

Antony Waste Handling Cell Limited

Investor Presentation – August 2021

Safe Harbor



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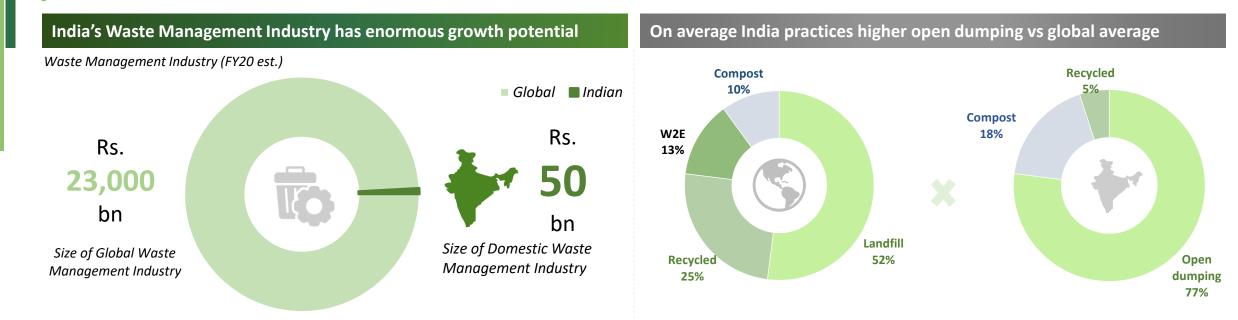
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Leading Player in the Indian MSW Management Industry

		5	,	
Market Leadership	Operation	al Excellence	Strong Financia	I Performance
2 nd	Larg	est	27%	Rs. 481 crs.
Largest Player Domestically	Single location w plant in		 Revenue CAGR (FY19-21)	Revenue (FY21)
Over Two	Processi of waste genera		21%	Rs. 130 crs
Decades Of Operations	9.69 mmt ⁽¹⁾		 EBITDA CAGR (FY19-21)	EBITDA (FY21)
	cumulative waste p	processed till FY21	44%	Rs. 64 crs
△ 25+	1,150	9	 PAT CAGR (FY19-21)	РАТ (FY21)
Completed & On-going projects	Owned vehicle fleet ⁽²⁾	States (Projects executed till date)	69%	Rs. 129 crs
Cumulative waste processed till 31 st March 2021 As on 30 th June 2021	14 Municipal Corps & conglomerate worked with since inception	8,366 Full-time employees ⁽²⁾	 Cash flow from operations CAGR (FY19-21)	Cash flow from operations (FY21)

Industry Dynamics



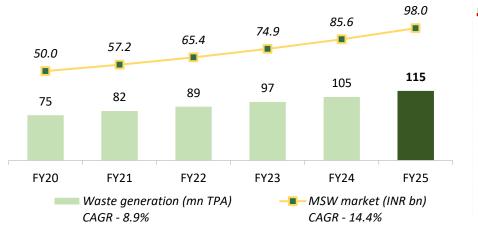


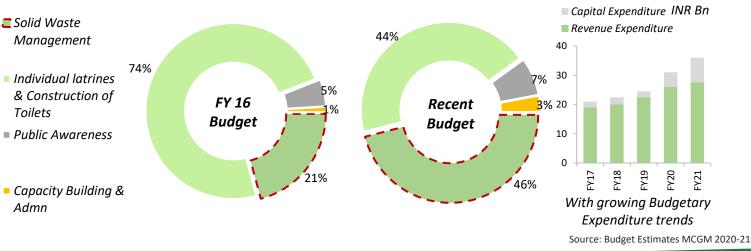
Toilets

Admn

MSWM is expected to double in India in the next 5 years

Strong government growth impetus towards the Solid Waste Management Sector



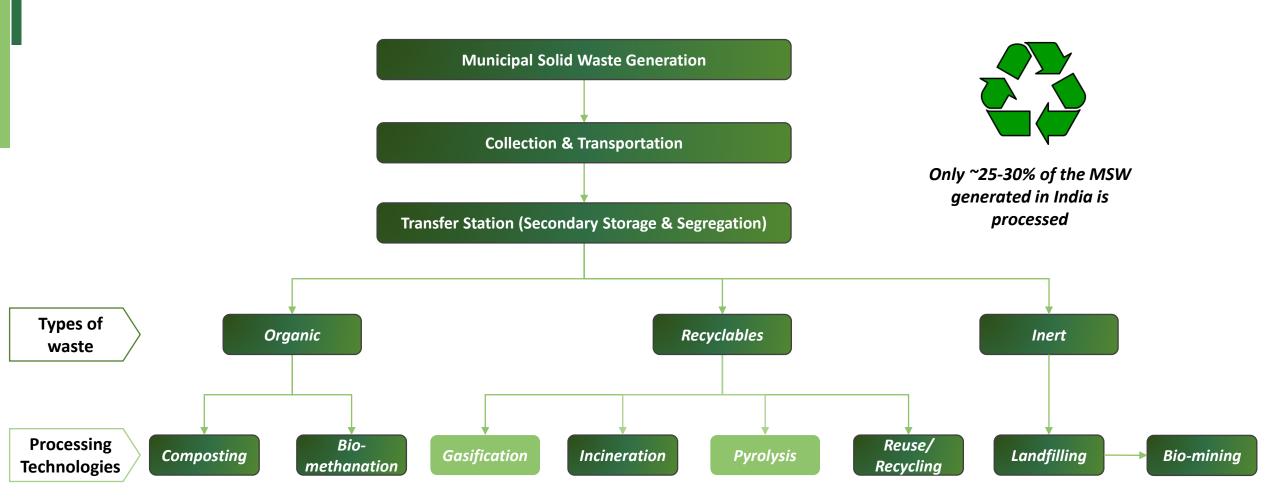


Source - Frost - Industry Reports

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness.

