

Date: 27/03/2024

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: Disclosure under regulation 30 of SEBI (Listing Obligation and Disclosures Requirements), 2015 read with SEBI Circular No. CIR/CFD/CMD/4/2015 dated September 09, 2015

Dear Sir/Ma'am,

Pursuant to Regulation 30 of SEBI (Listing Obligation and Disclosure Requirements) Regulations 2015, please find enclosed Investor Presentation as on Mar'24.

You are requested to kindly take the same on your record.

Thanking You

Yours faithfully

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

Tahira Sheikh
(Whole- Time Director & CFO)
DIN: 10194260

Disclaimer

Certain statements in this document that are not historical facts are forward looking statements. Such forward-looking statements are subject to certain risks and uncertainties like government actions, local, political or economic developments, technological risks, and many other factors that could cause actual results to differ materially from those contemplated by the relevant forward-looking statements. The Company will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.

For Further information one may reach out ir@aikpipes.com

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***“ STRENGTH IN PIPES
TRUST IN QUALITY ”***

INVESTOR PRESENTATION – MAR’24



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DISCLAIMER

Certain statements in this communication may be ‘forward looking statements’ within the meaning of applicable laws and regulations. These forward-looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward looking statements. Important developments that could affect the Company’s operations include changes in the industry structure, significant changes in political and economic environment in India and overseas, tax laws, import duties, litigation and labour relations.

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COMPANY OVERVIEW



COMPANY PROFILE

Driven by a passion for engineering solutions AIK PIPES is one of the fastest growing and leading companies in its segment. Specializing in the production of a wide and comprehensive range of HDPE (High Density Polyethylene) Pipes, MDPE (Medium Density Polyethylene) Pipes and PPR (Polypropylene Random) Pipes for Water distribution, Gas transmission, Sewerage system and Telecom sector.

AIK PIPES deploys best in globe technologies and fulfills the emerging needs of millions of households with hallmark of unbeaten quality and sustainable solutions.



AIK AT A GLANCE



ISO CERTIFICATIONS

9001: 2015
14001: 2015
45001: 2018
50001: 2018



PRODUCTION FACILITY

State-of-the-art
Manufacturing Unit
sprawling across 9000
Sq Ft at Jaipur



INSTALLED CAPACITY

10000 MT



CUTTING EDGE TECHNOLOGY

High performance
German Engineered
extrusion lines



QUALITY CONTROL

Advanced in house
Quality Control LABs
to meet the highest
industry standards



OUR JOURNEY

2017

Incorporation As Pvt Ltd.

2018

**BIS Certification
ISO 9001:2015**

2021

**Turnover crosses 100 Million
ISO Certification**

2022

**Plant upgradation
Turnover crosses 200 Million**

MARCH 2023

**Turnover crosses 300 Million
Capacity expansion 2X Times**

JANUARY 2024

**Listed at SME Platform
of BSE Limited**



PRODUCTION FACILITY



MANUFACTURING PLANT



AIK Pipes manufacturing facility spans across 90,000 sq ft, a testament to commitment for producing high-quality pipes. With a paramount focus on quality & innovation, AIK Pipes employs cutting-edge techniques to meet industry standards and customer expectations. The facility's strategic layout optimizes workflow, facilitating seamless production from raw materials to the final product. AIK Pipes' commitment to excellence is evident in the scale and sophistication of their manufacturing facility.

Our plant is equipped with state-of-the-art German technology extrusion machines for production of pipes and boasts a robust capacity of 10,000 MT, showcasing PLC controlled precision engineering and cutting-edge automation. Designed to meet the high demands of modern infrastructure projects, it ensures efficient and consistent production of pipes with uniform quality and dimensional accuracy. German engineering underscores the reliability and innovation embedded in the production system, contributing to the global standards of pipe manufacturing.



The production of superior quality pipes begins with the selection of virgin raw materials such as PE 80 & PE 100 from reputable sources such as Bourge, Lyndall Basell, IOCL, and GAIL. These materials, known for their high-grade composition, are crucial in ensuring the durability and performance of the pipes. The manufacturing process involves precision in blending these raw materials to meet stringent quality standards, resulting in pipes with excellent strength, chemical resistance, and flexibility making them suitable for various applications in diverse industries.



