

Investor Presentation – May'23

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PRODUCING SUSTAINABLE MATERIALS FOR A CIRCULAR ECONOMY



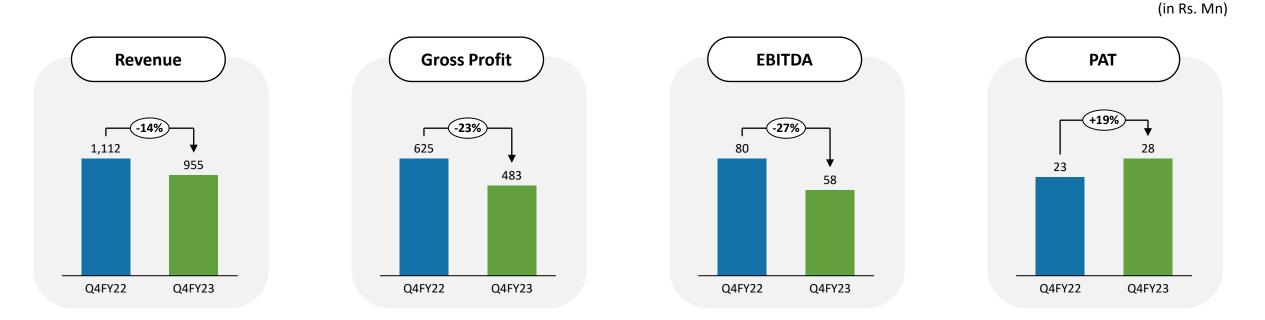
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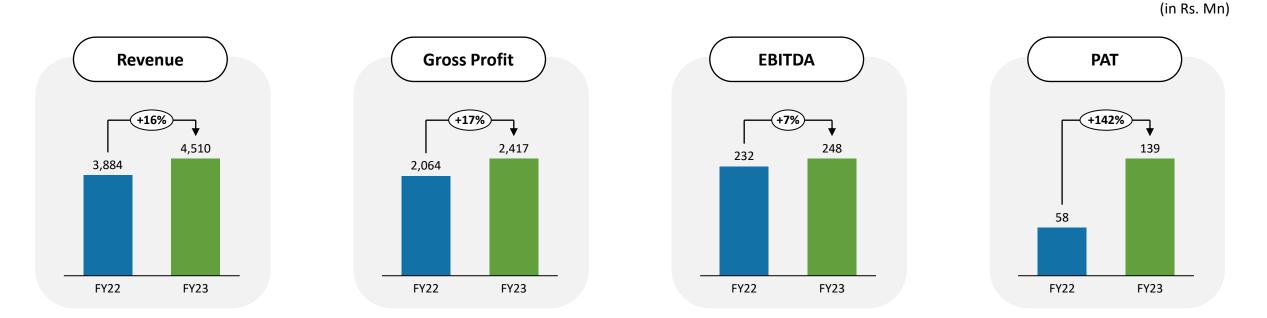




Key Highlights

- Revenue degrowth was on account of reduction in volume (9%) due to slowdown in EU & North America which resulted in lower export revenues for Reclaim rubber and impact of fire on Non reclaim business
- ✓ Interest costs have inched up on account of reduced subvention support extended during COVID coupled with surge in Repo rate
- \checkmark PAT for the period improved on account of conversion cost efficiency





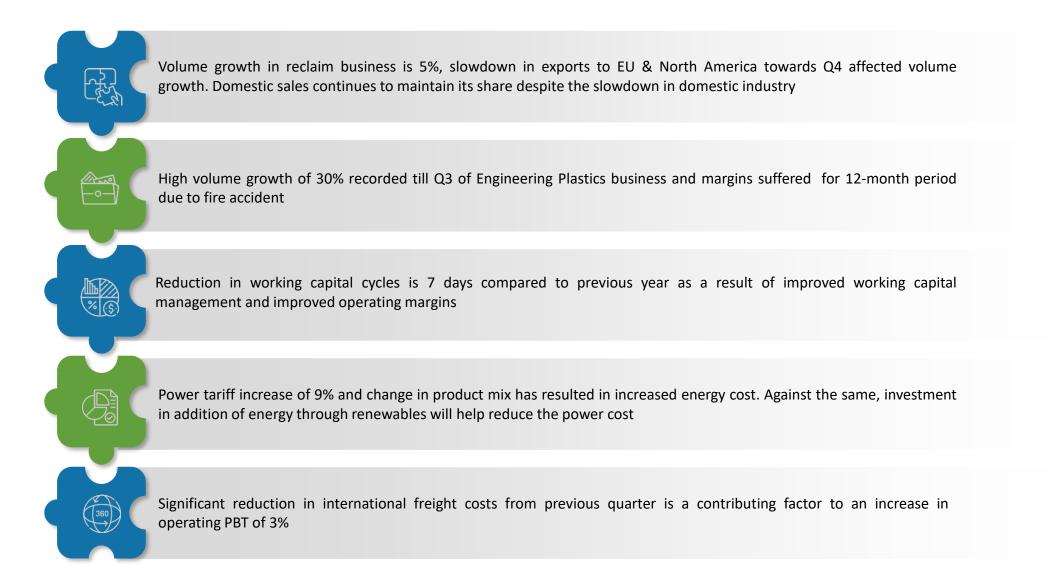
Key Highlights

✓ Despite the challenges in the quarter, the year ended with

- Revenue growth of 16% on the back of increased volumes (5%), higher realization and favorable currency (11%)
- \circ Growth in EBIDTA led by growth in revenue coupled with reduction in freight costs
- ✓ PAT growth was from improved volume growth and one time gain of ~ Rs 15 million from sale of assets / investments in JV company and subsidiary

Operational Highlights





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As a step to move towards renewable energy and achieve greater operational efficiencies, an investment is made in 3 Windmills of 1.25MW each. This will help in achieving power cost reduction starting from Q2 of FY24

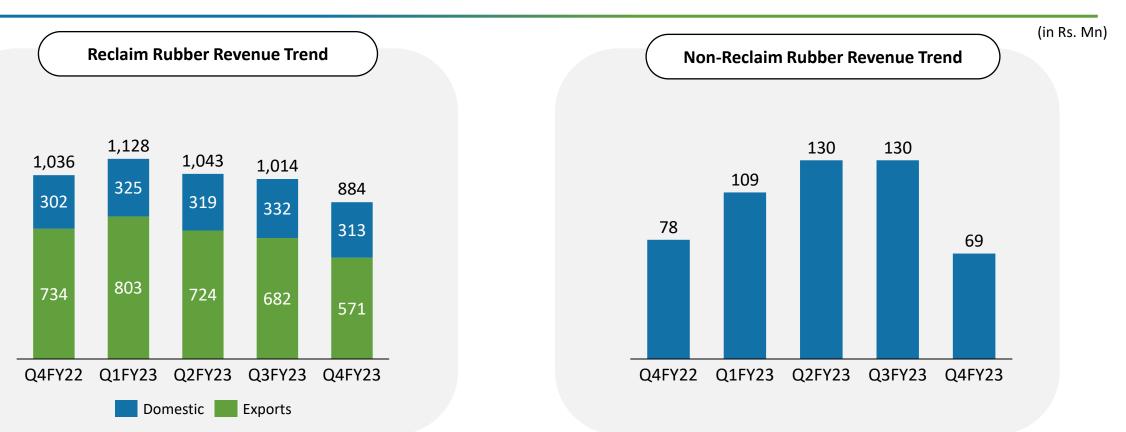
In Q4, the company decided to divest its entire holding in WOS Grip Polymers Limited due to the lack of synergies. This resulted in a loss of Rs. 2.95 crore, which has been included in other income.

