



GRAVITA INDIA LTD.

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E-mail : info@gravitaindia.com Web. : www.gravitaindia.com
CIN : L29308RJ1992PLCO06870

30th January, 2019
GIL/2018-19/199

To,

The BSE Limited Phiroze Jeejeebhoy Towers Dalal Street Mumbai- 400 001 Fax No.: 022-22722041 Scrip Code- 533282	The listing Department The National Stock Exchange of India Ltd. Exchange Plaza, C-1, Block G, Bandra- Kurla Complex Bandra(east) Mumbai- 400 051 Fax No.: 022-26598237/38 Company Code- GRAVITA
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Sub: Intimation of Schedule of Analyst/ Institutional Investor Meeting

Dear Sir,

Pursuant to Regulation 30(6) of Securities and Exchange Board of India (Listing Obligation and Disclosure Requirement) Regulation, 2015, we hereby disclose the schedule of Analyst / Institutional Investor meeting with the company as under:

Date of Meeting	Name of Party	Place
30 th January, 2019	Various Institutional Investors	Chennai
31 st January, 2019	Various Institutional Investors	Mumbai

Further Investor Presentation is enclosed herewith and the same is uploaded on the website of the company also.

This is for your information and record.

Thanking You.

Yours Faithfully

For Gravita India Limited

Nitin Gupta
Nitin Gupta
Company Secretary
ACS: 31533



Encl: As above



GRAVITA

AN INDIAN MULTINATIONAL COMPANY

Corporate Profile



We Recycle to Save Environment



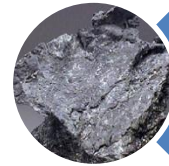
Presentation Structure



Corporate Overview



Business Overview



Industry Overview



Growth Strategy

Corporate Overview



**Leader in Indian Lead Recycling Industry
Established in 1992.**

**Global Manufacturing and Marketing
footprints**

**Executed Turnkey Eco-friendly Lead Recycling
Projects across the Globe**

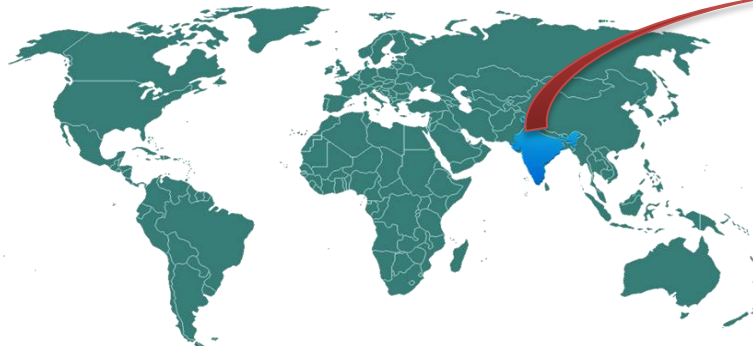
**Anchored by enthusiastic and motivated team
of experienced professionals**

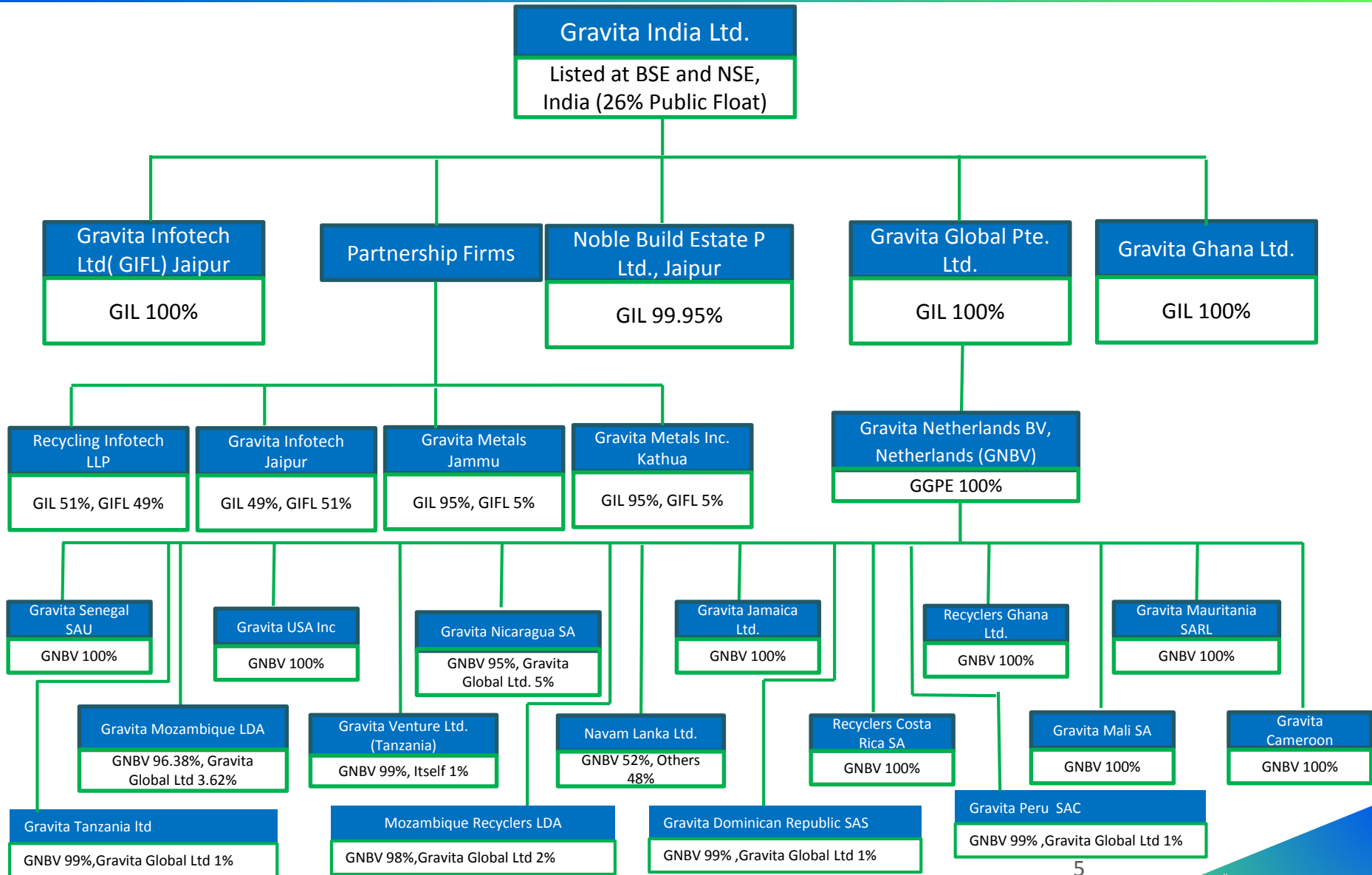
**More than 63% revenue flow from Inter-
national market. Revenue CAGR 36% & PAT
CAGR is 33% in last 10 Years.**

