

Date: 18<sup>th</sup> December, 2024

To  
BSE Limited  
Phiroze Jeejeebhoy Towers  
Dalal Street  
Mumbai – 400001

To  
National Stock Exchange of India Limited  
Exchange Plaza, C-1, Block G  
Bandra Kurla Complex  
Bandra (E), Mumbai – 400 051

**Scrip Code: 544290, Scrip Symbol: EIEL**

**Subject: Investor Presentation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations 2015.**

Dear Sir/Madam,

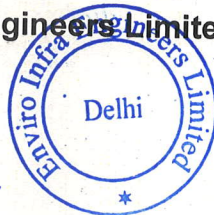
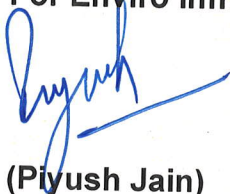
We are enclosing herewith Investor Presentation for the quarter and half year ended on September 30, 2024.

The above information is also available on the Company's website at [https://www.eiel.in/\\_files/ugd/2514a1\\_f98101ac082e4c5da333352b4d9c2bd7.pdf](https://www.eiel.in/_files/ugd/2514a1_f98101ac082e4c5da333352b4d9c2bd7.pdf)

Kindly take the above information on record.

Thanking you,

**For Enviro Infra Engineers Limited**



**(Piyush Jain)**  
**Company Secretary & Compliance Officer**  
**A57000**

**Encl: a/a**



**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 30<sup>th</sup> September, 2024

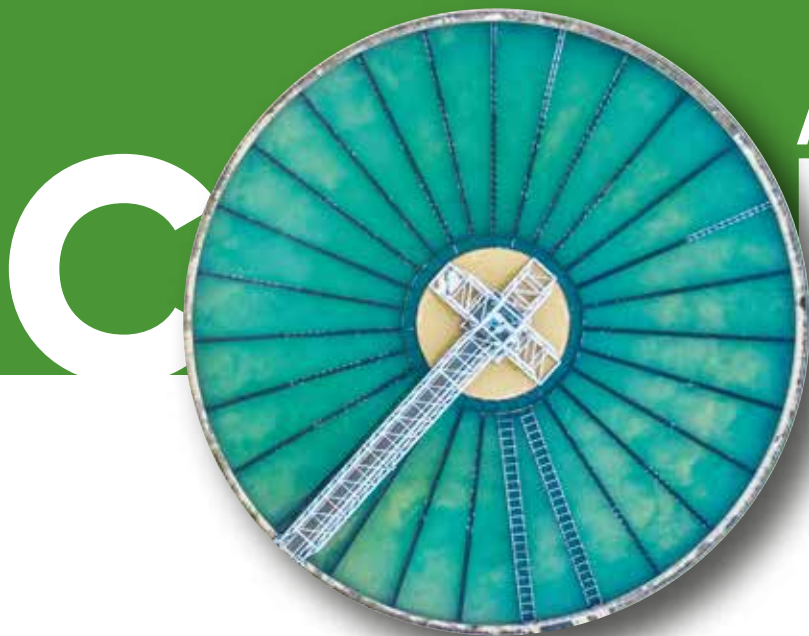
Revenue from operations ~ Rs. 418.19 Crores EBITDA ~ Rs. 117.72 Crores (28.15%) and PAT ~ Rs. 66.36 Crores (15.87%) as on 30<sup>th</sup> September, 2024

## 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 30<sup>th</sup> 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

