



# GANESHA ECOSPHERE LIMITED

GESL/2023-24

November 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 & half year ended 30<sup>th</sup> September, 2023.

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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Q2FY24

PERFORMANCE PRESENTATION



# 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.*



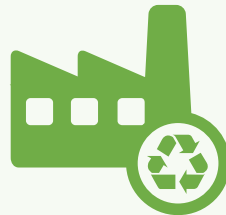
Directly impacts the environment by reducing the burden of waste on the planet



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



# Product Portfolio



## 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

# GESL has grown exponentially over the last 10 years

## Last 10 years at a Glance



INR 1132.86 Crore Revenue in FY22-23 with a 8.53% CAGR growth in the last 10 years



Current market capitalization of INR1848.51crore compared to INR 81 crore in FY14



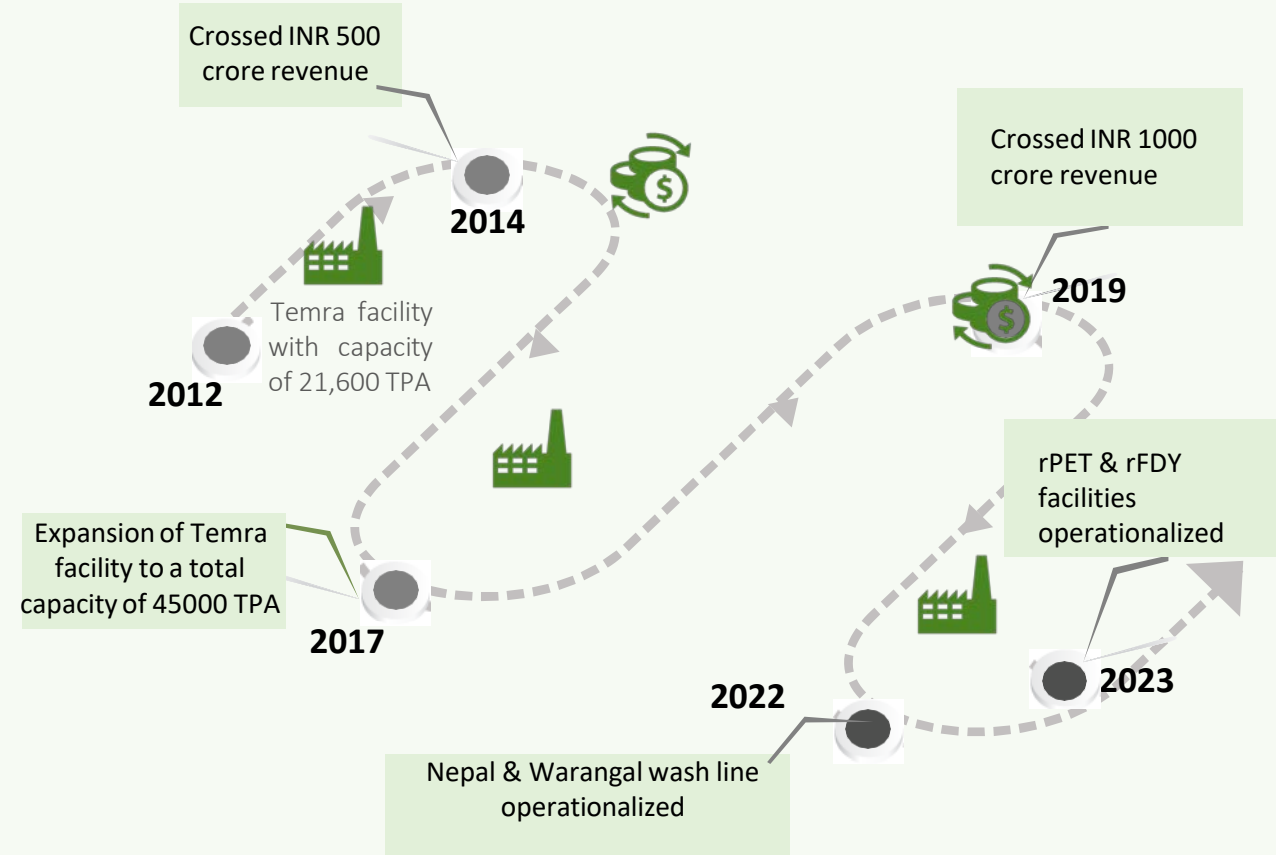
6.27 bn bottles recycled in FY23 compared to 3.35 bn bottles recycled in FY13 and a CAGR of 6.50% in the last 10 years



