



# INVESTOR PRESENTATION

May 2025



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# **PERFORMANCE HIGHLIGHTS Q4 & FY25**

## Commenting on the Q4 & FY25 performance of the company Mr. Harsh Gandhi, Managing Director for GRP Limited Said,

*"We are pleased to report that our total income for FY25 stood at Rs 5,518 million, marking a 19% year-on-year growth, primarily driven by an 11% increase in volumes. This income includes Rs 220 million of EPR credit sale and an accrual of Rs 214 million of EPR revenue on account of improved stability in the EPR regime, consistent demand for credits, and the emergence of a stable market price. As a result, EBITDA margins expanded by 128 basis points, resulting in an EBITDA of Rs 694 million*

*From a macroeconomic standpoint, India's reclaim rubber (RR) consumption rose 8% YoY in CY24, exceeding the 3% growth seen in overall rubber consumption. Globally, during Q4 FY25, the Passenger car/Light truck original equipment (OE) segment saw a 1% decline in demand, while replacement tire (RT) demand grew 4%. In the truck and bus (T&B) segment, OE demand—excluding China—contracted by 6% due to weaker markets in Europe and North America, while RT demand remained flat. Reclaim rubber exports from India increased by 10% during FY25, and GRP maintained its export market share in line with industry growth*

*On a standalone basis, operating margins in the reclaim business were impacted by higher raw material costs, particularly for synthetic reclaim rubber, along with an unfavorable product and geographic mix. Employee expenses included ESOP-related charges and variable pay provisions recognized during the year*

*In the Non-RR segment, revenue growth was supported by a 14% increase in volumes, led by a 23% volume rise in Engineering Plastics. However, the Polymer Composite and Custom Die Forms businesses, which are primarily US-focused, remained flat due to geopolitical uncertainties. Our new venture under GCSL has made progress, having secured approvals from major players in the Paint, Lube, and FMCG sectors. We anticipate a further uptick in demand with the enforcement of EPR regulations for plastics starting April 1, 2025*

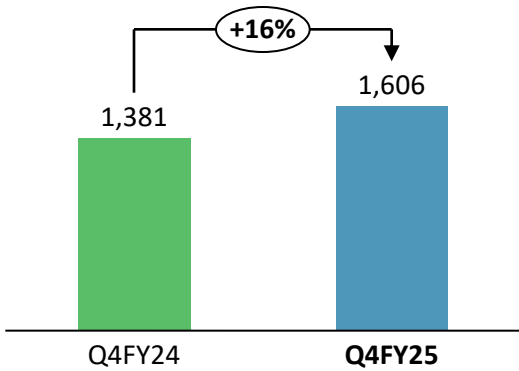
*Under our previously announced strategic capex plan of Rs 250 crore, documentation for the line of credit from the French development finance institution, Proparco, has been completed and partial disbursements were received during Q4 FY25. Additionally, shareholders approved raising up to Rs 150 crore via equity or eligible securities through a Qualified Institutional Placement (QIP). As of date, approximately Rs 49 crore has been invested in the new project. The crumb rubber unit of our integrated facility commenced operations in Q4 FY25, and the first line of the continuous pyrolysis unit is set to begin operations in Q1 FY26."*

# Q4 Performance Highlights - Consolidated

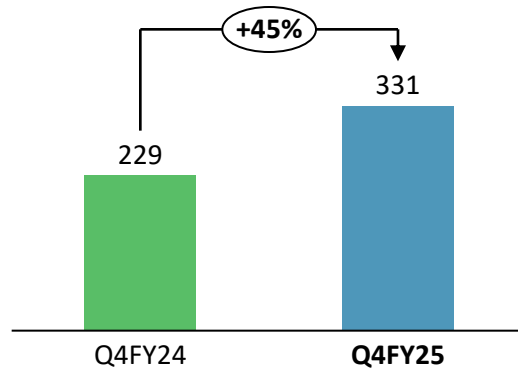


(in Rs. Mn)

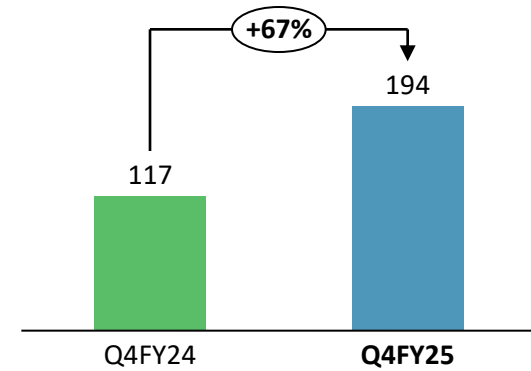
## Total Income



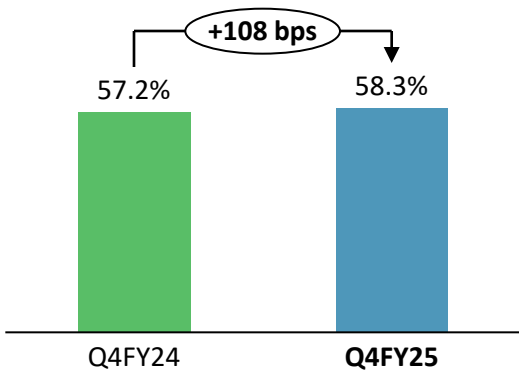
## EBITDA



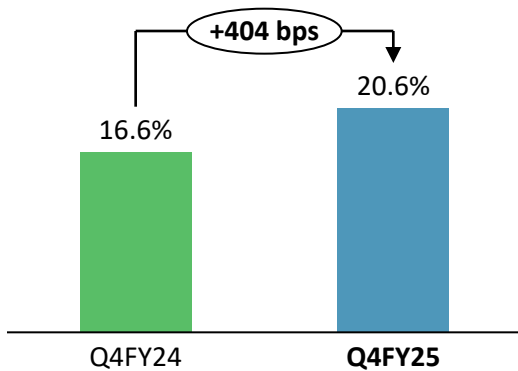
## PAT



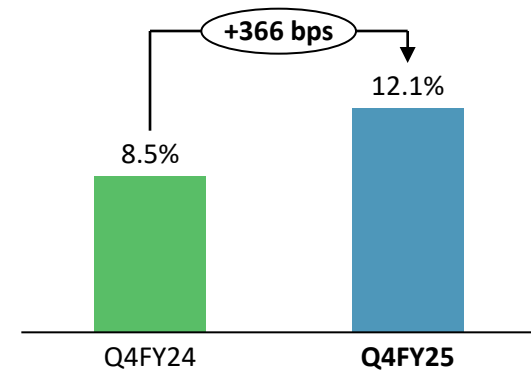
## Gross Margins (%)



## EBITDA Margins (%)



## PAT Margins (%)



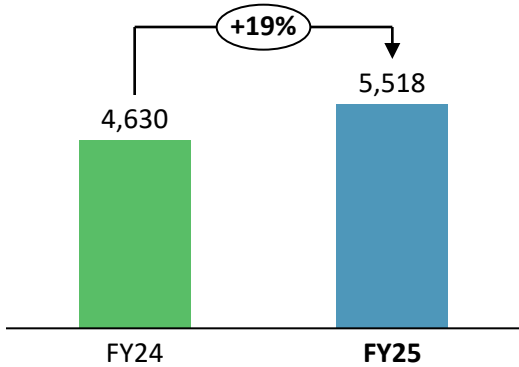
▪ The income from subsidiaries GCSL and GSPL amounts to Rs 75 Mn, with an incurred loss of Rs 13 Mn. However, as these businesses scale and mature, we expect them to contribute meaningfully to the bottom line

# FY25 Performance Highlights - Consolidated

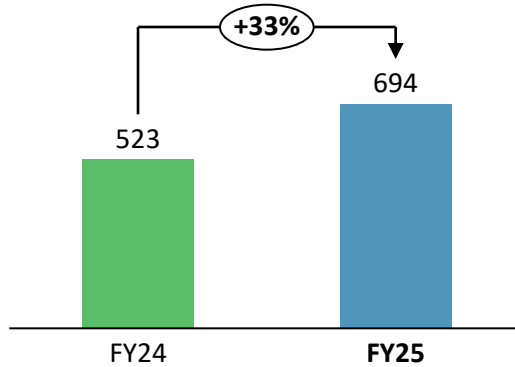


(in Rs. Mn)

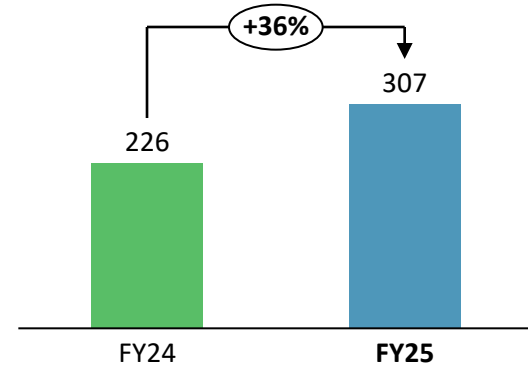
## Total Income



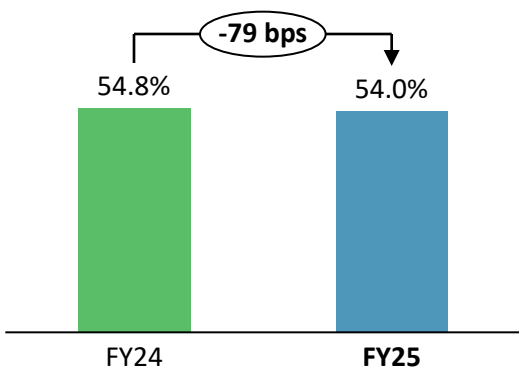
## EBITDA



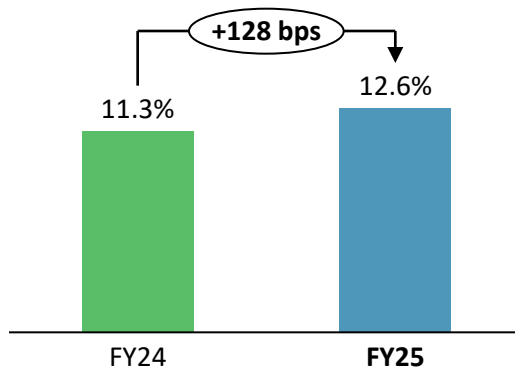
## PAT



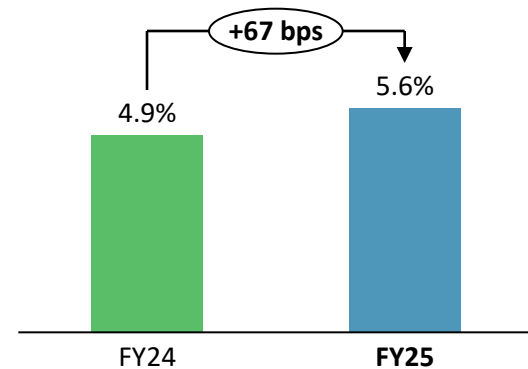
## Gross Margins (%)



