



PRINCE
PIPING SYSTEMS



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Prince Pipes & Fittings Ltd.

Investor Presentation | Q4 & FY26

Piping progress across every corner of nation

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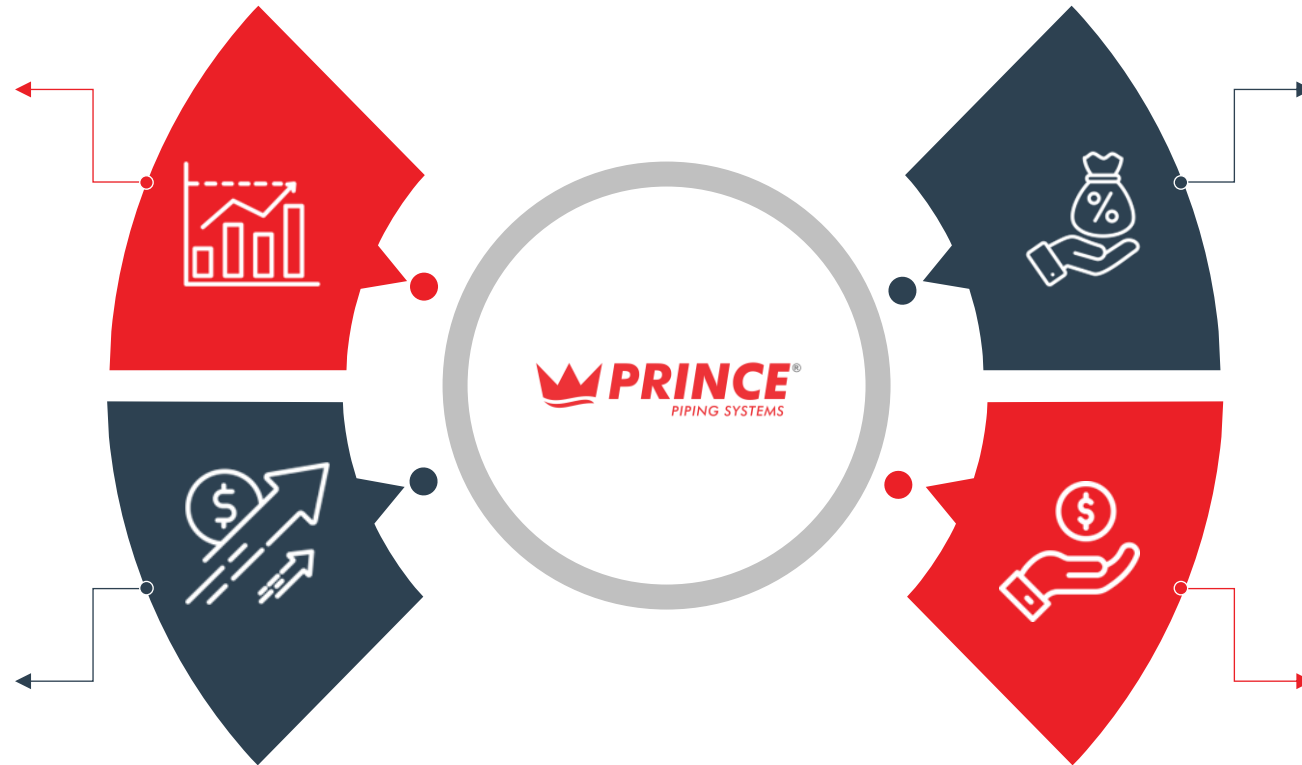
Q4 & FY26 Results Highlights

SALES VOLUME

- Sales Volume for Q4 FY26 stood at **62,167 MT**; grew by **23% YoY**
- **Achieved the highest ever quarterly sales volume**
- In FY26, Sales volumes stood at **1,91,238 MT**; up by **8% YoY**

REVENUE

- Revenues for the quarter stood at **₹ 850 crores**; up by **18% YoY**
- Revenues for FY26 at **₹ 2,598 crores**; grew by **3% YoY**



EBITDA

- EBITDA for the quarter stood at **₹ 110 crores**; up by **100% YoY**
- For FY26, EBITDA stood at **₹ 232 crores**; a growth of **43% YoY**
- EBITDA Margins for the quarter and FY26 stood at **13%** and **9%** respectively

PROFIT AFTER TAX

- For FY26, PAT stood at **₹ 73* crores**; up by **70% YoY**. Margin at **3%**
- PAT for the quarter stood at **₹ 56 crores**; up by **133% YoY**. Margin at **7%**

❖ Bathware Manufacturing facility at Bhuj, Gujarat

- Second phase of the Asset Purchase Agreement completed following receipt of regulatory approvals
- Acquisition of identified assets comprising of land parcel, buildings, machinery and manufacturing equipment, office furniture and fixtures located at Bhuj, Gujarat



❖ Aquel by Prince continues to steadily expand its footprint with the launch of new experience centre

- Present across North, West, South and Central India, reinforcing a strong national footprint
- Established presence at over 200 retail touchpoints, with growing penetration in key tier 2 and tier 3 markets
- Actively strengthening brand engagement through exhibitions and retailer meets held across the country

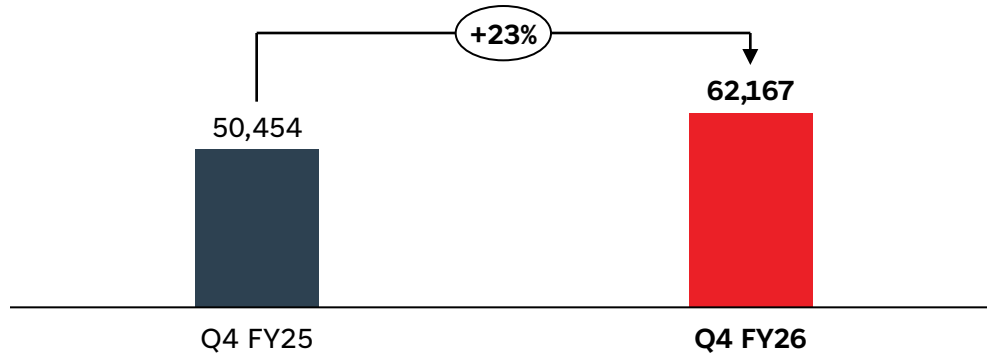


❖ **Launched new range of low noise Polypropylene Pipe System – DECILO**

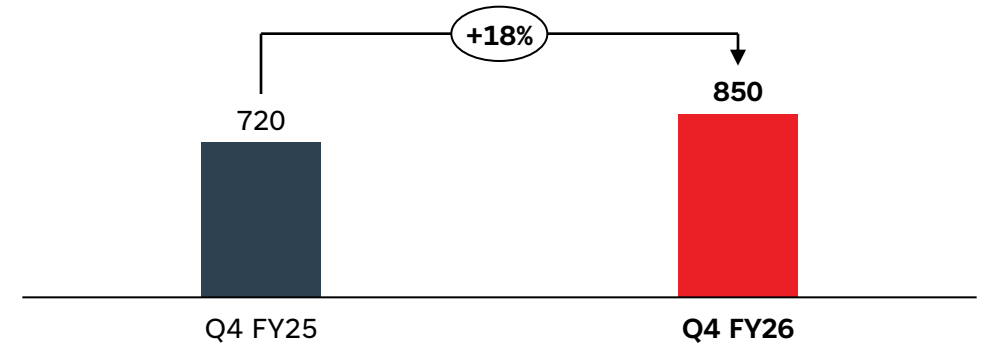
- Made from advanced mineral-filled polypropylene it offers superior strength, durability and chemical resistance ensuring reduce noise, enhances flow and guarantees long term efficiency
- Powered by German technology and proudly Made in India, Decilo represents thoughtful innovation crafted for modern spaces



