

INVESTOR PRESENTATION

Jan 2022



*Towards Clean, Green &
Sustainable Future*



29
YEARS
1992-2021

GRAVITA, Started In 1992 by First
Generation Entrepreneur
RAJAT AGRAWAL at **JAIPUR**

We are on an **AMAZING JOURNEY**

Lead recycling
plant in Jaipur

1994

1st Overseas recycling
unit at Sri-Lanka

2001

1st recycling
unit in Ghana

2007

Diversified in
Plastic recycling

2015

Value added
products in Jaipur

2013

Added Aluminium
Recycling

2016

Started Aluminium &
Plastic recycling in
Africa

2019

New recycling facility at
Mundra port

2021

Listed on
NSE & BSE

2010

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

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

Our **Priorities**

FINANCIAL Highlights

✓ **27%**
Revenue CAGR - 5 Yrs

✓ **8-9%**
Consistent EBITDA margins

✓ **A**
External credit rating

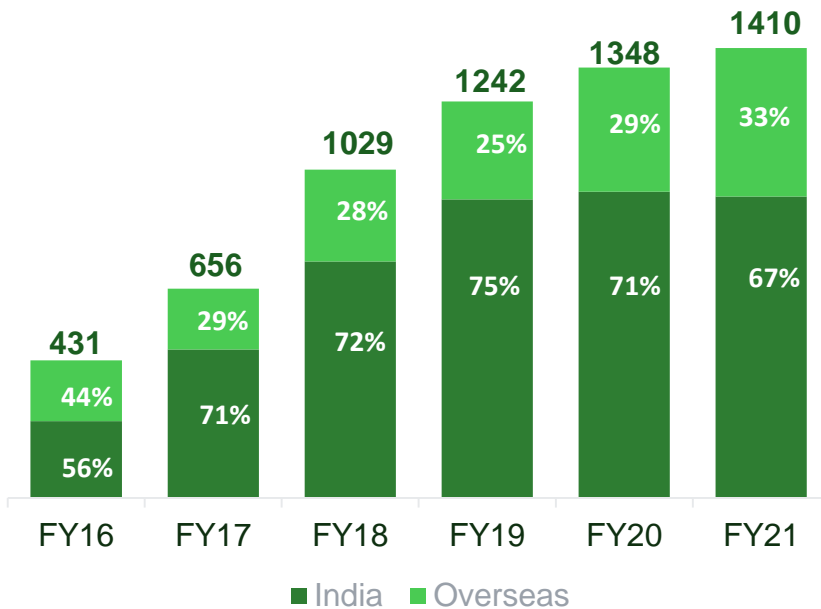
✓ **64%**
PAT CAGR - 5 Yrs

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

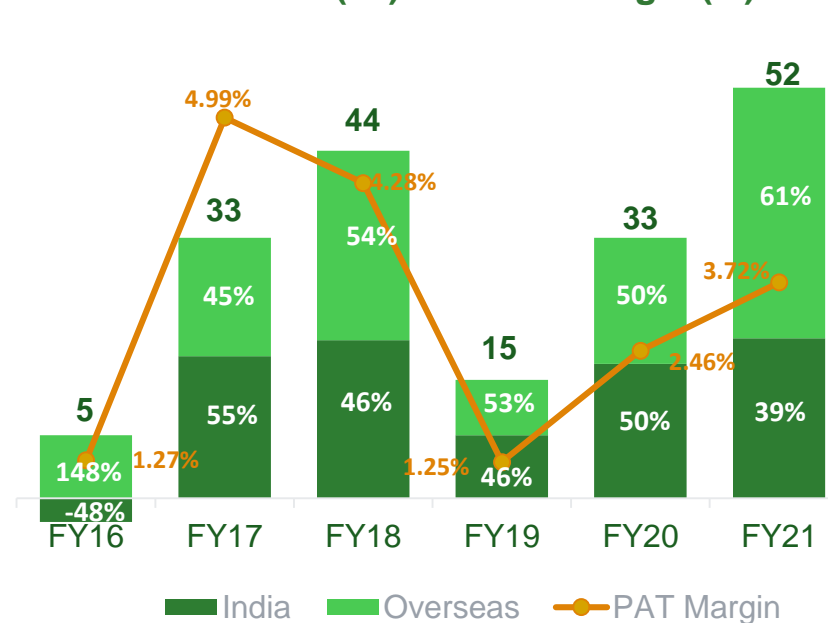
✓ **10 Years**
History of sustainable dividend payouts

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

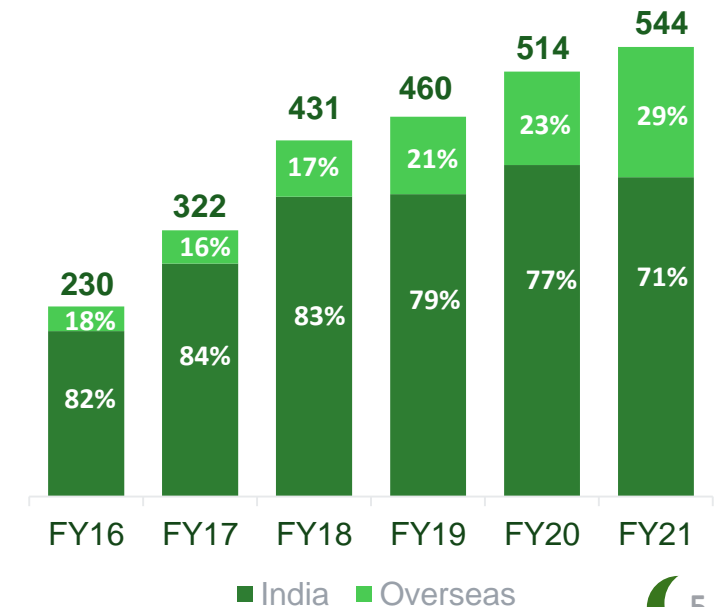
Revenue



PAT (Cr) and PAT Margin (%)

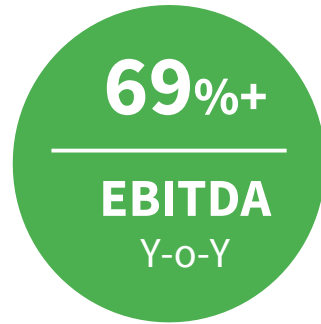


Capital Employed (Cr)



