P S Raj Steels Limited

(Formerly known as P S Raj Steels Private Limited)

CIN: L27109HR2004PLC035523
Website: www.pssrgroup.com

Date: 29-05-2025

To,
The Listing Compliance Department
National Stock Exchange of India Limited,
Add.: Exchange Plaza, C-1, Block-G,
Bandra Kurla Complex,
Bandra (E), Mumbai-400051

NSE Symbol: PSRAJ

Subject: Investor Presentation for the Quarter and Year ended 31st March, 2025

Dear Sir/Madam,

Pursuant to the Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 a copy of the Investor's Presentation for the **Quarter and Year ended 31st March, 2025** of the Company **"P S Raj Steels Limited"** is being enclosed herewith.

This is for your information and records.

For and on behalf of P S Raj Steels Limited

Suman
Digitally signed by Suman
Date: 2025.05.29 18:54:59 +05'30'

Suman
Company Secretary & Compliance Officer
Membership No.: 62709

Encl.: Investor Presentation



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GROUP OF COMPANIES

PS RAJ STEELS LIMITED

Shaping a Stainless Bharat since 2004

INVESTORS PRESENTATION

Disclaimer

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This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty. express or implied, whatsoever, and no reliance shall be placed on the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all-inclusive and may not contain all of the information that you may consider material. Any liability with respect to the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. 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 worldwide, 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

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#1

Welded Stainless Steel Pipe Manufacturer in North India

110+

Employees

250+

Product Configurations



20 yrs

Since Inception

21 states

Presence across India

13K MTPA

Installed Capacity, scaling to 20,000 MTPA

12 cr.

FY 25 EBITDA

266 cr.

FY 25 Revenue

2.8% PAT

FY 25 Margin

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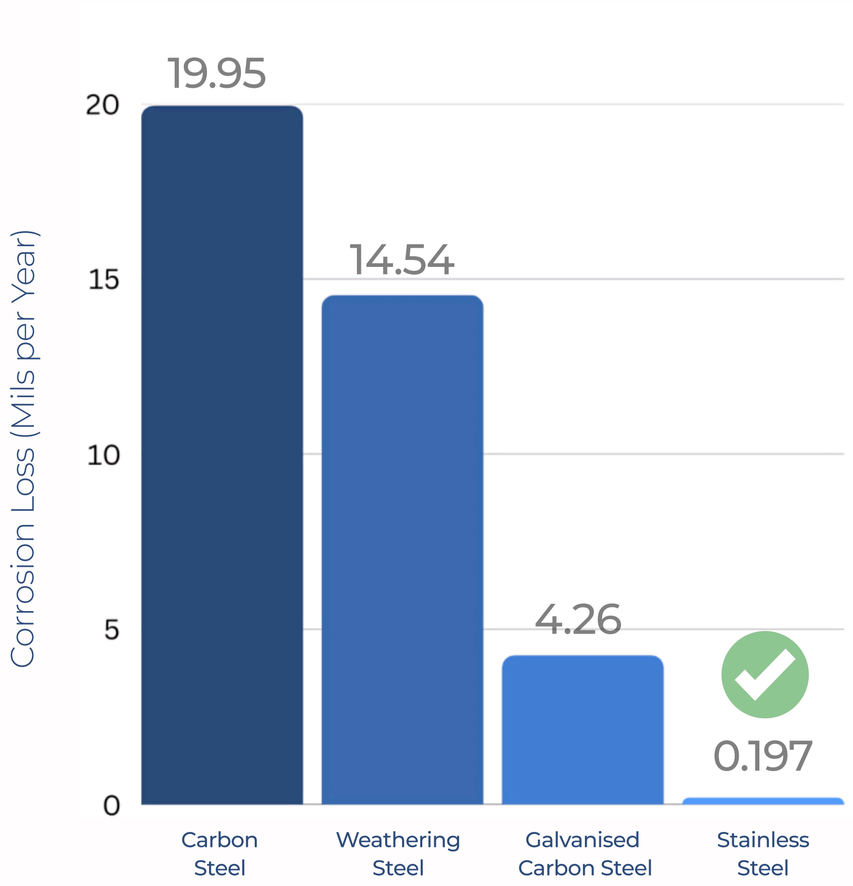
Why Stainless Steel?

