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Kiroli Road, Off L.B.S. Marg, Kurla (W)  
Mumbai - 400 070, India  
T: +91 22 6708 2600 / 2500



02/11/2023

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 the unaudited financial results of the Company for the quarter and half year ended 30<sup>th</sup> September, 2023.

The aforesaid presentation has been uploaded on the Company's website viz., [www.grpweb.com](http://www.grpweb.com)

You are requested to take the above information on your records.

Thanking you,

Yours faithfully,  
For **GRP Ltd.**

JYOTI  
SANCHETI  
Digitally signed  
by JYOTI  
SANCHETI  
Date: 2023.11.02  
22:55:00 +05'30'

**Jyoti Sancheti**  
Company Secretary

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



**Investor Presentation – November'23**

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

**PRODUCING SUSTAINABLE MATERIALS FOR A CIRCULAR ECONOMY**

# Disclaimer

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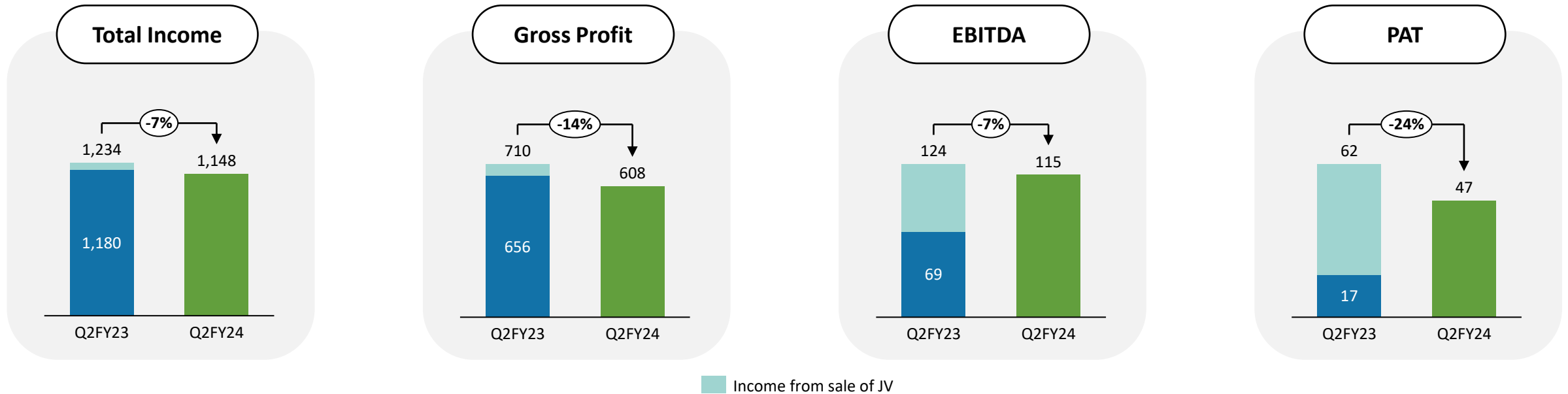


# Performance Highlights

Q2 & H1FY24

# Q2FY24 Performance ( YoY ) - Consolidated

(in Rs. Mn)

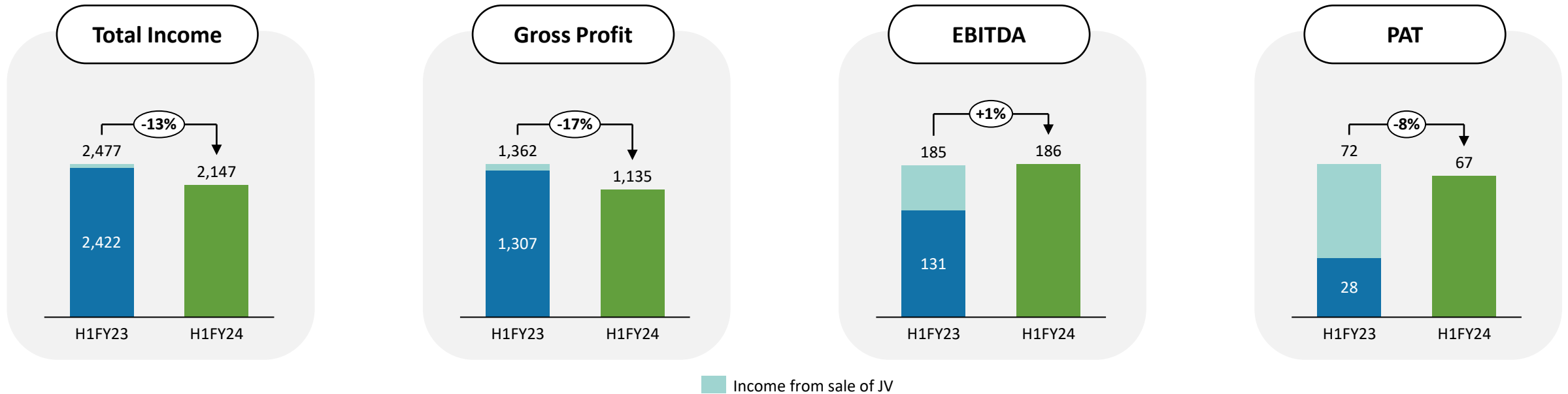


## Key Highlights

- ✓ The total revenue includes a component of ocean freight passthrough which has reduced from Rs 132mn in Q2FY23 to Rs 39 mn in Q2FY24. As a result, there is an overall reduction in the total revenue
- ✓ While overall EBITDA and PAT are lower from previous year, the operational EBITDA and PAT (excluding one time income of sale of JV shares Rs 55 mn included in Q2FY23) have increased by 66% and 178% respectively
- ✓ This EBITDA improvement can be mainly attributed to energy cost reduction i.e., from Rs 145 mn in Q2FY23 to Rs 129 mn in Q2FY24 and freight cost reduction as stated above

# H1FY24 Performance ( YoY ) - Consolidated

(in Rs. Mn)



## Key Highlights

- ✓ The decline in revenue is a result of a 3% reduction in volume compared to the previous year. Majority of this reduction (12%) was in Q1FY24 and there is gradual improvement in Q2FY24
- ✓ EBITDA for H1FY24 saw a substantial increase (42%) compared to H1FY23 (excluding JV sale income), driven by improved operational efficiency and cost savings from windmill energy

# Operational Highlights



There is an uptick in the reclaim rubber volume compared to the previous quarter and improvement in EBITDA is on account of conversion cost reduction, supported by manpower efficiency and energy savings



The profit margins were positively impacted by ocean freight costs reduction from high of 19% of export sales in H1FY23 to 5% of export sales in H1FY24



Following the fire incident, the Engineering Plastics and Polymer Composite businesses have regained normalcy, and the order book is continually improving



As a result of enhanced working capital management and improved operating margins, working capital cycles have been reduced by 14 days (based on 3 months average sale of Q2) compared to the previous quarter

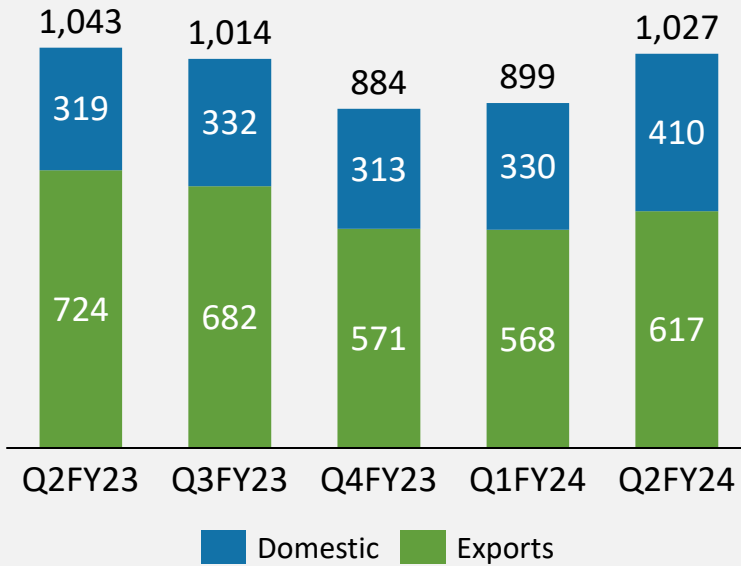


Investments in renewable energy have started to yield results, with overall savings of approximately Rs. 14 mn realized during the first half of the year

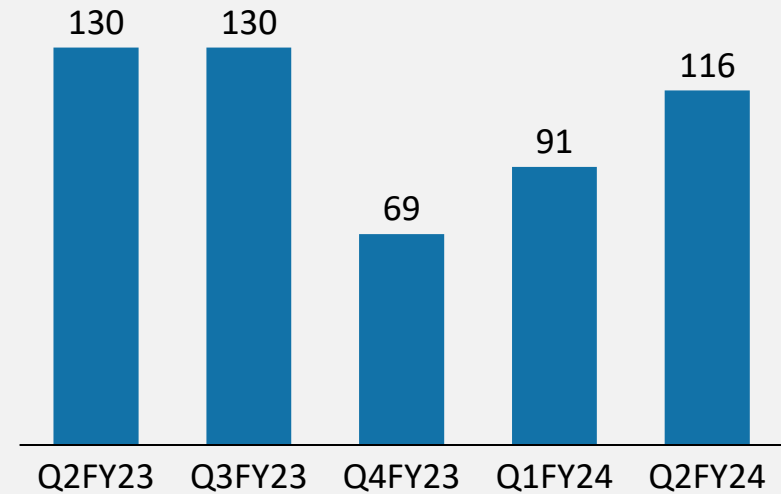
# Segment Wise Quarterly Performance Trend - Standalone

(in Rs. Mn)

Reclaim Rubber Revenue\* Trend



Non-Reclaim Rubber Revenue\* Trend



## Key Highlights

- ✓ The reduction in reclaim rubber revenue from Q2FY23 to Q2FY24 is on account of reduction in ocean freight from Rs 131 mn to Rs 38 mn in Q2FY24
- ✓ Post the fire incident in Q4FY23, Non Reclaim Rubber Revenue is gradually increasing Q-o-Q



