



ENVIRO INFRA ENGINEERS LIMITED

Q1 FY26 Earnings Presentation

EiE



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

68.33% revenue CAGR & 72.44% PAT CAGR from FY22 to FY25

Delivered 53 water & waste water treatment plants with capacity of 897 MLD

Q1 FY26 Financial Highlights:

- Revenue from Operations: ₹2,409 Mn
- EBITDA: ₹642.1 Mn, with a healthy EBITDA margin of 26.7%
- Profit After Tax (PAT): ₹424.8 Mn, reflecting a strong PAT margin of 17%



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 geographical presence

New initiatives towards "Waste to Energy".

Table Of Contents



Performance Highlights



Chairman & MD's Message



Order Book Analysis



Company Overview



Leadership Team



Industry Overview



Way ahead

The background of the slide features a dynamic, high-speed photograph of water splashing and bubbling. The water is captured in various stages of movement, creating a sense of energy and fluidity. The colors range from light, airy blues to deeper, more saturated blues, with bright highlights where the water catches the light.

PERFORMANCE HIGHLIGHTS

Management Comment



"I am pleased to report that we have delivered another quarter of robust growth, with revenue up 17.4% YoY, EBITDA 25.2% and PAT surging 41.8%, underscoring our operational strength and execution excellence. This performance was driven by efficient delivery of a strong order book and strategic wins across diverse geographies and technologies.

During the quarter, we entered the ZLD space with a landmark ₹395.5 crore CETP project from MIDC, secured major STP and sewer network projects in Chhattisgarh and Karnataka worth over ₹527 crore, and expanded into renewable energy with 69 MW of solar capacity across Odisha and Maharashtra.

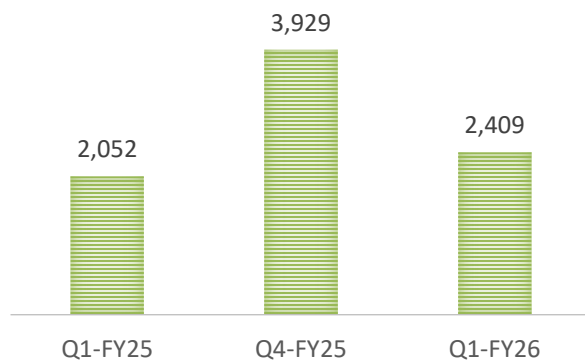
With a growing national footprint and a healthy project pipeline, we remain confident in sustaining our growth momentum while advancing our vision of delivering sustainable water, wastewater, and clean energy solutions for India's urban transformation."

MR. SANJAY JAIN

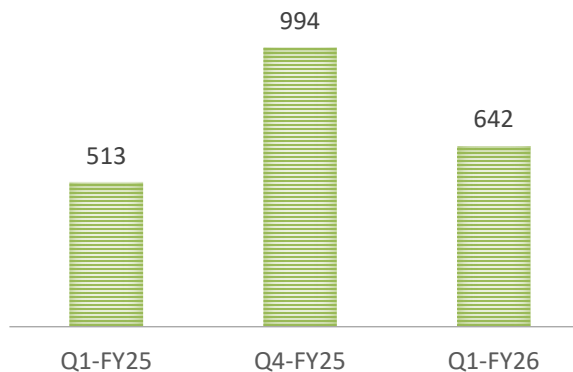
Chairman and Whole-time Director

Financial Highlights- Quarterly

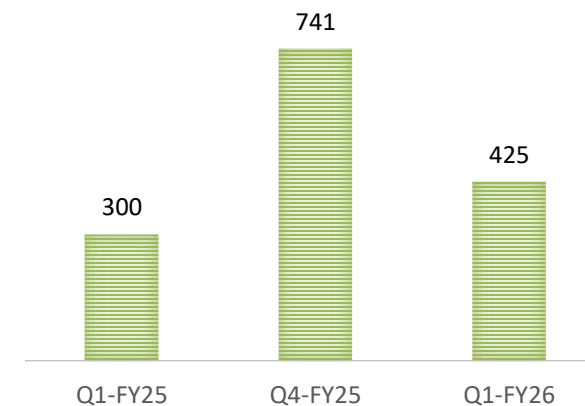
REVENUE FROM OPERATIONS (RS IN MN)



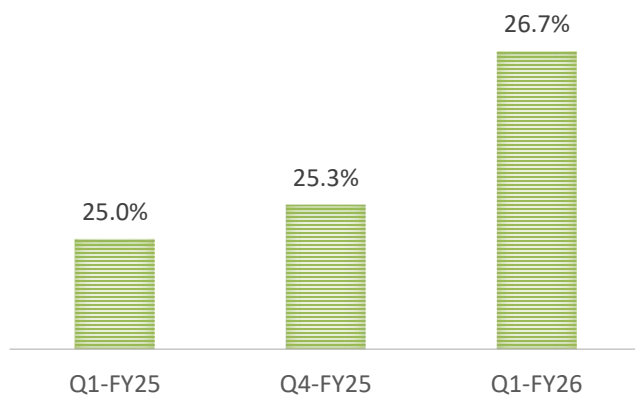
EBITDA (RS IN MN)



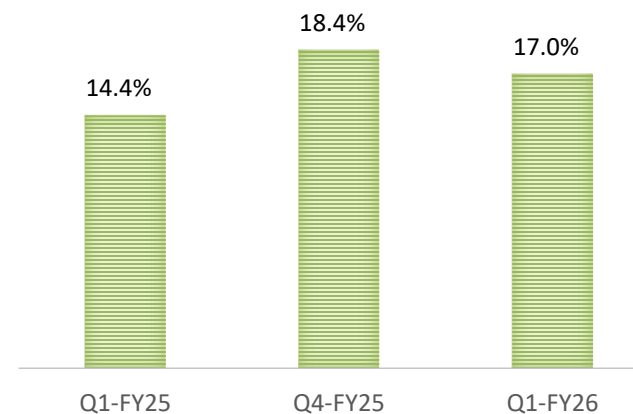
PAT (RS IN MN)



EBITDA MARGIN

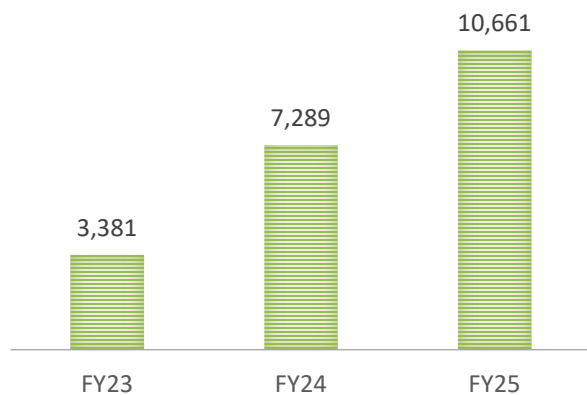


PAT MARGIN

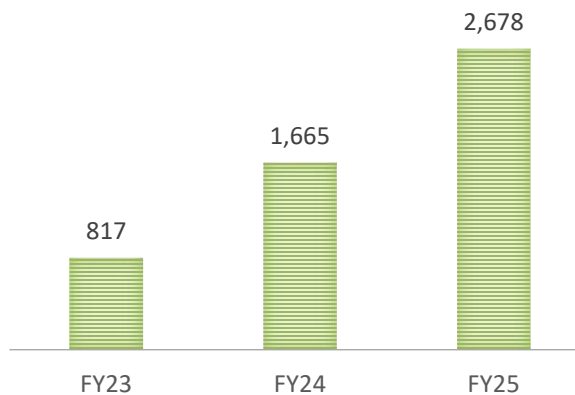


Financial Highlights- Annual

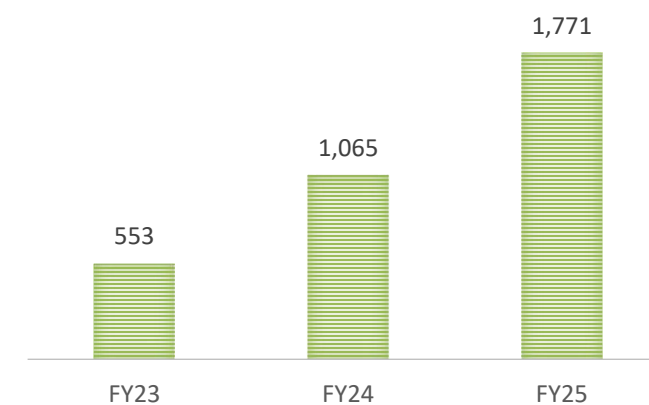
REVENUE FROM OPERATIONS (RS IN MN)