939

EMPLOYEES AND WORKERS

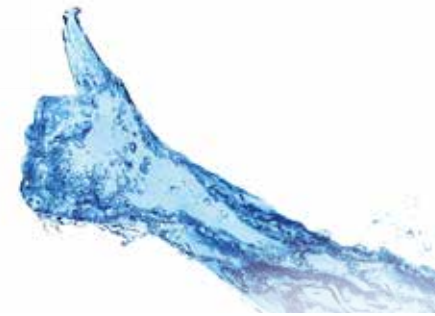
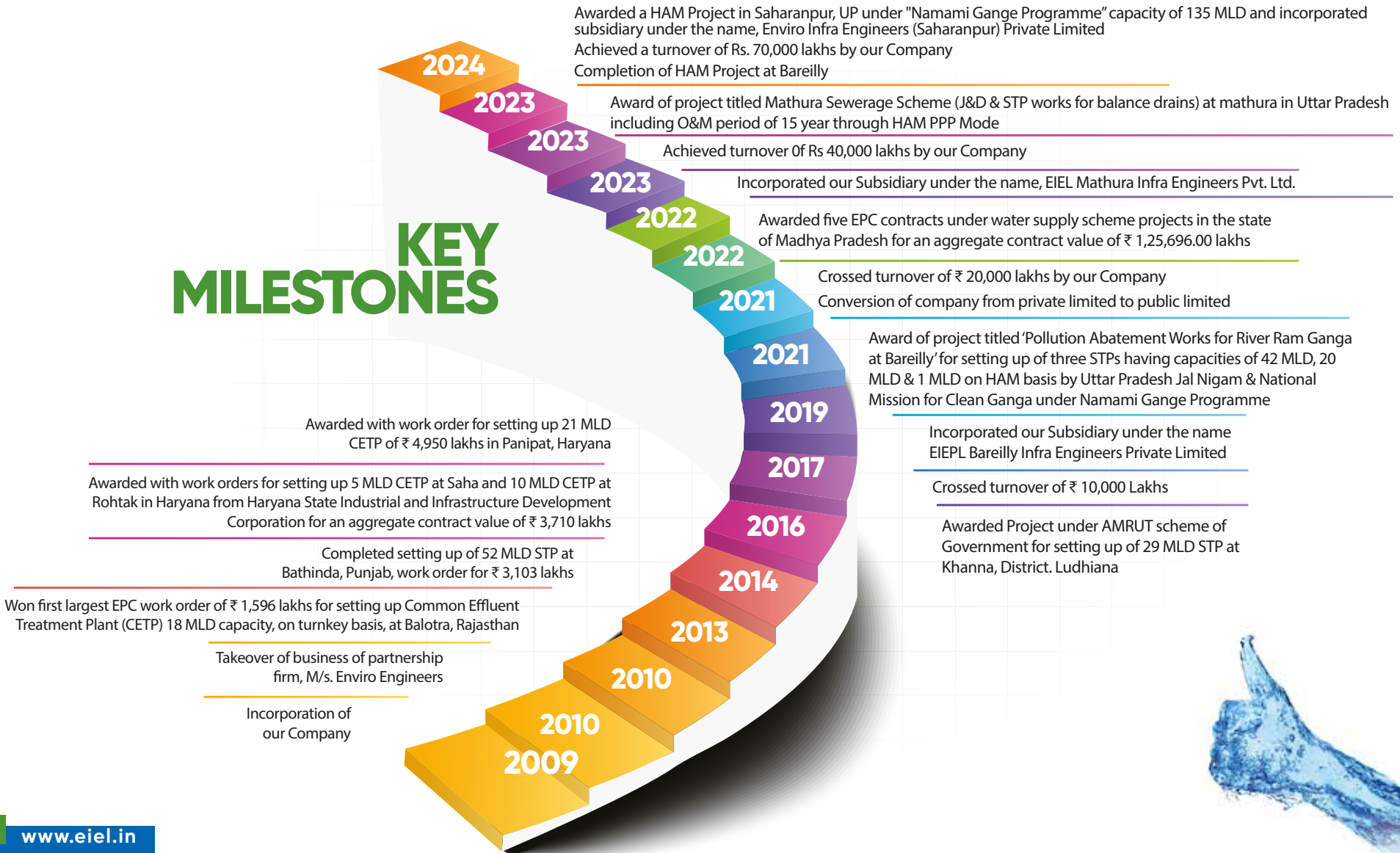
180

ENGINEERS





# KEY MILESTONES



## COMPLETED PROJECTS

as on 30<sup>th</sup> 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 30<sup>th</sup> 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.

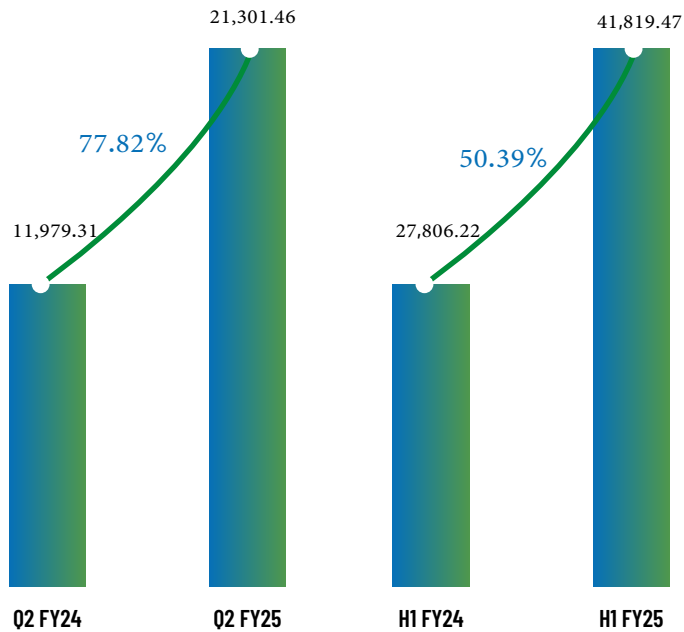
# LEADERSHIP

# FINANCIAL OVERVIEW



# FINANCIAL YOY COMPARISON

## TURNOVER:



(AMOUNT IN RS. LAKHS)