QUALITY & INNOVATION



At AIK Pipes we have a dedicated state-of-the-art quality control testing lab headed by a well experienced and efficient team which plays a pivotal role in upholding the highest quality standards. Various tests at par with national & international standards are conducted at every stage of production i.e. from procurement of raw material till the finished goods. The entire testing process is documented meticulously, allowing for traceability and accountability at all levels of manufacturing. This ensures our products meet the specified specifications, regulatory compliances, minimal defects leading to operational efficiency.

AIK Pipes also focuses on comprehensive training programs for engineers to enhance quality standards and plant management. The training encompasses various aspects, including the latest industry technologies, quality control protocols, and efficient plant operations. Engineers are trained to implement robust quality assurance processes throughout the manufacturing lifecycle, emphasizing precision, efficiency and consistency in production.

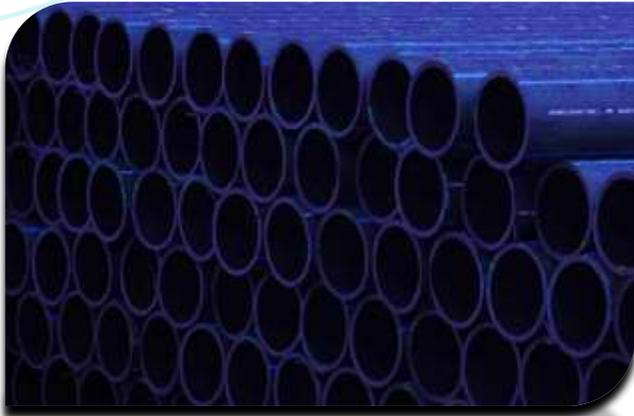


We are equipped with major ISO certifications for ensuring the quality, environmental sustainability, energy efficiency, occupational health .

- ISO 9001:2015 (Quality Management System)
- ISO 14001:2015 (Environmental Management System)
- ISO 45001:2018 (Occupational Health and Safety Management System)
- ISO 50001:2018 (Energy Management System)



OUR PRODUCTS



HDPE PIPES

- High Density Polyethylene Pipes are a safe, long lasting and cost effective solution for potable water supply, irrigation, bore well application, drainage, sewerage and infrastructure projects.
- HDPE Pipes are manufactured from virgin raw material with the help of our manufacturing facilities.
- The Pipes and Fittings are available in a complete range from 20mm to 250mm sizes.
- The Pipes are available in PN2.5 to PN 16 Pressure Class in PE63, PE80 and PE100 Grades. Pipes are manufactured as Per IS 4984.

HDPE Sprinkler System

- We offer HDPE Coupled pipes, fittings and accessories for sprinkler irrigation.
- This is used for spraying water through nozzles(sprinklers) to get maximum water use efficiency.
- This system consists of pipes and fittings along with different accessories which are designed and developed by experts in the field to provide the best Quality.
- It is suitable for land with undulating terrain by applying water through the sprinkler system, water can be used effectively and precious water can be saved, soil erosion can be prevented or reduced.





OUR PRODUCTS



Medium Density Polyethelene:

- is a tough and flexible thermoplastic which is used in the manufacture of water pipe, due to its high chemical resistance, and high prevention of algae, bacteria and fungi build-up.
- It is a durable, seamless pipe suitable for delivering high pressure water. It is supplied in various diameter sizes from 20mm to 250 mm depending on its usage.
- It is also available in various coil sizes Of 250m, 500m and 1000m.

PPR:

- is an advanced and ideal option, designed for hot and cold water and it is the latest and most suitable system for all plumbing applications.
- Besides plumbing, this system can also be used for varieties of applications like air distributions, radiate heating etc.
- The specific chemical structure of PPR provides the well-balanced mechanical properties and superior long term heat resistance. More importantly, the water flowing through it does not have any negative biological effect and hence remain most hygienic.





MANAGEMENT TEAM



OUR TEAM



Mr Imran Khan Promoter, Chairman & M.D at AIK PIPES is a first generation entrepreneur with an invaluable experience of 15+ years. Armed with an M.Tech and a B.Tech in education he brings a deep understanding of the technical aspect of the business. Driven by his passion for engineering and expertise in polymer industry, he has successfully propelled the company to the forefront of the HDPE sector within a short period of time establishing a reputation for innovation and excellence in product quality. He is continuously committed to elevating our brand, fostering trust with customers, and driving substantial growth.

