

PPFL/SE/2025-2026/023

August 06, 2025

To,

**BSE Limited**  
25<sup>th</sup> Floor, P.J Towers,  
Dalal Street, Mumbai-400001

**National Stock Exchange of India Limited**  
Exchange Plaza, Bandra Kurla Complex,  
Bandra (E), Mumbai -400051

**Scrip Code: 542907**

**Scrip Symbol: PRINCEPIPE**

Dear Sir/Madam,

**Sub: Presentation at Conference Call for Analyst and Investors**

In continuation to our letter No. PPFL/SE/2025-26/019 dated July 31, 2025, please find enclosed presentation to be made for Conference Call Scheduled on Thursday, August 07, 2025, at 11:30 a.m. IST.

Kindly take the same on record.

Thanking You.

Yours faithfully,

**For PRINCE PIPES AND FITTINGS LIMITED**



**Shailesh Bhaskar**  
**Company Secretary & Compliance Officer**  
**FCS: 13188**

Encl. as above.

**PRINCE PIPES AND FITTINGS LIMITED**

Mfg. & Exporters of UPVC, CPVC, PPR & HDPE Pipes, Fittings and Valves & Water Tanks



**Corp. Off.:** The Ruby, 8th Floor; 29, Senapati Bapat Marg (Tulsi Pipe Road), Dadar (W), Mumbai - 400 028; Maharashtra, India.

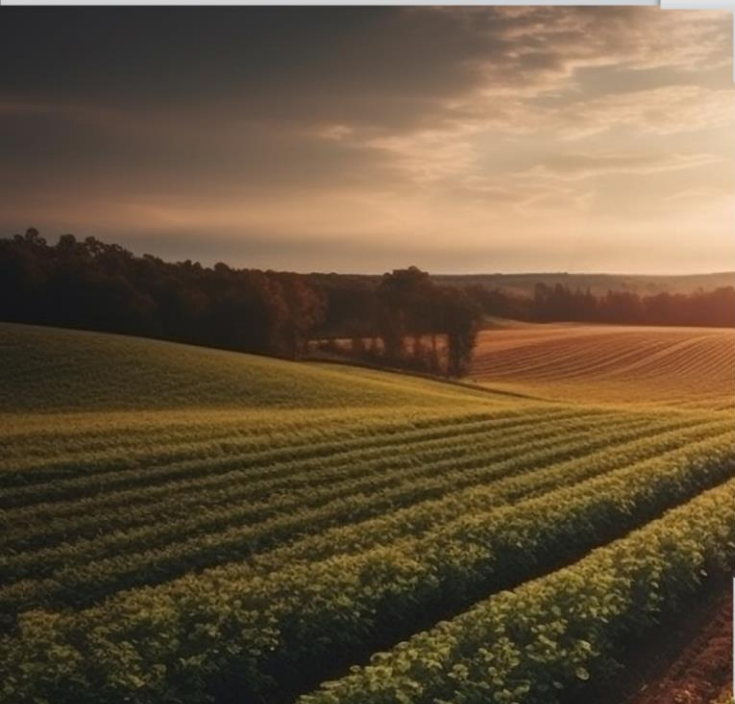
**T:** 022-6602 2222 **F:** 022-6602 2220 **E:** info@princepipes.com **W:** www.princepipes.com

**Regd. Off.:** Survey No. 132/1/1/3, Athal road, Village Athal, Naroli, Silvassa, Dadra Nagar Haveli, India – 396235.

**CIN:** L26932DN1987PLC005837



**PRINCE**  
PIPING SYSTEMS



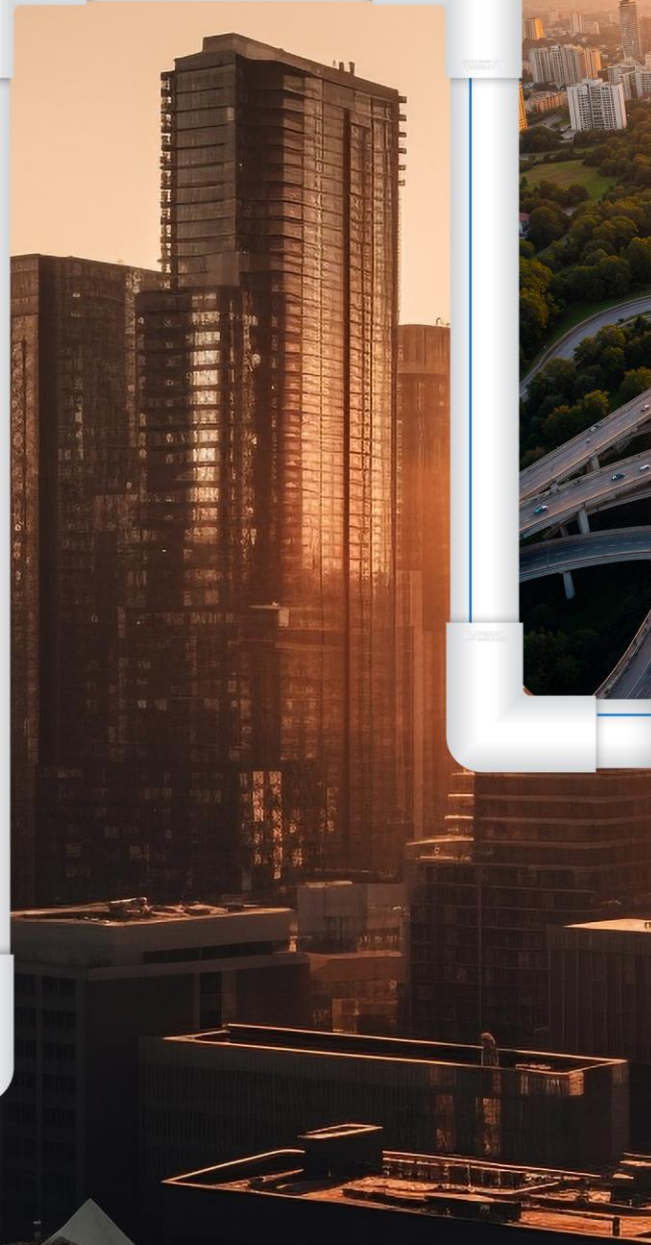
**Prince Pipes & Fittings Ltd.**

Investor Presentation | Q1 FY26

**Piping progress across every corner of nation**



**PRINCE**  
PIPING SYSTEMS



**PRINCE**  
PIPING SYSTEMS



**PRINCE**  
PIPING SYSTEMS

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## Q1 FY26 Results Highlights

## SALES VOLUME

- Sales Volume for Q1 FY26 stood at **43,735 MT**, grew by 4% YoY



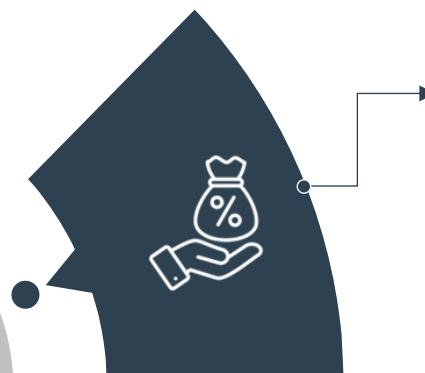
## REVENUE

- Revenues for the quarter stood at **₹ 580 crores**, de-grew by 4% YoY



## EBITDA

- EBITDA for the quarter stood at **₹ 40 crores**, a de-growth of 31% YoY
- EBITDA Margins for the quarter stood at 7%



