

09/05/2025

To
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051.

**Scrip code : 509152** 

Symbol: GRPLTD - Series: EQ

Dear Sir / Madam,

#### **Sub: Investor Presentation**

Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Investor Presentation on the Audited financial results of the Company for the quarter and financial year ended 31<sup>st</sup> March, 2025.

The aforesaid presentation has been uploaded on the Company's website viz., www.grpweb.com

You are requested to take the above information on your records.

Thanking you,

Yours faithfully, For **GRP Limited** 

Jyoti Digitally signed by Jyoti Sancheti Date: 2025.05.09 21:07:39 +05'30'

#### Jyoti Sancheti

Company Secretary & Compliance Officer

encl.: a/a





# **INVESTOR PRESENTATION**





### **Disclaimer**





This presentation and the accompanying slides (the "Presentation"), which have been prepared by **GRP Limited** (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third-party statements and projections.



### **Managing Director's Message**





#### Commenting on the Q4 & FY25 performance of the company Mr. Harsh Gandhi, Managing Director for GRP Limited Said,

"We are pleased to report that our total income for FY25 stood at Rs 5,518 million, marking a 19% year-on-year growth, primarily driven by an 11% increase in volumes. This income includes Rs 220 million of EPR credit sale and an accrual of Rs 214 million of EPR revenue on account of improved stability in the EPR regime, consistent demand for credits, and the emergence of a stable market price. As a result, EBITDA margins expanded by 128 basis points, resulting in an EBITDA of Rs 694 million

From a macroeconomic standpoint, India's reclaim rubber (RR) consumption rose 8% YoY in CY24, exceeding the 3% growth seen in overall rubber consumption. Globally, during Q4 FY25, the Passenger car/Light truck original equipment (OE) segment saw a 1% decline in demand, while replacement tire (RT) demand grew 4%. In the truck and bus (T&B) segment, OE demand—excluding China—contracted by 6% due to weaker markets in Europe and North America, while RT demand remained flat. Reclaim rubber exports from India increased by 10% during FY25, and GRP maintained its export market share in line with industry growth

On a standalone basis, operating margins in the reclaim business were impacted by higher raw material costs, particularly for synthetic reclaim rubber, along with an unfavorable product and geographic mix. Employee expenses included ESOP-related charges and variable pay provisions recognized during the year

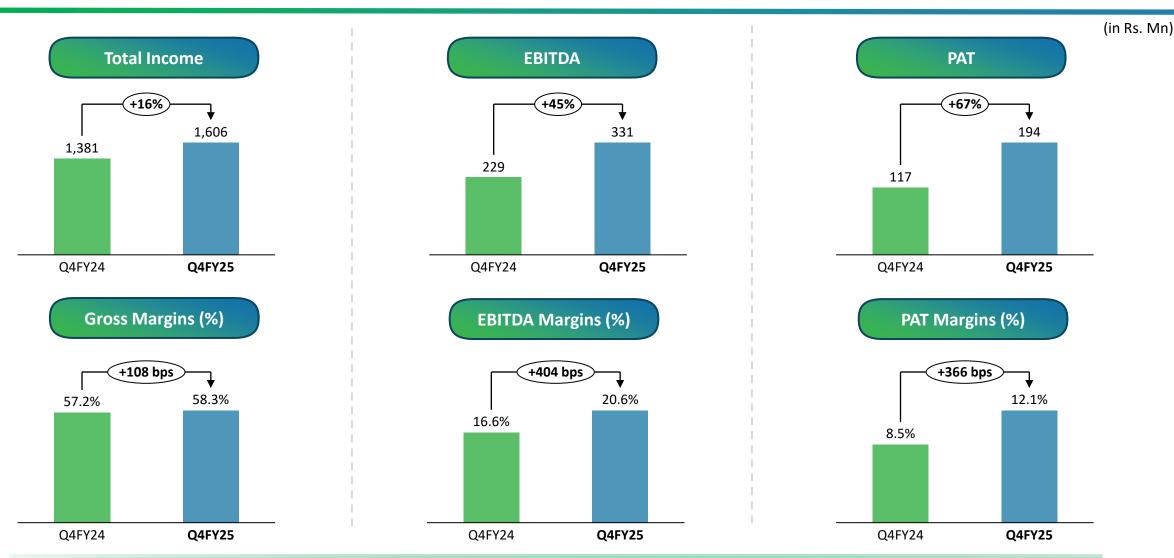
In the Non-RR segment, revenue growth was supported by a 14% increase in volumes, led by a 23% volume rise in Engineering Plastics. However, the Polymer Composite and Custom Die Forms businesses, which are primarily US-focused, remained flat due to geopolitical uncertainties. Our new venture under GCSL has made progress, having secured approvals from major players in the Paint, Lube, and FMCG sectors. We anticipate a further uptick in demand with the enforcement of EPR regulations for plastics starting April 1, 2025

Under our previously announced strategic capex plan of Rs 250 crore, documentation for the line of credit from the French development finance institution, Proparco, has been completed and partial disbursements were received during Q4 FY25. Additionally, shareholders approved raising up to Rs 150 crore via equity or eligible securities through a Qualified Institutional Placement (QIP). As of date, approximately Rs 49 crore has been invested in the new project. The crumb rubber unit of our integrated facility commenced operations in Q4 FY25, and the first line of the continuous pyrolysis unit is set to begin operations in Q1 FY26."

