



INVESTOR PRESENTATION

Build Sustain Grow



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Company Overview

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Astral at a Glance

Astral is one of the fastest-growing and leading companies in the category of building materials with presence across pipes and adhesives, and is now foraying into paints, faucets & sanitaryware and valves and Infrastructure.

Astral deploys best-in-globe technologies and fulfills the emerging needs of millions of houses and adds extra mileage to India's developing real estate fraternity with the hallmark of unbeaten quality and innovative building materials solutions.



1996

ASTRAL INCORPORATED



6,000+

EMPLOYEES



25+

EXPORT PRESENCE



03

MANUFACTURING PRESENCE IN 3 COUNTRIES



MANUFACTURING UNITS

18

08 PIPES	05 ADHESIVES & SEALANTS	05 WATER TANKS
--------------------	-----------------------------------	--------------------------



PRODUCTION CAPACITY (M.T. PA)

3,70,802

2,74,822 PIPES & WATER TANKS	95,980 ADHESIVES & SEALANTS
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DEPOTS

23

14 PIPES	09 ADHESIVES & SEALANTS
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DISTRIBUTORS

2,535+

1,035+ PIPES	1,500+ ADHESIVES & SEALANTS
------------------------	---------------------------------------

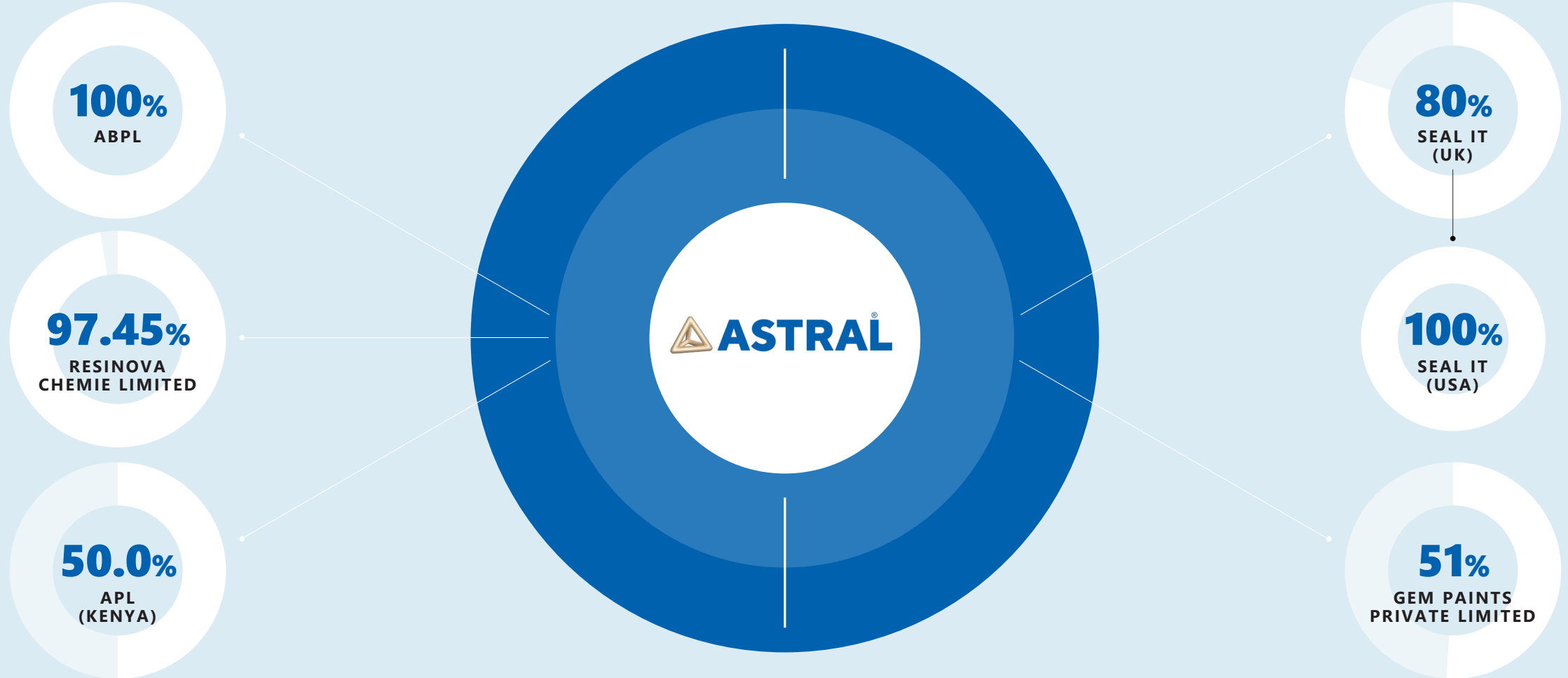


DEALERS

1,80,000+

35,000+ PIPES	1,45,000+ ADHESIVES & SEALANTS
-------------------------	--

Corporate Structure



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Operating in 7 High Growth Categories



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Foray into Paints (1/2)



As part of the strategic decision to expand its product portfolio under the building material segment and strengthen its brand ASTRAL and its Dealers' & Distributors Network, the Company entered into a definitive agreement to acquire a controlling 51% equity stake in the operating business of Gem Paints Private Limited.

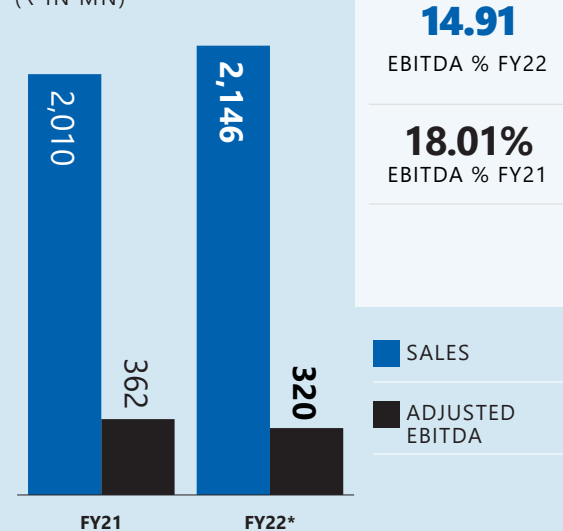
ABOUT GEM PAINTS



Gem Paints was founded in 1980 and has been involved in manufacturing high-performance Industrial and Decorative coatings in South India. The Company enjoys its competitive edge derived from its resin manufacturing capabilities and in-house R&D division.

FINANCIAL HIGHLIGHTS

(₹ IN MN)



14.91

EBITDA % FY22

18.01%

EBITDA % FY21

SALES

ADJUSTED EBITDA



3,000+

DEALERS ACROSS SOUTH INDIA

10

DEPOTS SPREAD ACROSS SOUTH INDIA

28+

BRANDS AND

100+

SKUs SPANNING ACROSS VARIOUS PRICE POINTS

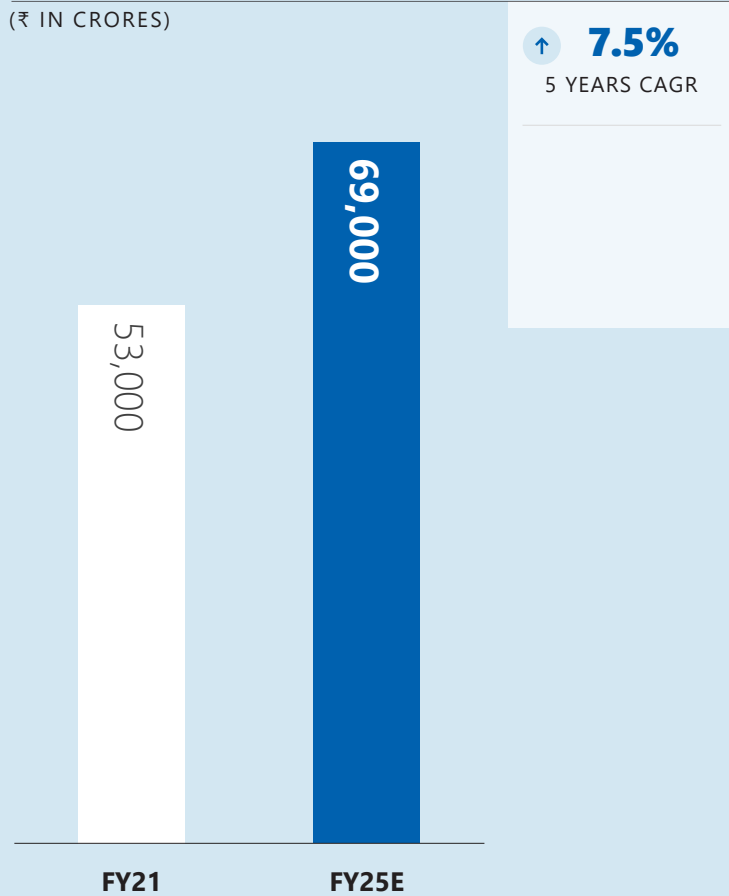
RECENT CAPACITY EXPANSION UNDERTAKEN IN KARNATAKA WITH ANNUAL CAPACITY OF 36,000 KL. CAN BE FURTHER ENHANCED UP TO 60,000 KL.

FY22*: Probational

Foray into Paints (2/2)

HUGE OPPORTUNITY SIZE

(₹ IN CRORES)



ASTRAL TO LEVERAGE ITS EXISTING:



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Astral The Trendsetter

01



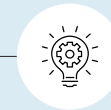
First to introduce CPVC pipes in India

02



Three adhesives manufacturing facilities in India, one in the UK and one in the USA

03



Introduced countless innovations in pipes category

04



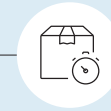
India's first lead-free uPVC pipes for potable water and column pipes for stream water

05



Offers the widest range of product in pipes category

06



Robust network of channel partners

07



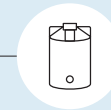
Eight pipes manufacturing facilities

08



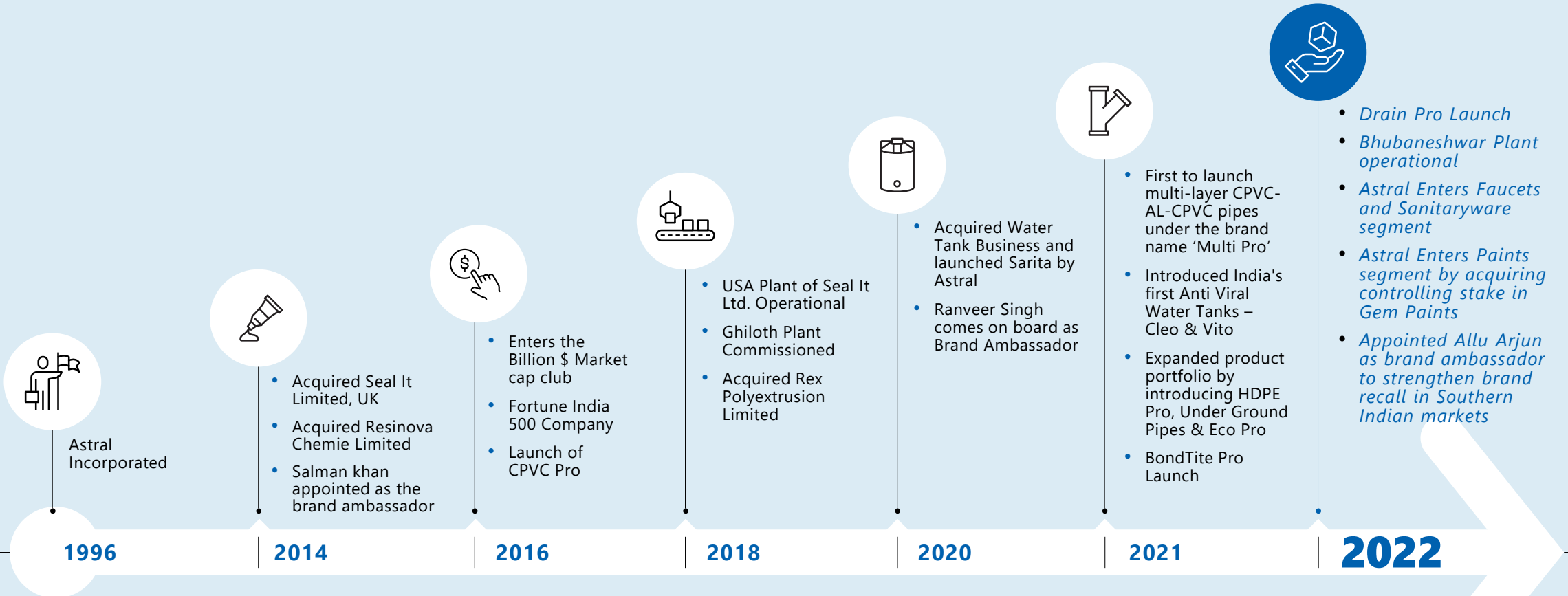
Introduced DWC and infrastructure products in Infra segment

