

PPFL/SE/2023-2024/ 015

May 25, 2023

To,

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

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

Scrip Code: 542907

Scrip Code: PRINCEPIPE

Dear Sir/Madam,

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

In continuation to our letter No. PPFL/SE/2023-24/009 dated May 22,2023, please find enclosed presentation to be made for Conference Call Scheduled on Friday, May 26, 2023, at 10:30 a.m. IST.

Kindly take the same on record.

Thanking You.

Yours faithfully,

For PRINCE PIPES AND FITTINGS LIMITED



Shailesh K Bhaskar  
Company Secretary & Compliance Officer  
ACS: 36475  
Encl. as above.

# Prince Pipes and Fittings Limited



**PRINCE**<sup>®</sup>  
PIPING SYSTEMS

INVESTOR PRESENTATION

Q4 & FY23

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.

# TABLE OF CONTENTS

|  |    |
|--|----|
| PERFORMANCE HIGHLIGHTS                 | 04 |
| BUSINESS HIGHLIGHTS                    | 06 |
| FINANCIAL PERFORMANCE                  | 10 |
| INDUSTRY OVERVIEW                      | 14 |
| COMPANY OVERVIEW                       | 16 |
| THE ROAD AHEAD...                      | 26 |
| PRODUCT BASKET                         | 27 |
| SEEKING GROWTH...THE ESG WAY           | 32 |
| AWARDS AND ACHIEVEMENTS                | 33 |
| BOARD OF DIRECTORS                     | 38 |
| CORPORATE INFORMATION AND SHAREHOLDING | 39 |
| ANNUAL FINANCIAL PERFORMANCE           | 40 |
| OUTLOOK                                | 41 |

- Q4 FY23 revenues at ₹ 764 crore as compared to ₹ 901 crore in Q4 FY22
- Volumes in Q4 FY23 at 44,317MT as compared to 45,287 MT in Q4 FY22
- EBITDA for Q4 FY23 improved by 6% YoY at ₹ 148 crore versus ₹ 140 crore in Q4 FY22
  - Margins enhanced significantly by 380 bps YoY to 19.4% in Q4 FY23
- PAT improved by 7% YoY for the quarter at ₹ 94 crore as compared to ₹ 88 crore in Q4 FY22
- Company continues to remain long term debt free during the quarter

- Revenues in FY23 grew by 2% YoY to ₹ 2,711 crore from ₹ 2,657 crore in FY22
- Volumes improved by 13% YoY in FY23 to 157,717 MT compared to 139,034 MT in FY22
- EBITDA at ₹ 250 crore in FY23 vs. ₹ 415 crore in FY22
- PAT in FY23 at ₹ 121 crore as compared to ₹ 249 crore in FY22
- Short term debt reduced from ₹ 150 crore in March 2022 to ₹ 58 crore in March 2023
- Working capital days – 57 days as on March 2023, (68 days as on March 2022)
  - Inventory days - 57 days vs. 85 days as on March 2022
  - Debtor days - 56 days vs. 60 days as on March 2022
  - Creditor days - 56 days vs. 77 days as on March 2022

- **Performance for FY23 was adversely impacted by sharp decline in PVC prices leading to destocking and inventory losses severely impacting performance in H1 FY23.**
  - After a steep correction of ~ Rs. 66 per kg from April till November 2022, PVC prices recovered by ~ Rs. 11 per kg till March 2023.
- **Resilient performance of Q3 FY23 continued in Q4 FY23 with significant improvement in operational margins.**
  - Company delivering healthy recovery in bottom-line performance in Q4 FY23 led by stable input prices and focus on improving product mix.
  - Continue to launch state-of-the-art products in Piping division (e.g., OneFit and WireFIT) as a part of the Company's growth strategy to bring innovative and global products to the domestic market.
- **Expansion in the Eastern region with greenfield capacity planned in the state of Bihar.**
  - To bolster its presence in East India, the Company plans to add ~ 35,000 MT Pipes greenfield capacity in Bihar at an estimated cost of ~Rs. 150 crore.
  - The Company shall share further details at a later stage following the completion of regulatory and necessary approvals.

- **Bathware division launch planned towards end of Q1 FY24 - Focus on bringing innovative and elegant products backed by robust service infrastructure.**
  - Vendors and designs have been finalized.
  - Core team including key state heads have been appointed.
- **Company migrating to a global ERP system from a legacy system in Q1 FY24.**
  - The implementation witnessed certain transitioning challenges causing temporary impact to business processes and performance in Q1 FY24.
- **Penetration of STOREFIT water tank continues to gain traction across markets, gaining positive response from dealers and customers.**
  - Emerging as a high-performing product in the storage solutions segment, given its promise of high quality aided by awareness campaigns.



- **Launched WireFIT, range of Electrical Conduit Pipes & Fittings**
  - WireFIT is the latest addition to the wide range of piping solutions within the Prince brand and brings an assurance of quality, reliability and durability
  - It offers great chemical resistance, good impact strength, and low conductivity - making it a perfect fit for homes and workplaces.
  - Additionally, its high heat deflection temperature and ductile behaviour at low temperatures ensure safety at all times
- **Launched Prince OneFit, 2<sup>nd</sup> product in collaboration with Lubrizol, global leaders in CPVC**
  - It is super resistant to corrosion, high of Industrial Applications.
  - As the Indian Industry gears towards faster growth, Prince Onefit with Corzan CPVC Technology is ready to accelerate productivity by enhancing performance and minimizing downtime.

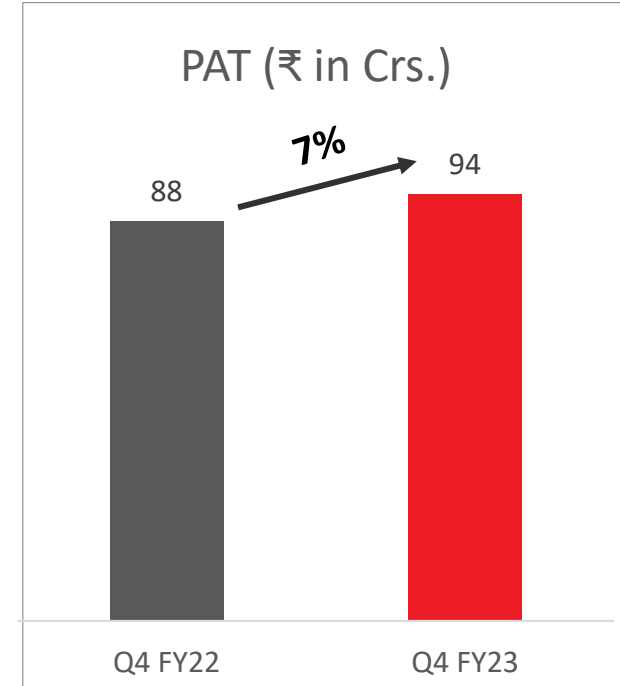
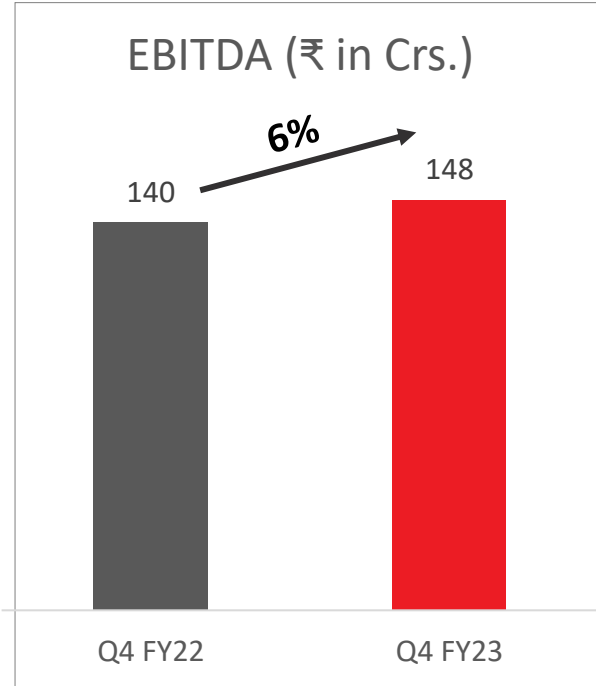
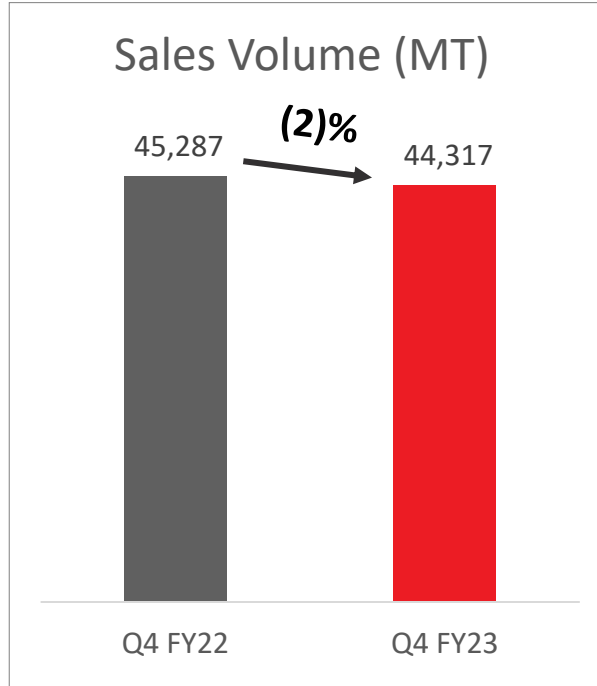
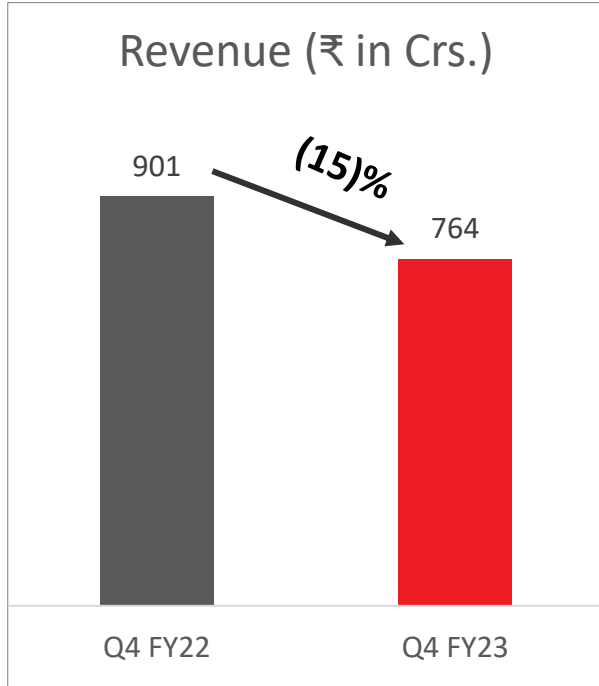


