



GANESHA ECOSPHERE LIMITED

GESL/2021-22

May 24, 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 Audited Financial Results of the Company for the quarter & year ended 31st March, 2021.

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.

Q4 & FY21 Performance Presentation

Q4FY21 Highlights



31236 MT

**Production
Volume**

10.9%
from
Q4FY20



104%

**Capacity
Utilization**

9%
from
Q4FY20



28822 MT

**Sales
Volume**

9.2%
from
Q4FY20



Rs. 249.24Cr

**Revenue
From
Operations**

23.6%
from
Q4FY20



Rs. 33.13 Cr

EBITDA

84.3%
from
Q4FY20



13.29%

**EBITDA
Margin**

437 bps
from
Q4FY20



Rs 18.71 Cr

PAT

13.3%
from
Q4FY20



7.47%

PAT Margin

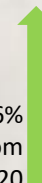
72 bps
from
Q4FY20



Rs. 25.82 Cr

**Cash
generation**

9.6%
from
Q4FY20



FY21 Highlights



101451 MT

**Production
Volume**

17%
from
FY20



85%

**Capacity
Utilization**



98893 MT

**Sales
Volume**

9%
from
FY20



Rs. 751.14 Cr

**Revenue
from
Operation**

15%
from
FY20



Rs. 84.71 Cr

EBITDA

24%
from
FY20



11.28%

**EBITDA
Margin**

130
from
FY20



Rs. 45.51 Cr

PAT

29%
from
FY20



5.97%

PAT Margin

117 bps
from
FY20



Rs. 72.67 Cr

**Cash
generation**

21%
from
FY20

Yearly performance of FY21 was adversely affected during FY21 in comparison to FY20 due to nationwide lockdown imposed by Central & State Government to combat the covid-19 pandemic, our manufacturing plants were closed for 1.5 months during Q1FY21. Operations were re-started during May, 2020 in phased manner and all the production lines could resume the operations during July, 2020.

FY21 Highlights



Improvement in sale prices



Improvement in gross margins



Lower investment income due to steep fall in yield on debt funds



Started additional rooftop solar power plant of 2.2 MW capacity during the quarter

Our Business



GESL –
operational
since **1987**



more than **6 billion**
PET bottles recycled
annually



PET waste is converted
into **108,600 MTPA**
of high-quality r-PET
(recycled polyester)



rPET is utilized in
creation of clothing,
technical textile, fibrefill,
automotive, etc.

Working towards a greener future



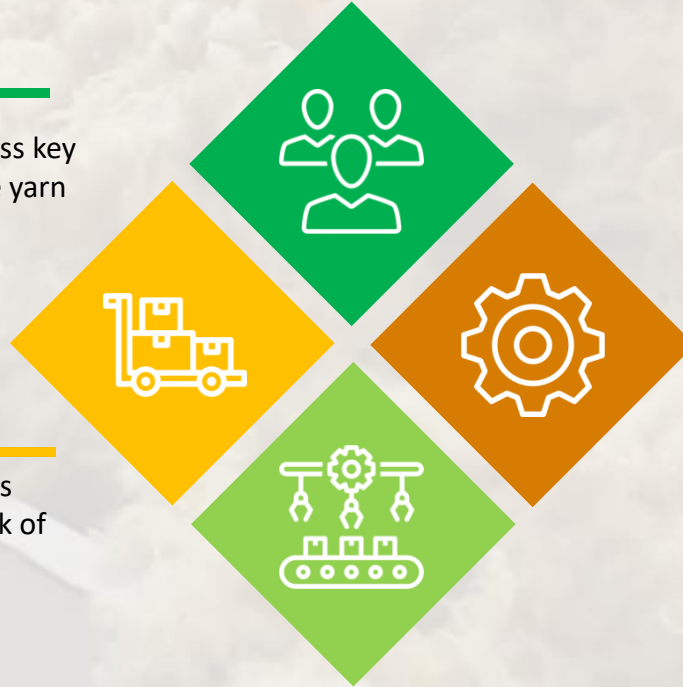
Diversified Operations

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

Manufacturing capacity of 118800 TPA

- Kanpur (UP)
- Bilaspur (UP)
- Rudrapur (Uttarakhand),
- New upcoming capacities at Warangal (Telangana) by Q4FY22

Diverse Products and Applications

rPET Spun Yarn

Spun yarn products

- Grey
- Solid dyed
- Melange

Filament yarn products

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



Product applications:

Fabrics, Sarees, Dress material, Upholstery, Thermal Wear, Cords, Furnishing fabrics, carpets, sewing thread, Hosiery

rPET Fibre

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



Product applications:

Needle punch non woven, Fillings (pillows, etc.), Ball fibre, Padding Insulation, Cushions / Pillows / Quilts

