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

F: +91 22 6708 2599



GRP/M/ *90* /2018-19

29.05.2018

То

BSE Limited

Phiroze Jeejeebhoy Towers,

Dalal Street,

Mumbai - 400 001.

То

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(6) of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith investor presentation.

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

You are requested to take the above on record and oblige.

Thanking you,

Yours truly.

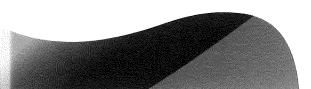
For GRP Limited

Ganesh A. Ghangurde

President & Chief Financial Officer &

Company Secretary

Encl.: As above







GRP Limited

Investor Presentation May 2018

Safe Harbor



This presentation and the accompanying slides (the "Presentation"), which have been prepared by **GRP Limited** (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment what so ever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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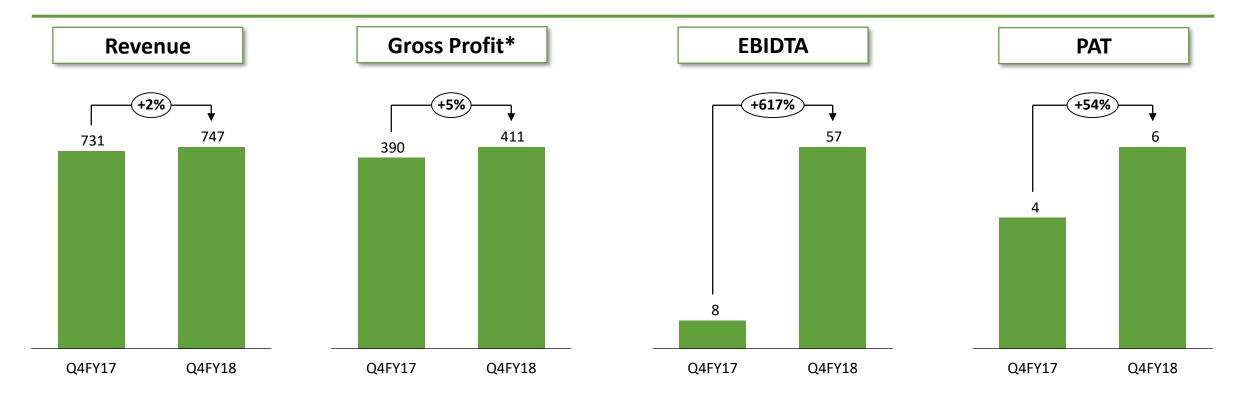
Certain matters discussed in this Presentation may contain statements regarding the Company's market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company's ability to successfully implement its strategy, the Company's future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company's market preferences and its exposure to market risks, as well as other risks. The Company's actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.

Performance Highlights



Performance Highlights (in Rs. Mn)





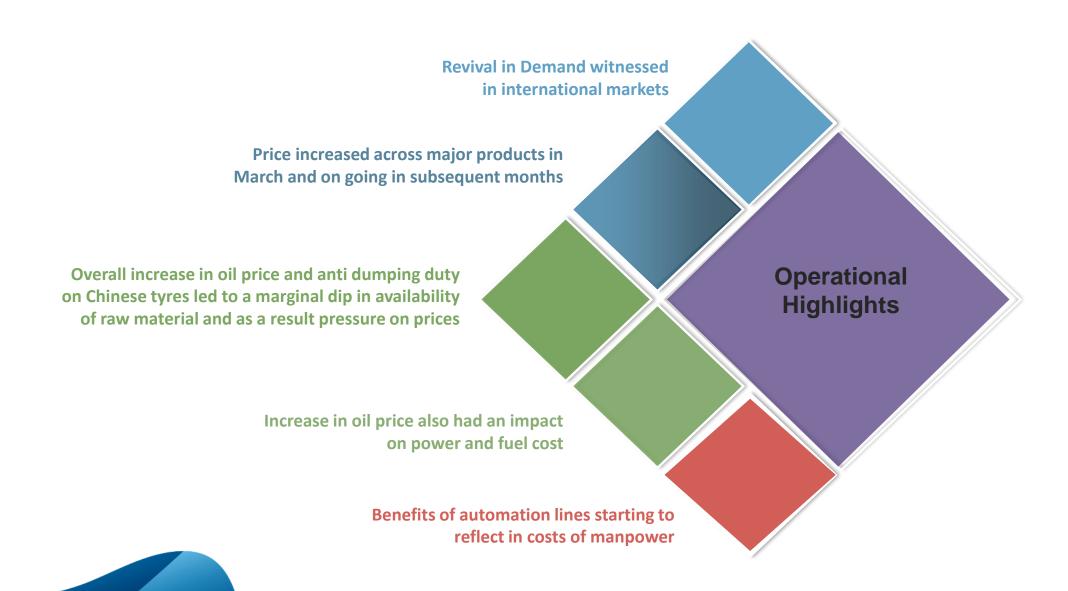
Key Highlights

EBIDTA / PAT: Increase in EBITDA in Q4FY18 vis-à-vis Q4FY17 is mainly on account of Increase in Volume, Lower Raw Material prices and Process Automation

^{*}Gross profit: Revenue – cost of material consumed – purchase of stock-in-trade – change in inventory

