

Ref No: SEC/NSE/BSE/2016-17
March 25, 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

Stock Code: Equity – Sintex EQ

**The Corporate Relationship Dept.
BSE Limited**

1st Floor, New Trading Ring,
Rotunda Building, P.J.Towers,
Dalal Street, Mumbai-400 001

Stock Code: Equity 502742

Re.: Participation in Conference

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 Conference	Location
March 27, 2017	Valorem Week Investor Conference	Trident Hotel BKC Bandra East, Mumbai Timings - 9.30 a.m. to 6 p.m.

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.in.

We would further like to inform that Corporate Presentation to be made at said conference 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.

Thanking You.

Yours faithfully,

For **SINTEX INDUSTRIES LTD. ,**



Hitesh T. Mehta

Company Secretary

Enclosed: As stated above

SINTEX INDUSTRIES LIMITED

Regd. Office : Kalol-382 721, Dist. Gandhinagar, Gujarat, India.
Ph: +91-2764-253000, Fax : +91-2764-222868 Email:bvm@sintex.co.in
CIN : L17110GJ1931PLC000454

www.sintex.in



INVESTOR PRESENTATION | FEBRUARY 2017



Overview

- Established in 1931, Sintex is a diversified group with businesses across 2 principal business segments – Plastics / Infrastructure and Textiles.
- The group has 35 manufacturing facilities and a global footprint span across 9 countries and 4 continents.
- Listed on both exchanges with a current market capitalization of around INR 50684 Mn approx. (As on Feb 28, 2017)

Business Mix

- Plastics / Infrastructure Business:** Custom moulding solutions, monolithic structures, prefabricated structures and other diversified products and solutions.
- Textiles Business:** Fabrics like structured dyed yarn fabrics, corduroy and high end jacquard fabrics and various other specialty fabrics, and also recently forayed into Compact Cotton yarn.

Markets

- Plastics / Infrastructure:** 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.
- Textiles:** fabrics to domestic brands like Arrow, Van Heusen, Marks & Spencer, and global fashion labels like Armani, Hugo Boss, Diesel, Burberry, and Tommy Hilfiger

FY16 Financial Snapshot

- Revenue:** INR 77,335 Mn (3 Yr CAGR 11%)
- EBITDA:** INR 13,577 Mn (3 Yr CAGR 12%)
- EBITDA Margin:** 18.0%
- PAT:** INR 6,284 Mn (3 Yr CAGR 19%)
- PAT Margin:** 7.5%

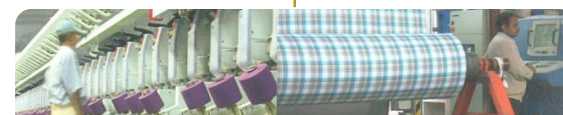


BUSINESS OVERVIEW

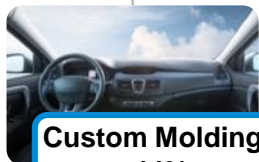
FY16 Revenues
INR
77,335 Mn



Plastics / Infrastructure Business - 88%



Textile Business - 12%



Custom Molding - 44%



Prefab - 24%



Monolithic & Infra- 15%



Others (Retail) - 5%



Fabric - 12%



Yarn - NIL*



India - 20%



Overseas - 24%

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
- Modernized, expanded the textile unit.
- Commenced structured yarn dyed business
- 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% stake in Wausaukee Composites Inc., USA
- Acquired automotive business division of Bright Brothers Ltd
- Acquired 100% stake in Sintex NP (formally known as Nief Plastic SA), a French Company
- Sintex Wausaukee acquired 100% stake in its competitor, Nero Plastics Inc., USA

2009-2016



- Sintex NP acquired Groupe Simonin, France, NP Germany GmbH & NP Polska
- Reduced exposure to Monolithic business due to working capital issues (long payment time)
- Sintex-BAPL brings Precision Technology, Thermo set and Light Resin Transfer Moulding (LRTM) to India
- Sintex-BAPL signs a JV with Rototech commences production.
- Phase I of Spinning goes on stream



Dinesh Patel, Chairman, Non-Executive Director

- BSc (Bombay University)
- More than 6 decades of experience in plastics and textile industry



Arun Patel, Vice Chairman, Non-Executive Director

- BSc (Bombay University)
- More than 6 decades of experience in plastics and textile industry



Rahul A. Patel, Group MD, Executive Director

- Bachelor's in Commerce
- MBA from USA
- More than 3 decades of experience in textile & plastic industries



Amit D. Patel, Group MD, Executive Director

- Bachelor's degree in Commerce
- MT from the USA
- More than 2 decades of experience in textile, chemical & plastic industries



S.B. Dangayach, MD, Executive Director

- B.Sc. (Hons)
- MBA from IIM Ahmedabad
- 3 decades of experience in the plastics industry



LM Rathod, Group CFO

- Graduate in Commerce , MBA & FCS
- More than two decades of experience



Samir Joshipura, Group CEO

- Engineering Graduate, PGDM & MCPM
- More than two decades of experience in Strategy



Eric Pisani, CEO – Sintex Nief, EU

- Graduate, Engineer from INPG.
- 27 + years of Executive Leadership in Manufacturing, Business Development and Sales in plastic processing



BB Sharma, CEO, Textile

- B Tech in Textiles & MBA
- Over 35 years in experience in textile companies -Arvind Mills, Morarjee Textile, Welspun India



Scott Dowrey, President CEO – Sintex Wausaukee, USA

- 25 years of Executive Leadership in plastic Industry .