Mrs. Tahira Sheikh is the Promoter and CFO of the company. She comes from a background deeply rooted in business administration and management. Having pursued her masters from India's premiere institute IRMA in rural management and a 6+ years of experience she is continuously leveraging financial insights into the company. She is aimed at charting a course for strategic growth of the business with a commitment to maximize shareholder's value.



Mr Ajay Singh Khangarot is the Executive Director & Marketing Head of the company. He holds a B.Tech & an M.B.A combining a unique blend of technical acumen and marketing expertise. He has 13+ years of experience encapsulating different roles at corporate houses like ICICI and Yes Bank. With a passion for building lasting relationships, he brings a strategic and customer centric approach to every facet of marketing endeavors.



OUTLOOK

GROWTH DRIVERS



AGRICULTURE

The demand for HDPE pipes in agriculture in India continues to witness a significant upswing, primarily driven by state & central government schemes promoting efficient water management. Initiatives such as 'PMKSY' have spurred the adoption of modern irrigation practices like Drip & Sprinklers increasing the requirement for high-quality pipes.



OIL & GAS

In India, the government has been actively promoting piped natural gas (PNG) for households through the 'City Gas Distribution' (CGD) projects. The 10th CGD Round will be covering nearly 400 districts in the country.



WATER SUPPLY

With the aim of providing piped water supply to all households GOI has undertaken various schemes such as 'Jal Jeevan Mission' (Budget: 3.60 Lakh Cr) , 'AMRUT' (2.99 Lakh Cr) and various other schemes in which the primary component of water distribution network is through HDPE/MDPE pipes.



SEWERAGE SYSTEM

The demand for HDPE pipes is substantially driven by several government initiatives such as the 'Swachh Bharat Abhiyan' , 'AMRUT', 'Smart Cities Mission'. As urbanization continues, the demand for sewage infrastructure is likely to drive further growth in the HDPE pipe sector in India



TELECOM

As the telecom industry expands to meet increasing connectivity needs the projects like 'Bharatnet' require reliable and long-lasting infrastructure, like HDPE pipes & PLB Ducts. These ducts are designed to protect and house optical fibers, ensuring secure and efficient cable installation.



HOUSING

The pace of urbanisation is increasing in the country. By 2031, around 600 million (43%) people are expected to live in urban areas. This has resulted in continuously increasing demand of CPVC, UPVC, PPR, HDPE, MDPE and Water storage tanks in housing sector

