



CIRCULAR ECONOMY REDEFINES THE WAY WE CONSIDER GROWTH





Investor Presentation August 2022

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Safe Harbor



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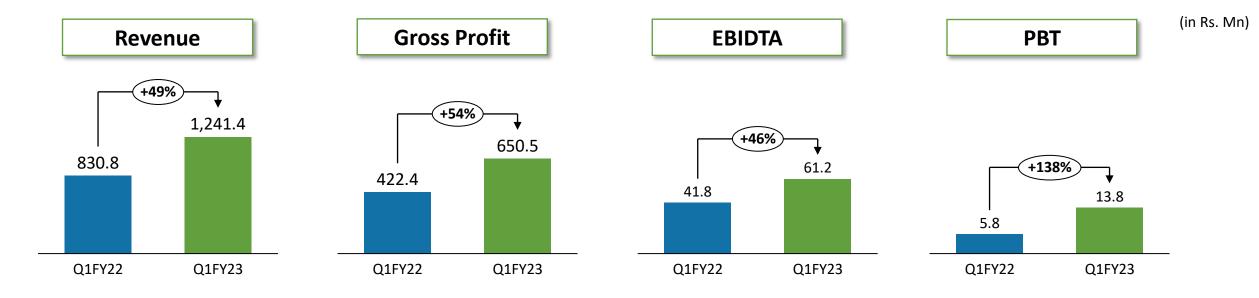
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Performance Highlights



Q1FY23 Performance (YoY)





Revenue / Profitability

- Robust growth in Revenue on the back of demand revival in reclaim and growth in non reclaim business, favourable currency, price hikes across all BUs
- Gross Profit margins expanded by 54% YoY basis on account of better product mix and cost efficiency in raw material procurement
- EBITDA & PBT grew strongly on the back of operating leverage benefits partially impacted by higher logistics

Operational Highlights



Volume growth in reclaim business is 25%

Employee benefit expenses include one time impact on account of separations and provisions

Commissioned 500 KW solar plant at one of our facilities



Volume sales in non reclaim business is lower on account of material and container shortages

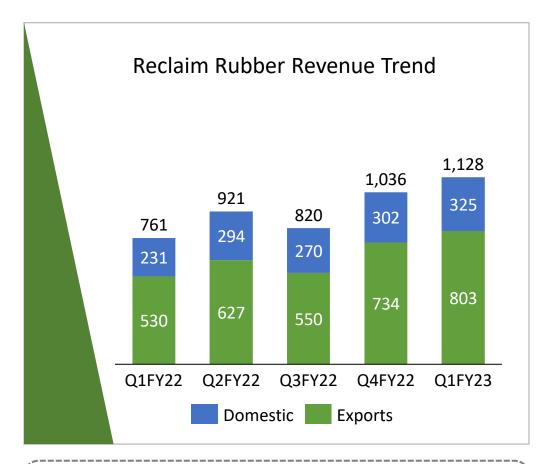
Made inroads into export markets in engineering plastics business

Moderation in ocean freight will improve margins

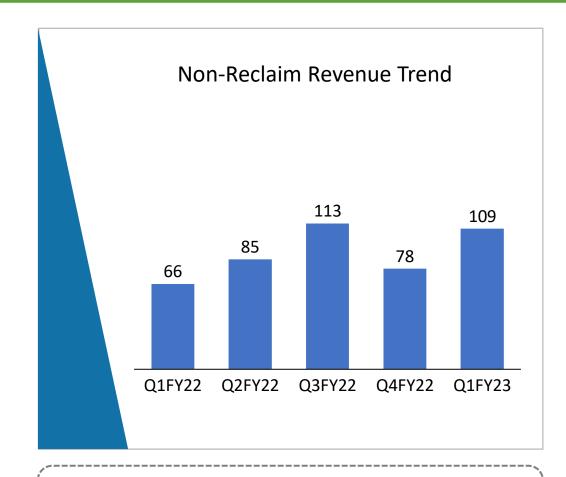
Improved net current assets through working capital management and improved operating margins

Segment Wise Quarterly Performance Trend*





Substantial jump in overall revenue from Q4 FY22 to Q1 FY23 of 9% led by volume and price increase, both in export and local sale



Revenue in Non-reclaim segment increased on account of higher volumes

Segmental Financial Highlights*



Particulars (in Rs. Mn)*	Reclaim	ı Rubber	Non-Reclaim Rubber		
	Q1FY22	Q1FY23	Q1FY22	Q1FY23	
Revenue	761.3	1,128.3	66.2	109.3	
Raw Material	374.5	521.8	32.8	68.6	
Other Expenses	354.3	554.2	24.3	32.6	
EBIDTA	32.5	52.3	9.1	8.1	
EBIDTA Margin	4.3%	4.6%	13.7%	7.4%	

- ✓ Revenue from reclaim rubber business increased on account of
 - Increase in selling price and favourable currency
 - o Increased volumes led by ramp-up in reclaim rubber capacity
- √ Non Reclaim Rubber business margins have reduced due to,
 - One time loss on inventory carrying cost of key raw materials



