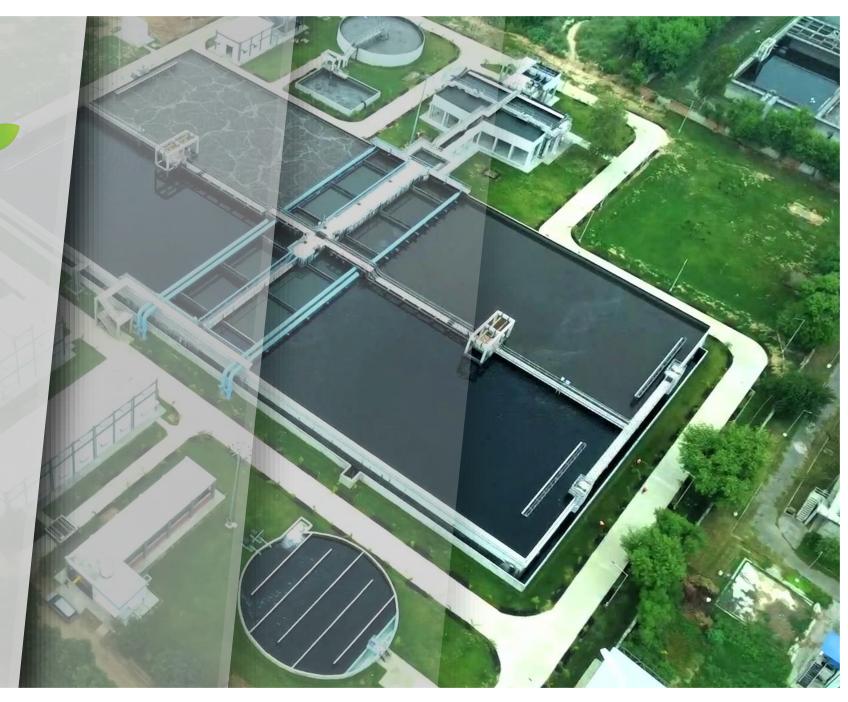
# ENVIRO INFRA ENGINEERS LIMITED **Empowering Green Planet**

An Engineering company focused towards creating a sustainable environment





## **Company Overview**



















Bikaner Municipal Corporation, Bikaner

बीकानेर नगर निगम, बीकानेर













Enviro Infra Engineers Limited (EIEL) has established itself as a formidable player in the industry since its inception in 2009. Guided by the visionary leadership of the founder, Late Shri R.K. Jain, the company has been entrusted to the capable hands of second-generation entrepreneurs who are committed to making the world a more environmentally sustainable place. With a strong focus on innovative solutions, EIEL has been at the forefront of driving positive change, ensuring that the communities it serves can thrive in a cleaner, greener environment. The company's unwavering dedication to its mission has positioned it as a trusted partner in the pursuit of a more sustainable future.

Leveraging over 25 years of industry experience, our esteemed promoters have successfully executed an impressive portfolio of water treatment projects, totaling 784 MLD in capacity, with a pan-India presence spanning 58 initiatives. Cognizant of the pressing global concerns surrounding water scarcity and pollution, our organization has developed a comprehensive range of cutting-edge water treatment plants and pipeline solutions to address these critical challenges. By deploying our costeffective wastewater treatment systems, industries can now discharge cleaner water into rivers, contributing to a more sustainable environmental ecosystem. The synergistic interplay of our in-house design, engineering, and project management expertise enables us to provide our valued customers with the most modern and value-driven water treatment solutions..



# INDUSTRY OVERVIEW



#### **Need for Water Treatment & Water reuse**

- India heavily dependent on Rains for it's water needs
- High detoriation of water quality driven by incorrect disposal of chemical residues by the Production sector
- 600 million people in India currently face acute water shortages
- If India reuses 80 % of its untreated wastewater from 110 of its most populous cities, 75% of projected industrial water demand can be met by 2025
- India generates approx. 62,000 MLD of domestic sewage in urban centers of which only 23,000 MLD is treated throughz 920 STPs operated thru municipal corporations, which is 37% of generation.
- Only 33% of India's urban wastewater is treated and an even smaller portion is reused
- The demand for water is expected to grow at 2.8% CAGR from 2010 to 2030, facing a supply gap up of 50% by 2030
- The Indian water and wastewater treatment market is expected to reach USD 19.800 Billion in 2030 at a CAGR of 6.04%

Туре	2019	2020	2021	2022	2030	CAGR (2022- 2030)
Water Treatment	5.228	5.472	5.820	6.201	10.520	6.83%
Waste water Treatment	5.413	5.608	5.883	6.180	9.280	5.21%
Total	10.641	11.080	11.703	12.381	19.800	6.04%







Protecting natural resources and minimizing the impact of wastewater discharge on ecosystems. Implementing sustainable practices to ensure long-term environmental health.

