

THE NEXT CHAPTER



Corporate Information

BOARD OF DIRECTORS

Shri Prakash M. Sanghvi	Chairman & Managing Director
Shri Jayanti M. Sanghvi	Joint Managing Director
Shri Shanti M. Sanghvi	Whole-Time Director
Shri Pravinchandra M. Mehta	Independent Director
Shri Divyabhash C. Anjaria	Independent Director
Dr. Vinodkumar M. Agrawal	Independent Director
Smt. Nidhi G. Gadhecha	Independent Woman Director

KEY MANAGERIAL PERSONNEL

Shri Vimal Katta	Sr. Vice President (F & A) / C. F. O.
Shri Jigar Shah	Company Secretary and Legal Head (ceased w.e.f. 31.12.2020)
Shri Anil Maloo	Company Secretary and Legal Head (appointed w.e.f. 01.01.2021)

AUDIT COMMITTEE

Shri Divyabhash C. Anjaria	Chairman
Dr. Vinodkumar M. Agrawal	Member
Shri Jayanti M. Sanghvi	Member
Smt. Nidhi G. Gadhecha	Member

NOMINATION AND REMUNERATION COMMITTEE

Shri Divyabhash C. Anjaria	Chairman
Shri Pravinchandra M. Mehta	Member
Dr. Vinodkumar M. Agrawal	Member

STAKEHOLDERS RELATIONSHIP COMMITTEE

Shri Divyabhash C. Anjaria	Chairman
Dr. Vinodkumar M. Agrawal	Member
Shri Jayanti M. Sanghvi	Member

CORPORATE SOCIAL RESPONSIBILITY COMMITTEE

Shri Pravinchandra M. Mehta	Chairman
Shri Prakash M. Sanghvi	Member
Shri Jayanti M. Sanghvi	Member

RISK MANAGEMENT COMMITTEE

(Re-constituted effective from June 2, 2021)

Shri Divyabhash C. Anjaria	Chairman
Shri Prakash M. Sanghvi	Member
Shri Jayanti M. Sanghvi	Member
Shri Shanti M. Sanghvi	Member
Shri Manoj P. Sanghvi	Business Head (CS)
Shri Vimal Katta	Sr. Vice President (F & A) / C. F. O.
Shri Rajnikant S. Patel	Sr. Vice President (Project & Operations)

BANKERS

IDBI Bank Limited | ICICI Bank Limited | Axis Bank Limited |
HDFC Bank Limited | Citi Bank N. A.

STATUTORY AUDITORS

M/s. S R B C & Co., LLP, Chartered Accountants
M/s. Kantilal Patel & Co., Chartered Accountants

INTERNAL AUDITORS

M/s. G. K. Choksi & Co., Chartered Accountants

COST AUDITORS

M/s. N. D. Birla & Co., Cost Accountants

SECRETARIAL AUDITORS

M/s. M. C. Gupta & Co., Company Secretaries

REGISTERED OFFICE

17, Rajmugat Society, Naranpura Char Rasta, Ankur Road,
Naranpura, Ahmedabad-380013
CIN: L70109GJ1983PLC006460
Phone: +91-79-27415504
Email Id: info@ratnamani.com
Website: www.ratnamani.com

CORPORATE OFFICE

The First, A & B Wing, 9th Floor, Behind Keshav Baug Party
Plot, The First Avenue Road, Off 132 Ft Ring Road, Vastrapur,
Ahmedabad-380015, Gujarat, India
Phone: +91-79-29601200/1/2
Fax: +91-79-29601210
Email Id: info@ratnamani.com
Website: www.ratnamani.com

WORKS

SS TUBES AND PIPES DIVISION

Survey No.423, Ahmedabad-Mehsana Highway, Village: Indrad,
Nr. Chhatral GIDC, Taluka: Kadi, Dist: Mehsana-382715,
North Gujarat
Phone: 02764-232254/63, 233766

SAW PIPES DIVISION (CS PIPES DIVISION)

Plot No. 3306-3309, GIDC Estate, Chhatral Phase IV, Ahmedabad-
Mehsana Highway, P.O. Chhatral, Taluka: Kalol,
Dist: Gandhinagar-382729, Gujarat.
Phone: 02764-232234, 233919, 232409

KUTCH DIVISION

Survey No. 474, Anjar-Bhachau Road, Village: Bhimasar,
Taluka: Anjar, Dist: Kutch, Gujarat
Phone: 02836-285538 / 61
Fax: 02836- 285262

SALES OFFICE

MUMBAI

Panchsheel Plaza, B-Wing,
2nd Floor, 55 Gam Devi Road, Nr. Dharam Palace, Mumbai-400007
Phone: 022-43334555, Fax: 022-43334575

NEW DELHI

402, 4th Floor, Bhikaji Cama Bhawan, Bhikaji Cama Place,
New Delhi-110066
Phone: 011-46152724

REGISTRAR & TRANSFER AGENT

Link Intime India Private Limited
(Unit: Ratnamani Metals & Tubes Limited) 5th Floor, 506 to 508,
Amarnath Business Centre-1 (ABC -1), Besides Gala Business
Centre, Nr. St. Xavier's College Corner, Off C. G. Road, Navrangpura,
Ahmedabad-380009,
Phone: 079-26465179 | Email Id: ahmedabad@linkintime.co.in

What's Inside?