### **Q4 Performance Highlights - Consolidated**





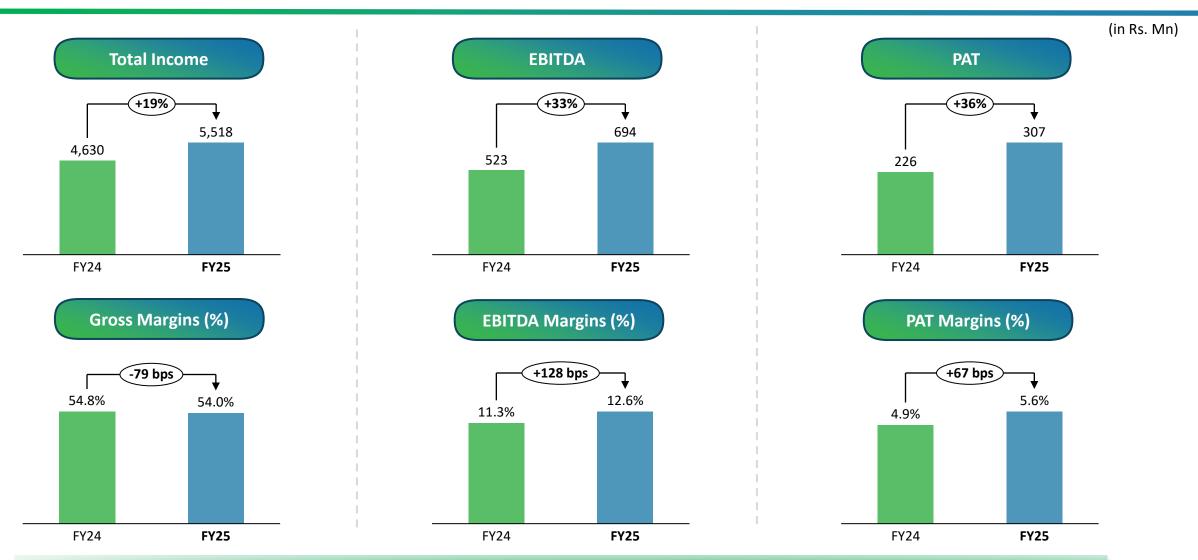


The income from subsidiaries GCSL and GSPL amounts to Rs 75 Mn, with an incurred loss of Rs 13 Mn. However, as these businesses scale and mature, we expect them to contribute meaningfully to the bottom line

### **FY25 Performance Highlights - Consolidated**







The income from subsidiaries GCSL and GSPL amounts to Rs 285 Mn, with an incurred loss of Rs 56 Mn. However, as these businesses scale and mature, we expect them to contribute meaningfully to the bottom line

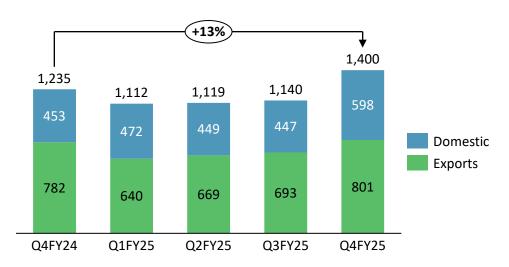
### **Segment Wise Quarterly Performance Trend - Standalone**

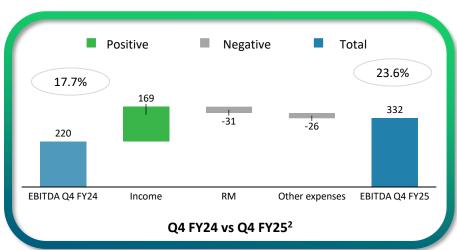


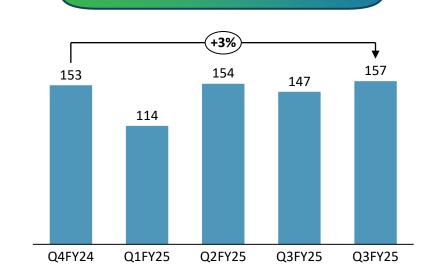


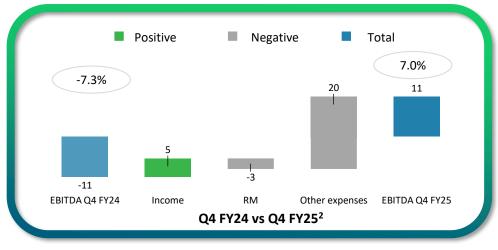
Non- Reclaim Revenue Trend<sup>1</sup> (in Rs. Mn)

### Reclaim Rubber Revenue Trend<sup>1</sup>





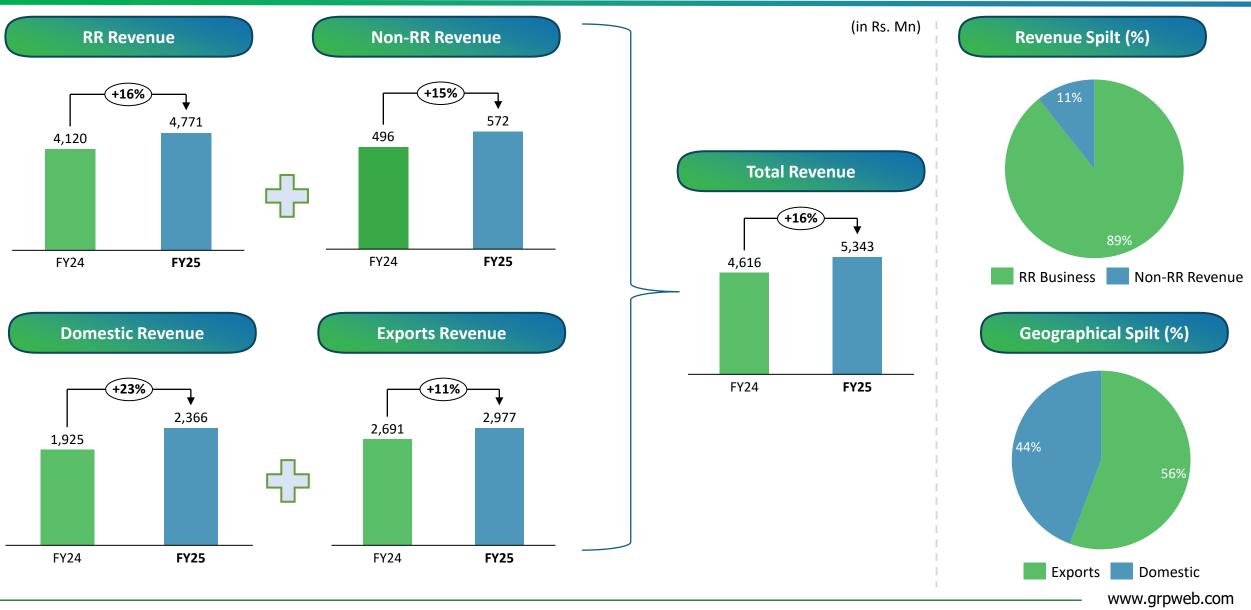




### **Segment Wise Revenue Split – Standalone (YTD Basis)**







### **Key Highlights**





Revenue growth of 19% was driven by an 11% increase in volumes and 3% price increase and the addition of Rs 21 crore of accrued EPR income



Gross margins for the year declined due to higher raw material costs for specific rubber grades, an unfavourable shift in product and geographic mix, and a one time stock write-off of Rs. 105 lakhs considered in FY25. However, margins are expected to stabilize in the upcoming quarters



Employee costs declined from 11.8% to 11.3% during the year, reflecting the impact of our automation initiatives. This includes Rs. 227 lakhs towards ESOP-related expenses and provisions for variable pay. Additionally, operational costs for FY25 include a Rs. 78 lakh write-off for obsolete equipment and Rs 78 lakh for Pyrolysis product development expenses



