



ENVIRO INFRA ENGINEERS LIMITED

INVESTOR PRESENTATION

Q2 | H1 FY 25



**ENVIRO INFRA
ENGINEERS LTD.**
EMPOWERING GREEN PLANET

CONTRIBUTING TO ENVIRONMENTAL SUSTAINABILITY

Water and Wastewater Solutions

Designing, construction, operation and maintenance of Water and Wastewater Treatment Plants (WWTPs) and Water Supply Scheme Projects (WSSPs).

Cost effective and viable solutions with use of advanced technologies.

Projects contributing to Sustainable Development through installation and use of green energy solutions like solar power plants and CBG plants.

Operating Performance

80.58% revenue CAGR from FY22 to FY24

Order Book : Rs. 1957.6 Crores as on 30th September, 2024

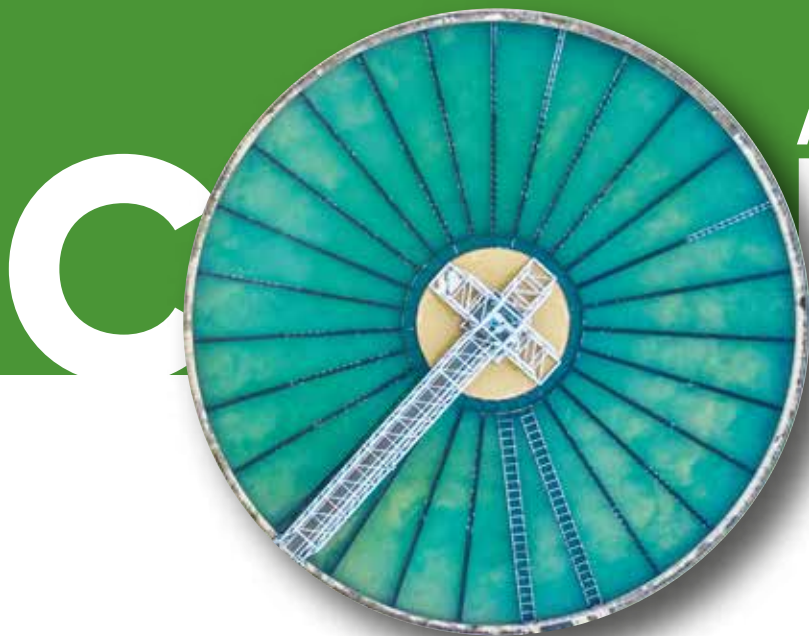
Revenue from operations ~ Rs. 418.19 Crores EBITDA ~ Rs. 117.72 Crores (28.15%) and PAT ~ Rs. 66.36 Crores (15.87%) as on 30th September, 2024

Focussed Strategies

Increase the size of projects undertaken from the current 50 to 200 MLD for STPs and 20 to 50 MLD for CETPs,

Expand presence in East & South India: Recently been awarded projects in the State of Jharkhand and Karnataka.

New initiatives towards "Waste to Energy".



ABOUT THE COMPANY

Incorporated in 2009

Service offerings:

- Sewage Treatment Plant (STP) and Sewage System (SS)
- Common Effluent Treatment Plant (CETP)
- Water Supply Scheme Project (WSSP)

Delivery Model

- Engineering Procurement Construction (EPC)
 - Hybrid Annuity Model (HAM)
 - Operation and Maintenance (O&M)
-

Clientele

- NMCG
- Jal Nigam
- Municipalities
- Public Work Dept.
- Industrial Clients

SERVICES DESCRIPTION

Sewage treatment plants and Sewerage Schemes

The sewerage scheme aims to collect domestic wastewater from households via pipelines and pumping stations, transporting it to a Sewage Treatment Plant, where it's treated to meet NGT norms or reuse standards for horticulture, refrigeration, and processing industries.

Common Effluent Treatment Plants (CETPs)

Provide specialized tailor-made solutions for recycling and reuse of contaminated wastewater produced by manufacturing facilities.

Water Treatment Plants and Water Supply Schemes

The scheme includes surveying, designing, laying pipelines, constructing reservoirs, and commissioning the WTP, followed by operation and maintenance.

