

PPFL/SE/2025-2026/55

February 10, 2026

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 Symbol: PRINCEPIPE

Dear Sir/Madam,

Sub: Presentation at Conference Call for Analyst and Investors

In continuation to our letter No. PPFL/SE/2025-2026/051 dated January 28, 2026, please find enclosed presentation to be made for Conference Call Scheduled on Wednesday, February 11, 2026, at 11:00 a.m. IST.

Kindly take the same on record.

Thanking You.

Yours faithfully,

For PRINCE PIPES AND FITTINGS LIMITED



Shailesh Bhaskar
Company Secretary & Compliance Officer
FCS: 13188

Encl. as above.

PRINCE PIPES AND FITTINGS LIMITED

Mfg. & Exporters of UPVC, CPVC, PPR & HDPE Pipes, Fittings and Valves & Water Tanks



Corp. Off.: The Ruby, 8th Floor; 29, Senapati Bapat Marg (Tulsi Pipe Road), Dadar (W), Mumbai - 400 028; Maharashtra, India.

T: 022-6602 2222 **F:** 022-6602 2220 **E:** info@princepipes.com **W:** www.princepipes.com

Regd. Off.: Survey No. 132/1/1/3, Athal road, Village Athal, Naroli, Silvassa, Dadra Nagar Haveli, India – 396235.

CIN: L26932DN1987PLC005837



PRINCE
PIPING SYSTEMS



PRINCE
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PRINCE[®]
PIPING SYSTEMS



PRINCE
PIPING SYSTEMS

Prince Pipes & Fittings Ltd.

Investor Presentation | Q3 & 9M FY26

Piping progress across every corner of nation

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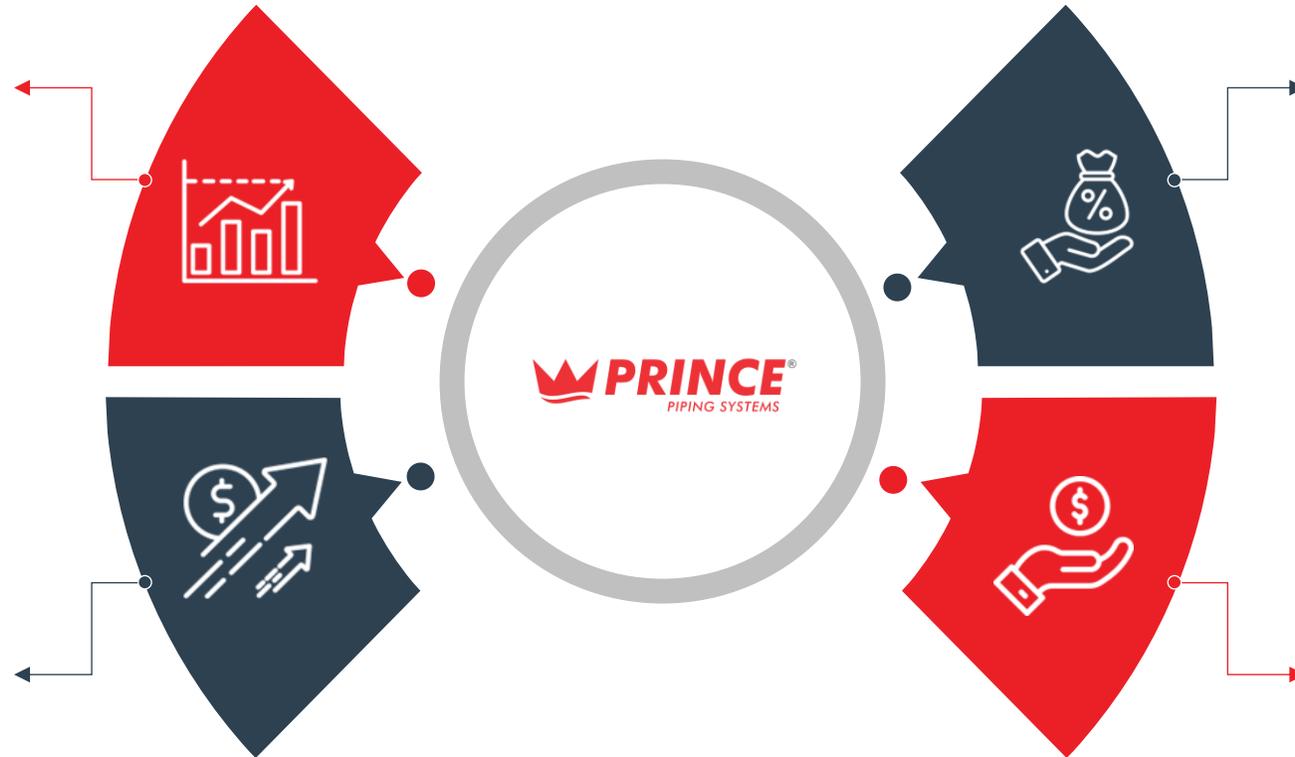
Q3 & 9M FY26 Results Highlights