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Disclaimer

This document contains statements about expected future events and financials of Ratnamani Metals & Tubes Limited, which are forward-looking. By their nature, forward-looking statements require the Company to make assumptions and are subject to inherent risks and uncertainties. There is a significant risk that the assumptions, predictions, and other forward-looking statements may not prove to be accurate. Readers are cautioned not to place undue reliance on forward-looking statements as several factors could cause assumptions, actual future results and events to differ materially from those expressed in the forward-looking statements. Accordingly, this document is subject to the disclaimer and qualified in its entirety by the assumptions, qualifications and risk factors referred to in the Management Discussion and Analysis section of this Annual Report.



Simply Scan

For online version of the annual report, please visit:
http://www.ratnamani.com/investors_relations.html

Investor Information

BSE Market Capitalisation as at 31st March, 2021	₹ 8,877.85 Crores
NSE Market Capitalisation as at 31st March, 2021	₹ 8,886.73 Crores
CIN	L70109GJ1983PLC006460
BSE Code	520111
NSE SYMBOL	RATNAMANI
Bloomberg Code	RMT:IN
Dividend	₹ 14 per share
AGM Date and Time	27th September, 2021 at 10.00 A.M.
AGM Mode	Video Conferencing ("VC")

Heading to the NEXT chapter

Being one of the leaders in providing critical tubing and piping solutions to diverse industries for more than three decades, with an impressive clientele in India and around the world, Ratnamani is all set to evolve and explore the next leg of growth. With a clear vision for the future, we are expanding our capacities to meet the demand from the favourable end-user industry growth. We are committed to meeting our clients' needs as well as add value to the stakeholders' expectations as we move forward to the next leg of growth.

What we do?

We manufacture world-class Stainless Steel Seamless and Welded Tubes & Pipes and Carbon Steel Welded Pipes in India since 1983. We are built on a solid foundation and has emerged as one of the significant players in the industry. We have consistently met the needs of clients from various industries by offering a diverse product portfolio.

Where we are?

Headquartered in Ahmedabad with manufacturing facilities at Chhatral & Indrad (near Ahmedabad) and Bhimasar (near Gandhidham, Kutch).

What do we make?

Our diverse portfolio comprises Nickel Alloy/Stainless Steel Seamless Tubes & Pipes, Stainless Steel Welded Tubes & Pipes, Titanium Welded Tubes, Carbon Steel Welded Pipes, and Stainless Steel/Carbon Steel Pipes with Coating, we cater to customers all over the world.

Who are our end users?



Oil & Gas



Refineries



Thermal
Power



Nuclear
Power



Chemicals



Petrochemicals



Fertilizers



Water
Distribution



Sugar



Food & Dairy



Paper



Pharmaceutical



Automobiles



Defence



Aeronautics



Space
Applications



Ship
Building



Pumping
Station



Infrastructure

What are we known for?

- ▶ India's largest manufacturer of Stainless Steel Seamless and Welded Pipes & Tubes and Nickel Alloy Pipes & Tubes and Titanium Welded Pipes
- ▶ Among India's major manufacturers of Carbon Steel Welded Pipes (ERW, C-Saw, L-Saw and H-Saw)

Key Performance Indicators (KPIs) of 2020-21

₹ 2,341.54 Crores
Revenue

₹ 443.13 Crores
EBITDA[#]

₹ 275.90 Crores
PAT[#]

₹ 59.04
EPS[#]

#EBITDA: Earnings Before Interest, Taxes, Depreciation and Amortisation

#PAT: Profit After Tax

#EPS: Earnings Per Share

Operational Highlights



Product Development

Installation and approval of state-of-the-art L-SAW facility at Bhimasar, Kutch



Capacity Expansion

Installed & commissioned state-of-the-art European extrusion press of 4,500 MT to produce pipes up to 10-inch diameter having capacity of 20,000 MT PA

Installed & commissioned state-of-the-art L-SAW Pipe manufacturing facility with a capacity of 1,20,000 MT PA

Additional finishing line added for Carbon steel ERW pipes, thereby increasing the capacity to 1,25,000 MT PA



Exports

Explored opportunities across newer geographies. Achieved 9.71% growth in exports despite pandemic-related slowdown.



Efficiency Measures

Installation of automatic marking robot, new AUT in ERW and Hydro tester leading to capacity and efficiency improvement in the ERW plant.

