

Ganesha Ecosphere

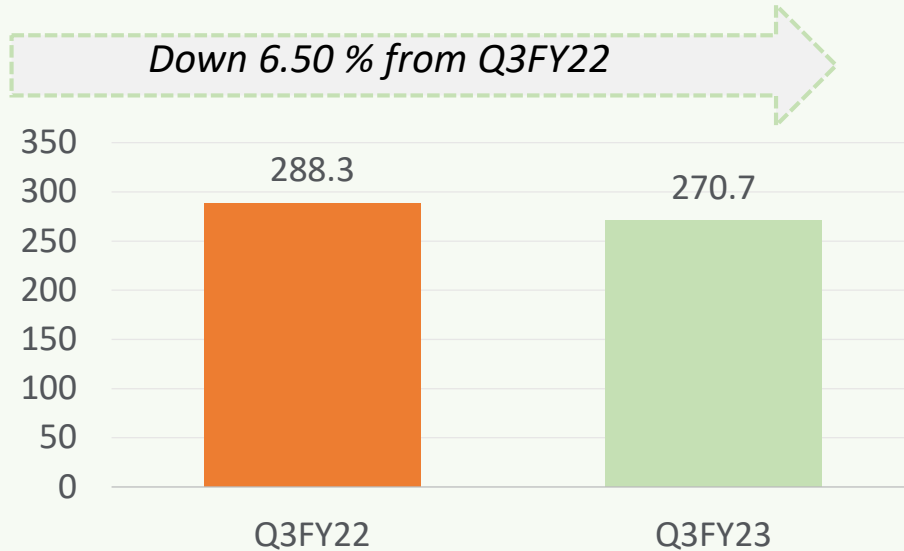
Q3FY23

PERFORMANCE PRESENTATION



Q3FY23 Performance Highlights (YOY)

REVENUE FROM OPERATIONS



INR 34.19 cr.
EBITDA
31.76 Cr in Q3FY22



12.63%
EBITDA Margin
11.02% in Q3FY22



29,904 MT
Production Volume
↑ 27,901 MT in Q3FY22



110.35%
Capacity Utilization
↑ 101.36% in Q3FY22



INR 20.93 cr.
PAT
18.28 Cr. in Q3FY22



7.60%
PAT Margin
6.31% in Q3FY22



INR 11,433
EBITA per ton
INR 11423 in Q3FY22



26,728 MT
Sales Volume
↓ 28,091 MT in Q3FY22

GESL has grown exponentially over the last 10 years

Last 10 years at a Glance



INR 1033.85 Crore Revenue in FY21-22
with a 10.37% CAGR growth in the last 10 years



Current market capitalization of INR 1,925 crore
compared to INR 85 crore in FY12



