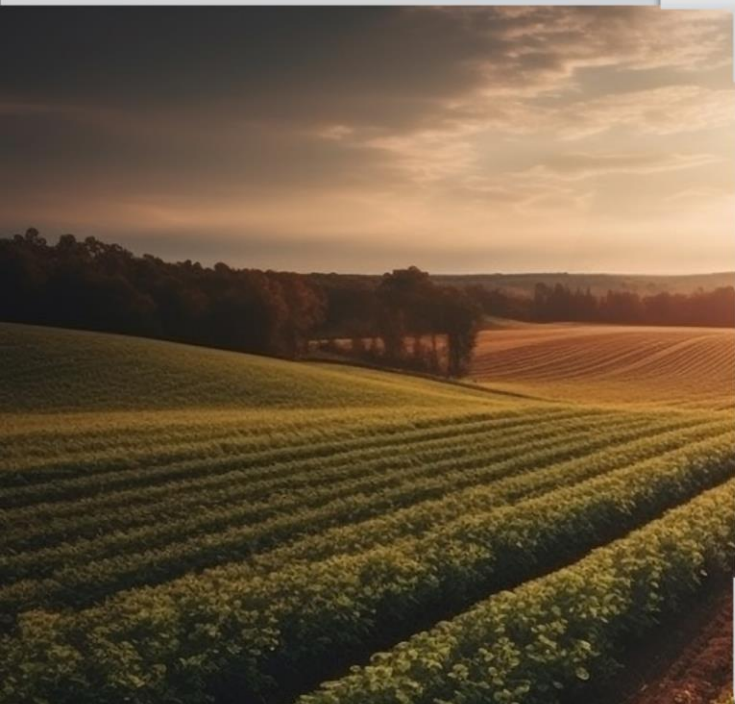




**PRINCE**  
PIPING SYSTEMS



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# Prince Pipes & Fittings Ltd.

Investor Presentation | Q4 FY25

Piping progress across every corner of nation

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## Q4 & FY25 Results Highlights



## SALES VOLUME

- For FY25, volumes stood at **177,202 MT** as compared to **172,793 MT** same period last year, an increase of **3% YoY**
- Sales Volume for Q4 FY25 stood at **50,454 MT**, de-grew by 2% YoY

## REVENUE

- Revenues for full year stood at **₹ 2,524 crores**, down by 2% YoY
- Revenues for the quarter stood at **₹ 720 crores**, de-grew by 3% YoY

## EBITDA

- EBITDA for FY25 and Q4 de-grew by 47% and 40% YoY and stood at **₹ 162 crores** and **₹ 55 crores** respectively
- EBITDA Margins for FY25 and Q4 stood at **6.0%** and **7.6%** respectively

## PROFIT AFTER TAX

- For FY25, PAT stood at **₹ 43 crores**, down by 77% YoY. Margins for full year stood at **2.0%**
- PAT for the quarter de-grew by 56% and stood at **₹ 24 crores**. PAT Margin stood at **3.3%**

## ❖ Commenced Phase 1 operations at the 8th manufacturing unit in Begusarai, Bihar

- The facility boasts an installed capacity of 24,000 MT, focusing on PVC and CPVC pipes and fittings production
- Completion of Phase 2 operations is anticipated in the next 6 months, further enhancing production capabilities



## ❖ Aquel by Prince continues to steadily expand its footprint with the launch of new display centers in Jaisalmer and Ratangarh (Rajasthan), and Gorakhpur (Uttar Pradesh)

- 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 septic tanks under the brand ‘Bio-Fit’ for efficient wastewater management**

- Designed to support safe effluent disposal through soak pits or dispersion trenches, these tanks promote natural filtration and purification, helping safeguard groundwater
- This eco-friendly product line aligns with our commitment to sustainable infrastructure solutions



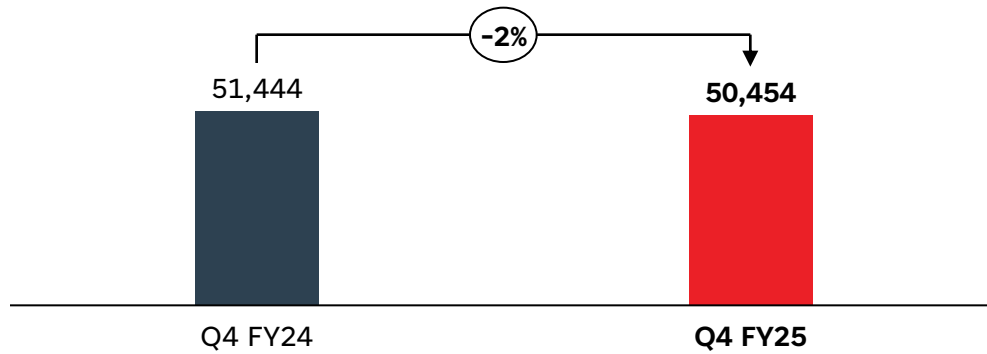
❖ **Achieved GreenPro Certification from CII for CPVC products, reinforcing commitment to sustainable and eco-friendly manufacturing**

- GreenPro Certification offers numerous benefits across environmental, economic, and market dimensions
- This certification strengthens our brand credibility and positions us as a preferred choice in the project segment

