



ASTRAL[®]
where INNOVATION flows

OUR PHILOSOPHY – VISION



VISION



Be a truly global, high-performing organization delivering quality products and services to its customers and attain leadership position in industries we operate in.

The reason why we exist:

Striving For Innovation Led Leadership In The Global Infrastructure Solutions Space, Bringing Happiness To The Lives Of Customers, Partners, And Employees To Be A Preferred Choice Across Generations...

OUR PHILOSOPHY - VALUES



VALUES



SAFETY



- > Strive to prevent accidents, injuries, and illness at work
- > Provide products that meet the highest safety standards

EXCELLENCE



- > Be trendsetters in the industry by delivering exceptional performance
- > Deliver quality products and services to our customers.

INTEGRITY



- > Be honest, fair, and do the right thing in the right way
- > Operate in letter and spirit of the highest standards of corporate ethics.

TEAMWORK



- > Be unbiased and respect individual contributions that stem from their diverse backgrounds
- > Provide products that meet the highest safety standards

EQUITABILITY



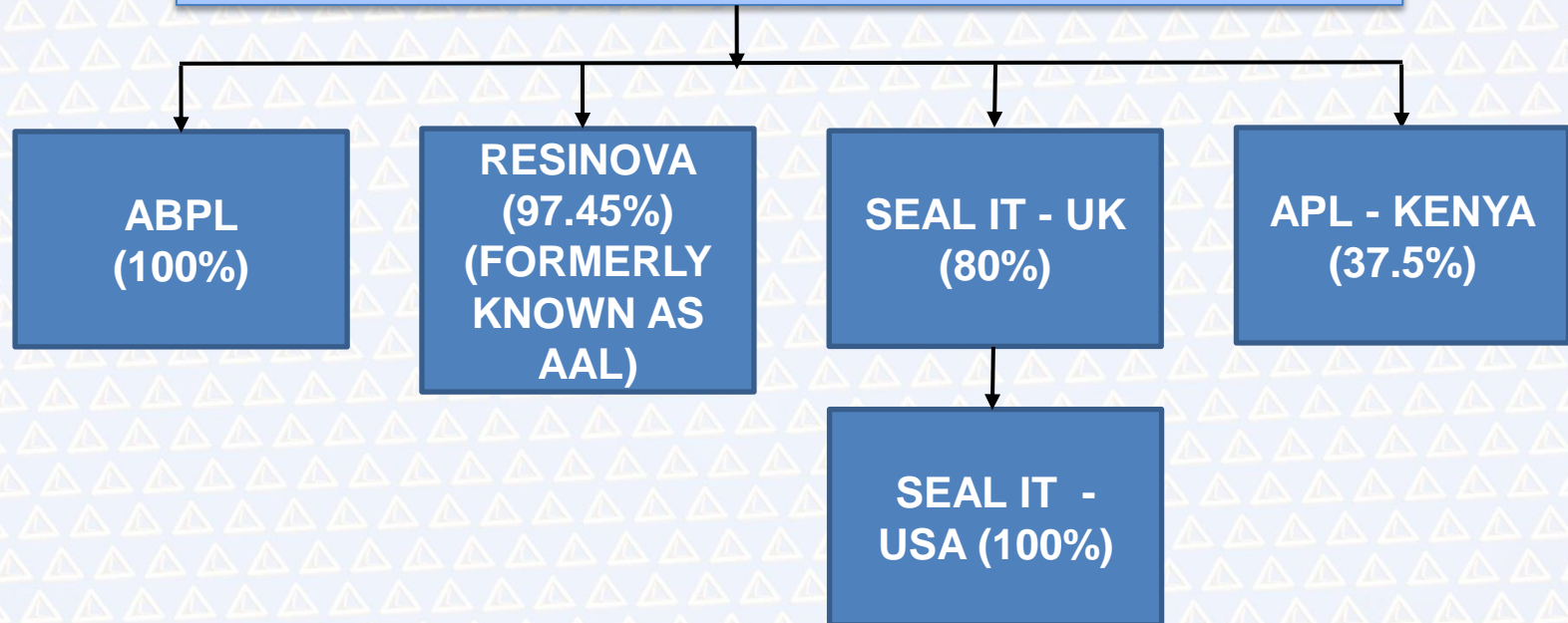
- > Unleash hidden potential of employees by promoting a culture of teamwork across the organization.
- > Provide products that meet the highest safety standards.



