

# INVESTOR PRESENTATION

NOV 2024



 We recycle to save environment

*Towards  
Clean, Green  
& Sustainable  
Future*

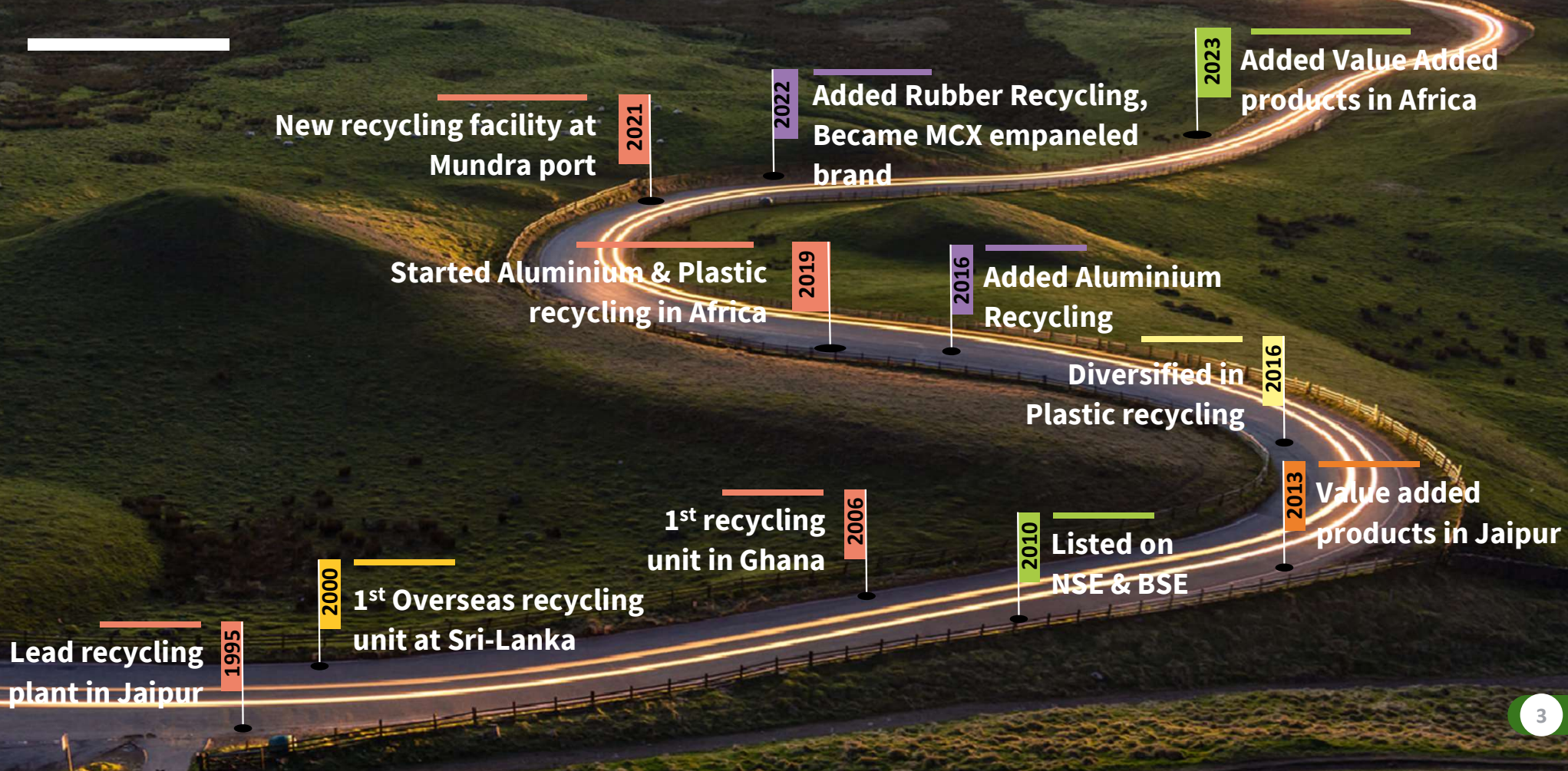




**GRAVITA**, Started In **1992** by First  
Generation Entrepreneur  
**RAJAT AGRAWAL** at **JAIPUR**



# We are on an **AMAZING JOURNEY**





# Building a **Green** World through **Recycling**

Unwavering commitment to sustainability- driven values continues to light the growth path.

## Vision

*To be the most valuable company in the recycling space globally.*

## Mission

*Rank among the top five global recycling companies by 2026, driven by*

- ♻️ *Diversification*
- ♻️ *Sustainable growth*
- ♻️ *Eco-friendly innovation*
- ♻️ *Stakeholder value creation*

## Core Values

- ♻️ *Fairness*
- ♻️ *Trust*
- ♻️ *Respect*
- ♻️ *Passion*
- ♻️ *Nurturing Relationship*

## Social Responsibility

- ♻️ *Community development*
- ♻️ *Advance education*
- ♻️ *Combat hunger*
- ♻️ *Safeguard the environment*

## Business Verticals

### **Existing:**

- ♻️ *Lead*
- ♻️ *Aluminium*
- ♻️ *Plastic*
- ♻️ *Rubber*
- ♻️ *Turnkey Solutions*

### **Upcoming Diversifications:**

- ♻️ *Lithium-ion*

## Management Commentary & **Business Outlook**

“Gravita has **delivered strong H1FY25 performance** paving the way for a promising year ahead. Gravita remains dedicated to fulfilling its **ESG Roadmap** emphasizing the successful incorporation of ESG priorities into the company's strategy and decision-making processes. Further, Board and shareholders of the company has also approved Raising of funds to the extent of INR 1,000 Crs.

