



IMPACT POSITIVE



GRP Limited

Investor Presentation
May 2018

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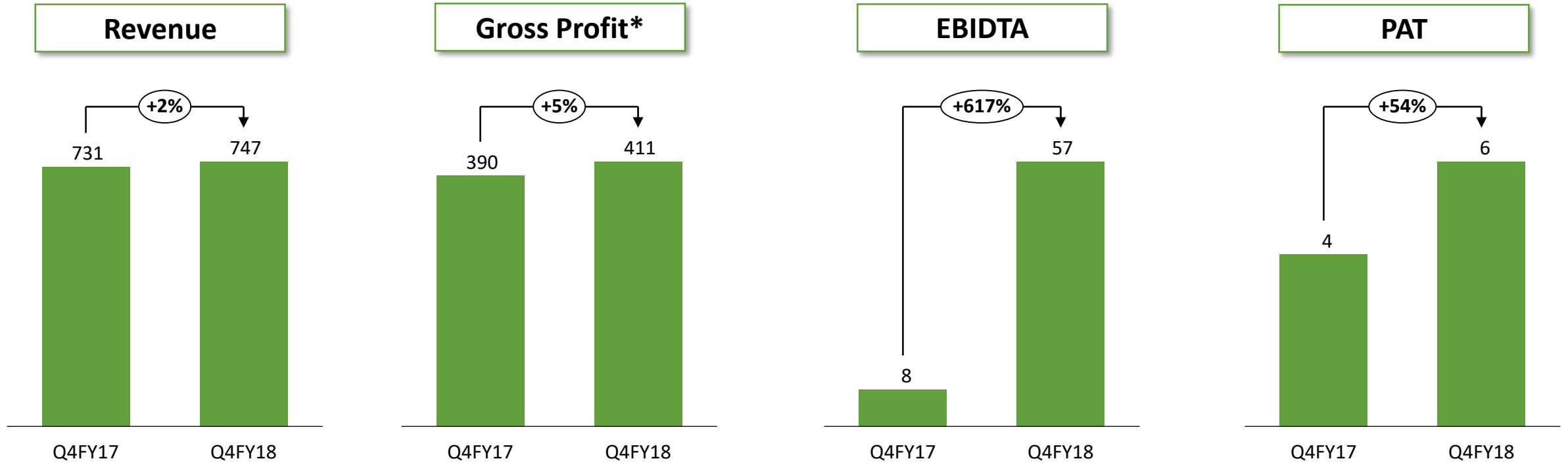
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Performance Highlights



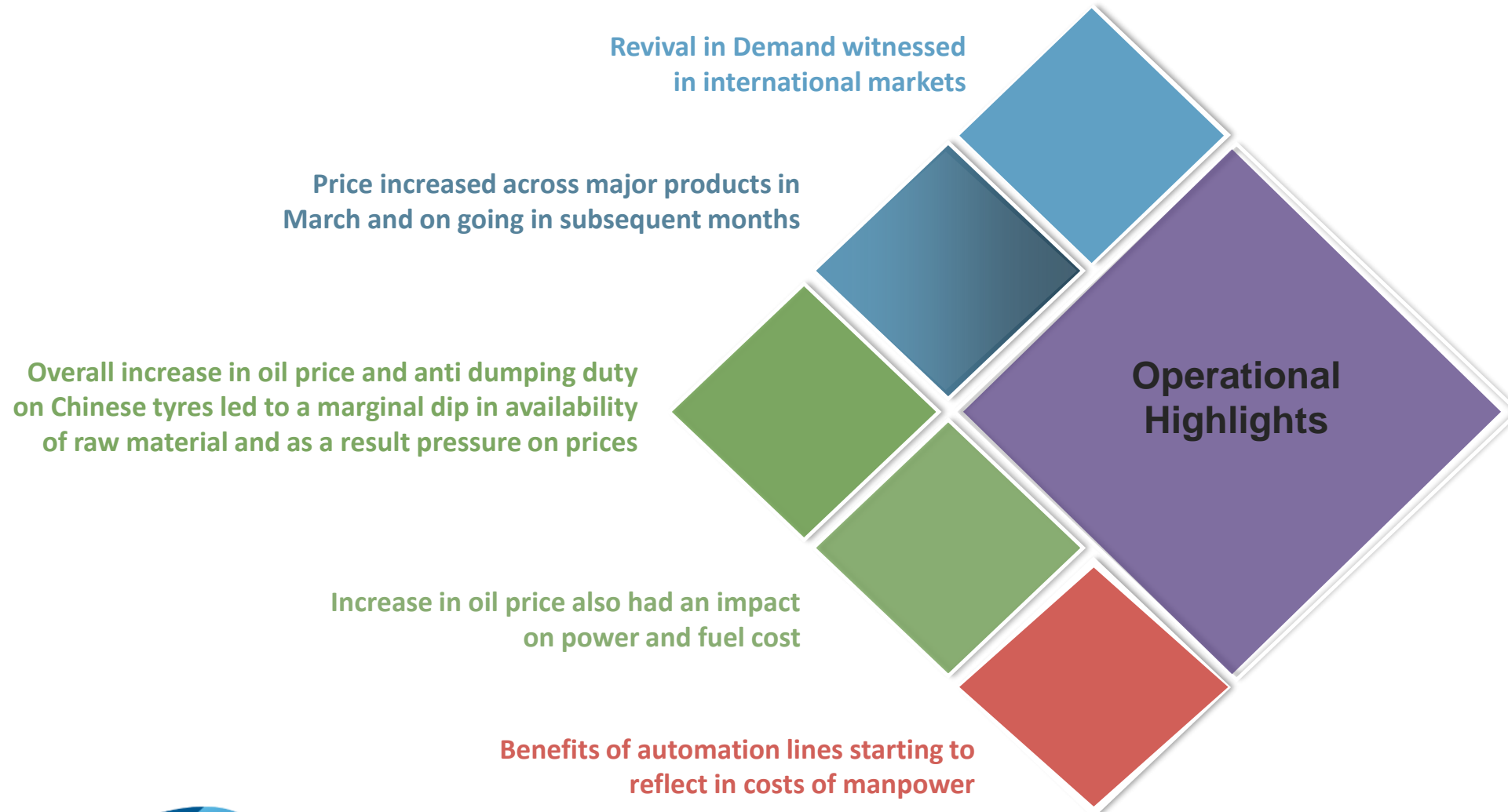
Performance Highlights (in Rs. Mn)



