GRAVITA

GRAVITA INDIA LTD.
Corp. Office : 402, Gravita Tower, A-27 B, Shanti Path.
Tilak Nagar, JAIPUR-302 004, Rajasthan (INDIA)
Phone : +91-141- 2623266, 2622697 FAX : +91-141-2621491
E-mail : info@gravitaindia.com Web. : www.gravitaindia.com
CIN : L29308RJ1992PLC006870

30th July 2021

GIL/2021-22/123

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

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 30th June, 2021.

Yours Faithfully

For **Gravita India Limited**

Nitin Gupta

Nitin Gupta
(Company Secretary)
FCS: 9984

Encl.: As Above

INVESTOR PRESENTATION

July 2021

GRAVITA

We recycle to save environment

Towards Clean, Green & Sustainable Future

29
YEARS
1992-2021

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

1994 Lead recycling plant in Jaipur

2001 1st Overseas recycling unit at Sri-Lanka

2007 1st recycling unit in Ghana

2010 Listed on NSE & BSE

2013 Value added products in Jaipur

2015 Diversified in Plastic recycling

2016 Added Aluminium Recycling

2019 Started Aluminium & Plastic recycling in Africa

VISION **2025**

New recycling verticals
E-Waste, Lithium, Rubber, 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

27%
Revenue CAGR - 5 Yrs

8-9%
Consistent EBITDA margins

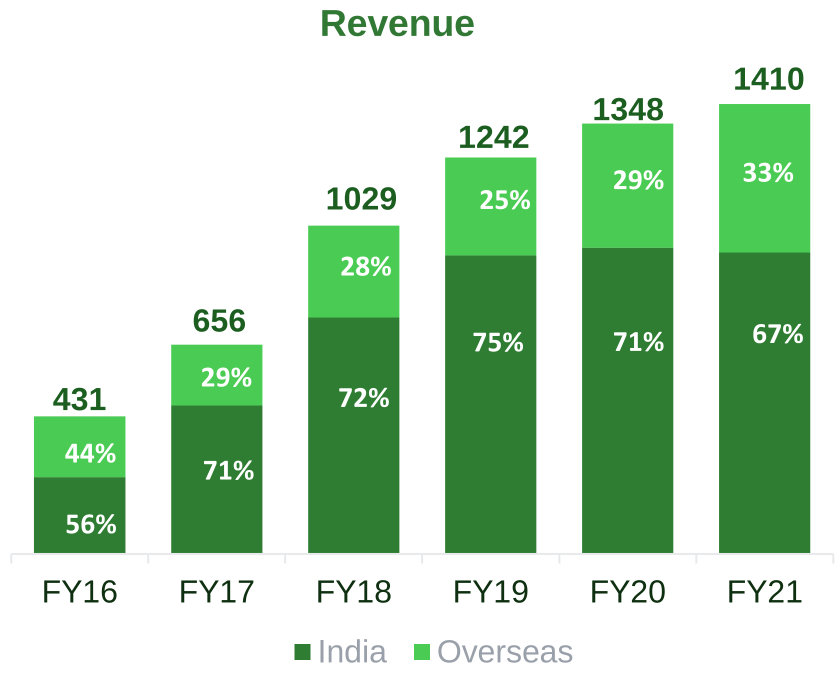
A-
External credit rating

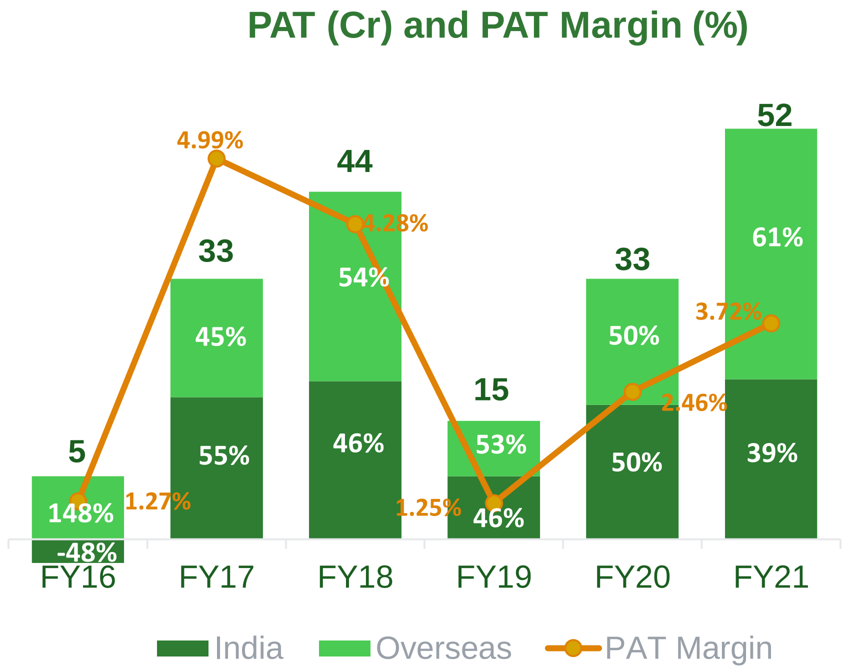
57%
PAT CAGR - 5 Yrs

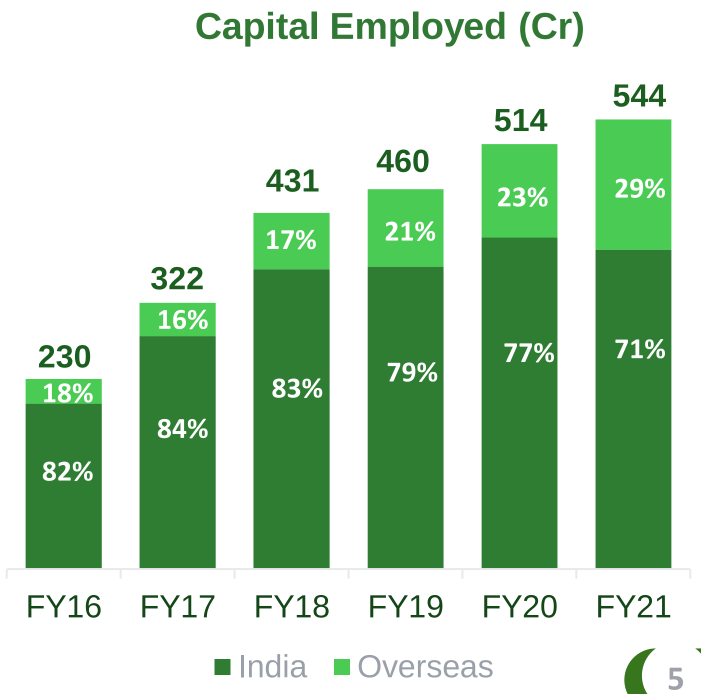
Locking the margins
Back-to-back hedging mechanism in place