A fire accident occurred on February 15, 2023, at the Company's Akkalkot plant in Solapur, resulted in disruptions in the operations of Engineering Plastics and Polymer composite business units. The company experienced a revenue loss of Rs. 5 crore and 10% EBITDA thereof as a consequence of fire

The insurance claim assessment for the fire accident is in progress and against a loss of stock and assets worth of Rs.16.45 cr, on replacement basis, insurer released an on a/c payment of Rs.2.50 cr to the Company so far

Despite the fire, GRP successfully commenced and started sale of products of newly launched Repurposed Polyolefins in Q4

Segment Wise Quarterly Performance Trend - Standalone



Key Highlights

- Q-o-Q Revenue dropped both in Reclaim and Non-reclaim business on account of unfavorable market conditions and disruptions in operations caused by fire respectively
 - Slowdown in EU & North America has resulted in lower export revenues, which mirrors the weak sentiment as witnessed by most major raw material producers globally
- ✓ In reclaim rubber segment, there resulted a marginal increase in share of domestic market despite the market restraints





(in Rs. Mn)

	Reclaim	Rubber	Non-Reclaim Rubber		
Particulars (in Rs. Mn)*	FY22	FY23	FY22	FY23	
Revenue	3,538	4,061	343	438	
Raw Material	1,641	1,824	189	278	
Other Expenses	1,715	2,023	106	132	
EBIDTA	182	223	49	28	
EBIDTA Margin	5.1%	5.5%	14.2%	6.4%	

Key Highlights

- ✓ Revenue growth was largely fueled by reclaim rubber business
 - Reclaim Rubber business grew on account of volumes, selling price and currency benefit
 - O Growth recorded within Non Reclaim Rubber business was only on account of Engineering Plastics volumes
- EBIDTA margins for Reclaim Rubber expanded by 40 bps on YoY basis on back of improved currency & lower logistics costs
- EBIDTA for Non-Reclaim Rubber business declined due to the volume reduction in the Polymer Composite business

Profit & Loss Statement - Consolidated



Profit & Loss (Rs. Mn)	Q4FY23	Q4FY22	Y-o-Y	Q3FY23	Q-o-Q	FY23	FY22	Y-o-Y
Revenue	955	1,112	-14%	1,143	-16%	4,510	3,884	16%
Cost of Goods Sold	473	487		506		2,093	1,820	
Gross Profit	483	625	-23%	637	-24%	2417	2064	17%
Gross Profit Margin	51%	56%		56%		54%	53%	
Employee Cost	114	117		152		532	476	
Other Expenses	310	429		416		1637	1356	
EBIDTA	58	80	-27%	68	-15%	248	232	7%
EBITDA Margin	6%	7%		6%		5%	6%	
Other Income	12	5		18		95	12	
Depreciation	29	32		30		125	124	
Finance Cost	18	12		16		65	45	
РВТ	23	41	-44%	40	-43%	153	74	106%
Тах	-5	18		1		14	17	
PAT	28	23	19%	40	-30%	139	58	142%
PAT Margin	3%	2%		3%		3%	1%	

Balance Sheet - Consolidated

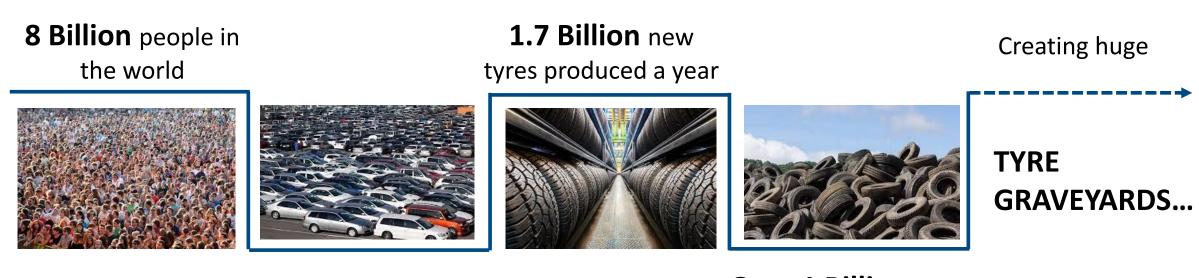


Assets (Rs. Mn)	Mar-23	Mar-22	
Non-Current Assets	1,248	1,267	
Property, Plant and Equipment	940	1,085	
Capital work in progress	110	1	
Right of use assets	83	122	
Investment Property	10	10	
Other Intangible assets	1	1	
Intangible assets under development	1	0	
Financial Assets			
(i)Investments	1	2	
(ii)Others	0	0	
Other Non-Current Assets	102	45	
Current Assets	1,620	1,691	
Inventories	464	535	
Financial Assets			
(i) Investments	157	151	
(ii)Trade receivables	707	860	
(iii)cash & cash equivalents	6	3	
(iv)Bank balances other than mentioned	1	1	
(v)Other Financial assets	142	26	
Current Tax Assets (Net)	13	8	
Other Current Assets	130	106	
Total Assets	2,867	2,958	

Liabilities (Rs. Mn)	Mar-23	Mar-22
Equity Share Capital	13	13
Other Equity	1,461	1,349
Equity attributable to owners of the	1,401	1,545
Company	1,474	1,362
Non-Controlling Interests	0	0
Total Equity	1,474	1,362
Non-Current Liabilities	389	469
Financial Liabilities		
(i)Borrowings	249	299
(ii)Lease Liabilities	5	6
(iii)Other Financial liabilities	1	1
Provisions	17	24
Deferred Tax Liabilities (Net)	117	140
Current Liabilities	1,004	1,126
Financial Liabilities		
(i)Borrowings	634	698
(ii)Lease Liabilities	4	4
(iii)Trade Payables	155	251
(iv)Other Financial Liabilities	42	15
Other Current Liabilities	154	150
Provisions	16	8
Total Equity & Liabilities	2,867	2,958