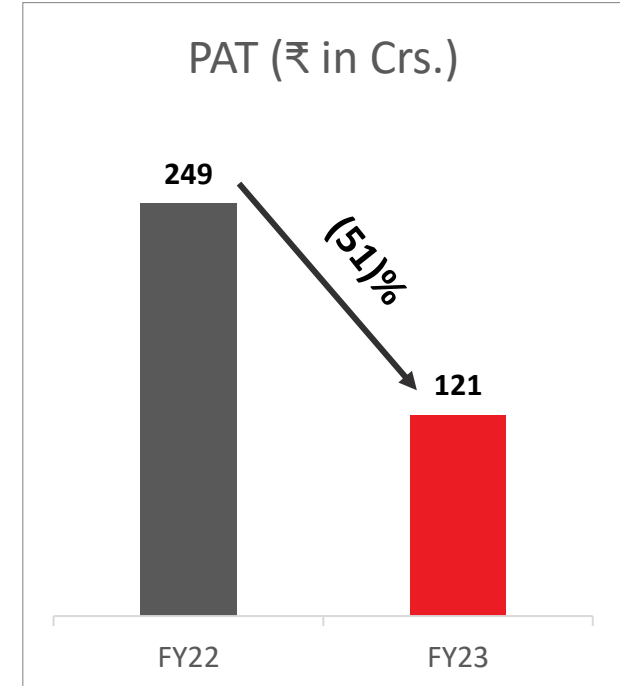
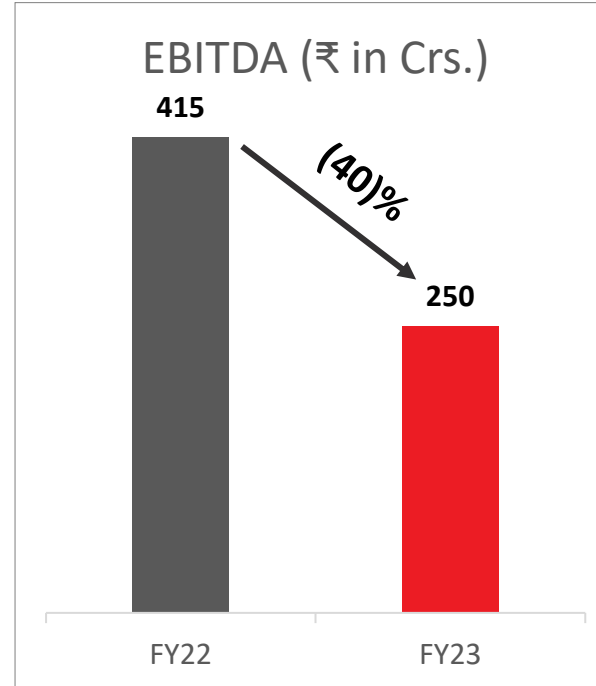
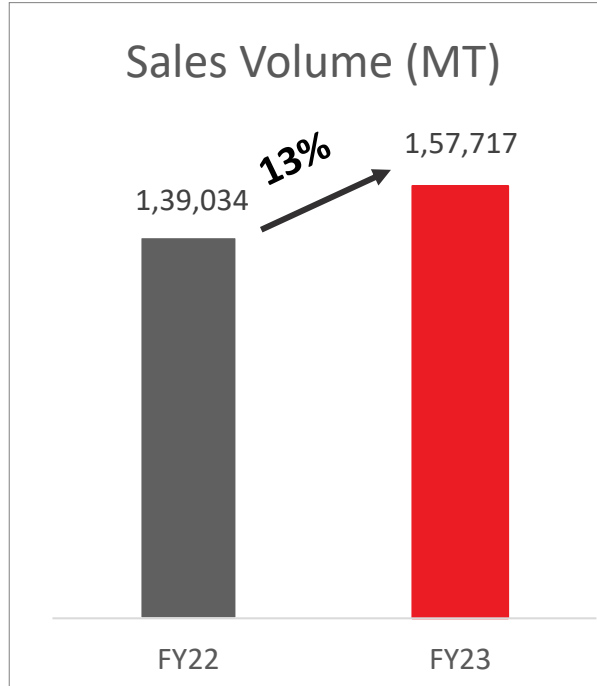
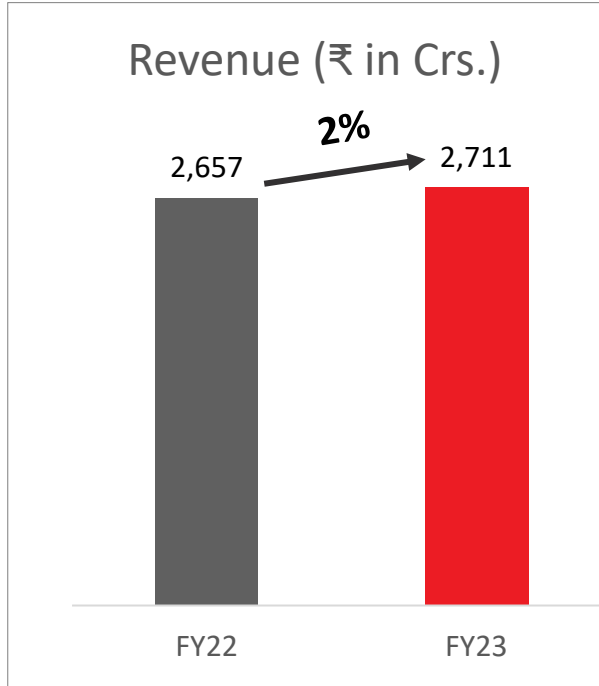
## Awards, Recognitions & Green Initiative

- **Chennai plant achieved IGBC Gold Rated Green Factory Building certification by the Indian Green Building Council (IGBC).**
  - Earlier Jaipur plant had achieved Platinum rated Green Building certification by IGBC.
- **Won the Best Channel Loyalty Program award for the second consecutive year at The Annual Customer Fest Show 2023 organized by KamiKaze B2B Media.**
  - Prince UDAAN has opened up opportunities for our wholesalers, retailers, and plumber partners - helping them earn more, earn fast, and earn with dignity.
- **Efforts towards Green Initiative - Supporting Indian innovation with Team SHUNYA of IIT Bombay.**
  - The Company is privileged to be part of this inspiring endeavour through its products.
  - Team SHUNYA demonstrated successfully a house which is Net Positive Energy, Net Zero Water and Net Zero carbon.
  - Team SHUNYA received 1<sup>st</sup> prize in 2 contests



