

GANESHA ECOSPHERE LTD



GANESHA ECOSPHERE LTD.

Waste to Wealth



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



WHO

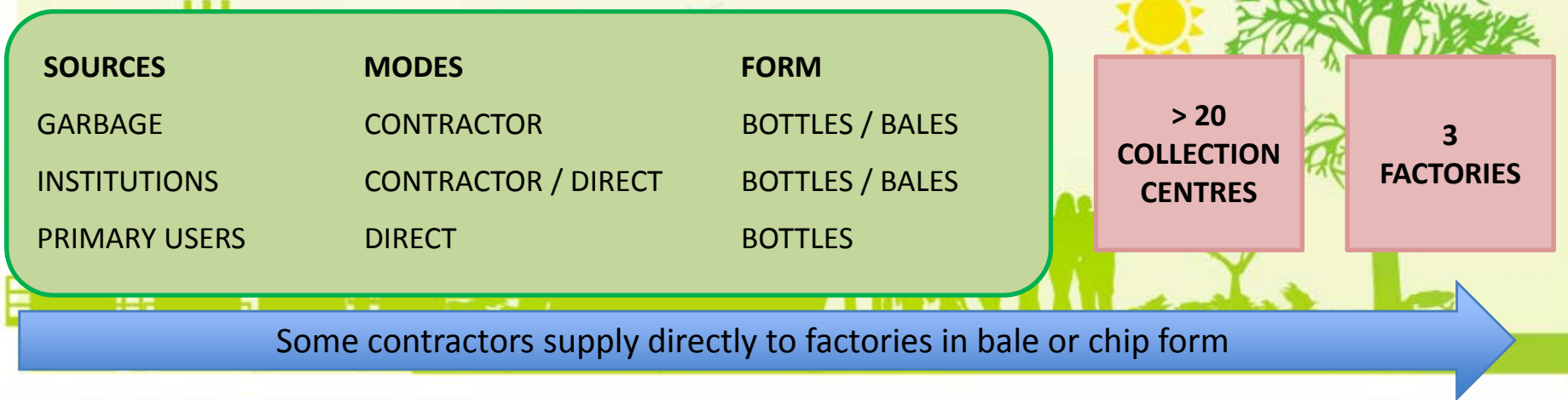


- Ganesha Ecosphere Ltd (GESL) - country's largest recycler of PET waste
- Capacity to produce 87,600 TPA of recycled Polyester Staple Fibre (RPSF) and 7,200 TPA recycled Polyester Spun Yarn (RPSY) by recycling PET waste (~3.5 billion PET bottles).
- RPSF / RPSY used by downstream units for textiles (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
- Direct collection network in 20+ cities/ locations through contractors who in turn work through rag-pickers. Contractors also supply directly from other cities
- Arrangements being set up with institutions such as hotels, airports, campuses and primary users.
- PET waste crushed and baled at collection centers and sent to factories; large contractors can service factories directly in bale or chip form
- Network enables collection of about 260 tons of PET waste daily



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 26,000 spindles as well as 12000 spindles on job arrangement to convert 12% of its RPSF output to RPSY
- Dyeing capability for widest colour palette for fibre and yarn production

