

PPFL/SE/2021-2022/ 016

May 12, 2021

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/2021-22/011 dated May 10, 2021, please find enclosed presentation to be made for Conference Call Scheduled on Thursday, May 13, 2021 at 12.30 hours IST.

Kindly take the same on record.

Thanking You.

Yours faithfully,

For PRINCE PIPES AND FITTINGS LIMITED



Shailesh K Bhaskar

Company Secretary & Compliance Officer

Encl. as above.



Prince Pipes and Fittings Limited



INVESTOR PRESENTATION

Q4 & YEAR ENDED FY21

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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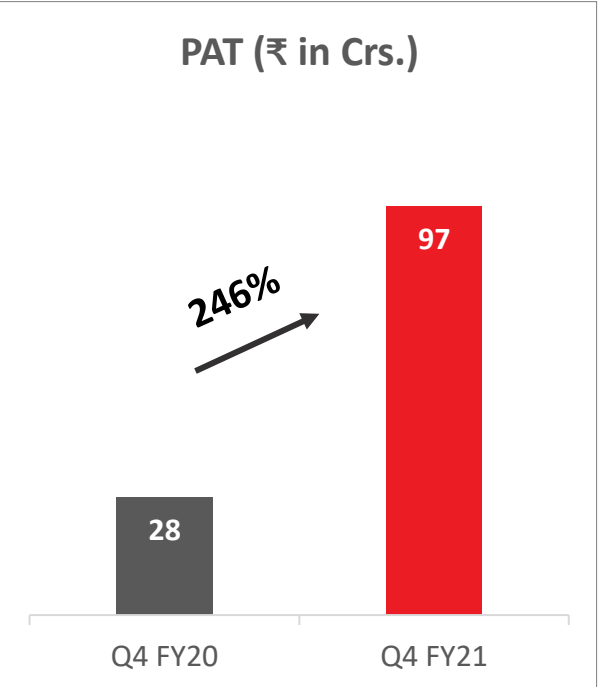
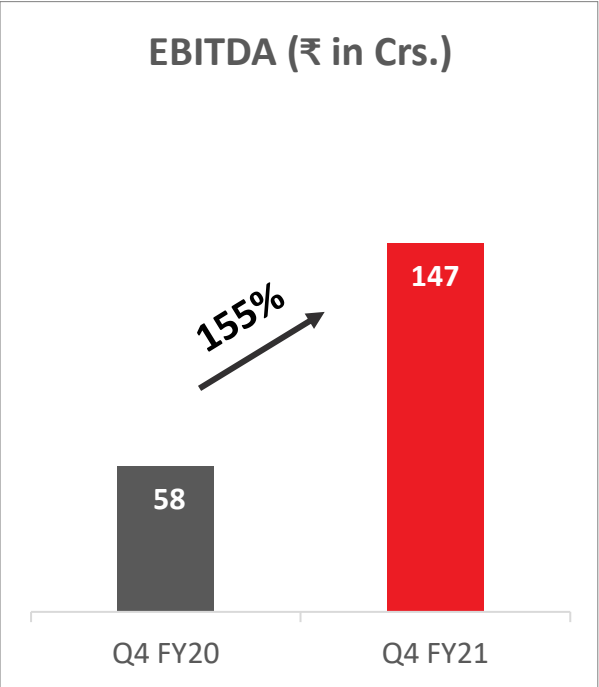
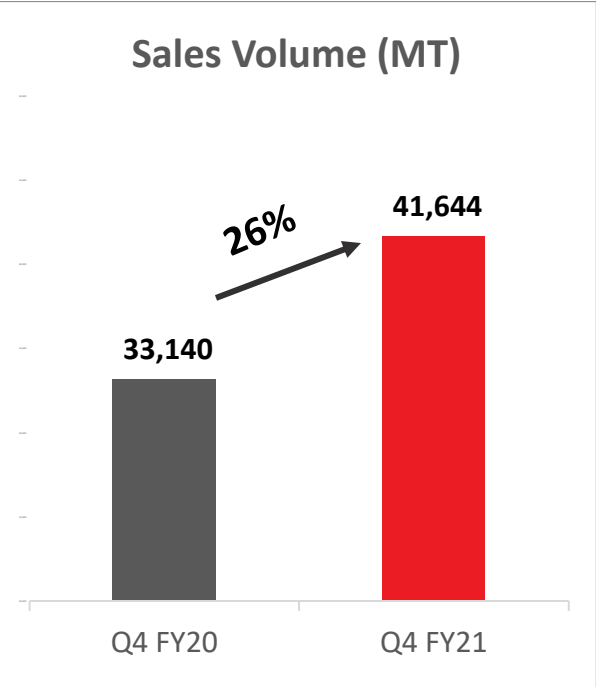
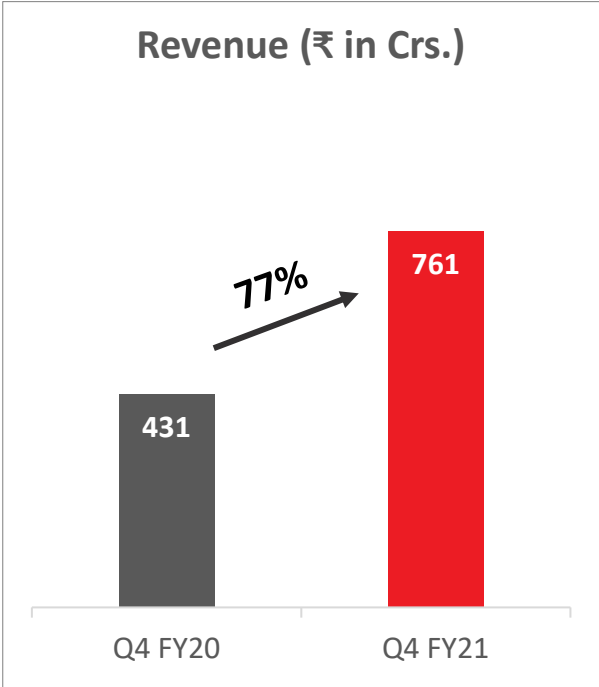
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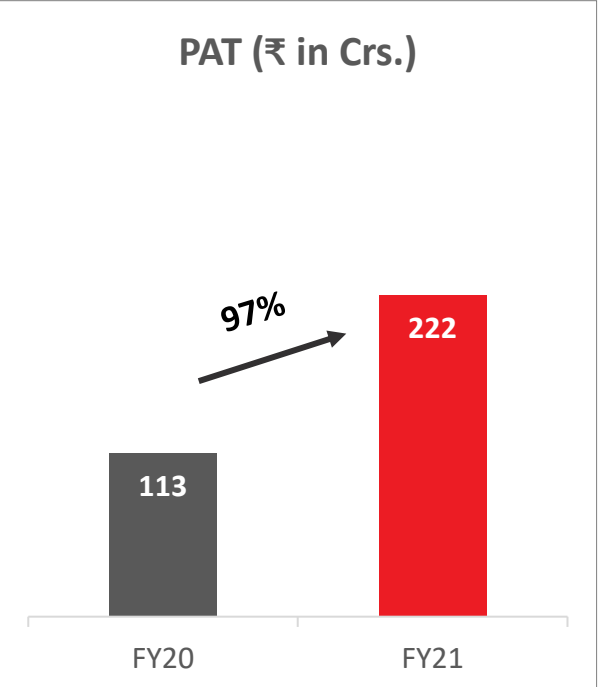
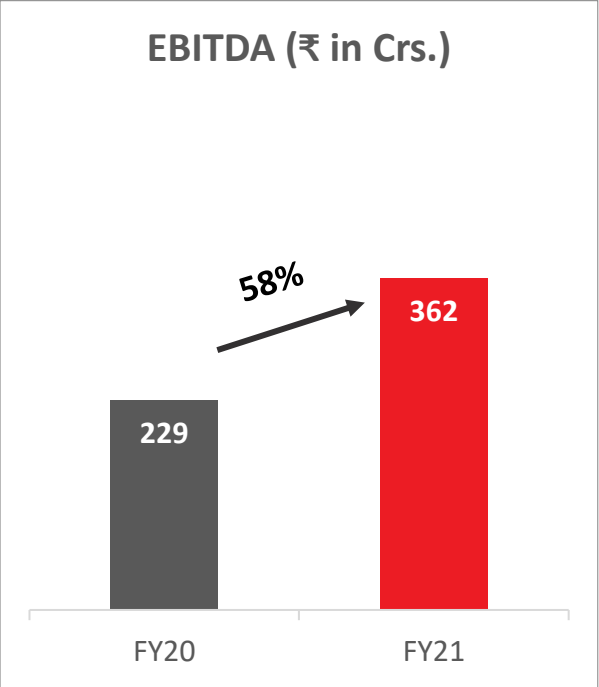
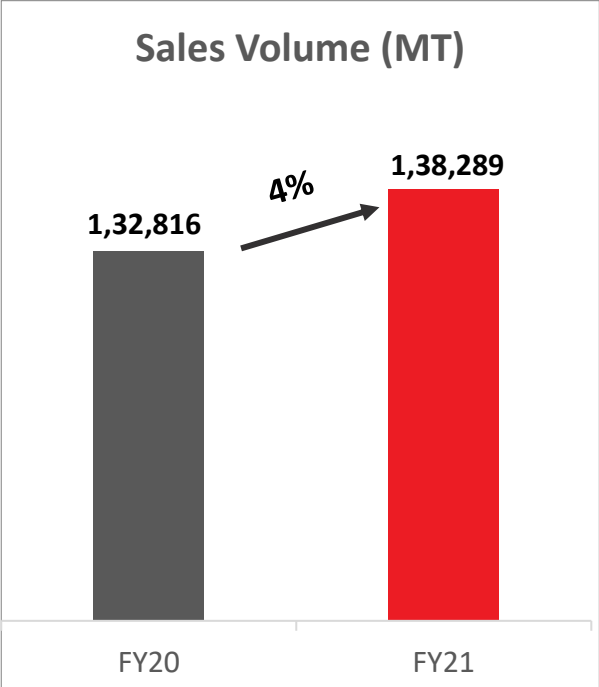
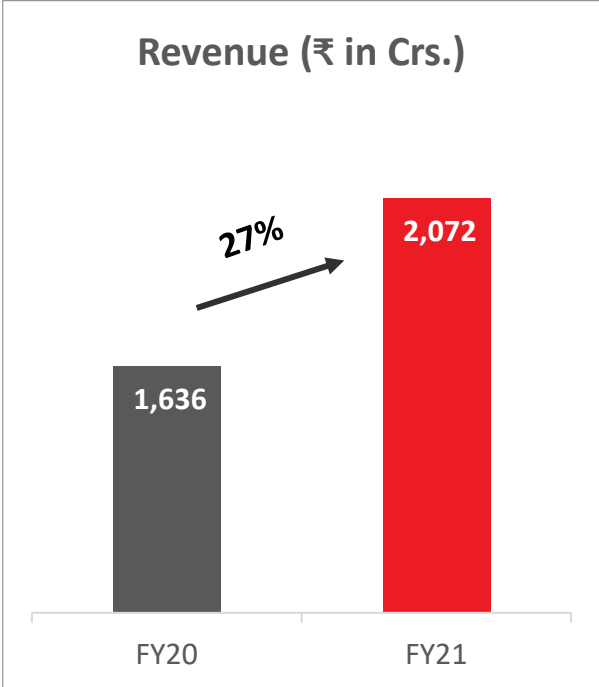
- **For Q4FY21**, revenue at ₹ **761 crore** compared to ₹ 431 crore in Q4FY20, **grew by 77%**
- **For FY21**, revenue at ₹ **2,072 crore** compared to ₹ 1,636 crore in FY20, **grew by 27%**
- Sales volume increased by **26% at 41,644 MT** in Q4FY21 as compared to 33,140 MT in Q4FY20
- Sales volume increased by **4% at 138,289 MT** in FY21 as compared to 132,816 MT in FY20 – H1FY21 was impacted by country wide lockdown due to COVID
- **For Q4FY21**, EBITDA at ₹ **147 crore** compared to ₹ 58 crore in Q4FY20, **grew by 155%**
- EBITDA margin for **Q4FY21 at 19.3%** compared to 13.4% in Q4FY20, a **590 bps expansion**
- **For Q4FY21**, PAT at ₹ **97 crore** compared to ₹ 28 crore in Q4FY20, **grew by 246%**
- During the year, the working capital days reduced to **36 days** from 58 days in March'20 (y-o-y) on the back of improved business strategies
 - Inventory days - 40, Debtor days - 62, Creditor days - 66
- As on March 31, 2021, Company is **net cash positive: ₹ 17 crore excluding IPO proceeds**
- The Board of the Directors of the Company at its meeting held on 12th May, 2021 have recommended a dividend of ₹ 2/- per share of face value of ₹ 10/- each for the year ended 31st March, 2021, The Board of Directors of the Company at its meeting held on 3rd November, 2020 had declared an interim dividend of Rs 1.5/- per share of face value of Rs 10/- each, which has already been paid by the Company