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

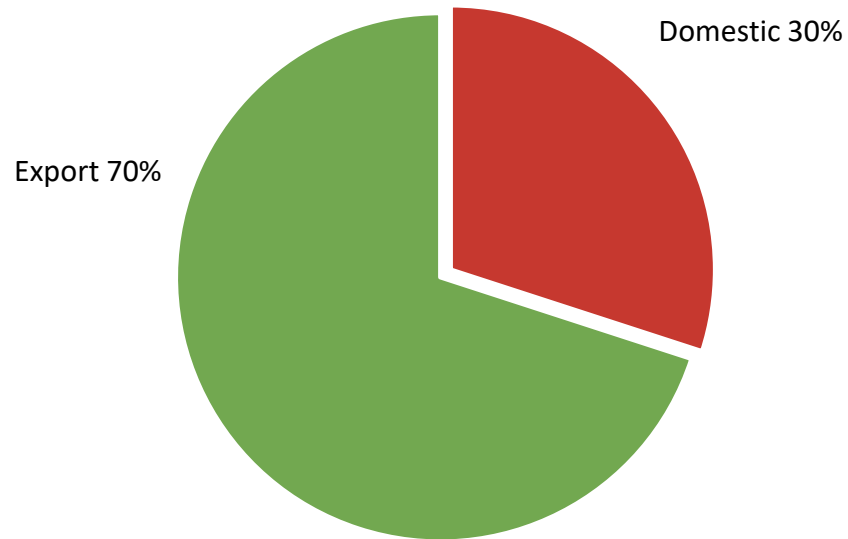


Segmental Profit & Loss Statement

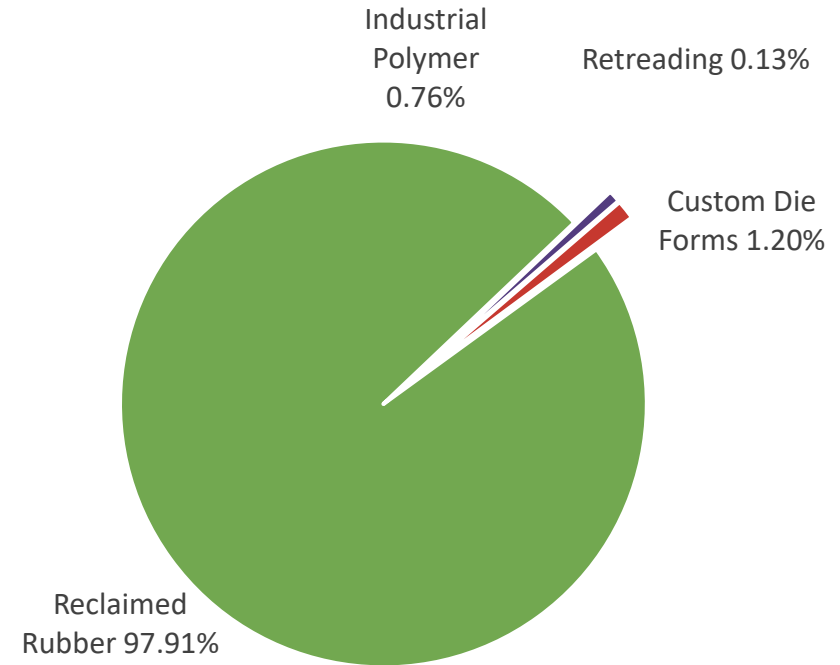
Particulars (in Rs. Mn)	Reclaim Rubber		Non-Reclaim Rubber	
	FY 18	FY 17	FY 18	FY 17
Revenue	2,923	2,958	73	74
Raw Material	1,348	1,350	32	37
Employee Cost	469	475	51	55
Other Expenses	859	818	46	29
EBIDTA	247	315	-56	-48
EBIDTA %	8%	11%	-	-
Other Income	9	21	2	9
Depreciation	124	130	10	10
Finance Cost	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



1.4 Billion
vehicles on the road

1.7 billion new
tyres produced a year



Over 1 billion waste
tyres generated per year

Creating huge

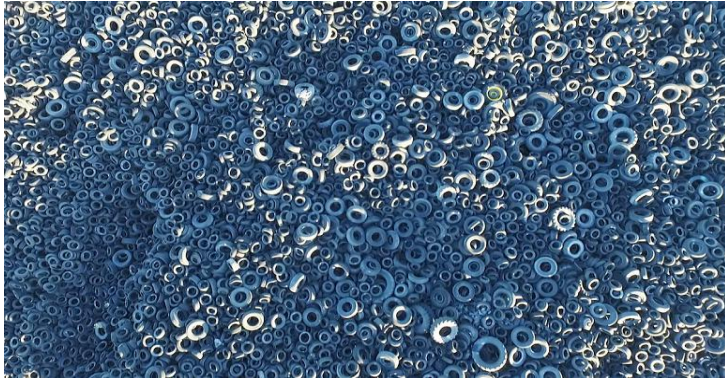


**TYRE
GRAVEYARDS...**

... HUGE OPPORTUNITY

...presenting a HUGE OPPORTUNITY

Huge tyre graveyards that can be seen from Space



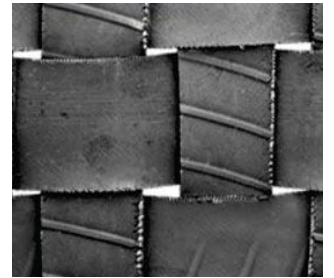
GRP uses end-of-life tyres to recycle and manufacture



Reclaimed rubber, Engineering plastics, Die-cut products



GRP RECLAIM RUBBER



GRP CUSTOM DIE FORMS



GRP INDUSTRIAL POLYMERS



MARANGONI GRP

Recover, Recycle, Reuse² is GRP's raison d'être 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



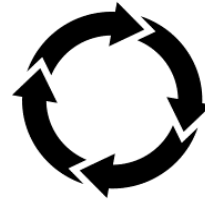
TYRE RETREADING

- 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

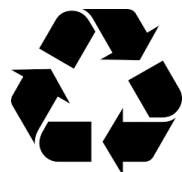
REUSE



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

RECYCLE



RECLAIM RUBBER

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

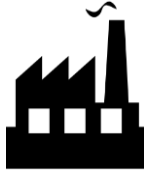
INDUSTRIAL POLYMERS

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

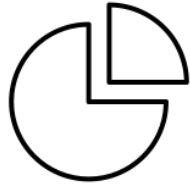
Our Business



Believing in possibility of better tomorrow...