**The company's product caters to the Auto,
Telecom, Power, Nuclear and Medical industry.**

**High Standards of Corporate Governance and
Corporate Social Responsibility**

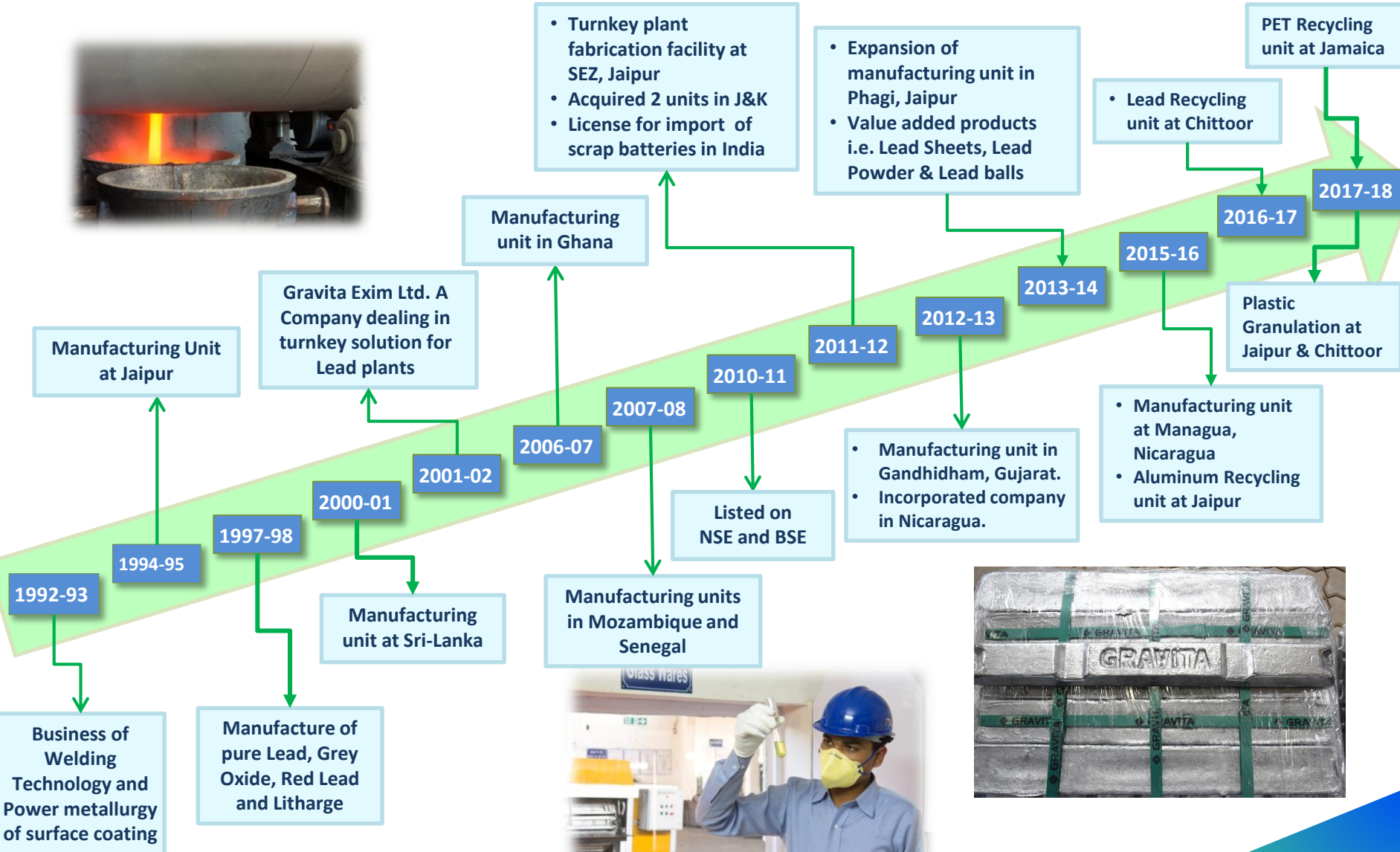
**Listed in India's Prestigious Stock Exchanges
BSE & NSE in 2010**



