From

Corporate Office: 510, A Wing, Kohinoor City C-I Kirol Road, Off L.B.S. Marg, Kurla (W) Mumbai - 400 070, India T: +91 22 6708 2600 / 2500



06/08/2024

To BSE Limited Phiroze Jeejeebhoy Towers, Dalal Street, Mumbai - 400 001. To National Stock Exchange of India Limited Exchange Plaza, Bandra Kurla Complex, Bandra (E), Mumbai - 400 051.

#### Scrip code : 509152

Symbol : GRPLTD – Series: EQ

Dear Sir / Madam,

#### Sub: Investor Presentation

Pursuant to regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Investor Presentation on the unaudited financial results of the Company for the quarter ended 30<sup>th</sup> June, 2024.

The aforesaid presentation has been uploaded on the Company's website viz., www.grpweb.com

You are requested to take the above information on your records.

Thanking you,

Yours faithfully, For **GRP Ltd.** 

JYOTI Digitally signed by JYOTI SANCHETI SANCHETI Date: 2024.08.07 00:42:16 +05'30'

Jyoti Sancheti Company Secretary & Compliance Officer

encl.: a/a



**GRP Ltd.** CIN No.: L25191GJ1974PLC002555 **Registered Office:** Plot No. 8, G.I.D.C., Ankleshwar - 393 002, Dist. Bharuch, Gujarat, India T: +91 2646 250471 / 251204 / 650433 www.grpweb.com



# **INVESTOR PRESENTATION**





AUG'25



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# PERFORMANCE HIGHLIGHTS Q1FY25

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#### Commenting on the Q1FY25 performance of the company Mr. Harsh Gandhi, Managing Director for GRP Limited Said,

"We are pleased to announce that our revenue stood at **Rs 1,267 Mn** in Q1FY25, representing a **27%** year-on-year (Y-o-Y) growth. Our EBITDA for the quarter witnessed an **88%** Y-o-Y growth, with EBITDA margins at **10.5%** for Q1FY25

The global tire demand saw a 3% growth in the (PC/LT) tire markets during H1 CY 2024, while demand in the truck tire segment (excluding China) increased by 2%, with a downturn in the European market. Against this backdrop, we achieved a 13% Y-o-Y increase in reclaim export revenue. Meanwhile, domestic rubber consumption grew by 5% in Q4 FY24 Y-o-Y, and our company's reclaim domestic revenue surged by 43%, driven by increased volumes and EPR income

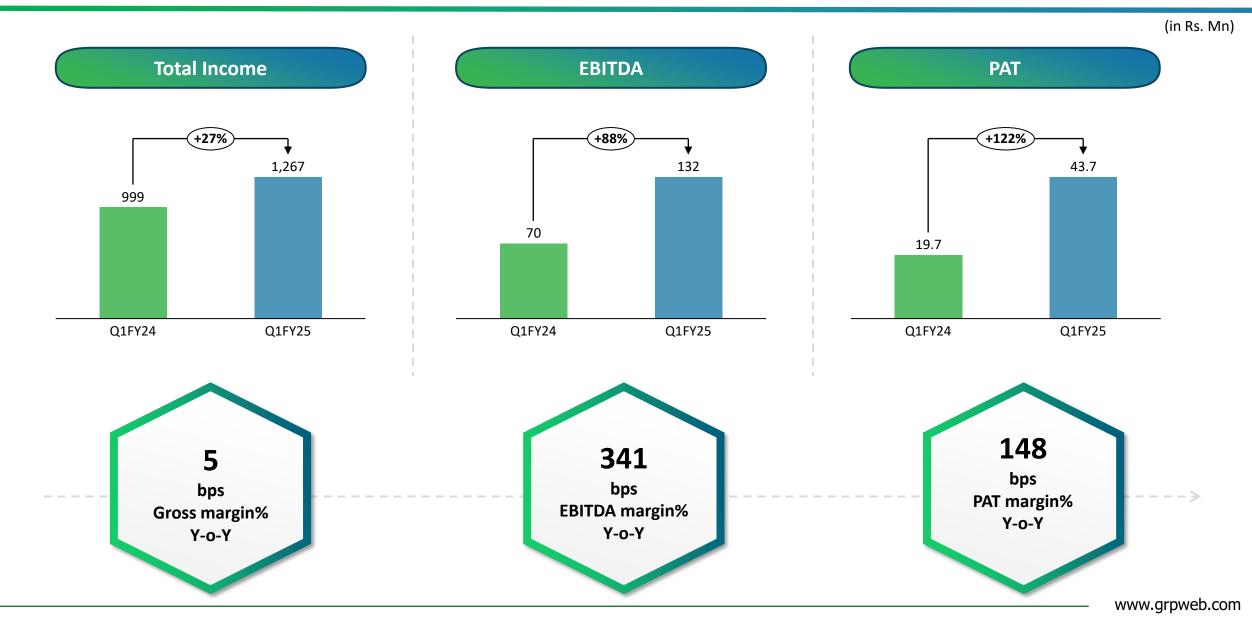
Year-over-year, virgin natural rubber prices have risen because of a demand-supply mismatch, while synthetic rubber prices remain elevated, driven by high crude oil and shipping costs, resulting from political tensions in the Middle East. Amidst these, our realizations have marginally declined by 2%, due to a reduced share of exports

Our volumes in Non-Reclaim Rubber segment have gone up in line with auto industry which has grown by 10% Y-o-Y during the quarter. As we diversified into other raw material sources (textile, fish net waste), the overall realizations in Engineering Plastics have reduced on account of these bought out materials

Our reclaim rubber business grew by **24%** Y-o-Y with **double-digit EBITDA margins** on back of volume growth, energy cost savings and EPR income, while our non-reclaim rubber business also saw significant traction with **25%** growth and **double-digit EBITDA margins**, attributed to revenue growth over previous year Q1

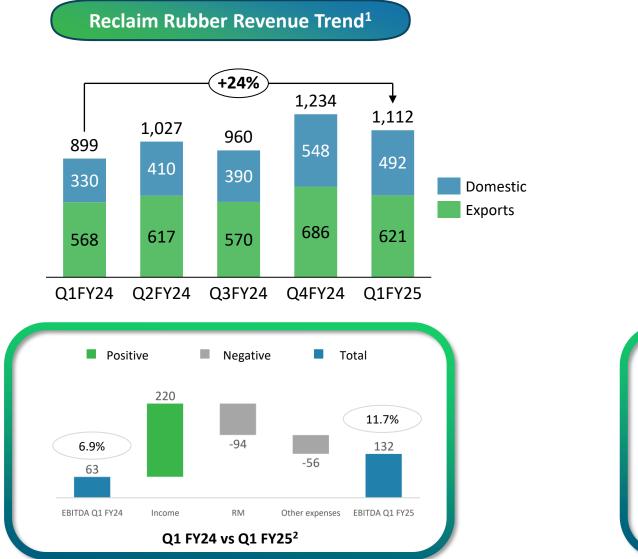
The Board has approved up to Rs. 250 crores for a 3 year, 2-phase capacity expansion, focusing on new technology for reclaim rubber, expansion into crumb rubber and other categories identified under EPR, and expansion of plastic recycling. This investment will enhance our capabilities and provide the required impetus to our growth aspirations.."



