



INVESTOR PRESENTATION  
JUNE 2019



**ASTRAL, WHERE  
INNOVATION FLOWS**

# OPERATING IN THREE HIGH GROWTH BUSINESS CATEGORIES



PIPING



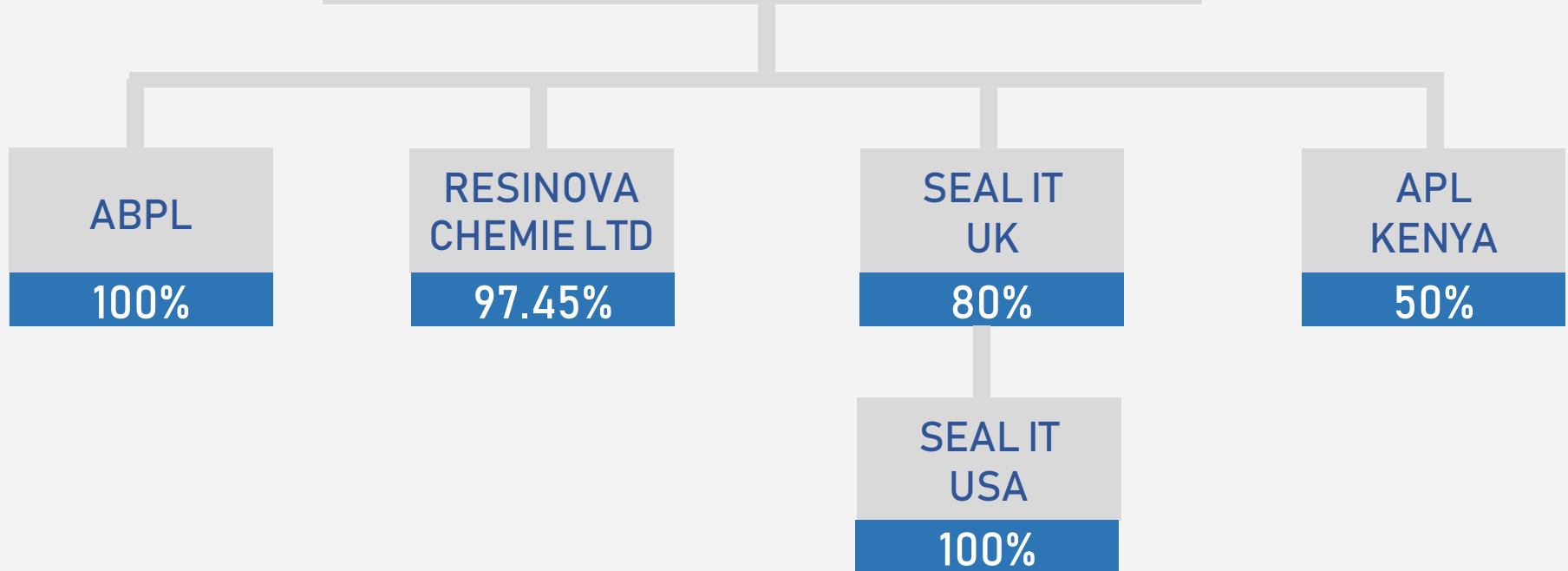
ADHESIVES  
& SEALANTS



INFRASTRUCTURE  
PRODUCTS

# CORPORATE STRUCTURE

## ASTRAL POLYTECHNIK LIMITED



# PRESENCE IN 4 COUNTRIES.

# 12 MANUFACTURING LOCATIONS.

# 4000+ EMPLOYEES.

- One of India's fastest growing piping companies
- A Fortune India 500 company
- Comprehensive range of piping & adhesives



# ASTRAL, THE TRENDSETTER

- First to introduce CPVC piping in India
- Introduced countless innovations in piping category
- Offers the widest piping product range
- Six piping mfg. units in India - and one abroad
- Three adhesives mfg. units in India - and two abroad
- Known for zero-compromise quality and service
- Always ahead on the technology curve
- Robust network of channel partners





## PIPING

Plumbing

- CPVC, PVC & Pex

Drainage

- SWR, Sewerage,  
Storm-water

Agriculture

Industrial

Fire Protection

Conduit & Cable Protection

Ancillary

Infrastructure

DWC Piping

Cable Protection

Ducting

Telerex



## ADHESIVES

Epoxy Adhesives & Putty

Silicone Sealants

Construction Chemicals

PVA

Cyanoacrylate

Solvent Cements

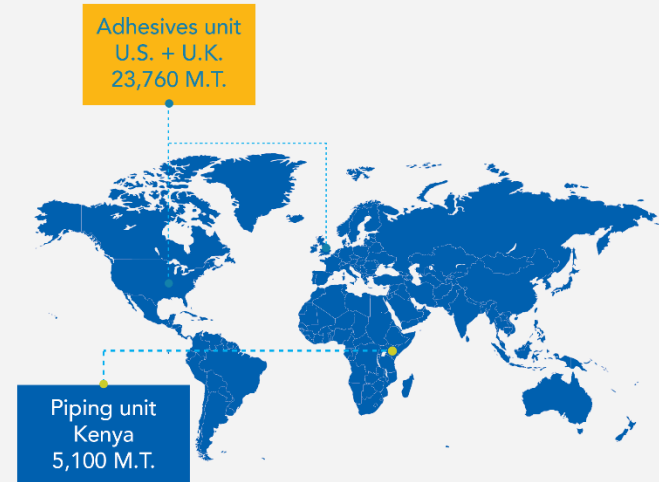
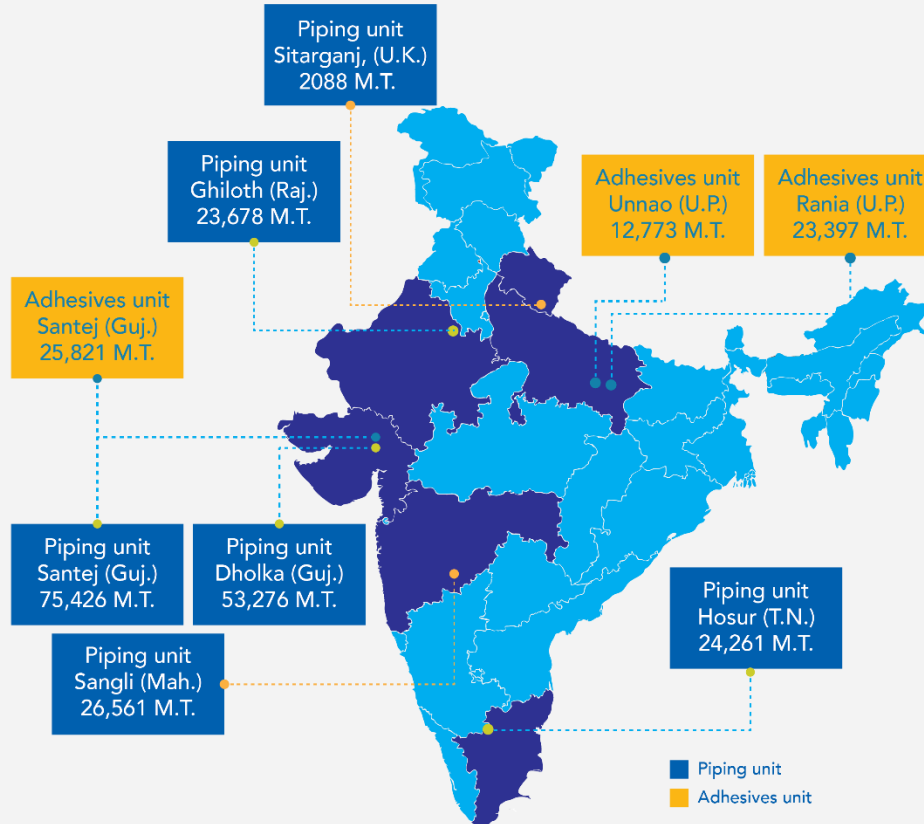
Tapes

Polymeric Filling  
Compound

Anaerobic Adhesives

Industrial Adhesives

# ASTRAL GROUP – PRODUCTION FACILITIES





# NEW PLANT @ GHILOTH (RAJASTHAN)



State-of-the-art Manufacturing facility - Operational since July 2018. This plant strengthens company's presence in North India