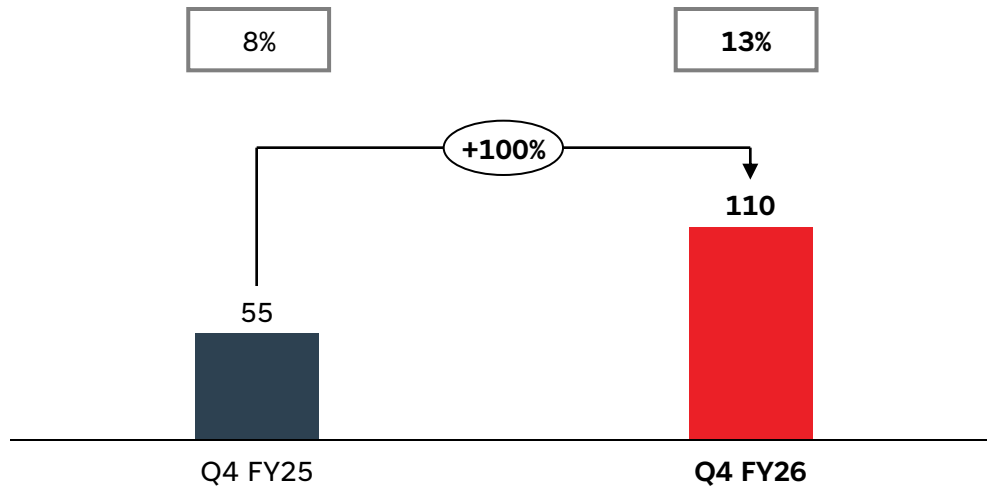
Sales Volume (in MT)



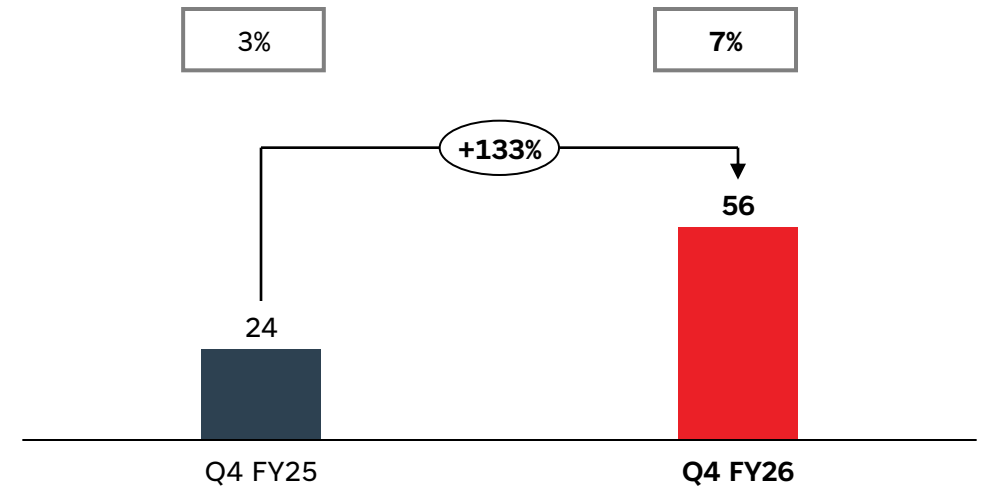
Revenue from Operations



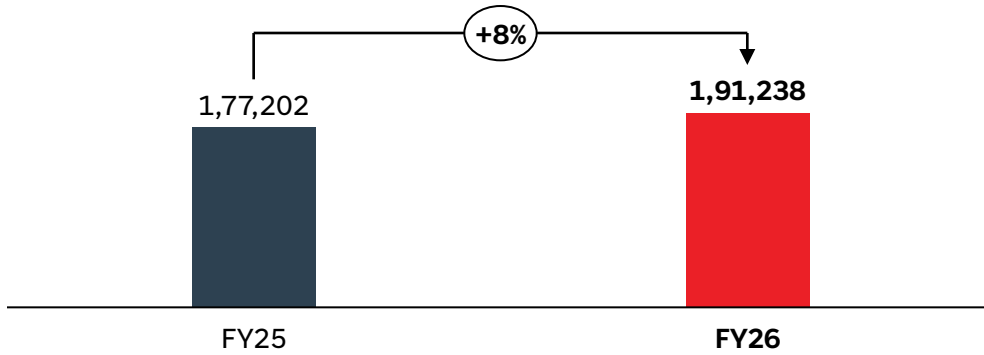
EBITDA & EBITDA Margin (%)



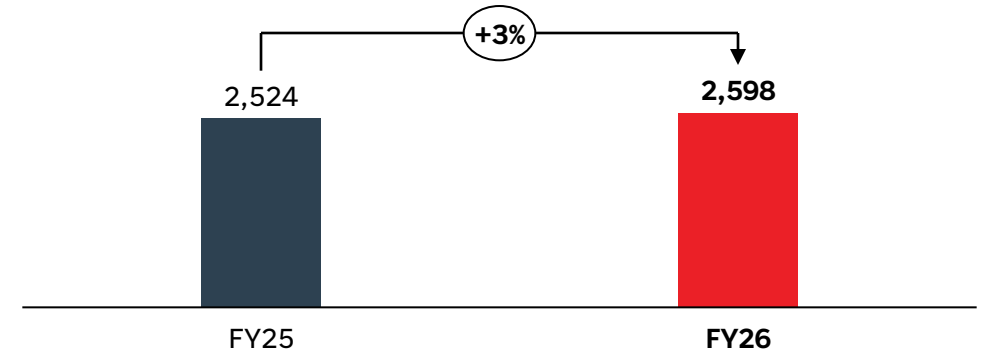
PAT & PAT Margin (%)



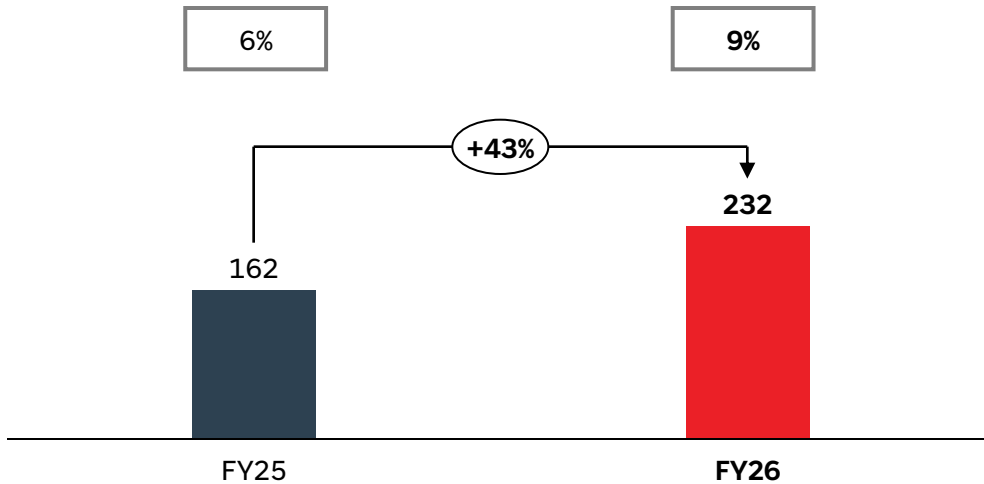
Sales Volume (in MT)



