

Date: 19th May, 2021

To,

The BSE Ltd. Phiroze Jeejeebhoy Towers Dalal Street Mumbai - 400 00 I Fax No.: 022 22722041 Ref: Company Code: 533282	The Listing Department The National stock Exchange of India Ltd. Exchange Plaza, C- 1, Block-G, Sandra- Kurla Complex, Bandra (E) Mumbai- 400 051 Fax No.: 022-26598237/38 Ref: Company Code: GRAVITA
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Sub: Intimation under Regulation 30 of SEBI (LODR) Regulation, 2015

Dear Sir/Madam,

In Compliance of Regulation 30 of Schedule III of SEBI (Listing Obligation and Disclosure Requirements) Regulations, 2015, we submit herewith the Investor Presentation on the Audited Financial Statements of the company for the quarter and year ended 31st March, 2021.

Kindly take the above on your records and oblige.

For Gravita India Limited


Nithin Gupta
(Company Secretary)
FCS-9984



INVESTOR PRESENTATION

MAY 2021



*Towards Clean, Green &
Sustainable Future*



29
YEARS
1992-2021

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

We are on an **AMAZING JOURNEY**

Lead recycling
plant in Jaipur

1994

1st Overseas recycling
unit at Sri-Lanka

2001

1st recycling
unit in Ghana

2007

Listed on
NSE & BSE

2011

Value added
products in Jaipur

2013

Diversified in
Plastic recycling

2015

Added Aluminium
Recycling

2016

Started Aluminium &
Plastic recycling in
Africa

2019

VISION 2025

New recycling verticals

E-Waste, Lithium, Rubber, Copper

25% +

Revenue CAGR

35% +

Profitability Growth

25%+
ROCE

50%+
Value added products

25%+
Non-Lead business

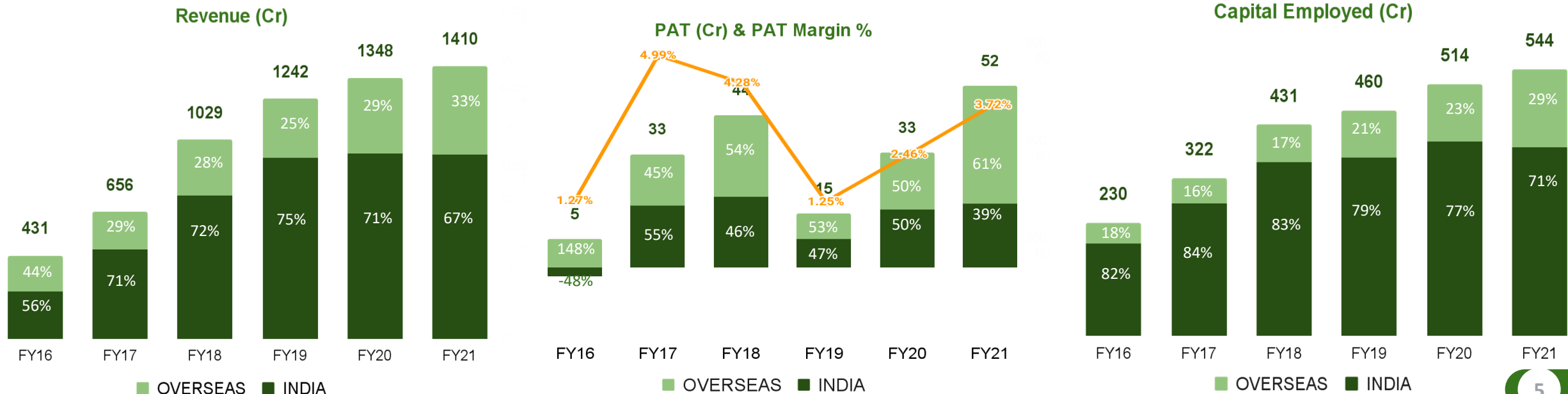


Our Priorities

- Shareholder value creation
- Return accretive growth
- Judicious use of capital

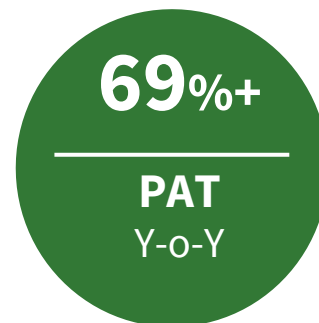
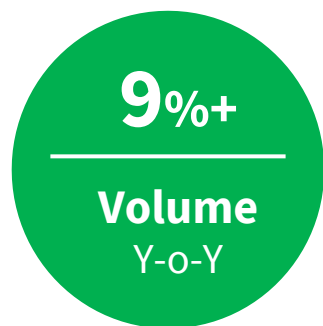
FINANCIAL Highlights

- ✓ **27%**
Revenue CAGR - 5 Yrs
- ✓ **8-9%**
Consistent EBITDA margins
- ✓ **A-**
External credit rating
- ✓ **57%**
PAT CAGR - 5 Yrs
- ✓ **Locking the margins**
Back-to-back hedging mechanism in place
- ✓ **10 Years**
History of sustainable dividend payouts
- ✓ **60%+**
Profit from overseas business with only 25% of the capital employed



QUARTERLY HIGHLIGHTS - Q4 FY21

Changing gears - **VISION 2025**



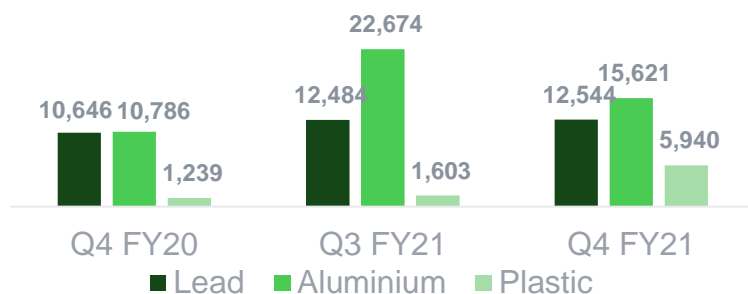
✓ **46%**
Revenue from Value added products

✓ **53%**
Domestic scrap collection for Indian Plants

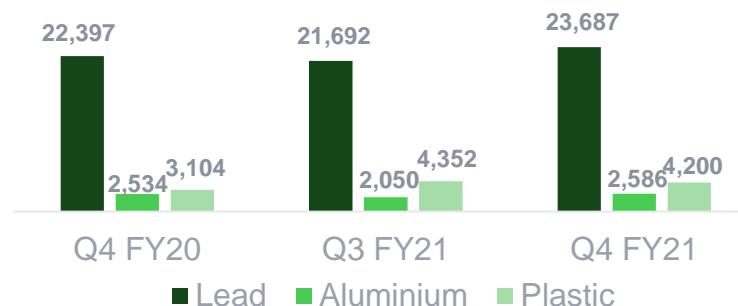
✓ **33%**
Revenue from Overseas Business