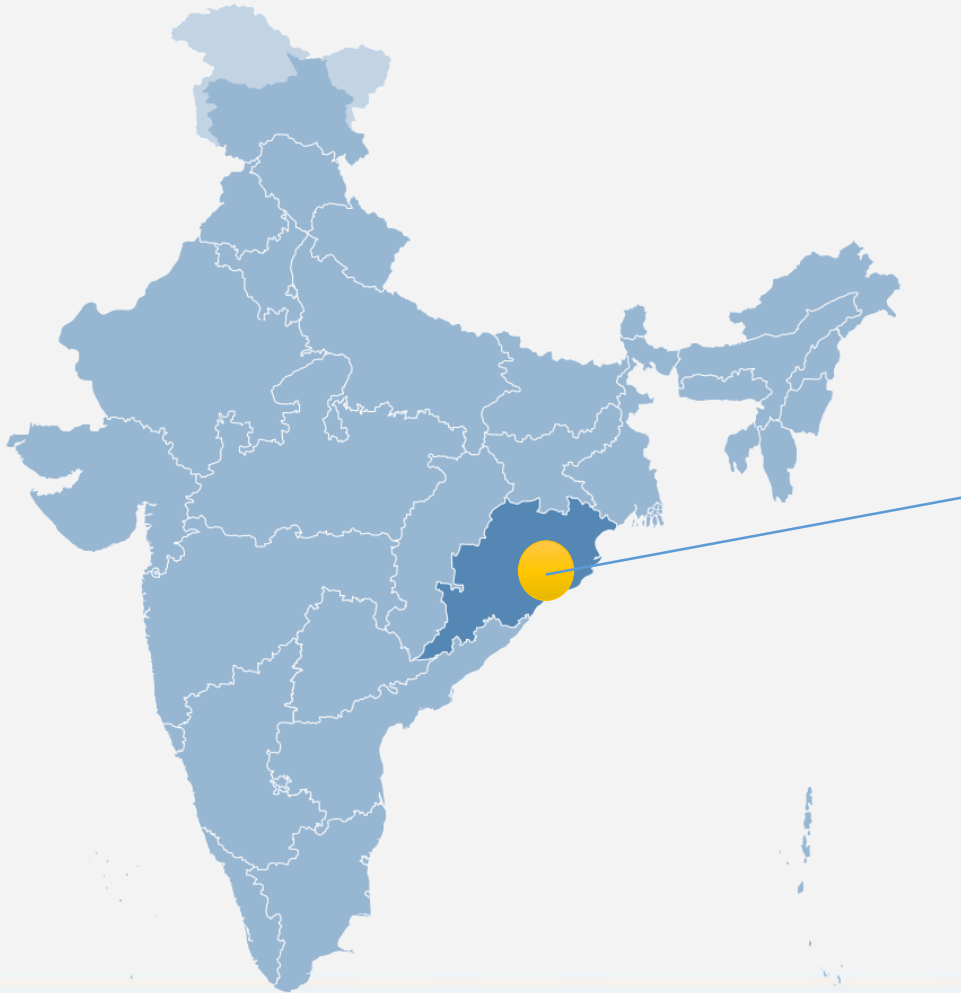
# NEW HOSUR PLANT & DEPOT (TAMILNADU)



Additional capacity – will be operational from FY19 Q2 which will further strengthen company's presence in South India