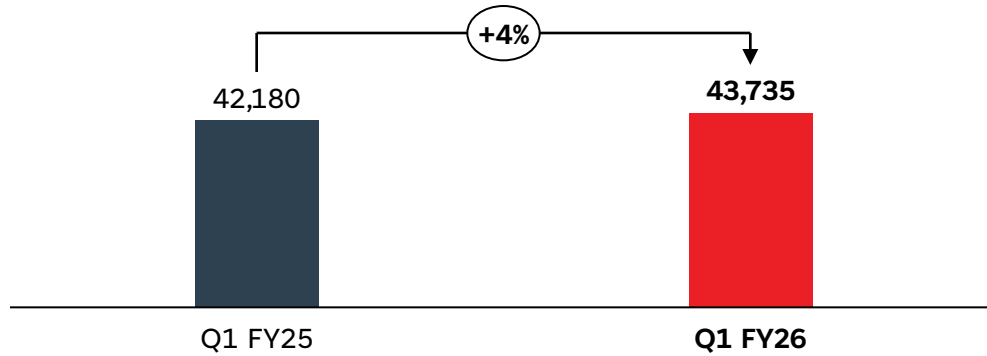
## PROFIT AFTER TAX

- PAT for the quarter stood at **₹ 5 crores**, a de-growth of 80% YoY
- PAT Margins for the quarter stood at 1%

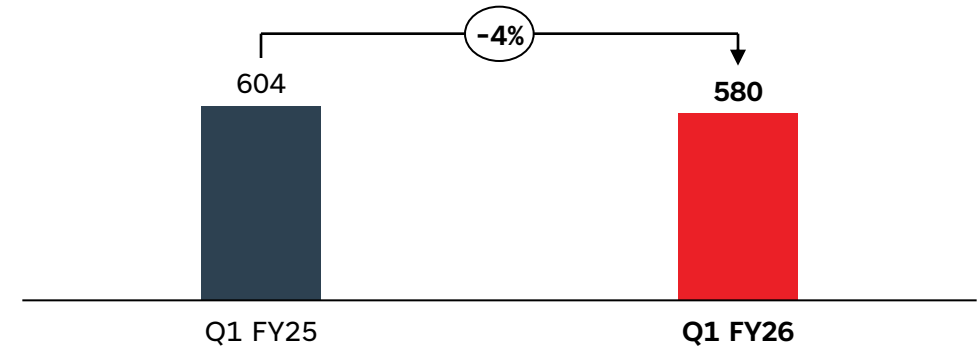


# Financial Highlights – Q1 FY26

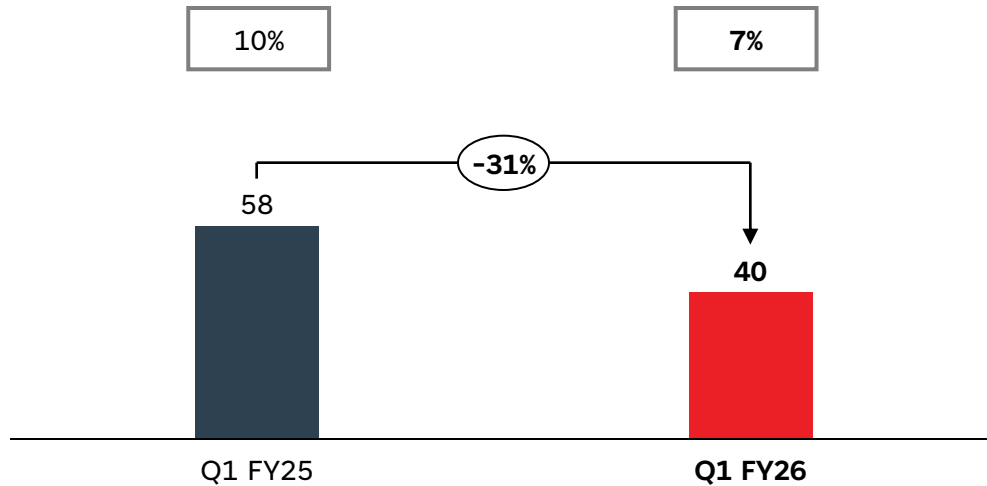
## Sales Volume (in MT)



