



GANESHA ECOSPHERE LIMITED

GESL/2020-21

June 23, 2020

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 March 31, 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

Ganeshha is in

GREEN BUSINESS

GANESHA ECOSPHERE LIMITED

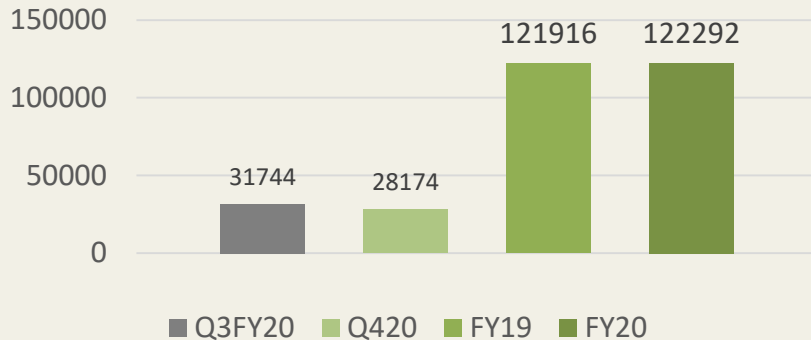
INVESTOR PRESENTATION Q3FY2020

Safe Harbour

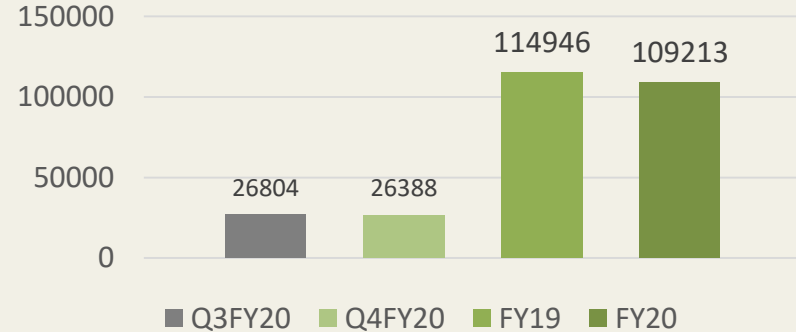
Except for the historical information contained herein, statements in this presentation and the subsequent discussions, which include words or phrases such as "will", "aim", "will likely result", "would", "believe", "may", "expect", "will continue", "anticipate", "estimate", "intend", "plan", "contemplate", "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.

Operational Highlights- Q4 & FY20

Production Volume (In Tons)



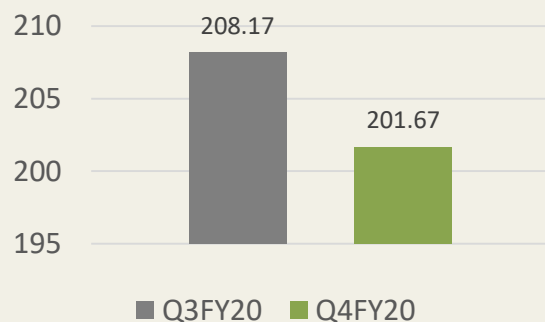
Sales Volume (In Tons)



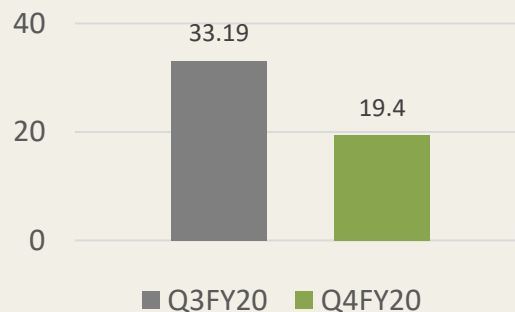
- Production Volume of about 3000 Tons affected during Q4FY20 affected due to closure of units for almost 10 days due to lockdown.
- Sales Volume declined by about 4000 Tons during QFY20 due to lockdown impact.
- Annual Production achieved 1.22 lakh tons despite production loss of about 3000 tons during March, 20 due to lock-down, which is approx. 12% of total quarterly production.
- Capacity Utilization is 101% despite aforesaid production loss.

