

Ref. No.- CITL/SE/56/2021-22  
Monday, 31<sup>st</sup> January, 2022

Department of Corporate Services (Listing) BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai - 400 001 <b>Scrip Code: 532413</b>	Listing Department National Stock Exchange of India Limited 5 <sup>th</sup> Floor, Exchange Plaza Bandra (E), Mumbai - 400 051  <b>Scrip Symbol: CEREBRAINT</b>
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Dear Sirs

**Sub: Intimation under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015**

Pursuant to Regulations 30 and 46 read with clause 15 of Para A of Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulation, 2015, we hereby enclosing the copy of the presentation made and confirm that we have uploaded the copy of the presentation made to the investors held at the meet held on 31<sup>st</sup> January, 2022 on our website at <https://www.cerebracomputers.com/>.

Please refer the enclosed document for more details.

Kindly take this on your record and consider as compliance with SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015.

Thanking you

Yours faithfully

**For Cerebra Integrated Technologies Limited**

  
**Maitri Chatterjee**  
Company Secretary and  
Compliance Officer  
M. No. - 57375

**Encl: As above**



# CEREBRA GREEN

Your E-Waste Solutions Expert

INVESTOR PRESENTATION Q3FY22



This presentation may include statements, which may constitute forward-looking statements. All statements that address expectations or projections about the future, including, but not limited to, statements about the strategy for growth, business development, market position, expenditures, and financial results, are forward looking statements. Forward-looking statements are based on certain assumptions and expectations of future events. The company cannot guarantee that these assumptions and expectations are accurate or will be realized. The actual results, performance or achievements, could thus differ materially from those projected in any such forward-looking statements.



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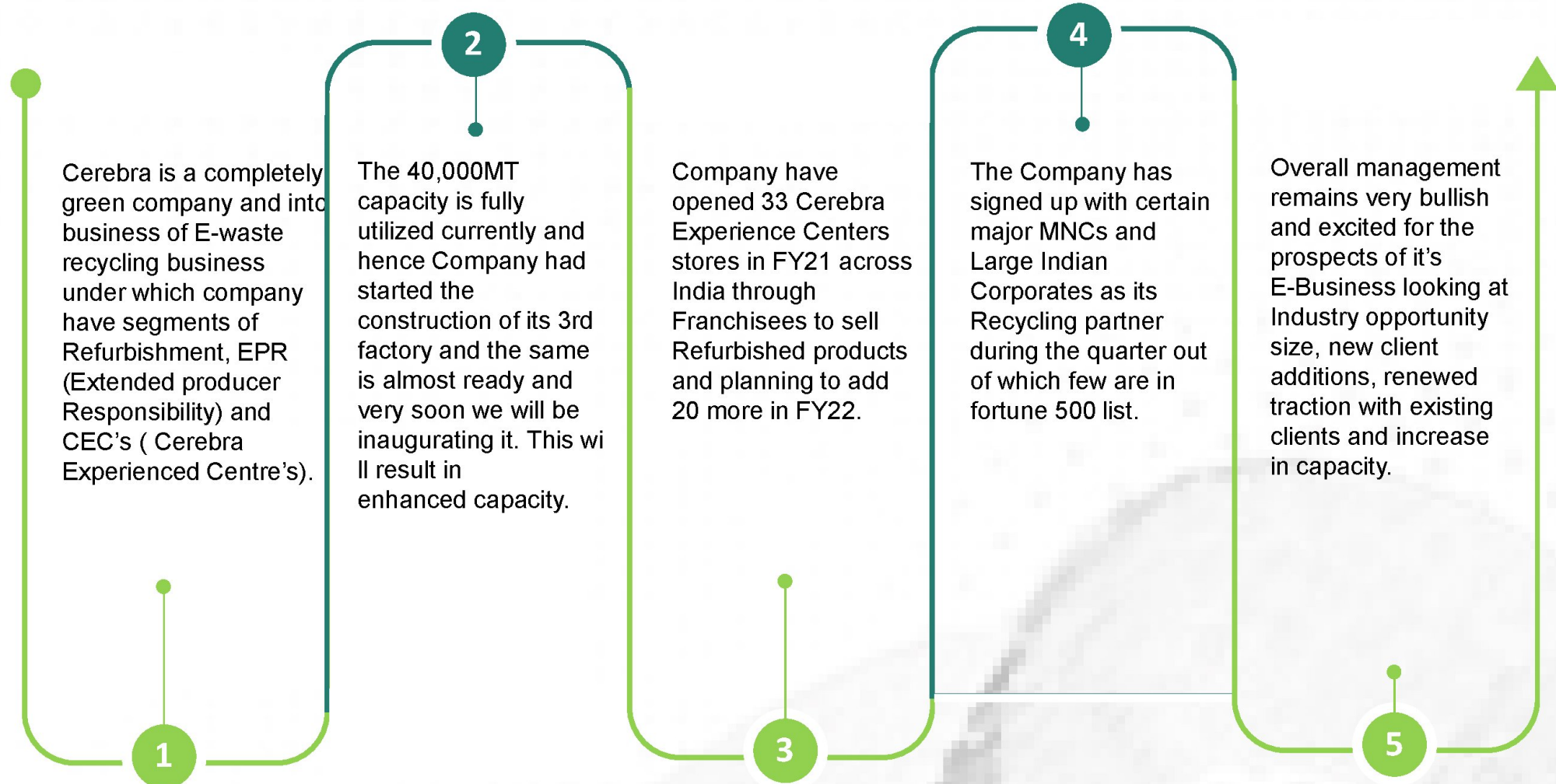