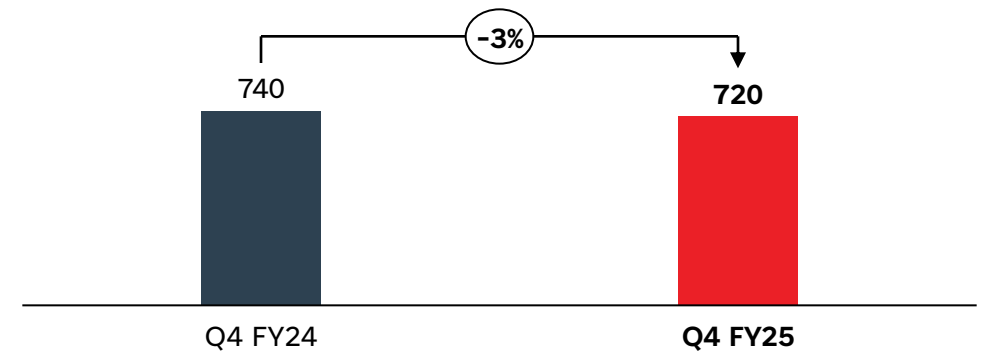


# Financial Highlights - Q4 FY25

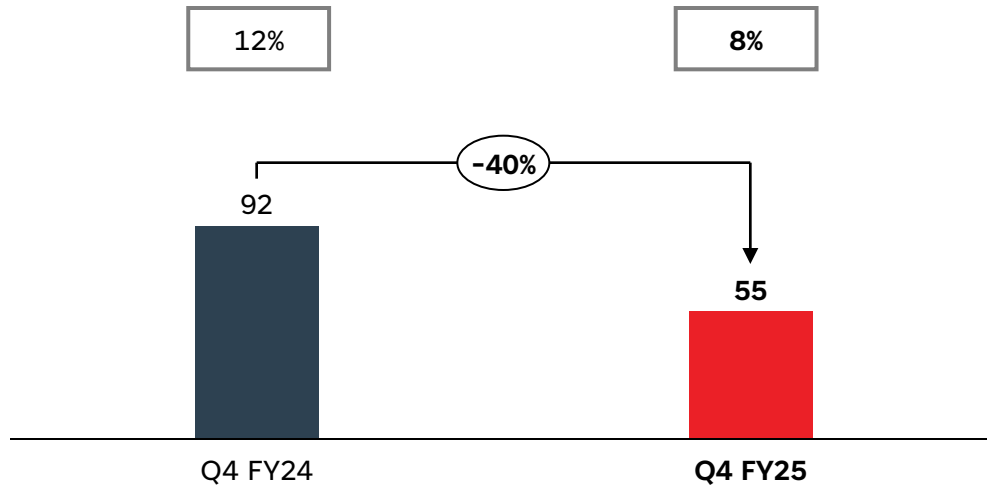
## Sales Volume (in MT)



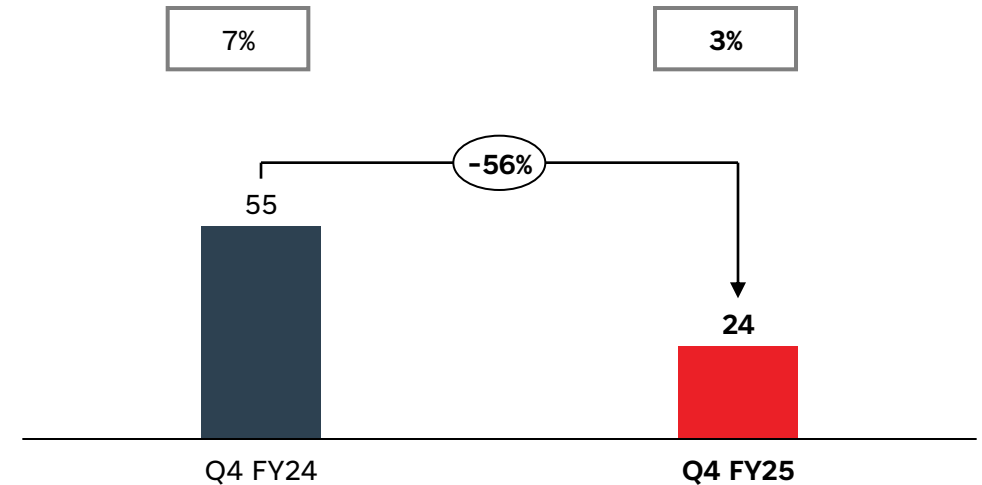
## Revenue from Operations



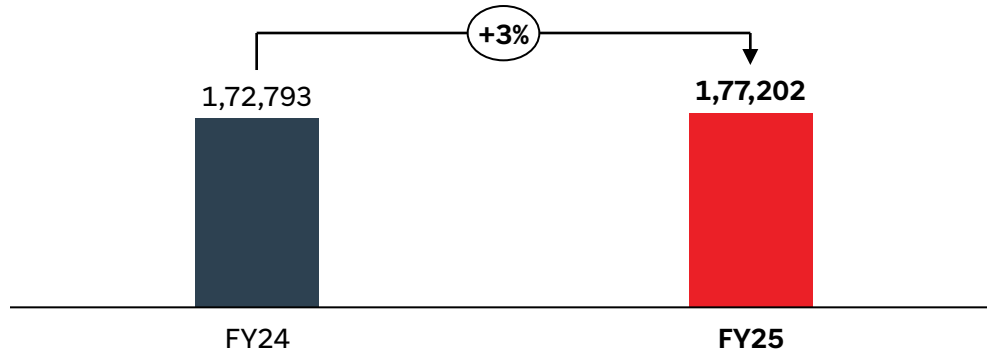
## EBITDA & EBITDA Margin (%)



