



Date 14.11.2024

To,

The Manager
Listing Department
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street, Mumbai-400001
Scrip Code: 544199,
Scrip ID: GEMENVIRO

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 Investor Presentation on the Unaudited Financial Results of the Company for the half year ended 30th September, 2024.

In compliance with Regulation 46 of the aforesaid Regulations, the presentation is also being hosted on the website of the Company at www.gemrecycling.com.

Kindly take the above on record and oblige.

Thanking you,

Yours faithfully,

For **GEM Enviro Management Limited**

SACHIN SHARMA
Sachin Sharma
Managing Director
DIN: 05281526



GEM ENVIRO MANAGEMENT LIMITED

(Formerly Known as GEM Enviro Management Private Limited)

Waste Management Agency (WMA)

Reg. Office : Unit no.203, Plaza- 3, Central Square, Bara Hindu Rao, Delhi- 110006, Ph. No. 011-49068377/9654991840

Email : info@gemrecycling.com, Web : www.gemrecycling.com, CIN No. : **U93000DL2013PLC247767**



GEM ENVIRO MANAGEMENT LIMITED

Investor's Presentation – 30th September 2024



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This presentation contains statements that contain “forward looking statements” including, but without limited to, statements relating to the implementation of strategic initiatives, and other statements relating GEM Enviro Management Limited future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties, and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include but are not limited to, general market, macroeconomic, governmental, and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertake no obligation to publicly revise any forward-looking statements to reflect future likely events or circumstances.

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Company **Snapshot**

Company Snapshot



GEM Enviro Management Limited ("GEM") is a leading **Waste Management Agency (WMA)** providing variety of sustainability services to its clients. GEM is committed to a sustainable future and is focused towards making businesses across the world sustainable by providing sustainable solutions to its clients."

Our range of services include EPR (Extended Producer Responsibility) Fulfillment for all kinds of dry waste (Plastic, E-Waste, Battery, Tyre), ESG (Environment, Social and Governance) Consulting & BRSR (Business Responsibility and Sustainability Reporting) Reporting and Project Advisory & Management for Plastic Credits.

Mission: GEM's mission is to provide innovative waste management and sustainability solutions, empowering businesses to meet their sustainability obligations and reduce environmental impact for a sustainable future.

Vision: GEM's vision is to build a world where plastics are viewed as a valuable resource rather than a disposable commodity, ensuring a cleaner, greener, and more sustainable future for generations to come.