Industry highlights



Global & Indian Tyre Industry Performance

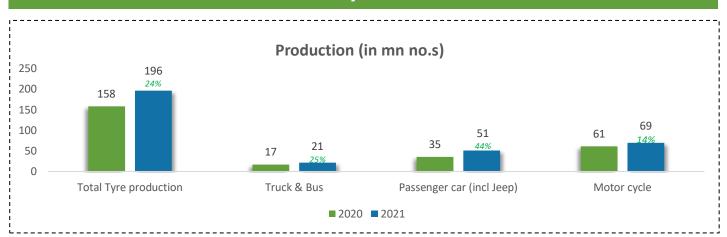


Global Tyre Market

Passenger car/Light truck tire, H1 2022 CY (% change Y-o-Y, in no. of tyres)

Particulars	Western and Central Europe	North & Central America	South America	Global market		
OE tyres	-7%	5%	6%	-2%		
RT tyres	7%	1%	4%	0%		
Truck tire, H1 2022 (% change Y-o-Y, in no. of tyres)						
OE tyres	1%	9%	12%	-28%		
RT tyres	12%	10%	7 %	-2%		

Indian Tyre Market



Global Tyre trends

- ✓ Global OE tire demand in PCLT segment is down by 2% with stable demand from American region
- ✓ Decent Replacement sales coupled with Truck tyre demand in key export markets help order push for GRP in Q1
- ✓ Price surge in major inputs materials helped further strengthen demand

Indian market

- ✓ Slow rise in the production of all tyre categories, however, still remains unutilized capacity (up to 20%)
- ✓ Exports from India went up significantly in 2021 while Tyre imports in India continue its declining trend
- ✓ Percentage of Radialisation in T&B went up by 3% from that of CY20 at 50%

Source: Michelin & ATMA

Consolidated Profit & Loss Statement



Profit & Loss (Rs. Mn)	Q1FY23	Q1FY22	Y-o-Y / Bps	Q4FY22	Q-o-Q / Bps	FY22	FY21	Y-o-Y / Bps
Revenue	1,241.4	830.8	49%	1,112.3	12%	3,884.2	2,797.7	39%
Cost of Goods Sold	590.8	408.4		487.3		1,820.5	1,354.4	
Gross Profit	650.5	422.4	54%	625.0	4%	2063.8	1443.3	43%
Gross Profit Margin	52.4%	50.8%		56.2%		53.1%	51.6%	
Employee Cost	167.4	131.6		143.4		582.5	487.7	
Other Expenses	421.9	249.0		401.9		1249.3	786.4	
EBIDTA	61.2	41.8	46%	79.7	-23%	232.0	169.2	37%
EBITDA Margin	4.9%	5.0%		7.2%		6.0%	6.0%	
Other Income	1.1	2.9		5.5		11.6	18.7	
Depreciation	32.5	29.6		32.3		124.0	126.6	
Finance Cost	16.1	9.3		12.0		45.1	54.0	
PBT	13.8	5.8	138%	40.9	-66%	74.4	7.4	912%
Tax	2.9	12.9		17.7		16.8	-9.3	
PAT	10.9	-7.2	-	23.2	-53%	57.6	16.7	245%
PAT Margin	0.9%	-0.9%		2.1%		1.5%	0.6%	
Cash Profit	43.4	22.4	93%	55.5	-22%	181.6	143.3	27%

Consolidated Balance Sheet



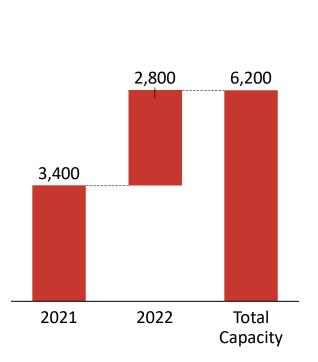
Assets (Rs. Mn)	Mar-22	Mar-21
Non-Current Assets	1,266.9	1,153.0
Property, Plant and Equipment	1,084.9	994.4
Capital work in progress	1.4	16.2
Right of use assets	122.1	97.2
Investment Property	10.3	10.5
Other Intangible assets	1.0	1.2
Intangible assets under development	0.0	3.1
Financial Assets		
(i)Investments	1.9	1.7
(ii)Others	0.0	0.0
Other Non-Current Assets	45.3	28.7
Current Assets	1,690.6	1,324.3
Inventories	534.9	433.6
Financial Assets		
(i) Investments	151.4	-
(ii)Trade receivables	860.1	639.1
(iii)cash & cash equivalents	3.0	137.4
(iv)Bank balances other than mentioned	1.4	0.9
(v)Other Financial assets	25.6	23.5
Current Tax Assets (Net)	8.4	14.9
Other Current Assets	105.8	74.9
Total Assets	2,957.5	2,477.3