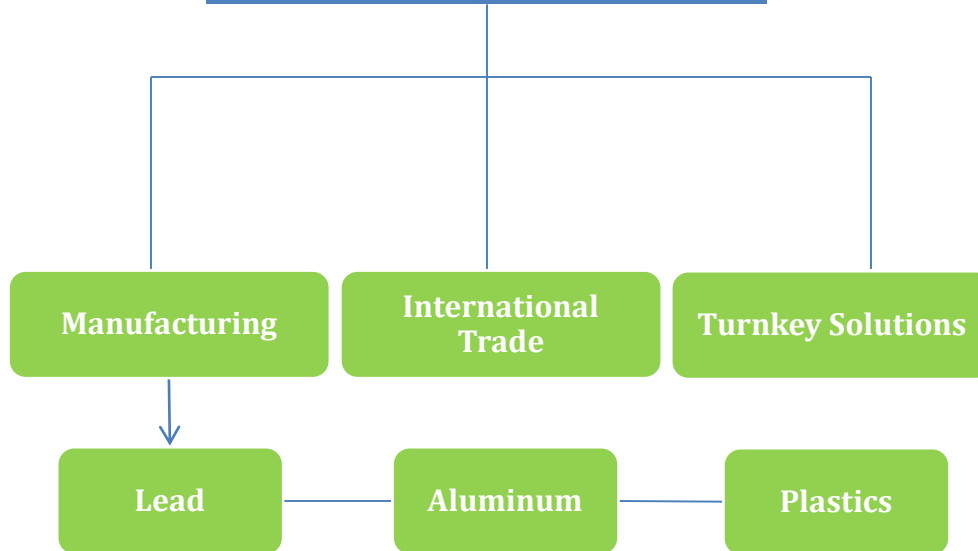


Corporate Overview

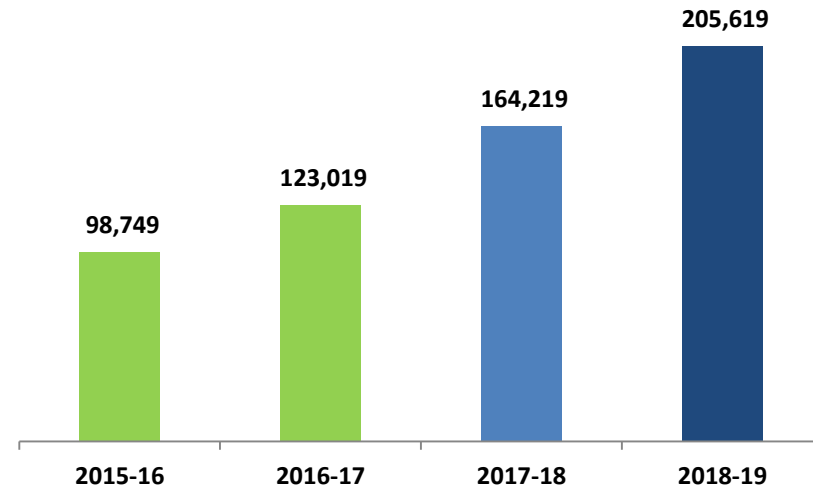
Key Milestones



Business Verticals



Installed Capacity in MTPA



	2016-17			2017-18			2018-19		
	Lead	Aluminum	Plastics	Lead	Aluminum	Plastics	Lead	Aluminum	Plastics
India	89,419	6,000	-	107,819	12,000	6,000	116,819	12,000	14,400
Overseas	24,000	-	3,600	24,000	-	14,400	33,000	7,200	22,200
Sub Total	113,419	6,000	3,600	131,819	12,000	20,400	149,819	19,200	36,600
Total Capacity	123,019			164,219			205,619		



Dr. M. P. Agarwal (Chairman)

- M.B.B.S. in 1956 and then M.D. in General Medicine
- Worked in the Department of Medical & Health, Government of Rajasthan from 1958 to 1992
- Engaged himself in the business of Lead Manufacturing and trading with his technocrat son to gather vast 26 years of experience in the Lead Metal Industry
- Guiding force and source of inspiration to the Gravita Team



Mr. Rajat Agrawal (Managing Director)

- B.E. (Mech) from MREC. He has led Gravita since 1992
- Instrumental in leading the company to becoming the #1 player in the lead recycling industry in India
- Astute strategist with over 26 years of experience in the industry
- Oversees general management and strategic initiatives

Senior Management Personnel



Mr. Vijendra Singh Tanwar (Director, New Business Development)

- A Commerce Graduate with a penchant for business development
- 27 years of Experience in Business Development & Business analysis
- Oversees Latin American Centres



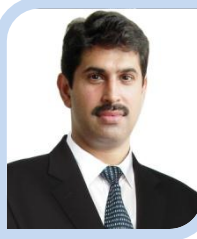
Mr. Naveen Prakash Sharma (President & CEO)

- 26 years of experience of working within the Mining and Metals industry
- BE (Metallurgy) from MREC, Jaipur and MBA from R.A. Poddar Institute of Management, Jaipur
- Joined Gravita India Limited in 2006. Prior to Gravita, he worked in various capacities at Hindalco Industries Limited, Pennar Aluminum and Finolex Cables



Mr. Vijay Kumar Pareek (SBU Head - Lead)

- A wealth of experience of over 26 years in the sales and marketing sphere
- Joined Gravita India Limited in 2012, having previously been employed at Larsen & Tubro, Grasim and The Aditya Birla Group
- BE Metallurgy (Gold Medalist) from MREC, Jaipur and an MBA from Global U21, Singapore



Mr. Yogesh Malhotra (SBU Head - Plastics)

- Over 25 years of National and International experience and expertise in the Asia Pacific markets are vital assets for our organization
- Engineering graduate with a BE (Mechanical) degree from MREC, Jaipur and an MBA from National University of Singapore, Singapore
- Prior to Joining Gravita in 2012, he served in various capacities at Blue Star, Castrol and Eurochem



Mr. Sandeep Chaudhary (Vice President, Procurement, Imports)

- BE (Civil) from MREC, Jaipur and is a life member of the Indian Concrete Institute, The Institute of Engineers and the Indian Roads Congress
- Over 25 years of experience within the real estate, infrastructure and civil construction industry
- Associated with Gravita India Limited since 2009. Prior to which he was worked at Ansal API, Omaxe and DLF



Mr. Sanjay Singh Baid (Vice President, Overseas Operations)

- 25 years of experience in the manufacturing and metallurgy sphere. His knowledge of the domestic market is a key differentiator for Gravita
- Joined Gravita India Limited in 2012. Prior to Gravita, he has worked in various capacities at JSW Steel Limited, Hero Cycles and Comet Steel Limited
- BE (Metallurgy) from MREC, Jaipur



Mr. Ajay Thapliyal (Vice President, Projects)

- 27 years of rich experience of national & international in the America's, Europe & Indian Market
- Engineering Graduate B. Tech Chemical from HBTU, Kanpur and Executive MBA from Copenhagen Business School, Denmark.
- Prior joining in 2017, he served in various capacities at Indian Rayon, Ambuja Holcim & FLSmidth.



Mr. Sunil Kansal (Chief Financial Officer)

- Over 23 years of experience in a gamut of activities covering all financial aspects
- Qualified Chartered Accountant and holds Bachelors and Masters Degrees in Commerce from Rajasthan University
- Joined Gravita in 2008 as Deputy General Manager, Finance and prior to this he was engaged with Jaipur Rugs Company Pvt Ltd.