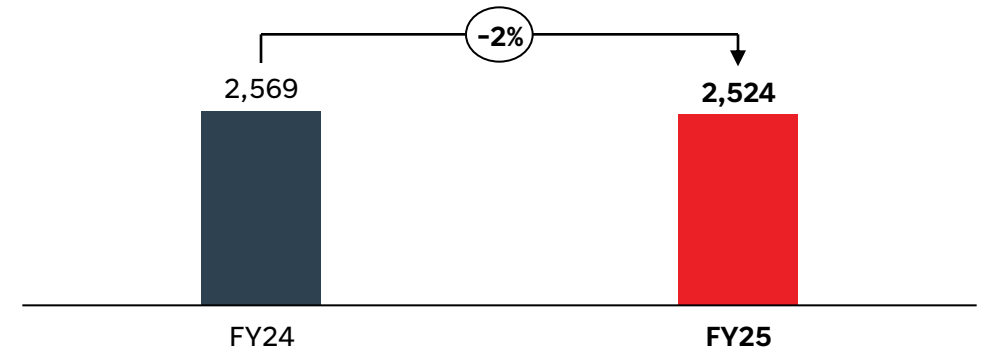
## PAT & PAT Margin (%)



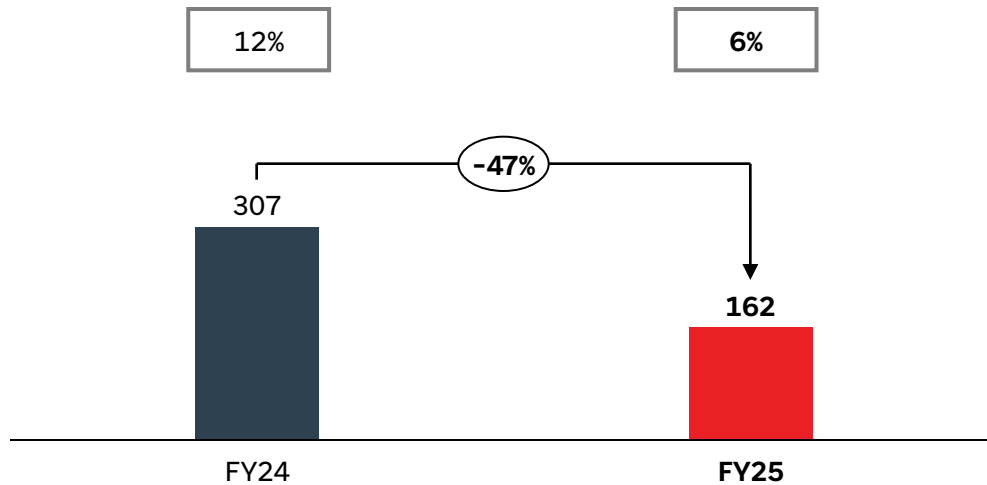
## Sales Volume (in MT)