# COMING SOON – PLANT IN EAST INDIA



NEW PLANT COMING UP  
AT BHUBANESHWAR,  
ODISHA, TO CATER TO  
NORTH EAST MARKETS



## DEPOTS AND OFFICES, PIPING - ADHESIVES

■ Piping-Plants

● Piping-Depots

● Piping-Corporate Office

● Piping-Branch Offices

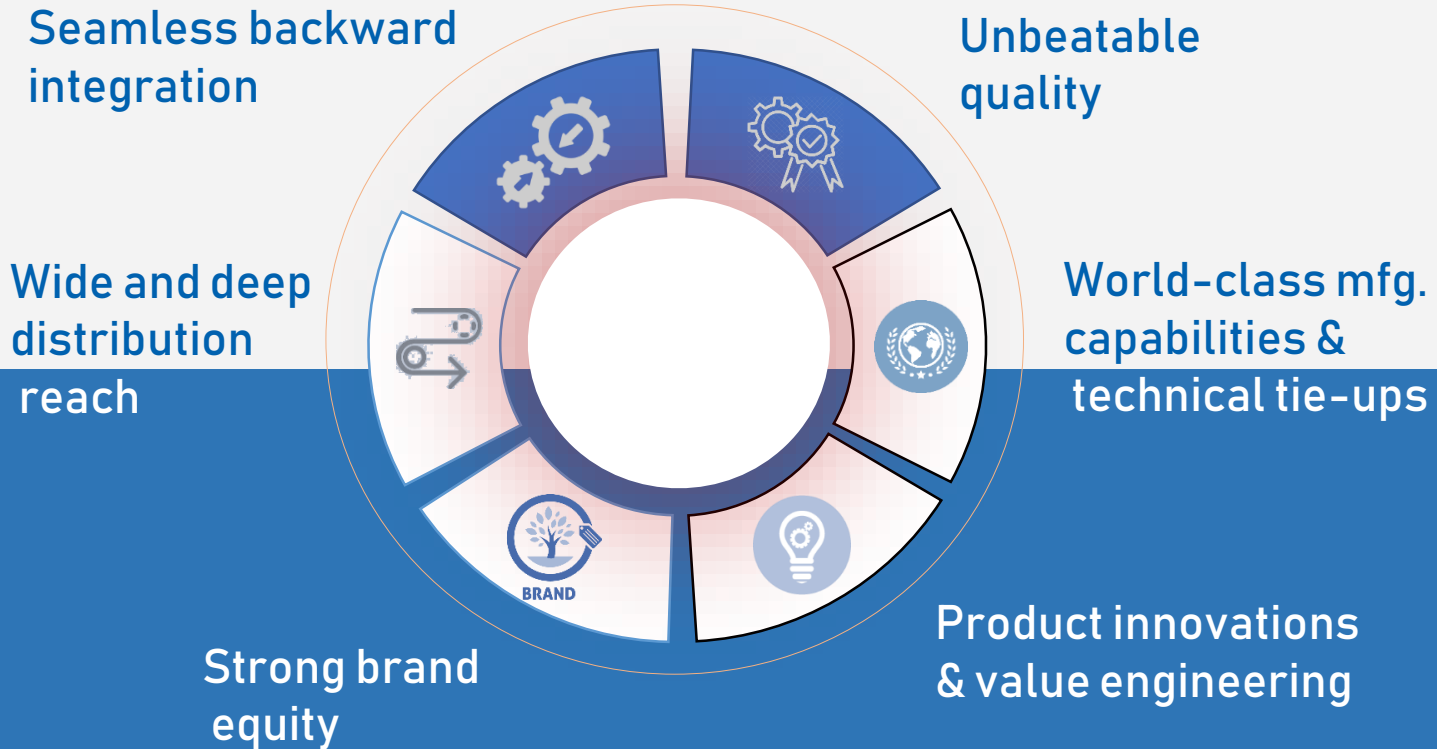
■ Adhesives-Plants

▲ Adhesives-Depots

▲ Adhesives-Corporate Office

▲ Adhesives-Branch Offices

# CORE COMPETENCES, ADVANTAGE ASTRAL



# NEW PRODUCT LAUNCH



# PEX-A PRO

## A REVOLUTIONARY PLUMBING SYSTEM WITH EXPANSION RING TECHNOLOGY



# INFRASTRUCTURE PRODUCTS



**PVC SUCTION  
AND  
DISCHARGE  
HOSES**

**HOSES FOR  
MINING AND  
NON-AGRI  
APPLICATIONS**

**CORRUGATED  
PIPES FOR  
SUCTION  
APPLICATIONS**

**DOUBLE  
WALLED  
CORRUGATED  
PIPING**

**PLASTIC  
SHEATHING  
DUCTS**

**DOUBLE  
WALLED  
CORRUGATED  
STRUCTURED  
WALL**

**POLYETHYLENE  
PIPING  
SYSTEM FOR  
SEWERAGE**

**POLYOLEFIN  
CABLE  
CHANNELS  
FOR  
UNDERGROUND  
LAYING**

**PACKAGE  
SEWAGE  
TREATMENT  
PLANTS**

**PERFORATED  
CORRUGATED  
SYSTEMS FOR  
AGRICULTURE**





# INFRASTRUCTURE PRODUCTS

## D-REX

DOUBLE WALLED CORRUGATED PIPES  
FOR SEWERAGE



## DYNA REX

PVC CORRUGATED PERFORATED &  
NON-PERFORATED PIPES FOR RAIL AND  
ROAD DRAINAGE



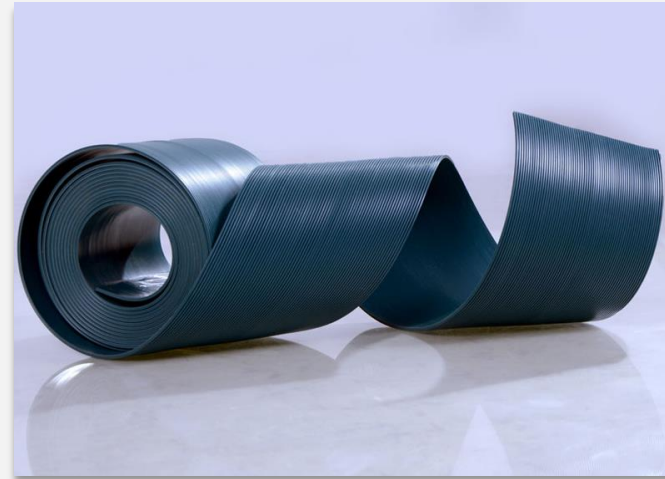
## GEOREX

PLASTIC CORRUGATED LATERAL DRAIN  
PIPE WITH PERFORATION



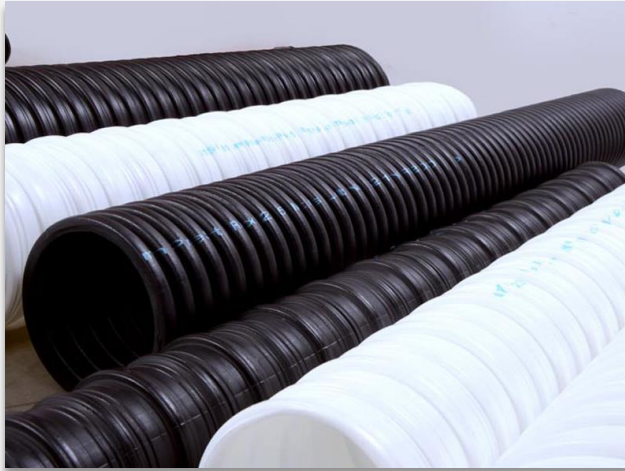
## AQUA REX

UNIQUE DRAIN BELT FOR DRAINING  
OF EXCESSIVE SOIL WATER



## PRE-STIREX

HDPE/PP CORRUGATED DUCTS FOR  
PRE-STRESSING AND POST-TENSIONING  
TENDONS



## PLUS STIREX

ENHANCED VERSION OF POST  
TENSIONING CORRUGATED  
HDPE/PP DUCTS



## TELE REX

HDPE PIPES FOR UNDERGROUND  
CABLE DUCTING



## MULTIREX

POLYOLEFIN PIPES FOR UNDERGROUND  
CABLE PROTECTION





# RESCUE TAPE- MULTI-PURPOSE REPAIR TAPE



## FEATURES AND BENEFITS

- Simply stretch and wrap for permanent waterproof and airtight seal
- Self fusing
- Resists upto 260° C
- 700 PSI Tensile Strength
- Insulation 8000 volts
- Resists fuel, oil, acids, solvents, salt water and UV rays

# RESIQUICK- INSTANT ADHESIVE

**ResiQuick®**  
Instant Adhesive

**SIRF™  
CHIPKAO  
NAHI  
JODO**

**1 DROP**  
AT A TIME  
\*as per directed usage

**ASTRAL ADHESIVES**  
**ResiQuick®**  
Instant Adhesive  
0.5 g

**₹5**

## FEATURES AND BENEFITS

- Attractive and user-friendly ampule
- Easy and precise application, single drop accuracy
- Cost effective due to multiple usage
- Higher shelf life

# RESIWOOD- PVA ADHESIVE

PVA – WHITE SYNTHETIC  
ADHESIVE RANGE  
FOR WOOD WORKING AND  
FURNITURE MAKING





## BRANDING AND ADVERTISING

- TV and print ads
- Outdoor brand promotion
- Radio ads
- Trade exhibitions
- Dealer shop branding
- In-film product integration
- On-ground cricket match branding
- Brand association – IPL
- Dealer meets
- Plumber meets
- Consultant meets
- Digital Marketing



# BRANDING AND COMMUNICATION

OFFICIAL SPONSOR OF



**THINK PIPES.  
THINK ASTRAL.**



**ASTRAL  
PIPES**



**WIDEST RANGE OF  
PLUMBING, DRAINAGE &  
AGRICULTURE PIPES**



**ASTRAL  
PIPES**

**1<sup>ST</sup> TO  
INTRODUCE  
CPVC  
IN INDIA**

**ASTRAL  
CPVC<sup>PRO</sup>**  
**THE CHOICE OF  
PROFESSIONALS**  
FOR HOT & COLD WATER PLUMBING.

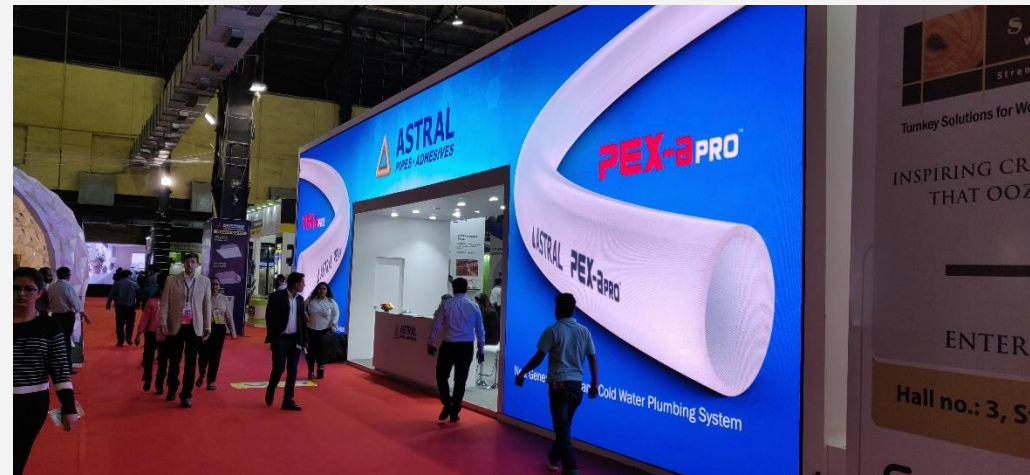
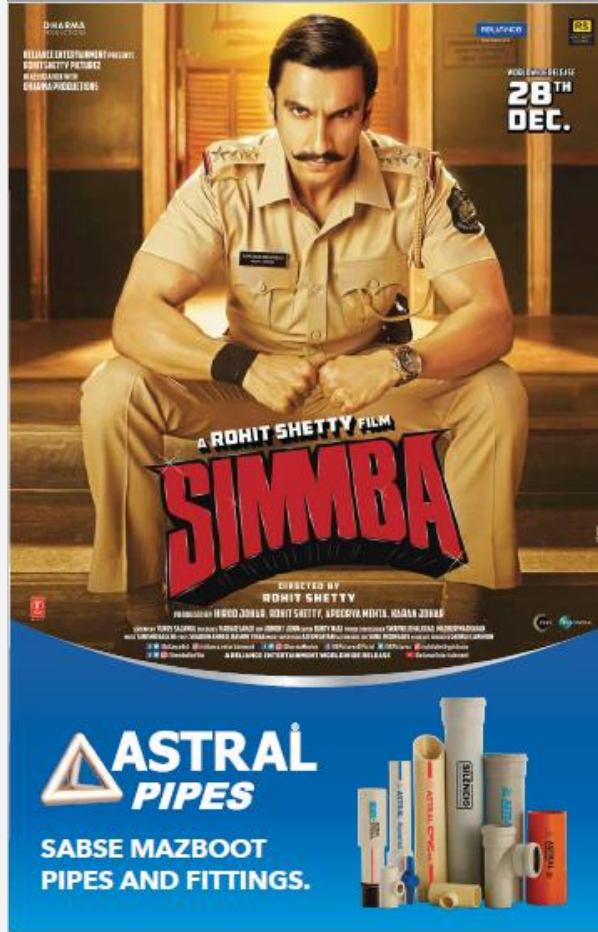


**astralpipes.com**

\*Only those products bearing the LPC (P) / IS mark are listed / certified.

- HIGHEST NUMBER OF APPROVALS<sup>1</sup>  
NSF
- WIDEST RANGE  
36 TO 12 INCHES
- CAN WITHSTAND TEMPERATURE UP TO  
93°C
- NSF APPROVED COMPOUND FOR CPVC PRO  
NSF
- MANUFACTURING CAPACITY  
48000 MT per annum
- MANUFACTURED AT  
4 LOCATIONS ACROSS INDIA

# BRANDING AND COMMUNICATION



# BRANDING AND COMMUNICATION



L BAND – IPL 2019  
ON STAR SPORTS  
NETWORK



# BRANDING AND COMMUNICATION

**ASTRAL ADHESIVES**

## INDIA'S WIDEST EPOXY ADHESIVES' RANGE.

**BOND/TITE™**

BOND/TITE SUPER STRENGTH  
BOND/TITE FAST & CLEAR

BOND/TITE RAPID  
BOND/TITE FEROL  
BOND/TITE WOOD

BOND/TITE UNIWELD  
BOND/TITE TOTAL  
BOND/TITE METALLIC

BOND/TITE WHITE PASTE

7311 103 331 9099 666 666 customercare@resinova.com | www.astraladhesives.com

PRINCIPAL SPONSOR OF

**ASTRAL ADHESIVES**  
JODEIN EKDUM SOLID

KAL TODA THA... AAJ JODA HAI.

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## ROBUST DISTRIBUTION NETWORK

### PIPING:

- ❑ 800 Distributors
- ❑ More than 30,000 dealers

### ADHESIVES:

- ❑ 1800 Distributors
- ❑ Approx. 4 lac dealers

# CORPORATE SOCIAL RESPONSIBILITY



## YOG SADHAN ASHRAM

- Yoga classes and workshops
- Naturopathy Treatment
- Ayurveda Consultancy
- Acupressure Treatment
- Pranik Healing Treatment



## WILD-LIFE SUPPORT AND CONSERVATION

- DONATION OF VEHICLES FOR WILD-LIFE RESEARCH
- INSTALLATION OF SOLAR PUMPS IN WILD-LIFE  
SANCTUARIES FOR PROVIDING WATER TO THE ANIMALS





