

Antony Waste Handling Cell Limited



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ANTONY WASTE HANDLING CELL LIMITED



Industry Overview



Industry Dynamics*

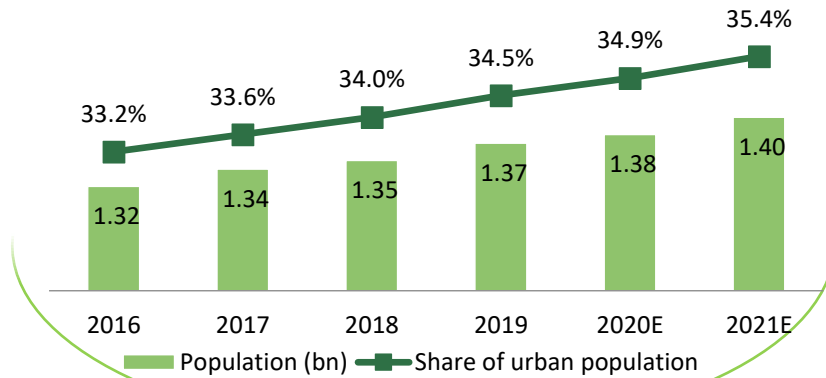


Estimated Waste Management Industry (FY20)

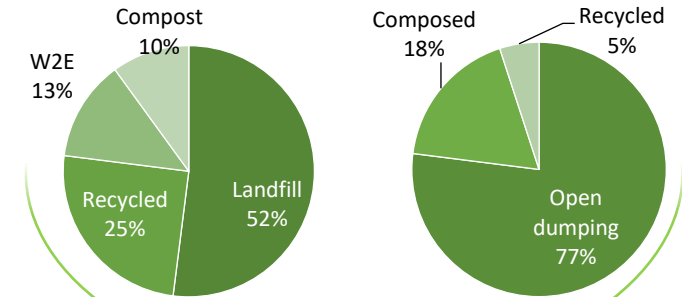
Global
Rs. 23,000 Billion

Indian
Rs. 50 Billion

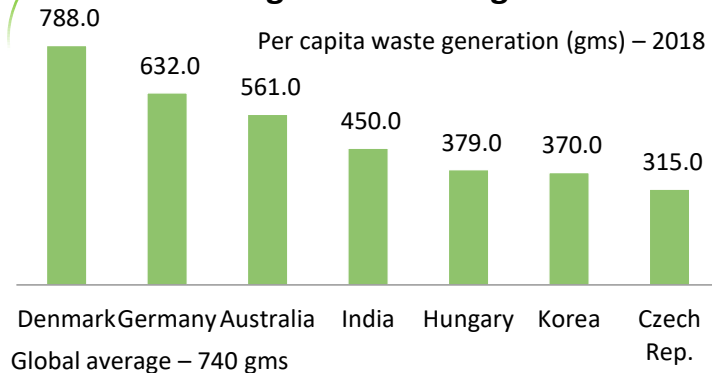
Increasing population with higher urbanization would drive higher per capita waste generation in India



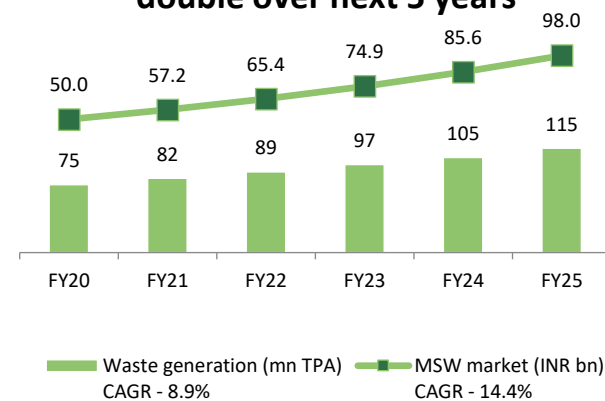
India practices a much higher level of open dumping v/s global average