## EBITDA Margins (%)



## PAT Margins (%)



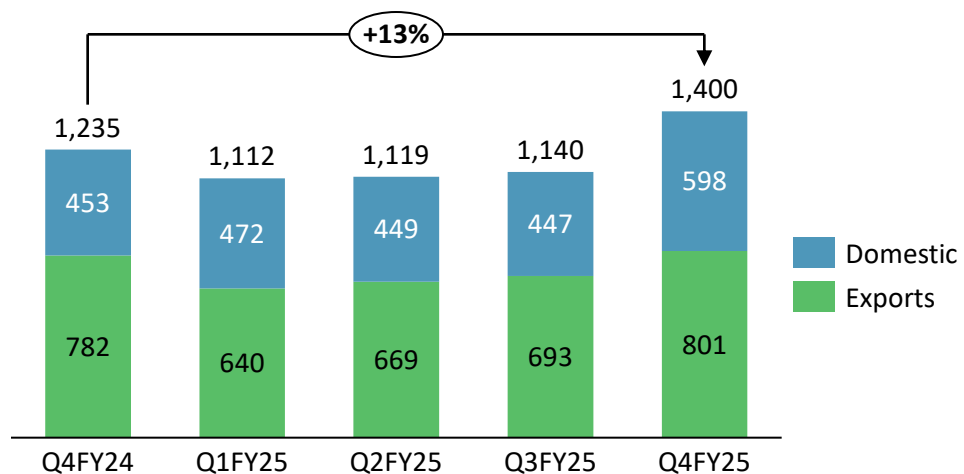
▪ The income from subsidiaries GCSL and GSPL amounts to Rs 285 Mn, with an incurred loss of Rs 56 Mn. However, as these businesses scale and mature, we expect them to contribute meaningfully to the bottom line

# Segment Wise Quarterly Performance Trend - Standalone

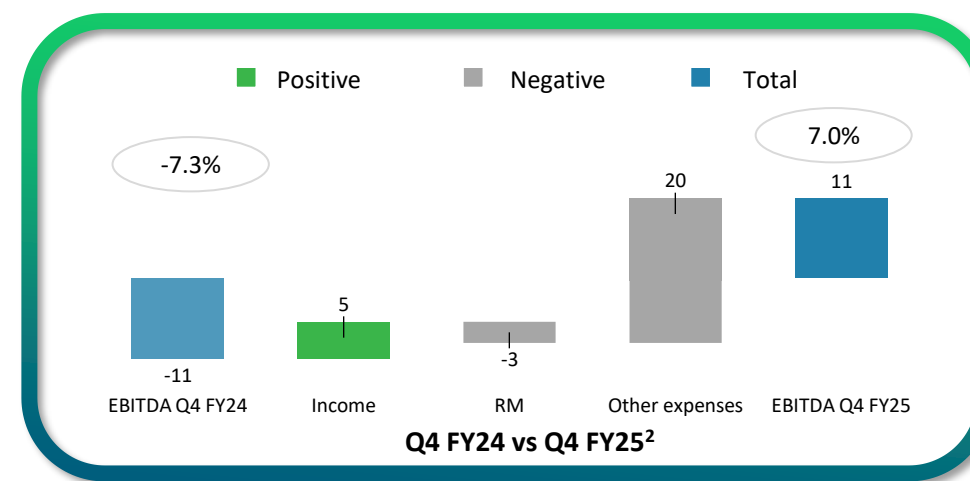
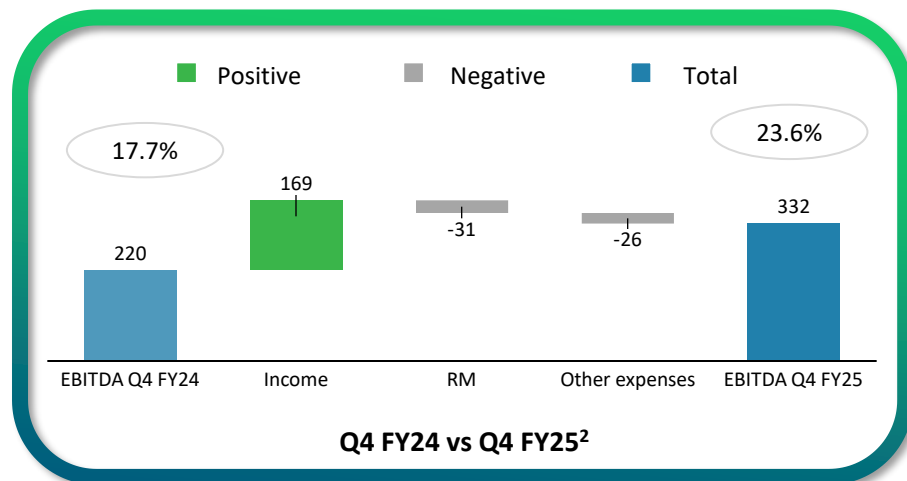
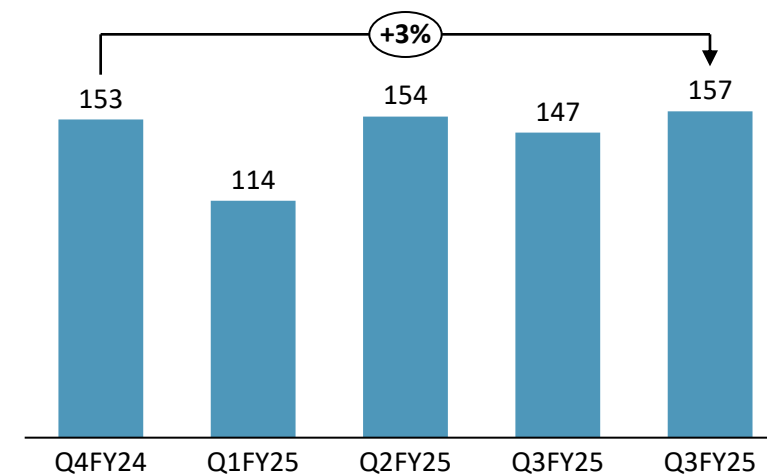


(in Rs. Mn)

## Reclaim Rubber Revenue Trend<sup>1</sup>



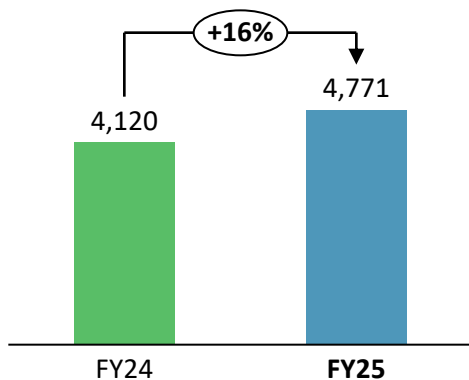
## Non- Reclaim Revenue Trend<sup>1</sup>



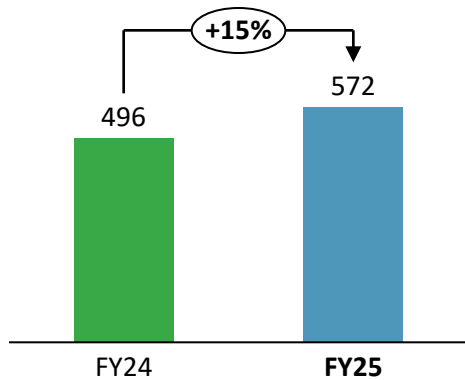
# Segment Wise Revenue Split – Standalone (YTD Basis)

(in Rs. Mn)

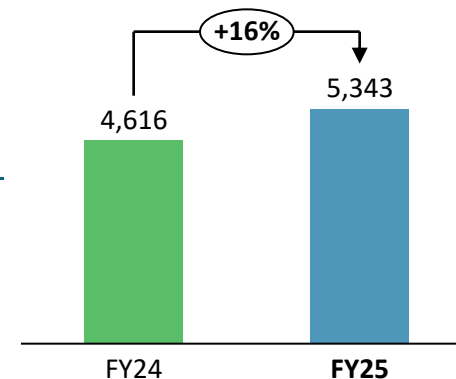
## RR Revenue



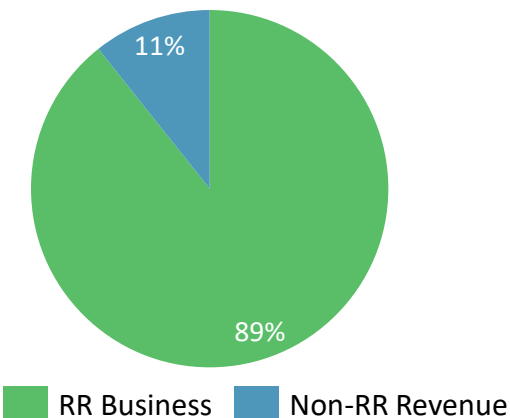
## Non-RR Revenue



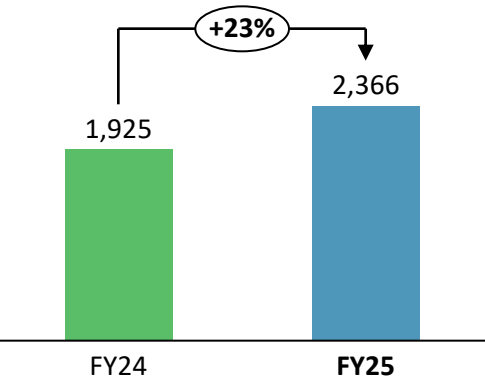
## Total Revenue



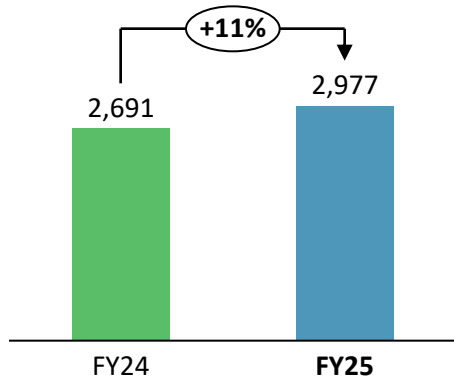
## Revenue Split (%)



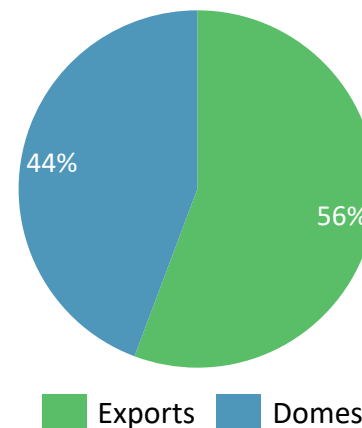
## Domestic Revenue



## Exports Revenue



## Geographical Split (%)





Revenue growth of 19% was driven by an 11% increase in volumes and 3% price increase and the addition of Rs 21 crore of accrued EPR income



Gross margins for the year declined due to higher raw material costs for specific rubber grades, an unfavourable shift in product and geographic mix, and a one time stock write-off of Rs. 105 lakhs considered in FY25. However, margins are expected to stabilize in the upcoming quarters



Employee costs declined from 11.8% to 11.3% during the year, reflecting the impact of our automation initiatives. This includes Rs. 227 lakhs towards ESOP-related expenses and provisions for variable pay. Additionally, operational costs for FY25 include a Rs. 78 lakh write-off for obsolete equipment and Rs 78 lakh for Pyrolysis product development expenses



Energy investments are yielding tangible benefits, with savings of Rs. 3.67 crore from renewable power and a cumulative Rs. 3.64 crore from biofuel projects in FY25. Together, these initiatives are contributing significantly to the reduction of GHG emissions



Improved working capital efficiency, reflected in the reduction of the working capital cycle from 94 days in FY24 to 76 days in FY25

# Strategic CAPEX Announcement : Investing in Future Growth and Operational Excellence



## KEY TAKEAWAYS

- The total funding requirement for these projects will be met through a combination of internal accruals and debt, as deemed appropriate
- The planned expansion for the proposed projects shall be done at the company's existing sites
- Phase 1 of this investment will entail a capital expenditure of up to Rs. 150 crores, to be deployed until December 2025

Capex upto Rs 250 Crores - This investment will be executed in two phases over a period of three years

Phase 1 - Rs 150 Crores to be deployed until December 2025

Phase 2 – Remaining amount to be utilized

## Capex will focus on the following projects...

- Deployment of new technology to produce reclaim rubber with lower CO<sub>2</sub> emissions
- Expansion of our capabilities in crumb rubber and other categories identified under Tyre EPR
- Expansion of the plastic recycling business

Company has so far incurred Rs. 49 crore towards project to manufacture Crumb rubber, Tyre Pyrolysis Oil and Recovered Carbon Black, the crumb unit of this integrated facility has commenced operations in Q4 FY25

## CAPEX Funding Plans

- Company will be availing term loan by way of External Commercial Borrowings (ECB) upto Euros 15 million from Société de Promotion et de Participation pour la Coopération Economique S.A. France (PROPARCO) for partial funding of projects.
- Projects will be partly funded by raising of funds by way of issuance of equity shares or other eligible securities for an aggregate amount not exceeding Rs. 150 crore (Rupees One hundred and Fifty crore) by way of qualified institutions placement ("QIP") or other permissible mode in accordance with applicable laws, subject to the receipt of the necessary approvals as may be required.

