

Prince Pipes and Fittings Limited



INVESTOR PRESENTATION

Q2&H1 FY22

This information may contain certain forward-looking statements/details in the current scenario, which is extremely dynamic and increasingly fraught with risks and uncertainties. Actual results, performances, achievements or sequence of events may be materially different from the views expressed herein. Investors/shareholders/public are hence cautioned not to place undue reliance on these statements/details, and are advised to conduct their own investigation and analysis of the information contained or referred to in this section before taking any action with regard to their own specific objectives. Further, the discussion following here in reflects the perceptions on major issues as on date and the opinions expressed here are subject to change without notice. The Company undertakes no obligation to publicly update or revise any of the opinions or forward-looking statements expressed in this section, consequent to new information, future events or otherwise.

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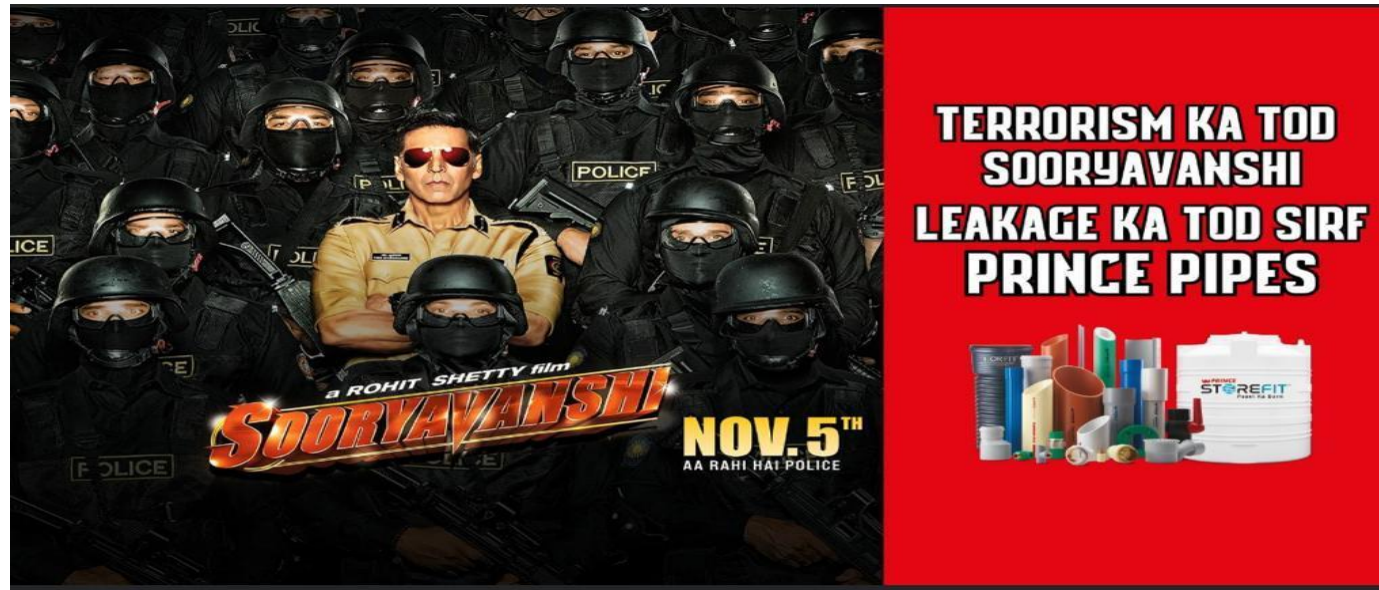
- **For Q2FY22**, revenue at ₹ **761 crore** compared to ₹ 459 crore in Q2FY21, **grew by 66%**
 - Led by plumbing and SWR portfolios which delivered a healthy performance
- **For H1FY22**, revenue at ₹ **1,092 crore** compared to ₹ 761 crore in H1FY21, **grew by 43%**
- Sales volume increased by 22% at **42,845 MT** in Q2FY22 as compared to 35,142 MT in Q2FY21
- Sales volume increased by 2% at **61,312 MT** in H1FY22 as compared to 60,132 MT in H1FY21
- **For Q2FY22**, EBITDA at ₹ **123 crore** compared to ₹ 80 crore in Q2FY21, **grew by 53%**
- EBITDA margin for **Q2FY22** at **16.1%** compared to 17.5% in Q2FY21
- **For Q2FY22**, PAT at ₹ **76 crore** compared to ₹ 47 crore in Q2FY21, **grew by 62%**
- Inventory days - 86, Debtor days - 48, Creditor days – 64
- Company continues to remain **long term debt free** during the quarter
- The Board of the Directors of the Company at its meeting held on 2nd November, 2021 have recommended a dividend of ₹ 1.5/- per share of face value of ₹ 10/- each for the half year ended 30th September, 2021

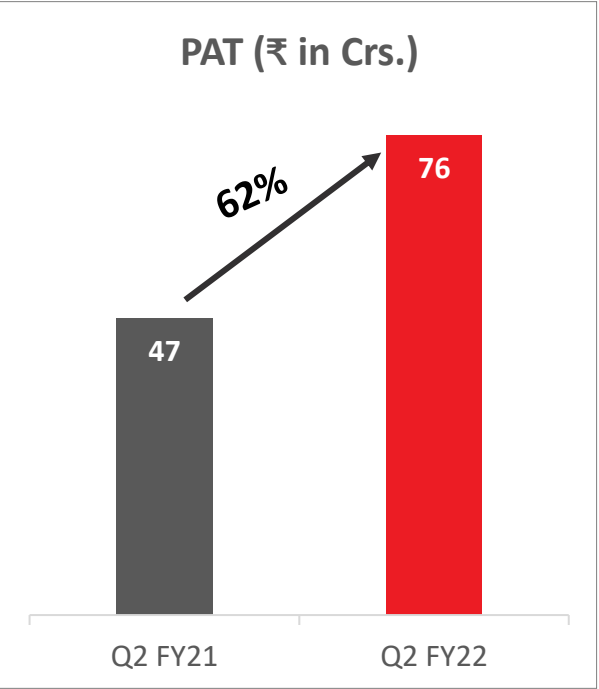
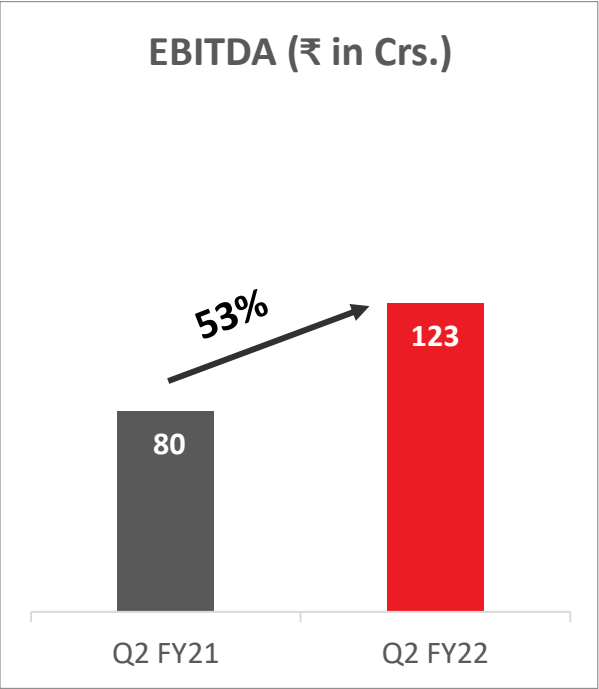
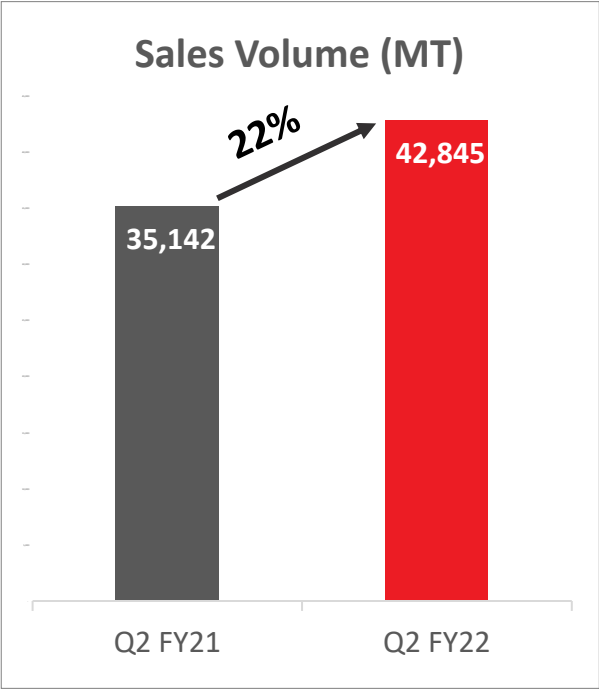
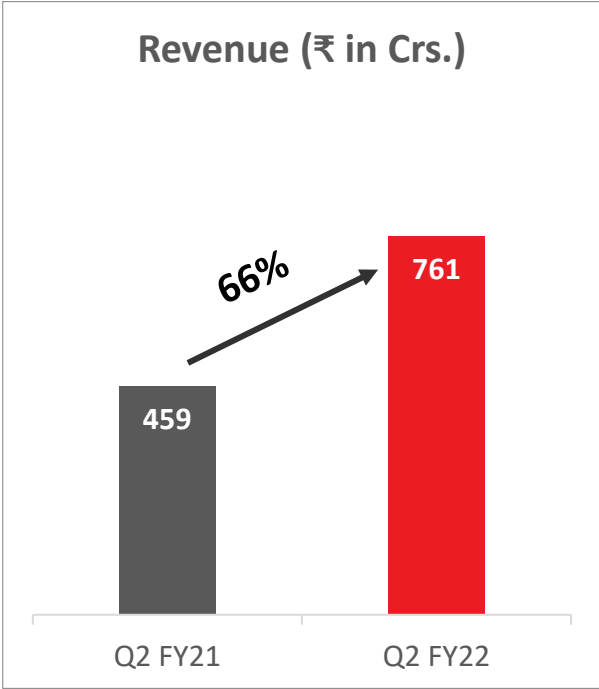
- **Focus on extending PRINCE brand and product awareness while making a powerful impact on our communities:**
 - Distribution of STOREFIT water tanks of 500 litres capacity, to villages along L.O.C. Kashmir with the assistance of the **Indian Army** – aimed at bringing ease of living, better health and improve the quality of life of rural India
 - Conducted Vaccination Drive for first & second doses, in Mythri Hospital, Hyderabad, to secure health of all dealers, distributors of Prince Pipes and plumbers in Hyderabad
 - Distribution of food grains and groceries to devotees in Rath Yatra, Odisha
- **Focus on ESG aligned development:** Sustained focus on purpose-led business growth spanning some key initiatives as below:
 - Environment conservation through carbon reduction, energy consumption, water & waste management
 - We have phased out lead-based chemicals and Ozone depleting substances in existing equipment
 - Maintaining Environmental Aspect Impact register to monitor wastage
 - Aim to reduce carbon footprint by 10% every year
 - Renewable energy has become a priority in our environmental strategy and proud to be funded by Global Environment Fund (GEF) South Asia Growth Fund II Holdings
 - Our water Utilization Ration (WUR) has reduced by 14.3%. Developed several alternative methods of manufacturing that would consume less water
 - Driving the circular economy — a system in which nothing is wasted - storing products in use for as long as possible, extracting maximum value from products. Approximately 99% of waste generated is recycled in-house at all our manufacturing units while other plastics are sold to third-party for recycling

