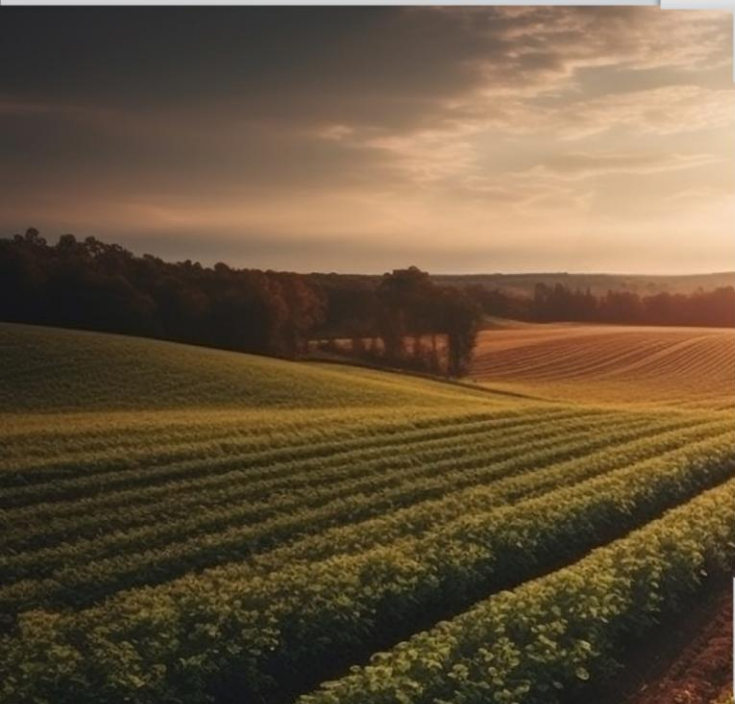




Prince Pipes and Fittings Ltd.

Investor Presentation | Q1 FY27

Piping progress across every corner of nation

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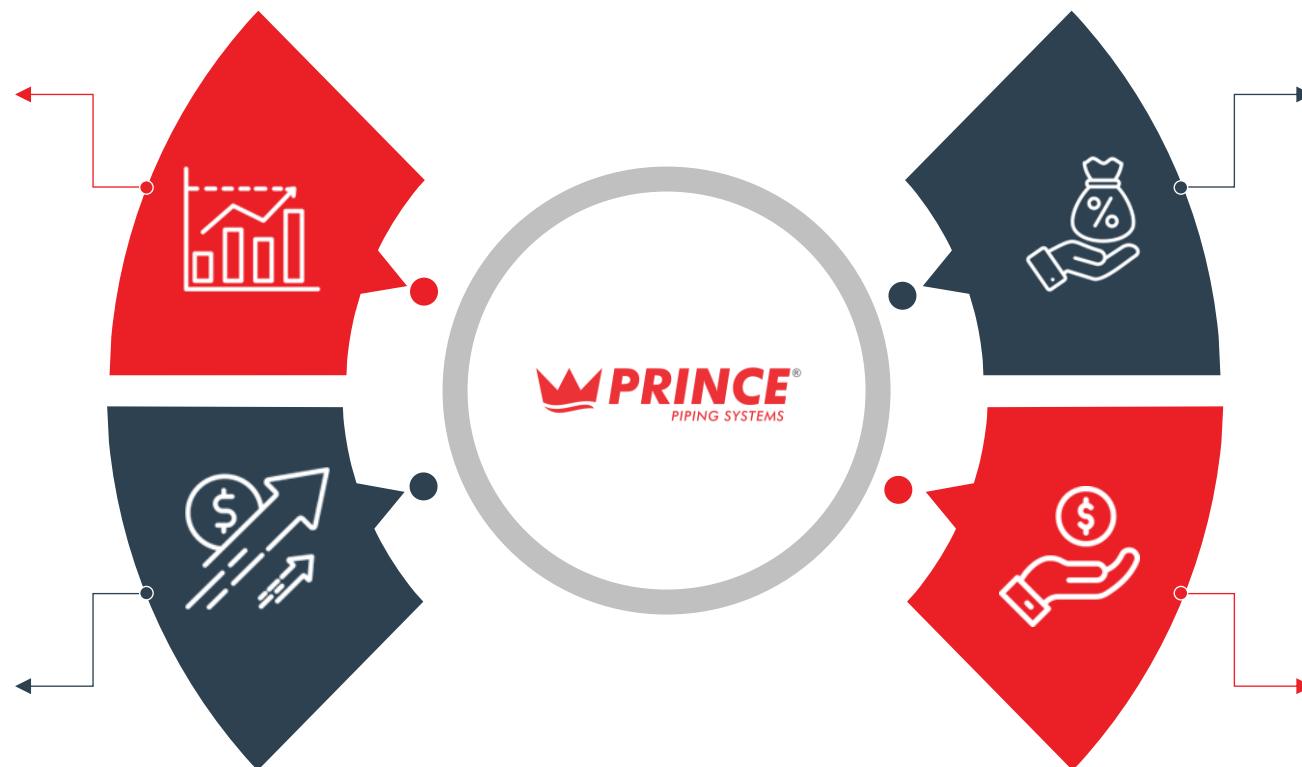
Q1 FY27 RESULT HIGHLIGHTS

SALES VOLUME

Sales Volume for Q1 FY27 stood at **40,729 MT**; de-grew by 7% YoY

REVENUE

Revenues for the quarter stood at **INR 609 Cr**; up by 5% YoY



EBITDA

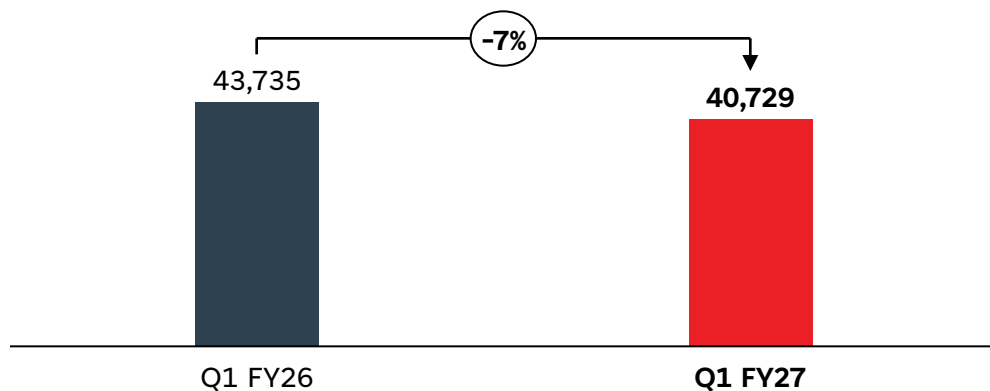
EBITDA for the quarter stood at **INR 77 Cr**; up by **93% YoY**. Margins at **13%**