India per capita waste generation lags world average

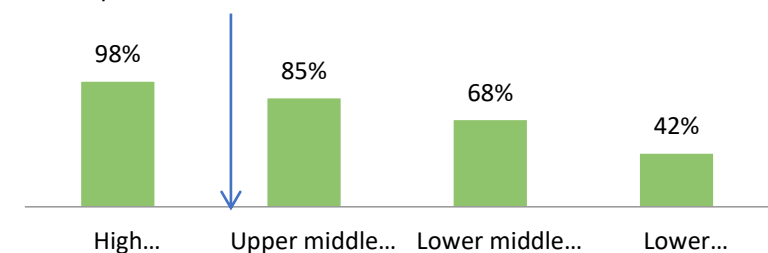


MSWM industry in India is expected to ~double over next 5 years



Waste collection efficiency by Countries' income levels

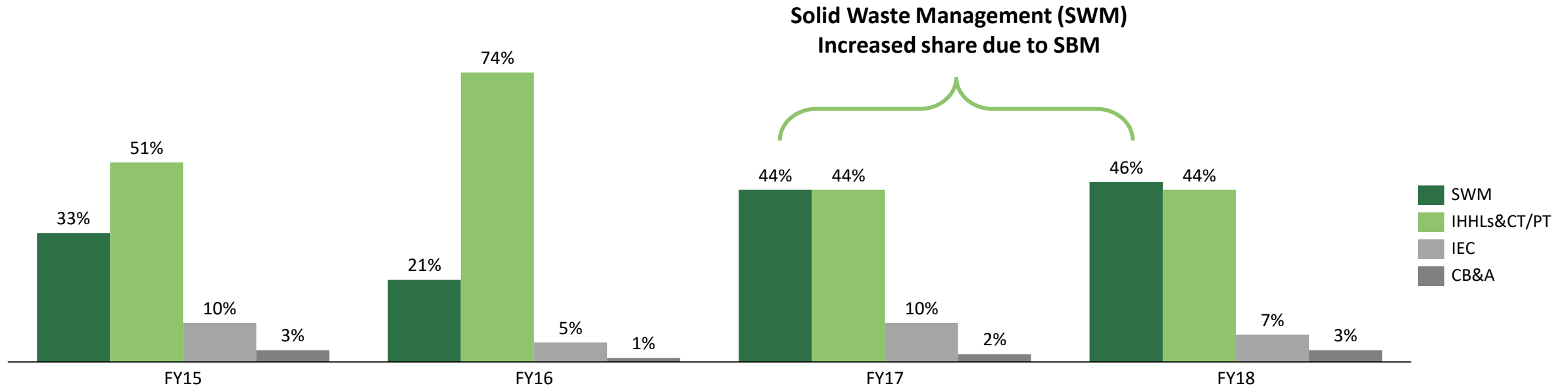
India's collection efficiency is expected to be around 85-90%



Swachh Bharat Mission - Strong growth driver



Component wise allocation and expenditure



Other areas of Government support

Door to Door collection

As of Mar- 20, 97% of all wards have achieved 100% door-to-door waste collection in India

City Compost Policy

Under the scheme CG provides Market Development Assistance to select producers

Tariff Policy, 2016

DISCOMs to procure 100% power from WTE plants at a rate decided by State Regulatory Authority

Viability Gap Funding

CG provides 35% for each SWM project

Blanket Environment Clearance Exemption for WTE plants

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
15 – 50	3 – 10	Bio-methanation & conventional composting	20	Bio-gas & manure
		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



Company Overview





Leading Player in Indian Municipal Solid Waste Management Industry

Established track record of more than 20 years in Solid Waste Management Industry

End-to-end MSW services i.e. solid waste collection, processing, transportation, and its disposal across the country.

