

PPFL/SE/2024-2025/045

November 07, 2024

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/2024-25/042 dated November 04,2024, please find enclosed presentation to be made for Conference Call Scheduled on Friday, November 08, 2024, at 10:30 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, 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.: Plot No. 1, Honda Industrial Estate, Phase II, Honda Sattari, Honda - 403 530, Goa, India.
CIN: L26932GA1987PLC006287



INVESTOR PRESENTATION

Q2 & H1 FY25



DISCLAIMER

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.

A vertical stack of numerous grey pipes, showing their circular ends, filling the left side of the page. A white rectangular box is overlaid on the middle of this stack.

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Poised for Future Growth



Results Overview

PERFORMANCE HIGHLIGHTS – Q2 & H1 FY25

Q2FY25 Vs Q2FY24

1 Q2FY25 revenues at ₹ 622 crore as compared to ₹ 656 crore in Q2FY24

2 Finished Goods volumes in Q2FY25 increased by 4% YoY at 43,301 MT as compared to 41,529 MT in Q2FY24

3 EBITDA for Q2FY25 at ₹ 46 crore versus ₹ 94 crore in Q2FY24

- Margins at 7.4% in Q2FY25

4 PAT for Q2FY25 at ₹ 15 crore as compared to ₹ 71 crore in Q2FY24*

H1FY25 Vs H1FY24

1 H1FY25 revenues improved by 1% YoY at ₹ 1,227 crore as compared to ₹ 1,210 crore in H1FY24

2 Finished Goods volumes increased by 9% YoY in H1FY25 at 85,481 MT as compared to 78,684 MT in H1FY24

3 EBITDA for H1FY25 stood at ₹ 104 crore versus ₹ 139 crore in H1FY24

- Margins at 8.5% in H1FY25

4 PAT stood at ₹ 39 crore in H1FY25 as compared to ₹ 90 crore in H1FY24*

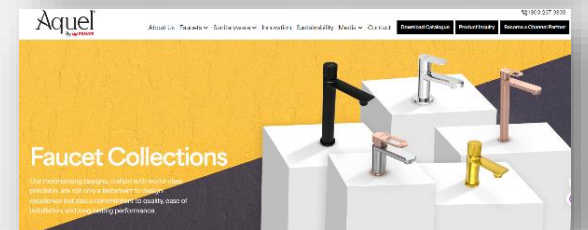
* Exceptional item for quarter and half year ended 30.9.23 represents net gain of Rs.17.93 crore towards settlement of registration of Corporate office, at The Ruby, Dadar, Mumbai, based on the valuation report.

BUSINESS HIGHLIGHTS

Aquel by Prince gains steady ground & launched retail showroom in Haryana and New Delhi:

- Continues to make steady inroads into current markets.
- Expected to complete build-out of pan-India presence by end of H2.
- Launched the company's first Aquel by Prince retail showrooms in Haryana and New Delhi.
- The second phase of the Asset Purchase Agreement, which includes the acquisition of the manufacturing unit comprising land, building as well as manufacturing equipment is under process, subject to regulatory approvals.

Launch of website for Aquel by Prince: www.aquelbathware.com building a virtual presence of the brand positioned for homeowners seeking value and the best in modern design.



BUSINESS HIGHLIGHTS

Prince Parivartan Plumber Upskilling Programme: trained 1,848 plumbers across Delhi-NCR, Himachal Pradesh, and Uttarakhand to enhance technical skills and extended critical health benefits to plumbers and their families through 17 health camps.

- Each plumber received a tool kit, equipping them for the next step in their careers.



Durga Puja idol installation made entirely with products of Prince Pipes.

- A fully sponsored Plumber Training Program for women plumbers from West Bengal, in partnership with the Water Management and Plumbing Skill Council.
- Believing in the power and skill of women, this pilot project aims to inspire and expand across India.



BUSINESS HIGHLIGHTS

Proud to share that Prince Pipes is now a Great Place to Work (GPTW) certified organization.

- GPTW is a global authority to certify organizations across the world and it is a momentous occasion for the Company.
- This signifies that PPFL has an ambient work culture, high employee satisfaction and advocates sustainable business success.
- GPTW will help to attract and retain best talent, boost employee engagement and morale.



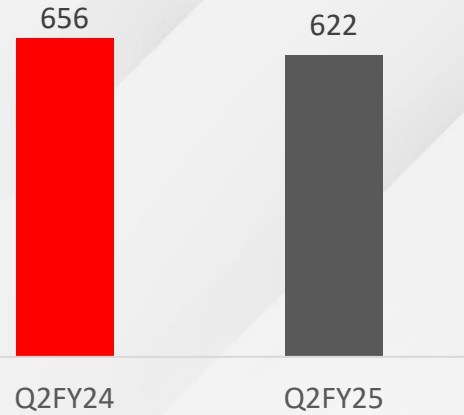
Work on the upcoming integrated manufacturing facility at Begusarai, Bihar is underway and on schedule.

- The Bihar facility will cater to rising demand in East India, which is one of the growing markets in the country.

FINANCIAL PERFORMANCE FOR Q2FY25

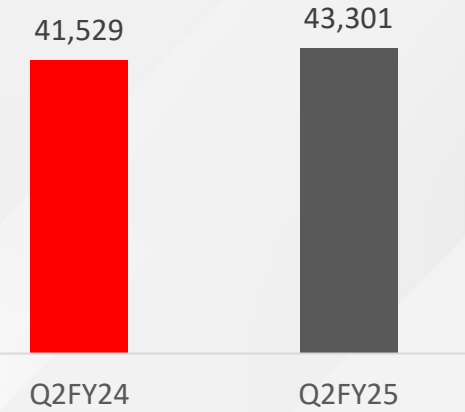
REVENUE

(₹ in Crs.)