Sanjib Roy, CEO, Plastics

- Bachelor of Engineering and MBA
- Extensive experience in the field of plastics



Gagandeep Singh, CEO – Sintex-BAPL Ltd

- Graduate in Mechanical Engineering & MBA
- 25 years of Industrial experience with 10 years in Automotive

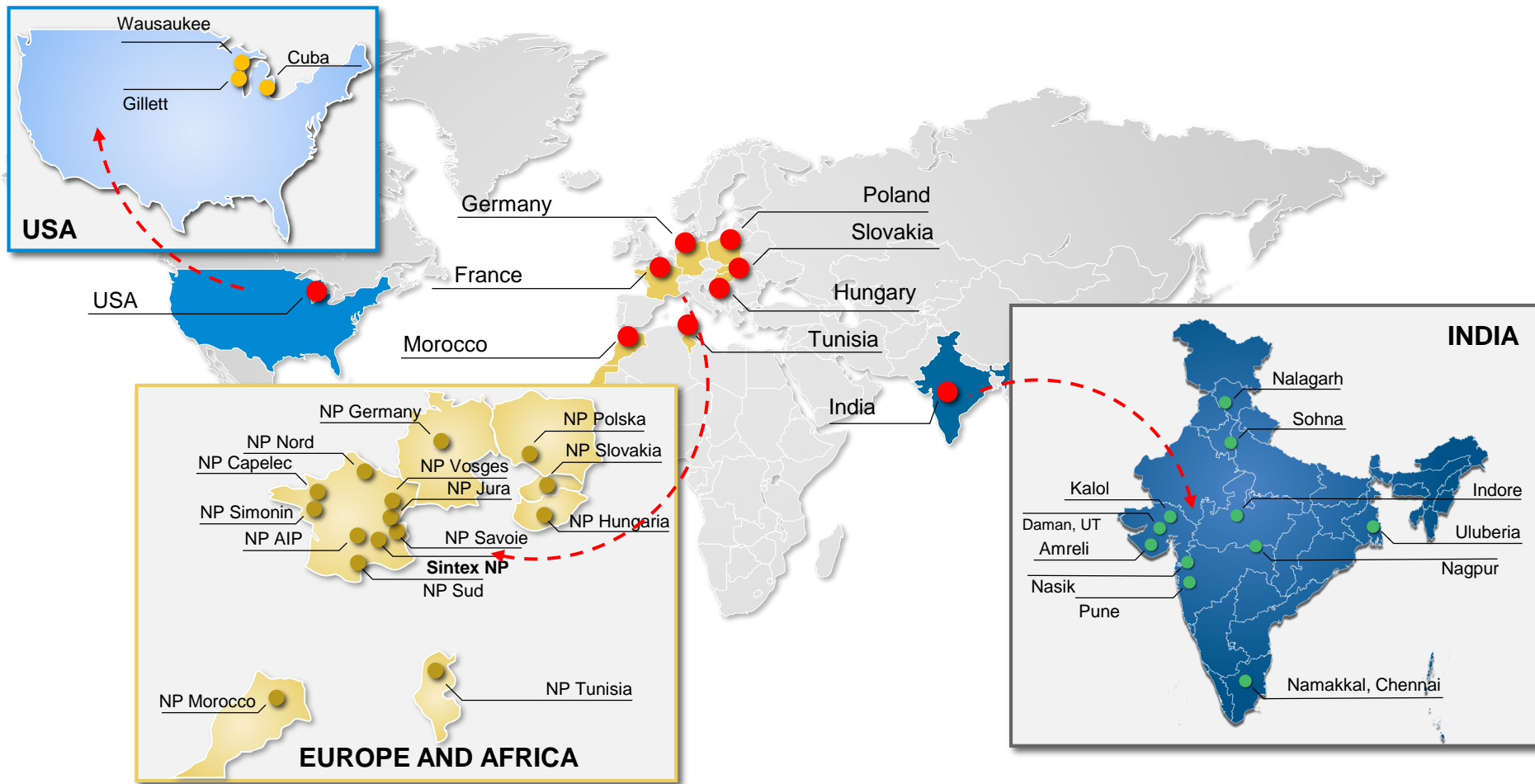


Indru G Advani, – Sintex-BAPL Ltd

- Mechanical Engineer and Management Graduate
- Managing Bright Brothers Auto Plastic business since 1970

**Professional Management with a rich
cumulative experience of more than 450 Years**

GEOGRAPHICAL PRESENCE



MARQUEE CUSTOMERS

Plastics	
International	Indian
 GE Medical Systems ALSTOM   NEW FLYER  SIEMENS ANALOGIC  Schneider Electric  BOSCH  New York City Transit	 TATA  Mahindra  HYUNDAI  NISSAN  MARUTI SUZUKI Schneider Electric GENERAL DYNAMICS 

Textiles	
International	Indian
ARMANI  BOSS ZARA  DIESEL  BURBERRY DKNY  MEXX  The Royal Mint  Massimo Dutti  VERSACE  CANALI  TOMMY HILFIGER  NIKE Pepe Jeans LONDON MAX EUROPE think future	ARROW WILLS LIFESTYLE  Allen Solly ZODIAC  LP LOUIS PHILIPPE  VAN HEUSEN POWER DRESSING  Reid & Taylor BOND WITH THE BEST