Processed approximately 9.69 mmt of waste since FY10
Approx. 2.06 mmt of waste processed in FY21

Awarded 2nd runner up at CII, JCB Clean Earth for excellence in solid waste management

The largest single location waste processing plant across Asia

**SWACHH
SURVEKSHAN
2020**

Navi Mumbai & New Delhi ranked amongst Top 10 in their respective population categories

Strong track record of completing **25+ projects across the country, 16 projects ongoing and 2 contracts under mobilisation stage (Jhansi C&T and GNIDA Bio-mining)**

Diversified Geographical presence **across 9 States**

Well equipped with technological equipment's and **1,148 vehicles of which 1,092 are fitted with GPS tracking device**

Our Journey – Key Milestones & Projects



2001-06

- *Incorporation of the Co.*
- Awarded MSW C&T project in Noida
- *Entered a new city (Delhi) - Contract awarded by MCD*

2007-12

- Awarded C&T project by NMMC
- *Raised private equity funding*
- Wins Kanjurmarg landfill project
- Partnership with Brazil based LARA
- *Incorporation of ALESPL to expand the integrated MSW facility at Kanjurmarg, Mumbai*
- Awarded C&T project by TMC

2012-14

- Awarded Power sweeping project for NMMC & mechanized sweeping project for GNIDA
- *Received the 2nd runner up at CII, JCB Clean Earth Award for excellence in SWM*

2014-16

- Awarded a new C&T project for NMMC
- *Began operations at Kanjurmarg*

2016-17

- Awarded mechanized sweeping project for GNIDA

2017-18

- *Entered into the WTE segment by entering into a concession agreement with PCMC*

2019

- Awarded a new C&T project by the Nagpur Municipal Corporation
- *Began operations at Pimpri Chinchwad, Noida & Nagpur*

2020

- Awarded a new C&T project by the Varanasi Municipal Corporation
- *Began operations at Varanasi*

2021

- Awarded a new C&T project by Jhansi Smart City Limited
- Awarded a new Bio-mining contract by Greater Noida Industrial Development Authority (GNIDA)

We practice ESG in our Business



Environmental

- Kanjurmarg is a 7500 MT/ day Integrated SWM, which has leachate collection pond and treatment plant thus minimize environmental emissions
- Greenhouse gas and methane generated from BLF station and leachate treatment plan are captured and flared through flaring stations reducing the emission
- Site odour is handled & managed using eco-friendly sprays that are mixture of lime & water
- 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

- Employees training on topics from construction hazards, waste handling, machines safeguard, fire safety to material handling in case of emergency & heavy vehicle safety
- All sites follow government regulations of the minimum age of employment
- 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
- Best practices in community grievance redressal are followed at sites



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
- Code of Conduct is designed to deter wrongdoing & promotes honest & ethical conduct of various applicable laws, financial reporting, & accounting requirements and responsibilities to customers and suppliers

Our Core Competencies



Diversified business model

Access to technology backed vehicles and equipment
enables us to manage our operations efficiently



A leading service provider in Municipal Solid Waste (MSW) management sector with end-to-end capabilities

Strong track record of *project execution*

Experienced Promoters and management team with strong domain expertise

Leading Player in the Indian MSW Management Industry



9.69 mmt⁽¹⁾

Cumulative Waste processed till FY21

25+

Completed & On-going projects

Largest

single location waste processing plants across Asia;

Processing ~60%

of waste generated in Mumbai

1,123

Owned vehicle fleet⁽²⁾

7,826

Full-time employees⁽²⁾

9

States (Projects executed till date)

14

Municipal corps & conglomerate worked with since inception



2nd runner up at CII, JCB Clean Earth Award for excellence in solid waste management

(1) Cumulative waste processed till 31st March 2021

(2) As on 31st March 2021

Group structure



JV Partner

Lara Central De Tratamento De Residuos LTDA, Brazil

Antony Waste Handling Cell Limited

37%

63%

100%

100%

100%

100%

ANTONY LARA

AG ENVIRO
INFRA PROJECTS PVT LTD

ANTONY
INFRASTRUCTURE &
WASTE MANAGEMENT SERVICES P LTD

KE

REVIVE
Responsible Recycling

51%

49%

73%

25%

2%

Integrated waste Management facility

Collection and transportation of waste

Mechanical power sweeping of roads

Collection and transportation of waste

Collection, transportation and processing of E-waste

WTE

ANTONY LARA
RENEWABLE ENERGY

Kerzellion Facility Management Services Pvt. Ltd.