Business Overview

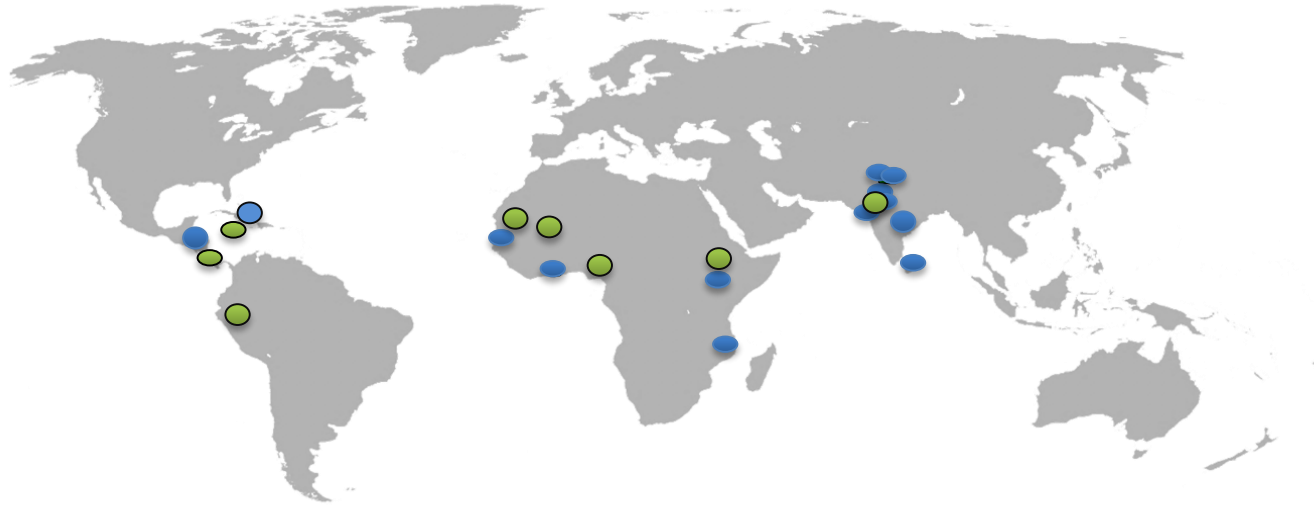


Global Collection Network



“Global access to cheaper raw material.”

Manufacturing Facilities



Americas

- Nicaragua
- Jamaica
- Costa Rica
- Dominican Republic
- Peru

Africa

- Ghana
- Senegal
- Mozambique
- Tanzania
- Mauritania
- Mali
- Cameroon

Asia

- India (Jaipur, Rajasthan)
- India (SEZ, Jaipur, Rajasthan)
- India (Jammu, J&K)
- India (Kathua, J&K)
- India (Gandhidham, Gujarat)
- Sri Lanka
- India (Chittoor, AP)
- India (Mundra, Gujarat)

EXISTING PLANTS

UPCOMING VENTURES

“Existing Manufacturing facilities across 7 Countries and 3 Continents.”



Gravita India Ltd Unit -I

- Flagship plant at Jaipur, Rajasthan
- Manufacturing of Re-melted Lead, Pure Lead, Lead Alloys, Lead Sheet, Lead powder, Lead Shots, Lead oxides, Aluminum Alloy Ingots, Plastic Granules.
- 53,319 MTPA Capacity



Gravita India Ltd Unit –II

- Established at Gandhidham, Gujarat
- Manufacturing of Pure Lead and Lead Alloys
- 70 KM from Mundra Port for efficient logistics
- 19,500 MTPA Capacity



Gravita India Ltd Unit –IV

- Established at Chittoor, Andhra Pradesh
- Manufacturing of Pure Lead, Lead Alloys and Plastic Granules
- 160 KM from Chennai Port for efficient logistics
- 34,000 MTPA Capacity



Gravita India Unit-III (SEZ Unit)

- Established at Special Economic Zone, Jaipur
- Manufacturing and supply of Turnkey projects and engineering solutions.



Gravita Metal Inc.

- Acquired Lead Recycling plant at Kathua, J&K
- Manufacturing of Re-melted Lead Ingots, Pure Lead and Lead Alloys
- Fiscal benefits available in J&K
- 6,000 MTPA Capacity

Overseas Manufacturing Facilities



Navam Lanka Ltd.

- Established at Mirigama Industrial Zone, Sri Lanka
- Manufacturing of Re-melted Lead Ingots, Pure Lead and Lead Alloys
- 9,000 MTPA Capacity



Gravita Ghana Ltd.

- Established at Tema, Ghana
- Benefits of Free Zone
- Manufacturing of Re-melted Lead Ingots and Trading of Non Ferrous Metal Scrap
- 6,000 MTPA Capacity



Gravita Mozambique LDA

- Established at Maputo, Mozambique
- Manufacturing of Re-melted Lead Ingots and Trading of Non Ferrous Metal Scrap
- Recently shifted its operations to Free Zone at Maputo
- 4,500 MTPA Capacity

Overseas Manufacturing Facilities



Gravita Senegal SAU

- Established at Dakar, Senegal
- Manufacturing of Refined Lead Ingots and Plastic Granules
- 4,500 MTPA Capacity



Gravita Nicaragua S.A.

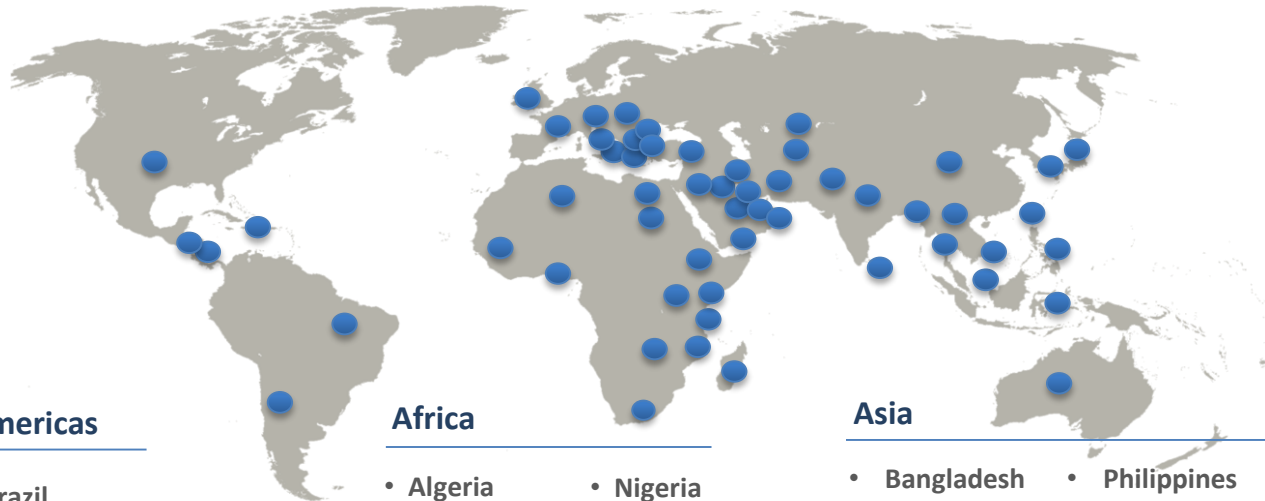
- Established at Managua, Nicaragua
- Manufacturing of PET Flakes, Plastic Granules and trading of Non Ferrous Metals
- 9,600 MTPA Capacity



Gravita Jamaica Ltd.