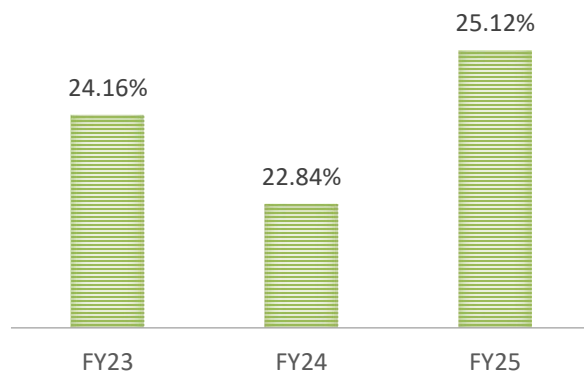
EBITDA (RS IN MN)



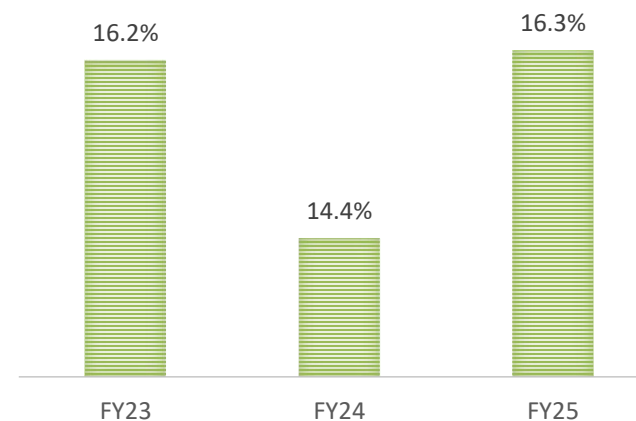
PAT (RS IN MN)



EBITDA MARGIN)

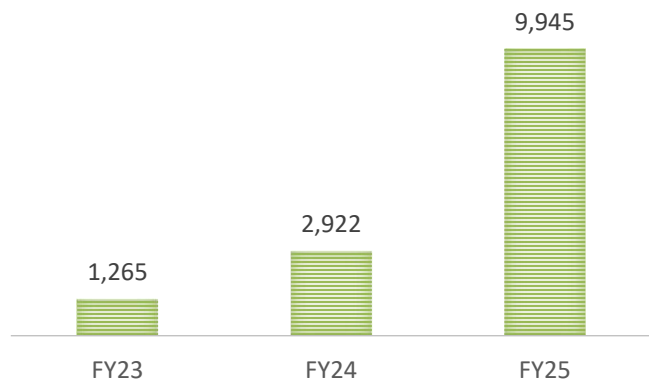


PAT MARGIN

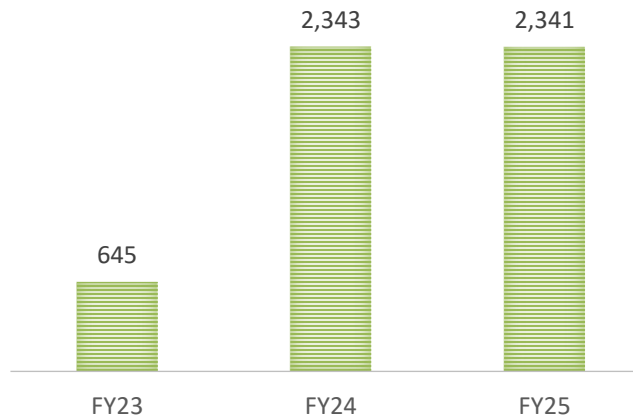


Key Ratios

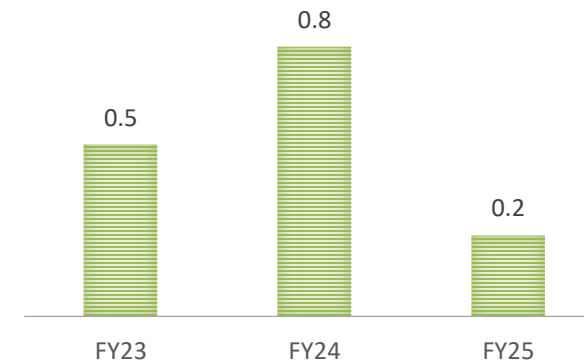
NET WORTH (RS IN MN)



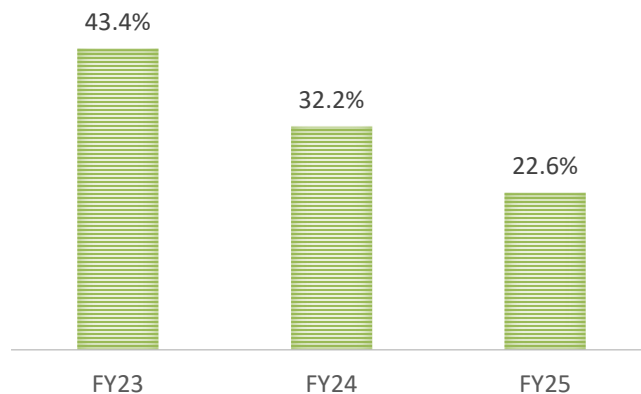
DEBT (RS IN MN)



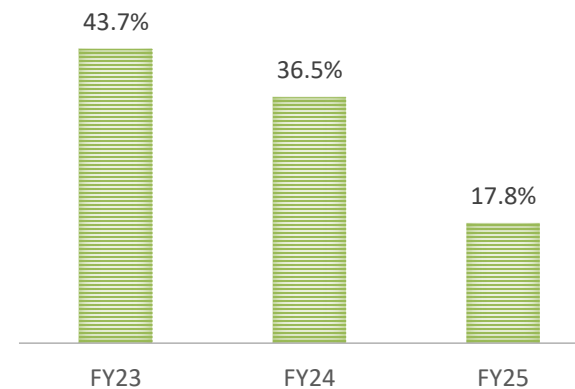
DEBT TO EQUITY



RETURN ON CAPITAL EMPLOYED (%)



RETURN ON EQUITY (%)



Revenue Bifurcation (consolidated basis)

