



GESL/2022-23

## GANESHA ECOSPHERE LIMITED

February 4, 2023

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 31<sup>st</sup> December, 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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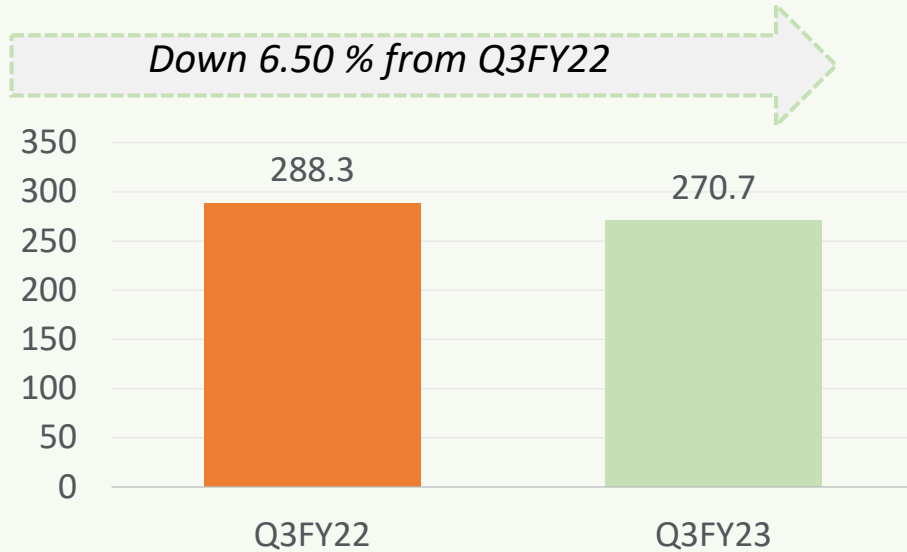
Q3FY23