ABOUT ASTRAL FAMILY



ASTRAL POLY TECHNIK LIMITED



GAME CHANGER



Established in 1996 and pioneer in CPVC pipes in India

1st to receive
license for CPVC
piping system
for India

Corp Excel-
National SME
Excellence
Award

1st to launch
Lead Free uPVC
column pipes

Acquired major
stake in adhesive
and sealants
maker Seal It (UK-
based) and
Resinova Chemie
(Kanpur based)

Acquisition of
Silicon tape
business in USA

Launch our own
brands in CPVC

1999

2004

2006

2007

2012

2013

2014

2015

2016

1st to launch
Lead Free uPVC
piping system

1st to get NSF
Certification for
CPVC piping
system in India

1st to launch
CPVC - AL -
CPVC Bendable
Pipes

Value Creator
Award during
the 1st ever
Fortune India
Next 500

GLOBAL PARTNERS



PRODUCT CATEGORIES



PIPING



Plumbing



Industrial



Drainage



Fire Protection



Agriculture



Electrical Conduit

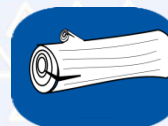


Ancillary

ADHESIVES



Construction



Wood Care



Maintenance



Automotive

GEOGRAPHICAL SPREADS - PIPES



Existing capacity in India – 127,962 MT



- 750+ Distributors
- 25,000+ Dealers across India

GEOGRAPHICAL SPREADS - ADHESIVES



Existing capacity in India – 31,739 MT

Existing capacity in UK – 20,895 MT



- 2,500+ Distributors
- 4,50,000+ Dealers across India

BRAND ASTRAL



THE ALL NEW
ASTRAL CPVC PRO
ADVANCED HOT AND COLD WATER PLUMBING SYSTEM

1st
TO INTRODUCE
CPVC IN INDIA



REWARDS & RECOGNITION



AMA OUTSTANDING
ENTREPRENEUR AWARD



ET ENTREPRENEUR OF THE
YEAR AWARD - FINALIST



INC. INDIA INNOVATIVE 100
FOR SMART INNOVATION



ET INSPIRING BUSINESS
LEADERS AWARD



MOST TRUSTED
BRAND BY TRA

GIVING BACK TO SOCIETY

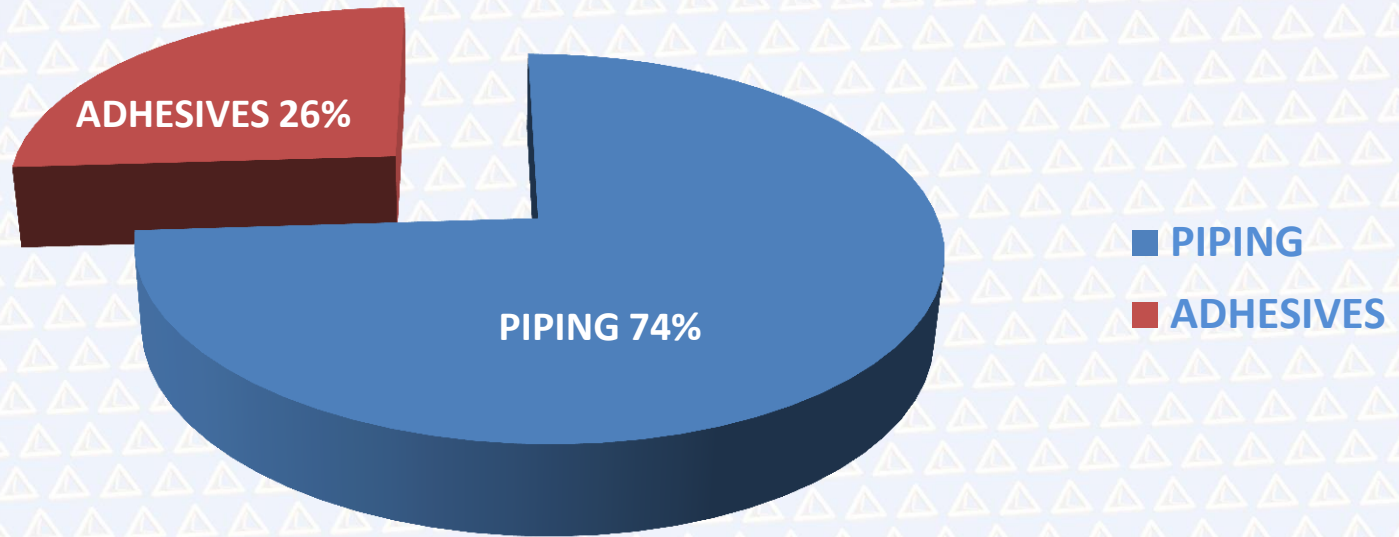


PROPOSED BUILDING

- Created a charitable trust – “ASTRAL CHARITABLE TRUST” to carry out various CSR activities, like;
 - Yoga for people of all ages
 - Day home for senior citizens where they can enjoy different type of activities
 - Spiritual activities for people of all ages
- Already spent more than INR 3.5 Cr. on various CSR activities