- Corrosion Resistant
- Low Life Cycle Cost
- High Strength
- Aesthetic Appeal
- Hygiene
- Recyclability
- Low Maintenance
- Ductility and Formability

Corrosion Resistance under Salt Water Environment



Mils per year unit calculates material loss/ weight loss of a metal surface

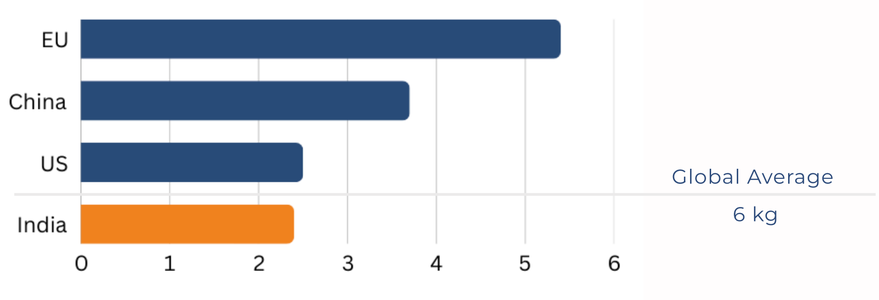
Growth Trajectory of Stainless Steel

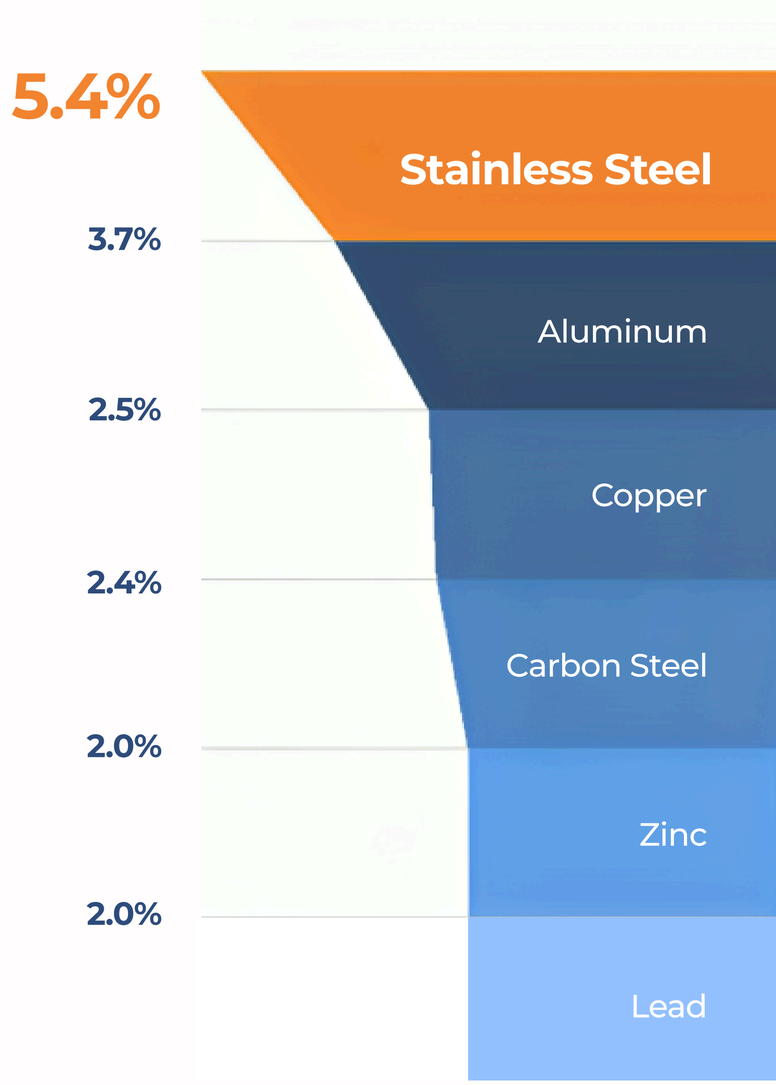
The Fastest Growing Metal

Stainless steel is the fastest-growing major metal globally, clocking an impressive **5.4% CAGR**, far outpacing alternatives like aluminum and copper. Stainless Steel growth rate is more than **2x than that of Copper and Carbon Steel**.

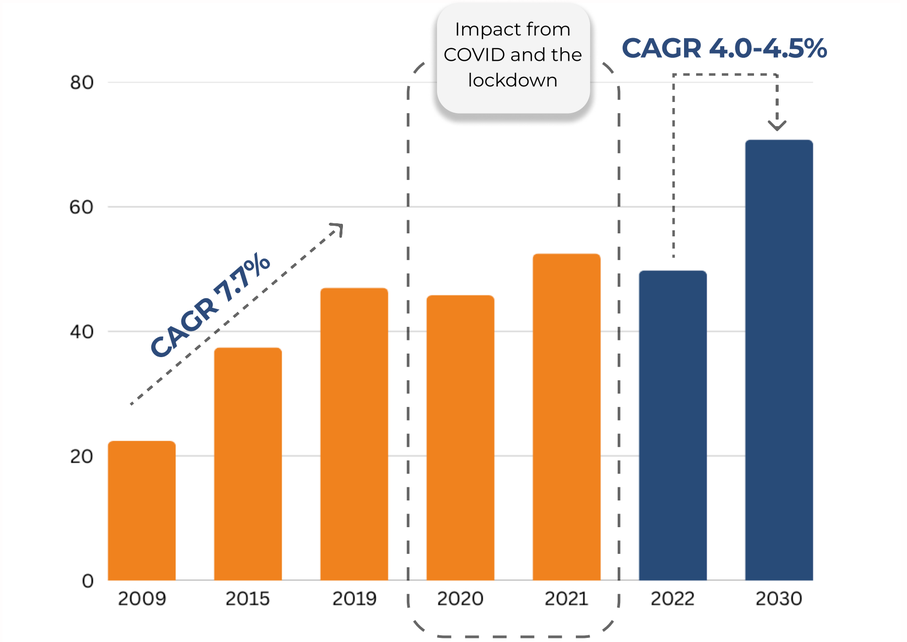
Per Capita Consumption (Kg)