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 2014



**6 billion+** PET bottles recycled annually



**96600** MTPA PET waste converted annually



**500+** customers,  
**250+** supplier network

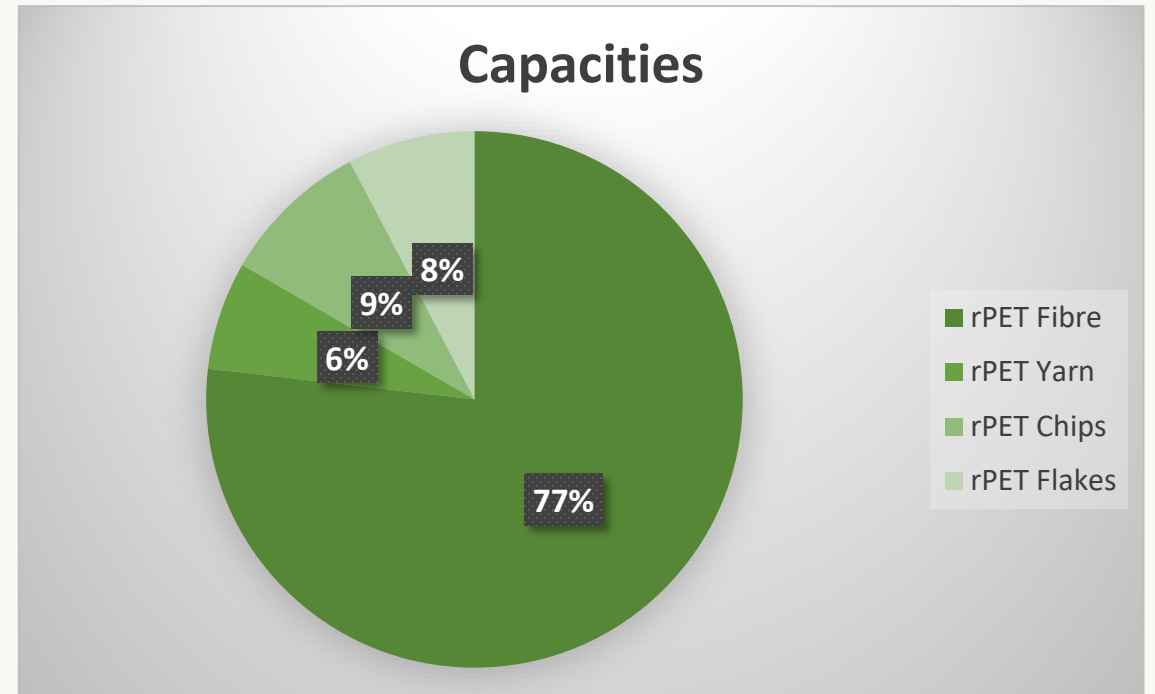


**500+** product variants

# Installed Capacities

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Particular	Capacities (In TPA)
<b>Ganesha Ecosphere :</b>	
RPSF	96600
Re-spun Yarn	7200
Dyed Yarn	3000
<b>Warangal (Telangana) Subsidiaries</b>	
B2B Chips	14000
B2F Chips / Filament Yarn	12240
RPSF	12600
PPSF	10800
<b>Nepal Subsidiary</b>	
Washed Flakes	12000



# Financial Highlights

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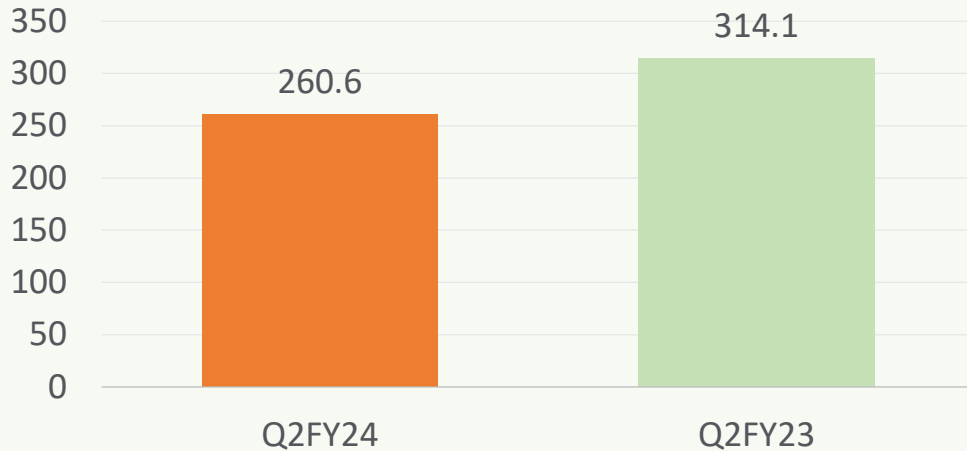