FACTS & FIGURES - FINANCIALS

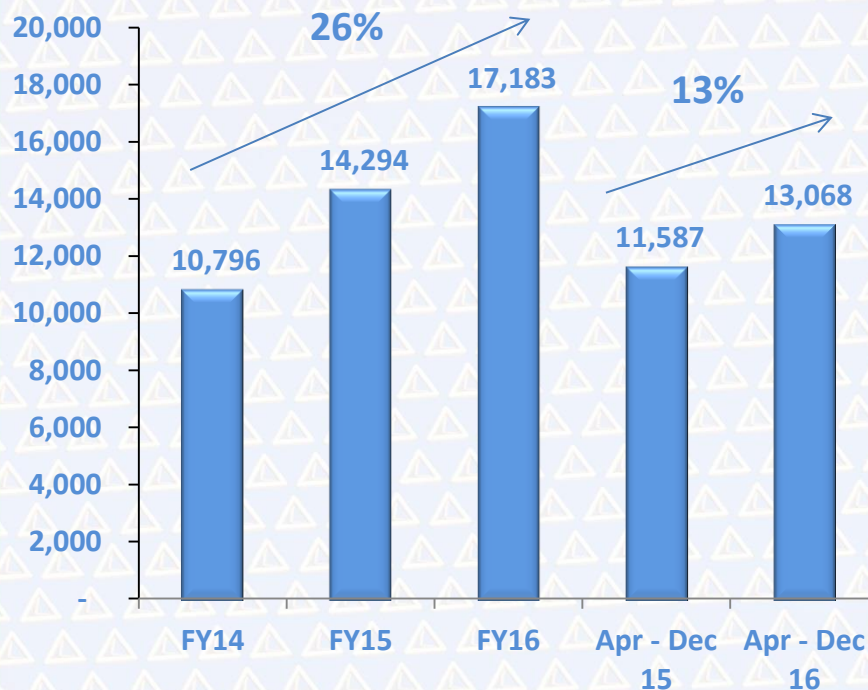
GROUP REVENUE BREAKUP (APR - DEC 16)



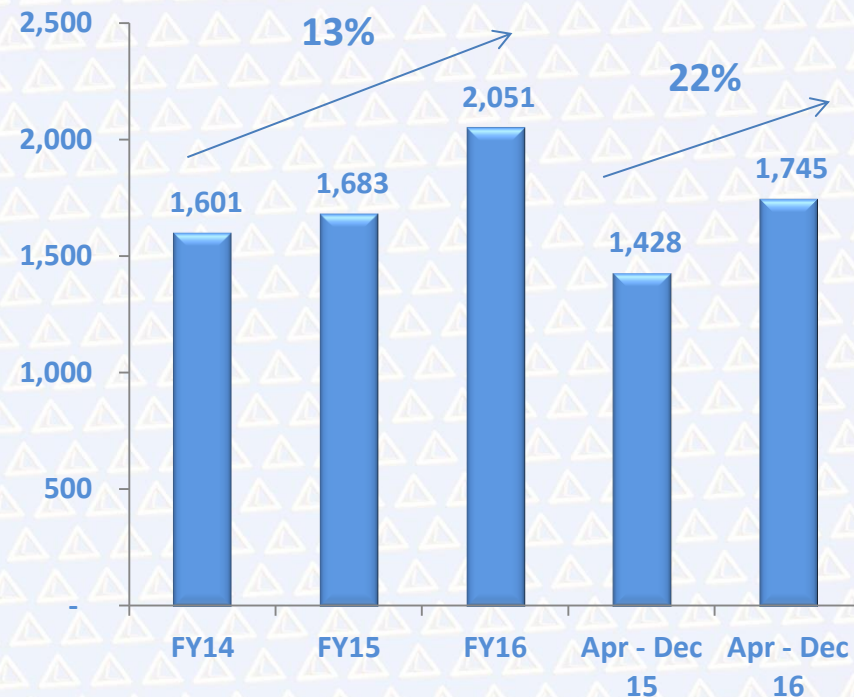
CONSOLIDATED (RS. MN.)