Liabilities (Rs. Mn)	Mar-22	Mar-21	
Equity Share Capital	13.3	13.3	
Other Equity	1348.9	1,302.5	
Equity attributable to owners of the	1,362.2	1,315.8	
Company	1,302.2	1,313.0	
Non-Controlling Interests	0.0	0.0	
Total Equity	1,362.2	1,315.8	
Non-Current Liabilities	468.9	325.8	
Financial Liabilities			
(i)Borrowings	299.1	157.3	
(ii)Lease Liabilities	5.5	3.6	
(iii)Other Financial liabilities	0.8	0.9	
Provisions	23.7	7.4	
Deferred Tax Liabilities (Net)	139.7	156.5	
Current Liabilities	1,126.4	835.7	
Financial Liabilities			
(i)Borrowings	697.5	553.6	
(ii)Lease Liabilities	3.7	4.4	
(iii)Trade Payables	251.4	157.8	
(iv)Other Financial Liabilities	15.4	11.4	
Other Current Liabilities	150.2	98.2	
Provisions	8.2	10.2	
Total Equity & Liabilities	2,957.5	2,477.3	

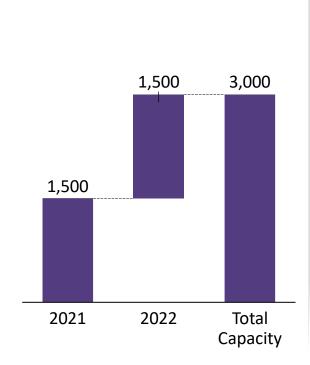
Capacity addition and capital expenditure



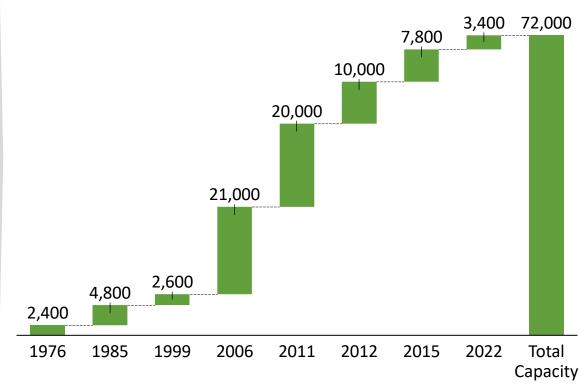








Build up additional capacity for Reclaim Rubber and Allied Business over the years (Installed capacity in MT)



During the fiscal year FY22, 2800 MTPA capacity is added under Engineering Plastic division, another 1500MTPA and 3400 MTPA capacities are added in Polymer composite business and Reclaim rubber business respectively

Positive and sustainable outlook...



MoEFC has introduced EPR norms for waste tyres

'Extended Producer Responsibility' means responsibility of producer of tyres to ensure environmentally sound management of waste tyres as per the provisions of this regulation

The obligations to recycle waste tyre drives circularity and thereby, presents a positive outlook for GRP and industry in general

What it means to recyclers?

- It provides a larger opportunity to support manufacturers to handle their waste better
- Streamlines sourcing of waste tyres being generated in the country
- Secures credit for contributing to circular economy

Proposed EPR targets for manufacturers or importers of new tyres

Year	% of the quantity of new manufactured or tyres imported in year
FY23	35%, FY21
FY24	70%, FY22
FY25	100%, FY23
FY25+ (Year Y)	100%, Year (Y-2)

For Units established after 1st Apr. 2022, the EPR obligation shall start after two years (Y) and shall be 100% of the new tyres manufactured or imported in the year (Y-2)

Awards & Accolades













EcoVadis CSR Rating 2017: BRONZE 2019: SILVER



Quality Circle Forum of India Award (2012)
For 5S Competition from Vadodara Chapter for its
Ankleshwar & Panoli Units



Finalist, Parivartan Sustainability Leadership Award (2011)



Supply Chain Leader Award (2010) At Logistics 2.0



Silver Certificate of Merit (2008)









At GRP, we are committed to transitioning from a 'recycled material company' to a 'Sustainable Raw Material Company'. Therefore, embracing the certifications, partnerships required for achieving that status. Plus embracing the UN's Sustainability Development Goals.



Introduction



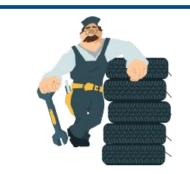
Tyre Graveyards are increasing across the Globe



7.6 Billion people in the world



1.7 billion new tyres produced a year



Creating huge



TYRE GRAVEYARDS...

1.4 Billion vehicles on the road

Over 1 billion waste tyres generated per year



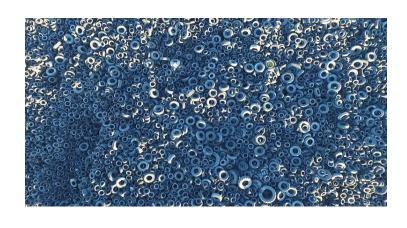
...presenting a HUGE OPPORTUNITY



Huge tyre graveyards that can be seen from Space

GRP uses end-of-life tyres to recycle and manufacture

Reclaim rubber, Engineering plastics, Die-cut products & Polymer Composite Products



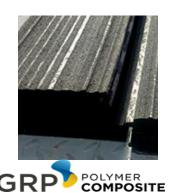












It is our raison d'etre



Recover, Recycle, Reuse' is GRP's raison d'etre as well as mantra for creating a clean planet

- GRP is one of the leading producers of reclaim rubber
- It recycles end- of-life tyres, automotive inner tubes, automobile profiles and moulded rubber products to produce consistent quality reclaim rubber
- The rubber produced emits 95% Lower greenhouse gas v/s virgin polymers



...to Reduce, Reuse & Recycle









POLYMER COMPOSITES

- Manufactured from 100% recycled rubber and plastics
- Product is environmental friendly, strong and durable as a substitute to wood & concrete





CUSTOM DIE FORMS

 Custom die forms engineered from end of life truck and bus bias tyres used in application where low cost solutions are a necessity like door mats, impact resistance products and Agricultural equipment's

RECLAIM RUBBER Produced from end of life tyres, automotive inner tubes, automobile profiles and moulded rubber products to produce consistent quality reclaim rubber

RECYCLE



INDUSTRIAL POLYMERS

 Recovery and Reuse of polyamide from endof-life tyres, a key competitive advantage is the continuous availability of in-house raw materials



Our Business



Believing in possibility of better tomorrow...





