



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 likes solar powers plants and CBG plants.

Operating Performance

80.58% revenue CAGR from FY22 to FY24

Project Order Book : Rs. 1687 Crores as on 31st December, 2024

Revenue from operations ~ Rs. 666 Crores EBITDA ~ Rs. 161 Crores (24.16%) and PAT ~ Rs. 103 Crores (15.12%) for the 9 month period ending 31st December, 2024

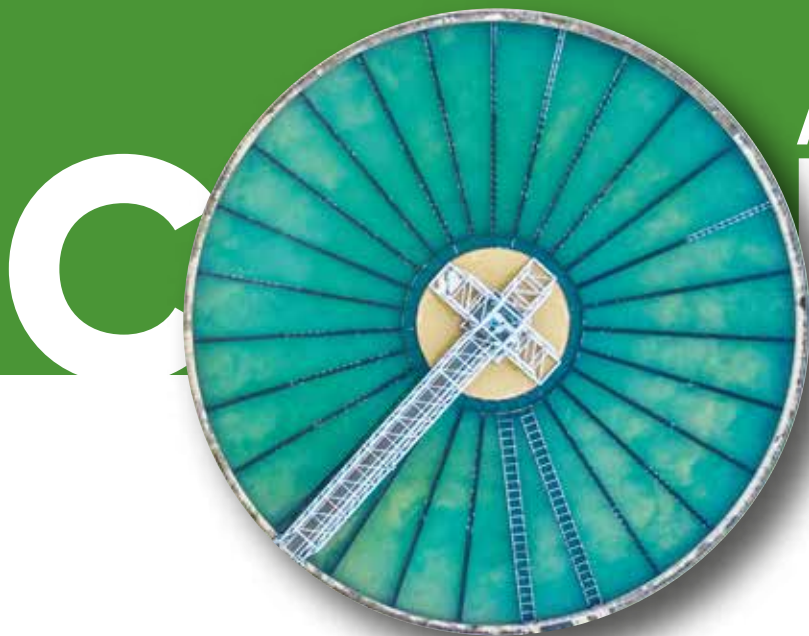
Focussed Strategies

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 Hararyana



Upgradation of 5 MLD to
10 MLD CETP Rai Sonipat Haryana



50 MLD Jalandhar
Punjab



MULTI-STATE PRESENCE

11

NUMBER OF STATES

1130

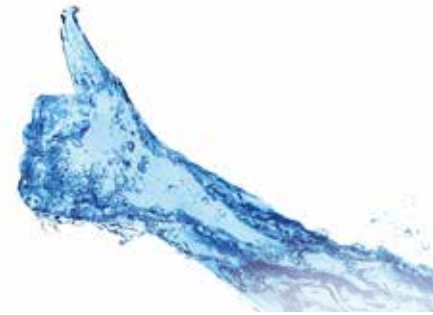
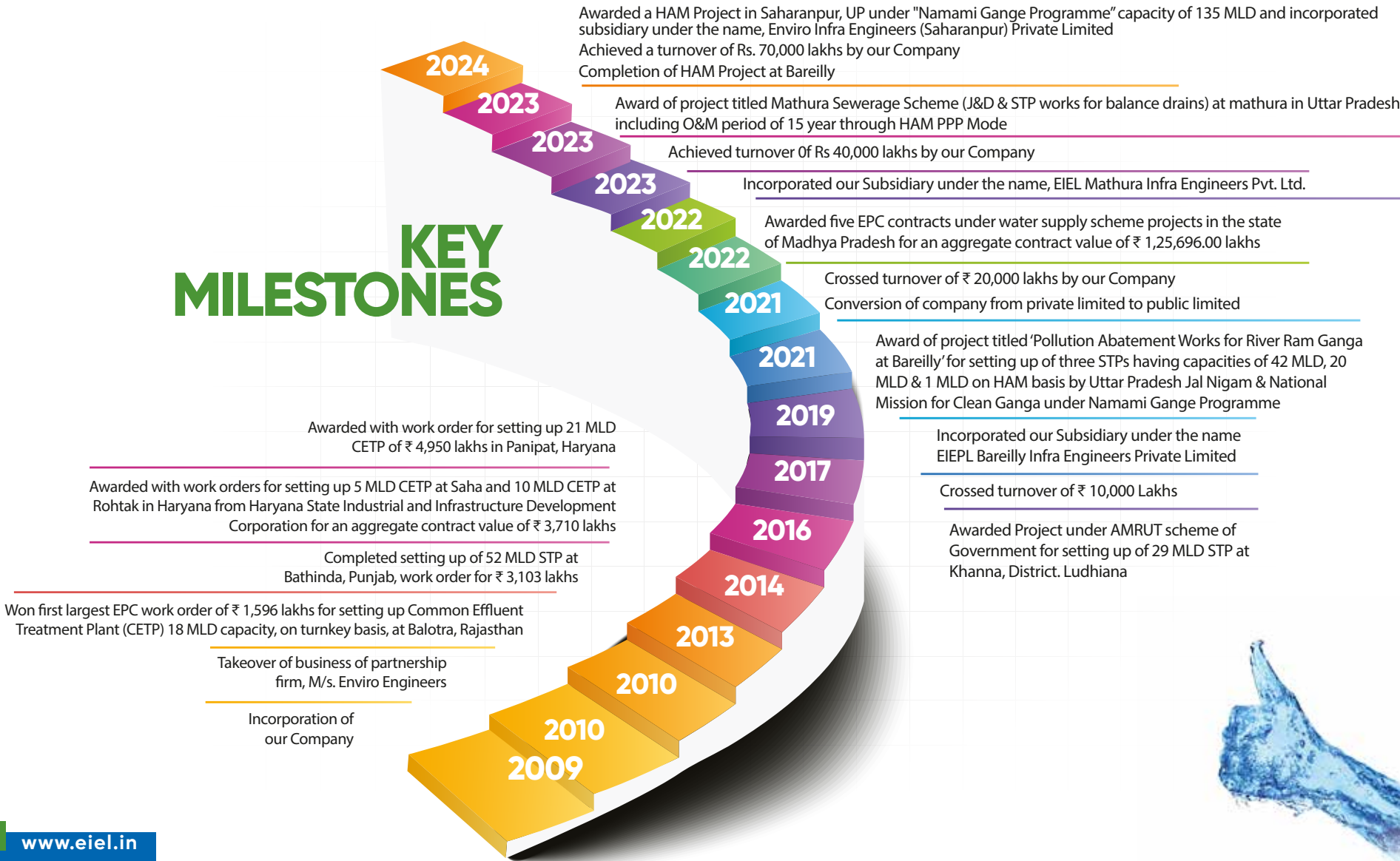
EMPLOYEES AND WORKERS

211

ENGINEERS



KEY MILESTONES

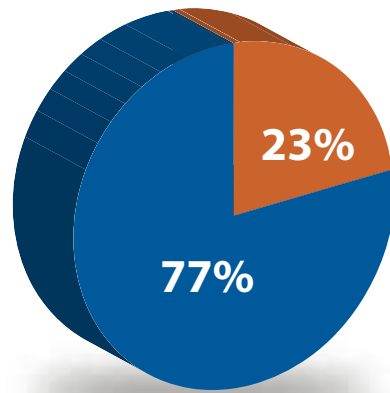


PROJECT ORDER BOOK BIFURCATION

Project Order Book as on 31-Dec-24 is approximately Rs xx crores

O&M Order Book as on 31-Dec-24 is approximately Rs xx crores

WSSP
WWTP



SEASONALITY/ CYCLICALITY OF BUSINESS

Percentage of revenue during the financial year				
Quarter	Fiscal 2025 (AMOUNT IN RS. CRORES)	Fiscal 2024	Fiscal 2023	Fiscal 2022
Quarter 1 - Apr - June	205.18	21.89%	17.24%	14.13%
Quarter 2 - July - Sept	213.01	16.06%	9.98%	24.83%
Quarter 3 - Oct - Dec	247.45	20.76%	9.96%	23.48%
Quarter 4 - Jan - Mar	-	41.30%	62.83%	37.57%
Total	665.65	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 December 31, 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 desgning, 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 & maintenace of projects along with Business development and finance.



