

# **REMI EDELSTAHL TUBULARS LIMITED**

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February 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 unaudited Financial Results of the Company for the quarter ended December 31, 2024.

Thanking you ,

**For Remi Edelstahl Tubulars Limited**

**Rishabh**  
**Rajendra**  
**Saraf**  
Digitally signed by  
Rishabh Rajendra  
Saraf  
Date: 2025.02.12  
18:52:16 +05'30'

**Rishabh Saraf**  
**Managing Director**



**REMI EDELSTAHL TUBULARS LTD.**

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**BUSINESS DEVELOPMENT  
UPDATES**

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ONE STOP SHOP FOR  
STAINLESS STEEL  
TUBULARS

A decorative graphic of a stainless steel tubular with a flange, rendered in a light blue color, positioned behind the word 'TUBULARS'.

# ABOUT OUR COMPANY



Most diverse product range from 6mm to 101mm OD in seamless, and 1/4" to 80" NB in welded



Pioneer in stainless steel pipe/tubes in India having started operation in 1970 under technical know how with M/s Kobe Steel (Japan) & subsequently acquired technology from them.



Plant Location: Spread over 14 acres of land with cover area of 250,000 sq. feet at Tarapur, an industrial Township in Maharashtra (160 kms. from Mumbai).



Approvals by all leading consultants, EPC contractors and equipment manufacturers.

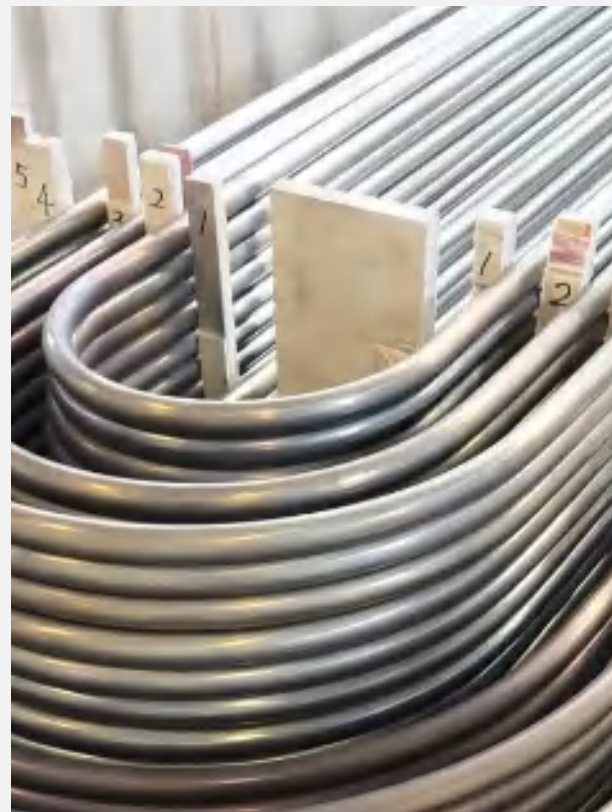


Catering to all types of “Process Industries” in India and abroad.



Latest generation testing equipment and laboratory.

# PRODUCT PORTFOLIO



## 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



## 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



## Seamless pipes

ASTM A-312, A-790

OD: 1/4" to 4" NB



## Welded SS 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

# ROAD AHEAD



## New market

- a. Company is doing research with potential customers in the auto market to service their requirements of specialty tubing.
- b. With increasing norms on emissions from vehicles, more efficient tubing solutions will have to be provided to auto makers. Company is conducting feasibility studies to understand the requirements to manufacture such tubes.

- a. Installation of new high tech cold rolling pilgers will increase production efficiency and reduce involvement of manpower, reducing cost and generating more value added business for specialty tubing.

- b. Online heat treatment facility added on welded pipe mill to reduce processing time and operating costs.

## Investment in new technology



## Wider product range

- a. Company is expanding its range of grades supplied – completed recent new supplies include UNS32750 (super duplex) and TP439
- b. More research and development is being done to explore possibilities in supplying value added grades such as nickel alloys and titanium tubing
- c. a.Working to expand its portfolio of high thick and large diameter pipes.
- d. Addition of number of different finishing processes has widened our supply scope

Company has developed new strategies to broaden our export market footprint. As a part of this, we aim to develop business in the regions of Middle East, Central Asia, Europe, etc. This expansion will not only enhance our global presence but also open doors to new partnerships and customer bases.

## Geographical expansion



# OPERATIONAL EXCELLENCE



Received prestigious approval and orders from defence sector.

Development of formed welded tubes.

Development of super duplex grade welded piping for refinery application.

Multiple orders worth approx. \$250,000 received from Kuwait and Qatar markets for welded pipes and seamless heat exchanger tubes.