Operations & Maintenance

Bids for most WWTP and WSSP turnkey projects include 1-15 years of O&M, covering operations, maintenance, and supply of consumables. As on 30th Sept 2024, the company maintains 11 STPs and 5 CETPs with a dedicated team, ensuring preventive and breakdown maintenance, while major issues are handled by OEMs under warranty.

MAJOR PROJECTS

**42+20+1 MLD Bareilly UP
(includes solar plant)**



**52 MLD STP,
Bathinda, Punjab**



**33 MLD STP,
Anand, Gujarat**



**32.3 MLD STP,
Surendra Nagar, Gujarat**



**29 MLD STP,
Khanna, Punjab**



**25 MLD STP,
Jagdalpur, Chattisgarh**



**21 MLD CETP,
Panipat, Haryana**



**10.5 MLD CETP,
Faridabad, Haryana**



MAJOR PROJECTS

**40+12 MLD STP Bikaner
Rajasthan project (Includes Solar Plant)**



**30 MLD STP Kota Rajasthan
(Includes Solar Plant)**



**25 MLD STP,
at Raigarh Chattisgarh**



32 MLD STP Botad Gujarat



**Upgradation of 16 to 26 MLD
CETP Barhi Sonapat Harayana**



**Upgradation of 5 MLD to
10 MLD CETP Rai Sonipat Haryana**



**50 MLD Jalandhar
Punjab**



MULTI-STATE PRESENCE

11

NUMBER OF STATES

939

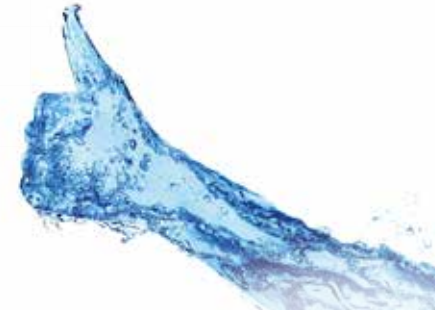
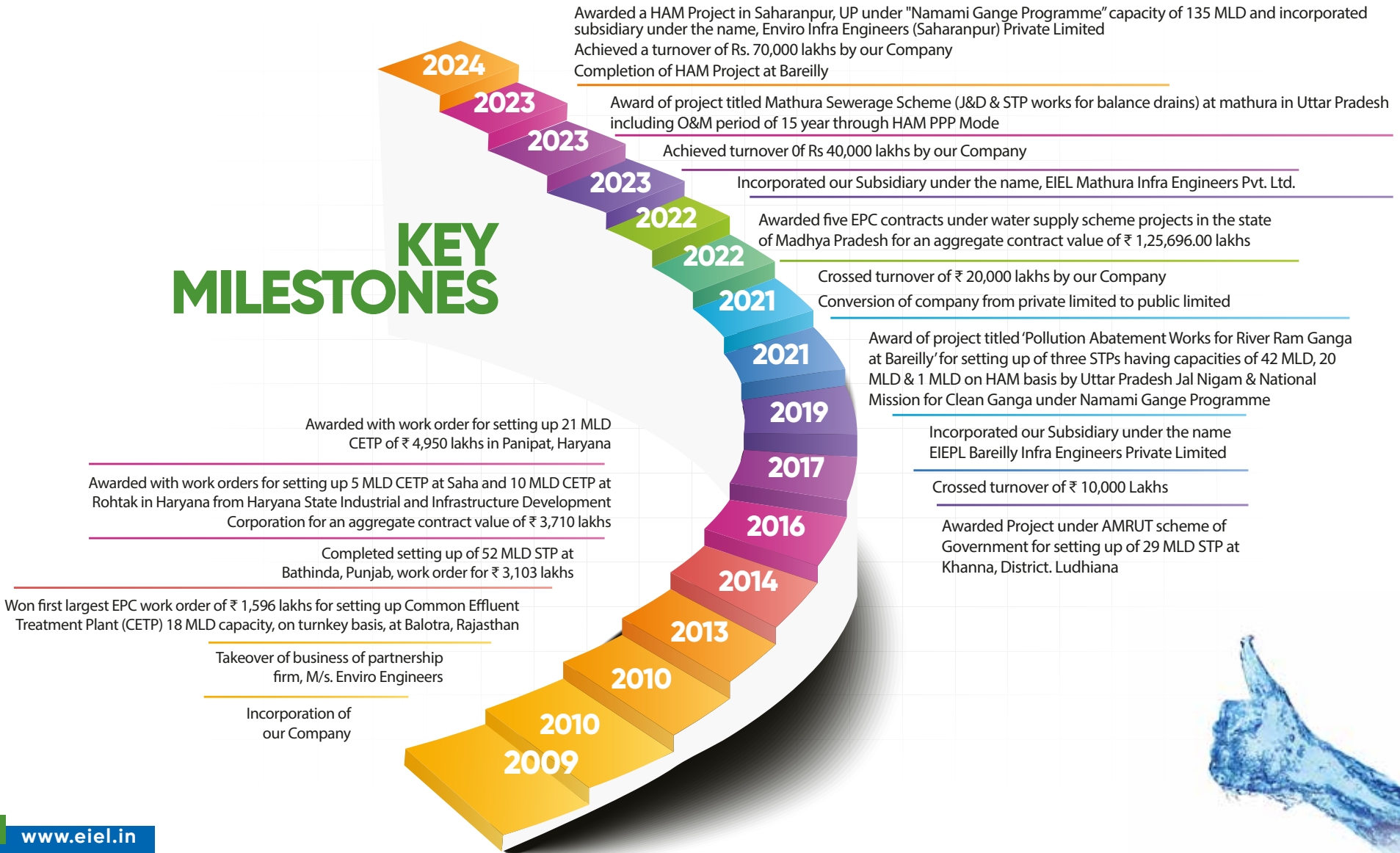
EMPLOYEES AND WORKERS