✓ **71%**
Profit from Overseas business

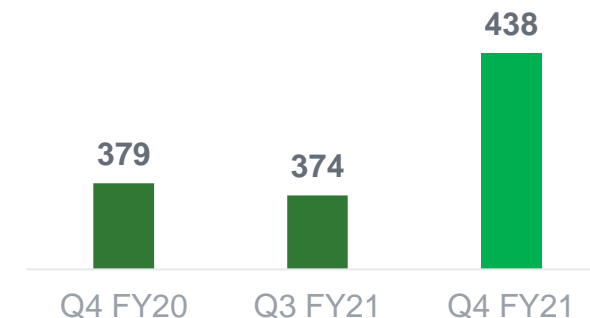
EBITDA per MT



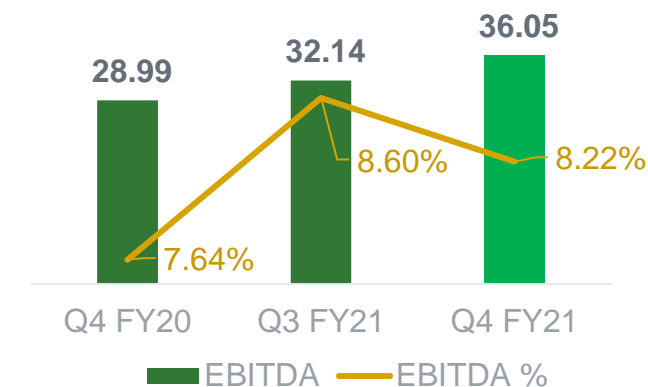
VOLUME (MT)



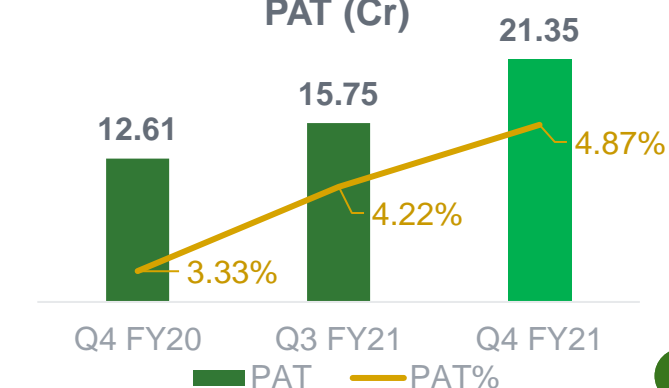
REVENUE (Cr)



EBITDA* (Cr)

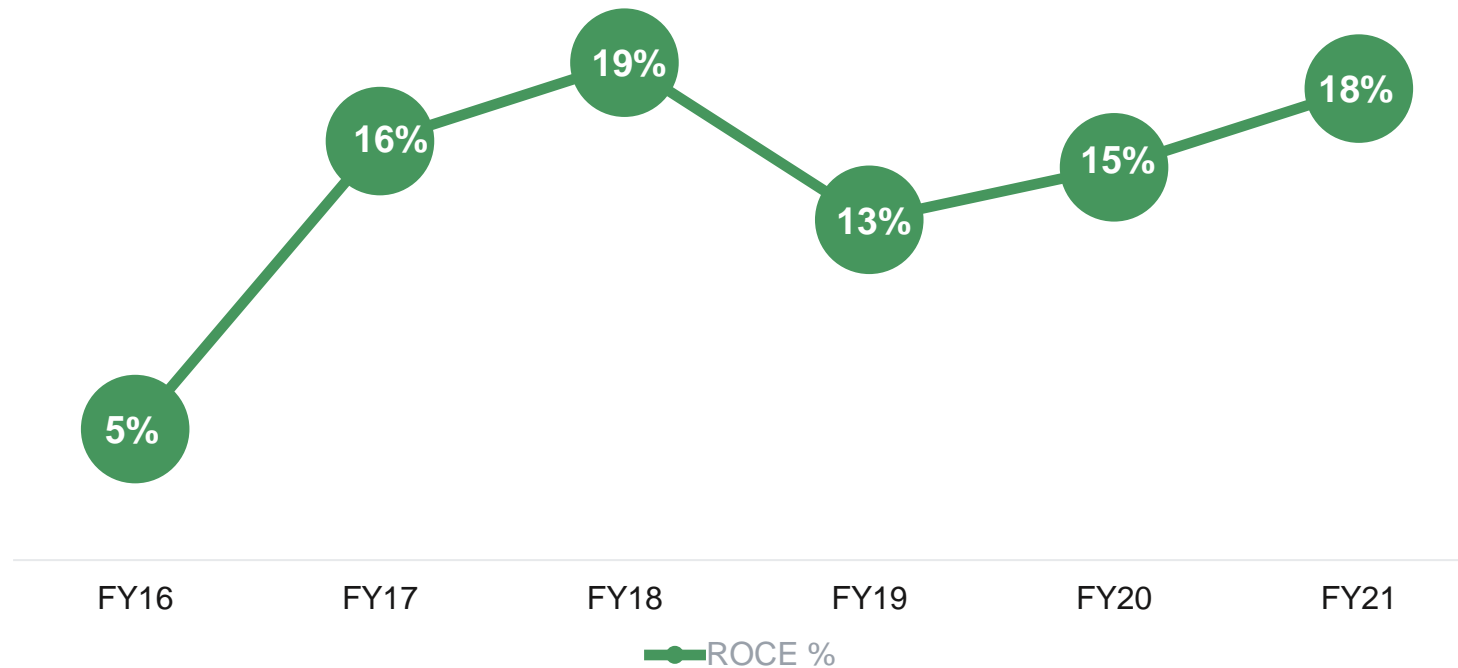


PAT (Cr)



*EBITDA after adjustment of income/loss from Currency & Metal hedging

RETURN ON CAPITAL EMPLOYED



Target ROCE 25%
Consolidated

Drivers of ROCE

- Improving industry dynamics
- Resultant reduction in working capital
- Improving demand-supply
- Value added products

