

VOICE

March 2017

| | | |
|------------------------------|--|--|
| From the Editor's Desk 02 | GRP Booth @ India Rubber Expo, Chennai 03 | Dealer Conference in Chennai 05 |
| | Creating Opportunities for Collaboration 06 | GRP's CSR Pillars 07 |
| | | New Initiatives at GRP 08 |
| | | Remembering the legend - A tribute to Mr. K M Philip 09 |
| | | Fun Times at GRP 10 |

VOICE

GRP

Inputs

Mr. Ajay Gandhi
Ms. Alka Kale
Mr. Hardik Banker
Mr. Harish Tiwari
Mr. Kush Giramkar
Ms. Shraddha Marathe

from the
EDITOR'S DESK

Rapid globalisation has created a dynamic global economic order characterised by intense competition, structural changes and a proliferation of trade agreements. Having created its position among the top five fastest growing economies globally and also the third largest economy in terms of purchasing power parity, India is in the spotlight in the global economic arena. At a time when the world's leading economies are facing a slowdown, India is being viewed as the engine that will drive global economic growth in the next decade.

Robust private consumption coupled with a stable legal-political environment, progressive ease of doing business reforms, rapid innovation and skilled workforce will be key for India to retain its position as the 'bright spot' in the global economy.

Building Competitiveness is what will help economies thrive and emerge as winners in the era of globalisation. This is also what will lay the foundation for socio-economic development. As per the Global Competitiveness Index 2016-17 released by the World Economic Forum, India jumped 16 places to 39th rank among 138 nations. While this is praiseworthy, India has the potential to make its mark as a leading global economy by making consistent and prompt improvements on the competitiveness front.

At GRP too, we believe in '**Building Competitiveness**', only an inspired pacesetter has the courage to embrace the process of eco-innovation, and persist in its quest to provide today's consumer driven society with cleaner and greener solutions. It is this grit and determination, that make GRP among the largest and most respected manufacturers of reclaim rubber globally.

GRP aims to impact positive and envisions that valuable raw material, by way of end-of-life products find their way back to the market in a responsible manner - seamlessly combining positive intents such as the commitment to be ahead and the preservation of the environment.

In this issue, we remember our torch bearer, mentor & guide Mr. KM Philip, who passed away earlier this year.

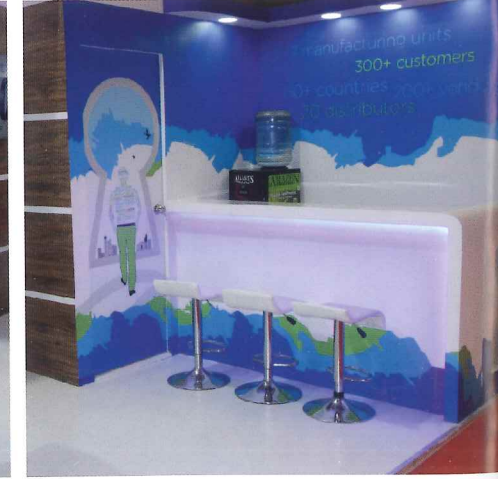
An update on GRP's participation at The India Rubber Expo 2017, GRP Dealers meet, franchisee options open for Marangoni GRP venture, CSR initiatives and the fun times at GRP.

Enjoy Reading



Ms. Hemal Gandhi
Head - Corporate Communication & Brand management
hemal.gandhi@grpweb.com

GRP BOOTH @ INDIA RUBBER EXPO, CHENNAI



GRP AT IRE 2017

The India Rubber Expo is Asia's largest Rubber Expo. It made its debut in 2001 and has grown to be one of the most anticipated events in the rubber industry today. The Exhibition and Conference was held in Chennai in January, this year as a valuable platform for growth, exchange and collaboration.

The IRE offers a unique opportunity for Indian companies to meet and collaborate with overseas companies. An integral part of the thriving rubber industry, the IRE is a clear indicator of India's own position as the second fastest growing economy in the world.

GRP Ltd. participated at the IRE in Chennai and showcased the 4 business verticals of GRP namely Reclaim rubber, Industrial Polymers, Custom die-forms, Retreading.

The GRP team was awarded the Best Stall Design at the show. GRP dealers from across the world were present at the show, and a Dealer meet and felicitation dinner was organised for them. Photos from the event are shared.

GRP BOOTH
WON the
"Best Stall Design"
in its category

Congratulations Team GRP.



Ajay Gandhi went on stage to receive the Trophy on behalf of GRP



DEALER CONFERENCE IN CHENNAI

GRP TEAM INVITES THEIR DEALERS FOR IRE



What does this mean for our partners?