09



Five water tanks manufacturing facilities and only Company in India to introduce water tanks with anti viral copper shield











Astral Journey



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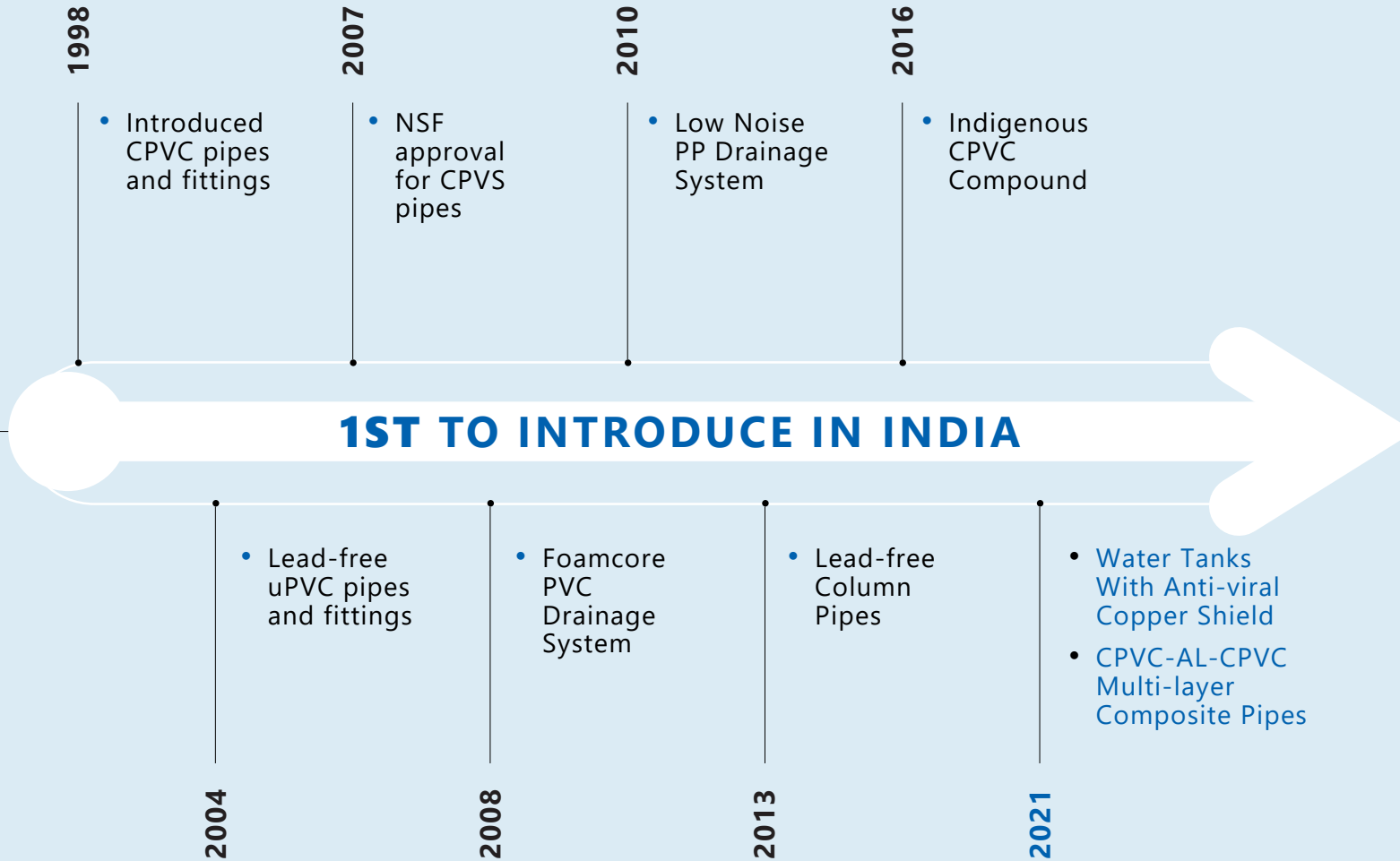
Awards and Recognition

 <p>2013</p> <p>Awarded as Business Standard Star SME</p>	 <p>2013</p> <p>Recognised for <i>Smart Innovation</i> by Inc. India Innovative 100 under category of 'Technology'</p>	 <p>2014</p> <p>Awarded as <i>India's Most Promising Brand</i></p>	 <p>2015</p> <p>Awarded as <i>Value Creator</i> during the first ever <i>Fortune India Next 500</i></p>	 <p>2015</p> <p>Awarded as <i>India's Most Desired Brand</i> by TRA</p>
 <p>2016</p> <p>Awarded as <i>India's Most Attractive Pipe Brand</i></p>	 <p>2016</p> <p>Shortlisted & profiled in <i>Dun & Bradstreet's</i> list of <i>India's Top 500 Companies</i> for the year 2021 publication</p>	 <p>2020</p> <p>Awarded as <i>India's Most Trusted Pipe Brand</i> in the year 2016, 2019, 2020, 2021 and 2022</p>	 <p>2021</p> <p>Recognised as <i>Consumer Validated Superbrand - India</i> for 2017 and then for three consecutive years 2019, 2020, 2021 and 2022</p>	 <p>2022</p> <p>Certified as <i>Great Place to Work</i></p>

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The Torch Bearer in The Pipes Category



Core Competencies

- UNBEATABLE QUALITY
- WORLD-CLASS MFG. CAPABILITIES & TECHNICAL TIE-UPS
- PRODUCT INNOVATIONS & VALUE ENGINEERING
- STRONG BRAND EQUITY
- WIDE AND DEEP DISTRIBUTION REACH
- SEAMLESS BACKWARD INTEGRATION

Pipes & Water Tanks Manufacturing Units Installed Capacity

 Pipes
 Water Tanks

SANTEJ
85,085 M.T.

 Pipes
 Water Tanks

DHOLKA
55,057 M.T.

 Pipes
 Water Tanks

GHILOTH
33,165 M.T.

 Pipes
 Water Tanks

HOSUR
46,447 M.T.

 Pipes
 Water Tanks

SANGLI
32,344 M.T.

 Pipes
 Water Tanks

AURANGABAD
17,648 M.T.

 Pipes
 Water Tanks

SITARGANJ
5,077 M.T.

 Pipes
 Water Tanks

BHUBANESHWAR* (CUTTACK)
7,515 M.T.

*Operative since May 2022

INVESTOR PRESENTATION

INVESTOR PRESENTATION

Adhesives & Sealants Manufacturing Units Installed Capacity



Adhesives & Sealants

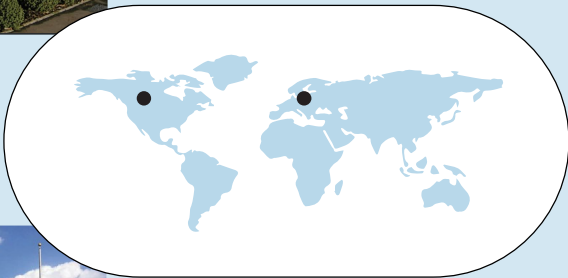
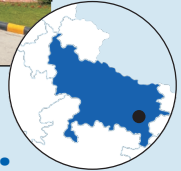
SEAL IT, UK



Adhesives & Sealants

RANIA

23,397 M.T.



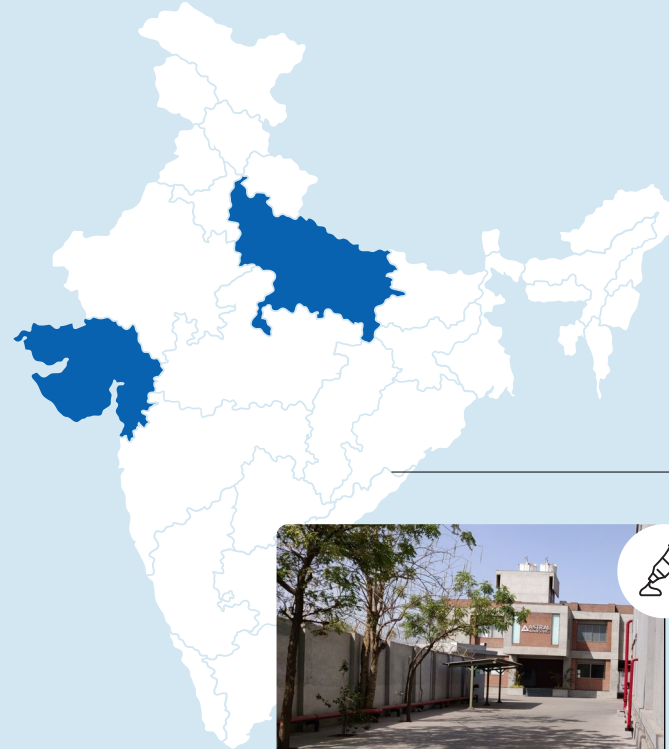
31,632 M.T.

UK + US capacity



Adhesives & Sealants

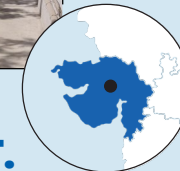
SEAL IT, USA



Adhesives & Sealants

SANTEJ

28,178 M.T.



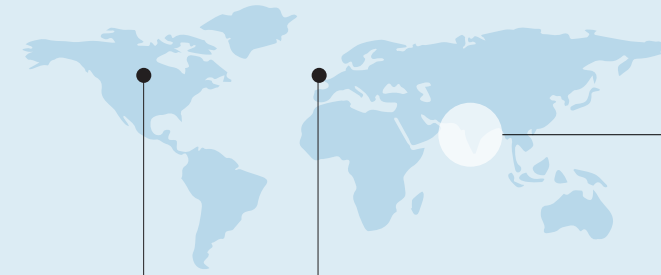
Adhesives

UNNAO

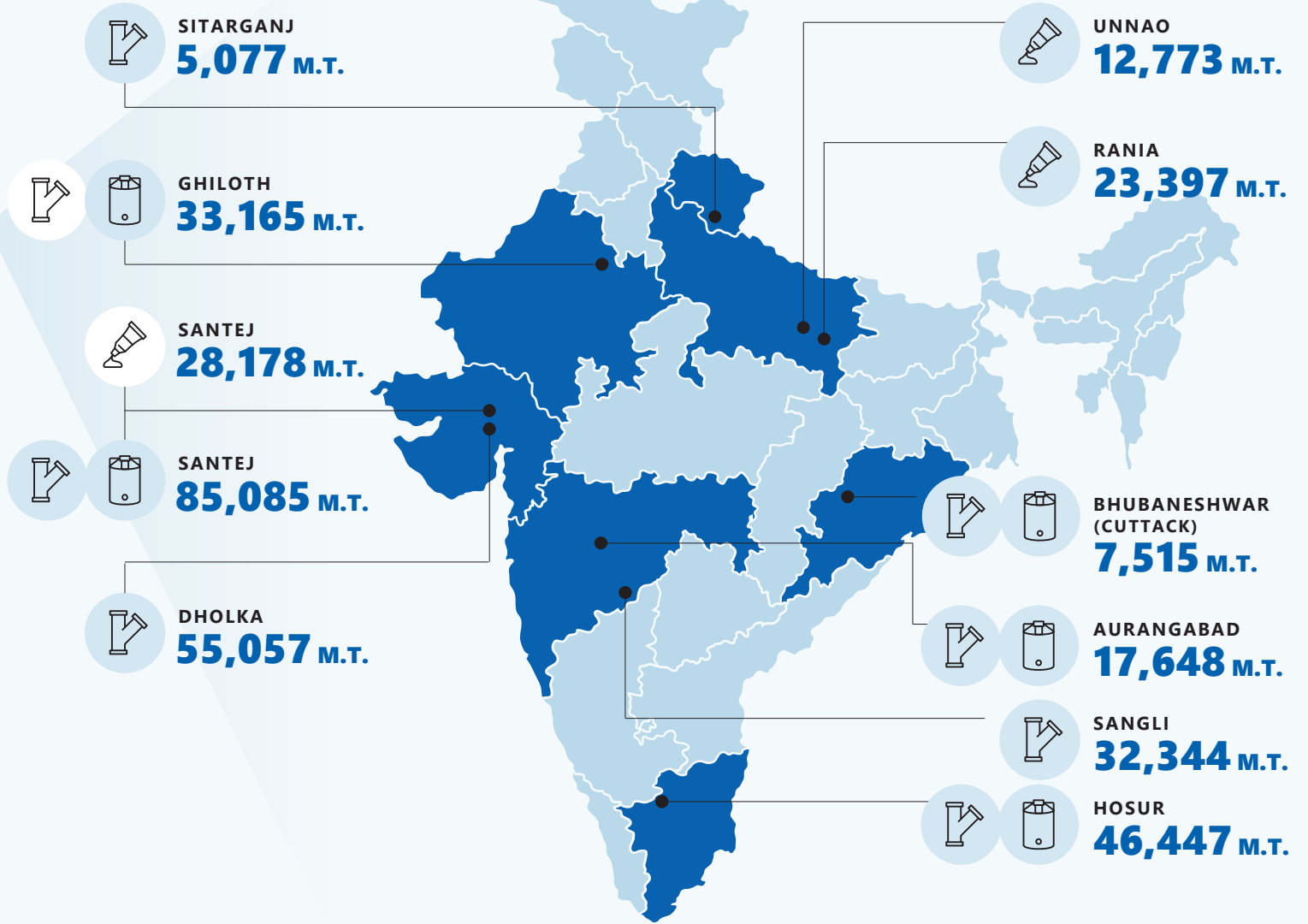
12,773 M.T.



