

***ASTRAL POLY TECHNIK LIMITED
ANALYST MEET
05/05/2014***



AGENDA

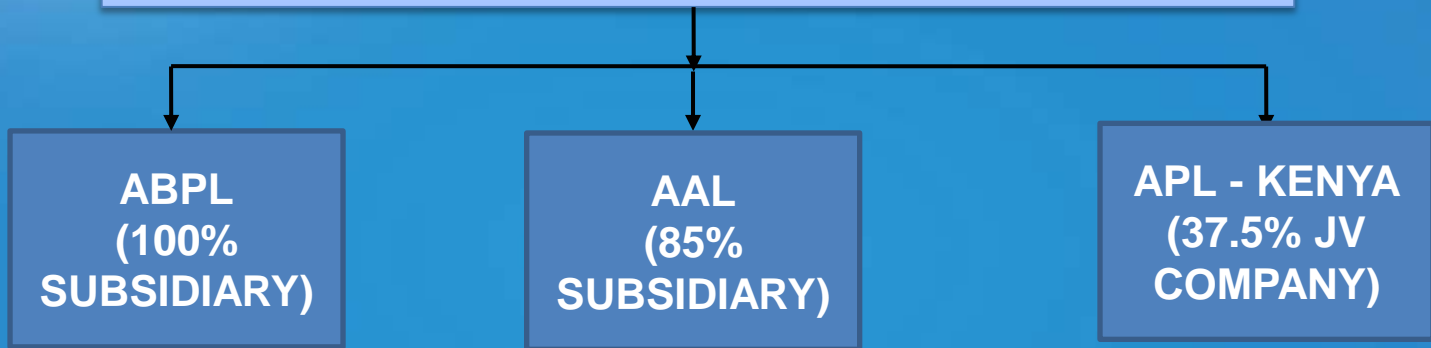


- **About the Company**
- **Scenario of Plastics**
- **Manufacturing Facilities**
- **Products Portfolio**
- **Branding Activities**
- **Financials**
- **Key Takeaways**

ABOUT THE COMPANY



ASTRAL POLY TECHNIK LTD.



ABOUT THE COMPANY



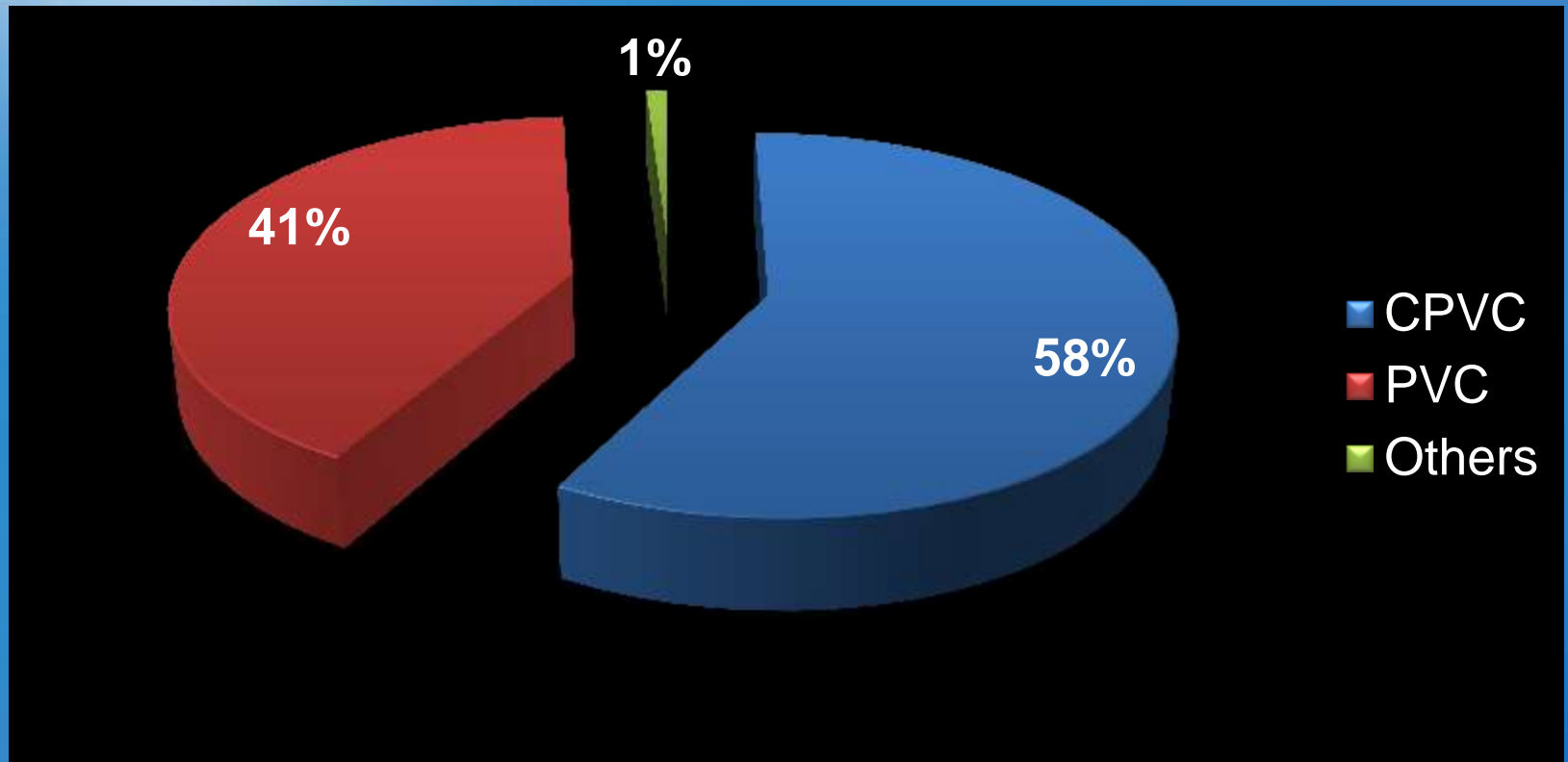
FIRST TO RECEIVE/LAUNCH :

- CPVC License from Lubrizol (1996)
- Launch Lead Free PVC Pipe (2004)
- NSF Certification (2007)
- Lead Free Column Pipes (2012)
- Bendable Pipes (2013)
- BIS Certification for Blazemaster (CPVC Fire Sprinkler Pipes) (2014)

APTL has 4 manufacturing locations at – Santej, Dholka, Baddi & Hosur.

Developed extensive distribution channel of 400+ Distributors and 18,000+ Dealers across India at the end of FY14.

SALES BREAK UP

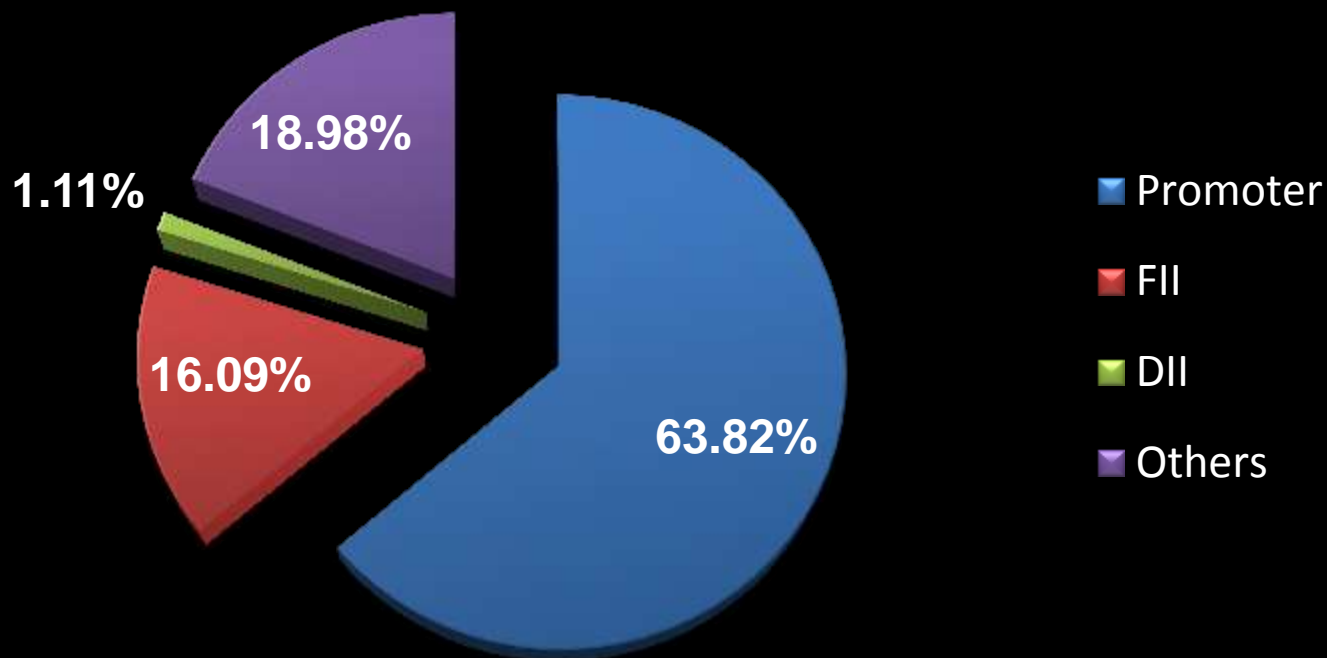


BOARD OF DIRECTORS



Position Held	Person In Charge
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 31.03.2014