# Q2FY24 Performance Highlights (YoY)

## REVENUE FROM OPERATIONS

17.03% Decrease from Q2FY23



INR **23.49cr.**  
**EBITDA**

33.00 Cr. in Q2FY23



**9.01%**  
**EBITDA Margin**

10.51% in Q2FY23



**29781 MT**  
**Production Volume**

↑ 27,950 MT in Q2FY23



**110%**  
**Capacity Utilization**

↑ 103% in Q2FY23



**29,434 MT**  
**Sales Volume**

↑ 29,232 MT in Q2FY23



INR **13.34**  
**cr. PAT**

19.95 Cr. in Q2FY23



INR **85,630**  
**Avg realization / ton**

INR 103540 in Q2FY23

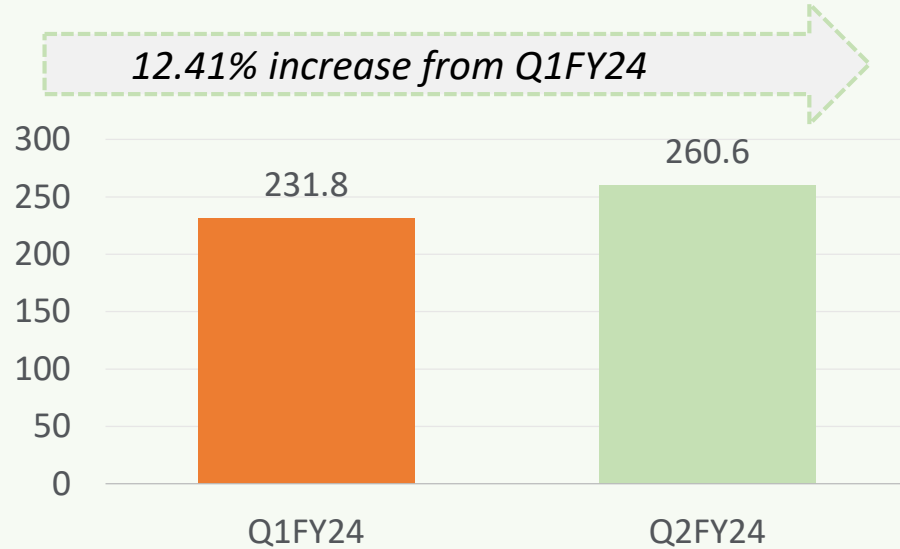


INR **7,886**  
**EBITA per ton**

INR 11,810/Ton in Q2FY23

# Q2FY24 Performance Highlights (QoQ)

## REVENUE FROM OPERATIONS



**INR 23.49cr.**  
**EBITDA**  
17.18 Cr. in Q1FY24



**29781 MT**  
**Production Volume**



27,030 MT in Q1FY24



**110%**  
**Capacity Utilization**



100% in Q1FY24



**9.01%**  
**EBITDA Margin**  
7.41% in Q1FY24



**INR 13.34**  
**cr. PAT**  
8.67 Cr. in Q1FY24



**INR 85,630**  
**Avg. realization**  
**/ton**  
INR 86,970 in Q1FY24



**INR 7,886**  
**EBITA per ton**  
INR 6,355/Ton in Q1FY24



**29,434 MT**  
**Sales Volume**



24,877 MT in Q1FY24

# Q2FY24 Consolidated Performance

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**INR 278.45 Cr.**  
REVENUE



**INR 25.32 Cr.**  
EBITDA



**9.1%**  
EBITDA Margin



**INR 2.80 Cr.**  
PAT



**1%**  
PAT Margin

# Performance of Subsidiaries

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Particulars (Rs in Crore)	Ganesha Ecopet		Ganesha Ecotech		Ganesha Overseas	
	Q1FY24	Q2FY24	Q1FY24	Q2FY24	Q1FY24	Q2FY24
Production ( MT)	<b>1832</b>	<b>1332</b>	<b>3866</b>	<b>2320</b>	<b>1269</b>	<b>2170</b>
Revenue ( Cr. )	13.46	8.45	39.28	24.54	9.10	11.50
EBITDA	(1.61)	0.56	9.79	1.31	0.87	0.65
Net Loss after Tax	(5.87)	(3.72)	1.63	(5.65)	(0.73)	(0.92)

# Management Analysis

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1

Textile industry is facing strong headwinds from demand side due to slow down in Europe and US. Company's exports are down 31% y-o-y.