7 Manufacturing Units with 81,200 tons/year capacity

Export presence in **60+ Countries** across **400+ customers**





18% share in Indian Market & **50% of India's Export** in reclaim rubber

~1.2 Mn End-of-Life tyres saved from reaching landfills **Every Year**





Supplies to **7 out of top 10** global tyre companies

IATF, ISO and BS OHSAS REACH Certified for EU Zone



OUR VALUES

SUSTAINABILITY

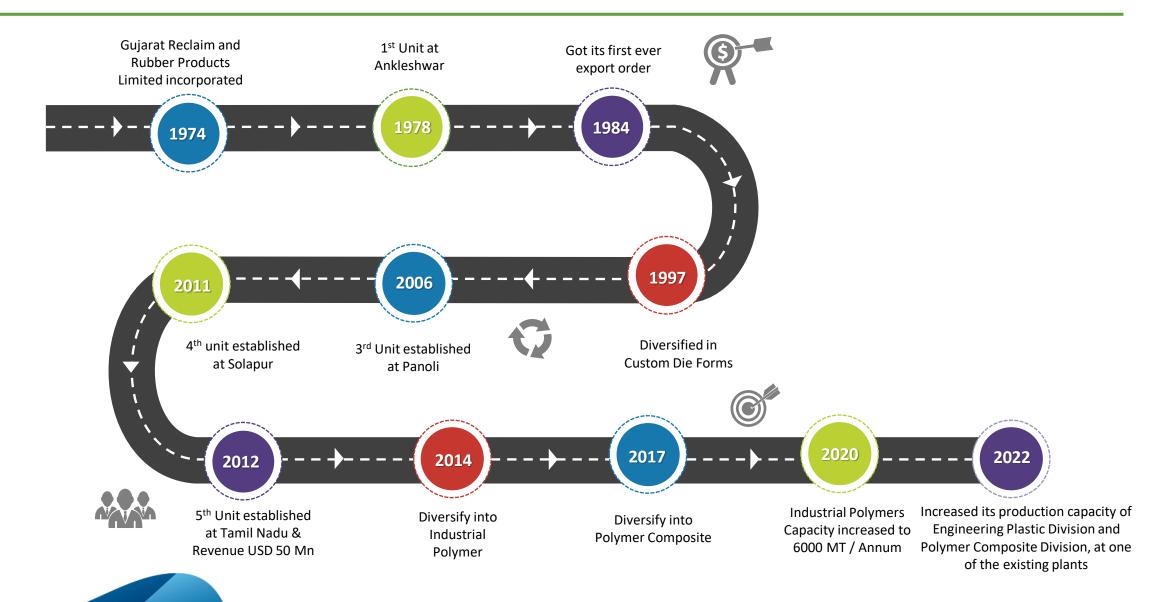
TRUST

COMMITMENT

INTEGRITY

... since Four Decade & Counting





...serving the needs of Global Mobility Industry





60+ Countries

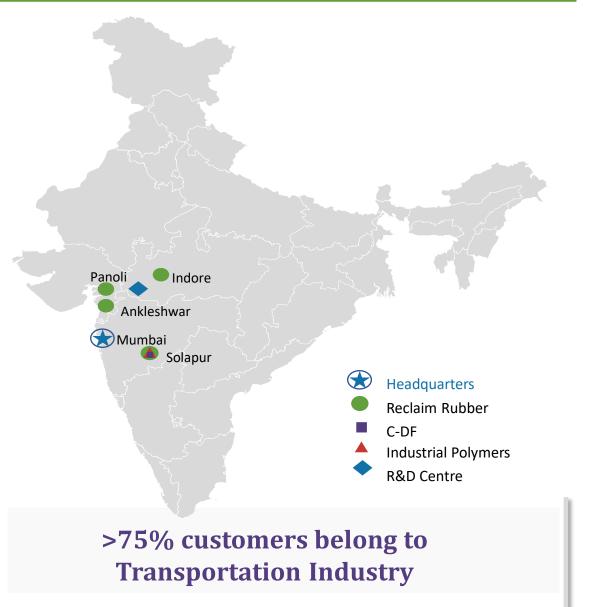












...with our R & D Capabilities



Product

- ContinuousDevelopment of New Products
- Expansion in New Product Categories

New Products



Process

- Automation of Processes
- Environment friendlyZero Discharge

Margin Improvement



Application

- Developing New Application across diversified Industries
- Products designed based on Customer application needs