PERFORMANCE PRESENTATION



# Q3FY23 Performance Highlights (YOY)

## REVENUE FROM OPERATIONS



INR **34.19 cr.**  
**EBITDA**

31.76 Cr in Q3FY22



**12.63%**  
**EBITDA Margin**

11.02% in Q3FY22



**29,904 MT**  
**Production Volume**



27,901 MT in Q3FY22



**110.35%**  
**Capacity Utilization**



101.36% in Q3FY22



INR **20.93 cr.**  
**PAT**

18.28 Cr. in Q3FY22



**7.60%**  
**PAT Margin**

6.31% in Q3FY22



INR **11,433**  
**EBITA per ton**

INR 11423 in Q3FY22



**26,728 MT**  
**Sales Volume**



28,091 MT in Q3FY22

# 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 1,925 crore  
compared to INR 85 crore in FY12



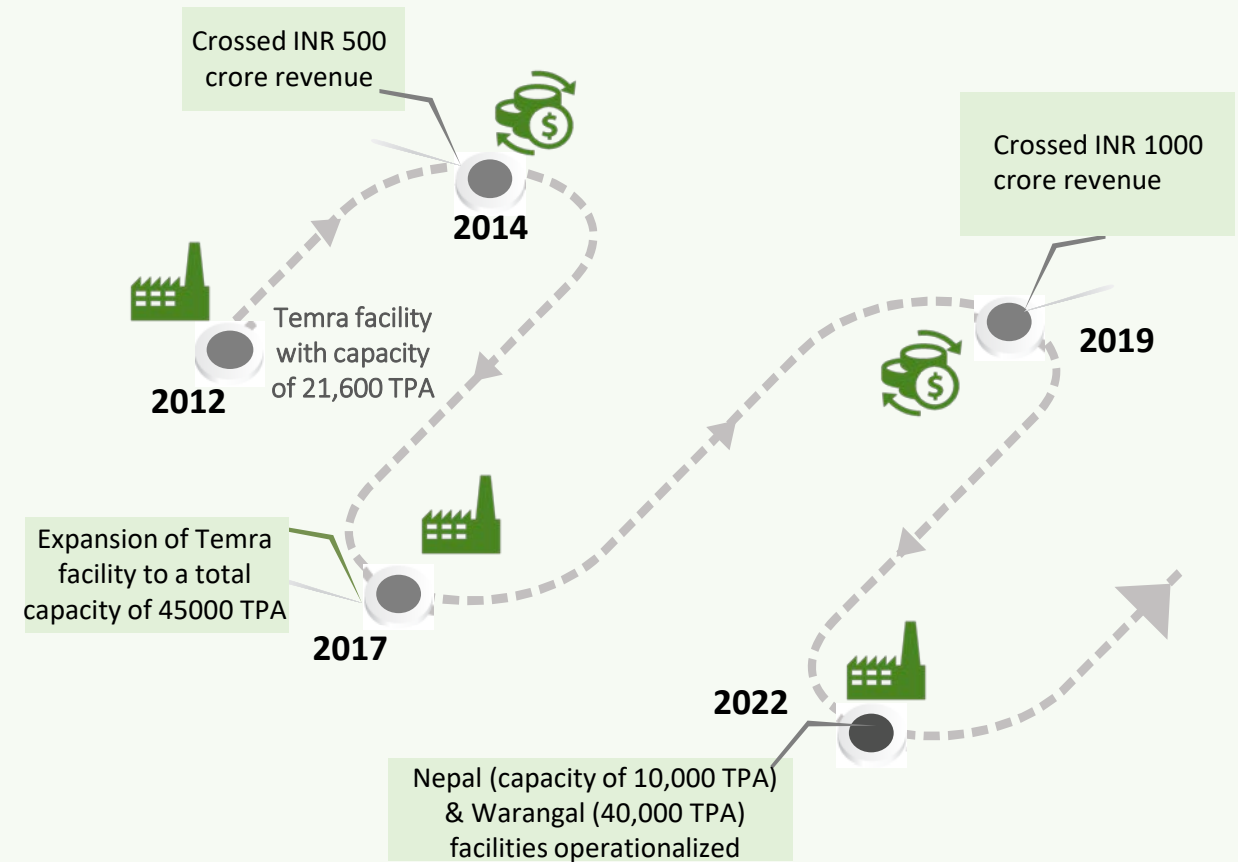
140,000 tons of bottles recycled in FY22  
compared to 46,800 tons recycled in FY12 and a CAGR of  
