

Ref No: SEC/NSE/BSE/2017-18
November 15, 2017

The Manager, Capital Market (Listing)
National Stock Exchange of India Ltd.
Exchange Plaza, 5th Floor,
Plot No : C/1, G Block,
Bandra Kurla Complex,
Bandra (E), Mumbai-400 051

The Corporate Relationship Dept.
BSE Limited
1st Floor, New Trading Ring,
Rotunda Building, P.J. Towers,
Dalal Street, Mumbai-400 001

Stock Code: Equity – SPTL

Stock Code: Equity 540653

Re.: Participation in Conference /Investors Meet

Dear Sir,

We hereby inform you that the Management of the Company will be participating in following conference with the Analyst and Institutional Investors to discuss Corporate Presentation of the Company.

| Date of Conference | Name of Investors/Conference | Type of Conference/ Meeting | Location & Timings |
|--------------------|------------------------------------|---------------------------------------|---|
| November 16, 2017 | IDFC Annual Investor Conference | Group Meeting & one on one meeting | Grand Hyatt Hotel , Kalina, Mumbai Time : 10 am to 5 pm |

Note: Dates are subject to change. Meeting can be postponed/cancelled by the Investors/Company due to exigencies.

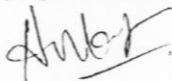
Details of the conference as required under the SEBI (Listing Obligation & Disclosure Requirements) Regulations, 2015 is being uploaded on the Company's Website www.sintex-plastics.com.

We would further like to inform that Corporate Presentation to be made at said conference(s) by the Management of the Company is enclosed herewith and will be also placed on the Company's Website.

This is for the purpose of dissemination of information widely to the Members of the Company.

Yours faithfully,

For SINTEX PLASTICS TECHNOLOGY LIMITED



Ankit Somani
Company Secretary



Enclosed: As stated above

SINTEX PLASTICS TECHNOLOGY LIMITED

(Formerly known as Neev Educare Limited)

Regd. Office: In the premises of Sintex-BAPL Ltd., Near Seven Garnala, Kalol (N.G.) - 382721

Phone : +91-2764-253500 E-mail : info@sintex-plastics.com

CIN: U74120GJ2015PLC084071

www.sintex-plastics.com



Sintex Plastics Technology Ltd

SINTEX
PLASTICS TECHNOLOGY

INVESTOR PRESENTATION
H1FY18

EXECUTIVE SUMMARY



Overview

- SPTL is a diversified group with businesses across 2 principal business segments – Custom Moulding includes Retail and Auto sector and Prefab Infrastructure includes Monolithic and EPC business.
- The group has 35 manufacturing facilities and a global footprint span across 9 countries and 4 continents.
- The demerger of Plastics Division of Sintex Industries Ltd relating to Custom Moulding & prefab undertaking has been made effective from 12th May 2017 and SPTL is listed in the stock exchanges on 8th August 2017.

Business Mix

- **Plastics / Infrastructure Business:** Custom moulding solutions, monolithic structures, prefabricated structures and other diversified products and solutions. Custom Mouldings for Automobiles, Aerospace, Defence, Electrical, Mass Transit, Off Road Vehicles, Medical instruments, Retail etc. Infrastructure products catering to Healthcare, Education, Sanitation, Housing, Environmental sectors.

H1FY18 Highlights

Positive

- Low Capex
- Positive cash generation
- Debt Reduction
- Effective management of working capital