QUARTERLY HIGHLIGHTS - Q3 FY22

Changing gears - VISION 2025

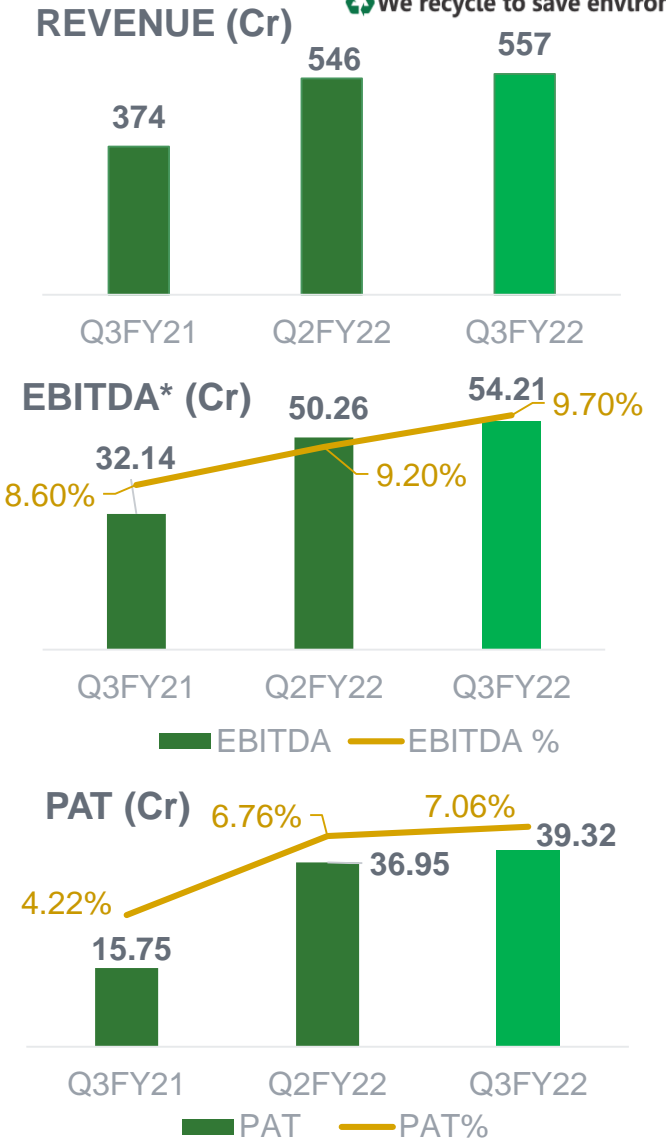
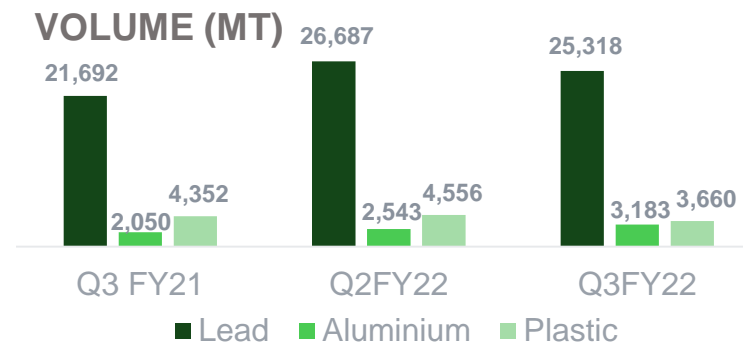
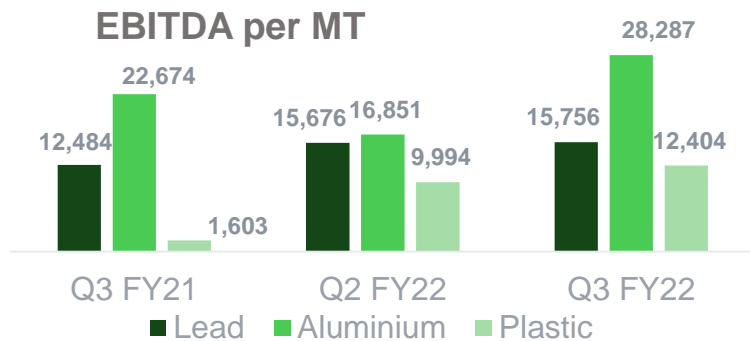


✓ **42%**
Revenue from Value added products

✓ **37%**
Revenue from Overseas Business

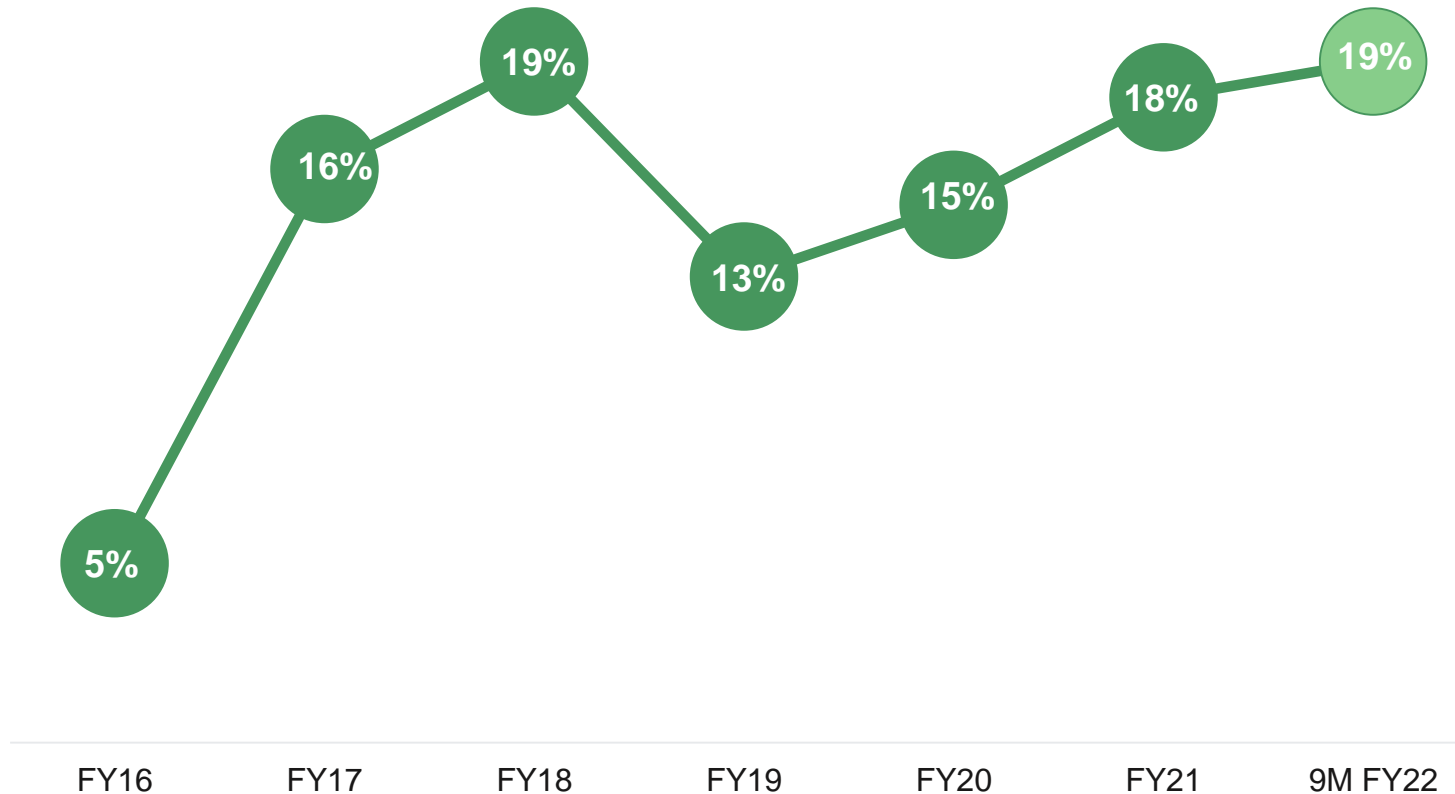
✓ **52%**
Domestic scrap collection for Indian Plants

