	<b>158.5</b>	<b>103.7</b>	<b>78.2</b>
Financial Liabilities					
(i) Borrowings	163.5	115.3	65.8	54.4	19.0
(ii) Trade Payables	240.0	173.8	74.1	33.5	42.4
(iii) Lease	-	-	-	-	0.1
(iv) Other Financial Liabilities	7.3	5.4	6.3	0.2	0.1
Other Current Liabilities	5.0	4.6	6.1	5.5	6.2
Current tax liabilities (net)	18.9	9.7	6.2	10.2	10.3
Provisions	0.1	0.1	0.0	0.0	0.0
<b>Total Equity &amp; Liabilities</b>	<b>1,008.3</b>	<b>757.5</b>	<b>507.5</b>	<b>247.8</b>	<b>137.5</b>



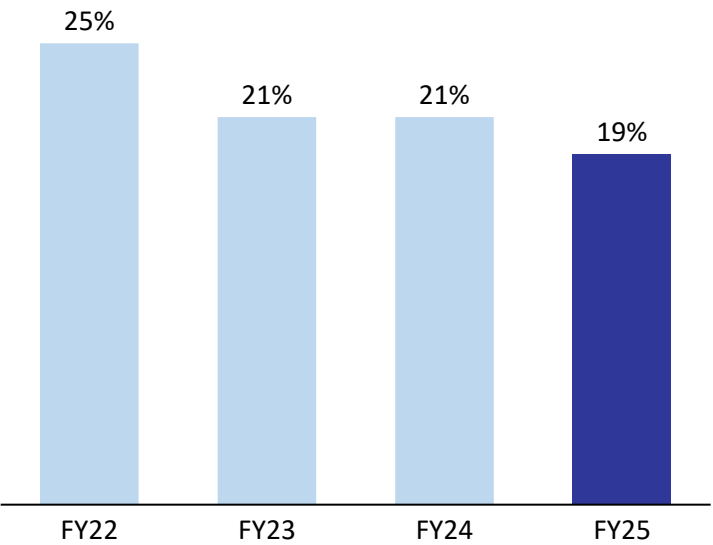
# Historical Abridged Cash Flow Statement



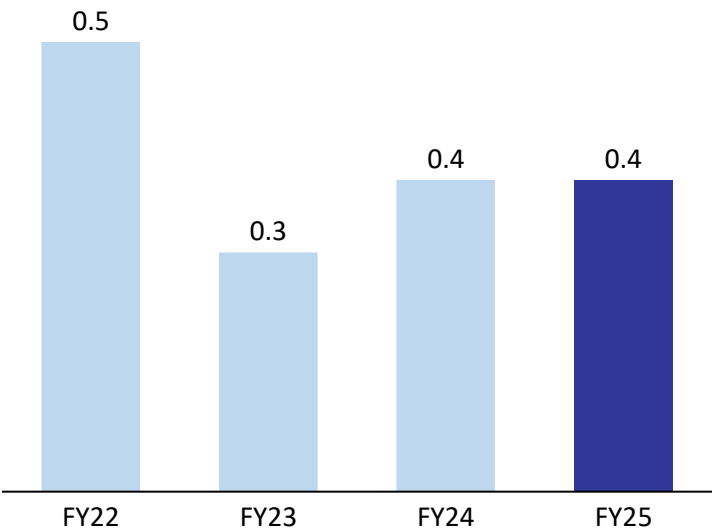
Particulars (in ₹ Cr)	Mar-25	Mar-24	FY23	FY22	FY21
<b>Net Profit Before Tax</b>	<b>125.4</b>	<b>115.6</b>	<b>59.7</b>	<b>42.9</b>	<b>31.0</b>
Adjustments for: Non -Cash Items / Other Investment or Financial Items	44.4	29.7	7.1	5.6	5.1
<b>Operating profit before working capital changes</b>	<b>169.8</b>	<b>145.3</b>	<b>66.8</b>	<b>48.5</b>	<b>36.1</b>