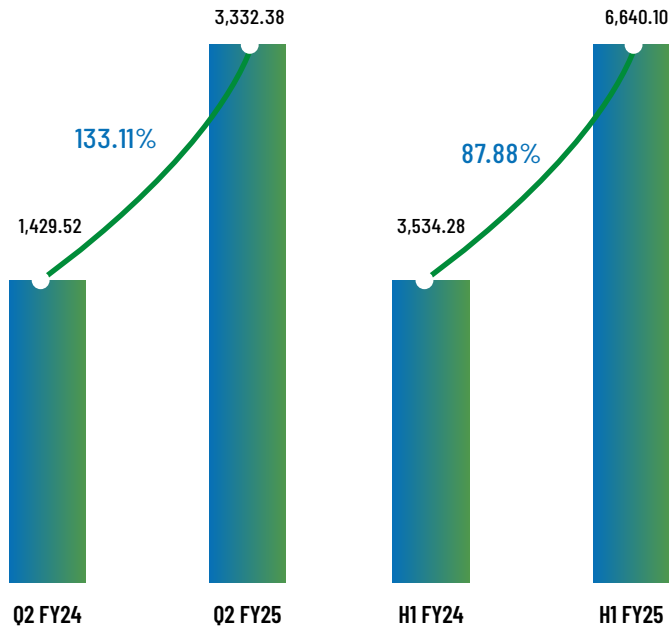
Q2 FY25	Q2 FY24	%
21,301.46	11,979.31	77.82%
H1 FY25	H1 FY24	%
41,819.47	27,806.22	50.39%





# 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

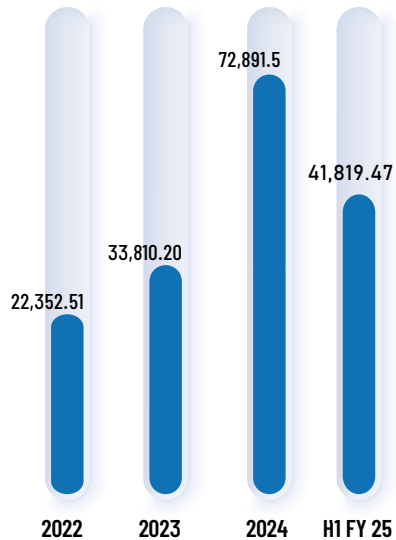
(AMOUNT IN RS. LAKHS)

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
<b>Total</b>	<b>41,819.47</b>	<b>72,891.50</b>	<b>33,810.20</b>	<b>22,352.51</b>

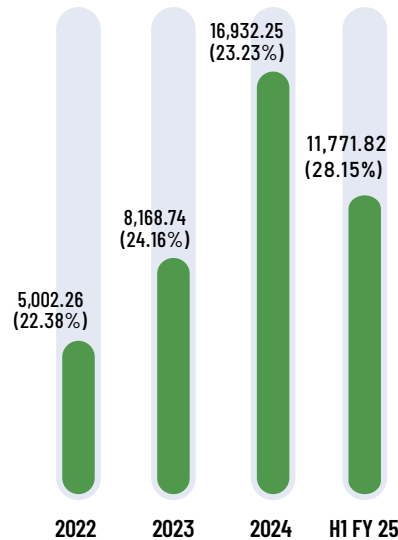
# KEY PERFORMANCE INDICATOR

(AMOUNT IN RS. LAKHS)

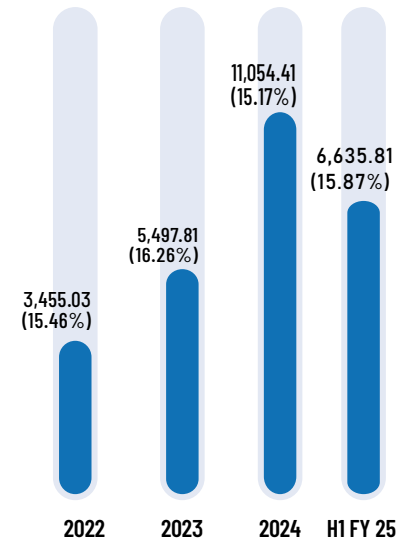
### REVENUE FROM OPERATIONS



### EBITDA - EBITDA MARGIN AS % OF REVENUE FROM OPERATIONS



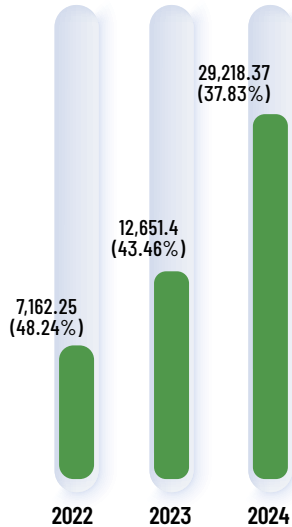
### PAT - PAT MARGIN (%)