✓ **77%**
Profit from Overseas business



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

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

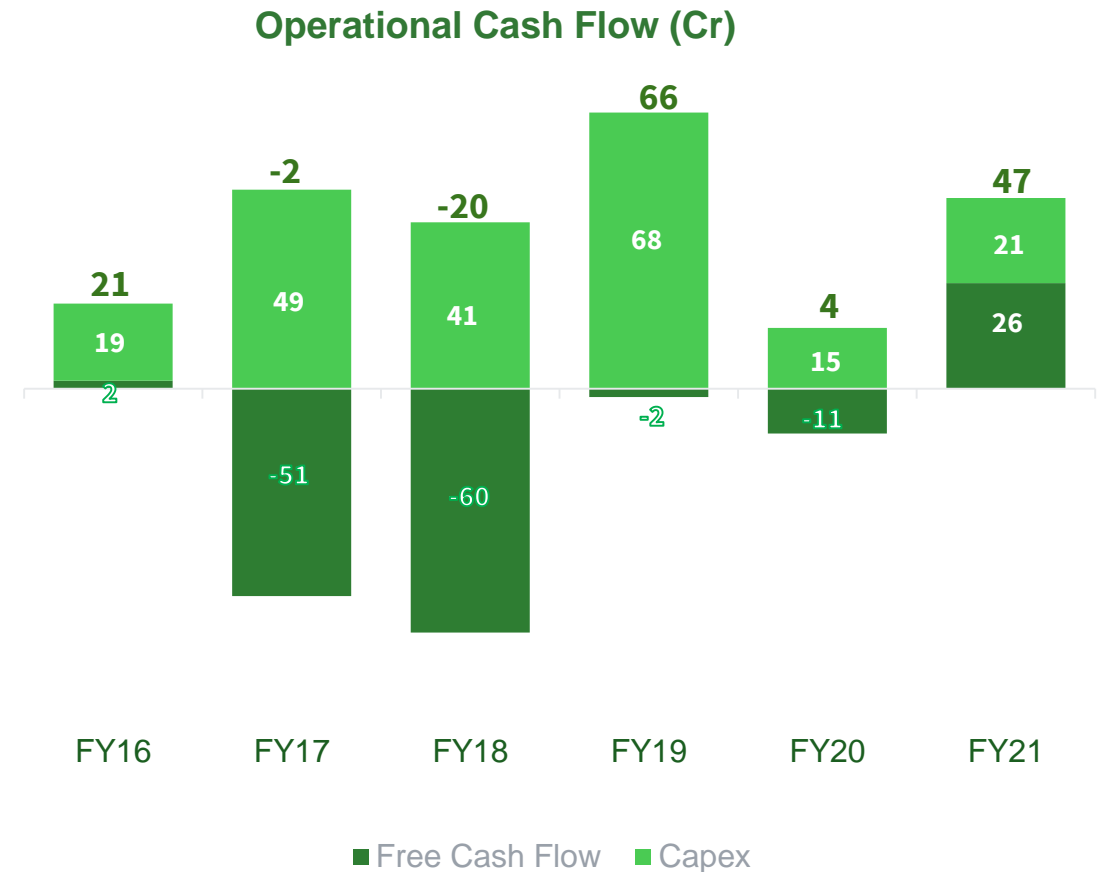
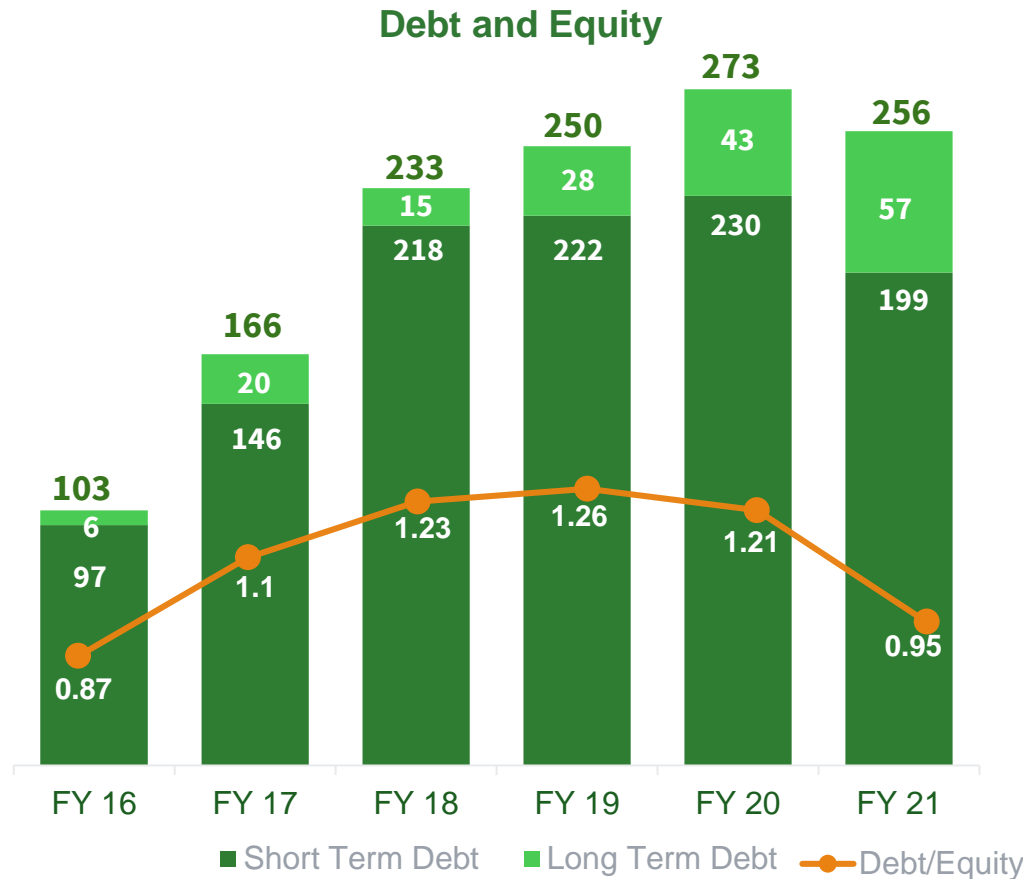
Capital Allocation policy for new projects