7 Manufacturing Units with **72,000 tons/year capacity**



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



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

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



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



ISO and BS OHSAS
REACH Certified for EU Zone



OUR VALUES

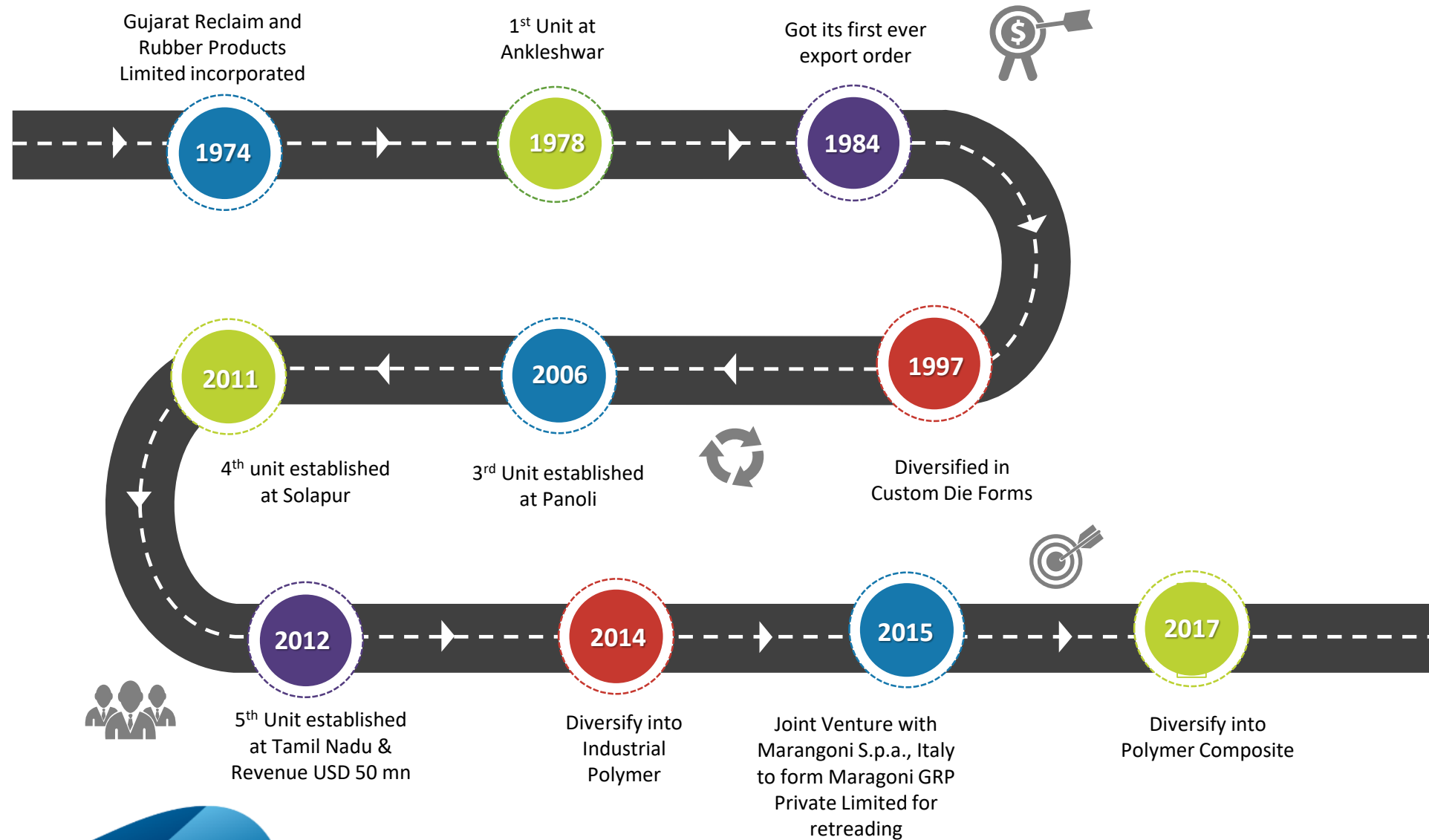
SUSTAINABILITY

TRUST

COMMITMENT