Customer Relationship



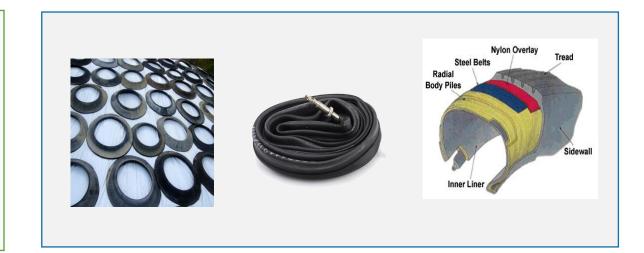
...with Diversified Product Applications





Inner Liner Inner Tubes Tyre Side Walls

Tyre Piles Tyre Treads & Retreads



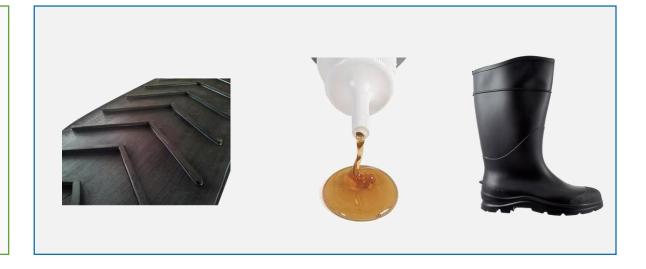
NON-TYRE APPLICATION

Conveyor Belts Adhesives

Reclaim Rubber

Automotive Roofing Footwear

Moulded Goods Matting



...across Business Verticals



Industrial Polymers

Custom Die Forms

INDUSTRY APPLICATIONS

Consumer

Automotive

Electrical & Electronics

Industrial

APPLICATIONS

Link Mats

Door Mats

Industrial Mats

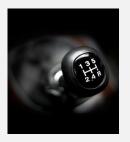
Dock Bumpers



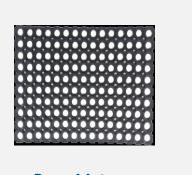
Reprocessed Nylon Glass Filled



Reprocessed Nylon Unfilled



Modified Nylon



Door Mats



Harvestor Pads



Dock Bumpers

...across Business Verticals



Polymer Composite

INDUSTRY APPLICATIONS

Commercial transportation

Livestock transportation

Military and Government

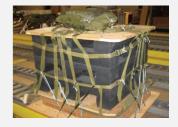
Oil fields







Oil rigs set back areas



Air drop pallets

...all Major Tyre and Non Tyre Customer Relationships



























































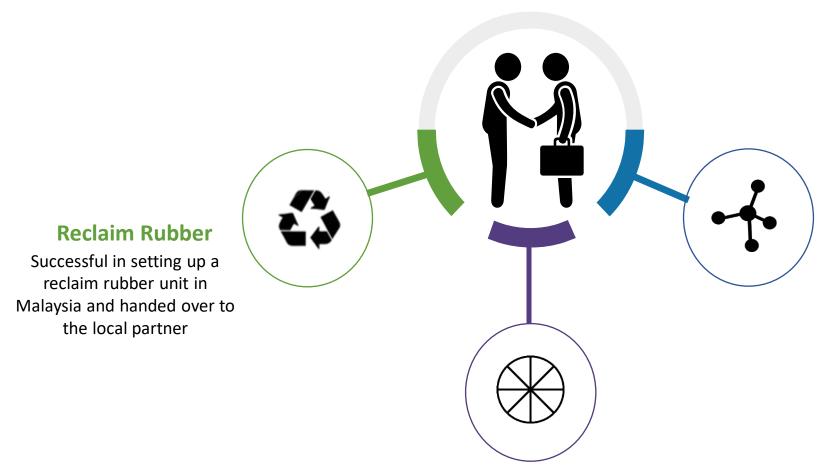






...Global Partnerships for Business Growth





Polymer Composite

Contract Manufacturing with an American company since 2017 to manufacture polymer composite products in India

Custom Die Form

Contract Manufacturing with an American company since 2000 to manufacture products for absorbing vibration and sound

...Distinguished Board of Directors





Dr. Peter Philip

Chairman & Non-Executive Director

No. of Years of Experience : More than 40 years in General Management

Qualification: Graduate with Honours from St. Stephen's College (Delhi) and Alumnus of Stanford University, USA and Selwyn College, Cambridge, UK. Also a director in The Malayala Manoram Co Ltd & Commercial Broadcasts Ltd.



Rajendra Gandhi

Managing Director

No. of Years of Experience: More than 40 years in General Management

Qualification : Graduate engineer from the Indian Institute of Technology, Mumbai. Also a director in Steelcast Ltd.



Harsh Gandhi

No. of Years of Experience : 16 years in various Managerial positions

Joint Managing Director

Qualification : OPM program from Harvard Business School USA & holds a Bachelor of Science in Management Purdue University USA

...Distinguished Board of Directors







Non-Executive Director

No. of Years of Experience : More than 30 years in General Management

Qualification: He is a Graduate and an accomplished industrialist and the Chairman of the Industrial Development & Investment Co. Pvt Ltd



Rajeev Pandia

Independent Director

No. of Years of Experience: More than 40 years and been influential in Strategic Planning, Project Evaluation & Management, Technology Transfer

Qualification: Bachelor in Technology (Ch.Eng.) IIT, Mumbai, & has obtained his Masters in Science from Stanford University, USA. Also a director in Excel Industries Ltd & The Supreme Industries Ltd.