KEY STRENGTHS

Sintex is a Globally Reputed Brand

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

Management with a rich cumulative
experience of more than 450 Years

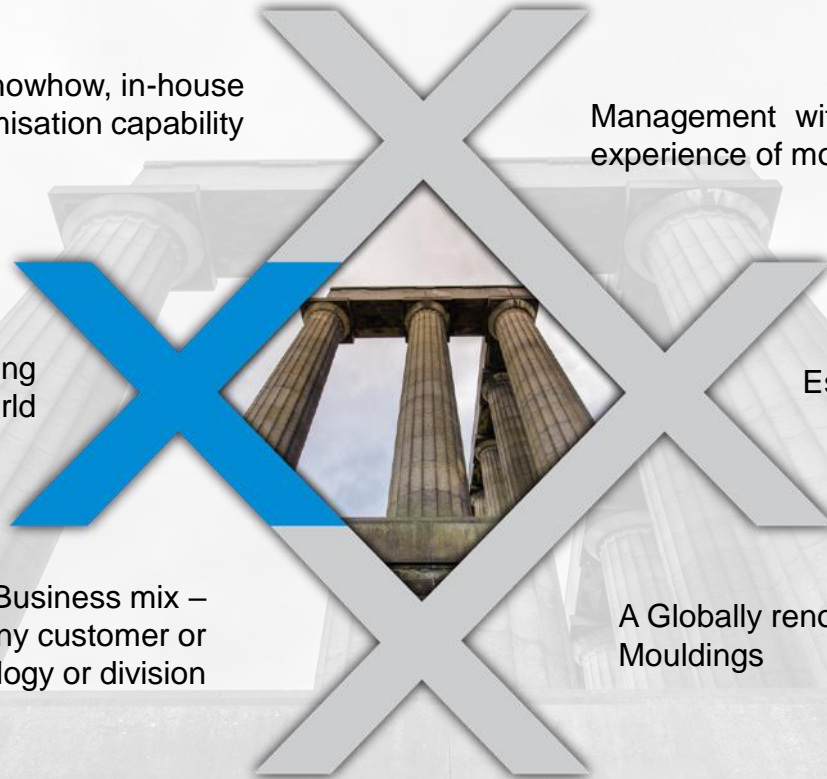
Strategic location of manufacturing
units across the world

Established Global Presence

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

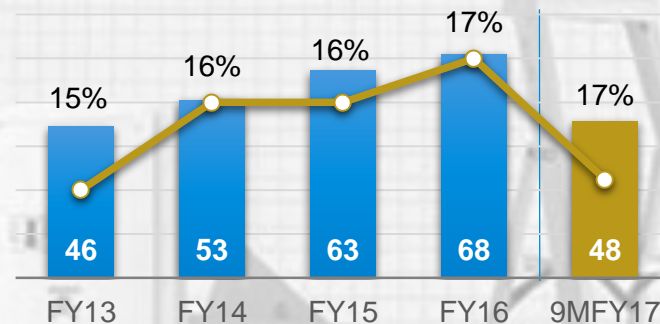
A Globally renowned Leader in Custom
Mouldings

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

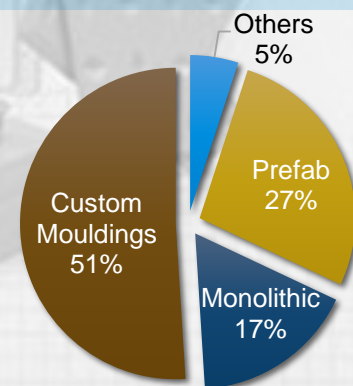


- Since the launch of the water tanks that revolutionized water storage in India, Sintex steadily replaced conventional metallic variant products with cost effective plastic based solutions and now is strategically making headway into composite solutions.
- The company has been able to extend its presence from water storage to automotive, electrical, sanitization, building products, warehousing segments and a host of other verticals.
- The company has 35 manufacturing plants spread across India, Europe, North Africa & United States of America with cutting edge processing facilities.
- The business divisions that fall under this vertical are:
 - **Custom Mouldings** – Plastic and composite products moulded and fabricated across market segments such as aerospace & defense, automotive, electrical, mass transit, medical imaging etc.
 - **Prefab** – Sintex makes prefabricated structures like classrooms, toilets, healthcare centers, sheds etc.
 - **Monolithic** – Designs and constructs monolithic buildings in India to address mass and low cost housing requirements.
 - **Others (Retail)** – Sintex manufactures a wide range of consumer focused retail products which include water storage tanks, cold storage facility, environment friendly products, sub-ground structures etc.

