

The CEO Magazine®

RNI No. DELENG/2015/70020

Vol. 11 | Yearly Edition | November 2025

Rs. 999/-

A Magazine for Business Leaders & Decision Makers.

COMPANY



OF THE YEAR
2025

**MAMIDI
SIDHARDH
REDDY**

MANAGING DIRECTOR
RAVINDRA GROUP



**OM PRAKASH
PANDEY**
FOUNDER
HOPE MEDITEK

Ravindra Group

Transforming India's Telugu States Industrial
and Medical Gas Landscape Through Trust,
Innovation, and Sustainable Growth

Explore Latest Editions





Ravindra Group

Transforming India's Telugu States
Industrial and Medical Gas Landscape
Through Trust, Innovation, and
Sustainable Growth

Shweta Singh | The CEO Magazine

The recent years have seen India transition towards clean energy, resulting in a surge in demand for industrial gases. As the nation moves closer to its net-zero targets, gases like hydrogen, carbon dioxide, and oxygen are becoming key drivers of low-carbon technologies and sustainable manufacturing. Green hydrogen facilities, carbon capture projects, and renewable energy initiatives all rely on reliable gas supply systems to make this shift possible. At the same time, India's growing healthcare and pharmaceutical sectors have further fuelled the growth of the industry with their increasing reliance on medical and high-purity industrial gases for medical treatments, manufacturing, and research.

**Mamidi
Sidhardh Reddy**
Managing Director
Ravindra Group



This surge in demand has attracted numerous players to the market. Yet, one name that stands out for its reliability, innovation, and deep commitment to its clients is the Ravindra Group. What began in 2004 as a small family venture has grown into one of Telugu state's most trusted names in the industrial and medical gases industry.

THE JOURNEY SO FAR

From a humble beginning as a bootstrapped, family-based company, Ravindra Group has steadily grown both in its portfolio and its reach. What began with medical gas manufacturing has today expanded into a wider range of industrial gases and liquid supply, making the company a trusted name across Telugu states.

Over the years, Ravindra Group has built strong relationships with its clients, supplying gases to leading hospitals and industries in defence, pharma, and steel. Under the leadership of Managing Director Mamidi Sidhardh Reddy, the company continues to deepen these associations while staying true to its values of sustainable development, growth in India, and teamwork.

The group's role during the pandemic was a significant milestone when it worked closely with the Government of Telangana to ensure reliable oxygen supply logistics. Looking ahead, Ravindra Group is planning to set up gas complexes with a storage capacity of 100 tonnes along the state's national highways and important industrial estates, further strengthening its infrastructure to meet the growing demand.

NAVIGATING A CHANGING INDUSTRY

Like many in the industrial gases sector, Ravindra Group operates at the intersection of various fast-moving and often conflicting forces, be it regulatory pressure, chain shifts in global supply or technological evolution. While the sector on its own is full of opportunities, it also comes with its share of challenges and conflicts.

One of the biggest hurdles in recent years has been building supply chain resilience, especially in the aftermath of the pandemic. *"For us, the post-Covid phase meant re-evaluating everything. From where we source our equipment to how we manage inventory and forecast demands,"* shares Mr. Reddy. The company responded by diversifying its supplier base and bringing certain components of manufacturing closer to home.

Mr. Reddy believes that relationships play a key role in overcoming such challenges. *"Our suppliers and partners display immense loyalty and go the extra mile for us when we treat them as more than simply just vendors. That trust and mutual respect have helped us navigate some of the toughest times."*



Another reality the company often faces is what is commonly termed geopolitical uncertainty. For a business like Ravindra Group, which moves raw material, equipment, and gases across state borders almost every day, there is no way to know when a new restriction might come into force since logistics is under states list.

To counter this, Ravindra Group has built flexibility into its operations. Mr. Reddy explains,

"I cannot stress how important the existence of a plan B or even a plan C is in situations like this. It is never about trying to outguess the world as it's moving; it's about being prepared to adapt quickly and calmly when things don't go according to plan."



WHAT SETS THEM APART

In the industrial gases sector, products may often seem standardised, but true differentiation lies in how these products are delivered, how relationships in this field are built, and how challenges are solved. Ravindra Group's greatest strength, and their biggest differentiator, is the effort they put into integrating with their customers' operations.

While it is easier to simply deliver a product and move on, Ravindra Group prefers to understand how its products are being used. The company ensures that customers are never at the receiving end of any issues. This consultative, problem-solving approach has helped Ravindra Group build and maintain trust, a quality very hard to compete with.