10 Years
History of sustainable dividend payouts

60%+
Profit from overseas business with only 25% of the capital employed







QUARTERLY HIGHLIGHTS - Q1 FY22

GRAVITA
We recycle to save environment

Changing gears - **VISION 2025**

51%+ Volume Y-o-Y

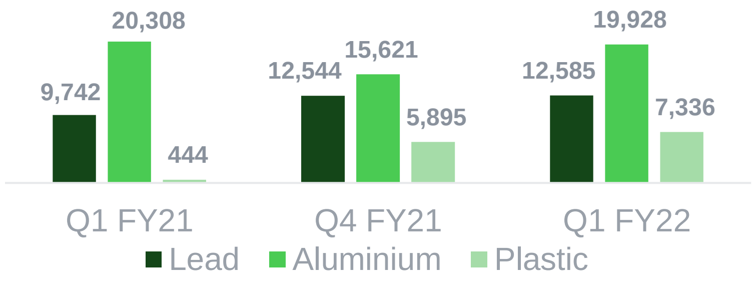
73%+ Revenue Y-o-Y

110%+ EBITDA Y-o-Y

461%+ PAT Y-o-Y

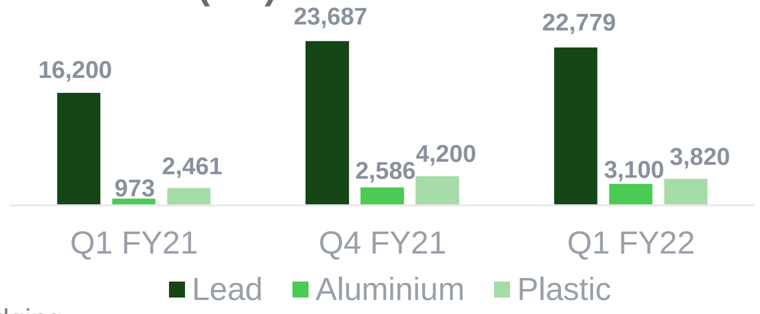
- **47%** Revenue from Value added products
- **35%** Revenue from Overseas Business
- **53%** Domestic scrap collection for Indian Plants
- **71%** Profit from Overseas business

EBITDA per MT



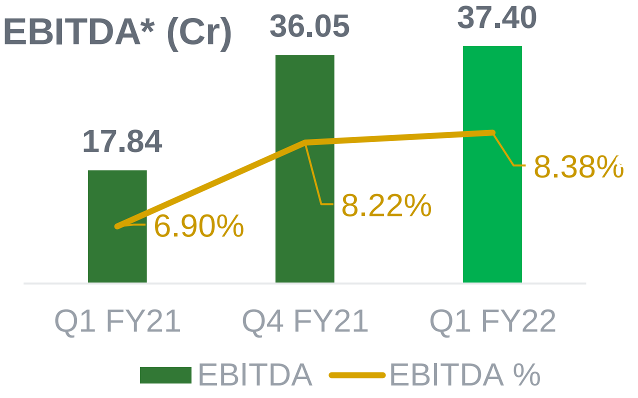
*EBITDA after adjustment of income/loss from Currency & Metal hedging

VOLUME (MT)

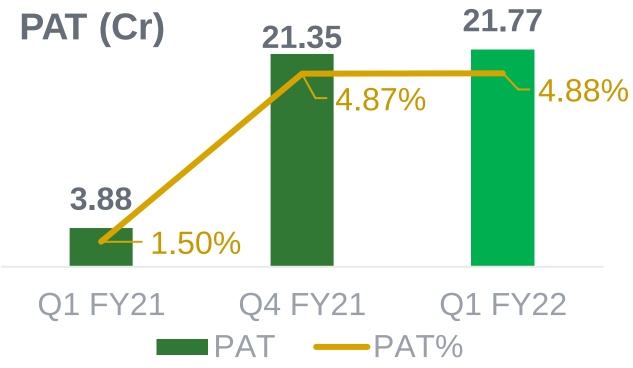


REVENUE (Cr)

EBITDA* (Cr)