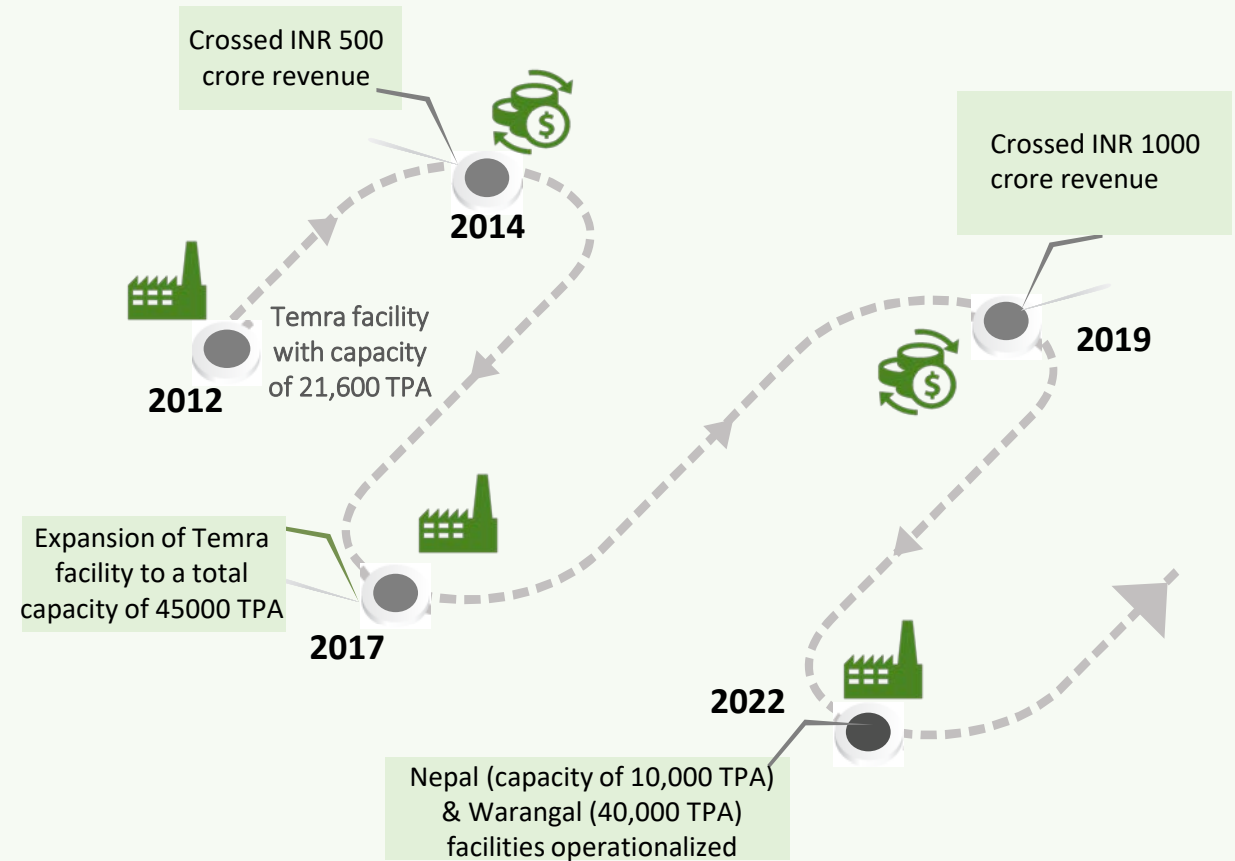
140,000 tons of bottles recycled in FY22
compared to 46,800 tons recycled in FY12 and a CAGR of
11.58% in the last 10 years



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 2012



6 billion+ PET bottles
recycled annually



108600 MTPA PET waste
converted annually



500+ customers,
250+ supplier network



500+ product variants



Towards a Greener Future

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.



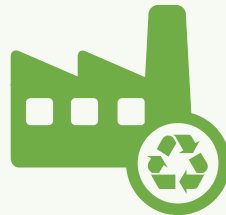
Directly impacts the environment by reducing the burden of waste on the planet