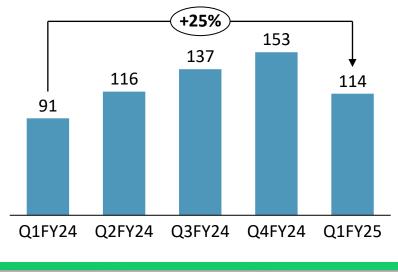


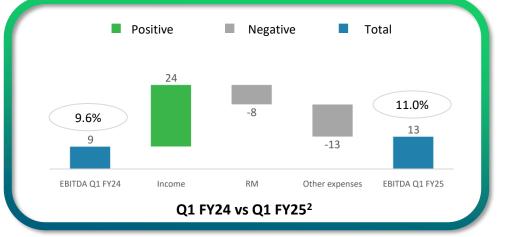


(in Rs. Mn)



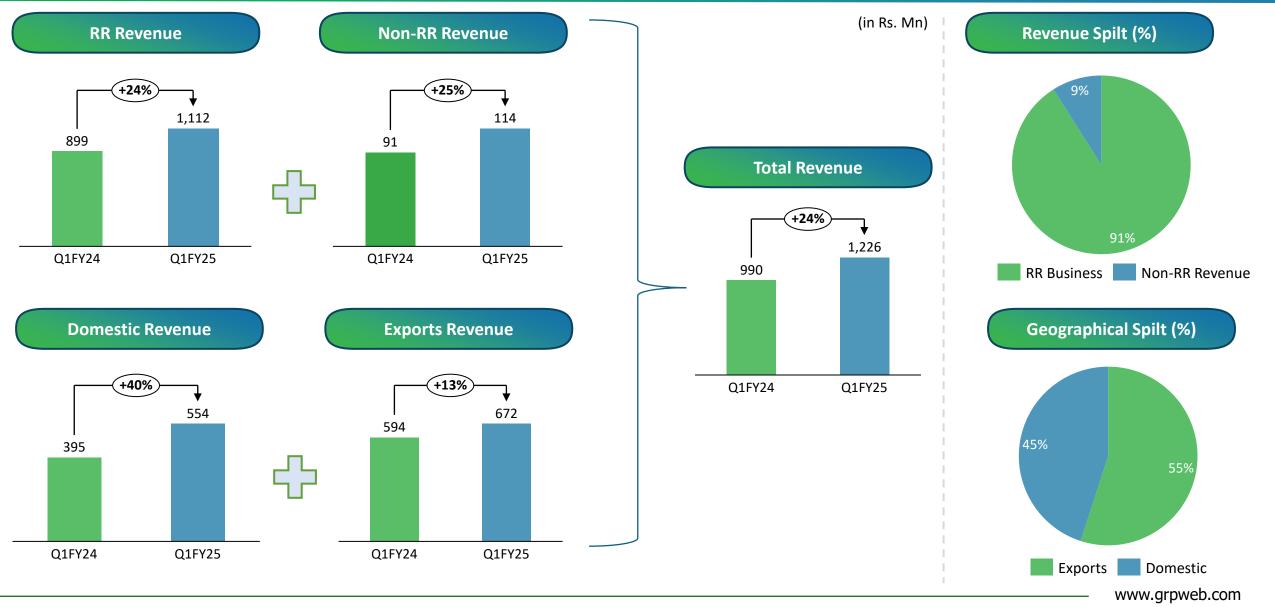
Non- Reclaim Revenue Trend<sup>1</sup>





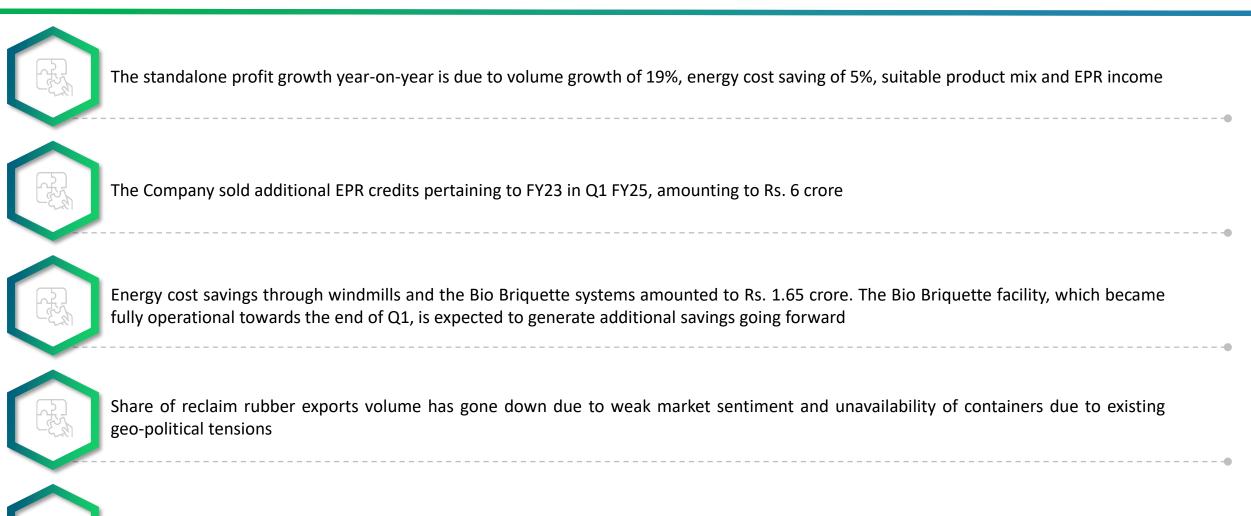
## **Segment Wise Revenue Split – Standalone**





# **Key Highlights**





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The Company has consistently maintained a working capital cycle of 75 days, ensuring improved cash flow management

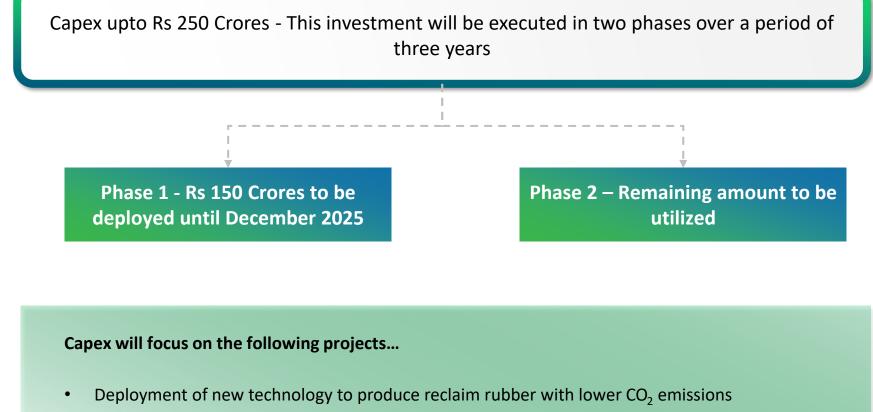
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# Strategic CAPEX Announcement : Investing in Future Growth and Operational Excellence



#### **KEY INTAKES**

- The total funding requirement for these projects will be met through a combination of internal accruals and debt, as deemed appropriate
- The planned expansion for the proposed projects shall be done at the company's existing sites
- Phase 1 of this investment will entail a capital expenditure of up to Rs. 150 crores, to be deployed until December 2025



- Expansion of our capabilities in crumb rubber and other categories identified under Tyre EPR
- Expansion of the plastic recycling business