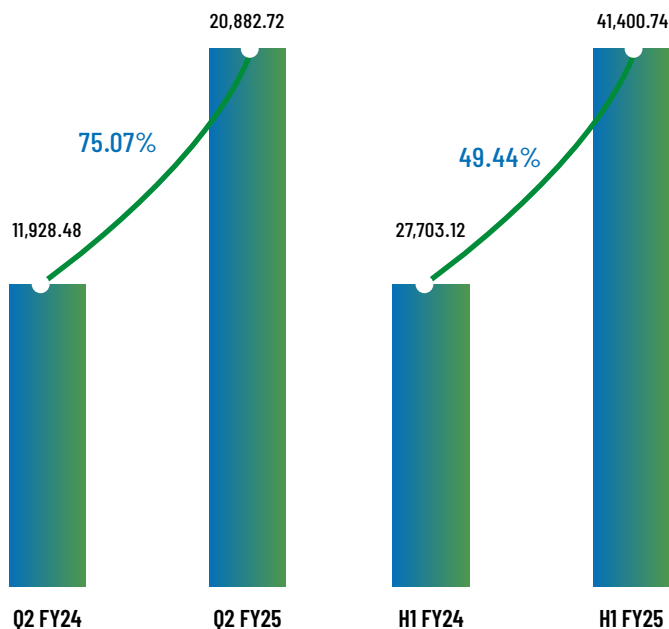
LEADERSHIP

FINANCIAL OVERVIEW



FINANCIAL YOY COMPARISON

TURNOVER:



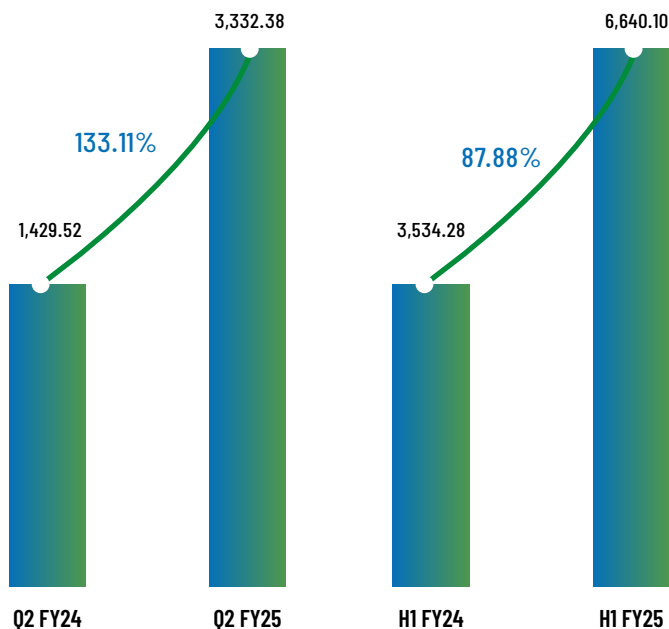
(AMOUNT IN RS.CRORE)

Q3 FY 24-25	Q3 FY 23-24	%
247.45	149.94	65%
9M FY 24-25	9M FY 23-24	%
665.65	428.57	55%



FINANCIAL YOY COMPARISON

PROFIT AFTER TAX



(AMOUNT IN RS. CRORE)

Q3 FY 24-25	Q3 FY 23-24	%
36.70	17.91	105%
9M FY 24-25	9M FY 23-24	%
103.06	50.86	103%



REVENUE BIFURCATION

Amt in Rs Crore

Particulars	During the Fiscal/ Period ended							
	9M FY 24-25	% of Revenue from Operations	FY 23-24	% of Revenue from Operations	FY 22-23	% of Revenue from Operations	FY 21-22	% of Revenue from Operations
WWTPS	271.27	40.75%	202.96	27.84%	233.78	69.15%	204.81	91.63%
WSSPS	371.52	55.81%	496.70	68.14%	86.83	25.68%	0.00	0.00%
O&M	22.86	3.43%	29.26	4.01%	17.49	5.17%	18.72	8.37%
TOTAL	665.65	100.00%	728.92	100.00%	338.10	100%	223.53	100%

REVENUE BIFURCATION BASED TYPE OF PROJECTS

Amt in Rs Crore

Type of project	9M FY 24-25	% of Rev from Operation	FY 23-24	% of Rev from Operation	FY 22-23	% of Rev from Operation	FY 21-22	% of Rev from Operation
EPC	604.97	90.89%	628.41	86.21%	216.09	63.91%	204.80	91.63%
HAM	37.82	5.68%	71.24	9.77%	104.52	30.91%	-	0.00%
O&M	22.86	3.43%	29.26	4.01%	17.49	5.17%	18.72	8.37%
TOTAL	665.65	100.00%	728.91	100.00%	338.10	100.00%	223.52	100.00%

