



# GANESHA ECOSPHERE LIMITED

GESL/2022-23

August 4, 2022

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 ended 30<sup>th</sup> June, 2022.

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

Kindly take the above on record and oblige.

Thanking you,

Yours faithfully  
**For Ganesha Ecosphere Limited**

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

Encl.: As above

# Ganesha Ecosphere

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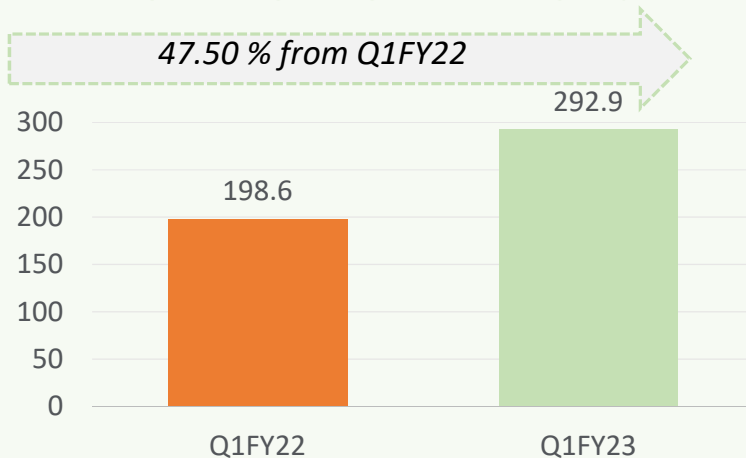
Q1FY23

PERFORMANCE PRESENTATION



# Q1FY23 Performance Highlights (YOY)

## REVENUE FROM OPERATIONS



INR **27.4 cr.**  
**EBITDA**

23.0 cr in Q1FY22



**9.4%**  
**EBITDA Margin**

11.6% in Q1FY22



**27,645 MT**  
**Production Volume**



27,024 MT in Q1FY22



**102%**  
**Capacity Utilization**



90% in Q1FY22



INR **15.3 cr.**  
**PAT**

13.54\* Cr. in Q1FY22



**5.2%**  
**PAT Margin**

6.8\*% in Q1FY22



INR **9,921**  
**EBITDA per ton**

INR 8,512 in Q1FY22



**27,241 MT**  
**Sales Volume**

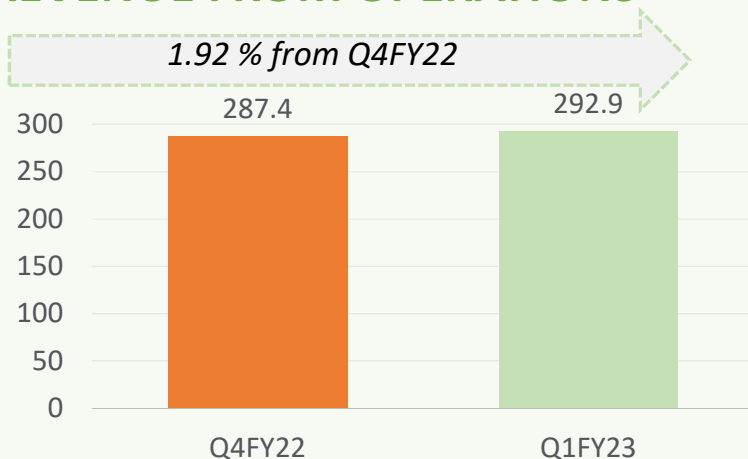


24,161 MT in Q1FY22

\*excluding exceptional loss

# Q1FY23 Performance Highlights (QOQ)

## REVENUE FROM OPERATIONS



INR **27.4 cr.**  
**EBITDA**

33.1 cr in Q4FY22



**9.4%**  
**EBITDA Margin**

11.5% in Q4FY22



INR **15.3 cr.**  
**PAT**

19.8\* Cr. in Q4FY22



**5.2%**  
**PAT Margin**

6.8\*% in Q4FY22

\*excluding exceptional loss

### Comments on Q1FY23 Financial Performance:

- Unstable international conditions and high volatility in crude oil led to a lot of volatility in prices of our finished products and raw material. Volatility resulted into narrowing down the delta in FG and RM prices, which could not be passed on to the customers during the quarter. This impacted the margins.
- Rise in power and fuel prices could also not be passed on to the market entirely.
- Some production of RPSF was getting converted into Recycled Spun Yarn under job-work arrangement, which discontinued in end of March-22. This also impacted EBITDA margins. Arrangement has been resumed from August,22 onwards.
- Slide in margins are expected to be one off and we hope to be on track for remaining part of FY23.