Capital Allocation policy for new projects

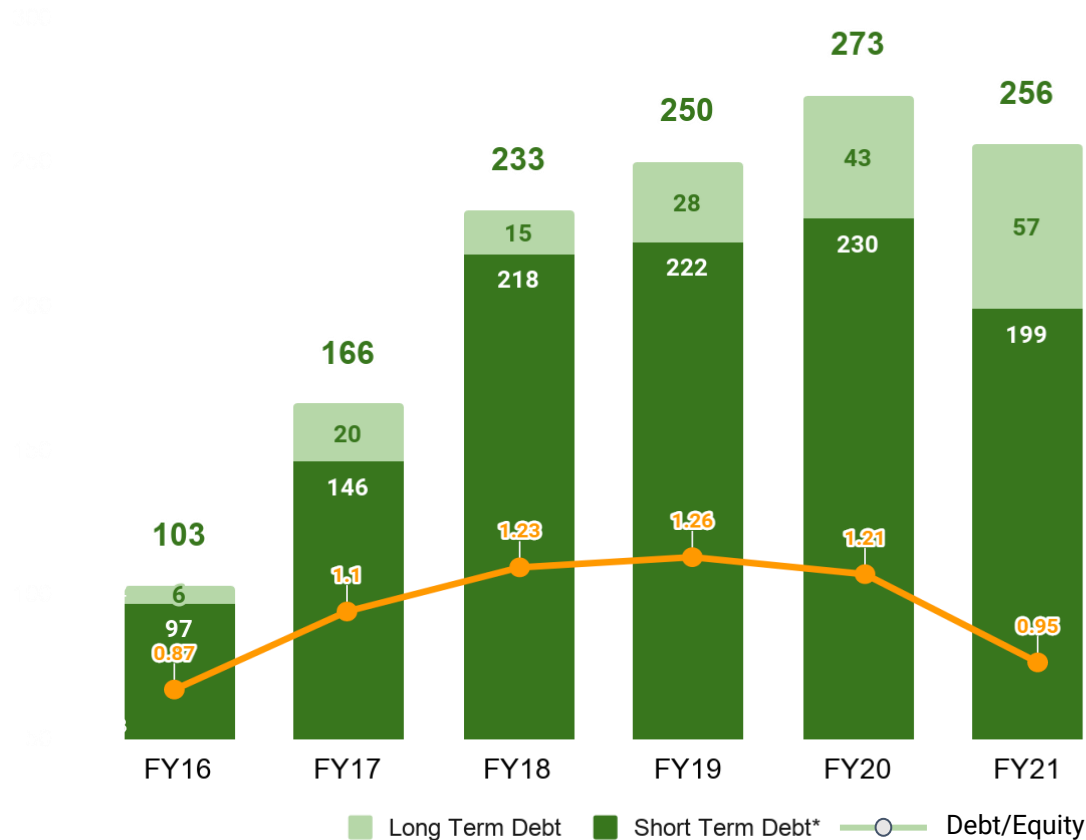
• **3 Years**
Maximum Payback period

• **25% +**
ROCE

• **8+**
Asset turns

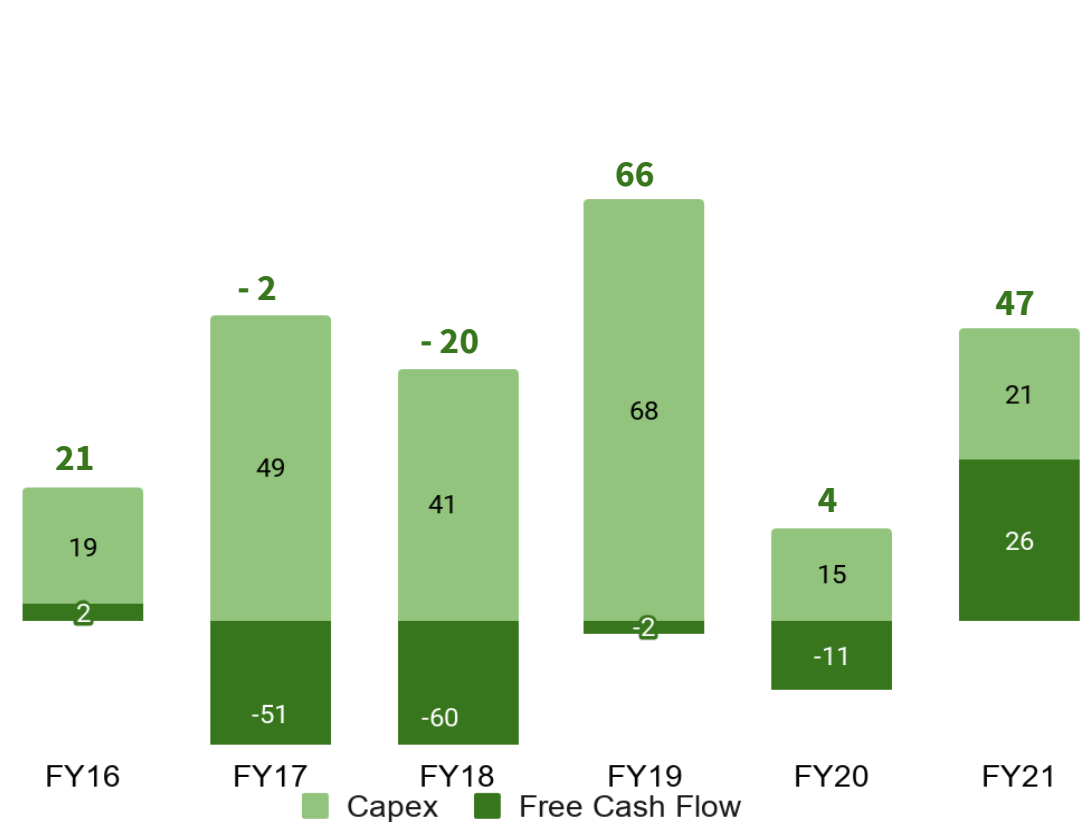
Improving **LEVERAGE & CASH FLOW**

Debt Equity



*Short term Debt includes current maturities and is backed by inventory which is 100% hedged

Operational Cash Flow (Cr)