INFRASTRUCTURE THRUST IN INDIA



**Har Ghar Jal
Jal Jeevan Mission**

**JAL JEEVAN MISSION-
HAR GHAR JAL**
Rs. 3.60 LAKH CRORE



CITIIS 2.0

SMART CITY/CITIIS 2.0
Rs. 1.50+ LAKH CRORE



AMRUT 2.0
Rs. 2.99 LAKH CRORE



सत्यमेव जयते

**PRADHAN MANTRI KRISHI
SINCHAYEE YOJANA**

**KRISHI SINCHAYEE
YOJANA**

POTENTIAL AREAS OF FOCUS: SYNERGIZING SCALABILITY



**PRODUCT
DIVERSIFICATION**

- UPVC/CPVC
- WATER STORAGE TANKS
- HDPE MOULDEDINGS
- PLB DUCTS
- SEWERAGE DWC PIPES
- DRIP IRRIGATION

- B2C
- RETAIL PENETRATION
- DEVELOPING CHANNEL PARTNERS AND DISTRIBUTION NETWORK

NEW AVENUES

**NEW CLIENT
ACQUISITION**

- OIL & GAS PROJECTS
- CONSTRUION PROJECTS
- TELECOM DUCTING PROJECTS

- NEW PRODUCTION FACILITY FOR LARGER MARKET OUTREACH
- CAPEX EXPANSION

**GEOGRAPHICAL
EXPANSION**

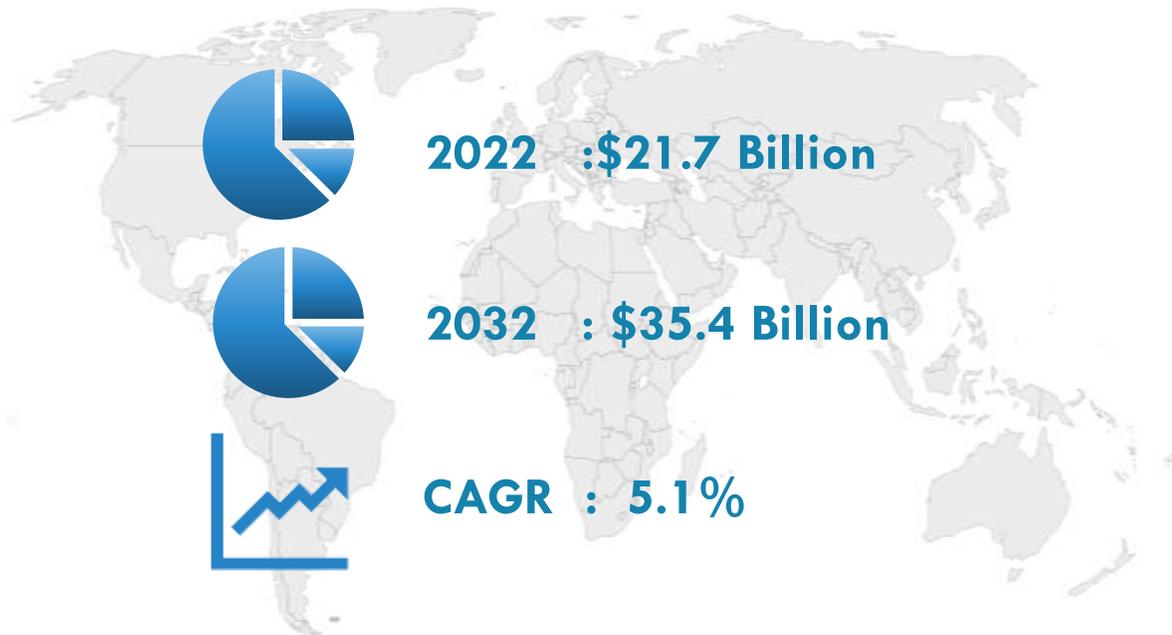


INDUSTRY OVERVIEW

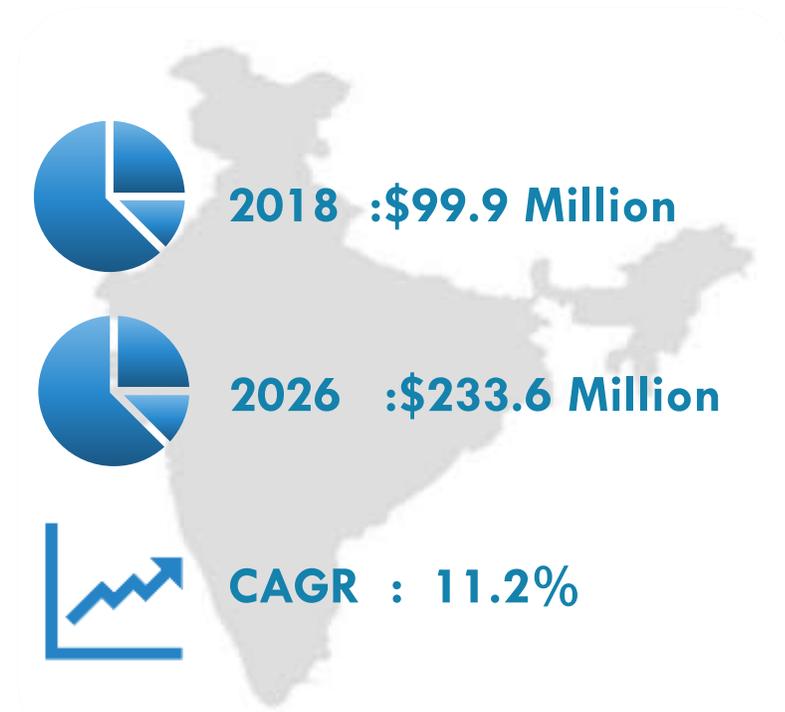
SIZE OF HDPE PIPE MARKET



