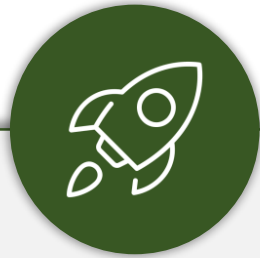




# Ganesh Ecosphere

Investors Presentation | Q4FY25

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.



## 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.

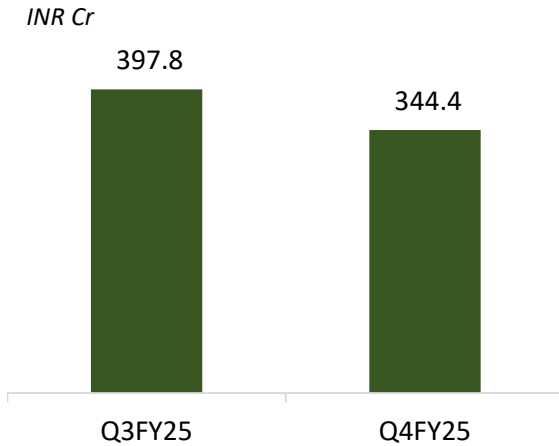


## Financial Overview

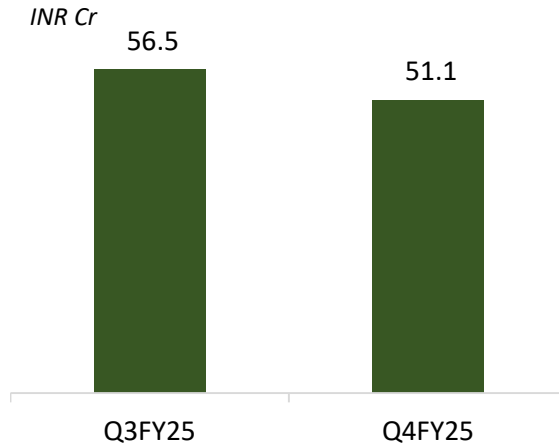
# Q4FY25 Consolidated Performance Highlights (QoQ)



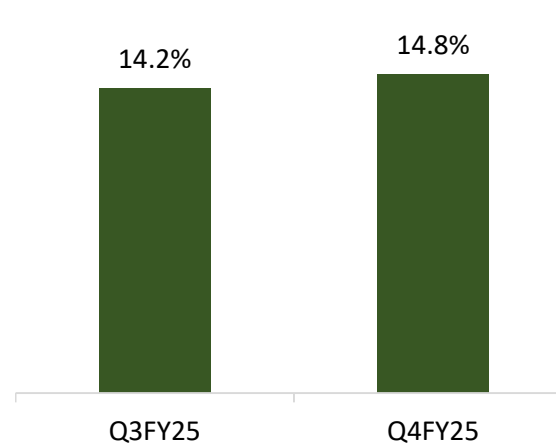
## Revenue



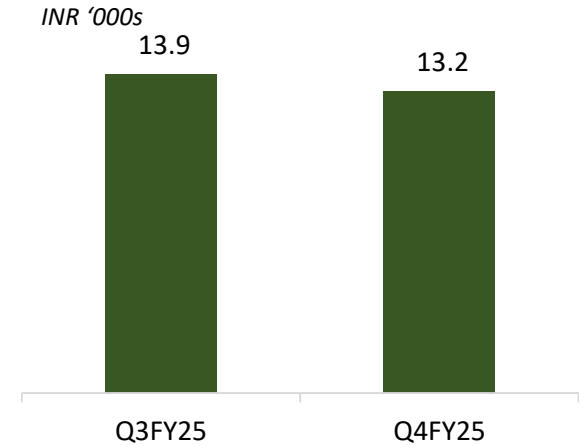
## EBITDA



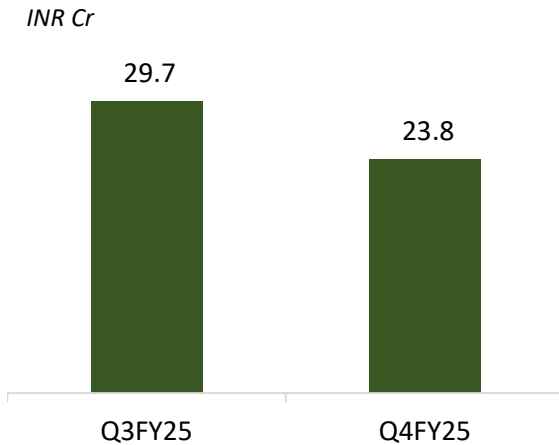
## EBITDA Margin



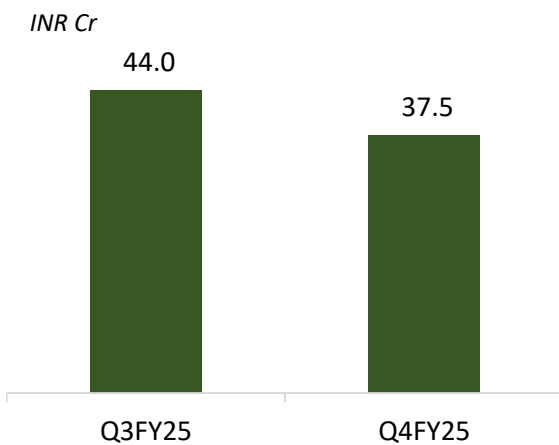
## EBITDA / Ton



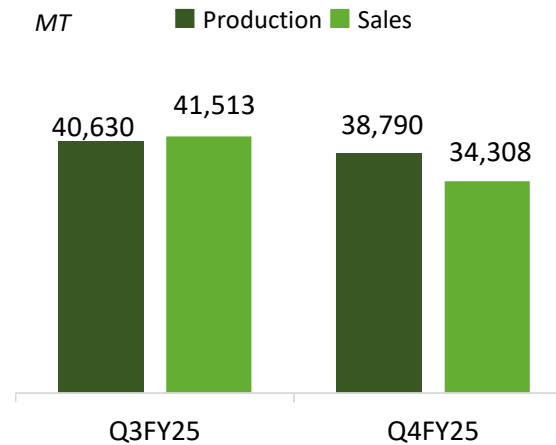
## PAT



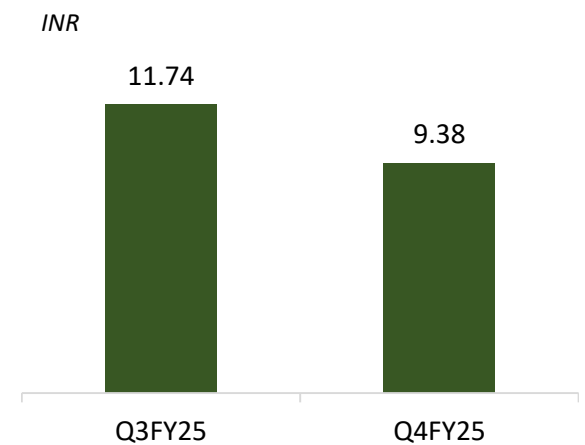
## Cash Profits



## Volume



## EPS

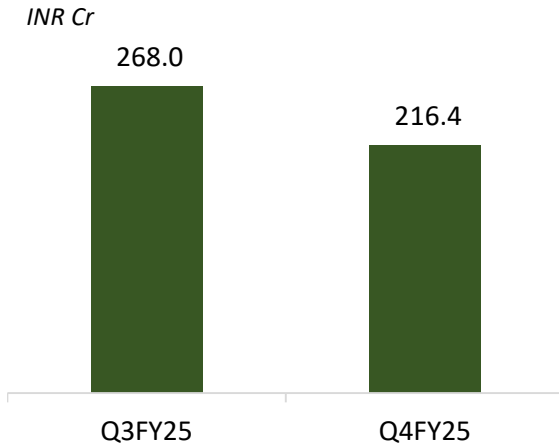


\*Production Data Excluding captive consumption

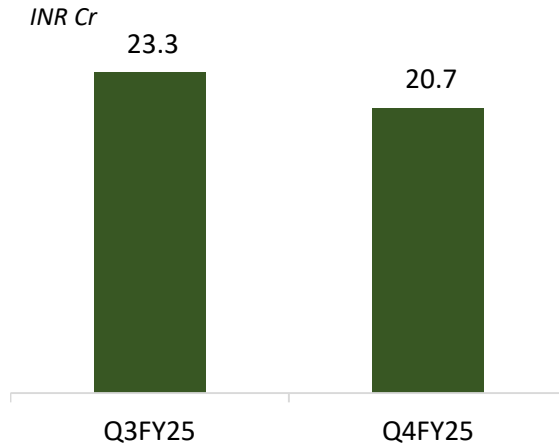
# Q4FY25 Standalone Performance Highlights (QoQ)