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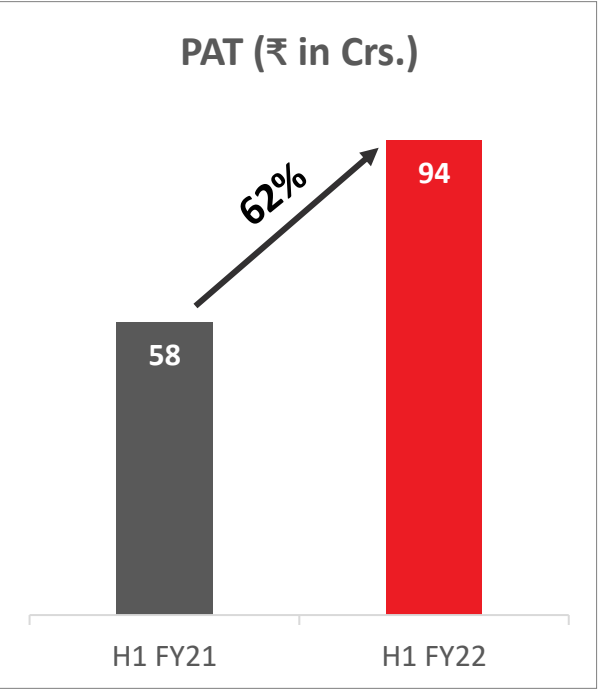
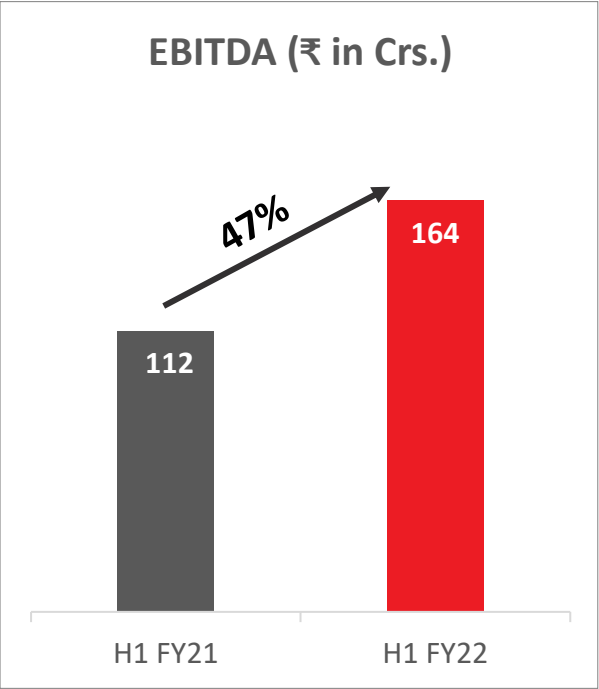
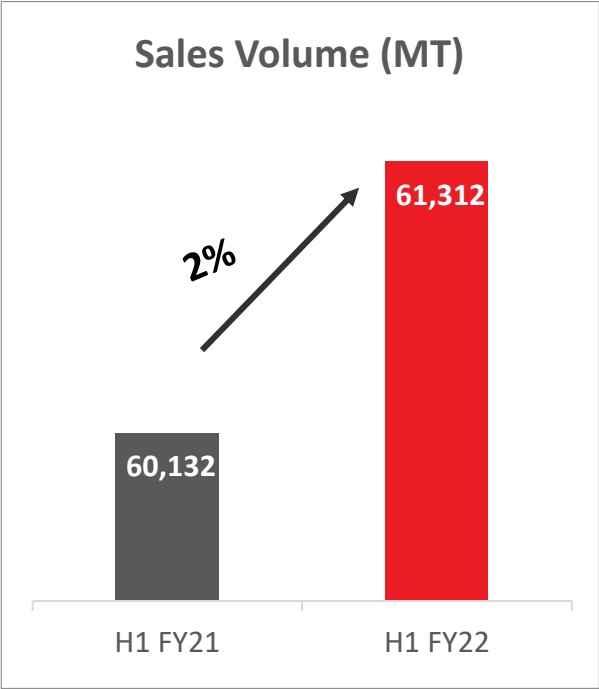
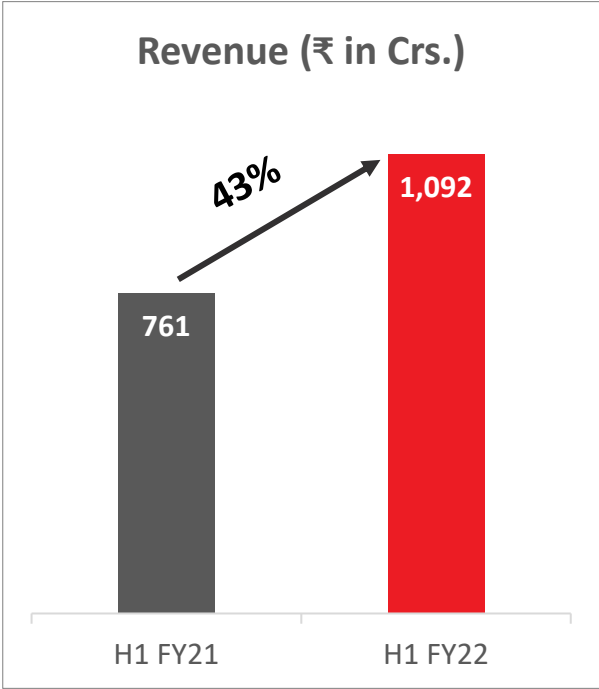
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- **Jaipur manufacturing facility has been awarded GOLD medal** in the 8th edition of National Awards for Manufacturing Competitiveness (NAMC) 2021, organized by International Research Institute for Manufacturing, in strategic association with Moneycontrol. The jury audited several core attributes of Leadership, Expertise, Quality and Excellence.
 - The program recognizes manufacturing organizations that have excelled in business through implementation of a strong competitive strategy and coherence to its growth plan to become **world-class**.
- **Brand Building Activities:** Sponsored the much-awaited blockbuster Sooryavanshi, through a co-branding association, starring the brand ambassador of Prince Pipes, Akshay Kumar – to leverage film's popularity to build strong mass connect with plumbers and retailers across India.