Manufacturing Facilities



USA+UK
31,632 M.T.



- PIPES
- WATER TANKS
- ADHESIVES & SEALANTS

Pan India Presence



PIPES

- P** PLANTS
- D** DEPOTS
- C** CORPORATE OFFICE
- B** BRANCH OFFICE



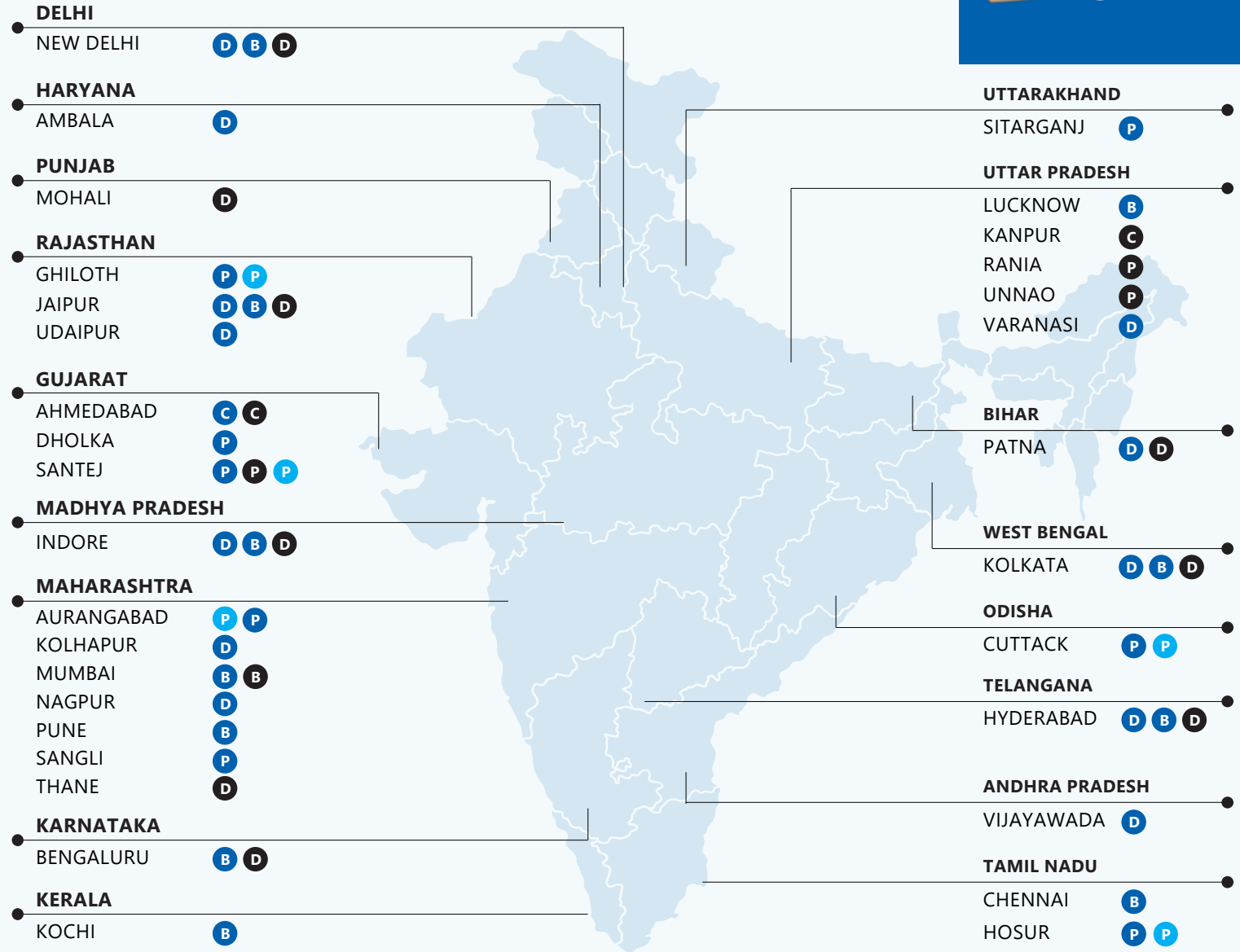
WATER TANKS

- P** PLANTS



ADHESIVES & SEALANTS

- P** PLANTS
- D** DEPOTS
- C** CORPORATE OFFICE
- B** BRANCH OFFICE





Product Offerings

PIPES PRODUCTS AT A GLANCE **18**

NEW PRODUCT LAUNCH - DRAIN PRO **21**

NEW PRODUCT LAUNCH -
SPECIALIZED VALVES **22**

WATER TANKS PRODUCTS AT A GLANCE **23**

ADHESIVES AND SEALANTS PRODUCTS
AT A GLANCE **24**

Pipes Products at a Glance (1/3)

- PLUMBING SYSTEM
- DRAINAGE SYSTEM
- FIRE PROTECTION SYSTEM
- INDUSTRIAL PIPING SYSTEM
- CABLE PROTECTION SYSTEM
- AGRICULTURE SYSTEM
- URBAN INFRASTRUCTURE
- SOLVENT CEMENTS
- ANCILLARY
- PLUMBING SYSTEM

PLUMBING SYSTEM



DRAINAGE SYSTEM



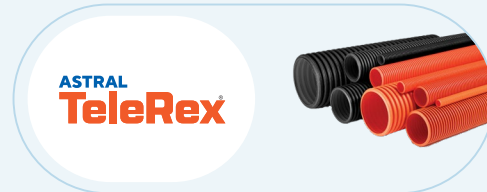
Pipes Products at a Glance (2/3)

- PLUMBING SYSTEM
- DRAINAGE SYSTEM
- **FIRE PROTECTION SYSTEM**
- INDUSTRIAL PIPING SYSTEM
- CABLE PROTECTION SYSTEM
- AGRICULTURE SYSTEM
- URBAN INFRASTRUCTURE
- SOLVENT CEMENTS
- ANCILLARY
- PLUMBING SYSTEM

FIRE PROTECTION SYSTEM



CABLE PROTECTION SYSTEM



INDUSTRIAL PIPING SYSTEM



AGRICULTURE SYSTEM



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Pipes Products at a Glance (3/3)

- PLUMBING SYSTEM
- DRAINAGE SYSTEM
- FIRE PROTECTION SYSTEM
- INDUSTRIAL PIPING SYSTEM
- CABLE PROTECTION SYSTEM
- AGRICULTURE SYSTEM
- **URBAN INFRASTRUCTURE**
- **SOLVENT CEMENTS**
- **ANCILLARY**
- **PLUMBING SYSTEM**

URBAN INFRASTRUCTURE



SOLVENT CEMENTS



ANCILLARY



PLUMBING ACCESSORIES

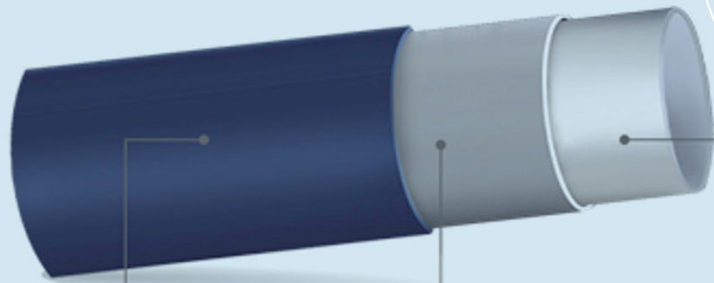


New Product Launch - DrainPro



DrainPro pipes are manufactured using the state-of-the-art multi-layer piping technology that imparts excellent properties which are essential for superior performance of the drainage system.

Astral Drain Pro is a cutting-edge, three-layer PP SWR system that is an ideal replacement for conventional drainage systems.



OUTER LAYER

Manufactured using PP material – offering excellent Impact and UV resistance

MIDDLE LAYER

Manufactured using mineral reinforced PP material – giving rigidity and better acoustic performance

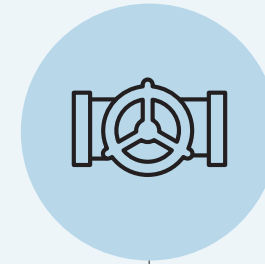
INNER LAYER

Manufactured using PP material – providing smooth flow and abrasion resistance



New Product Launch - Specialized Valves

Astral Pipes has forayed into manufacturing specialized uPVC and CPVC valves for household plumbing and Industrial applications. This range of valves is designed specifically to impart additional strength and to improve overall functionality. This aesthetically designed range is 100% traceable and are tested on a European testing machinery.



Water Tanks Products at A Glance

SARITA
by ASTRAL



ASTRAL **Cleo 4** LAYER WATER TANK | ASTRAL **Vito 3** LAYER WATER TANK
ASTRAL **Sylo 2** LAYER WATER TANK



ASTRAL **Opta 3** LAYER WATER TANK



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Adhesives & Sealants Products at a Glance (1/2)

- EPOXY ADHESIVES & PUTTY
- SILICONE SEALANTS
- CONSTRUCTION CHEMICALS
- MEMBRANE & COATING
- WATERPROOFING
- TILE & GROUT ADHESIVES
- PVA ADHESIVES
- RUBBER ADHESIVES
- TAPES
- SOLVENT CEMENTS
- ANAEROBIC ADHESIVES
- CLEAR ACRYLIC ADHESIVES
- INDUSTRIAL

EPOXY ADHESIVES & PUTTY



SILICONE SEALANTS



CONSTRUCTION CHEMICALS



MEMBRANE & COATING



WATERPROOFING



TILE & GROUT ADHESIVES



PVA ADHESIVES



RUBBER ADHESIVES



TAPES



Adhesives & Sealants Products at a Glance (2/2)

- EPOXY ADHESIVES & PUTTY
- SILICONE SEALANTS
- CONSTRUCTION CHEMICALS
- MEMBRANE & COATING
- WATERPROOFING
- TILE & GROUT ADHESIVES
- PVA ADHESIVES
- RUBBER ADHESIVES
- TAPES
- **SOLVENT CEMENTS**
- **ANAEROBIC ADHESIVES**
- **CLEAR ACRYLIC ADHESIVES**
- **INDUSTRIAL**

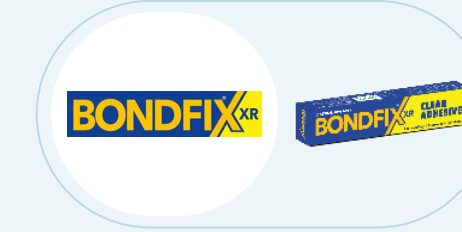
SOLVENT CEMENTS



ANAEROBIC ADHESIVES



CLEAR ACRYLIC ADHESIVES



INDUSTRIAL





Brand - Building Initiatives

MARKETING COMMUNICATION

27

Marketing Communication (1/5)

Ranveer Singh
*The face of Astral Pipes –
India's most trusted pipe*



*Astral Pipes onboards icon star
Allu Arjun*

With this partnership, the Company aims to expand and solidify Astral's piping vertical in the southern markets.

The move is set to leverage Allu Arjun's massive following to strengthen the brand positioning in Southern India and drive sales.

