

# GANESHA ECOSPHERE LTD



# Waste to Wealth



GANESHA ECOSPHERE LTD.

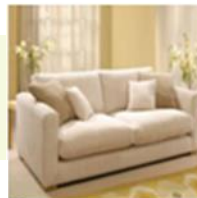
- WHO are we
- WHAT do we do
- HOW do we do it



# WHO



- Ganesha Ecosphere Ltd (GESL) – one of India’s key player in PET recycling industry.
- Capacity to produce 1,08,600 TPA of recycled Polyester Staple Fibre (RPSF) and 7,200 TPA recycled Polyester Spun Yarn (RPSY) by recycling PET waste (~4.52 billion PET bottles).
- RPSF / RPSY used by downstream units for textiles (T-Shirts, body warmers etc.), functional textiles (non-woven air filter fabric, geo textiles, carpets, car upholstery) and fillings (for pillows, duvets, toys) – 100% recycling of PET
- Corporate office in Kanpur (UP) with recycling units in Kanpur (UP), Bilaspur and Rudrapur (Uttaranchal)



# WHAT



- Collect discarded PET waste (bottles, containers etc.) for recycling
- Robust collection network 200+ suppliers/ vendors, spreading throughout the country.
- Arrangements with Bottling company for collection and recycling of their plant scrap .
- PET waste sourced through rag pickers chain is crushed and baled by suppliers/ vendors and shipped to our factories;
- Network enables collection of about 250 tons of PET waste daily.

## SOURCES

GARBAGE

INSTITUTIONS

PRIMARY USERS

## MODES

CONTRACTOR

CONTRACTOR / DIRECT

DIRECT

## FORM

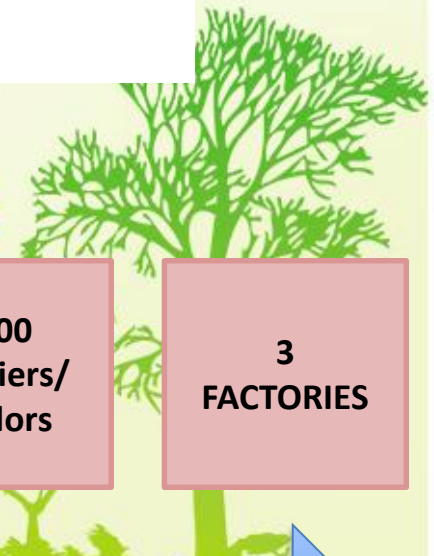
BOTTLES / BALES

BOTTLES / BALES

BOTTLES



**> 200  
Suppliers/  
vendors**



**3  
FACTORIES**

Suppliers/ Vendors supply directly to factories in bale or chip form

# HOW

- Waste sorted for colour, non-PET removed, cleaned, chipped to small flakes, converted into RPSF through high speed extruders in a non-chemical process
- With no polluting chemicals used, recycling process itself is environment friendly
- High end drawing and crimping machines allow top quality fibre
- Recycled material compares favourably with virgin fibre / yarn in all aspects
- Installed capacity of 25,920 spindles (7,200 tpa) as well as job arrangement with a outside Yarn Spinning unit to convert about 8.3% of its RPSF output to RPSY
- Dyeing capability for widest colour palette for fibre and yarn production



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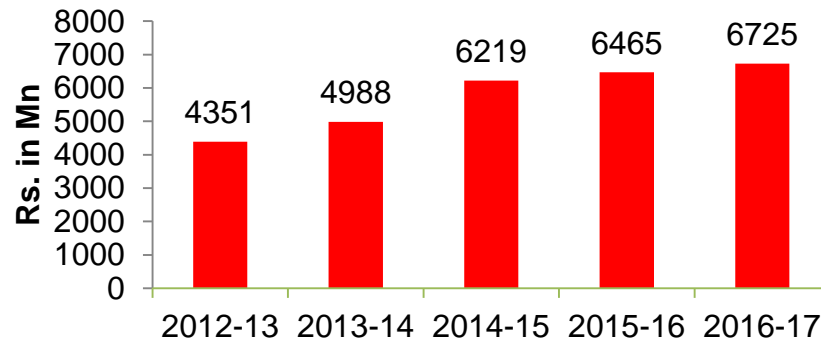
GANESHA ECOSPHERE LTD.