# Segmental Financial Highlights - Standalone

(in Rs. Mn)

Particulars (in Rs. Mn)*	Reclaim Rubber		Non-Reclaim Rubber	
	Q2FY23	Q2FY24	Q2FY23	Q2FY24
<b>Total Income</b>	<b>1,095.2</b>	<b>1,031.2</b>	<b>129.6</b>	<b>116.7</b>
Raw Material	446.8	476.1	82.7	65.5
Other Expenses	548.0	452.6	33.5	37.4
<b>EBIDTA</b>	<b>100.4</b>	<b>102.6</b>	<b>13.5</b>	<b>13.8</b>
<b>EBIDTA Margin</b>	<b>9.2%</b>	<b>9.9%</b>	<b>10.4%</b>	<b>11.9%</b>

## Key Highlights

- ✓ EBIDTA margins for Reclaim Rubber expanded by 70 bps Y-o-Y basis on back of reduced ocean freights, and overall improved operational efficiency
- ✓ EBIDTA for Non-Reclaim Rubber business improved by 150 bps due to improved plant utilization and scale benefits

# Profit & Loss Statement - Consolidated

Profit & Loss (Rs. Mn)	Q2FY24	Q2FY23	YoY	Q1FY24	QoQ	H1FY24	H1FY23	YoY
<b>Revenue from Operations</b>	1,144	1,170	-2%	993	15%	2,137	2,412	-11%
Other Income	4	64		5		10	65	
<b>Total Income</b>	<b>1,148</b>	<b>1,234</b>	<b>-7%</b>	<b>999</b>	<b>15%</b>	<b>2,147</b>	<b>2,477</b>	<b>-13%</b>
Cost of Goods Sold	541	524		471		1,012	1,115	
<b>Gross Profit</b>	<b>608</b>	<b>710</b>	<b>-14%</b>	<b>528</b>	<b>15%</b>	<b>1,135</b>	<b>1,362</b>	<b>-17%</b>
<b>Gross Profit Margin</b>	<b>53%</b>	<b>58%</b>		<b>53%</b>		<b>53%</b>	<b>55%</b>	
Employee Cost	131	132		138		269	266	
Other Expenses	362	455		319		681	910	
<b>EBIDTA</b>	<b>115</b>	<b>124</b>	<b>-7%</b>	<b>70</b>	<b>64%</b>	<b>185</b>	<b>186</b>	<b>0%</b>
<b>EBITDA Margin</b>	<b>10%</b>	<b>10%</b>		<b>7%</b>		<b>9%</b>	<b>8%</b>	
Depreciation	30	33		28		57	65	
Finance Cost	19	15		18		37	31	
<b>PBT</b>	<b>66</b>	<b>76</b>	<b>-13%</b>	<b>25</b>	<b>169%</b>	<b>91</b>	<b>90</b>	<b>1%</b>
Tax	20	15		5		25	18	
<b>PAT</b>	<b>47</b>	<b>62</b>	<b>-24%</b>	<b>20</b>	<b>138%</b>	<b>67</b>	<b>72</b>	<b>-8%</b>
<b>PAT Margin</b>	<b>4%</b>	<b>5%</b>		<b>2%</b>		<b>3%</b>	<b>3%</b>	

# Balance Sheet - Consolidated

Assets (Rs. Mn)	Sep-23	Mar-23
<b>Non-Current Assets</b>	<b>1,410</b>	<b>1,248</b>
Property, Plant and Equipment	1,073	940
Capital work in progress	153	110
Right of use assets	82	83
Investment Property	10	10
Other Intangible assets	1	1
Intangible assets under development	1	1
Financial Assets		
(i)Investments	1	1
(ii)Others	0	0
Other Non-Current Assets	90	102
<b>Current Assets</b>	<b>1,644</b>	<b>1,620</b>
Inventories	435	464
Financial Assets		
(i) Investments	160	157
(ii)Trade receivables	780	707
(iii)cash & cash equivalents	3	6
(iv)Bank balances other than mentioned	1	1
(v)Other Financial assets	128	142
Current Tax Assets (Net)	3	13
Other Current Assets	134	130
<b>Total Assets</b>	<b>3,054</b>	<b>2,867</b>

Liabilities (Rs. Mn)	Sep-23	Mar-23
Equity Share Capital	13	13
Other Equity	1,503	1,461
<b>Equity attributable to owners of the Company</b>	<b>1,516</b>	<b>1,474</b>
Non-Controlling Interests	0	0
<b>Total Equity</b>	<b>1,516</b>	<b>1,474</b>
<b>Non-Current Liabilities</b>	<b>340</b>	<b>389</b>
Financial Liabilities		
(i)Borrowings	196	249
(ii)Lease Liabilities	5	5
(iii)Other Financial liabilities	1	1
Provisions	23	17
Deferred Tax Liabilities (Net)	115	117
<b>Current Liabilities</b>	<b>1,198</b>	<b>1,004</b>
Financial Liabilities		
(i)Borrowings	743	634
(ii)Lease Liabilities	3	4
(iii)Trade Payables	188	155
(iv)Other Financial Liabilities	26	42
Other Current Liabilities	222	154
Provisions	16	16
<b>Total Equity &amp; Liabilities</b>	<b>3,054</b>	<b>2,867</b>



# 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



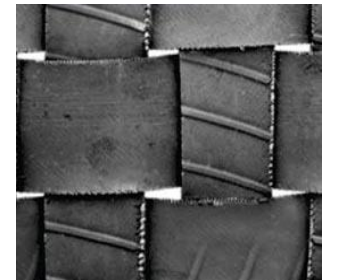
**GRP** RECLAIM RUBBER



**GRP** ENGINEERING PLASTICS



**GRP** POLYMER COMPOSITE



**GRP** CUSTOM DIE FORMS

# ...To Reduce, Reuse & Recycle



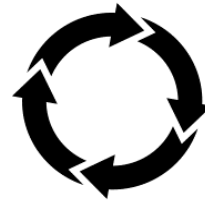
**REDUCE**



**POLYMER COMPOSITE**

- 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 agriculture equipment

**RECYCLE**



**ENGINEERING PLASTICS**

- 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), 9MCY23 (% change Y-o-Y, in no. of tyres)					
Particulars	Europe	North & Central America	South America	Asia (Excl. China & India)	Global market
OE tyres	11%	9%	5%	11%	6%
RT tyres	-6%	-4%	11%	-6%	-1%
Truck tire, 9MCY23 (% change Y-o-Y, in no. of tyres)					
OE tyres	8%	-2%	-23%	4%	9%
RT tyres	-9%	-17%	4%	-4%	-2%

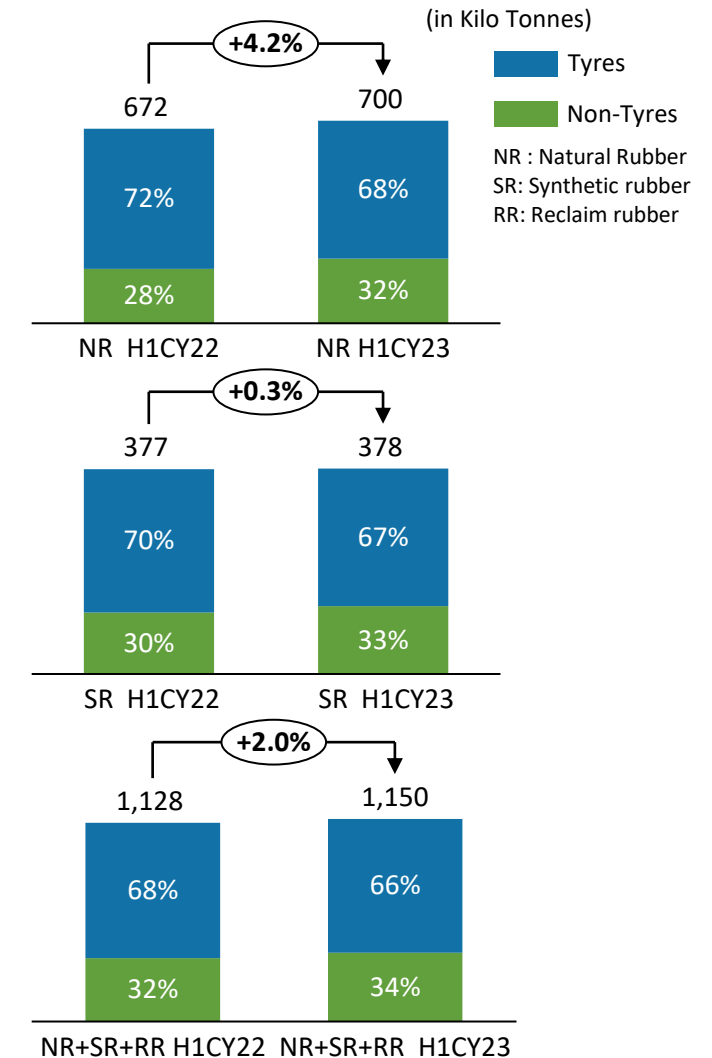
### Global Tyre trends

- ✓ Demand for PC/LT tires has been flat globally
- ✓ PC/LT OE is up driven by supply chains ease
- ✓ RT Truck Tire (excl. China) decrease is driven by destocking from distribution

### Indian market

- ✓ There is an uptick in non-tyre segment rubber consumption. However, RR consumption in non-tyre reduced marginally
- ✓ The degrowth in tyre segment is on account of flat sales, high inventory & destocking of the same
- ✓ Despite the increase in overall rubber consumption, there is a reduction in overall RR consumption by 8%