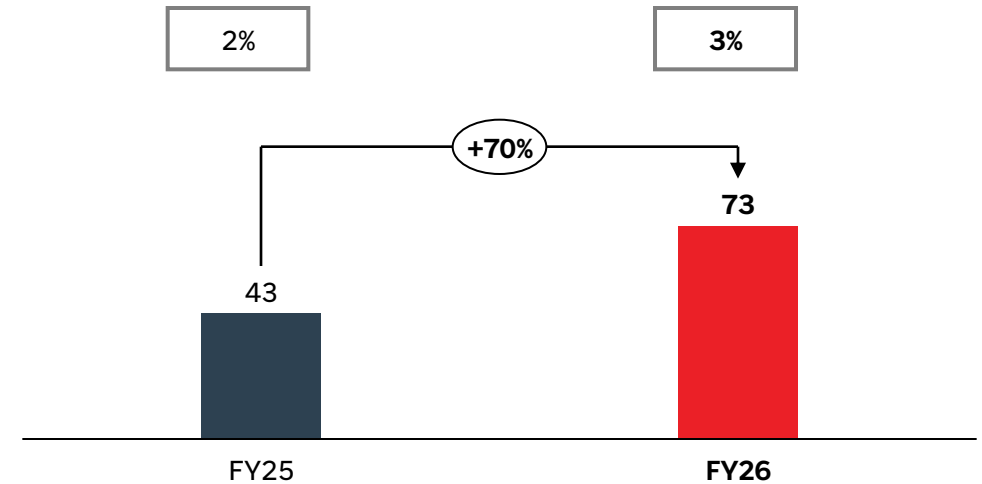
Revenue from Operations



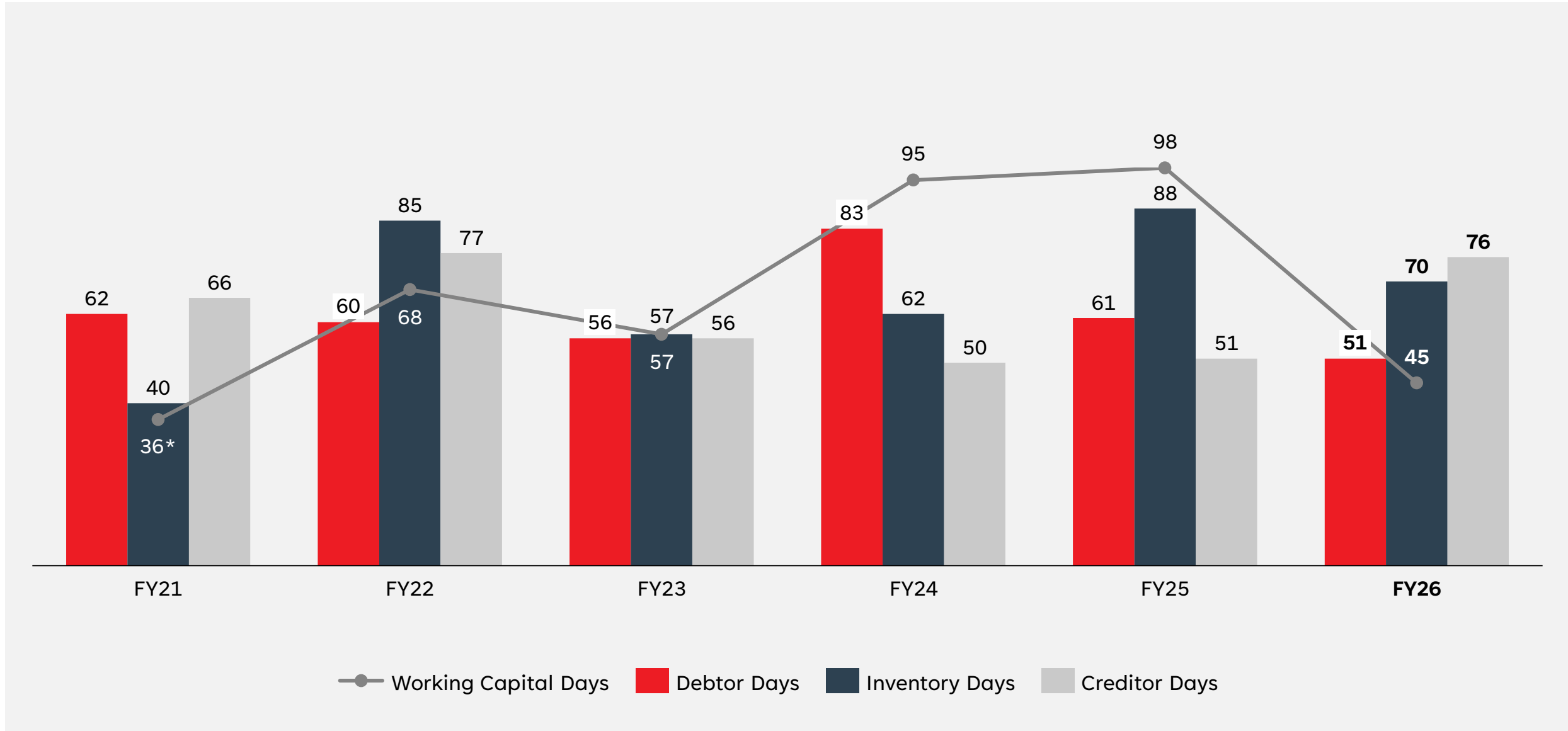
EBITDA & EBITDA Margin (%)



PAT* & PAT Margin (%)



Working Capital Cycle



* Reclassified to 15 days based on regrouping of financials for FY21

Profit & Loss Statement

Particulars (₹ Cr)	Q4 FY26	Q4 FY25	YoY%	Q3 FY26	QoQ%	FY26	FY25	YoY%
Revenue from Operations	850	720	18%	573	48%	2,598	2,524	3%
Raw Material Consumed	605	540		430		1,894	1,884	
Gross Profit	245	180		143		704	640	
Gross Profit Margin %	29%	25%		25%		27%	25%	
Employee Expenses	51	46		47		184	174	
Other Expenses	84	78		68		288	304	
EBITDA	110	55	100%	28	293%	232	162	43%
EBITDA Margin %	13%	8%		5%		9%	6%	
Other Income	4	6		2		11	14	
Depreciation	34	27		34		131	107	
EBIT	80	33	142%	-4		112	69	62%
EBIT Margin %	9%	5%		-		4%	3%	
Finance Cost	4	3		-4		10	10	
Profit before Tax	76	30	153%	0.04		102	59	73%
PBT Margin %	9%	4%		-		4%	2%	
Tax Expense	20	6		0		27	16	
Profit after Tax (before exceptional item)	56	24	133%	0		75	43	74%
PAT Margin %	7%	3%		-		3%	2%	
Exceptional Item	0	0		2		2	0	
Profit after Tax (after exceptional item)	56	24	133%	-2		73*	43	70%
PAT Margin %	7%	3%		-		3%	2%	
EPS (before exceptional item)	5.07	2.19		-0.03		6.80	3.90	
EPS (after exceptional item)	5.07	2.19		-0.21		6.62	3.90	

Particulars (₹ Cr)	FY26	FY25
ASSETS		
Non - Current Assets		
Property, plant and equipment	1,056	941
Capital work-in-progress	24	20
Right of use assets	6	12
Goodwill	0	0
Other tangible assets	5	7
Intangible assets under development	2	0
Financial Assets		
(i) Investments	0	0
(ii) Loans	0	0
(iii) Other Financial Assets	15	15
Other non-current assets	8	38
Total Non - Current Assets	1,116	1,034
Current Assets		
Inventories	495	609
Financial Assets		
Investments	148	27
(i) Trade receivables	363	423
(ii) Cash and cash equivalents	128	80
(iii) Bank balances other than (ii) above	1	3
(iv) Loans	0	0
(v) Other current financial assets	16	1
Current Tax Assets	0	13
Other current assets	157	128
Total Current Assets	1,308	1,285
Total Assets	2,424	2,319

Particulars (₹ Cr)	FY26	FY25
EQUITY & LIABILITIES		
Equity		
(a) Equity share capital	111	111
(b) Other equity	1,534	1,465
Total Equity	1,645	1,576
Liabilities		
Non - Current Liabilities		
Financial liabilities		
(i) Borrowings	62	88
(ii) Lease liabilities	1	6
Other Financial Liabilities	0	0
Provisions	26	22
Deferred Tax Liabilities (net)	24	19
Total Non - Current Liabilities	113	136
Current Liabilities		
Financial liabilities		
(i) Borrowings	78	176
(ii) Lease liabilities	4	6
(iii) Trade payables		
(a) total outstanding dues of micro enterprises and small enterprises	33	23
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	359	238
(iv) Other financial liabilities	83	72
Provisions	4	4
Current tax liabilities	5	0
Other Liabilities	100	88
Total Current Liabilities	666	607
Total Liabilities	779	743
Total Equity and Liabilities	2,424	2,319