# Profit & Loss Statement - Consolidated



Profit & Loss (Rs. Mn)	Q4FY25	Q4FY24	Y-o-Y / Bps	Q3FY25	Q-o-Q / Bps	FY25	FY24	Y-o-Y / Bps
<b>Revenue</b>	<b>1,603</b>	<b>1,379</b>	<b>16%</b>	<b>1,323</b>	<b>21%</b>	<b>5,505</b>	<b>4,614</b>	<b>19%</b>
Other Income	2	2		4		14	16	
<b>Total Revenue</b>	<b>1,606</b>	<b>1,381</b>	<b>16%</b>	<b>1,327</b>	<b>21%</b>	<b>5,518</b>	<b>4,630</b>	<b>19%</b>
Cost of Goods Sold	670	591		622		2538	2093	
<b>Gross Profit</b>	<b>936</b>	<b>790</b>	<b>18%</b>	<b>704</b>	<b>33%</b>	<b>2,980</b>	<b>2,537</b>	<b>17%</b>
<b>Gross Profit Margin</b>	<b>58%</b>	<b>57%</b>		<b>53%</b>		<b>54%</b>	<b>55%</b>	
Employee Cost	172	137		149		621	544	
Other Expenses	433	424		425		1,665	1,469	
<b>EBITDA</b>	<b>331</b>	<b>229</b>	<b>45%</b>	<b>130</b>	<b>154%</b>	<b>694</b>	<b>523</b>	<b>33%</b>
<b>EBITDA Margin</b>	<b>21%</b>	<b>17%</b>		<b>10%</b>		<b>13%</b>	<b>11%</b>	
Depreciation	42	34		41		160	125	
Finance Cost	32	17		29		105	73	
Exceptional Item	0	24		0		0	24	
<b>PBT</b>	<b>257</b>	<b>154</b>	<b>67%</b>	<b>60</b>	<b>325%</b>	<b>429</b>	<b>302</b>	<b>42%</b>
Tax	62	37		17		122	75	
<b>PAT</b>	<b>194</b>	<b>117</b>	<b>67%</b>	<b>44</b>	<b>344%</b>	<b>307</b>	<b>226</b>	<b>36%</b>
<b>PAT Margin</b>	<b>12%</b>	<b>8%</b>		<b>3%</b>		<b>6%</b>	<b>5%</b>	
<b>EPS</b>	<b>36</b>	<b>22</b>		<b>8</b>		<b>58</b>	<b>42</b>	

# Balance Sheet Statement - Consolidated



Liabilities (Rs. Mn)	Mar-25	Mar-24
Equity Share Capital	53	13
Other Equity	1,863	1,654
<b>Equity attributable to owners of the Company</b>	<b>1,916</b>	<b>1,667</b>
Non-Controlling Interests	0	0
<b>Total Equity</b>	<b>1,916</b>	<b>1,667</b>
<b>Non-Current Liabilities</b>	<b>564</b>	<b>382</b>
Financial Liabilities		
(i) Borrowings	376	219
(ii) Lease Liabilities	3	3
(iii) Other Financial liabilities	1	2
Provisions	43	33
Deferred Tax Liabilities (Net)	141	124
<b>Current Liabilities</b>	<b>1,640</b>	<b>1,375</b>
Financial Liabilities		
(i) Borrowings	1,086	907
(ii) Lease Liabilities	3	3
(iii) Trade Payables	283	242
(iv) Other Financial Liabilities	53	36
Other Current Liabilities	164	168
Provisions	23	18
Current tax liabilities (Net)	27	3
<b>Total Equity &amp; Liabilities</b>	<b>4,120</b>	<b>3,424</b>

Assets (Rs. Mn)	Mar-25	Mar-24
<b>Non-Current Assets</b>	<b>2,185</b>	<b>1,689</b>
Property, Plant and Equipment	1,671	1,442
Capital work in progress	273	10
Right of use assets	140	142
Investment Property	10	10
Other Intangible assets	2	2
Intangible assets under development	0	0
Financial Assets		
(i) Investments	1	1
Non-Current Tax Assets (net)	54	58
Other Non-Current Assets	35	23
<b>Current Assets</b>	<b>1,934</b>	<b>1,736</b>
Inventories	534	491
Financial Assets		
(i) Investments	15	16
(ii) Trade receivables	1,006	1,060
(iii) cash & cash equivalents	13	2
(iv) Bank balances other than mentioned	2	1
(v) Other Financial assets	253	61
Other Current Assets	111	105
<b>Total Assets</b>	<b>4,120</b>	<b>3,424</b>

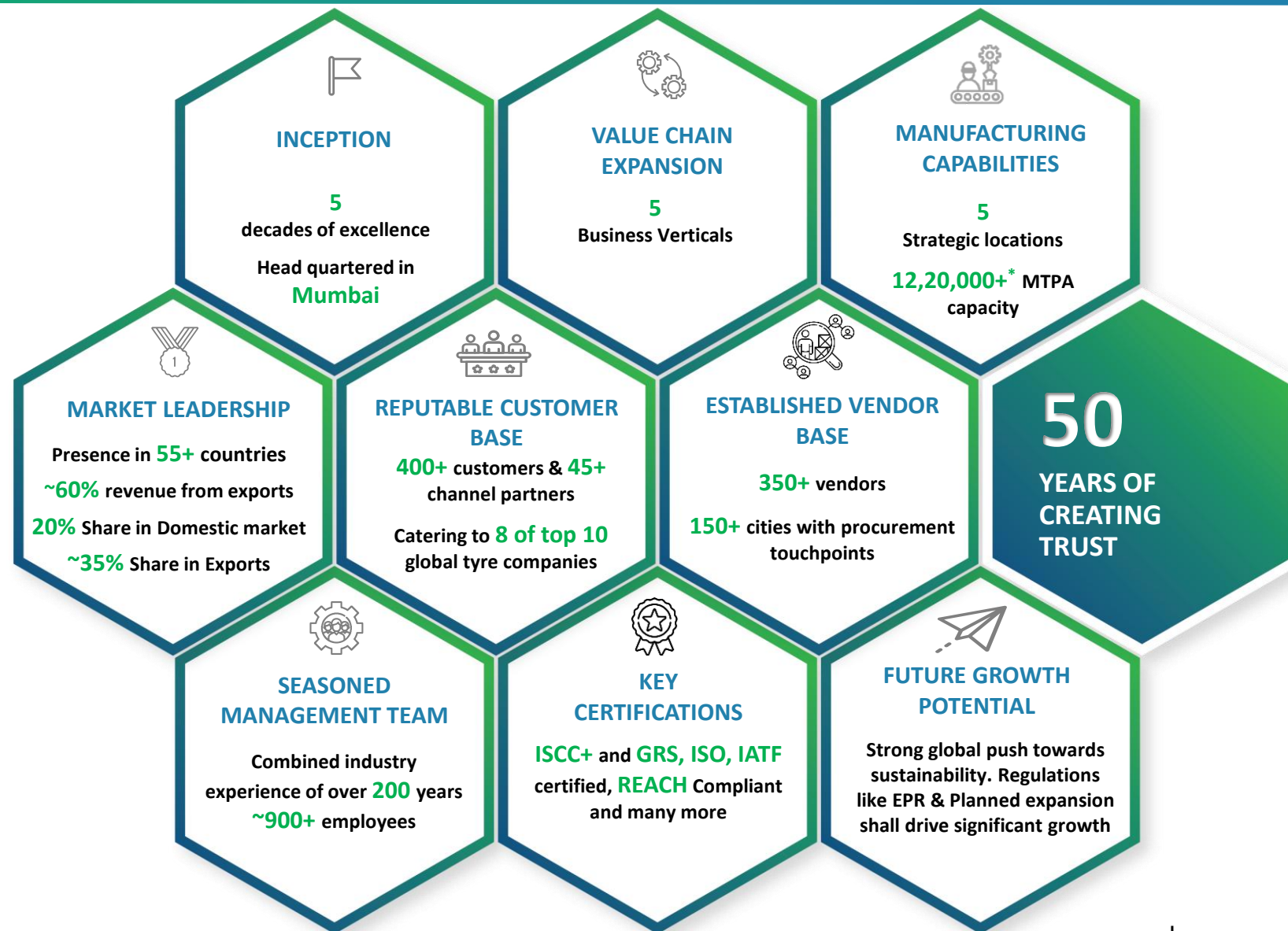


# COMPANY OVERVIEW

# GRP Is A Marquee Scalable Integrated Polymer Recycling Company



## GRP AT A GLANCE



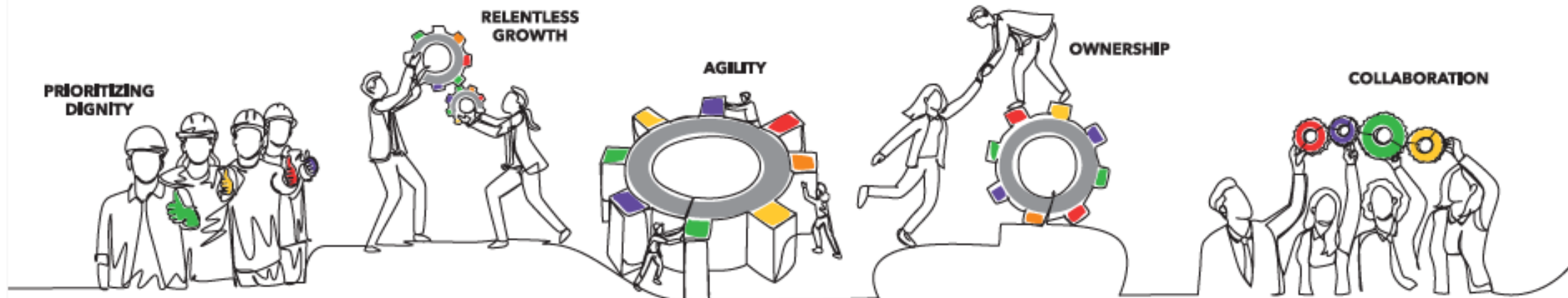
\*Includes capacity of Crumb capacity added in Q4 FY25