PROFIT AFTER TAX

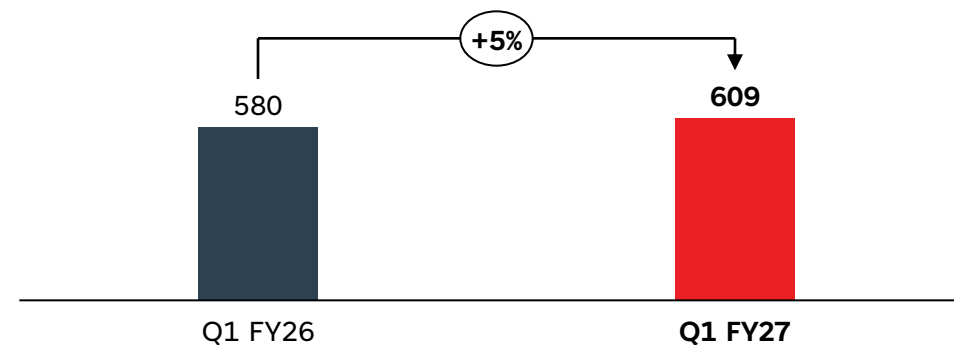
For Q1 FY27, PAT stood at **INR 34 Cr**; up by **580% YoY**. Margins at **6%**

Q1 FY27 Key performance metrics

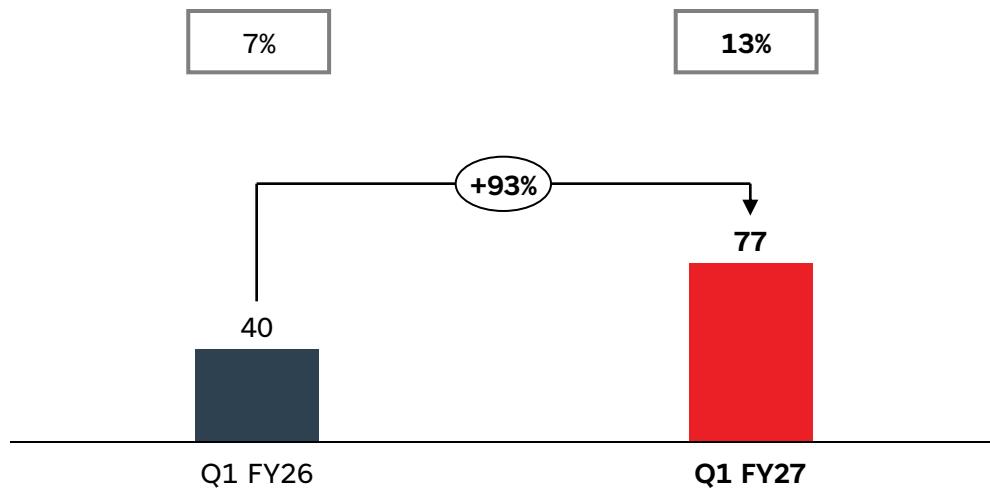
Sales Volume (in MT)