Q4FY21 - Financials

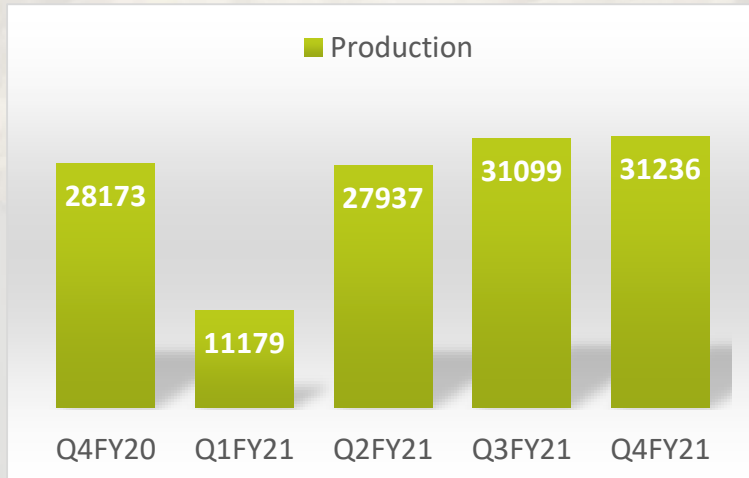
Particulars (Rs in Crore)	Q4FY21	Q3FY21	Q4FY20	FY2021	FY2020
Net Revenue from operation	249.23	234.54	201.67	751.14	888.83
Other Income	1.06	3.96	1.42	10.77	7.50
Total Revenue	250.29	238.50	203.09	761.91	896.33
Total expenses	225.42	211.62	192.40	702.29	813.86
Cost of materials consumed/ Traded goods	160.73	145.92	132.19	479.12	571.26
Changes in inventories	(4.53)	3.08	(2.66)	(3.59)	(25.75)
Employee benefits expense	15.01	13.48	13.62	48.01	60.02
Finance costs	2.21	2.36	1.68	8.71	7.77
Depreciation and amortization expenses	7.11	6.84	7.04	27.16	28.05
Other expenses	44.89	39.94	40.53	142.88	171.51
Profit before tax	24.87	26.88	10.69	59.62	83.50
Tax Expense	6.40	(6.26)	5.57	(14.43)	(19.60)
Net Profit/ (loss) after tax	18.47	20.62	16.26	45.19	63.88
Other Comprehensive income	0.24	0.03	0.25	0.32	0.12
Total Comprehensive Income	18.71	20.65	6.51	45.51	64.00
Earning Per Share (Rs.)	8.46	9.45	7.44	20.70	29.26



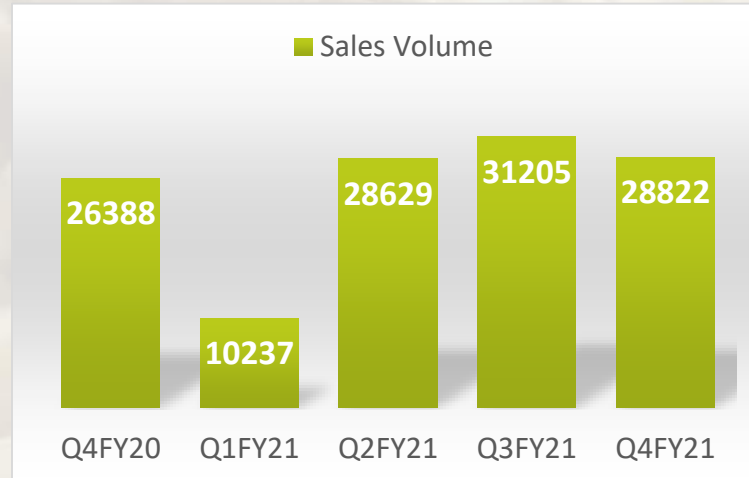
Q4 & FY21 PERFORMANCE

Q4FY21 Operational Performance

Gross Production (in MT)

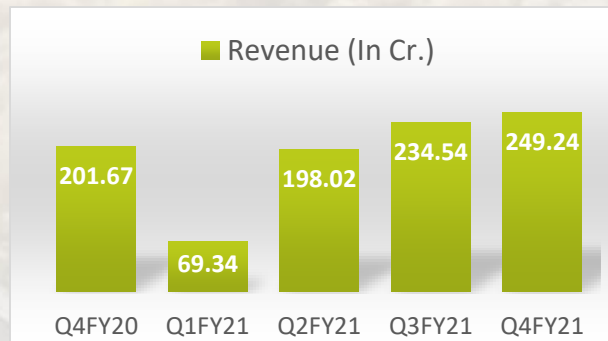


Sales Volume (in MT)