Particulars (₹ Cr)	FY26	FY25
Cash Flow from Operating Activities		
Profit before Tax (including exceptional items)	102	59
Less: Exceptional Items	3	-
Profit before Tax (excluding exceptional items)	99	59
Adjustment for Non-Operating Items	153	120
Operating Profit before Working Capital Changes	252	179
Changes in Working Capital	278	-32
Cash Generated from Operations	530	147
Less: Direct Taxes paid	-4	-28
Net Cash from Operating Activities	526	119
Cash Flow from Investing Activities	-325	-235
Cash Flow from Financing Activities	-153	120
Net increase/ (decrease) in Cash & Cash equivalent	48	4
Cash and cash equivalents as at the beginning of the period	80	76
Cash and cash equivalents at the end of the period	128	80



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 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



9

No. of Facilities



7

Warehouses



1,500+

Channel Partners



CRISIL A+

Outlook:
NEGATIVE



2,184

Employees



₹ 2,996 Cr

Market Cap
(May 19, 2025)



₹ 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



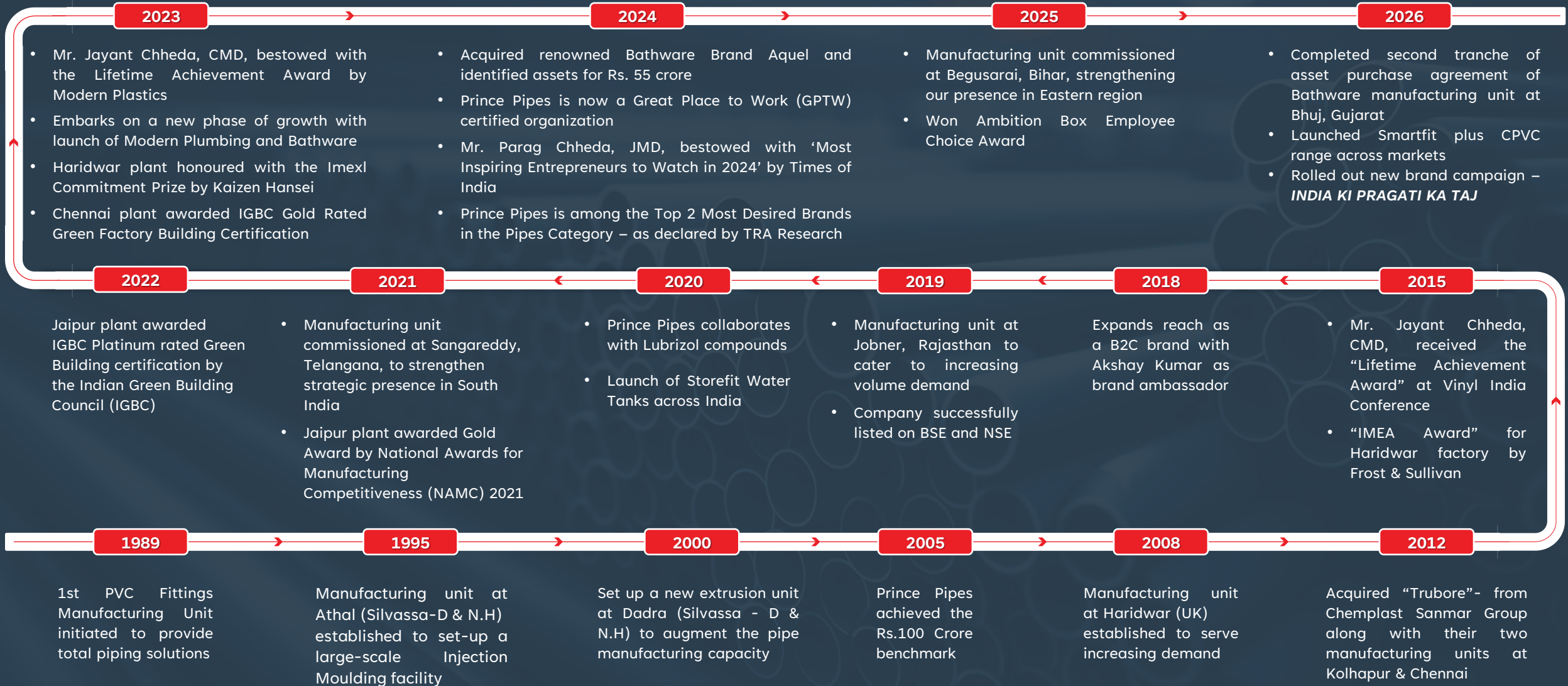
More than **3 DECADES** of
Operations



Strategic located
MANUFACTURING UNITS



Industry's Most
TRUSTED BRAND



Key Business Segments



PIPING BUSINESS



MODERN PLUMBING SOLUTIONS



Bring Home world class plumbing solutions



WATER STORAGE



BATHWARE