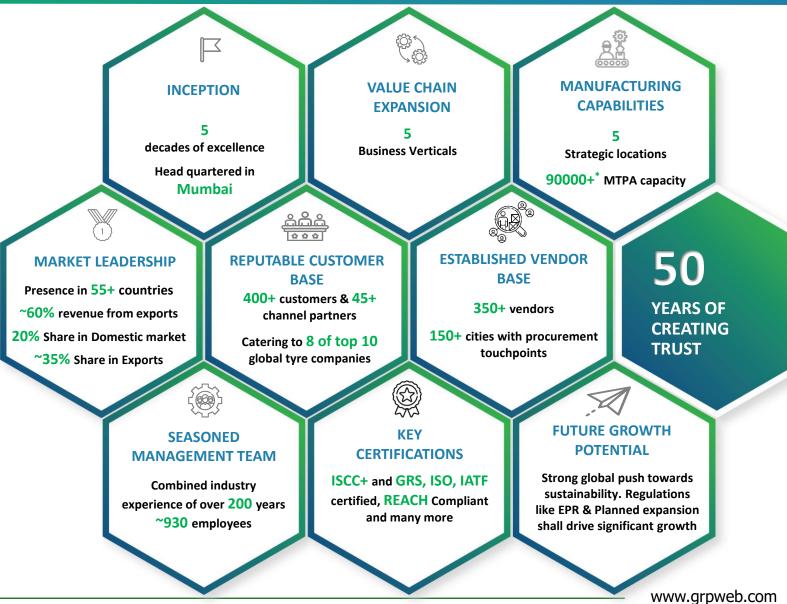
Profit & Loss (Rs. Mn)	Q1FY25	Q1FY24	Y-o-Y (%)	FY24	FY23	Y-o-Y (%)
Revenue	1,262	993	27%	4,614	4,510	2%
Other Income	5	5		16	95	
Total Revenue	1,267	999	27%	4,630	4,605	1%
Cost of Goods Sold	597	471		2093	2,093	
Gross Profit	670	528	27%	2,537	2,512	1%
Gross Profit Margin	53%	53%		55%	55%	
Employee Cost	160	138		544	532	
Other Expenses	378	319		1,469	1,637	
EBIDTA	132	70	88%	523	343	53%
EBITDA Margin	10%	7%		11%	7%	
Depreciation	38	28		125	125	
Finance Cost	21	18		73	65	
Exceptional Item	0	0		24	0	
РВТ	73	25	196%	302	153	97%
Тах	29	5		75	14	
PAT	44	20	122%	226	139	62%
PAT Margin	3%	2%		5%	3%	
EPS	33	15		170	105	

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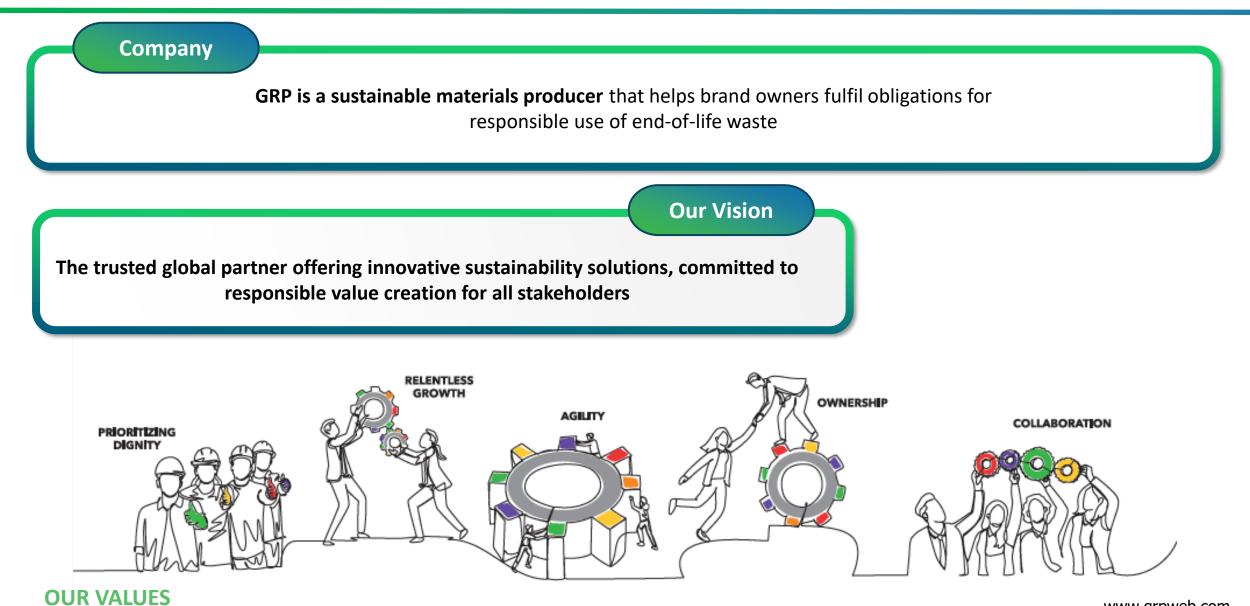
# **COMPANY OVERVIEW**

### **GRP Is A Marquee Scalable Integrated Polymer Recycling Company**





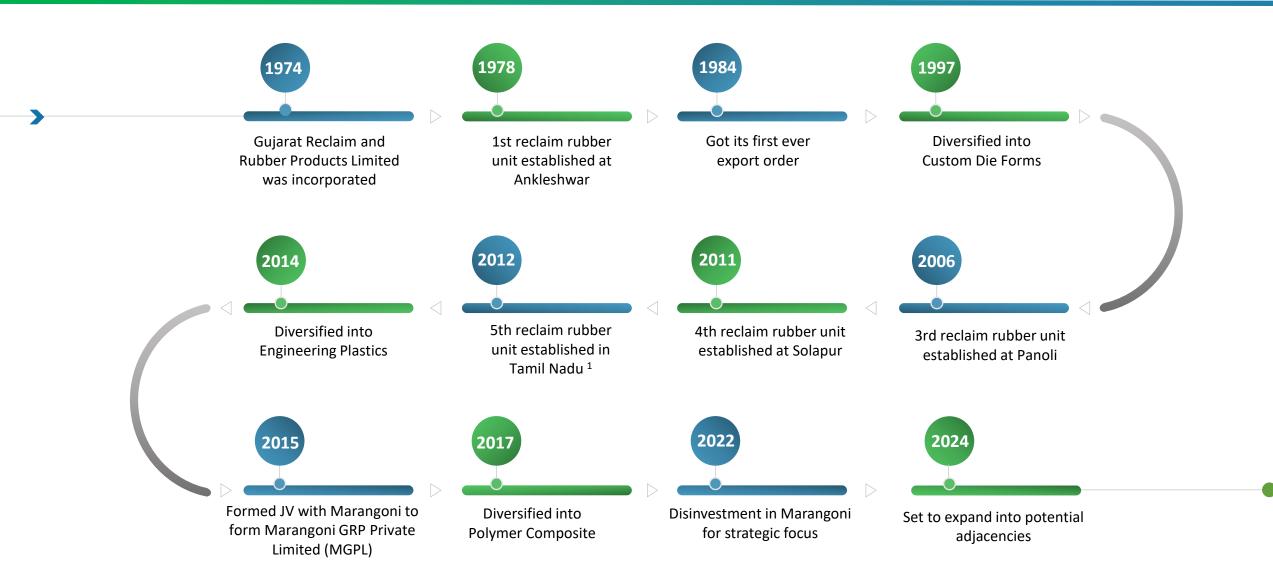




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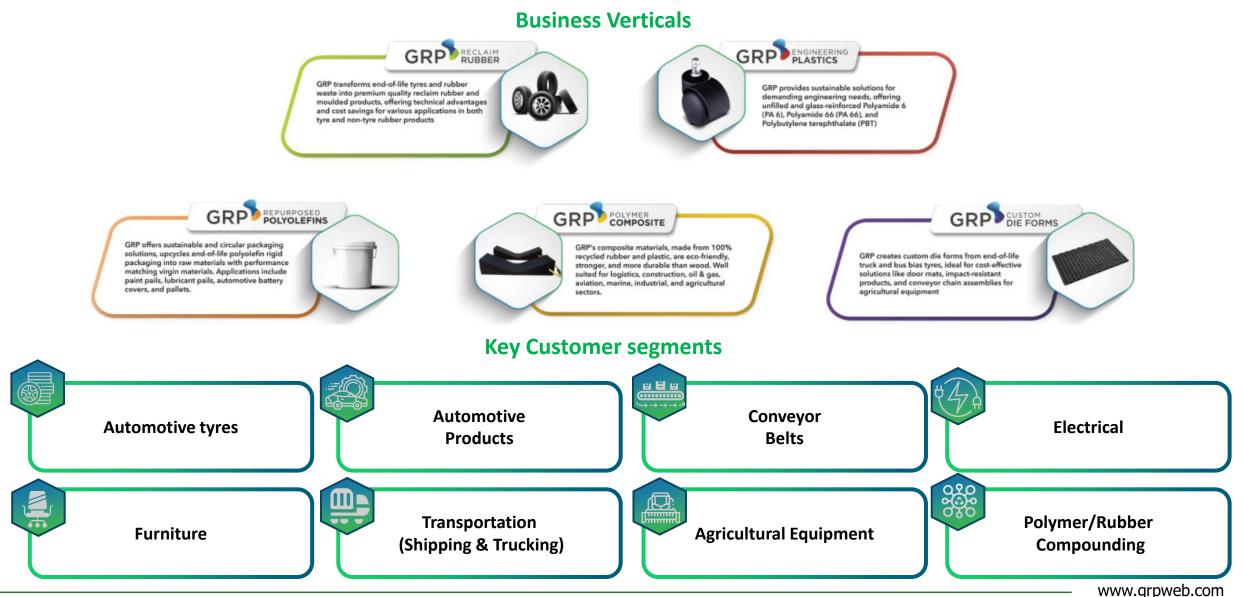
# **5 Decades Of Journey Towards An Integrated Recycling Platform**