Revenue (INR Bn) and EBITDA Margin (%)



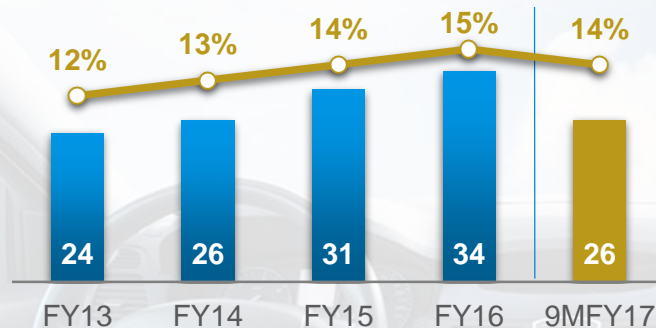
FY16 Plastic Products Business Break-up



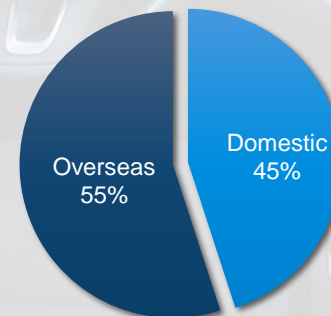
CUSTOM MOULDINGS - OVERVIEW

- 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 total sales.
- The company uses more than 30 different 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:
 - Sintex NP SAS (Europe)
 - Sintex Wausaukee Composites Inc. (US)
 - Sintex-BAPL Limited (India)
- The company has many strategically located plants across the world for optimizing logistic costs and ensuring customer satisfaction.

Revenue (INR Bn) and EBITDA Margin (%)



FY16 Geographical Revenue Breakup



CUSTOM MOULDINGS – PRODUCT PORTFOLIO

Europe

Automotive

PRODUCTS



Lightings



Parts under the bonnet



Bodywork Fittings

Electrical

PRODUCTS



Connectors



Sensor Switches



Railway Engineering

Aeronautics & Defence

PRODUCTS



Air distribution



Drift of Missile



Mask

USA

Mass Transit

PRODUCTS



Bus



Rail

Medical Imaging

PRODUCTS



CT Scanner



MRI Scanner

Off road vehicles

PRODUCTS



Heavy Truck



Agricultural equipment

India

Automotive

PRODUCTS



Instrument Panel & Trims



Under the hood



Tanks

Electrical

PRODUCTS



Junction Box



Meter Box



Distribution Box

OEM & Customized Solutions

PRODUCTS



One sided finish



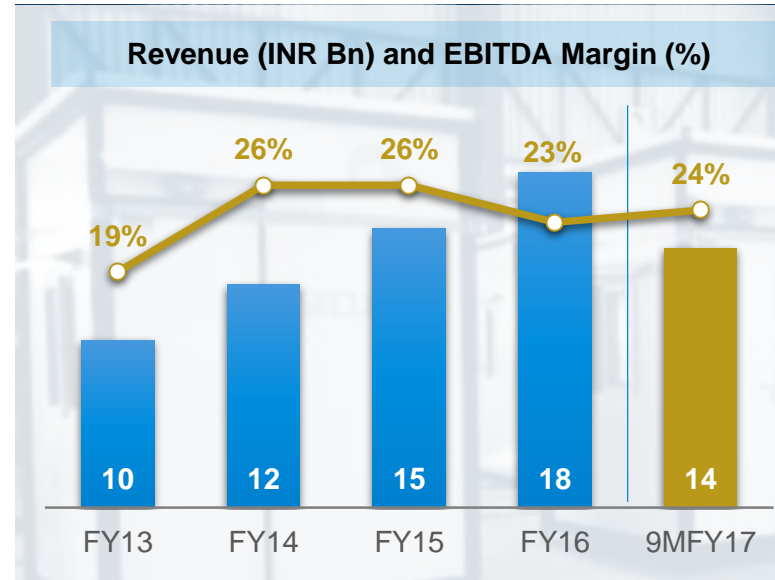
Large components



Prototype development

PREFABRICATED STRUCTURES

- Sintex commenced its prefabricated business in 2001 and has 3 manufacturing plants in India which allows for faster execution and optimizes logistics costs.
- 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.
- The multifarious benefits of prefabricated structures position them as the preferred solution in India's efforts towards strengthening social infrastructure comprising of toilet blocks, Mid-day meal kitchens, health care centres, classrooms and hostels, police chowkis, Labour camps, Army shelters among others.
- The company's products cover 80% of India's geography for execution with different materials for climatic conditions, utility structures, sanitation programs and various other requirements.



Marquee Clients



MONOLITHIC CONSTRUCTIONS

- Sintex commenced monolithic construction projects in 2005, and has evolved into one of the leading companies for monolithic construction for low cost housing.
- The monolithic construction involves fabrication and casting of four walls and slabs together by pouring fluid cement concrete while using nominal quantity of metallic reinforcement bars to form a single or multistoried building.

Advantages of monolithic construction over traditional construction techniques

Time Savings

Monolithic construction takes six months versus two years using conventional construction techniques.

Strength

Provides robust structural resistance to vertical and horizontal forces

Dead load

Estimated at almost 50% of the conventionally constructed multi-storied structures

Labour

Requires low-skilled worker intensity; facilitates time bound mass construction with limited resources

Eco-friendliness

Permits the use of fly ash in the mix

Cost Effectiveness

Zero maintenance cost

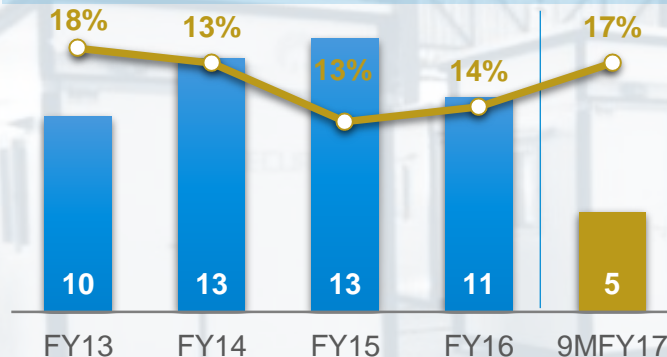
Marquee Clients



Delhi State Industrial and
Infrastructure Development
Corporation Ltd.