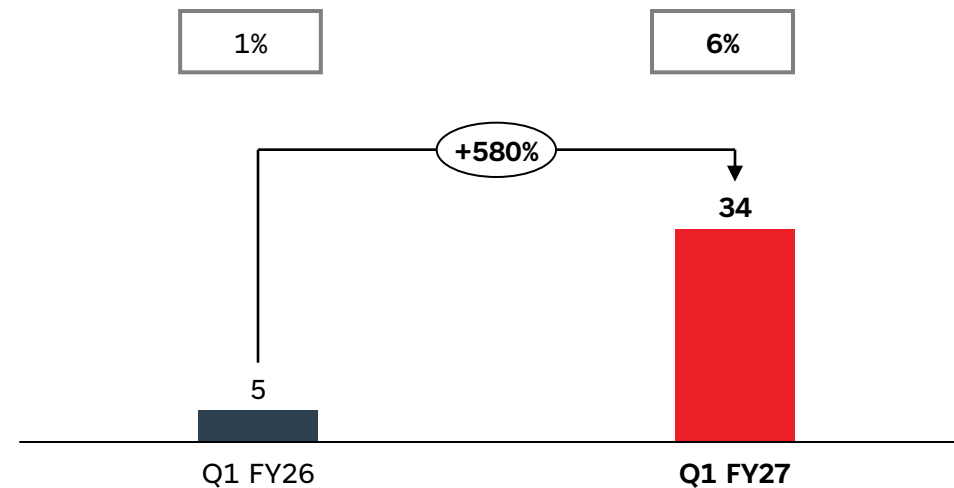
Revenue from Operations

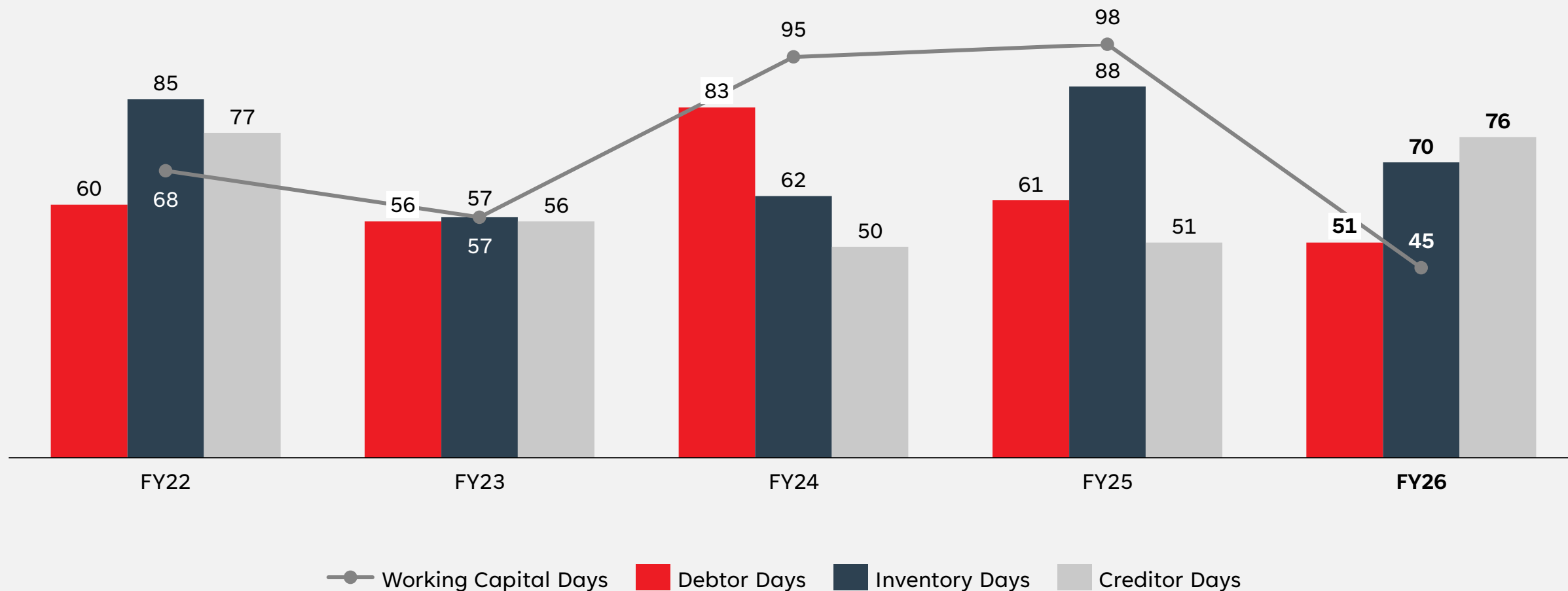


EBITDA & EBITDA Margin (%)



PAT & PAT Margin (%)





Profit & loss statement

Particulars (INR Cr.)	Q1 FY27	Q1 FY26	YoY%	Q4 FY26	QoQ%	FY26
Revenue from Operations	609	580	5%	850	-28%	2,598
Raw Material Consumed	403	432		605		1,894
Gross Profit	206	148		245		704
Gross Profit Margin %	34%	26%		29%		27%
Employee Expenses	51	41		51		184
Other Expenses	78	67		84		288
EBITDA	77	40	93%	110	-30%	232
EBITDA Margin %	13%	7%		13%		9%
Other Income	4	2		4		11
Depreciation	35	31		34		131
EBIT	46	11	318%	80	-43%	112
EBIT Margin %	8%	2%		9%		4%
Finance Cost	3	5		4		10
Profit before Tax	43	6	617%	76	-43%	102
PBT Margin %	7%	1%		9%		4%
Tax Expense	9	1		20		27
Profit after Tax (before exceptional item)	34	5	580%	56	-39%	75
PAT Margin %	6%	1%		7%		3%
Exceptional Item	0	0		0		2
Profit after Tax (after exceptional item)	34	5	580%	56	-39%	73*
PAT Margin %	6%	1%		7%		3%
EPS (before exceptional item)	3.05	0.44		5.07		6.80
EPS (after exceptional item)	3.05	0.44		5.07		6.62



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.
- Prince Pipes has an extensive pan-India distribution network of over 1,500 channel partners. With nine 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.

Prince Pipes – at a glance



1987

Incorporation



9

No. of Facilities



7

Warehouses



1,500+

Channel
Partners



CRISIL A+

Outlook:
NEGATIVE



2,372

Employees



INR 2,984 Cr

Market Cap
(August 04, 2026)



INR 73 Cr *

PAT
(For FY 2026)