1.4 Billion vehicles on the road

Over 1 Billion waste tyres generated per year

... HUGE OPPORTUNITY

... 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

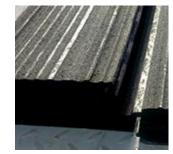
products & Polymer Composite products

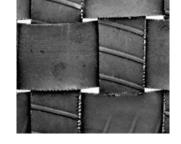








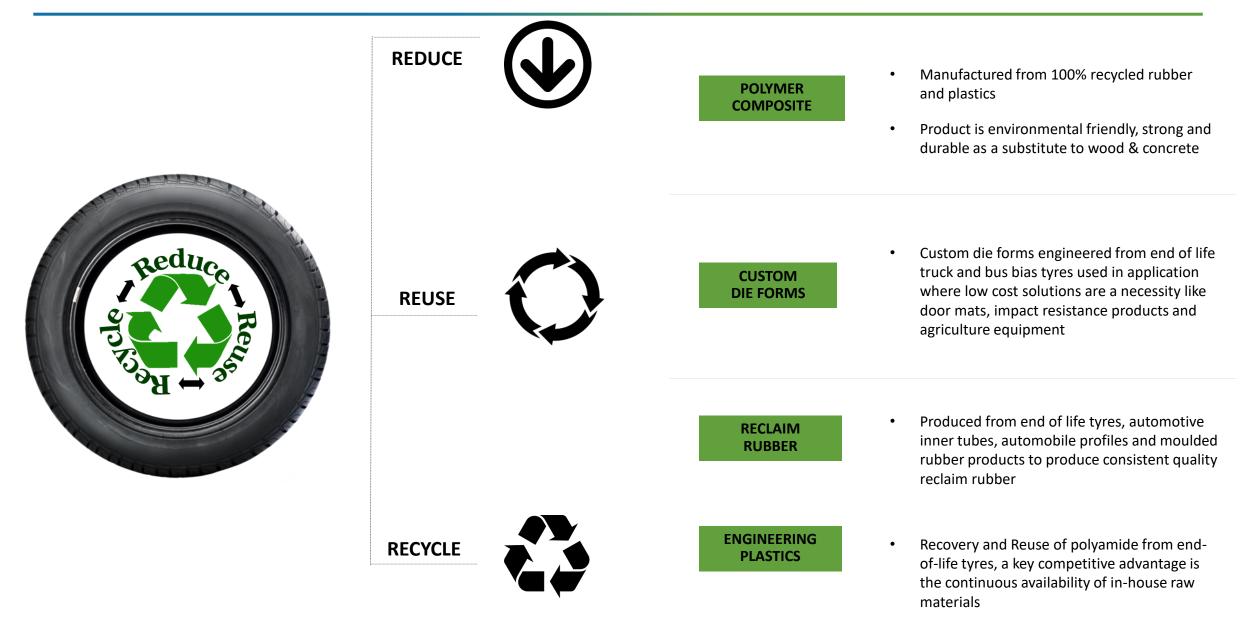






... To Reduce, Reuse & Recycle







Global Tyre Market

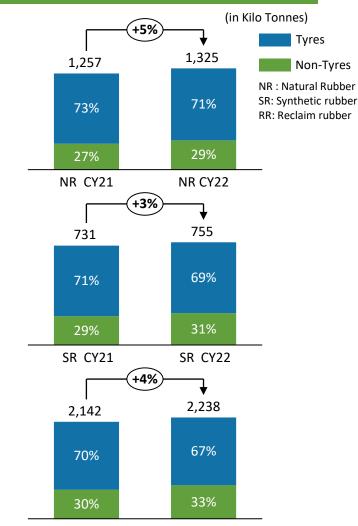
Passenger car/Light truck tire, Q1CY23 (% change Y-o-Y, in no. of tyres)						
Particulars	Europe	North & Central America	South America	Global market		
OE tyres	14%	8%	9%	1%		
RT tyres	-9%	-7%	9%	-4%		
Truck tire, Q1CY23 (% change Y-o-Y, in no. of tyres)						
OE tyres	10%	9%	-18%	4%		
RT tyres	-14%	-4%	1%	-1%		

Global Tyre trends

- ✓ In 2022, the combined demand for rubber (both Natural and Synthetic) declined somewhat, mostly because of a decline in demand from the tire industry
- ✓ RT tyre demand in EU and North & Central America trend reversed to negative
- ✓ South America OE truck tyre declined by 18%
- Demand in Q4 has taken a hit on back of ongoing global recession and crisis

Indian market

✓ After witnessing strong growth in consumption during H1 of current financial year, tyre companies witnessed slowing down in demand and hence increase in inventories



NR+SR+RR CY21 NR+SR+RR CY22



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

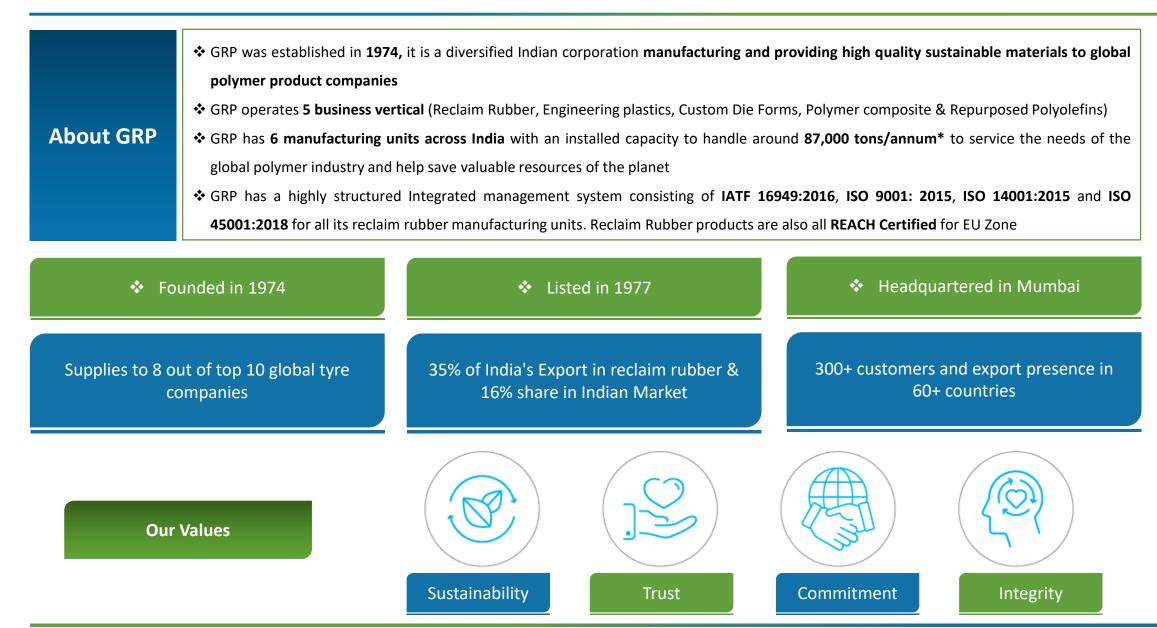
Year	% of the quantity of new manufactured or tyres imported in year
FY23	35%, FY21
FY24	70%, FY22
FY25	100%, FY23
FY25+ (Year Y)	100%, Year (Y-2)

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)



