

REMI EDELSTAHL TUBULARS LIMITED

REGD. OFFICE :
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ESTATE, WALBHAT ROAD, GOREGAON (E),
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CIN : L28920MH1970PLC014746

May 12, 2025

**The General Manager – Dept. Corporate Services,
BSE Limited,
P J Towers, Dalal Street,
Mumbai – 400 001
Scrip Code:513043**

Sub.: Earnings Presentation

Pursuant to Regulation 30 and 46 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the earnings presentation on the Audited Financial Results of the Company for the quarter and year ended March 31, 2025.

Thanking you ,

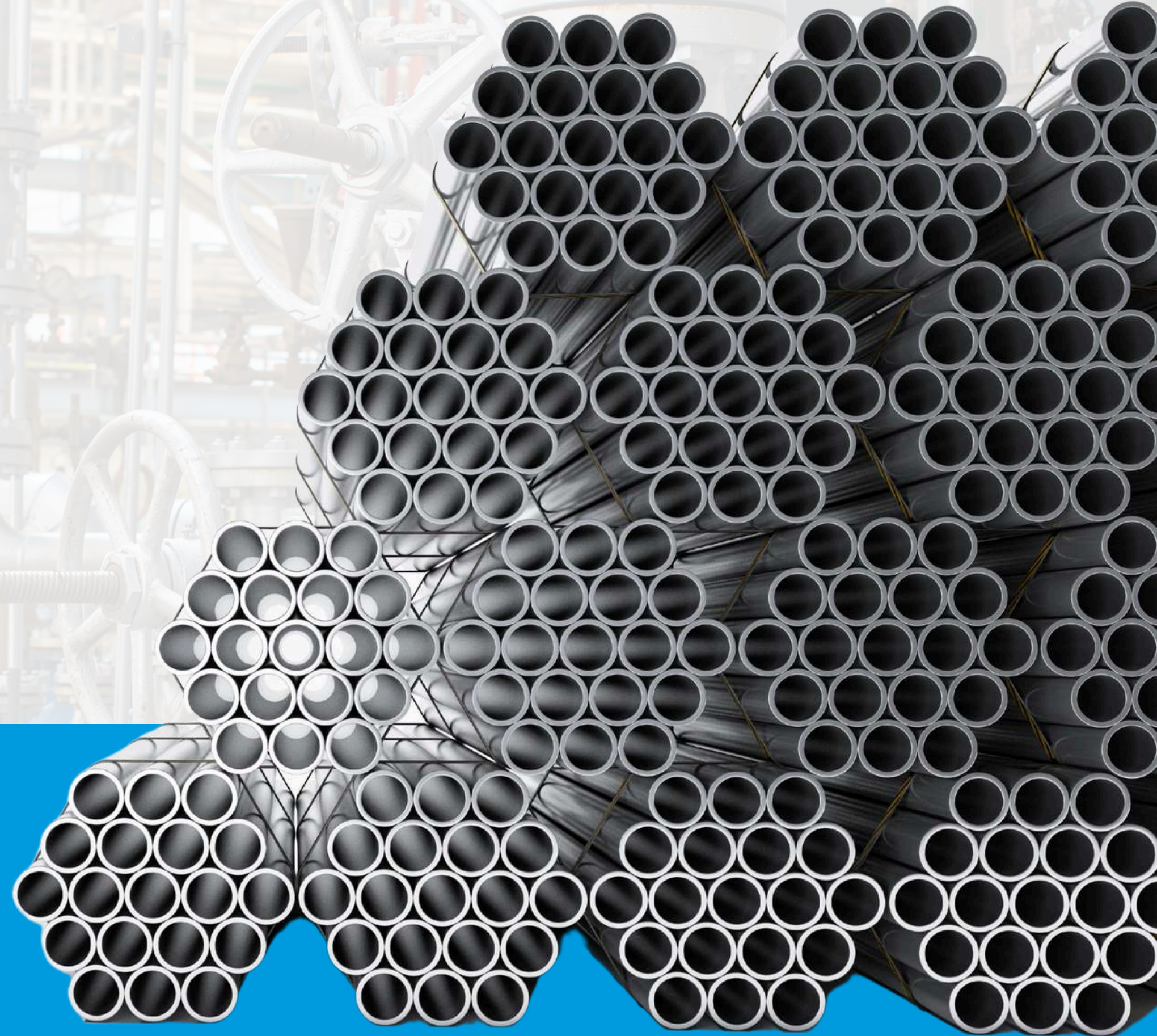
For Remi Edelstahl Tubulars Limited

H H. Joshi
**Company Secretary &
Compliance Officer**



**REMI EDELSTAHL
TUBULARS LTD.**

INVESTOR PRESENTATION
FY 2024-25



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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.

The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

OUR COMPANY

REMI Edelstahl Tubulars Ltd. (RETL) is India's pioneer stainless steel pipes and tubes manufacturer. Established in 1970, RETL has evolved into a trusted supplier for critical industries such as oil & gas, petrochemicals, power generation and many more.