4,35,222 MTPA

Total Installed
Capacity



AQUEL BY PRINCE

Bathware
Brand



**PRINCE &
TRUBORE**

Piping Product Brands



STOREFIT

Water Tank
Brand



Amongst **TOP 5 PROCESSORS**
in Piping Industry



More than **3 DECADES** of
Operations

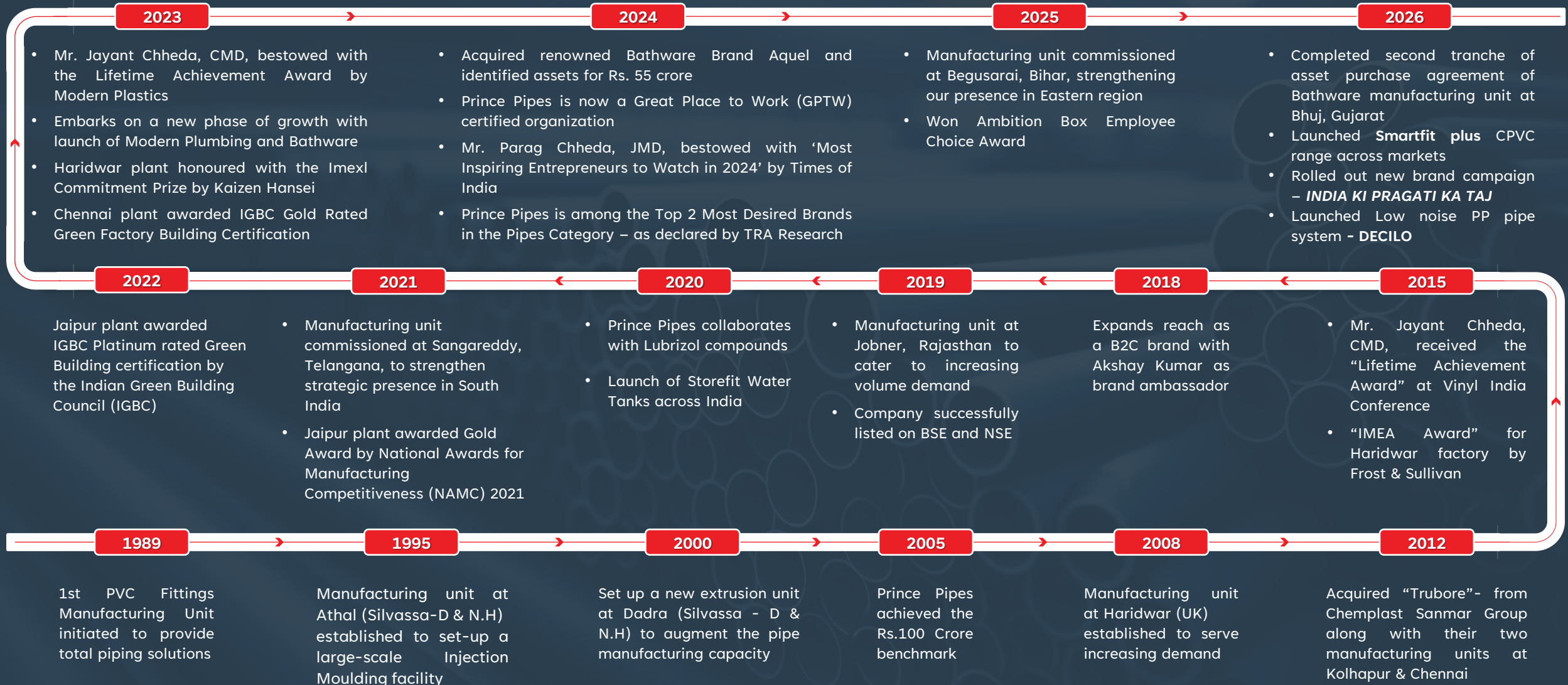


Strategic located
MANUFACTURING UNITS



Industry's Most
TRUSTED BRAND

Our growth journey so far



Key business segments



PIPING BUSINESS



MODERN PLUMBING SOLUTIONS

MODERN / PLUMBING

Bring Home world class plumbing solutions



WATER STORAGE

STOREFIT
Paani Ka Bank



BATHWARE

Aquel
By **PRINCE**

FAUCETS | SANITARYWARE SHOWERS | CISTERNS

Strategically located manufacturing units across the country

ATHAL (1995)



Installed Capacity **12,079** MTPA

DADRA (2000)



Installed Capacity **83,268** MTPA

HARIDWAR (2008)



Installed Capacity **95,474** MTPA

CHENNAI (2012)



Installed Capacity **49,874** MTPA

KOLHAPUR (2012)



Installed Capacity **21,780** MTPA

JAIPUR (2019)



Installed Capacity **51,063** MTPA

SANGAREDDY (2021)



Installed Capacity **56,304** MTPA

BEGUSARAI (2025)



Installed Capacity **65,380** MTPA

BHUJ (2026)