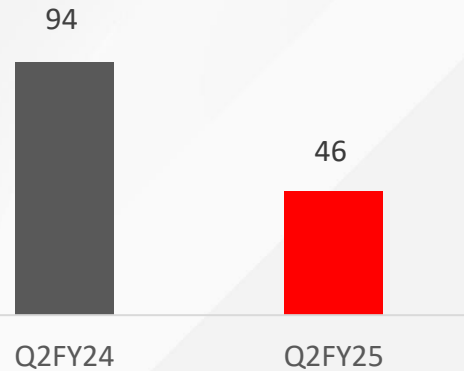
FINISHED GOODS SALES VOLUME

(in MT)



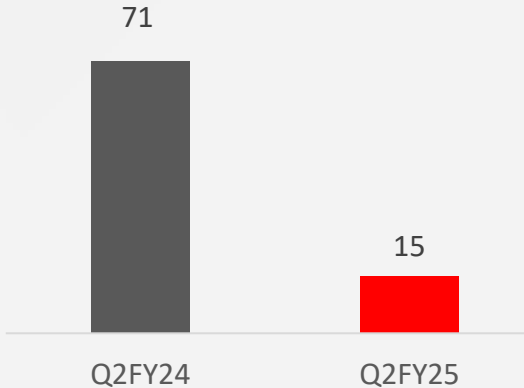
EBITDA

(₹ in Crs.)



PAT*

(₹ in Crs.)



* Exceptional item for quarter and half year ended 30.9.23 represents net gain of Rs.17.93 crore towards settlement of registration of Corporate office, at The Ruby, Dadar, Mumbai, based on the valuation report.

FINANCIAL PERFORMANCE FOR H1FY25

REVENUE

(₹ in Crs.)

1,210 1,227

H1FY24

H1FY25

FINISHED GOODS SALES VOLUME

(in MT)

78,684 85,481

H1FY24

H1FY25

EBITDA

(₹ in Crs.)

139 104

H1FY24

H1FY25

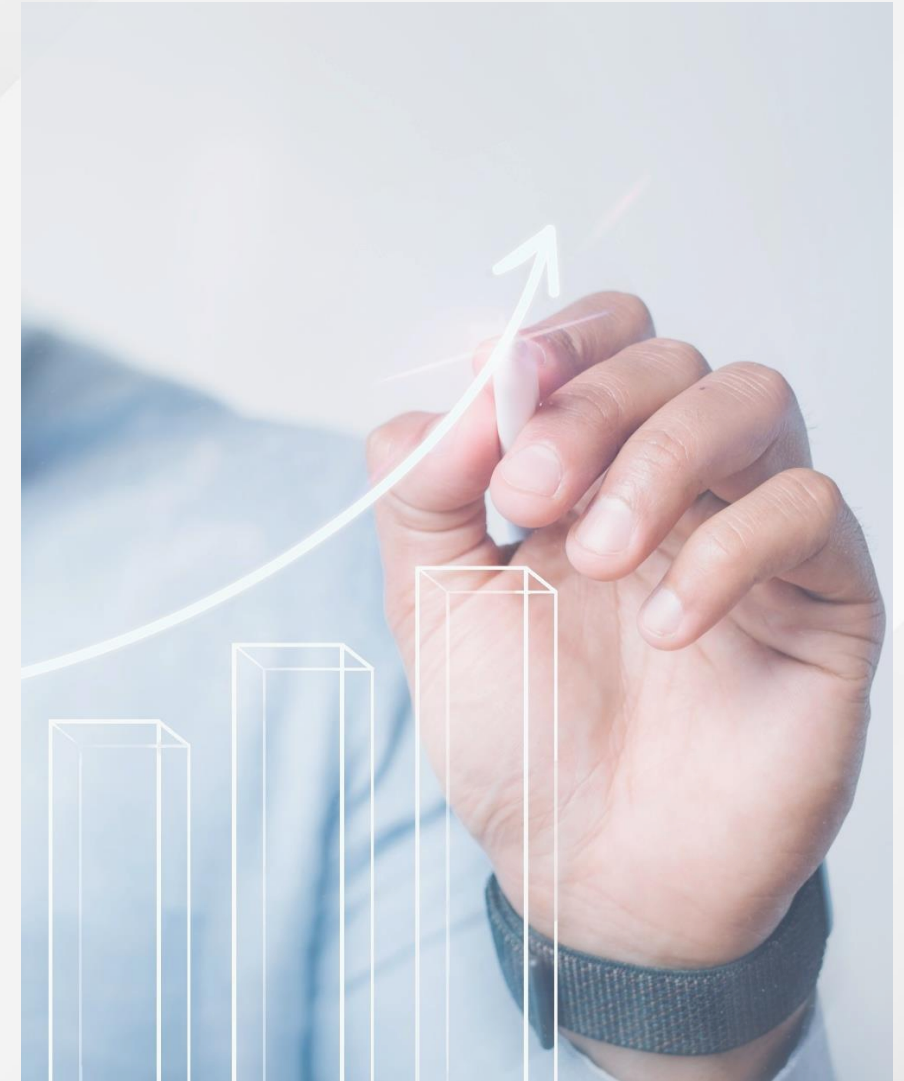
PAT*

(₹ in Crs.)