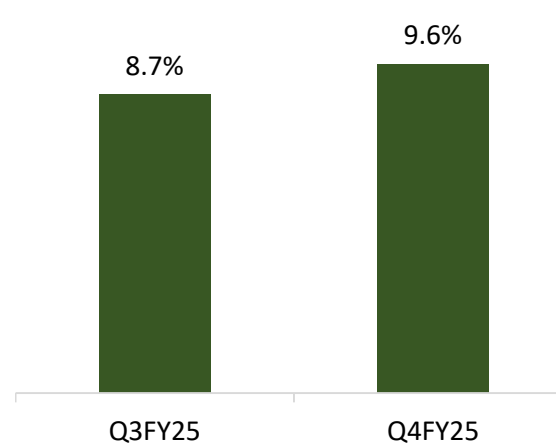
## Revenue



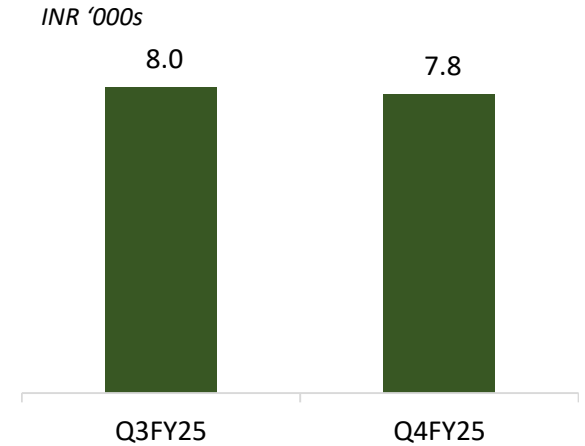
## EBITDA



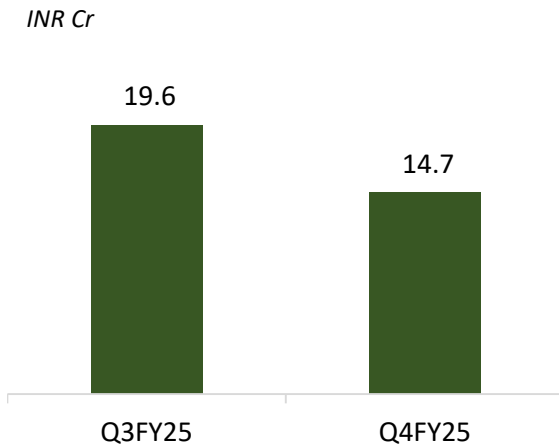
## EBITDA Margin



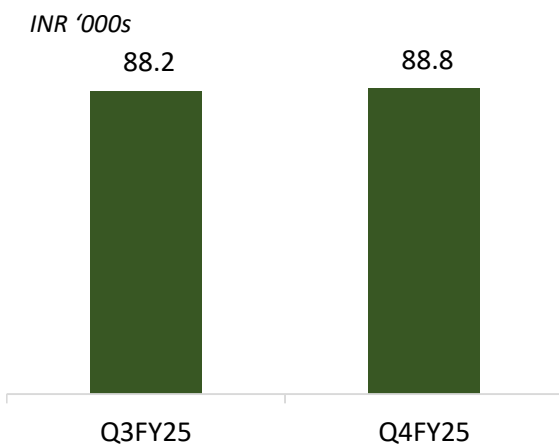
## EBITDA / Ton



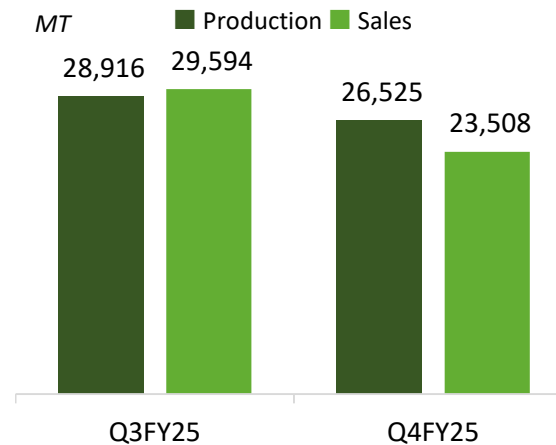
## PAT



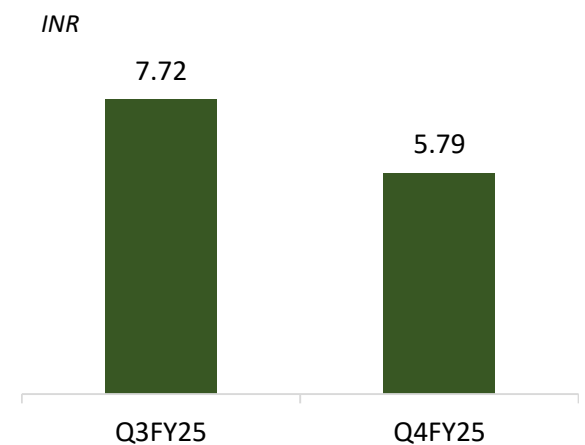
## Realization / Ton



## Volume



## EPS



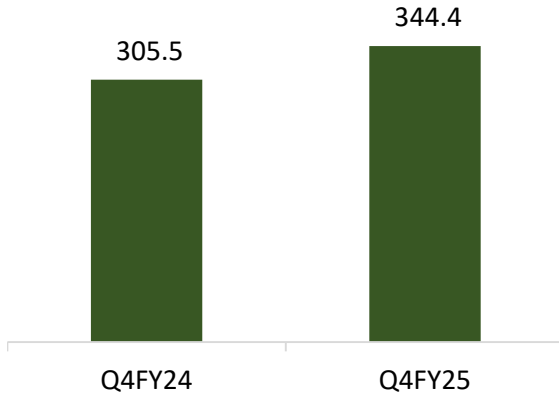
\*Production Data Excluding captive consumption

# Q4FY25 Consolidated Performance Highlights (YoY)



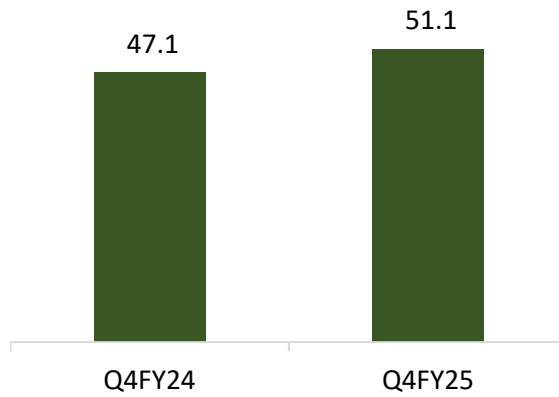
## Revenue

INR Cr

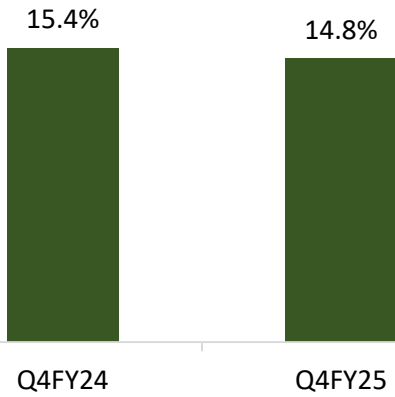


## EBITDA

INR Cr

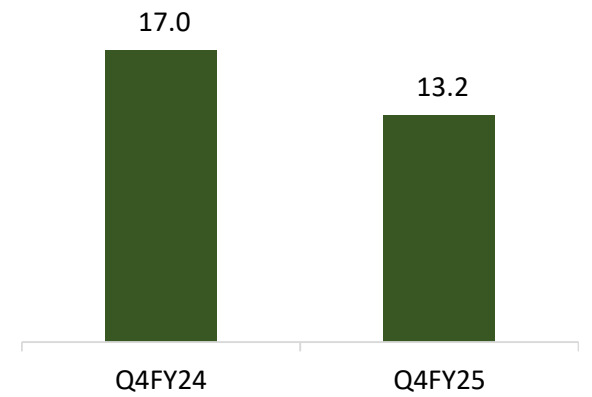


## EBITDA Margin



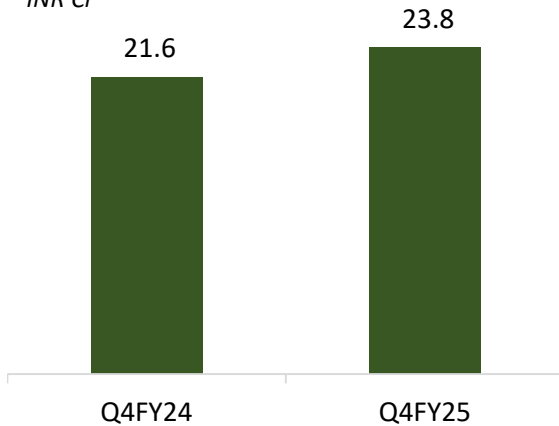
## EBITDA / Ton

INR '000s



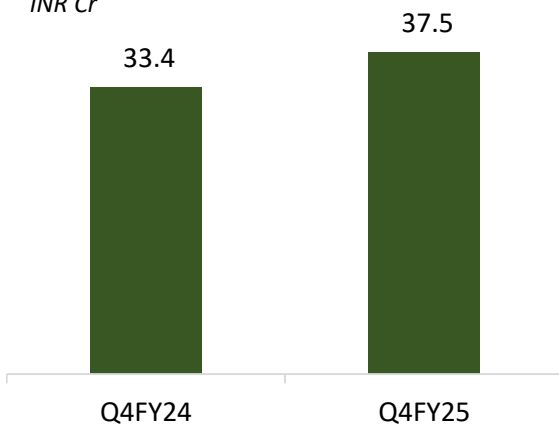
## PAT

INR Cr



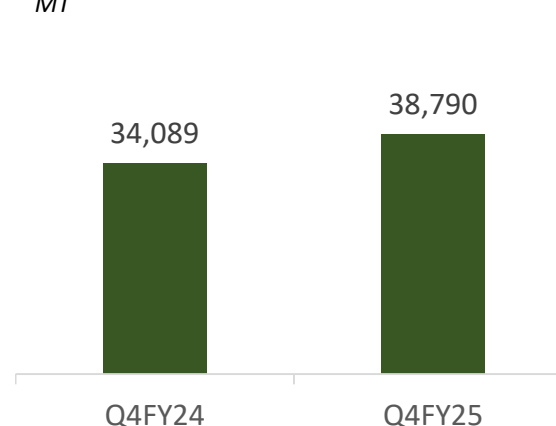
## Cash Profits

INR Cr



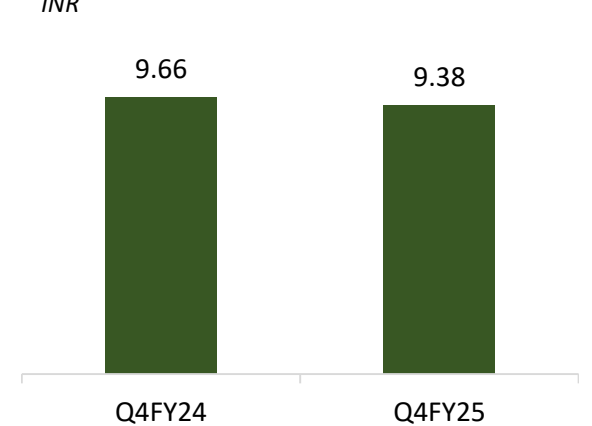
## Production Volume

MT



## EPS

INR

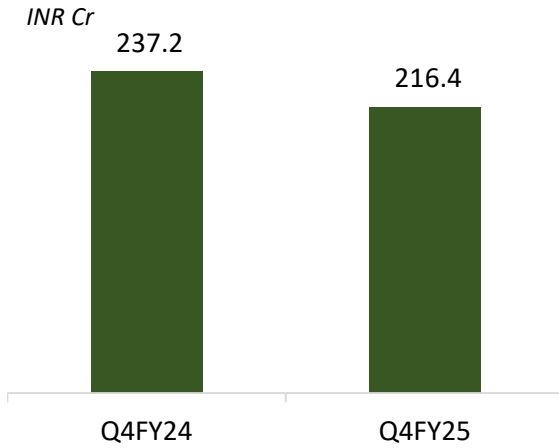


\*Production Data Excluding captive consumption

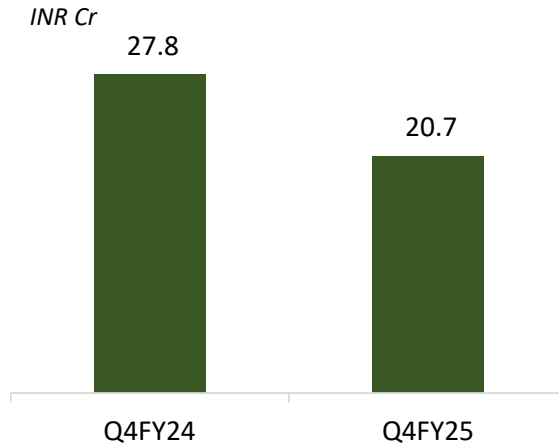
# Q4FY25 Standalone Performance Highlights (YoY)