Essential Highlights

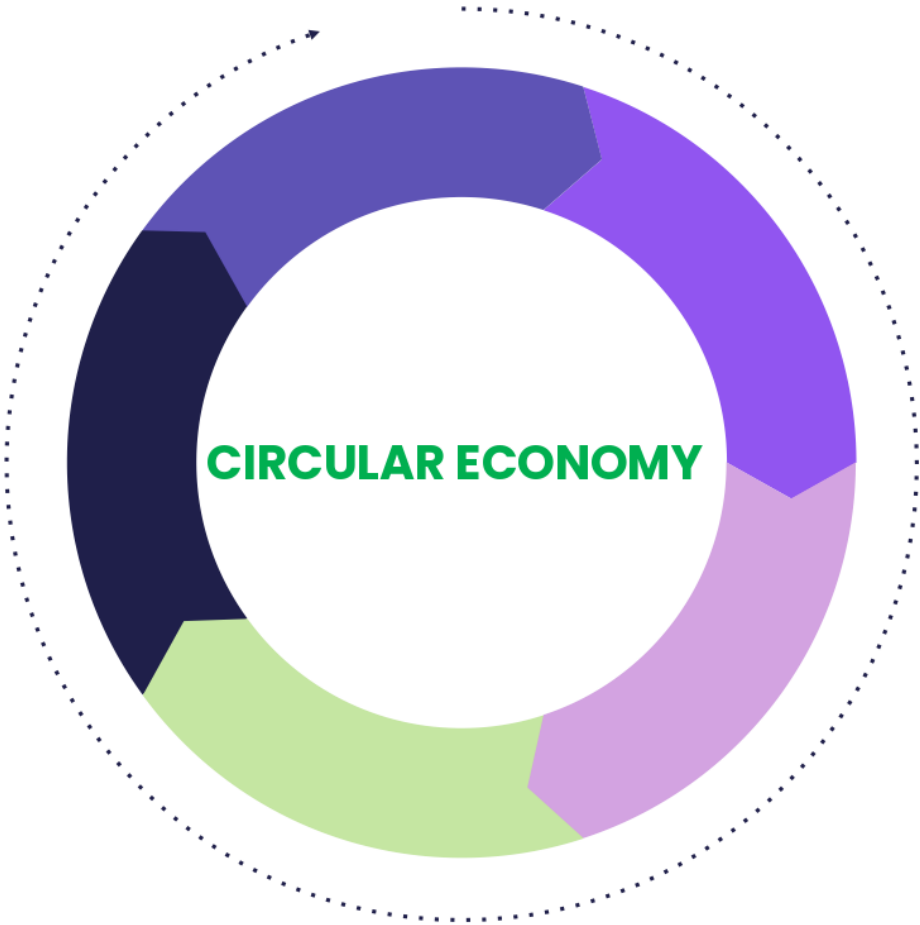
- **10+ Years of Experience**

- **ISO 45001: 2018 Certified**

- **100+ Client**

- **4 Lakhs MT + EPR Credits Transferred in FY 23-24**

- **45+ Plastic Waste Processor**



From Inception to Impact: Our Ongoing Journey



Change of Name from "Ganesh Enviro Management Private Limited" to "GEM Enviro Management Private Limited."

2013

Expansion of service offering beyond waste collection to include Extended Producer Responsibility business.

2016

2018

Provided more than 3,00,000 MT of EPR Credits to various clients.

2021

2023

2024

Foray into post-consumer plastic waste collection by developing model from direct collection of plastic waste from point of origin through hotels, restaurants etc.

Accomplishing EPR business of more than 100 clients.

Publicly listed on SME-BSE platform

Leading Minds Behind GEM



DINESH PAREEKH

- Dinesh Pareekh is a chairman of GEM is business leader and a seasoned professional in the corporate world with more than 30 years of experience in investments and entrepreneurship.



SACHIN SHARMA

- Sachin is the Founder-CEO of GEM.
- Sachin is an MBA from **IIM-Cal** with around 25 yrs. of work exp. across investment banking, PE and startups.

Our Key Clients



And many more...



Our Expertise in Action

01

EPR SERVICES

Our Extended Producer Responsibility (EPR) services help companies manage their product lifecycle by ensuring responsible disposal and recycling of materials. We assist in compliance with regulations, enabling businesses to reduce their environmental impact and promote sustainability.

02

ESG CONSULTING

Our Environmental, Social, and Governance (ESG) consulting services provide organizations with tailored strategies to enhance sustainability practices, improve stakeholder engagement, and meet regulatory requirements. We help clients navigate the complexities of ESG reporting and performance improvement.

03

WASTE COLLECTION & RECYCLING

We provide efficient waste collection and recycling services tailored to both residential and commercial needs. Our solutions ensure the responsible disposal of waste, maximizing recycling rates and minimizing landfill contributions, thereby promoting a cleaner environment.

04

PLASTIC CREDIT

We assist clients in generation and sale of Plastic Credits based on the guidelines of organizations such as VERRA and PCX Markets. This enables our clients to enhance their plastic waste collection and recycling infrastructure thereby committing to sustainable future.



Awards & **Certifications**



Awards & Certificates



Times Business Awards North 2023
For being a Recycler Partner



ISO 45001:2018 Certificate From
Deutsche Accreditation Board



Awards & Certificates



GEM has been recognized by the Ministry of Finance with a Certificate of Appreciation for consistently timely GST filings, tax payments and compliance across three consecutive financial years.



EPR Market **Overview**

EPR Credit Mechanism in India



The EPR credits mechanism allows companies to fulfill their Extended Producer Responsibility (EPR) obligations by purchasing credits from accredited waste management agencies or recyclers that collect and process plastic waste equivalent to their production.



HOW IT WORKS

Producers, Importers, and Brand Owners (PIBOs) can recycle or manage plastic waste themselves or purchase EPR credits from agencies fulfilling these responsibilities on their behalf.