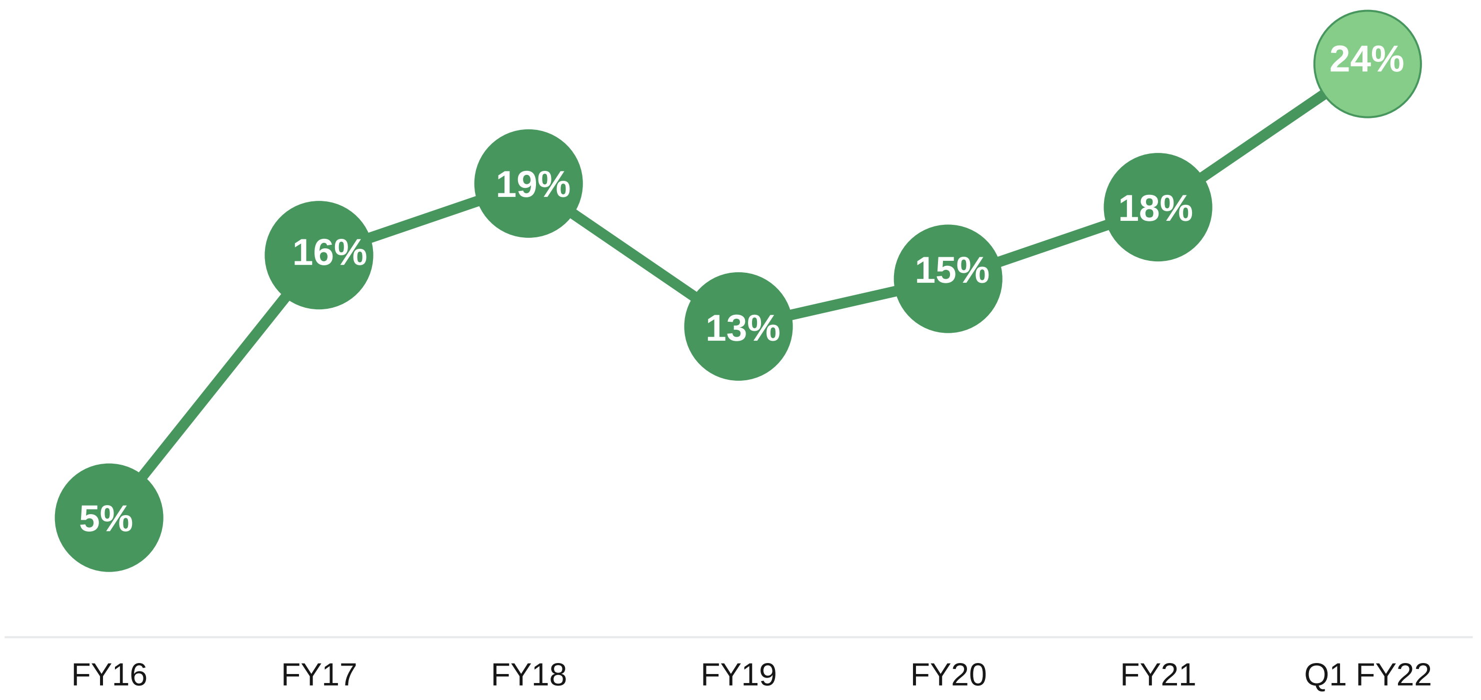


PAT (Cr)



*In Q1 FY22, PAT is after considering a one-time Dividend tax of Rs 3.07 Cr. Effective PAT excluding dividend tax is Rs 24.84 Cr

RETURN ON CAPITAL EMPLOYED



Target ROCE 25%
Consolidated

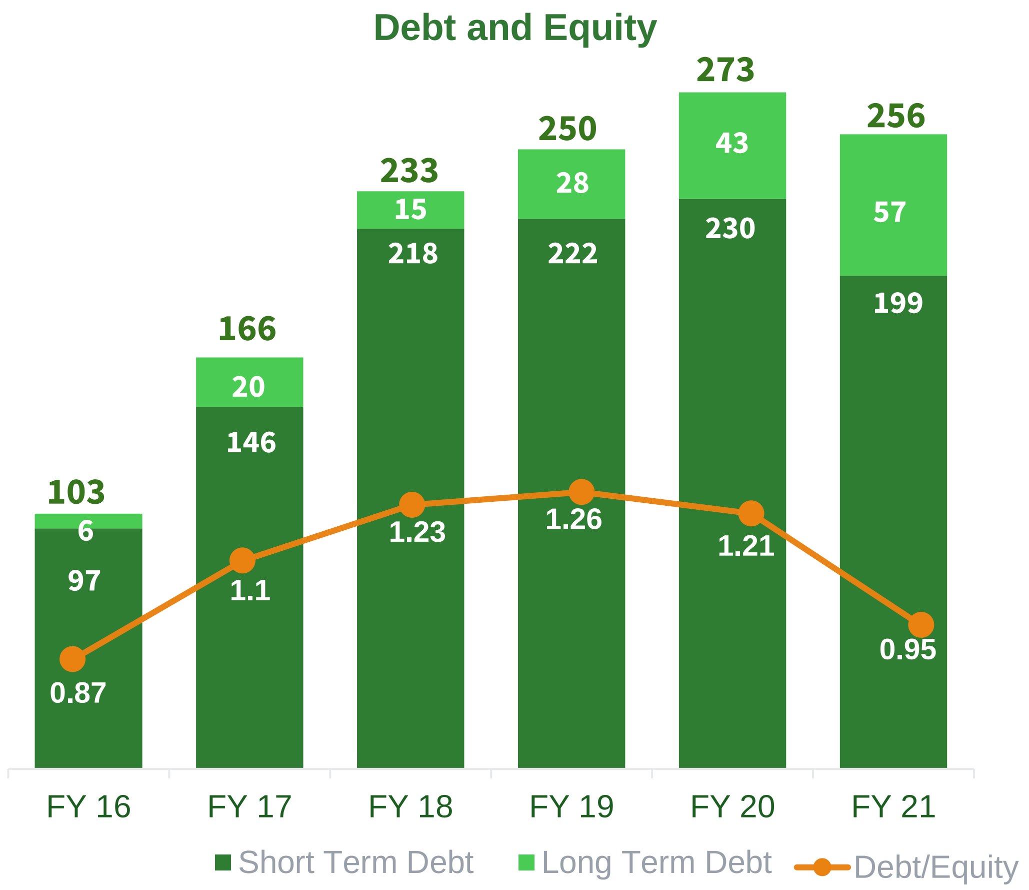
Drivers of ROCE

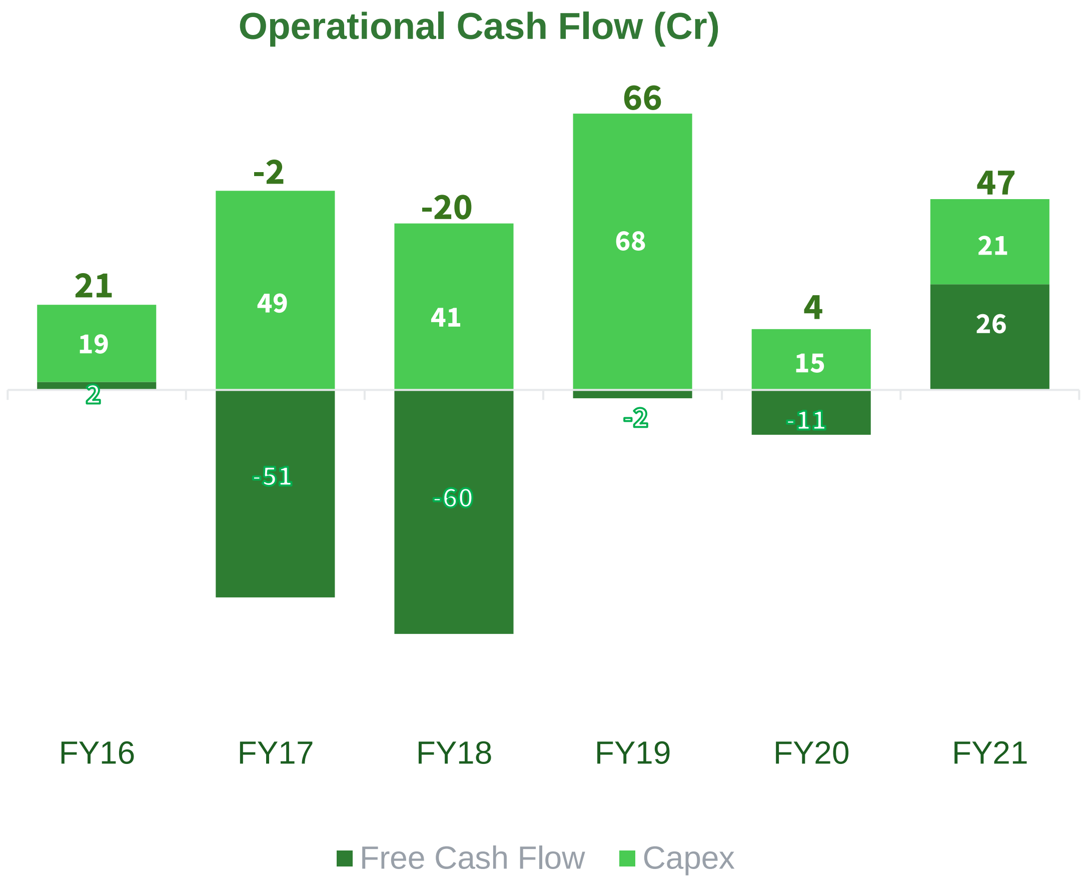
- Improving industry dynamics
- Resultant reduction in working capital
- Improving demand-supply
- Value added products

