



CEREBRA GREEN

Your E-Waste Solutions Expert

INVESTOR PRESENTATION Q3FY22



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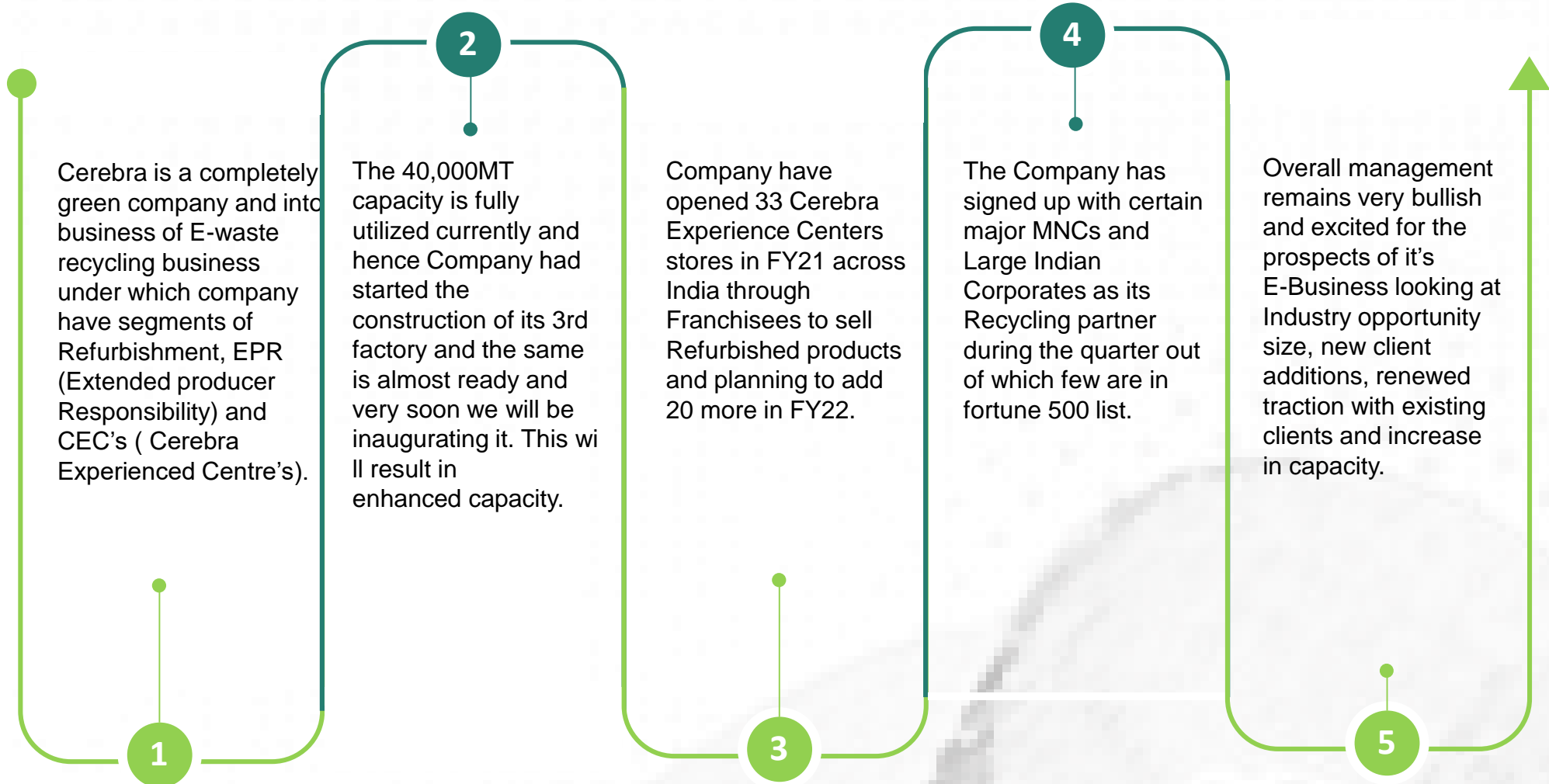