## 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

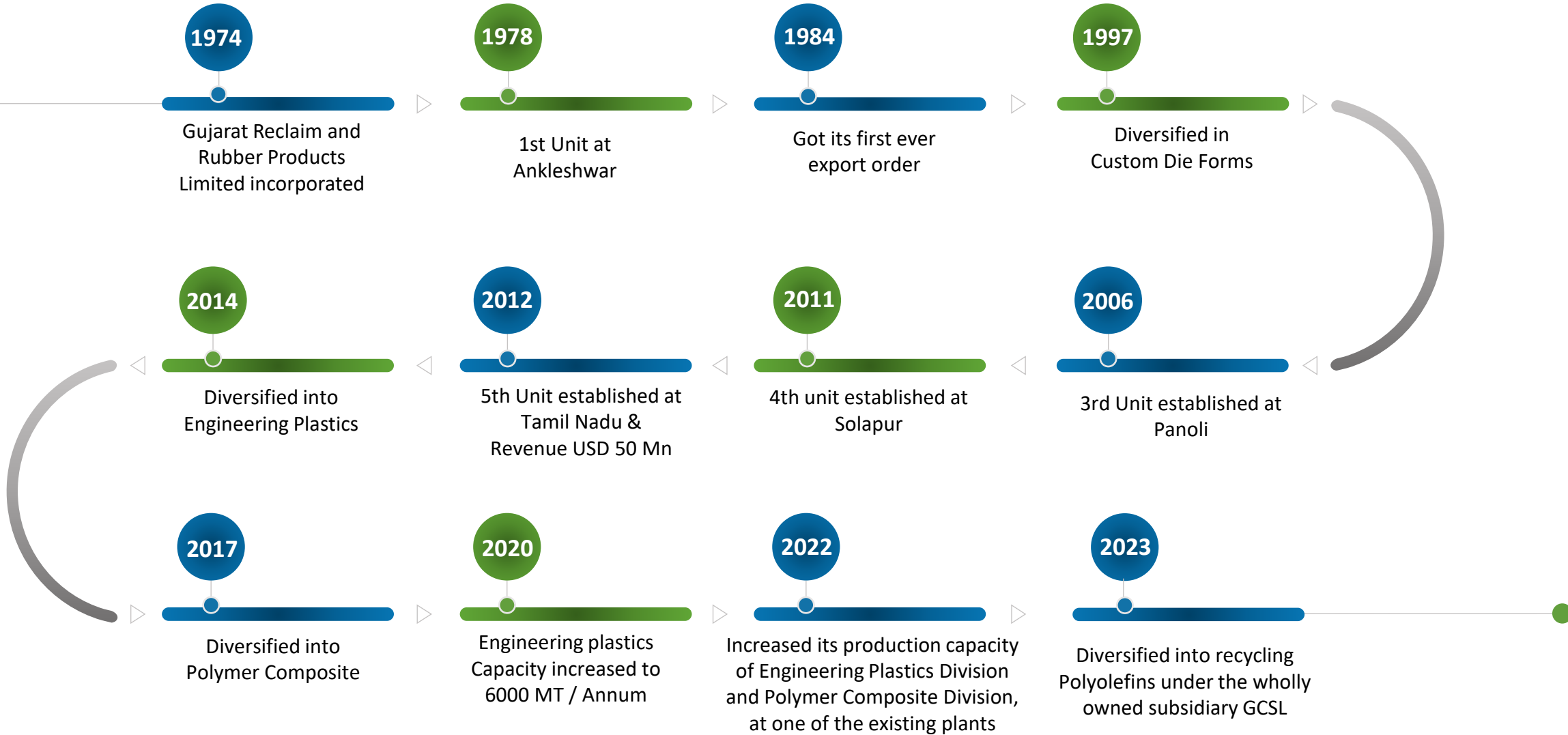


Commitment

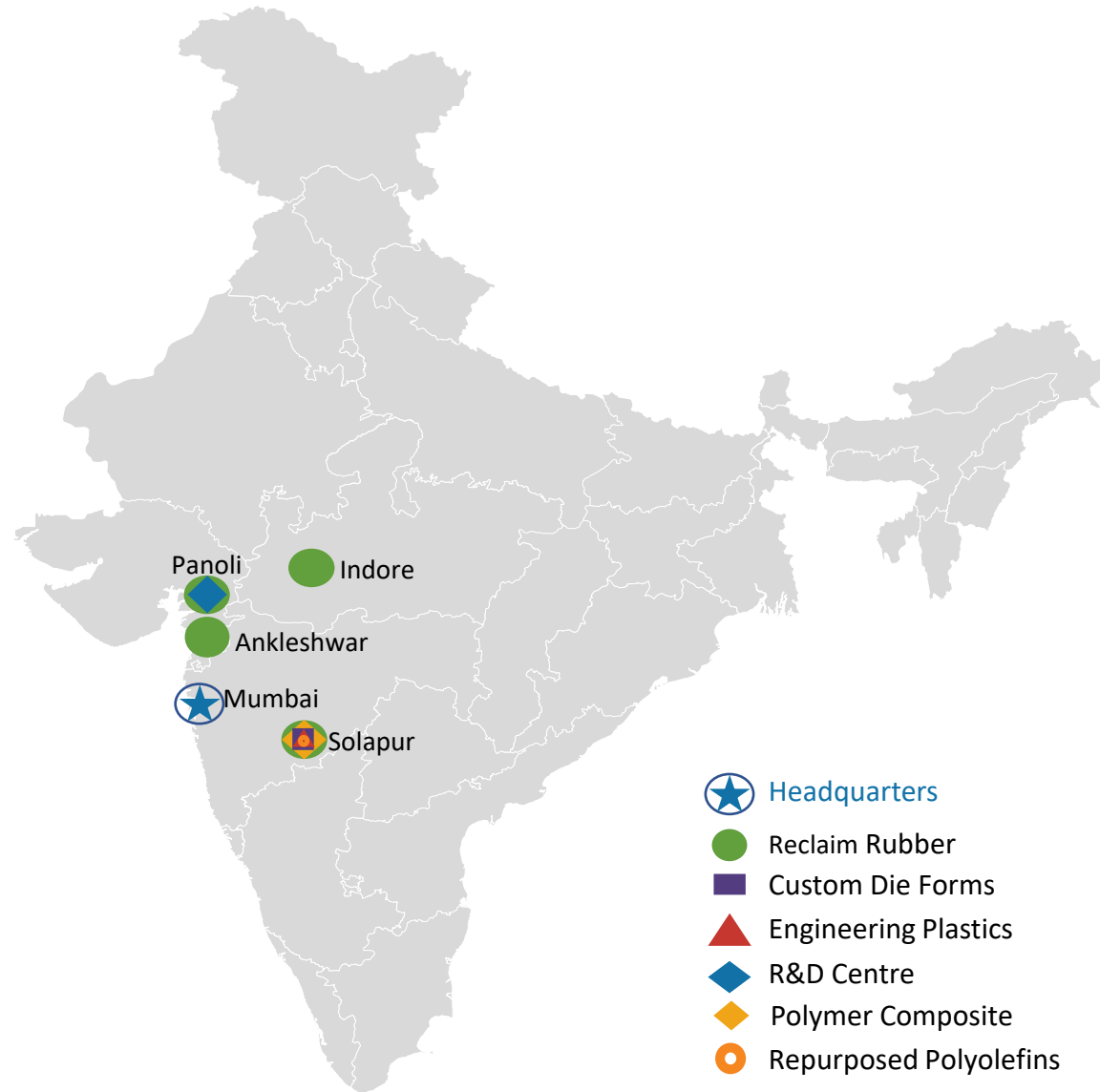


Integrity

# Gearing Up Towards Fifth Decade & Counting



# Strategically Located State of the Art Facilities



Our Solapur Facility - Maharashtra



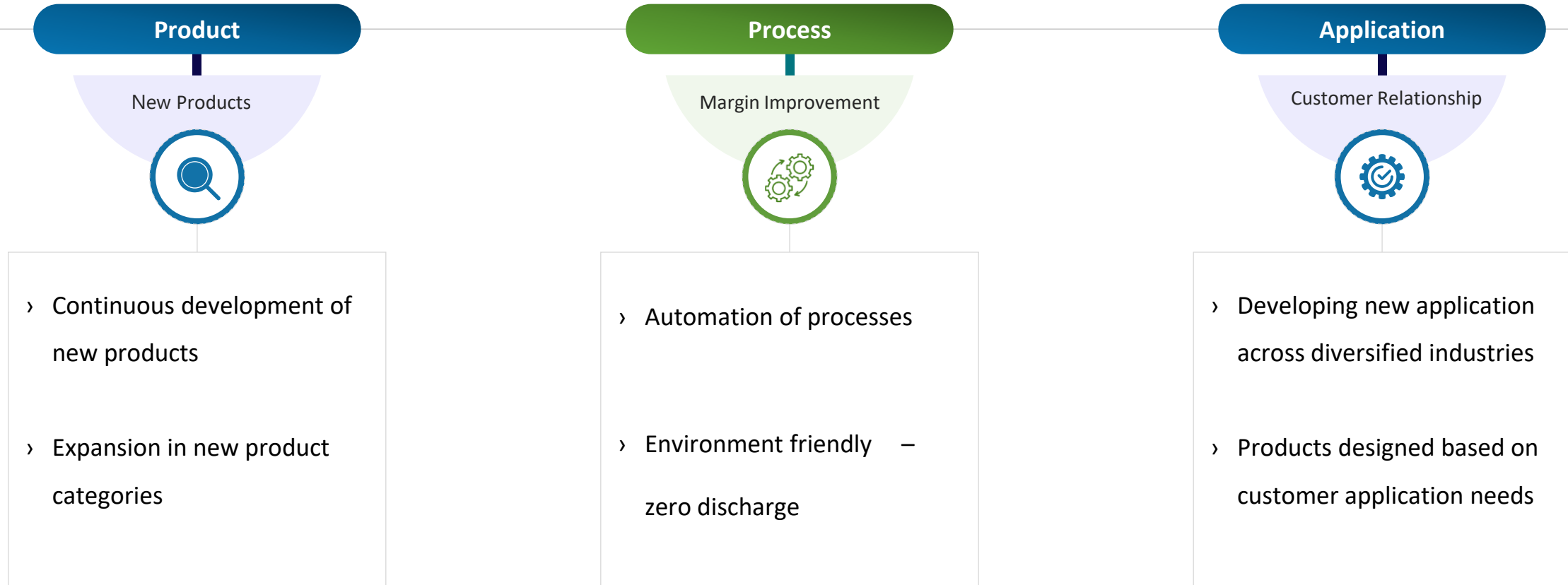
Our Ankleshwar Facility - Gujarat



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

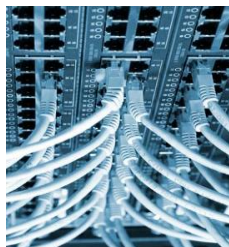
Automotive

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



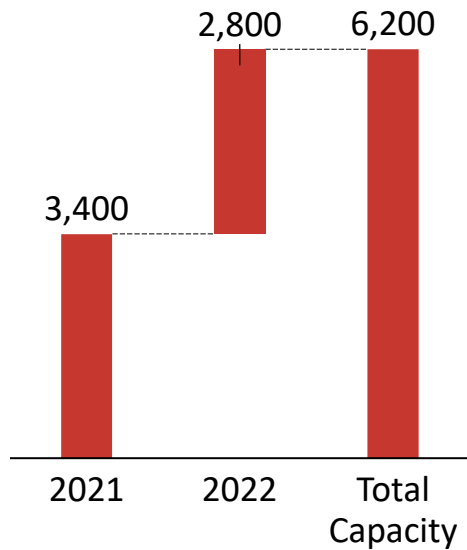
Paint & Lubricant Pail



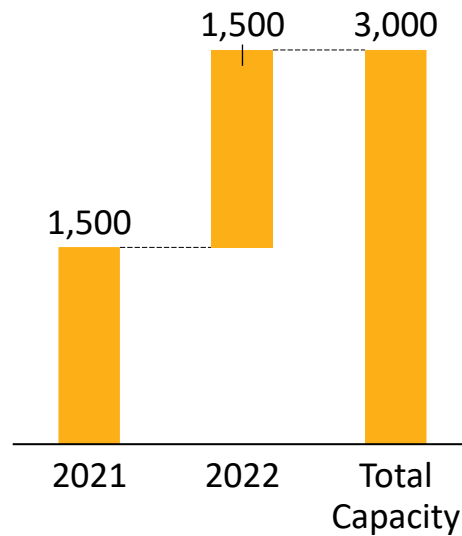
Automotive battery cover

# Capacity Addition and Capital Expenditure

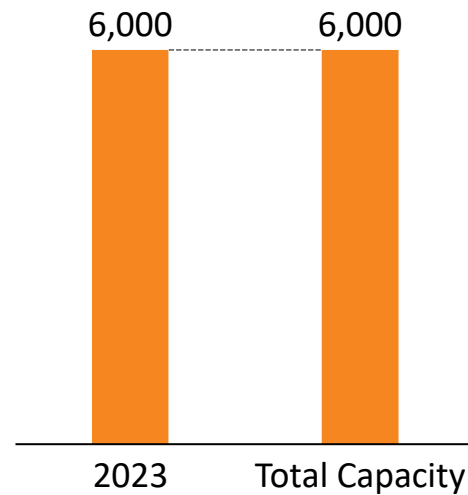
