



**MALPANI PIPES  
& FITTING LIMITED**

**INVESTOR**

**PRESENTATION**

HY2 FY2024-25  
NSE CODE: **INE0YON01014**



# TABLE OF CONTENTS

- ABOUT US

---
- BUSINESS OVERVIEW

---
- PERFORMANCE HIGHLIGHTS

---
- WAY FORWARD

---
- INDUSTRY OVERVIEW



# CLOSER LOOK AT MALPANI

Malpani Pipes and Fittings Limited (“the Company” or “Malpani”) is pipe manufacturing company based out of Ratlam, Madhya Pradesh. It is engaged in manufacturing and supplying of HDPE Pipes, MDPE Pipes, LLDPE Pipes, Sprinkler Pipes and Drip Pipes. The Company has manufacturing facility well equipped with essential machinery, infrastructure and in-house testing facility. The Company’s manufacturing facility is ISO 9001:2015 certified for quality management systems.



**2017**  
Malpani  
Incorporated  
as Private  
Limited  
Company



**7+**  
Years of  
Experience  
in Pipe  
Industry



**83**  
Work Force  
(Including  
Employees  
On Payroll &  
Contractual  
Labours)



**13+**  
Advance  
Technology  
Production Line



Products  
supplied to  
**16**  
States



As of April 30, 2025,  
our outstanding  
order book  
stands at  
**₹ 9364.95**  
**lakhs**

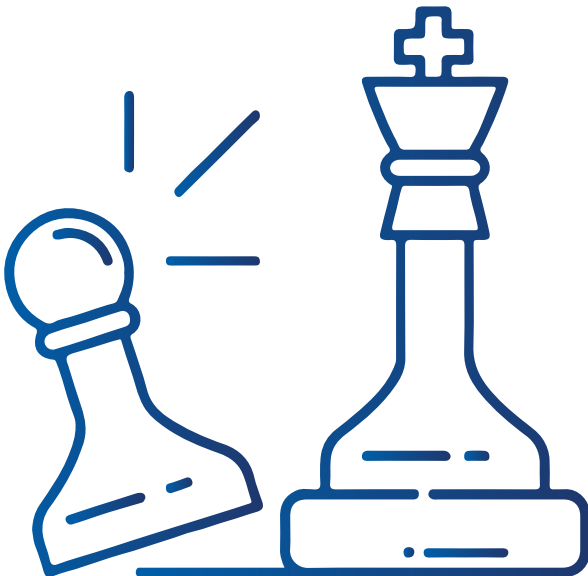
# AT A GLANCE

## CORE STRENGTH

Wide Geographical Reach

Employee Strength:

Strategically located facilities with a strong emphasis on quality



## MANUFACTURING FACILITY

Total Area:

