



# Ganesh Ecosphere

Q4FY24

PERFORMANCE PRESENTATION



# 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.



# Financial Highlights

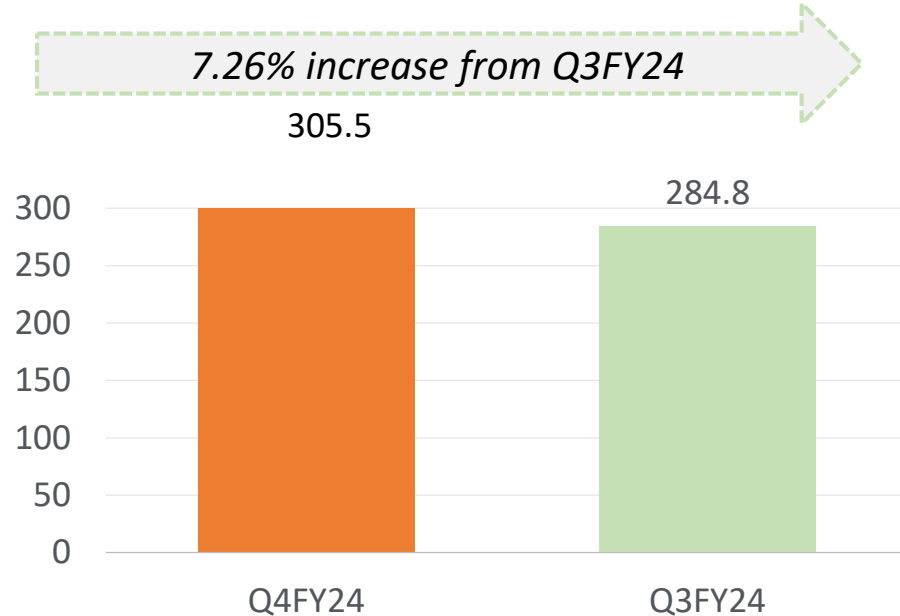
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# Q4FY24 Consolidated Performance Highlights (QoQ)