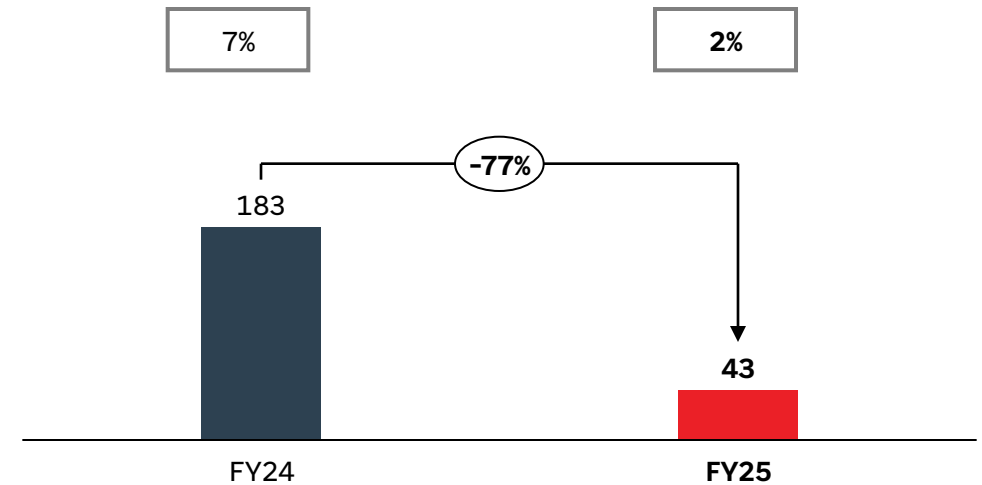
## Revenue from Operations



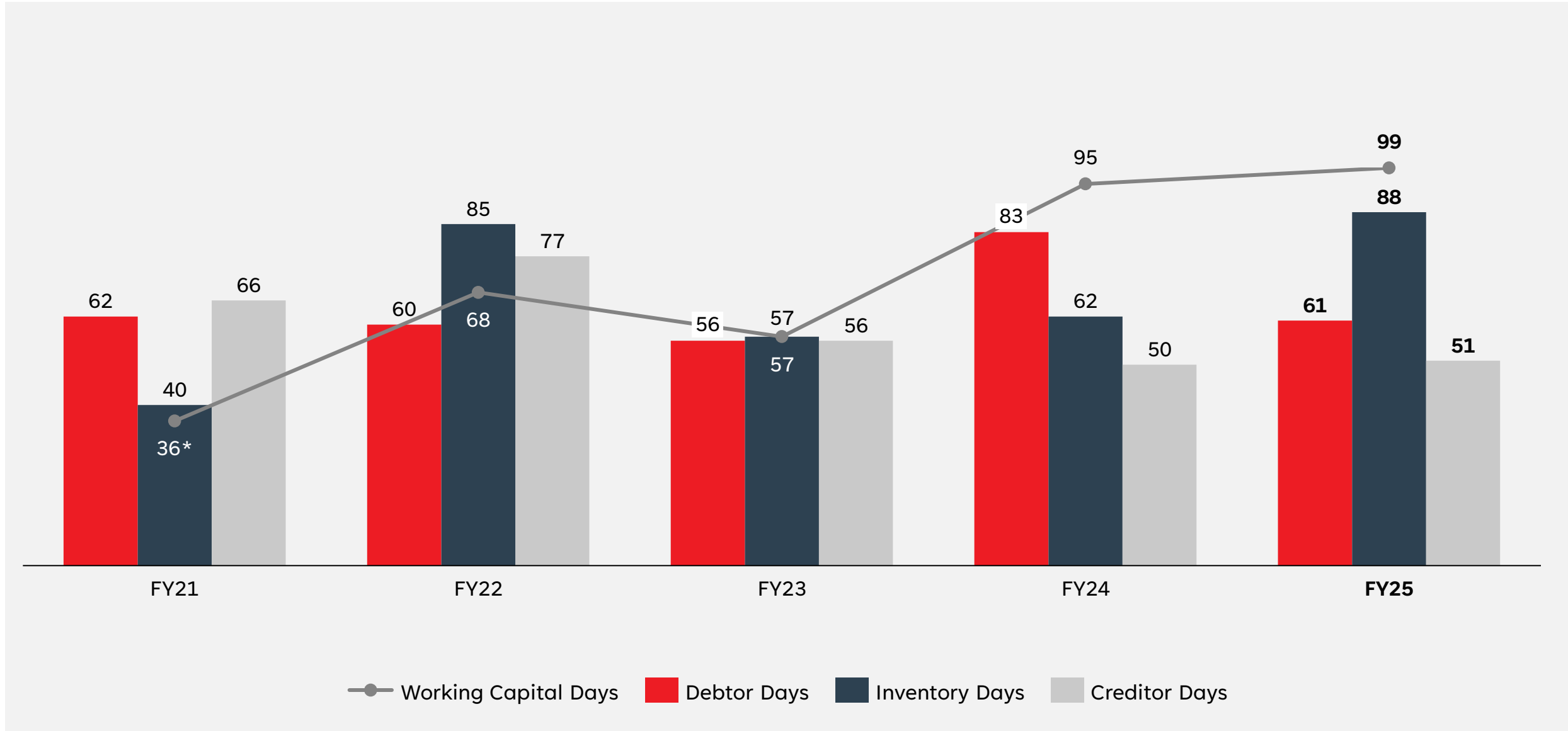
## EBITDA & EBITDA Margin (%)



## PAT & PAT Margin (%)



# Working Capital Cycle



# Consolidated Income Statement

Particulars (₹ Cr)	Q4 FY25	Q4 FY24	YoY %	Q3 FY25	QoQ%	FY25	FY24	YoY%
<b>Revenue from Operations</b>	<b>720</b>	<b>740</b>	<b>-3%</b>	<b>578</b>	<b>25%</b>	<b>2,524</b>	<b>2,569</b>	<b>-2%</b>
Raw Material Consumed	540	522		453		1,884	1,819	
<b>Gross Profit</b>	<b>180</b>	<b>218</b>		<b>125</b>		<b>640</b>	<b>749</b>	
<b>Gross Profit Margin %</b>	<b>25%</b>	<b>29%</b>		<b>22%</b>		<b>25%</b>	<b>29%</b>	
Employee Expenses	46	38		45		174	148	
Other Expenses	78	88		77		304	294	
<b>EBITDA</b>	<b>55</b>	<b>92</b>	<b>-41%</b>	<b>3</b>	<b>-</b>	<b>162</b>	<b>307</b>	<b>-47%</b>
<b>EBITDA Margin %</b>	<b>8%</b>	<b>12%</b>		<b>1%</b>		<b>6%</b>	<b>12%</b>	
Other Income	6	5		2		14	16	
Depreciation	27	24		26		107	91	
<b>EBIT</b>	<b>33</b>	<b>74</b>	<b>-55%</b>	<b>-22</b>	<b>-</b>	<b>69</b>	<b>232</b>	<b>-71%</b>
<b>EBIT Margin %</b>	<b>5%</b>	<b>10%</b>		<b>-</b>		<b>3%</b>	<b>9%</b>	
Finance Cost	3	1.4		3		10	7	
Exceptional Item	0	0		0		0	18*	
<b>Profit before Tax</b>	<b>30</b>	<b>72.3</b>	<b>-59%</b>	<b>-25</b>	<b>-</b>	<b>59</b>	<b>244*</b>	<b>-76%</b>
<b>PBT Margin %</b>	<b>4%</b>	<b>10%</b>		<b>-</b>		<b>2%</b>	<b>9%</b>	
Tax Expense	6	18		-5		16	61	
<b>Profit after Tax</b>	<b>24</b>	<b>55</b>	<b>-56%</b>	<b>-20</b>	<b>-</b>	<b>43</b>	<b>183*</b>	<b>-77%</b>
<b>PAT Margin %</b>	<b>3%</b>	<b>7%</b>		<b>-</b>		<b>2%</b>	<b>7%</b>	
EPS	2.2	4.9		-1.9		3.9	16.5	

# Consolidated Balance Sheet Statement

Particulars (₹ Cr)	FY25	FY24
<b>ASSETS</b>		
<b>Non - Current Assets</b>		
Property, plant and equipment	941	774
Capital work-in-progress	20	35
Right of use assets	12	15
Goodwill	0	0
Other tangible assets	7	8
Intangible assets under development	0	0
<b>Financial Assets</b>		
(i) Investments	0	0
(ii) Loans	0	0
(iii) Other Financial Assets	15	13
Other non-current assets	38	31
<b>Total Non - Current Assets</b>	<b>1,034</b>	<b>877</b>
<b>Current Assets</b>		
Inventories	609	438
<b>Financial Assets</b>		
Investments	27	38
(i) Trade receivables	423	585
(ii) Cash and cash equivalents	80	76
(iii) Bank balances other than (ii) above	3	2
(iv) Loans	0	0
(v) Other current financial assets	1	1
Current Tax Assets	14	1
Other current assets	128	105
<b>Total Current Assets</b>	<b>1,286</b>	<b>1,246</b>
<b>Total Assets</b>	<b>2,319</b>	<b>2,123</b>