SCENARIO OF PIPING INDUSTRY



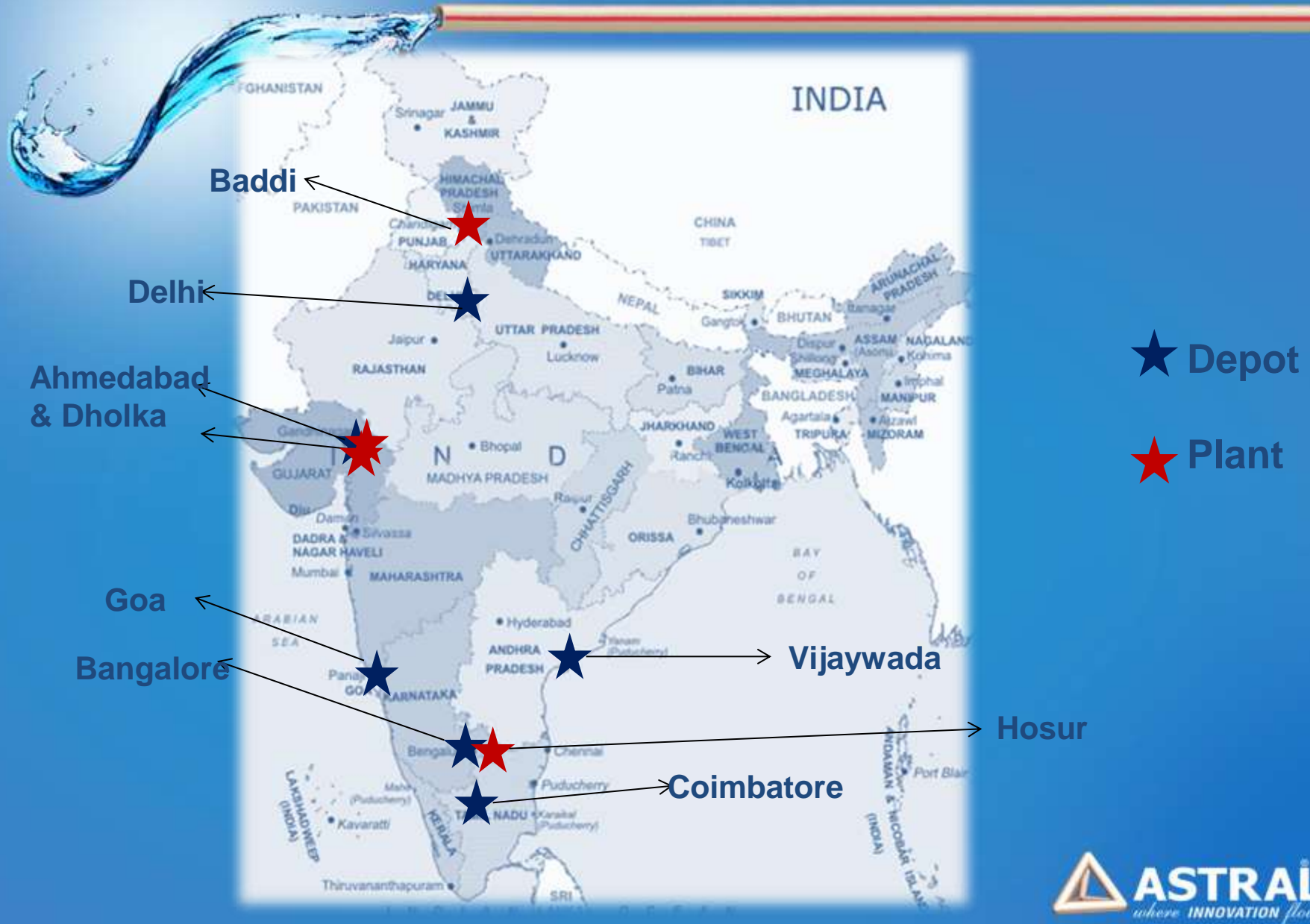
- Total size of Plastic Pipe Market 16,500 Cr.
- Total size of Metal Pipe Market 6,000 Cr.
- Plastic Pipe Industry growth 15% CAGR
- Organised/Unorganised Mix 60 : 40

GROWTH DRIVERS OF PIPING INDUSTRY



- Shift from unbranded to branded pipes .
- Only 40% Agri. Land under irrigation provides growth opportunities for PVC pipes.
- Column Pipes additional growth provider for branded players.
- Scarcity of water will provide additional growth for column pipes.
- Total Housing shortage in urban areas is 22 Mn. units and govt. is going to add 2.2 Mn. every year which will add the demand for piping.
- Lot of shift taking place from Metal to Plastic.
- Increase in demand for infrastructure in coming years will add lot of opportunities in piping industry.
- Revival of Capex cycle will also add demand for piping.
- CPVC Fire sprinkler will add new dimension to the fire pipe category and will take sizable share from metal pipes

MANUFACTURING AND DISTRIBUTION NETWORK



SANTEJ, GUJARAT



SANTEJ, GUJARAT



BADDI, HIMACHAL PRADESH



BADDI, HIMACHAL PRADESH



DHOLKA, GUJARAT



DHOLKA, GUJARAT



HOSUR, TAMILNADU



HOSUR, TAMILNADU



HOSUR, TAMILNADU



NAIROBI, KENYA (JV)



OUR CURRENT TIE UPS



Lubrizol

IPS
CORPORATION

NIBCO
AHEAD OF THE FLOW®

Alca PLAST®



Our Product Lines



ASTRAL **FLOWGUARD™**
PIPE & FITTINGS

ASTRAL **CORZAN®**
INDUSTRIAL PIPING SYSTEMS

ASTRAL **BENDABLE**
COMPOSITE PIPE

ASTRAL **BlazeMaster®**
FIRE SPRINKLER SYSTEMS

ASTRAL **Aquarius®**
STANDARD SYSTEM
UPVC PLUMBING SYSTEM FOR OUTER LOOP LINES

ASTRAL **COLUMN**
PIPE
FOR UNDERGROUND STREAM WATER

ASTRAL **Foamcore®**
PVC PIPE
FOR DWV & UNDERGROUND SYSTEMS

ASTRAL **DWV®**
DRAIN WASTE & VENT
LEAK PROOF SYSTEM

ASTRAL **ULTRADRAIN®**
CONVENTIONAL SYSTEM

ASTRAL **AquaSAFE®**

ASTRAL **UNDERGROUND**
DRAINAGE SYSTEMS

ASTRAL WAVIN AS

ASTRAL **Alca** PLAST®

ASTRAL **Wire Guard**
Conduit Pipes & Fittings

FIRST
PLAST

CONCRETE PIPES & LIGURES
MILK GROUP



New/Recent Product Launches



ASTRAL **BENDABLE**

ASTRAL **BENDABLE**

**For High Pressure,
High Temperature And
Under Slab Application
For Plumbing and Gas
Distribution**





- Multi-layer composite construction of CPVC & Aluminum
- Cost-effective alternative to copper tubing
- Kink resistant
- Corrosion resistance
- Thermal expansion coefficient slower compared to metal
- Extra toughness provided by aluminum

ASTRAL *BlazeMaster*[®]

FIRE SPRINKLER SYSTEMS



CPVC Piping System For Fire Sprinklers





- Ultra modern fire sprinkler system
- Lower installation cost
- Ignition resistance
- Burning resistance
- Low friction loss



ASTRAL[®]
COLUMN
PIPE
FOR UNDERGROUND STREAM WATER

For Submersible Pumps



- Column pipes for submersible pumps
- Fast & easy installation
- Long life
- Heavy metal & lead free
- Chemical resistance & corrosion resistance



- 100% hygienic & safe for drinking water
- Specially developed stud pin lock system
- Low installation costs
- Efficient pumping due to low friction loss resulting in energy saving