## Engineering Plastics



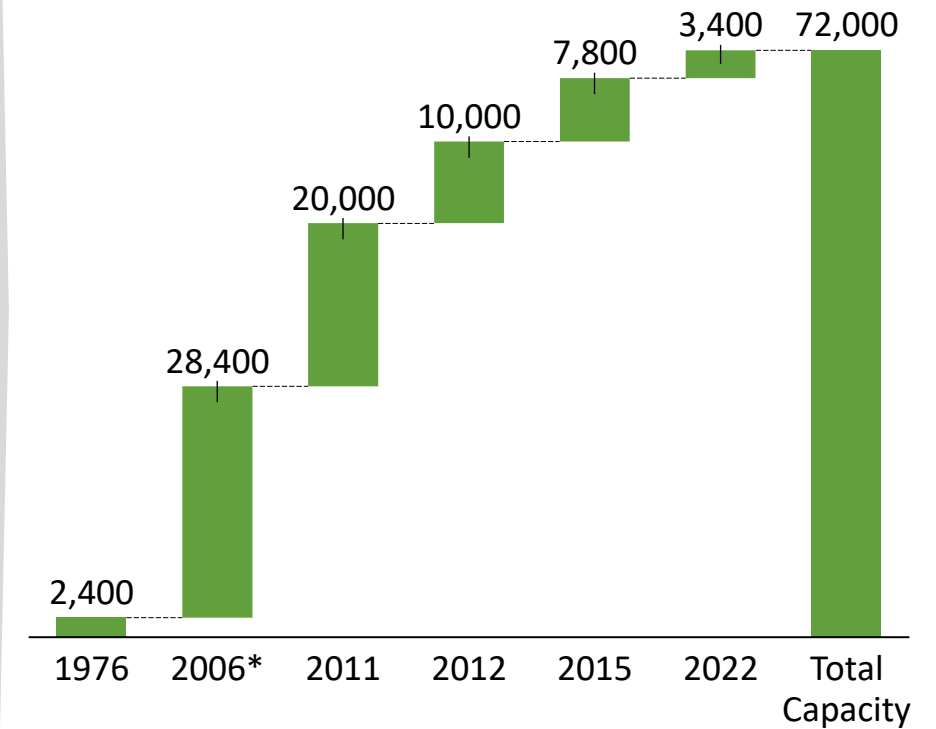
## Polymer Composite



## Repurposed Polyolefins



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



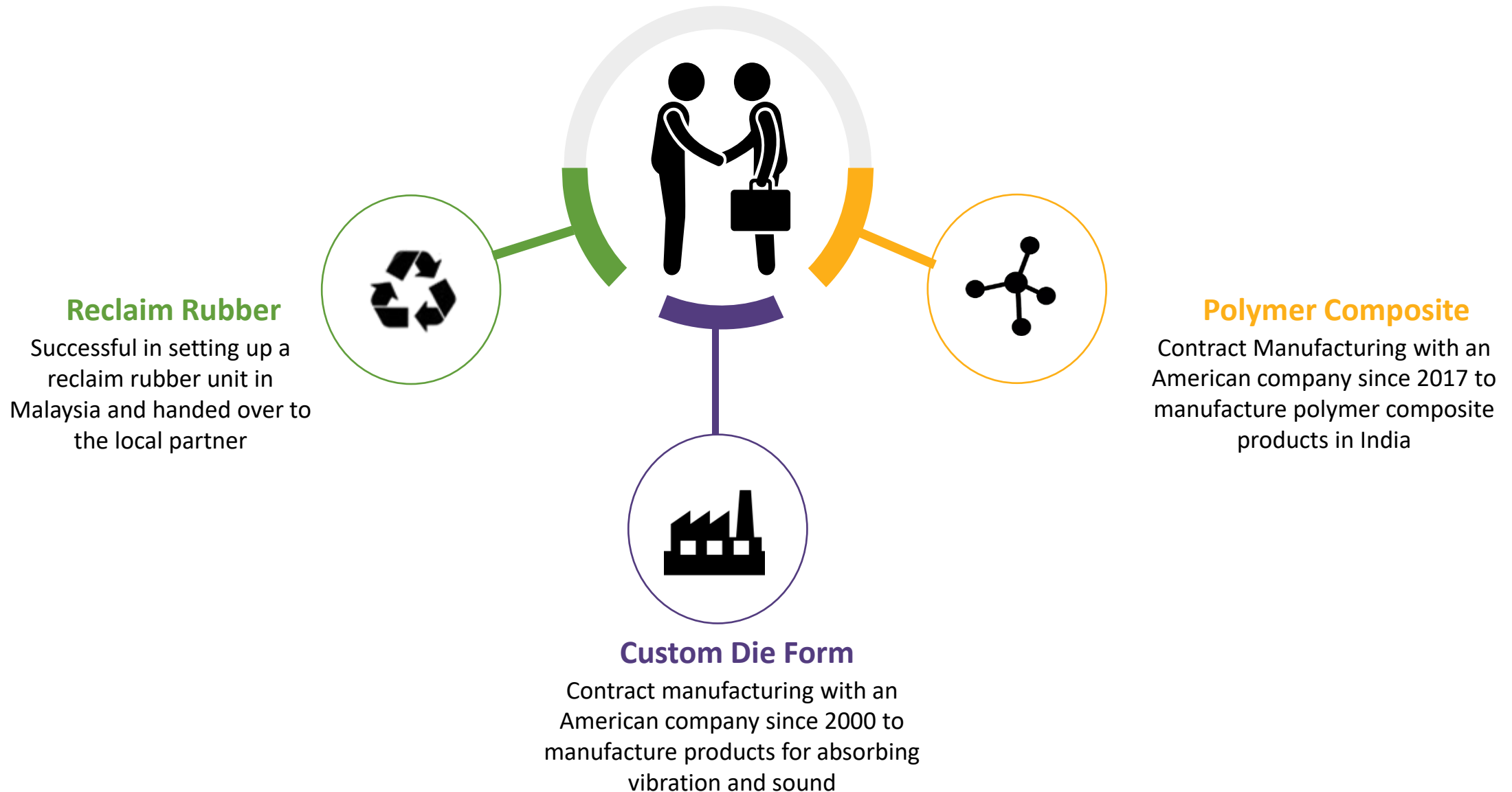
During the fiscal year FY23, 6000 MTPA capacity is added under Repurposed Polyolefins

# Reputed Tyre and Non-Tyre Customers

# Reputed Tyre and Non-Tyre Customers



# Board of Directors



**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



**Rajeev Pandia**  
Independent Director

More than 40 years and been influential in Strategic Planning, Project Evaluation & Management, Technology Transfer. Pursued 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.