• **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**

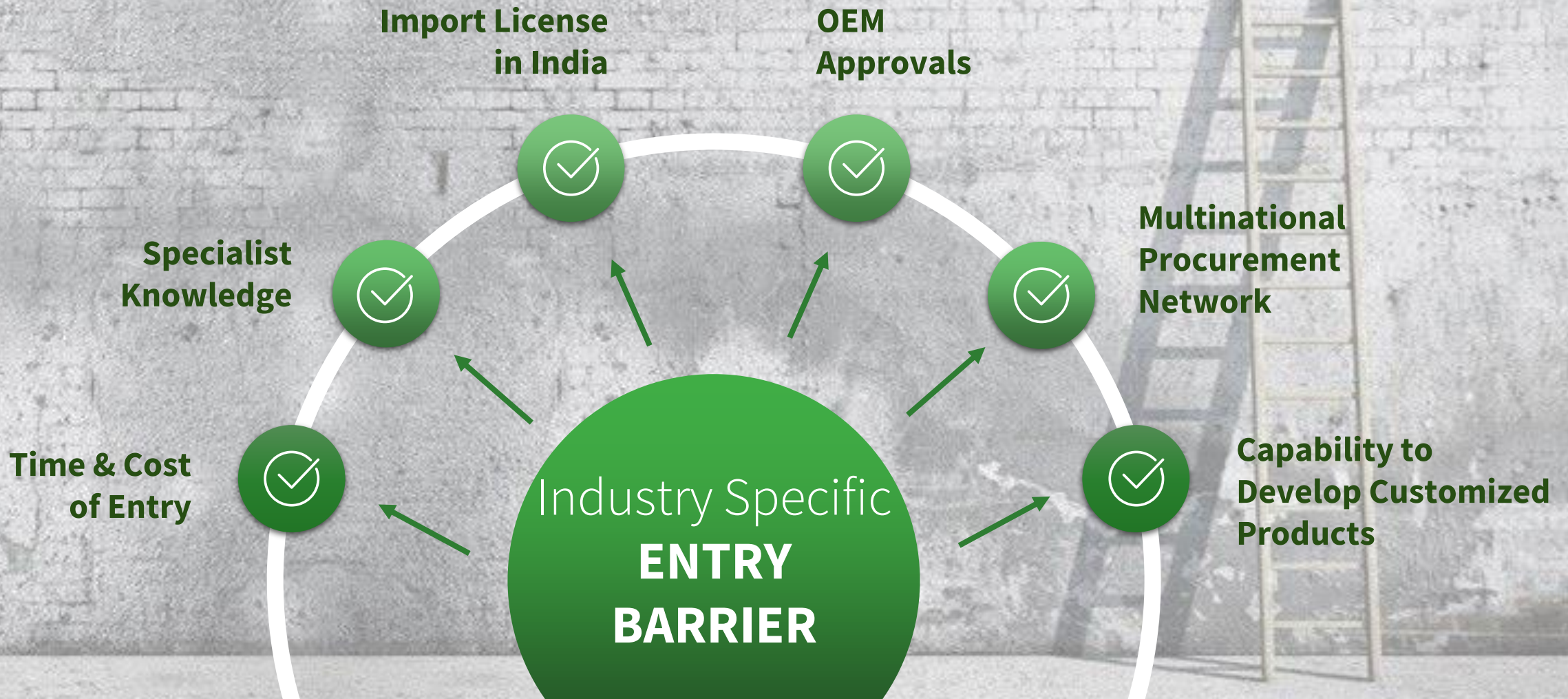


**Customised & Value
Added Products**



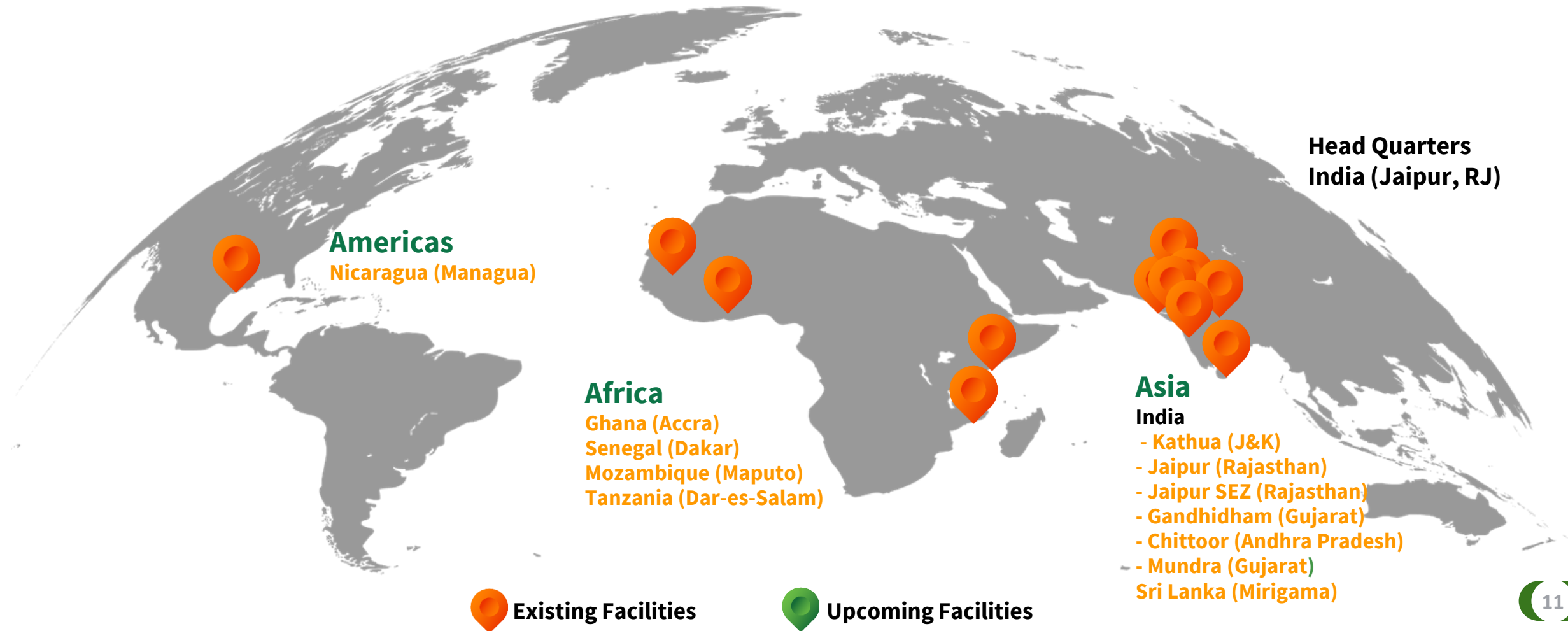
**Risk Mitigation-Back to Back
Hedging Mechanism**

Barriers to Entry



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.