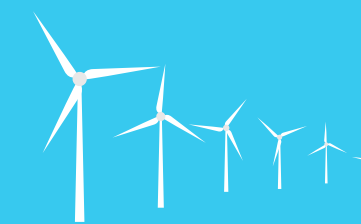
Manufacturing & Capacity

- **Centralized manufacturing facility** located in Tarapur, Maharashtra.
- Total area: **51,000 sq. meters.**
- Annual production capacity: **12,000 metric tons.**
- State-of-the-art infrastructure.
- Product range includes seamless and welded pipes.
- Supports diverse industrial applications.



Quality & Approvals

- REMI specializes in high-quality stainless steel pipes and tubes.
- Emphasis on **durability and reliability.**
- Advanced manufacturing processes and **strict quality control systems.**
- Holds key certifications: ISO 9000, 14000, 45000, PED, etc.
- **Approved** by major consultants and EPC contractors.



Sustainability & Innovation

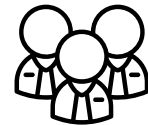
- RETL showcases strong environmental commitment through **renewable energy use.**
- **Windmills** installed at Dhule (Maharashtra) supply over 50% of total power needs.
- Renewable energy **efficiency improved** by **44%**, reaching 0.49 unit/kg in 2 years.
- Overall power consumption reduced by **5%** over the last 2 years.
- **5,000 sq. m** of storage space converted into green area, expanding total garden area to **10,000 sq. m.**

KEY FACTS AND FIGURES

Over
5 decades
of experience



300+
employees from various
fields such as mechanical
engineering, metallurgy,
accounting, etc



50+
customers from oil &
gas, thermal & nuclear
power, defence,
aerospace sectors



Debt-Equity Ratio
0.33

Debt Service
Coverage Ratio
6.16

Current Ratio
2.72

Market cap
₹ 93.4 Cr

ROCE
8.02%

ROC
5.81%



MAJOR EVENTS AND MILESTONE



1972

Started operations in collaboration with M/s. Kobe Steel from Japan.

1995

Expanded capacity by shifting manufacturing facility to Tarapur.

2005

Setup installed for manufacturing and testing of tubes for thermal power plants.

1992

Listed on the Bombay Stock Exchange.

2002

Installation of wind mill at Dhule for renewable power generation.

2010

Completed first supply to ISRO.

2016

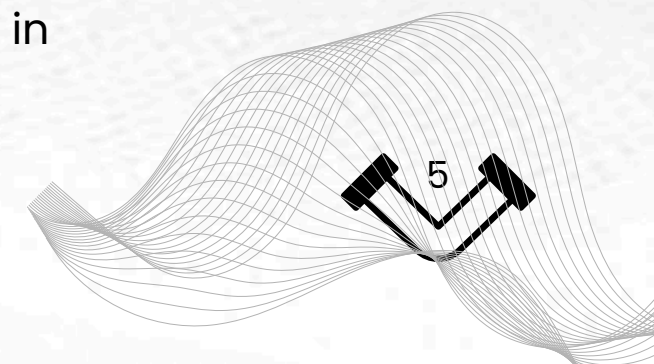
Supplied special grade critical tubing to a nuclear power plant.

2025

- Initiated manufacturing 77mm thick welded pipe.
- Investments made for manufacturing and testing setup for products for food, dairy and pharma industries

2024

- Successfully manufactured a 70mm thick welded pipe – first time in India.
- Developed welded tubes in coiled form.



PRODUCT/SERVICE PORTFOLIO



SS cold drawn seamless tubes

- Heat exchanger tubes
- Instrumentation tubes
- Boiler tubes
- ASTM A-213, A-268, A-269, A-789
 - OD: 6 to 76mm
 - THK: 0.8 to 10mm



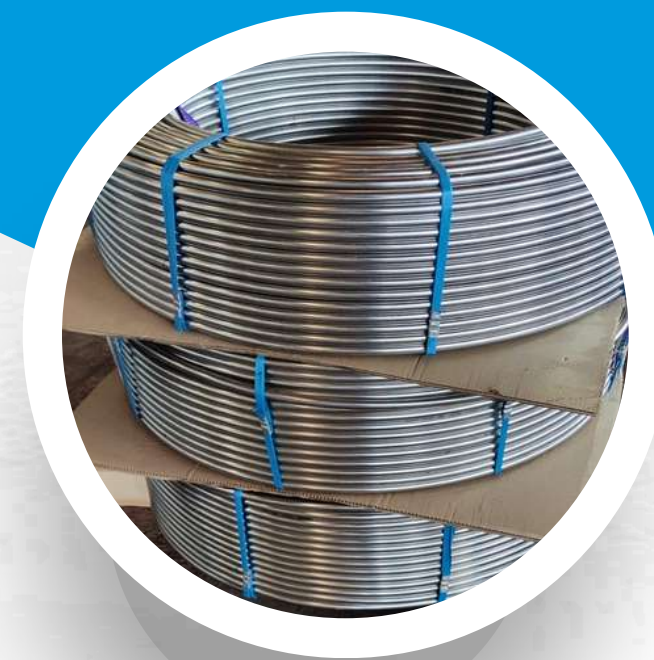
SS Seamless pipes

- ASTM A-312, A-790
 - OD: 1/4" to 4" NB



SS Welded tubes

- Condenser tubes
- LP/HP heater tubes
- Coiled tubes
- ASTM A-249, A-269, A-688
 - OD: 6 to 76.2mm
 - THK: 0.5 to 7mm



