



INVESTOR PRESENTATION
November 2019



**ASTRAL, WHERE
INNOVATION FLOWS**

OPERATING IN THREE HIGH GROWTH BUSINESS CATEGORIES



PIPING

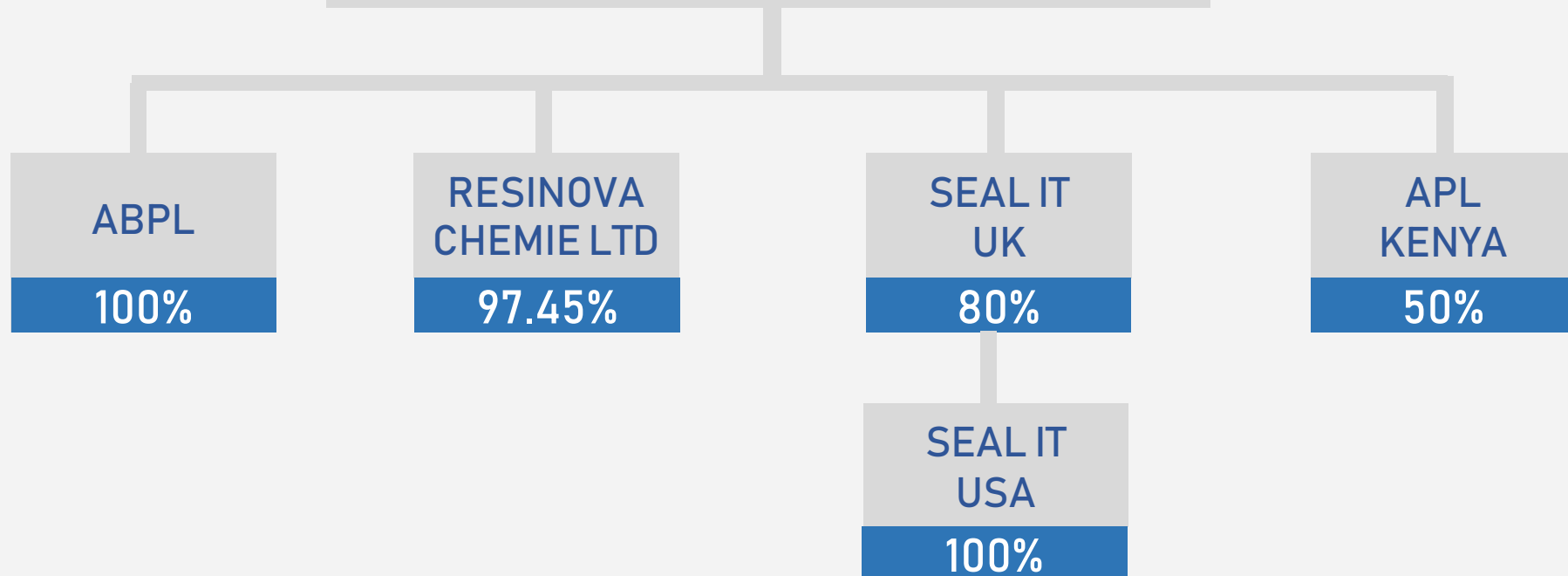


ADHESIVES
& SEALANTS



INFRASTRUCTURE
PRODUCTS

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



BRAND ASTRAL HAS EARNED REPUTATION OF PERFORMANCE AND RELIABILITY



**FORTUNE INDIA
500 COMPANY**



**THE MOST TRUSTED
PIPE BRAND 2019**



**CONSUMER VALIDATED
SUPERBRANDS INDIA 2019**

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

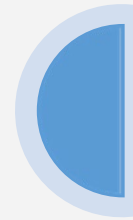
Ancillary

Infrastructure

DWC Piping

Ducting

Telerex



ADHESIVES

Epoxy Adhesives & Putty

Silicone Sealants

Construction Chemicals

PVA

Cyanoacrylate

Solvent Cements

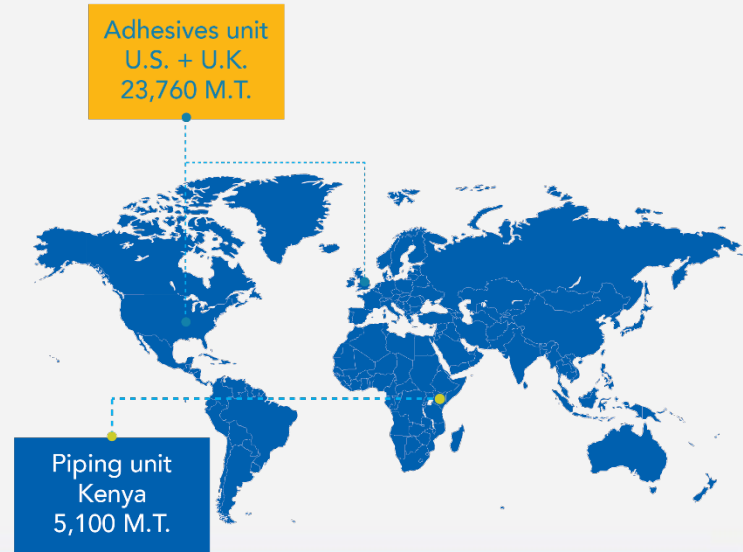
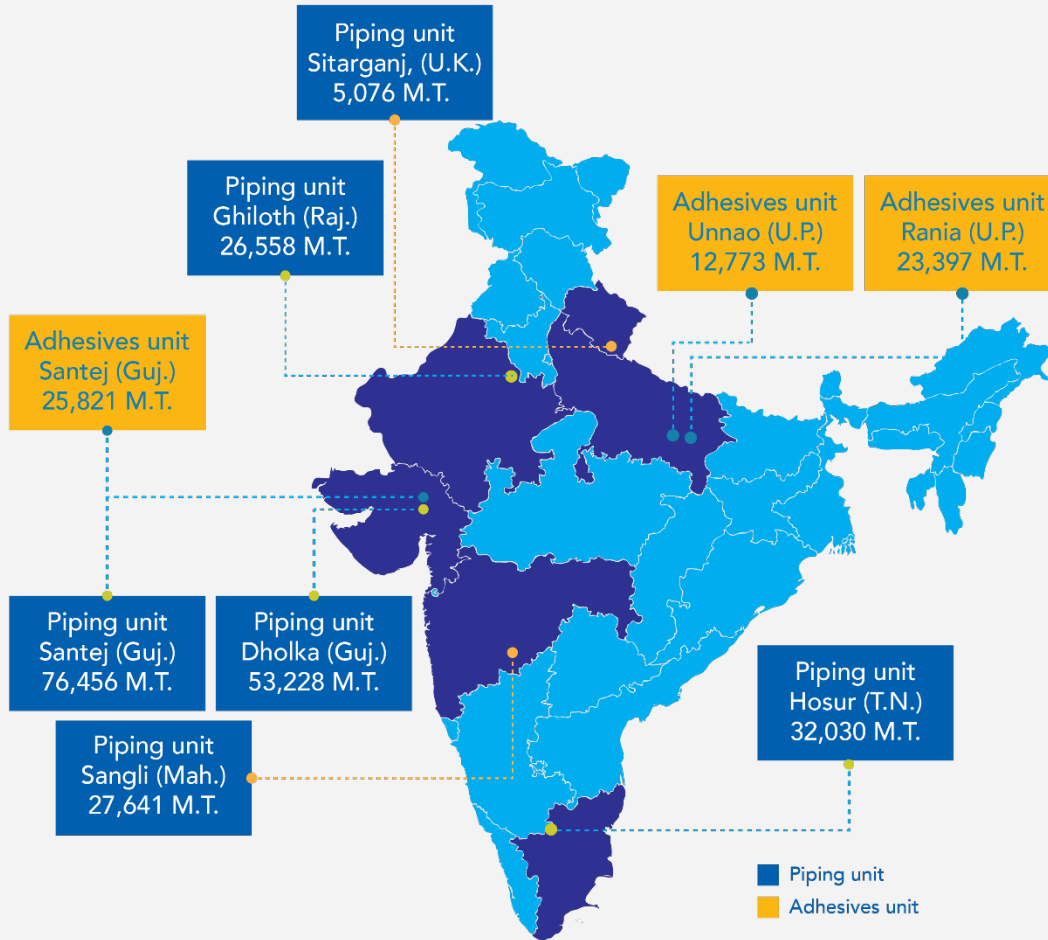
Tapes

