Sound Management of ULAB in Africa

Dakar, Senegal
14th December 2016
Presentation Structure

Corporate Overview

Project Executed

Projects in African region

Beyond Plant and Equipment
Corporate Overview

Key Highlights

Leader in Indian Lead Recycling Industry

Global Manufacturing and Marketing footprint

Executed Turnkey Eco-friendly Lead Recycling Projects across the Globe

Managed by enthusiastic and motivated team of experienced professionals

More than 58% revenue flow from International market. Revenue CAGR of 10% in last 5 Years and 15% in last 7 Years.

The company’s products cater to the Auto, Telecom, Power, Nuclear and Medical industry.

High Standards of Corporate Governance and Corporate Social Responsibility

Listed on India’s Prestigious Stock Exchanges BSE & NSE since 2010
Corporate Overview

Key Milestones

1992-93
- Business of Welding Technology and Powder metallurgy of surface coating

1994-95
- Battery recycling Unit at Jaipur

1997-98
- Manufacturing of pure Lead, Grey Oxide, Red Lead and Litharge

1999-00
- Gravita Exim Ltd. A Company dealing in turnkey solution for Lead plants

2000-01
- Battery recycling unit at Sri-Lanka

2001-02
- Battery recycling units in Mozambique and Senegal

2006-07
- Listed on NSE and BSE

2007-08
- Battery recycling unit in Ghana

2010-11
- • Turnkey plant fabrication facility at SEZ, Jaipur
  • Acquired 2 units in J&K
  • License for import of scrap batteries in India

2011-12
- • Manufacturing unit in Gandhiadham, Gujrat.
  • Incorporated company in Nicaragua.

2012-13
- • Manufacturing unit in Managua, Nicaragua
  • Aluminum Recycling unit at Jaipur

2013-14
- • Expansion of manufacturing unit in Phagi, Jaipur
  • Value added products i.e. Lead Sheets, Lead Powder & Lead balls

2015-16
- • Manufacturing unit at Managua, Nicaragua
  • Aluminum Recycling unit at Jaipur

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Corporate Overview

About Us

Business Verticals

- Lead Manufacturing
- Aluminium Manufacturing
- Turnkey Projects for Lead
- Turnkey projects for Aluminium
- International Trade
Manufacturing Facilities

“Manufacturing facilities across 7 Countries and 3 Continents.”
Indian Manufacturing Facilities

Gravita India Ltd Unit -I
• Flagship plant at Jaipur, Rajasthan
• 40,000 MTPA Capacity

Gravita India Ltd Unit –II
• Established at Gandhidham, Gujarat
• Manufacturing of Pure Lead and Lead Alloys
• 70 KM from Mundra Port for efficient logistics
• 19,500 MTPA Capacity

Gravita Metals
• Acquired Lead Recycling plant at Jammu, J&K
• Manufacturing of Pure Lead and Lead Alloys
• Fiscal benefits available in J&K
• 15,199 MTPA Capacity

Gravita Metal Inc.
• Acquired Lead Recycling plant at Kathua, J&K
• Manufacturing of Re-melted Lead Ingots, Pure Lead and Lead Alloys
• Fiscal benefits available in J&K
• 7,200 MTPA Capacity

Gravita India Unit-III (SEZ Unit)
• Established at Special Economic Zone, Jaipur
• Manufacturing and supply of Turnkey projects and engineering solutions.
Overseas Manufacturing Facilities

Navam Lanka Ltd.
- Established at Mirigama Industrial Zone, Sri Lanka
- Manufacturing of Re-melted Lead Ingots, Pure Lead and Lead Alloys
- 12,750 MTPA Capacity

Gravita Ghana Ltd.
- Established at Tema, Ghana
- Benefits of Free Zone
- Manufacturing of Re-melted Lead Ingots and Trading of Non Ferrous Metal Scrap
- 6,000 MTPA Capacity

Gravita Mozambique LDA
- Established at Maputo, Mozambique
- Manufacturing of Re-melted Lead Ingots and Trading of Non Ferrous Metal Scrap
- Recently shifted its operations to Free Zone at Maputo
- 4,500 MTPA Capacity

Gravita Senegal SAU
- Established at Dakar, Senegal
- Manufacturing of Re-melted Lead Ingots and Trading of Non Ferrous Metal Scrap
- 4,500 MTPA Capacity

Gravita Nicaragua S.A.
- Established at Managua, Nicaragua
- Manufacturing of PET Flakes
- Capacity: 7,200 MTPA
Global Collection Network - Lead Scrap

Americas
- Bolivia
- Jamaica
- Nicaragua
- Trinidad & Tobago
- United States
- Honduras

Africa
- Senegal
- Ghana
- Gambia
- Mozambique
- Mali
- Togo
- Benin
- Madagascar
- Mauritania
- Burkina Faso
- South Africa
- Tanzania

Asia
- Sri Lanka
- India
- Singapore

“Global access to cheaper raw material.”
Product Spectrum

Lead Products
- Pure Lead 99.98% purity
- Lead Alloys
- Red Lead
- Litharge
- Grey Oxide

Value Added Lead Products
- Lead Sheet
- Lead Balls
- Lead Powder
- Lead Bricks
- Lead Plates
- Lead Pipe

Value Added
- Aluminum & Aluminum Alloy Ingots
- Aluminum Scrap
- PET Scrap
- PET Flakes
- HDPE / LDPE Granules
- HDPE / LDPE Chips

Continuous R & D with Operational Efficiency Creates Excellence
Lead Recycling Equipment Manufacturing Facility

- Dedicated Export oriented unit in SEZ, Jaipur
- Latest engineering tools for preparing machinery drawings
- Strict fabrication quality check-ups
- Customized solution as per specific requirement
Turnkey Projects
Executed Globally
“57 Turnkey projects Executed in 44 Countries”
KURDISTAN (IRAQ)
KURDISTAN (IRAQ)
POLAND
UZEBIQUISTAN
HONDURAS
Bangladesh
African region: Challenges in ULAB Recycling
African region issues

• Low penetration of vehicle/telecom towers
• Small volume in each country to run big economically plants
• Many of Countries are landlocked
• Availability of power/Cost of Power
• Limited local market for the final products that increases cost of shipping
Why Africa shld promote recycling

• It saves mineral resource
• Lesser damage to environment
• Less carbon emission
• Higher Export earnings as compare to scrap
• More number of Jobs in manufacturing
• Saves forex in import of base metals
Role of Govt to promote recycling

• Govt has no control over scrap exports as the banks are not linked to customs system and most of scrap export remittances not coming to the country of exports or if coming then the amount is just token amount.
Role of Govt to promote recycling

• Govt can put surcharge or export tax on scrap of base scrap. Such tax should be certain fixed amount per ton.
• Need to provide level playing field to industry and general traders
• Promote recycling
• Control of number of batteries sold and replaced by retailers or ULAB collection center in collaboration with Industry like in Senegal
• Can create recycling zone
Battery crushing along with ANS
Rotary furnace (Unique Design for Maximum Recovery)
Furnace charging machine
Lead Refining Kettle
Continuous Ingot Casting Machine
Multi Stage Air Pollution Control System