Energy investments are yielding tangible benefits, with savings of Rs. 3.67 crore from renewable power and a cumulative Rs. 3.64 crore from biofuel projects in FY25. Together, these initiatives are contributing significantly to the reduction of GHG emissions



Improved working capital efficiency, reflected in the reduction of the working capital cycle from 94 days in FY24 to 76 days in FY25

# Strategic CAPEX Announcement: Investing in Future Growth and Operational Excellence





#### **KEY TAKEAWAYS**

- The total funding requirement for these projects will be met through a combination of internal accruals and debt, as deemed appropriate
- The planned expansion for the proposed projects shall be done at the company's existing sites
- Phase 1 of this investment will entail a capital expenditure of up to Rs. 150 crores, to be deployed until December 2025

Capex upto Rs 250 Crores - This investment will be executed in two phases over a period of three years

Phase 1 - Rs 150 Crores to be deployed until December 2025

Phase 2 – Remaining amount to be utilized

#### Capex will focus on the following projects...

- Deployment of new technology to produce reclaim rubber with lower CO<sub>2</sub> emissions
- Expansion of our capabilities in crumb rubber and other categories identified under Tyre EPR
- Expansion of the plastic recycling business

Company has so far incurred Rs. 49 crore towards project to manufacture Crumb rubber, Tyre Pyrolysis Oil and Recovered Carbon Black, the crumb unit of this integrated facility has commenced operations in Q4 FY25

#### **CAPEX Funding Plans**

- Company will be availing term loan by way of External Commercial Borrowings (ECB) upto Euros 15 million from Société de Promotion et de Participation pour la Coopération Economique S.A. France (PROPARCO) for partial funding of projects.
- Projects will be partly funded by raising of funds by way of issuance of equity shares or other eligible securities for an aggregate amount not exceeding Rs. 150 crore (Rupees One hundred and Fifty crore) by way of qualified institutions placement ("QIP") or other permissible mode in accordance with applicable laws, subject to the receipt of the necessary approvals as may be required.

## **Profit & Loss Statement - Consolidated**





Profit & Loss (Rs. Mn)	Q4FY25	Q4FY24	Y-o-Y / Bps	Q3FY25	Q-o-Q / Bps	FY25	FY24	Y-o-Y / Bps
Revenue	1,603	1,379	16%	1,323	21%	5,505	4,614	19%
Other Income	2	2		4		14	16	
Total Revenue	1,606	1,381	16%	1,327	21%	5,518	4,630	19%
Cost of Goods Sold	670	591		622		2538	2093	
Gross Profit	936	790	18%	704	33%	2,980	2,537	17%
Gross Profit Margin	58%	57%		53%		54%	55%	
Employee Cost	172	137		149		621	544	
Other Expenses	433	424		425		1,665	1,469	
EBITDA	331	229	45%	130	154%	694	523	33%
EBITDA Margin	21%	17%		10%		13%	11%	
Depreciation	42	34		41		160	125	
Finance Cost	32	17		29		105	73	
Exceptional Item	0	24		0		0	24	
PBT	257	154	67%	60	325%	429	302	42%
Tax	62	37		17		122	75	
PAT	194	117	67%	44	344%	307	226	36%
PAT Margin	12%	8%		3%		6%	5%	
EPS	36	22		8		58	42	

### **Balance Sheet Statement - Consolidated**





Liabilities (Rs. Mn)	Mar-25	Mar-24
Equity Share Capital	53	13
Other Equity	1,863	1,654
Equity attributable to owners of the Company	1,916	1,667
Non-Controlling Interests	0	0
Total Equity	1,916	1,667
Non-Current Liabilities	564	382
Financial Liabilities		
(i)Borrowings	376	219
(ii)Lease Liabilites	3	3
(iii)Other Financial liabilities	1	2
Provisions	43	33
Deferred Tax Liabilities (Net)	141	124
Current Liabilities	1,640	1,375
Financial Liabilities		
(i)Borrowings	1,086	907
(ii)Lease Liabilites	3	3
(iii)Trade Payables	283	242
(iv)Other Financial Liabilities	53	36
Other Current Liabilities	164	168
Provisions	23	18
Current tax liabilities (Net)	27	3
Total Equity & Liabilities	4,120	3,424

Assets (Rs. Mn)	Mar-25	Mar-24
Non-Current Assets	2,185	1,689
Property, Plant and Equipment	1,671	1,442
Capital work in progress	273	10
Right of use assets	140	142
Investment Property	10	10
Other Intangible assets	2	2
Intangible assets under development	0	0
Financial Assets		
(i)Investments	1	1
Non-Current Tax Assets (net)	54	58
Other Non-Current Assets	35	23
Current Assets	1,934	1,736
Inventories	534	491
Financial Assets		
(i) Investments	15	16
(ii)Trade receivables	1,006	1,060
(iii)cash & cash equivalents	13	2
(iv)Bank balances other than mentioned	2	1
(v)Other Financial assets	253	61
Other Current Assets	111	105
Total Assets	4,120	3,424

