

26th July, 2017

GIL/2017-18/77

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/ Institution Investor Meeting

Dear Sir,

Pursuant to Regulation 30(6) of Securities and Exchanges Board of India (Listing Obligation and Disclosures Requirements) Regulations, 2015, we hereby disclose the schedule of Analyst / Institutional Investor meeting with the Company as under:

Date of Meeting	Name of Party
27 th July 2017	Birla Sun Life Asset Management Company Limited, Mumbai

We are also enclosing herewith Investor presentation for your record and same shall be uploaded on the website of the company i.e. www.gravitaindialimited.com

Kindly note that above is subject to change, if any. Changes may happen due to exigencies on the part of the Company

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



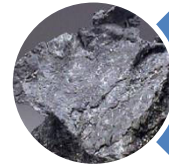
Presentation Structure



Corporate Overview



Business Overview



Lead 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**

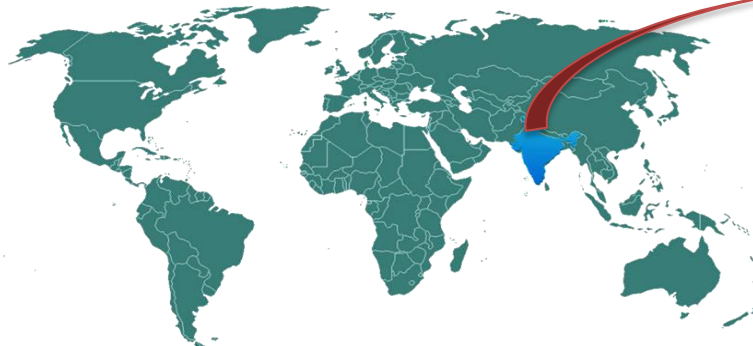
**Anchored by enthusiastic and motivated team
of experienced professionals**

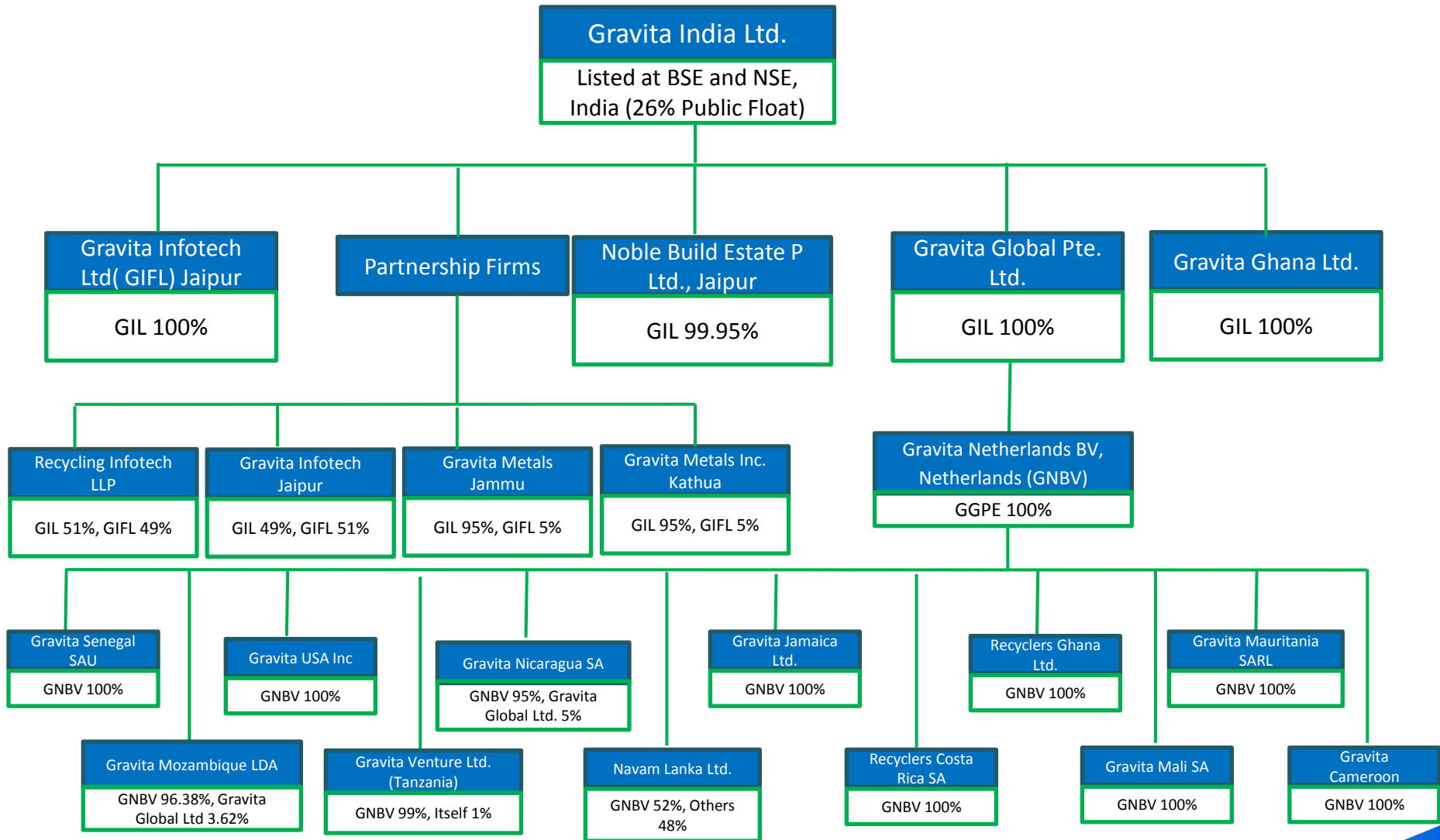
**More than 58% revenue flow from Inter-
national market. Revenue CAGR 40% & PAT
CAGR is 31% in last 10 Years.**