## REVENUE FROM OPERATIONS



**INR 47.06 cr.**  
**EBITDA**

39.98 Cr. in Q3FY24



**15.40%**  
**EBITDA Margin**

14.03% in Q3FY24



**34089 MT\***

**Production Volume**

32,722 MT\* in Q3FY24



**86%**

**Capacity Utilization**

rPET granules



**INR 21.60 Cr.**  
**PAT**

12.73 Cr. in Q3FY24



**INR 33.40 Cr.**  
**Cash profit**

24.96 Cr. in Q3FY24



**INR 13,805**  
**EBITDA per ton**

INR 12,219/Ton in Q3FY24



**Rs. 9.66**

**EPS**

Rs. 5.84 in Q3FY24

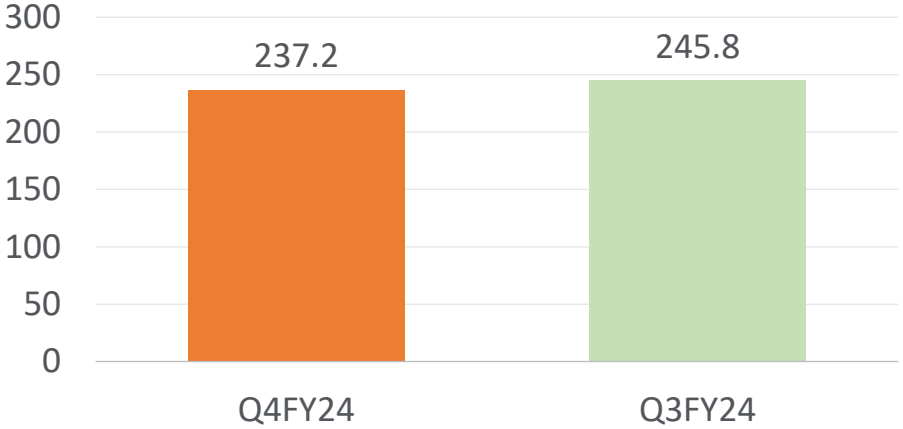
\*Production meant for market sale

# Q4FY24 Standalone Performance Highlights (QoQ)



## REVENUE FROM OPERATIONS

3.49% decrease from Q3FY24



**INR 27.79cr.**  
**EBITDA**

31.29 Cr. in Q3FY24



**11.72%**  
**EBITDA Margin**

12.73% in Q3FY24



**27,752MT**



**Production Volume**

28,447 MT in Q3FY24



**104%**



**Capacity Utilization**

107% in Q3FY24



**INR 20.92**  
**cr. PAT**

19.55 Cr. in Q3FY24



**INR 83,190**  
**Avg. realization**  
**/ton**

INR 85,870 in Q3FY24



**INR 10,012**  
**EBITDA per ton**

INR 10,999/Ton in Q3FY24



**27,558MT**



**Sales Volume**

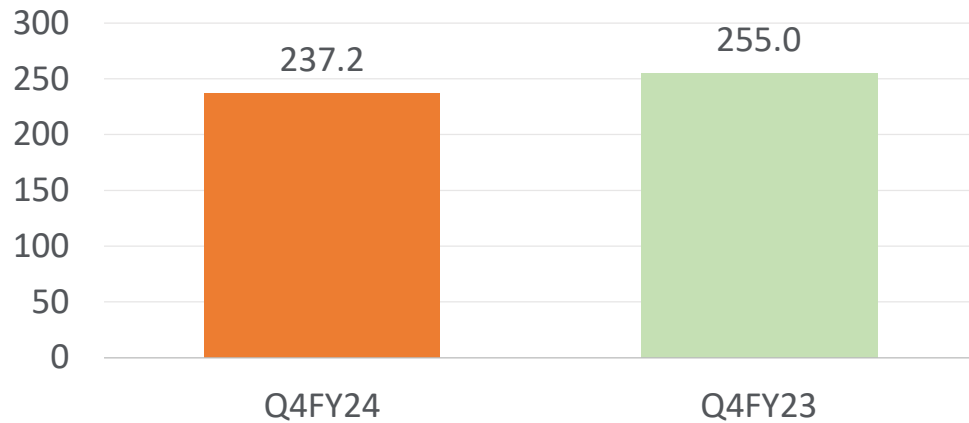
27,340 MT in Q3FY24

# Q4FY24 Standalone Performance Highlights (YoY)



## REVENUE FROM OPERATIONS

7.01% decrease from Q4FY23



**INR 27.79cr.**  
**EBITDA**  
34.32 Cr. in Q4FY23



**11.72%**  
**EBITDA Margin**  
13.46% in Q4FY23



**27752 MT**  
**Production Volume**  
29,637 MT in Q4FY23



**104%**  
**Capacity Utilization**  
111% in Q4FY23



**INR 20.92**  
**cr. PAT**  
17.13 Cr. in Q4FY23



**INR 83,190**  
**Avg realization**  
**/ ton**  
INR 90,310 in Q4FY23



**INR 10,012**  
**EBITDA per ton**  
INR 11,580/Ton in Q4FY23



**27,558 MT**  
**Sales Volume**  
26,635 MT in Q4FY23

# Q4FY24 Performance- Consolidated



Particulars (Rs in Crore)	Q1FY24	Q2FY24	Q3FY24	Q4FY24	FY24
Net Revenue from operation	254.12	278.45	284.83	305.53	1122.93
Other Income	2.94	3.23	4.00	4.46	14.63
<b>Total Revenue</b>	<b>257.06</b>	<b>281.68</b>	<b>288.83</b>	<b>309.99</b>	<b>1137.56</b>
<b>Expenses</b>					
Cost of materials consumed/ Traded goods	177.61	172.72	189.66	178.17	718.16
Changes in inventories	(19.18)	7.29	(18.05)	2.73	(27.21)
Employee benefits expense	17.68	18.33	19.06	19.96	75.03
Finance costs	11.39	11.63	12.76	9.12	44.90
Depreciation and amortization expenses	12.21	12.44	12.23	11.80	48.68
Other expenses	52.50	54.79	54.18	57.61	219.09
<b>Profit before tax</b>	<b>4.85</b>	<b>4.48</b>	<b>18.99</b>	<b>30.60</b>	<b>58.91</b>
Tax Expense	(1.40)	(1.68)	(6.26)	(9.00)	(18.34)
<b>Net Profit after tax</b>	<b>3.45</b>	<b>2.80</b>	<b>12.73</b>	<b>21.60</b>	<b>40.57</b>
Other Comprehensive income	0.10	0.10	0.10	(0.14)	0.17
<b>Total Comprehensive Income</b>	<b>3.55</b>	<b>2.90</b>	<b>12.83</b>	<b>21.46</b>	<b>40.74</b>

Note: Company's subsidiaries were operational since 01<sup>st</sup> February, 2023 and so consolidated performance prior to that is not comparable