# FINANCIAL PERFORMANCE FOR Q4 FY23



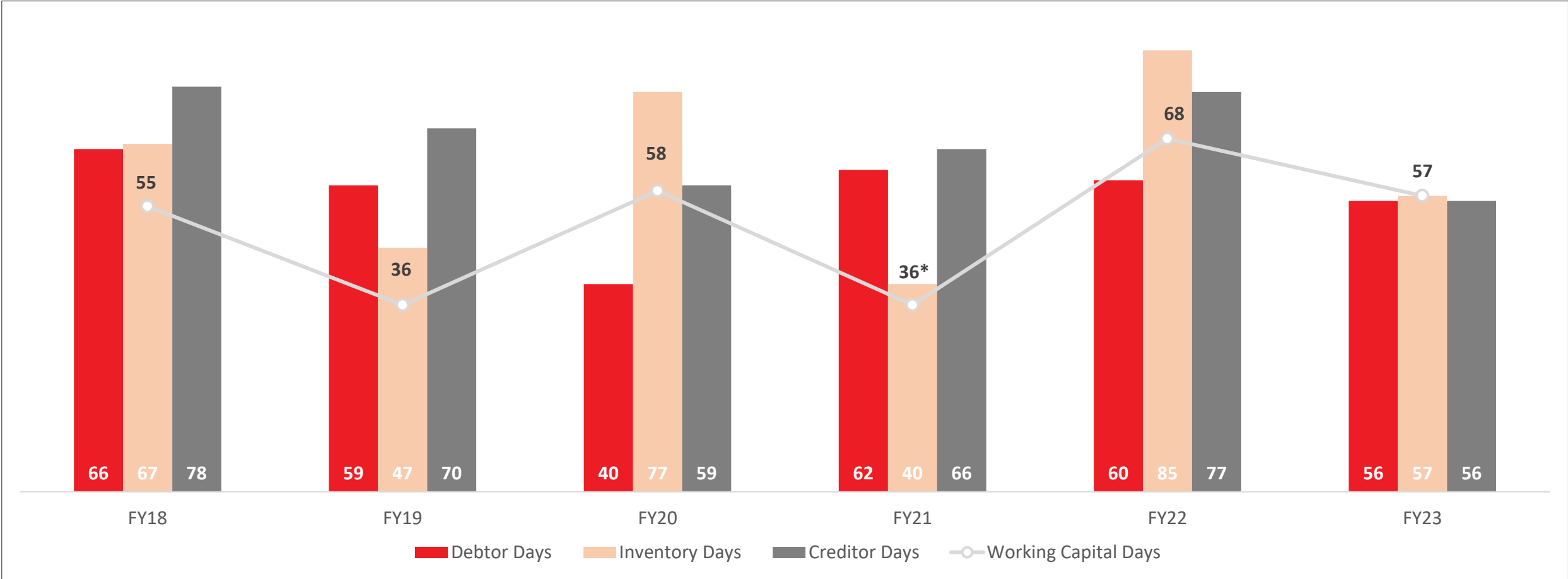


# PROFIT & LOSS STATEMENT AS ON 31<sup>ST</sup> MARCH 2023

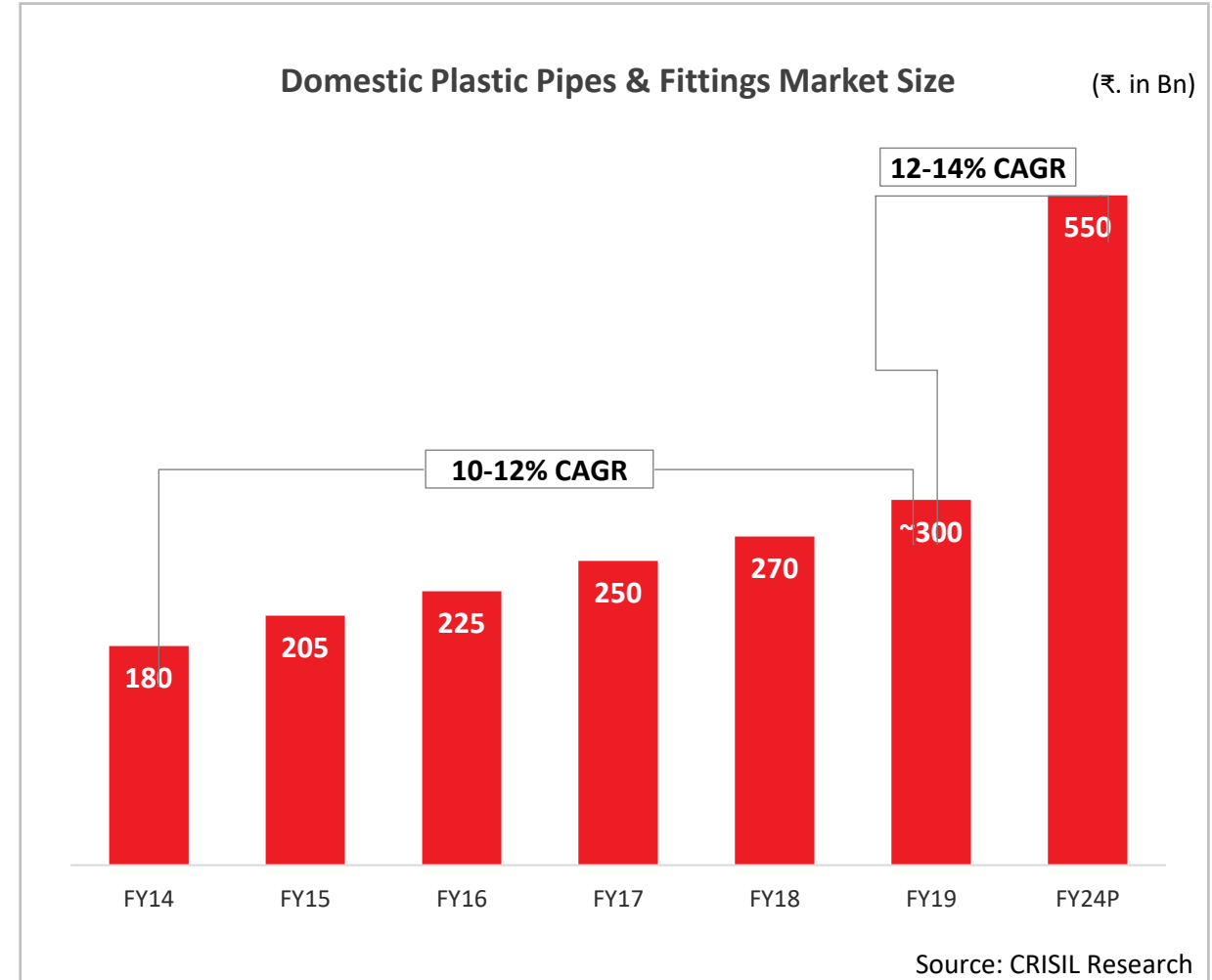
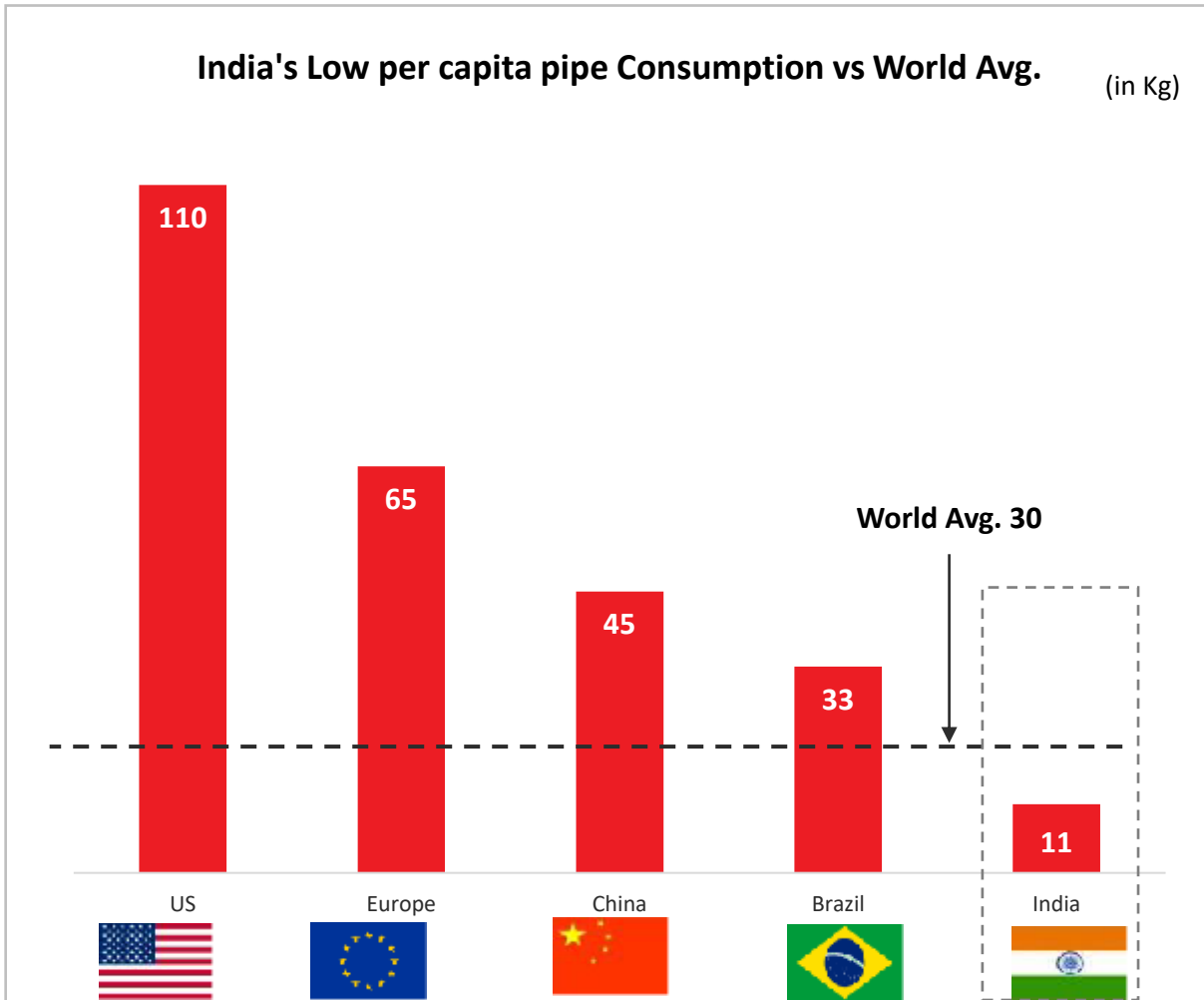
₹ in Crore

| Particulars               | Q4 FY23     | Q3 FY23    | Q4FY22      | Y-o-Y (%)      | FY23         | FY22         | Y-o-Y (%)        |
|---------------------------|-------------|------------|-------------|----------------|--------------|--------------|------------------|
| <b>Total Sales</b>        | <b>764</b>  | <b>706</b> | <b>901</b>  | <b>(15)</b>    | <b>2,711</b> | <b>2,657</b> | <b>2</b>         |
| Raw Material Consumed     | 512         | 548        | 655         | (22)           | 2,092        | 1,892        | 11               |
| Employee benefit expenses | 31          | 31         | 35          | (11)           | 116          | 116          | -                |
| Other Expenses            | 73          | 58         | 71          | (3)            | 253          | 234          | 8                |
| <b>EBITDA</b>             | <b>148</b>  | <b>69</b>  | <b>140</b>  | <b>6</b>       | <b>250</b>   | <b>415</b>   | <b>(40)</b>      |
| <b>EBITDA Margin (%)</b>  | <b>19.4</b> | <b>9.8</b> | <b>15.6</b> | <b>380 Bps</b> | <b>9.2</b>   | <b>15.6</b>  | <b>(640) Bps</b> |
| Depreciation              | 21          | 21         | 20          | 5              | 83           | 70           | 19               |
| <b>EBIT</b>               | <b>127</b>  | <b>48</b>  | <b>120</b>  | <b>6</b>       | <b>167</b>   | <b>345</b>   | <b>(51)</b>      |
| <b>EBIT Margin (%)</b>    | <b>16.6</b> | <b>6.8</b> | <b>13.3</b> | <b>330 Bps</b> | <b>6.1</b>   | <b>13.0</b>  | <b>(690) Bps</b> |
| Other Income              | 3           | 1          | 0           | -              | 9            | 6            | 50               |
| Finance Cost              | 2           | 1          | 4           | 100            | 11           | 14           | (21)             |
| <b>PBT</b>                | <b>128</b>  | <b>48</b>  | <b>117</b>  | <b>9</b>       | <b>165</b>   | <b>337</b>   | <b>(51)</b>      |
| <b>PBT Margin (%)</b>     | <b>16.7</b> | <b>6.8</b> | <b>12.9</b> | <b>380 Bps</b> | <b>6.1</b>   | <b>12.7</b>  | <b>(660) Bps</b> |
| Tax Expenses              | 34          | 13         | 29          | 17             | 44           | 88           | (50)             |
| <b>PAT</b>                | <b>94</b>   | <b>35</b>  | <b>88</b>   | <b>7</b>       | <b>121</b>   | <b>249</b>   | <b>(51)</b>      |
| <b>PAT Margin (%)</b>     | <b>12.3</b> | <b>5.0</b> | <b>9.7</b>  | <b>260 Bps</b> | <b>4.5</b>   | <b>9.4</b>   | <b>(490) Bps</b> |
| EPS (in INR)              | 8.5         | 3.2        | 8.0         | 6              | 10.9         | 22.6         | (52)             |