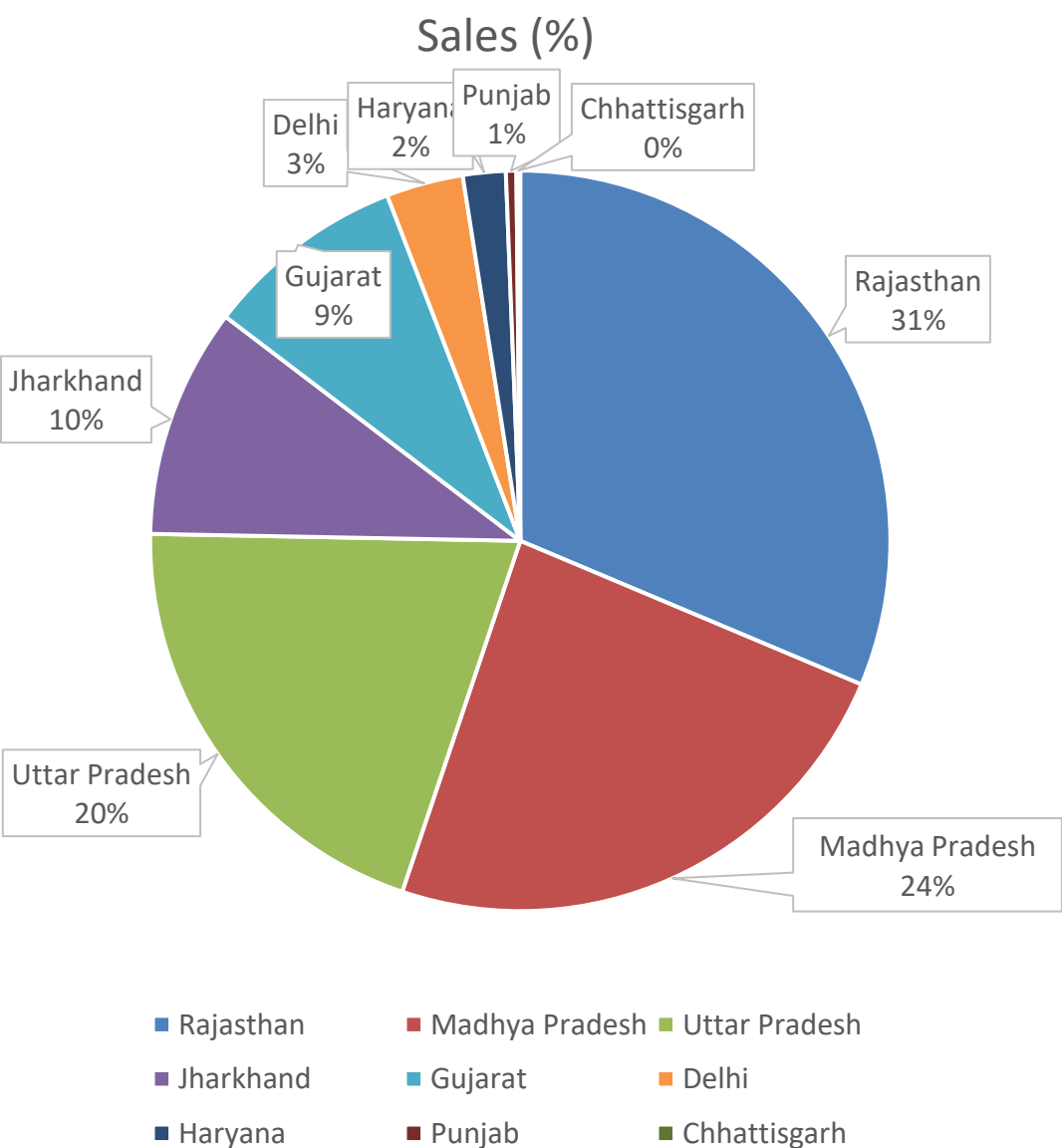
Amt in Mn

During the Fiscal/ Period ended								
Type of Projects	Q1FY26	% of Revenue from Operations	FY25	% of Revenue from Operations	FY24	% of Revenue from Operations	FY23	% of Revenue from Operations
WWTPS	1,680	69.7%	5,079	47.6%	2,030	27.8%	2,338	69.1%
WSSPS	574	23.8%	5,158	48.4%	4,967	68.1%	868	25.7%
O&M	91	3.8%	302	2.8%	292	4.0%	175	5.2%
Annuity	64	2.6%	122	1.1%	-	-	-	-
TOTAL	2,409	100.0%	10,661	100.0%	7,289	100.0%	3,381	100.0%

During the Fiscal/ Period ended								
Type of Projects	Q1FY26	% of Revenue from Operations	FY25	% of Revenue from Operations	FY24	% of Revenue from Operations	FY23	% of Revenue from Operations
EPC	1,962	81.4%	9,305	87.3%	6,284	86.2%	2,161	63.9%
HAM	292	12.1%	932	8.7%	712	9.8%	1,045	30.9%
O&M	91	3.8%	302	2.8%	293	4.0%	175	5.2%
Annuity	64	2.6%	122	1.1%	-	-	-	-
TOTAL	2,409	100.0%	10,661	100.0%	7,289	100.0%	3,381	100.0%

Revenue Bifurcation

Particulars (Rs. Mn)	Q1 FY26	FY25	FY24
Rajasthan	755	2,482	210
Madhya Pradesh	574	5,158	5,012
Uttar Pradesh	485	1,747	893
Jharkhand	242	290	155
Gujarat	212	586	398
Delhi	81	203	253
Haryana	45	143	139
Punjab	11	40	33
Chhattisgarh	4	11	196
Total	2,409	10,661	7,289



Consolidated Profit and Loss Account – Quarterly

Amt in Mn

Particulars (Rs. Cr)	Q1 FY26	Q1 FY25	YoY%	Q4 FY25
Revenue from Operations	2,409	2,052	17.4%	3,929
Other Income	83	23		108
Total Revenue	2,492	2,075	17.4%	4037
Cost of Raw Materials	1,549	1,350		2,699
Employee Benefit Expenses	152	102		142
Other expenses	67	87		94
EBITDA (Excl. Other Income)	642	513	25.2%	994
EBITDA Margin (%)	26.65%	24.99%	170 bps	25.31%
Depreciation and Amortization	32	20		27
Finance Cost	70	85		81
Exceptional item	- 50	-	-	-
PBT	572	431	32.8%	994
Total tax	148	132		253
PAT	425	300	41.8%	741
PAT Margin (%)	17.0%	14.4%	260 bps	18.4%
Basic EPS (Rs.)	2.39	2.25	6.1%	4.89

Consolidated Profit and Loss Account - Annual

Amt in Mn

Particulars (Rs in Mn)	FY25	FY24	YoY %
Revenue from Operations	10,661	7,289	46.3%
Other Income	194	91	115.9%
Total Revenue	10,855	7,380	47.1%
Cost of Raw Materials	7,251	5,157	
Employee Benefit Expenses	479	339	
Other expenses	253	128	
EBITDA (Excl. Other Income)	2,678	1,665	60.8%
EBITDA Margin (%)	25.1%	22.8%	228 Bps
Depreciation and Amortization	94	61	
Finance Cost	372	225	
PBT	2,401	1,470	63.7%
Total tax	634	405	
PAT	1,771	1,065	66.4%
PAT Margin (%)	16.3%	14.4%	190 Bps
Basic EPS (Rs.)	11.76	7.97	47.6%

Consolidated Balance Sheet

Amt in Mn

Equity & Liabilities (Rs in Mn)	As on Mar'25	As on Mar'24
Share Capital	1,755	1,369
Other Equity	8,190	1,553
Non-Controlling Interest	(7)	(16)
Shareholders Funds	9,945	2,922
Long Term Borrowings	983	901
Other Financial Liabilities	26	145
Provisions	13	10
Other Liabilities	41	-
Non Current Liabilities	1,063	1,056
Short term Borrowings	1,359	1,443
Trade Payable	1,670	1,630
Other Financial Liabilities	520	274
Other Current Liabilities	319	100
Provisions	4	3
Current Tax Liabilities (Net)	110	200
Current Liabilities	3,983	3,650
Total Equity & Liabilities	14,983	7,612