Polymeric Filling Compound

Anaerobic Adhesives

Industrial Adhesives

ASTRAL - 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



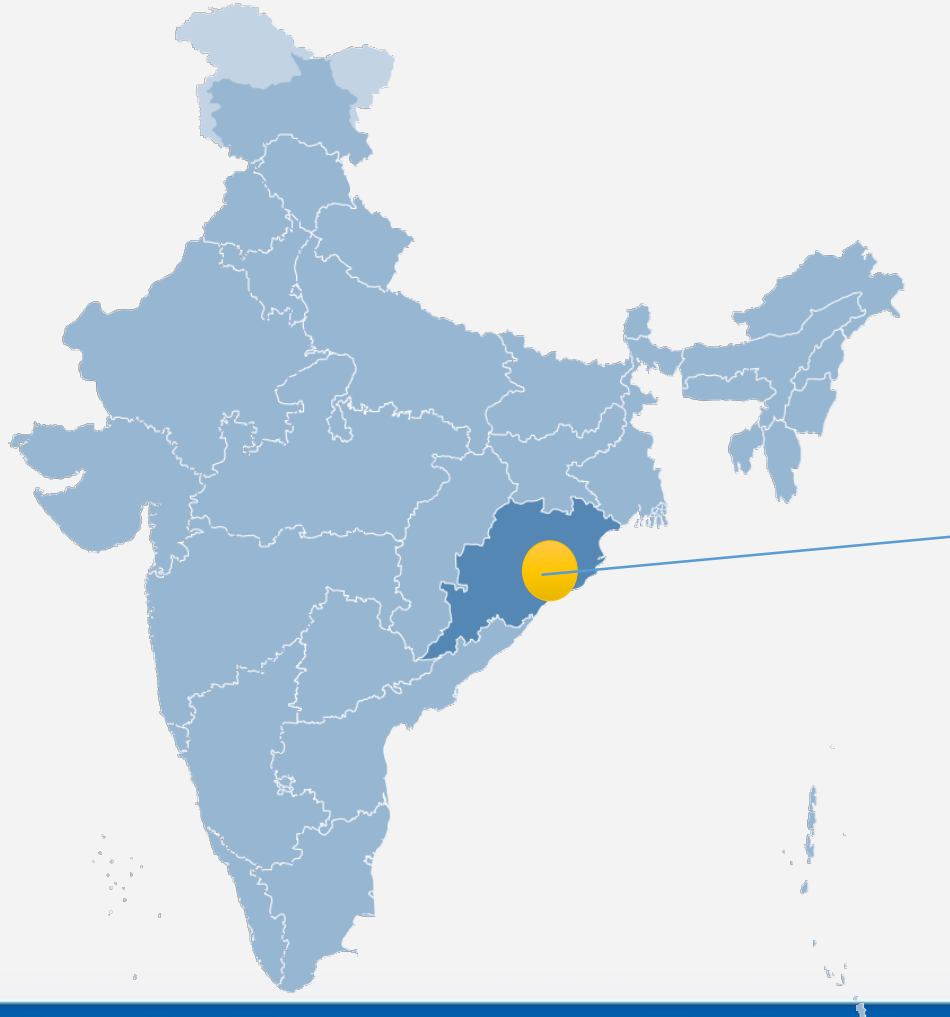
NEW HOSUR PLANT & DEPOT (TAMILNADU)



Additional capacity – now operational from FY19 Q2 which further strengthens company's presence in South India



COMING SOON – PLANT IN EAST INDIA



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.

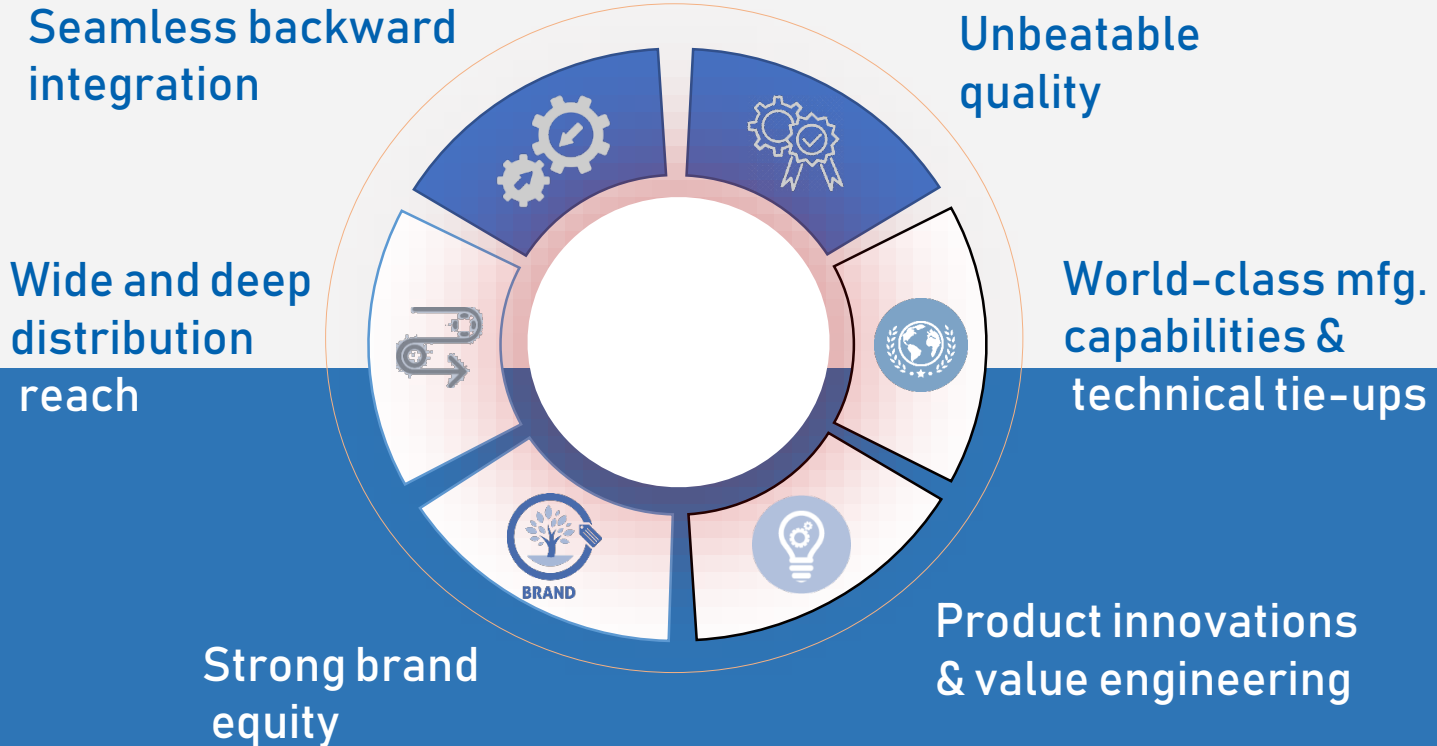
**NEW PLANT COMING UP
AT BHUBANESHWAR,
ODISHA, TO CATER TO
NORTH EAST MARKETS**



DEPOTS AND OFFICES, PIPING AND ADHESIVES

- | | |
|---------------------------|------------------------------|
| ■ Piping-Plants | ■ Adhesives-Plants |
| ● Piping-Depots | ▲ Adhesives-Depots |
| ● Piping-Corporate Office | ▲ Adhesives-Corporate Office |
| ● Piping-Branch Offices | ▲ Adhesives-Branch Offices |