Product Manufactured



Pipes



Fittings

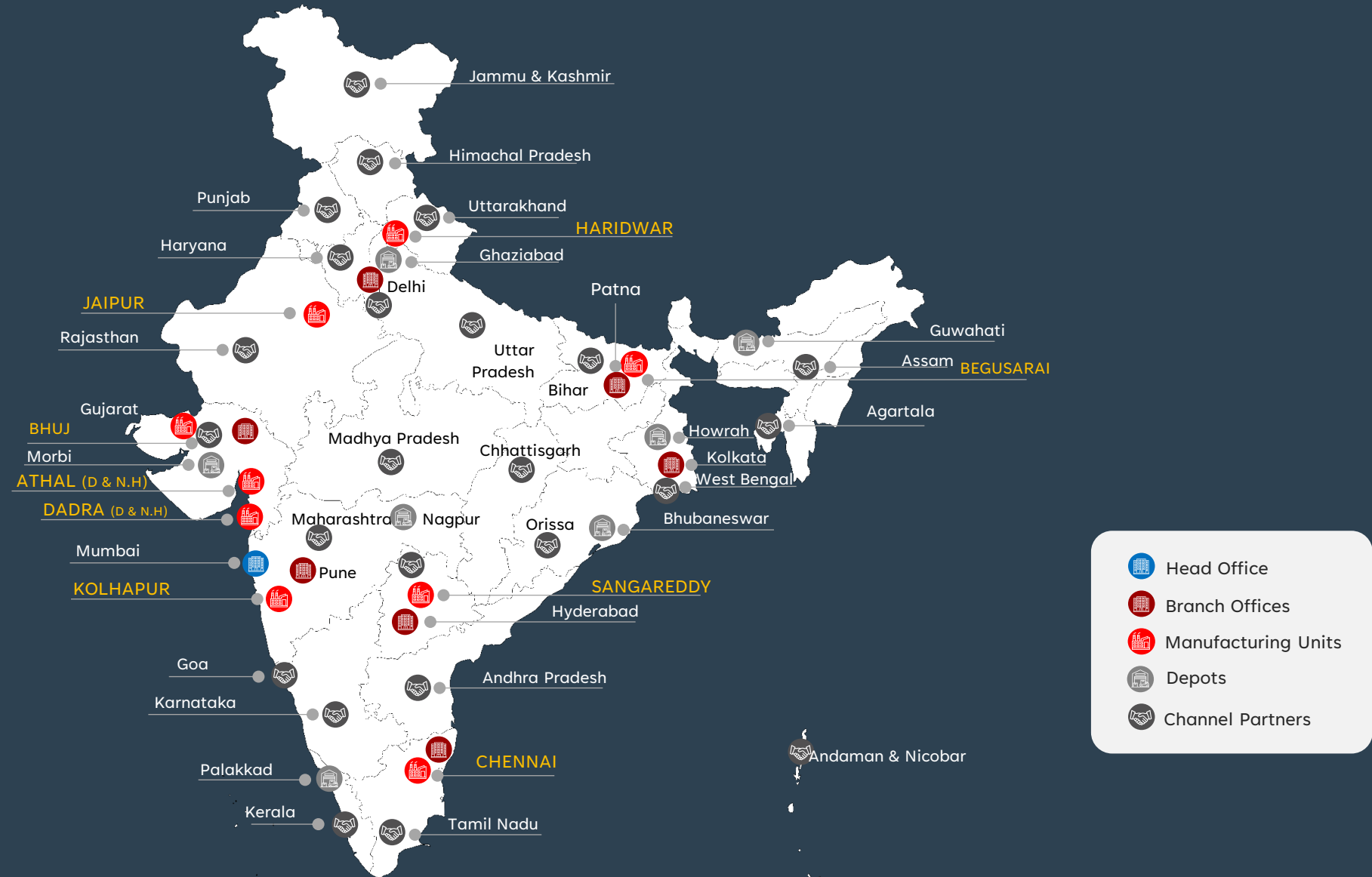


Tanks



Bathware

Growing distribution network



Experienced leadership



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

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

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

Awarded Ambition Box Employee Choice Award





PRODUCT PORTFOLIO

PLUMBING & INDUSTRIAL SYSTEMS



SMARTFIT PLUS
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



Low noise Polypropylene Pipe system - DECILO



AERATOR
FOR HIGH-RISE BUILDINGS



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

Aquel
By **PRINCE**

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

Acquisition presents strong synergies and advantages:

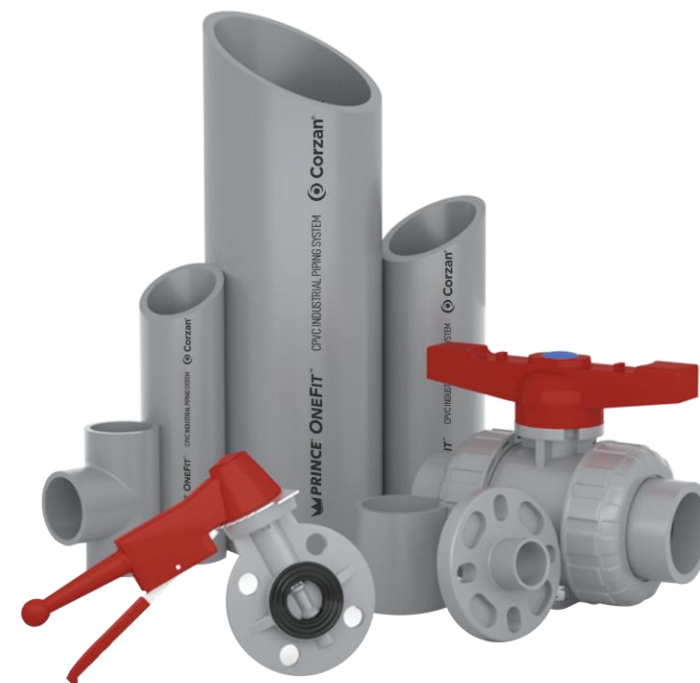
Direct access to an iconic brand along with state-of-the-art facility

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

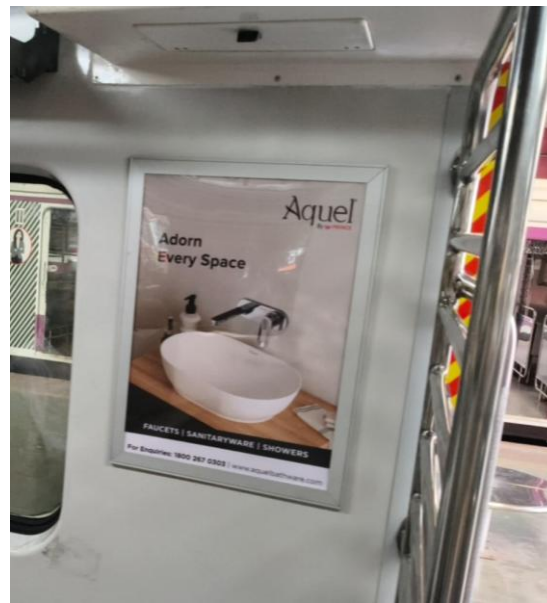
Presents opportunity to build greater depth for Prince's bathware segment and leverage Aquel's iconic brand equity