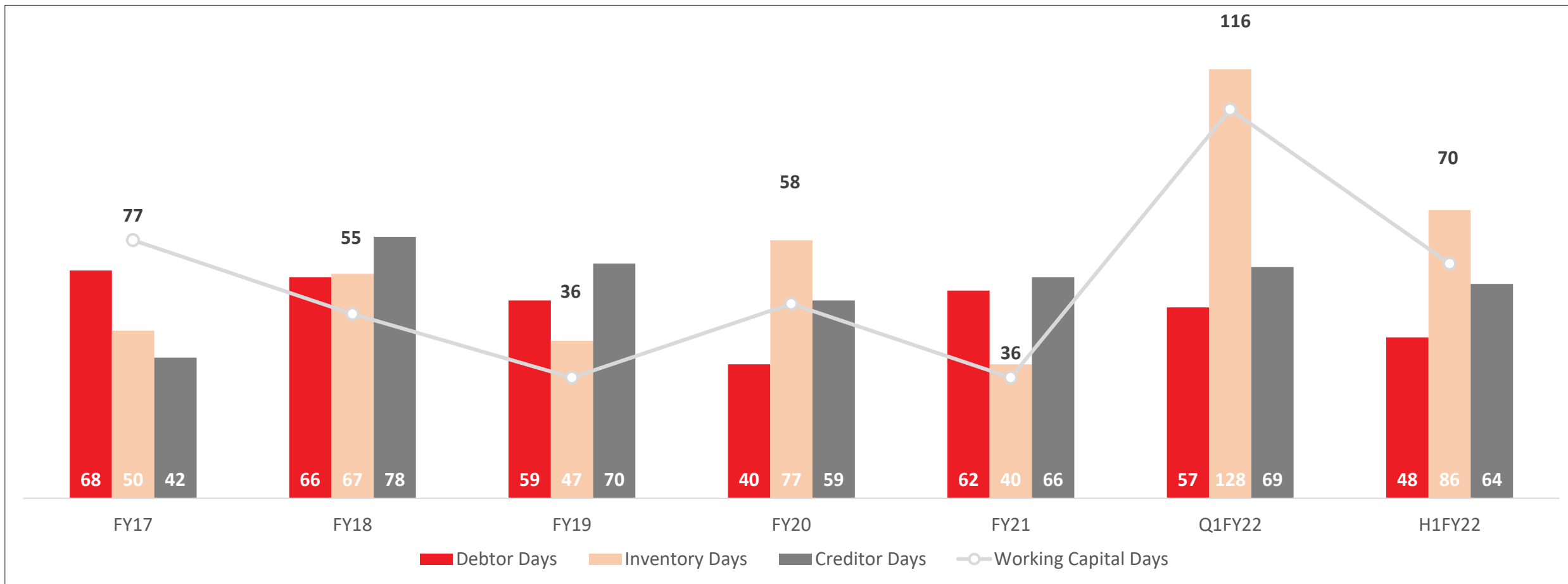
FINANCIAL PERFORMANCE FOR H1 FY2022

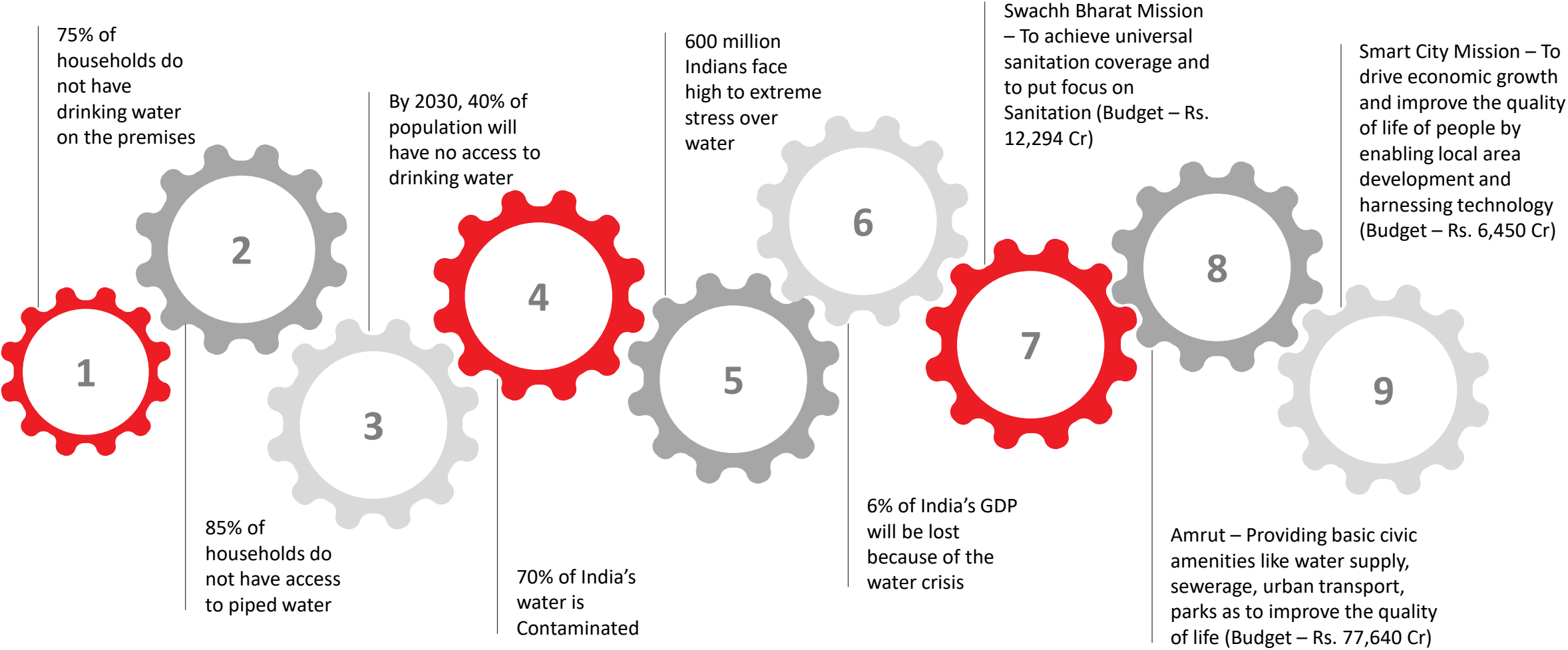


PROFIT & LOSS STATEMENT AS ON 30TH SEPTEMBER, 2021

₹ in Crore						
Particulars	Q2FY22	Q2FY21	Y-o-Y (%)	H1FY22	H1FY21	Y-o-Y (%)
Total Sales	761	459	66%	1,092	761	43%
Raw Material Consumed	548	307	79%	780	526	48%
Employee benefit expenses	28	23	22%	49	45	9%
Other Expenses	62	49	27%	99	78	27%
EBITDA	123	80	53%	164	112	47%
EBITDA Margin (%)	16.1%	17.5%	(140) bps	15.0%	14.7%	30 Bps
Depreciation	17	15	13%	33	29	14%
EBIT	106	65	63%	131	83	58%
EBIT Margin (%)	13.9%	14.2%	(30) Bps	12.0%	10.9%	110 bps
Other Income	1	3	-67%	3	8	-63%
Finance Cost	3	5	-40%	6	12	-50%
PBT	104	63	65%	128	79	62%
PBT Margin (%)	13.6%	13.7%	(10) Bps	11.8%	10.4%	(140) Bps
Tax Expenses	28	16		35	21	
PAT	76	47	62%	94	58	62%
PAT Margin (%)	10.0%	10.2%	(20) Bps	8.6%	7.6%	100 bps
OCI	0.1	0.4		0.1	0.3	
Total Comprehensive Income	76	47		94	58	
EPS (in INR)	6.92	4.23		8.53	5.25	

WORKING CAPITAL CYCLE





Source: Union Budget Highlights 20-21, Industry Data

PLUMBING PIPE



- The Urban Swachh Bharat Mission 2.0, on the other hand, will be undertaken with a financial provision of Rs. 1,14,678 crores over 5 years from 2021-2026
- Jal Jeevan Mission (Urban) focuses on providing water supply to 4,378 ULBs with 2.6 crore household tap connections
- Sharp increase in budgetary allocation for Jal Jeevan Mission program and extended tax sops on affordable housing is viewed highly positive for companies with high exposure to plumbing pipe segment

INFRASTRUCTURE PIPE



- Ministry of Housing and Urban affairs has been allocated Rs. 54,581 crores
- Higher government budgetary allocation for urban development is expected to drive the plastic pipe demand used for the Infrastructure sector

AGRICULTURE PIPE



- Enhancement in the Agricultural Credit to Rs. 16.5 Lakh crores in FY22
- A Micro Irrigation Fund with a corpus of Rs. 5,000 crores has been created under the NABARD scheme
- Given the government continued focus to improve farm income and high budgetary allocation for the agriculture sector, we believe that this segment can witness improved demand in FY22

Source: Union Budget Highlights 21-22

Prince Pipes and Fittings Limited is an Indian manufacturer of polymer pipes and fittings for plumbing, irrigation and sewage disposal.

It ranks amongst the top 5 companies in the piping industry thanks to its massive production capacity and a wide distribution network. PPFL is considered the Industry’s Most Trusted Brand and has the Largest Range of SKUs.

Having operated for more than three decades, the company has numerous manufacturing units located strategically across the country. It is promoted by the Chedda family and is recognised for its extensive range of products and their pristine quality.



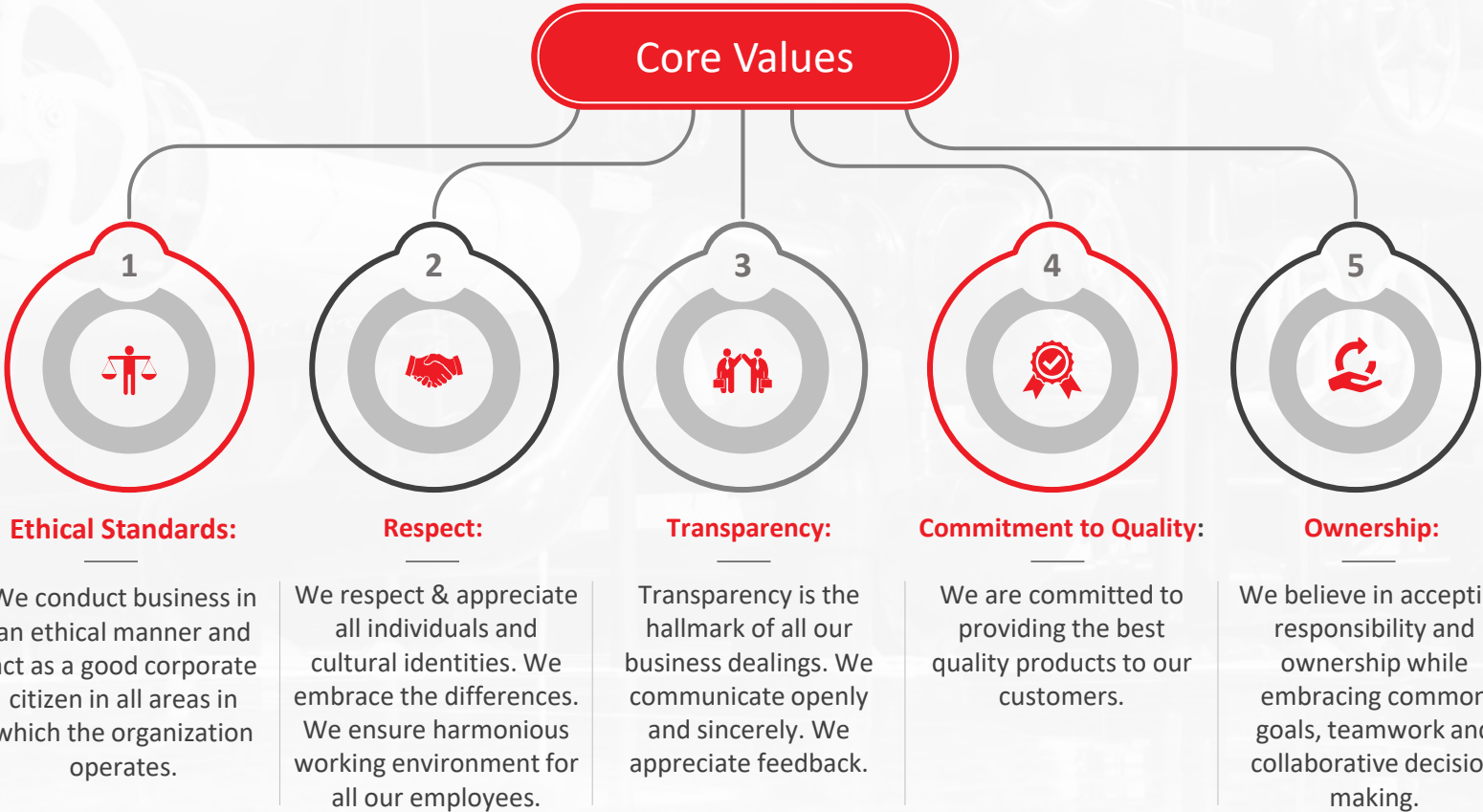
Vision







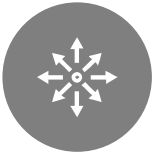





To be an acknowledged leader in Indian plastic piping industry by exceeding customers expectations and maximizing bottom line for all our stake holders.



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.



	1987 Incorporation		7 No. of Facilities		8 Warehouses		7,200+ SKUs
	~1,500+ Channel Partners		CRISIL A Outlook: POSITIVE		Long term Debt free		1,706 Employees
	7,622 Cr Market Cap (For September 30 th 2021)		222 Cr PAT (For FY 2021)		~2,91,704 MTPA Total installed Capacity		Prince and Trubore Product Brands