SS Welded pipes

- Large diameter pipes
- High thick pipes
- ASTM A-358, A-778, A-928
 - OD: 8" to 80" NB
 - THK: 3 to 70mm
- ASTM A-312
 - OD: 1/2" to 32" NB
 - THK: 1.6 to 10mm



QUALITY CONTROL AND CERTIFICATIONS

Certifications & Accreditations

- ISO 900, 14001, 45001
- PED 2014/68/EU
- AD 2000-Merkblatt W 0
- NORSOK M650
- Bureau of Indian Standards (BIS)
- Indian Register of Shipping

ZERTIFIKAT ♦ CERTIFICATE ♦ CERTIFICADO ♦ CERTIFICAT



CERTIFICATE

The Certification Body
of TÜV SÜD South Asia Private Limited
certifies that



Remi Edelstahl Tubulars Limited
Plot N - 211/1, MIDC Tarapur, Boisar,
Dist. Palghar- 401 506, Maharashtra, India

has implemented Quality Management System
in accordance with **ISO 9001:2015**
for the scope of

**Manufacture and Supply of Stainless Steel and Duplex Stainless Steel
Seamless, Welded Tubes, U Tubes and Pipes.**

The certificate is valid from **2022-10-31** until **2025-09-02**
Subject to successful completion of annual periodic audits
The present status of this certificate can be obtained through TUV SUD website by scanning below QR code and by
entering the certificate number (without spaces) on web page. Further clarifications regarding the status & scope of
this certificate may be obtained by consulting the certification body at info.in@tuv-sud.com

Certificate Registration No. **99 100 17092**
Date of Initial certification: **2016-09-04**
Issue Date: **2022-10-31** Rev. 00



Rahul Kale
Head of Certification Body
of TÜV SÜD South Asia Private Limited,
Mumbai
Member of TÜV SÜD Group



ZERTIFIKAT ♦ CERTIFICATE ♦ CERTIFICADO ♦ CERTIFICAT



CERTIFICATE

The Certification Body
of TÜV SÜD South Asia Private Limited
certifies that



Remi Edelstahl Tubulars Limited
Plot N - 211/1, MIDC Tarapur, Boisar,
Dist. Palghar - 401 506, Maharashtra, India

has implemented Environmental Management System
in accordance with **ISO 14001:2015**
for the scope of

**Manufacture and Supply of Stainless Steel and Duplex Stainless Steel
Seamless, Welded Tubes, U Tubes and Pipes.**

The certificate is valid from **2022-10-31** until **2025-09-02**
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Certificate Registration No. **99 104 00391**
Date of Initial certification: **2016-09-04**
Issue Date: **2022-10-31** Rev. 00



Rahul Kale
Head of Certification Body
of TÜV SÜD South Asia Private Limited,
Mumbai
Member of TÜV SÜD Group



ZERTIFIKAT ♦ CERTIFICATE ♦ CERTIFICADO ♦ CERTIFICAT



CERTIFICATE

The Certification Body
of TÜV SÜD South Asia Private Limited
certifies that



Remi Edelstahl Tubulars Limited
Plot N - 211/1, MIDC Tarapur, Boisar,
Dist. Palghar – 401 506, Maharashtra, India

has implemented Occupational Health and Safety Management System
in accordance with **ISO 45001:2018**
for the scope of

**Manufacture and Supply of Stainless Steel and Duplex Stainless Steel
Seamless, Welded Tubes, U Tubes and Pipes.**

The certificate is valid from **2022-10-31** until **2025-09-02**
Subject to successful completion of annual periodic audits
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Certificate Registration No. **99 117 00186**
Date of Initial certification: **2016-09-04**
Issue Date: **2022-10-31** Rev. 00



Rahul Kale
Head of Certification Body
of TÜV SÜD South Asia Private Limited,
Mumbai
Member of TÜV SÜD Group



REMI

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QUALITY CONTROL AND CERTIFICATIONS

Third-Party Approvals

- Major consultants, EPC contractors – EIL, BHEL, NTPC, NPCIL, Toyo, L&T and many more
- Defence and aerospace – ISRO, multiple shipyards
- International refineries – ADNOC, KNPC, KOC



إحدى شركات مؤسسة البترول الكويتية
A Subsidiary of Kuwait Petroleum Corporation

أدنوك
ADNOC



شركة البترول الوطنية الكويتية
إحدى شركات مؤسسة البترول الكويتية
A Subsidiary of Kuwait Petroleum Corporation

KNPC



Quality Control Facilities & Equipment

- Chemical testing – Spectrometer, corrosion test, etc.
- Mechanical testing – Tensile, impact, bend, flaring and flattening, etc.
- Non-destructive testing – Ultrasonic, Eddy current, hydrotest, radiography, air under water, etc.

