

### **Tinna Rubber And Infrastructure Limited**

CIN NO.: L51909DL1987PLC027186

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Date: August 07, 2025

To, Listing Department BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai-400001 To, Listing Department National Stock Exchange of India Limited Exchange Plaza, 5<sup>th</sup> Floor, Plot No. C-1, Block G, Bandra Kurla Complex, Bandra (E), Mumbai-400051 To, Listing Department The Calcutta Stock Exchange Limited 7, Lyons Range, Kolkata-700001

BSE Scrip Code: 530475 NSE Symbol: TINNARUBR

ISIN: INE015C01016

### **SUBJECT: INVESTOR AND EARNINGS PRESENTATION**

Dear Sir/ Madam,

Pursuant to Regulation 30 read with Schedule III of Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations 2015, and in continuation to our letter dated August 01, 2025, please find enclosed Investor & Earnings Presentation of Tinna Rubber and Infrastructure Limited ("the Company"), on the financial and operational performance of the Company for the first quarter ended on June 30, 2025 (O1-FY26).

The aforesaid presentation shall also be available on Company's website at <a href="https://tinna.in/notices-announcements/">https://tinna.in/notices-announcements/</a>

You are requested to take the same on your records

Thanking you

### For TINNA RUBBER AND INFRASTRUCTURE LIMITED

Sanjay Kumar Rawat Company Secretary ICSI M. No.: ACS23729

Enclosure: a/a





### Tinna Rubber and Infrastructure Limited

**Investor & Earnings Presentation Q1-FY26** 









Goods







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Certain statements in this presentation concerning our future growth prospects are forward looking statements which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to the statements include, but are not limited to, risks and uncertainties regarding fiscal policy, competition, inflationary pressures and general economic conditions affecting demand / supply and price conditions in domestic and international markets. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

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Performance Highlights – Q1 - FY26