## Company

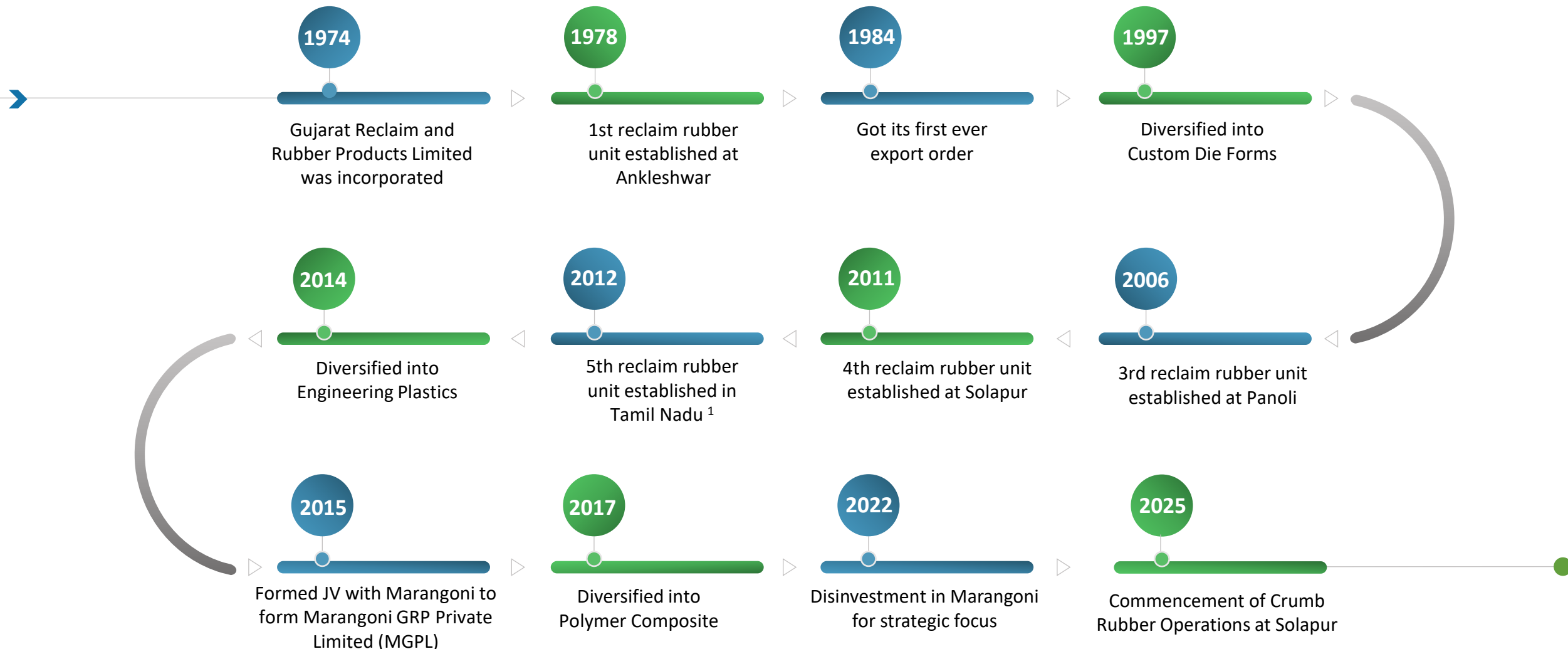
GRP is a sustainable materials producer that helps brand owners fulfil obligations for responsible use of end-of-life waste

## Our Vision

The trusted global partner offering innovative sustainability solutions, committed to responsible value creation for all stakeholders



# 5 Decades Of Journey Towards An Integrated Recycling Platform



1. Operations at the Tamil Nadu unit have now been discontinued

# Pioneering The Value Chain With 5 Business Verticals And Diverse Customer Segments...

## Business Verticals

### GRP RECLAIM RUBBER

GRP transforms end-of-life tyres and rubber waste into premium quality reclaim rubber and moulded products, offering technical advantages and cost savings for various applications in both tyre and non-tyre rubber products



### GRP ENGINEERING PLASTICS

GRP provides sustainable solutions for demanding engineering needs, offering unfilled and glass-reinforced Polyamide 6 (PA 6), Polyamide 66 (PA 66), and Polybutylene terephthalate (PBT)



### GRP REPURPOSED POLYOLEFINS

GRP offers sustainable and circular packaging solutions, upcycles end-of-life polyolefin rigid packaging into raw materials with performance matching virgin materials. Applications include paint pails, lubricant pails, automotive battery covers, and pallets.



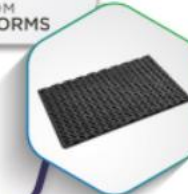
### GRP POLYMER COMPOSITE

GRP's composite materials, made from 100% recycled rubber and plastic, are eco-friendly, stronger, and more durable than wood. Well suited for logistics, construction, oil & gas, aviation, marine, industrial, and agricultural sectors.



### GRP CUSTOM DIE FORMS

GRP creates custom die forms from end-of-life truck and bus bias tyres, ideal for cost-effective solutions like door mats, impact-resistant products, and conveyor chain assemblies for agricultural equipment



## Key Customer segments



Automotive tyres



Automotive Products



Conveyor Belts



Electrical



Furniture



Transportation  
(Shipping & Trucking)

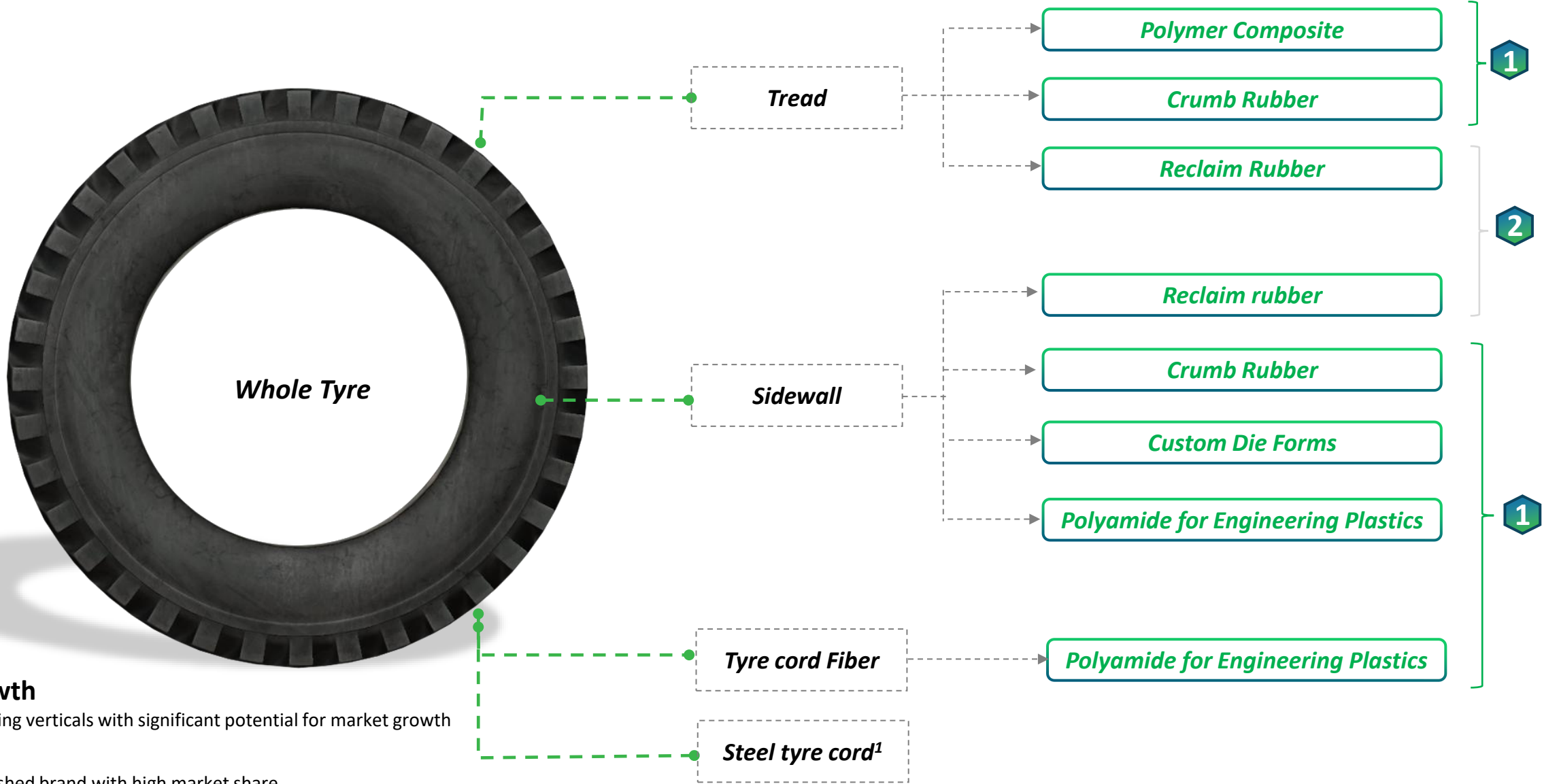


Agricultural Equipment



Polymer/Rubber  
Compounding

# Maximizing the Use of End-of-Life Tyres Across Verticals



- 1 Growth**  
Emerging verticals with significant potential for market growth
- 2 Core**  
Established brand with high market share

<sup>1</sup> Sold to local steel rolling mills

# Made In India For The World With Well-diversified Procurement Network

Solapur

**2011 | 1,15,960 sqm<sup>1</sup>**

Ankleshwar

**1978 | 26,547 sqm**

Panoli

**2006 | 17,339 sqm**

Indore

**2015 | 3,310 sqm**

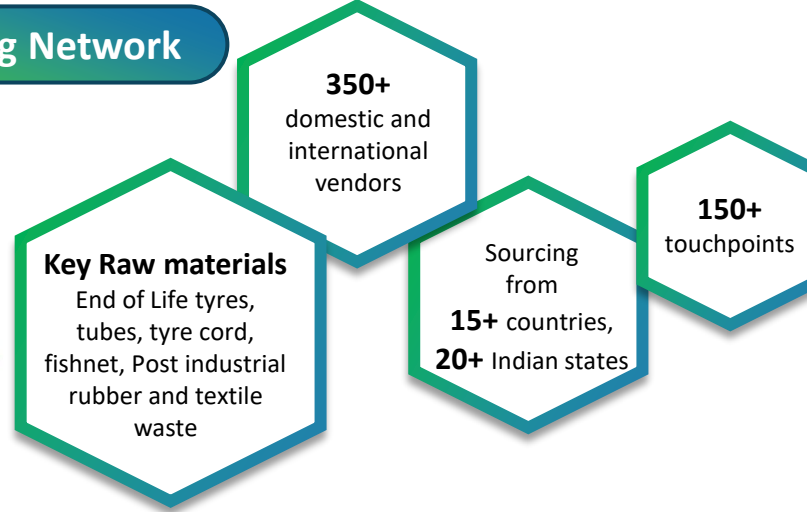
**Operational since | Total Land area**

## MADE IN INDIA FOR THE WORLD

8 strategically located manufacturing facilities across  
5 locations with a capacity of **122000+** MTPA