# FINANCIALS



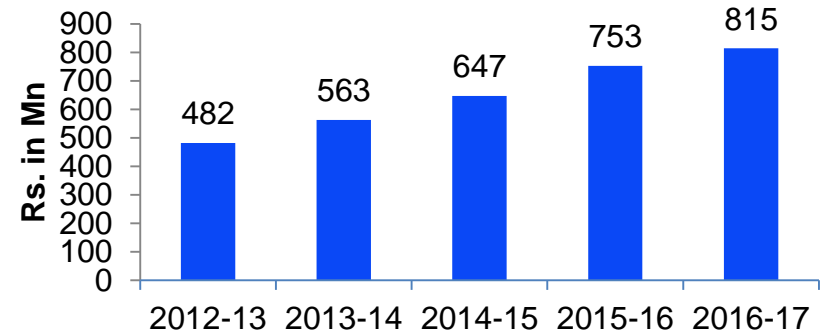
# 5 Year Performance

## Revenue



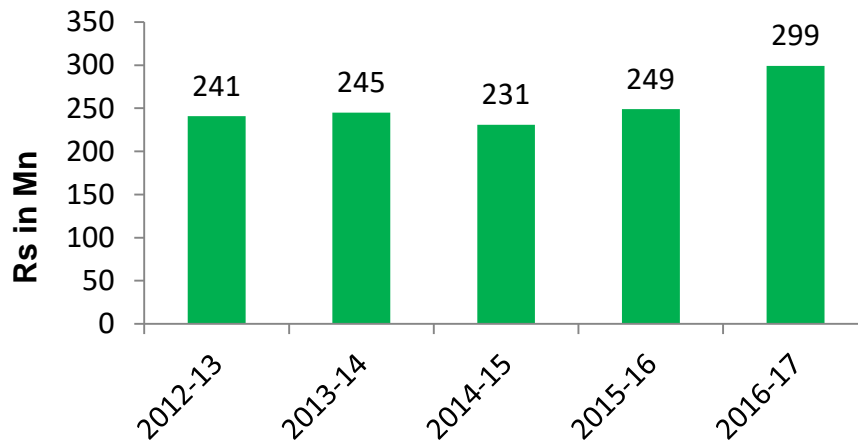
Years

## EBITDA



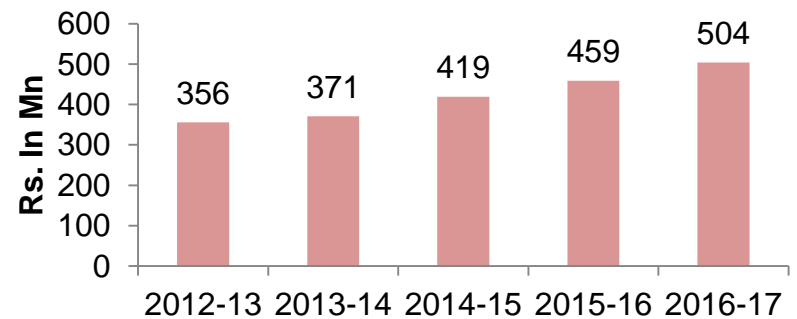
Years

## Profit After Tax



Years