- **Seventh** manufacturing facility inaugurated in Sangareddy, Telangana and commenced commercial production ahead of schedule. The plant is expected to have total installed capacity of approximately 50,000 tons per annum and capacity ramp up will be implemented in a phased manner over the next 2-3 years. The unit will serve Southern markets and play an integral role at a time when industry is witnessing consolidation
- **Aggressive product penetration** of Prince Flowguard Plus across India continues - receiving encouraging response from channel partners and plumbers at a pan-India level. Also playing a key role in rapidly building on PPFL's market share and leadership position
- **Active and targeted** campaigns against **fake / duplicate** products continues across India supported by brand awareness campaigns
- Sustained efforts have resulted in a visible effect and outcome in the area of Environment Social Governance (**ESG**) goals
 - - Carbon footprint reduced by 32% in 1 year
 - - ~40 MT of carbon footprint saved in 4 years
 - - 1,00,73,436 units of green energy used in 2 years

FINANCIAL PERFORMANCE FOR Q4 FY2021



FINANCIAL PERFORMANCE FOR YEAR ENDED FY2021

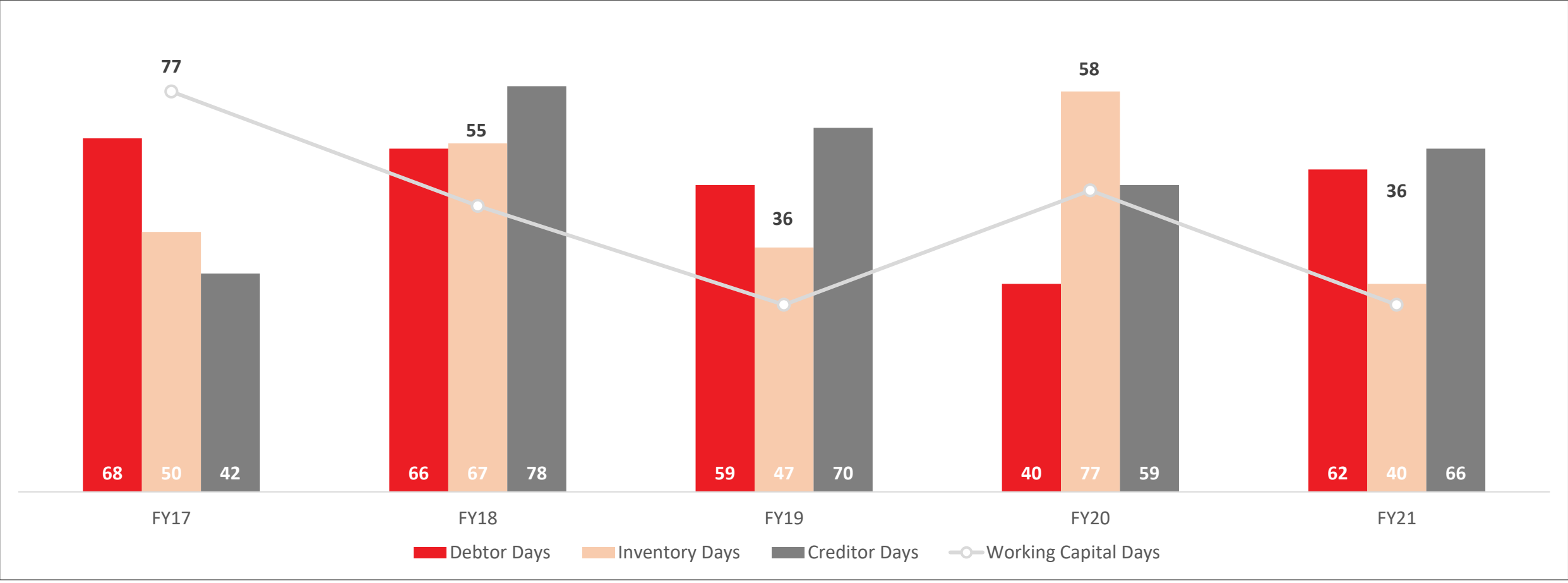


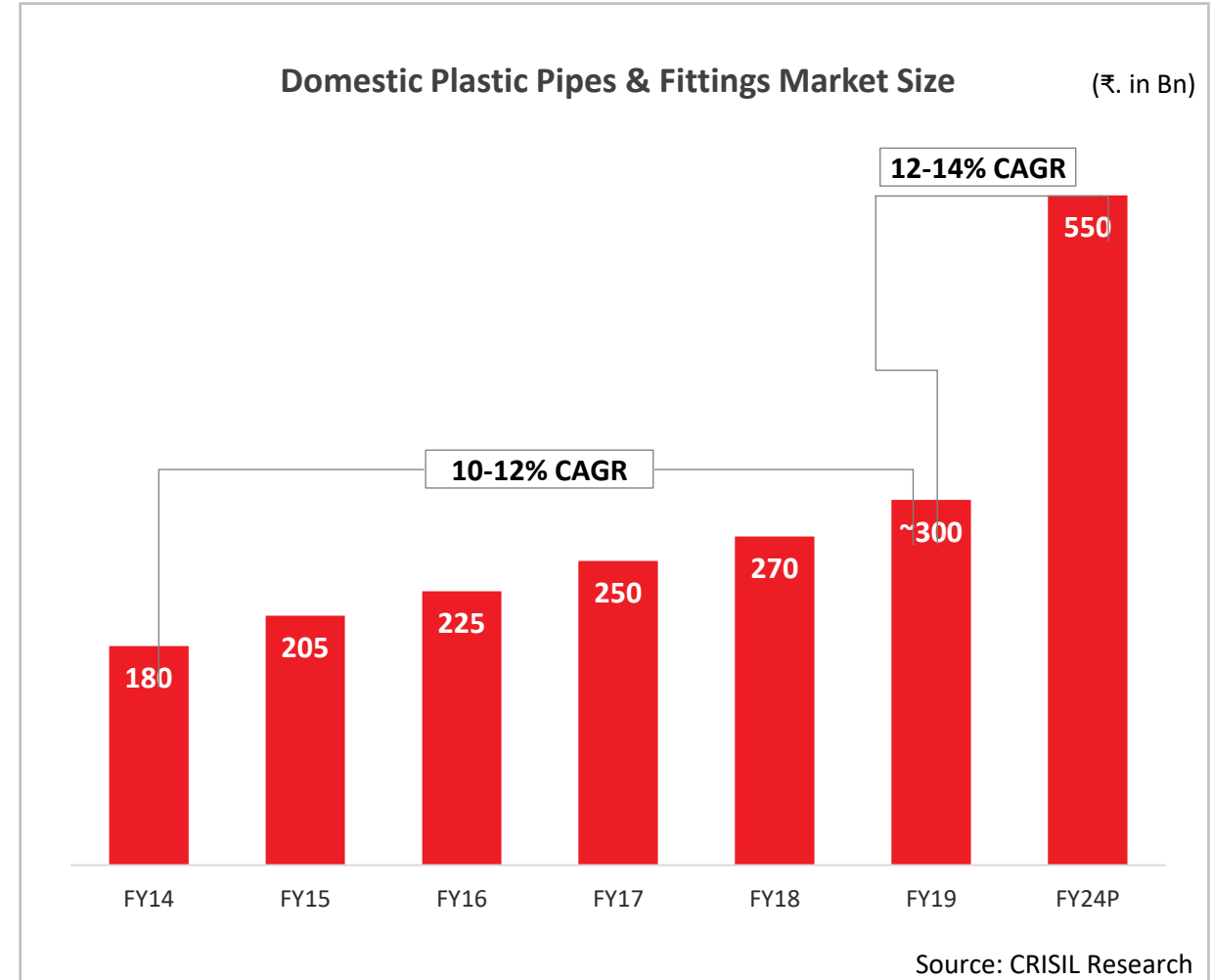
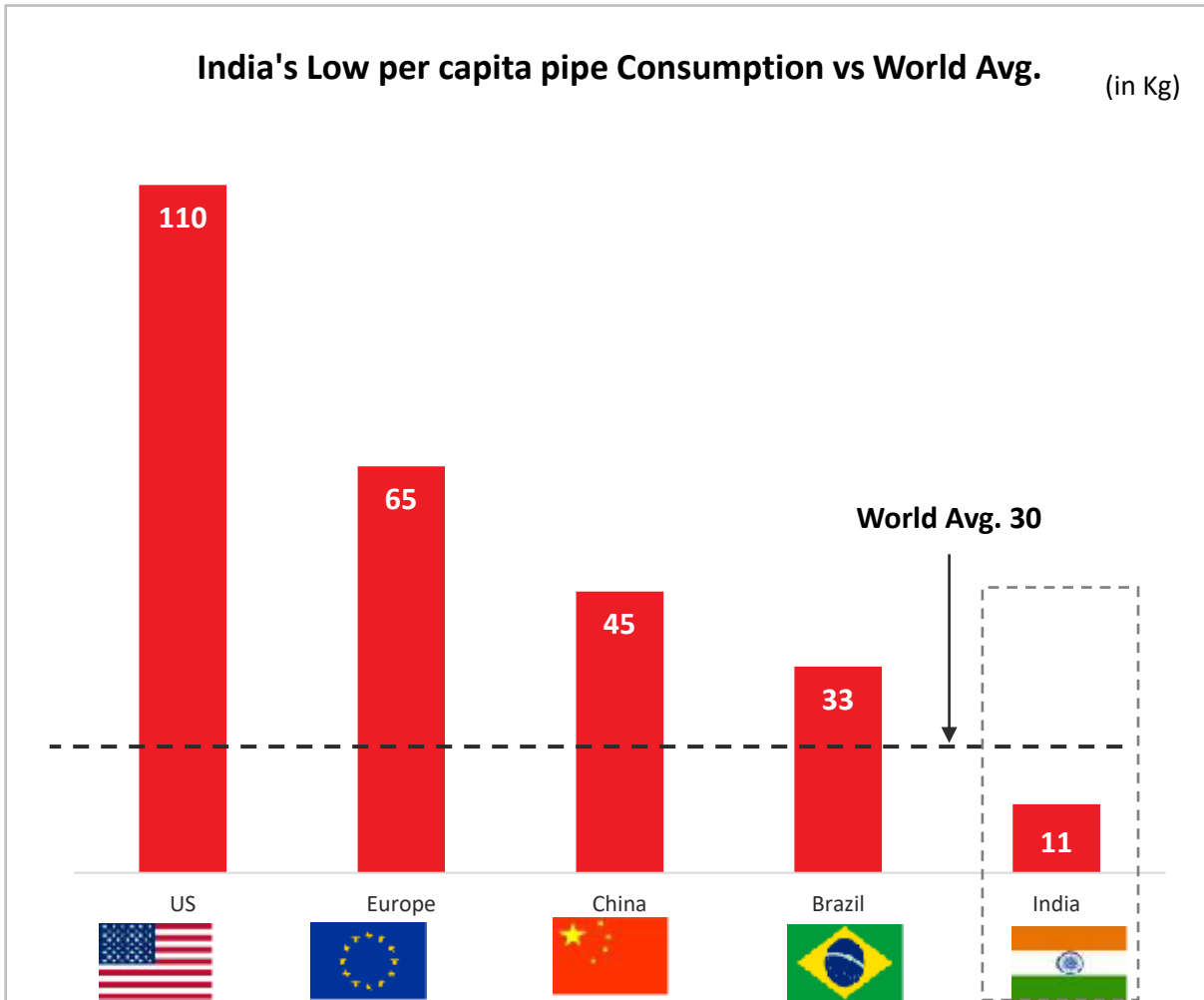
PROFIT & LOSS STATEMENT AS ON 31ST MARCH, 2021

