

PASSION MEETS OPPORTUNITIES



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CORPORATE INFORMATION

Board of Directors

Mr. K. R. Shenoy Chairman (Independent Director)
Mr. Sandeep P. Engineer Managing Director
Mrs. Jagruti S. Engineer Whole Time Director
Mr. Kyle A. Thompson Non-Executive Director
Mr. Anil Kumar Jani Non-Executive Director
Mr. Pradip N. Desai Independent Director
Mr. Narasinh K. Balgi Independent Director
Mrs. Kaushal Nakrani Independent Director

Chief Financial Officer

Mr. Hiranand A. Savlani

Company Secretary

Mr. Krunal D. Bhatt

Statutory Auditors

S R B C & CO LLP

(Chartered Accountants)
2nd floor, Shivalik Ishaan,
Near C N Vidyalaya,
Ambawadi, Ahmedabad - 380 015,
Gujarat, India.

Registered & Corporate Office

'Astral House'
207/1, B/h. Rajpath Club,
Off S. G. Highway,
Ahmedabad-380 059, Gujarat, India

Registrar & Share Transfer Agent

Bigshare Services Private Limited
1st Floor, Bharat Tin Works Building,
Opp. Vasant Oasis, Makwana Road,
Marol, Andheri (East), Mumbai 400 059
Phone No. : +91 22 62638200
Fax No. : +91 22 62638299

Bankers

Corporation Bank
HDFC Bank Limited
HSBC Bank
IndusInd Bank
Standard Chartered Bank

Factory Location

Santej (Gujarat)
Dholka (Gujarat)
Hosur (Tamilnadu)
Ghilothe (Rajasthan)
Sangli (Maharashtra)
Sitarganj (Uttarakhand)

Branch Offices

Bengaluru (Karnataka)
Chennai (Tamilnadu)
Hyderabad (Telangana)
Jaipur (Rajasthan)
Kochi (Kerala)
Kolkata (West bengal)
Lucknow (Uttar Pradesh)
Mumbai (Maharashtra)
New Delhi
Pune (Maharashtra)

WITHOUT A CHANCE, THERE'S LITTLE PASSION CAN DO.

Without the drive to succeed, opportunities often lay wasted. It's when the passion to achieve meets the right opportunities that success becomes inevitable. And this succinctly describes the year we've had at Astral.

Challenges were effectively resolved, expansions and innovations were made, excellent results were achieved, and our position in the industry was strengthened. All because, our inherent driven philosophy and passion for our work met the opportunities that helped bring in the performances we can be proud of. And thereby led us to create maximum value for each and everyone invested in Astral!

ASTRAL GROUP AT A GLANCE

Astral Poly Technik Limited (hereinafter known as Astral) is among the country's leading manufacturers of plastic pipes used across the industries and is now making strong inroads into the adhesives segment and infrastructure products.

Established in 1996 with the aim to manufacture best-in-globe plastic piping systems, Astral fulfils emerging piping and adhesives needs of millions of houses and adds extra mileage to India's developing real estate fraternity with the hallmark of unbeaten quality and innovative piping solutions. Keeping itself ahead of technology curve, Astral has always been a front runner by bringing innovation and getting rid of old, primitive and ineffective methods. Bringing CPVC in India, and pioneering in this technology have set Astral apart and enabled it to obtain NSF approval for its CPVC pipes and fittings. Astral went beyond category codes by launching many industry firsts and innovative products, like launching India's first lead-free uPVC pipes for plumbing as well as for stream water

and Resiquick Instant Adhesive as an innovative product, just to name a few. Astral offers comprehensive product range across piping and adhesives categories when it comes to product applications.

With our modern production facilities spread across India as well as overseas, we work towards fulfilling the requirements of various geographies and markets. We operate through our 12 State-of-the-art production facilities across the globe and offer cutting edge solutions in Piping, Adhesives and Infrastructure segments.

Rex Polyextrusion Private Limited (REPL), one of the major acquisitions of Astral under infrastructure division during the year, has opened up new horizons of growth and we have received positive

response from market. Through this acquisition, we have further expanded our offerings in providing piping solutions for Sewerage and Stormwater, Cable Protection, Sub-surface Drainage and Urban Infrastructure. This has made Astral an all-in-one solution provider for diverse piping requirements.

Our adhesives business has started to gain momentum with launch of new and improved products fuelled by our strong branding initiatives. Within a short span of time, we have been able to expand our presence across automobile-engineering-hardware & sanitary adhesives, construction chemicals, electrical insulators and sealant segments with our adhesive manufacturing units situated in Gujarat, U.P., UK and US.


4

Countries we operate in


12

Manufacturing locations across India, UK, USA and Kenya


4000+

Workforce as on March 31, 2019


First

To introduce CPVC piping in India

Zero Compromise

On quality and service


800+

Distributors in Piping Segment across India


30,000+

Dealers in Piping Segment across India


1800+

Distributors in Adhesives Segment across India


4 lac+

Dealers in Adhesives Segment across India

Widest

Piping product range available in the industry

Our vision & values



To be a truly global, high-performing organisation delivering quality products and services to its customers and attain leadership position in the industries we operate in.

Astral Values:



Safety

Strive to prevent accidents, injuries, and illness at work.