With India's per capita stainless steel consumption at just 2.8 kg, significantly below the global average of 6 kg and far behind China's 20.1 kg, Stainless Steel in India represents a vast untapped market poised for rapid expansion.

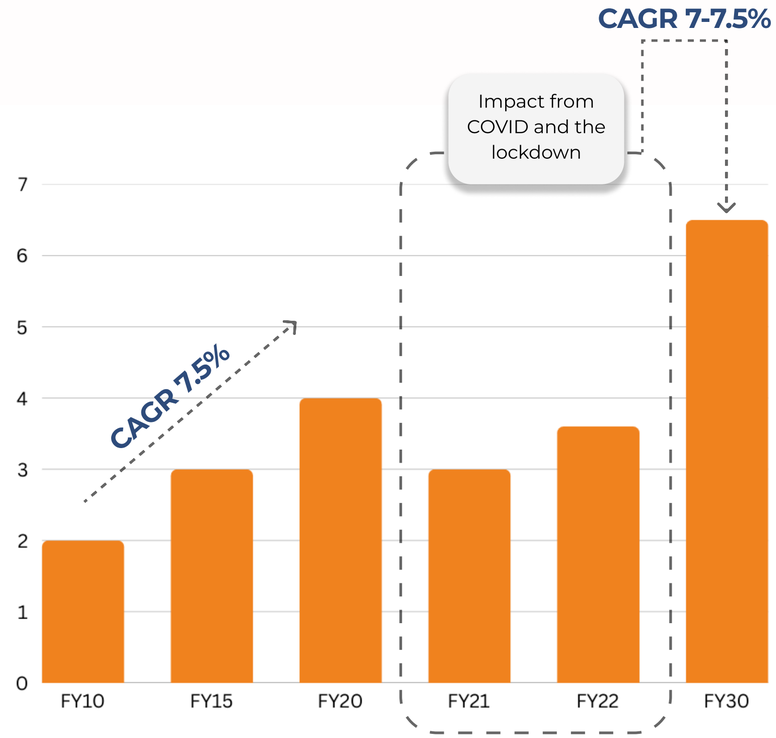




Consumption on the Rise



Global Stainless Steel Consumption



Indian Stainless Steel Consumption

The stainless steel industry is on a powerful upward trajectory, with global consumption expected to grow from **49.8 MTPA in 2022** to **70.8 MTPA by 2030**, at a steady **CAGR of 4.0–4.5%.** India, in particular, stands out with a remarkable **7.5% CAGR,** nearly doubling its stainless steel consumption from **3.5 MTPA in FY20** to a projected **6.5 MTPA by FY30**, making it one of the **fastest-growing markets globally**.

Our Journey

2004
Our Company was incorporated as “P S Raj Steels Private Limited”

2005
Commenced trading in Stainless Steel

2006
Acquired land and established the first manufacturing plant in Hisar, Haryana

2007
Unit I made operational with 2 Tube Mills

2011
Achieved production capacity of 1400 MTPA

2014
Expanded product offerings to NB pipes with new machinery

2015
Achieved revenue milestone of ₹50 Cr. Unit II started production

2016
Started business with Jindal Stainless with a Memorandum of Understanding Agreement

2018
Unit III started production

2019
Achieved revenue milestone of ₹100 Cr

2021
Became the largest JSL client in pipes and tubes division.

2023
Achieved revenue milestone of ₹200 Cr.

2024
Transitioned to a Public Limited Company.

2025
Got listed on the National Stock Exchange (NSE).

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Leadership Behind PS Raj



Mr. Deepak Kumar
Managing Director



Mr. Gaurav Gupta
Whole-Time Director



Mrs. Nikita Gupta
Non-Executive Director

Manufacturing Prowess

Facility Overview Located in **Hisar, Haryana**, the manufacturing facility spans **3 acres** and boasts an installed production capacity of **13,460 metric tons per annum**, with an impressive utilization rate of **87.96% as of FY25.**

Automation Tech The plant features fully automated production lines equipped with advanced Slitting Line Machines and Pipe Straightening Machines, enabling the manufacture of over **250 standard sizes** to meet diverse customer requirements.