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

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

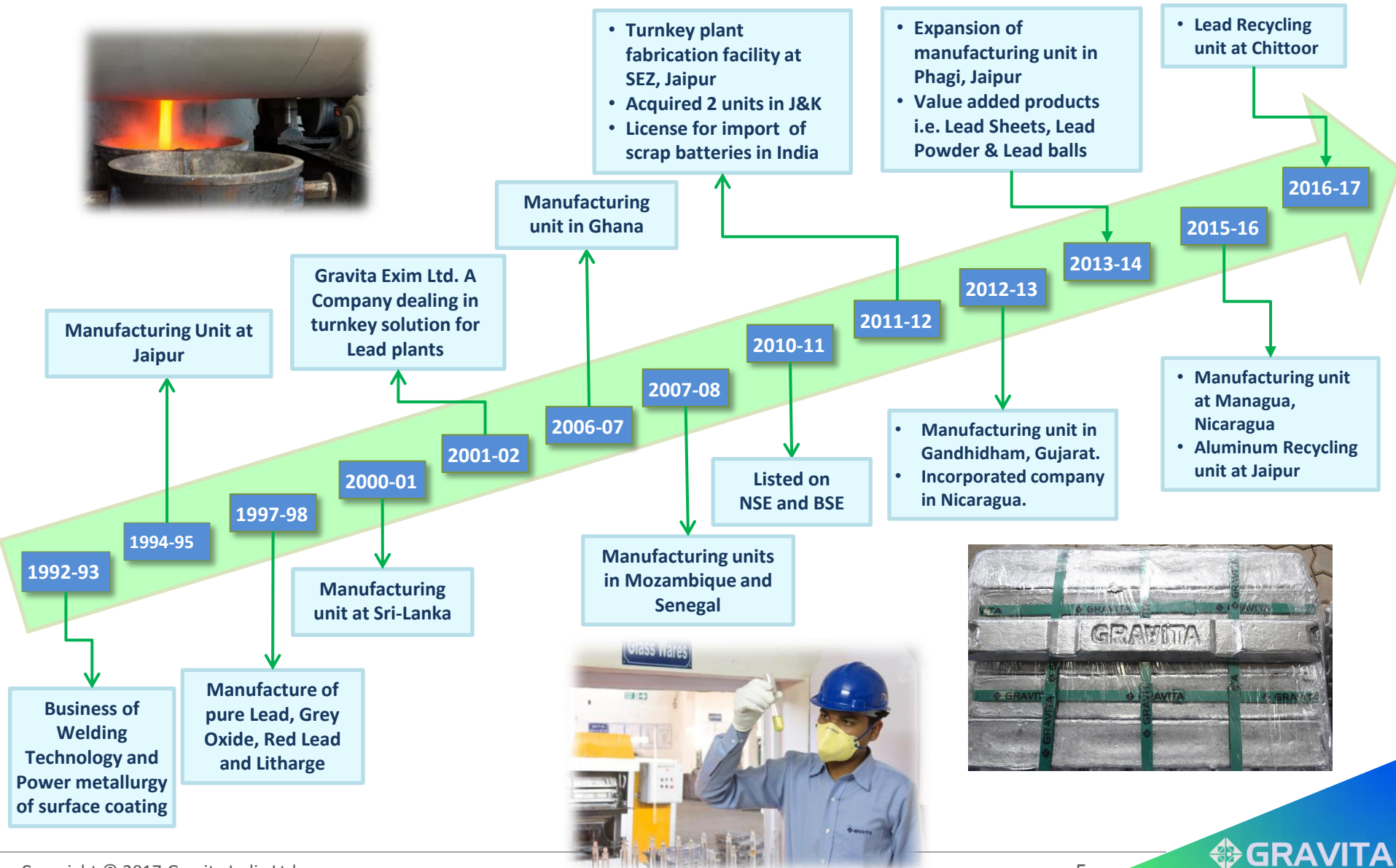
**Listed in India's Prestigious Stock Exchanges
BSE & NSE in 2010**