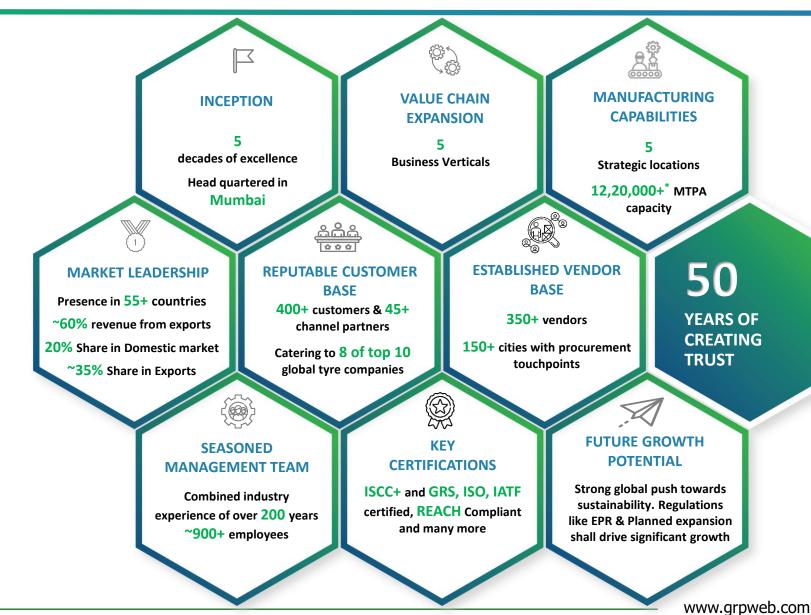


### **GRP Is A Marquee Scalable Integrated Polymer Recycling Company**









\*Includes capacity of Crumb capacity added in Q4 FY25

### With Clear Vision And Values...



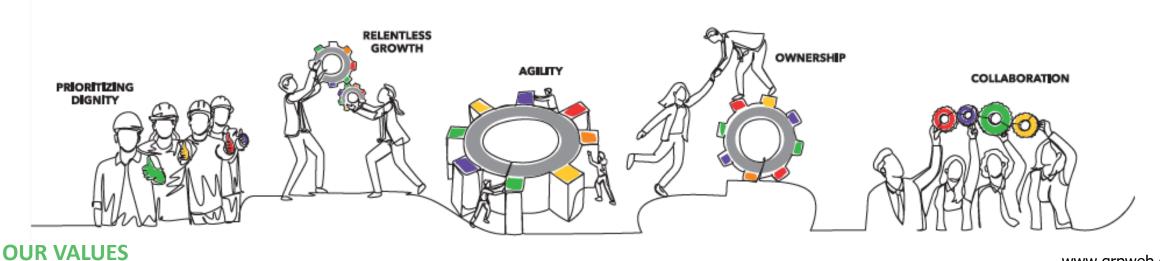


### Company

**GRP is a sustainable materials producer** that helps brand owners fulfil obligations for responsible use of end-of-life waste

### **Our Vision**

The trusted global partner offering innovative sustainability solutions, committed to responsible value creation for all stakeholders