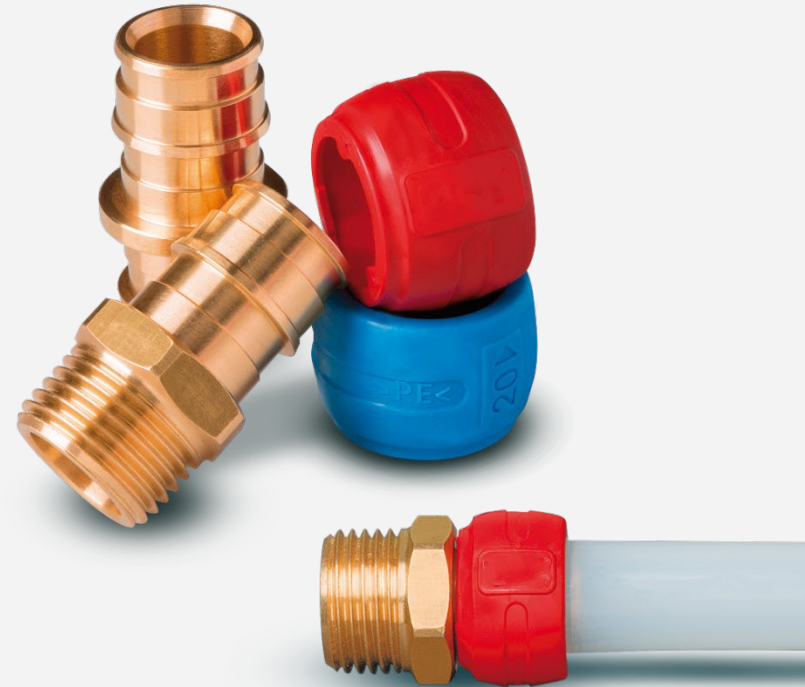
CORE COMPETENCES, ADVANTAGE ASTRAL



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**



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

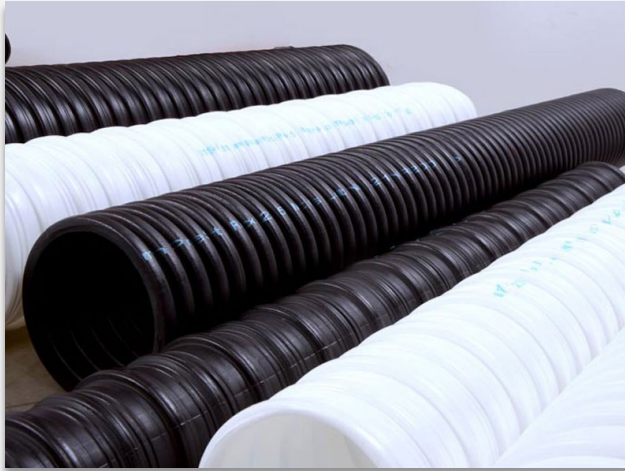
UNIQUE DRAIN BELT FOR DRAINING
OF EXCESSIVE SOIL WATER



INFRASTRUCTURE PRODUCTS

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



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**

**1ST TO
INTRODUCE
CPVC
IN INDIA**

**ASTRAL
CPVC^{PRO}**
**THE CHOICE OF
PROFESSIONALS**
FOR HOT & COLD WATER PLUMBING.



**HIGHEST
NUMBER OF
APPROVALS***

**WIDEST RANGE
96 TO 12 INCHES**

**CAN
WITHSTAND
TEMPERATURE
UP TO
93°C**

**NSF
APPROVED
COMPONENT
FOR CPVC PRO**

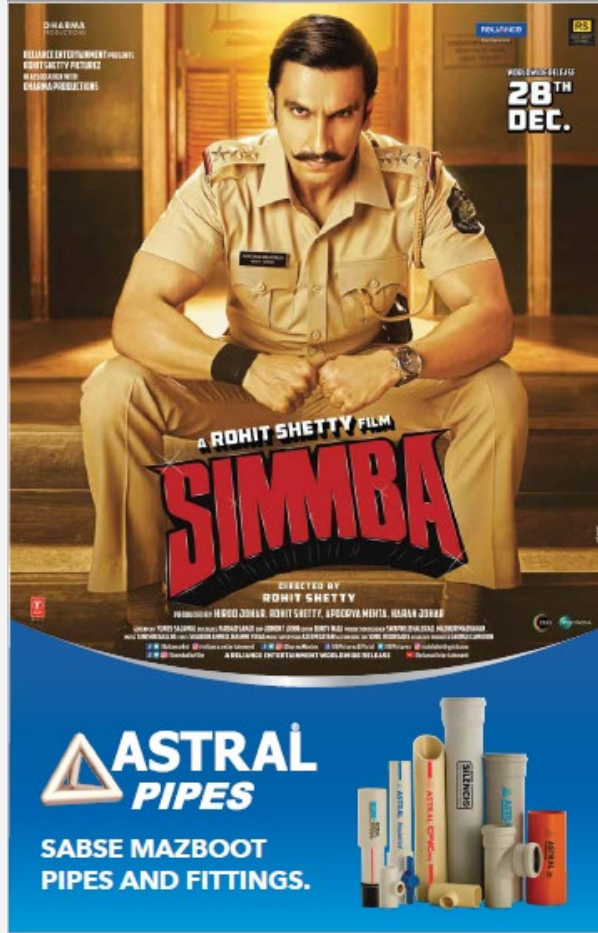
**MANUFACTURING
CAPACITY
48000
MT
per annum**

**MANUFACTURED AT
4
LOCATIONS
ACROSS INDIA**

astralpipes.com

*Only those products bearing the UPC (P) / NSF mark are listed / certified.

BRANDING AND COMMUNICATION



Movie poster for **SIMMBA**, a Rohit Shetty film. The poster features Akshay Kumar in a police uniform, sitting on a bench. The text on the poster includes "A ROHIT SHETTY FILM", "SIMMBA", "DIRECTED BY ROHIT SHETTY", "PRODUCED BY RAGU JONAG, ROHIT SHETTY, APARNA MEHTA, HANAN JONAG", and "ASTRAL PIPES SABSE MAZBOOT PIPES AND FITTINGS." The poster also mentions "28TH DEC." and "WORLDWIDE RELEASE".



ASTRAL PIPES
INDIA'S MOST TRUSTED PIPING BRAND
1800 233 7957 | www.astralpipes.com



ASTRAL PIPES ADHESIVES
PEX-3 PRO
ASTRAL PEX-3 PRO
Cold Water Plumbing System
ENTER
Hall no.: 3, St

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

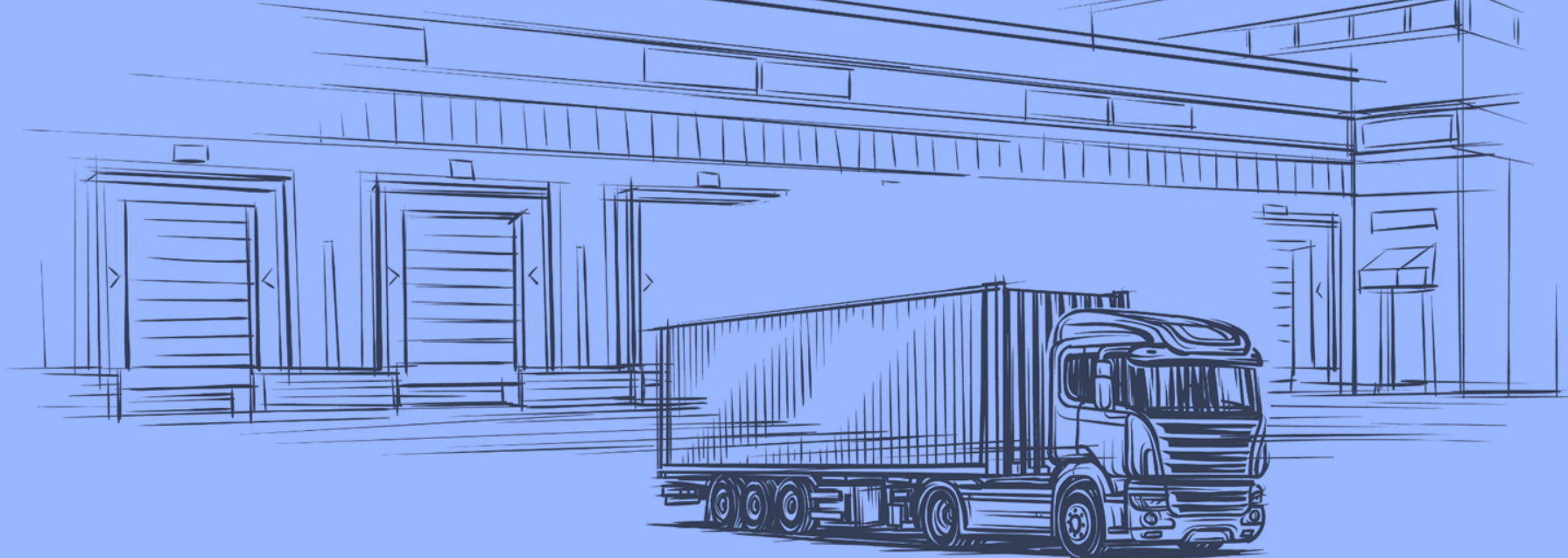
PRINCIPAL SPONSOR OF

ASTRAL ADHESIVES
JODEIN EKDUM SOLID

KAL TODA
THA...

AAJ JODA
HAI.