NET REVENUE

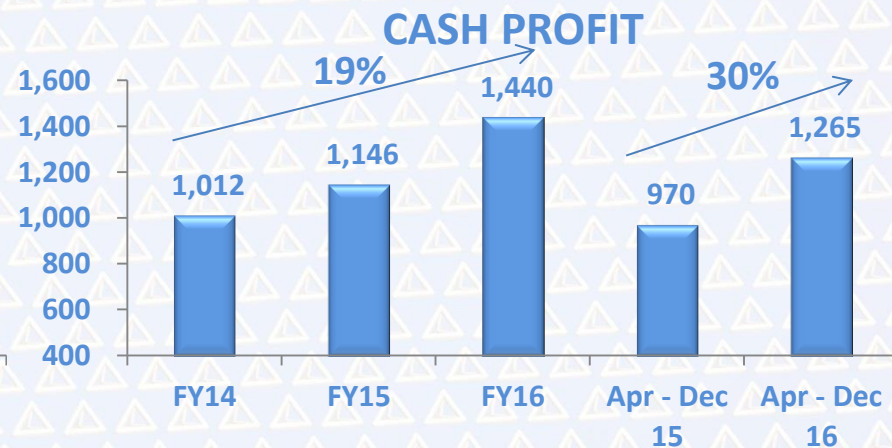
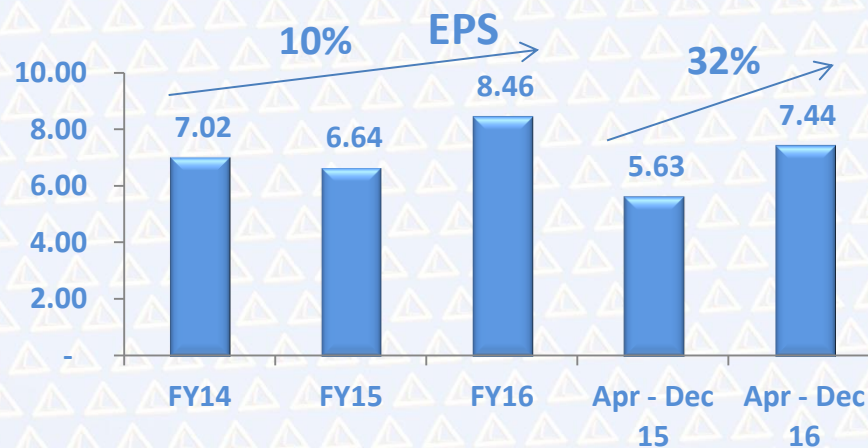
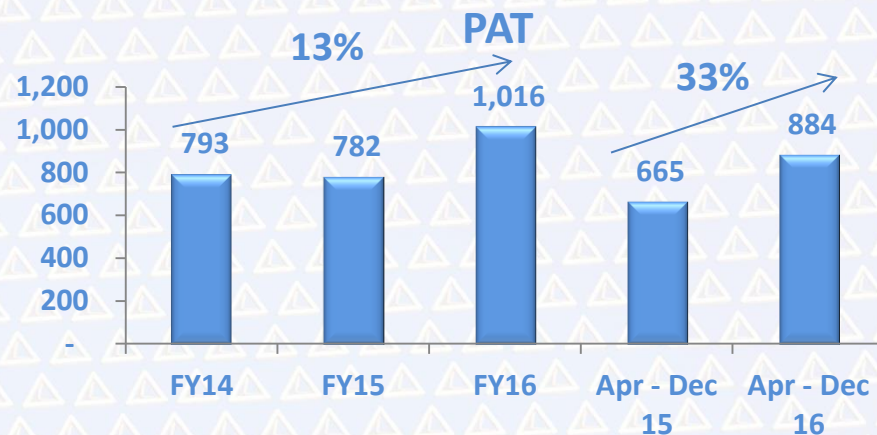
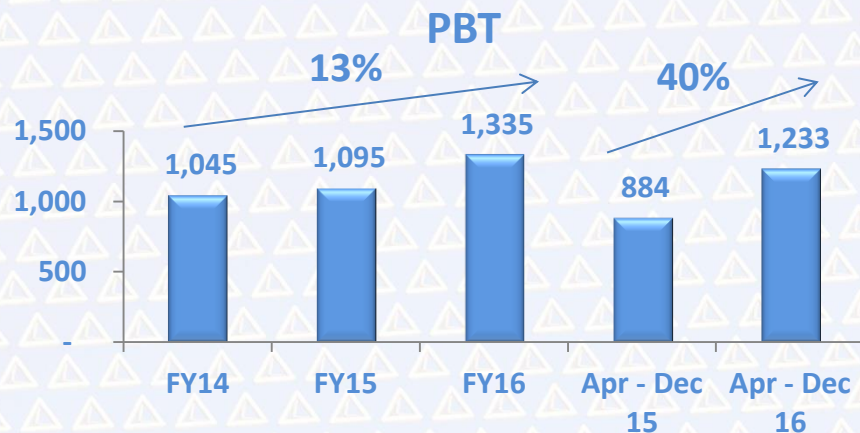


EBIDTA



- All figures for the period Apr – Dec are as per Ind AS
- Talented workforce of more than 1700 people