180

ENGINEERS



KEY MILESTONES



COMPLETED PROJECTS

as on 30th Sept 2024

Particulars	WWTP			WSSP	Total
	STP	CETP	SS		
No. of Sites	21	5	1	1	28
Capacity (in MLD)	678	50	NA	3	731
Amount	96,174	12,436	852	1,335	110,797

ORDER BOOK

as on 30th Sept 2024

Particulars	WWTP			WSSP	Total
	STP	CETP	SS		
No. of Sites	11	1	5	5	22
Capacity (in MLD)	397	1	NA	NA	398
Amount	98,575	6,896	33,010	57,280	195,760

SEASONALITY/ CYCLICALITY OF BUSINESS

Percentage of revenue during the financial year

Quarter	Fiscal 2025 (AMOUNT IN RS. LAKHS)	Fiscal 2024	Fiscal 2023	Fiscal 2022
Quarter 1 - Apr - June	20,518.02	21.89%	17.24%	14.13%
Quarter 2 - July - Sept	21,301.46	16.06%	9.98%	24.83%
Quarter 3 - Oct - Dec	-	20.76%	9.96%	23.48%
Quarter 4 - Jan - Mar	-	41.30%	62.83%	37.57%
Total	41,819.47	100.00%	100.00%	100.00%



CLIENTS





COMPETITIVE STRENGTHS

In house designing, engineering and execution team.

- Enables to bid correctly & in accordance with the project specifications
- Provide quality services in a timely and cost-effective manner
- Reduced dependence on outsourced engineering and design work

Diversified Order Book of projects

- Technical capabilities, timely performance, financial strength and price competitiveness enabling to successfully bid and win projects.

In House execution capabilities with timely delivery and established track record enabling consistent increase in eligibility for high value project tenders.

- As on September 30, 2024, successfully developed 28 WWTPs and WSSPs across india in past seven (7) years which includes 22 projects with 10 MLD capacity and above.