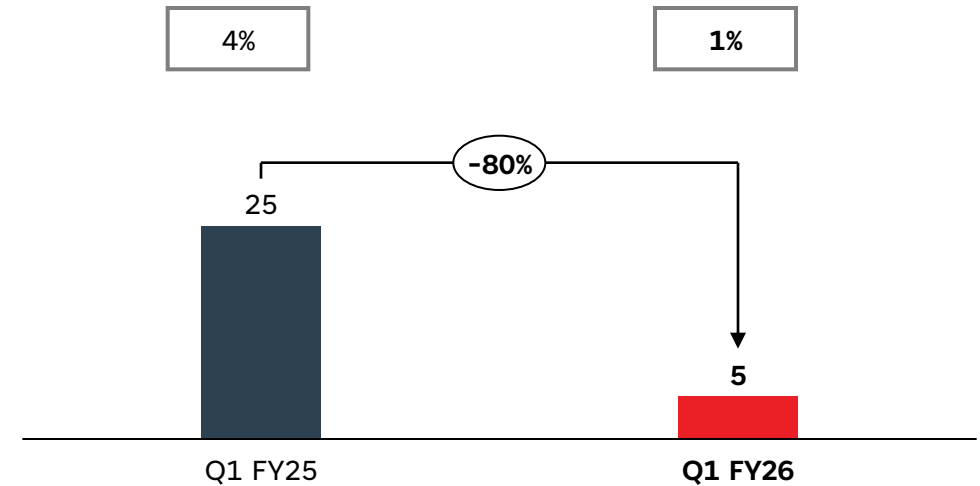
## Revenue from Operations

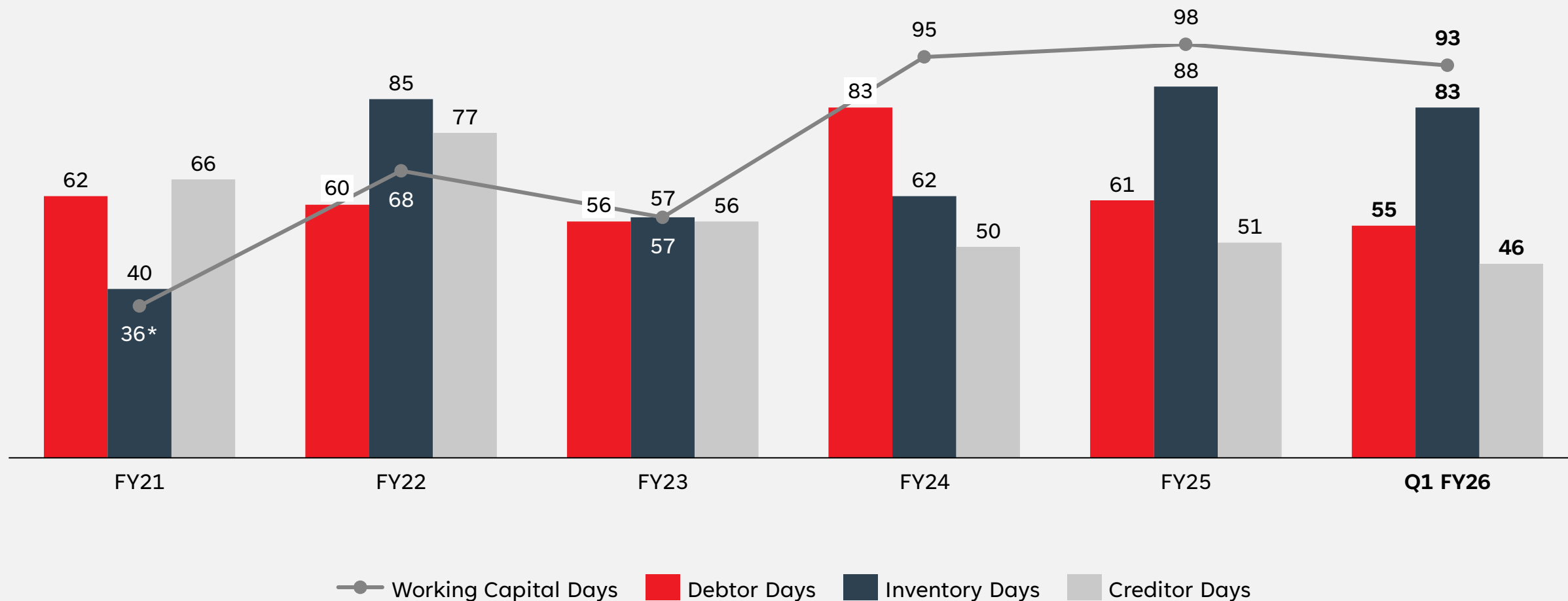


## EBITDA & EBITDA Margin (%)



## PAT & PAT Margin (%)





# Consolidated Income Statement

Particulars (₹ Cr)	Q1 FY26	Q1 FY25	YoY%	Q4 FY25	QoQ%	FY25
Revenue from Operations	580	604	-4%	720	-19%	2,524
Raw Material Consumed	432	437		540		1,884
Gross Profit	148	167		180		640
Gross Profit Margin %	26%	28%		25%		25%
Employee Expenses	41	38		46		174
Other Expenses	67	71		78		304
EBITDA	40	58	-31%	55	-28%	162
EBITDA Margin %	7%	10%		8%		6%
Other Income	2	3		6		14
Depreciation	31	26		27		107
EBIT	11	35		33		69
EBIT Margin %	2%	6%		5%		3%
Finance Cost	5	1		3		10
Profit before Tax	6	34		30		59
PBT Margin %	1%	6%		4%		2%
Tax Expense	1	9		6		16
Profit after Tax	5	25	-80%	24	-79%	43
PAT Margin %	1%	4%		3%		2%
EPS	0.4	2.2		2.2		3.9



## Company Overview

- Over the last 4 decades, Prince Pipes has emerged as a leader in the Indian pipes and fittings industry, creating innovations in plumbing, irrigation, storage, and sewerage systems. Now the journey has taken a much larger scale.
- Today we are one of India's largest integrated piping solutions providers. Our operations continue to expand across agriculture, plumbing, borewell categories, and are building the widest sewerage range and underground drainage solutions.
- With a product portfolio of 7,200+ SKUs positions we are an end-to-end solutions provider. Prince Pipes has an extensive pan-India distribution network of over 1,500 channel partners. With eight manufacturing units we are well positioned to address the growing potential of the Indian pipes and fittings industry.



## VISION



To be an acknowledged leader in Indian plastic piping industry by exceeding customers expectations and maximizing bottom line for all our stake holders.

## MISSION



Our mission is to bring a revolution in plastic piping industry through innovative solutions which would create a profitable growth and benefit our customers & the society at large.

# Company at a Glance



**1987**

Incorporation



**8**

No. of Facilities



**9**

Warehouses



**7,200+**

SKUs



**1,500+**

Channel  
Partners



**CRISIL A+**

Outlook:  
NEGATIVE



**2,113**

Employees



**₹ 3,610 Cr**

Market Cap  
(August 06, 2025)



**₹ 43 Cr**

PAT  
(For FY 2025)