Revenue (INR Bn) and EBITDA Margin (%)



Product Basket



OTHER RETAIL PRODUCTS & SOLUTIONS

Water storage solutions

- Pioneers in water storage solutions since 1975 having a varied portfolio of products and a market leadership of more than 60% share across India.

Cold chain network

- Sintex has developed an integrated solution for cold storage by manufacturing sandwich panels which are ideal for walling and roofing solutions and are considered great energy saving and smart choice for air conditioned and cooled buildings.

Sub-ground structures

- Sub-ground structures like septic tanks, packaged treatment solutions, biogas holders, manhole structures and covers, that provide drainage and water treatment solutions.

Environment friendly products

- Aggressively promoting a new range of 'Euroline' dustbins and containers with international looks and finish, which have received an overwhelming response from several markets particularly Eastern India.

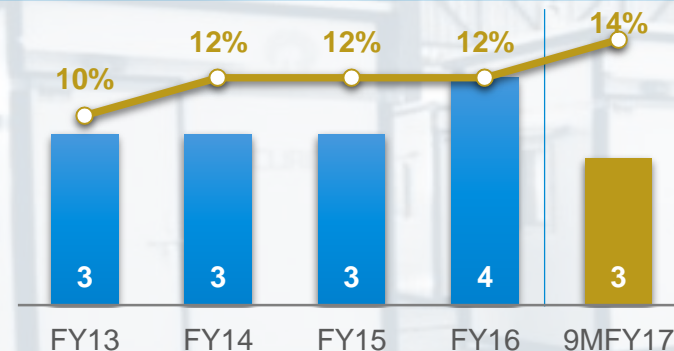
Interiors

- Affordable, quick to construct and low maintenance plastic products such as false ceilings, doors, cabinets aimed at low cost, mass housing solutions such as slum rehabilitation shelters and Janta housing.

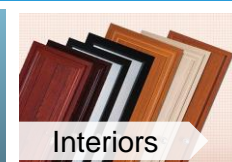
Electricals

- The company also manufactures a diverse range of Electrical Sheet Moulded Compound products.

Revenue (INR Bn) and EBITDA Margin (%)

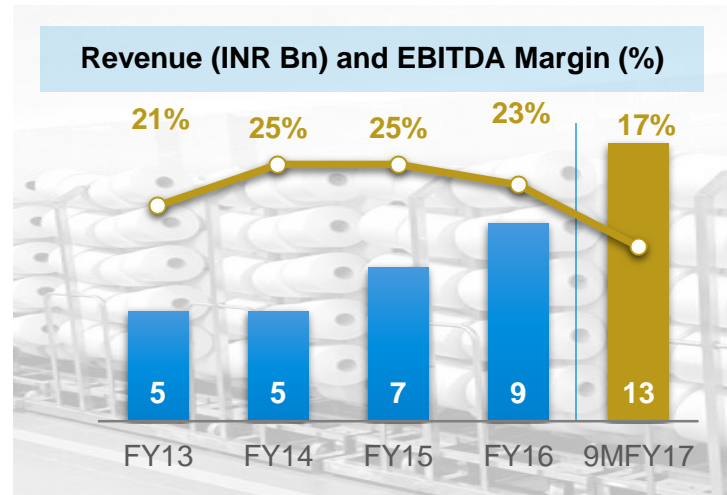


Product Basket



TEXTILES - OVERVIEW

- Sintex's textile division was established in 1931, and the company has its manufacturing facility of composite textile mill in Kalol, Gujarat.
- Over the last 2 decades, Sintex has established a reputed name as a premium niche player, both domestically and globally, in structured dyed yarn shirting and corduroy fabrics.
- Sintex has focused on high end, extensilvey creative, low volume and high margin products, in a segment of the textiles industry which has low competition.
- Sintex's overall textile division can be categorized into:
 - **Fabrics:** Sintex manufactures high-end, structured dyed yarn fabrics for shirtings, ultima cotton yarn based corduroy and other specialty fabrics.
 - **Yarns:** Sintex has commenced its production of 3,06,432 spindle compact cotton yarn at its world class spinning unit at Pipavav, Gujarat in Q1FY17.



Marquee Clients



ARMANI

ARROW



pantaloons

DKNY

- Sintex's state of the art fibre-to-fabric composite mill has among the largest fleet of contemporary shuttle-less looms (air jet and rapier machines with dobbies and jacquard).
- Besides structured dyed yarn fabrics and collection designs, Sintex is also a leading domestic manufacturer of corduroy fabrics.
- The Business Mix of fabrics can be broadly classified into:
 - **Collection's Designs:** Sintex creates two collections of 12,000 designs per quarter which are marketed to premium design and fashion houses in Europe.
 - **Fabric for Readymade Garments:** The company also provides structured dyed yarn fabrics which are marketed to various domestic marquee clients such as Pantaloons, Allen Solly, Lois Philippe, Arrow, Zodiac, etc in India.