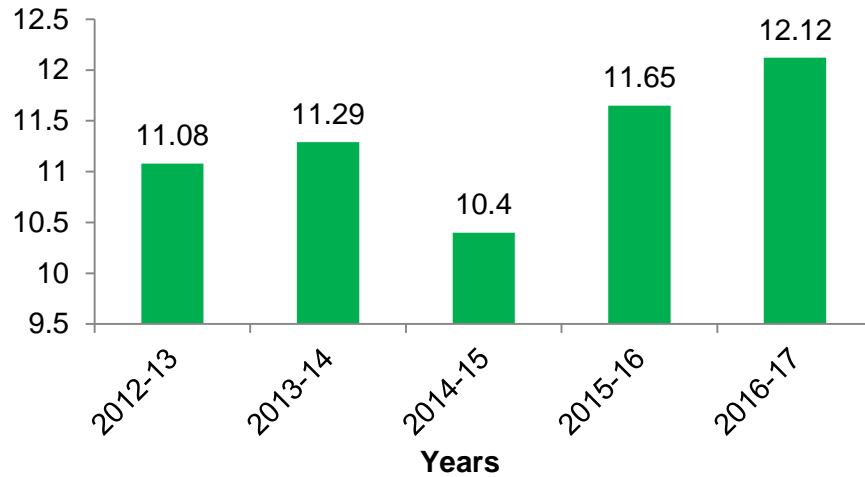
## Cash Profit



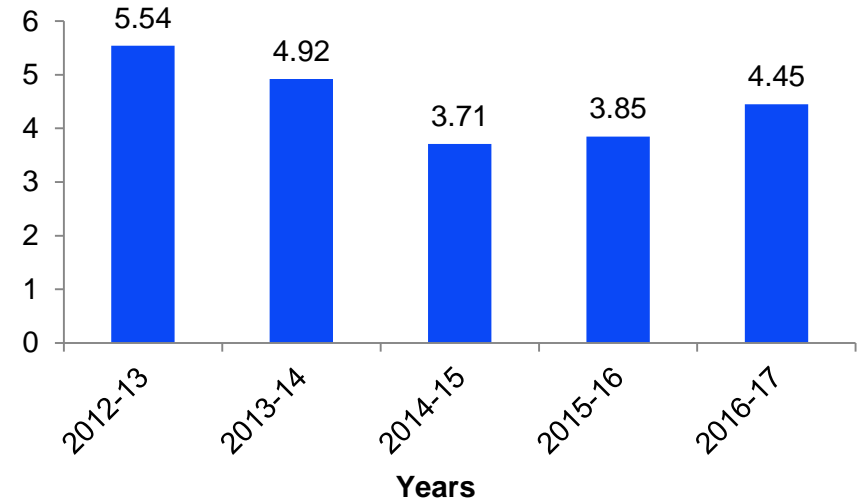
Years

# 5 Year Performance

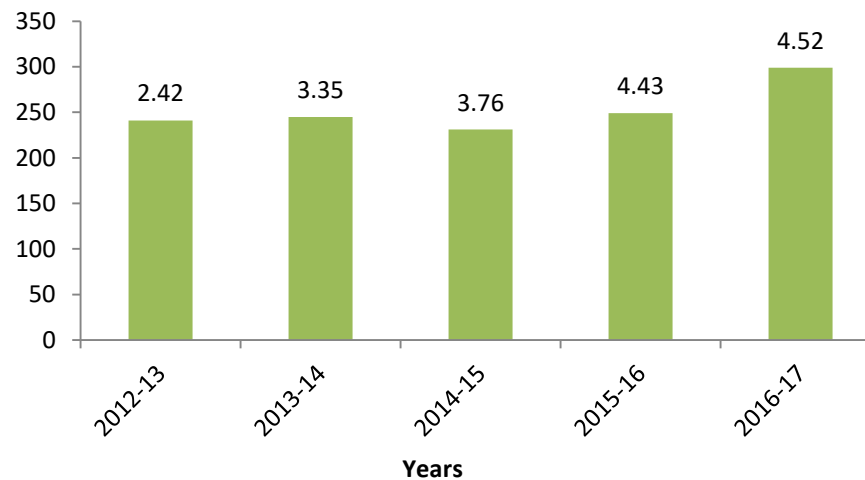
## EBIDTA Margin (%)



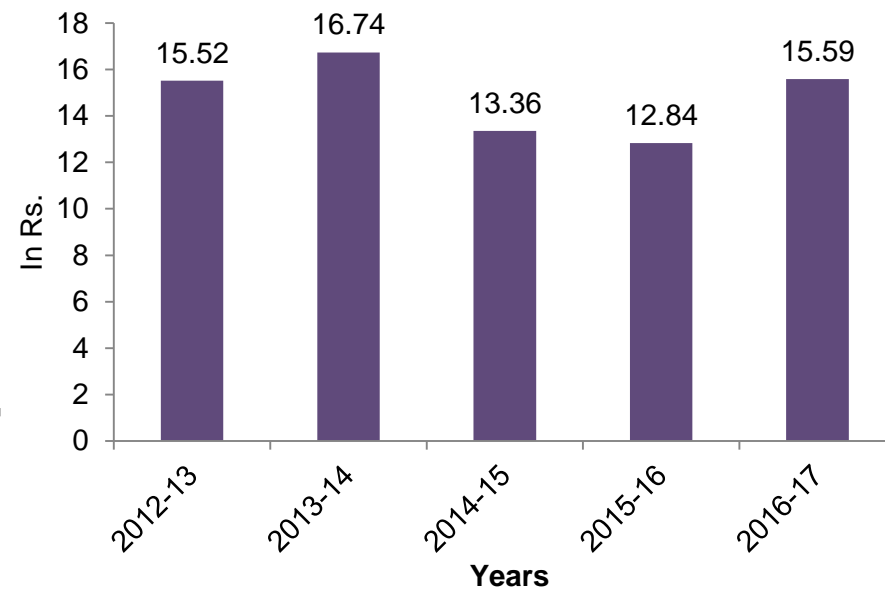
## PAT margin (%)