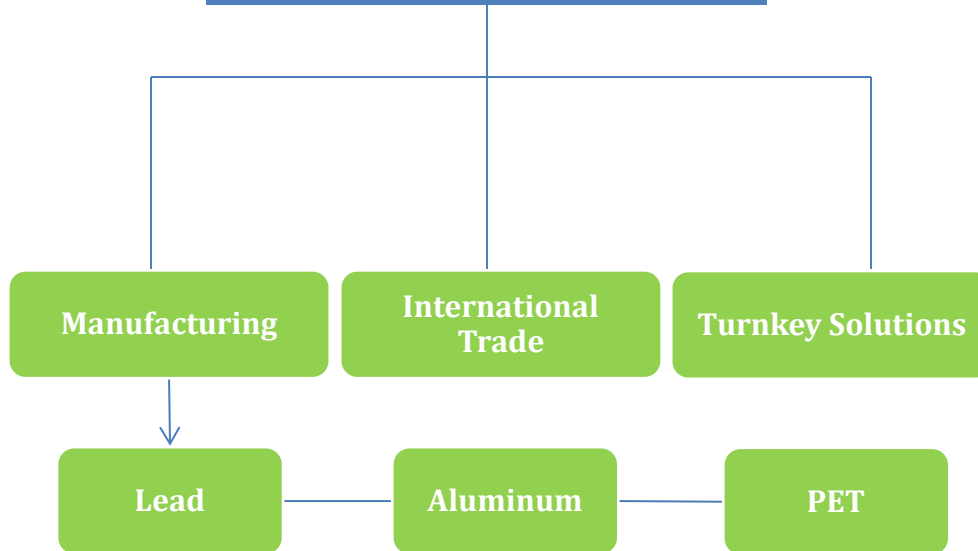


Corporate Overview

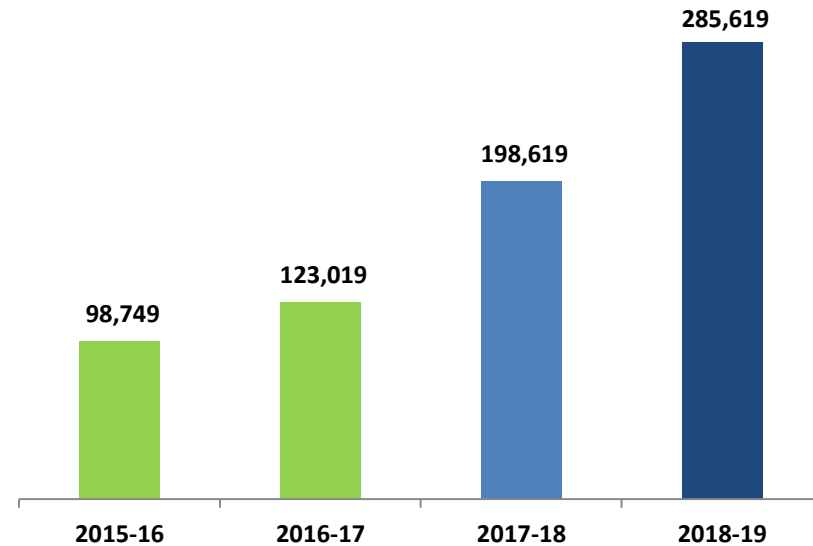
Key Milestones



Business Verticals



Installed Capacity in MTPA



	2016-17			2017-18			2018-19		
	Lead	Aluminum	PET	Lead	Aluminum	PET	Lead	Aluminum	PET
India	89,419	6,000	-	101,419	12,000	-	176,419	24,000	
Overseas	24,000	-	3,600	67,200	10,800	7,200	67,200	10,800	7,200
Sub Total	113,419	6,000	3,600	168,619	22,800	7,200	243,619	34,800	7,200
Total Capacity	123,019			198,619			285,619		



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 25 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 25 years of experience in the industry
- Oversees general management and strategic initiatives

Key Management Personnel



Mr. Naveen Prakash Sharma (President & CEO)

- 25 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. Vijendra Singh Tanwar (Director, New Business Development)

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



Mr. Yogesh Malhotra (Vice President, Operations)

- Over 24 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 MNIT, 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. Vijay Kumar Pareek (Vice President, Sales & Marketing)

- A wealth of experience of over 25 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. 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 24 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, Procurement Domestic)

- 24 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



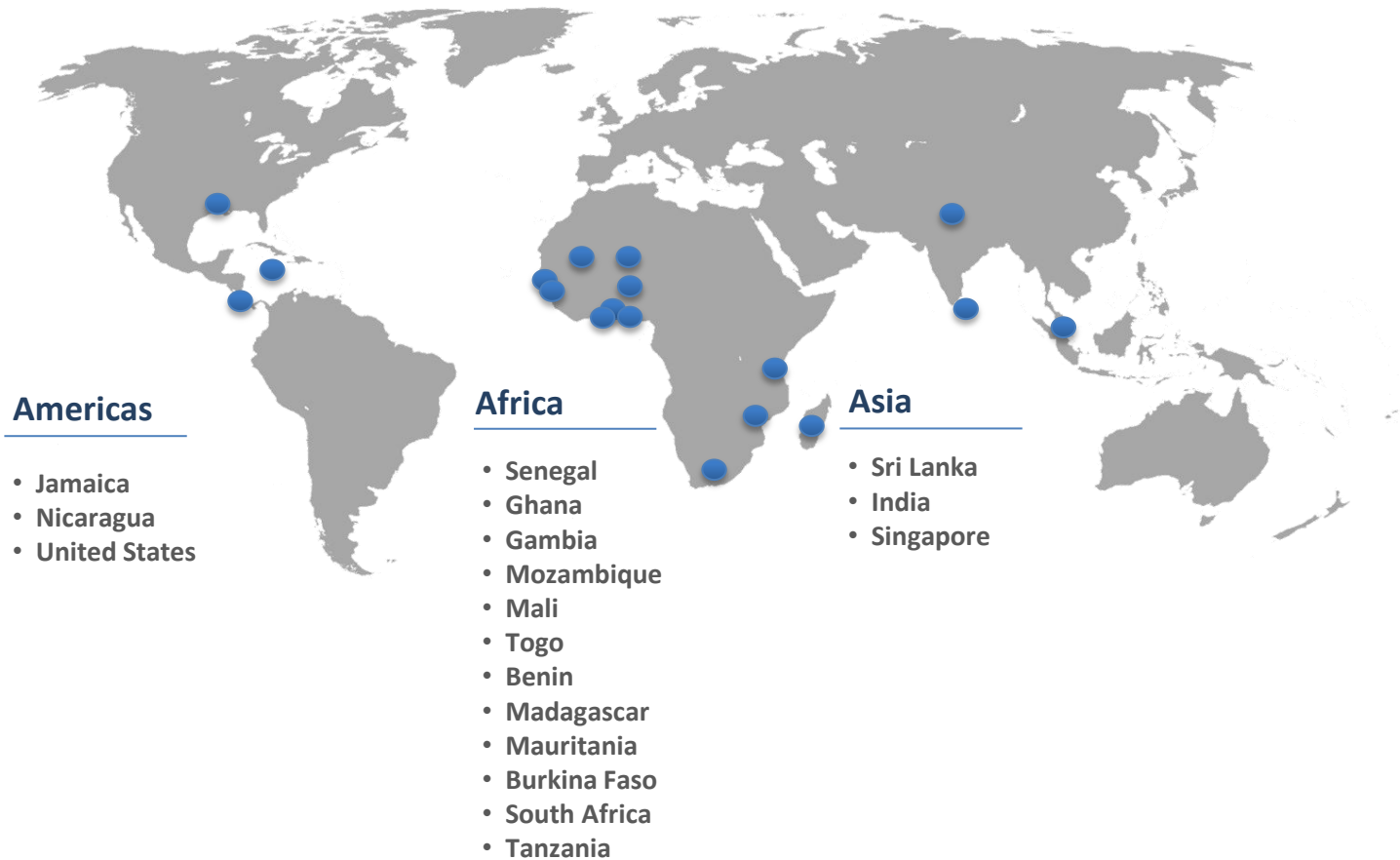
Mr. Sunil Kansal (Chief Financial Officer)

- 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.