REVENUE BIFURCATION STATEWISE

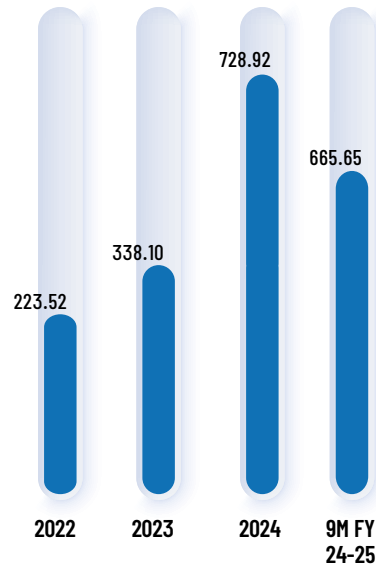
Amt in Rs Crore

STATES	9M FY 24-25	FY 23-24	FY 22-23	FY 21-22
Chattisgarh	0.66	19.61	13.91	59.08
Delhi	19.14	25.35	2.11	-
Gujarat	34.76	39.77	34.11	22.39
Haryana	10.60	13.86	45.06	45.43
Karnataka	-	-	0.11	-
Madhya Pradesh	371.52	501.24	86.83	-
Punjab	3.54	3.28	13.38	37.52
Rajasthan	120.83	20.99	16.03	41.49
Uttar Pradesh	87.99	89.26	126.57	17.60
Jharkhand	16.61	15.55	-	-
TOTAL	665.65	728.92	338.10	223.53

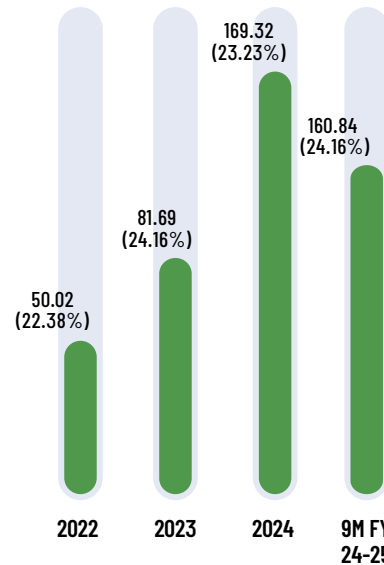
KEY PERFORMANCE INDICATOR

Amt in Rs Crore

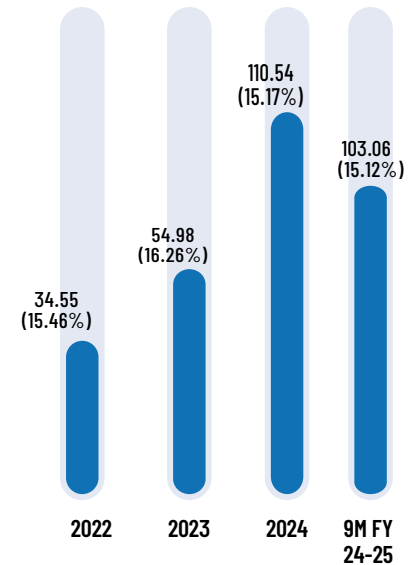
REVENUE FROM OPERATIONS



EBITDA - EBITDA MARGIN AS % OF REVENUE FROM OPERATIONS



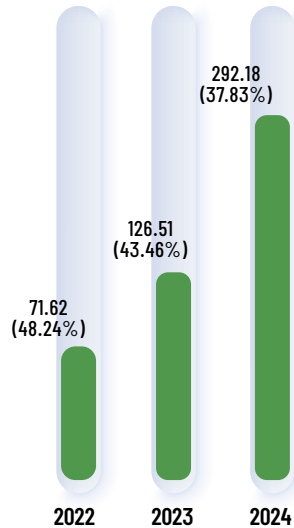
PAT - PAT MARGIN (%)