Coming to **Q2FY25 performance**, Gravita recorded substantial growth in volumes, revenues and PAT by 8%, 11% and 24% respectively on Y-o-Y basis. Contribution from Value-added products stood at 47%, along with a 140% growth in the domestic availability of scrap on Y-o-Y basis. Robust Capex and capacity expansion plans, strict Government Regulations (BWMR, EPR, RCM), a global and nationwide presence, coupled with experienced management and stakeholder support, bode well for Gravita's growth..”



**Yogesh Malhotra**

Whole Time Director & CEO

# FINANCIAL Highlights

✓ **31 %**  
Revenue CAGR - 3 Yrs

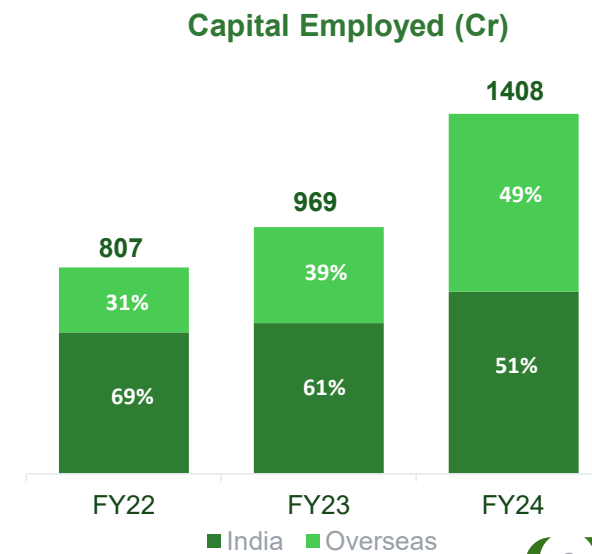
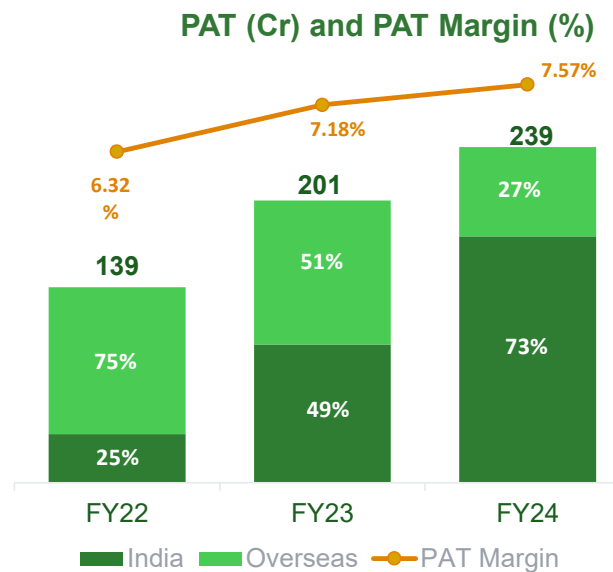
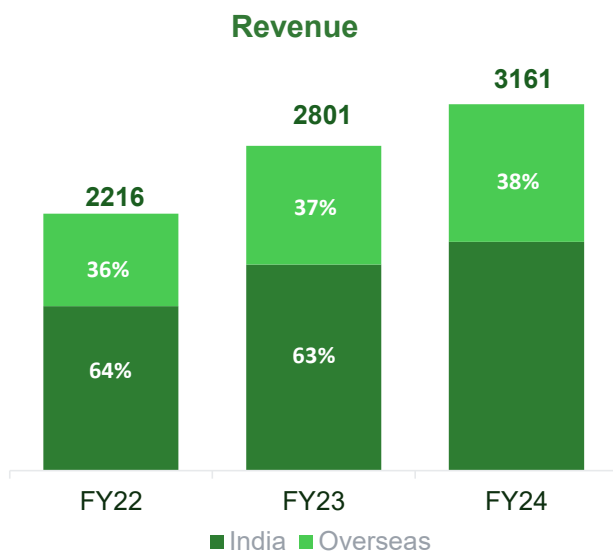
✓ **9-10%**  
Consistent EBITDA margins