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



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

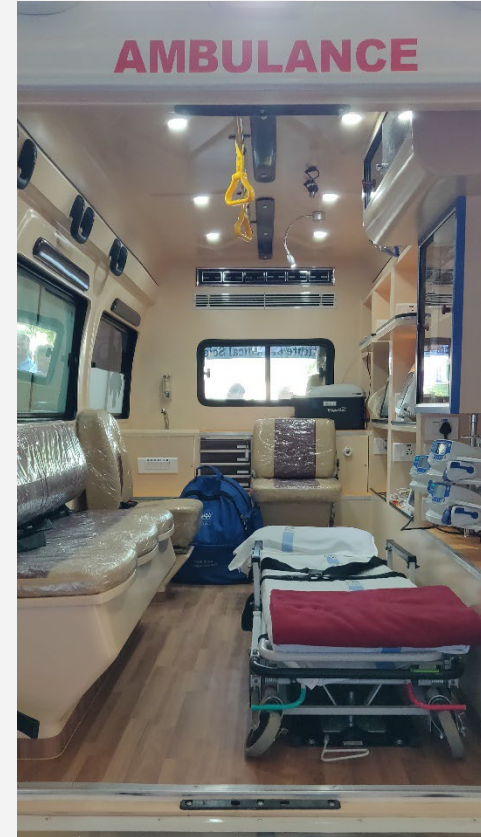


SUPPORTED AN NGO FOR DOING
ANTI-DRUGS CAMPAIGN
THROUGHOUT THE CITY OF
AHMEDABAD

CORPORATE SOCIAL RESPONSIBILITY



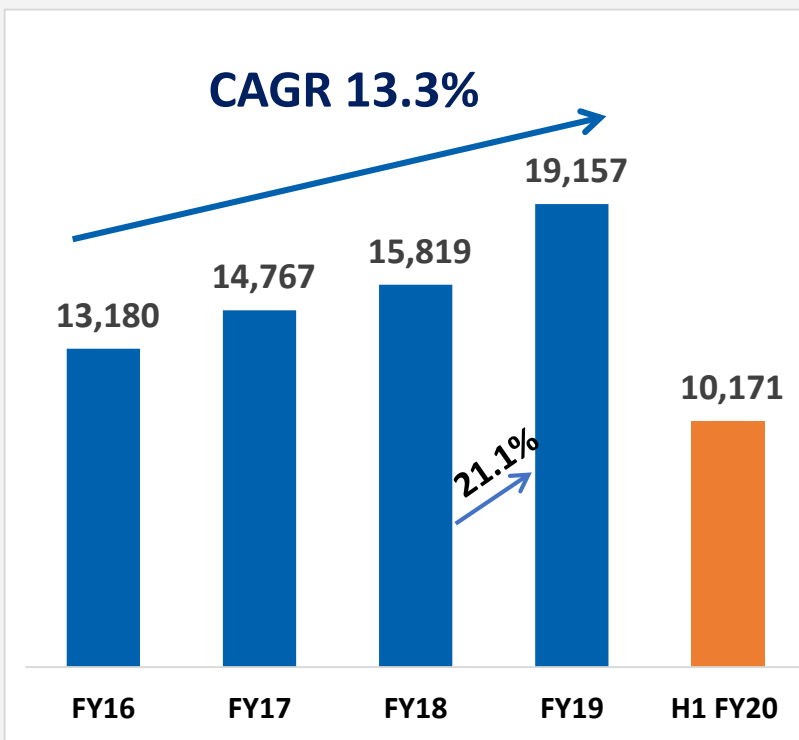
Donated State-of-the-art ICU on
wheels to CIMS Hospital,
Ahmedabad.



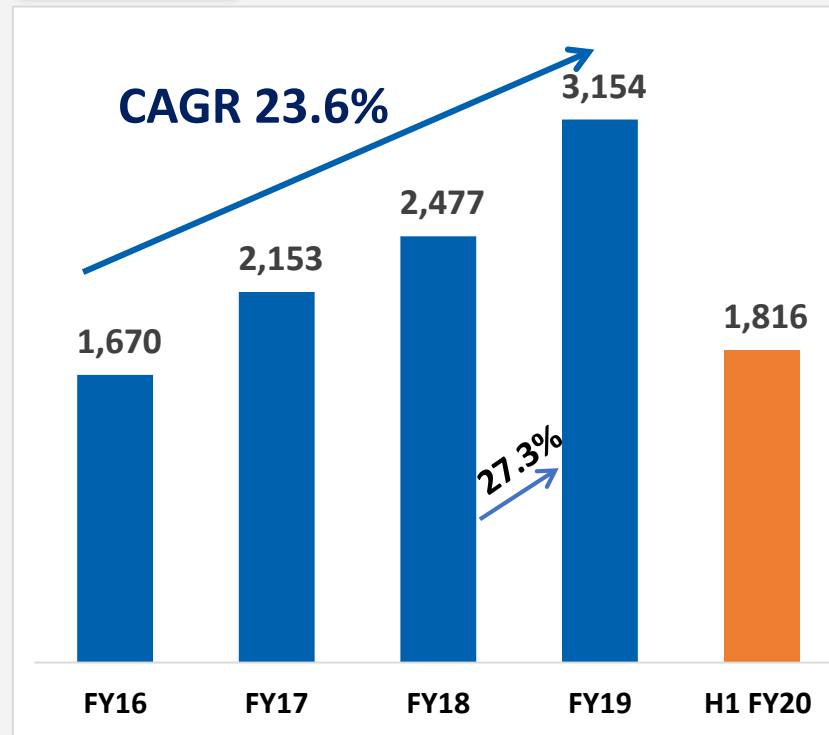
FINANCIAL HIGHLIGHTS

PIPING BUSINESS (INR MN.)

NET REVENUE



EBIDTA

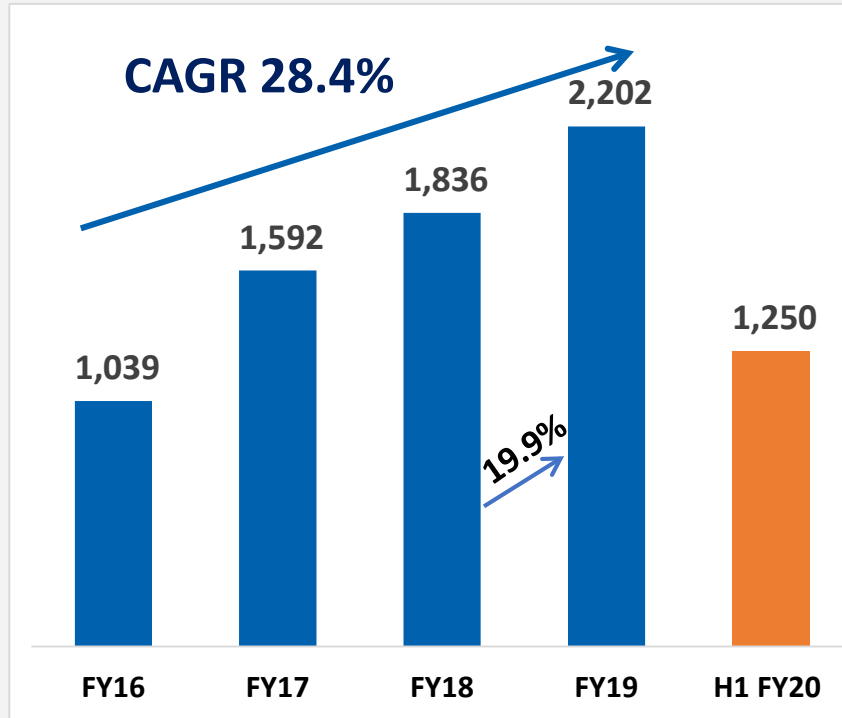


Sales of FY 18 is regrouped in compliance with Ind AS 115.

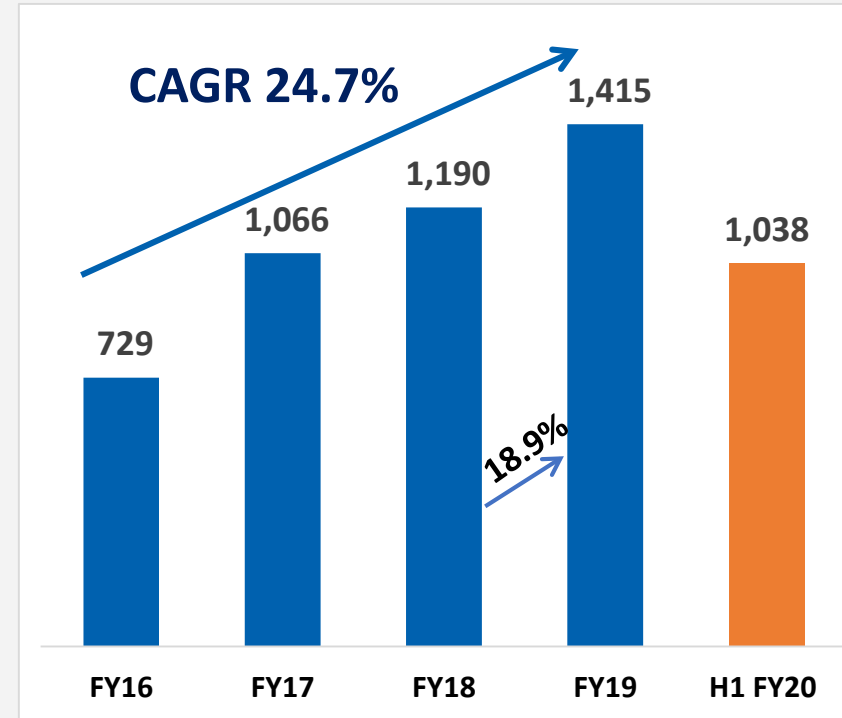
During the year 18-19, Rex Poly extrusion is amalgamated with the company w.e.f. July 10, 2018.

PIPING BUSINESS (INR MN.)