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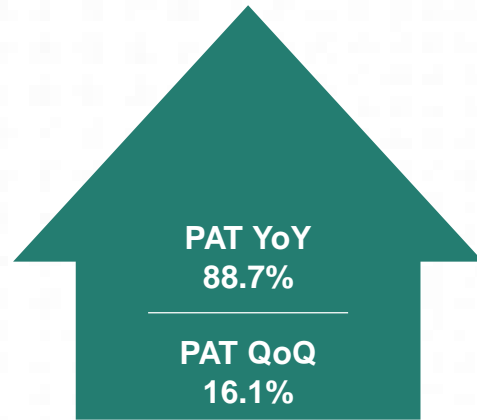
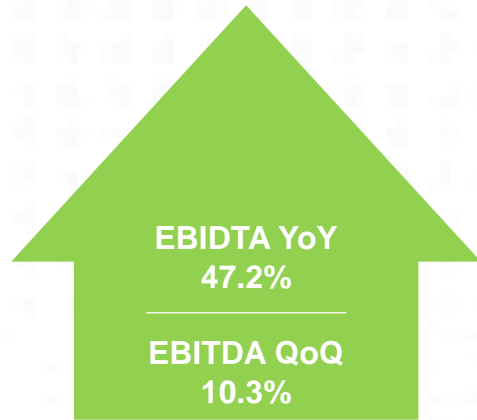
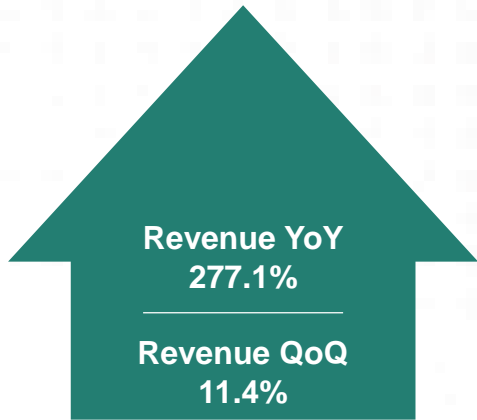
Actual results could differ materially from those expressed or implied. Important factors that could make a difference to the company's operations include global and Indian demand supply conditions, finished goods prices, feed stock availability and prices, cyclical demand and pricing in the company's principal markets, changes in Government regulations, tax regimes, economic developments within India and the countries within which the company conducts business and other factors such as litigation and labour negotiations.

E-waste: CIRCULARITY: Our Driving Philosophy. Digital Adoption: Our Mission

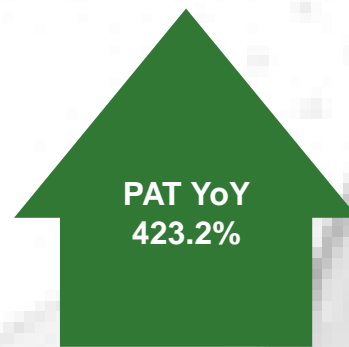
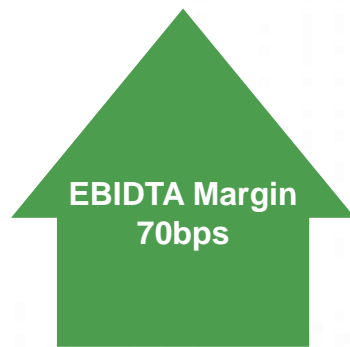


Q3FY22 Financial Highlights

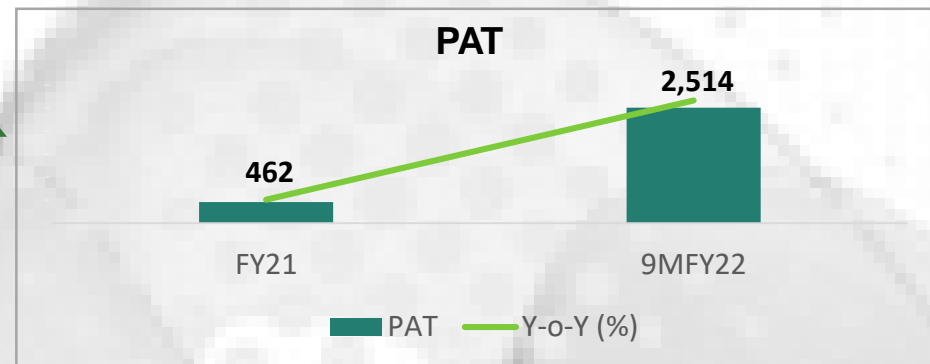
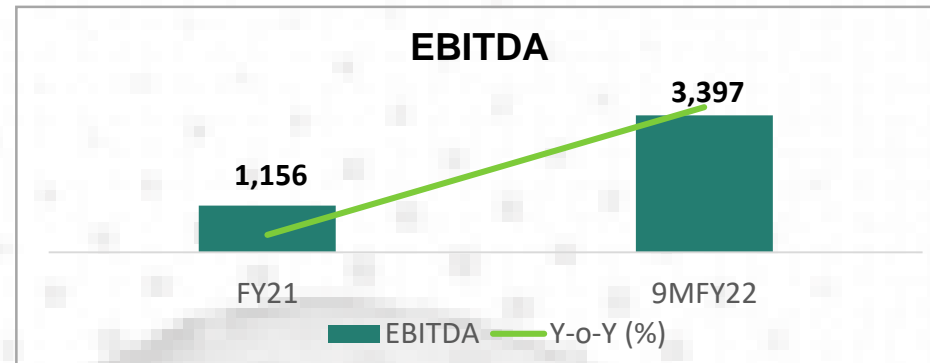
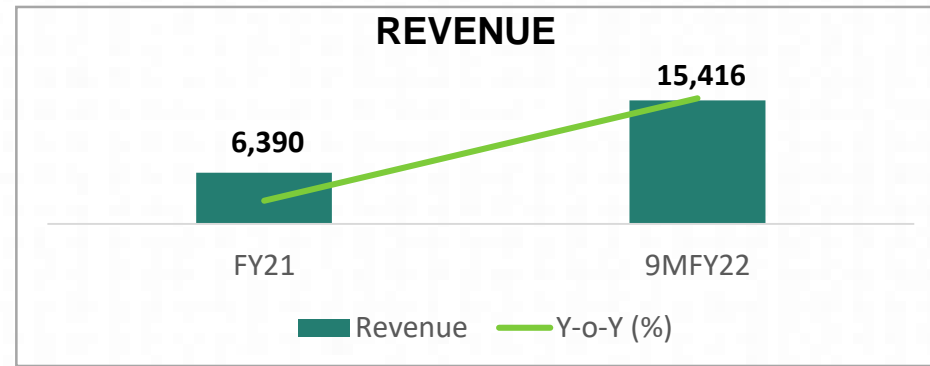
Q3FY22 HIGHLIGHTS



