



GANESHA ECOSPHERE LIMITED

GESL/2024-25/

August 11, 2024

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 30th June, 2024.

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 Limited

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

Encl.: As above



Ganesh Ecosphere

Q1FY25

PERFORMANCE PRESENTATION

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.



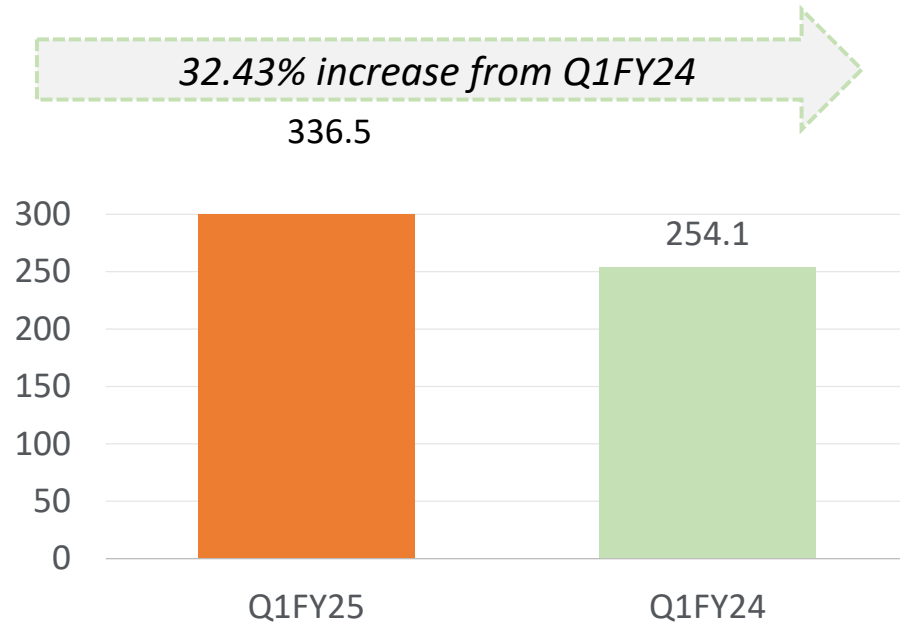
Financial Highlights



Q1FY25 Consolidated Performance Highlights (YoY)



REVENUE FROM OPERATIONS



INR 47.7 cr.
EBITDA
25.5 Cr. in Q1FY24



37,116 MT*
Production Volume
30,537 MT* in Q1FY24



14.20%
EBITDA Margin
10.0% in Q1FY24



36,600 MT*
Sales volume



INR 22.5 Cr.
PAT
3.5 Cr. in Q1FY24



INR 36.0 Cr.
Cash profit
15.7 Cr. in Q1FY24



INR 12,849
EBITDA per ton
INR 8,351/Ton in Q1FY24



Rs. 8.91
EPS

Rs. 1.58 in Q1FY24

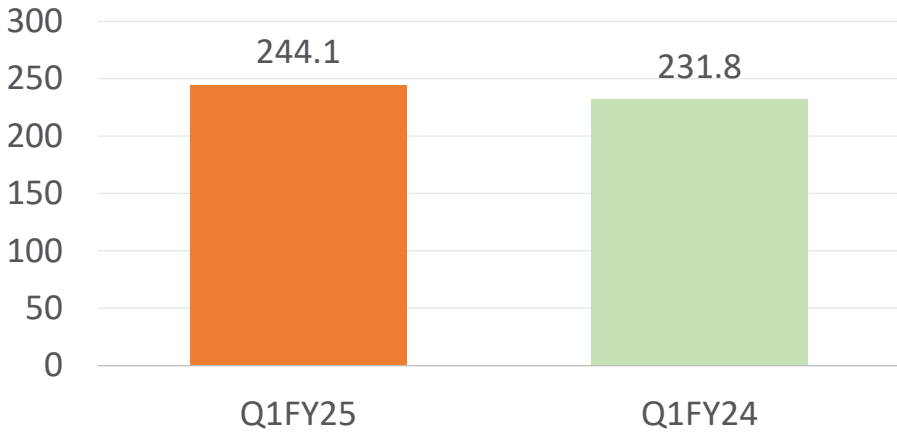
*Excluding captive consumption

Q1FY25 Standalone Performance Highlights (YoY)



REVENUE FROM OPERATIONS

5.31% increase from Q1FY24



INR 24.9cr.
EBITDA
17.2 Cr. in Q1FY24



28,270 MT
Production Volume
27,030 MT in Q1FY24



10.2%
EBITDA Margin
7.4% in Q1FY24



106%
Capacity Utilization
101% in Q1FY24



INR 21.0
cr. PAT
8.67 Cr. in Q1FY24



INR 84,920
Avg. realization
/ton
INR 86,970 in Q1FY24



INR 8,825
EBITDA per ton
INR 6,355/Ton in Q1FY24

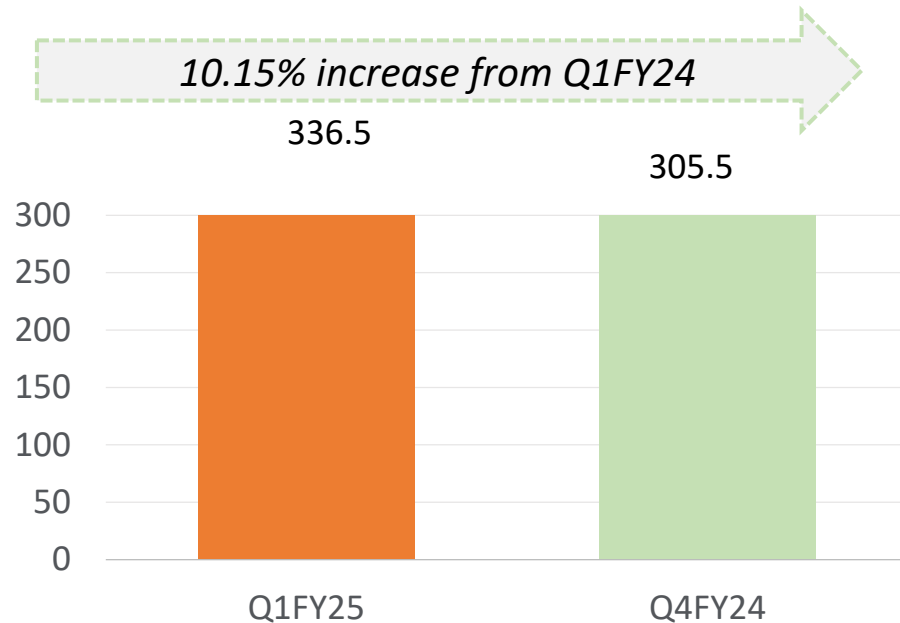


27,895MT
Sales Volume
24,887 MT in Q1FY24

Q1FY25 Consolidated Performance Highlights (QoQ)