90 39

H1FY24

H1FY25



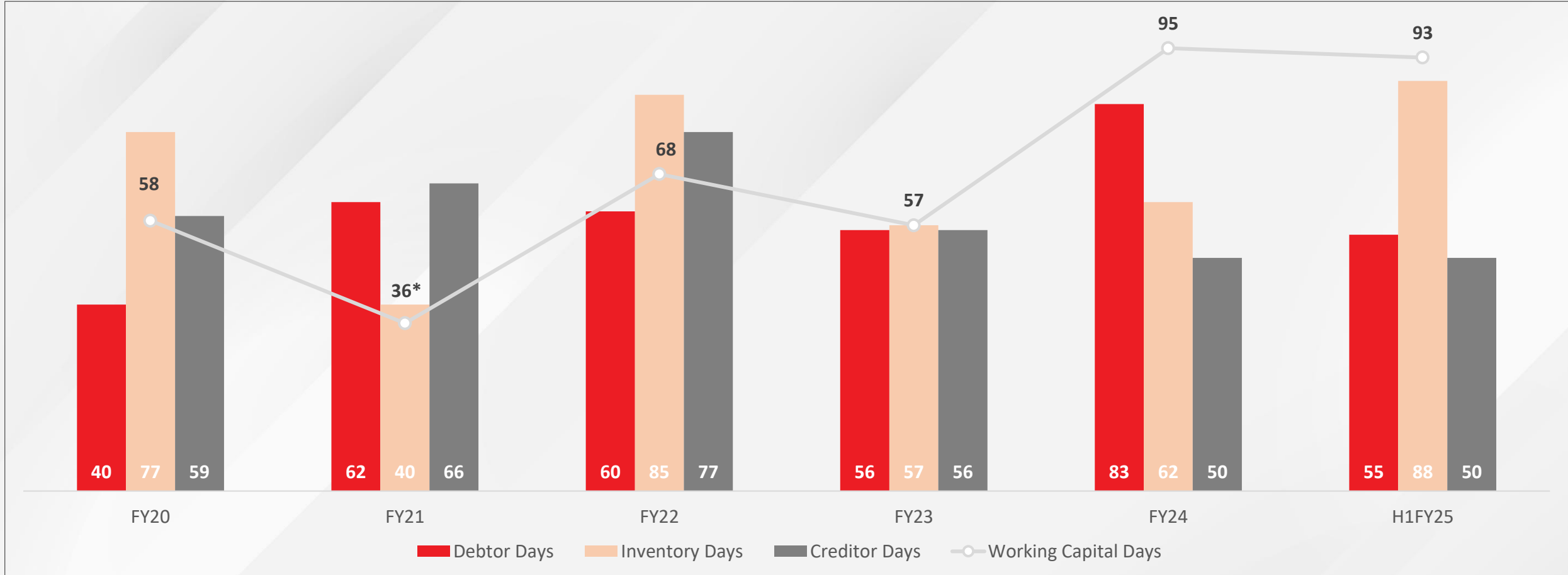
* Exceptional item for quarter and half year ended 30.9.23 represents net gain of Rs.17.93 crore towards settlement of registration of Corporate office, at The Ruby, Dadar, Mumbai, based on the valuation report.

PROFIT & LOSS STATEMENT AS ON 30th SEPTEMBER 2024

Particulars	Q2FY25	Q2FY24	Y-o-Y (%)	H1FY25	H1FY24	Y-o-Y (%)
Revenue from Operations	622	656	(5)	1,227	1,210	1
Raw Material Consumed	453	451	0	892	865	3
Employee benefit expenses	45	40	13	83	73	14
Other Expenses	78	71	10	149	133	12
EBITDA	46	94	(51)	104	139	(25)
EBITDA Margin (%)	7.4	14.3	(690) Bps	8.5	11.5	(300) Bps
Depreciation	28	23	22	53	45	18
EBIT	18	71	(75)	51	94	(46)
EBIT Margin (%)	2.9	10.8	(790) Bps	4.2	7.8	(360) Bps
Other Income	4	4	-	6	8	(25)
Finance Cost	2	1	100	3	2	50
Exceptional item (Gain)*	0	18	-	0	18	-
PBT (including Exceptional item)	20	93	(78)	54	118	(54)
PBT (excluding Exceptional item)	20	75	(73)	54	100	(46)
PBT Margin(%) (excluding Exceptional item)	3.3	11.4	(810) Bps	4.4	8.3	(390) Bps
Tax	5	22	(77)	15	28	(46)
PAT (including exceptional item)	15	71	(79)	39	90	(57)
PAT Margin (%) (including exceptional item)	2.4	10.8	(840) Bps	3.2	7.4	(420) Bps
EPS (in INR) (including exceptional item)	1.33	6.39	(79)	3.56	8.16	(56)

* Exceptional item for quarter and half year ended 30.9.23 represents net gain of Rs.17.93 crore towards settlement of registration of Corporate office, at The Ruby, Dadar, Mumbai, based on the valuation report.

WORKING CAPITAL CYCLE



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



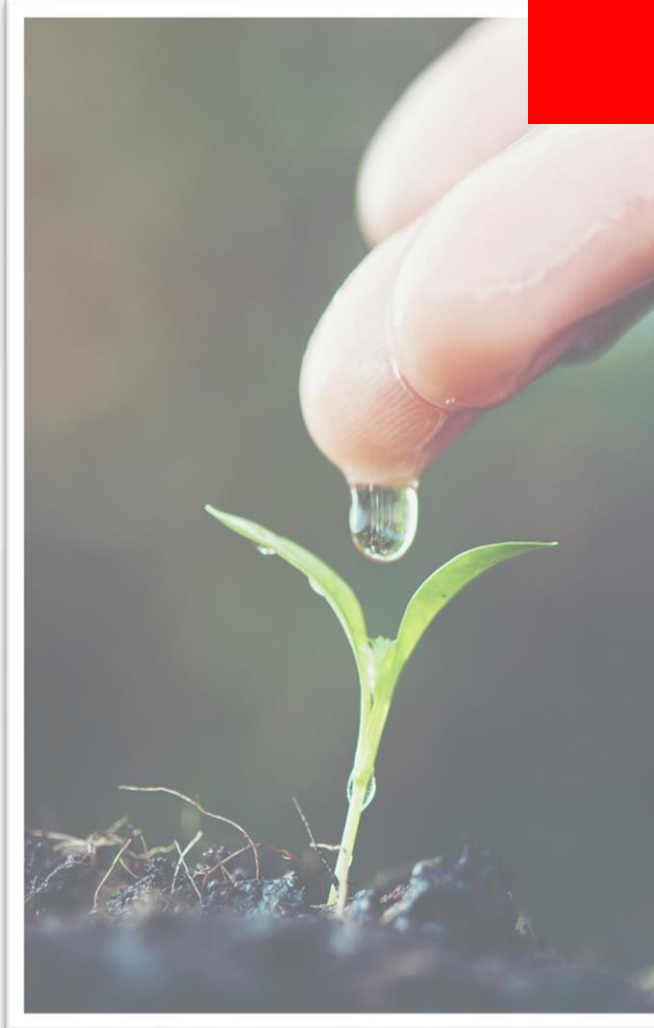
Company Overview

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



7

No. of Facilities



11

Warehouses



7,200+

SKUs



1,500+

Channel Partners



CRISIL A+

Outlook: STABLE



2,065

Employees



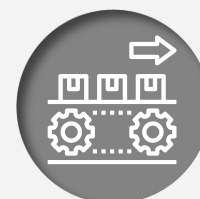
5,329 cr.