Negative

- GST Impacts topline growth
- One time expenses in H1FY18 due to demerger

FY17 Financial Snapshot

Total Income

INR 60,297 Mn

EBITDA

INR 10,481 Mn

EBITDA Margin

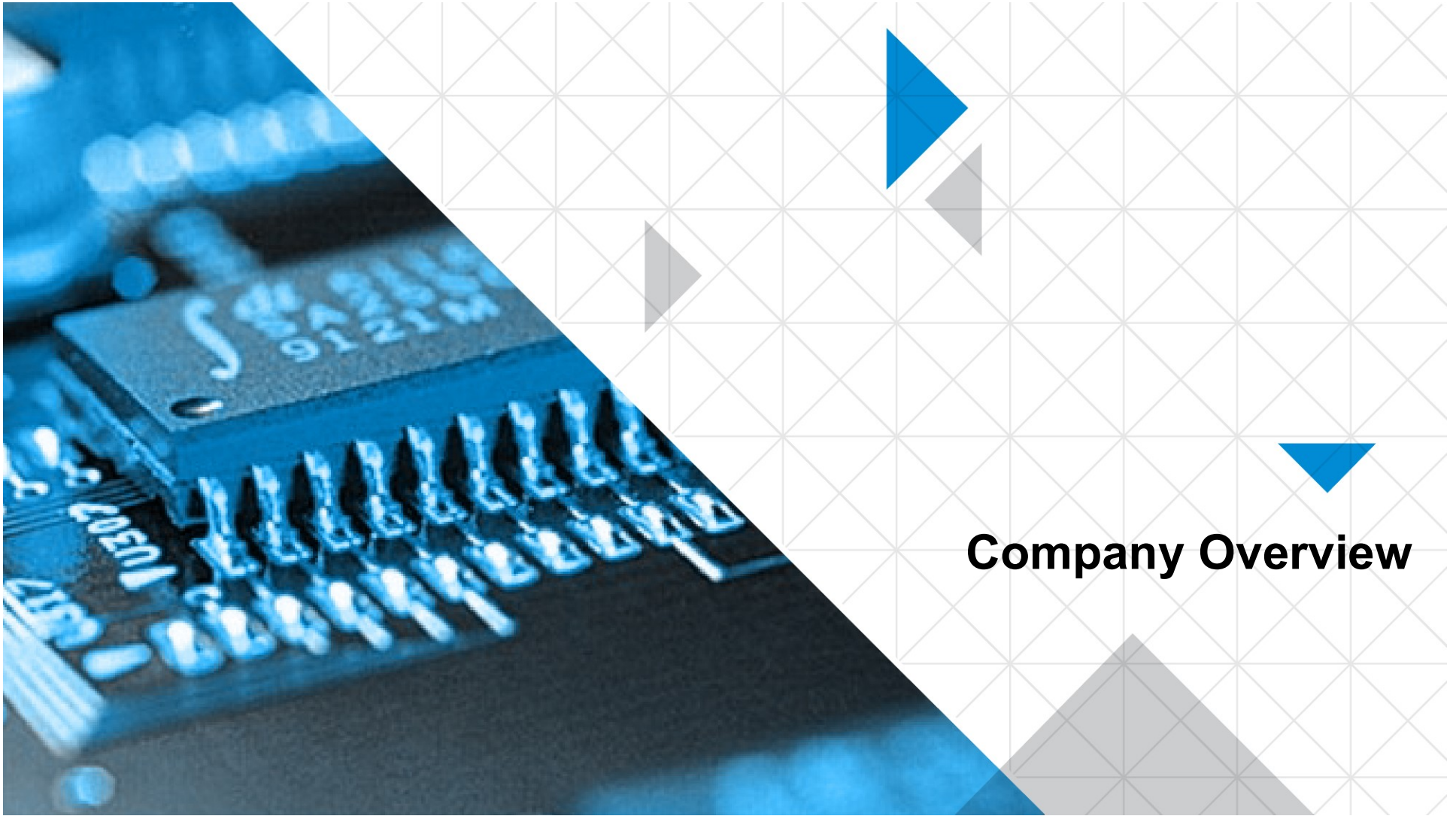
17.38%

PAT

INR 4,196 Mn

PAT Margin

7%



Company Overview

History & Milestones



1931-1974



- Incorporated as The Bharat Vijay Mills Limited, established composite textile mill in Kalol, Gujarat

1975-1990



- Commenced manufacturing of plastic moulded polyethylene liquid storage tanks
- Introduced new plastic products like; doors, window frames & pallets

1991-2000



- Renamed to Sintex Industries Limited
- Entered into SMC moulded products, pultruded products, resin transfer moulded products and injection moulded products

2001-2004



- Commencement of production of prefabricated structures
- Entered into licensing agreement with Containment Solutions for sub-surface and underwater fuel tanks

2005-2008



- Entered housing sector with monolithic construction
- First international acquisition - 81% in Wausaukee Composites Inc., USA
- Acquired automotive business division of Bright Brothers Ltd
- Acquired 100% stake in Nief Plastic SA, a French Company
- Acquired 100% stake in its competitor, Nero Plastics Inc., USA

2009-2017



- Sintex NP acquired Groupe Simonin, France, NP Germany & NP Polska
- Sintex - BAPL brings Precision Technology, Thermo set and Light Resin Transfer Moulding (LRTM) to India
- Sintex BAPL signs a JV with Roto tech, Italy commences production in India.
- The demerger of Plastics Division of Sintex Industries Ltd relating to Custom Moulding & prefab undertaking has been made effective from 12th May 2017 and SPTL is listed in the stock exchanges on 8th August 2017

Group Structure



FY17
Net Revenues
INR
59,947 Mn



Sintex Plastics Technology Limited¹ (SPTL)

Sintex BAPL Limited²

Sintex Prefab & Infra Limited²
(Erstwhile Sintex Infra Projects Ltd)

Industrial Custom
Moulding³

Retail Custom
Moulding³

Prefab/Monolithic³

Infrastructure³

1 Legal Entity – Listed
All subsidiaries are 100% subsidiary

2 Legal Entity

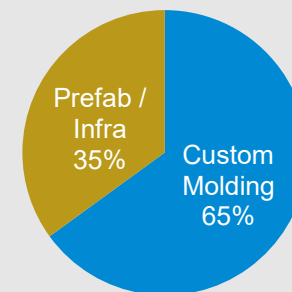
3 SBU (not a standalone Legal Entity)