**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.



**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



**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.

# Awards & Accolades

			
<p>Best Tyre Recycler 2022: RUNNER UP</p>			<p>IATF 16949:2016, ISO9001:2015 ISO14001:2015, ISO45001:2018</p>

		<p>EcoVadis CSR Rating 2017: BRONZE 2019: SILVER</p> 	<p>Quality Circle Forum of India Award (2012) For 5S Competition from Vadodara Chapter for its Ankleshwar &amp; Panoli Units</p> 	<p>Finalist, Parivartan Sustainability Leadership Award (2011)</p> 
<p>Supply Chain Leader Award (2010) At Logistics 2.0</p> 	<p>Silver Certificate of Merit (2008)</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

 <p><b>EDUCATION</b></p> <ul style="list-style-type: none"> <li>• Mobile vans for elementary education</li> <li>• Vocational training for adult education</li> <li>• Merit based scholarship to support University Education</li> <li>• Strengthen / support existing institutes engaged in providing primary, secondary and higher level education</li> </ul>	 <p><b>SUSTAINABLE LIVELIHOOD</b></p> <ul style="list-style-type: none"> <li>• Vocational training aimed at employability</li> <li>• Supporting initiatives around Yoga, meditation and self-help</li> <li>• Awareness programs for clean living/housing facilities</li> <li>• Awareness programs on hygiene, safe water</li> <li>• Encouraging plantation of trees through self help groups of women</li> </ul>	 <p><b>HEALTHCARE</b></p> <ul style="list-style-type: none"> <li>• Primary healthcare centres</li> <li>• Mobile healthcare projects</li> <li>• Healthcare through awareness programs</li> <li>• Blood donation camps</li> </ul>	 <p><b>WOMEN EMPOWERMENT</b></p> <ul style="list-style-type: none"> <li>• Girl child education upto University</li> <li>• Supporting groups for women empowerment</li> <li>• Building toilet for better women hygiene</li> <li>• Rewards to women leaders who created positive change in villages</li> </ul>
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# Business Verticals

# Manufacturer of Sustainable Products through 5 Business Verticals



**GRP** RECLAIM  
RUBBER

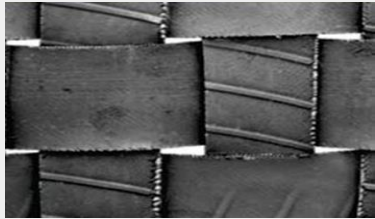
GRP produces high quality reclaim rubber from end-of-life tyres, tread peelings, natural rubber and butyl tubes, moulded rubber products for use in both, tyre and non-tyre rubber products to deliver technical benefits and cost savings to its customers



**GRP** ENGINEERING  
PLASTICS

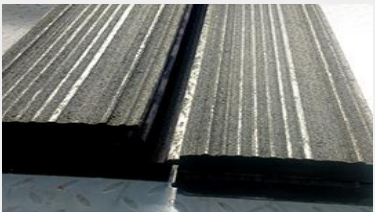
GRP Engineering plastics is a sustainable material solution provider for challenging engineering applications. Our sustainable solutions are based on unfilled, and glass reinforced Polyamide 6 (PA 6), Polyamide 66 (PA 66) and Polybutylene terephthalate (PBT)

# ...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

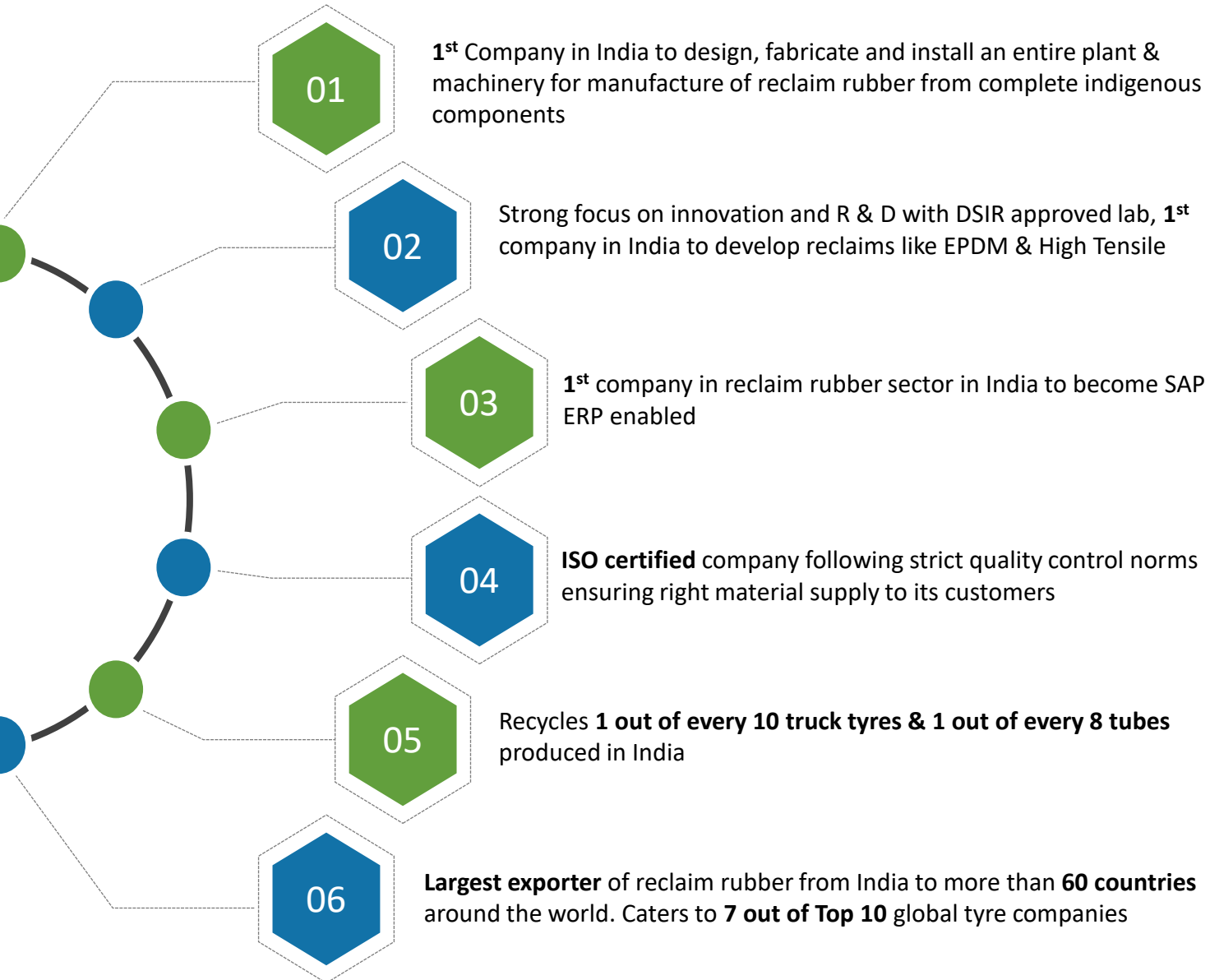
Composite material is produced using 100% recycled rubber and plastic. The products are eco-friendly and are stronger and more durable than wood. The products are well suited for application in sectors such as logistics, construction, oil & gas, aviation, marine, industrial and agriculture



