



Astral, where innovation flows...

INVESTOR MEET THROUGH WEBINAR

26th MAY 2020



OPERATING IN THREE HIGH GROWTH BUSINESS CATEGORIES



ADHESIVES &
SEALANTS



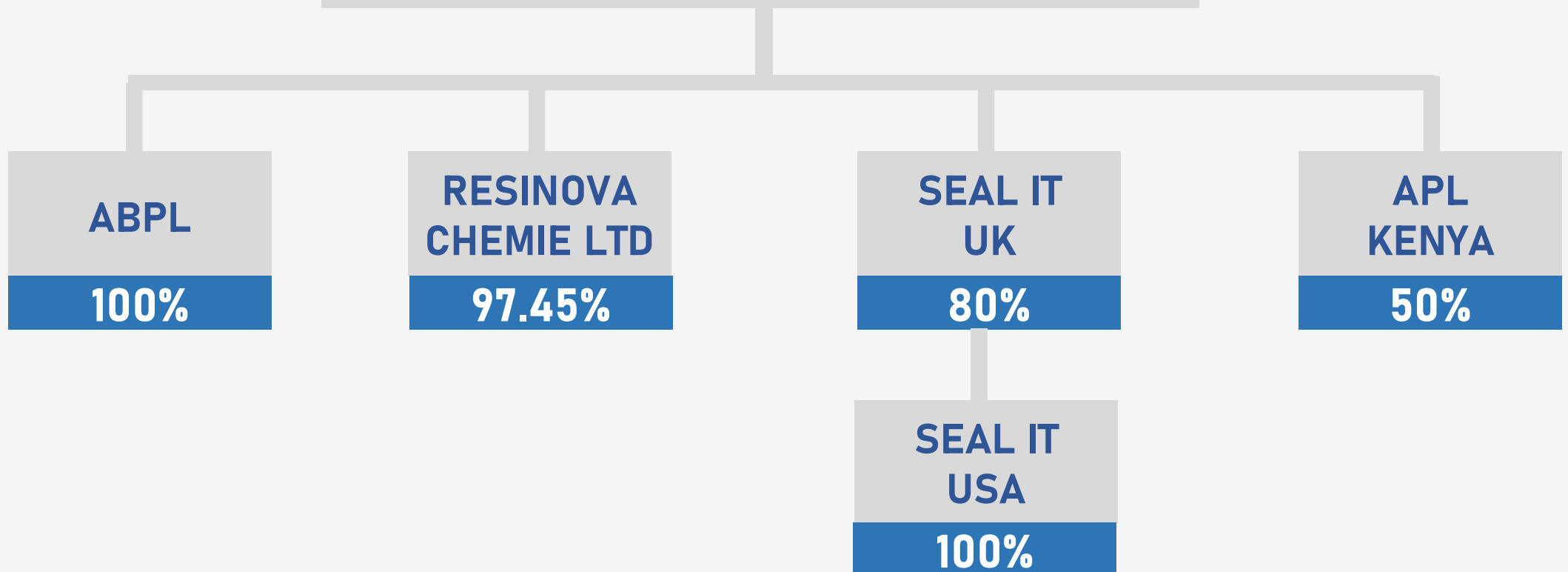
PIPING



INFRASTRUCTURE
PRODUCTS

CORPORATE STRUCTURE

ASTRAL POLY TECHNIK LIMITED



PRESENCE IN 4 COUNTRIES.
12 MANUFACTURING
LOCATIONS.
4500+ 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



THE MOST TRUSTED
PIPE BRAND 2019

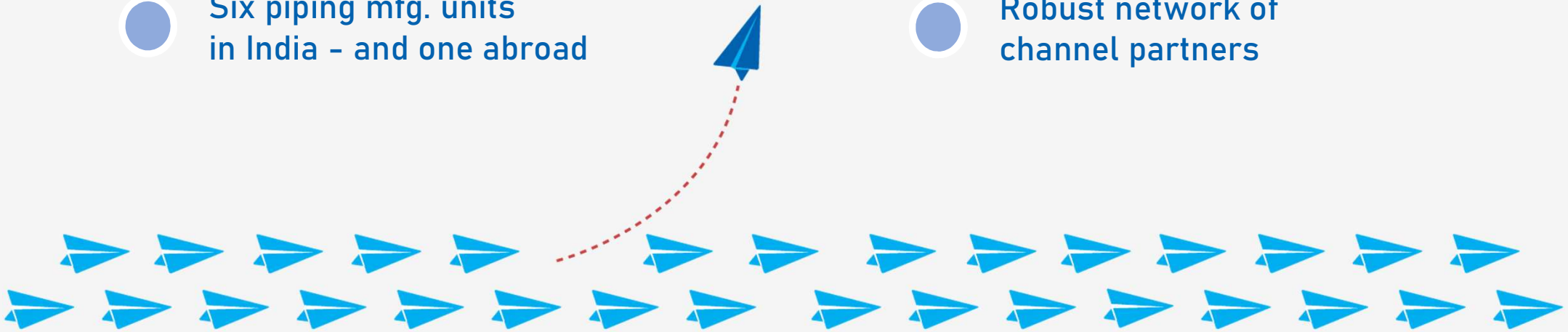


CONSUMER VALIDATED
SUPERBRANDS
INDIA 2019

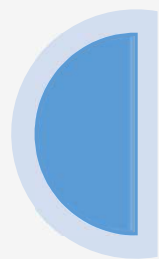


ASTRAL THE TRENDSETTER

- 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



ASTRAL GROUP – BUSINESS SEGMENTS



PIPING

Plumbing

- CPVC, PVC & Pex

Drainage

- SWR, Low Noise drainage, 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

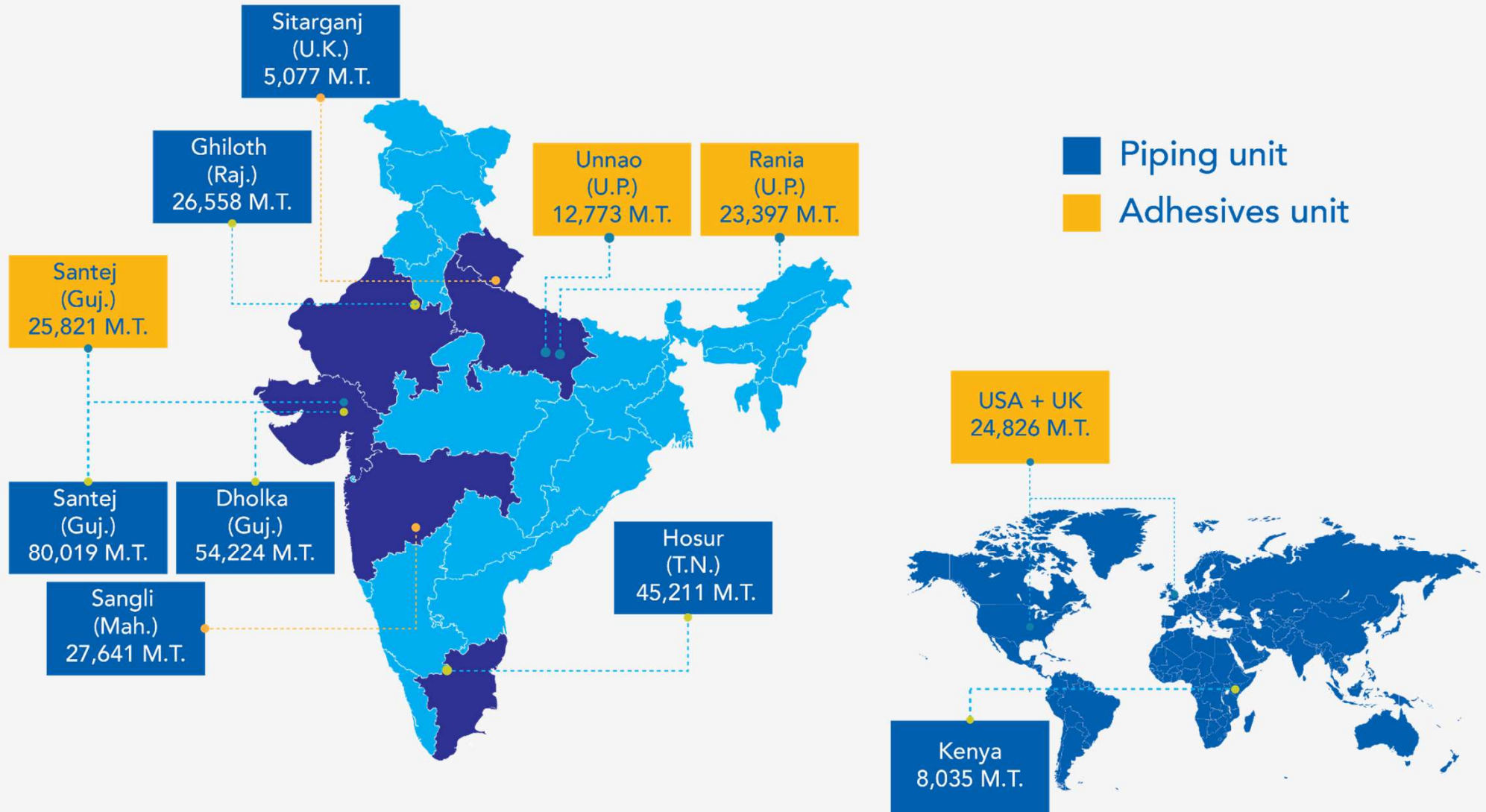
Anaerobic Adhesives

Industrial Adhesives

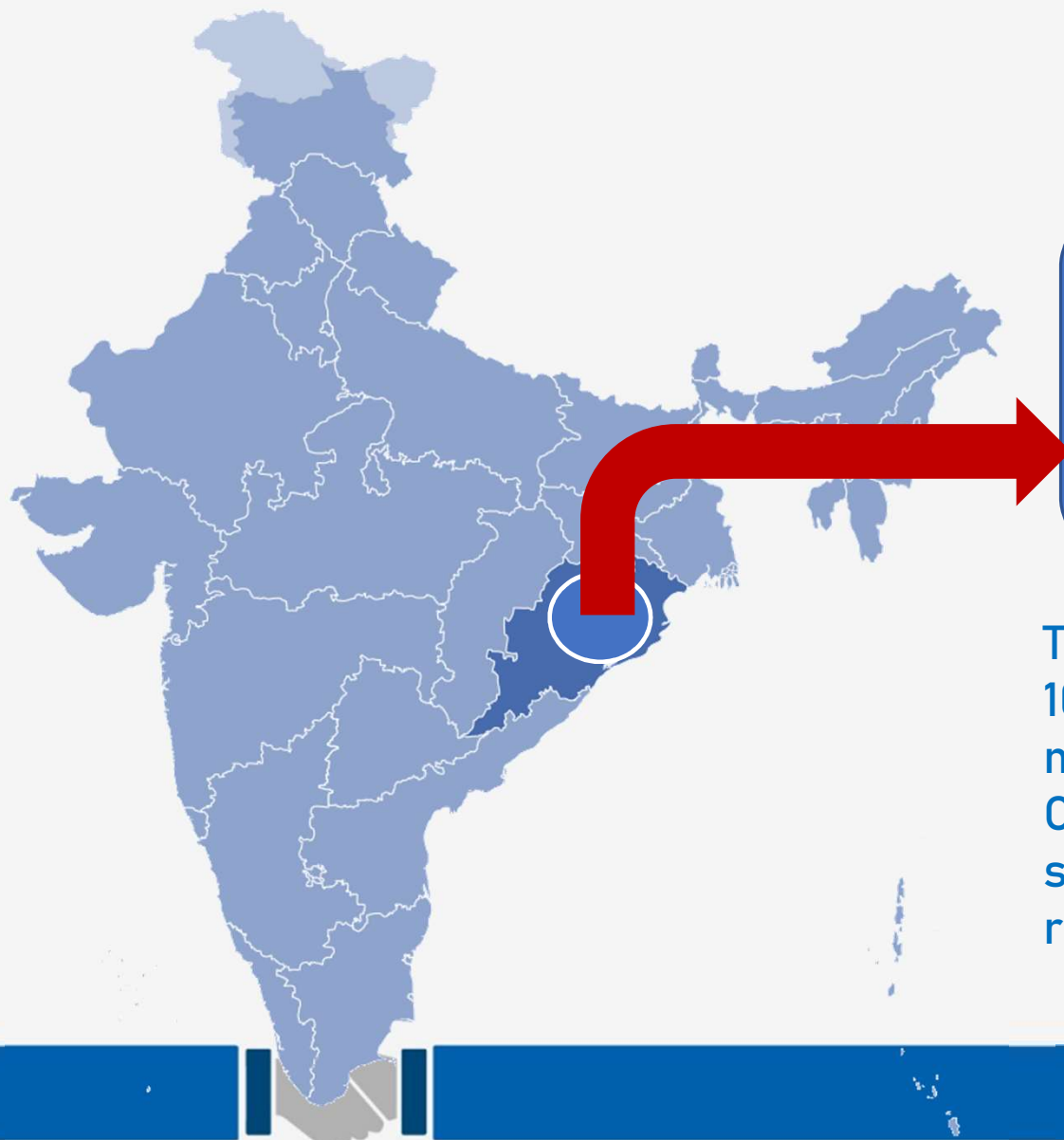
Instant Hand Sanitizer



ASTRAL GROUP – PRODUCTION FACILITIES



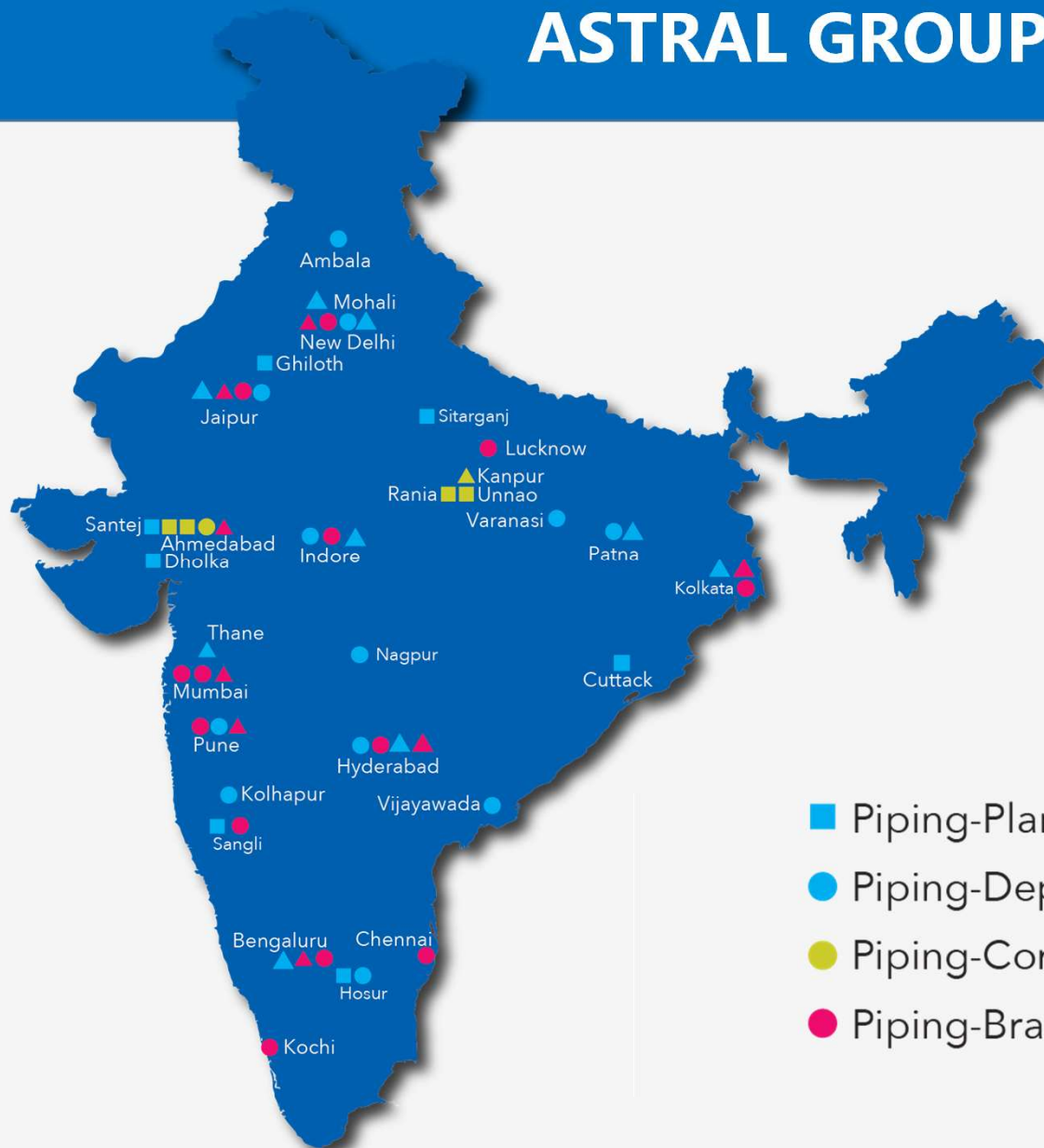
COMING SOON – PLANT IN EAST INDIA



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

The company has purchased approx. 100,000 sq. yard land to establish manufacturing facility in Bhubaneswar, Odisha (East India). Construction will start in current year, plant will be ready by March 2021.