# Q4FY24 Performance- Standalone

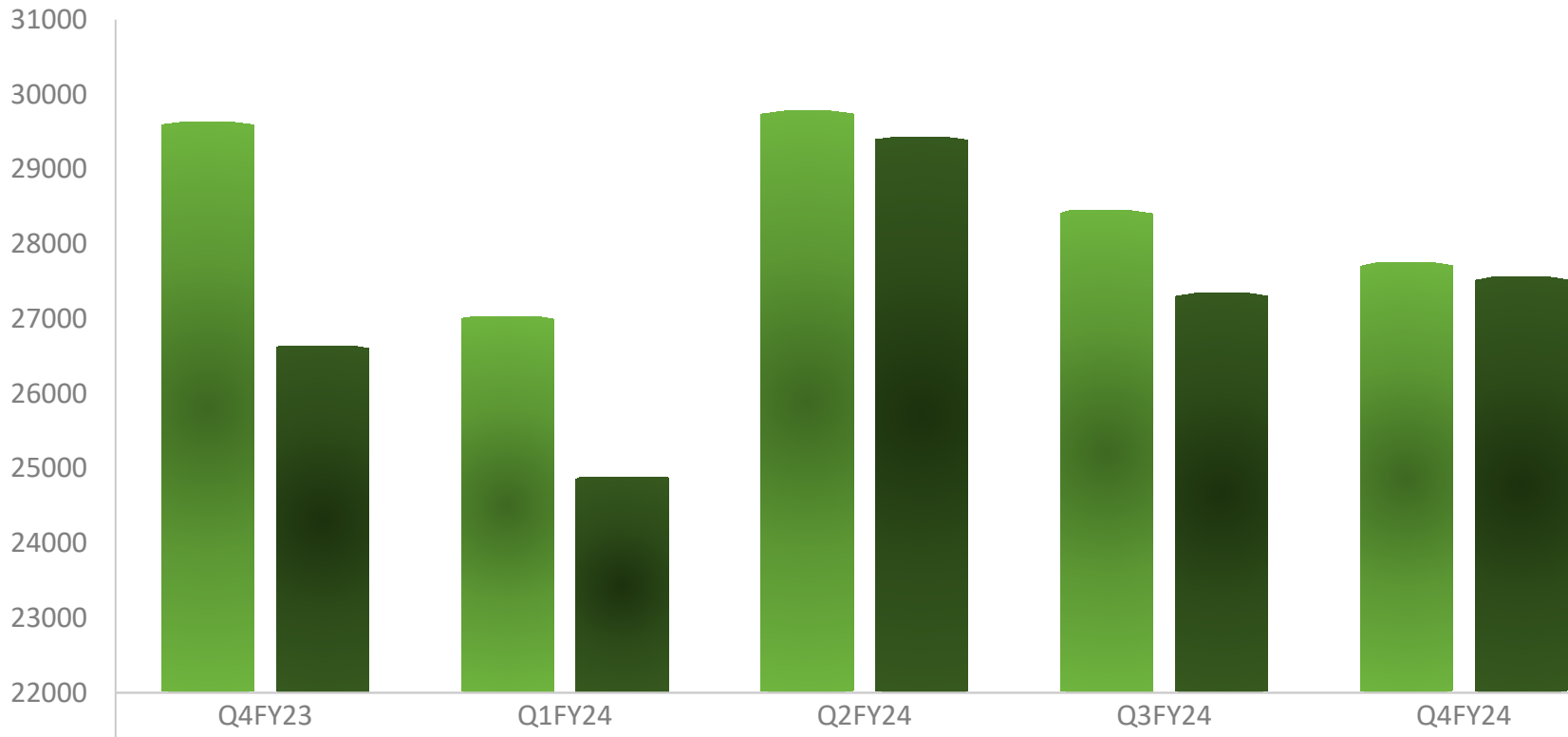


Particulars (Rs in Crore)	Q4FY24	Q3FY24	Q4FY23	FY24	FY23
Net Revenue from operation	237.17	245.76	255.04	975.34	1132.86
Other Income	8.55	6.01	5.19	25.76	16.44
<b>Total Revenue</b>	<b>245.72</b>	<b>251.77</b>	<b>260.23</b>	<b>1001.10</b>	<b>1149.30</b>
<b>Total expenses</b>					
Cost of materials consumed/ Traded goods	155.50	156.86	179.46	643.60	770.01
Changes in inventories	(7.08)	(2.33)	(20.79)	(7.92)	(28.25)
Employee benefits expense	16.26	15.83	17.33	61.94	65.84
Finance costs	1.90	4.64	3.81	15.17	14.12
Depreciation and amortization expenses	6.47	6.64	6.88	26.66	27.02
Other expenses	44.71	44.11	49.81	177.98	201.42
<b>Profit before tax</b>	<b>27.96</b>	<b>26.02</b>	<b>23.73</b>	<b>83.67</b>	<b>99.14</b>
Tax Expense	(7.04)	(6.47)	(6.59)	(21.19)	(25.82)
<b>Net Profit after tax</b>	<b>20.92</b>	<b>19.55</b>	<b>17.14</b>	<b>62.48</b>	<b>73.32</b>
Other Comprehensive income (net)	(0.20)	0.09	0.33	0.07	0.36
<b>Total Comprehensive Income</b>	<b>20.72</b>	<b>19.64</b>	<b>17.47</b>	<b>62.55</b>	<b>73.68</b>

# Q4FY24 Standalone Operational Performance

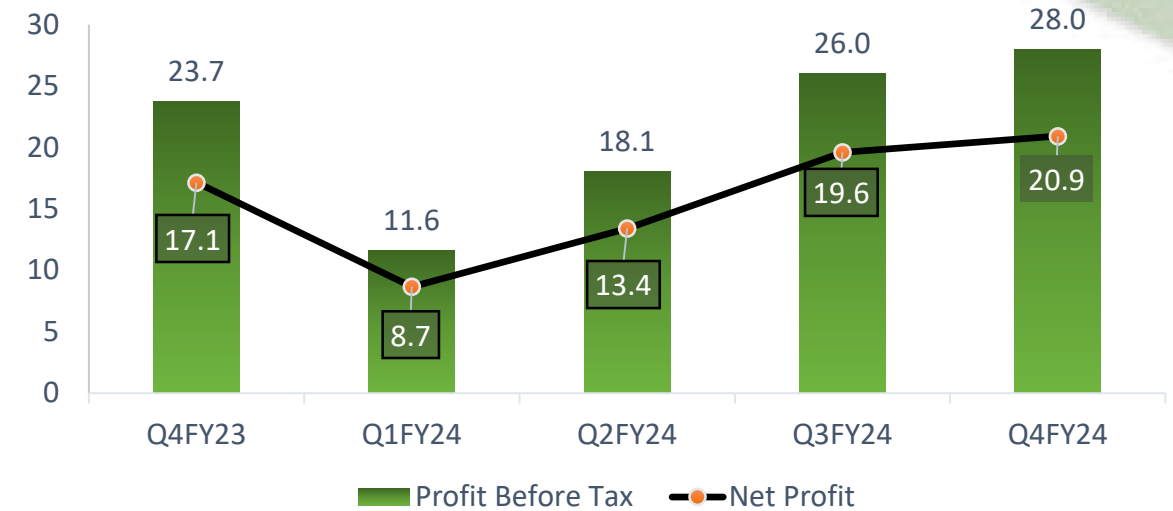
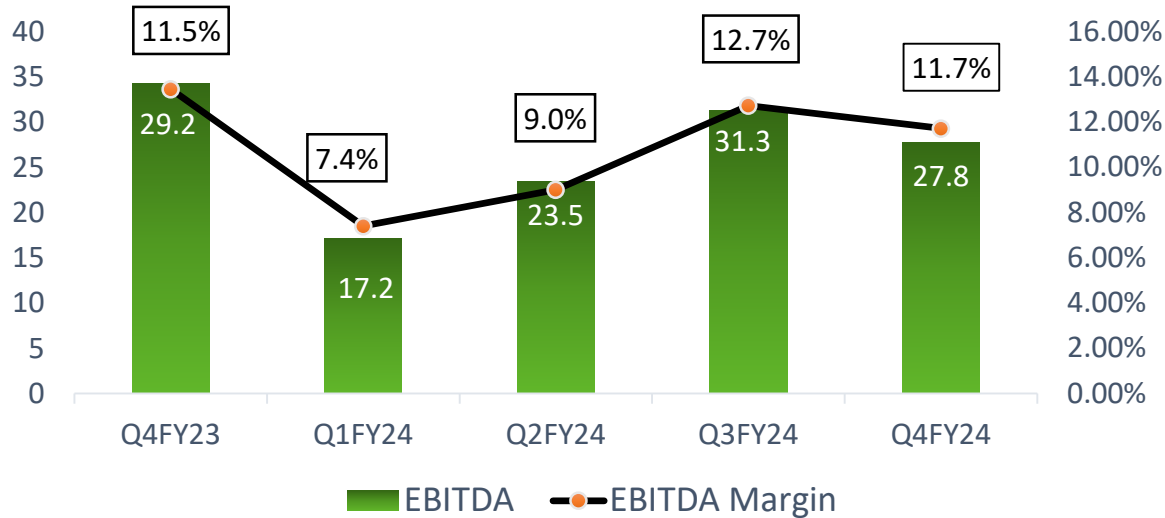
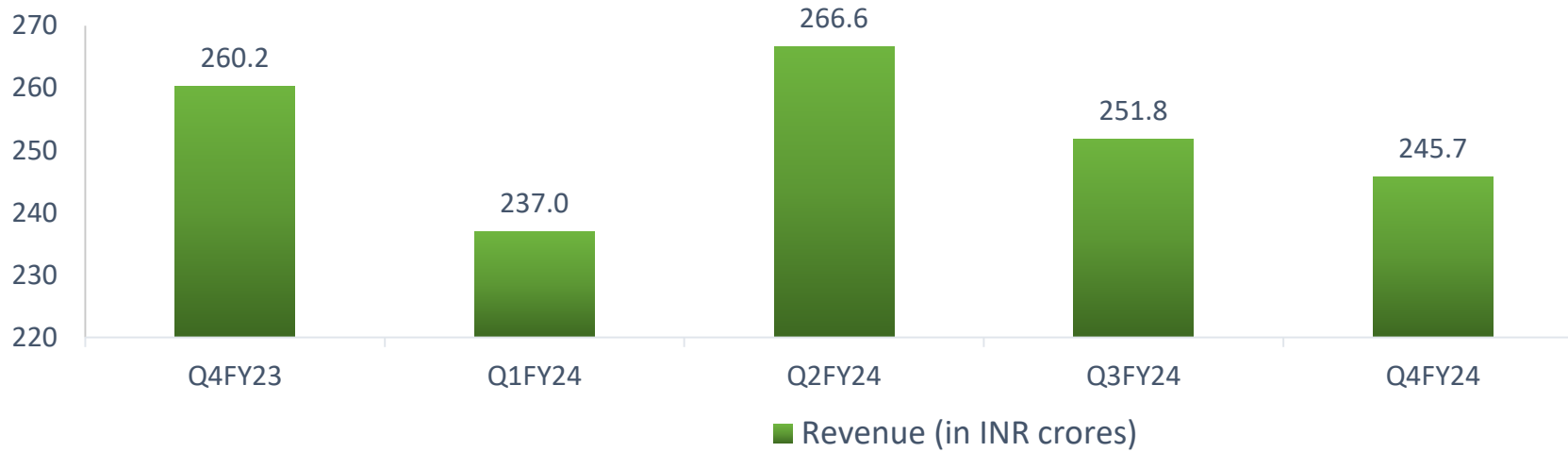