REVENUE FROM OPERATIONS



INR 47.7 cr.
EBITDA
47.1 Cr. in Q4FY24



37,116 MT*
Production Volume
34,090 MT* in Q4FY24



36,600 MT*
Sales volume



14.2%
EBITDA Margin
15.4% in Q4FY24



INR 22.5 Cr.
PAT
21.6 Cr. in Q4FY24



INR 36.0 Cr.
Cash profit
33.4 Cr. in Q4FY24



INR 12,852
EBITDA per ton
INR 13,816/Ton in Q4FY24



Rs. 8.91
EPS

Rs. 9.66 in Q4FY24

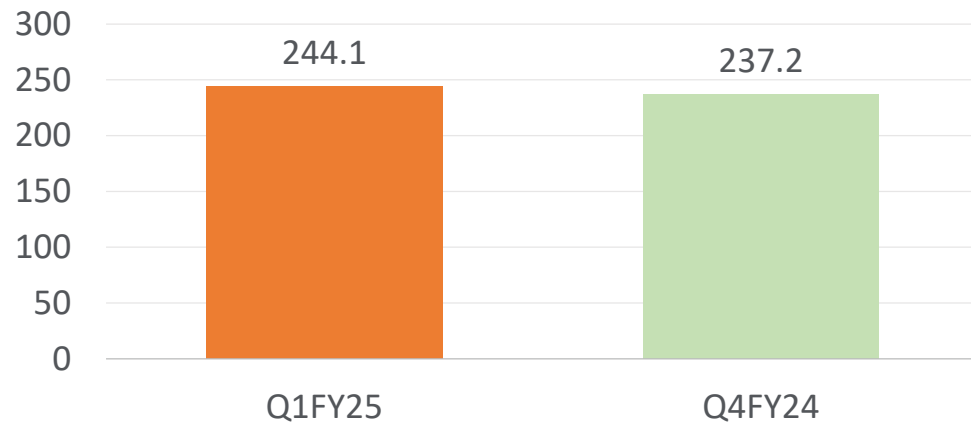
**Excluding captive consumption*

Q1FY25 Standalone Performance Highlights (QoQ)



REVENUE FROM OPERATIONS

2.91% increase from Q4FY23



INR **24.9 cr.**
EBITDA

27.8 Cr. in Q4FY24



10.2%
EBITDA Margin

11.7% in Q4FY24



28,270 MT



Production Volume

27,752 MT in Q4FY24



106%



Capacity Utilization

104% in Q4FY24



27,895 MT



Sales Volume

27,558 MT in Q4FY24



INR **21.0**
cr. PAT

20.9 Cr. in Q4FY24



INR **84,920**
Avg realization
/ ton

INR 83,190 in Q4FY24



INR **8,825**
EBITDA per ton

INR 10,012/ ton in
Q4FY24



Q1FY25 Performance - Consolidated



Particulars (Rs in Crore)	Q1FY25	Q4FY24	Q1FY24
Net Revenue from operations	336.55	305.53	254.12
Other Income	4.24	4.46	2.94
Total Revenue	340.79	309.99	257.06
Expenses			
Cost of materials consumed/ Traded goods	200.19	178.17	177.61
Changes in inventories	5.61	2.73	(19.18)
Employee benefits expense	20.76	19.96	17.68
Finance costs	8.35	9.12	11.39
Depreciation and amortization expenses	13.44	11.80	12.21
Other expenses	62.29	57.61	52.50
Profit before tax	30.15	30.60	4.85
Tax Expense	(7.60)	(9.00)	(1.40)
Net Profit after tax	22.55	21.60	3.45
Other Comprehensive income	0.04	(0.14)	0.10
Total Comprehensive Income	22.59	21.46	3.55

Q1FY25 Performance - Standalone

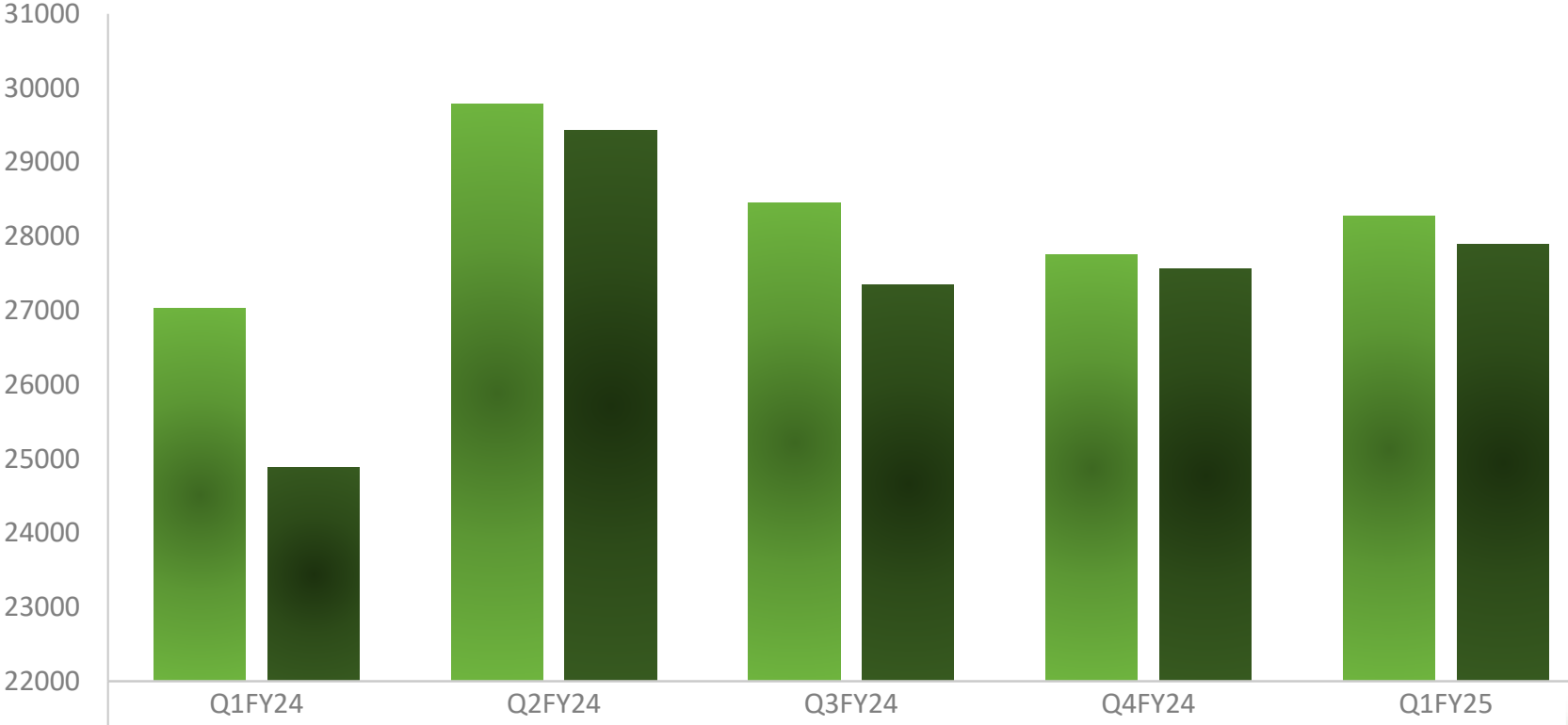


Particulars (Rs in Crore)	Q1FY25	Q4FY24	Q1FY24
Net Revenue from operations	244.09	237.17	231.82
Other Income	10.05	8.55	5.18
Total Revenue	254.14	245.72	237.00
Expenses			
Cost of materials consumed/ Traded goods	152.78	155.50	166.57
Changes in inventories	5.95	(7.08)	(9.50)
Employee benefits expense	16.16	16.26	14.63
Finance costs	0.45	1.90	4.06
Depreciation and amortization expenses	6.16	6.47	6.68
Other expenses	44.25	44.71	42.95
Profit before tax	28.39	27.96	11.61
Tax Expense	(7.40)	(7.04)	(2.94)
Net Profit after tax	20.99	20.92	8.67
Other Comprehensive income	0.01	(0.20)	0.09
Total Comprehensive Income	21.00	20.72	8.76