**1,50,000**  
sq. ft

**13+** Advance Technology  
Production Line

## STRONG FINANCIAL SUSTAINABILITY

Highest Ever Half Yearly Revenue

**Rs. 8,363.05 Lakhs**

Highest ever Half yearly PAT

**Rs. 491.29 Lakhs**

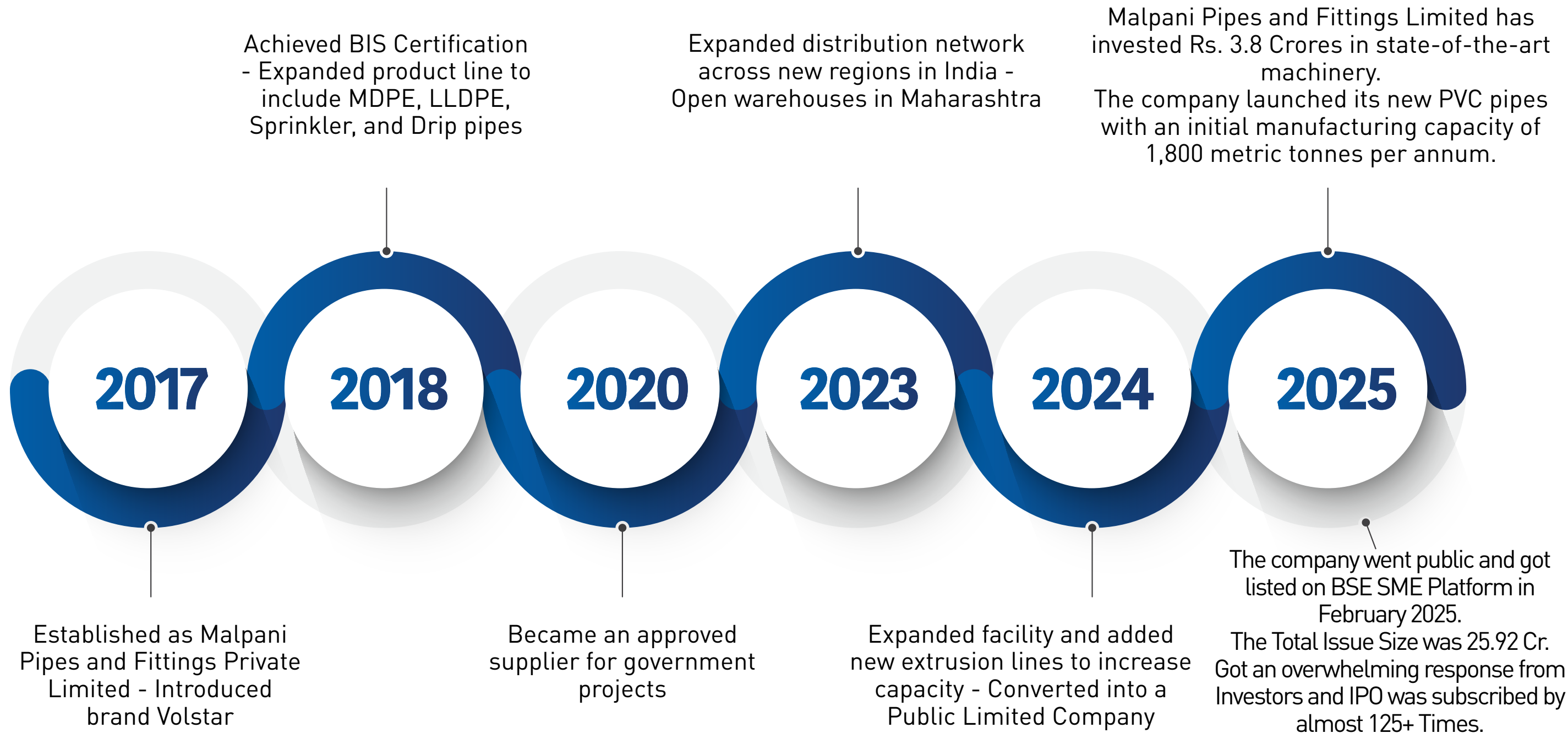
Healthy Return Ratios ROE

**17.30%**

Healthy Return Ratios ROCE

**18.86%**

# KEY EVENTS OF BUSINESS





# NEXT-GENERATION LEADERSHIP SMART, DRIVEN, & EDUCATED



**Rohit Malpani** (Age 40)  
Managing Director  
MBA & BE  
(Instrumentation & Control  
Engg)

He oversees manufacturing operations, procurement processes, and provides strategic direction to the company.



**Mohit Malpani** (Age 36)  
Whole Time Director  
MBA (Marketing) & BCOM

He directs distribution, marketing, and sales strategies to enhance the Company's reach and market presence.



**Harsh Malpani** (Age 31)  
Whole Time Director  
Accounting Technician  
(ICAI)

He manages the Finance and Accounts department, ensuring effective management of the financial operations.



**Sonal Malpani** (Age 36)  
Non Executive Director  
PGP (Banking Insurance  
& Finance) & BCA

She serves as an advisor to the Board, providing strategic guidance and insights to the Company.