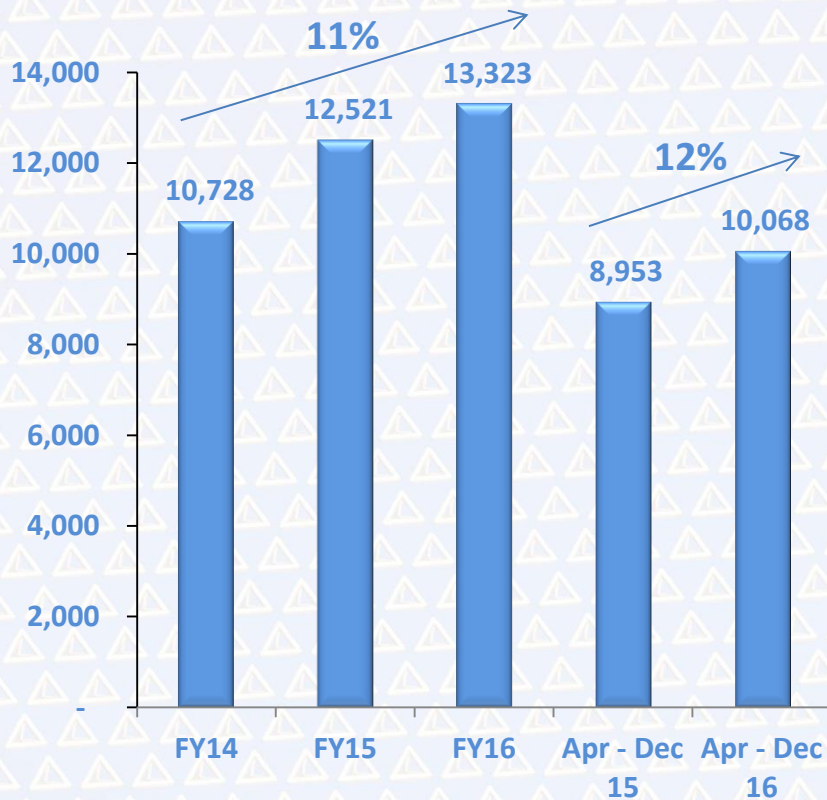
CONSOLIDATED (RS. MN. EXCEPT EPS)



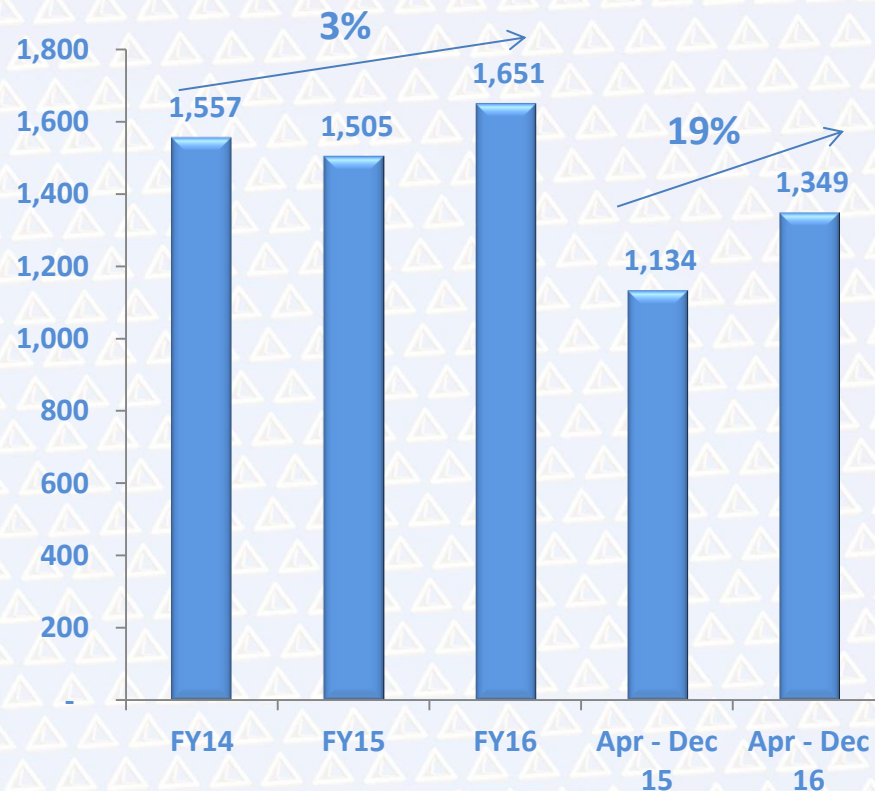
STANDALONE (RS. MN.)