Creating a sustainable, circular economy on a global level



Our goal is to protect, preserve and nurture our ecology

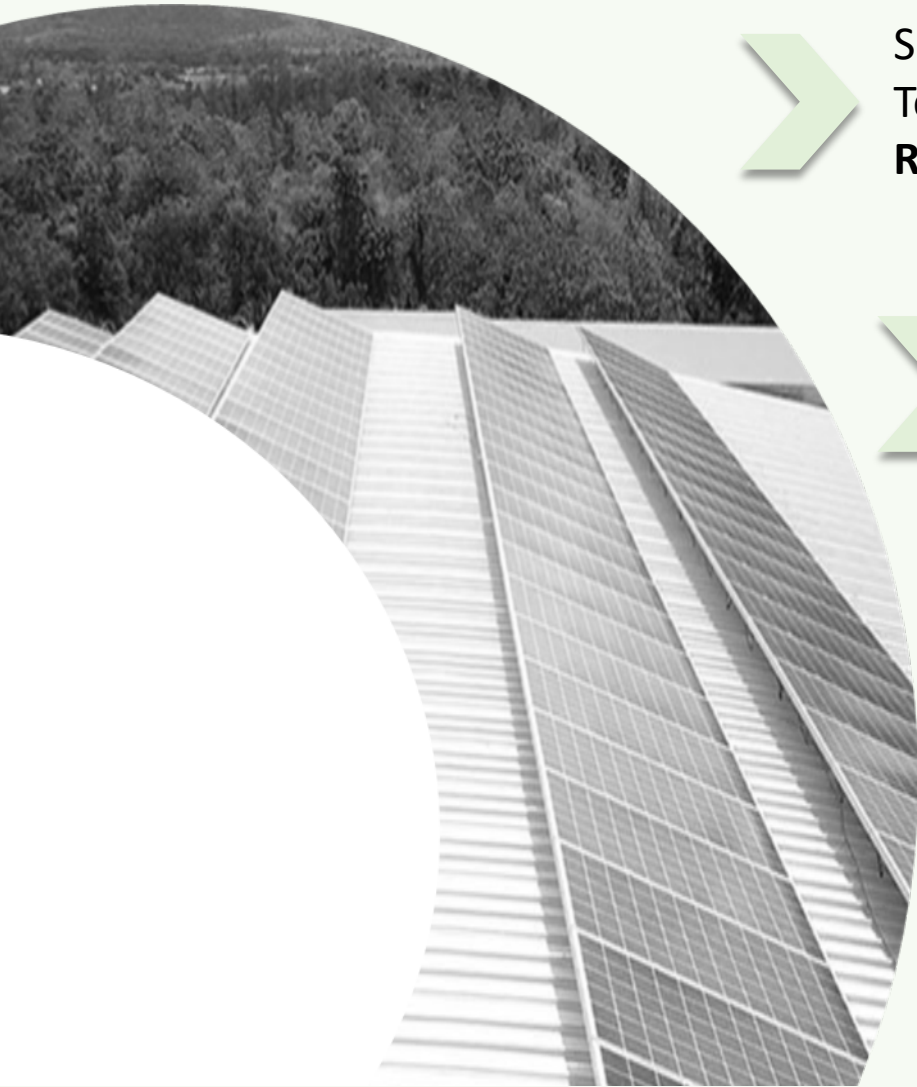


Helps all industries take steps towards sustainability



We are working towards achieving sustainable efficiency

We have been committed to efficiently utilize our resources and ensure minimum consumption in all our processes



Shift towards clean renewable energy plant's across its production facilities in Temra, Bilaspur & Kanpur (U.P). with a total installed capacity of **9.1 MWp of Rooftop Solar** meeting **17.1% of plant's annual requirement**



Partnered with a leading IPP for **supplying of 17.43 MWp Solar Power** for captive consumption, Supply started in Q3FY23.



Apart from a **zero discharge facility** at Warangal, we have designed our processes to ensure **minimum water consumption** which will consume **75% less water** than other PET recyclers