# BUSINESS OVERVIEW

## Manufacturing Facility





## PRODUCT PORTFOLIO

# Glance

P i p e s P r o d u c t s a t a



**HDPE  
Pipes**



**HDPE Sprinkler  
Pipes**



**Lateral  
Pipe**



**GAS  
Pipes**



**MDPE  
Pipes**



**Sewerage  
Pipes**



**Drip Irrigation  
Pipe**

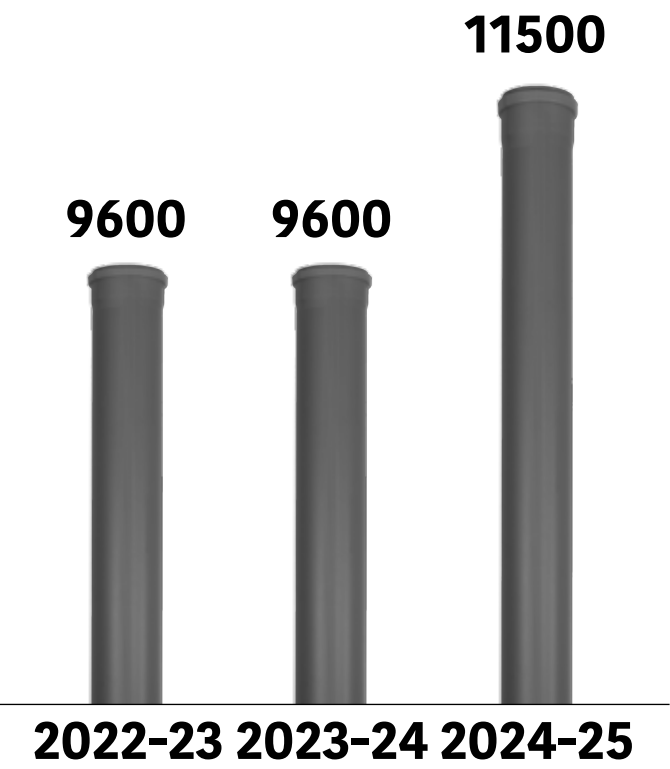


**PVC  
Pipe**

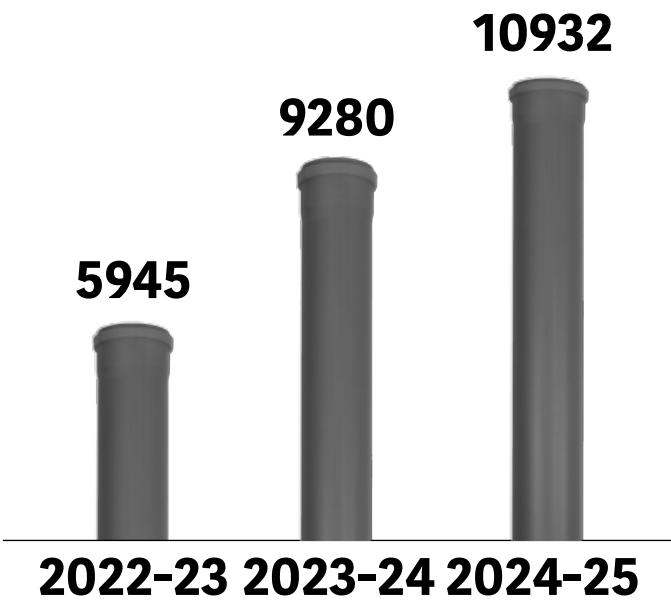


# CAPACITY VS. PRODUCTION: A DATA DRIVEN STORY

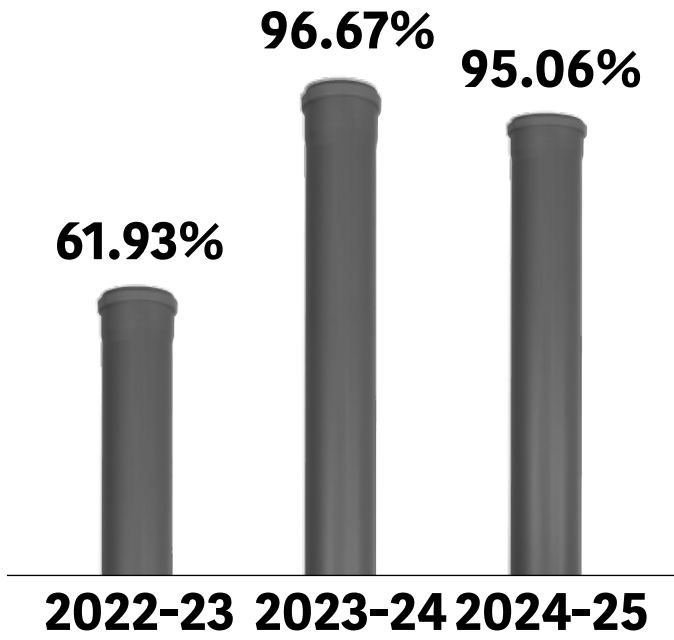
ANNUAL CAPACITY IN M.T



UTILIZED CAPACITY IN M.T

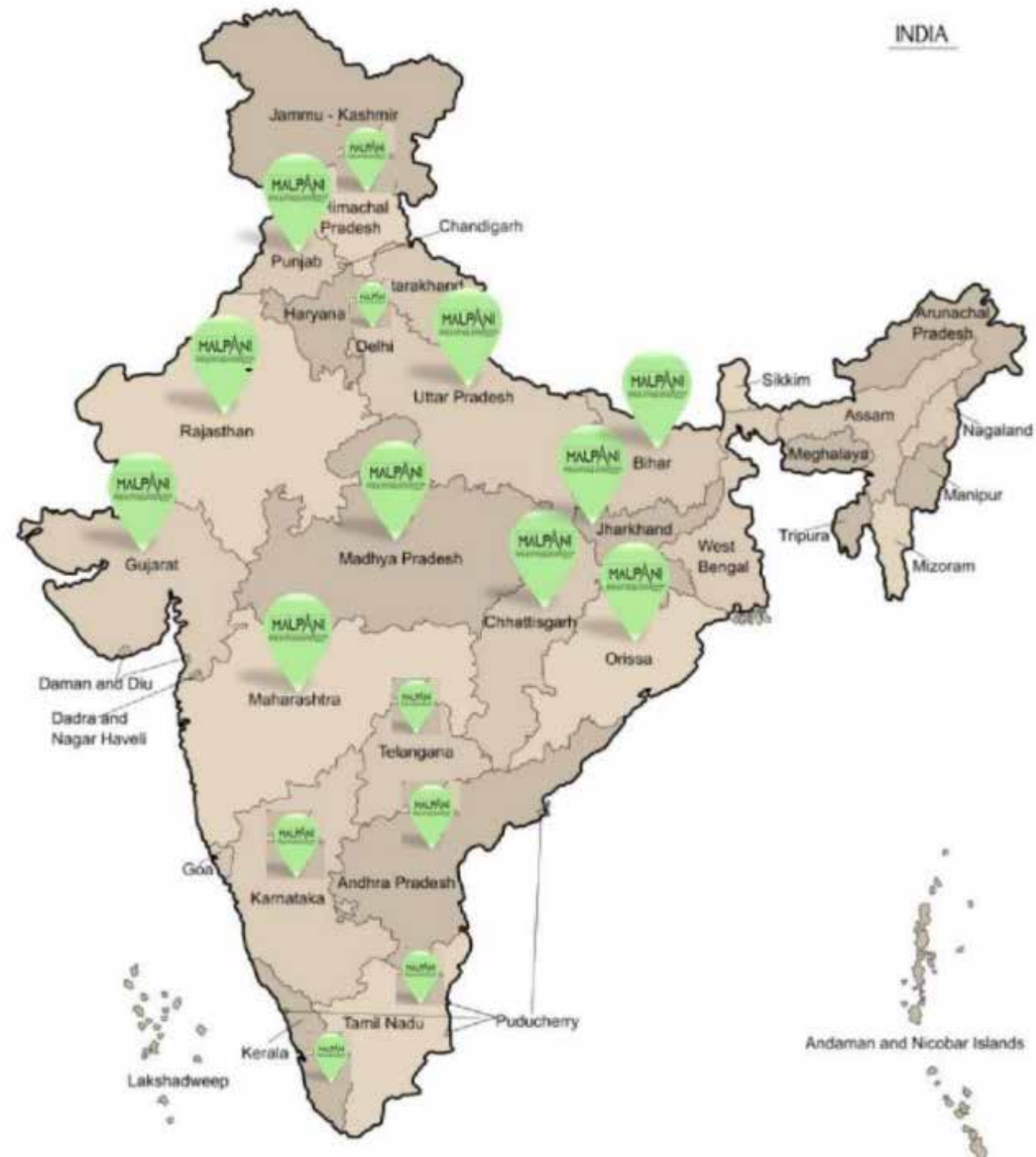


CAPACITY UTILIZATION (%)