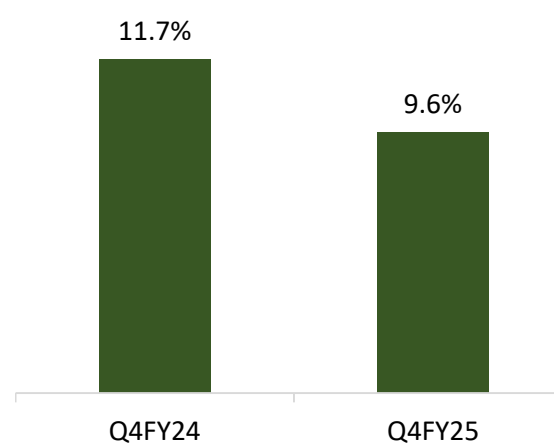
## Revenue



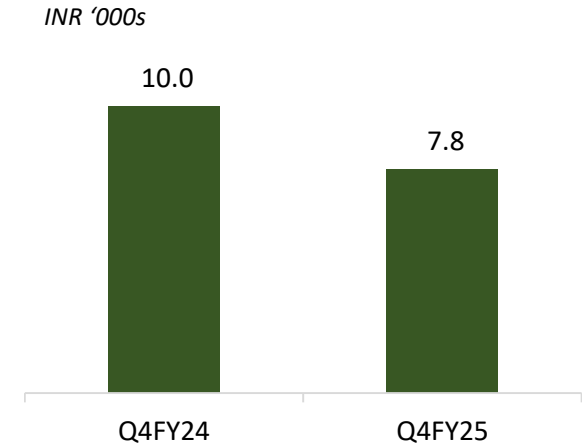
## EBITDA



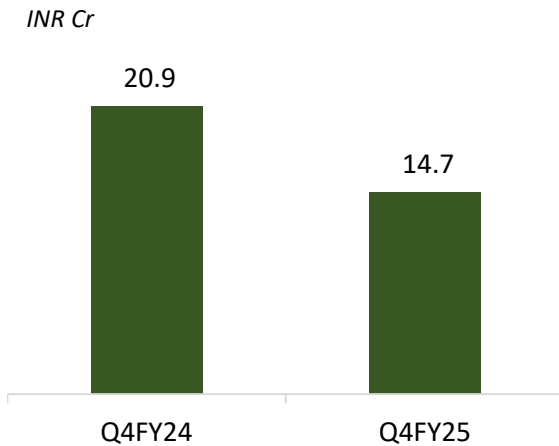
## EBITDA Margin



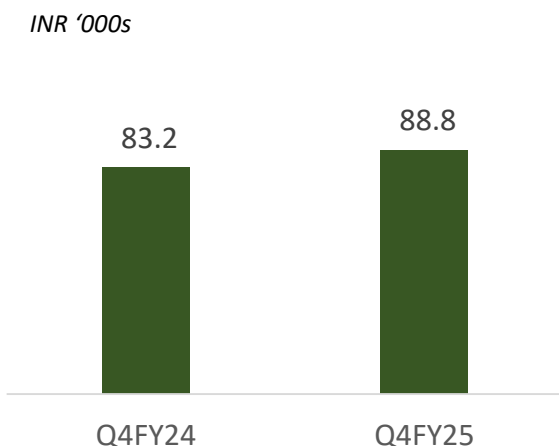
## EBITDA / Ton



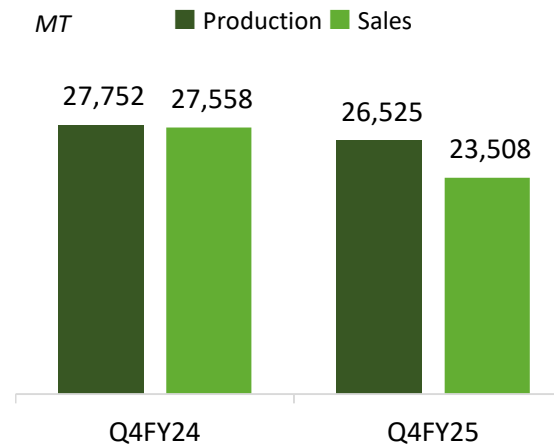
## PAT



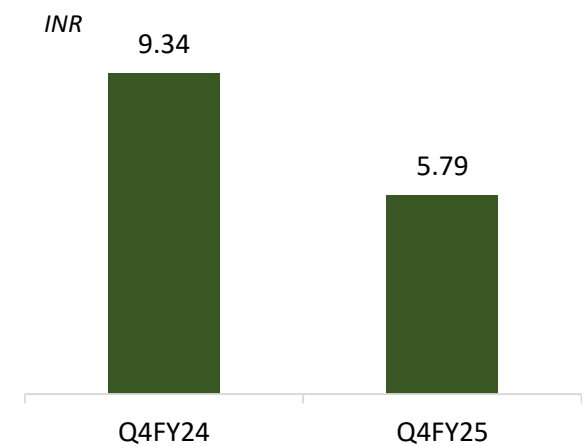
## Realization / Ton



## Volume



## EPS



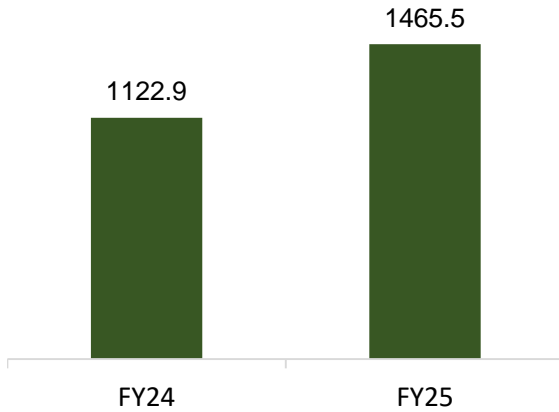
\*Production Data Excluding captive consumption

# FY25 Consolidated Performance Highlights (YoY)



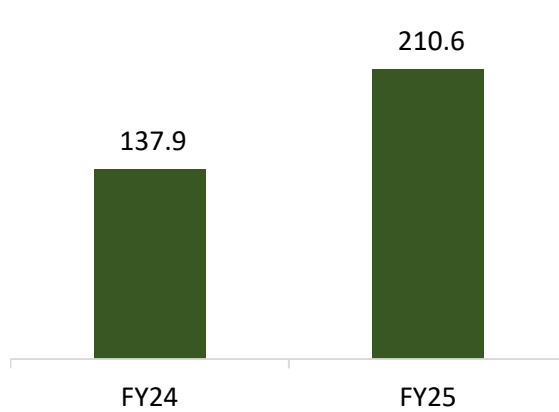
## Revenue

INR Cr

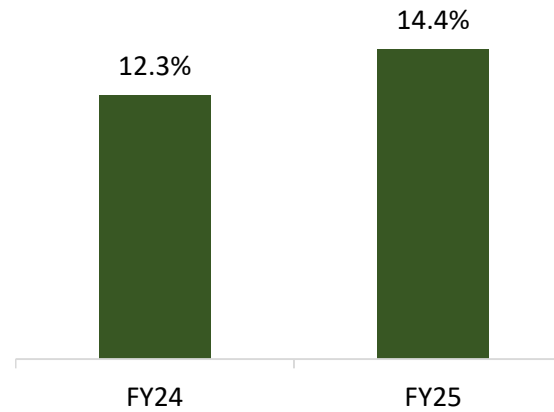


## EBITDA

INR Cr

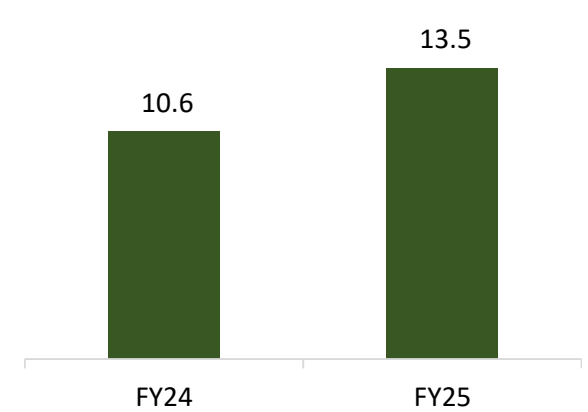


## EBITDA Margin



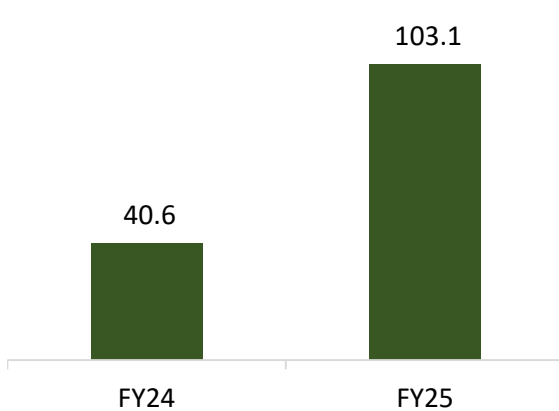
## EBITDA / Ton

INR '000s



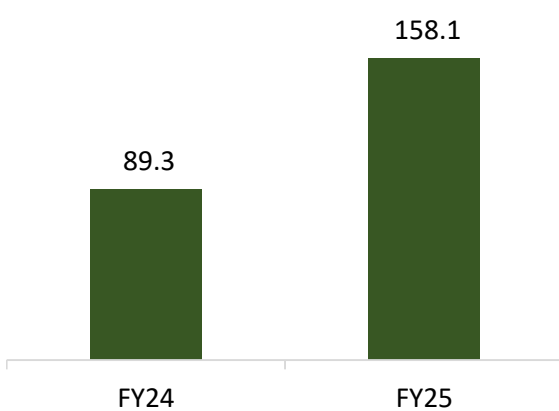
## PAT

INR Cr



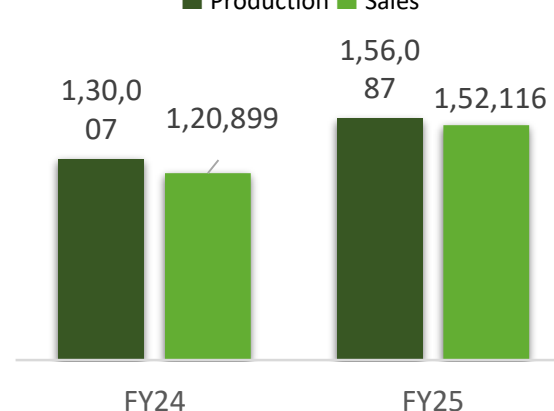
## Cash Profit

INR Cr



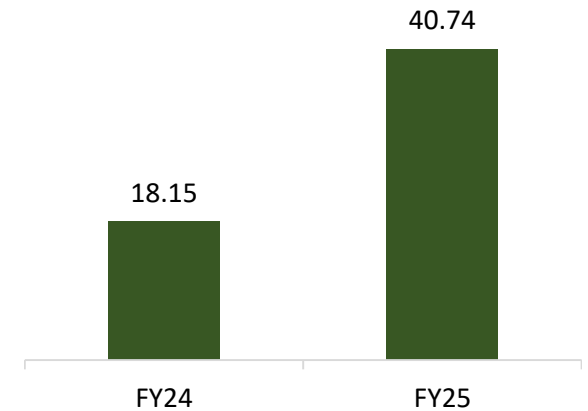
## Volume

MT



## EPS

INR



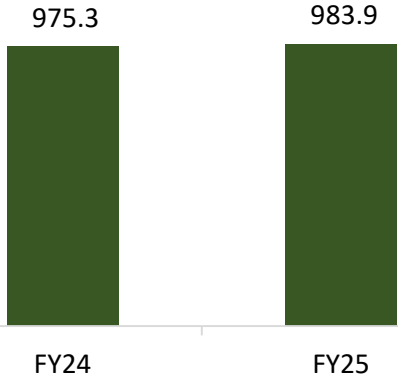
\*Production Data Excluding captive consumption