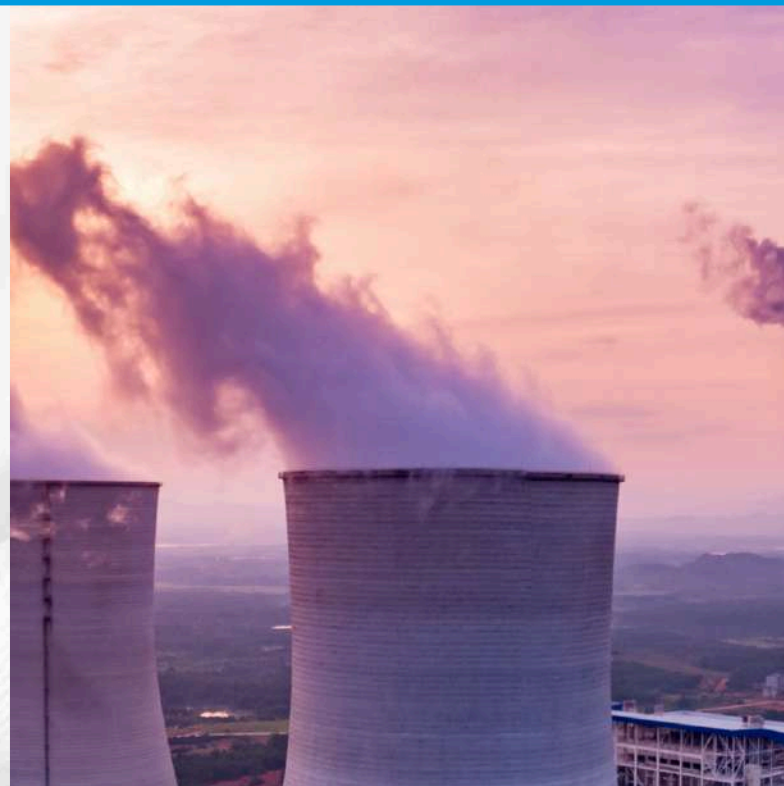


REMI

CLIENTELE DYNAMICS



GROWTH PROSPECTS FOR UPCOMING YEARS



THERMAL POWER

This industry requires high performance materials like stainless steel pipes and tubes for high temperature steam applications

Opportunities

India plans to add 20 GW of new thermal power capacity by 2027. This expansion could require around 6-7 million tons of steel for boilers, turbines, and structural components.



OIL & GAS (ON SHORE & OFF SHORE)

Stainless steel pipes and tubes are needed in the oil & gas industry to deal with complex crude oil processing

Opportunities

India plans to add 15,000 km of natural gas pipelines by 2025, requiring approximately 3 million tons of steel for pipeline construction.



AEROSPACE AND DEFENCE

Stainless steel is used in these sectors due to its strength and ability to withstand harsh conditions.

Opportunities

The construction of five fleet support ships at HSL in Vishakhapatnam, with an overall cost of approximately ₹19,000 crore, creates a significant opportunity for steel pipe manufacturing companies.



RENEWABLE ENERGY (BIO GAS & GREEN HYDROGEN)

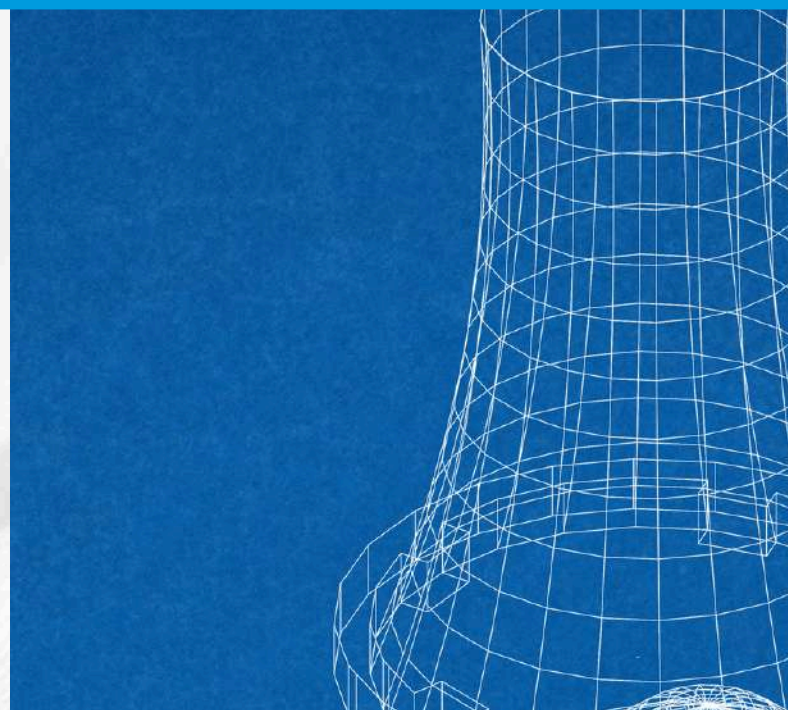
The growing use of bio gas & green hydrogen creates a demand for stainless steel components.

Opportunities

India plans to add 20 GW of hydro capacity by 2030. Steel manufacturing for hydroelectric dams and related infrastructure could require over 10 million tons of specialized steel.