Any person/ party intending to provide finance / invest in the shares/businesses of the Company shall do so after seeking their own professional advice and after carrying out their own due diligence procedure to ensure that they are making an informed decision. In no event shall the company be liable for any damages whatsoever, whether direct, incidental, indirect, consequential or special damages of any kind or including, without limitation, those resulting from loss of profit, loss of contracts, goodwill, data, information, income, expected savings or business relationships arising out of or in connection with the use of this presentation.



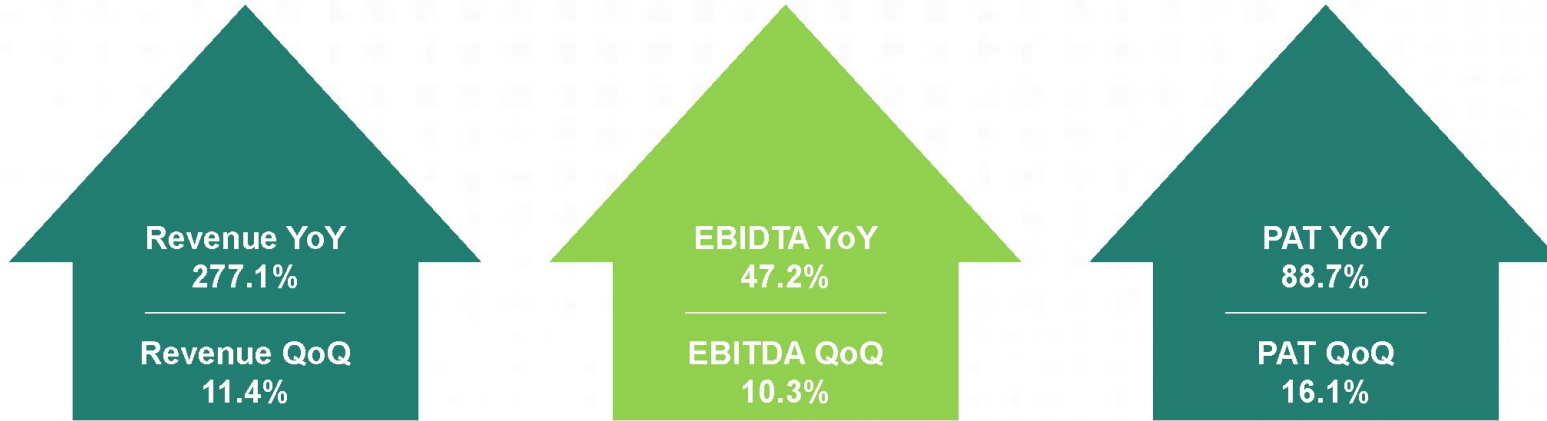
Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the company's operations include global and Indian demand supply conditions, finished goods prices, feed stock availability and prices, cyclical demand and pricing in the company's principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the company conducts business and other factors such as litigation and labour negotiations.

