

An aerial photograph of a wastewater treatment plant. The central focus is a large, dark rectangular tank with the company logo and name printed on it. The logo consists of a green leaf and a blue water drop above the letters 'EIE'. The text 'ENVIRO INFRA ENGINEERS LTD.' is written in large, bold, white capital letters, with the tagline 'EMPOWERING GREEN PLANET' in smaller white capital letters below it. The surrounding area includes various pipes, smaller tanks, and green spaces.

# ENVIRO INFRA ENGINEERS LIMITED

INVESTOR PRESENTATION

**Q3 | 9M FY 25**

# 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

Project Order Book : Rs. 1687 Crores as on 31<sup>st</sup> 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 31<sup>st</sup> December, 2024

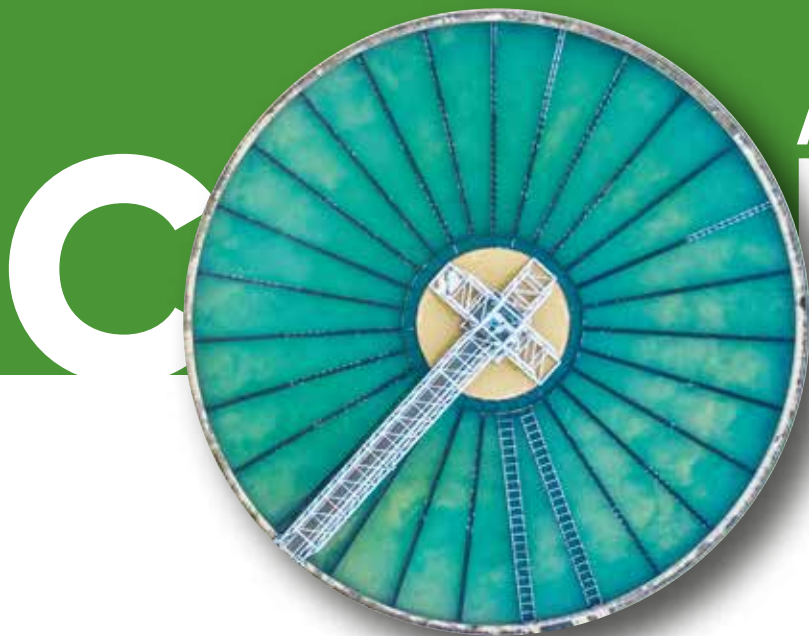
## Focussed Strategies

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

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### 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