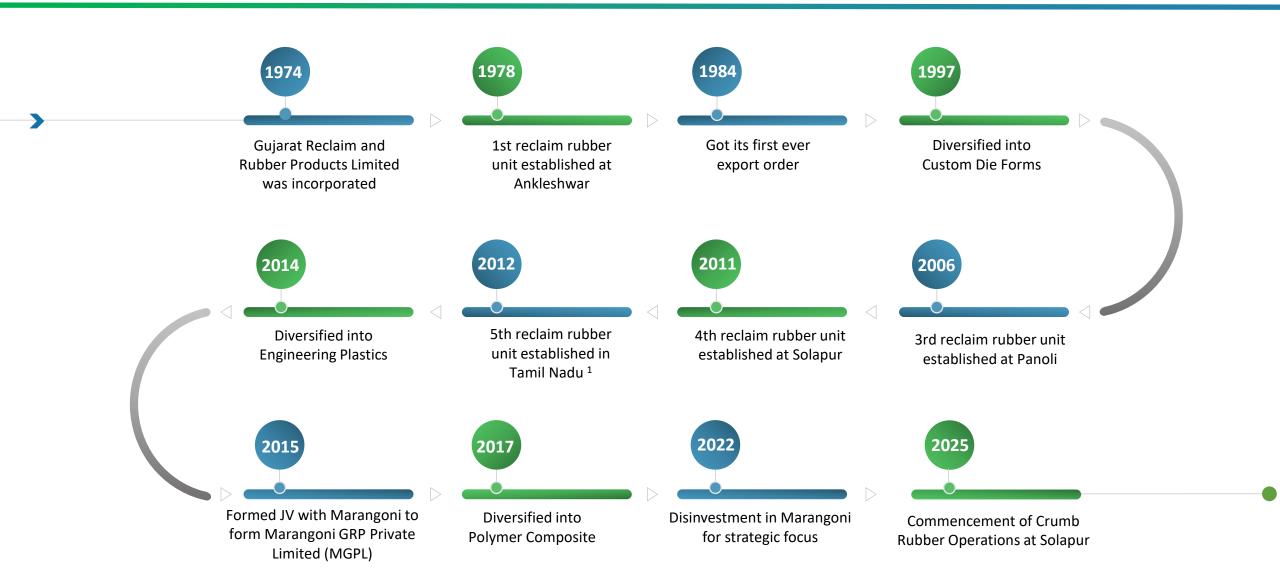


15

### **5 Decades Of Journey Towards An Integrated Recycling Platform**







## Pioneering The Value Chain With 5 Business Verticals And Diverse Customer Segments...





#### **Business Verticals**



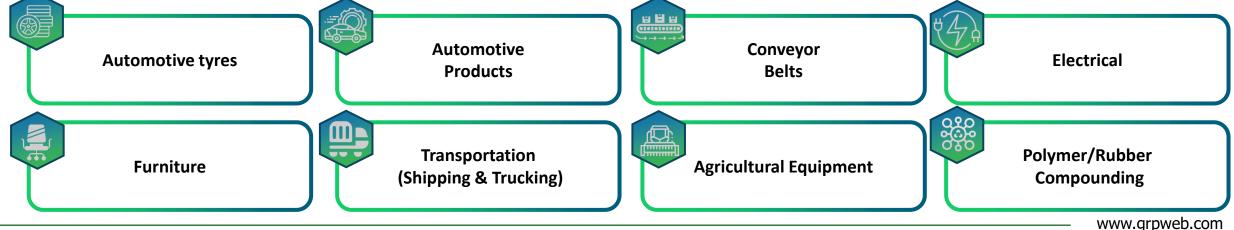








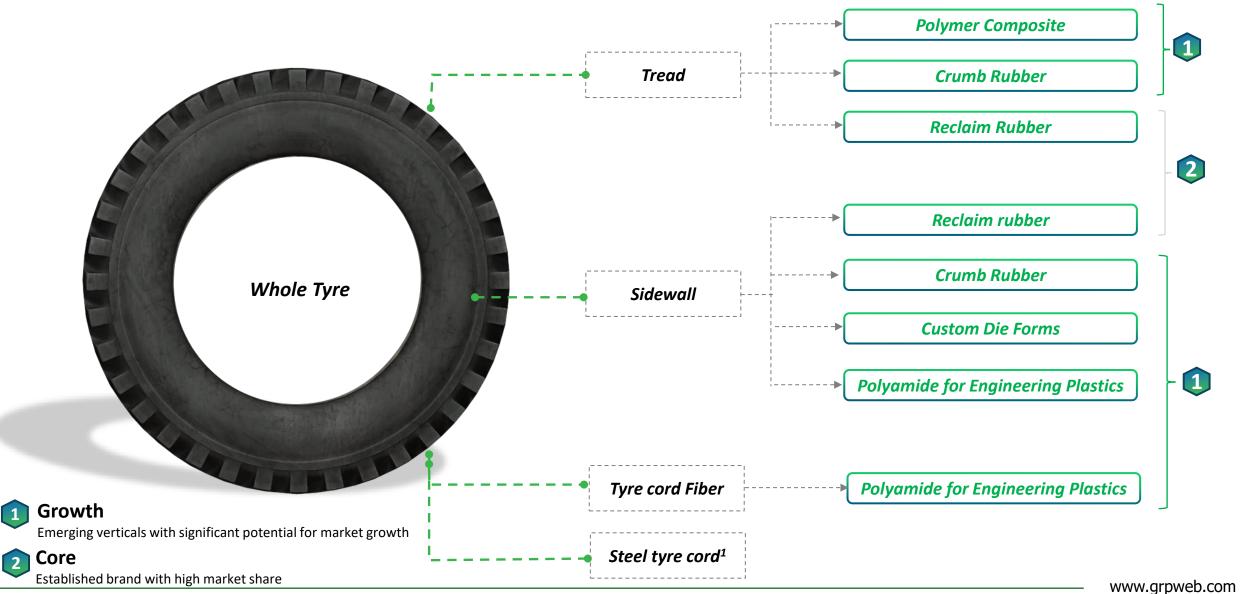
### **Key Customer segments**



## **Maximizing the Use of End-of-Life Tyres Across Verticals**





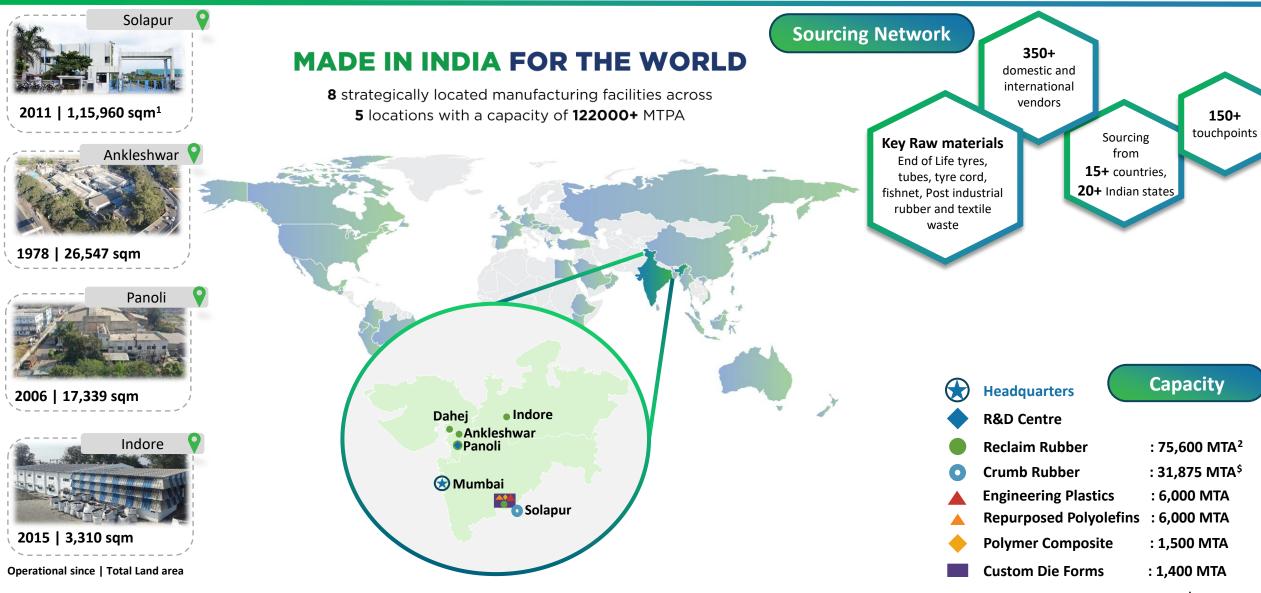


1 Sold to local steel rolling mills

### Made In India For The World With Well-diversified Procurement Network







www.grpweb.com

<sup>1.</sup> Includes area of all the plants within Solapur including newly acquired plot for expansion; Additionally, Dahej plot is spread across land area of 31,020 sqm 2. Includes capacity of 3600MTA which was added in Reclaim Rubber, 3. Production from this will be subsequently used as input for upcoming pyrolysis plant

### **Wide Range of Applications for Reclaim Rubber**









#### **ECONOMIC**

- Cost-saving by replacing virgin rubber & Carbon Black
- Reduced processing costs

#### **PROCESSING**

- Faster mixing cycle & Improved extrusion rate
- Reduced splicing defects
- Controlled die swell

#### **ENVIRONMENTAL**

- Provides alternative to hazardous, landfills
- Substitutes natural rubber & crude based synthetic rubbers saving scarce natural resources
- Reduces carbon emissions by 3-5MT per ton

www.grpweb.com

Note: Applications presented are not exhaustive

### **Advanced solutions for Engineering Plastics and Repurposed Polyolefins**





#### **ENGINEERING PLASTICS**

**POLYAMIDE 6** 

- High quality engineering plastic, used in applications requiring superior mechanical properties
- Appropriate for customers seeking weight savings, function integration and design freedom



**Engine Cover** 



MCB Cover



Chair Star Base

### **REPURPOSED POLYOLEFFINS**

#### ICPP

 Used across various applications in the automotive and industrial sectors



Paint Pail



**Lubricant Pail** 



Automotive Battery Cover

#### **PBT**

- Used primarily in electrical/electronics applications
- Highly heat-resistant up to 150 degree C (or 200 degree C, if reinforced)
- Has low moisture absorption and high dimensional stability



Connectors



Bulb Housing



Consumer Appliances

#### **TPE - PP BASED ELASTOMERS**

- Blend of EOL PP and EPDM reclaim rubber from EoL tires
- Improved flexibility, impact resistance and low temperature performance



Basket



Gear Knob



Castor Wheels

#### **POLYAMIDE 66**

- Offers higher toughness with high hydrolytic stability
- PA66 is well-known for flowability and quick crystallization
- Used in highly stressed technical parts and electrically insulating parts



Automotive Fasteners



Wiper Motor Cover



Cable Ties

## PP GLASS FILLED AND TALC FILLED COMPOUNDS

 Used across various applications in the household, automotive and electrical sectors



Consumer Appliances



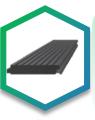
Dashboard Components

### **Polymer Composite and Custom Die Forms For Diverse Industries**





POLYMER COMPOSIT



#### **BOARDS**

- Highly customizable boards include tongue and groove, lug boards, planks etc.
- Trailer decking application as an alternative to steel and wood leads to a 25% -28% reduction in carbon footprint coupled with a reduction of 1 MT of solid waste generated



#### WHEEL CHOCKS

Used by commercial vehicles and planes to prevent accidental movement



#### **DUNNAGES**

- Largely used to secure and support the cargo
- Used for storage and distribution of steel as coil rest
- Used to protect corner cracks in glass applications



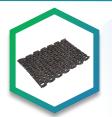
#### **PALLETS**

- Combat offload pallets are used in military for Container Delivery Systems, and Aerial Drop Training, as it sustains heavy weight and heavy impact.
- Rigid material used to load and secure in transportation and warehousing



#### **BUMPERS**

 Used by commercial vehicles to withstand impacts and protect the front and rear from damage during collisions



#### LINK MATS

 Installed for workplace safety to provide impact absorption and grip at industrial sites



#### VIBRATION PADS

 Assisting in noise reduction, employee safety, and machinery & equipment protection



**FORMS** 

**CUSTOM DIE** 

#### **DOCK FENDERS**

 Installed to provide protection to trailers, vehicles, loading dock equipment, etc.