Product Range Its versatile product range includes stainless steel pipes and tubes in various forms such as **OD pipes, NB pipes,** and section pipes (square, rectangular, oval, and slotted), which are widely used across industries like railways, furniture, food processing, and heat exchangers.

Performance Operational efficiency is supported by a dedicated **11 KVA power line** and strategic proximity to suppliers and transport hubs, while the company's commitment to quality and sustainability is reinforced by **ISO 9001, ISO 14001, and ISO 45001 certifications.**



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Wide Product Range

Stainless Steel
NB Pipes



Stainless Steel
OD Pipes



Stainless Steel
Oval Pipes



Stainless Steel
Square Pipes



Stainless Steel
Rectangular Pipes



Stainless Steel
Slotted Pipes



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Stainless Steel
NB Pipes



Stainless Steel
OD Pipes





Dairy Plants



Rice Plants



Sugar Plants



Railing works



Kitchen



Furniture

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Stainless Steel
Square Pipes



Stainless Steel
Rectangular Pipes





E Rickshaws



Steel Carts



Glass Holder



Doors



Frames

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Stainless Steel
Oval Pipes



Stainless Steel
Slotted Pipes





Steel Carts



Dairy Plant

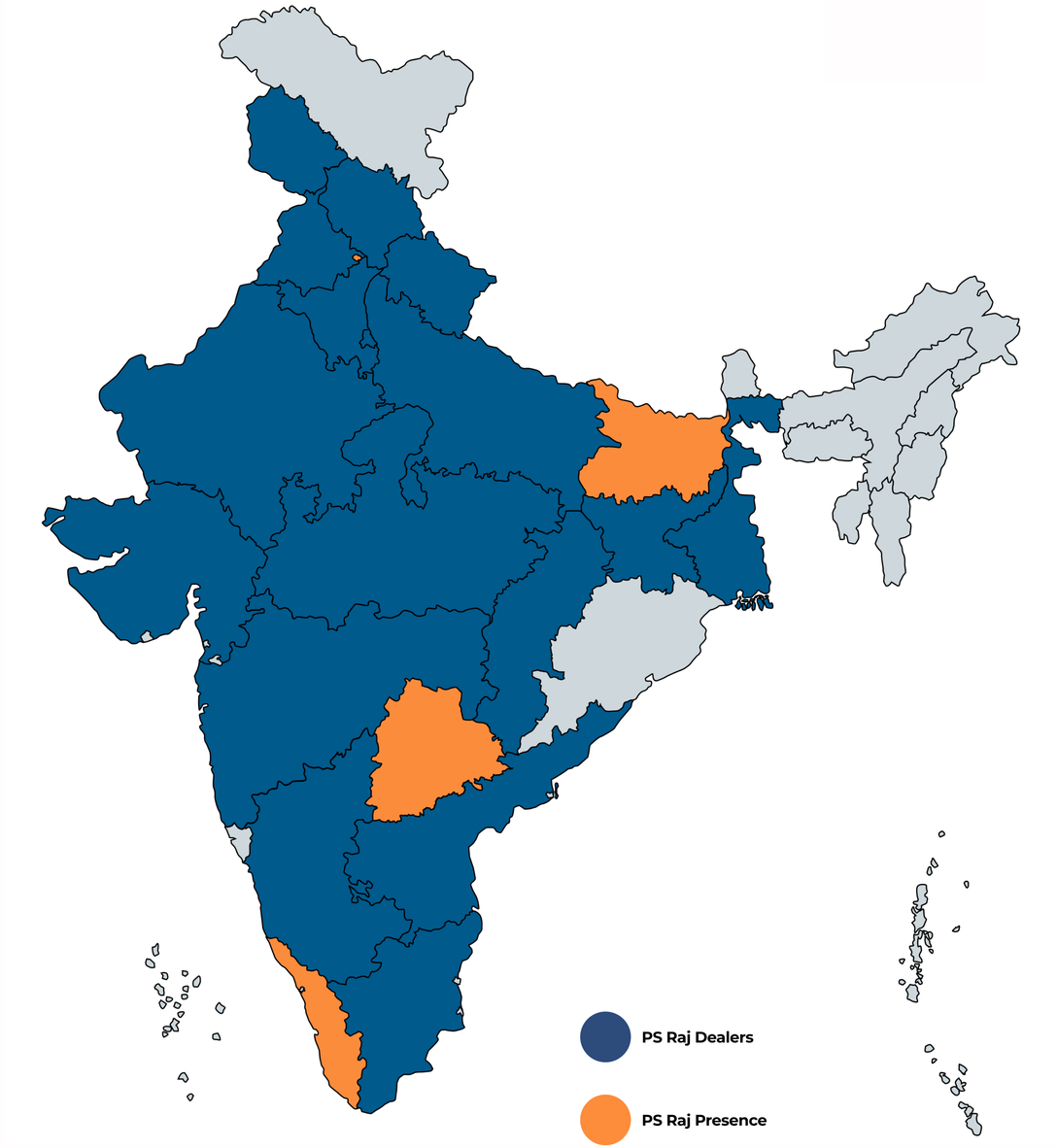


Glass Frames



Decor Works

PSSR



Our Strength

PS Raj's Dealer Network

States with PS Raj Dealers

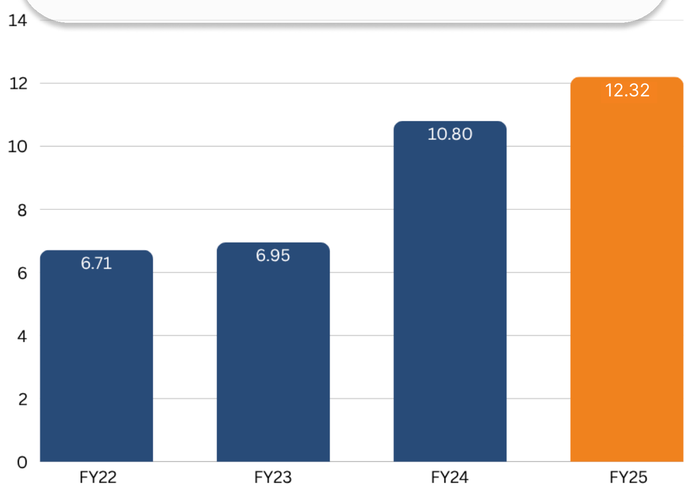
Jammu and Kashmir
Himachal Pradesh
Punjab
Uttarakhand
HARYANA
DELHI
Rajasthan
Uttar Pradesh
West Bengal
Jharkhand
Chhattisgarh
Madhya Pradesh
Gujarat
Maharashtra
Karnataka
Tamil Nadu
Andhra Pradesh

States with PS Raj Presence

Telangana
Kerala
Bihar
Chandigarh

Financial Performance (YoY)

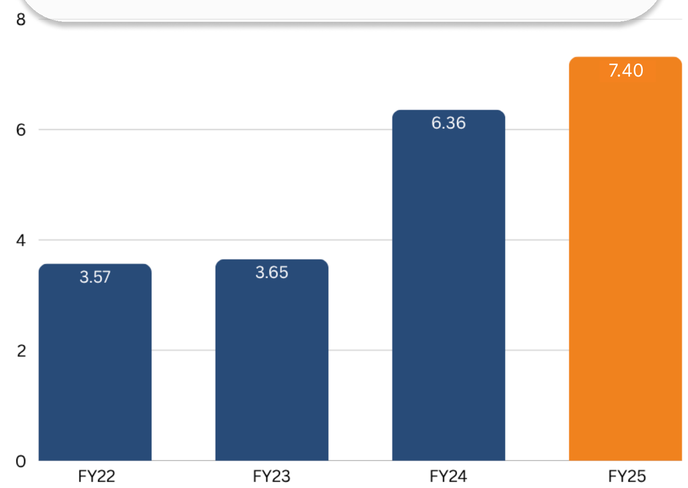
EBITDA (Rs. Cr)



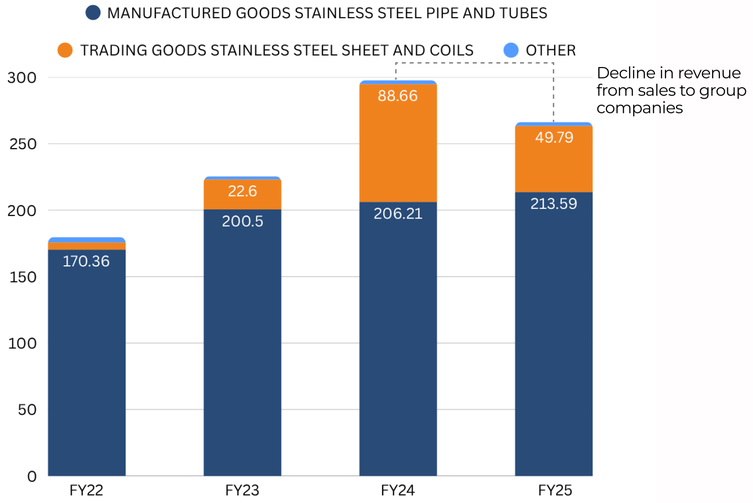
Sales to group companies have declined compared to the previous year, as they have begun procuring raw materials directly from our source.

While this has led to a reduction in revenue and sales volume, it has also resulted in an increase in PAT and EBITDA, both in absolute terms and as a percentage.