Saurabh Shah

Independent Director

No. of Years of Experience: More than 20 years of experience as advisor in the fields of public equity investments, private equity, capital markets and Merger & Acquisition in India

Qualification: MBA from the Stern School of Business at New York University. Also a director in Citicorp Finance (India) Ltd.

...with Experienced Management Team



Ganesh Ghangurde

Chief Compliance Officer

- Chartered Accountant (ICAI) & Company Secretary (ICSI)
- Associated with GRP's senior Management Cadre for more than 25 years
- Experience covers

 Finance & Accounts,
 Legal & Statutory,
 Compliances, Projects,
 Rights & Public Issues,
 IT & SAP

 Implementations

Virendra Rathod

President – Marketing and Business Development

- Chemical Engineer from UDCT, Mumbai
- Post Graduate in Management from IIM, Ahmedabad
- Rich experience of over 34 years and has adorned roles like Board Member, Sector Head, Marketing Manager etc. in Petrochemicals and Tyre industries, with organizations like CEAT Tyres, ExxonMobil and Reliance Industries

Kush Giramkar

Operations Head Reclaim Rubber Head Procurement & Logistics

- MBA from Indo
 German Chamber of
 Commerce, Graduate
 mechanical engineer
 from Govt. College of
 Engineering, Pune
- More than 22 years of rich experience in the diverse fields of manufacturing sector such as Materials Management, Project Management, Operations, R & D and New Business Development.

Shilpa Mehta

Chief Financial Officer

- Chartered Accountant (ICAI)
- Overall 20+ years' experience and 15 years in senior management cadre
- Work experience includes Accounts & Finance, Company law, Direct & Indirect taxation, SAP implementation & operations, Audit

Sanjeeb Lahri

Head HR & Administration

- Post Graduate Diploma in Industrial Relations & Personnel Management from University of Burdwan,
- More than 20 years of professional experience in the diverse fields of Talent Acquisition, Staffing, Employee/Industrial Relations, Productivity & Analysis, Learning & Development.
- More than 19 years of experience with TATA Group (Domestic & International)

CSR – Impact Positive Initiatives



- Our CSR vision "to contribute towards social and economic development of the communities where we operate in. And while doing the same, we want to build a sustainable way of life for all sections of society".
- GRP believes in doing business the right way and ensuring that we reach out to underserved communities in the way we do business.
- GRP believes in focus beyond business interests and addressing the "quality of life" challenges that underprivileged communities face, and working towards making a meaningful difference to them



EDUCATION

- Balwadis/Mobile Vans for Elementary Education
- Toy-bank to strengthen development through play in rural areas
- Merit based scholarship to support University Education
- Strengthen/Support existing institutes engaged in providing primary, secondary & higher level Education



SUSTAINABLE LIVELIHOOD

- Supporting initiatives around Yoga, meditation, other selfhelp
- Awareness programs for clean living/housing facilities (5S, etc.)
- Awareness programs on hygiene, safe water
- Encouraging plantation of trees through self-help groups of women



HEALTHCARE

- Primary health care centres
- Mobile health care projects
- Preventive health through awareness programs



WOMEN EMPOWERMENT

- Gram Pari in rural areas
- Girl child education up to university level
- Introduction of Water wheel for women to roll it from a distance

GRP has built a strong association with institutes like such as: Tata Institute of Social Science, Pravara Medical Trust, Ankleshwar Rotary Welfare Trust, K C Mahindra Education Trust, Nanhi Kali Foundation



Business Verticals



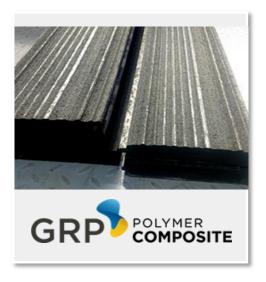
... Manufacturer of sustainable products through 4 Business Verticals











Reclaim Rubber - Industry Leading Technology





1ST Company in India to design, fabricate and install an entire plant & machinery for manufacture of reclaim rubber from complete indigenous components



Strong focus on innovation and R & D with DSIR approved lab, $\mathbf{1}^{st}$ company in India to develop reclaims like EPDM & High Tensile



1st company in reclaim rubber sector in India to become SAP ERP enabled



ISO certified company following strict quality control norm ensuring right material supply to its customers



Recycles 1 out of every 10 truck tyres & 1 out of every 8 tubes produced in India



Largest exporter of reclaim rubber from India to more than **60 countries** around the world. Caters to **7 out of Top 10** global tyre companies



VALUE PROPOSITION



- Cost-saving compared with virgin rubber
- Reduced Energy Consumption



- Alternative to hazardous landfills
- Substitutes natural rubber & crude based synthetic rubbers saving natural resources



- Faster Mixing Cycle
- Improved extrusion rate
- Retention of good ageing properties
- Reduced splicing defects
- Controlled die swell