### Sourcing Network



### Capacity

Headquarters	
R&D Centre	
Reclaim Rubber	: 75,600 MTA <sup>2</sup>
Crumb Rubber	: 31,875 MTA <sup>\$</sup>
Engineering Plastics	: 6,000 MTA
Repurposed Polyolefins	: 6,000 MTA
Polymer Composite	: 1,500 MTA
Custom Die Forms	: 1,400 MTA

1. Includes area of all the plants within Solapur including newly acquired plot for expansion; Additionally, Dahej plot is spread across land area of 31,020 sqm  
2. Includes capacity of 3600MTA which was added in Reclaim Rubber, 3. Production from this will be subsequently used as input for upcoming pyrolysis plant

# Wide Range of Applications for Reclaim Rubber

## RECLAIM RUBBER IN TYRE APPLICATIONS

**NATURAL RUBBER RECLAIM**

- Whole Tyre Reclaim
- High Tensile Reclaim
- High Performance Material

**SPECIALITY RUBBER RECLAIM**

- Butyl Reclaim
- Chlorobutyl Reclaim



## RECLAIM RUBBER IN NON-TYRE APPLICATIONS



## VALUE PROPOSITION

### ECONOMIC

- Cost-saving by replacing virgin rubber & Carbon Black
- Reduced processing costs

### PROCESSING

- Faster mixing cycle & Improved extrusion rate
- Reduced splicing defects
- Controlled die swell

### ENVIRONMENTAL

- Provides alternative to hazardous, landfills
- Substitutes natural rubber & crude based synthetic rubbers saving scarce natural resources
- Reduces carbon emissions by 3-5MT per ton

## ENGINEERING PLASTICS

### POLYAMIDE 6

- High quality engineering plastic, used in applications requiring superior mechanical properties
- Appropriate for customers seeking weight savings, function integration and design freedom



Engine Cover



MCB Cover



Chair Star Base

### PBT

- Used primarily in electrical/electronics applications
- Highly heat-resistant up to 150 degree C (or 200 degree C, if reinforced)
- Has low moisture absorption and high dimensional stability



Connectors



Bulb Housing



Consumer Appliances

### POLYAMIDE 66

- Offers higher toughness with high hydrolytic stability
- PA66 is well-known for flowability and quick crystallization
- Used in highly stressed technical parts and electrically insulating parts



Automotive Fasteners



Wiper Motor Cover



Cable Ties

## REPURPOSED POLYOLEFINS

### ICPP

- Used across various applications in the automotive and industrial sectors



Paint Pail



Lubricant Pail



Automotive Battery Cover

### TPE - PP BASED ELASTOMERS

- Blend of EOL PP and EPDM reclaim rubber from EoL tires
- Improved flexibility, impact resistance and low temperature performance



Basket



Gear Knob



Castor Wheels

### PP GLASS FILLED AND TALC FILLED COMPOUNDS

- Used across various applications in the household, automotive and electrical sectors



Consumer Appliances



Chair

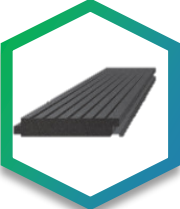


Dashboard Components

Note: Applications presented are not exhaustive

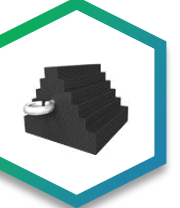
# Polymer Composite and Custom Die Forms For Diverse Industries

## POLYMER COMPOSITE



### BOARDS

- Highly customizable boards include tongue and groove, lug boards, planks etc.
- Trailer decking application as an alternative to steel and wood leads to a 25% - 28% reduction in carbon footprint coupled with a reduction of 1 MT of solid waste generated



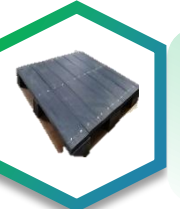
### WHEEL CHOCKS

- Used by commercial vehicles and planes to prevent accidental movement



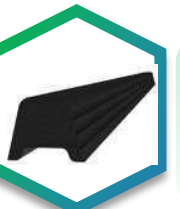
### DUNNAGES

- Largely used to secure and support the cargo
- Used for storage and distribution of steel as coil rest
- Used to protect corner cracks in glass applications



### PALLETS

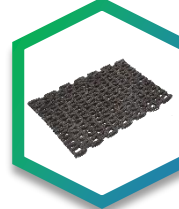
- Combat offload pallets are used in military for Container Delivery Systems, and Aerial Drop Training, as it sustains heavy weight and heavy impact.
- Rigid material used to load and secure in transportation and warehousing



### BUMPERS

- Used by commercial vehicles to withstand impacts and protect the front and rear from damage during collisions

## CUSTOM DIE FORMS



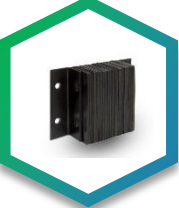
### LINK MATS

- Installed for workplace safety to provide impact absorption and grip at industrial sites



### VIBRATION PADS

- Assisting in noise reduction, employee safety, and machinery & equipment protection



### DOCK FENDERS

- Installed to provide protection to trailers, vehicles, loading dock equipment, etc.



### HARVESTOR BLADES

- Used in agriculture harvesting machines



### SNOW MOVING BLADES

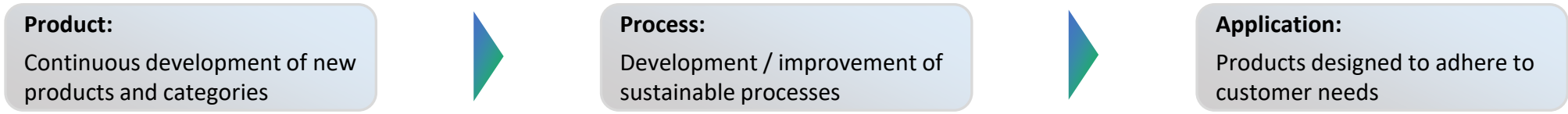
- Rubber pads used to plow snow in snow moving equipment






GRP has developed an in-house R&D for Product, Process and Application Research

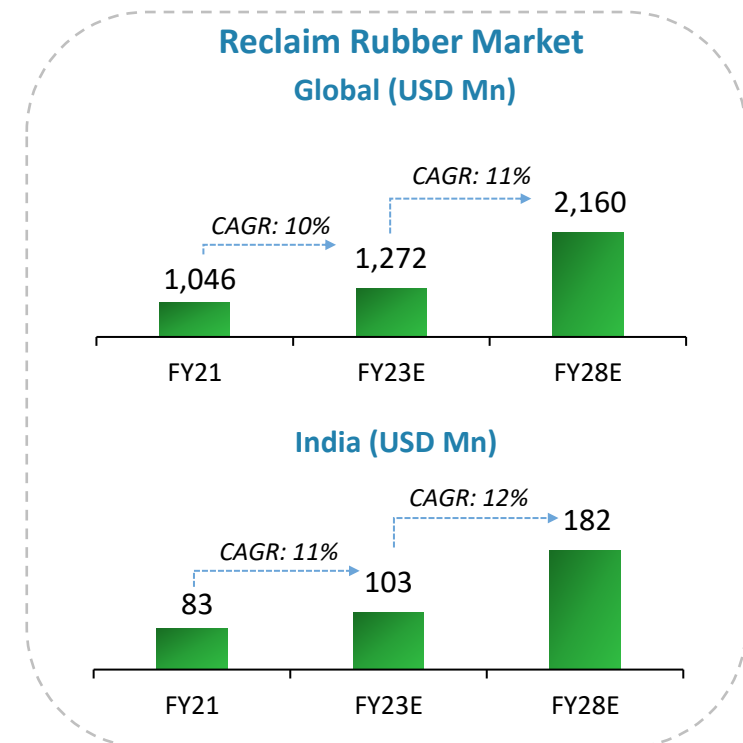
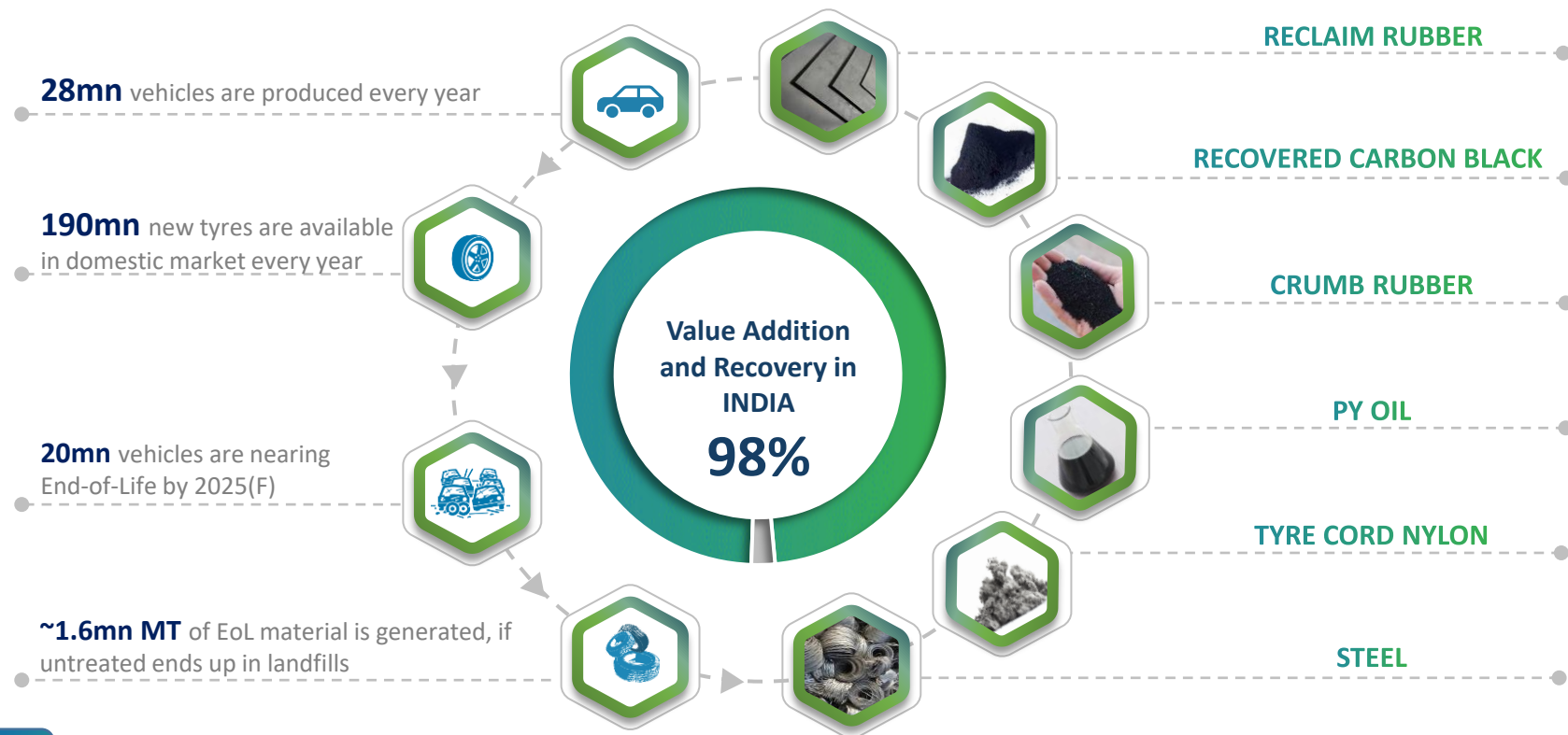
## Department of Scientific & Industrial Research Recognized