2

Demand and pricing pressure on domestic supplies due to cheap imports from China, Bangladesh and other neighboring countries (because of their declining supplies to Europe and US). Our realizations are down by 17.3% y-o-y and 1.6% q-o-q basis, though Company could increase the sales volume.

3

Fall in cotton prices as well as price softening in polyester feed stock.

4

Volatility in products prices contributed in lower gross margins. Delta impacted by 2.4% on q-o-q basis.

5

Despite demand slowdown, Company increased its production and sales volume both on y-o-y and q-o-q basis. Capacity utilization touched to 110%. It could also increase its exports by 35% on q-o-q basis. Due to better capacity utilization, Company could increased its EBITDA by 37% over last quarter.

# Management Analysis

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5

**Ganesha Overseas, Nepal:** Started commercial production in Feb,2023. Current capacity utilization has ramped up to 70% and expected to further ramp up to over 80% by end of Q3, 2024

6

**Ganesha EcoPET, Warangal** Production of Rpet Chips and RFDY started during April, 2023. Products are under commercial trials and approvals from various brands took longer time than our expectations. Commercial offtake now started from October onwards. Ramp up of capacity utilization by Q4, 2024.

7

**Ganesha Ecotech, Warangal:** Started commercial production during February, 2023. However, ramp up of Washed flakes, being captive supply to EcoPET, is dependent on Ganesha EcoPET ramp up.

8

Businesses in subsidiaries suffered a net loss of Rs. 10.3 crore during the quarter due to lower level of operations. Operations ramp up is expected in H2, FY24.

# Outlook

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## Core RPSF Business:

1

To mitigate the slowdown in core textile sector Company has planned to shift its focus from yarn spinning sector to non-woven and technical textile segment, where demand and prices are better than spinning sector. Company is targeting to reduce present 65% proportion of yarn spinning sector in RPSF Sale to 50% over next 6 months.

2

Company has increased its presence in national and international exhibitions and expos for showcasing its products and it is participating almost every month in any of international/ national exhibitions. It is benefitting Company and it has explored new markets and customers. As a result, exports started increasing which declined during June 23 quarter.

3

Government has introduced BIS standards for some of the textile products to control the dumping from China and other neighboring countries.

# Outlook

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## New Businesses:

1

Approvals have been received from some of the leading brands for Rpet (B2B grade) Chips and Company has started getting orders. Production till December, 2023 has been booked and line is now running at full capacity. Export market is also improving and we have started to book exports orders too.

2

Company is putting up two more production lines which is expected to be operational over next 6-8 months in two stages. We are expecting to get the capacity of all three production lines booked for FY 25 over next 3-4 months.

3

We joined hands with Manjushree Technopack Ltd., a leading manufacturers of Pet preforms for over 50 leading brands of the country, for joint development and marketing of Rpet Chips. This alliance will strengthen our market penetration.

4

RPSF production line at Warangal is going to start very shortly and we have already started to explore the Southern market for the same. Filament yarn capacity will be ramping up gradually.