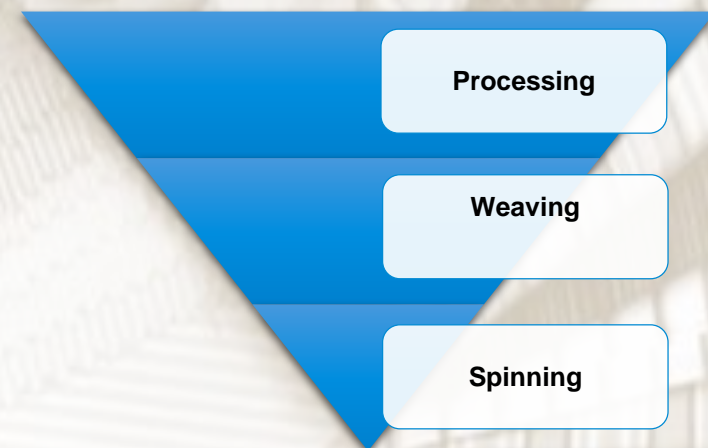
Products



Revenue Contribution



Reverse Pyramid Process



- Sintex has recently commercialised a ultra modern, highly automated, world class compact cotton yarn spinning plant at Pipavav, Gujarat and is in the process of setting up another spindle unit for blended yarn as well.
- The company plans to target selling the premium compact cotton yarn to export markets like China, Malaysia, Vietnam, Thailand, Indonesia, Turkey, Greece, Portugal, Italy, Egypt, Nigeria, South Africa, Brazil, Argentina and North America.

Phase 1 – Commissioned in Q1FY17

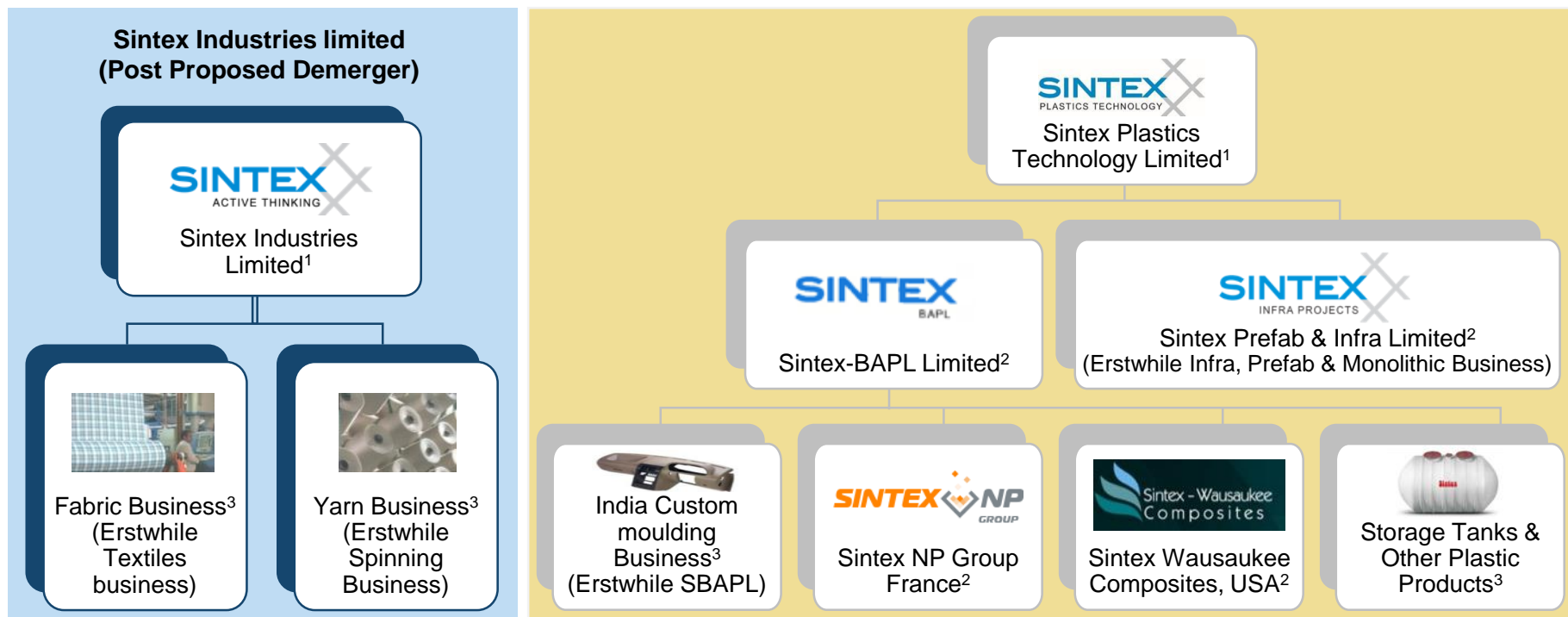
- **Capacity:** 3,06,432 Spindles
- **Capex :** Rs 19000 mn
- **Count:** 24s to 80s
- **Product:** Compact Cotton Yarn
- **Export** ~50-60%; **Domestic** ~40-50%.
- **Interest Subsidy:** 7% (Gujarat New Textile Policy)
- **TUFS Benefit** – 4%
- **Electricity Duty Rebate** – 15%
- **VAT:** exempted up to 8 years
- **Expected IRR** of ~16-18%

Phase 2 – Upcoming by September 2017

- **Capacity:** 3,00,000 Spindles
- **Capex :** Rs 21000 mn
- **Count:** 24s to 80s
- **Products:** Compact / Blended Cotton Yarn
- **Interest Subsidy:** 7% (Gujarat New Textile Policy)
- **TUFS Benefit** – 2%
- **Electricity Duty Rebate** – 15%
- **VAT:** exempted up to 8 years
- **Expected IRR** of ~16-18%