**4,23,972** MTPA

Total Installed  
Capacity



**AQUEL BY  
PRINCE**

Bathware Brand



**PRINCE &  
TRUBORE**

Piping Product Brands



Amongst **TOP 5 PROCESSORS**  
in Piping Industry



More than **4 DECADES** of  
Operations



Strategic located  
**MANUFACTURING UNITS**

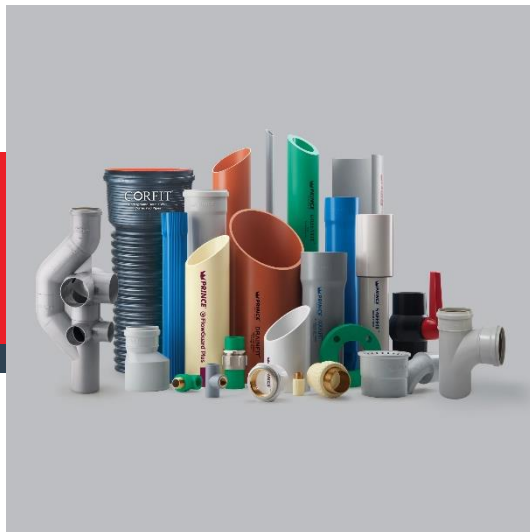


Industry's Most  
**TRUSTED BRAND**

# Our Journey



# Key Business Segments



## PIPING BUSINESS



## MODERN PLUMBING SOLUTIONS

MODERN  
PLUMBING

Bring Home world class plumbing solutions



## WATER STORAGE

STOREFIT<sup>®</sup>  
Paani Ka Bank



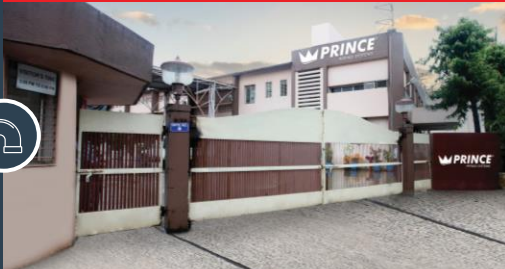
## BATHWARE

Aquel  
By PRINCE

FAUCETS | SANITARYWARE SHOWERS | CISTERNS

# Manufacturing Facilities across the country

**ATHAL (1995)**



Installed Capacity **12,072** MTPA

**DADRA (2000)**



Installed Capacity **83,268** MTPA

**HARIDWAR (2008)**



Installed Capacity **95,904** MTPA

**CHENNAI (2012)**



Installed Capacity **51,372** MTPA

**KOLHAPUR (2012)**



Installed Capacity **21,780** MTPA

**JAIPUR (2019)**



Installed Capacity **51,084** MTPA

**SANGAREDDY (2021)**



Installed Capacity **56,304** MTPA

**BEGUSARAI (2025)**



Installed Capacity **52,188** MTPA

## Product Manufactured



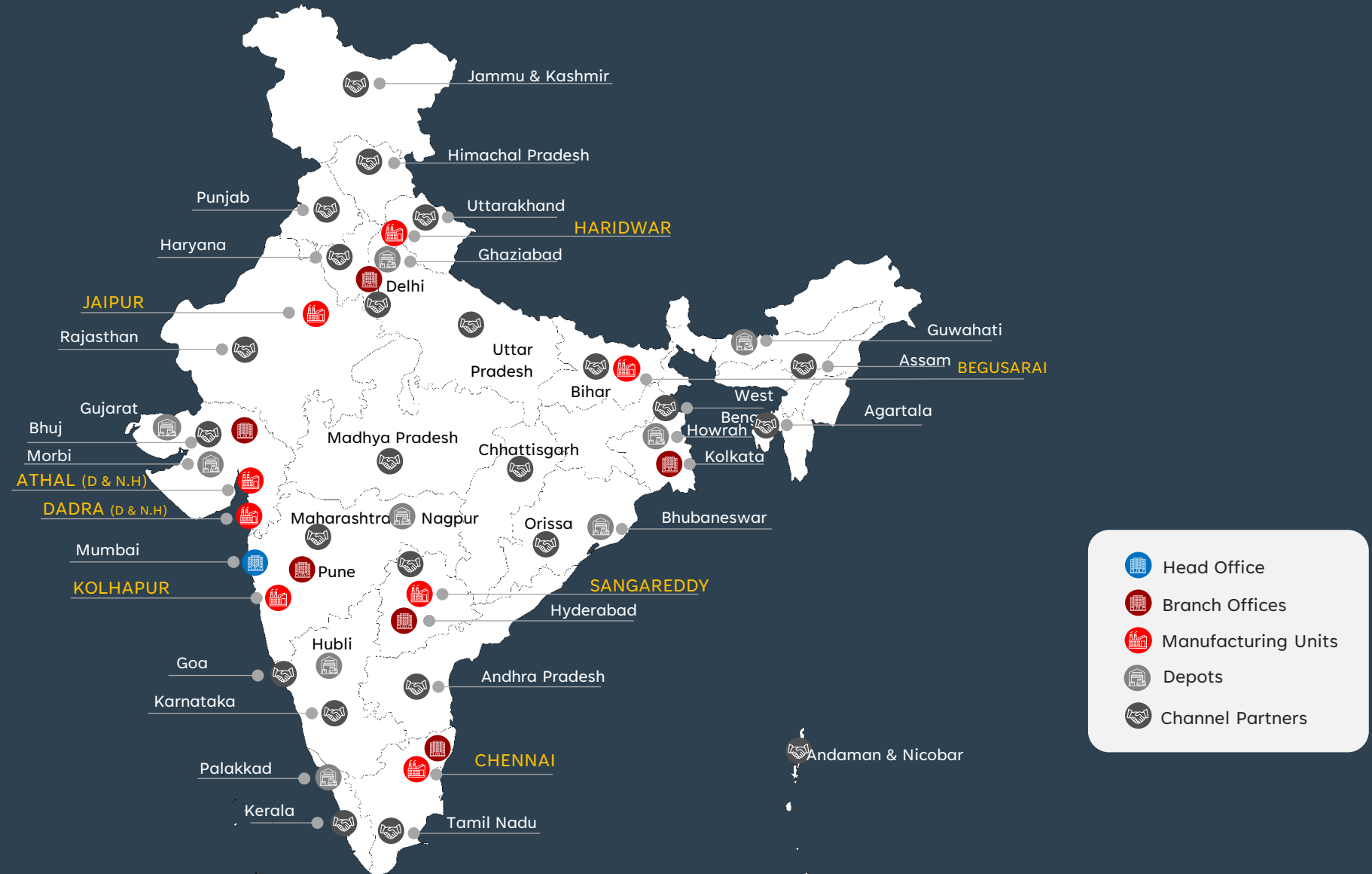
Pipes



Fittings



Tanks



# Board of Directors



**MR. JAYANT S. CHHEDA**

Founder, Chairman and Managing Director



Leads by extensive industry knowledge, more than four decades of experience and a founder member since Prince Pipes' incorporation. He was conferred with the Lifetime Achievement Award at Vinyl India Conference, 2014 and with Lifetime Achievement Award by Modern Plastics in 2023.



**MR. PARAG J. CHHEDA**

Joint Managing Director



Associated with the company since 1994. Was awarded Inspiring 'Business Leader Award 2016' at the Economic Times Summit.



**MR. VIPUL J. CHHEDA**

Executive Director



His honed skills and dedication towards our vision over last 28 years has made him a vital part of our growth story.



**MR. RAJENDRA GOGRI**

Independent Director



Brings experience of nearly four decades and served as the Chairman & Managing Director of Aarti Industries Ltd. His sharp skills in financial and commercial matters set him apart.



**MRS. AMISHA VORA**

Independent Director



Has been appointed as a Non-Executive Women Independent Director on the Board of the Company w.e.f Aug 2023. She is highly acknowledged equity market veteran, with 35+ years of experience and is CMD of Prabhudas Lilladher Group



**MR. ANKUR BANSAL**

Independent Director



He is the Co-Founder and Director of BlackSoil, an alternative credit platform. Before co-founding BlackSoil, he worked with J.P. Morgan, Citi and Morgan Stanley. He is a Chartered Accountant and a Chartered Financial Analyst by qualification.

## 2016

Certificate of appreciation for active association at the Gujarat Premier 10th Mega Industrial Exhibition VCCI Global Trade Show 2016

Mr. Parag Chheda - JMD was awarded the 'Inspiring Business Leader Award' at the Economic Times Summit, 2016

Digital Transformation Awards 2016 – Transformation with Cloud Networking by Citrix



## 2017

The Economic Times Polymers Awards 2017 – for Excellence in Building and Construction (Plumbing) Large Enterprises



## 2021 & 2022

Awarded Brand of the year-pipes at Reality+ INEX Awards 2021

Jaipur plant wins gold at National awards for Manufacturing competitiveness 2021

Nihar Chheda wins "ET POLYMERS - Next Generation Leader" Award 2021

Awarded the best channel Loyalty Program in the customer FEST Awards 2022



## 2023

Awarded The best channel Loyalty Program for second time at the customer FEST Awards

Chennai plant achieved IGBC Gold rated Green Building certification from the Indian Green Building Council (IGBC)

Wins Sustainability 4.0 awards by Frost & Sullivan

Wins brand of the year water. Technologies award by INEX Reality



## 2024

Founder and Chairman Mr. Jayant Chheda awarded the lifetime achievement award by Society of Plastic Engineers India