₹ in Crore

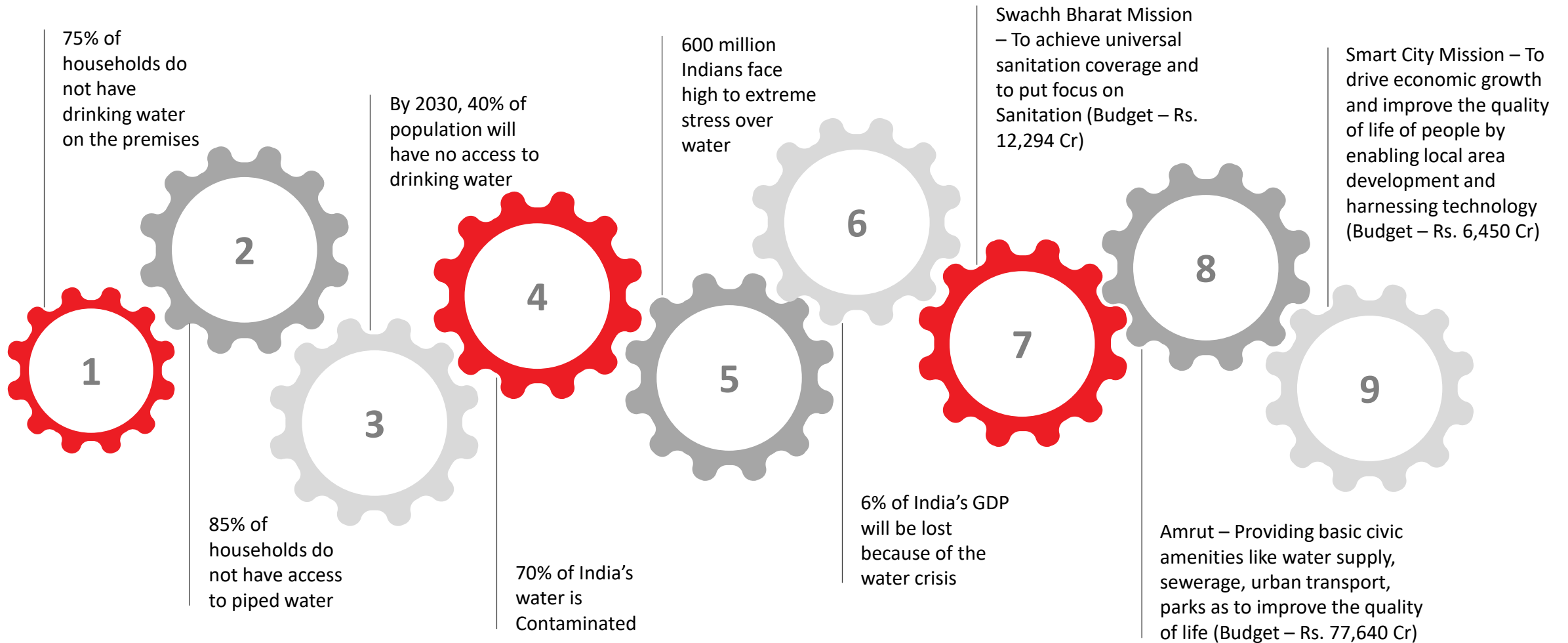
Particulars	Q4FY21	Q3FY21	Q4FY20	Y-o-Y (%)	FY21	FY20	Y-o-Y (%)
Total Sales	761	549	431	77%	2,072	1,636	27%
Raw Material Consumed	496	356	299	66%	1379	1,126	22%
Employee benefit expenses	27	27	24	15%	100	90	11%
Other Expenses	91	63	50	82%	231	190	22%
EBITDA	147	103	58	155%	362	229	58%
EBITDA Margin (%)	19.3%	18.8%	13.4%	590 bps	17.5%	14.0%	350 bps
Depreciation	15	15	15	-	59	52	14%
EBIT	132	88	43	206%	302	177	71%
EBIT Margin (%)	17.3%	16.0%	10.0%	730 bps	14.6%	10.8%	379 bps
Other Income	4	5	5	-14%	18	7	151%
Finance Cost	5	4	8	-38%	21	33	-37%
PBT	131	89	40	228%	299	151	98%
PBT Margin (%)	17.2%	16.2%	9.3%	794 bps	14.4%	9.2%	524 bps
Tax Expenses	34	22	12		77	38	
PAT	97	67	28	246%	222	113	97%
PAT Margin (%)	12.7%	12.2%	6.6%	614 bps	10.7%	6.9%	381 bps
OCI	-0.04	0.09	0		0.31	0	
Total Comprehensive Income	97	67	27		222	112	
EPS (in INR)	8.84	6.07	2.96		20.16	11.77	

IMPROVEMENT IN WORKING CAPITAL CYCLE





- 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 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.



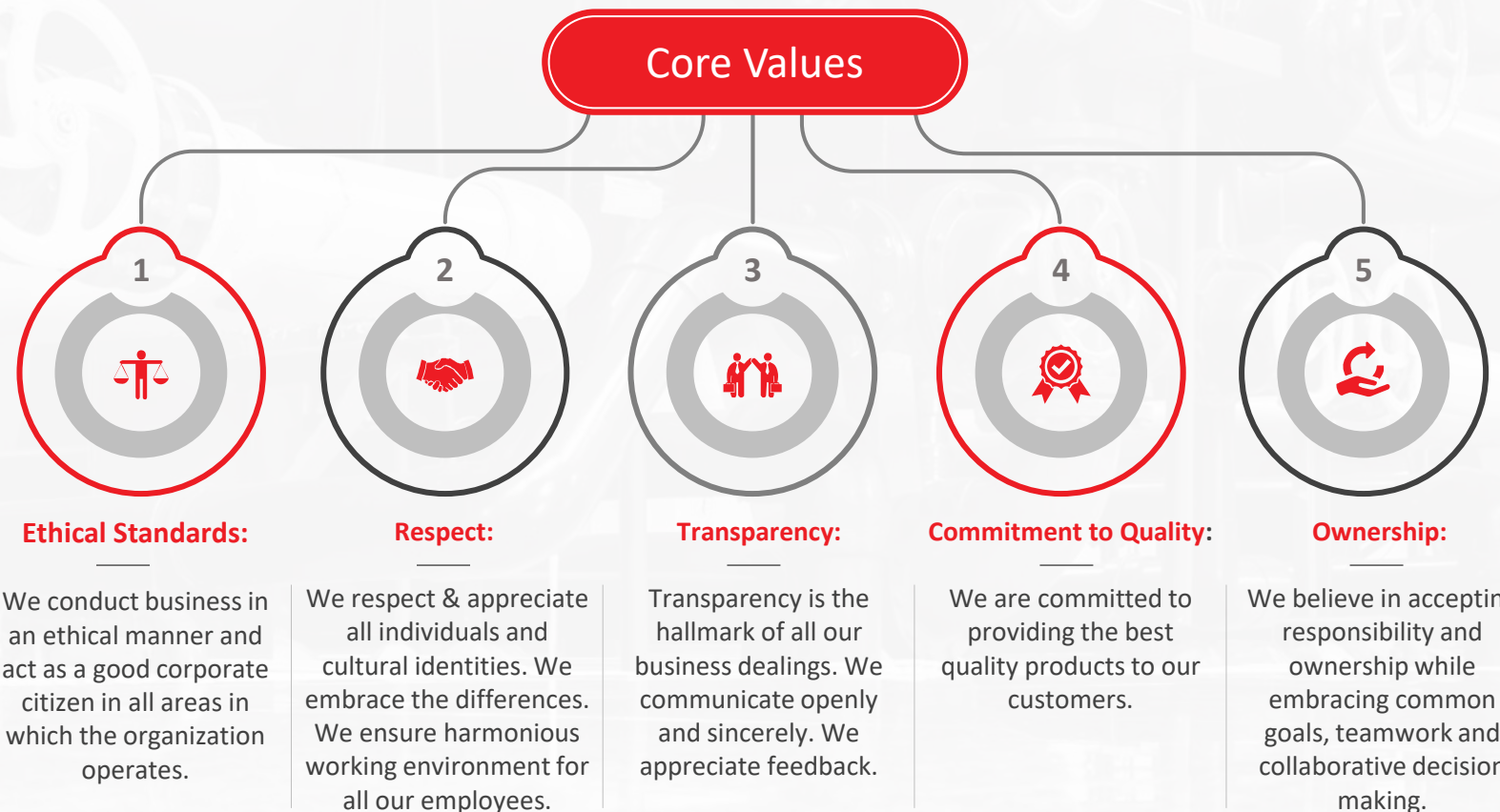
Vision

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



11

Warehouses



7,200+

SKUs



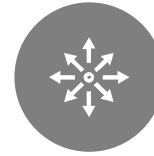
~1,500+

Channel Partners



CRISIL A-

Outlook: **POSITIVE**



**Net Cash
Positive
Company**



1,706

Employees



4,597 Cr

Market Cap
(For Mar 31st 2021)



222 Cr

PAT
(For FY 2021)



