

From

Corporate Office: 510, A Wing, Kohinoor City C-I
Kiroi Road, Off L.B.S. Marg, Kurla (W)
Mumbai - 400 070, India
T: +91 22 6708 2600 / 2500



20.05.2024

To
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

To
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 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we enclose herewith Investor Presentation on audited financial results of the Company for the quarter and year ended 31st March, 2024.

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 faithfully,
For **GRP Ltd.**

JYOTI
SANCHETI
Digitally signed
by JYOTI
SANCHETI
Date: 2024.05.21
01:21:47 +05'30'

Jyoti Sancheti
Company Secretary & Compliance Officer

Encl.: a/a

GRP Ltd.

CIN No.: L25191GJ1974PLC002555

Registered Office:

Plot No. 8, G.I.D.C., Ankleshwar - 393 002, Dist. Bharuch, Gujarat, India

T: +91 2646 250471 / 251204 / 650433

www.grpweb.com



Investor Presentation – May'24

[Click Here](#) for GRP LTD's Corporate Video

PRODUCING SUSTAINABLE MATERIALS FOR A CIRCULAR ECONOMY

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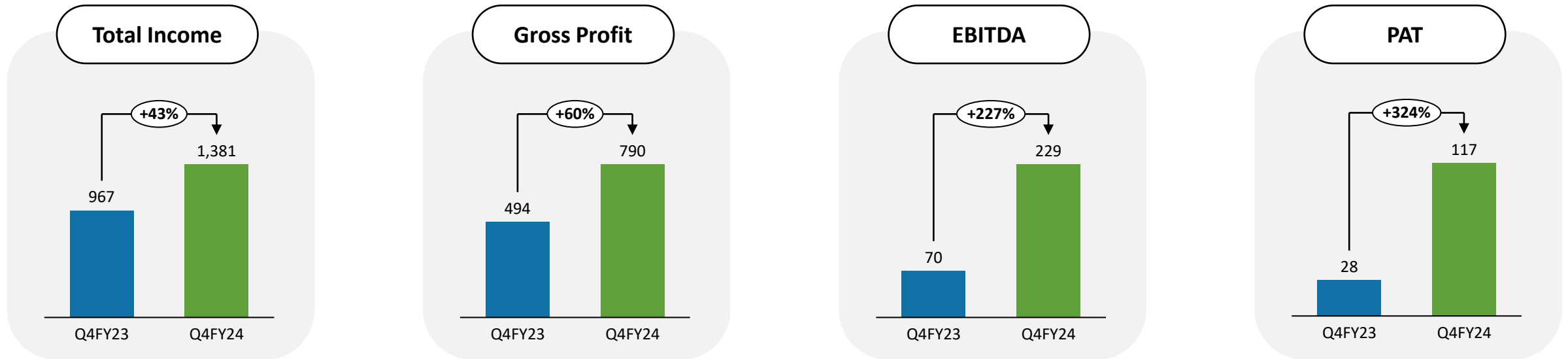


Performance Highlights

Q4 & FY24

Q4FY24 Performance (YoY) - Consolidated

(in Rs. Mn)

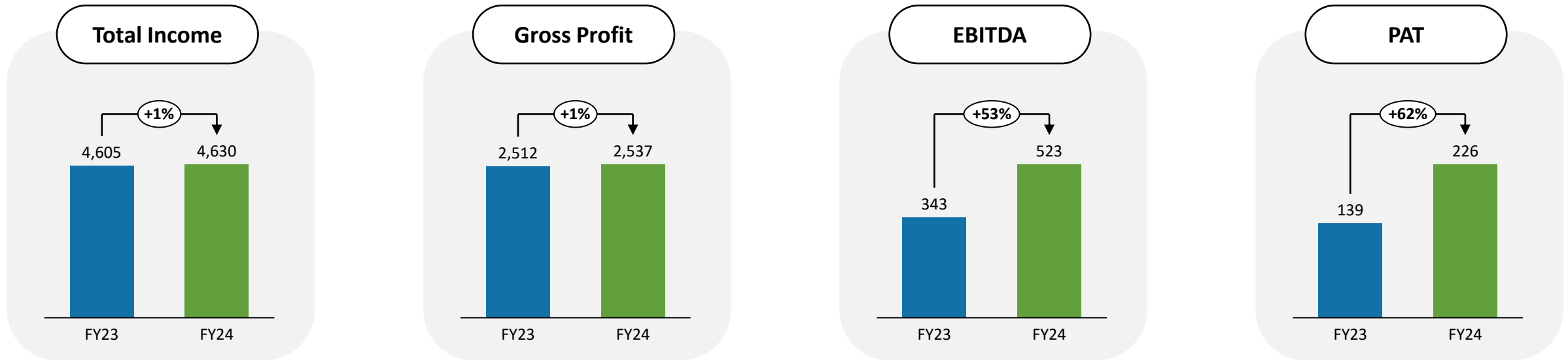


Key Highlights

- ✓ Total income in Q4 includes Rs 150 million from the sale of EPR credits. Excluding EPR, revenue growth is driven by a 29% increase in volume
- ✓ EBITDA of Q4FY23 includes a loss of Rs. 29.5 million on account of divestment in Grip Polymers Limited (an erstwhile wholly owned subsidiary) and Q4FY24 PAT margins include a loss of Rs.24 million due to settlement of an insurance claim for inventory damaged in a fire
- ✓ Gross Profit adjusted for the above stated exceptional items has increased by 22% due to favorable raw material costs and product mix

FY24 Performance (YoY) - Consolidated

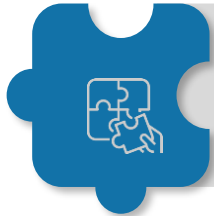
(in Rs. Mn)



Key Highlights

- ✓ The decrease in income (excluding EPR income of Rs 150 Mn) is mainly due to the reduction in the ocean freight passthrough component, falling from Rs 452 million to Rs 162 million Y-o-Y. Of the total income, revenue from operations grew on back of increased volumes of 7%
- ✓ EBITDA has increased by 53%, driven by the gain from EPR and a 4% reduction in power costs following the switch to wind energy starting from April 2023

Operational Highlights



The Reclaim business has experienced consistent growth in production volume since Q4 FY23, driven by a stronger order book. Over the past year, the average quarterly volume has shown a CAGR of 5%



The profit margins were positively impacted by ocean freight reduction from high of 16% of export sales in FY23 to 6% of export sales in FY24



Despite increase in grid cost by 4%, overall cost per ton is same due to benefits realized on account of wind energy



For efficient and economical energy, the Bio Briquette project is commissioned in Q4FY24. This is expected to reduce the fuel cost this year.



The company's wholly owned subsidiary, GRP Circular Solutions Ltd, has commenced operations from its facility in Q4FY24

Other developments during the Financial Year



The company has successfully achieved ISCC+ certification for all reclaim rubber units, GRS certification for Non – Reclaim Rubber Unit and upgraded CDP rating from “D-” to “C”



New technology for RR has been commissioned and company continues to get customer approvals



Working capital cycle has been reduced from 98 days to 74 days, with a significant reduction in inventory days



In respect of the fire which had occurred in FY23, the insurance claim on inventory lost has been settled during the year and a loss of Rs. 24 million has been recognized as an exceptional item in the results. An insurance claim of Rs. 5.63 crore was received for stock damaged in a fire

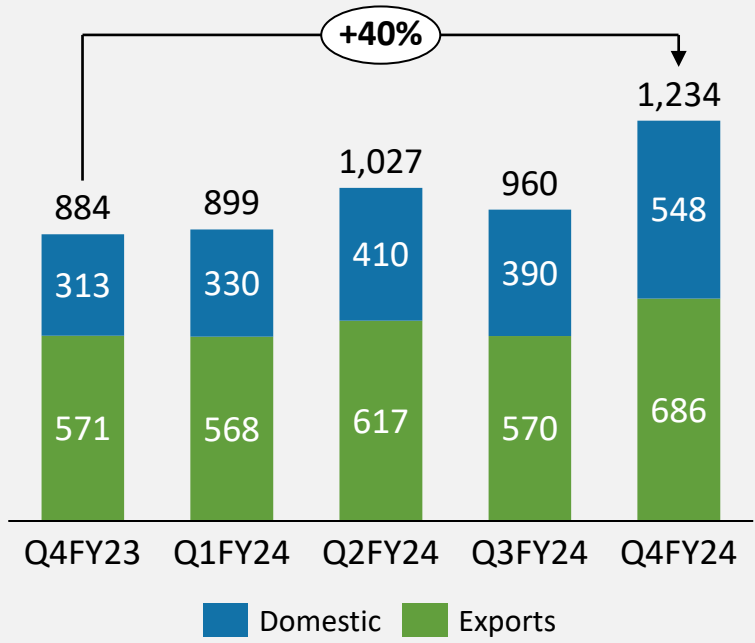


The company declared dividend @Rs.37.50 per share for the financial year 2023-24

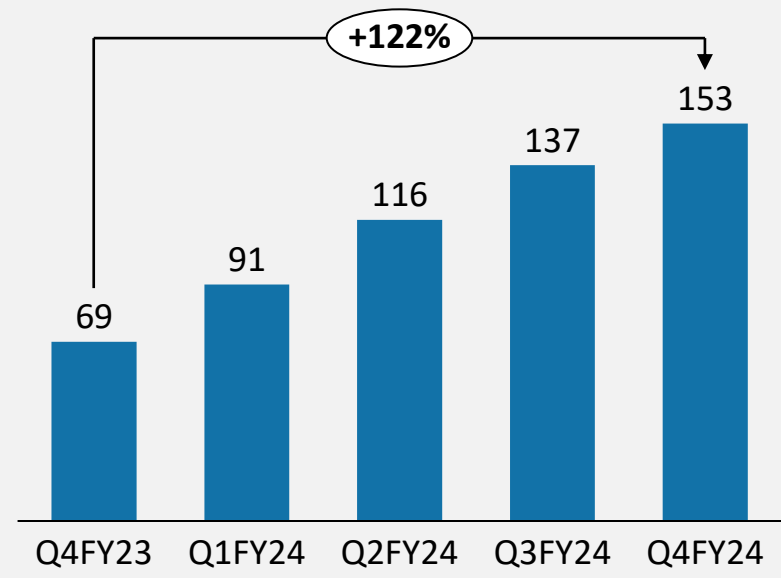
Segment Wise Quarterly Performance Trend - Standalone

(in Rs. Mn)

Reclaim Rubber Revenue* Trend



Non-Reclaim Rubber Revenue* Trend



Key Highlights

- ✓ The share of domestic sales value in the Reclaim sector increased by 9% Y-o-Y in Q4. The growth in both markets occurred despite weak market sentiment with reduced RR consumption domestically and geopolitical tensions globally
- ✓ Revenue from non-reclaim rubber has maintained a steady upward trajectory, increasing by 12% Q-o-Q, driven by 11% growth in volume. Additionally, the Repurposed Polyolefins business secured approvals from key players in India's Paint and Lubricant industries over the year.