FAUCETS | SANITARYWARE SHOWERS | CISTERNS

Manufacturing Facilities 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

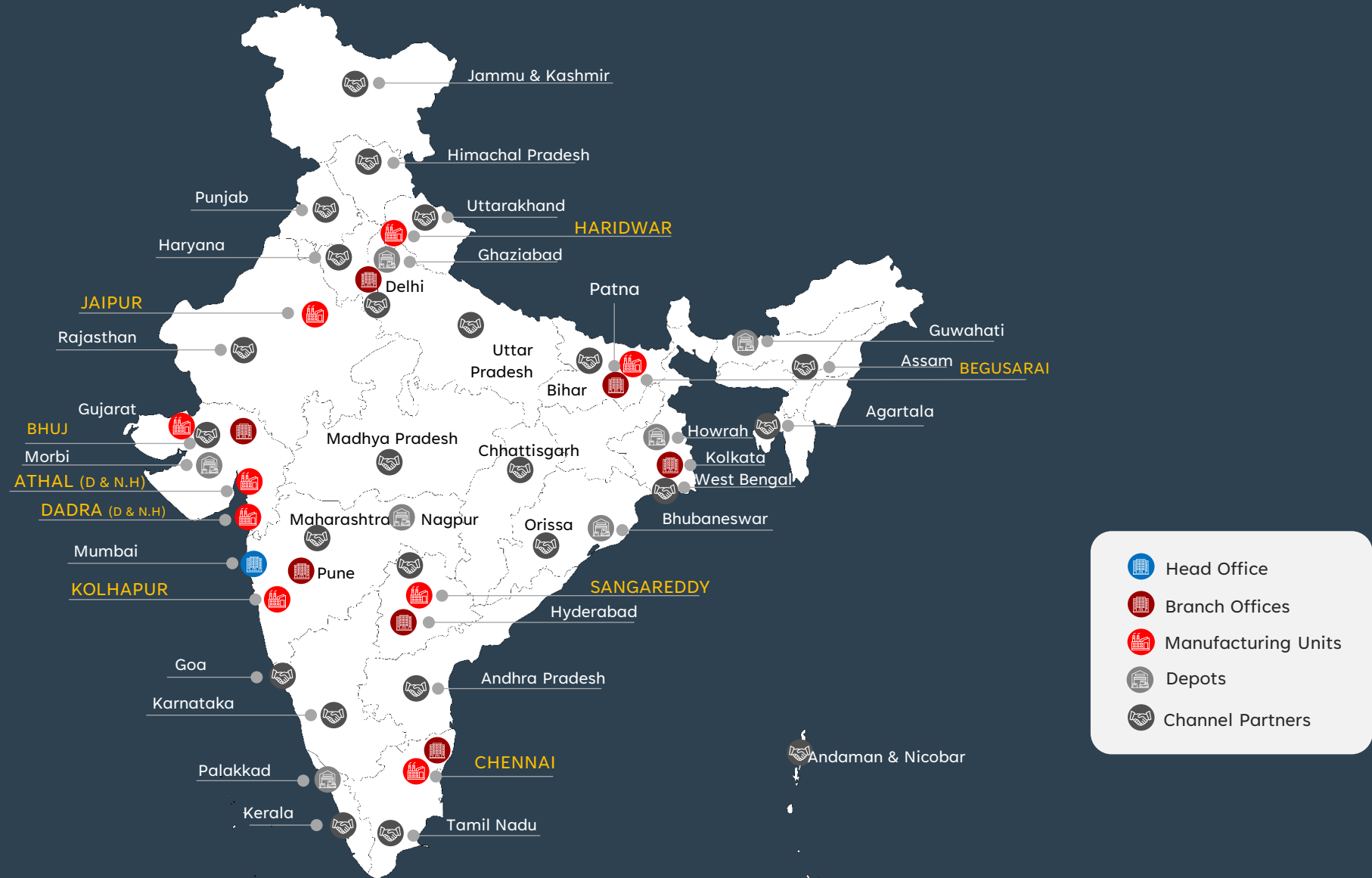


Tanks



Bathware

Growing Distribution Network





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

Awarded Ambition Box Employee Choice Award





Product Portfolio

PLUMBING & INDUSTRIAL SYSTEMS



SMARTFIT PLUS
CPVC PLUMBING SYSTEMS



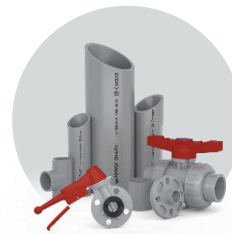
GREENFIT
PP-R Plumbing & Industrial Piping Systems



EASYFIT
UPVC Plumbing Systems



EASYFIT RE
Reclaim Piping Systems



ONEFIT
CPVC Industrial Piping Systems



EASYFIT in
Industrial Piping Systems

New Addition to the Portfolio



Low noise Polypropylene Pipe - 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



SAFELIT
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

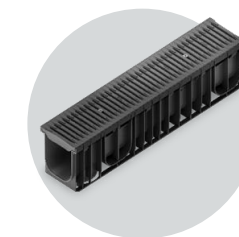


Skolan
safe.

- 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



Acquisition presents strong synergies and advantages:

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

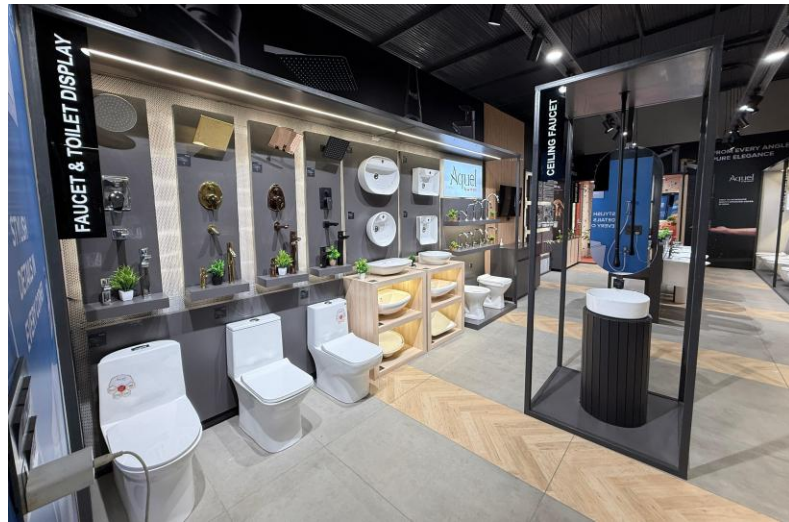
Increase in presence in the plumbing and bathing segments, enables Prince to increase its participation and contribution to the high growth real estate

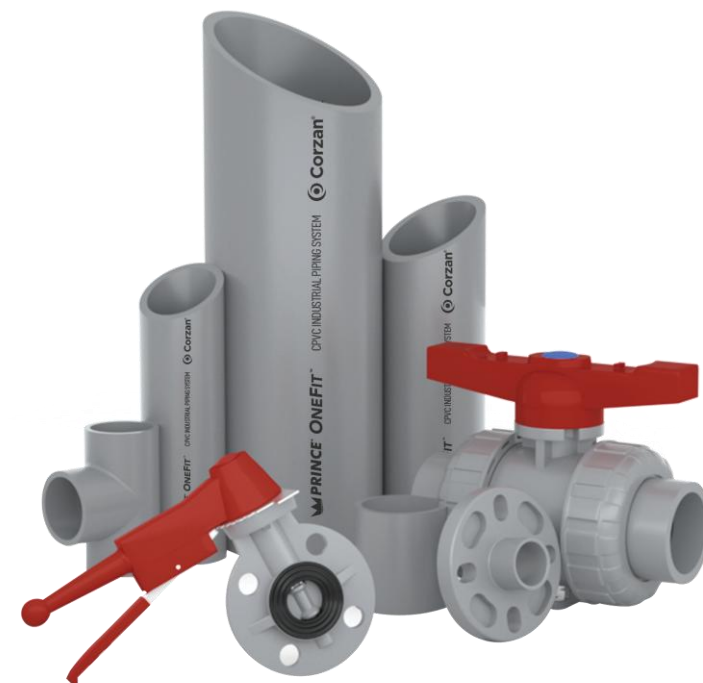
Access to distribution channel in major markets across India