# WIDE GEOGRAPHICAL REACH

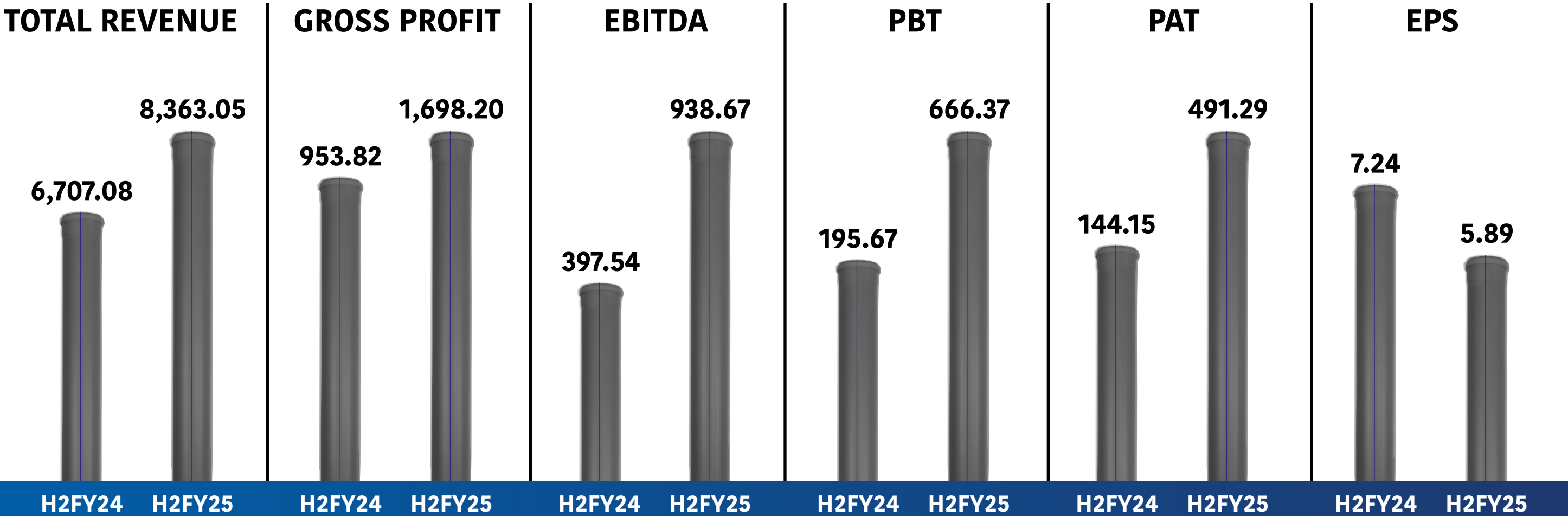




# PERFORMANCE HIGHLIGHTS

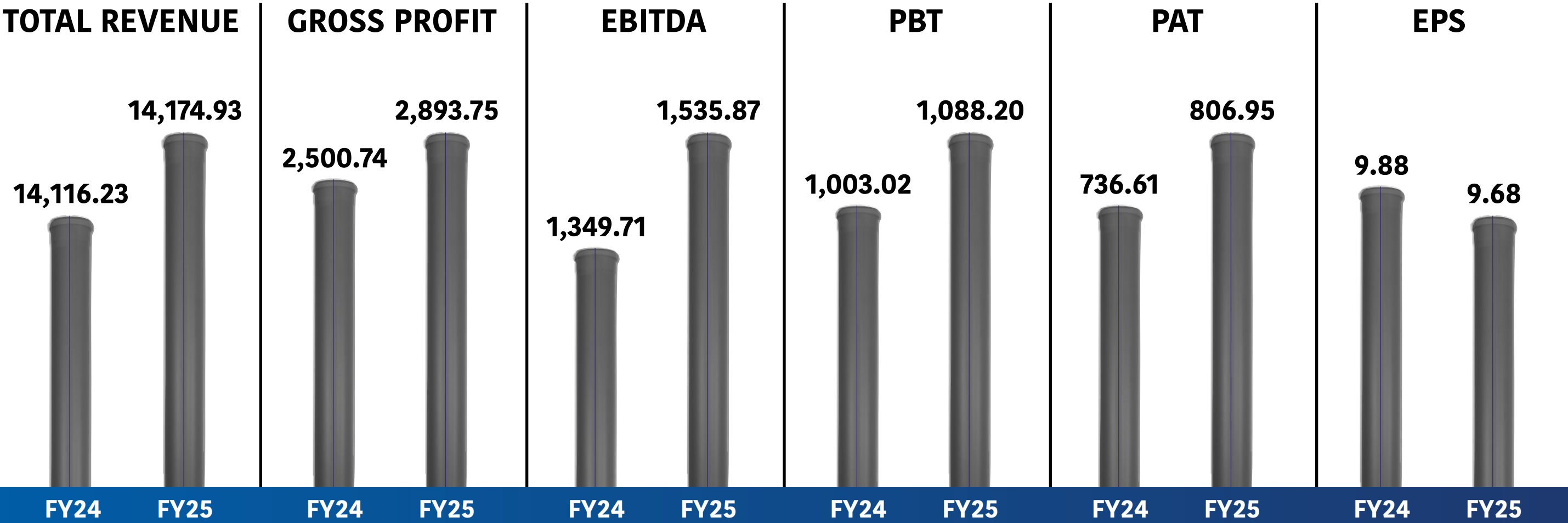
Key Highlights – H2FY25

(₹ IN LAKHS)



# KEY HIGHLIGHTS – FY25

(₹ IN LAKHS)





# INCOME STATEMENT

₹ IN LAKHS EXCEPT EPS

Particular	H2FY25	H1FY25	H2FY24	FY25	FY24
Total Income	8,363.05	5,811.88	6,707.08	14,174.93	14,116.23
Total Expenditure	7,424.38	5,214.69	6,309.54	12,639.06	12,766.52
EBITDA	938.67	597.19	397.54	1,535.87	1,349.71
EBITDA Margin	11.22%	10.28%	5.93%	10.84%	9.56%
Depreciation	71.90	60.09	42.66	131.99	84.81
Finance Cost	200.41	115.27	159.21	315.68	261.88
Profit Before Tax	666.37	421.83	195.67	1,088.20	1,003.02
PBT Margin (%)	7.97%	7.26%	2.92%	7.68%	7.11%
Tax	175.08	106.16	51.52	281.24	266.41
Profit After Tax	491.29	315.67	144.15	806.95	736.61
PAT Margin(%)	5.87%	5.43%	2.15%	5.69%	5.22%
Earnings Per Share (Diluted)*	5.89	4.23	7.24	9.68	9.88

# BALANCE SHEET

(₹ in Lakhs)

