


Three horizontal wavy lines in shades of blue and dark blue, spanning the width of the slide, positioned above the main title.

A Journey to India: Expanding Aliaxis to the sub-continent

Laurent Lenoir, CEO

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1. A quick introduction to Aliaxis
 2. Our Indian story
 3. Some observations
 4. Q&As



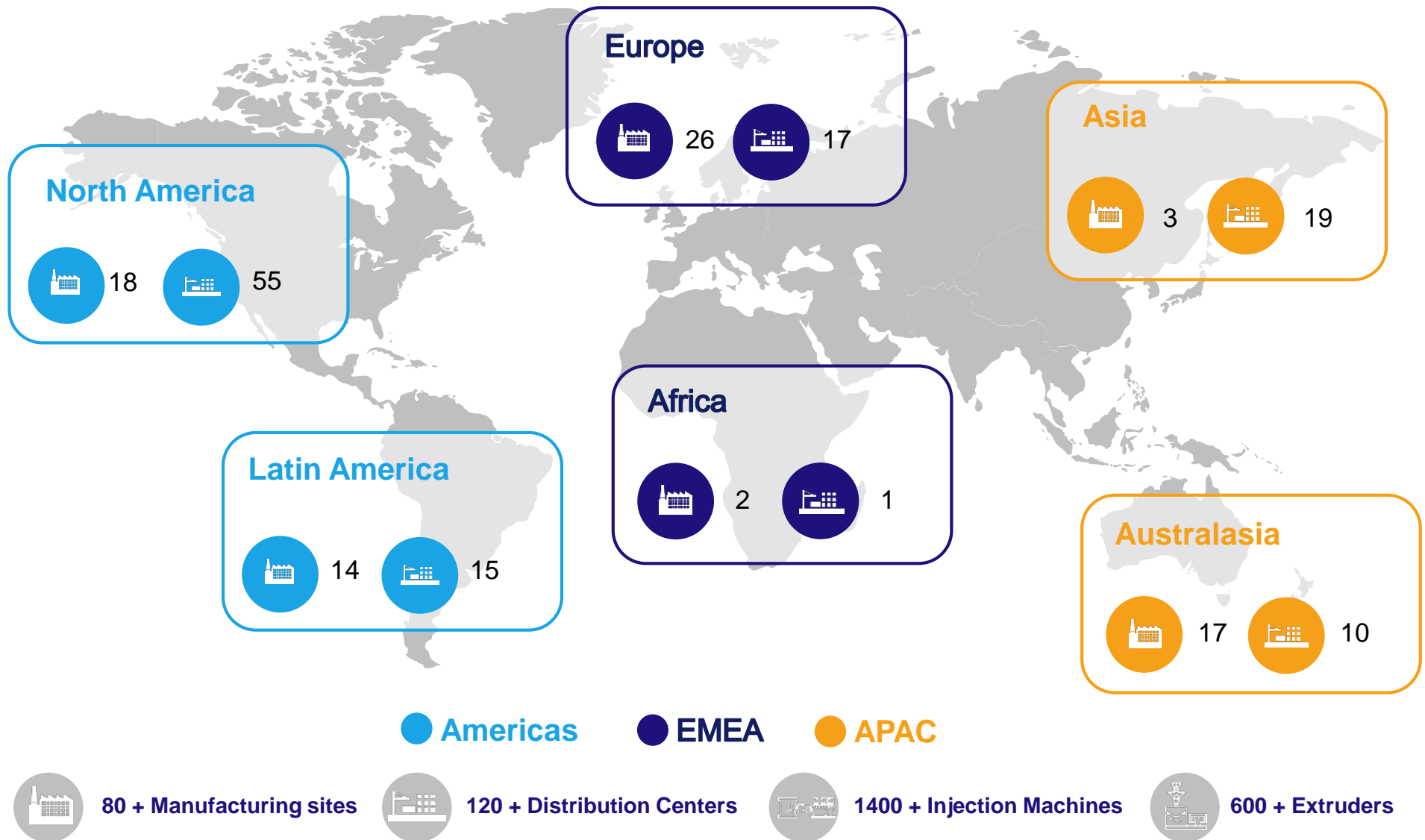
Our vision

We make life flow, shaping a better tomorrow by connecting people with water and energy.

Our mission

We are passionate about creating sustainable innovative solutions for water and energy. We provide people around the world with advanced plastic piping systems, leading our industry in a way that anticipates the rapidly evolving needs of our customers.

A global leader in plastic piping with revenues of EUR3bn



A family business with three core values

Our values make us who we are.

We want to achieve more together, working with and for people. We want to be fit, fast and agile so we can answer our customers' needs. But above all, we want to improve people's lives by living our values and by making a difference, shaping a better, sustainable tomorrow.



**Connect to
Win**

**Passion to
Build**



**Commitment to
Care**

Connecting people with water and energy



43%
Building

Industry
31%



26%
Infrastructure

Built on the shoulders of giants

Bengaluru



Leading Indian manufacturer, exporter and supplier of Column Pipe, Flowguard, Drop Pipe, CPVC and UPVC

www.ashirvad.com



Leading manufacturer and distributor of PVC and other thermoplastic pipes in Central and Latin America

www.durman.com

Goa



German specialist for products made of non-corroding and wear-resistant materials

www.friatec.com



North-American Leader in Thermoplastic Piping Systems, committed to excellence in people, products and services

www.ipexna.com



Top European manufacturer of synthetic material products for the building industry and public works

www.nicoll.fr



Australia's leading manufacturer and supplier of quality pipe systems and solutions for the transportation of fluid, data and energy

www.vinidex.com



Our Indian story

Catching the Indian Tiger - BICC&I - 24th October 2017

Aliaxis

Our Indian story

- A Vision: Extending our core competency to a truly global footprint in rapidly growing markets
- 2010
 - A Prospection: a land of opportunity and a preferred business model
- 2013
 - An Alliance: built on mutual benefits, enriched by partnership and collaboration



Ashirvad

- Bengaluru (Bangalore)
 - Market leader
 - 4000+ employees
 - New plant soon near Delhi
-
- Founded 1975
 - Family business
 - Aliaxis Joint-Venture 2013





Some observations

Some observations

1. Indian potential is huge
 - Sustained growth
 - Variable maturity level
 - Healthy market dynamics driving business
 - Talent pool is enormous
2. Commit for the long term
 - Pre-investment, patience is required
 - Many geographies to cover
 - Continuous investment needed
 - Follow the pace, quantum leap
3. Partnering: a good yet delicate way to enter the market
 - Partner profile: build on each other forces
 - Learning curve, constant investment in relationship
 - Start with end in mind
 - Governance is key

Connect with us on aliaxis.com



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we make life flow

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 **Aliaxis**