

ANALYST MEET

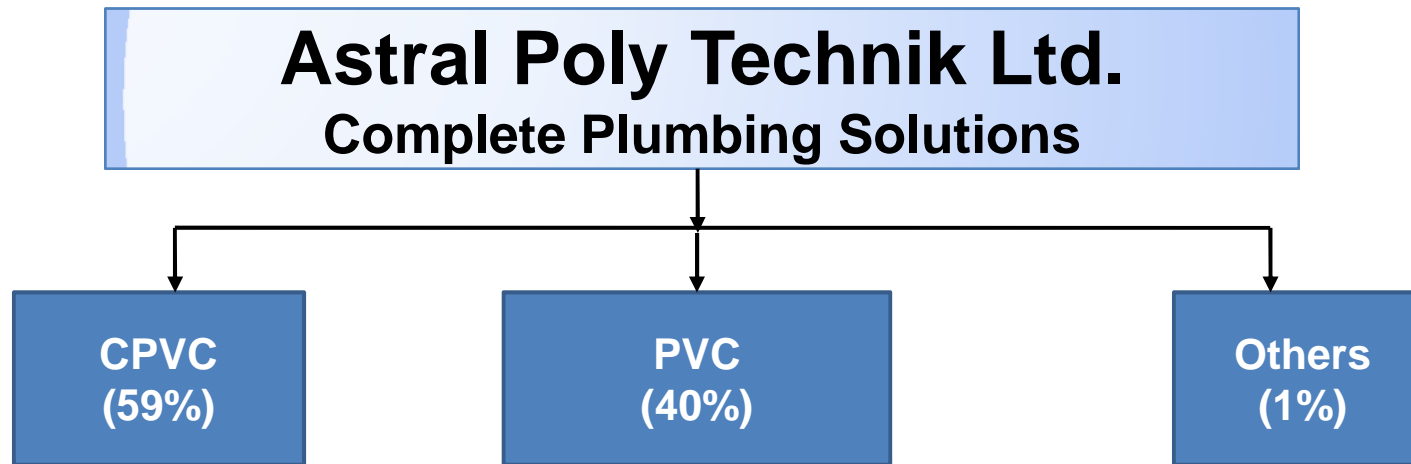
ASTRAL POLY TECHNIK LIMITED

22nd May 2013



AGENDA

1. About the Company
2. Scenario of Plastics
3. Manufacturing Facilities
4. Products Portfolio
5. Marketing & Branding
6. Financials
7. Key Takeaways



Background:

- Astral Poly Technik (APTL) was formed in 1999 to manufacture the CPVC plumbing systems in India.
- First licensee of Lubrizol (USA) to manufacture and market the CPVC plumbing systems in India.
- Started Lead free PVC based plumbing solutions in 2004.
- APTL has 3 manufacturing locations at – Santej, Dholka and Baddi. New facility coming at Hosur.
- Developed extensive distribution channel of 400+ Distributors and 13,000+ Dealers across India at the end of FY13.



Management Structure

Chairman (Non Executive & Independent)	Mr. K Raghunath Shenoy
Managing Director	Mr. Sandeep Engineer
Executive Director	Mrs. Jagruti Engineer
Independent Director	Mr. Pradip Desai
Non Executive Director	Mr. Kyle Thompson

Equity Structure – As on 31.03.2013

Promoter Category:

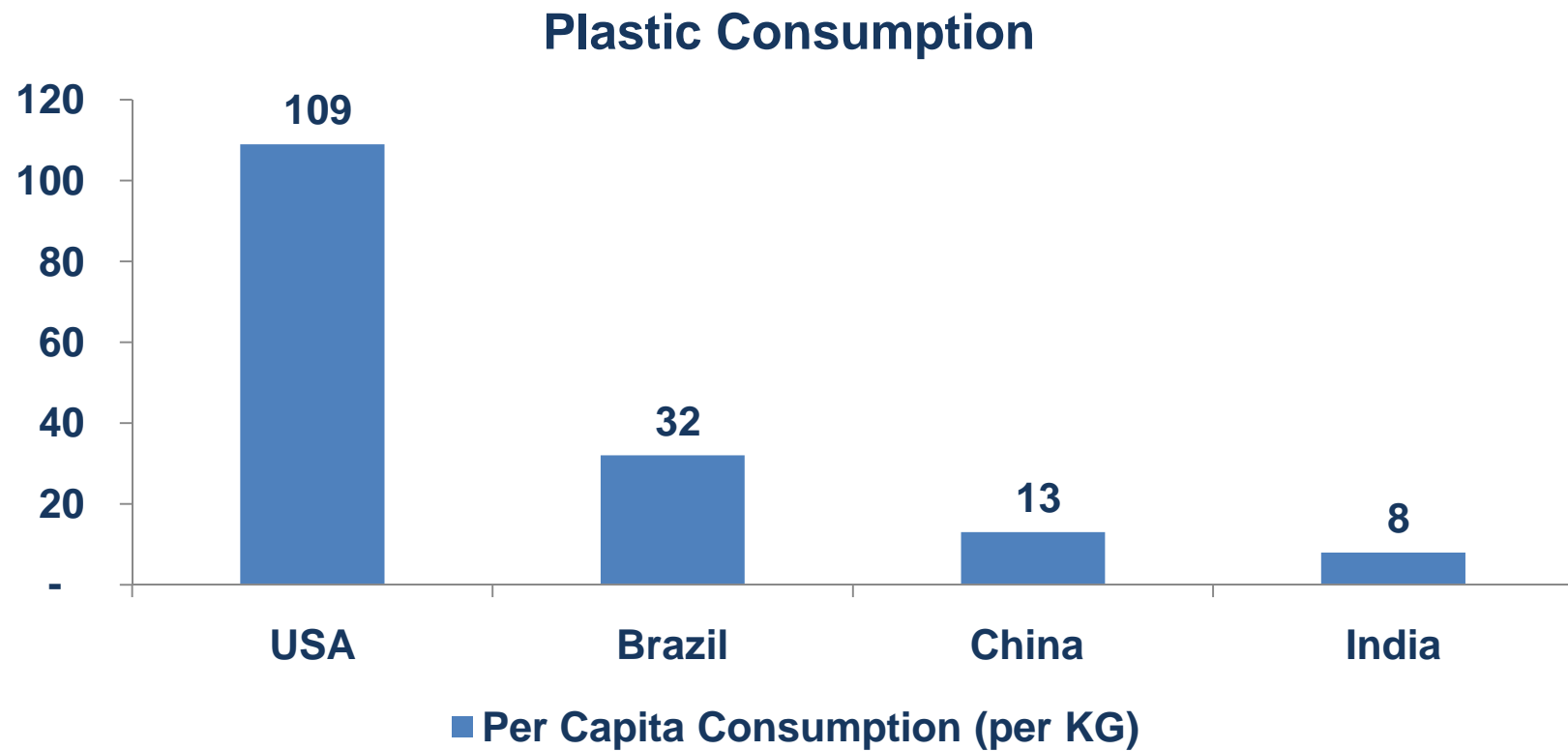
Mr. Sandeep Engineer & Family	35.72%
Promoter Group Company (Saumya Polymers LLP)	18.92%
Specialty Process LLC (US based technology Partner)	9.18%

Non-promoter Category:

FII's	11.72%
DII's	0.67%
Others	23.79%



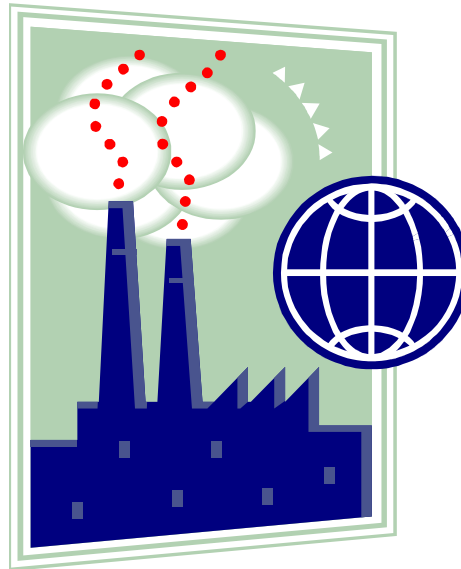
Scenario of Plastics



(Source : Industry Estimate)



MANUFACTURING FACILITIES



MANUFACTURING FACILITY– SANTEJ, GUJARAT



MANUFACTURING FACILITY– SANTEJ, GUJARAT



MANUFACTURING FACILITY– BADDI, HIMACHAL PRADESH



MANUFACTURING FACILITY– BADDI, HIMACHAL PRADESH



At Dholka (Gujarat)