✓ **A+**  
External credit rating from ICRA

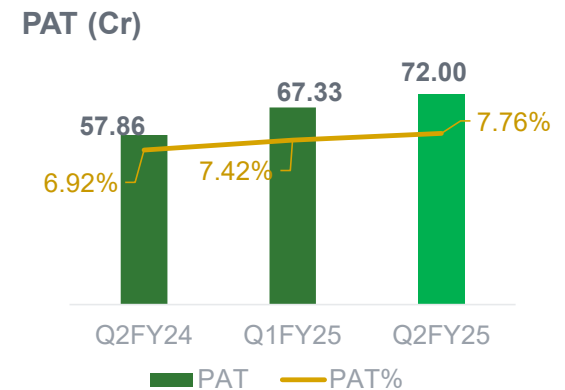
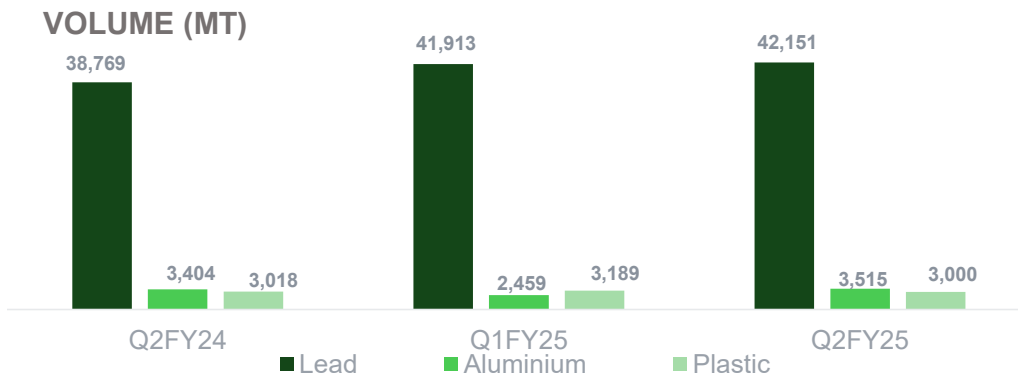
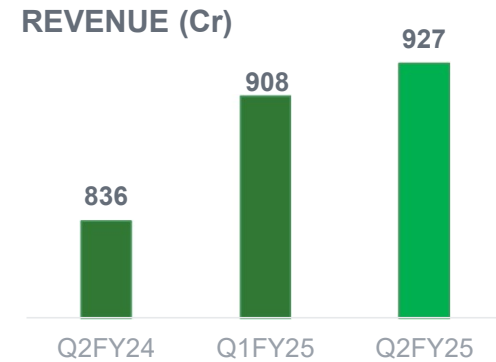
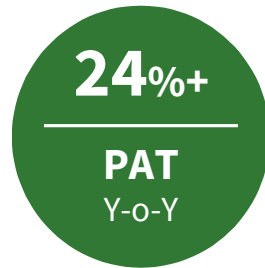
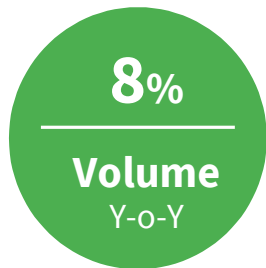
✓ **66%**  
PAT CAGR - 3 Yrs