PBT (BEFORE EXCEPTIONAL ITEM)



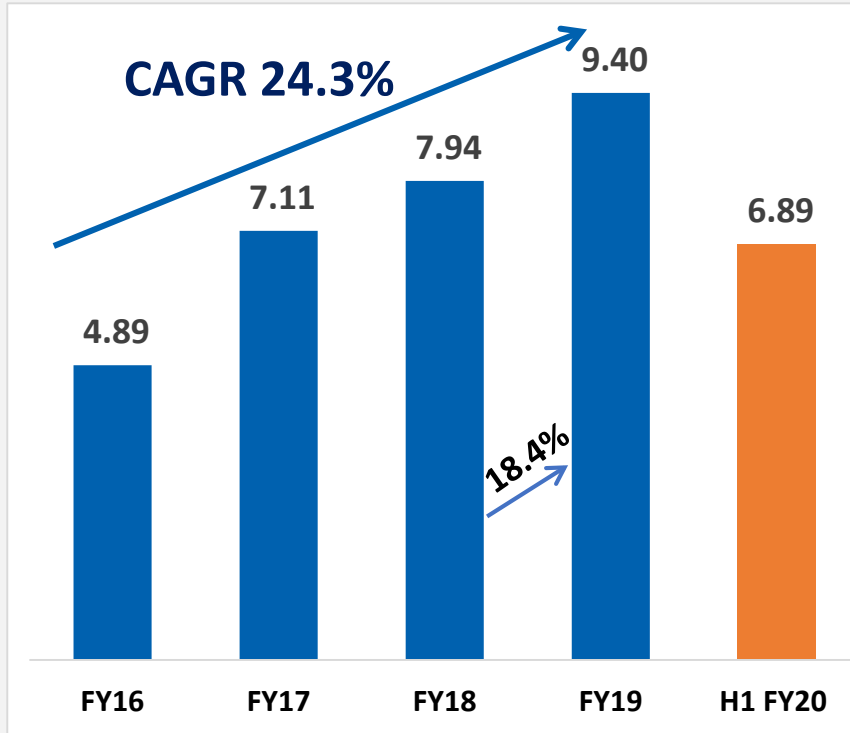
PAT



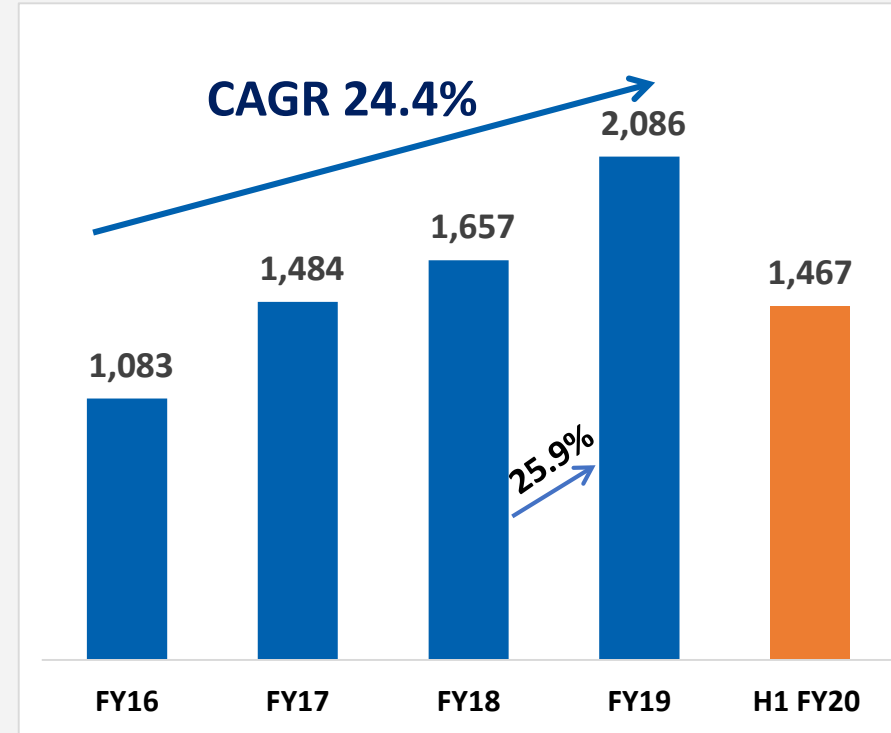
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PIPING BUSINESS (INR MN. EXCEPT EPS)

EPS (IN INR)



CASH PROFIT



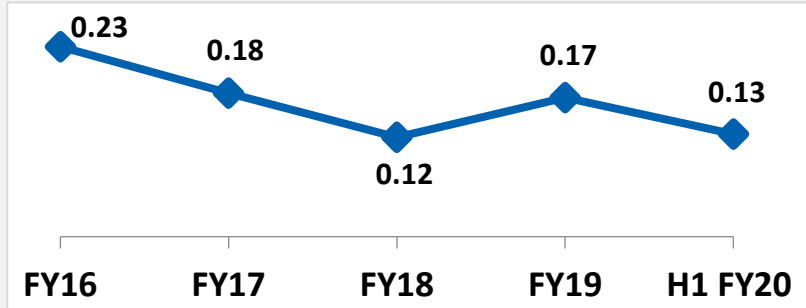
During the year 18-19, Rex Poly extrusion is amalgamated with the company w.e.f. July 10, 2018.

EPS for H1 FY20 is not annualised.

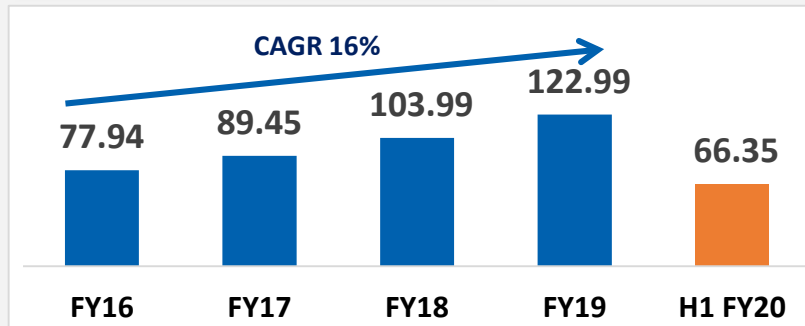
EPS for FY 16 to FY 19 have been adjusted for bonus shares issued in current period.

PIPING BUSINESS - RATIOS, CAPACITY & PRODUCTION

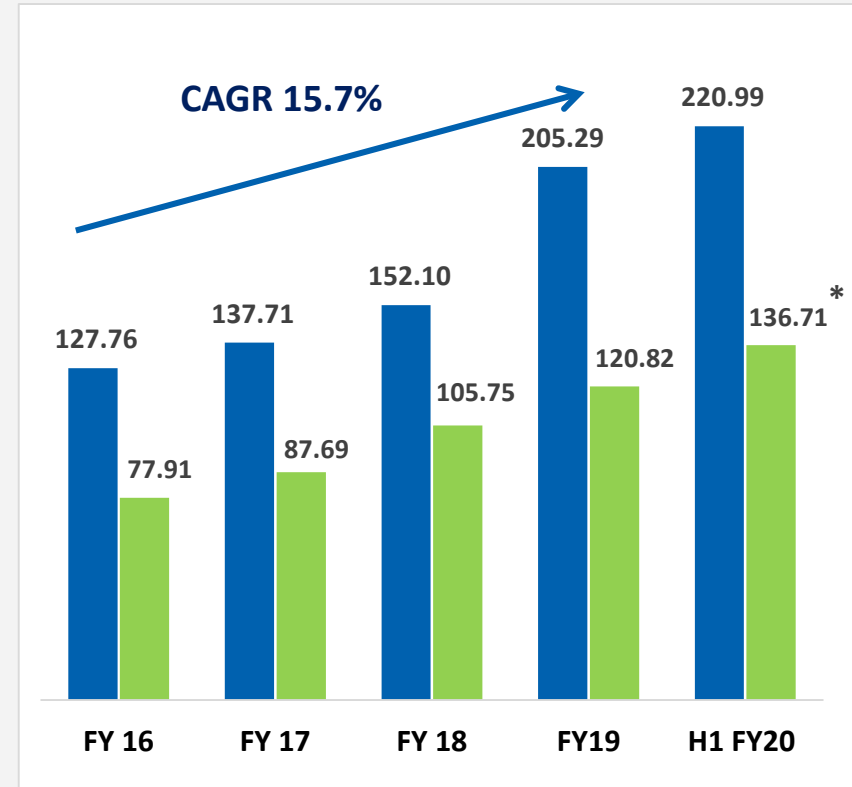
DEBT / EQUITY RATIO



SALES (IN '000 MT)



CAPACITY UTILIZATION (IN '000 MT)