Capital Allocation policy for new projects

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

Improving **LEVERAGE & CASH FLOW**





*Short term Debt includes current maturities and is backed by inventory which is 100% hedged

More Domestic volumes → Reduce imports → Lower working capital cycle → Lower Logistic cost → Improved cash flow → Low short term debt

Leveraging existing **GRAVITA'S STRENGTHS**

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

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

Import License in India

OEM Approvals

Specialist Knowledge

Multinational Procurement Network

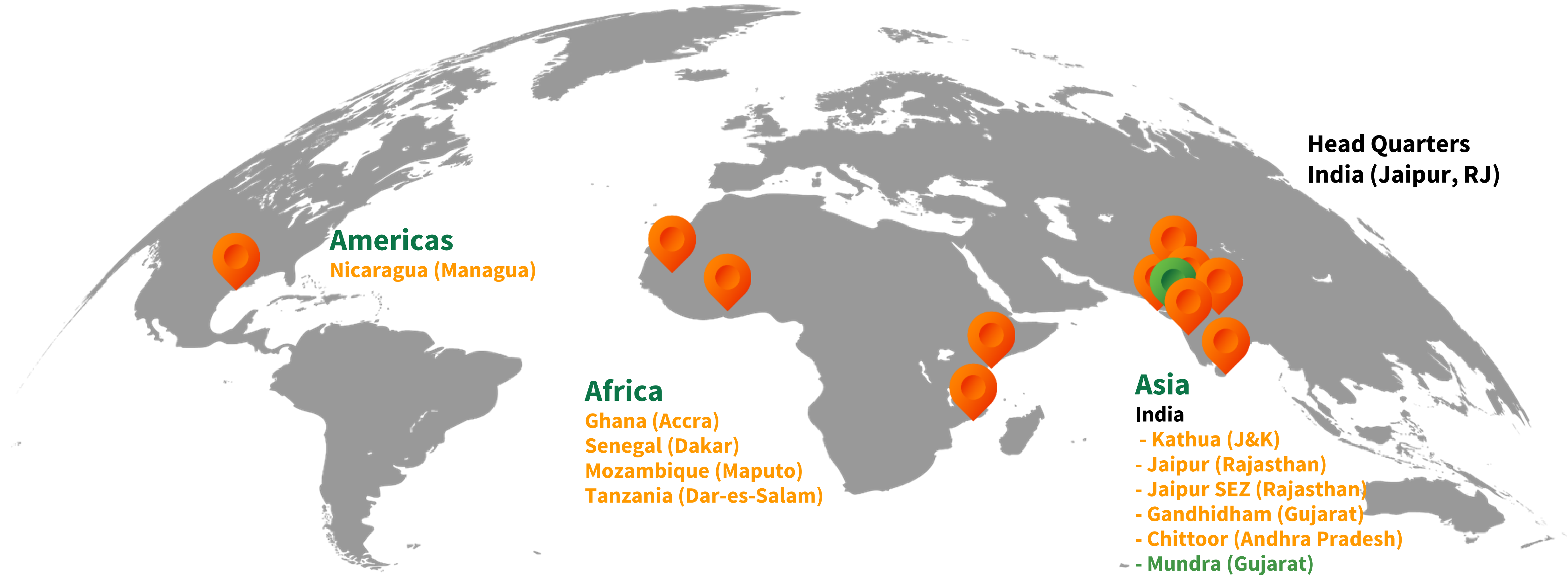
Time & Cost of Entry

Capability to Develop Customized Products

Industry Specific
ENTRY BARRIER

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.



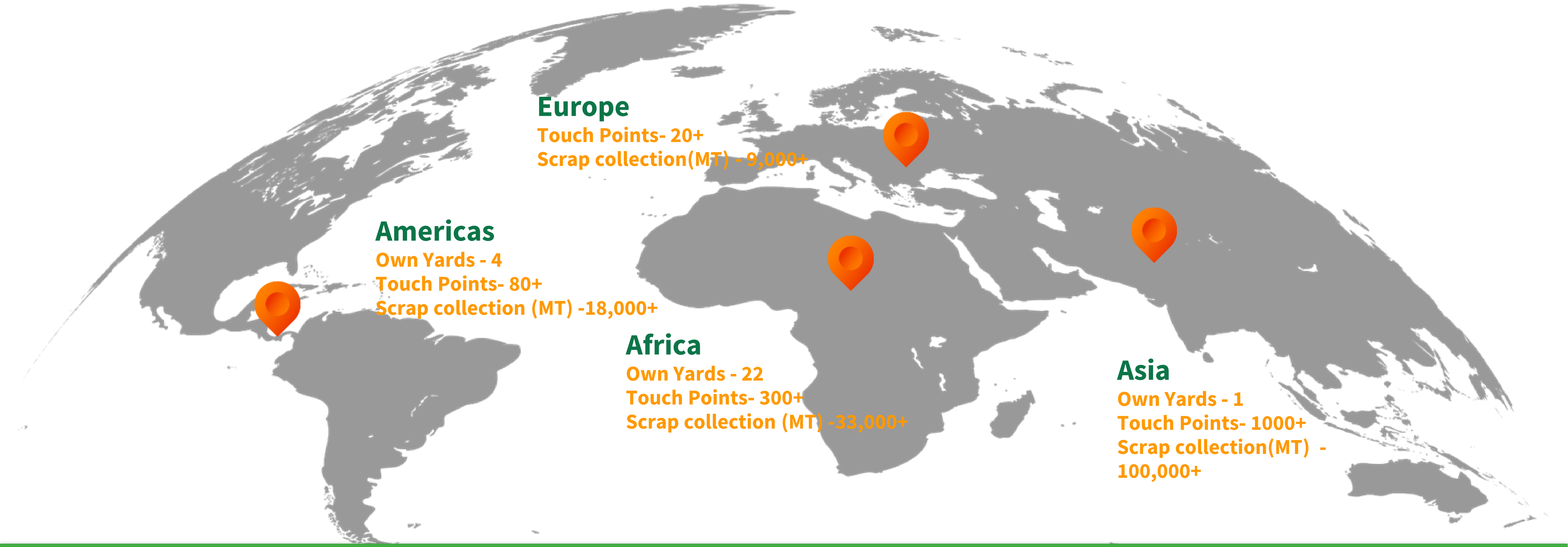
Existing Facilities   Upcoming Facilities