GROWTH PROSPECTS FOR UPCOMING YEARS



NUCLEAR POWER

Stainless steel pipes and tubes are required for critical nuclear island control systems and components

Opportunities

The fast breeder program has seen significant progress with the upcoming launch of a 700 MW electrical power reactor.



PETROCHEMICAL

Stainless steel can withstand exposure to harsh chemicals and maintain its structural integrity, making it a reliable choice for transporting hazardous material.

Opportunities

New specialty chemicals production facilities are expected to drive the need for high-grade and specialised steel.



WATER TREATMENT PLANTS AND EPC COMPANIES

Stainless steel finds application in water treatment infrastructure and projects undertaken by EPC (Engineering, Procurement, and Construction) companies.

Opportunities

The EPC sector in water management is projected to grow at a CAGR of 10-12%, with major projects like the Namami Gange program demanding over 1 million tons of steel by 2025.



FOOD & BEVERAGES

Stainless steel pipes withstand high temperatures, pressure variations, and chemical exposure, making them ideal for pasteurization, fermentation, and distillation.

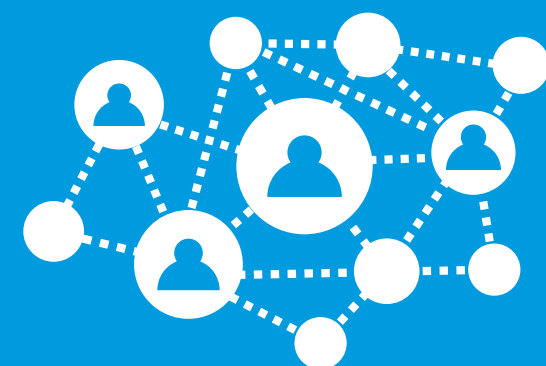
Opportunities

India's food processing sector is expanding rapidly, supported by government initiatives like Make in India and PLI schemes.

BUSINESS KEY STRATEGY AND OBJECTIVES

New Market

- The demand for stainless steel pipes in India's food, beverage, and dairy industry is strong, driven by stringent hygiene standards, durability requirements, and regulatory compliance.



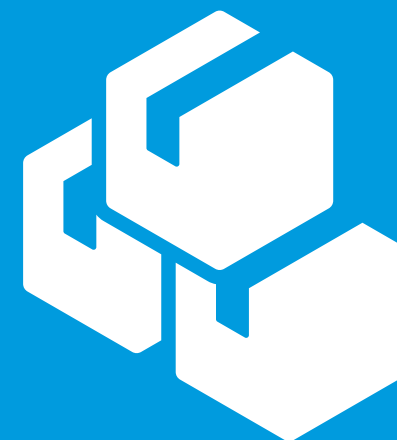
Geographical Expansion

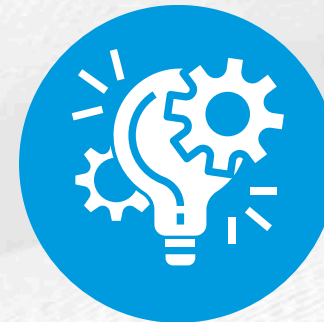
- The company is executing new strategies to expand its **export footprint**, targeting the Middle East, Central Asia, and Europe.
- This expansion aims to **enhance global presence**, forge **new partnerships**, and build **broad customer bases**.



Wider Product Range

- The company is **expanding its supply range**; recently added UNS32750 (Super Duplex) and TP439.
- R&D efforts are ongoing to explore **value-added materials** such as nickel alloys and titanium tubing.
- Expansion into **high-thickness and large-diameter pipes** is in progress.
- A variety of **finishing processes** have been added, broadening the supply scope.





Key Project Orders

- Special grade and UT tested instrumentation tubes supplied to **NPCIL**
- Seamless tubes supplied for critical applications in the **defense sector**.
- Multiple export orders for welded pipes and seamless heat exchanger tubes executed for **two major Middle Eastern refineries**



Sales & Order Book Growth

- Achieved revenue of **₹138.5 Cr**, marking an **18% increase from ₹117 Cr in the previous year**.
- Sales volume surged by **25% to 3,080 MT**, up from **2,450 MT**.
- Robust order book of over **1,700mt** valued at **₹66.3 Cr as of 31st March 2025**



Product Development & Innovation

- Successfully manufactured (in-house) and supplied **80" welded pipe** and **70mm thick welded pipe** to a reputed refinery in India
- Successful supply of **super duplex seamless tubes** to a major EPC.
- Initiated production of **77mm thick welded SS pipe**—the highest thickness manufactured in India to date.
- Developed **super duplex welded stainless-steel pipes** for corrosion-resistant refinery applications—a first in India
- Developed **coiled and formed welded tubes** for specialized industrial needs.

INVESTMENT HIGHLIGHTS OF THE YEAR



Strategic Capacity Upgrade & Diversification

Undertaking a **fully self-funded initiative** to modernize machinery and expand into **food, dairy, and pharmaceutical** sectors. The project is slated for completion by **September 2025**, with full-scale operational **benefits anticipated in FY 2026–27**. This expansion also positions the company to tap into significant export markets.