BRANDING INITIATIVES

Mumbai AC local train branding



Branding activity across key bus routes - Madhya Pradesh

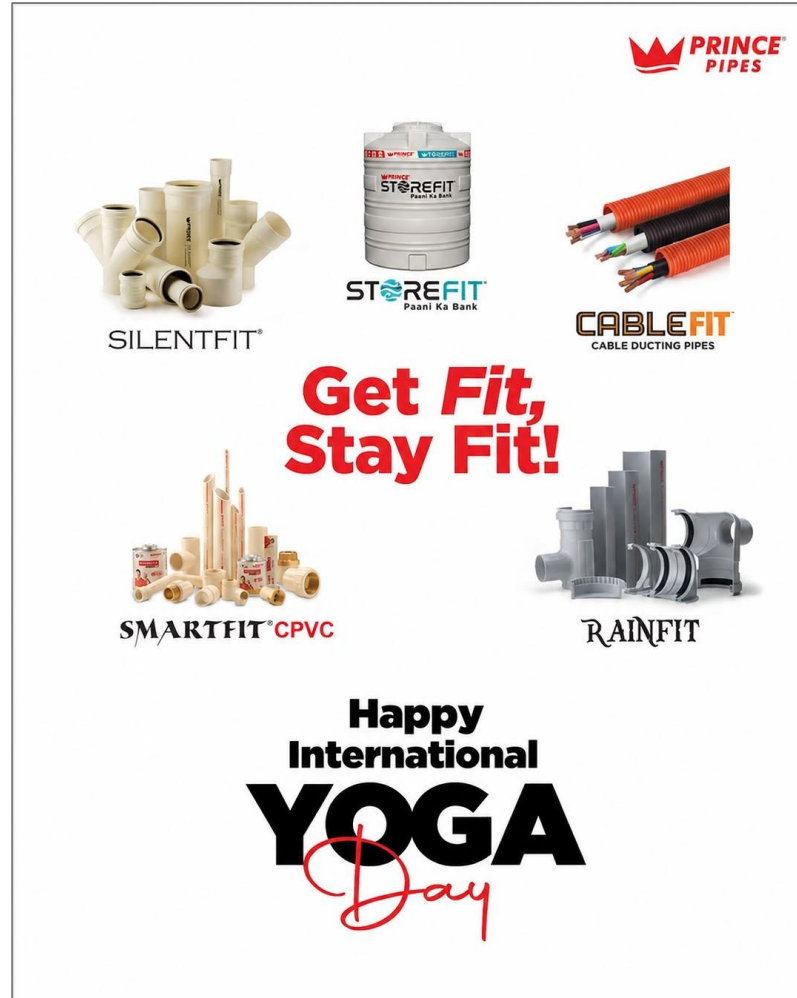


RAJASTHAN



GUJARAT





Participation at exhibition – Plumbex, Bengaluru 2026





POISED FOR FUTURE GROWTH

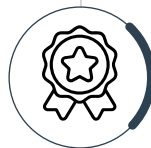
BUILDING PRESENCE ACROSS THE PRODUCT CHAIN TO STRENGTHEN INDIA'S WATER INFRASTRUCTURE

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

PREMIUMISATION - 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 state-of-the-art manufacturing facilities

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

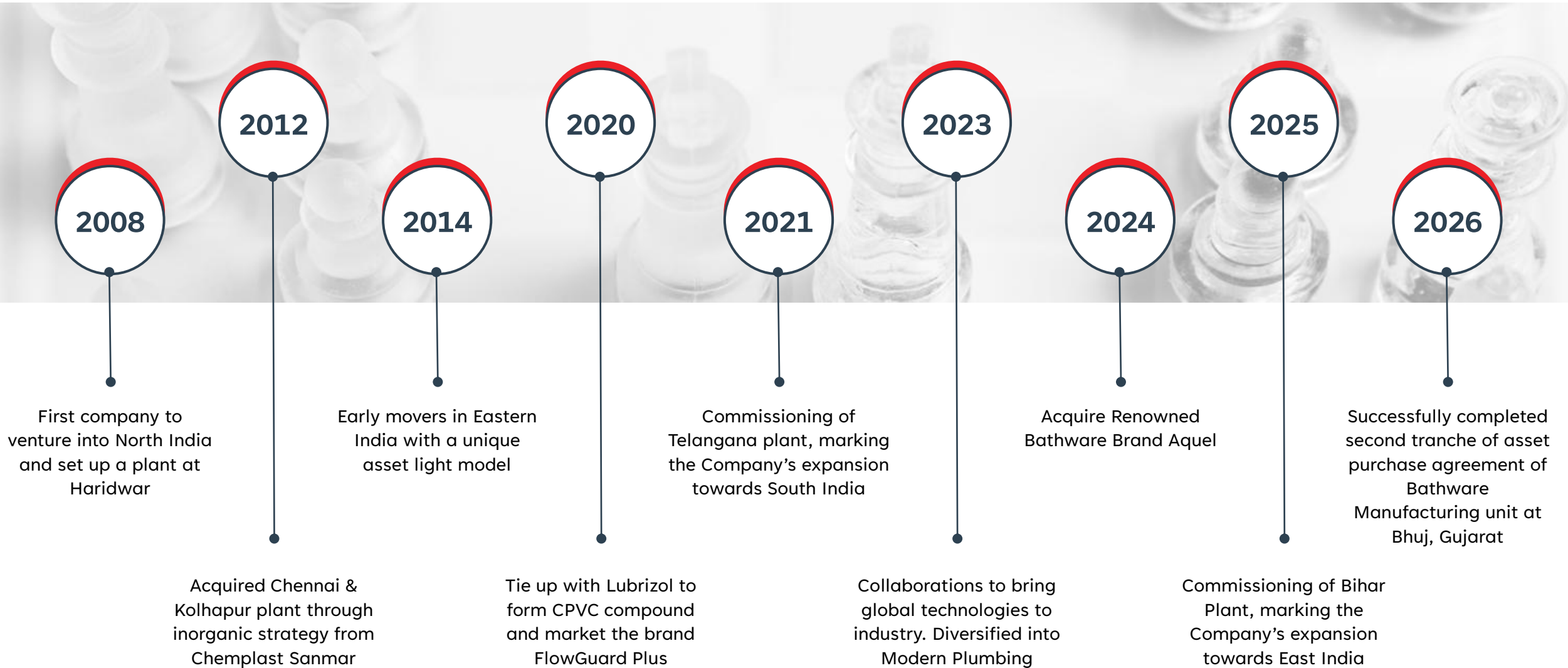


- Delivery of growth, which is consistent, competitive, profitable and responsible
- Overarching goal remain: Achieve cost reductions by continuously optimizing our production processes and organizational structures

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



Focus on triple bottom line

TRIPLE BOTTOM-LINE GOALS



Environmental

Financial



Social



**GREEN ENERGY
UP TO Q1 FY27**

10,96,764
Tree Seedlings
Grown for a Decade

33,420 MT
Coal Burned

Reduce Green-house gas emissions over the past years

42.80%

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

1,73,090

MT Carbon Footprint
saved since FY-17

98,726

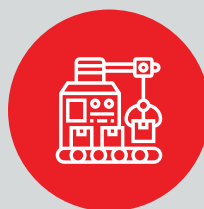
MWH of Green Energy used
since FY-20

~ 24%

Total energy requirement
fulfilling through Renewable
Energy sources for Q1 FY27



Embracing Green Energy
across Factories



To improve Equipment Efficiency
& Machine Output



Energy Audit conducted
through 3rd party to Curb
Energy Leakages

Water Access and Augmentation

Prince Pipes and Fittings Ltd., in partnership with Ambuja Foundation, continued its Water Access & Augmentation Project in Rajasthan, creating over 56,000 m³ of water storage capacity and benefiting 3,194 people directly and nearly 40,000 indirectly through water conservation, efficient irrigation, and community-led sustainability initiatives, contributing to SDG 6 (Clean water & sanitation), SDG 13 (Climate Action) and SDG 15 (Life on Land)