Deep Routed **PROCUREMENT NETWORK**

27
Own yards

1400+
Touch points

1,60,000 MT+
Scrap collection



Europe
Touch Points- 20+
Scrap collection(MT) - 9,000+

Americas
Own Yards - 4
Touch Points- 80+
Scrap collection (MT) -18,000+

Africa
Own Yards - 22
Touch Points- 300+
Scrap collection (MT) -33,000+

Asia
Own Yards - 1
Touch Points- 1000+
Scrap collection(MT) - 100,000+

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

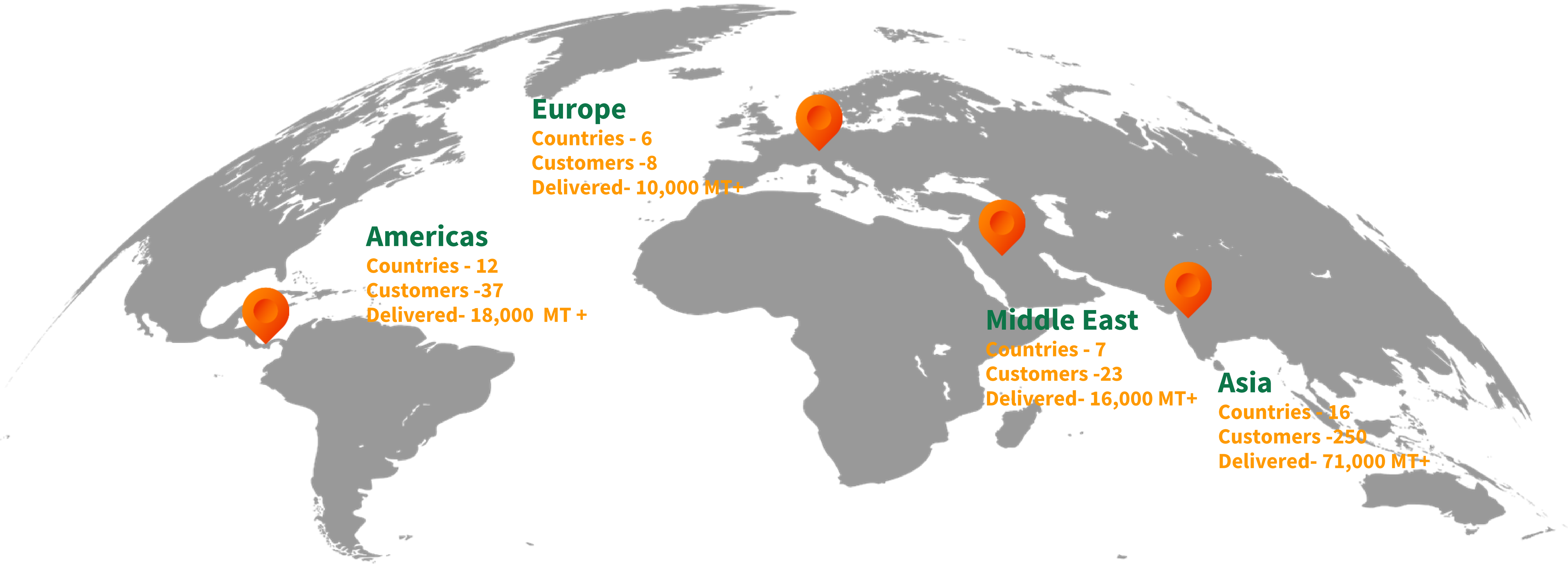
Diversified **CUSTOMER NETWORK - GLOBAL**