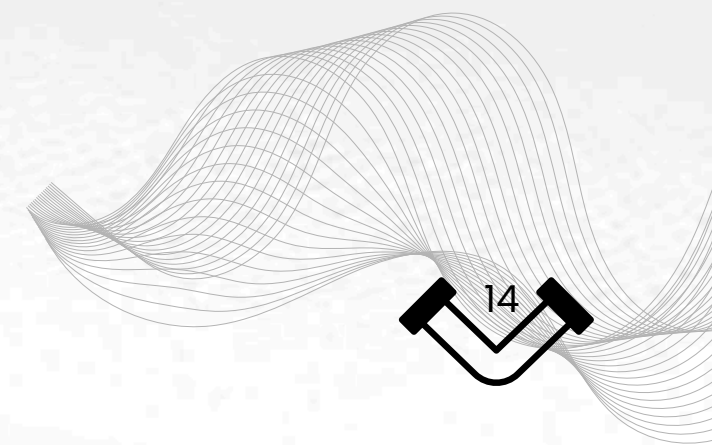
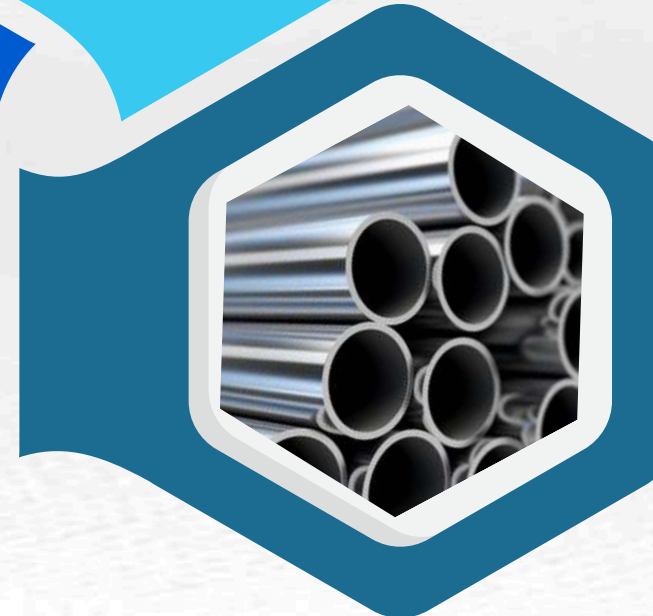
Entry into Shaped Tubes Manufacturing

Installation of advanced equipment for the **production of shaped stainless steel tubes**, currently reliant on imports. This marks a step forward in our self-reliance journey and supports national import substitution goals.



Innovation in Specialized Seamless Tubes

Focused R&D efforts are underway to develop highly specialized seamless tubes for niche industrial applications. This reinforces our commitment to the **‘Make in India’** initiative by building robust domestic capabilities and reducing import dependence.



PROFILE OF MANAGEMENT



Shri Vishwambhar C. Saraf

Designation: Promoter Chairman

Experience: Extensive experience in business leadership across multiple sectors

Shri Vishwambhar C. Saraf is a veteran businessman from a well-established entrepreneurial family. As Chairman of REMI Group, he oversees a diverse range of companies involved in engineering, electrical goods, laboratory equipment, fans, and real estate development. He holds leadership roles in several REMI Group entities, including REMI Elektrotechnik, REMI Edelstahl Tubulars, and REMI Process Plant & Machinery. With a strong foundation in manufacturing, marketing, and finance, he also serves as an Independent Director at Technocraft Industries.



Shri Rishabh R. Saraf

Designation: Managing Director **Experience:** 20+ years

Education: Bachelor's degree in Business Management

Shri Rishabh R. Saraf represents the third generation of the Saraf family in business leadership. With more than two decades of hands-on experience, he is actively involved in managing and expanding REMI's operations. His expertise spans manufacturing, marketing, and export, and he currently serves as the Managing Director. Additionally, he serves on the boards of other family ventures and is engaged in stakeholder relationship committees for listed companies.



Shri Rajendra C. Saraf

Designation: Promoter Director

Experience: Over 40 years

Education: Commerce graduate

Shri Rajendra C. Saraf brings over four decades of experience in the family-owned REMI Group. He has played a critical role in the group's growth and diversification, particularly in manufacturing and real estate. With expertise in administration, finance, and law, he has been a driving force behind REMI's emergence as a key player in multiple sectors. His leadership has contributed to the successful expansion of various ventures within the REMI Group and beyond.