GRP in a Nutshell



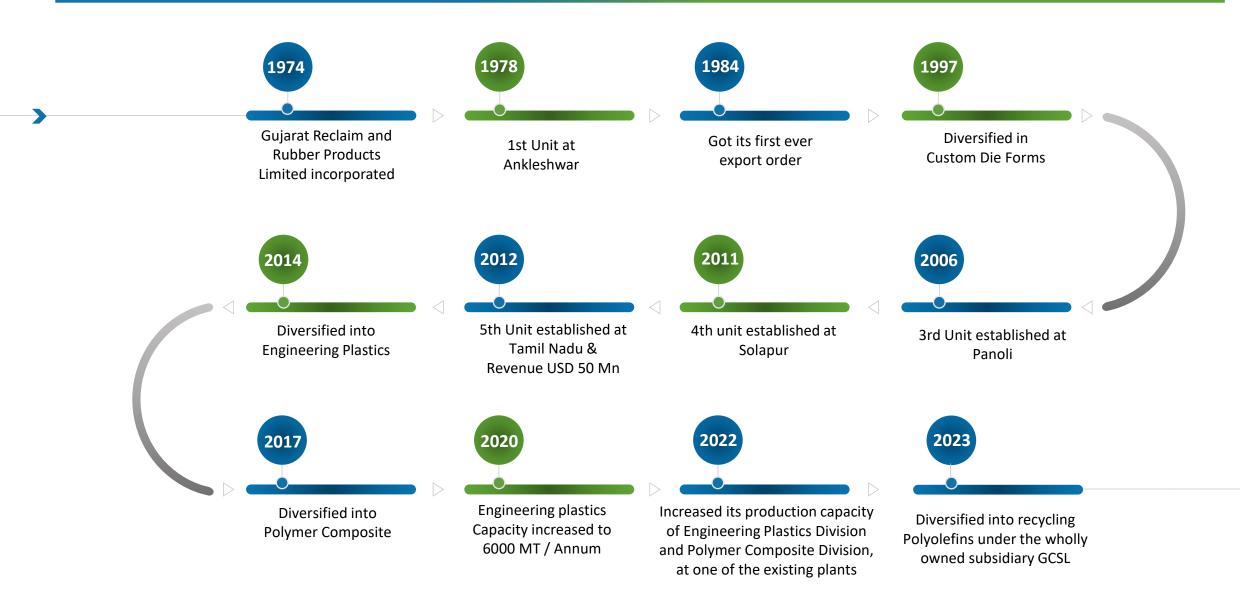


*Rounded off and includes GCSL capacity

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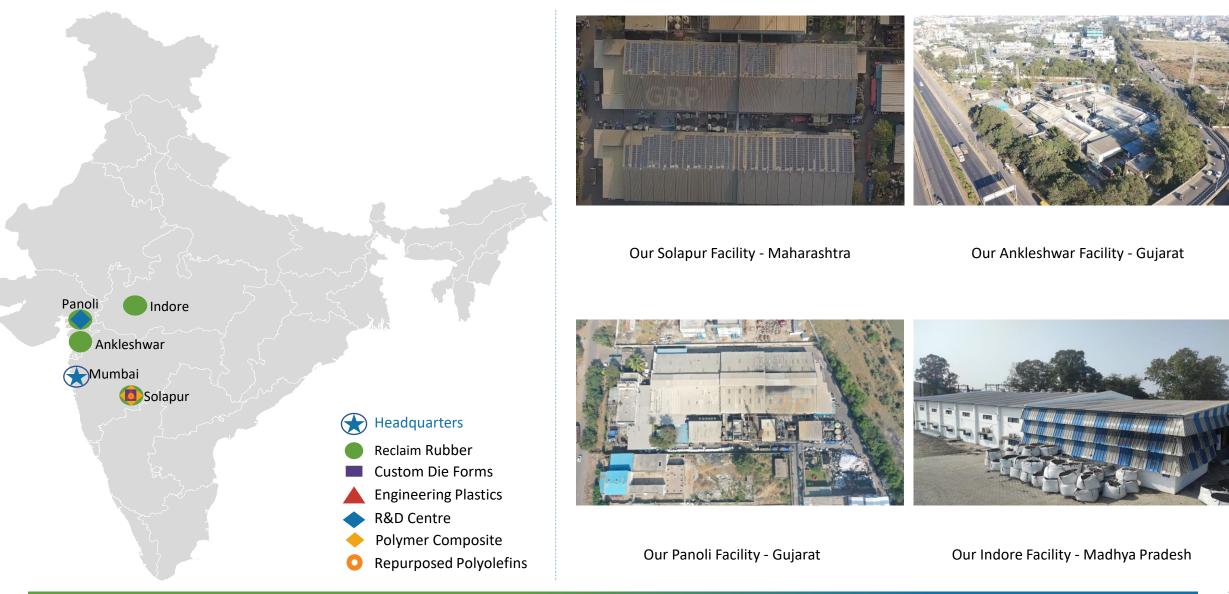
Gearing Up Towards Fifth Decade & Counting





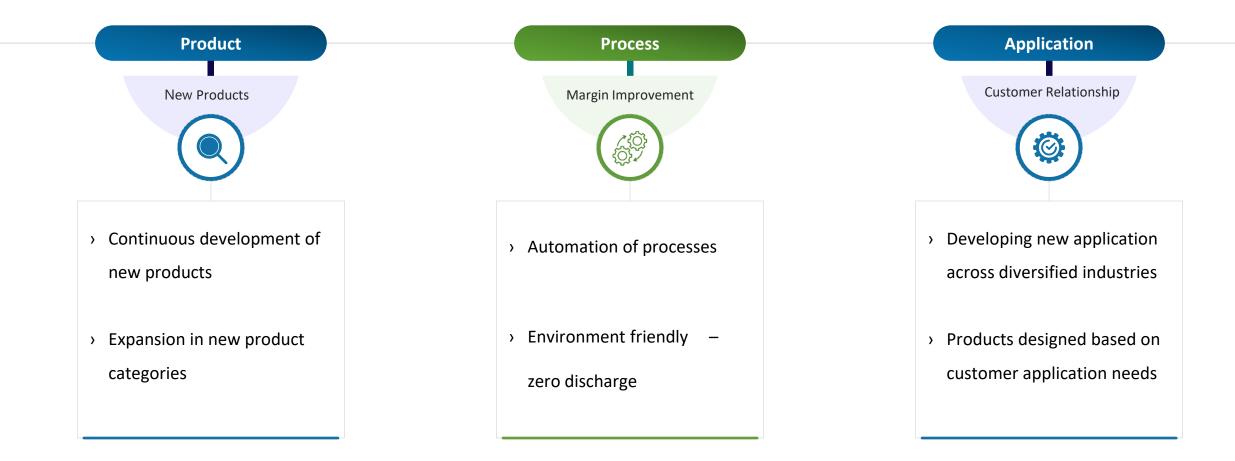
Strategically Located State of the Art Facilities





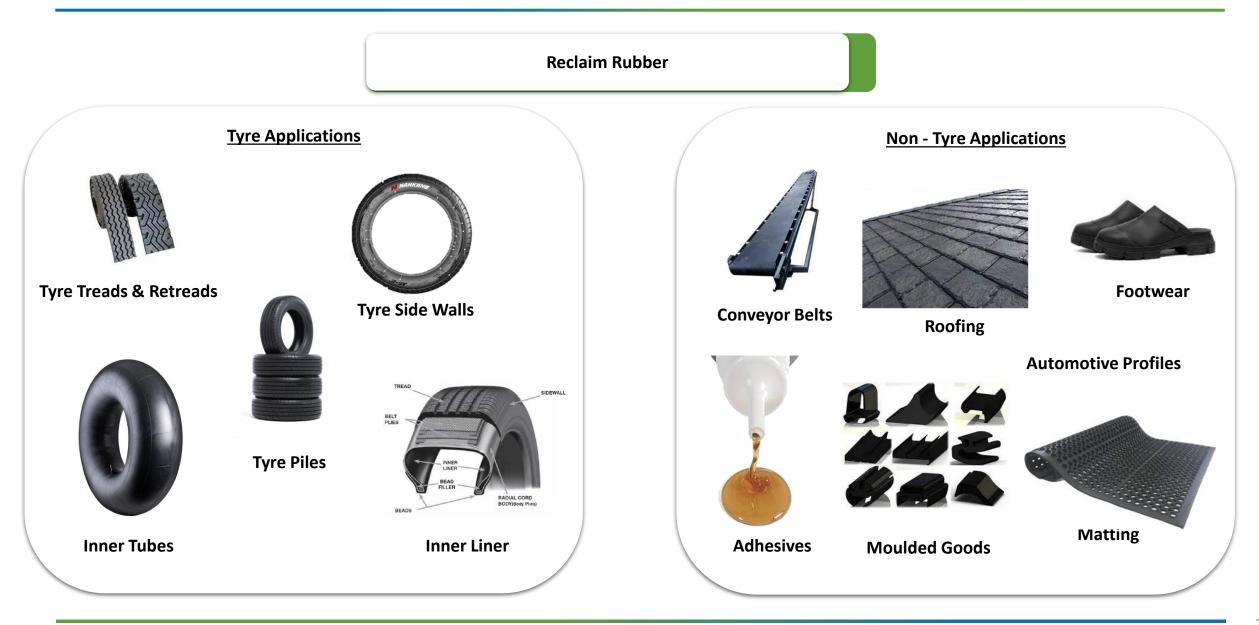
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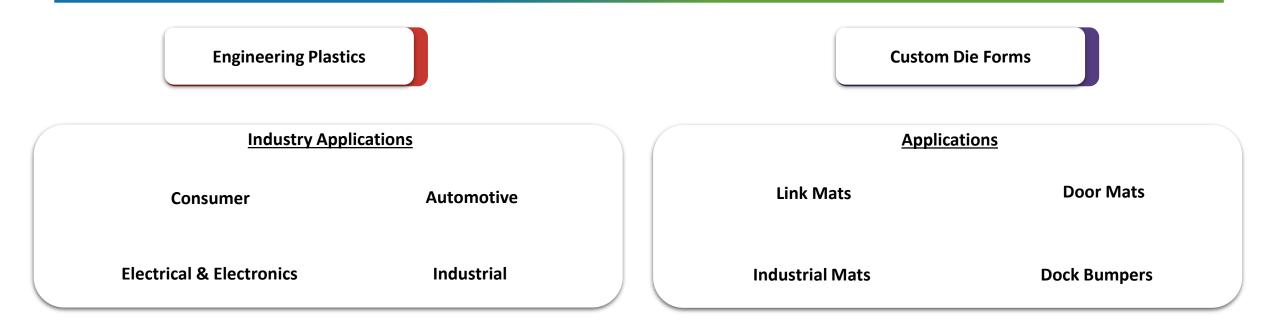
Diversified Product Applications Across Business Verticals...





Diversified Product Applications Across Business Verticals...