Operational Highlights Q4FY18





Segmental Profit & Loss Statement

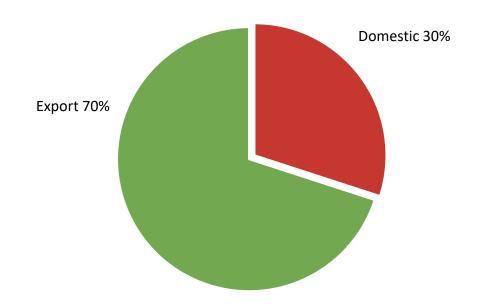


Particulars (in Rs. Mn)	Reclair	m Rubber	Non-Reclaim Rubber		
	FY 18	FY 17	FY 18	FY 17	
Revenue	2,923	2,958	73	74	
Raw Material	1,348	1,350	32	37	
Employee Cost	469	475	51	55	
Other Expenses	859	818	46	29	
EBIDTA	247	315	-56	-48	
EBIDTA %	8%	11%	-	-	
Other Income	9	21	2	9	
Depreciation	124	130	10	10	
Finance Cost	39	34	4	3	
PBT	93	172	-68	-52	
PBT %	3%	6%	-	-	
Tax	15	37	0	0	
PAT	78	135	-68	-52	
PAT %	3%	5%	-	-	
Cash Profit	202	264	-59	-49	

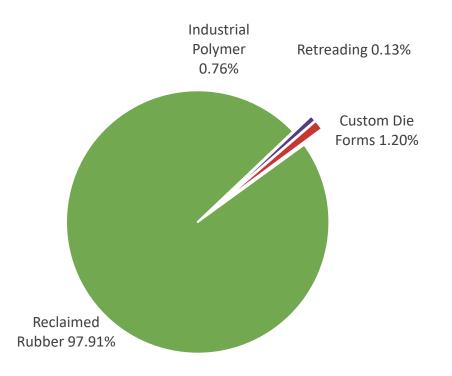
Revenue Break-Up



Geographical Breakup



Businesswise Breakup



Profit & Loss Statement



Particulars (Rs. Mn)	Standalone			Consolidated		
	Q4 FY18	Q4 FY17	Change	FY18	FY17	Change
Revenue from Operations*	747	731	2.1%	2,998	3,038	-1.3%
Manufacturing Expenses	335	341		1,373	1,387	
Employee Cost	124	139		525	535	
Other Expenses	231	244		911	855	
EBIDTA	57	8	617.1%	189	261	-27.6%
Other Income	6	25		7	27	
Depreciation	33	34		139	143	
Finance Cost	11	9		44	38	
Profit before share of Profit / Loss of JV	19	-10		13	107	
Share of Profit / (Loss) of JV	0	0		(5)	(0)	
PBT	19	-10		8	107	
Tax	13	-14		15	38	
PAT	6	4	54.0%	(8)	69	-

Key Highlights

Consolidated EBITDA / PAT: Reduction EBITDA in FY18 vis-à-vis FY17 is largely due to increase in Freight Outward Aggregating to Rs 48 Mn due to increase in trend of Oil Prices

Balance Sheet



Liabilities (Rs. Mn)	Mar-18	Mar-17	
Equity Share Capital	13	13	
Other Equity	1,227	1,250	
Equity attributable to owners of the			
Company	1,241	1,263	
Total Equity	1,241	1,263	
Non-Current Liabilities			
Financial Liabilities			
- Borrowings	53	114	
- Other Financial liabilities	1	1	
Provisions	7	6	
Deferred Tax Liabilities (Net)	220	241	
Total Non-Current Liabilities	282	363	
Current Liabilities			
Financial Liabilities			
- Borrowings	458	500	
- Trade Payables	157	160	
- Other Financial Liabilities	77	76	
Other Current Liabilities	49	55	
Provisions	29	23	
Current tax liabilities (Net)	4	-	
Total Current liabilities	774	815	
Total Equity & Liabilities	2,296	2,442	

Assets (Rs. Mn)	Mar-18	Mar-17
Non-Current Assets		
Property, Plant and Equipment	1,246	1,324
Capital work in progress	22	21
Investment Property	11	11
Intangible assets	4	7
Financial Assets		
- Investments	8	13
Other Non-Current Assets	39	56
Total Non Current Assets	1,331	1,432
Current Assets		
Inventories	341	459
Financial Assets		
- Trade receivables	515	485
- Cash and cash equivalents	9	4
- Bank balances other than mentioned	2	5
- Other Financial assets	3	8
Current Tax Assets (Net)	-	7
Other Current Assets	94	43
Total Current Assets	965	1,009
Total Assets	2,296	2,442



Introduction



Tyre Graveyards are increasing across the Globe



7.6 Billion people in the world



1.7 billion new tyres produced a year



Creating huge



TYRE GRAVEYARDS...

1.4 Billion vehicles on the road

Over 1 billion waste tyres generated per year



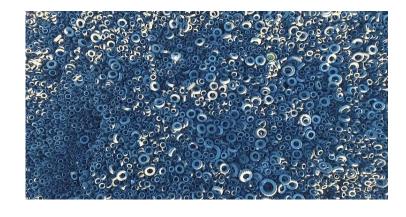
...presenting a HUGE OPPORTUNITY



Huge tyre graveyards that can be seen from Space

GRP uses end-of-life tyres to recycle and manufacture

Reclaimed rubber, Engineering plastics,
Die-cut products























It is our raison d'etre



Recover, Recycle, Reuse' is GRP's raison d'etre as well as mantra for creating a clean planet