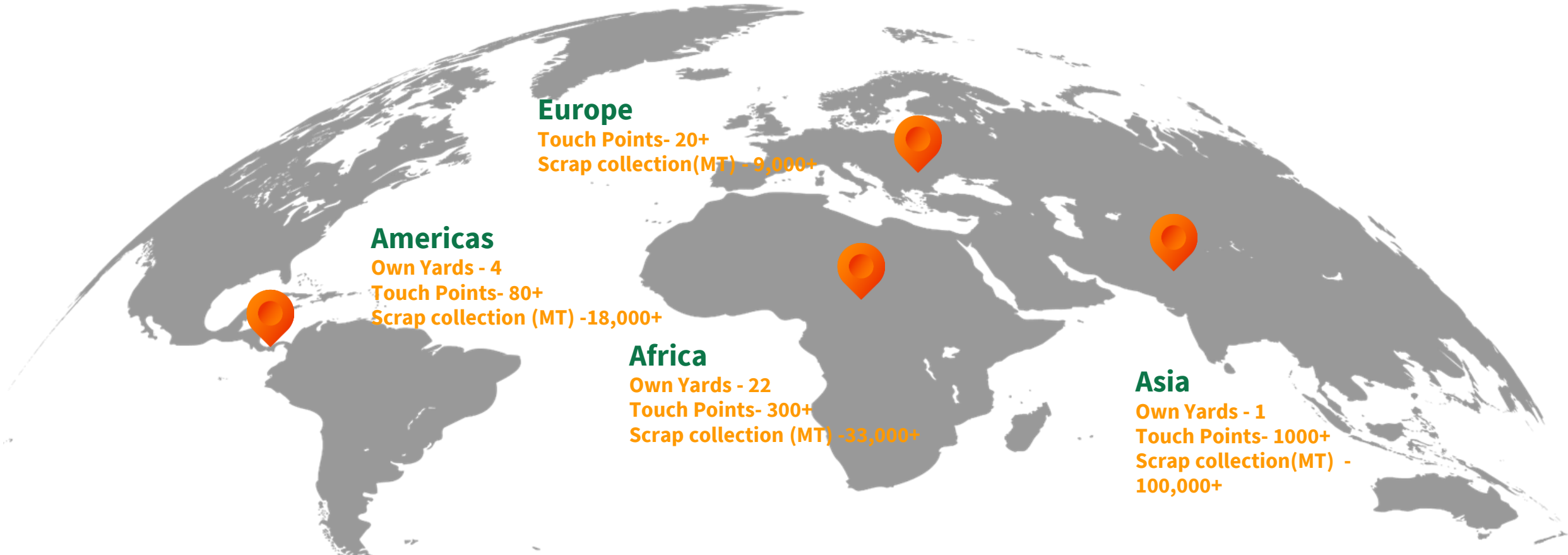


Deep Routed **PROCUREMENT NETWORK**

27
Own yards

1400+
Touch points

1,60,000 MT+
Scrap collection



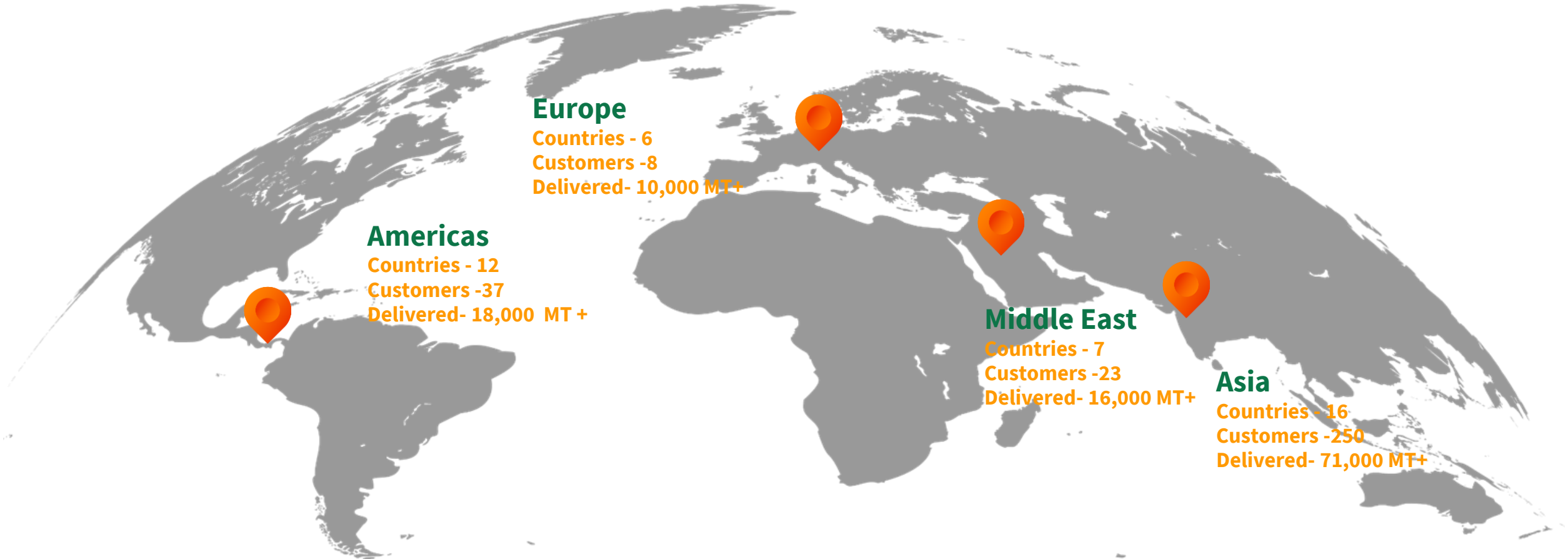
Deep presence in Asia , Africa , Middle East, Europe & America ensures raw material at competitive prices

