



ASTRAL[®]
where INNOVATION flows

THE GAME CHANGER



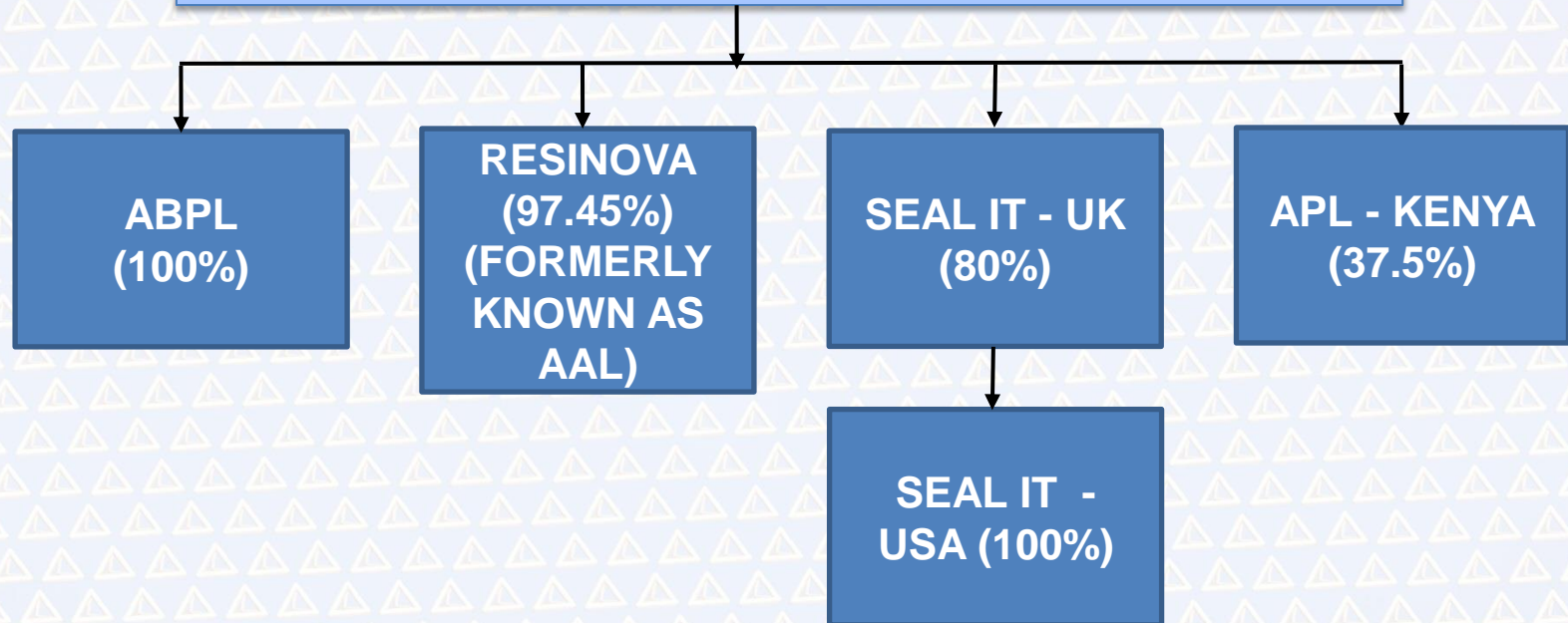
Astral Poly Technik Limited was established in 1999 with the aim to manufacture plumbing and drainage systems in India. While serving the plumbing needs of millions of houses, to further extend that company has entered into Adhesives, Sealants & Construction Chemicals to add extra mileage to India's developing real estate fraternity. Astral entered the market with their own set of rules and became the GAME CHANGERS.



ABOUT ASTRAL FAMILY



ASTRAL POLY TECHNIK LIMITED



BOARD OF DIRECTORS



Position Held	Name
Chairman (Non Executive & Independent)	Mr. K Raghunath Shenoy
Managing Director	Mr. Sandeep Engineer
Whole Time Director	Mrs. Jagruti Engineer
Independent Director	Mr. Pradip Desai
Non Executive Director	Mr. Kyle Thompson
Independent Director	Mr. Narasinh Balgi
Non Executive Director	Mr. Anil Kumar Jani

CORPORATE JOURNEY



1999

- First to receive license for CPVC piping system from Lubrizol for India

2004

- First to launch Lead Free uPVC piping system

2006

- Corp Excel-National SME Excellence Award

CORPORATE JOURNEY



2007

- First to get NSF Certification for CPVC piping system in India

2012

- First to launch Lead Free uPVC column pipes

2013

- First to launch CPVC - AL - CPVC Bendable Pipes
- Business Standard Star SME of the year
- Inc. India Innovative 100 for smart Innovation under Category of "Technology"
- Finalist in Top 15 out of 350 Nominees for the EY Entrepreneur of the year Award

CORPORATE JOURNEY



2014

- First to get BIS Certification for BlazeMaster (CPVC Fire Sprinkler Pipes IS 16088)
- India's Most Promising Brand Award
- Acquired 80% stake in UK-based adhesive and sealants maker Seal It Services Limited
- Acquired 76% stake in Kanpur based adhesives company Resinova Chemie Limited

2015

- Value Creator Award during the first ever Fortune India Next 500 India's
- Most Trusted Brand Award
- Acquired balance 24% stake of Resinova Chemie Limited

CORPORATE JOURNEY



2016

- Most Trusted Pipe Brand Award by TRA
- ET Inspiring Business Leaders of India Award
- Merger of Resinova Chemie Limited into Advanced Adhesives Limited and subsequently changed the name to Resinova Chemie Limited
- Seal IT Services Limited, UK Based Subsidiary acquired Silicone Tape Business in USA

ABOUT THE PIPE BUSINESS



- GLOBAL PARTNERS
- PRODUCT CATEGORY
- PRODUCT RANGE
- QUALITY APPROVALS
- PLANTS, DEPOTS & BRANCHES
- MANUFACTURING FACILITY

GLOBAL PARTNERS



The Lubrizol logo is centered within a white rounded square. It consists of the word "Lubrizol" in a bold, italicized black font, with a blue swoosh underline beneath the letters.

- The Lubrizol Corporation is an innovative specialty chemical company that invents technologies that improve the quality and performance of their customers' products in the industrial and consumer markets.



- Spears' broad product line offers a complete selection of 1/8" through 12" injection molded fittings and fabricated fittings through 48", many specialty products, and a full complement of manual and mechanically actuated thermoplastic valves in a variety of types, sizes and configurations.

GLOBAL PARTNERS



- First Plast is skilled in manufacturing building plastics and produces at modern plants in Altare (SV) drainage systems such as drainage channels, ground accessories, rainwater gutter and solvent cement fittings made of PVC.

Alca PLAST®

- AlcaPlast is one of the largest manufacturers of sanitary ware in Central and Eastern Europe. Besides its traditional product range of fill and flush valves, it also produces concealed WC installation systems, plastic cisterns, bath siphons and shower-basin siphons..

PRODUCT CATEGORY - PIPES



Plumbing



Industrial



Drainage



Fire Protection



Agriculture



Electrical Conduit



Ancillary

PRODUCT RANGE - PLUMBING



Hot and Cold Water Plumbing System



ASTRAL
FlowGuard PLUS
PIPE & FITTINGS™

Multilayer Composite Pipes



ASTRAL
FlowGuard
BENDABLE
MULTILAYER PIPE

Lead Free uPVC Piping System



ASTRAL
Aquarius
STANDARDS REDEFINED
uPVC PLUMBING SYSTEM FOR OUTER LOOP LINES

PRODUCT RANGE - DRAINAGE



Conventional Drainage System



ASTRAL
ULTRADRAIN®
CONVENTIONAL SYSTEM

Leak-proof Drain Waste and Vent System



ASTRAL
DWV®
DRAIN WASTE & VENT
LEAK PROOF SYSTEM

Superior Push-Fit Drainage System



ASTRAL
DRAINMASTER™
SUPERIOR PUSH-FIT SYSTEM

PRODUCT RANGE - DRAINAGE



Strong and Light Weight Drainage System



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

Ultra-Modern Underground Drainage System



 **ASTRAL**
UNDER
GROUND
DRAINAGE SYSTEMS

PRODUCT RANGE - DRAINAGE



ASTRAL
DRAIN
HULK

**ULTRA-MODERN INSPECTION
CHAMBERS WITH THE WIDEST RANGE**

PRODUCT RANGE - AGRICULTURE



Lead Free uPVC Column Pipes for Submersible Pumps



ASTRAL
BORE-WELL
LEAD FREE UPVC COLUMN PIPES

uPVC Pipes For Agriculture and Water Transportation



ASTRAL
AquaSAFE

PRODUCT RANGE



ELECTRICAL

uPVC Pipes for
Protection of
Concealed Wiring



ASTRAL
Wire Guard
Conduit Pipes & Fittings

FIRE PROTECTION

CPVC Fire Sprinkler
System



ASTRAL
BlazeMaster
FIRE SPRINKLER SYSTEMS

PRODUCT RANGE



ANCILLARY

Support System for
Pipes and Fittings



***Clamps
& Hangers***

INDUSTRIAL

Industrial
Piping System



**ASTRAL
CORZAN[®] HP**
INDUSTRIAL SYSTEMS

INTERNATIONAL QUALITY APPROVALS, CERTIFICATIONS



NSF International

RECOGNIZES

ASTRAL POLY TECHNIK LIMITED
INDIA

AS COMPLYING WITH NSF/ANSI 14 AND ALL APPLICABLE REQUIREMENTS.
PRODUCTS APPEARING IN THE NSF OFFICIAL LISTING ARE
AUTHORIZED TO BEAR THE NSF MARK.

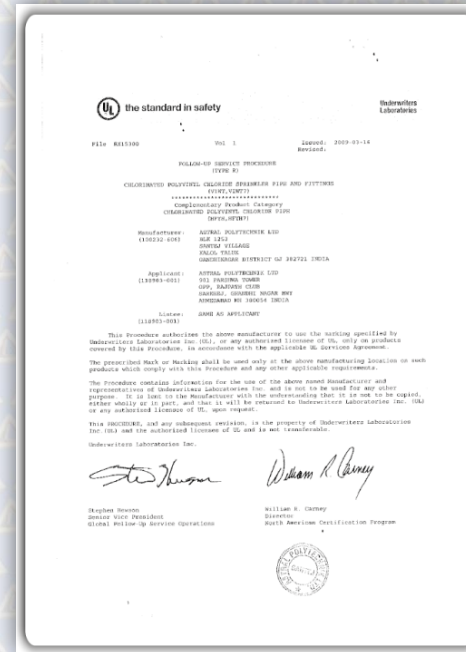


This certificate is the property of NSF International and must be returned upon request. For the most current and complete information, please access NSF's website (www.nsf.org).