Q1FY25 Standalone Operational Performance

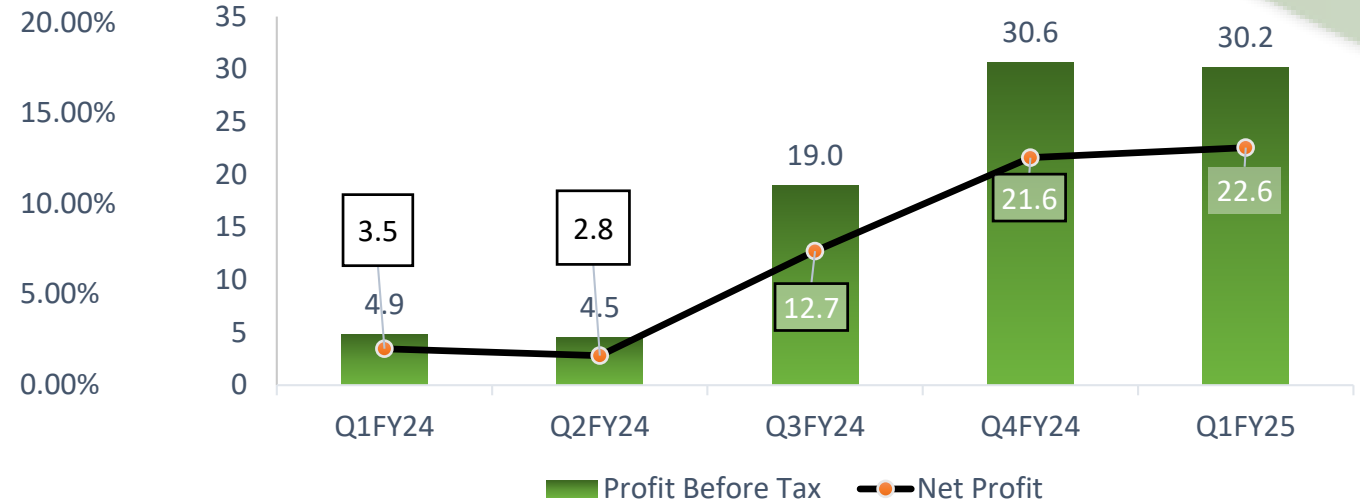
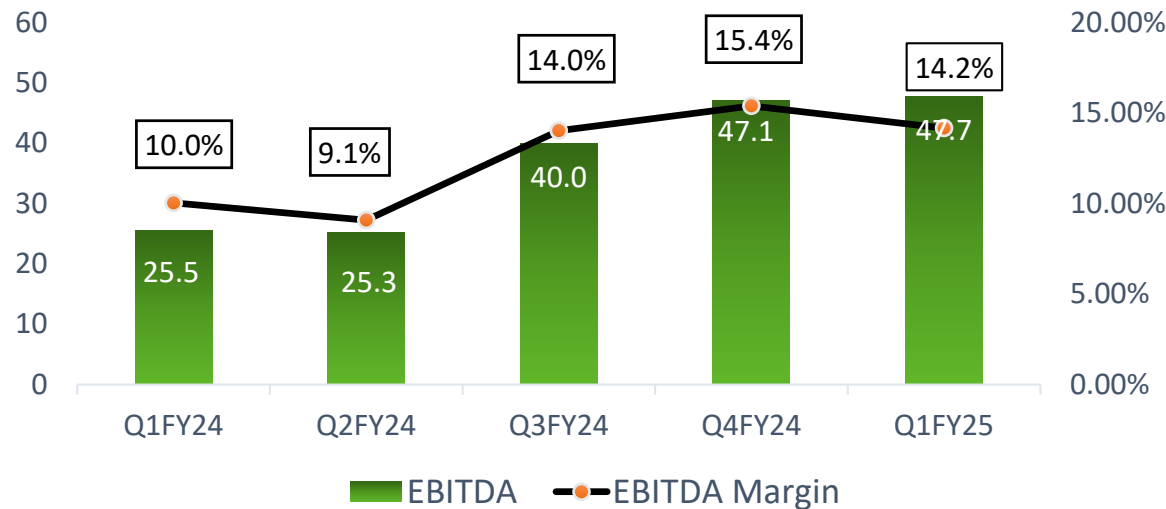
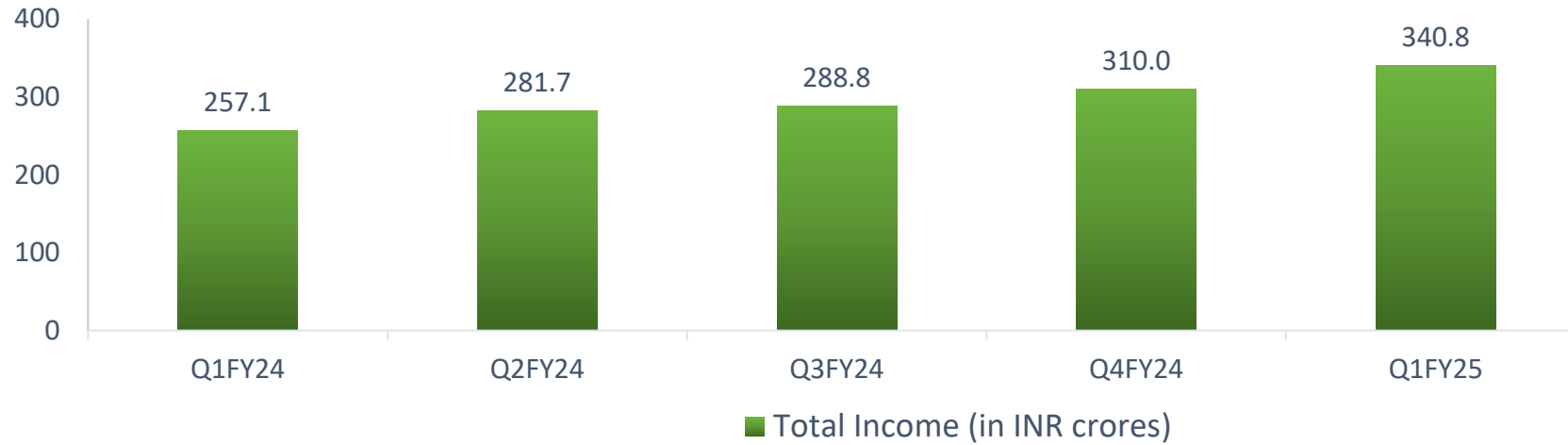


Production vs Sales Volumes (in MT)