**Company Overview** 

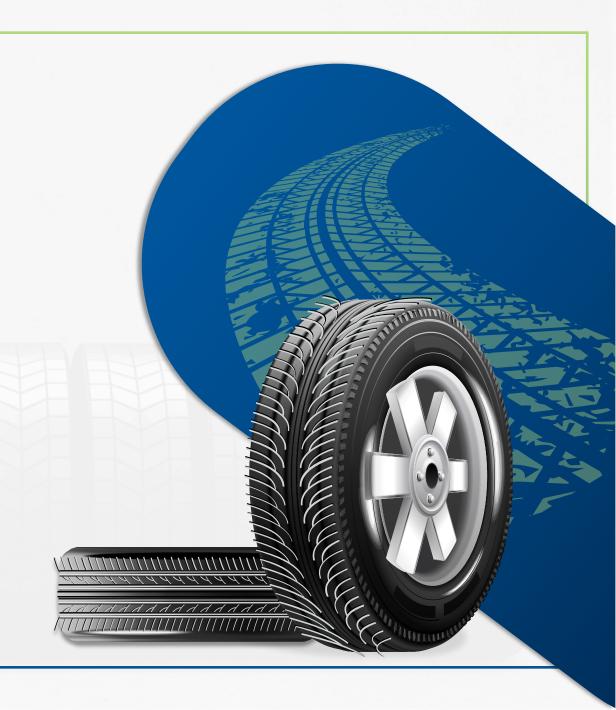


**Key Investment Highlights** 



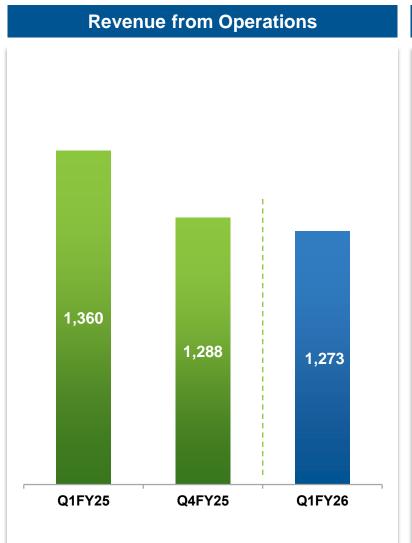
**Annexures** 

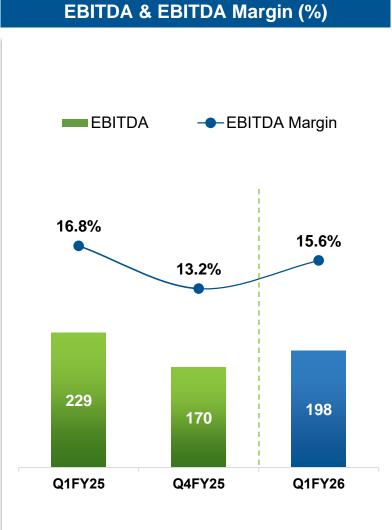
Performance Highlights
Q1-FY26

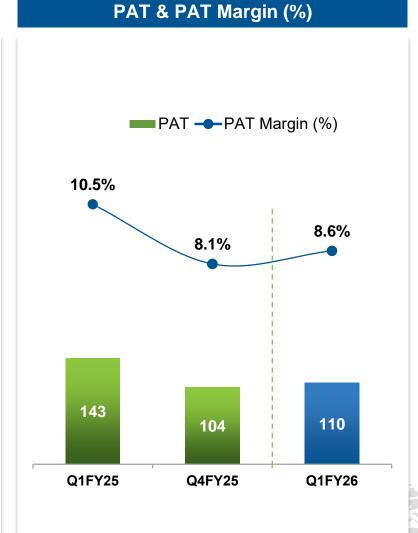


### Q1 - FY26 - Standalone Financial Highlights



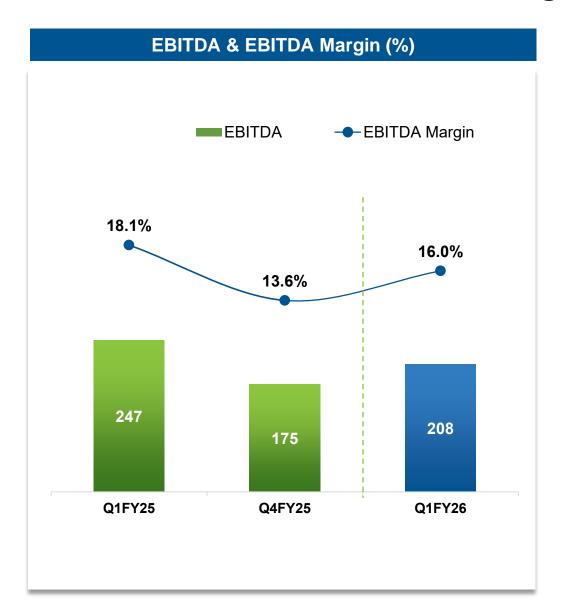


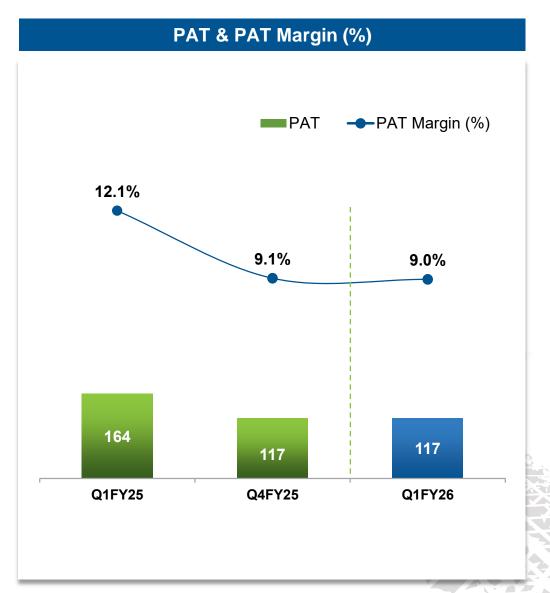




### Q1 - FY26 - Consolidated Financial Highlights





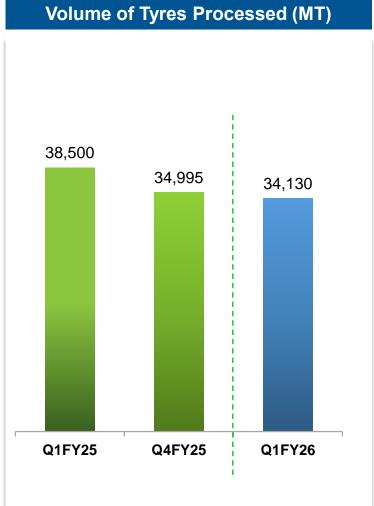


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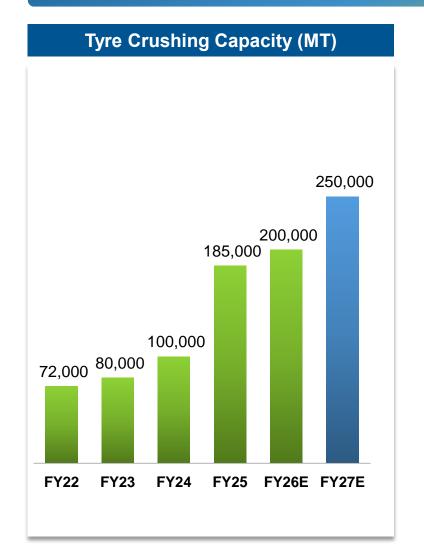
### **Key Operational Performance**

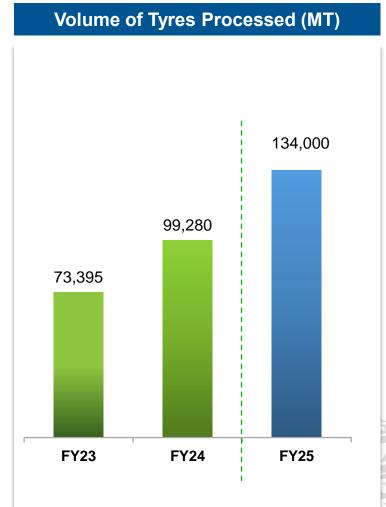


### Quarterly Performance



### **Annual Performance**

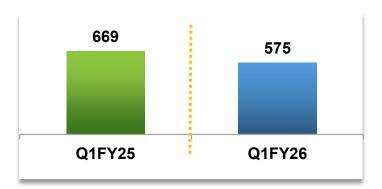




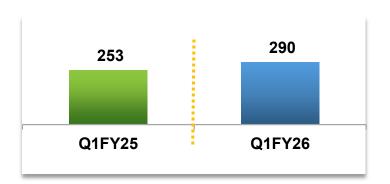
### Key Segment Performance (YoY) – Infrastructure & Industrial







### Industrial Segment\* (INR Mn)



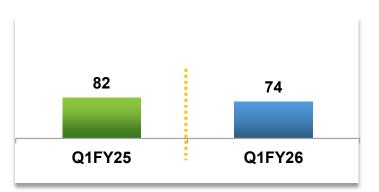
- While there was a 14% YoY dip in revenue, we are confident of a strong rebound post-monsoon, driven by a solid & growing business pipeline.
- Despite Q1 being peak season for Infra, several factors caused downturn -
  - ❖ Non release of funds to the contractor by Ministry of Road Transport and Highways (MoRTH)
  - **❖** Early monsoon
  - ❖ The ongoing Israel-Iran conflict has disrupted bitumen exports from Iran, leading to a shortage in India, which relies heavily on Iranian supply.
- Bitumen emulsion business volume has grown 40% on YoY basis.

- Witnessed a growth of 15% in revenue on YoY basis.
- Despite global economic challenges, we maintained positive export performance in the Industrial Segment.
- Rubber conveyor and rubber moulded goods industry remained stable.

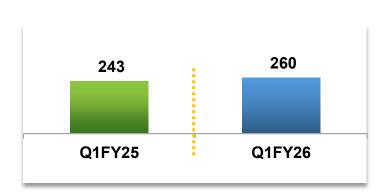
### Key Segment Performance (YoY) – Consumer & Steel



### Consumer Segment (INR Mn)



### Steel Segment (INR Mn)



- Consumer Segment demand is expected to revive in the upcoming quarters, following a seasonal shift influenced by early monsoon patterns and short-term market liquidity adjustments.
- Revenue saw a temporary 10% YoY decline, with a strong recovery expected to begin from Q2 onwards.
- Sales to Consumer Segment will remain our focus area for better capacity utilization at Varale, Maharashtra.

- Revenue increased by 8% on YoY basis.
- Steel abrasives sales have decreased by 20% on YoY basis due to slowdown in demand from Automobile Industry which is likely to stabilize during festive season.
- Steel Segment's revenue growth was curbed by falling steel prices due to cheap steel scrap imports from Russia and other countries.

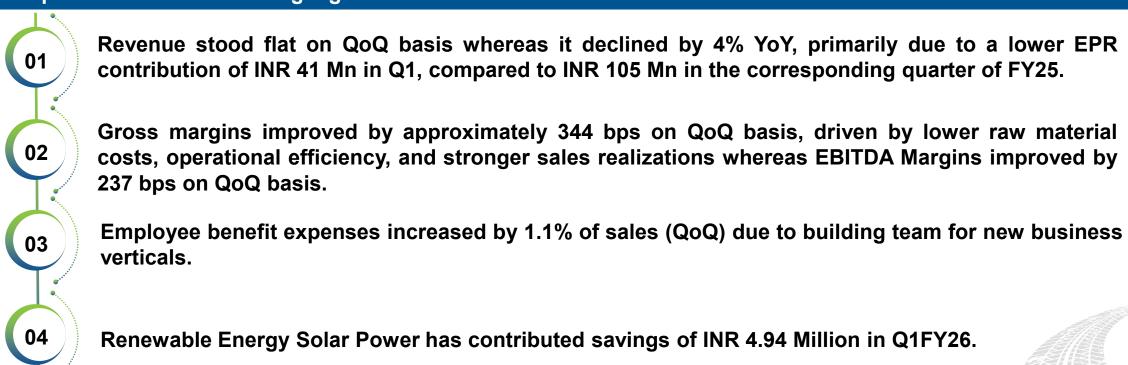
### Management Analysis on Q1FY26 Results



### **Operational & Financial Highlights**

05

06



Working capital days reduced from 42 days in FY25 to 38 days in Q1 FY26, indicating improved efficiency.

Global Recycle LLC, Oman and TB Buildtech contributed INR 4 Mn and INR 7 Mn respectively to PAT at Consolidated Level. Mbodla Investments, South Africa and Tinna Rubber Arabia has booked a loss of INR 4 Mn as a start up cost.