GLOBAL SCENARIO



INDIAN SCENARIO



* As per Allied Market Research report

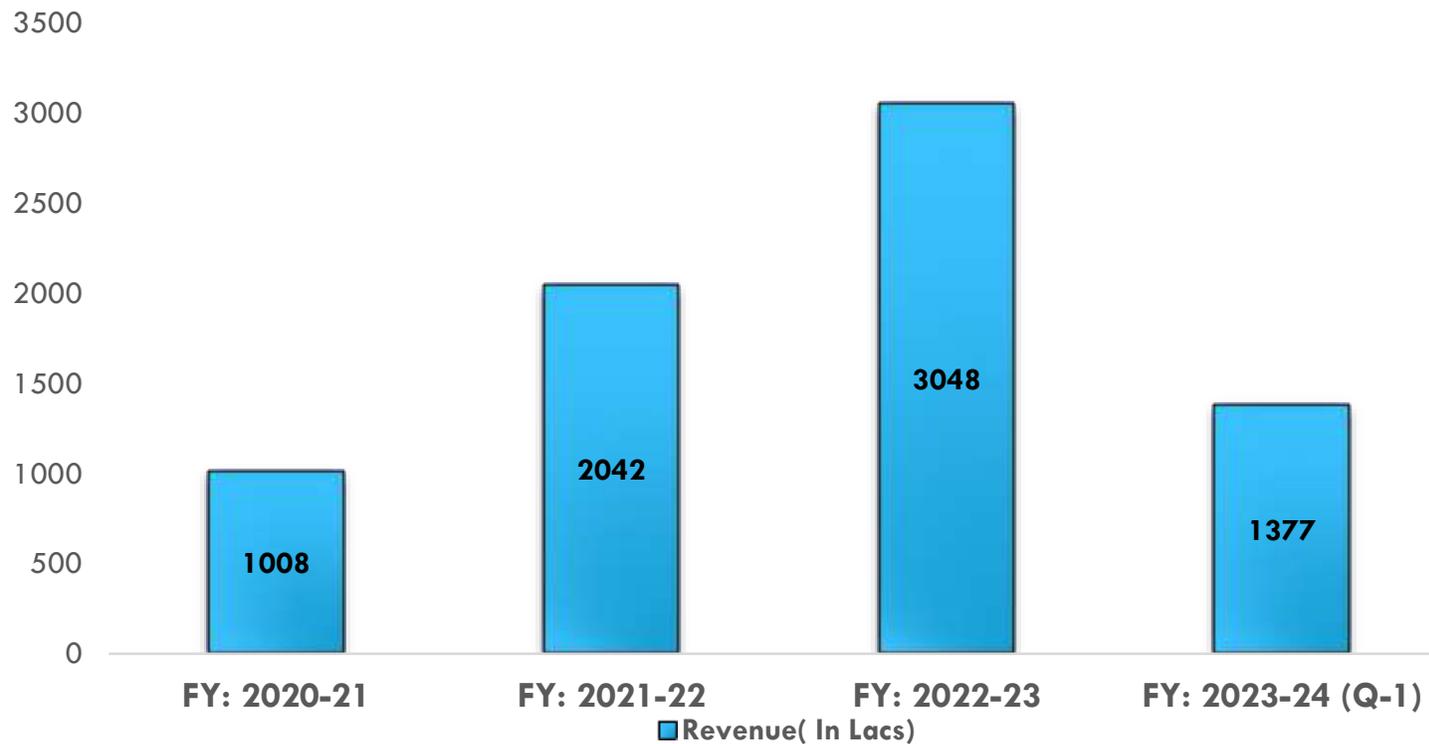


FINANCIALS

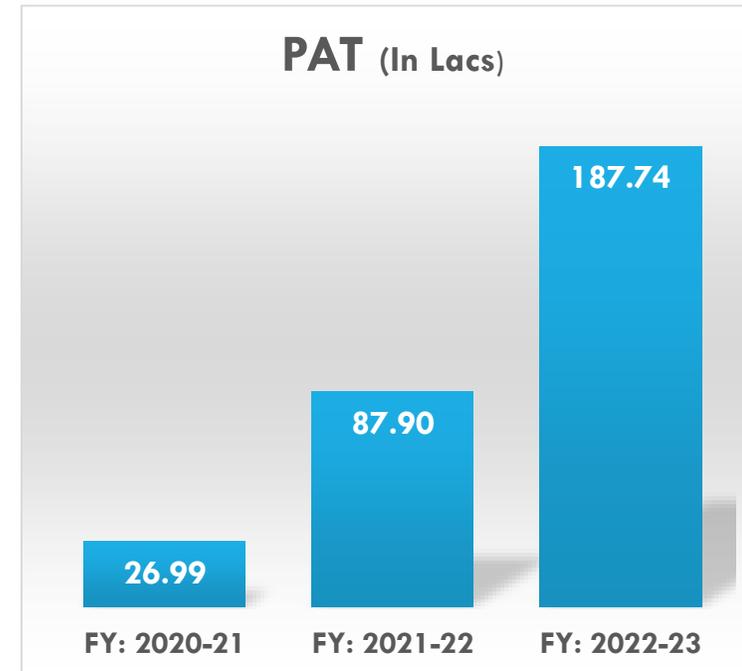
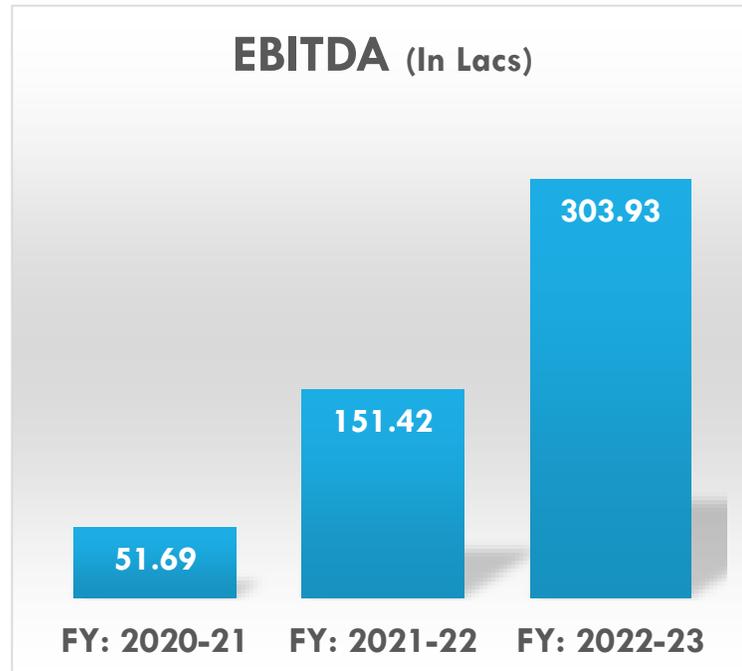
FINANCIAL HIGHLIGHTS



Revenue From Operations (In Lacs)



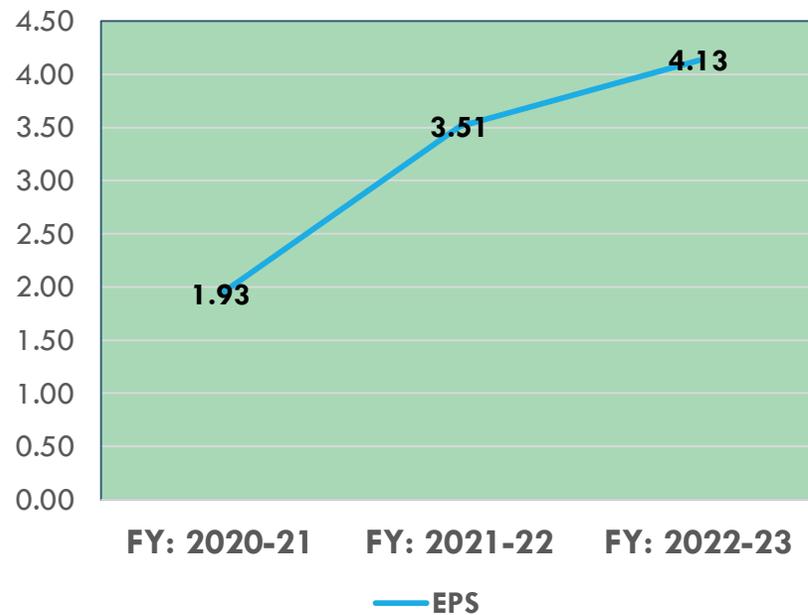
FINANCIAL HIGHLIGHTS



FINANCIAL HIGHLIGHTS



EPS



Debt Equity Ratio



STATEMENT OF ASSETS & LIABILITIES



(₹ IN LAKHS)