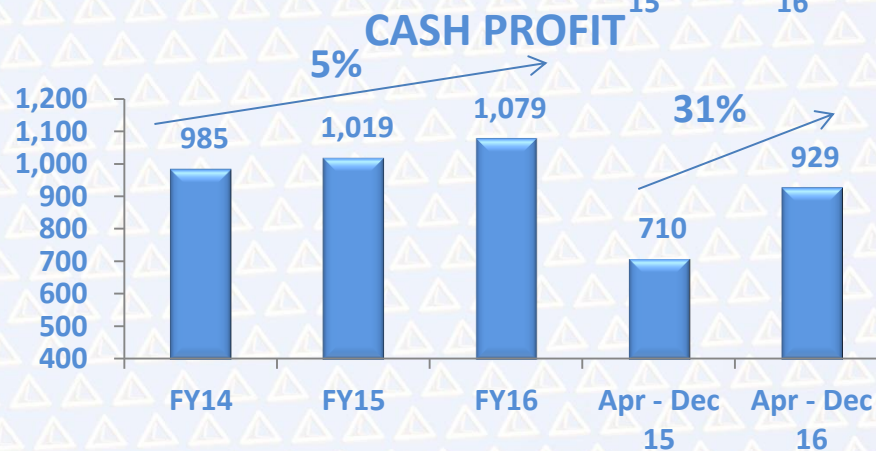
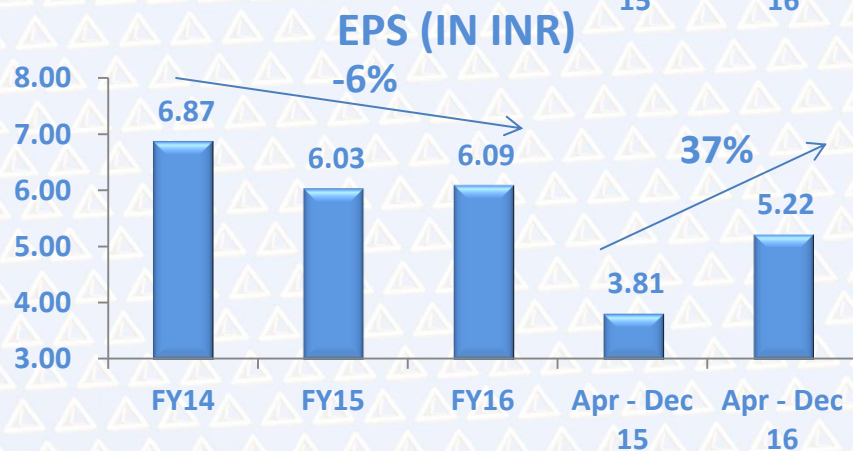
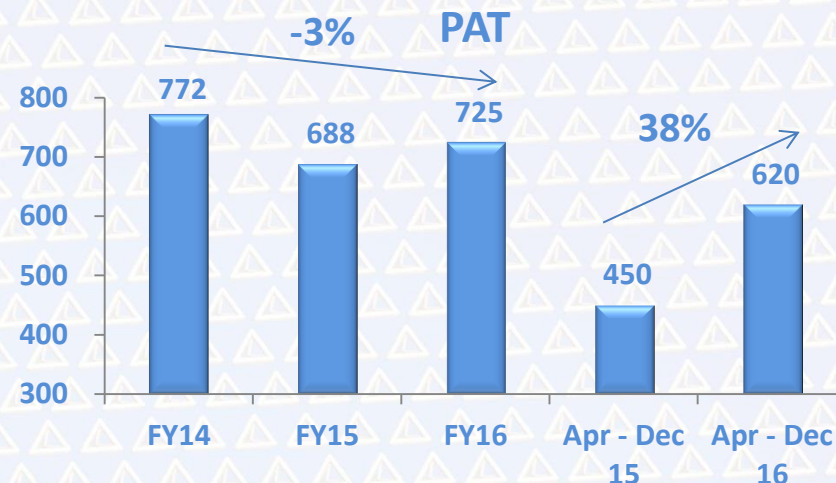
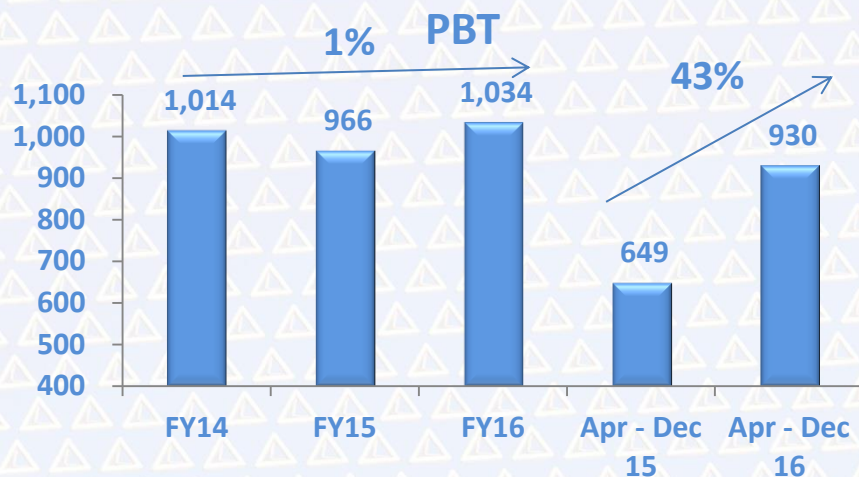
NET REVENUE