INVESTOR PRESENTATION

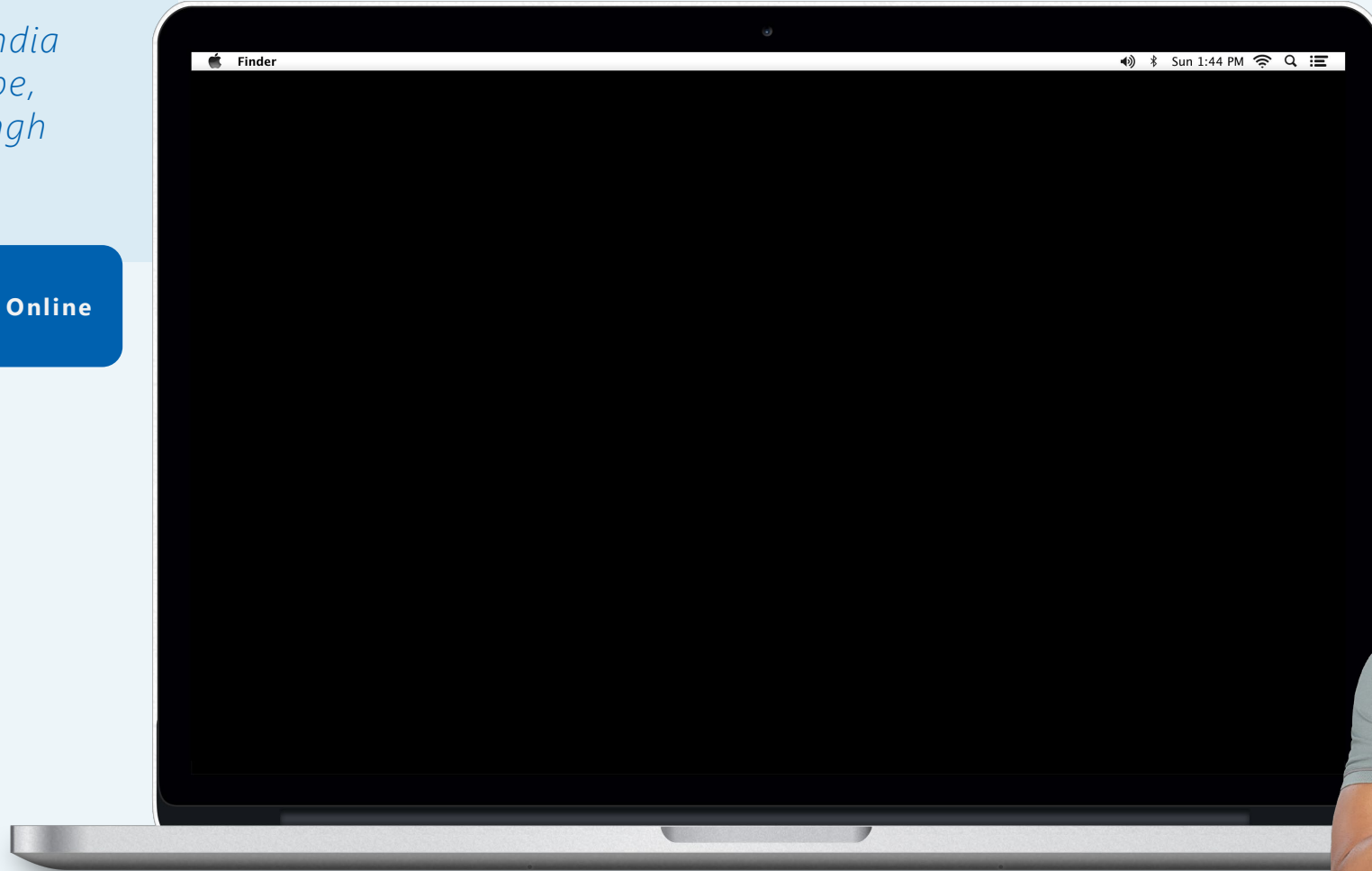
INVESTOR PRESENTATION



Marketing Communication (2/5)

TVC campaign on India ka Bharosemand Pipe, starring Ranveer Singh

 [Watch the video Online](#)



INVESTOR PRESENTATION

INVESTOR PRESENTATION

Marketing Communication (3/5)

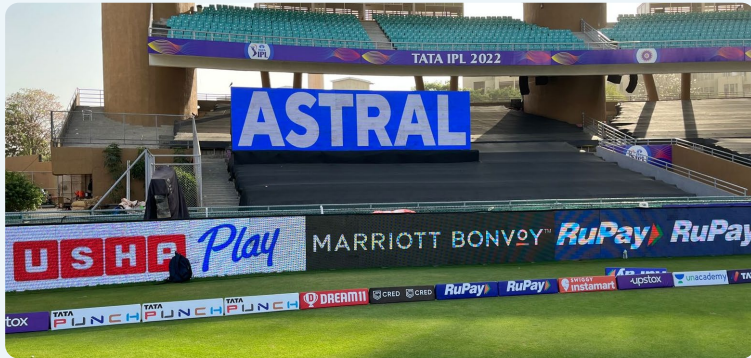
Celebrating 25 years of BondTite, a TVC campaign was launched for the Epoxy Adhesive Range - BondTite

 [Watch the video Online](#)



Marketing Communication (4/5)

Astral Pipes Co-Sponsored three IPL Teams in its 2022 edition.



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Marketing Communication (5/5)

Film co-Promotion

RRR

Chandigarh
kare
Aashiqui

Jayeshbhai
Jordaar



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04



Sustainability Initiatives

CSR INITIATIVES

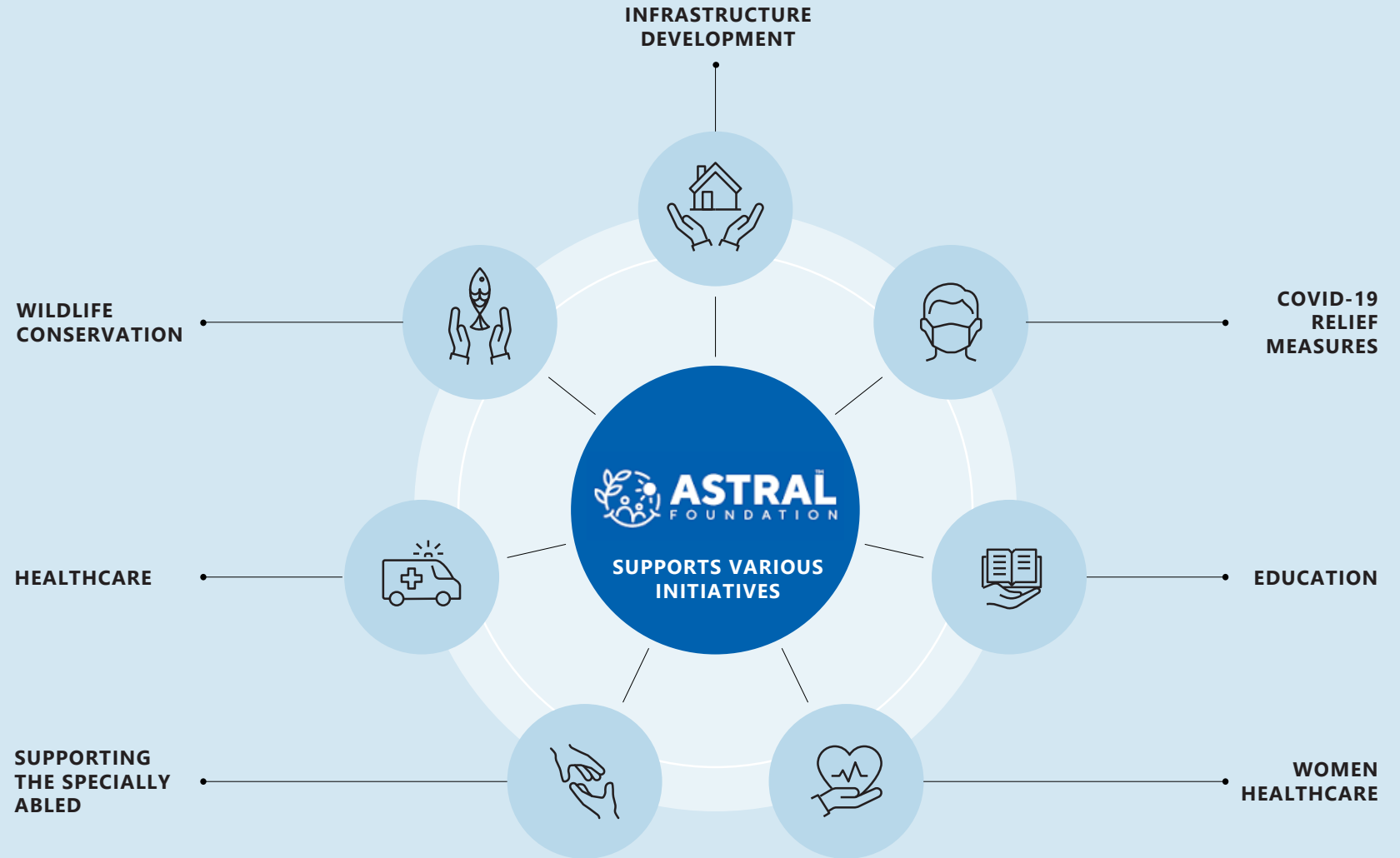
33

SUSTAINABILITY INITIATIVES

41

CSR Initiatives

While monetary gains are an important part of our success, we consider the empowerment and growth of the communities where we do business to be just as important. With the communities in mind, we have collaborated with a number of institutions to address their specific needs.



Wildlife Conservation



Madras Crocodile Bank Trust received a grant from the Astral Foundation to support @gharialecolologyproject fieldwork research in the National Chambal Sanctuary.

[Click to know more](#)



For forest staff chowkis and Ness (places of community living), the Astral Foundation built 30 solar streetlights. These streetlights prevent straying and prevent unexpected encounters between wild animals and local communities living there.



By engaging with local communities, the Astral Foundation collaborated with the @lastwildernessfoundation to bolster protection measures and safeguard the Panna Tiger Reserve.

[Click to know more](#)



The Astral Foundation is dedicated to assisting the Chamundi Wild Animals Rescue and Rehabilitation Centre which helps distressed wild animals and houses tigers, leopards, elephants and rescued birds, among other animals.

Healthcare



Astral Foundation through the Astral Charitable Trust attempts to strengthen the mental and physical health of citizens by regularly conducting yoga and meditation sessions.



Astral Foundation arranged an eye check-up camp in collaboration with Bareja Eye Hospital to deliver free cataract and refractive surgery to elderly people of Rampur and Khatripur Village in Dholka.

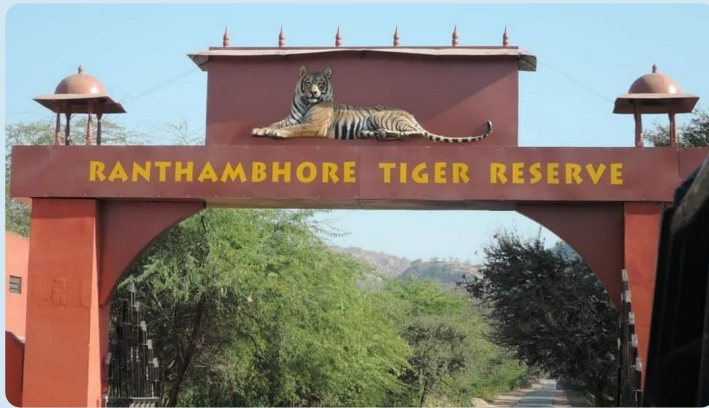


As part of the Arogyam project, Astral Foundation has provided a Mobile Medical Van, which is beneficial for children, vaccinations, ANC check-ups, and primary medical service for all age groups, in the rural and GIDC area.



Under the 'Happy Project', Astral Foundation helps patients measure the probable risk of heart attacks and strokes, and to examine coronary artery calcium scores. The patients who are found to be at greater risk of heart attack or paralysis are dispensed free statins and are provided with free medication every month.

COVID-19 Relief Measures



Astral Foundation through its implementation partner @guardbook_foundation that works towards forest conservation, helped affected families of poor forest guards of Ranthambhore Tiger Reserve with 5 numbers of 10L oxygen concentrators for COVID-19 treatment and post COVID -19 care.

[Click to know more](#)



During Covid-19, the Astral Foundation came forward to support and serve those in need by delivering dry ration kits.



Astral Foundation provided 10 oxygen concentrators to Sola Civil Hospital, helping save lives by providing immediate oxygen to needy patients.

Supporting the Specially Abled



To help the specially-abled women of Bhuj, Kutch, Astral Foundation donated 20 sewing machines. This will assist individuals in getting back on their feet, earning a living, and achieving financial independence.



The Viklang Vidhya Vihar and the Viklang Kanya Kunj School in Madhapar, Kutch, have received modern educational equipment that aid specially abled students, from the Astral Foundation. This initiative has allowed children to access modern education and earn a life of dignity for themselves.



Astral Foundation has extended support to AndhKalyan Kendra (A public charitable trust in the service of adult blind women). For more than three decades, the Trust has provided accommodation, food, and training to blind women.

Women Healthcare



The Astral Foundation initiated the "Arogyam" healthcare campaign. This project will serve 11 villages in the Gandhinagar area for the next three years, providing healthcare to pregnant women, adolescent females, and general residents.



Pregnant women registered at Shri Jalaram Arogya Seva Trust Meghraj received free medicines and medical tests as part of Astral Foundation's "Healthy Mother, Healthy Baby" initiative.


Education



Astral Foundation has partnered with the education scholarship portal Vidyasaarathi to implement a scholarship program. Under the initiative, students from the state of Gujarat who have enrolled in courses such as B.E/B.Tech, B.Sc in Agriculture, and other undergraduate courses such as B.A., would be able to support their education and fulfil their career goals.