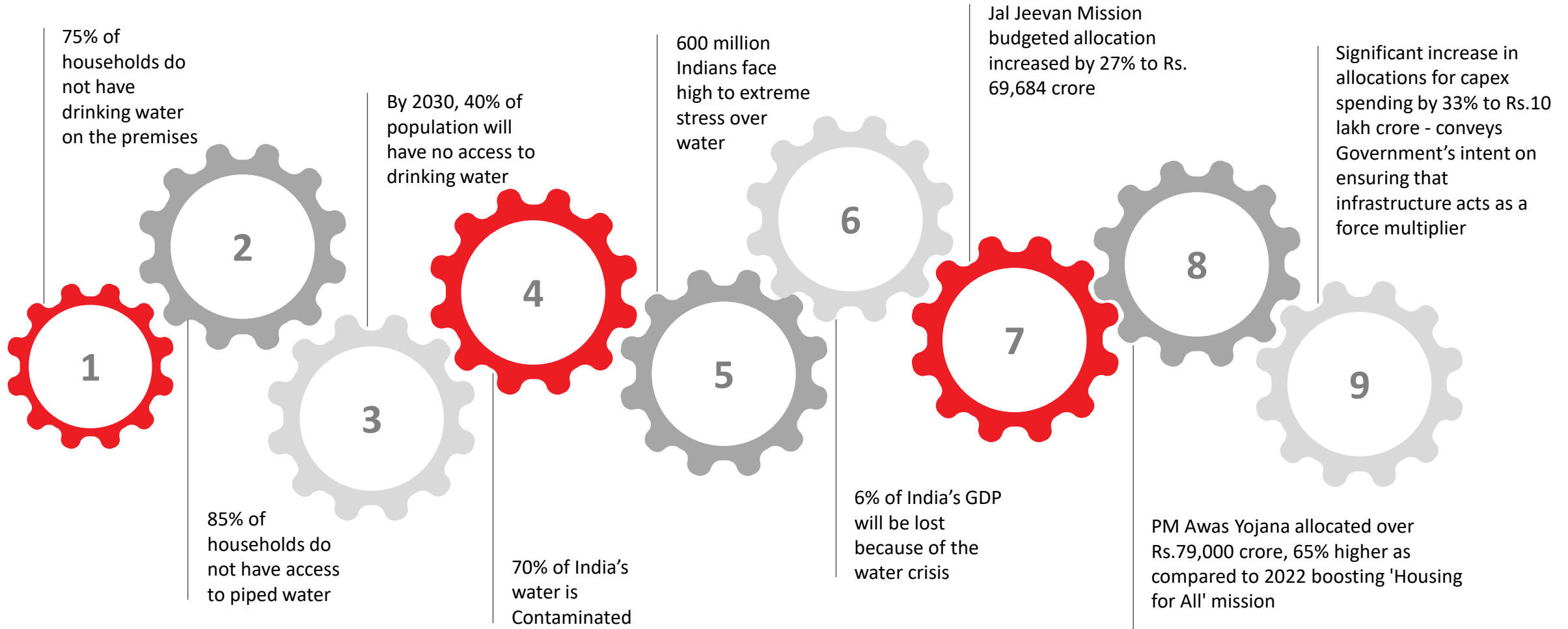
# WORKING CAPITAL CYCLE



\* Reclassified to 15 days based on regrouping of financials for FY 21



- Industry growth outlook remains strong driven by Government’s focus on expanding areas under irrigation and increasing urban infrastructure spending
- Growing penetration of branded plumbing pipes in affordable housing project segment would further led to demand among the pipe segment



Source: Union Budget Highlights 22-23, Industry Data



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.



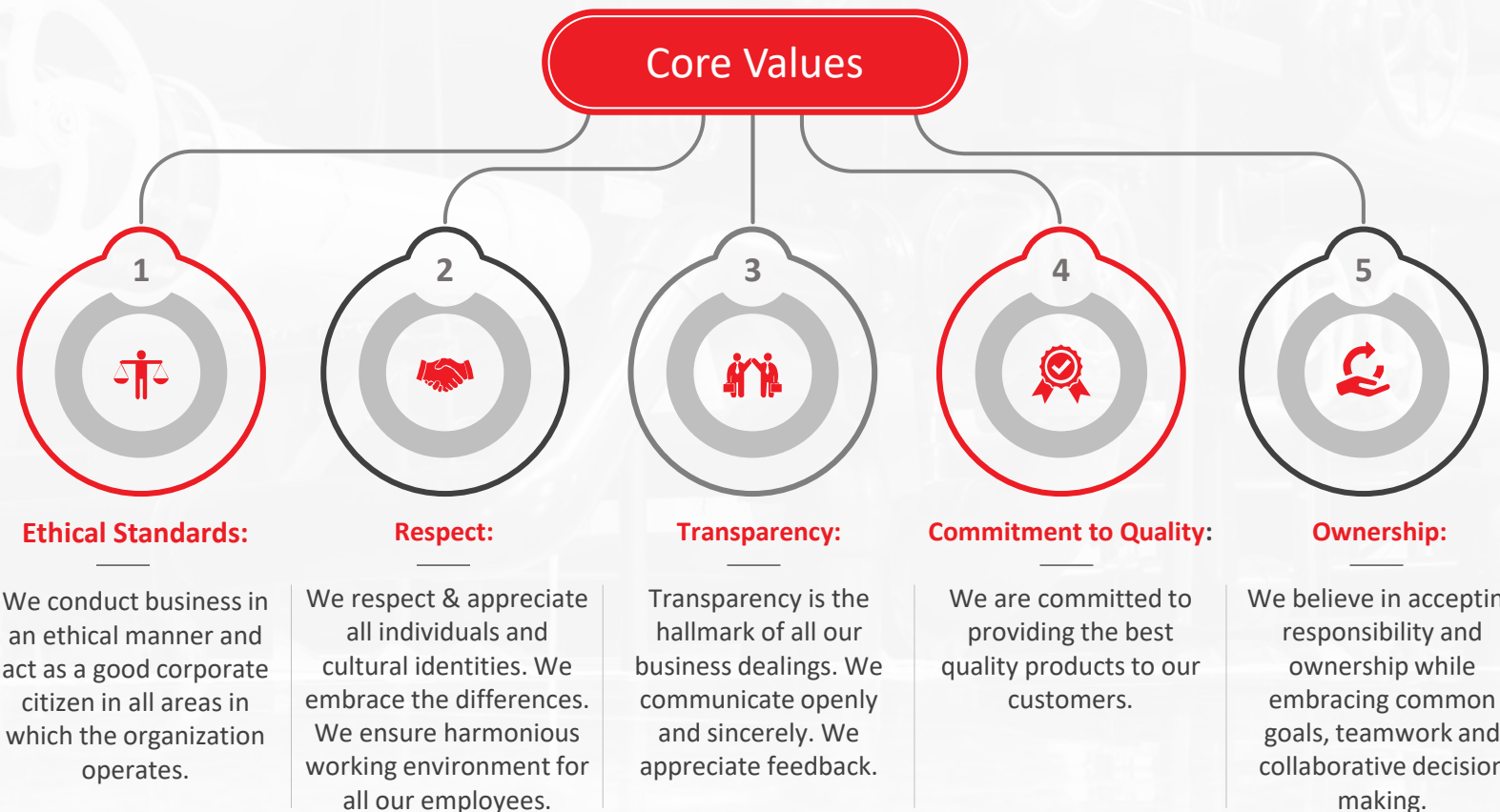
## Vision













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.



|   |  |   |   |
|---|--|---|---|
|  <p><b>1987</b><br/>Incorporation</p>                                       |  <p><b>7</b><br/>No. of Facilities</p>              |  <p><b>9</b><br/>Warehouses</p>                                |  <p><b>7,200+</b><br/>SKUs</p>                           |
|  <p><b>~1,500+</b><br/>Channel Partners</p>                                 |  <p><b>CRISIL A+</b><br/>Outlook: <b>STABLE</b></p> |  <p><b>Long Term<br/>Debt Free</b></p>                         |  <p><b>1,752</b><br/>Employees</p>                       |
|  <p><b>5,998 Cr</b><br/>Market Cap<br/>(For March 31<sup>st</sup> 2023)</p> |  <p><b>121 Cr</b><br/>PAT<br/>(For FY 2023)</p>     |  <p><b>~3,15,000</b> MTPA<br/>Total installed<br/>Capacity</p> |  <p><b>Prince and<br/>Trubore</b><br/>Product Brands</p> |



Amongst Top 5  
Processor in  
Piping Industry

More than 3  
decades of  
Operations

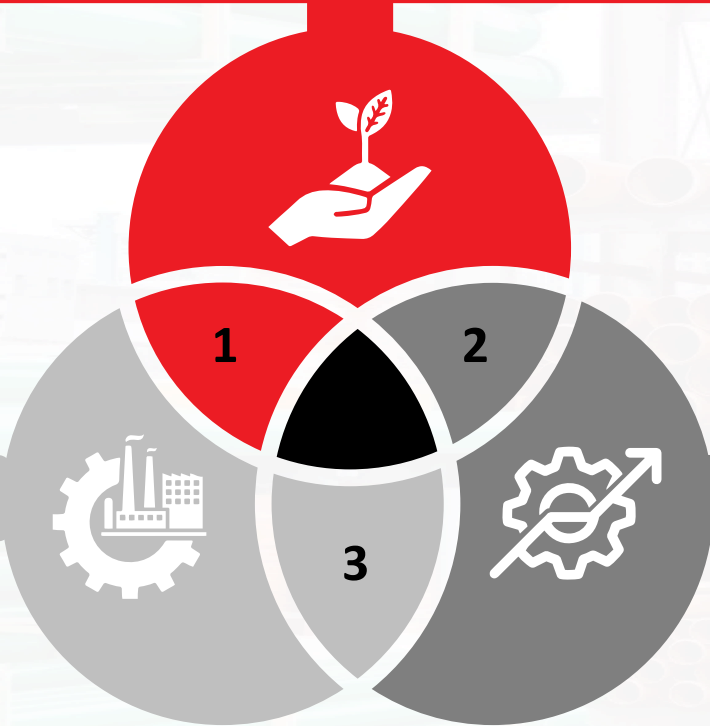
Strategic located  
Manufacturing  
units