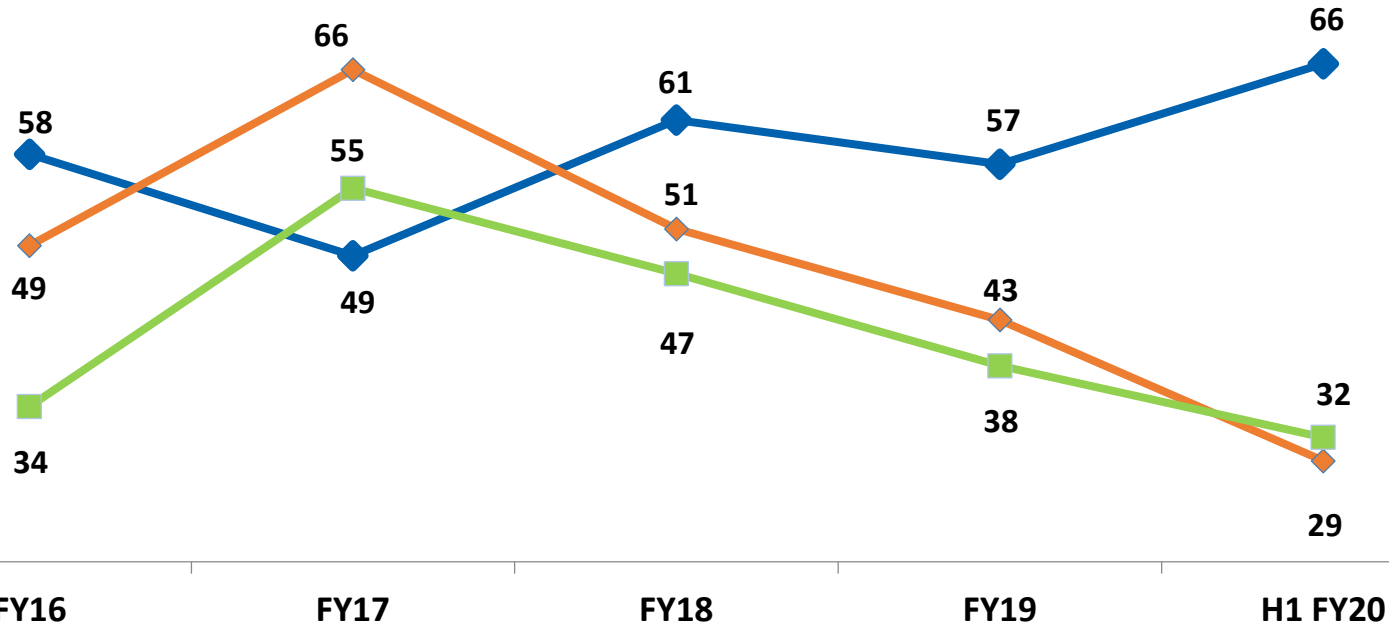


During the year 18-19, Rex Poly extrusion is amalgamated with the company w.e.f. July 10, 2018.

* Capacity utilization for H1 FY20 is annualized.

PIPING BUSINESS – WORKING CAPITAL DAYS

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



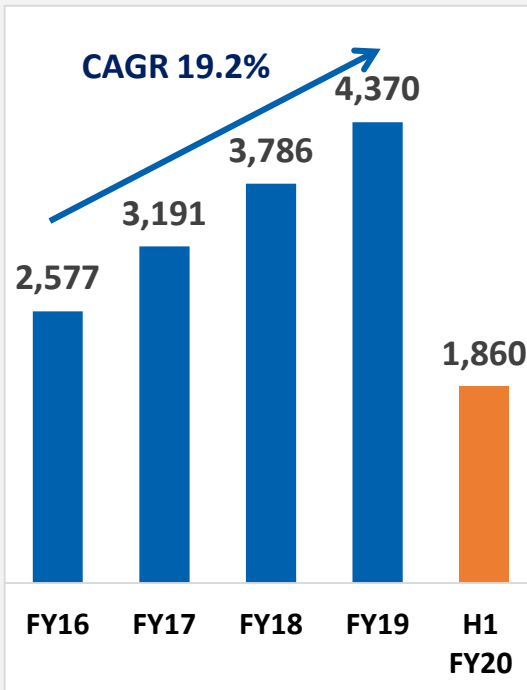
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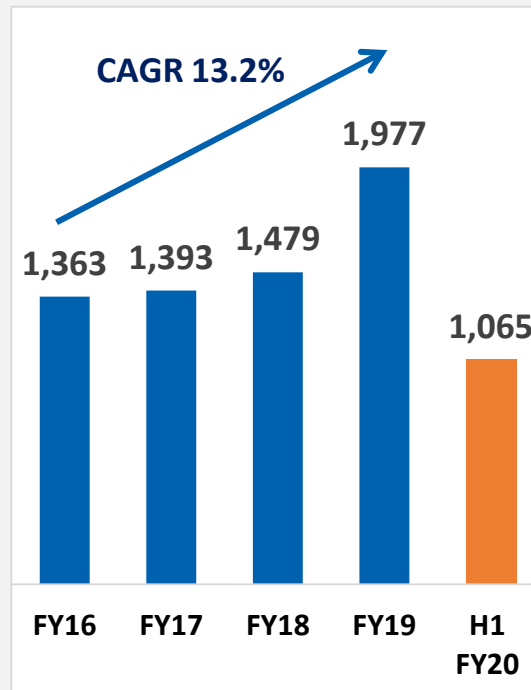
If we consider the full year sale of Rex, days for FY 19 are : Inventory – 43 days, Debtors - 32 days, Net working capital - 29 days.

ADHESIVES BUSINESS SUMMARY OF SUBSIDIARIES (INR MN.)

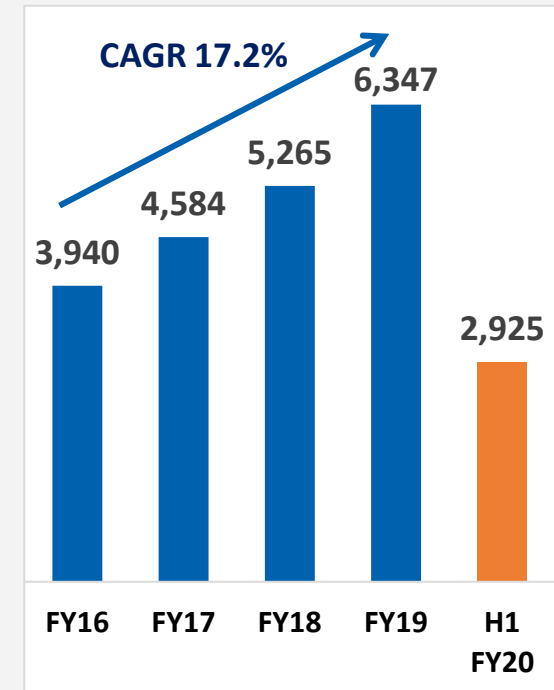
RESINOVA- NET REVENUE



SEAL IT – UK & USA NET REVENUE



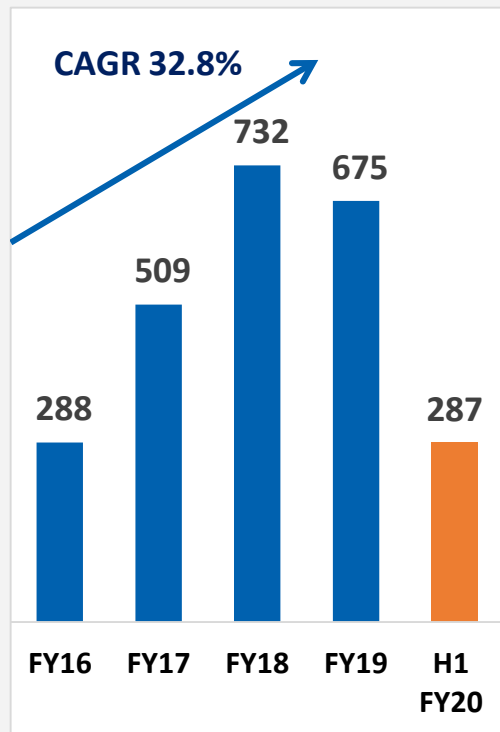
ADHESIVE TOTAL- NET REVENUE



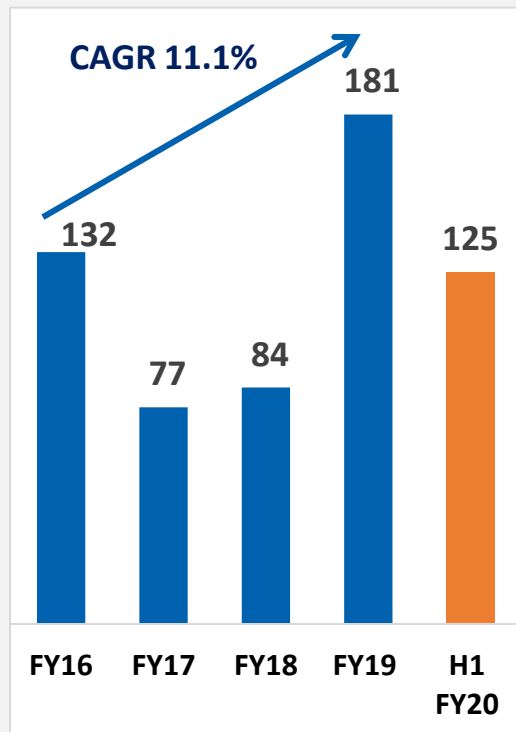
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ADHESIVES BUSINESS SUMMARY OF SUBSIDIARIES (INR MN.)