Changes in working capital	-82.8	-73.0	-39.4	-97.4	-24.0
<b>Cash generated from Operations</b>	<b>87.0</b>	<b>72.3</b>	<b>27.4</b>	<b>-49.0</b>	<b>12.1</b>
Direct taxes paid (net of refund)	18.3	20.1	18.7	11.0	0.7
<b>Net Cash from Operating Activities</b>	<b>68.7</b>	<b>52.2</b>	<b>8.7</b>	<b>-60.0</b>	<b>11.3</b>
<b>Net Cash from Investing Activities</b>	<b>-114.2</b>	<b>-99.7</b>	<b>-167.4</b>	<b>34.1</b>	<b>-2.4</b>
<b>Net Cash from Financing Activities</b>	<b>47.4</b>	<b>37.8</b>	<b>169.4</b>	<b>25.8</b>	<b>-9.2</b>
<b>Net Decrease in Cash and Cash equivalents</b>	<b>1.9</b>	<b>-9.7</b>	<b>10.7</b>	<b>0.0</b>	<b>-0.3</b>
Add: Cash & Cash equivalents at the beginning of the period	1.0	10.7	0.0	0.1	0.4
<b>Cash &amp; Cash equivalents at the end of the period</b>	<b>2.9</b>	<b>1.0</b>	<b>10.7</b>	<b>0.0</b>	<b>0.1</b>