### Key Principles



- **Product:**
  - The R&D team develops new grades in response to market demand
  - These grades enable customers to substitute virgin compounds more effectively
- **Process:**
  - Focused efforts on reducing CO<sub>2</sub> emissions through process innovations that minimize the use of coal, oil, and natural gas in manufacturing
  - Developed proprietary mechanical devulcanization processes, replacing the previously used thermal methods
- **Application:**
  - Joint R&D to help customers utilize higher content of recycled materials as substitutes
  - Concentrated efforts on reclaiming materials from non-tyre sources for broader use in the rubber industry

# Limitless Possibilities In Waste To Wealth With Growing Market Globally



## Key Growth Drivers



Rising focus on sustainability by governments across the globe as the need for circular economy and environment friendly products / process gain steam



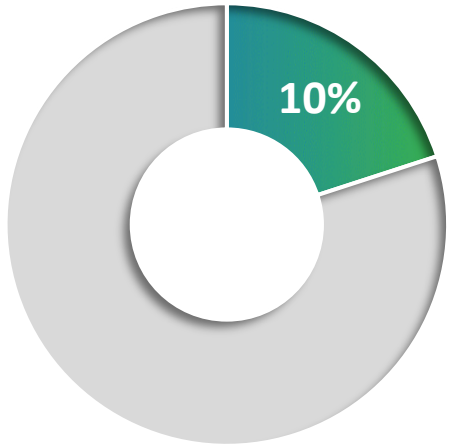
Focused efforts by leading tire manufacturers globally who have set sustainability targets to achieve c. 40% sustainable sourcing by 2030 and c. 100% carbon neutrality / sustainable sourcing by 2050



Introduction of EPR guidelines shall further lead to increased usage of sustainable materials by tire manufacturers and add a new revenue stream for recyclers without additional capital expenditure



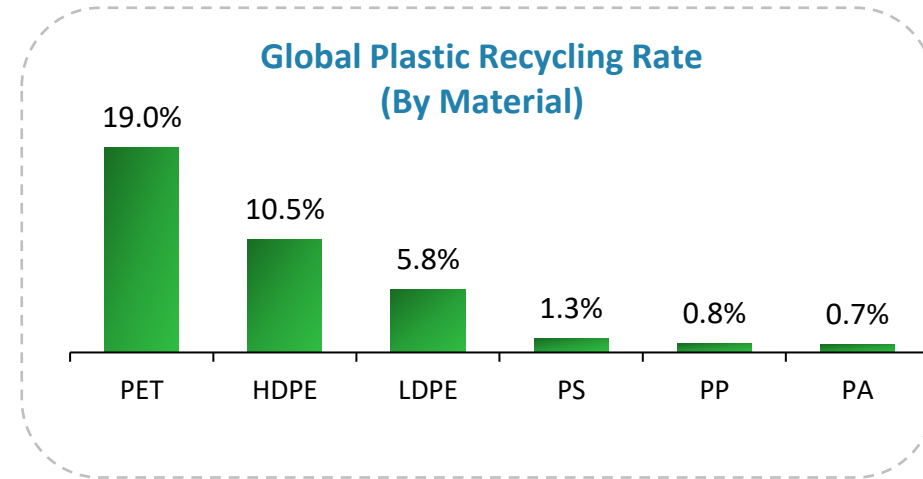
India is one of the fastest growing automotive markets globally across both passenger and commercial vehicles, and has emerged as the 3rd largest market by volume in 2022



## Plastic waste generation

Globally, around **400mn** MTA of plastic waste is generated, **10%** of this is recycled

Rest is either incinerated or dumped into landfills or leaked into the environment.



## Key Growth Drivers and Synergies

### Nylon



#### Access to in-house raw material:

- Nylon extracted from end-of-life tyres provides raw material for the plastics vertical, thus increased tyre processing enhances access to secondary Nylon



#### Growing end-use applications:

- Significant growth driven by rising demand across various end-use applications like automotive, electrical, building and construction, etc.



#### Sustainability focus:

- Increased focus on use of sustainable materials across the value chain by leading manufacturers globally

### Polypropylene



#### Rising demand for recycled polypropylene:

- Robust growth in demand due to rapid increase in usage of recycled polypropylene in packaging and allied sectors



#### Demand supply gap of Virgin Polypropylene:

- Shortfall in supply against growing demand is increasing imports and reducing exports of Virgin polypropylene



#### Introduction of sustainability guidelines:

- Introduction of EPR coupled with increasing sustainability targets of brand owners, has further accelerated the demand for recycled material

# Well Entrenched Customer Relationships With Reputed Tyre And Non-tyre Customers



40+ percent

Customers have been associated with GRP for >10 years in reclaim rubber


# Celebrating Excellence: Awards and Accolades Recognizing Our Achievements



## CERTIFICATIONS



IATF 16949:2016, ISO 9001:2015, ISO14001:2015, ISO45001:2018



## Recent inclusion to our achievements



### Crisil Rating

Long term loan : A-  
Short term loan : A2+



First Reclaim Rubber manufacturer to receive ISCC+ Certification



Secured GRS for Plastic materials



CDP rating of "C"



Consistently Certified as a Great Place to Work for the third time

## AWARDS



Computer World Information Technology Awards (For ERP for Economic, Environmental and Social Sustainability)



HR Excellence in Employee Engagement



Finalist Parivartan Sustainability Leadership Award



HR Innovation in Learning and Development

## MEMBERSHIPS



# Distinguished Board of Directors



**Rajendra Gandhi**  
Executive Chairman



**Harsh Gandhi**  
Managing Director



**Hemal Gandhi**  
Executive Director



**Saurabh Shah**  
Independent Director



**Anshul Mittal**  
Independent Director



**Vivek Asrani**  
Independent Director



**Belur Sethuram**  
Independent Director

# Paving the Way for Sustainability With Focus On ESG

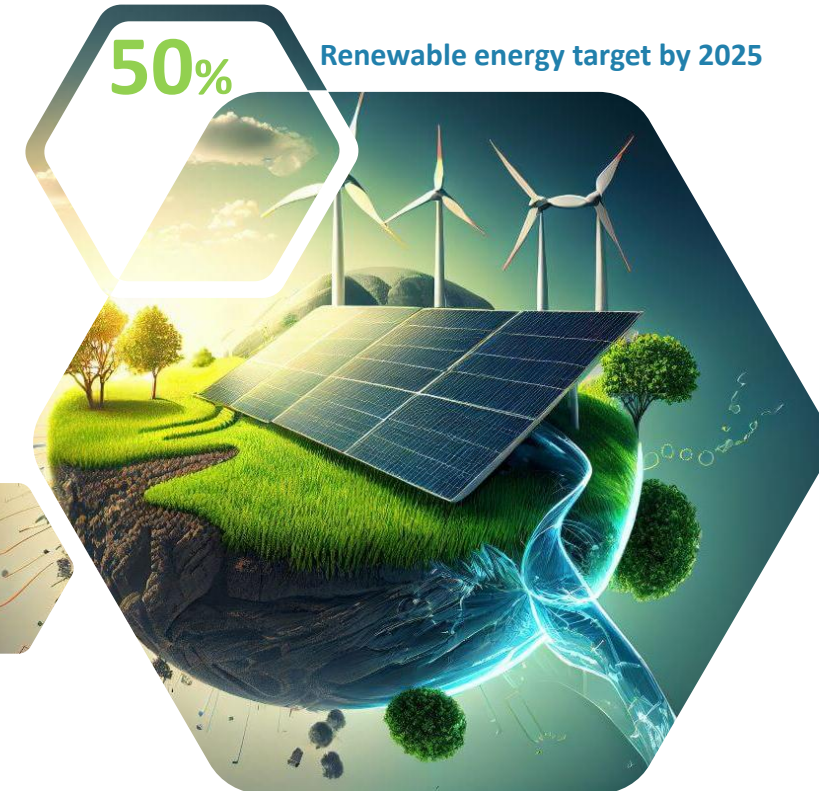
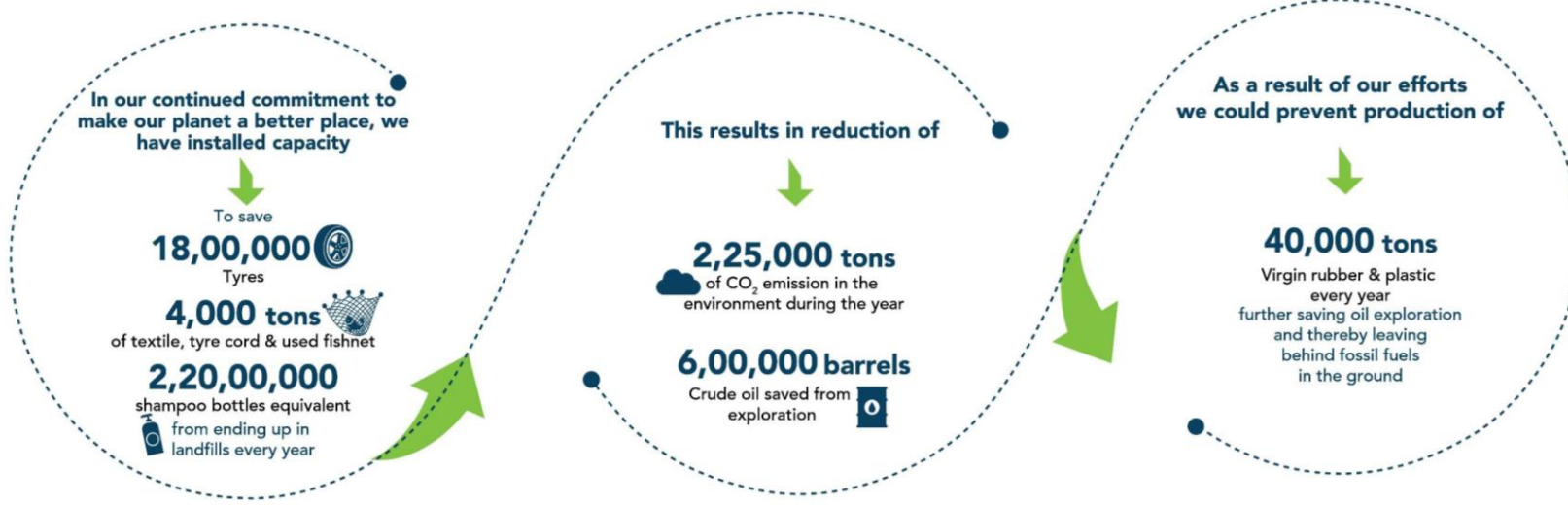
COMMITTED TO **GROWTH** IN A **GREENER** WORLD  
 5 decades of expertise in recycling