Environmental Stewardship Transparency and Accountability

Communicating openly with the community about plant operations and performance.

Being accountable for compliance with regulations and quality standards..

Maximizing resource recovery from wastewater (such as biogas, biosolids, and recycled water). Embracing innovative technologies and processes for efficient treatment.

Efficiency and Innovation

CORE VALUES

Continuous Improvement Regularly assessing and upgrading treatment processes.
Learning from incidents and striving for excellence...

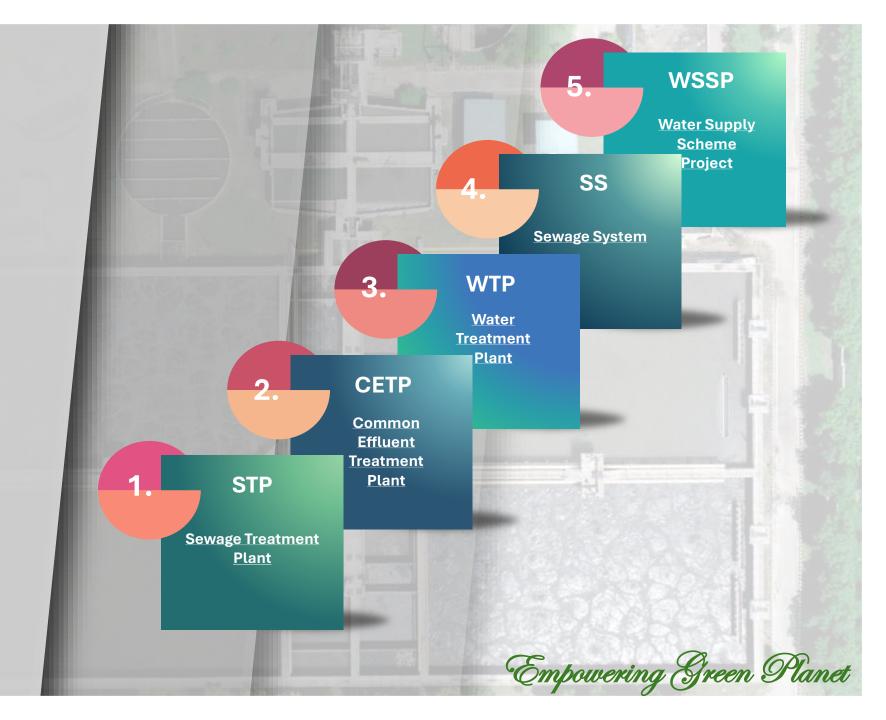
Ensuring a safe working environment for employees and contractors. Prioritizing public health by treating wastewater effectively..

Safety and Health Community Engagement Engaging with local communities to address concerns and build trust. Educating the public about wastewater treatment and its importance.



# Service Offerings

Projects received has been under schemes such as National Mission for Clean Ganga, Atal Mission for Rejuvenation and Urban Transformation, Jal Jeevan Mission etc.





### **Founder**



Late Shri RK Jain, an alumnus of BITS Pilani, was the visionary behind the establishment of Enviro Infra Engineers. His journey as promotor of the company began in 1991 when he started providing consulting services for wastewater treatment plants. Specializing in wastewater treatment, water recycling, and reuse, R.K Jain played a pivotal role in executing various operational activities related to these services. For nearly a decade, from 1991 to 2000, Enviro Infra Engineers established itself as a trusted name in the field of water treatment under R.K Jain's leadership. With a focus on innovation and sustainability, the firm continuously strived to provide cutting-edge solutions to tackle environmental challenges. In the year 2000, Enviro Infra Engineers took a significant leap by diversifying its services into EPC (engineering, procurement, and commissioning). This strategic move allowed the company to expand its scope of work in the water treatment and recycling industry, catering to a wider range of clients and projects.