Particulars (₹ Cr)	FY25	FY24
<b>EQUITY &amp; LIABILITIES</b>		
<b>Equity</b>		
(a) Equity share capital	111	111
(b) Other equity	1,465	1,433
<b>Total Equity</b>	<b>1,576</b>	<b>1,544</b>
<b>Liabilities</b>		
<b>Non - Current Liabilities</b>		
Financial liabilities		
(i) Borrowings	88	19
(ii) Lease liabilities	6	10
Other Financial Liabilities	0	0
Provisions	22	18
Deferred Tax Liabilities (net)	19	19
<b>Total Non - Current Liabilities</b>	<b>136</b>	<b>66</b>
Current Liabilities		
Financial liabilities		
(i) Borrowings	176	96
(ii) Lease liabilities	6	5
(iii) Trade payables		
(a) total outstanding dues of micro enterprises and small enterprises	23	43
(b) total outstanding dues of creditors other than micro enterprises and small enterprises	238	206
(iv) Other financial liabilities	74	63
Provisions	4	3
Current tax liabilities	0	0
Other Liabilities	87	97
<b>Total Current Liabilities</b>	<b>607</b>	<b>513</b>
<b>Total Liabilities</b>	<b>743</b>	<b>579</b>
<b>Total Equity and Liabilities</b>	<b>2,319</b>	<b>2,123</b>

# Consolidated Cashflow Statement

Particulars (₹ Cr)	FY25	FY24
<b>Cash Flow from Operating Activities</b>		
Profit before Tax (including exceptional items)	59	244
Less: Exceptional Items	-	18
Profit before Tax (excluding exceptional items)	59	226
Adjustment for Non-Operating Items	-120	-95
Operating Profit before Working Capital Changes	<b>179</b>	<b>322</b>
Changes in Working Capital	-32	-216
<b>Cash Generated from Operations</b>	<b>147</b>	<b>106</b>
Less: Direct Taxes paid	-28	-73
<b>Net Cash from Operating Activities</b>	<b>119</b>	<b>33</b>
Cash Flow from Investing Activities	-235	-126
Cash Flow from Financing Activities	120	48
<b>Net increase/ (decrease) in Cash &amp; Cash equivalent</b>	<b>4</b>	<b>-45</b>
<b>Cash and cash equivalents as at 31st March</b>	<b>76</b>	<b>121</b>
Cash and cash equivalents at the end of the period	80	76
Net increase/ (decrease) in Cash & Cash equivalent	<b>4</b>	<b>-45</b>



## 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 seven 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



**11**

Warehouses



**7,200+**

SKUs



**1,500+**

Channel Partners



**CRISIL A+**

Outlook:  
STABLE



**2,150**

Employees



**3,270 cr.**

Market Cap  
(May 21, 2025)



**₹ 43 Cr**

PAT  
(For FY 2025)



**3,97,559** MTPA

Total Installed Capacity



**AQUEL BY PRINCE**

Bathware Brand



**PRINCE & TRUBORE**

Piping Product Brands



Amongst **TOP 5 PROCESSORS**  
in Piping Industry



More than **3 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



BATHWARE



FAUCETS | SANITARYWARE SHOWERS | CISTERNS

# Manufacturing Facilities across the country

**ATHAL (1995)**



Installed Capacity **11,868** MTPA

**DADRA (2000)**



Installed Capacity **72,468** MTPA

**HARIDWAR (2008)**



Installed Capacity **100,069** MTPA

**CHENNAI (2012)**



Installed Capacity **56,436** MTPA

**KOLHAPUR (2012)**



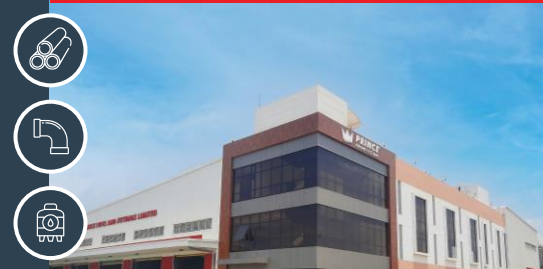
Installed Capacity **19,740** MTPA

**JAIPUR (2019)**



Installed Capacity **56,674** MTPA

**SANGAREDDY (2021)**



Installed Capacity **56,304** MTPA

**BEGUSARAI (2025)**



Installed Capacity **24,000** 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. 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.



**MR. PARAG J. CHHEDA**

Joint Managing Director



Associated with the company since 1996. Was awarded Inspiring 'Business Leader Award 2016' at the Economic Times Summit.



**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. VIPUL J. CHHEDA**

Executive Director



His honed skills and dedication towards our vision over last 25 years has made him a vital part of our growth story.





