

GRAVITA INDIA LIMITED
30th Annual General Meeting

Day	Wednesday
Date	28 th September, 2022
Time	01:00 P.M

Chairman's Speech - AGM 2022

A very warm welcome and Good Afternoon to each and every one of you.

It gives me great pleasure to welcome you to the 30th Annual General Meeting of Gravita India Limited.

As I look back at the exceptional year of 2021-22, I could not have been prouder of the entire Gravita family. Our employees and our business continued to demonstrate the strength of our strong business model, with the Company achieving robust operational and financial performance during the year. The success we have achieved over the last few years wouldn't have been possible without the commitment and hardwork of our employees. Today, Gravita family comprises of 1900+ employees spread across our operations in India, Americas, Europe, Africa and Asia.

While we had hoped that COVID-19 would be behind us with the vaccine roll-outs across India and the rest of the world, we continued to see disruptions from government mandated business closures across many of our markets to curb the transmission of virus mutants. The broader impact of the pandemic on India and global economies also led to labour shortages, growing inflationary pressure and overall supply chain disruptions. That backdrop makes the results we were able to achieve together even more exceptional.

We have already articulated our Vision 2026 that envisages our diversification into recycling of rubber, copper, paper, e-waste and lithium. Our entry into new verticals will be eased based on our proven skills and capabilities and our strong knowhow in safe and reliable recycling will enable us to shrink payback and hence boost cashflows and liquidity, thus creating a pool of growth capital for the Company.

We have a unique business model and are strategically positioned because of high entry barriers to our business and that gives us immense confidence about our future growth trajectory. We are responsible towards the communities in which we operate and stakeholder value creation will continue to remain our key focus area.

We are committed to shared prosperity and an equal world for all and I believe that is what distinguishes us from the others. As our performance in 2021-22 and our Vision 2026 demonstrate, we will not take the easiest path but take the path that we believe will drive the best long-term value for our stakeholders and our planet.

I would now like to present the salient features of your Company's performance during the F.Y. 2021-22.

As stated earlier, Gravita delivered another strong financial performance during the financial year under review, notwithstanding the ongoing challenges presented by COVID-19 and the war.

- The Company's revenue from operations scaled up sharply by about 57% from Rs. 1,410 cr in 2020-21 to Rs. 2,216 cr in 2021-22 on the back of strong performance achieved in all the business verticals- Lead, Aluminium and Plastic. While the Lead segment continued to do well it was a turnaround performance for the Plastics and Aluminium businesses and we expect the momentum to continue this year too.
- EBIDTA for the year stood at Rs. 215 Crores, with a year-on-year growth of 83% from Rs. 117 Crores in FY 2020-21.
- Further, net profit after tax stood at Rs. 139 cr, 166% higher than the previous year.

Throughout the year we continued to execute our strategies, enabling us to strengthen our network of solid globally-spread infrastructure assets, which are key to sustainably aggregating and recycling resources generated across India and the world. This comprises our basic focus on rising higher for a sustainable future.

In addition to our mainstay of Lead recycling, we also accelerated our focus on Aluminium and Plastic recycling with the result that both these businesses are attaining scale. This gave us the confidence to take steps in rubber recycling, in line with our focus on resource diversification and diversifying in new recycling segments.

I am pleased to report that over the year we improved our health and safety performance, and overall employee engagement and introduced various training and development programs for our employees. The Company's top management has experience of more than 30 years in diversified industries. Further, we have separate SBU heads for all verticals, thus ensuring dedicated focus on growth.

Future Plans

We are bolstering our capabilities to build a large green machine platform in a world that is increasingly focused on the need for sustainable solutions. We are excited about the opportunities that this need creates for our business. The year 2021-22 clearly demonstrated our capabilities to generate strong performance and withstand the impact of many challenge. The quality of our asset base and strong market selection continues to be the foundation of our growth. While the strength of our brand supports talent retention, the dedication of our employees allows us to excel.

We are also committed to strengthening our ESG policies and will focus on the reduction of our carbon footprints by using alternate sources of energy. The company has already adopted solar energy by installing solar plants at its manufacturing locations situated in India. As we advance, we also plan to install solar plants at our overseas locations.

As we look ahead to 2022-23 and beyond, the hard work, dedication and focus of our employees on long-term value creation for our shareholders will continue to drive us and because of that I know that the future for Gravita and our employees will be brighter.

Acknowledgment

Finally, I would like to thank all our stakeholders for the continuing support you have given to the Company. Making a sustainable future possible is a mission that unites the people who make Gravita the Company it is. It has been my privilege to lead a team of such high caliber and committed people and I look forward to celebrating our future successes together.

Thank you for your continued support and cooperation.

Thank you all!