*Production vs Sales Volumes (in MT)*



■ Production	29637	27030	29781	28447	27752
■ Sales Volume	26635	24887	29434	27340	27558

# Q4FY24 Standalone Financial Performance



# Management remarks on numbers

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- Legacy business in holding company, particularly yarn segment, faced some headwinds in terms of demand and pricing.
- PSF business also faced some pricing pressure though overall production and sales volume remained unaffected.
- 2<sup>nd</sup> production line of rPET granules and RPSF production line commercially started during the quarter.
- Subsidiaries achieved EBITDA margins of over 22% on their contribution to the revenue during the quarter and started to earn positive cash profits.
- Improvement in overall EBITDA margins to 15.4% on consol basis due to positive contribution from its subsidiaries.
- 3<sup>rd</sup> production line of rPET granules is expected to be operational shortly.
- Management is looking for significant growth in Top line and operating profits during FY25.



# 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.*

The background features a collage of various PET bottles in different colors (green, blue, clear) and orientations. Some bottles are whole, while others are crushed or broken into pieces. There are also green recycling symbols and a logo with the letters 'GESL' on a bottle cap. The overall theme is plastic recycling.

# 1

Company Overview

**96,600+ MTPA** of  
PET Waste converted  
annually recycling  
**6bn+ bottles**

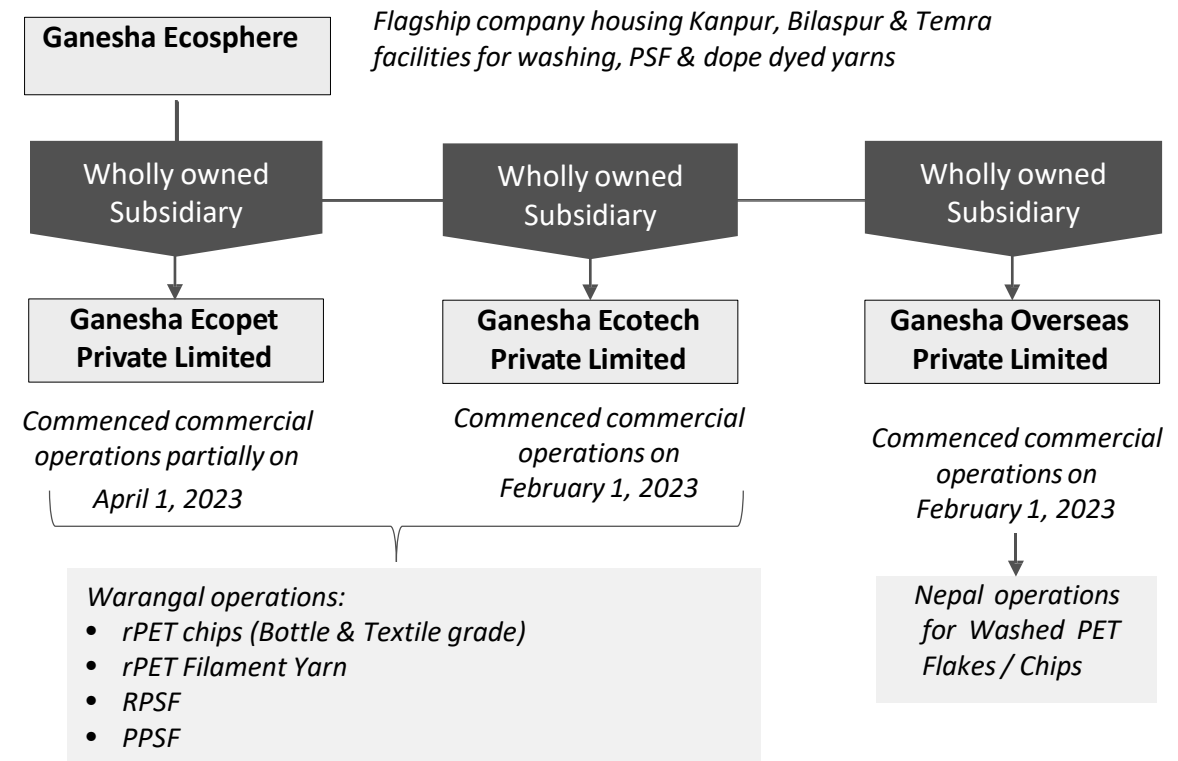
# Ganesha Ecosphere | Leading PET plastic Recycling Company