More Domestic
volumes

Reduce
imports

Lower working
capital cycle

Lower
Logistic cost

Improved
cash flow

Low short
term debt

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

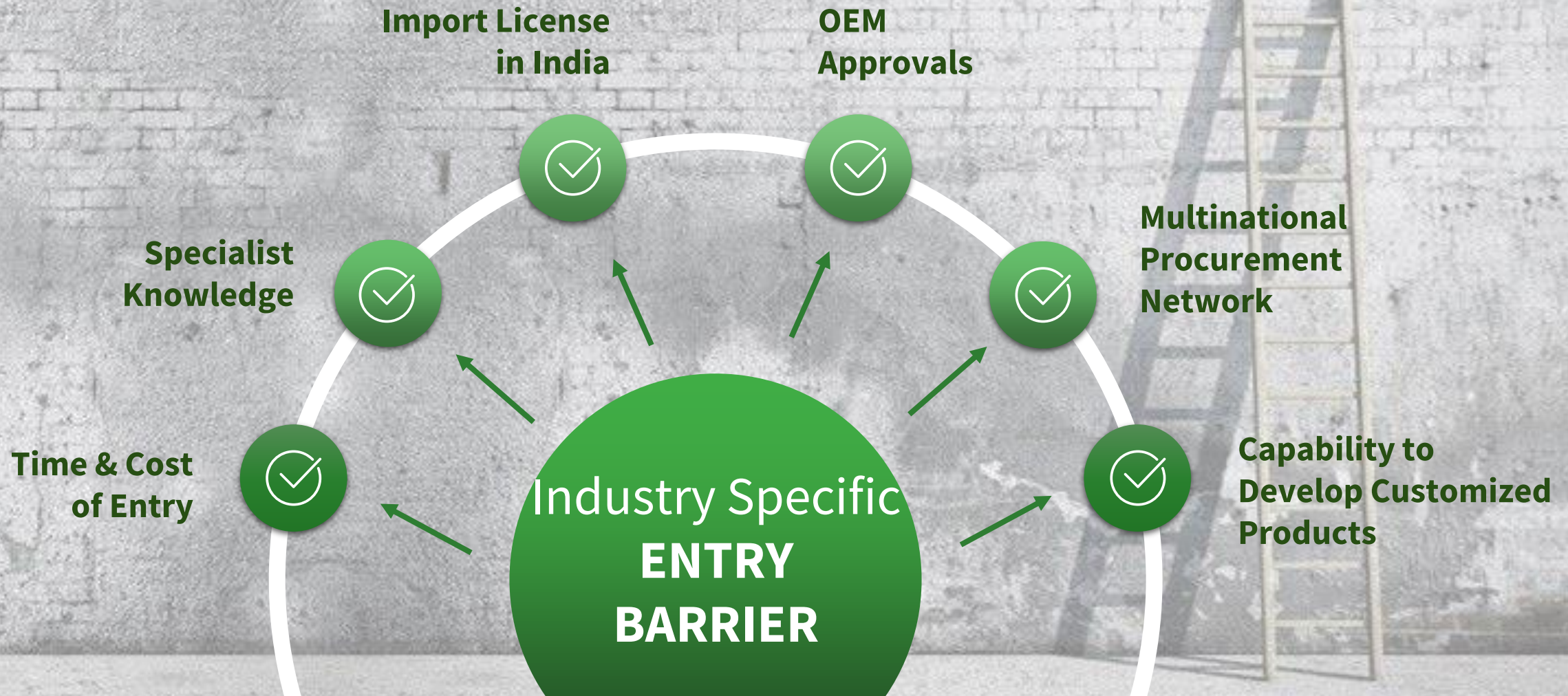


Customised & Value Added Products



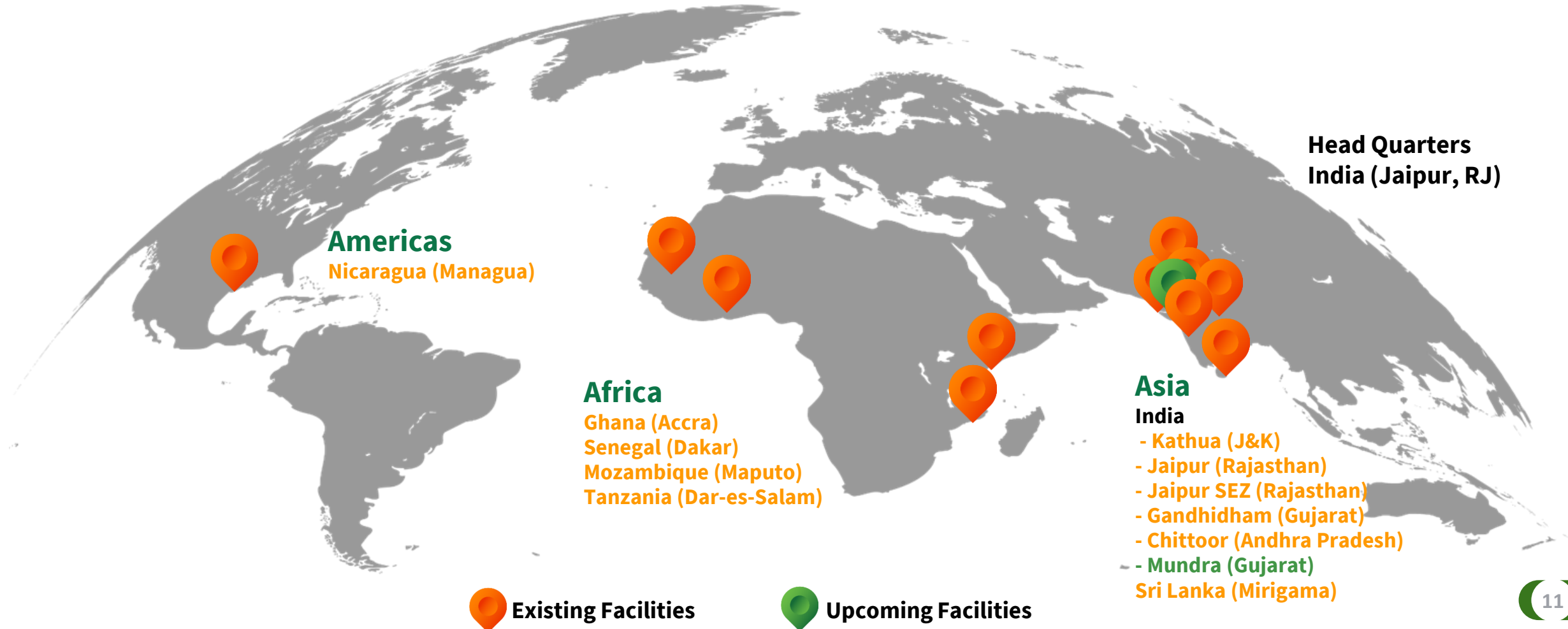
Risk Mitigation-Back to Back Hedging Mechanism