DIGITAL FRAMEWORK

The Ministry of Environment, Forest and Climate Change has launched a digital platform under Central Pollution Control Board (CPCB) for tracking, trading, and monitoring EPR credits, ensuring transparency and accountability



COMPLIANCE & REPORTING

Companies must submit their EPR credit compliance reports to the Pollution Control Board via the CPCB's EPR portal to demonstrate adherence to the plastic waste management rules

Current Trends in Plastic EPR



In the last six months, we have observed a notable increase in registrations as outlined by the PWM (Amendment) Rules, 2024. Specifically, the registered number of **Producer Importers and Brand Owners (PIBOs)** has surged by **28%**, reflecting a strong commitment to sustainable practices and compliance within the industry. Furthermore, registrations for **Plastic Waste Processors (PWPs)** have risen by **8%**, indicating a growing capacity to effectively manage plastic waste. These trends highlight a positive shift towards responsible plastic management, reinforcing the importance of the Extended Producer Responsibility (EPR) framework in promoting sustainability and reducing environmental impact.

The number of registered PIBOs and PWPs as on 07th October 2024 are outlined below:

4,551
PRODUCER

35,731
IMPORTER

2,867
BRAND OWNERS

2,509
PLASTIC WASTE PROCESSORS

The Ministry of Environment, Forest and Climate Change (MoEFCC) has notified the Guidelines for mandatory targets for registered PIBOs under EPR for the various categories of Plastics. The targets as on 15-10-2024 for the FY 2022-23 are as below:

Category	Cat-I	Cat-II	Cat-III	Cat-IV	Sub-total
Brand owner	67,1861	7,53,508	2,71,746	494	16,97,610
Producer	94,697	40,979	20,670	0	1,56,347
Importer	25,379	76,801	8,372	1,125	1,11,678

Advancing EPR beyond Plastic



With the introduction of new waste management rules for other types of waste (viz. E-waste, Battery and Tyre waste). It is now essential for producers to comply with these updated standards. This shift creates a promising market for EPR credits in these wastes division. The details and opportunities within these emerging credit markets are outlined below.

Sr. No.	Types of Waste	Rules
1	Battery Waste	Batteries Waste Management Rules 2022 ("BWM Rules 2022")
2	Electronic Waste	E-Waste Management Rules 2022 ("EWM Rules 2022")
3	Hazardous waste including Waste Tyres and Used Oil	Hazardous and Other Wastes (Management and Transboundary Movement) Rules 2016

E-WASTE MARKET



Total Market size:*
INR 300 Crore

FY 23-24 Qty:
3 Lac MT

Total Producer:
4,500 +

BATTERY WASTE MARKET



Total Market size:*
INR 290 Crore

FY 23-24 Qty:
3 Lac MT

Total Producer:
2,500 +

TYRE WASTE MARKET



Total Market size:*
INR 500 Crore

FY 23-24 Qty:
19 Lac MT

Total Producer:
150 +

*Source: GEM Research



Global Engagement : **EPR Dialogue**

Global EPR Initiatives



GEM Enviro Management Ltd recently organized the 'Dialogue on India's Growth Story Through EPR' conference in Thailand. The event brought together producers and brand owners, including those from E-waste, Battery, and Tyre waste sectors, to share success stories, best practices, and strategies for achieving circularity. This conference showcased India's leadership in sustainable waste management and created potential business opportunities for GEM.