Product Portfolio - GESL



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



Financial Highlights



Q3FY23 Performance

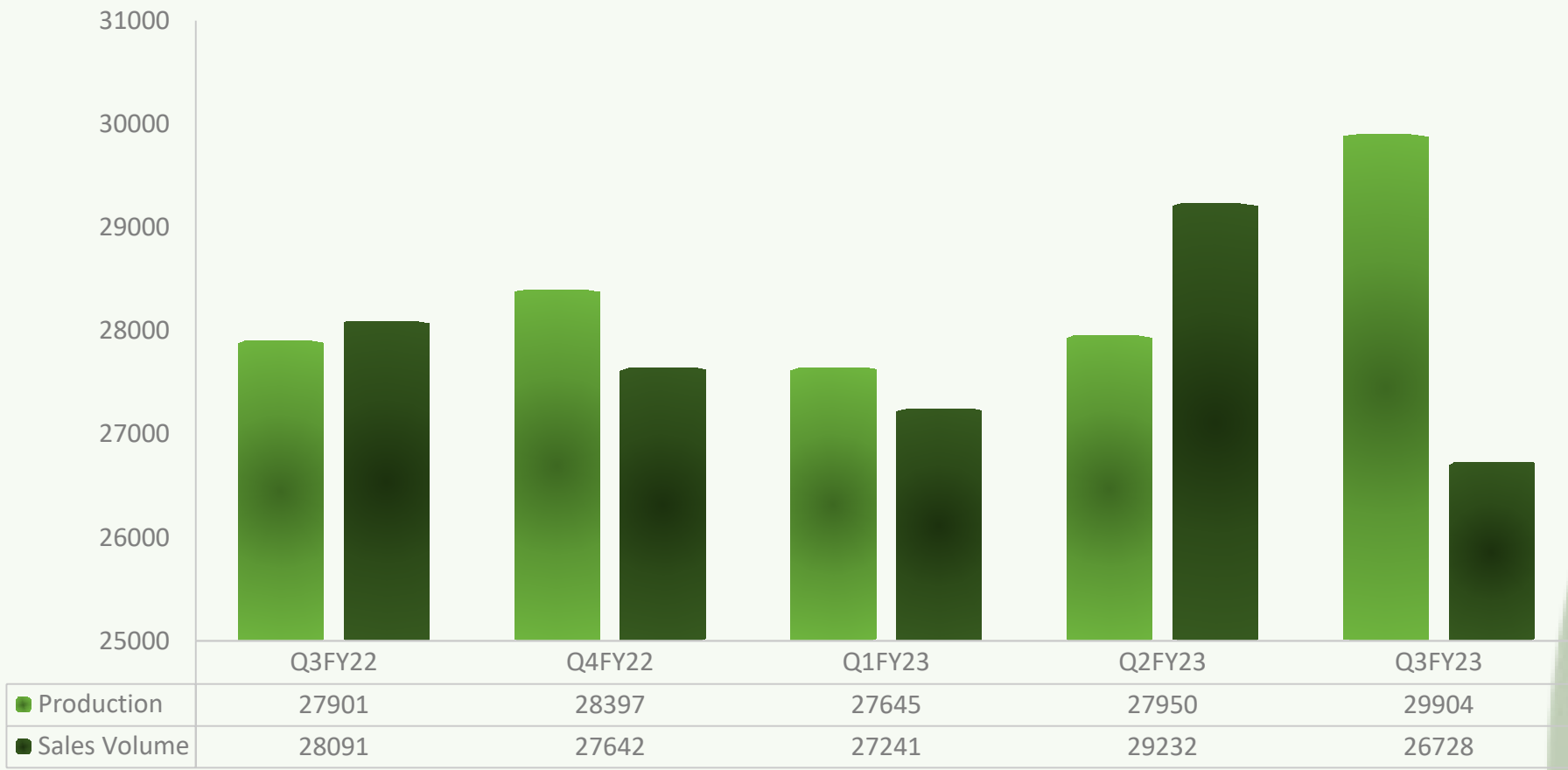
Particulars (Rs in Crore)	Q3FY23	Q2FY23	Q3FY22	FY22
Net Revenue from operation	270.73	314.14	288.25	1,022.35
Other Income	4.80	4.056	2.54	11.49
Total Revenue	275.53	318.20	290.79	1,033.85
Total expenses				
Cost of materials consumed/ Traded goods	199.94	193.55	179.67	676.03
Changes in inventories	(29.25)	18.03	8.39	(18.82)
Employee benefits expense	17.62	15.94	15.31	57.84
Finance costs	4.11	3.46	2.57	9.76
Depreciation and amortization expenses	6.81	6.74	7.17	28.37
Other expenses	48.23	53.61	53.12	189.93
Profit before tax	28.07	26.87	24.576	90.74
Tax Expense	(7.13)	(6.91)	(6.28)	(21.19)
Net Profit/ (loss) after tax	20.93	19.96	18.28	69.55
Other Comprehensive income	0.01	0.01	0.08	0.03
Total Comprehensive Income	20.94	19.97	18.36	69.58
Earning Per Share (Rs.) before exceptional item	9.59	9.15	8.37	31.86