PVC Pipes & Fittings For Agriculture Application

IS 4985-2000



CM/L-3805360



- Odourless & hygienic
- Corrosion resistance
- Chemical resistance
- Smooth bore for high flow rate
- Maintenance free
- Light welding & economical
- Self extinguishing quality

WELD ✶ ON



**Solvent Cements and
Primers for CPVC and PVC
Pipes**

**For Leakage Free
Plumbing!!**





- Cold fusion technique for bonding
- NSF approved solvent cements, primers
- All product meet the requirement for low VOC (volatile organic compound)
- Low VOC emissions limits established by the california south coast air quality management district(SCAQMD) one of the usa's strictest air quality regulatory bodies

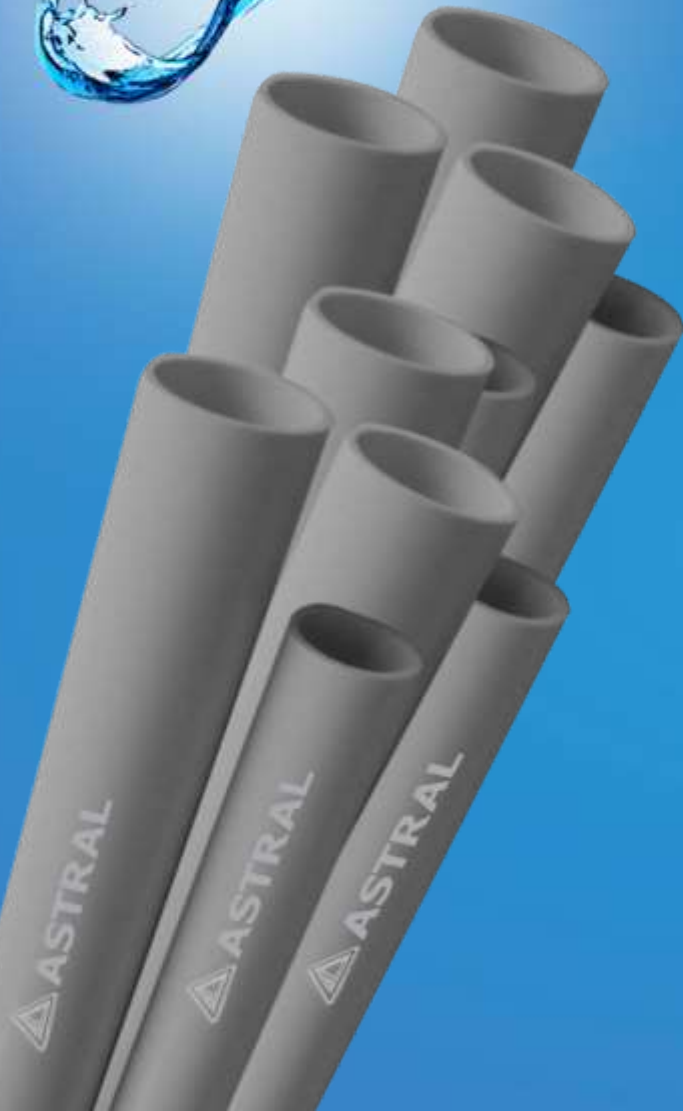


- **Eco-friendly & Plumber-friendly**
- **Reduced fumes & Odour for the comfort and well being of pipe installers**
- **High quality performance with excellent installation properties**
- **NSF,UPC & CSA listed**



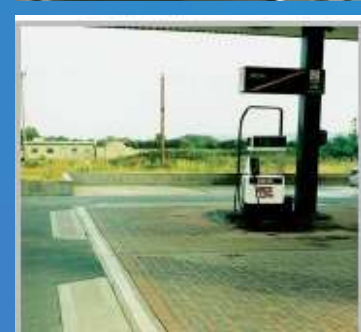
ASTRAL
Wire Guard[™]
Conduit Pipes & Fittings

For Electrical Cable





- Smooth interior walls helping in easy wiring
- Fire resistance
- Corrosion resistance
- Light weight & high mechanical strength
- No maintenance & last for a lifetime
- Self extinguishing quality



OUR PRESTIGIOUS CLIENTS



Corporate Houses:



Hospitals:



Academic Institute:



Hotels & Resorts:



Government:



Industries:



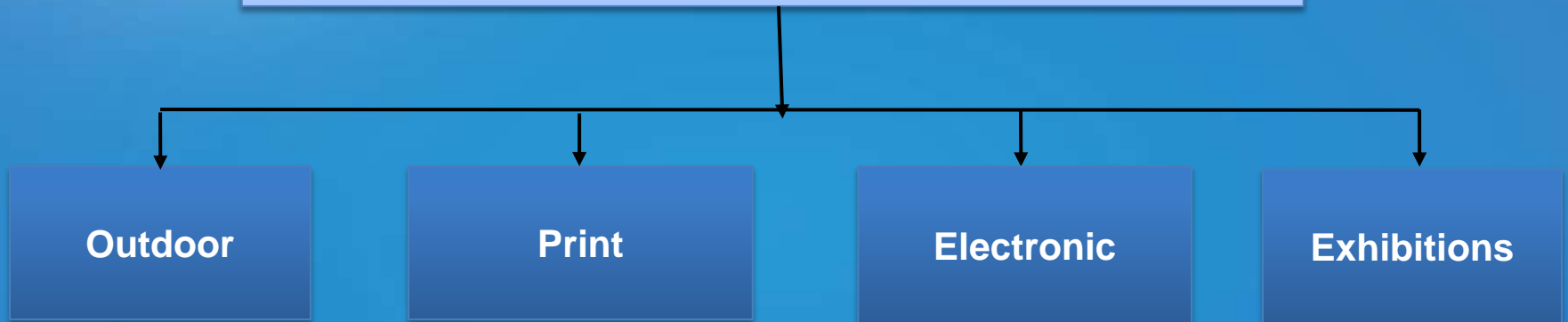
Construction Houses:



BRANDING ACTIVITIES



BRANDING



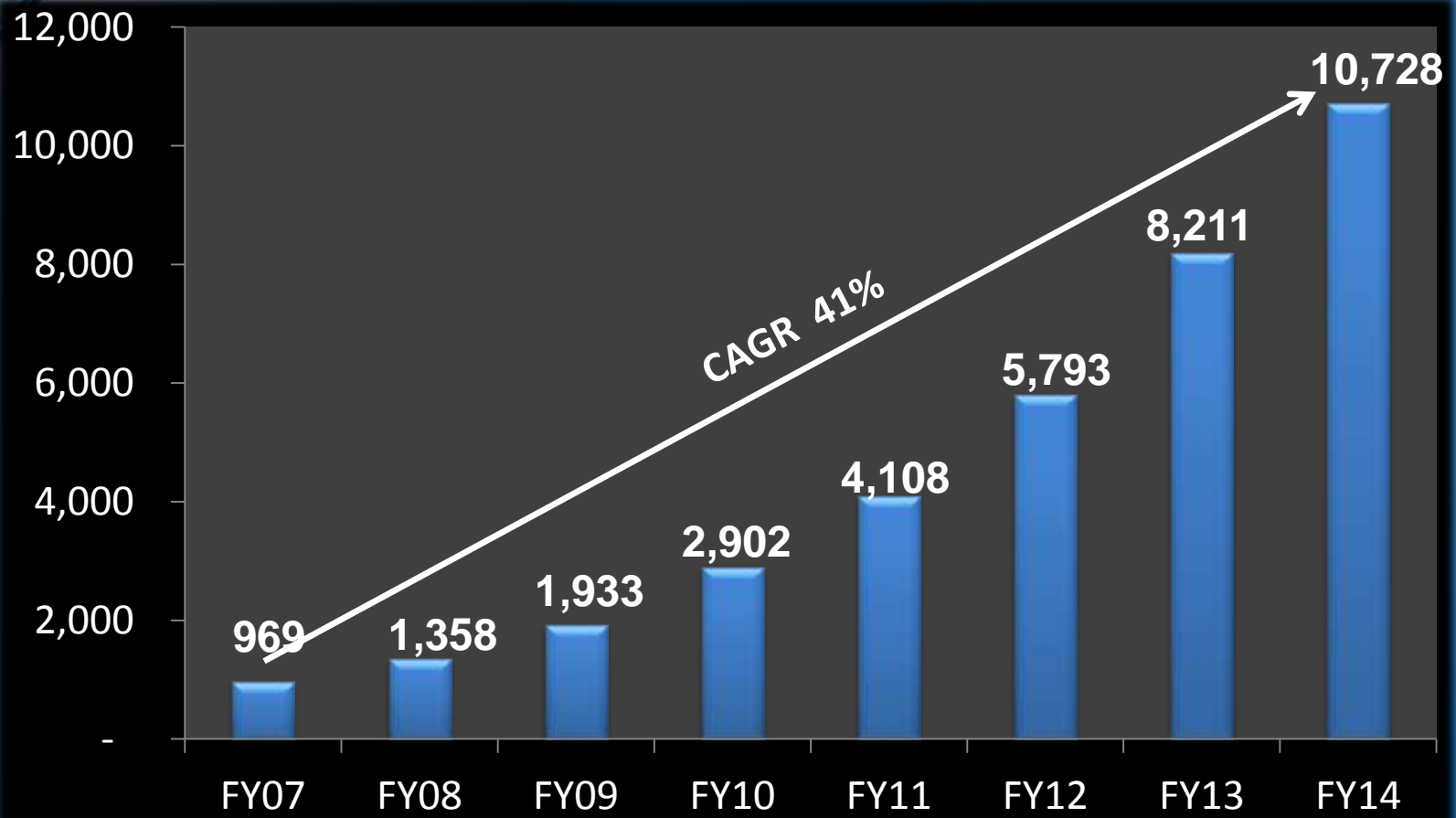
BRANDING ACTIVITIES





FINANCIALS

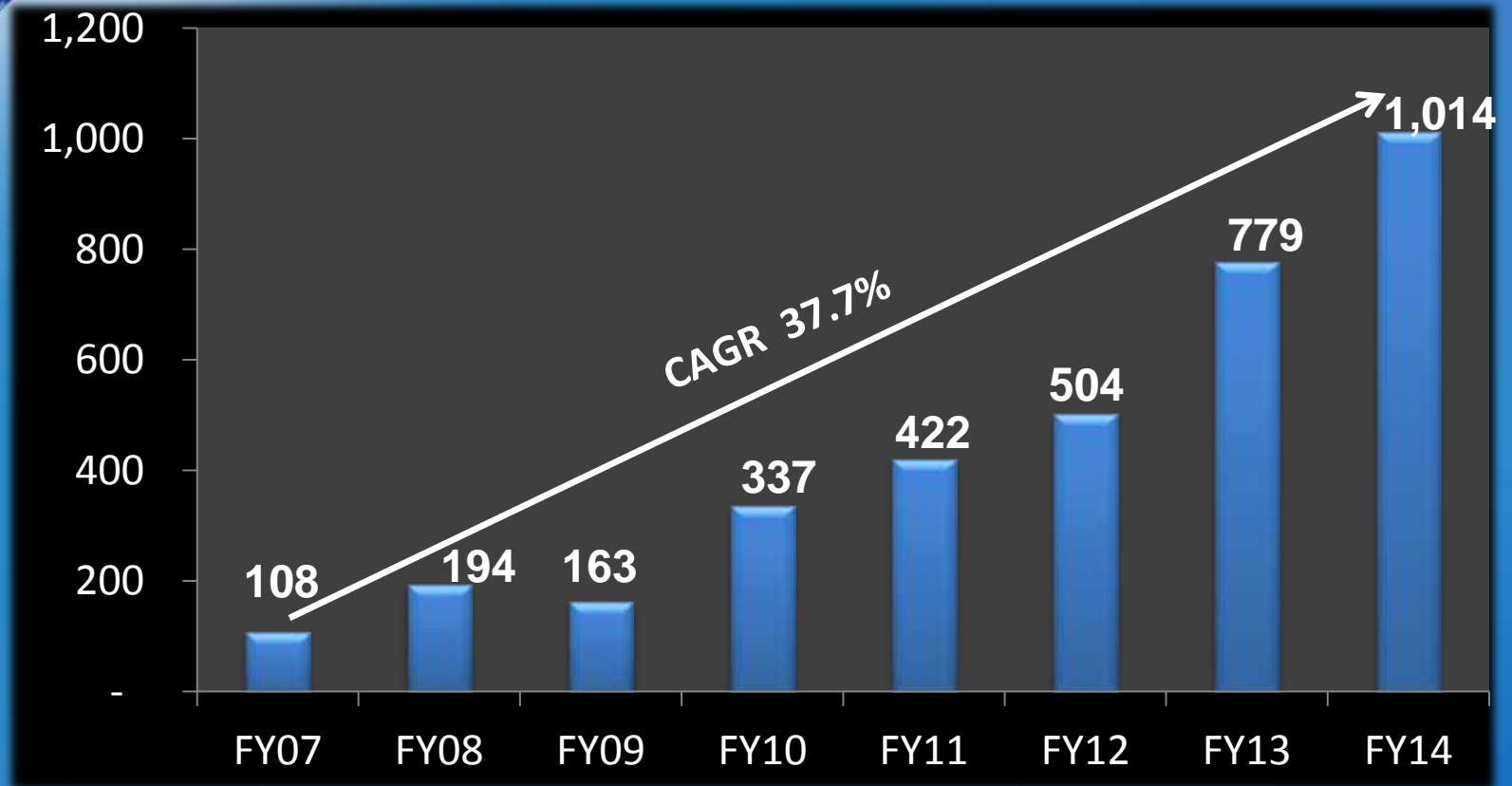
SALES (RS. MN.) – CAGR OF 41%