## 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.**
- 96,600+ MTPA of PET waste converted annually recycling 6bn+ 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



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

# 2

Industry Overview

Increasing focus on  
sustainability to  
drive the growth of  
rPET

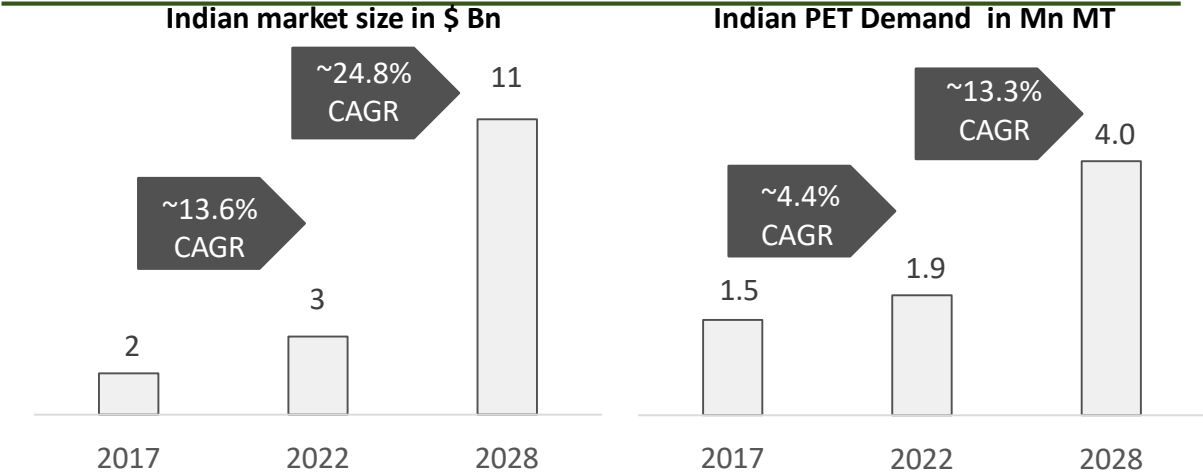
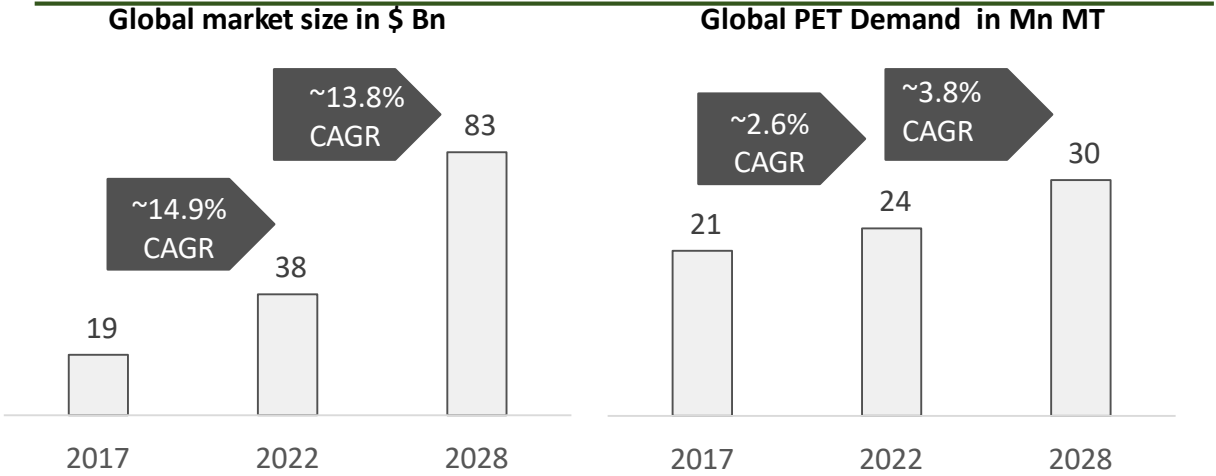
GESL