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**

27

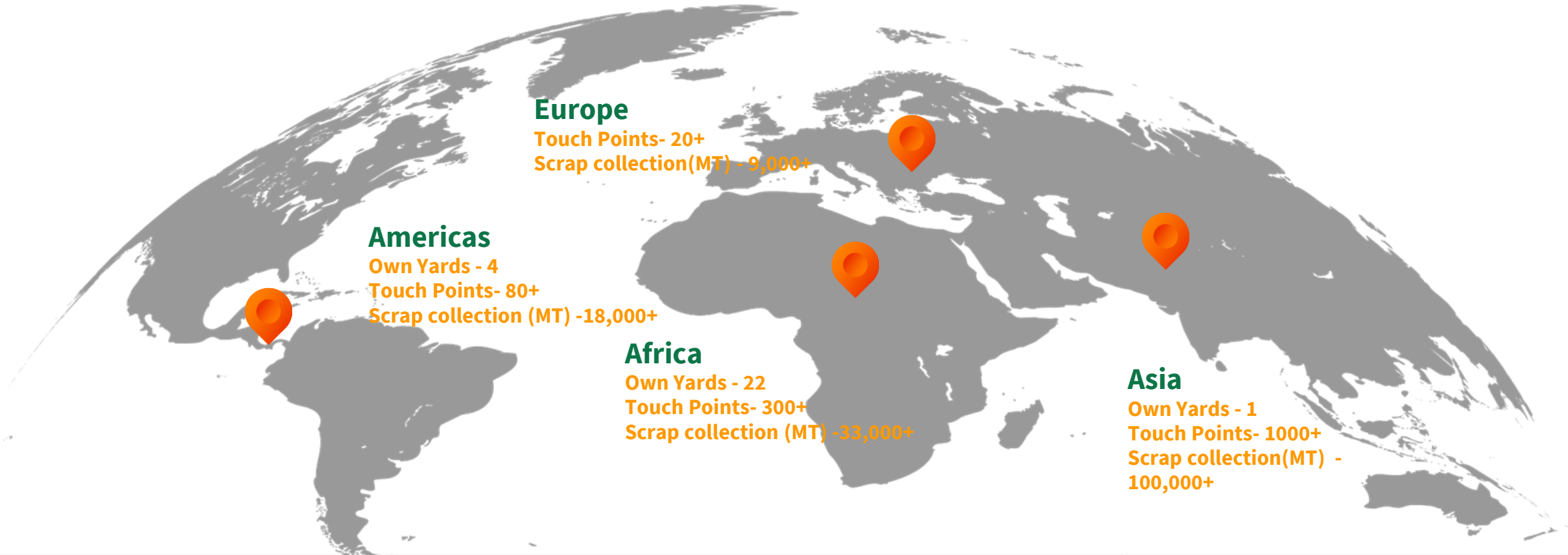
Own yards

1400+

Touch points

1,60,000 MT+

Scrap collection



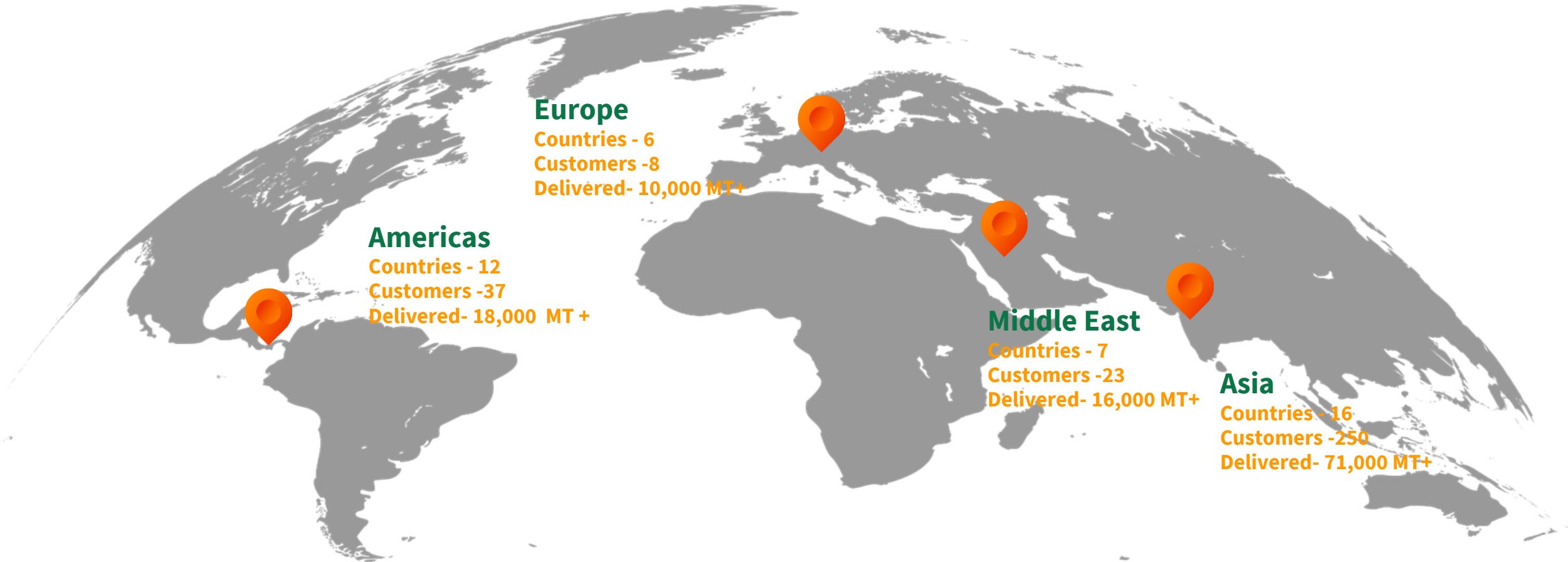
Deep presence in Asia , Africa , Middle East, Europe & America ensures raw material at competitive prices

Diversified **CUSTOMER NETWORK - GLOBAL**

40 +
Countries

300 +
Customers

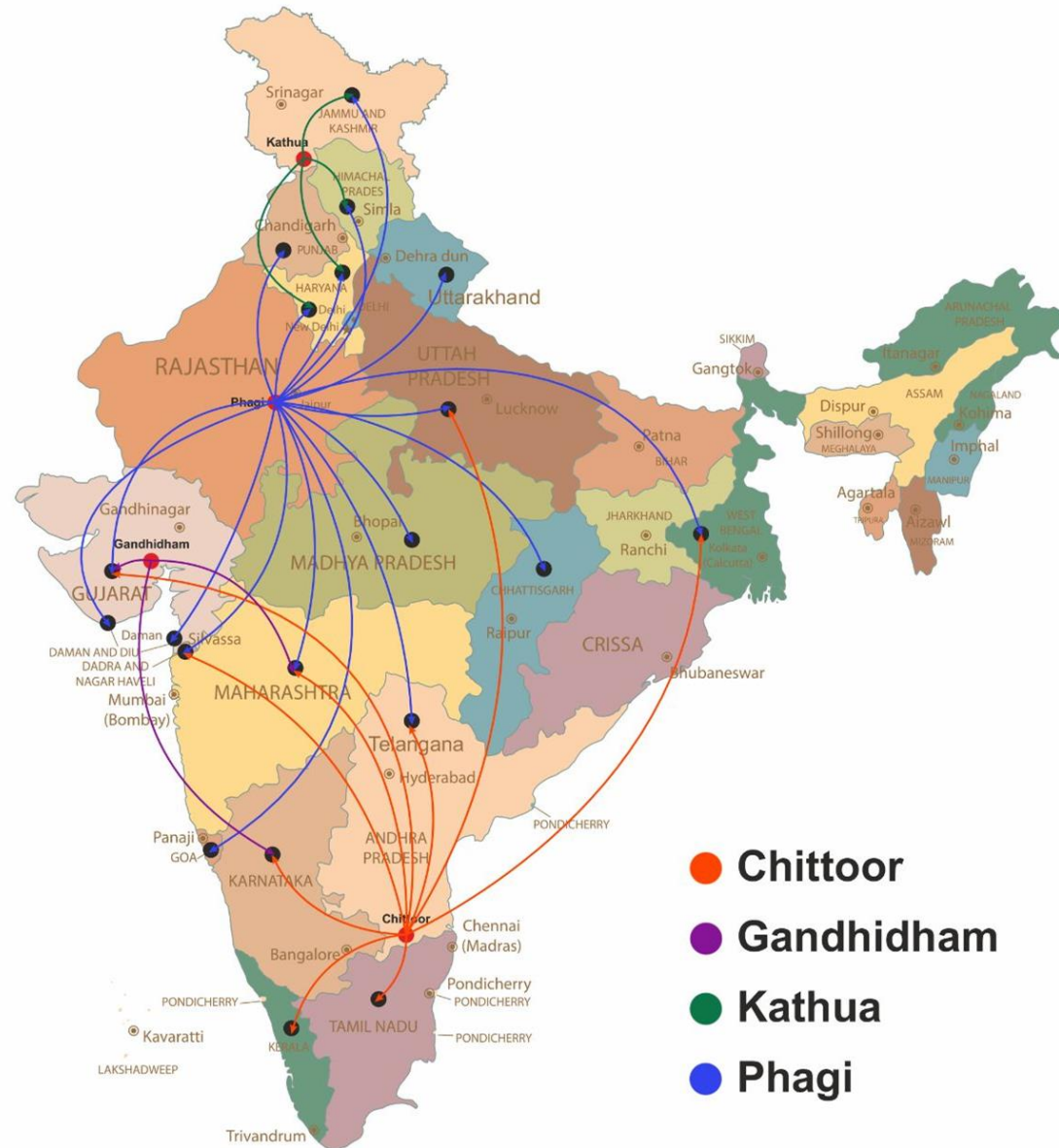
1,05,000 MT +
Recycled products delivered