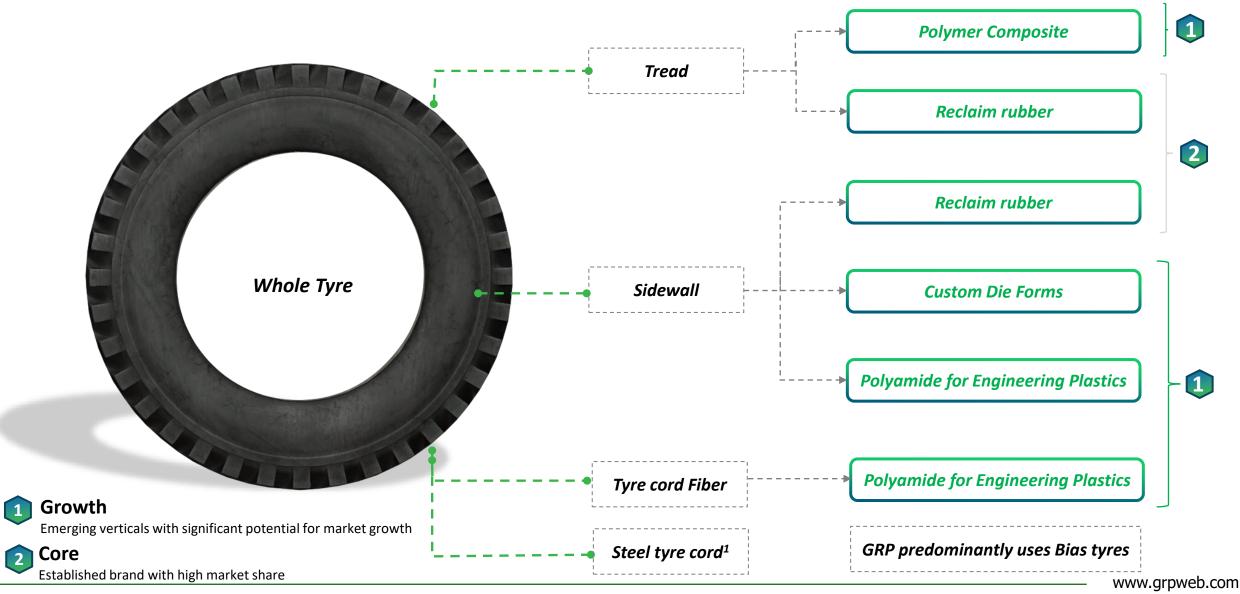
## **Pioneering The Value Chain With 5 Business Verticals And Diverse Customer** Segments...





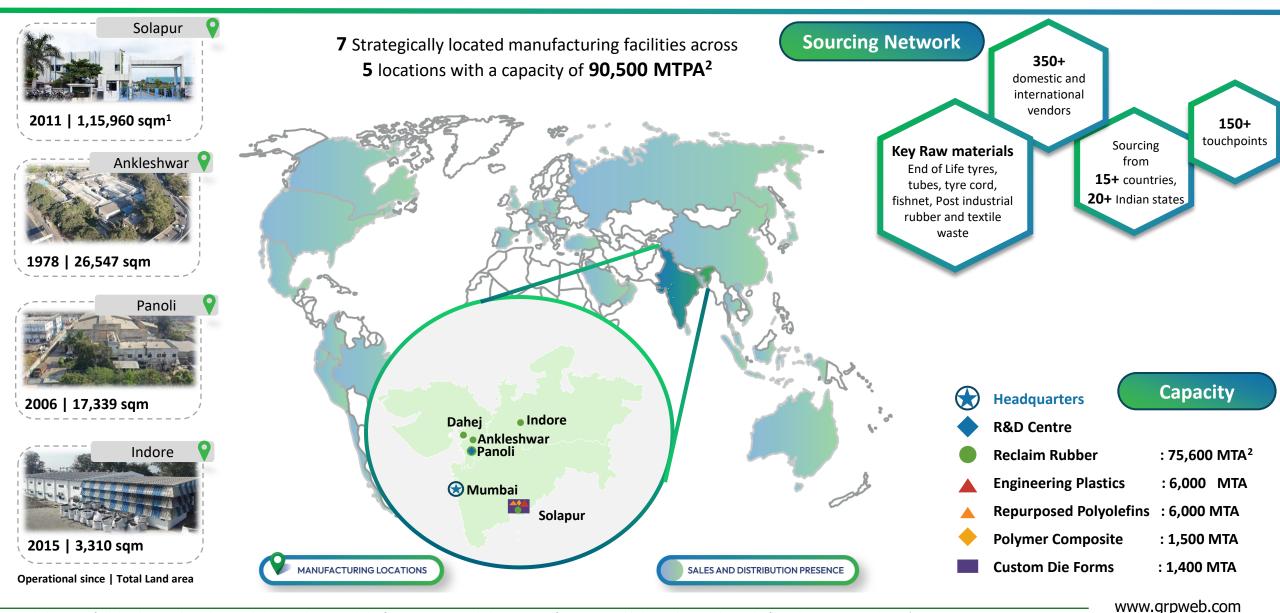
## Maximizing the Use of End-of-Life Tyres Across Verticals





# Made In India For The World With Well-diversified Procurement Network

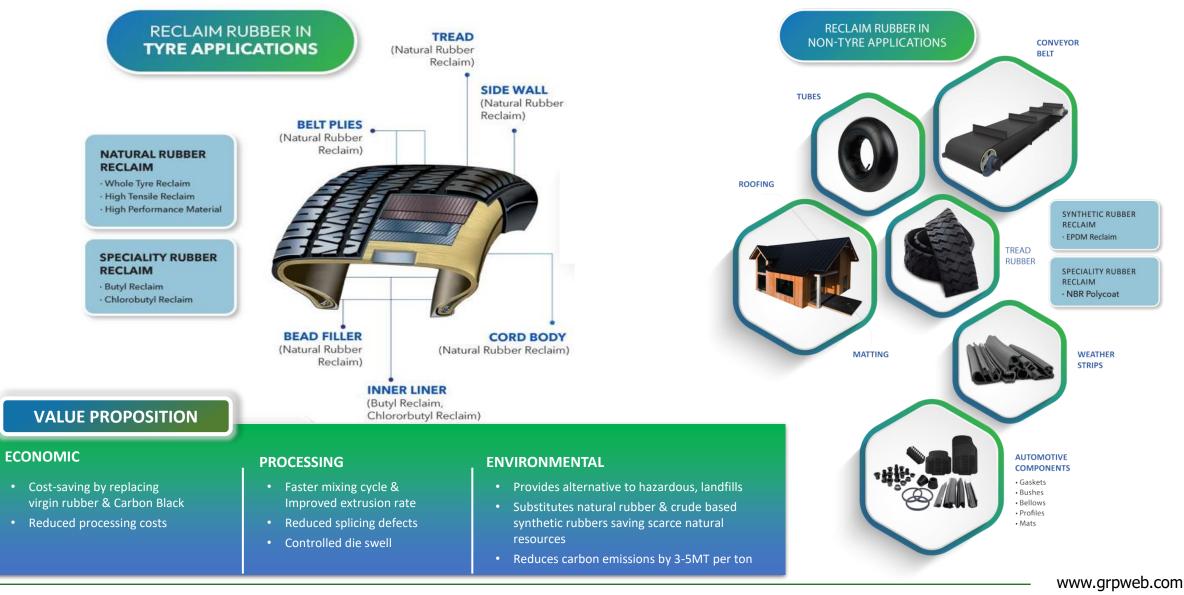




1. Includes area of all the plants within Solapur including newly acquired plot for expansion 2. Includes capacity of 3,600MTA added in Reclaim Rubber, to be formally commissioned in Q2'FY25. Additionally, Dahej plot is spread across land area of 31,020 sqm