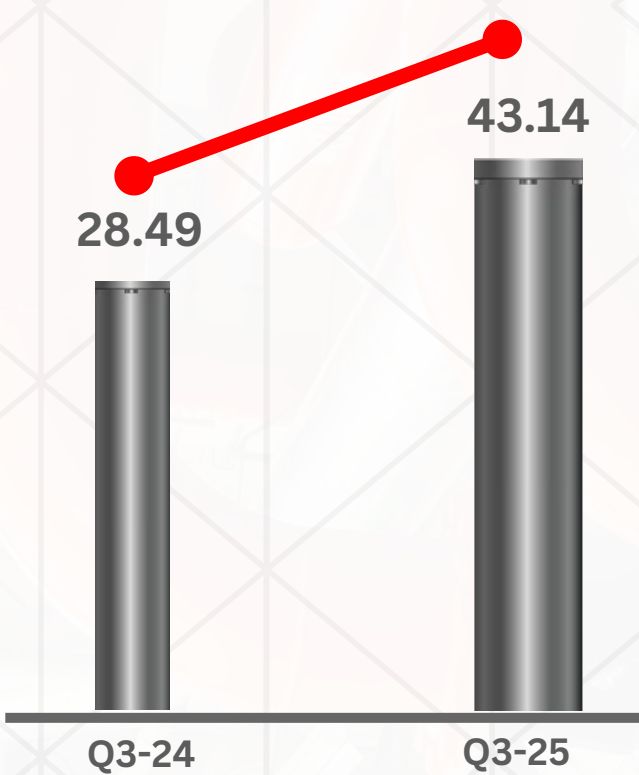


Received orders worth Rs. 16.5crs for supply of high and low pressure feed water heater tubes (seamless & welded) for thermal power projects, and instrumentation tubes for nuclear power (NPCIL project).

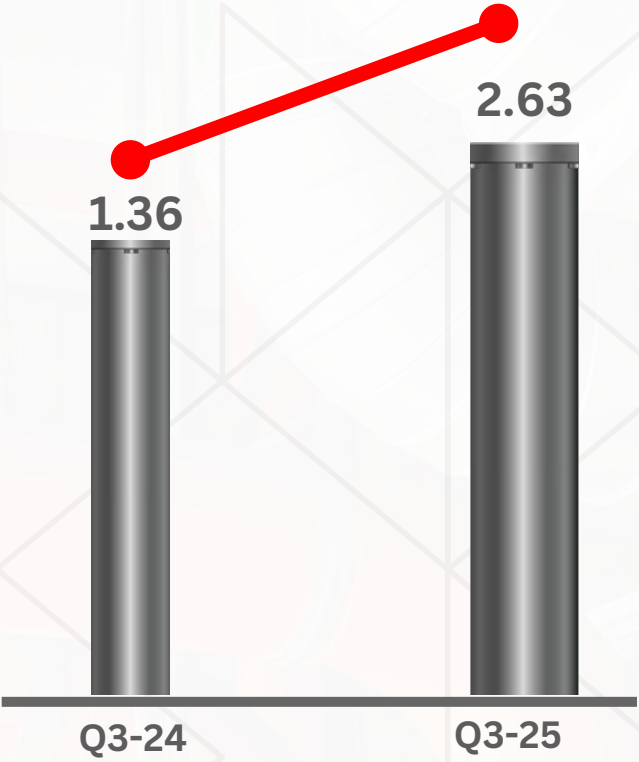


Approval received from ADNOC for piping and tubing categories (seamless & welded). Additionally, progress made on expansion of footprint in the European region via applications for various approvals/certifications.