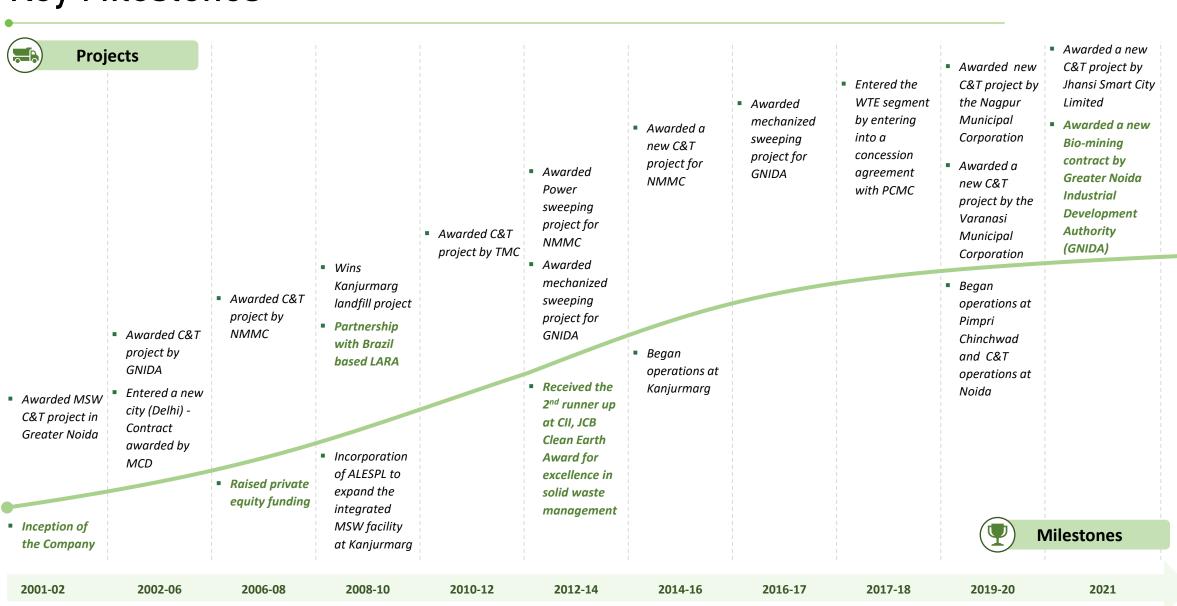
Presence Across Value Chain





- Antony's presence in the activity

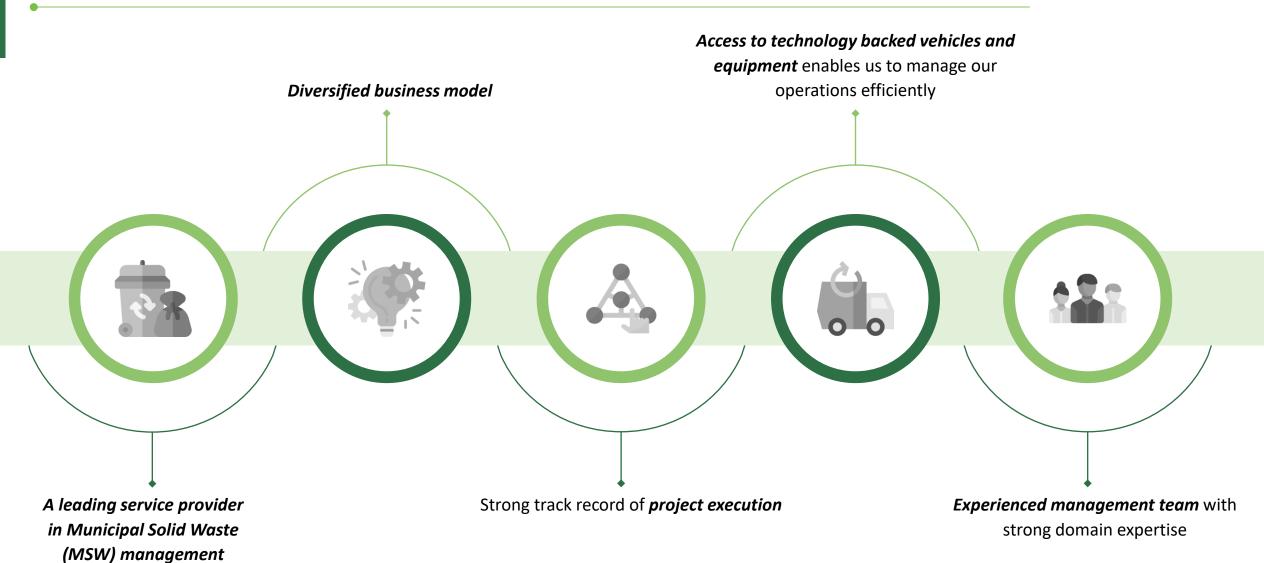
Key Milestones



Our Core Competencies

sector with end-to-end capabilities

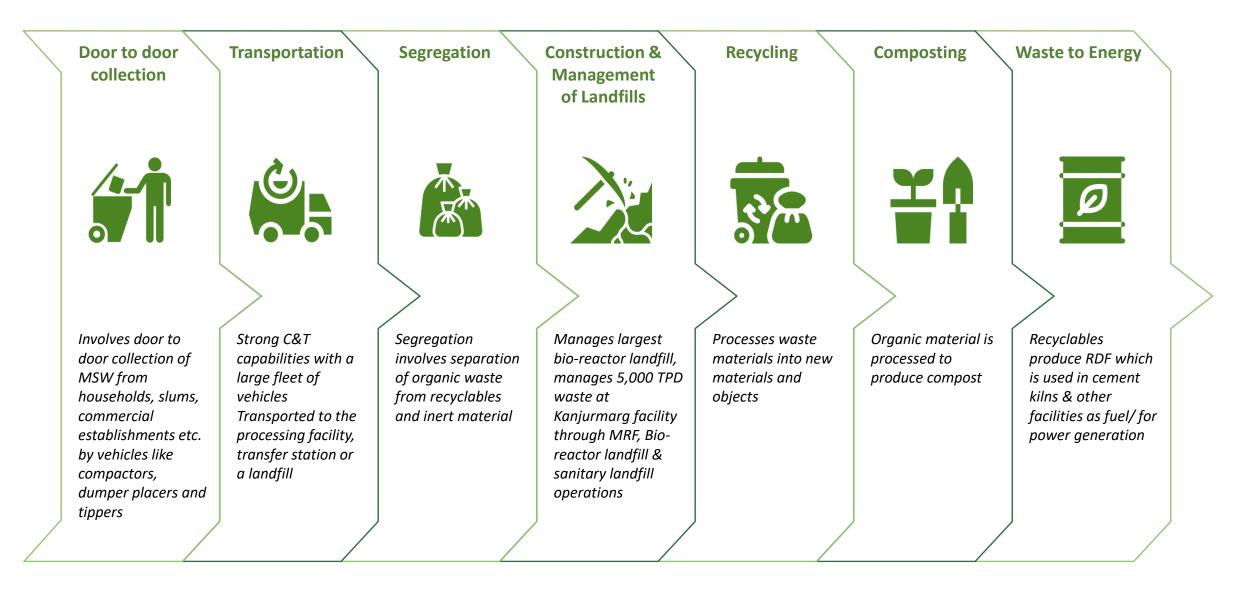




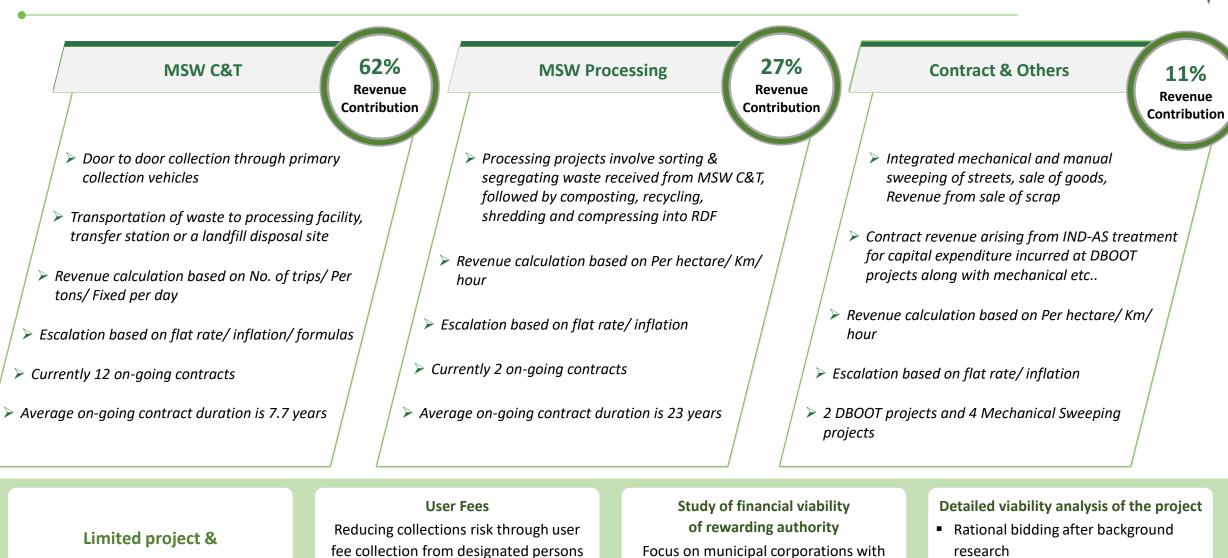
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End-to-end waste management capabilities...





...with diversified revenue streams...



strong financials/ credit ratings