Industry's Most  
Trusted Brand



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

## Organic growth

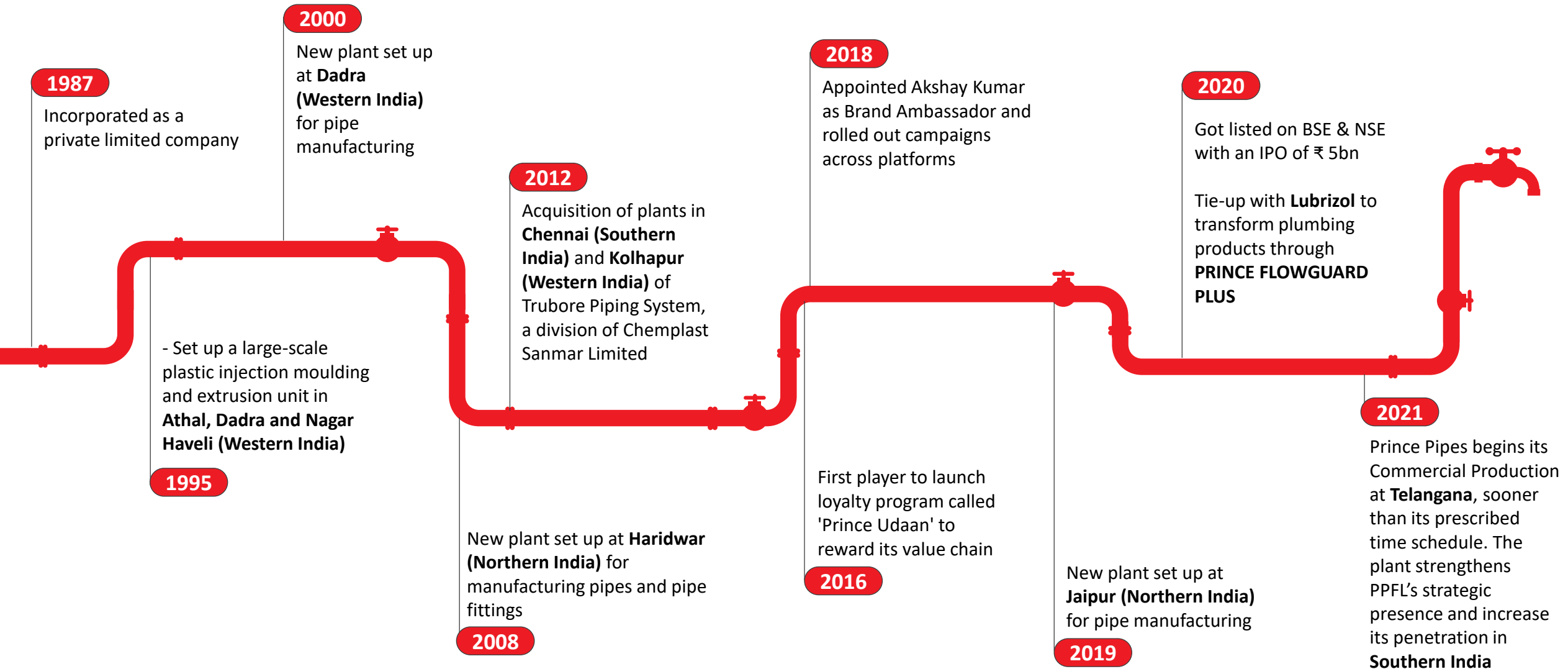


**Promoting clean energy at Manufacturing units**

We cater to new product segments and invest in deepening our market penetration.

**Operational Excellence**

We achieve cost reductions by continuously optimizing our production processes and organizational structures.



# OUR MANUFACTURING CAPABILITIES


**Athal** 1995



Installed Capacity **11,110 MTPA**

Product **FITTINGS**

**Dadra** 2000



Installed Capacity **60,286 MTPA**

Product **PIPES**

**Haridwar** 2008



Installed Capacity **89,163 MTPA**

Product **PIPES & FITTINGS**

**Chennai** 2012



Installed Capacity **50,825 MTPA**

Product **PIPES**


**Kolhapur** 2012



Installed Capacity **14,861 MTPA**

Product **PIPES**

**Jaipur** 2019



Installed Capacity **34,647 MTPA**

Product **PIPES**

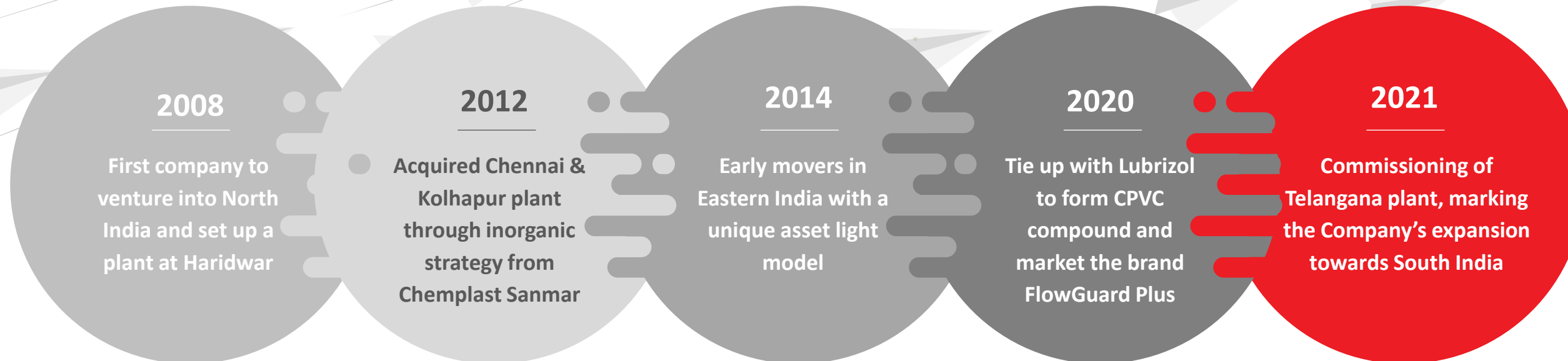
**Telangana** 2021



Installed Capacity **54,196 MTPA**

Product **PIPES & FITTINGS**

# ALWAYS STAYING AHEAD OF THE CURVE



# 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**

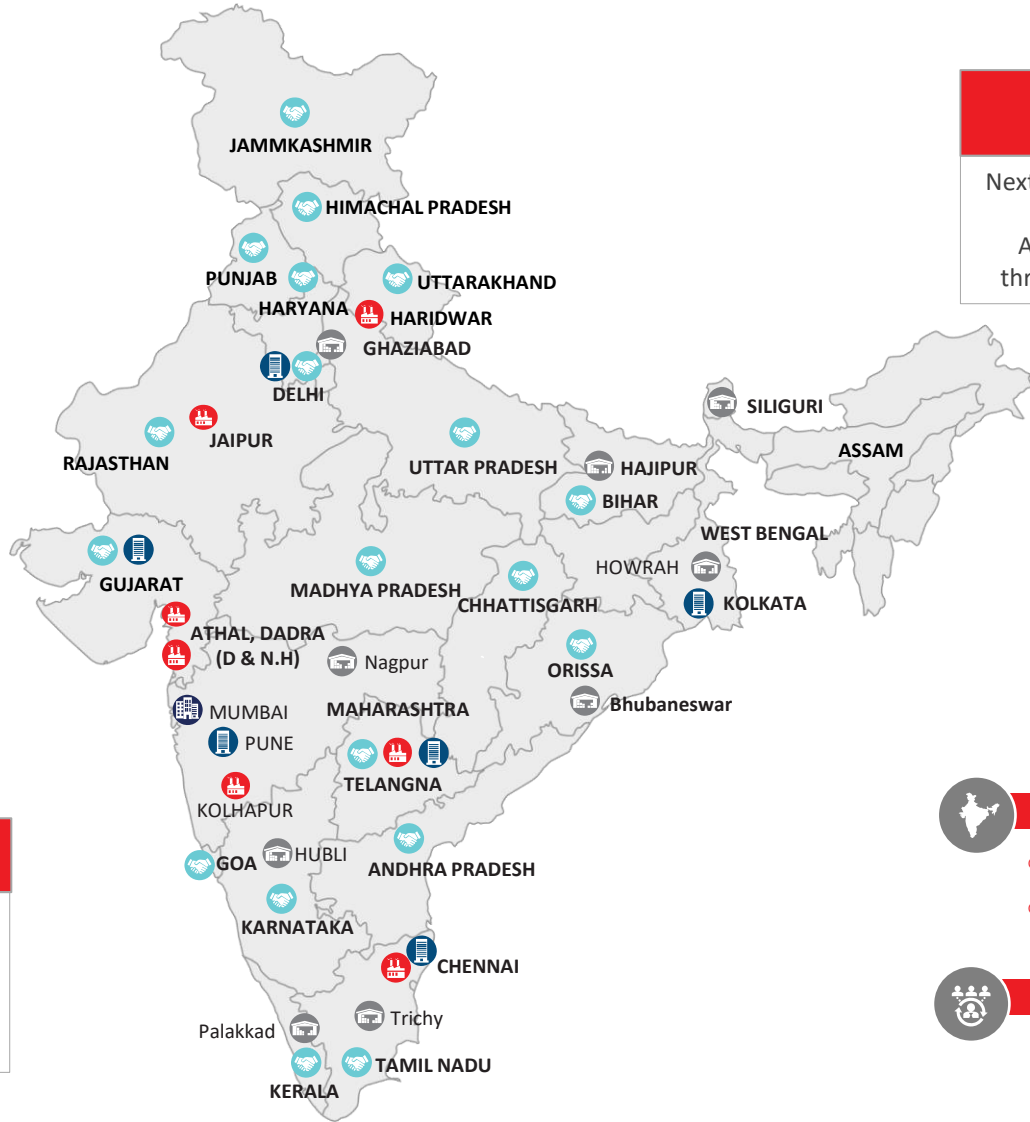
Acquired Chennai plant and Trubore brand

Telangana Plant is operational from 2021

**EAST**

Next frontier of growth

Asset light model through outsourcing



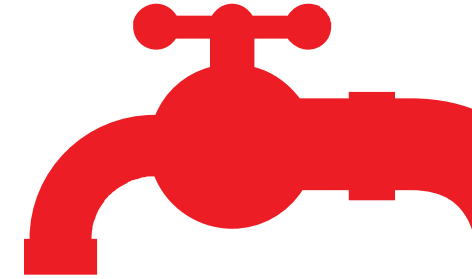
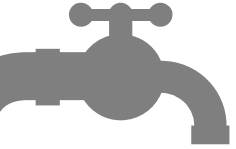
-  **CORPORATE OFFICE**
-  **MARKETING OFFICES**
-  **MANUFACTURING UNITS**
-  **WAREHOUSE**
-  **CHANNEL PARTNERS**