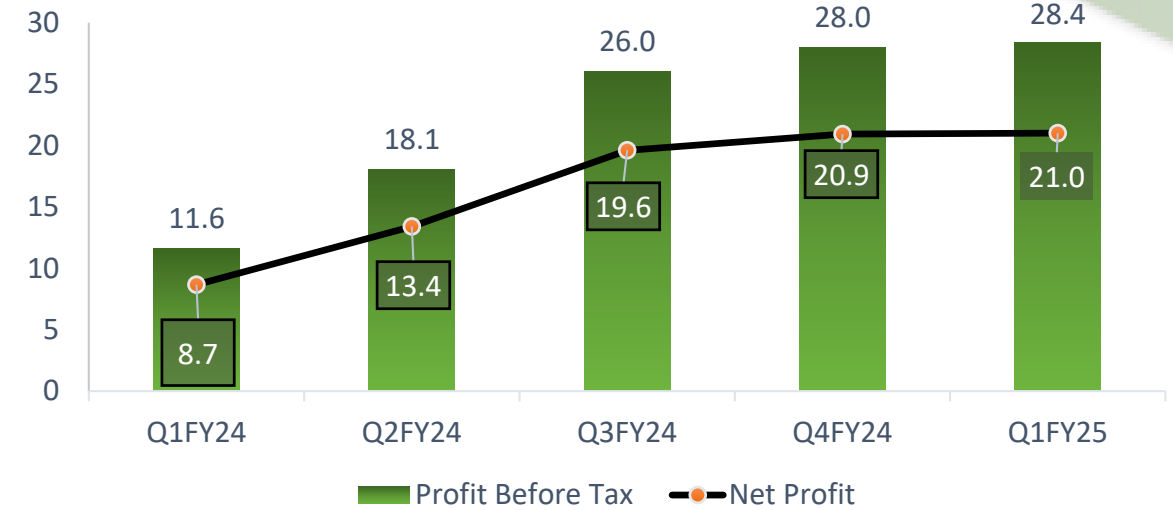
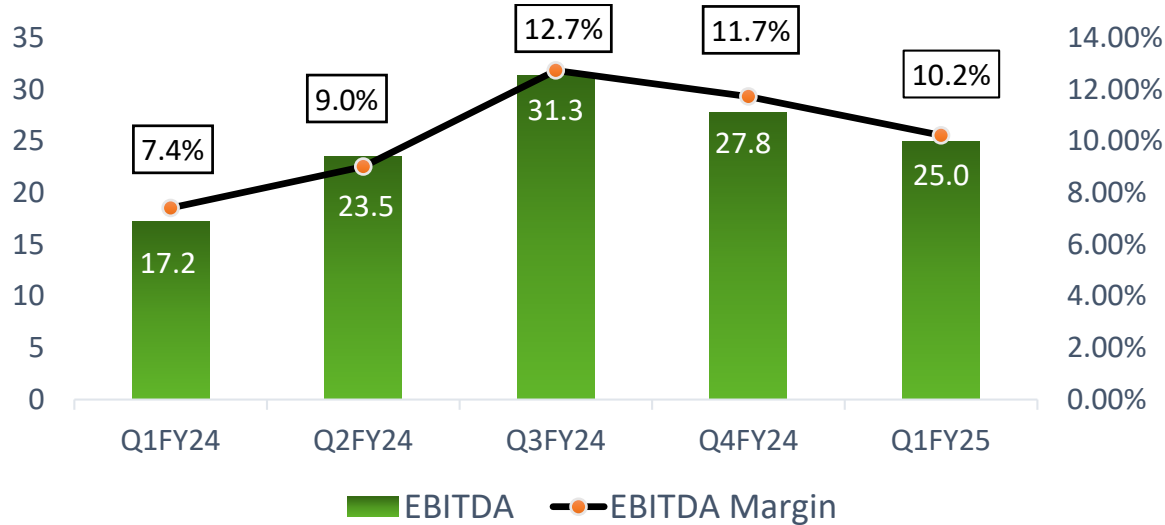
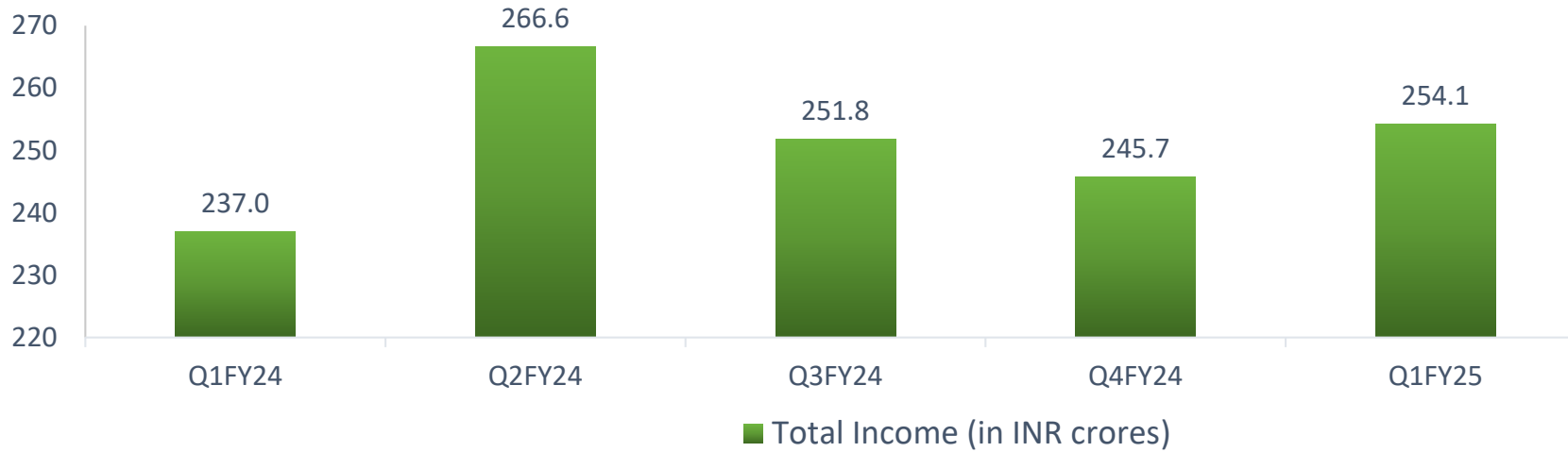


	Q1FY24	Q2FY24	Q3FY24	Q4FY24	Q1FY25
■ Production	27030	29781	28447	27752	28270
■ Sales Volume	24887	29434	27340	27558	27895

Q1FY25 Consolidated Financial Performance



Q1FY25 Standalone Financial Performance



Performance review



- Upward pressure on raw material prices due to spurt of washed pet flakes to EU and USA, because of introduction of EPR targets, resulted into higher input costs and lower gross profit margins.
- Multi fold increase in sea freight resulted into substantial higher freight cost on execution of existing export orders.
- Depressed demand in yarn spinning segment acted as deterrent in passing the increase in raw material prices to the value chain.
- Standalone business EBITDA margins impacted by 150 bps on account of above.
- Subsidiaries contributed EBITDA margins of 24.6% during the quarter.
- Ramp up of 2nd production line of rPET Granules is on its way and reach out to optimum operating level in current quarter.
- 3rd production line of rPET Granules has also commercially started from July, 2024
- Some moderation in RM prices has started during current month.



Towards a Greener Future

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.

The background features a collage of various PET bottles in different colors (green, blue, clear) and orientations. Some bottles are upright, while others are lying on their sides. There are also recycling symbols, including a circular logo with the word 'GESL' and a green recycling symbol. The overall theme is plastic recycling.