Reprocessed Nylon Glass Filled



Reprocessed Nylon Unfilled

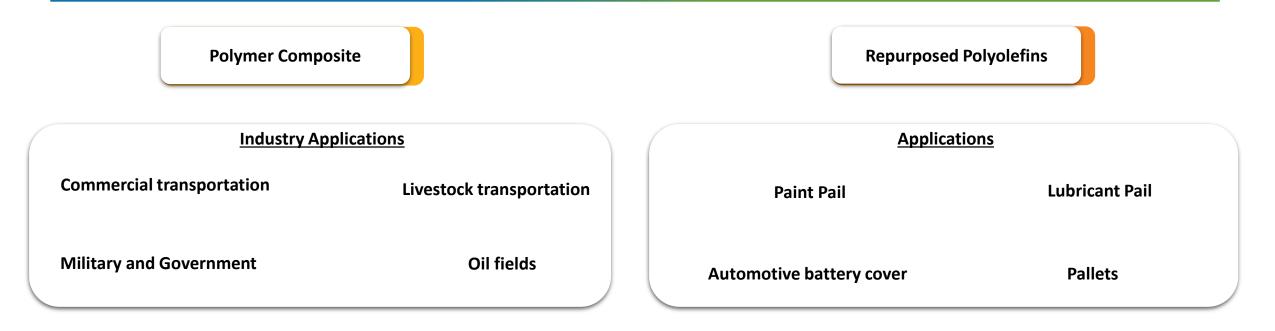


Modified Nylon



Diversified Product Applications Across Business Verticals...







Transportation floor beds



Oil rigs set back areas



Air drop pallets

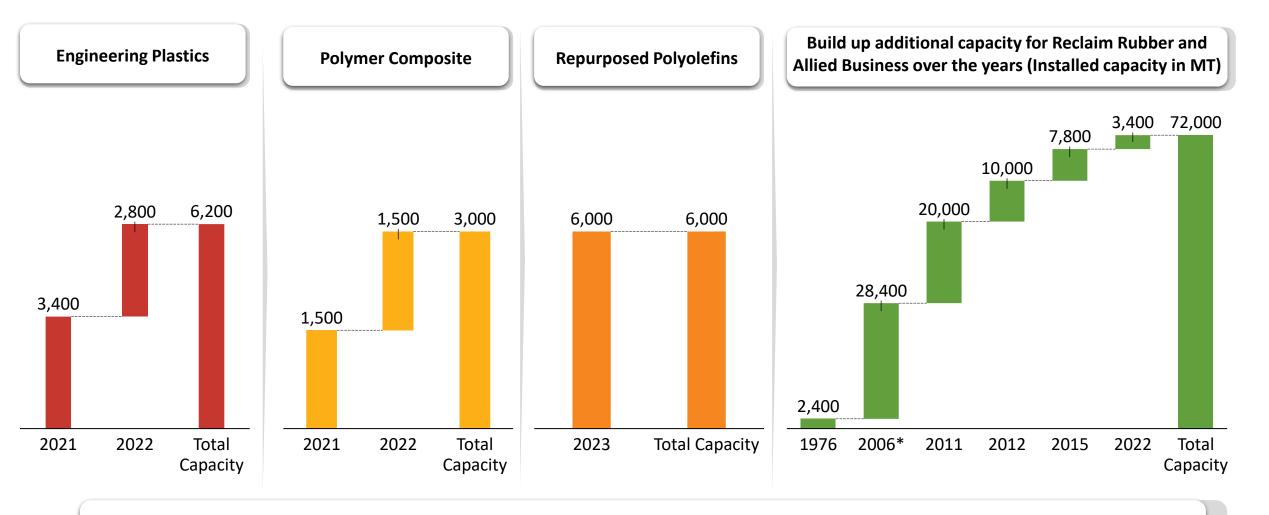


Paint & Lubricant Pail



Automotive battery cover





During the fiscal year FY23, 6000 MTPA capacity is added under Repurposed Polyolefins





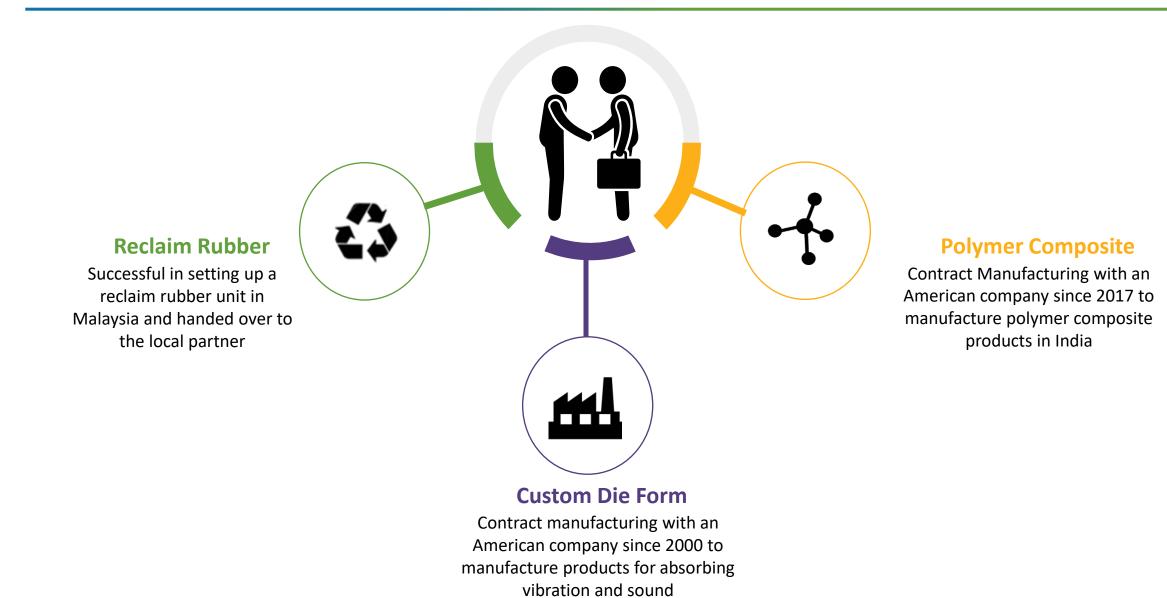
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- HUTCHINSON®	SWITCH TO THE AMAZING	DSM	HORIZON ADDIS TYRE
K KORYO	MARANGONI		Mitas
melos 🍫	Innovation for Customers	CONVEY ALL THE WAY	Nilkama [®] India's Favourite Furniture
Mobil	Sempertrans®() A MEMBER OF THE SEMPERIT-GROUP	VEYANCE TECHNOLOGIES	

Global Partnerships for Business Growth





Board of Directors





Rajendra Gandhi Managing Director

More than 40 years in General Management. Graduate engineer from Indian Institute of Technology, Mumbai. Also, a director in Steelcast Ltd.



Harsh Gandhi Joint Managing Director

16 years in various Managerial positions. OPM program from Harvard Business School, USA & holds a Bachelor of Science in Management Purdue University, USA



Hemal Gandhi Executive Director

More than 10 years in Branding and Corporate Communications. Pursued her studies at SVT college, Mumbai & completed the women entrepreneurship programme at IIM Ahmedabad and Science of well being online course from Yale University

Board of Directors





Rajeev Pandia Independent Director

More than 40 years and been influential in Strategic Planning, Project Evaluation & Management, Technology Transfer. Pursued 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.



Vivek Asrani Independent Director

More than 37 years in the business of industrial stapling, nailing and fastening systems, and Kaymo Industries, manufacturing staple pins He is a Science Graduate from St. Xavier's College and has also done LLB.



Anshul Mittal Independent Director

More than 20 years experience in Mittal Group and also had been Chairman of CII MP State Council. Graduate from Purdue University, USA, in Bachelor of Science (Industrial Engineering) and completed his training with OTIS Elevators, U.S.A



Saurabh Shah Independent Director

More than 20 years of experience as advisor in the fields of public equity investments, private equity, capital markets and Merger & Acquisition in India. Pursued MBA from the Stern School of Business at New York University. Also, a director in Citicorp Finance (India) Ltd.