We recycle to save environment

40 +
Countries

300 +
Customers

1,05,000 MT +
Recycled products delivered

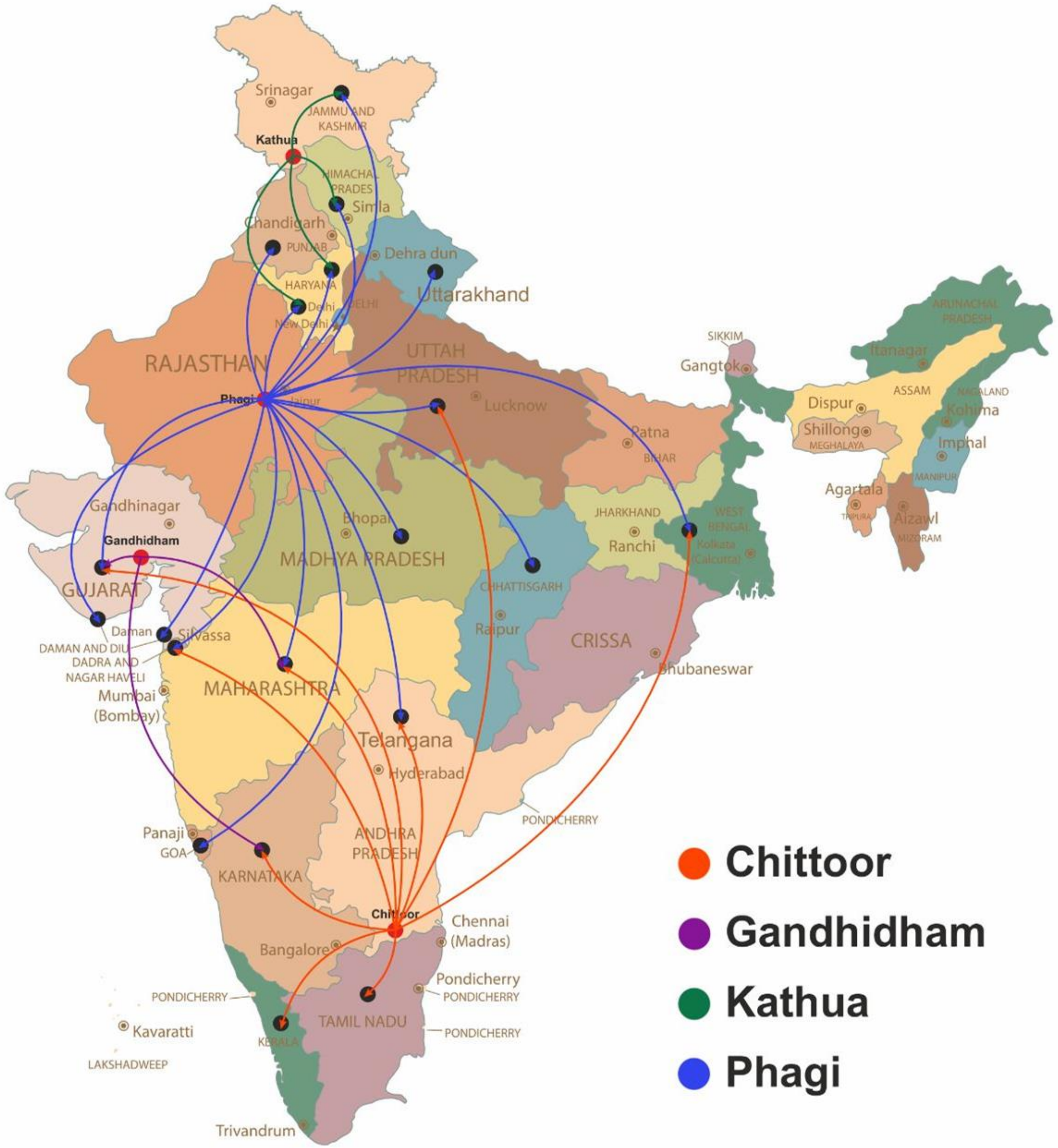


Diversified **CUSTOMER NETWORK- INDIA**

GRAVITA
We recycle to save environment

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

- **200+ domestic customers in 18 states in India**
- **60+ overseas customers in 20 countries.**



OPERATIONAL EXCELLENCE

GRAVITA
We recycle to save environment

3
Recycling Verticals

10
Recycling Plants

1400+
Touch Points Globally

47%
Customized & Value added products

1.60 Lac+
MT Production Capacity

77%
Capacity Utilzation

33%
Overseas Capacity

1.60 Lac+
MT Scrap Collection

1st ILA
Asia's Accredited Plant

60000 MT+
Healthy Orderbook

GRAVITA
We recycle to save environment

OUR PARTNERS

(Strong Partnering Capability)

Schneider Electric
PRYSMIAN CABLES & SYSTEMS
LUMINOUS
CLARIOS
EXIDE
OCTAL
TATA green batteries
ROCKMAN
Panasonic
TRAFIGURA
INDORAMA VENTURES
samvardhana motherson
SEBANG
SANDHAR Growth. Motivation. Better Life
POLYCAB
asianpaints
HITACHI
Korea Zinc Co., Ltd.
GLENCORE
TVS
HT Honda Trading
AMARA RAJA Gotta be a better way
thyssenkrupp
TATA
KEC KEC INTERNATIONAL LIMITED
KEI Wires and Cables The power behind the power™
TOYOTA TSUSHO
PHILIPS Lighting

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 & environmental 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 25 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