Assets (Rs in Mn)	As on Mar'25	As on Mar'24
Property, plant & Equipment	702	469
Capital work-in-progress	-	14
Intangible Assets Under development	2	-
Loans	2	1
Other financial Assets	1,854	1,498
Deferred Tax Assets (Net)	19	20
Other non-current Assets	170	-
Non Current Assets	2,749	2,001
Inventories	421	353
FA - Trade Receivables	2,057	1,041
FA - Cash & cash equivalents	1,624	9
FA - Bank balances	3,928	1,477
FA - Investments	94	-
FA - Other Financial Assets	3,792	2,343
Income Tax assets (Net)	15	14
Other Current Assets	304	374
Current Assets	12,235	5,611
Total Assets	14,983	7,612

ORDER BOOK ANALYSIS

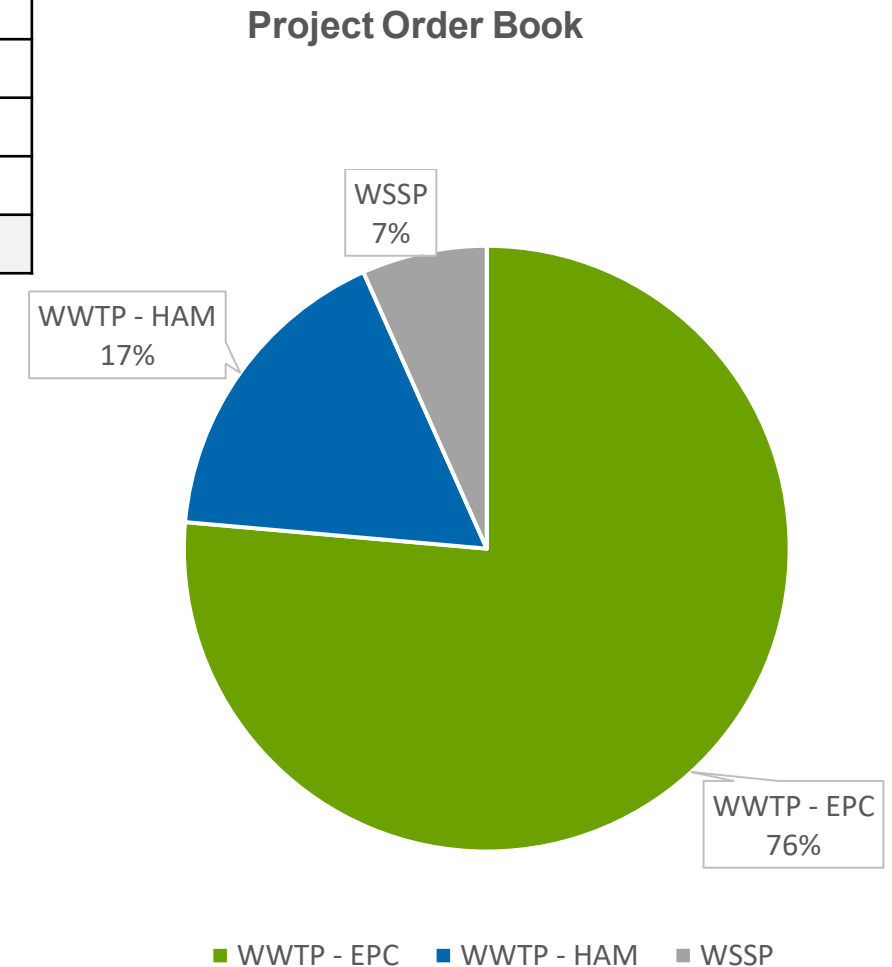
Project Order Book as on date

Type	O/s Order book	O/s Order book *	New order received	Total O/s Order book
	1-Apr-25	30-Jun-25 (A)	Jul - till date (B)	As on date (A+B)
WWTP - EPC	6,308	8,068	7,602	15,670
WWTP -HAM	3,807	3,471	-	3,471
WSSP	1,741	1,370	-	1,370
O&M	8,066	9,176	283	9,459
TOTAL	19,922	22,086	7,885	29,971

**after adjusting revenue of Q1 FY 25-26*

**WWTP: includes Sewage Treatment Plant (STP), Sewerage Schemes (SS), Common Effluent Treatment Plants (CETPs)*

**WSSP : includes Water Treatment Plant (WTP), pumping stations and laying of pipelines for supply of water*



Seasonality/cyclicality of business

(Amt in Mn)

Percentage of revenue during the financial year					
Quarter	Fiscal 2026	Fiscal 2025	Fiscal 2024	Fiscal 2023	Fiscal 2022
Quarter 1 - Apr - June	2,409	19.25%	21.89%	17.24%	14.13%
Quarter 2 - July - Sept	-	20.29%	16.06%	9.98%	24.83%
Quarter 3 - Oct - Dec	-	23.60%	20.76%	9.96%	23.48%
Quarter 4 - Jan - Mar	-	36.86%	41.30%	62.83%	37.57%
Total	2,409	100.00%	100.00%	100.00%	100.00%

COMPANY OVERVIEW



ABOUT THE COMPANY



Incorporated In
2009



Clientele

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



Delivery Model

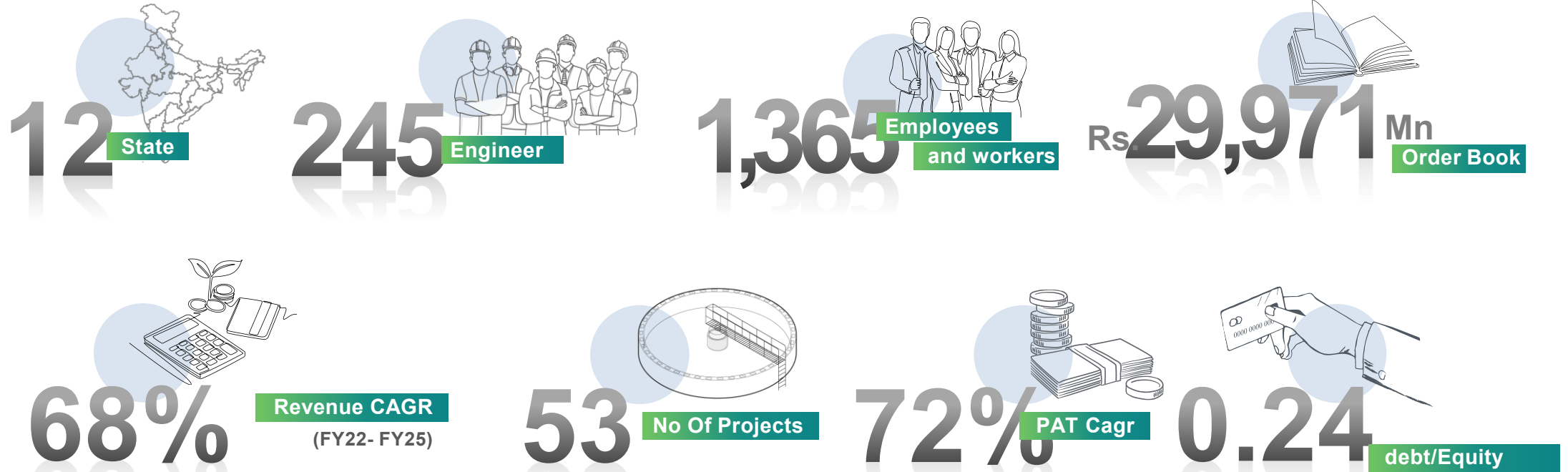
- Engineering Procurement Construction (EPC)
- Hybrid Annuity Model (HAM)
- Operation and Maintenance (O&M)