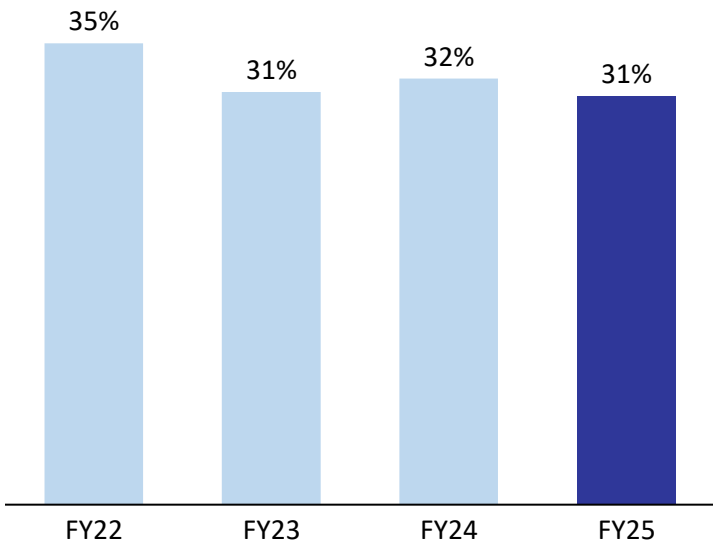
ROE\*



Debt / Equity Ratio



ROCE^



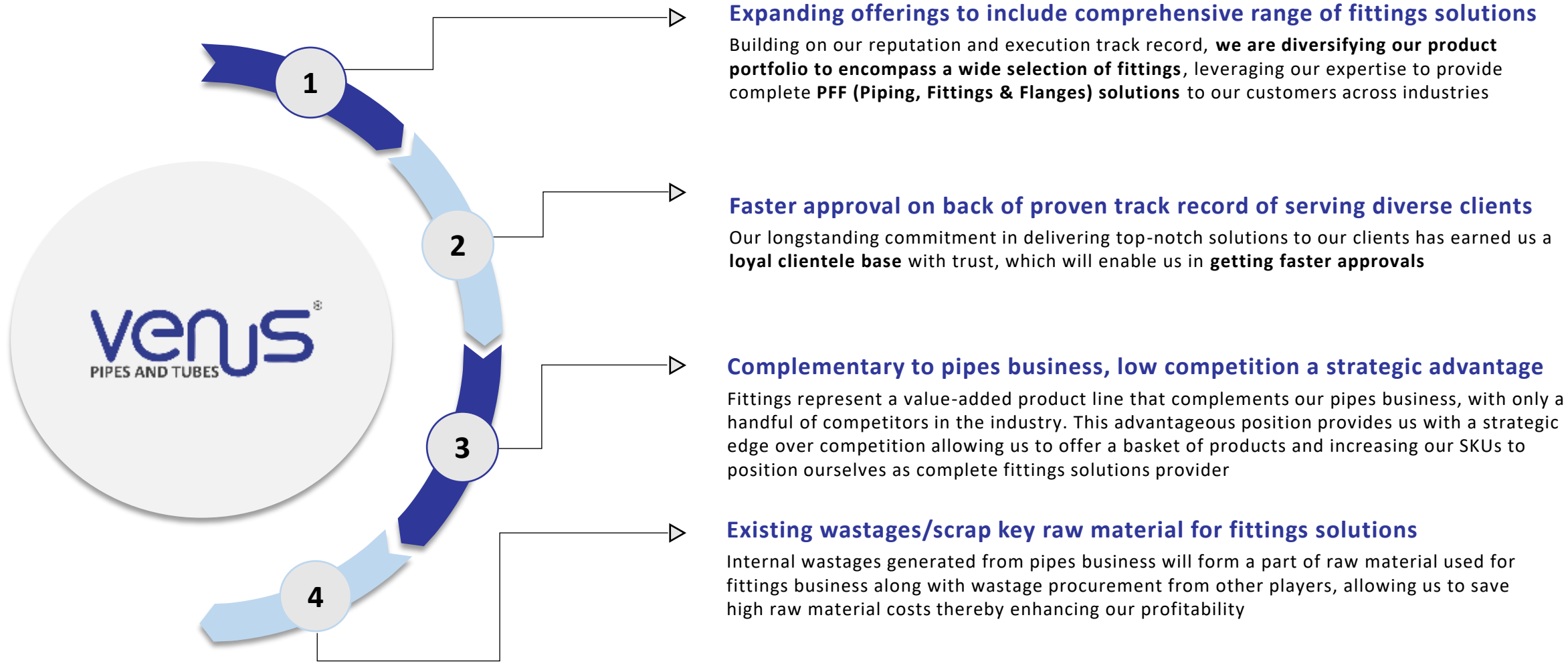
ROE = PAT / Shareholder's Equity  
D/E = Total Debt / Shareholder's Equity  
ROCE = EBIT / Tangible Net worth + Non-Current Liabilities

\*Excluding Rs. 107.9 crores raised via IPO for Capacity expansions for FY 2022-23 and Rs. 35.06 crores raised via Share Warrant for FY 2024-25