# FY25 Standalone Performance Highlights (YoY)



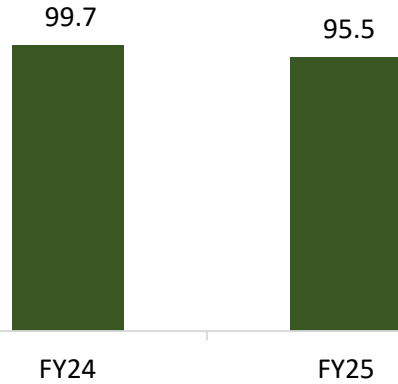
## Revenue

INR Cr

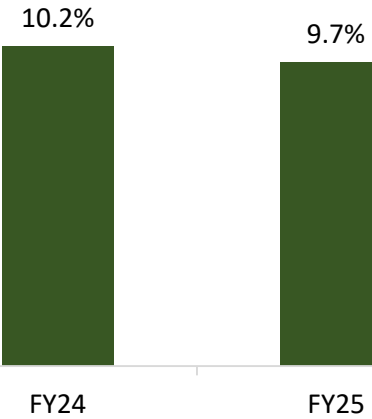


## EBITDA

INR Cr

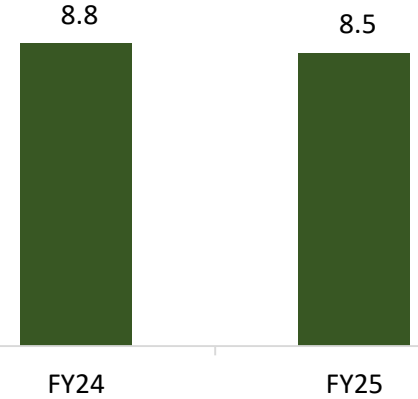


## EBITDA Margin



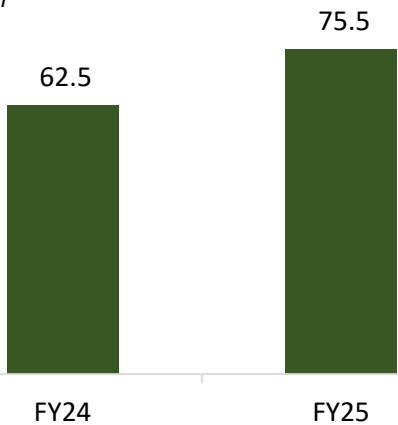
## EBITDA / Ton

INR '000s



## PAT

INR Cr



## Realization / Ton

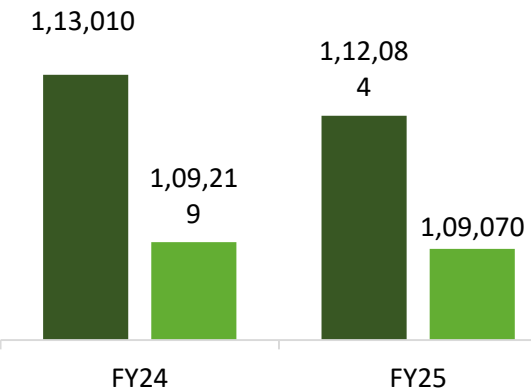
INR '000s



## Volume

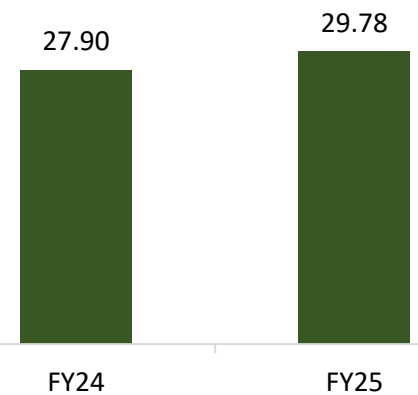
MT

■ Production ■ Sales



## EPS

INR

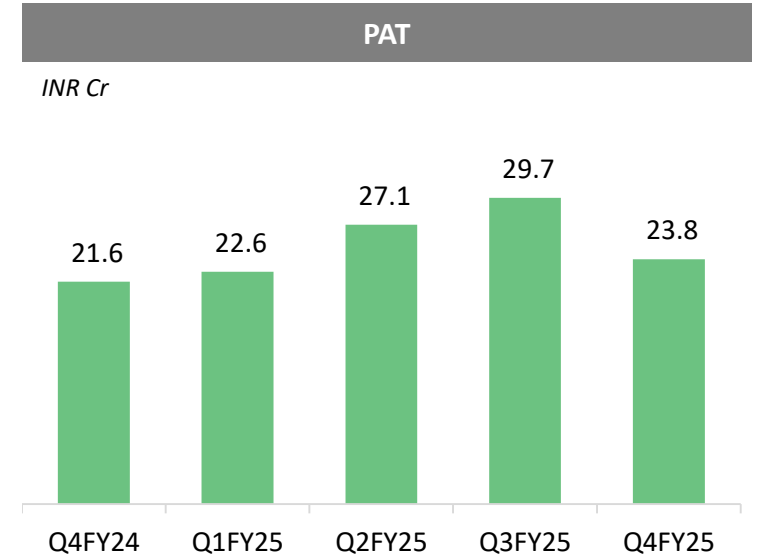
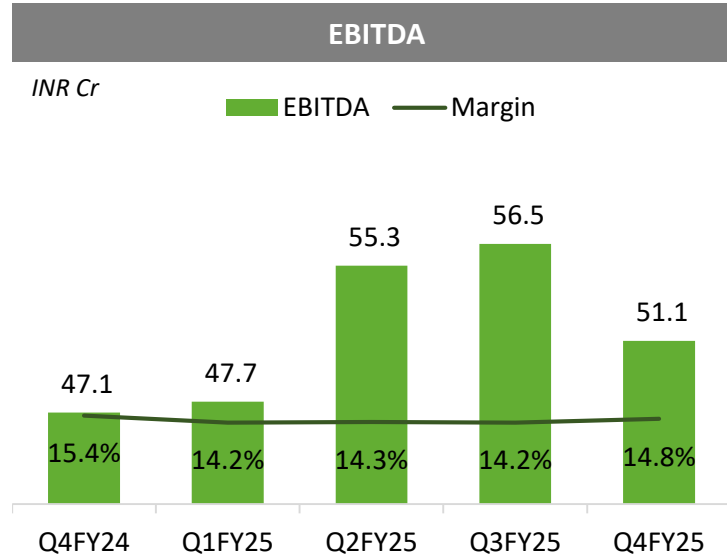
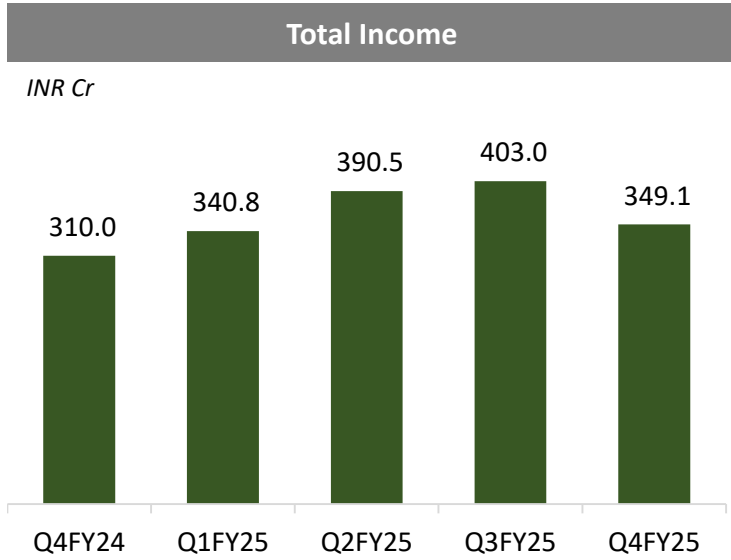


\*Production Data Excluding captive consumption

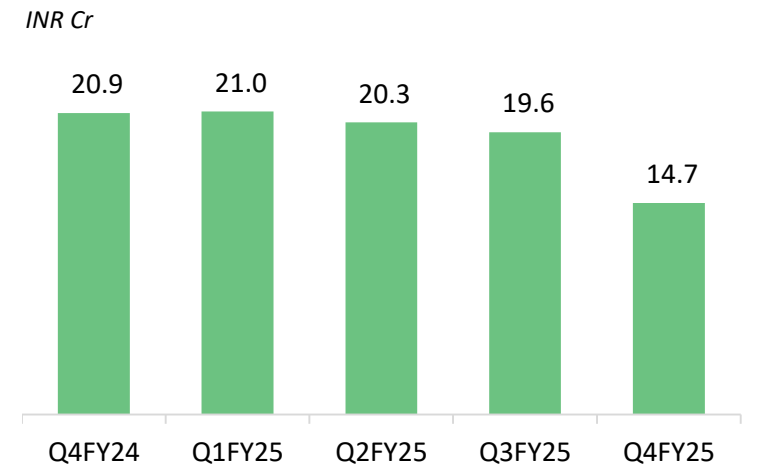
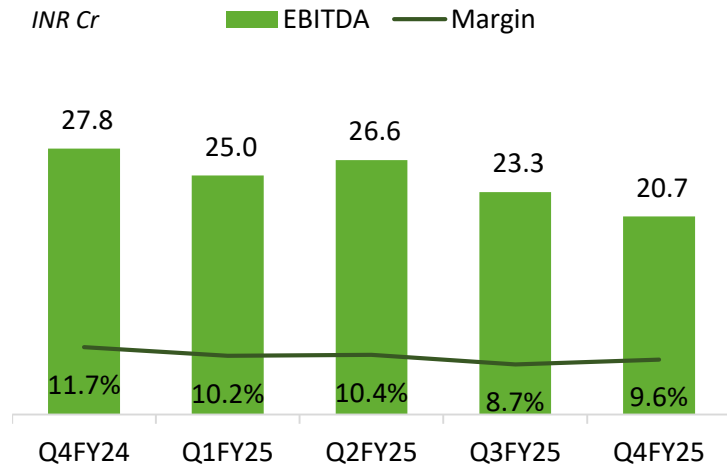
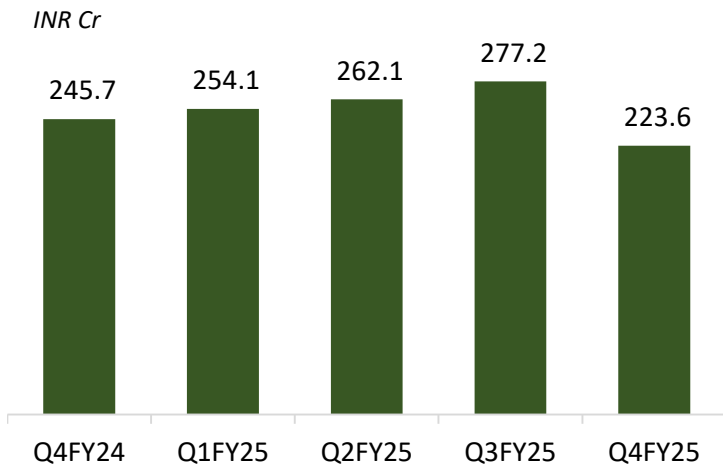
# Quarter Wise Performance (1/2)