1130

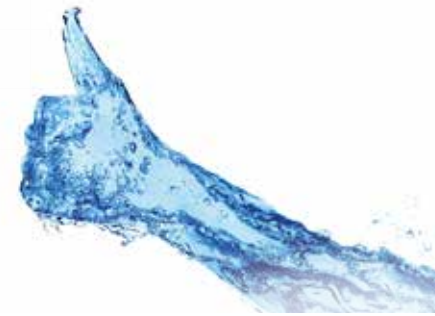
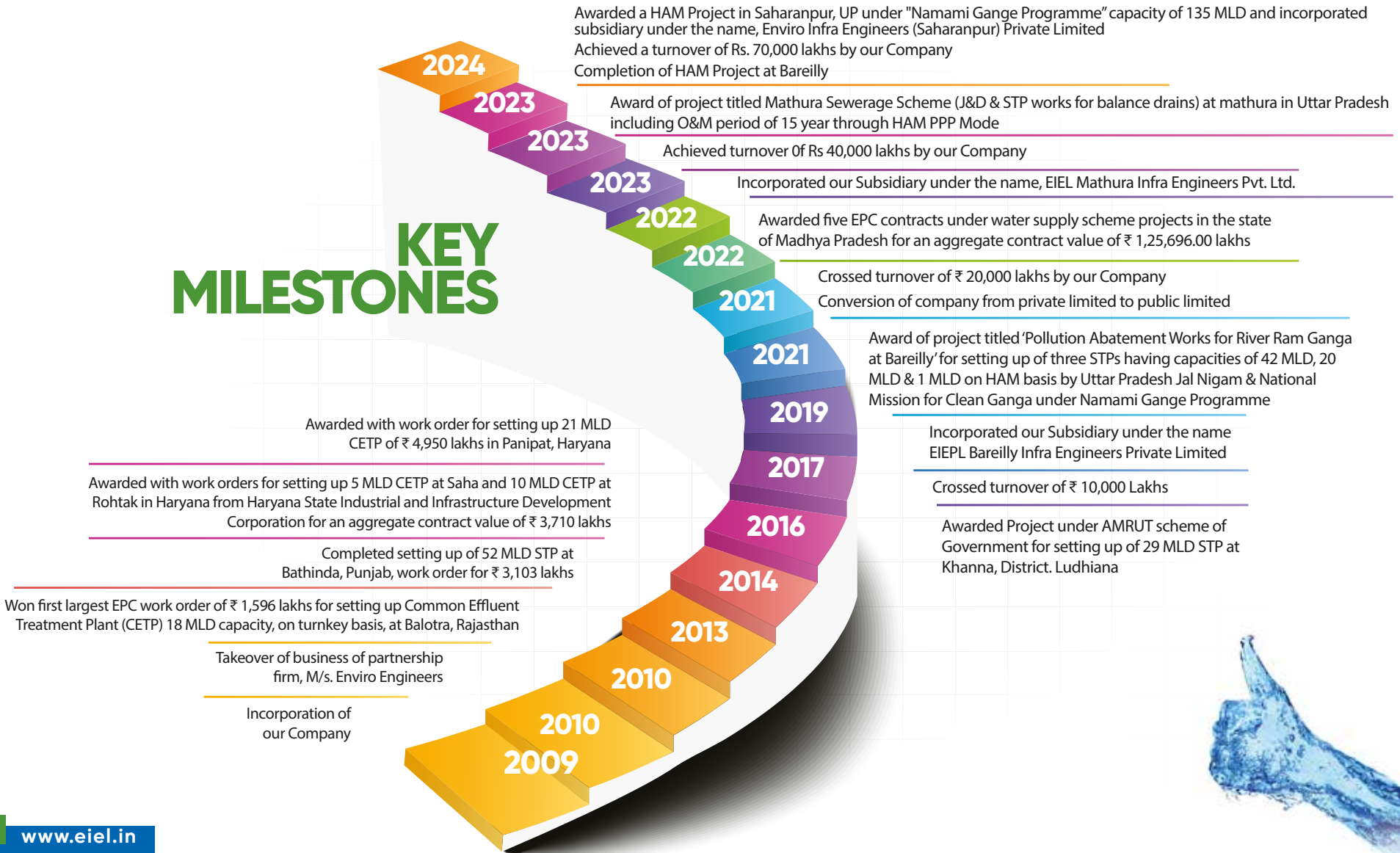
EMPLOYEES AND WORKERS

211

ENGINEERS



# KEY MILESTONES

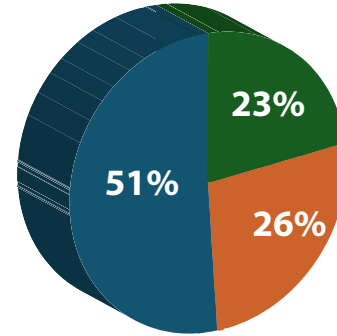




# PROJECT ORDER BOOK

Project type	Value (in cr)
WWTP - EPC	855
WWTP - HAM	439
WSSP	392
<b>Total</b>	<b>1687</b>

- WWTP - EPC
- WWTP - HAM
- WSSP



**PROJECT  
ORDER  
BOOK  
BIFURCATION**

O&M Order book as 31-Dec-24 is Rs 738 cr



## SEASONALITY/ CYCLICALITY OF BUSINESS

Quarter	Percentage of revenue during the financial year			
	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%
<b>Total</b>	<b>665.65</b>	<b>100.00%</b>	<b>100.00%</b>	<b>100.00%</b>

# 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 strength 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 but also 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

**COMMENTING ON THE OVERALL PERFORMANCE OF THE COMPANY,  
MR. SANJAY JAIN, CHAIRMAN, ENVIRO INFRA ENGINEERS LTD, SAID,**

**“I am happy to share that our company has delivered a strong quarter, with a 65% YoY revenue growth in Q3 FY25 and a 111% rise in PAT, reflecting our operational efficiency and execution capabilities. Our order book of ₹1,687 crores and ₹738 crores in O&M contracts along with ₹2,164 crores of new projects that we have bid for, ensures sustained growth and long term stability.**