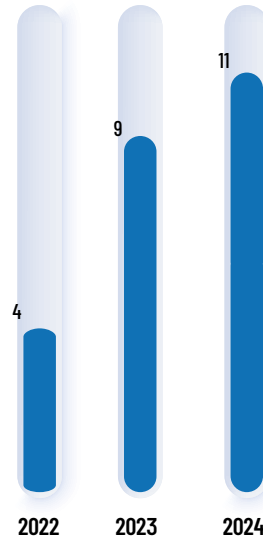
# KEY PERFORMANCE INDICATOR

(AMOUNT IN RS. LAKHS)

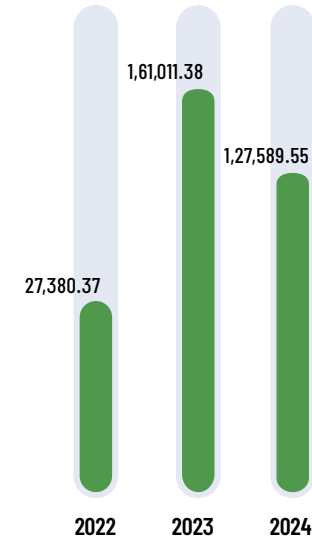
### NET WORTH - RETURN ON NET WORTH (%)



### 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
<b>Income</b>						
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
<b>Total Income</b>	<b>22,155.07</b>	<b>20,745.61</b>	<b>12,128.64</b>	<b>42,900.68</b>	<b>28,185.10</b>	<b>73,800.56</b>
<b>Total Expenses</b>	<b>17,180.93</b>	<b>16,434.01</b>	<b>10,412.15</b>	<b>33,614.94</b>	<b>23,714.40</b>	<b>59,101.81</b>
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
<b>Profit after Tax</b>	<b>3,636.67</b>	<b>2,996.81</b>	<b>1,213.13</b>	<b>6,633.48</b>	<b>3,207.50</b>	<b>10,645.64</b>
<b>Earning Per Equity Share [nominal value of ₹ 10/- (previous year ₹ 10/-)]*</b>						
(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
<b>ASSETS</b>		
<b>Non-Current Assets</b>		
(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	-
<b>Total Non-Current Assets</b>	<b>14,724.26</b>	<b>20,012.28</b>
<b>Current Assets</b>		
(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
<b>TOTAL ASSETS</b>	<b>94,830.70</b>	<b>76,119.19</b>
<b>EQUITY AND LIABILITIES</b>		
<b>Equity</b>		
(a) Equity Share Capital	13,685.00	13,685.00
(b) Other Equity	22,173.31	15,533.36
<b>Total Equity</b>	<b>35,858.31</b>	<b>29,218.36</b>

(all amounts are in Lakhs, unless otherwise stated)

Particulars	As at 30th Sept. 2024 Unaudited	As at 31st March 2024 Audited
<b>Liabilities</b>		
<b>Non-Current Liabilities</b>		
(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
<b>Current Liabilities</b>		
(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
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>94,830.70</b>	<b>76,119.19</b>



# ENVIRO INFRA ENGINEERS LIMITED

EMPOWERING GREEN PLANET

## **Registered Office & Head Office**

Unit 201, 2nd Floor, R G Metro Arcade, Sector - 11,  
Rohini, New Delhi - 110085

## DISCLAIMER

---

This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute prospectus or placement memorandum or an offer to acquire any securities. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. This presentation contains statements that contain "forward looking statements" including, but without limitation, statements relating to the implementation of strategic initiatives, and other statements relating to Enviro Infra Engineers Limited future business developments and economic performance. While these forward looking statements indicate our assessment and future expectations concerning the development of our business, a number of risks, uncertainties and other unknown factors could cause actual developments and results to differ materially from our expectations. These factors include, but are not limited to, general market, macro-economic, governmental and regulatory trends, movements in currency exchange and interest rates, competitive pressures, technological developments, changes in the financial conditions of third parties dealing with us, legislative developments, and other key factors that could affect our business and financial performance. We undertake no obligation to publicly revise any forward looking statements to reflect future / likely events or circumstances. This presentation cannot be copied and disseminated in any manner. No person is authorized to give any information or to make any representation not contained in and not consistent with this presentation and, if given or made, such information or representation must not be relied upon as having been authorized by or on behalf of Enviro Infra Engineers Limited.