

Ref No: SPTL/NSE/BSE/2018-19

July 16, 2018

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

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

**Stock Code: Equity – SPTL**

**Stock Code: Equity 540653**

**Sub.: Press Release – Un-Audited Financial Results of the Company for the First Quarter ended 30<sup>th</sup> June, 2018**

Dear Sir,

We are sending herewith a copy of Press Release in respect of aforesaid matter, which we are going to release today.

Kindly find the same in order and arrange to place on your Notice Board for information of the Members.

Yours faithfully,  
**For SINTEX PLASTICS TECHNOLOGY LIMITED**

  
Amit D. Patel  
**Managing Director**

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

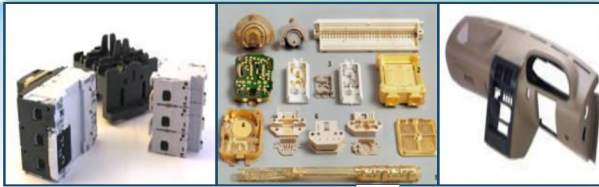
Phone : +91-2764-253500 E-mail : info@sintex-plastics.com

CIN: U74120GJ2015PLC084071

[www.sintex-plastics.com](http://www.sintex-plastics.com)



## Custom Moulding ( India & Overseas)



- The group has 35 manufacturing facilities and a global footprint span across 9 countries and 4 continents
- The company is equipped with diverse capabilities of customized moulding which find applications in many industries such as Automotive, Aerospace & Defence, Electrical, Mass Transit and Off-the-Road Vehicles, Medical imaging products etc.
- 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 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

## Retail & Others



- Pioneers in water storage solutions since 1975 having a varied portfolio of products and a market leadership of more than 60% share across India. Our brands include Sintex, Reno, Renotuf, Sintex Pure and Titus
- 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. Our brands include Indian, Micra and Sierra
- 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.
- Others include Sandwich panel, Biogas chambers, water treatment plants, material handling products for pharma, textile and other industries

## Prefab and Infra Division



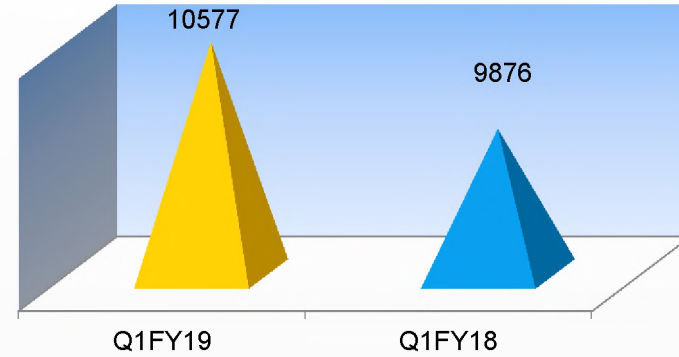
- The company's manufacturing plants which covers 80% of India's geography for execution with different materials for various climatic conditions, utility structures, sanitation programs and varied requirements
- Public healthcare centers, schools, public administration buildings, Labor colonies, Portable toilets,
- Introduced Prefabricated bunk houses in India in 2005
- Prefabricated bunk houses are fully furnished and equipped with modern facilities
- Project offices, site offices and residential units for long-gestation projects

**Amit Patel, MD** highlighted key initiatives, *“FY19 is going to be a year of strategic changes as, we have completely rejuvenated our Retail and Institutional businesses. I believe we become more consumer centric, market driven and service oriented in our approach. With separate focus on retail and institutional business, the objective is to cater to two different set of customers in terms of product development, supply chain, marketing, and customer service. The realignment will help us drill deeper in these segments by leveraging our Brand.”*

*“For the quarter under review, growth continues across all divisions. Strong traction continues in Europe and US business. We are seeing good order bookings building up in India on account of BS VI emissions in the Indian Automotive space.”*

*“We stand committed to debt reduction and free cash generation. With KKR funding, a large part of our debt cost is already locked for 7 years. This should help us to control interest burden in rising Interest cost scenario.”*

CM Sales ( Rs mn)



- Focus to continue on debt reduction
- Free cash generation
- Low Capex
- Improve Balance sheet ratios

## New Model – Focussed approach

### ***Retail***

- Direct control on retail sales, connecting to end customer
- Focus on secondary sales
- Better pricing and margins
- Leverage operational efficiency IT, HR and ensure faster market turnaround
- New distribution channel to launch range of products
- Market development and customer centric approach

### ***Institutional***

- Focussed institutional approach
- Key client account management by focussed sales force
- Faster turnaround and better servicing through informed sales force
- Leverage relationships over longer term through a pipeline of products



# RESTRUCTURING OF RETAIL AND INSTITUTIONAL BUSINESS

## Key Business Areas

Tanks  
overhead &  
underground

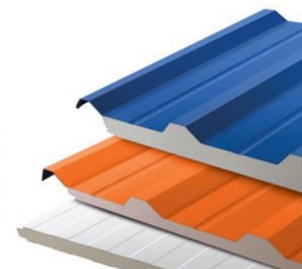
Doors

Profiles &  
Fabrication

Electrical SMC  
products

Continuous  
Sandwich panel

Environmental  
products



# SPTL SUBSIDIARIES PERFORMANCE FOR Q1FY19

## CM Industrial & Retail & Institutional

- Group has a global manufacturing presence with facilities across 9 nations, 4 continents that houses cutting-edge technologies catering to Fortune 500 companies across Aerospace and Defense, Electrical, Automotive, Medical Imaging, Decorative parts, Household appliances among others.
- Paint shop operations improvement continues will improve margins.
- BAPL-Rototech order book gains further tractions under BS VI emissions.
- European operations continue robust growth a range of initiatives in the Electric vehicle space under implementation. Exports to US gains traction.
- Greenfield plants in Gujarat and Hosur progressing as per planned.
- Bagged SBCB award as a supplier from M&M under mentoring zone.