**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.

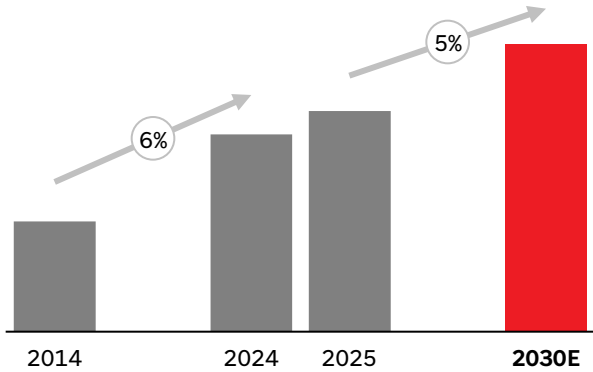
2016	2017	2021	2022	2023	2024
<p>Certificate of appreciation for active association at the Gujarat Premier 10th Mega Industrial Exhibition VCCI Global Trade Show 2016</p> <hr/> <p>Mr. Parag Chheda - JMD was awarded the 'Inspiring Business Leader Award' at the Economic Times Summit, 2016</p> <hr/> <p>Digital Transformation Awards 2016 – Transformation with Cloud Networking by Citrix</p>	<p>The Economic Times Polymers Awards 2017 – for Excellence in Building and Construction (Plumbing) Large Enterprises</p> 	<p>Awarded Brand of the year-pipes at Reality+ INEX Awards 2021</p> <hr/> <p>Jaipur plant wins gold at National awards for Manufacturing competitiveness 2021</p> <hr/> <p>Nihar Chheda wins “ET POLYMERS - Next Generation Leader” Award 2021</p>	<p>Awarded the best channel Loyalty Program in the customer FEST Awards</p> <hr/> <p>Awarded the best channel Loyalty Program in the customer FEST Awards</p>	<p>Awarded The best channel Loyalty Program for second time at the customer FEST Awards</p> <hr/> <p>Chennai plant achieved IGBC Gold rated Green Building certification from the Indian Green Building Council (IGBC)</p> <hr/> <p>Wins Sustainability 4.0 awards by Frost &amp; Sullivan</p> <hr/> <p>Wins brand of the year water. Technologies award by INEX Reality</p> 	<p>Founder and Chairman Mr. Jayant Chheda awarded the lifetime achievement award by Society of Plastic Engineers India</p> <hr/> <p>Athal plant wins the IMEXL commitment prize for facilitating operational excellence and sustainable improvement culture</p> <hr/> <p>Dadra plant wins the IMEA's silver certificate of merit for Commitment toward efficient and sustainable manufacturing and optimizing supply chain operations</p> <hr/> <p>Mr. Parag Chheda, JMD, bestowed with 'Most Inspiring Entrepreneurs to Watch in 2024' by Times of India</p>



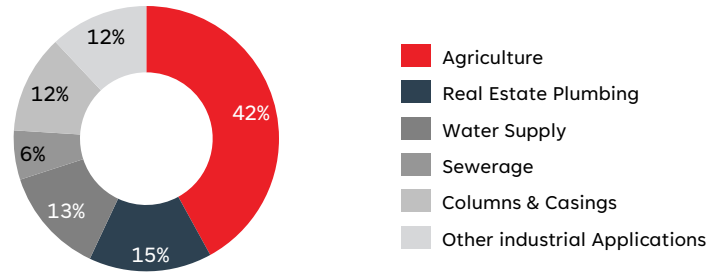
## Industry Overview

# Plastic Pipes Industry Overview

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



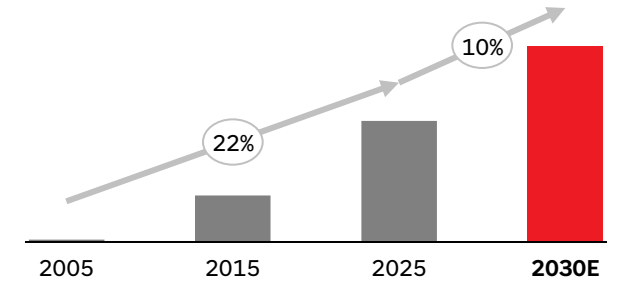
Breakdown (by application)



Agriculture segment dominates the piping industry

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

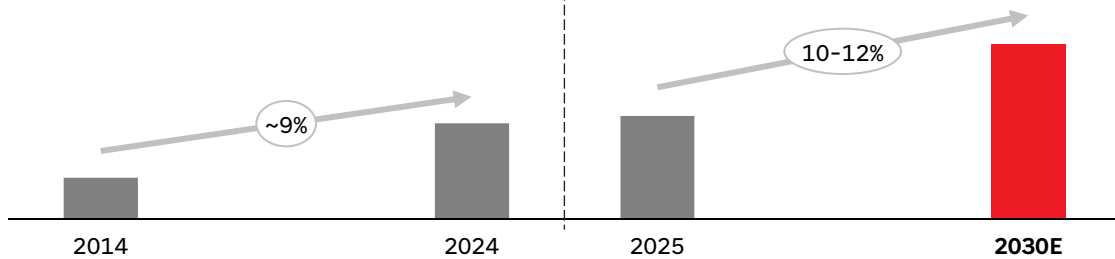
CPVC segment dominates 75% of internal plumbing application and growth volumes is double the PVC segment



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



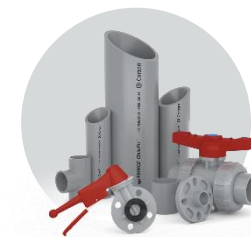
**GREENFIT**  
PP-R Plumbing & Industrial Piping Systems



**EASYFIT**  
UPVC Plumbing Systems



**EASYFIT RE3**  
Reclaim Piping Systems



**ONEFIT**  
CPVC Industrial Piping Systems



**EASYFIT in**  
Industrial Piping Systems

## 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

## New Addition to the Portfolio



**BIOFIT**  
Septic tanks for wastewater management

## AGRICULTURE, WATER STORAGE & SUB SURFACE DRAINAGE



**AQUAFIT**  
Agriculture Piping Systems



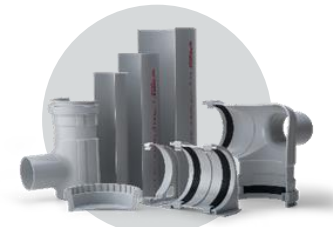
**SAFELIT**  
Borewell Systems



**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

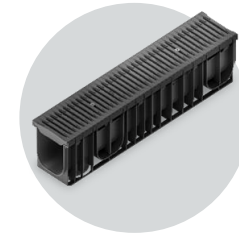
Brings home world class plumbing solutions with German Technology