**We are also taking significant steps toward a more sustainable future. We are in the process of forming a new subsidiary under Enviro Infra Engineers Ltd. This new subsidiary will focus on solar energy, 24x7 renewable energy, power hydro, and green hydrogen. As part of this strategic initiative, the company has already identified opportunities in existing solar assets, Solar Independent Power Producer (IPP) projects, and Solar Engineering, Procurement, and Construction (EPC) projects.**

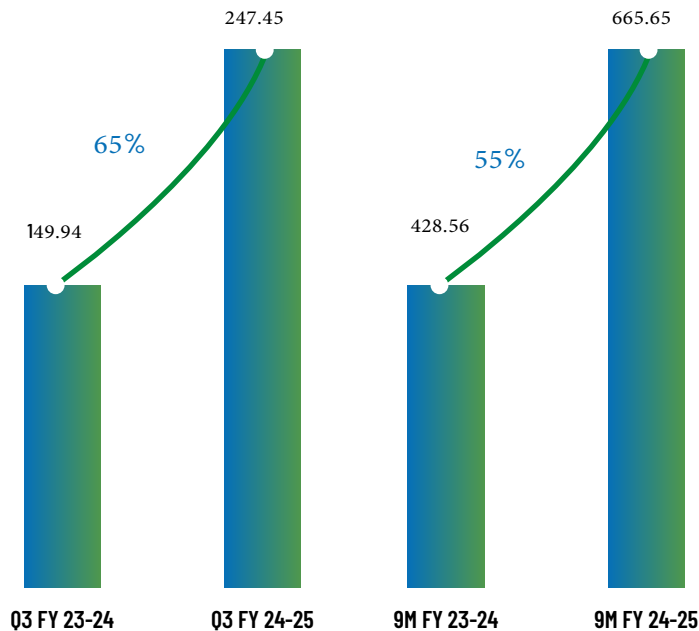
**As a trusted partner in India’s urban transformation, we take pride in delivering critical water and wastewater infrastructure under key government initiatives. Our focus on innovation and timely execution underscores our dedication to building a cleaner, more sustainable future”**

# FINANCIAL OVERVIEW



# FINANCIAL YOY COMPARISON

## TURNOVER:



(AMOUNT IN RS.CRORE)

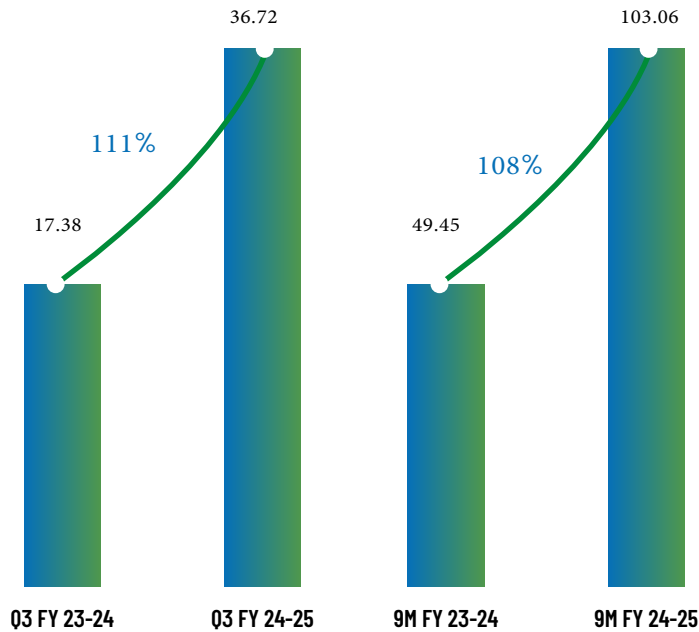
Q3 FY 24-25	Q3 FY 23-24	%
247.45	149.94	65%
9M FY 24-25	9M FY 23-24	%
665.65	428.56	55%





# FINANCIAL YOY COMPARISON

## PROFIT AFTER TAX



(AMOUNT IN RS. CRORE)