David Purkiss

September 17, 2009
Certificate# IS170 - 01

David Purkiss, General Manager
Water Distribution Systems



QUALITY APPROVALS, CERTIFICATIONS



Report No Q(C)/5045

Table 9. Quality of water flowing through CPVC pipes evaluated as per IS: 10500 - 91 (Indian Standard Specification for Drinking Water)

Property	IS : 10500 - 91 (Required Value)	CPVC Pipe (Obtained Value)
Colour	Colourless	Colourless
Odour	Unobjectionable	Odourless
Taste	Agreeable	Tasteless
Turbidity (NTU)	10	0.7
Dissolved Solids (mg/l, max.)	500	297
pH	6.5 - 8.5	7.83
Microbiological test (6 weeks)	10	0
Multipal tube MPN/100ml (37°C/48 hrs)	10	0
Toxic metals (ICP method)		
Cd (mg/l) max.	0.01	0.000021
Pb (mg/l) max.	0.05	0.000037
Zn (mg/l) max.	5	0.026869
Hg (mg/l) max.	0.001	0.0001836

B. Singh
Dr. B. SINGH
Scientist
Central Building Research Institute
Roorkee-247 667

20/25



Report No Q(C)/5045

Table 9. Quality of water flowing through CPVC pipes evaluated as per IS: 10500 - 91 (Indian Standard Specification for Drinking Water)

Property	IS : 10500 - 91 (Required Value)	CPVC Pipe (Obtained Value)	
		SDR 11	SDR 13.5
Colour	Colourless	Colourless	Colourless
Odour	Unobjectionable	Odourless	Odourless
Taste	Agreeable	Tasteless	Tasteless
Turbidity (NTU)	10	0.7	0.7
Dissolved Solids (mg/l, max.)	500	297	293
pH	6.5 - 8.5	7.83	7.43
Microbiological test (6 weeks)	10	0	0
Multipal tube MPN/100ml (37°C/48 hrs)	10	0	0
Toxic metals (ICP method)			
Cd (mg/l) max.	0.01	0.000021	0.000032
Pb (mg/l) max.	0.05	0.000037	0.000109
Zn (mg/l) max.	5	0.026869	0.018399
Hg (mg/l) max.	0.001	0.0001836	0.0001836

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20/25

PLANTS, DEPOTS & OFFICES



- 750+ Distributors
- 22,000+ Dealers across India



MANUFACTURING FACILITY SANTEJ, GUJARAT



MANUFACTURING FACILITY SANTEJ, GUJARAT



Area of Plant:

- Land : 68540 Sq. Mtr
- Building : 38900 Sq. Mtr

Products:

- FlowGuard Plus
- FlowGuard Bendable
- Aquarius
- BlazeMaster
- Underground
- Corzan HP
- Clamps & Hangers
- Bore-Well

MANUFACTURING FACILITY DHOLKA, GUJARAT



MANUFACTURING FACILITY DHOLKA, GUJARAT



Area of Plant:

- Land : 141825 Sq. Mtr.
- Building : 41300 Sq. Mtr.

Products:

- Ultradrain
- DrainMaster
- DWV
- Foamcore
- Aquasafe

MANUFACTURING FACILITY HOSUR, TAMILNADU



MANUFACTURING FACILITY HOSUR, TAMILNADU



Area of Plant:

- Land : 59367 Sq. Mtr.
- Building : 11200 Sq. Mtr.

Products:

- FlowGuard Plus
- Ultradrain
- DrainMaster
- Aquasafe

UPCOMING MANUFACTURING FACILITY - GHILOTH, RAJASTHAN



Area of Plant:

- Land : 32500 Sq. Mtr.

Products:

- CPVC
- PVC

SUBSIDIARIES

SUBSIDIARIES



Manufactures a highly diversified range of adhesives used in varied applications; products range from customized Epoxy based adhesives to commodity adhesives based on cyanoacrylates, elastomers, and PVA.



One of the UK's fastest growing manufacturers of building chemicals for the building trade and home improvement sector.

The product range includes sealants, adhesives, grouts, cleaners, expanding foams, fillers, decorating sundries, waterproofing products, roofing compounds, wood care products, tapes, tile adhesives, plumbing products and many other building chemicals.

ABOUT THE ADHESIVE BUSINESS



- GLOBAL PARTNER
- PRODUCT CATEGORY
- PLANTS, DEPOTS & BRANCHES
- MANUFACTURING FACILITY

PRODUCT CATEGORY- ADHESIVES



Construction



Maintenance



Wood Care



Automotive

ABOUT RESINOVA CHEMIE LIMITED

GLOBAL PARTNER

The WELD-ON logo is positioned inside a white rounded rectangle on the left side of the slide. It consists of the words "WELD-ON" in bold black capital letters, with a small registered trademark symbol (®) to the right. The text is enclosed within a black rectangular border.

- IPS was the first company to produce reliable cement for use with PVC and CPVC pipes and fittings. IPS products are recognized for their labor saving efficiency and convenience.

PRODUCT RANGE



PLANTS & DEPOTS



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



MANUFACTURING FACILITY- KANPUR (UNNAO), UP



MANUFACTURING FACILITY- KANPUR (UNNAO), UP



Area of Plant:

- Land : 16000 Sq. Mtr.
- Building : 10400 Sq. Mtr.

Products:

- Epoxy
- PVA
- Cyanoacrylates
- Solvent Cement
- Tile Adhesives
- Silicone Sealant

MANUFACTURING FACILITY- KANPUR (RANIA), UP



MANUFACTURING FACILITY- KANPUR (RANIA), UP



Area of Plant:

- Land : 24000 Sq. Mtr.
- Building : 11900 Sq. Mtr.

Products:

- Epoxy
- PVA
- Cyanoacrylates
- Solvent Cement
- Tile Adhesives
- Silicone Sealant

MANUFACTURING FACILITY- SANTEJ, GUJARAT



Expansion of Adhesives Facility

Area of Plant:

- Land : 22116 Sq. Mtr.
- Building : 11300 Sq. Mtr.

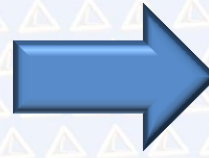
Products:

- Solvent Cement
- Cyanoacrylates
- Silicone Sealant

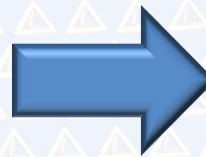
PACKAGING FACELIFT



OLD



NEW



BRAND AMBASSADOR



ABOUT BOND IT (SEAL IT SERVICES) UK & US SUBSIDIARY

PRODUCT RANGE



MANUFACTURING FACILITY- ELLAND, UK



MANUFACTURING FACILITY- ELLAND, UK



Area of Plant:

- Land : 6500 Sq. Mtr.
- Building : 4000 Sq. Mtr.

Products:

- Silicone Sealant
- PVA
- Tile Adhesives
- Waterproofing Solutions

MANUFACTURING FACILITY- USA



Seal IT Services Inc., USA

Location: USA;

Product: Silicone Tape



AWARDS & RECOGNITIONS

AMA - OUTSTANDING ENTREPRENEUR AWARD



KEY ENTREPRENEUR OF THE YEAR AWARD - FINALIST



INC. INDIA INNOVATIVE 100 FOR SMART INNOVATION AWARD



MOST INFLUENTIAL CFOs OF INDIA BY CIMA



ET INSPIRING BUSINESS LEADERS AWARD



INDIA'S MOST TRUSTED PIPE BRAND BY TRA



India's Most Comprehensive Study on Brand Trust - The Brand Trust Report, India Study – 2016 ranks **Astral Pipes** at 870th India's Most Trusted Brand across 20000 brands in 16 cities, also brand **Astral Pipes** leads in the category of Manufacturing - Pipes.

CSR ACTIVITY

CORPORATE SOCIAL RESPONSIBILITIES



- Created a charitable trust – “ASTRAL CHARITABLE TRUST” for carrying out various CSR activities.
- As of now spent Rs. 2.50 Cr. for purchase of land and Rs. 0.90 Cr. for construction of building at Ahmedabad.
- Intending to carry out following charitable activities;
 - 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
- Regular contribution to Akshay Patra Foundation for feeding to poor children in Government schools.

CSR ACTIVITY



CSR ACTIVITY – PROPOSED BUILDING



CSR ACTIVITY



BRANDING CAMPAIGNS

BAJRANGI BHAIJAAN IN-FILM PROMO



BAJRANGI BHAIIJAAN IN-FILM PROMO



BRANDING ACTIVITIES



BRANDING ACTIVITIES



BRANDING ACTIVITIES



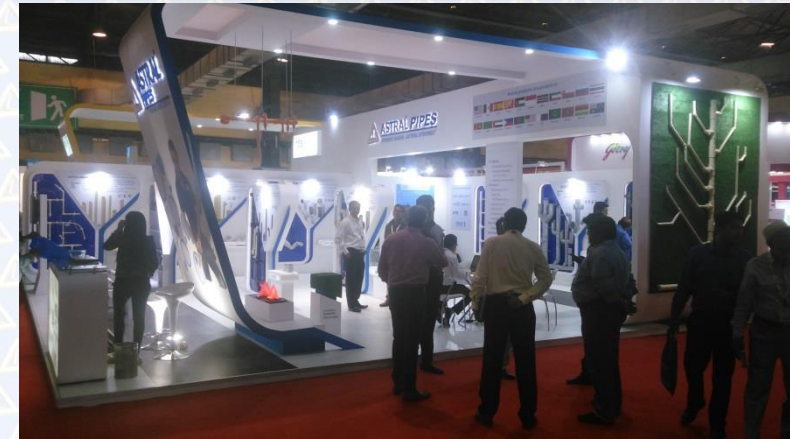
IPL 2016 – ASSOCIATION WITH GUJARAT LIONS