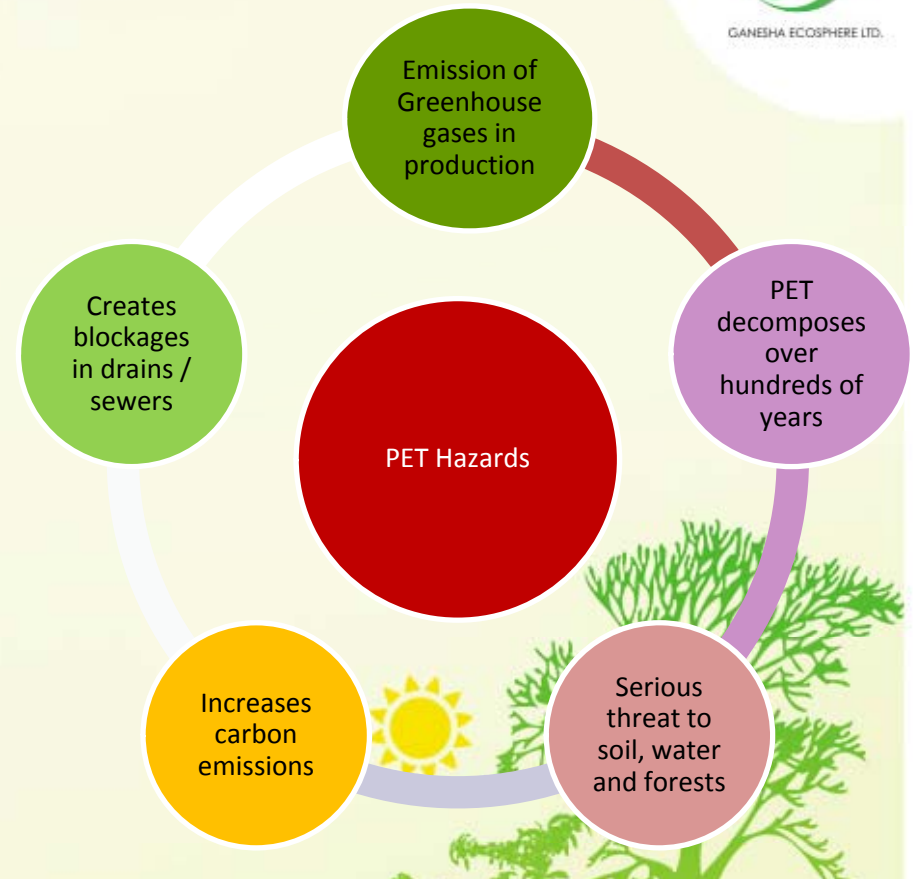


GANESHA ECOSPHERE LTD.



WHY

- PET is >40% of global packaging mix but takes over 500 years to decompose
- Problem of waste disposal rising as PET consumption rises across India & world
- **Recycling a must** to sustain environment and reduce landfills and greenhouse gases
- Recycling 1 ton of PET saves 3.8 barrels of crude oil / 6.7 cubic meters of landfill / 1.5 tons of CO2 / 2 man years of energy
- Substitution by recycled PET reduces the greenhouse gas emissions during manufacture of virgin material
- Recycling 1 plastic bottle conserves enough energy to light a 60W light bulb for 6 hours



GESL is proud of playing a socially responsible and important part in helping sustain our environment, preserve energy and reduce greenhouse emissions

WHAT NEXT



GANESHA ECOSPHERE LTD.

1. Network:

- a. Build collection capability in South – better availability of used PET
- b. Build recycling facilities in South India
- c. Implementing brown field expansion of 21000 tpa at Bilaspur unit



Indian World Cup Team uniforms made of 33 PET bottles each



2. Tie-ups:

- a. Setting up Reverse Vending Machine (RVMs)
- b. Reward schemes / points on RVMs
- c. Promoting 'green' products
- d. Collecting PET waste