**Skolan**  
safe



**HT**  
safe



 **hauraton**

- 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

- 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)



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





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

# Always Staying ahead of the Curve



## TRIPLE BOTTOM-LINE GOALS



**Environmental**

**Financial**



**Social**



**GREEN ENERGY  
UP TO FY25**

**7,95,592**  
Tree Seedlings  
Grown for a Decade

**24,243 MT**  
Coal Burned

**38.3%**

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

**1,37,602**

MT Carbon Footprint  
saved since FY-17

**71,616**

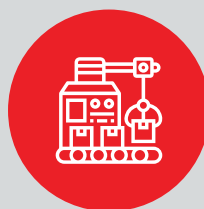
MWH of Green Energy used  
since FY-20

**~ 20%**

Total energy requirement  
fulfilling through Renewable  
Energy sources for FY25



Embracing Green Energy  
across Factories



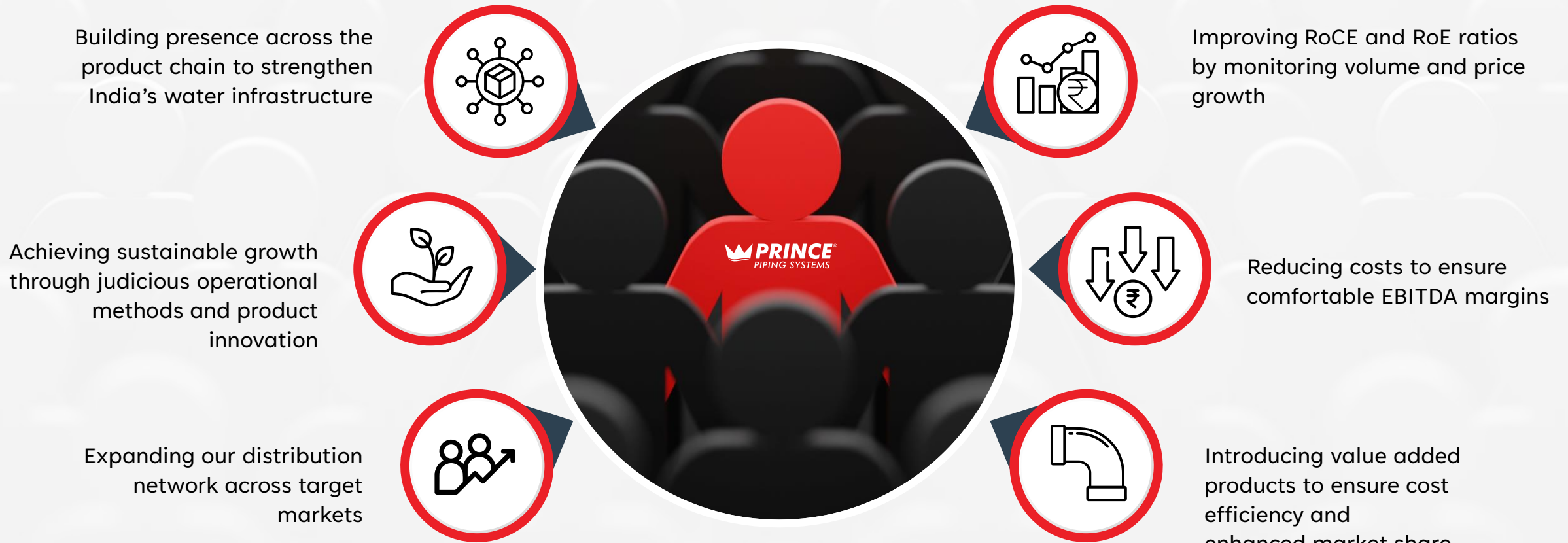
To improve Equipment Efficiency  
& Machine Output



Energy Audit conducted  
through 3<sup>rd</sup> party to Curb  
Energy Leakages & Carbon  
Footprint Certification done  
for Haridwar plant from DQS