Amongst Top 5 Processor in Piping Industry

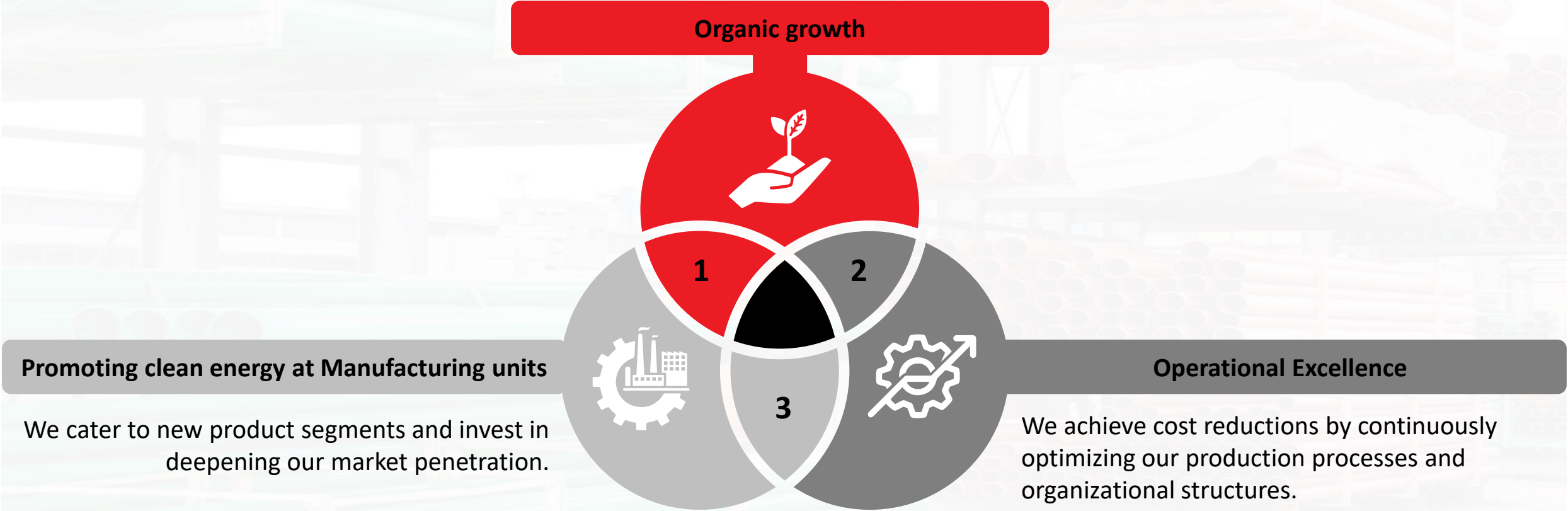
More than 3 decades of Operations

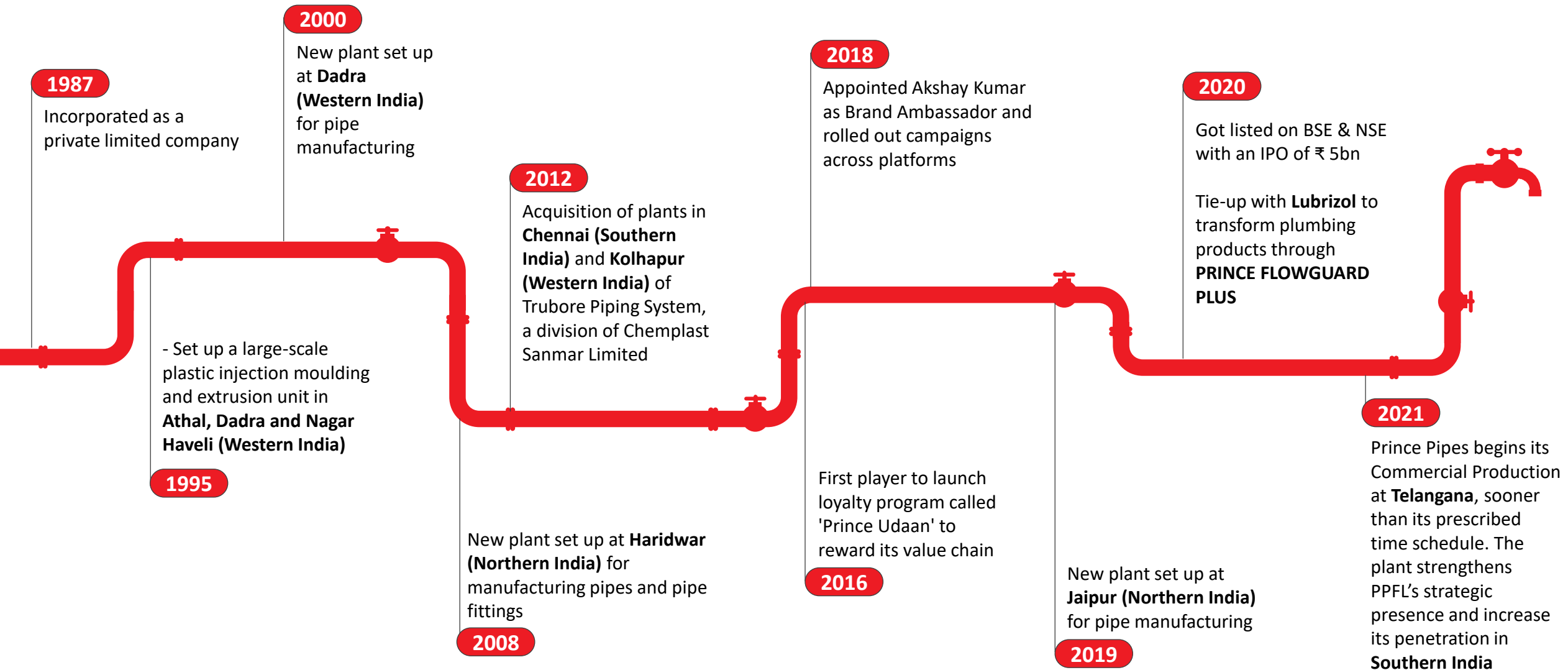
Strategic located Manufacturing units

Industry's Most Trusted Brand



We generate organic growth by focusing on innovation, market proximity, digitalization and our industrial potential.





OUR MANUFACTURING CAPABILITIES

Athal 1995  Installed Capacity 11,110 MTPA Product FITTINGS	Dadra 2000  Installed Capacity 62,446 MTPA Product PIPES	Haridwar 2008  Installed Capacity 89,163 MTPA Product PIPES & FITTINGS	Chennai 2012  Installed Capacity 56,009 MTPA Product PIPES
Kolhapur 2012  Installed Capacity 18,317 MTPA Product PIPES	Jaipur 2019  Installed Capacity 28,166 MTPA Product PIPES	Telangana 2021  Upcoming Installed Capacity ~50,000* MTPA Product PIPES & FITTINGS	

*Phase wise capacity expansion over the next 2-3 years

STRATEGIC DISTRIBUTION - EXPANDING FOOTPRINTS

NORTH

First mover in 2008 with Haridwar plant

To scale brand equity in North

WEST

3 Plants across different states to capture rapid urbanization for efficient supply & Service

SOUTH

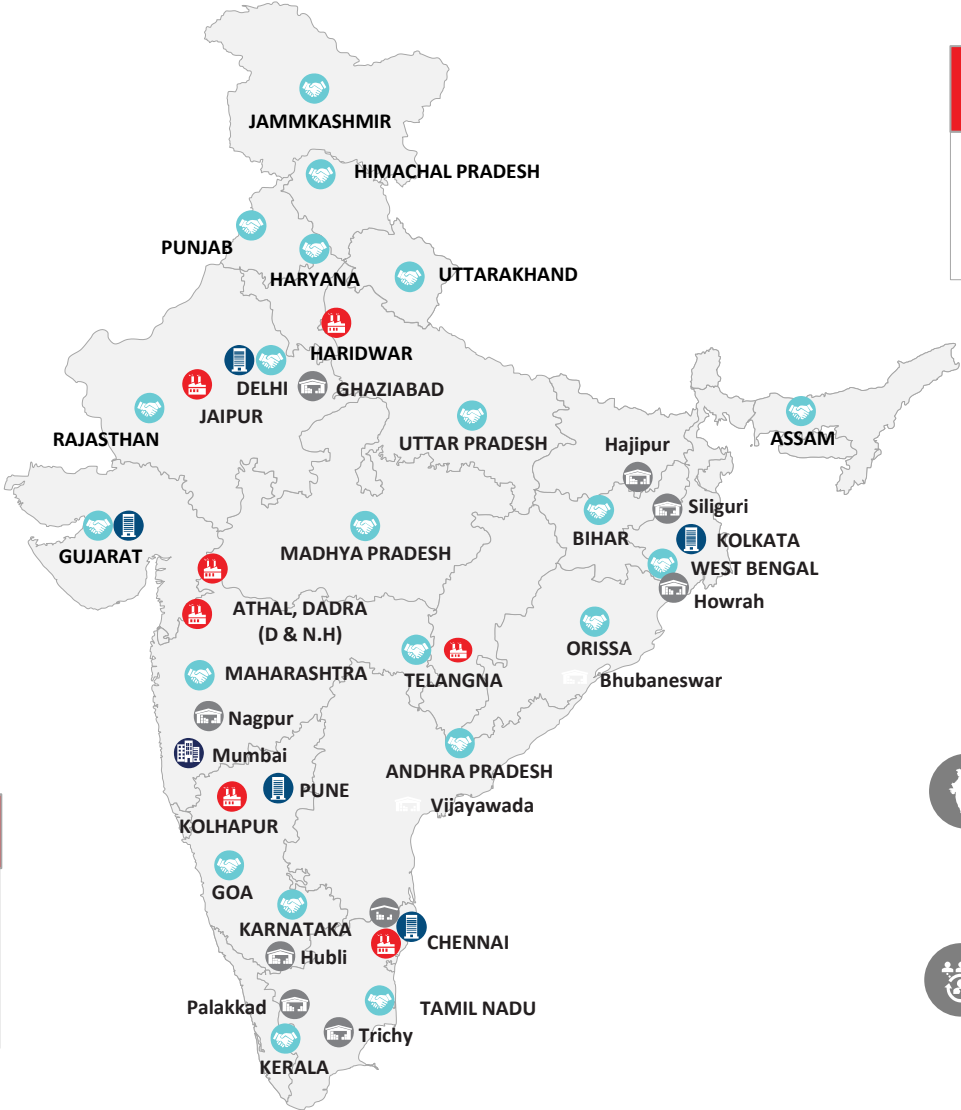
Acquired Chennai plant and Trubore brand

Setting up of an integrated plant in Telangana

EAST

Next frontier of growth

Asset light model through outsourcing



-  **CORPORATE OFFICE**
-  **BRANCH OFFICES**
-  **MANUFACTURING UNITS**
-  **WAREHOUSE**
-  **CHANNEL PARTNERS**

-  **Strategic Manufacturing locations Pan India**
- Freight is a significant part of our Cost structure
 - Plants located near raw material sources/ports and principal markets to improve cost efficiencies
-  **Unique outsourcing Strategy for East India**
- Hajipur (Bihar) commenced from 2014

COMMISSIONING OF TELANGANA PLANT - OPPORTUNITY UP FOR GRABS

The Telangana plant has commenced its operations way before our time schedule and is currently operating at 4,000 MT. The total capacity of ~50 KT will be executed in a phased manner over the next 2-3 years This move shall aid us to discover more opportunities in the Southern Market.