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



Launch of new experience center of Aquel



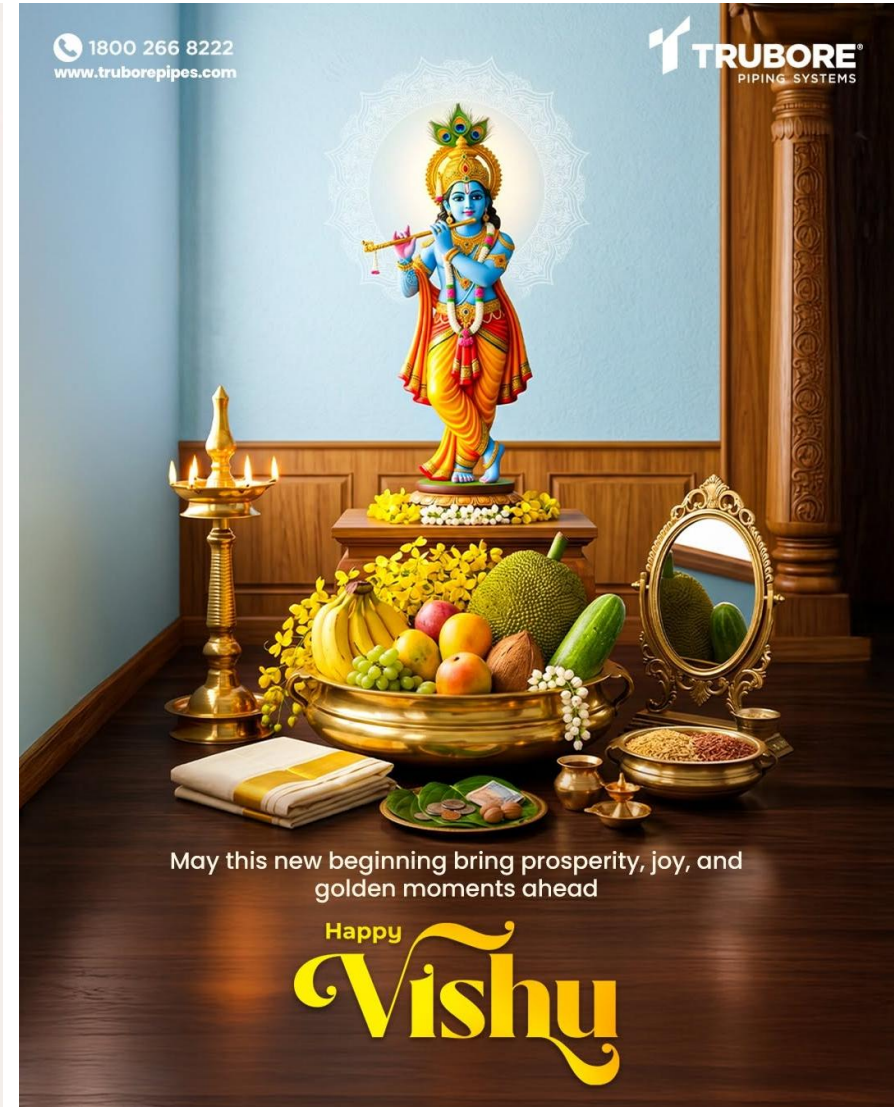
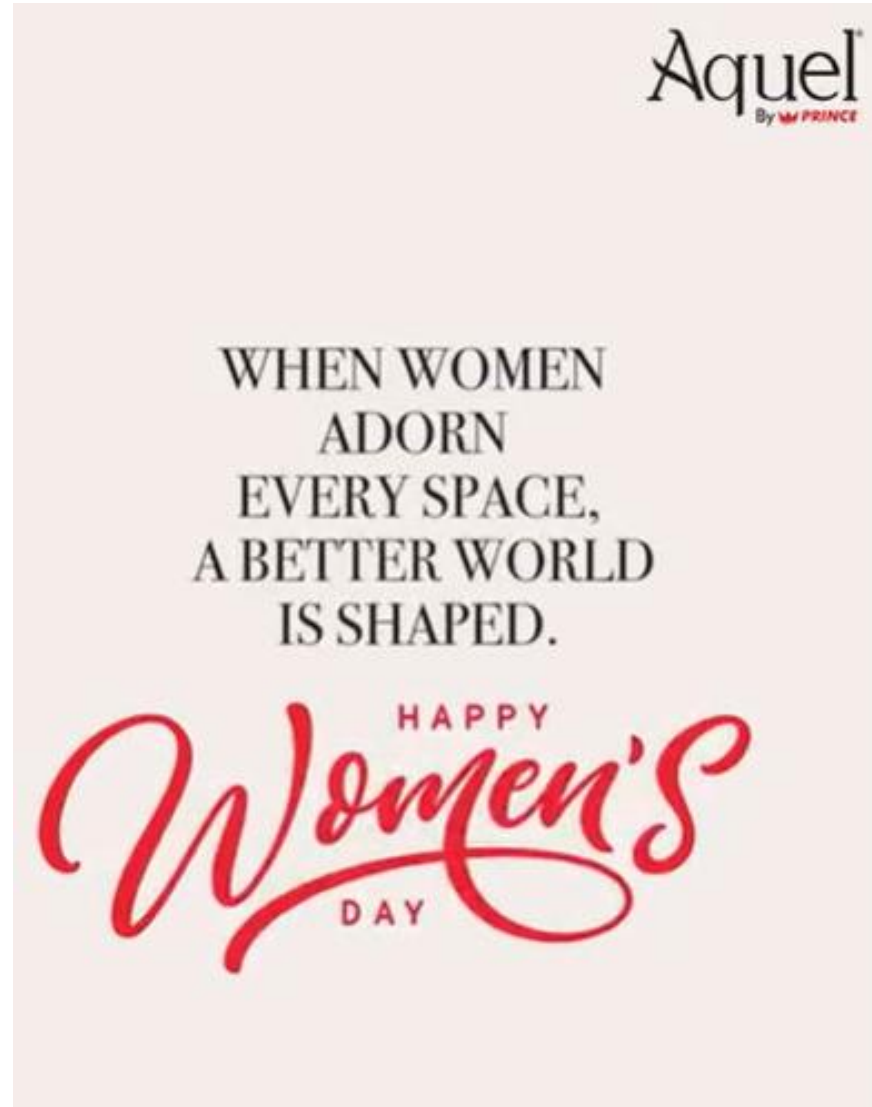
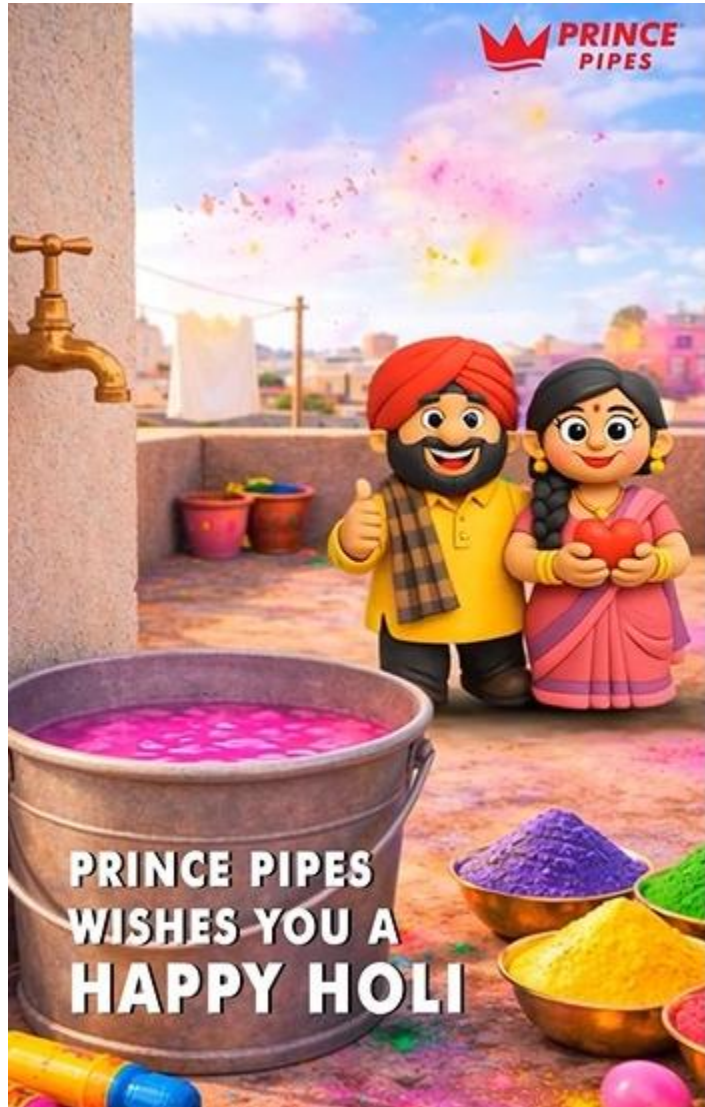