INTEGRITY

... since Four Decade & Counting



...serving the needs of Global Mobility Industry



60+
Countries



300+
Customers



200+
Vendors



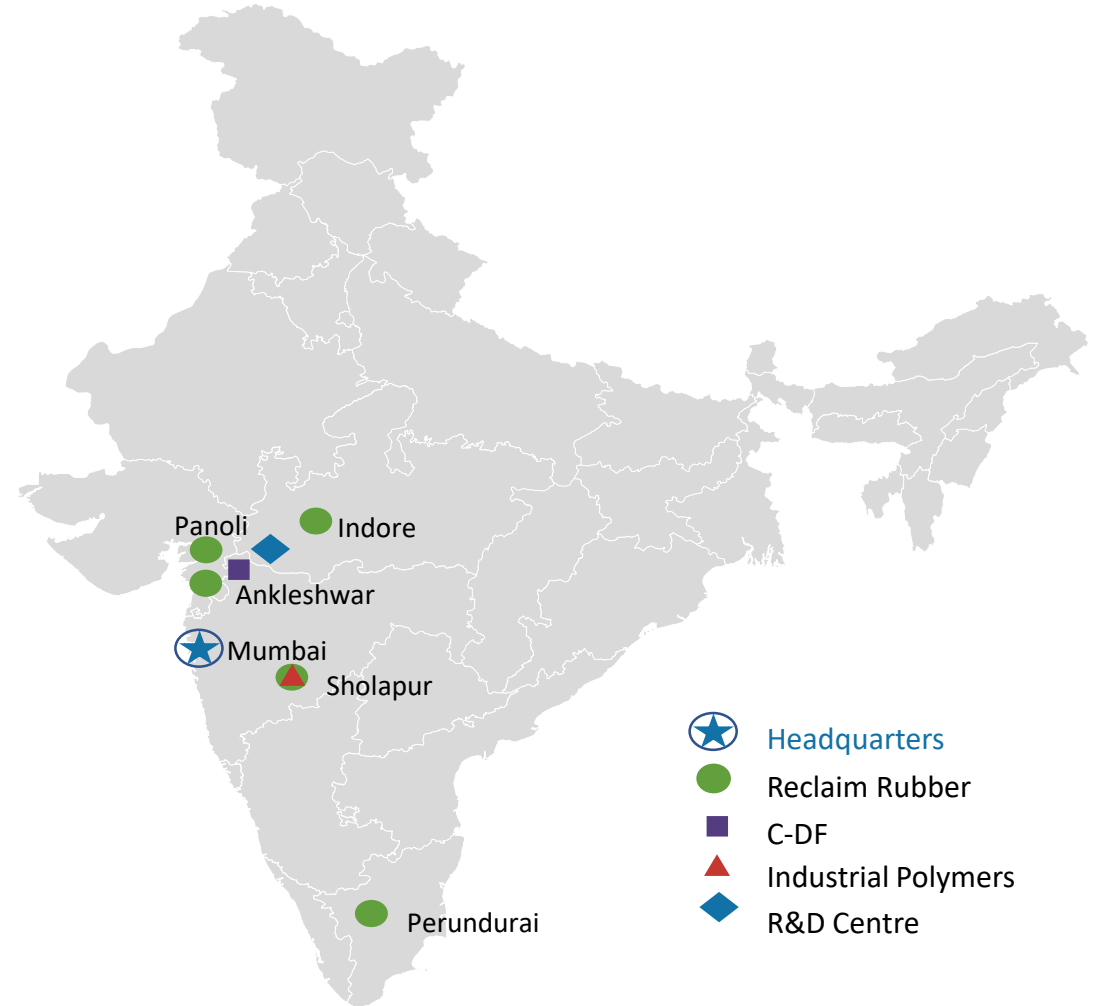
Distributors
across **20**
countries



7
Manufacturing
Units



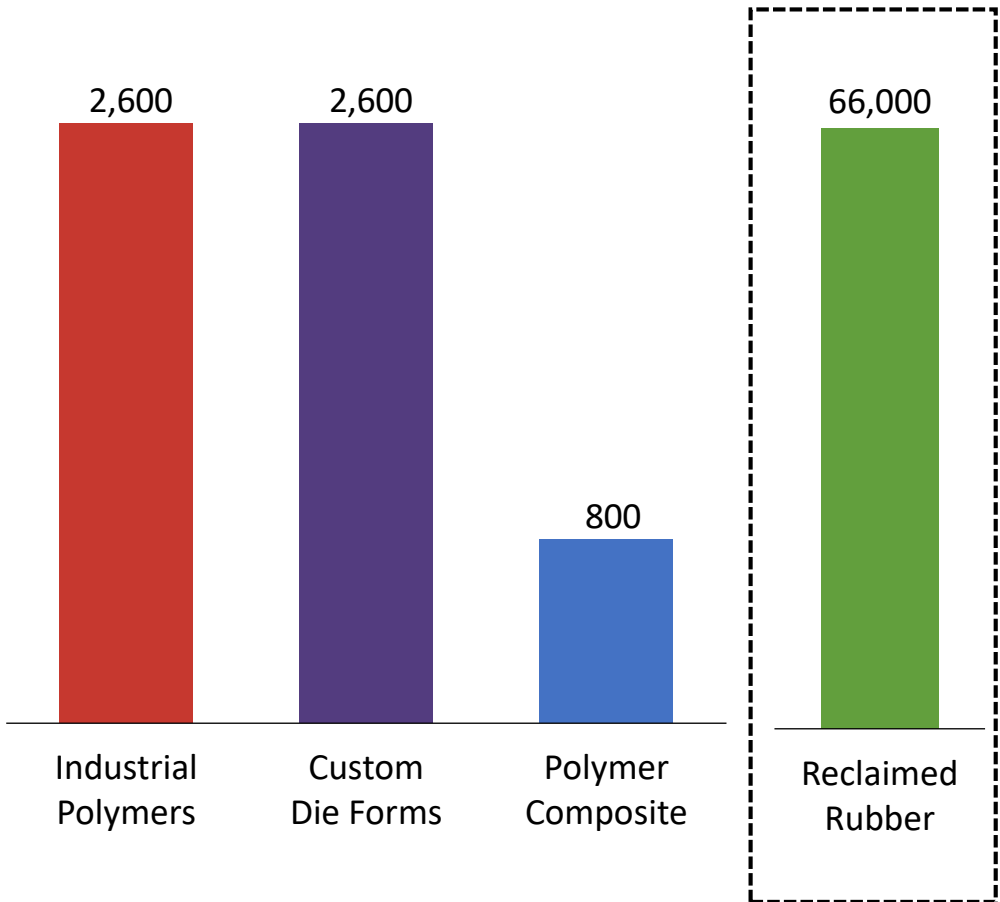
1000+
Employees



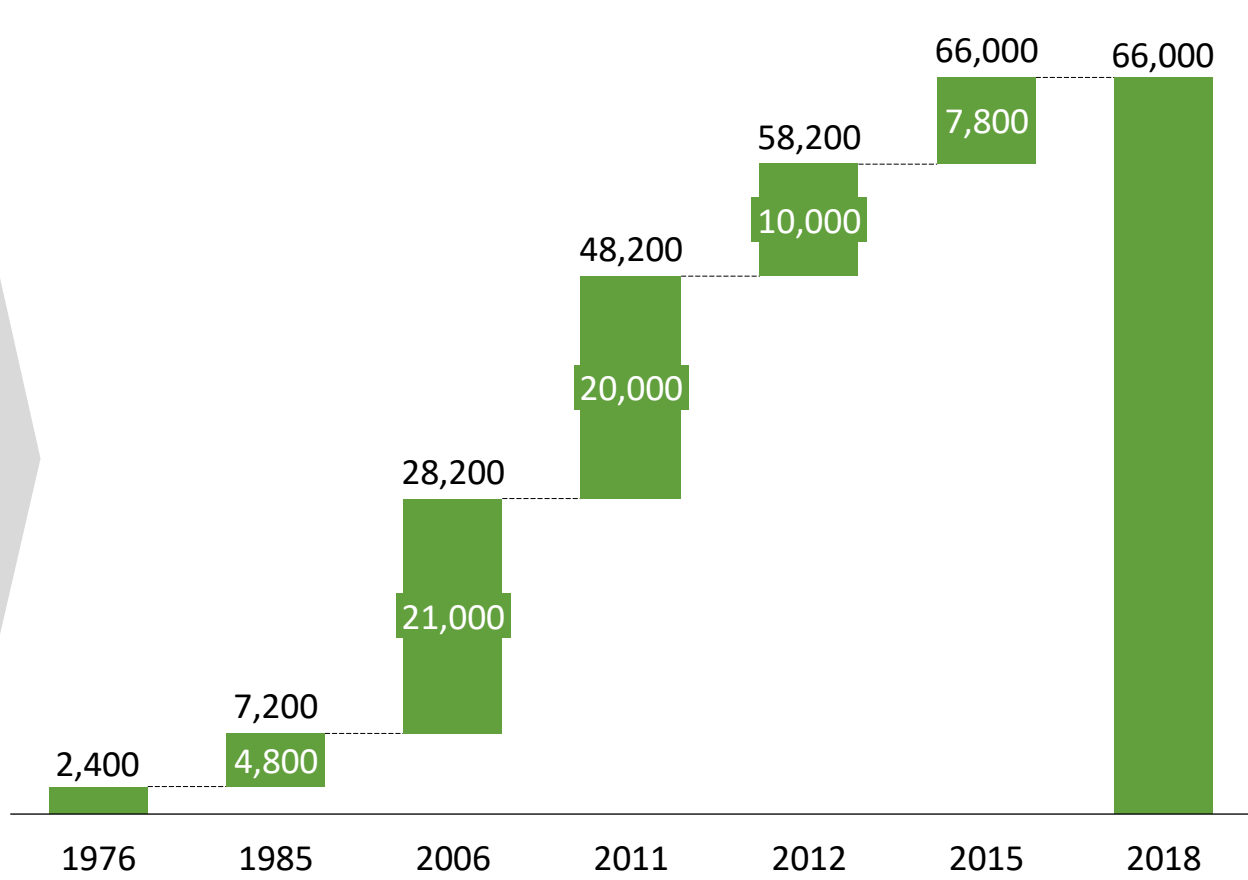
**>75% customers belong to
Transportation Industry**