STRATEGIC OVERVIEW



1 Legal Entity – Listed

2 Legal Entity – Not Listed

3 SBU (not a standalone Legal Entity)

The above chart depicts only Operating Companies / Business and does not mention investee companies, if any

All subsidiaries are 100% subsidiary

The above scheme of arrangement is subject to the approvals from relevant authorities and entities

RISK MITIGATION STRATEGY

Sr No.	Risk	Event	Control/Mitigation
1	Customer Risk	One / few customers reduce / cancel our contract	No customer generates more than 10% of Total Revenue. With Spinning coming in, this should go further down
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	Sintex unable to generate enough profits to pay back the debt	Even without commercialization of the Spinning Business, the D-E (0.96), DSCR (5.5) and Working Capital (110 days) are under control

Plastics and Infrastructure

- 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
- strategically participating in monolithic constructions projects with favourable return ratios and better working capital scenarios.
- Focus on new product launches such as cold storage solutions and other environmentally friendly products for urban and rural India.
- Focus on retail portfolio expansion with a range of innovative products leveraging Sintex brand and distribution.

Textiles

- Successful and speedy commissioning of ongoing Phase II expansion of yarn plant.
- Achieve full capacity utilization in Phase I of yarn by FY18.
- Target 20%+ operating profit margins once the spinning units are fully operational.
- Focus on adding new premium customers in the export and domestic markets for both the fabrics and yarn divisions.
- Increase penetration of high margin collection designs with globally renowned fashion labels.
- Streamline plant and capacity utilisation.

INCOME STATEMENT CONSOLIDATED (INR Mn)

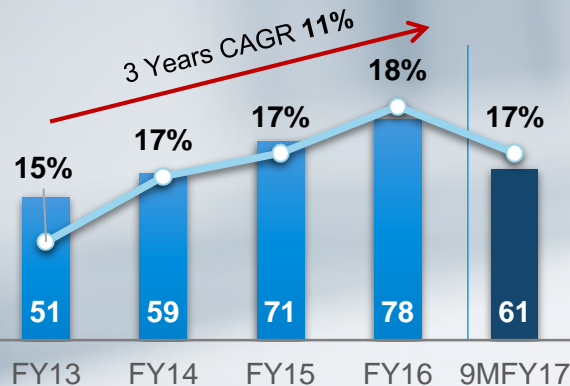
Particulars	FY14	FY15	FY16	9MFY17 (Ind-AS)
Total Income	58,645	70,348	77,939	60,787
Total Expenses	49,003	58,242	64,362	50,280
EBITDA	9,642	12,106	13,577	10,507
<i>EBITDA Margin</i>	16.44%	17.21%	17.42%	17.28%
Depreciation	2,548	2,605	3,048	2,880
Interest	2,894	2,835	2,817	2,533
Exceptional Items	160	218	57	0
PBT	4,814	7,130	8,383	5,391
Tax	1,180	1,863	2,113	1,878
PAT (after Minority Interest)	3,647	5,288	6,284	3,512
<i>PAT Margin</i>	6.22%	7.52%	8.06%	5.76%
EPS	11.72	14.43	14.22	7.42

BALANCE SHEET CONSOLIDATED (INR Mn)

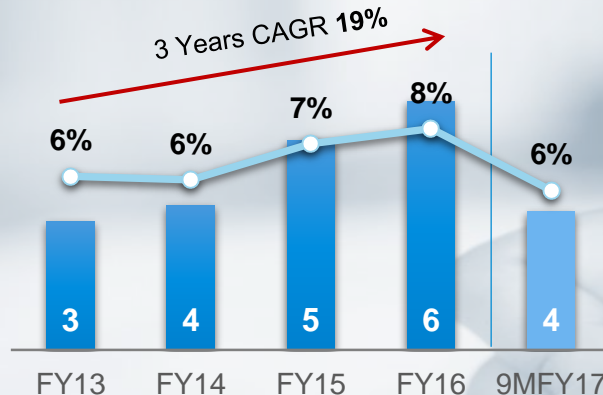
Equity & Liabilities	FY14	FY15	FY16	ASSETS	FY14	FY15	FY16
Shareholder's Funds				ASSETS			
				Non-Current Assets			
Share Capital	311	424	447	Fixed Assets	37,403	52,686	77,355
Reserves and Surplus	34,845	46,553	54,658	Tangible Assets	34,948	49,215	74,303
Money received against share warrants	283	-	-	Intangible Assets	1,200	1,161	1,113
Minority Interest	-	-	21	Capital Work-in-Progress	1,255	2,310	1,929
Equity attributable to share holders	-	-	-	Intangible Assets under Development	-	-	10
Total Shareholder's Fund	35,439	46,977	55,126	Goodwill on Consolidation	1,865	1,551	1,676
				Investments	2,487	2,508	692
Non-Current Liabilities				Deferred tax assets (net)	70	25	30
Long-Term Borrowings	32,104	31,817	51,508	Long-Term Loans and Advances	16,920	17,271	14,227
Deferred Tax Liabilities (Net)	3,358	4,719	6,190	Other Non-Current Assets	466	443	496
Other Long Term Liabilities	623	1,133	393	Non-current tax assets (Net)	-	-	-
Long-Term Provisions	151	181	225	Other Financial Assets	-	-	-
Total Non Current Liabilities	36,236	37,850	58,316	Total Non Current Assets	59,211	74,484	94,475
				Current Assets			
Current Liabilities				Current Investment	571	2,772	1,955
Short-Term Borrowings	6,090	7,737	6,889	Inventories	4,511	5,170	6,064
Trade Payables	8,224	10,115	9,606	Trade Receivables	20,785	23,054	22,418
Other Financial Liabilities				Cash and Cash Equivalents	2,720	4,250	7,409
Other Current Liabilities	3,887	9,116	8,230	Bank balance (Other then above)	-	-	-
Short-Term Provisions	1,079	1,282	1,431	Short-Term Loans and Advances	2,180	2,236	5,968
Current Tax Liabilities				Other Current Assets	977	1,111	1,309
Total Current Liabilities	19,280	28,250	26,156	Total Current Assets	31,744	38,593	45,123
TOTAL EQUITY AND LIABILITIES	90,955	1,13,077	1,39,598	TOTAL ASSETS	90,955	1,13,077	1,39,598