Company Snapshot

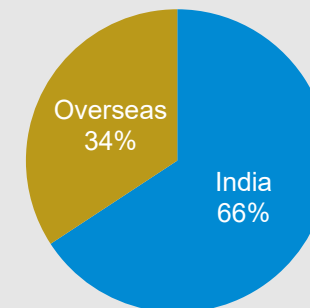


- ▶ Sintex Plastics Technology Limited (Sintex), headquartered in Kalol, Gujarat is a globally respected conglomerate with interests across building materials and custom moulding.
- ▶ Led by highly experienced promoters and management team, the Sintex group adopts an innovation driven leadership approach in all segments, it operates in.
- ▶ The company enjoys global presence with 36 manufacturing facilities spread across India, Europe, North Africa & USA.
- ▶ Sintex has a diversified business mix which can mainly be categorized into the following:
 - ▶ **Custom Molding Solutions:** Sintex is among Top 20 globally in custom moulding products and solutions for plastics and composite materials. The company manufactures a large range of custom moulding products for the automotive, defence, aerospace, electrical sectors among others and also offers customised solutions for OEMs.
 - ▶ **Prefab/Infrastructure:** A pioneer in India for prefabricated and monolithic structures for rural and urban social infrastructure. A pan India player with a wide range of products across building materials for various utility structures.

FY17 - Business Mix

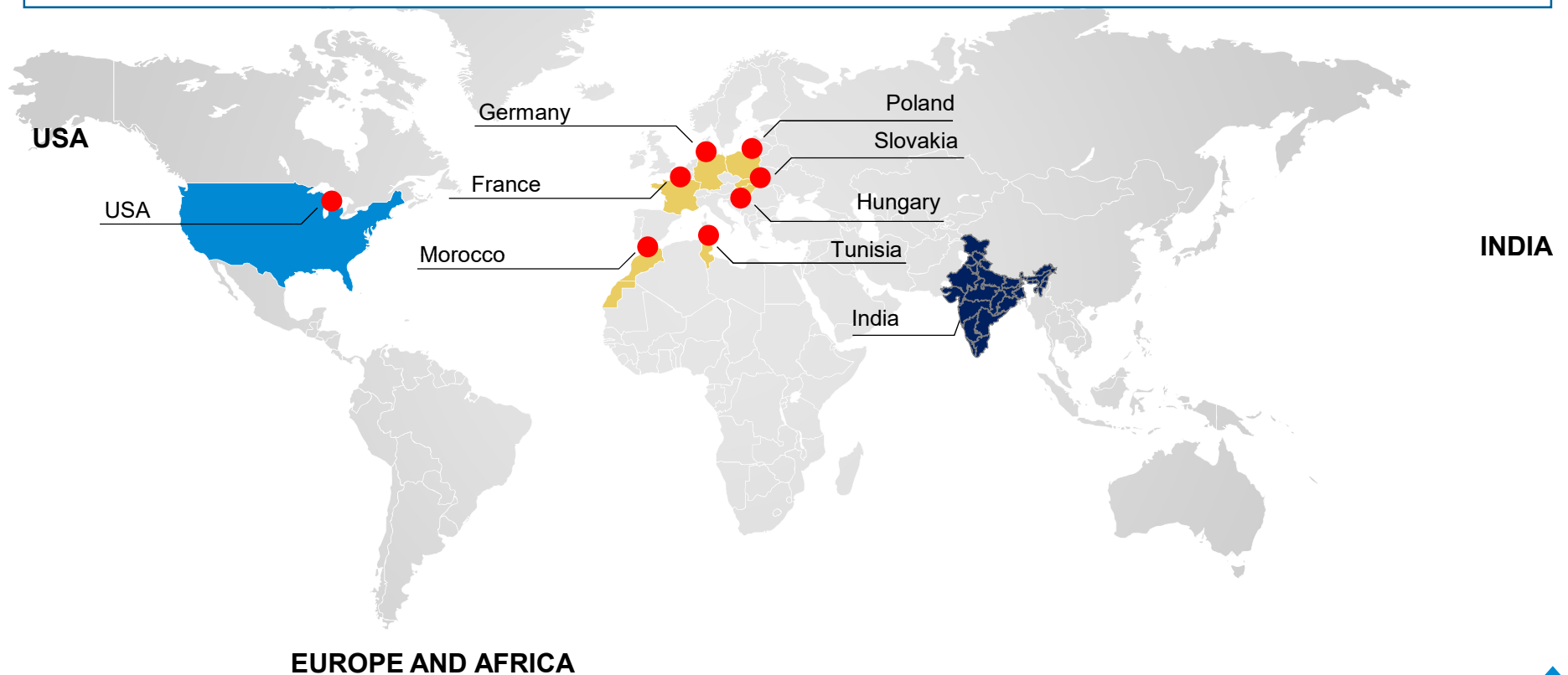


Geographical Mix



Geographical Presence

The company's operations span across 9 countries and 4 continents. In Europe 16 manufacturing locations, USA 2, Africa 2 and 16 manufacturing locations across India.