### **Key Q1FY26 Strategic Highlights**

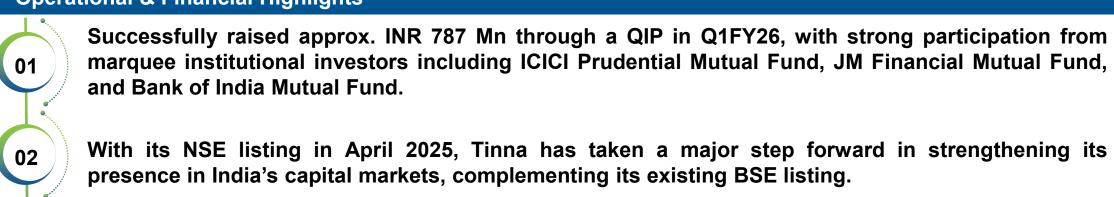


### **Operational & Financial Highlights**

03

04

06



- Company has monetized INR 56 Mn against total non-core assets of INR 280 Mn. Going forward, the company will continue to actively pursue monetization of remaining non-core assets as suitable opportunities arise.
- Varale plant capacity utilization increased from 30% in Q1FY25 to 57% in Q1FY26, driving a significant YoY sales growth from INR 60 Mn to INR 270 Mn.
- Polymer Composite and Masterbatch (PCMB) business is currently operating at a capacity utilization rate of 24%.
  - By end of FY26, approx 50% of power needs will be met through renewable sources, including captive solar and third-party providers, aligning with the company's ESG goals.

### **Cost Saving Initiatives**



### **Renewable Energy Initiatives**

The company is expanding its existing renewable energy to more than **3x** from 1.26 MW to 4.52 MW

This will lead to the total savings of **INR 30 Mn+** in FY26

### **Debt Reduction**

Out of the QIP proceeds,

INR 230 Mn (approx) is being allocated towards debt reduction,

This will result in annual interest savings of **INR 14.5 Mn**.

### **Raw Material Cost**

Increasing our optionality on using different type of ELTs

This will lead to **10-15%** cost saving on raw material

### **Update on Capex**



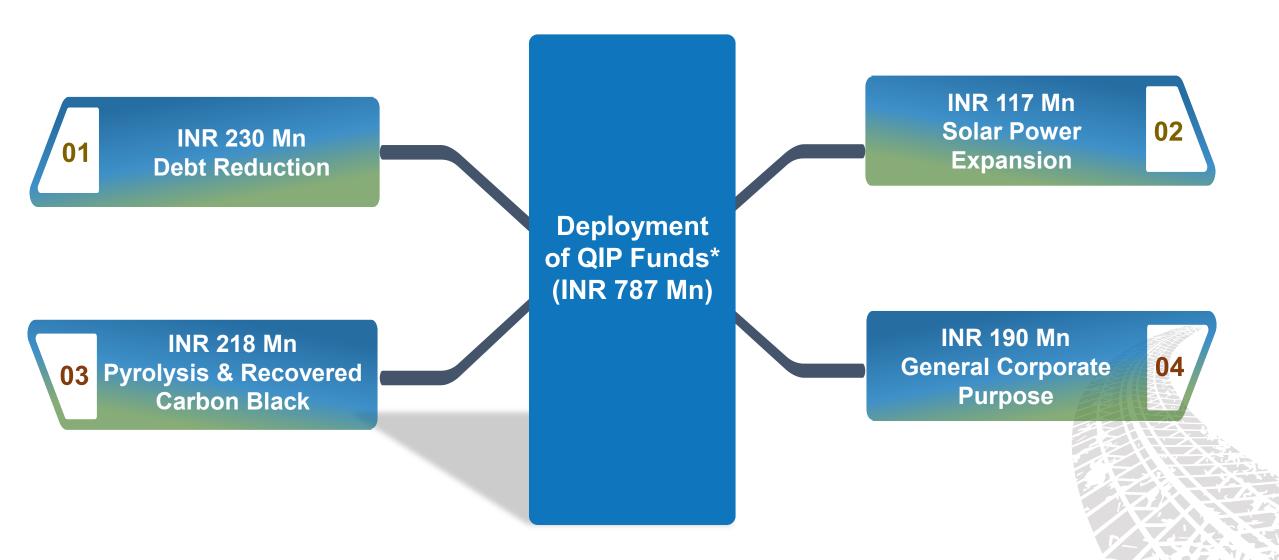


In Q1FY26, capex of INR 130 Mn has been completed and is completely aligned with the guidance.

Capex of approx INR 1,000 Mn is planned in next 2 years

### **Deployment of QIP Funds**





<sup>\*</sup>Deployment will start from Q2FY26 onwards.

### Update on International Projects (1/2)







- Tinna successfully infused capital funding into Mbodla Investments Pty Ltd (JV Company)
- The JV has received permission to export 24,000 ELT from South Africa to India.
- First phase of operations has commenced in Q1 of FY 2026





- Tinna has outlined plans to set up a tyre recycling plant in Saudi Arabia and accordingly company has been formed with the name Tinna Rubber Arabia Ltd.
- Initial plan is to set up a capacity of 24,000 MT per annum of tyre recycling.
- A 20,000-square-meter plot of land has been allocated and Tinna is targeting operational commencement by Q4FY26. Additionally, the concerned authority has invited Tinna to complete the formalities for executing the lease agreement.

### Update on International Projects (2/2)





- Plant is running successfully at 85% capacity utilization.
- Q1FY26 Revenue contributed by Oman is approx \$1
   Million.
- Around 35% of total production is sold within GCC Region.
- An increase in the cost of ELT has sharply raised input costs, thereby impacting the EBITDA margin.







In Q1FY26 Tinna hosted delegation from Environment Authority of Oman

### Polymer Compounding Solutions - Progress and milestones





**Sales Milestone Achieved -** Masterbatch sales have reached close to 100 MT per month, marking consistent growth in volumes. Product portfolio expanded to include Color, Additive, Silicone, and Biodegradable Masterbatches, strengthening our market positioning.

02

**Diversified Customer Base -** Added multiple new customers across key industries: Multilayer Packaging Films, Shoe Soles & Footwear, Automotive Components, Irrigation Products. This diversified reach has helped establish strong recurring demand streams.

03

**Focus on High-Margin, Value-Added Products -** Ongoing efforts to develop specialty masterbatches aimed at delivering higher margins and improved technical performance, supporting long-term profitability.

04

**Strengthening Polymer Compounding Capabilities -** Integrated Washing Line for recycled plastic compounding is currently in the commissioning phase and expected to be fully operational by mid-August 2025. Trials are already underway with prospective customers, providing circular solutions by converting waste paint buckets into high-quality recycled buckets, demonstrating our capability to close the loop on plastics.

05

**Robust Waste Collection Network -** Built a strong waste collection base across 4–5 states in North India, with active partnerships and sourcing channels. Focused on becoming a preferred waste collection and recycling partner for large companies, ensuring reliable feedstock availability for sustainable plastic solutions.