in NOIDA project

 Focus on contracts with pass-through escalations for major costs

counter-party credit risk

...and a De-Risked business model.



11%

27%

62%

FY21

13%

29%

58%

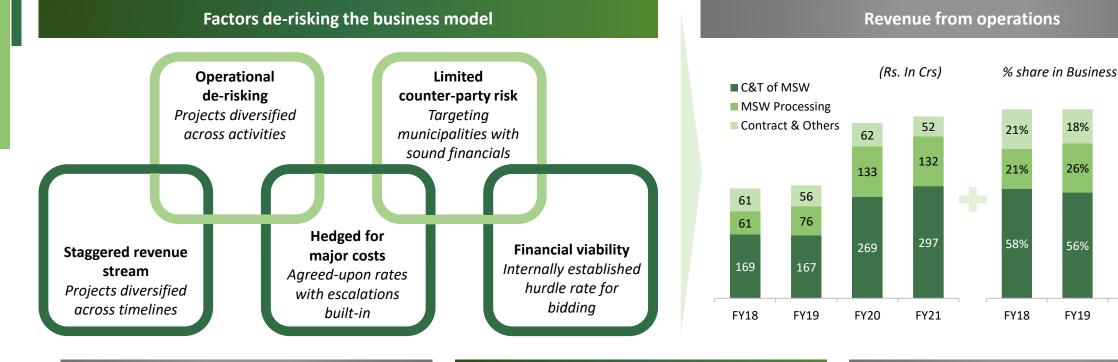
FY20

18%

26%

56%

FY19

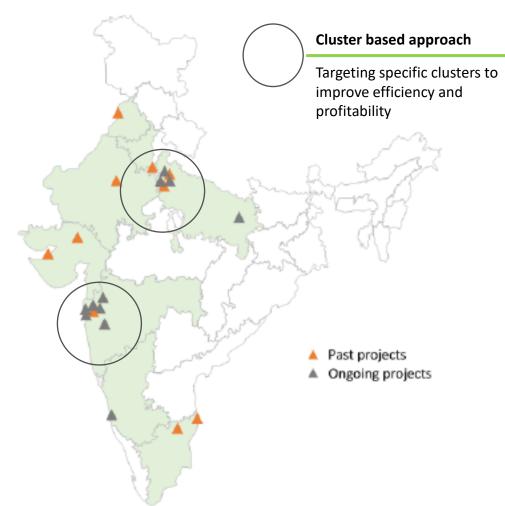


Revenue from Operations (Rs. In Crs) Average ongoing contract durations in years Number of Projects 23.0 481 16 15 14 7.7 7.0 109 95 2021 FY15 FY21 2010 2015 MSW C&T FY10 Waste Processing Sweeping