Consolidated



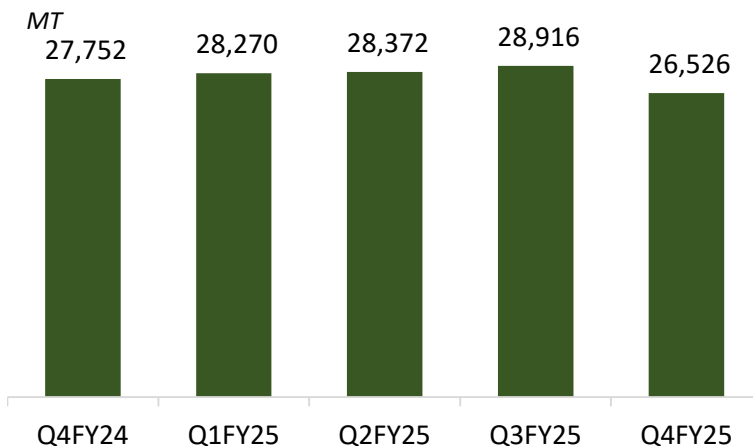
Standalone



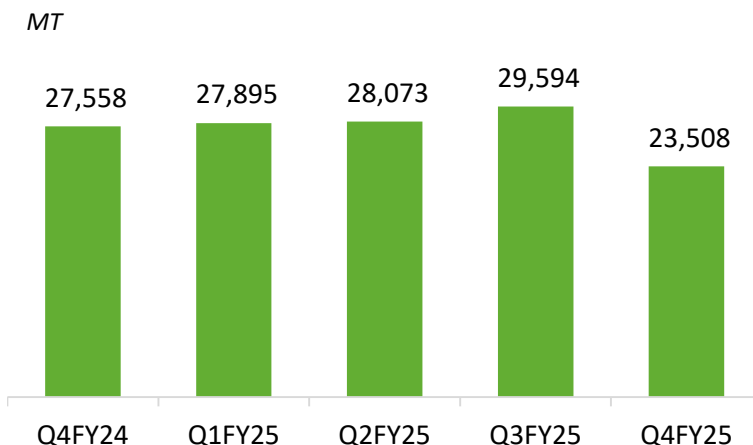
## Quarter Wise Performance (2/2)



### Production Volume (Standalone)



### Sales Volume (Standalone)



Production & Sales Volume on Standalone basis

### Q4FY25 & FY25 Highlights

- **Company has first ever hit:**
  - EBITDA of Rs. 200 Crore (growth of 53% over last year)
  - PAT of Rs. 100 Crore (growth of 154% over last year)
  - Production of 1.56 Lakh tons (growth of 20% over last year)
  - Revenue of Rs. 1465 Crore (growth of 31% over last year).
- Capacity utilisation in standalone business was of 99% and for Warangal business, it was 63%.
- Raw bottle scrap prices soared all time high during the quarter though prices have started to cool-off during May, 2025.
- Margins in rPSF business continued to be under pressure due to depressed demand and higher food grade prices.
- Company earned EBITDA of Rs. 20.71 Crore from legacy business and Rs. 30.39 Crore from Subsidiary businesses.
- Sales Volume of rPET granules moderated due to rising gap between virgin and rPET granules.



## Business Overview



**3+ Decades**

Rich Industry Experience

**500+**

Product Variants

**400+**

Customers across 20+ countries

**6**

Manufacturing Facilities

**196,440 MTPA**

Recycling & Washing Capacity

**300+**

Supplier Network Pan India

**8.5 bn+**

Scrap bottles recycled annually

**150,000+ MTPA**

PET Waste converted annually

**2,800+**

Employees

**INR 1466 Cr**

Revenue (FY25)

**INR 211 Cr**

EBITDA (FY25)

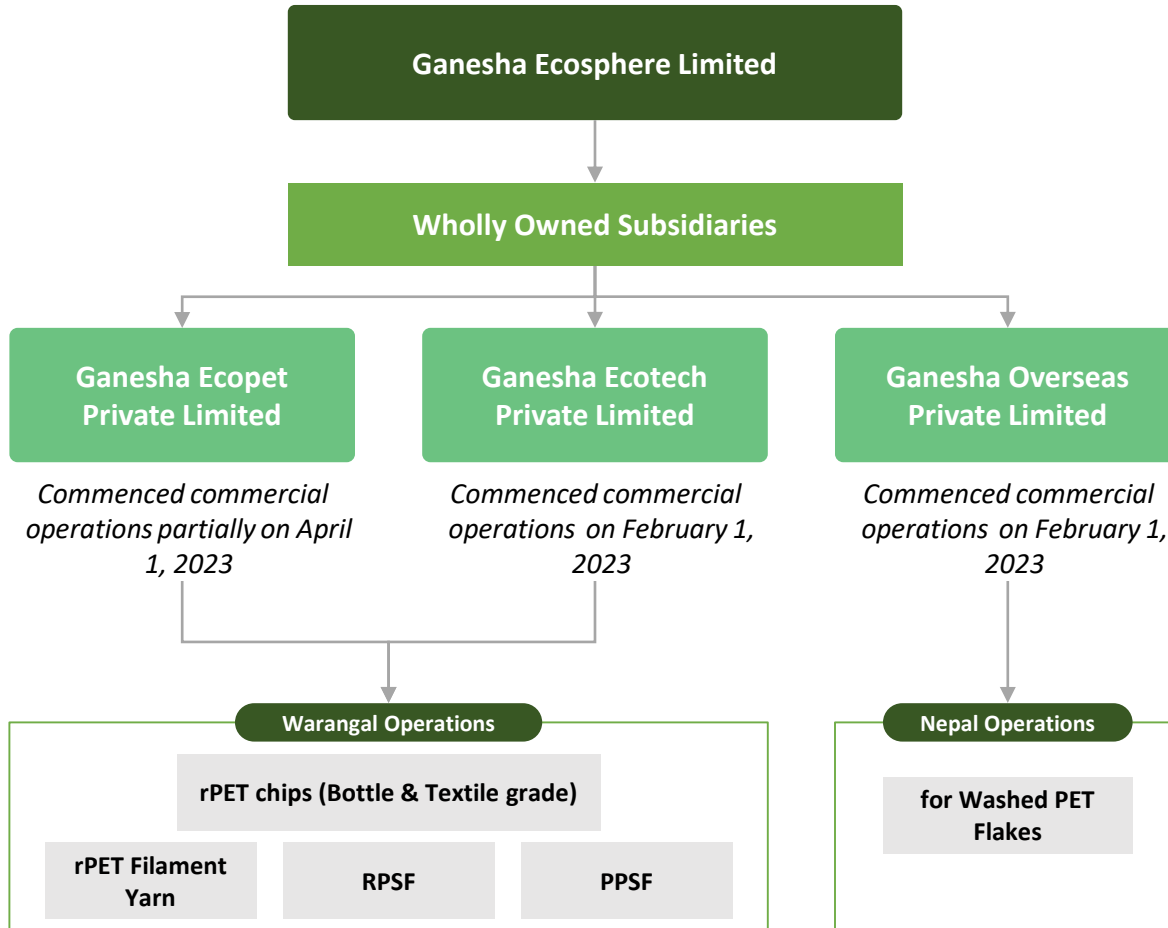
**INR 103 Cr**

PAT (FY25)

# Ganesha Ecosphere | Company Structure



Flagship company housing Kanpur, Bilaspur & Temra facilities for washing, PSF & dope dyed yarns



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**.



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 **196,440 tons** across products like RPSF, rPET granules, rPET filament yarn, Spun Yarn, dyed filament yarn, PPSF and washed flakes.



**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 ~450 tons of PET bottle waste every day**

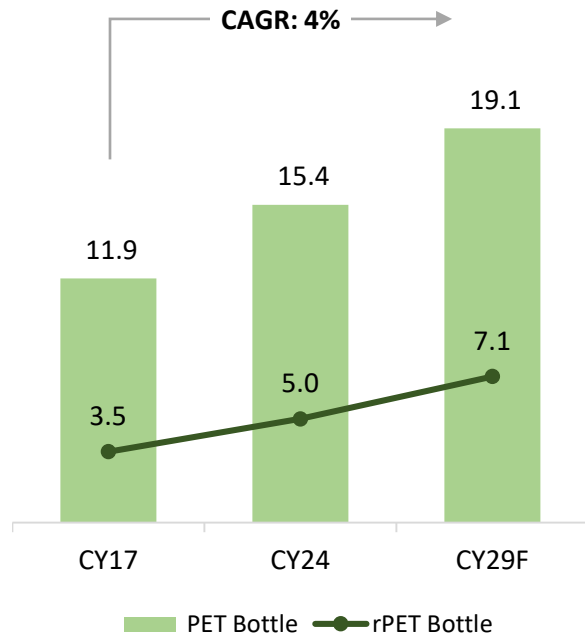


## Industry Overview

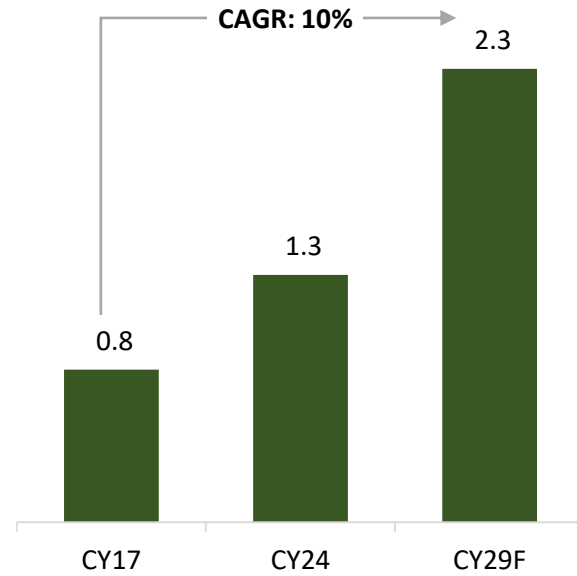
# India's PET Market Set for Strong Growth, Fueled by Government Recycling Push



Global PET Bottle Production (Mn Ton)



India PET Bottle Production (Mn Ton)



**15 Lac Ton** India PET Bottle expected consumption in CY25

**30%** India Recycled content use EPR Target in PET bottles in FY26

**Rapidly rising rPET demand projected at 3.5–4 lac tons in FY26**

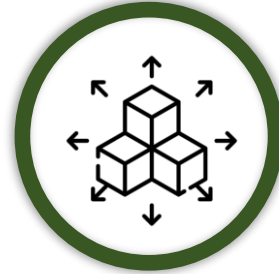
India's EPR Rules fuelling the Recycling Demand

EPR Type Category	Recycling Target		Recycling Content Use Target		Reuse Target	
	FY25	FY28	FY26	FY29	FY26	FY29
Rigid Plastics	50%	80%	30%	60%	10%	25%
Flexible Packaging	30%	60%	10%	20%	0%	0%
Multi-Layer Packaging	30%	60%	5%	10%	0%	0%
Compostable Plastic	50%	80%	0%	0%	0%	0%

# Key Growth Drivers for Recycled PET



**Rising demand for sustainable packaging solutions, global regulations compelling brands to adopt rPET packaging**



**Durability, safety & recyclability are making rPET a preferred option among diverse end user industries**



**Innovations in recycling technologies is enhancing high quality & cost effective rPET**



**Defined standards & certifications from regulatory bodies like FSSAI, FDA & EFSA has strengthened consumer confidence**