- Improved support from GRP to address your customer needs
- Increased frequency of visits by KAMs to visit your customers
- Technical support for new applications
- Support for new product introductions
- Instituting monthly review mechanism to Assess new developments and respond to market needs information and sharing for cornering market share
- Technical training for partner teams
- Joint market plan & strategize for achievement of targets



CUSTOMER CENTRICITY

Qualities of customer centric organizations

- Accessible
- Responsive
- Empathetic
- Cohesive
- Nimble



OPERATIONAL EXCELLENCE

Improve on processes that add to productivity, eliminate waste for the customer, fix problems and upgrade standardized processes

Operational excellence is about

- Constantly innovating
- Continuously improving how we operate
- Align strategies and tactics
- Maintain pace



TECHNOLOGICAL EDGE

Using technology to gain business edge over competition and gain customer loyalty

- Improved access to customer
- Improved products
- Use of IT tools, processes to maintain edge over competitors
- Develop team capability to handle technology and use it



PASSIONATE PEOPLE

Building a high performance team that meets its strategic and operational goals and objectives

- Attract
- Retain
- Develop
- Engage
- Motivate



LEVERAGING NEW OPPORTUNITIES

- Use of current relationships for new business opportunities
- Finding adjacent businesses for growth
- Value added services as a means of new business

CREATING OPPORTUNITIES FOR COLLABORATION

MARANGONI GRP PVT LTD FRANCHISE OPTIONS

Marangoni GRP Pvt. Ltd has entered the Indian market in 2016 with the aim to provide class leading, globally proven, high class retreading solutions to truck fleets. MGPL intends to set up a National Franchisee Network across key trucking markets of India by encouraging entrepreneurs to set up modern retreading shops that have an organised layout, efficient equipment and unique processes to manufacture high quality retreaded tyres.

RINGTREAD

Unique splice-less Retread system with latest generation compounds that guarantee a perfect result.

KONTUR

Exclusive MGPL product for a concave tread strip with wings, with a profile that adapts perfectly to the shape of the casing.

UNITREAD

This line features tread design suited for specific application to deliver premium performance on Indian roads.

CLASSICO

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

It commissioned its 1st RINGTREAD Store at Pithampur, near Indore, MP in early 2016.

Marangoni based in Rovereto, Italy, is a global market leader in the supply of truck tyre retreading technologies and materials with operations around the world with an annual global turnover of about 350 Million Euros.



Value Proposition

For Fleet

-  **More Reliability**
No risk of downtime thanks 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

For Retreaders

-  **Less Time**
Faster cycle time for tyres retreaded by using Ringtread
-  **No Waste**
No material wastage for Ringtread
-  **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

Location for future Franchise Stores

• Ahmedabad • Ankleshwar • Asansol • Bhopal • Bangalore • Chandigarh • Chittoor • Chennai • Coimbatore • Cuttack • Delhi/NCR • Gwalior • Guwahati • Hyderabad • Jammu • Jaipur • Jodhpur • Jabalpur • Jamshedpur • Kota • Kanpur • Kolhapur • Kolkata • Ludhiana • Mumbai • Nagpur • Namakkal • Pune • Patna • Ranchi • Rohtak • Rajkot • Raipur • Solapur • Salem • Surat • Varanasi • Vadodara • Vijaywada

Call: +91 22 67082500/2600 | Email: hemant.kaul@marangonigrp.com

GRP'S CSR PILLARS

IMPACT POSITIVE INITIATIVES

At GRP, Corporate Social Responsibility (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.



NEW INITIATIVES AT GRP

PROJECT SAMMAN LAUNCHES IN ANKLESHWAR AND MUMBAI

Developing & executing a CSR program for supply chain - The objective of the project is to create an overall positive impact in the livelihood of vendors of GRP and the people working with them.

The team launched Project 'SAMMAN' having themes such as women empowerment, education of girl child, health & hygiene and improving the productivity at workplace. This project would enable GRP to build and enrich the relationship with their vendors. The project has been launched in Ankleshwar & Mumbai, and will be carried forward in multiple locations by Team GRP



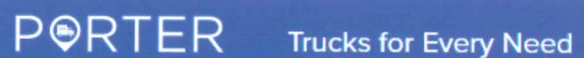
GRP IMPLEMENTS E-PROCUREMENT TOOL



GRP implemented e-procurement tool SAP Ariba from 15th Nov 2016. SAP Ariba is the marketplace for modern business, creating simple, intelligent exchanges between buyers and sellers. Most of GRP's spend is being routed through SAP Ariba.

Vendors are being trained for participating in the auctions. Online auctions brought in competitiveness among the vendors and generated substantial savings in few spend categories. The initiative is being appreciated by all stakeholders because it is providing fair opportunity to all participants. GRP plans to extend the platform for remaining spend categories and also use it for disposing unused materials.