# CORPORATE SOCIAL RESPONSIBILITY



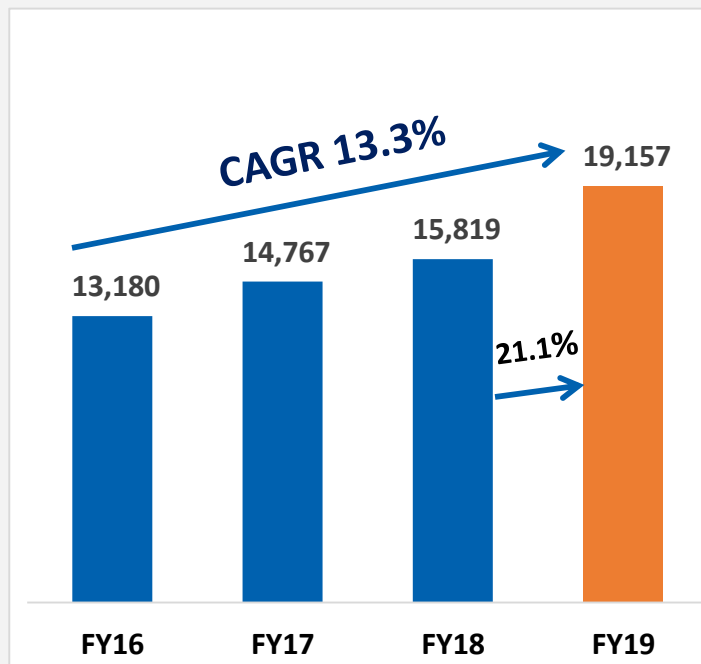
SUPPORTED AN NGO FOR DOING  
ANTI-DRUGS CAMPAIGN  
THROUGHOUT THE CITY OF  
AHMEDABAD

# FINANCIAL HIGHLIGHTS

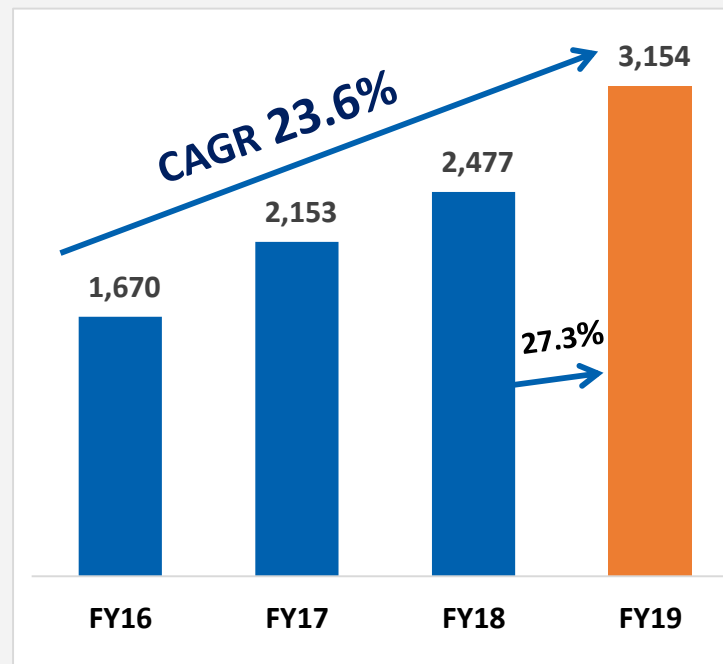


# PIPING BUSINESS (INR MN.)

## NET REVENUE



## EBIDTA

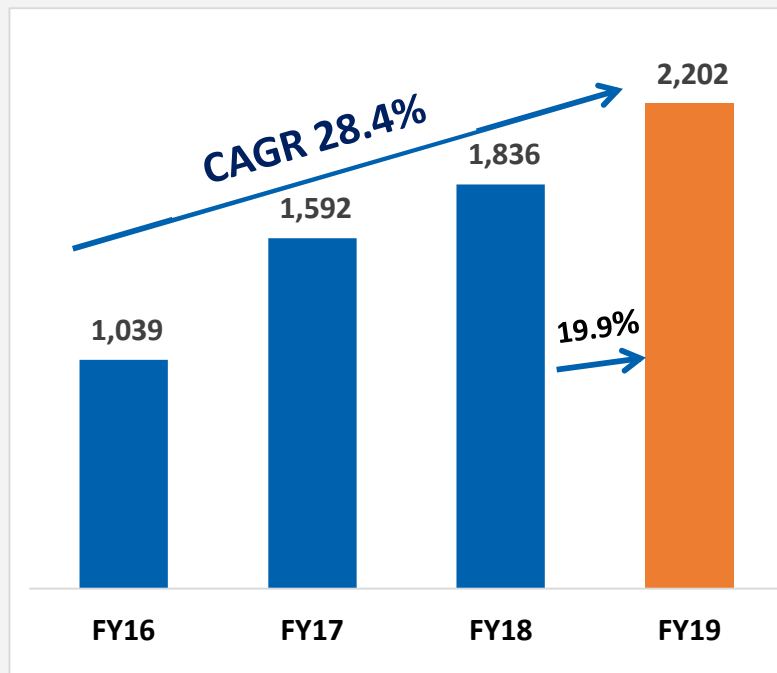


Sales of FY 18 is regrouped in compliance with Ind AS 115.

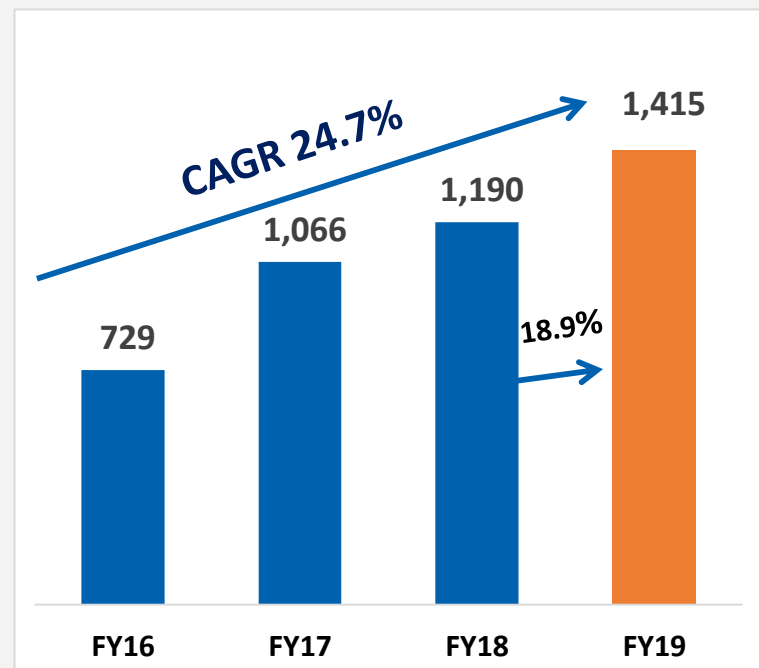
During the year 18-19, Rex Poly extrusion is amalgamated with the company w.e.f. July 10, 2018.

# PIPING BUSINESS (INR MN.)

## PBT (BEFORE EXCEPTIONAL ITEM)



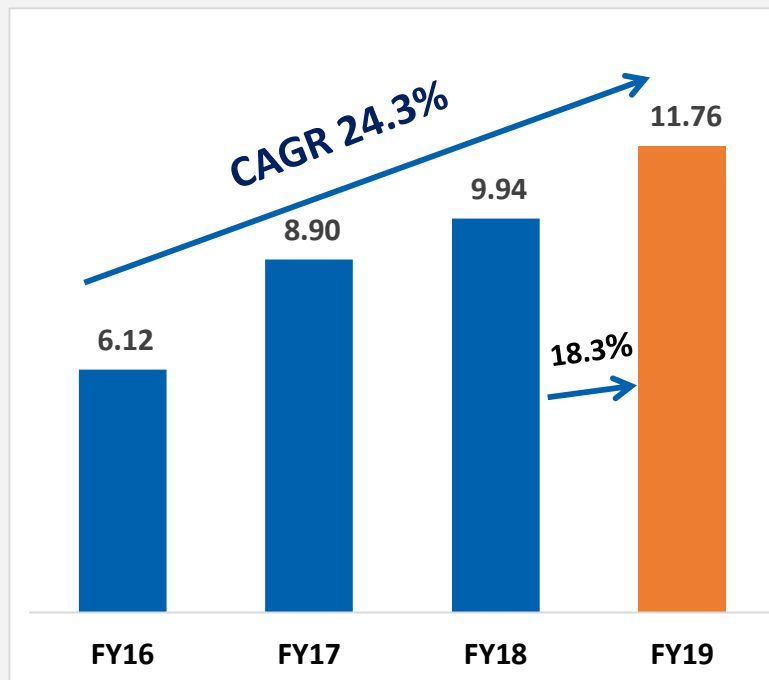
## PAT



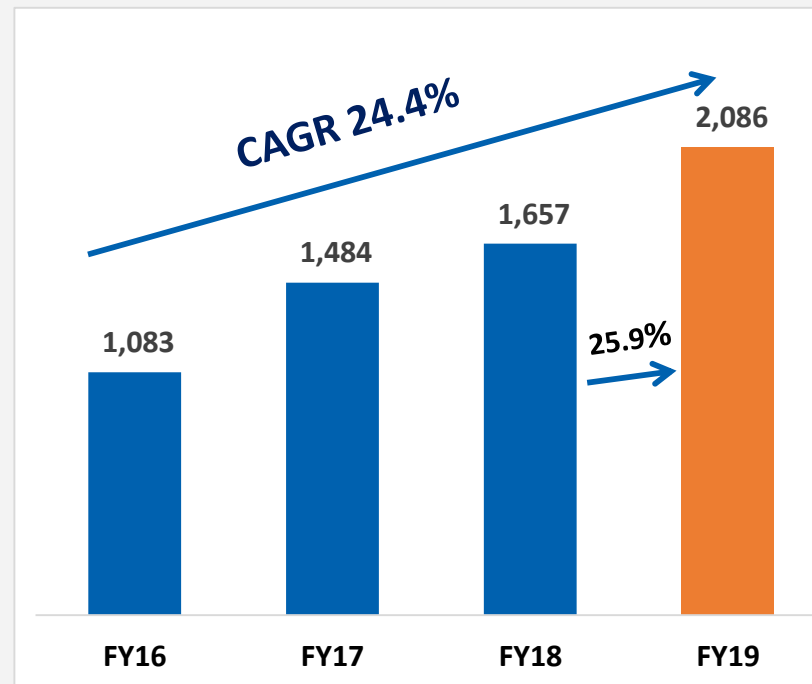
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# PIPING BUSINESS (INR MN. EXCEPT EPS)