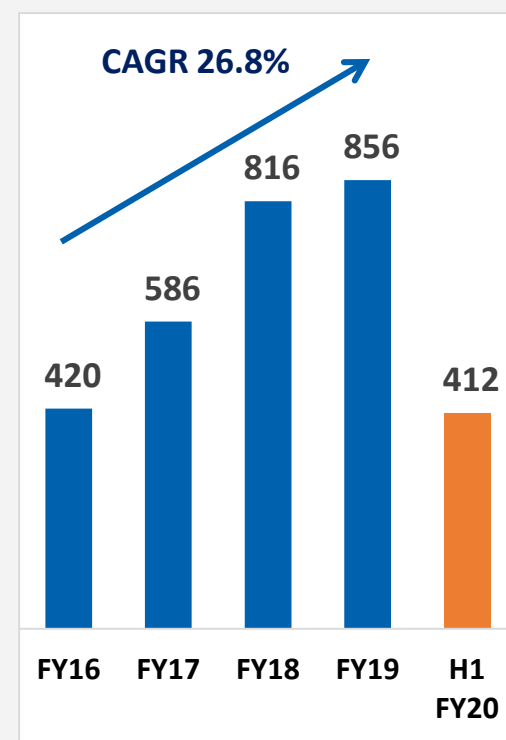
RESINOVA- EBIDTA



SEAL IT – UK & USA EBIDTA

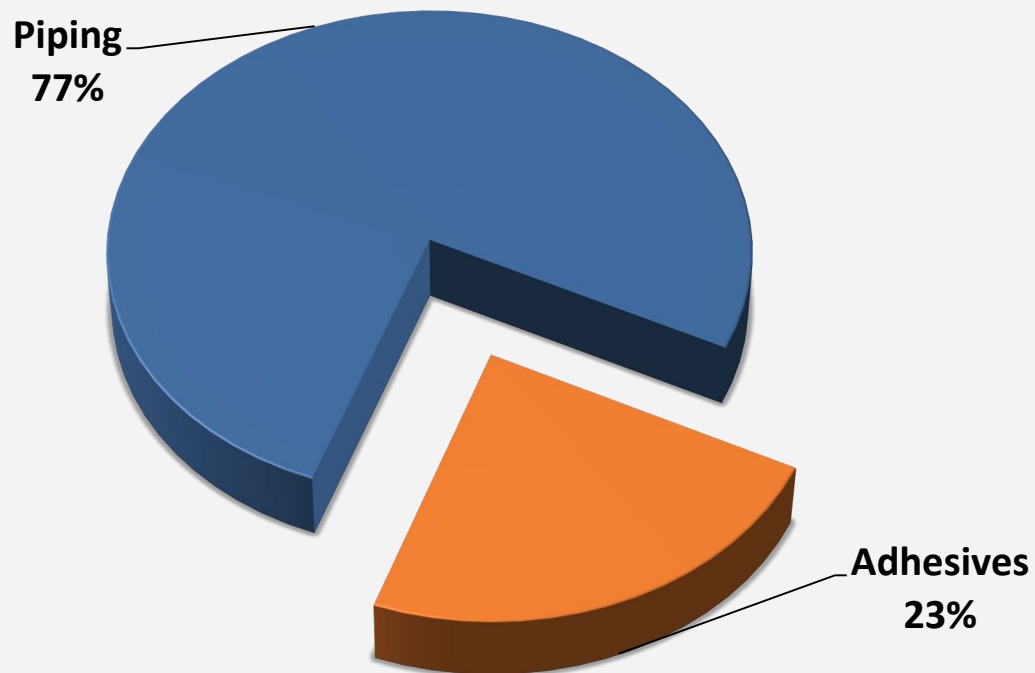


ADHESIVE TOTAL- EBIDTA

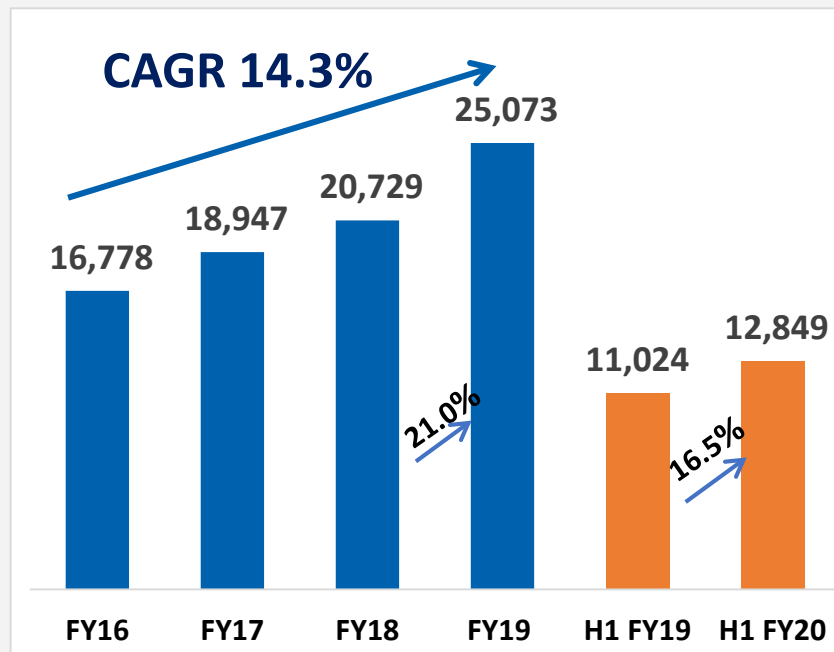


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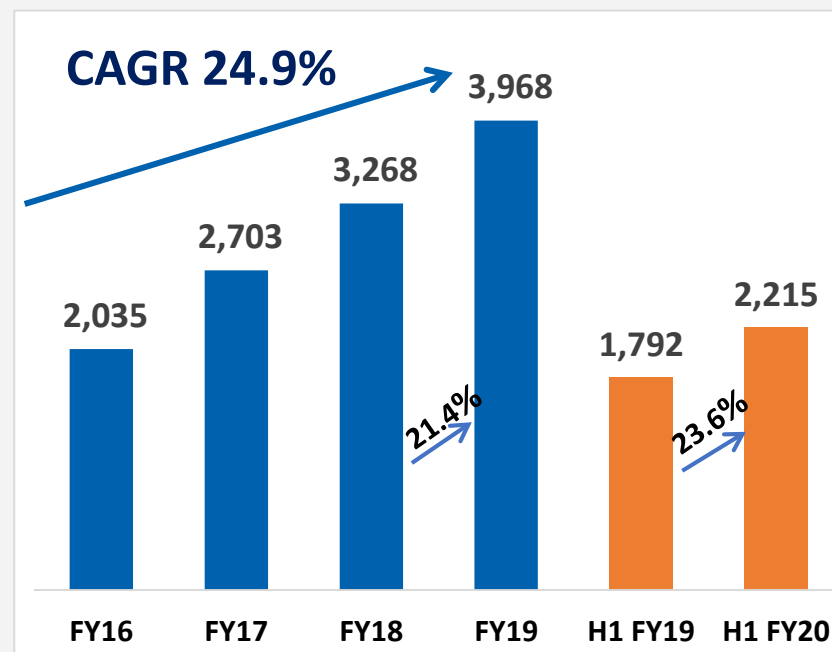
GROUP REVENUE BREAKUP – H1 FY19-20