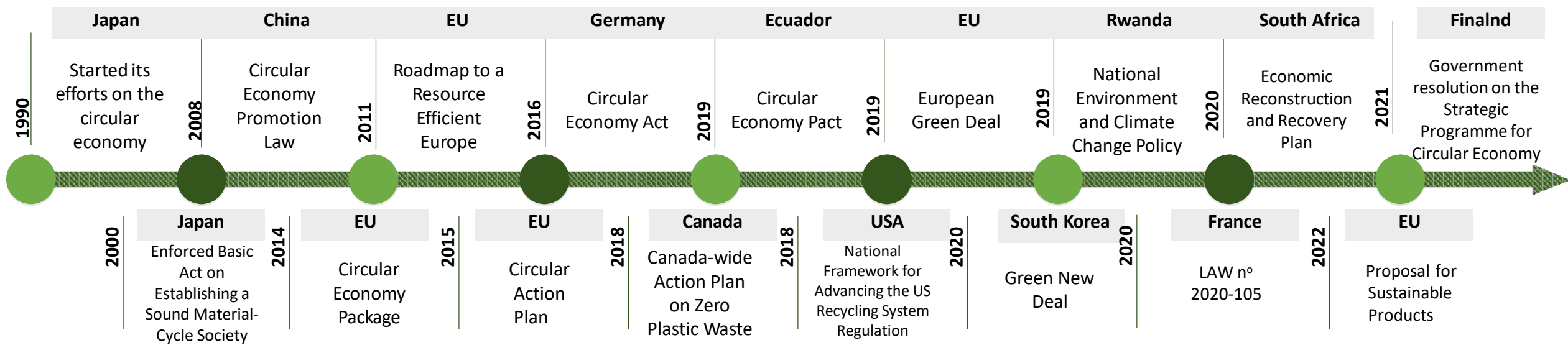
# Increasing focus on sustainability to drive the growth of rPET


## 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 different colors (green, blue, clear) and orientations. Some bottles are whole, while others are crushed or shown as granules. A green recycling symbol is visible in the top right corner, and a logo with the letters 'GESL' is also present. The overall theme is plastic recycling.









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Key Strengths

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

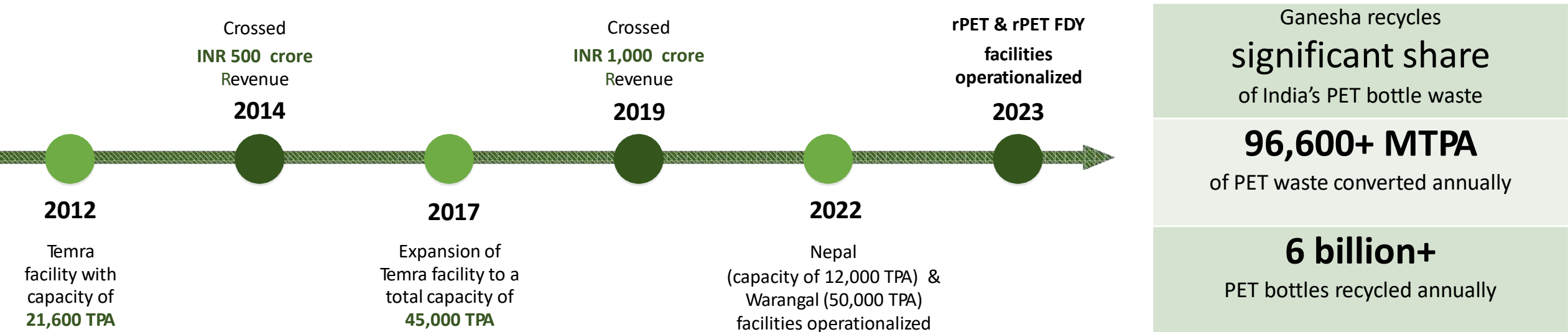


# Key Strengths

-  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  Rewise*
-  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*

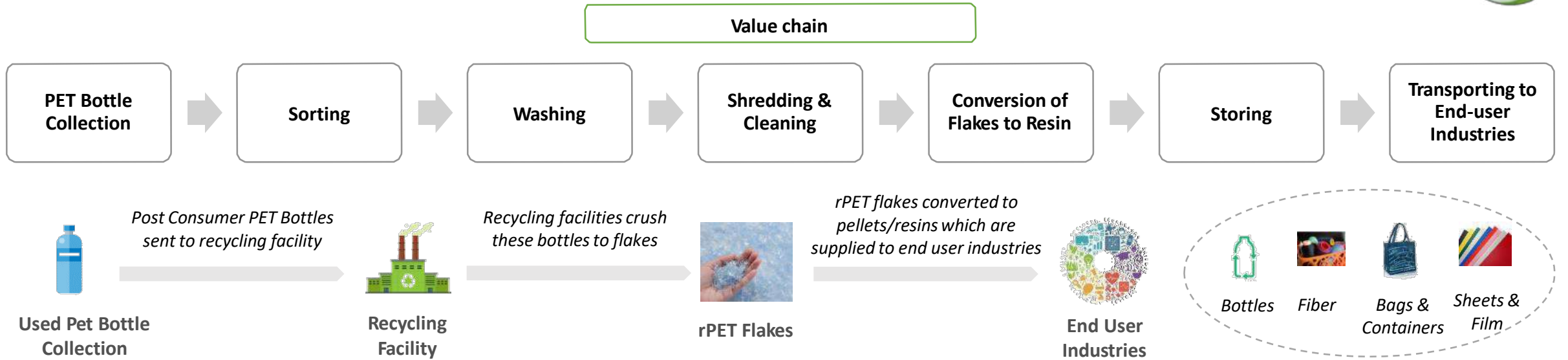


# Leading player in the PET plastic recycling space



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**

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

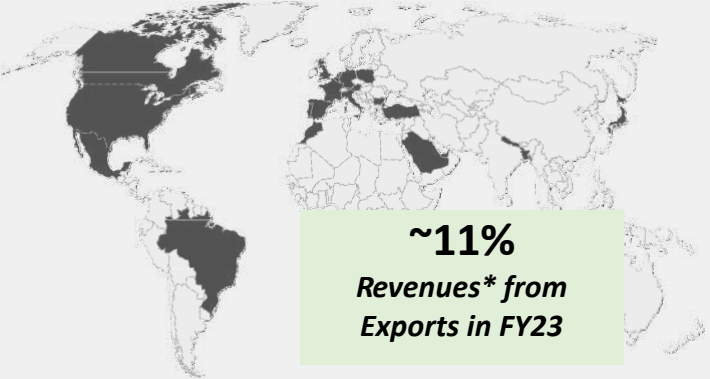
Ganesha has developed over 500 + product variants