9MFY22 HIGHLIGHTS

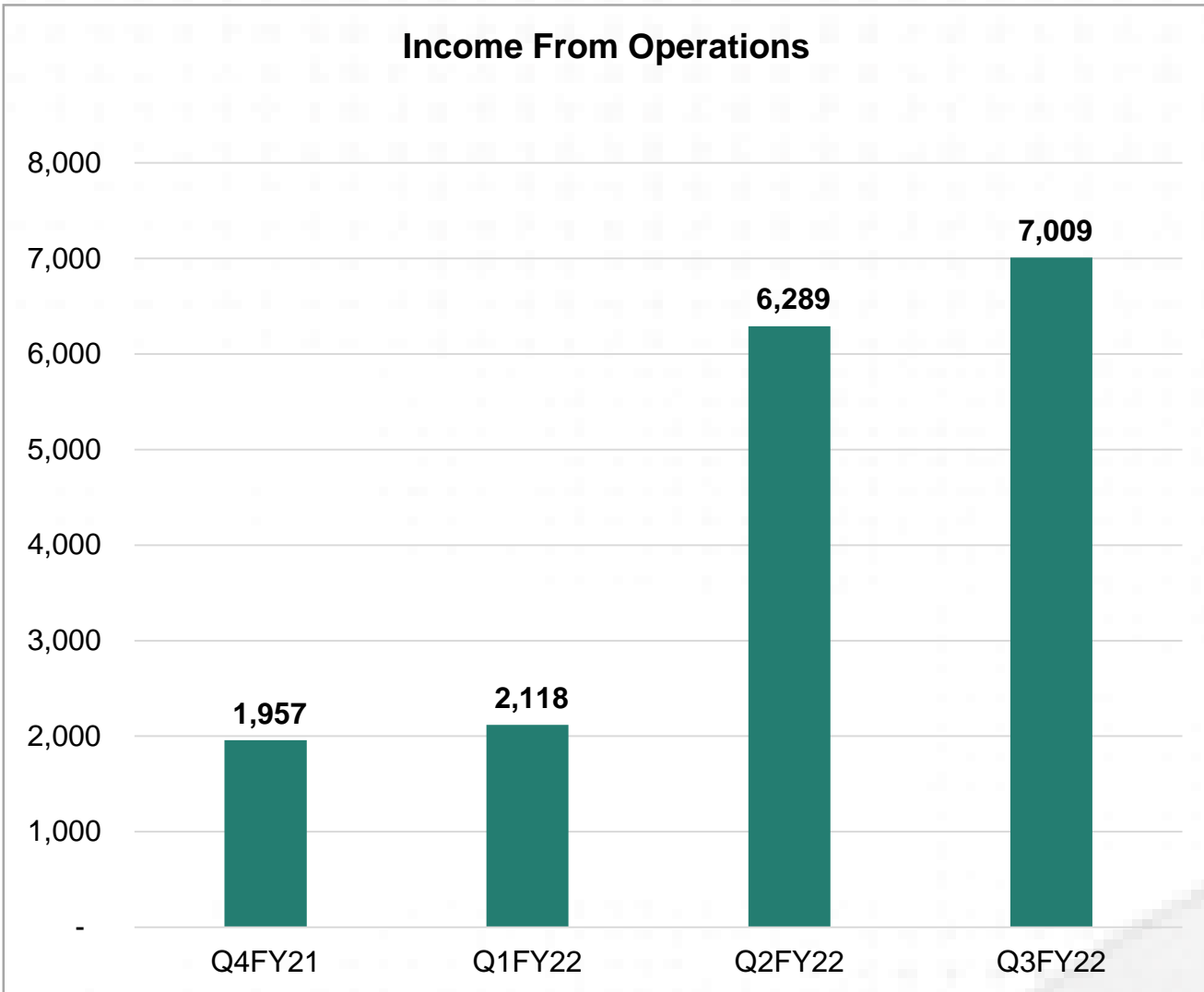


All figures in Lakhs

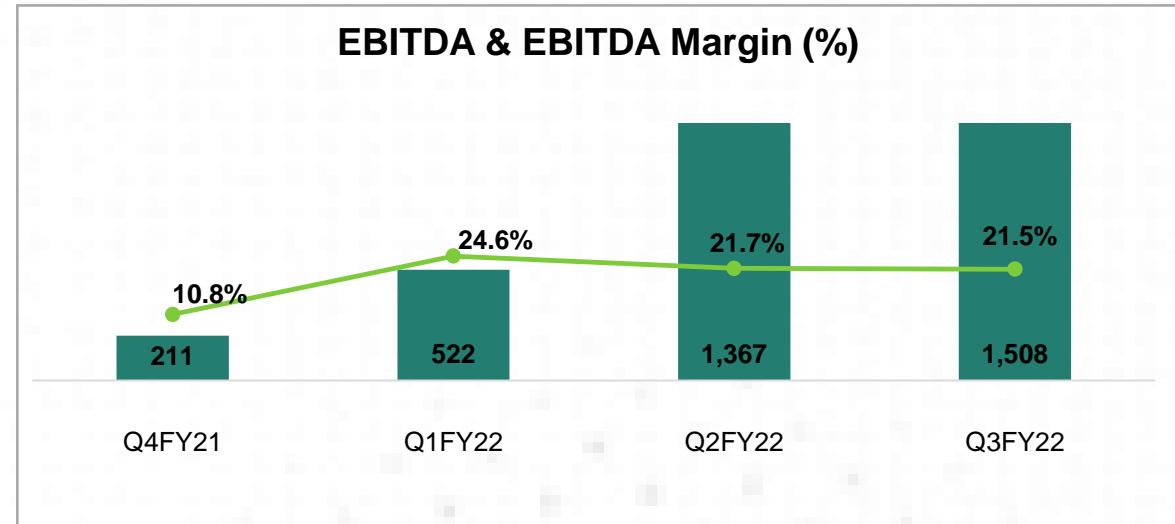


All figures in Lakhs

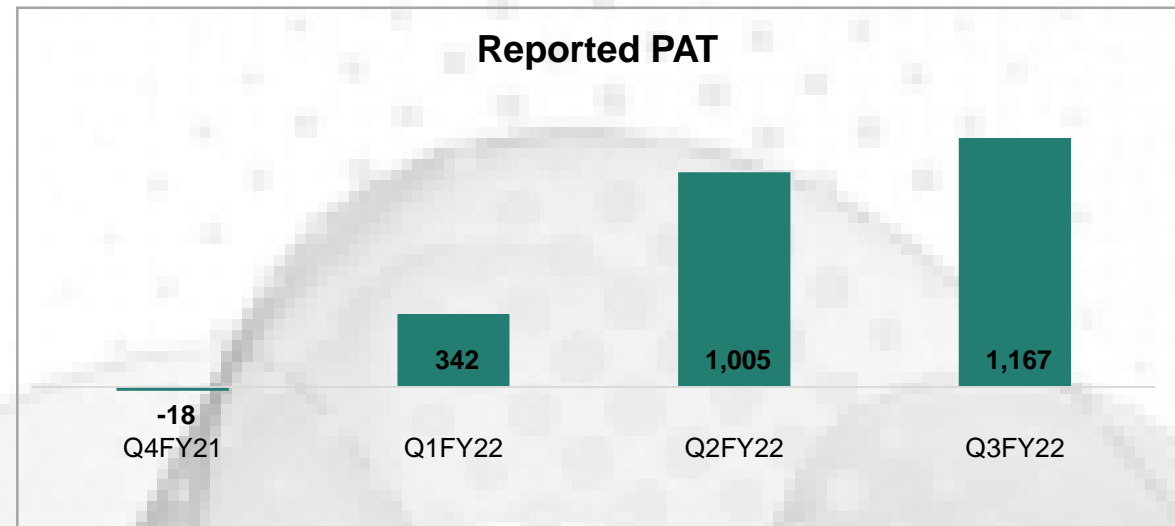
Income From Operations



EBITDA & EBITDA Margin (%)



Reported PAT



OUR VISION

At Cerebra Green, our vision is to lead India into a regenerative culture, where recycling and putting the environment first is a natural step – for large organizations and individuals alike. At present, we have created India's largest, most sophisticated end-to-end e-waste recycling facility. The facility is also among the first to achieve a completely eco-friendly e-waste disposal technique such that there is a zero landfill and zero water level pollution during the process.

Cerebra is on the mission to bring the green revolution in the country which is still ~95% unorganized where untrained workers carry out practices unsafe for human and environmental health.

Cerebra aims to become a leading player in E-Waste Recycling in the country.