R.K Jain's legacy lives on through Enviro Infra Engineers, as the firm continues to uphold his values of excellence, integrity, and commitment to environmental conservation. With a strong foundation laid by him, the company remains at the forefront of the industry, delivering sustainable solutions for a better tomorrow.





### **Co-Founders**



### Mr. Sanjay Jain

Mr. Sanjay Jain brings a wealth of experience to the field of chemical engineering, from Manipal University and over 29 years of work experience. His expertise lies in the design, construction, procurement, inspection, and manufacturing of water, wastewater, sewage treatment plants and machinery, as well as their operation and maintenance. His key skills in tendering, designing, purchases, and business development make him an asset in the industry. With a strong educational background and extensive practical knowledge, Mr. Sanjay is well-equipped to handle complex projects and contribute to the growth and success of any organization. His dedication to excellence and commitment to delivering high-quality results make him a standout professional in the field of chemical engineering.



### Mr. Manish Jain

Mr. Manish Jain, a seasoned professional in B.E (Chemical Engineering) from Punjab University, Chandigarh. With over 27 years of experience under his belt. His areas of expertise are vast and impressive, ranging from design and construction to procurement, inspection, finance, and manufacturing of treatment plants and machinery, he is also well-versed in the operation and maintenance of these crucial systems.. He is a pro at company operations, excelling in execution, finance, O&M, and business development.





## **Directors**





### **SANJAY JAIN**

Chairman & Whole Time Director

### **MANISH JAIN**

Managing Director



### RITU JAIN

Non-Executive Director



NED

Empowering Green Planet

MD



# Independent Directors

ID



### **ASEEM JAIN**

Independent Director



Independent Director



**NUTAN GUHA** 

Independent Director



ID



## REVENUE MODEL

Post receipt of LoA, site is handed over to the Co.

Revenue: 5%

Trial of plant

(External)

Design & Approval

Revenue: 3%

Revenue: 5%

Trial of equipment (Internal)

Mobilization & Civil work

Revenue: 7%

Revenue: 10%

Erection, Civil work

Civil, Electrical & Mechanical work

Revenue: 15%

Revenue:

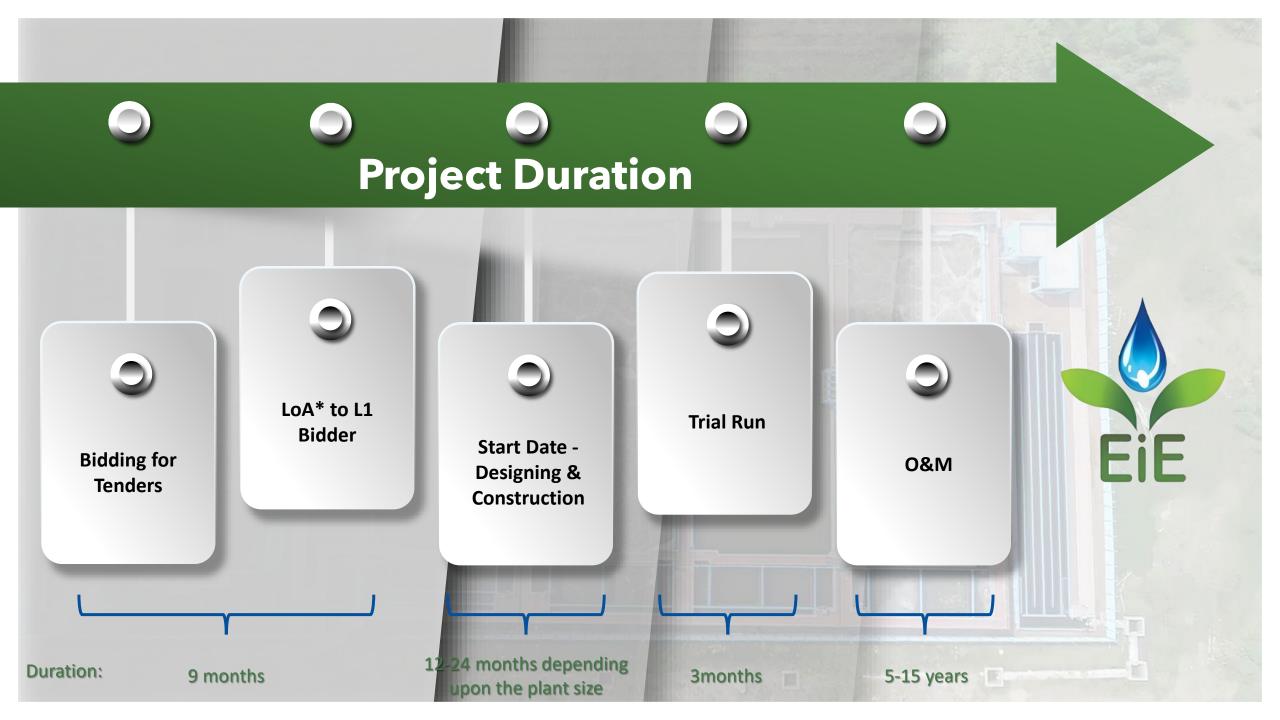
20%

Revenue: 20%

Revenue: 15%

Erection, Civil work

10





### Few of the technologies used in STP/CETP are as follows -

### Activated Sludge Process (ASP)

ASP uses aeration and a biological floc composed of bacteria and protozoa.

ASP consists of an aeration tank where air is injected in the mixed liquor. This is followed by a settling tank to allow the biological flocs to settle,thus separating the biological sludge from the treated water.

### Sequencing Batch Reactor (SBR)

SBR reactors treat
wastewater from
anaerobic digesters or
mechanical biological
treatment facilities in
batches. Oxygen is
bubbled through the
mixture of wastewater and
activated sludge to reduce
the organic matter.

## Moving Bed Biofilm Reactor (MBBR)

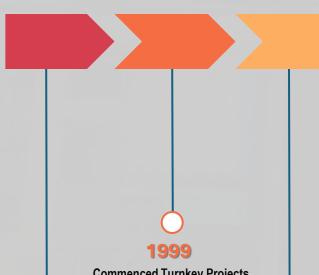
The MBBR system consists of an aeration tank (like an activated sludge tank) with special plastic carriers that provide a surface where a biofilm can grow. The carriers are made of a material with a density close to the density of water.

## Membrane Bioreactor (MBR)

MBR is the combination of a membrane process like microfiltration or ultrafiltration with a biological wastewater treatment process, the activated sludge process. It is now widely used for municipal and industrial wastewater treatment



### KEY MILESTONES



Commenced Turnkey Projects including Engineering, Procurement, Construction, Erection, Commissioning of Plants and O&M of the same

1991

Partnership firm formed for water treatment consultancy business, supply of equipment and O&M Service

2003

First Turnkey Project of HSIIDC – 5 MLD CETP (Part-II) at Rai, Sonipat

2008

Awarded with work order for setting up 2.1 MLD CETP at Hapur with largest value of 9.23 Cr.

2009

The Company was founded, marking a pivotal movement in our journey within the EPC industry

2010

Secured the first major EPC work order of ₹1,596 lakhs for setting up a CETP of 18 MLD at Balotra, Rajasthan

2011

Won 52 MLD STP (in JV Partnership) at Bhatinda. The biggest project so far, helped in enhancing technical eligibility of bidding 2014

Secured work orders for setting up 5 MLD CETP at Saha and 10 MLD CETP at Rohtak in Haryana for an aggregate value of ₹ 3,710 lakhs

2015

Awarded with work order for setting up 10.5 MLD CETP at Faridabad



### KEY MILESTONES

# 2016

Secured one of the biggest projects for setting up 21 MLD CETP of ₹ 4,950 lakhs in Panipat, Haryana 2019

Awarded 2 major orders of Municipal Corporation Chhattisgarh of Amrut Mission:

- 1. 25+MLD STP along with sewerage network at Raigarh of ₹ 68.53 Cr
- 2. 25 MLD STP along with sewerage network at Jagdalpur of ₹ 64.70 Cr

2021

Awarded Prestigious HAM
Project by Namami Gange,
UPJNM for setting up 3 STPs of
capacities 42, 20 & 01 MLD –
Incorporated EIEPL Bareilly Infra
Engineers Pvt. Ltd.