#### **HARVESTOR BLADES**

Used in agriculture harvesting machines



#### **SNOW MOVING BLADES**

 Rubber pads used to plow snow in snow moving equipment

www.grpweb.com

22 Note: Applications presented are not exhaustive

### In-house R&D - Driving Innovation In Product, Process, and Application







GRP has developed an in-house R&D for Product, Process and Application Research

### **Department of Scientific & Industrial Research Recognized**

#### **Product:**

Continuous development of new products and categories



### Process:

Development / improvement of sustainable processes

**Key Principles** 



#### Application:

Products designed to adhere to customer needs



#### **Product:**

- The R&D team develops new grades in response to market demand
- These grades enable customers to substitute virgin compounds more effectively

# 

#### **Process:**

- Focused efforts on reducing CO<sub>2</sub> emissions through process innovations that minimize the use of coal, oil, and natural gas in manufacturing
- Developed proprietary mechanical devulcanization processes, replacing the previously used thermal methods



#### **Application:**

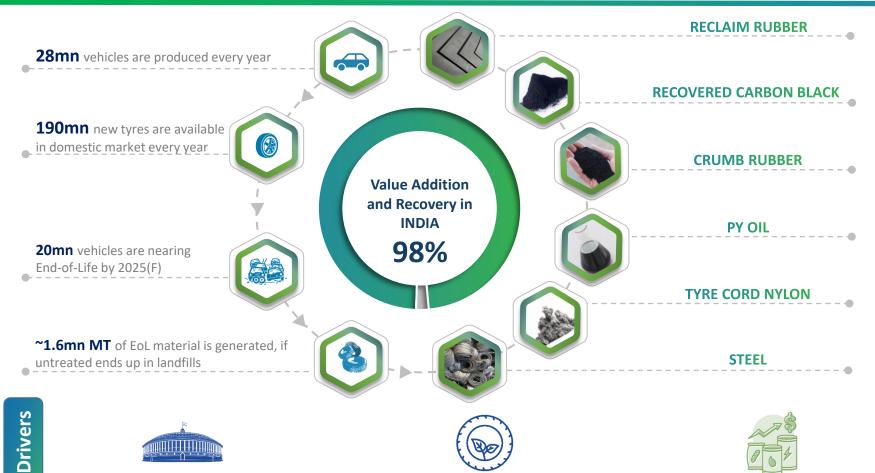
- Joint R&D to help customers utilize higher content of recycled materials as substitutes
- Concentrated efforts on reclaiming materials from non-tyre sources for broader use in the rubber industry

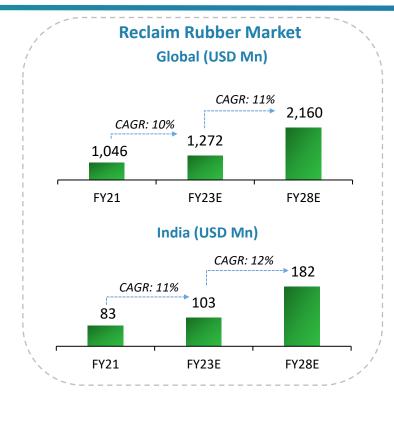
Growth

## **Limitless Possibilities In Waste To Wealth With Growing Market Globally**









Rising focus on sustainability by governments across the globe as the need for circular economy and environment friendly products / process gain steam



Focused efforts by leading tire manufacturers globally who have set sustainability targets to achieve c. 40% sustainable sourcing by 2030 and c. 100% carbon neutrality / sustainable sourcing by 2050



Introduction of EPR guidelines shall further lead to increased usage of sustainable materials manufacturers and add a revenue stream for recyclers without additional capital expenditure

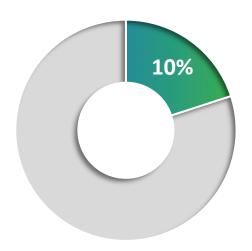


India is one of the fastest growing automotive markets globally across both passenger and commercial vehicles, and has emerged as the 3rd largest market by volume in 2022

### **Significant Growth Opportunities in the Plastic Market**



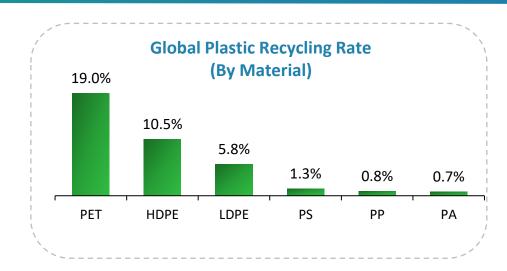




#### Plastic waste generation

Globally, around 400mn MTA of plastic waste is generated, 10% of this is recycled

Rest is either incinerated or dumped into landfills or leaked into the environment.



### **Key Growth Drivers and Synergies**

#### Nylon



#### Access to in-house raw material:

 Nylon extracted from end-of-life tyres provides raw material for the plastics vertical, thus increased tyre processing enhances access to secondary Nylon



#### **Growing end-use applications:**

 Significant growth driven by rising demand across various end-use applications like automotive, electrical, building and construction, etc.