*Excludes Other income

Segmental Financial Highlights - Standalone

(in Rs. Mn)

Particulars (in Rs. Mn)*	Reclaim Rubber		Non-Reclaim Rubber	
	FY23	FY24	FY23	FY24
Total Income	4,115	4,139	446	501
Raw Material	1,824	1,841	278	271
Other Expenses	2,023	1,824	132	196
EBIDTA	268	474	36	34
EBIDTA Margin	6.5%	11.4%	8.0%	6.8%

Key Highlights

- ✓ The Y-o-Y expansion of 490 basis points in EBITDA margins for Reclaim Rubber can be attributed to decreased ocean freight costs and lower raw material expenses. Despite regular wage increments and DA hikes, wage costs were maintained due to improved operational efficiencies
- ✓ The Non-Reclaim Rubber business witnessed a 120-bps decrease in EBITDA, mainly due to product mix and material cost increase towards later half of the year

Profit & Loss Statement - Consolidated

Profit & Loss (Rs. Mn)	Q4FY24	Q4FY23	Y-o-Y	Q3FY24	Q-o-Q	FY24	FY23	YoY
Revenue from Operations	1,379	955	44%	1,097	26%	4,614	4,510	2%
Other Income	2	12		5		16	95	
Total Income	1,381	967	43%	1,102	25%	4,630	4,605	1%
Cost of Goods Sold	591	473		490		2093	2,093	
Gross Profit	790	494	60%	612	29%	2,537	2,512	1%
Gross Profit Margin	57%	51%		56%		55%	55%	
Employee Cost	137	114		138		544	532	
Other Expenses	424	310		365		1,469	1,637	
EBIDTA	229	70	227%	109	110%	523	343	53%
EBITDA Margin	17%	7%		10%		11%	7%	
Depreciation	34	29		33		125	125	
Finance Cost	17	18		19		73	65	
Exceptional Item	24	0		0		24	0	
Profit Before Tax	154	23	570%	57	169%	302	153	97%
Tax	37	-5		14		75	14	
Profit After Tax	117	28	324%	43	171%	226	139	62%
PAT Margin	8%	3%		4%		5%	3%	
EPS	88	21		32		170	105	

Balance Sheet Statement - Consolidated

Assets (Rs. Mn)	Mar-24	Mar-23
Non-Current Assets	1,689	1,248
Property, Plant and Equipment	1,442	940
Capital work in progress	10	110
Right of use assets	142	83
Investment Property	10	10
Other Intangible assets	2	1
Intangible assets under development	0	1
Financial Assets		
(i)Investments	1	1
(ii)Others	0	0
Other Non-Current Assets	81	102
Current Assets	1,736	1,620
Inventories	491	464
Financial Assets		
(i) Investments	16	157
(ii)Trade receivables	1,060	707
(iii)cash & cash equivalents	2	6
(iv)Bank balances other than mentioned	1	1
(v)Other Financial assets	61	142
Current Tax Assets (Net)	0	13
Other Current Assets	105	130
Total Assets	3,424	2,867

Liabilities (Rs. Mn)	Mar-24	Mar-23
Equity Share Capital	13	13
Other Equity	1,654	1,461
Equity attributable to owners of the Company	1,667	1,474
Non-Controlling Interests	0	0
Total Equity	1,667	1,474
Non-Current Liabilities	382	389
Financial Liabilities		
(i)Borrowings	219	249
(ii)Lease Liabilities	3	5
(iii)Other Financial liabilities	2	1
Provisions	33	17
Deferred Tax Liabilities (Net)	124	117
Current Liabilities	1,375	1,004
Financial Liabilities		
(i)Borrowings	907	634
(ii)Lease Liabilities	3	4
(iii)Trade Payables	242	155
(iv)Other Financial Liabilities	36	42
Other Current Liabilities	168	154
Provisions	18	16
Current tax liabilities (Net)	3	-
Total Equity & Liabilities	3,424	2,867



Industry Highlights

Tyre Graveyards are Increasing across the Globe

8 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



Reclaim rubber, Engineering plastics, Die-cut products & Polymer Composite products



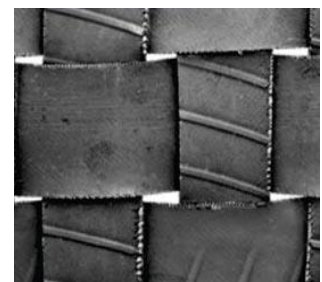
GRP RECLAIM RUBBER



GRP ENGINEERING PLASTICS




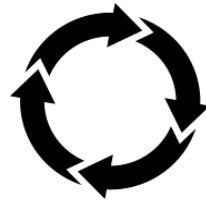
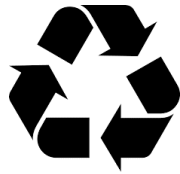
GRP POLYMER COMPOSITE



GRP CUSTOM DIE FORMS

...To Reduce, Reuse & Recycle



REDUCE		POLYMER COMPOSITE	<ul style="list-style-type: none">• Manufactured from 100% recycled rubber and plastics• Product is environmental friendly, strong and durable as a substitute to wood & concrete
REUSE		CUSTOM DIE FORMS	<ul style="list-style-type: none">• 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 agriculture equipment
RECYCLE		RECLAIM RUBBER	<ul style="list-style-type: none">• Produced from end of life tyres, automotive inner tubes, automobile profiles and moulded rubber products to produce consistent quality reclaim rubber
		ENGINEERING PLASTICS	<ul style="list-style-type: none">• Recovery and Reuse of polyamide from end-of-life tyres, a key competitive advantage is the continuous availability of in-house raw materials

Global & Indian Tyre Industry Performance

Global Tyre Market

Passenger car/Light truck tire (PC/LT), Q1CY24 (% change Y-o-Y, in no. of tyres)					
Particulars	Europe	North & Central America	South America	Asia (Excl. China & India)	Global market*
OE tyres	-1%	6%	-2%	-9%	0%
RT tyres	1%	8%	11%	-9%	3%
Truck tire, Q1CY24 (% change Y-o-Y, in no. of tyres)					
OE tyres	-16%	-16%	18%	1%	-3%
RT tyres	-4%	18%	8%	-7%	1%

* Including China

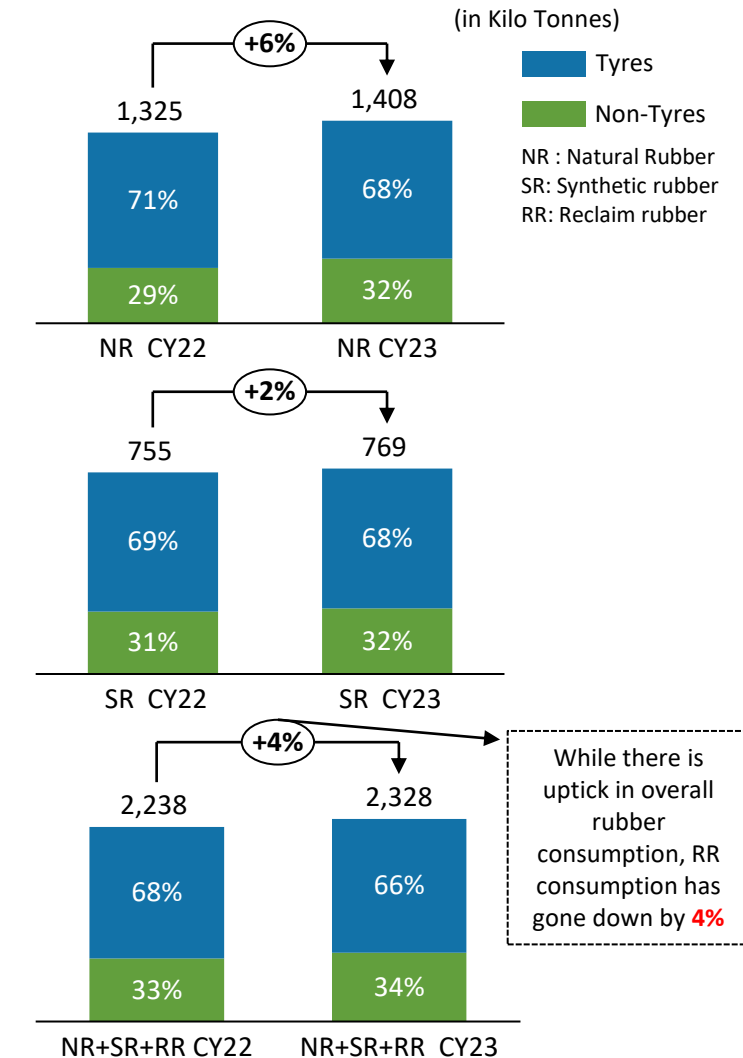
Global Tyre trends

- ✓ Global PC/LT OE demand remained flat
- ✓ PC/LT RT global demand was up 3% with an 8% increase in NA confirming a positive trend in the business
- ✓ Significant drop in Europe & NA Truck OE demand due to high base of comparison, rebound in SA due to low base of comparison
- ✓ Truck RT remained buoyant in NA driven by Asian tire imports in anticipation of change in ADD

Indian market

- ✓ There is an uptick in non-tyre segment consumption of natural and synthetic rubber
- ✓ Total absolute consumption in tyre remains flat, with a degrowth in the share

Indian Rubber Consumption



MoEFC has introduced EPR norms for waste tyres

'Extended Producer Responsibility' means responsibility of producer of tyres to ensure environmentally sound management of waste tyres as per the provisions of this regulation

- ✓ The obligations to recycle waste tyre drives circularity and thereby, presents a positive outlook for GRP and industry in general

What it means to recyclers?