Voluntarily published Business Responsibility and Sustainability Report (BRSR) in 2024



20% women participation in workforce by 2025



## HIGHLIGHTS

**Zero Liquid Discharge**  
Operations

**Green Tech Investments**  
**Products** with LCA results

**10%** Reduction in Scope 1 & Scope 2 emissions per MT produced in FY24 YoY

**20%** Energy needs harnessed using wind & solar sources

# Sustainable Development Goals (Adopted By GRP)

GRP believes in ‘giving back to the society and the planet’, it has shown a high level of engagement across following six out of the seventeen SDGs adopted by all UN member states to build a better world for people and planet



**Wellness initiatives**

Health checkups, Stress management, Holistic wellness, Yoga, Dance sessions, Power nap at HO, Birthday celebrations

Healthcare support

Outdoor workforce safety, Fire safety

Substance abuse awareness

Community contribution

Educational donations at Orphanage homes, Visually impaired and special needs children school

Mobile Education Vans

Internship opportunities for students

Encouraging employees in pursuit of higher education

Signatory of the UN WEP

Support for women entrepreneurs

Creating appropriate infrastructure and environment for women workers

POSH awareness sessions

Celebration of men’s and women’s day

Drinking water stations and toilets for girls

Water coolers at plants

Zero Liquid Discharge Operations

Installation of Effluent Treatment Plants and Multiple Effect Evaporator systems to enhance wastewater treatment

Target to harness 50% of energy needs through renewables by 2025

Way ahead with solar energy as a sustainable solution

Investments in wind solutions

Greener technologies and energy sources such as Biofuel systems to reduce carbon emissions

Recycling, reusing and reducing EoL tyres, plastics and converting into sustainable materials through multiple verticals

Responsible packaging - Reduction in Wooden pallet consumption

Replaced diesel forklifts with electric forklifts

At GRP, 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



## EDUCATION

- Mobile vans for elementary education
- Vocational training for adult education
- Merit based scholarship to support University Education
- Strengthen / support existing institutes engaged in providing primary, secondary and higher level education



## SUSTAINABLE LIVELIHOOD

- Vocational training aimed at employability
- Supporting initiatives around Yoga, meditation and self-help
- Awareness programs for clean living/housing facilities
- Awareness programs on hygiene, safe water
- Encouraging plantation of trees through self help groups of women



## HEALTHCARE

- Primary healthcare centres
- Mobile healthcare projects
- Healthcare through awareness programs
- Blood donation camps
- Sponsorship for Dialysis center



## WOMEN EMPOWERMENT

- Girl child education upto University
- Supporting groups for women empowerment
- Building toilets for better women hygiene
- Rewards to women leaders who created positive change in villages



# GROWTH OPPORTUNITIES

# Key Rights to Win: Strategic Advantages for Market Leadership

GRP has built a reputable recycling brand which is trusted by leading brand owners globally

## Trusted Global Recycling Brand in Reclaim Rubber

### Partnerships with leading brand-owners

Developed long-standing relationships with leading brand-owners in India and globally

### Superior Product Capabilities

Superior product portfolio combined with enhanced capabilities and wider applications

### Expansive Vendor Base

Experience of building an expansive vendor base from scratch over the past 5 decades

### Execution-focused Management

Industry pioneers with a track record to execute complex greenfield projects successfully

### Process Knowhow and Technology

Eco-friendly manufacturing practices developed in-house supported by global technologies

GRP RECLAIM RUBBER

GRP ENGINEERING PLASTICS

GRP REPURPOSED POLYOLEFINS

GRP POLYMER COMPOSITE

GRP CUSTOM DIE FORMS

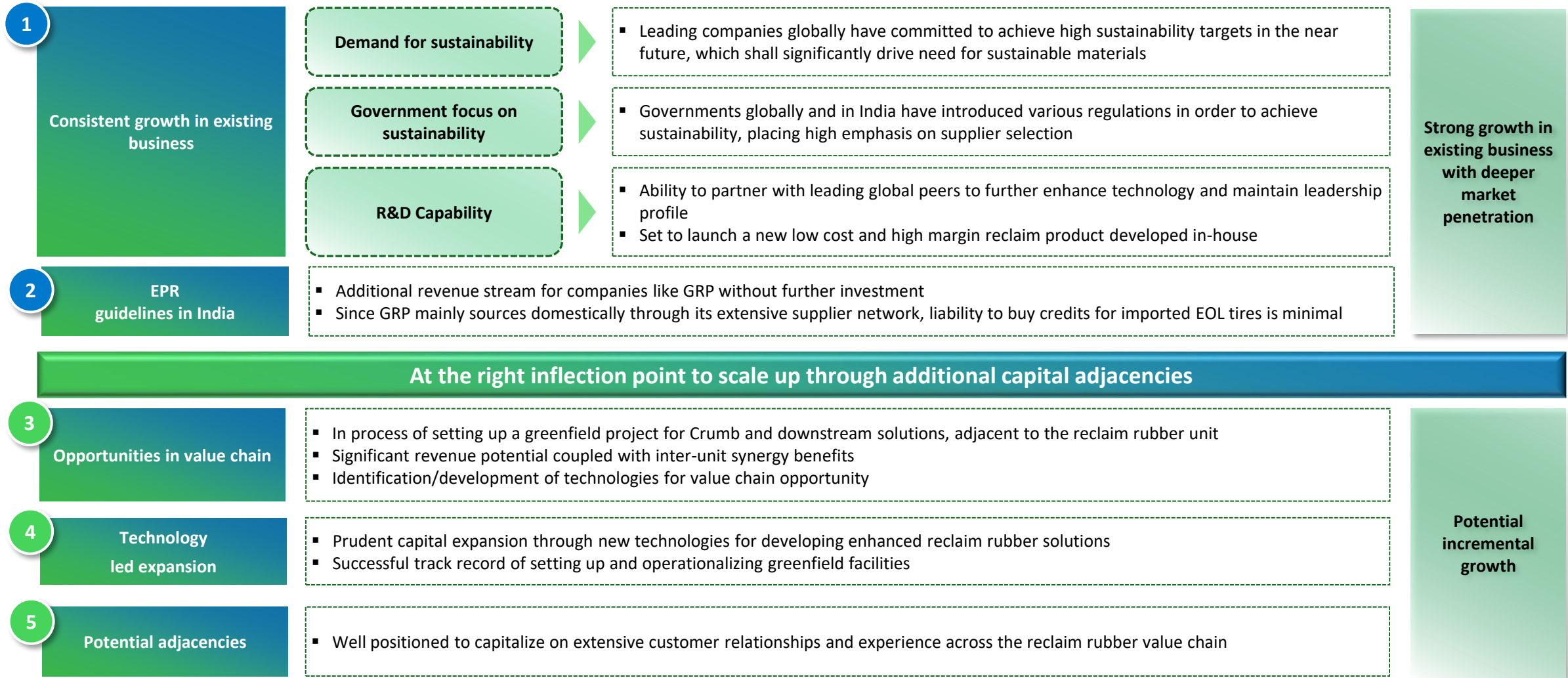
Establish an integrated recycling platform

GRP  
IMPACT POSITIVE

# Future Growth Pillars For The Business Across The Value Chain To Drive Profitability



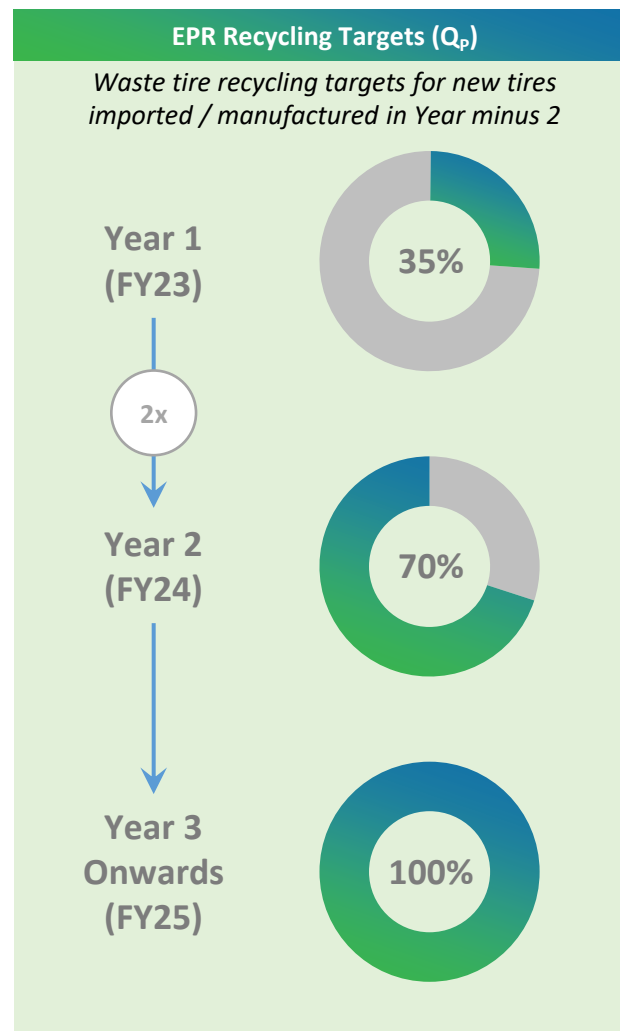
GRP has established a reputable and scalable platform which can be leveraged to achieve the next level of growth



# Capitalizing on EPR Guidelines: Opportunities for Leading Tire Recycling Companies like GRP

Recent government guidelines for implementation of EPR in the domestic market shall further boost the need for rubber recycling in India and open up a new revenue stream for players like GRP

- Tire manufacturers and importers are required to recycle 100% of the quantity of new manufactured or imported tires after 2025
- Alternatively, they need to acquire EPR certificates of equivalent quantity of tires manufactured or imported
- These certificates shall be generated on portal set-up by the CPCB
- EPR certificates shall be earned by recyclers based on the quantity recycled



	Weightage Allocated (W <sub>p</sub> )	Conversion Factor (C <sub>f</sub> )
Reclaim Rubber	1.30	1.30
Recovered Carbon Black	1.25	3.68
Crumb Rubber Modified Bitumen	1.10	0.20
Crumb Rubber	1.00	1.33
Pyrolysis Oil <sup>1</sup> and Char: <i>Continuous Method</i>	0.80	1.49
Pyrolysis Oil and Char: <i>Batch Method</i>	0.50	1.49

Quantity eligible for generation of EPR certificate

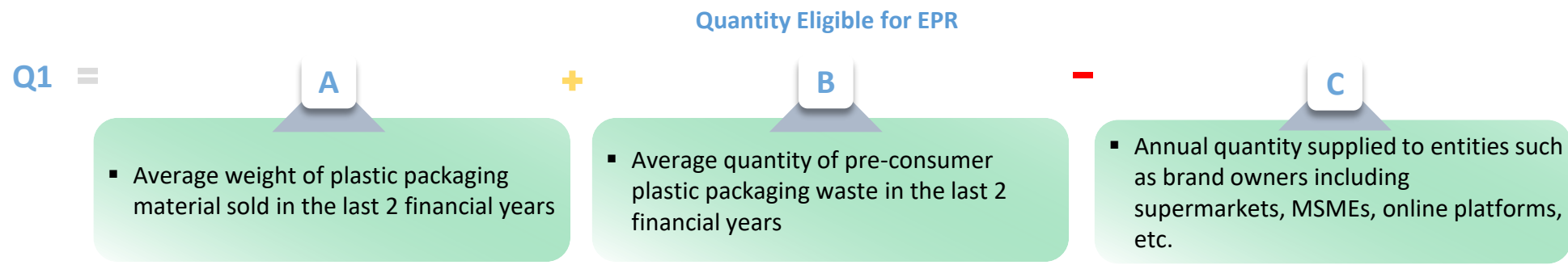
$$Q_{EPR} = Q_p * W_p * C_f$$

# EPR In Plastic Packaging Overview: Producer (Category - 1 Only)

The Government guidelines which mandate rigid plastic packaging producers to recycle and incorporate recycled content in their products shall drive the demand for recycled polypropylene