Use of advanced technologies in the construction & installation of WWTP or WSSP

- Sequential Batch Reactors (SBR) to meet the stringent norms prescribed by the National Green Tribunal (NGT)
- Provide High Rate Anaerobic Digester (HRAD)
- Tertiary treatment technologies such as dual media filters, activated carbon filters, rapid sand gravity filters, chlorination, UV treatment, disc filters, ultra-filtration etc.
- Zero Liquid Discharge (ZLD) compliance at most of the STPs and CETPs installed and the treated water can be used for horticulture, washing, refrigeration or other process industries

Experienced Promoters and senior management team

- Individual experience of more than two (2) decades in the water & waste-water treatment industry

GROWTH STRATEGIES

Increasing the size of projects and pre-qualification

- Increase strengthen in executing WWTP and WSSP projects.
- Increase the size of Projects from the current 50 to 200 Minimal Liquid Discharge (MLD) for STPs and 20 to 50 MLD for CETPs
- Be pre-qualified for larger Projects of higher MLD to earn better margins
- Pursue larger Projects, both independently and in partnership with other players in the industry

Expansion of geographical footprint

- Especially the East and South India

Plan to bid for more HAM-(Hybrid Annuity Model) projects

- Funding and execution of HAM projects will enable the company to qualify and bid for larger HAM projects

Capitalize on Government policy initiatives in WWTP and WSSP sectors

- Schemes like AMRUT 2.0, Namami Ganga Programme, National River Conservation Plan (NRCP) and National Plan for conservation of Aquatic Eco-system (NPCA)

New initiatives towards “Waste to Energy” as a part of the projects

- The company is committed to transforming “Waste to Energy” in its projects by installing solar power plants and Compressed Bio Gas (CBG) plants, contributing to renewable energy, maximizing energy efficiency, and reducing its carbon footprint. The integration of solar power and CBG plants in the company's projects not only supports the production of green energy makes the company eligible for sustainability incentives and benefits.



MR. SANJAY JAIN

- Chairman and Whole-time Director.
- Graduate degree in B.E. (Chemical Engineering) from Mangalore University and work experience of over 2 decades
- Mr. Sanjay's looks after the designing, procurement of raw material and machinery in connection with construction and operation & maintenance of projects.



MR. MANISH JAIN

- Managing Director
- Graduate degree in B.E (Chemical Engineering) from Punjab University, Chandigarh and work experience of over 2 decades
- Mr. Manish's looks after bidding, execution and operation & maintenance of projects along with Business development and finance.

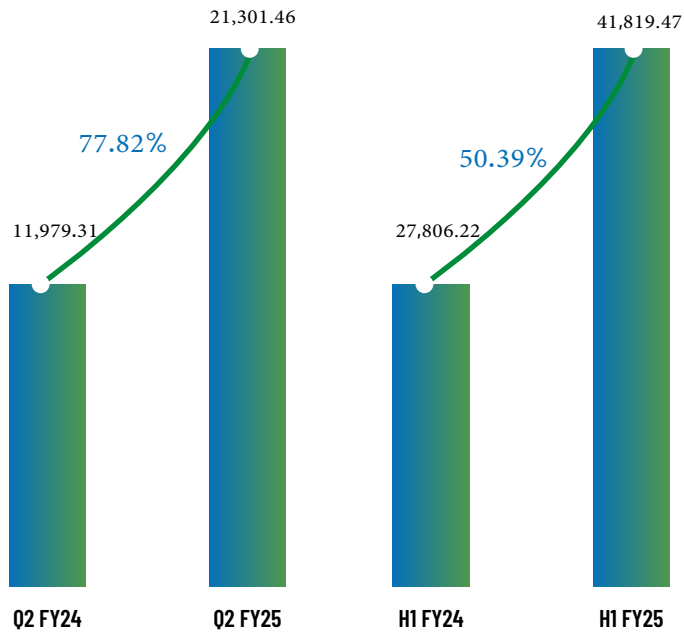
LEADERSHIP

FINANCIAL OVERVIEW



FINANCIAL YOY COMPARISON

TURNOVER:



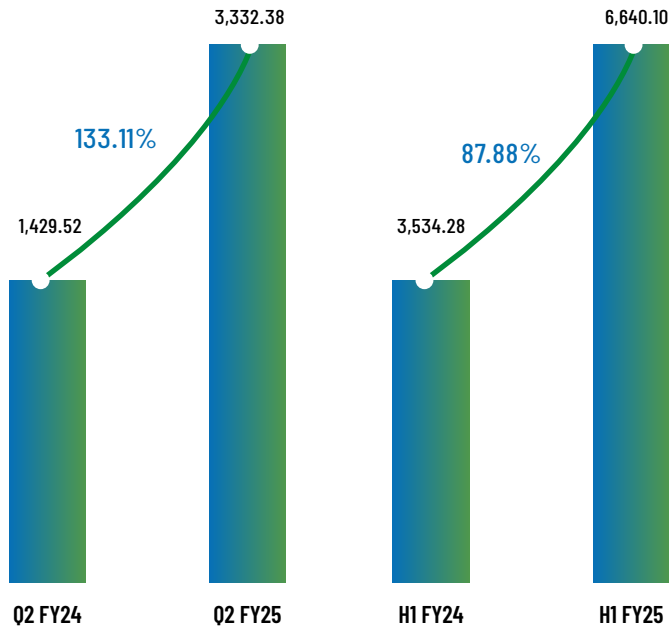
(AMOUNT IN RS. LAKHS)

Q2 FY25	Q2 FY24	%
21,301.46	11,979.31	77.82%
H1 FY25	H1 FY24	%
41,819.47	27,806.22	50.39%



FINANCIAL YOY COMPARISON

PROFIT AFTER TAX



(AMOUNT IN RS. LAKHS)

Q2 FY25	Q2 FY24	%
3,558.04	1,269.38	180.30%
H1 FY25	H1 FY24	%
6,635.81	3,295.23	101.38%



REVENUE BIFURCATION

(AMOUNT IN RS. LAKHS)

Particulars	During the Fiscal/ Period ended							
	30-Sep-24 (H1 FY 25)	% of Revenue from Operations	Fiscal 2024	% of Revenue from Operations	Fiscal 2023	% of Revenue from Operations	Fiscal 2022	% of Revenue from Operations
PROJECTS								
WWTPS	18,003.86	43.05%	20,296.00	27.84%	23,378.45	69.15%	20,480.62	91.63%
WSSPS	22,335.46	53.41%	49,669.60	68.15%	8,682.67	25.68%	-	0.00%
O&M	1,480.15	3.54%	2,925.90	4.01%	1,749.08	5.17%	1,871.89	8.37%
TOTAL	41,819.47	100.00%	72,891.50	100.00%	33,810.20	100.00%	22,352.51	100.00%

REVENUE BIFURCATION BASED TYPE OF PROJECTS

(AMOUNT IN RS. LAKHS)

Type of project	30-Sep-24 (H1 FY 25)	% of Revenue from Operations	Fiscal 2024	% of Revenue from Operations	Fiscal 2023	% of Revenue from Operations	Fiscal 2022	% of Revenue from Operations
EPC	37,669.27	90.08%	62,841.44	86.21%	21,609.48	63.91%	20,480.62	91.63%
HAM	2,756.74	6.59%	7,124.16	9.77%	10,451.64	30.91%	-	-
O&M	1,393.46	3.33%	2,925.90	4.02%	1,749.08	5.18%	1,871.89	8.37%
TOTAL	41,819.47	100.00%	72,891.50	100%	33,810.20	100%	22,352.51	100%

REVENUE BIFURCATION STATEWISE

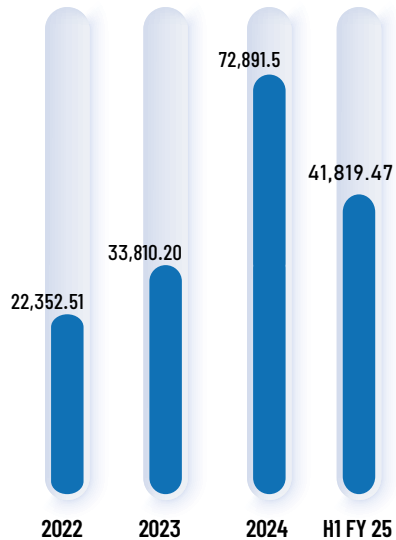
(AMOUNT IN RS. LAKHS)