# GESL has grown exponentially over the last 10 years

## Last 10 years at a Glance



INR 1033.85 Crore Revenue in FY21-22 with a 10.37% CAGR growth in the last 10 years.



Current market capitalization of INR 1,307 crore compared to INR 85 crore in FY12.



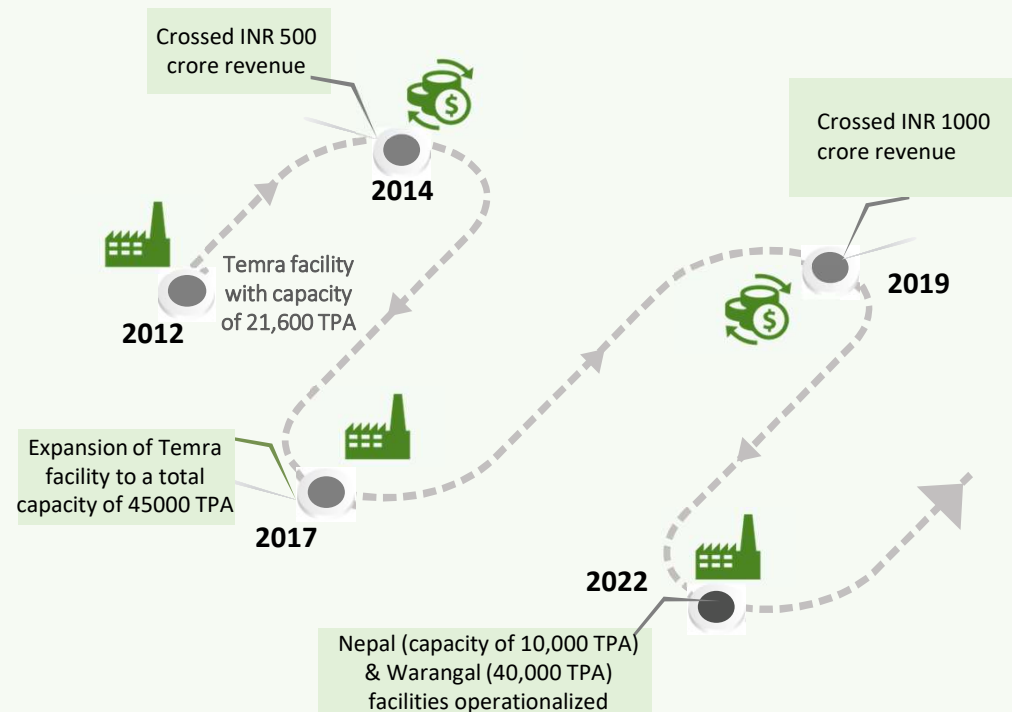
120,000 tons of bottles recycled in FY22 compared to 46,800 tons recycled in FY12. A CAGR growth of 11% in the last 10 years.



4 new facilities (Temra, Bilaspur, Nepal & Warangal) added in the last 10 years.



300+ customers being served compared to less than 100 customers served in 2012.



**6 billion+** PET bottles recycled annually



**96,600** MTPA PET waste converted annually



**300+** customers,  
**250+** supplier network



**500+** product variants



# Towards a Greener Future

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## 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.*

## OUR MISSION



*We will continue to deliver enhanced value for our stakeholders by being the preferred choice of our customers, delivering highest quality products and work towards making our planet a better place to live in for the present and future generations.*

# Sustainability for People & Planet

*With and by recycling plastic waste into useful products, GESL brings a real difference to businesses, environment & communities.*