SALES VOLUME

- Sales Volume for Q3 FY26 stood at **42,575 MT**; grew by **3% YoY**
- In 9M FY26, Sales volumes stood at **1,29,071 MT**; up by **2% YoY**

REVENUE

- Revenues for the quarter stood at **₹ 573 crores**
- Revenues for 9M FY26 at **₹ 1,748 crores**



EBITDA

- EBITDA for the quarter stood at **₹ 28 crores** whereas for 9M FY26 EBITDA stood at **₹ 122 crores**
- EBITDA Margins for the quarter and 9M FY26 stood at **5%** and **7%** respectively

PROFIT AFTER TAX*

- For 9M FY26, PAT stood at **₹ 17 crores** Margins stood at **1%**
- PAT for the quarter stood at **₹ (2) crores**

New Product Launch

❖ Smartfit Plus CPVC Pipes & Solvent Cement

- Successfully launched Smartfit Plus CPVC across markets
- Executed targeted dealer meets to promote Smartfit Plus CPVC across India
- Also, introduced CPVC solvent cement in new Co-ex packaging with a 4-year shelf life



❖ Storefit Water Tank Range

- Introduced two new variants under the water tank category:
 - **Storefit HYDRA** – 4-layered water tank
 - **Storefit COOL** – With UFC Technology



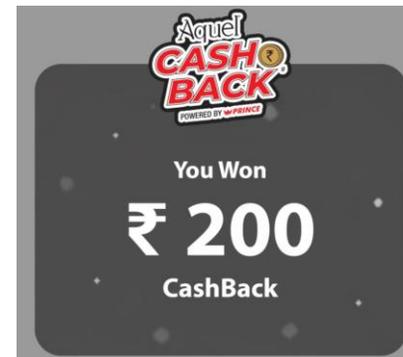
❖ Launch of New Brand Campaign

- Rolled out new brand campaign - **“INDIA KI PRAGATI KA TAJ”**
- Implemented across Dealer Meets, Shop Signages, Transit Media and Corporate Film



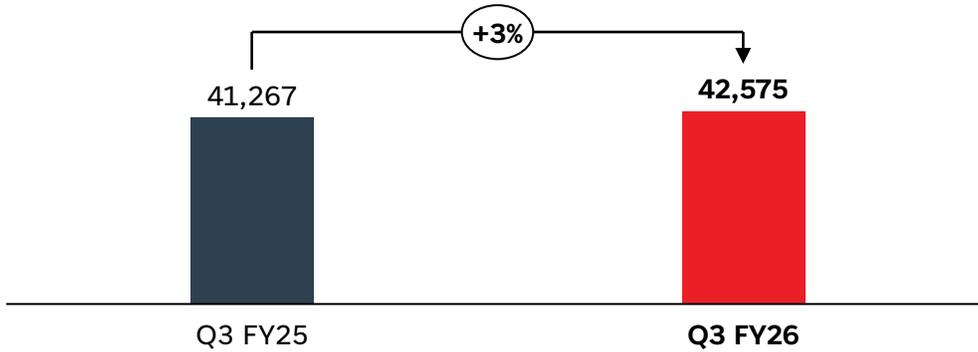
❖ Plumber engagement programs in Bathware segment

- The Aquel Cash Back Reward Program by Prince Pipes is an initiative for plumbers to earn direct cash rewards on select bathware products. Plumbers can scan QR codes on product packaging to receive instant cashback via WhatsApp