Market Cap
(Nov 06th, 2024)



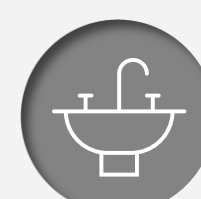
183 cr.

PAT
(For FY 2024)



~ 3,61,506 MTPA

Total Installed
Capacity



**AQUEL BY
PRINCE**



**PRINCE &
TRUBORE**
Piping Product Brands



Amongst **TOP 5**
PROCESSORS in
Piping Industry



More than
3 DECADES of
Operations

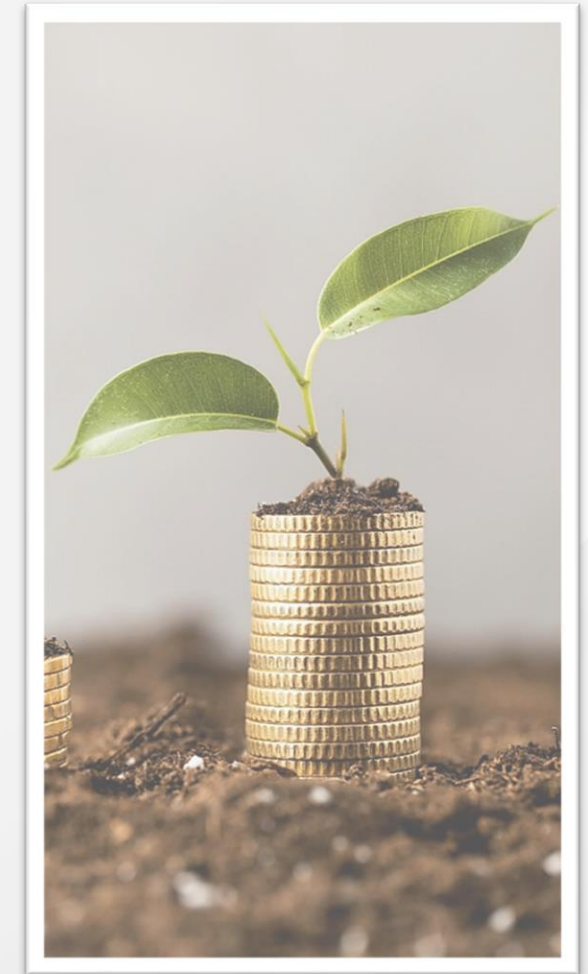
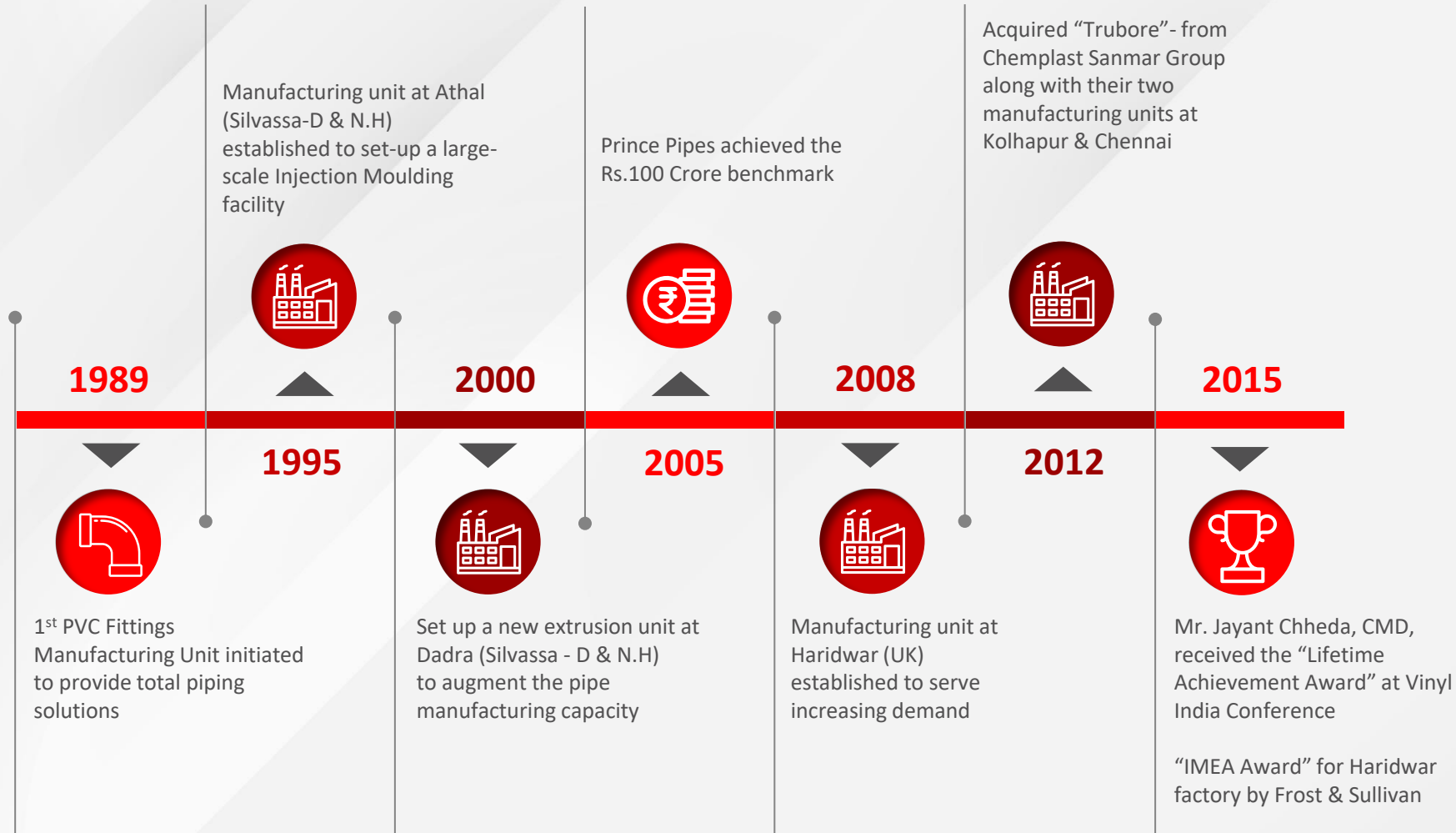