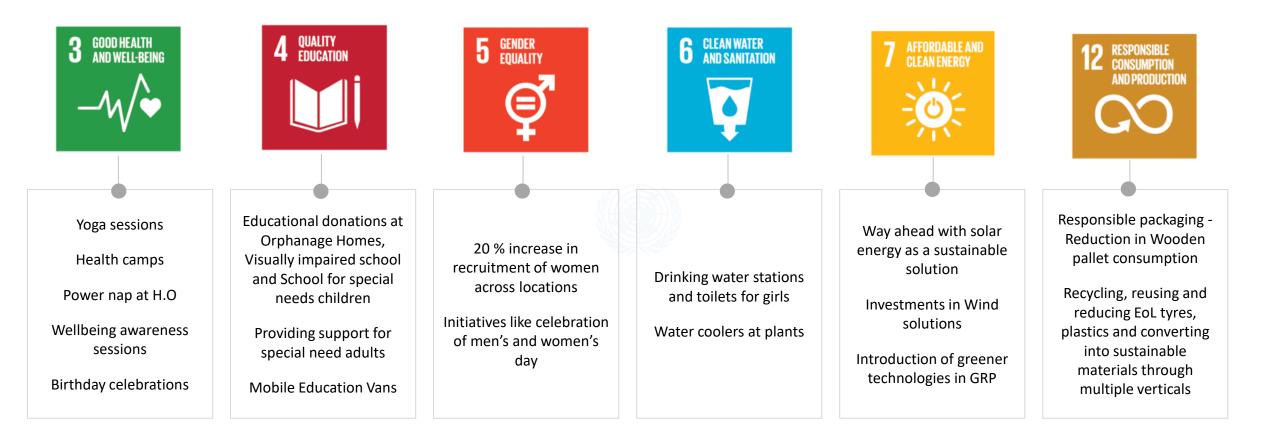




At GRP, we are committed to transitioning from a 'recycled material company' to a **'Sustainable Raw Material Company'**. Therefore, embracing the certifications, partnerships required for achieving that status. Plus embracing the UN's Sustainability Development Goals

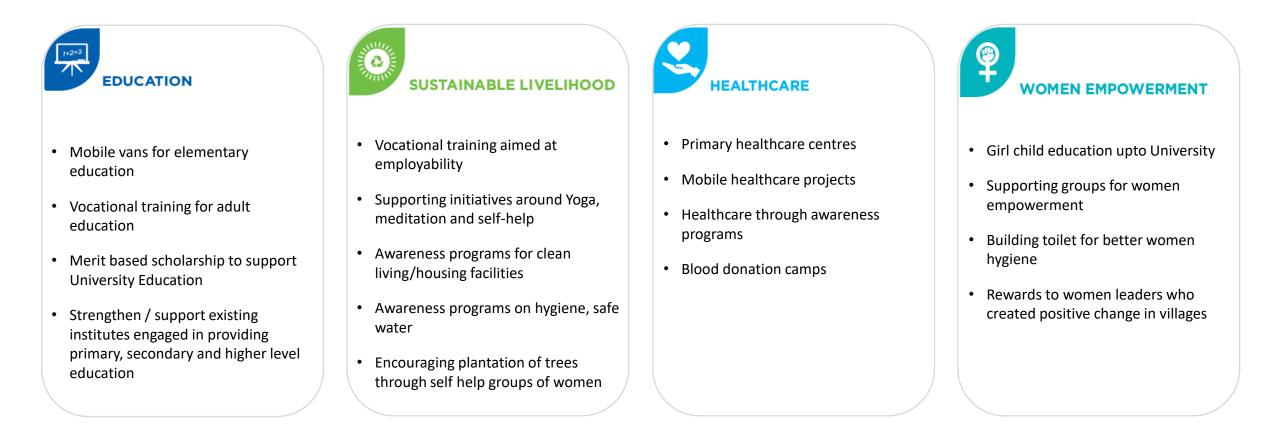


GRP believes in 'giving back to the society and the planet', it has shown a high level of engagement across following six out of the seventeen SDGs adopted by all UN member states to build a better world for people and planet





At GRP, CSR contributes in shaping the 'How' and the 'Why' of almost every activity we undertake. Over the years, we are happy to have played a role in giving back to the community through our products as well as our CSR activities. We are grateful to have witnessed the positive impact of our efforts; in making a long-lasting difference to the people of India and the world at large











GRP produces high quality reclaim rubber from end-of-life tyres, tread peelings, natural rubber and butyl tubes, moulded rubber products for use in both, tyre and non-tyre rubber products to deliver technical benefits and cost savings to its customers





GRP Engineering plastics is a sustainable material solution provider for challenging engineering applications. Our sustainable solutions are based on unfilled, and glass reinforced Polyamide 6 (PA 6), Polyamide 66 (PA 66) and Polybutylene terephthalate (PBT)

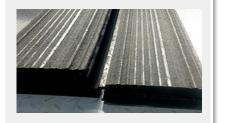
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GRP makes custom die forms engineered from end-of-life truck and bus bias tyres used in applications where low-cost solutions are a necessity like door mats, impact resistance products and in conveyor chain assemblies for agro equipments





Composite material is produced using 100% recycled rubber and plastic. The products are eco-friendly and are stronger and more durable than wood. The products are well suited for application in sectors such as logistics, construction, oil & gas, aviation, marine, industrial and agriculture

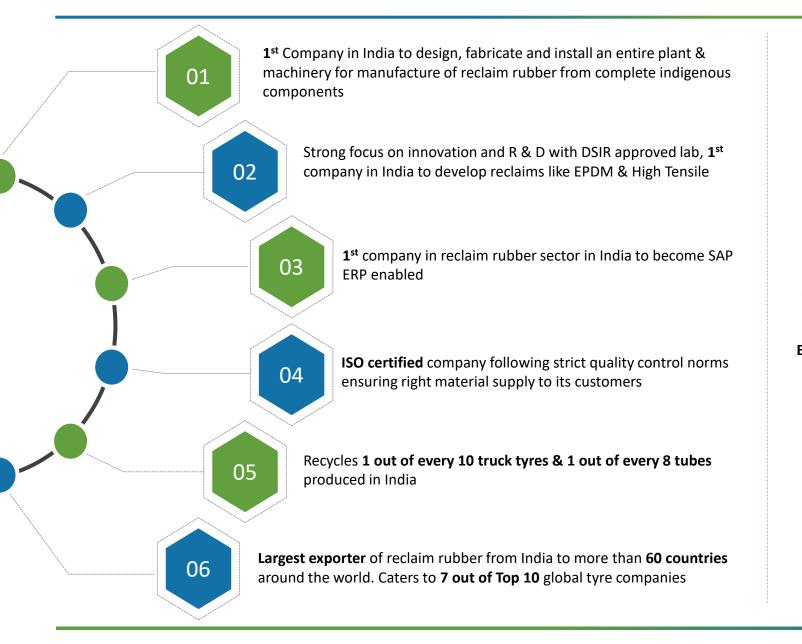


REPURPOSED

Repurposed Polyolefins business is a sustainable and circular material solution provider for rigid packaging applications. Upcycle end of life polyolefin rigid packaging materials and convert it into raw materials with product performance equivalent to virgin raw materials.