Producer

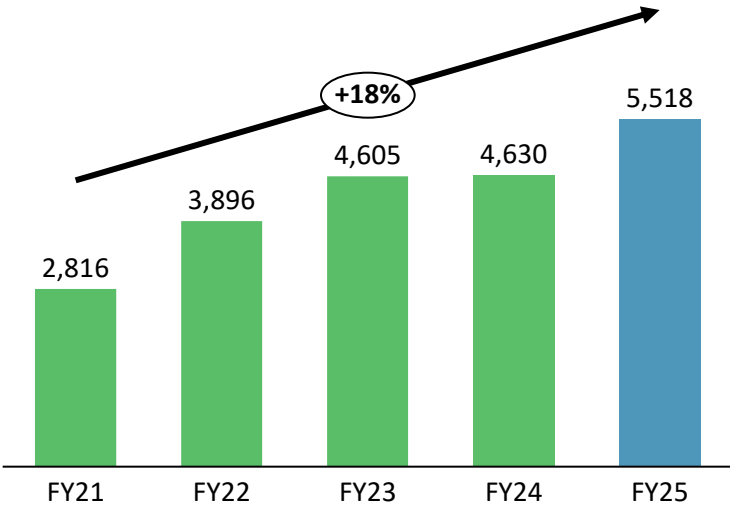
	FY22	FY23	FY24	FY25	FY26	FY27	FY28	FY29 onwards	
<b>EPR Target</b>	25% 	70% 	100% 	<ul style="list-style-type: none"> <li>Quantity eligible for EPR target is calculated as <math>Q1 = A + B - C</math> <i>(detailed computation below)</i></li> </ul>					
<b>Minimum Recycling Obligation</b>	<ul style="list-style-type: none"> <li>Calculated as a % of EPR target</li> <li>Producers shall ensure minimum level of recycling (excl. EOL disposal) of plastic packaging waste collected under EPR</li> </ul>			50% 	60% 	70% 	80% 		
<b>Recycled Plastic Usage</b>	<ul style="list-style-type: none"> <li>Calculated as a % of plastic manufactured for the year</li> <li>Producers shall ensure use of recycled plastic content in their products</li> <li>If producers are unable do so, CPCB will grant them an exemption to purchase certificates from other producers, brand-owners and importers</li> </ul>					30% 	40% 	50% 	60% 



# Historical Financial Performance

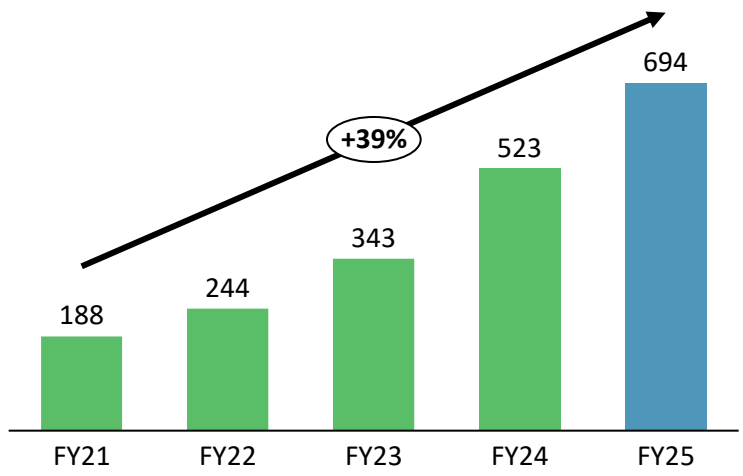
## Total Income

(Rs. in Mn)



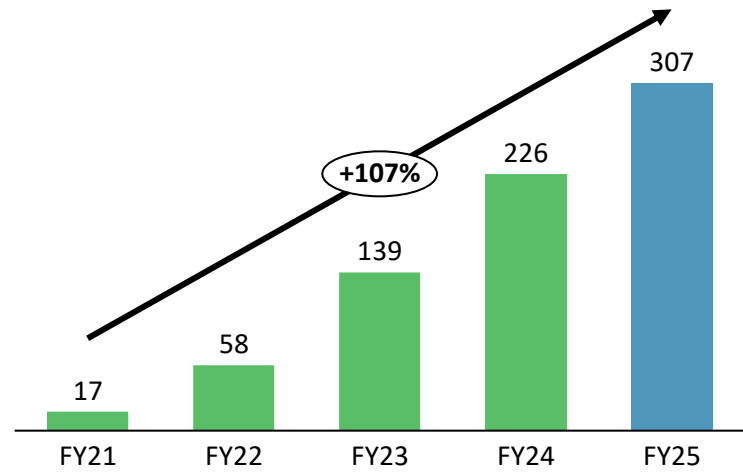
## EBITDA

(Rs. in Mn)



## Profit After Tax

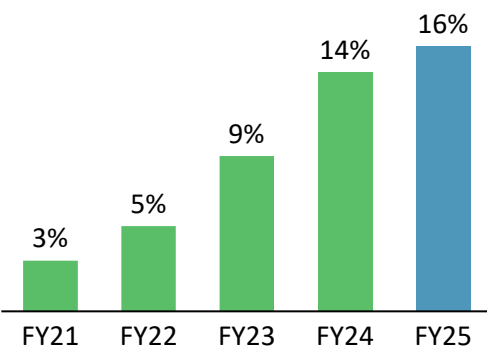
(Rs. in Mn)



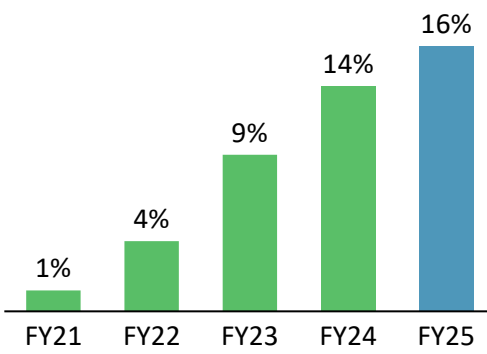
Note: EBITDA Includes Other Income

# Key Financial Ratios

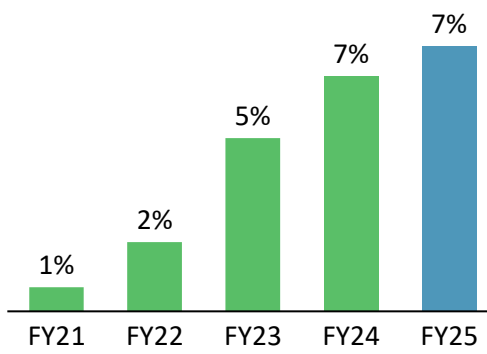
**Return on Capital Employed (%)**  
EBIT / (Debt + Equity)



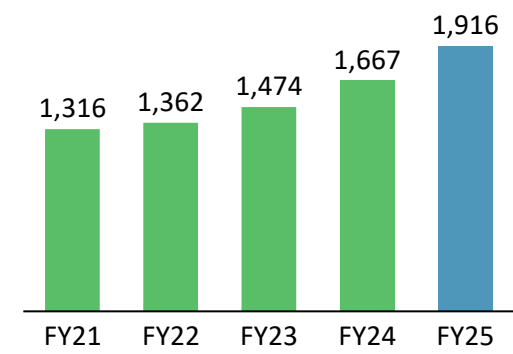
**Return on Equity (%)**  
Net Profit / Networth



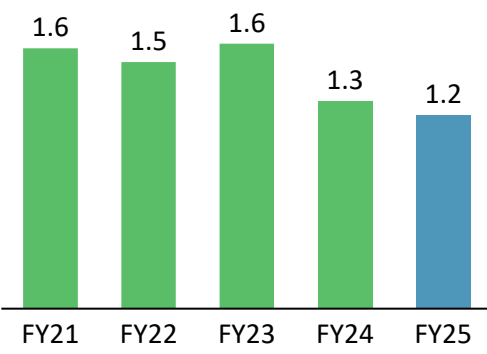
**Return on Asset (%)**  
Net Profit / Total Assets



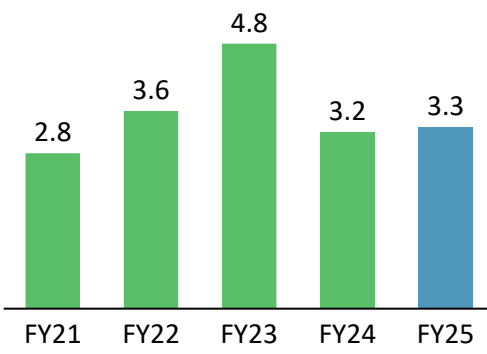
**Networth (Rs In Mn)**



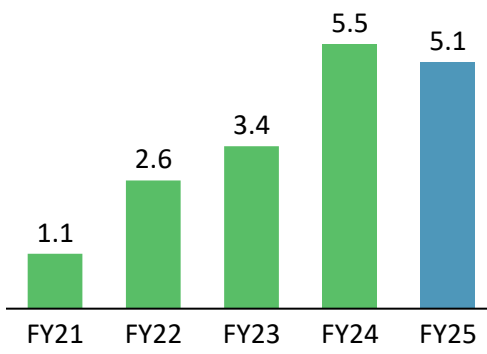
**Current Ratio**  
Current Assets / Current Liabilities



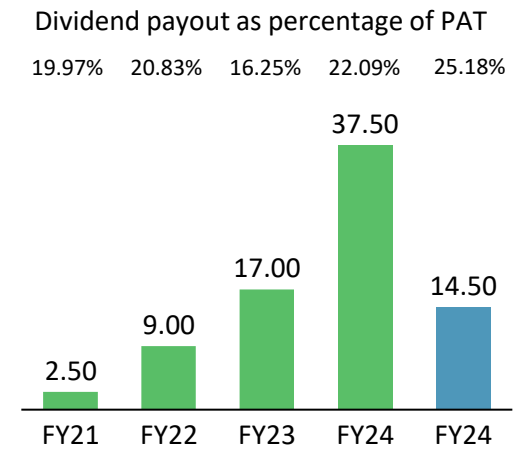
**Fixed Assets Turnover**  
Sales / Fixed Assets



**Interest Cover Ratio**  
EBIT / Interest



**Dividend Payout (INR Rupees)**



Note: Fixed Asset Turnover – Sales = Revenue from operations

# THANK YOU!

Company :



CIN: L25191GJ1974PLC002555

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Chief Financial Officer

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[www.grpweb.com](http://www.grpweb.com)

Investor Relations Advisors :

**SGA** Strategic Growth Advisors

CIN: U74140MH2010PTC204285

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