Diversified **CUSTOMER NETWORK- INDIA**

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

- **200+ domestic customers in 18 states in India**
- **60+ overseas customers in 20 countries.**



OPERATIONAL EXCELLENCE



3

Recycling
Verticals

10

Recycling
Plants

1400+

Touch Points
Globally

44%

Customized &
Value added
products

1.60 Lac+

MT Production
Capacity

65%

Capacity
Utilization

33%

Overseas
Capacity

1.60 Lac+

MT Scrap
Collection

1st ILA

Asia's
Accredited
Plant

60000 MT+

Healthy
Orderbook

OUR PARTNERS

(Strong Partnering Capability)



Gravita offers **TURNKEY SOLUTIONS** for Lead Acid Battery Recycling

- In house Lead Acid Battery Recycling Technology
- Technical Consultancy & Services for Lead Recycling & Smelting
- PLC based Control & Monitor System for advanced set-ups
- Annual Maintenance Contracts
- Executed more than 50 turnkey projects globally
- Helps in reducing capital expenditure
- Regular R&D for cost effective & environmental friendly processing.

Planning and
Specification

Design

Fabrication

Testing

Installation

Operation

Handover

ROBUST MANAGEMENT



Dr. M. P. Agarwal
Chairman



Rajat Agrawal
Managing Director

OTHER SALIENT FEATURES

- Top management with an average experience of more than 25 Yrs in diversified industries
- Separate SBU heads for all verticals
- Incentive scheme throughout the organisation
- Creating wealth of employees by granting Employee Stock Options to them
- 2% equity holding in Employee Welfare Trust for long term wealth creation for employees



350 +
Employees



150+
Professionals (CA's, MBA's, Engineers)



35 Yrs
Average Employee Age



5 Yrs
Average Employee Association



12 Yrs
Average Management Association



4 rounds
ESOP's

CUSTOMIZED AND VALUE ADDED PRODUCTS



Customized Lead Alloys



Lead Sheets



Lead Bricks



Red Lead



Lead Oxide



Lead Balls



Customized Aluminium Alloys



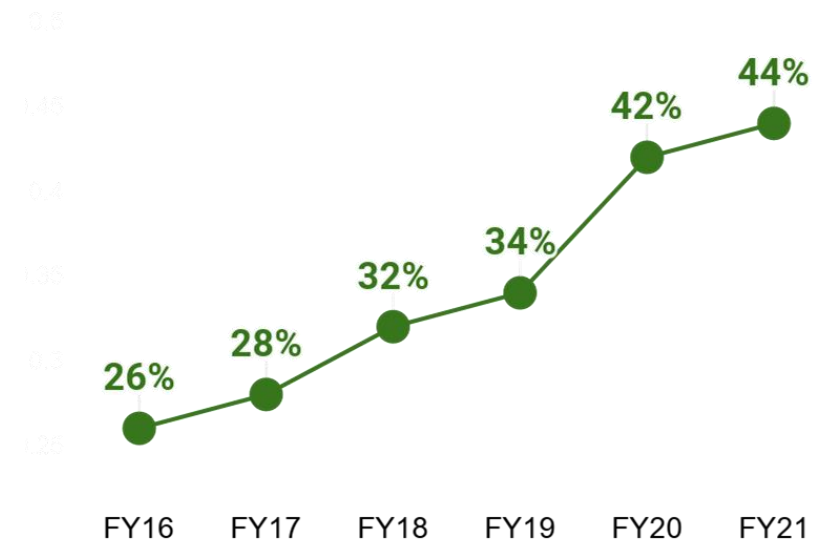
Plastic Granules



Pet Flakes - Food grade

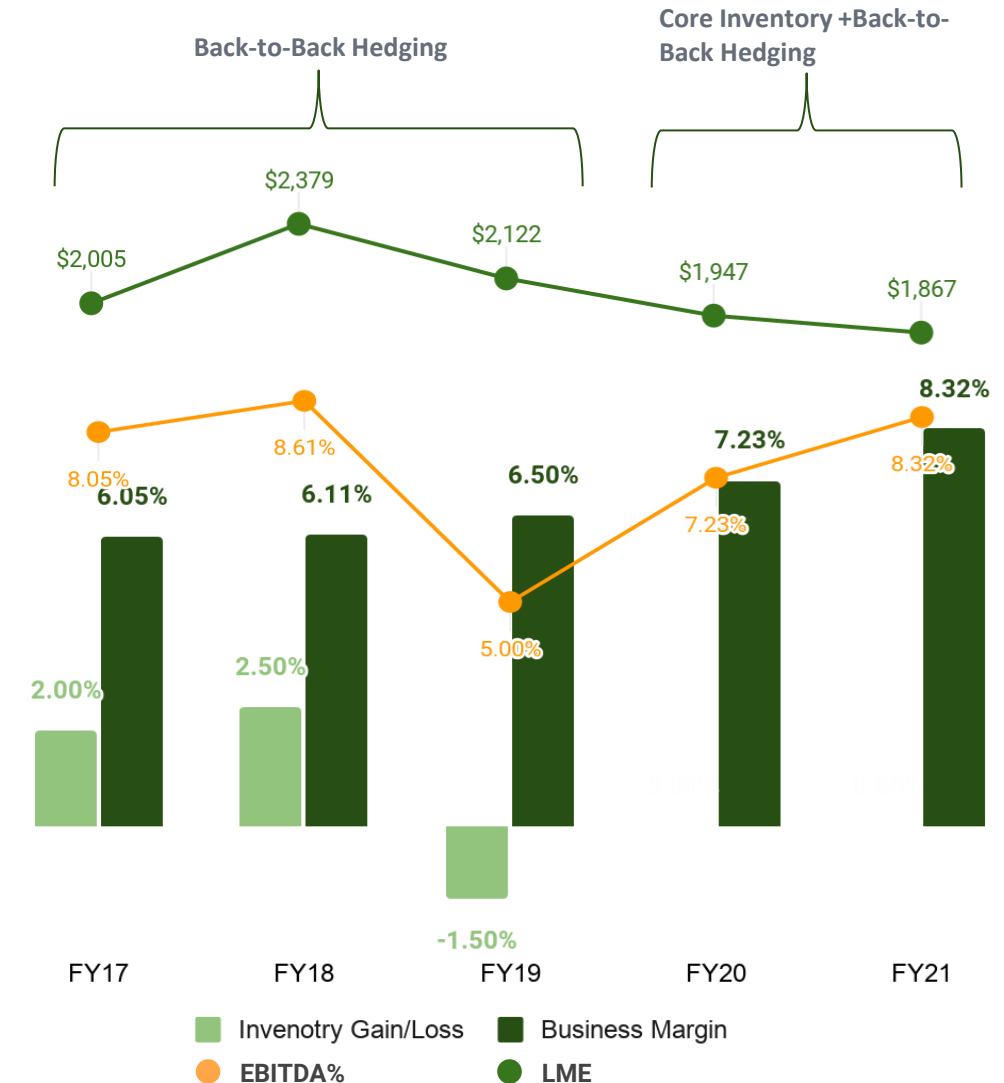
Our Capability to produce customized and value added products for diversified customer segments gives us better contributions and larger pie of customer's product mix.