~2,59,000 MTPA

Total installed
Capacity



**Prince and
Trubore**

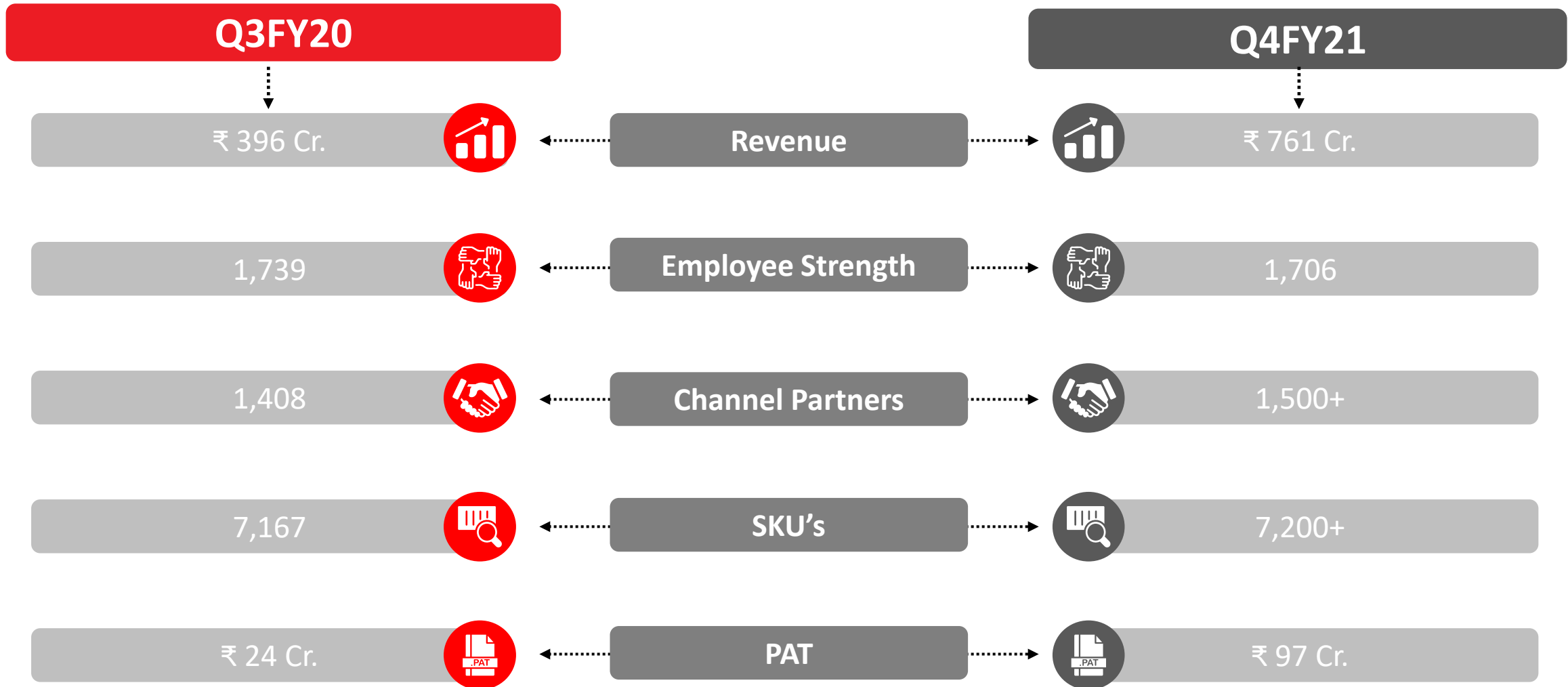
Product Brands

Amongst Top 5
Processor in
Piping Industry

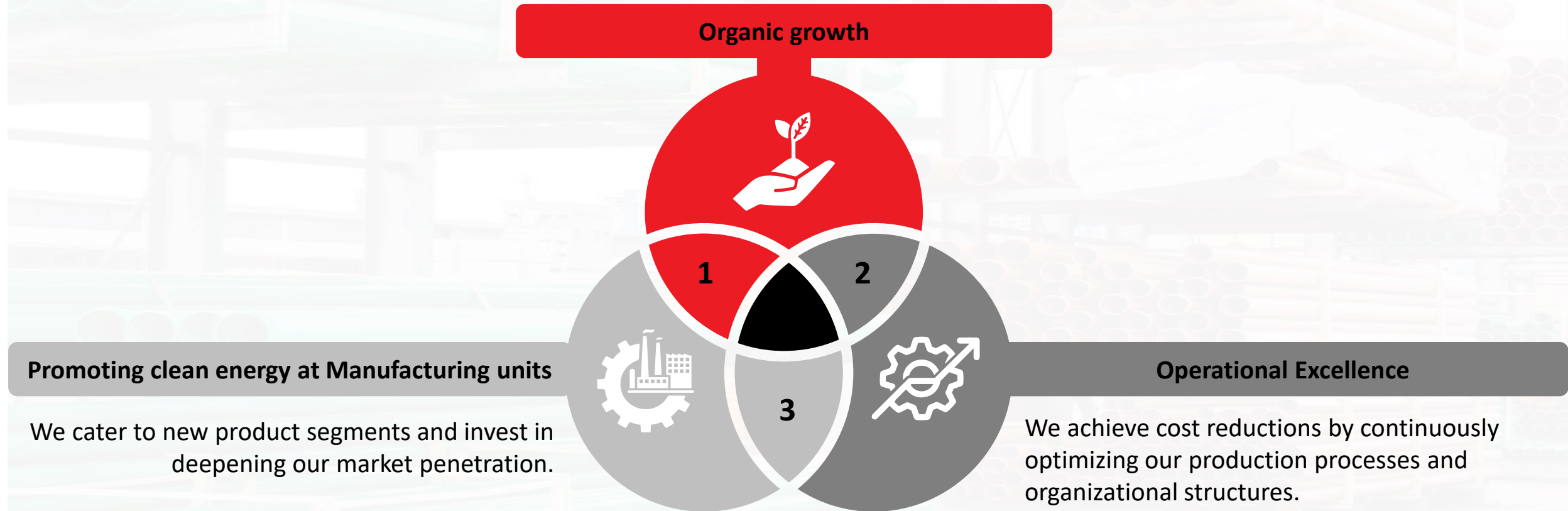
More than 3
decades of
Operations

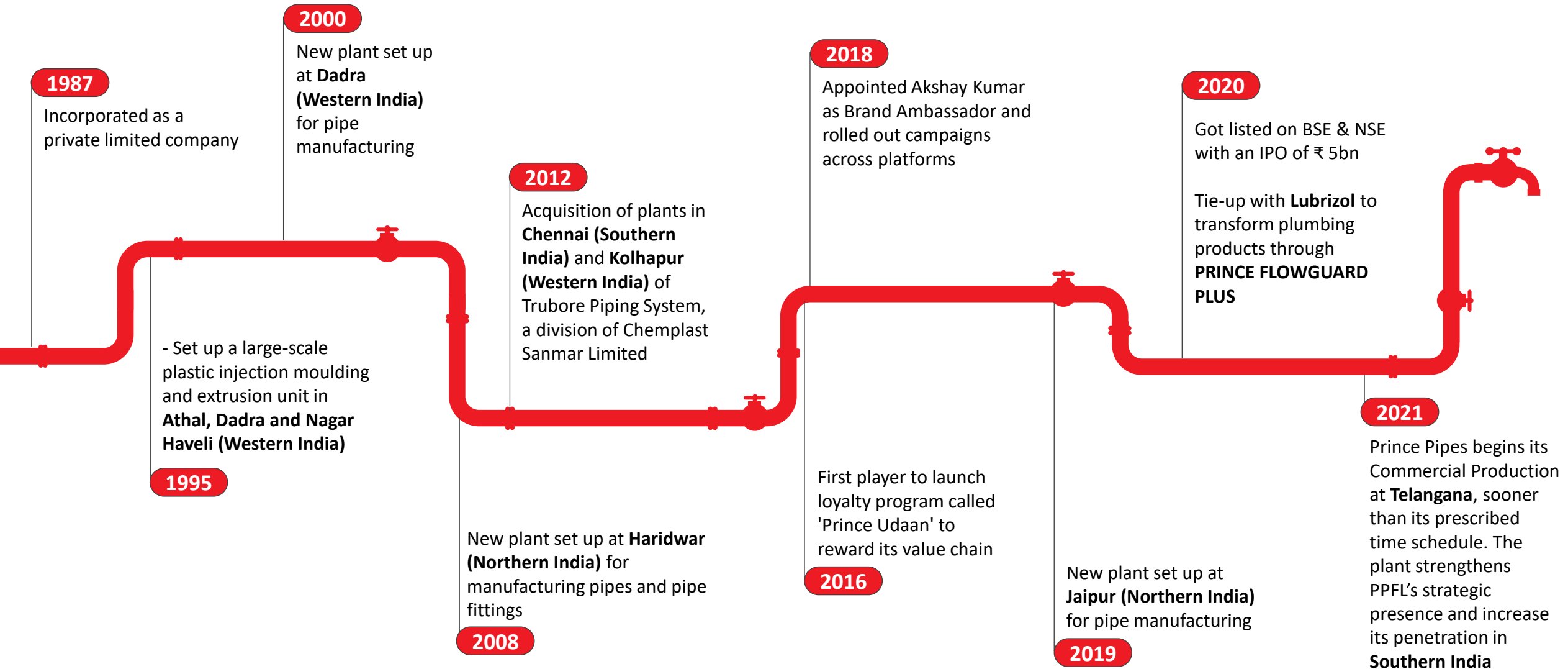
Strategic located
Manufacturing
units

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 **15,982 MTPA**

Product **FITTINGS**


Dadra 2000



Installed Capacity **56,381 MTPA**

Product **PIPES**

Haridwar 2008



Installed Capacity **82,224 MTPA**

Product **PIPES & FITTINGS**

Chennai 2012



Installed Capacity **55,836 MTPA**

Product **PIPES**

Kolhapur 2012



Installed Capacity **20,045 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

EAST

Next frontier of growth
 Asset light model through outsourcing

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



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

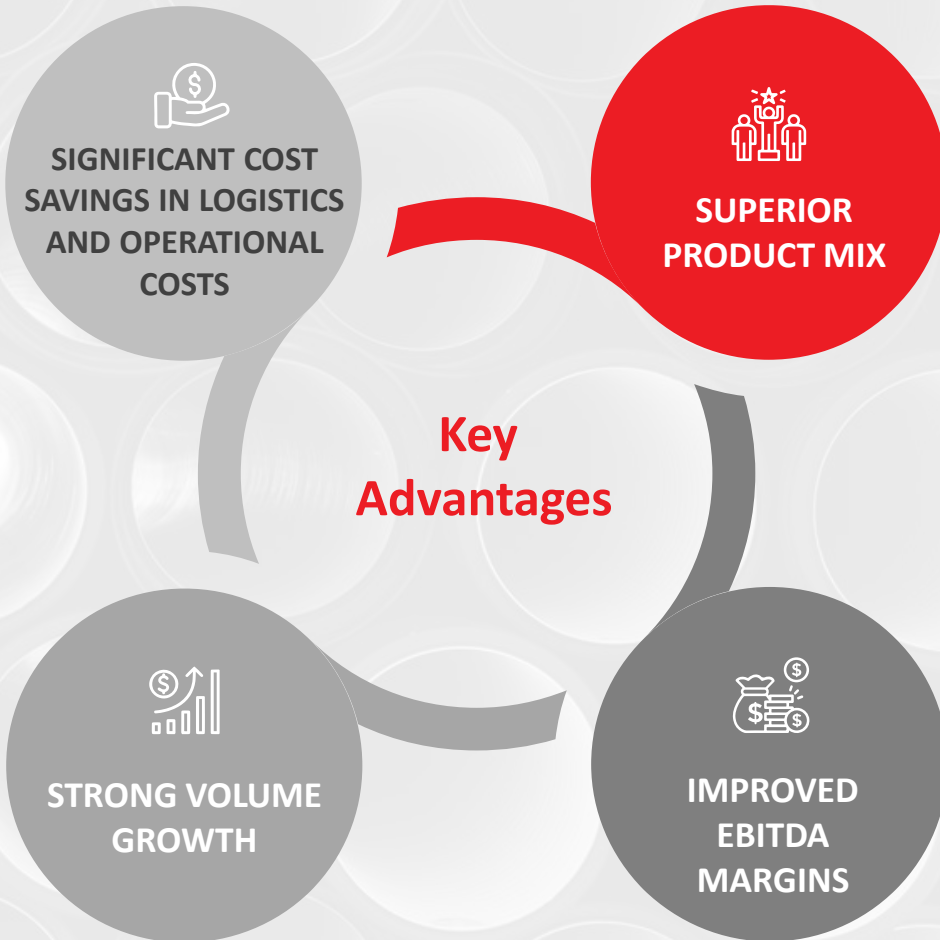
Strategic Manufacturing locations Pan India

- 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
- Balasore (Odisha) commenced from 2019

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.