Financial Highlights- Q-4

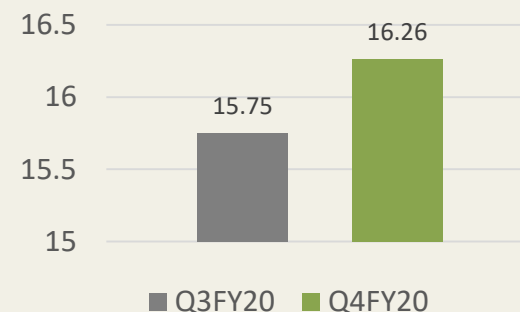
Revenue from Operation
(Rs crore)



EBIDTA
(Rs crore)

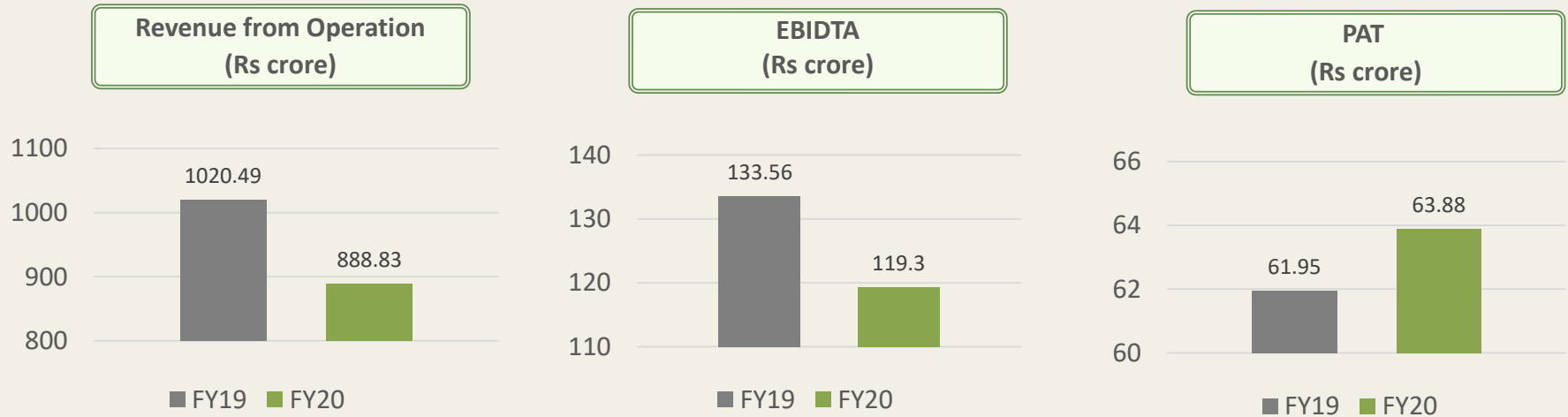


PAT
(Rs crore)



- Sales prices dropped by 2.5% particularly during March, 20 due to drastic fall in crude prices during the month of March,20.
- Substantial loss of sale during March, 2020 due to lock- down as historically higher sale is achieved during the month of March.
- Marked down of Rs 4.57 crore in inventory valuation.
- Exceptional Tax gain of Rs. 5.57 Crore due to exercising lower rate option.

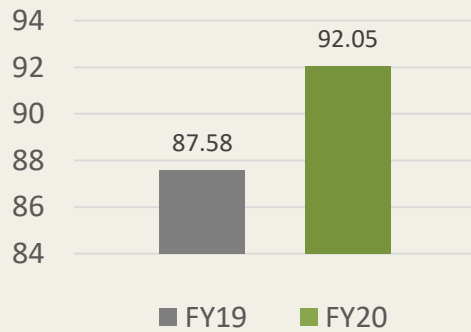
Financial Highlights- F.Y. 20



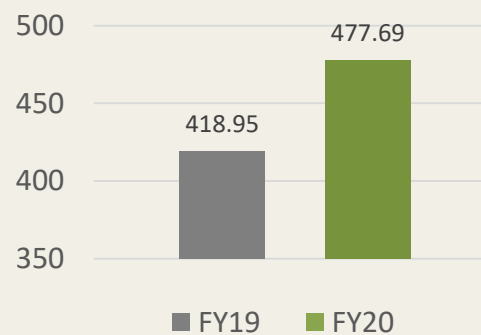
- Impact of almost Rs. 14 Crore on EBITDA due to loss of production, drop in sale prices and mark down of inventory.
- Average sale price dropped by 9% while average RM prices dropped by 10% during the year.

Balance Sheet Strength

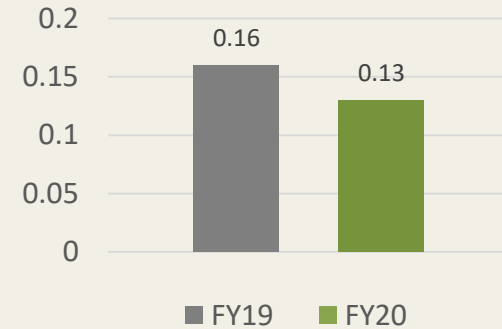
Cash Accruals



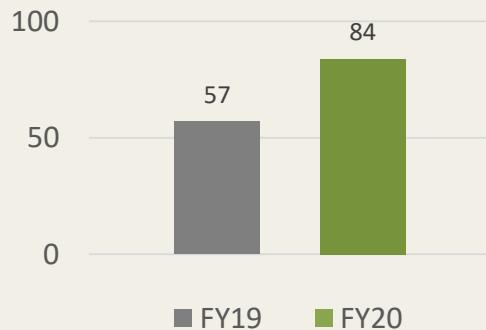
Net Worth



Debt Equity Ratio



Short Term Investment



- FY 19 was an exceptionally good year in the history of the company and we maintained the same results despite pandemic impact.
- Total Borrowings reduced to Rs. 92 crore from Rs. 104 crore.
- Adequate liquidity in the form of liquid investments as well as under utilized working capital limits