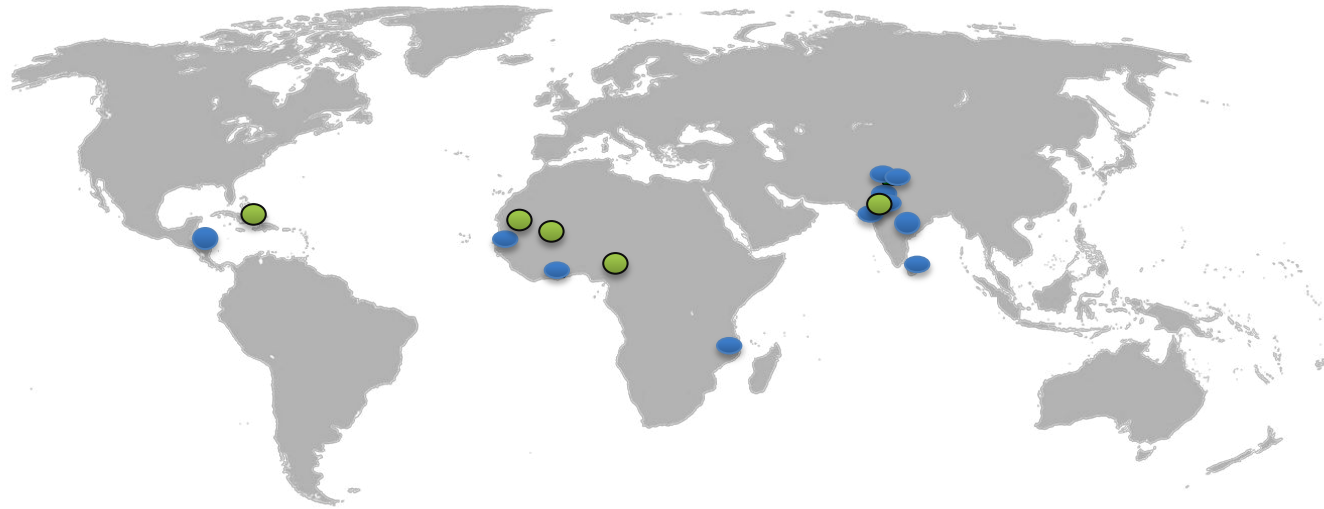
Business Overview



Global Collection Network



“Global access to cheaper raw material.”



Americas

- Nicaragua
- Jamaica

Africa

- Ghana
- Senegal
- Mozambique
- 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 6 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 Ingots and Aluminum Alloy Ingots.
- 38,919 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 and Lead Alloys
- 160 KM from Chennai Port for efficient logistics
- 12,000 MTPA Capacity



Gravita India Unit-III (SEZ Unit)

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



Gravita Metals

- Acquired Lead Recycling plant at Jammu, J&K
- Manufacturing of Pure Lead and Lead Alloys
- Fiscal benefits available in J&K
- 19,000 MTPA Capacity



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



Gravita Senegal SAU

- Established at Dakar, Senegal
- Manufacturing of Re-melted Lead Ingots and Trading of Non Ferrous Metal Scrap
- 4,500 MTPA Capacity



Gravita Nicaragua S.A.

- Established at Managua, Nicaragua
- Manufacturing of PET Flakes
- Capacity: 3,600 MTPA

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

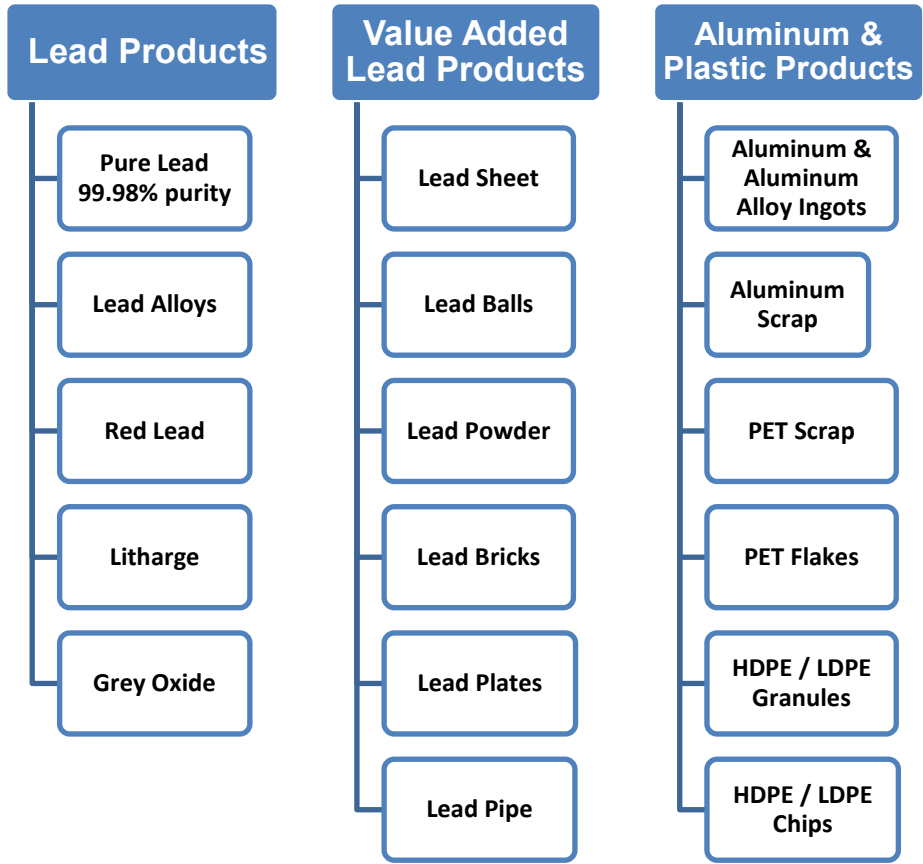
- Albania
- Belgium
- Croatia
- Germany
- Hungary
- Ireland
- Italy
- Kosovo
- Netherlands
- Poland
- Russia
- Spain