Kaushalya, a unique initiative of vocational training courses for underprivileged youth, was launched by Astral Foundation in collaboration with ShalbyAcademy of @shalbyhospitals. This effort provides paramedics and hospital administrators with one and two year training programs to upgrade their skill sets. Besides that, the program gives young people an opportunity to work in today's rapidly expanding healthcare industry.

 [Click to know more](#)

Infrastructure Development



The Anganwadis in the surrounding areas have been renovated and upgraded by the Astral Foundation. We at Astral Foundation believe that equipping children in rural and semi-urban areas with the essential infrastructure is critical for their holistic development.



In Ahmedabad, the Astral Foundation helped to procure 695 kg of wires that were used to tie on the poles of 15 overbridges. This kept commuters safe by preventing them from being entangled in Manja and preventing accidents on overbridges during Uttarayan days.



Astral Foundation has facilitated Ahmedabad Municipal Corporation with two hearses.

Sustainability Initiatives



01
TRAINING
Substantial increase in training hours from 4,340 hours to 12,048 hours



02
TRAINING
Increase in man hours by 148% - i.e., from 2.45 man hours to 6.07 man hours



03
EMPLOYEE RECREATION AND EDUCATION
Setup a library facility for employees



04
EMPLOYEE RECREATION AND EDUCATION
Started one additional working off in a month



05
CSR
35% growth in CSR expenditure compared to last year



06
ESG
Increase in solar energy capacity by 1,919 kwp ~ increase by 99% compared to installed capacity of last year



07
ESG
Energy consumption through renewable source was 21% and 22% respectively in Santej and Dholka plant



08
ESG
Incurred ₹ 592 lacs for energy conservation in current year



09
ESG
Certified with Green Co Gold, LEED Platinum and Green Pro Certification for Silencio Division



10
ESG
Certified with GRIHA Council certification for CPVC Pipes



11
ESG
Certified with ISO 9001:2015 for quality management system implementation at Sangli-Kanadwadi Plant



LEED certification by US Green Building Council (USGBC)

Awarded Platinum rating for reducing carbon footprint through efficient operation and maintenance of the building.



Way Forward

WAY FORWARD

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INDUSTRY OUTLOOK - PIPES

45

REVENUE OUTLOOK FOR NEXT 5 YEARS - PIPES

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INDUSTRY OUTLOOK - ADHESIVES AND SEALANTS

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REVENUE OUTLOOK FOR NEXT 5 YEARS - ADHESIVES AND SEALANTS

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OPTION VALUE

49

Way Forward (1/2)

Astral's brand appeal and distribution reach (dealer-distributor-plumber network) has risen significantly, giving our teams further confidence in our ability to achieve higher growth.

In addition, the brand's appeal and distribution reach will help us achieve healthy growth in the newer product segments and categories we have entered lately.

Even in the face of the pandemic, Astral continued to thrive. Now that the economy has opened up, we anticipate more robust results in the future.

Mr. Sandeep Engineer

CHAIRMAN & MANAGING DIRECTOR



Way Forward (2/2)

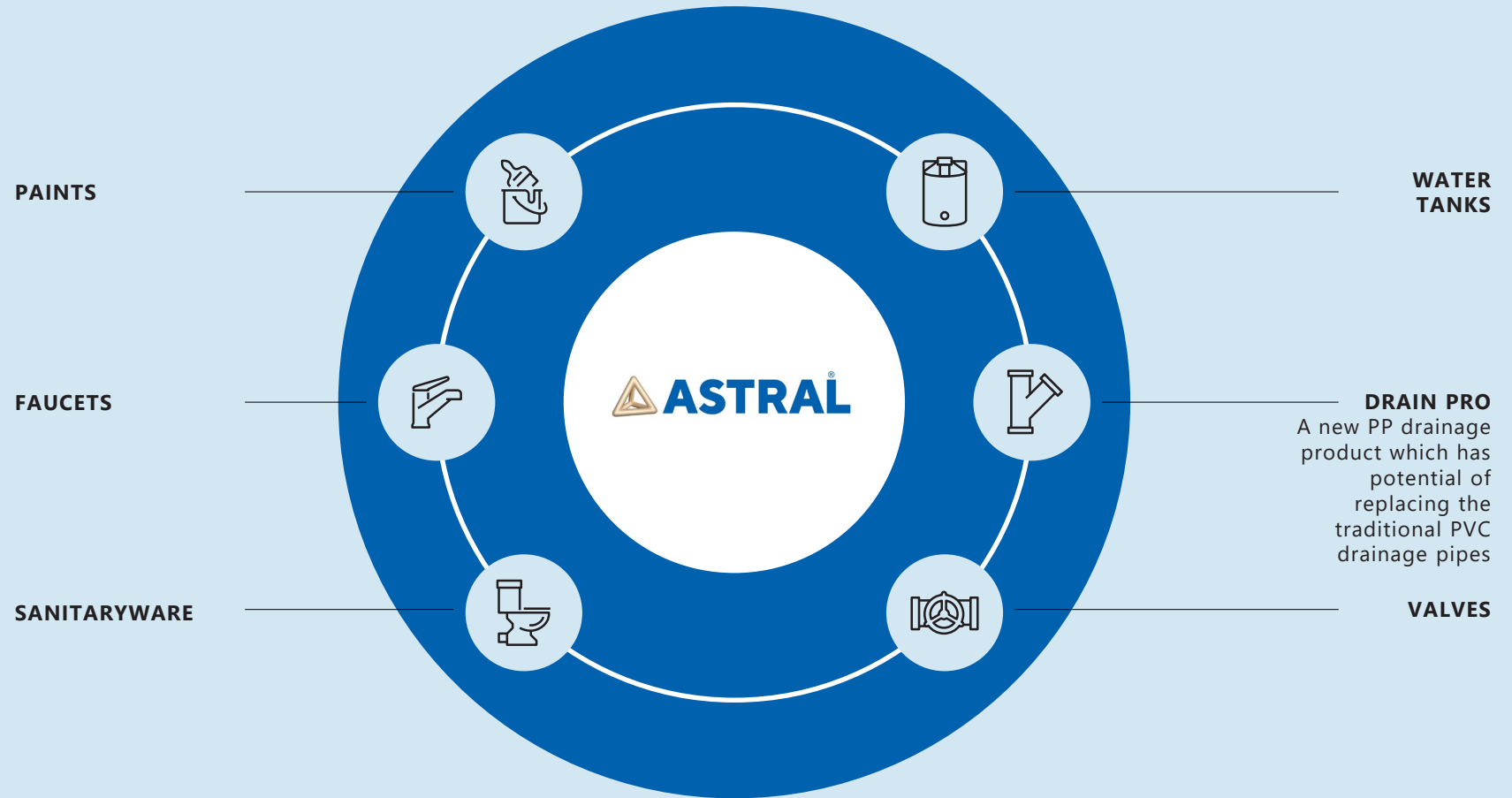
₹~1,000 CR

CAPEX INVESTED
IN THE LAST 5 YEARS

₹~1,500 CR

PROJECTED ADDITIONAL
REVENUES FROM NEW
PRODUCTS IN THE NEXT
4-5 YEARS

Astral has invested ₹ ~1,000 Crores in CAPEX in the last 5 years. The utilization of the same will be in the coming few years. Therefore, the company is confident that it will be able to grow not only in its existing product portfolio, but also, projects additional revenues of ₹ 1,500 Crores in the next 4-5 years from the following new products and categories:



Industry Outlook – Pipes



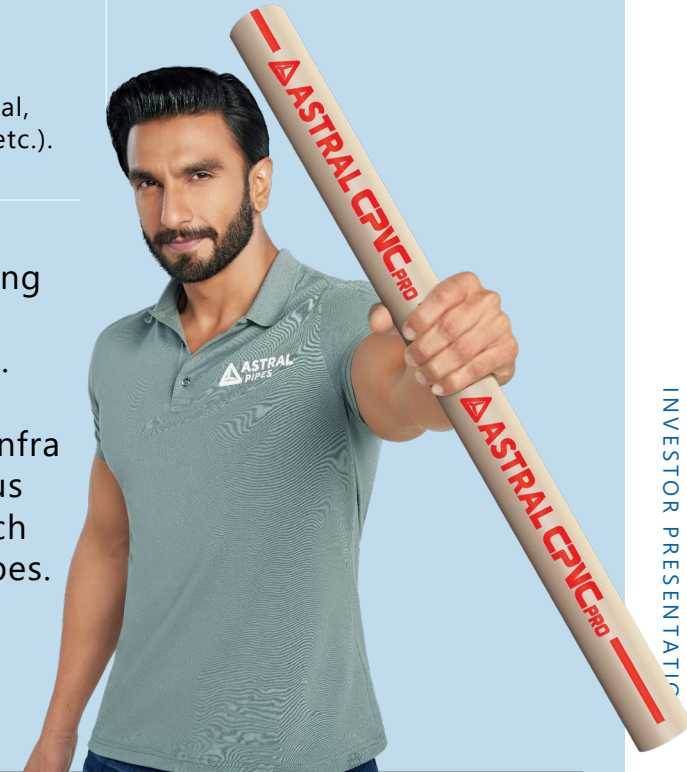
Unorganized players continue to face challenges which is helping organized players, as demonstrated by recent market share gain by Astral.

Govt. spending in various schemes will receive momentum in coming years, which was significantly slowed down due to the pandemic
(Schemes such as Jal-Se-Nal, low cost housing scheme etc.).

Industry consolidation will continue in coming time.

Volatility in Polymer price will prove to be a disadvantage for small organized and unorganized players. Further, it needs additional working capital.

Infrastructure spending to receive healthy support, due to Govt. announcements of sizeable budget for infra projects under various Govt. Initiatives, which will support DWC pipes.



INVESTOR PRESENTATION

INVESTOR PRESENTATION

Revenue Outlook for Next 5 Years – Astral Pipes



15%

WE EXPECT TO CONTINUE TO GROW AT 15% CAGR IN NEXT 5 YEARS.



We communicated last year that our Pipes business is likely to double its revenue in the next 5 years, and we grew our topline by 38% last year, thus much ahead of our prediction. We are affirm that we will continue to grow higher than 15% CAGR in the next 5 years.

01

Overall Industry growth of 9% - 10%

02

Shift from unorganized to organized sector

03

Higher growth from recently launched products

04

New product launches

05

Decentralization of manufacturing plants

06

Entering new geographies

07

Continued addition of new dealers, distributions & Plumbers in the Astral Family

Industry Outlook – Adhesives & Sealants



Higher chemical prices to support financially capable companies to grow their market shares.

New categories to outpace other categories in terms of growth in coming years.

Expecting the industry to grow in double digits under normal circumstances, while companies like ASTRAL will keep acquiring market share and grow further.

Industry consolidation will continue in the coming years.

Unorganized regional players to continue to loose market share.



Revenue Outlook for Next 5 Years – Astral Adhesives



15%

WE EXPECT TO CONTINUE TO GROW AT 15% CAGR IN NEXT 5 YEARS.



We communicated last year that our Adhesives business is likely to double its revenue in the next 4-5 years, and we grew our topline by 37% last year, thus much ahead of our prediction. We are affirm that we will continue to grow higher than 15% CAGR in the next 5 years.

01

Overall Industry growth of double digit

02

Shift from unorganized to organized sector

03

Higher growth from recently launched products

04

New product launches

05

Entering new geographies

06

Addition of new dealers & distributions

07

Good support from the UK & USA markets

Option Value

01

Huge cash on book ₹ 642 Cr., that will help the Company to grow organically and inorganically.

02

East India plant represents a strong option value over the next 5 years

03

Two additional new pipe locations, Sangli and Aurangabad, can increase market shares in Maharashtra and Southern Indian markets over the next 5 years (Decentralization of manufacturing facilities)

04

Launching a few new products in Adhesive & Sealants segment under a different chemistry, that along with existing products will double the Company's revenue within the next 5 years.