Directly impacts the environment by reducing the burden of waste on the planet



Creating a sustainable, circular economy on a global level



Our goal is to protect, preserve and nurture our ecology

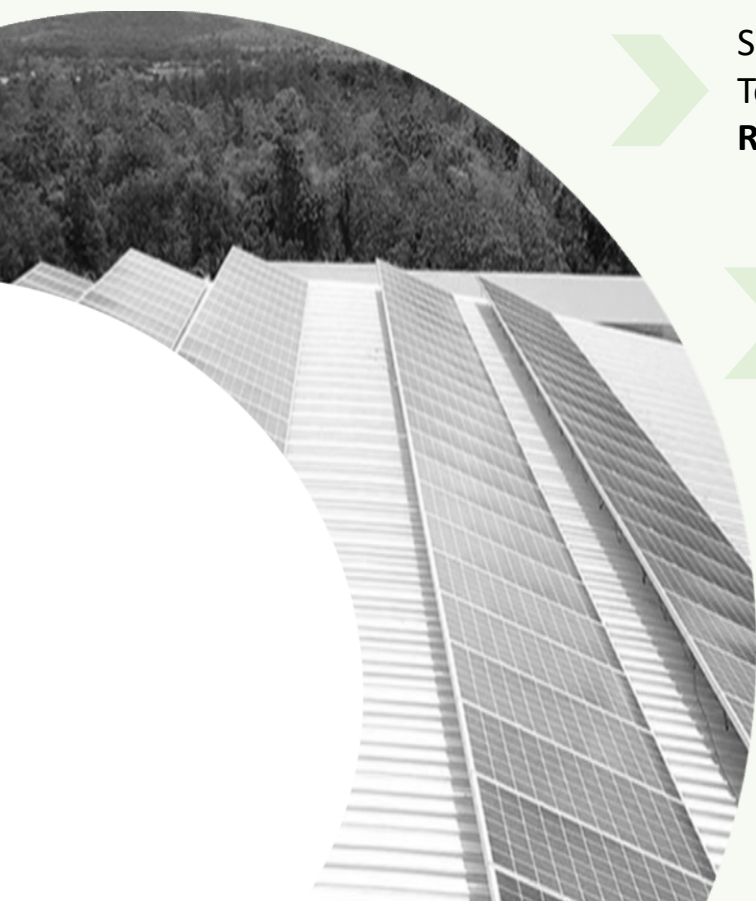


Helps all industries take steps towards sustainability



# We are working towards achieving sustainable efficiency

*We have been committed to efficiently utilize our resources and ensure minimum consumption in all our processes*



Shift towards clean renewable energy plant's across its production facilities in Temra, Bilaspur & Kanpur (U.P). with a total installed capacity of **9.1 MWp of Rooftop Solar** meeting **17.1% of plant's annual requirement**



Partnership with a leading IPP for **developing a 17.43 MWp Solar Power Plant** for Captive consumption expected to be commissioned by **Sep'22** taking the organization's renewable energy mix to ~54%..

Another proposal for **14 MWp** signed and PPA is under finalization.



Apart from a **zero discharge facility** at Warangal, we have designed our processes to ensure **minimum water consumption** which will consume **75% less water** than other PET recyclers.

# Product Portfolio - GESL



## RPET FIBER

### Product Applications



## RPET SPUN YARN

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



- Clothing
- Padding Insulation
- Carpets
- Needle Punch fabrics
- Cushions, Pillows & Quilts