EBIDTA



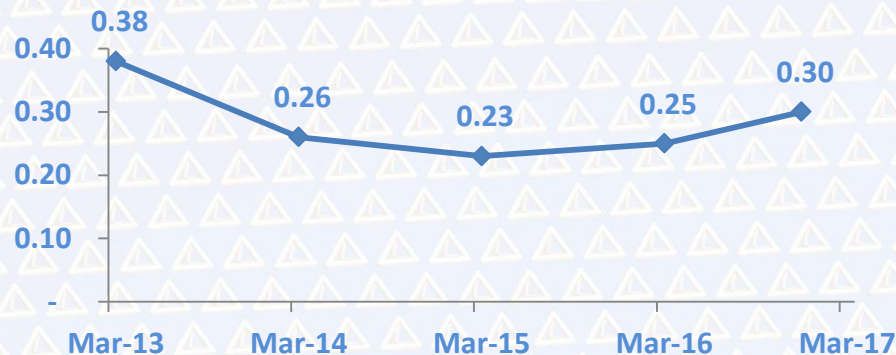
STANDALONE (RS. MN.)



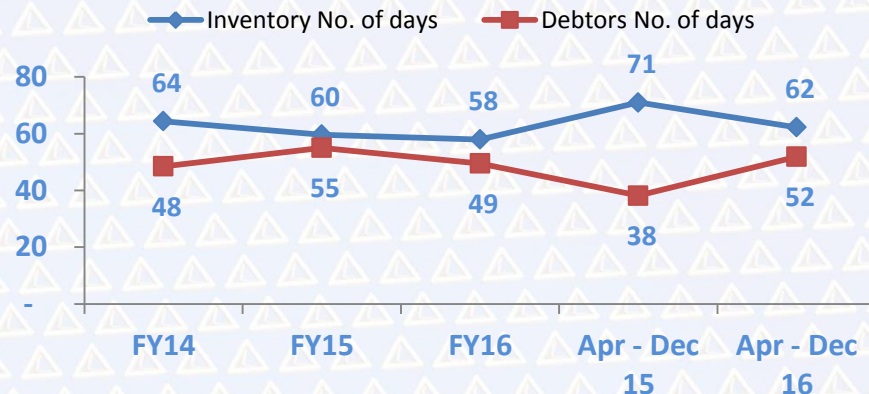
RATIOS, CAPACITY & PRODUCTION



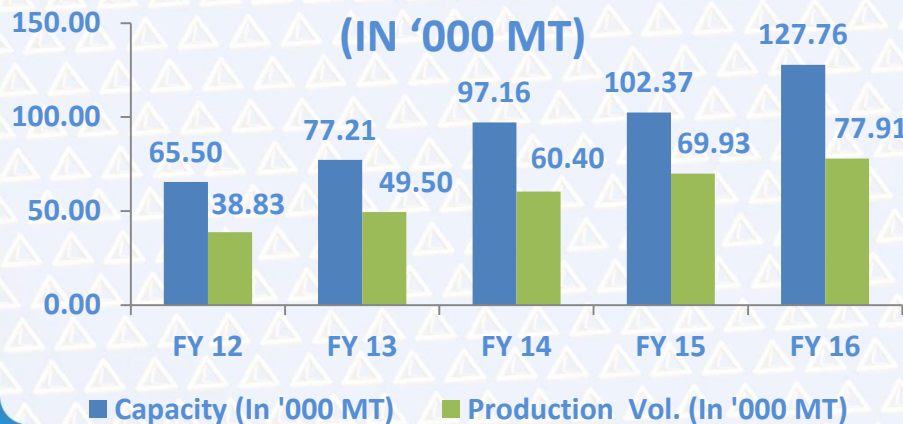
DEBT / EQUITY RATIO



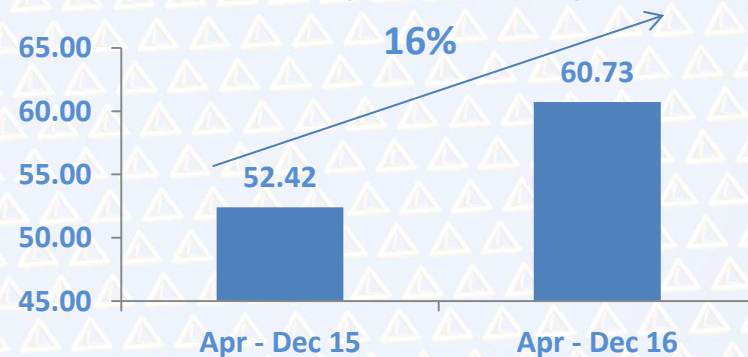
INVENTORY & DEBTORS (IN DAYS)



CAPACITY VS PRODUCTION (IN '000 MT)



SALES (IN '000 MT)



ADHESIVES BUSINESS SUMMARY OF SUBSIDIARIES – KEY FINANCIALS (RS. MN.)