Service offerings

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

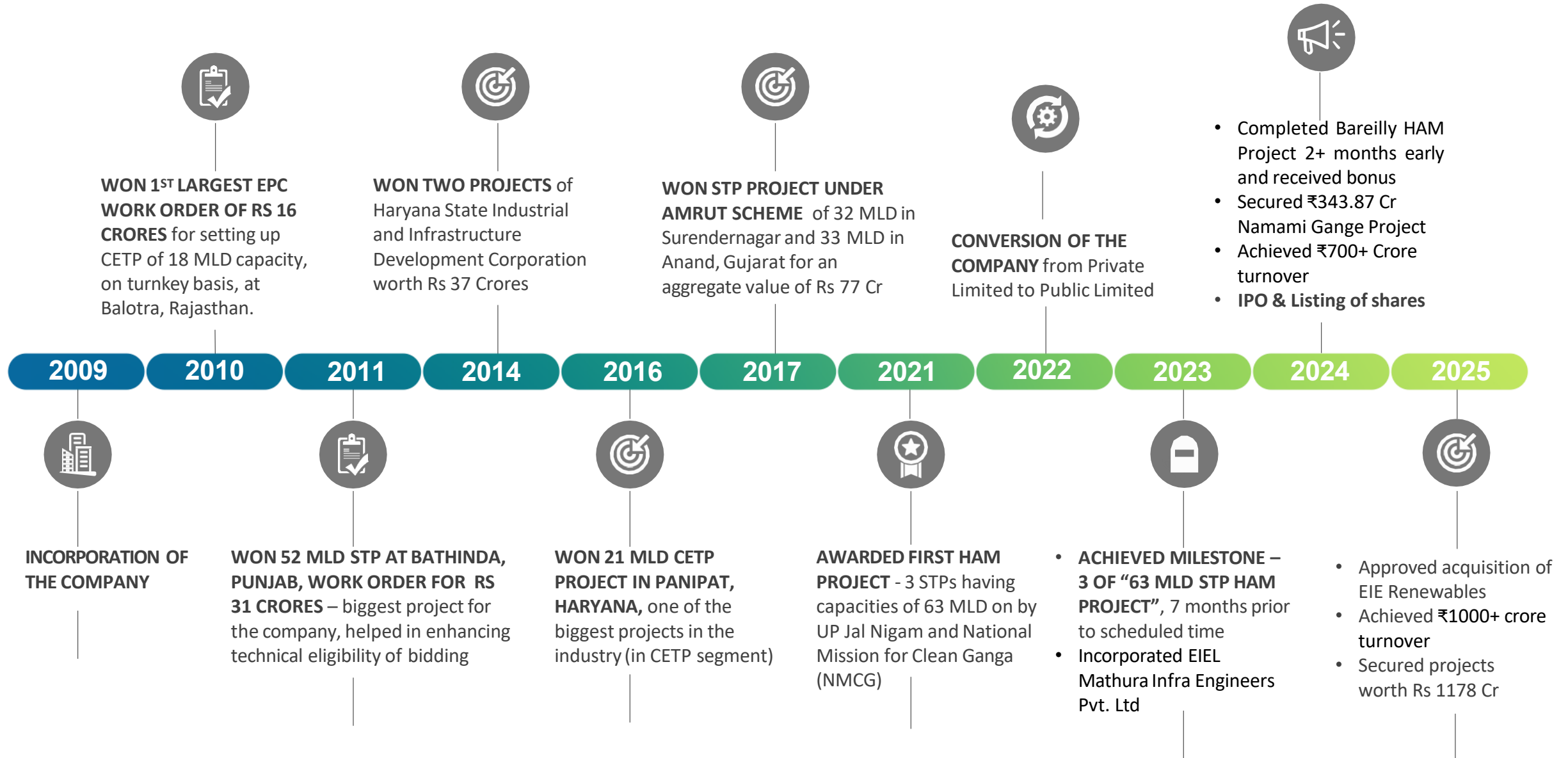
Snapshot



Long Term Rating
CRISIL A/Stable
(Reaffirmed)

Short Term Rating
CRISIL A2+
(Reaffirmed)

Key Milestones



Visionary Leadership



MR. SANJAY JAIN

Chairman and Whole-time Director

- Holds a B.E. in Chemical Engineering from Manipal University, with over 27 years of industry experience.
- Brings deep expertise in the design, construction, procurement, and inspection of water and wastewater systems, including sewage treatment plants and related machinery.
- Has a proven track record in project execution, operations, and maintenance.
- Leads the company's Tendering, Designing, Procurement, and Business Development functions.



MR. MANISH JAIN

Managing Director

- Holds a B.E. in Chemical Engineering from Punjab University, Chandigarh, with more than 25 years of professional experience.
- Specializes in the end-to-end lifecycle of water and wastewater infrastructure—from design and construction to inspection, commissioning, and long-term maintenance.
- Oversees Business Development, Finance, and Execution with a focus on sustainable growth and operational excellence.



Mrs. RITU JAIN

Non - Executive Director



Mr. ASEEM JAIN

Independent Director



Mr. ANIL GOYAL

Independent Director



**Mrs. NUTUN GUHA
BISWAS**

Independent Director





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

BUSINESS OFFERINGS



Diversified Project Portfolio

Backed by strong technical expertise, on-time delivery, robust financials, and competitive pricing—enabling consistent success in winning and executing a wide range of projects.



In-House Design & Execution Strength.

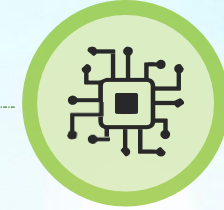
Enviro's in-house engineering and execution team ensures:

- Accurate, specification-aligned bidding
- Timely, cost-effective project delivery
- Minimal reliance on outsourced design



Experienced Promoters and senior Leadership

Backed by over 2 decades of individual experience in the water and wastewater treatment sector, our promoters and senior management bring deep industry expertise, strategic vision, and executional excellence.