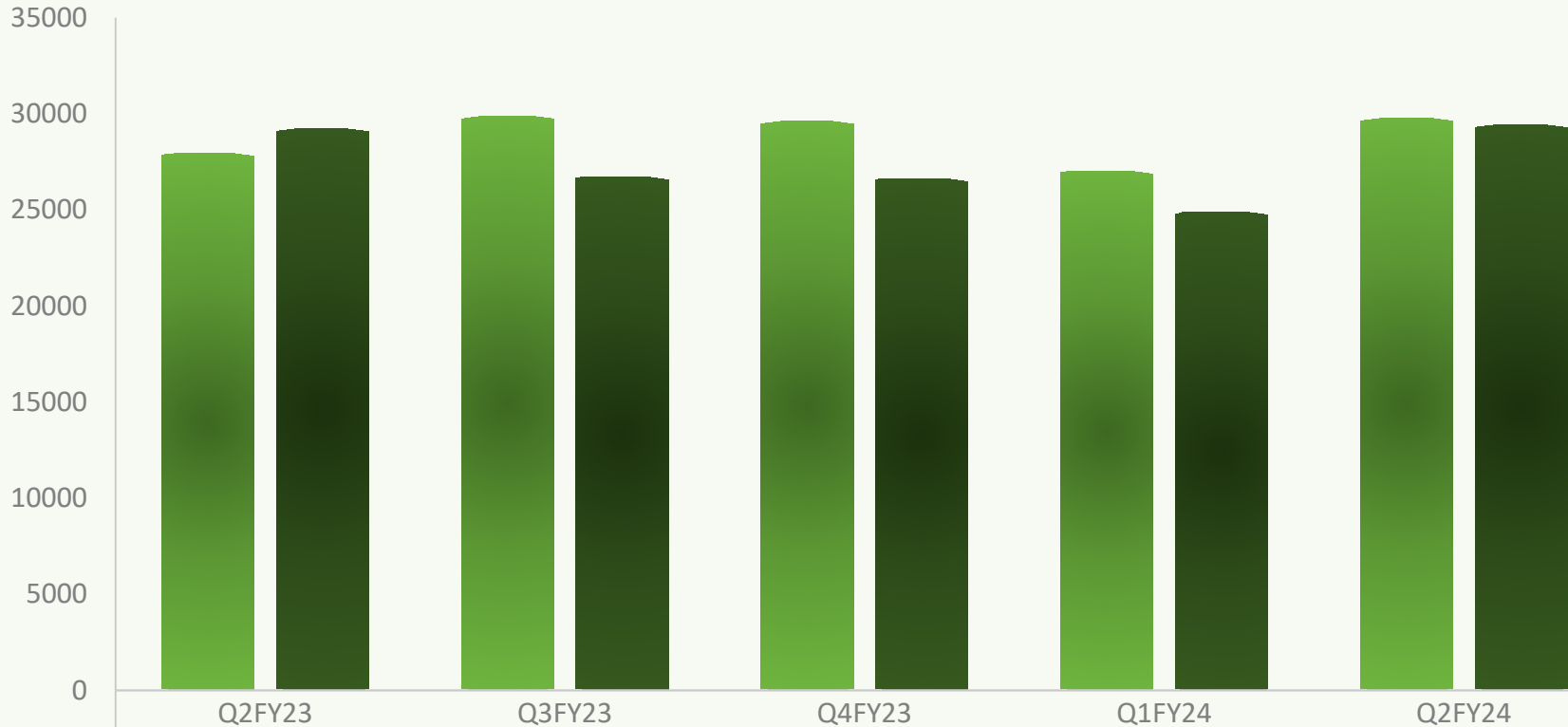
# Q2FY24 Performance- Standalone

Particulars (Rs in Crore)	Q2FY24	Q1FY24	Q2FY23	H1FY24	H1FY23
<b>Net Revenue from operation</b>	<b>260.59</b>	<b>231.82</b>	<b>314.14</b>	<b>492.42</b>	<b>607.09</b>
<b>Other Income</b>	6.001	5.18	4.05	11.19	6.44
<b>Total Revenue</b>	<b>266.60</b>	<b>237.00</b>	<b>318.19</b>	<b>503.61</b>	<b>613.53</b>
<b>Total expenses</b>					
Cost of materials consumed/ Traded goods	164.66	166.57	193.55	331.23	390.61
Changes in inventories	11.00	(9.50)	18.03	1.50	21.79
Employee benefits expense	15.22	14.63	15.94	29.86	30.89
Finance costs	4.56	4.06	3.46	8.62	6.20
Depreciation and amortization expenses	6.86	6.69	6.73	13.55	13.33
Other expenses	46.22	42.94	53.61	89.17	103.36
<b>Profit before tax</b>	<b>18.08</b>	<b>11.61</b>	<b>26.87</b>	<b>29.68</b>	<b>47.35</b>
<b>Tax Expense</b>	<b>(4.74)</b>	<b>(2.94)</b>	<b>(6.91)</b>	<b>(7.67)</b>	<b>(12.10)</b>
<b>Net Profit after tax</b>	<b>13.34</b>	<b>8.67</b>	<b>19.96</b>	<b>22.01</b>	<b>35.25</b>
<b>Other Comprehensive income (net)</b>	<b>0.09</b>	<b>0.09</b>	<b>0.01</b>	<b>0.18</b>	<b>0.01</b>
<b>Total Comprehensive Income</b>	<b>13.43</b>	<b>8.76</b>	<b>19.97</b>	<b>22.19</b>	<b>35.26</b>