### Vision 2028 - : POWERING THE NEXT PHASE OF GROWTH



### **Locations -**

Current (FY25): 6

Vision 2028: 10

### Profitability Growth (3 Years CAGR) -

Current (FY25): 42%

Vision 2028 : 33%+

### Revenue (3 Years CAGR) -

Current (FY25): 30%

Vision 2028 : 25%+

### **EBITDA Margin -**

Current (FY25): 15%

Vision 2028 : 18%+

### Revenue -

Current (FY25): INR 5,053 Mn

Vision 2028 : INR 10,000 Mn

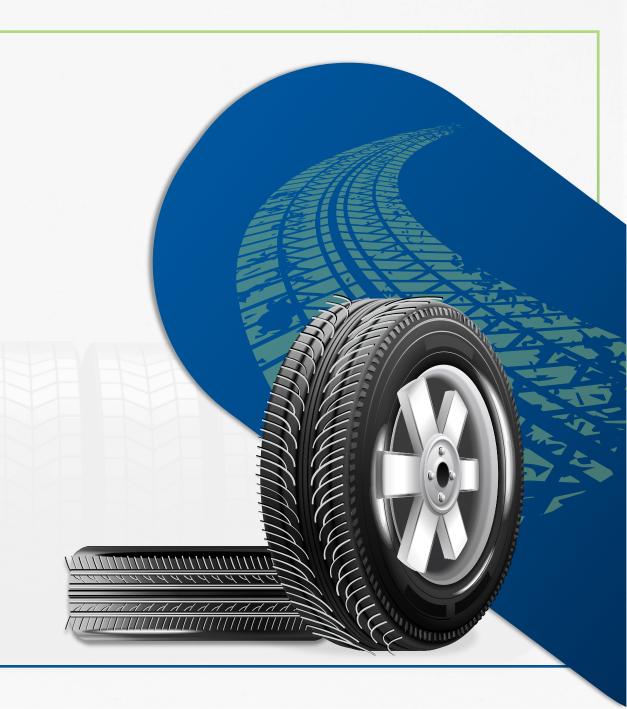
### **ROCE** -

o Current (FY25): 26%

O Vision 2028 : 30%+

### **OUR PRIORITIES**

### **Company Overview**



### One of the largest recyclers of ELTs in India





### **Market Leadership**

One of the largest recyclers of ELTs in India



**45+** Years of Industry Experience; Founded in **1977** 

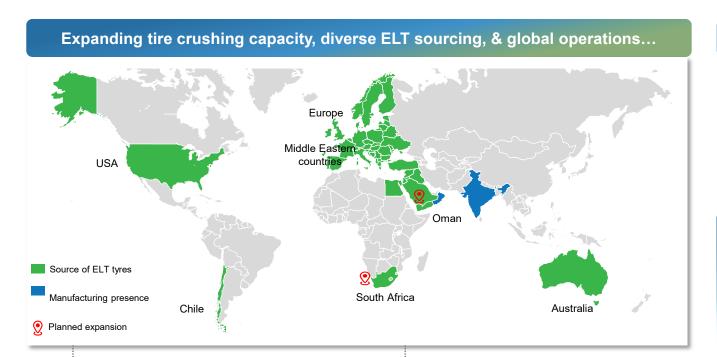


One of the **most diverse product portfolios globally**, among companies using waste tyre as a feedstock



**Integrated Operations** 

Fully Integrated operations from ELT collection to recycled material production



### ...have helped Tinna achieve a strong financial performance

15.07%

EBITDA Margin (%) FY25 27.14%

Return on Equity (%) FY25 0.73x

Net Debt to Equity FY25

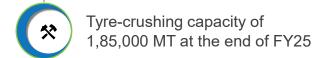
9.57%

PAT Margin (%) FY25 26.09%

Return on Capital Employed(%) FY25

6.09x

Interest Coverage FY25



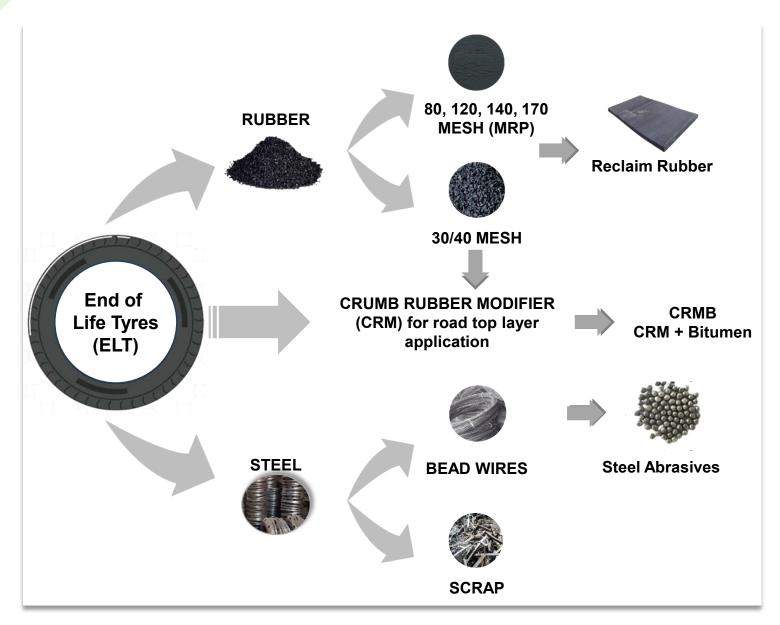


Plans to expand installed capacity going forward

<sup>\*</sup> Figures & metrics as per Consolidated Financial statements; EBITDA: Earnings before interest, taxes, depreciation and amortization; PAT: Net Profit After Tax

### Waste to Wealth – 400% Value Addition to Waste











### Tinna's long-term strategies to build sustainable competitive moats

Geographical expansion

Going global after establishing a strong domestic presence; gaining access to Europe and Africa through new facilities.

Planned expansions in South Africa and Saudi Arabia will enable Tinna to scale its operations globally.

Product portfolio expansion

Geographical expansion

**Customer addition** 

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Investing in people

**Product portfolio expansion** 

Tinna has consistently expanded its product portfolio, driving growth and unlocking multiple avenues for future expansion.

**Customer addition** 

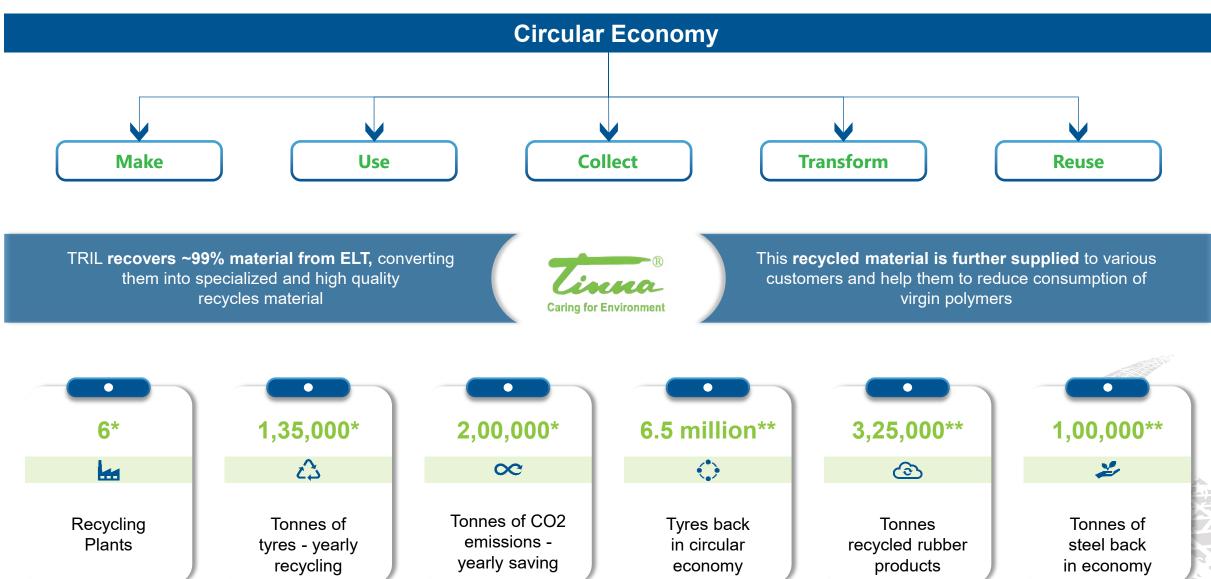
By addressing the needs of customers across Industrial, Infrastructure, Consumer, and Steel sectors, Tinna is uniquely positioned to offer tailored solutions and unlock cross-selling synergies across its portfolio.