## EPS (IN INR)



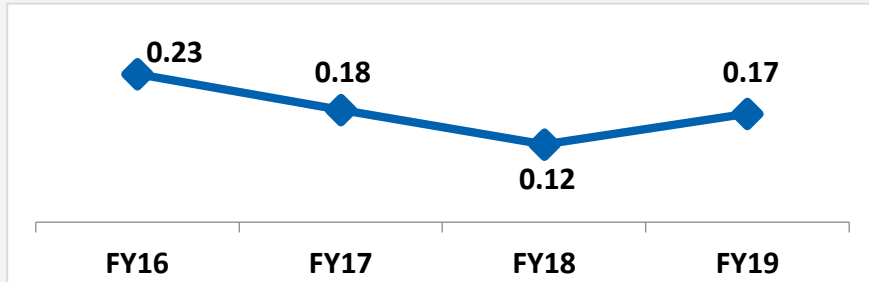
## CASH PROFIT



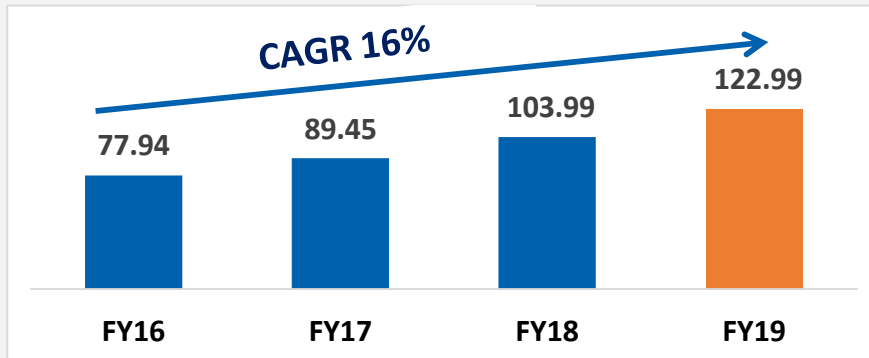
During the year 18-19, Rex Poly extrusion is amalgamated with the company w.e.f. July 10, 2018.

# PIPING BUSINESS – RATIOS, CAPACITY & PRODUCTION

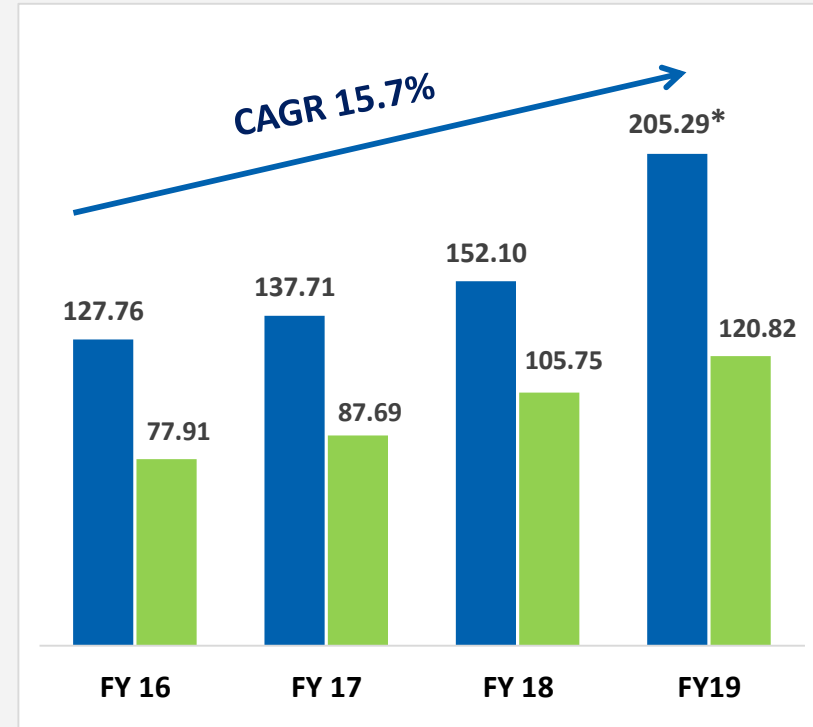
## DEBT / EQUITY RATIO



## SALES (IN '000 MT)



## CAPACITY UTILIZATION (IN '000 MT)

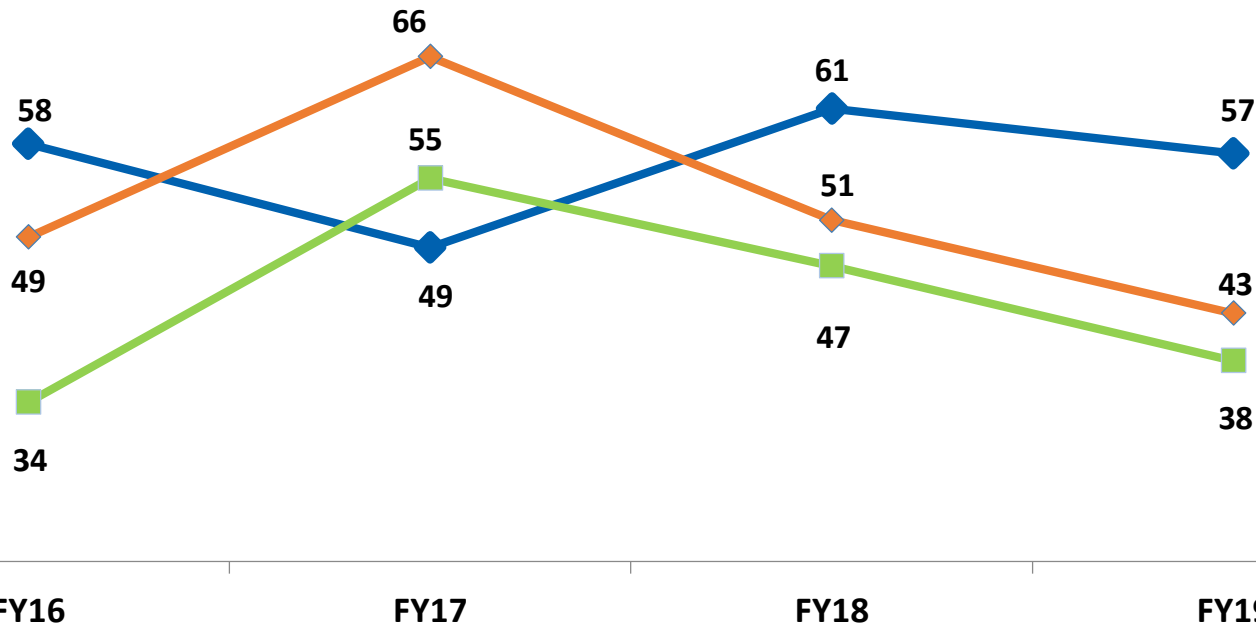


During the year 18-19, Rex Poly extrusion is amalgamated with the company w.e.f. July 10, 2018.

\* Installed capacity of Astral is 176,641 M.T. and Rex 28,649 M.T..

# PIPING BUSINESS – WORKING CAPITAL RATIO (IN DAYS)

◆ Inventory No. of days    ◆ Debtors No. of days    ■ Net Working Capital No. of days



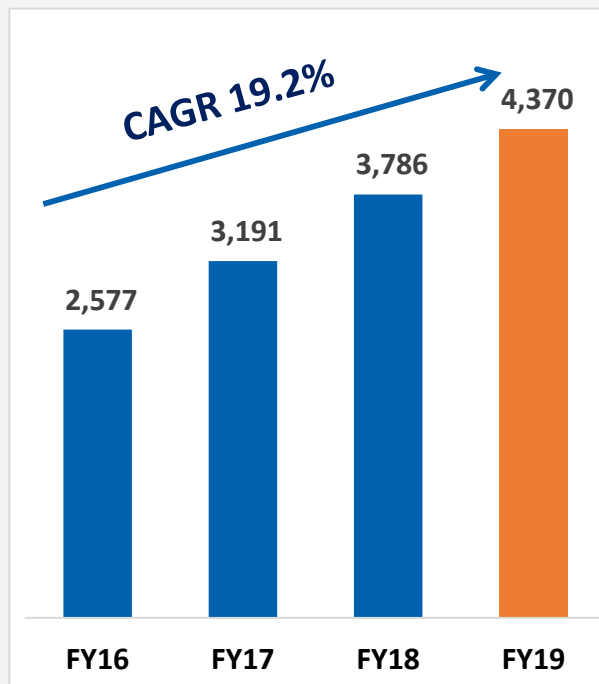
Sales of FY 18 is regrouped in compliance with Ind AS 115.