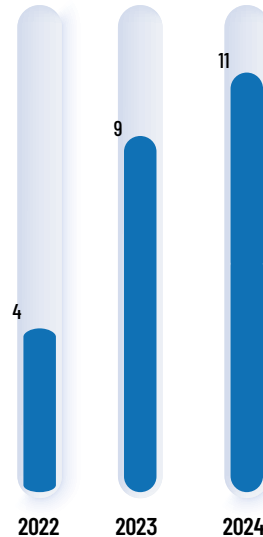
KEY PERFORMANCE INDICATOR

Amt in Rs Crore

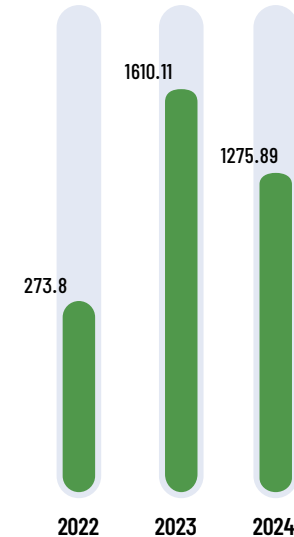
NET WORTH - RETURN ON NET
WORTH (%)



NUMBER OF PROJECTS



VALUE OF PROJECTS



PROFIT & LOSS STATEMENT

Amt in cr

Particulars	Q3	Q3	Nine-Months Ended	Nine-Months Ended
	31st December 2024	31st December 2023	31st December 2024	31st December 2024
	Unaudited	Unaudited	Unaudited	Audited
Income				
Revenue From Operations	247.45	149.94	665.65	428.57
Other Income	5.34	2.47	16.15	5.69
Total Income	252.79	152.40	681.80	434.25
Expenses:-				
Manufacturing, Construction and Operating Expenses				
Cost of Materials Consumed	137.61	89.91	327.96	249.68
Stores, Spares and Tools Consumed and Hiring of Equipment & Machinery	1.88	1.06	4.96	3.81
Other Construction and Operating Expenses	37.86	20.55	122.27	61.51
Total	177.36	111.53	455.19	315.01
Employee Benefits Expense	12.58	8.35	33.71	24.04
Finance Cost	8.44	4.29	29.10	13.50
Depreciation and Amortization Expenses	2.52	1.62	6.72	4.16
Other Expenses	3.59	2.39	15.91	8.88
Total Expenses	204.48	128.17	540.62	365.58
Profit before exceptional items and tax	48.31	24.24	141.18	68.67
Exceptional Items	-	-	-	-
Profit before Tax	48.31	24.24	141.18	68.67
Tax Expense :				
- Current Tax	12.39	7.06	37.92	20.03
- (Excess)/Short Provision of Income Tax for Earlier Years	(0.60)	0.02	0.05	0.03
- Deferred Tax charge/(credit)	(0.20)	-0.22	0.15	-0.84
Total Tax Expense	11.59	6.86	38.12	19.22
Profit after Tax	36.72	17.38	103.07	49.46
Earning Per Equity Share [nominal value of ₹ 10/- (previous year ₹ 10/-)]*				
(1) Basic (₹)	2.59	1.32	7.28	3.75
(2) Diluted (₹)	2.59	1.32	7.28	3.75

BALANCE SHEET

Amt in cr

Particulars	As at 31st December 2024	As at 31st March 2024
ASSETS		
Non-Current Assets		
(a) Property, Plant and Equipment	58.29	46.91
(b) Capital work-in-progress	0.74	1.38
(c) Intangible Assets	0.00	-
(d) Intangible Assets under development	0.12	-
(e) Financial Assets	0.00	-
(i) Loans and Advances	0.06	0.05
(ii) Other Financial Assets	162.44	149.81
(f) Deferred Tax Assets (Net)	1.82	1.97
(g) Other Non-Current Assets	199.39	-
Total Non-Current Assets	422.86	200.12
Current Assets		
(a) Inventories	19.20	35.27
(b) Financial Assets	-	-
(i) Trade Receivables	235.23	104.11
(ii) Cash and Cash Equivalents	354.10	0.87
(iii) Bank balances other than (ii) above	135.25	147.65
(iv) Loans and Advances	0.08	0.07
(v) Other Financial Assets	420.60	234.22
(c) Other Current Assets	46.81	37.42
(d) Current Tax Assets (Net)	1.67	1.44
Total Current Assets	1,212.94	561.07
TOTAL ASSETS	1,635.80	761.19