Experience in Project Execution Across the country



Pan India Footprint of Projects



	Type of Services			
Ongoing Projects	MSW C&T	Mechanized Sweeping	MSW Processing	
Thane Project	\checkmark			
Navi Mumbai Project	✓			
Mangalore Project ¹	✓	\checkmark		
Greater Noida Project-Zone 1 and Zone 2 ¹	✓	\checkmark		
Jaypee Project	✓			
North Delhi Project	✓			
Dahisar Project	✓			
Pimpri Chinchwad Municipal Corporation – South Zone Project	~			
Nagpur Municipal Corporation Project	\checkmark			
New Okhla Industrial Development Authority ("Noida") Project	~			
Greater Noida Sweeping Project 1 and 3		\checkmark		
Kanjur Project			\checkmark	
Pimpri-Chinchwad Municipal Corporation Project ²			\checkmark	
Varanasi Municipal Corporation ³	\checkmark	\checkmark		
Jhansi Smart City Project ⁴	\checkmark			
Greater Noida Industrial Development Authority (GNIDA) – Biomining project ⁴			√	

Total number of projects undertaken

Ongoing projects

States (Projects executed till date)

Note: Maps not to scale. All data, information, and maps are provided "as is" without warranty or any representation of accuracy, timeliness or completeness

1) The Mangalore Project and The Greater Noida Project-Zone 1 and Zone 2 has combined contracts for MSW C&T and mechanized sweeping.

2) The Pimpri Chinchwad Municipal Corporation Project is a waste to energy project.

3) The Varanasi Project has combined contracts for MSW C&T and mechanized sweeping.

4) Contracts under mobilisation stage

One of the largest single location plant^{*} in Asia

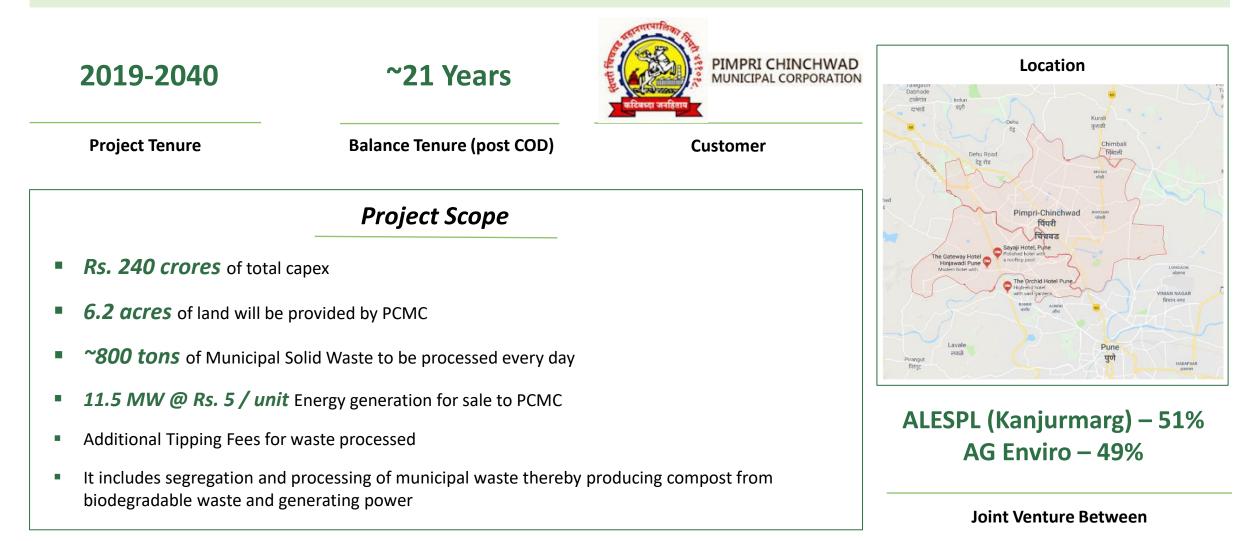


2010-2036	~15 Years	1.71 mmt	Project scopeDesign, Construction,
Project Tenure	Balance Tenure	Waste processed in FY21	operation and maintenance of
~5,300 Tonnes	Rs. 3/unit	~60%	integrated waste management facilities of DBOOT basis
Of waste per day handled currently	Plans to sell surplus electricity to BMC in future	Of waste generated in Mumbai is handled at Kanjurmarg site	Capacity
बृहन्मुंबई महानगरपालिका Municipal Corporation of Greater Mumbai	• Kanjurmarg site currently hand	lling ~5,300 TPD of MSW; Capable of	 Bio-reactor Landfill with a capacity of 6,500 TPD
Customer	handling ~7,500 TPD		 Sanitary Landfill of 250 TPD
——Tonnage ——Revenue		refuse-derived fuel ("RDF") with a	 Material Recovery & Compositing Eacility
	 calorific value of over 3,000 Doubling of production capacit 	KCAI/KG [*] ty reflected in compost sale rising by	Composting Facility (capacity of 1,000 TPD)
	101% to 11,169 mt in FY21		 Gas to Energy plant – 0.97 MW

Waste to Energy - Pimpri Chinchwad Municipal Corporation







Access to Technology Backed Vehicles & Equipment





Promoters & Board of Directors

Promoters



Jose Jacob Kallarakal

- Age: 48 years
- 20 years experience in waste management
- Majorly responsible for the business development initiatives
- Chairman & **Managing Director**
- Authentic Leader Development Course from Harvard Business School, Boston and B.E. in Mechanical Eng. from Bharati Vidyapeeth's College of Eng., Univ. of Mumbai