Key Strengths



Advanced technological knowhow, in-house R&D and customisation capability

Sintex is a Globally Reputed Brand

Strategic location of manufacturing units across the world

Management with a rich cumulative experience of more than 400+ Years

Diversified & Balanced Business mix – No large dependence on any customer or Technology or division

Established Global Presence

Marquee list of clients which features many among the Fortune 500 companies

A Globally renowned Leader in Custom Mouldings

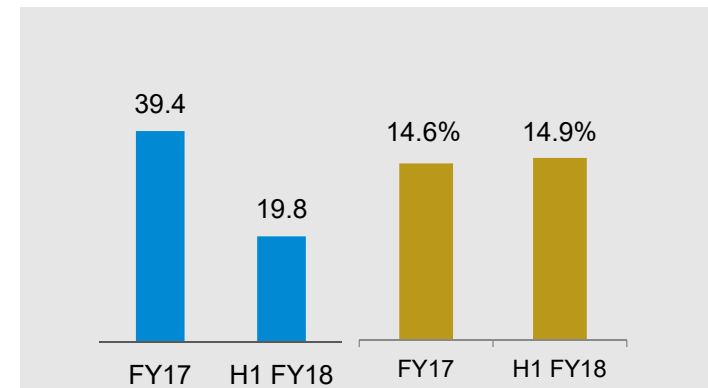


Business Overview

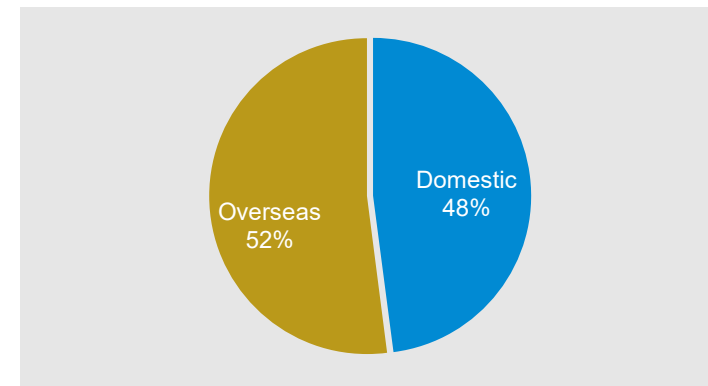
Custom Mouldings - Overview

- The company is equipped with diverse capabilities of customized moulding which find applications in many industries such as Automotives, Aerospace & Defence, Electrical, Mass Transit and Off-the-Road Vehicles, Medical imaging products etc.
- Sintex has presence in a diversified range of Technologies, Geographies and Industry Sectors/Customers i.e. no single customer contributes more than 5% of CM sales.
- The company uses a range of custom moulding processes and technologies from blow moulding, open moulding, rotational moulding, Light RTM and Vacuum Bag Infusion Molding to ultrasonic welding to meet all types of customer needs and requirements.
- Sintex's presence in custom mouldings in India and globally is through its subsidiaries in Europe, US and India.
- The company has many strategically located plants across the world for optimizing logistic costs and ensuring customer satisfaction.

Revenue (INR Bn) & EBITDA %



FY17 Geographical Revenue Breakup



Custom Mouldings – Overseas (Europe)



Automotive

PRODUCTS

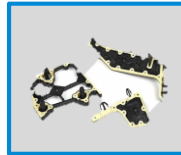
- **Lighting:** daytime running lights, anti-fog lights, electronic card, wire work and others.
- **Under the hood:** pistons, mechatronic elements, turbine pump, hosing, connectivity and others.
- **Bodywork fittings:** structural parts, hatches, grids, trims and others.



Lightings



Parts under the bonnet



Bodywork Fittings

Electrical

PRODUCTS

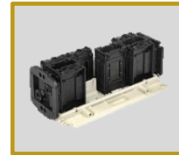
- **High & medium voltage:** support structures, connectors, breaker structures and others.
- **Low voltage:** connecting comb, case & connectors, winding carriers and others.
- **Ultra terminal:** sensor switches, tappet, decorated facades and others.
- **Railway Engineering:** junction box, insulated-gate bipolar transistor (IGBT) cooler, splints and others.



Connectors



Sensor Switches



Railway Engineering

Aeronautics & Defence

PRODUCTS

- **Aeronautics:** air distribution, embedded box, ventilation tube, brackets and others.
- **Defence:** masks, drift of missile, night vision system, missile corset and others.



Air distribution



Drift of Missile



Mask

Clients



Clients



Clients



Custom Moulding – Overseas (USA)



Mass Transit

PRODUCTS

- **Bus:** docket components, seating, door covers, diesel fairings, window panels, closeout panels, foam core exit doors and others.
- **Rail:** interior panels, engine driver panels, close out boxes and panels, seating and others.



Bus



Rail

Medical Imaging

PRODUCTS

- Various parts for CT scanners, MRI scanners, oncology machines, security & baggage scanners and others.



CT Scanner



MRI Scanner

Off road vehicles

PRODUCTS

- **Military, Heavy truck & agricultural equipment :** hoods, fenders, tool boxes & covers, dash boards, canopies & liners.