1

Company Overview

**Converting
125,000+ MTPA of
PET Waste annually
recycling 7.5bn+
bottles**

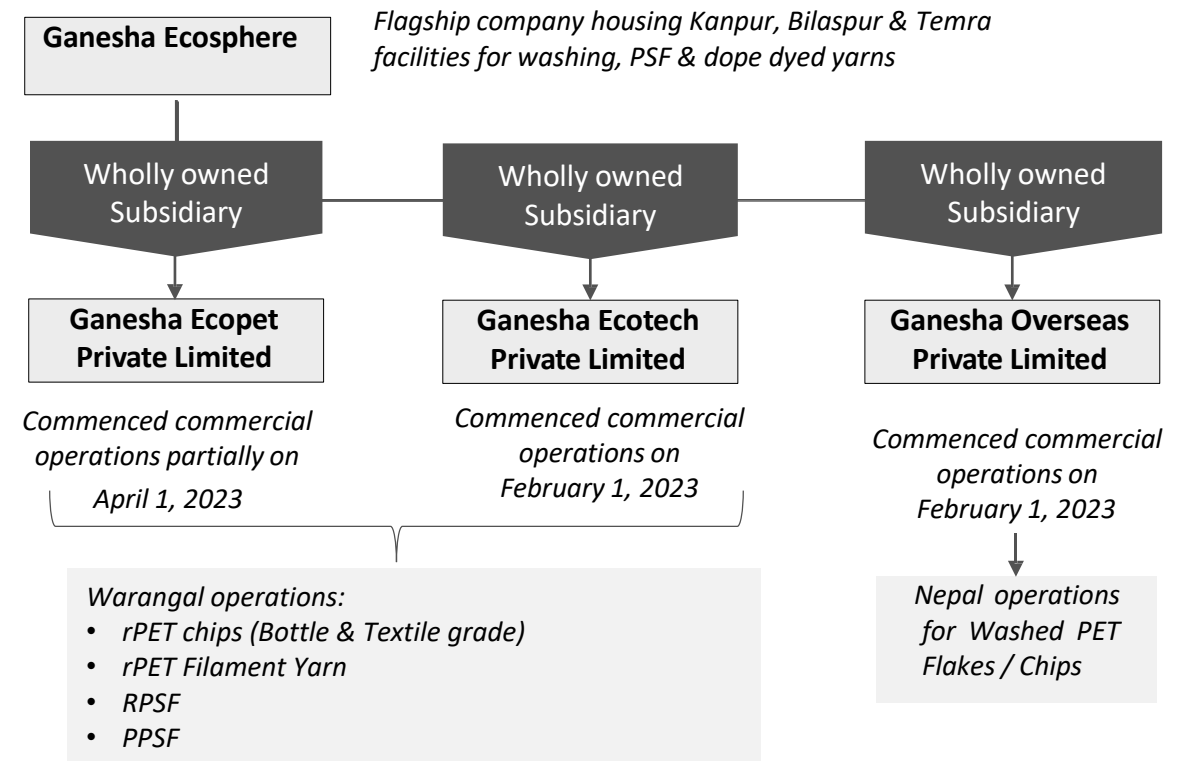
Ganesha Ecosphere | Leading PET plastic Recycling Company



Company Overview

- Incorporated in 1987 by Mr. Shyam S. Sharmma, Ganesha Ecosphere Limited **engaged in manufacturing of Recycled Polyester Staple Fiber (RPSF), Dyed yarn and Recycled Spun Yarn and recently ventured into rPET chips and rPET filament yarn.**
- 125,000+ MTPA of PET waste converted annually recycling 7.5bn+ PET bottles
- Committed to its mission of recycling, carrying out **production of its major products RPSF, rPET Granules, rPET Filament Yarn through waste PET bottles**
- One of the **leading players in PET plastic recycling space** in India with a total installed capacity of **156,440 tons** across products like RPSF, rPET granules, rPET filament yarn, Spun Yarn, dyed filament yarn and PPSF
- **Long standing track record of 3+ decades** in the industry, large scale of operations, ability to source repeat business from a diversified client base & an established supplier network
- Established **strong collection network** across the country (*especially Northern & Southern regions*), **mobilizes ~350 tons of PET bottle waste every day**

Ganesha Ecosphere Ltd: Company structure



500+ Product Variants	400+ Customers in India & Globally	250+ Supplier Network	6 State of the art manufacturing facilities	2,800+ Employees	\$\$\$ Robust Financials

2

Industry Overview

Increasing focus on
sustainability to
drive the growth of
rPET

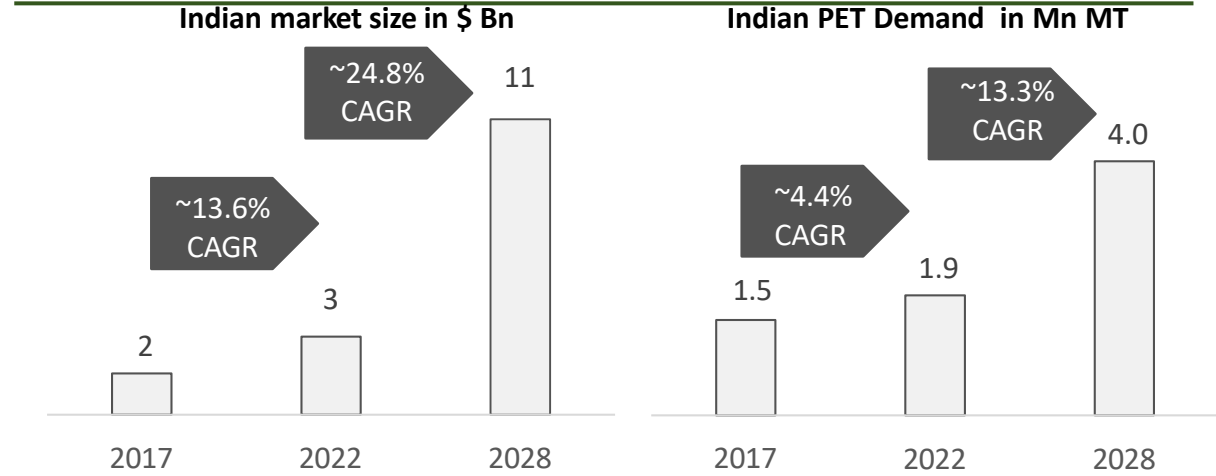
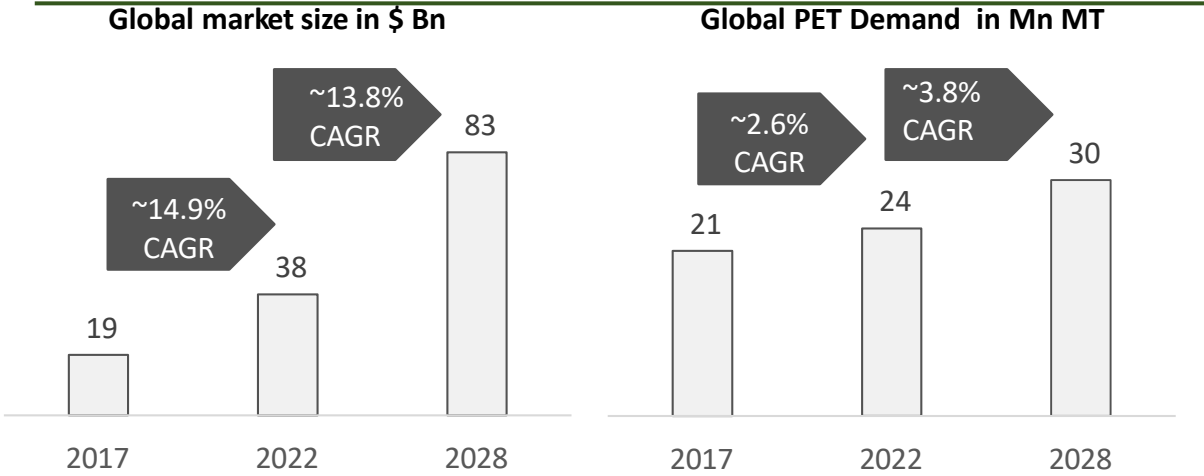
GESL