Varanasi Waste Solutions Pvt. Ltd.

Collection & transportation of waste and Mechanized Sweeping of roads

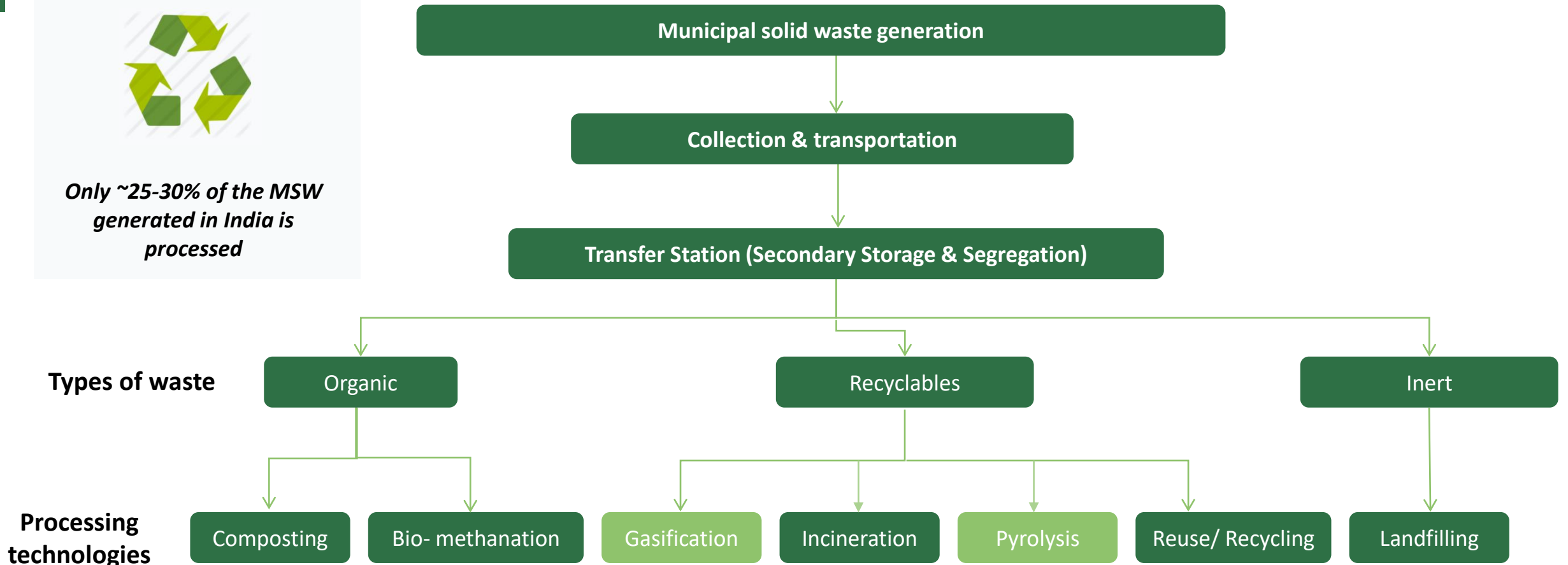
Bio-mining

AL Waste Bio Remediation LLP

Presence Across Value Chain



Only ~25-30% of the MSW generated in India is processed



■ - Antony's presence in the activity

Products & Services offered



Key services and products



01

Collection & Transportation

Involves door to door collection of MSW from households



02

MSW Processing

Processing projects which involve sorting & segregating waste received from MSW C&T, followed by composting, recycling, shredding and compressing into RDF.