Ganesha Ecosphere Limited

Covid-19 Impact

• Financial Performance

- ✓ Profitability of Q4FY20 affected on account of fall in production, sales volume and prices and inventory write down.

• Manufacturing Operation

- ✓ Manufacturing operations were shutdown for almost 45 days from 4th week of March to 15th May, 2020.
- ✓ Presently manufacturing units are operating are at around 60% of Capacity utilization.
- ✓ Capacity ramp up is increasing in line with starting up of user industry and ramping up of their production.
- ✓ Company is focusing on export market to fill the gap being created due to anti-China sentiments. Besides existing market, it has penetrated in Latin American market during lockdown and able to increase its export.
- ✓ Raw Material supplies are also getting normal with starting of scrap collection

• Outlook

- ✓ With ample liquidity, ramp up of capacity utilization, normalcy of supply chain, and opportunity available in export market, company is quite hopeful to be at normal operational level earlier then expected.

STANDALONE FINANCIAL PERFORMANCE QUARTER-WISE

Rs. In Lakhs

| Particulars | March, 2020 (Audited) | December, 2019 (Unaudited) | September, 2019 (Unaudited) | June, 2019 (Unaudited) |
|---|--------------------------|-------------------------------|--------------------------------|---------------------------|
| Total income | 20,309.32 | 21,095.67 | 23,737.16 | 24,490.85 |
| Cost of materials consumed | 12,964.92 | 13,719.07 | 13,493.53 | 15,522.74 |
| Purchases of stock-in-trade | 253.79 | 282.28 | 493.87 | 395.78 |
| Changes in inventories of finished goods, Stock-in -Trade and work-in-progress | (265.84) | (1,816.87) | 176.16 | (668.72) |
| Employee benefits expense | 1,362.36 | 1,391.29 | 1,652.85 | 1,595.30 |
| Finance costs | 167.76 | 250.96 | 129.14 | 229.49 |
| Depreciation and amortization expenses | 703.52 | 704.69 | 704.08 | 693.07 |
| Power & fuel | 1,891.10 | 2,162.31 | 2,199.31 | 2,143.91 |
| Other expenses | 2,162.52 | 2,038.14 | 2,451.91 | 2,101.14 |
| Total expenses | 19,240.13 | 18,731.87 | 21,300.85 | 22,012.71 |
| Profit before tax | 1,069.19 | 2,363.80 | 2,436.31 | 2,478.14 |
| Current tax (net of MAT credit) | (5.10) | 704.91 | 847.74 | 826.18 |
| Deferred tax | (551.46) | 84.01 | 10.04 | 42.95 |
| Profit for the period | 1,625.75 | 1,574.88 | 1,578.53 | 1,609.01 |
| Basic EPS (in Rs.) (*not annualized) | 7.44 | 7.26 | 7.21 | 7.35 |
| Diluted EPS (in Rs.) | 7.44 | 7.26 | 7.21 | 7.35 |

STANDALONE FINANCIAL PERFORMANCE FOR FY2020

Rs. In Crore

| Particulars | March 31, 2020 (Audited) | March 31, 2019 (Audited) |
|--|-----------------------------|-----------------------------|
| Total income | 896.33 | 1026.67 |
| Cost of materials consumed | 557.00 | 616.91 |
| Purchases of stock-in-trade | 14.26 | 16.27 |
| Changes in inventories of finished goods, Stock-in -Trade and work-in-progress | (25.75) | 19.44 |
| Employee benefits expense | 60.02 | 50.43 |
| Finance costs | 7.77 | 10.49 |
| Depreciation and amortization expenses | 28.05 | 25.80 |
| Power & fuel | 83.97 | 91.04 |
| Other expenses | 87.54 | 99.03 |
| Total expenses | 812.86 | 929.40 |
| Profit before tax | 83.47 | 97.27 |
| Current tax (net of MAT credit) | 23.74 | 33.46 |
| Deferred tax | (4.14) | 1.85 |
| Profit for the period | 63.88 | 61.95 |
| Basic EPS (in Rs.) | 29.26 | 28.74 |
| Diluted EPS (in Rs.) | 29.26 | 28.74 |