- Non-woven carpets / felts
- Fiber filling

- Fabrics
- Sarees & Dress Material
- Upholstery & Hosiery
- Sewing Thread

### Spun yarn products

- Solid dope dyed
- Melange



### Filament yarn products

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

# Financial Highlights

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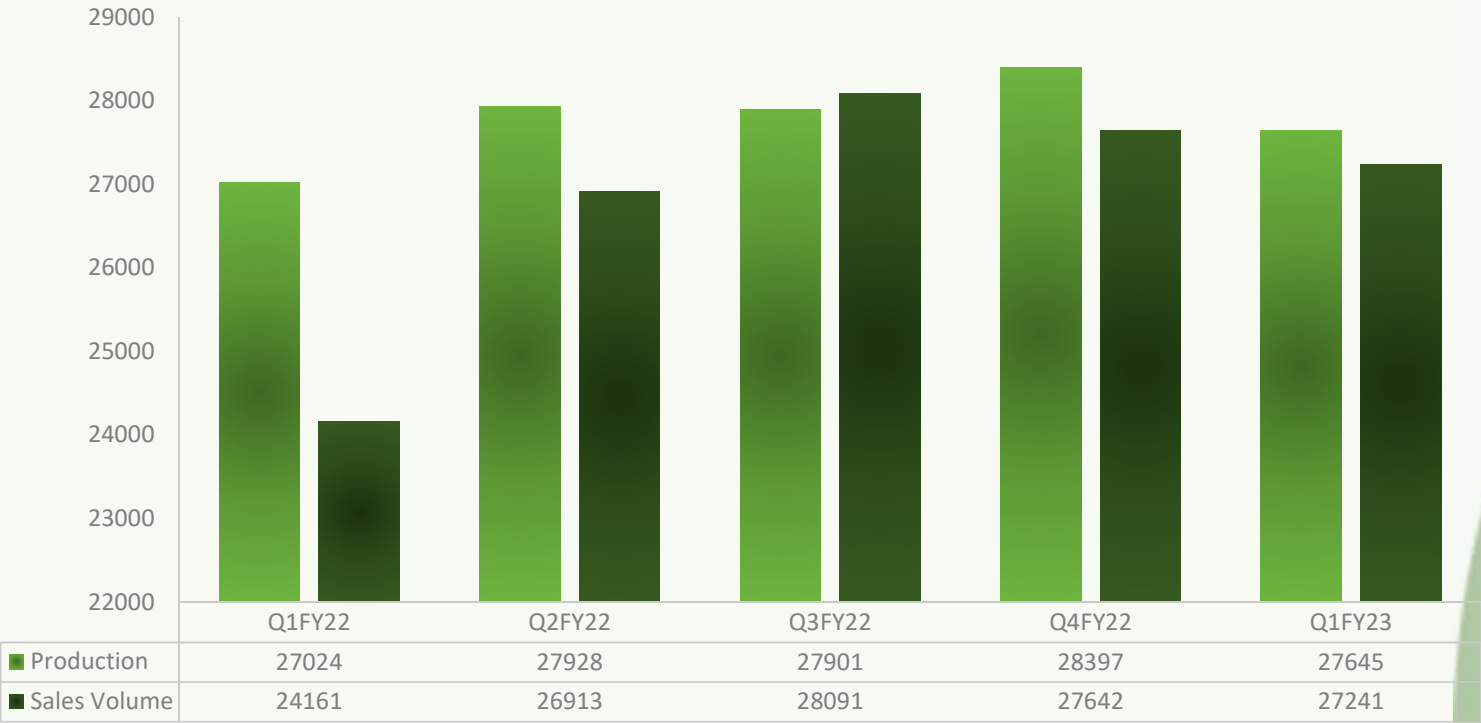


# Q4FY22 Performance

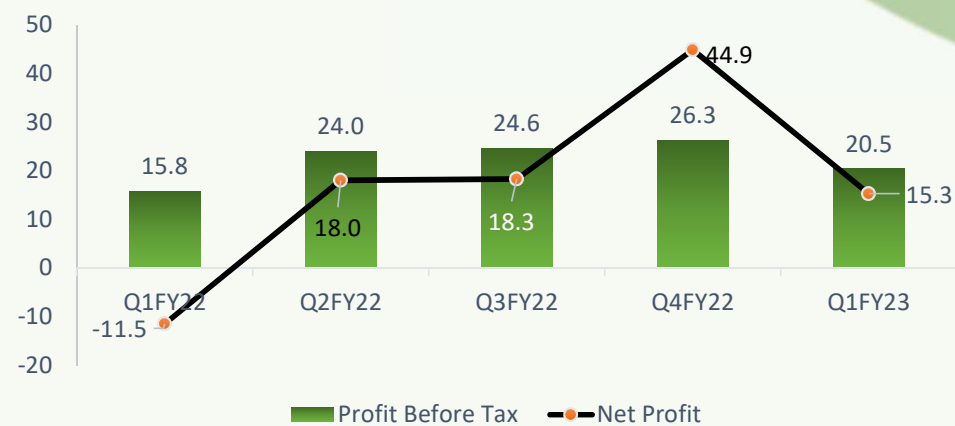
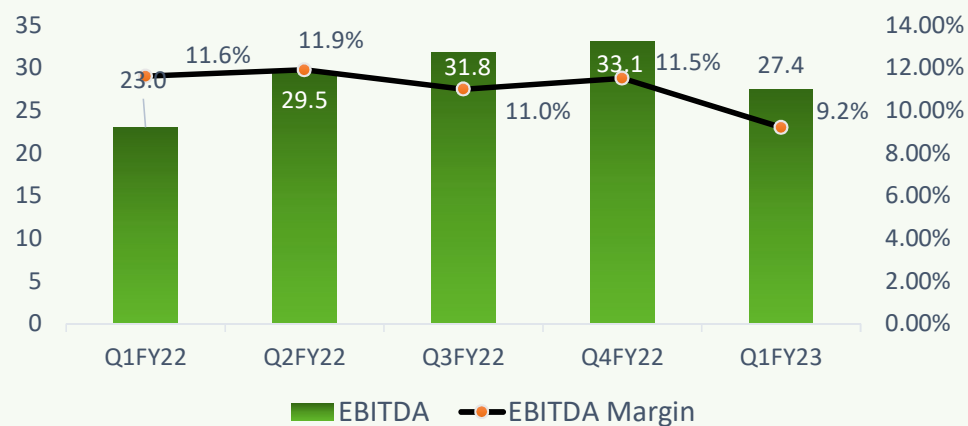
Particulars (Rs in Crore)	Q1FY23	Q1FY22	Q4FY22	FY22
Net Revenue from operation	292.95	198.60	287.38	1,022.35
Other Income	2.39	2.93	2.54	11.49
Total Revenue	295.34	201.53	289.92	1,033.85
Total expenses	274.86	185.71	263.61	943.11
Cost of materials consumed/ Traded goods	197.06	152.46	187.65	676.03
Changes in inventories	3.76	(30.67)	(0.11)	(18.82)
Employee benefits expense	14.95	12.70	15.82	57.84
Finance costs	2.74	3.03	2.24	9.76
Depreciation and amortization expenses	6.60	7.08	7.07	28.37
Other expenses	49.75	41.11	50.95	189.93
Profit before tax	20.48	15.82	26.31	90.74
Loss by fire (Net of Tax)	-	25.13	(25.13)	-
Adjusted profit	20.48	(9.31)	51.45	90.74
Tax Expense	(5.19)	(2.29)	(6.50)	(21.19)
Net Profit/ (loss) after tax	15.29	(11.60)	44.95	69.55
Other Comprehensive income	0.01	0.08	(0.21)	0.03
Total Comprehensive Income	15.30	(11.52)	44.74	69.58
Earning Per Share (Rs.) before exceptional item	7.00	6.20	9.08	31.86