- ✓ It provides a larger opportunity to support manufacturers to handle their waste better
- ✓ Streamlines sourcing of waste tyres being generated in the country
- ✓ Secures credit for contributing to circular economy

Proposed EPR targets for manufacturers or importers of new tyres

Year% of the quantity of new manufactured or tyres imported in year
FY23	35%, FY21
FY24	70%, FY22
FY25	100%, FY23
FY25+ (Year Y)	100%, Year (Y-2)

For Units established after 1st Apr. 2022, the EPR obligation shall start after two years (Y) and shall be 100% of the new tyres manufactured or imported in the year (Y-2)



Our Business

About GRP

- ❖ GRP was established in **1974**, it is a diversified Indian corporation **manufacturing and providing high quality sustainable materials to global polymer product companies**
- ❖ GRP operates **5 business vertical** (Reclaim Rubber, Engineering plastics, Custom Die Forms, Polymer composite & Repurposed Polyolefins)
- ❖ GRP has **6 manufacturing units across India** with an installed capacity to handle around **87,000 tons/annum*** to service the needs of the global polymer industry and help save valuable resources of the planet
- ❖ GRP has a highly structured Integrated management system consisting of **IATF 16949:2016, ISO 9001: 2015, ISO 14001:2015** and **ISO 45001:2018** for all its reclaim rubber manufacturing units. Reclaim Rubber products are also all **REACH Certified** for EU Zone