Major Customers:



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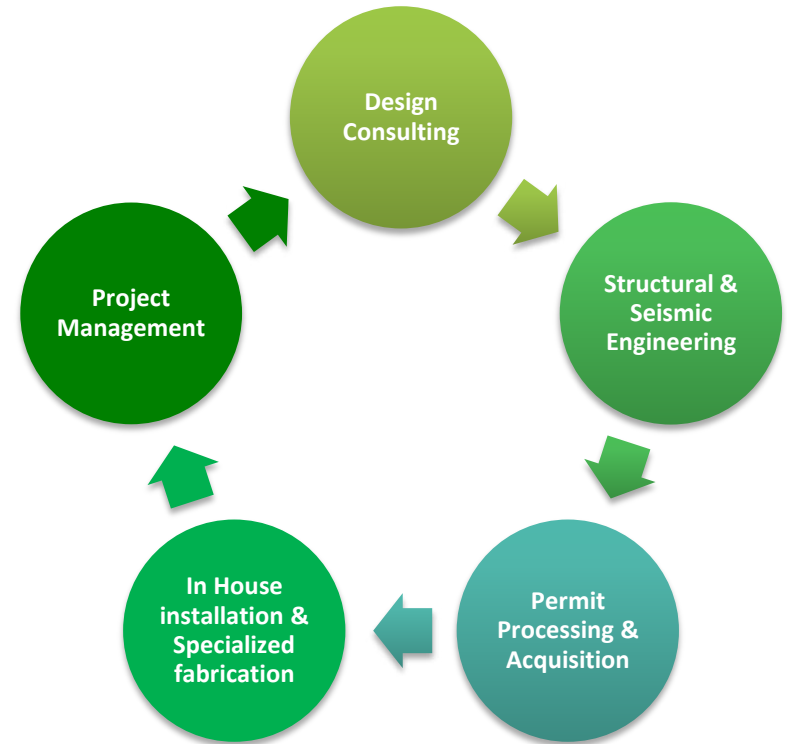
Product Spectrum



“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

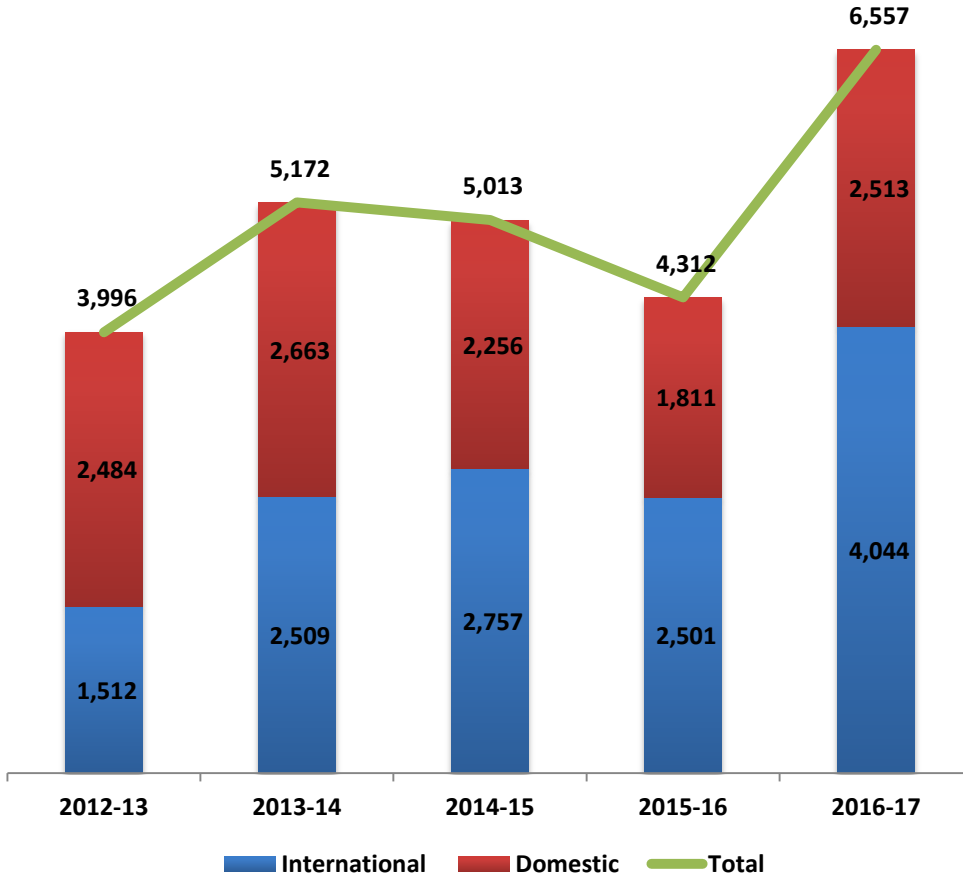
- Star Export House Recognized by Govt. of India
- COSIA Entrepreneurship Appreciation Award 2011
- MSME National Award 2010
- Business Excellence Award
- Business Today Green SME Award
- Udyog Bharti Award
- Indian Achievers Award
- Business Leadership Award
- Niryat Shiromani Award
- Rastriya Vikas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