Liabilities	Q-1 (2023-24)	2022-23	2021-22	2020-21
Share Capital	467.50	127.50	70.00	40.00
Reserves & Surplus	194.97	433.00	132.76	44.86
Long Term Borrowings	12.79	13.84	44.70	26.01
Long Term Provisions	1.39	1.39	0.79	0.37
Deferred Tax Liabilities	12.63	11.62	6.77	5.49
Short Term Borrowings	417.12	524.25	387.47	356.87
Trade Payables	421.53	278.28	277.33	234.42
Other Current Liabilities	18.80	2.29	10.39	22.73
Short Term Provisions	91.83	58.33	37.92	8.99
Total Liabilities	1,638.56	1,450.50	968.13	739.75

STATEMENT OF ASSETS & LIABILITIES CONTD.



Assets	Q-1 (2023-24)	2022-23	2021-22	2020-21
Property, Plant and Equipment	305.01	301.57	128.25	115.98
Non-Current Investments	2.28	2.20	2.07	2.00
Inventories	416.00	344.38	103.66	18.37
Trade Receivables	886.57	749.50	685.09	533.89
Cash and Cash Equivalents	25.96	39.50	44.88	67.01
Short-Term Loans and Advances	0.00	-	-	-
Other Current Assets	2.72	13.36	4.13	2.39
Total Assets	1,638.56	1,450.50	968.13	739.75

STATEMENT OF PROFIT & LOSS



(₹ IN LAKHS)



Particulars	Q-1 (2023-24)	2022-23	2021-22	2020-21
Revenue:				
Revenue from Operations	1377.17	3048.23	2042.25	1008.26
Other income	23.25	29.69	48.59	12.29
Total revenue	1400.42	3077.92	2090.84	1020.54
Expenses:				
Cost of Material Consumed	1111.08	2824.13	1852.02	853.97
Purchase of Stock in Trade	82.96	(229.28)	(10.33)	3.25
Change in Inventories of WIP, Finished Goods & Stock in Trade	23.07	80.18	55.71	56.62

ROAD AHEAD



- Looking at the current market scenario & focus of both central and state governments in India on Infrastructure development, we are expecting high demand of our products in coming financial years.
- Initiated new Capex using IPO proceeds which is to be completed in H1 FY25.
- This new capex will increase production capacity by ~25% to INR 100cr revenue potential run rate.
- As on date the company has total order in hand ~ Rs 70.00 Cr from multiple clients. Average execution period of such order book has been ~9-12 M in past.
- Efforts are to achieve & sustain PAT margins of ~7-8%. Company has material cost escalation clauses in built into contracts which helps handle raw material prices volatility.
- Via continuous Sales & marketing efforts, company is looking to expand into new product segments and win new customers. This if successful, should help further expand existing order book.



CUSTOMER OUTREACH



MARKETING STRATEGY

We at AIK pipes always focus on building customer loyalty and long term customer engagement which enable us to strategically market our products. Customer relationship management (CRM) aims at creating strong customer relationship which fosters continued business, free mouth to mouth advertising, and customer information that can generate leads. This helps us to minimize our customer acquisition cost and helps us to maximize our profits. We emphasize a holistic view with a strong customer centric approach. We aim not only to market our products effectively but to build lasting relationships with our customers, becoming a trusted partner in their endeavors and contributing to the overall success of the business. We at AIK pipes focus on our marketing campaigns with targeted clients in mind to increase penetration of our products in the market.





OUR ASSOCIATES



IndianOil





***“ TRANSFORMING LANDSCAPES WITH
PIPING SOLUTIONS ”***



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THANK YOU