11.58% in the last 10 years



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



500+ customers being served  
compared to less than 150 customers served in 2012



**6 billion+** PET bottles  
recycled annually



**108600** MTPA PET waste  
converted annually



**500+** 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.*



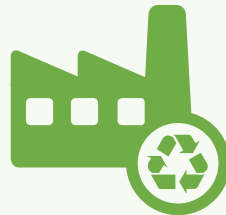
Directly impacts the environment by reducing the burden of waste on the planet



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*



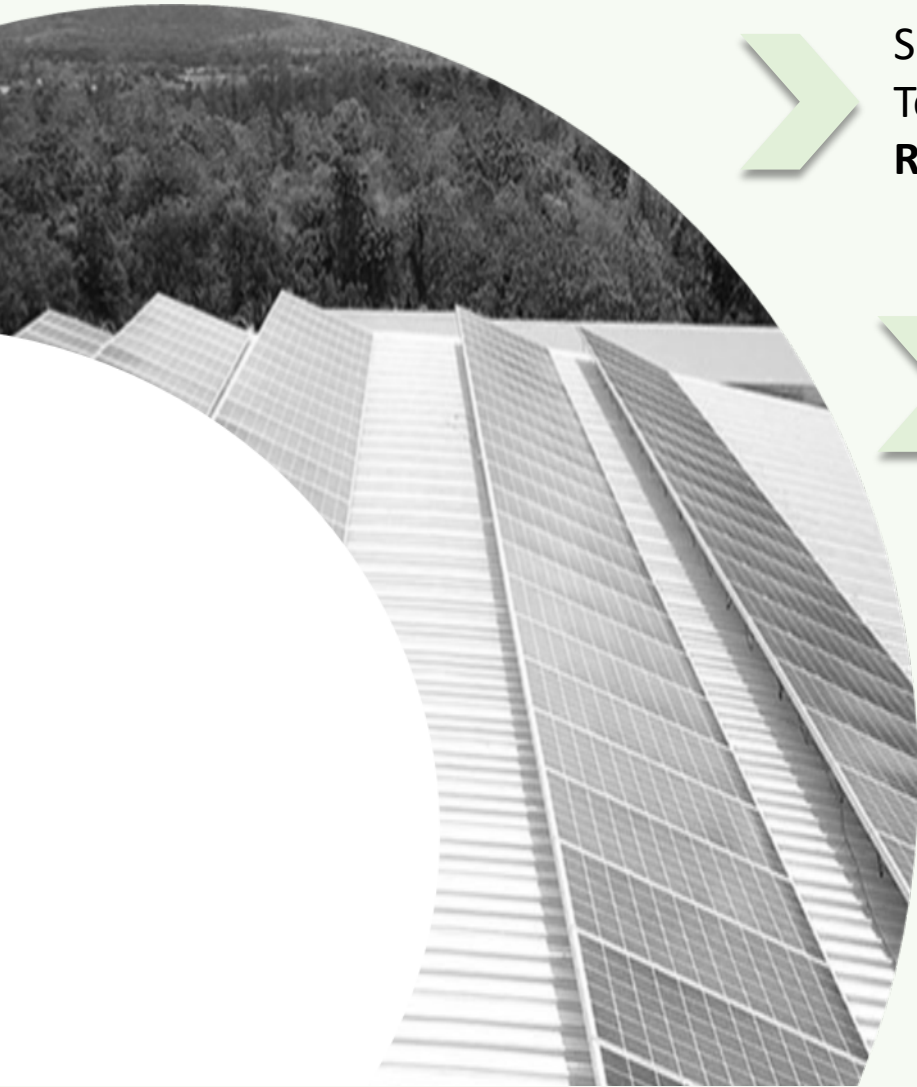
Shift towards clean renewable energy plant's across its production facilities in Temra, Bilaspur & Kanpur (U.P). with a total installed capacity of **9.1 MWp of Rooftop Solar meeting 17.1% of plant's annual requirement**