Investing in people & IP

Driven by innovation and backed by a team of R&D experts, Tinna continuously upgrades its products - fostering sustainable growth.

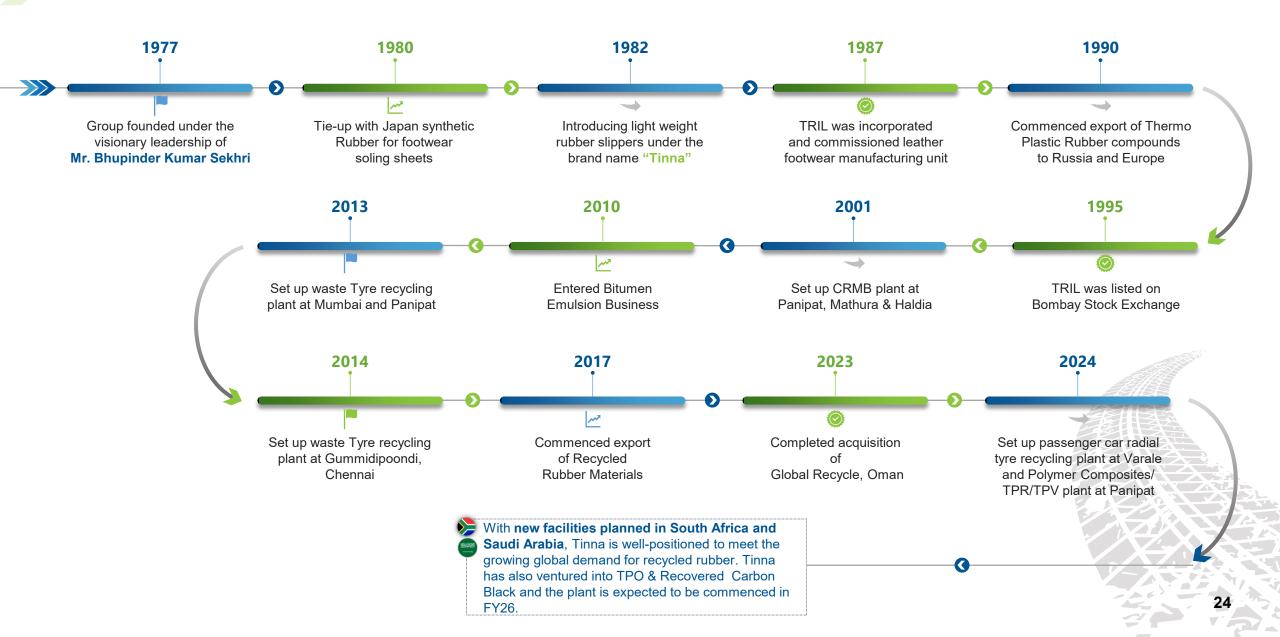
### Strong focus on sustainability





### Our journey so far





**Key Investment Highlights** 



### Well positioned to capitalize on strong tailwinds



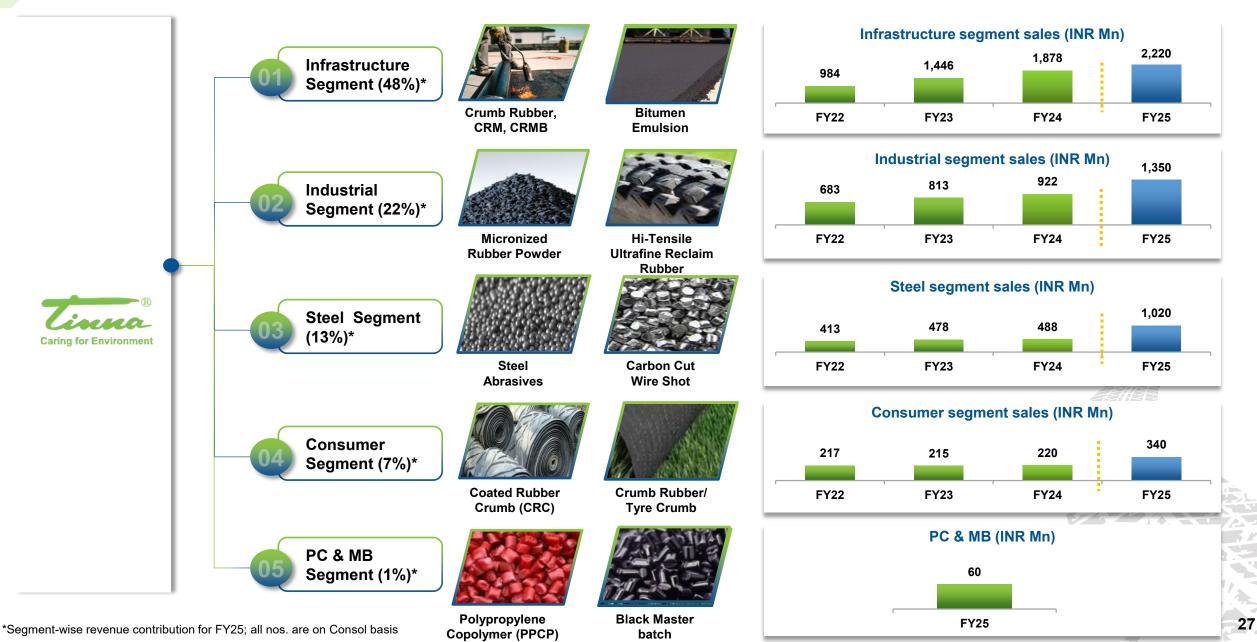
-01-	Play on a large market with a strong focus on circular economy	<b>*</b>	<ul> <li>Tinna is well-positioned to capitalize on the large market opportunity for recycled rubber</li> <li>Rising natural rubber prices are driving manufacturers to adopt recycling, which is boosting the global recycled rubber market</li> </ul>
-02	Diverse product portfolio across a breadth of industries		<ul> <li>Tinna caters to diverse sectors with a well-balanced portfolio: Infrastructure (48%), Industrial (22%), Consumer (7%), Steel (13%) and PC &amp; MB (1%) *</li> <li>Strong R&amp;D focus has enabled Tinna to diversify its product portfolio</li> </ul>
<b>—03</b> —	Global operational scale helps build a truly de-risked business model	<u> </u>	<ul> <li>Tinna's growing tire crushing capacity positions it well in a growing market</li> <li>Future-ready manufacturing with expanding capacity, supported by overseas facilities and planned capex</li> <li>Expansion into Saudi Arabia and South Africa to help diversify sourcing and tire recycling globally while giving Tinna the ability to cater to a growing global and domestic market</li> </ul>
<b>-04</b>	Experienced board supported by a strong management team	Q	<ul> <li>Tinna's promoters bring decades of expertise in rubber recycling, positioning the company strongly in a growing domestic market.</li> <li>Their efforts are complemented by a professional management team that drives operational excellence and supports strategic execution</li> </ul>
<b>-05</b> -	Strong performance drives industry-leading financial and operational metrics	₹	<ul> <li>Demonstrated strong revenue growth 3 year CAGR of 30% between FY22-FY25</li> <li>Steady state EBITDA margins &gt;15%</li> <li>High return ratios and capital efficiency ratios &gt; 25%</li> </ul>