Reclaim Rubber - Industry Leading Technology





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

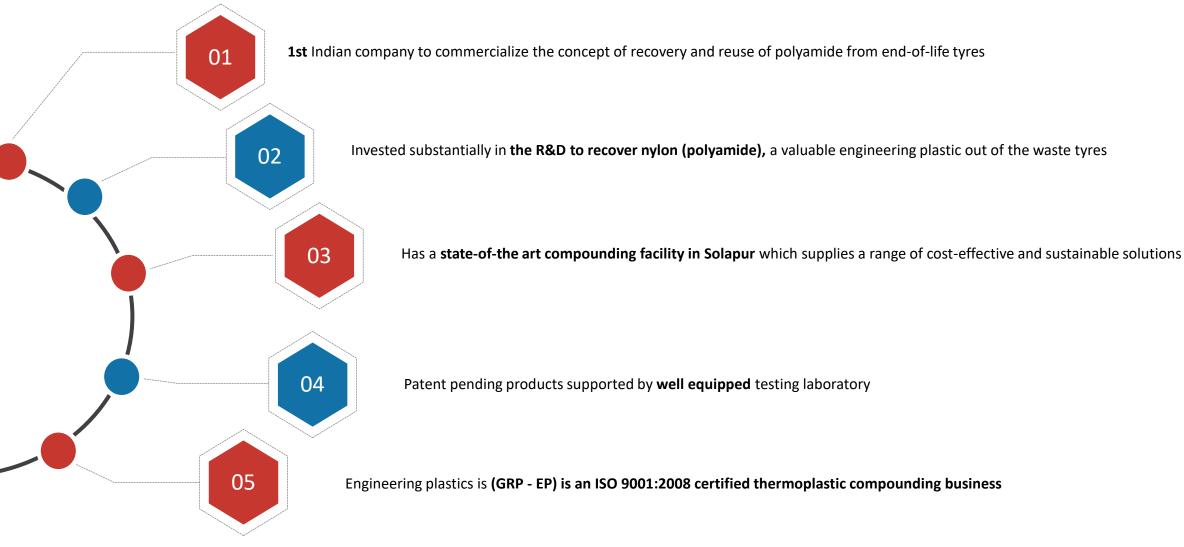




Engineering Plastics – Valuable Engineering Plastic

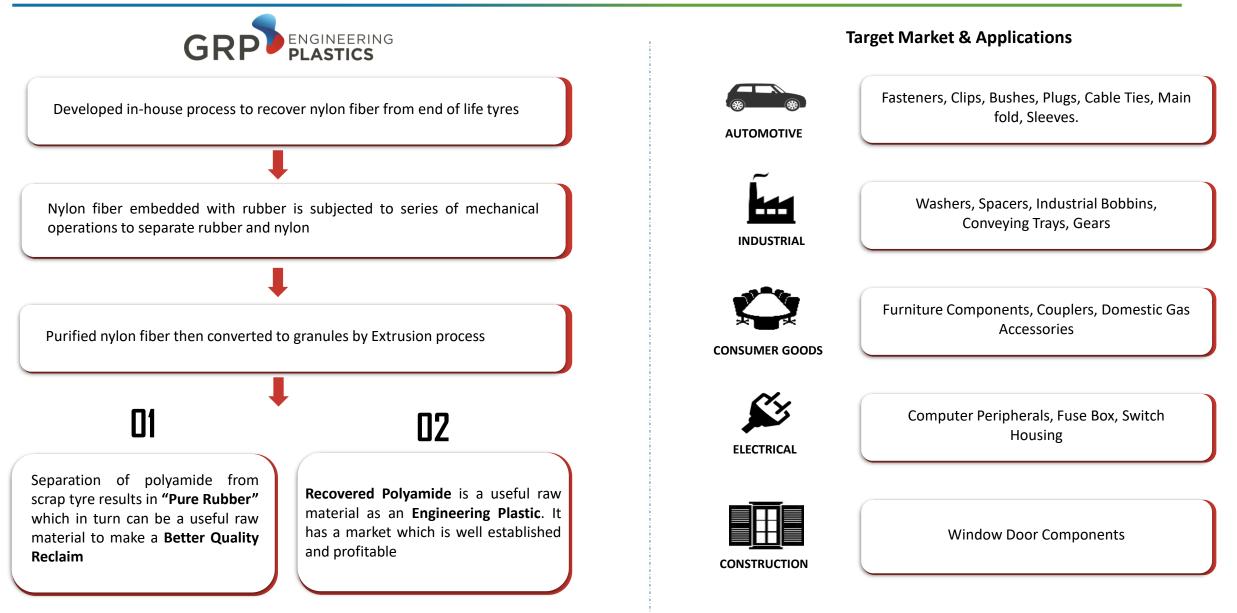


Industry Leading Technology



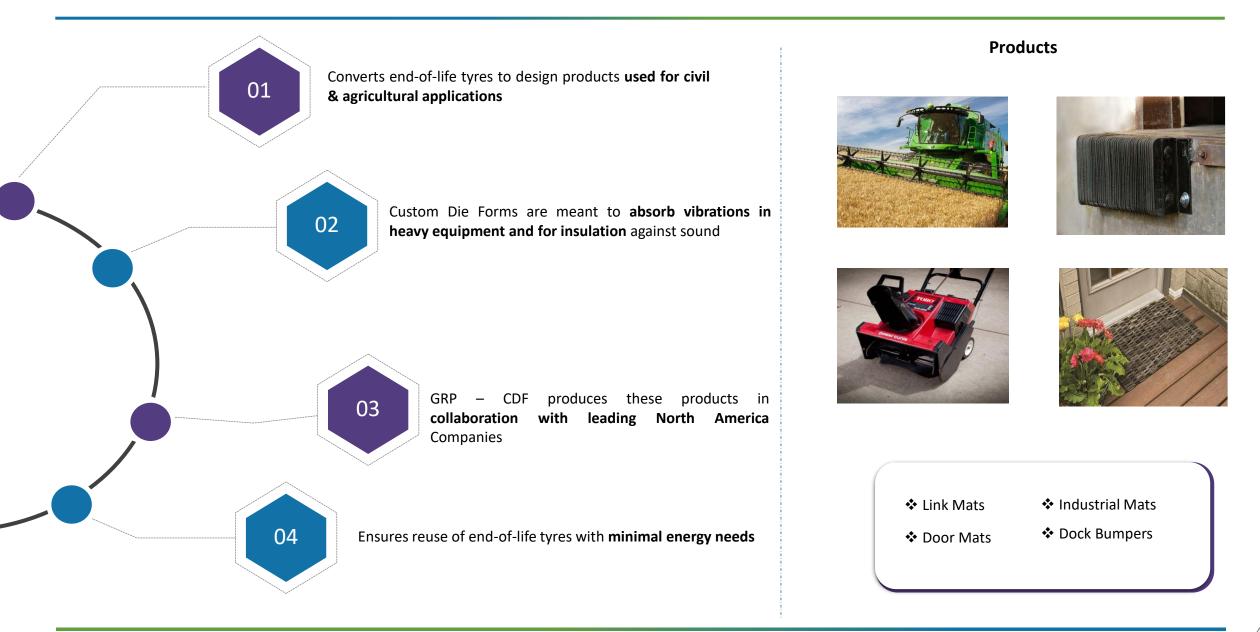
Engineering Plastics – Valuable Engineering Plastic





