



GANESHA ECOSPHERE LIMITED

GESL/2020-21

January 25, 2021

To,
The BSE Limited,
Corporate Relationship Department,
1st Floor, New Trading Wing,
Rotunda Building,
PJ Towers,
Dalal Street, Fort,
Mumbai-400 001.
Fax No.: 022-22723121, 22722037
Scrip Code: 514167

To,
National Stock Exchange of India Limited
Exchange Plaza,
Bandra- Kurla Complex,
Bandra (East),
Mumbai-400051.
Tel No.: 022-26598100-8114/ 66418100
Fax No. : 022-26598237/38
Scrip Symbol: GANECOS

Sub.: Disclosure under Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015

Dear Sir/ Ma'am,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the presentation on the Unaudited Financial Results of the Company for the quarter & nine months ended 31st December, 2020.

In compliance with Regulation 46 of the aforesaid Regulations, the presentation is also being hosted on the website of the Company at www.ganeshaecosphere.com.

Kindly take the above on record and oblige.

Thanking you,

Yours faithfully
For Ganesha Ecosphere Ltd.

(Bharat Kumar Sajnani)
Company Secretary-cum-Compliance Officer

Encl.: As above



GANESHA ECOSPHERE LTD.

Q3FY21 Performance Presentation

Q3FY21 Highlights

31099



Production
Volume (MT)

2.0% down
from
Q3FY20

104%



Capacity
Utilization

31205



Sales
Volume
(MT)

16.4% up
from
Q3FY20

234.54



Revenue from
Operations
(in Cr.)

12.7% up
from
Q3FY20

32.12



EBITDA
(in Cr.)

5.6% up
from
Q3FY20

13.69%



EBITDA
Margin

92 bps
down from
Q3FY20

20.65



PAT (in Cr.)

31.5% up
from
Q3FY20

8.66%



PAT Margin

122 bps up
from
Q3FY20

27.49



Cash generation
(in Cr.)

20.8% up
from
Q3FY20



GANESHA ECOSPHERE LTD.

Q3 FY21 Highlights



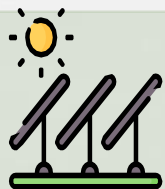
Textile Industry, among worst hit industrial sector under Covid pandemic, turned on to recovery path



Revival of supply chain



Improvement in sale prices



Started additional rooftop solar power plant of 1.8 MW capacity during the quarter

Company Overview

We are the largest PET bottle recycling company in India.

We manufacture r-PET Fibre, r-PET Spun Yarn and Dyed Texturized Yarn.

Production capacities	
r-PET Fibre	1,08,600
r-PET Spun yarn	7,200
Dyed texturised yarn	3,000
Total Capacity	1,18,800

03

Manufacturing
Facilities



04

Quality
Certifications



16+

Countries
Global Export



2700+

Team
Members



Diversified Operations

300+ CUSTOMERS

A large customer base across key sectors which consume the yarn and fibre

250+ SUPPLIERS

Sourcing the raw materials through pan India network of scrap dealers



500+ PRODUCT VARIANTS

Huge variety of products across Recycled Polyester Staple Fiber and Recycled Polyester Spun Yarn

3 MANUFACTURING SITES

- Kanpur (UP)
- Bilaspur (UP)
- Rudrapur (Uttarakhand),
Aggregate Manufacturing capacity of 118800 TPA

Diverse Products and Applications

r-PET Spun Yarn

Spun yarn products

- Grey
- Solid dyed
- Melange

Filament yarn products

- Texturized
- Twisted & Doubled
- Solid / Injection
- Dyed Fancy Yarn



Textiles

All kinds of
clothings



Functional textiles

Non-woven, air filter
fabric, geo textiles,
carpets, car upholstery



Fillings

Pillows, duvets
and toys
among others

r-PET Fibre

- Yarn Spinning
- Non woven fabric/ carpets / felts
- Non woven carpets
- Non woven scrubbers/felts
- Fibre filling