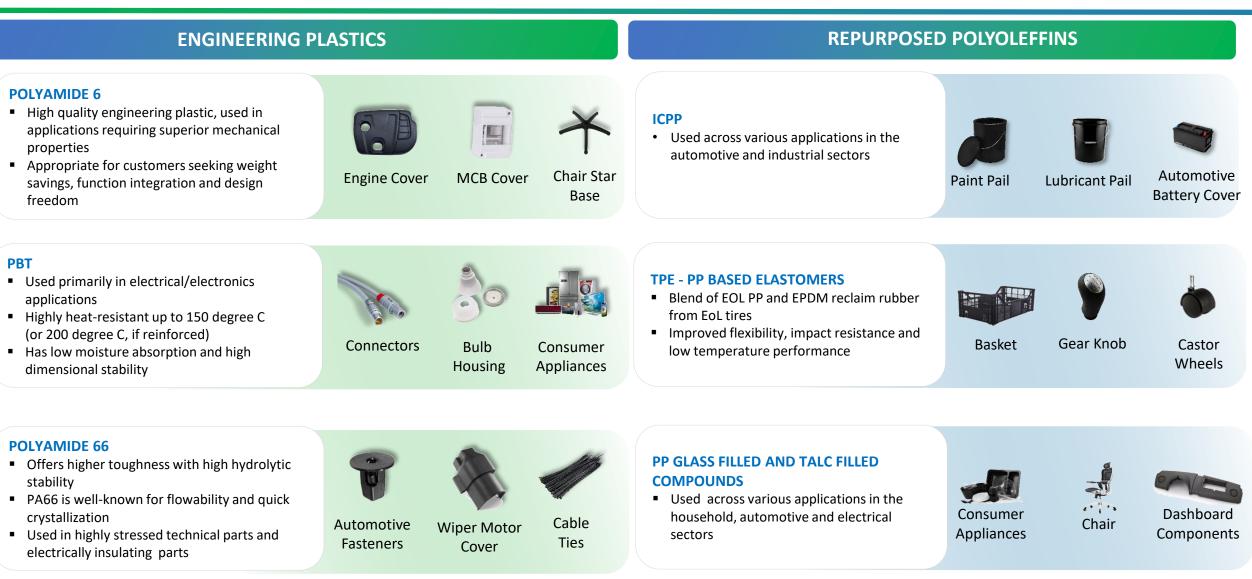
## Wide Range of Applications for Reclaim Rubber





# **Advanced solutions for Engineering Plastics and Repurposed Polyolefins**





# **Polymer Composite and Custom Die Forms For Diverse Industries**



#### **BOARDS**

- Highly customizable boards include tongue and groove, lug boards, planks etc.
- Trailer decking application as an alternative to steel and wood leads to a 25% -28% reduction in carbon footprint coupled with a reduction of 1 MT of solid waste generated

#### WHEEL CHOCKS

Used by commercial vehicles and planes to prevent accidental movement

#### **DUNNAGES**

- Largely used to secure and support the cargo
- Used for storage and distribution of steel as coil rest
- Used to protect corner cracks in glass applications

#### **PALLETS**

- Combat offload pallets are used in military for Container Delivery Systems, and Aerial Drop Training, as it sustains heavy weight and heavy impact.
- Rigid material used to load and secure in transportation and warehousing

#### **BUMPERS**

Used by commercial vehicles to withstand impacts and protect the front and rear from damage during collisions

# FORMS **CUSTOM DIE**

#### LINK MATS

Installed for workplace safety to provide impact absorption and grip at industrial sites

#### **VIBRATION PADS**

 Assisting in noise reduction, employee safety, and machinery & equipment protection

#### **DOCK FENDERS**

 Installed to provide protection to trailers, vehicles, loading dock equipment, etc.

#### HARVESTOR BLADES

Used in agriculture harvesting machines

#### **SNOW MOVING BLADES**

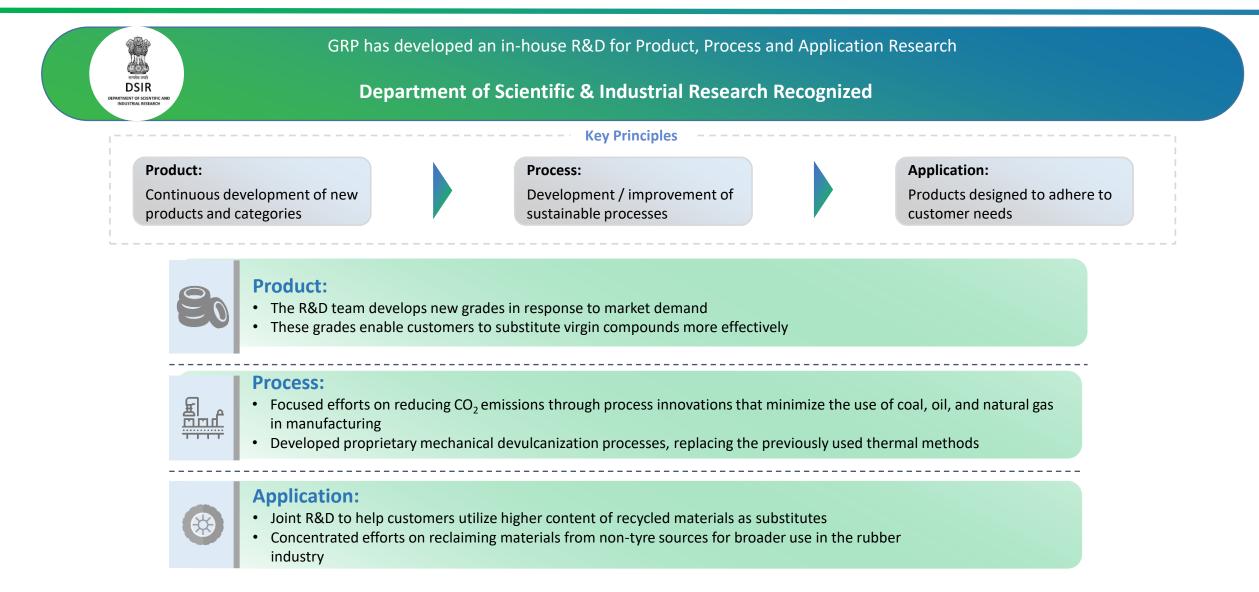
Rubber pads used to plow snow in snow moving equipment