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

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

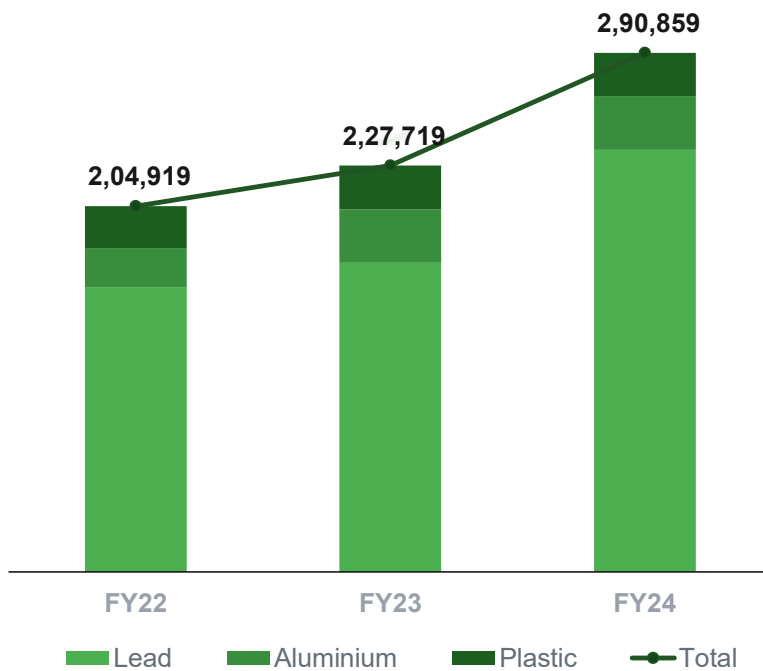


# QUARTERLY HIGHLIGHTS - Q2 FY25

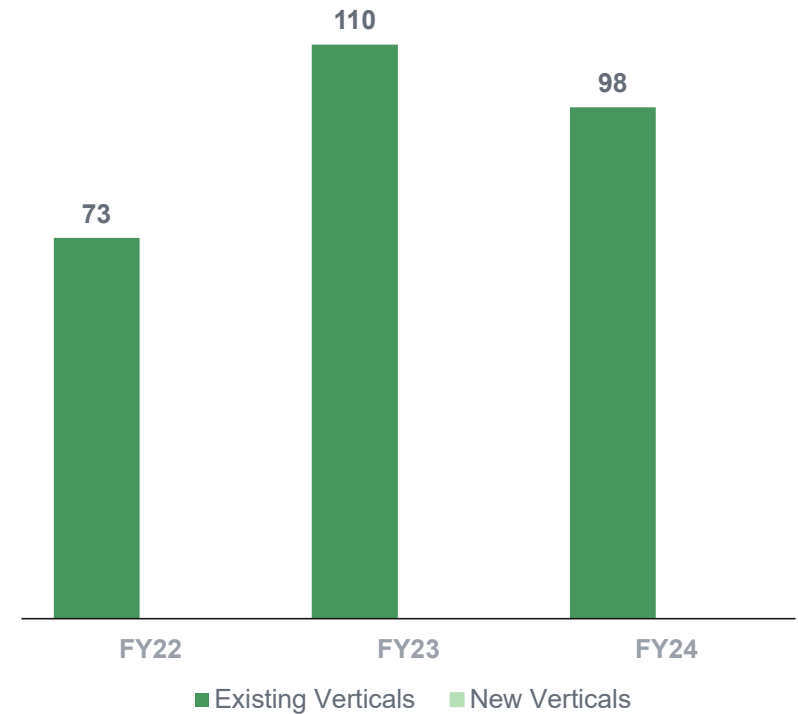


# Capacity Expansion & CAPEX over the Years

### Capacity (MT)



### CAPEX (Rs Cr.)





# 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**

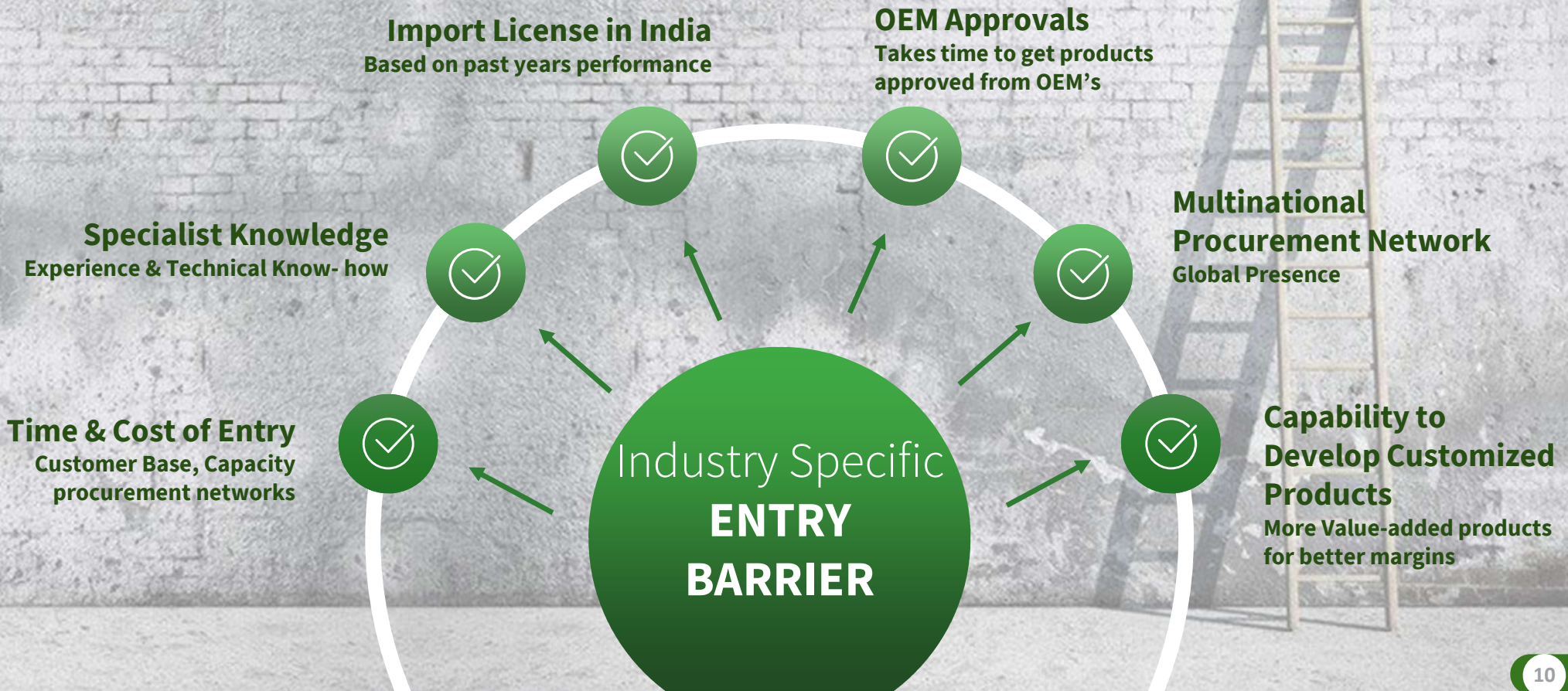