9MFY23 Performance

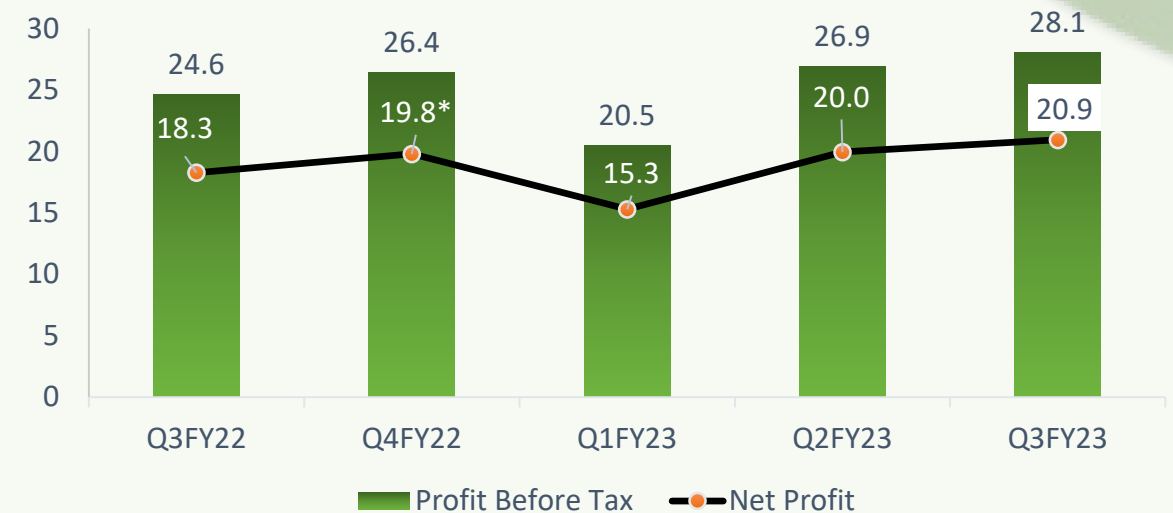
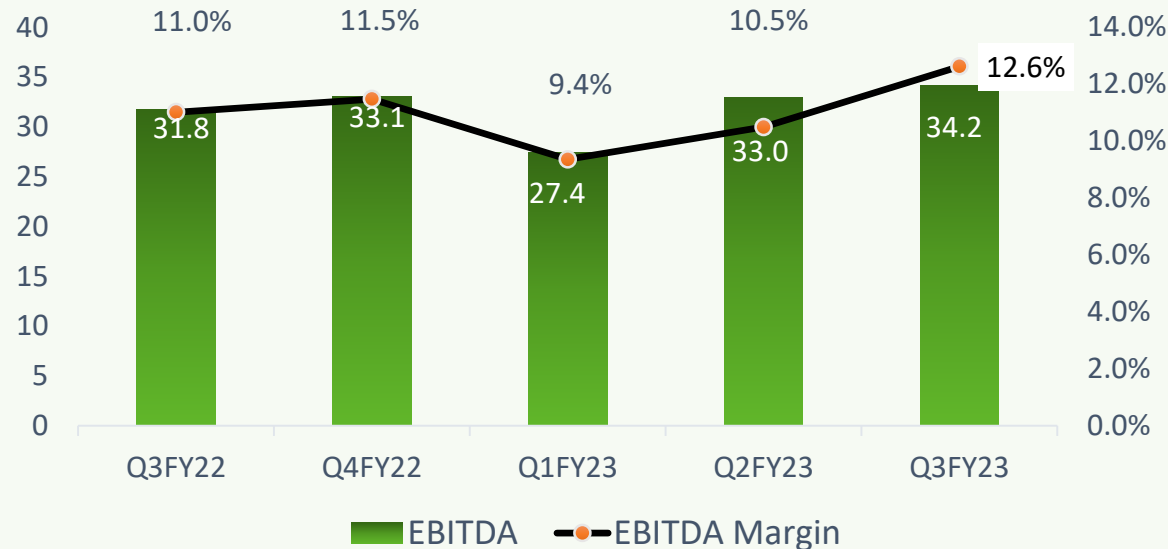
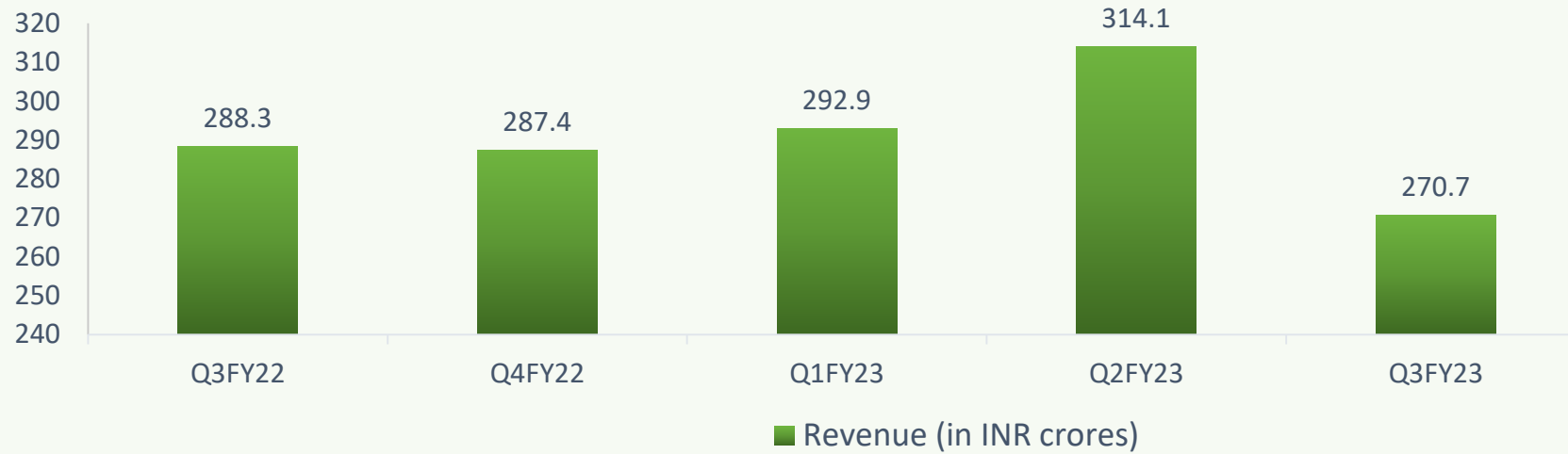
Particulars (Rs in Crore)	9MFY23	9MFY22
Net Revenue from operation	877.82	734.97
Other Income	11.243	8.95
Total Revenue	889.065	743.92
Total expenses		
Cost of materials consumed/ Traded goods	590.55	488.39
Changes in inventories	(7.46)	(18.70)
Employee benefits expense	48.51	42.01
Finance costs	10.31	7.52
Depreciation and amortization expenses	20.14	21.30
Other expenses	151.59	138.98
Profit before tax	75.41	64.42
Loss by fire (Net of Tax)	-	25.13
Adjusted profit	75.41	39.29
Tax Expense	(19.23)	(14.69)
Net Profit/ (loss) after tax	56.18	24.60
Other Comprehensive income	0.02	0.24
Total Comprehensive Income	56.20	24.84
Earning Per Share (Rs.) before exceptional item	25.74	22.78