Integration of Advanced Technologies in WWTP & WSSP Installations

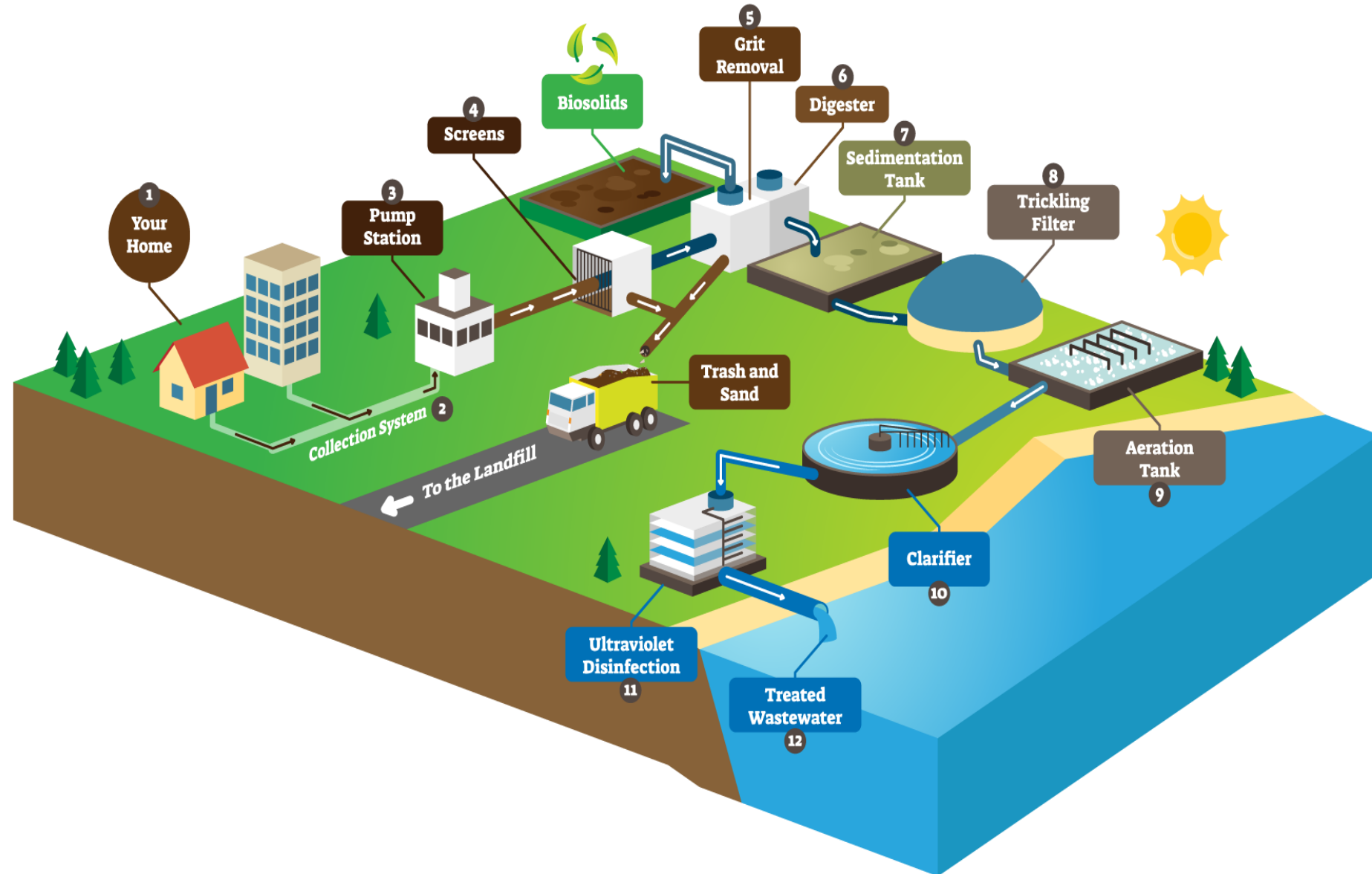
- Deployment of Sequencing Batch Reactors (SBR) to meet stringent effluent quality standards set by the National Green Tribunal (NGT).
- Installation of High-Rate Anaerobic Digesters (HRAD) for efficient organic load reduction.
- Adoption of tertiary treatment technologies including dual media filters, activated carbon filters, rapid sand gravity filters, chlorination, UV disinfection, disc filters, and ultra-filtration for enhanced water quality.
- Achieving Zero Liquid Discharge (ZLD) compliance in most STPs and CETPs, enabling reuse of treated water for horticulture, industrial processes, washing, and refrigeration.

KEY STRENGTHS

Transforming Waste into Value

At Enviro Infra Engineers Limited, our approach to wastewater treatment is rooted in the principles of circular economy. This system not only ensures effective wastewater management but also recovers valuable resources—like biosolids and treated water—for reuse.

From collection to purification, each stage in our process is designed to minimize environmental impact, reduce landfill burden, and promote sustainable reuse of natural resources.



Marquee Clients



Exploring New Geography

Maharashtra

Marking a significant leap in technological capabilities, Enviro Infra Engineers Ltd. strengthens its **Maharashtra** presence and makes a bold foray into the **ZLD** segment with a ₹395.5 Cr CETP EPC order, deploying cutting-edge solutions like Ultrafiltration, RO, and MVR.



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 (ncludes Solar Plant)



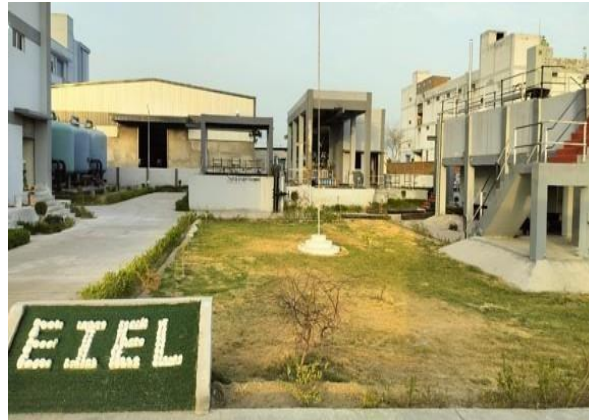
30 MLD STP Kota
Rajasthan(Includes Solar Plant)



25 MLD STP,at Raigarh
Chattisgarh



32 MLD STP Botad Gujarat



Upgradation of 16 to 26 MLD
CETP Barhi Sonapat Haryana



Upgradation of 5 MLD to 10
MLD CETP Rai Sonipat Haryana



50 MLD Jalandhar Punjab

ISO Certification

Certificate



Certificate of Registration
This is to certify that
ENVIRO INFRA ENGINEERS LIMITED
UNIT NO. 201, SECOND FLOOR, R.G. METRO ARCADE, SECTOR- 11,
ROHINI, DELHI- 110085 (INDIA)
has been assessed and Certified by Arcade Management Certification
as meeting the requirements of:
ISO 9001:2015
Quality Management System
For the following scope of activities:
DESIGN, DEVELOPMENT & SERVICE PROVIDER OF SEWAGE TREATMENT
PLANT (STP), WATER TREATMENT PLANT (WTP), COMMON EFFLUENT
TREATMENT PLANT (CETP), SEWERAGE SCHEMES, WATER SUPPLY
SCHEMES, OPERATION & MAINTENANCE

Date Of Registration: 07/11/2024 2nd Surveillance Due: 06/11/2026
1st Surveillance Due: 06/11/2025 Recertification Due: 06/11/2027

CERTIFICATE No:- 241107Q102
To Verify this certificate please visit at www.arcadecert.co.uk



Authorised Signatory

Address: 106 Cunneen Rd, Manchester M60 6ZA, UK E-mail: info@arcadecert.co.uk
This certificate remains the property of Arcade management certification and shall be returned immediately on request. Validity of this certificate is subject to annual surveillance audits to be done successfully or on before due date of audit (Incase if surveillance audit is not conducted, this certificate shall be suspended/withdrawn)

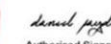
Certificate



Certificate of Registration
This is to certify that
ENVIRO INFRA ENGINEERS LIMITED
UNIT NO. 201, SECOND FLOOR, R.G. METRO ARCADE, SECTOR- 11,
ROHINI, DELHI- 110085 (INDIA)
has been assessed and Certified by Arcade Management Certification
as meeting the requirements of:
ISO 45001:2018
Occupational Health and Safety Management System
For the following scope of activities:
DESIGN, DEVELOPMENT & SERVICE PROVIDER OF SEWAGE TREATMENT
PLANT (STP), WATER TREATMENT PLANT (WTP), COMMON EFFLUENT
TREATMENT PLANT (CETP), SEWERAGE SCHEMES, WATER SUPPLY
SCHEMES, OPERATION & MAINTENANCE

Date Of Registration: 07/11/2024 2nd Surveillance Due: 06/11/2026
1st Surveillance Due: 06/11/2025 Recertification Due: 06/11/2027

CERTIFICATE No:- 241107H104
To Verify this certificate please visit at www.arcadecert.co.uk



Authorised Signatory

Address: 106 Cunneen Rd, Manchester M60 6ZA, UK E-mail: info@arcadecert.co.uk
This certificate remains the property of Arcade management certification and shall be returned immediately on request. Validity of this certificate is subject to annual surveillance audits to be done successfully or on before due date of audit (Incase if surveillance audit is not conducted, this certificate shall be suspended/withdrawn)