3. Social Consciousness

- a. Awareness campaign to go green
- b. Recycling awareness



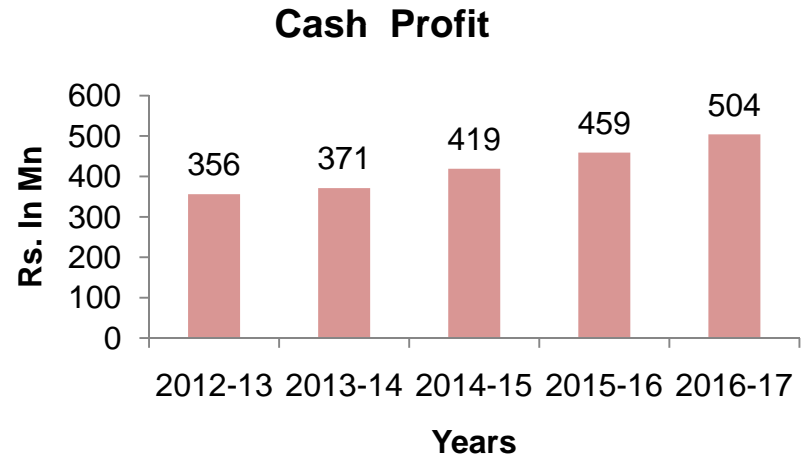
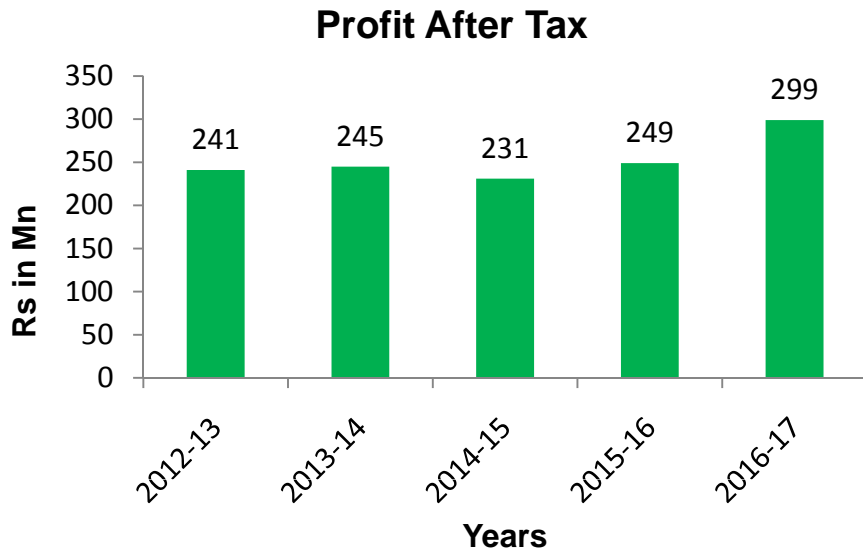
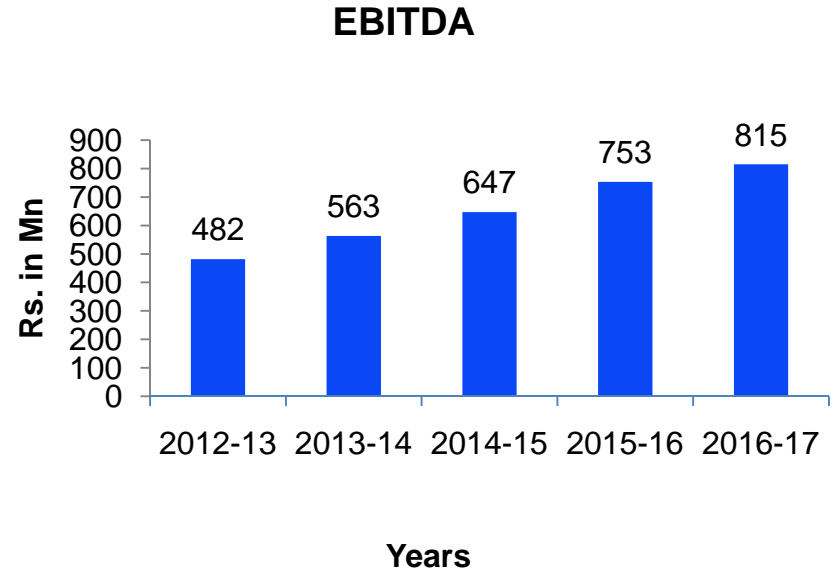
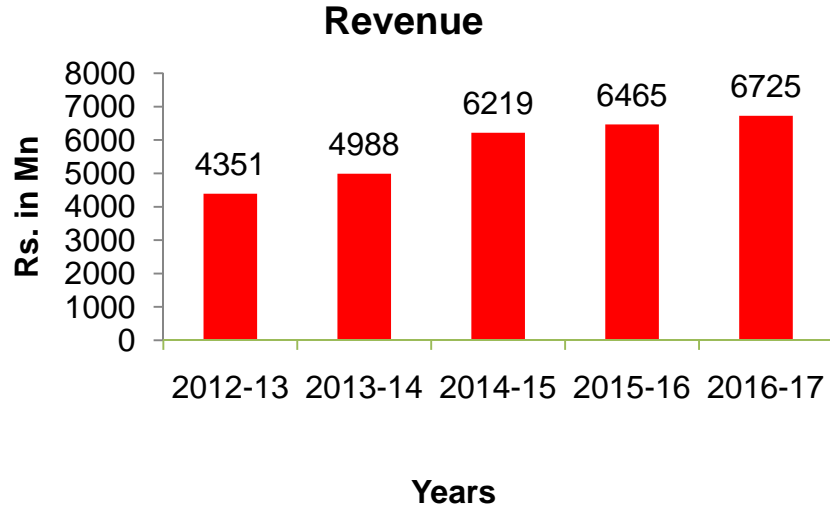


GANESHA ECOSPHERE LTD.