Ravindra Group also prioritises relationships with customers, business partners and employees. These bonds create reliability and a sense of assurance across all interactions. The company also invests heavily in technology and data. With the ever-growing digital demand across sectors, integrating digital tools into operations has become inevitable. This approach has not only improved efficiency but has also provided a clearer understanding of how customers wish to be served.

"At the end of the day", Mr. Reddy adds, *"differentiation shouldn't merely be about a new catchphrase or slogan. It should also be about doing the fundamentals better than the others in your field, constantly evolving and being consistent with your products and promises. That's what we focus on every single day."*

EXCELLENCE DELIVERED

At Ravindra Group, quality is not limited to the state or delivery of the final product. The company focuses on the entire journey, from the very first conversation with a customer to continued support even after a successful delivery. Every touchpoint is designed to meet the high standards the company has set internally. *"We're never satisfied with a simple 'good enough',"* says Mr. Reddy. *"We believe our customers deserve the very best, and that's exactly what we aim to provide."*

Customer feedback is treated with utmost importance, especially after large deliveries or installations, with active follow-ups to ensure everything has gone as expected. Customer comments, whether positive or negative, are valued and carefully considered.

The company takes particular pride in how it handles mistakes. In a sector as diverse and complex as industrial gases, errors can happen, but Ravindra Group always owns up to them. When a customer is dissatisfied, the company seeks to understand why and identifies ways to improve. While it may sound surprising, many strong and trustworthy relationships have been built on this foundation of accountability.

The strategy that has consistently supported customer satisfaction for the organisation is simple: pay attention to details, communicate effectively, and always treat customers with the respect they deserve.



COMPANY CULTURE

At Ravindra Group, their culture is built on care and collaboration. Operating in a high-stakes industry, the organisation’s products support life, hospitals, food production, energy, and more, with every delivery and operation a necessity. To navigate this demanding environment, teamwork is considered essential at every level of the organisation.

While the company does not claim to be perfect, it is intentional about protecting and growing the culture it has built. This includes listening to employee feedback, conducting leadership training, hosting open forums, and holding honest conversations whenever necessary.

Ravindra Group strives to create an environment where employees feel a sense of meaningfulness, knowing that their efforts are recognised and contribute to the larger purpose of the organisation. Mr. Reddy says, “Culture isn’t something that sits on a poster in a conference room; it’s something that we must work on building and upholding every single day without fail.”

TOWARDS A GREENER FUTURE

In today’s industrial landscape, growth cannot come at the cost of the environment. As demand for energy and industrial output rises, companies are being called upon to find solutions that balance progress with responsibility.

Ravindra Group takes sustainability and social responsibility very seriously, not just because it is expected, but because it is the right thing to do.

With a growing presence across Telugu states of India, the company recognises that its responsibilities extend beyond production and profit. The region, rich in industrial potential and culture, also faces challenges in infrastructure, equitable growth, and environmental impact. Ravindra Group works actively to address these challenges while minimising its footprint.

Several of its air separation units and hydrogen production facilities have already begun transitioning to renewable energy sources. Green hydrogen has become a major area of focus, and Telugu states of India, with its renewable energy capacity and industrial demand hubs, is particularly well-positioned for this. The company sees the region as a key hotspot for the implementation of clean hydrogen and continues to explore ways to contribute to a more sustainable industrial future.

THE ROAD AHEAD

Ravindra Group envisions evolving from being merely an industrial gas supplier to becoming a trusted enabler of sustainable industrial growth in India, particularly in the southern region where the demand is immense. The critical role the company played during the Covid pandemic,



LEADERSHIP MANTRA

To newcomers in the field of manufacturing and industrial gases, Mr. Reddy advises, “Always be patient but also bold. Take the time to fully understand situations before making decisions that truly impact your business. It is imperative that these decisions are never made in an emotional state or a fit of rage.”

He believes the field is technical, yes, but also extremely practical. “You aren’t just in charge of manufacturing gases here; you’re responsible for the various fields that are directly impacted by the product you supply,” he says.

Emphasising the importance of relationships, he concludes, “Never underestimate the importance of relationships that you build over the course of your journey in this business. Building trust and healthy relationships with your customers is crucial if you wish to succeed in the long run.” ■

when even minor production shortages affected the lives of many, was an eye-opener. It highlighted the importance of not just having production capacity but also running smart, responsive operations.

To address such challenges, the organisation is setting up a network of satellite filling stations across South India. These hubs will act as local supply points, allowing them to respond quickly to demand spikes and reduce dependency on bulk transport from the main plants. “If we can look back in five years and say that we played a role in strengthening the backbone of South India’s industrial sector, supported our healthcare system, and contributed positively to India’s climate goals, that would be something I’d be truly proud of,” says Mr. Reddy.