Executive Director

Shiju Jacob Kallarakal

- Age: 44 years
- 20 years of experience in waste management
- Overlooks the business development with the legal functions of the company
- B.E. in Chemical from Bharati Vidyapeeth's College of Eng., Univ. of Mumbai



WTD of Antony Lara Enviro Solutions P Ltd

Shiju Antony Kallarakkal

- Age: 47 years
- Over 19 years of experience in automobile sector and more than 6 years in waste management sector
- Prior to joining Antony Lara Enviro Solutions P Ltd was associated with Antony Motors P Ltd and Antony Garages P Ltd

Non-Executive Directors



Karthikeyan **Muthuswamy**

Experience in equity research and investments

Nominee Director Age: 47 years

 Holds Bachelor's degree in Business Administration from University of Madras



Independent

Director

Age: 67 years

Currently Senior Advisor & Director in charge of AIILSG's Centre for

Sustainable Governance





Independent Director Age: 63 years

Infrastructure Advisors LLP Holds MBA from the Symbiosis Institute of **Business Management** from the University of

Pune

financial & infrastructure

currently Partner of Udvik

sector and in public-

private partnerships &



Independent

Director

Age: 46 years

Priva Balasubramanian

- >10 years experience in securities market
- Previously associated with Lehman Brothers, Barclays Securities (India) and **Barclays Capital Services**
- Holds a PGDM from IIM, Ahmedabad



We are a ESG centric Business



Environmental



Kanjurmarg is a 7500 MT/ day Integrated SWM, which has leachate collection pond and treatment plant to minimize environmental emissions



Greenhouse gases generated from BLF station & leachate treatment plan are captured and flared to reduce emissions



Vehicles for C&T comply with BS - IV norms & maintain PUC



Kanjurmarg facility site has placed ingress and egress of tidal water from the creek through culverts to support the neighbouring ecosystem



Leachate is treated to reduce Biochemical Oxygen Demand (BOD) levels within permissible limits

Social

TAL TAL



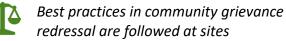
Employee training on topics ranging from construction hazards, waste handling, machines safeguard, fire safety to material handling in case of emergency & heavy vehicle safety

We have implemented Anti-sexual harassment policy for all employees



We have "Responsible & Ethical Suppliers Code of Conduct" and requires our suppliers, vendors & subcontractors to comply with code

We have CSR Policy as per Schedule VII of the Company Act 2013 and mainly focused on Health, Education, and Environment



Governance



Board of 6 members, headed by Chairman & MD, has 3 Independent Directors including one independent Woman Director.



Committees including Audit, Nomination Remuneration, and Stakeholders Relationship Committee, are chaired by an Independent Director



Vigil Mechanism/ Whistle-blower Policy to facilitate reporting of genuine concerns or grievances



Code of Conduct applies to all Directors and Senior Members of the core management team who are one level below the Board

Our Strategy



Capitalize on growth opportunities in MSW management sector by continued focus on bidding for MSW projects

Continue with rational selection of projects and strategically expand our geographical footprint

Moving up MSW value chain by diversifying into emerging waste management areas

Focus on enhancing operational efficiency



- Traditionally we have followed cluster-based approach to bid for projects –
 - 5 ongoing projects in MMR
 - 6 ongoing projects around NCR
- Continue to focus on bidding projects in new states in clusters to increase profitability and efficiency
- Tap huge opportunity in the sector available due to growth & increasing trend towards privatization of MSW management industry

Rational selection of projects for expansion

- Experience, credentials & financial strength makes us eligible to bid for most projects in MSW sector
- Continue focus on calibrated growth with selection of projects which are viable
- Pursue a broad range of projects in urban or semi-urban areas with limited counter-party risks and healthy operating margins



- WTE Focus on waste to energy with assured raw material and signed power offtake agreements
- Focus on selling recyclables and RDF as an added source of revenue
- Focus on Bio mining which can be used to reclaim dump sites in Tier 1 & Tier 2 cities which has huge potential w.r.t number of dump sites over last 15 years



Emerging areas of growth



Biomethanation – Anaerobic fermentation of bio-degradable waste in an enclosed space - generates methane rich bio-gas fuel and sludge, used for making compost

Like composting, biomethanation is also a technically suitable option for Indian municipal waste due to high organic and moisture content

Plants can be of small scale (5 TPD, for population size of 5,000 to 25,000)



Refuse Derived Fuel - *refers to residual dry combustible fraction of municipal solid waste such as leather, paper, textile, rubber, non-recyclable plastic etc.*

used as a substitute for coal in energy intensive processes such as cement kilns, power production and steel manufacturing



Bio-mining - loosened layers of old waste are sprayed with composting bio cultures and then formed into conventional aerobic windrows on the site, the waste is then sterilized, stabilized, and readied for segregation using machinery as organic and inorganic substances to be later sent for recycling, re-using or composting

World's largest Biomining project on 24 hectares of land was started in 2018 at Mulund dumping ground

Other cities like Indore, Delhi, Mangalore, Coimbatore, Pune, Kolhapur and Kolkata have started Bio mining projects recently

Population ('000)	Waste Qty (TPD)	Treatment option	Approx. Capex (Rs. lakhs/TPD)	Products
	Bio-methanation & conventional composting		20	Bio-gas & manure
15 – 50	3 – 10	Vermi composting	8	Compost
		Conventional composting	10	Compost
50 - 100	10 - 20	Bio-Methanation & conventional composting/ vermi composting	10	Bio-gas & Compost
100 - 1,000	20 – 350	Integrated waste processing – Bio-methanation / Compost/ RDF	4	Bio-gas, Compost & RDF
1,000 - 20,000	350 - 8,000	Integrated waste processing – Bio-methanation / compost/ RDF/ WTE	15 – 20	Bio-gas, Compost, RDF & Electricity