05

Existing standalone Pipes Business (current Market Share of 9.49%) likely to double its revenue over 5 years

06

Expecting new businesses that Astral has undertaken recently, like Tank, Faucet, Sanitaryware, Paint, Valve and Drain Pro, to contribute ₹ 1,500 Crore of revenue in the next 5 years



Financial Highlights

PIPES BUSINESS

51

ADHESIVES BUSINESS

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GROUP REVENUE BREAKUP

55

CONSOLIDATED

56

MARKET OPPORTUNITY VS ASTRAL
MARKET SHARE

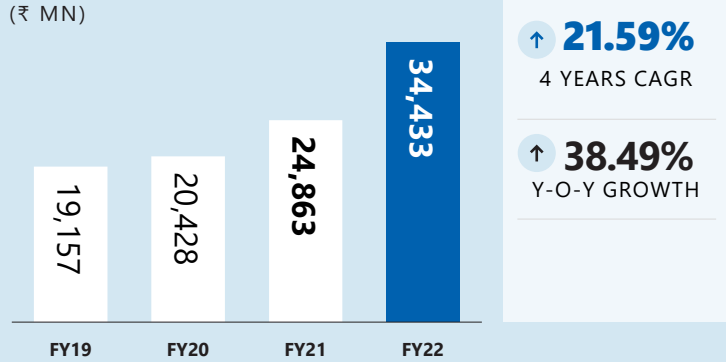
59

KEY TAKE AWAY

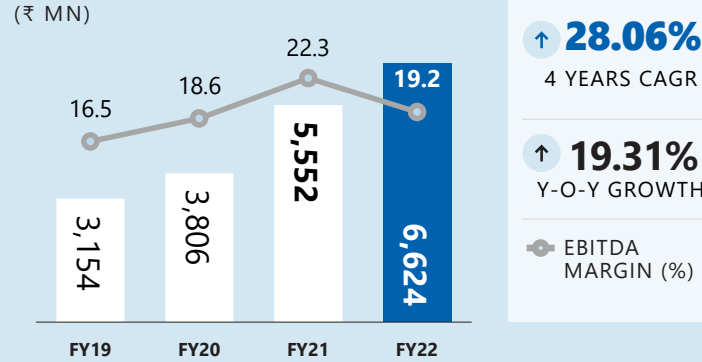
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Pipes Business (1/3)

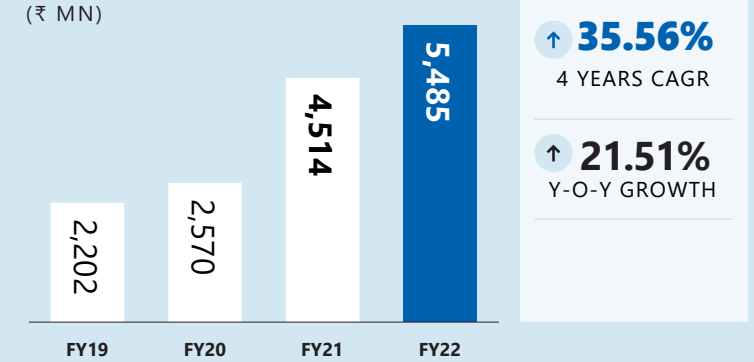
REVENUE FROM OPERATION



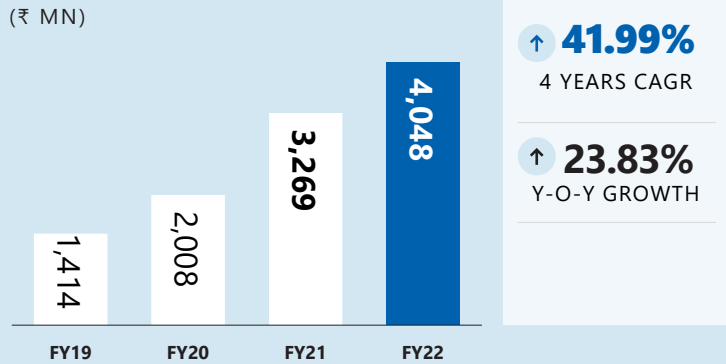
EBIDTA AND EBIDTA MARGIN



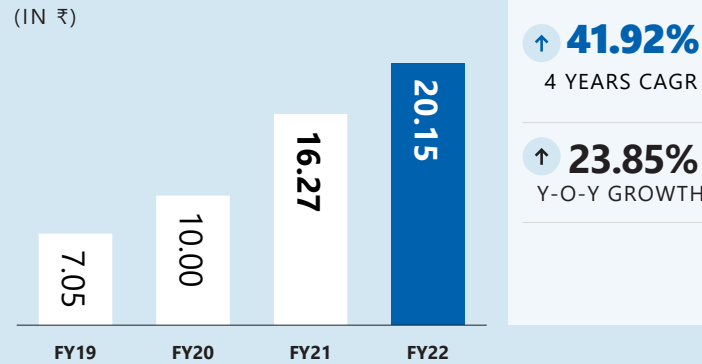
PBT (BEFORE EXCEPTIONAL ITEM)



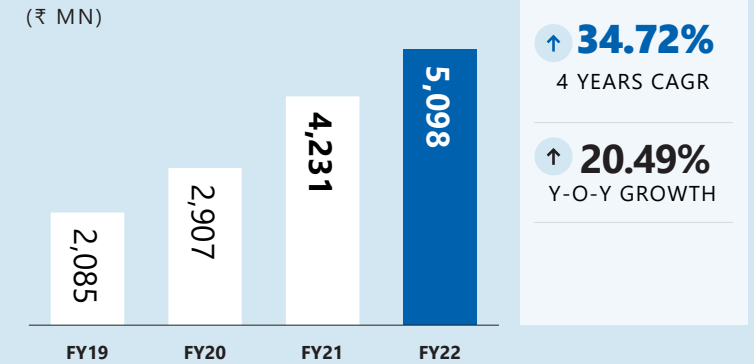
PAT



EPS



CASH PROFIT

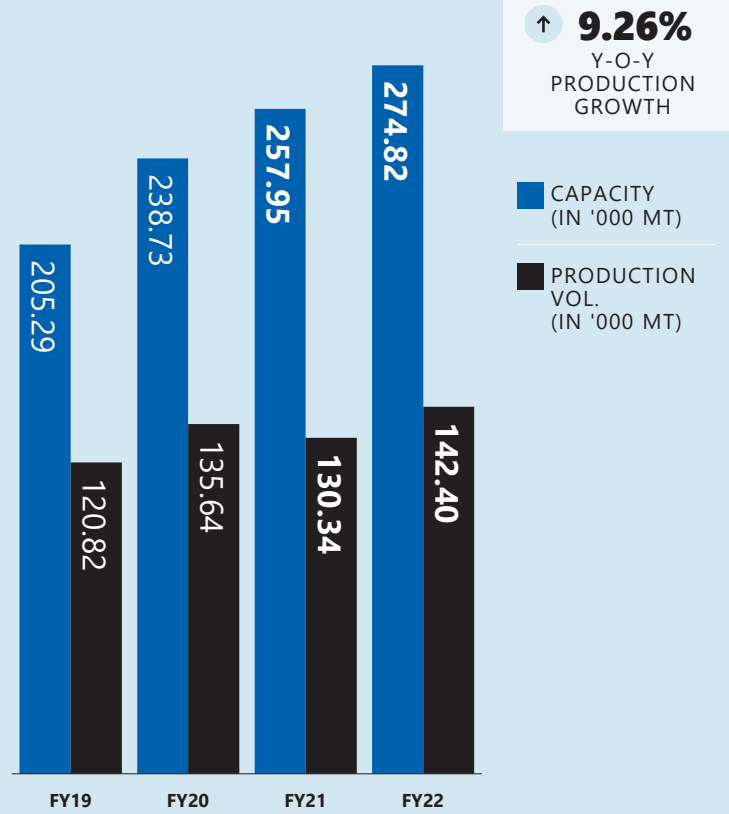


During the year FY 19, Rex Poly extrusion is amalgamated with the company w.e.f. July 10, 2018. EPS for FY 19 & FY 20 have been adjusted for bonus shares issued.

Pipes Business (2/3)

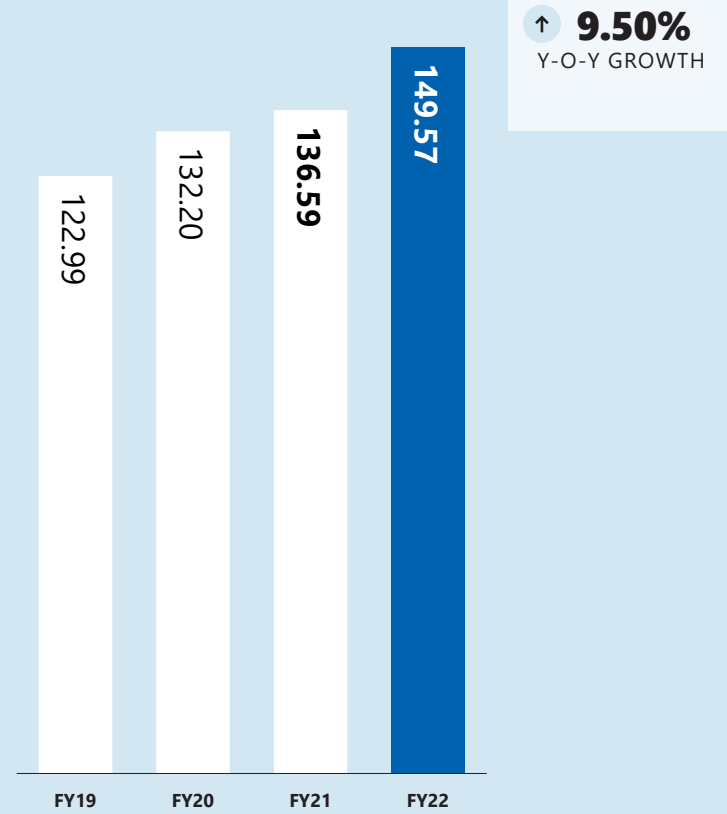
CAPACITY UTILIZATION

(IN '000 MT)



SALES

(IN '000 MT)



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

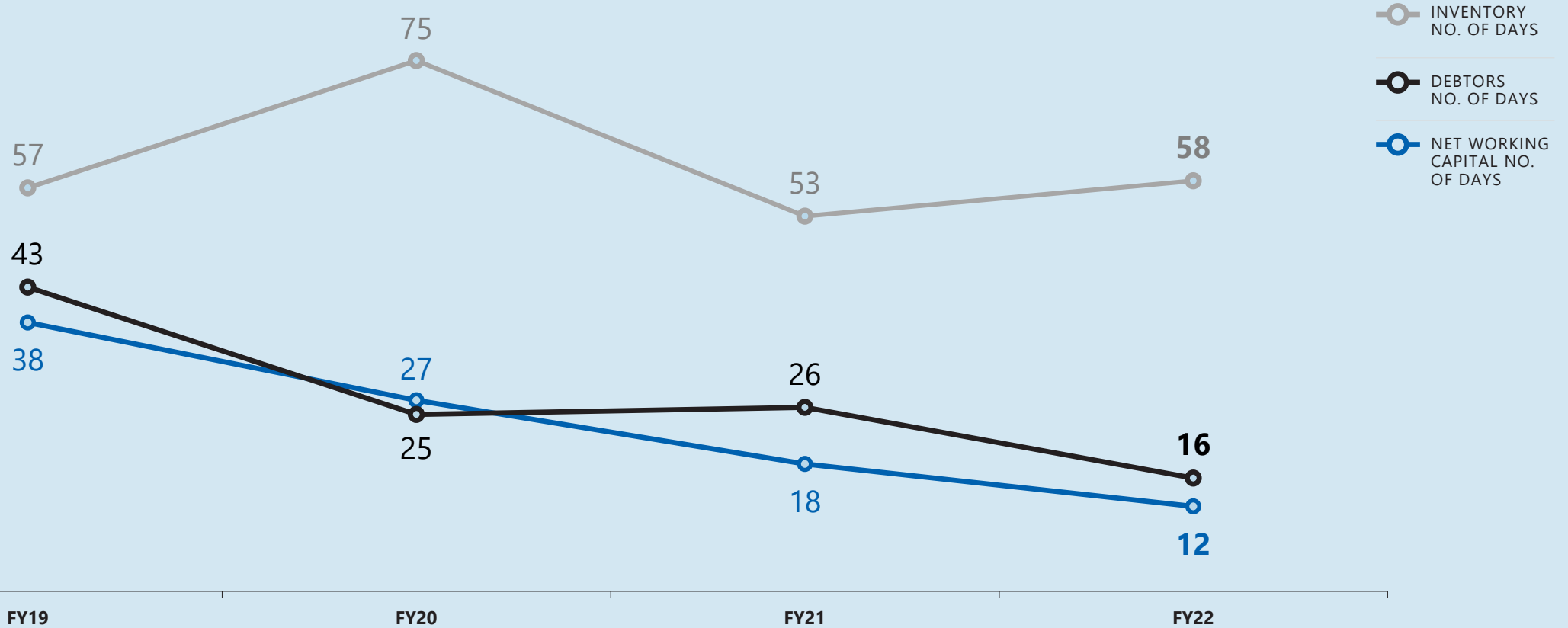
INVESTOR PRESENTATION

INVESTOR PRESENTATION

Pipes Business (3/3)

WORKING CAPITAL

(IN DAYS)