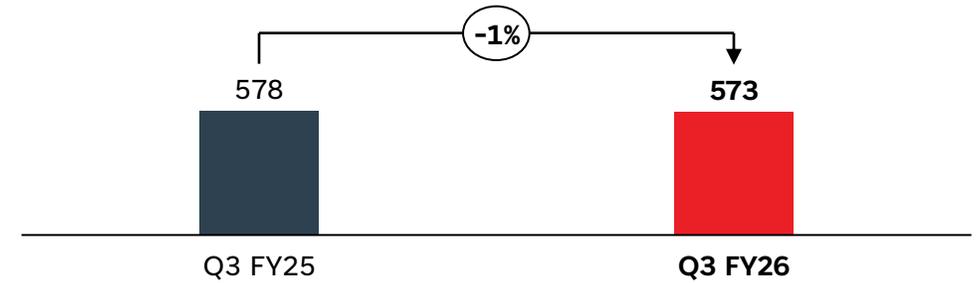


Financial Highlights – Q3 FY26

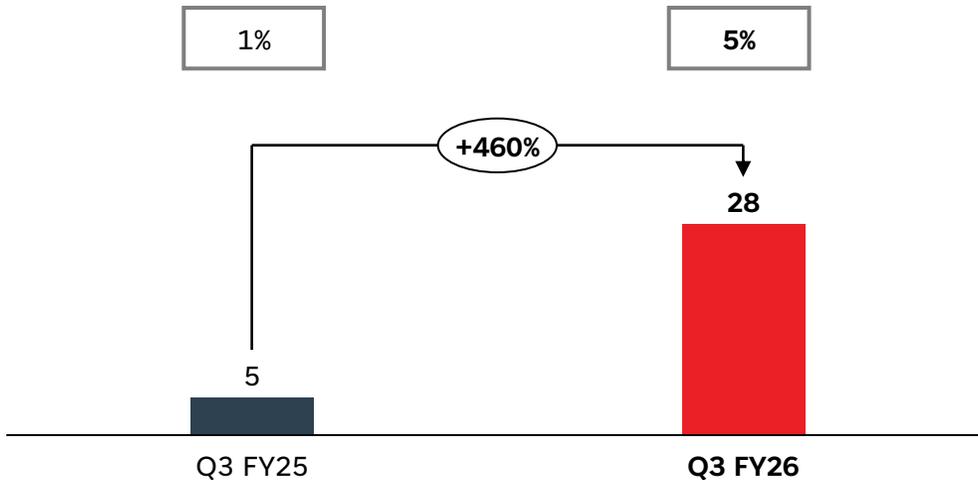
Sales Volume (in MT)



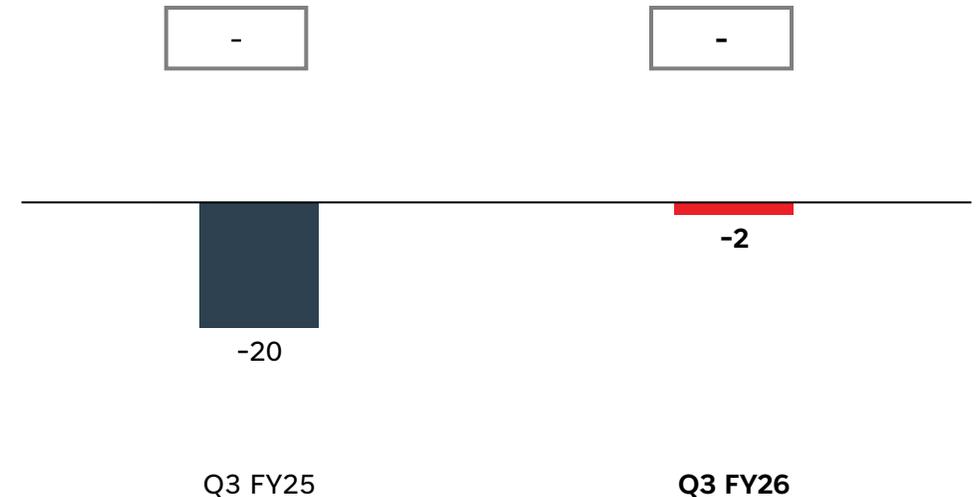
Revenue from Operations



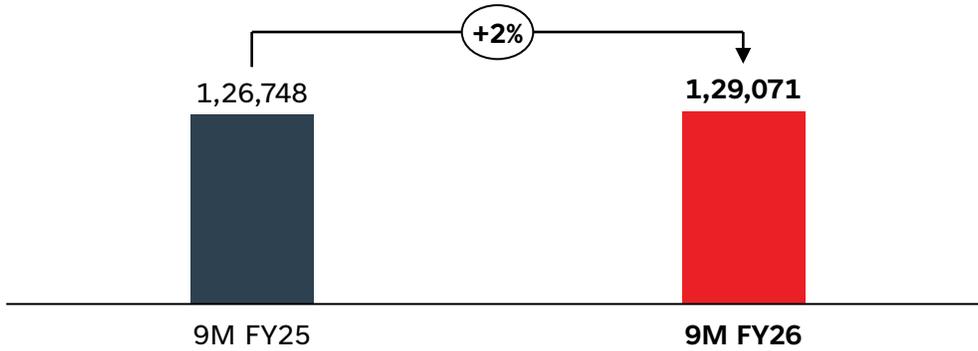
EBITDA & EBITDA Margin (%)



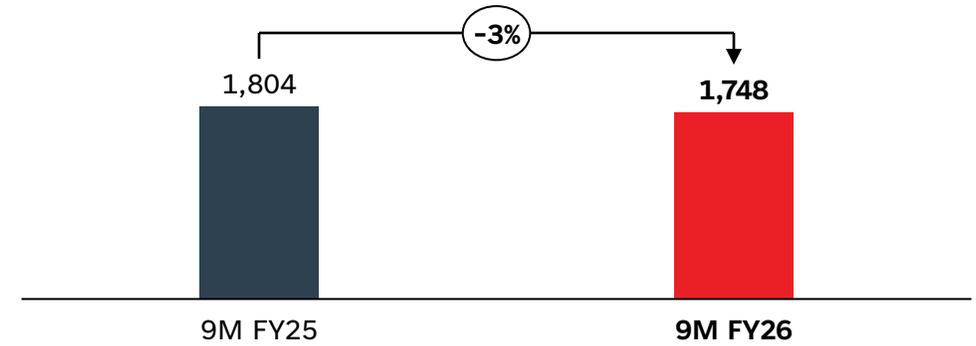
PAT* & PAT Margin (%)