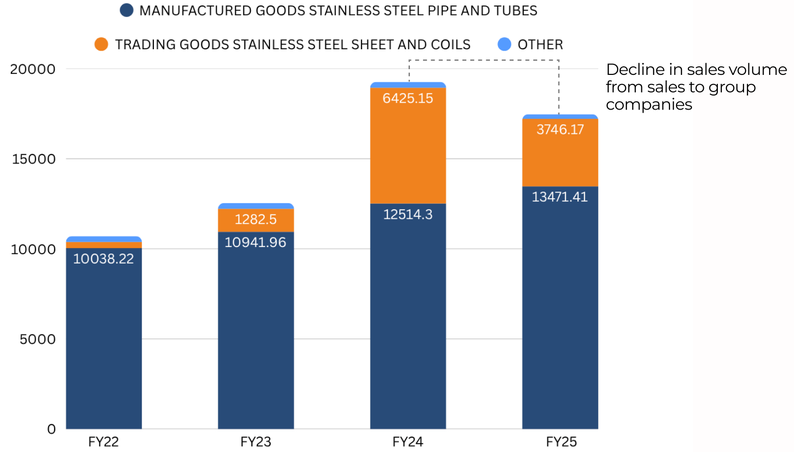
PAT (Rs. Cr)



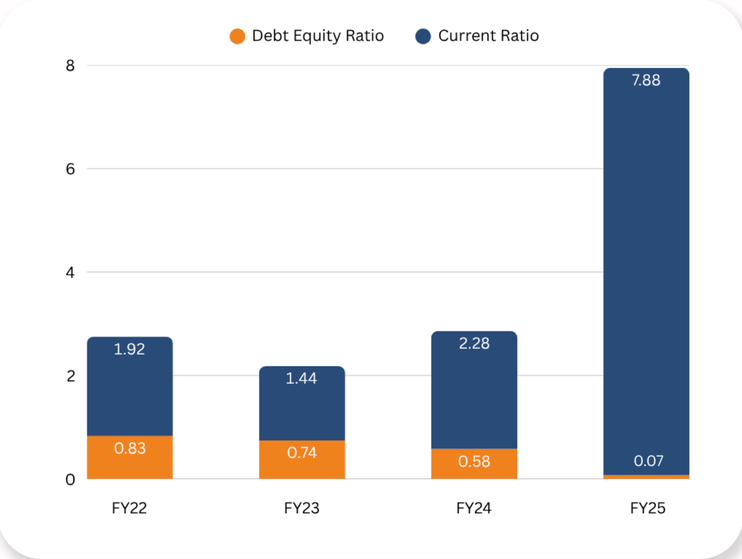
Revenue (Rs. Cr)