Revenue – State-wise	30-Sep-24 (H1 FY 25)	Fiscal 2024	Fiscal 2023	Fiscal 2022
Chhattisgarh	43.72	1961.4	1,391.44	5,908.02
Delhi	1,250.52	2535.12	210.95	0
Gujarat	2,791.57	3977.03	3,410.67	2,239.39
Haryana	703.08	1386.06	4,506.13	4,543.35
Karnataka	0	0	10.64	0
Madhya Pradesh	22,335.47	50124.48	8,682.67	0
Punjab	230.50	327.73	1,338.04	3,752.49
Rajasthan	7,008.07	2099.22	1,602.98	4,149.44
Uttar Pradesh	6,325.56	8925.7	12,656.68	1,759.81
Jharkhand	1,130.98	1554.77	0	0
Total	41,819.47	72,891.50	33,810.20	22,352.51

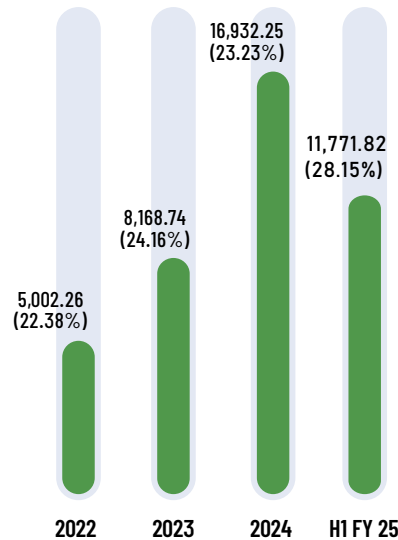
KEY PERFORMANCE INDICATOR

(AMOUNT IN RS. LAKHS)

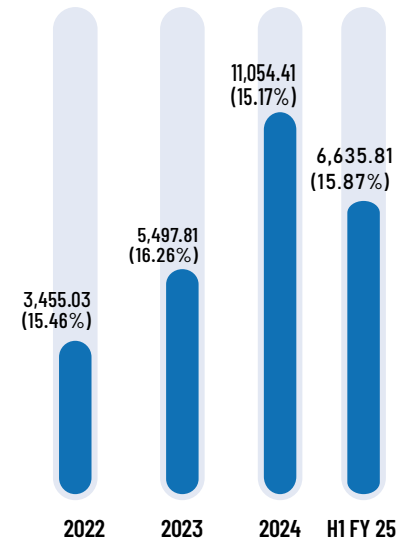
REVENUE FROM OPERATIONS



EBITDA - EBITDA MARGIN AS % OF REVENUE FROM OPERATIONS



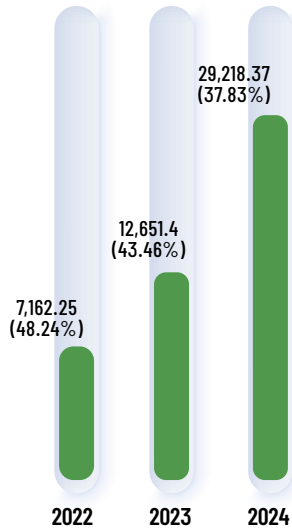
PAT - PAT MARGIN (%)



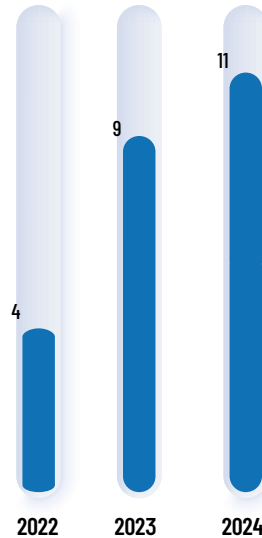
KEY PERFORMANCE INDICATOR

(AMOUNT IN RS. LAKHS)

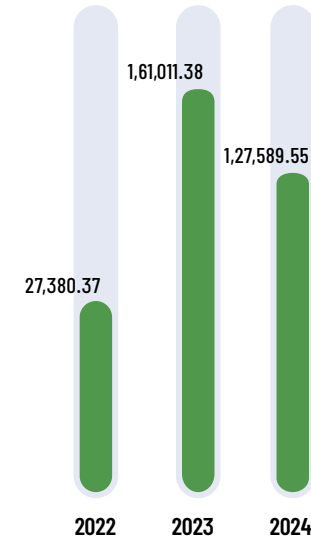
NET WORTH - RETURN ON NET WORTH (%)