...supported by self designed Manufacturing Facilities

Installed Capacity in MT



Build up capacity for Reclaimed Rubber over the years



...with our R & D Capabilities

Product

- Continuous Development of New Products
- Expansion in New Product Categories

New Products



Process

- Automation of Processes
- Environment friendly – Zero Discharge

Margin Improvement



Application

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

Customer Relationship

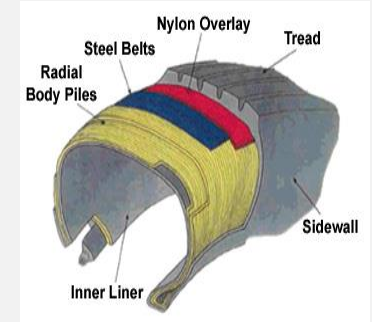


...with Diversified Product Applications

Reclaim Rubber

TYRE APPLICATION

Inner Liner Inner Tubes Tyre Side Walls
Tyre Piles Tyre Treads & Retreads



NON - TYRE APPLICATION

Conveyor Belts Adhesives
Automotive Profiles Roofing Footwear
Moulded Goods Matting



...across Business Verticals

Industrial Polymers




INDUSTRY APPLICATION

Consumer	Automotive
Electrical & Electronics	Industrial

Custom Die Forms

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

apollo

BKT
GROWING TOGETHER

bandag

BIRLA
TYRES
Unbeatable!

BRIDGESTONE

camso
loadstar

CARLISLE
FOODSERVICE PRODUCTS

CEAT

COOPERTIRES

Continental

Continental
CONTITECH

GOODYEAR

HORIZON
ADDIS TYRE

HUTCHINSON®

JKTYRE
TOTAL CONTROL

KORYO®

MARANGONI®
Leading the World in Retread Technology

MERCURIO

Mitas
Designed for you

melos

Nitto

ORIENTAL
CONVEY|ALL|THE|WAY

MRF

PIRELLI

SEMPERIT
semperflex
OPTIMIT
A MEMBER OF THE SEMPERIT-GROUP

sempertrans®
A MEMBER OF THE SEMPERIT-GROUP

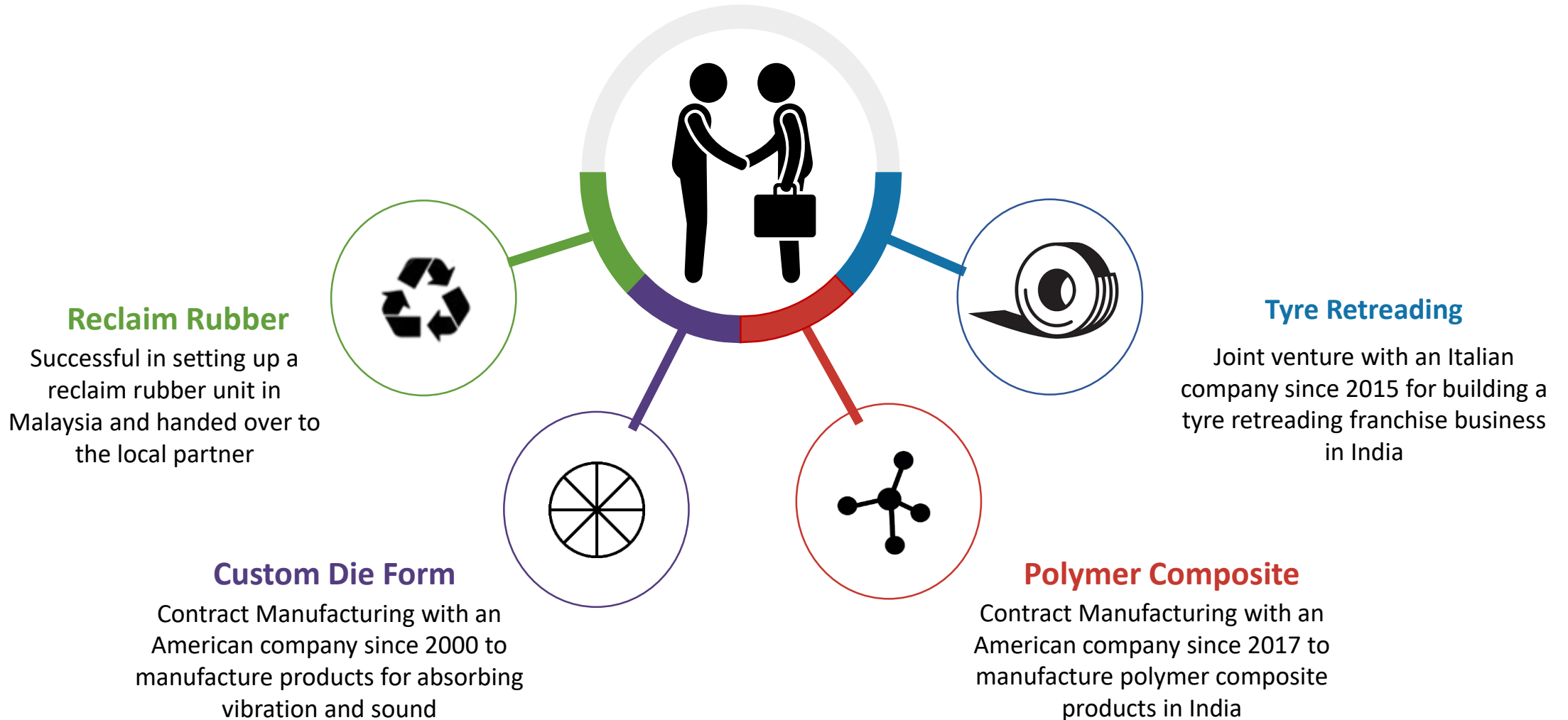
SUMITOMO
RUBBER INDUSTRIES

TRELLEBORG

VEYANCE™
TECHNOLOGIES

YOKOHAMA

...Global Partnerships for Business Growth



...Distinguished Board of Directors



Dr. Peter Philip

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



Mahesh Gandhi

Non-Executive Director

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)