<sup>\*</sup> Revenue contributions are for FY25

26

### Tinna's Industry Diversity Boosts Stability and Lowers Risk





### Well-positioned to serve the infrastructure segment with products like CRM, CRMB, and bitumen emulsions...

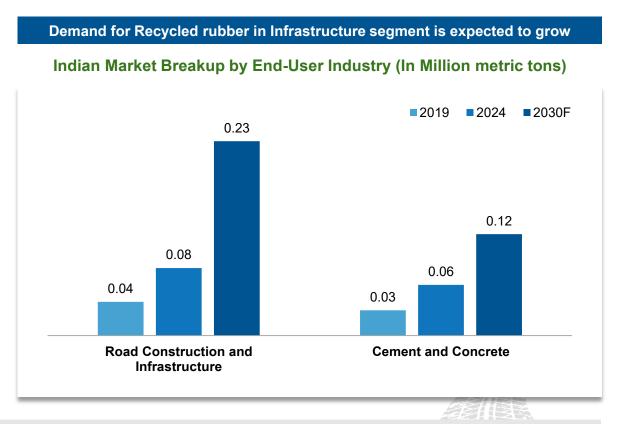


### **Product Portfolio**

A blend of waste tire rubber, & hydrocarbons, with bitumen forms stable, high-performance binders for durable, cost-effective road paving







### Key growth drivers for the infrastructure segment

- 01
  - 蘦

GOI working towards mandatory Modified Bitumen Use: GOI is working towards making modified bitumen mandatory for wearing surfaces for national highways.

- 02
- (\$)

**Government Outlay: Large capital outlay** for the Ministry of Road Transport and Highways.

- 03
- 7

With the increasing focus on environmentally friendly road construction, CRMB adoption is expected to rise.

### ...complemented by its presence in the industrial segment, offering products for a variety of applications

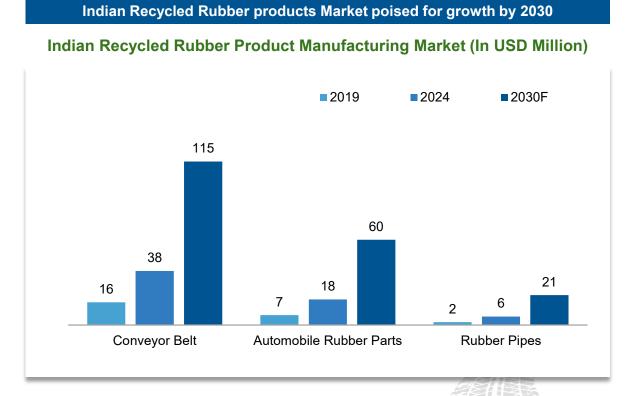


### **Product Portfolio**

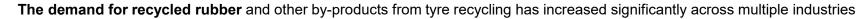
100% strained, devulcanized rubber, free from impurities and has a superior finish, meeting REACH, PAH, and RoHS standards







### Key growth drivers for the infrastructure segment





- Growing collaboration among tyre manufacturers, recyclers, and policymakers is facilitating the development of a more structured and efficient tyre recycling ecosystem in India.
- Natural rubber price: Rising natural rubber prices are driving manufacturers toward recycling, boosting the global recycled rubber market

### Further diversifying its portfolio, the company serves the consumer segment as well

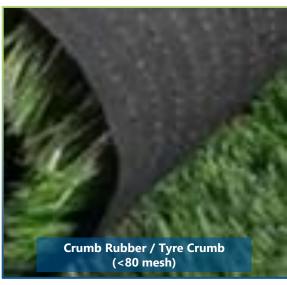


### **Product Portfolio**

Ideal for low-tensile compounds, solid, and agricultural tires, offering excellent abrasion resistance



It is 100 % REACH, PAH & RoHS
Compliant. As a high structure crumb, it retains excellent reinforcing properties in high-quality compound



# Indian Recycled Rubber Product Manufacturing Market (In USD Million) 2019 2024 2030F 77 48

Sports Turfs

Rubber Mats & Tiles

### Key growth drivers for the infrastructure segment

- 01

The US Environmental Protection Agency has released its largest study which confirms "Recycled Rubber is safe for athletes"

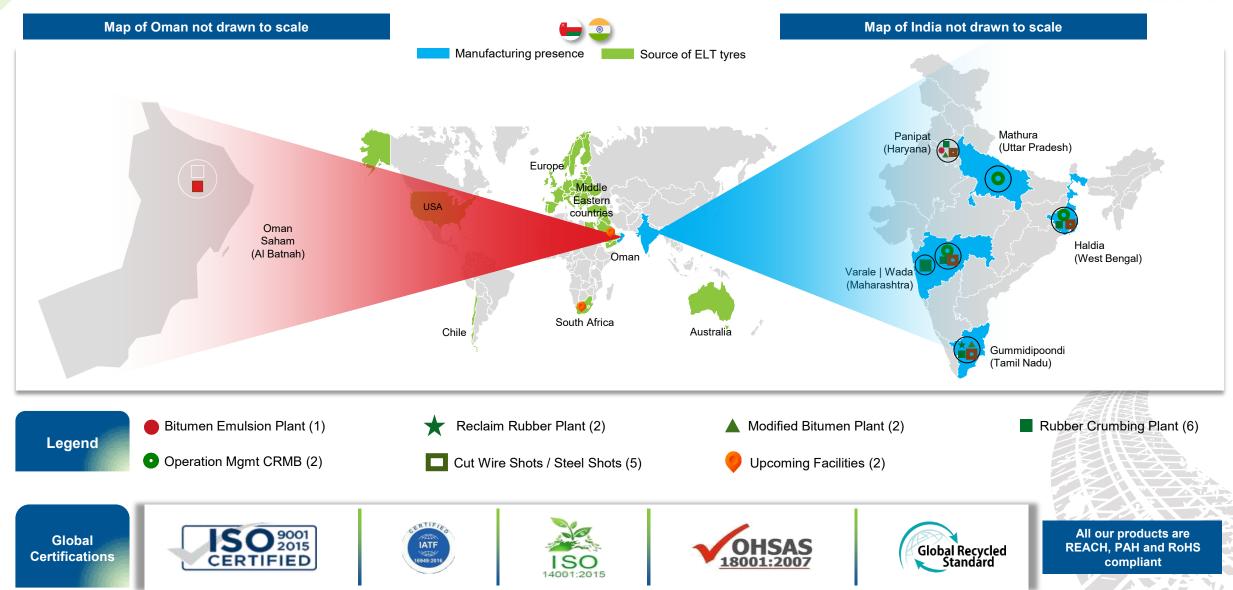
- 02
- ПÍ

The increasing adoption of recycled rubber in sports turfs is driven by its superior shock absorption, resilience, and sustainability.

