

Date: 12/08/2025

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- INEOJA001018** 

Dear Sir/Madam,

#### **Sub: Q1 FY26 Investor Presentation**

With reference to above captioned subject, please find attached Q1 FY26 Investor Presentation. The Presentation will be uploaded on the company's website at <a href="https://www.venuspipes.com">www.venuspipes.com</a>

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 Q1 FY26 Investor Presentation



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# Operational & Financial Highlights



## **Key Highlights**



### Q1 FY26 Financial Highlights

All time high revenues of INR 276.4 Cr in Q1 FY26 despite global uncertainties

Revenue

**EBITDA** 

PAT

INR 276.4 Cr

**INR 44.9 Cr** 

**INR 24.8 Cr** 

+15.1 % YoY

16.2% EBITDA Margin

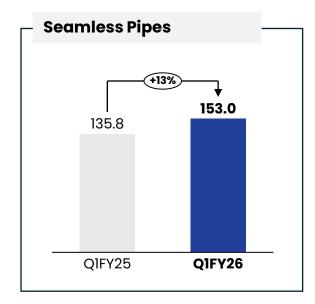
9.0% PAT Margin

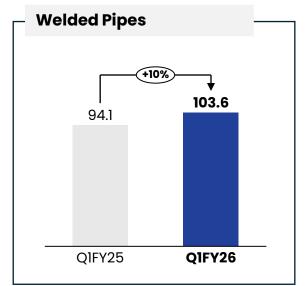
### Q1 FY26 Operational Highlights

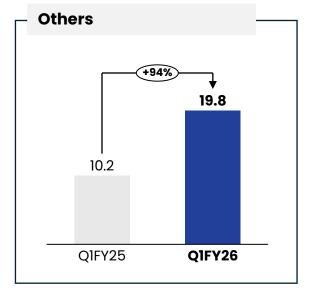
- ✓ Revenue from Seamless Pipes/Tubes witnessed a growth of 13% and Welded Pipes/Tubes witnessed growth of 10% for Q1FY26 on year-on-year basis
- ✓ Exports revenue stood at INR 103.1 Cr, growing by 69% during the quarter compared to same period last year, forming 37.3% of revenue
- ✓ Order flow continues to be strong with high enquiries from Power sector
- ✓ Our capacity expansion for fittings project and seamless pipes along with piercing line remains on track to commence operations from H2 FY26

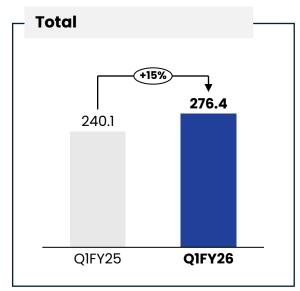
# Revenue Split across Segment - Q1 FY26