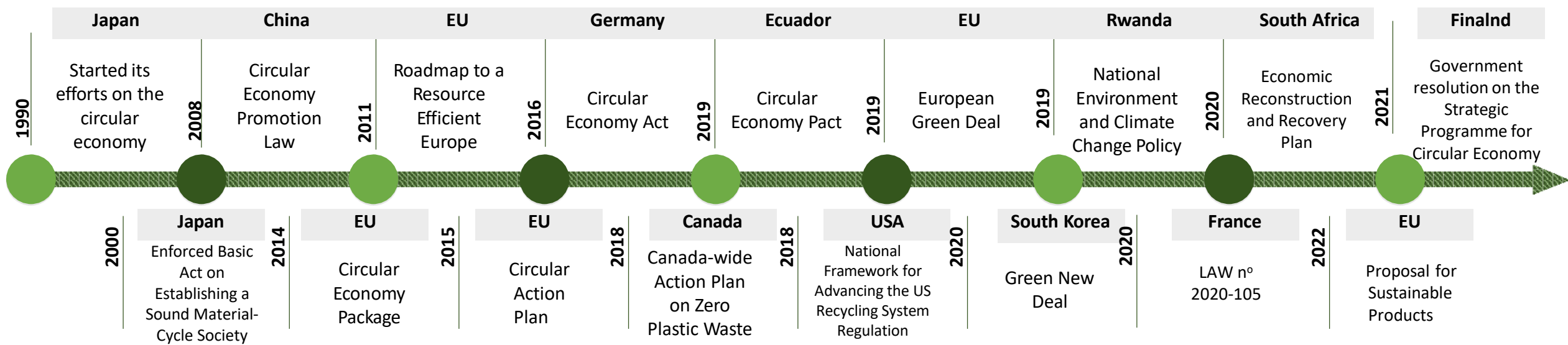
Increasing focus on sustainability to drive the growth of rPET


Global PET market poised to grow

Followed by strong growth potential in the Indian market



Increasing focus of countries towards circular economy to potentially drive the growth of recycled PET market



The background features a collage of various PET plastic bottles in shades of green and blue, some whole and some crushed. There are also recycling symbols, including a circular logo with the letters 'GESL' and a green recycling symbol. A large, stylized number '3' is centered in a white box on the left side of the image.








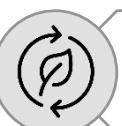
3

Key Strengths

Leading PET Plastic
Recycling Company With
Deep Domain Expertise
Driving Towards A
Sustainable Future

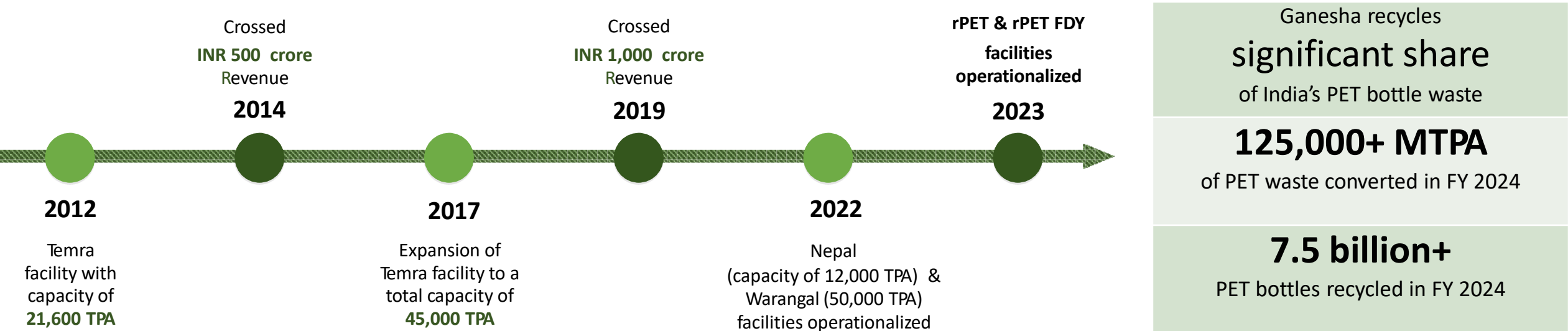
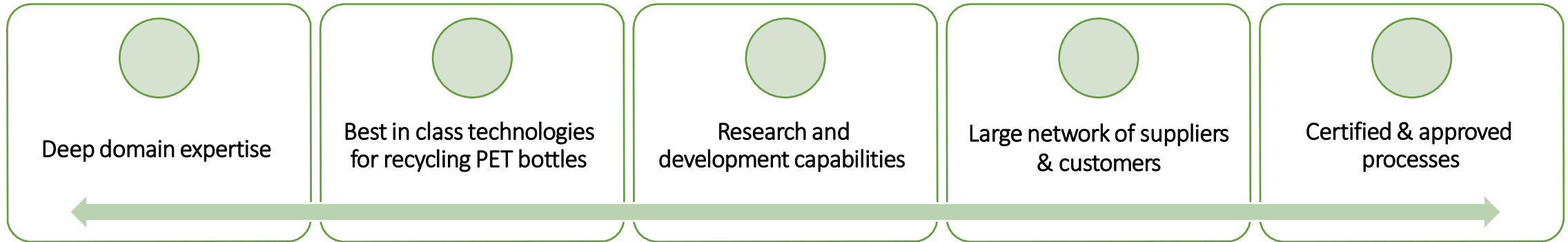


Key Strengths

-  Leading player in the PET recycling space *Recycles significant share of India's PET bottle waste*
-  Deep domain expertise *Across manufacturing and sourcing of plastic waste through network of 250+ suppliers*
-  Offering a wide product portfolio *500+ product variants and new brand launched under *
-  Relationships with clients across the Globe *400+ customers across 20+ countries*
-  6 manufacturing facilities across India and Nepal *6 manufacturing facilities having a total capacity of 168,440 TPA*
-  Professionally driven organization with qualified and experienced management team *8 board members and 6 Key persons*
-  Driving towards a sustainable future *Initiatives towards renewable energy*