EXPECTED CAPACITY TO BE
~50 KT


**SIGNIFICANT COST
SAVINGS IN LOGISTICS
AND OPERATIONAL
COSTS**


**SUPERIOR
PRODUCT MIX**

**Key
Advantages**


**STRONG VOLUME
GROWTH**


**IMPROVED
EBITDA
MARGINS**



2008

First company to venture into North India and set up a plant at Haridwar

2012

Acquired Chennai & Kolhapur plant through inorganic strategy from Chemplast Sanmar

2014

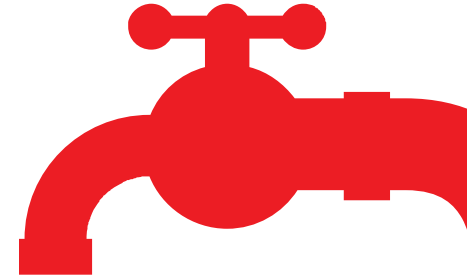
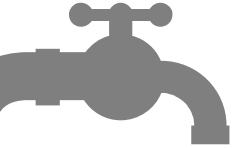
Early movers in Eastern India with a unique asset light model

2020

Tie up with Lubrizol to form CPVC compound and market the brand FlowGuard Plus

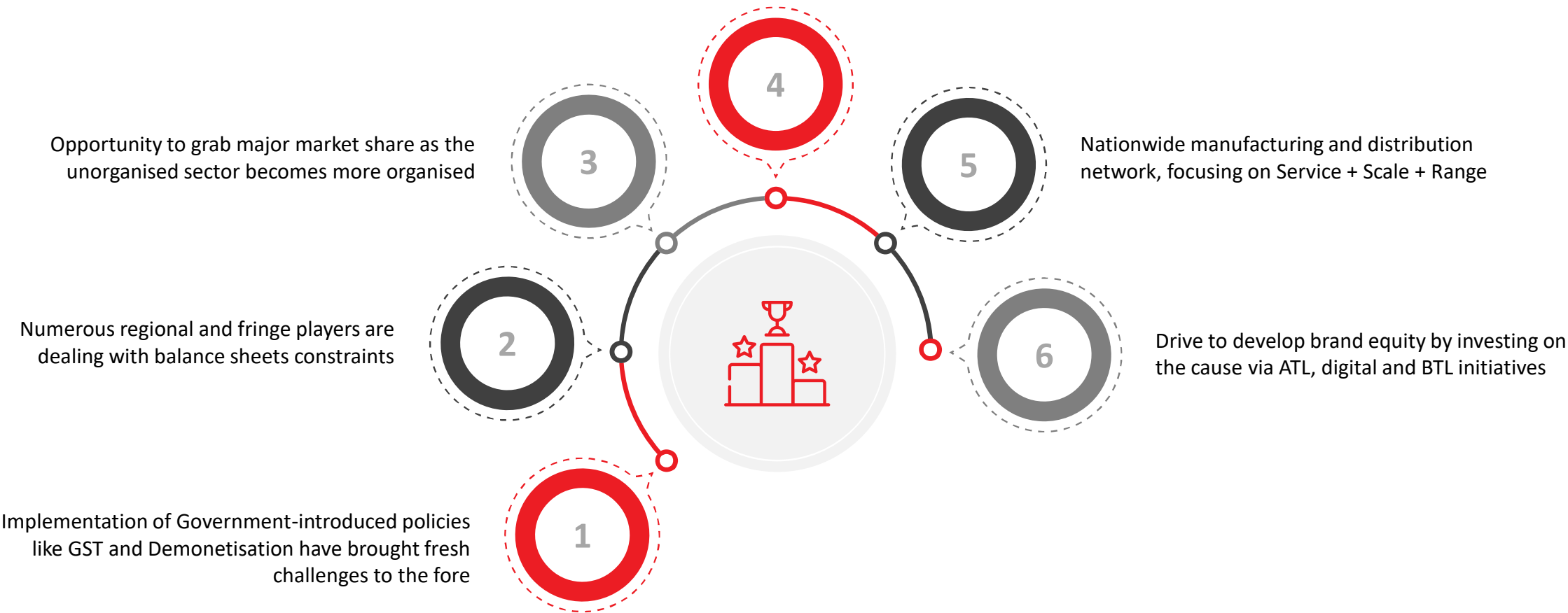
2021

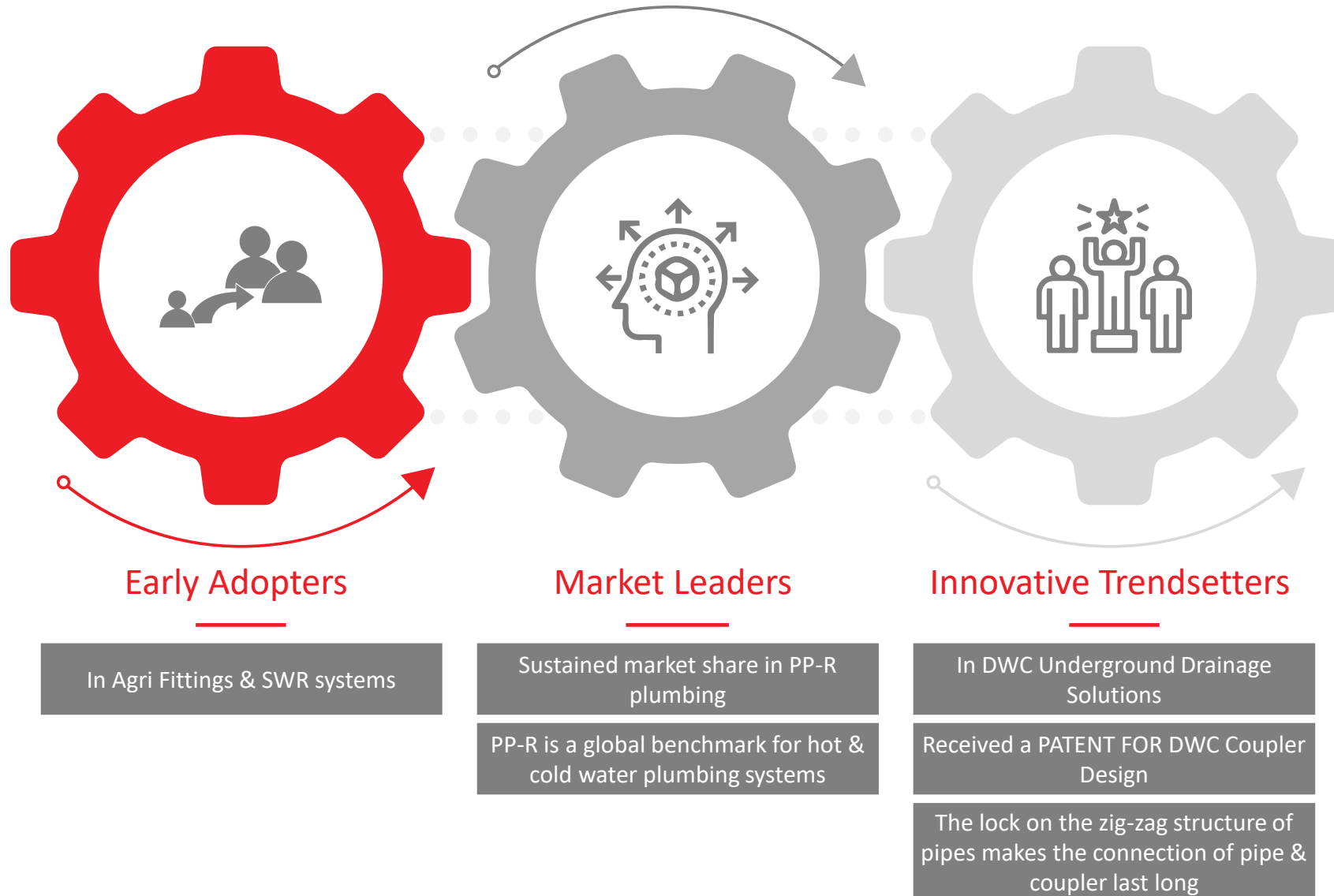
Commissioning of Telangana plant in Q4FY21, marking the Company's expansion towards South India



- 1** A management team of experienced and skillful professionals with proven leadership skills
- 2** A nationwide robust distribution network
- 3** Strategic placement of manufacturing plants running on clean energy
- 4** Portfolio of 7200+ SKUs, one of the largest amongst the peers
- 5** Long-term partnerships to ensure smooth and cohesive operations

PPFL is one of the front-runners to benefit from these events and has gained significant market share over the last seven years





Over 3 decades, built a deep knowledge of handling multiple polymers



Leading to a transition in polymer profile



Largest range of SKU's across multi polymers



Evolving product profile to more niche products

Plumbing Solutions



FLOWGUARD[®] PLUS
CPVC PLUMBING SYSTEMS

CPVC Plumbing



EASYFIT[®]

UPVC Plumbing



BLUE GREENFIT[®]

PPR Plumbing & industrial



RAINFIT[®]

Roofwater

Sewage & Underground Drainage Portfolio



ULTRAFIT[®]

SWR Piping



SILENTFIT[®]

Low Noise SWR



FOAMFIT[®]

Underground Drainage Piping



CORFIT[®]

Underground Double Wall Corrugated Pipes

Irrigation Solutions



AQUAFIT[®]

Agriculture Piping



SAFEFIT[®]

Borewell

Storage Solutions



PRINCE STOREFIT[™]
Paani Ka Bank

THE ROAD AHEAD...WHY PRINCE FLOWGUARD PLUS ?