ANTONY WASTE HANDLING CELL LIMITED

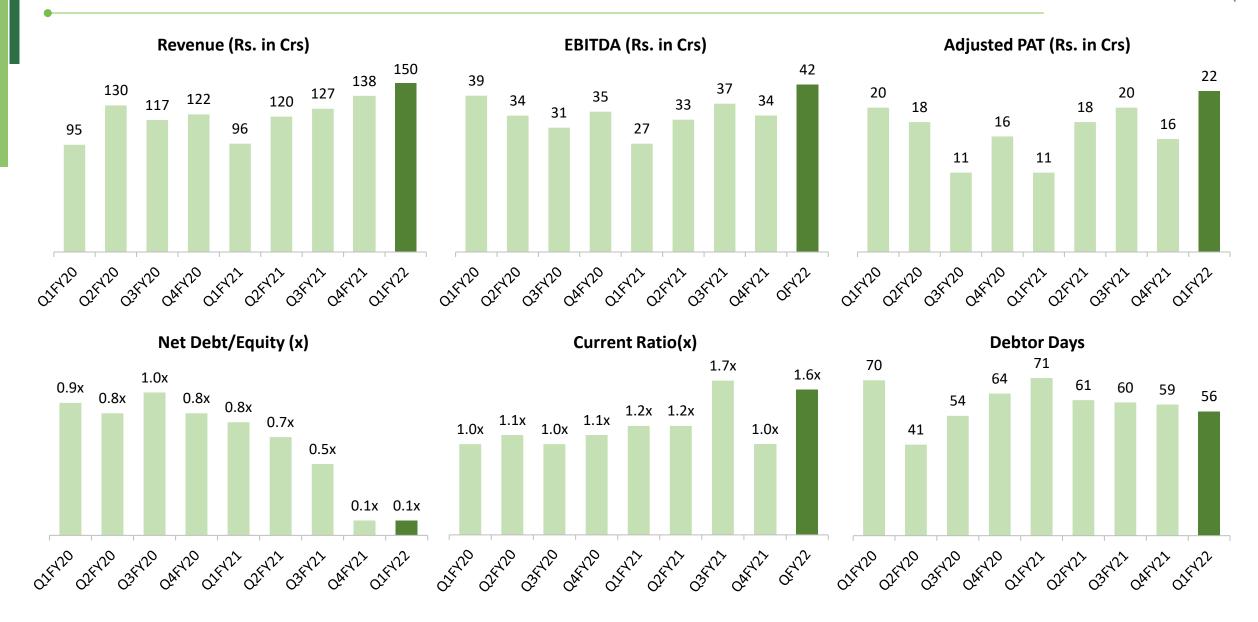


Financial Highlights

Consolidated Profit & Loss Statement

Particulars (Rs. in Crs)	Q1FY22	Q4FY21	Q-o-Q	Q1FY21	Y-o-Y
Revenue from MSW C&T	94.7	82.5		61.3	
Revenue from MSW Processing	36.0	37.4		24.8	
Total Operating Revenue	130.7	119.9	9%	86.1	52%
Contract & Others	19.0	18.4		9.4	
Total Revenue	149.7	138.4	8%	95.5	57%
Raw Material	0.2	0.8		0.1	
Employee Cost	45.7	41.1		35.7	
Project Expenses	7.5	4.1		1.9	
Other Expenses	54.6	58.2		31.0	
EBITDA	41.7	34.2	22%	26.9	55%
EBITDA Margin	27.9%	24.7%		28.2%	
Depreciation	8.0	7.8		7.6	
EBIT	33.7	26.4	28%	19.3	75%
EBIT Margin	22.5%	19.1%		20.2%	
Finance Cost	5.4	7.4		7.1	
Profit before Tax	28.3	19.0	49%	12.2	132%
Profit before Tax Margin	18.9%	13.7%		12.8%	
Тах	6.0	3.4		0.9	
РАТ	22.3	15.6	44%	11.3	98%
PAT Margin %	14.9%	11.3%		11.8%	

Delivering Results despite COVID – 19





Credit Rating



Detailed Rationale

- Ratings of Antony Lara Enviro Solutions Private Limited (ALESPL), material subsidiary of the Company continue to reflect:
 - Extensive industry experience of the promoters: The promoters have an experience of more than two decades in waste management industry. This has given them an understanding of the dynamics of the market and enabled them to establish relationships with various municipal corporation.
 - Long term revenue visibility supported by agreement with Municipal Corporation of Greater Mumbai (MCGM): Entered into service concession agreement for 25 years with MCGM, with assured minimum guarantee quantity of 3000 tonnes per day, along with increasing tipping fee for each year
 - Efficient working capital cycle: Billing to MCGM is done on monthly basis and payment received within 20-30 days. Furthermore, to meet its business requirement, it doesn't not need to hold large inventory. This leads to low dependence on bank debt
 - Adequate debt service coverage ratio (DSCR) coupled with escrow mechanism and adequate liquidity: An escrow mechanism ensures priority of term loan repayment

ALESPL Rating	Current Rating	Previous Rating
Long term Bank facilities	CRISIL BBB+ / Stable	CARE BBB- / Stable
Short term Bank facilities	CRISIL A2	CARE A3

Consolidated Average Cost of Borrowings

12.40% As on 31st March

2020

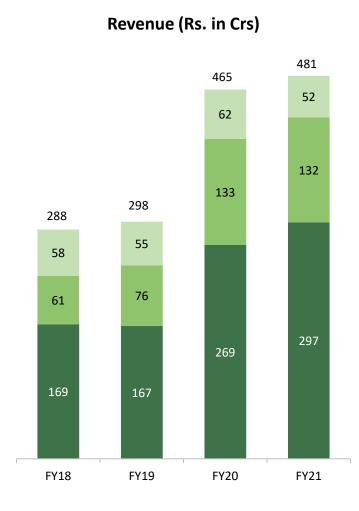
10.63% As on 30th June

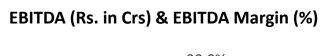
2021

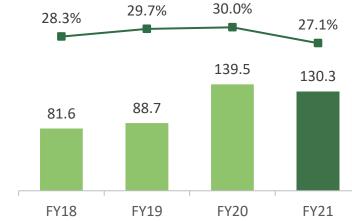
Improved Credit Rating resulted in reduction in average cost of borrowing

