

## COMPANY PROFILE





# WELCOME

Viraya is a global merchant trading, procurement and supply company with world class credit and financing capabilities. We trade a broad spectrum of commodities across agricultural, metal and energy markets and have strong partnerships with the world's leading suppliers.



**YOUR PARTNER IN TRADE**

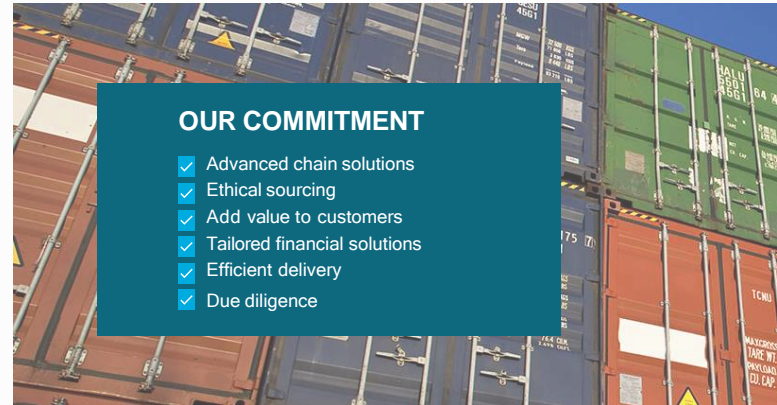
# VIRAYA AT A GLANCE

## ABOUT US

Viraya is a global merchant trading, procurement and supply company with world class credit and financing capabilities.

We trade a broad spectrum of commodities across agricultural, metal and energy markets and have strong partnerships with the world's leading suppliers.

Alongside trading commodities, we are a specialised multidisciplinary procurement and supply company, delivering a complete single source procurement solution to our customers worldwide. We supply all types of machinery, equipment and materials for construction, infrastructure, production and manufacturing, mining, transportation, healthcare, energy, municipal, industrial and many more sectors. Our team of experienced professionals tailor solutions to assist customers with their specific requirements, ensuring products and goods can be purchased on the credit terms that best match their business cycles.



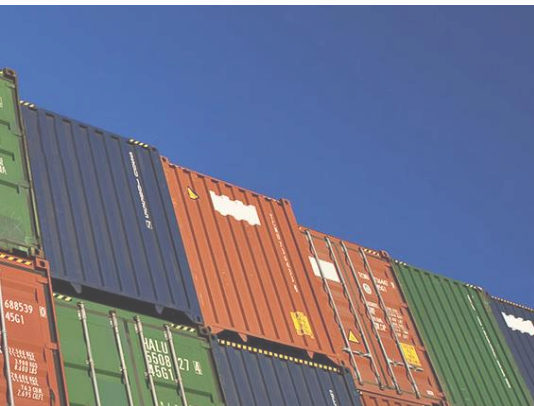
### OUR COMMITMENT

- ✓ Advanced chain solutions
- ✓ Ethical sourcing
- ✓ Add value to customers
- ✓ Tailored financial solutions
- ✓ Efficient delivery
- ✓ Due diligence

We serve our customers from offices located in Africa, Asia, Europe and the Middle East, approaching each relationship with a view to creating long-term and sustained partnerships built on the shared values of trust and consistency.

## OUR MISSION

To provide essential value to your supply chain in order to advance and overcome the obstacles of doing international trade.



### Commodities

Principle focus on agriculture, metals (ferrous and non-ferrous) and energy



### Capital Equipment

Broad spectrum supplier of equipment for construction, engineering, mining and transportation



### Financing

Tailored Supply Chain Credit Solutions

## KEYS TO OUR SUCCESS

Viraya operates on 4 continents and has offices strategically located to service clients in country.

- ✓ Proven track record based on diligence, efficiency and integrity
- ✓ Global footprint and on-ground presence in key markets
- ✓ Established relationships and large network of partners
- ✓ Resilient balance sheet
- ✓ International management team with extensive market experience
- ✓ Strong market position at the intersect of commerce, trade and finance
- ✓ Partnerships and affiliations with Government entities

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**WE HELP  
OVERCOME THE  
CHALLENGES OF  
INTERNATIONAL  
TRADE**

## OUR EXPERTISE

Affirming our reputation as a true merchant trader, Viraya has built dedicated Commodities Trading and Procurement & Supply divisions to source and deliver commodities and capital equipment to any destination.