Athal plant wins the IMEXL commitment prize for facilitating operational excellence and sustainable improvement culture

Dadra plant wins the IMEA's silver certificate of merit for Commitment toward efficient and sustainable manufacturing and optimizing supply chain operations

Mr. Parag Chheda, JMD, bestowed with 'Most Inspiring Entrepreneurs to Watch in 2024' by Times of India



## 2025

Achieved Great Place to Work (GPTW) certification

Prince Pipes was among top 2 in most desired brands in Pipes category as declared by TRA Research in Most Desired Brand, 2024

Achieved Green Pro certification from CII for CPVC products

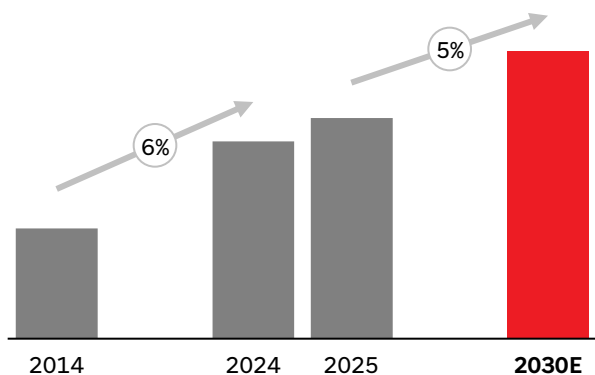




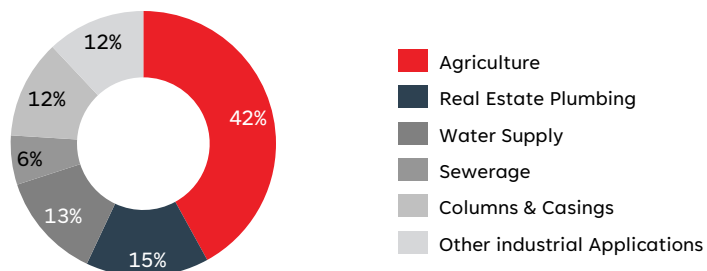
## Industry Overview

# Plastic Pipes Industry Overview

PVC pipes volume grew at 6% from 2014-2024 and poised to grow at CAGR of 5%



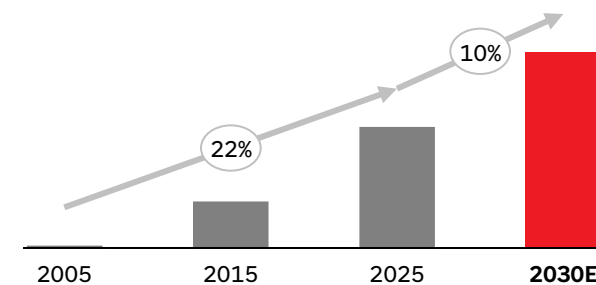
Breakdown (by application)



Agriculture segment dominates the piping industry

CPVC segment to grow at 10% CAGR from 2025-2030E

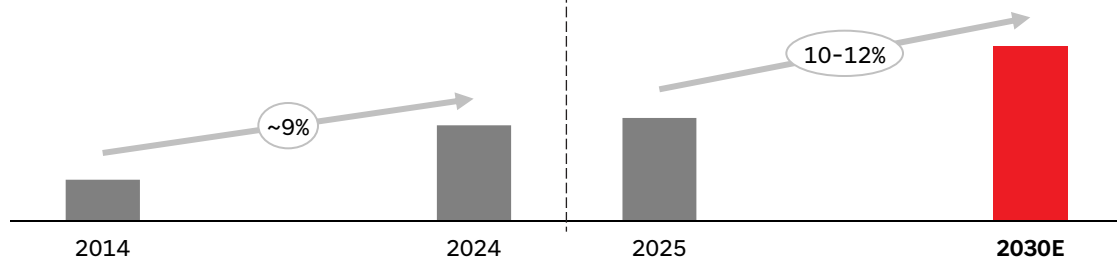
CPVC segment dominates 75% of internal plumbing application and growth volumes is double the PVC segment



In value terms, Domestic Pipe Industry is poised to grow at CAGR of 10-12% CAGR

The market grew at a CAGR of ~9% from 2019 to 2024, driven by strong demand from the construction and irrigation sectors.

Growth is expected to be driven by rising demand for O-PVC pipes, fire protection pipes, gas pipes, and more.



Key Growth Drivers



Adequate Drinking Water Facilities



Government Infrastructure Initiatives like Jal Jeevan Misson, AMRUT, etc



Growing Awareness and Shift from Metal to Polymer Pipes across industries



Urbanisation Projects - Smart cities & urban renewal projects



Per Capita PVC Consumption lowest in India



## Product Portfolio

## PLUMBING & INDUSTRIAL SYSTEMS



**FlowGuard Plus**  
WORLD'S NO. 1 CPVC PLUMBING SYSTEMS



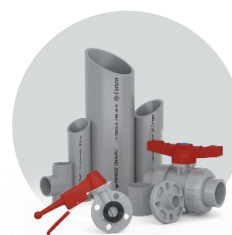
**GREENFIT**  
PP-R Plumbing & Industrial Piping Systems



**EASYFIT**  
UPVC Plumbing Systems



**EASYFIT REO**  
Reclaim Piping Systems



**ONEFIT**  
CPVC Industrial Piping Systems



**EASYFIT IN**  
Industrial Piping Systems

## New Addition to the Portfolio



**AERATOR**  
FOR HIGH-RISE BUILDINGS



Ball Valve With Rubberized Gripper Handle



**BIOFIT**  
Septic tanks for wastewater management

## SEWERAGE & UNDERGROUND



**SILENTFIT**  
Low Noise SWR Systems



**ULTRAFIT**  
SWR Piping Systems



**FOAMFIT**  
Underground Drainage Piping Systems



**DRAINFIT**  
UPVC Underground Drainage Piping Systems



**CORFIT**  
Underground Double Wall Corrugated Pipes



**DURAFIT**  
FRP Manhole & Chamber Covers

## AGRICULTURE, WATER STORAGE & SUB SURFACE DRAINAGE



**AQUAFIT**  
Agriculture Piping Systems



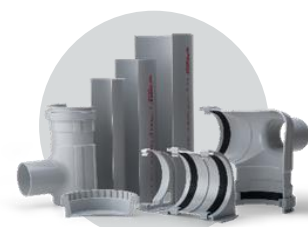
**SAFEFIT**  
Borewell Systems



**PEFitAQUA**  
HDPE PIPING SYSTEMS



**STOREFIT**  
Paani Ka Bank



**RAINFIT**  
Roofwater Systems



**TERRAFIT**  
Perforated Corrugated Pipes for  
Sub-Surface Drainage

## WIRE PROTECTION



**CABLEFIT**  
CABLE DUCTING PIPES



**WiREFIT**  
Electrical Conduit Pipes & Fittings

## PTMT TAPWARE



**DURATAP**  
PTMT TAPWARE

MODERN  
PLUMBING

Brings home world class plumbing solutions with German Technology

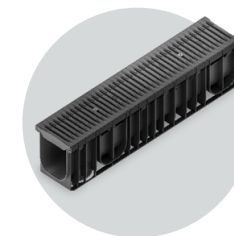


**Skolan**  
safe

- Skolan Safe Premium PP Silent Drainage Systems - offers the latest technological innovation in noise insulated drainage systems sound rated at 12 db at 2 lps flow rate and certified by Fraunhofer, Germany
- Finds applications in luxury homes, condominiums, large commercial buildings, hotels, office buildings, hospitals, commercial kitchens, libraries, and educational institutes
- HT Safe offers sound insulation of up to 17 dB and is backed with certification from Fraunhofer, Germany