350 +
Employees

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

35 Yrs
Average Employee Age

5 Yrs
Average Employee Association

12 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

Lead Balls

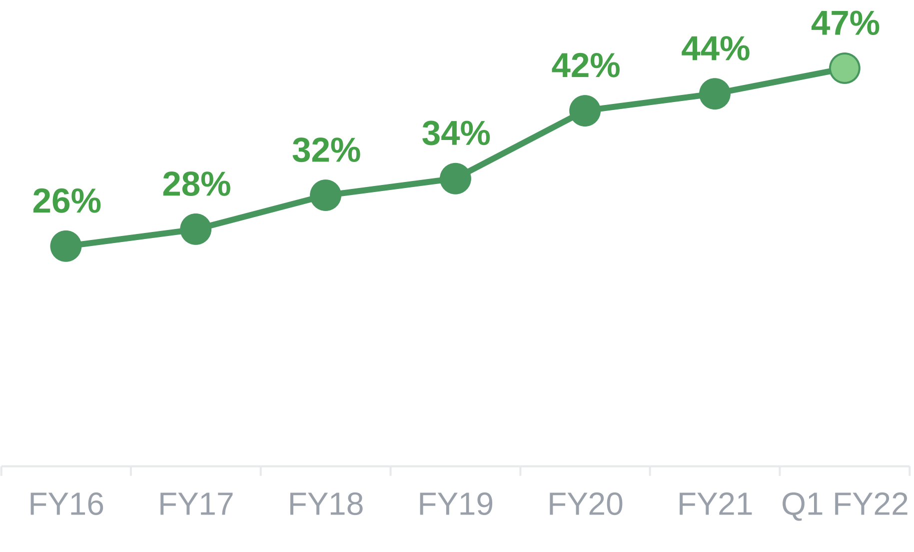
Customized Aluminium Alloys

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

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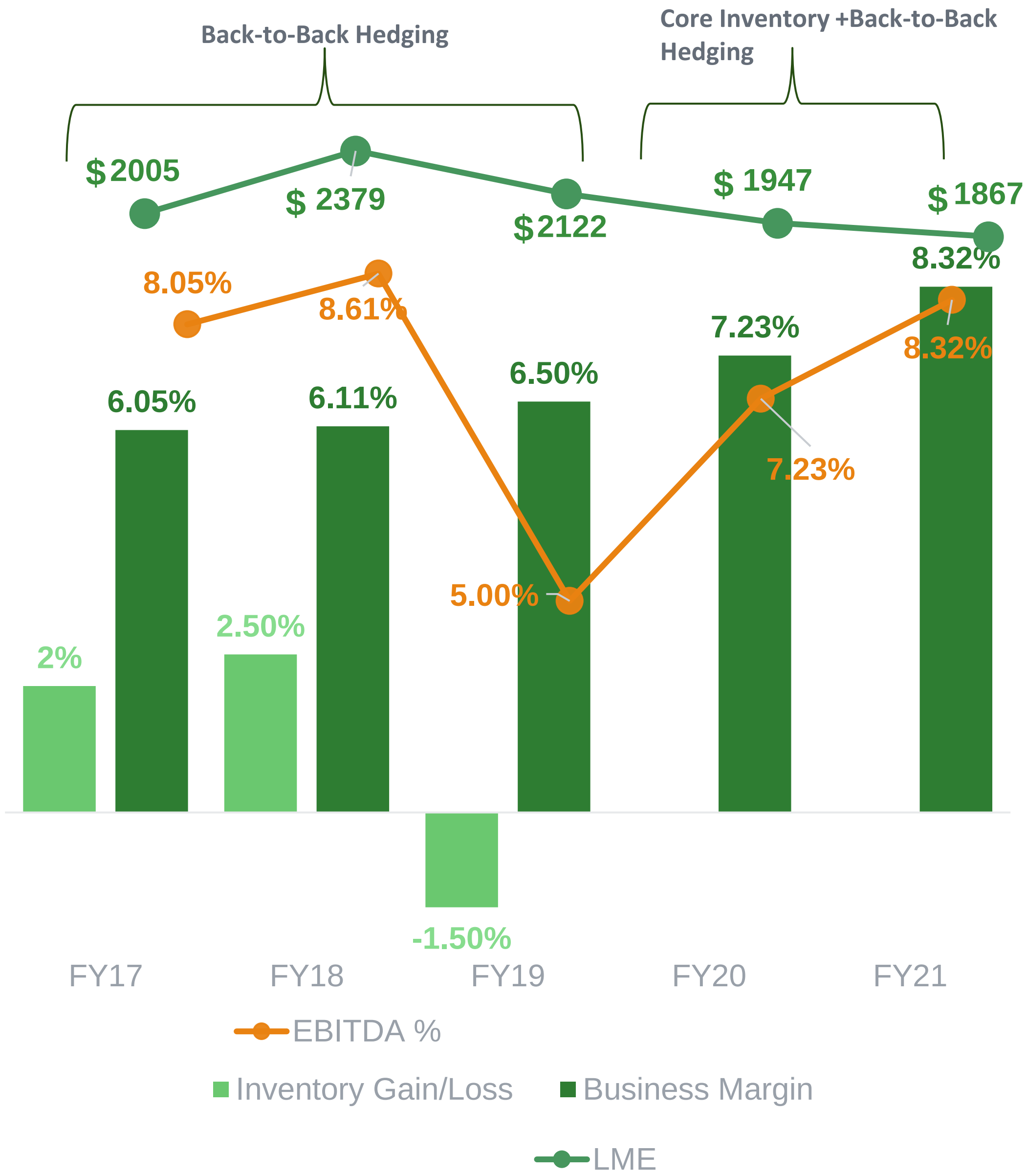
We recycle to save environment

- 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

- BWMR
- EPR
- Vehicle Scrappage Policy
- GST

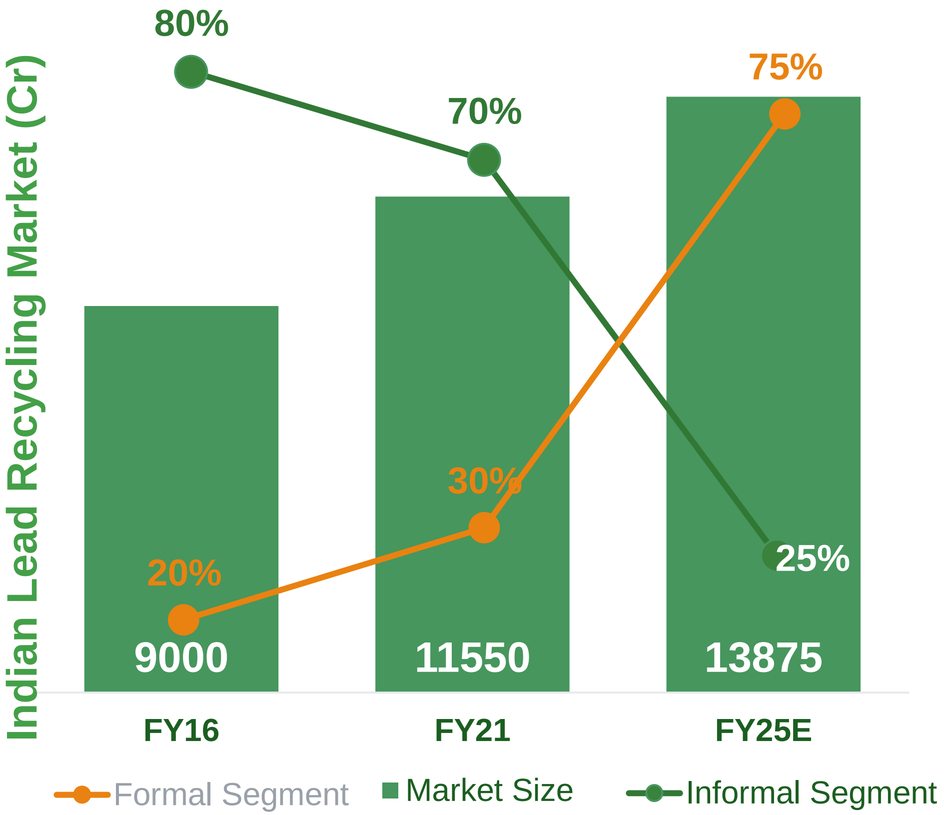
PARADIGM SHIFT

- Shift from informal to formal
- Improved logistics
- Tie-ups with OEM's
- More availability of domestic scrap
- Reduced working capital cycle
- Better capacity utilizations

Shift from **INFORMAL TO FORMAL**

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 विरूद्ध 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