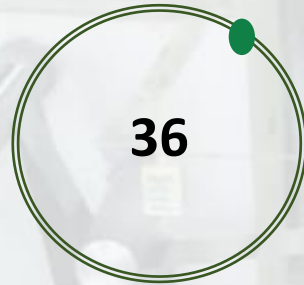
Working towards a greener future



Our Green Earnings



Tonnes per day of
PET waste Recycling



Billion PET bottles
recycled in last 10
years



Cubic yards of
landfill space saved
by the Company in
last 10 years



Tonnes of CO2
saved through
recycling in last 10
years





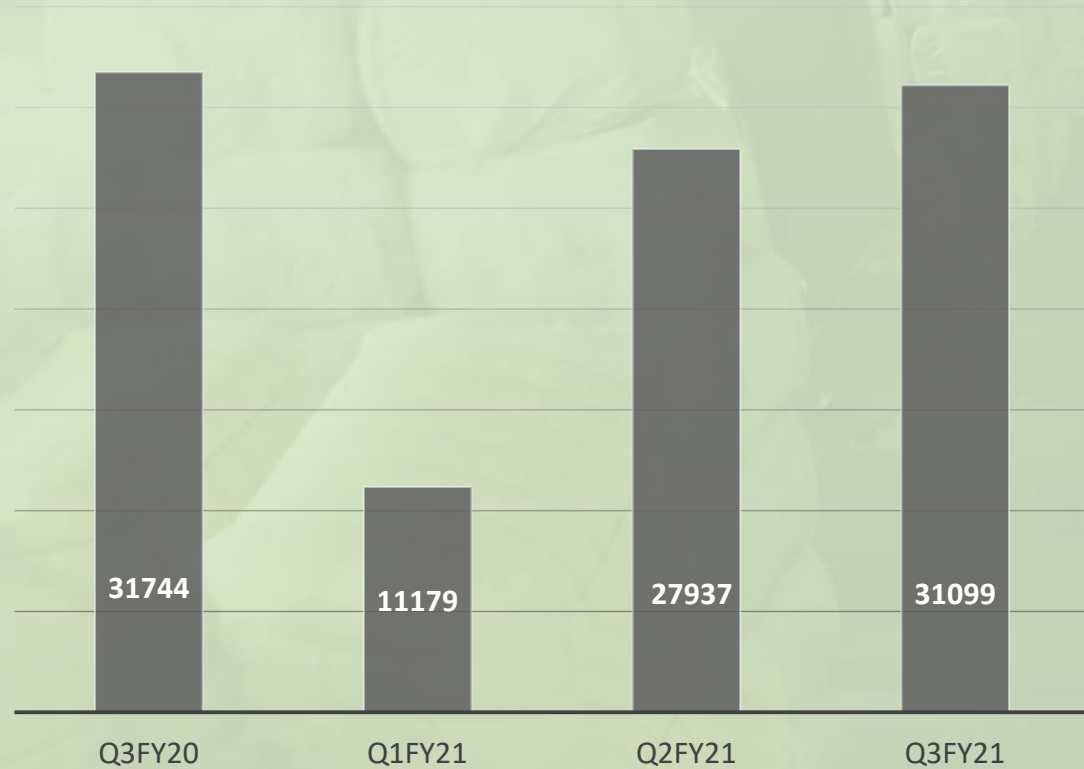
Q3 & 9M FY21 PERFORMANCE



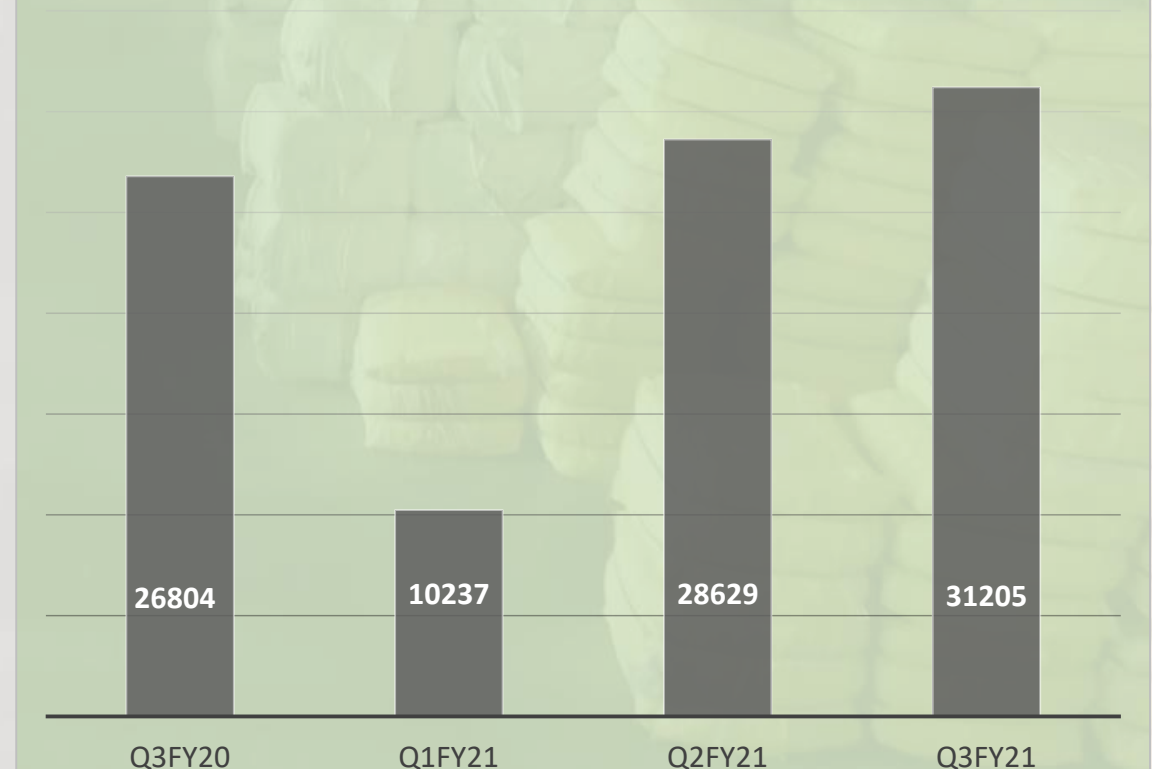
GANESHA ECOSPHERE LTD.