NUMBER OF PROJECTS



VALUE OF PROJECTS



PROFIT & LOSS STATEMENT

(all amounts are in Lakhs, unless otherwise stated)

Particulars	Quarter Ended			Half Year Ended		Year Ended
	30th Sept. 2024 Unaudited	30th June 2024 Audited	30th Sept. 2023 Unaudited	30th Sept. 2024 Unaudited	30th Sept. 2023 Unaudited	31st March 2024 Audited
Income						
Revenue From Operations	21,301.46	20,518.02	11,979.31	41,819.47	27,863.22	72,819.50
Other Income	853.61	227.59	149.33	1,081.21	321.88	908.96
Total Income	22,155.07	20,745.61	12,128.64	42,900.68	28,185.10	73,800.56
Total Expenses	17,180.93	16,434.01	10,412.15	33,614.94	23,714.40	59,101.81
Profit before Tax	4,974.14	4,311.60	1,716.49	9,285.74	4,443.71	14,698.65
Total Tax Expense	1,337.47	1,314.79	503.36	2,652.26	1,236.21	4,053.01
Profit after Tax	3,636.67	2,996.81	1,213.13	6,633.48	3,207.50	10,645.64
Earning Per Equity Share [nominal value of ₹ 10/- (previous year ₹ 10/-)]*						
(1) Basic (₹)	2.60	2.25	0.94	4.85	2.44	7.97
(2) Diluted (₹)	2.60	2.25	0.94	4.85	2.44	7.97

BALANCE SHEET

(all amounts are in Lakhs, unless otherwise stated)

Particulars	As at 30th Sept. 2024 Unaudited	As at 31st March 2024 Audited
ASSETS		
Non-Current Assets		
(a) Property, Plant and Equipment	5,492.07	4,690.97
(b) Capital work-in-progress	4.09	138.19
(c) Intangible Assets	-	-
(d) Investment in Subsidiaries	-	-
(e) Financial Assets		
(i) Loans	4.48	5.20
(ii) Other Financial Assets	17,057.24	14,981.35
(f) Deferred Tax Assets (Net)	162.17	196.57
(g) Other Non-Current Assets	93.08	-
Total Non-Current Assets	14,724.26	20,012.28
Current Assets		
(a) Inventories	1,648.07	3,527.27
(b) Financial Assets		
(i) Trade Receivables	12,267.41	10,411.42
(ii) Cash and Cash Equivalents	17.0	86.75
(iii) Bank balances other than (ii) above	12,622.37	14,765.44
(iv) Loans and Advances	4.74	7.20
(v) Other Financial Assets	40,312.36	23,422.36
(c) Current Tax Assets (Net)	155.24	144.36
(d) Other Current Assets	4,990.37	3,742.11
Total Current Assets	72,017.57	56,106.91
TOTAL ASSETS	94,830.70	76,119.19
EQUITY AND LIABILITIES		
Equity		
(a) Equity Share Capital	13,685.00	13,685.00
(b) Other Equity	22,173.31	15,533.36
Total Equity	35,858.31	29,218.36

(all amounts are in Lakhs, unless otherwise stated)

Particulars	As at 30th Sept. 2024 Unaudited	As at 31st March 2024 Audited
Liabilities		
Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	9,727.30	9,009.51
(ii) Other Financial Liabilities	1,013.60	1,453.54
(b) Provisions	120.31	98.14
Total Non-Current Liabilities	10,861.21	10,561.19
Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	27,881.67	14,349.97
(ii) Trade Payables		
(A) Total outstanding dues of micro and small enterprises; and	1,016.28	1,091.74
(B) Total outstanding dues other than micro and small enterprises.	4,732.14	15,213.10
(iii) Other Financial Liabilities	9,082.48	2,820.28
(b) Other Current Liabilities	1,267.18	998.53
(c) Provisions	34.71	26.46
(d) Current Tax Liabilities (Net)	4,255.40	1,998.50
Total Current Liability	48,269.86	36,498.58
TOTAL EQUITY AND LIABILITIES	94,830.70	76,119.19



ENVIRO INFRA ENGINEERS LIMITED

EMPOWERING GREEN PLANET

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