At Dholka (Gujarat)



Developments at Hosur New plant, Tamil Nadu



Developments at Hosur – Proposed plant, Tamil Nadu



MANUFACTURING FACILITY - KENYA (JV)



Products Portfolio



Our Product Lines

ASTRAL **FLOWGUARD**[™]
PIPE & FITTINGS

ASTRAL **BlazeMaster**[®]
FIRE SPRINKLER SYSTEMS

ASTRAL **BENDABLE**^{FLOWGUARD}
COMPOSITE PIPE

ASTRAL
Aquarius[®]
STANDARDS REDEFINED
uPVC PLUMBING SYSTEM FOR OUTER LOOP LINES

ASTRAL
UNDERGROUND
DRAINAGE SYSTEMS

ASTRAL
DWV[®]
DRAIN WASTE & VENT
LEAK PROOF SYSTEM

ASTRAL
Foamcore[®]
PVC PIPE
FOR DWV & UNDERGROUND SYSTEMS

ASTRAL **CORZAN**[™]
INDUSTRIAL PIPING SYSTEMS

wavin

ASTRAL
COLUMN[™]
PIPE
FOR UNDERGROUND STREAM WATER

ASTRAL
ULTRADRAIN[®]
CONVENTIONAL SYSTEM

ASTRAL
AquaSAFE[™]

ASTRAL
AlcaPLAST[®]

 **ASTRAL**
where INNOVATION flows

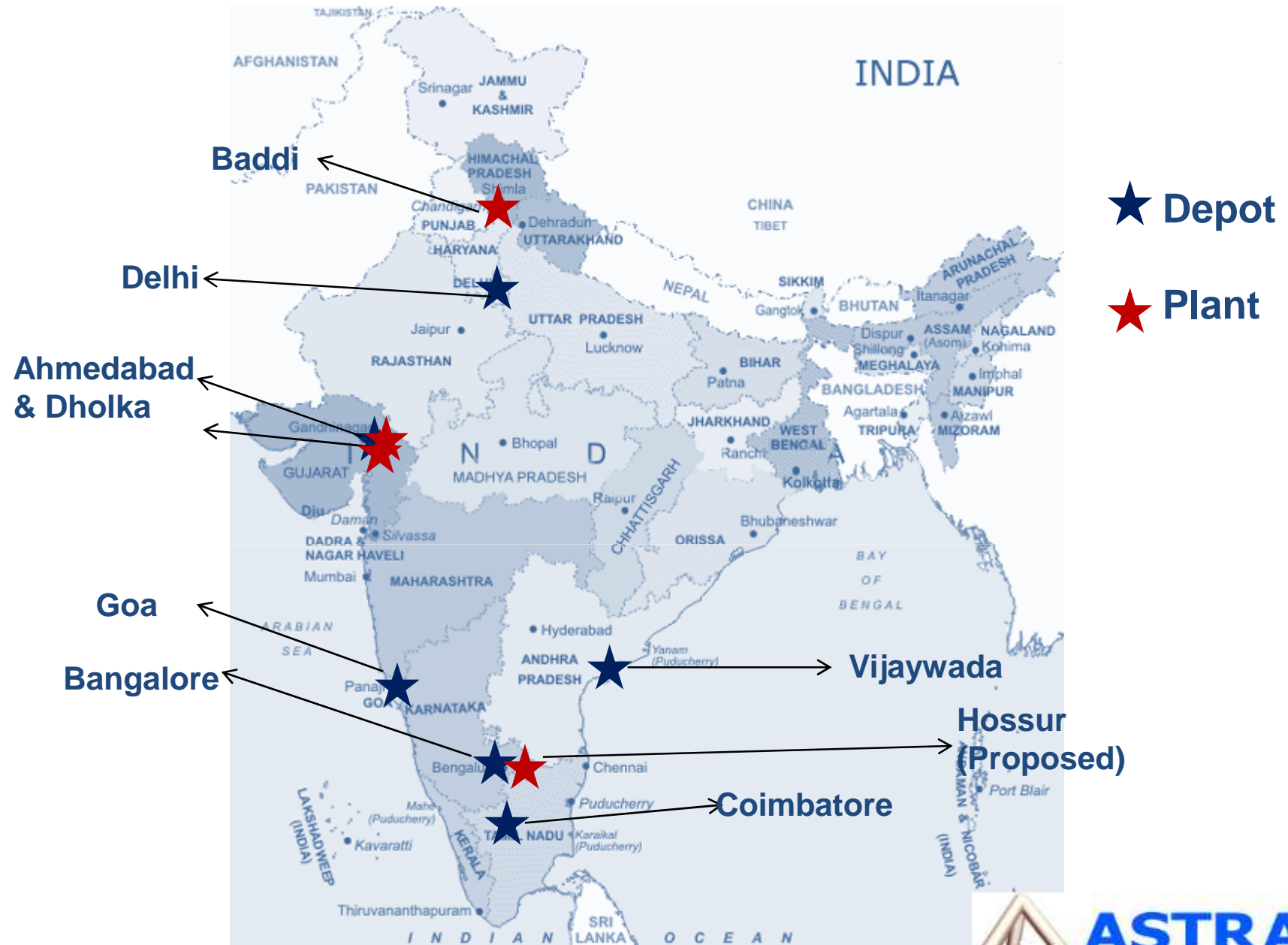


Our Current Tie Ups



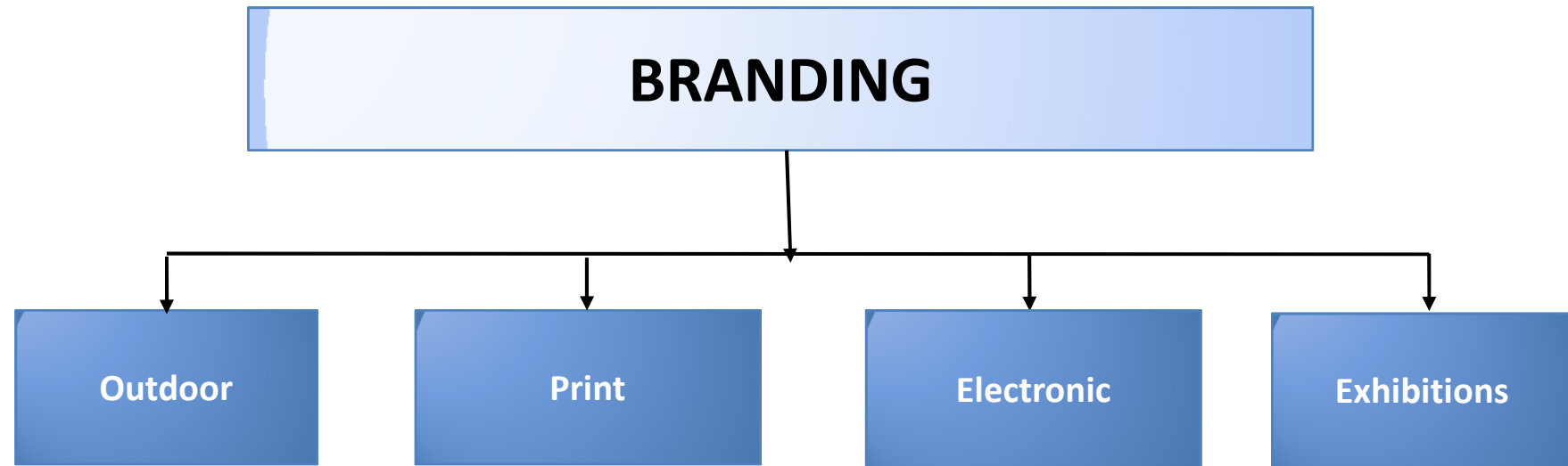
Marketing & Branding





- Company has a presence in all the states of the country.
- Company is slowly increasing presence in overseas markets.
- We have more than 400+ distributors across the country.
- We have more than 13000+ dealers across the country.





OUTDOOR

- Auto
- Bus
- Hoarding
- Wall Painting
- Dealer Boards

AUTO



BUSES



HOARDINGS AND DEALER BOARDS



















PRINT

- Magazines
 - Washroom & Beyond
 - GIHED Connect
 - Business Success Advisor Book
 - Design Matrix
- New Papers
 - Rajasthan Samachar Darpan
 - Hardware Darpan
 - Evening Plus

EXHIBITIONS

- AceTech
- Plast India
- Plumbex
- IPA
- Secutech
- Native
- IPA
- Décor India



ASTRAL
where INNOVATION flows



Award Recognition During 2012-13

- We were recognized with Rising Power brands of India in 2012.
- For the year 2013 we have already been recognized as the Indian Power brand
- Mr.Sandeep Engineer, Managing Director of the Company has been awarded "PowerBrands Leadership Enterprising Entrepreneur 2012 Award".