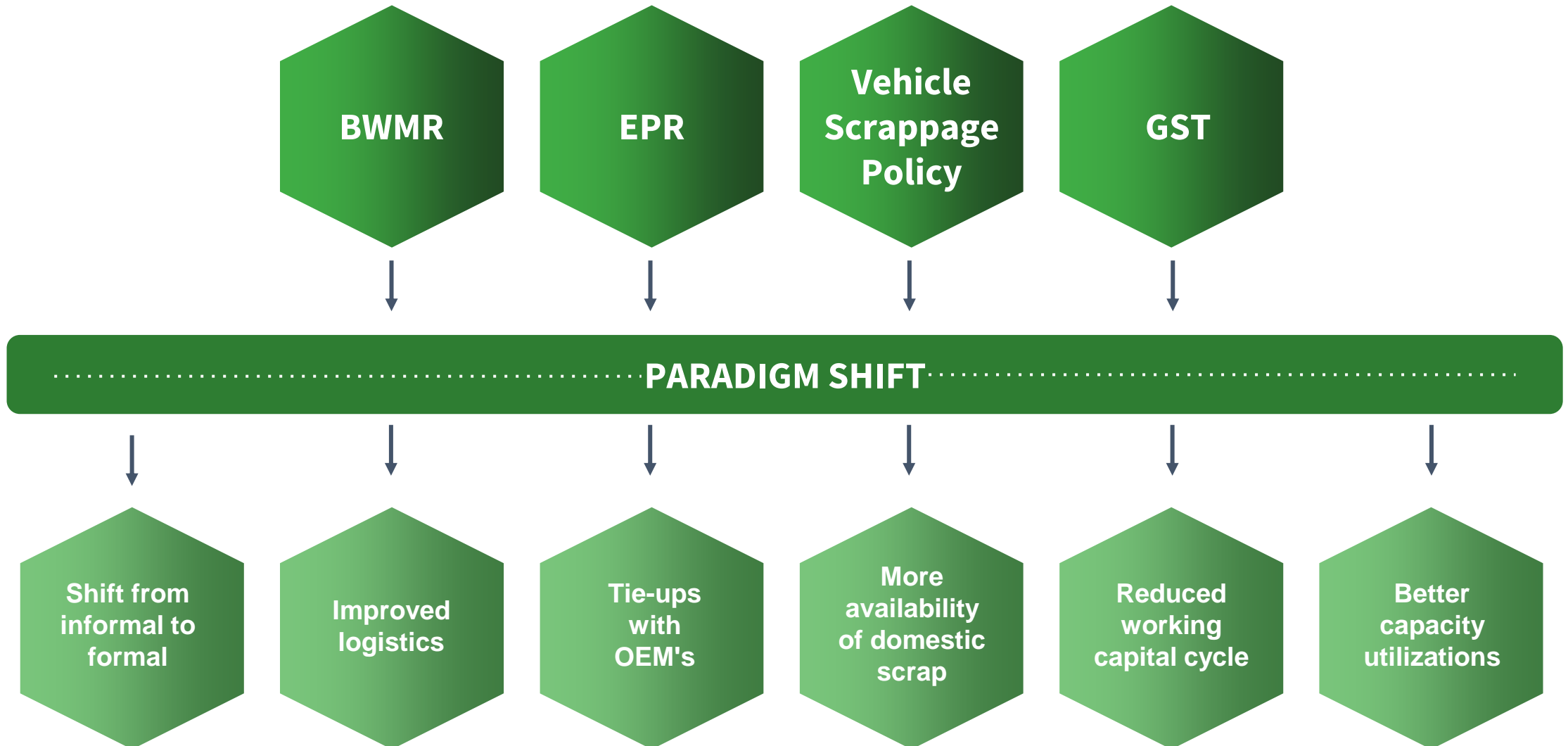
Value added Products % in revenue



Risk Mitigation by **BACK TO BACK HEDGING** mechanism

- 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 contract on LME Exchange.
- June, 2019 onwards Gravita is enjoys stable margins and is not affected by the commodity price fluctuations

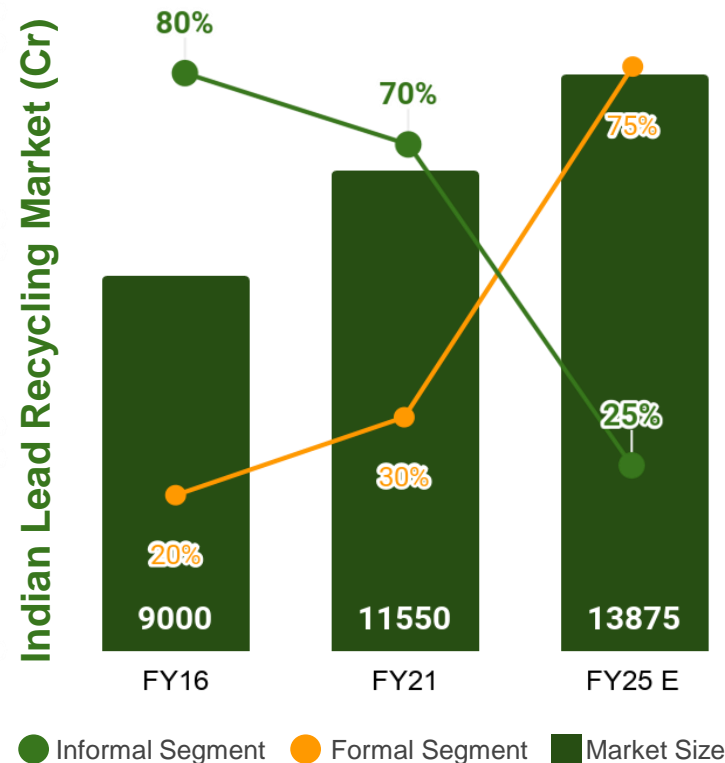




Shift from **INFORMAL TO FORMAL**

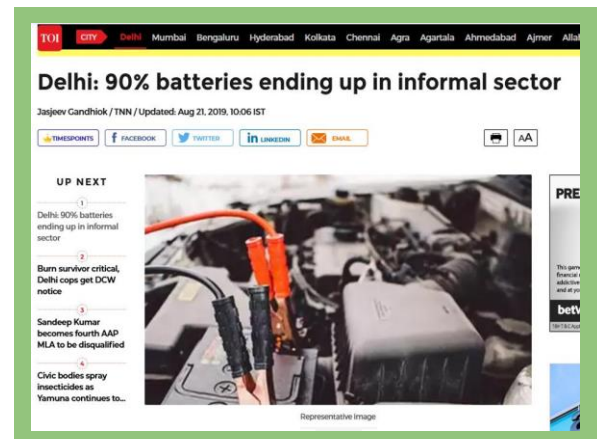
With redefining of Battery Waste Management Rules (BWMR) , Extended producers responsibility (EPR) and stricter implementation of GST, the scrap availability for formal recycling sector has increased and is further expected to grow.