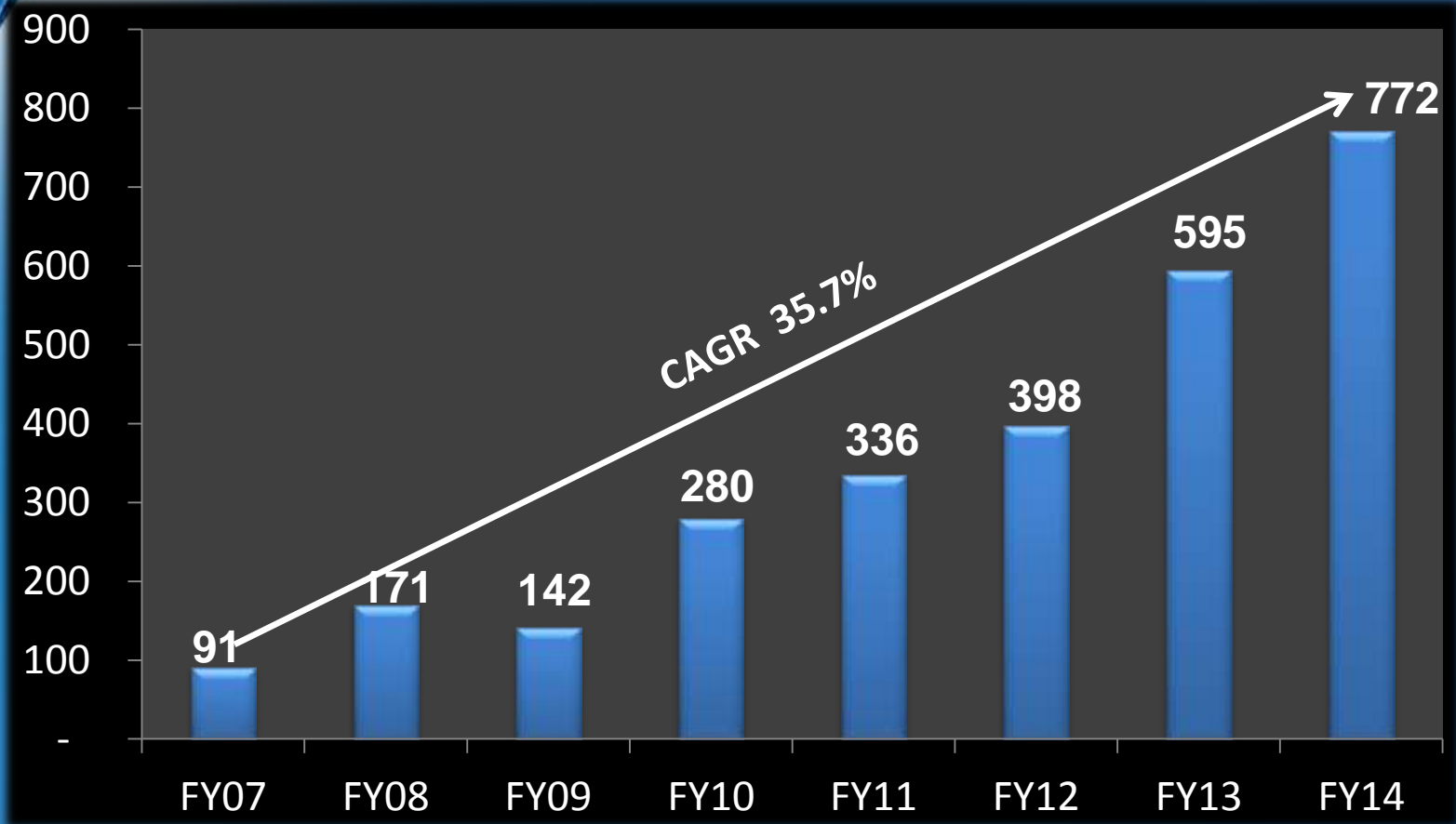
EBITA (RS. MN.) – CAGR OF 41%



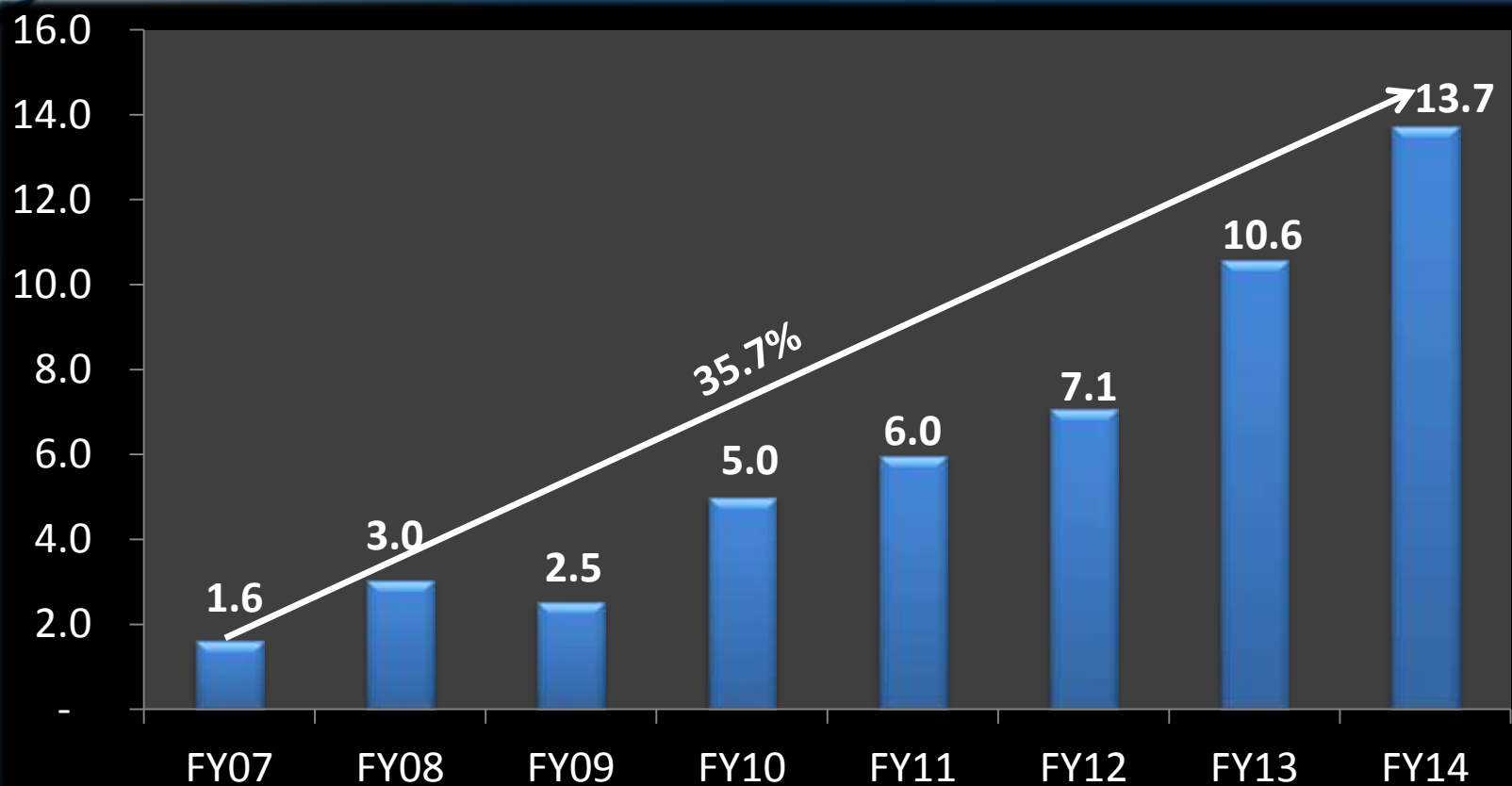
PBT (RS. MN.) – CAGR OF 38%



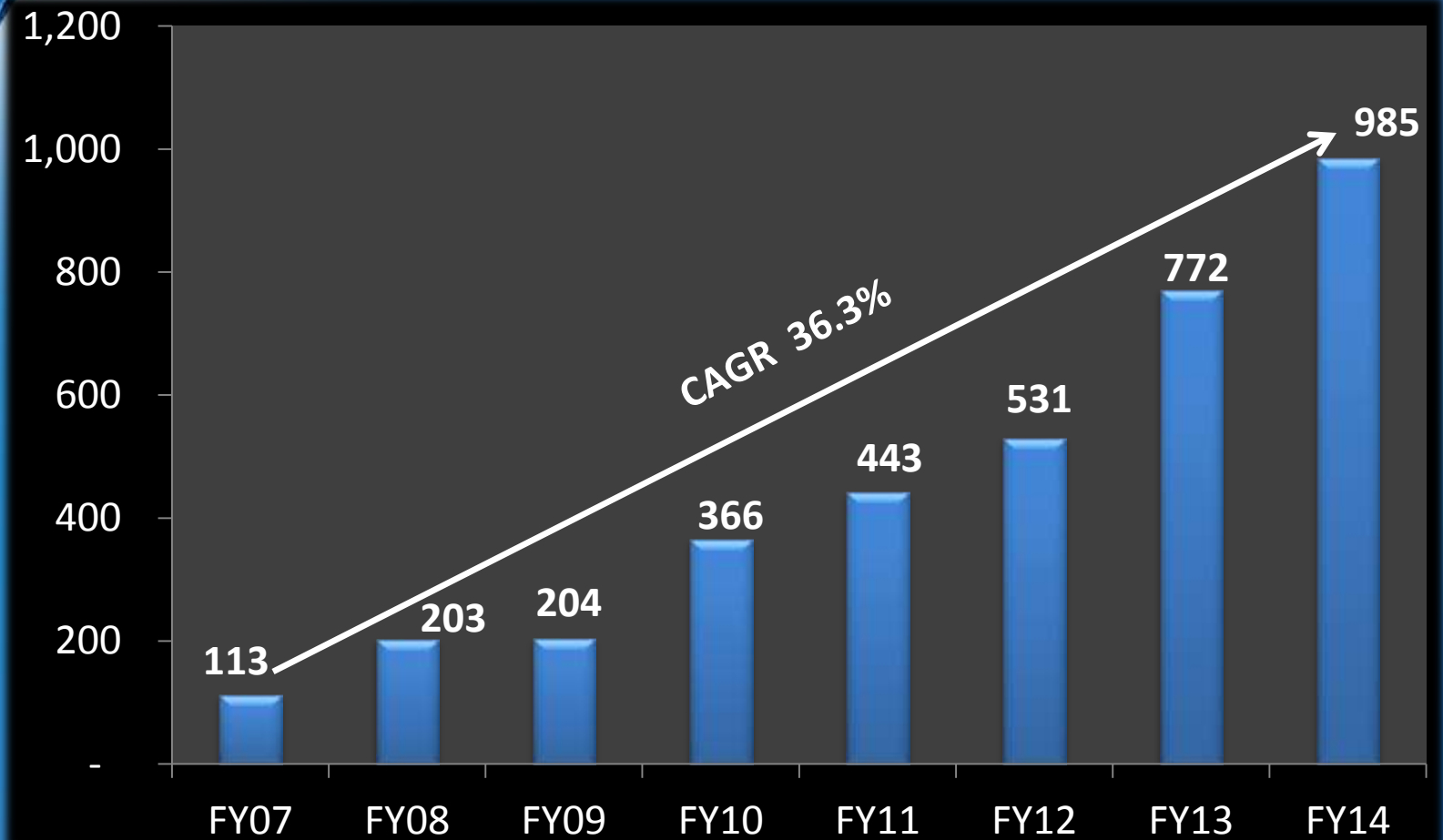