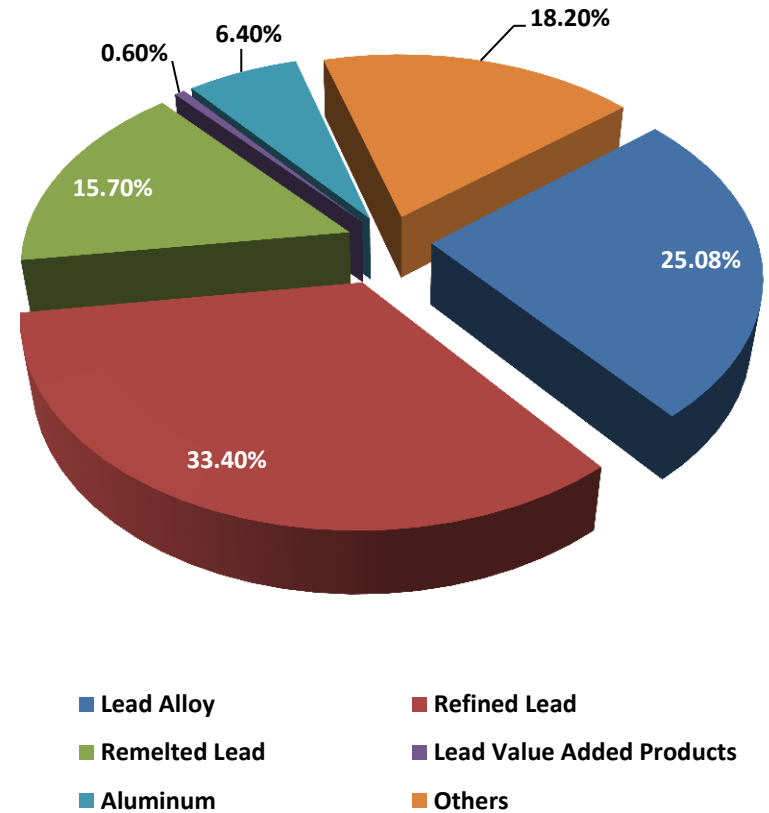
Financials



Revenue Analysis (In INR Millions)



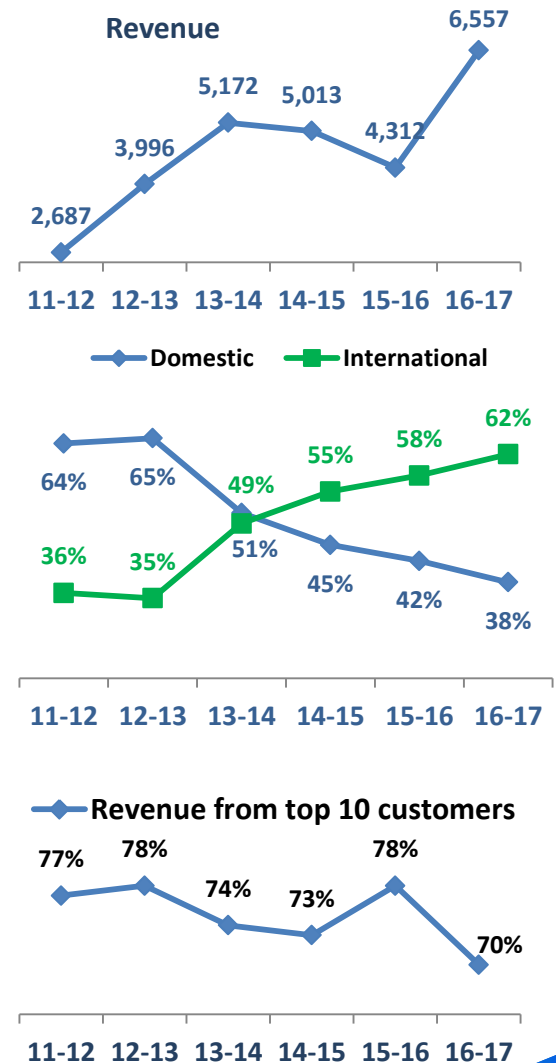
Product-wise Revenue FY 2016-17



Profit & Loss Statement

INR Million

Particulars	Year ended	Year Ended	Year Ended	Year Ended	Year Ended	Year ended
	31.03.2012	31.03.2013	31.03.2014	31.03.2015	31.03.2016	31.03.2017
Total Operating Income	2,687.18	3,995.82	5,171.79	5,012.85	4,311.96	6,556.79
Y-o-Y Growth	5.93%	48.70%	29.43%	-3.07%	-13.98%	52.06%
Cost of Raw Material	1,594.21	2,743.45	4,018.88	4,006.84	3,095.27	5,127.69
Purchase of Stock in Trade	648.09	657.75	257.63	339.48	403.45	59.49
Change in Inventory	(46.61)	(163.15)	(43.62)	(94.41)	79.72	(47.42)
COGS	2,195.69	3,238.05	4,232.90	4,251.92	3,578.45	5,139.76
Gross Margin	491.49	757.76	938.89	760.94	733.51	1,417.03
Gross Margin %	18.29%	18.96%	18.15%	15.18%	17.01%	21.61%
Employee Expenses	134.65	173.44	218.92	251.51	245.75	364.39
Other Expenses	161.85	228.90	306.05	321.11	327.46	498.49
Total Expenses	296.50	402.35	524.97	572.62	573.21	862.88
EBITDA	194.99	355.41	413.91	188.32	160.29	554.15
EBITDA %	7.26%	8.89%	8.00%	3.76%	3.72%	8.45%
Depreciation	15.17	21.87	60.34	63.63	67.09	65.80
EBIT	179.82	333.53	353.57	124.69	93.20	488.35
EBIT %	6.69%	8.35%	6.84%	2.49%	2.16%	7.45%
Other Income	41.58	30.27	14.47	46.33	42.04	9.46
Financial Costs	25.41	90.88	91.77	98.77	75.68	85.77
PBT	185.20	272.92	245.04	72.25	59.56	412.04
PBT %	6.89%	6.83%	4.74%	1.44%	1.38%	6.28%
Tax	32.73	37.93	28.73	(23.60)	4.76	82.49
PAT Before Minority Interest	152.46	234.98	216.30	95.85	54.80	329.55
PAT before MI %	5.67%	5.88%	4.18%	1.91%	1.27%	5.03%
PAT After Minority Interest	150.43	190.35	213.21	66.19	43.70	302.98
PAT after MI %	5.60%	4.76%	4.12%	1.32%	1.01%	4.62%
Basic EPS	2.21	2.79	3.13	0.97	0.64	4.43