Q3 FY 24-25	Q3 FY 23-24	%
36.72	17.38	111%
9M FY	9M FY	%
103.06	49.45	108%



## 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

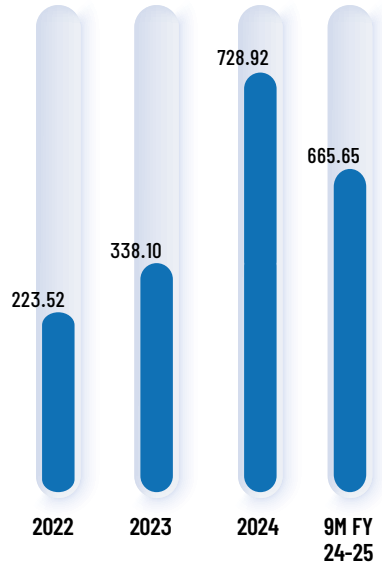
Amt in Rs Crore

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	-	-
<b>TOTAL</b>	<b>665.65</b>	<b>728.92</b>	<b>338.10</b>	<b>223.53</b>

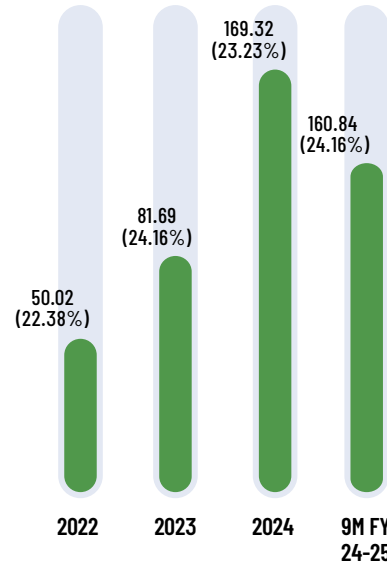
# KEY PERFORMANCE INDICATOR

Amt in Rs Crore

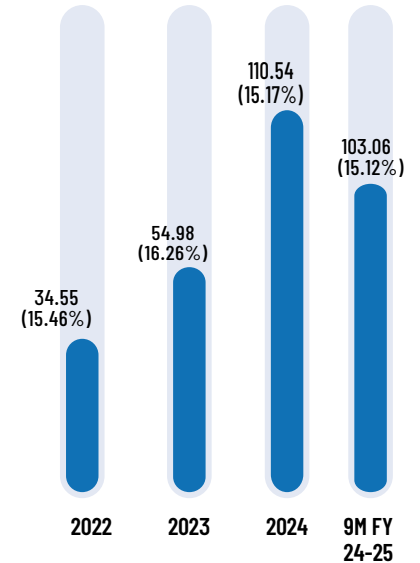
### REVENUE FROM OPERATIONS



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



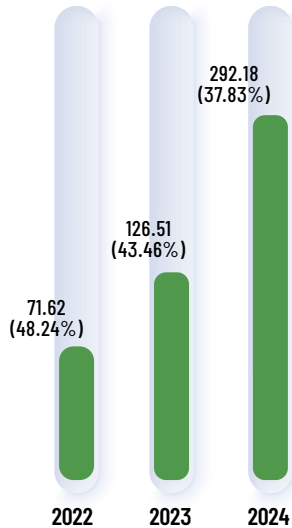
### PAT - PAT MARGIN (%)



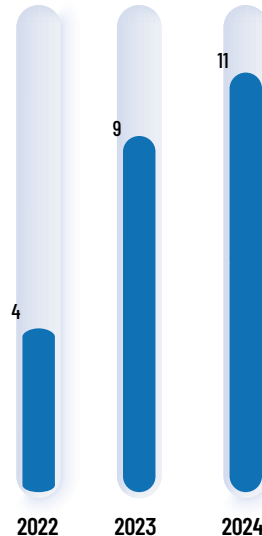
# KEY PERFORMANCE INDICATOR

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	177.35	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	48.32	24.24	141.18	68.67
Exceptional Items	-	-	-	-
Profit before Tax	48.32	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	49.45
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



# ENVIRO INFRA ENGINEERS LIMITED

EMPOWERING GREEN PLANET

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Rohini, New Delhi - 110085

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