PROFIT AND LOSS

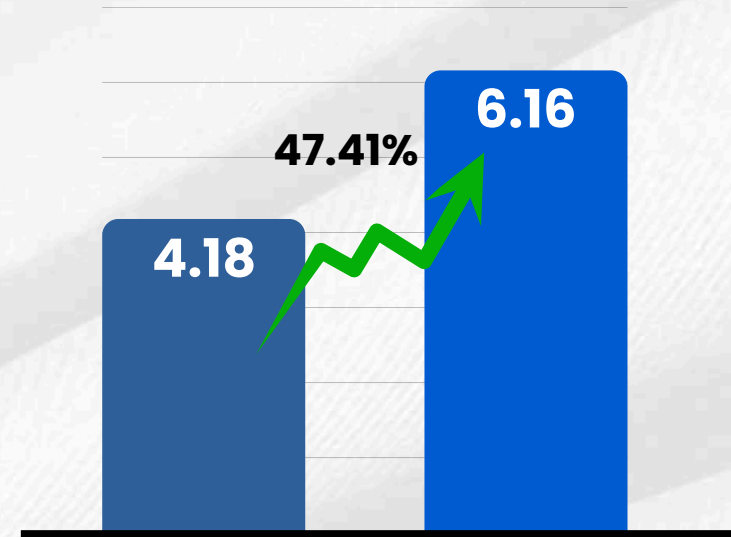
BALANCE SHEET

(₹ in lakhs)								
Particulars	Q4FY25 (Audited)	Q3FY25 (Unaudited)	QoQ%	Q4FY24 (Audited)	YoY%	FY25 (Audited)	FY24 (Audited)	YOY%
Revenue from Operations	4,072.38	4,291.37	-5%	4,032.98	0.98%	13,856.24	11,713.1	18.30%
other income	10.50	22.21	-53%	80.50	-86.96%	51.25	120.13	-57.34%
total income	4,082.89	4,313.58	-5%	4,113.48	-0.74%	13,907.49	11,833.23	17.53%
Total Expenditure	3,897.06	4,050.76	-4%	3,748.82	3.95%	13,067.57	11,128.29	17.43%
EBITDA	185.83	262.82	-29%	364.66	-49.04%	839.92	704.94	19.15%
Depreciation	93.67	90.12	4%	92.68	1.07%	351.11	352.95	-0.52%
Interest	38.52	40.17	-4%	59.3	-35.04%	135.86	166.43	-18.37%
Profit before Tax	53.64	132.53	-60%	212.68	-74.78%	352.95	185.56	90.21%
Deferred Tax	14.60	49.86	-70.72%	55.36	-73.62%	85.77	46.65	83.86%
PAT	39.04	82.67	-52.78%	157.32	-75.18%	267.18	138.91	92.34%
EBITDA Margin	5%	6%	-25%	9%	-49.53%	6%	6%	0.72%
PAT Margin	1%	2%	-47%	4%	-73.71%	2%	1%	62.59%
EPS	0.36	0.75	-49%	1.43	-73.43%	2.43	1.26	92.86%

(₹ in lakhs)		
Particulars	FY 2024-25	FY 2023-24
Equity Capital	1098.24	1098.24
Reserves	3501.15	3247.76
Borrowings	1496.19	3022.70
Other Liabilities	1575.12	1109.85
Total Liabilities	7670.70	8478.05
Fixed Assets	2492.13	2166.94
Other Non-current Assets	210.85	105.27
Current Assets	4967.72	6205.84
Total Assets	7670.70	8478.05