ASTRAL GROUP – PAN INDIA PRESENCE



■ Piping-Plants

● Piping-Depots

● Piping-Corporate Office

● Piping-Branch Offices

■ Adhesives-Plants

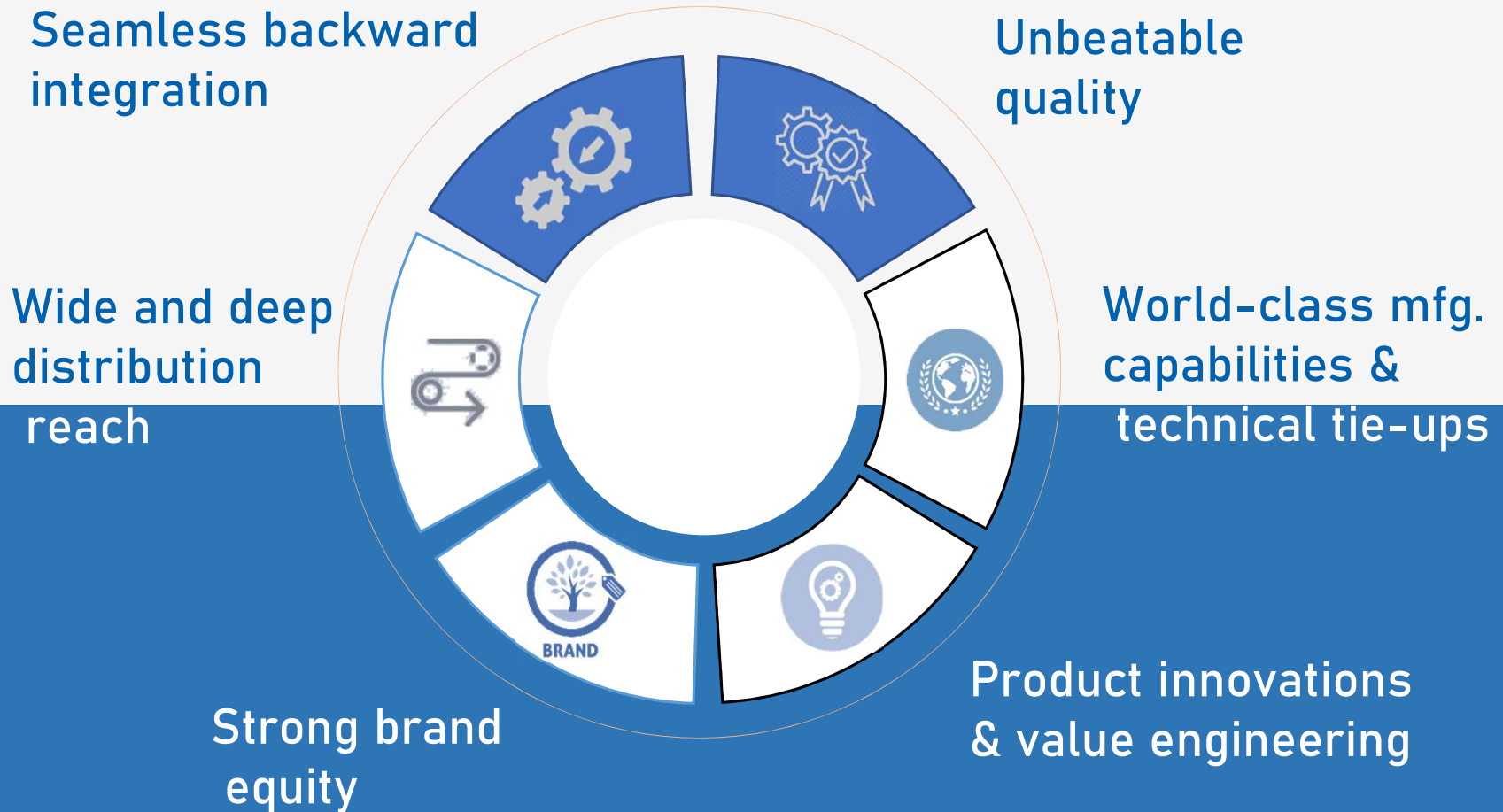
▲ Adhesives-Depots

▲ Adhesives-Corporate Office

▲ Adhesives-Branch Offices



CORE COMPETENCIES, ADVANTAGE ASTRAL



ASTRAL LOYALTY PROGRAM



India's first and an unique loyalty program for plumbers across the country

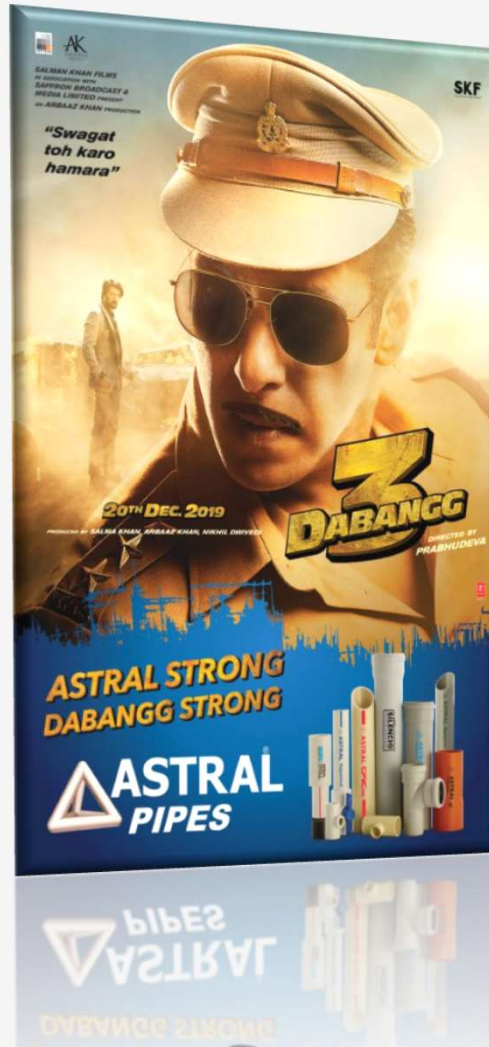


BRANDING AND ADVERTISING

- 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 COMMUNICATIONS



BRANDING AND COMMUNICATIONS



BRANDING AND COMMUNICATIONS



**Ranveer Singh
comes aboard as
brand
ambassador of
Astral Pipes**





ROBUST DISTRIBUTION NETWORK

PIPING:

- ❑ 800+ Distributors
- ❑ 31,000+ Dealers

ADHESIVES:

- ❑ 1300+ Distributors
- ❑ 130,000+ Dealers



COVID-19 PREPAREDNESS & RESPONSE



LAUNCHING SOON

Resi Shield

An Instant Hand Sanitizer made to keep you Astral Strong!

KILLS 99.9%* GERMS

ASTRAL

Resi Shield
Instant Hand Sanitizer

Kills 99.9%* Germs
Without Water
1 Litre

Available soon across India
via distributors of
Astral Pipes and Astral Adhesives.

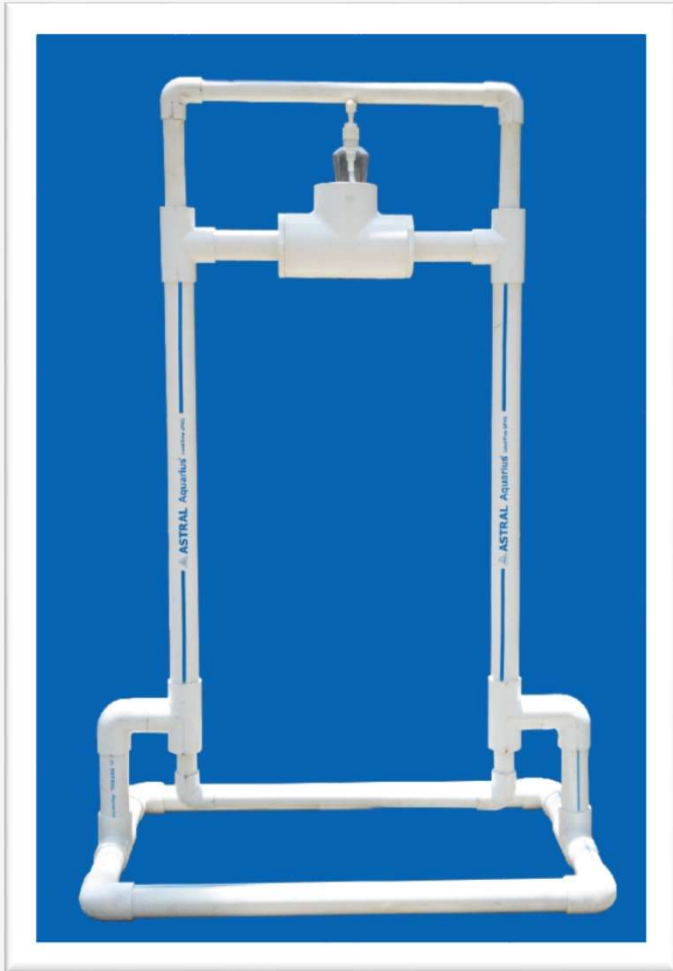
Available in:
100 ml, 200 ml, 500 ml, 1 litre, 5 litres and 20 litres.