**HT**  
safe



**hauraton**

- Prince Hauraton - An innovative range of drainage systems developed with German technology
- Hauraton is one of the world leaders in supplying effective drainage systems for over 65 years
- The products find application across civil constructions (car parks, airports, container terminals, petrol stations), landscapes (private & public areas, terraces, gardens, squares & parks, railway platforms) and sports facilities (sports fields, stadiums, racetracks)

**Aquel**  
By **PRINCE**

A strong platform, complementary to Prince's growth plans in the high growth Indian bathware market

Signed an Asset Purchase Agreement with Klaus Waren Fixtures Pvt Ltd., for the acquisition and assignment of identified assets for Rs. 55 crores in March 2024

Acquisition presents strong synergies and advantages:

Direct access to an iconic brand along with state-of-the-art facility

Increase in presence in the plumbing and bathing segments, enables Prince to increase its participation and contribution to the high growth real estate

Access to distribution channel in major markets across India

Presents opportunity to build greater depth for Prince's bathware segment and leverage Aquel's iconic brand equity



# Participation in B2B trade exhibitions and Plumbing Associations



- ❖ Prince Pipes used transit media as a high-impact brand salience engine by advertising across Vande Bharat, Shatabdi, Metro trains, buses, and TARMAC coaches. considering the tourist footfall, we have also chosen UNESCO Heritage Darjeeling toy train for our brand presence to ensure top-of-mind recall among business travellers.

- As we target a blend of rural and urban customers, namely architects, builders, plumbers, and channel partners, Prince Pipes projects a versatile range and quality, reliability, across all verticals of pipes water tanks, and bathware, strengthening 40 years legacy
- It supports elevated **brand desire recognition** (Top-2 desired pipes brand in TRA Research 2024) across our potential audience.

## TOY TRAIN BRANDING DARJEELING



## VANDE BHARAT & EXPRESS TRAIN BRANDING

SHATABDI EXPRESS  
TRAIN BRANDING

• PUNE TO SECUNDERABAD

VANDE BHARAT  
TRAIN BRANDING

• DELHI TO KATRA  
• CHENNAI TO TIRUNELVELI





Poised for Future Growth

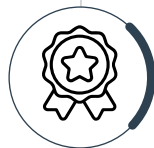
## BUILDING PRESENCE ACROSS THE PRODUCT CHAIN TO STRENGTHEN INDIA'S WATER INFRASTRUCTURE

### PRESENCE ACROSS WATER INFRASTRUCTURE - ADDING DEPTH TO PRODUCT PORTFOLIO



- Continue to launch state-of-art products in the piping division to bring innovative and global products to the domestic market
- Launched: Prince Onefit with Corzan CPVC technology ; New vertical – Modern Plumbing & Expansion into Prince Bathware

### PREMIUMIZATION - THE KEY TO BRAND GROWTH



- Transforming marketing strategy to create demand-pull to emphasise value of Prince products
- High decibel BTL a branding campaigns, road shows with dealers, architects, builders, plumber meets, education & awareness campaigns, active channel partner engagements

### BUILDING FUTURE CAPACITIES & MANUFACTURING EXCELLENCE



- Aim of being future fit, build multiple pillars of the business
- Built footprint across the country with expected Bihar\* facility to cater to the North-east

### INNOVATION CAPABILITIES - BRING STATE-OF-ART GLOBAL PRODUCTS



- Strategically driving activities towards diversification strategy to bring new global products to the Indian market
- Also bring new technology and global knowledge to bolster India's water infrastructure

### DRIVING ESG - PROGRESS WITH PURPOSE



- Delivery of growth, which is consistent, competitive, profitable and responsible
- Overarching goal remain: Achieve cost reductions by continuously optimizing our production processes and organizational structures

### STRONG & GROWING NETWORK OF PAN-INDIA CHANNEL PARTNERS



- Long term and relationship driven
- Channel associate ecosystem of over 1500 partners an integral part of business delivery to drive mutual and sustainable growth



*World class technology to strengthen  
India's water infrastructure*

## Product Collaboration



An innovative range of drainage systems developed with German technology

Hauraton - a world leader in supplying effective drainage systems for over 65 years.

## Product Collaboration



Inventors and largest manufacturers of CPVC compounds worldwide.

Exclusive marketing partners for the Prince FlowGuard® Plus brand.



WORLD'S NO. 1 CPVC PLUMBING SYSTEMS

## Product Collaboration



Prince Skolan Safe - Premium Polypropylene (PP) Silent Drainage System manufactured by Ostendorf Kunststoffe GmbH in Germany