## E-waste: CIRCULARITY: Our Driving Philosophy. Digital Adoption: Our Mission



# Q3FY22 Financial Highlights

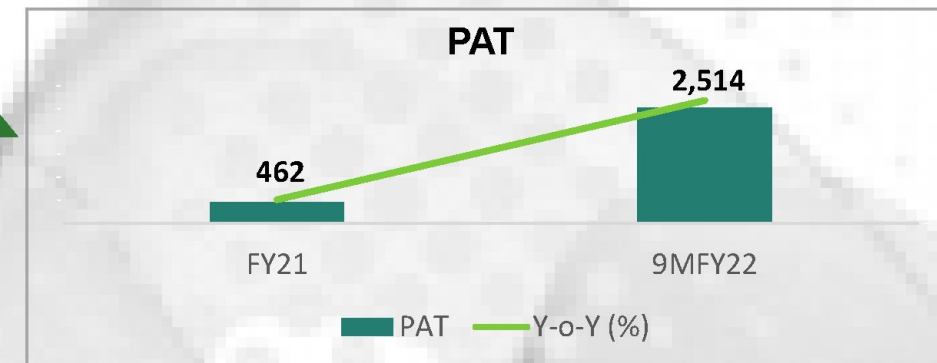
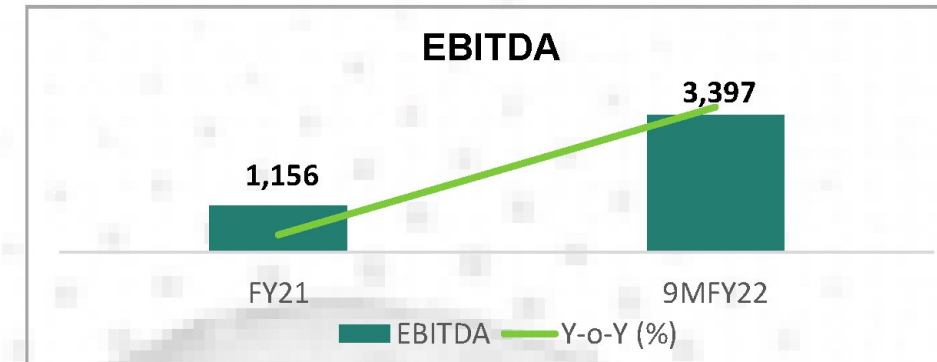
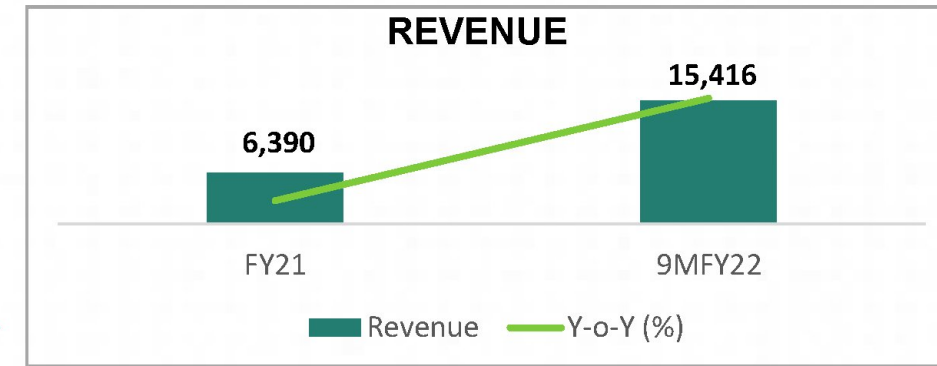
## Q3FY22 HIGHLIGHTS