# Q2FY24 Operational Performance

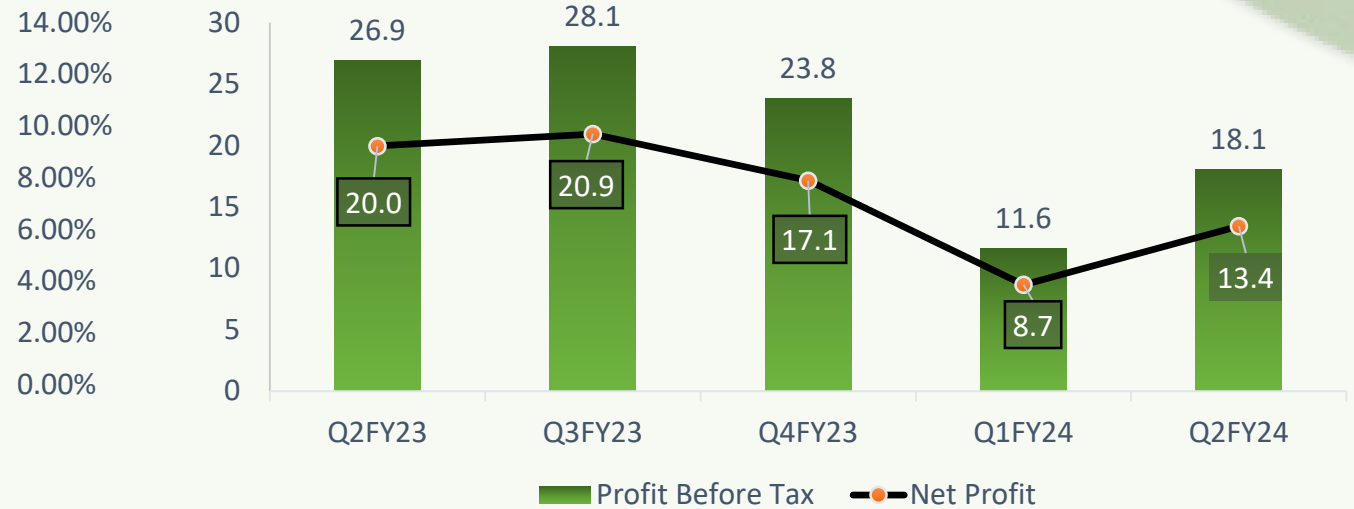
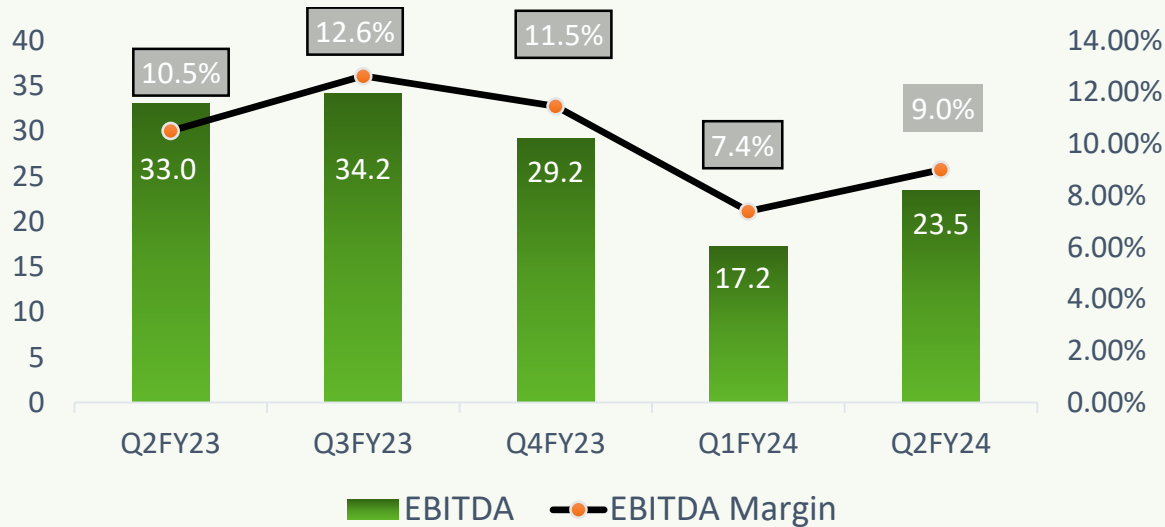
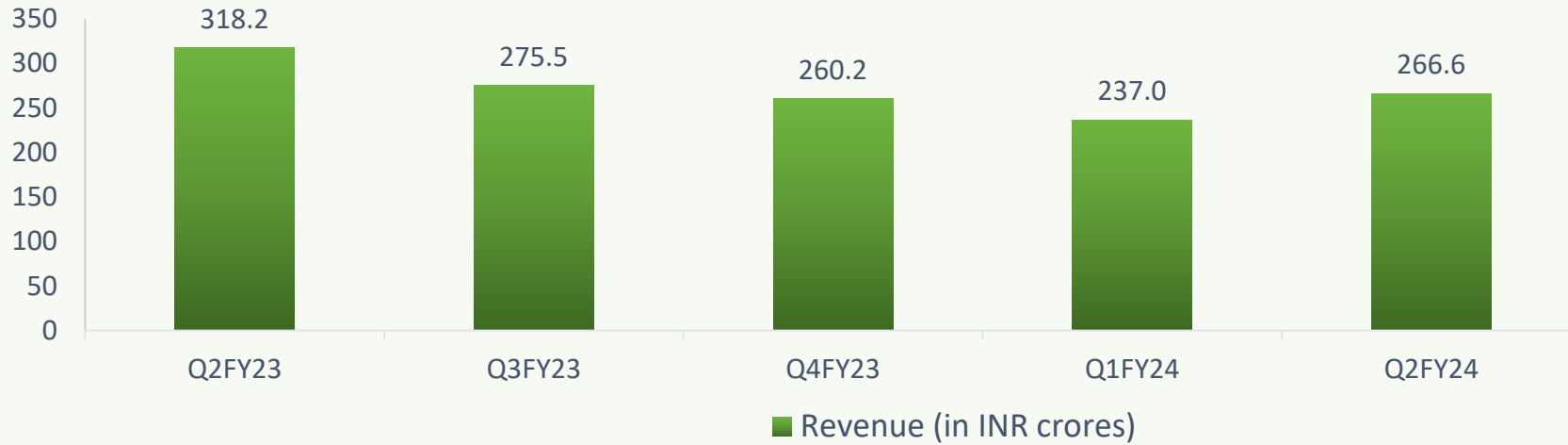
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*Production vs Sales Volumes (in MT)*