## COMMODITIES

Viraya possesses a highly skilled and experienced Commodities Trading team and is witnessing substantial growth in this area of our business. We trade in agri (wheat/grains, corn, pulses, oils, feeds), energy (crude, gasoline, diesel) and metals (copper, aluminium, steel).

Our source markets for agri are centred around the Black Sea with key destinations being across the MENA region, Turkey, Africa and the Indian Sub-Continent. For energy and metals, we trade across Europe, Middle East, Africa and Asia.

We believe in adding value to our customers across all points of the supply chain process and pride ourselves on our efficient, professional and customer- centric services.





WE BELIEVE IN ADDING  
VALUE TO OUR CUSTOMERS  
ACROSS ALL POINTS OF THE  
SUPPLY CHAIN PROCESS AND  
PRIDE OURSELVES ON OUR  
EFFICIENT, PROFESSIONAL  
AND CUSTOMER-CENTRIC  
SERVICES.

## OUR ADVANTAGES

- Proven track record and trusted reputation
- Long-standing relationships with suppliers and customers
- Extend credit for suppliers and buyers
- Effective risk management of currency, credit and price
- Lean organisation with experienced team, adept at problem- solving and decision-making
- In-depth knowledge of our customers and operational markets

## PROCUREMENT & SUPPLY



Viraya's Procurement and Supply division specialises in delivering complete, single source procurement solutions to our customers worldwide. Our experienced team has developed strong relationships with global suppliers, enabling us to source and supply an extensive range of high-quality products, materials and equipment. We can create customised solutions and procure even the most specialised items, whilst efficiently managing the supply chain process from start to end. We operate across multiple industries and markets worldwide.

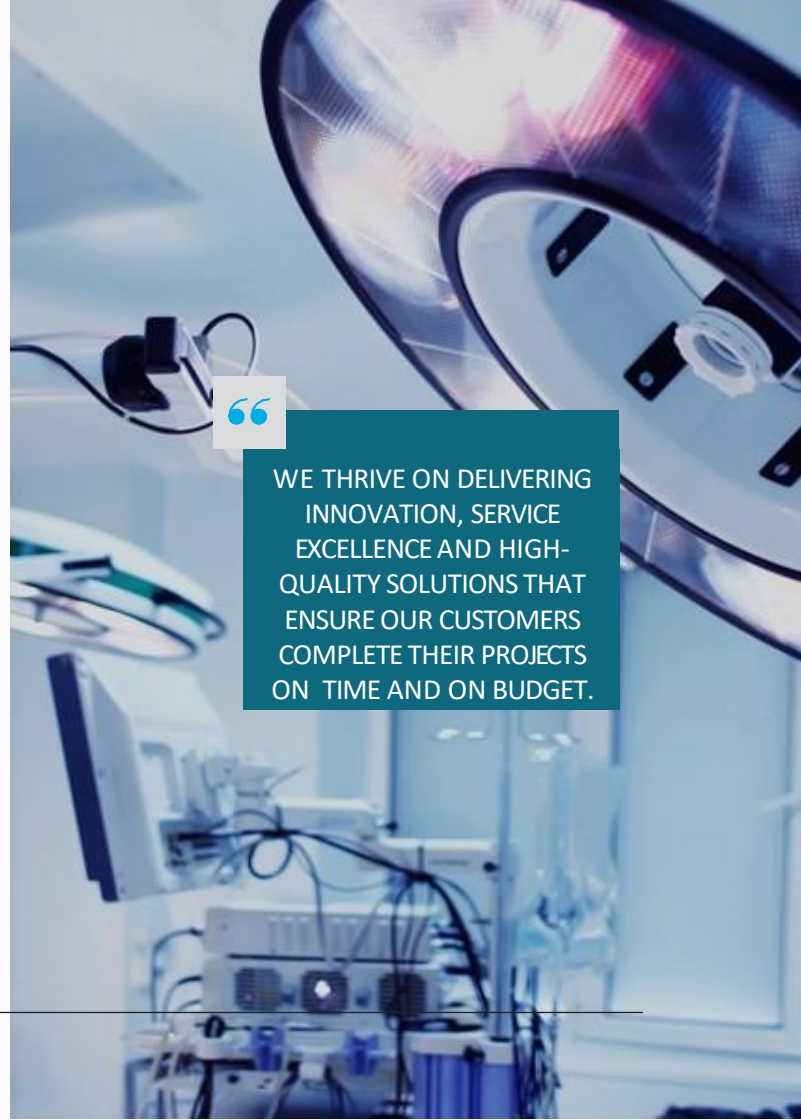
We thrive on delivering innovation, service excellence and high-quality solutions that enable our customers to successfully complete their projects.