# Q1FY23 Operational Performance

*Production vs Sales Volumes (in MT)*



# Q1FY23 Performance Highlights



\* All figures are in INR Crores



# **Way Forward**

# We have a widespread footprint which is now getting global

*Our value proposition emanates from our experience and our commitment to recycle every pet bottle which is thrown into waste with world class recycling facilities*



## Kanpur, UP

- Washing plant & recycled polyester production composite plant with capacity of 18000 MT p.a.

## Rudrapur, UK

- Recycled polyester fiber production plant using washed PET flakes with a capacity of 39600 MT p.a.

## Temra, UP

- Recycled polyester fiber and Spun Yarn production unit with a capacity of 42,000 MT p.a. and 7,200 MT p.a. respectively

## Bilaspur, UP

- PET bottle waste washing unit setup to supply high quality washed PET flakes to Rudrapur & Temra units
- PET Bottle washing capacity of 70000 MT p.a.

## Nepal

- PET bottle washing, bottle to filament/textile grade chips with a capacity of 12,000 MT p.a.
- Trials started.

## Warangal, Telangana

- B2B Chips plant, Filament Yarn and RPSF production facilities with total capacity of 52,000 MT
- Trials in Chips plant commenced.

## OUR DIFFERENTIATORS

Deep domain expertise

Established track record

Latest technology to recycle PET Bottle waste

Certified & approved processes

Strong R&D facility

## RESULTING IN..

Being the largest PET bottle recycling company in India, contributing to recycling over 16% of India's PET bottle waste p.a.

# GESL is entering into a new age of recycling



**Increasing demand for recycled products** directly from the end customers owing to increasing awareness



**Established companies with sustainability targets** to reduce the use of plastic and leverage recycled products for packaging