❖ Founded in 1974

❖ Listed in 1977

❖ Headquartered in Mumbai

Supplies to 8 out of top 10 global tyre companies

35% of India's Export in reclaim rubber & 16% share in Indian Market

300+ customers and export presence in 60+ countries

Our Values



Sustainability



Trust

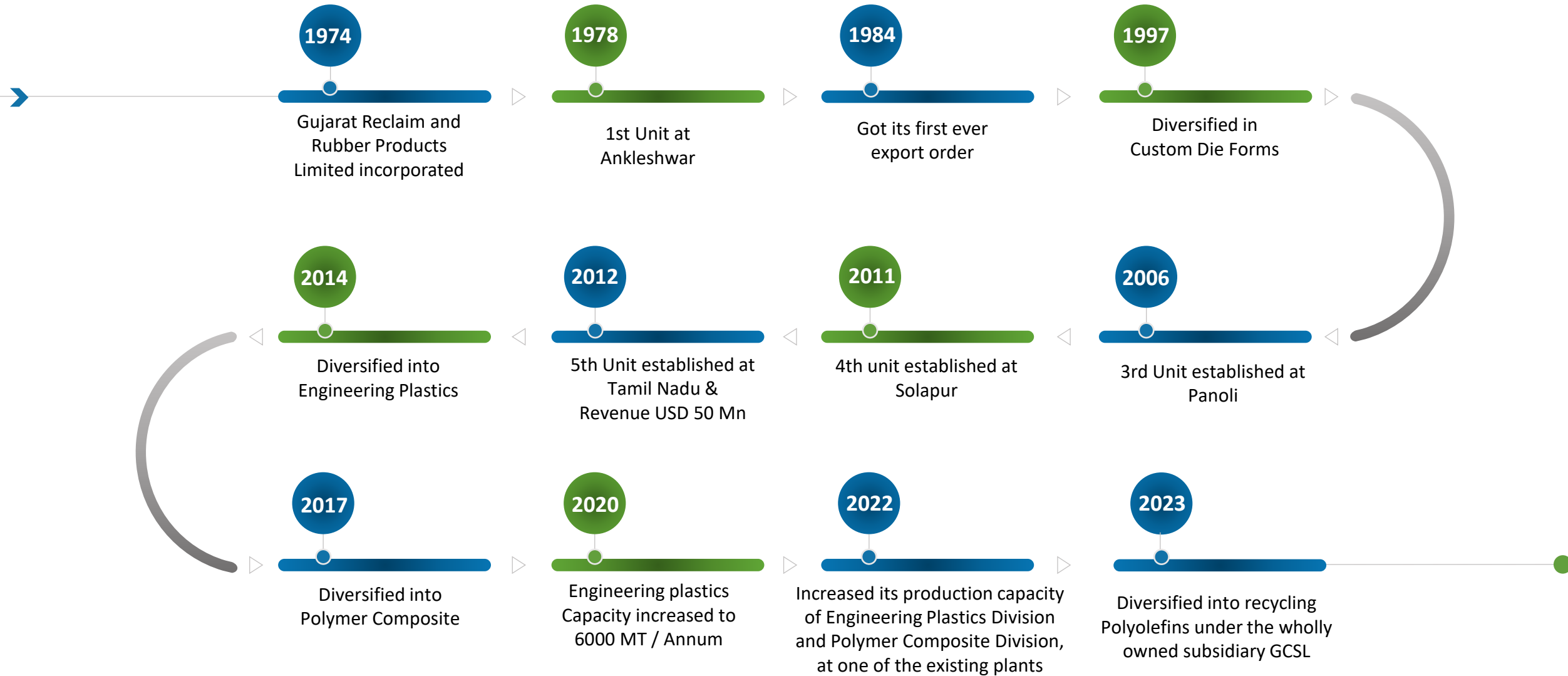


Commitment

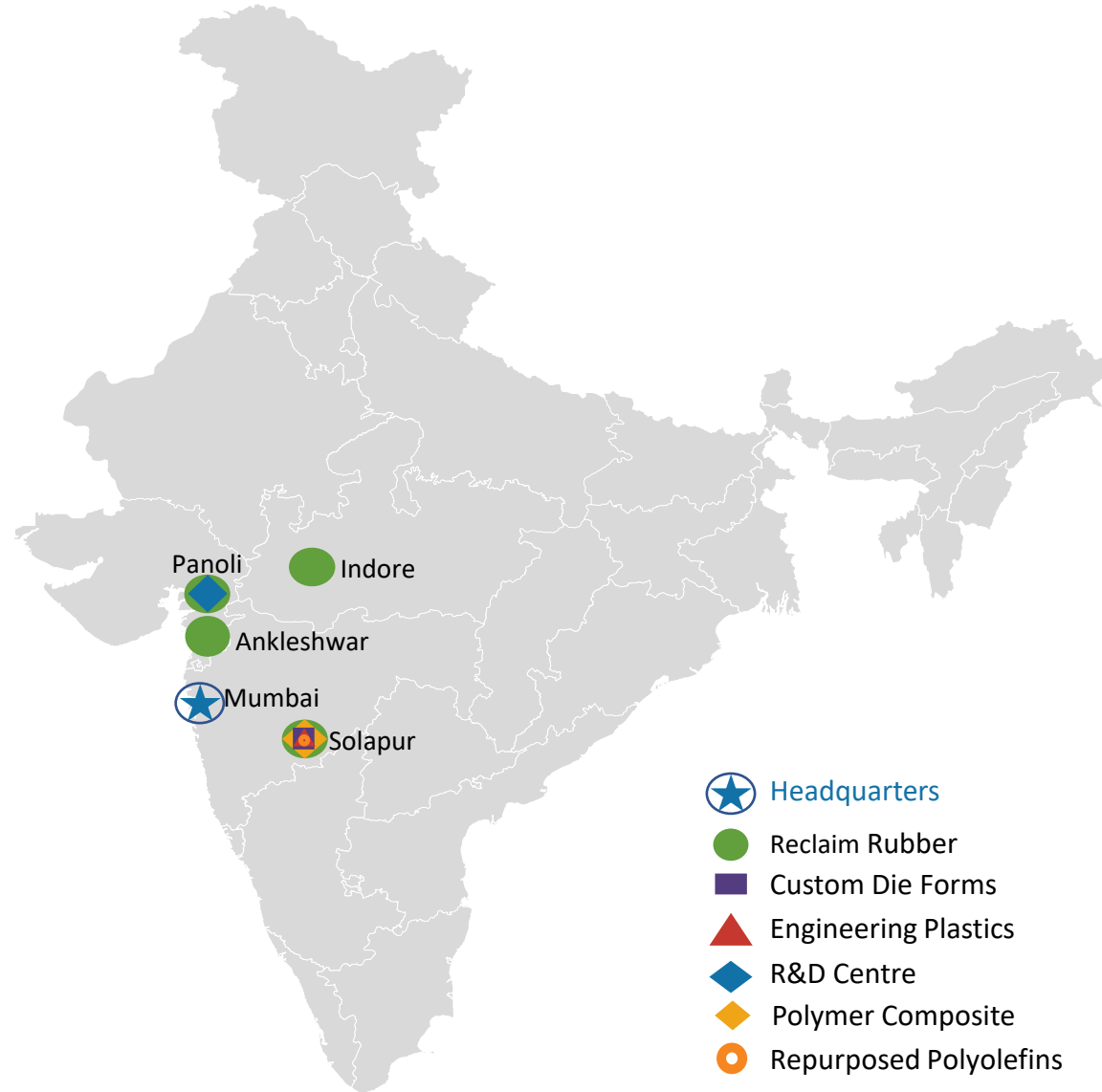


Integrity

Gearing Up Towards Fifth Decade & Counting



Strategically Located State of the Art Facilities



Our Solapur Facility - Maharashtra



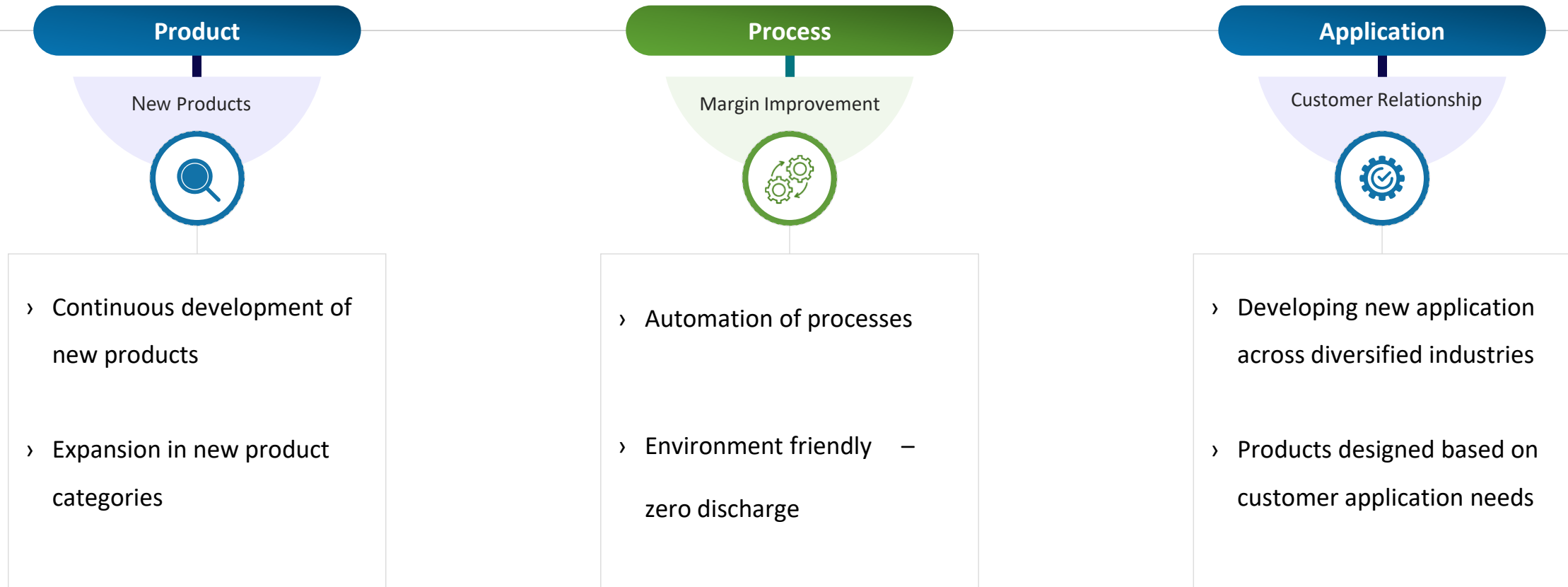
Our Ankleshwar Facility - Gujarat



Our Panoli Facility - Gujarat



Our Indore Facility - Madhya Pradesh



Diversified Product Applications Across Business Verticals...

Reclaim Rubber

Tyre Applications



Tyre Treads & Retreads



Tyre Side Walls



Tyre Piles



Inner Tubes



Inner Liner

Non - Tyre Applications



Conveyor Belts



Roofing



Footwear



Adhesives



Moulded Goods

Automotive Profiles



Matting

Diversified Product Applications Across Business Verticals...

Engineering Plastics

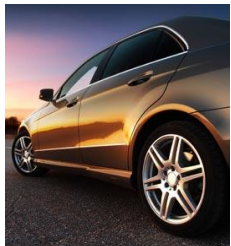
Industry Applications

Consumer

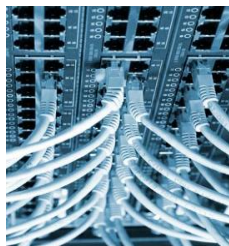
Automotive

Electrical & Electronics

Industrial



Reprocessed Nylon
Glass Filled



Reprocessed
Nylon Unfilled



Modified Nylon

Custom Die Forms

Applications

Link Mats

Door Mats

Industrial Mats

Dock Bumpers



Door Mats



Harvester Pads



Dock Bumpers

Diversified Product Applications Across Business Verticals...

Polymer Composite

Industry Applications

Commercial transportation

Livestock transportation

Military and Government

Oil fields



Transportation floor beds



Oil rigs set back areas



Air drop pallets

Repurposed Polyolefins

Applications

Paint Pail

Lubricant Pail

Automotive battery cover

Pallets



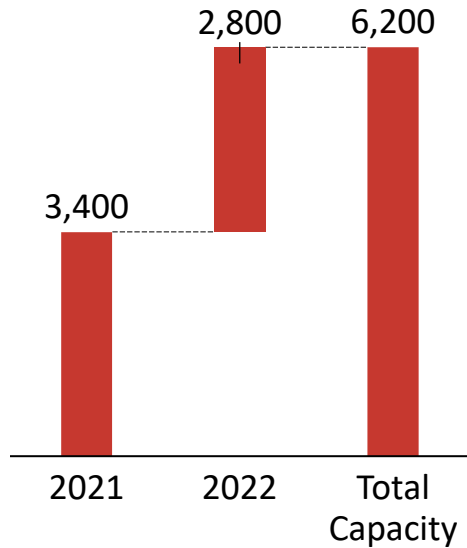
Paint & Lubricant Pail



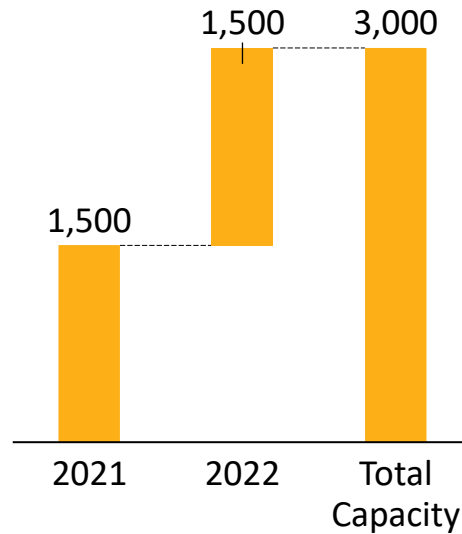
Automotive battery cover

Capacity Addition and Capital Expenditure

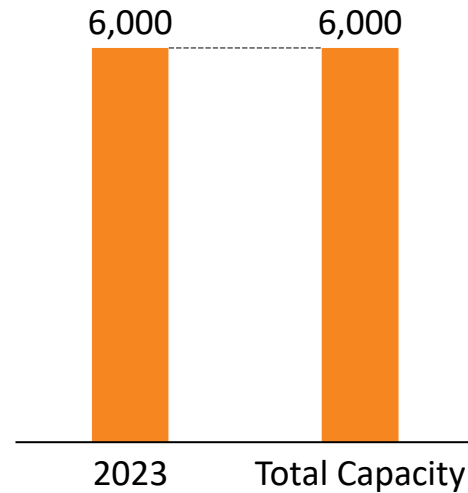
Engineering Plastics



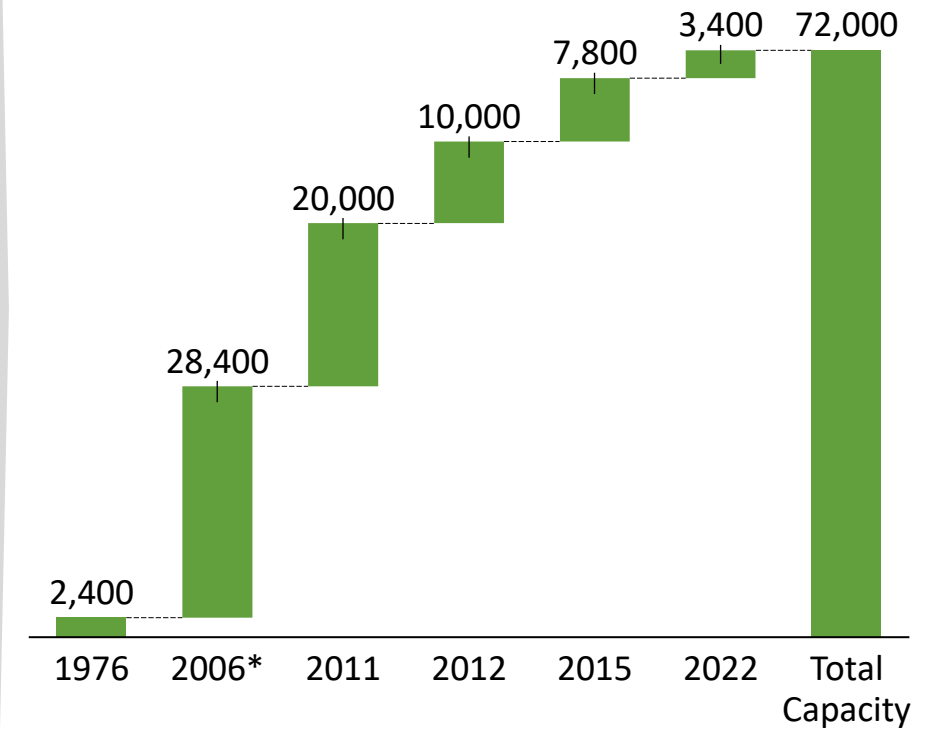
Polymer Composite



Repurposed Polyolefins



Build up additional capacity for Reclaim Rubber and Allied Business over the years (Installed capacity in MT)



During the fiscal year FY23, 6000 MTPA capacity is added under Repurposed Polyolefins