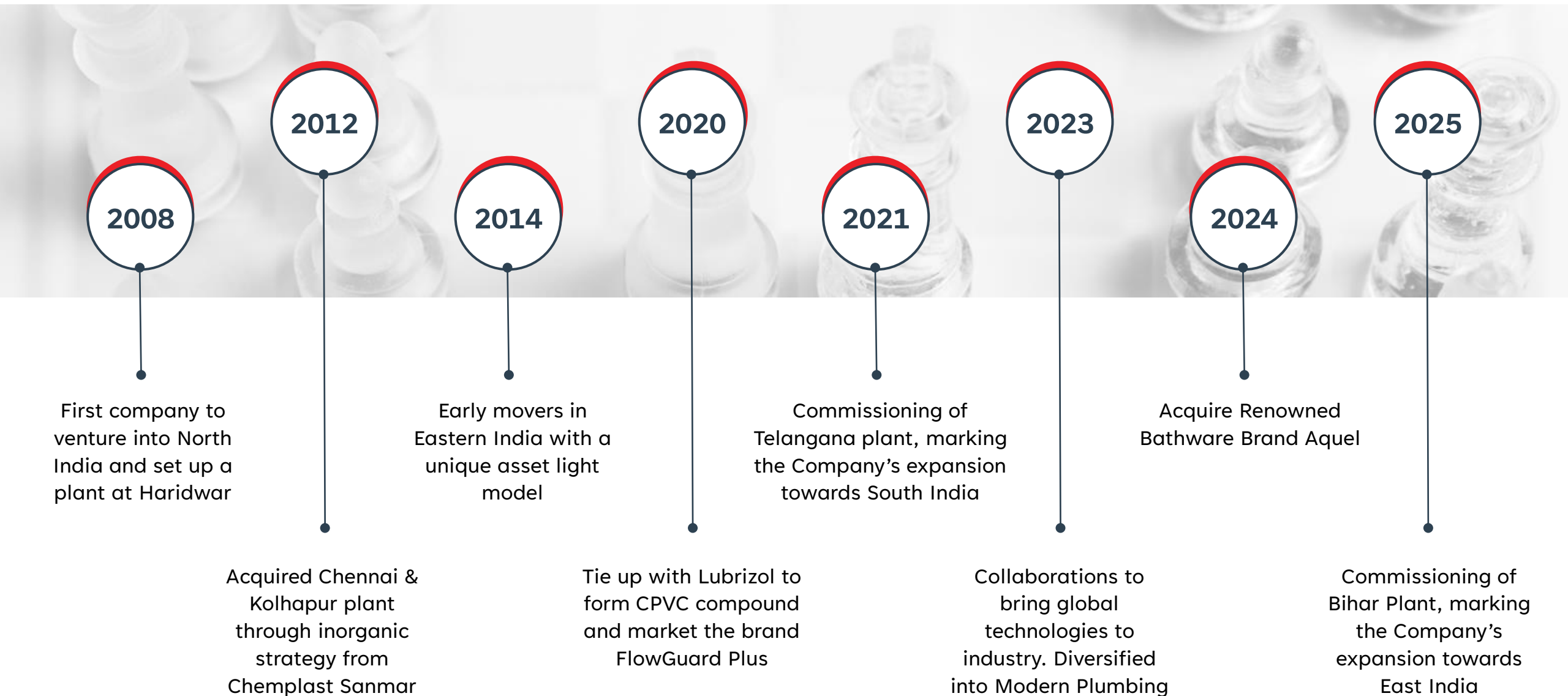


Prince-HT Safe Low Noise PP Drainage System manufactured by Ostendorf Kunststoffe GmbH in Germany

## Technical Collaboration



A global leader in the international plastic injection moulding industry based in The Netherlands. Benefit from their technical expertise, knowledge, build skills at par with international standards



# Focus on Triple Bottom Line

## TRIPLE BOTTOM-LINE GOALS



Environmental

Financial



Social



**GREEN ENERGY  
UP TO Q1 FY26**

**8,68,921**  
Tree Seedlings  
Grown for a Decade

**26,501 MT**  
Coal Burned

Reduce Green-house gas emissions over the past years

**33.85%**

Carbon emission reduced  
(MT/MT production) since  
FY-17

**1,35,333**

MT Carbon Footprint  
saved since FY-17

**78,217**

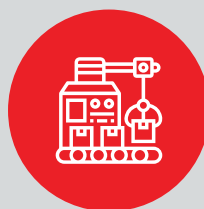
MWH of Green Energy used  
since FY-20

**~ 28%**

Total energy requirement  
fulfilling through Renewable  
Energy sources for Q1 FY26



Embracing Green Energy  
across Factories



To improve Equipment Efficiency  
& Machine Output



Energy Audit conducted  
through 3<sup>rd</sup> party to Curb  
Energy Leakages

We at Prince Pipes have consistently demonstrated socially responsible behavior towards the community. Our CSR policy focuses on social investments, empowering the plumbing community, and educational initiatives.

## Reviving Rural Water Systems

Ambuja Foundation, in collaboration with Prince Pipes, is tackling rural water scarcity in Chomu & jobner districts of Rajasthan, through sustainable water management practices aimed at improving access to safe drinking water, enhancing groundwater recharge, and promoting efficient water use for both drinking and irrigation.



## Empowering Communities



Mahita and Prince Pipes partnered to uplift marginalized communities at Sangareddy, Telangana by enhancing water access for farming & livelihood, empowering women through skill-building initiatives, and supporting education for girls through different programs.

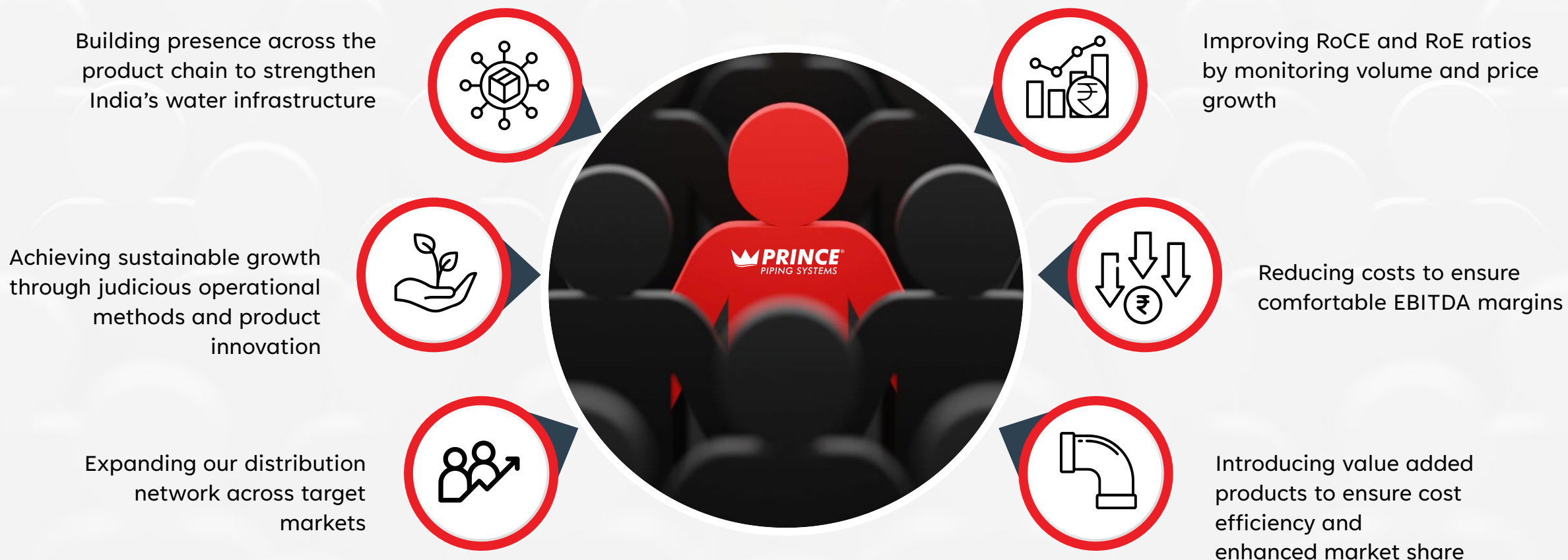
## Village Development Project

United Way of Mumbai, in collaboration with Prince Pipes, implemented a village development project at Jobner, Rajasthan and Sangareddy, Telangana aimed at improving water access, promoting sustainable farming, and enhancing school hygiene, while also supporting long-term livelihoods through the adoption of advanced agri-tech and sustainable practices.