Heavy Truck



Agricultural equipment

Clients



Clients

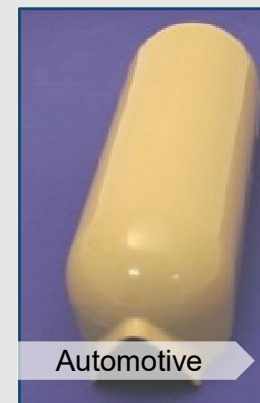
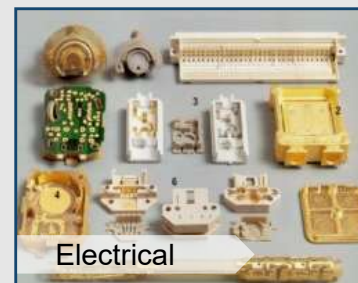


Clients



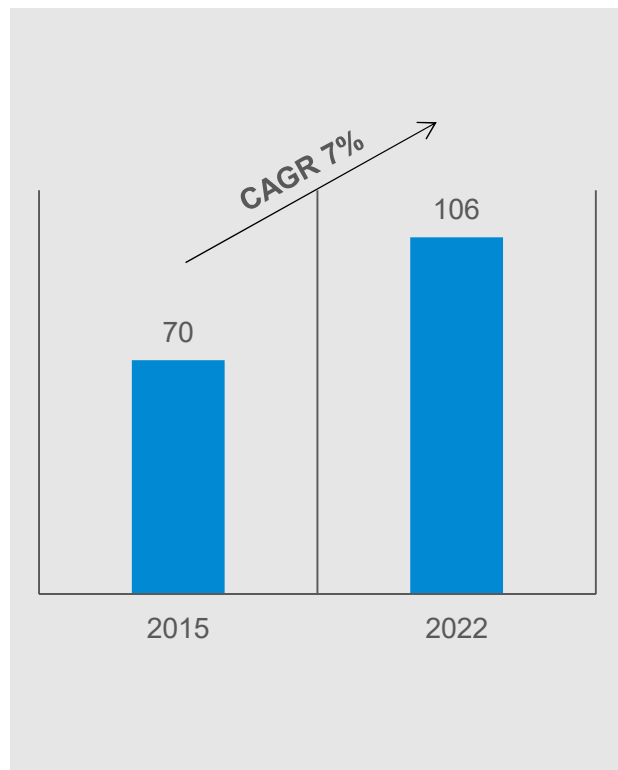
Custom Moulding - Overseas

Product Basket



Custom Moulding Industry Overview - Global

Global Market Size of Composites
by Value (US \$ Bn)



- The global composites market generated revenues worth ~USD 69.50 Bn in 2015 and is projected to generate revenues worth USD 106 Bn in 2022 at a CAGR of 7.11%. A growing preference for lightweight materials and increasing wind energy demand have allowed these composites to be marketed globally. Composites are resistant to high temperatures, offer a high strength to weight ratio, increase fuel efficiency and provide enhanced structural stability.
- Demand wise, the Asia Pacific region is the largest market, followed by North America. The developed world will hold on till 2022. The increasing demand for electronic products, construction materials and vehicles has catalyzed offtake of composites in these regions. India and China enjoy the bulk of market share in the Asia Pacific region.
- The high demand for composites emerging from the automotive industry has helped brighten prospects for these products. They play a pivotal role in reducing the overall vehicle weight as they are 60% lighter than steel or iron but offer similar levels of tensile strength. However, the products face challenges stemming from high manufacturing and processing costs and issues relating to recycling.

Source: Lucintel, IBEF

Custom Moulding – Domestic



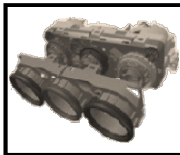
Automotive

PRODUCTS

- **Instrument panel:** air ducts, air vents, center facades, consoles, glove box, speaker grills and others.
- **Interior & Exterior trims:** pillar trim, scuff plate, rear trim pad, bumpers, step on pads, spoilers, and others.
- **Under the hood:** radiator air duct, housing, fans, engine covers, intercooler seal.
- **Tanks:** reservoir tanks, air cleaner parts
- **Two wheeler:** cover handles, engine covers, rear fenders, tail ends and others.



Instrument Panel & Trims



Under the hood



Tanks

Electrical

PRODUCTS

- Junction boxes, LED bulbs, meter boxes, distribution boxes, aerial fuse boards, water resistant meter boxes, FRP fencing, power receptacles, connection boards, FRP ladders, FRP battery stands, SMC plates, and others.



Junction Box



Meter Box



Distribution Box

OEM & Customized Solutions

PRODUCTS

- Sintex offers cutting-edge solutions for housing, construction, electrical, energy, interiors, and telecom sectors among others.
- Prototype development, one sided finish, large components and others.