## Pet Bottles Recycled (In Bn)

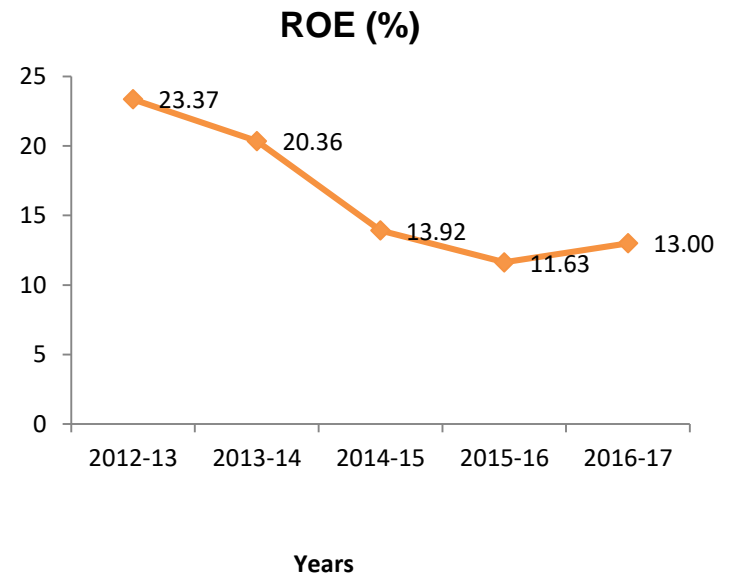
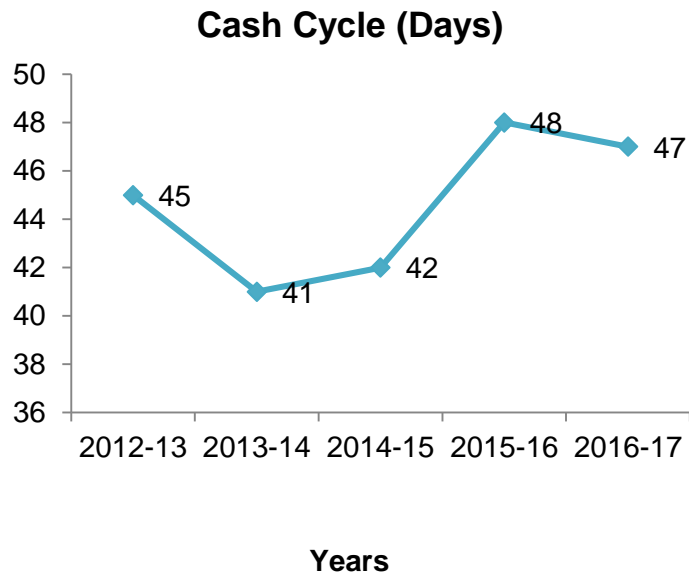
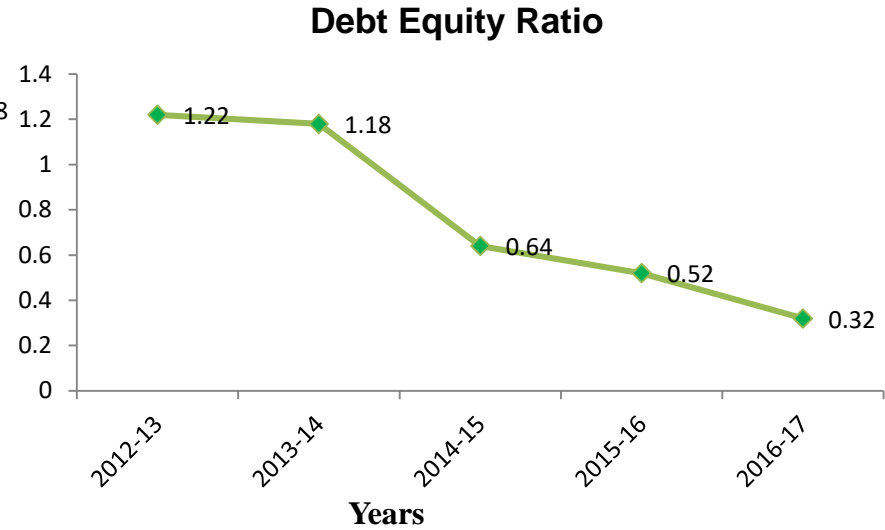
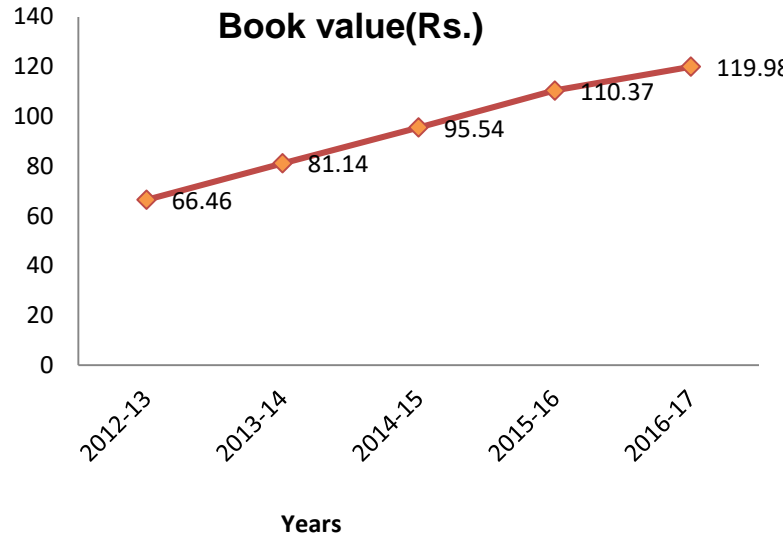