- GRP is one of the leading producers of reclaim rubber
- It recycles end- of-life tyres, automotive inner tubes, automobile profiles and moulded rubber products to produce consistent quality reclaim rubber
- The rubber produced emits 95% Lower greenhouse gas v/s virgin polymers



...to Reduce, Reuse & Recycle





REDUCE



TYRE RETREADING

- Process to extend the life of Commercial Vehicle tyres beyond single use
- Environmental friendly process ensuring saving in valuable resources

POLYMER COMPOSITES

- Manufactured from 100% recycled rubber and plastics
- Product is environmental friendly, strong and durable as a substitute to wood & concrete





CUSTOM DIE FORMS

 Custom die forms engineered from end of life truck and bus bias tyres used in application where low cost solutions are a necessity like door mats, impact resistance products and Agricultural equipment's

RECLAIM RUBBER

Produced from end of life tyres, automotive inner tubes, automobile profiles and moulded rubber products to produce consistent quality reclaim rubber

INDUSTRIAL POLYMERS

 Recovery and Reuse of polyamide from end-of-life tyres, a key competitive advantage is the continuous availability of in-house raw materials



Our Business



Believing in possibility of better tomorrow...





7 Manufacturing Units with 72,000 tons/year capacity

Export presence in **60+ Countries** across **200+ customers**





18% share in Indian Market & **50% of India's Export** in reclaimed rubber

~1.2 Mn End-of-Life tyres saved from reaching landfills **Every Year**





Supplies to **7 out of top 10** global tyre companies

ISO and BS OHSAS REACH Certified for EU Zone



OUR VALUES

SUSTAINABILITY

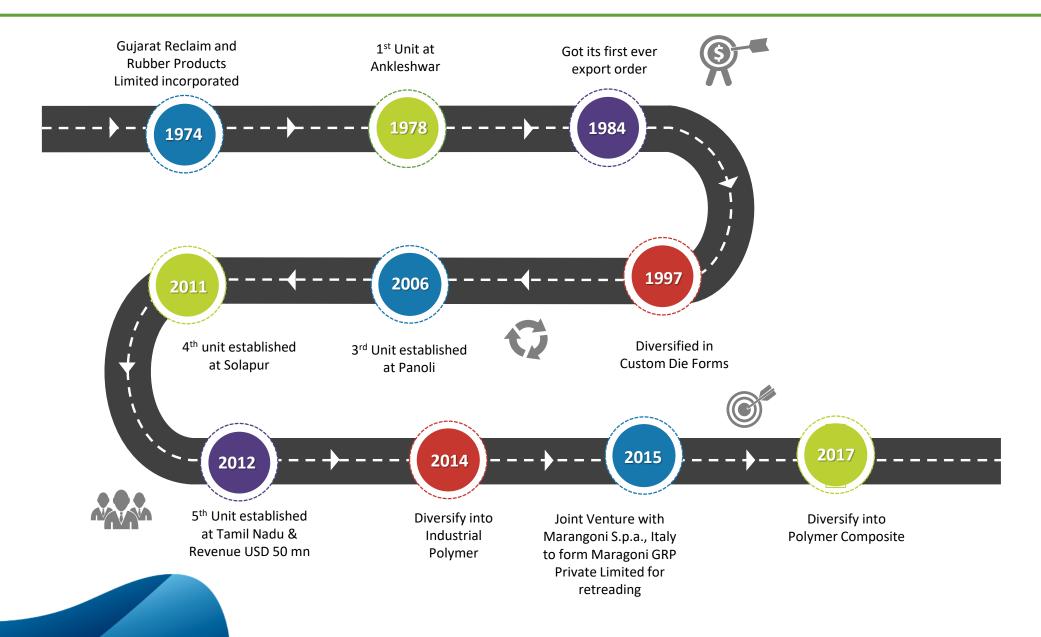
TRUST

COMMITMENT

INTEGRITY

... since Four Decade & Counting





...serving the needs of Global Mobility Industry





60+ Countries





200+ **Vendors**

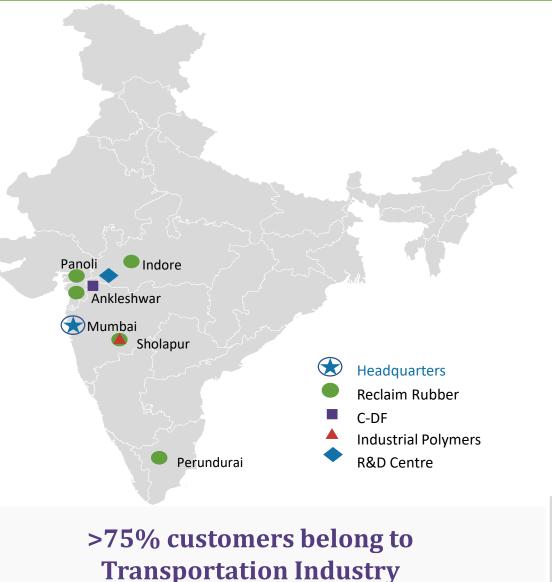




Manufacturing Units



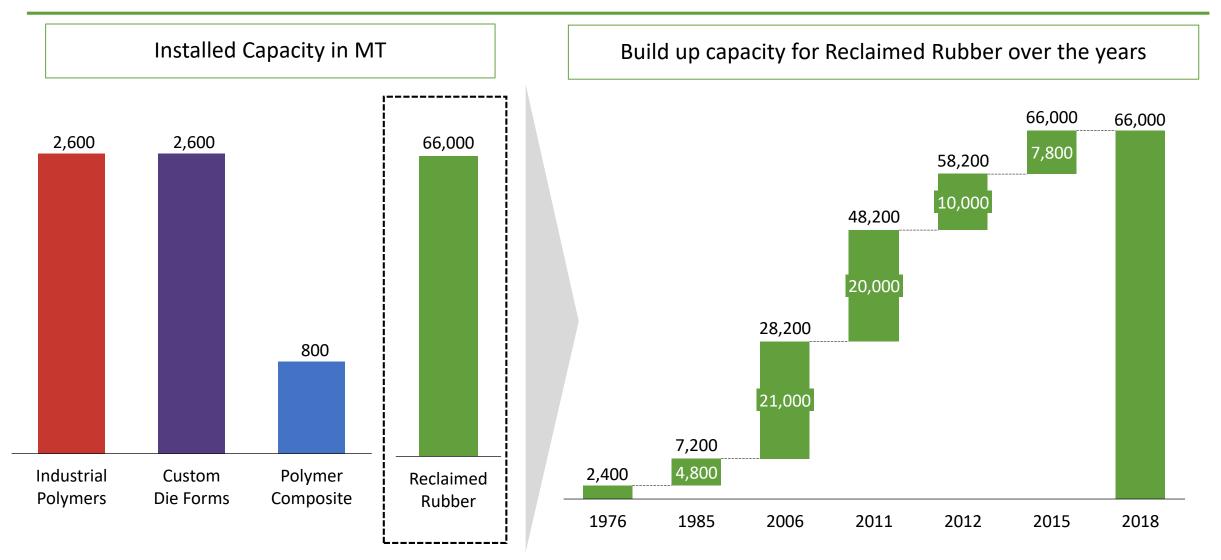
1000+ **Employees**



Transportation Industry

...supported by self designed Manufacturing Facilities





...with our R & D Capabilities



Product

- ContinuousDevelopment of NewProducts
- Expansion in New Product Categories

New Products



Process

- Automation of Processes
- Environment friendlyZero Discharge

Margin Improvement



Application

- Developing New Application across diversified Industries
- Products designed based on Customer application needs

Customer Relationship



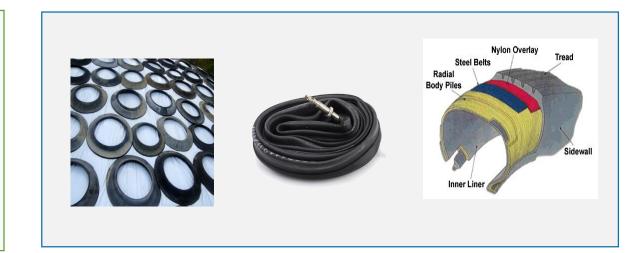
...with Diversified Product Applications