Education & Women Empowerment



Prince Pipes and Fittings Ltd., in partnership with Mahita Organisation, continued the "Improving the Quality of Life" initiative in Sangareddy, Telangana, supporting girls' education, student development, and sustainable livelihoods through scholarships, career guidance, farmer training, and women entrepreneurship programmes, contributing to SDG 4 (Quality Education), SDG 5 (Gender Equality) and SDG 8 (Decent work & Economic growth)

Healthcare & Community Wellbeing

Prince Pipes and Fittings Ltd., in partnership with Empower Foundation, implemented the Swasthya Sathi Programme in Begusarai, Bihar, reaching 5,100+ individuals through 57 health camps and facilitating 1,918 tele-consultations. The initiative also supported 500 beneficiaries in accessing government health insurance schemes and strengthened community health awareness and frontline healthcare capacity, contributing to SDG 3 (Good Health & Well-being)



Integrated Community Development

Prince Pipes and Fittings Ltd., in partnership with Ambuja Foundation, launched an Integrated Community Development Programme in Haridwar, Uttarakhand, planting 200 saplings, deploying 3 e-loaders for waste management, installing 100 streetlights, and developing a Smart School with improved learning and drinking water facilities. The initiative also promoted community well-being through health and hygiene awareness programmes, contributing to SDG 3 (Good Health & Well-being), SDG 4 (Quality Education), SDG 11 (Sustainable Cities & Communities) and SDG 13 (Climate Action)

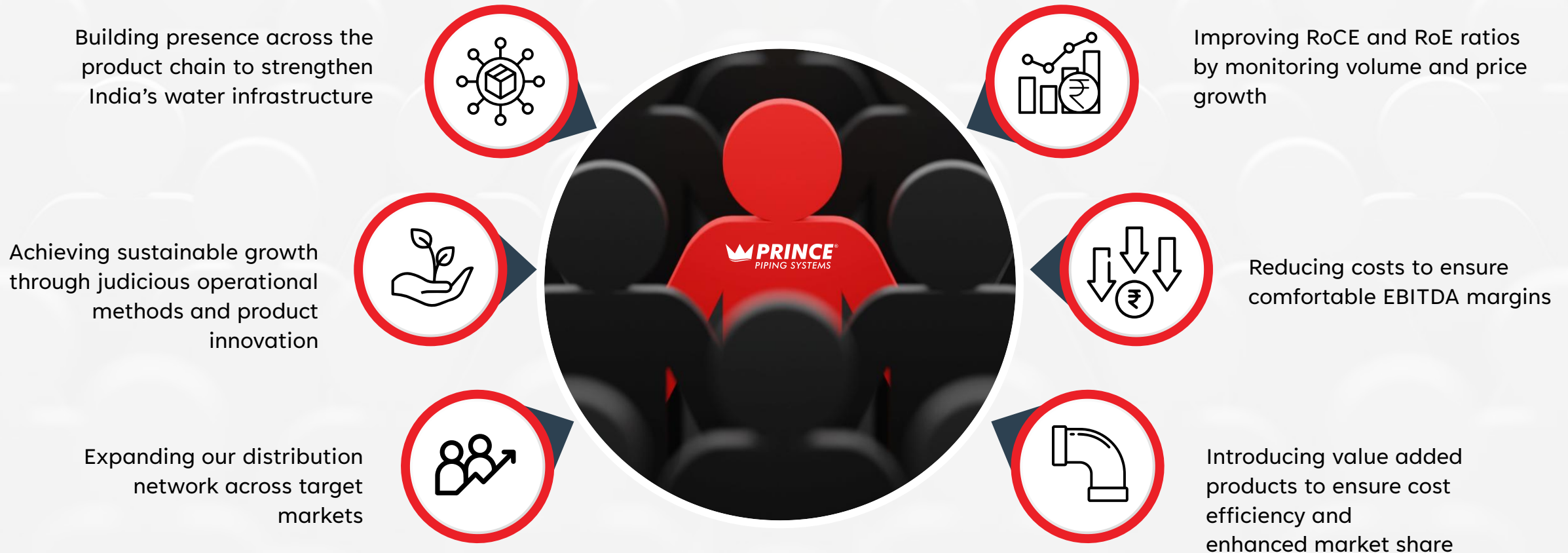


Founding Literacy & School Transformation

Prince Pipes and Fittings Ltd., in partnership with Learning Link Foundation, launched the Gyan Shakti Whole School Transformation Programme in Begusarai, Bihar, benefiting around 2,250 students and 45 teachers across 9 government schools. The initiative focused on strengthening foundational literacy and numeracy through teacher training, learning resources, child-centric teaching methods, and improved learning environments, contributing to SDG 4 (Quality Education)