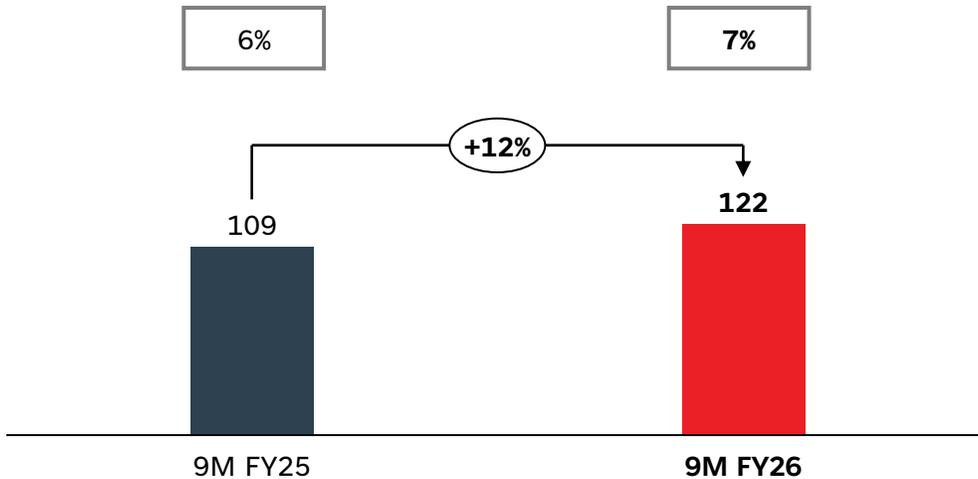
Sales Volume (in MT)