Awarded a 2<sup>nd</sup> HAM Project of Namami Gange, UPJNM for 60 MLD STP of ₹ 240 Cr. – Incorporated EIEL Mathura

2023

240 Cr. – Incorporated EIEL Math Infra Engineers Pvt. Ltd.

Completed 3 milestones of 42 MLD, 20 MLD, 1 MLD STP, ahead of schedule time

2024

Achieved Turnover in excess of Rs 700 Crore for FY 2024

2017

Awarded a project under the AMRUT scheme of Government for setting up a 29 MLD STP in Khanna, District Ludhiana

Awarded 3 prestigious projects in Gujarat of AMRUT Mission:

- 1. 32.30 MLD STP Surendranagar 38.17 Cr
  - 2. 33 MLD STP Anand 38.92 Cr
  - 3. 32 MLD STP Botad 38.43 Cr

2020

Awarded work order of 50 MLD STP, rehabilitation of MPS and 100 MLD STP (UASB) at Jalandhar under AMRUT Scheme

2022

Awarded 5 EPC contracts under water supply scheme projects in M.P. for value of ₹ 1,25,696.00 lakhs

Surpassed a turnover of ₹ 20,000 lakhs & Converted from a private to a public limited company.

2024

Awarded 3<sup>rd</sup> HAM Project of Namami Gange (UPJNM) for 130 MLP STP of ₹ 343.87 Cr – Incorporated Enviro Infra Engineers (Saharanpur) Pvt. Ltd., one of the biggest projects

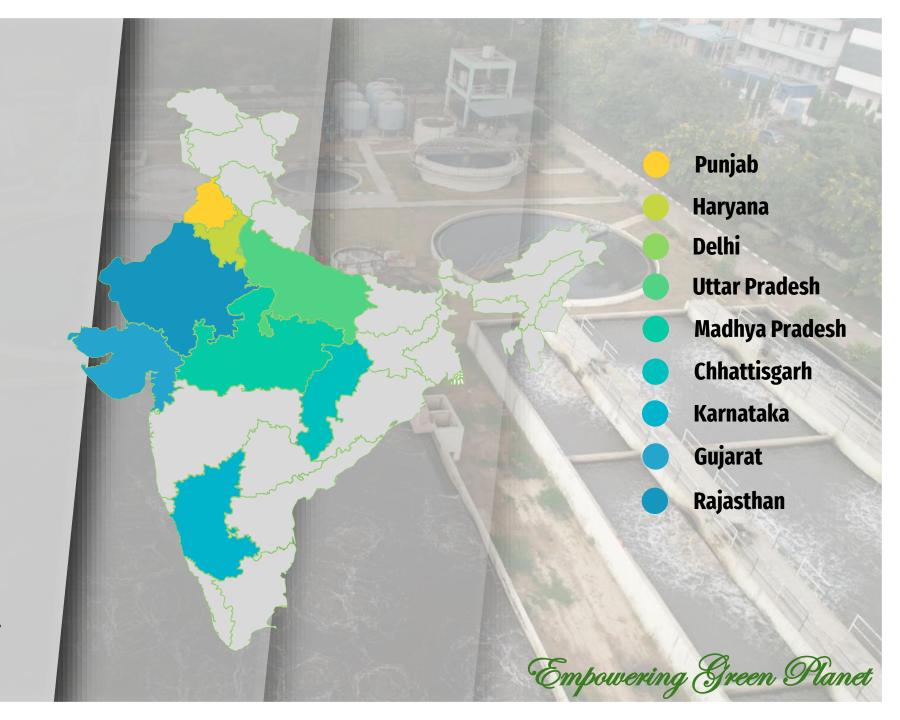


## PAN INDIA PRESENCE

No. of States

**Employees** 

Teamwork Experience 955





### Project Portfolio



































# STRENGTHS

Established track record of successful and timely execution of projects with experience of constructing 710 MLD of projects in the last 7 years

Experienced promoters having strong technical background and collective experience of 56 years in the industry in wastewater management

Inhouse designing and execution Team – Assists in controlled costing & efficient operation

Strong Cash flow – as the co. focuses only on Centrally funded projects and Self-funded projects by department Company's eligibility of taking up higher size projects is increasing y-o-y basis based on completion of projects