Global Compact Network
India 2017

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



Quality Circle Forum Of India

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 self-help
- 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

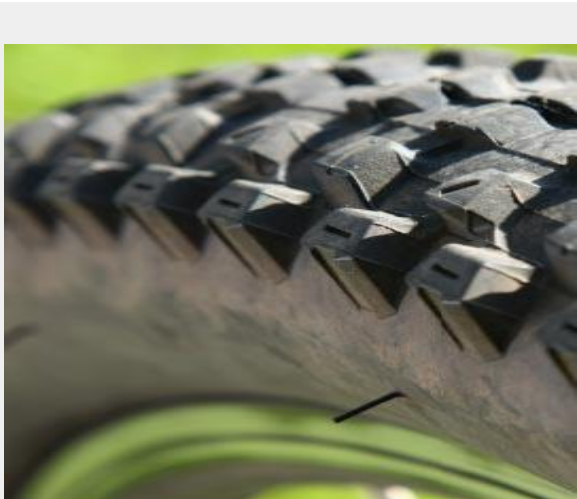
- Gram Pari in rural areas
- Girl child education up to university level
- Introduction of Water wheel for women to roll it from a distance

- 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



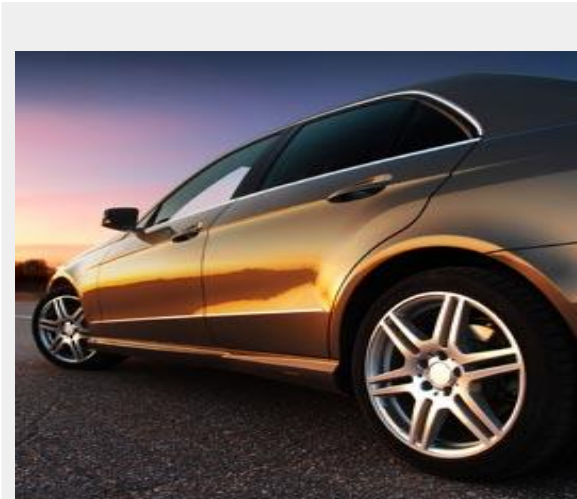
Business Verticals



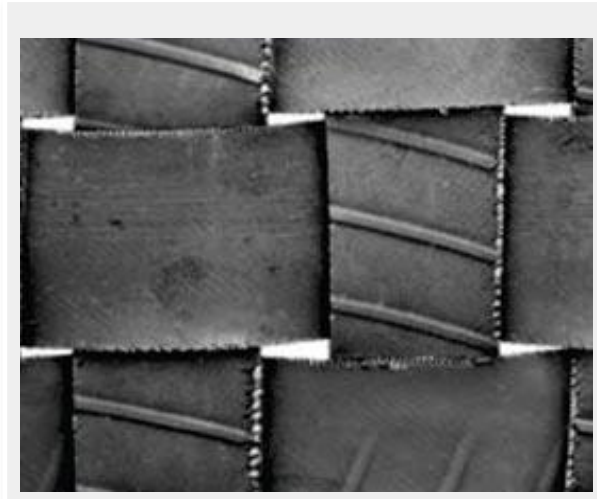
GRP RECLAIM RUBBER



MARANGONI GRP



GRP INDUSTRIAL POLYMERS



GRP CUSTOM DIE FORMS

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, **1st** 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



ECONOMIC

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



ENVIRONMENTAL

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



PROCESSING

- 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



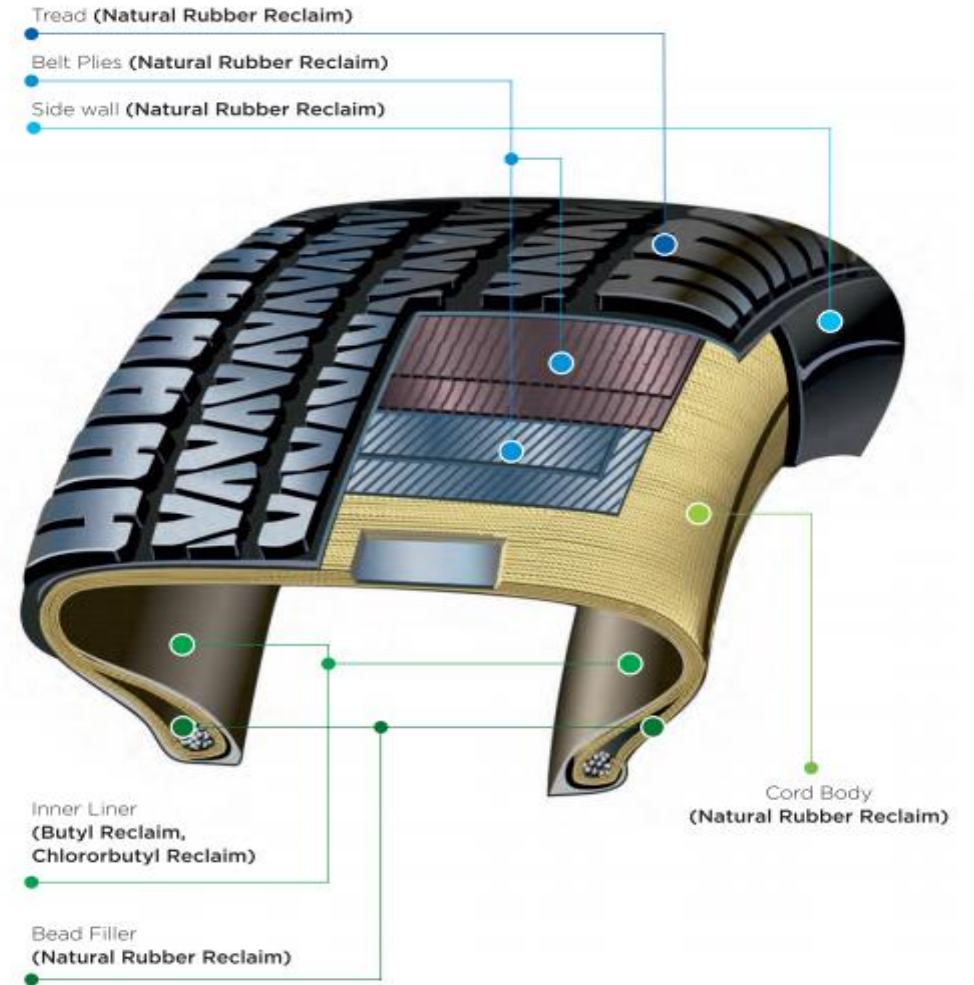
SPECIALITY RUBBER RECLAIM

- 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

01

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 well equipped testing laboratory



