GRAVITA INDIA LTD.

Corp. Office :Gravita Tower, A-27 B, Shanti Path,
Tilak Nagar, JAIPUR-302004, Rajasthan (INDIA)
Phone : +91-141-2623266, 2622697 FAX : +91-141-2621491
Web : www.gravitaindia.com
CIN:- L29308RJ1992PLC006870

23rd January, 2023

GIL/2022-23/78

To, The Listing Department The National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block-G, Bandar-Kurla Complex, Bandar(E) Mumbai-400 051 Fax No.: 022-26598237/38 Company Code: GRAVITA	To The BSE Ltd. Phiroze Jeejeebhoy Towers Dalal Street MUMBAI-400001 Fax No.: 02222723121 Company Code: 533282

Subject: Intimation under Regulation 30 of SEBI (LODR) Regulation, 2015

Dear Sir/Madam,

In Compliance of Regulation 30 of Schedule III of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we submit herewith the Investor Presentation on the Unaudited Financial Statements of the company for the quarter ended 31th December, 2022.

Yours Faithfully

For **Gravita India Limited**

NITIN GUPTA

Digitally signed by NITIN GUPTA
DN: c=IN, postalCode=302015, st=RAJASTHAN, street=JAIPUR, l=JAIPUR, o=Personal, serialNumber=64edf71a99714fa3aa6723068a8c3414a9e3a05a9e3c14ec5054dbcfbb8fede2, pseudonym=5b6f433a234b40aebce0fa818809f92d, 2.5.4.20=db0aa340e2a007c2a7ac2ec25ef1ecabee40a6e14124ab44e4074467728 7aed0, email=NITIN.GUPTA@GRAVITAINDIA.COM, cn=NITIN GUPTA
Date: 2023.01.23 16:26:09 +05'30'

Nitin Gupta
(Company Secretary)
FCS: 9984

Encl.: As Above

WORKS & Regd. Office:
'SAURABH', Chittora Road, Diggi-Malpura Road
Tehsil: Phagi, JAIPUR- 303 904, Raj. (INDIA)
Phone: +91-141-2623266, 2622697 FAX : +91-141-2621491
Email: companysecretary@gravitaindia.com

We Recycle to Save Environment

INVESTOR PRESENTATION

Jan 2023

GRAVITA

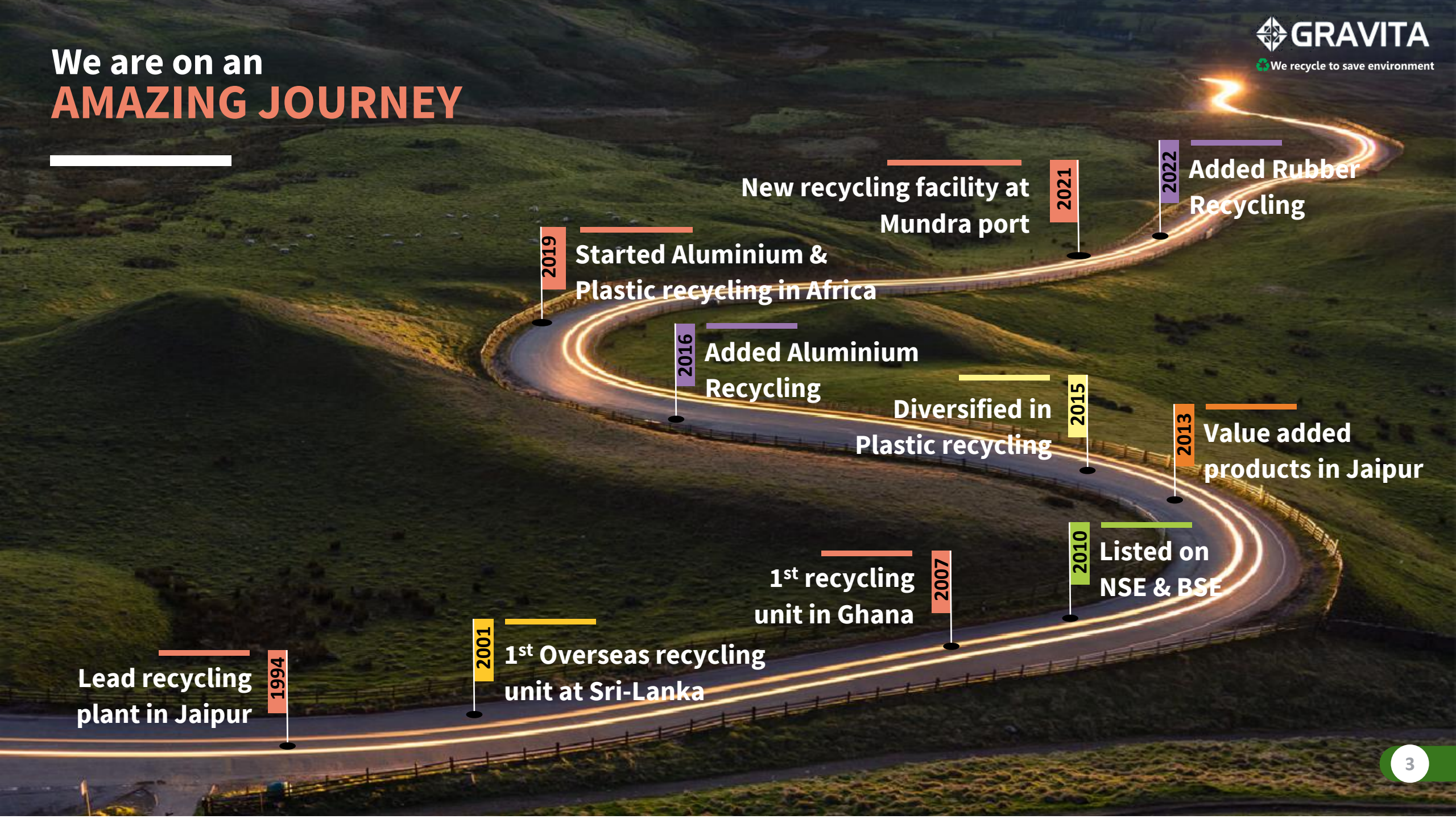
We recycle to save environment

Towards Clean, Green & Sustainable Future

30
YEARS
GRAVITA
We recycle to save environment
GRAVITA, Started In 1992 by First Generation Entrepreneur
RAJAT AGRAWAL at JAIPUR

GRAVITA
We recycle to save environment

We are on an AMAZING JOURNEY



VISION **2026**

New recycling verticals
Rubber, Lithium, Copper & Paper

25% +
Revenue CAGR

35% +
Profitability Growth

25%+
ROCE

50%+
Value added products

25%+
Non-Lead business

Our **Priorities**

- Shareholder value creation
- Return accretive growth
- Judicious use of capital

FINANCIAL Highlights

GRAVITA
We recycle to save environment

26 %
Revenue CAGR - 5 Yrs

~ 9%
Consistent EBITDA margins

A
External credit rating from ICRA

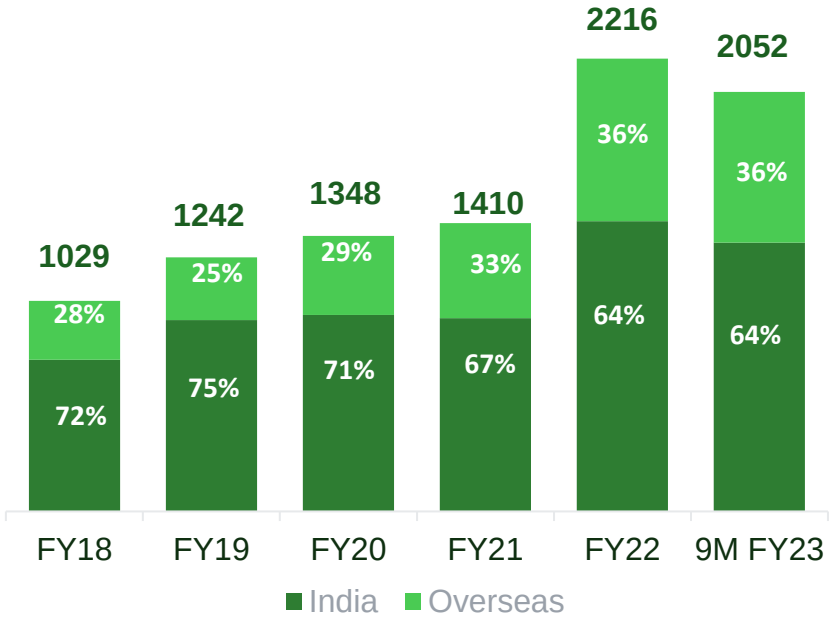
34 %
PAT CAGR - 5 Yrs

Locking the margins
Back-to-back hedging mechanism in place

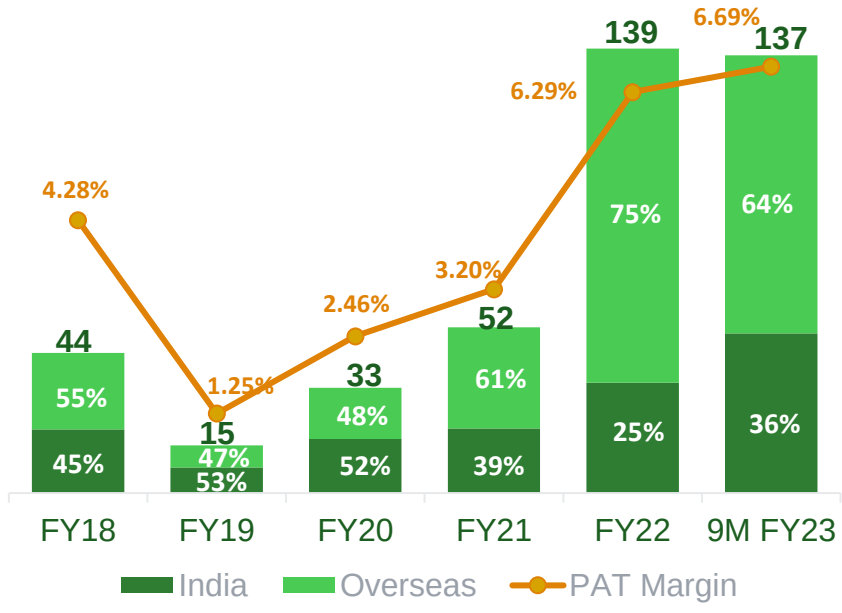
11 Years
History of sustainable dividend payouts