Provide products that meet the highest safety standards.



Excellence

Be trendsetters in the industry by delivering exceptional performance.

Deliver quality products and services to our customers.



Integrity

Be honest, fair and do the right thing in the right way.

Operate in letter and spirit of the highest standards of corporate ethics.



Teamwork

Be unbiased and respect individual contributions that stem from their diverse backgrounds.



Equitability

Unleash hidden potential of employees by promoting a culture of teamwork across the organization.

Provide products that meet the highest safety standards.

GEOGRAPHIC FOCUS

Piping units

India

- 1 Santej (Guj.)
75,426 M.T.
- 2 Dholka (Guj.)
53,276 M.T.
- 3 Hosur (T.N.)
24,261 M.T.
- 4 Sangli (Mah.)
26,561 M.T.
- 5 Ghiloth (Raj.)
23,678 M.T.
- 6 Sitarganj (U.K.)
2,088 M.T.

Overseas

- 7 Kenya
5,100 M.T.

Adhesives units

India

- 1 Santej (Guj.)
25,821 M.T.
- 2 Rania (U.P.)
23,397 M.T.
- 3 Unnao (U.P.)
12,773 M.T.

Overseas

- 4 U.S. & U.K.
23,760 M.T.



Piping

- Plants
- ▲ Depots
- ◆ Corporate Office
- Branch Offices

Adhesives

- Plants
- ▲ Depots
- ◆ Corporate Office
- Branch Offices

11

Piping Depots

7

Adhesive Depots

10

Piping Branches

2

Adhesive Branches

GROUP MILESTONES



2 0 1 4

- First **BIS certification** for Automatic Fire Sprinkler Piping System
- Acquired **Bond It Ltd, UK**
- Acquired **Resinova Chemie Limited**
- **Wire Guard** launch

2 0 1 6

- Launched **CPVC Pro**
- **India's Most Trusted Pipe Brand Award**
- **ET Inspiring Business Leaders of India Award**
- **India's Most Attractive Pipe Brand Award**
- **Billion \$ Market cap**
- **Fortune India 500 Company**
- **Santej - Resinova Plant Commissioned**

2 0 1 8

- **USA Plant of Seal It Ltd.** commissioned
- **Rescue Tape Launch**
- **Ghiloht Plant Commissioned**
- Launched **Pex-a Pro** - Next Gen Hot and Cold Plumbing System
- Acquired **Rex Polyextrusion Pvt. Ltd.**
- Received '**CFO 100**' award

2 0 1 5

- Launched **Astral Silencio**
- **Most Influential CFOs of India**

2 0 1 7

- Launched **Hauraton Surface Drainage System**
- **Resiquick Launch**
- Consumer validated **Superbrand**

2 0 1 9

- Consumer validated **Superbrands**
- **Most Trusted Piping Brand - TRA**
- Received '**CFO 100**' award

MANAGING DIRECTOR'S MESSAGE



I HAVE CONFIDENCE THAT ASTRAL WILL CONTINUE ITS JOURNEY TOWARDS SUCCESS, CREATING FURTHER SHAREHOLDER VALUE THROUGH PROFITABLE AND RESPONSIBLE GROWTH.

Dear Shareholders,

Astral delivered another strong topline and bottom line growth during the current fiscal validating our position as one of the most reputed players in the piping industry. The performance reflects our ability to overcome the macroeconomic challenges prevalent in the industry with a strategic and sustainable business model in place. A diversified portfolio, state-of-the-art technologies and strong distribution presence across the country are some of the key components of our business model that add to our competitiveness.

Looking back at the year, there were some headwinds that we faced, particularly in our piping segment. One, the logistics strike nationwide for about 10-15 days did impact our business in terms of sales and volumes. Two, the fall in prices of PVC pipes hampered the sales and overall margin growth of the segment. In addition to this, price

revision in CPVC on account of currency volatility also further impacted the overall margins. However, we managed to mitigate these volatile and temporary factors with new product launches, and additional production capacities in North India, transcending into a healthy financial performance.

Our consolidated revenue during the year increased by 21% reaching ₹25,073 mn in FY19 from ₹20,729 mn in FY18. The piping segment recorded a revenue growth of 21.1 % with sales volume growing by 18.27% YoY. The consolidated EBITDA Margin stood at 15.83% & PAT Margin stood at 7.87% during the year under review.

During the year, we also undertook several initiatives, such as introduction of Pex-a Pro, an advanced, next generation plumbing product for hot and cold water plumbing, which was

launched in H2 FY19. While the product was well accepted in the market, we completed five major projects for our new product line (Pex-a Pro) during the year. In the pipe segment, we commenced the production at newly constructed plant at Ghiloth, Rajasthan while the additional capacity at Hosur, Tamil Nadu is on the verge of completion. These capacities complete our presence in West, South and North India - one of the very few companies in our industry to do so. Further, we are on track to begin construction of another greenfield facility in Odisha, where we have already acquired land of 100K Sq. yards. This will help us save on logistic costs and strengthen our market share in Eastern India.

In our Adhesive & Sealant business, we have delivered a robust consolidated growth of 20.6% in revenue and EBITDA margin of 13.50%. While the margin