Partnered with a leading IPP for **supplying of 17.43 MWp Solar Power** for captive consumption, Supply started in Q3FY23.



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

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



## Product Applications

- Clothing
- Padding Insulation
- Carpets
- Needle Punch fabrics
- Cushions, Pillows & Quilts
- Fabrics
- Sarees & Dress Material
- Upholstery & Hosiery
- Sewing Thread



## RPET SPUN YARN

### Spun yarn products

- Solid dope dyed
- Melange



### Filament yarn products

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



# Financial Highlights

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# Q3FY23 Performance

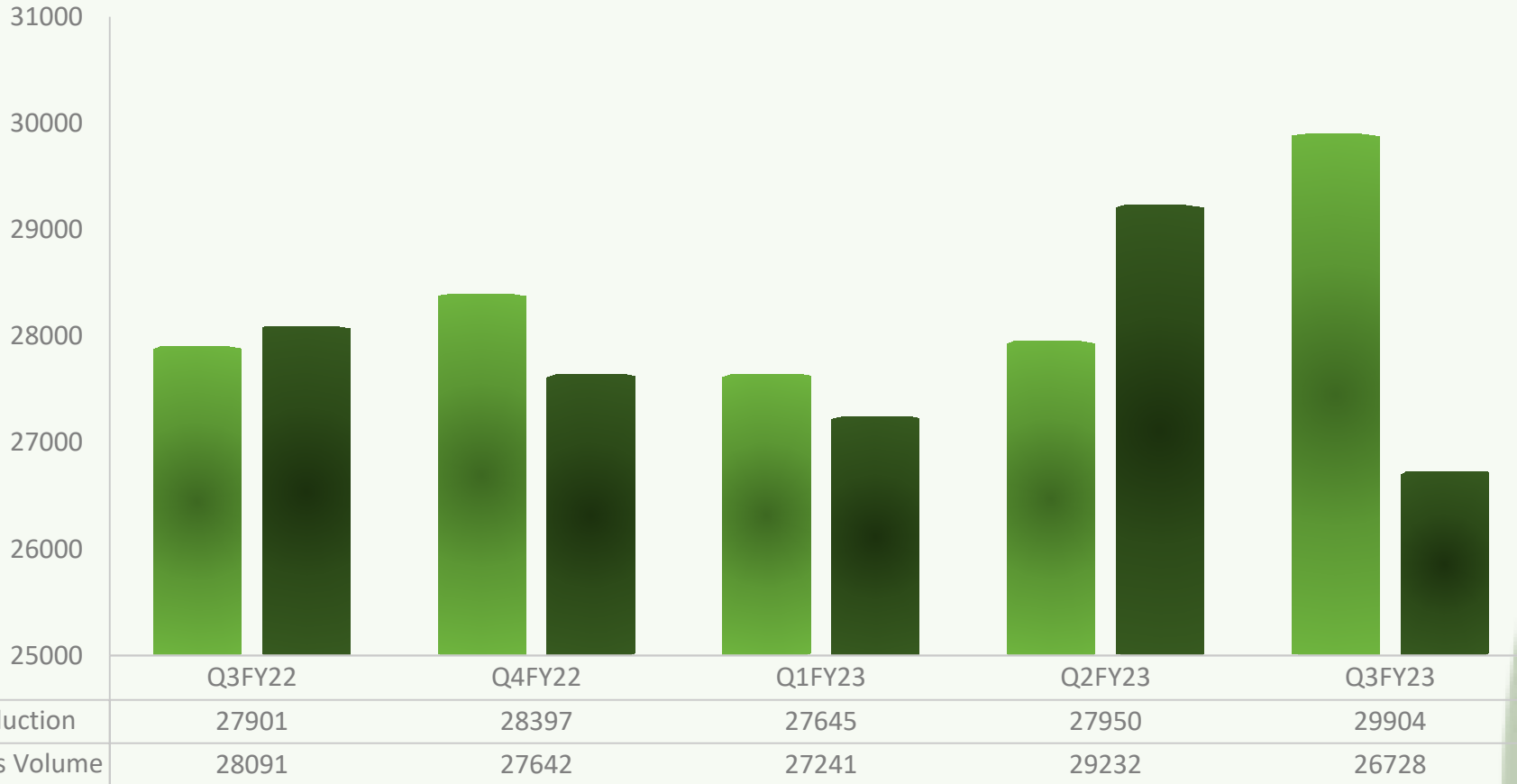
Particulars (Rs in Crore)	Q3FY23	Q2FY23	Q3FY22	FY22
Net Revenue from operation	270.73	314.14	288.25	1,022.35
Other Income	4.80	4.056	2.54	11.49
<b>Total Revenue</b>	<b>275.53</b>	<b>318.20</b>	<b>290.79</b>	<b>1,033.85</b>
<b>Total expenses</b>				
Cost of materials consumed/ Traded goods	199.94	193.55	179.67	676.03
Changes in inventories	(29.25)	18.03	8.39	(18.82)
Employee benefits expense	17.62	15.94	15.31	57.84
Finance costs	4.11	3.46	2.57	9.76
Depreciation and amortization expenses	6.81	6.74	7.17	28.37
Other expenses	48.23	53.61	53.12	189.93
<b>Profit before tax</b>	<b>28.07</b>	<b>26.87</b>	<b>24.576</b>	<b>90.74</b>
Tax Expense	(7.13)	(6.91)	(6.28)	(21.19)
<b>Net Profit/ (loss) after tax</b>	<b>20.93</b>	<b>19.96</b>	<b>18.28</b>	<b>69.55</b>
Other Comprehensive income	0.01	0.01	0.08	0.03
<b>Total Comprehensive Income</b>	<b>20.94</b>	<b>19.97</b>	<b>18.36</b>	<b>69.58</b>
Earning Per Share (Rs.) before exceptional item	9.59	9.15	8.37	31.86