IPL 2016 – ASSOCIATION WITH GUJARAT LIONS



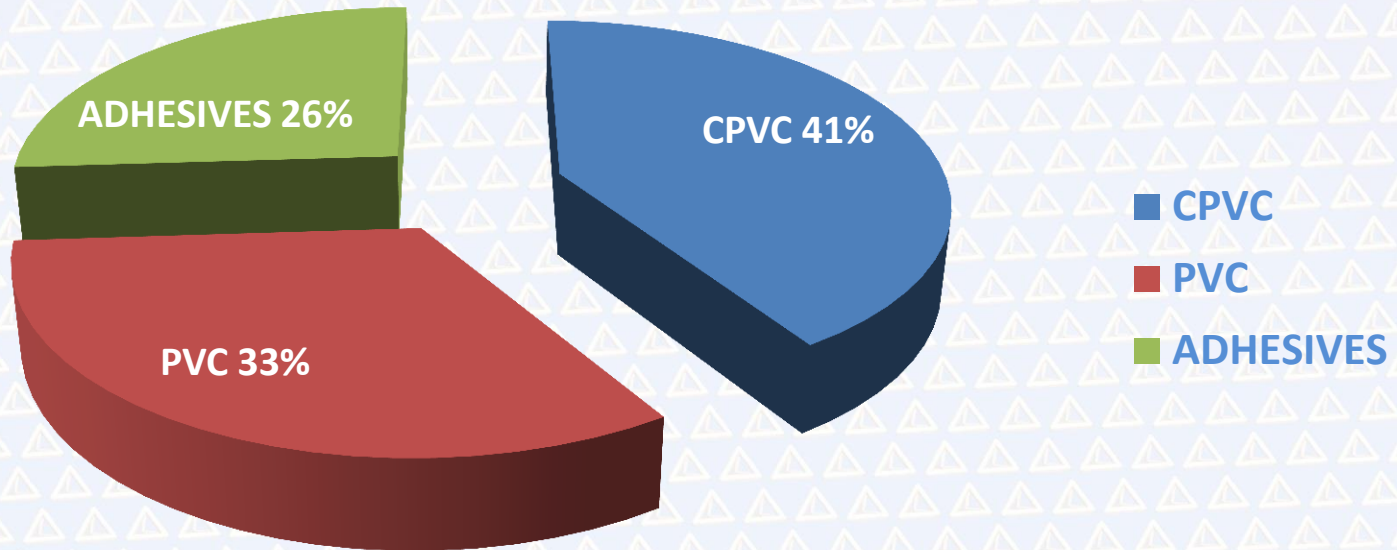
EXHIBITIONS



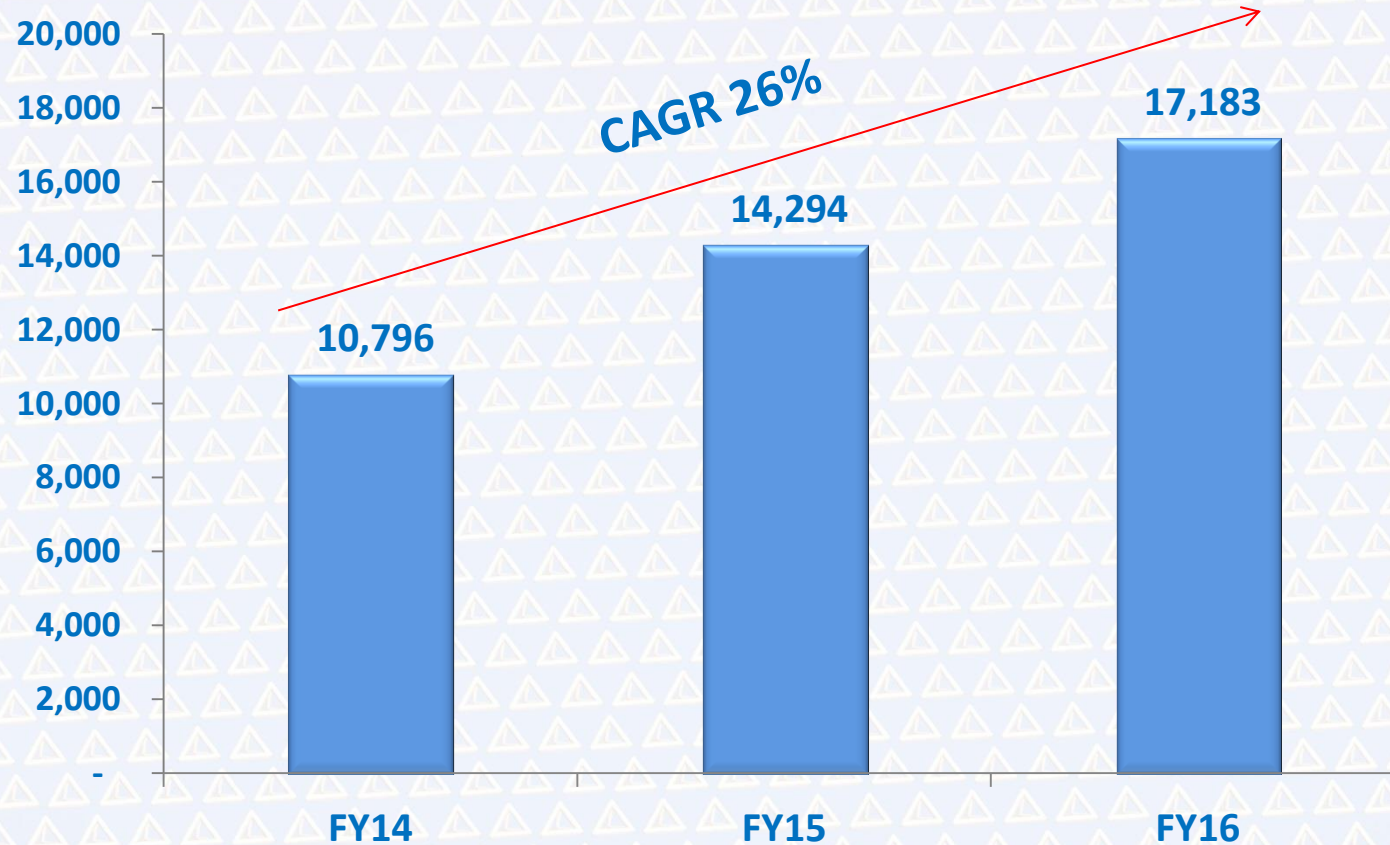
FINANCIALS

CONSOLIDATED

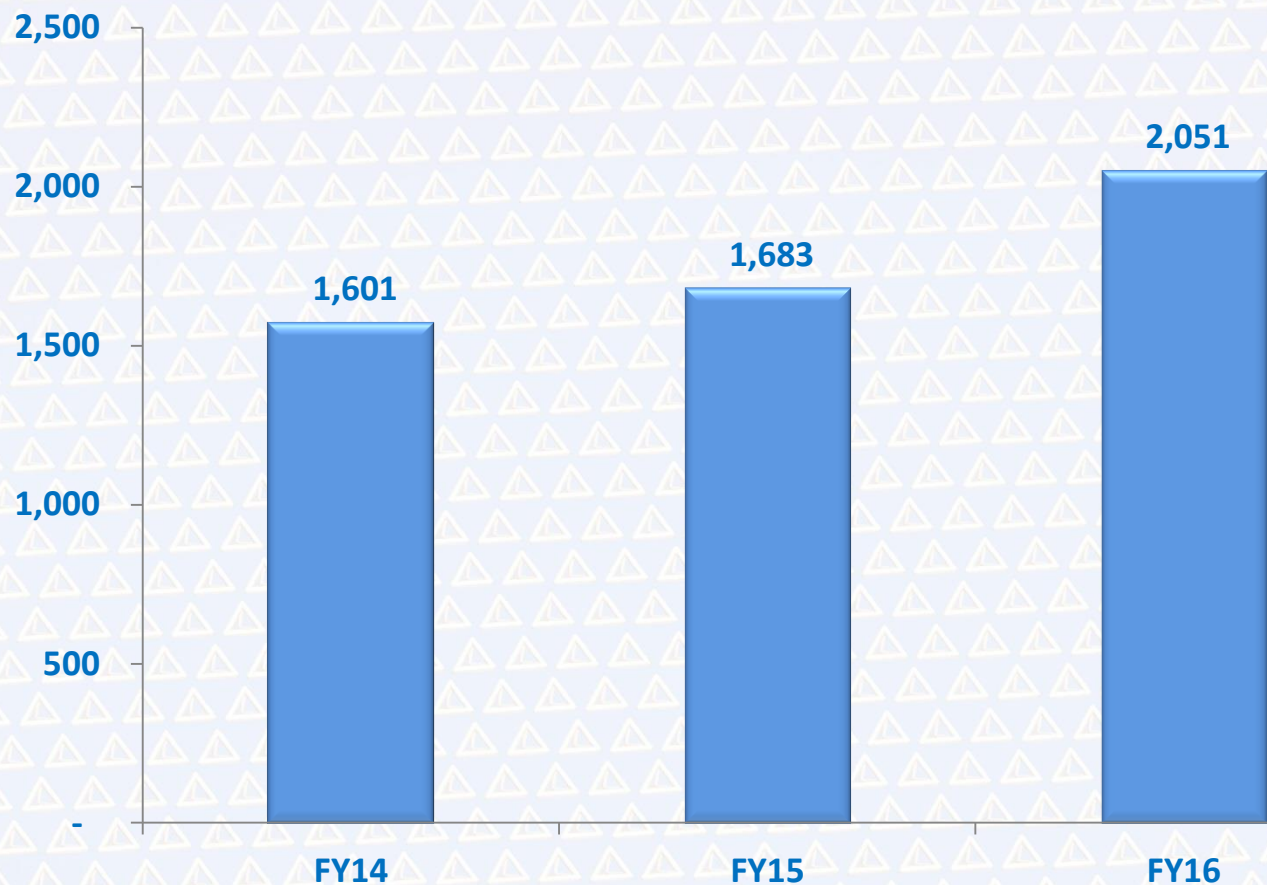
APL CONSOLIDATED – REVENUE BREAKUP



APL CONSOLIDATED - SALES (RS. MN.)



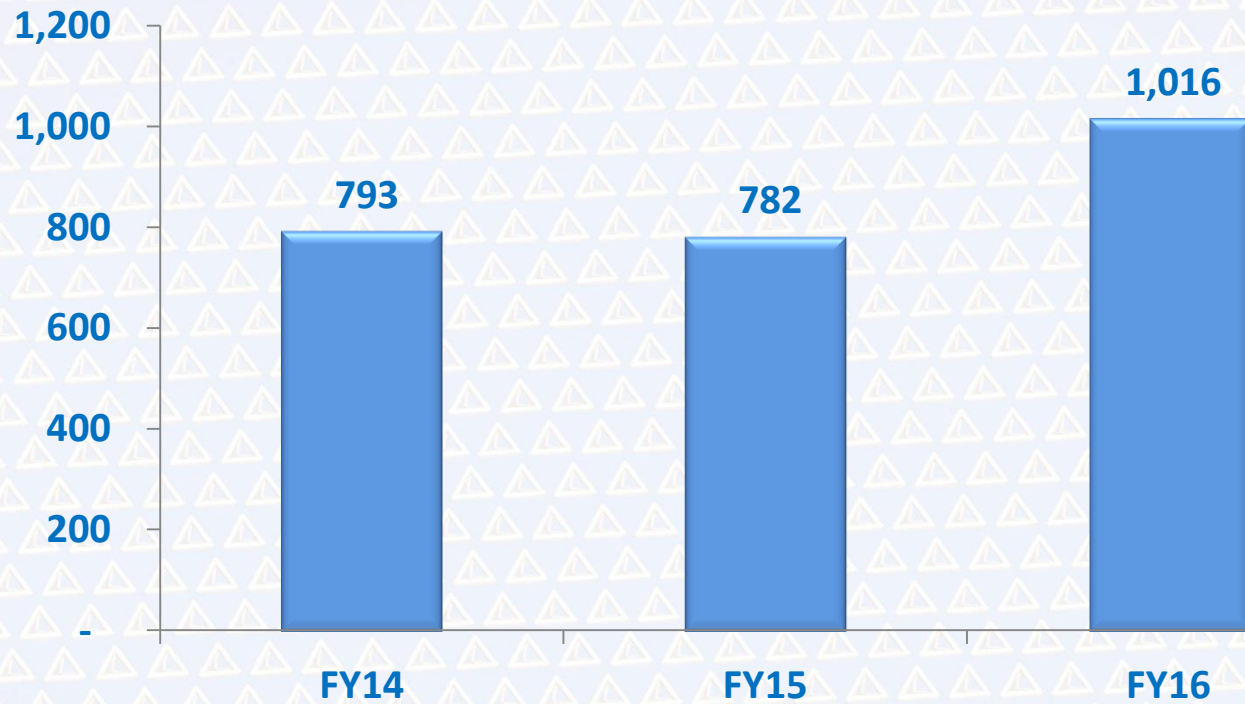
APL CONSOLIDATED - EBIDTA (RS. MN.)