## 9MFY22 HIGHLIGHTS

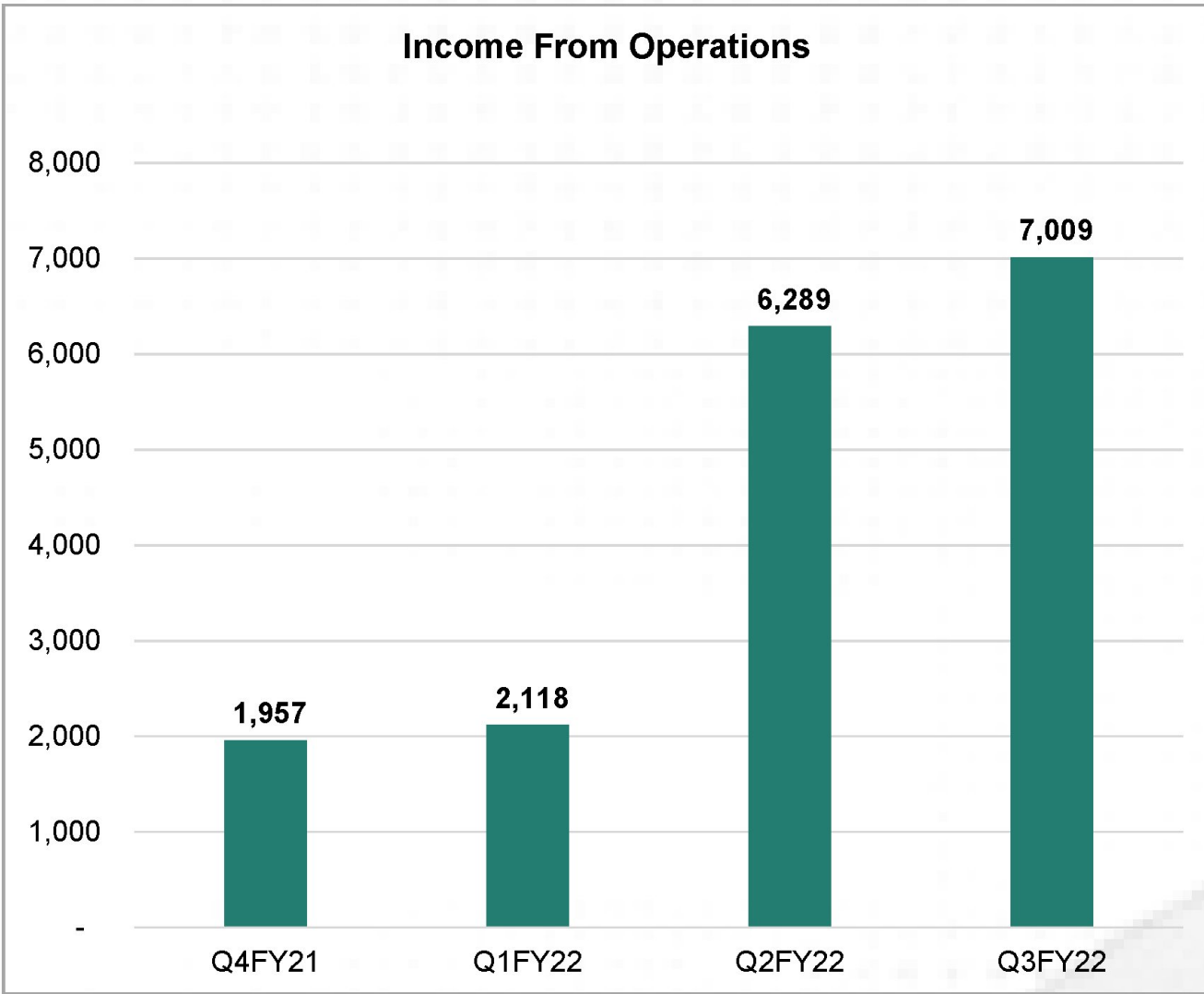


All figures in Lakhs

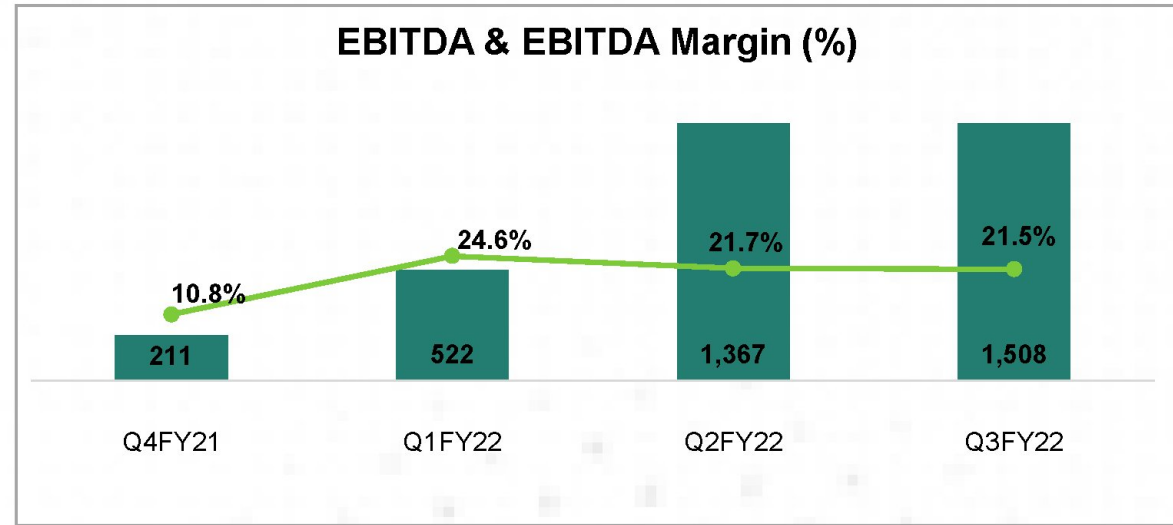


All figures in Lakhs

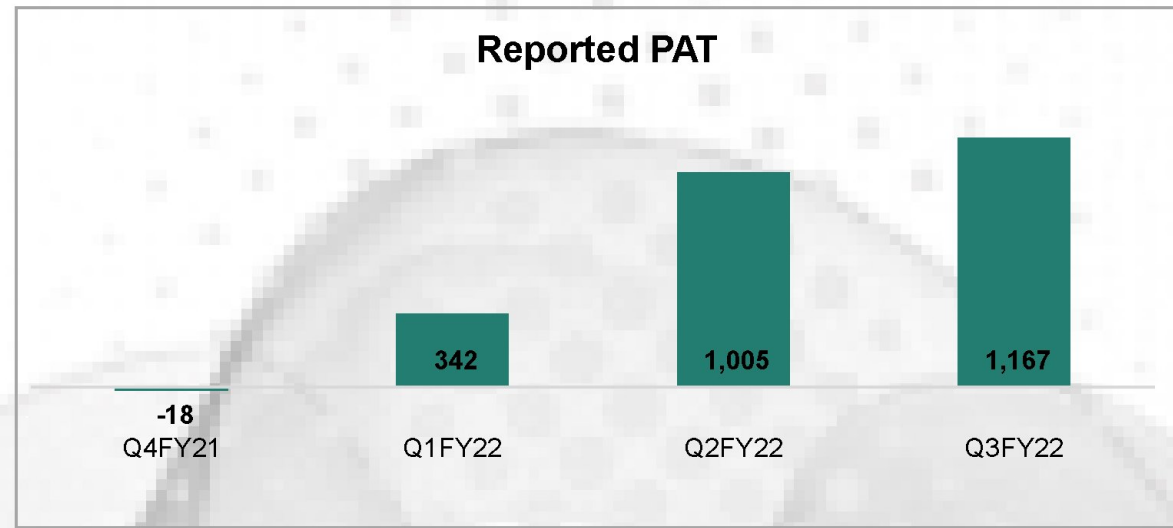
### Income From Operations



### EBITDA & EBITDA Margin (%)



### Reported PAT



## OUR VISION

At Cerebra Green, our vision is to lead India into a regenerative culture, where recycling and putting the environment first is a natural step – for large organizations and individuals alike. At present, we have created India's largest, most sophisticated end-to-end e-waste recycling facility. The facility is also among the first to achieve a completely eco-friendly e-waste disposal technique such that there is a zero landfill and zero water level pollution during the process.