STORY SO FAR



1992

Inception of Cerebra Integrated Technologies Limited



2000

Initial Public offering in April 2000



2010

Created the Enterprise Solution Division partnering with Dell, IBM, HP and others to offer Enterprise level IT solutions



2011

Cerebra opens Middle east office



2013

Cerebra Forays into recycling. Inception of Cerebra Green



2018

Cerebra opens one of the largest e-waste recycling facilities in Narsapura



2019

Cerebra Experience Centres are launched Extended Producer Responsibility business started



2021

Frost & Sullivan recognizes Cerebra as the 2021 Indian E-waste Management Company of the Year Award, Cerebra Green has been recognized as one of the winners in the Excellence in Managing E-waste by EPR Strategies by Indian Industries (CII) 3R Awards 2021

OUR PRESENCE



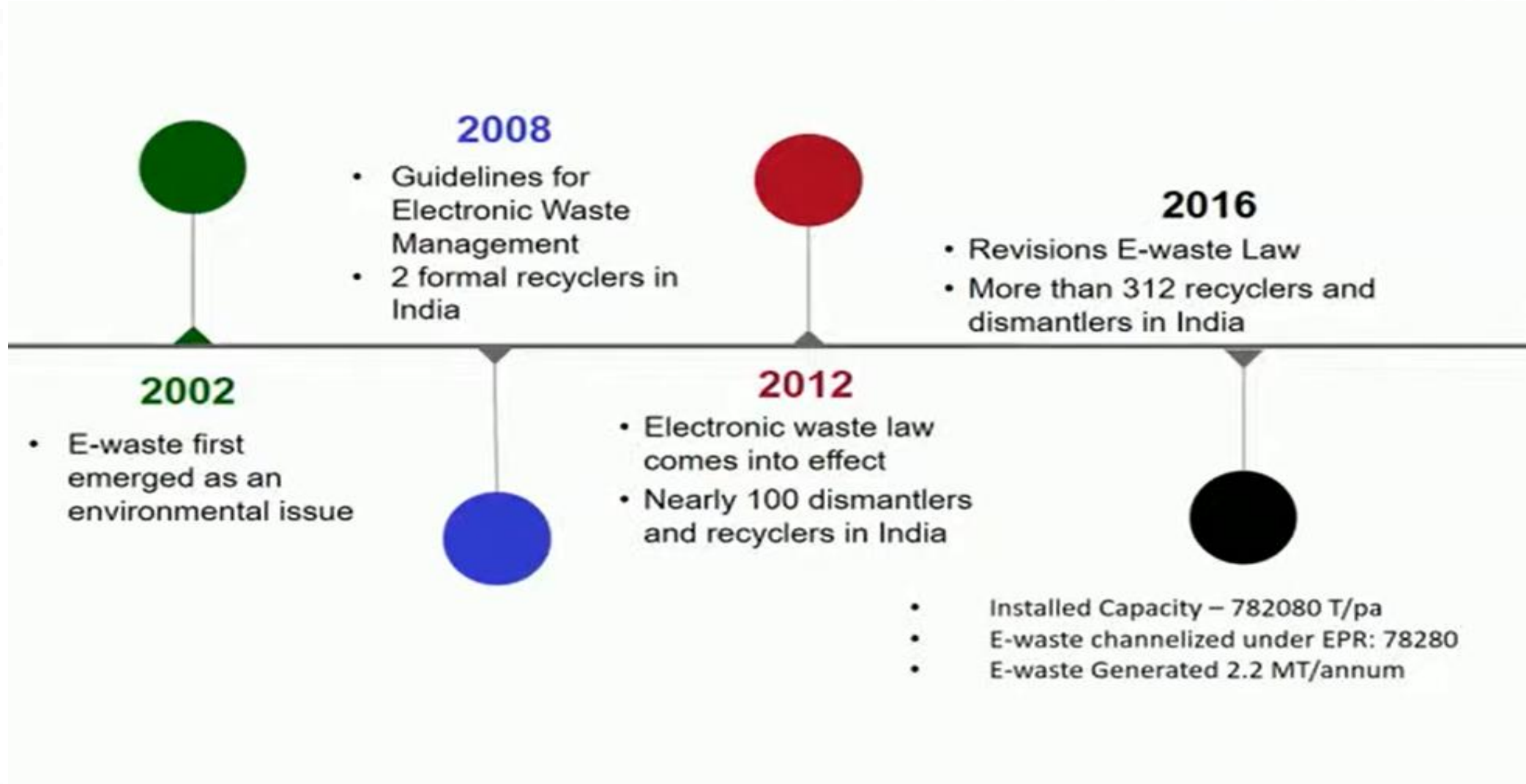
E-waste- Cerebra Green

WHAT IS E-WASTE?