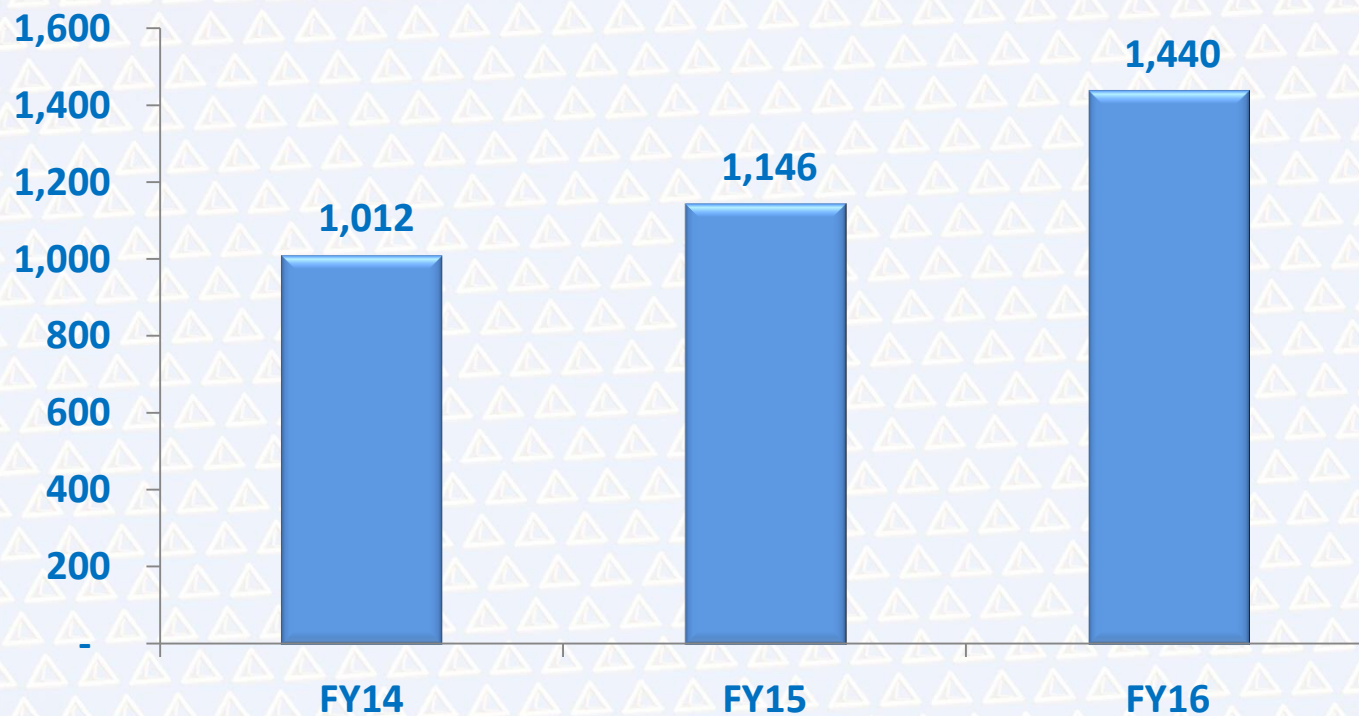
APL CONSOLIDATED - PBT (RS. MN.)



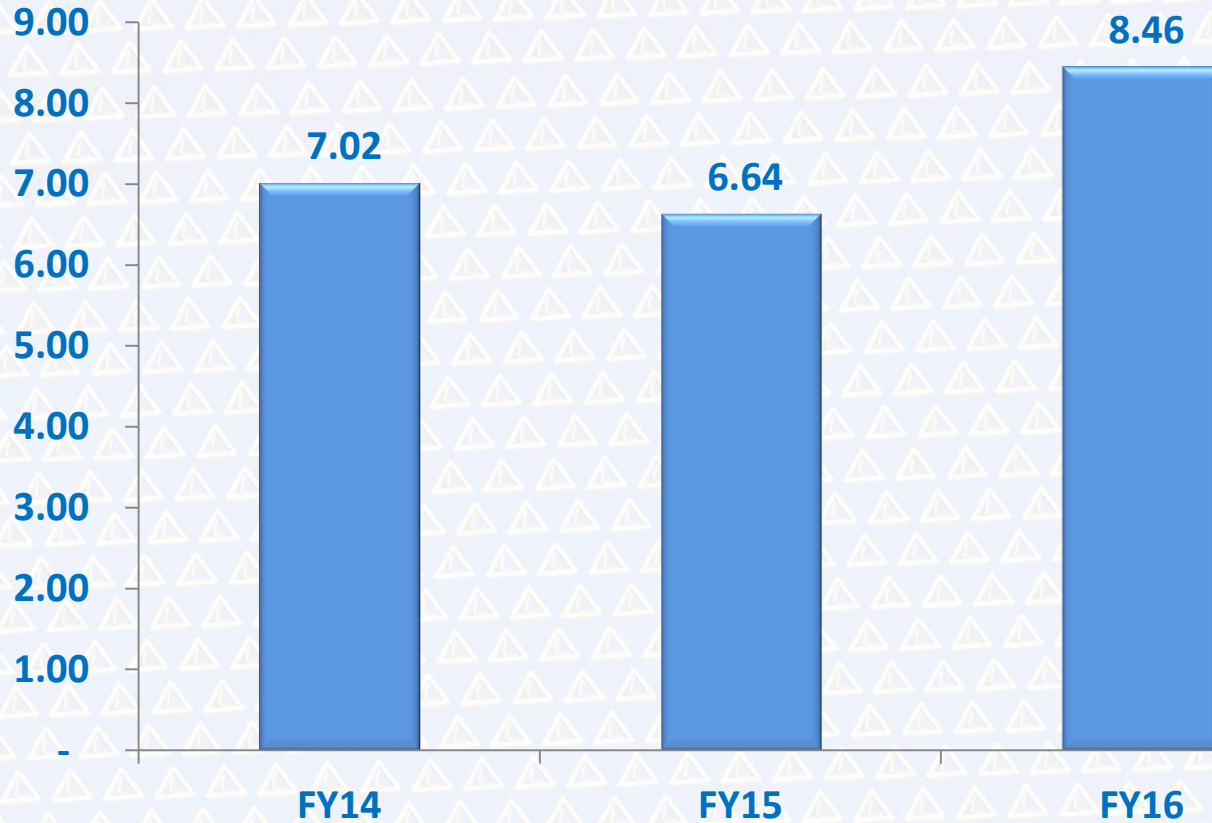
APL CONSOLIDATED - PAT (RS. MN.)



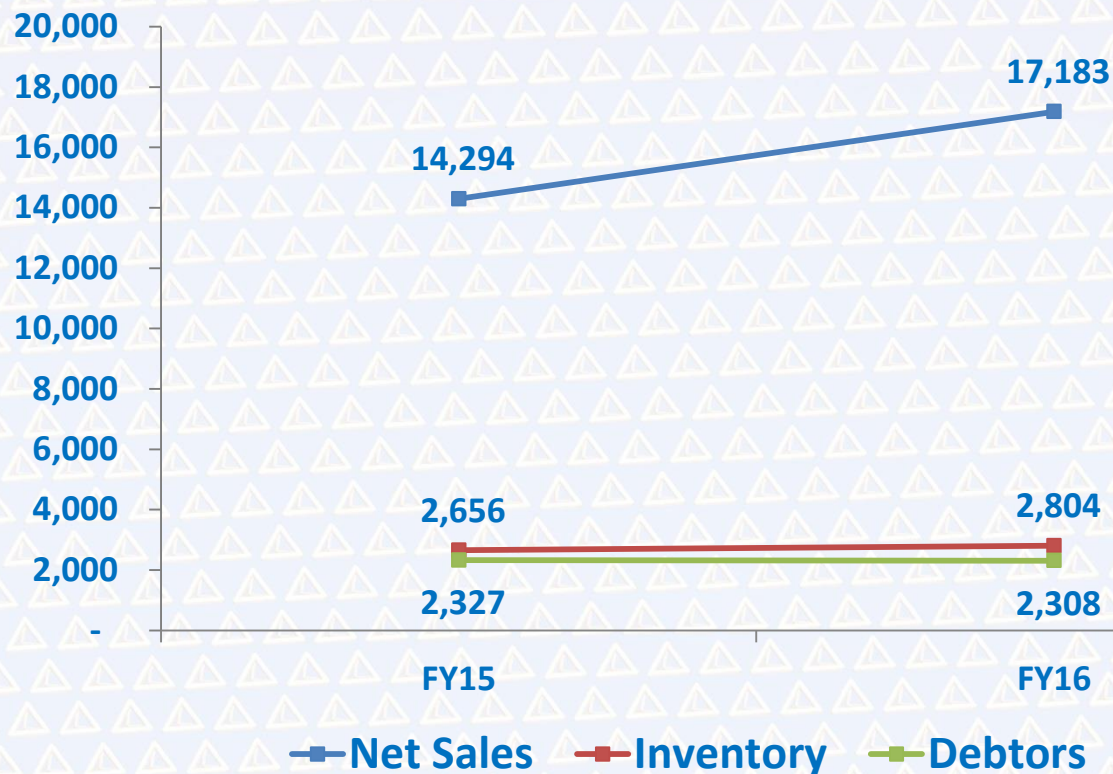
APL CONSOLIDATED – CASH PROFIT (RS. MN.)



APL CONSOLIDATED – EPS (IN RS.)