^Excluding CWIP from Total Capital Employed from FY23 to FY25

# Capex Update





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**

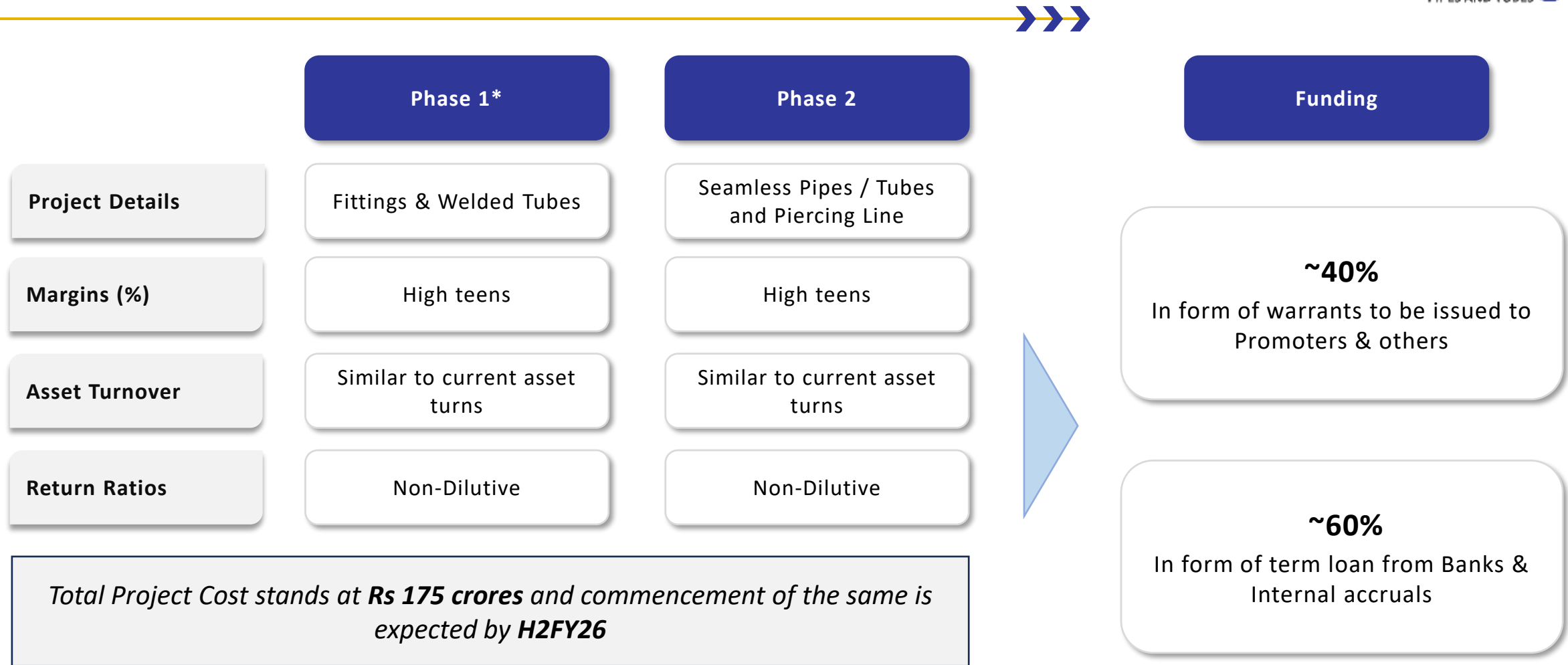




# Capex Update 2 : Value added Welded Tubes



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



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 has operationalized capacity of 3,600 MTPA of Welded Tubes in **May 2025**; Fittings capacity set up to be completed in **H2FY26**

# 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

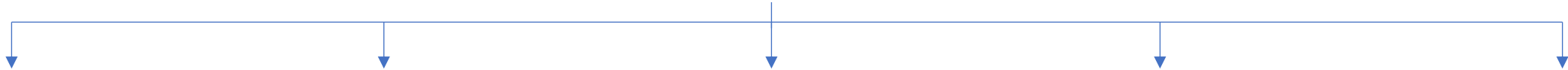


Stainless Steel Welded Pipes



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**



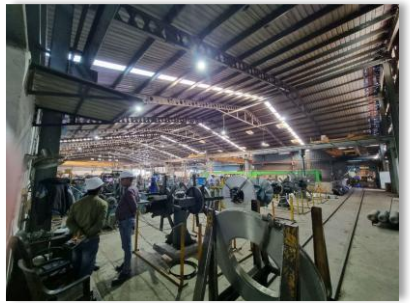
# State of the Art Infrastructure...