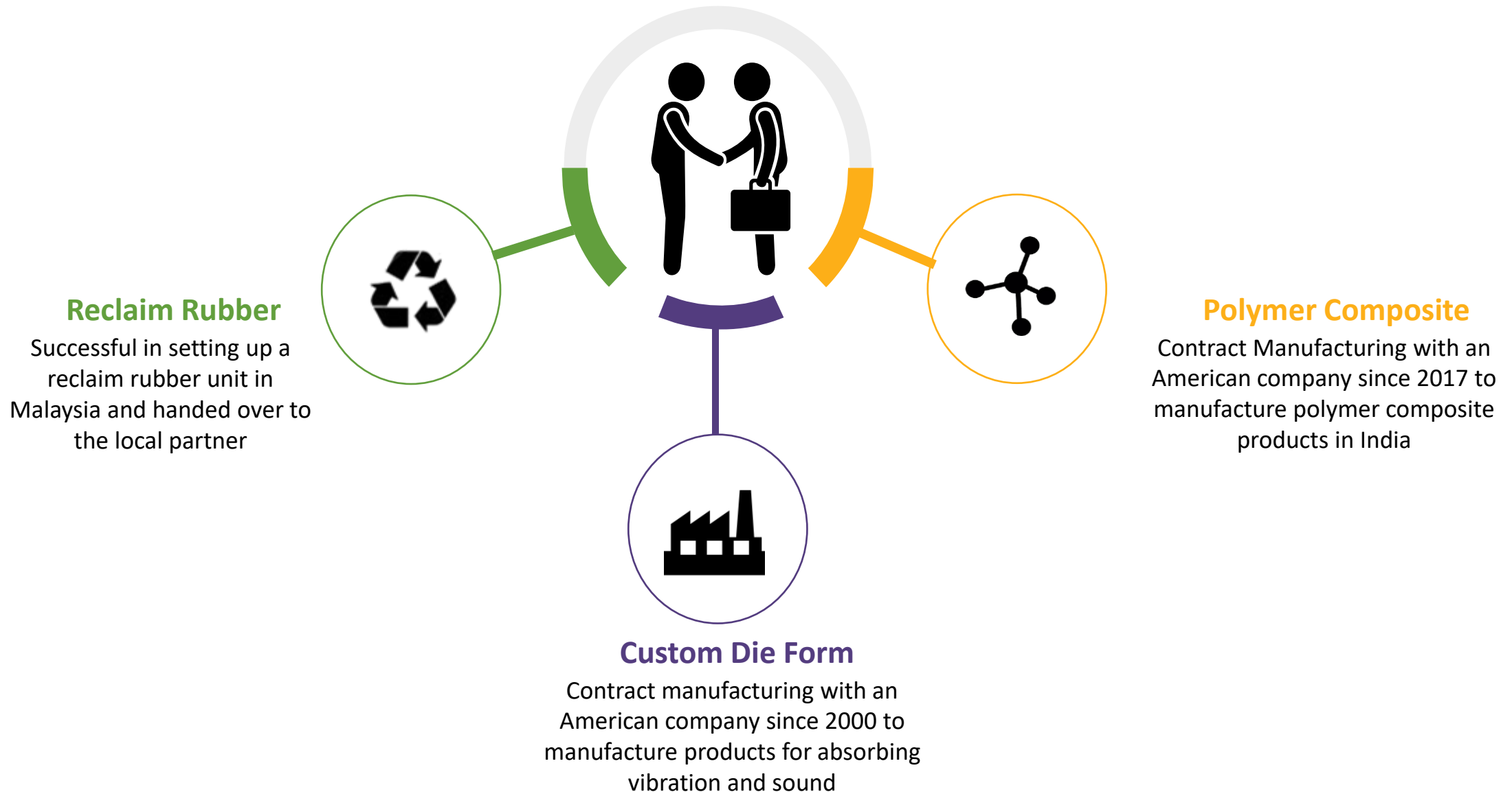
Reputed Tyre and Non-Tyre Customers

Reputed Tyre and Non-Tyre Customers

Global Partnerships for Business Growth





Rajendra Gandhi
Managing Director

More than 40 years in General Management. Graduate engineer from Indian Institute of Technology, Mumbai. Also, a director in Steelcast Ltd.



Harsh Gandhi
Joint Managing Director

16 years in various Managerial positions. OPM program from Harvard Business School, USA & holds a Bachelor of Science in Management Purdue University, USA



Hemal Gandhi
Executive Director

More than 10 years in Branding and Corporate Communications. Pursued her studies at SVT college, Mumbai & completed the women entrepreneurship programme at IIM Ahmedabad and Science of well being online course from Yale University

Board of Directors



Saurabh Shah
Independent Director

More than 20 years of experience as advisor in the fields of public equity investments, private equity, capital markets and Merger & Acquisition in India. Pursued MBA from the Stern School of Business at New York University. Also, a director in Citicorp Finance (India) Ltd.



Anshul Mittal
Independent Director

More than 20 years experience in Mittal Group and also had been Chairman of CII MP State Council. Graduate from Purdue University, USA, in Bachelor of Science (Industrial Engineering) and completed his training with OTIS Elevators, U.S.A



Vivek Asrani
Independent Director

More than 37 years in the business of industrial stapling, nailing and fastening systems, and Kaymo Industries, manufacturing staple pins He is a Science Graduate from St. Xavier's College and has also done LLB.

Awards & Accolades

 <p>Best Tyre Recycler 2022: RUNNER UP</p>	 <p>CERTIFICATE OF ACHIEVEMENT GRP Limited <i>Category: Small and Medium Enterprise</i></p>	 <p>Great Place To Work Certified MAR 2022 - MAR 2023 INDIA</p>	 <p>IATF 16949:2016, ISO9001:2015 ISO14001:2015, ISO45001:2018</p>
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 <p>CAPEXIL (Sponsored by Ministry of Commerce & Industry, Govt. of India) For EXPORT Performance</p>	 <p>Global Compact Network India 2017</p>	<p>EcoVadis CSR Rating 2017: BRONZE 2019: SILVER</p>  <p>ecoVadis SUPPLIER SUSTAINABILITY RATINGS</p>	<p>Quality Circle Forum of India Award (2012) <i>For 5S Competition from Vadodara Chapter for its Ankleshwar & Panoli Units</i></p>  <p>Quality Circle Forum Of India</p>	<p>Finalist, Parivartan Sustainability Leadership Award (2011)</p>  <p>India Carbon Outlook Tracking Actions Towards a Low Carbon Economy</p>
<p>Supply Chain Leader Award (2010) <i>At Logistics 2.0</i></p>  <p>99MEDIA</p>	<p>Silver Certificate of Merit (2008)</p>  <p>INDIA MANUFACTURING EXCELLENCE AWARDS IN PARTNERSHIP WITH FROST & SULLIVAN</p>	 <p>CDP DISCLOSURE INSIGHT ACTION</p>	 <p>IATF 16949</p>	 <p>AIRIA ALL INDIA RUBBER INDUSTRIES ASSOCIATION 1945 For EXPORT Performance</p>

At GRP, we are committed to transitioning from a ‘recycled material company’ to a ‘**Sustainable Raw Material Company**’. Therefore, embracing the certifications, partnerships required for achieving that status. Plus embracing the UN’s Sustainability Development Goals

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



Yoga sessions
Health camps
Power nap at H.O
Wellbeing awareness sessions
Birthday celebrations



Educational donations at Orphanage Homes, Visually impaired school and School for special needs children
Providing support for special need adults
Mobile Education Vans



20 % increase in recruitment of women across locations
Initiatives like celebration of men's and women's day



Drinking water stations and toilets for girls
Water coolers at plants



Way ahead with solar energy as a sustainable solution
Investments in Wind solutions
Introduction of greener technologies in GRP



Responsible packaging - Reduction in Wooden pallet consumption
Recycling, reusing and reducing EoL tyres, plastics and converting into sustainable materials through multiple verticals

CSR – Impact Positive Initiatives

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



WOMEN EMPOWERMENT

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



Business Verticals

Manufacturer of Sustainable Products through 5 Business Verticals



GRP RECLAIM
RUBBER

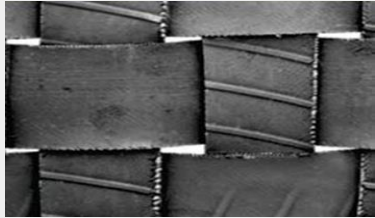
GRP produces high quality reclaim rubber from end-of-life tyres, tread peelings, natural rubber and butyl tubes, moulded rubber products for use in both, tyre and non-tyre rubber products to deliver technical benefits and cost savings to its customers



GRP ENGINEERING
PLASTICS

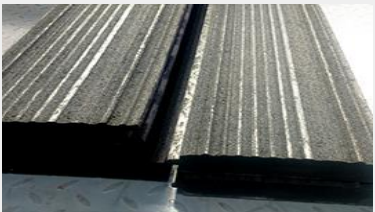
GRP Engineering plastics is a sustainable material solution provider for challenging engineering applications. Our sustainable solutions are based on unfilled, and glass reinforced Polyamide 6 (PA 6), Polyamide 66 (PA 66) and Polybutylene terephthalate (PBT)

...Manufacturer of Sustainable Products through 5 Business Verticals



GRP CUSTOM
DIE FORMS

GRP makes custom die forms engineered from end-of-life truck and bus bias tyres used in applications where low-cost solutions are a necessity like door mats, impact resistance products and in conveyor chain assemblies for agro equipments