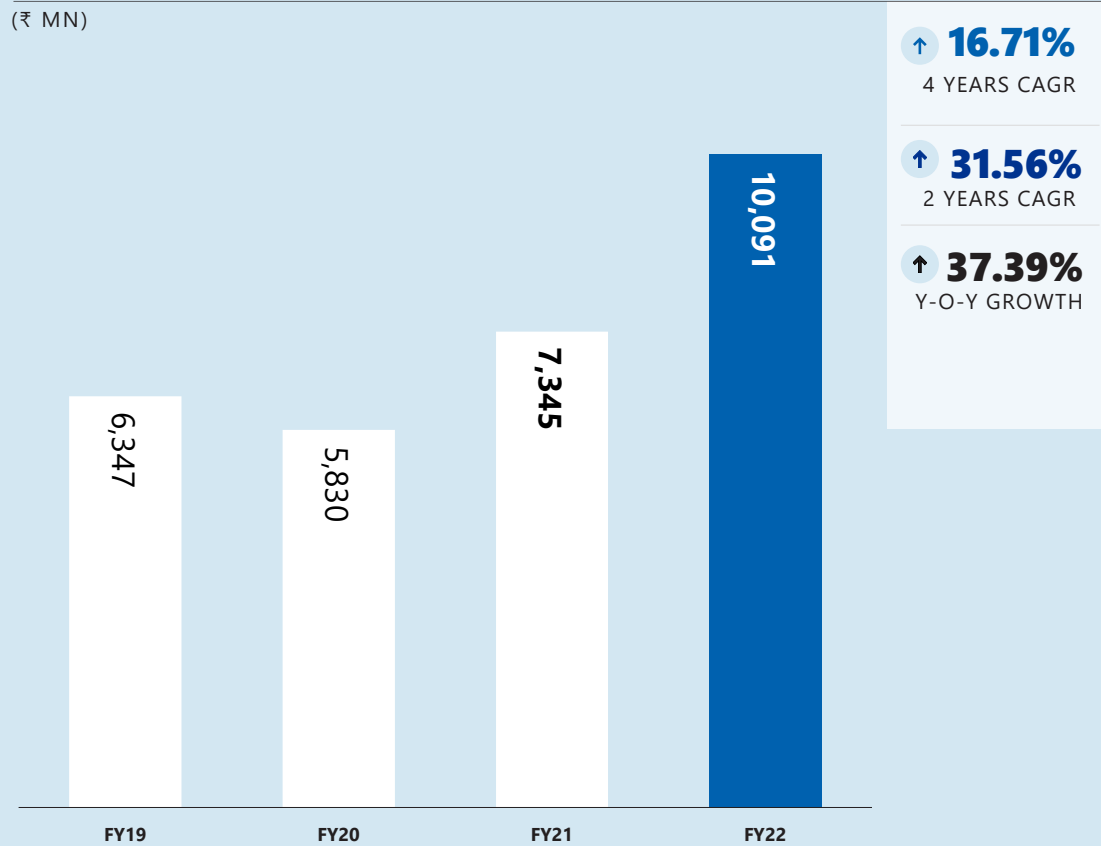


In FY20 Inventory days are higher than normal days mainly because of sudden lock down announced by Govt. Due to Covid-19 during the pick sales period of March End similarly Receivable days have come down proportionately. During the year FY 19, Rex Poly extrusion is amalgamated with the company w.e.f July 10, 2018..

Adhesives Business Summary of Subsidiaries

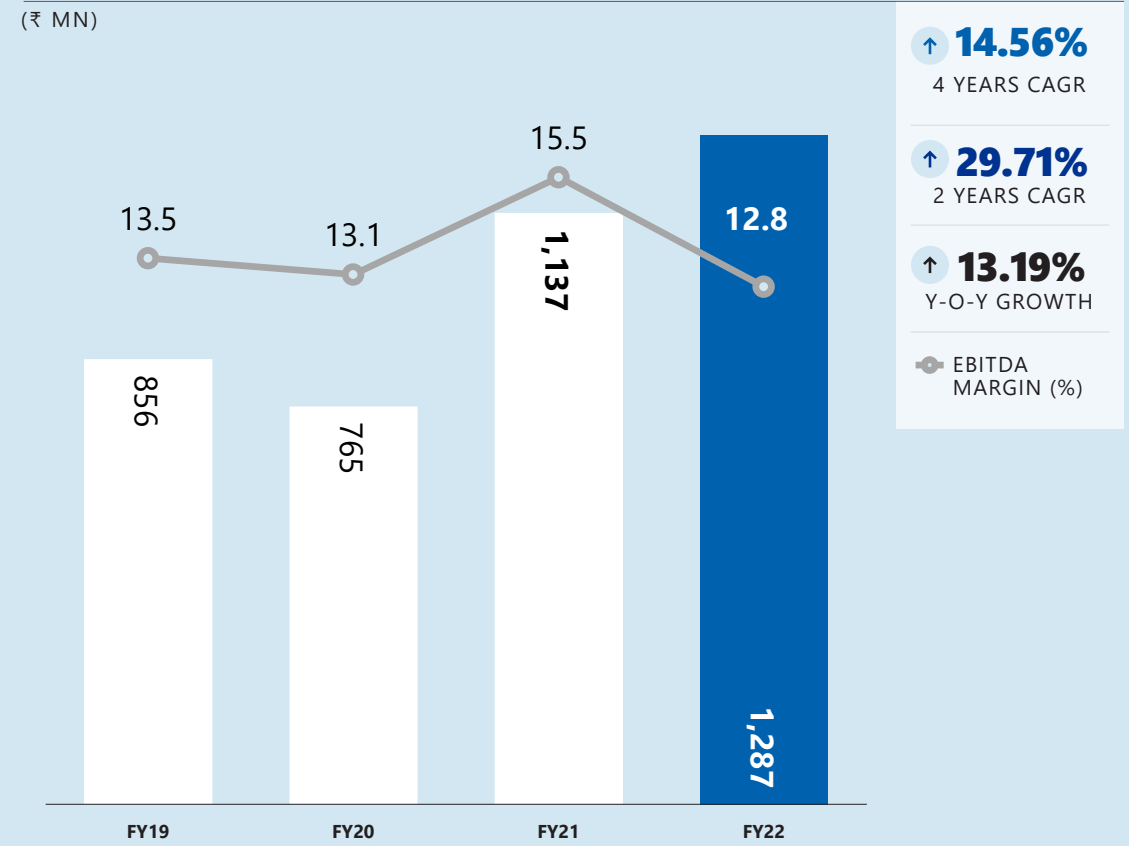
REVENUE FROM OPERATION

(₹ MN)



EBIDTA AND EBIDTA MARGIN

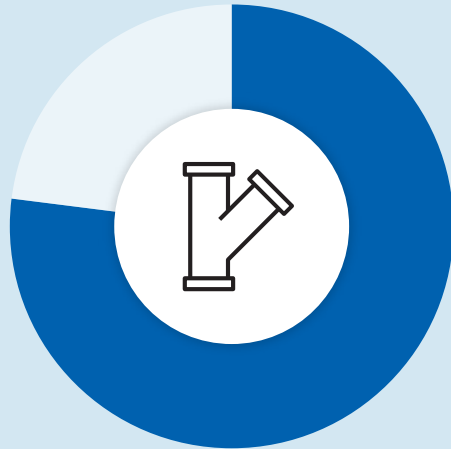
(₹ MN)



Group Revenue Breakup

FY 21-22

(IN %)



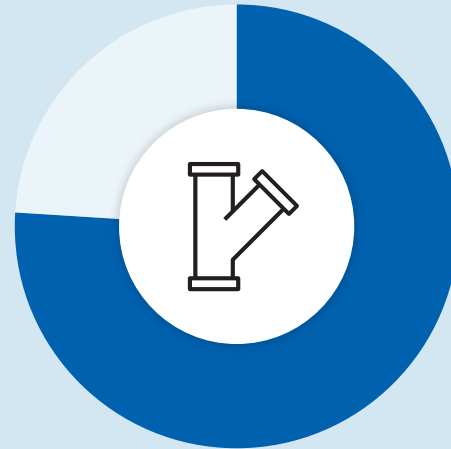
77%
PIPES



23%
ADHESIVES

FY 20-21

(IN %)



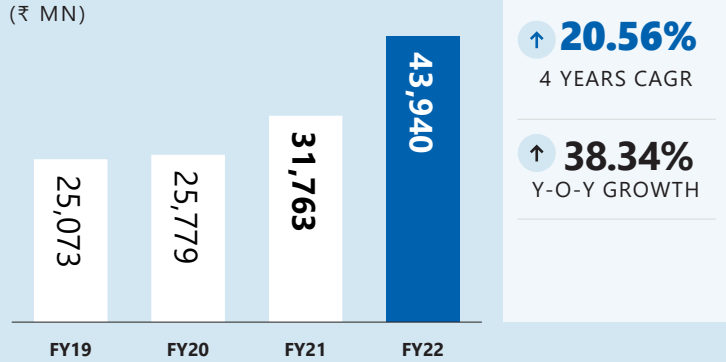
76%
PIPES



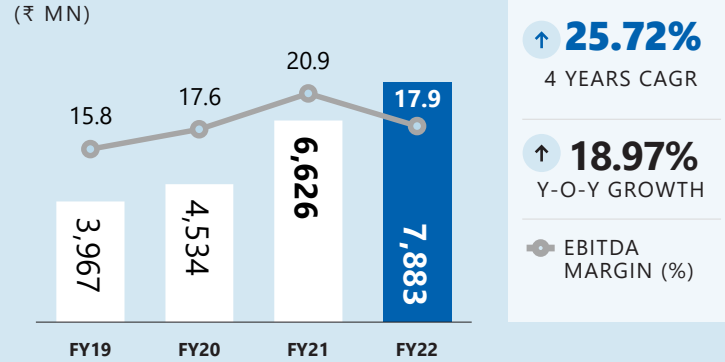
24%
ADHESIVES

Consolidated (1/3)

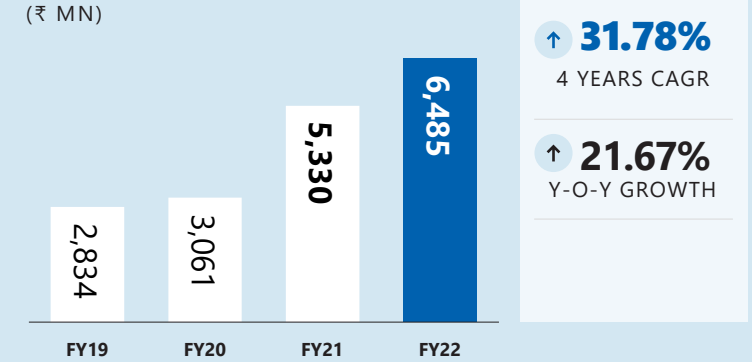
REVENUE FROM OPERATION



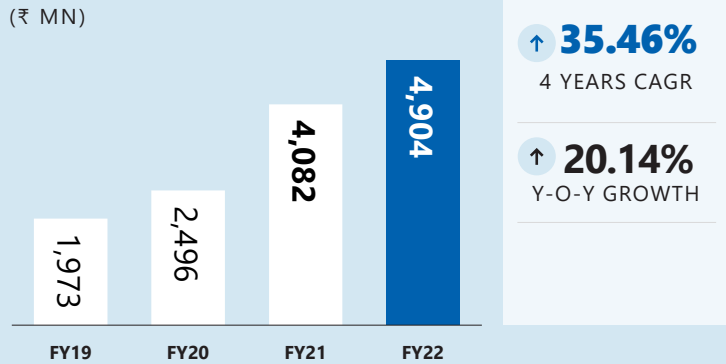
EBIDTA AND EBIDTA MARGIN



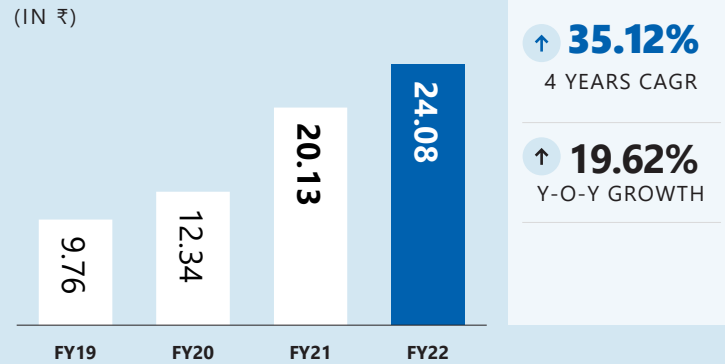
PBT (BEFORE EXCEPTIONAL ITEM)