**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

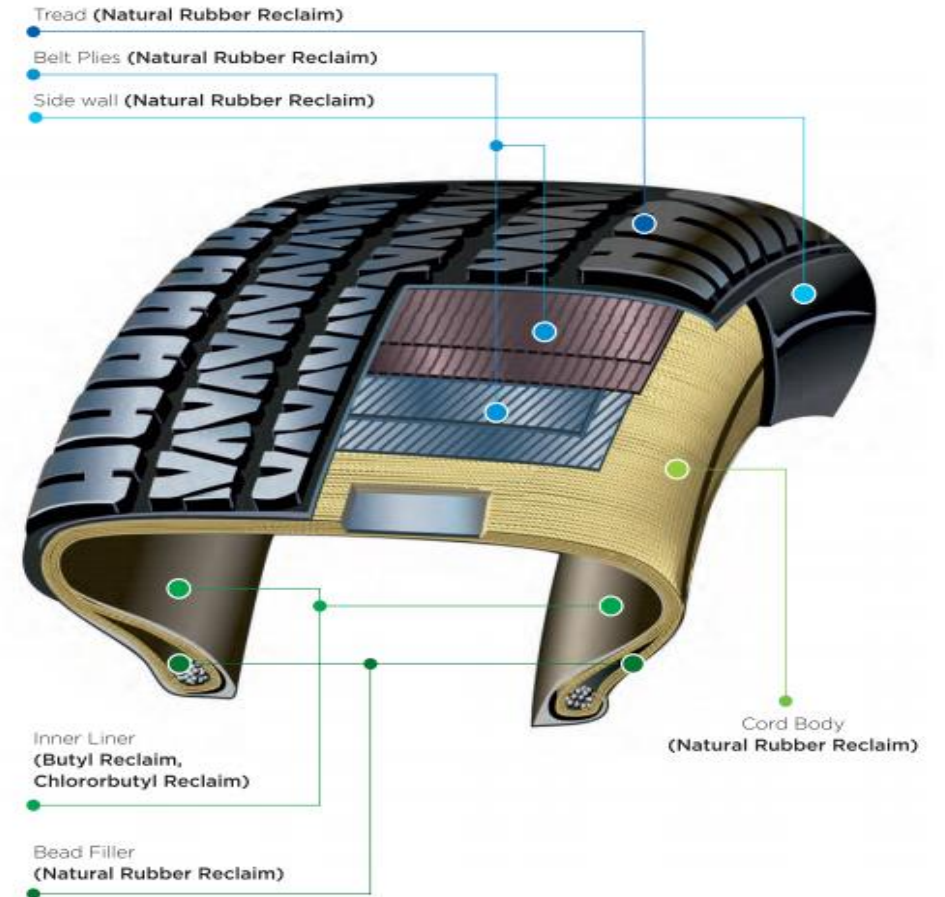


### Speciality Rubber Reclaim

- ❖ NBR Polycoat

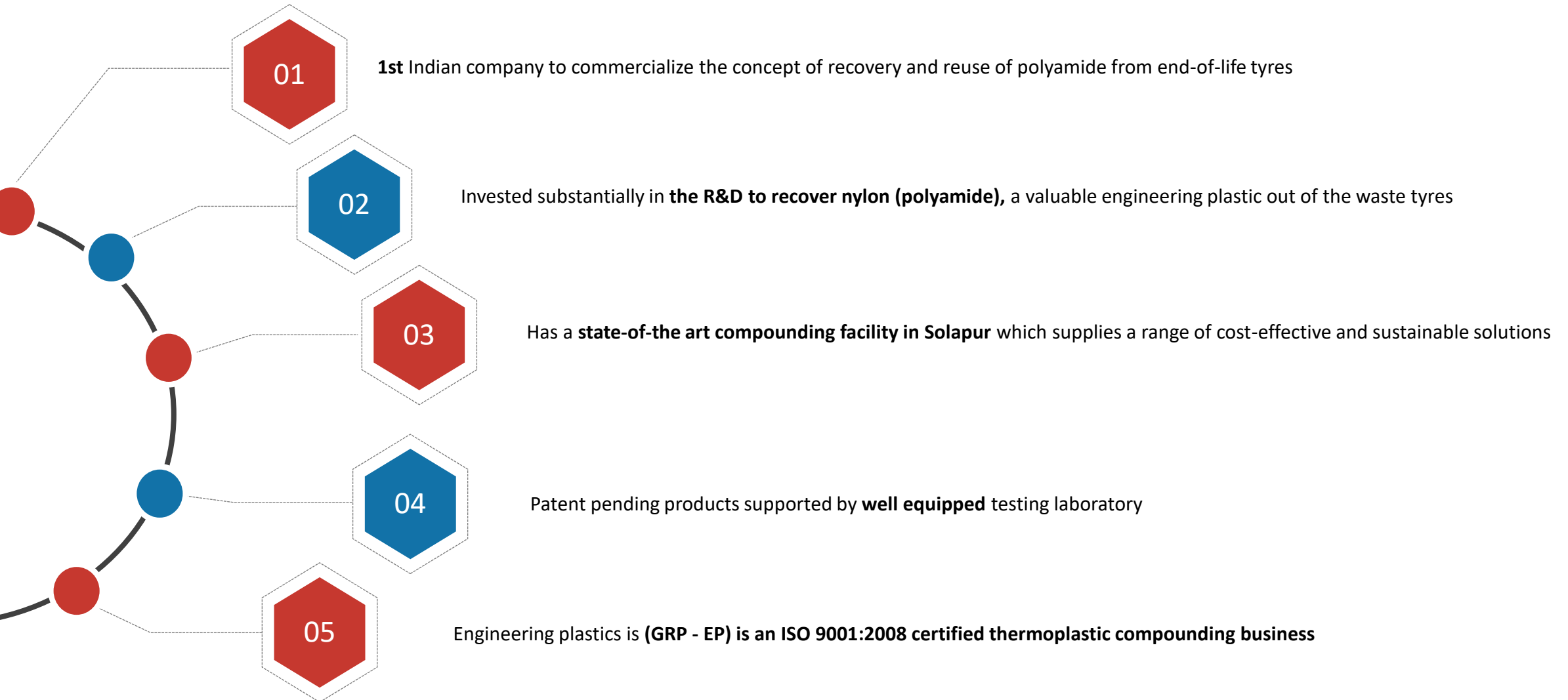
## APPLICATIONS

- ❖ 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

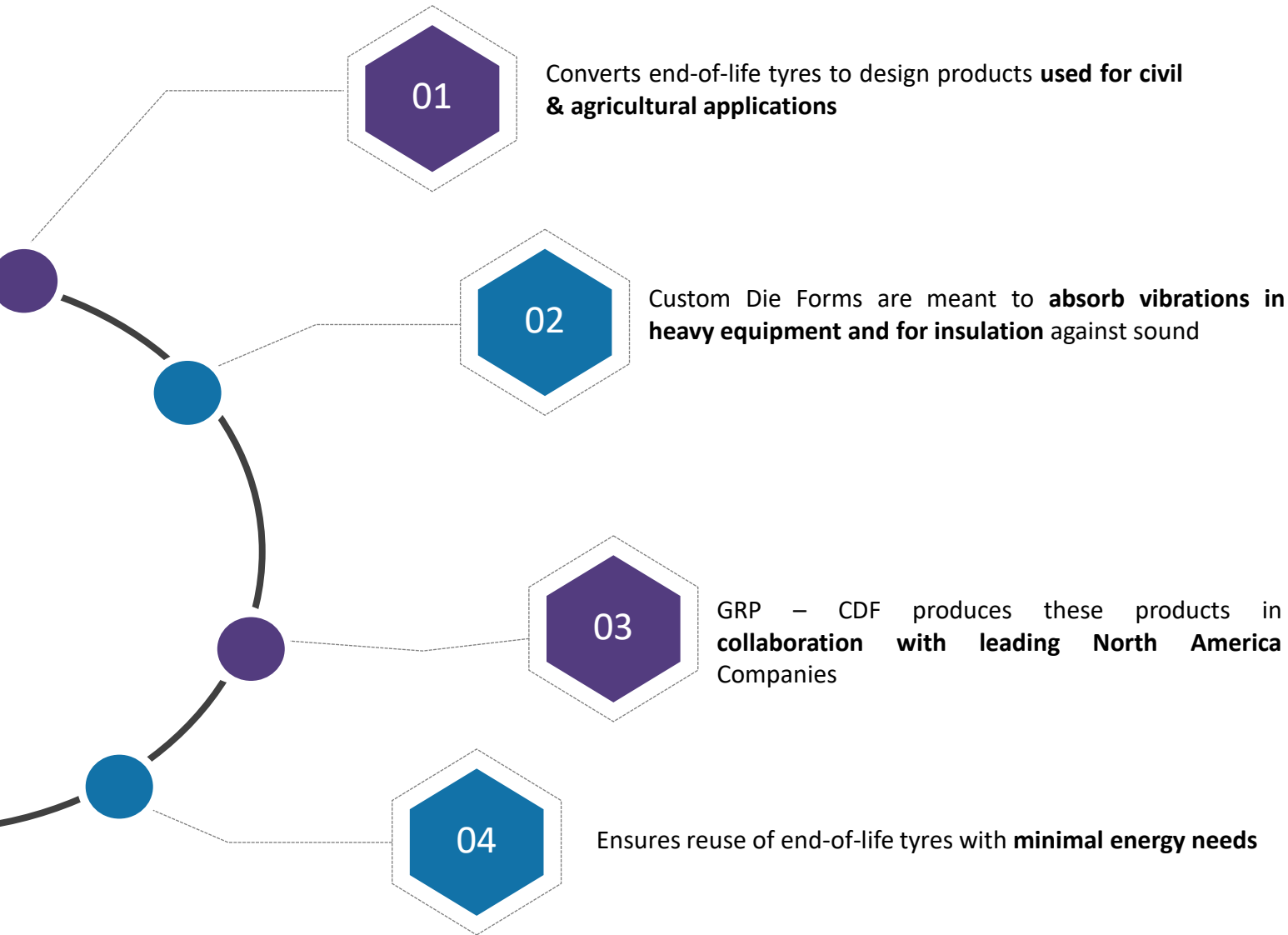
Computer Peripherals, Fuse Box, Switch Housing