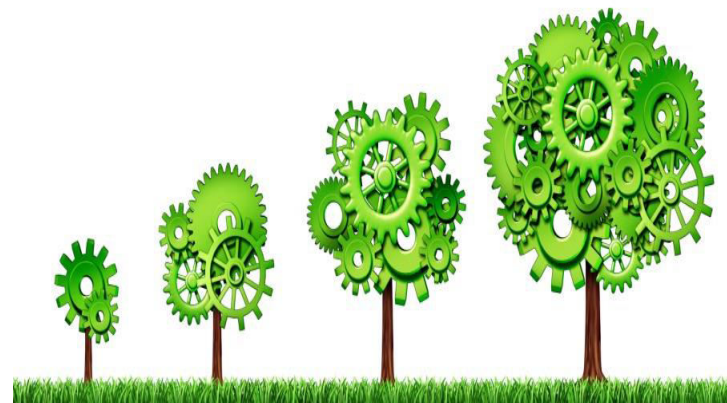
Financials

Balance Sheet

INR Million

Particulars	FY 2011-12	FY 2012-13	FY 2013-14	FY 2014-15	FY 2015-16	FY 2016-17
SOURCES OF FUNDS						
Share Capital	136.20	136.25	136.35	136.51	136.74	136.93
Share Application Money	-	-	-	-	-	-
Reserves & Surplus	728.41	857.65	981.09	1,023.71	1,054.87	1,362.93
Minority Interest	18.03	80.38	58.22	74.37	49.81	48.56
Total Shareholder Funds	882.64	1,074.28	1,175.66	1,234.59	1,241.42	1,548.42
DEBT						
Long Term Borrowings	98.93	144.05	70.93	14.67	62.93	200.31
Long Term Liabilities	8.59	12.78	18.01	10.89	12.37	41.76
Total Sources of Funds	990.16	1,231.11	1,264.60	1,260.15	1,316.72	1,790.49
APPLICATION OF FUNDS						
NON CURRENT ASSETS						
Tangible & Intangible Assets	328.68	441.12	605.89	538.85	539.24	745.72
Capital Work in Progress	8.62	128.35	62.29	61.38	154.19	315.40
Long Term Loans & Advances	7.73	36.63	32.68	39.21	57.70	56.98
Other Non Current Assets	126.51	64.86	69.09	84.99	61.11	7.13
Investments	57.46	1.46	0.19	0.41	0.44	0.36
Total Fixed Assets	529.00	672.42	770.14	724.84	812.68	1,125.58
CURRENT ASSETS						
Inventories	281.94	683.51	622.87	894.57	753.87	1,102.93
Current Investments	141.48	85.81	-	-	-	-
Trade Receivables	448.44	432.22	501.55	265.45	295.59	487.71
Cash & Cash Equivalents	56.25	37.06	35.33	66.80	85.93	148.15
Short Term Loans & Advances	191.33	247.25	330.44	491.60	442.98	577.80
Other Current Assets	6.53	3.48	9.45	58.20	6.55	21.46
Total Current Assets	1,125.97	1,489.33	1,499.64	1,776.62	1,584.92	2,338.05
CURRENT LIABILITIES						
Trade Payables	72.66	217.39	79.77	130.40	81.88	142.36
Other Current Liabilities	44.73	153.17	132.76	129.38	59.31	193.78
Short Term Provisions	47.48	24.75	51.33	25.14	22.08	36.49
Short Term Borrowings	499.94	535.33	741.32	956.39	917.62	1,301.15
Total Current Liabilities	664.81	930.64	1,005.18	1,241.31	1,080.88	1,673.78
Net Current Assets	461.16	558.69	494.46	535.31	504.04	664.28
Total Application of funds	990.16	1,231.11	1,264.60	1,260.15	1,316.72	1,790.49

- Net Worth grown by 5 times during last 7 years
- Market Cap is ~INR 5,000 Million
- Average Dividend Payout @ 26% since last 5 years
- Low Long Term Debt and Financial Leverage.

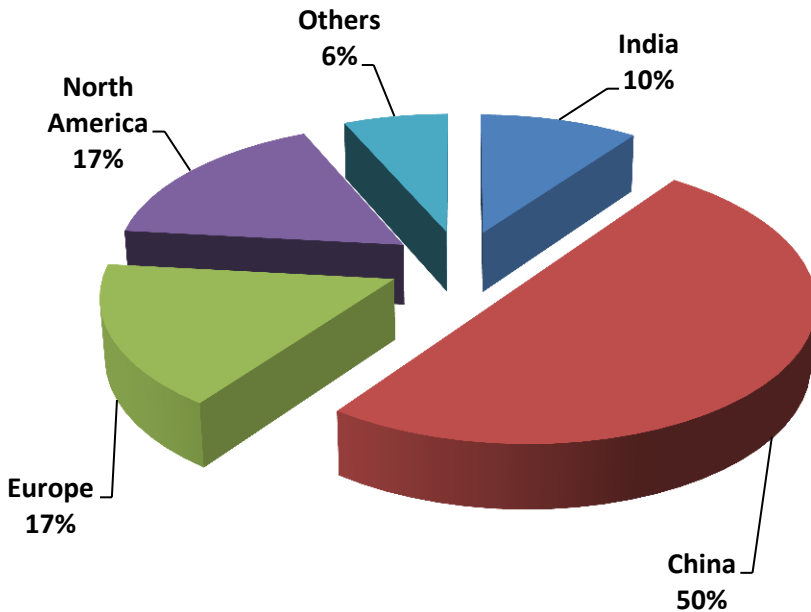


Industry Outlook

- 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.