Cerebra is on the mission to bring the green revolution in the country which is still ~95% unorganized where untrained workers carry out practices unsafe for human and environmental health.

Cerebra aims to become a leading player in E-Waste Recycling in the country.





## STORY SO FAR



**1992**

Inception of Cerebra Integrated Technologies Limited



**2000**

Initial Public offering in April 2000



**2010**

Created the Enterprise Solution Division partnering with Dell, IBM, HP and others to offer Enterprise level IT solutions



**2011**

Cerebra opens Middle east office



**2013**

Cerebra Forays into recycling. Inception of Cerebra Green



**2018**

Cerebra opens one of the largest e-waste recycling facilities in Narsapura



**2019**

Cerebra Experience Centres are launched Extended Producer Responsibility business started



**2021**

Frost & Sullivan recognizes Cerebra as the 2021 Indian E-waste Management Company of the Year Award, Cerebra Green has been recognized as one of the winners in the Excellence in Managing E-waste by EPR Strategies by Indian Industries (CII) 3R Awards 2021

## OUR PRESENCE



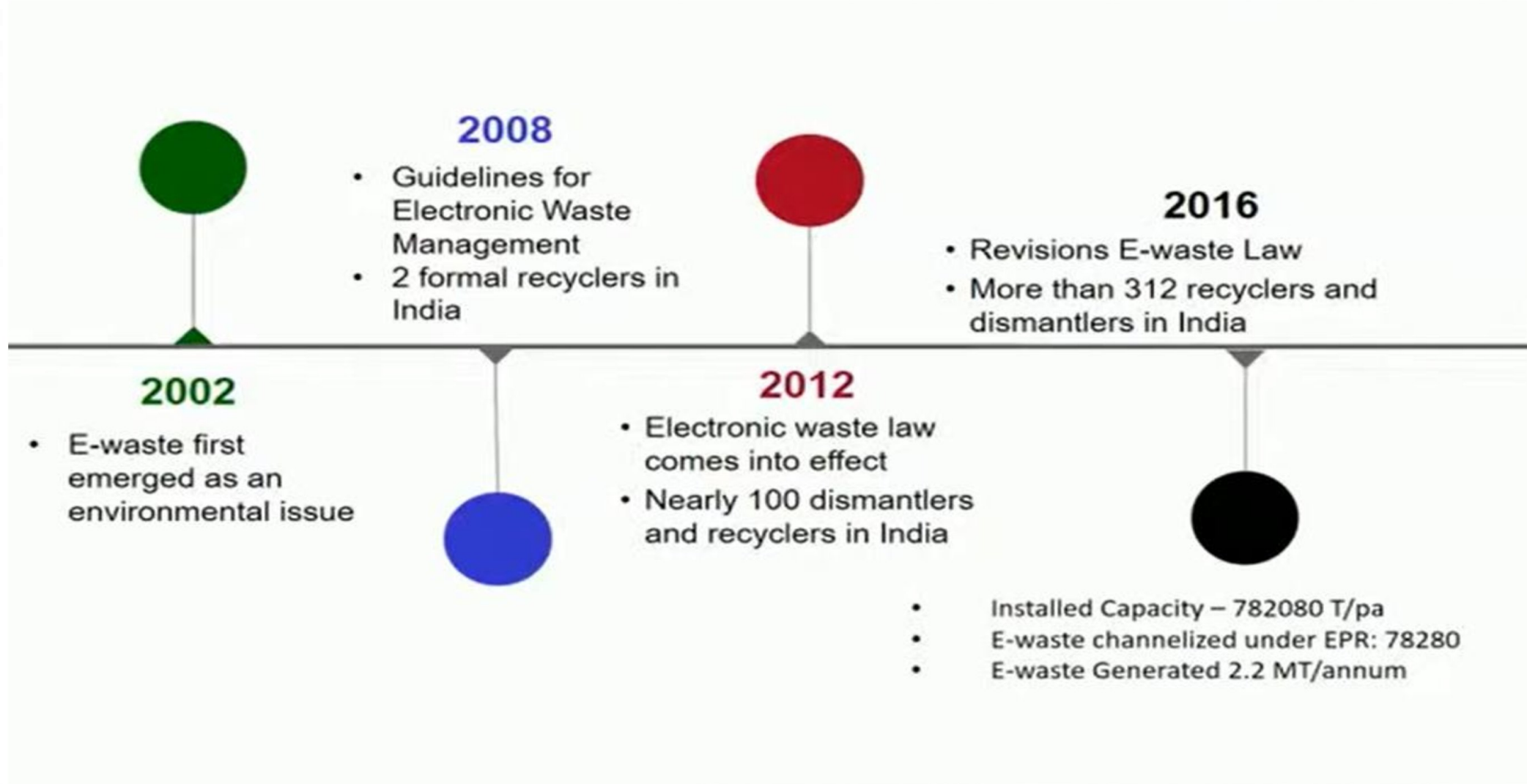
# E-waste- Cerebra Green

# WHAT IS E-WASTE?

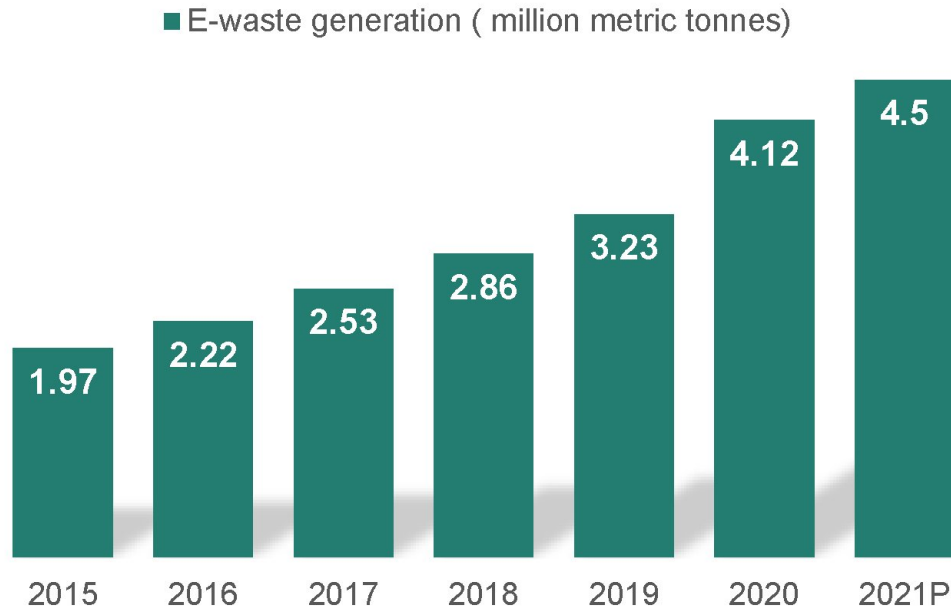
WASTE ELECTRICAL ELECTRONIC EQUIPMENT (WEEE) IS KNOWN AS E-WASTE



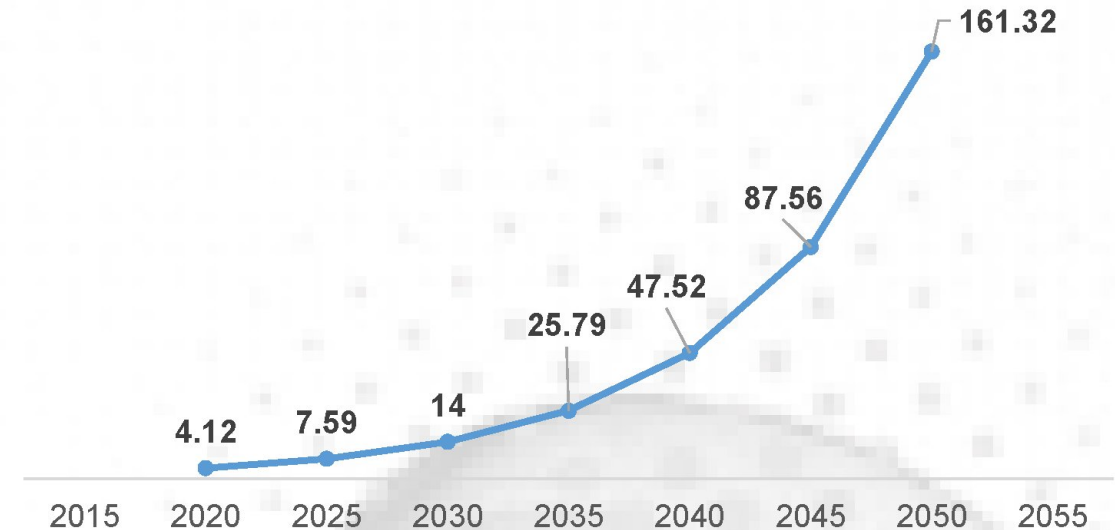
**E-WASTE IS NOT WASTE: IT IS WEALTH, PRECIOUS & BASE METALS CAN BE RECOVERED**



India's E-waste generation have grown at CAGR of ~16% over FY15-20



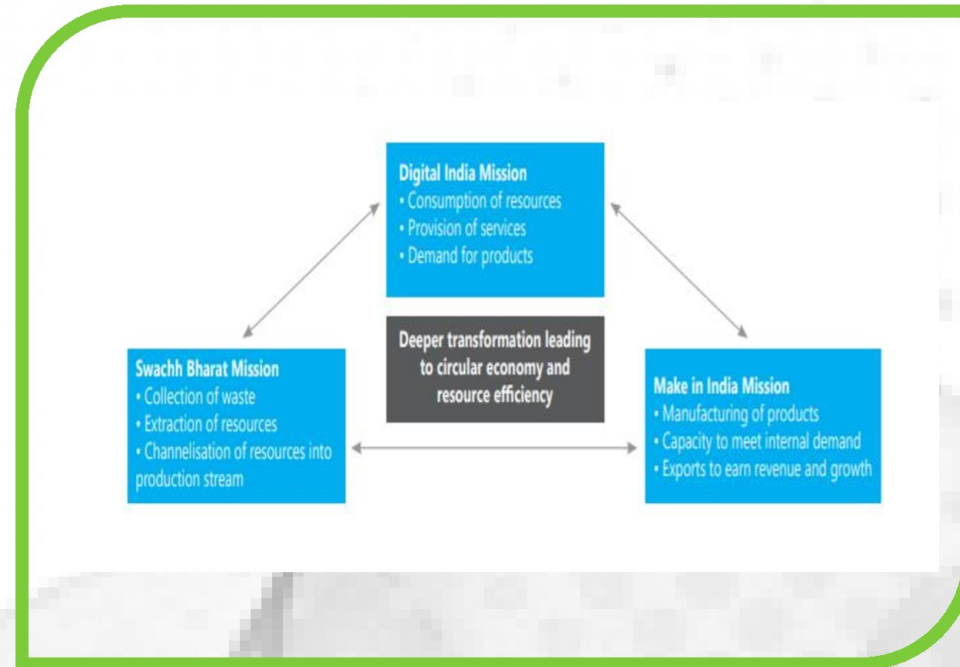
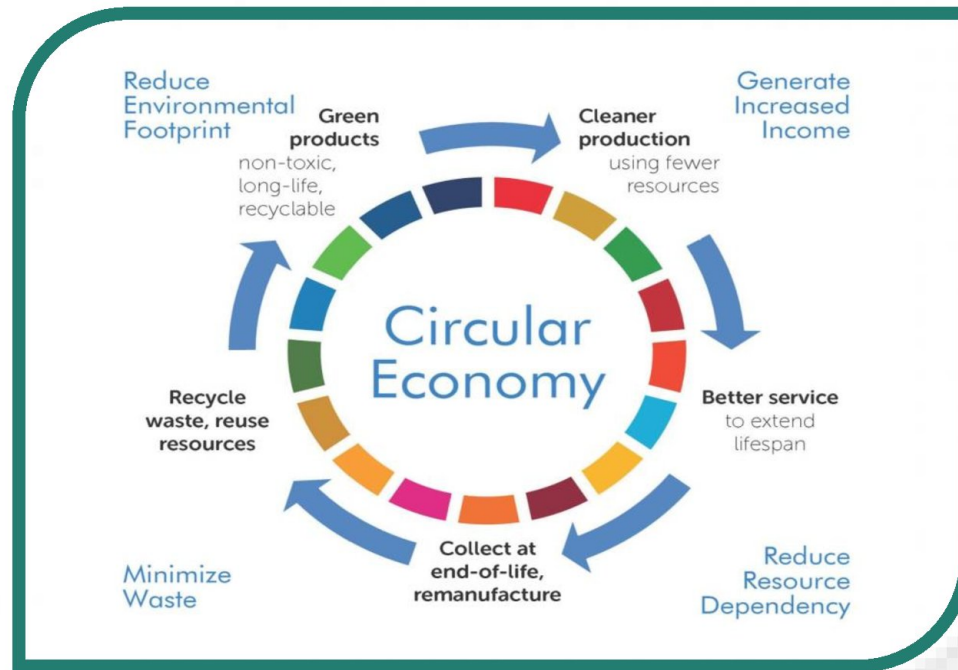
With the current growth rate, by 2025, India will be producing 7 million MT of e-waste annually and 14 million MT by 2030



Source: CSE E-Waste Management In India Report 2020

# CEREBRA TO BE BIGGEST BENEFICIARY OF GOVERNMENT THRUST ON CIRCULAR ECONOMY

- India is the third largest consumers of raw materials produced globally. If current economic trends persist then India's material requirements are projected to be nearly 15 billion tonnes by 2030 and little above 25 billion tonnes by 2050. For India to fulfill its resource needs, it is imperative that we follow circular economy approach rather than the current linear economy principle of take-make-dispose.
- It is expected that the business of extracting precious metals from E-Waste will grow to US\$6 billion by the year 2030, and this will be a big business opportunity for India.



# CEREBRA TO EMERGE AS BIGGEST CONTRIBUTOR TO INDIA'S AIM OF REDUCING DEPENDENCY ON IMPORTS OF PRECIOUS METALS OVER THE NEXT FEW YEARS

With the Capacity of 96,000 TPA, Cerebra will not only have a huge opportunity to become India's leading E-waste Recycler but also biggest contributor to reducing India's gold imports and other precious & base metals and thus directly contributing to foreign exchange savings.



1 ton of gold ore yield 5-6 grams of gold only

But...

1 ton of discarded electronic waste can yield up to 350 g of gold

The diagram shows a small pile of gold nuggets on the left and a large collection of various electronic devices (phones, laptops, tablets) on the right, illustrating the significant difference in gold yield between traditional mining and e-waste recycling.