(Rs mn)	Q1FY19	FY18
Revenue	10577	38180
EBITDA (%)	13 %	15%

## Prefab & Infra Business

- The company is a Pan-India player offering range of products From Mid-day meal kitchens to classrooms, health care centres,, police chowkis, Labour camps, Army shelters and cold chains among others
- Unlocking working capital from government orders continues.

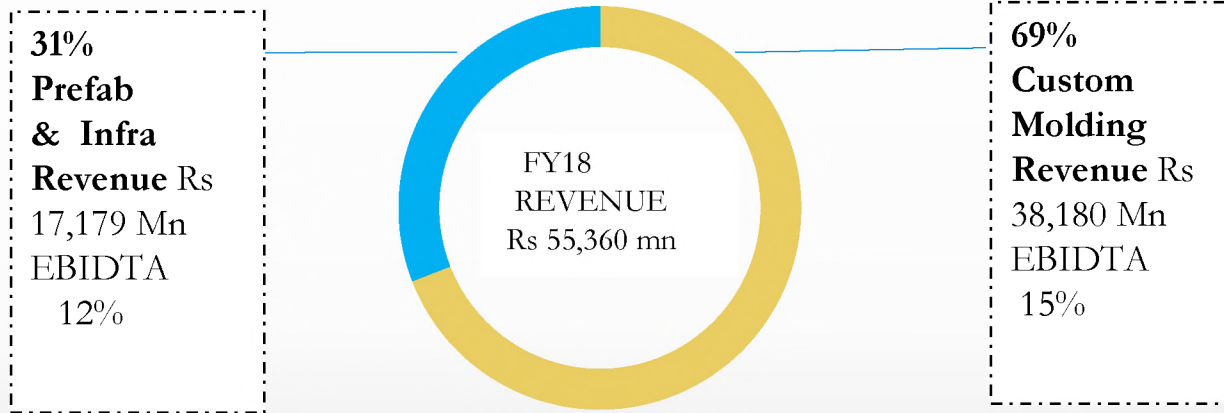
(Rs mn)	Q1FY19	FY18
Revenue	2675	17,179
EBITDA (%)	13 %	12%



Custom Molded products



## Performance by Business Segment



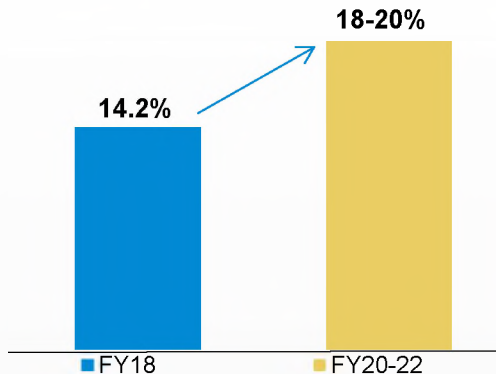
Income Statement	Q1FY19	FY18
Total Income	1325	55944
EBITDA	169	7837
EBIDTA Margin(%)	13%	14%
PAT	375	1,358#
# costs charged to P & L		

**FY18 Net Debt to Equity 0.89**

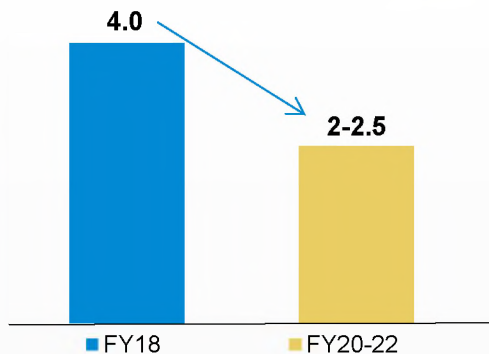


# FUTURE GROWTH

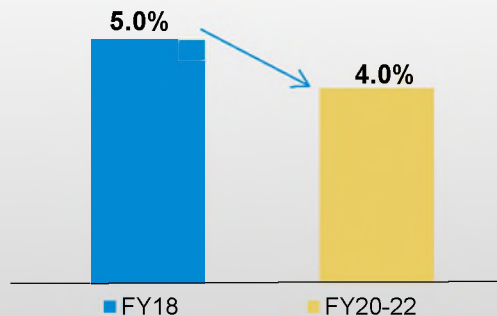
### EBIDTA %



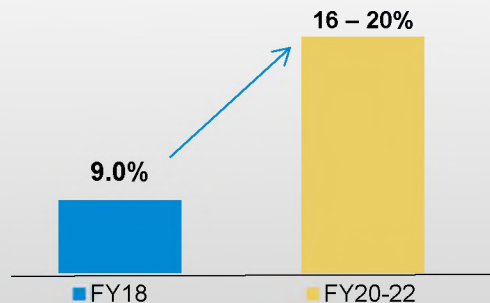
### DEBT To EBIDTA ( times)



### Capex Intensity (Capex to Sales)



### ROCE %



## Roadmap FY18-22

### Key focus areas:

- Quality earnings with better profitability
- Better utilisation of assets – relatively asset light model
- Brand leveraging and growing retail portfolio
- Improve ROCE, Free cash generation.

Note : FY20-22 is on projected basis

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



**Mr. Rajiv Naidu**  
**Sintex Plastics Technology Limited**  
Tel: +91-22-28270810  
Email: [rajiv.naidu@sintex.co.in](mailto:rajiv.naidu@sintex.co.in)