## OUR ADVANTAGES

- Global access to products, materials and equipment
- Long-standing relationships with a wide network of partners, OEMs and principal vendors
- Attractive credit terms & financial solutions
- Highly skilled team, experienced in global markets
- Deep knowledge of multiple industries
- Expertise in developing bespoke solutions for any situation or environment
- Accomplished in RFQ management



WE THRIVE ON DELIVERING INNOVATION, SERVICE EXCELLENCE AND HIGH-QUALITY SOLUTIONS THAT ENSURE OUR CUSTOMERS COMPLETE THEIR PROJECTS ON TIME AND ON BUDGET.



## SUPPLY CHAIN CREDIT SOLUTIONS

Viraya provides bespoke Supply Chain Credit Solutions for corporates. In integration with our commodities and procurement operations, our credit solutions enable us to provide comprehensive trade finance solutions to our customers.

Through our experienced financial trade team, we can tailor Supply Chain Credit Solutions to our customer's cash conversion cycle, in the process mitigating the financial challenges they may face from the supplier's payment terms and strengthening their financial position in the long term.

There are two methods by which customers can avail our Supply Chain Credit Solutions, one, by allowing Viraya to be the supplier or, two, by integrating Viraya into their existing supply chain and allowing us to deal with their preferred supplier.





OUR EXPERIENCED  
FINANCIAL TRADE TEAM  
EXCEL IN CREATING  
BESPOKE SUPPLY CHAIN  
CREDIT SOLUTIONS FOR  
OUR CUSTOMERS.

## OUR ADVANTAGES

- Experienced team, capable of tailoring solutions to the financial requirements of different global markets
- In-depth knowledge of trade and financial processes
- Access to a wide range of commodities, products, materials and equipment
- Enhanced efficiency across the supply chain
- Strong relationships with financial institutions worldwide

## OUR PEOPLE

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### WORK WITH EXPERTS

Our on ground, customer facing, international management team have the market knowledge and experience to service growing trade needs



**Rudra Pratap Singh**

Founder & Chairman

The Managing Director and Partner of Viraya Group is a Commerce Graduate and has invaluable project and management experience of nearly a decade with immense business acumen. He has been successfully running the business of the Group for many years. His vision for sustainable growth plans kept the Group dynamic and vibrant and was instrumental in developing the strategy for the company's growth.



**Mrs. Preeti Ojha**  
Chief Executive Officer

Mrs. Preeti joined Viraya Group in 2018 and has successfully run businesses, led distressed assets, she is an engineering graduate and is the Executive Director and Executive Partner of Viraya Group. She has vast experience in project implementation and Export & Import of the Group. Among the major projects that she has successfully handled are the Trading & Logistics. She has focused expertise on planning and management. She has involved in and continues to supervise the day-to-day operations of the Company and provides direction to its corporate strategy and vision.



**Mr. John e. Efobi**  
Head of Africa

He is an Engineering Graduate and a holder of Masters in Business Administration. He is a full time Director and Partner in Viraya Group. He is the overall in-charge of Global Operations of the Group. He possesses extensive knowledge and experience in specific International businesses, procurement, shipping and Logistics. He takes a pragmatic approach in business decision making and is a recognized thought leader on market strategy and related issues. He works and analyses a wide range of diverse factors that help develop market-based business strategy.

## CSR INITIATIVE

Viraya operates on core values that extend beyond the boardroom. We believe it is our responsibility to make a difference and to enrich the lives of people in our communities across the globe.

We are ethically and environmentally considerate in our operations and uphold the highest partner standards. We embrace those activities that have a positive impact on society, the environment and the economy.