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

TARGET MARKET & APPLICATIONS



AUTOMOTIVE

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



INDUSTRIAL

Washers, Spacers, Industrial Bobbins, Conveying Trays, Gears



CONSUMER GOODS

Furniture Components, Couplers, Domestic Gas Accessories



ELECTRICAL

Computer Peripherals, Fuse Box, Switch Housing



CONSTRUCTION

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

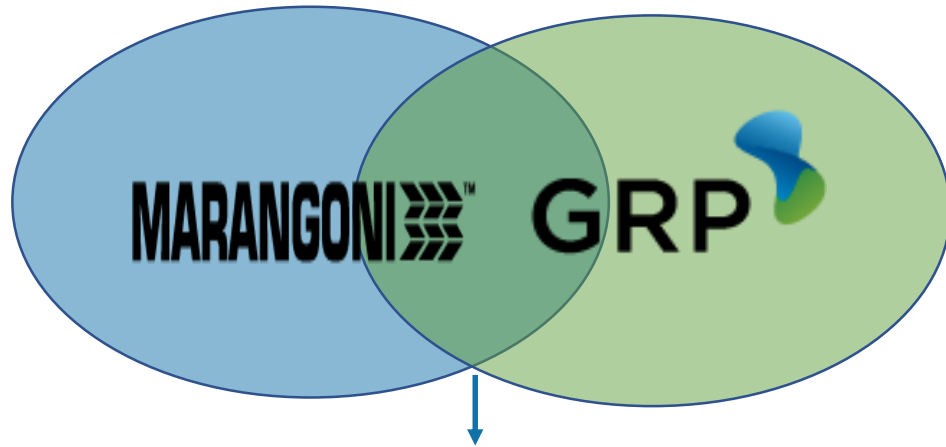
PRODUCTS



- Link Mats
- Door Mats

- Industrial Mats
- Dock Bumpers

Retreading - Marangoni Joint Venture



Portfolio of Products = Ringtread + Unitread + Classico

Entry into Retreading 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

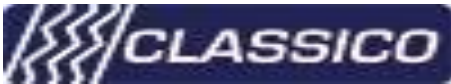


Premium, Spice-less Retread



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

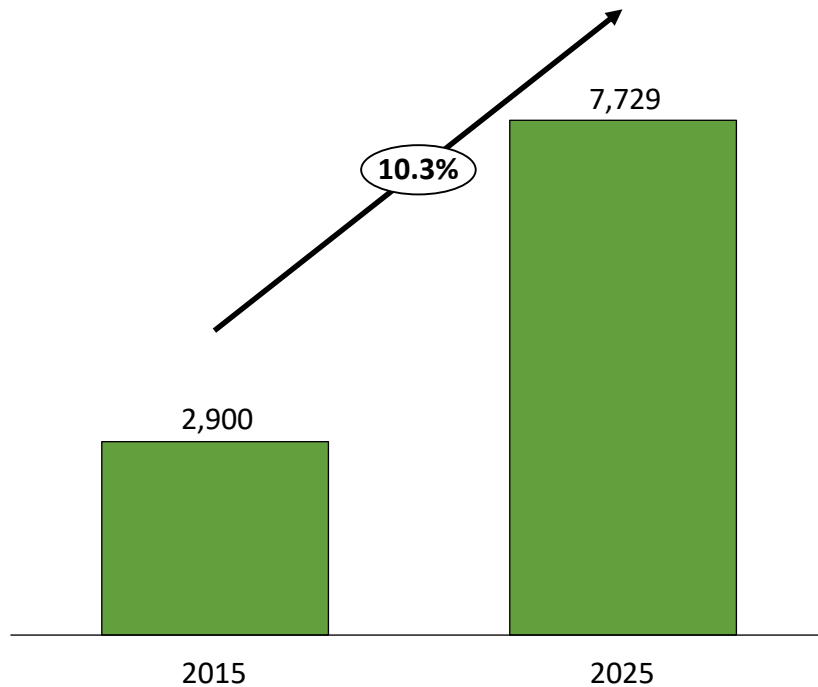
Manufacturing
&
Distribution

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

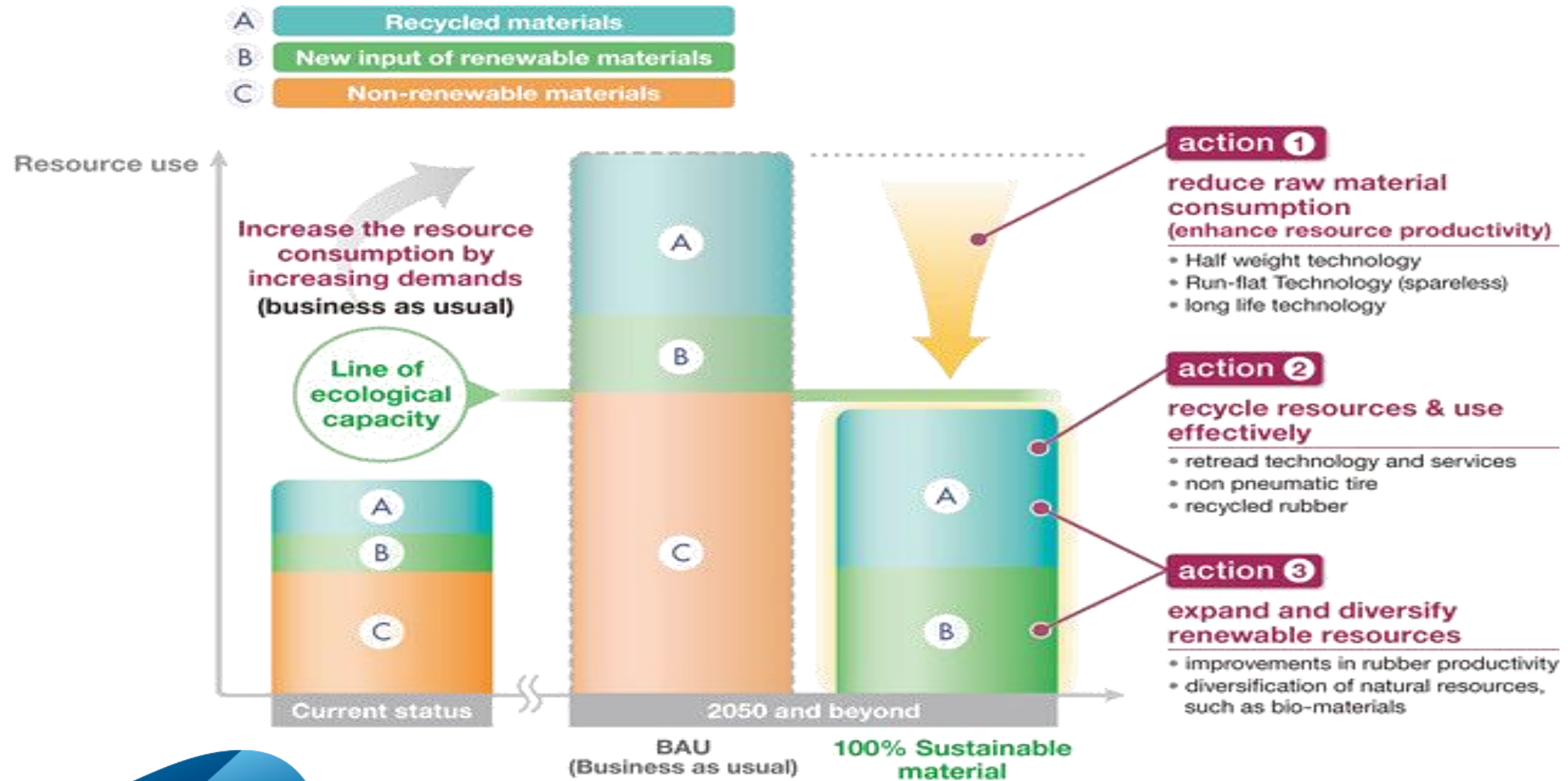
- Favourable regulations promoting sustainable and eco-friendly materials as substitutes for conventional virgin rubber is driving product demand