Reclaim Rubber - Cost Effective Alternative



PRODUCT OFFERING



NATURAL RUBBER RECLAIM

- Whole Tyre Reclaim
- Ultra High & High Tensile Reclaim
- Natural Tube Reclaim



SYNTHETIC RUBBER RECLAIM

- Butyl & Chlorobutyl Reclaim
- EPDM Reclaim



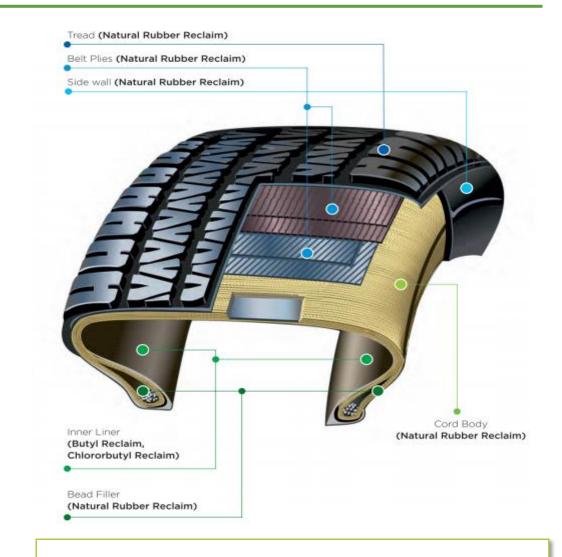
SPECIALITY RUBBER RECLAIM

NBR Polycoat

APPLICATIONS

- Tyres
- Tubes
- Belts

- Waterproofing & Matting
- Adhesives



Tyre Industry - Largest Consumer of Rubber

Industrial Polymer – Valuable Engineering Plastic





Developed in-house process to recover nylon fiber from end of life tyres



Nylon fiber embedded with rubber is subjected to series of mechanical operations to separate rubber and nylon



Purified nylon fiber then converted to granules by Extrusion process



Separation of polyamide from scrap tyre results in "Pure Rubber" which in turn can be a useful raw material to make a Better Quality Reclaim

02

Recovered Polyamide is a useful raw material as an Engineering Plastic. It has a market which is well established and profitable

INDUSTRY LEADING TECHNOLOGY



1st Indian company to commercialize the concept of recovery and reuse of polyamide from end-of-life tyres



Invested substantially in the R&D to recover nylon (polyamide) a valuable engineering plastic out of the waste tyres



Has a state-of-the art compounding facility in Solapur which supplies a range of cost-effective and sustainable solutions



Patent pending products supported by wel equipped testing laboratory



Industrial polymer is (GRP - IP) is an ISO 9001:2008 certified thermoplastic compounding business

TARGET MARKET & APPLICATIONS



Fasteners, Clips, Bushes, Plugs, Cable Ties, Sleeves, Main fold



INDUSTRIAL

Washers, Spacers, Industrial Bobbins, Conveying Trays, Gears



CONSUMER GOODS

Furniture Components, Couplers,
Domestic Gas Accessories



Computer Peripherals, Fuse Box, Switch Housing



Window Door Components

Custom Die Forms – Diverse Product Portfolio







Converts end-of-life tyres to design products used for civil & agricultural applications



Custom Die Forms are meant to absorb vibrations in heavy equipment and for insulation against sound



GRP – CDF produces these products in collaboration with leading North America Companies



Ensures reuse of end-of-life tyres with minimal energy needs

PRODUCTS







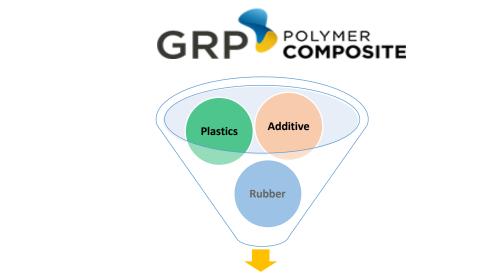


- Link Mats
- Door Mats

- Industrial Mats
- Dock Bumpers

Polymer Composite







Polymer Composite Products
Products Range







ABOUT Polymer Composite Products

- GRP is the exclusive manufacturer to a US based company for supply of composite products
- The composite products are manufactured from 100% recycled rubber and plastics
- The product is environmentally friendly, strong and durable
- The products are well suited for variety of application in sectors such as aviation, military, logistics, construction, oil & gas, marine and agriculture.

Products benefits & features

	Composite	Wood
IMPREVIOUS TO FLUIDS	✓	×
EXCELLENT GRIP	✓	×
U V RESISTANT	✓	×
COST EFFECTIVE	✓	×
DURABLE, LONG-LASTING, LIGHT WEIGHT	✓	×
WILL NOT ROT, CRACK, OR SPLINTER	✓	×



Growth Drivers



We have built Sustainable Business



Brand GRP carries with it Trust of 4 Decades

Brand GRP

Strong Relationships

Over 400+ Customers across 60 Countries

Upgradation of Process and Products through innovation

In-house Technology

Customized Quality Products

High Quality, Made-to-Spec Products Cost Effective by replacing Virgin Rubber Polymer