Consolidated Financial Highlights

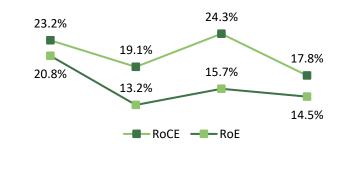








ROCE & ROE (%)

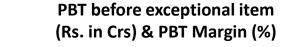


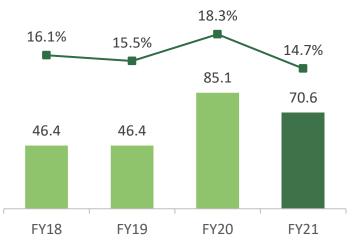
FY20

FY21

FY19

FY18





Debt / Equity (x)



Contract & Others

MSW Processing

Collection and transportation of municipal solid waste

Consolidated Profit & Loss Statement



Particulars (Rs. in Crs)	FY21	FY20	FY19	FY18
Revenue from MSW C&T	297.3	269.0	166.5	169.3
Revenue from MSW Processing	131.9	133.2	76.5	60.7
Total operating Revenue	429.2	402.2	243.0	230.0
Contract & Others	51.5	62.4	55.5	58.0
Total Revenue	480.8	464.6	298.5	288.0
Raw Material	1.2	1.1	3.8	2.9
Employee Cost	154.1	114.9	66.3	64.0
Project Expenses	12.1	38.0	20.3	25.9
Other Expenses	183.1	171.1	119.4	113.7
EBITDA	130.3	139.5	88.7	81.6
EBITDA Margin	27.1%	30.0%	29.7%	28.3%
Depreciation	31.2	24.2	17.7	12.5
EBIT	99.0	115.3	71.0	69.0
EBIT Margin	20.6%	24.8%	23.8%	24.0%
Finance Cost	28.5	30.2	24.6	22.7
Profit before Tax Exceptional Items	70.6	85.1	46.4	46.4
Profit before Tax Margin	14.7%	18.3%	15.5%	16.1%
Exceptional items [(income) / expense]	0.0	18.2*	0.0	0.0
Profit before Tax	70.6	66.9	46.4	46.4
Profit before Tax Margin	14.7%	14.4%	15.5%	16.1%
Тах	6.5	19.8	15.3	7.7
PAT	64.1	47.1	31.1	38.7
PAT Margin %	13.3%	10.1%	10.4%	13.4%

* Exceptional item of Rs. 18.22 crores (Loss allowance for doubtful trade receivables – Rs. 20.6 Crs, IPO Related expenses – Rs. 6.4 Crs, Gain on settlement with municipality – Rs. 8.8 Crs)

Consolidated Balance Sheet Statement



Assets (Rs. in Crs)	31-Mar-21	31-Mar-20	31-Mar-19	31-Mar-18
Non - Current Assets	481.2	475.8	426.4	300.6
Property Plant & Equipment	123.9	137.9	57.6	40.0
CWIP	0.8	0.6	15.1	0.0
Right-of-Use Assets	2.2	2.2	0.0	0.0
Other Intangible Assets	127.2	118.7	105.0	0.0
Intangible assets under development	5.1	13.9	8.2	105.6
Financial Assets				
(i) Trade Receivables	43.3	40.7	61.5	13.6
(ii) Loans	3.1	2.9	2.2	1.9
(iii) Other Financial Assets	143.4	137.9	150.6	119.0
Deferred Tax Assets	17.8	8.6	9.2	7.9
Income Tax Assets	10.5	10.5	7.3	6.5
Other Non Current Assets	3.8	1.9	9.7	6.1
Current Assets	311.6	209.7	109.9	141.4
Inventories	0.1	0.1	0.1	0.1
Financial Assets				
(i) Trade Receivables	89.5	85.8	55.7	72.3
(ii) Cash	100.5	25.5	19.6	31.5
(iii) Bank	27.7	10.0	2.4	2.1
(iv) Loan	3.9	3.8	1.8	5.4
(v) Other financial assets	74.4	74.1	12.7	22.3
Other Current Assets	12.1	6.9	13.6	3.9
Asset classified as held for sale	3.3	3.5	4.0	3.8
Total Assets	792.8	685.5	536.3	442.0

Equity & Liabilities (Rs. in Crs)	31-Mar-21	31-Mar-20	31-Mar-19	31-Mar-18
Total Equity	442.6	299.9	235.3	185.6
Share Capital	14.1	12.8	7.2	1.3
Reserves & Surplus	333.7	211.3	172.0	138.5
Non Controlling Interest	94.8	75.8	56.2	45.9
Non-Current Liabilities	156.1	203.1	147.4	110.3
Financial Liabilities				
(i) Borrowings	84.5	145.1	105.5	80.6
(ii) Other Financial Liabilities	3.3	3.0	0.0	0.0
Provisions	56.1	41.8	30.3	21.3
Deferred Tax Liabilities	12.1	13.2	11.6	8.4
Current Liabilities	194.1	182.5	153.6	146.0
Financial Liabilities				
(i) Borrowings	30.3	30.4	30.7	30.7
(ii) Trade Payables	60.9	54.1	36.2	31.7
Other Financial Liabilities	74.9	74.6	70.0	68.5
Other Current Liabilities	10.2	8.1	4.9	3.9
Income Tax Liabilities	6.5	6.9	7.3	7.3
Provisions	11.3	8.3	4.6	4.0
Total Equity & Liabilities	792.8	685.5	536.3	442.0