75%
Profit from overseas business with only 30% of the capital employed

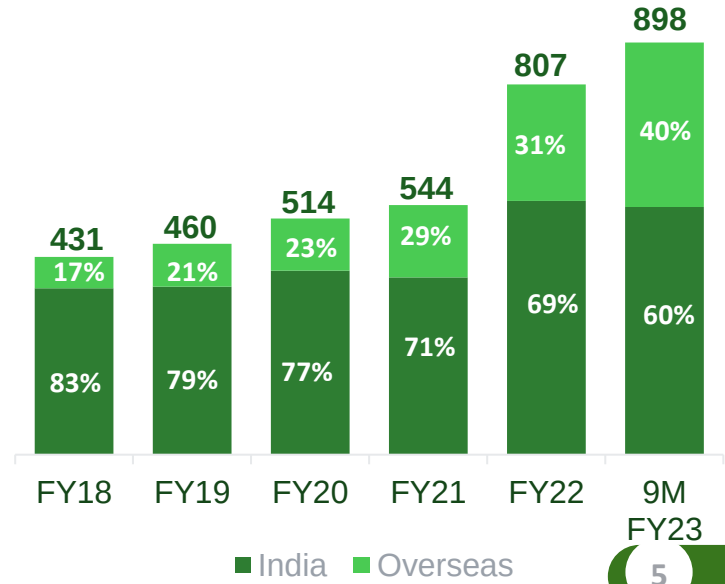
Revenue



PAT (Cr) and PAT Margin (%)



Capital Employed (Cr)



QUARTERLY HIGHLIGHTS - Q3 FY23

GRAVITA
We recycle to save environment

Changing gears - **VISION 2026**

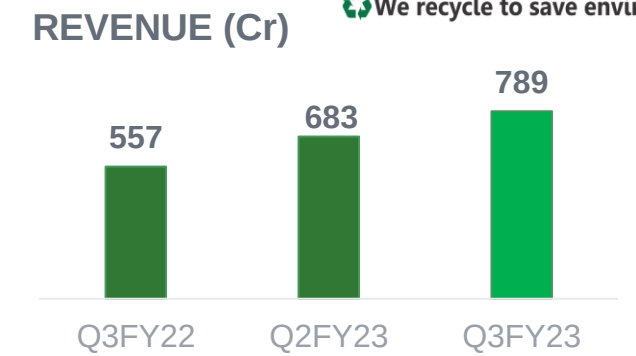
34%+ Volume Y-o-Y

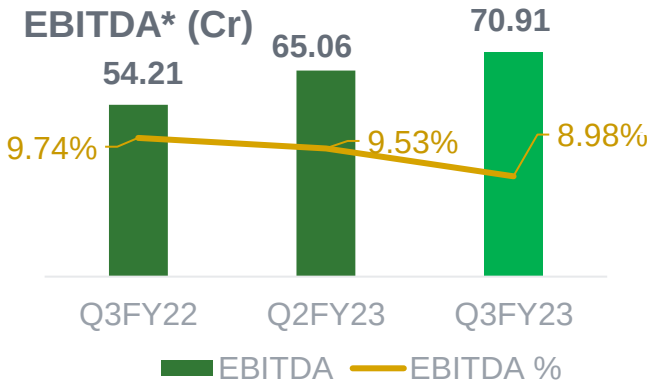
42%+ Revenue Y-o-Y

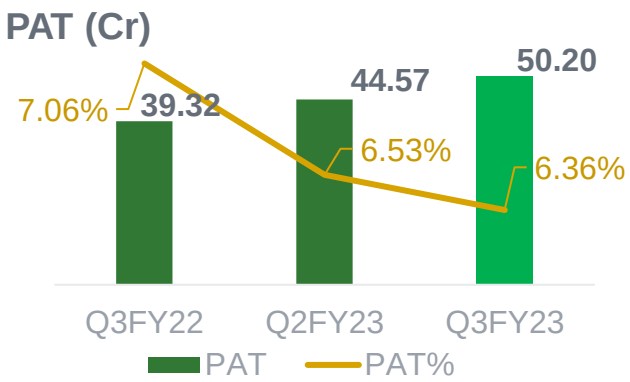
31%+ EBITDA Y-o-Y

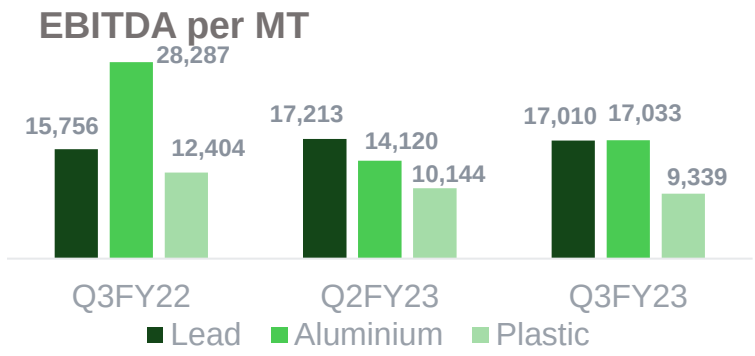
28%+ PAT Y-o-Y

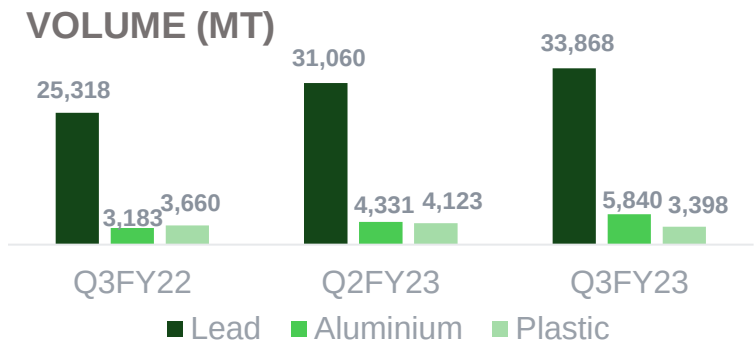
- **45%** Revenue from Value added products
- **30%** Revenue from Overseas Business
- **40%** Domestic scrap collection for Indian Plants
- **65%** Profit from Overseas business