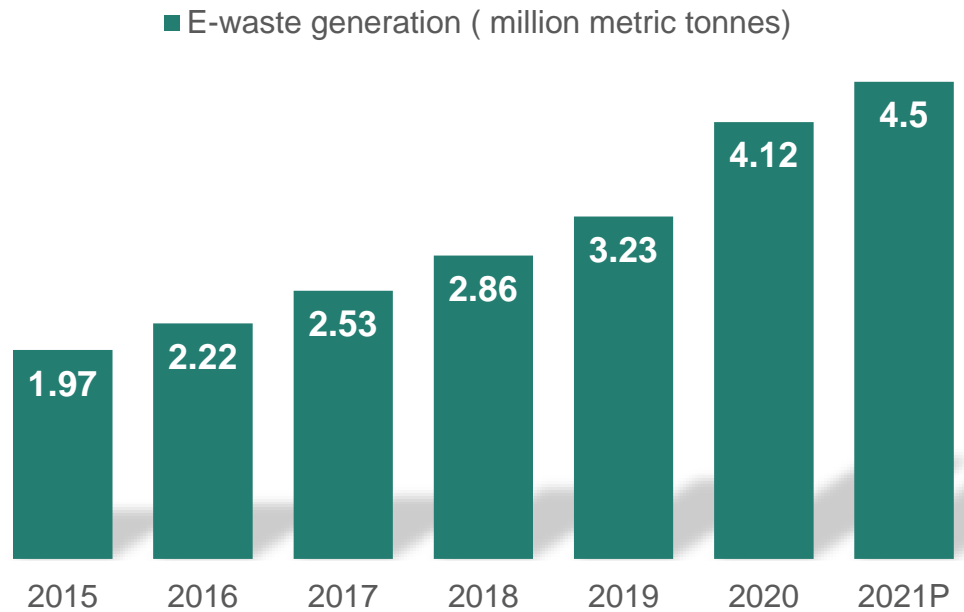
WASTE ELECTRICAL ELECTRONIC EQUIPMENT (WEEE) IS KNOWN AS E-WASTE



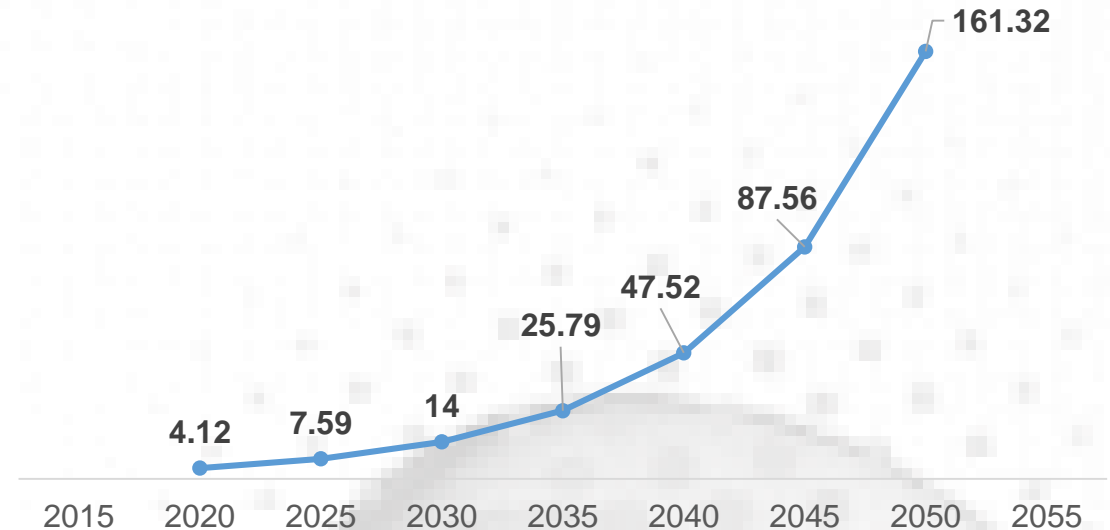
E-WASTE IS NOT WASTE: IT IS WEALTH, PRECIOUS & BASE METALS CAN BE RECOVERED



India's E-waste generation have grown at CAGR of ~16% over FY15-20



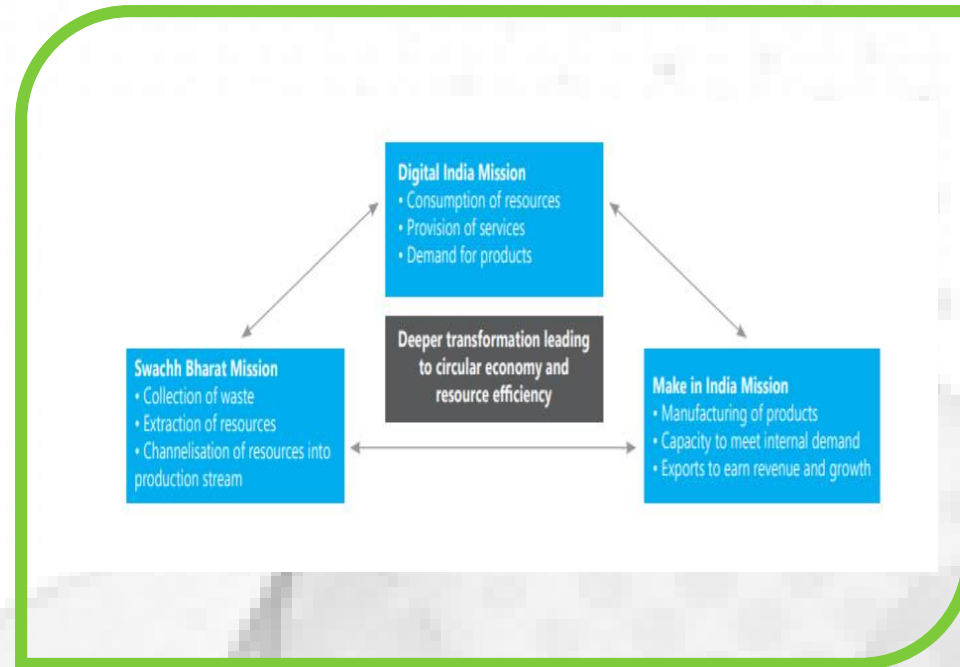
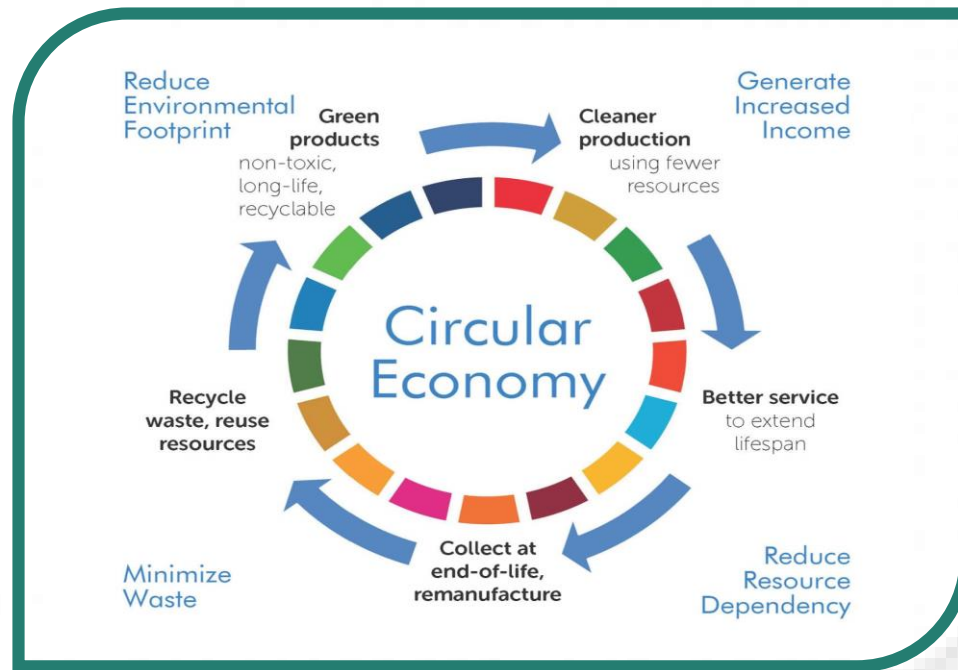
With the current growth rate, by 2025, India will be producing 7 million MT of e-waste annually and 14 million MT by 2030



Source: CSE E-Waste Management In India Report 2020

CEREBRA TO BE BIGGEST BENEFICIARY OF GOVERNMENT THRUST ON CIRCULAR ECONOMY

- India is the third largest consumers of raw materials produced globally. If current economic trends persist then India's material requirements are projected to be nearly 15 billion tonnes by 2030 and little above 25 billion tonnes by 2050. For India to fulfill its resource needs, it is imperative that we follow circular economy approach rather than the current linear economy principle of take-make-dispose.
- It is expected that the business of extracting precious metals from E-Waste will grow to US\$6 billion by the year 2030, and this will be a big business opportunity for India.



CEREBRA TO EMERGE AS BIGGEST CONTRIBUTOR TO INDIA'S AIM OF REDUCING DEPENDENCY ON IMPORTS OF PRECIOUS METALS OVER THE NEXT FEW YEARS

With the Capacity of 96,000 TPA, Cerebra will not only have a huge opportunity to become India's leading E-waste Recycler but also biggest contributor to reducing India's gold imports and other precious & base metals and thus directly contributing to foreign exchange savings.

1 ton of gold ore yield 5-6 grams of gold only

But...