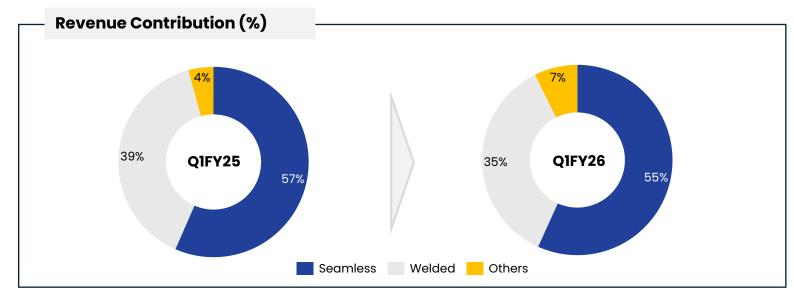






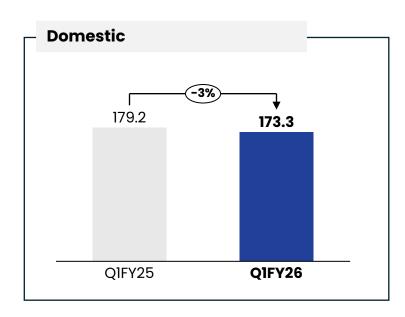


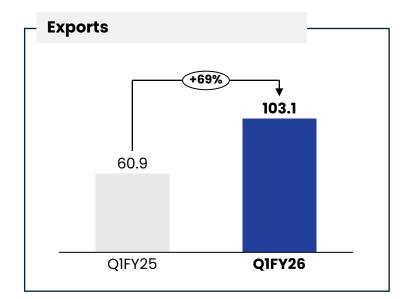


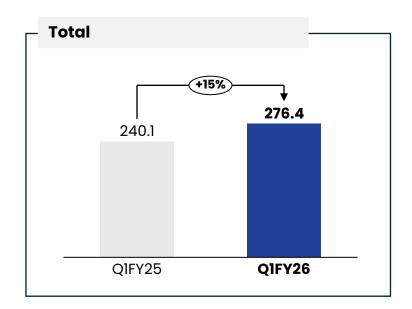


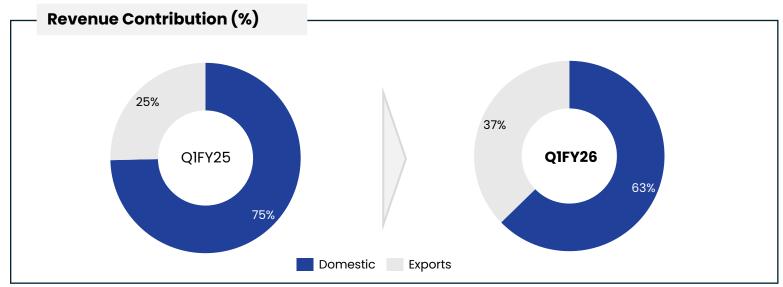
# Revenue Split across Geographies - Q1 FY26