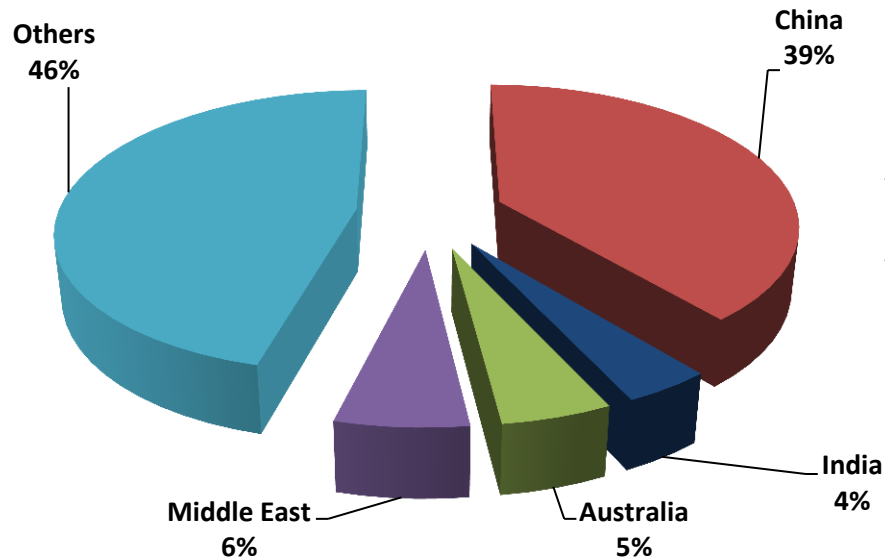
Growth Drivers of Lead Industry

- 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

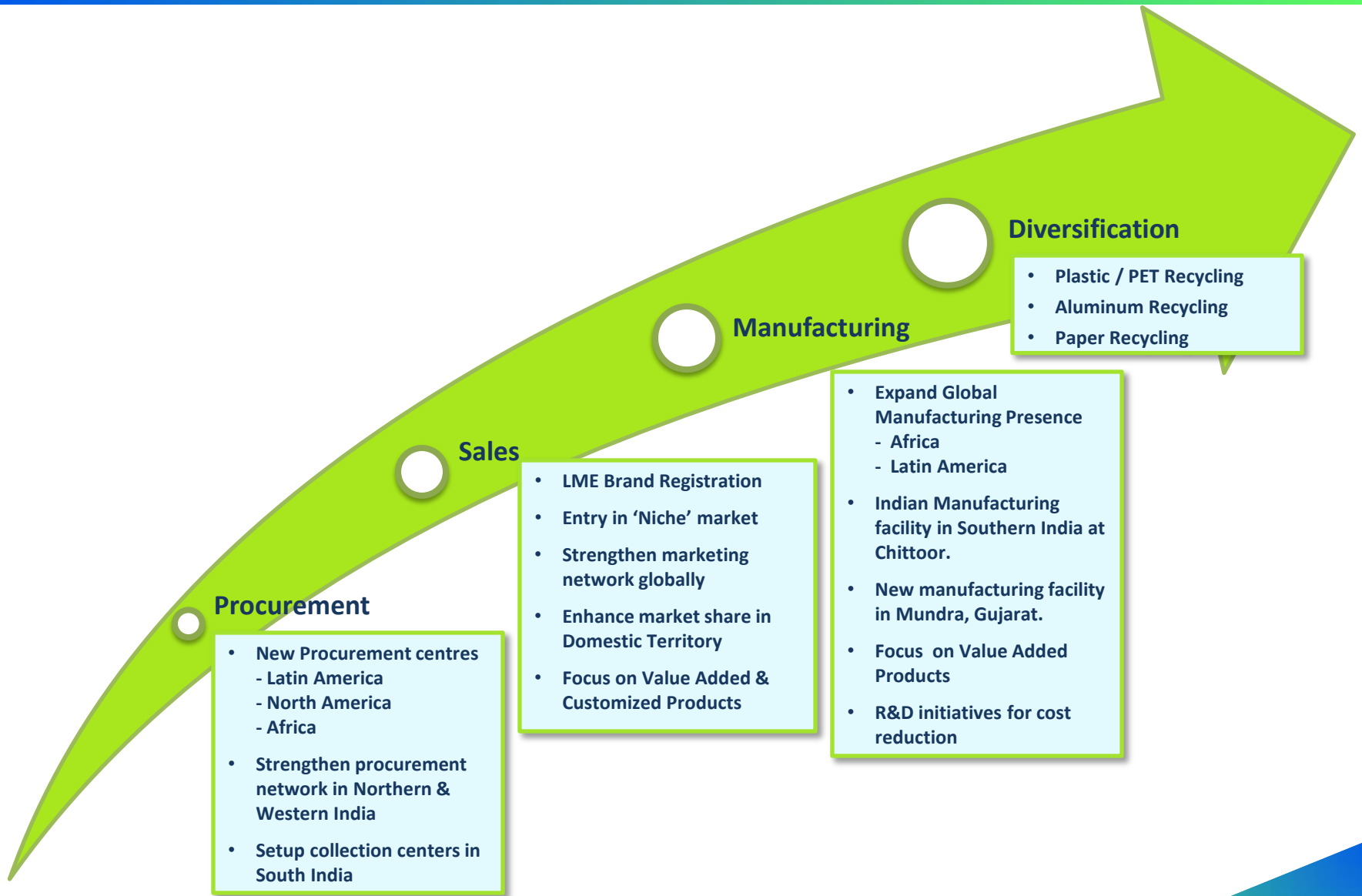
- Aerospace Industry
- Die Casting / Industrial applications
- Automotive Industry
- Electronic and Electrical applications

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

www.gravitaindia.com | www.gravitagroup.com

Email : info@gravitaindia.com