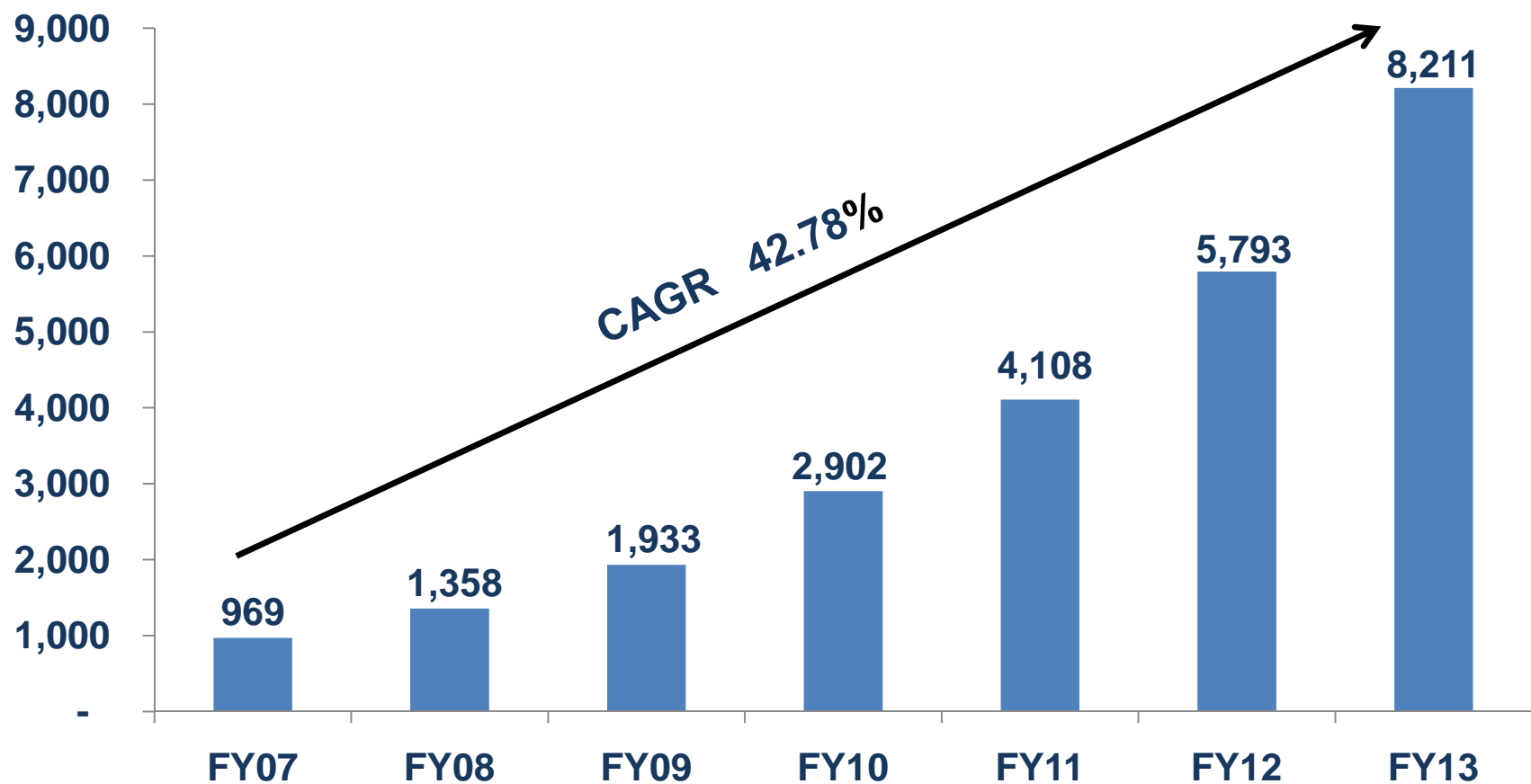
AMA (Ahmedabad Management Association) has conferred Mr. Sandeep Engineer as the Outstanding Entrepreneur Award for the year 2012-13