Strategic located
MANUFACTURING
UNITS

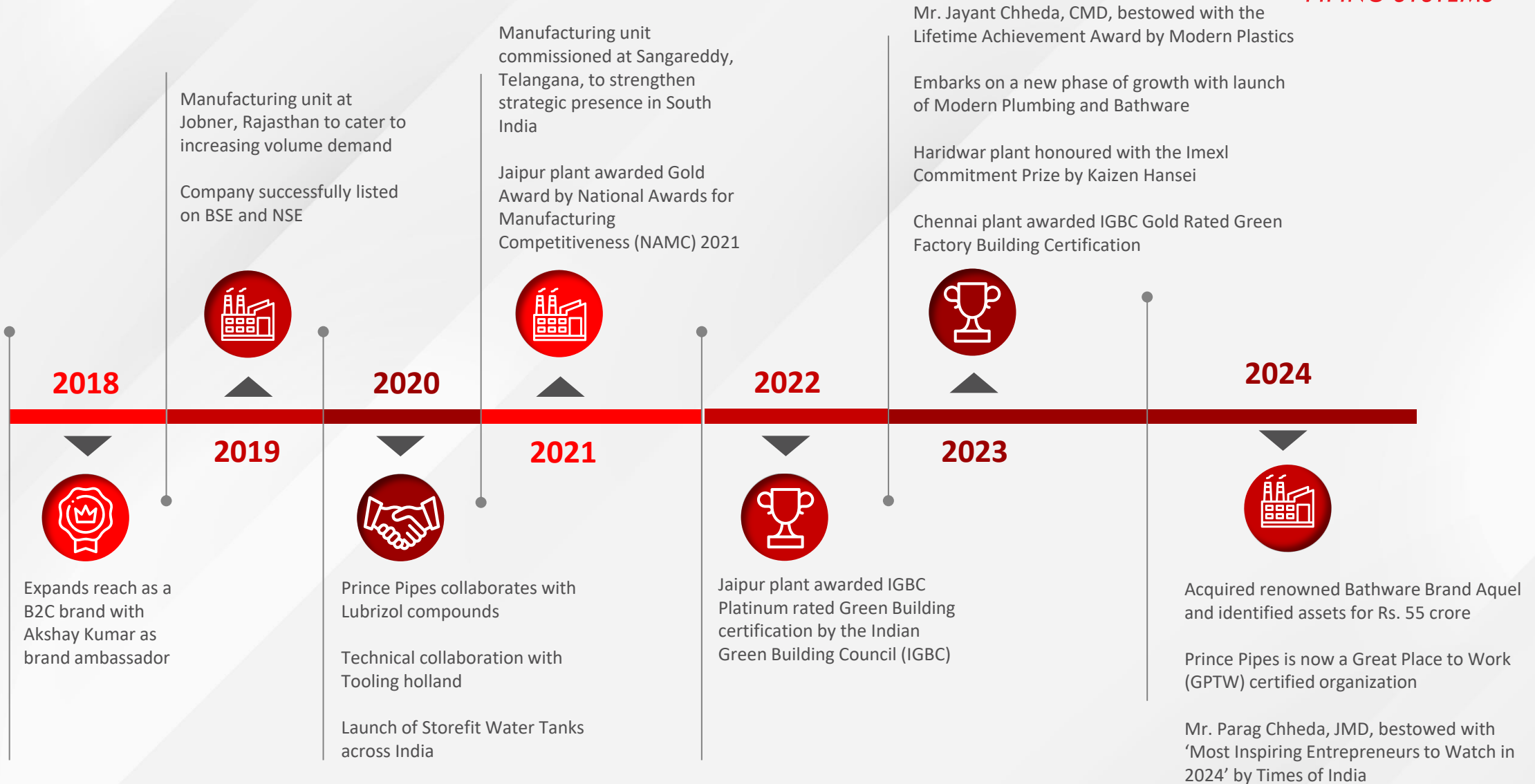


Industry's Most
TRUSTED BRAND

OUR JOURNEY...



...OUR JOURNEY



GROWTH STRATEGY

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 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

PIPING INDUSTRY GROWTH DRIVERS



India still has way to go with water

- 600 million Indians face high to extreme stress over water,
- 75% of households do not have drinking water on the premises



Government's strong & clear intent on ensuring infrastructure acts as a force multiplier

Led by Government's continued focus on agriculture, 'Housing for All', creation & improvement of WSS infra, Make in India, etc.



Awareness & education on pipes and global standards

Demand for metal to polymer pipes has significantly changed across industries



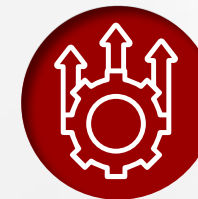
Per Capita PVC Consumption lowest in India compared globally

India marks strong potential to align to future global trends and per capita consumption



Growing domestic potential

Real estate, construction, industrial opportunities are huge – to be captured by strong legacy companies



Strong industry growth

Expected industry growth: 11-12% CAGR over FY21-FY25E to reach ~ Rs 500bn by FY25E