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

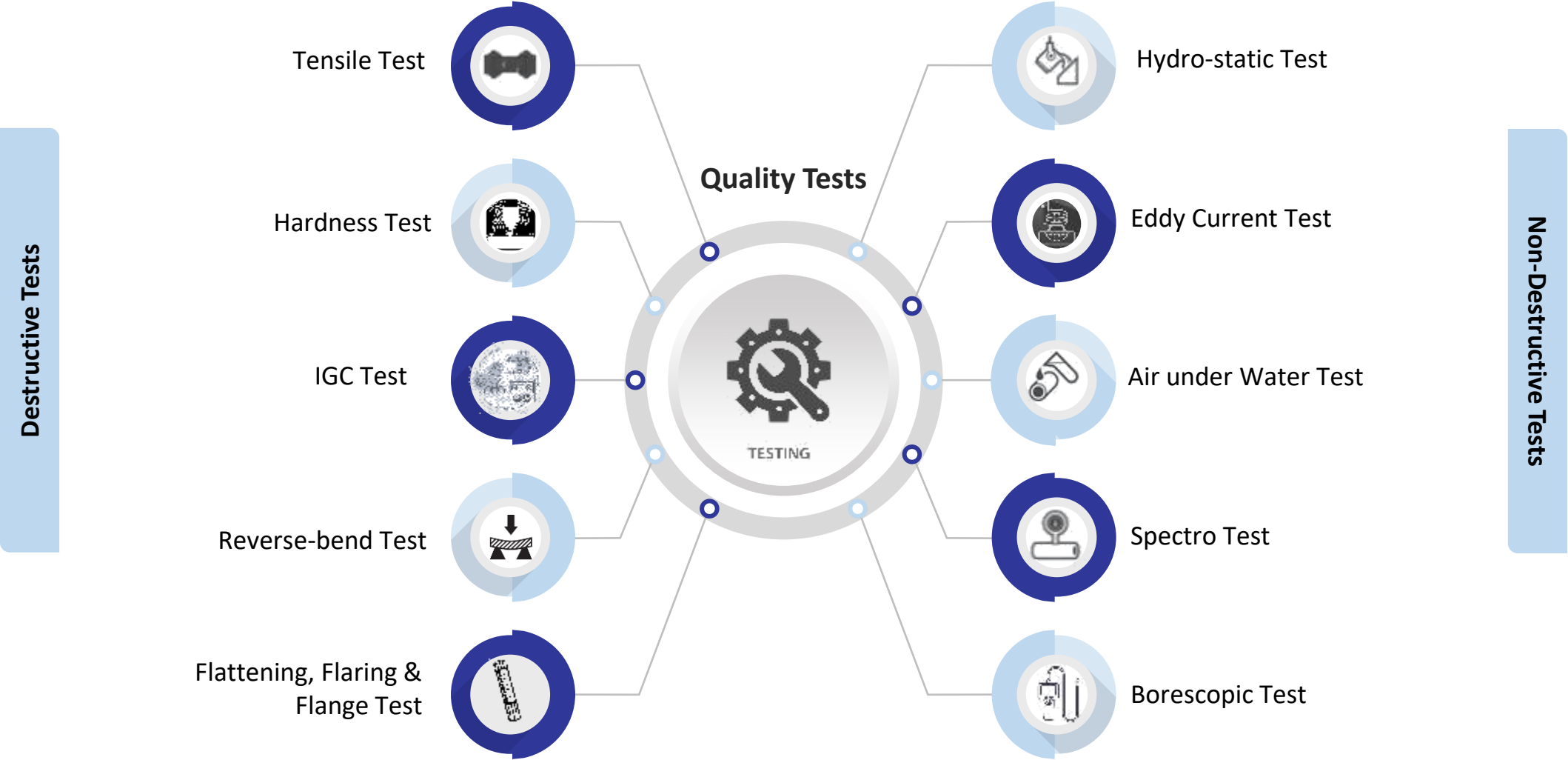


Facility on a land measuring **2,02,545 Sq. Mt.**





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



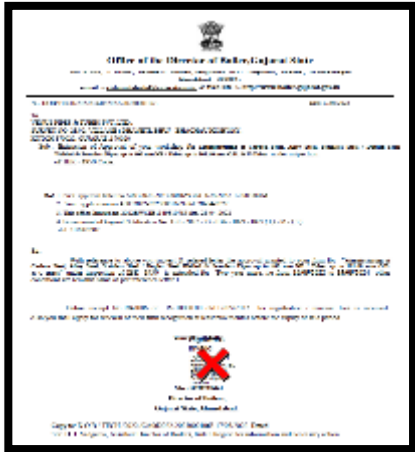
# Marquee Clientele








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 13 years of experience in the steel industry



**Megharam S Choudhary**

Whole Time Director

Associated with our Company since its incorporation. Over 18 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 21 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 12 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 18 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.