- Established at Jamaica
- Manufacturing of PET Flakes & Plastic Granules
- 4,800 MTPA Capacity

Global Sales Footprint



Americas

- Brazil
- Chile
- Honduras
- Nicaragua
- Trinidad & Tobago
- United States

Africa

- Algeria
- Egypt
- Ethiopia
- Ghana
- Kenya
- Madagascar
- Mozambique
- Nigeria
- Senegal
- South Africa
- Sudan
- Tanzania
- Uganda
- Zambia

Oceania

- Australia

Asia

- Bangladesh
- China
- India
- Indonesia
- Iran
- Iraq
- Japan
- Jordan
- Kazakhstan
- Kuwait
- Malaysia
- Myanmar
- Pakistan
- Philippines
- Qatar
- Sri Lanka
- Saudi Arabia
- Singapore
- South Korea
- Taiwan
- Thailand
- Turkey
- UAE
- Uzbekistan
- Vietnam
- Yemen

Europe

- Albania
- Belgium
- Croatia
- Germany
- Hungary
- Ireland
- Italy
- Kosovo
- Netherlands
- Poland
- Russia
- Spain

Major Customers:



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Product Spectrum

Lead Products

- Pure Lead 99.98% purity
- Lead Alloys
- Red Lead
- Litharge
- Grey Oxide



Value Added Lead Products

- Lead Sheet
- Lead Balls
- Lead Powder
- Lead Bricks
- Lead Plates
- Lead Pipe



Aluminum

- Aluminum & Aluminum Alloy Ingots
- Aluminum Scrap



Plastic Products

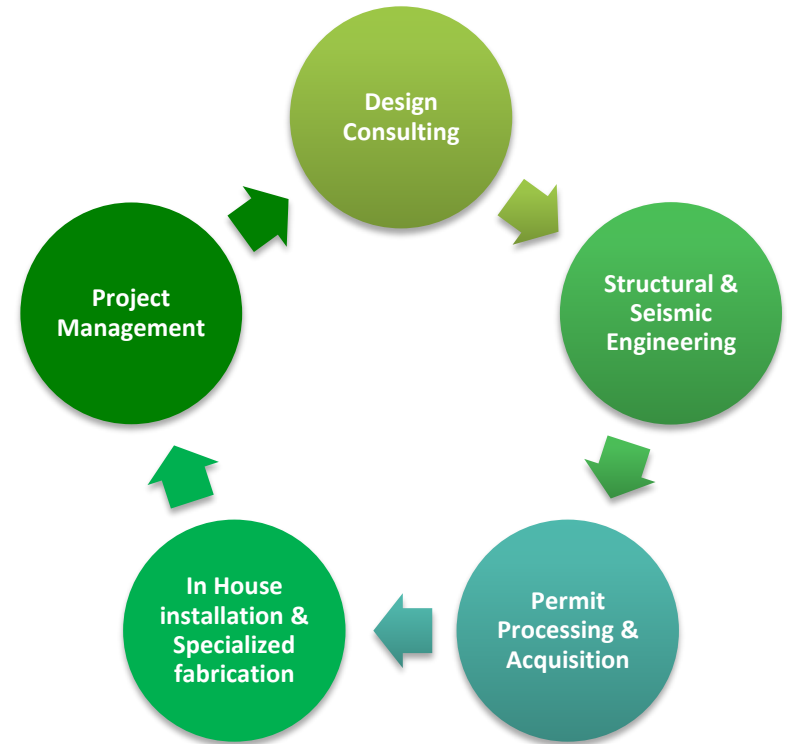
- PET Scrap
- PET Flakes
- PPCP Granules
- HDPE Granules
- LDPE Granules
- Polypropylene chips



“Continuous R & D with Operational Efficiency Creates Excellence”

Turnkey Solutions

- **Manufacturer of Eco-friendly Lead Recycling plants & Pollution Control equipment.**
- **Turnkey plants established in 40+ countries.**
- **Full compliance with Regulatory , Technical and safety norms.**
- **Customer Support & Technical Consultancy.**



Recognitions, Awards & Certifications

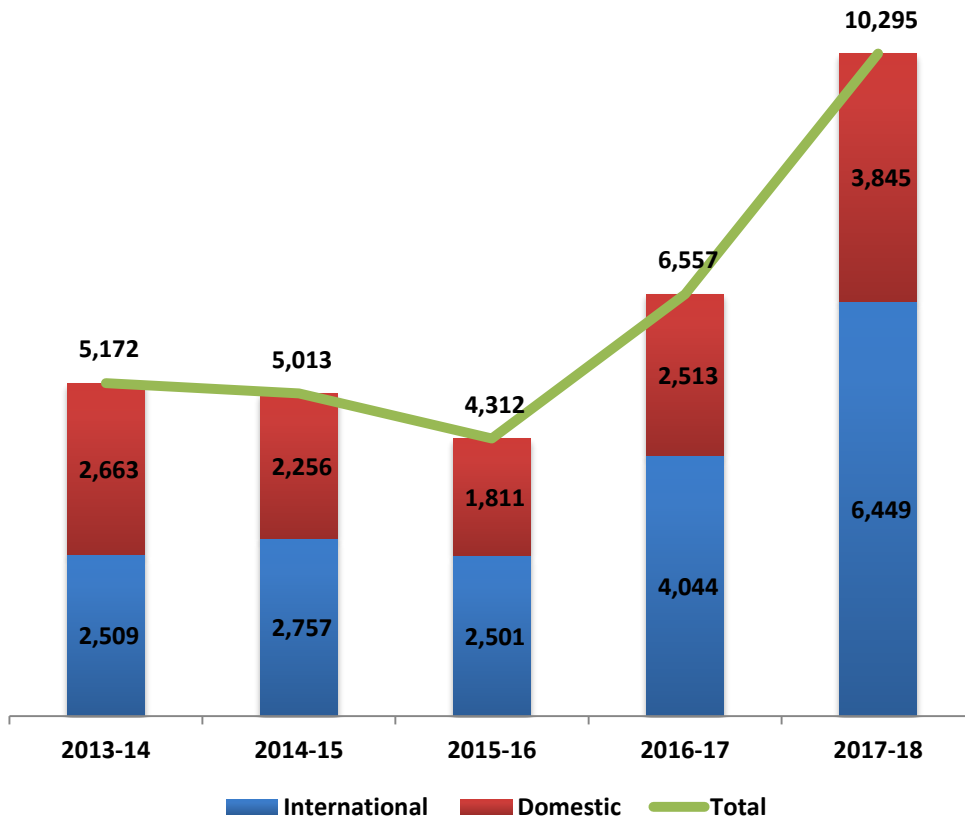
- Star Export House Recognized by Govt. of India
- COSIA Entrepreneurship Appreciation Award 2011
- MSME National Award 2010
- Business Excellence Award
- Business Today Green SME Award
- Udyog Bharti Award
- Indian Achievers Award
- Business Leadership Award
- Niryat Shiromani Award
- Rastriya Vikas Ratan Award
- Non Ferrous Best Performance Award 2014-15
- Niryat Shree Award for the 2nd time by President of India.
- Best Employer 2015 Award .
- FIEO Northern Region Export Excellence Award 2016