03

Mechanized Sweeping Projects

Mechanized sweeping projects which involve deploying of power sweeping machines for cleaning operation of the designated areas

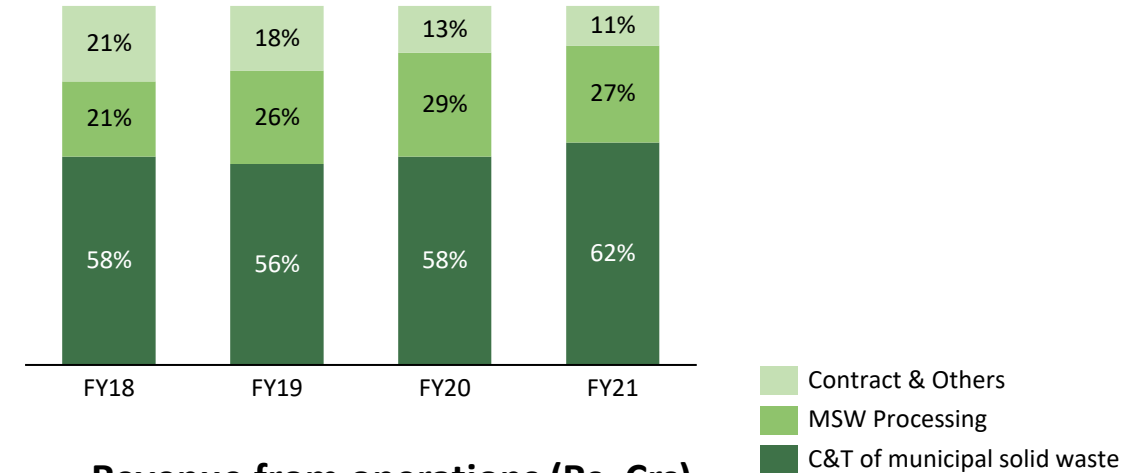


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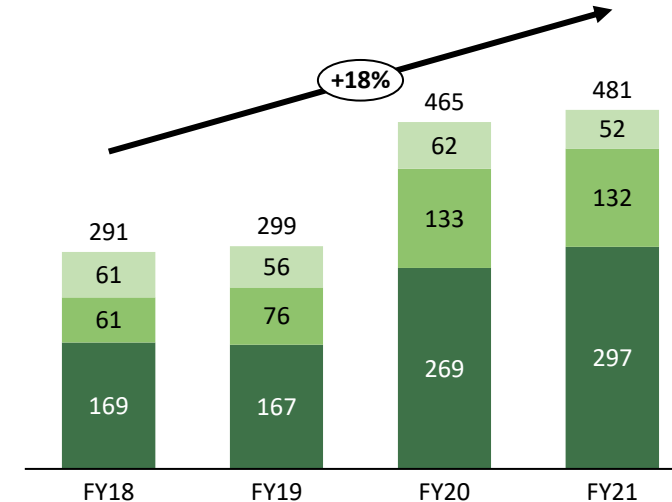
Scrap/Goods sales