GRP HIRES AN INNOVATIVE SERVICE FROM PORTER



GRP hired a very innovative service from Porter for collecting the raw materials. Porter is a revolutionary approach that makes intra-city pickups and deliveries thoroughly efficient and reliable.

Porter service is currently being used for direct collection of Rubber Dust from Retreaders in Navi Mumbai Trucking zone. This has helped in establishing the presence of GRP in the area due to the regular collection rounds using Porter provided trucks. Quantum of Rubber dust collection crossed 50 plus tons per month from earlier negligible amount. GRP plans to extend the similar services in other regions.

REMEMBERING THE LEGEND

A TRIBUTE TO MR. K M PHILIP

A tribute to the Patriarch of the Indian Rubber Industry & Chairman Emeritus of GRP Ltd - Mr. K M Philip



On January 11th early morning Mr KM Philip passed away peacefully in Chennai at a matured age of 104. He lived a full life. He was considered as a father of the Indian rubber industry due to his unparalleled service to the cause of the rubber industry. It was under his leadership, his personal care, guidance spread over 5 decades that AIRIA has emerged as a formidable association representing the interest of the Rubber manufacturing sectors-mainly non tyre.

With Mr. Philip's encouragement and blessings Gujarat Reclaim & Rubber Products Ltd. (now known as GRP) was born (incorporated) in 1974. On my father's invitation, Mr. Philip readily agreed to become the Chairman of GRP Ltd. Mr. WG Desai was appointed as a Managing Director. I became the Joint Managing Director.

Under his chairmanship, GRP has achieved commendable progress by becoming one of the largest reclaim rubber companies in the world. He attended every meeting of the Board of Directors till he reached centenary year, and actively participated in the deliberations. When we shared this information with Limca Book of Records they entered his name in their Book of Records as the longest serving and active Chairman of a public listed company.

During over 40 years, I have observed Mr. Philip conducting and participating in various meetings-be they Board meetings, association or industry forum meetings, or even personal one to one informal

meeting. His outstanding quality has been listening with empathy. With this quality, he had been able to win the hearts of young and old, ordinary as well as powerful and influential people.

When he completed 80 years, the industry (AIRIA) decided to celebrate the occasion. I was one of those who proposed that in recognition of the service rendered by Mr. KM Philip to the rubber industry, a suitable award should be instituted in his name.

I worked out a detailed proposal for instituting the KM Philip Gold Medal to be given biennially to a person who has contributed for the growth of the Indian Rubber Industry. The Managing Committee of AIRIA kindly agreed to institute such prestigious award carrying a gold medal and a cheque of Rs 2.5 Lakhs (now). Since the inception of this award, twelve distinguished individuals have been the recipients of this coveted honour.

“

He had earned love, respect and gratitude of thousands of families whose **lives had positive impact** directly or indirectly **through his contributions.**”

Because of his selfless giving during the last eight decades of his active life he had earned many honours, recognitions including Padmashri and Hancock Medal. But more than those, he had earned love, respect and gratitude of thousands of families whose lives had positive impact directly or indirectly through his contributions.

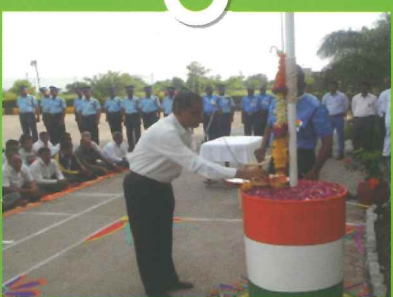
I am personally so fortunate and grateful to have had Mr Philip as my mentor. GRP has also been so privileged to have had him as a Chairman for over forty years. May his soul rest in eternal peace.

Mr. Rajendra Gandhi
Vice Chairman & Managing Director, GRP Ltd

FUN TIMES AT GRP



Milan Sandhya - Get together at Solapur. Employees present the highlights of the quarter and a prize distribution was held to encourage employees performance.



Hoisting Flag on Republic Day Celebrations, 2017



EMPLOYEE RECOGNITION REWARD: Long Service Awards to workmen



Treasure hunt organised in the HO



EMPLOYEE RECOGNITION REWARD: For star employees at GRP for High 5 projects



Cricket Match was organised by the HO, a turf cricket ground was booked and employees played, cheered and enjoyed the cricket match, the winning team was given a special prize



GRP LIMITED

510, A Wing, Kohinoor City C-I,
Kiorl Road, Off L. B. S. Marg,
Kurla (W), Mumbai - 400070, INDIA.

T: +91 22 6708 2500 / 2600

F: +91 22 6708 2599

www.grpweb.com