#### www.grpweb.com

# POLYMER COMPOSIT

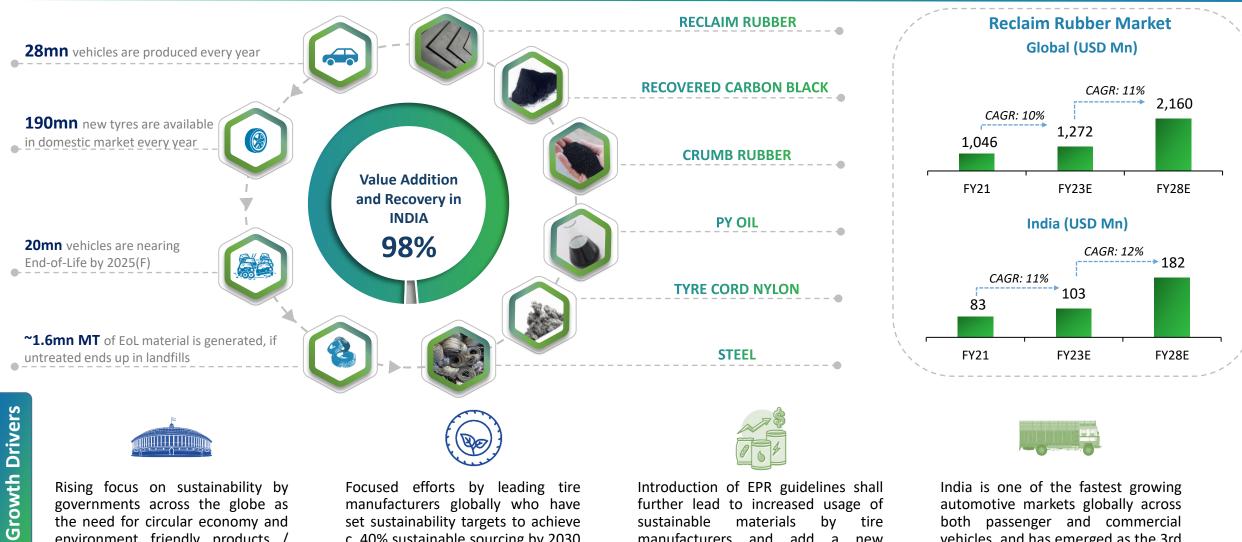
#### Note: Applications presented are not exhaustive





# **Limitless Possibilities In Waste To Wealth With Growing Market Globally**





governments across the globe as the need for circular economy and environment friendly products / process gain steam

Key

manufacturers globally who have set sustainability targets to achieve c. 40% sustainable sourcing by 2030 and c. 100% carbon neutrality / sustainable sourcing by 2050

further lead to increased usage of sustainable materials bv tire manufacturers and add a new revenue stream for recyclers without additional capital expenditure

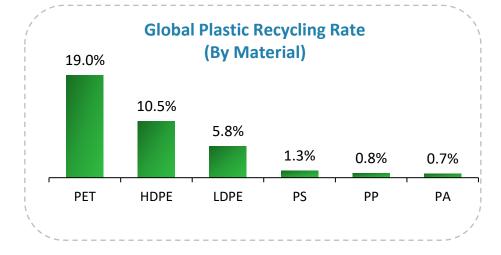
automotive markets globally across both passenger and commercial vehicles, and has emerged as the 3rd largest market by volume in 2022





Globally, around 400mn MTA of plastic waste is generated,

Rest is either incinerated or dumped into landfills or leaked



### **Key Growth Drivers and Synergies**

#### Nylon



#### Access to in-house raw material:

Nylon extracted from end-of-life tyres provides raw material for the plastics vertical, thus increased tyre processing enhances access to secondary Nylon



#### Growing end-use applications:

• Significant growth driven by rising demand across various end-use applications like automotive, electrical, building and construction, etc.

#### Sustainability focus:

Increased focus on use of sustainable materials across the value chain by leading manufacturers globally

#### Polypropylene

#### **Rising demand for recycled polypropylene:**

Robust growth in demand due to rapid increase in usage of recycled polypropylene in packaging and allied sectors



#### **Demand supply gap of Virgin Polypropylene:**

Shortfall in supply against growing demand is increasing imports and reducing exports of Virgin polypropylene

#### Introduction of sustainability guidelines:

Introduction of EPR coupled with increasing sustainability targets of brand owners, has further accelerated the demand for recycled material

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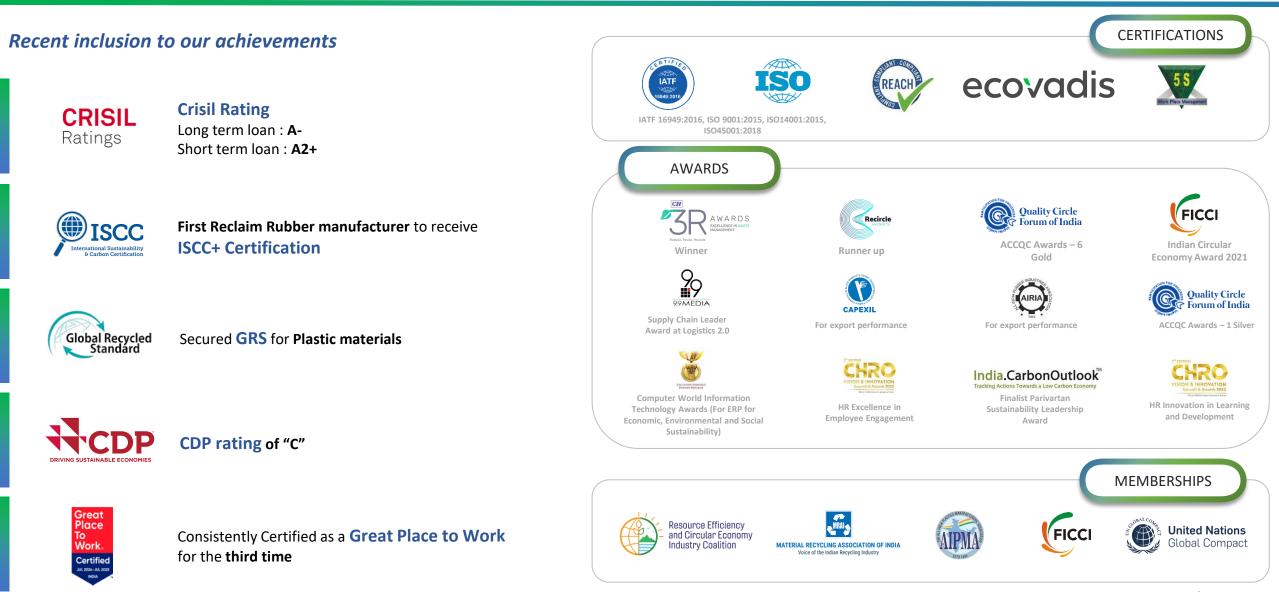
# Well Entrenched Customer Relationships With Reputed Tyre And Non-tyre Customers





The Brand Names mentioned are the property of their respective owners and are used here for identification purpose only.