TYRE APPLICATION

Inner Liner Inner Tubes Tyre Side Walls

Tyre Piles Tyre Treads & Retreads

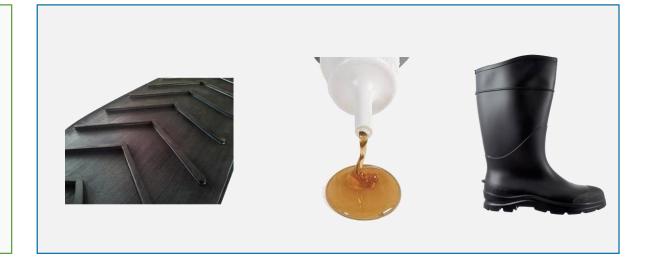


NON - TYRE APPLICATION

Conveyor Belts Adhesives

Automotive Roofing Footwear

Moulded Goods Matting





Reclaim Rubber

...across Business Verticals



Industrial Polymers

Custom Die Forms

INDUSTRY APPLICATION

Consumer Automotive

Electrical & Electronics Industrial

APPLICATION

Link Mats Door Mats

Industrial Mats Dock Bumpers



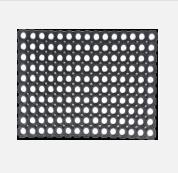
Reprocessed Nylon Glass Filled



Reprocessed Nylon Unfilled



Modified Nylon



Door Mats



Industrial Mats



Dock Bumpers

...all Major Tyre and Non Tyre Customer Relationships



























































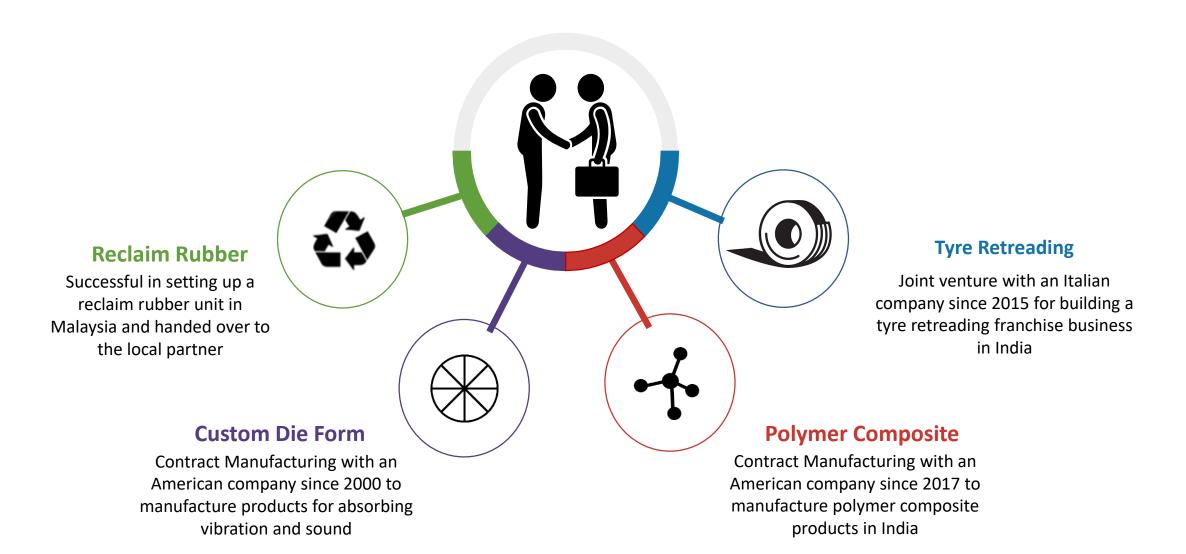






...Global Partnerships for Business Growth





...Distinguished Board of Directors







Chairman & Non-Executive Director

No. of Years of Experience : More than 40 years in General Management

Qualification: Graduate with Honours from St. Stephen's College (Delhi) and Alumnus of Stanford University, USA and Selwyn College, Cambridge, UK. Also a director in The Malayala Manoram Co Ltd & Commercial Broadcasts Ltd.



Rajendra Gandhi

Managing Director

No. of Years of Experience: More than 39 years in General Management

Qualification: graduate engineer from the Indian Institute of Technology, Mumbai. Also a director in Steelcast Ltd.



Harsh Gandhi

Executive Director

No. of Years of Experience: 15 years in various Managerial positions

Qualification : OPM program from Harvard Business School USA & holds a Bachelor of Science in Management Purdue University USA



Rajeev Pandia

Independent Director

No. of Years of Experience: More than 39 years and been influential in Strategic Planning, Project Evaluation & Management, Technology Transfer

Qualification: Bachelor in Technology (Ch.Eng.) IIT, Mumbai, & has obtained his Masters in Science from Stanford University, USA. Also a director in Excel Industries Ltd & The Supreme Industries Ltd.

...Distinguished Board of Directors







No. of Years of Experience : More than 30 years in General Management

Qualification: He is a Graduate and an accomplished industrialist and the Chairman of the Industrial
Development & Investment Co. Pvt Ltd



Alpana Parida

Independent Director

No. of Years of Experience: 30 year Marketing career, spanning USA and India;

Qualification: Graduate from IIM (Ahmedabad) and has a Bachelor's degree in Economics from St. Stephen's College, Delhi University. Also a director in Cosmo Films Ltd & Primesec Investments Ltd



Saurabh Shah

Independent Director

No. of Years of Experience: More than 20 years of experience as advisor in the fields of public equity investments, private equity, capital markets and Merger & Acquisition in India

Qualification: MBA from the Stern School of Business at New York University. Also a director in Citicorp Finance (India) Ltd.



Nayna Gandhi

Non-Executive Director

No. of Years of Experience: More than 39 years and also director in Grip Polymers Ltd., (wholly owned subsidiary of GRP Ltd.) since November, 1993

Qualification: Diploma holder in Home Science

...with Experienced Management Team



Ganesh Ghangurde

President, Chief Financial Officer & Company Secretary

- Chartered Accountant (ICAI)
 & Company Secretary (ICSI)
- Associated with GRP's senior Management Cadre for more than 25 years
- Experience covers Finance & Accounts, Legal & Statutory, Compliances, Projects,, Rights & Public Issues, IT & SAP Implementations

Hemanth Kaul

President Marketing & CEO of MGPL

- MBA, Leeds University Business School, UK
- At GRP since 2012 post spending 19 years in tyre sector in India & Europe with Apollo tyres and Birla tyres
- Handling MGPL business in India; oversee Sales and Marketing & Business Development for Reclaim Rubber.

Rajen Doshi

VP Operations

- IIT Mumbai, MS / MBA / CFA
- Experienced in executing business transformations, M&A and Change Management across Manufacturing, Service and Technology companies.
- Worked across NA, Europe and Asia in B2B and B2C space for companies like GE, Honeywell, Coke, Citigroup, Legal & General (UK) and Mahindra (India).

Kush Giramkar

Business Head IP & Head Procurement

- Graduate mechanical engineer from Govt. College of Engineering, Pune with post-graduation in business management from Indo German Chamber of Commerce.
- More than 22 years of rich experience in the diverse fields of manufacturing sector such as Materials Management, Project Management, Operations, R & D and New Business Development.

Sanjeeb Lahri

Head HR & Administration

- Post Graduate Diploma in Industrial Relations & Personnel Management from University of Burdwan,
- More than 20 years of professional experience in the diverse fields of Talent Acquisition, Staffing, Employee/Industrial Relations, Productivity & Analysis, Learning & Development.
- More than 19 years of experience with TATA Group (Domestic & International)

Awards & Accolades – Testimony to our raison d'etre





EcoVadis CSR Rating 2017: BRONZE







Silver Certificate of Merit (2008)





Finalist, Parivartan Sustainability Leadership Award (2011)



Supply Chain Leader Award (2010) At Logistics 2.0



Quality Circle Forum of India Award (2012) For 5S Competition from Vadodara Chapter for its Ankleshwar & Panoli Units