**Urban Mining: An Unimaginably Valuable Mine On Earth**

RECYCLING COPPER USES UP TO 85% LESS ENERGY THAN PRIMARY PRODUCTION

**Why Urban Mining**

**BY THE NUMBERS**  
Gold Recovery: Mining Ore v. E-Waste

Category	Value
1 ton of mining ore	400 grams of gold
1 ton of e-waste	438,530 grams of gold

The block contains several diagrams and charts. At the top left is a circular diagram of 'urban mining' showing various e-waste categories like mobile phones, laptops, and plastics. Below it is a circular flow diagram of the recycling process. On the right is a circular diagram showing the energy savings of recycling copper. At the bottom is a bar chart comparing gold recovery from mining ore (400g) and e-waste (438,530g), with a small image of a person mining.

## One of India's largest integrated E-Waste recycling facility at Narasapura Industrial Area, Kolar District, near Bengaluru spread across 12 acres of land

- Capacity of 96,000 Tons per annum; obtained necessary consent from Karnataka State Pollution Control Board. Current operating capacity is 40,000 MTs per annum (~3,333 MT/Month).
- Agreements with many customers including MNC's across India for collecting E- Waste.
- Precious Metals refining plant to be set up soon.
- Collection centers at Ahmedabad, Chennai, Hyderabad, Mumbai, Nashik, New Delhi, Pune, Patna, Jaipur, Kolkata, Ludhiana and Punjab.
- Awarded IMS Certificate ISO9001:2015, ISO 14001:2015, ISO 18001:2007, ISO 27001 and RESPONSIBLE RECYCLING©:2013.
- Scope: E-waste Collection, Dismantling, Segregation, Recycling, Refurbishing & Data Protection activities of Waste Electrical & Electronic Equipment.







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 CME Group

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 **TVS**  
ELECTRONICS

 **ADITYA BIRLA GROUP**

 **netmagic**<sup>®</sup>  
An NTT Communications Company

 **ZEEMEDIA**

 **KENNAMETAL**



## Ranganathan V

Managing Director

BE, Work Ex 35+ years

*The driving Force of Cerebra since inception.*

### EXECUTIVE BOARD



#### Vishwamurthy Director

PG – DSM & BE,  
Work Ex 29+ years.  
*Evolved from multiple  
roles to Director.*



#### Bharath Co-founder & COO

BE, Work Ex 35+ years  
*with major stint in  
Cerebra, since its  
inception.*



#### Ravi Kumar Neeladri CEO

BE,  
Work Ex 30+ years



#### Hariprasad Shetty CBO

MBA,  
Work Ex 20+ years



#### Phalgun Jois CEO – Enterprise Solutions

BE,  
Work Ex 30+ years

### FINANCE



#### HS Venkatesh CFO

CA,  
Work Ex  
35+ years

### HUMAN RESOURCES



#### Kala Bose GM - HR

PGCHRM, MPM.  
Work Ex 15+ years



#### Umashankar ZM – Institutional Sales

BA, Work Ex 25+ yrs



#### Rakesh Rasalam GM - Factory

BE, Work Ex 20+ years



#### Raghavendra H ZM – Refurb Sales, South

MBA, Work Ex 17+ years



#### Sivakumar Consultant

B.Com, CA,  
Work Ex  
33+ years



#### Himanshu Sharma ZM – Refurb Sales, North

MBA, Work Ex 17+ years



#### Hemachandra ZM – Procurement, Complex material

B.com, Work Ex 16+ years



#### Preeti T Customer Success and BD - EPR

MBA, Work Ex 17+ years



#### Pranesh Panyam Business Head – Asset Recovery,

MBA, Work Ex 18+ years

# Road Ahead

- As per the data provided in Global E-waste Monitor, India ranks third behind USA & China in terms of the total E-waste generated in 2019. China generated over 10.12 million Mt of E-waste in 2019, followed by the USA with 6.91 million Mt and India with 3.23 million Mt.
- However, in terms of per capita E-waste, India is among the countries with low per capita E-waste with only 2.4 kg per capita in 2019, much lower than the global average of 7.3 kg per capita. China is also marginally less than the global average with 7.2 kg per capita. However, the USA nearly generates 3 times the global per capita E-waste with 21 kg.
- The domestic electronics manufacturing sector in India has seen significant growth in the last six years. Production of electronic goods in India increased by 187% from INR ~1.9tn in 2014-15 to an estimated INR ~5.5tn in 2019-20, with a compound annual growth rate (CAGR) of about 24%
- With continuous growth of consumer electronics & appliances year-on-year, India has been witnessing a faster e-waste generation in recent times with ~28% growth YoY in FY20, while compound annual growth rate (CAGR) of about ~16% in the country over FY15-20.
- India is dependent on Chile, China, Congo and several other countries for metals that are critical to the growth expected in several sectors. It is expected that by 2030, the increased use of EEE products combined with a spurt in demand for batteries in the telecom, renewables and transportation sectors, will see the creation of 'urban mines' that India will need to manage appropriately. A robust ecosystem is needed to reclaim these metals and to reduce their imports.
- **India's E-waste generation projected to rise to 4.5-5 million MT by 2021. With the current growth rate, by 2025, India will be producing 7 million MT of e-waste annually and 14 million MT by 2030.**

# Thank you

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