During the year 18-19, Rex Poly extrusion is amalgamated with the company w.e.f. July 10, 2018.

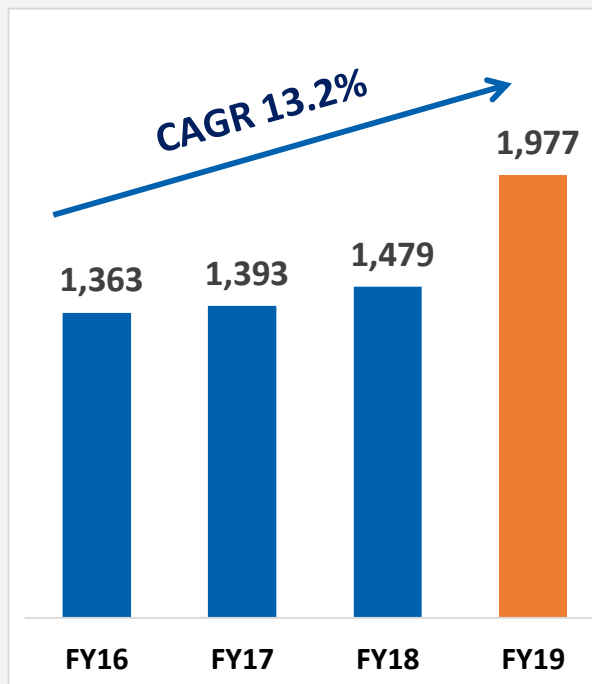
If we consider the full year sale of Rex, days for FY 19 are : Inventory – 43 days, Debtors - 32 days, Net working capital - 29 days.

# ADHESIVES BUSINESS SUMMARY OF SUBSIDIARIES (INR MN.)

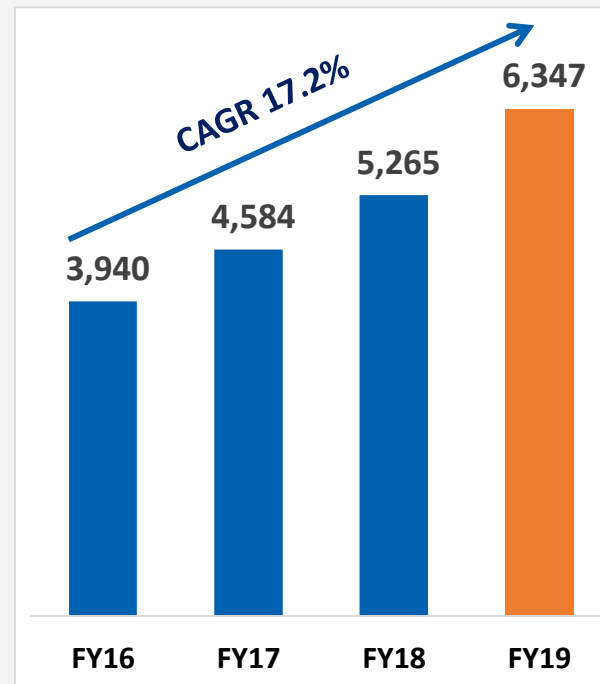
## RESINOVA- NET REVENUE



## SEAL IT-UK & USA NET REVENUE



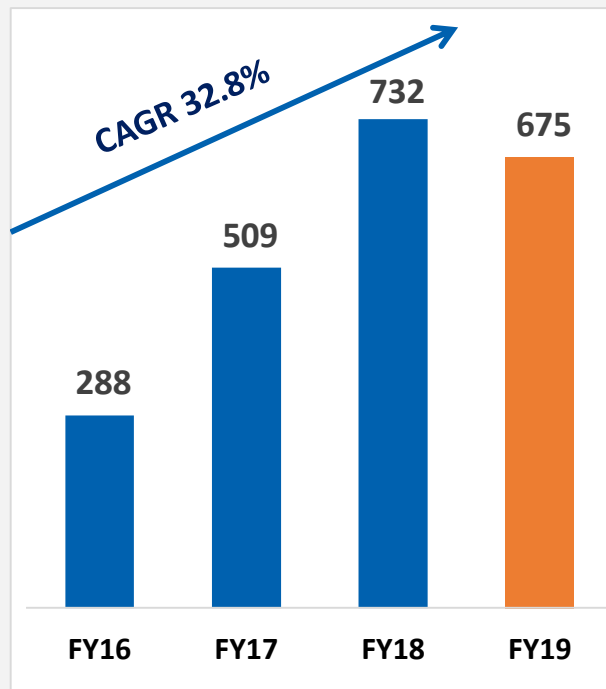
## ADHESIVE TOTAL- NET REVENUE



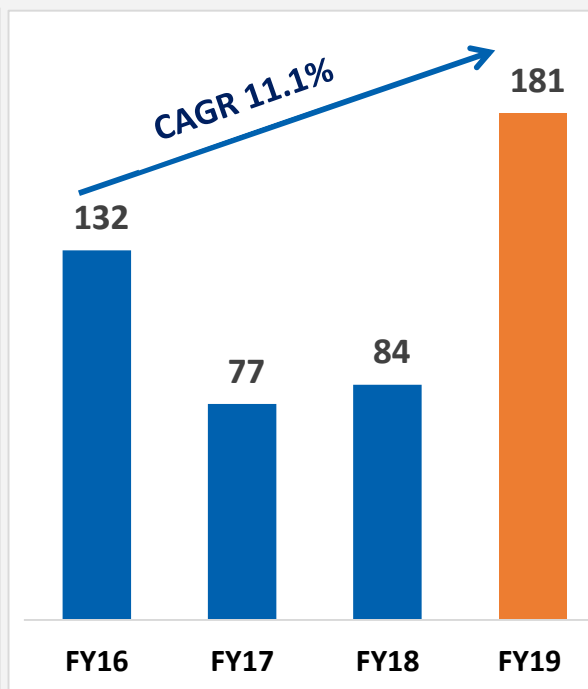
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# ADHESIVES BUSINESS SUMMARY OF SUBSIDIARIES (INR MN.)