Q3FY23 Operational Performance

Production vs Sales Volumes (in MT)



Q3FY23 Performance Highlights



*excluding exceptional loss



Project Status



Washline – rPET Flakes

State-of-art Sorema technology designed to suit Indian waste



Commercial production commenced in February, 2023.



Ramp-up to optimal production capacity expected by March 2023

PPSF – Fibres

Technical Fibres for Geotextiles Industry



Commercial production commenced in February, 2023.



Ramp-up to optimal production capacity expected by March, 2023.





Bottle-to-Bottle Chips

Premium quality rPET resins for food contact packaging

-  Product trials ongoing with multiple local & international customers
-  EFSA positive opinion along with USFDA approved for food contact; FSSAI in-progress
-  Global brand-owner audits in progress
-  Sales to accelerate post BIS notification for rPET use in India & exports post brands assessment. Commercial production expected to start by end Q4FY23

Bottle-to-Filament Chips

Premium quality rPET resins for textiles

-  Product trials successfully completed with some local customers and many more ongoing internationally
-  The product quality is well accepted and positively appreciated by customers
-  Ongoing conversations with global textile brands to get onboarded in their supply chain





rPET FDY

Premium quality rPET yarns for textiles



Erection completed and services installation going on



Commissioning and trials have started and commercial production expected by Q1FY24.

Nepal rPET Flakes/Resin

GESL's first Overseas project to capture valuable Raw Material



Commercial production commenced in February 2023.



Ramp-up to optimal production capacity expected by March 2023



Safe Harbour

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!

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