Disclaimer: Final shape and appearance of the packaging container is subject to change.

**An instant
hand sanitizer
for Astral
strong
protection!**



COVID-19 PREPAREDNESS & RESPONSE



Resi Shield

FOOT PRESS
SANITIZER
DISPENSER

- Very cost effective tool for hand hygiene
- Made from PVC pipes and fittings
- Easy to install and carry



COVID-19 PREPAREDNESS & RESPONSE

- Contributed to PM Cares Fund, CM's Relief Fund and Collector's Funds.
- Provided cash vouchers to needy plumbers across the country
- Took care of meals of daily wagers stuck at manufacturing units
- Distributed ration kits in nearby areas of our manufacturing units
- Provided stethoscopes to hospitals



CORPORATE SOCIAL RESPONSIBILITY



ACTIVITIES CARRIED OUT AT ASTRAL CHARITABLE TRUST

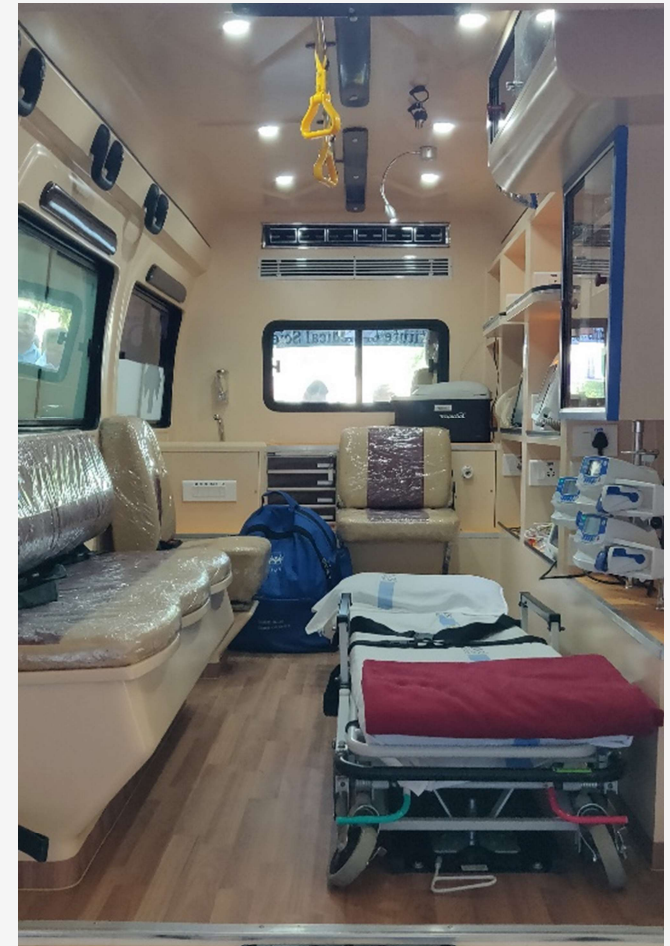
- Regular Yoga and Meditation sessions conducted.
- Health experts invited to conduct informative sessions on various health related issues.



CORPORATE SOCIAL RESPONSIBILITY



ICU on Wheels – Donated to CIMS Hospital, Ahmedabad.



CORPORATE SOCIAL RESPONSIBILITY



**DISTRIBUTION OF RATION KIT TO BLIND
COUPLES THROUGH NAVJYOT TRUST**



DISTRIBUTION OF HEARING AID KITS



CORPORATE SOCIAL RESPONSIBILITY



**DONATED VEHICLES TO RANTHAMBORE
TIGER RESERVE
FOR PATROLLING**



**INSTALLATION OF SOLAR PUMPS IN
VARIOUS NATIONAL PARKS AND
SANCTUARIES**



CORPORATE SOCIAL RESPONSIBILITY

- Distribution of sanitary pads among municipal school girls
- Ration kit distribution to needy segments
- Project Jaldhara – community owned water harvesting – created check dam in Malakhera, Rajasthan
- Contribution to Earth Brigade Foundation for wild life conservation
- Contribution to Wild Life Trust of India towards flood relief in Assam
- Project Ujala – lighting up tribal villages in Karnataka
- Providing insulin and its treatment to needy patients
- Contribution to Gujarat Cancer Society
- Installation of 1KV Solar Power Stations to 5 anti-poaching camps



CORPORATE SOCIAL RESPONSIBILITY

- Water purifiers donated to Guardbook Conservation Foundation
- Cotton carry bags distributed in villages to reduce plastic bag usage
- Schools upgradation program under which modern equipment were donated to 15 Government Primary Schools in Gandhinagar district
- Contribution made to Health and Care Foundation and Blind Peoples Association for C3 Ophthalmic Screening Device
- Partnered with Gujarat CSR Authority, Govt. of Gujarat for Khoj Museum to be constructed at riverfront, Ahmadabad
- Contributed to Rotary club Ahmadabad Metro Charitable Trust for “Prosthetic Hand Camp”

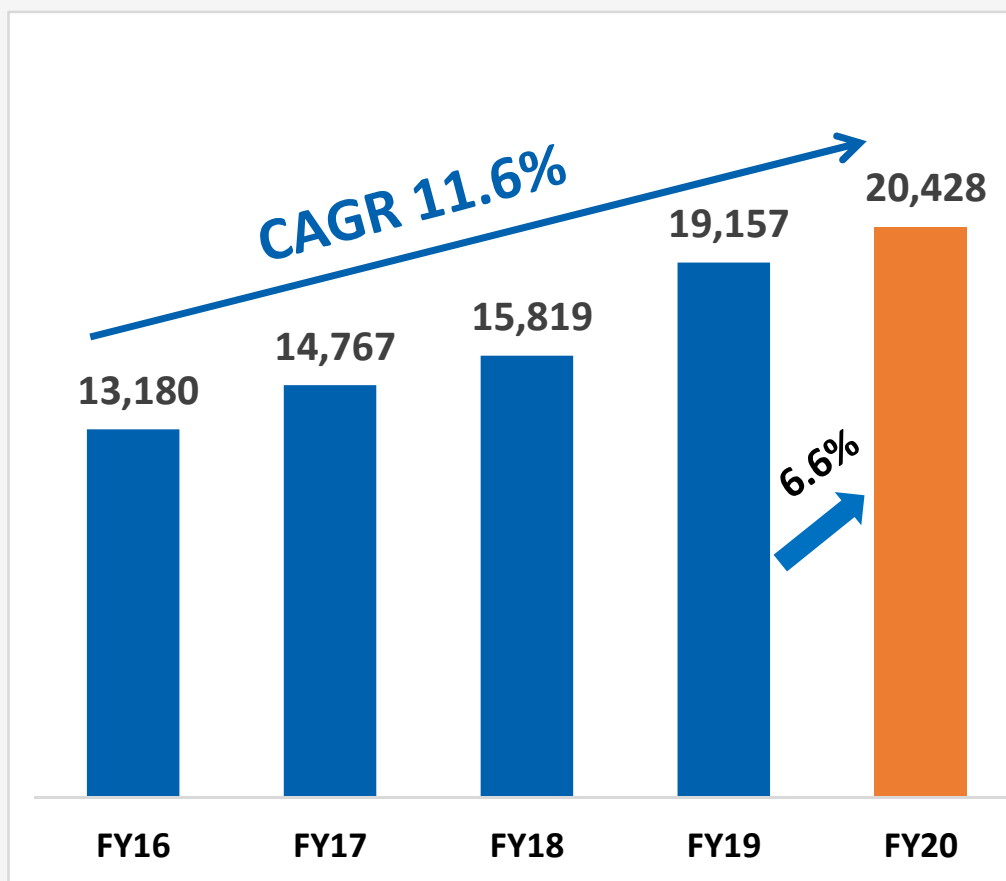


FINANCIAL HIGHLIGHTS

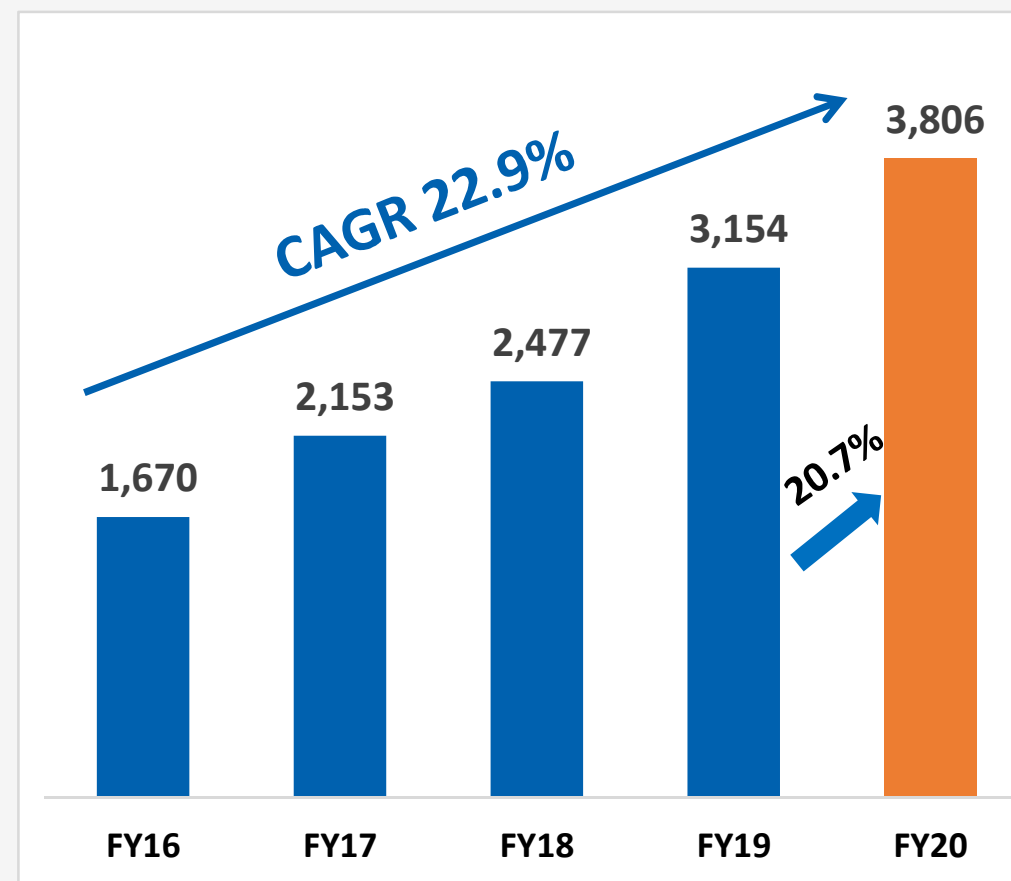


PIPING BUSINESS (INR MN.)

NET REVENUE



EBIDTA



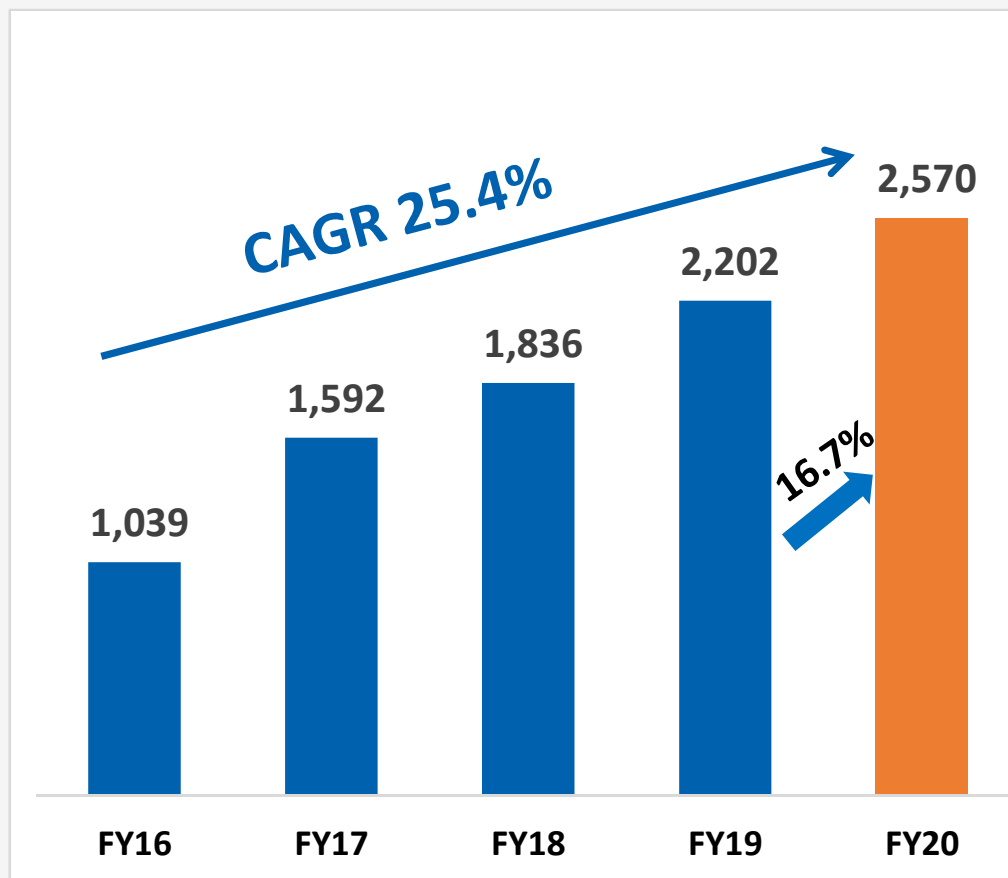
Sales of FY 18 is regrouped in compliance with Ind AS 115.