**Customised & Value  
Added Products**



**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.

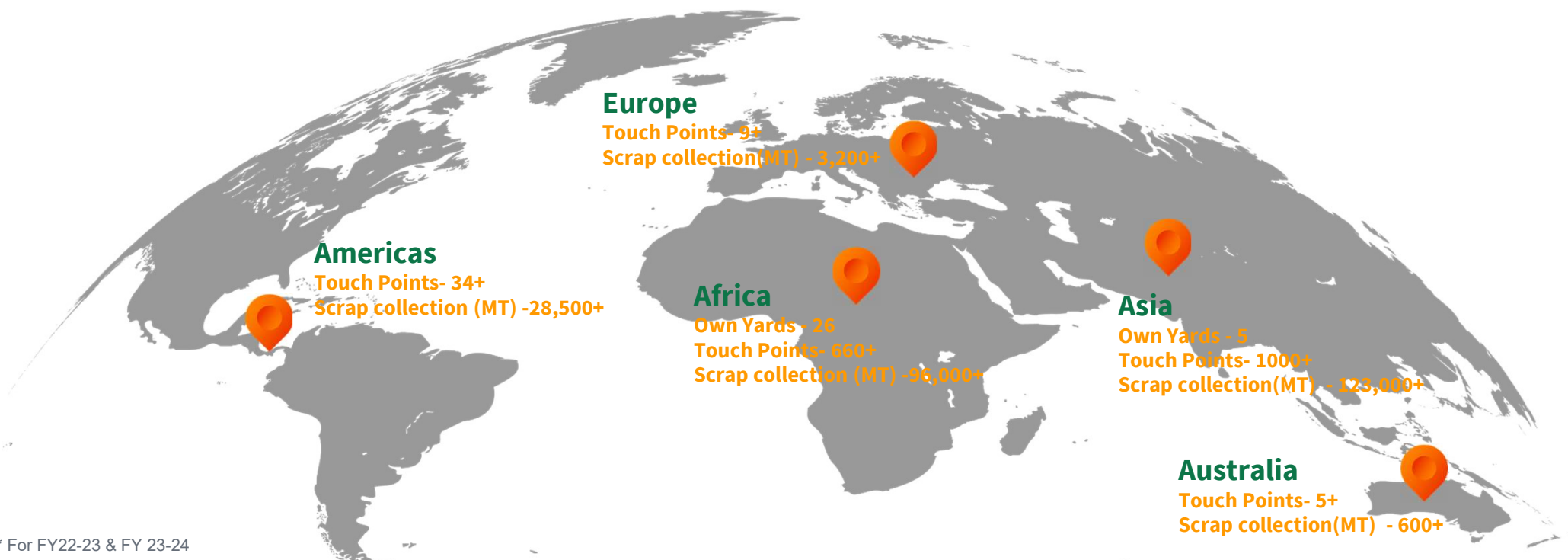


# Deep Routed **PROCUREMENT NETWORK**

**31**  
Own yards

**1700+**  
Touch points\*

**2,50,000 MT+**  
Scrap collection



\* For FY22-23 & FY 23-24

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

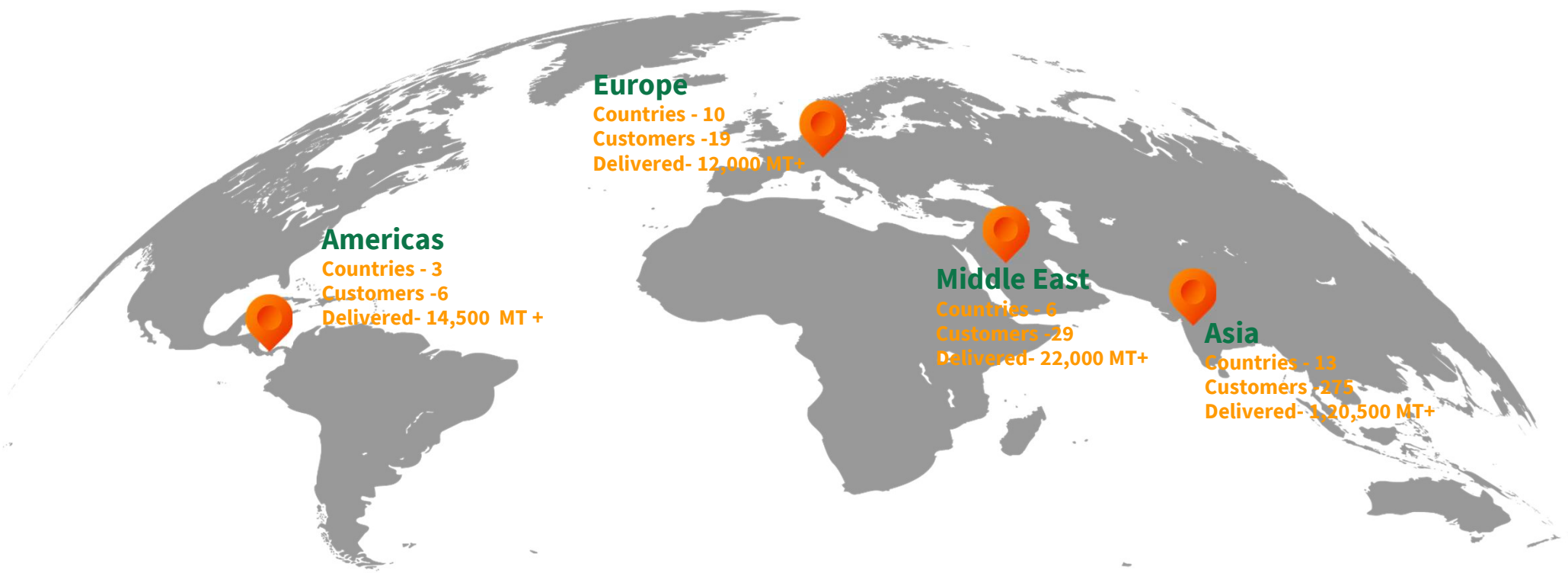