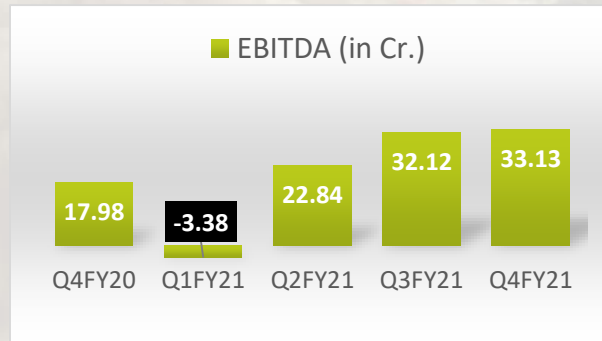


Quarterly Performance (QoQ)

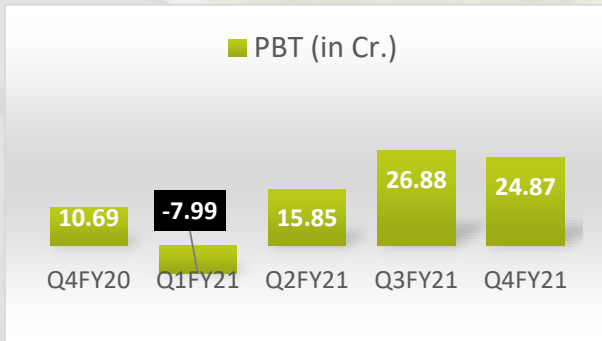
Revenue (In Cr.)



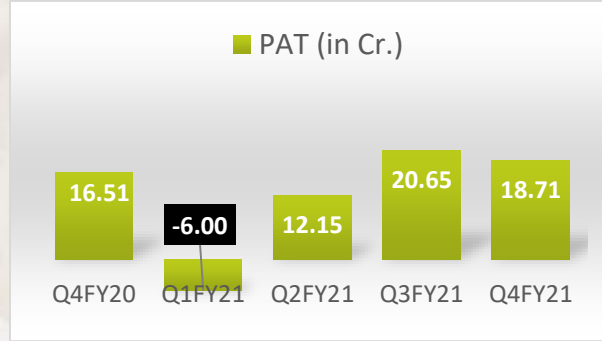
EBITDA



Profit before tax

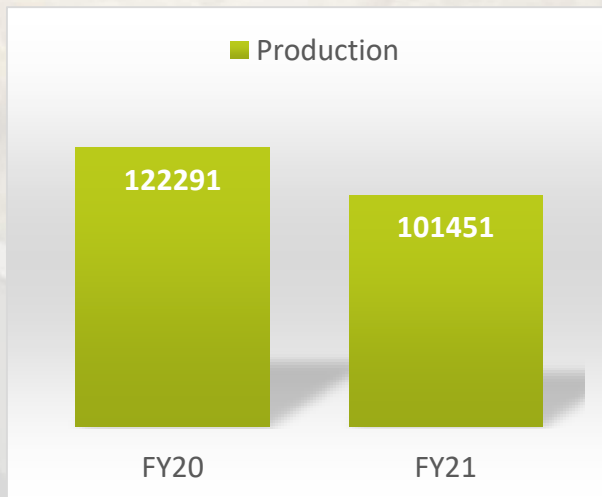


Profit after Tax

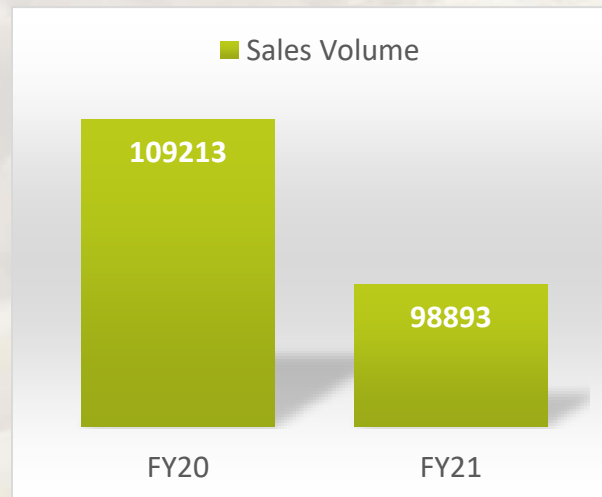


FY21 Operational Performance (YoY)

Gross Production (in MT)

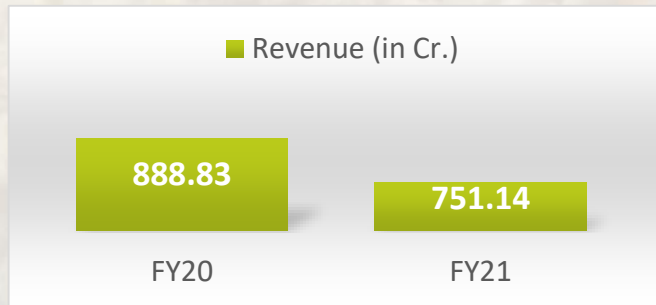


Sales Volume (in MT)