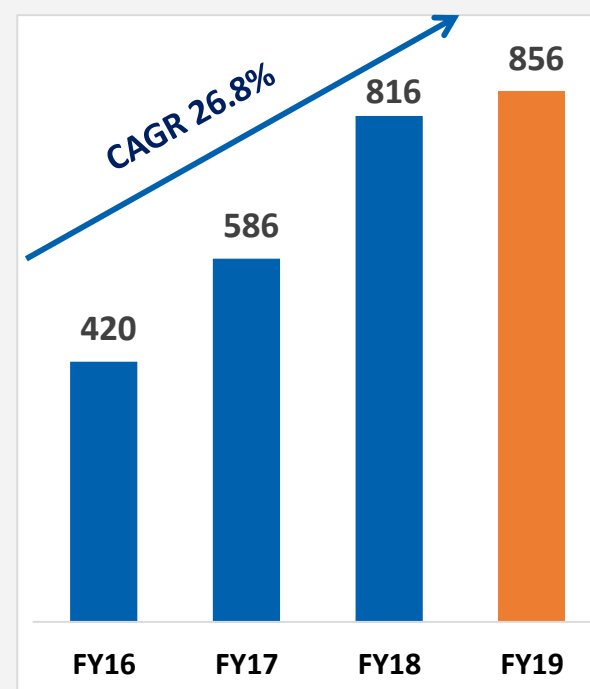
## RESINOVA- EBIDTA



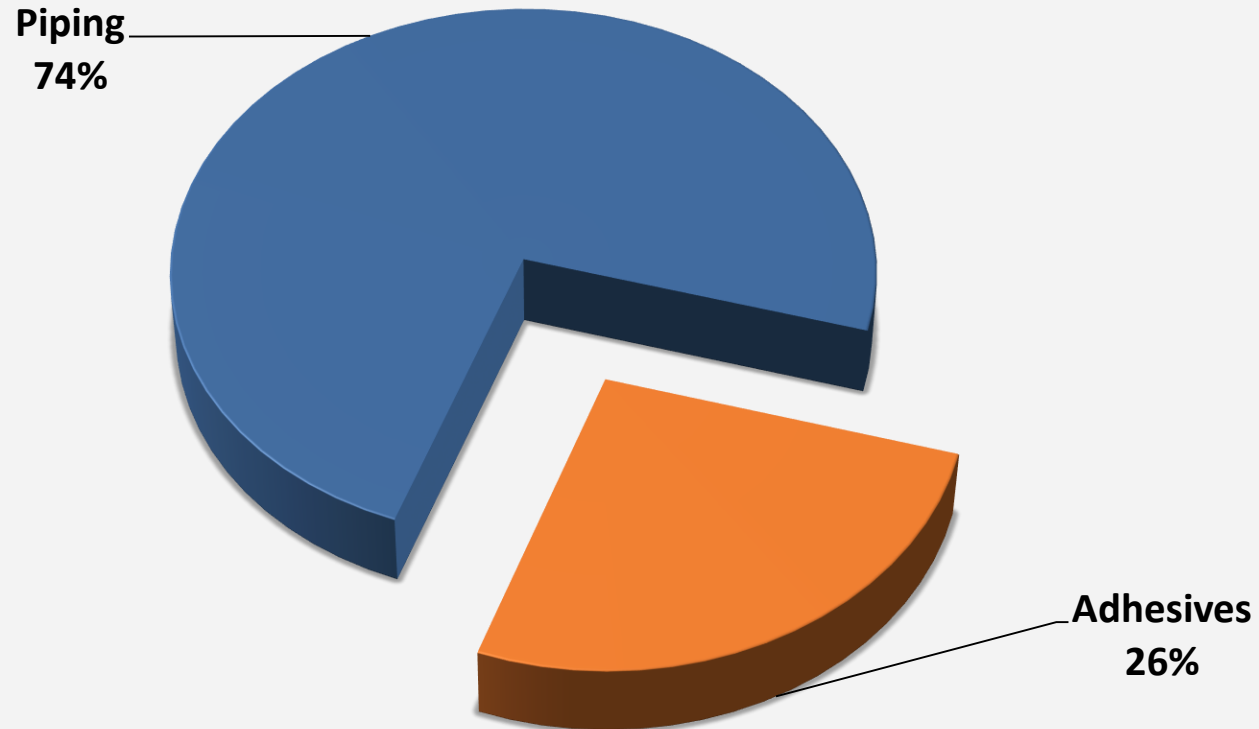
## SEAL IT-UK & USA EBIDTA



## ADHESIVE TOTAL- EBIDTA



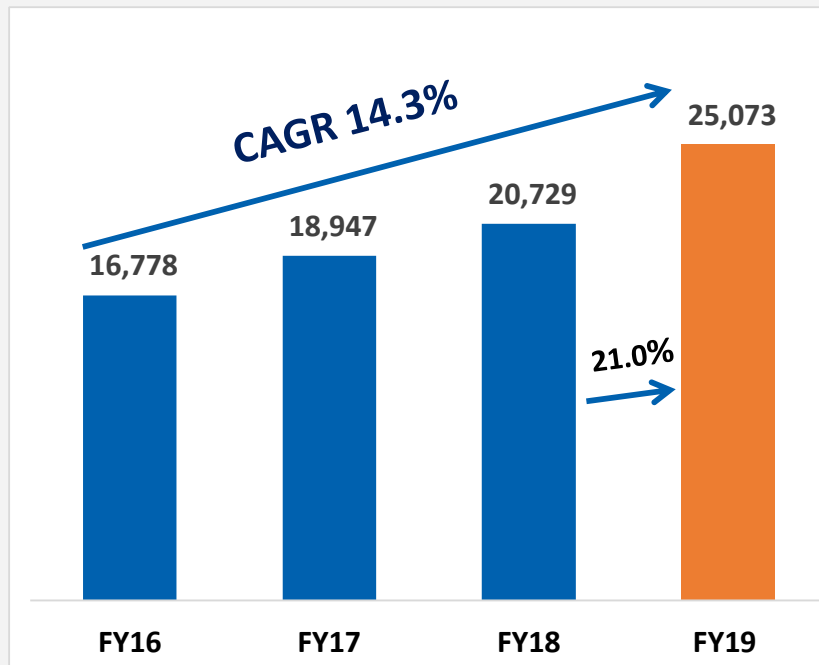
# GROUP REVENUE BREAKUP – FY 18 –19



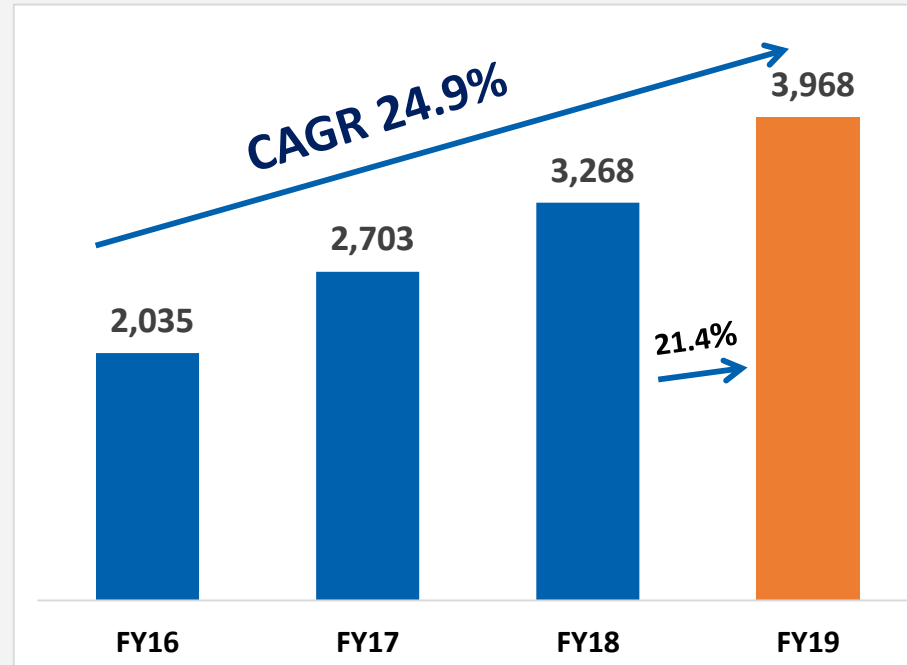


# CONSOLIDATED (INR MN.)

## NET REVENUE



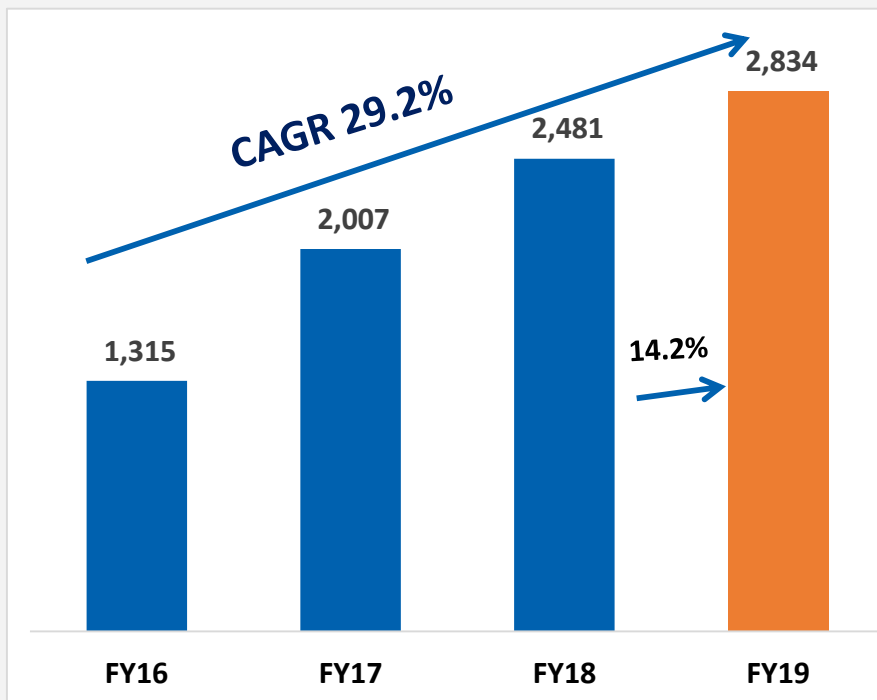
## EBIDTA



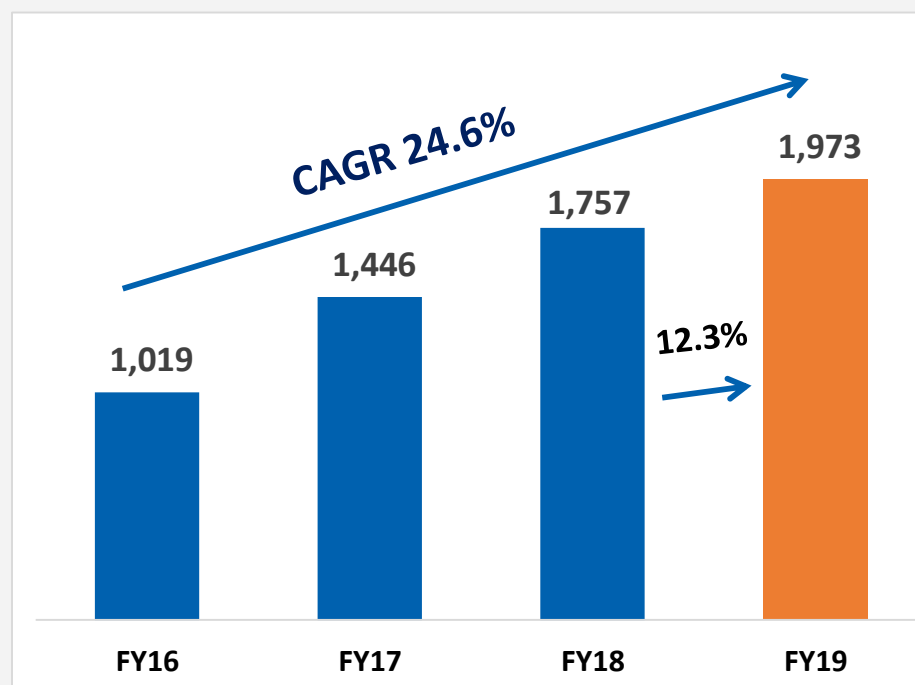
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FY 19 is inclusive of Rex Poly numbers from July 10, 2018.