# Diversified **CUSTOMER NETWORK - GLOBAL**

**30 +**  
Countries

**325 +**  
Customers

**1,69,000 MT +**  
Recycled products delivered

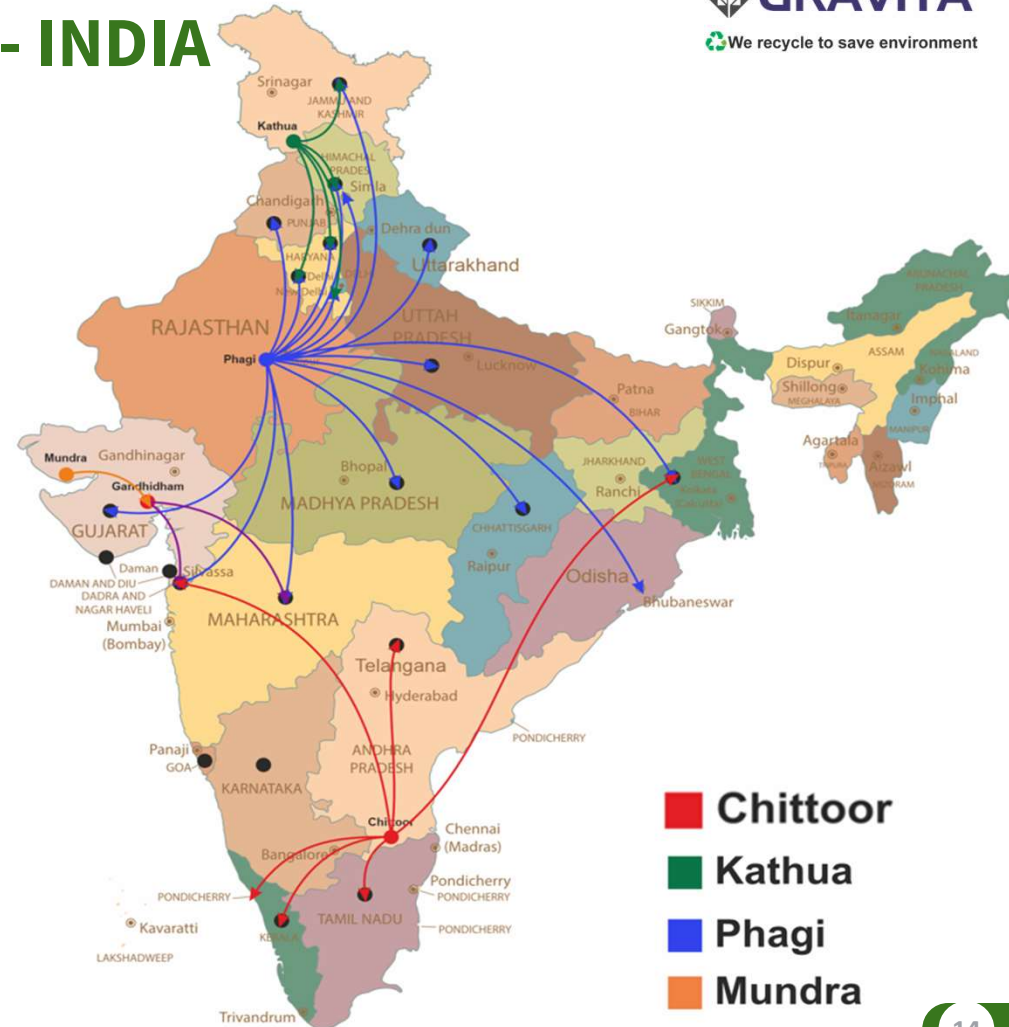


\* For FY 23-24

# Diversified **CUSTOMER NETWORK- INDIA**

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

- **200+** domestic customers in 20 states in India
- **50+** overseas customers in 30 countries.



