

**Date: 15<sup>th</sup> May 2024**

**To,  
The General Manager-Listing  
Bombay Stock Exchange Limited (BSE)  
PhirozeJeejeebhoy Towers,  
Dalal Street, Fort  
Mumbai- 400 001**

**Script Code - 544072 / Scrip Name - AIKPIPES**

**Subject: Key Highlights and Management Commentary on Financials for FY 2023-24.**

**Dear Sir/Madam,**

Ref: Reg. 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Pursuant to the above-captioned subject, please find enclosed herewith the Key Highlights and Management Commentary on financials for FY 2023-24.

A copy of the above is being also made available on the Company's website i.e. [www.aikpipes.com](http://www.aikpipes.com).

This is for your information and records.

Thanking You  
Yours faithfully

**FOR AIK PIPES AND POLYMERS LIMITED  
(Formerly known as AIK PIPES AND POLYMERS PRIVATE LIMITED)**

**Payal Jain  
(Company Secretary & Compliance Officer)  
M. No.: A73458**

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## **AIK PIPES AND POLYMERS LIMITED**

Regd.Office : F-9, Vinayak Enclave, Opp. Post Office Vaishali Nagar, (Raj.) 302021  
Works : 29, Govindam Industrial Park, Govindgarh, Jaipur (Raj.) 303712  
+91 6375005570, +91 8955629082

**[www.aikpipes.com](http://www.aikpipes.com) | [info@aikpipes.com](mailto:info@aikpipes.com) | CIN: L25209RJ2017PLC059111**

### AIK Pipes – Business Highlights FY 23-24

Over the years, AIK Pipes has experienced remarkable growth across key performance metrics, reflecting its resilience, strategic initiatives, and commitment to excellence.

#### Financial Highlights:

- FY 2023-24, consolidated revenue from operations increased 22.60 % YoY (37.37Cr vs 30.48 Cr).
- FY 2023-24, PAT increased 86.33 % YoY (3.41Cr vs 1.83Cr).
- Reason for slowdown in business in H2,2023-24: Amidst the election-related slowdown and application of dual model code of conduct (State as well as General elections), there was a decline in the tendering activity and slowdown in pace of EPC projects. Nonetheless, a rebound in the tendering process is already initiated in Q1, FY2024-25.

#### Order Book as on date:

- The robust order book of **AIK Pipes as on date is Rs. 65Cr** for its products across different projects, the company's order book not only reflects current demand but also signifies a promising outlook for future revenue streams and business growth.
- Apart from the above, our focus remains on expanding our customer base, which is at core of our marketing strategies. With consistent efforts this order book will also increase in current Fiscal Period.

#### Major Ongoing Projects:

- Drinking water supply project from Jawai Dam under Jawai Cluster-I.
- Drinking water supply project in bloc Bap , Phalodi and Ghantiyali, Jodhpur.
- Work of Isarda Dausa Water supply scheme, Pckg- IV, Baswa- Sikrai.
- Work of conversion of RWSS to provide FHTC of 33 villages of Bharatpur under JJM.
- Barmer Lift Water Supply Project Phase II Part B
- Augmentation work of 17 RWSS for FHTCs of SVS & MVSSs ,Bassi (Jaipur)
- Augmentation work of 17 RWSS for FHTCs of SVS & MVSSs ,Kotputli

#### Capacity Expansion:

- In order to meet the growing demand of the sector, the company has already initiated the process of new capacity expansion which was also the part of Object of IPO Proceeds & the **same is expected to be commissioned in Q1, FY 2024-25.**
- This additional capacity shall be absorbed by healthy demand and order book.

#### Future Goal:

- As we look towards the future, AIK Pipes is committed to focus on operational efficiency to drive sustainable growth and profitability.
- Looking at the current market dynamics & government's unwavering commitment to bolstering infrastructure across various sectors, we certainly foresee a substantial uptick in demand for our products.
- Demand for pipes will remain strong as key end user industries such as Irrigation, Water supply, Gas supply and Sanitation will benefit from **continued budgetary allocation towards schemes such as Jal Jeevan Mission, AMRUT mission, SMART cities, PM Ujjwala scheme for piped gas and Pradhan Mantri Krishi Sinchai Yojna.**

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