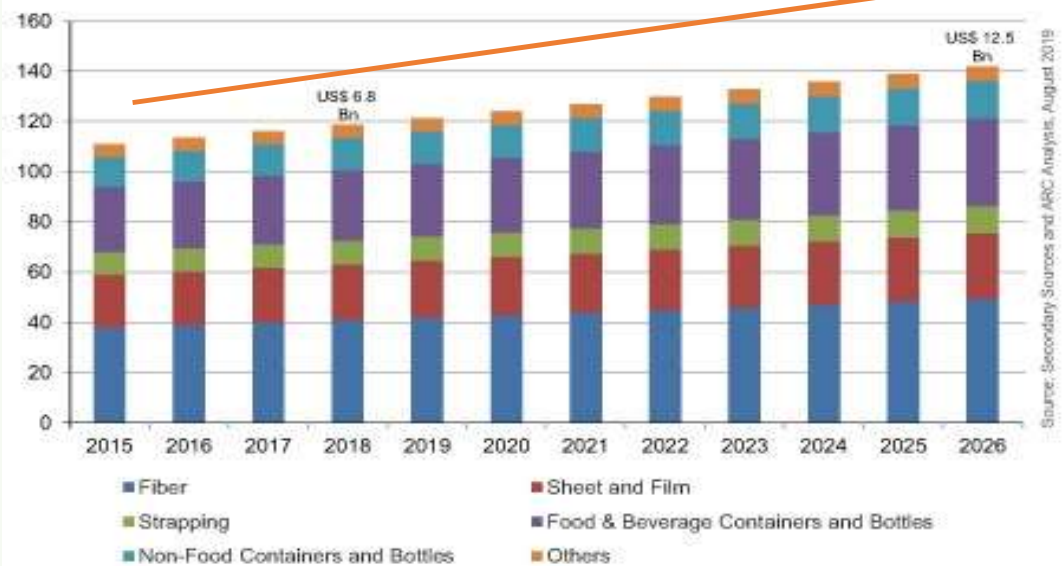
**Government regulations to fulfill EPR**



**Government support through policies such as approving B2B recycling for food grade applications & mandatory regulations to use recycled PET from FY2024**

## Increasing demand for rPET across industries

Recycled Polyethylene Terephthalate (rPET) Market by End User



*We envision to close the sustainable loop and capture the industry evolution towards demand for recycled packaging products. Our upcoming plant in Warangal is equipped with the latest technologies to develop premium quality products*

# Conception of Go Rewise



The brand is being launched with a commitment for the good of tomorrow. Go Rewise is dedicated to conserving resources and establish sustainability supremacy by efficiently recycling PET plastic into premium quality products

## 3 Pillars of Strength

1

**State-of-the-art Technology:** The products will be produced with the best-in-class recycling technology, customized for Indian waste. Go Rewise's products are USFDA & EFSA approved and safe for food grade packaging

2

**Sustainability Supremacy:** Besides being a zero liquid discharge facility, Go Rewise aims to go an extra mile through maximum use of renewable energy and minimum water consumption

3

**Unmatched Legacy:** Go ReWise is manned by industry experts with decades of industry experience





# Our Offerings under Go Rewise

*Products being launched aim to close the plastic recycling loop by manufacturing a number of premium quality products made from recycled PET bottles*

01

**rPET Flakes**

- High-quality and anti-contaminated rPET Flakes used for manufacturing high quality end products
- Available in PSF, Filament, and Bottle grade variants.

02

**rPET Chips  
Bottle Grade**

- USFDA and EFSA approved rPET chips for packaging
- Available in Food and Non-Food grade variants

03

**rPET Chips  
Textile Grade**

- GRS and Oekotex certified rPET chips for high end textile applications (apparel, textile, sheets etc.)
- Available in Filament, Fiber and Sheet grade variants

04

**rPET FDY**

- GRS and Oekotex certified rPET Fully Drawn Yarn with high consistency and strength
- Available in Semi-dull, Bright & Trilobal Bright grade variants

# Being Future-ready

## STRATEGY

- Become a preferred supplier of eco friendly **RPET products to reputed brands** that believe in the sustainability story by establishing a premium brand
- **Strong focus on R&D** – expand the current value-added product portfolio from the current 25% to 50% over next 2-3 years
- Company is also exploring **venturing into recycling of different thermoplastics such as HDPE, PP/PE, etc.** which is currently unstructured and downcycled



## GOALS

- **Accelerate growth** led by value-added RPET Fiber products, RFDY, RPET Chips and other plastic recycling in the next decade
- Become a one-stop shop for all recycled plastic materials

## UPCOMING PROJECTS

- **Warangal facility was inaugurated** by Hon'ble Minister of Municipal Administration & Urban Development of Telangana, KTR on May 7, 2022. The facility **has started trial production of rPET Chips.**
- Washing & PET chips unit in **Nepal has commenced trial production as well**

# Safe Harbour

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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](mailto:gesl@ganeshaecosphere.com)