Lubrizol

The Inventors World's
Largest Manufacturers of
CPVC Compounds

A Technology

PRINCE
PIPING SYSTEMS

India's Leading Pipes and
Fittings Brand

A Product

FLOWGUARD PLUS
CPVC PLUMBING SYSTEMS™



1st Choice
Globally for
Potable Water
Applications

World's most
preferred range
of CPVC Pipes &
Fittings with 50
Years of Life Span

World-Class
Product now
comes with 30
Years of Trust

Extreme
Temperature
Resistance for
use upto 93°C

Manufactured
from Lubrizol's
NSF approved
compound

Low
transportation
and handling
cost

UV resistant

High tensile and
impact strength

Freedom from
toxicity, odours
and tastes

Light, Quick &
Easy to install

High tensile and
impact strength

Highest
numbers of
project in the
World and India

Regular
upgradation of
Compounds &
Technical
Services

Finished
compound for
consistent
quality

Lubrizol takes
equal
responsibility
for Training &
Education

A quality
assurance
program to be
followed by the
licensee

INNOVATING TO THE NEXT LEVEL PRINCE PIPES TIES UP WITH TOOLING HOLLAND BV



Global leaders in Mould
Manufacturing



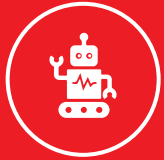
Researcher & Innovator



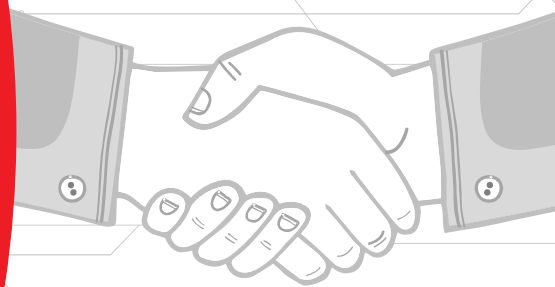
40+ Rich Experience in
Mould Making



Good potential in Tool
Room and Project



Pioneers in many critical
Technologies



Great impetus to
Prince Pipes'
growth plans

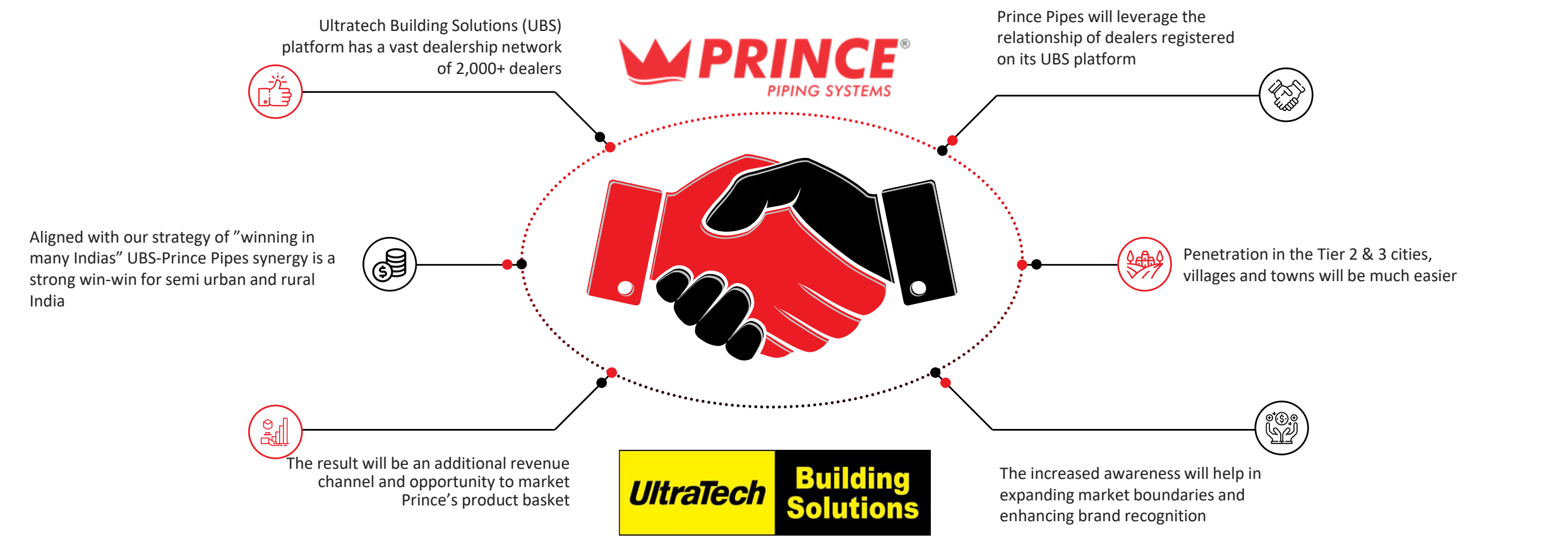
Building & offering
superior products, aligned
to global standards and at
competitive costs



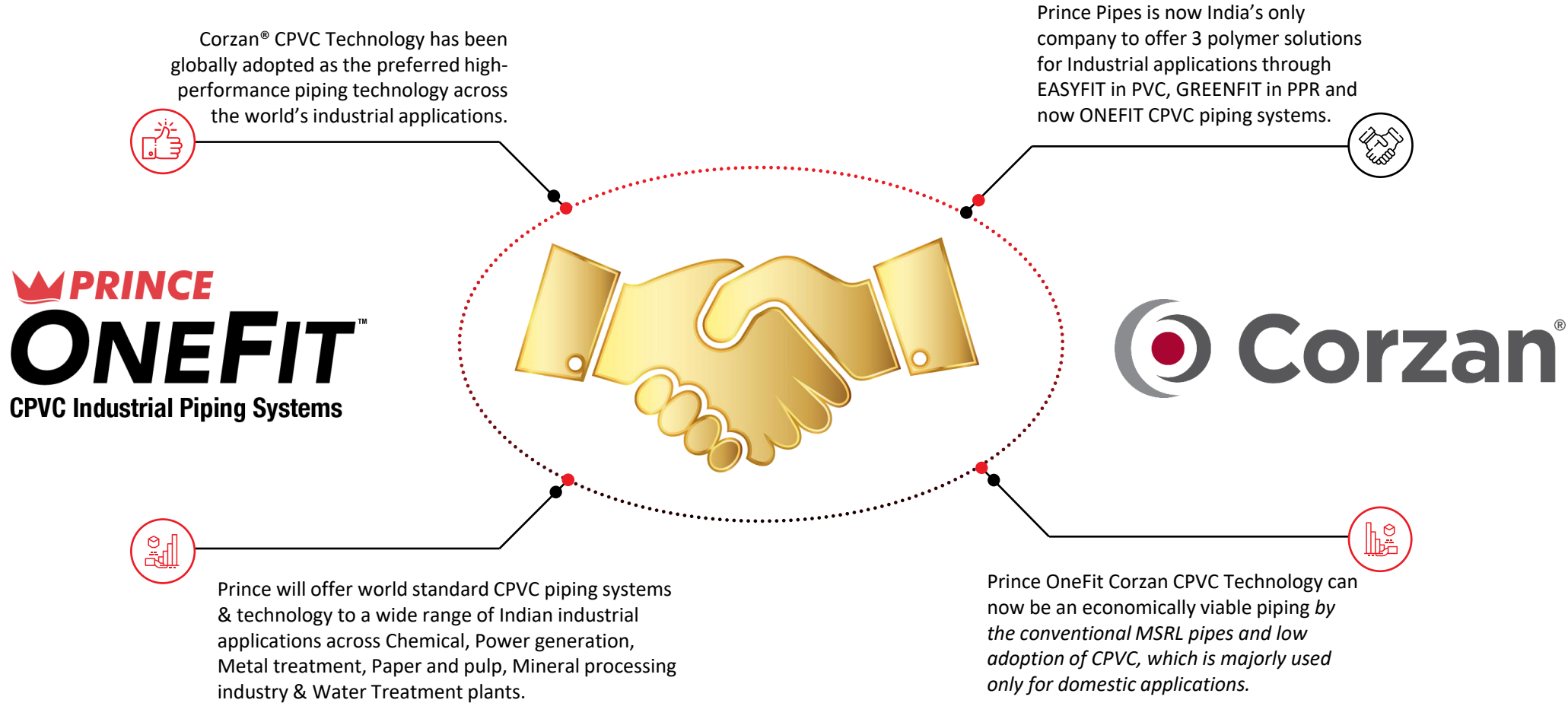
Enabling to
sharpen
competitive edge



Own technical know-
how upgradation with
productivity
improvements



PRINCE PIPES LAUNCHES PRINCE ONEFIT CORZAN CPVC TECHNOLOGY



Launched Range of Tanks under the Brand



30 Years

Leveraging experience in Plastics & Building materials offering a wide range of sizes from 500 to 5,000 ltrs

Strong Pan India Presence

Advantage of Multi-Locations Manufacturing & Marketing

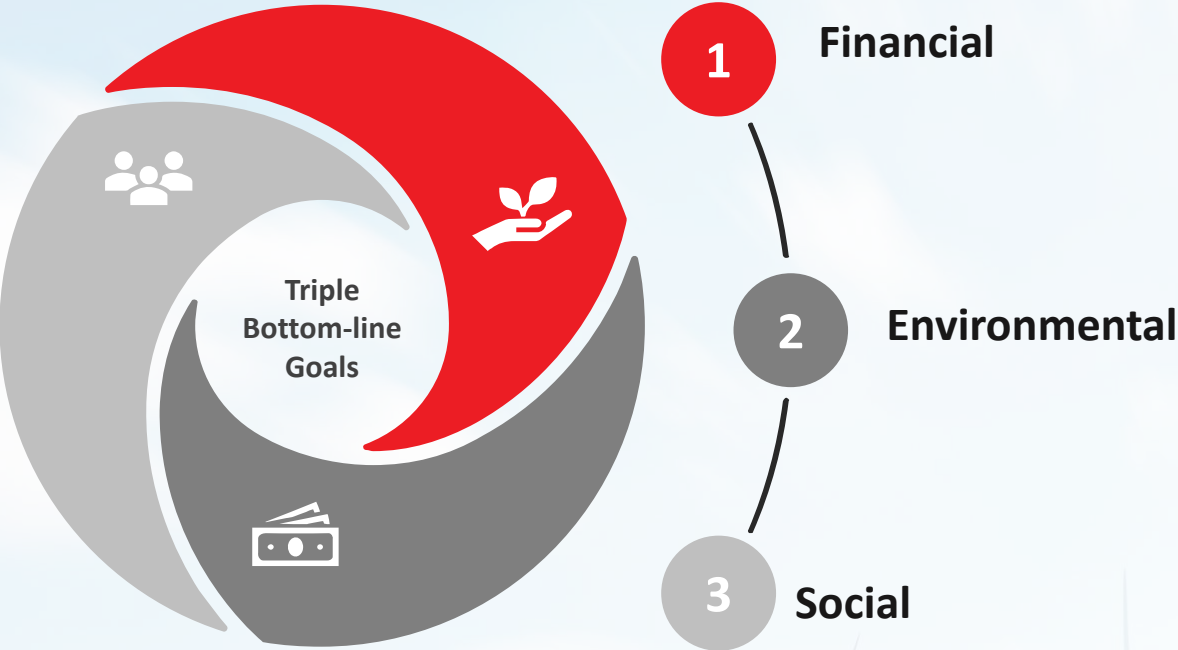
Robust Distribution Infrastructure

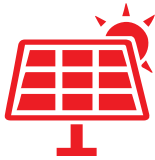
Efficient Selling with Minimal additional Cost

#Brand

An opportunity for a National brand like Prince post disruption in tank segment







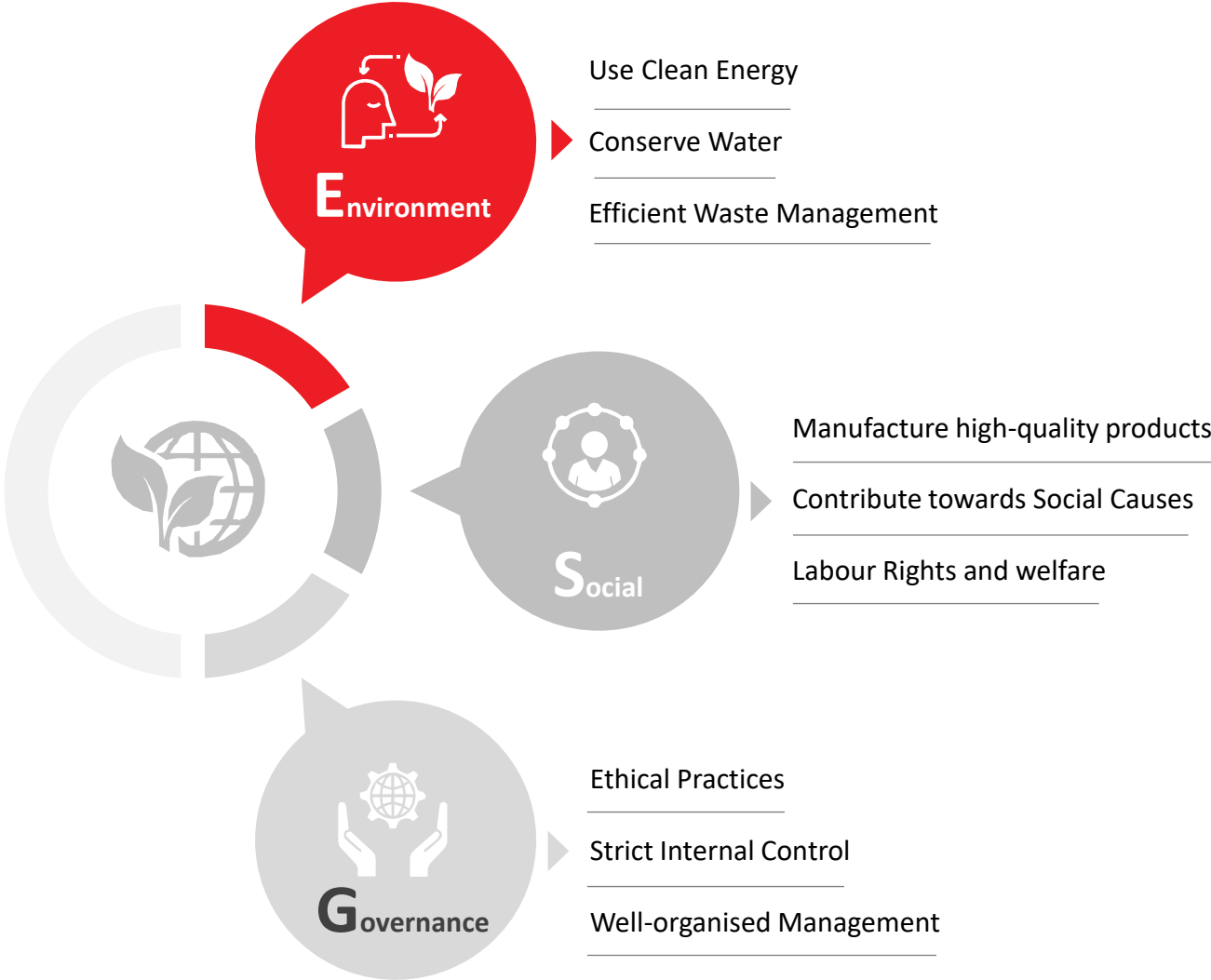
Solar Energy Equal To

2.7M Pounds
Coal Burned/Year

40K Trees
Seedlings, Grown for a Decade

- 23%** Reduce Green-house Gas Emissions over the past 4 years
- 5.7%** Carbon Footprints reduced in 1 year
- 38,873** Carbon Footprints saved in 4 years
- 1,00,73,436** Units of Green Energy used in 2 years