Diversified **CUSTOMER NETWORK - GLOBAL**

40 +
Countries

300 +
Customers

1,05,000 MT +
Recycled products delivered



Americas

Countries - 12
Customers - 37
Delivered - 18,000 MT +

Europe

Countries - 6
Customers - 8
Delivered - 10,000 MT +

Middle East

Countries - 7
Customers - 23
Delivered - 16,000 MT +

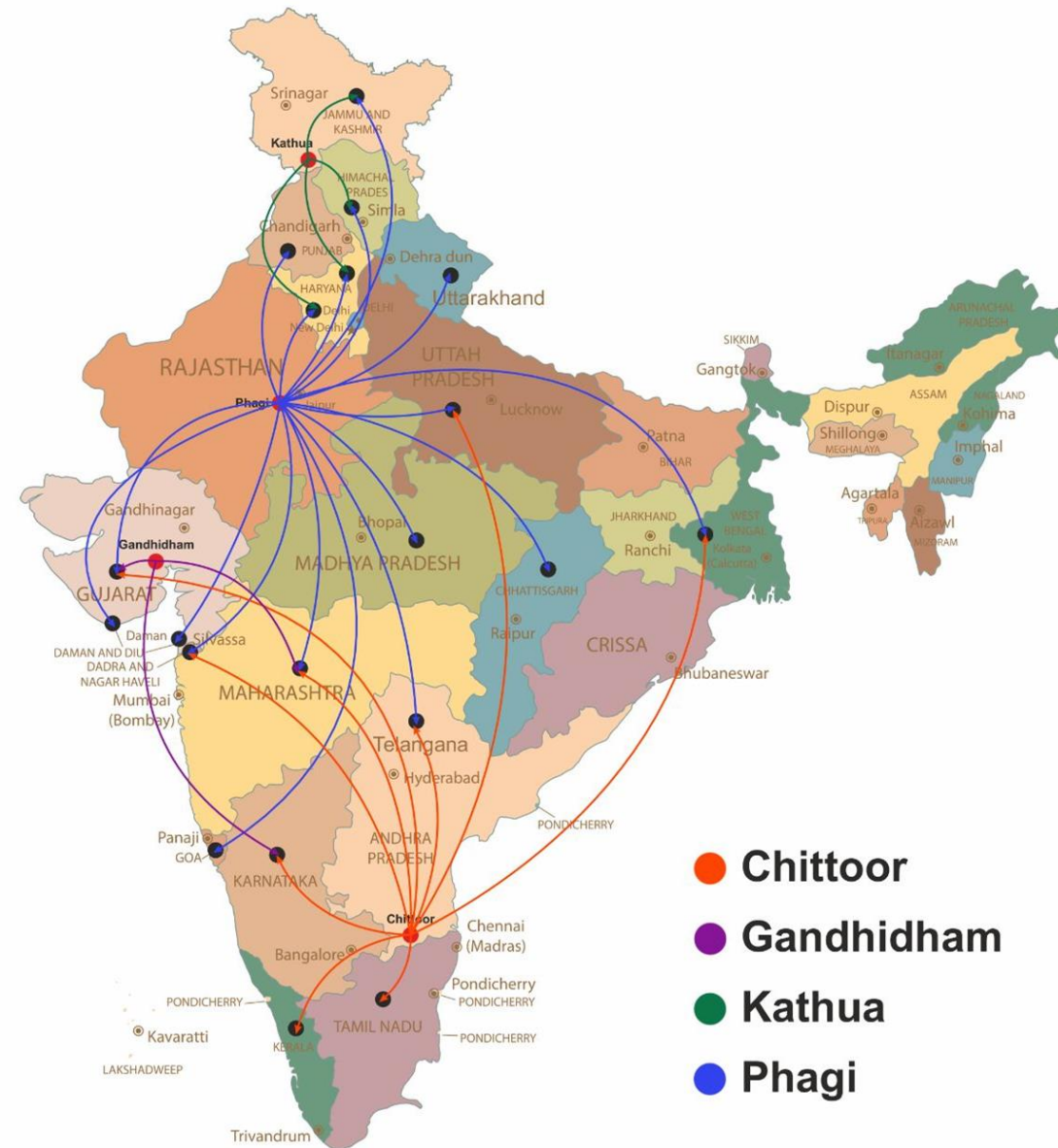
Asia

Countries - 16
Customers - 250
Delivered - 71,000 MT +

Diversified **CUSTOMER NETWORK- INDIA**

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



3

Recycling
Verticals

12

Recycling
Plants

1400+

Touch Points
Globally

45%

Customized &
Value added
products

2.03 Lac+

MT Production
Capacity

72%

Capacity
Utilization

30%

Overseas
Capacity

1.60 Lac+

MT Scrap
Collection

1st ILA

Asia's
Accredited
Plant

60000 MT+

Healthy
Orderbook

OUR PARTNERS

(Strong Partnering Capability)



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

- 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 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



Customized Lead Alloys



Lead Sheets



Lead Bricks



Red Lead



Lead Oxide



Lead Balls



Customized Aluminium Alloys



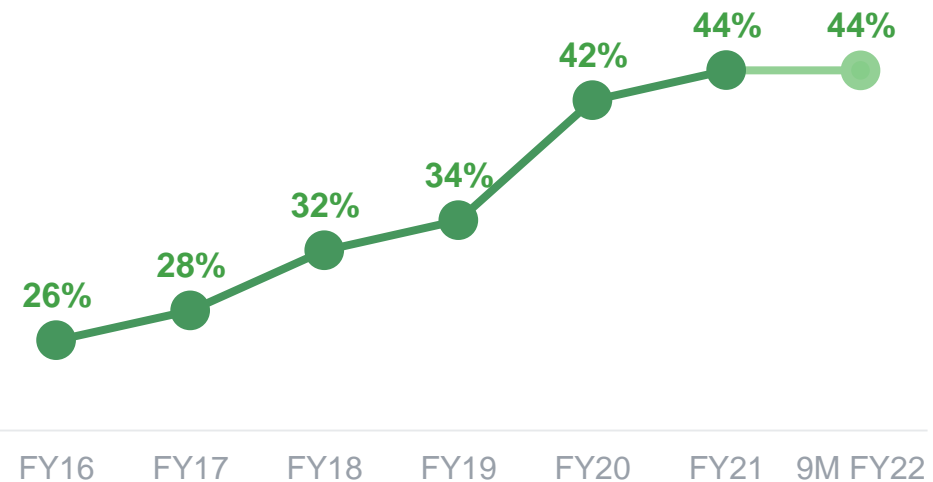
Plastic Granules



Pet Flakes - Food grade

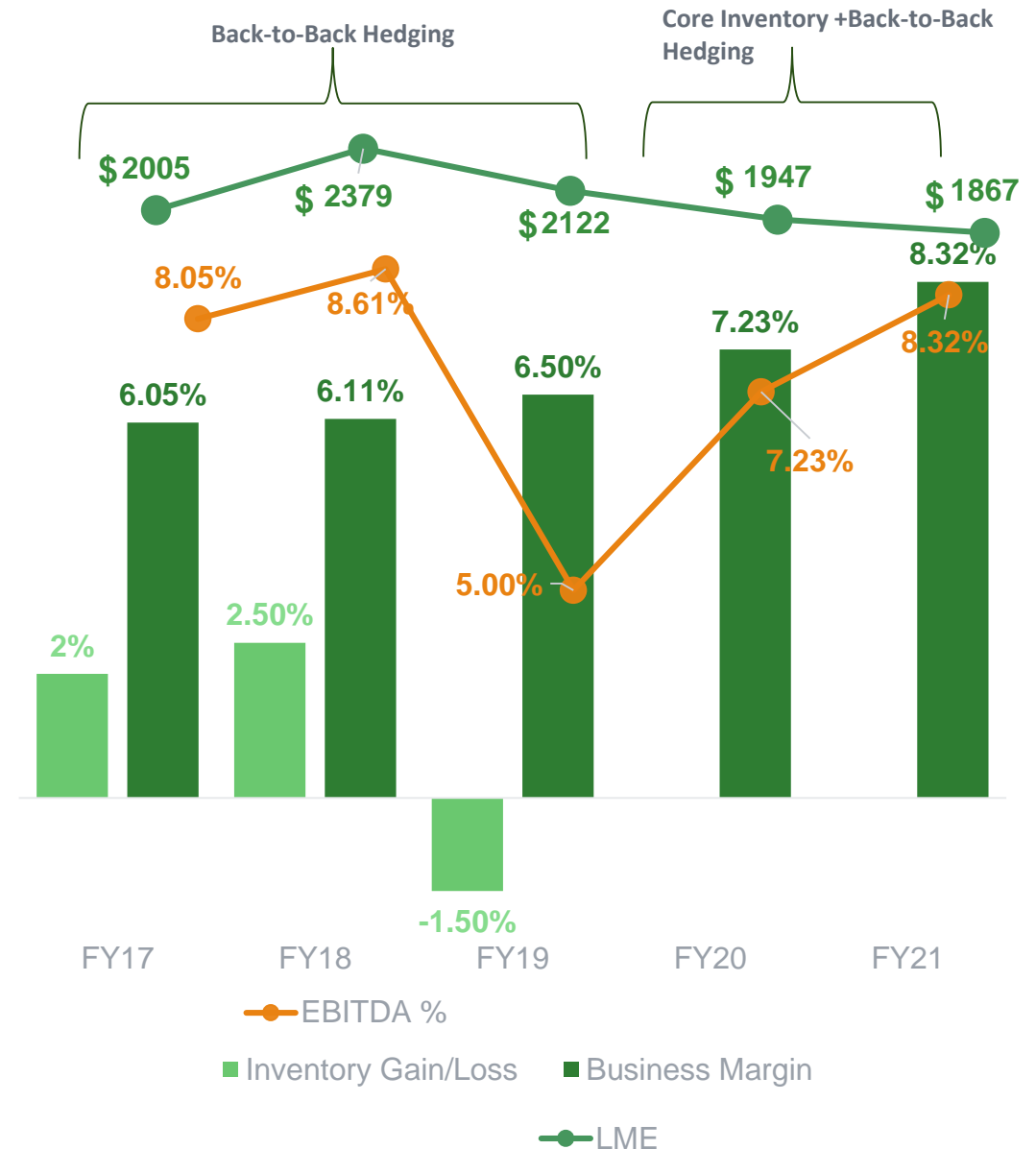
Our Capability to produce customized and value added products for diversified customer segments gives us better contributions and larger pie of customer's product mix.