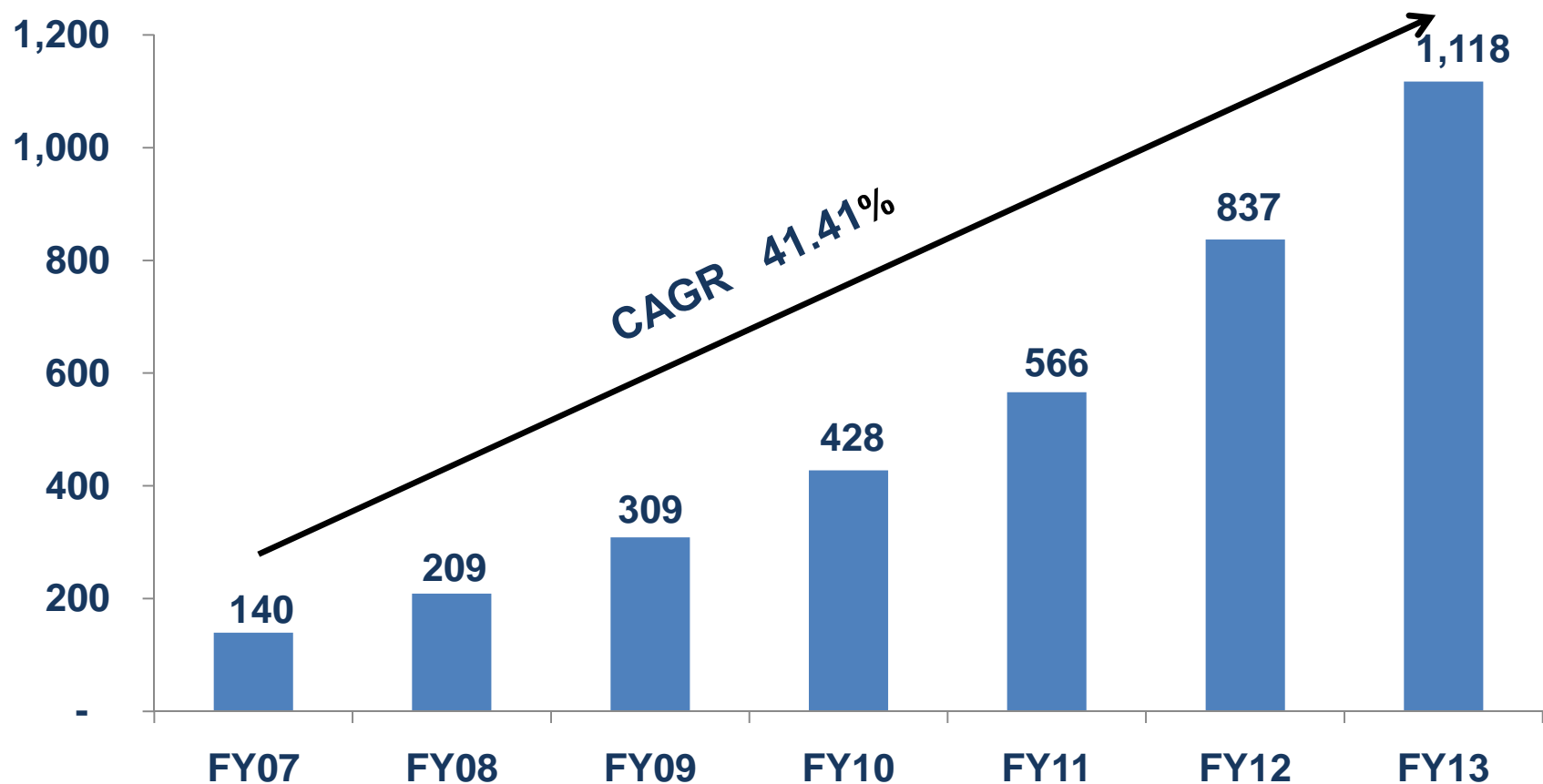
FINANCIALS



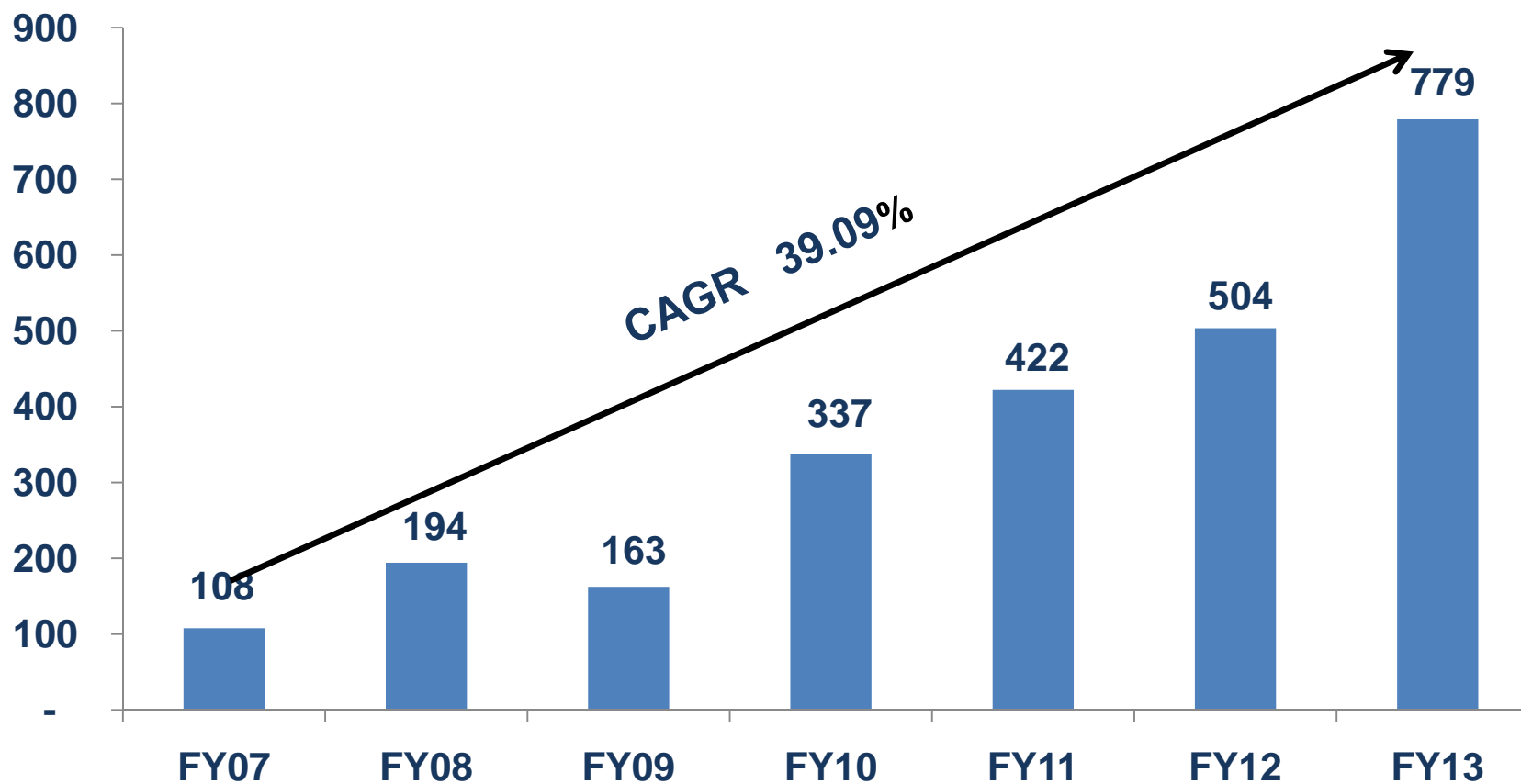
Sales (Rs. Mn.) – CAGR of 43%



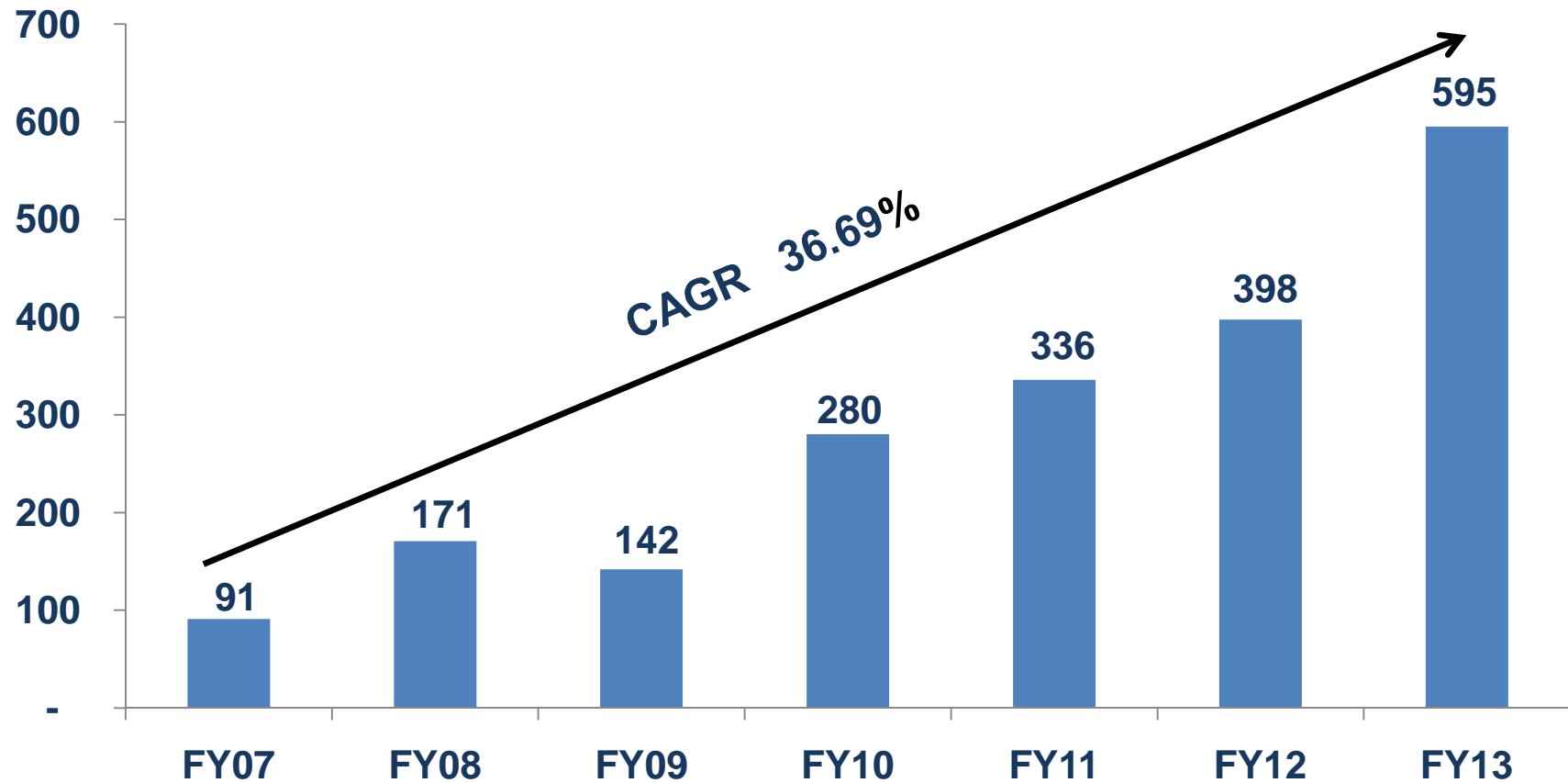