KEY BUSINESS SEGMENTS



NEW APPLICATIONS

MODERN /
PLUMBING

Bring Home world class plumbing solutions



Aquel
By PRINCE

FAUCETS | SANITARYWARE
SHOWERS | CISTERNS

PIPING BUSINESS



STOREFIT®
Paani Ka Bank

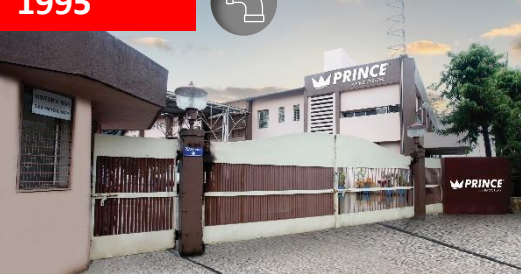

WATER STORAGE



MANUFACTURING FACILITIES ACROSS THE COUNTRY

ATHAL
1995

Product - Fittings



Installed Capacity **11,852** MTPA

DADRA
2000

Product - Pipes & Tanks



Installed Capacity **72,468** MTPA

HARIDWAR
2008

Product - Pipes, Fittings & Tanks



Installed Capacity **100,996** MTPA

CHENNAI
2012

Product - Pipes & Tanks



Installed Capacity **52,003** MTPA

KOLHAPUR
2012

Product - Pipes



Installed Capacity **17,021** MTPA

JAIPUR
2019

Product - Pipes & Tanks



Installed Capacity **50,678** MTPA

TELANGANA
2021

Product - Pipes, Fittings & Tanks

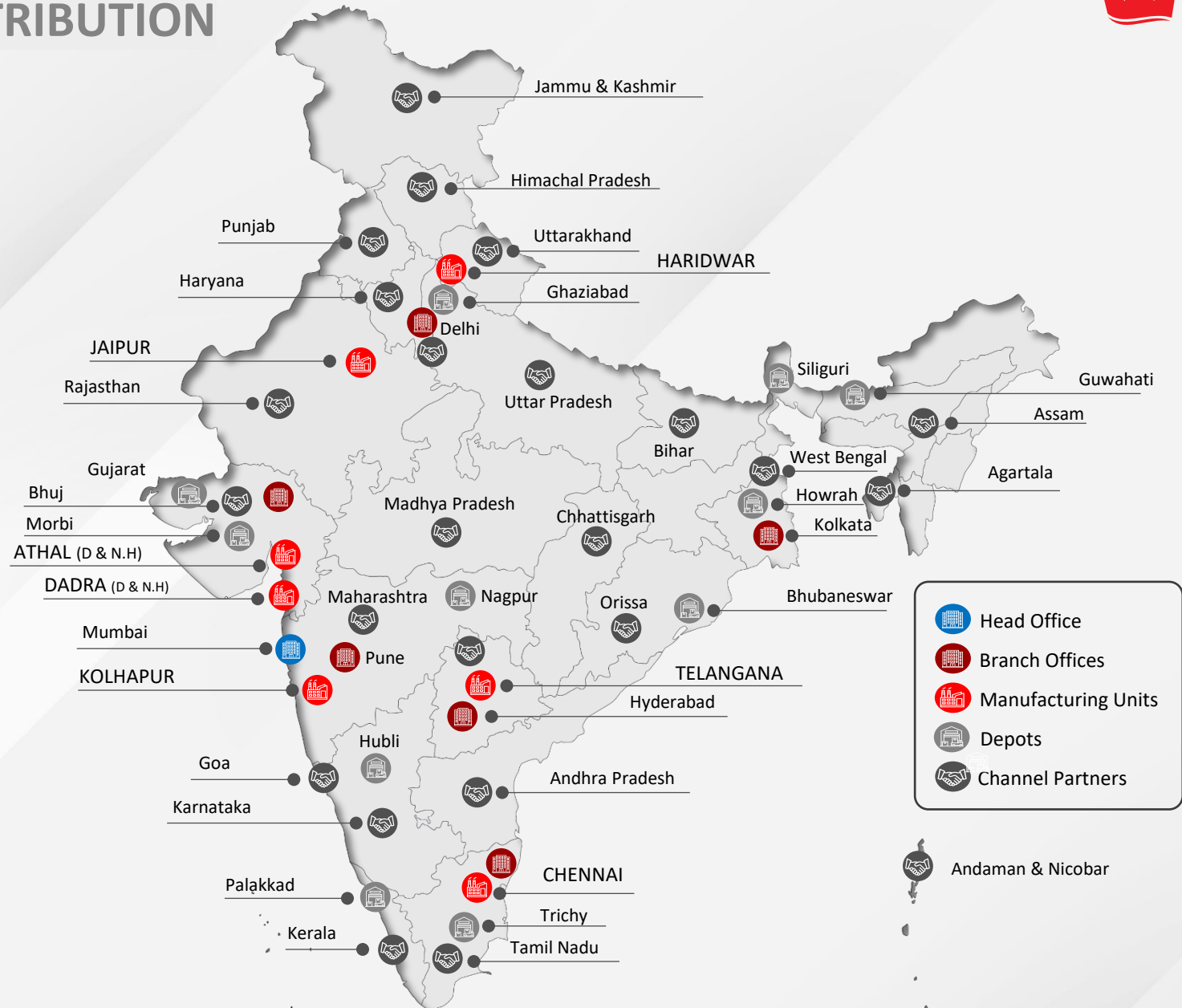


Installed Capacity **56,486** MTPA

Scheduled - Q4FY25



GROWING DISTRIBUTION NETWORK



BOARD OF DIRECTORS



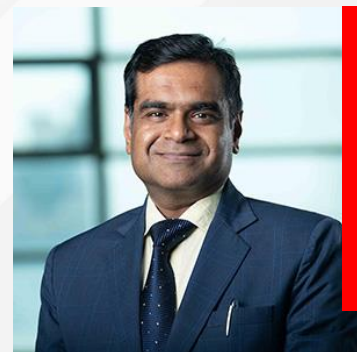
MR. JAYANT S. CHHEDA
Founder, Chairman and MD

Leads by extensive industry knowledge, more than four decades of experience and a founder member since Prince Pipes' incorporation. He was conferred with the Lifetime Achievement Award at Vinyl India Conference, 2014 and with Lifetime Achievement Award by Modern Plastics in 2023.



MR. PARAG J. CHHEDA
Joint Managing Director

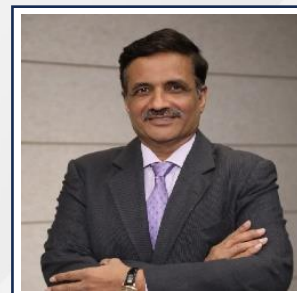
Associated with the company since 1996. Was awarded Inspiring 'Business Leader Award 2016' at the Economic Times Summit.



MR. VIPUL J. CHHEDA
Executive Director

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

INDEPENDENT & NOMINEE DIRECTORS



Mr. Rajendra Gogri

Independent Director

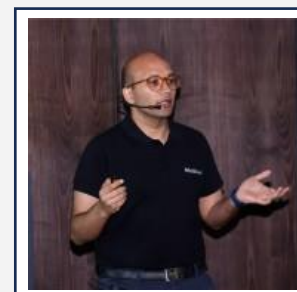
Brings experience of nearly four decades and served as the Chairman & Managing Director of Aarti Industries Ltd. His sharp skills in financial and commercial matters set him apart.