\* For FY 23-24



# OPERATIONAL EXCELLENCE



**4**  
 Recycling Verticals

**11**  
 Recycling Plants

**47%**  
 Customized & Value added products

**2.91Lac+**  
 MT Production Capacity\*

**67%**  
 Capacity Utilization

**30%**  
 Overseas Capacity\*

**2.50 Lac+**  
 MT Scrap Collection

**ILA**  
 India's only Accredited Plants

**60000 MT+**  
 Healthy Orderbook

\* As on 21<sup>st</sup> Oct 2024

# TURNKEY SOLUTIONS for Recycling



Planning and Specification

Design

Fabrication

Testing

Installation

Operation

Handover



# CUSTOMIZED AND VALUE-ADDED PRODUCTS



Customized Lead Alloys



Lead Sheets



Lead Bricks



Red Lead



Lead Oxide



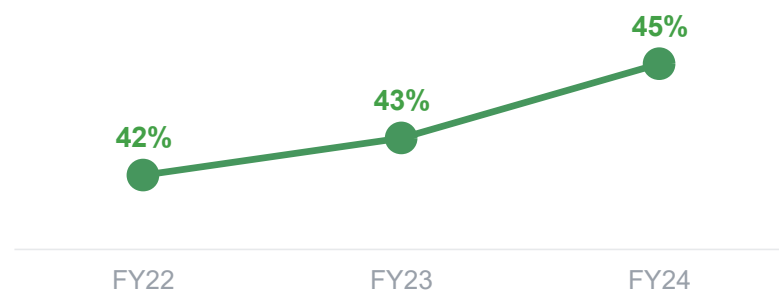
Customized Aluminium Alloys



Plastic Granules

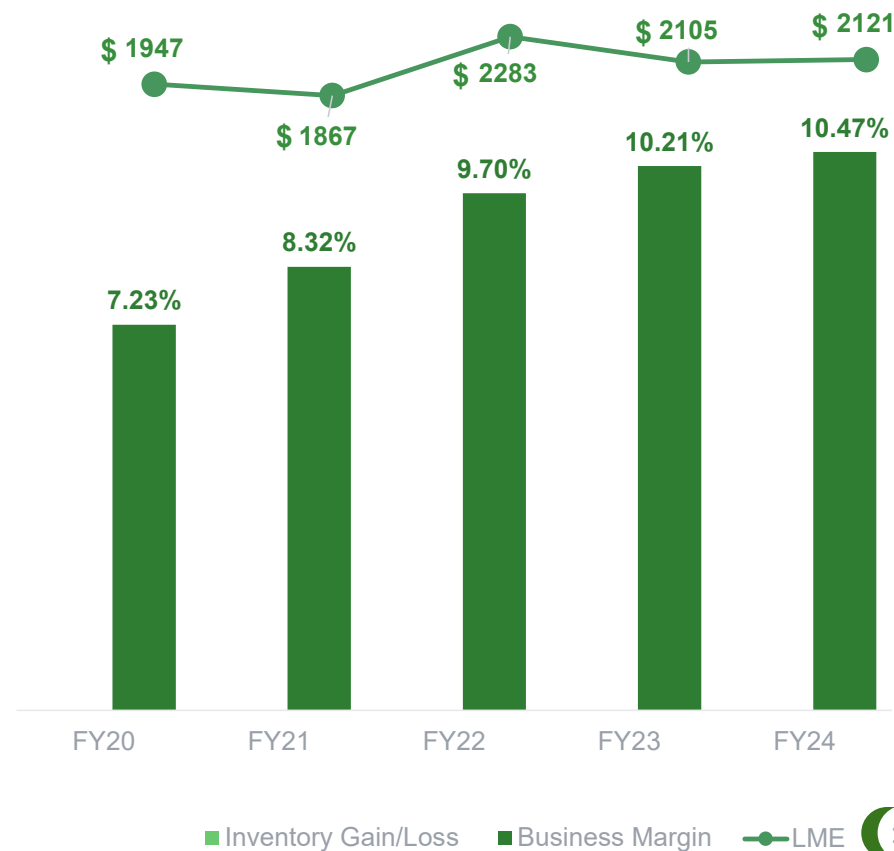
Our Capability to produce customized and value-added products for diversified customer segments gives us better contributions and larger pie of customer's product mix.