Geographical scale – Experience of working in 8 States



# TEAN



**Team Consists of Around** 

955+ Employees



M.TECH, B. TECH, DIPLOMA HOLDERS, CHEMIST, TECHNICIANS

Top Level Executive Team have Experience of

> 14+ Years

177



### **Amount in Crores**

	FY 2020-21	FY 2021-22	FY 2022-23	FY 2023-24
Key nos. – Profit & Loss	Audited	Audited	Audited	Audited
Total Income	108.25	212.07	338.66	739.53
EBITDA	16.58	52.06	85.59	177.61
PAT	8.6	34.51	56.06	114.08
EBITDA%	15.31%	24.55%	25.27%	24.02%
Key nos Balance Sheet				
Share Capital	2.44	2.44	25.62	136.85
Reserve & Surplus	34.60	69.11	101.98	159.96
Net worth	37.04	71.55	127.60	296.81
Short Term Borrowing	15.66	16.27	44.09	143.07
Long Term Borrowing	2.65	1.80	4.28	29.69
Receivables	29.55	25.43	80.85	115.26
Inventories	2.80	7.74	9.82	35.27
Creditors	23.17	25.48	97.52	157.17



## Restated Standalone Financials



# Net Order Book

### Outstanding Order book position of Projects as on 1st Dec 2023

Running	STP	CETP	WSSP	Total
STP-No. of sites	9	2	8	19
MLD	330	50	NA	380
Amt (INR Cr)	802	161	1099	2062

Turnover achieved in Apr-Dec is Rs 400 Cr approx. (include projects and O&M)

Company is L1 in 3 projects worth Rs 460 Cr of project cost (2 STP & 1 CETP)

Outstanding Order book position of O&M as on 1st Dec 2023 (approx.)

Running Projects	Rs 116.7 Cr
Under Construction Projects	Rs 293.9 Cr
Total	Rs 410.6 Cr

O&M Income is for the next 10 years on an average





# **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 36 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 North-East and South India.

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

• Bid and execute HAM projects larger than 50 MLD of various authorities.

### Capitalize on Government policy initiatives in WWTP and WSSP sectors

• Government of India's ambitious initiatives like the Jal Jeevan Mission-Har Ghar Jal, AMRUT, NAMAMI Gange Programme, and SWAJAL.

### Continue to enhance core strengths by attracting, retaining and training qualified personnel

• Offer wide range of work experience and learning opportunities through continuous training in latest systems, techniques and knowledge upgradation





#### INDUSTRY OVERVIEW **OVERALL**



DRIVERS

**OPPORTUNITIES** 

 Increasing demand for chemically treated water in various end-use segments

- Stringent regulatory & sustainability mandates concerning the environment
- Increase in industrial water consumption & discharge

- Lack of water and infrastructure management
- High installation, equipment and operations costs

RESTRAINTS

**DROC Analysis** 

 Adopting more sustainable approach through reducerecycle-reuse Initiatives for zero liquid discharge (ZLD



**Need for eco-friendly** formulations and vulnerability regarding copying of patents Lack of required techno-commercial awareness

### **Macro Indicators**

- Rising demand for water & wastewater treatment in tandem with globalization, urbanization & civilization.
  - Growing pharmaceutical industries- rising demand for high purity water.
  - Growing oil & gas industry need for proper wastewater management.
  - Growing food & beverage industry- need for consistent water supply & quality water



# INDIA CURRENT INDUSTRY TRENDS









Increasing Research & Development in the Sector:

Engagement by top Education & Research Institutions.

Large scale seawater desalination:

pressing need for increased crop yields in order to provide food for the massive population of India hence Government exploring introduction of futuristic technologies for thermal and membrane-based desalination

Adoption of intelligent water solutions & technologies in water treatment & reuse:

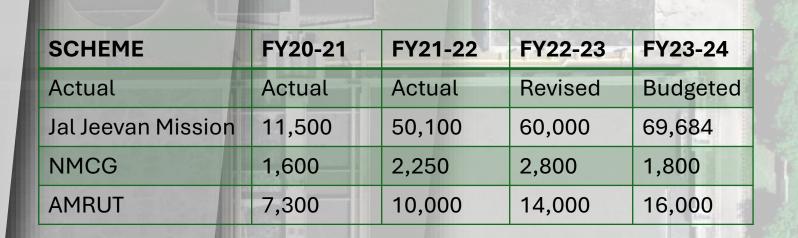
Smart waste management systems are need of the hour & hence focus is on innovations to bring efficiencies in conventional practices. Focus on circular economy:

model lays emphasis on production and consumption cycles which is more sustainable & hence focuses on recycling, reuse, refurbishing & optimization of available resources.