Ready with the right set of offerings for the NEXT level of growth

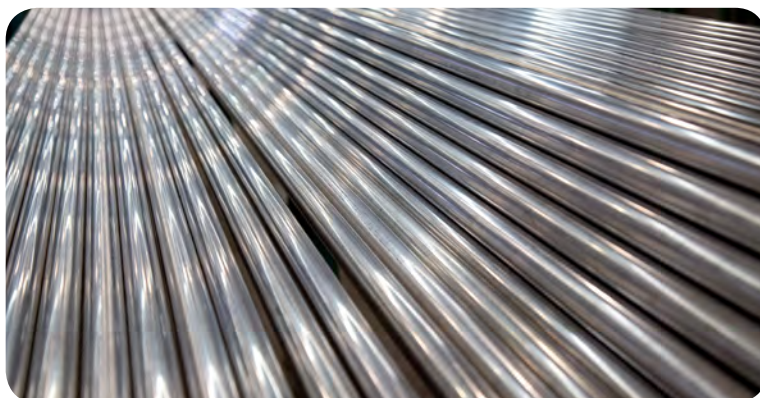
Our diverse product offerings have been growing exponentially to cater to the needs of the diverse end-user industry and making us ready for the next level of growth.

Stainless Steel Division

Products

Heat Exchanger Straight & U-Tubes

- Stainless Steel Seamless Tubes
- Stainless Steel Welded Tubes
- Titanium Welded Tubes
- Seamless Nickel Alloy Tubes



Instrumentation Tubes

- Stainless Steel Seamless

Stainless Steel Seamless

- Stainless Steel Seamless Pipes
- Stainless Steel Welded Pipes
- Stainless Steel 3LPE (3-Layer Polyethylene) / 3LPP (3-Layer Polypropylene) Coated Pipes

Speciality

- Wide product range
- Rich experience of serving various sectors
- NABL accredited laboratory
- Good technical expertise



End-User Industries

- | | |
|-------------------------------|------------------------------|
| ➤ Oil & Gas Exploration | ➤ Nuclear, Thermal & Solar |
| ➤ Refineries & Petrochemicals | ➤ Power Plants |
| ➤ LNG | ➤ Defence |
| ➤ Pharmaceutical | ➤ Atomic Energy |
| ➤ Food and Dairy | ➤ Automobile |
| ➤ Chemicals & Fertilizers | ➤ Aerospace |
| ➤ Pulp & Paper | ➤ Sugar and Paper Industries |
| ➤ De-salination | ➤ Marine |



Carbon Steel Division



Products

High Frequency Electric Resistance Welded (HF-ERW) Pipes

End-User Industries

- Oil & Gas Pipelines
- City Gas Distribution
- General Purpose Applications
- Water Supply
- Structural Pipes Systems

Submerged Arc Welded (SAW) Pipes: H-SAW, L-SAW & C-SAW and Mobile Plant

End-User Industries

- Refinery and petrochemicals
- Oil & Gas Pipelines
- Power Plant
- Water & Sewerage
- Structural Pipes
- Fertilizer Plant Pipes
- Mining Pipes
- Dredging Pipes
- Air duct Pipes

Pipe Coating Solutions

External

- Carbon Steel 3LPE/3LPP/DFBE/SFBE and all other prevalent coatings

Internal

- Food Grade Epoxy/Polyurethane/Coal tar/Cement Lining and other prevalent coatings

End-User Industries

- Oil & Gas Pipelines
- Water Pipelines
- Effluent Lines



Induction Bends

End-User Industries

- Refineries and petrochemicals
- Power Plants
- Structural Pipes
- Oil & Gas Pipelines
- Other Industries

Consistent value creation for the NEXT level preparedness

At Ratnamani, our business model is aligned to create consistent value for our stakeholders. Our capital resources are deployed efficiently, supported by key value enablers, leading to valuable output and outcomes for the future growth.

Inputs: Resources Deployed — Core Fundamentals



Financial Capital

Our financial capital comprises our funding avenues which is largely through equity. These funds are utilised for both operational and capital expenditures.

₹ 9.34 Crores

Equity Capital

₹ 1,986.47 Crores

Shareholders' Fund



Manufacturing Capital

Our manufacturing capital comprises the facilities and equipment used in the production of Steel Tubes and Pipes. We have been consistently investing in this capital to build capacities and meet diverse needs of our end-user industries.



Intellectual Capital

Our intellectual capital comprises our efforts made on strengthening our innovative quotient and technical prowess. We have consistently invested in building up our in-house testing capabilities to meet the global standards.



Human Capital

Our human capital comprises our employees. We consistently invest in their well-being, knowledge, skills, and experience to help us strengthen our value proposition.

2,247

Number of Employees



Social and Relationship Capital

Our social capital and relationship capital comprises our investments towards community well-being and nurturing the interest of the key stakeholders associated with us.

₹ 6.70 Crores

Amount committed on community uplifting initiatives (CSR)

Our Vision

- To attain Global excellence by continuously developing and providing the best quality products and services
- Exceeding expectations of our Customers with innovative products & applications
- Building value for all our stakeholders
- To be a value-driven organisation that is a benchmark in corporate citizenship

Our Differentiators



Products and Services

- Offering wide range of products and services
- Becoming the preferred supplier
- Delivering premium products and services
- Creating value for our customers



Our People

- Fostering team-work
- Nurturing talent
- Enhancing leadership capabilities
- Acting with passion and pace



Our Practices

- Delivering the best, every time
- Adapting robust processes and systems with a future-centric mindset



Our Innovative Mindset

- Developing cutting-edge solutions in technology, processes, and products



Our Conduct

- Providing a safer workplace
- Respecting the environment
- Caring for communities