FINANCIALS

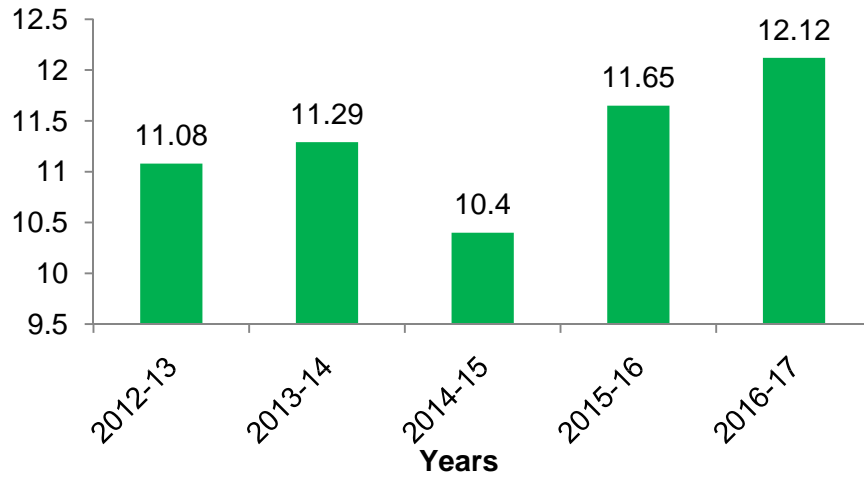


5 Year Performance

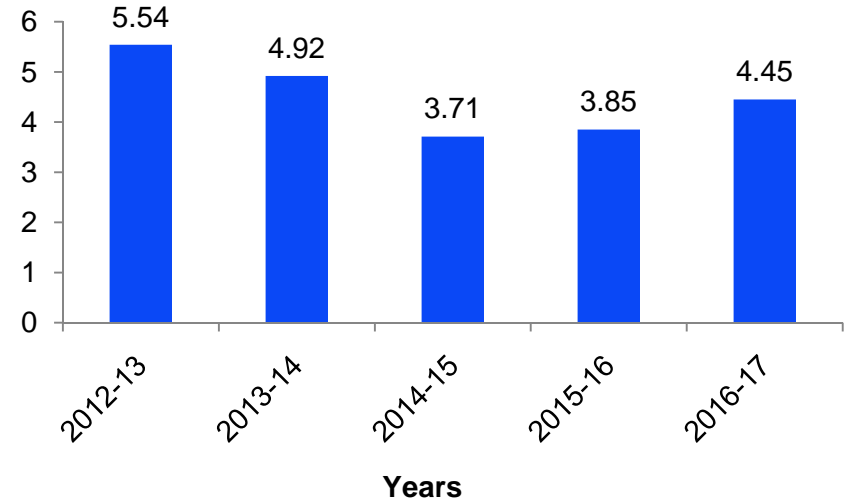


5 Year Performance

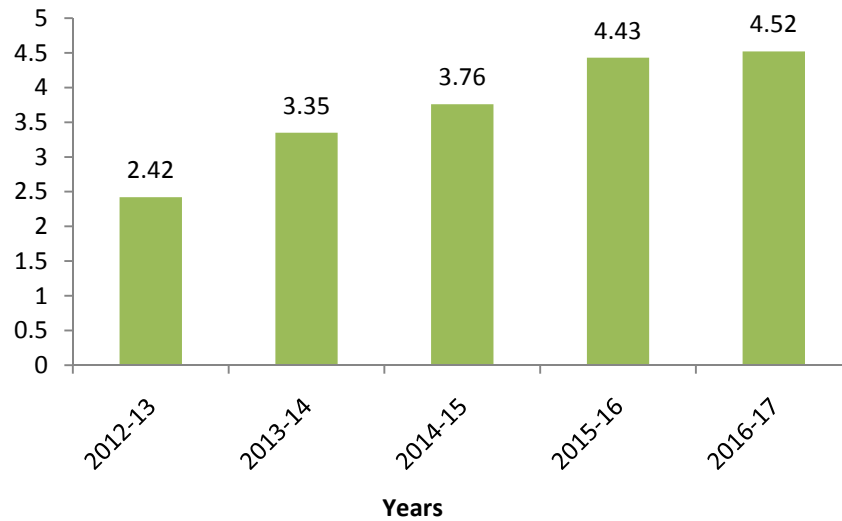
EBIDTA Margin (%)