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

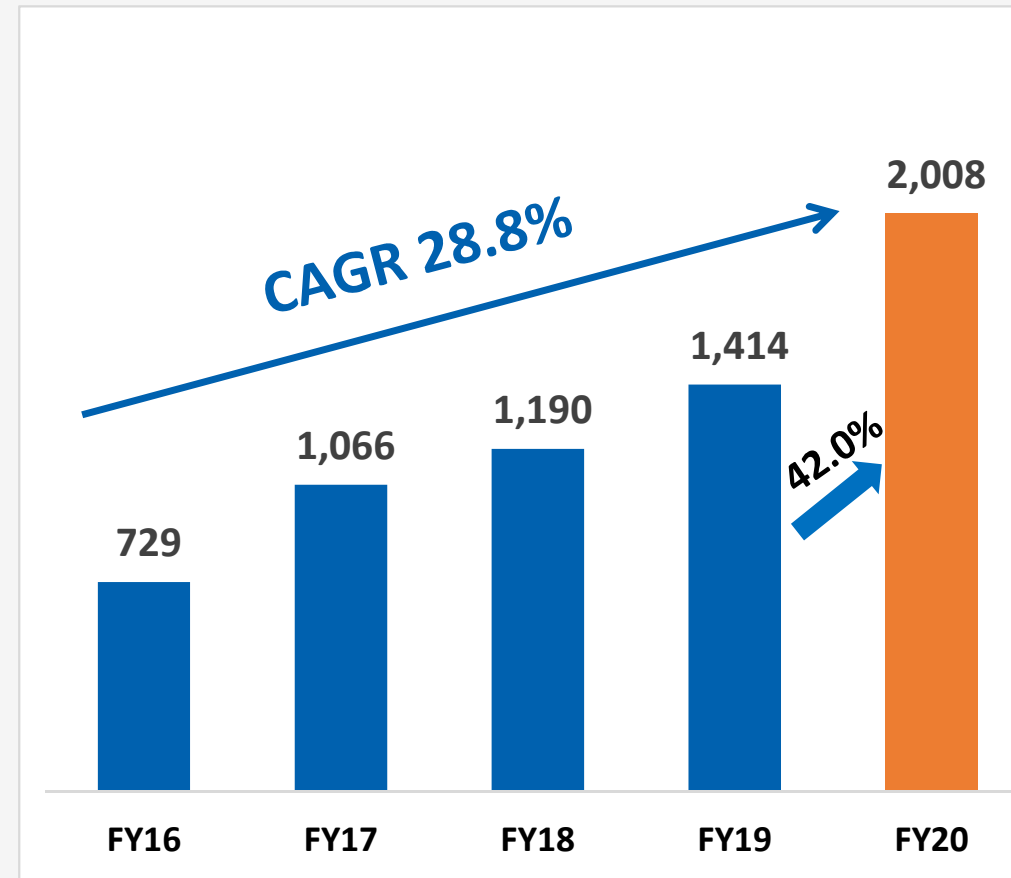


PIPING BUSINESS (INR MN.)

PBT (BEFORE EXCEPTIONAL ITEM)



PAT

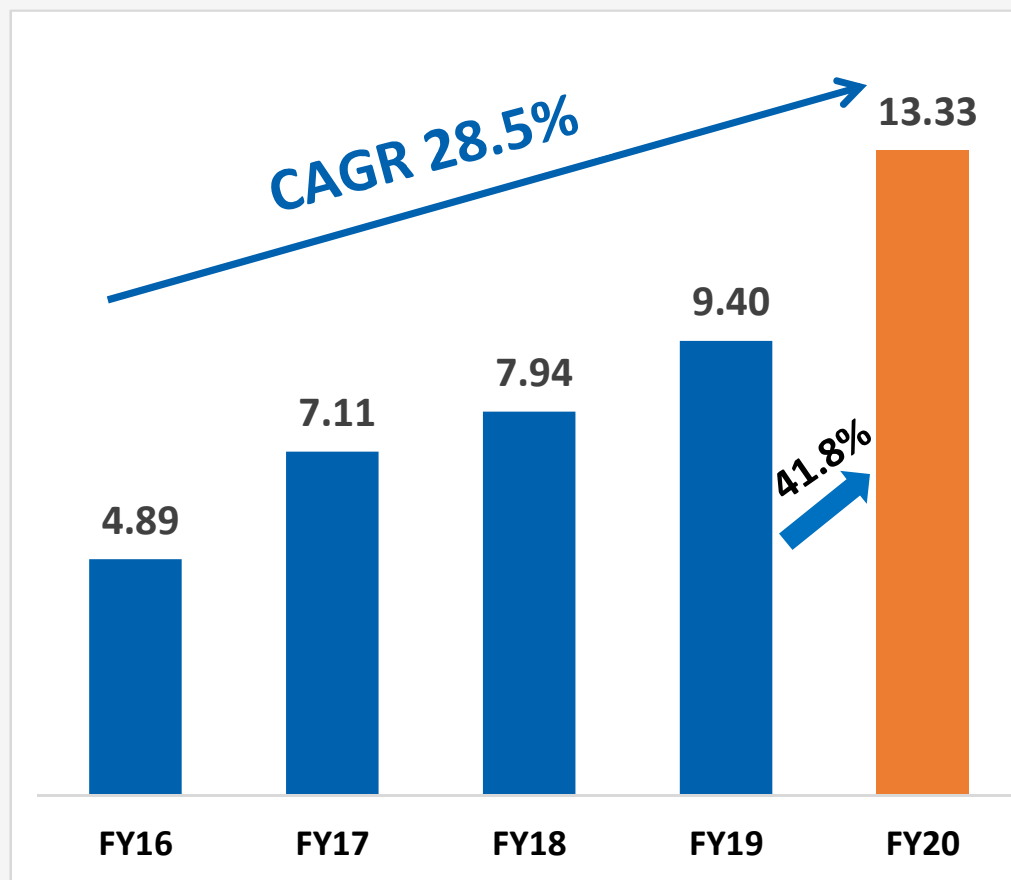


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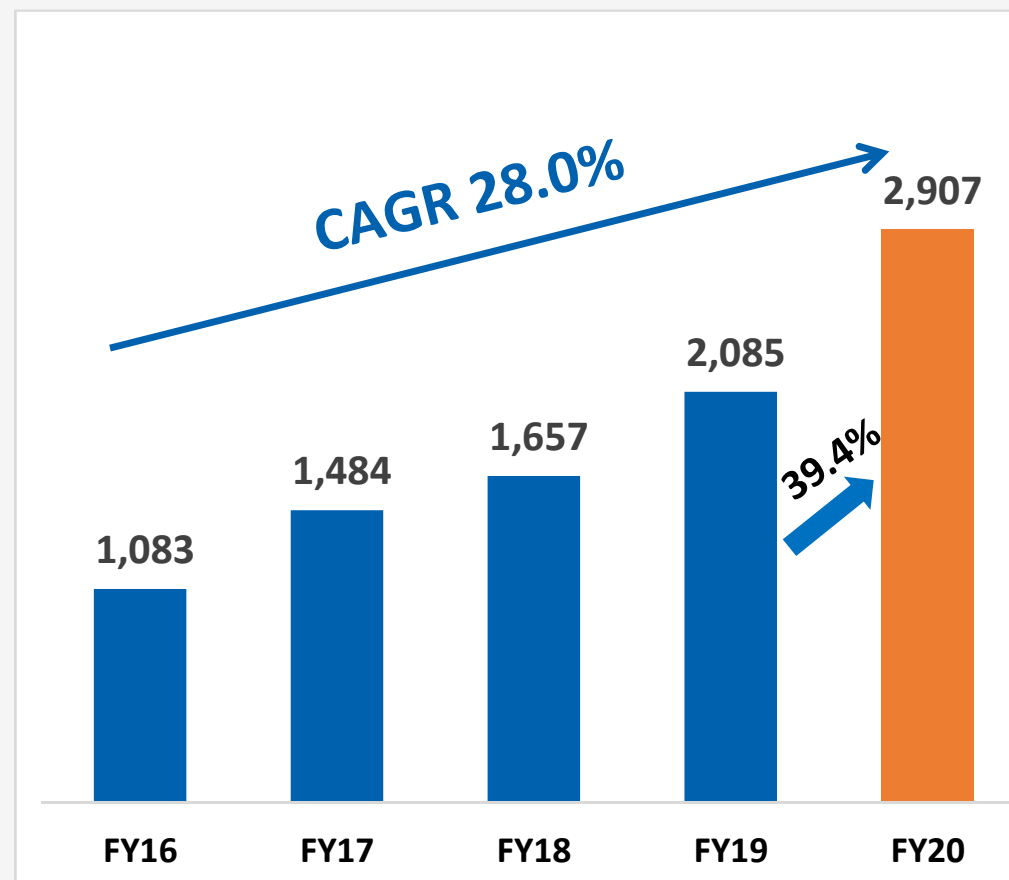


PIPING BUSINESS (INR MN. EXCEPT EPS)

EPS (IN INR)



CASH PROFIT

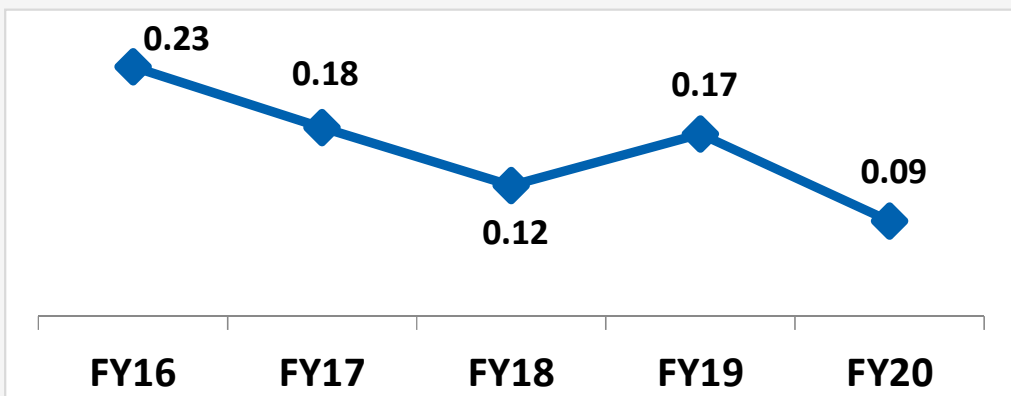


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EPS for FY 16 to FY 19 have been adjusted for bonus shares issued in current period.