GRP POLYMER
COMPOSITE

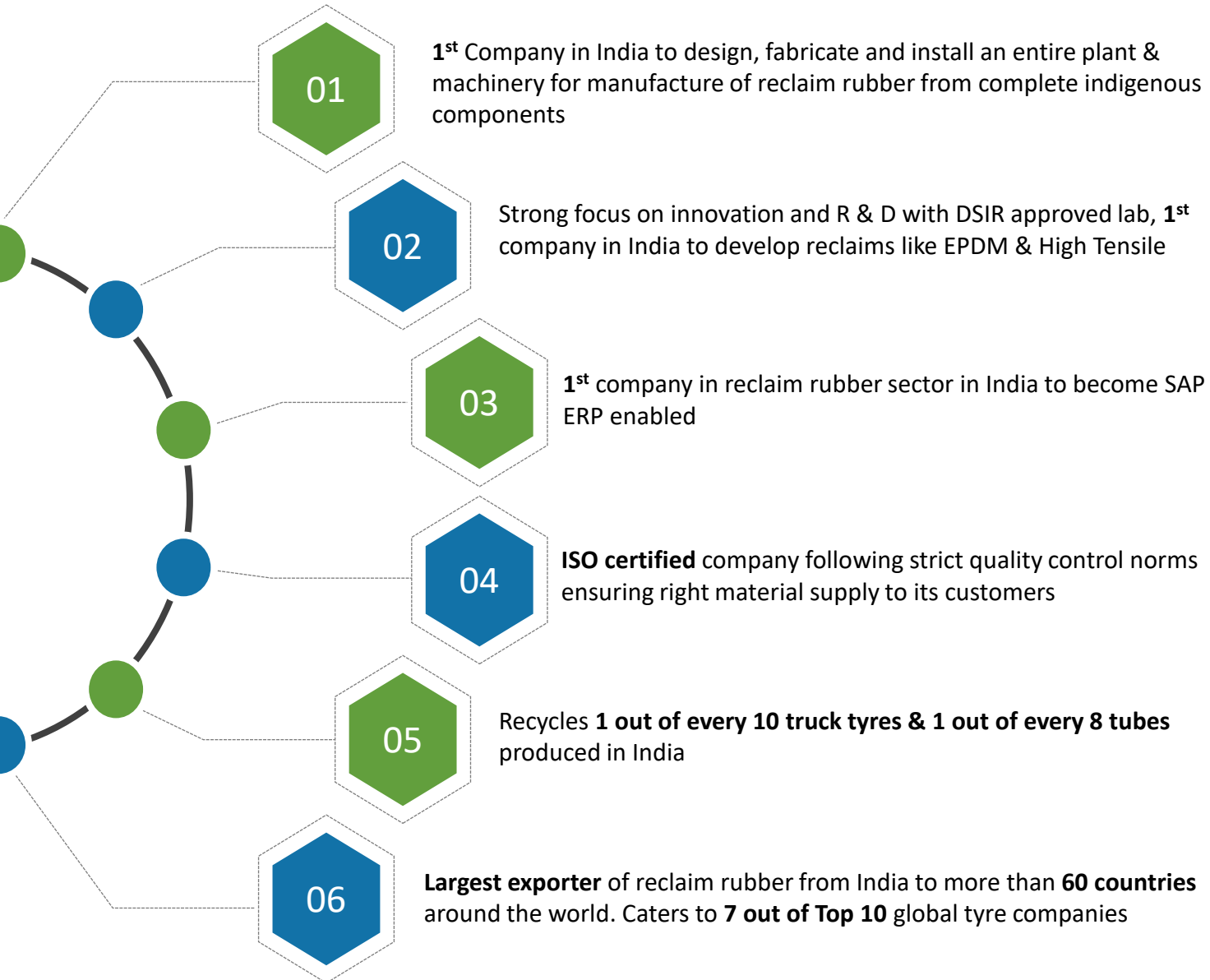
Composite material is produced using 100% recycled rubber and plastic. The products are eco-friendly and are stronger and more durable than wood. The products are well suited for application in sectors such as logistics, construction, oil & gas, aviation, marine, industrial and agriculture



GRP REPURPOSED
POLYOLEFINS

Repurposed Polyolefins business is a sustainable and circular material solution provider for rigid packaging applications. Upcycle end of life polyolefin rigid packaging materials and convert it into raw materials with product performance equivalent to virgin raw materials.