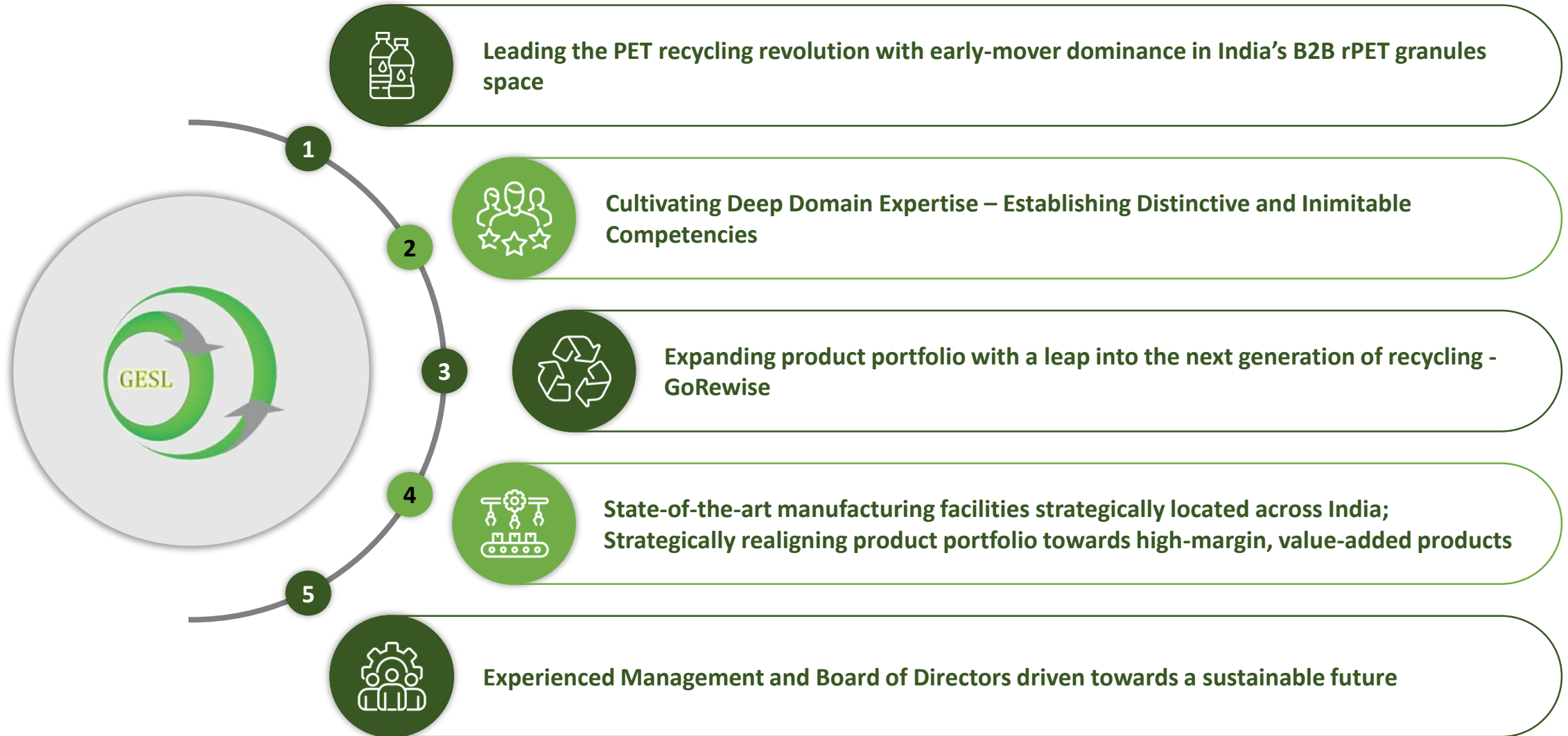
**Growing adoption of rPET to reduce reliance on virgin plastic and support circular economy**



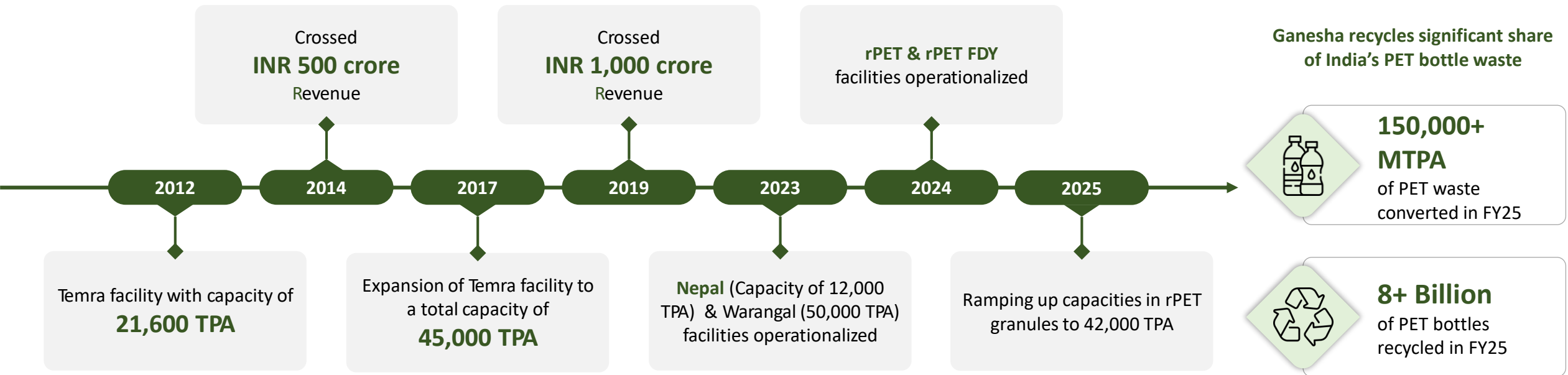
## Key Strengths

Leading PET Plastic Recycling Company with deep domain expertise driving towards a sustainable future

# Key Strengths

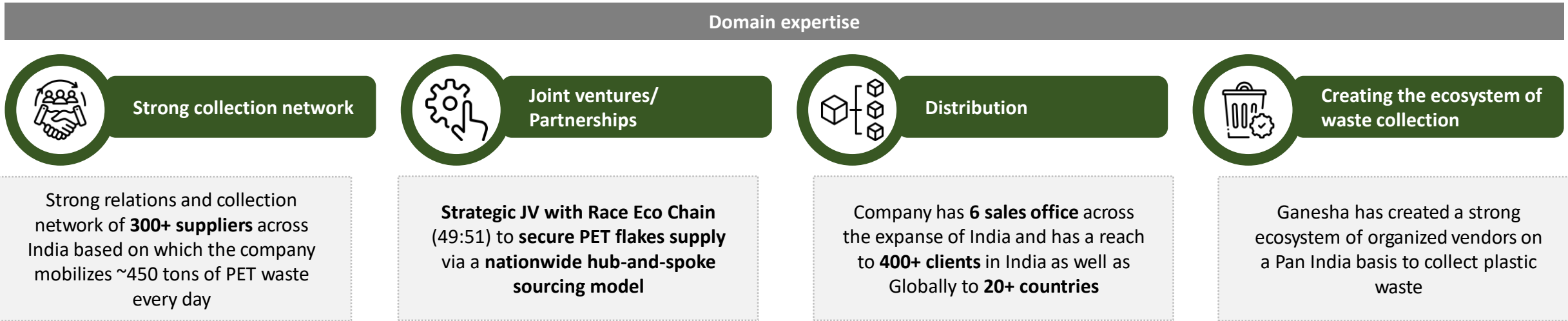
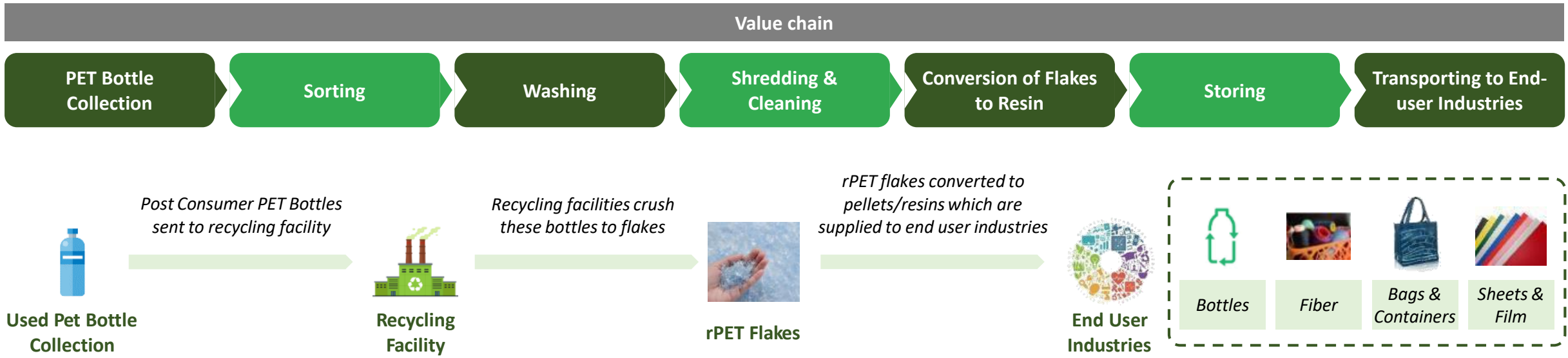


# 1 Leading the PET recycling revolution with early-mover dominance in India's B2B rPET granules space



A leading force in PET plastic recycling for over three decades and the largest player in the RPSF segment

## 2 Cultivating Deep Domain Expertise - Establishing Distinctive and Inimitable Competencies





### 3 Expanding product portfolio with a leap into the next generation of recycling - GoRewise

*The brand was launched with a commitment for the good of tomorrow. GoRewise 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

**Managed by industry experts** with an average of 25+ years experience

**Large network of suppliers & customers** to be leveraged

### 3 New Products in the Space Under GoRewise

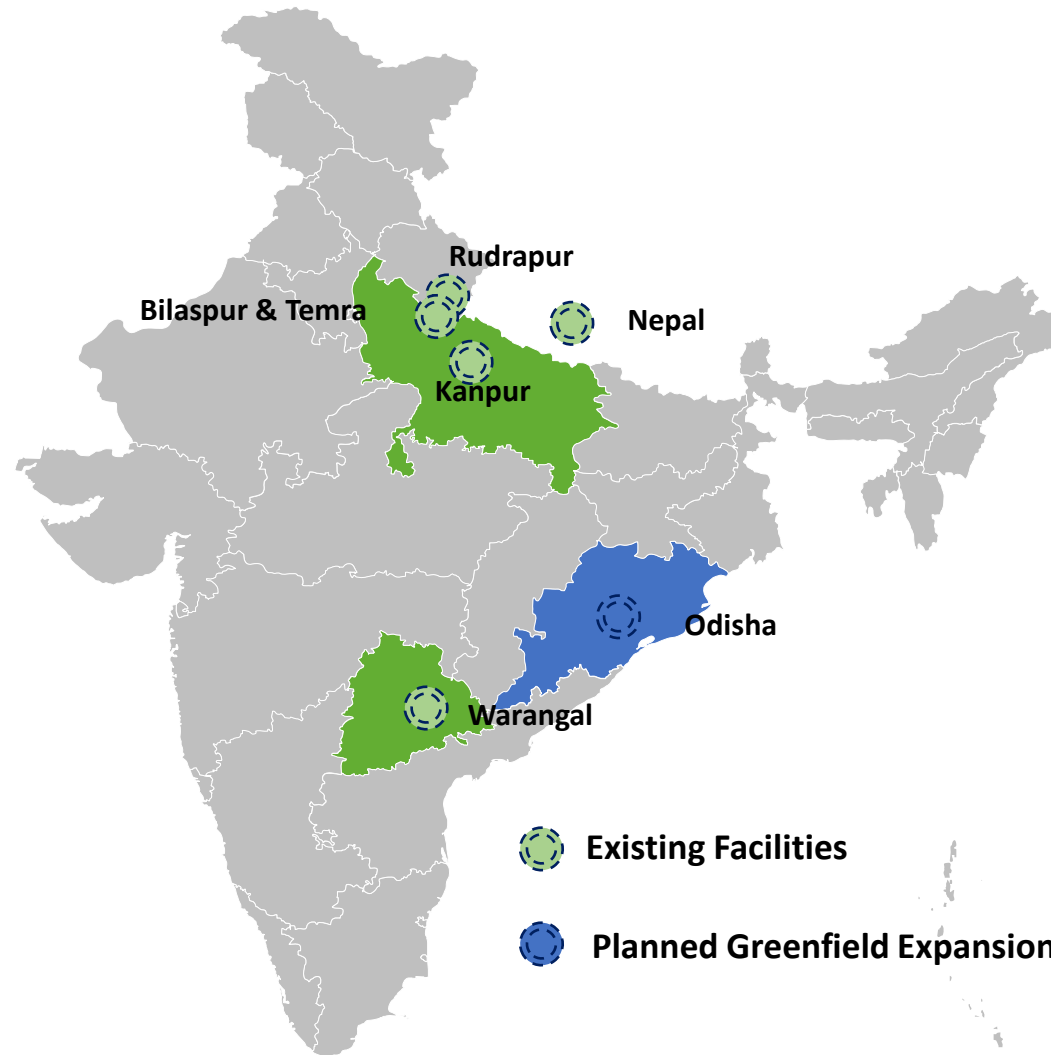
*Every product manufactured under the brand goes through stringent quality checks to ensure only highest quality rPET products are supplied to our partners*