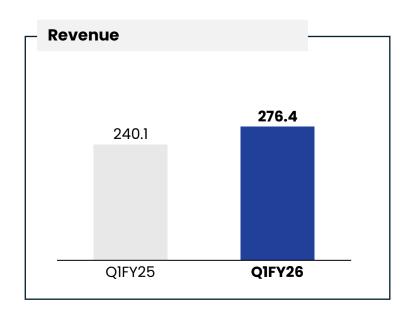


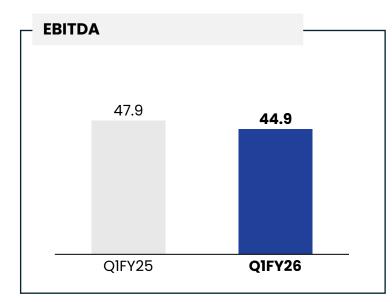


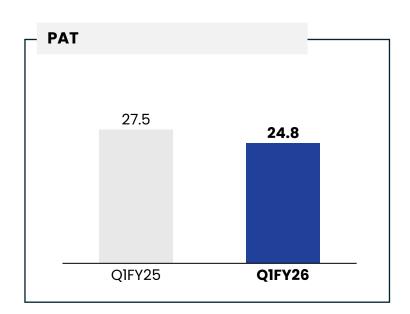


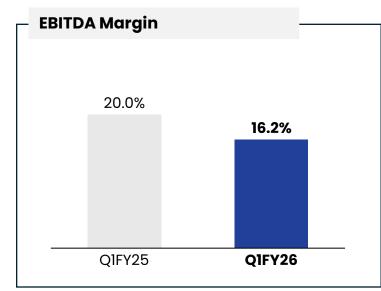
# Key Financial Highlights – Q1 FY26

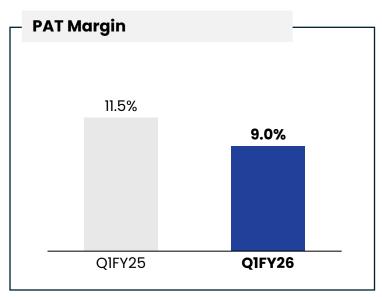












### **Profit & Loss Account**



Profit and Loss Statement	Q1FY26	Q1FY25	YoY	Q4FY25	QoQ	FY25	FY24	YoY
Revenue from Operations	276.4	240.1	15.1%	258.1	7.1%	958.5	802.2	19.5%
Cost of Goods Sold	185.6	161.0		172.0		639.5	575.3	
Gross Profit	90.8	79.1	14.8%	86.1	5.5%	319.0	226.9	40.6%
Employee Cost	11.7	8.4		10.3		38.0	22.4	
Other Expenses	34.2	22.8		34.2		113.4	58.2	
EBITDA	44.9	47.9	-6.3%	41.6	7.9%	167.6	146.3	14.6%
EBITDA Margins (%)	16.2%	20.0%	-370 bps	16.1%	+10 bps	17.5%	18.2%	-70 bps
Other Income	3.9	1.0		5.0		10.7	3.2	
Depreciation	5.2	4.3		4.8		18.5	11.8	
EBIT	43.6	44.6	-2.2%	41.8	4.3%	159.8	137.7	16.0%
Finance Cost	9.8	7.7		9.4		34.4	22.1	
Profit before Tax	33.8	36.9	-8.4%	32.4	4.3%	125.4	115.6	8.5%
Tax	9.0	9.4		8.7		32.5	29.7	
Profit After Tax	24.8	27.5	-9.8%	23.7	4.5%	92.9	85.9	8.1%
PAT Margins (%)	9.0%	11.5%	-250 bps	9.2%	-20 bps	9.7%	10.7%	-100 bps

### From MD's Desk





**Arun Kothari** Managing Director

# Commenting on the Q1 FY26 performance of the company Mr. Arun Kothari, Managing Director for Venus Pipes & Tubes Limited said,

"We are pleased to report a robust performance for the quarter, achieving an all-time high quarterly revenue of INR 276.4 Cr, reflecting a growth of 15.1%. EBITDA stood at INR 44.9 Cr, translating to healthy margins of 16.2%. This achievement comes despite the prevailing global uncertainties surrounding trade tariffs and supply chain challenges. Notably, our export business remained resilient, contributing 37.3% of total revenues, underscoring the strength of our presence in international markets and the trust in our product quality.

We remain optimistic about our growth trajectory, supported by our diversified market reach, strong customer relationships, and proven execution capabilities. At the same time, we remain vigilant of the evolving global economic environment and will continue to adapt our strategies accordingly.

Our continued approvals from leading customers across industries reaffirm the superior quality and reliability of our products. Demand from the power sector has shown encouraging momentum, further strengthening our healthy order book and providing clear visibility for sustained growth.

In closing, with a strong order pipeline and a focus on innovation and operational excellence, we are well-positioned to capitalize on emerging opportunities, navigate challenges with agility, and deliver long-term value to our stakeholders."



# **Company Overview**



## **About US - Venus Pipes & Tubes Limited**



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

**42,000 MT** p.a. **total installed capacity**, along with **Backward Integration** of ~14,400 MT p.a.



**Exports** to more than 30+ Countries

**Diversified** End user Industries

4 % PAT CAGR from FY20 to FY25



### **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

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

### Diversified Product Range used across Industries



### Stainless Steel High Precision and Heat Exchanger Tubes



Heat Exchangers, Pressure Vessels, Chemical and Fertilizer, Marine Equipment's, Refinery and Petrochemical, Process Industry, Dairy/Pharmaceutical industry, Nuclear Power Generation, Automotive and Aerospace

### Stainless Steel Hydraulic and Instrumentation Tubes



Nuclear & Thermal Power generation, Oil and Gas, Process Industries, Chemical and Fertilizer, Nuclear Power, Food & Beverage Processing, Automotive, Aerospace and Medical & Pharmaceutical

#### **Stainless Steel Seamless Pipes**



Onshore and Offshore Oil and Gas Production, Exploration and Transport, Chemical & Petrochemical, Energy and Power, Mechanical and Plant Engineering, Marine Equipment's, Pulp & Paper and Pharmaceutical Industry

#### **Stainless Steel Welded Pipes**



Chemical & Petrochemical, Gas Industry, Power Generation, Mechanical and Plant Engineering, Marine Equipment's, Pulp & Paper and Pharmaceutical Industry

#### **Stainless Steel LSAW Pipe**



Onshore and Offshore Oil and Gas Production, Exploration and Transport (OCTG – Oil Country Tubular Goods), Chemical & Petrochemical, Energy and Power Generation, Mechanical and Plant Engineering, Water and Waste-Water Management

#### **Stainless Steel Condenser Tubes**



Refinery and Petrochemical, Process Industry, Dairy, Pharmaceutical, Boiler, Heat exchanger & Automotive

## **Upcoming Product Expansion into Fittings**













### **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

### **Material Expertise**

We will work with various metals to ensure compatibility with the substances being transported and environmental conditions

#### Customization

We will provide customization services to tailor fittings according to clients' specifications, which may involve modifications in size, shape, material, or other parameters

### **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

Commencement of Operations of Fittings Capacity in H2 FY26

## Integrated State of Art Manufacturing Facility















2,02,545 sq. Mt.