## **Distinguished Board of Directors**





Founder promoter, with 40+ years of industry experience. Graduate engineer from IIT, Mumbai. Recipient of the K.M. Phillip medal in 2013 from AIRIA for his contribution to the growth of the rubber industry. Served as the Chairman of IRMRA, committee member of AIRIA and associate panel member of IRSG



Associated with GRP since 2001 with 23+ years of experience including consulting in FMCG, Telecom, etc. OPM program from Harvard Business School, USA & holds a Bachelor of Science in Management Purdue University, USA. Chairman of MRAI tire division, member of FICCI circular economy committee



Hemal Gandhi Executive Director

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. Responsible for CSR, branding and media strategy including social media for GRP



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, Director at Citicorp Finance (India) Ltd. and Partner at AUM Fund Advisors LLP and AUM Asset Advisors LLP



20+ years of experience in currency manufacturing. Graduate from Purdue University, USA, with a Bachelor of Science in Industrial Engineering, and completed training with OTIS Elevators, USA. Executive Director at Mittal Appliances Ltd.,. Also served as Chairman of the CII MP State Council



More than 37 years in the business of industrial stapling, nailing and fastening systems. He is a Science Graduate from St. Xavier's College and has also done LLB. Managing Director of Kaymo Industries and Kaymo Fastener Company. He is on the Board of Initiatives of Change India, Initiatives of Change Switzerland

Source: Internal estimates

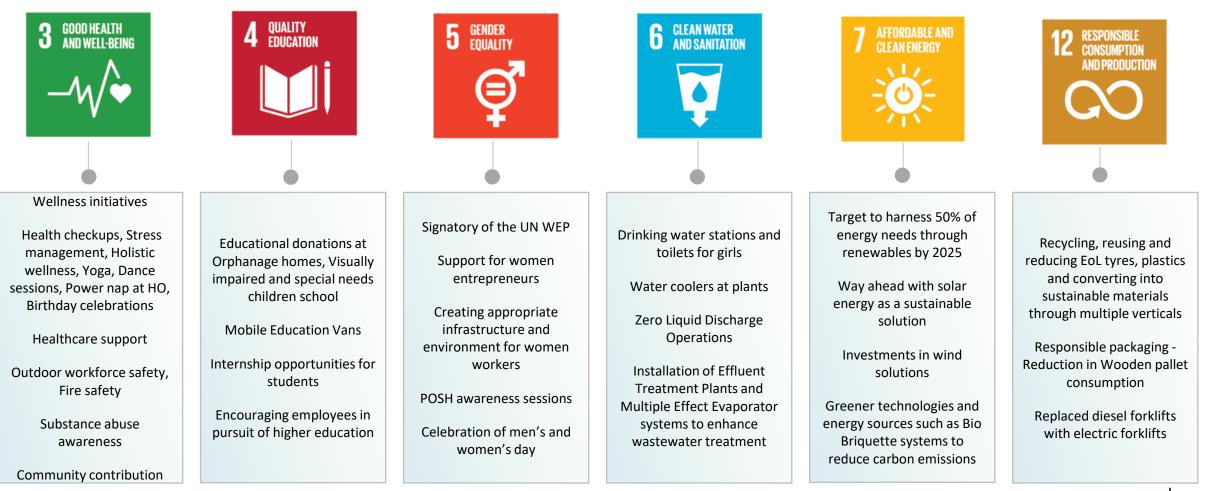




# Sustainable Development Goals (Adopted By GRP)



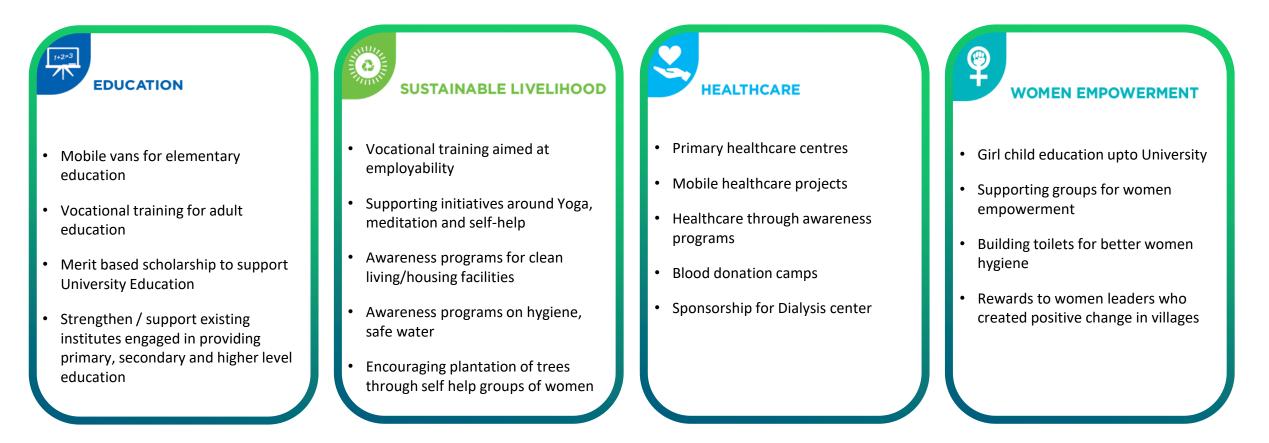
GRP believes in 'giving back to the society and the planet', it has shown a high level of engagement across following six out of the seventeen SDGs adopted by all UN member states to build a better world for people and planet



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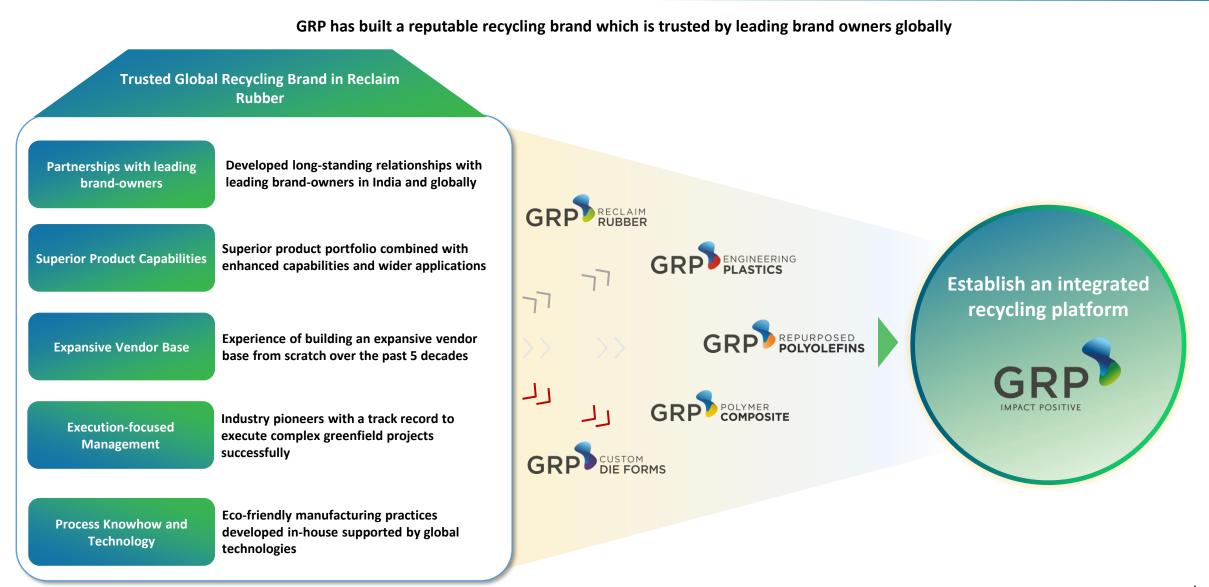
At GRP, CSR contributes in shaping the 'How' and the 'Why' of almost every activity we undertake. Over the years, we are happy to have played a role in giving back to the community through our products as well as our CSR activities. We are grateful to have witnessed the positive impact of our efforts;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