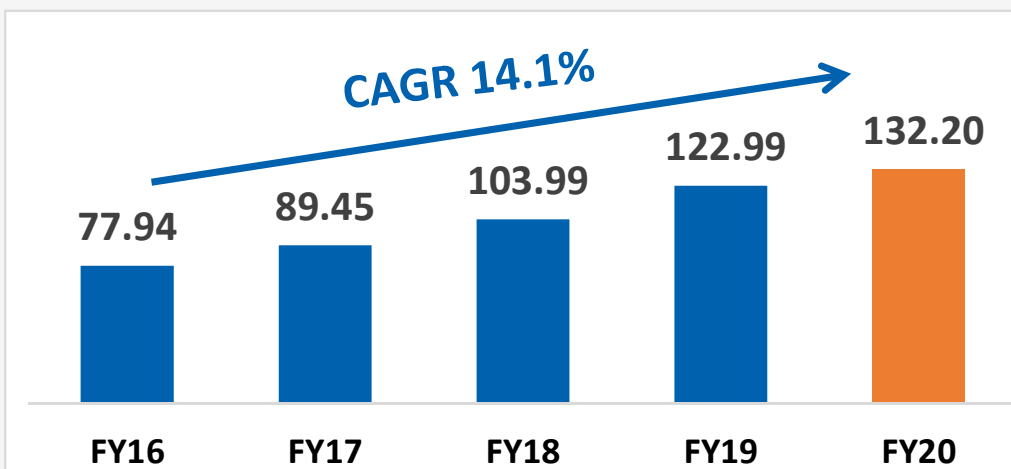


PIPING BUSINESS - RATIOS, CAPACITY & PRODUCTION

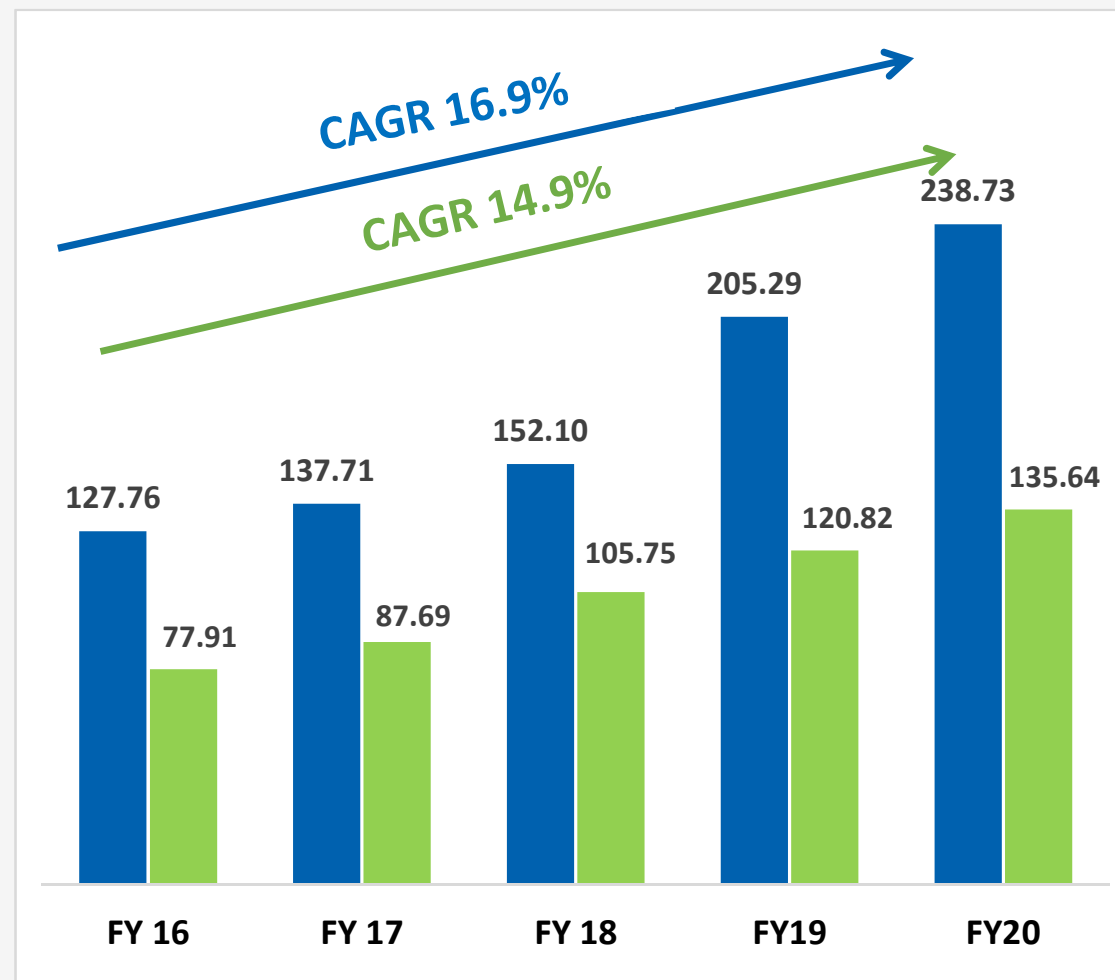
DEBT / EQUITY RATIO



SALES (IN '000 MT)



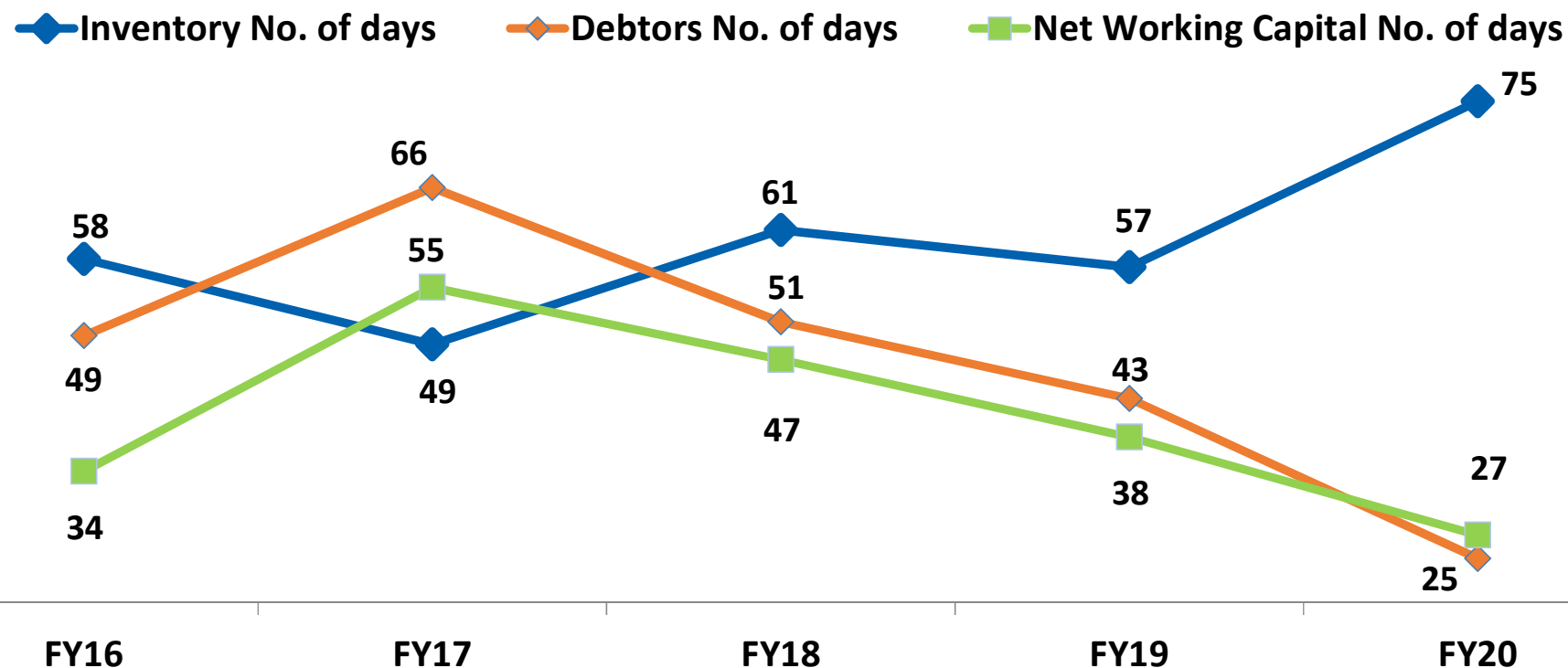
CAPACITY UTILIZATION (IN '000 MT)



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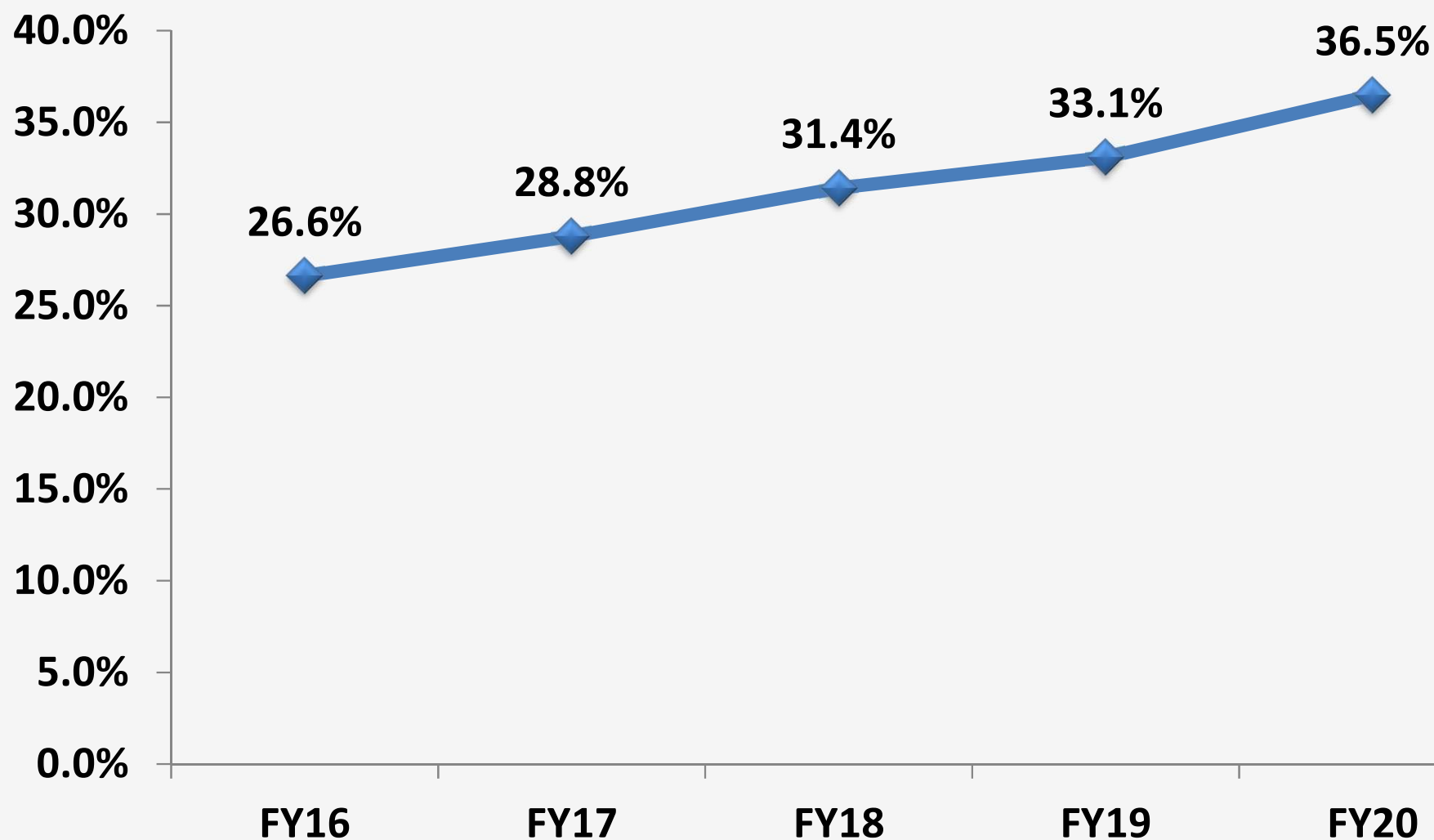
PIPING BUSINESS – WORKING CAPITAL IN DAYS



- Inventory days are higher than normal days mainly because of sudden lock down announced by Government due to COVID-19 pandemic during the pick sales period of March End, Similarly Receivables days have come down proportionately.
- Sales of FY 18 is regrouped in compliance with Ind AS 115.
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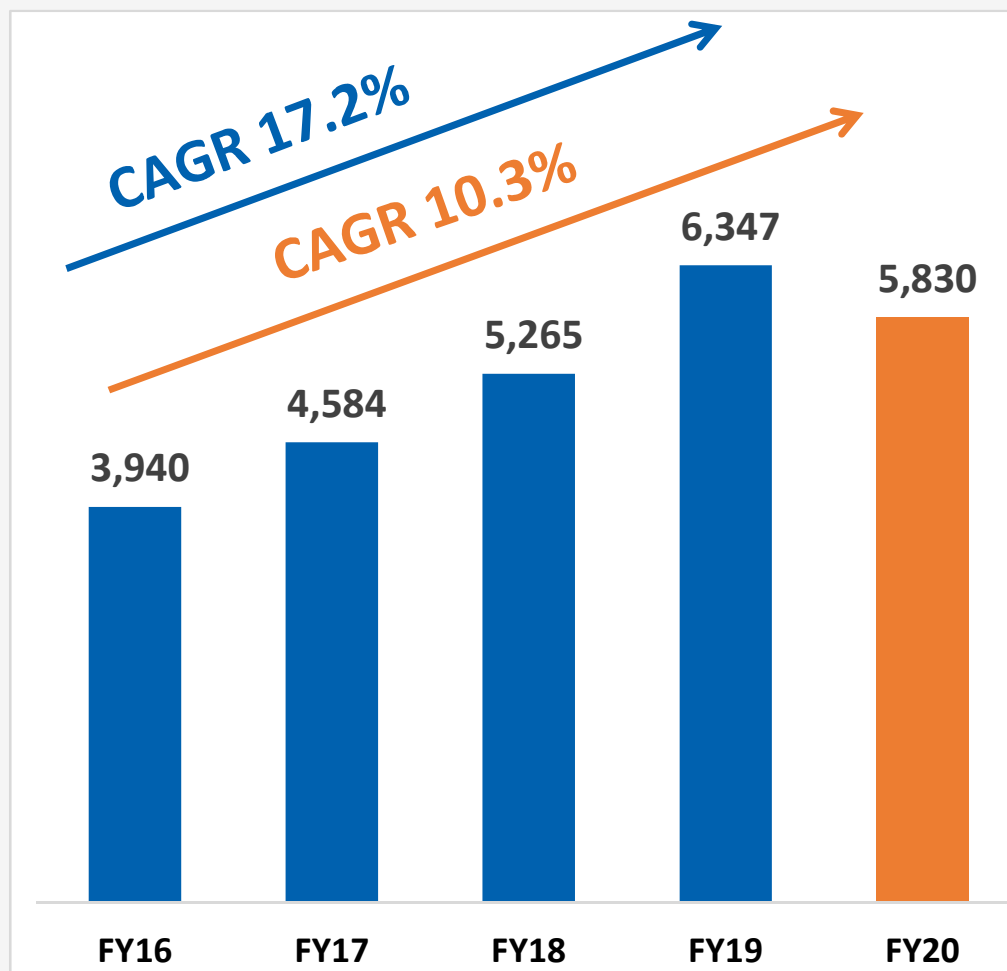