CONSTRUCTION

Window Door Components

# Custom Die Forms – Diverse Product Portfolio



## Products

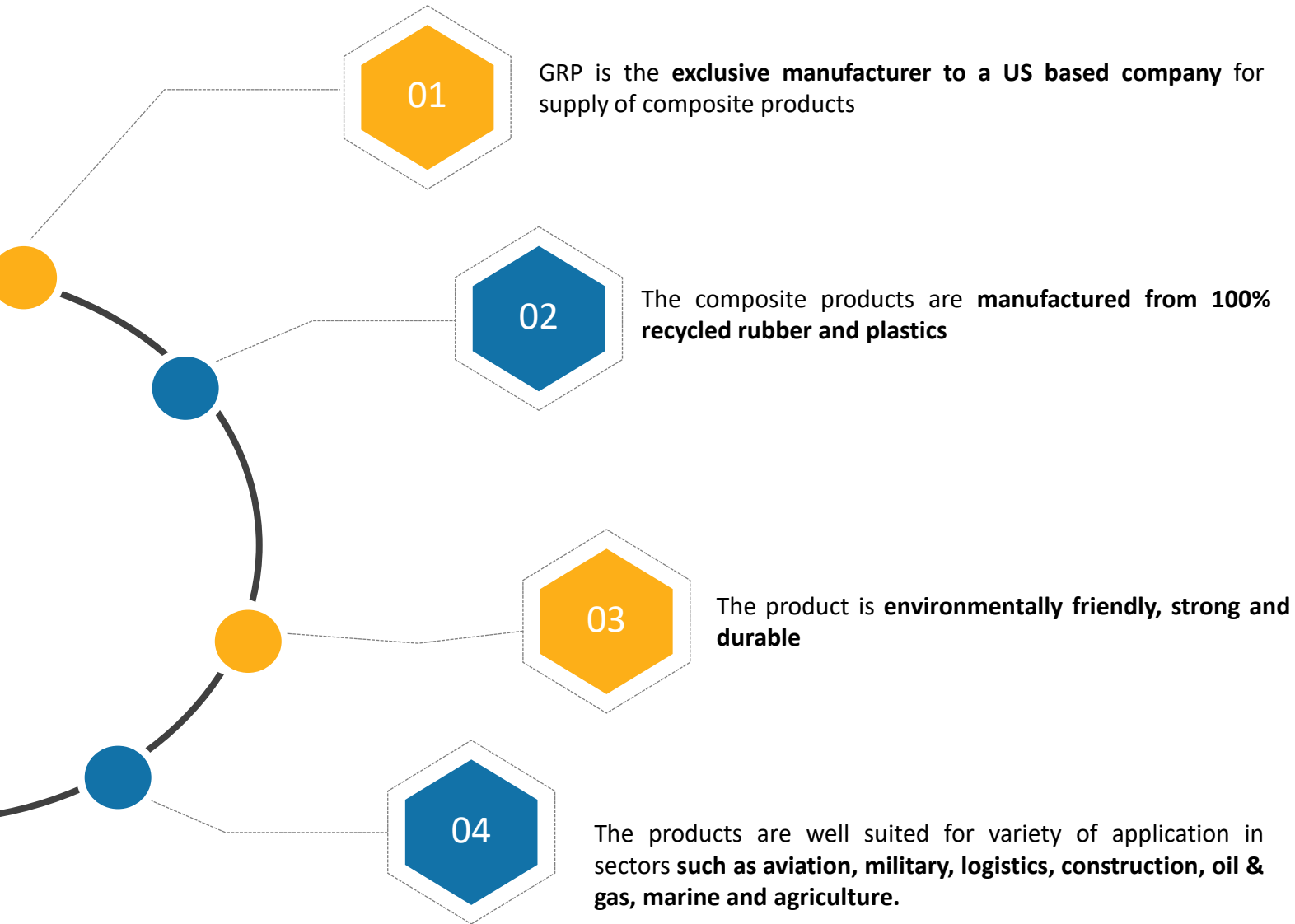


❖ Link Mats

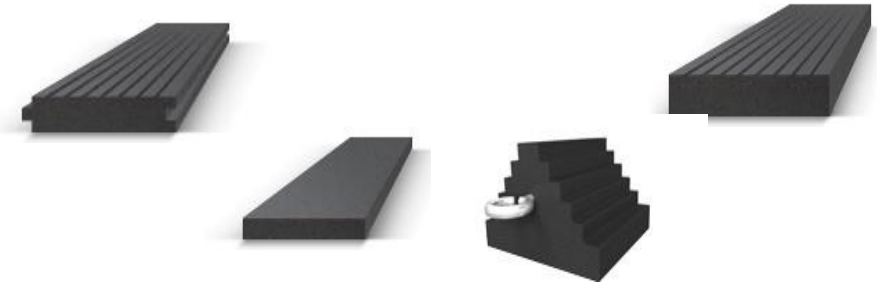
❖ Industrial Mats

❖ Door Mats

❖ Dock Bumpers

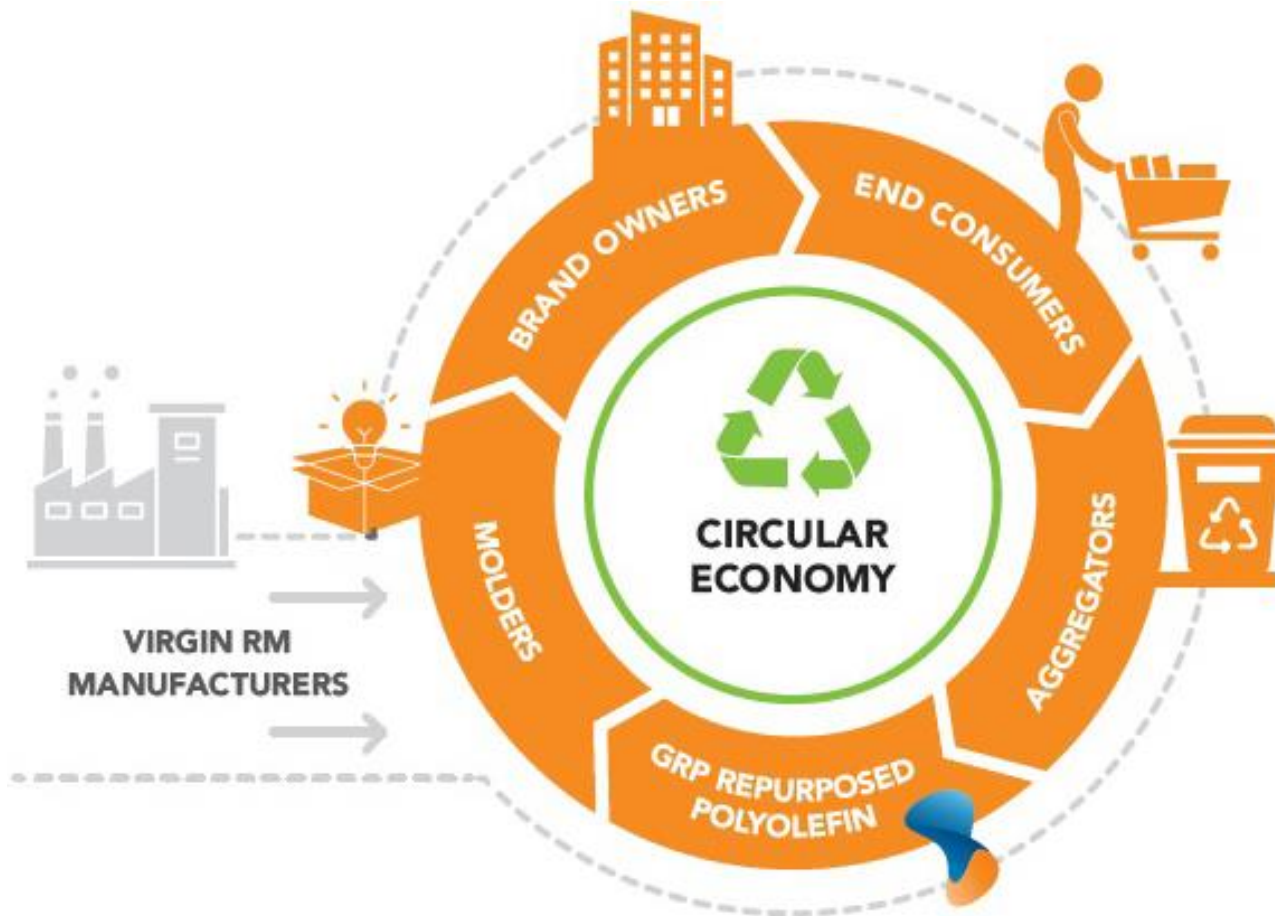


## Products Range



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



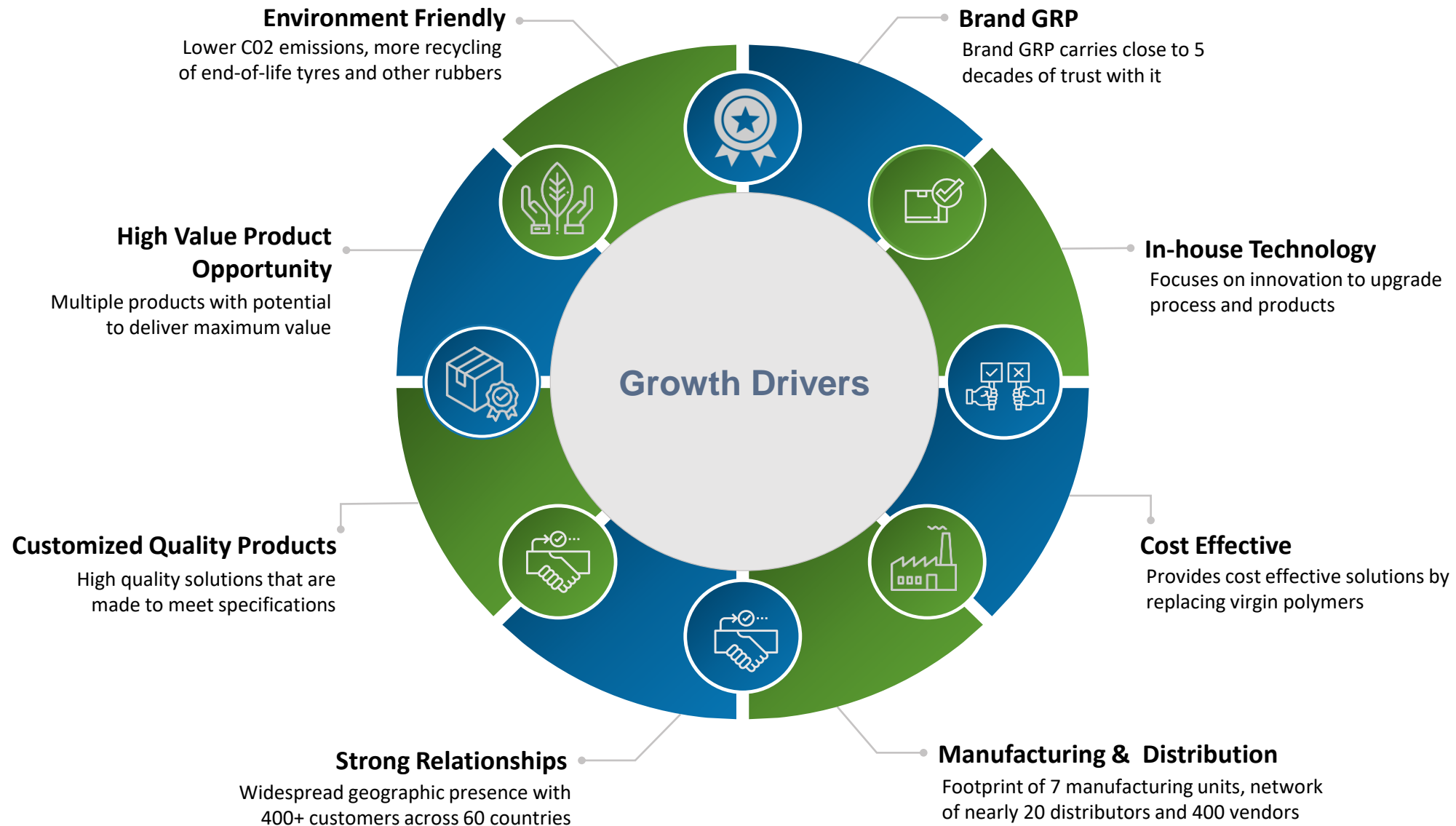
### PROCESSING

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



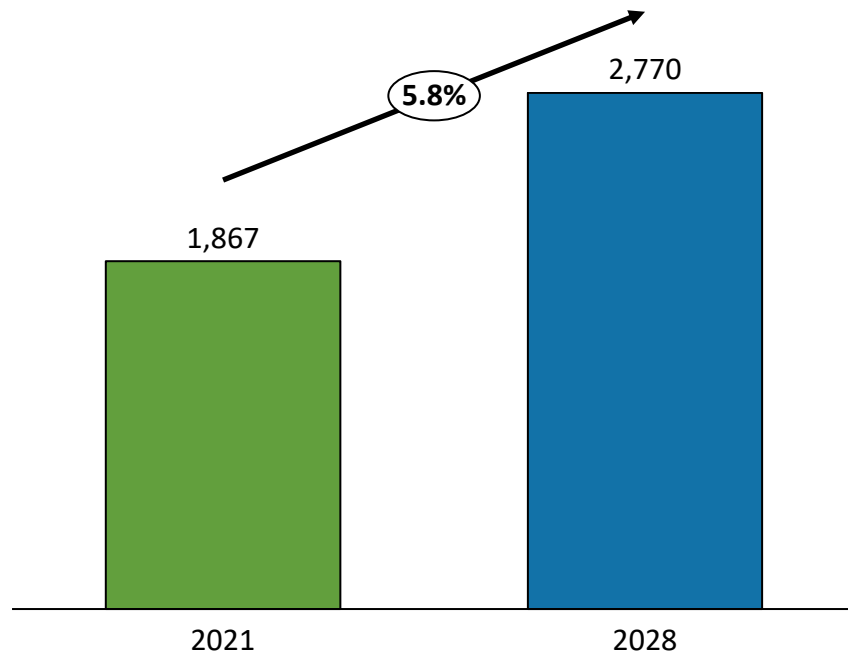
# Growth Drivers

# We Have Built Sustainable Business



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

Global Reclaim Rubber Demand (Kilo Tonnes)



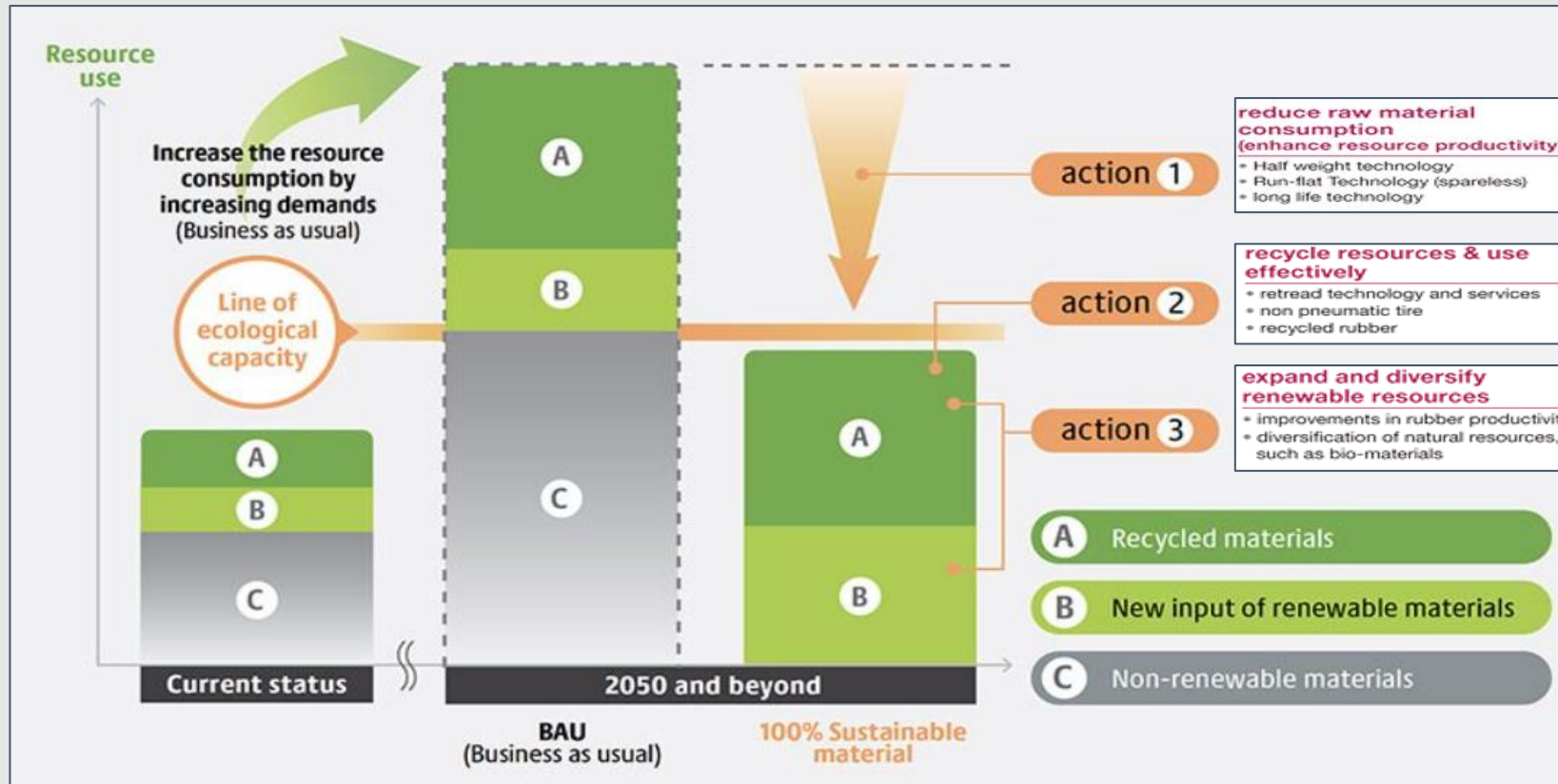
## Global Demand Drivers

- ✓ 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

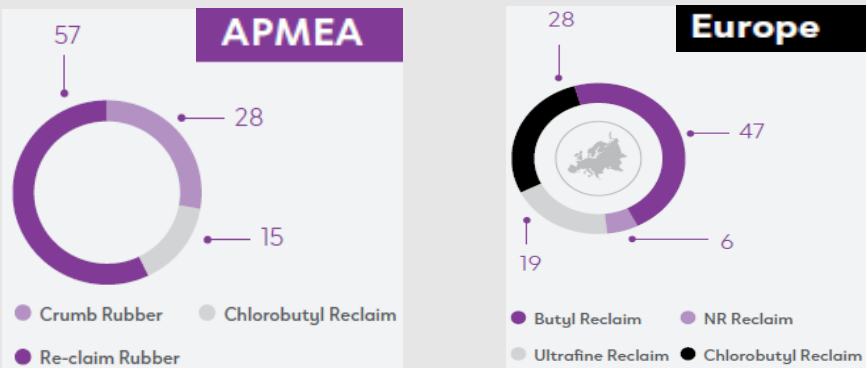