Branding Initiatives

Building brand strength through retailer engagement



Digital Festive Campaigns driving Brand Engagement





PRINCE PIPES at CHEMTECH WORLD EXPO - 2026



KISAN EXHIBITION





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



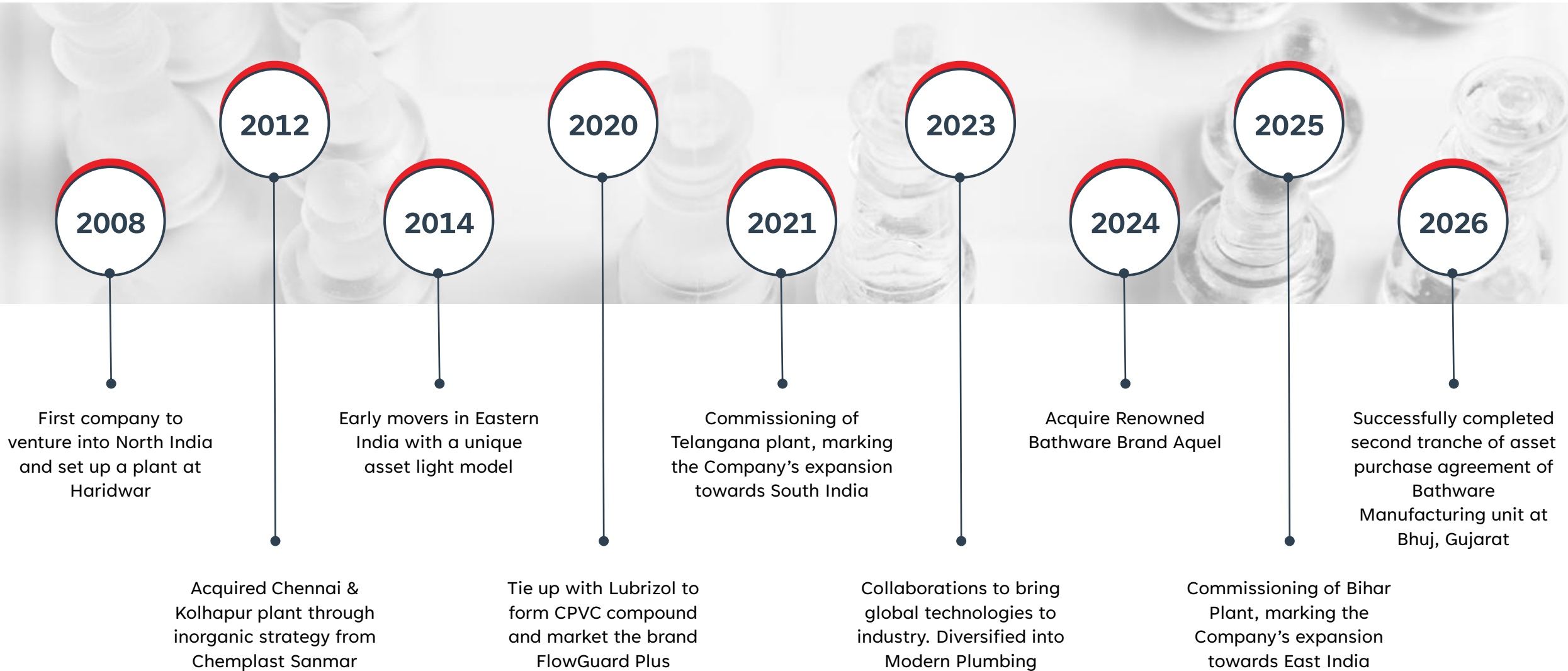
- Delivery of growth, which is consistent, competitive, profitable and responsible
- Overarching goal remain: Achieve cost reductions by continuously optimizing our production processes and organizational structures

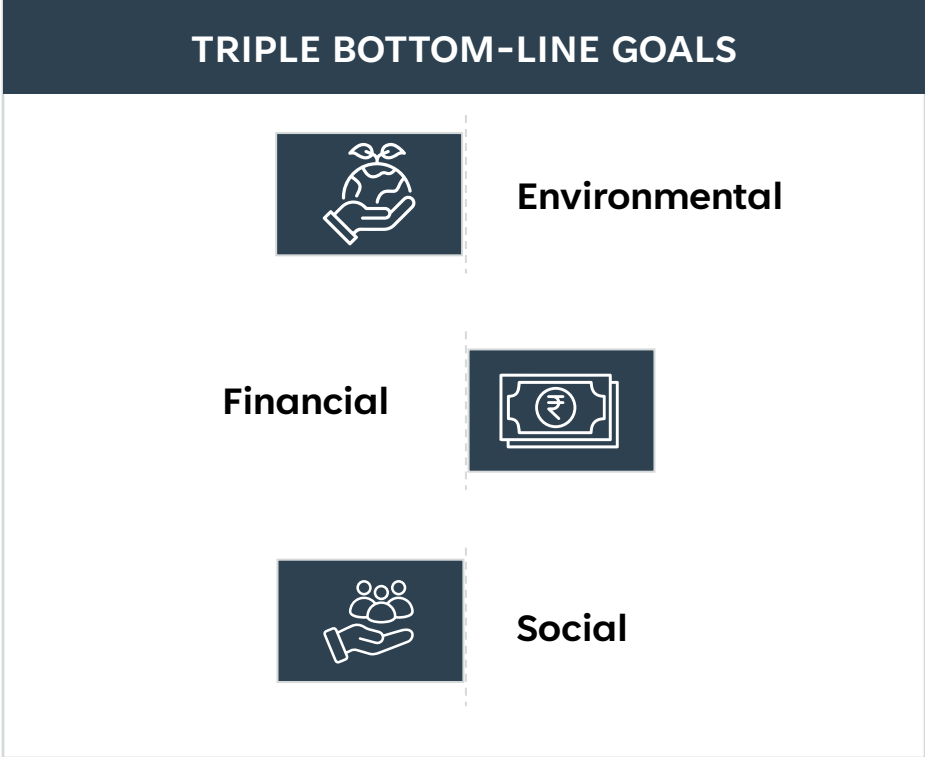
STRONG & GROWING NETWORK OF PAN-INDIA CHANNEL PARTNERS



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

Always Staying ahead of the Curve





GREEN ENERGY UP TO Q4 FY26

10,29,010 Tree Seedlings Grown for a Decade

31,356 MT Coal Burned

Reduce Green-house gas emissions over the past years

- 35.46%** Carbon emission reduced (MJ/MT production) since FY-17
- 1,62,549** MT Carbon Footprint saved since FY-17
- 92,628** MWH of Green Energy used since FY-20
- ~ 22.2%** Total energy requirement fulfilling through Renewable Energy sources for FY26

- Embracing Green Energy across Factories
- To improve Equipment Efficiency & Machine Output
- Energy Audit conducted through 3rd 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.