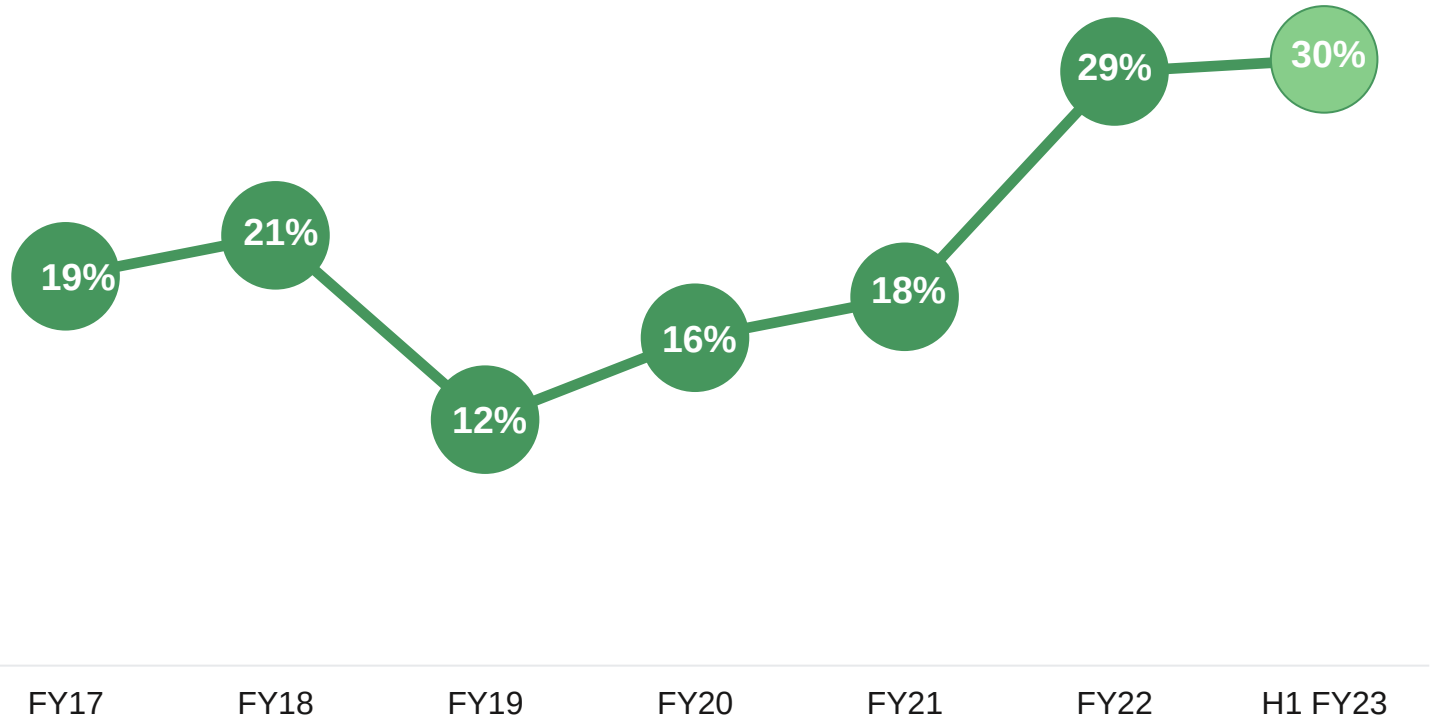






*Revenue / EBITDA after adjustment of income/loss from Currency & Metal hedging

RETURN ON CAPITAL EMPLOYED



*on Average Capital Employed

Target ROCE 25% +
Consolidated

Drivers of ROCE

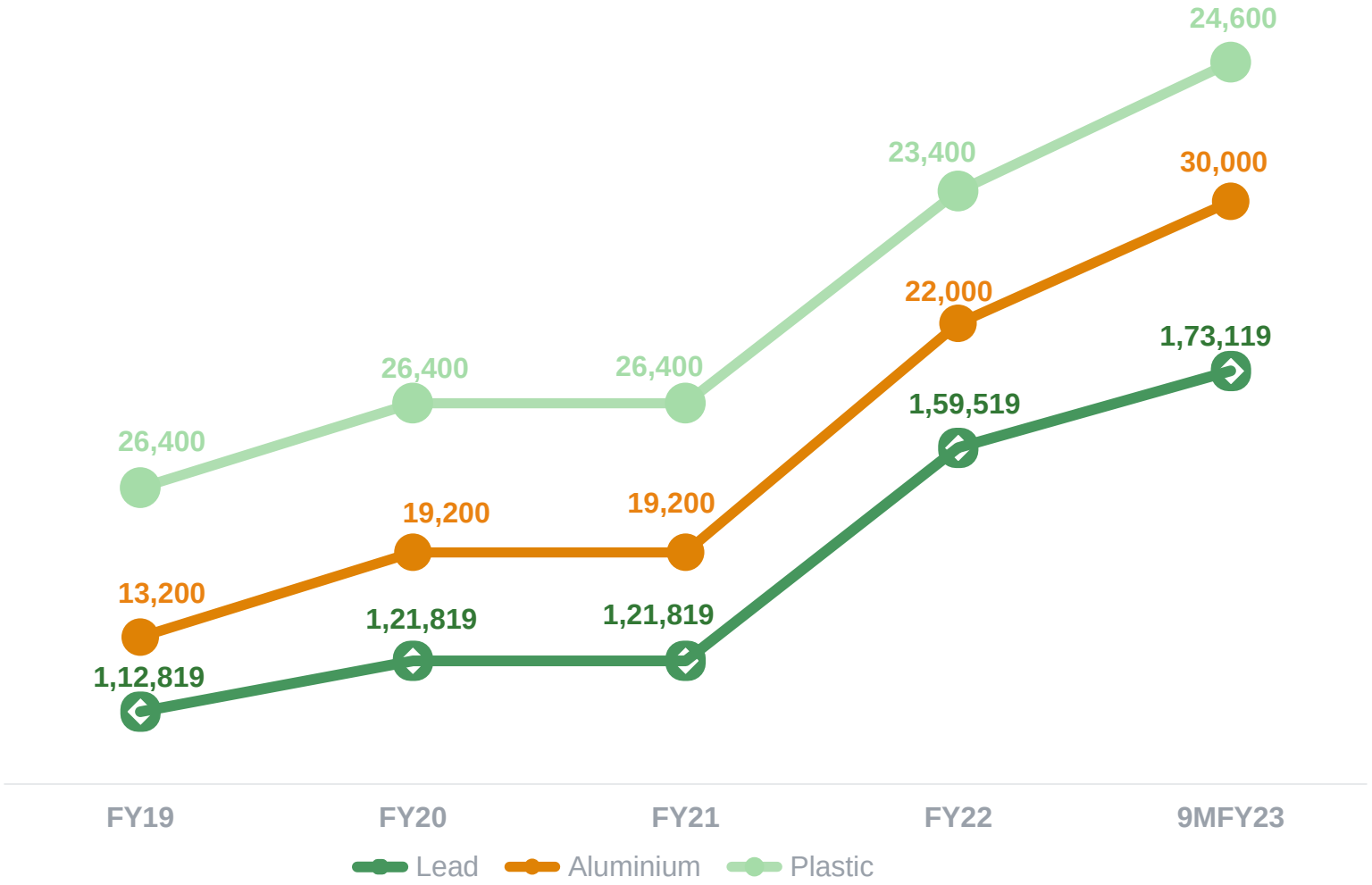
- Improving industry dynamics
- Resultant reduction in working capital
- Improving demand-supply
- Value added products

Capital Allocation policy for new projects

- **3 Years**
  Maximum Payback period
- **25% +**
  ROCE
- **8+**
  Asset turns

Capacity Expansion over the Years

GRAVITA
We recycle to save environment

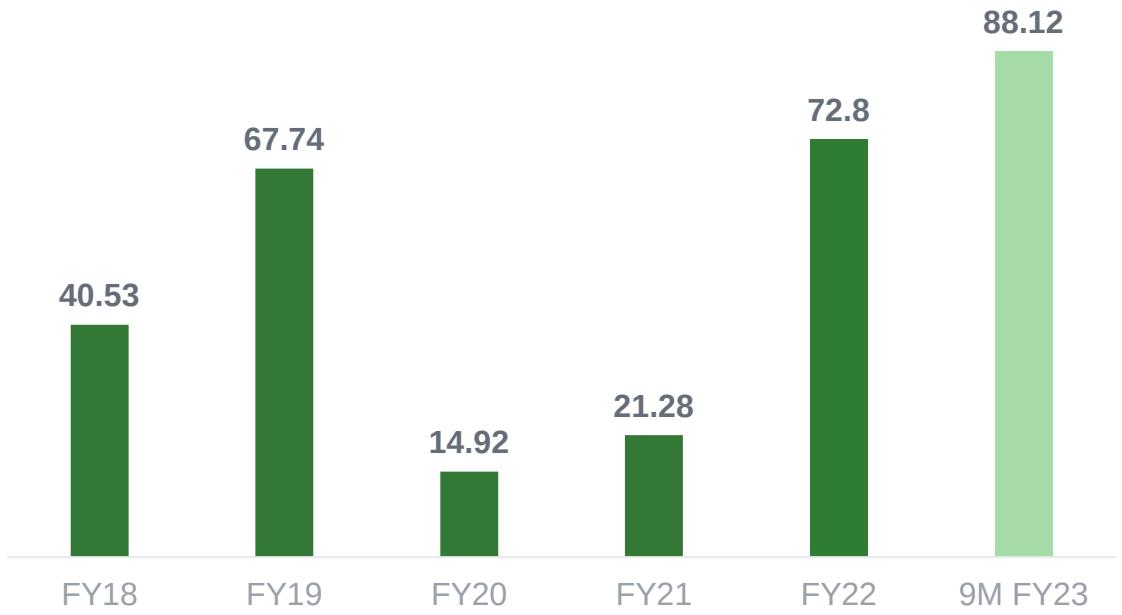


*Figures are in Metric Tons

4,25,000 MTPA

Capacity expected by FY 2026

CAPEX Trend over the years



*Figures are in INR Cr

Project Updates

Senegal -started Aluminium Recycling

- Annual capacity – 4,000 MTPA
- Investment made – Rs.3.5Cr. (from internal accruals)
- Expectation of Rs.60 Cr. additional revenues and gross margin of 20%

Ghana -started Plastic Recycling

- Annual capacity – Phase 1 – 1200MTPA
- Further plan to increase capacity to 2,700 MTPA in Phase 2
- Investment made – Rs.1.9Cr. (from internal accruals)

Togo -started Aluminium Recycling

- Annual capacity – 4,000 MTPA
- Investment made – Rs.11Cr. (from internal accruals)
- Expectation of Rs.60 Cr. additional revenues and gross margin of 26%

Leveraging existing **GRAVITA'S STRENGTHS**

Our Entry into new verticals is based on proven, existing Gravita's Strengths.