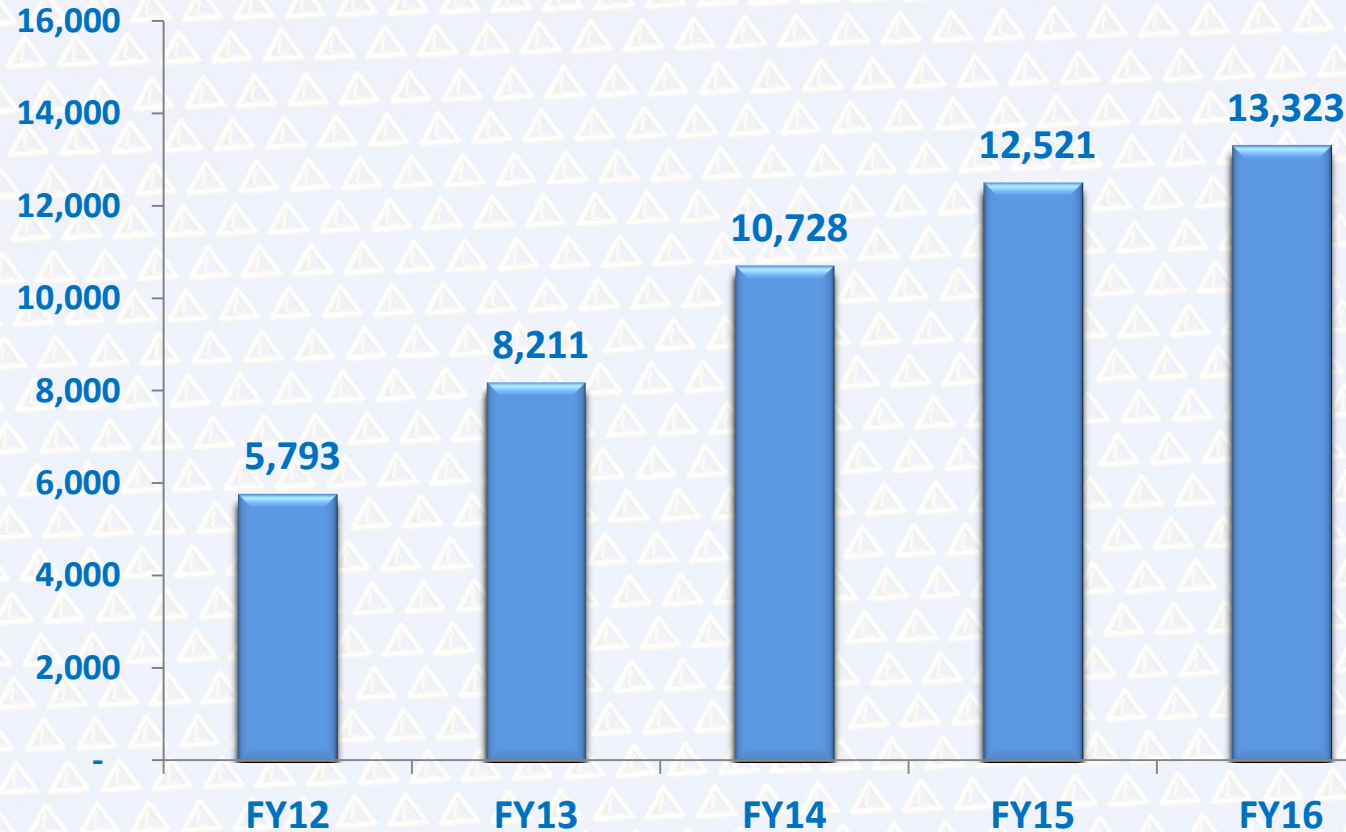


APL CONSOLIDATED – SALES, INVENTORY & DEBTORS (RS. MN.)

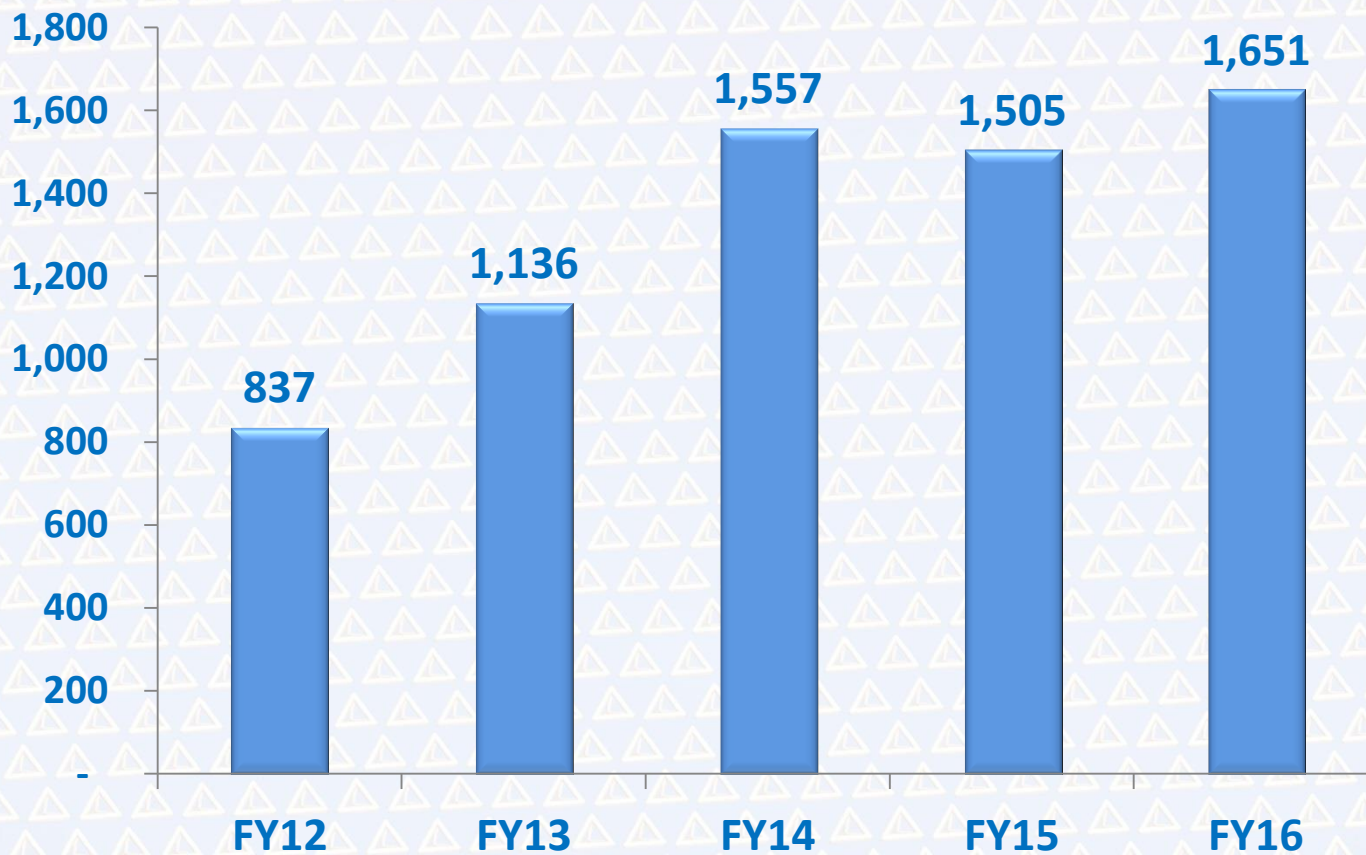


STANDALONE – ASTRAL PIPES

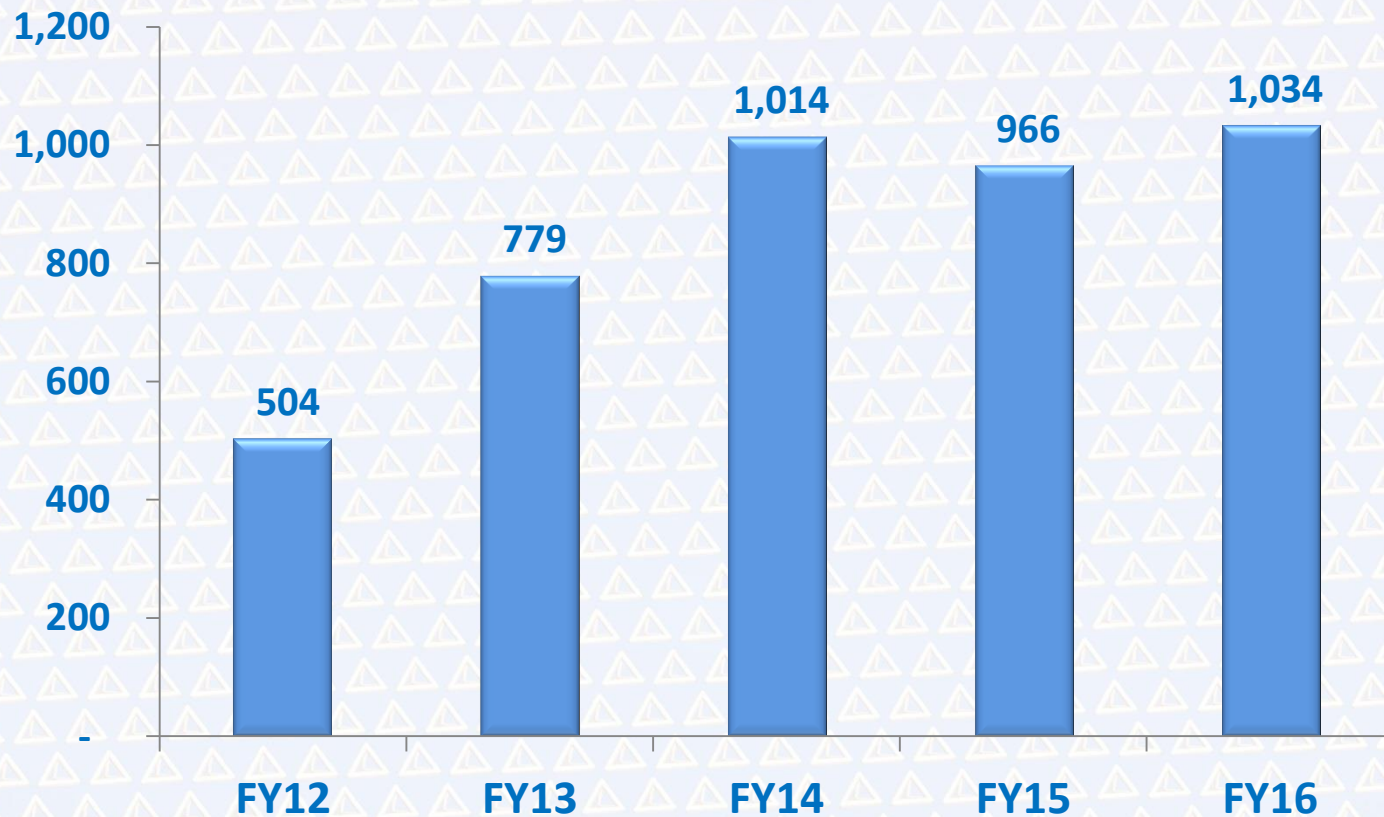
APL STANDALONE - SALES (RS. MN.)