TIMESPOINTS FACEBOOK TWITTER LINKEDIN EMAIL

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

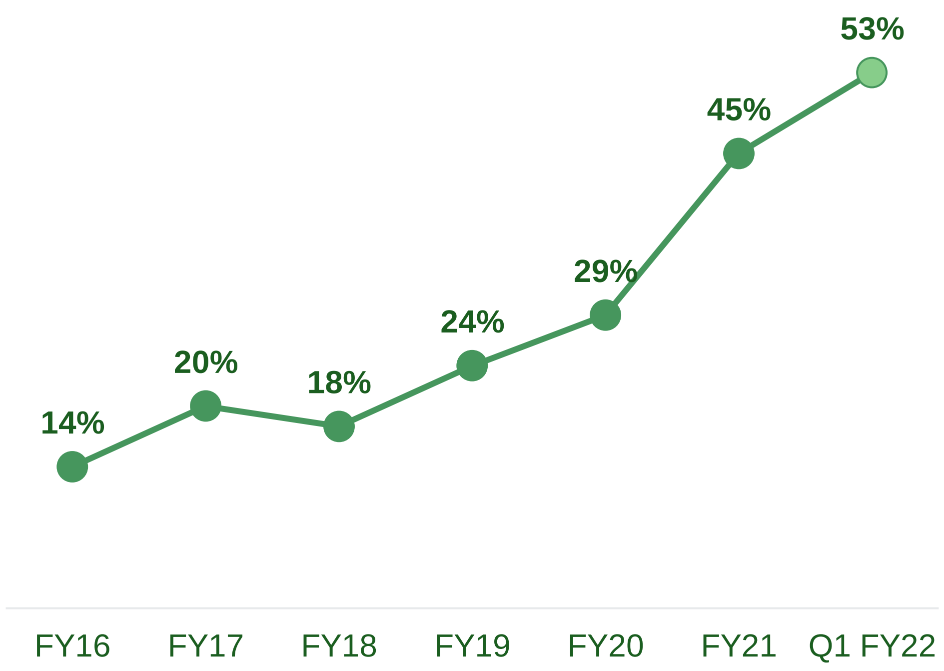
4 Civic bodies spray insecticides as Yamuna continues to...

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

% of Raw materials domestically collected within India



Domestic scrap collection partners

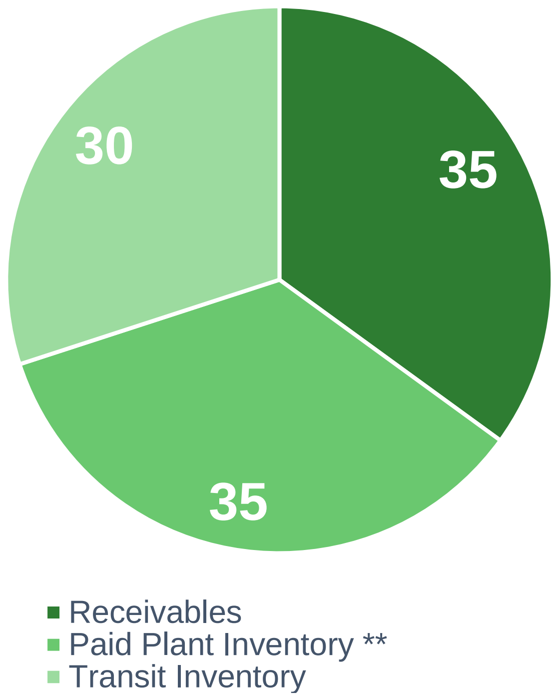
AMARA RAJA, ATC INDIA, indus TOWERS, Reliance Industries Limited, V-GUARD, asianpaints, Bharti Infratel Limited, TowerVision Infrastructure Sharing, WYAN, NTT Global Data Centers and Cloud Infrastructure, TATA, UNL

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

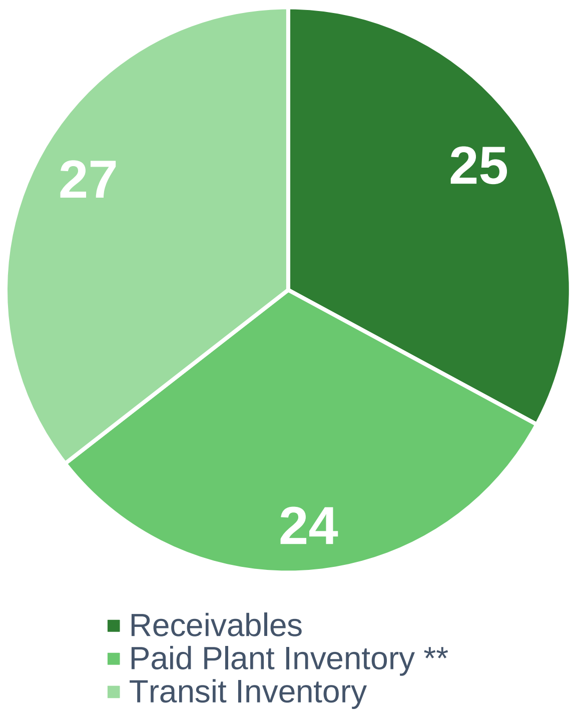
Reducing **NET WORKING CAPITAL CYCLE**

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

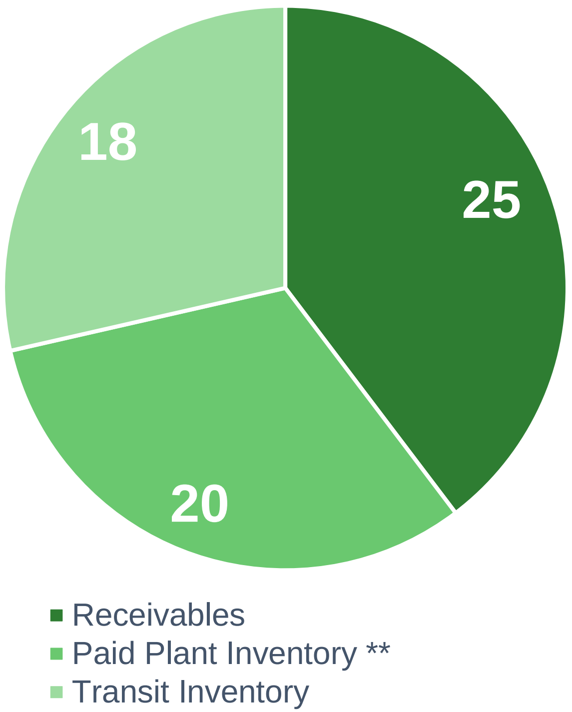
90 Days
Earlier



76 Days*
Current



63 Days
Future



* After reducing inventory for the upcoming Mundra Plant | ** Paid Inventory is net off Trade payables

ENVIRONMENT, SOCIAL & CORPORATE GOVERNANCE

GRAVITA
We recycle to save environment

Recycling for Sustainable Future

World's **leading** non-ferrous metals and plastics **recycling brand**

3 Recycling verticals; **11** Recycling plants & **1** Recycling equipment Manufacturing facility

50% independent board; Senior Management with experience of **over 25 years;** Regular reviews by top auditing firms

Focused on continuous innovation and most **sustainable** business practices

Employee welfares: **4 round of ESOPs;** 2% equity holding in Employee Welfare Trust; Employee Health Orientation - Covid Drive, Health insurance

Utilizing **Solar** as alternate source of Energy

Profit sharing and Production oriented incentive scheme for **Employees**

Focused on gender equality **women empowerment** and safer place to work

Thank You

SAVE THE PLANET