Particular	FY 25	FY 24
<b>Share Capital</b>	<b>1,077.75</b>	<b>243.00</b>
Reserves & Surplus	3,587.69	1,241.97
<b>Total Equity</b>	<b>4,665.44</b>	<b>1,484.97</b>
Long Term Borrowings	1,057.12	1,128.62
Deferred Tax Liabilities	29.21	19.29
Long Term Provision	20.57	21.74
Non-Current Liabilities	1,106.90	1,169.64
<b>Short Term Borrowings</b>	<b>1,921.92</b>	<b>1,900.25</b>
Trade Payables	2,965.21	1,020.84
Other Current Liabilities	193.16	254.57
Short Term Provisions	353.55	304.44
<b>Current Liabilities</b>	<b>5,433.85</b>	<b>3,480.10</b>
<b>Total Equity &amp; Liabilities</b>	<b>11,206.19</b>	<b>6,134.72</b>



Particular	FY 25	FY 24
<b>Assets</b>		
Fixed Asset	1,209.05	711.05
Work In Progress	343.99	348.83
Intangible assets under development	-	-
Deferred tax assets (net)	-	-
<b>Other Non-Current Liabilities</b>	<b>561.87</b>	<b>513.07</b>
Long Term Loans and Advances	-	-
Non-Current Assets	2,114.90	1,572.95
Current Investment	-	-
Inventories	3,615.25	2,886.14
Trade Receivables	4,991.08	1,141.26
Cash & Cash Equivalents	43.52	31.18
Short Term Loans and Advances	161.54	129.80
Other Current Assets	279.90	373.39
<b>Current Assets</b>	<b>9,091.29</b>	<b>4,561.77</b>
<b>Total Assets</b>	<b>11,206.19</b>	<b>6,134.72</b>



# Trend Shaping The Future

- The Indian plastic pipe industry is experiencing robust growth, driven by increasing demand in agriculture (irrigation), construction (plumbing, drainage), and infrastructure (sewage, water supply), with a projected CAGR of 10-12% till 2030. Valued at \$4-5 billion in 2024, the market is expected to surpass \$10 billion by 2030, fueled by government initiatives like Jal Jeevan Mission, Smart Cities Mission, and affordable housing schemes. Key materials like PVC, CPVC, and HDPE dominate production. Rising urbanization, replacement of metal pipes with corrosion-resistant plastic alternatives, and advancements in pressure-resistant and eco-friendly pipes will further boost growth, though raw material price volatility remains a challenge. The industry is also shifting toward sustainable and recycled plastic pipes to align with environmental regulations, ensuring long-term expansion.
- The Department of Chemicals and Petrochemicals has approved 10 Plastic Parks across India, with six receiving final approval in Madhya Pradesh, Assam, Tamil Nadu, Odisha, and Jharkhand. These parks aim to enhance employment and promote environmentally sustainable growth in the plastic industry.

## Government Initiatives on Irrigation Management

- PRADHAN MANTRI KRISHI SINCHAYEE YOJANA (PMKSY)
- Atal Mission for Rejuvenation and Urban Transformation (AMRUT) 2.0
- Jal Jeevan Mission (JJM)
- Pradhan Mantri Kisan Urja Suraksha evam Utthaan Mahabhiyan (PM-KUSUM)
- Per Drop More Crop Scheme
- Rashtriya Krishi Vikas Yojana (RKVY) Scheme
- Smart Cities Mission
- Namami Gange Programme
- Swachh Bharat Mission (SBM) – Urban & Rural
- Lift Irrigation Projects
- Jal Shakti Abhiyan





# MALPANI PIPES & FITTING LIMITED

**Malpani Pipes and Fittings Limited**  
**Registered Office and Manufacturing Unit**  
65-A Sector-B, Industrial Area,  
Ratlam, Madhya Pradesh, India, 457001

**Tel No.:** 07412-260707

**Email:** cs@malpanipipes.com

**Website:** www.malpanipipes.com

**Contact Person:** Hariom Patidar  
**Contact Number:** +91 96621 43429



**Linked In:** <https://www.linkedin.com/company/malpanipipes/>

## DISCLAIMER

This presentation and the accompanying slides (the "Presentation"), which have been prepared by MALPANI PIPES & FITTINGS LIMITED (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company. This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded. Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.