## Earning Per Share





# 5 Year Performance



## Balance Sheet / P&L

| (INR Mn)               | FY13  | FY14  | FY15  | FY16  | FY17 |
|------------------------|-------|-------|-------|-------|------|
| Equity Share Capital   | 152   | 152   | 162   | 192   | 192  |
| Net worth              | 1,009 | 1248  | 1468  | 2002  | 2301 |
| Long Term Borrowings   | 1,068 | 1,251 | 869   | 717   | 368  |
| WC Borrowings          | 538   | 765   | 796   | 465   | 625  |
| Net Fixed Assets       | 1,878 | 2,622 | 2677  | 2564  | 2487 |
| Current Assets         | 1,095 | 1,290 | 1712  | 1530  | 1874 |
| Current Lia. (Exc. WC) | 502   | 730   | 844   | 778   | 984  |
| (INR Mn)               | FY13  | FY14  | FY15  | FY16  | FY17 |
| Total Revenue          | 4,364 | 5,010 | 6250  | 6488  | 6764 |
| Growth%                | 12.71 | 14.80 | 24.75 | 3.81  | 4.25 |
| EBITDA                 | 482   | 563   | 647   | 753   | 815  |
| Growth%                | 11.06 | 16.80 | 14.92 | 16.38 | 8.23 |
| Finance cost           | 103   | 159   | 197   | 199   | 149  |
| Depreciation           | 115   | 126   | 189   | 210   | 204  |
| PBT                    | 265   | 263   | 261   | 344   | 462  |
| PAT                    | 241   | 245   | 231   | 249   | 299  |
| Cash Profit            | 356   | 371   | 419   | 459   | 504  |

## Quarterly Performance

| (INR Mn )                     | Quarter ended<br>30.09.2016 | Quarter ended<br>31.12.2016 | Quarter ended<br>31.03.2017 | Quarter ended<br>30.06.2017<br>(IND AS<br>Compliant) | Quarter ended<br>30.09.2017<br>(IND AS<br>Compliant) | Quarter ended<br>31.12.2017<br>(IND AS<br>Compliant) |
|-------------------------------|-----------------------------|-----------------------------|-----------------------------|--|--|--|
| <b>Revenue from Operation</b> | 1717                        | 1657                        | 1825                        | 1970   | 1687   | 1802   |
| <b>EBITDA</b>                 | 210                         | 212                         | 212                         | 216  | 196  | 219  |
| <b>EBITDA Margin (%)</b>      | 12.23%                      | 12.79%                      | 11.62%                      | 10.96%   | 11.62%   | 12.15%   |
| <b>Depreciation</b>           | 51                          | 52                          | 52                          | 48   | 49   | 50   |
| <b>Finance cost</b>           | 38                          | 40                          | 29                          | 33   | 34   | 30   |
| <b>PBT</b>                    | 121                         | 120                         | 131                         | 135  | 113  | 139  |
| <b>PAT</b>                    | 80                          | 78                          | 83                          | 89   | 73   | 93   |
| <b>PAT Margin (%)</b>         | 4.66%                       | 4.71%                       | 4.55%                       | 4.47%  | 4.32%  | 5.12%  |
| <b>No of Shares</b>           | 19.18                       | 19.18                       | 19.18                       | 19.18  | 19.18  | 19.18  |
| <b>Basic EPS - INR</b>        | 4.17                        | 4.05                        | 4.32                        | 4.62   | 3.80   | 4.83   |
| <b>Diluted EPS - INR</b>      | 4.17                        | 4.05                        | 4.32                        | 4.62   | 3.80   | 4.83   |

**THANK YOU**