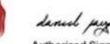
Certificate



Certificate of Registration
This is to certify that
ENVIRO INFRA ENGINEERS LIMITED
UNIT NO. 201, SECOND FLOOR, R.G. METRO ARCADE, SECTOR- 11,
ROHINI, DELHI- 110085 (INDIA)
has been assessed and Certified by Arcade Management Certification
as meeting the requirements of:
ISO 14001:2015
Environmental Management System
For the following scope of activities:
DESIGN, DEVELOPMENT & SERVICE PROVIDER OF SEWAGE TREATMENT
PLANT (STP), WATER TREATMENT PLANT (WTP), COMMON EFFLUENT
TREATMENT PLANT (CETP), SEWERAGE SCHEMES, WATER SUPPLY
SCHEMES, OPERATION & MAINTENANCE

Date Of Registration: 07/11/2024 2nd Surveillance Due: 06/11/2026
1st Surveillance Due: 06/11/2025 Recertification Due: 06/11/2027

CERTIFICATE No:- 241107E103
To Verify this certificate please visit at www.arcadecert.co.uk



Authorised Signatory

Address: 106 Cunneen Rd, Manchester M60 6ZA, UK E-mail: info@arcadecert.co.uk
This certificate remains the property of Arcade management certification and shall be returned immediately on request. Validity of this certificate is subject to annual surveillance audits to be done successfully or on before due date of audit (Incase if surveillance audit is not conducted, this certificate shall be suspended/withdrawn)



INDUSTRY OPPORTUNITY

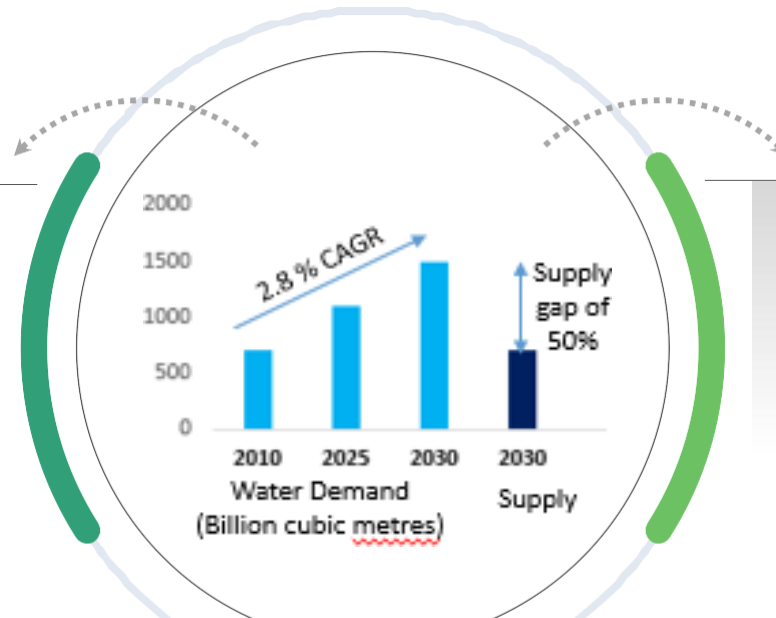
Need for Water Treatment



600 million people in India currently face acute water shortages and the future scenario gives no hope, as water demand is projected to exceed supply by 50 percent by 2030



A potential source of water – wastewater, is highly under utilised. 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



Water Demand & Supply Scenario by 2030



Moreover, the use of treated wastewater for non-potable industrial and agriculture purposes frees up freshwater for drinking water consumption



India generates approx. 62,000 MLD of domestic sewage in urban centers. There are 920 STPs operated primarily by municipal corporations, with a treatment capacity of close to 23,000 MLD, i.e., merely 37% of generation. Only 33% of India's urban wastewater is actually treated, and an even smaller portion is reused.

Note - 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

Source: The 2030 Water Resource Group Data, CPCB site

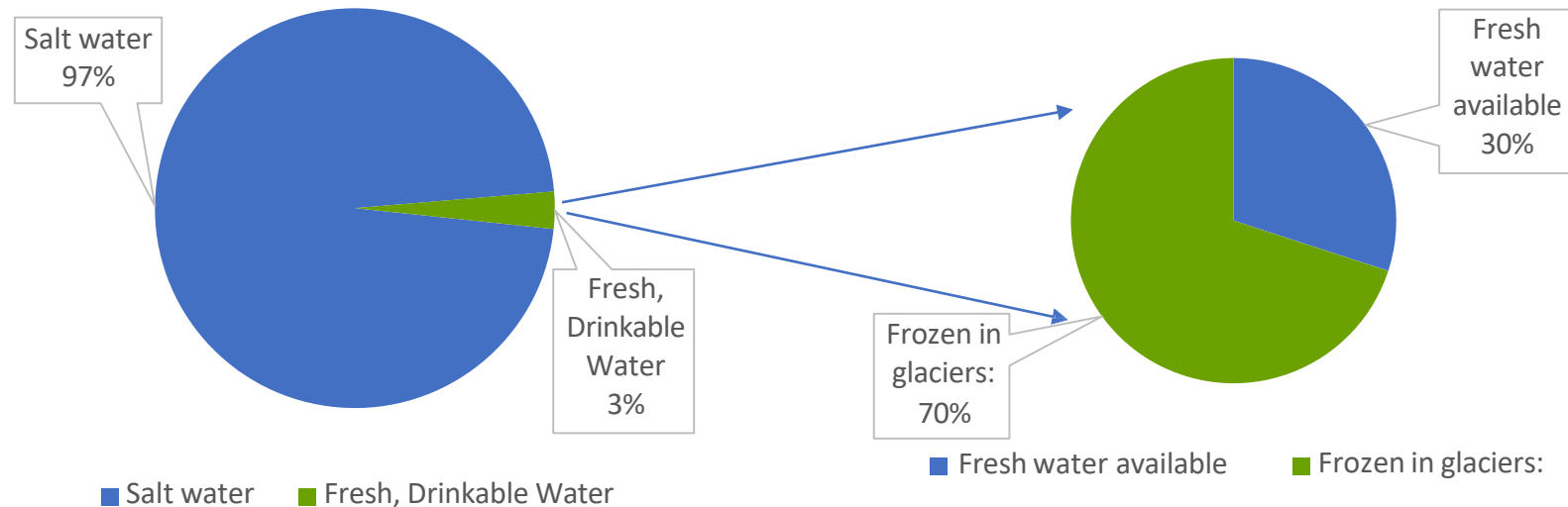
The Central Pollution Control Board (CPCB) estimates that sewage generation will increase to over 120,000 MLD by 2051. Moreover, approx. 13,500 MLD of industrial wastewater is generated by manufacturing clusters, 60% of which is treated at the country's 193 CETPs. The gaps in treatment capacity are amplified at local levels, as STPs are concentrated in larger cities and CETPs are unevenly distributed across states