# 9MFY23 Performance

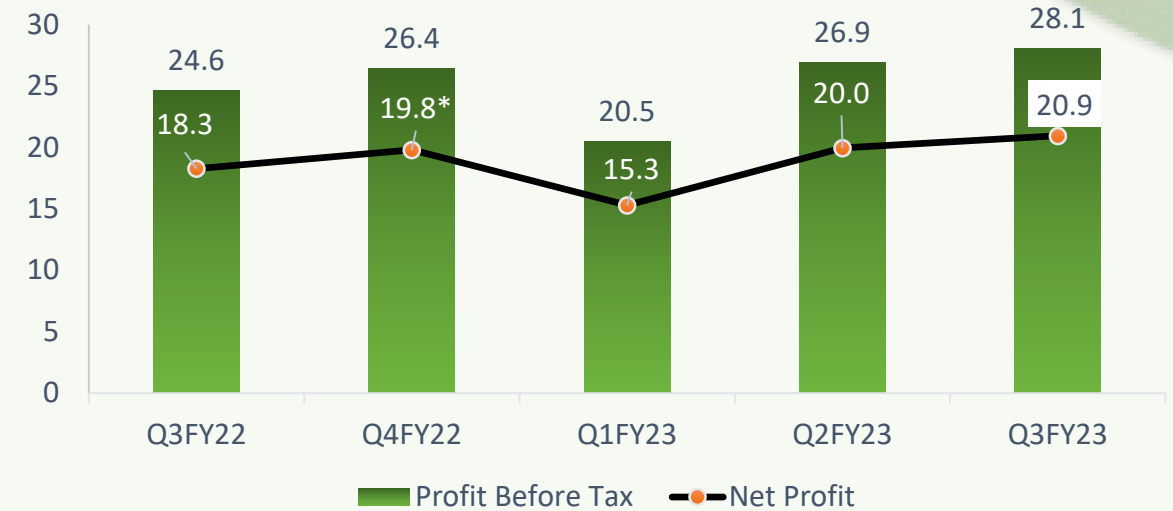
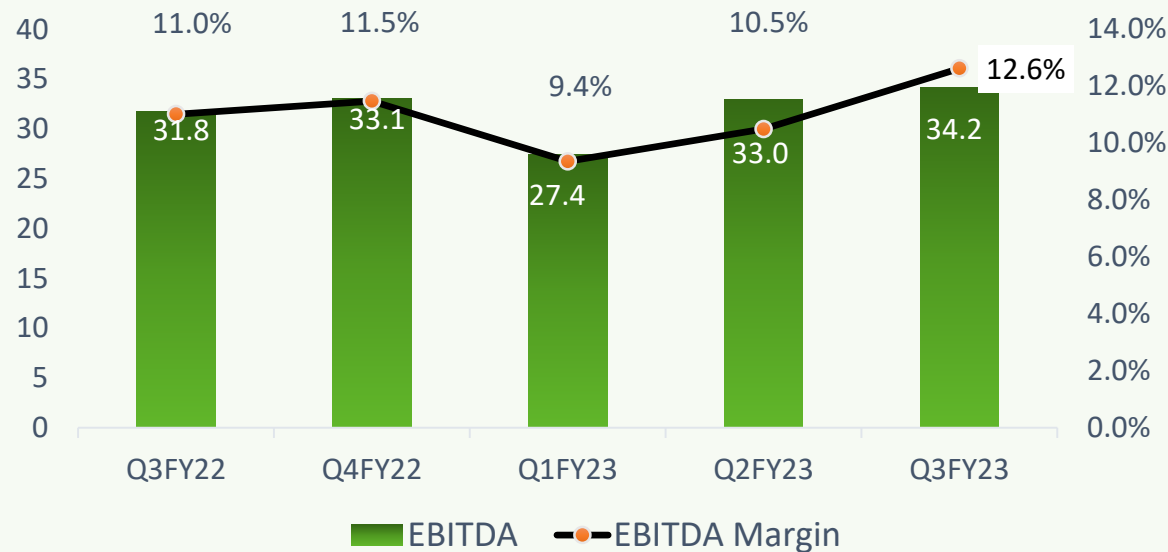
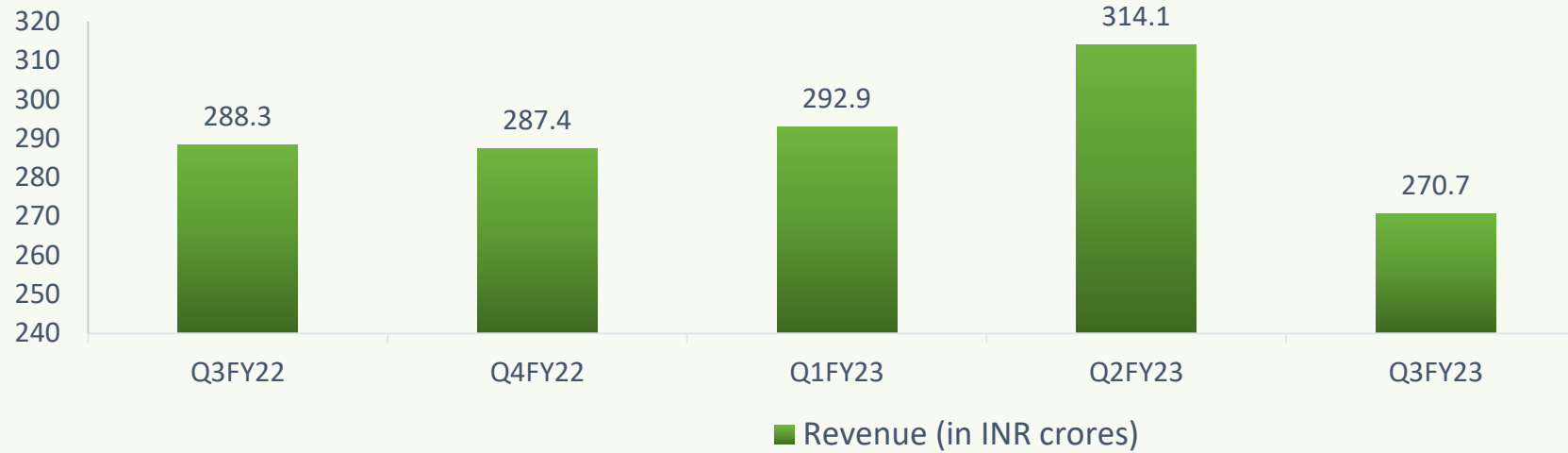
Particulars (Rs in Crore)	9MFY23	9MFY22
Net Revenue from operation	<b>877.82</b>	<b>734.97</b>
Other Income	11.243	8.95
<b>Total Revenue</b>	<b>889.065</b>	<b>743.92</b>
<b>Total expenses</b>		
Cost of materials consumed/ Traded goods	590.55	488.39
Changes in inventories	(7.46)	(18.70)
Employee benefits expense	48.51	42.01
Finance costs	10.31	7.52
Depreciation and amortization expenses	20.14	21.30
Other expenses	151.59	138.98
<b>Profit before tax</b>	<b>75.41</b>	<b>64.42</b>
Loss by fire (Net of Tax)	-	25.13
<b>Adjusted profit</b>	<b>75.41</b>	<b>39.29</b>
Tax Expense	(19.23)	(14.69)
<b>Net Profit/ (loss) after tax</b>	<b>56.18</b>	<b>24.60</b>
Other Comprehensive income	0.02	0.24
<b>Total Comprehensive Income</b>	<b>56.20</b>	<b>24.84</b>
<b>Earning Per Share (Rs.) before exceptional item</b>	<b>25.74</b>	<b>22.78</b>