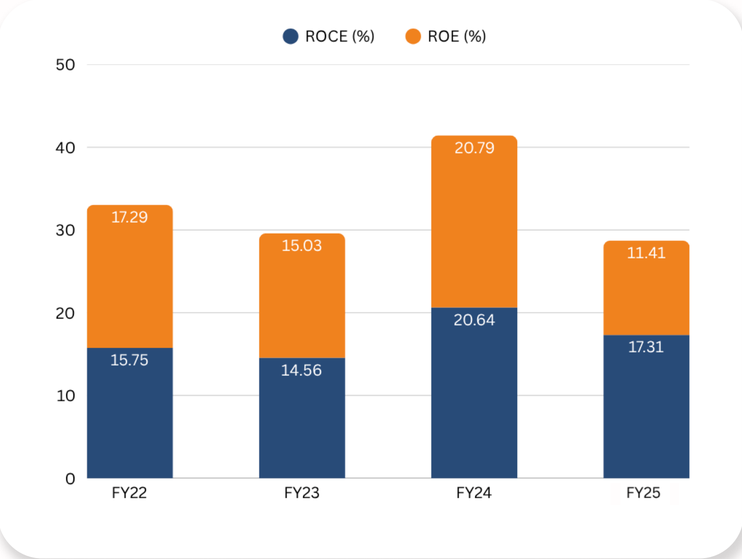


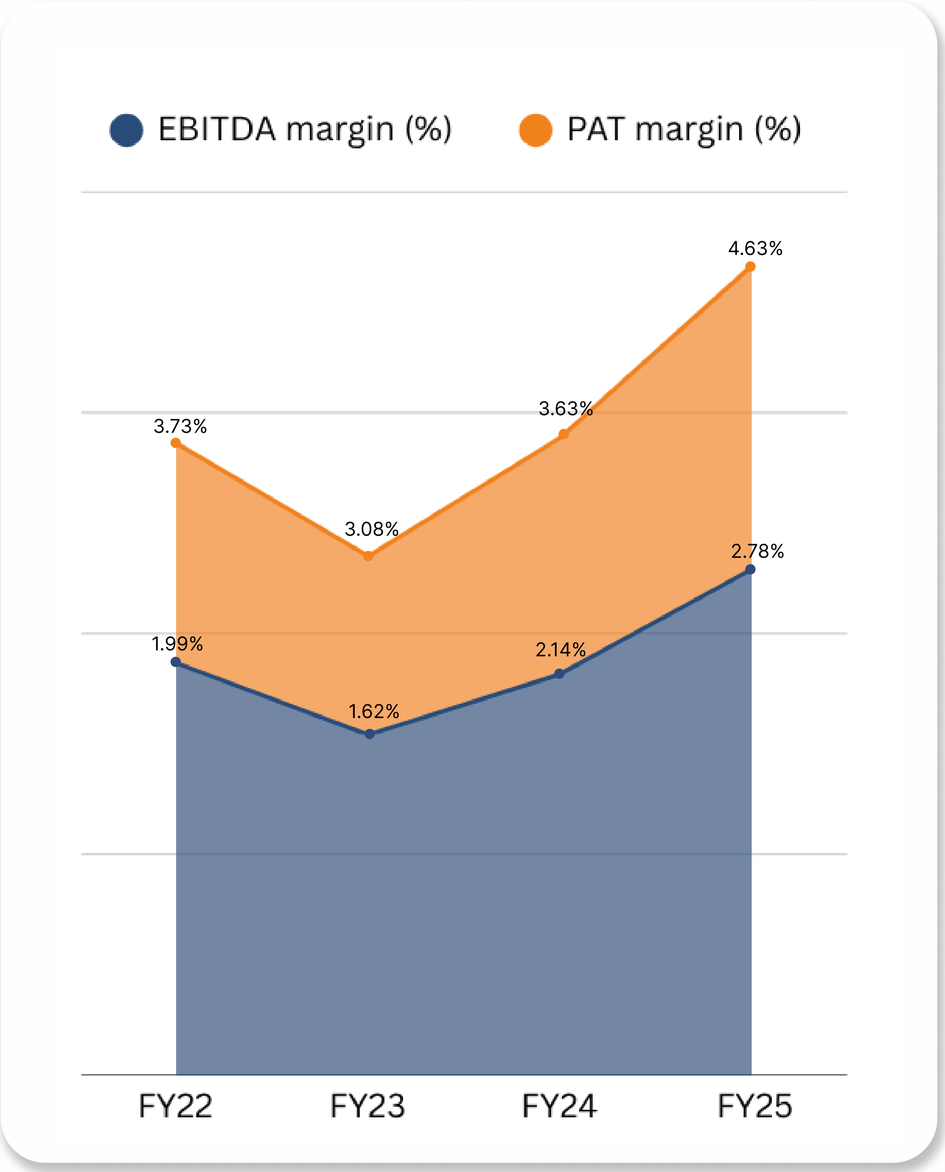
Sales Volume (MT)



Financial Performance (YoY)







Key Recent Developments

1. Strategic Inventory Stocking

To meet the growing demand for our stainless steel products, we have undertaken a deliberate strategy of inventory stocking. By **procuring raw materials in bulk at favorable market pricing**, we have successfully reduced our average input costs.

This approach has enabled us to:

- **Secure raw materials at discounted rates**, protecting us against market volatility and price fluctuations.
- **Reduce procurement lead times**, allowing us to fulfil customer orders more quickly and reliably.
- **Ensure production continuity**, even in the face of external supply chain disruptions.

Overall, this has translated into improved delivery timelines, enhanced customer satisfaction, and a distinct competitive edge in a fast-moving market.



Key Recent Developments

2. Solar Panel Installation

As part of our long-term commitment to sustainable operations, we have begun **integrating solar power at our manufacturing facilities**. This transition to renewable energy reflects our broader environmental responsibility while also delivering tangible financial benefits.

Key benefits of this initiative include:

- **Reduction in electricity costs**, directly contributing to improved operating margins.
- **Lower carbon footprint**, aligning with global ESG (Environmental, Social, and Governance) standards.
- **Energy independence**, reducing reliance on grid power and insulating operations from energy disruptions.

This move not only reinforces our position as a responsible corporate citizen but also supports our goal of building a leaner, more future-ready manufacturing ecosystem.