CSR – Impact Positive Initiatives



- Our CSR vision "to contribute towards social and economic development of the communities where we operate in. And while doing the same, we want to build a sustainable way of life for all sections of society".
- GRP believes in doing business the right way and ensuring that we reach out to underserved communities in the way we do business.
- GRP believes in focus beyond business interests and addressing the "quality of life" challenges that underprivileged communities face, and working towards making a meaningful difference to them



EDUCATION

- Balwadis/Mobile Vans for Elementary Education
- Toy-bank to strengthen development through play in rural areas
- Merit based scholarship to support University Education
- Strengthen/Support existing institutes engaged in providing primary, secondary & higher level Education



SUSTAINABLE LIVELIHOOD

- Supporting initiatives around Yoga, meditation, other selfhelp
- Awareness programs for clean living/housing facilities (5S, etc.)
- Awareness programs on hygiene, safe water
- Encouraging plantation of trees through self-help groups of women



HEALTHCARE

- Primary health care centres
- Mobile health care projects
- Preventive health through awareness programs



WOMEN EMPOWERMENT

- Gram Pari in rural areas
- Girl child education up to university level
- Introduction of Water wheel for women to roll it from a distance

GRP has built a strong association with institutes like such as: Tata Institute of Social Science, Pravara Medical Trust, Ankleshwar Rotary Welfare Trust, K C Mahindra Education Trust, Nanhi Kali Foundation

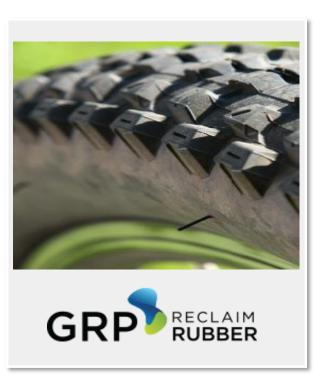


Business Verticals

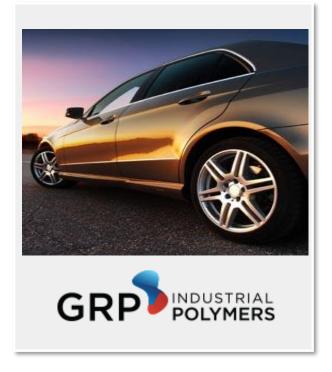


Business Verticals











Reclaim Rubber - Industry Leading Technology





1ST Company in India to design, fabricate and install an entire plant & machinery for manufacture of reclaim rubber from complete indigenous components



Strong focus on innovation and R & D with DSIR approved lab, $\mathbf{1}^{st}$ company in India to develop reclaims like EPDM & High Tensile



1st company in reclaim rubber sector in India to become SAP ERP enabled



ISO certified company following strict quality control norm ensuring right material supply to its customers



Recycles 1 out of every 10 truck tyres & 1 out of every 8 tubes produced in India



Largest exporter of reclaim rubber from India to more than **60 countries** around the world. Caters to **7 out of Top 10** global tyre companies



VALUE PROPOSITION



- Cost-saving compared with virgin rubber
- Reduced Energy Consumption



- Alternative to hazardous landfills
- Substitutes natural rubber & crude based synthetic rubbers saving natural resources



- Faster Mixing Cycle
- Improved extrusion rate
- Retention of good ageing properties
- Reduced splicing defects
- Controlled die swell

Reclaim Rubber - Cost Effective Alternative



PRODUCT OFFERING



NATURAL RUBBER RECLAIM

- Whole Tyre Reclaim
- Ultra High & High Tensile Reclaim
- Natural Tube Reclaim



SYNTHETIC RUBBER RECLAIM

- Butyl & Chlorobutyl Reclaim
- EPDM Reclaim



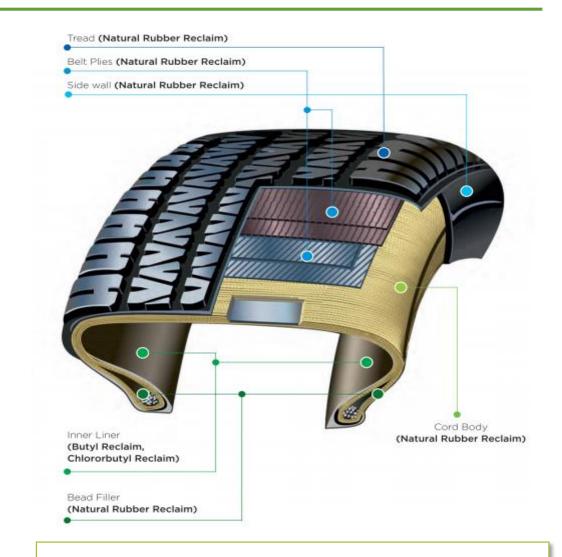
SPECIALITY RUBBER RECLAIM

NBR Polycoat

APPLICATIONS

- Tyres
- Tubes
- Belts

- Waterproofing & Matting
- Adhesives



Tyre Industry - Largest Consumer of Rubber

Industrial Polymer – Valuable Engineering Plastic





Developed in-house process to recover nylon fiber from end of life tyres



Nylon fiber embedded with rubber is subjected to series of mechanical operations to separate rubber and nylon



Purified nylon fiber then converted to granules by Extrusion process



Separation of polyamide from scrap tyre results in "Pure Rubber" which in turn can be a useful raw material to make a Better Quality Reclaim

02

Recovered Polyamide is a useful raw material as an Engineering Plastic. It has a market which is well established and profitable