Reclaim Rubber - Industry Leading Technology



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

PRODUCT OFFERING



Natural Rubber Reclaim

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



Synthetic Rubber Reclaim

- ❖ Butyl & Chlorobutyl Reclaim
- ❖ EPDM Reclaim

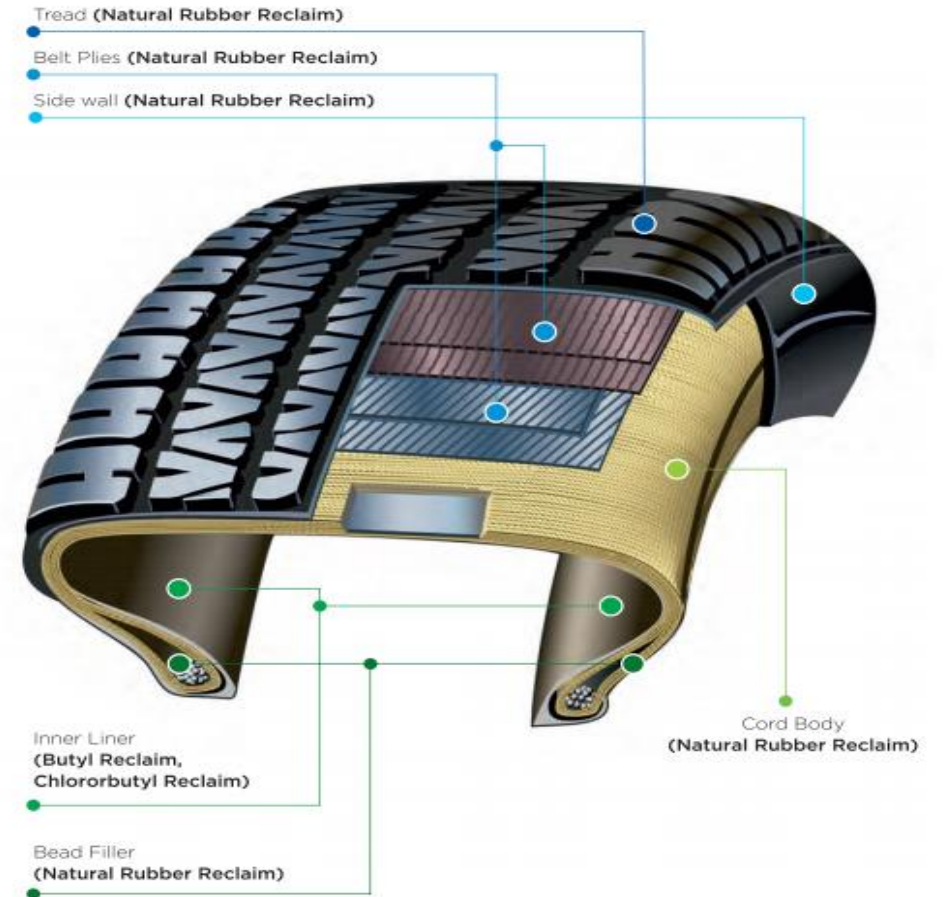


Speciality Rubber Reclaim

- ❖ NBR Polycoat

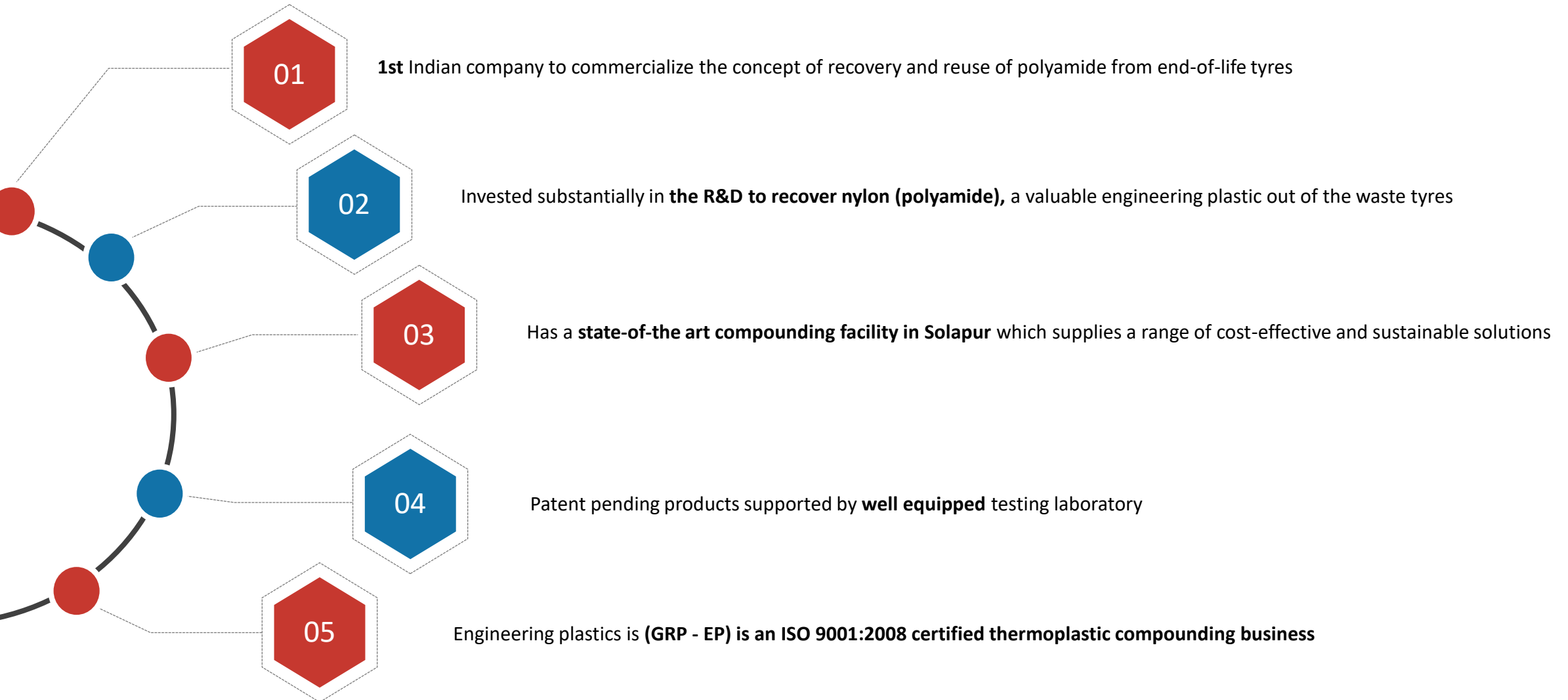
APPLICATIONS

- ❖ Tyres & Tubes
- ❖ Belts
- ❖ Waterproofing & Matting
- ❖ Adhesives



Tyre Industry - Largest Consumer of Rubber

Industry Leading Technology



Engineering Plastics – 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

Target Market & Applications



AUTOMOTIVE

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



INDUSTRIAL

Washers, Spacers, Industrial Bobbins, Conveying Trays, Gears



CONSUMER GOODS

Furniture Components, Couplers, Domestic Gas Accessories



ELECTRICAL

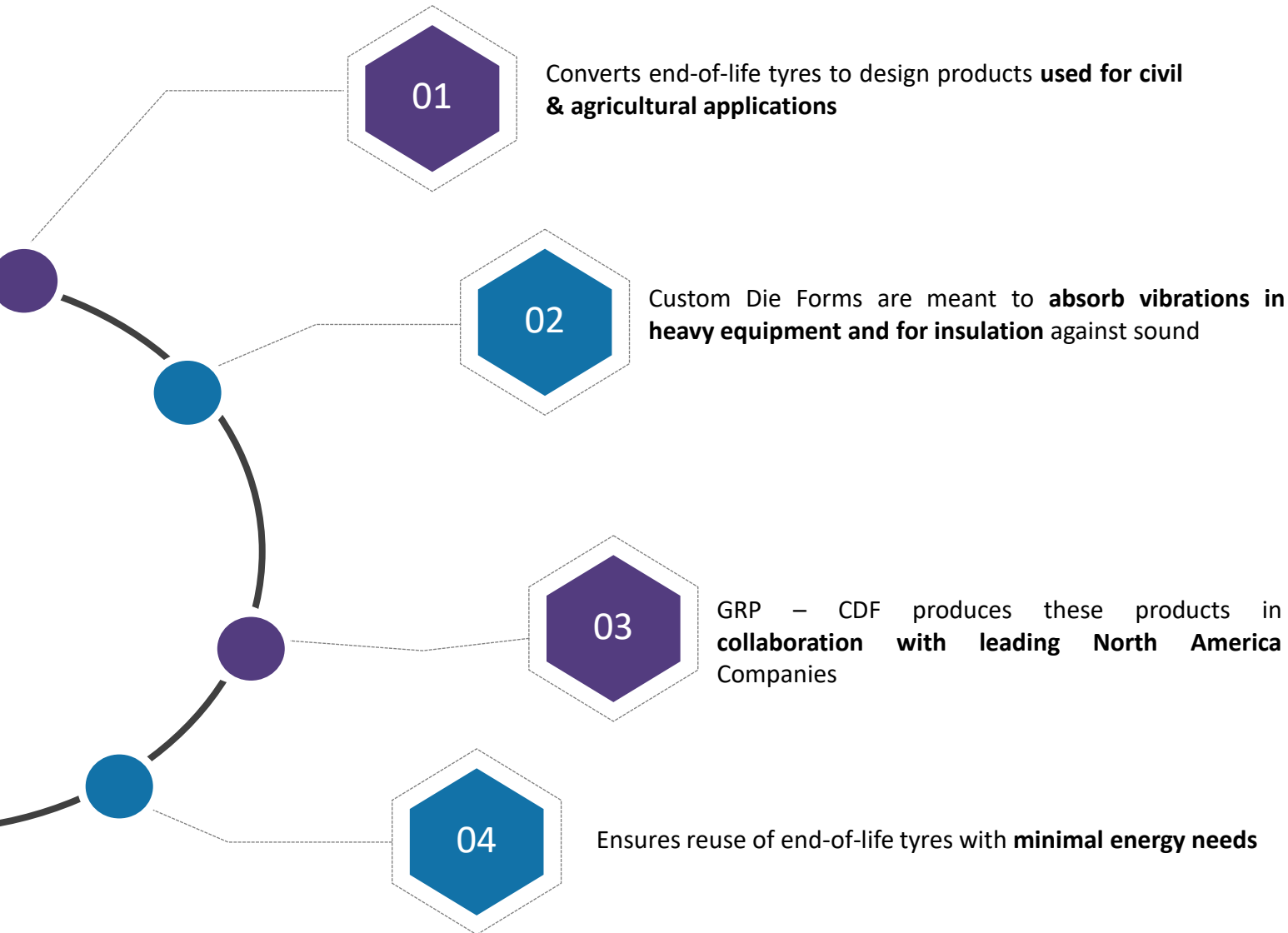
Computer Peripherals, Fuse Box, Switch Housing



CONSTRUCTION

Window Door Components

Custom Die Forms – Diverse Product Portfolio



Products

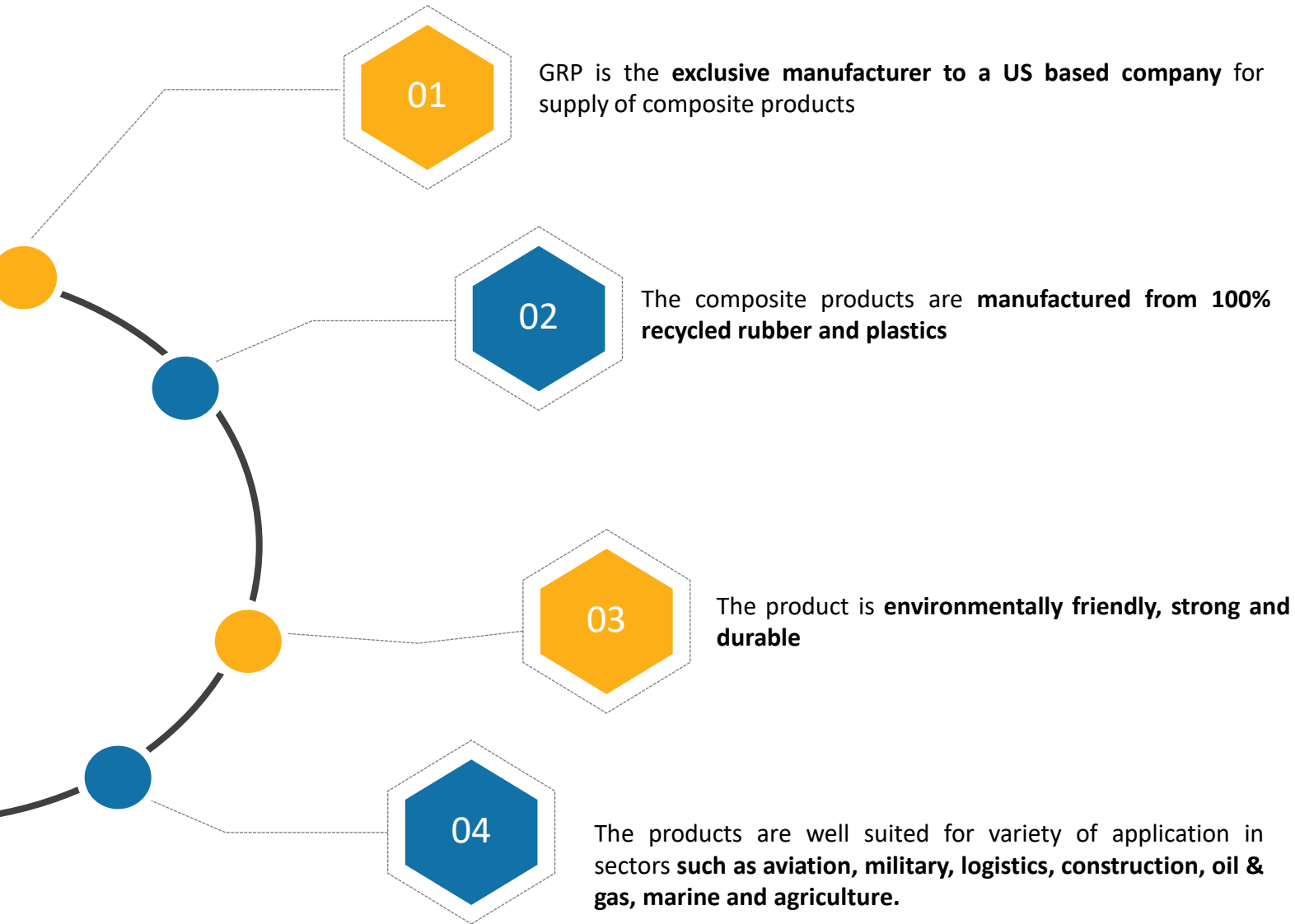


❖ Link Mats

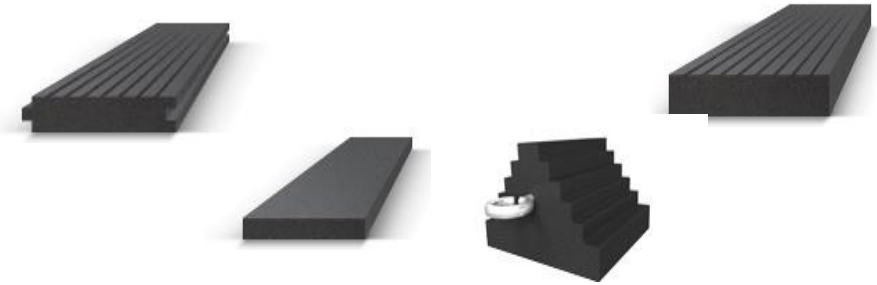
❖ Industrial Mats

❖ Door Mats

❖ Dock Bumpers



Products Range



Products benefits & features	Composite	Wood
Impervious To Fluids	✓	✗
Excellent Grip	✓	✗
U V Resistant	✓	✗
Cost Effective	✓	✗
Durable, Long-lasting, Light Weight	✓	✗
Will Not Rot, Crack, Or Splinter	✓	✗

INFINITE CYCLE ENABLING CIRCULAR ECONOMY:



VALUE PROPOSITION



ECONOMIC

- ❖ Helping customers fulfill their circularity aspirations
- ❖ Helping brand owners to fulfill their EPR (Extended Producer Responsibility) obligations



ENVIRONMENTAL

- ❖ Saving valuable natural resources by way of upcycling
- ❖ Leveraging maximum value from a single end of life (EOL) product



PROCESSING

- ❖ Helping customers to replace 50 - 100% virgin RM without compromising product performance & processability