EBITA (Rs. Mn.) – CAGR of 41%



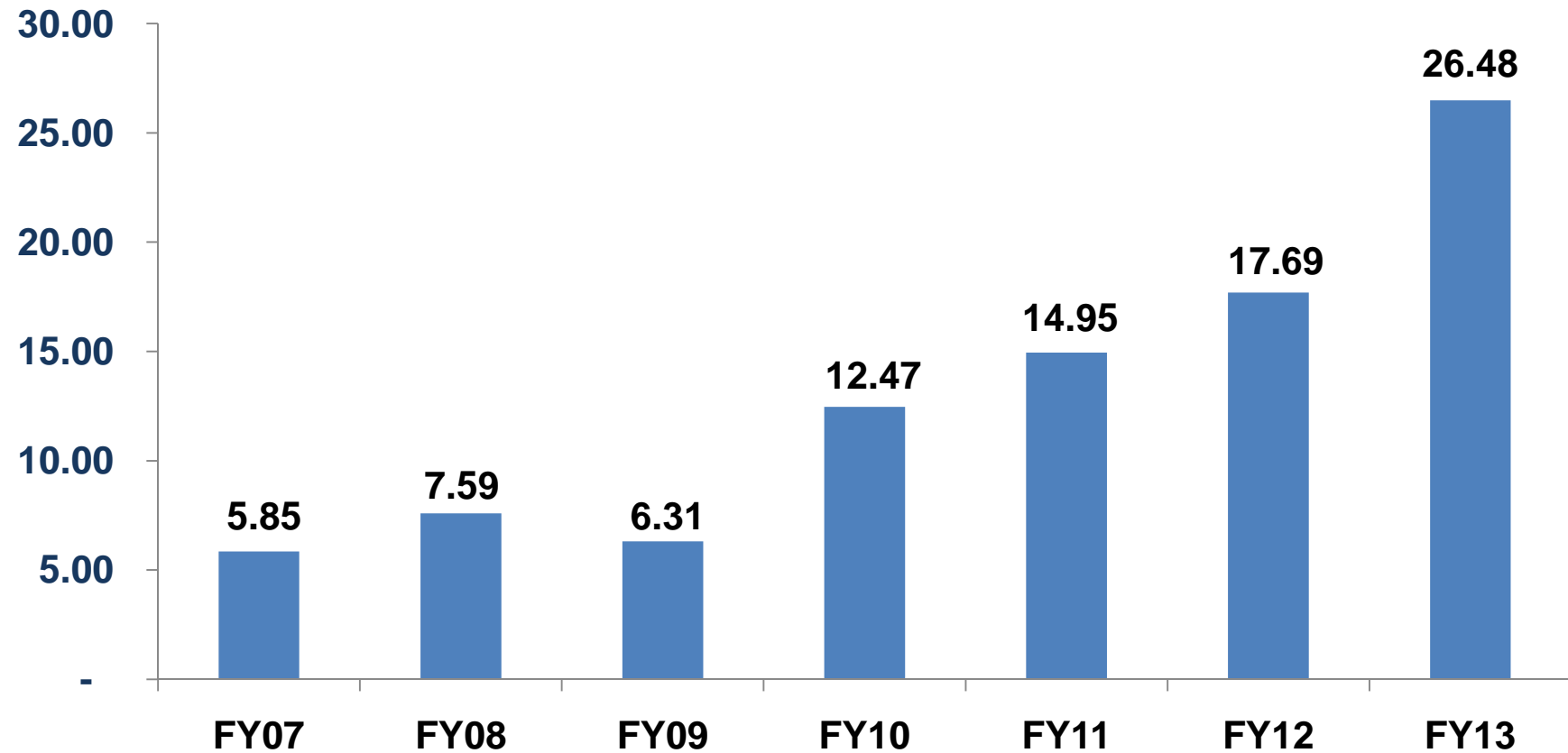
PBT (Rs. Mn.) – CAGR of 39%



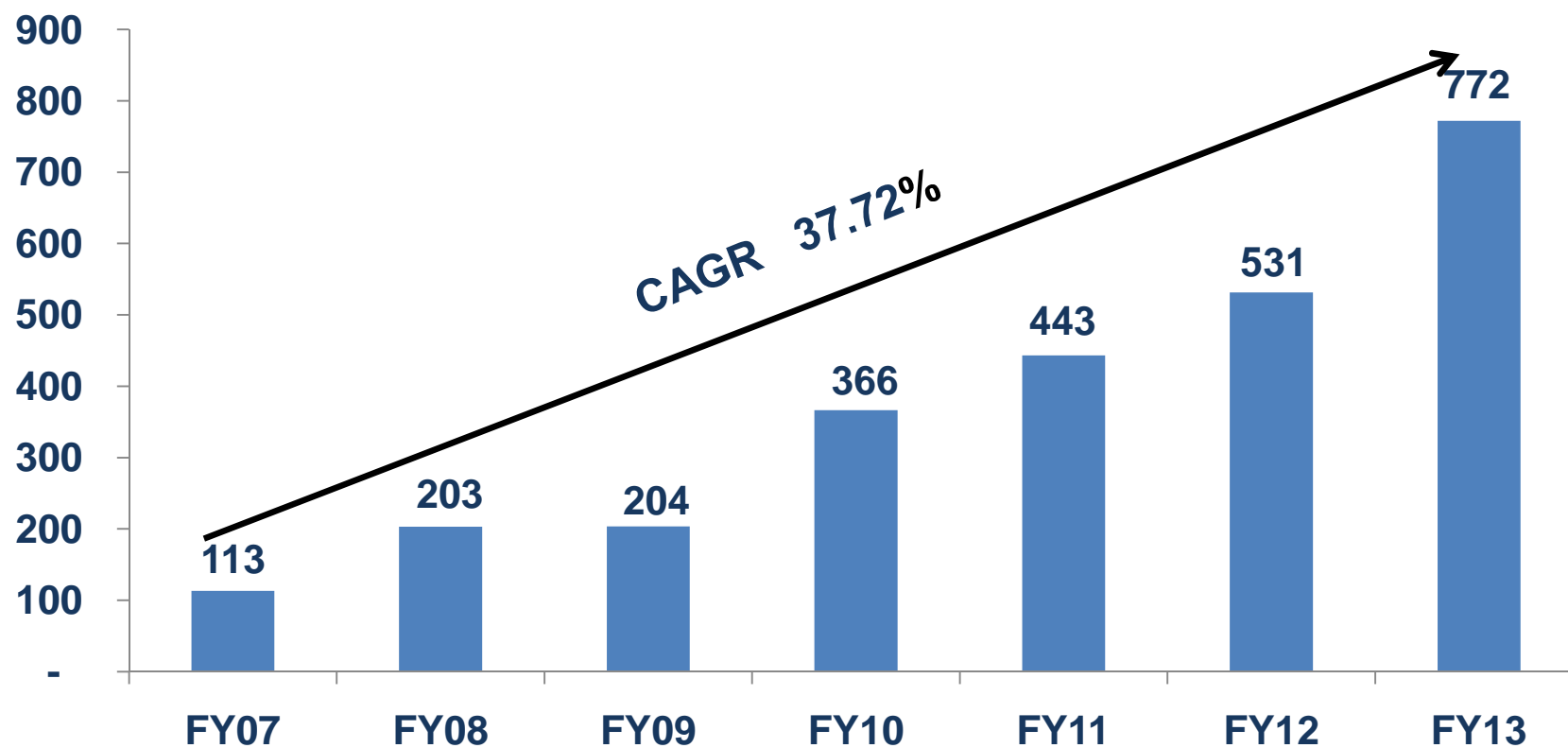
PAT (Rs. Mn.) – CAGR of 37%