# Long standing relationships with clients



## Having a footprint across the world

Exports across ~20+ countries

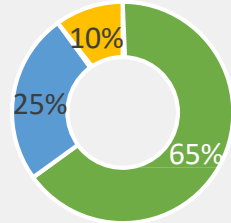


- **Become a preferred supplier of eco friendly rPET products** to reputed brands that believe in the sustainability story by establishing a premium brand
- Entrench into large FMCG brands by getting empaneled as a vendor to meet their rPET requirements
- Leverage first mover advantage & get our **rPET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



FY23 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

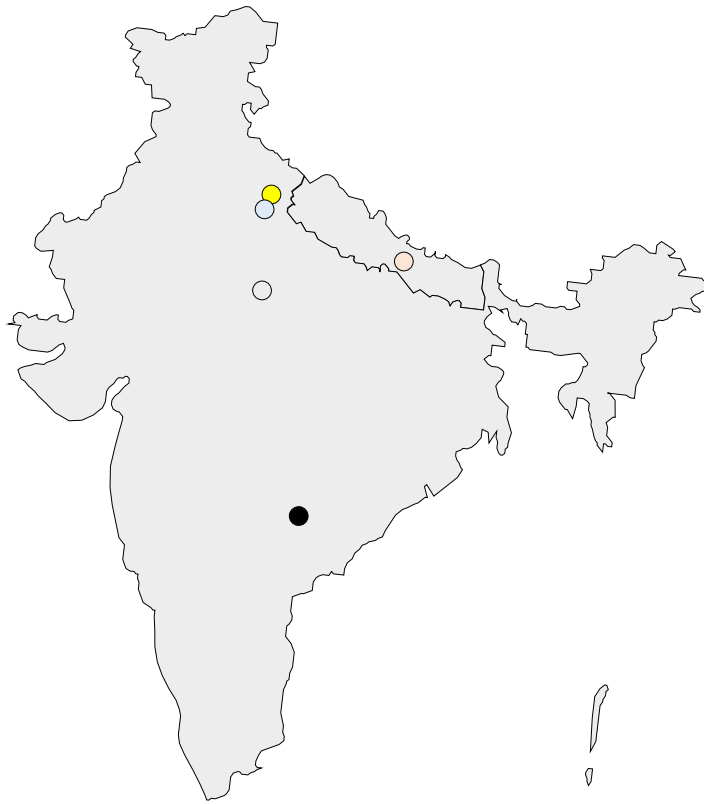
## With Strong Partnerships



\* Consolidated revenue

# State of the art manufacturing facilities

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



○ Kanpur	<b>18,000 TPA</b>
rPET Fiber	15,000 TPA
Dyed Textured yarn	3,000 TPA
● Rudrapur	<b>39,600 TPA</b>
rPET Fiber	39,600 TPA
○ Bilaspur and Temra	<b>49,200 TPA</b>
rPET Fiber	42,000 TPA
rPET Spun Yarn	7,200 TPA
● Warangal	<b>49,640 TPA</b>
rPET Granules	14,000 TPA
B2F Chips/ Filament Yarn	12,240 TPA
RPSF	12,600 TPA
PPSF	10,800 TPA

○ Nepal	<b>12,000 TPA</b>
Washed flakes	12,000 TPA

Capacity represents nameplate capacity

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**



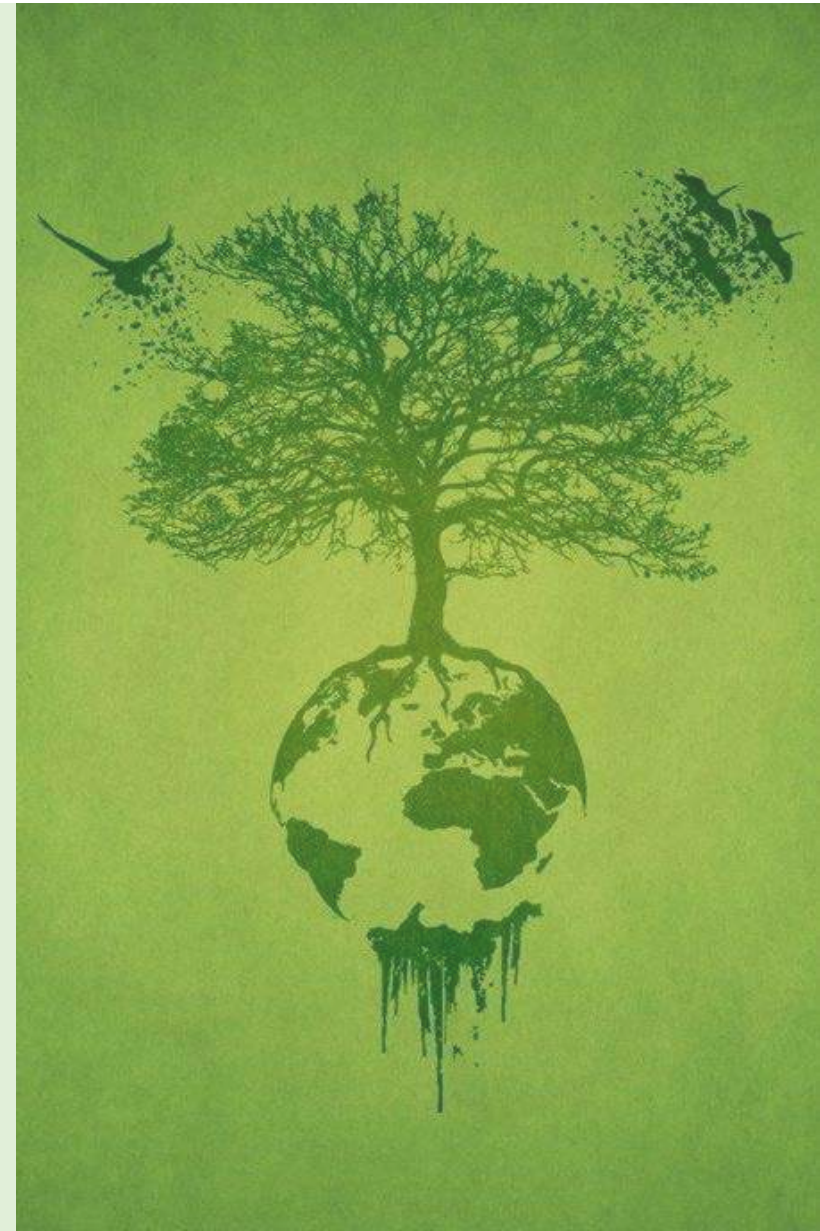
Impacting the environment by reducing burden of waste on Planet