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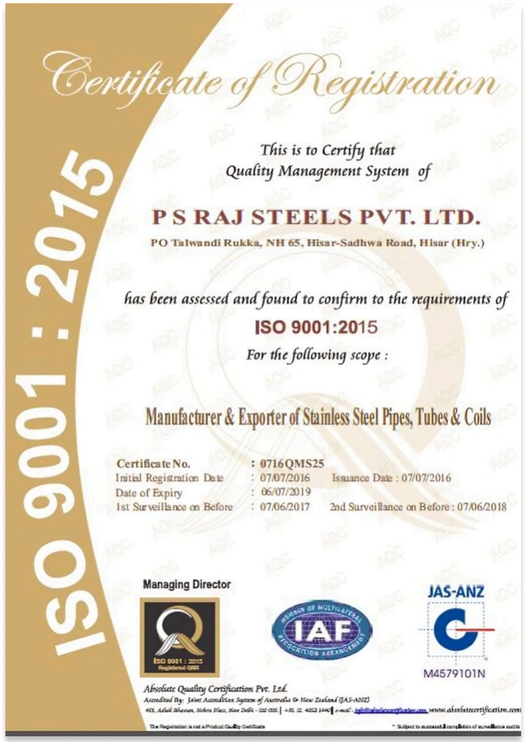
Awards and Certifications

CRISIL
SME 3*

CERTIFIED
ISO 9001:2015
COMPANY

TRUST SEAL
indiamart

JINDAL SAATHI

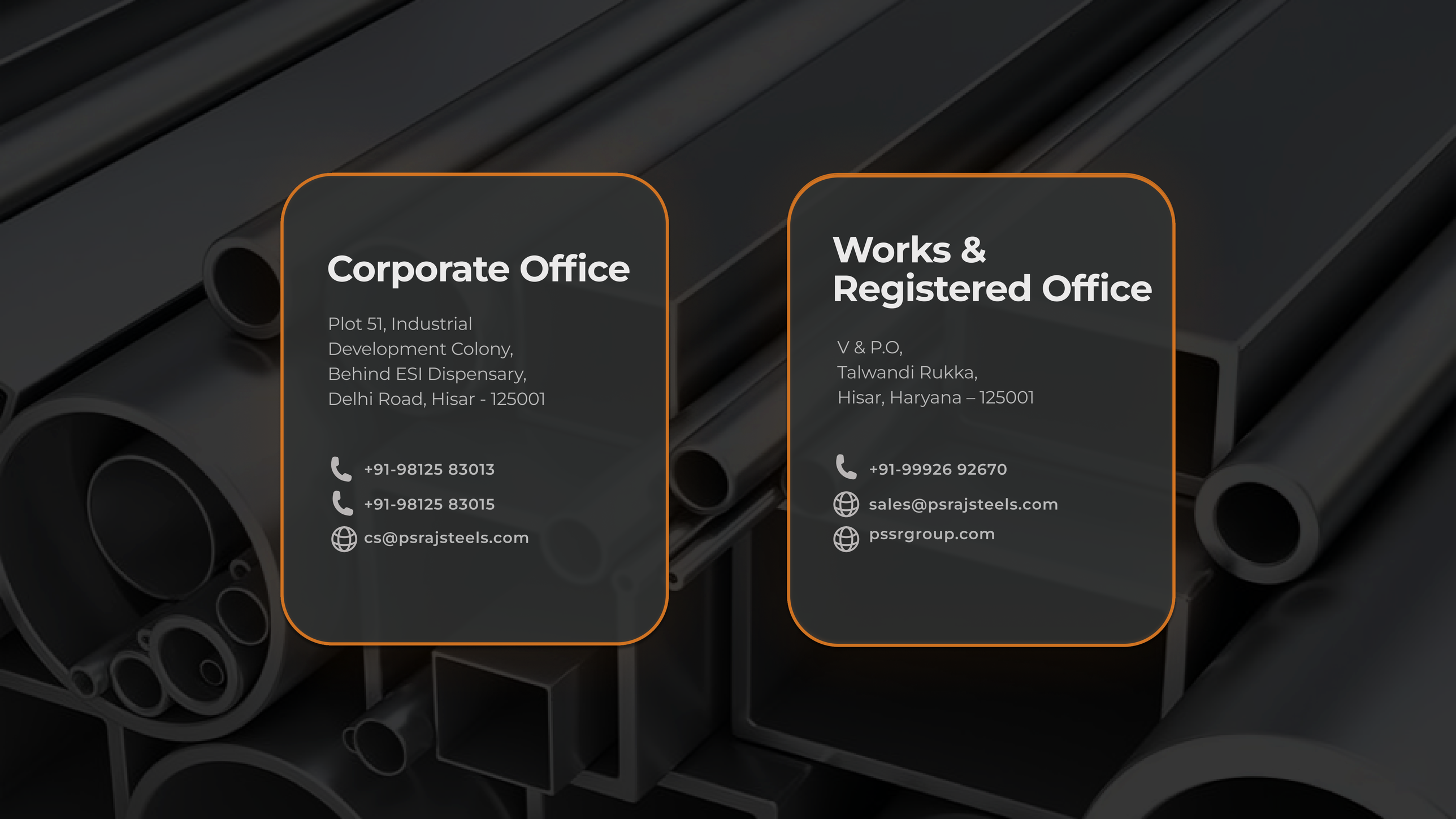












Corporate Office

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Development Colony,
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Committed to Innovation, Quality and Service