GRAVITA
We recycle to save environment

Barriers to Entry

Global Operations & Integrated Supply Chain

- Deep Routed procurement network
- Diversified Customer network

Operation Excellence

Strong Partnering Capability

Turnkey Recycling Technology Solutions

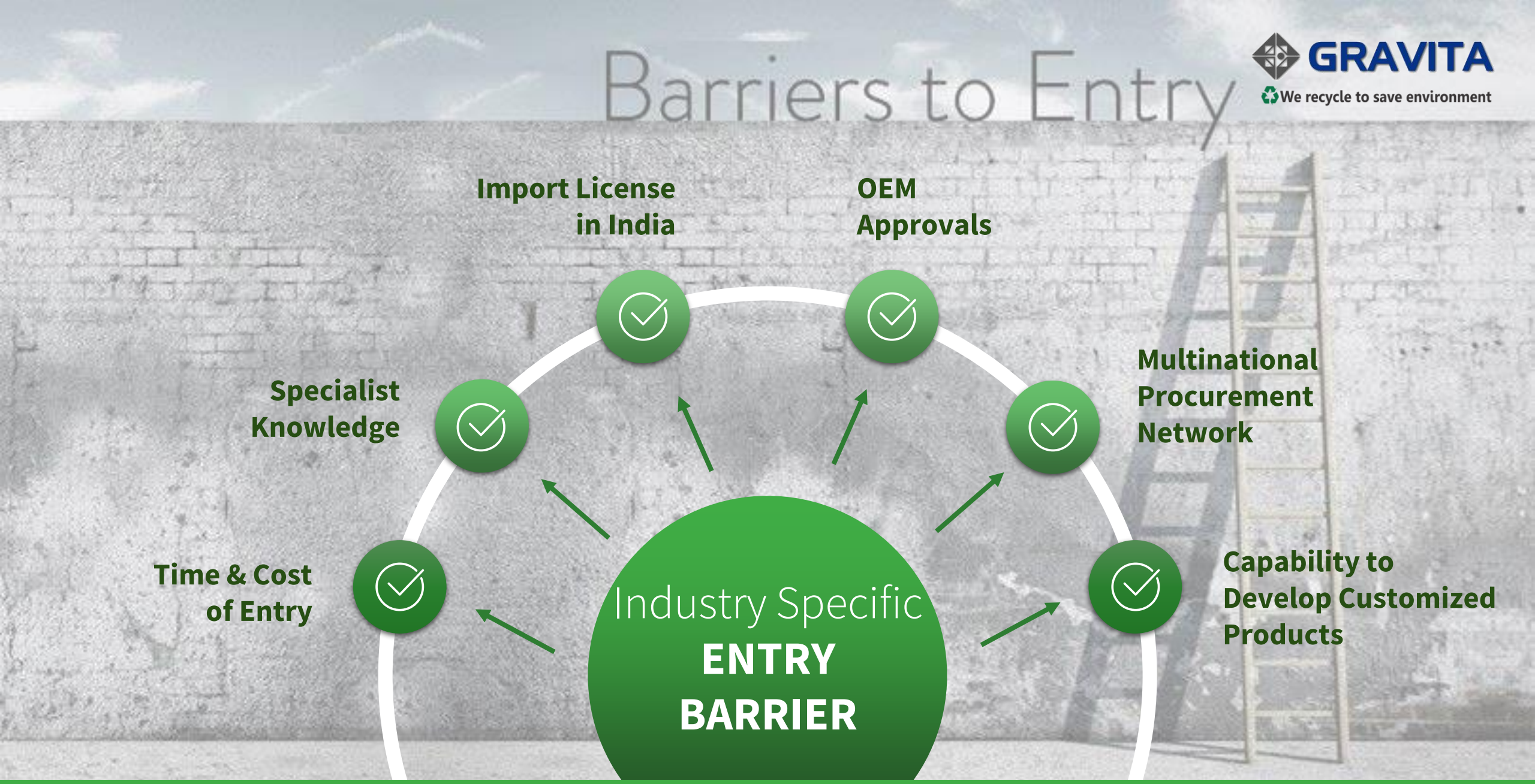
Robust Management

Customised & Value Added Products

Risk Mitigation-Back to Back Hedging Mechanism

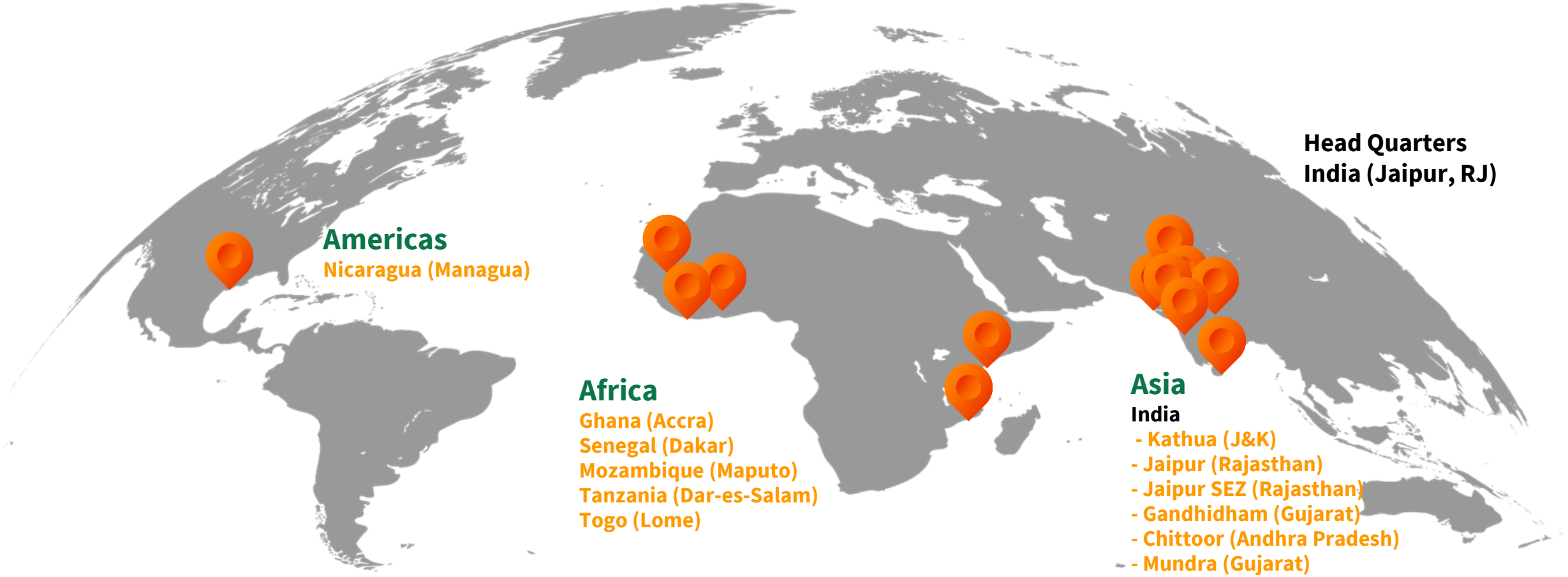
Barriers to Entry

GRAVITA
We recycle to save environment



GLOBAL & PAN INDIA Operations

- Global spread helps reduce logistics costs and procure material cheaper.
- Start small > grow volumes > establish new plants close to procurement sources.
- Increased flexibility in recycling closest to raw material access and consuming markets.