Our initiatives are growing year on year. We have already helped community projects in Africa and continue to provide ongoing support to them. We are dedicated to sponsoring worthy endeavours in our communities and are always seeking projects that offer us a chance to make a long-term commitment and a lasting difference. To suggest an initiative or find out how you can participate please contact us at [info@virayagroup.com](mailto:info@virayagroup.com).



**SUPPORTING  
COMMUNITIES,  
ENRICHING LIVES  
AND RESPECTING  
THE ENVIRONMENT**

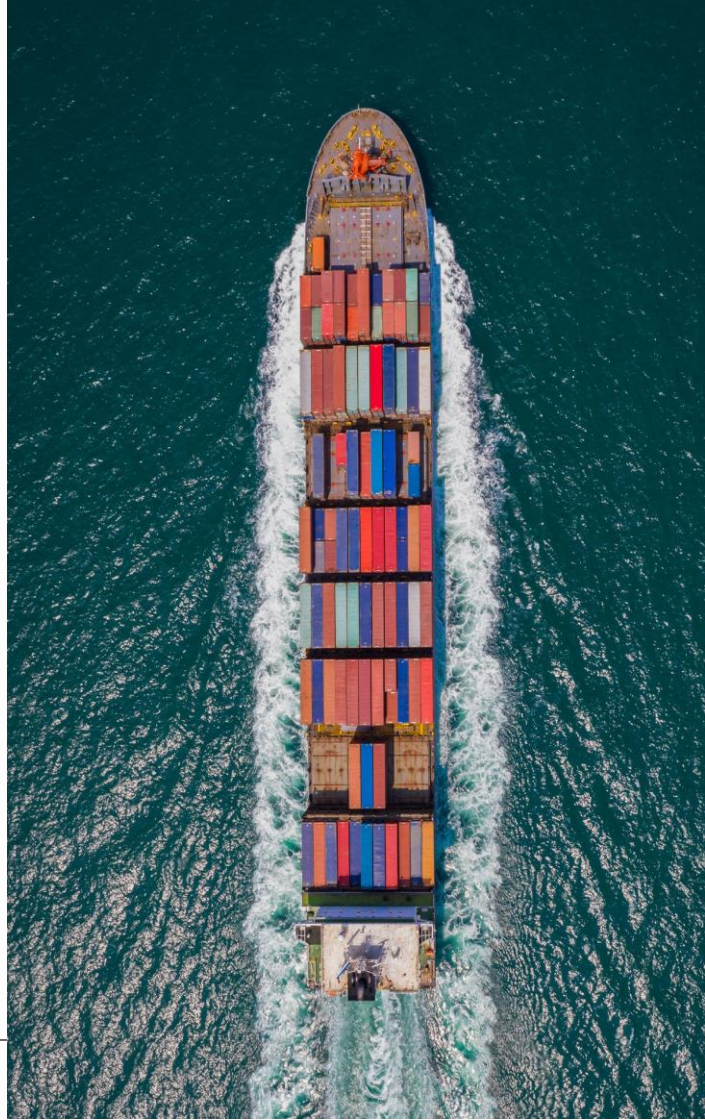
## PRINCIPAL ACTIVITIES

**General Constructors** - Building construction including major upgrading works.

**Project Management** - Mechanical, electrical, civil, supply chain and management.

**Material Management** - Powerhouse Construction, Excavation works and other civil jobs in Thermal & Hydro Power Projects, Contracts for Material & Project equipment handling. Hiring of heavy equipment like cranes, excavators etc.

**Trading, Exporting** - Fitting, Flanges, Forge Fitting Stainless Steel / Mild Steel / Carbon Steel / Nickel Base Material / Duplex / Cupro Nickel / Gun Metal, Pipe & Tubes In Stainless Steel / Mild Steel / Carbon Steel / Nickel Base Material / Duplex / Cupro Nickel / Gun Metal, Sheet, Plate & Flats In Stainless Steel / Carbon Steel / Mild Steel / Nickel Base Material / Duplex, Round bars, Square bars, Hex bars in Stainless steel / Nickel Base Material / Duplex / Carbon Steel / Mild Steel, Valves, Wire / Cable / Nut Bolts)



# PRODUCT LIST

## NICKEL ALLOYS

Nickel Alloys or Superalloys or High-performance alloys are highly engineered to offer a superior combination Of high temperature corrosion resistance, toughness, heat resistance and strength for the most demanding applications