One sided finish



Large components



Prototype development

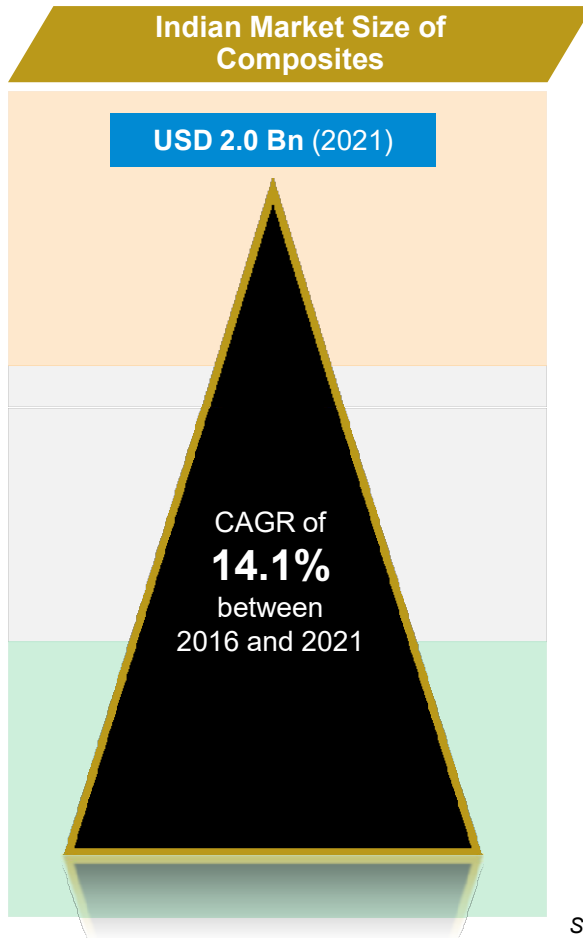
Clients



Clients



Custom Moulding Industry Overview - India



| | ₹ Crore | |
|----------|----------------|--------------------|
| 4,64,000 | 16,16,000 | 18,89,500 |
| 39,900 | 1,78,700 | 2,00,000 |
| 69,000 | 4,36,700 | 4,62,500 |
| 62,500 | 2,23,300 | 2,95,000 |
| 83,200 | 1,83,800 | 2,00,000 |
| 84,300 | 1,48,500 | 1,83,000 |
| 1,25,000 | 4,45,000 | 5,49,000 |
| FY15 | FY26 Base Case | FY26 Optimise Case |

Component after market

Component Exports

OEM Exports

OEM Value Addition

Component imports

Systems/components in house/Domestic

- Fastest growing markets with over 12 percent growth rate
- Plastics consumption 12 million metric tons per annum (MMTPA) to 20 MMTPA
- India produces 3% of the global volume of composites but this is expected to double over the next five years
- The demand for electrical and electronics in the Indian composites market is expected to experience the highest growth over the next five years
- Make In India and government thrust on Infrastructure and defense indigenisation to boost composite volumes
- Indian Automotive sector to grow 3.5 times between FY15 to FY26 as per SIAM

Source: PastIndia Foundation, IBEF, SIAM



SINTEX
PLASTICS TECHNOLOGY

Product Basket

- ## Environment friendly products

- ## Interiors

- ## Others

- Pioneers in water storage solutions across underground, overhead tanks. Door, windows, cabinets and false ceiling besides waste bins form a vast basket of retail product portfolio.
- Retail Products: focus continues on expanding distribution network
- GST Impact: Lost around 20-25 days of sales due to understocking
- Others include Sandwich panel, Biogas chambers, water treatment plans, material handling products for pharma, textile and other industries

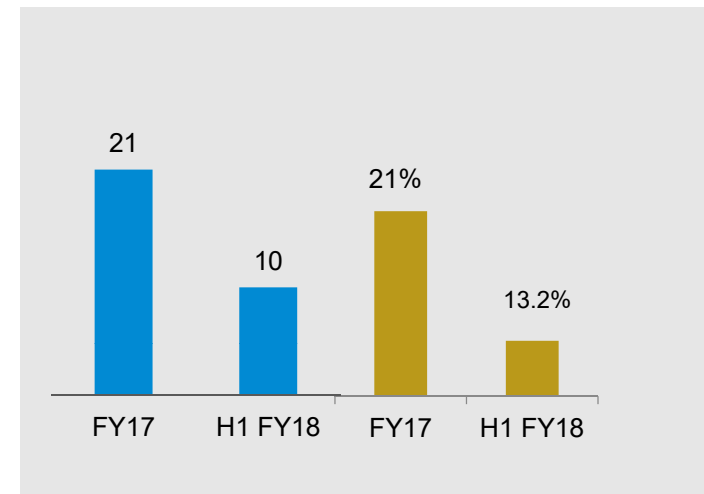


Prefab and Infra Division



- Sintex commenced its prefabricated business in 2000 and monolithic business in 2007. Sintex has emerged as one of the leading companies for prefab and monolithic construction in India.
- The prefabricated structures are completely knocked-down kits, that can be assembled at the site by trained professionals thereby minimising wastage and improving their cost effectiveness. This is now India's preferred solution towards strengthening social infrastructure.
- Monolithic construction offers various benefits such as time and cost saving, strength and eco-friendliness as compared to traditional techniques.
- The company's manufacturing plants which covers 80% of India's geography for execution with different materials for various climatic conditions, utility structures, sanitation programs and varied requirements.