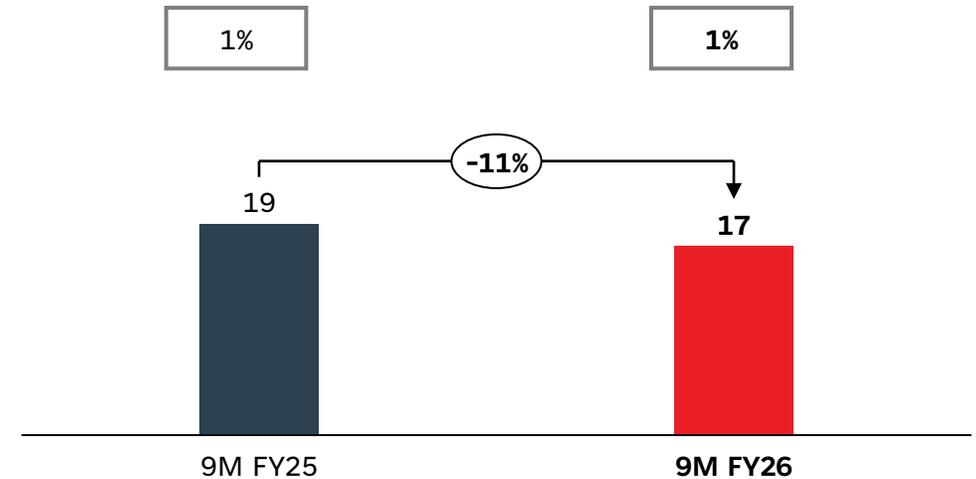
Revenue from Operations



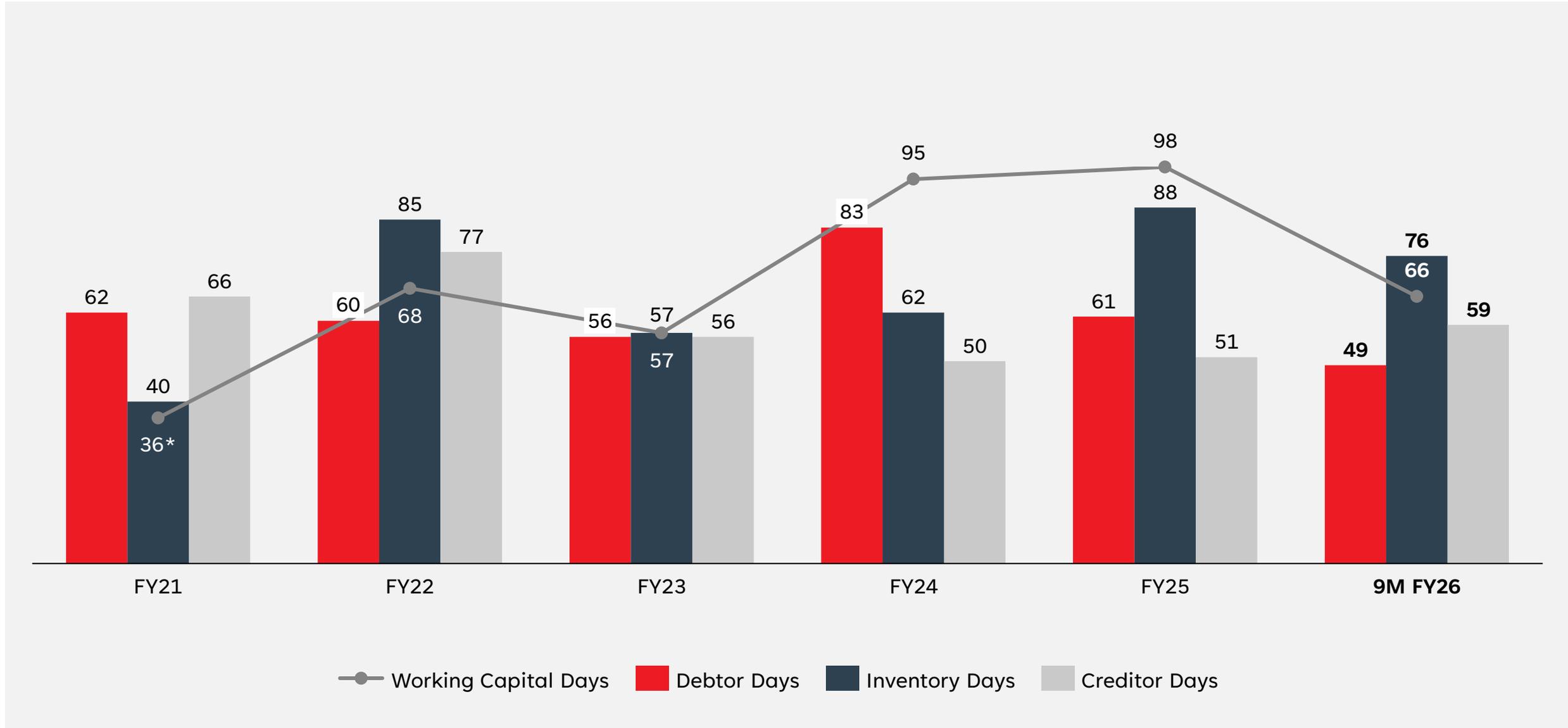
EBITDA & EBITDA Margin (%)



PAT* & PAT Margin (%)



Working Capital Cycle



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

Consolidated Income Statement

Particulars (₹ Cr)	Q3 FY26	Q3 FY25	YoY%	Q2 FY26	QoQ%	9M FY26	9M FY25	YoY%
Revenue from Operations	573	578	-1%	595	-4%	1,748	1,804	-3%
Raw Material Consumed	430	453		427		1,289	1,343	
Gross Profit	143	125		168		459	461	
Gross Profit Margin %	25%	22%		28%		26%	25%	
Employee Expenses	47	45		45		133	128	
Other Expenses	68	75		68		204	224	
EBITDA	28	5	460%	55	-49%	122	109	12%
EBITDA Margin %	5%	1%		9%		7%	6%	
Other Income	2	1		2		6	8	
Depreciation	34	26		33		97	80	
EBIT	-4	-20	-	24	-	31	37	-16%
EBIT Margin %	-	-		4%		2%	2%	
Finance Cost	-4	5		4		5	8	
Profit before Tax	0	-25	-	20	-	26	29	-10%
PBT Margin %	-	-		3%		1%	2%	
Tax Expense	0	-5		5		7	10	
Profit after Tax (before exceptional item)	0	-20	-	15	-	19	19	-
PAT Margin %	-	-		2%		1%	1%	
Exceptional Item*	2	-		-		2	-	
Profit after Tax (after exceptional item)	-2	-20	-	15	-	17	19	-11%
PAT Margin %	-	-		2%		1%	1%	
EPS (before exceptional item)	-0.03	-1.85		1.32		1.73	1.71	
EPS (after exceptional item)	-0.21	-1.85		1.32		1.54	1.71	



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



8

No. of Facilities



9

Warehouses



1,500+

Channel Partners



CRISIL A+

Outlook:
NEGATIVE



2,145

Employees



₹ 2,893 Cr

Market Cap
(February 10, 2025)



₹ 43 Cr

PAT
(For FY 2025)