-  **Embracing Green Energy across Factories**
-  **To improve Equipment Efficiency & Machine Output**
-  **Energy Audits to Curb Energy Leakages**





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

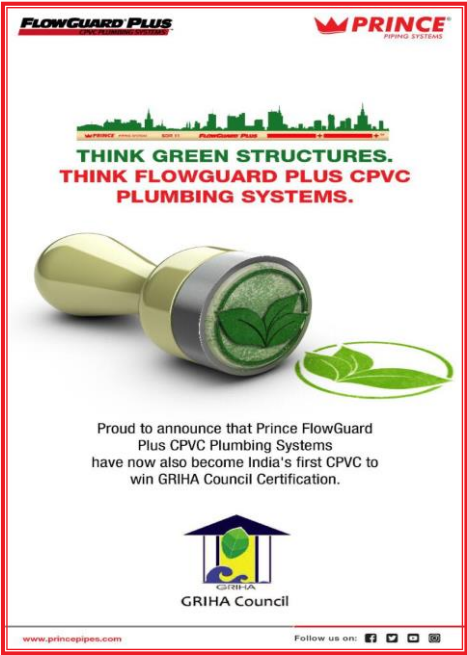

Digital Transformation Awards 2016 – Transformation with Cloud Networking by Citrix



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




Prince pipe has been awarded Brand of the year – pipes at Reality+ INEX Awards 2021







THINK GREEN STRUCTURES.
THINK FLOWGUARD PLUS CPVC PLUMBING SYSTEMS.

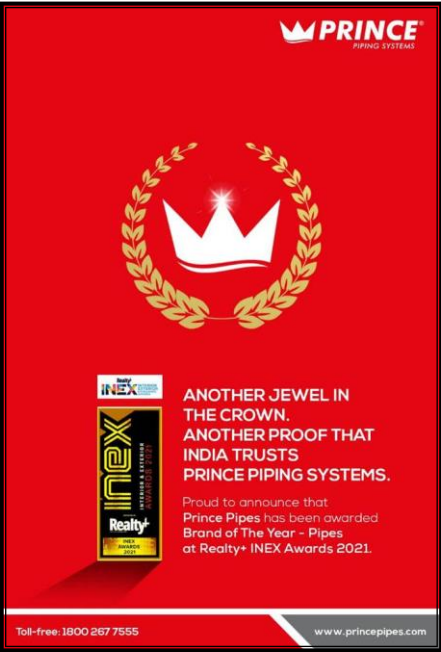

Proud to announce that Prince FlowGuard Plus CPVC Plumbing Systems have now also become India's first CPVC to win GRIHA Council Certification.



GRIHA Council

www.princepipes.com

Follow us on:    



ANOTHER JEWEL IN THE CROWN.
ANOTHER PROOF THAT INDIA TRUSTS PRINCE PIPING SYSTEMS.

Proud to announce that Prince Pipes has been awarded Brand of The Year - Pipes at Reality+ INEX Awards 2021.

Toll-free: 1800 267 7555

www.princepipes.com



Nihar Chheda wins “ET POLYMERS – Next Generation Leader” Award 2021



SOORYAVANSHI – Co-branding association

Food grain distribution in Rath Yatra Odisha



Hyderabad vaccination drive

Distribution of water tanks along L.O.C Kashmir



Hyderabad vaccination drive



Auto Branding & Marketing

Maha Kumbh, Ab Ghar Ghar Mein Ganga Campaign



Promoting Prince + FGP through shop boards

Outdoor Hoardings Creatives



Auto Branding & Marketing

Outdoor Hoardings Creatives



PAN INDIA-INFLUENCER & CHANNEL ENGAGEMENT ACTIVITIES

DEALER MEETS



Digha - WB



Bengaluru - KA



Balasore - OD



Siliguri - WB

PLUMBER MEETS



Himmatnagar - GJ



Dhanbad - JH



Plant Visit @ HARIDWAR PLANT



Vashi, MUMBAI

The Parivaar & Mitra Meets are conducted to build confidence, influence community and resolve the issues, queries regarding the product and service, introduce them to our new products, features, benefits and applications of the products respectively.

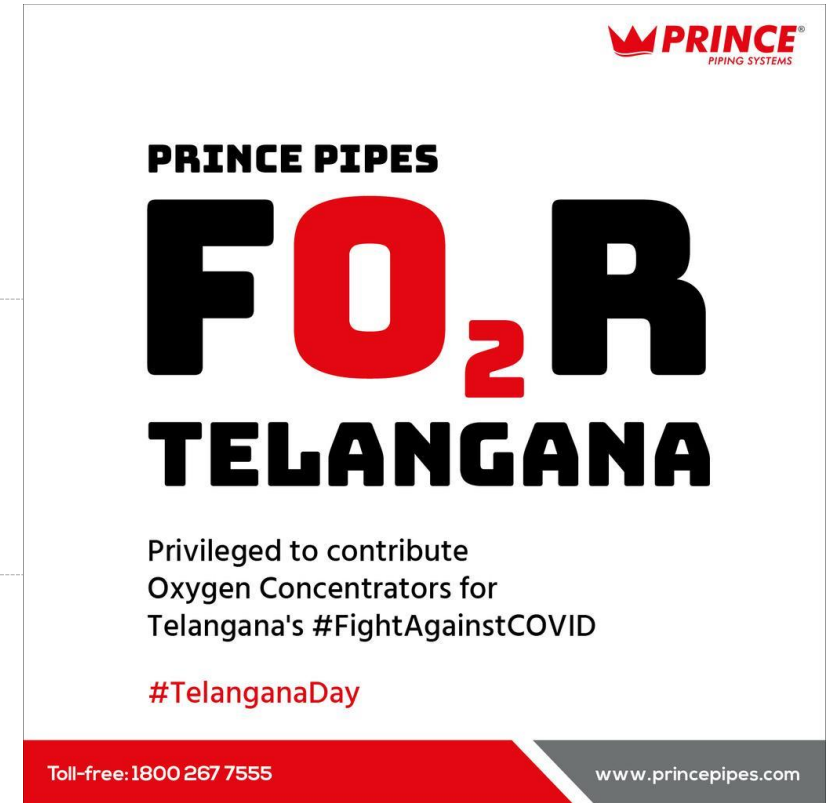
PLEDGE TO DONATE OXYGEN CONCENTRATORS FOR BIHAR, RAJASTHAN AND TELANGANA



Prince Pipes & Fittings Limited (PPF) announced that the company is airlifting oxygen concentrators from international partners to contribute to India's relief efforts in fighting the surging second wave of Covid-19.

100 Oxygen concentrators to be handed over to the state machinery of Bihar and Rajasthan in two phases within this month. The equipment sourced are CE certified and compliant with WHO guidelines.

With the urgency of supporting the medical infrastructure of hospitals in these states, the units will help in reducing dependency on oxygen cylinders as the concentrators obtain oxygen from ambient air and can be used for flexible patient treatment.





Mr. Jayant S. Chheda

Founder, Chairman and MD

He has an extensive industry knowledge, more than four decades of experience and has been associated with the company since its incorporation. He was conferred with the Lifetime Achievement Award at the Vinyl India Conference, 2014.



Mr. Parag J. Chheda

Joint Managing Director

Associated with the company since 1996 and 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 for 20 years have made him a vital part of our growth story.

Independent & Nominee Directors



Mr. Ramesh Chandak,

Independent Director

With past affiliations at KEC International Ltd., Parag Milk Foods Ltd. and RR Global, he has more than 40 years of industry experience. He also served as the Director in numerous corporates and as a Chartered Accountant.



Mr. Dilip Deshpande,

Independent Director

He has more than 45 years of experience, having served C-level roles in multiple corporates, including Finolex Industries Ltd. He also provides professional coaching to executives.



Mr. Mohinder Pal Bansal,

Independent Director

He has served as a Director and Chartered Accountant in various organisations and garnered 30+ years of experience. His associations include AllCargo Logistics Ltd. and Navneet Education Ltd.



Mr. Rajendra Gogri,

Independent Director

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



Mrs. Uma Mandavgane,

Independent Director

With an experience of nearly 22 years, she has served at numerous capacities including directorship in multiple corporates and experience in industry and consulting. Her last professional stint was in Zee Media Corporation Ltd.