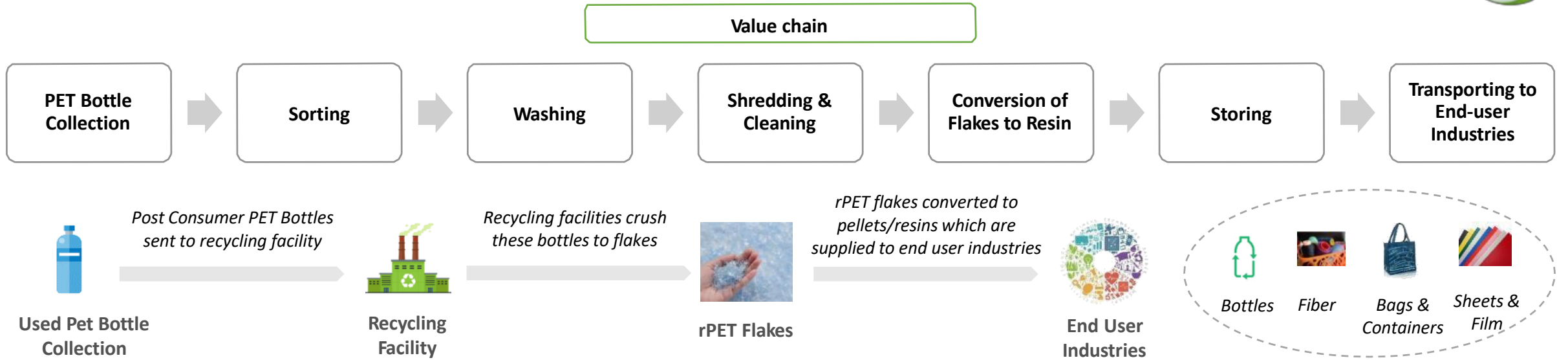


Leading player in the PET plastic recycling space

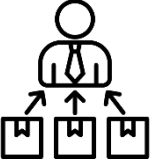

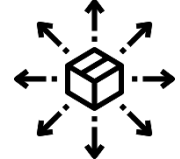



Leading player in the PET plastic recycling space and one of the leading companies in the RPSF space

Deep Domain Expertise – Created Strong Competencies



Domain expertise

			
Strong relationships with vendors	Process expertise	Distribution	Creating the ecosystem of waste collection
Strong relations and collection network of 250+ suppliers across India based on which the company mobilizes ~350 tons of PET waste every day	The manufacturing facility has fine tuned processes to eliminate PET flakes which are not standard and thus ensuring quality control over end products	Company has 6 sales office across the expanse of India and has a reach to 400+ clients in India as well as Globally to 20+ countries	Ganesha has created a strong ecosystem of organized vendors on a Pan India basis to collect plastic waste

Offering a wide product portfolio...



	rPET fibre							rPET spun yarn			
Products	Solid Fibre and dope dyed fibre	Hallow/ Conjugated	Fire retardant	Short-cut fibre	Micro fibre	Trilobal fibre	Polyester staple fibre	Melange	Single yarn	Double yarn	Filament yarn
Applications	Spinning, non woven fabrics	Stuffing in toys, pillows, etc	Industrial fabrics	Blending with other fibers	Fine fabrics	Special effect	Apparel, flooring, packaging, furniture etc	Body warmers	Dress material	Suitings, shirtings, furnishing fabric	Shirts, trousers, suits, home textiles, and bed linen
Industry	Textile and non woven fabrics	Home furnishings	Technical textiles	Textile, paper and construction	Textile		Spinning	Knitting	Clothing, knitting, hosiery, spinning		

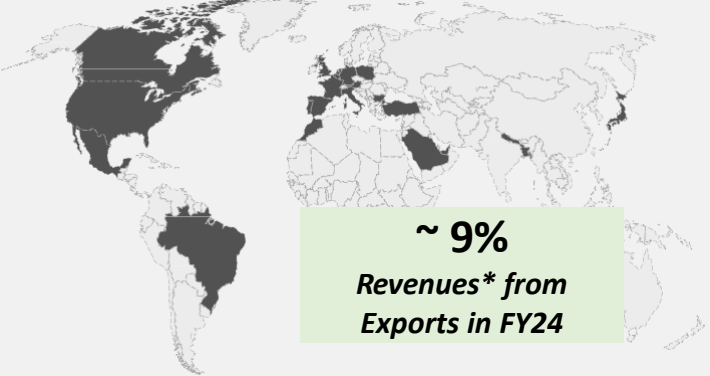
Ganesha has developed over 500 + product variants

Long standing relationships with clients



Having a footprint across the world

Exports across ~20+ countries

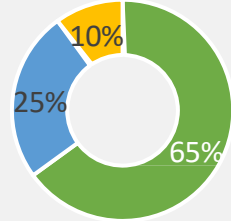


- **Become a preferred supplier of eco friendly rPET products** to reputed brands that believe in the sustainability story by establishing a premium brand
- Entrench into large FMCG brands by getting empaneled as a vendor to meet their rPET requirements
- Leverage first mover advantage & get our **rPET products audited by established brands** to be the first supplier for bottle grade chips in India

Capitalizing on the market opportunity for rPET products

With long standing relationships

- **Network of more than 400+ customers**
- The company's client base is diversified



FY24 segment wise revenue*

- Spinning segment
- Technical non woven segment
- Stuffing segment

- Currently working with **40+ brands across various stages of approvals to provide rPET products**

- Joined hands with **Manjushree 2.0**, a leading manufacturer of PET preforms, for joint development and marketing of rPET Chips

With Strong Partnerships



* Consolidated revenue

State of the art manufacturing facilities

across 6 plants strategically located across the expanse of India and Nepal



○ Kanpur	18,000 TPA
rPET Fiber	15,000 TPA
Dyed Textured yarn	3,000 TPA
● Rudrapur	39,600 TPA
rPET Fiber	39,600 TPA
○ Bilaspur and Temra	49,200 TPA
rPET Fiber	42,000 TPA
rPET Spun Yarn	7,200 TPA
● Warangal	77,640 TPA
rPET Granules	42,000 TPA
B2F Chips/ Filament Yarn	12,240 TPA
RPSF	12,600 TPA
PPSF	10,800 TPA

○ Nepal	12,000 TPA
Washed flakes	12,000 TPA

Manufacturing units have best in class certifications having a strong focus on quality



Warangal facility have additional approvals for food grade applications



Driving towards a sustainable future



Shifting towards clean renewable energy plant's across its production facilities in Temra, Bilaspur & Kanpur with a total installed capacity of 9.1 MWp of **Rooftop Solar power installations**



Partnership with a leading IPP for supply of Solar Power for captive consumption



Warangal facility is equipped to **recycle ~90% of water** required in operations and only ~10% fresh water would be needed