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

Our Journey



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

Product Manufactured



Pipes

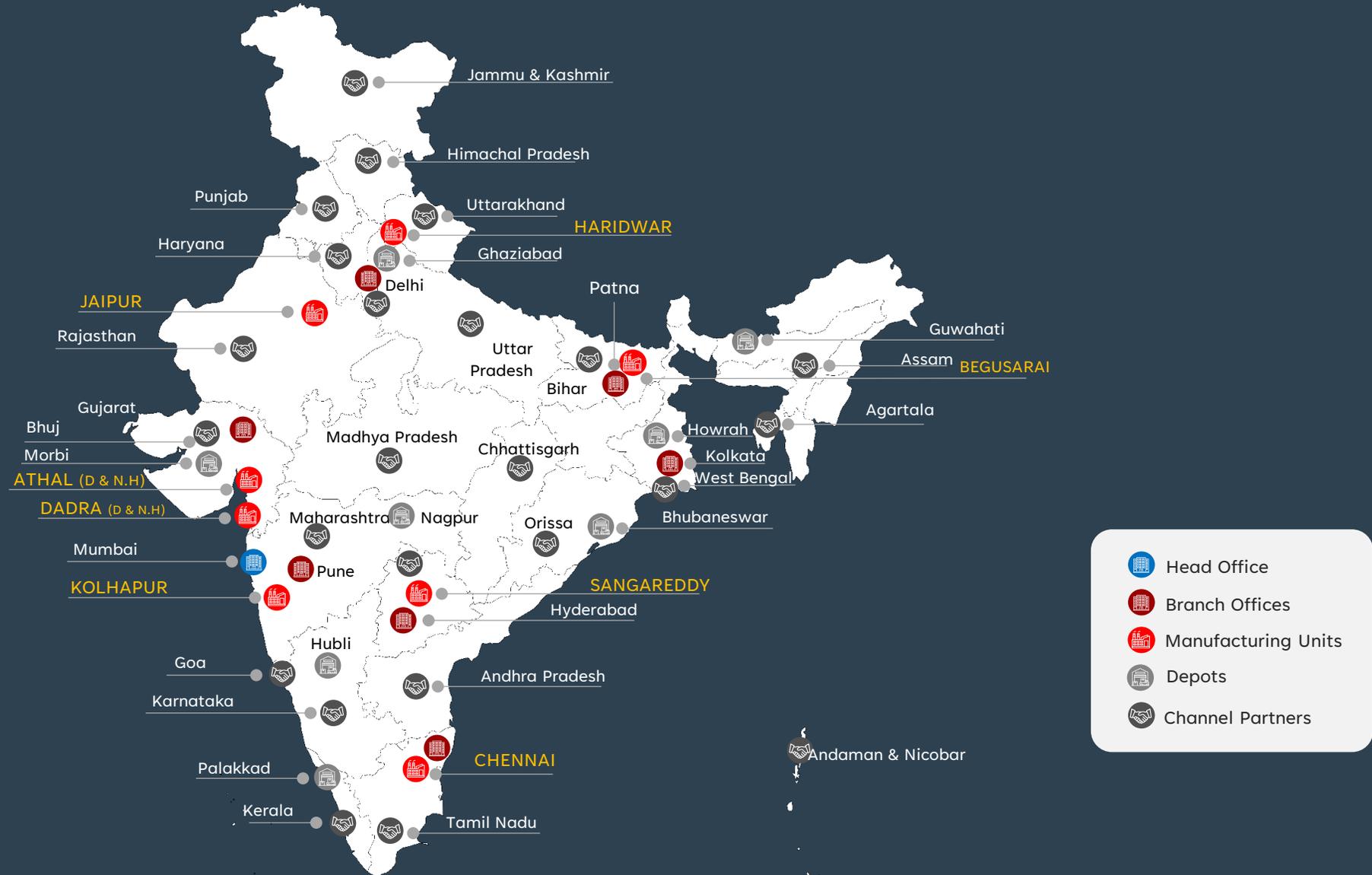


Fittings



Tanks

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. 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 1994. 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 28 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

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



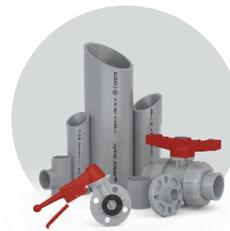
GREENFIT
PP-R Plumbing & Industrial Piping Systems



EASYFIT
UPVC Plumbing Systems



EASYFIT RE
Reclaim Piping Systems



ONEFIT
CPVC Industrial Piping Systems



EASYFIT in
Industrial Piping Systems

New Addition to the Portfolio



AERATOR
FOR HIGH-RISE BUILDINGS



Ball Valve With Rubberized Gripper Handle



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)



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



Branding Initiatives





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 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