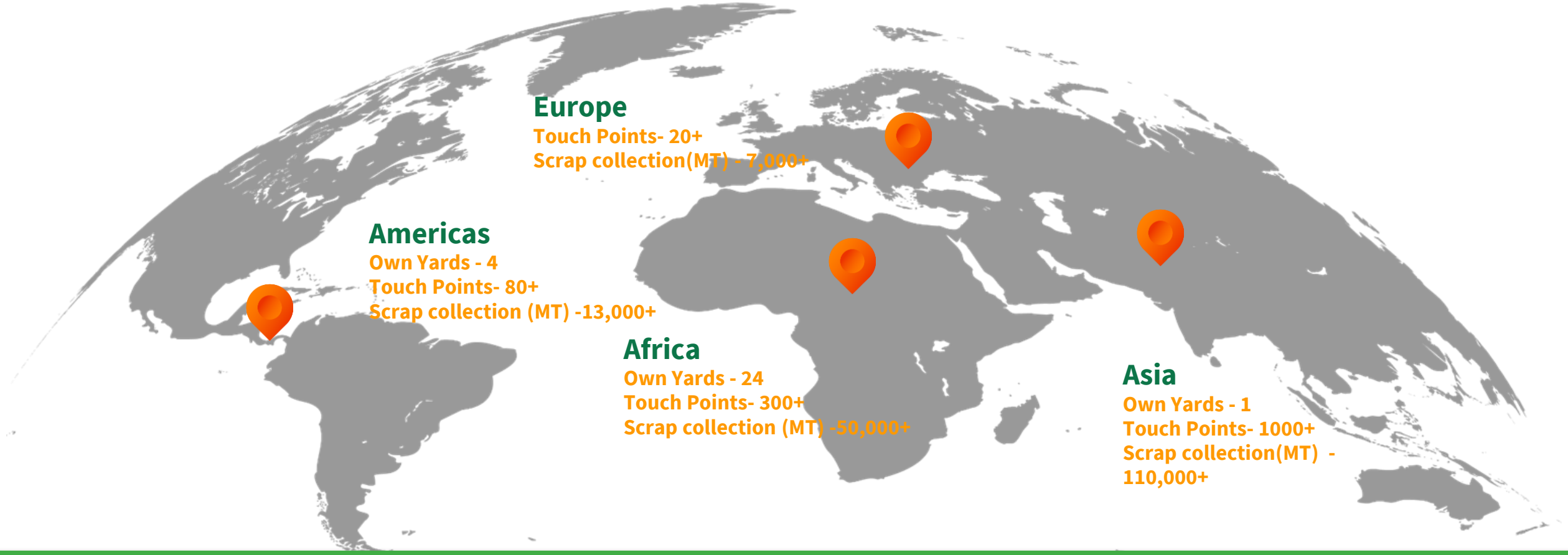
Deep Routed **PROCUREMENT NETWORK**

GRAVITA
We recycle to save environment

29
Own yards

1400+
Touch points

1,80,000 MT+
Scrap collection



Deep presence in Asia , Africa , Middle East, Europe & America ensures raw material at competitive prices

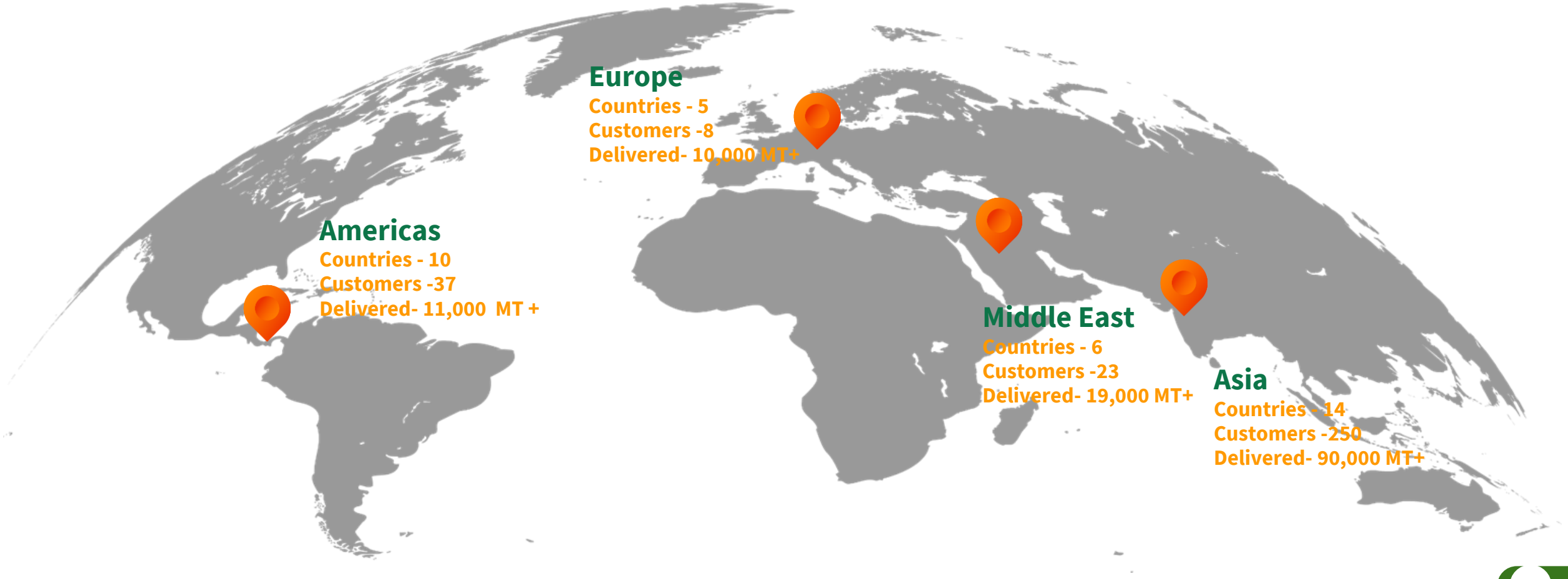
Diversified **CUSTOMER NETWORK - GLOBAL**

GRAVITA
We recycle to save environment

35 +
Countries

300 +
Customers

1,30,000 MT +
Recycled products delivered

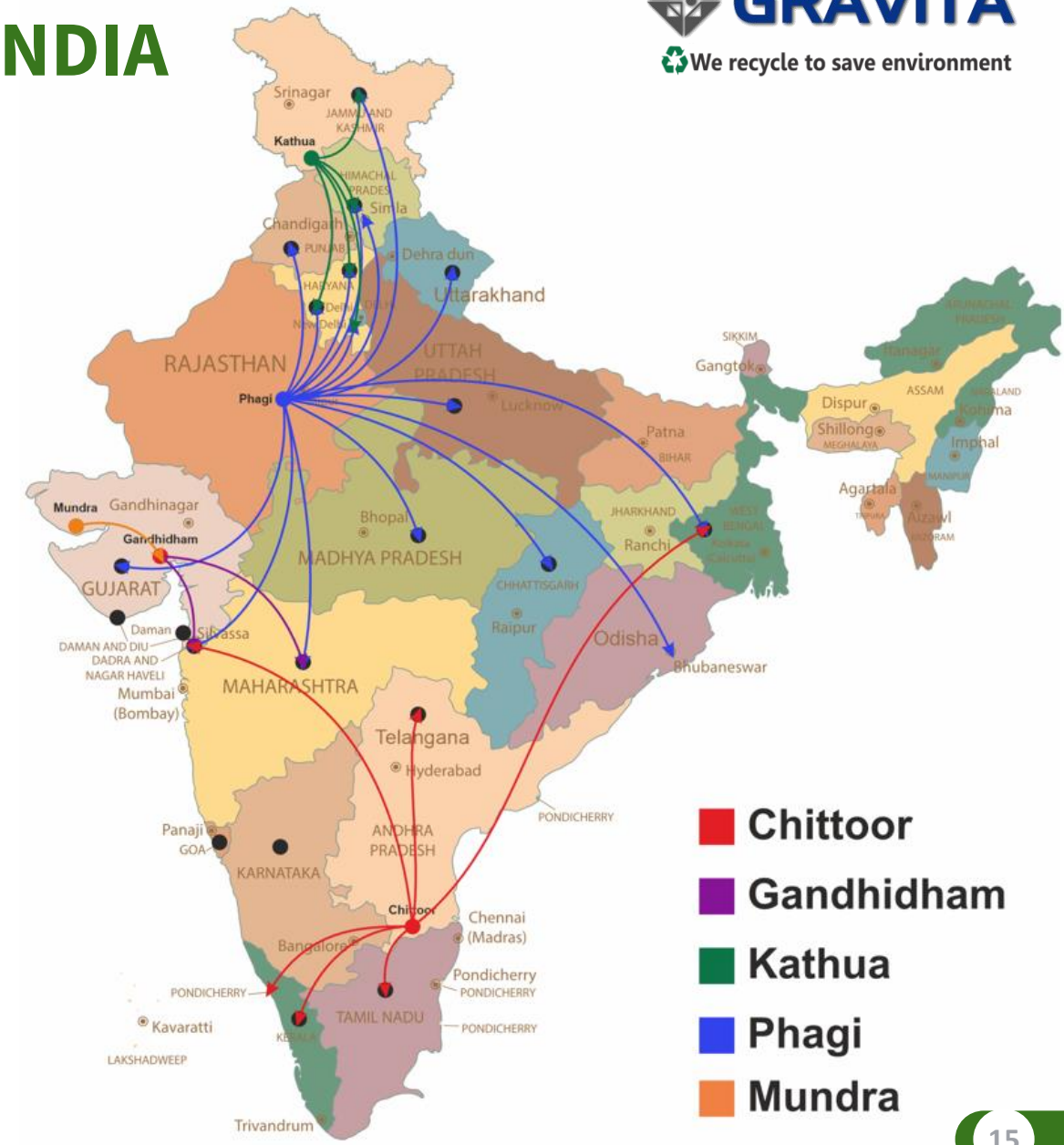


Diversified **CUSTOMER NETWORK- INDIA**

GRAVITA
We recycle to save environment

Gravita with pan India presence enjoys the logistic benefits by serving :

- **200+ domestic customers in 22 states in India**
- **75 + overseas customers in 31 countries.**



OPERATIONAL EXCELLENCE

GRAVITA
We recycle to save environment

4
Recycling Verticals

13
Recycling Plants

1400+
Touch Points Globally

43%
Customized & Value added products

2.27Lac+
MT Production Capacity

63%
Capacity Utilzation

37%
Overseas Capacity

1.80 Lac+
MT Scrap Collection

ILA
India's only Accredited Plant

60000 MT+
Healthy Orderbook

GRAVITA
We recycle to save environment

OUR PARTNERS

(Strong Partnering Capability)

Gravita offers **TURNKEY SOLUTIONS** for Lead Acid Battery Recycling

GRAVITA
We recycle to save environment

- In house Lead Acid Battery Recycling Technology
- Technical Consultancy & Services for Lead Recycling & Smelting
- PLC based Control & Monitor System for advanced set-ups
- Annual Maintenance Contracts
- Executed more than 50 turnkey projects globally including Qatar, UAE, Saudi Arabia, Poland, Chile.
- Helps in reducing capital expenditure
- Regular R&D for cost effective & environment friendly processing.