Mrs. Amisha Vora

Independent Director

Has been appointed as a Non-Executive Women Independent Director (Additional) on the Board of the Company w.e.f Aug 2023. She is highly acknowledged equity market veteran, with 35+ years of experience and is CMD of Prabhudas Lilladher Group



Mr. Ankur Bansal

Independent Director

He is the Co-Founder and Director of BlackSoil, an alternative credit platform. Before co-founding BlackSoil, he worked with J.P. Morgan, Citi and Morgan Stanley. He is a Chartered Accountant and a Chartered Financial Analyst by qualification.



Product Portfolio

EXPANDING RANGE OF PRODUCTS



- PLUMBING
- SEWERAGE
- UNDERGROUND DRAINAGE
- SURFACE DRAINAGE
- AGRICULTURE
- BOREWELL
- SUB SURFACE DRAINAGE
- INDUSTRIAL
- WATER STORAGE
- MODERN PLUMBING
- CABLE PROTECTION
- BATHWARE
- PTMT TAPWARE

PRODUCT BASKET

PLUMBING & INDUSTRIAL SYSTEMS



FlowGuard Plus
WORLD'S NO.1 CPVC PLUMBING SYSTEMS



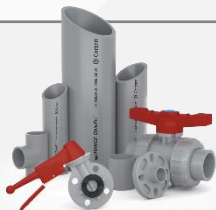
GREENFIT
PP-R Plumbing & Industrial Piping Systems



EASYFIT
UPVC Plumbing Systems



EASYFIT REO
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

PRODUCT BASKET

AGRICULTURE, WATER STORAGE & SUB SURFACE DRAINAGE



AQUAFIT®
Agriculture Piping Systems



SAFEFIT®
Borewell Systems



PEFit® AQUA
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

NEW ADDITION TO PORTFOLIO

MODERN PLUMBING

Brings home world class plumbing solutions with German Technology



- 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)

NEW ADDITION TO PORTFOLIO

Aquel

A strong platform, complementary to Prince's growth plans in the high growth Indian bathware market

By **PRINCE**

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

GLOBAL COLLABORATIONS



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



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, marking the Company's expansion towards South India



2023

Collaborations to bring global technologies to industry. Diversified into Modern Plumbing



2024

Acquire Renowned Bathware Brand Aquel



FOCUS ON TRIPLE BOTTOM LINE

TRIPLE BOTTOM-LINE GOALS



**GREEN ENERGY
UP TO Q2 FY25**

7,34,552
Tree Seedlings
Grown for a Decade

22,207 MT
Coal Burned

Reduce Green-house Gas Emissions over the past years

33.85%

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

1,14,617

MT Carbon Footprint saved
since FY-17

63,590

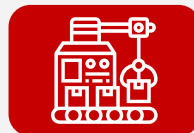
MWH of Green Energy used
since FY-20

~ 22%

Total energy requirement
fulfilling through Renewable
Energy sources for Q1FY25



Embracing Green Energy
across Factories



To improve Equipment Efficiency &
Machine Output



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

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



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

Awarded the best channel Loyalty Program in the customer FEST Awards



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



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

INVESTMENT RATIONALE

1

Legacy Pipe manufacturer – core competency growing in piping business

2

Committed to transforming India's water infrastructure through innovation

3

Huge headroom for domestic growth – with Per Capita PVC Consumption lowest in India compared globally

4

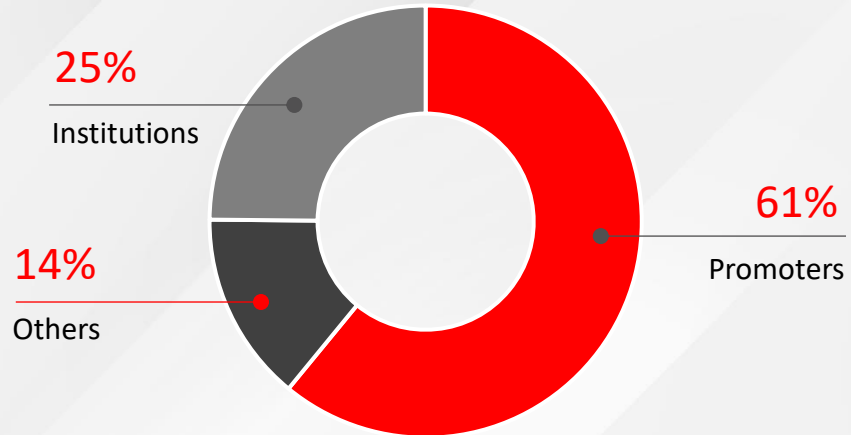
Long term demand visibility led by Real Estate, Industrial Agriculture & infrastructure

5

Strong domain expertise of promoters along with execution prowess

Shareholding Pattern

(as on 30th Sep 2024)



Stock Information

₹	Market Cap as on 6 th Nov 2024	₹ 5,329 Cr.
📈	Stock Price as on 6 th Nov 2024	₹ 480.45
↑ ↓	52 Week (High / Low)	₹ 775.75 / 470.30
🏠	NSE / BSE - Symbol	PRINCEPIPE / 542907
📄	No. of Shares Outstanding	11,05,61,079

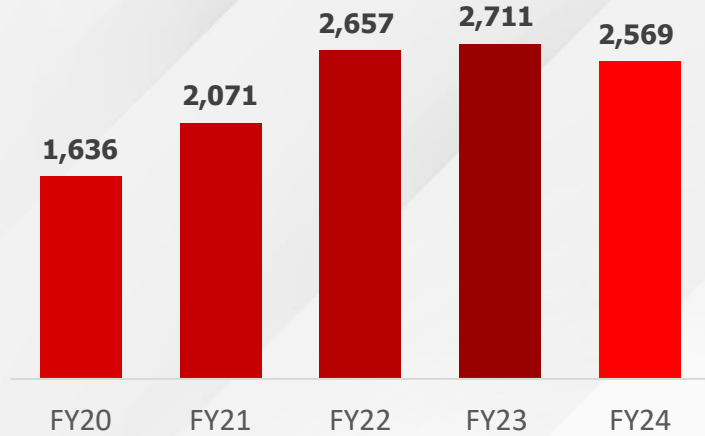
Top Institutional Shareholding

(as on 30th Sep 2024)