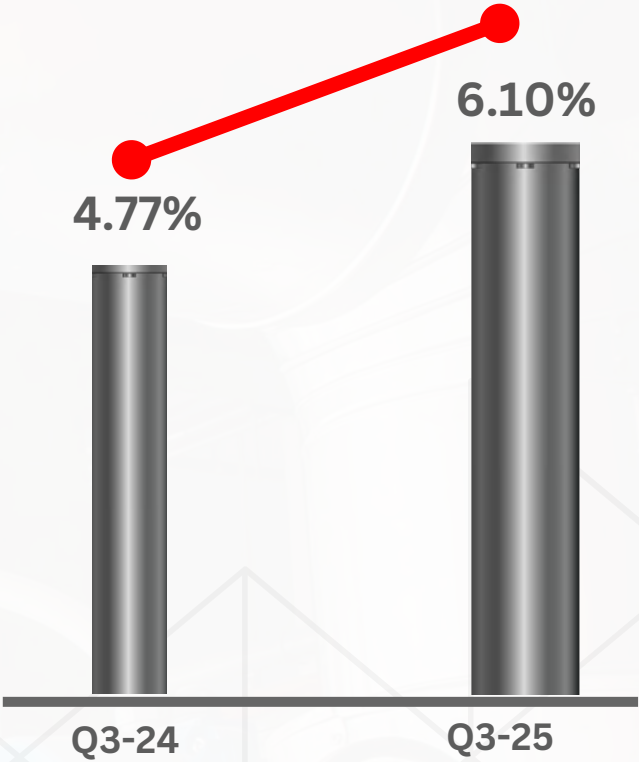
# KEY PERFORMANCE INDICATOR



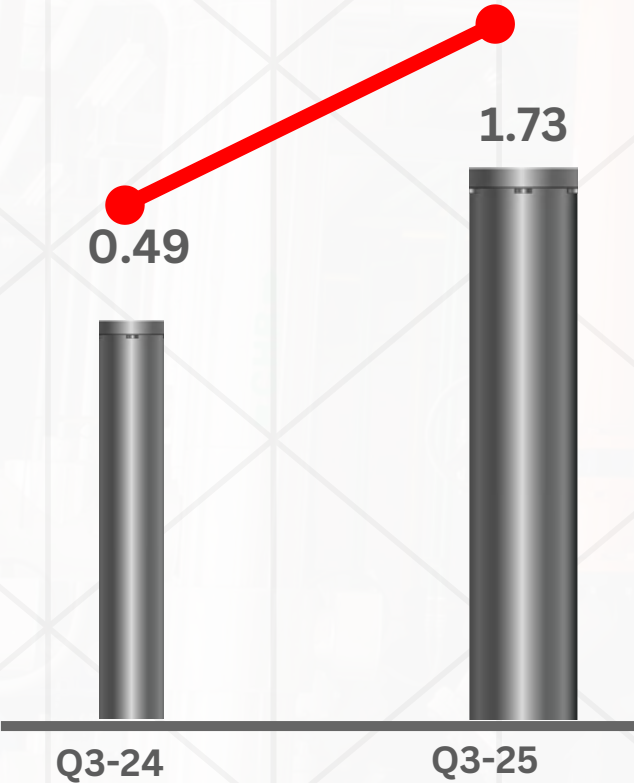
Revenue



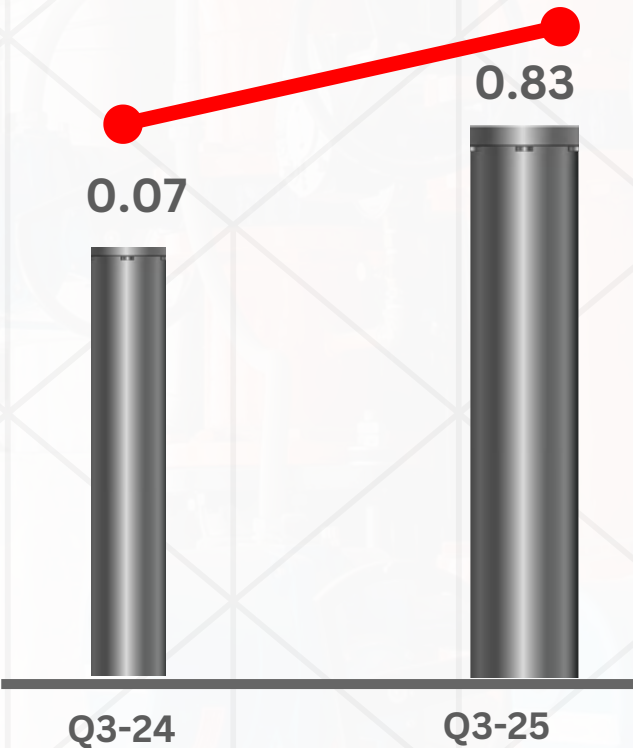
EBITDA



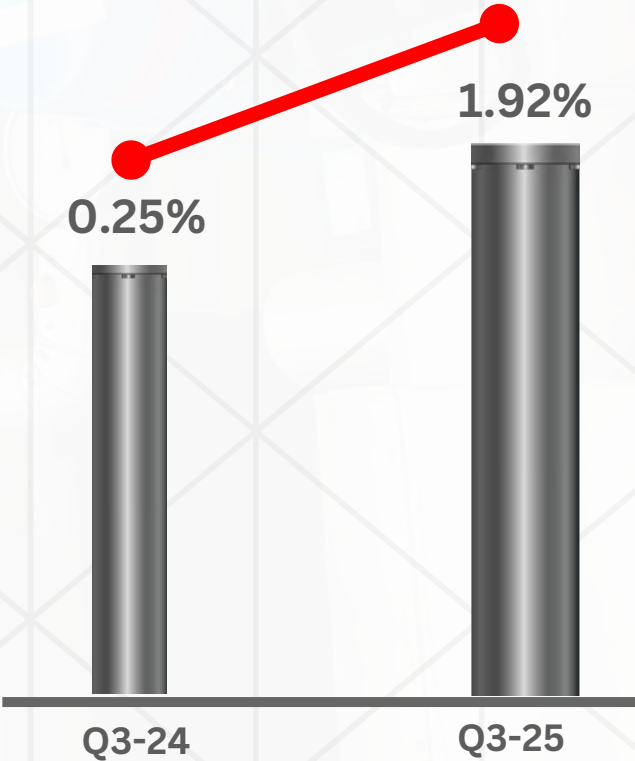
EBITDA Margin



EBIT



PAT



PAT Margin

# PROFIT & LOSS



INR in crores

| Particulars              | Q3-25       | Q3-24       | Q2-25       | QOQ%            | YOY%            | 9M FY 24       | 9M FY 25    | 9M FYOY%        |
|--------------------------|-------------|-------------|-------------|-----------------|-----------------|----------------|-------------|-----------------|
| Revenue from Operations  | 43.14       | 28.49       | 32.08       | 34.48%          | 51.42%          | 77.2           | 98.25       | 27.27%          |
| Total Expenditure        | 40.51       | 27.13       | 29.55       | 37.09%          | 49.32%          | 73.801         | 91.7        | 24.25%          |
| <b>EBITDA</b>            | <b>2.63</b> | <b>1.36</b> | <b>2.53</b> | <b>3.95%</b>    | <b>93.38%</b>   | <b>3.399</b>   | <b>6.55</b> | <b>92.70%</b>   |
| EBITDA Margin            | 6.10%       | 4.77%       | 7.89%       | (22.70%)        | 27.71%          | 4.40%          | 6.67%       | 51.42%          |
| Depreciation             | 0.9         | 0.87        | 0.83        | 8.43%           | 3.45%           | 2.6            | 2.58        | (0.77%)         |
| <b>EBIT</b>              | <b>1.73</b> | <b>0.49</b> | <b>1.7</b>  | <b>1.76%</b>    | <b>253.06%</b>  | <b>0.799</b>   | <b>3.97</b> | <b>396.87%</b>  |
| Interest                 | 0.4         | 0.4         | 0.29        | 37.93%          | 0.00%           | 1.07           | 0.97        | (9.35%)         |