ALWAYS STAYING AHEAD OF THE CURVE



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

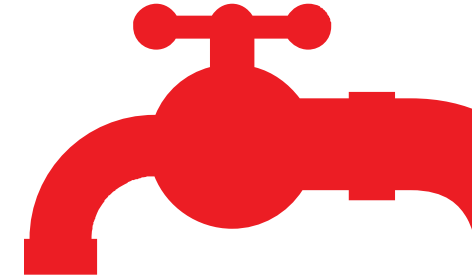
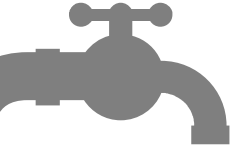
Early movers in Eastern India with a unique asset light model

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

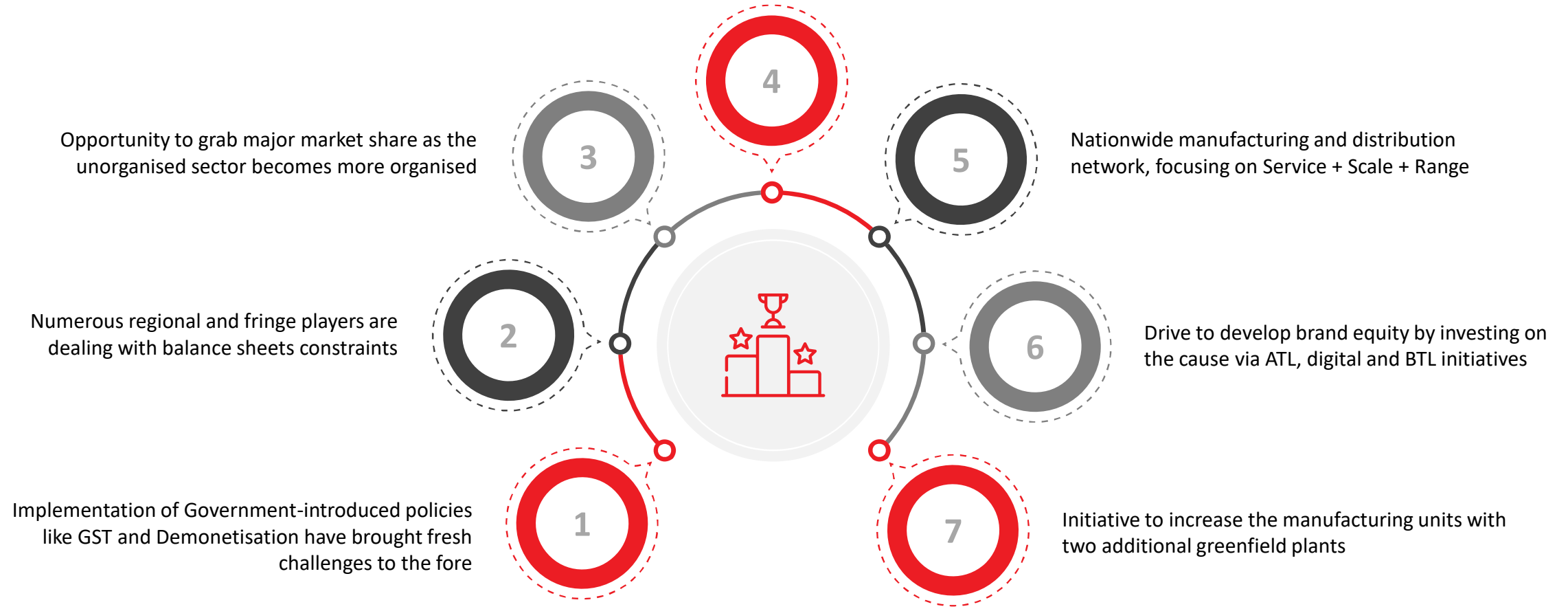
2 A nationwide robust distribution network

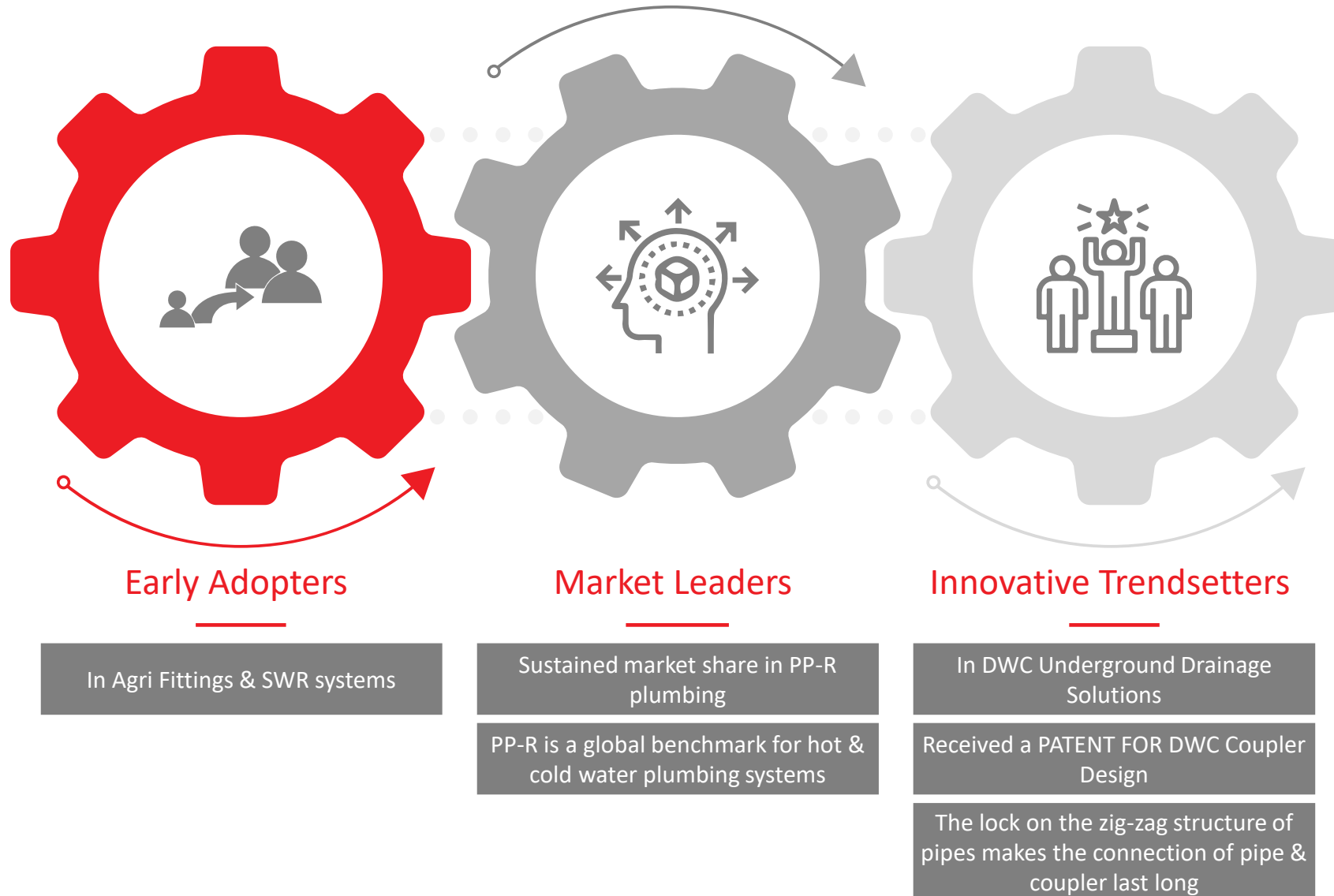
3 Strategic placement of manufacturing plants running on clean energy

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



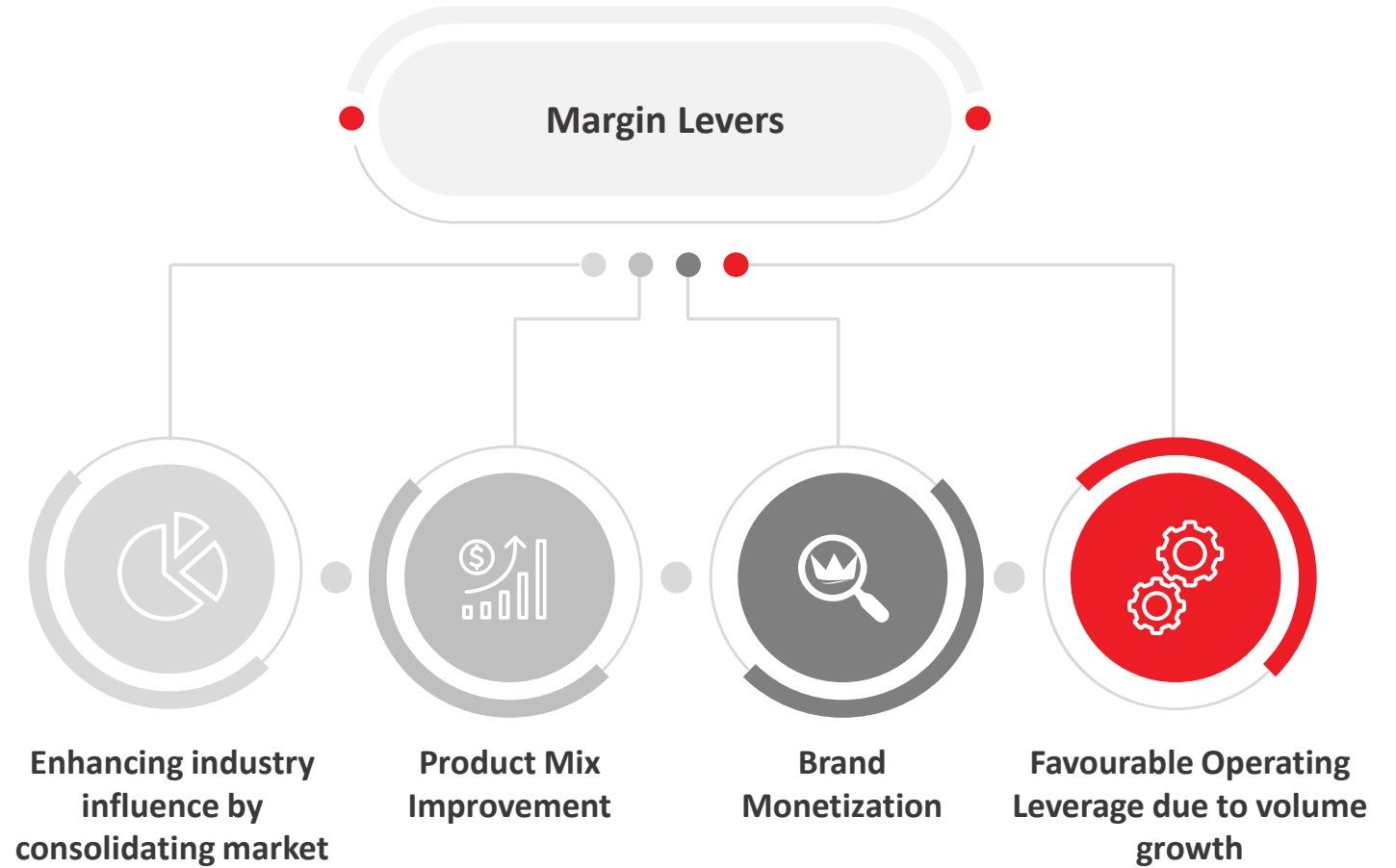
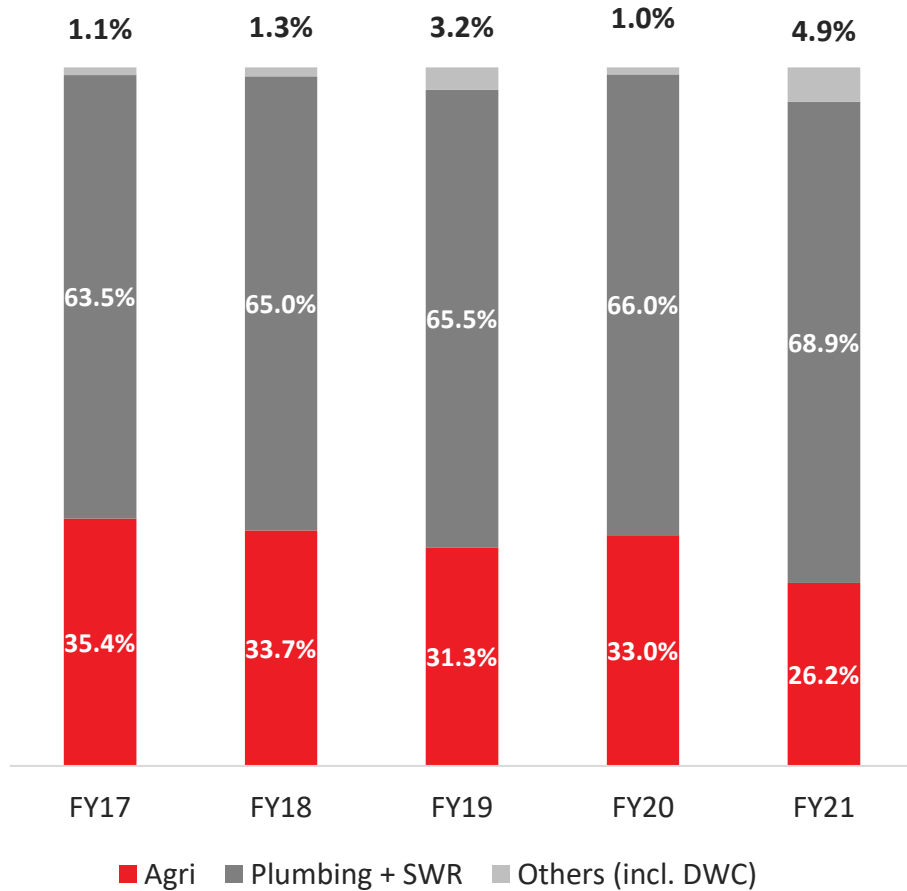
Largest range of SKU's across multi polymers