PIPING BUSINESS – GROSS PROFIT MARGIN

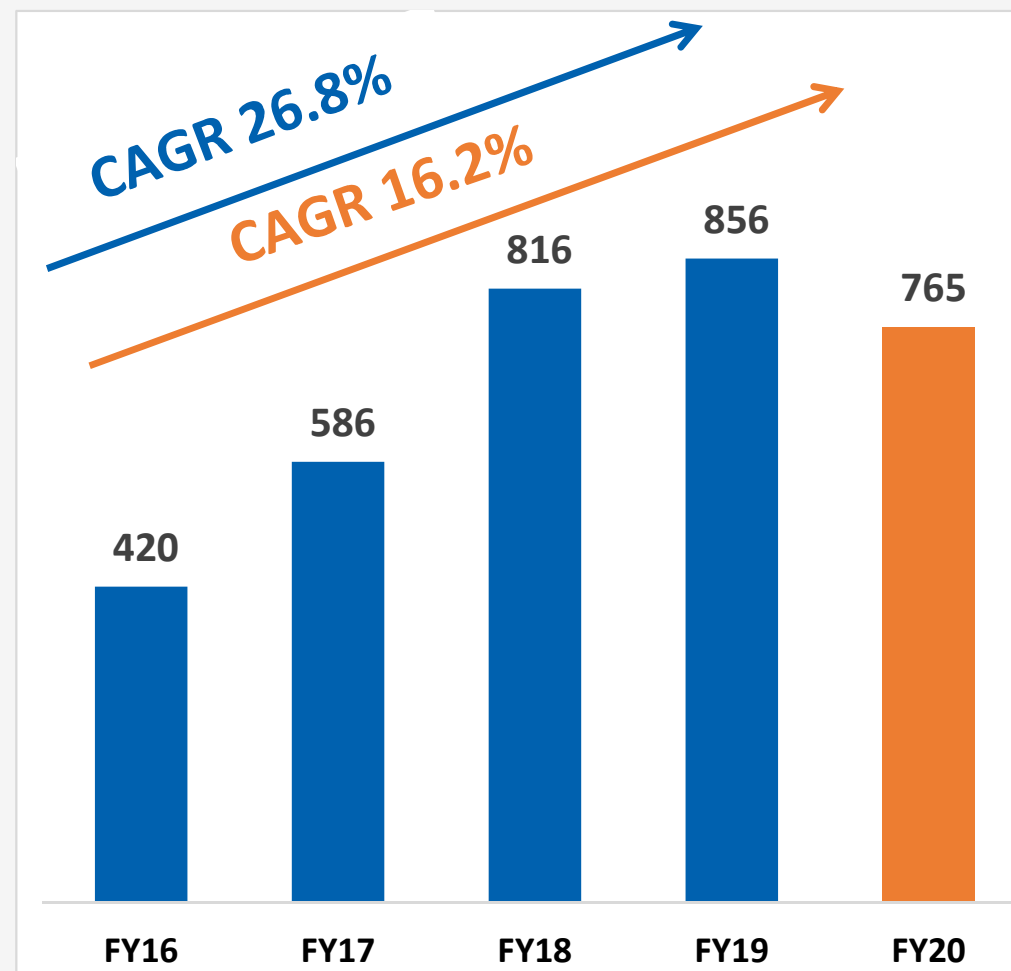


ADHESIVES BUSINESS SUMMARY OF SUBSIDIARIES (INR MN.)