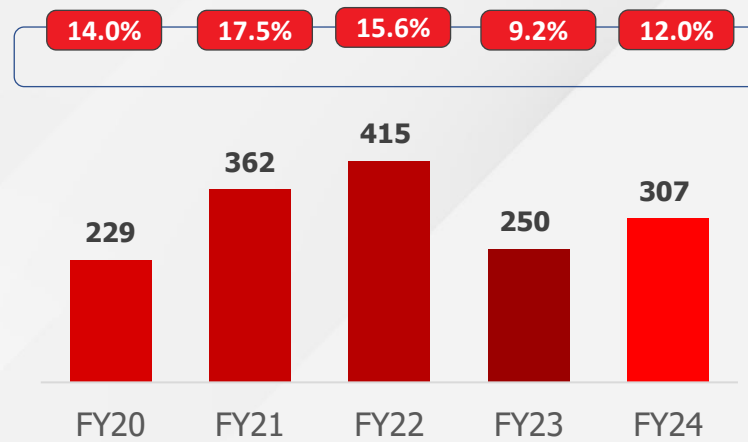
Name of Institution	% O/S
Mirae Asset	11.01
DSP Small Cap Fund	4.47
Government Pension Fund Global	2.26
Aditya Birla Sun Life	1.49
EASTSPRING INVESTMENTS INDIA	0.79
TT INTERNATIONAL FUNDS	0.71
New Mark Advisors LLP	0.47

ANNUAL FINANCIAL PERFORMANCE

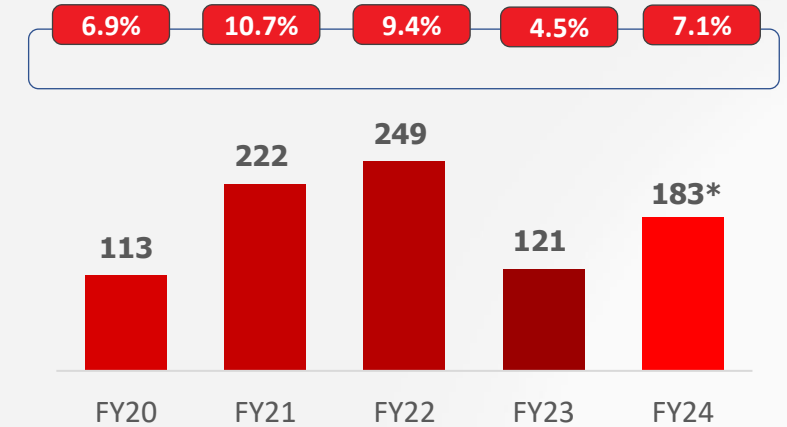
Revenue from Operations



EBITDA & EBITDA Margin

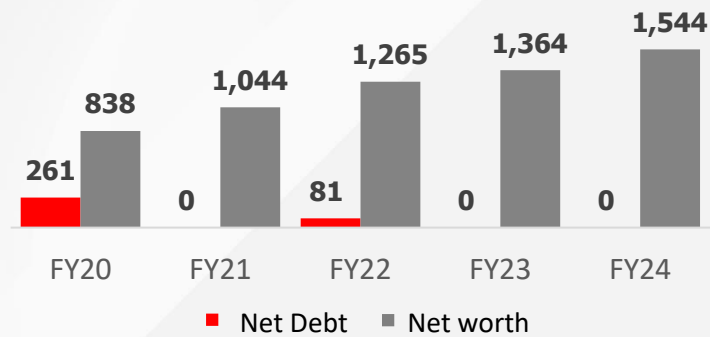


PAT & PAT Margin

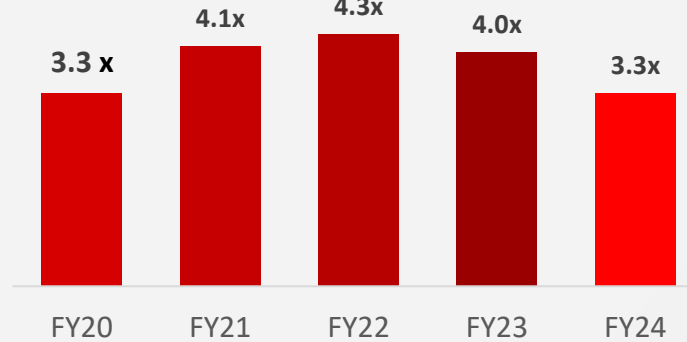


* Exceptional item for the year ended 31.03.24 represents net gain of Rs.17.93 crore

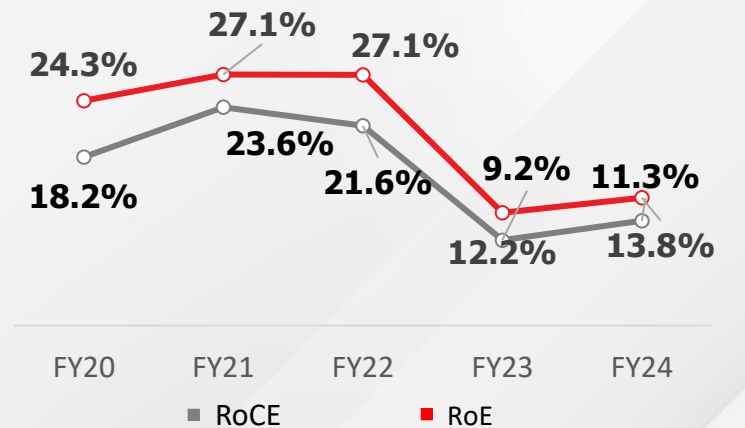
Net Debt & Net Worth



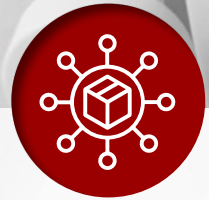
Net Fixed Assets Turnover Ratio (x)



RoE% & RoCE%



OUTLOOK



Building presence across the product chain to strengthen India's water infrastructure



Improving RoCE and RoE ratios by monitoring volume and price growth



Achieving sustainable growth through judicious operational methods and product innovation



Reducing costs to ensure comfortable EBITDA margins



Expanding our distribution network across target markets



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



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