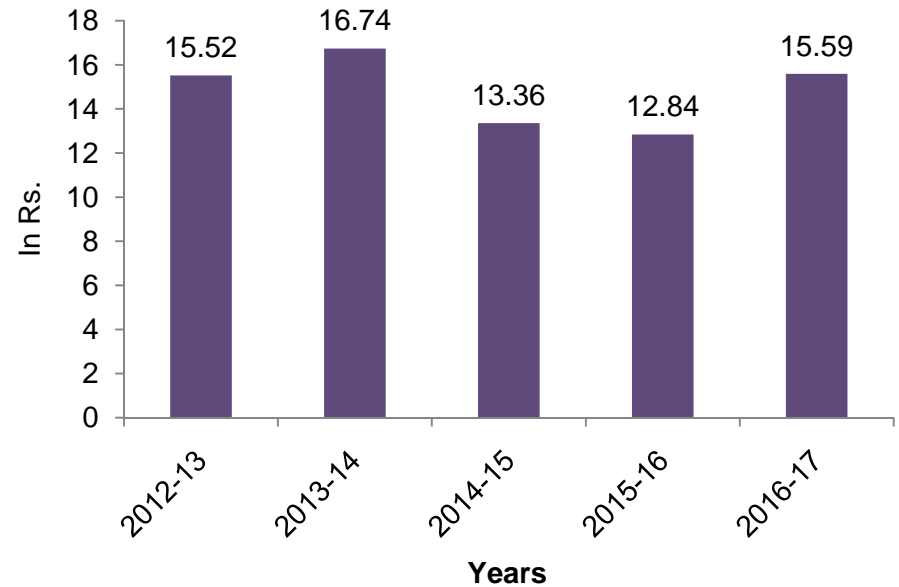
PAT margin (%)