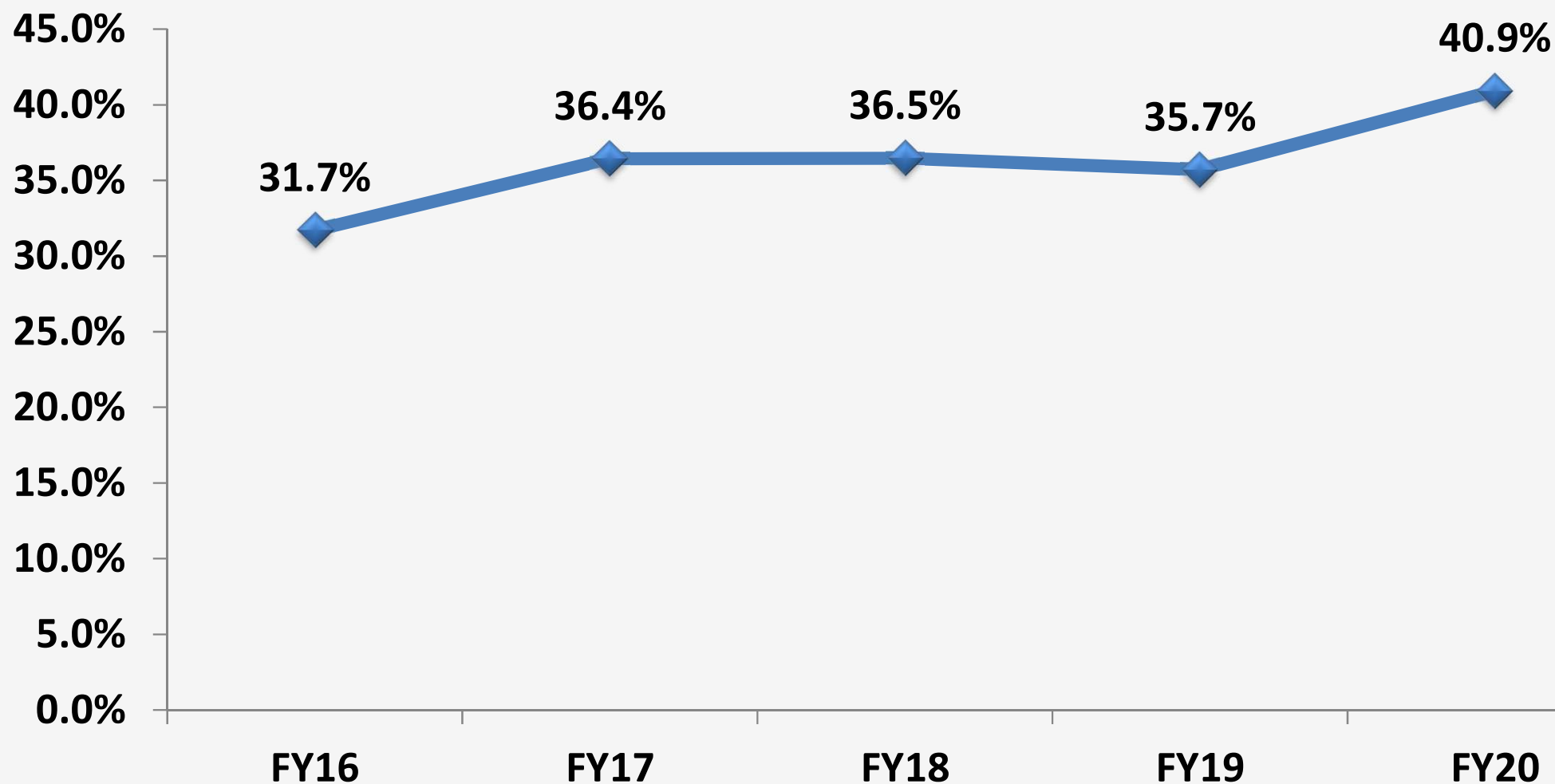
NET REVENUE



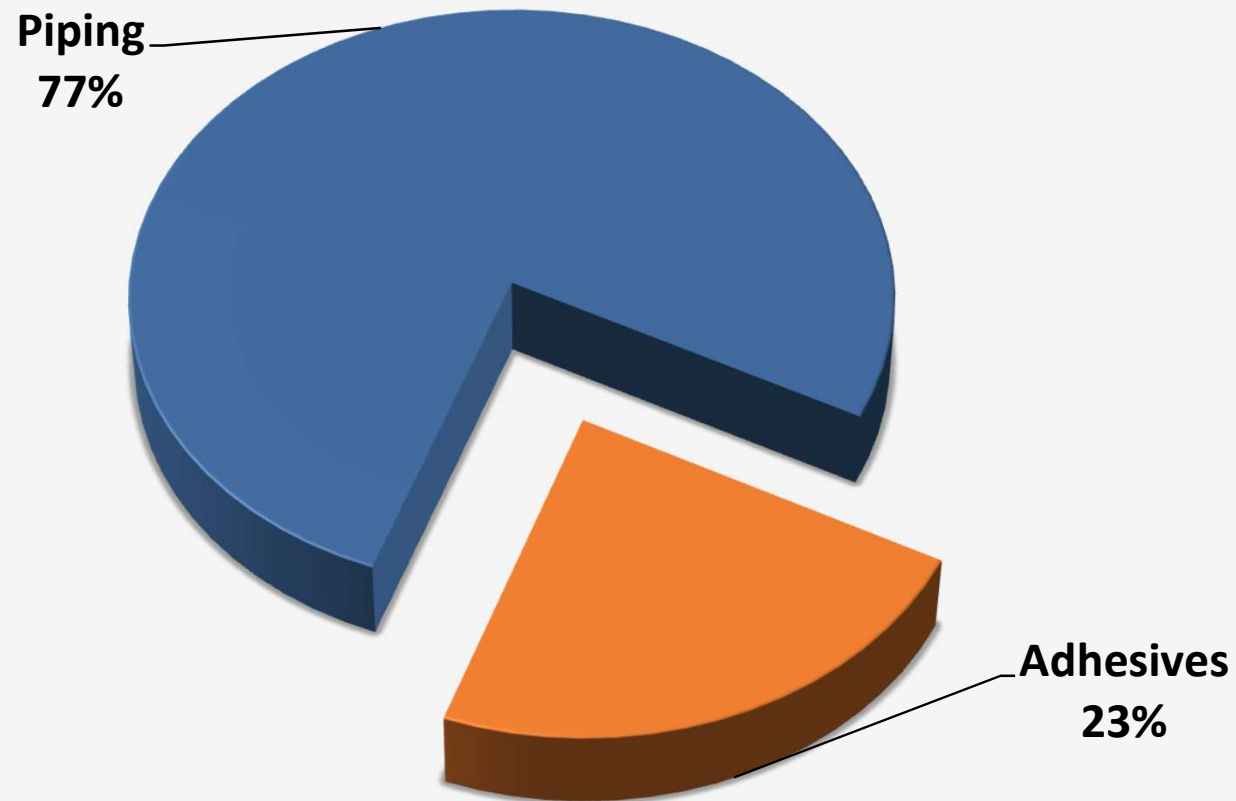
EBIDTA



ADHESIVES BUSINESS – GROSS PROFIT MARGIN

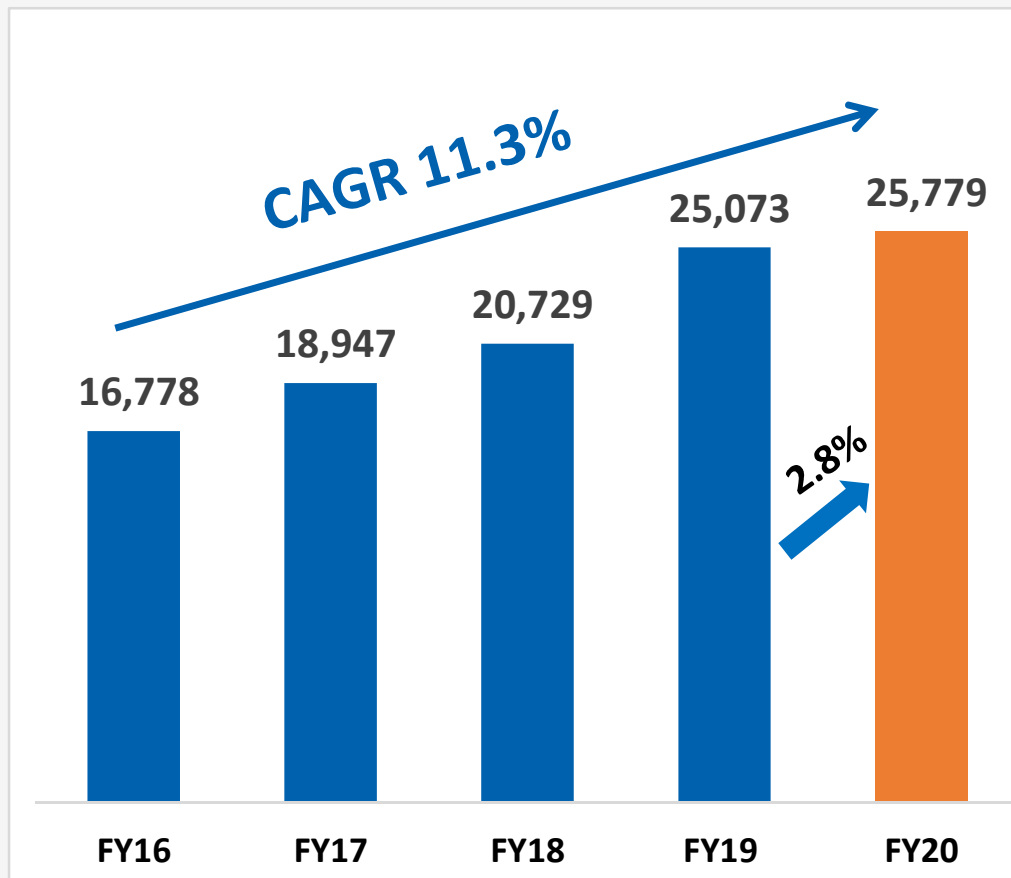


GROUP REVENUE BREAKUP – FY 19-20

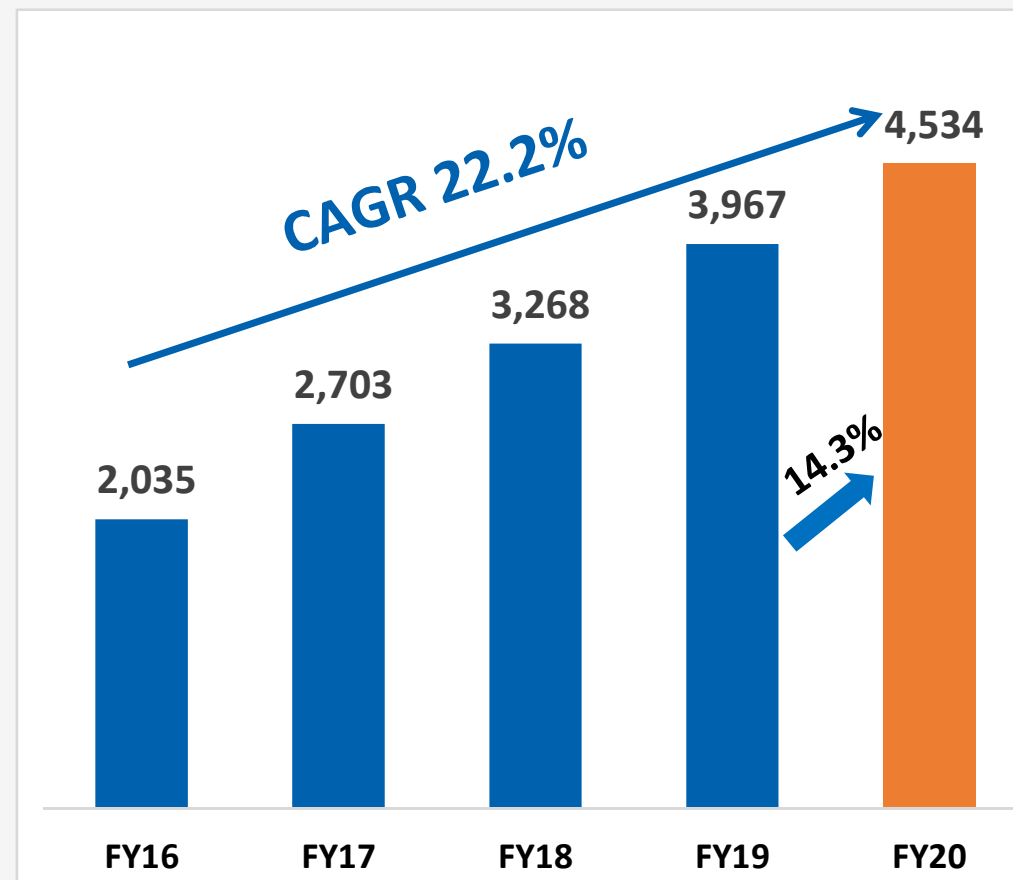


CONSOLIDATED (INR MN.)

NET REVENUE



EBIDTA

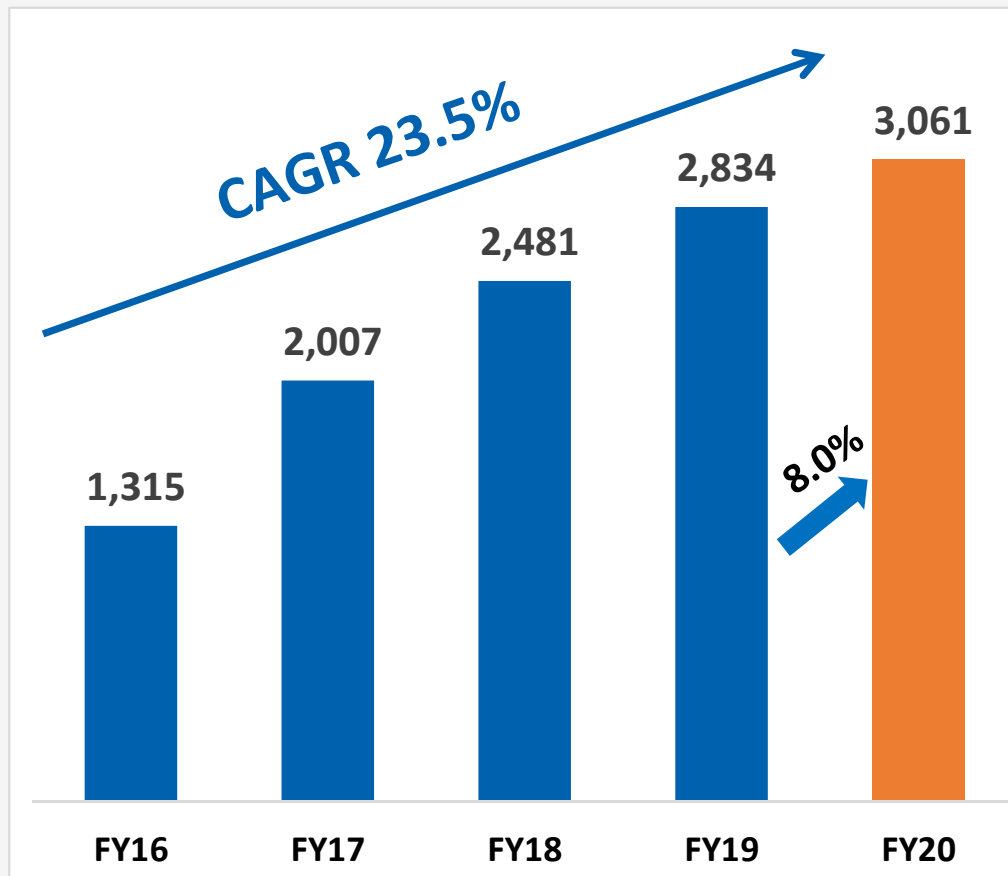


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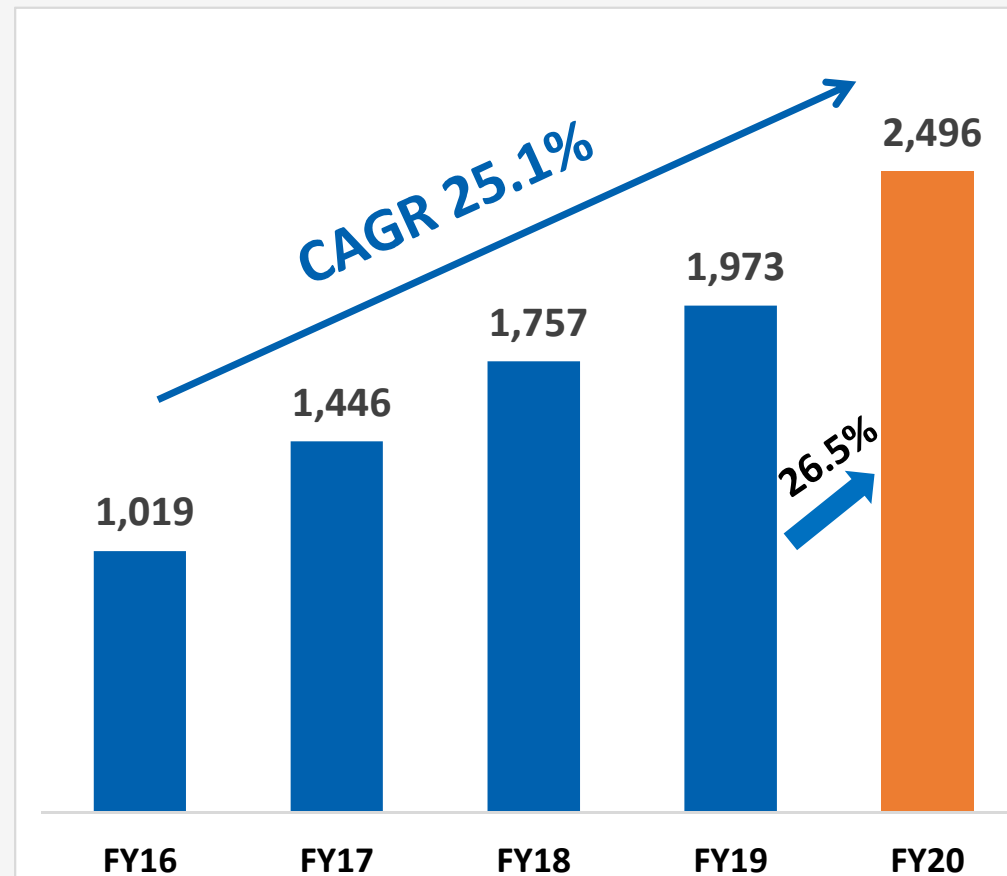


CONSOLIDATED (INR MN.)