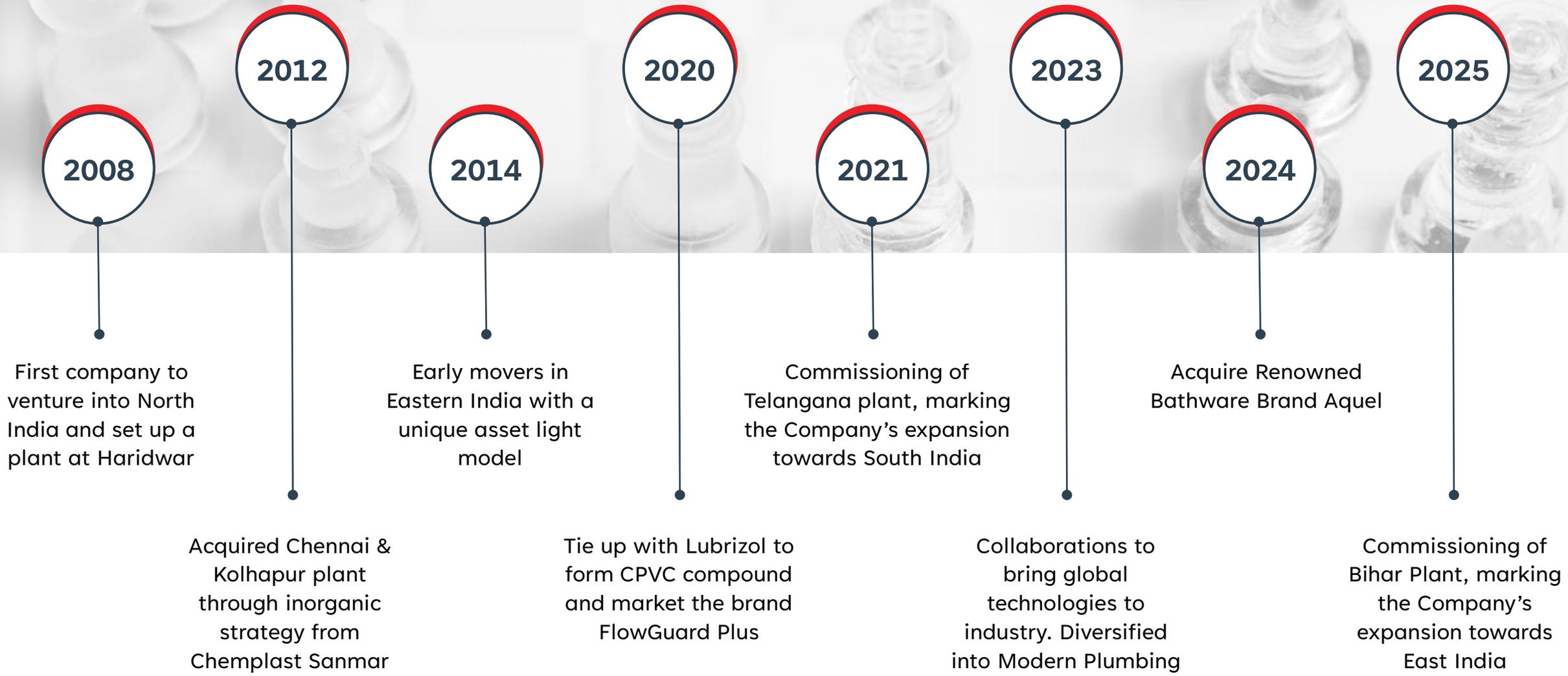
- Delivery of growth, which is consistent, competitive, profitable and responsible
- Overarching goal remain: Achieve cost reductions by continuously optimizing our production processes and organizational structures

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



TRIPLE BOTTOM-LINE GOALS



Environmental

Financial



Social



**GREEN ENERGY
UP TO Q3 FY26**

9,83,484
Tree Seedlings
Grown for a Decade

29,969 MT
Coal Burned

Reduce Green-house gas emissions over the past years

36.85%

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

1,54,165

MT Carbon Footprint saved since FY-17

88,529

MWH of Green Energy used since FY-20

~ 24.2%

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.