| <b>Profit before Tax</b> | <b>1.33</b> | <b>0.09</b> | <b>1.41</b> | <b>(5.67%)</b>  | <b>1377.78%</b> | <b>(0.271)</b> | <b>3</b>    | <b>1207.01%</b> |
| Tax                      | 0.5         | 0.02        | 0.15        | 233.33%         | 2400.00%        | (0.087)        | 0.71        | 916.09%         |
| <b>PAT</b>               | <b>0.83</b> | <b>0.07</b> | <b>1.26</b> | <b>(34.13%)</b> | <b>1085.71%</b> | <b>(0.184)</b> | <b>2.29</b> | <b>1344.57%</b> |
| PAT Margin               | 1.92%       | 0.25%       | 3.93%       | (51.02%)        | 683.06%         | (0.24%)        | 2.33%       | 1077.92%        |
| <b>EPS</b>               | <b>0.75</b> | <b>0.06</b> | <b>1.15</b> | <b>-34.78%</b>  | <b>1150.00%</b> | <b>(0.17)</b>  | <b>2.08</b> | <b>1323.53%</b> |

# ANALYSIS OF PROFIT & LOSS



The company has demonstrated strong financial performance with significant improvements in revenue, profitability, and margins on both a quarterly and yearly basis. The key highlights include:

**Revenue from Operations:** In Q3-25, revenue grew by 34.48% QoQ and 51.42% YoY, reaching ₹43.14 crores. For 9M FY 25, it totaled ₹98.25 crores, up 27.27% YoY.

**EBITDA:** EBITDA rose 93.38% YoY to ₹2.63 crores in Q3-25, with a margin of 6.10%, reflecting a 22.70% decline QoQ but a strong 51.42% YoY growth.

**EBIT:** EBIT increased 253.06% YoY to ₹1.73 crores in Q3-25, reflecting significant operational improvement.

**PAT:** Profit After Tax (PAT) reached ₹0.83 crores in Q3-25, a 1085.71% YoY growth, though it declined 34.13% QoQ.

**PAT Margin:** The PAT margin decreased to 1.92%, down by 51.02% QoQ, but saw an impressive 683.06% YoY increase.