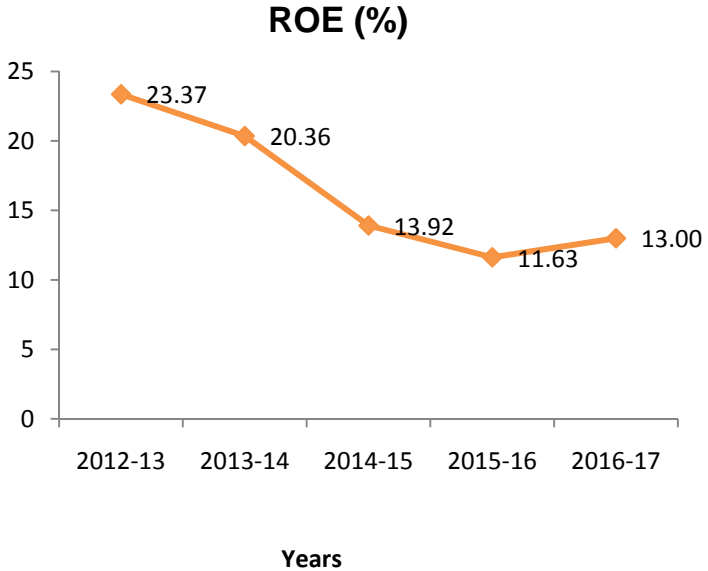
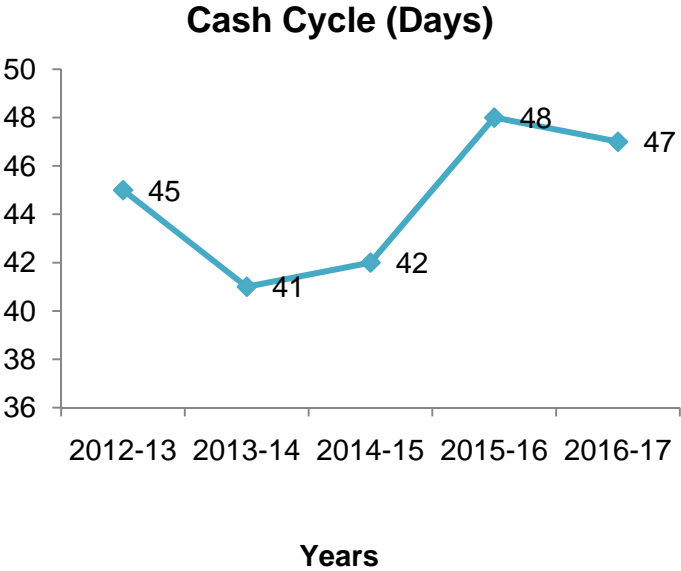
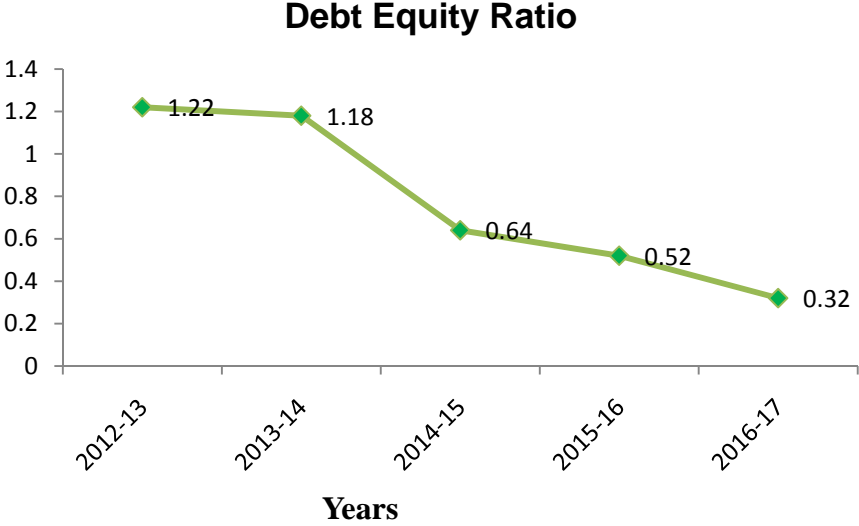
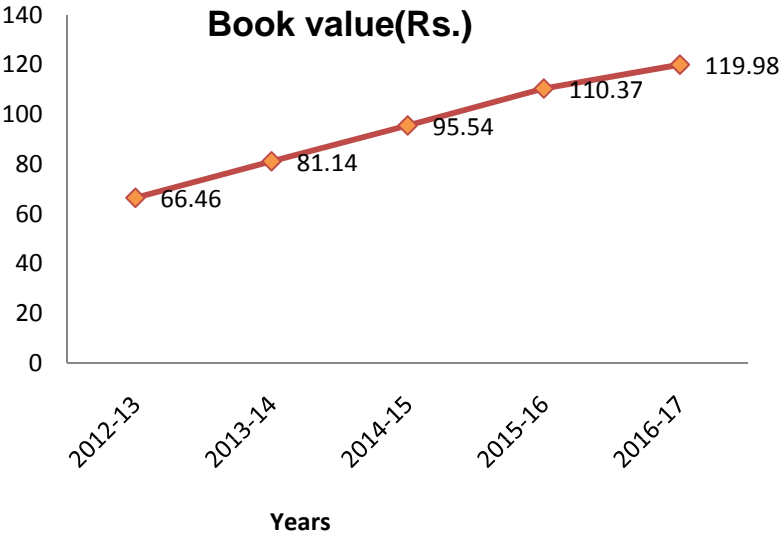
Pet Bottles Recycled (In Bn)



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 30.09.2015	Quarter ended 31.12.2015	Quarter ended 31.03.2016	Quarter ended 30.09.2016	Quarter ended 31.12.2016	Quarter ended 31.03.2017
Net Sales	1587	1645	1576	1717	1657	1825
EBITDA	188	191	188	210	212	212
EBITDA Margin (%)	11.85%	11.61%	11.93%	12.23%	12.79%	11.62%
Depreciation	54	54	53	51	52	52
Finance cost	56	56	36	38	40	29
PBT	78	81	99	121	120	131
PAT	58	64	69	80	78	83
PAT Margin (%)	3.65%	3.89%	4.38%	4.66%	4.71%	4.55%
No of Shares	19.18	19.18	19.18	19.18	19.18	19.18
Basic EPS - INR	2.99	3.34	3.63	4.17	4.05	4.32
Diluted EPS - INR	2.99	3.34	3.63	4.17	4.05	4.32

THANK YOU