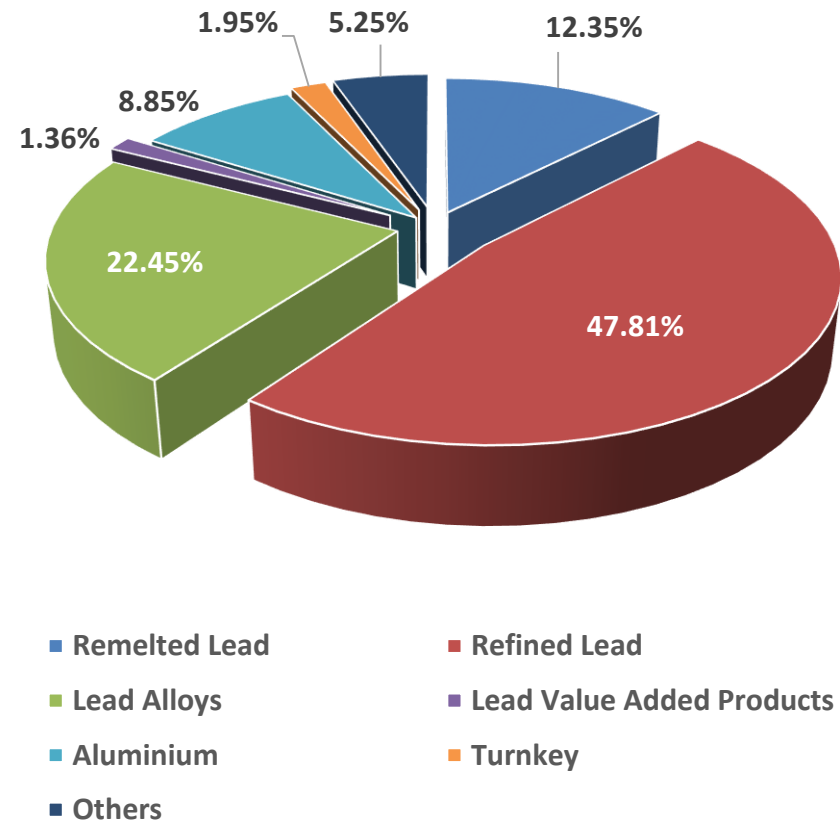
Financials



Revenue Analysis (In INR Millions)



Product-wise Revenue FY 2017-18

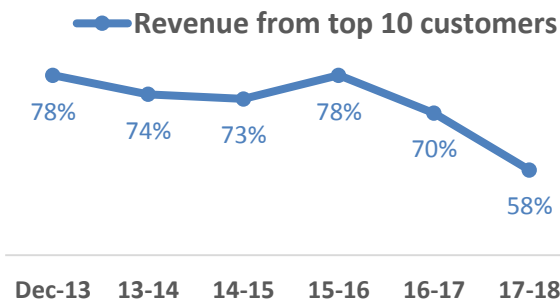
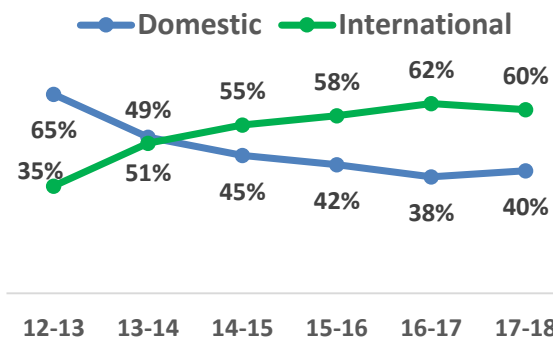
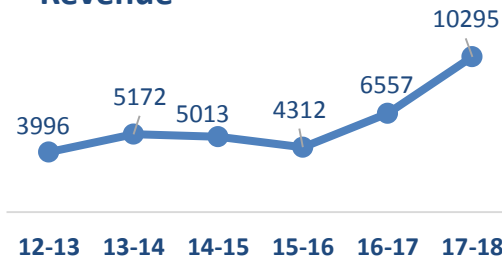