Quarterly Performance (QoQ & YoY)

PRODUCTION (MT)

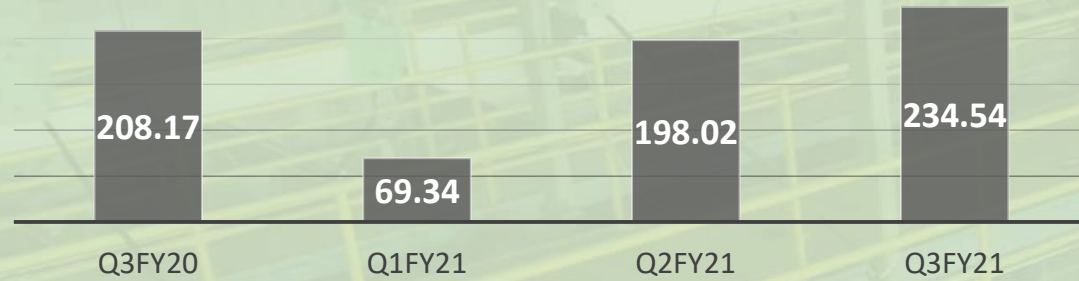


SALES VOLUME (MT)

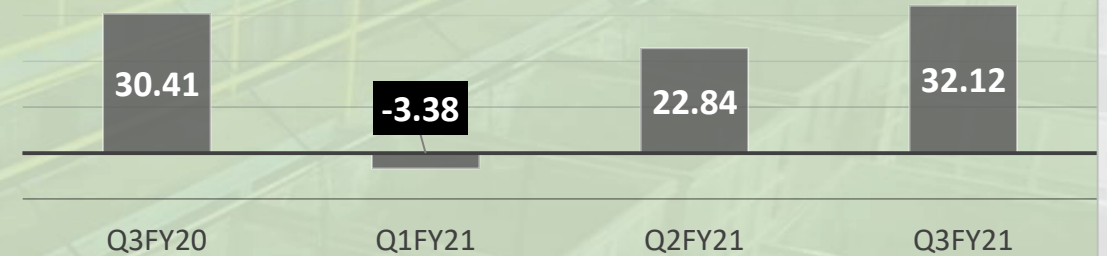


Quarterly Performance (QoQ & YoY)

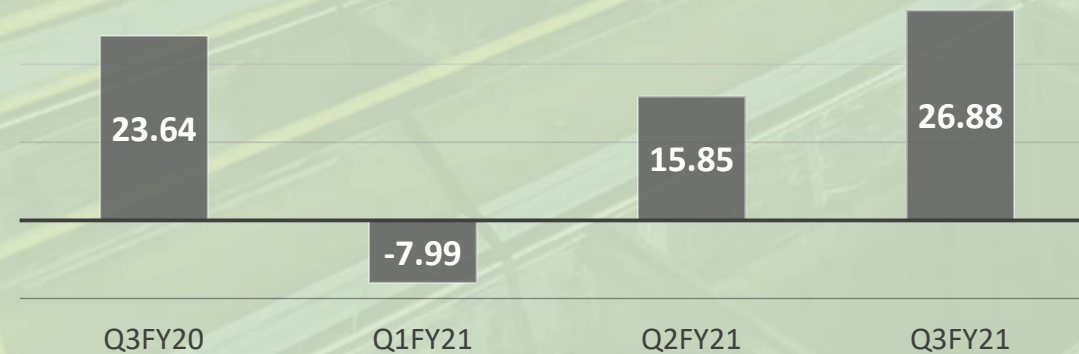
Revenue (in Cr.)