PAT (RS. MN.) – CAGR OF 36%



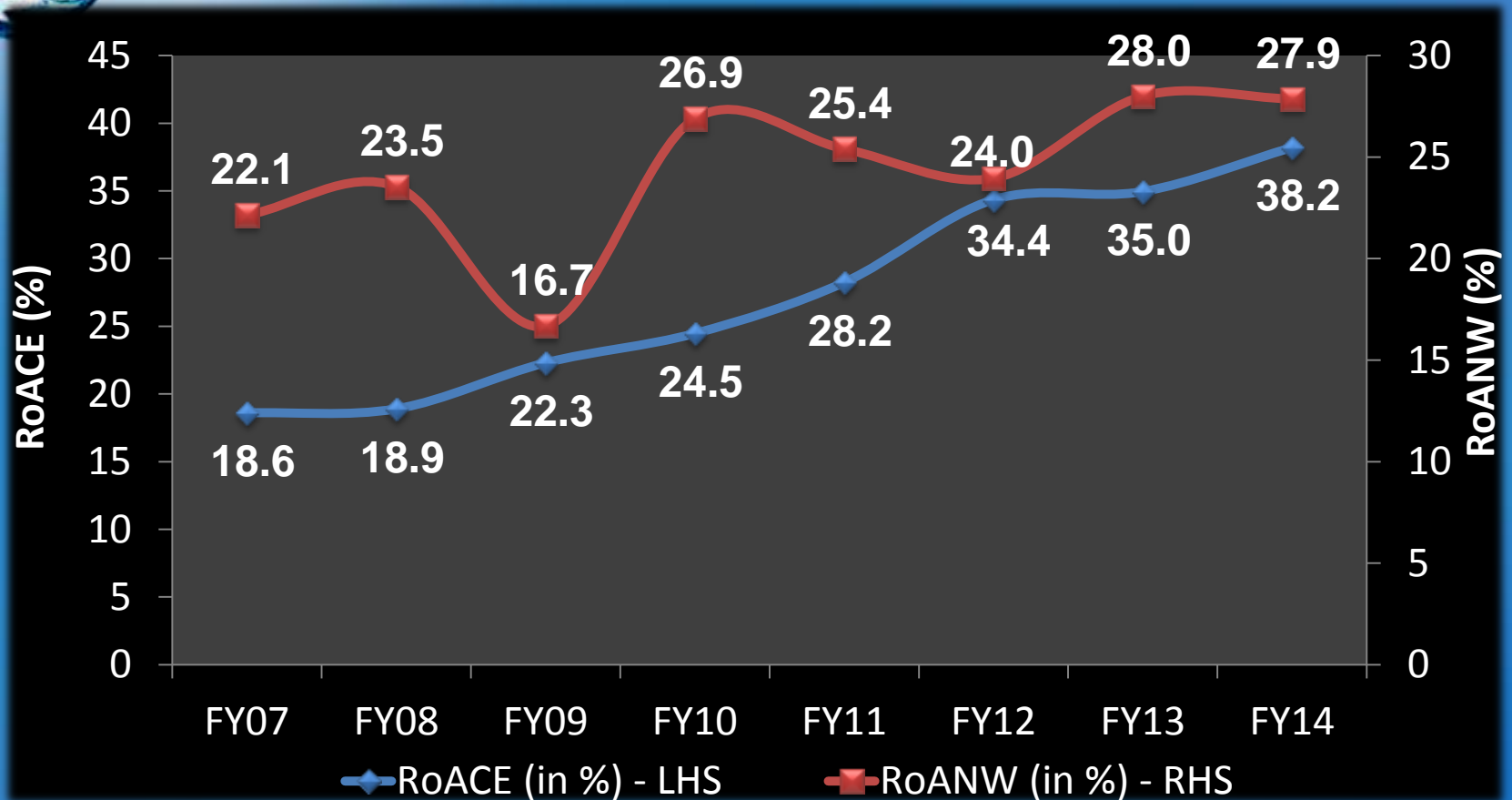
EPS (IN RS.)



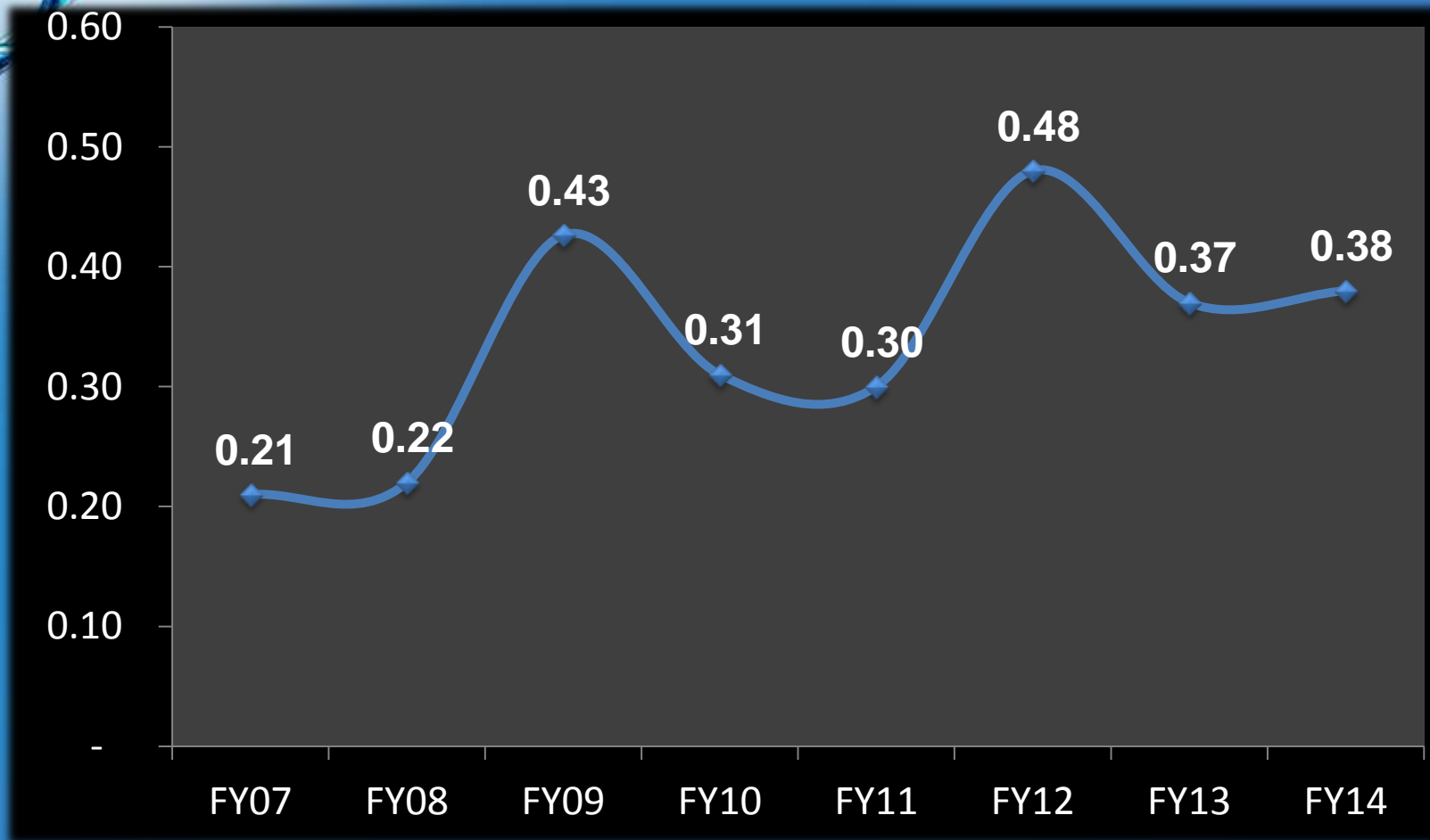
CASH PROFIT (RS. MN.) – CAGR OF 36%



ROACE & ROANW (IN %)