Profit & Loss Statement

INR Million

Particulars	Year Ended	Year Ended	Year Ended	Year Ended	Year ended	H1 Ended
	31.03.2014	31.03.2015	31.03.2016	31.03.2017	31.03.2018	30.09.18
Total Operating Income	5,481.12	5,282.61	4,513.40	6,881.35	10,294.79	5,976.70
Y-o-Y Growth	33.73%	-3.62%	-14.56%	52.46%	49.60%	40.25%
Excise Duty	309.35	269.73	201.42	333.02	120.74	-
Cost of Raw Material	4,018.88	4,006.84	3,095.27	5,058.29	8,347.37	4,709.02
Purchase of Stock in Trade	257.63	339.48	403.45	135.45	180.2	166.21
Change in Inventory	-43.62	-94.41	79.72	-41.7	-442.21	71.34
COGS	4,232.89	4,251.91	3,578.44	5,152.04	8,085.36	4946.59
Gross Margin	938.88	760.97	733.54	1,396.29	2,088.69	1,030.11
Gross Margin %	17.13%	14.41%	16.25%	20.29%	20.29%	19.62%
Employee Expenses	218.92	251.51	245.75	358.09	520.56	312.83
Other Expenses	306.05	321.11	327.46	484.50	681.10	348.06
Total Expenses	524.97	572.62	573.21	842.60	1201.67	660.89
EBITDA	413.91	188.35	160.33	553.69	887.02	369.22
EBITDA %	7.55%	3.57%	3.55%	8.05%	8.62%	6.17%
Depreciation	60.34	63.63	67.09	58.53	86.9	53.55
EBIT	353.57	124.72	93.24	495.16	800.12	315.67
EBIT %	6.45%	2.36%	2.07%	7.20%	7.77%	5.28%
Other Income	14.47	46.33	42.04	26.28	15.80	10.84
Financial Costs	91.77	98.77	75.68	86.13	174.00	113.02
PBT	276.27	72.28	59.60	435.31	641.92	213.47
PBT %	5.04%	1.37%	1.32%	6.33%	6.24%	3.57%
Tax	28.73	-23.6	4.76	83.86	165.50	29.87
PAT Before Minority Interest	216.3	95.85	54.8	328.62	487.15	183.60
PAT before MI %	3.95%	1.81%	1.21%	4.78%	4.73%	3.07%
PAT After Minority Interest	213.21	66.19	43.7	326.98	440.87	157.04
PAT after MI %	3.89%	1.25%	0.97%	4.73%	4.28%	2.63%
Basic EPS	3.13	0.97	0.64	4.78	6.42	2.29

Revenue



Financials

Balance Sheet

INR Million

Particulars	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17	FY 2017-18
SOURCES OF FUNDS						
Share Capital	136.25	136.35	136.51	136.74	136.93	137.40
Share Application Money	-	-	-	-	-	-
Reserves & Surplus	857.65	981.09	1,023.71	1,054.87	1,364.47	1,759.39
Minority Interest	80.38	58.22	74.37	49.81	46.54	49.04
Total Shareholder Funds	1,074.28	1,175.66	1,234.59	1,241.42	1,547.94	1,945.83
DEBT						
Long Term Borrowings	144.05	70.93	14.67	62.93	198.19	148.16
Long Term Liabilities	12.78	18.01	10.89	12.37	16.60	38.03
Total Sources of Funds	1,231.11	1,264.60	1,260.15	1,316.72	1,762.73	2,132.02
APPLICATION OF FUNDS						
NON CURRENT ASSETS						
Tangible & Intangible Assets	441.12	605.89	538.85	539.24	680.86	1,089.12
Capital Work in Progress	128.35	62.29	61.38	154.19	324.43	238.78
Long Term Loans & Advances	36.63	32.68	39.21	57.70	45.08	23.01
Other Non Current Assets	64.86	69.09	84.99	61.11	108.08	100.46
Investments	1.46	0.19	0.41	0.44	0.36	0.37
Total Fixed Assets	672.42	770.14	724.84	812.68	1,158.81	1,451.74
CURRENT ASSETS						
Inventories	683.51	622.87	894.57	753.87	1,093.69	1,584.83
Current Investments	85.81	-	-	-	10.35	12.66
Trade Receivables	432.22	501.55	265.45	295.59	602.67	1,131.54
Cash & Cash Equivalents	37.06	35.33	66.80	85.93	102.65	62.72
Short Term Loans & Advances	247.25	330.44	491.60	442.98	82.97	127.73
Other Current Assets	3.48	9.45	58.20	6.55	500.40	546.70
Total Current Assets	1,489.33	1,499.64	1,776.62	1,584.92	2,392.73	3,466.18
CURRENT LIABILITIES						
Trade Payables	217.39	79.77	130.40	81.88	141.00	474.86
Other Current Liabilities	153.17	132.76	129.38	59.31	226.38	198.29
Short Term Provisions	24.75	51.33	25.14	22.08	4.12	5.26
Short Term Borrowings	535.33	741.32	956.39	917.62	1,417.32	2,107.51
Total Current Liabilities	930.64	1,005.18	1,241.31	1,080.88	1,788.82	2,785.92
Net Current Assets	558.69	494.46	535.31	504.04	603.91	680.26
Total Application of funds	1,231.11	1,264.60	1,260.15	1,316.72	1,762.73	2,132.02

- Net Worth grown by 6 times during last 7 years
- Market Cap is ~INR 11,500 Million
- Average Dividend Payout @ 26% since last 5 years
- Low Long Term Debt and Financial Leverage.

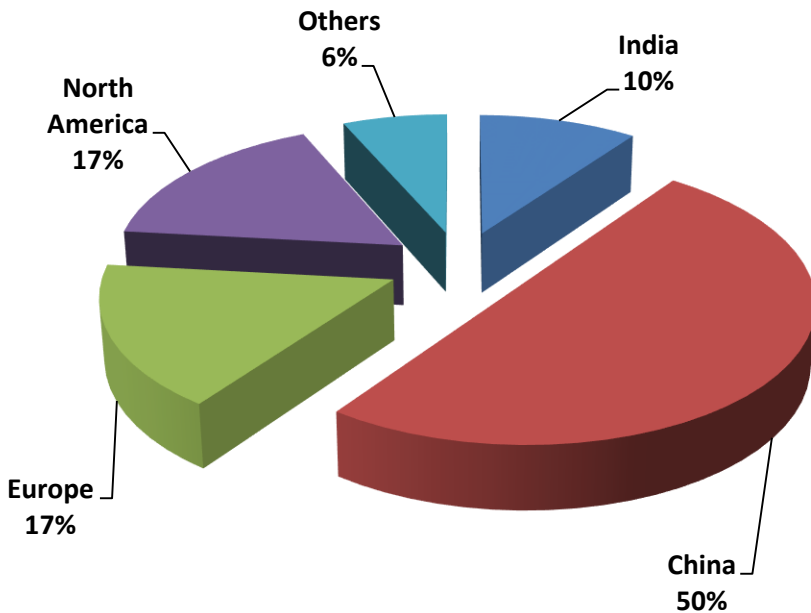


Industry Outlook

- AN OVERVIEW



Lead Production by Region



- Global Lead demand 12 Million MT.
- Indian Lead demand 0.9 Million MT.
- Secondary Lead producers cater to about 55% of Indian Lead demand.