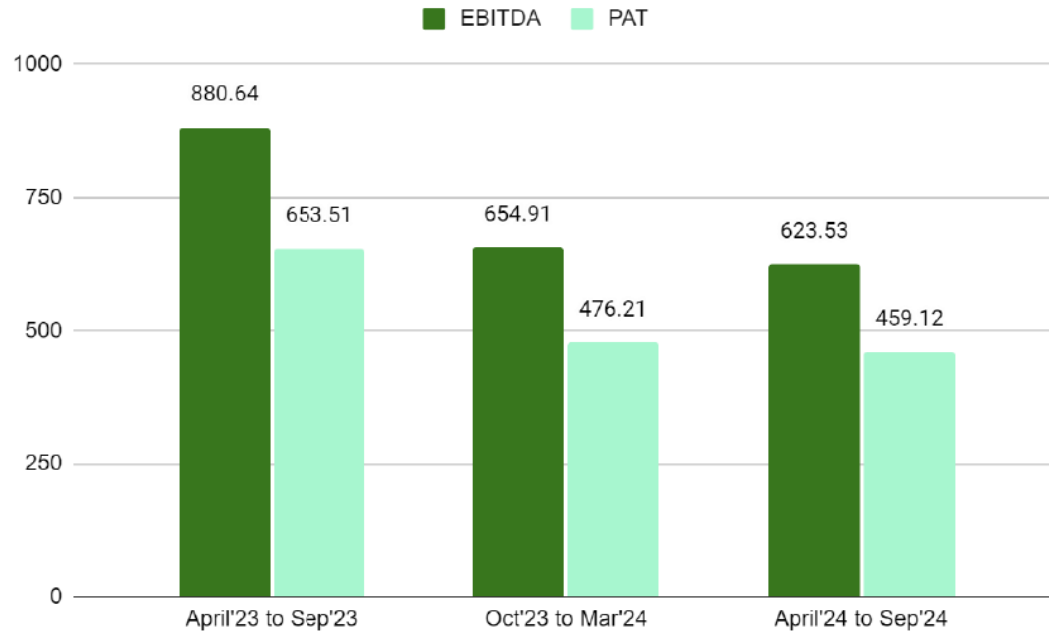
Financial Highlights

Trend Analysis



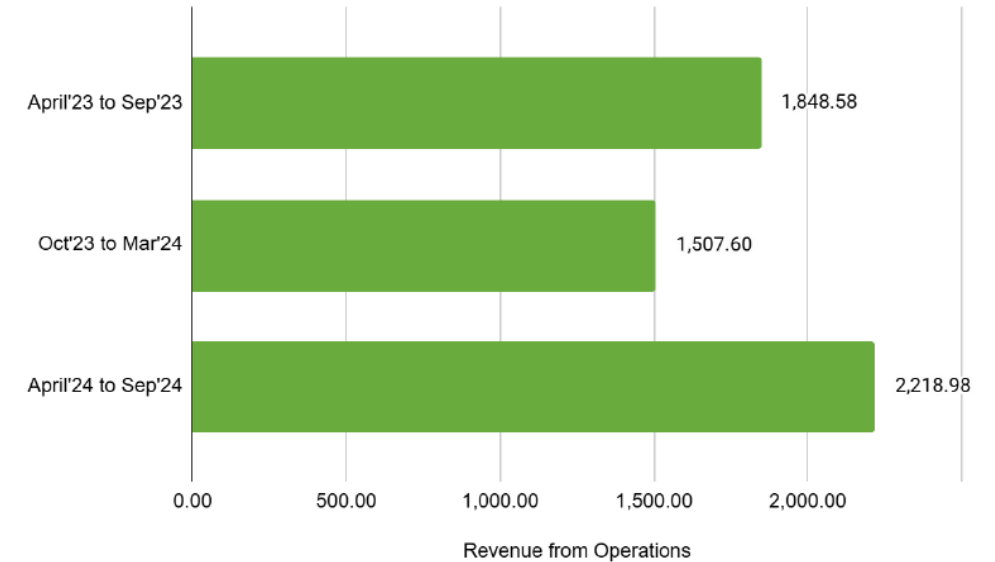
Amt. in lakhs

EBITDA & PAT TREND (HALF YEARLY)



	April'23 to Sep'23	Oct'23 to Mar'24	April'24 to Sep'24
EBITDA	880.64	654.91	623.53
PAT	653.51	476.21	459.12

REVENUE TREND (HALF YEARLY)