Industry opportunities

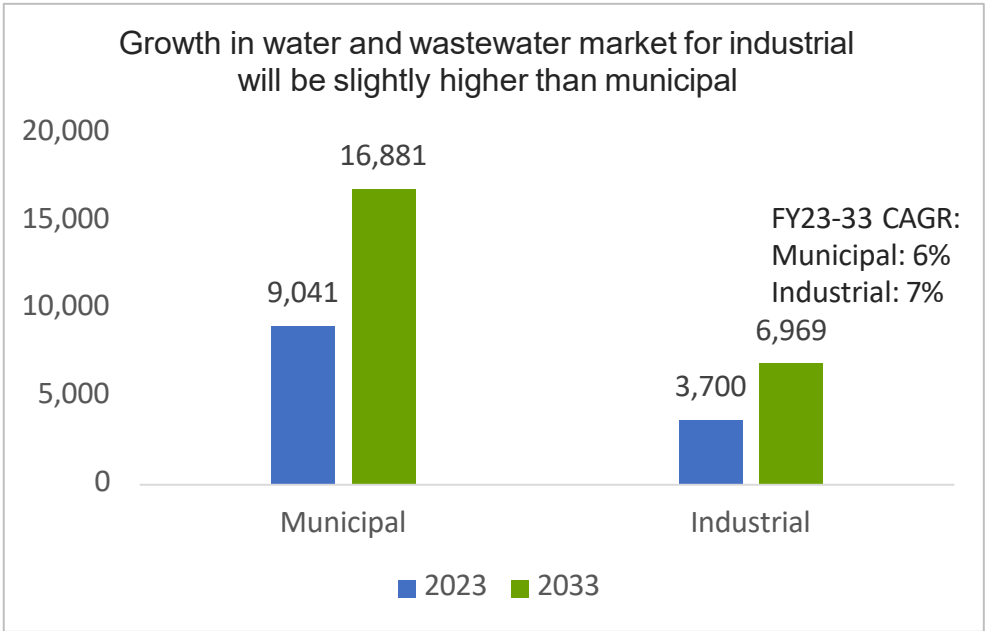
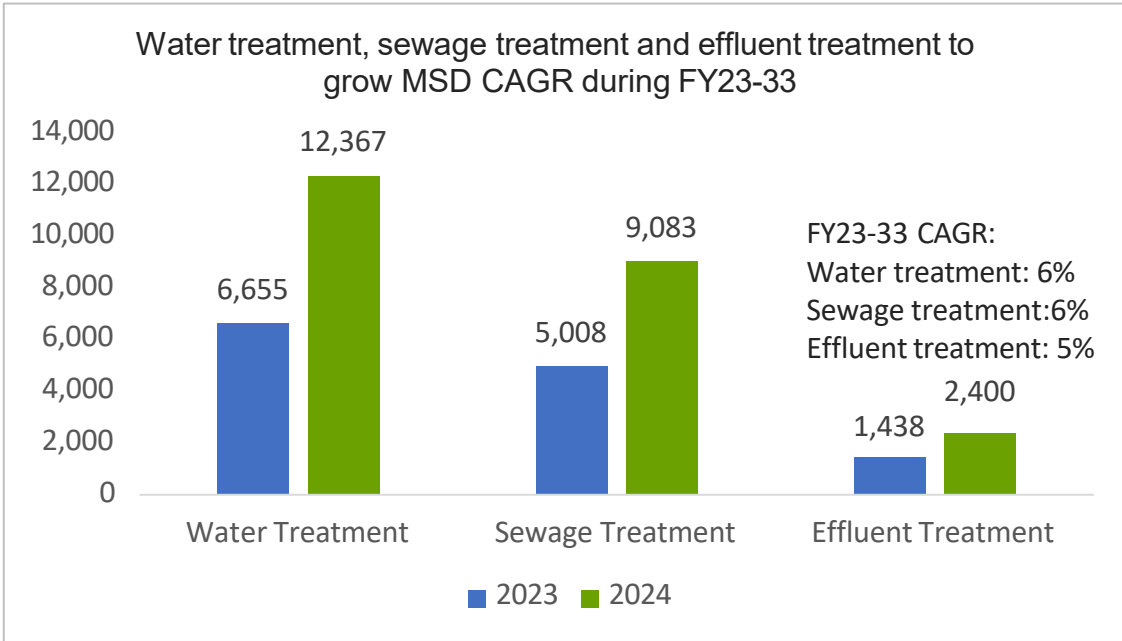
Amt in Cr

Scheme	FY20-21	FY21-22	FY22-23	FY23-24	FY24-25	FY25-26
Actual	Actual	Actual	Actual	Actual	Rev. Est.	Budgeted
JJM	11,500	50,100	60,000	69,684	22,694	67,000
NMCG	1,600	2,250	2,800	1,800	2,890	3,290
AMRUT	7,300	10,000	14,000	16,000	6,000	10,000

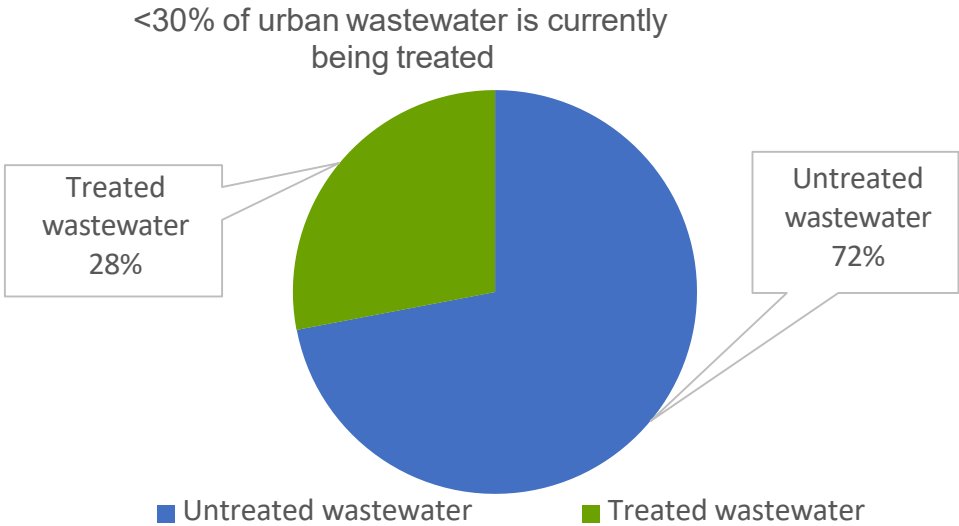
Fresh water available for use is < 1% of total water on Earth



Industry Opportunities



- According to the Central Pollution Control Board (CPCB), over 70% of urban wastewater in India remains untreated, with only around 30% undergoing proper processing.
- This untreated discharge pollutes rivers, lakes, and groundwater, posing serious risks to public health and water quality.
- Major challenges include limited space for treatment facilities, high operational costs, lack of affordable technologies, and low public acceptance of recycled water.
- Tackling these barriers is essential for achieving sustainable urban water management.



**WAY
AHEAD**

Growth Strategies



Expansion of Geographical Presence

Focused growth across PAN India to strengthen national footprint



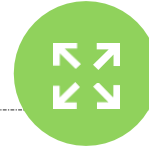
Plan to bid for more HAM (Hybrid Annuity Model) projects

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)



Increasing the size of projects and pre-qualification

- Strengthen our presence in WWTP and WSSP space.
- 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



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 Biogas (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.

Foray into Renewable Energy

Two key solar power projects aggregating to
69 MW (AC) capacity

Awarding of acquisition of Vento Power Infra Private Limited for
40 MW Solar Power Project in Odisha:

- Location: Bolangir District, Odisha
- Acquisition cost: **₹115.61 crores**
- Status: Currently generating 40 million units, with potential to enhance capacity to 74 million units at an assured tariff of ₹4.10 per unit from SECI

Acquisition of Soltrix Energy Solution Private Limited for
29 MW Solar Power Project in Maharashtra:

- Acquired through wholly owned subsidiary EIE Renewables Pvt. Ltd.
- Awarded by Govt. of Maharashtra via MSEDCL
- SFA benefit available at **₹3.20/unit**
- O&M contract for 25 years at **₹0.88/unit**

Corporate Social Initiatives

Animal Welfare



Education



Healthcare



Women Development



Eradication of Hunger



Social Support



Rural Development



Livelihood



Heritage Protection



Thank You



Piyush Jain

Company Secretary & Compliance Officer
investors.relation@eiepl.in

Website: <https://www.eiel.in/>

Investor Relations Advisors
Adfactors Investor Relations

Ms. Shruti Jain

shruti.jain@adfactorspr.com

Mr. Suraj Shinde

suraj.shinde@adfactorspr.com