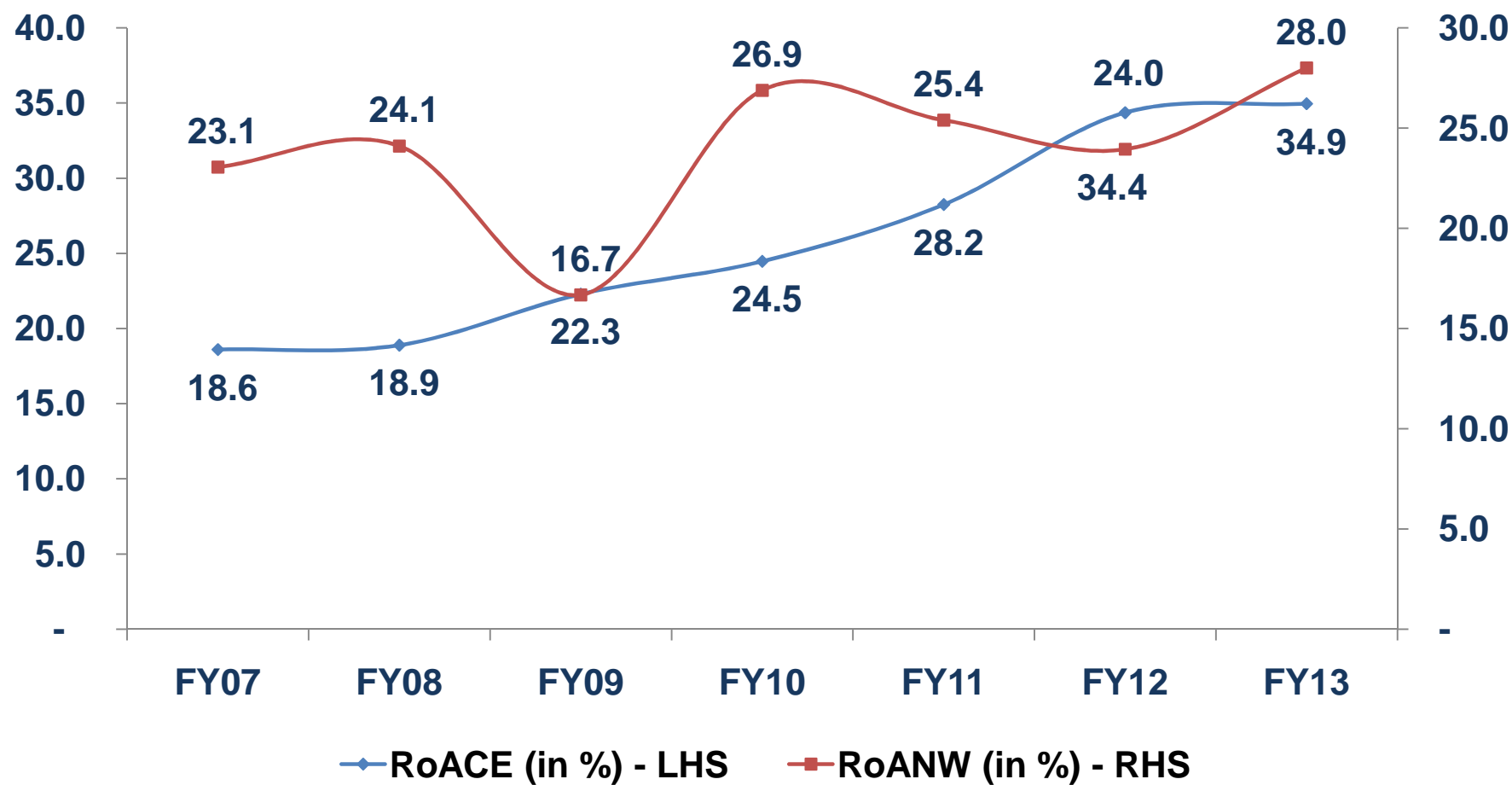
EPS (IN RS.)



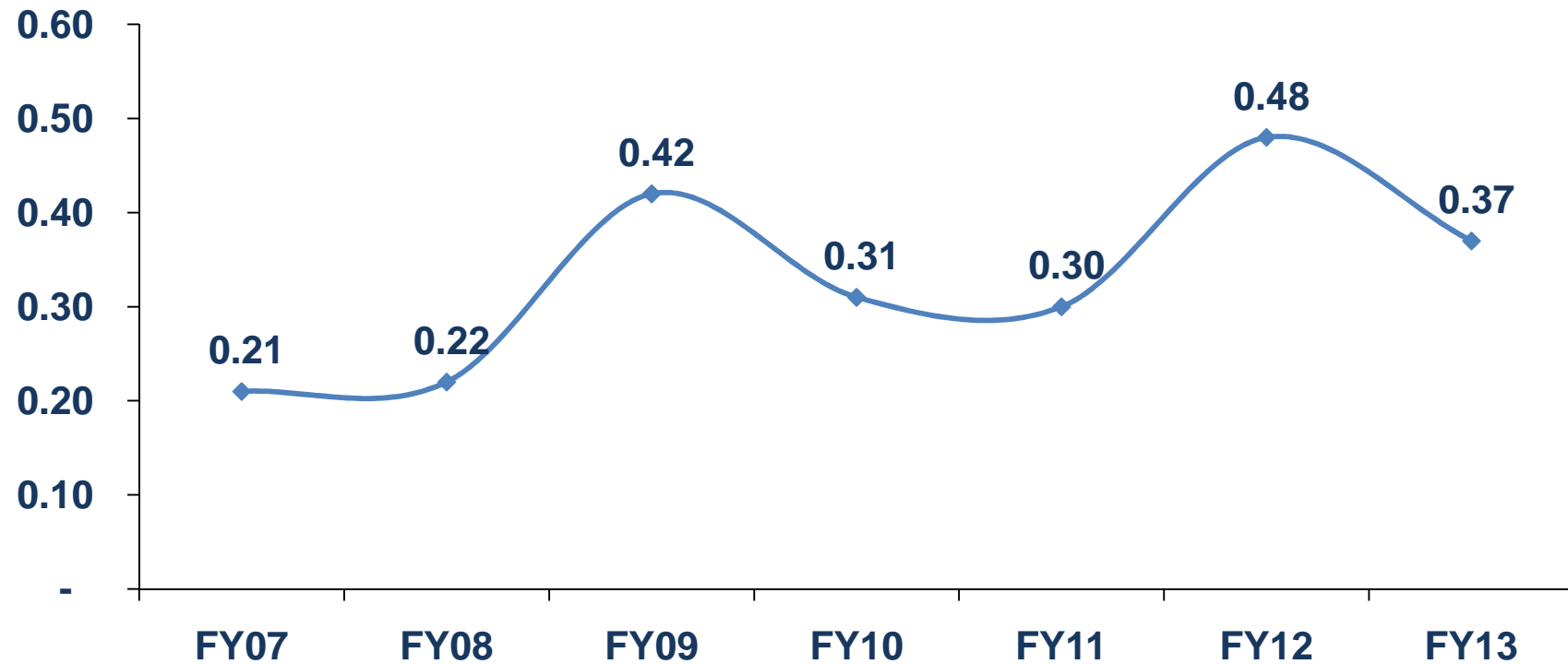
Cash Profit (Rs. Mn.) – CAGR of 38%



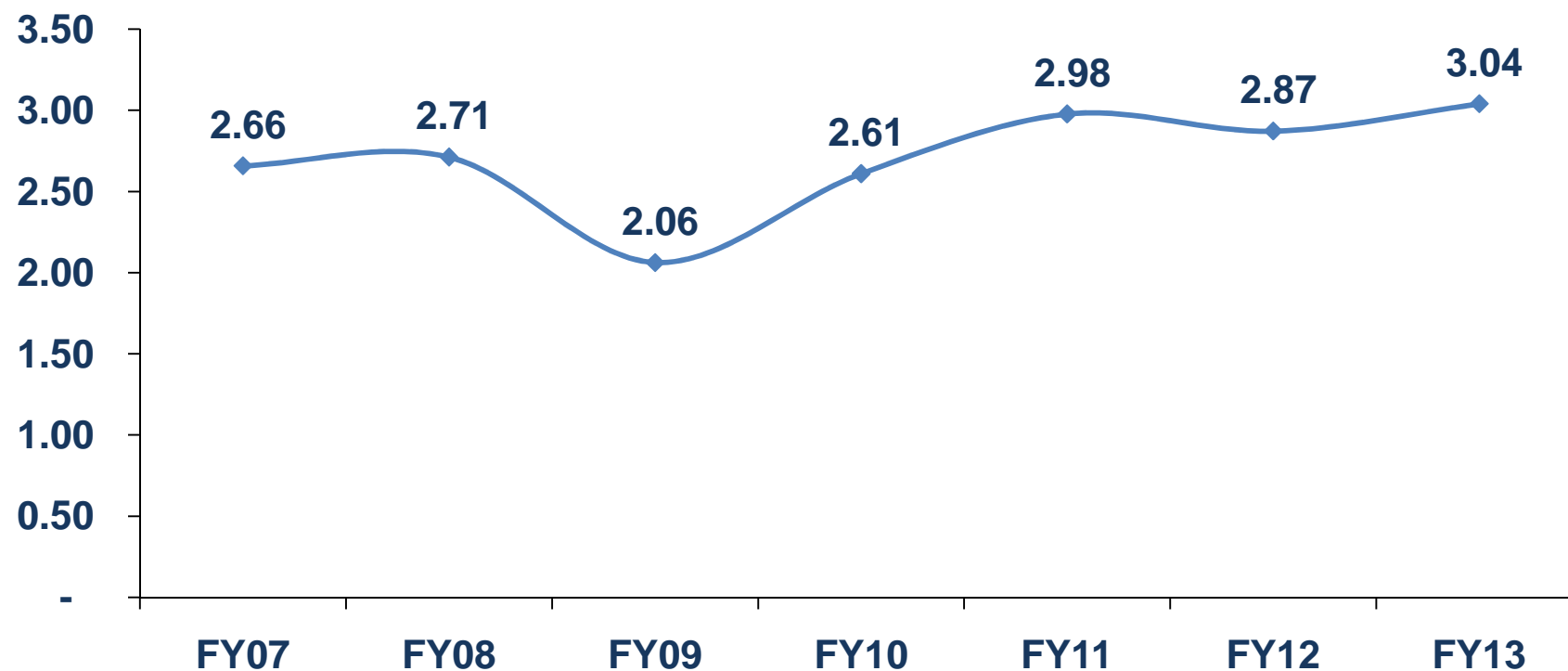
RoACE & RoANW (in %)