NET REVENUE



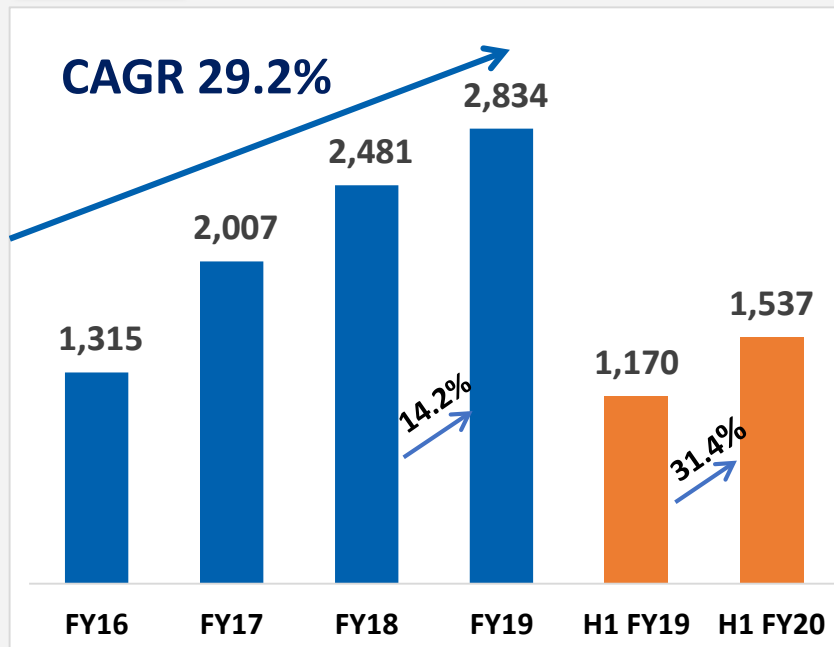
EBIDTA



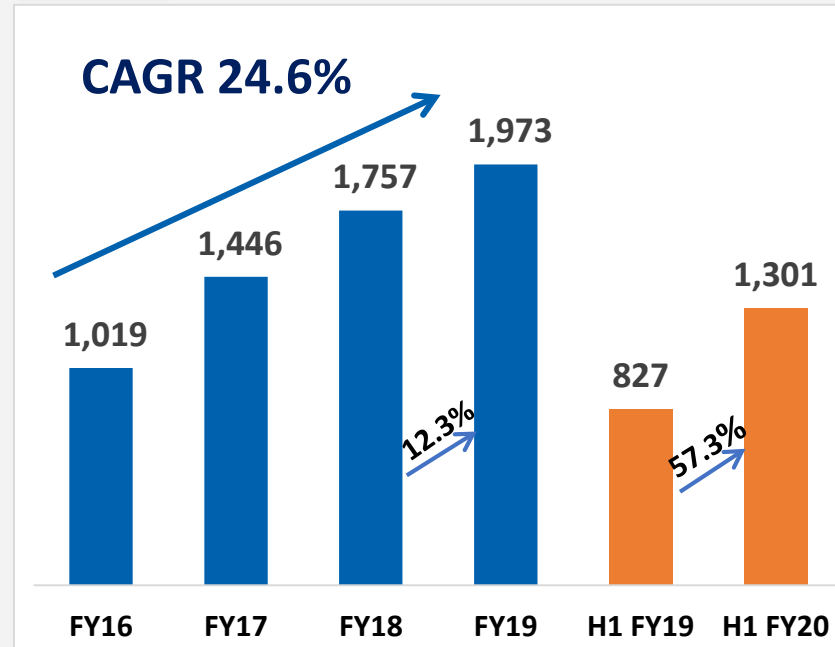
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CONSOLIDATED (INR MN.)

PBT

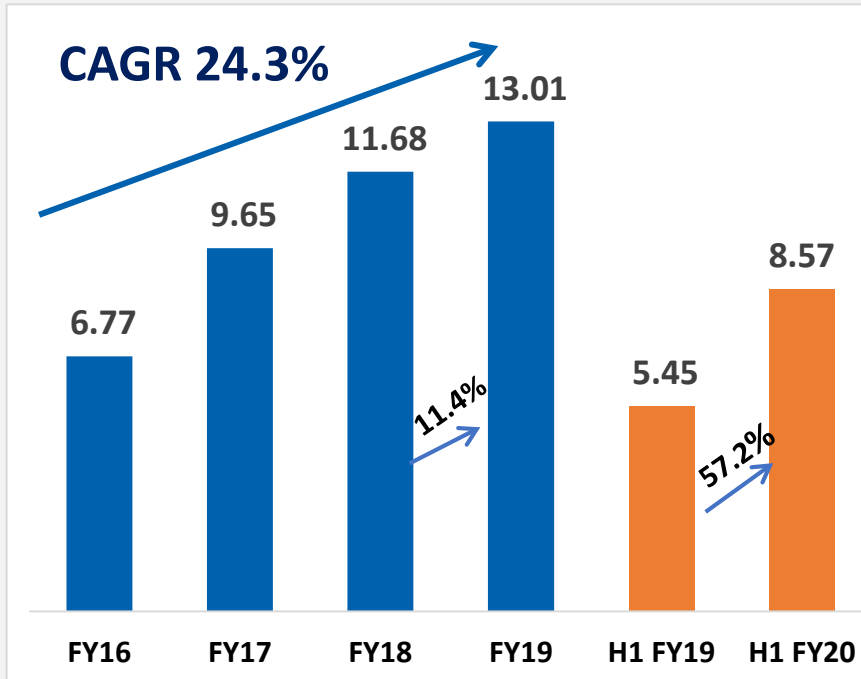


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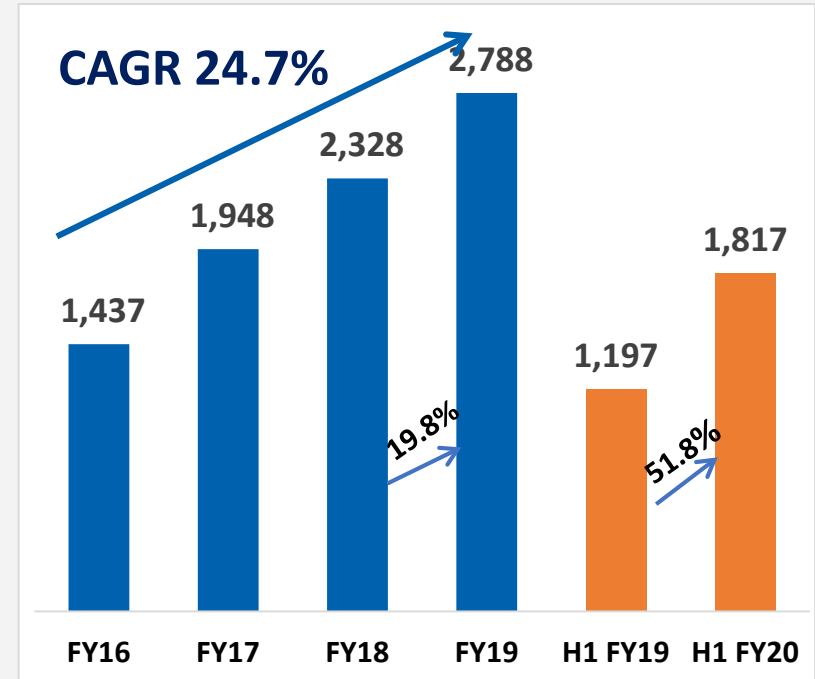


CONSOLIDATED (INR MN. EXCEPT EPS)

EPS



CASH PROFIT

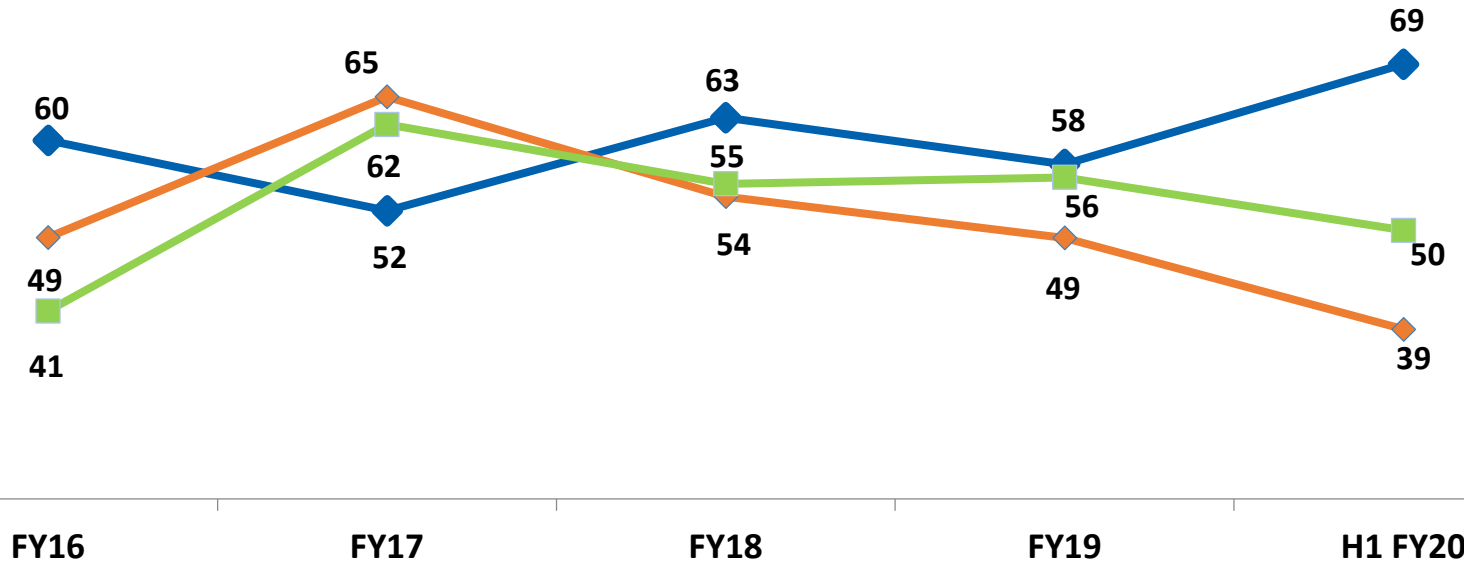


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GROUP WORKING CAPITAL DAYS

◆ 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.

- 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..

- 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 indentified, Availability of tap with assured water supply and sewerage connection in very 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.
- Jal Jeevan mission aims to achieve “Har Ghar Jal” by 2024.
- “Nal Se Jal” scheme to provide pipe water to every rural house by 2024.

- 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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