Revenue (INR Bn) and EBITDA %



Marquee Clients



Prefab and Infra Division

Product Basket



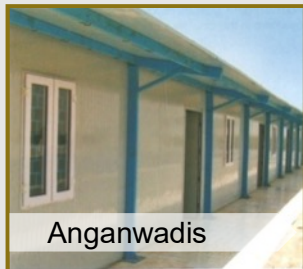
Monolithic
Construction



Bunk Houses



Labour Camp



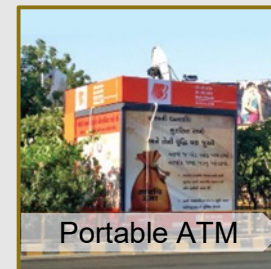
Anganwadis



Housing



Security



Portable ATM



Portable Urinals



Site Offices



Healthcare Infrastructure



Defence Shelters



Strategic Overview

Future Growth Strategy



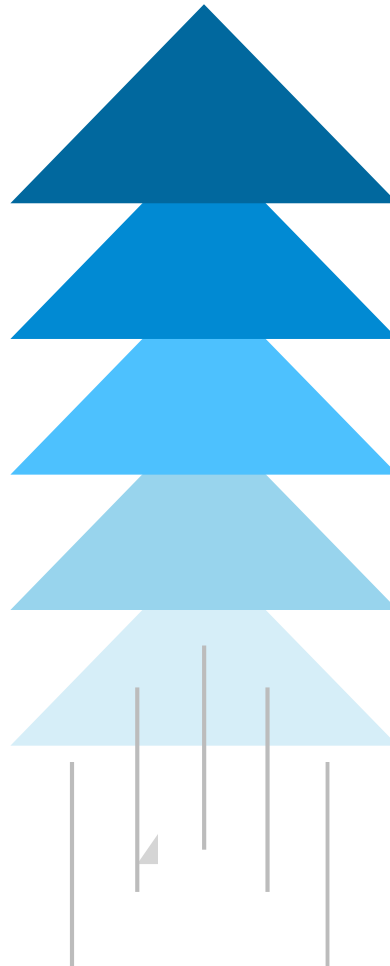
Become a global preferred supplier to Fortune 500 customers. Servicing across 4 continents.

Encash on the opportunity in conversion of metal to plastic for various applications and plastics to composites for higher end applications.

Using global synergies to adopt technology across geographies.

Consolidate our acquisitions while focusing on profitability.

Growing emphasis on Prefab structures for education, healthcare, sanitation, warehousing/ cold chain and utility structures.



Evolve new products in "Do-It Yourself" kits

Focus on retail portfolio expansion with a range of innovative products, leveraging Sintex brand and distribution.

Focus on new product launches such as cold storage solutions and other environmentally friendly products for urban and rural India.

Strategically participate in monolithic constructions projects with favourable return ratios and better working capital scenarios.

Risk Mitigation Strategy

| Sr No. | Risk | Event | Control/Mitigation |
|--------|---------------------|---|---|
| 1 | Customer Risk | One / few customers reduce / cancel our contract | No customer generates more than 6% of Total Revenue. |
| 2 | Commodity Risk | Commodities (especially plastics) prices increases significantly | Most of the contracts with the Customers are pass-through. Thus change in input price would result in adjustment in the selling price |
| 3 | Government Risk | Government fails to take certain key policy decisions or fails to spend on social infrastructure as planned | Sintex's current estimates are based on current level of Government funding. If government starts taking significant actions, our Revenue from that segment should increase. Thus this risk is already discounted. |
| 4 | Global Economy Risk | Global Economy enters recession | While Sintex will be impacted by the Global slowdown, considering Sintex's diversification, the impact will be minimal, Sintex operates out of 9 countries across 4 continents and catering to more than 10 industrial and social sectors |
| 5 | Forex Risk | Depreciation of Euro | Most of the Revenue generated overseas is not converted in INR. The funds are spent or invested in the same currency. The Revenue is translated in INR for consolidated reporting purpose |
| 6 | Debt Servicing Risk | Demerger of plastics business leading to deleveraging | Focus on debt reduction and efficient utilization of assets |



Financial Overview

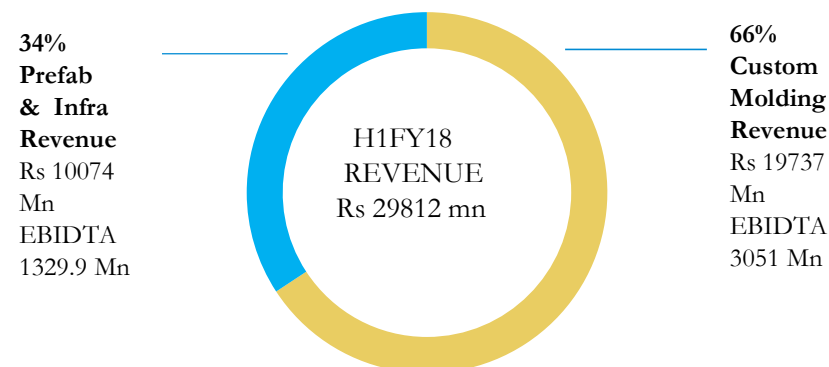
INCOME STATEMENT CONSOLIDATED (INR Mn)



H1FY18 Financial Performance

| | | |
|---------------|------------|--------------|
| INR 29,944 MN | INR 947 Mn | |
| Total Income | PAT | |
| | | INR 33557 Mn |
| INR 4,381 Mn | Rs 1.70 | Net Debt |
| EBIDTA | EPS | |

Performance by Business Segment



H1FY18 Positive Free Cash

During H1FY18 cash generated amounted to Rs 217 crore. Out of which maintenance capex was Rs 95 crore. Resulting into a surplus of Rs 122 crore. The company effectively managed working capital which generated positive cash flow of Rs 132 crore. Out of the above positive cash flow, the company reduced Net Debt by Rs 203 crore. Net cash balance as on 30th September stands increased to Rs 245 crore against Rs 174 crore as of FY17.