Particulars	FY14	FY15	FY16	APR – DEC 15	APR – DEC 16
Sales	3,283	3,847	4,103	2,856	3,256
EBIDTA	247	350	420	294	409
% Of Margin	7.53%	9.08%	10.24%	10.29%	12.56%
PBT (Before Exceptional Item)	211	284	327	226	302
% Of Margin	6.42%	7.38%	7.97%	7.91%	9.28%
PBT (After Exceptional Item)	211	284	(41)*	(50)*	25*
% Of Margin	6.42%	7.38%	(1.00%)	(1.75%)	0.77%

- Pursuant to the scheme of amalgamation, the Company has given an effect of amortization of intangible assets of Rs. 368 mn in FY 16, Rs. 276 mn in Apr – Dec 15 and Rs. 277 mn in Apr – Dec 16.

CHANGING SCENARIO IN PIPING INDUSTRY



- As per KEN research piping industry in India to grow between 15-20% CAGR for next 5 years. (estimated to be Rs. 32,700 Cr.)
- GDP growth in the range of 6.9-7.6% with Government's big thrust on infrastructure, irrigation and rural development.
- GoI's big thrust on infrastructure, rural, agriculture and housing for all in budget will help increase in demand of housing and in turn increase in demand of pipes
- Allocation to irrigation sector in budget has increased which will give further boost to piping industry
- Providing 'Infrastructure' status to affordable housing and changing condition of size from built-up-area to carpet area will give boost to affordable housing projects and in turn demand for pipes
- Demonetization and GST will give an edge to organized players compared to others

FUTURE OUTLOOK OF PIPING BUSINESS



- Improvement in margin because of backward integration of compounding facility in CPVC
- Improvement in margin because of introduction of new high margin products
- Launch of new products like Chem Pro and Fire Pro in CPVC segment & Casing pipe in PVC segment
- Substantial ramp up in the capacity in Hosur facility will give an edge in southern market
- Once Rajasthan facility will be in operation, it will help in increasing market share in North and North-East region
- Expecting low volatility in prices of CPVC & PVC in near future
- Considering existing capacities, requirement for incremental capex in coming years will be minimum

GROWTH DRIVERS FOR ADHESIVE INDUSTRY



- Adhesive, Sealants and Building Chemicals Industry of India is estimated to be Rs. 100,000 Mn.
- Per Capita consumption of Adhesive is 9.4 Kg in Germany, 9.1 Kg in US and 6.4 Kg in Japan. China it is 1.5 Kg and India is having only 0.2 Kg
- Per capita consumption of Adhesives is Rs. 50/- in India versus Rs. 750/- in developed countries
- Adhesive industry is growing at 15%+ CAGR in India and China
- Because of growing urbanization, demand for adhesives is continue to grow at faster pace
- The main Growth driver for industries are wood work, packaging, construction and automotive and all these segments are growing in India
- Expectation of growth in furniture, packaging and construction industry because of housing for all initiative of GoI

FUTURE OUTLOOK OF ADHESIVE BUSINESS



- Expansion of existing capacities is on the verge of completion which was bottleneck for growth
- Cross selling opportunity between UK / US and India in near future
- US operation has started manufacturing from the new facility and it's capacity will be doubled within short period which will produce very high margin products
- Effects of Brexit on UK business will be subside in near future
- Cost optimization because of operationalization of new manufacturing facility at Ahmedabad which will reduce logistics cost in west and south zone
- New product launch in construction chemical, PVA and other verticals will start once Ahmedabad plant will be operational

KEY TAKE AWAYS



- Excess volatility in raw material price in CPVC / PVC has almost bottomed out and henceforth it will be positive for the group
- New capacity addition will start generating revenues in coming quarters
- Continuous efforts on branding and creating additional network in pipe & adhesives will start contributing in coming period
- Decentralization of manufacturing facilities will also add to the top line and bottom line
- Contribution from new product will start flowing in coming period
- Introduction of UK & US products in Indian market and vice versa will add to the growth and margin

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Come Flow With Us & Grow With Us

THANK YOU 😊

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