

VENUS PIPES & TUBES LIMITED



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PIPES AND TUBES



Company Update – Investor
Presentation, Feb 2024



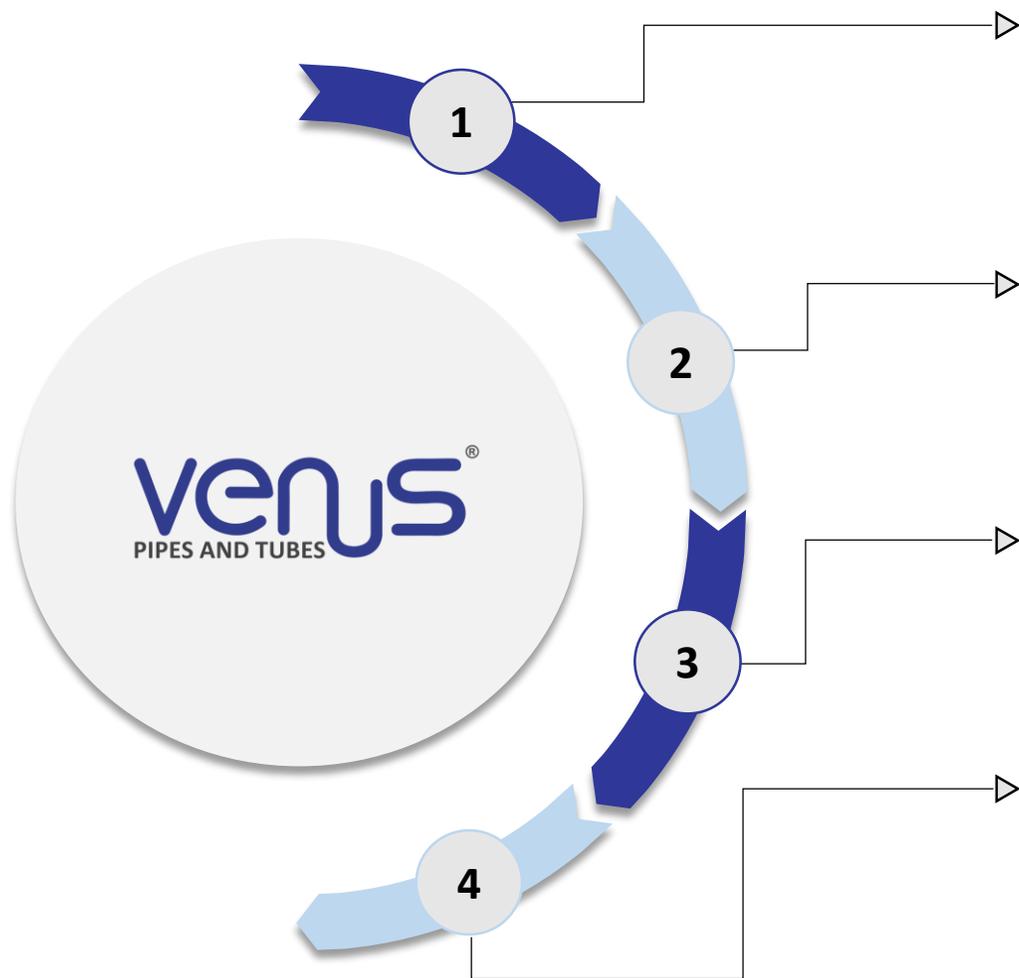
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Expanding offerings to include comprehensive range of fittings solutions

Building on our reputation and execution track record, **we are diversifying our product portfolio to encompass a wide selection of fittings**, leveraging our expertise to provide complete **PFF (Piping, Fittings & Flanges) solutions** to our customers across industries

Faster approval on back of proven track record of serving diverse clients

Our longstanding commitment in delivering top-notch solutions to our clients has earned us a **loyal clientele base** with trust, which will enable us in **getting faster approvals**

Complementary to pipes business, low competition a strategic advantage

Fittings represent a value-added product line that complements our pipes business, with only a handful of competitors in the industry. This advantageous position provides us with a strategic edge over competition allowing us to offer a basket of products and increasing our SKUs to position ourselves as complete fittings solutions provider

Existing wastages/scrap key raw material for fittings solutions

Internal wastages generated from pipes business will form a part of raw material used for fittings business along with waste procurement from other players, allowing us to save high raw material costs thereby enhancing our profitability

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**



Capacity Expansion : Value added Welded Tubes



Description	Details	Impact
Value Added Product Line	Introducing a specialized product line of stainless and titanium welded tubes 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 manufactured by only a select few players High precision engineering 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 demanding industrial requirements , boasting exceptional strength, precision, and resistance to corrosion	Increased Market Dominance
Increased sector outreach	We will manufacture both – Hygienic SS & Titanium grade of Tubes allowing us to diversify into sectors requiring critical application such as food processing, pharma along with nuclear and power sector as well	Value Added Premium Products

Phase 1 : Includes capacity expansion for setting up of value-added **Fittings & Welded Tubes**; to be completed by **March 2025**

Phase 2 : Includes capacity expansion for setting up of value-added **Fittings, Welded / Seamless - Pipes / Tubes**; to be completed by **December 2025**



	Phase 1	Phase 2	Funding
Project Details	Fittings & Welded Tubes	Fittings, Seamless & Welded – Pipes / Tubes	
Project Cost	Rs 115 Crores	Rs 60 Crores	~40% In form of warrants to be issued to Promoters & others
Margins (%)	High teens	High teens	
Asset Turnover	Similar to current asset turns	Similar to current asset turns	
Return Ratios	Non-Dilutive	Non-Dilutive	~60% In form of term loan from Banks & Internal accruals
Timelines	March 2025	December 2025	

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**



Thank You

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