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

# 4 State-of-the-art manufacturing facilities strategically located across India

Facility	Capacity (TPA)
<b>Kanpur</b>	<b>10,200</b>
rPET Fibre	7,200
Dyed Textured Yarn	3,000
<b>Rudrapur</b>	<b>39,600</b>
rPET Fibre	39,600
<b>Bilaspur &amp; Temra</b>	<b>57,000</b>
rPET Fiber	49,800
rPET Spun Yarn	7,200
<b>Warangal</b>	<b>77,640</b>
rPET Granules	42,000
B2F Chips/Filament yarn	12,240
RPSF	12,600
PPSF	10,800
<b>Nepal</b>	<b>12,000</b>
Washed Flakes	12,000

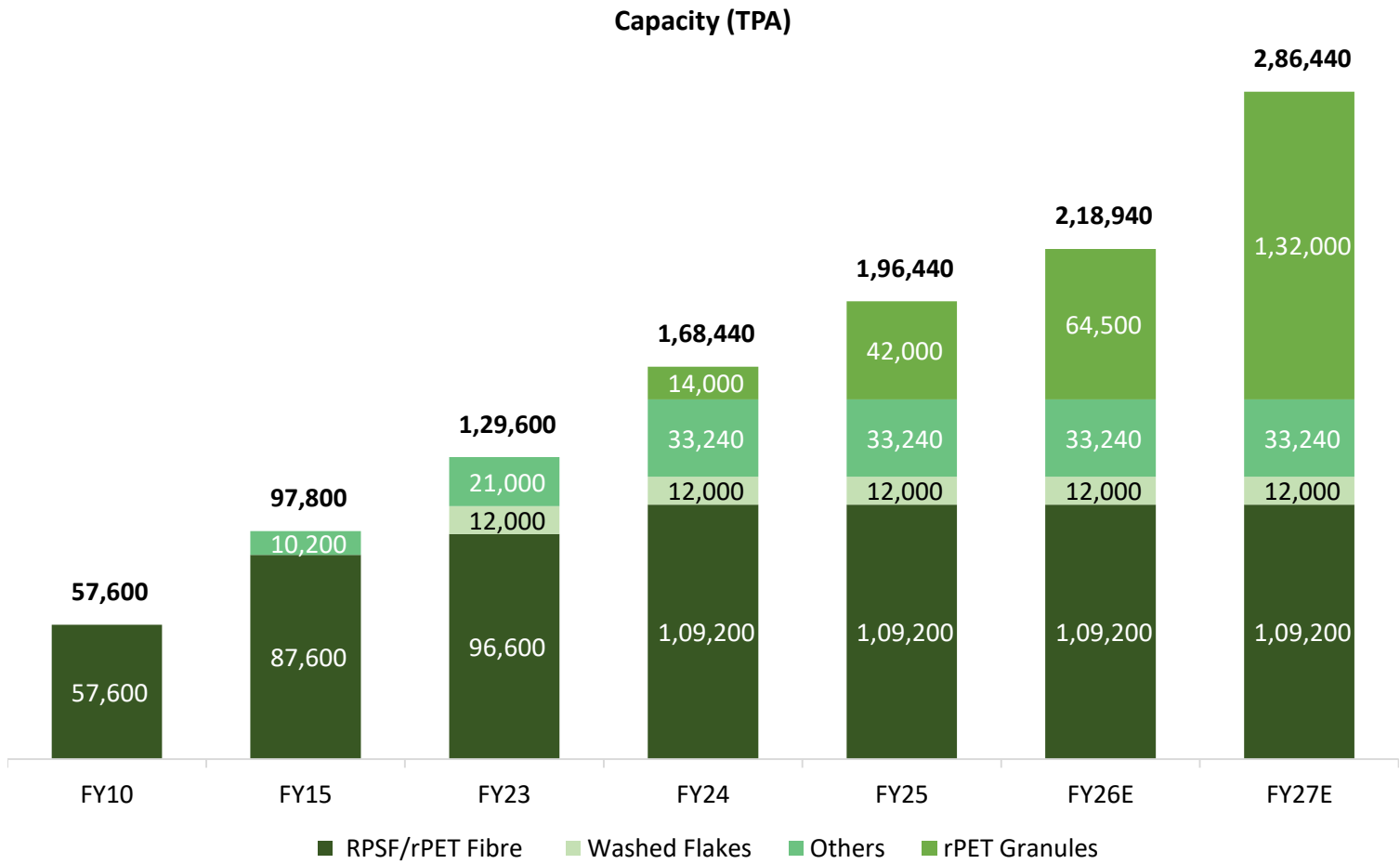
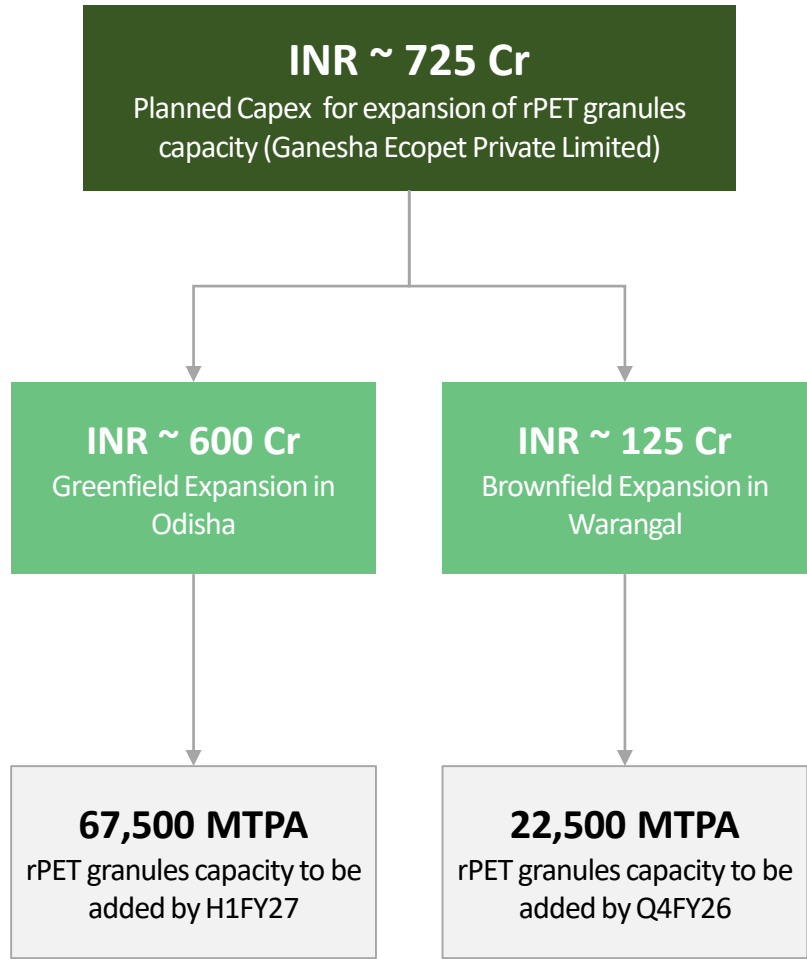


**Best in class certifications having a strong focus on quality**

**Additional approvals for food grade applications in Warangal**

# 4 Strategically realigning product portfolio towards high-margin, value-added products

Rapid expansion of capacities in recent years, especially into value added segment of rPET granules



Others include Dyed Textured Yarn, rPET Spun Yarn, PPSF and B2F Chips/Filament yarn

## 5 Experienced Management and Board of Directors...



**Shyam Sunder Sharma**  
*Founder and Non -Executive  
Chairman*

- **60+ years of experience**
- Visionary to bring PET recycling revolution in India
- Responsible for looking into the overall management, strategic planning and development of the company



**Sharad Sharma**  
*Managing Director*

- **35+ years of experience**
- Expertise in operations, marketing and distribution
- Responsible for overseeing day to day management and overall operations of the Company



**Vishnu Dutt Khandelwal**  
*Executive Vice- Chairman*

- **50+ years of experience**
- Expertise include business development, and marketing
- Oversees marketing & business development for the group



**Rajesh Sharma**  
*Joint Managing Director*

- **35+ years of experience**
- Expertise in plant administration & operations
- Responsible for looking after the administration and operations of the Company's Rudrapur and Bilaspur unit



**Jagat Jit Singh**  
*Non-Executive Independent  
Director*

- **35+ years of experience**
- Expertise in the field of management consulting, international business
- He is a management graduate from IIM Ahmedabad



**Narayanan Subramaniam**  
*Non-Executive  
Independent Director*

- **30+ years of experience**
- Post graduate from IIMA, FCA, Grad CMA and FCS
- Deep proficiency in asset management, risk management, system implementation, corporate governance etc.