#### **Sustainability focus:**

 Increased focus on use of sustainable materials across the value chain by leading manufacturers globally

#### Polypropylene



#### Rising demand for recycled polypropylene:

 Robust growth in demand due to rapid increase in usage of recycled polypropylene in packaging and allied sectors



#### **Demand supply gap of Virgin Polypropylene:**

 Shortfall in supply against growing demand is increasing imports and reducing exports of Virgin polypropylene



#### Introduction of sustainability guidelines:

Introduction of EPR coupled with increasing sustainability targets of brand owners, has further accelerated the demand for recycled material

# Well Entrenched Customer Relationships With Reputed Tyre And Non-tyre Customers





40+ percent

Customers have been associated with GRP for >10 years in reclaim rubber

































### Celebrating Excellence: Awards and Accolades Recognizing Our Achievements





#### Recent inclusion to our achievements



#### **Crisil Rating**

Long term loan: A-Short term loan: A2+



First Reclaim Rubber manufacturer to receive

**ISCC+ Certification** 



Secured GRS for Plastic materials



CDP rating of "C"



Consistently Certified as a **Great Place to Work** for the **third time** 







ecovadis



**CERTIFICATIONS** 



ISO45001:2018







Supply Chain Leader Award at Logistics 2.0



Computer World Information Technology Awards (For ERP for Economic, Environmental and Social Sustainability)



Runner up



For export performance



HR Excellence in **Employee Engagement** 



ACCOC Awards - 6 Gold



For export performance



Finalist Parivartan Sustainability Leadership Award



Indian Circular **Economy Award 2021** 



ACCQC Awards - 1 Silver



HR Innovation in Learning and Development













## **Distinguished Board of Directors**



















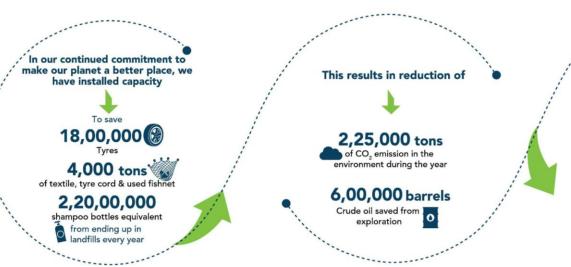
### Paving the Way for Sustainability With Focus On ESG





### COMMITTED TO GROWTH IN A GREENER WORLD

5 decades of expertise in recycling



As a result of our efforts we could prevent production of

40,000 tons

Virgin rubber & plastic every year further saving oil exploration and thereby leaving behind fossil fuels

in the ground

Voluntarily published Business Responsibility and Sustainability Report (BRSR) in 2024

20% women participation in workforce by 2025

### HIGHLIGHTS

Zero Liquid
Discharge
Operations

Green Tech
Investments
Products
with LCA results

#### 10%

Reduction in Scope 1 & Scope 2 emissions per MT produced in FY24 YoY

#### 20%

Energy needs harnessed using wind & solar sources



www.grpweb.com

Source: Internal estimates

### Sustainable Development Goals (Adopted By GRP)





GRP believes in 'giving back to the society and the planet', it has shown a high level of engagement across following six out of the seventeen SDGs adopted by all UN member states to build a better world for people and planet



#### Wellness initiatives

Health checkups, Stress management, Holistic wellness, Yoga, Dance sessions, Power nap at HO, Birthday celebrations

Healthcare support

Outdoor workforce safety, Fire safety

Substance abuse awareness

Community contribution



Educational donations at Orphanage homes, Visually impaired and special needs children school

**Mobile Education Vans** 

Internship opportunities for students

Encouraging employees in pursuit of higher education



Signatory of the UN WEP

Support for women entrepreneurs

Creating appropriate infrastructure and environment for women workers

POSH awareness sessions

Celebration of men's and women's day



Drinking water stations and toilets for girls

Water coolers at plants

Zero Liquid Discharge Operations

Installation of Effluent Treatment Plants and Multiple Effect Evaporator systems to enhance wastewater treatment



Target to harness 50% of energy needs through renewables by 2025

Way ahead with solar energy as a sustainable solution

Investments in wind solutions

Greener technologies and energy sources such as Biofuel systems to reduce carbon emissions



Recycling, reusing and reducing EoL tyres, plastics and converting into sustainable materials through multiple verticals

Responsible packaging -Reduction in Wooden pallet consumption

Replaced diesel forklifts with electric forklifts

### **CSR - Leading Positive Initiatives For A Better Future**





At GRP, CSR contributes in shaping the 'How' and the 'Why' of almost every activity we undertake. Over the years, we are happy to have played a role in giving back to the community through our products as well as our CSR activities. We are grateful to have witnessed the positive impact of our efforts; in making a long-lasting difference to the people of India and the world at large



- Mobile vans for elementary education
- Vocational training for adult education
- Merit based scholarship to support University Education
- Strengthen / support existing institutes engaged in providing primary, secondary and higher level education



#### SUSTAINABLE LIVELIHOOD

- Vocational training aimed at employability
- Supporting initiatives around Yoga, meditation and self-help
- Awareness programs for clean living/housing facilities
- Awareness programs on hygiene, safe water
- Encouraging plantation of trees through self help groups of women



#### **HEALTHCARE**

- Primary healthcare centres
- Mobile healthcare projects
- Healthcare through awareness programs
- Blood donation camps
- Sponsorship for Dialysis center



#### **WOMEN EMPOWERMENT**

- Girl child education upto University
- Supporting groups for women empowerment
- Building toilets for better women hygiene
- Rewards to women leaders who created positive change in villages

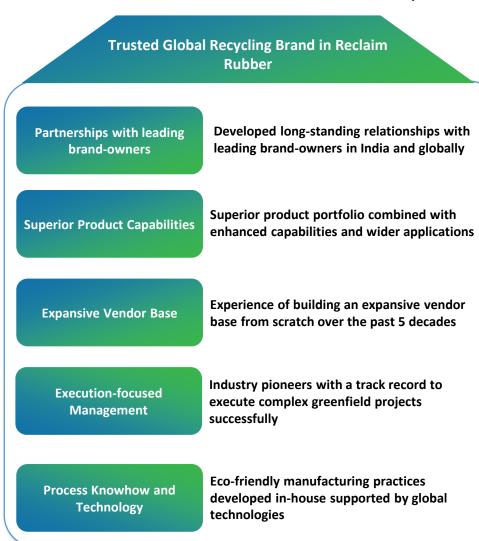


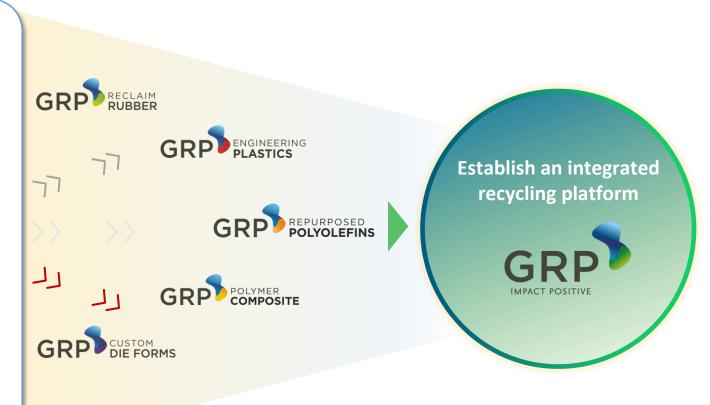
### Key Rights to Win: Strategic Advantages for Market Leadership