Value Added Products % in revenue

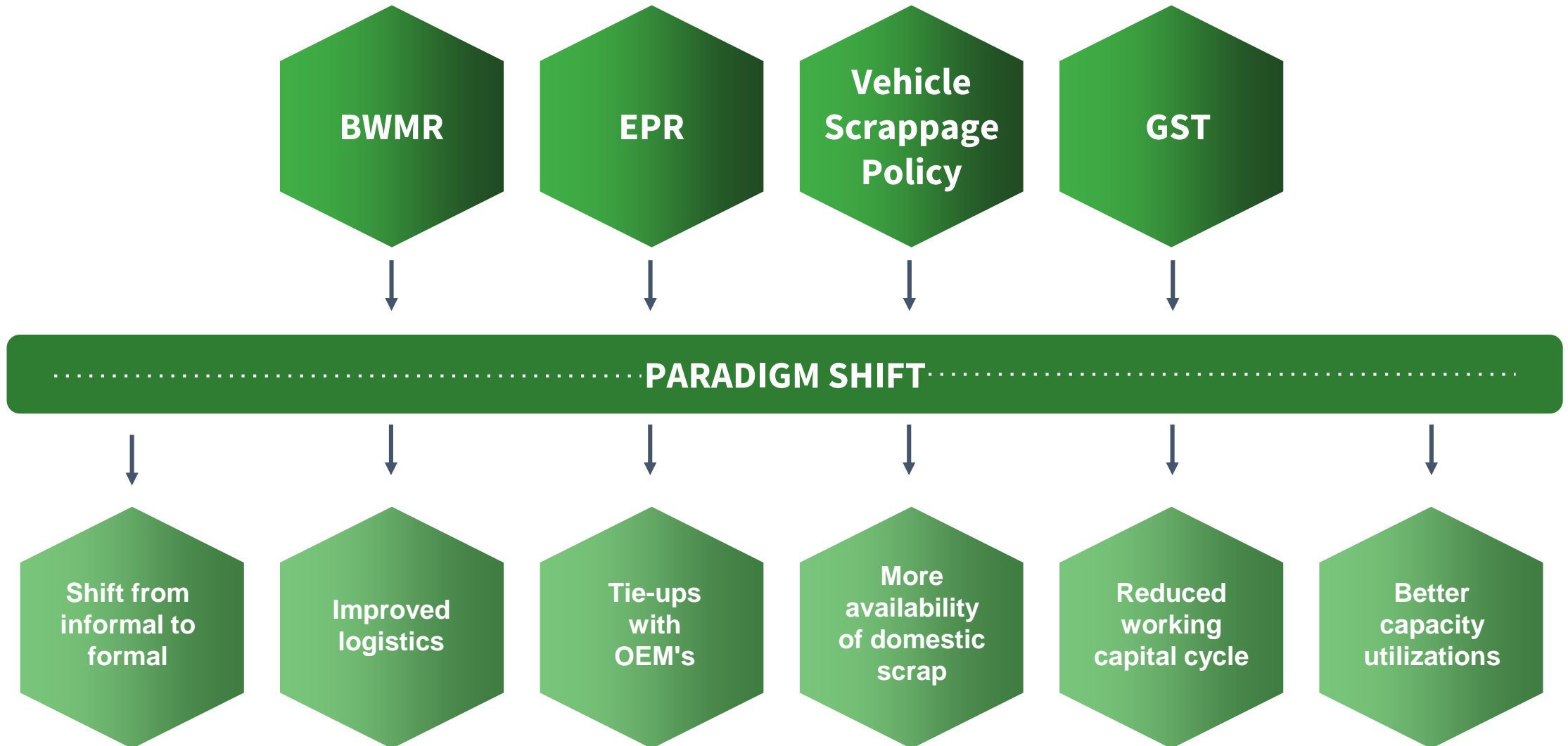


Risk Mitigation by **BACK TO BACK HEDGING** mechanism

- 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 contract on LME Exchange.
- June, 2019 onwards Gravita is enjoys stable margins and is not affected by the commodity price fluctuations



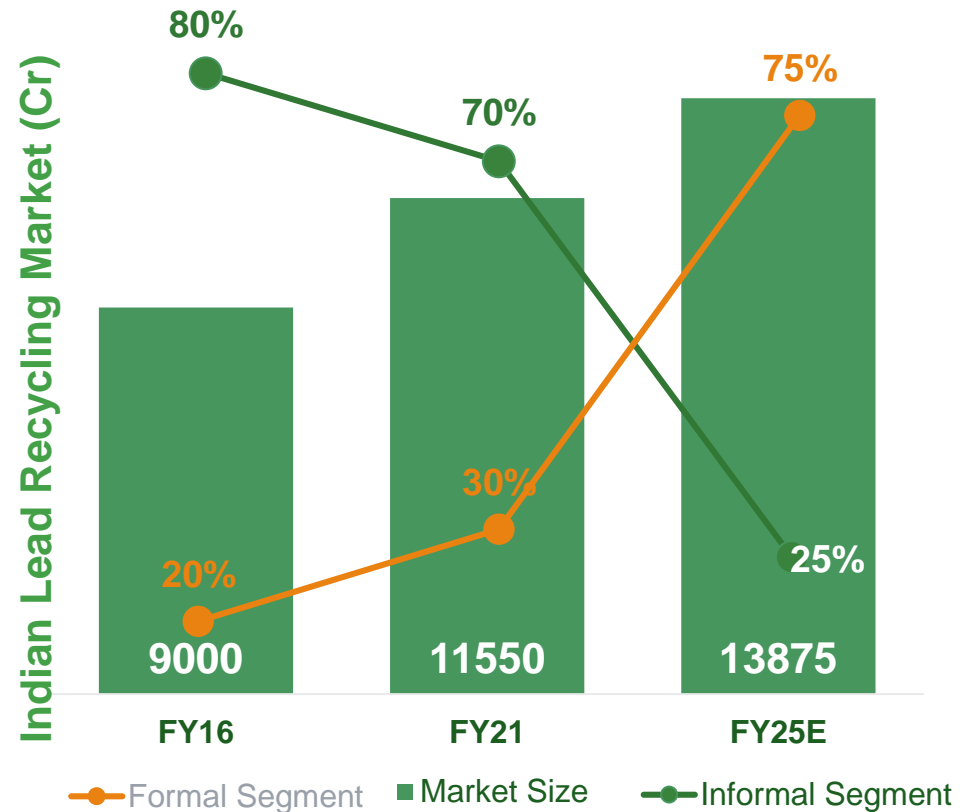
Improving **MARKET DYNAMICS IN RECYCLING** - Paradigm Shift



Shift from **INFORMAL TO FORMAL**

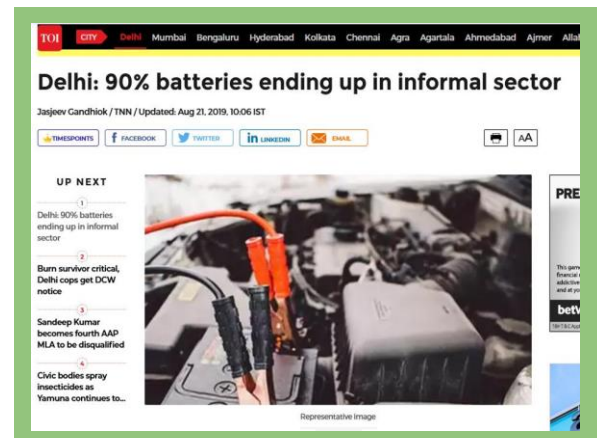
With redefining of Battery Waste Management Rules (BWMR) , Extended producers responsibility (EPR) and stricter implementation of GST, the scrap availability for formal recycling sector has increased and is further expected to grow.