Custom Die Forms – Diverse Product Portfolio





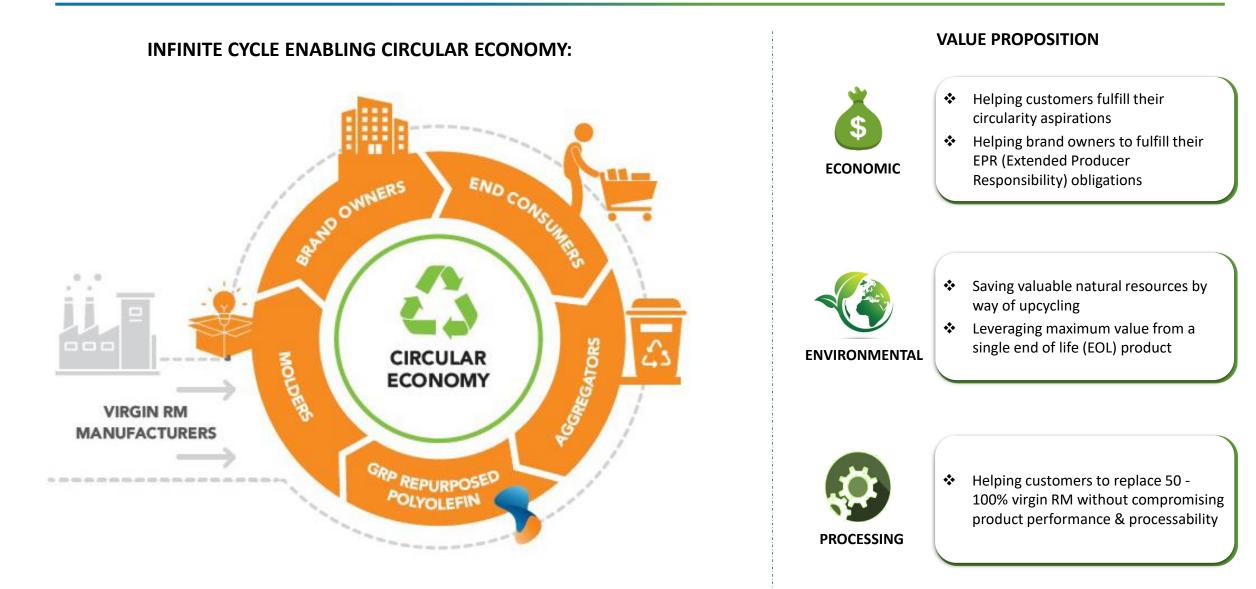
Polymer Composite





Repurposed Polyolefins

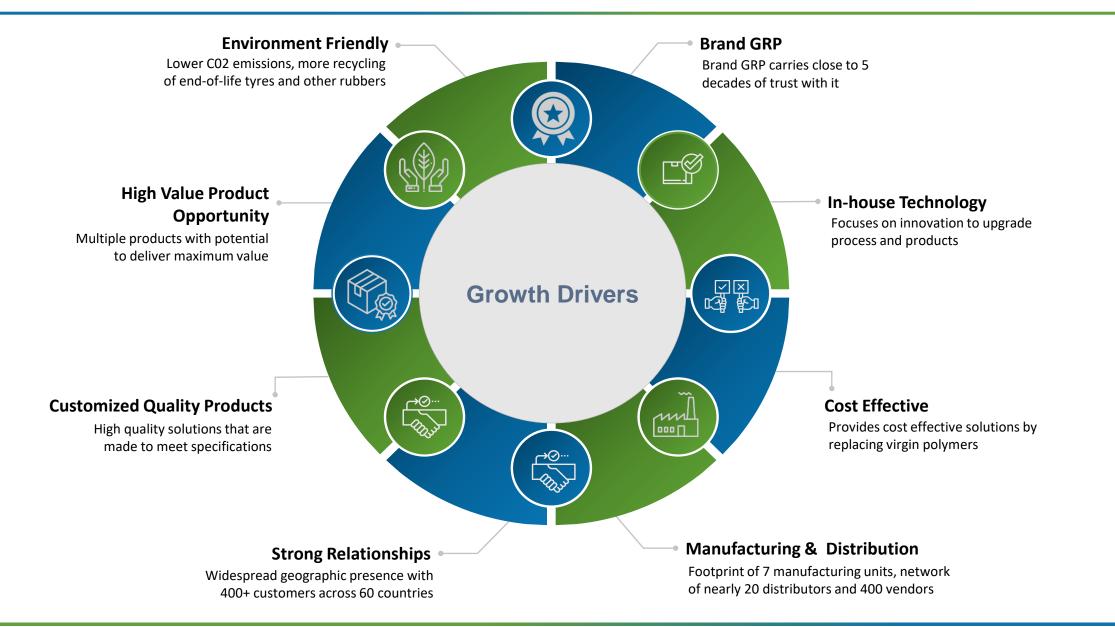




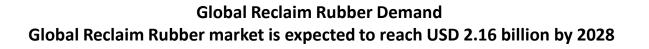


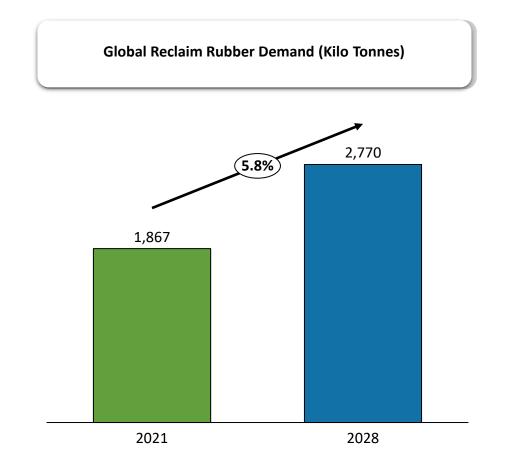
We Have Built Sustainable Business













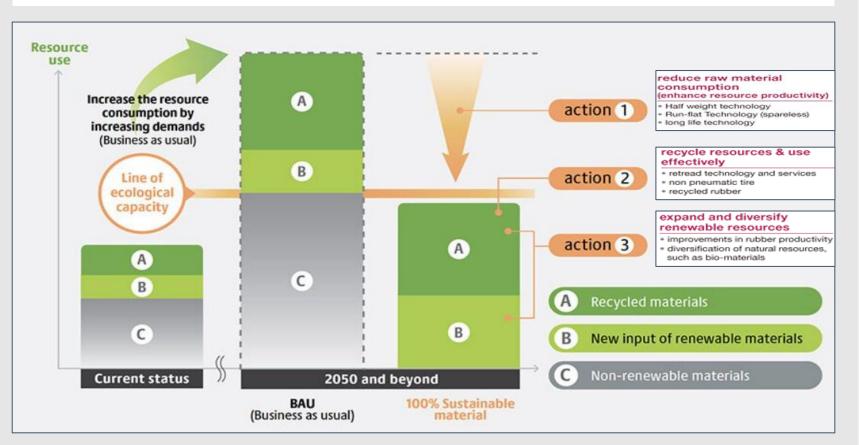
- ✓ Growing awareness regarding COST EFFECTIVE and ECO FRIENDLY alternatives for virgin rubber
- ✓ Owing to its versatility, durability, reduced pollution and low processing costs, WTR is expected to witness growth
- ✓ APAC to drive growth due to huge domestic market, availability of cheap and skilled 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





To Reduce, Reuse and Recycle the use of fossil fuels and strategic shift towards Reclaim Rubber. By 2050 companies envisages higher use of Recycled Rubber





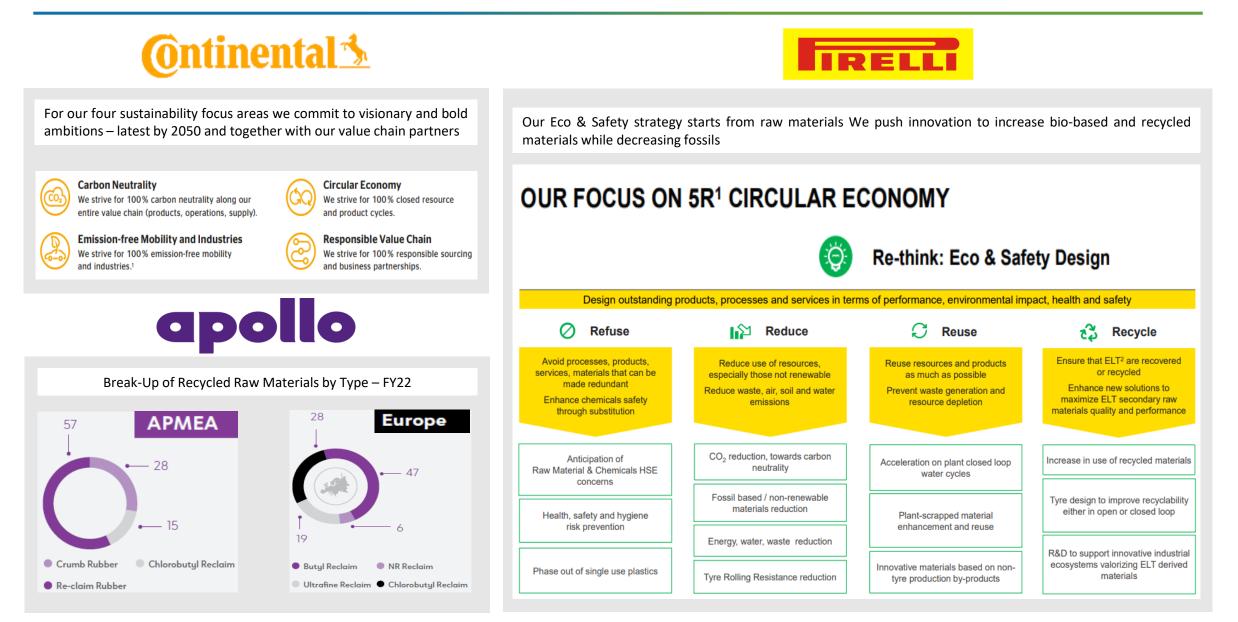


A concept in line with Michelin's "4R Strategy"

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 are environmentally responsible throughout their life cycle. VISION is perfectly aligned with this approach.

By Major Tyre Manufacturing Companies





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Company :



CIN: L25191GJ1974PLC002555

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$SGA \stackrel{\rm Strategic \ Growth \ Advisors}{}$

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