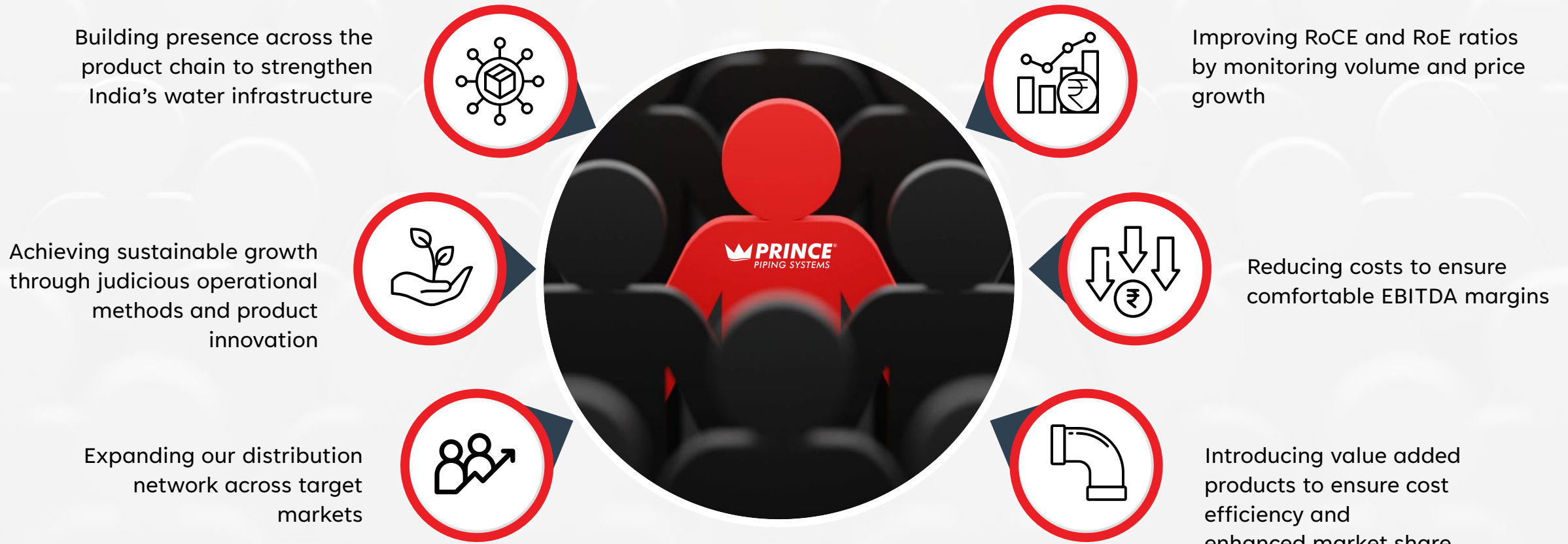
Village Development Project

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



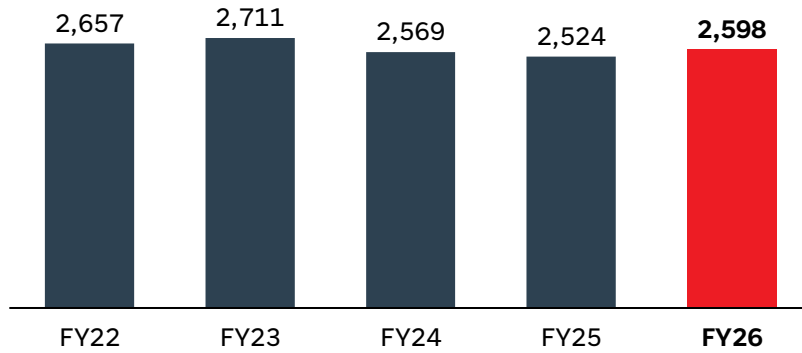


Historical Financial Highlights

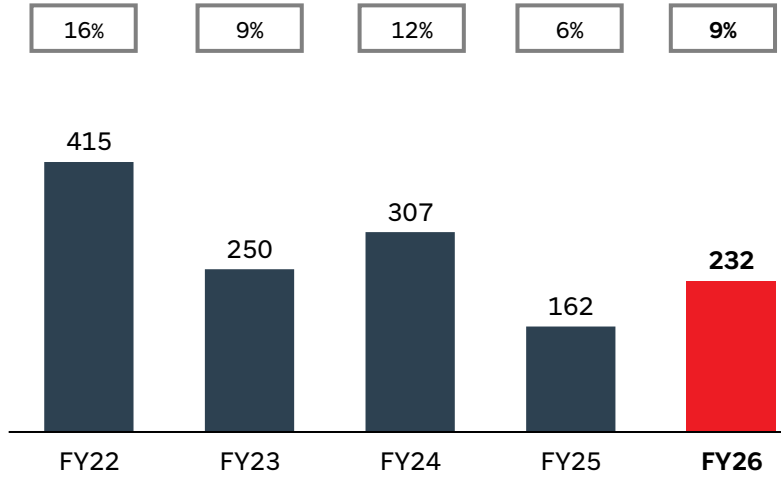
Annual Financial Performance

all figures in ₹ crores

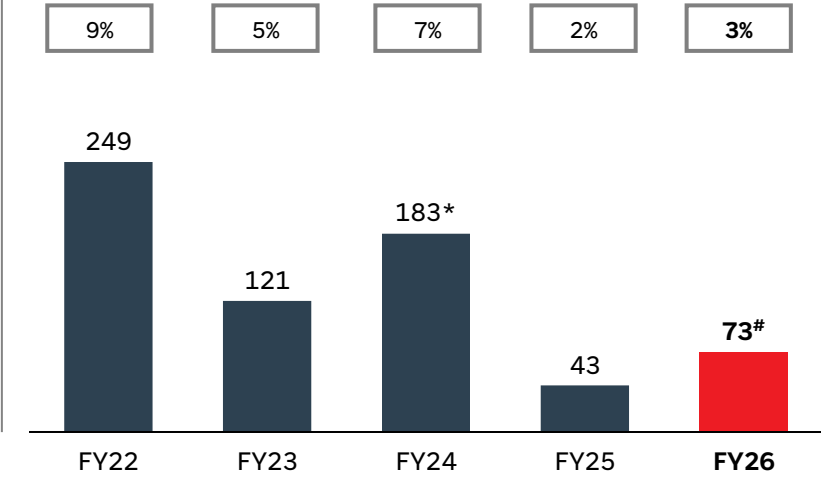
Revenue from Operations



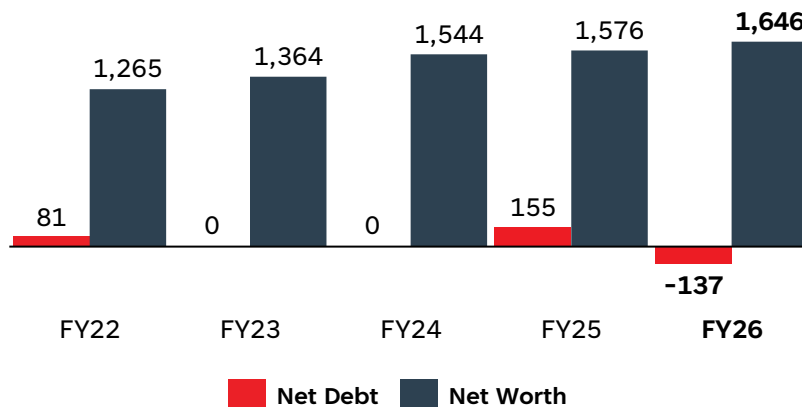
EBITDA & EBITDA Margin (%)



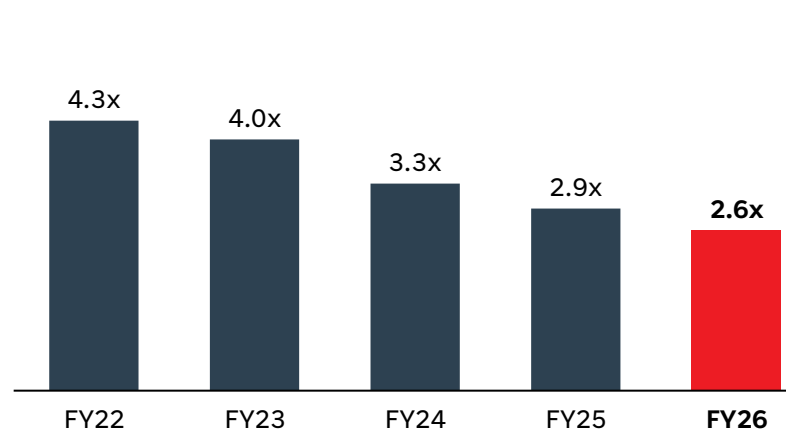
PAT & PAT Margin (%)



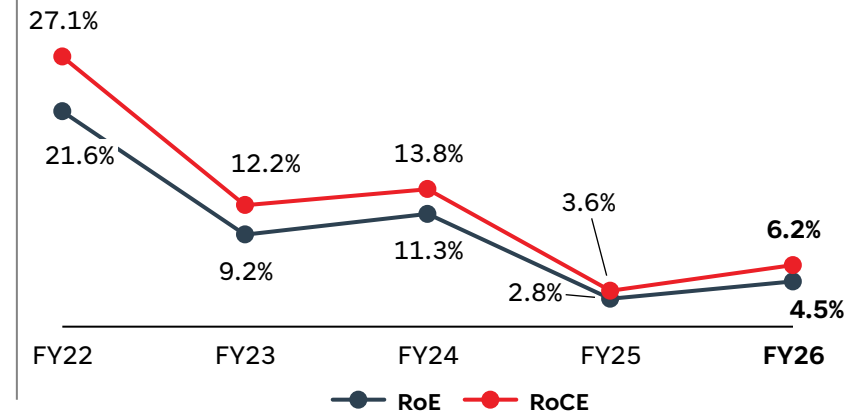
Net Debt & Net Worth



Net Fixed Assets Turnover Ratio (x)



RoE (%) & RoCE (%)



For further information, please contact:

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CIN: L26932DN1987PLC005837

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Thank You