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

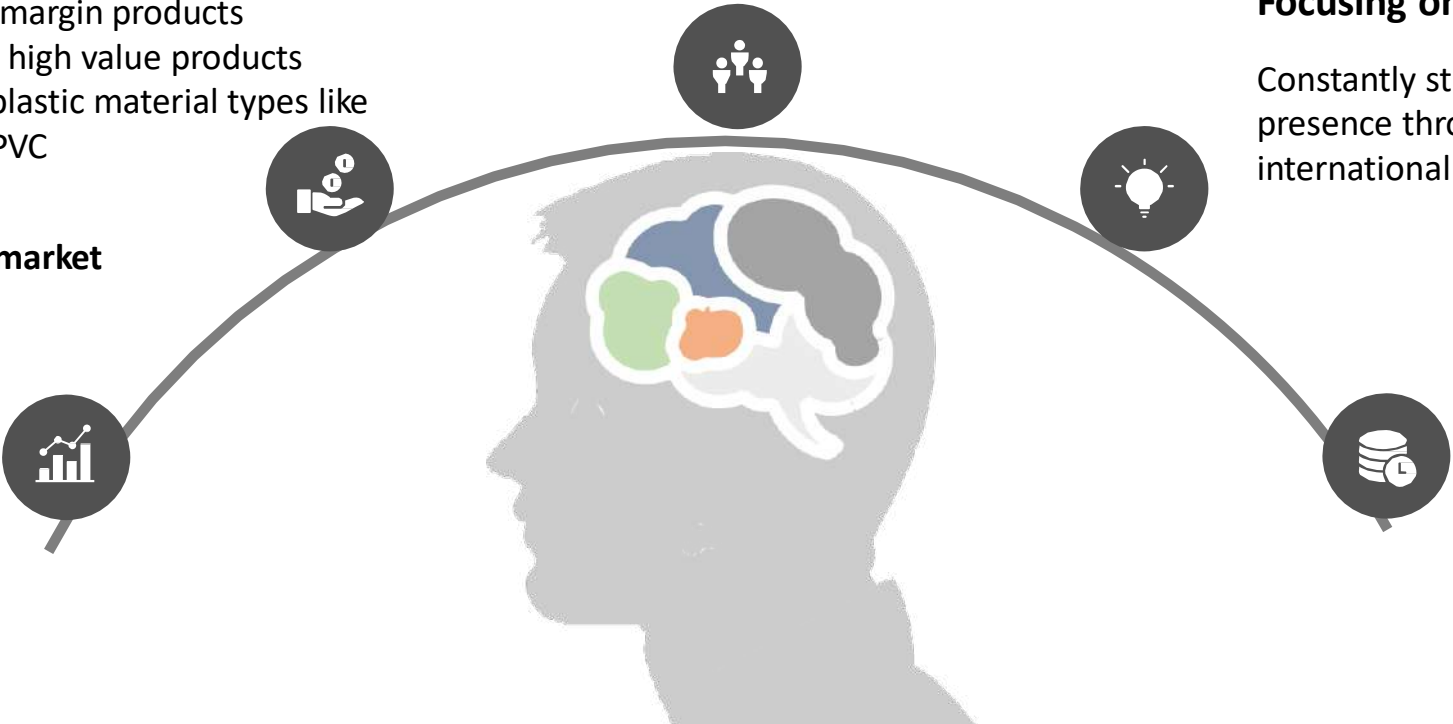
Constantly strengthen our overseas presence through participation in international events and exhibitions

## 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*



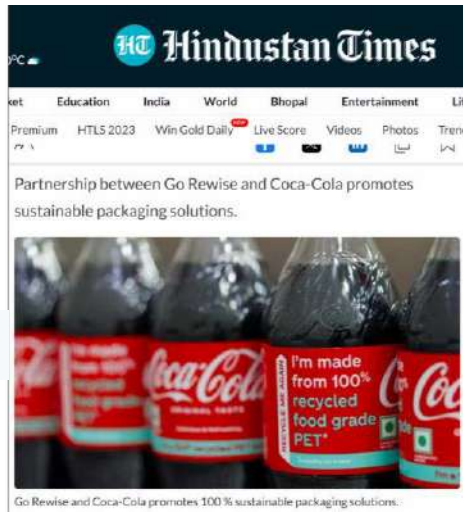
Product name	rPET Chips – Bottle Grade	rPET Chips – Textile Grade	rPET Fibers & Yarns
Target Customers	Partner with F&B industry for packaging needs	Partner with sustainability focused apparel & textile brands	Partner with sustainability focused apparel & textile brands
Differentiation	Almost virgin 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 Rewise



## Packaging



Yash Sharma, Founder, Go Rewise and Director at Ganesha Ecosphere, said: "At Go Rewise, 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 NR, 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 Rewise 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@ganeshaecosphere.com](mailto:secretarial@ganeshaecosphere.com)