Value Added Products % in revenue



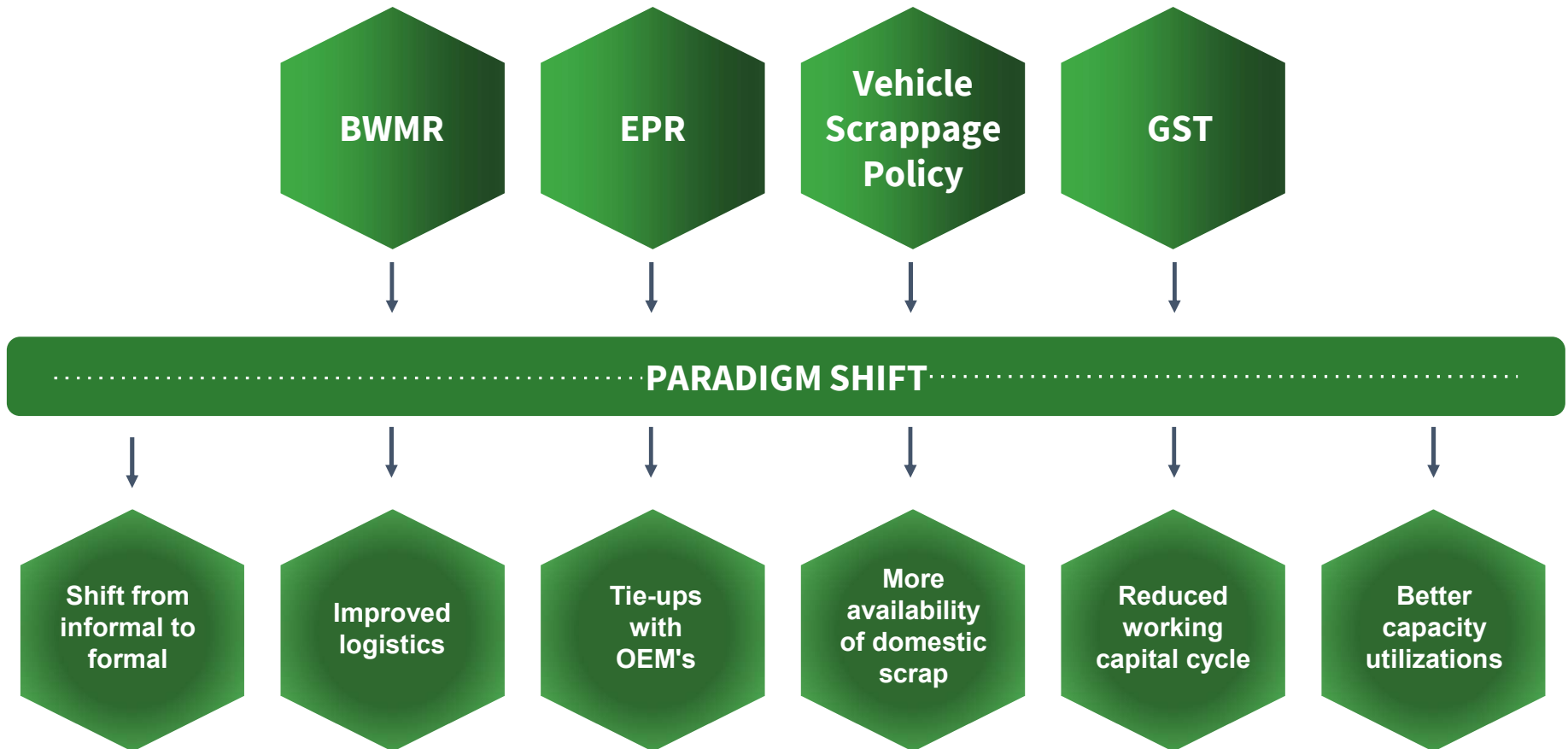
## Risk Mitigation by **HEDGING**

- 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



# Sustainable Circular **Business Model**





# ENVIRONMENT, Social & Corporate Governance

## Deriving Value from Waste through Modern Recycling and Recovery



Recycled Products
• Lead – 148,500 MT
• Aluminium – 10,800 MT
• Plastics – 8,500 MT
• Tyre Oil- 3,097 KL

Conserving Nature
• Zero usage of HFO in operations
• 4% reduction in water intensity (0.43 Vs 0.41 KL/MT)

Alternate Energy Source – Solar*
• Commissioned ~1.6 MwP solar in Ghana & Mundra

Clean Technology Initiatives
• Pilot project for electric refining furnace
• Oxygen trials in smelting to improve energy efficiency

\* As on 30.09.24

# Environment, **SO**CIAL & Corporate Governance

**Aiming to make Holistic & Meaningful Contributions to Society**



Zero fatalities for H1 FY25  
88% increase in incident reporting through safety awareness

Fire fighting system commissioned in Senegal & Tanzania

Women employees increased from 6.4% to 7.1%

100% Health insurance coverage for employees

Gurukul platform with 3000+ skill enhancement courses

ISO 9001:2015 certification for Senegal & Togo operations

\* Higher LTIFR number due to improved focus on safety incidence reporting across locations.

## Weaving a Culture Rich in Ethics, Accountability and Transparency



### Board Composition

- 50% Independent Directors on Board

### Zero Ethical Breaches

- Zero complaints of ethical breaches and non-compliance with statutory requirements across our plants.

### Achievements

- Recognized as a 4-star Export House by the Government of India.
- MCX empaneled brand for refined Lead.

### Executive Compensation Policy

- Compensation for Directors, KMP, and Senior Management are designed to strike balance between fixed and incentive-based components to drive business growth

### Detailed Disclosures








- All key Policies, Decisions, Related Party Transactions, Certifications and other material information is promptly disclosed in all public documents
- First time responded to CDP Climate Ratings

\*ILA – International Lead Association, a global Lead trade association



# Environment, Social, Governance **ROADMAP**









**Our ESG roadmap is the guide for an effective integration of our ESG priorities into the company's strategy & decision-making process**

Key Area	Performance Indicator	Short Term Targets (FY27)
 Energy	Energy Intensity	10% reduction
 RE Power	RE Power Usage	30% of total power usage
 GHG emissions (scope 3)	Scope 3 emissions	Scope 3 emissions reporting
 Water Management	Water Intensity	10% Reduction
 Waste Management	Waste Utilization	10% Utilization
 Safety	ISO 45001 Framework	100% implementation across group
 Quality	Customer Rejection	10% reduction

Base Year: FY24

# Environment, Social, Governance **ROADMAP**





## Key ESG Targets sets by Gravita India with timelines

	Key Area	Performance Indicator	Mid term Targets (FY34)
	Energy	Energy Intensity	20% Reduction
	RE Power	RE Power Usage	50% RE power usage
	GHG emissions (scope 3)	Scope 3 emissions	Strategy and execution for scope 3 reduction
	Water Management	Water Intensity	25% Reduction, Water Neutrality for India operations
	Waste Management	Waste Utilization	Partnership for waste utilization
	Safety	LTIFR	50% reduction
	Quality	Customer Rejection	Zero customer rejection on quality performance
	Gender Diversity	% Women employees	100% improvement

Base Year: FY24, for Safety Base year is FY26

# Environment, Social, Governance **ROADMAP**

## Key ESG Targets sets by Gravita India with timelines

Key Area	Performance Indicator	Long Term Targets (FY50)
 GHG Emissions (Scope 1+2)	Emissions reduction	Net Zero emissions
 Water Management	Water Neutrality	Water Neutrality for Gravita Group by 2040
 Waste Management	Waste Utilization	Zero waste to Landfill for India (2040) Zero Waste to Landfill for Gravita group (2050)
 Safety	Health & Safety framework	Best In class Health & Safety framework implementation

For detailed view of ESG roadmap, please refer ESG section of our website [www.gravitaindia.com](http://www.gravitaindia.com)



Thank You

**SAVE THE PLANET**

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