Evolving product profile to more niche products

EXECUTION CAPABILITY WITH THRUST ON MARGIN

.....due to improvement in product-mix with rising share of Plumbing/SWR pipes



MARGIN GAINS DUE TO PRODUCT MIX CHANGE

Plumbing Solutions



FLOWGUARD PLUS
CPVC PLUMBING SYSTEMS

CPVC Plumbing

Sewage & Underground Drainage Portfolio



ULTRAFIT

SWR Piping



EASYFIT

UPVC Plumbing



SILENTFIT

Low Noise SWR

Irrigation Solutions



AQUAFIT

Agriculture Piping



SAFEFIT

Borewell



BLUE GREENFIT

PPR Plumbing & Industrial



FOAMFIT

Underground Drainage Piping

Storage Solutions



PRINCE STOREFIT
Paani Ka Bank



RAINFIT

Roofwater



CORFIT

Underground Double Wall Corrugated Pipes

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



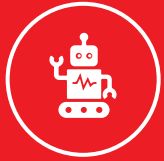
Researcher & Innovator



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

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

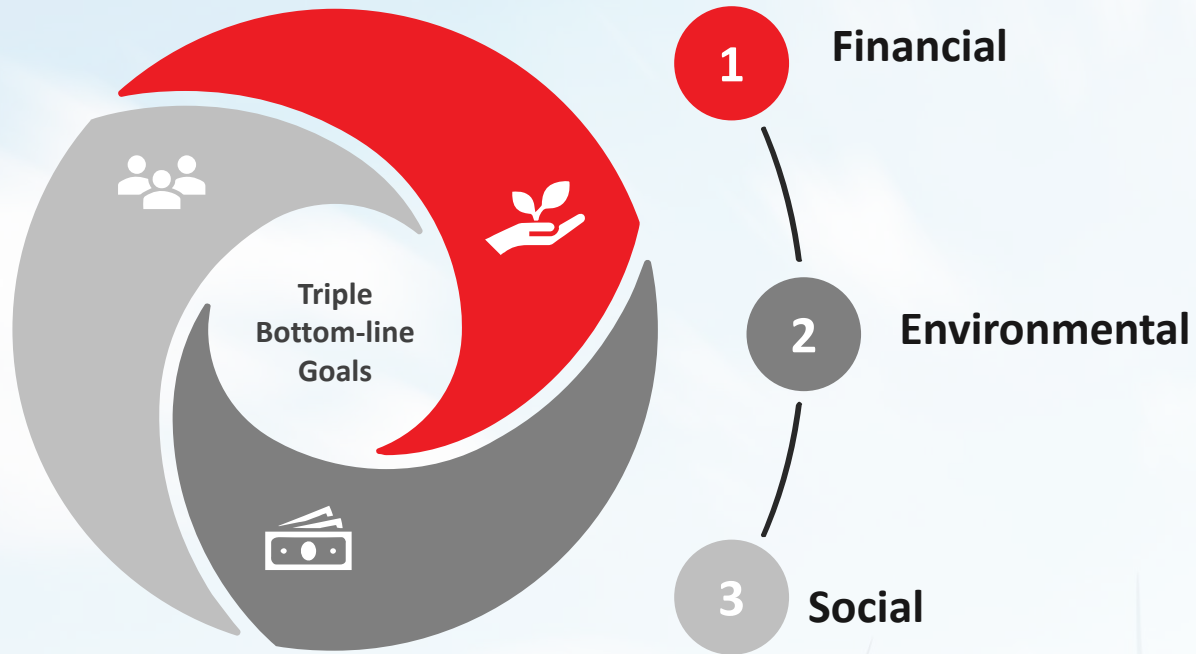

Robust Distribution Infrastructure

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
- 32%** 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

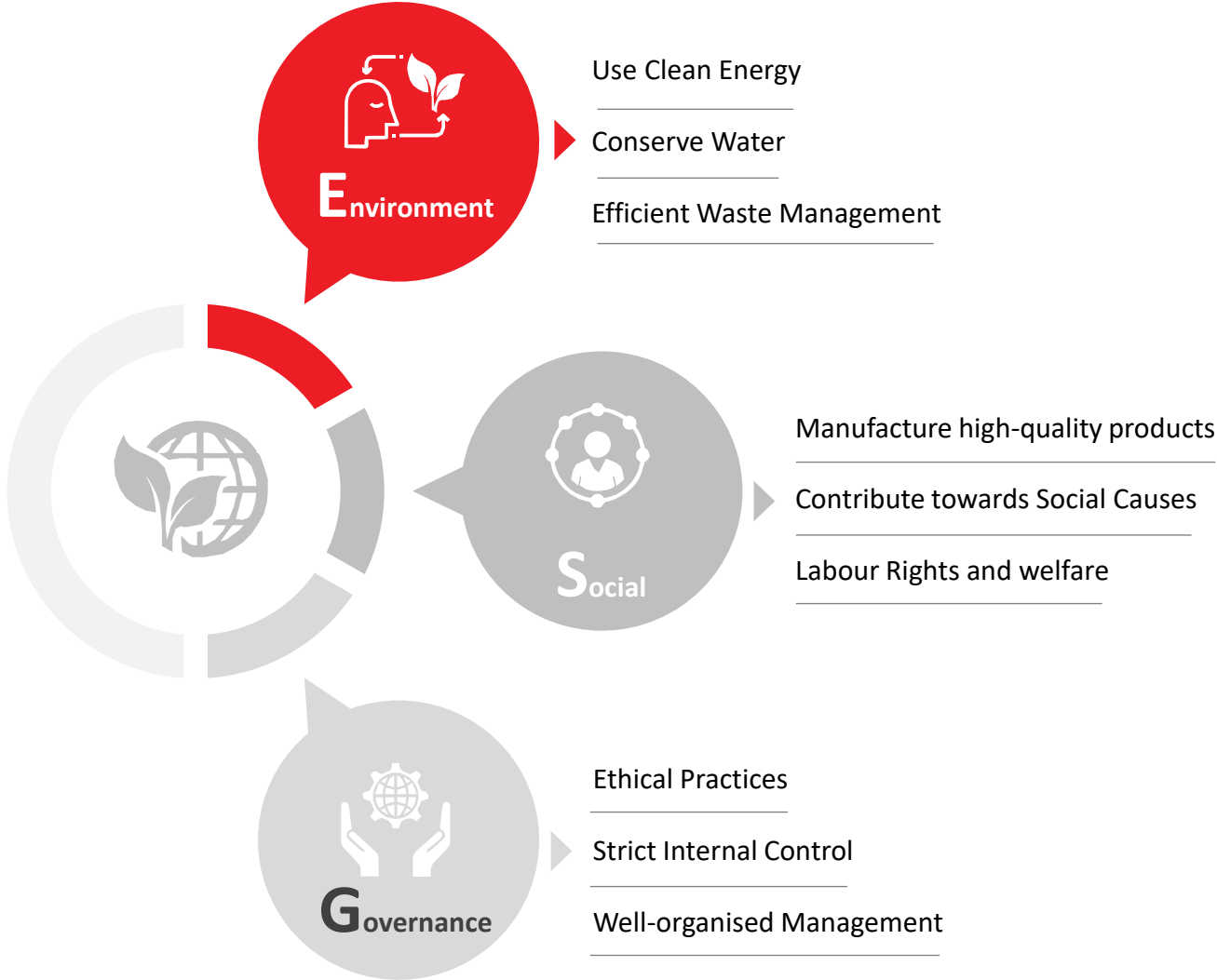


To improve Equipment Efficiency & Machine Output



Energy Audits to Curb Energy Leakages

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





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 Realty+ INEX Awards 2021

FLOWGUARD PLUS PRINCE PIPING SYSTEMS

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: [Social Media Icons]

PRINCE PIPING SYSTEMS

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 Realty+ INEX Awards 2021.

Toll-free: 1800 267 7555 www.princepipes.com



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



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



DEALER MEETS



Digha - WB



Bengaluru - KA



Balasore - OD



Siliguri - WB

PLUMBER MEETS



Himmatnagar - GJ



Dhanbad - JH

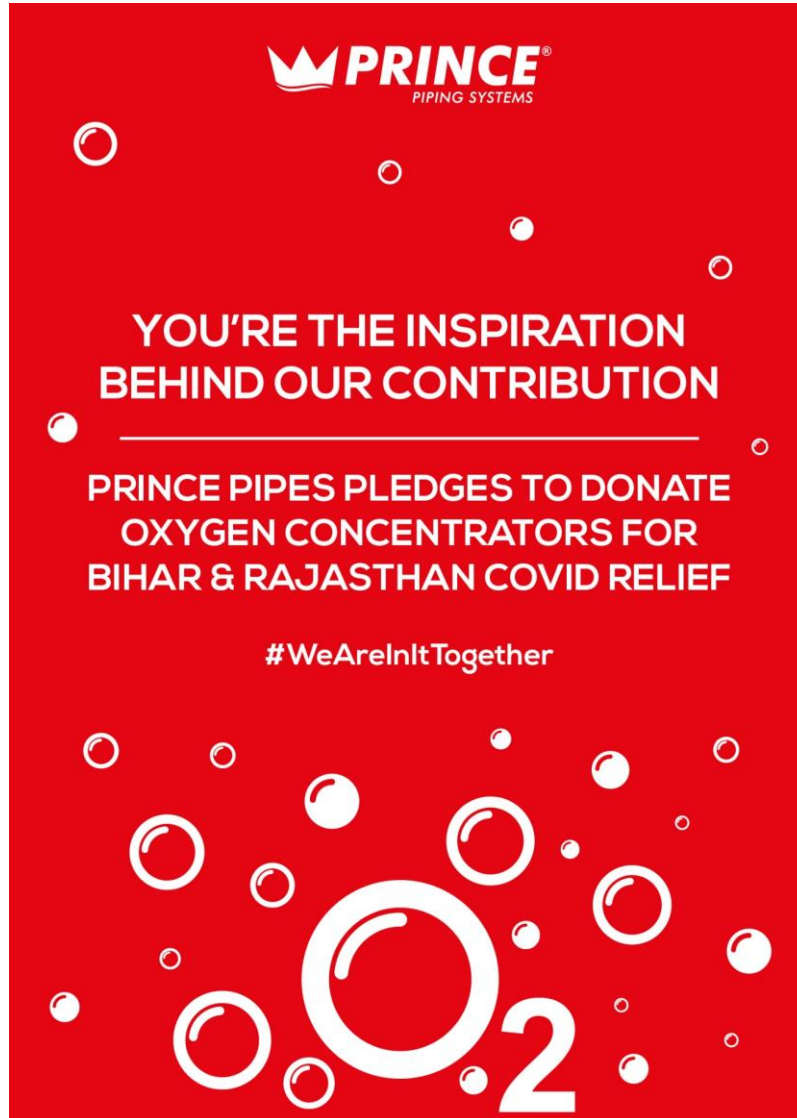


Plant Visit @ HARIDWAR PLANT



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.