**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

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**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 more than 17 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 6 years of experience in finance, accounting and secretarial work

**Kumar Shishir C Sinha**

President (Marketing)

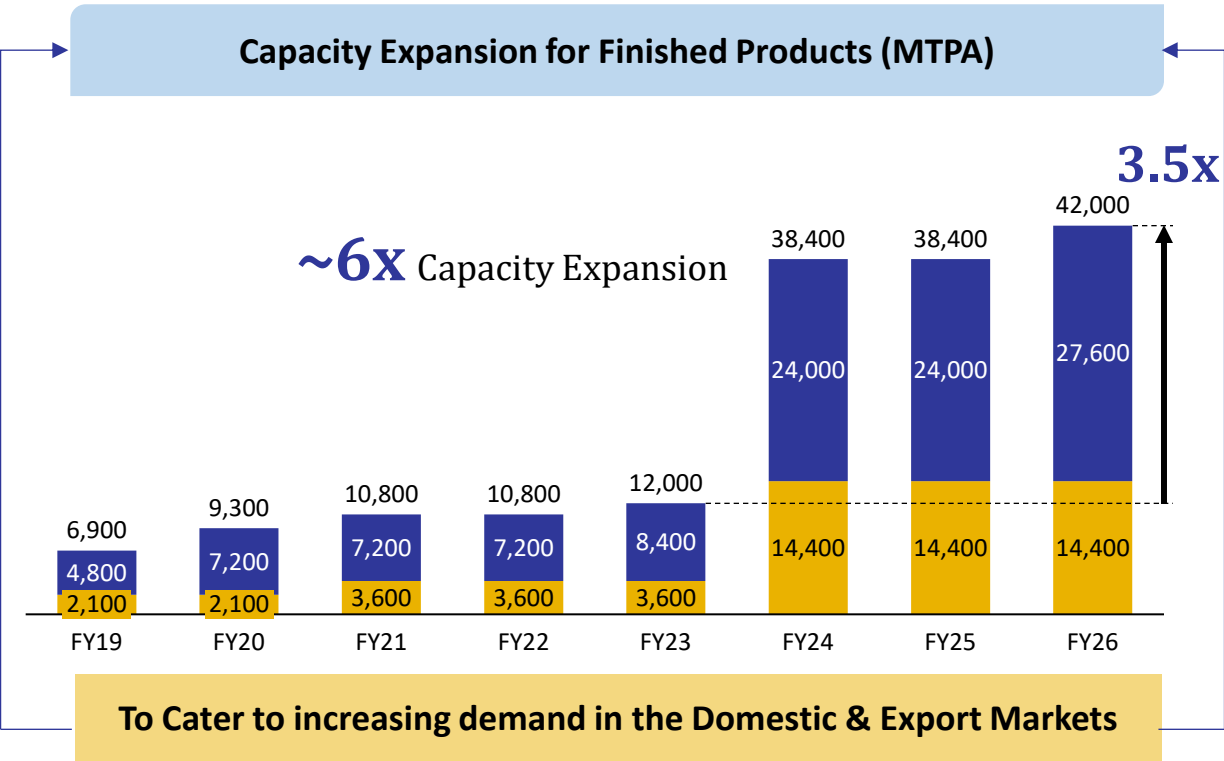
With our Company since March 01, 2021. Holds a degree of bachelors in arts from Magadh University and has over 33 years of experience in the stainless-steel pipes and tubes