INDUSTRY LEADING TECHNOLOGY



1st Indian company to commercialize the concept of recovery and reuse of polyamide from end-of-life tyres



Invested substantially in the R&D to recover nylon (polyamide) a valuable engineering plastic out of the waste tyres



Has a state-of-the art compounding facility in Solapur which supplies a range of cost-effective and sustainable solutions



Patent pending products supported by wel equipped testing laboratory



Industrial polymer is (GRP - IP) is an ISO 9001:2008 certified thermoplastic compounding business

TARGET MARKET & APPLICATIONS



Fasteners, Clips, Bushes, Plugs, Cable Ties, Sleeves, Main fold



Washers, Spacers, Industrial Bobbins, Conveying Trays, Gears



CONSUMER GOODS

Furniture Components, Couplers,
Domestic Gas Accessories



Computer Peripherals, Fuse Box, Switch Housing



Window Door Components

Custom Die Forms – Diverse Product Portfolio







Converts end-of-life tyres to design products used for civil & agricultural applications



Custom Die Forms are meant to absorb vibrations in heavy equipment and for insulation against sound



GRP – C-DF has produces these products in collaboration with leading North America Companies



Ensures reuse of end-of-life tyres with minimal energy needs









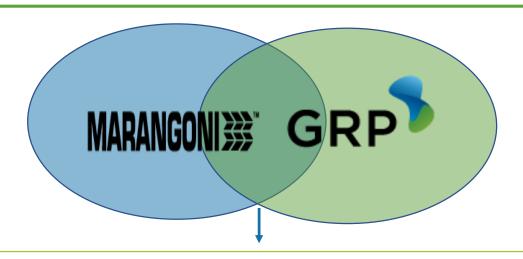


- Link Mats
- Door Mats

- Industrial Mats
- Dock Bumpers

Retreading - Marangoni Joint Venture





Portfolio of Products = Ringtread + Unitread + Classico

Entry into Retrading Markets of India with a Unique Technology, RINGTREAD – The Spliceless Retread

Ringtread Delivers: More mileage, Better grip, More reliable and eventually lower cost per KM (CPKM) savings to fleets

Marangoni S.P.A, World's Leading Tyre Retreading Company with a legacy of 70+ years

+

GRP Ltd, India's largest and world's leading rubber recycling company

=

The JV will aim to leverage the strengths of the two partners:

Marangoni as a retreading technology specialist

GRP's understanding of Indian Markets, Strong Supply Chain along with the reach to the End Customers

MARKET OPPORTUNITY

- Radial tyres at present account for 40-45% of Tyre Industry, expected to reach 75%+ by 2020
- Radialisation is estimated to double in the next 4-5 years, thus offering a big opportunity for tyre retreaders in the country
- India's retreading market is estimated at \$ 700 mn with a CAGR of 7-8% with organized sector accounting for 50 %

With Radialization there is a great opportunity for organized players in the retreading industry in CV segment as it reduces per/km cost

...Retreading across Segments



Industry Leading Range



Premium, Spice-less Retread



Premium, Flat Tread

This line features tread design suited for radial tyre application to deliver premium performance on Indian roads



Original Retread

This line features popular tried and tested patterns designed for customers who pay particular attention to the quality-price ratio.

BENEFIT TO RETREADERS



Less Time: Faster cycle time



No Waste: No material wastage



High Efficiency: More efficiency due to less handling and lower

process time



Less Space: Less space required for same capacity due to efficient equipment & layout

ABOUT RINGTREAD

- Ringtread Concept: Tyres are circular in structure and rotate when they work, therefore the new tread must be perfectly circular in order to integrate harmoniously with the casings and recreate a perfect unit
- Ringtread
 - The only precured tread with the profile of original tyre
 - The ring has no joints and fits perfectly to the casing without tension or deformation
 - It guarantees reduced processing times and less waste, and performance levels are equivalent / exceeds those of a new tyre

BENEFIT TO FLEET HOLDERS



More Reliability: No risk of downtime due to the exclusive ring system



More Life: Less tread wear also on highly abrasive surfaces



More Grip: The best traction even in poor road condition



More Savings: Very low rolling resistance leading to reduced fuel consumption



Growth Drivers



We have built Sustainable Business



Brand GRP carries with it Trust of 4 Decades

Brand GRP

Strong Relationships

Over 300 Customers across 60 Countries

Upgradation of Process and Products through innovation

In-house Technology

Customized
Quality
Products

High Quality, Made-to-Spec Products Cost Effective by replacing Virgin Rubber Polymer

Cost Effective

High Value Product Opportunity

Multiple products with the potential to deliver its maximum value

7 Manufacturing Units, 20 Distributors and 200 Vendors

Manufacturing & Distribution

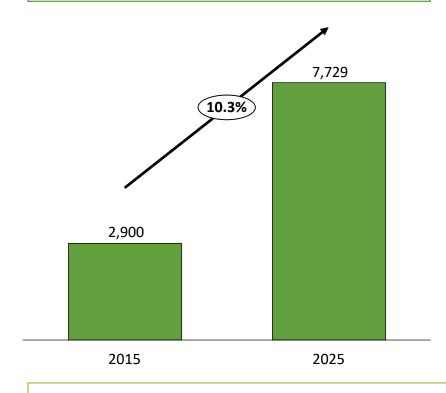
Environment Friendly

Lower CO2 emissions, more recycling of end of life tyres and other rubbers

Usage of Reclaimed Rubber on a Growth Path



Reclaimed Rubber Demand (Kilo Tonnes)