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

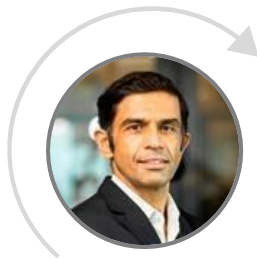
Associated with the company since 1996 and was awarded Inspiring 'Business Leader Award 2016' at the Economic Times Summit.



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.



Rajesh R. Pai

Nominee Director

An MBA from the University of Chicago, he has served at various roles over 20 years in the industry. He was the MD at CID Capital and Consulting & Operational capacity at American Management System, British Telecom and AT&T.

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. 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.



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. Dilip Deshpande, *Independent Director*

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



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. 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.

Strong Core Professional Team



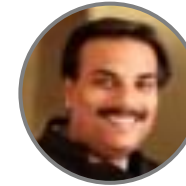
Mr. Shyam Sharda,
Chief Financial Officer

He is a commerce graduate from Jodhpur (Rajasthan) University and an associate of the Institute of Chartered Accountants of India. With 20 years of experience in finance, accounts and taxation, he has previously worked with S. Kumar Nationwide Ltd as Senior Vice-President (Finance & Group Accounts) and United Phosphorus Ltd as Deputy General Manager (Finance).



Mr. Vininder Singh Baweja,
Chief Operations Officer

An IIT Roorkee graduate in MBA and Marketing &IT, with B.Tech in Electronics from Punjab Technical University. He has served in Hindustan Unilever Ltd., Volvo Eicher and has 15+ years of experience.



Mr. Ashok Mehra,
Vice President– Sales & Marketing - Prince

An engineer qualified from KJ Somaiya and MMM from NMIMS, he has 30+ years of experience and has worked with Jaguar P. Ltd. and Pidilite Industries Ltd.



Mr. Hemant Kumar,
GM – Marketing & New Product Development

He completed his B.Sc. in Chemistry from Pune University and PGDBM in Marketing from IGNOU. He has over 35 years of experience and has worked with Pidilite Industries Ltd. in the past.



Mr. Umesh Pillai,
National Head Sales & Marketing - Trubore

He has an industry experience of more than 20 years and has worked with Asian Paints Ltd. in the past. He completed his B.E. in Electricals from VCE Orissa and MBA in Marketing from NMIMS.



Mr. Prakash Hegde,
Vice President & Chief Human Resources Officer

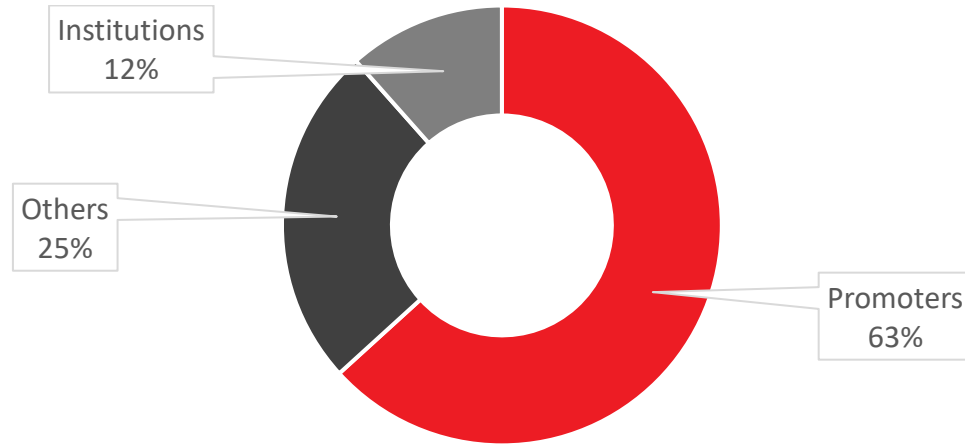
An experience of more than 30 years and past associations with TBZ Ltd. and Bharat Gears Ltd. assert his importance in the company. He has an MSW in Personal Management & Labour Welfare from Siber Kolhapur, EPHRM in HRM from IIM Lucknow and EMBA from XLRI.



Mr. Nihar Chheda,
AVP Strategy

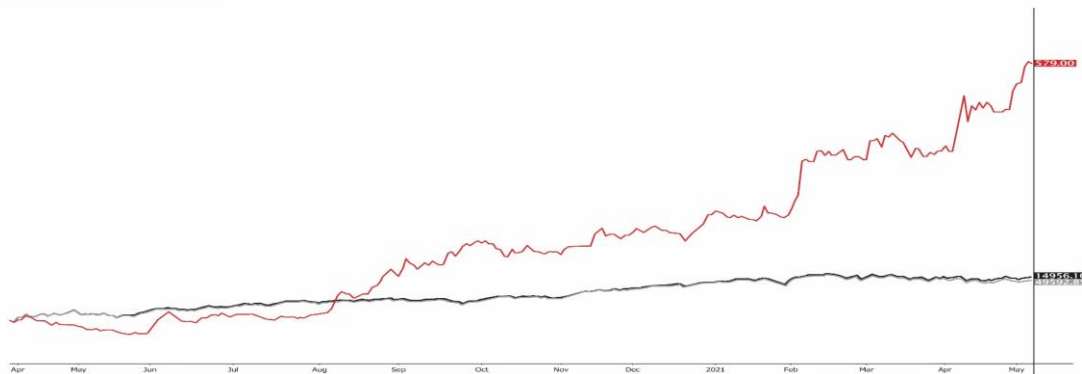
Nihar has been actively involved in growing the business since the IPO, engaging with key stakeholders. He collaborates closely with the team focusing on expanding the distribution network and developing strong relationships with the company. He is also responsible in anchoring the company's raw materials procurement strategy that has illustrated encouraging results by driving cost efficiencies

Shareholding Pattern (as on 31st March, 2021)



Stock Performance (as on 7th May, 2021)

PRINCE PIPE 579.00 | S&P SENSEX 49592.85 | NIFTY 50 14956.10



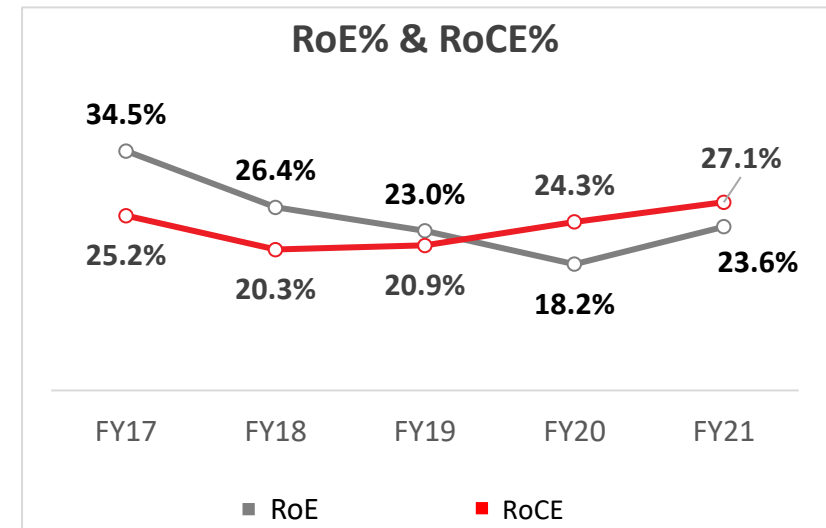
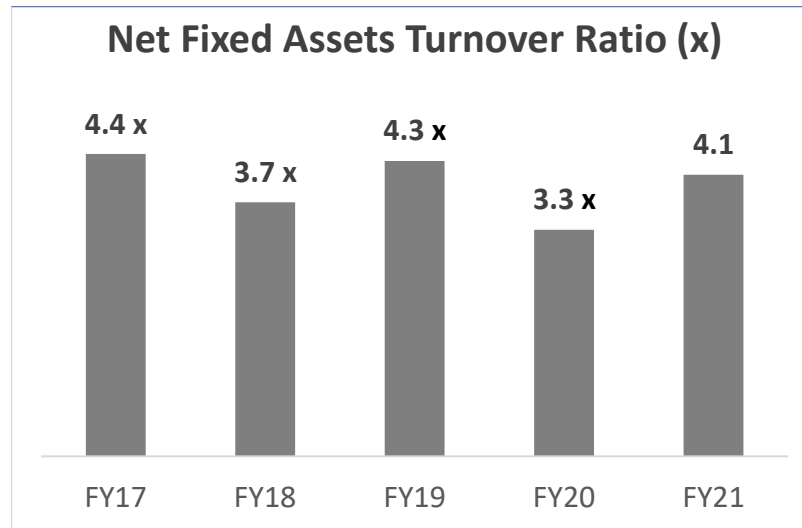
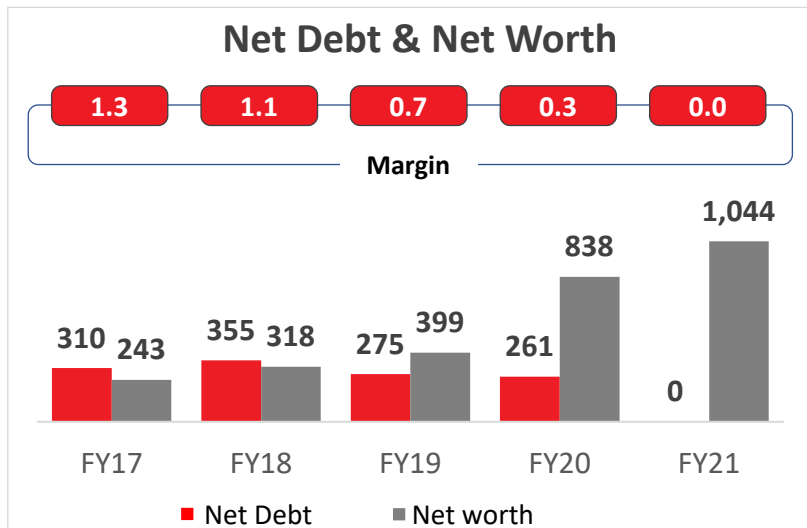
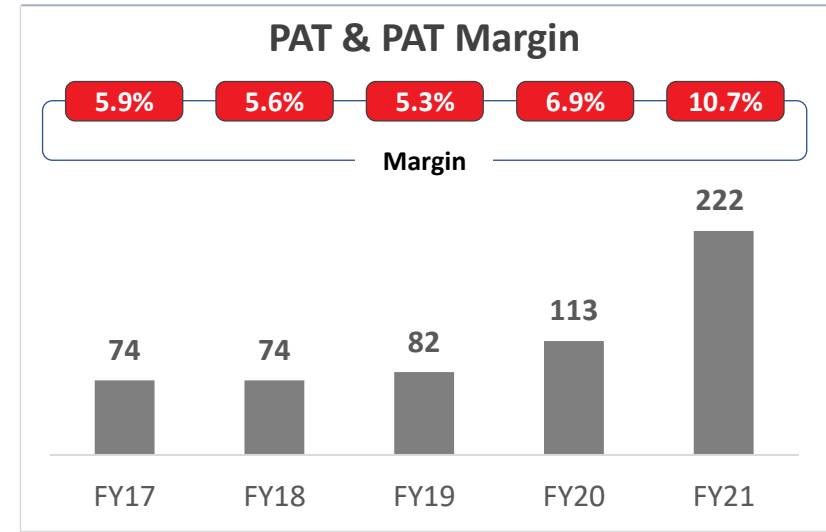
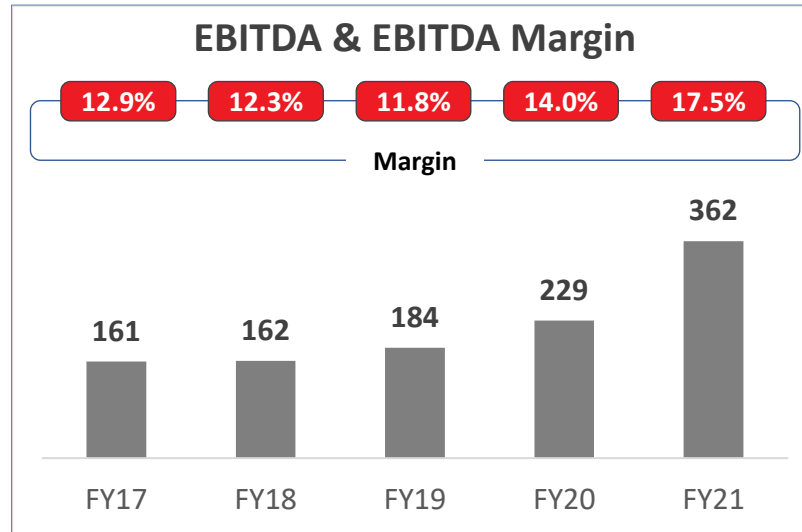
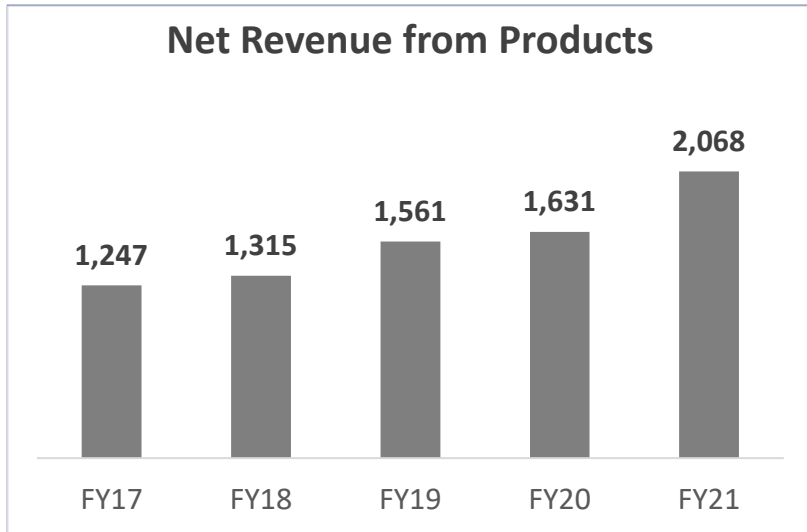
Stock Data