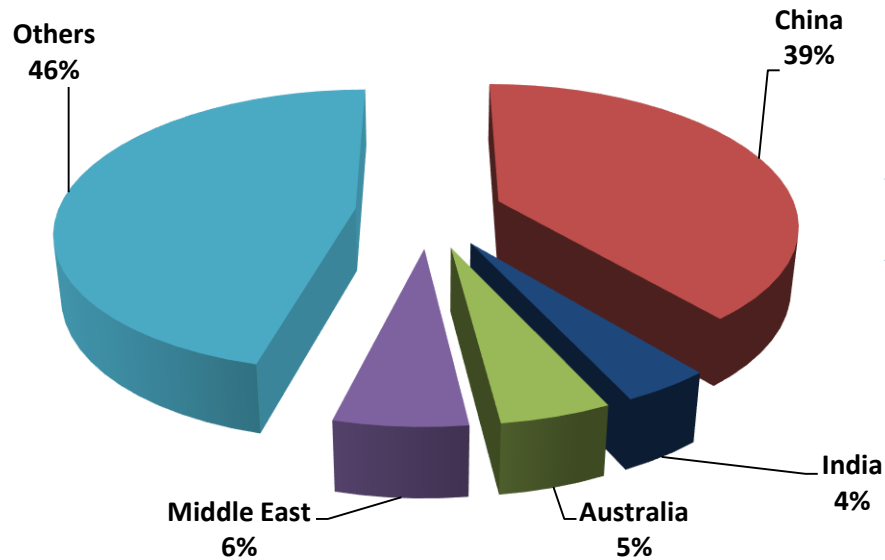
Growth Drivers of Lead Industry

- Automobile Sector
- Telecom Sector
- Power Sector- Solar, Wind & Invertors
- Industrial Applications- UPS & Radiation protection

Expected growth rate

Global - 3%, Asia - 10%, India - 12%

Aluminum Production by Region



- Global Aluminum demand 50 Million MT.
- Indian Aluminum demand 4 Million MT.
- Low recycling rates for Aluminum in India opens endless opportunities in the sector

Growth Drivers of Aluminium Industry

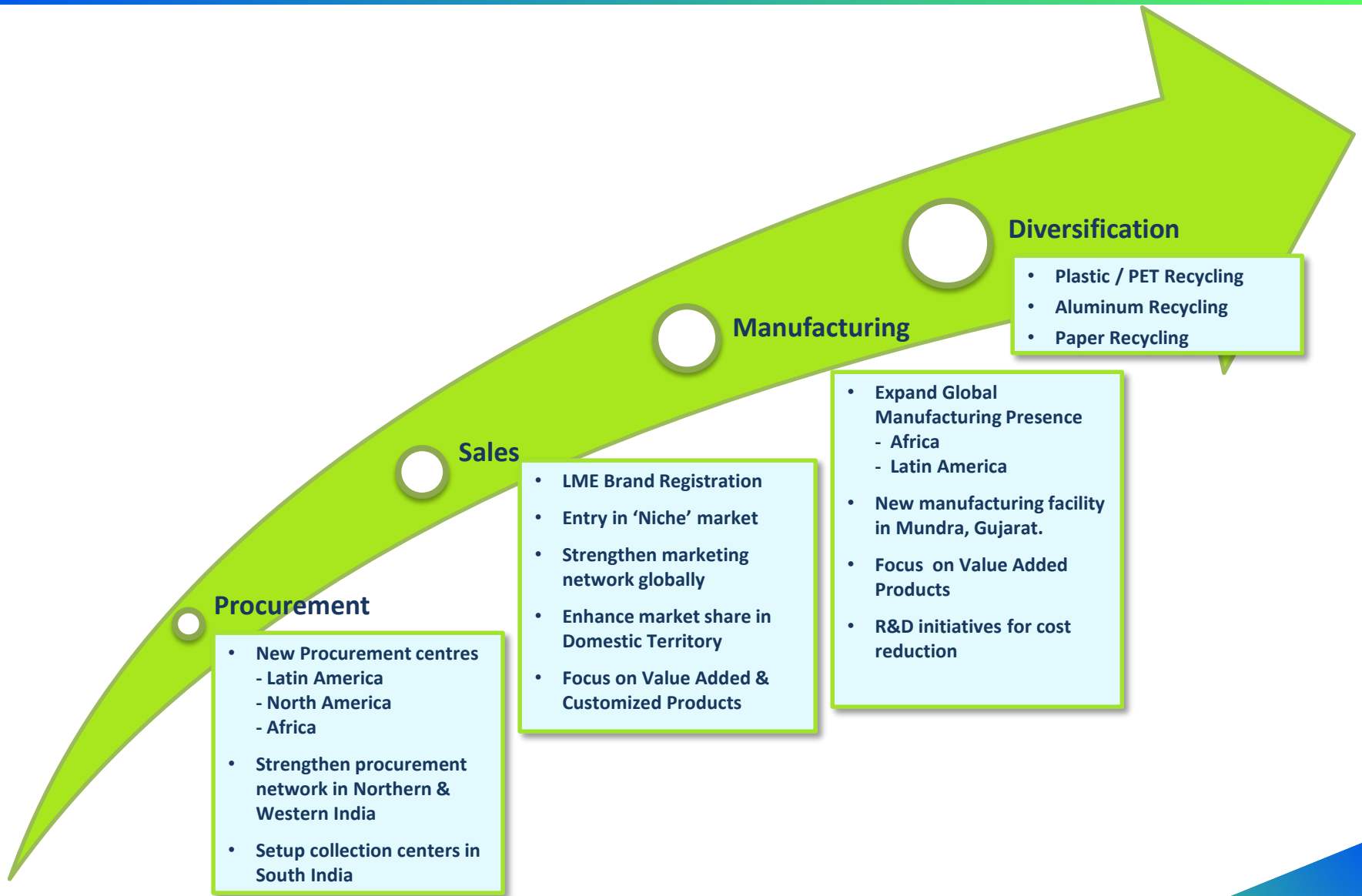
- Aerospace Industry
- Die Casting / Industrial applications
- Automotive Industry
- Electronic and Electrical applications

Expected growth rate
Global – 4%, Asia – 9.50%, India – 11%

Growth Strategy & Initiatives



Growth Strategy



Thank you !



Disclaimer

Certain statements in this document may be forward-looking statements. Such forward-looking statements are subject to certain risks and uncertainties like regulatory changes, local political or economic developments, and many other factors that could cause our actual results to differ materially from those contemplated by the relevant forward-looking statements. Gravita India will not be in any way responsible for any action taken based on such statements and undertakes no obligation to publicly update these forward-looking statements to reflect subsequent events or circumstances.



GRAVITA

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