- 03
- The Sports Ministry's flagship program "Khelo India" has been allocated INR 1,000 crore, a significant increase from the previous year's allocation of INR 800 crores.

### Strategically located facilities...





### Operations led by an experienced board and management team





**Mr. Bhupinder Kumar Sekhri** Chairman & Managing Director



**Mr. Gaurav Sekhri**Joint Managing Director



Mr. Subodh Kumar Sharma Whole-time Director & COO



Mr. Ravindra Chhabra Chief Financial Officer



**Mr. Sanjay Jain**Independent Director



**Mr. Vaibhav Dange** Independent Director



Mr. Krishna Prapoorna Biligiri Independent Director



Mrs. Bharati Chaturvedi Independent Director

### Sustainability and ethical growth have been at Tinna's core long before ESG became a global focus



### **CSR** Initiatives

Regular organizing of medical checkup, blood donation, and health awareness camps. CSR Initiatives are mainly focused on health and environment.

## ---~\_

### **Circular Economy**

Follows a circular economy model, recovering 99% of materials from end-of-life tires and converting them into high-quality recycled materials.

### **Employee well-being initiatives**

Established clear policies and principles that prioritize employee safety and wellness, promoting not only health for employees but also a sustainable environment.

### **Renewable Energy initiatives**

Setting up a 1.2 MW rooftop solar plant to generate 1.6 million units annually, significantly reducing its carbon footprint and advancing towards a cleaner energy future.

### **Creating awareness**

Awareness is being created through programs on Discovery Channel, which aired a segment in its 'Build India' series showcasing how hazardous waste is being recycled to construct sustainable roads.

### **Educational and vocational training**

Provide high quality education to "out of school"children and facilitate their enrolment in government/private institutions. Also, supporting education for especially abled and provide skills for employment.

### **Business for a Cause**



Tinna dedicated INR 7 Million in FY25 to CSR programs – driving meaningful change across sports, education, and healthcare sectors.



Health Checkup, Varale



PT uniforms, Pali



Tv to Sipcot Fire Station, GMPD

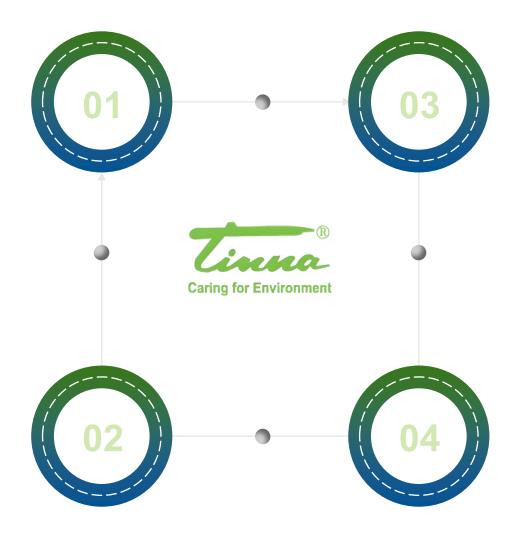


School Uniforms, Panipat

### To summarize - Tinna's strategies are in place to achieve growth going forward



Expanding tire crushing capacity enhances Tinna's revenue potential by meeting the rising demand for recycled rubber.



Tinna's strategy focuses on achieving strong revenue growth while maintaining stable EBITDA margins and high return ratios. With its upgraded CARE BBB- credit rating, the company showcases an improved financial risk profile.

Tinna leverages its global operational scale to de-risk its business and enhance ELT sourcing. By diversifying ELT procurement across multiple regions, the company is focused on ensuring a stable supply chain while optimizing costs and margins.

Tinna aims to pursue organic and inorganic opportunities to drive growth, leveraging its strong financial performance and improved credit rating to capitalize on strategic investments and expand its market presence.

# **Annexures**

### Consolidated Financial Performance Q1FY26



Particulars (INR Mn.)	Q1FY26	Q4FY25	QoQ	Q1FY25	YoY	FY25	FY24	YoY
Operational Income	1,303	1,290	1%	1,360	-4%	5,053	3,630	39%
Total Expenses	1,095	1,115	-2%	1,113	-2%	4,292	3,004	43%
EBITDA	208	175	19%	247	-16%	762	626	22%
EBITDA Margin (%)	16.0%	13.6%		18.1%		15.1%	17.2%	
Other Income	4	30	-88%	5	-34%	45	13	239%
Depreciation & Amortization Expenses	28	28	0%	22	32%	97	64	51%
Interest	30	25	22%	24	24%	109	70	56%
Exceptional Items		-12	N/A		N/A	-12		N/A
Share of Profit / loss of an associate	4	12	-70%	9	-59%	44	22	102%
Profit Before Tax	156	152	3%	215	-27%	633	527	20%
Taxes	39	35	11%	51	-24%	149	124	20%
Profit after tax	117	117	1%	164	-28%	484	403	20%
PAT Margin (%)	9.0%	9.1%		12.1%		9.6%	11.1%	
Other Comprehensive Income	1	36		0		40	9	外
Total Comprehensive Income	118	153	-23%	164	-28%	523	412	27%
Diluted EPS (INR)	6.83	6.81	0%	9.57	-29%	28.19	23.52	20%

### **Historical Consolidated Income Statement**



Particulars (INR Mn.)	FY22	FY23	FY24	FY25
Operational Income	2,292	2,954	3,630	5,053
Total Expenses	1,923	2,587	3,004	4,292
EBITDA	369	368	626	762
EBITDA Margin (%)	16.1%	12.4%	17.2%	15.07%
Other Income	34	61	13	45
Depreciation & Amortization Expenses	86	71	64	97
Interest	90	76	70	109
Exceptional Items	-	-	-	-12
Share of Profit / loss of an associate	1	6	22	44
Profit Before Tax	229	287	527	633
Taxes	59	69	124	149
Profit after tax	169	218	403	484
PAT Margin (%)	7.4%	7.4%	11.1%	9.57%
Other Comprehensive Income	3	2	9	40
Total Comprehensive Income	172	220	412	523
Diluted EPS (INR)	19.73	12.73	23.52	28.19

### Historical Consolidated Balance Sheet Statement

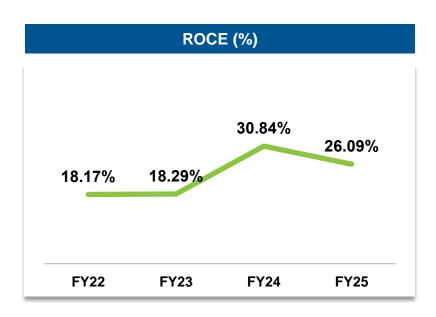


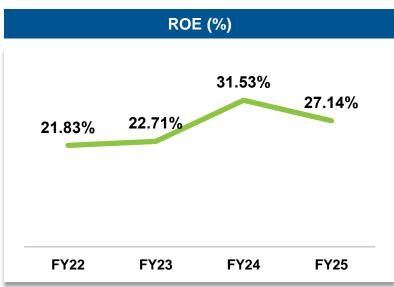
Assets (INR Mn.)	FY23	FY24	FY25
Non-current assets			
Property, Plant and Equipment	676	1,232	1,792
Capital work-in-progress	3	66	106
Right-of-use assets	13	12	9
Investments property	53	53	53
Intangible assets	2	1	1
Financial assets			
Investments in associates	45	67	123
Investments	239	247	219
Loans	5	-	
Other financial assets	22	24	28
Other non-current assets	4	35	39
Total non-current assets	1,061	1,738	2,369
Current assets			
Inventories	380	436	632
Financial assets			
Investments	-	<del>-</del>	56
Trade receivables	320	299	412
Cash and cash equivalents	17	4	21
Other bank balances	25	14	17
Loans	7	7	3
Other financial assets	15	15	28
Other current assets	104	154	311
Total current assets	868	928	1,481
Assets Held for Sale	-	11	_
Total assets	1,929	2,677	3,850