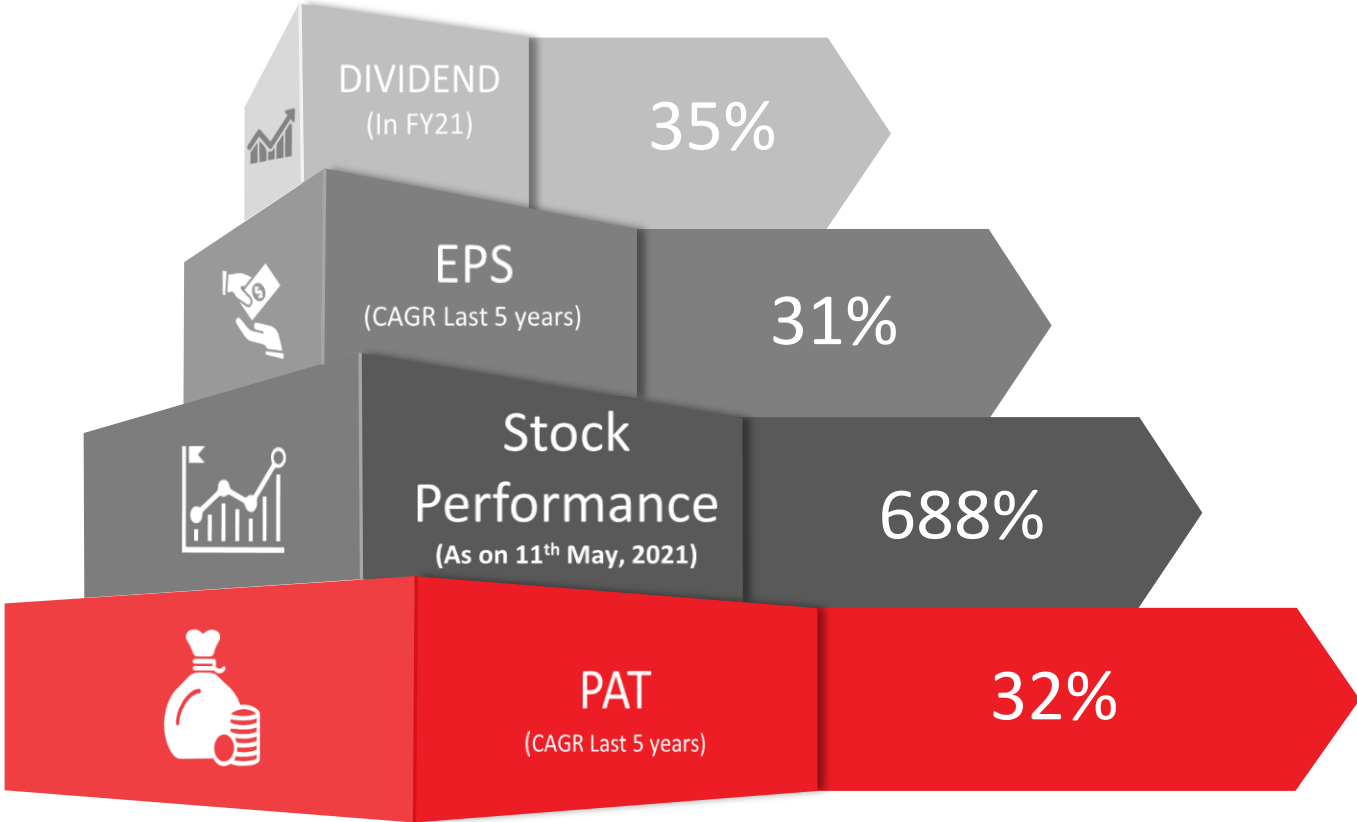
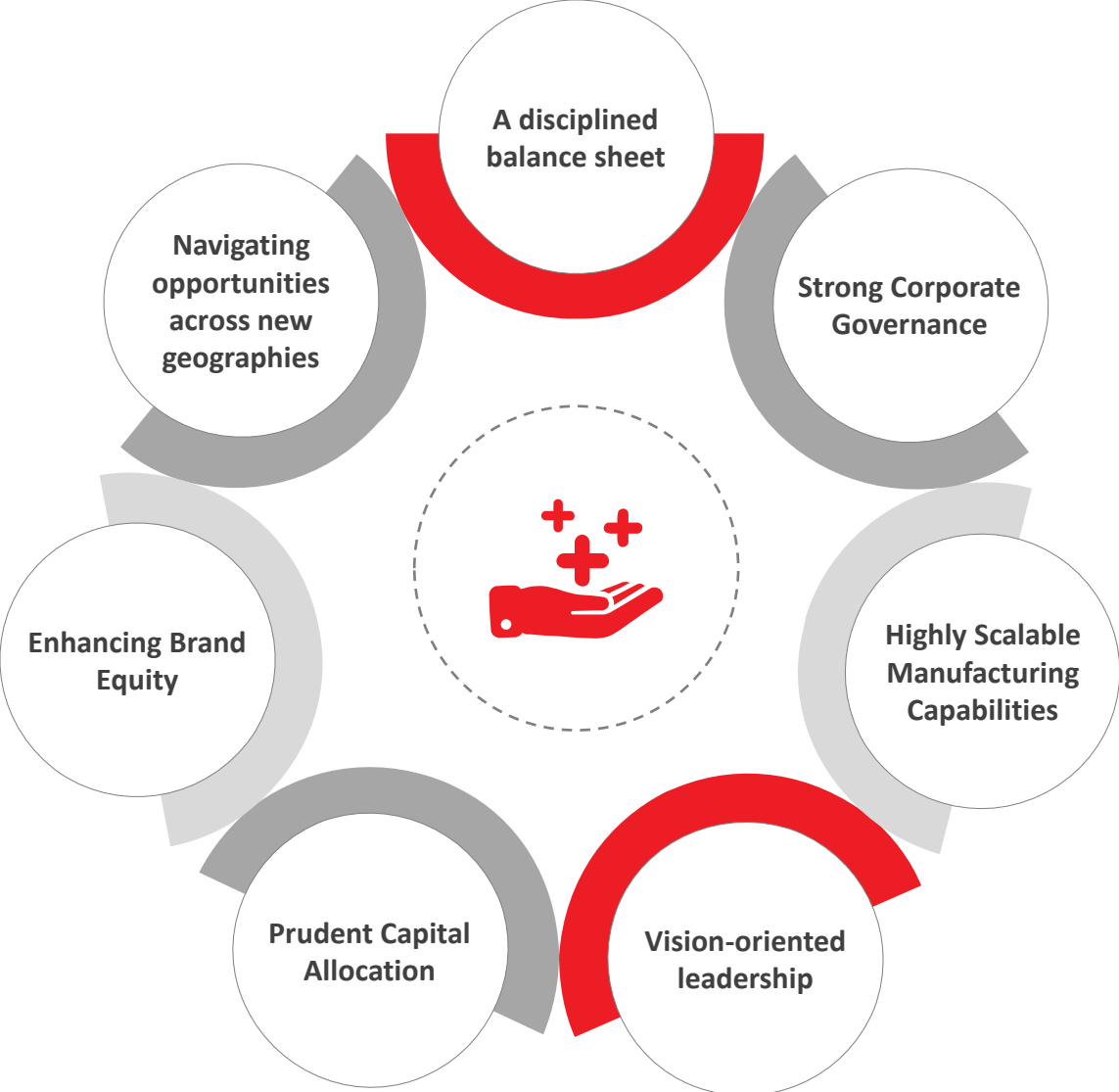
 Market Cap as on 11 th May, 2021	₹ 6,452 Cr.
 Stock Price as on 11 th May, 2021	₹ 586.4
 52 Week (High / Low)	₹ 604.20/75.00
 NSE / BSE - Symbol	PRINCEPIPE / 542907
 No. of Shares Outstanding	11,00,25,759
 Average Daily Volume (3 Months)	6,67,873

Top Institutional Shareholding (as on 31st March, 2021)

Name of Institution	% O/S
South Asia Growth Fund	5.66
Mirae Asset Global Investments (India) Pvt. Ltd	4.61
Oman India Joint Investment Fund	3.83
Aditya Birla Sun Life Trustee Private Limited	1.60
Kuwait Investment Authority	1.60
UTI Asset Management Co. Ltd	1.55
ICICI Prudential Asset Management Co. Ltd.	0.96

₹ 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

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