Zero discharge facility at Warangal



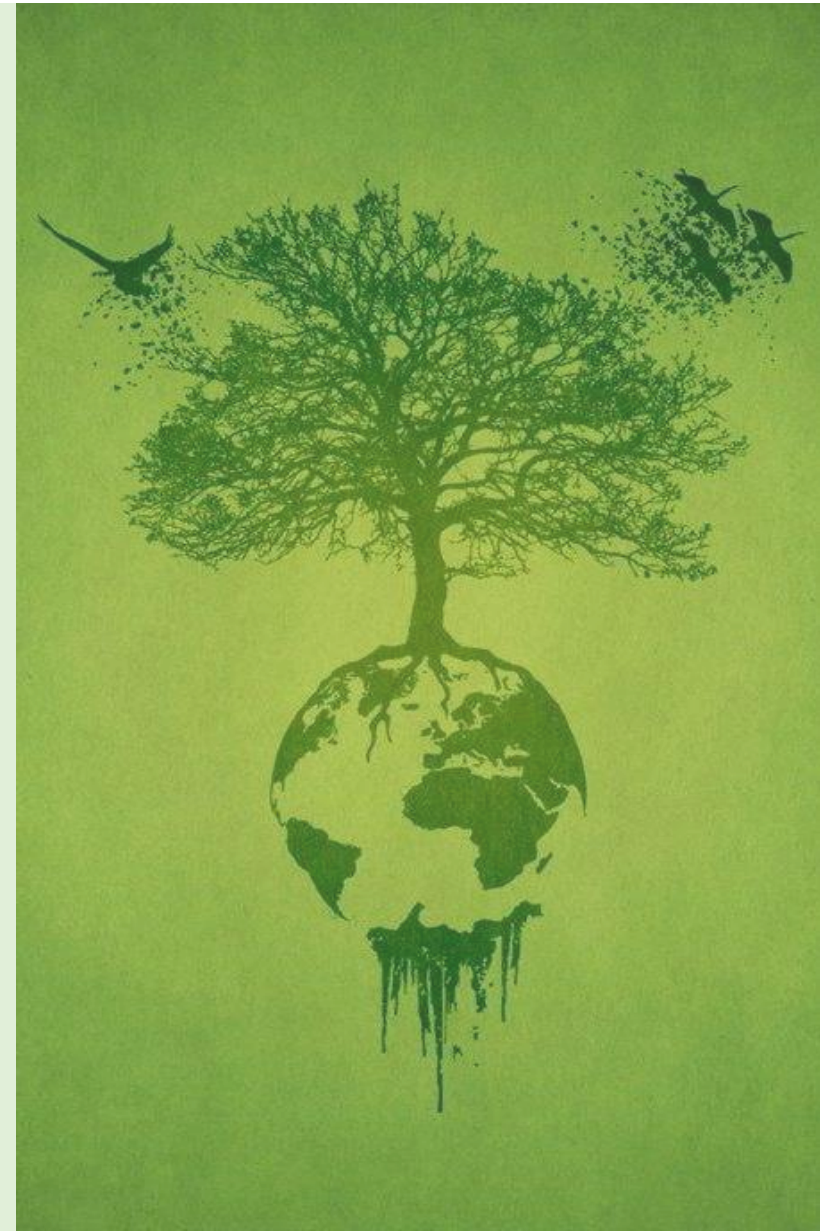
Impacting the environment by reducing burden of waste on Planet




Creating a sustainable, circular economy on a Global level



Helping industries to take steps towards sustainability



The background features a collage of various plastic bottles in shades of green and blue, some upright and some lying down. There are also recycling symbols, including a circular logo with the letters 'GESL' and a green recycling symbol. A large, bold black number '4' is centered in a white box on the left side of the image.

4

Key Strategies

Strive to become the preferred & largest provider for recycled plastic products Globally

Expansion playbook



Focusing on high value products

- Unlock the potential of GoRewise and work on high margin products
- Focus on new high value products across other plastic material types like HDPE, LDPE, PVC

Strengthen client relationships

Build relations with major brands to help them meet their sustainability goals

Focusing on the export market

Constantly strengthen our overseas presence through participation in international events and exhibitions

Seize the opportunity in rPET market

- Seize the demand for rPET in bottle grade applications
- Capitalize on the regulation being one of the few companies to have a large B2B facility

Segment diversification

Focus on increasing market share in technical textiles and household textiles sector



Recycling capacity to be potentially augmented further by 2025-26
Remain one of the key players in sustainability & preferred materials



...entering into a new age of recycling through



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

STATE OF ART TECHNOLOGY

Partnered with **best PET recycling technology** providers

Customized & re-designed technology to process Indian waste

Super-clean technology (*approved by Global organizations*) to produce rPET resin



FOCUS ON SUSTAINABILITY

Optimized processes for **minimum resource consumption**

Zero Liquid Discharge facility

Strong focus on R&D to continuously improve processes & products

UNMATCHED LEGACY

Manned by industry experts with an average of 25+ years experience

Large network of suppliers & customers to be leveraged



Launching new products in the space under Rewise



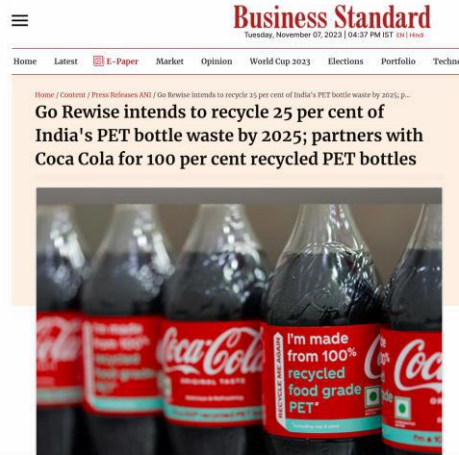
Every product manufactured under the brand goes through stringent quality checks to ensure only highest quality rPET products are supplied to our partners



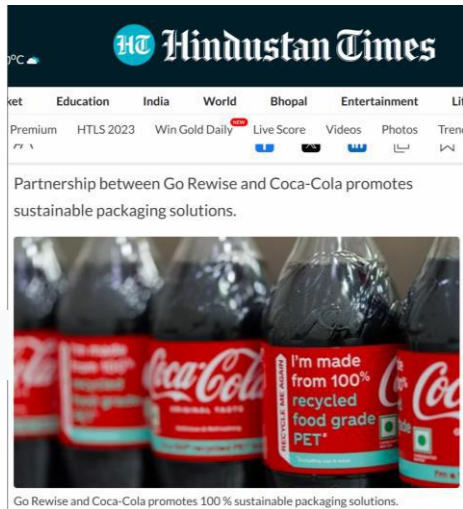
Product name	rPET Chips – Bottle Grade	rPET Chips – Textile Grade	rPET Fibers & Yarns
Target Customers	Partner with F&B industry for packaging needs	Partner with sustainability focused apparel & textile brands	Partner with sustainability focused apparel & textile brands
Differentiation	Almost virgin like properties	High customization that deliver better than virgin properties	Specialty product basket to cater to niche sectors
Certifications	USFDA, EFSA & FSSAI approved technology for food grade packaging	GRS & Oekotex certified rPET chips for high end textile applications	GRS and Oekotex certified Fibers and Yarns with high consistency and strength



Accelerating brand building and visibility for Go Rewrite



Packaging



Yash Sharma, Founder, Go Rewrite and Director at Ganesh Ecosphere, said: "At Go Rewrite, our goal is not just to recycle plastic but create viable options for green supply chain and circular economy solutions in India. Recycling is not just an environmentally responsible choice; it is a powerful tool to mitigate the effects of climate change. The recycling expertise we've harnessed from 25 years in the industry enabled us to push the boundaries of what's possible in PET recycling in India, and the partnerships with Manjushree for conversion and Coca-Cola for adoption of rPET helped us launch new sustainable packaging solutions at scale."

Thimmaiah NP, MD and CEO of Manjushree Technopack, said, "We are thankful to Coca-Cola India to have entrusted this opportunity to Manjushree. I thank the Go Rewrite team for bringing out consistent quality PCR PET granules, enabling us to make the preforms for the small pack CSD bottle successfully." Enrique Ackermann, Vice President, Technical and Innovation, Coca-Cola India, and Southwest Asia said, "Our

Textiles



Toronto Sun Times

London Channel News.

KarnatakaLive

THE PACKMAN
India's Premier Magazine for Modern Packaging

Hello Entrepreneurs

Business News Week
Only Business News



Thank you!

For further details, please contact us at: secretarial@ganeshhaecosphere.com