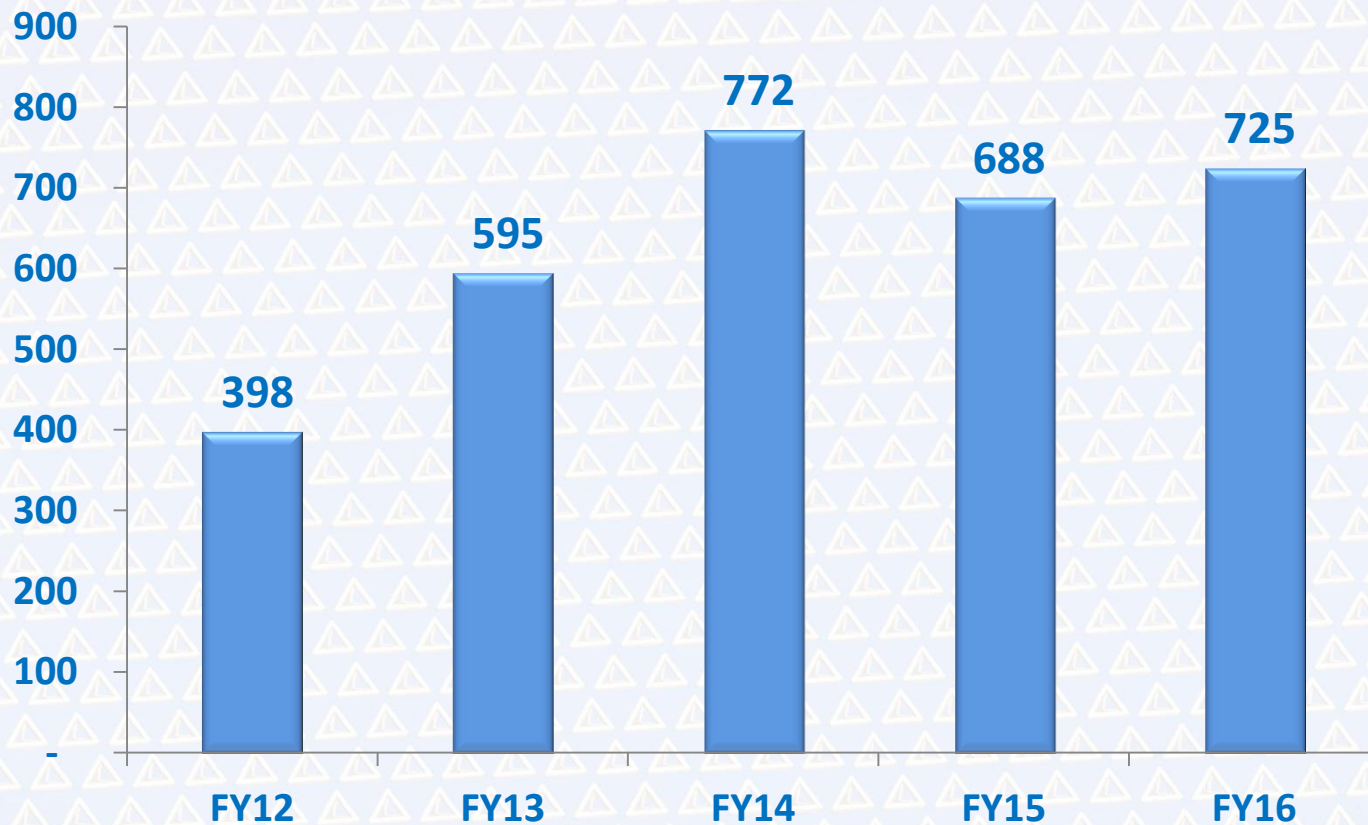
APL STANDALONE - EBIDTA (RS. MN.)



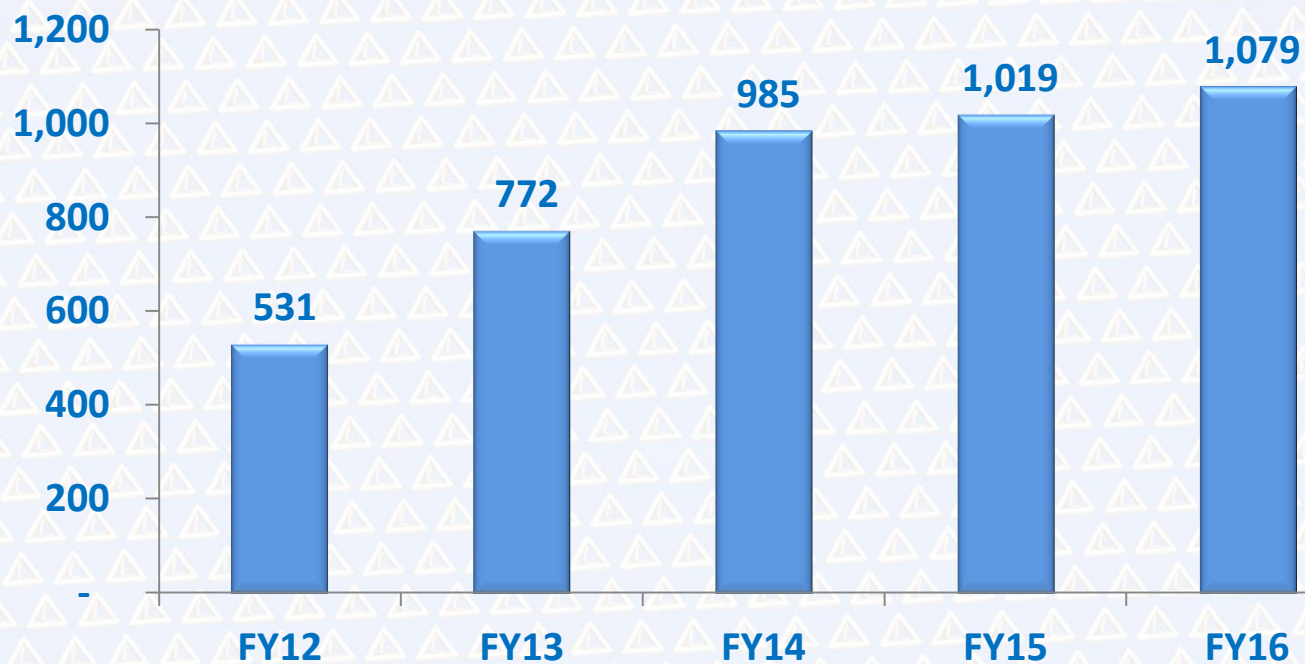
APL STANDALONE - PBT (RS. MN.)



APL STANDALONE - PAT (RS. MN.)



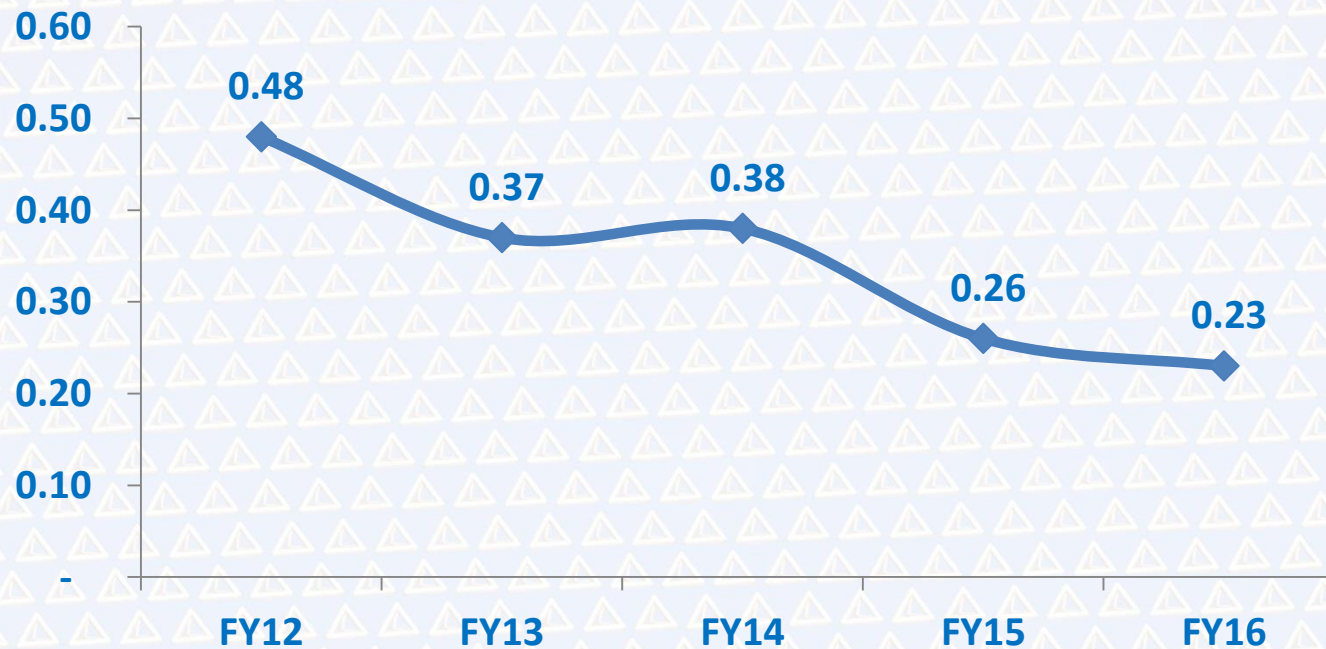
APL STANDALONE - CASH PROFIT (RS. MN.)



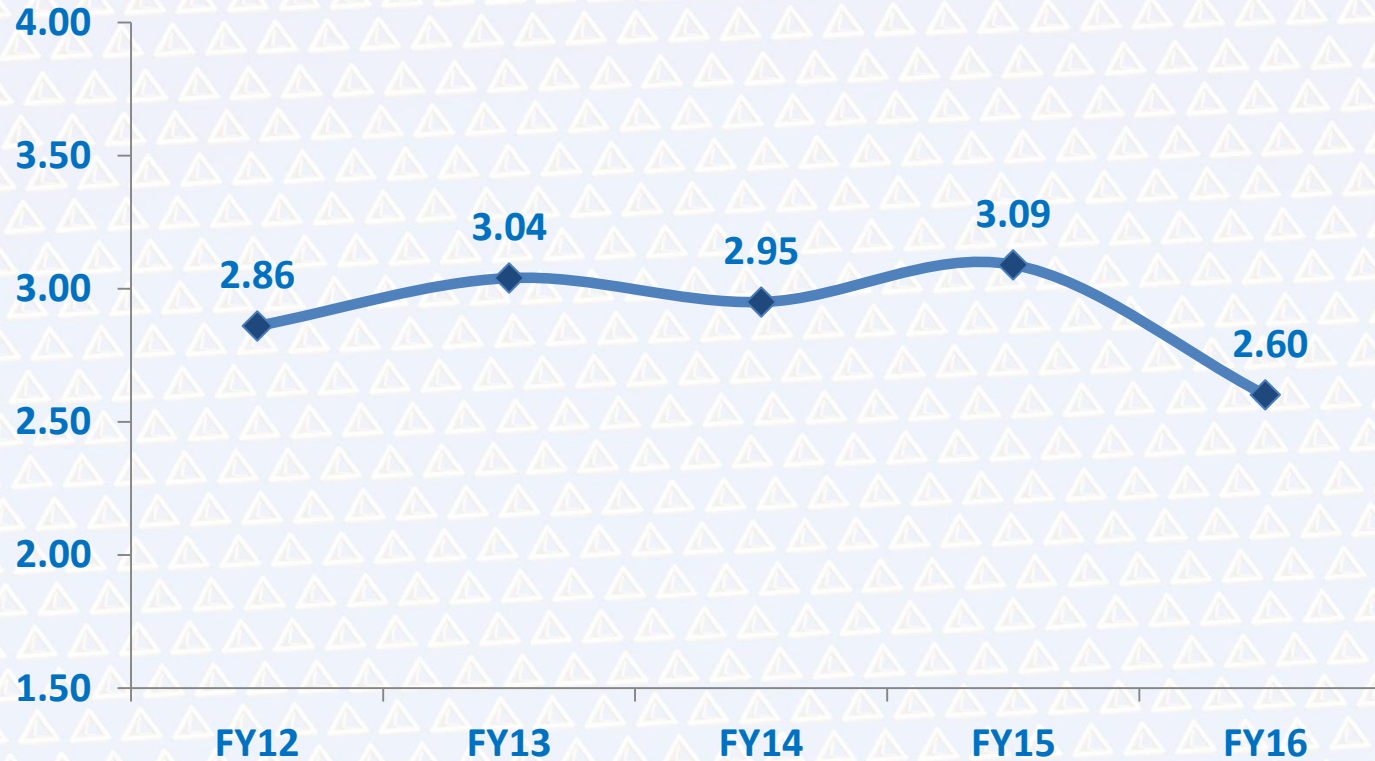
APL STANDALONE - EPS (IN RS.)