27,600 MTPA

14,400 MTPA

14,400 MTPA

**Plant Area** 

Welded Pipes Capacity Seamless Pipes
Capacity

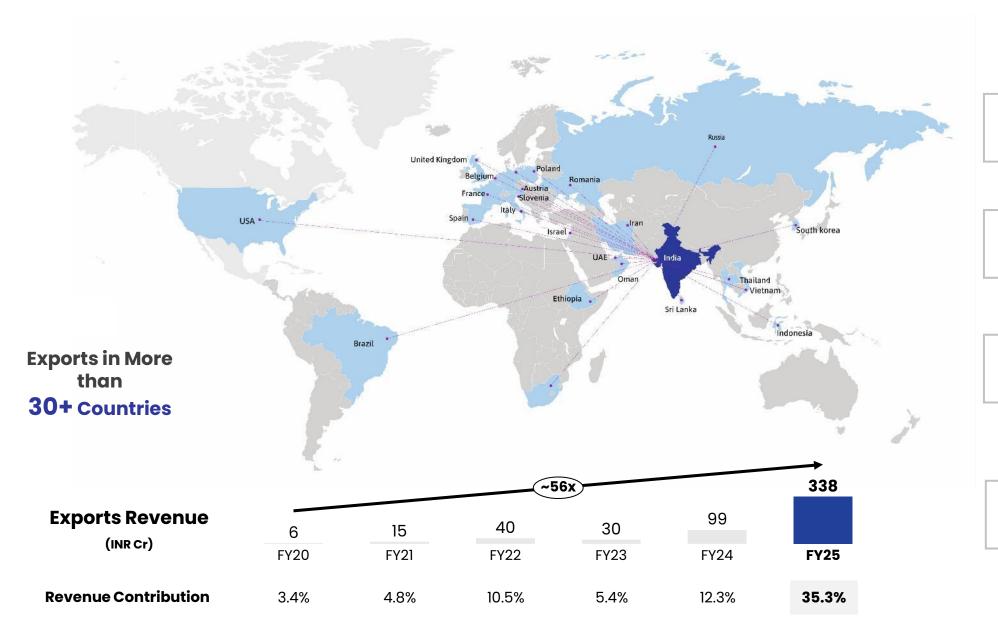
**Piercing Line Capacity** 

- ✓ Strategically located Manufacturing facility at Dhaneti (Kutch) within proximity of Kandla & Mudra ports
- ✓ Equipped with Acid Regeneration Plant for reduction of acid consumption
- ✓ Backward Integrated with capacity of Piercing Line for manufacturing of Mother Hollow Pipes, used for manufacturing of Seamless Pipes

Facility is in line as per International Standards with all necessary approvals to cater to clients globally

### **Presence Across the Globe**





Strong Dealership Network

**Quality Products** 

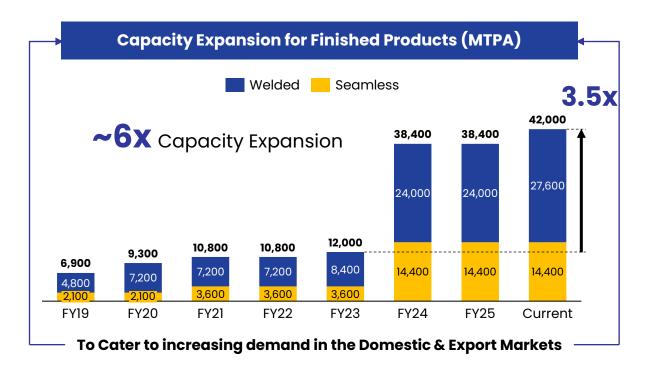


Dedicated Expansion Team

**Geographical Expansion** 

# **Continuous Capacity Expansion to Serve Growing Demand**





### **Seamless Pipes**

**Increased SKUs** by adding capacity for higher dia pipes from 6mm to 114.3 mm to **6mm to 219.3 mm** 

Welded Pipes
Increased SKUs by o

**Increased SKUs** by adding capacity for higher dia pipes from 6mm to 219.3 mm to **6mm to 1,422.4 mm** 

03

01

### **Backward Integration**

Installed **Piercing line** for manufacturing of Mother Hollow Pipes with current capacity of **14,400 MTPA** which is **backward integration for Seamless Pipes** 