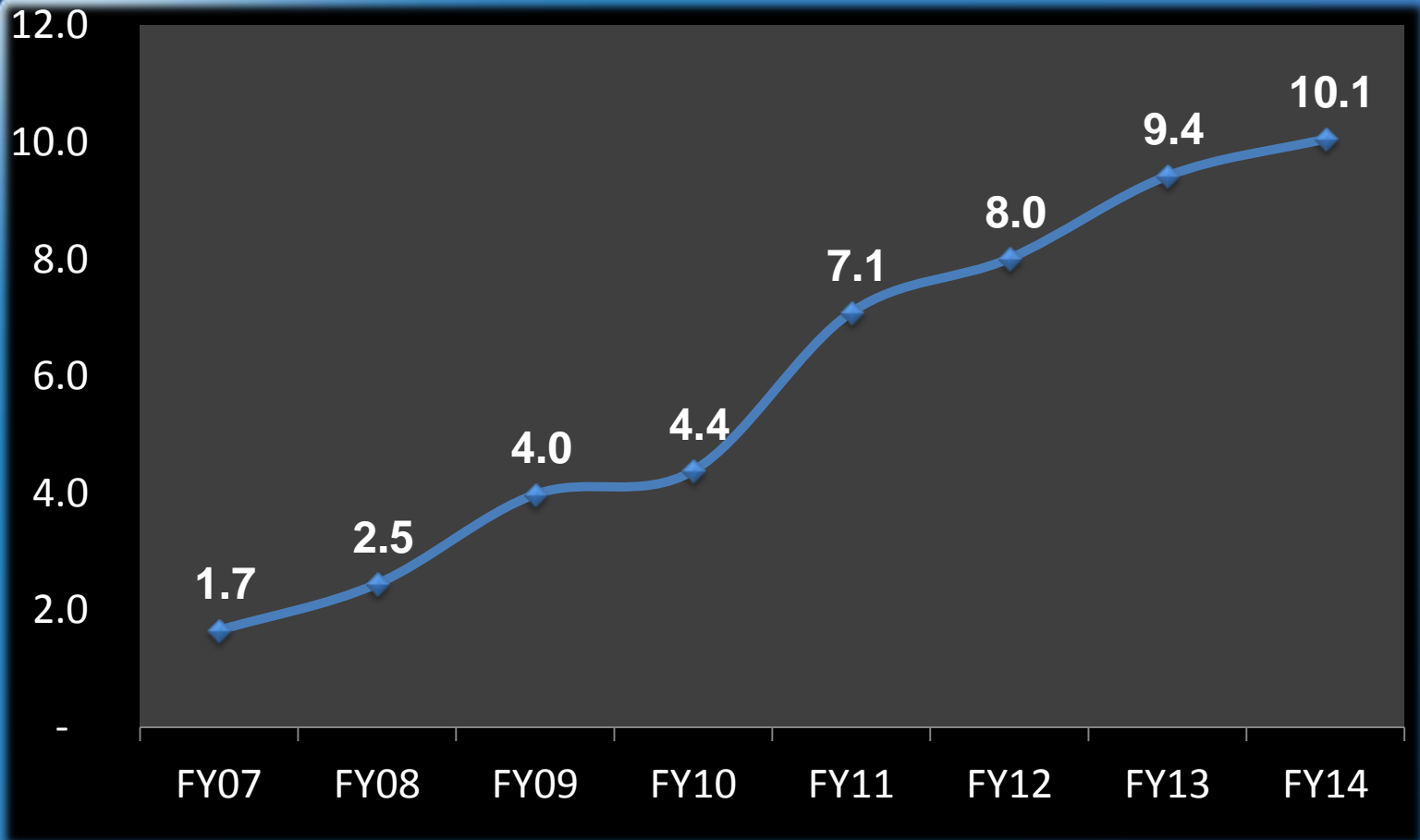
DEBT/EQUITY RATIO



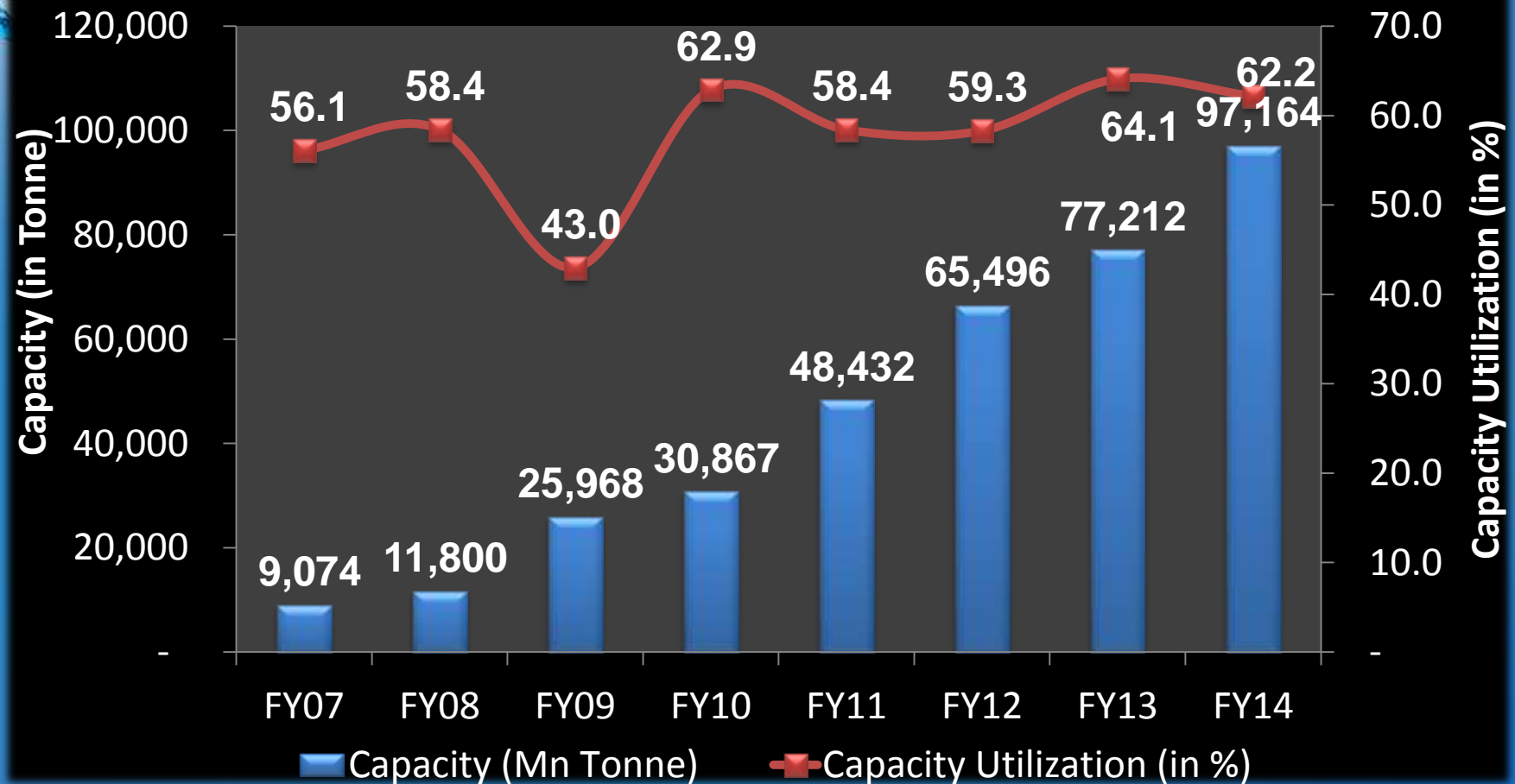
ASSETS TURNOVER RATIO



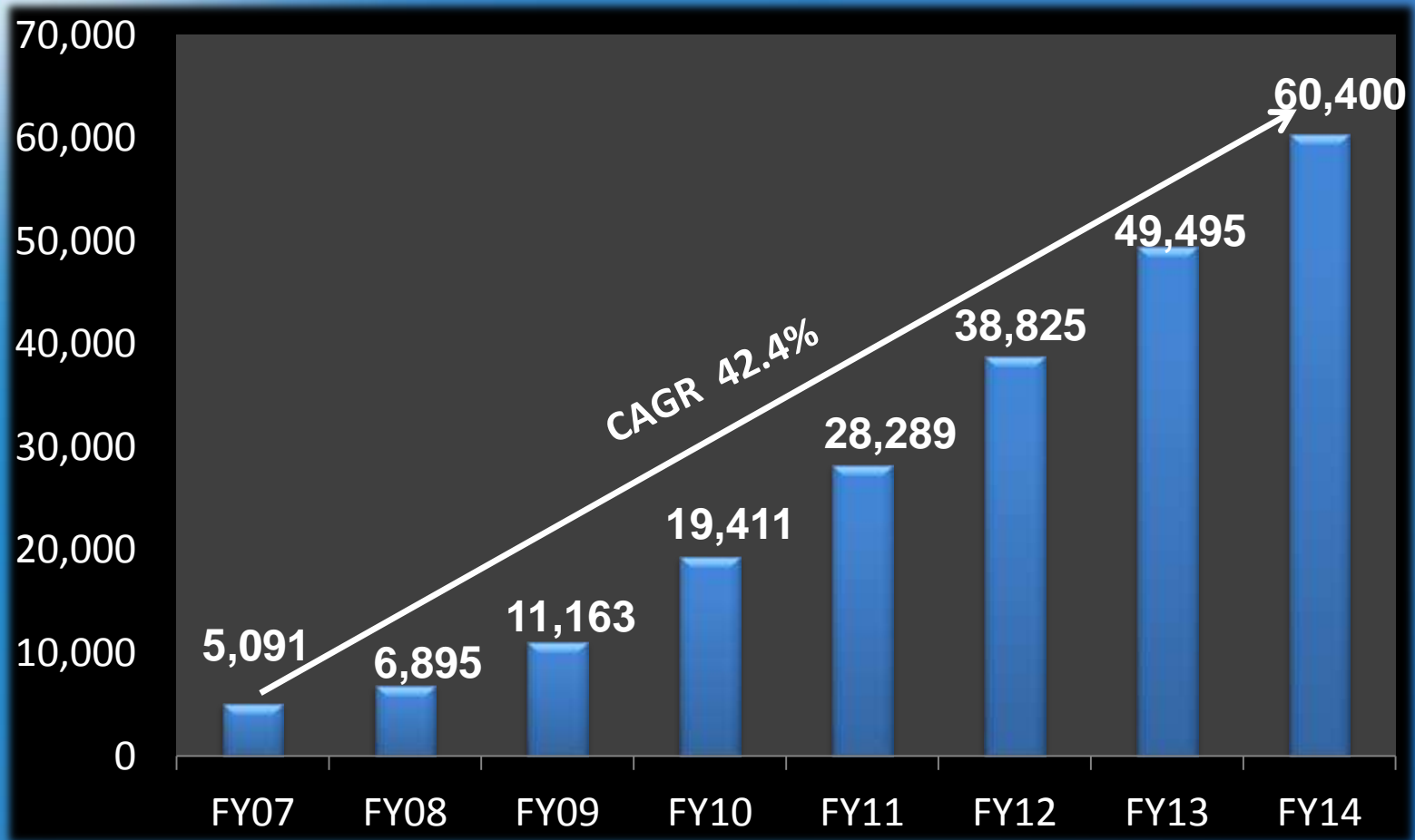
WORKING CAPITAL TURNOVER RATIO



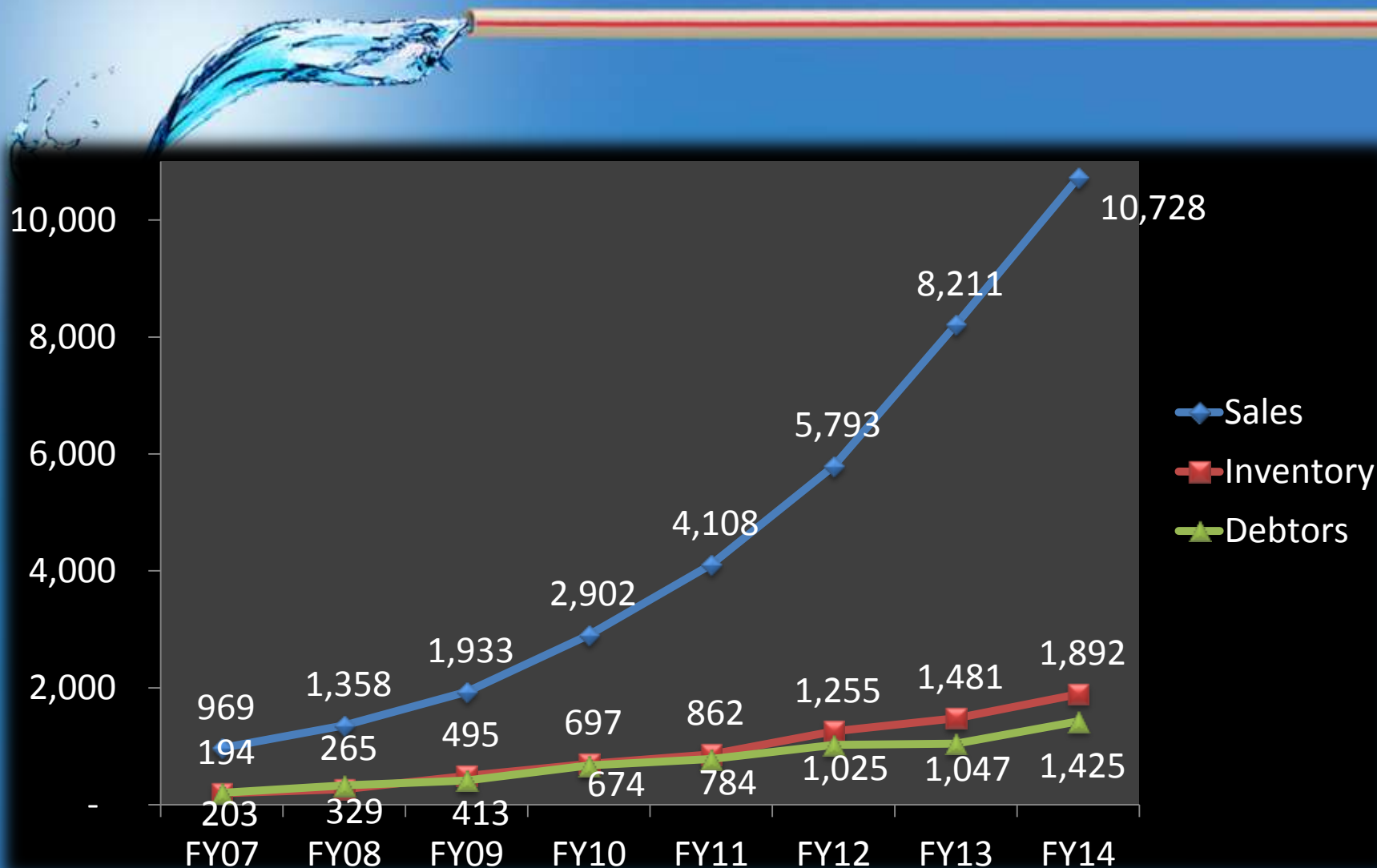
CAPACITY IN M.T.



PRODUCTION VOL. (M.T.) – CAGR OF 42%



SALES, INVENTORY & DEBTORS (RS. MN.)



Advanced Adhesives Limited



Particulars Amount (In Mn)	FY13	FY14	% change
Sales	123.8	229.9	85.6
EBIDTA	35.6	41.5	16.6
PBT	33.2	40.0	20.3
PAT	24.4	25.5	4.7

CAPEX DETAILS (IN MN.)



SR. NO.	PARTICULARS	FY 14
1	Land	243
2	Building	257
3	Plant & Machineries	437
	TOTAL	937

Lubrizol – Competitive Advantage



- Astral is the only player globally to have 4 product licenses – Flowguard, Corzan, Bendable Composite and Blaze Master.
- Blaze Master, Bendable Composite and Corzan – Exclusive licensee in India.
- Lubrizol is setting up a manufacturing unit for CPVC compound in Dahej , Gujarat. This is very close to Astral manufacturing units in Gujarat. High inventory requirement and currency volatility for raw material would be negated.

STRATEGIC INITIATIVES



- **Hosur Plant -**
 - Strategically located in South India. Will give pricing advantage to Astral by saving on freight cost.
 - Cost saving on logistics can be in the range of 7% - 8% on all PVC products and 3% - 4% on all CPVC products.
 - Can price CPVC / PVC products aggressively in the Southern market.
- **Agri Pipes-**
