Sub.: Press Release – Annual Audited Financial Results of the Company for the Year ended 31st March, 2019

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

Manan Bhavsar
Company Secretary

Enclosed: As stated above
Sintex Plastics Technology Ltd

Earnings Update Q4 & FY19
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 across India. Our brands include Sintex, Neo, Reno, Sintex Ace, 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. For ideal interiors launched Sintex Plastoboard for retail applications.
- Aggressively promoting a new range of 'Euro line' dustbins and containers with international looks and finish, which have received an overwhelming response from several markets particularly Eastern India.
- Others include Biogas chambers, 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
## Financials

<table>
<thead>
<tr>
<th>Financial Figures</th>
<th>Q4FY19</th>
<th>FY19</th>
<th>FY18</th>
</tr>
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<tbody>
<tr>
<td>Total Income</td>
<td>11316</td>
<td>47741</td>
<td>56071</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1271</td>
<td>6433</td>
<td>7805</td>
</tr>
<tr>
<td>EBITDA Margin (%)</td>
<td>11</td>
<td>13</td>
<td>14</td>
</tr>
<tr>
<td>Interest</td>
<td>952</td>
<td>3375</td>
<td>3045</td>
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<tr>
<td>Depreciation</td>
<td>467</td>
<td>2215</td>
<td>2411</td>
</tr>
<tr>
<td>PBT</td>
<td>(148)</td>
<td>843</td>
<td>1890</td>
</tr>
<tr>
<td>PAT</td>
<td>(96)</td>
<td>945</td>
<td>1736</td>
</tr>
<tr>
<td>Equity</td>
<td>631</td>
<td>631</td>
<td>615</td>
</tr>
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</table>
Amit Patel, MD explains on key aspects of current business environment and Q4FY19 results,

“It’s been a challenging quarter as pre-election spending was skewed, besides the automotive segment remained sluggish. Our retail business maintained growth trajectory, while European subsidiary was on a strong footing.”

“The company is committed to reduce the debt through sale of some of our assets and we are moving ahead at a good pace to ensure we are in a better shape by the end of FY20. Our gross debt for FY19 is down by Rs 1460 mn over FY18.”
Retail – UPVC and Interior

kitchen proud.
Retail Business – Key Initiatives FY19

FMD
Bigger retail push and reduced cost through outsourcing

Retail touch points
Over 22000 retail outlets

Distributor
Over 800 distributors covering Pan India.

Outsourcing
2 facilities for outsourcing manufacturing of tanks

Tank Pyramid
New launches across price segment and colour variation

Sales App
Implemented App connecting sales force over 600 people with HO going live

Key Account
Management process for institutional business

udaan Project
udaan with a vision for 2022-23 to achieve full potential through marketing, operations and organizational excellence.

After Sales-Service
Built a nation wide service network
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.

Domestic automotive business has slowed down with squeeze in liquidity and large OEMs facing sluggishness.

SNP remained flat inspite of the economic slowdown in automobile market.

### SBAPL (consolidated)

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<tr>
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<th>Rs. mn</th>
<th>FY18</th>
<th>FY19</th>
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<tbody>
<tr>
<td>Topline</td>
<td>40047</td>
<td>41086</td>
<td></td>
</tr>
<tr>
<td>EBITDA</td>
<td>6022</td>
<td>6107</td>
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</table>
Prefab & Infra Business

- Reducing Government exposure a key focus area
- Corporate and CSR portfolio, low hanging fruit. Lower private spending and squeeze in liquidity is impacting growth.
- Focus on reduced working capital, cash generation.
- Product Range: Healthcare center's, Project & site offices, Sanitation, Labour camp, Bunk Houses

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<tr>
<th>Rs. mn</th>
<th>FY18</th>
<th>FY19</th>
</tr>
</thead>
<tbody>
<tr>
<td>Topline</td>
<td>17056</td>
<td>7597</td>
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<tr>
<td>EBITDA</td>
<td>1782</td>
<td>791</td>
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</tbody>
</table>

Portable ATM

Site Offices

Labour Camp
**Income Statement Consolidated (INR Mn)**

**FY19 Businesswise performance**

- 14% Revenue from Prefab & Infra.  
  
- 86% Revenue from Custom Molding.  
  
**FY19 Balance Sheet**

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<tbody>
<tr>
<td>Equity</td>
<td>35739</td>
</tr>
<tr>
<td>Net Debt / Equity</td>
<td>0.94</td>
</tr>
</tbody>
</table>

**FY19 Capex Rs mn**

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<tr>
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<tbody>
<tr>
<td>Indian Auto</td>
<td>106</td>
</tr>
<tr>
<td>SNP</td>
<td>1141</td>
</tr>
<tr>
<td>Standalone</td>
<td>532</td>
</tr>
</tbody>
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Future Growth

**EBIDTA %**
- FY18: 15.1%
- FY20-22: 18-20%

**DEBT To EBIDTA (times)**
- FY18: 4.0
- FY20-22: 2-2.5

**Capex Intensity (Capex to Sales)**
- FY18: 5.0%
- FY20-22: 4.0%

**ROCE %**
- FY18: 9.0%
- FY20-22: 16-20%

**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:

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