1 ton of discarded electronic waste can yield up to 350 g of gold

Urban Mining: An Unimaginably Valuable Mine On Earth

RECYCLING COPPER USES UP TO 85% LESS ENERGY THAN PRIMARY PRODUCTION

Why Urban Mining

BY THE NUMBERS
Gold Recovery: Mining Ore v. E-Waste

Category	Value
1 TON OF MINING ORE	Approx 10 grams per tonne
1 TON OF E-WASTE	Approx 350 grams per tonne

1400 (Mining Ore) vs 438,530 (E-Waste)

CEREBRA GREEN
YOUR E-WASTE SOLUTIONS EXPERT

One of India's largest integrated E-Waste recycling facility at Narasapura Industrial Area, Kolar District, near Bengaluru spread across 12 acres of land

- Capacity of 96,000 Tons per annum; obtained necessary consent from Karnataka State Pollution Control Board. Current operating capacity is 40,000 MTs per annum (~3,333 MT/Month).
- Agreements with many customers including MNC's across India for collecting E- Waste.
- Precious Metals refining plant to be set up soon.
- Collection centers at Ahmedabad, Chennai, Hyderabad, Mumbai, Nashik, New Delhi, Pune, Patna, Jaipur, Kolkata, Ludhiana and Punjab.
- Awarded IMS Certificate ISO9001:2015, ISO 14001:2015, ISO 18001:2007, ISO 27001 and RESPONSIBLE RECYCLING©:2013.
- Scope: E-waste Collection, Dismantling, Segregation, Recycling, Refurbishing & Data Protection activities of Waste Electrical & Electronic Equipment.





KEY CLIENTS SNAPSHOT

Mahindra FINANCE

 CME Group

 **LARSEN & TOUBRO**

virtusa[®]
Accelerating Business Outcomes

Sabre / *Travel Network™*

 First Advantage

Autoliv


Cerner

 **Mphasis**
The Next Applied


TATA ELXSI


CONCENTRIX™

• **A P T I V** •


TVS
ELECTRONICS


ADITYA BIRLA GROUP

 **netmagic**[®]
An NTT Communications Company

 **ZEEMEDIA**


KENNAMETAL



Ranganathan V

Managing Director

BE, Work Ex 35+ years

The driving Force of Cerebra since inception.

EXECUTIVE BOARD



Vishwamurthy Director

PG – DSM & BE,
Work Ex 29+ years.
*Evolved from multiple
roles to Director.*



Bharath Co-founder & COO

BE, Work Ex 35+ years
*with major stint in
Cerebra, since its
inception.*



Ravi Kumar Neeladri CEO

BE,
Work Ex 30+ years



Hariprasad Shetty CBO

MBA,
Work Ex 20+ years



Phalgun Jois CEO – Enterprise Solutions

BE,
Work Ex 30+ years

FINANCE



HS Venkatesh CFO

CA,
Work Ex
35+ years

HUMAN RESOURCES



Kala Bose GM - HR

PGCHRM, MPM.
Work Ex 15+ years



Umashankar ZM – Institutional Sales

BA, Work Ex 25+ yrs



Rakesh Rasalam GM - Factory

BE, Work Ex 20+ years



Raghavendra H ZM – Refurb Sales, South

MBA, Work Ex 17+ years



Himanshu Sharma ZM – Refurb Sales, North

MBA, Work Ex 17+ years



Hemachandra ZM – Procurement, Complex material

B.com, Work Ex 16+ years



Preeti T Customer Success and BD - EPR

MBA, Work Ex 17+ years



Sivakumar Consultant

B.Com, CA,
Work Ex
33+ years



Pranesh Panyam Business Head – Asset Recovery,

MBA, Work Ex 18+ years

Road Ahead

- As per the data provided in Global E-waste Monitor, India ranks third behind USA & China in terms of the total E-waste generated in 2019. China generated over 10.12 million Mt of E-waste in 2019, followed by the USA with 6.91 million Mt and India with 3.23 million Mt.
- However, in terms of per capita E-waste, India is among the countries with low per capita E-waste with only 2.4 kg per capita in 2019, much lower than the global average of 7.3 kg per capita. China is also marginally less than the global average with 7.2 kg per capita. However, the USA nearly generates 3 times the global per capita E-waste with 21 kg.
- The domestic electronics manufacturing sector in India has seen significant growth in the last six years. Production of electronic goods in India increased by 187% from INR ~1.9tn in 2014-15 to an estimated INR ~5.5tn in 2019-20, with a compound annual growth rate (CAGR) of about 24%
- With continuous growth of consumer electronics & appliances year-on-year, India has been witnessing a faster e-waste generation in recent times with ~28% growth YoY in FY20, while compound annual growth rate (CAGR) of about ~16% in the country over FY15-20.
- India is dependent on Chile, China, Congo and several other countries for metals that are critical to the growth expected in several sectors. It is expected that by 2030, the increased use of EEE products combined with a spurt in demand for batteries in the telecom, renewables and transportation sectors, will see the creation of 'urban mines' that India will need to manage appropriately. A robust ecosystem is needed to reclaim these metals and to reduce their imports.
- **India's E-waste generation projected to rise to 4.5-5 million MT by 2021. With the current growth rate, by 2025, India will be producing 7 million MT of e-waste annually and 14 million MT by 2030.**

Thank you



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