 - During low capacity utilization periods, Astral will produce agri pipes.
 - Will improve capacity utilization and add one revenue stream.

KEY TAKE AWAYS



- Average CAGR Growth in Revenue, EBDITA, PBT and PAT is more than 35% since last 8 years.
- Company has a ready Capacity which can take the top line up to Rs. 17,000 Mn (57% up From Present Topline)
- Company has new products such as Bendable , Blazemaster, Column Pipe, Agri etc (Total market Opportunity for recently launch and new products is more that Rs. 10,000 Cr.) which will help in maintaining growth momentum besides existing products
- Hosur Plant will help in improving the southern market sales and improvement in logistic cost.
- Local Manufacturing of Solvent Cement will help in improving the margins.
- Highly Under Leverage Company

AWARD RECOGNITION DURING 2013-14



- AMA (Ahmedabad Management Association) has conferred Mr. Sandeep Engineer as the Outstanding Entrepreneur Award for the year 2012-13
- Astral awarded Business Standard Star SME of the year-2013
- Astral awarded Inc. India Innovative 100-for the year 2013 for smart Innovation under Category of "Technology"
- Received Trophy for being a Finalist in Top 15 out of 350 Nominees for the EY Entrepreneur of the year Award, 2013.

AMA - OUTSTANDING ENTREPRENEUR AWARD



EY ENTREPRENEUR OF THE YEAR AWARD - FINALIST





***STRONG NAHIN,
ASTRAL STRONG!!***



**Come Flow With Us
& Grow With Us**

THANK YOU