PBT

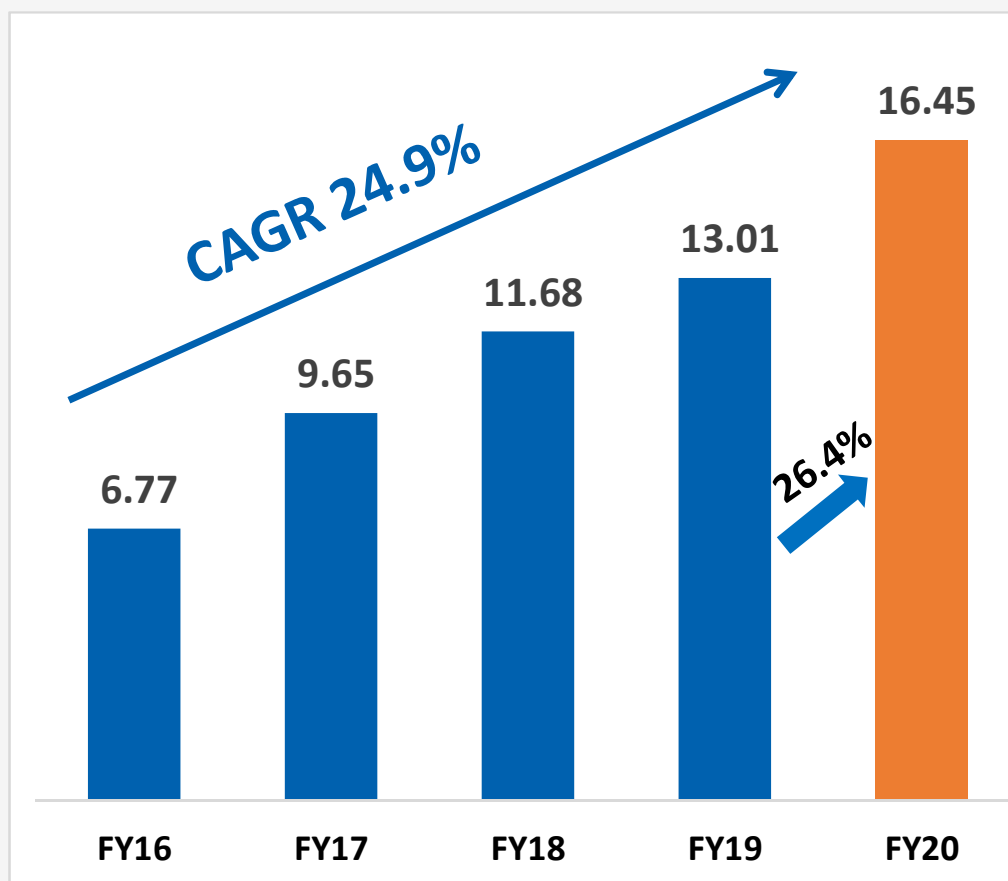


PAT

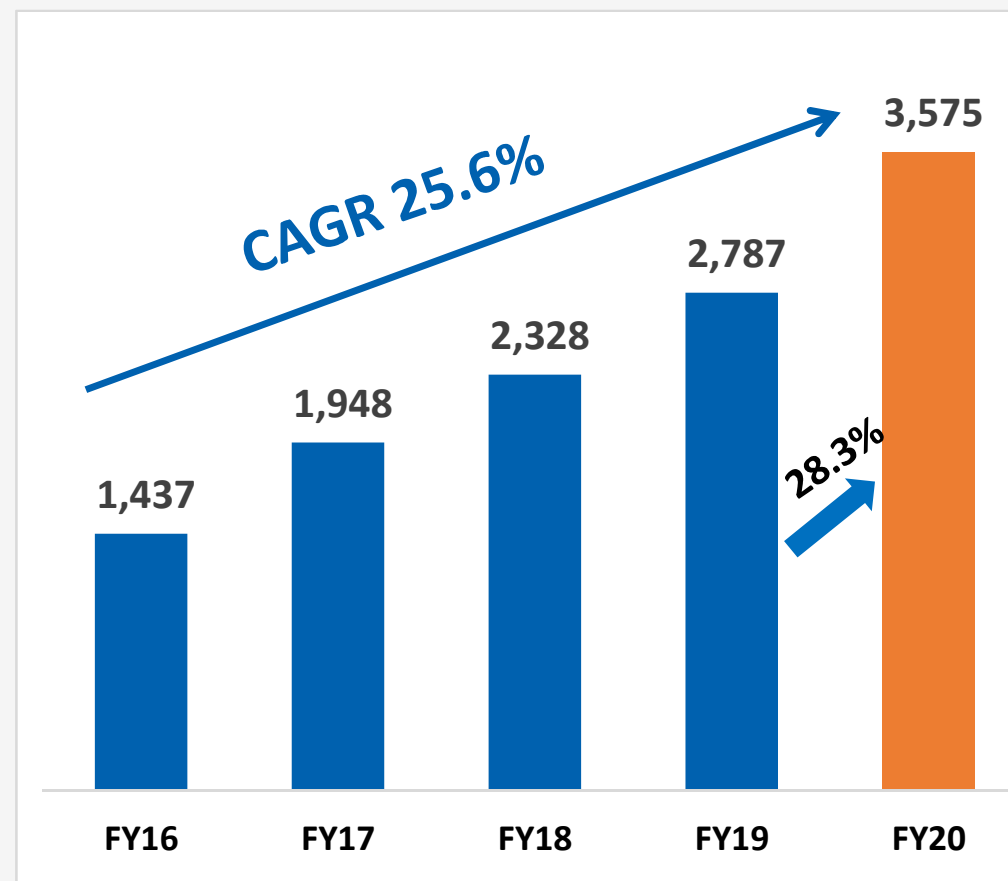


CONSOLIDATED (INR MN. EXCEPT EPS)

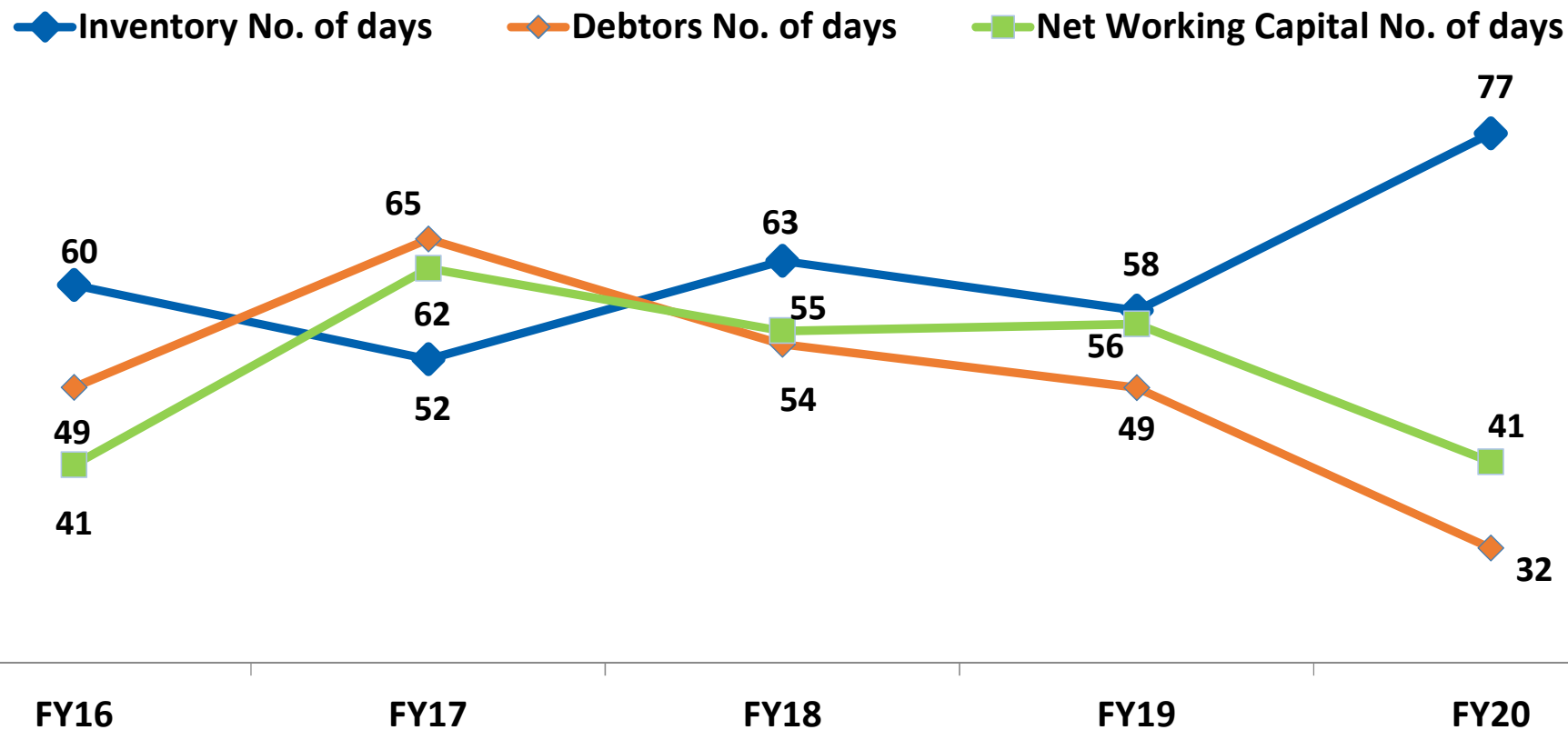
EPS



CASH PROFIT



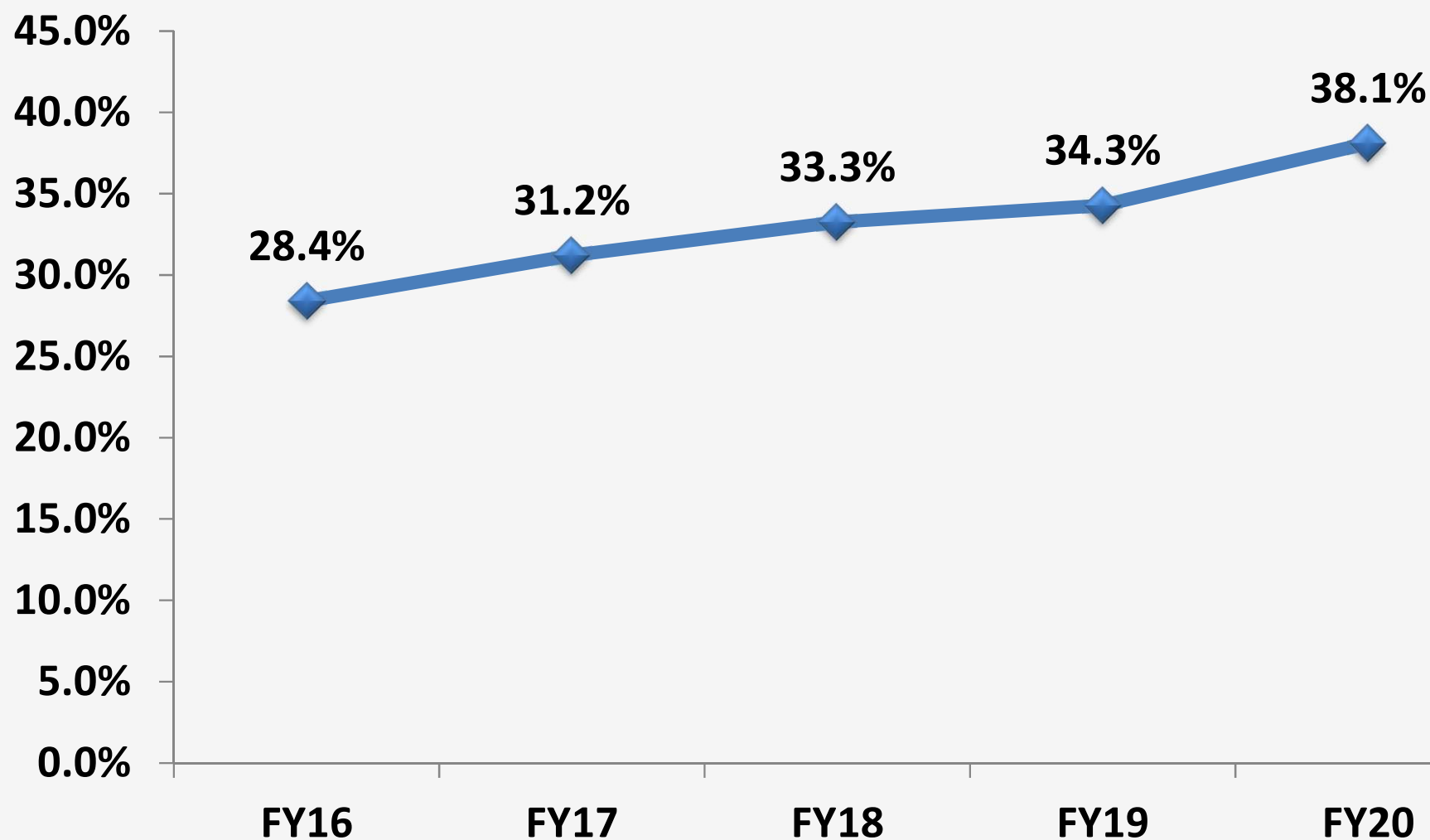
GROUP WORKING CAPITAL IN DAYS



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CONSOLIDATED– GROSS PROFIT MARGIN



COVID-19, THE IMPACT ANALYSIS ON SALES

PIPING BUSINESS (ASTRAL STANDALONE)

Month	Sales (In M.T.)			Sales (Rs. In Million)		
	2019-20	2018-19	% of change	2019-20	2018-19	% of change
April to Feb	123,978	105,524	17.5%	19,284	16,453	17.2%
March	8,222	17,464	-52.9%	1,144	2,704	-57.7%
Total	132,200	122,988	7.5%	20,428	19,157	6.6%

ADHESIVES BUSINESS (RESINOVA + SEAL IT)

Month	Sales (Rs. In Million)		
	2019-20	2018-19	%
April to Feb	5,514	5,561	-0.8%
March	316	786	-59.8%
Total	5,830	6,347	-8.1%



CONSOLIDATED– NET DEBT AS AT 31.03.2020

Particulars	(Rs. in Million)
Long Term Borrowings	1,655
Short Term Borrowings	201
Total Debt	1,856
Less: Cash Bank and Other Bank Balances	1,301
Net Debt	555



KEY TAKE AWAY AND WAY FORWARD

- Company was consistently growing in double digit till February, only due to March the numbers got converted into negative for Q-4.
- Due to multiple manufacturing facilities and depots, the company is quite confident that in this tough environment also it will be delivering the goods to its customers in timely manner.
- Our focus will be on Balance Sheet Quality and Working Capital Management. One can see in this tough environment also we have not compromised this aspect.
- As a part of company strategy, we have acquired additional land measuring 157,648 Sq. meter adjacent to our plants located at Sangli/Hosur/Santej/Odisha.
- Company's solar plant will start giving revenue from 1st July, for which company has already done capex. (8.23 MW).
- Due to robust systems, company is in a position to deliver work from Home without any disturbances as all employees are connected with Laptop & PC from home.



KEY TAKE AWAY AND WAY FORWARD

- Consistent improvement in Gross Margin will help company in coming years.
- There are a lot of cost elements which company can cut in this environment if required.
- The benefits of Loyalty Programme for Plumbers & Dealers App will be available to company now and substantial transparency in data will help company to grow market in a planned manner.
- Unorganised share in Plastic Pipe Industry is very High (40% Approx.), Post Covid-19 lockdown even many organised players will have trouble due to their quality of Balance Sheet, Both will give good opportunity to company to grow its market share over a period of time.



THANK YOU

astralpipes.com | astraladhesives.com