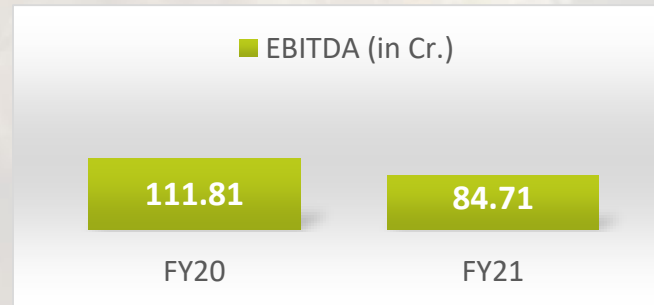


FY21 Performance (YoY)

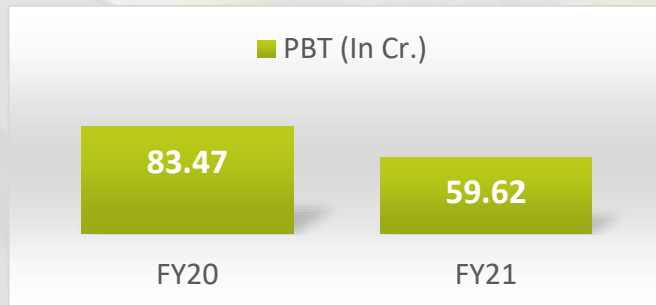
Revenue



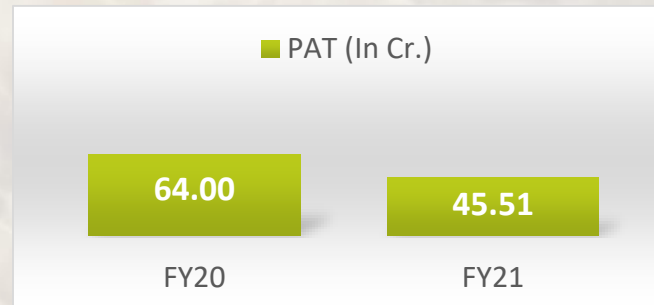
EBITDA



Profit before tax



Profit after Tax



FY21 Highlights

PLANT AVAILABILITY

- Textile sector was worst hit due to pandemic and is among the last entrants to ride on recovery path.
- All the production lines could be operational by July, 2020 that too with some local government restrictions. It resulted into production loss by about 10%. Additional production at higher levels provides superior operating margins.
- Disruption in supply chain could revive completely during middle of the quarter. So release of pressure on RM pricing and improvement in delta started thereafter.
- Sale prices continue to improve from its lowest level touched during March, 2020.
- Reviving the sale due to slow demand while maintaining the quality of receivables was a challenge. Sale was revived with 100% recovery of all the pre-pandemic receivables while maintaining the working capital cycle.

WAY FORWARD

- Focusing on new product developments more particularly -
 - Anti –microbial Fibre with licensed technology
 - Bio-degradable Fibre
 - High tenacity Hollow conjugated fibre
 - Micro Fibre
 - Dope dyed high tenacity Fibre
- Increasing the share in Non-woven and technical textile sector where prices are more stable and margins are better.
- Increasing the production level and operating margins
- Improving the working capital cycle further

Roadmap for the future

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 enough free cash flow after allocation of required growth capital.

New Products

- Becoming a premium raw material provider through development of **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.

Due to second wave of Covid-19 pandemic and resulting lock down in various states as well as disruption in business activities, Q1FY21 may result into lower profitability & Cash generation.

New Facility

- **A new production facility in Warangal, Telangana** to be operational by Q1FY23. After the erection of the above facility, GESL will be generating enough accruals to fund future expansions with own funds.
- A washing & chips unit in Nepal- to be operational by September, 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.



Safe Harbour

Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", seek to", "future", "objective", "goal", "likely", "project", "should", "potential", "will pursue", and similar expressions of such expressions may constitute "forward-looking statements". These forward looking statements involve a number of risks, uncertainties and other factors that could cause actual results to differ materially from those suggested by the forward-looking statements. These risks and uncertainties include, but are not limited to our ability to successfully implement our strategy, our growth and expansion plans, obtain regulatory approvals, our provisioning policies, technological changes, investment and business income, cash flow projections, our exposure to market risks as well as other risks. The Company does not undertake any obligation to update forward-looking statements to reflect events or circumstances after the date thereof.



Thank You!

For further details, please contact us at:
gesl@ganeshaecosphere.com