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



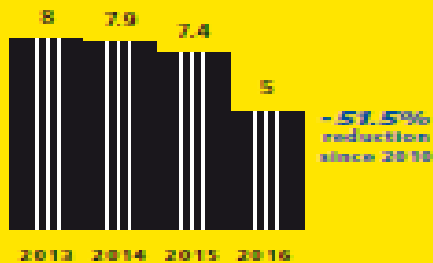
By major tyre manufacturing companies



THE 4R STRATEGY

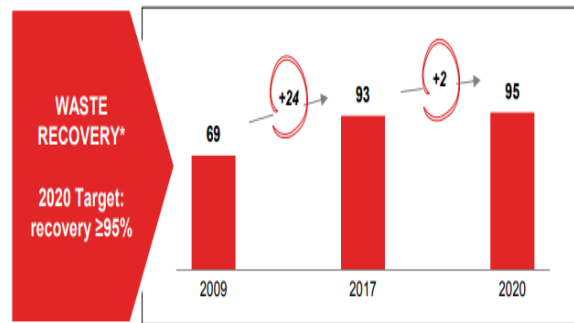
The tyre industry uses 32 million tonnes of materials every year, only 25% of which is from renewable sources. To reduce the use of fossil fuels and secure supply, Michelin has made a firm commitment to the circular economy through its 4R strategy: Reduce, Reuse, Recycle and Renew.

Landfilled waste In kg per tonne of tyres produced



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%

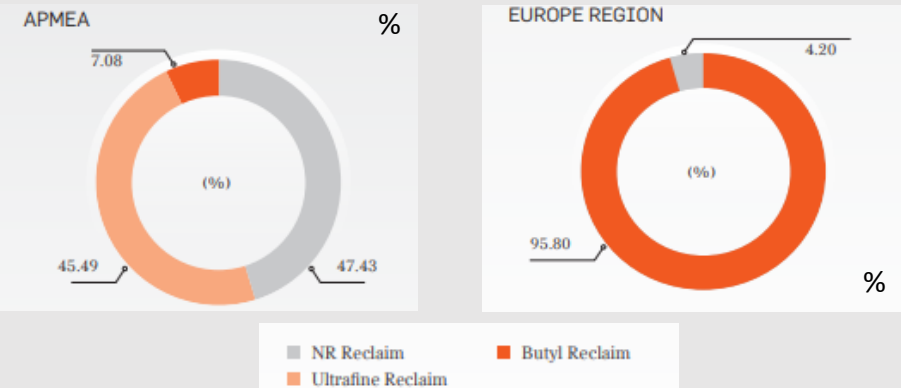
“ In the Rubber Group, the use of recycled materials is assuming an increasingly important role. Production waste generated in physical/chemical processes is used as reclaim and adhesive mixtures as recycled products. “

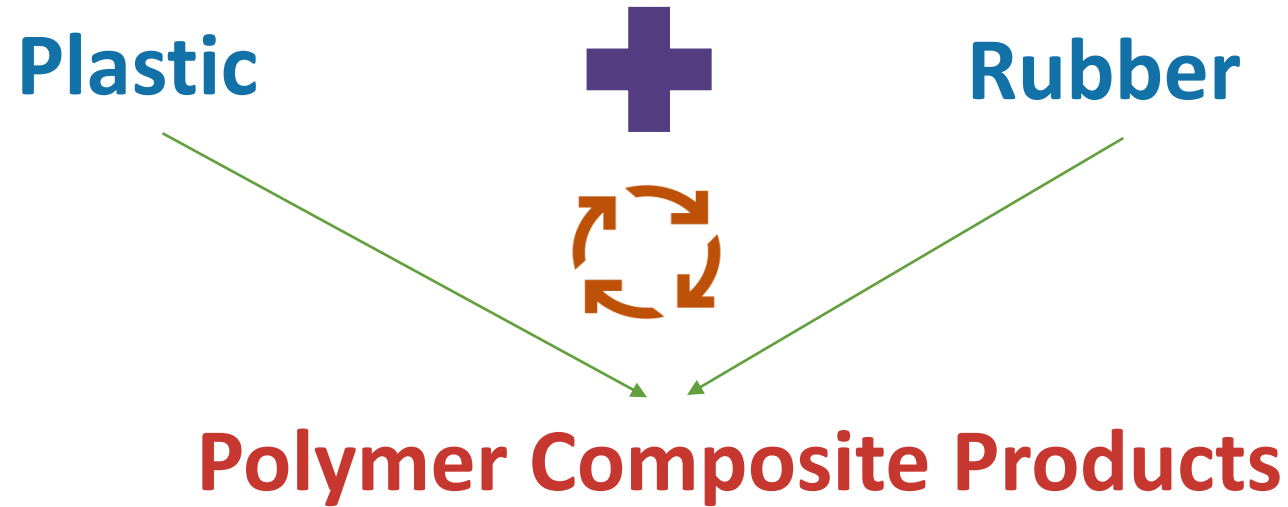
In the year under review, the percentage of recycled products of the total raw materials used in tyre production was 3%. Our goal is to increase this share to 10% by 2025.



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

Break-Up of Recycled Raw Materials by Type - FY17





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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