APL STANDALONE - DEBT/EQUITY RATIO

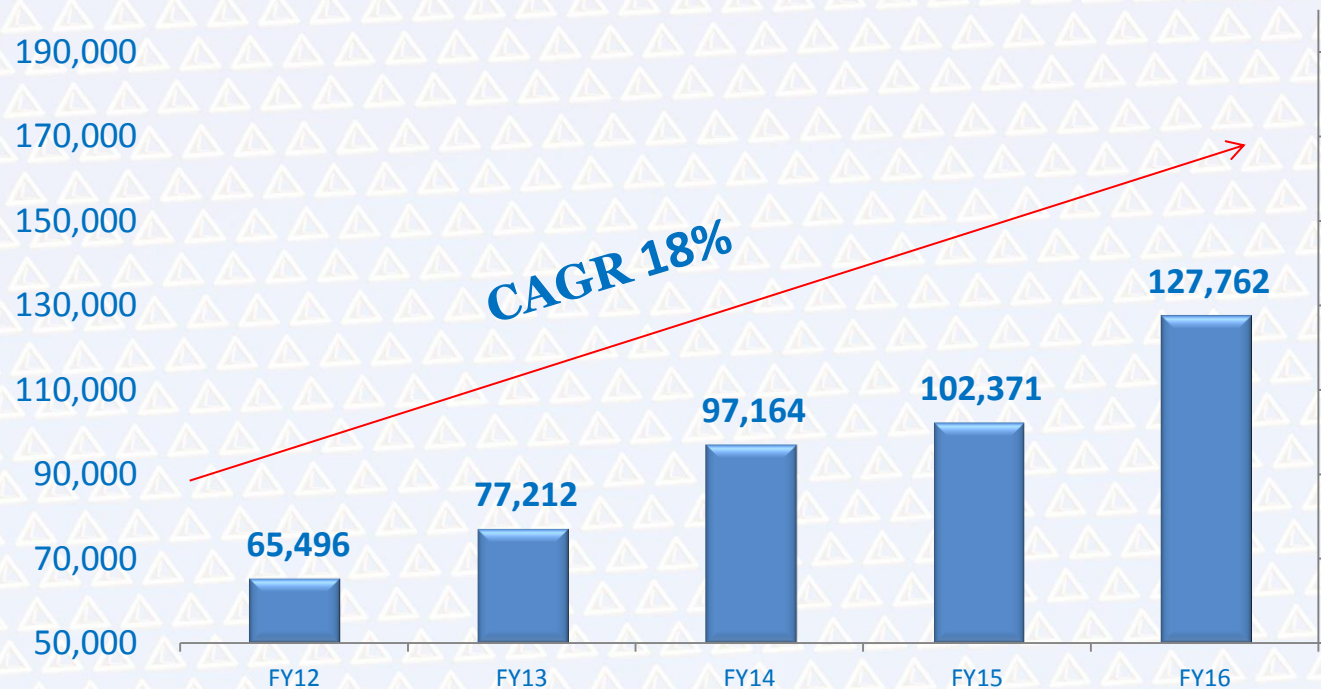


APL STANDALONE - ASSETS TURNOVER RATIO



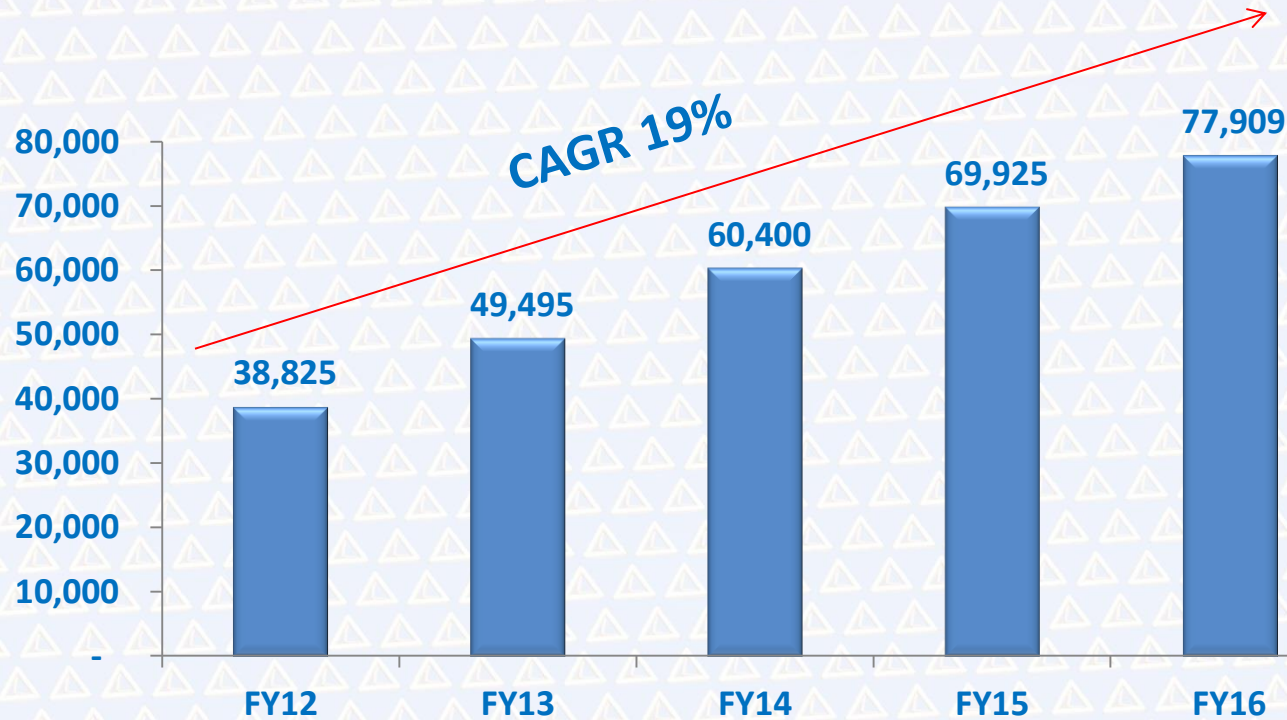
(Capex of INR 110 Cr. - Increase of 25,391 M.T. in Q4)

APL STANDALONE - CAPACITY (M.T.)

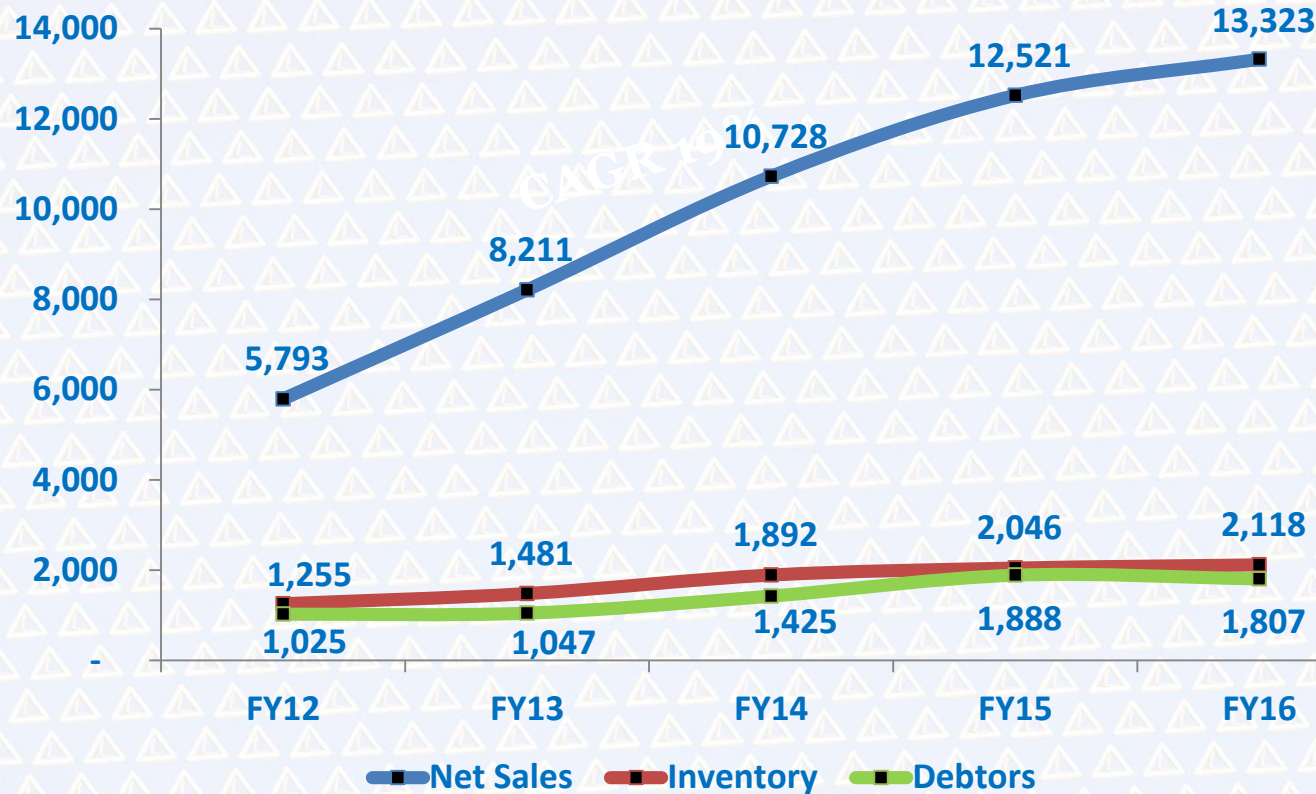


(Increase of 25% capacity - 25,391 M.T. in Q4)