#### GRP has built a reputable recycling brand which is trusted by leading brand owners globally





## Future Growth Pillars For The Business Across The Value Chain To Drive **Profitability**





GRP has established a reputable and scalable platform which can be leveraged to achieve the next level of growth

Consistent growth in existing business

**Demand for sustainability** 

 Leading companies globally have committed to achieve high sustainability targets in the near future, which shall significantly drive need for sustainable materials

Government focus on sustainability

Governments globally and in India have introduced various regulations in order to achieve sustainability, placing high emphasis on supplier selection

**R&D Capability** 

- Ability to partner with leading global peers to further enhance technology and maintain leadership profile
- Set to launch a new low cost and high margin reclaim product developed in-house

**EPR** guidelines in India

- Additional revenue stream for companies like GRP without further investment
- Since GRP mainly sources domestically through its extensive supplier network, liability to buy credits for imported EOL tires is minimal

Strong growth in existing business with deeper market penetration

### At the right inflection point to scale up through additional capital adjacencies

- **Opportunities in value chain**
- In process of setting up a greenfield project for Crumb and downstream solutions, adjacent to the reclaim rubber unit
- Significant revenue potential coupled with inter-unit synergy benefits
- Identification/development of technologies for value chain opportunity
- **Technology** led expansion
- Prudent capital expansion through new technologies for developing enhanced reclaim rubber solutions
- Successful track record of setting up and operationalizing greenfield facilities

**Potential adjacencies** 

Well positioned to capitalize on extensive customer relationships and experience across the reclaim rubber value chain

Potential incremental growth

# Capitalizing on EPR Guidelines: Opportunities for Leading Tire Recycling Companies like GRP





Recent government guidelines for implementation of EPR in the domestic market shall further boost the need for rubber recycling in India and open up a new revenue stream for players like GRP

- Tire manufacturers and importers are required to recycle 100% of the quantity of new manufactured or imported tires after 2025
- Alternatively, they need to acquire EPR certificates of equivalent quantity of tires manufactured or imported
- These certificates shall be generated on portal set-up by the CPCB
- EPR certificates shall be earned by recyclers based on the quantity recycled



## **EPR In Plastic Packaging Overview: Producer (Category - 1 Only)**





The Government guidelines which mandate rigid plastic packaging producers to recycle and incorporate recycled content in their products shall drive the demand for recycled polypropylene

**FY29 FY22 FY23** FY24 **FY25 FY26 FY27 FY28** onwards 25% 70% Quantity eligible for EPR target is calculated as Q1 = A + B - C 100% **EPR Target** 50% 70% **Minimum** ■ Calculated as a % of EPR target • Producers shall ensure minimum level of recycling (excl. EOL Recycling disposal) of plastic packaging waste collected under EPR **Obligation Producer** 30% 40% 50% Calculated as a % of plastic manufactured for the year Recycled Producers shall ensure use of recycled plastic content in their products **Plastic** • If producers are unable do so, CPCB will grant them an exemption to purchase certificates from other producers, brand-owners and importers Usage **Quantity Eligible for EPR** Q1 = Annual quantity supplied to entities such Average quantity of pre-consumer Average weight of plastic packaging as brand owners including plastic packaging waste in the last 2 material sold in the last 2 financial years supermarkets, MSMEs, online platforms, financial years etc.

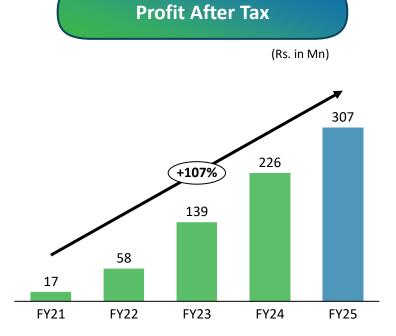
### **Historical Financial Performance**









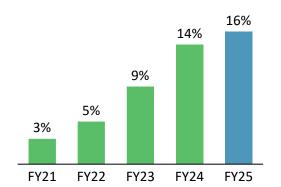


### **Key Financial Ratios**

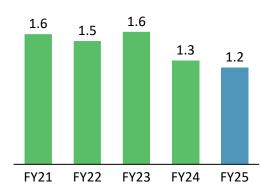






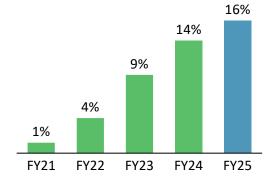


Current Ratio
Current Assets / Current Liabilities

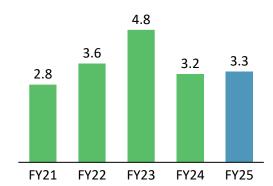


Return on Equity (%)

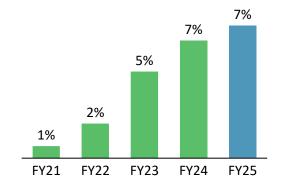
Net Profit / Networth



Fixed Assets Turnover Sales / Fixed Assets

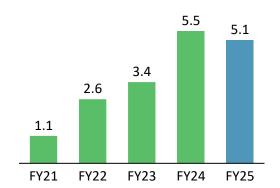


Return on Asset (%)
Net Profit / Total Assets

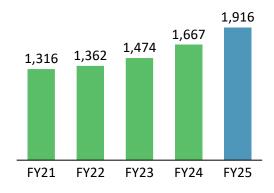


Interest Cover Ratio

EBIT /Interest

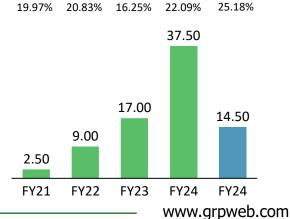


Networth (Rs In Mn)



#### **Dividend Payout (INR Rupees)**

Dividend payout as percentage of PAT



Note: Fixed Asset Turnover – Sales = Revenue from operations

# **THANK YOU!**

**Company:** 



CIN: L25191GJ1974PLC002555

Ms. Shilpa Mehta **Chief Financial Officer** investor.relations@grpweb.com www.grpweb.com

**Investor Relations Advisors:** 

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Abhishek Shah / Mr. Vatsal Shah abhishek.shah@sgapl.net / vatsal.shah@sgapl.net +91 99306 51660 / +91 88796 59884 www.sgapl.net