Cost Effective

High Value Product Opportunity

Multiple products with the potential to deliver its maximum value

7 Manufacturing Units, 20 Distributors and 400 Vendors

Manufacturing & Distribution

Environment Friendly

Lower CO2 emissions, more recycling of end of life tyres and other rubbers

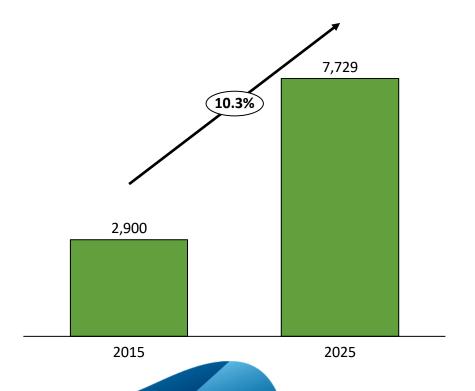
Demand drivers for Reclaim Rubber



Global Reclaim Rubber Demand

Global Reclaim Rubber market is expected to reach USD 6.32 billion by 2025

Global Reclaim Rubber Demand (Kilo Tonnes)



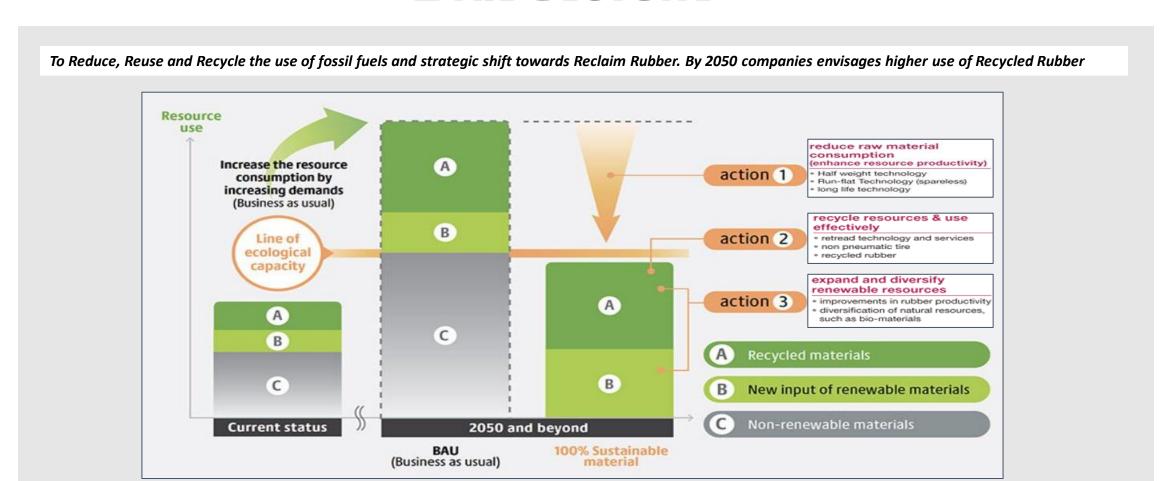
Global Demand Drivers

- Growing awareness regarding COST EFFECTIVE and ECO FRIENDLY alternatives for virgin rubber
- Owing to its versatility, durability, reduced pollution and low processing costs, WTR is expected to witness growth
- APAC to drive growth due to huge domestic market, availability of cheap and skilled workforce and rapid industrial development
- Governments across the globe are promoting sustainable materials as a substitute for conventional virgin rubber and the rising demand for reclaim rubber from end-use sectors
- Favourable regulations promoting sustainable and eco-friendly materials as substitutes for conventional virgin rubber is driving product demand

With strategic shift towards increasing Reclaim Rubber



BRIDGESTONE



By major tyre manufacturing companies



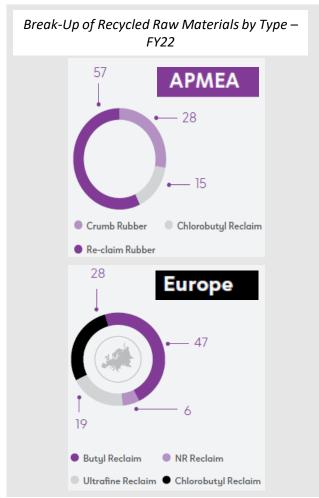




A concept in line with Michelin's "4R Strategy"

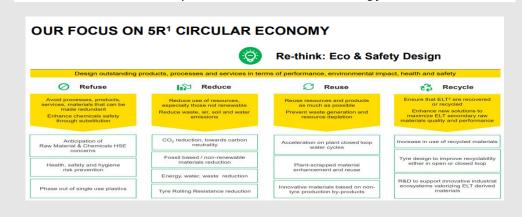
A firm believer that innovation should benefit the environment, Michelin has adopted a circular economy approach known as the "4R Strategy" (Reduce, Reuse, Recycle and Renew). This strategy guides not only Michelin's research and innovation, but also its partnerships and its participation in the overall sustainable mobility ecosystem. The aim is to offer products and services that environmentally responsible throughout their life cycle. VISION is perfectly aligned with this approach.







Our Eco & Safety strategy starts from raw materials We push innovation to increase bio-based and recycled materials while decreasing fossils





For our four sustainability focus areas we commit to visionary and bold ambitions - latest by 2050 and together with our value chain partners





Circular Economy

We strive for 100% closed resource and product cycles.





Responsible Value Chain

We strive for 100% responsible sourcing and business partnerships.

Contact Us



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