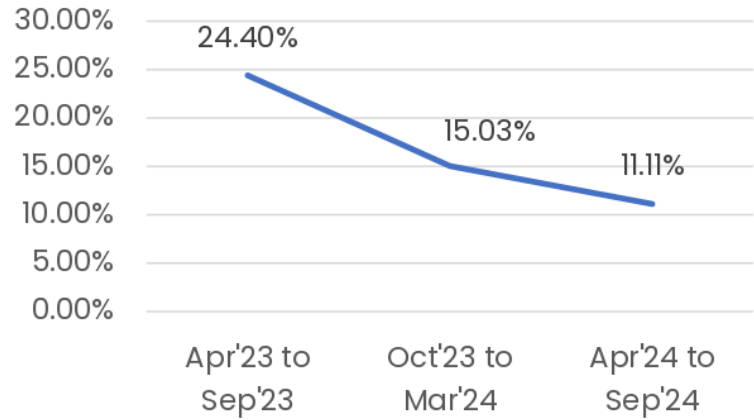


	April'23 to Sep'23	Oct'23 to Mar'24	April'24 to Sep'24
Revenue from Operations	1,848.58	1,507.60	2,218.98

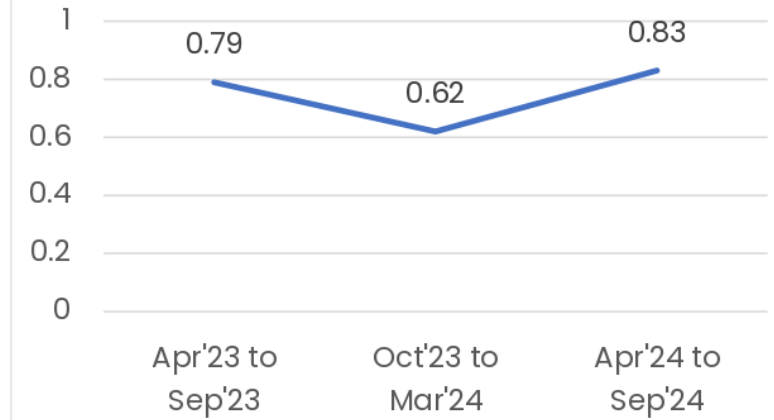


Key Ratios

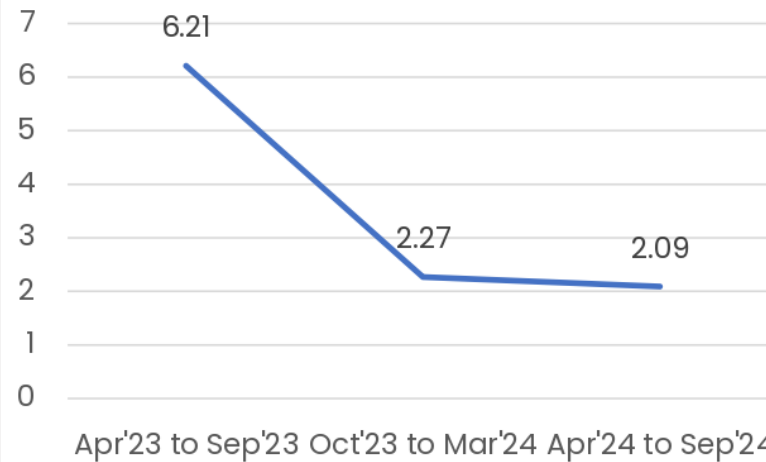
Return on equity (ROE)



Receivables turnover ratio



Earnings per share (EPS)