Way Forward



Legacy Pipe manufacturer – core competency growing in piping business

Committed to transforming India's water infrastructure through innovation

Huge headroom for domestic growth – with Per Capita PVC Consumption lowest in India compared globally

Long term demand visibility led by Real Estate, Industrial Agriculture & infrastructure

Strong domain expertise of promoters along with execution prowess

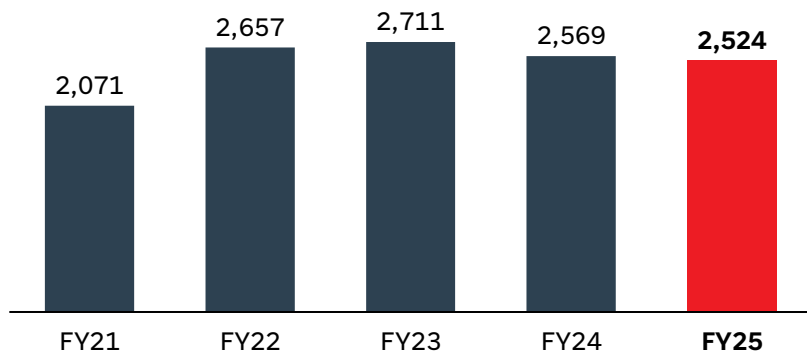




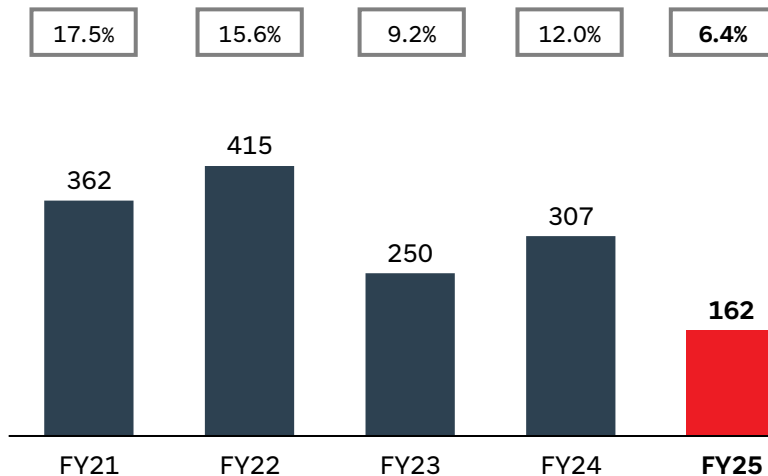
## Historical Financial Highlights

# Annual Financial Performance

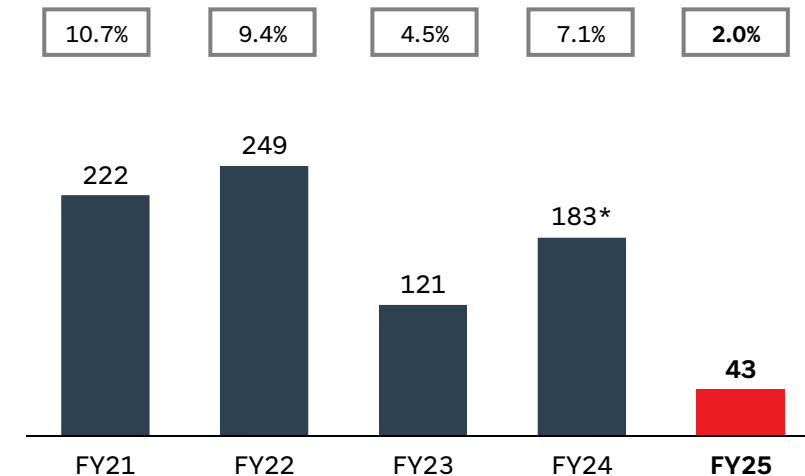
## Revenue from Operations



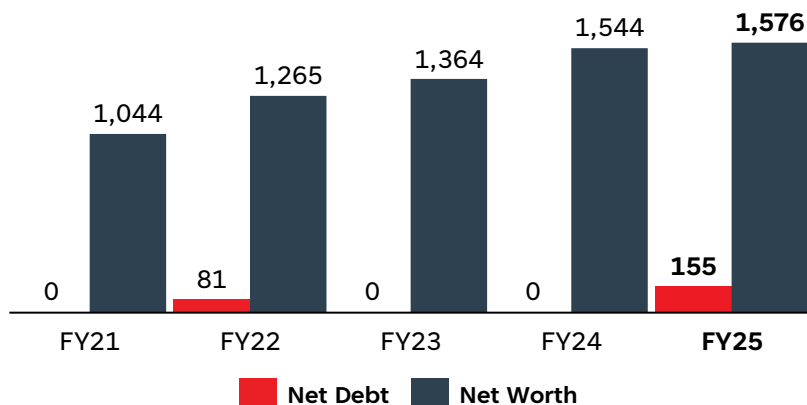
## EBITDA & EBITDA Margin (%)



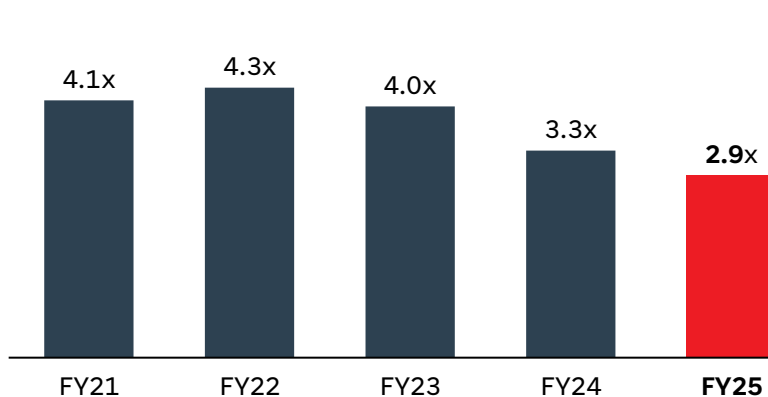
## PAT & PAT Margin (%)



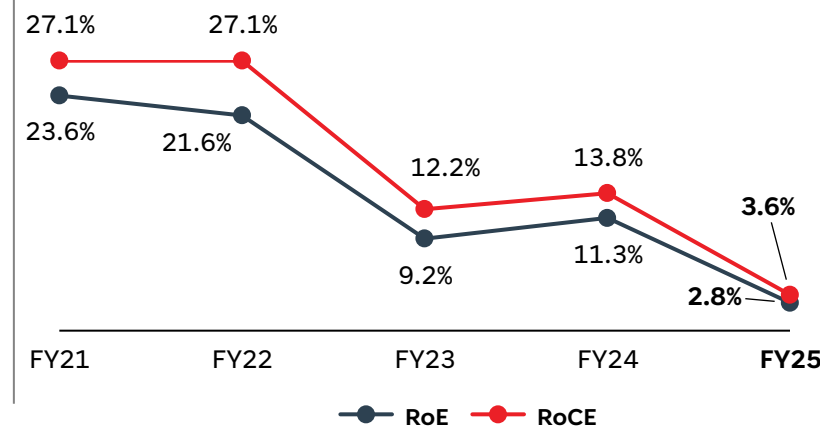
## Net Debt & Net Worth



## Net Fixed Assets Turnover Ratio (x)



## RoE (%) & RoCE (%)



For further information, please contact:

**COMPANY:**



**Prince Pipes And Fittings Ltd.**

CIN: L26932DN1987PLC005837

**Mr. Anand Gupta, Chief Financial Officer**

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**Thank You**