Key Indicators

| Income Statement | FY17 | H1FY18 |
|-----------------------|--------|--------|
| Total Income | 60,297 | 29,944 |
| EBITDA | 10,481 | 4,381 |
| EBIDTA Margin(%) | 17.38% | 14.63% |
| PAT | 4,190 | 9,47# |
| Balance Sheet (IN Mn) | | |
| Equity | 554.9 | 578.7 |
| Net Debt | 38,331 | 33557 |
| Net Debt/ Equity | 1.29 | 1.18 |

One time demerger expense charged on Q2 FY18 at Rs. 44.89 cr

Disclaimer



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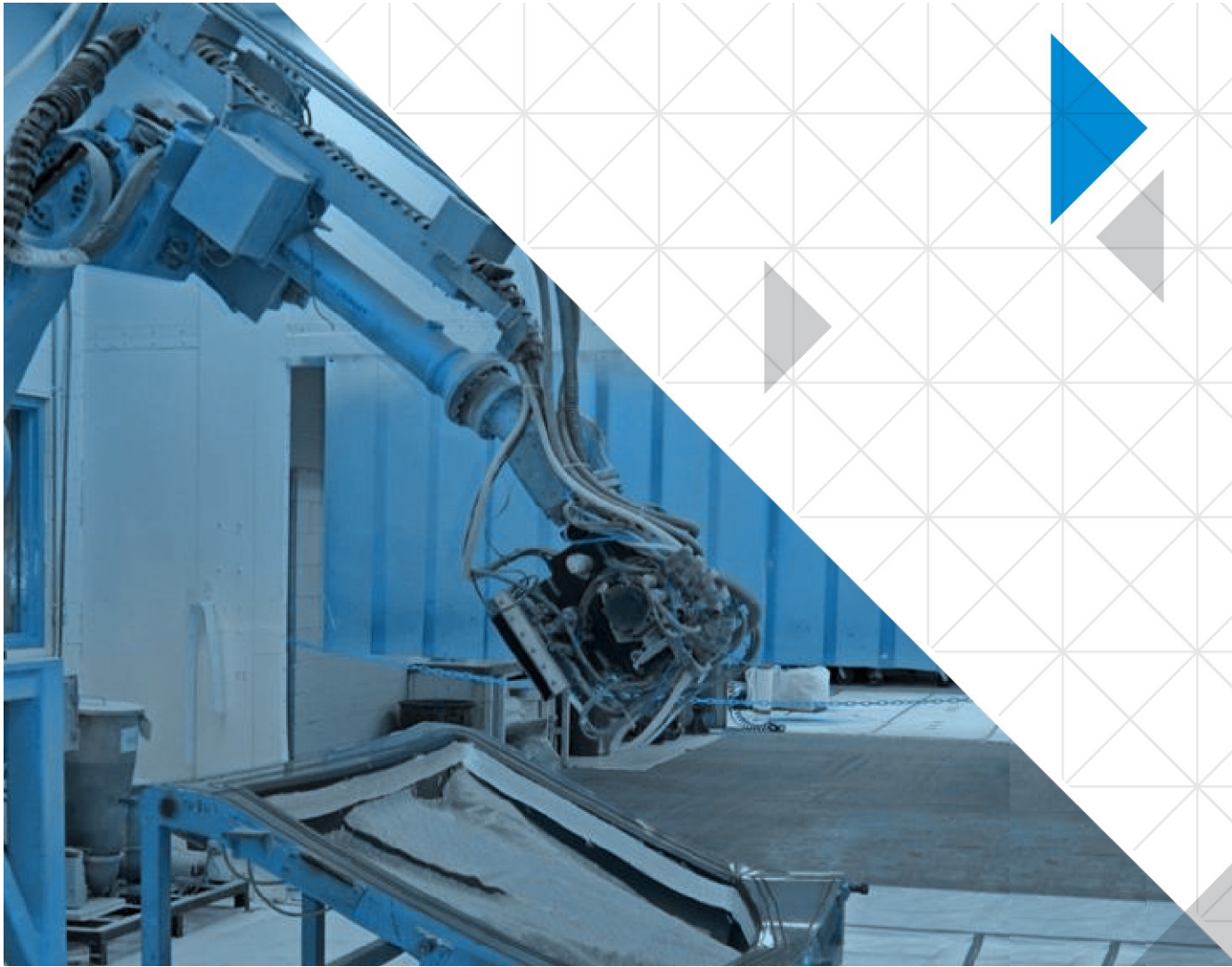
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Thank You