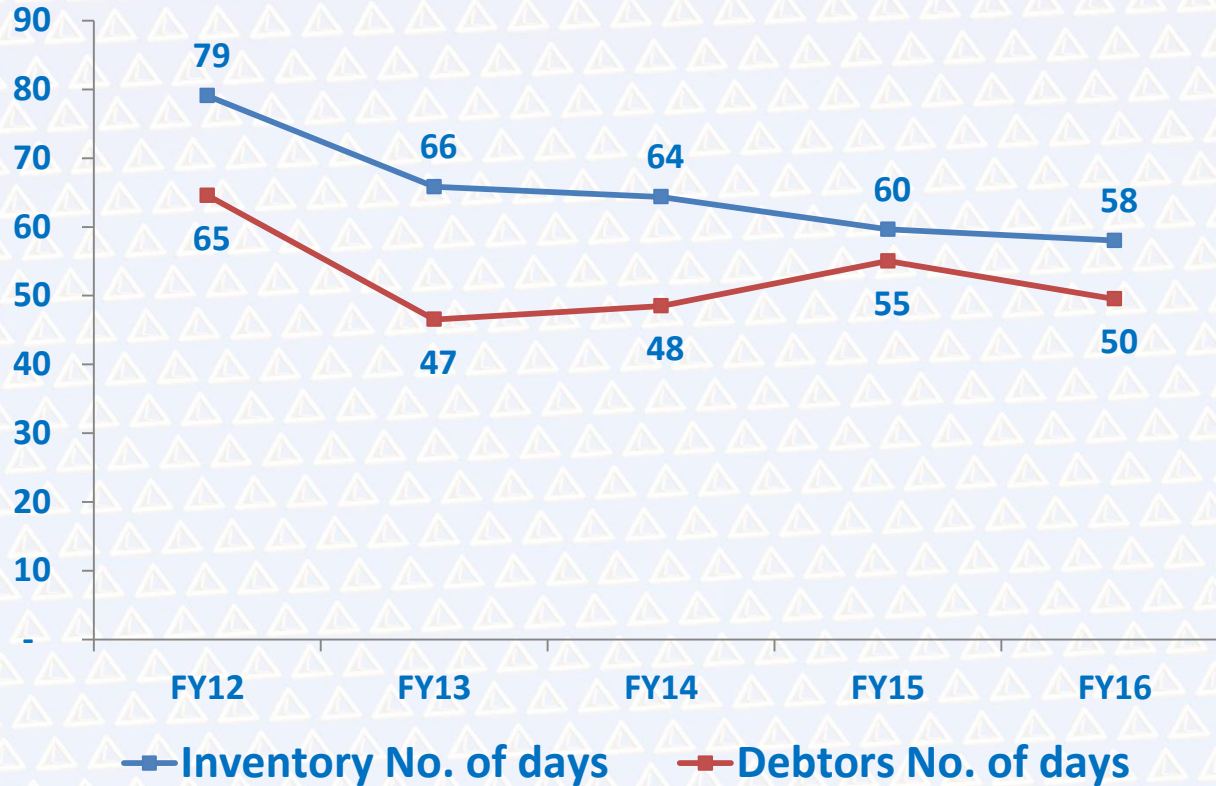
APL STANDALONE - PRODUCTION VOL. (M.T.)



APL STANDALONE - SALES, INVENTORY & DEBTORS (RS. MN.)



APL STANDALONE - INVENTORY & DEBTORS (No. of days)



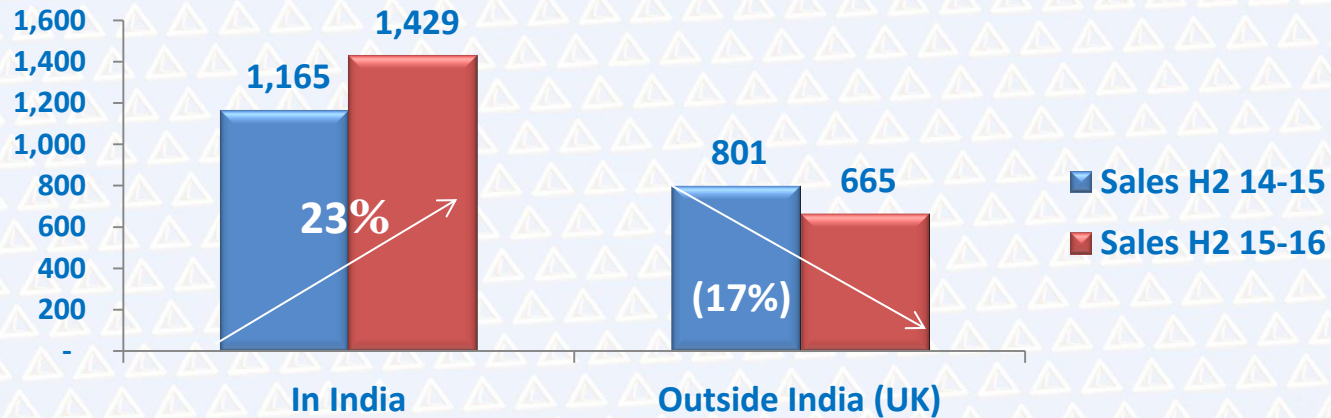
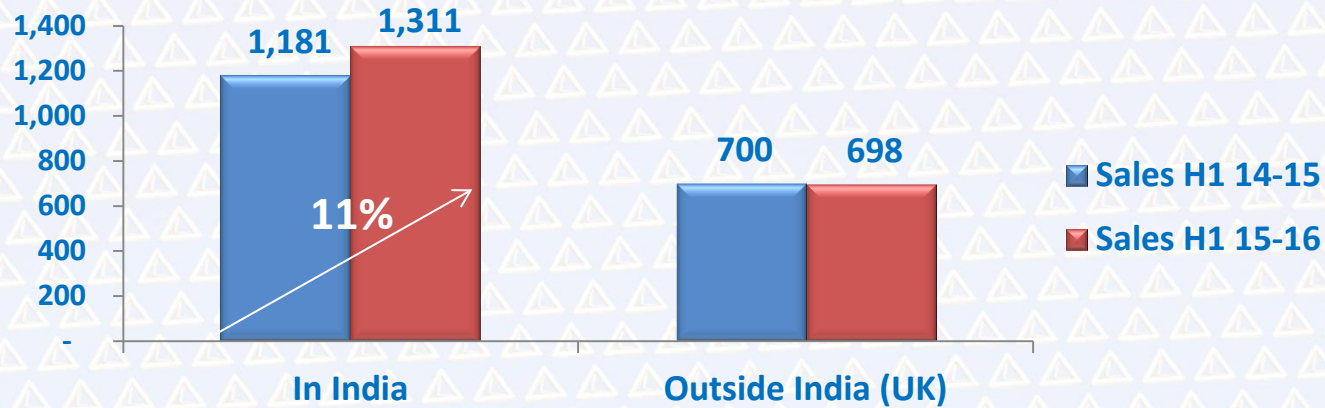
ADHESIVES BUSINESS SUMMARY OF SUBSIDIARIES – KEY FINANCIALS (RS. MN.)



Particulars	FY12	FY13	FY14	FY15	FY16
Sales	2,360	2,694	3,283	3,847	4,103
EBIDTA	154	209	247	350	420
% Of Margin	6.53%	7.76%	7.53%	9.08%	10.24%
PBT (Before Exceptional Item)	124	181	211	284	327
% Of Margin	5.25%	6.73%	6.42%	7.38%	7.97%
PBT (After Exceptional Item)	124	181	211	284	(41)*
% Of Margin	5.25%	6.73%	6.42%	7.38%	(1.00%)

- Pursuant to the scheme of amalgamation, the Company has given an effect of amortization of intangible assets of Rs. 368 mn in FY 16.

ADHESIVES BUSINESS SALES DETAILS (RS. MN.)



CHALLENGES IN FY 15-16 FOR PIPE BUSINESS



- CPVC raw material price drop by 15%+ in 2nd half (peak season) affected inventory losses and resulted into lower EBIDTA.
- PVC prices were also highly volatile during the previous year.
- Closure of Baddi operations affected fitting business and supply issues. Also incurred one time expenditure on closure.
- Implementation of SAP affected operations in 1st quarter resulted in loss of sale.
- Increase in capacity (capex) by 25% which will generate results in the coming years.

GROWTH DRIVERS OF 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 7-7.5% with Government's big thrust on infrastructure, irrigation and rural development.
- Govt is proposing to bring 28.5 lacs hectares under PM's Krishi Sinchai Yojana. 89 irrigation projects will be fast tracked. Proposed to spend Rs. 86,500 Cr. on irrigation projects in 5 years. Astral has just started its journey in agri. piping.
- Housing for all and construction of Smart Cities will further boost demand for pipes.
- Govt is promoting tourism industry, which will give boost to hotel industry.
- Hope of GST implementation from FY 17-18 will give better edge to organized players.
- Crude prices have bottomed out now, hence expected to increase in coming quarters.

FUTURE OUTLOOK OF PIPE BUSINESS



- Controlling the credit period of distributors to improve the working capital cycle and reduce credit risk.
- Hosur plant operations started gearing up will help in reducing overall logistics cost.
- Launch of higher dia chambers up to 1,000 mm.
- Focus on agri pipe.
- Intend to increase distributors & dealer network in coming years.

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.
- Similarly per capita consumption of Adhesives is Rs. 50/- in India versus Rs. 750/- developed countries.
- Adhesive industry is growing at 15%+ CAGR in India and China.
- The main Growth driver for industries are wood work, packaging, construction and automotive and all these segments are growing in India.
- With continuous increase in urbanization and demand for fast and modern constructions, the demand for adhesives and building construction chemicals is going to grow at a higher pace.
- Expectation of growth in furniture, packaging and construction industry because of housing for all and construction of 100 new smart cities.

UPDATE ON POST ACQUISITION ACTIVITIES



- Automation and modernization of Kanpur facilities.
- Creation of balance between production capacity and packaging capacity.
- Introduction of Salman Khan as brand ambassador and change in packaging.
- Participation in various trade fairs and exhibitions in India and abroad to promote brand.
- Addition of new dealers to the tune of 50,000.
- Market study on cross selling opportunity between Astral and Resinova network – started selling WELD-ON in Resinova network.
- Last year Resinova has grown by more than 20%.

FUTURE OUTLOOK OF ADHESIVE BUSINESS



- Expansion of existing capacities by debottlenecking and automation of various processes.
- Introduction of Seal-It products of UK & US in India.
- Cost optimization because of operationalization of new manufacturing facility at Ahmedabad which will reduce logistics cost in west zone.
- New product launch in construction chemical and other verticals will start once Ahmedabad plant will be operational. (2nd Quarter of FY 16-17)

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.
- Benefits of SAP will start helping effective management of working capital and other decision making process.
- Contribution from new product will start flowing in coming years.
- Introduction of UK & US products in Indian market and vice versa will add to the growth.

DISCLAIMER



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