# CONSOLIDATED (INR MN.)

## PBT



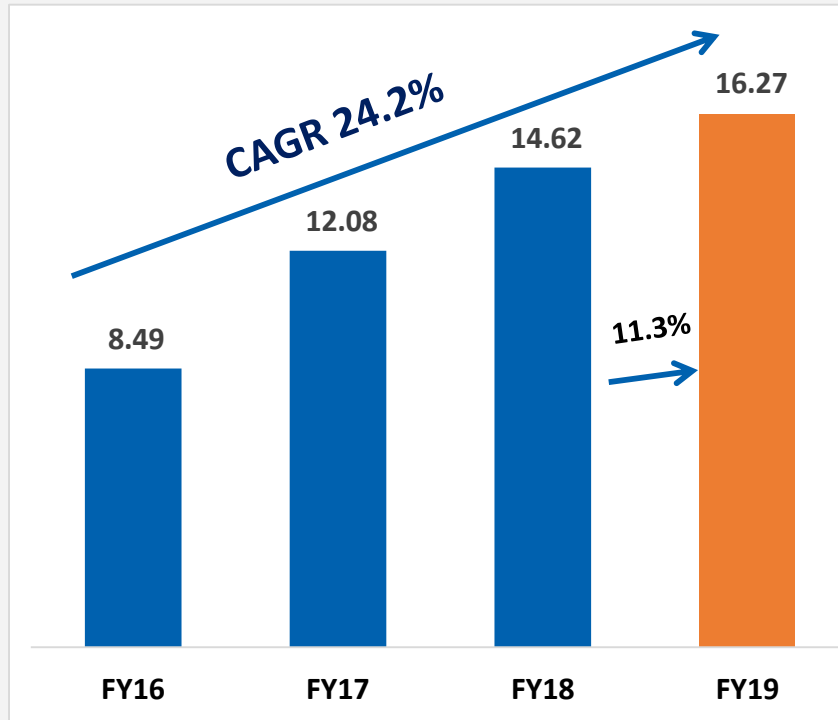
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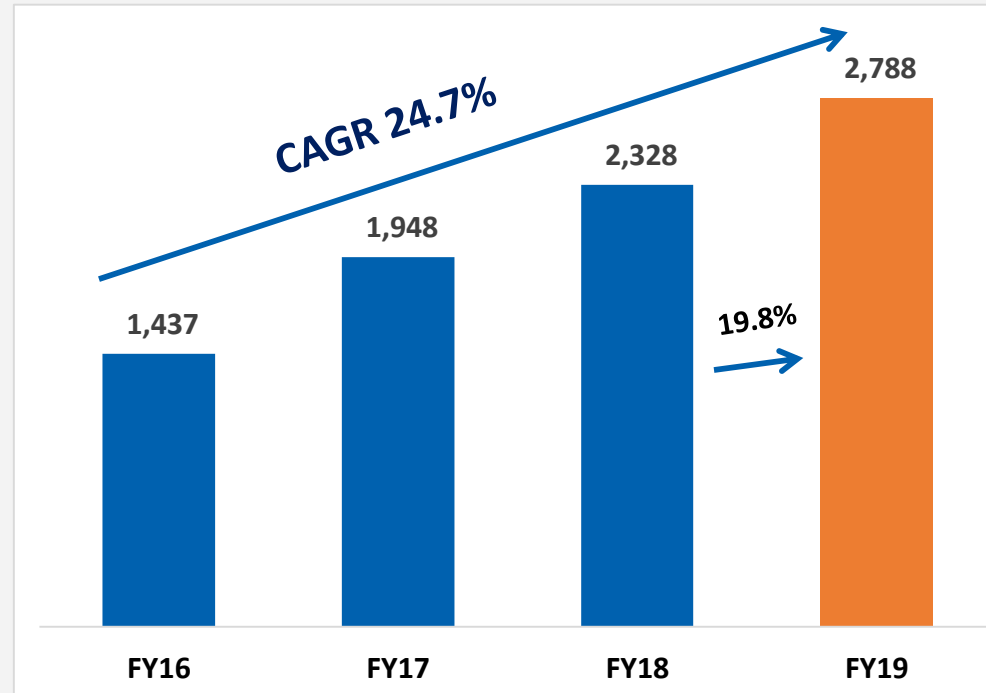
FY 19 is inclusive of Rex Poly numbers from July 10, 2018.

# CONSOLIDATED (INR MN. EXCEPT EPS)

## EPS



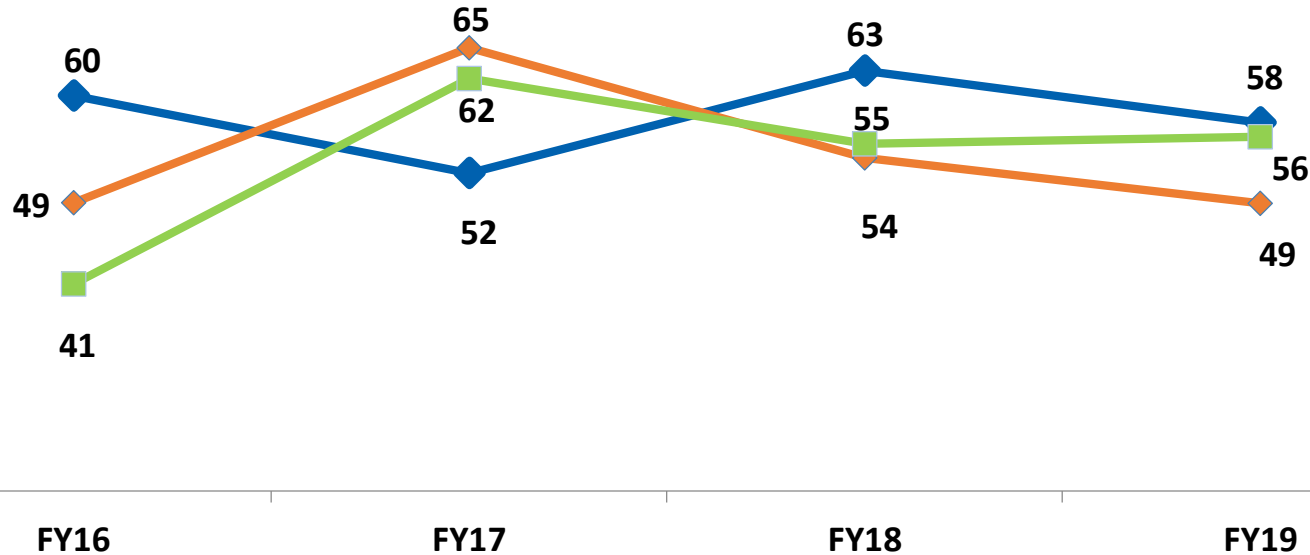
## CASH PROFIT



FY 19 is inclusive of Rex Poly numbers from July 10, 2018.

# GROUP WORKING CAPITAL RATIO IN DAYS)

◆ Inventory No. of days    ◆ Debtors No. of days    ■ Net Working Capital No. of days



Sales of FY 18 is regrouped in compliance with Ind AS 115.  
FY 19 is inclusive of Rex Poly numbers from July 10, 2018.

- In FY19 Rex numbers are considered from July 10, 2018 onwards
- The full year numbers of Rex will be considered from next year
- Infra product expansion (Rex) will be completed in July 2019
- Hosur: Depot building completed and operational, production building completed, machinery installation is going on, expected to be completed by July 2019
- The company has purchased land approx. 100,000 Sq. yard to establish manufacturing facility in Bhubaneswar, Odisha (East India). Construction will start in current year, plant will be ready by September 2020
- Rescue Tape import started from USA plant (Seal It). Initially response is encouraging in Resinova channel

- Initiatives like “Housing of All by 2022” and “Smart Cities Mission” is driving residential development and will direct growth of the Infrastructure Sector.
- 100% FDI is permitted through the Automatic route in the Infrastructure Sector.
- Government has sanctioned 37 Lacs houses in the urban areas for construction. In NHB a dedicated affordable Housing Fund to be established.
- The Government has proposed to complete construction of 1 Cr houses by 2019 in the rural areas under the Prime Minister Awas Scheme.
- In India – Pipes & Fitting Market approx. Rs. 30,000 Cr..



- The Government targets to build approx. 67 lacs urban toilets by October 2019 under Swachh Bharat Mission.
- In the recent budget, Pradhan Mantri Awas Yojana (PMAY) has received allocation of Rs. 25,853 Cr.
- Government programs like PMKSY, PMAY-U, PMAY-G and AMRUT & Smart City are supportive to the industry.
- Under AMRUT, Smart City Development, HRIDAY – Total 482 Cities with population above one lacs have been identified, Availability of tap with assured water supply and sewerage connection in every house.
- Real Assets sector market size is expected to contribute 13% of the country's GDP by 2025. Expected to touch Rs. 12.6 Lacs Crore in 2020

- Under Pradhan Mantri Gram Sadak Yojana, government has allocated Rs. 19000 Cr. For 2019-20
- Construction of rural road has been tripled under Pradhan Mantri Gram Sadak Yojana.
- Budget allocation to highways increase to nearly Rs. 83000 Cr.
- Government has announced development of 1 lacs villages into digital villages over the next 5 years.
- In Interim budget, government apportioned a mammoth budgetary support of Approx. Rs. 4.56 Lacs Cr for infrastructure for FY 2019-20. This includes roadways, railways, shipping and aviation.

THANK **YOU**

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