**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
- Jamshedpur (Jharkhand) commenced from 2021



**1** A management team of experienced and skillful professionals with proven leadership skills

**2** A nationwide robust distribution network

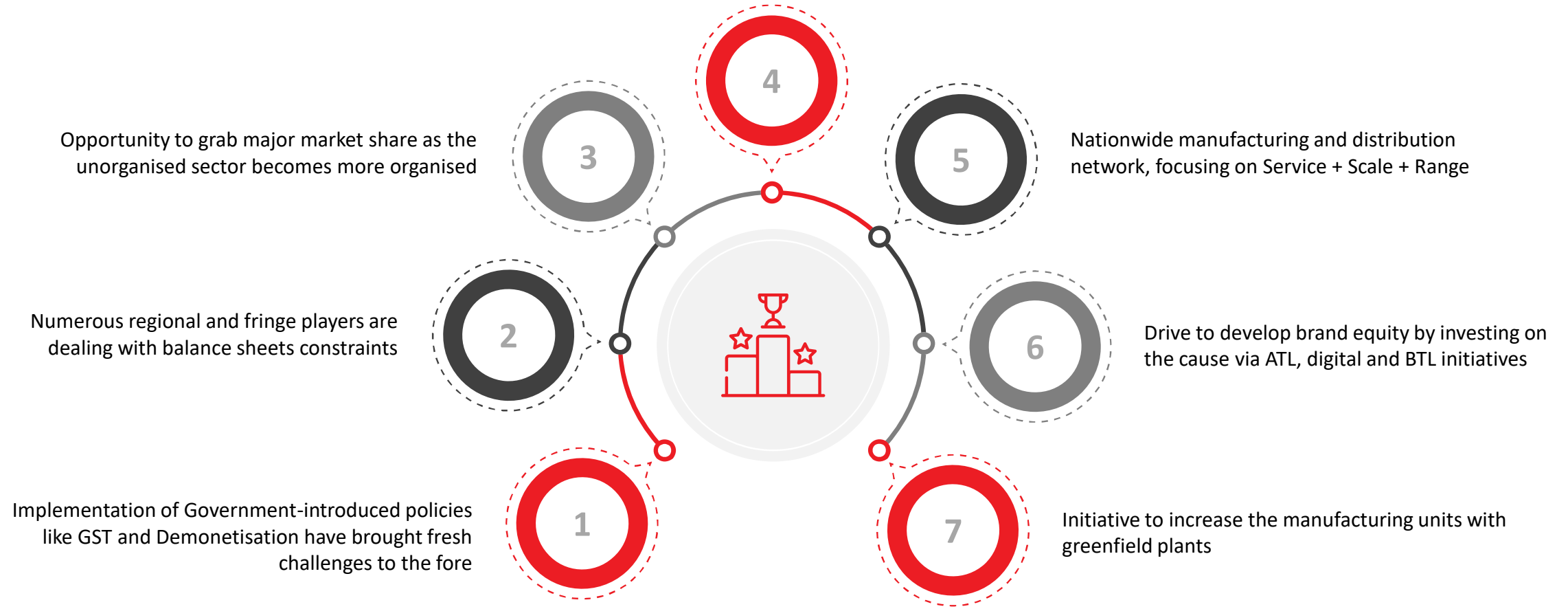
**3** Strategic placement of manufacturing plants running on clean energy

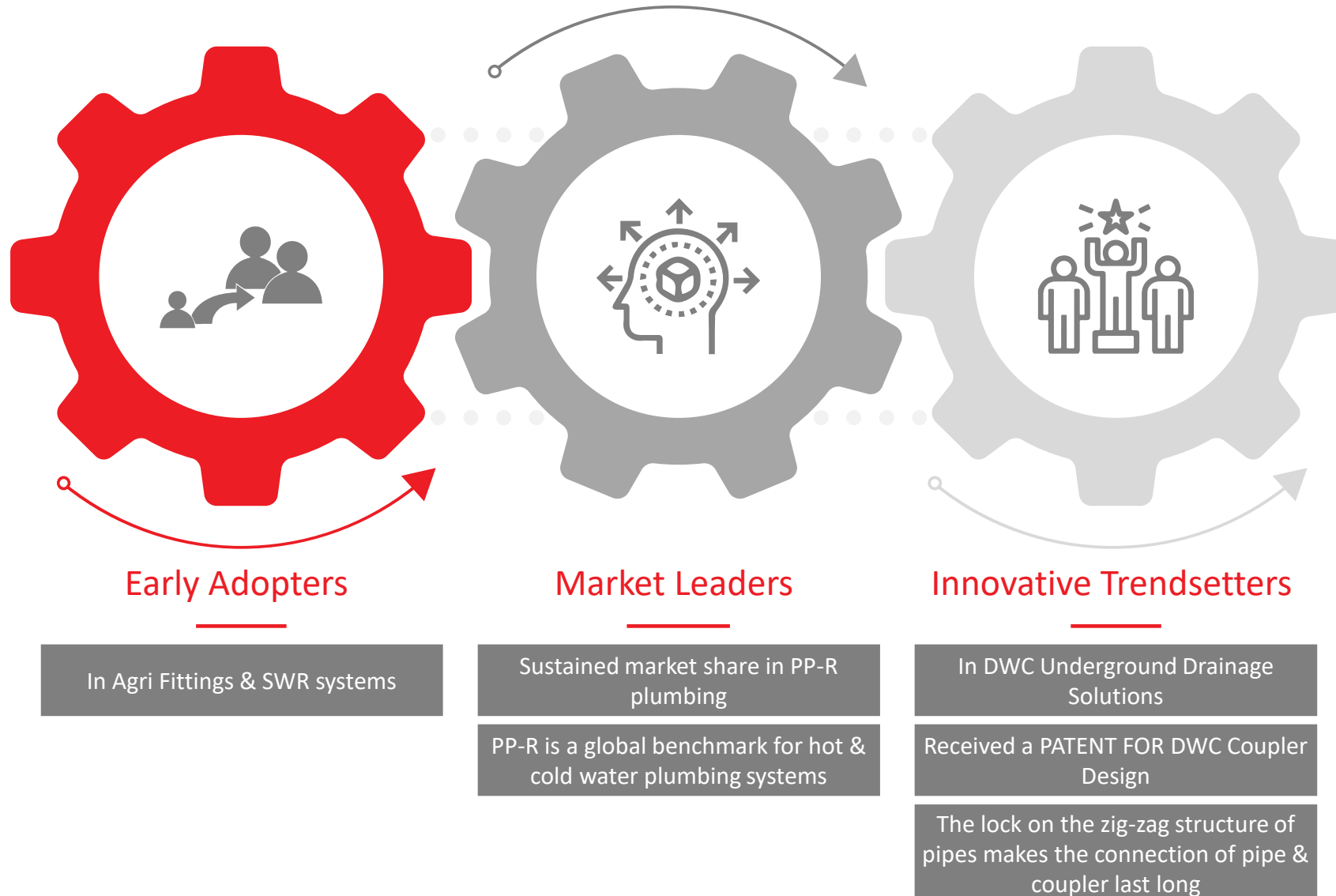
**4** Portfolio of 7200+ SKUs, one of the largest amongst the peers

**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

# 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™



1<sup>st</sup> 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

## Plumbing Solutions



**FLOWGUARD PLUS**  
CPVC PLUMBING SYSTEMS  
CPVC Plumbing



**GREENFIT**  
PPR Plumbing & Industrial



**SILENTFIT**  
Low Noise SWR



**ONEFIT**  
CPVC Industrial Piping Systems  
Prince Onefit with Corzan CPVC technology in association with Lubrizol  
CPVC Industrial Plumbing Systems