New Capacity Addition (Value Added Products)	
Phases	Timelines
Phase 1: Value-added Fittings & Welded Tubes	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>
<b>Phase 2:</b> Value-added Fittings, Welded / Seamless – Pipes / Tubes along with Piercing Line	H2FY26

Total Capex for New Capacity Addition is ~ INR 175 Cr

## **What Sets Us Apart**



- Niche Player of Stainless-Steel Pipes & Tubes
- ✓ Niche manufacturer of stainless-steel pipes and tubes, which are superior to other categories of pipes due to their corrosion resistance, durability, and lower maintenance
- ✓ This niche focus allows the company to deliver high-reliability solutions for critical industries

Strong Background of Promoters

- ✓ Promoter group brings rich experience across domains such as stainless-steel trading, engineering, and finance
- ✓ This diverse expertise enables holistic decision-making, cost efficiency, and technical excellence
- Value-Added and Customised Products
- ✓ Broad range of SKUs designed for specific customer needs
- ✓ Adding value-added products which are used in demanding applications with stringent compliance. This creates differentiation and strong entry barriers for smaller players

Expansive Domestic and Global Reach

- ✓ Presence across all states in India
- ✓ Exporting to 30+ countries across the globe with dedicated region wise marketing and BD team and strong local dealer tie-ups
- Strong and Growing Customer Relationships
- ✓ Built trusted relationships with our clients in a short span of time which has helped secure approvals from leading players across industries we cater to
- ✓ These relationships ensure steady repeat business and long-term value creation

## **End User Industry**





Chemical



**Engineering** 



**Fertilizers** 



**Heat Exchanger** 



**Pharmaceuticals** 



**Power** 



**Food Processing** 



Nuclear



Paper



Oil & Gas



**Aerospace** 



**Automobiles** 

**Products Used Across Industries** 

Presence across Industries with critical application

## Marquee Clientele











































































### **Awards & Accolades**



Calendar Years	Certifications & Accreditations
2016	Our manufacturing facilities at Dhaneti have been accredited with management system standards certificate for compliance with ISO 9001: 2015 & ISO 14001:2015 requirements
2017	Our Company has been verified and recognized as material manufacturer according to AD 2000 - Merkblatt W0 by The TÜV NORD Systems GmbH & Co. KG.
2017	Our Company has been certified as quality-assurance system related to the material by <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 Indian Boiler Regulations — 1950 from the Office of the Director of Boiler, Gujarat.
2018	Our manufacturing facilities at Dhaneti have been accredited with management system standards certificate for compliance with ISO 45001: 2018
2022	Our company received approval of Bureau of Indian Standard (BIS) for Stainless steel Seamless and Welded Pipes and Tubes
2025	Accredited in accordance with the standard ISO/IEC 17025:2017, Venus' manufacturing facilities at Dhaneti received the NABL accreditation for Competence of Testing & Calibration Laboratories in the field of Testing.







**IBR Certificate** 

TUV - AD 200 Merkblatt W0

**ISO Certificate** 



**BIS Certification for Seamless Pipes** 



**BIS Certification for Welded Pipes** 

### **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 in one of the company's of Hindalco Group 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