Planning and Specification | **Design** | **Fabrication** | **Testing** | **Installation** | **Operation** | **Handover**

ROBUST MANAGEMENT

Dr. M. P. Agarwal
Chairman

Rajat Agrawal
Managing Director

OTHER SALIENT FEATURES

- Top management with an average experience of more than 26 Yrs in diversified industries
- Separate SBU heads for all verticals
- Incentive scheme throughout the organisation
- Creating wealth of employees by granting Employee Stock Options to them
- 2% equity holding in Employee Welfare Trust for long term wealth creation for employees

400 +
Employees

150+
Professionals (CA's, MBA's, Engineers)

35 Yrs
Average Employee Age

5 Yrs
Average Employee Association

14 Yrs
Average Management Association

4 rounds
ESOP's

CUSTOMIZED AND VALUE ADDED PRODUCTS

GRAVITA
We recycle to save environment

Customized Lead Alloys

Lead Sheets

Lead Bricks

Red Lead

Lead Oxide

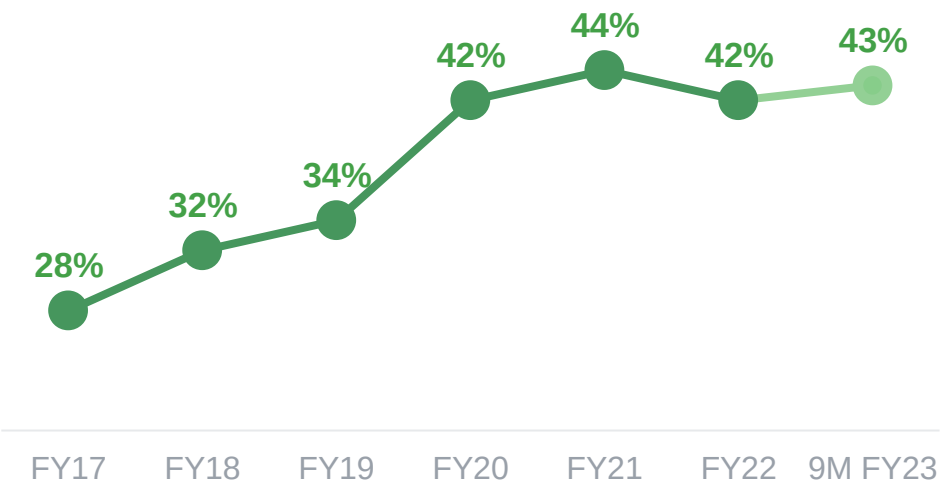
Customized Aluminium Alloys

Plastic Granules

Pet Flakes - Food grade

Our Capability to produce customized and value added products for diversified customer segments gives us better contributions and larger pie of customer's product mix.

Value Added Products % in revenue

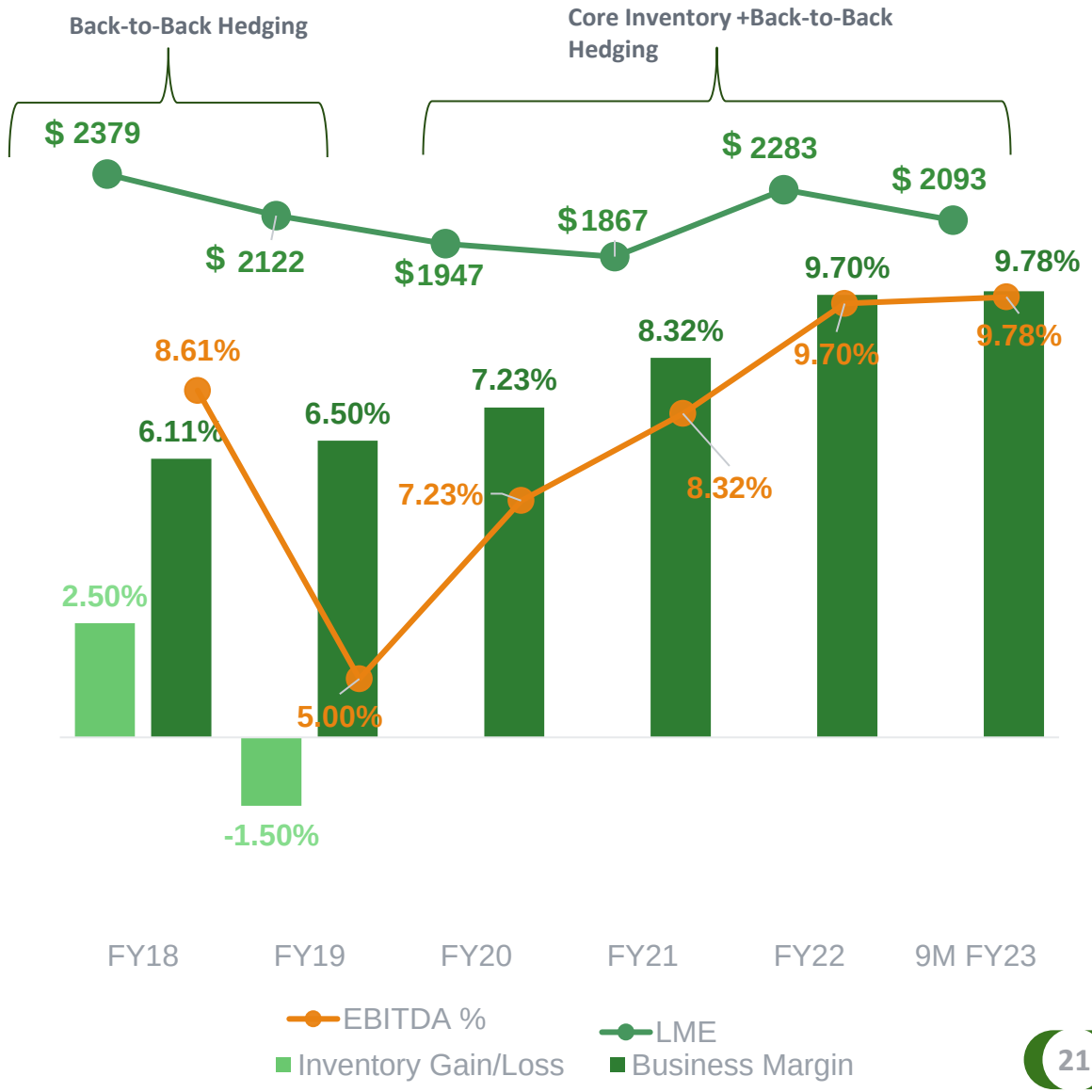


Risk Mitigation by **BACK TO BACK HEDGING** mechanism

- To mitigate the risk of commodity prices fluctuation from June. 2016
  - Metal equivalent of the scrap bought, is sold on the same day
    - Pricing against Customer contracts – Natural Hedging
    - Forward Contracts on LME Exchange for balance quantity - till final sale to customer
    - Core inventory was not part of back to back hedging