- Growing awareness regarding COST EFFECTIVE and ECO FRIENDLY alternatives for virgin rubber
- Owing to its versatility, durability, reduced pollution and low processing costs, WTR is expected to witness growth
- APAC to drive growth due to huge domestic market, availability of cheap and skilled workforce and rapid industrial development
- Favourable regulations promoting sustainable and eco-friendly materials as substitutes for conventional virgin rubber is driving product demand

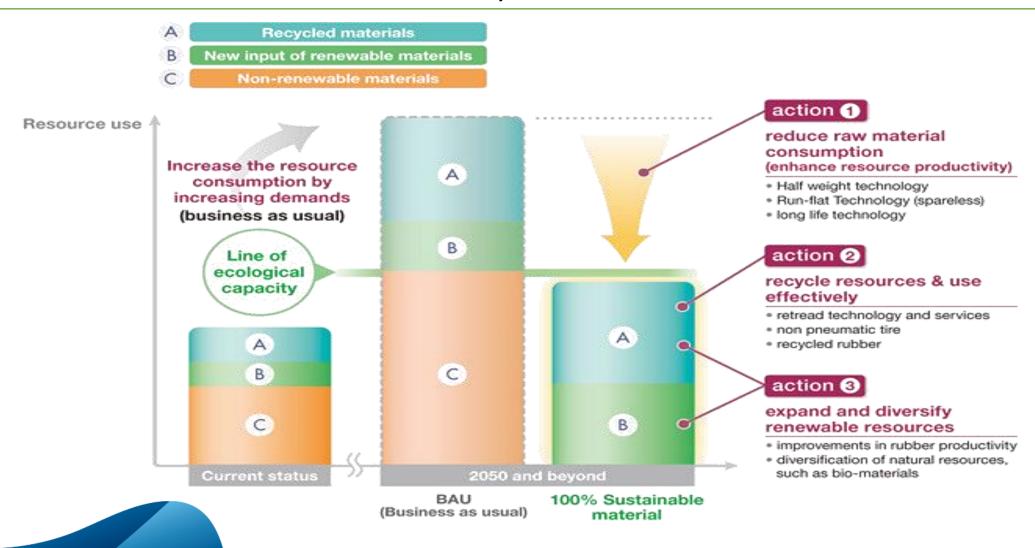
Global Reclaimed Rubber Demand

Global Reclaimed Rubber market is expected to reach USD 6.32 billion by 2025

With strategic shift towards increasing Reclaimed Rubber



To Reduce, Reuse and Recycle the use of fossil fuels and strategic shift towards Reclaimed Rubber. By 2050 companies envisages higher use of Recycled Rubber



By major tyre manufacturing companies





THE 4R STRATEGY

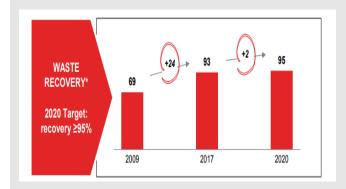
The tire industry uses 32 million tonnes of materials every year, only 25% of which is from renewable sources. To reduce the use of fossil fuels and secure supply, Michelin has made a firm commitment to the circular economy through its 4R strategy: Reduce, Reuse, Recycle and Renew.





By 2025 (vs. 2017) for Specific Products Segments Pirelli aims to:

- Double the share of Renewable Raw Materials
- Reduce the Fossil-Based Materials by -30%



- Waste recovered (on total waste) in 2017 vs 2009: 93% (+24% vs. 2009)
- Target 2020 : towards no waste to landfill with a recovery rate ≥95%

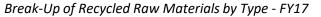
@ntinental**⅓**

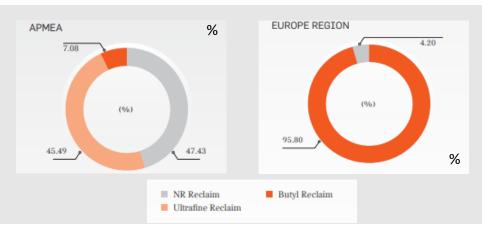
" In the Rubber Group, the use of recycled materials is assuming an increasingly important role. Production waste generated in physical/chemical processes is used as reclaim and adhesive mixtures as recycled products."

In the year under review, the percentage of recycled products of the total raw materials used in tire production was 3%. Our goal is to increase this share to 10% by 2025.



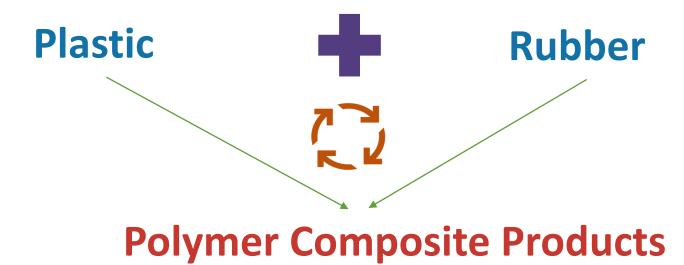
Reclaimed rubber is also used at 2.5% to replace virgin rubber for compounds





New Business Initiative - Polymer Composite Products





INDUSTRY

- Automotive
- Defense
- Construction
- Oil & Gas
- Furniture

ADVANTAGES

- Cost benefit
- High durability
- Replacement for wood & concrete
- Longer life
- Good quality in-house raw material



Company:



CIN: L25191GJ1974PLC002555

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