■ Production	27950	29904	29637	27030	29781
■ Sales Volume	29232	26728	26635	24887	29434

# Q2FY24 Performance Highlights



# Q2FY24 Performance- Consolidated

Particulars (Rs in Crore)	Q1FY24	Q2FY24	H1FY24
Net Revenue from operation	254.12	278.45	532.57
Other Income	2.94	3.23	6.17
<b>Total Revenue</b>	<b>257.06</b>	<b>281.68</b>	<b>538.74</b>
<b>Expenses</b>			
Cost of materials consumed/ Traded goods	177.61	172.72	350.33
Changes in inventories	(19.18)	7.29	(11.89)
Employee benefits expense	17.68	18.33	36.01
Finance costs	11.39	11.63	23.02
Depreciation and amortization expenses	12.21	12.44	24.65
Other expenses	52.50	54.79	107.29
<b>Profit before tax</b>	<b>4.85</b>	<b>4.48</b>	<b>9.33</b>
Tax Expense	(1.40)	(1.68)	(3.08)
<b>Net Profit after tax</b>	<b>3.45</b>	<b>2.80</b>	<b>6.25</b>
Other Comprehensive income	0.10	0.10	0.20
<b>Total Comprehensive Income</b>	<b>3.55</b>	<b>2.90</b>	<b>6.45</b>



# Way Forward

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# GESL is entering into a new age of recycling



**Increasing demand for recycled products** directly from the end customers owing to increasing awareness



**Established companies with sustainability targets** to reduce the use of plastic and leverage recycled products for packaging