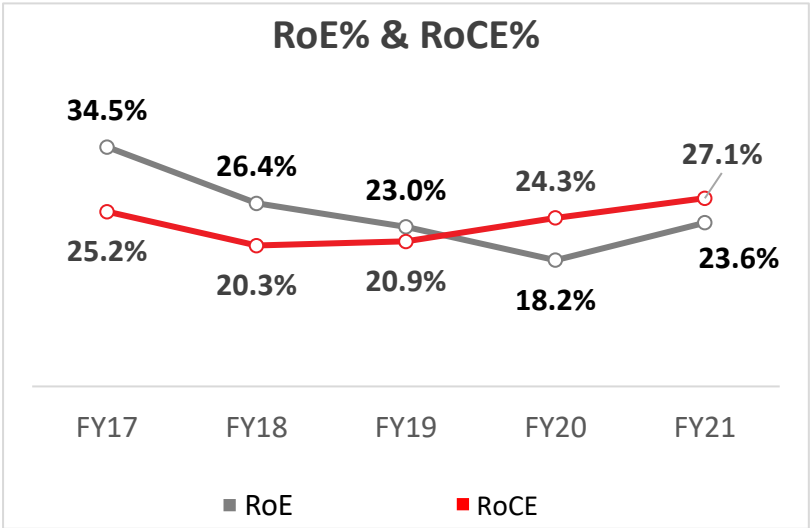
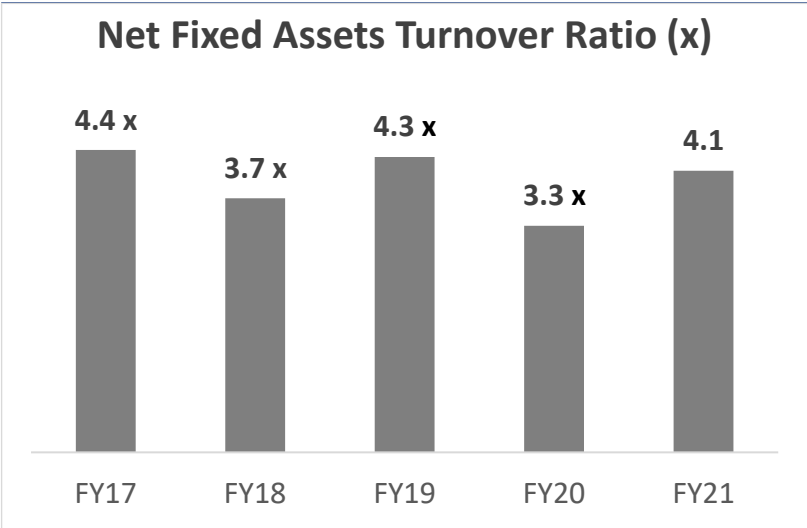
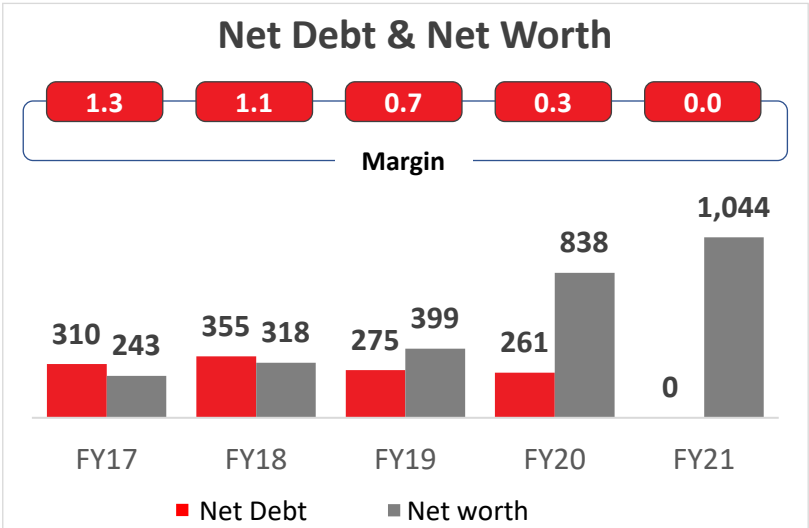
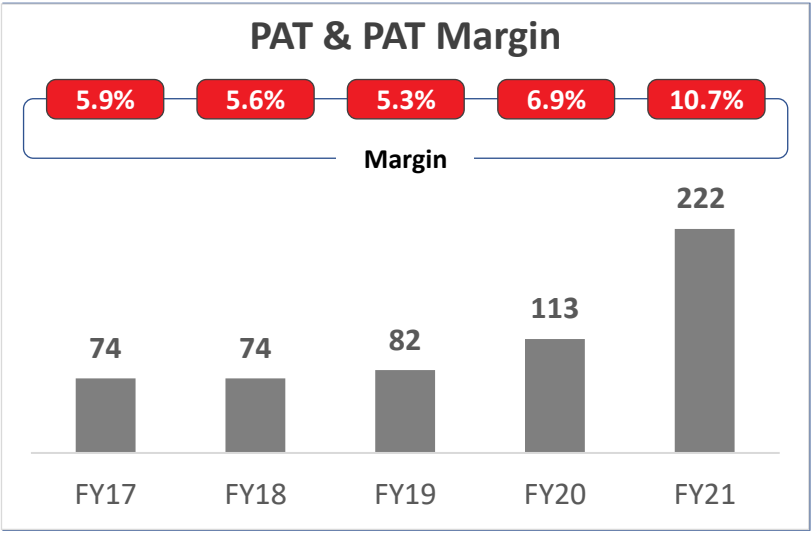
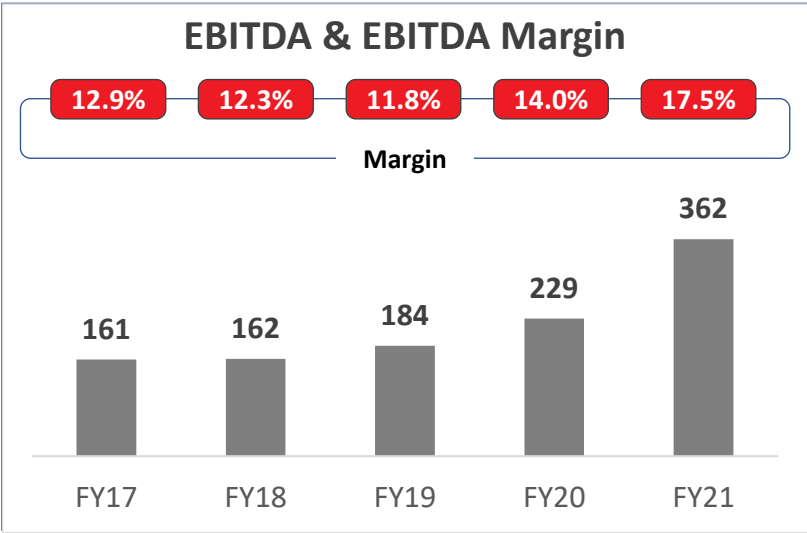
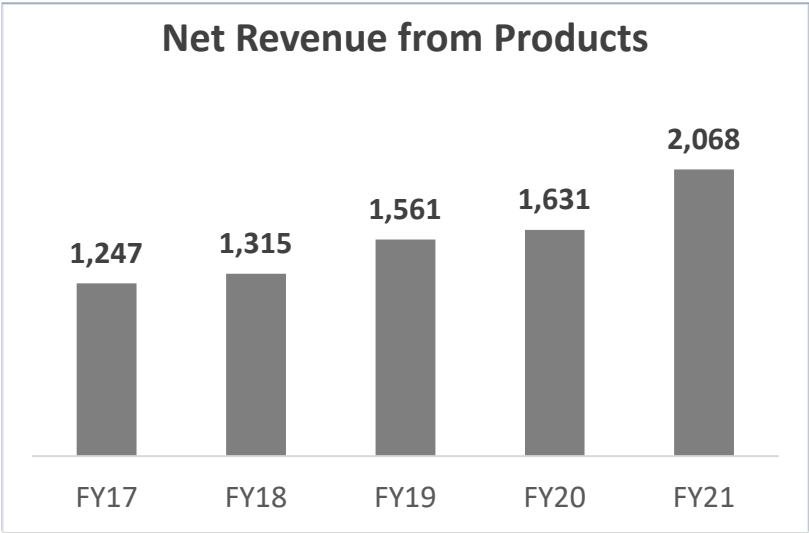
Mr. Satish Chavva,

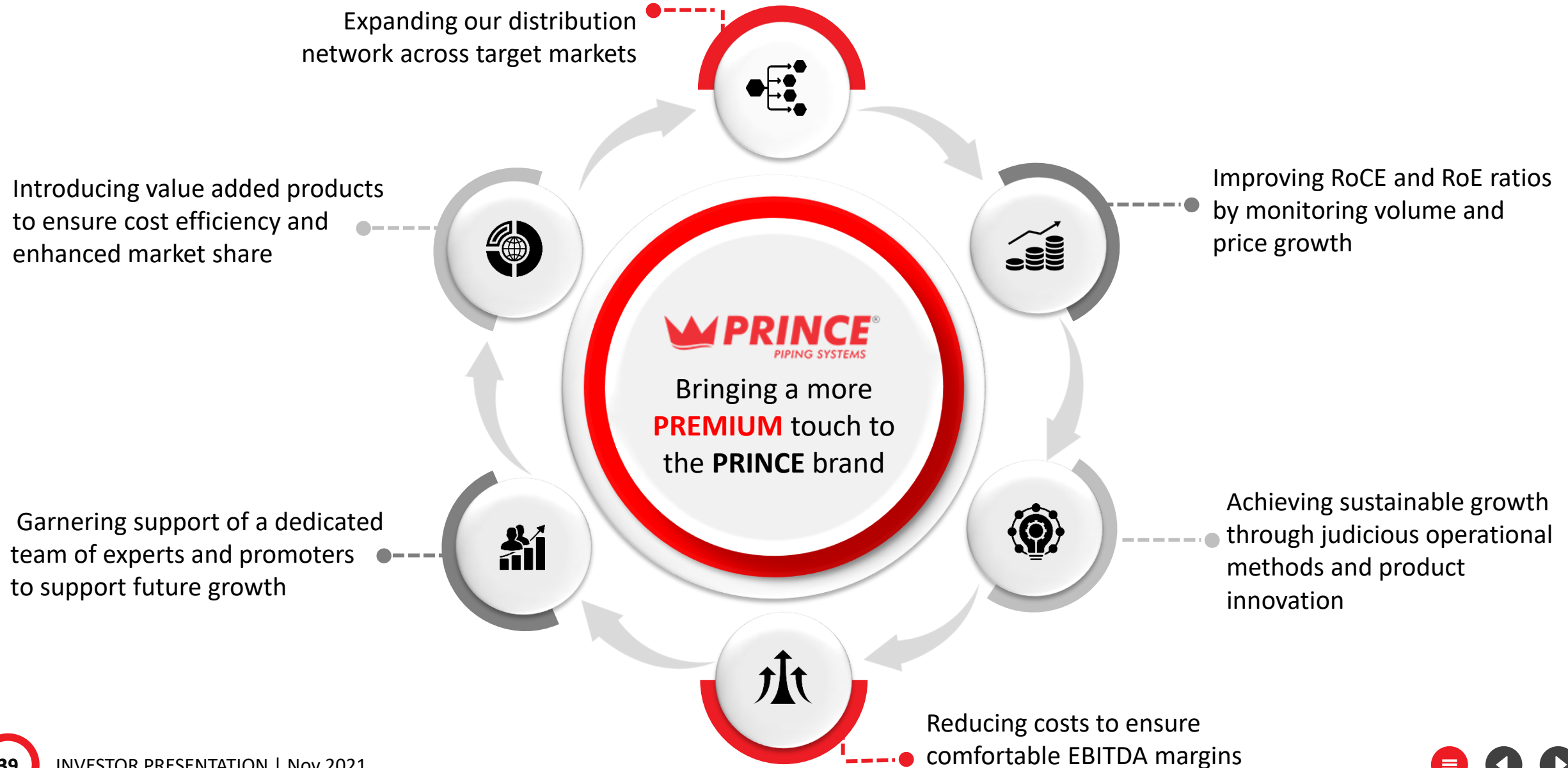
Nominee Director

With a rich experience in investment banking and private equity spanning 20 years, his role in the organisation is indispensable. His past association includes Oman India Joint Investment Fund, after which he joined our organisation.

ANNUAL FINANCIAL PERFORMANCE

₹ in Crore







THANK
YOU

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