**Akshay Kumar Gupta**  
*Non-Executive  
Independent Director*

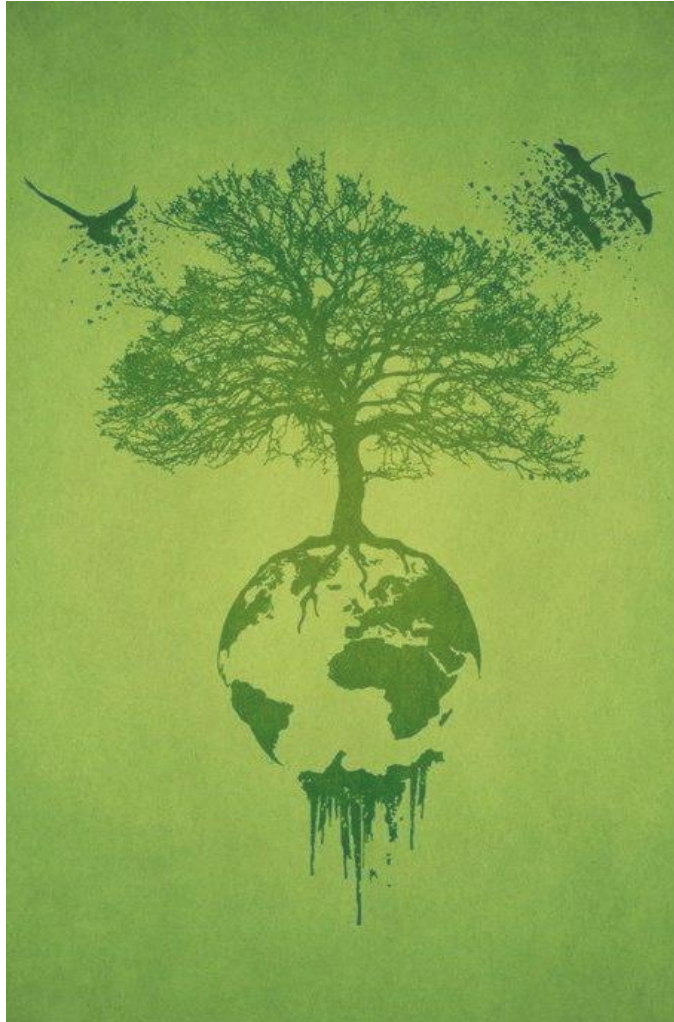
- **40+ years of experience**
- He is a CA by profession and past member of Central Council of ICAI
- Has served on board of Northern Coalfields, presently on board of Kanpur Plastipack Limited





**Dr. Shobha Chaturvedi**  
*Non-Executive  
Independent Director*


- **50+ years of experience**
- Ph.D. in Pollution Abatement from H.B.T.I., Kanpur, Master Degree in Chemistry
- She was working as a Regional Officer, UP Pollution Control Board and functioned across various roles


# 5 ...driven towards a sustainable future



 **Shifting towards clean renewable energy**  
plant's across production facilities with total installed capacity of 16.53 MWp of **Rooftop Solar power installations**

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

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

 **Zero discharge facility at Warangal**



  
**Impacting the environment by reducing burden of waste on Planet**

  
**Creating a sustainable, circular economy on a Global level**

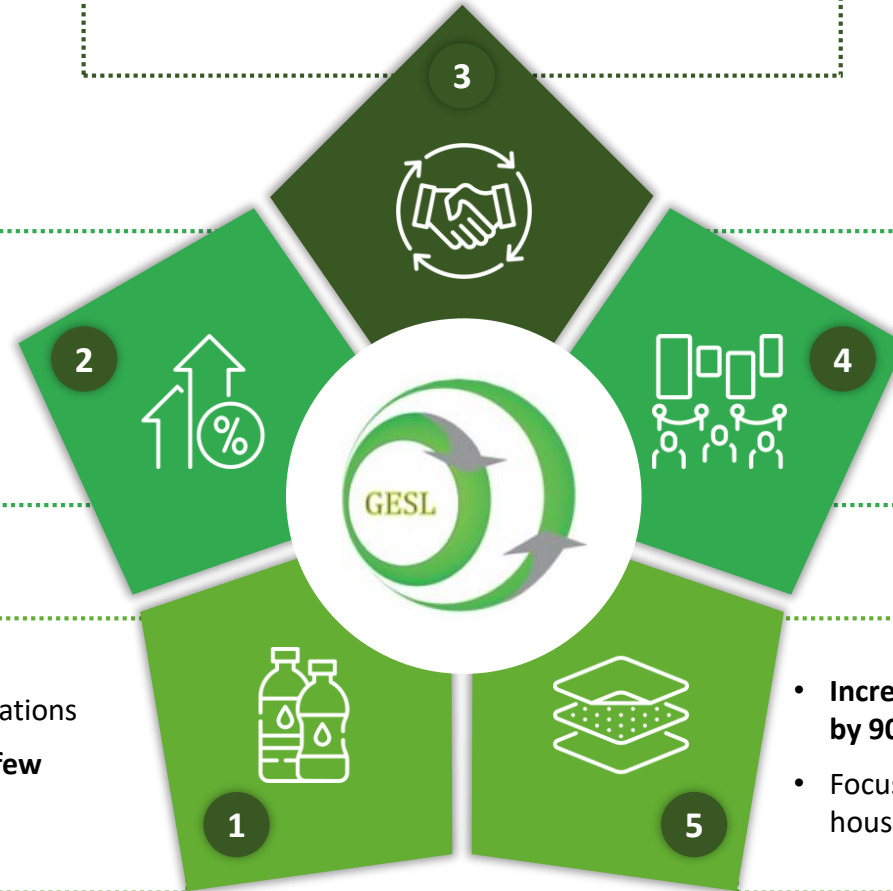
  
**Helping industries to take steps towards sustainability**



## Key Strategies

Strive to become the Preferred & Largest provider for Recycled Plastic products globally

- Working with **40+ brands across various stages of approvals to provide rPET products** helping them meet their sustainability goals



- Unlock the potential of high margin products. **Target revenue contribution of value added products ~65%** (vs 40% currently)

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

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

- **Increasing rPET granules capacities (Odisha + Warangal) by 90,000 MTPA** to meet the growing demand
- Focus on increasing market share in technical textiles and household textiles sector.



## Financial Summary

# Profit & Loss Statement - Standalone



Particulars (INR Crore)	Q4FY25	Q3FY25	Q4FY24	FY25	FY24
<b>Net Revenue from operations</b>	<b>216.45</b>	<b>268.02</b>	<b>237.17</b>	<b>983.88</b>	<b>975.34</b>
<b>Other Income</b>	7.17	9.15	8.55	33.14	25.76
<b>Total Income</b>	<b>223.62</b>	<b>277.17</b>	<b>245.72</b>	<b>1,017.02</b>	<b>1,001.10</b>
<b>Expenses</b>					
Cost of materials consumed/ traded goods	163.42	170.76	155.50	653.43	643.59
Changes in inventories	(24.45)	11.11	(7.08)	(7.51)	(7.92)
Employee benefits expense	17.63	17.58	16.26	67.99	61.94
Finance costs	1.90	1.66	1.90	4.78	15.17
Depreciation and amortization	5.94	6.02	6.48	23.76	26.66
Other expenses	39.14	45.32	44.70	174.47	177.99
<b>Profit before tax</b>	<b>20.04</b>	<b>24.72</b>	<b>27.96</b>	<b>100.10</b>	<b>83.67</b>
<b>Tax Expense</b>	(5.38)	(5.15)	(7.04)	(24.62)	(21.19)
<b>Net Profit after tax</b>	<b>14.66</b>	<b>19.57</b>	<b>20.92</b>	<b>75.48</b>	<b>62.48</b>
<b>Other Comprehensive income</b>	(3.94)	0.02	(0.20)	(3.89)	0.07
<b>Total Comprehensive Income</b>	<b>10.72</b>	<b>19.59</b>	<b>20.72</b>	<b>71.59</b>	<b>62.55</b>

# Profit & Loss Statement - Consolidated



Particulars (INR Crore)	Q4FY25	Q3FY25	Q4FY24	FY25	FY24
<b>Net Revenue from operations</b>	<b>344.38</b>	<b>397.80</b>	<b>305.53</b>	<b>1465.54</b>	<b>1,122.93</b>
<b>Other Income</b>	4.73	5.24	4.46	17.94	14.63
<b>Total Income</b>	<b>349.11</b>	<b>403.04</b>	<b>309.99</b>	<b>1483.48</b>	<b>1,137.56</b>
<b>Expenses</b>					
Cost of materials consumed/ traded goods	245.45	235.40	178.17	909.21	718.16
Changes in inventories	(35.66)	17.56	2.73	3.82	(27.22)
Employee benefits expense	23.00	22.84	19.96	88.21	75.03
Finance costs	9.65	10.53	9.12	38.09	44.90
Depreciation and amortization	13.73	14.29	11.80	54.97	48.68
Other expenses	60.53	65.50	57.61	253.76	219.10
<b>Profit before tax</b>	<b>32.41</b>	<b>36.92</b>	<b>30.60</b>	<b>135.42</b>	<b>58.91</b>
<b>Tax Expense</b>	(8.65)	(7.21)	(9.00)	(32.30)	(18.34)
<b>Net Profit after tax</b>	<b>23.76</b>	<b>29.71</b>	<b>21.60</b>	<b>103.12</b>	<b>40.57</b>
<b>Other Comprehensive income</b>	(3.97)	0.04	(0.14)	(3.85)	0.17
<b>Total Comprehensive Income</b>	<b>19.78</b>	<b>29.75</b>	<b>21.46</b>	<b>99.27</b>	<b>40.74</b>

# Balance Sheet - Standalone



Particulars (INR Crore)	FY25	FY24
<b>ASSETS</b>		
<b>Non- Current Assets</b>		
(a) Property, Plant and Equipment	235.67	247.80
(b) Capital Work - in – Progress	12.78	0.39
(c) Other Non - Current Assets	581.59	422.90
<b>Current assets</b>		
(a) Inventories	233.06	206.01
(b) Trade Receivables	107.77	103.42
(c) Cash and Cash Equivalents	108.67	38.77
(d) Other Current Assets	109.39	190.23
<b>TOTAL ASSETS</b>	<b>1388.93</b>	<b>1209.52</b>
<b>Equity</b>		
(a) Equity Share Capital	25.46	25.35
(b) Other Equity	1134.44	1063.80
<b>Total Equity</b>	<b>1159.90</b>	<b>1089.15</b>
<b>Liabilities</b>		
<b>Non- Current Liabilities</b>		
(a) Long Term Borrowings	0.83	2.44
(b) Long Term Provisions	8.49	6.49
(c) Other Non-Current Liabilities	21.35	22.36
<b>Current Liabilities</b>		
(a) Short Term Borrowings	106.43	0.56
(b) Short Term Provisions	4.65	5.06
(c) Trade Payables	55.22	51.24
(d) Other Current Liabilities	32.06	32.22
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1388.93</b>	<b>1209.52</b>

# Balance Sheet - Consolidated



Particulars (INR Crore)	FY25	FY24
<b>ASSETS</b>		
<b>Non- Current Assets</b>		
(a) Property, Plant and Equipment	915.16	769.20
(b) Capital Work - in – Progress	50.97	71.08
(c) Other Non - Current Assets	122.24	57.87
<b>Current assets</b>		
(a) Inventories	355.41	301.35
(b) Trade Receivables	171.57	137.98
(c) Cash and Cash Equivalents	116.08	43.41
(d) Other Current Assets	202.77	243.02
<b>TOTAL ASSETS</b>	<b>1934.20</b>	<b>1623.91</b>
<b>Equity</b>		
(a) Equity Share Capital	25.46	25.35
(b) Other Equity	1125.22	1026.77
<b>Total Equity</b>	<b>1150.67</b>	<b>1052.12</b>
<b>Liabilities</b>		
<b>Non- Current Liabilities</b>		
(a) Long Term Borrowings	368.37	371.31
(b) Long Term Provisions	9.13	7.01
(c) Other Non-Current Liabilities	69.92	37.66
<b>Current Liabilities</b>		
(a) Short Term Borrowings	187.78	27.48
(b) Short Term Provisions	4.97	5.22
(c) Trade Payables	80.69	74.59
(d) Other Current Liabilities	62.67	48.52
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>1934.20</b>	<b>1623.91</b>

# Thank You



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