# **GROWTH OPPORTUNITIES**

85%

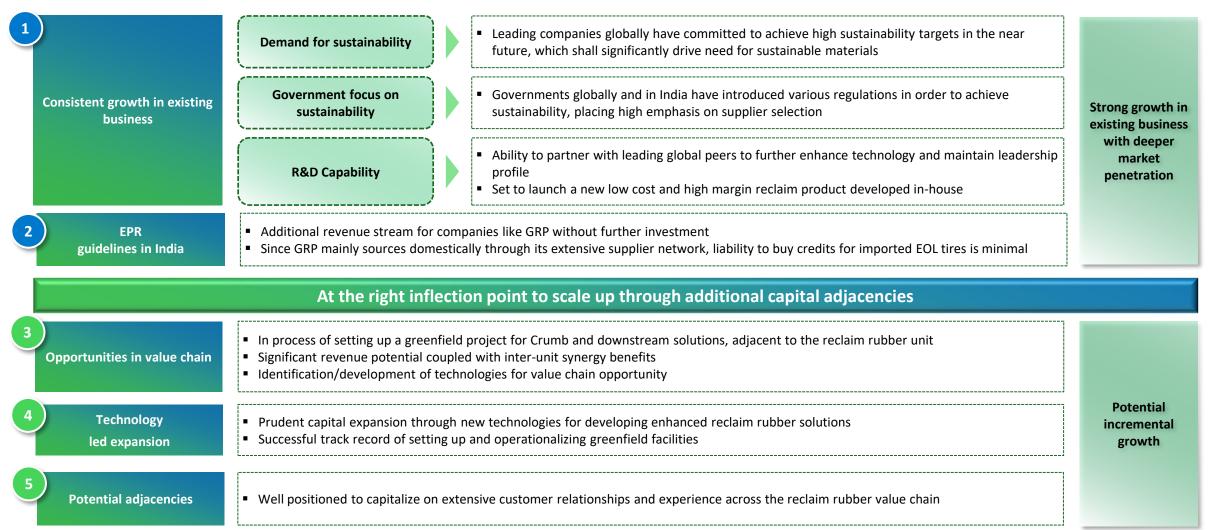
## Key Rights to Win: Strategic Advantages for Market Leadership



# Future Growth Pillars For The Business Across The Value Chain To Drive Profitability



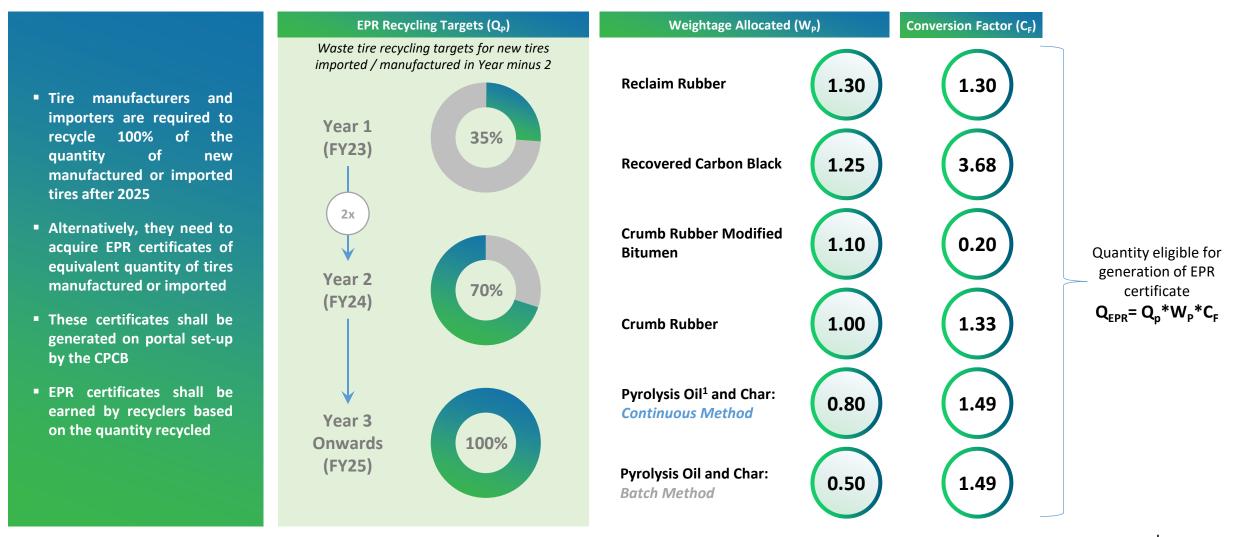
GRP has established a reputable and scalable platform which can be leveraged to achieve the next level of growth



# Capitalizing on EPR Guidelines: Opportunities for Leading Tire Recycling Companies like GRP

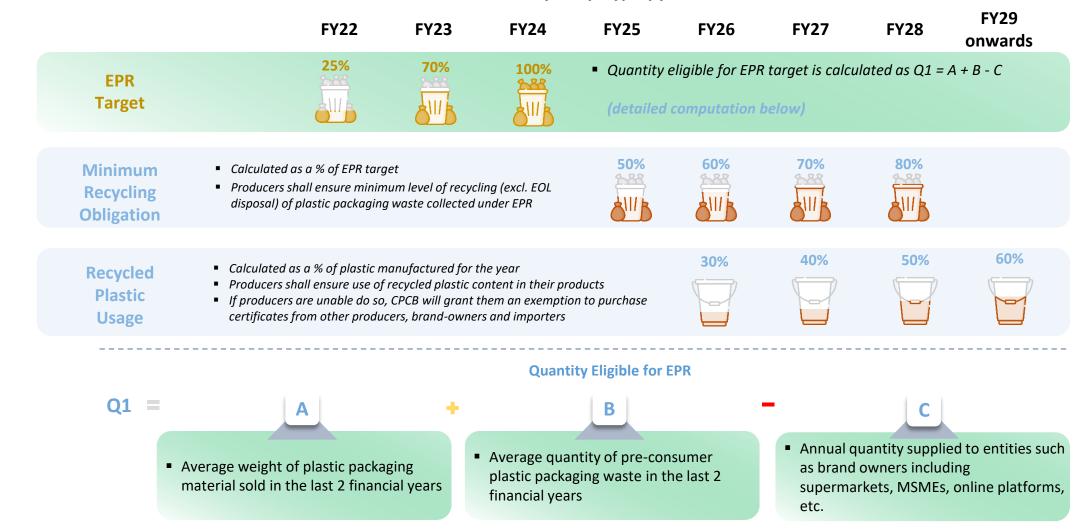


Recent government guidelines for implementation of EPR in the domestic market shall further boost the need for rubber recycling in India and open up a new revenue stream for players like GRP





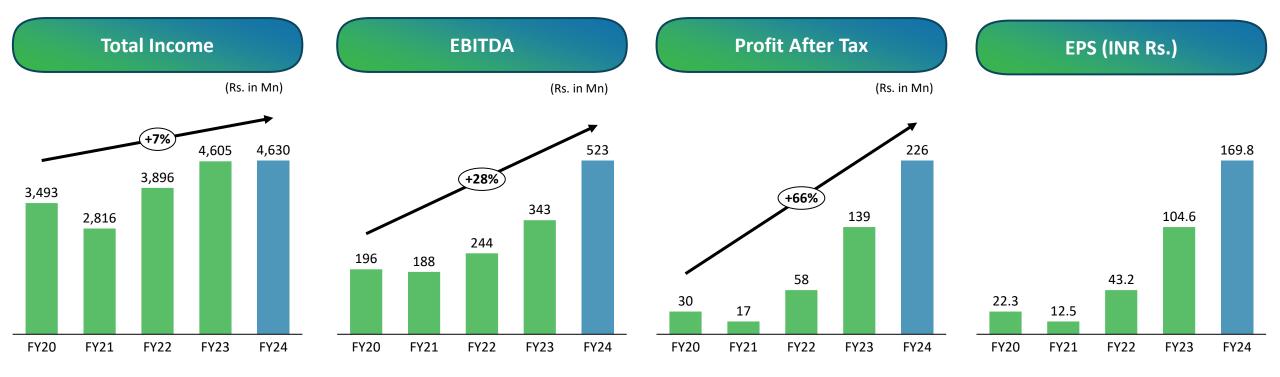
The Government guidelines which mandate rigid plastic packaging producers to recycle and incorporate recycled content in their products shall drive the demand for recycled polypropylene



Source: Government of India Notes: All of the obligations only pertain to category 1: rigid plastic packaging

Producer





# **Key Financial Ratios**







*Note: Fixed Asset Turnover – Sales = Revenue from operations* 

# **THANK YOU!**

Company :

GRP IMPACT POSITIVE CIN: L25191GJ1974PLC002555

Ms. Shilpa Mehta Chief Financial Officer <u>investor.relations@grpweb.com</u> <u>www.grpweb.com</u> **Investor Relations Advisors :** 

SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

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