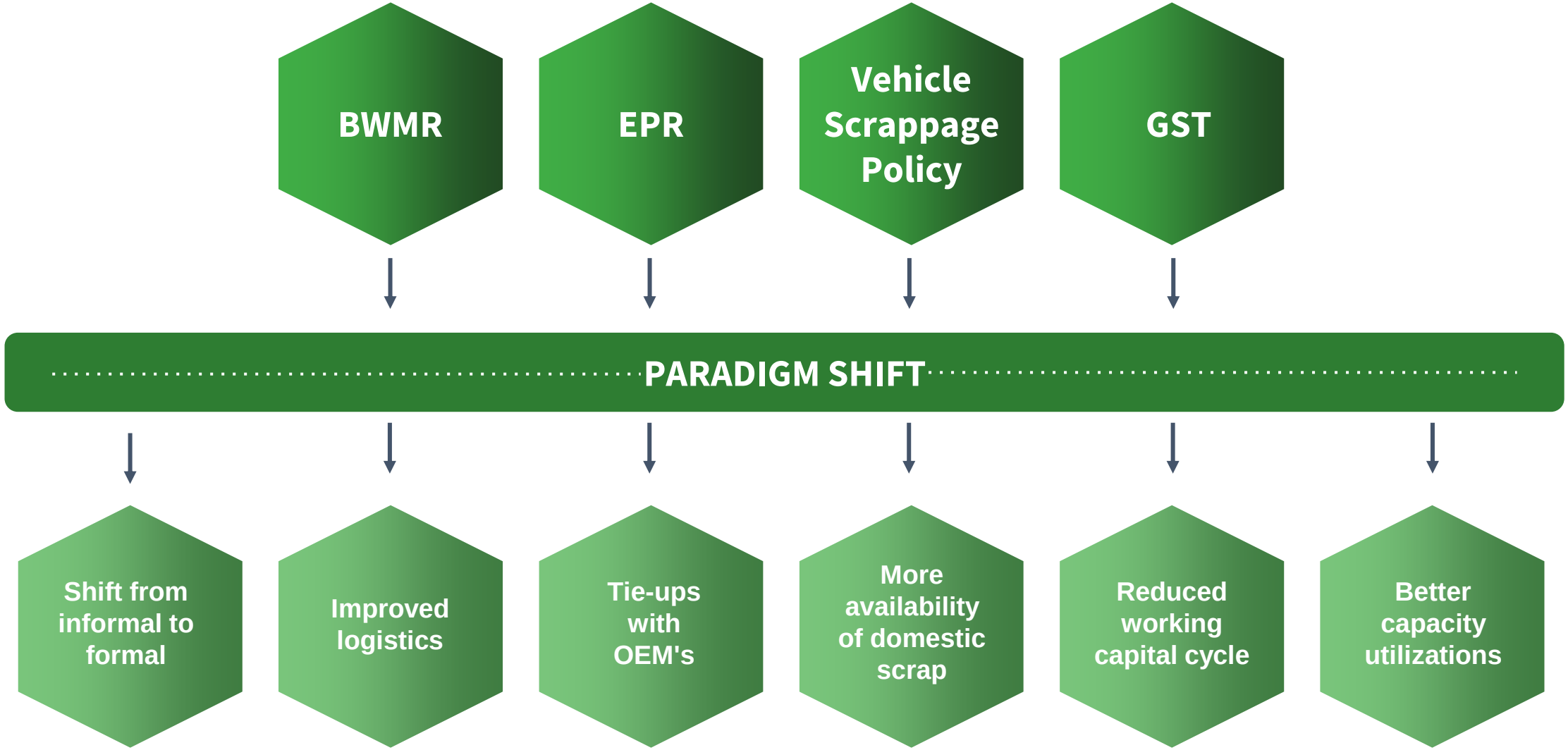
- Gravita started **hedging of core inventory** also in June, 2019 by taking a forward contact on LME Exchange.

- June, 2019 onwards Gravita is enjoys stable margins and is not affected by the commodity price fluctuations



Improving **MARKET DYNAMICS IN RECYCLING -** Paradigm Shift

GRAVITA
We recycle to save environment

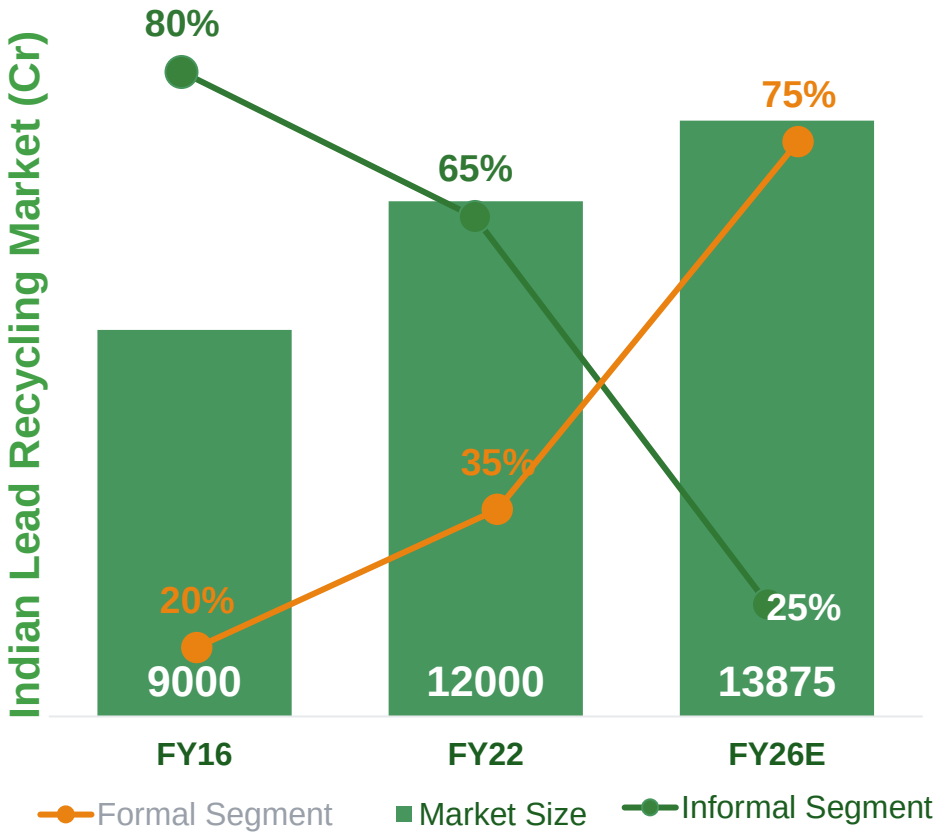


Shift from **INFORMAL TO FORMAL**

GRAVITA
We recycle to save environment

With redefining of Battery Waste Management Rules (BWMR) , Extended producers responsibility (EPR) and stricter implementation of GST, the scrap availability for formal recycling sector has increased and is further expected to grow.

Informal Lead recycling trend in India



*Source - Management estimate

Gravita having Pan India presence and association with OEM's will benefit the most from this shift

24/09/2019 11:30am

CPCB serves show-cause notice to battery manufacturers

CPCB serves show-cause notice to battery manufacturers

New Delhi, Sep 24 (KNN) The Central Pollution Control Board (CPCB) has served show-cause notice to battery manufacturing companies across the country, including those in Delhi, for violation of the batteries (Management and Handling) Rules.

"You are directed to reply within 15 days as why to sale of new lead acid batteries manufactured by you shall not be restricted for failing to comply with batteries rules thereby causing potential damage to environment," the notice read.

The apex pollution body has also asked the state pollution control boards to crackdown on illegal recycling of batteries by ensuring that manufacturers and importers sell new lead acid batteries on through registered dealers.

Rajasthan State Pollution Control Board
Headquarter, 4, Institutional Area, Jhalana Doongri, Jaipur-302004
Phone : 0141-2716907, 2716804 e-mail : member-secretary@rpcb.nic.in
Toll Free HelpLine No. : 18001806127 Ext. 7

बैटरी डीलर्स के रजिस्ट्रेशन के सम्बंध में सूचना

राजस्थान राज्य प्रदूषण नियंत्रण मण्डल के कार्यालय आदेश दिनांक 31.12.2020 द्वारा बैटरी डीलर्स को 31 मार्च 2021 तक रजिस्ट्रीकरण हेतु राज्य मण्डल के पोर्टल पर ऑन लाइन आवेदन प्रस्तुत (Submit) करने पर निर्धारित आवेदन शुल्क की राशि रू. 10,000/– (शब्दों में दस हजार मात्र) में शत प्रतिशत छूट दी गई थी।

इसी क्रम में राज्य प्रदूषण नियंत्रण मण्डल द्वारा शुल्क में छूट दिनांक 30.06.2021 तक बढा दी गयी है।

अतः समस्त बैटरी डीलर्स से आग्रह है कि वे आवेदन शुल्क के भुगतान में इस छूट का लाभ उठाने के लिये अंतिम दिनांक 30.06.2021 से पूर्व ही रजिस्ट्रेशन हेतु ऑन लाइन आवेदन राज्य मण्डल को प्रस्तुत करें। ज्ञातव्य है कि 30.06.2021 के पश्चात शुल्क छूट को आगे नहीं बढ़ाया जायेगा एवं राज्य मण्डल दोषी बैटरी डीलर्स के विरुद्ध नियमानुसार कार्यवाही करेगा। किसी भी प्रकार की जानकारी के लिये राज्य मण्डल के सम्बन्धित क्षेत्रीय अधिकारी से सम्पर्क किया जा सकता है।

राज.संवाद/सी/21/02

सदस्य सचिव

TOI CITY Delhi Mumbai Bengaluru Hyderabad Kolkata Chennai Agra Agartala Ahmedabad Ajmer