Informal Lead recycling trend in India



*Source - Management estimate

*Gravita having
Pan India
presence and
association
with OEM's will
benefit the most
from this shift*



More availability of **DOMESTIC SCRAP**

- With shift of scrap from Informal to formal for processing through a authorized recycler.
- Contracts with battery manufacturers
- PAN India collection of scrap from corporates
- Contracts with various chains of workshops

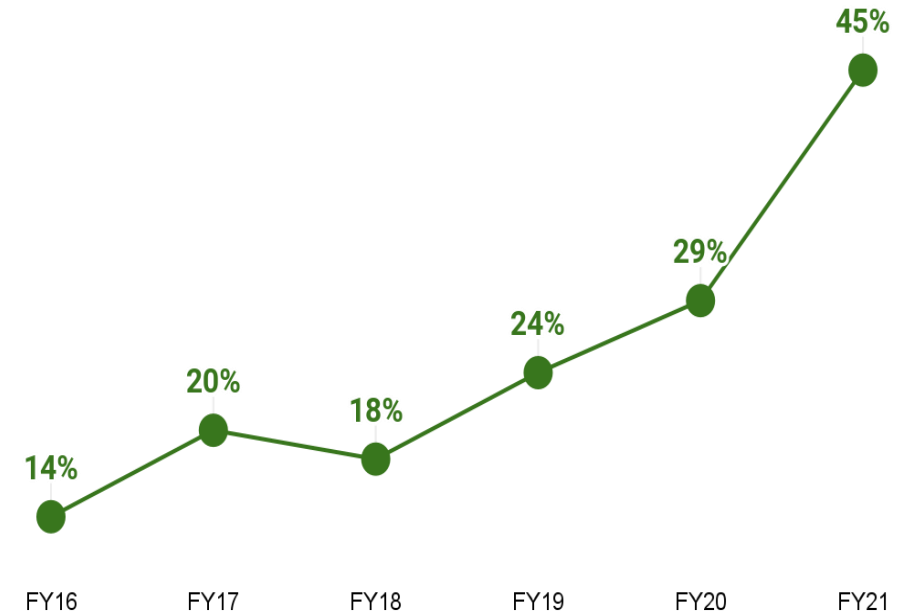
Domestic scrap collection partners



Global Data Centers
and Cloud Infrastructure



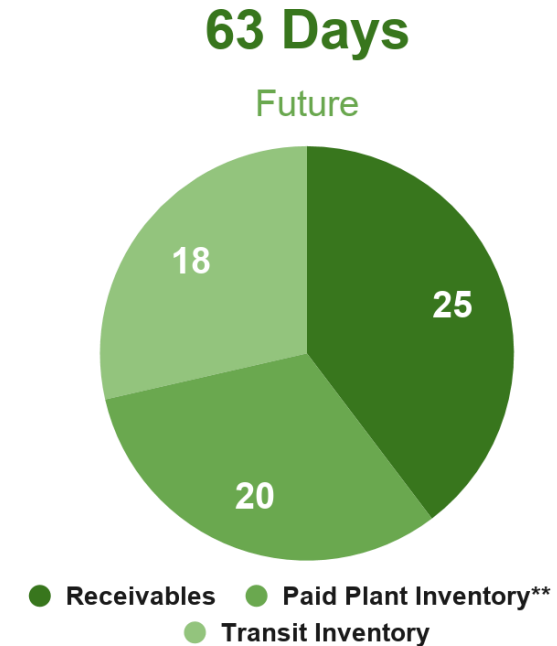
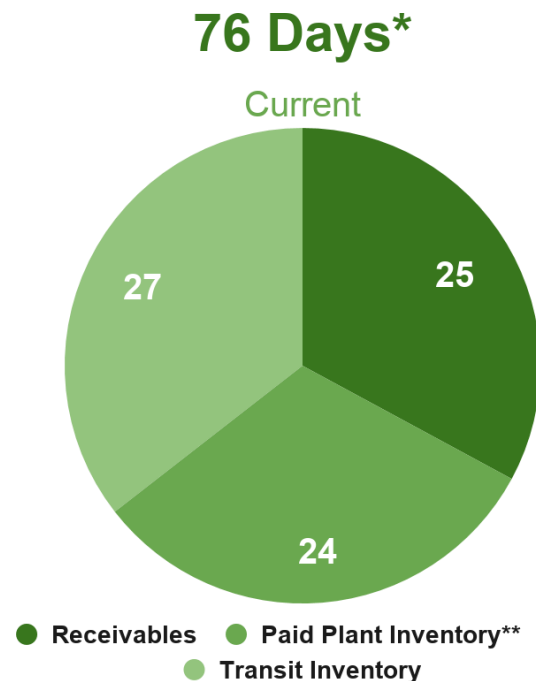
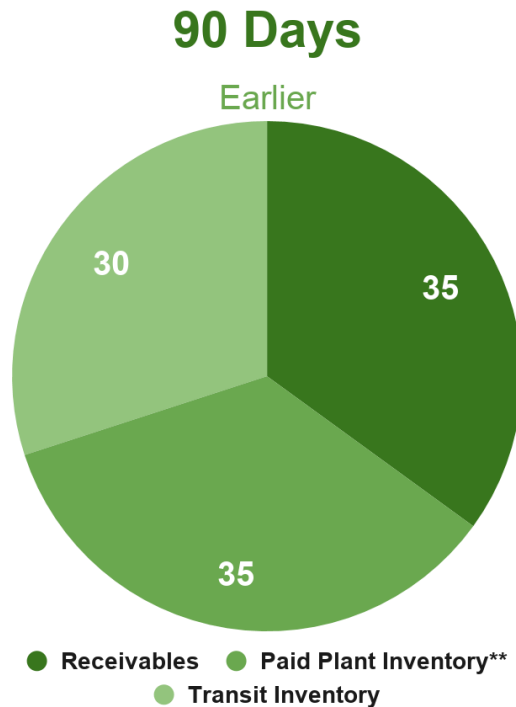
% of Raw Materials domestically collected within India



Gravita having presence in 240 cities across India for collection of domestic scrap

Reducing **NET WORKING CAPITAL CYCLE**

- More domestic scrap & Lower imports reduces transit inventory
- Retail scrap collection through OEM's - Zero working capital



* After reducing inventory for the upcoming Mundra Plant | ** Paid Inventory is net off Trade payables

Thank You

SAVE THE PLANET