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



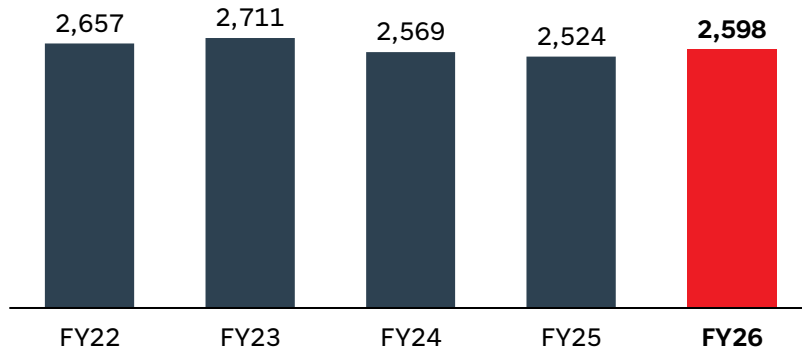


HISTORICAL FINANCIAL HIGHLIGHTS

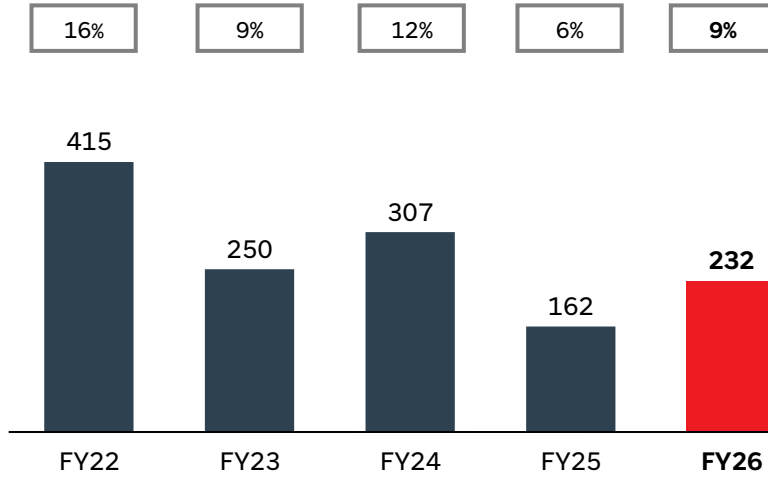
Key financial performance in charts

all figures in INR Cr.

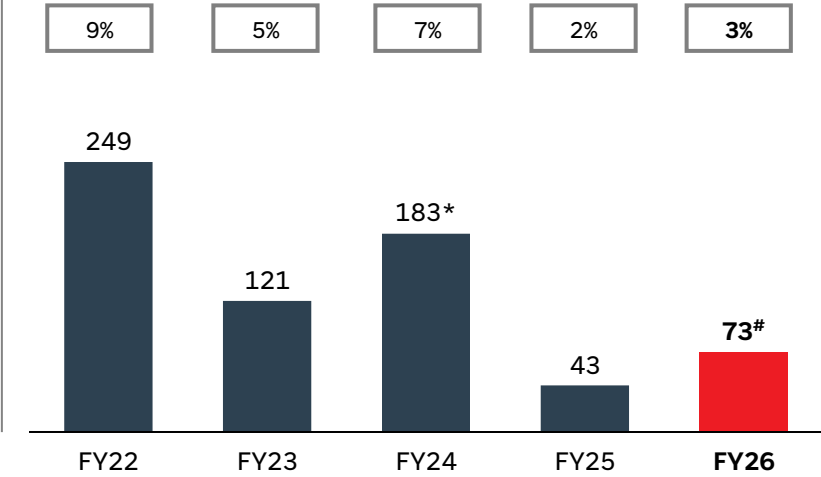
Revenue from Operations



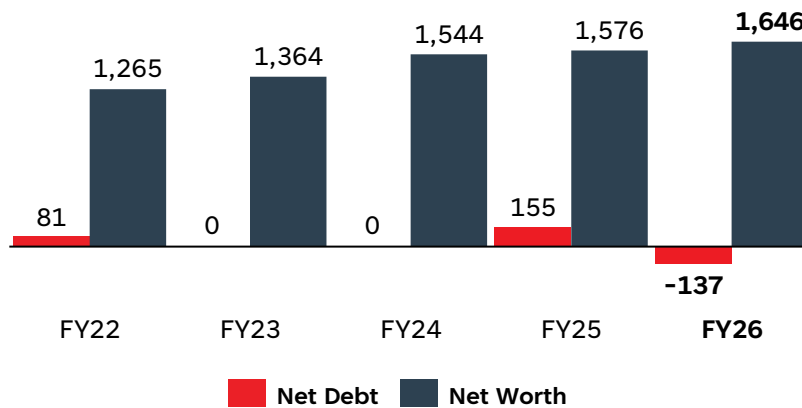
EBITDA & EBITDA Margin (%)



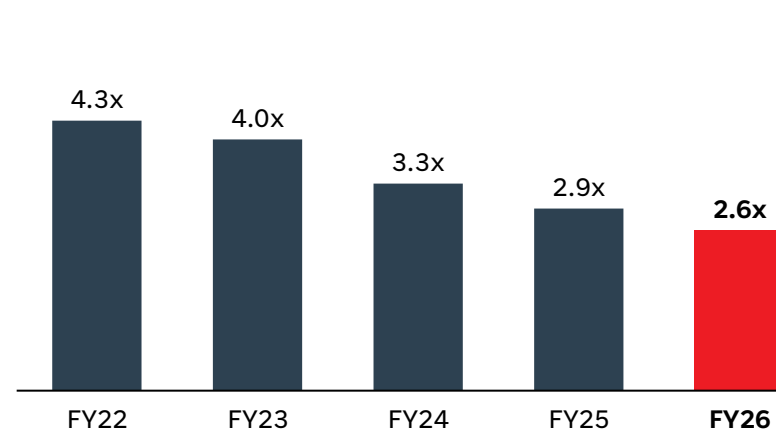
PAT & PAT Margin (%)



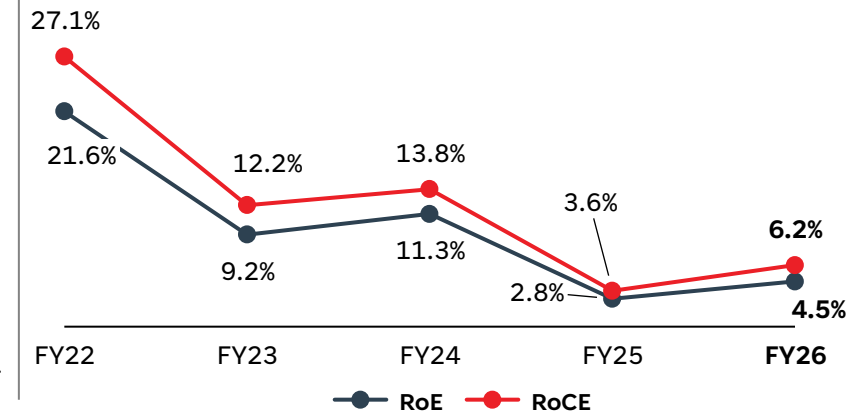
Net Debt & Net Worth



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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For Meeting request - [Click here](#)

Thank You