Consolidated Cash Flow Statement

Particulars (Rs. in Crs)	FY21	FY20	FY19	FY18
Net Profit Before Tax	70.6	82.0	47.7	48.8
Adjustments for: Non -Cash Items / Other Investment or Financial Items	48.6	54.2	34.7	25.6
Operating profit before working capital changes	119.2	136.2	82.4	74.4
Changes in working capital	9.4	(19.5)	(37.6)	(29.8)
Cash generated from Operations	128.6	116.7	44.8	44.6
Direct taxes paid (net of refund)	(17.1)	(20.9)	(14.1)	(8.5)
Net Cash from Operating Activities	111.5	95.8	30.7	36.1
Net Cash from Investing Activities	(32.8)	(103.7)	(53.7)	14.1
Net Cash from Financing Activities	(3.7)	13.9	11.1	(29.5)
Net Decrease in Cash and Cash equivalents	75.1	6.0	11.9	20.7
Add: Cash & Cash equivalents at the beginning of the period	25.5	19.6	31.5	10.9
Cash & Cash equivalents at the end of the period	100.6	25.6	19.6	31.6



ANTONY WASTE HANDLING CELL LIMITED



Annexures



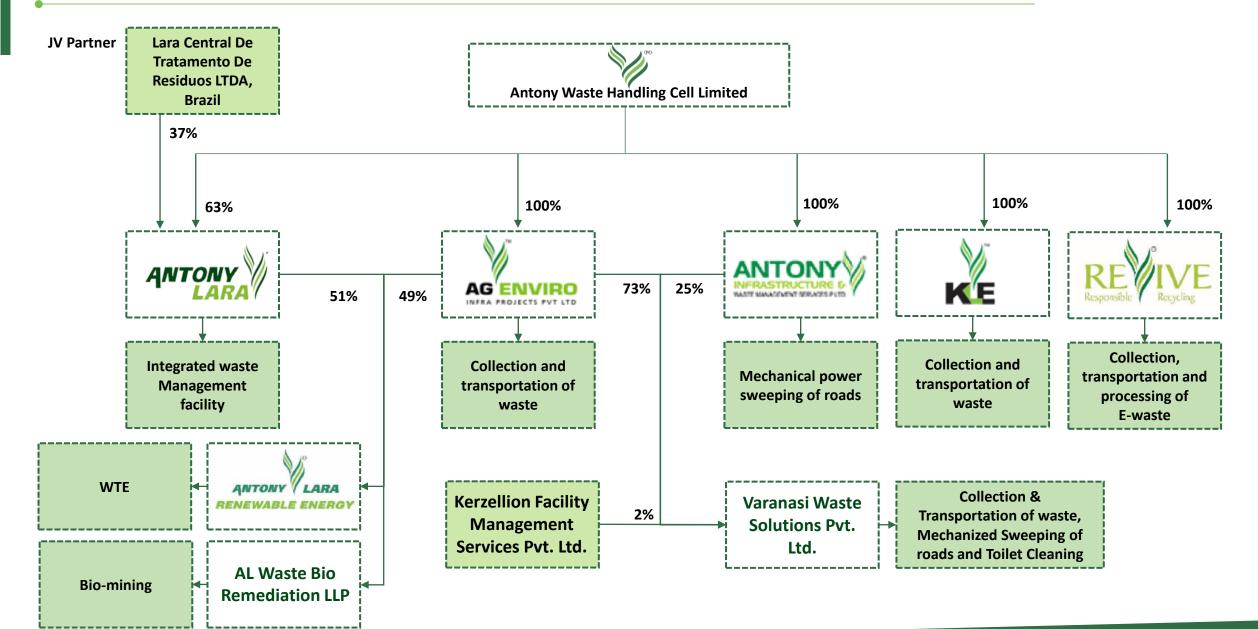
Quality Cum Cost Based Bidding Process



		Bidding	Process		
 Peruse the RFP Understand the scope size & scale of project Tender conditions & stipulation analysis Geography study Financial & Nonfinancial viability Tender Evaluation	 Project area analysis Feasibility study - Project report Key Execution & Admin. risks Route map study Previous contracts in the site area Local laws and taxes Pre-bid meeting Initial Assessment & Analysis 	 Actual bidding Technical criteria fulfillment Eligibility Quote the rate Meeting all the criteria Contract award WTE, Segregation and Bio - mining	Post-Bidding Process	 Provide project plans, structural/architectura l designs LoA or LoI by the client for contract award Post award, begin mobilizing manpower, vehicles & equipment resources & setting up of site offices, stores & other ancillary facilities 	 Compliance with various covenants for project closure For projects on operation and maintenance basis, entire vehicle fleet is required to be returned to the municipality (not required for DBOO & BOO contracts) For projects involving landfills, requirement of restoring the land to its original condition at company's own cos
Post bidding stage					
					Post completion stage

Group structure





Our Operations & Facilities





Abbreviations

- ALESPL: Antony Lara Enviro Solutions Private Limited
- AWHCL: Antony Waste Handling Cell Limited
- BN : Billion
- BLF: Bio-Reactor Landfill
- C&T: Collection and Transportation
- DBOOT : Design, Build, Own Operate and Transfer
- GNIDA: The Greater Noida Industrial Development Authority
- GPS : Geo Positioning System
- LARA: Lara Central De Tratamento De Rediduous LTDA
- LoA: Letter of Acceptance
- Lol: Letter of Intent
- KCAL : Kilocalorie
- MCD: Municipal Corporation of Delhi
- MRF: Material Recovery and Compost Facility
- MSW: Municipal solid waste
- MSWM: Municipal Solid Waste Management
- MMT: Million Metric Tonnes
- MW : Megawatt
- NMMC: The Navi Mumbai Municipal Corporation
- RDF : Refuse Derived Fuel

- SLF: Sanitary Landfill
- SWM: Solid Waste Management
- TMC: The Thane Municipal Corporation
- TPD: Ton / Day
- UMC: The Ulhasnagar Municipal Corporation
- W2E: Waste to Energy

Contact Information





THANK YOU