FINANCIAL PERFORMANCE

Revenue (INR Bn) and EBITDA Margin



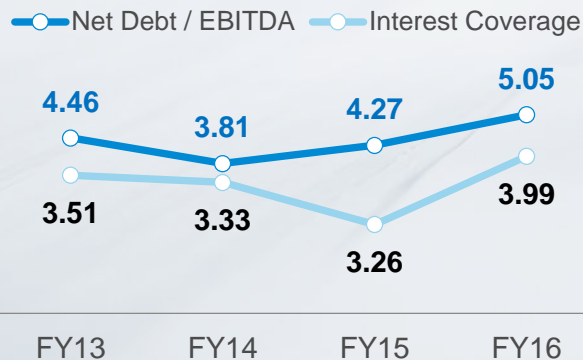
PAT (INR Bn) & PAT Margin



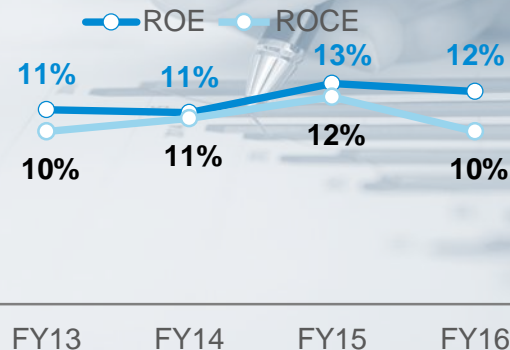
Net Debt to Equity Ratio



Net Debt / EBITDA & Interest Coverage



ROE (%) & RoCE (%)

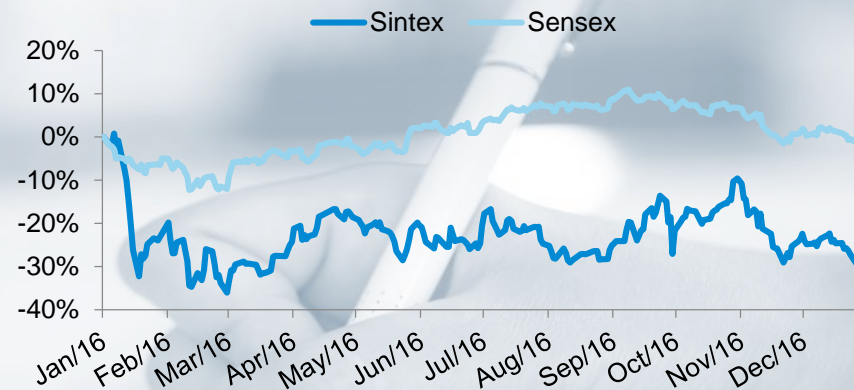


CAPITAL MARKET INFORMATION

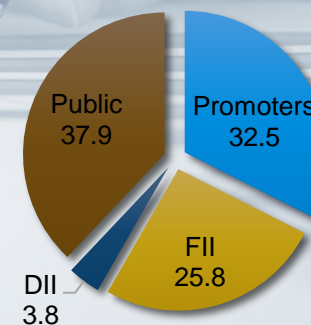
Price Data (28 th February, 2017)	INR
Face Value	1
Market Price	95.0
52 Week H/L (INR)	105/63
Market Cap (INR Mn)	50,684
Equity Shares Outstanding (Mn)	527.1
1 Year Avg. Trading Volume ('000)	4,209
1 Year Avg. Turnover ('000)	330.8

Marquee Institutional Investors (31st December, 2016)	
Barclays Merchant Bank (Singapore)	3.08%
East Bridge Capital Master Fund	2.51%
Platinum Asia Fund	2.02%
Dimensional Emerging Markets Value Fund	1.50%
Causeway Emerging Markets Fund	1.45%
Vanguard Emerging Markets Stock Index Fund	1.03%

Share Price Performance



Shareholding Pattern (31st December, 2016)



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For further details, please feel free to contact our Investor Relations Representatives:



Mr. Rajiv Naidu
Sintex Industries Limited
Tel: +91-22-28270810
Email: rajiv.naidu@sintex.co.in



Mr. Anuj Sonpal
Valorem Advisors
Tel: +91-22-3006-7521 / 22 / 23 / 24
Email: sintex@valoremadvisors.com



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