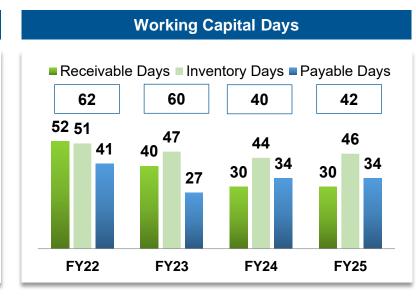
Equity and Liabilities (INR Mn.)	FY23	FY24	FY25
Equity share capital	86	171	171
Other equity	874	1,107	1,610
Total Equity	960	1,278	1,782
Non-current liabilities			
Financial liabilities			
Borrowings	242	467	657
Lease liabilities	12	9	7
Provisions	25	31	41
Deferred tax liabilities (net)	35	38	61
Other non-current liabilities	<del>-</del>	-	_
Total non-current liabilities	314	545	766
Current liabilities			
Financial liabilities			
Borrowings	345	381	682
Lease liabilities	5	3	3
Trade payable	215	339	469
Other financial liabilities	22	39	65
Other current liabilities	43	57	40
Provisions	9	11	15
Current tax liabilities (net)	17	24	28
Total current liabilities	656	854	1,302
Total Liabilities	970	1,399	2,068
Total equity and liabilities	1,929	2,677	3,850

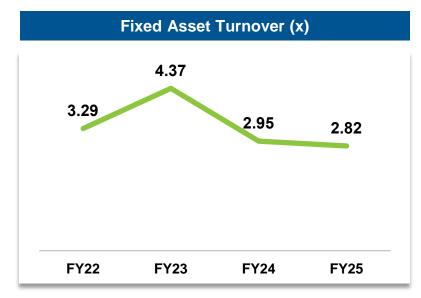
### Healthy Financial Ratios Highlight Robust Fundamentals

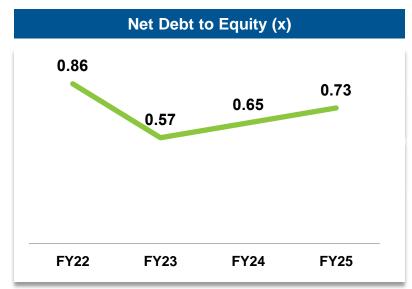


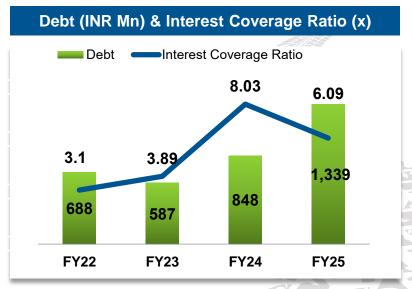












### Through TP Buildtech, Tinna can capitalize on the growth in the construction chemicals industry











The positive outlook for the construction chemicals market presents growth opportunities for TP Buildtech



Established in 2012, TP Buildtech specializes in concrete waterproofing admixture, cement Admixture, superplasticizer admixture, etc with **Tinna owning 49.42% in the Company** 



Manufacturing units in Wada and Bawal, supported by exclusive R&D Centers in Navi Mumbai, New Delhi, and Kolkata



The manufacturing at Kolkata has commenced from July 25 onwards. Company has introduced new range of products like accelerators, curing compound, shuttering oil, SNF Admixtures for concrete.

### **Growth Drivers**

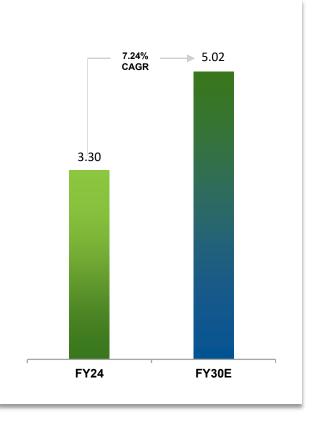
### **Rapid Urbanization and Infrastructure Development**

India is experiencing rapid urbanization, leading to increased demand for housing and industrial infrastructure. This growth is supported by government initiatives such as the Smart Cities Mission and expansion of transportation networks, which require advanced construction materials

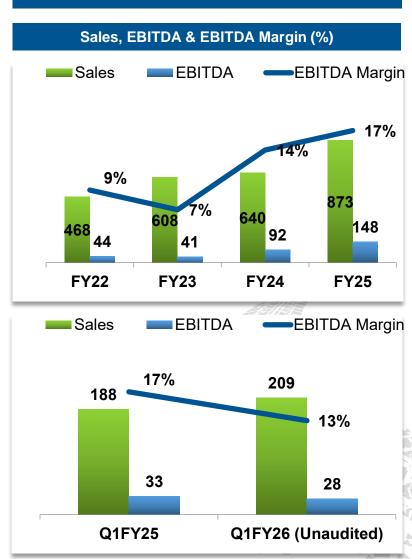
### **Government Initiatives and Policy Support**

Initiatives like the National Infrastructure Pipeline (NIP), Pradhan Mantri Awas Yojana (PMAY), and AMRUT are boosting the demand for high-quality construction chemicals. These programs focus on developing resilient structures and modernizing urban landscapes

### Domestic construction chemicals & services market (USD Bn)



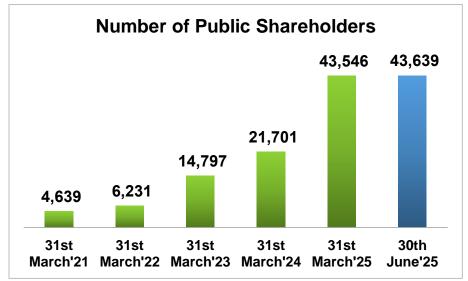
### Strong Financial Performance (INR Million)



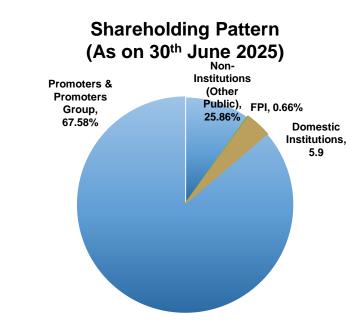
### **Capital Market Data**

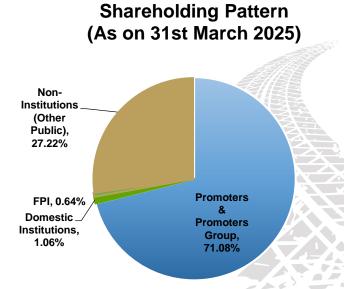






Price Data (As on 30 <sup>th</sup> June, 2025)				
Face Value (INR)	10.00			
Market Price (INR)	957.05			
52 Week H/L (INR)	1,949.0/799.1			
Market Cap (INR Mn)	16.413.41			
Equity Shares Outstanding (Mn)	17.13			
1 Year Avg. trading volume ('000)	26.08			







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