### Strong Management at Helm



#### **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

#### **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

#### CS 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

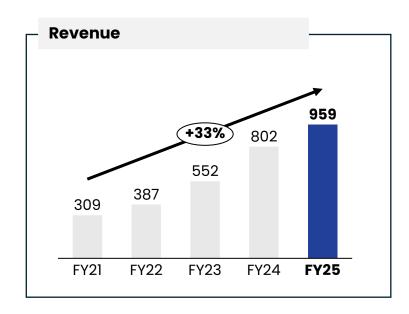


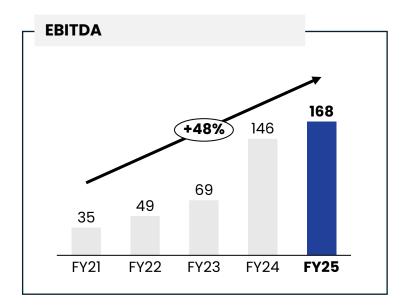
# Historical Financial Highlights

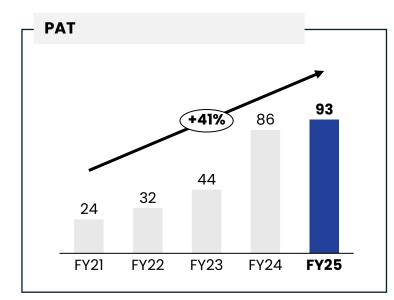


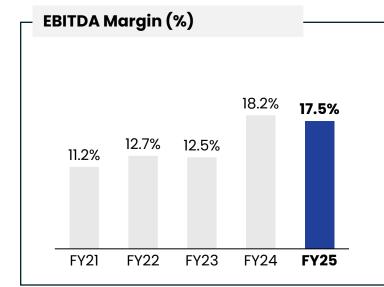
# **Key Historical Financials**

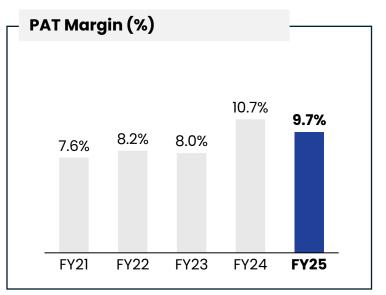












### **Historical Profit & Loss Account**



Profit and Loss	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%
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	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Non - Current Assets	395.7	302.2	206.6	30.4	20.9
Property Plant & Equipment	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	-	-
Current Assets	612.6	455.3	300.9	217.5	116.6
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
Total Assets	1,008.3	757.5	507.5	247.9	137.5

Equity & Liabilities	Mar-25	Mar-24	Mar-23	Mar-22	Mar-21
Total Equity	531.4	406.1	322.2	128.5	39.9
Share Capital	20.4	20.3	20.3	15.2	8.7
Reserves & Surplus	511.0	385.8	301.9	113.3	31.2
Non-Current Liabilities	42.1	42.5	26.8	15.6	19.5
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
Current Liabilities	434.8	308.9	158.5	103.7	78.2
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
Total Equity & Liabilities	1,008.3	757.5	507.5	247.8	137.5

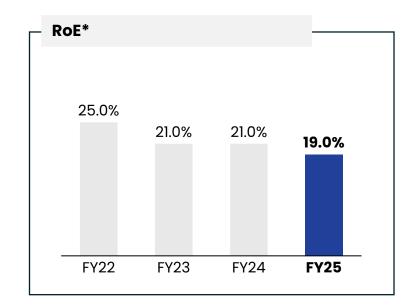
# **Historical Abridged Cash Flow Statement**

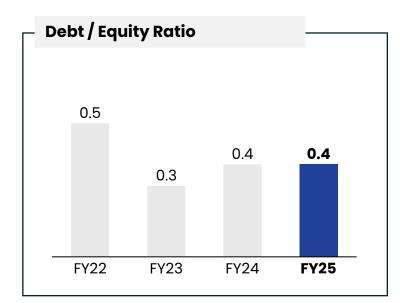


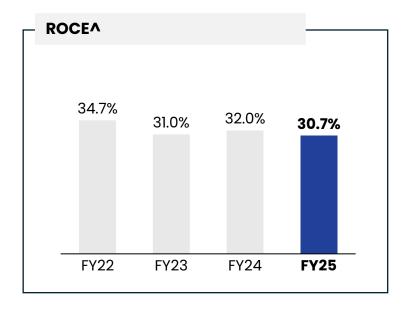
Particulars	Mar-25	Mar-24	FY23	FY22	FY21
Net Profit Before Tax	125.4	115.6	59.7	42.9	31.0
Adjustments for: Non -Cash Items / Other Investment or Financial Items	44.4	29.7	7.1	5.6	5.1
Operating profit before working capital changes	169.8	145.3	66.8	48.5	36.1
Changes in working capital	-82.8	-73.0	-39.4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

## **Key Return Ratios**









# Thankyou

### For further Information, please connect:



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