Profit & Loss Accounts



Amt. in lakhs

Particulars	Apr'24 to Sep'24	Oct'23 to Mar'24	Apr'23 to Sep'23	FY 2023-24	FY 2022-23	FY 2021-22
Revenue	₹2,218.98	₹1,507.60	₹1,848.58	₹3,356.18	₹4,253.02	₹3,280.00
Other Income	₹30.83	₹56.79	₹14.88	₹71.67	₹27.55	₹11.48
Total Income	₹2,249.81	₹1,564.39	₹1,863.46	₹3,427.85	₹4,280.57	₹3,291.48
Purchases	₹102.60	₹89.82	₹40.56	₹130.38	₹651.05	₹240.19
Operating expenses	₹1218.21	₹530.98	₹732.86	₹1,263.84	₹1,767.63	₹1,521.60
Changes in inventories of stock in trade	-₹6.87	-₹0.16	-₹1.55	-₹1.71	₹4.08	₹43.10
Employee costs	₹175.68	₹150.04	₹136.58	₹286.62	₹241.33	₹184.52
Other expenses	₹136.66	₹138.79	₹74.37	₹213.16	₹261.42	₹298.58
Total Expenditure	₹1,626.28	₹909.47	₹982.82	₹1,892.29	₹2,925.51	₹2,287.99
EBITDA	₹623.53	₹654.92	₹880.64	₹1,463.89	₹1,327.51	₹992.01
EBITDA (%)	28.10%	43.44%	47.64%	43.62%	31.21%	30.24%
Finance costs	₹0.00	₹0.00	₹0.00	₹0.00	₹0.00	₹0.00
Depreciation	₹3.19	₹2.92	₹2.62	₹5.54	₹5.04	₹5.90
PBT	₹620.34	₹652.00	₹878.02	₹1,530.02	₹1,350.02	₹997.59
Tax	₹161.21	₹174.91	₹224.51	₹399.43	₹348.20	₹252.36
PAT	₹459.13	₹477.09	₹653.51	₹1,130.59	₹1,001.82	₹745.23
NPM (%)	20.41%	30.50%	35.07%	32.98%	23.40%	22.64%

Balance Sheets



Amt. in lakhs

Equities & Liabilities	Half year ended 30-09-2024	Year ended 31-03-2024	Year ended 31-03-2023
Share Capital	₹1,127.52	₹1,052.64	₹30.96
Reserves	₹3,728.96	₹2,354.83	₹2,380.55
Net worth	₹4,856.48	₹3,407.47	₹2,411.51
Non-Current Liabilities:			
Non-Current Borrowings	₹0.00	₹0.00	₹0.00
Long Term Provisions	₹39.30	₹25.48	₹19.58
Total Non-Current Liabilities	₹39.39	₹25.48	₹19.58
Current Liabilities:			
Current Borrowings	₹0.00	₹0.00	₹0.00
Trade Payables	₹618.64	₹643.52	₹876.18
Short Term Provisions	₹78.66	₹31.55	₹110.12
Other Current Liabilities	₹597.22	₹60.72	₹157.54
Total Current Liabilities	₹1,294.52	₹735.76	₹1,143.84
Total Equity & Liabilities	₹6,190.39	₹4,168.71	₹3,574.93

Assets	Half year ended 30-09-2024	Year ended 31-03-2024	Year ended 31-03-2023
Non-Current Assets:			
Fixed Assets	₹64.94	₹30.71	₹32.17
Deferred Tax Assets	₹10.88	₹9.08	₹3.79
Non-Current Investments	₹69.84	₹61.27	₹61.28
Long Term Loans and Advances	₹59.01	₹59.01	₹54.59
Total Non-Current Assets	₹204.67	₹160.07	₹151.83
Current Assets:			
Inventories	₹17.02	₹10.14	₹8.43
Trade Receivables	₹2,972.22	₹2,405.62	₹2,189.33
Cash & Cash Equivalents	₹1,838.43	₹1,479.10	₹1,187.69
Short Term Loans & Advances	₹1,148.72	₹105.17	₹35.13
Other Current Assets	₹9.24	₹8.61	₹2.52
Total Current Assets	₹5,985.63	₹4,008.64	₹3,423.10
Total Assets	₹6,190.39	₹4,168.71	₹3,574.93

Cash Flow Summary



Amt. in lakhs

Particulars	Apr'24 to Sep'24	Oct'23 to Mar'24	Apr'23 to Sep'23	FY 2023-24	FY 2022-23	FY 2021-22
Cashflow from Operating Activities	-₹615.40	₹268.44	₹103.98	₹372.42	₹845.71	₹345.18
Cashflow from Investing Activities	-₹15.17	₹54.67	₹12.92	₹67.59	-₹40.55	₹3.73
Cashflow from Financing Activities	₹989.89	₹0.00	-₹148.61	-₹148.61	-₹305.89	-₹46.80
Net Cash Flows	₹359.32	₹323.11	-₹31.71	₹291.40	₹499.29	₹302.11

Performance Review



Net Profit Update

Net profit declined due to increased competition and continuous disruptions in the CPCB portal, which prevented recyclers from uploading documents. This led to a temporary shortage of credits, elevating prices of the available credits. Despite these challenges, we have successfully expanded our market share and are broadening our EPR operations into Battery, E-waste and Tyre waste segments.