For our four sustainability focus areas we commit to visionary and bold ambitions – latest by 2050 and together with our value chain partners

- 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.<sup>1</sup>
- Responsible Value Chain**  
We strive for 100% responsible sourcing and business partnerships.



Break-Up of Recycled Raw Materials by Type – FY22



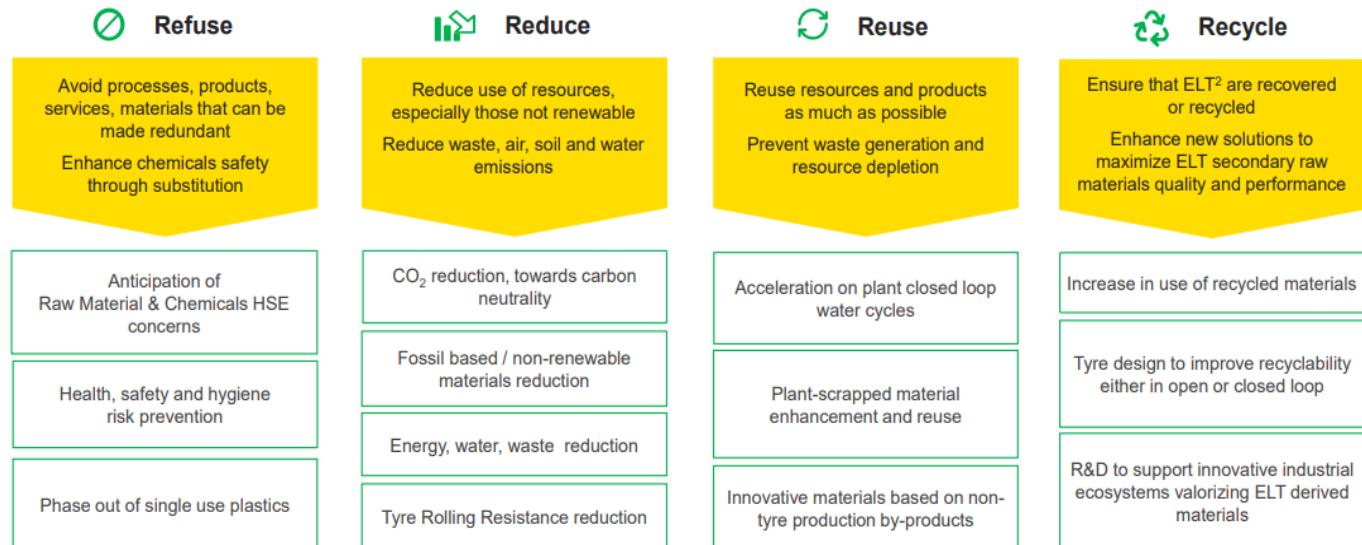
Our Eco & Safety strategy starts from raw materials We push innovation to increase bio-based and recycled materials while decreasing fossils

## OUR FOCUS ON 5R<sup>1</sup> CIRCULAR ECONOMY



### Re-think: Eco & Safety Design

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



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**Company :**



CIN: L25191GJ1974PLC002555

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**Investor Relations Advisors :**

**SGA** Strategic Growth Advisors

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