Growth Drivers

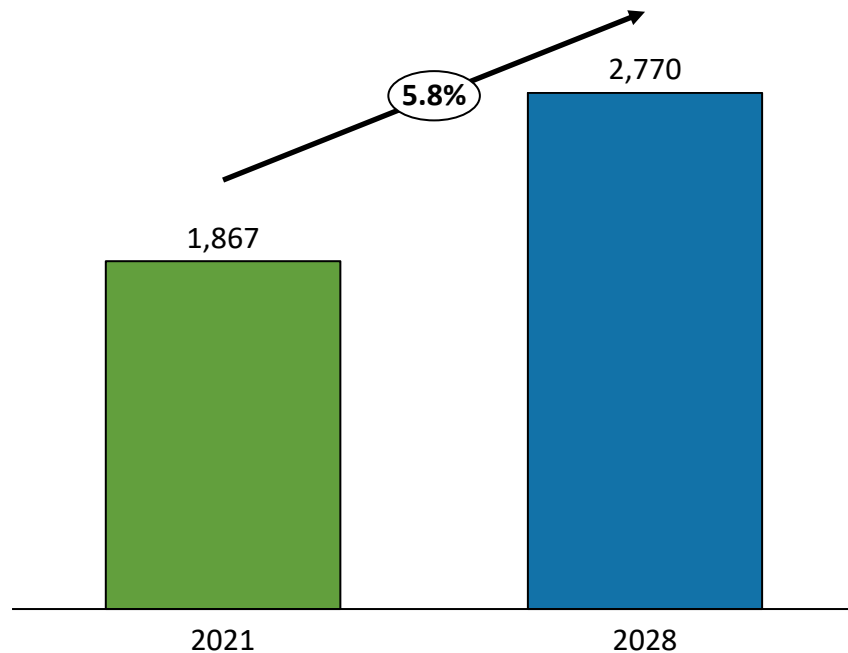
We Have Built Sustainable Business



Demand Drivers for Reclaim Rubber

Global Reclaim Rubber Demand
 Global Reclaim Rubber market is expected to reach USD 2.16 billion by 2028

Global Reclaim Rubber Demand (Kilo Tonnes)



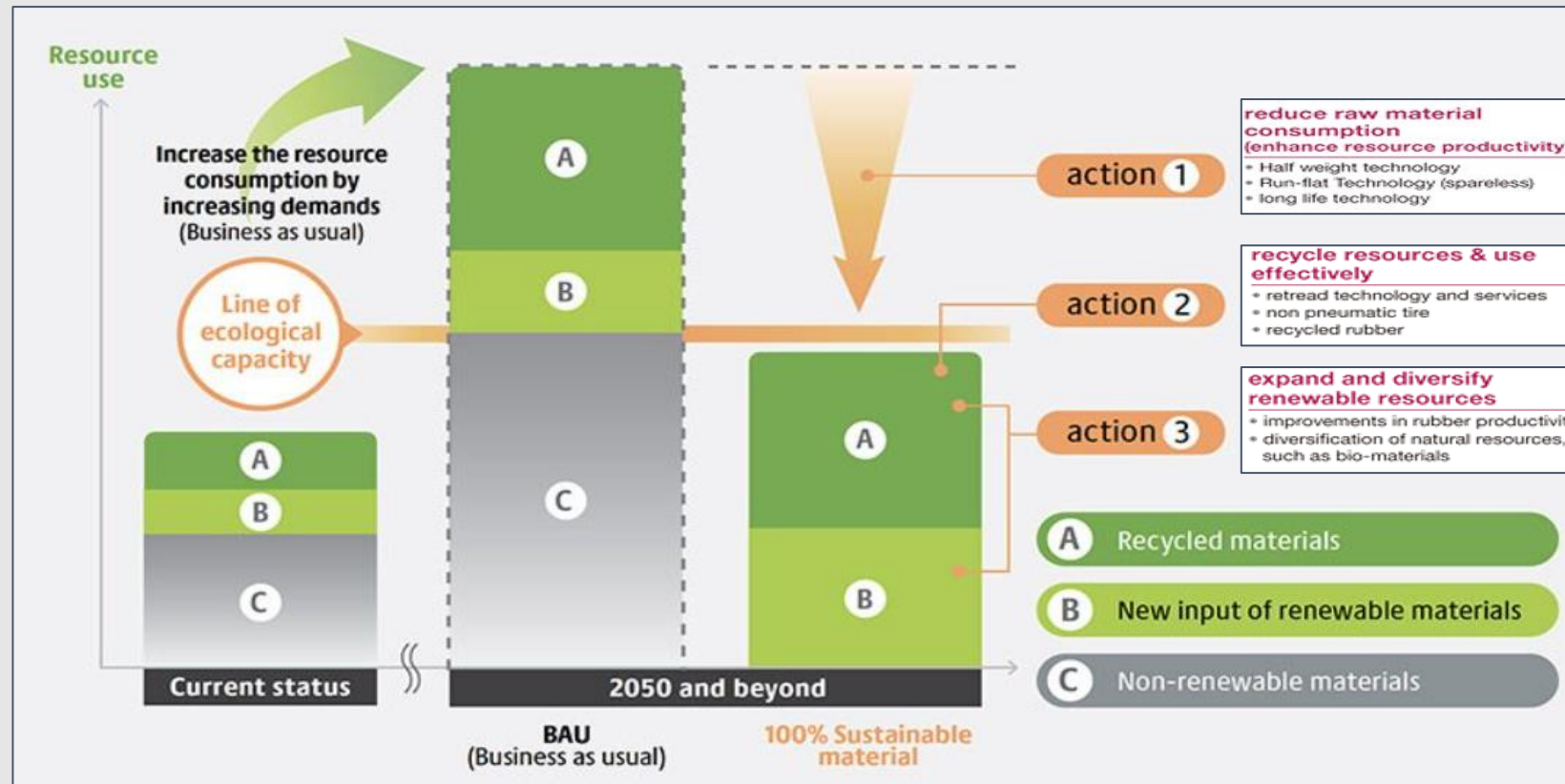
Global Demand Drivers

- ✓ 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
- ✓ Governments across the globe are promoting sustainable materials as a substitute for conventional virgin rubber and the rising demand for reclaim rubber from end-use sectors
- ✓ Favourable regulations promoting sustainable and eco-friendly materials as substitutes for conventional virgin rubber is driving product demand

With Strategic Shift Towards Increasing Reclaim Rubber



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



A concept in line with Michelin's "4R Strategy"

A firm believer that innovation should benefit the environment, Michelin has adopted a circular economy approach known as the "4R Strategy" (Reduce, Reuse, Recycle and Renew). This strategy guides not only Michelin's research and innovation, but also its partnerships and its participation in the overall sustainable mobility ecosystem. The aim is to offer products and services that are environmentally responsible throughout their life cycle. VISION is perfectly aligned with this approach.

By Major Tyre Manufacturing Companies

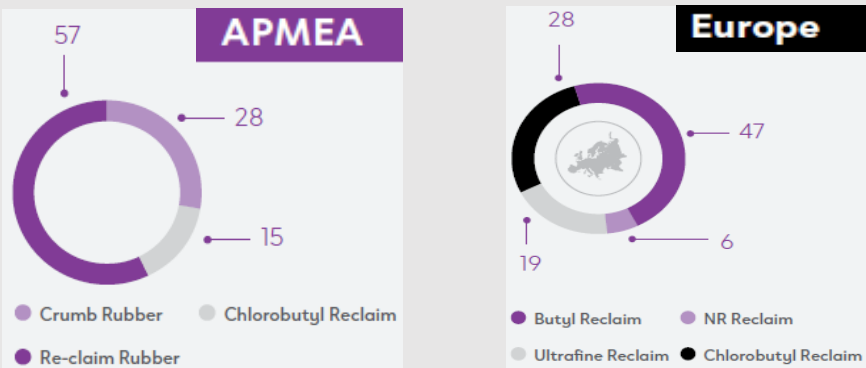


For our four sustainability focus areas we commit to visionary and bold ambitions – latest by 2050 and together with our value chain partners

- Carbon Neutrality**
We strive for 100% carbon neutrality along our entire value chain (products, operations, supply).
- Circular Economy**
We strive for 100% closed resource and product cycles.
- Emission-free Mobility and Industries**
We strive for 100% emission-free mobility and industries.¹
- Responsible Value Chain**
We strive for 100% responsible sourcing and business partnerships.



Break-Up of Recycled Raw Materials by Type – FY22



Our Eco & Safety strategy starts from raw materials We push innovation to increase bio-based and recycled materials while decreasing fossils

OUR FOCUS ON 5R¹ CIRCULAR ECONOMY



Re-think: Eco & Safety Design

Design outstanding products, processes and services in terms of performance, environmental impact, health and safety

Refuse	Reduce	Reuse	Recycle
<p>Refuse</p> <p>Avoid processes, products, services, materials that can be made redundant</p> <p>Enhance chemicals safety through substitution</p>	<p>Reduce</p> <p>Reduce use of resources, especially those not renewable</p> <p>Reduce waste, air, soil and water emissions</p>	<p>Reuse</p> <p>Reuse resources and products as much as possible</p> <p>Prevent waste generation and resource depletion</p>	<p>Recycle</p> <p>Ensure that ELT² are recovered or recycled</p> <p>Enhance new solutions to maximize ELT secondary raw materials quality and performance</p>
<p>Anticipation of Raw Material & Chemicals HSE concerns</p> <p>Health, safety and hygiene risk prevention</p> <p>Phase out of single use plastics</p>	<p>CO₂ reduction, towards carbon neutrality</p> <p>Fossil based / non-renewable materials reduction</p> <p>Energy, water, waste reduction</p> <p>Tyre Rolling Resistance reduction</p>	<p>Acceleration on plant closed loop water cycles</p> <p>Plant-scrapped material enhancement and reuse</p> <p>Innovative materials based on non-tyre production by-products</p>	<p>Increase in use of recycled materials</p> <p>Tyre design to improve recyclability either in open or closed loop</p> <p>R&D to support innovative industrial ecosystems valorizing ELT derived materials</p>

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