## GOVERNMENT OF INDIA INITIATIVES





## PEER COMPANIES

PEERS	EST. YEAR	CO. LOCATION	BUSINESS	
Enviro Infra Engineers Ltd.	2009*	Delhi	Water & Wastewater treatment plant	
VA Tech Wabag Ltd.	1924	Chennai	Complete range of Water treatment services	
Khilari Infrastructure Pvt. Ltd.	1998	Mumbai	Water & Wastewater treatment plant	
Vishvaraj Environment Pvt. Ltd.	2008	Nagpur	Water & Wastewater treatment plant	
Aquatech Systems(Asia) Pvt. Ltd.	1981**	Pune	Water & Wastewater treatment plant	
Triveni Engineering & Industries Ltd	1932	Noida	Water treatment plants & Equipment, Sugar, High speed gears	
EMS Infracon Pvt. Ltd.	2010	Delhi	Water & Wastewater treatment plant	
GA Infra Pvt. Ltd.	2012	Jaipur	Water & Wastewater treatment plant	
HNB Engineers	2005	Pune	Water & Wastewater treatment plant	
	The second secon			

- Promoters started the Business from 1994 as a Partnership concern
- \*\*Parent co. was established





# Other Government Initiatives

Discharge Norms
Upgradation and
Modernization of STPs

The National Green
Tribunal has directed
for stricter norms for
effluent discharge
from sewage
treatment plants

#### **State Reuse Policies**

Various states have issued reuse policies like Karnataka, Maharashtra, Gujarat, Tamil Nadu and Haryana. The target is to reuse 70% and 100% over the next 10-15 years with varying timelines for every state

### **Upgradation and Modernization**

The State and Central Governments have initiated actions for modernization and upgradation of outdated STPs. An investment outlay of INR 23,000 Cr is estimated for around 150 projects for water supply and sewage treatment.





## **BALANCE SHEET**

### **Amount in Crores**

			VIII.
PARTICULARS	AS AT 31ST MARCH 2024	AS AT 31ST MARCH 2023	AS AT 31ST MARCH 2022
ASSETS			
Non-Current Assets			
(a) Property, Plant and Equipment	4,690.97	1,831.15	1,016.95
(b) Capital work-in-progress	138.19	26.39	
(c) Intangible Assets	0	2.56	3.09
(d) Financial Assets			
(i) Loans and Advances	5.20	4094.46	1.70
(ii) Other Financial Assets	14,981.35	3,175.30	2,302.95
(iii) Investment in subsidiary	7.40	3.70	3.70
(e) Deferred Tax Assets (Net)	196.57	120.58	75.75
(f) Other Non-Current Assets	1,259.35		
Total Non-Current Assets	20,012.28	9,254.14	3,404.14
Current Assets			
(a) Inventories	3,527.27	982.48	836.54
(b) Financial Assets			
(i) Trade Receivables	10,411.43	8,084.78	3,945.00
(ii) Cash and Cash Equivalents	86.74	28.27	18.68
"(iii) Bank balances other than			
(ii) above"	14,765.44	8,989.25	2,467.33
(iv) Loans and Advances	7.20	114.45	3.30
(v) Other Financial Assets	23,422.36	4,803.94	3,360.50
(c) Other Current Assets	3,742.11	683.31	722.13
(d) Current Tax Asset (Net)	144.36	71.44	67.63
Total Current Assets	56,106.91	23,757.92	11,421.11
TOTAL ASSETS	76,119.19	33,012.04	14,825.24

PARTICULARS	AS AT 31ST MARCH 2024	AS AT 31ST MARCH 2023	AS AT 31ST MARCH 2022
EQUITY AND LIABILITIES			
Equity			
(a) Equity Share Capital	13,685.00	2,562.00	244.00
(b) Other Equity	15,533.38	9,987.18	6,918.71
Total Equity	29,059.44	12,549.18	7,162.71
Liabilities			
Non-Current Liabilities			
(a) Financial Liabilities			
(i) Borrowings	9,009.51	427.88	180.00
(ii) Other Financial Liabilities	1453.54	1708.05	585.83
(b) Other Non-Current Liabilities	0.00	594.25	
(c) Provisions	98.15	87.72	63.71
Total Non-Current Liabilities	10,561.20	2,817.90	829.54
Current Liabilities			
(a) Financial Liabilities			
(i) Borrowings	14,349.97	4,408.86	1,630.67
(ii) Trade Payables	16,370.88	9,752.40	3,536.72
(iii) Other Financial Liabilities	3,407.80	878.92	668.47
(b) Other Current Liabilities	998.52	2,317.80	283.17
(c) Provisions	31.55	16.18	8.26
"(d) Current Tax Liabilities			
(Net)"	1,993.39	270.80	705.70
Total Current Liability	36,498.55	17,644.96	6,832.99
"TOTAL EQUITY AND			
LIABILITIES"	76,119.19	33,012.04	14,825.24