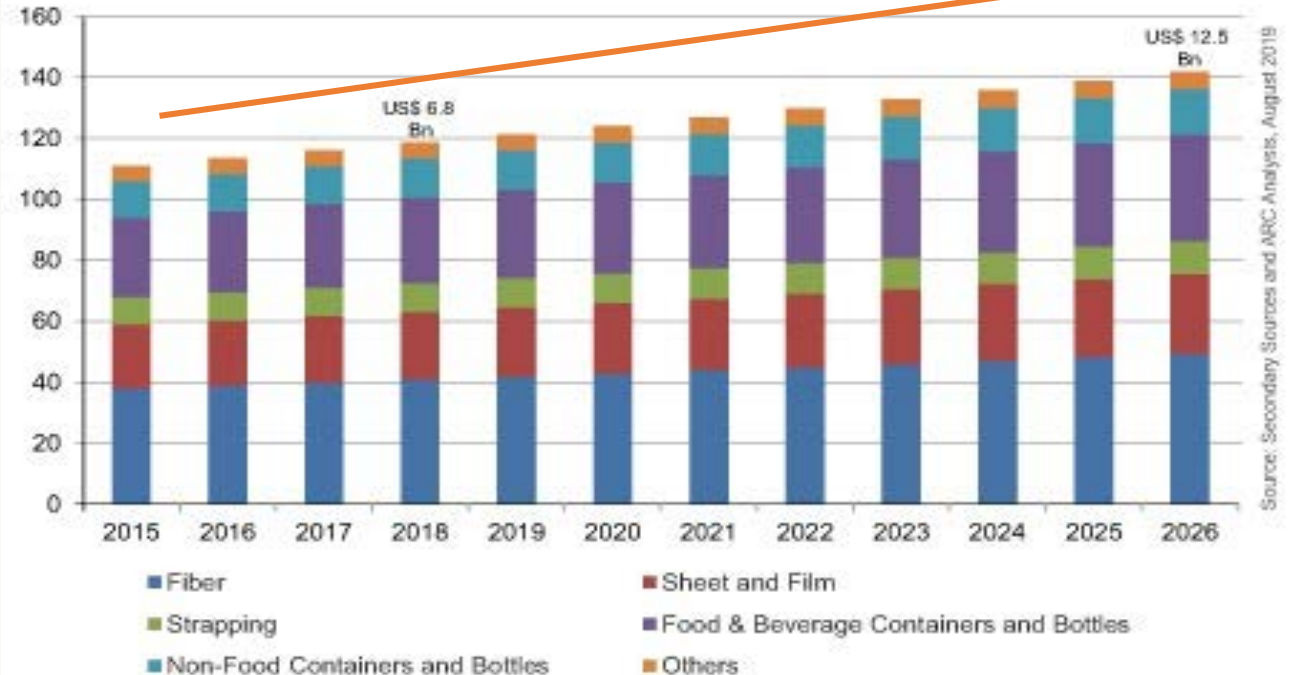
**Government regulations to fulfill EPR**



Government support through policies such as **approving B2B recycling for food grade applications & mandatory regulations to use recycled PET from FY2024**

## Increasing demand for rPET across industries

Recycled Polyethylene Terephthalate (rPET) Market by End User



*We envision to close the sustainable loop and capture the industry evolution towards demand for recycled packaging products. Our upcoming plant in Warangal is equipped with the latest technologies to develop premium quality products*

# Conception of Go Rewise



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

## 3 Pillars of Strength

1

**State-of-the-art Technology:** The products will be produced with the best-in-class recycling technology, customized for Indian waste. Go Rewise's products are USFDA & EFSA approved and safe for food grade packaging

2

**Sustainability Supremacy:** Besides being a zero liquid discharge facility, Go Rewise aims to go an extra mile through maximum use of renewable energy and minimum water consumption

3

**Unmatched Legacy:** Go ReWise is manned by industry experts with decades of industry experience



# Our Offerings under Go Rewise

*Products being launched aim to close the plastic recycling loop by manufacturing a number of premium quality products made from recycled PET bottles*

01

**rPET Flakes**

- High-quality and anti-contaminated rPET Flakes used for manufacturing high quality end products
- Available in PSF, Filament, and Bottle grade variants.

02

**rPET Chips  
Bottle Grade**

- USFDA and EFSA approved rPET chips for packaging
- Available in Food and Non-Food grade variants

03

**rPET Chips  
Textile Grade**

- GRS and Oekotex certified rPET chips for high end textile applications (apparel, textile, sheets etc.)
- Available in Filament, Fiber and Sheet grade variants

04

**rPET FDY**

- GRS and Oekotex certified rPET Fully Drawn Yarn with high consistency and strength
- Available in Semi-dull, Bright & Trilobale Bright grade variants



# 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)