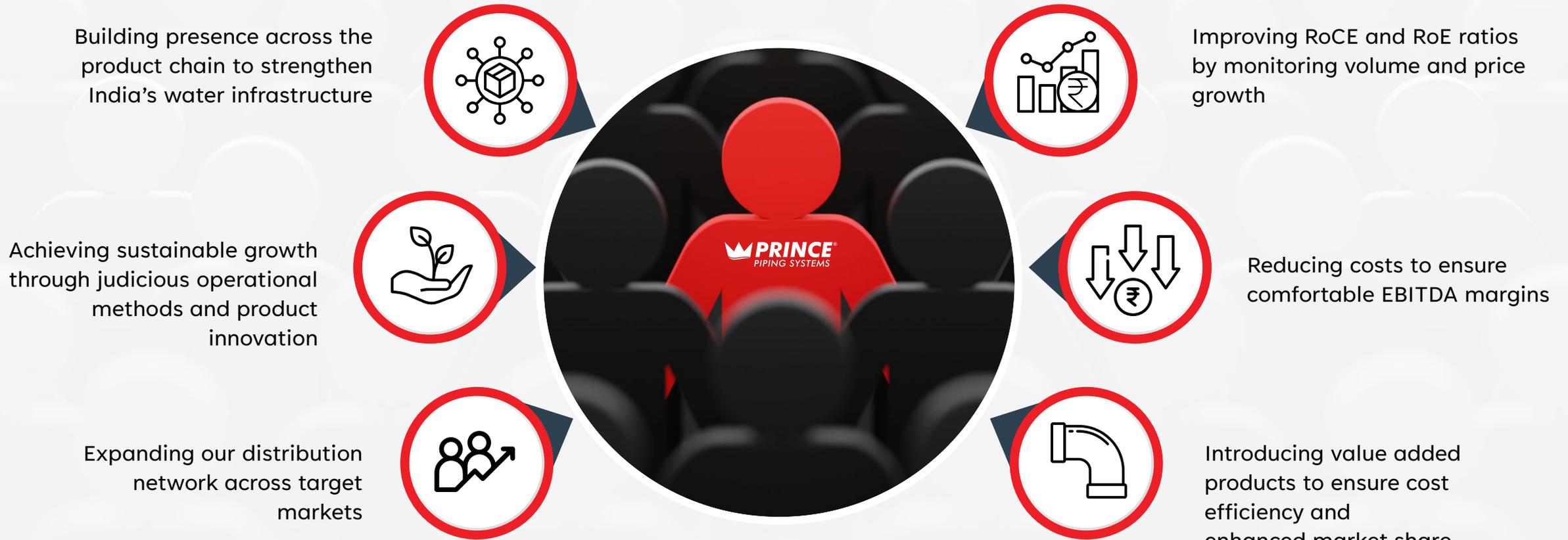
Village Development Project

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

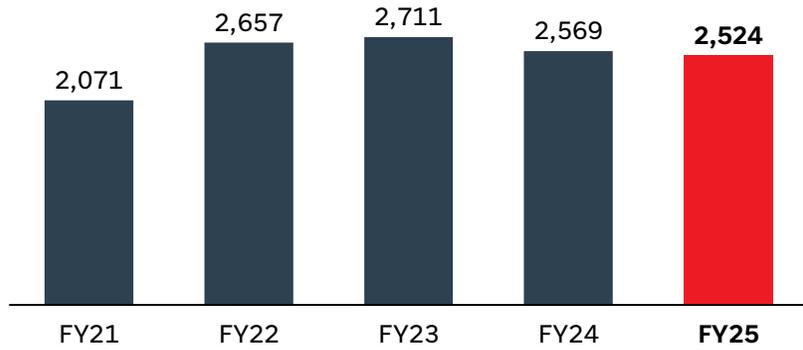




Historical Financial Highlights

Annual Financial Performance

Revenue from Operations



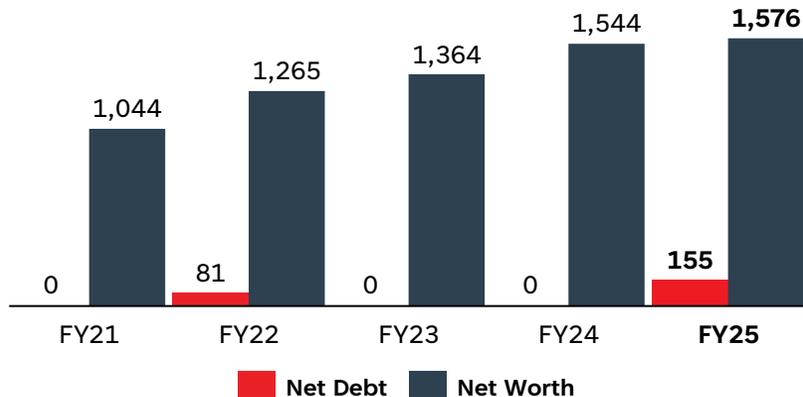
EBITDA & EBITDA Margin (%)



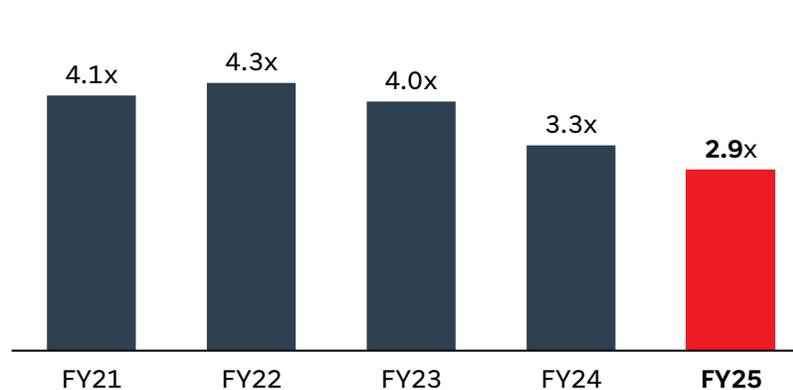
PAT & PAT Margin (%)



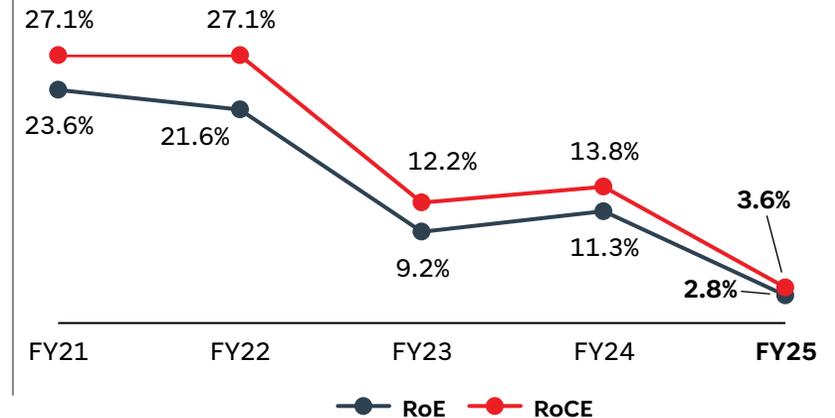
Net Debt & Net Worth



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

investor@princepipes.com

www.princepipes.com

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For Meeting request - [Click here](#)



Thank You