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

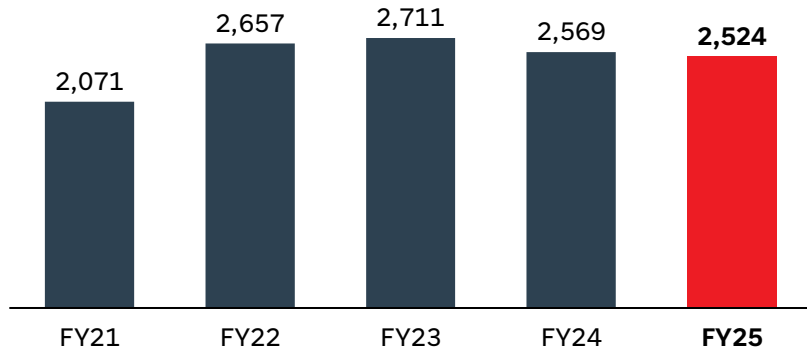




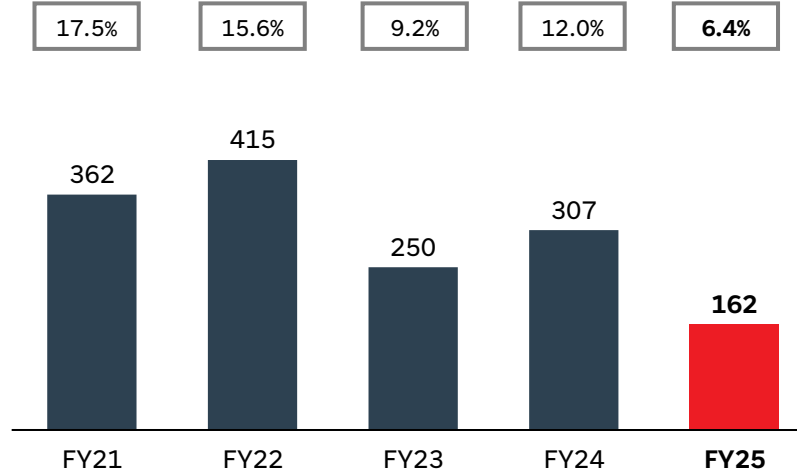
## Historical Financial Highlights

# Annual Financial Performance

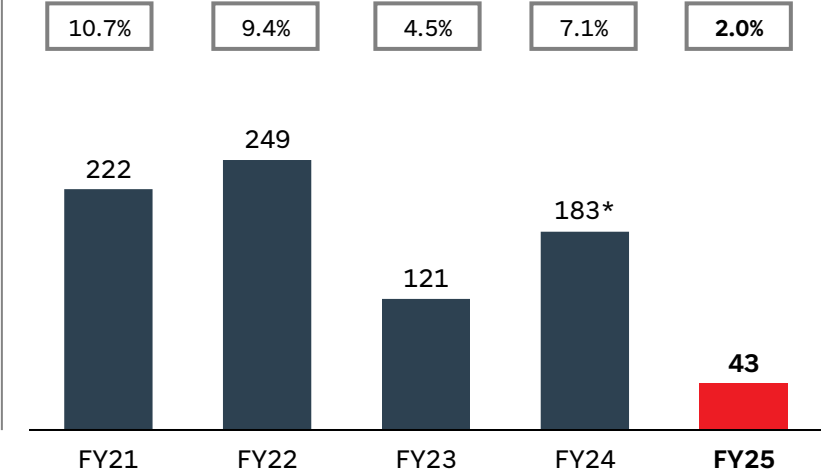
## Revenue from Operations



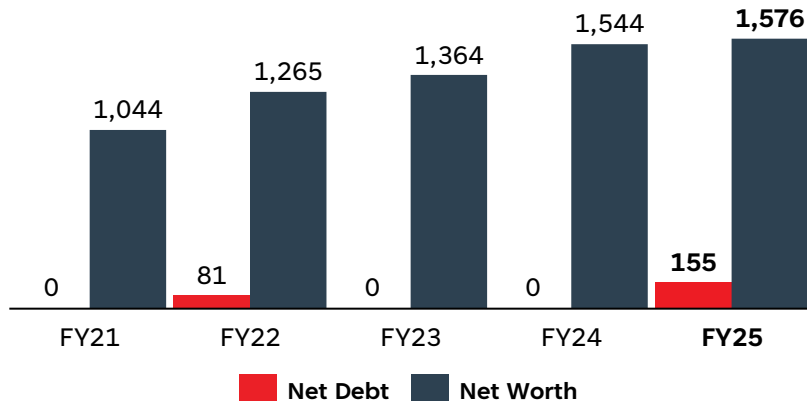
## EBITDA & EBITDA Margin (%)



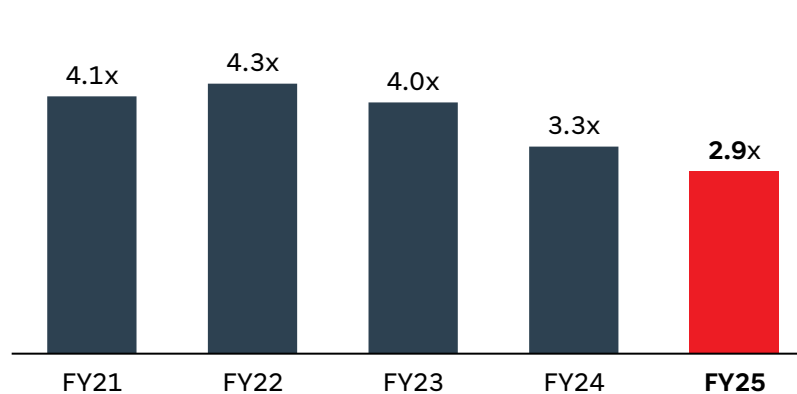
## PAT & PAT Margin (%)



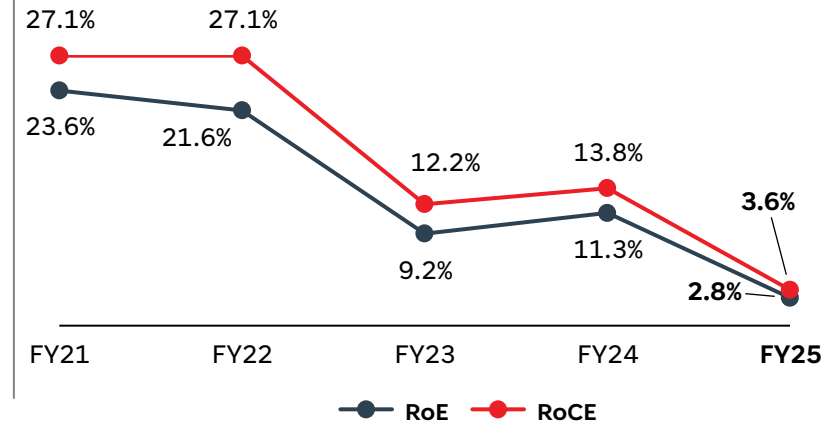
## Net Debt & Net Worth



## 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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For Meeting request - [Click here](#)



Thank You