Delhi: 90% batteries ending up in informal sector

Jasjeev Gandhiok / TNN / Updated: Aug 21, 2019, 10:06 IST

UP NEXT

1 Delhi: 90% batteries ending up in informal sector

2 Burn survivor critical, Delhi cops get DCW notice

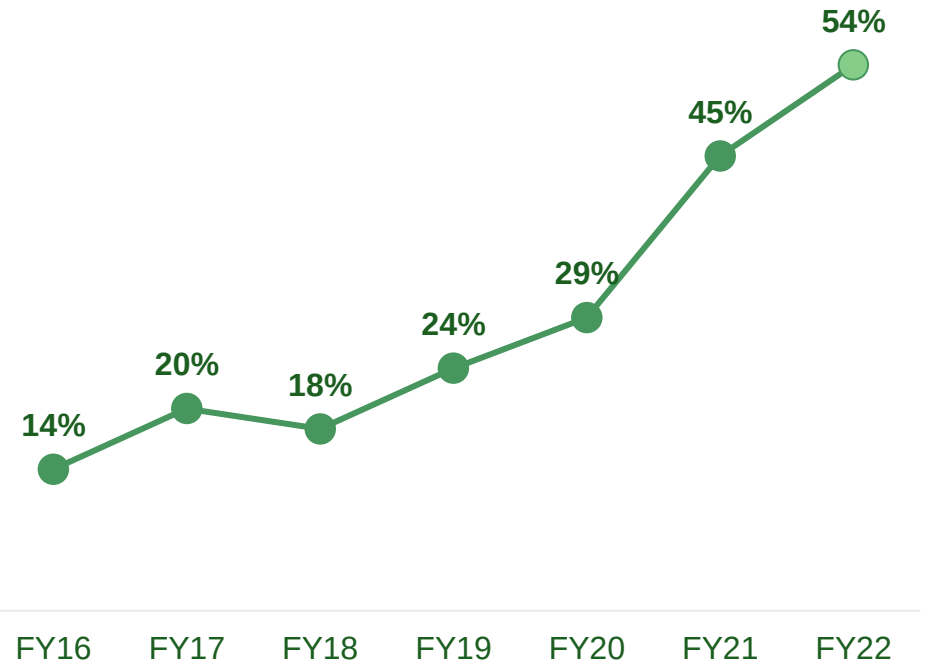
3 Sandeep Kumar becomes fourth AAP MLA to be disqualified

4 Civic bodies spray insecticides as Yamuna continues to...

Representative image

More availability of **DOMESTIC SCRAP**

- With shift of scrap from Informal to formal for processing through a authorized recycler.
- Contracts with battery manufacturers
- PAN India collection of scrap from corporates
- Contracts with various chains of workshops



Domestic scrap collection partners

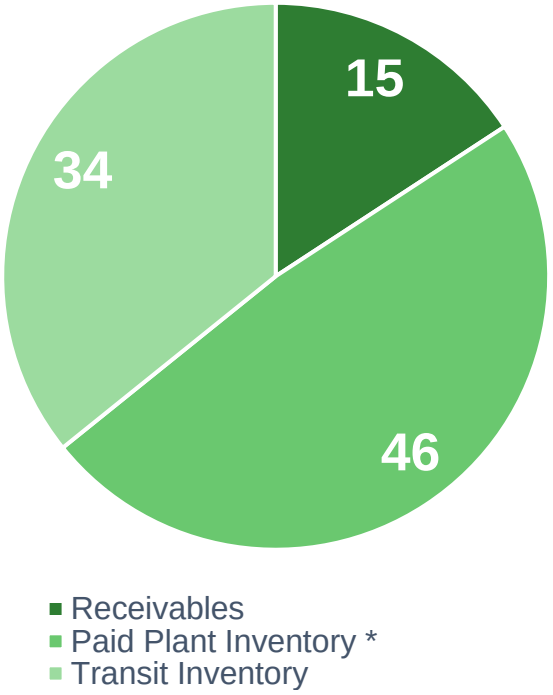
Gravita having presence in 240 cities across India for collection of domestic scrap

Reducing **NET WORKING CAPITAL CYCLE**

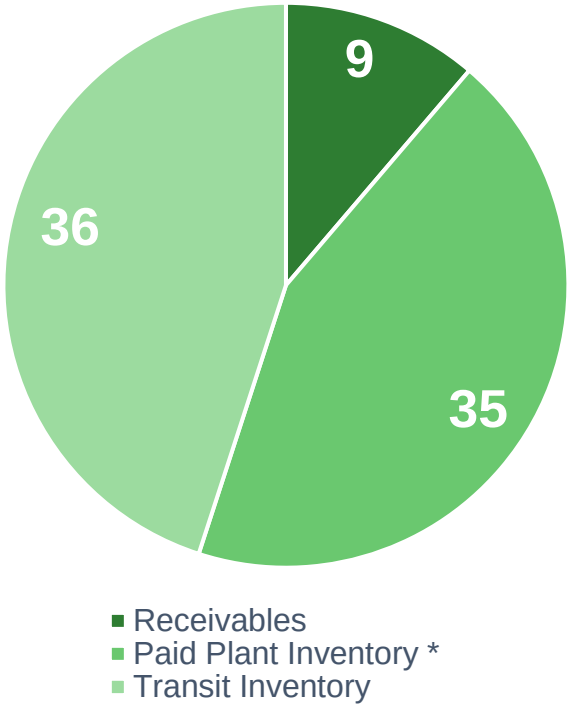
GRAVITA
We recycle to save environment

- More domestic scrap & Lower imports reduces transit inventory
- Retail scrap collection through OEM's - Zero working capital

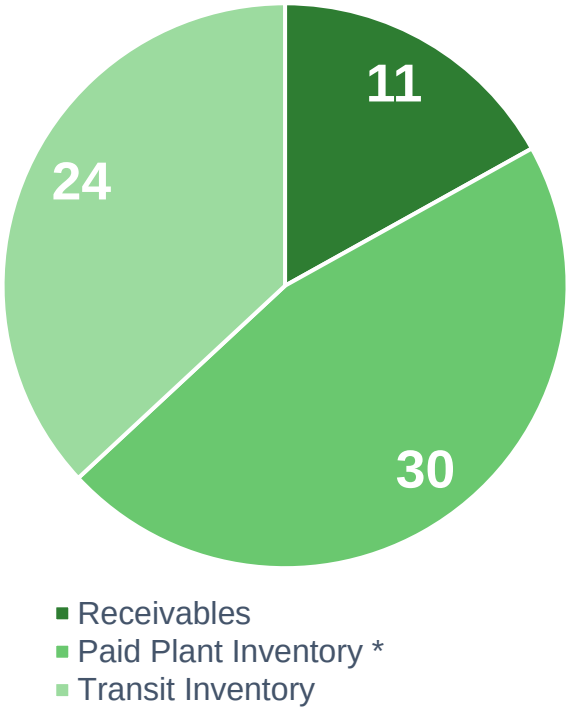
95 Days
March'22



80 Days*
Sept'22



65 Days
March'26



- Paid Inventory includes advance to vendors and net off Trade payables
- Based on Avg Core working capital

GRAVITA
We recycle to save environment

Focused on Capturing Value from Waste Through Modern Recycling and Recovery

4
Recycling verticals

12
Recycling Plants

1,80,000 MT+
Scrap collection

1,30,000 MT +
Recycled products delivered

Recycling Waste:

- Uses scrap of lead, aluminum ,plastic and rubber in manufacturing of finished goods and has a process in place to collect the scrap and recycle the same
- Systems in place to mitigate the exposure risk of hazardous materials

Conserving Nature:

- Consciously track usage of these resources – water, energy and raw materials, throughout all operations

Energy Conservation:

- Utilizing alternate sources of energy by installing solar panels for its plants situated at Mundra, Chittoor, Phagi and SEZ Jaipur thereby minimizing the consumption of electricity from commercial electricity boards

Alternate Energy Source:

- Uses pyrolysis oil generated during waste rubber recycling process as an alternate source of energy for recycling of Lead & Aluminium
- Using carbon briquettes as an alternate source of energy during recycling process

GRAVITA
We recycle to save environment

Involved in Making Holistic & Meaningful Contributions to Society

4
Round of ESOPs

2%
Equity holding in Employee Welfare Trust

4%
Women employees

OHSAS 18001
Certified

Rs. 73 Lakh
CSR spending

- **Engagement Platforms of Customers & Partners:** Customers: Regular business meetings, Customer satisfaction survey
- **Product/Service Safety and Quality:** Identify areas for improvement at every stage of manufacturing to provide the best value possible in the products Gravita produce
- **Diversity and Inclusion:** The Company has 67 permanent women employees as on 31st March, 2022; Women in the total workforce: 4%
- **Lower Staff Turnover Rate**: Attrition at Ages; Age upto 30 years -3%; age from 31 to 44 years (2%) and age above 44 years (1%)
- **Employee Well Being Programs:** Well-defined policies/principles in place to foster utmost employee safety and wellbeing which not only takes care of the wellness of employees but also the environment
- **CSR Initiatives:** Main focus of the CSR activities of the Company is on health, education and environment

GRAVITA
We recycle to save environment

Fosters a Culture of High Ethical Standards, Accountability and Transparency

50%
Independent directors

A
Ratings by Brickworks

ISO 9001 : 2015
Certified

ISO 14001: 2015
Certified

ISO 45001 : 2018
Certified

ILA
Registered plants

- **Business Ethics:** Always worked towards building trust with shareholders, employees, customers, suppliers and other stakeholders based on the principles of good corporate governance, viz., integrity, equity, transparency, fairness, disclosure, accountability and commitment to values
- **Details of Related Party Transactions:** Detail of transaction and balance outstanding with related parties is provided in annual report
- **Board of Directors:** 50% of directors are independent
- **Financial Expertise on Audit Committee:** All the members of the Audit committee are financially literate and possess thorough knowledge of accounting or related financial management expertise
- **Executive Pay Performance Alignment Policies:** Remuneration to directors, key managerial personnel and senior management involves a balance between fixed and incentive pay

Thank You

SAVE THE PLANET