# **AUDITED PROFIT & LOSS**

PARTICULARS	For the Year Ended 31st March 2024	For the Year Ended 31st March 2023	For the Year Ended 31st March 2022
Income			
Revenue From Operations	72,891.50	33,810.20	22,352.51
Other Income	908.96	356.04	209.85
Total Income (I)	73,800.46	34,166.24	22,562.35
Expenses:			
"Manufacturing, Construction and Operating			
Expenses"			
Cost of Materials Consumed	40,777.97	18,028.02	8,888.99
Stores, Spares and Tools Consumed and Hiring of Equipment & Machinery	570.71	355.13	312.86
Other Construction and Operating Expenses	10,225.43	4,310.19	6,391.31
Employee Benefits Expense	3,388.68	2,181.47	1,448.34
Finance Costs	2251.73	835.49	433.31
Depreciation and Amortization Expense	608.44	230.41	171.85
Sales, Administration and Other Expenses	1278.85	766.65	308.76
Total Expenses (II)	59,101.81	26,707.36	17,955.40
Restated Profit/(Loss) before Tax (III=I-II)	14,698.65	7,458.88	4,606.95
Tax Expense, comprising			
- Current Tax	4,135.04	1,952.81	1,186.83
"-(Excess)/Short Provision of Income Tax for Earlier			
Years"	4.60	3.36	(16.16)
- Deferred Tax	(86.63)	(31.19)	(18.58)
Total Tax Expense (IV)	4,053.01	1,924.98	1,152.09
Restated Profit for the year/ Period (V=III-IV)	10,645.64	5,533.89	3,454.86
Restated Profit/(Loss) for the year/ Period attributable to:			
Other Comprehensive Income			
(A) Items that will not be reclassified to Profit & Loss			
Remeasurement of Income/(Loss) on defined benefit plans	5.81	(11.57)	0.54
"Income tax relating to items that will not be			
reclassified to profit or loss"	(1.46)	2.91	(0.14)
"Restated Total Other Comprehensive			
Income/(Loss) for the Year/ Period (VI)"	4.35	(8.66)	0.40
Restated Total Other Comprehensive Income/(Loss) for the Year/Period attributable to:			
Owners of the parents	4.35	(8.66)	0.40
Non- Controlling Interest			
Restated Total Comprehensive Income for the Year/ Period (VII=V+VI)	10,649.99	5,525.24	3,455.27
"Restated Total Comprehensive Income/(Loss) for			
the Year/ Period VII=V+VI Attributable to:"			
Owners of the parents	10,847.45	5,489.16	3,455.43
Non- Controlling Interest	(197.46)	36.08	(0.16)
"Restated Earning Per Equity Share [nominal			
value of Rs. 10/-(previous year Rs. 10)]"			
(1) Basic (Rs.)	7.81	4.29	2.70
(2) Diluted (Rs.)	7.81	4.29	2.70



Corporate Social Responsibility



Enviro Vatsalya Foundation is steadfastly dedicated to fostering a future where economic progress and environmental stewardship go together, ensuring a legacy of positive change for generations to come. Through our mission-driven Corporate Social Responsibility (CSR) initiatives, we are committed to making a tangible difference in the world, cultivating shared value for society, the environment, and businesses alike. Our areas of focus span critical domains such as hunger and malnutrition, animal welfare, environmental preservation, healthcare, and support for the elderly, all with the overarching goal of creating a more prosperous and equitable world.

Empowering Green Planet



Thank you for taking the time to learn more about Enviro Infra Engineers Limited today. We are committed to building a sustainable future and creating lasting impact through our work.

## THANK YOU

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