## CHARACTERISTICS

- Low breakdown and replacement cost
- Long life in specialized applications
- Costly due to high Ni, Mo, Co and Ta content
- Low availability compared to stainless steel & carbon steel

## APPLICATIONS

- Nuclear & power industry
- Chemical industry
- Aerospace industry
- Furnance components

## GRADES

- Nickel 200/201/205
- Monel 400/K 500
- Inconel 600/601/625
- Incoloy 800/825/H/HT
- Hastelloy C 276/C 22
- 904L
- Titanium
- Alloy 20/59
- SMO 254
- 17.4 PH, 15.5 PH
- Nitronic 50 (XM -19)
- Many More

# PRODUCT LIST

## STAINLESS STEEL

Stainless Steel is a group of alloys that contain minimum 10% of 'Cr'. The Chromium helps regular steel to attain the "Stainless/ Corrosion resistance "characteristic. Stainless Steel is further divided into groups viz. Ferritic, Martensitic, Austenitic & Duplex Steels.

### CHARACTERISTICS

- Better Life Cycle & Low Maintenance Than Carbon Steel
- High Fabricability, Ductility & Weldability in Multiple Environments
- Economically Viable Solution Where Corrosion Resistance is a Must
- Easy Availability Compared to Nickel Alloys

### APPLICATIONS

- Oil & Gas Industry
- Food & Beverage Industry
- Pharmaceutical Industry
- Automobile Industry

### GRADES

- SS 304 / 304L
- SS 316 / 316L / 316Ti
- SS 310S / 310H
- SS 321 / 321H
- SS 317L
- SS 347 / 347 H
- SS 409
- SS 410S
- SS 430
- SS 439
- SS 441
- SS 446
- Duplex 2205/ 31803
- Super Duplex 2507
- Zeron 100

# PRODUCT LIST

## CARBON STEEL

Carbon Steel is a group of alloys that is formed as a result of combining Iron (Fe) & Carbon (C). Other elements like Mn, Cr, Mo etc. are added to obtain a desired alloying effect. They are further classified into LOW Carbon steel, medium Carbon steel, High Carbon steel and ultra-High Carbon steel.

### CHARACTERISTICS

- Limited Corrosion Resistance
- Largest Single Class of Alloys in Use
- Low Cost Due to High Iron (FE) Content
- Ready & Easy Availability as Compared To Other Group Of Alloys

### APPLICATIONS

- Oil & Gas; Shipbuilding & Cement Industry
- Infrastructure & Real Estate Industry
- Cutting tools, Dyes, Railings, Gears, Shafts, Fasteners & Chains
- Boilers & Pressure Vessel Industry

### GRADES

- ASTM A 106 A/B/C
- IS 2062 A/B/C
- ASTM A 5 16 Gr 60/70
- ASTM A 53
- ASTM A 105/ A 105 N
- ASTM A 333
- ASTM A 335
- ASTM A 350
- LF1/LF2/LF3
- ASTM A 387
- ASTM A 36
- EN 8/9/19
- EN 24/36
- AI SI 4140
- Many More

## PRODUCT LIST



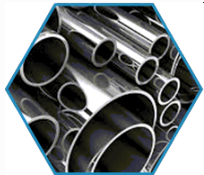
Flanges



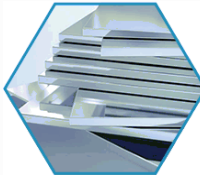
Fittings



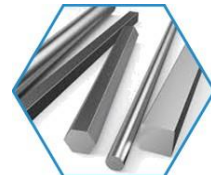
Fasteners



Pipes & Tubes



Sheets & Plates



Round & Hex Bars

**VIRAYA GROUP** started with a humble beginning with a single product manufacturing unit, we have now emerged as an established name in the country's steel production & distribution scenario with state-of-the-art facilities, an excellent workforce and a product portfolio to cater to the needs of the emerging India with its wide variety of products primarily in Stainless Steel, Carbon Steel, Nickel Alloy, Special Metals, Duplex & Super Duplex Steel, Copper, Titanium & Aluminum.



## **VIRAYA SOLUTIONS INDIA PRIVATE LIMITED**

**Varanasi, India**



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