Amt in cr

Particulars	As at 31st December 2024	As at 31st March 2024
EQUITY AND LIABILITIES		
Equity		
(a) Equity Share Capital	175.53	136.85
(b) Other Equity	745.89	155.33
Equity attributable to owners of the Company	921.42	292.18
Non controlling interest	(1.57)	(1.59)
Total Equity	919.85	290.59
Liabilities		
Non-Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	88.82	90.10
(ii) Other Financial Liabilities	3.71	14.54
(b) Other Non-Current Liabilities	-	-
(c) Provisions	1.32	0.98
Total Non-Current Liabilities	93.85	105.61
Current Liabilities		
(a) Financial Liabilities		
(i) Borrowings	181.76	143.50
(ii) Trade Payables	-	-
(A) Total outstanding dues of micro and small enterprises; and	11.84	10.92
(B) Total outstanding dues of creditors other than micro and small enterprises.	-	-
(iii) Other Financial Liabilities	97.69	28.20
(b) Other Current Liabilities	16.55	9.99
(c) Provisions	0.40	0.26
(d) Current Tax Liabilities (Net)	15.50	19.98
Total Current Liability	424.71	364.99
TOTAL EQUITY AND LIABILITIES	1,438.40	761.19

CASH FLOW STATEMENT

Amt in cr

Particulars	For Period ended 31st December 2024	For the year ending 31st March 2024
A CASH FLOW FROM OPERATING ACTIVITIES		
Profit before Tax	141.18	146.99
	-	-
Adjustment to reconcile restated profit before tax to net cash flows:		
Depreciation and Amortization Expense	6.72	6.08
Change in ECL Provision	1.83	3.06
Finance Cost	29.10	22.52
Interest Income	(15.61)	(8.29)
Property, Plant and Equipments Write off	-	0.23
(Profit)/Loss on sale of Property, Plant & Equipment (Net)	-	(0.02)
Cash generated from operations before working capital changes	163.21	170.57
Adjustment for:	-	-
(Increase)/Decrease in Inventories	16.07	(25.45)
(Increase)/Decrease in Loans and Advances	(0.01)	(0.02)
(Increase)/Decrease in Trade Receivable	(132.03)	(48.03)
(Increase)/Decrease in Other financial assets	(188.83)	(179.76)
(Increase)/Decrease in Other Current assets	(9.39)	(19.88)
(Increase)/Decrease in Other Non-Current assets	(1.99)	(0.87)
Increase/(Decrease) in Trade Payables	(50.25)	65.52
Increase/(Decrease) in Non-Current Liabilities	0.40	(5.78)
Increase/(Decrease) in Current Liabilities	0.16	0.10
Increase/(Decrease) in Other Financial Liabilities	69.49	18.63
Increase/(Decrease) in Other Current Liabilities	6.57	(20.06)
Cash flow from operations	(126.59)	(45.02)
Income tax paid (Net)	(42.68)	(23.98)
Net Cash flow from / (used in) operating activities (A)	(169.27)	(69.00)

Amt in cr

Particulars	For Period ended 31st December 2024	For the year ending 31st March 2024
B CASH FLOW FROM INVESTING ACTIVITIES	-	-
Purchase of Property, Plant and Equipments (including capital work in progress)	(17.58)	(33.41)
Sale of Property, Plant and Equipments	-	0.25
	-	-
Interest Income	15.61	8.29
Proceeds from Other Financial Assets	(23.61)	(33.93)
	-	-
Investment in term deposits and other bank balances	24.91	(80.54)
Net Cash flow from / (used in) Investing Activities (B)	(0.66)	(139.34)
	-	-
C CASH FLOW FROM FINANCING ACTIVITIES	-	-
Proceeds from Issue of Shares (Net of expenses)	526.11	55.10
Proceeds from Non-current borrowings	46.54	54.71
Payment of Non-current borrowings	(65.61)	(8.43)
Increase/(Decrease) Other Financial Liabilities	(10.83)	4.70
Interest & Financial Charges Paid	(29.10)	(22.01)
Short Term Borrowings (Net)	56.06	122.77
Net Cash flow from / (used in) financing Activities (C)	523.17	206.84
	-	-
Net Increase/(Decrease) in Cash and Cash equivalents (A+B+C)	353.24	(1.51)
Opening Cash and Cash equivalents	0.87	2.38
Closing Cash and Cash equivalents	354.10	0.87



ENVIRO INFRA ENGINEERS LIMITED

EMPOWERING GREEN PLANET

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