

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, <u>Mumbai-400 001</u>

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	Trident Hotel BKC	
	Conference	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



EXECUTIVE SUMMARY



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





^{* -} Compact Cotton Yarn Phase 1 plant was commissioned in Q1FY17 hence no contribution in FY16 financials

HISTORY & MILESTONES



2009-2016

2005-2008

2001-2004

1991-2000

1975-1990

1931-1974



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



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



- 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



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



- 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



- 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

SENIOR MANAGEMENT





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



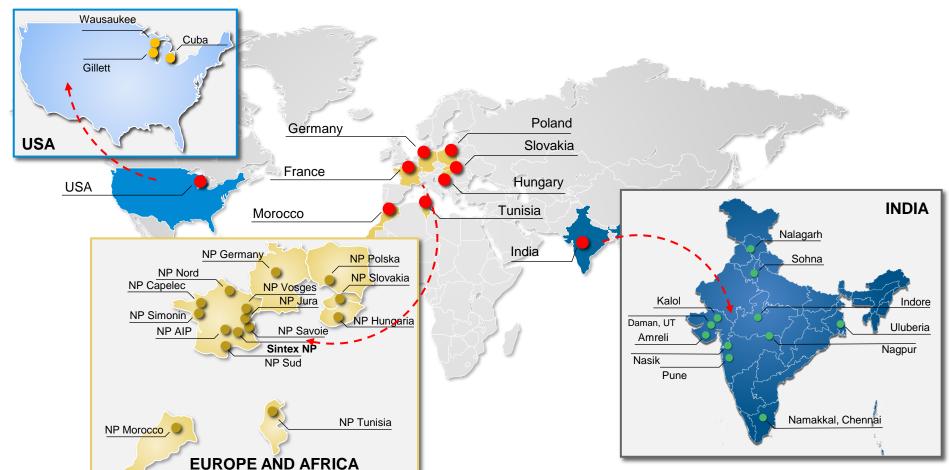
Indru G Advani, - Sintex-BAPL Ltd

- · 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

































GENERAL DYNAMICS



Textiles

International









ARMANI







































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

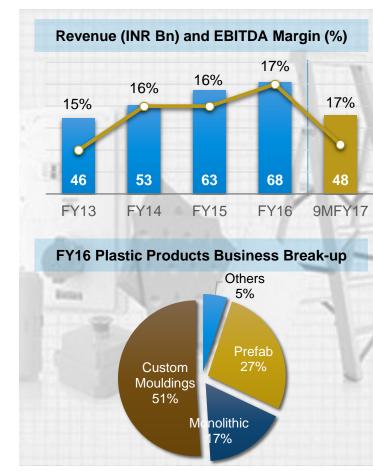
A Globally renowned Leader in Custom Mouldings

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

PLASTICS / INFRASTRUCTURE BUSINESS OVERVIEW



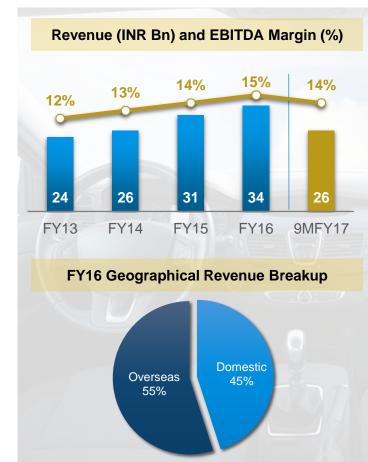
- Since the launch of the water tanks that revolutionized water storage in India, Sintex steadily replaced conventional metallic variant products with cost effective plastic based solutions and now is strategically making headway into composite solutions.
- The company has been able to extend its presence 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.



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.



CUSTOM MOULDINGS – PRODUCT PORTFOLIO



Lightings

Automotive



Parts under the bonnet



Bodywork Fittings

Electrical

PRODUCTS



Sensor **Switches**



Railway Engineering



Air distribution



Aeronautics & Defence

Drift of Missile



Mask

Mass Transit PRODUCTS



Rail Bus



Medical Imaging PRODUCTS



CT Scanner

Connectors



MRI Scanner

Off road vehicles

PRODUCTS



Heavy Truck



Agricultural equipment

Automotive PRODUCTS



Instrument Panel & Trims



Under the hood



Tanks



Junction Box



Electrical

PRODUCTS

Meter Box



Distribution Box

PRODUCTS



One sided finish



OEM & Customized Solutions

Large components

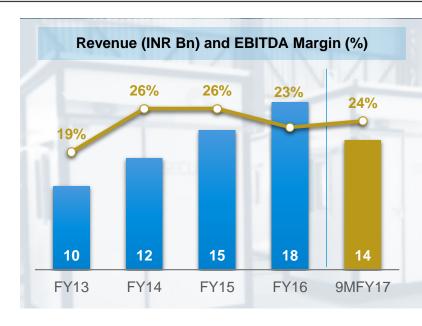


Prototype development

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



















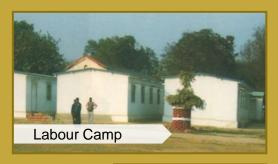
PREFABRICATED STRUCTURES



Product Basket























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 convential 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







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.