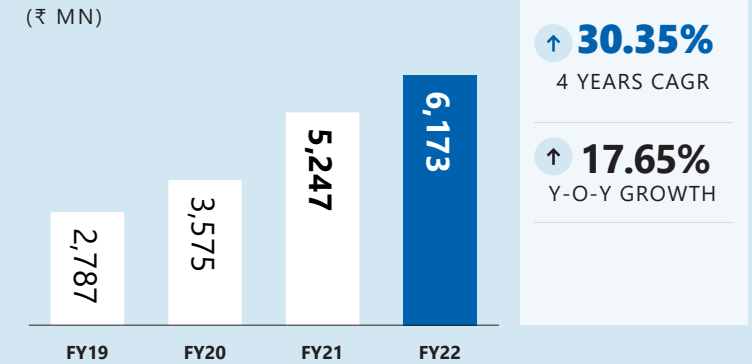
PAT



EPS



CASH PROFIT

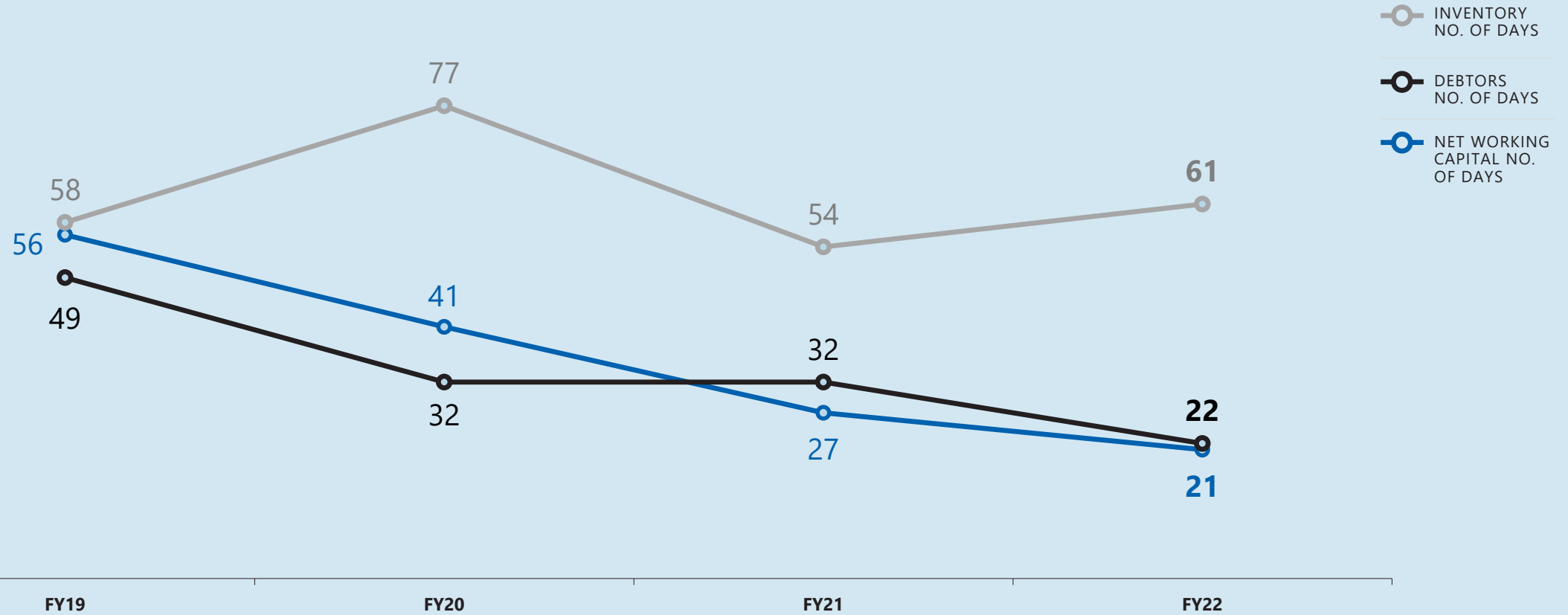


EPS for FY 19 & FY 20 have been adjusted for bonus shares issued.

Consolidated (2/3)

WORKING CAPITAL

(IN DAYS)



Inventory days are higher than normal days in Mar 20, mainly because of sudden lock down announced by Govt. Due to Covid-19 during the pick sales period of March End similarly Receivable days have come down proportionately.

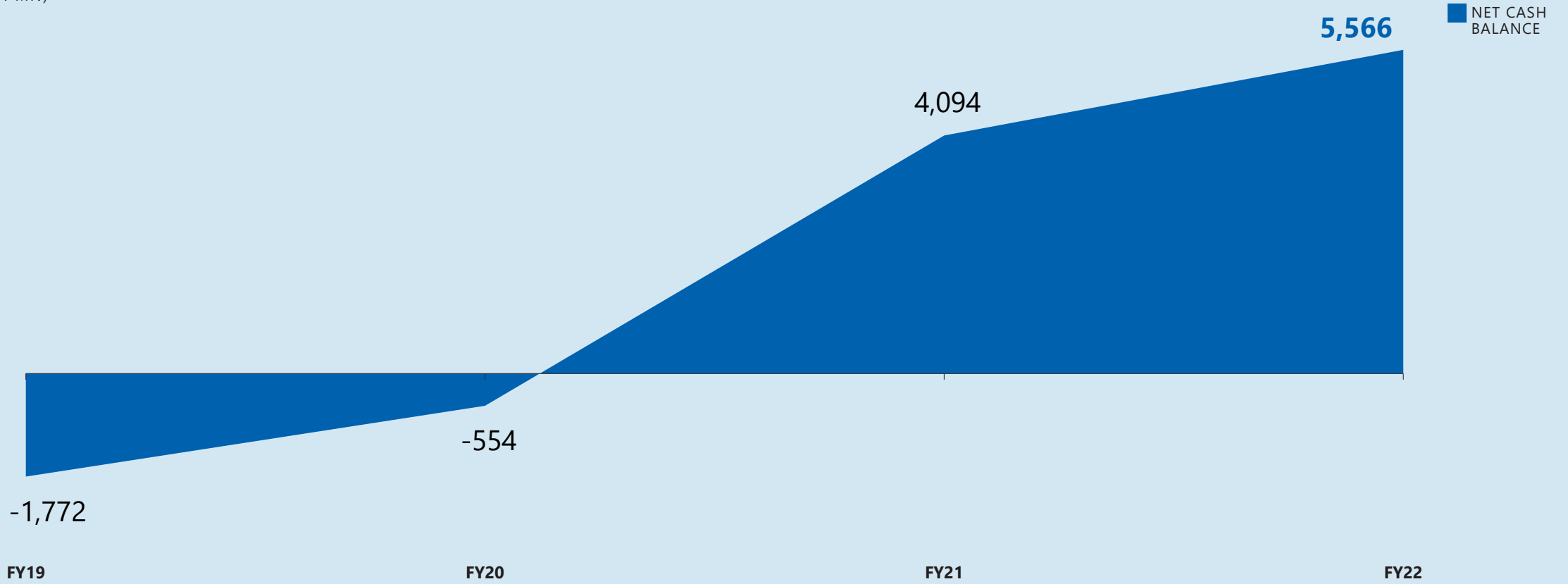
INVESTOR PRESENTATION

INVESTOR PRESENTATION

Consolidated (3/3)

NET CASH BALANCE

(₹ MN)



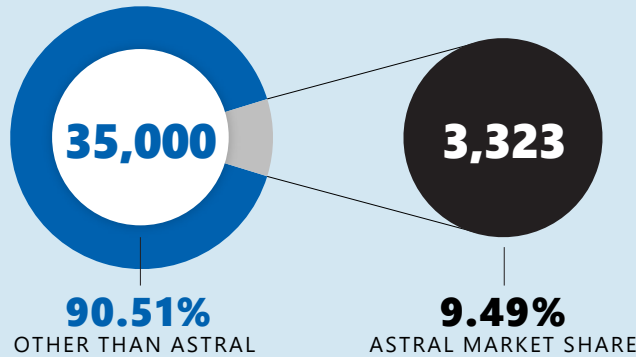
INVESTOR PRESENTATION

INVESTOR PRESENTATION

Market Opportunity vs Astral Market Share

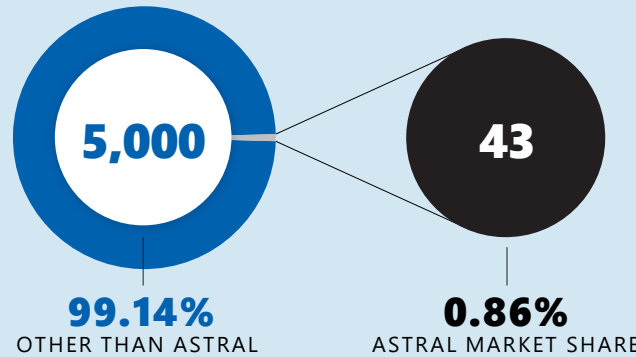
PLASTIC AND INFRA PIPES

(₹ IN CRORES)



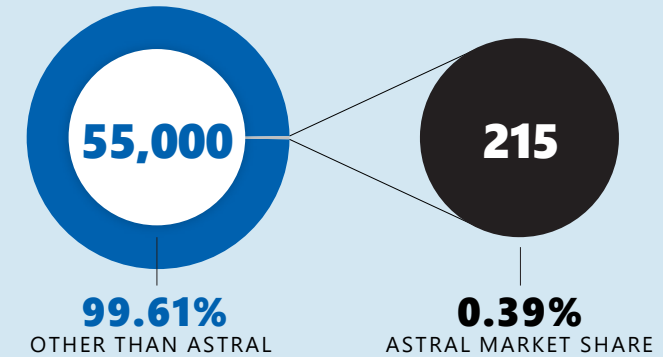
WATER TANKS

(₹ IN CRORES)



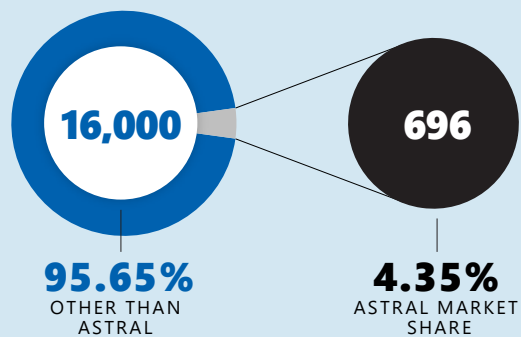
PAINTS

(₹ IN CRORES)



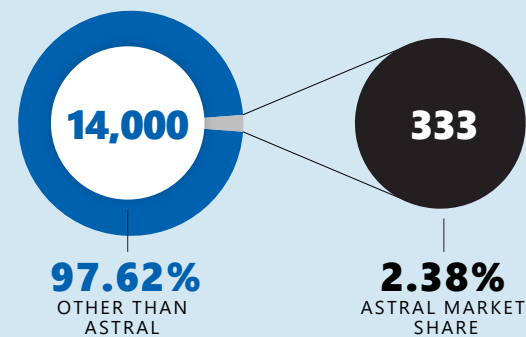
ADHESIVES (INDIA)

(₹ IN CRORES)



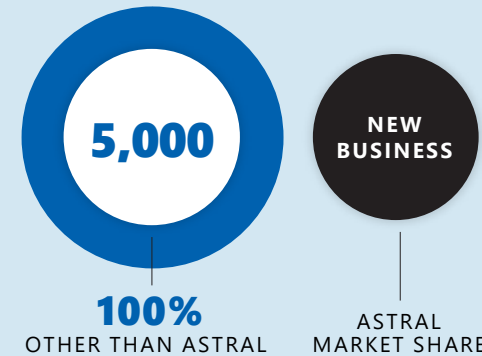
ADHESIVES (UK)

(₹ IN CRORES)



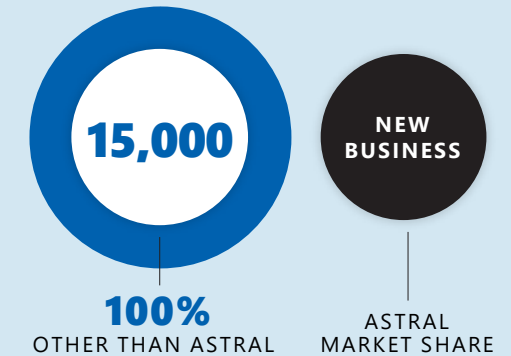
VALVE

(₹ IN CRORES)



FAUCETS & SANITARY WARE

(₹ IN CRORES)



INVESTOR PRESENTATION

INVESTOR PRESENTATION

Key Take Away

01 — Good demand uptake in the industries
(Both Pipes & Adhesives)

02 — Unorganized regional players continue to loose market share

03 — Recently launched products continue to drive good growth

04 — New launches are in pipeline for the both segments - Pipes & Adhesives

05 — East India will be a good growth driver, wherein our competitors have a sizeable market share. The project has been completed recently.

06 — Contributions from value added products and decentralization of plants to help in margin expansion.

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Thank You

CONTACT US

REGISTERED & CORPORATE OFFICE, AHMEDABAD

ASTRAL LIMITED
(FORMERLY KNOWN AS ASTRAL POLY TECHNIK LIMITED)
"ASTRAL HOUSE" 207/1,
Behind Rajpath Club,
Off. S.G. Highway,
Ahmedabad - 380059, India.

+91-79-66212000 | +91-79-66212121

info@astralpipes.com