# STRATEGIES TO SUPPORT GROWTH



## Capacity Expansion for Finished Products (MTPA)

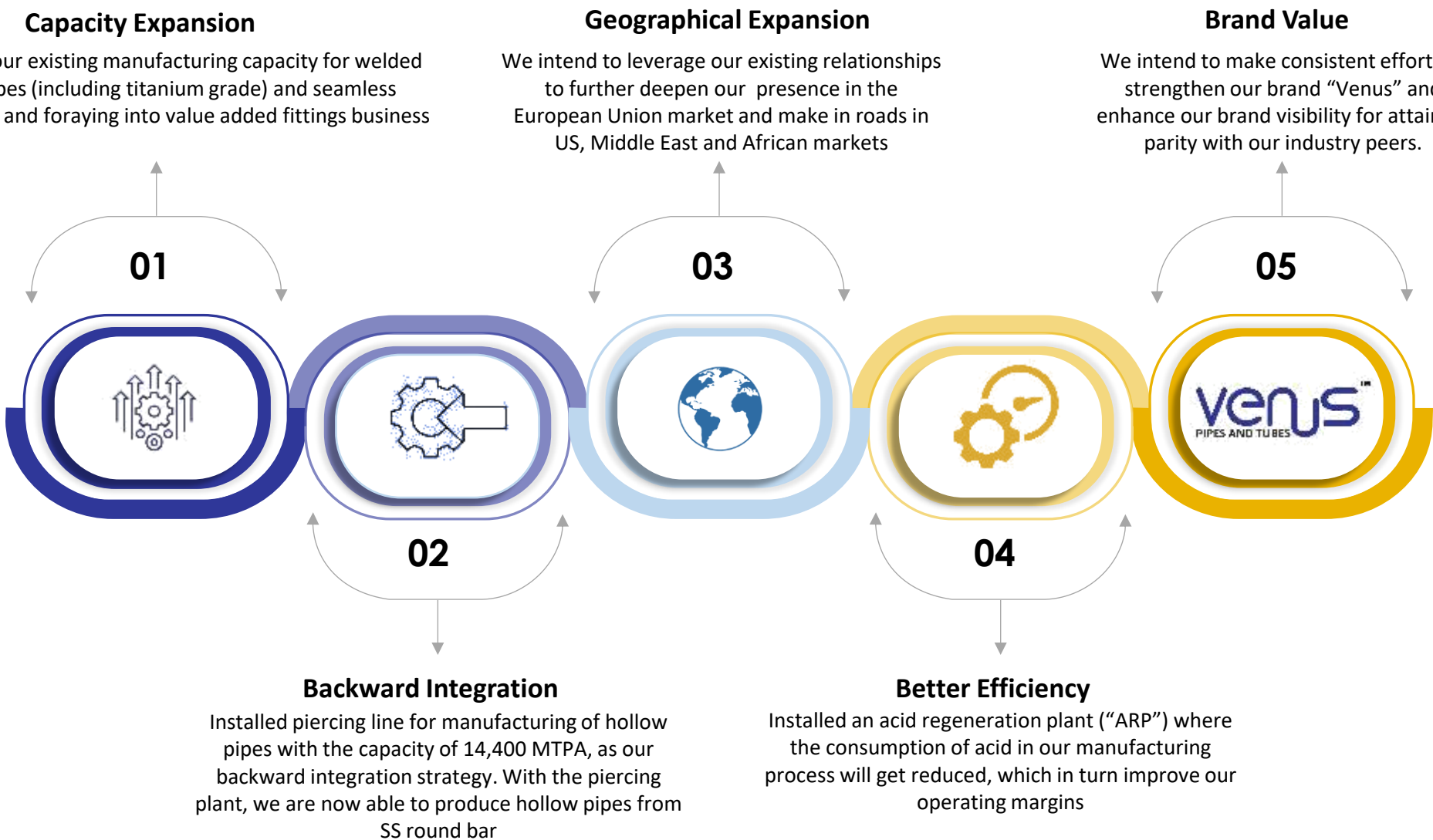


## Completed Capacity Expansion

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	27,600 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	Operationalized capacity of 3,600 MTPA of Welded Tubes in <b>May 2025</b> ; Fittings capacity set up to be completed by <b>H2FY26</b>
Phase 2 : Setting up of value-added Fittings, Welded / Seamless – Pipes / Tubes	Rs 60 Crores	<b>H2FY26</b>





# Thank You



**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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