# Q3FY23 Operational Performance

*Production vs Sales Volumes (in MT)*



# Q3FY23 Performance Highlights



\*excluding exceptional loss



# Project Status

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## Washline – rPET Flakes

*State-of-art Sorema technology designed to suit Indian waste*



Commercial production commenced in February, 2023.



Ramp-up to optimal production capacity expected by March 2023

## PPSF – Fibres

*Technical Fibres for Geotextiles Industry*



Commercial production commenced in February, 2023.







Ramp-up to optimal production capacity expected by March, 2023.








## Bottle-to-Bottle Chips

*Premium quality rPET resins for food contact packaging*

-  Product trials ongoing with multiple local & international customers
-  EFSA positive opinion along with USFDA approved for food contact; FSSAI in-progress
-  Global brand-owner audits in progress
-  Sales to accelerate post BIS notification for rPET use in India & exports post brands assessment. Commercial production expected to start by end Q4FY23

## Bottle-to-Filament Chips

*Premium quality rPET resins for textiles*

-  Product trials successfully completed with some local customers and many more ongoing internationally
-  The product quality is well accepted and positively appreciated by customers
-  Ongoing conversations with global textile brands to get onboarded in their supply chain











## rPET FDY

*Premium quality rPET yarns for textiles*

-  Erection completed and services installation going on
-  Commissioning and trials have started and commercial production expected by Q1FY24.

## Nepal rPET Flakes/Resin

*GESL's first Overseas project to capture valuable Raw Material*

-  Commercial production commenced in February 2023.
-  Ramp-up to optimal production capacity expected by March 2023



# 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@ganeshacosphere.com](mailto:gesl@ganeshacosphere.com)