**RAINFIT**  
Roofwater



**FOAMFIT**  
Underground Drainage Piping Systems



**EASYFIT in**  
UPVC Industrial Piping Systems



**EASYFIT**  
UPVC Plumbing



**CORFIT**  
Underground Double Wall Corrugated Pipes



**EASYFIT RE**  
Reclaim Piping Systems

## Sewage & Underground Drainage Portfolio



**ULTRAFIT**  
SWR Piping Systems



**Skolan safe**  
By Safe Chemicals Authority

## Cable Protection



**CABLEFIT**  
Cable Ducting Pipes



**CORFIT**  
MANHOLE CHAMBERS

## Storage Solutions



**PRINCE STOREFIT**  
Paani Ka Bank

## Irrigation Solutions



**AQUAFIT**  
Agriculture Piping Systems



**SAFEFIT**  
Borewell



**PEFitAQUA**  
HDPE PIPING SYSTEMS

## Surface Drainage System



## Manhole & Chamber Covers Solutions



**DURAFIT**  
FRP Manhole & Chamber Cover

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



Global leaders in Mould Manufacturing



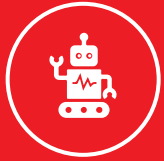
Researcher & Innovator



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

## 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

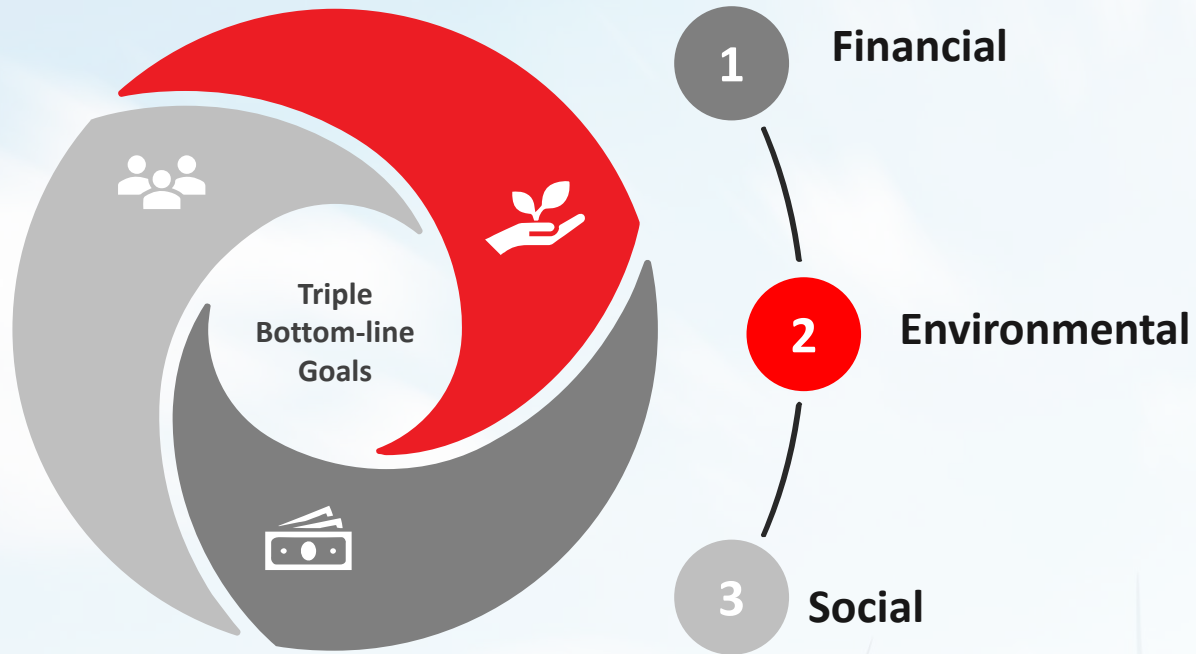

### Robust Distribution Infrastructure

Efficient Selling with Minimal additional Cost

### #Brand

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



**Green Energy up to Q4 FY23**

**12,871 MT**  
Coal Burned/Year

**419 K Tree**  
Seedlings, Grown for a Decade

### Reduce Green-house Gas Emissions over the past years

- 23.35%** Carbon emission reduced (MT/MT production) since FY-17
- 76,378** MT Carbon Footprint saved since FY-17
- 35,752** MWH of Green Energy used since FY-20
- 17%** Total energy requirement fulfilling through Green Energy for FY-23



Embracing Green Energy across Factories



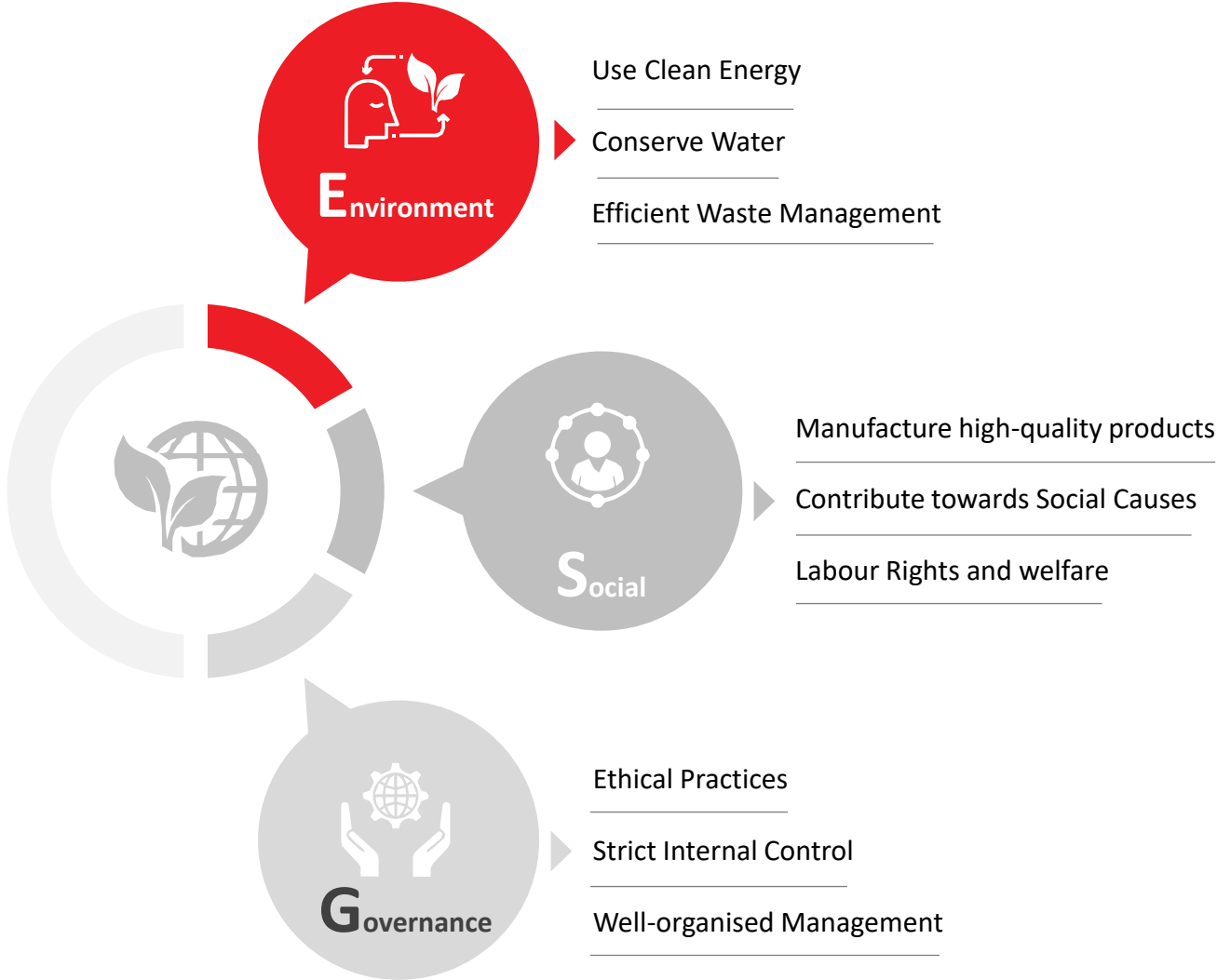
To improve Equipment Efficiency & Machine Output



Energy Audits to Curb Energy Leakages



The challenging times during the pandemic showcased the value of environment, sustainability and cleanliness. We, at Prince Pipes are dedicated to manufacturing products which are smart, resourceful and pro-environment



# AWARDS & ACHIEVEMENTS



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 pipes has been awarded Brand of the year- pipes at Reality+ INEX Awards 2021

Prince Pipes & Fittings Jaipur plant wins gold at National awards for Manufacturing competitiveness 2021

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

# AWARDS & ACHIEVEMENTS



Prince Pipes has been awarded the best channel Loyalty Program in the customer FEST Awards

Prince Pipes Jaipur plant achieved IGBC Platinum rated Green Building certification from the Indian Green Building Council (IGBC)



Prince Pipes has been awarded The best channel Loyalty Program in the customer FEST Awards

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

Prince Pipes wins Sustainability 4.0 awards by Frost & Sullivan

Prince Pipes wins brand of the year water Technologies award by INEX Reality+

# PRODUCT BRANDING



Storefit Promotion Through Social Media



World Plumbing Day Campaign



Building Wrap



Cab Branding



Bus Shelter Branding



Hoarding Branding



Bus Branding

Train Branding



## 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.



**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. 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.



**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. Ramesh Chandak,**  
*Independent Director*

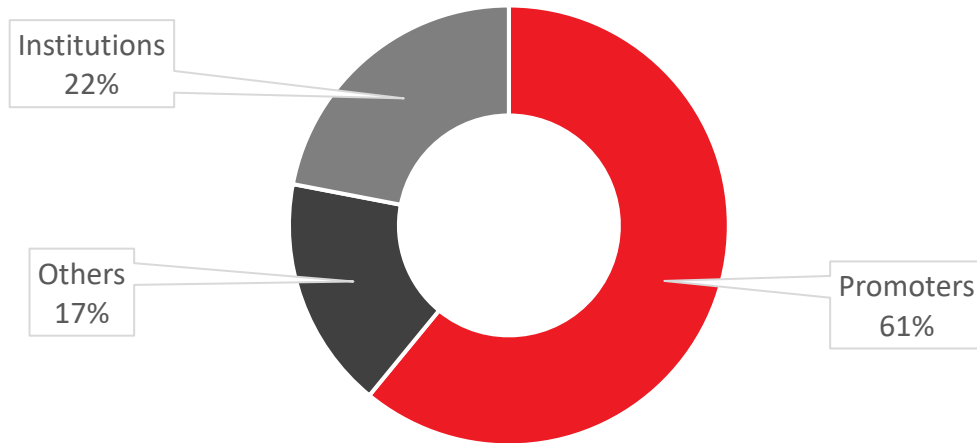
With past affiliations at KEC International Ltd., Parag Milk Foods Ltd. and RR Global, he has more than 40 years of industry experience. He also served as the Director in numerous corporates and is a Chartered Accountant.



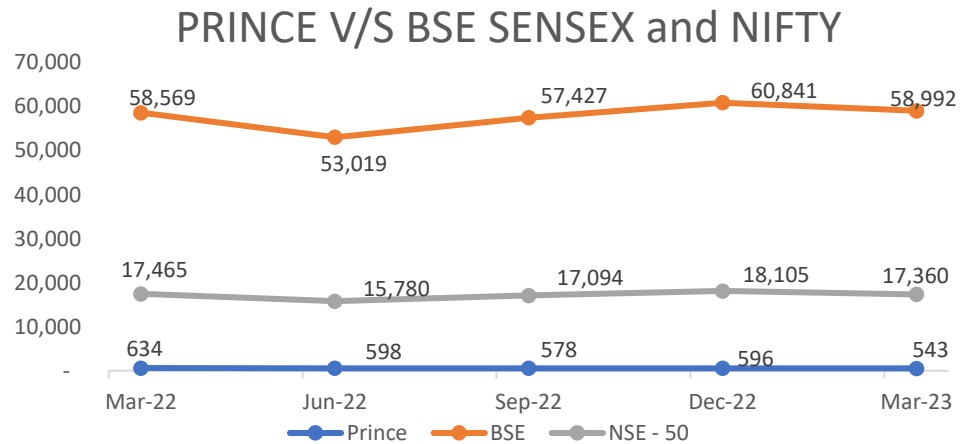
**Mrs. Uma Mandavgane,**  
*Independent Director*

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.