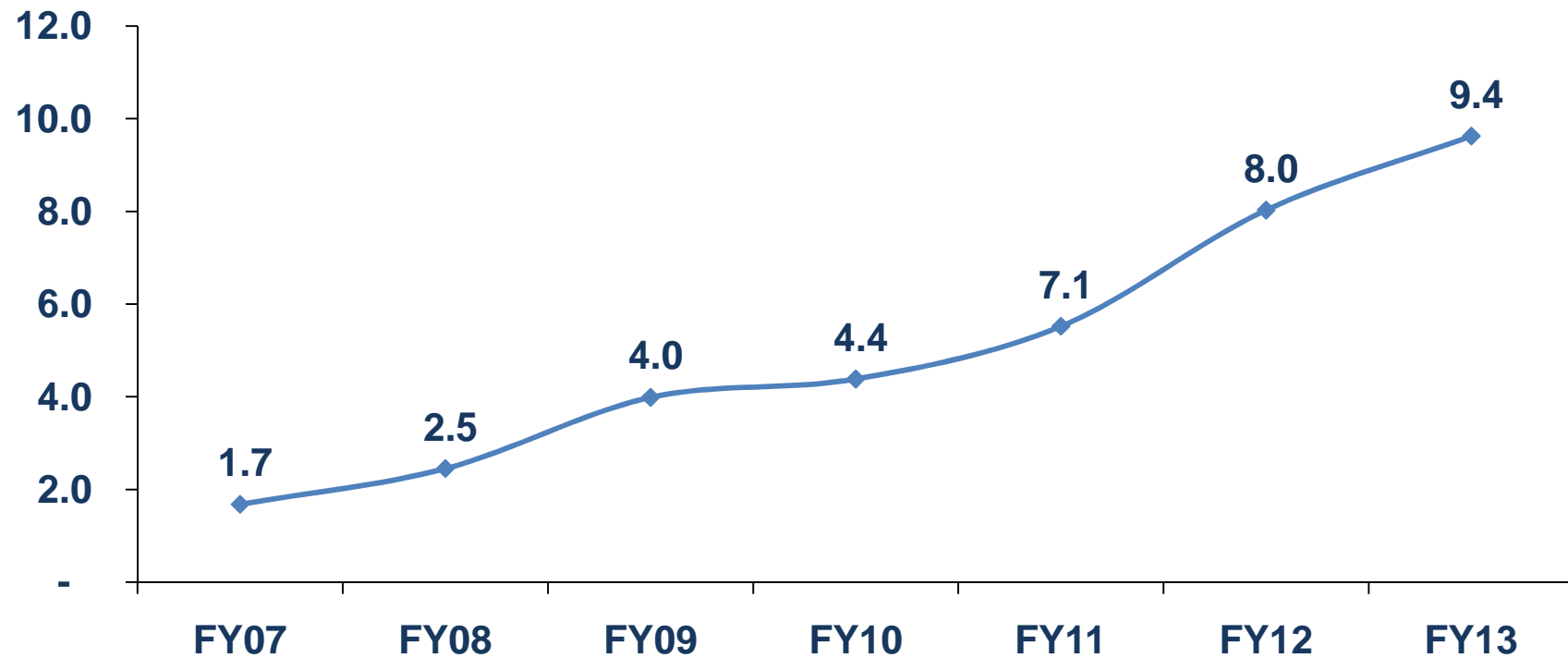
DEBT/EQUITY RATIO



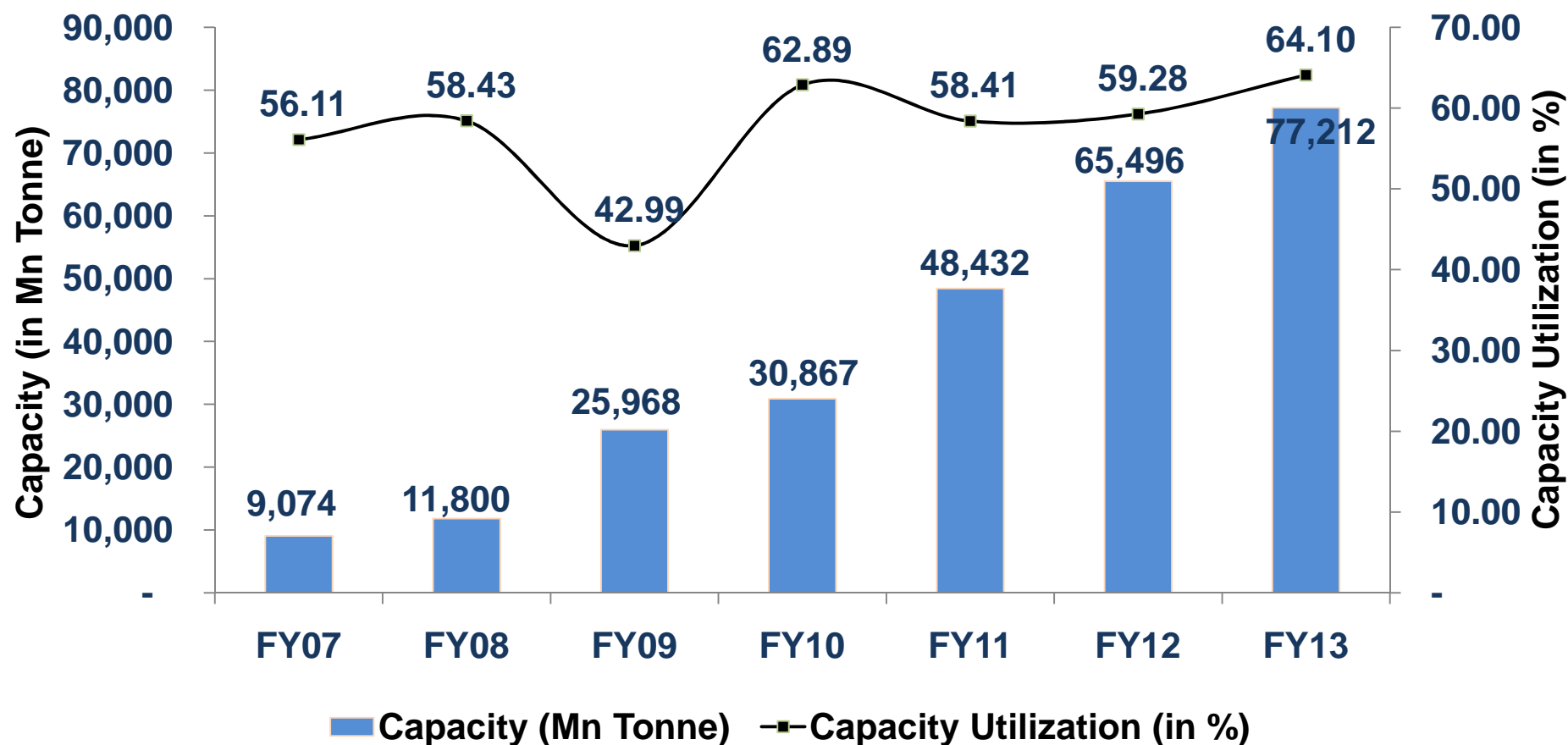
ASSETS TURNOVER RATIO



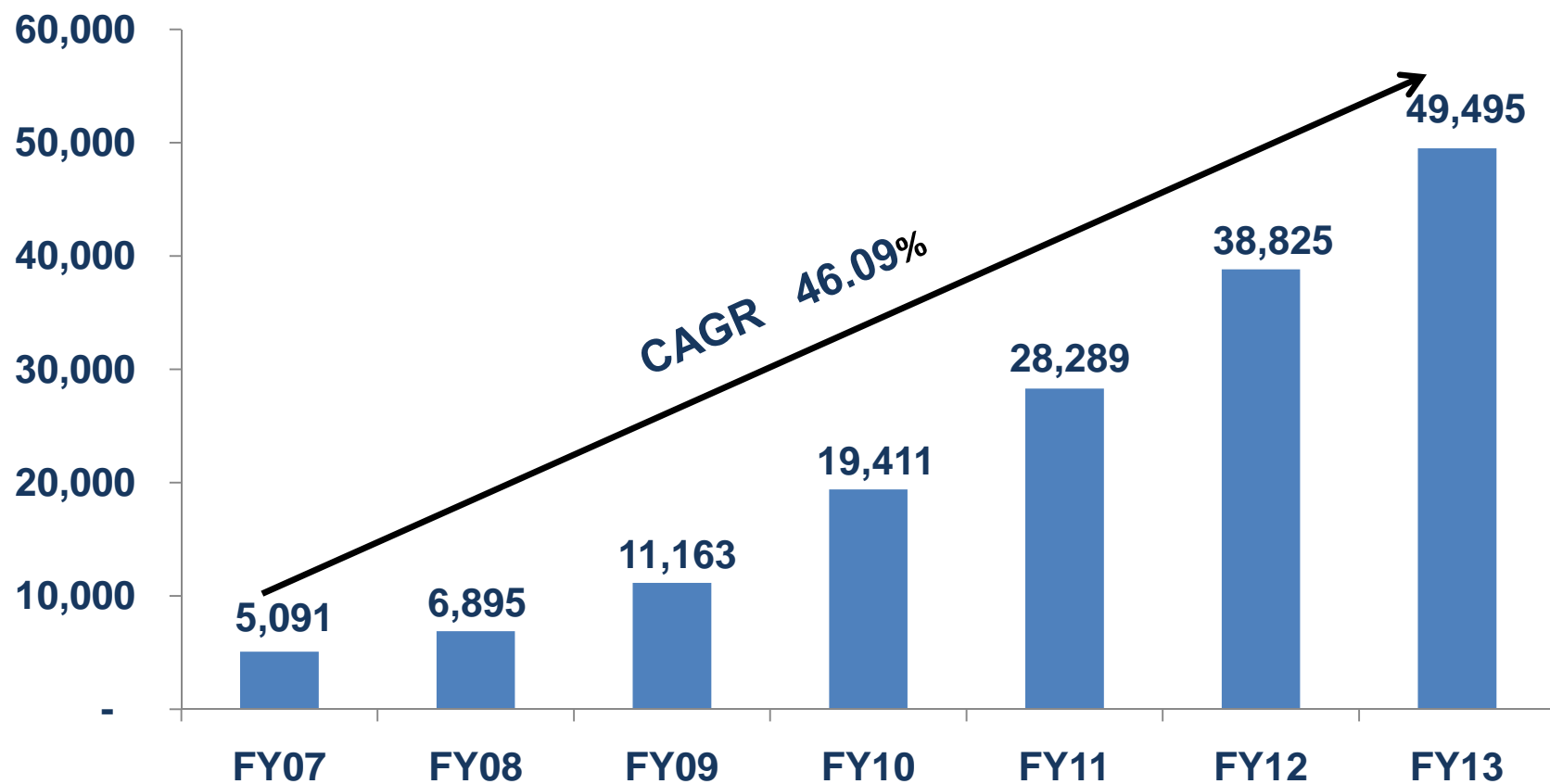
Working Capital Turnover Ratio



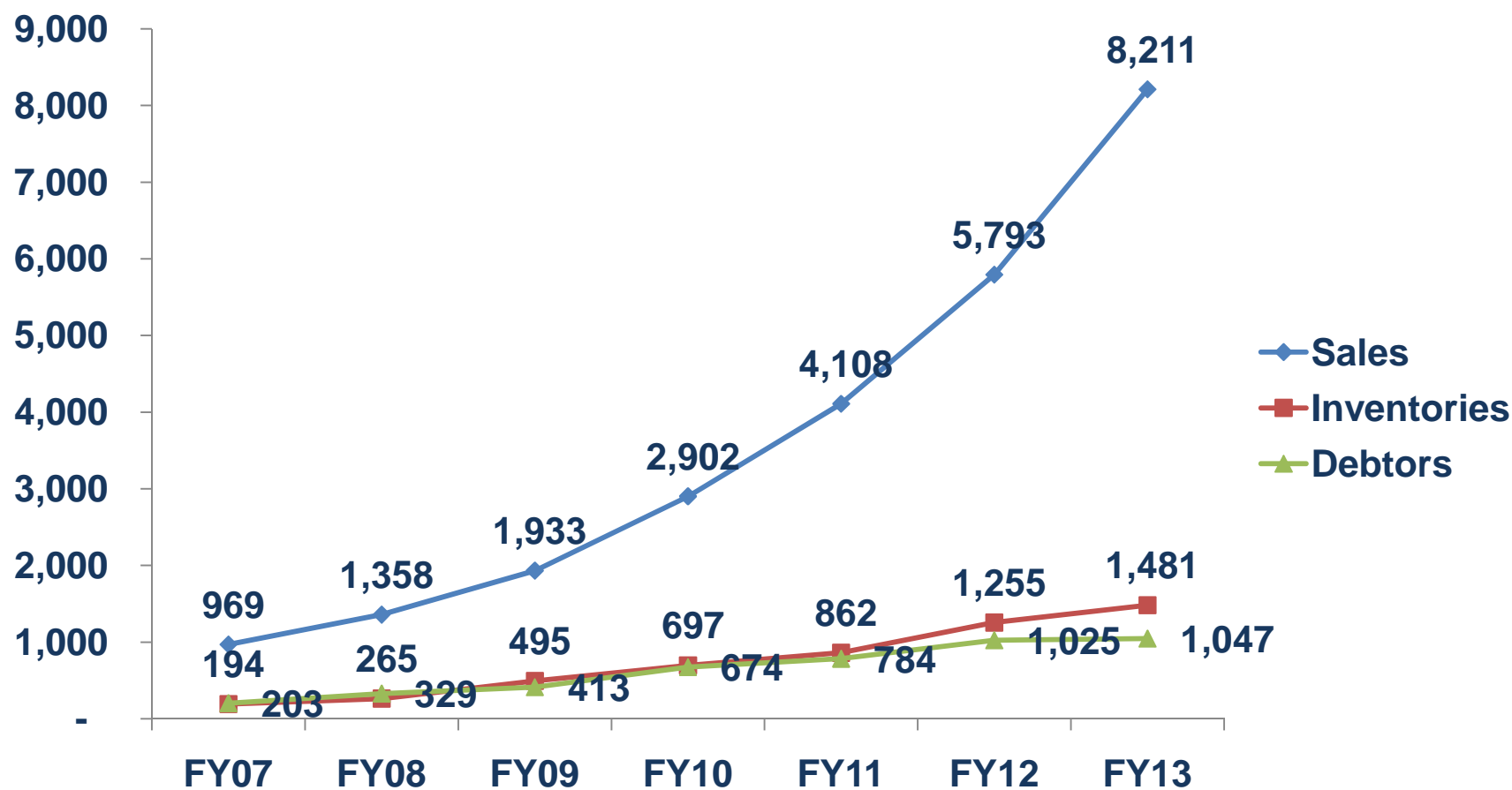
Capacity in M.T.



Production Vol. (M.T.) – CAGR of 46%



Sales, Inventory & Debtors (Rs. Mn.)



CAPEX DETAILS (In Mn.)

SR. NO.	Name	FY 12	FY 13 (Proposed)	TOTAL
1	Land	231.59	250.00	481.59
2	Building	139.81	50.00	189.81
3	Plant & Machineries	308.13	225.00	533.13
4	TOTAL	679.53	525.00	1,204.53

Acquisition of Land for Expansion

Location	Area (sq. mts.)
At Santej	20,502
At Dholka	1,06,434
At Hosur	24,200
Total	1,51,136

Performance of Subsidiary Advanced Adhesives Limited (Manufacturing of Solvent Cement)

Particulars	Amount (In Mn.)
Sales	123.8
EBITA	35.6
PBT	33.2
PAT	24.4

KEY TAKE AWAYS

- Company Consistently Delivering 40%+ growth since last 8 years.
- Company has a ready Capacity which can take the top line up to 12800 Mn (56% up From Present Topline)
- Company has new products such as Bendable , Blazemaster, Column Pipe etc in pipeline which will help in maintaining growth momentum besides existing products
- Hosor Plant will help in improving the southern market sales and improvement in margins.
- Local Manufacturing of Solvent Cement will help in improving the margins.
- Highly Under Leverage Company



ASTRAL POLY TECHNIK LIMITED

*Come Flow With Us
& Grow With Us*

THANK YOU