ROE and EPS Impact

The recent IPO share issuance has temporarily impacted Return on Equity (ROE) and Earnings Per Share (EPS) ratios. Despite this, the additional capital has strengthened our financial position, enabling further expansion and investment in key growth areas.



IPO Highlights

From Private to Public : IPO Insights



Total Issue Size	59,90,400 Equity shares
Fresh Issue	14,97,600 Equity shares
Offer for sale	44,92,800 Equity shares
Face value	₹5/- each
Price Band	₹71 - ₹75
Lot size	1,600 Equity shares
Pre-Issue Holding:	
Promoter & Promoter group	2,10,52,800 Equity shares (100%)
Public	Nil
Post Issue Holding:	
Promoter & Promoter group	1,65,60,000 Equity shares (73.44%)
Public	59,90,400 Equity shares (26.56%)
Issue Proceeds:	
Total proceeds	₹44,92,80,000
Issue expenses	₹3,16,72,159
Net proceeds	₹41,76,07,841

Subscriber's response (Oversubscribed by):	
QIBs	160.22 times
HNIs	462.89 times
Retail	240.25 times

Listing Insights:	
Listing date	26 th June 2024
Listing price	₹142.50
Day high	₹149.60
Day close	₹149.60

Shareholding pattern (as on 30th September 2024):		
Promoter & Promoter Group	1,65,60,000	73.44%
AIFs	2,11,200	0.94%
NBFCs	3,15,200	1.40%
FPIs	1,60,000	0.71%
Resident individuals	44,60,800	19.79%
NRIs	2,09,600	0.93%
Body corporates	3,34,400	1.48%
Firm/ Trusts/ HUFs	2,99,200	1.33%
Total	2,25,50,400	100.00%



Strength

- GEM currently holds 20% of the 20 Lakh MT Plastic EPR credits market and is poised to surpass industry growth in the coming years.
- Strong relationships with recyclers and waste aggregators across the plastic and EPR value chain strengthen GEM's position.



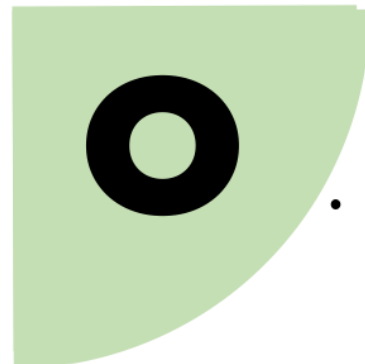
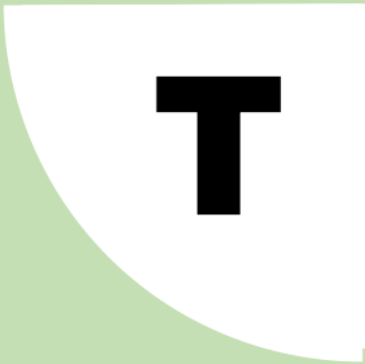
Weakness

- The waste service industry is new and hence there is dearth of trained manpower available in the market for hiring. Therefore, GEM has to train and retain its executive workforce.



Threat

- There is ever growing competition in the EPR segment as there are no entry barriers of licensing or capex.
- There are frequent changes in regulations by CPCB.



Opportunity

- The introduction of new regulations for E-waste, Battery, and Tyre waste presents significant market opportunities for GEM.
- The waste tech / enviro tech industry is new and offers opportunities for high growth with the use of cutting-edge technologies such as AI and Blockchain.

Future Growth Strategy



GEM Continues to grow in Plastic waste EPR segments and aims to attract new customers



GEM offers BRSR services and strategic ESG advisory to help clients comply with Sebi's mandatory ESG reporting for the top 1000 listed companies, providing tailored ESG strategies and risk mitigation plans aligned with their business processes



GEM registered with VERRA and advising "Ganesha Overseas Pvt. Ltd." For generation and sale of 10000+MT/Yr. of Plastic Credits in Nepal.



GEM has partnered with E-Waste Recyclers to serve E-Waste clients, addressing E-Waste EPR requirements, ensuring full compliance



Thanks!

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