## Shareholding Pattern (as on 31<sup>st</sup> March, 2023)



## Stock Performance (as on 31<sup>st</sup> March, 2023)



## Stock Data

|   |                     |
|---|---------------------|
|  Market Cap as on 24 <sup>th</sup> May 2023  | ₹ 6,432 Cr.         |
|  Stock Price as on 24 <sup>th</sup> May 2023 | ₹ 581.75            |
|  52 Week (High / Low)                        | ₹ 652.80 / 513.10   |
|  NSE / BSE - Symbol                          | PRINCEPIPE / 542907 |
|  No. of Shares Outstanding                   | 11,05,61,079        |

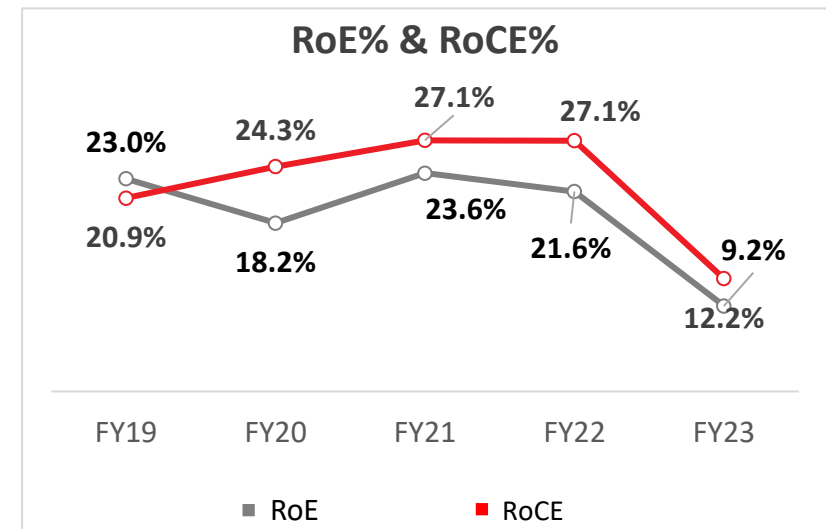
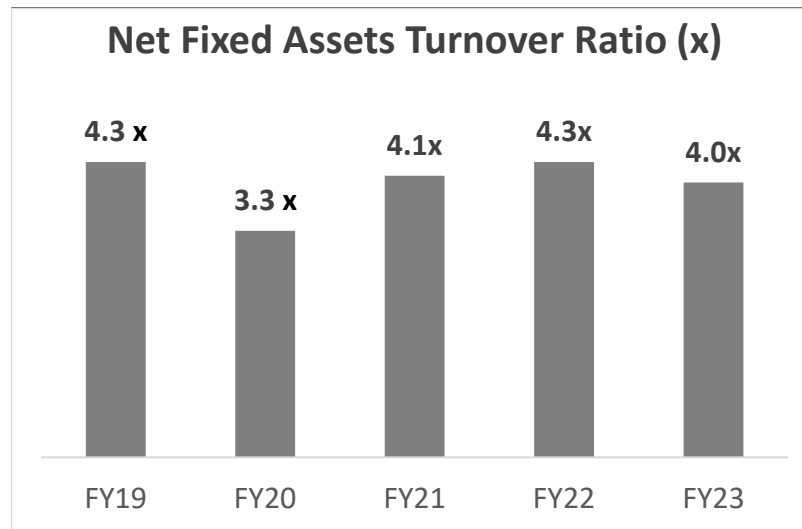
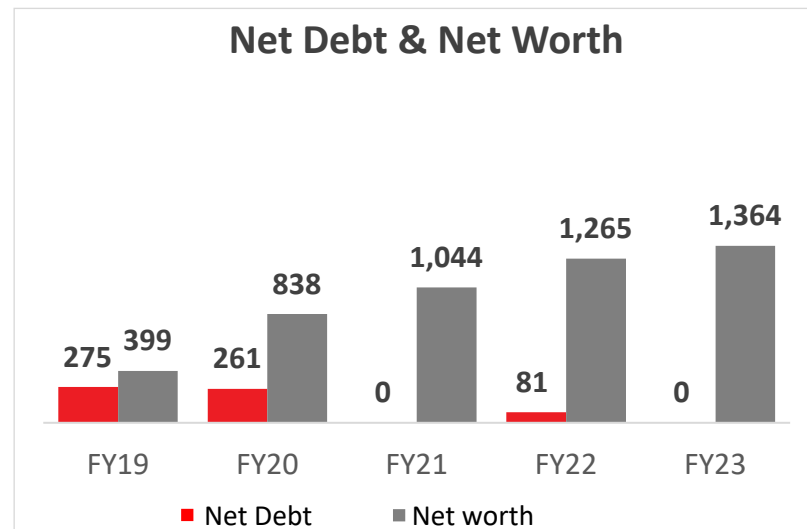
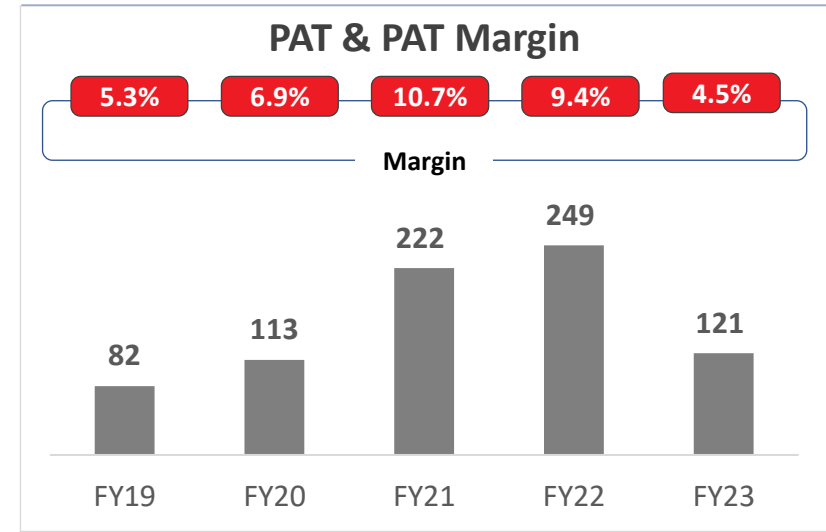
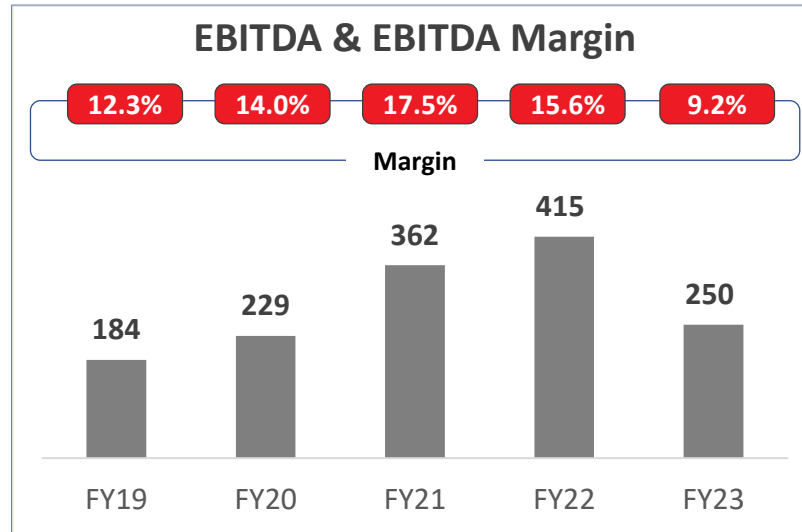
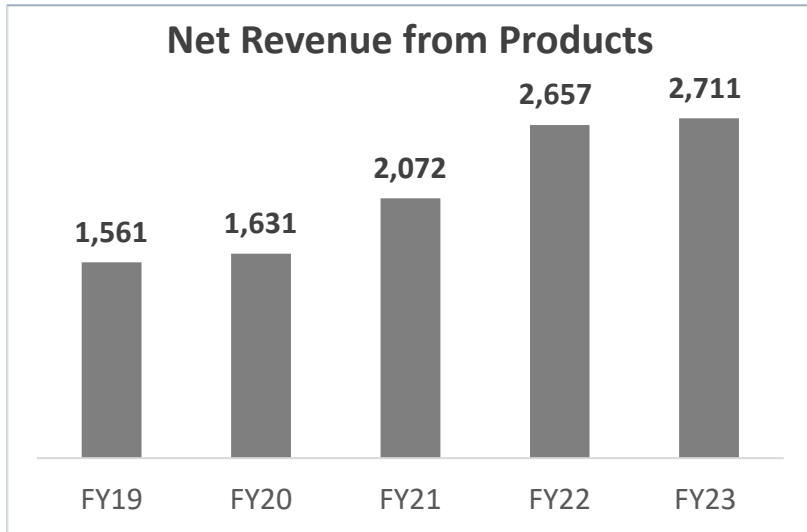
## Top Institutional Shareholding (as on 31<sup>st</sup> March, 2022)

| Name of Institution                           | % O/S |
|---|-------|
| Mirae Asset                                   | 9.21  |
| Oman India Joint Investment Fund              | 2.54  |
| Kuwait Investment Authority                   | 1.84  |
| Government Pension Fund Global                | 1.67  |
| DSP Small Cap Fund                            | 1.34  |
| New Mark Advisors LLP                         | 1.13  |
| Aditya Birla Sun Life Trustee Private Limited | 1.07  |

Source: BSE, Reuters



₹ in Crore



Expanding our distribution network across target markets

Introducing value added products to ensure cost efficiency and enhanced market share

Improving RoCE and RoE ratios by monitoring volume and price growth

Garnering support of a dedicated team of experts and promoters to support future growth

Achieving sustainable growth through judicious operational methods and product innovation

Reducing costs to ensure comfortable EBITDA margins



THANK  
YOU

## PRINCE PIPES AND FITTINGS LTD.

---

THE RUBY, 8TH FLOOR, 29, SENAPATI BAPAT MARG  
(TULSI PIPE ROAD), DADAR (WEST), MUMBAI- 400028, INDIA.

**Fax:** + 91 22 6602 2220

**Email:** [info@princepipes.com](mailto:info@princepipes.com)

## CONTACT DETAILS

---

**Mr. Shyam Sharda**

CFO

Mail: [shy@princepipes.com](mailto:shy@princepipes.com)

**Mr. Anand Gupta**

Deputy CFO

Mail: [aag@princepipes.com](mailto:aag@princepipes.com)

**Mr. Karl H Kolah**

Investor Relations

Mail: [khk@princepipes.com](mailto:khk@princepipes.com)