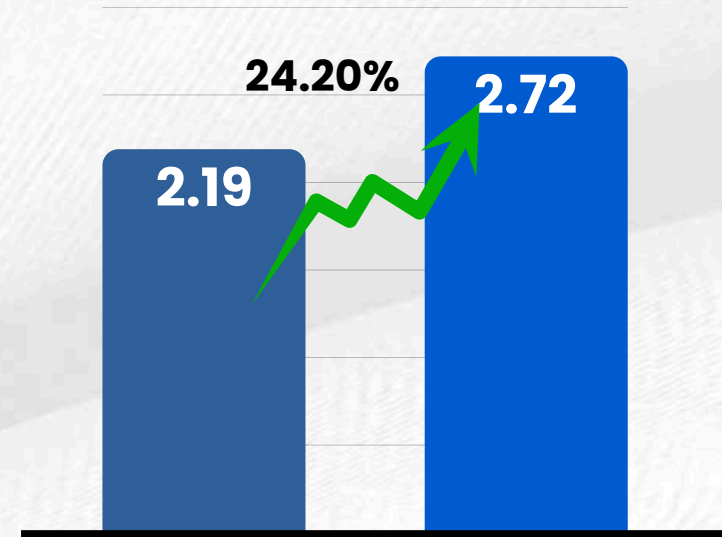
KEY RATIOS

FINANCIAL ANALYSIS



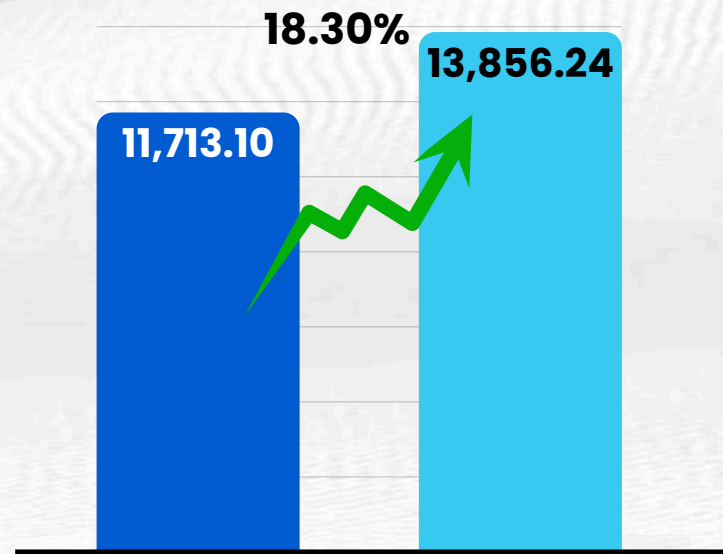
FY 2023-24 FY 2024-25

Debt Service Coverage Ratio



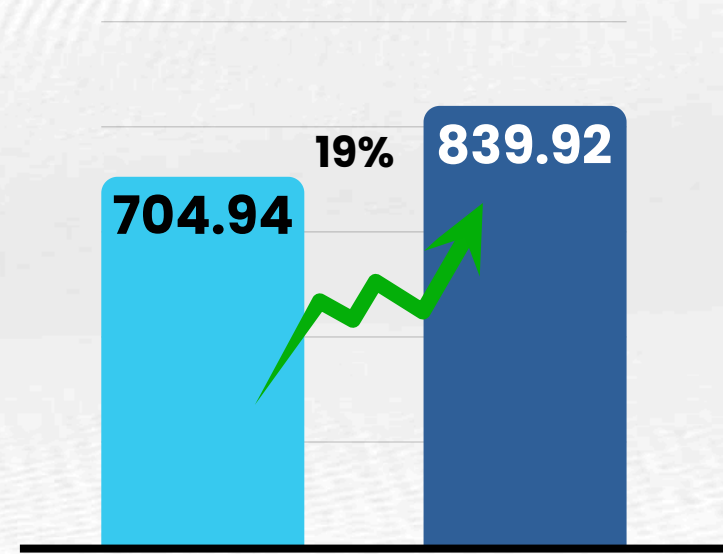
FY 2023-24 FY 2024-25

Current Ratio



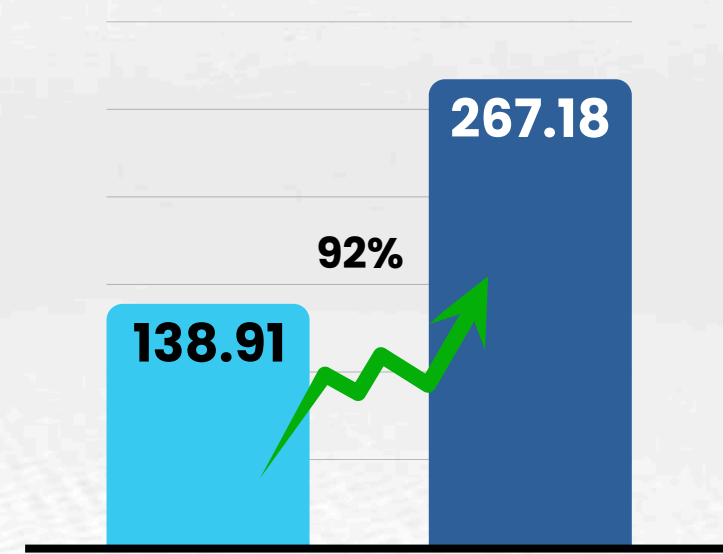
FY 2023-24 FY 2024-25

Revenue



FY 2023-24 FY 2024-25

EBITDA



FY 2023-24 FY 2024-25

PAT

Revenue Growth

Revenue from Operations rose by **18.30%**, reaching ₹13,856.24 Cr from ₹11,713.10 Cr. This consistent top-line growth signals strong market demand and effective execution.

EBITDA Uplift

EBITDA improved by **19.15%** YoY, increasing from ₹704.94 Cr to ₹839.92 Cr. Indicates better operational efficiency, possibly driven by scale benefits and cost control.

Profitability Surge

PAT surged by **92.34%**, nearly doubling from ₹138.91 Cr to ₹267.18 Cr.

MANUFACTURING FACILITY



Location:

Plot No. N-211/1, M.I.D.C. Tarapur, Boisar,
District Palghar, Maharashtra – 401506

Facility Size:

Total Area – 51,000 sq. meters

Production Capacity:

Installed Capacity: 12,000 MT



Certifications:

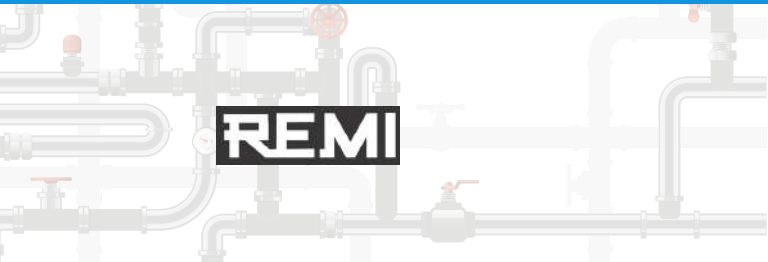
ISO 9001, ISO 14001, ISO 45001 – Ensuring quality, environmental responsibility, and occupational health & safety

Technology Infrastructure:

Equipped with advanced manufacturing systems including CNC machinery and process automation for enhanced precision and efficiency

Product Portfolio:

Manufacturing high-quality Stainless Steel Pipes & Tubes – both Seamless and Welded





REMI

THANK YOU !

REMI EDELSTAHL TUBULARS LIMITED

Stainless Steel Pipes & Tubes