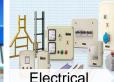
Product Basket







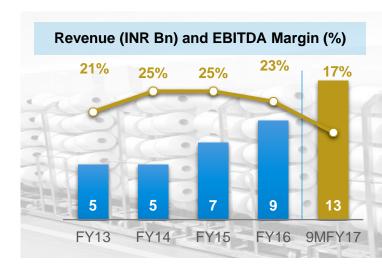




TEXTILES - OVERVIEW



- 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.
 - o 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













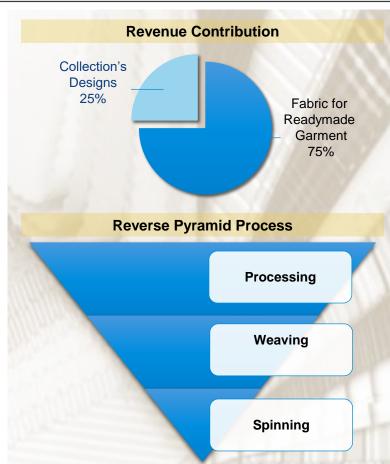


FABRICS



- 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.





YARN



- 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

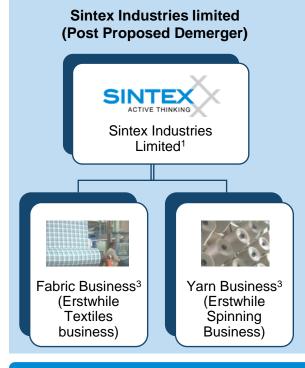
• Expected IRR of ~16-18%





STRATEGIC OVERVIEW









Sintex-BAPL Limited²



Sintex Prefab & Infra Limited² (Erstwhile Infra, Prefab & Monolithic Business)





Sintex NP Group France²



Sintex Wausaukee Composites, USA²



Storage Tanks & Other Plastic Products³

- 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		Euro Most of the Revenue generated overseas is not converted in INR. The fur are spent or invested in the same currency. The Revenue is translated in I 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		

FUTURE GROWTH STRATEGY



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 facourable 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 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
EBITDA Margin	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
PAT Margin	6.22%	7.52%	8.06%	5.76%
EPS	11.72	14.43	14.22	7.42

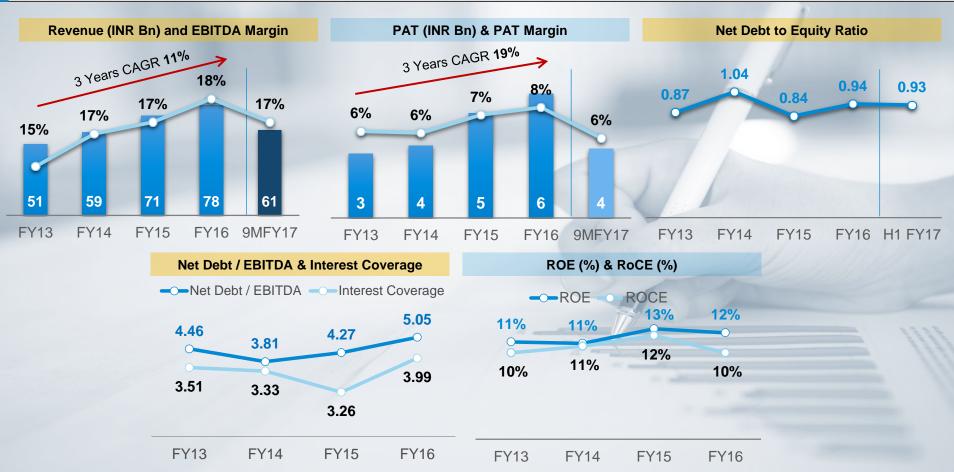
BALANCE SHEET CONSOLIDATED (INR Mn)



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





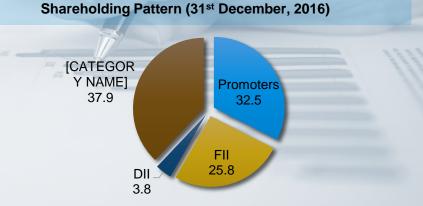
CAPITAL MARKET INFORMATION



Price Data (28th 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%			





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



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