Informal Lead recycling trend in India



*Source - Management estimate

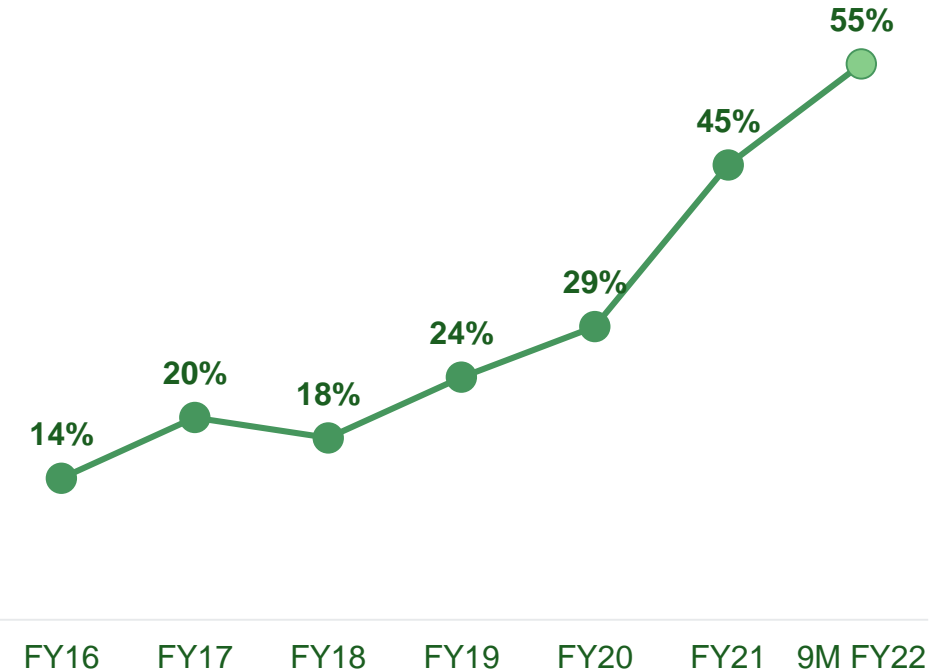
Gravita having Pan India presence and association with OEM's will benefit the most from this shift



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



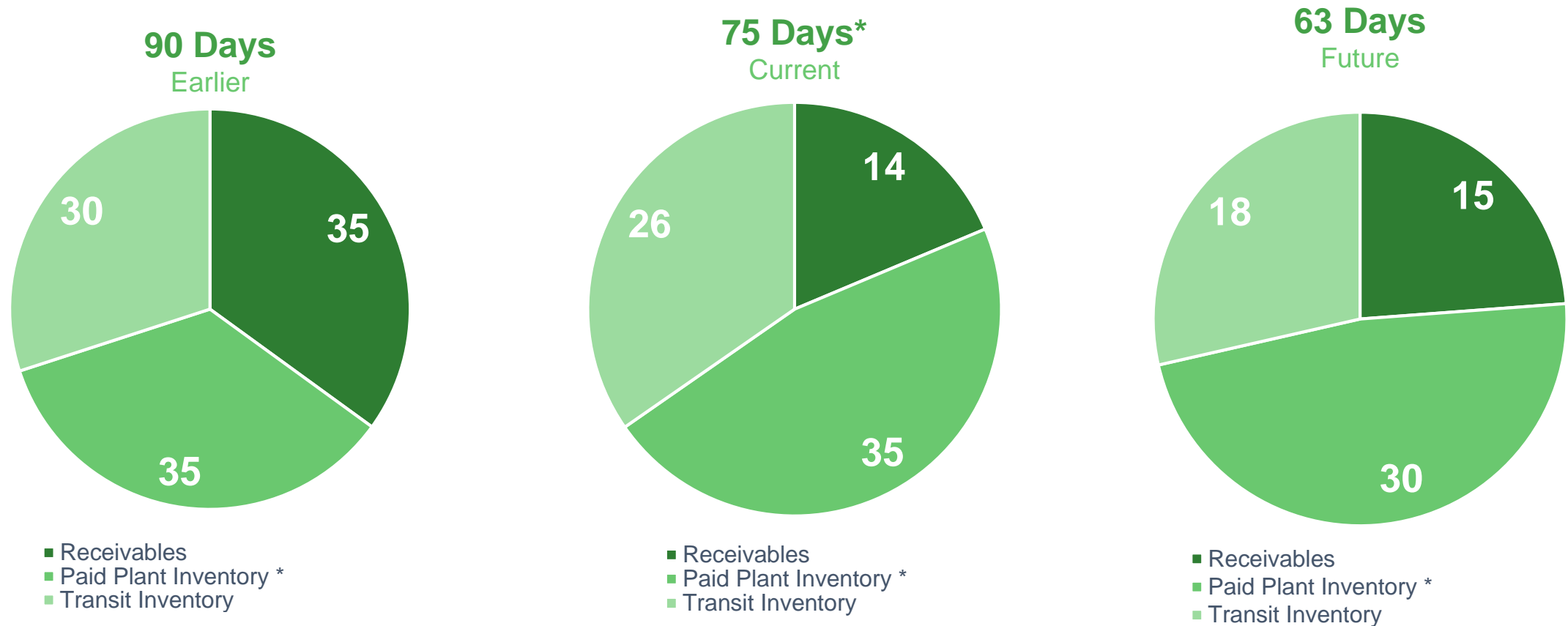
Global Data Centers
and Cloud Infrastructure



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



* Paid Inventory includes advance to vendors and net off Trade payables

Focused on Capturing Value from Waste Through Modern Recycling and Recovery

3

Recycling verticals

Recycling Waste:

- Uses scrap of lead, aluminum and plastic 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

12

Recycling Plants

Conserving Nature:

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

1,60,000 MT+

Scrap collection

Energy Conservation:

- Variable Frequency Drives are being used for all large process fan motors
- Optimization of motor and gearbox in Aluminium Ingot Casting Machine thereby reducing the power consumption of driving motor

1,05,000 MT +

Recycled products delivered

Alternate Energy Source:

- Utilizing alternate sources of energy and has plans to install solar panels at the roof of workshop shed for its plants situated at Chittoor, Phagi and SEZ Jaipur thereby minimizing the consumption of electricity from commercial electricity boards

Involved in Making Holistic & Meaningful Contributions to Society

4

Round of ESOPs

2%

Equity holding in Employee Welfare Trust

4.7%

Women employees

OHSAS 18001

Certified

Rs. 110 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 52 permanent women employees as on 31st March, 2021; Women in the total workforce: 4.8%
- **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

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