EBIDTA (in Cr.)



PBT (in Cr)



PAT (in Cr)



9MFY21 Performance (YoY)

Revenue (in Cr.)

687.16

9MFY20

501.90

9MFY21

EBIDTA (in Cr.)

93.82

9MFY20

51.58

9MFY21

PBT (in Cr.)

72.78

9MFY20

34.75

9MFY21

PAT (in Cr.)

47.49

9MFY20

26.80

9MFY21



Q3 FY21 Financial Results

Particulars	(Rs. in Crore)	Q3 FY21	Q2 FY21	Q3 FY20	9M FY21	9M FY20
Net Revenue from Operations		234.54	198.03	208.17	501.90	687.16
Other Income		3.96	1.73	2.79	9.71	6.08
Total Revenue		238.50	199.76	210.96	511.61	693.24
Total Expenses		211.62	183.91	187.32	476.86	620.46
Cost of Material Consumed & stock in trade		145.92	115.81	140.01	318.39	439.07
Changes in inventories		3.08	9.52	(18.17)	0.94	(23.09)
Employee benefits expense		13.48	12.05	13.91	33.00	46.39
Finance Cost		2.36	2.08	2.51	6.50	6.10
Depreciation and amortization expense		6.84	6.65	7.05	20.05	21.02
Other Expenses		39.94	37.80	42.01	97.98	130.97
Profit before tax		26.88	15.85	23.64	34.75	72.78
Tax Expense		6.26	3.73	7.89	8.04	25.16
Net profit/ (loss) after tax		20.62	12.12	15.75	26.71	47.62
Other Comprehensive income (net of tax)		0.03	0.03	(0.05)	0.09	(0.13)
Total Comprehensive income		20.65	12.15	15.70	26.80	47.49
Earning per Share (Rs.)		9.45	5.55	7.26	12.24	21.82



Future Roadmap



Goals

- To accelerate the growth momentum for next decade- To surpass CAGR Growth in top Line (12%) and bottom Line (13%) achieved during last one decade.
- To generate free cash flows for fuelling future growth.



New Products

- Becoming a premium raw material provider through development of **new products compliant with requirement of reputed brands.**
- **Strong focus on R&D and development of value added products** – expend the current value-added product portfolio from the current 25% to 50% over next 2-3 years.



New Facility

- A new production facility in Warangal, Telangana to be fully operational by 4QFY2022.
- A PET Bottle washing & chips unit in Nepal – completion of acquisition by March, 2021.



Business Outlook

Exceptional Performance

- Over the last 25 years, GESL has consistently achieved excellent growth figures.
- GESL has laid out concrete plans to exponentially increase the revenue and expand the business using innovation, premium products, capacity expansion and exploring overseas markets.

Perpetuity of business

- GESL has been among the largest Indian PET recyclers for the last 25 years.
- Our raw material – PET bottles – is a highly versatile product used in diverse industries. This ensures a steady supply of source material for all our operations.
- Partnering with global brands to supply our premium products for their operations, and help them achieve their sustainability goals.
- Constantly adding the capacity and diversifying the product mix to keep fueling the growth engine.



Towards becoming future proof

Continuous Innovation

- With well-equipped facilities and a dedicated R&D team, we are actively developing value-added products to increase its contribution in the sales mix.
- The team is exploring numerous value-added products such as anti-microbial products, fibres for paper and construction industry, micro filament fibre, mono fibre, etc.

Risk Management

- To climb on value chain matrix to increase the margins.
- Explore the potential to consume alternate or virgin material to produce the final products and develop new supply chains.
- Explore other countries and regions to source raw material and maintain supply chains.



Towards a Greener World

OUR VISION

To Become A Global Corporate Citizen, Committed To Recycle Every Pet Bottle Which Is Thrown Into Waste With World Class Recycling Facilities And To Create Wealth For Our Stakeholders Through Conducting Business Around Social & Environmental Concerns.

Sustainability at the forefront

With and by recycling plastic waste into useful products, GESL makes a real difference to business, environment and communities.

- Directly impacts the environment by reducing the burden of waste on the planet
- Creating a sustainable, circular economy on a global level
- Protecting and preserving ecology
- Helps all industries take steps towards sustainability

We will continue to deliver on our **Mission to enhance value** for our stakeholders and the planet.





Thank You!

For further details, please contact us at:

Email: gesl@ganeshaecosphere.com

Web: www.ganeshaecosphere.com