Involves selling of Refuse Derived Fuel (RDF) & other scrap from waste

Revenue Share



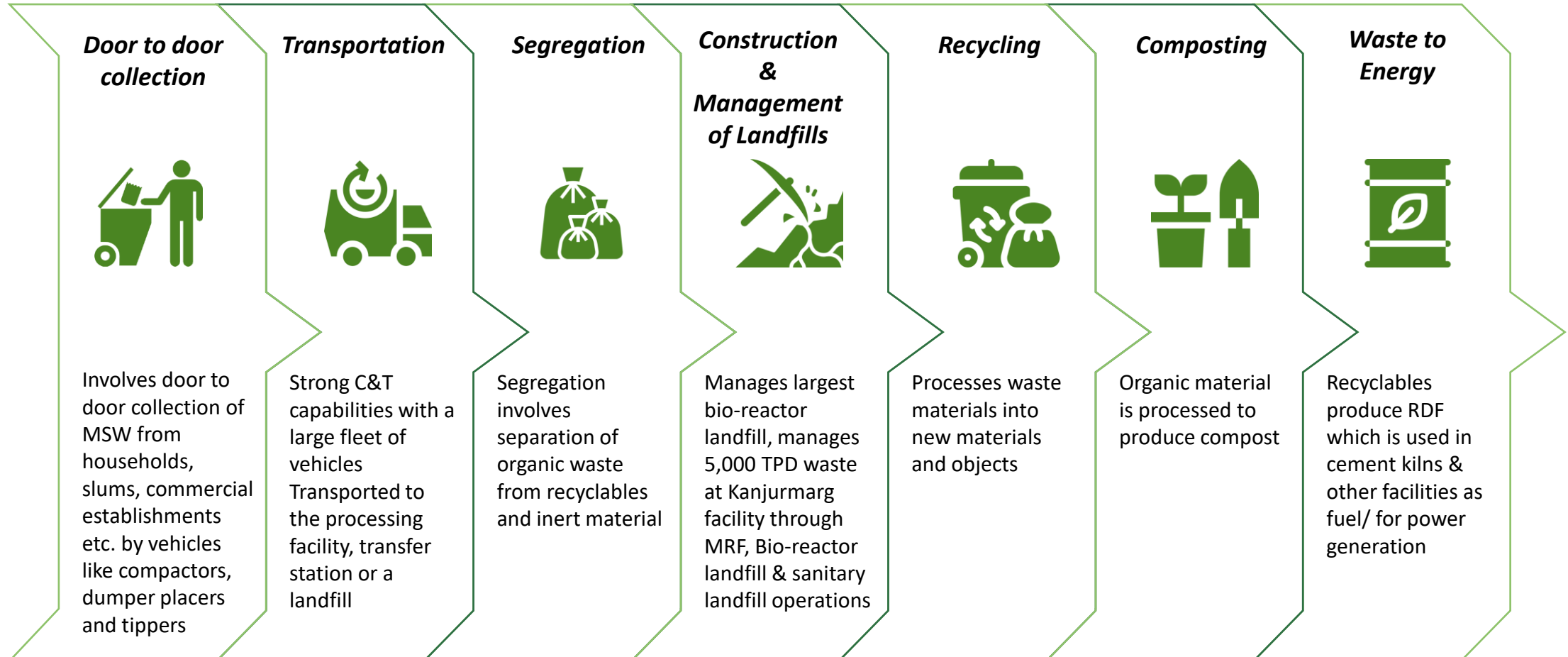
Revenue from operations (Rs. Crs)



Our Capabilities



Not Just a Solid Waste Collecting Company but also a Waste Processing & Management Company....



...with end-to-end capabilities

- **Collection & Transportation** - Revenues as a 'Tipping fees' from Municipal Corporation/ User fee fixed fee per tonne/trip/area
- **Waste Processing** - Revenues as a 'Tipping Fee' for processing waste per tonne and from sale of recyclables/RDF/Electricity

Diversified Business Model



MSW C&T

62%
Revenue
Contribution

- Door to door collection through primary collection vehicles
- Transportation of waste to processing facility, transfer station or a landfill disposal site
- Revenue calculation based on No. of trips/ Per tons/ Fixed per day
- Escalation based on flat rate/ inflation/ formulas
- Currently 12 on-going contracts
- Average on-going contract duration is 7.7 years

MSW Processing

27%
Revenue
Contribution

- Processing projects involve sorting & segregating waste received from MSW C&T, followed by composting, recycling, shredding and compressing into RDF
- Revenue calculation based on Per hectre/ Km/ hour
- Escalation based on flat rate/ inflation
- Currently 2 on-going contracts
- Average on-going contract duration is 23 years

Contract & Others

11%
Revenue
Contribution

- Integrated mechanical and manual sweeping of streets, sale of goods, Revenue from sale of scrap
- Contract revenue arising from IND-AS treatment for capital expenditure incurred at DBOOT projects along with mechanical etc..
- Revenue calculation based on Per hectre/ Km/ hour
- Escalation based on flat rate/ inflation
- Currently 2 DBOOT projects and 4 Mechanical Sweeping projects

Limited project & counter-party credit risk

User Fees

Reducing collections risk through user fee collection from designated persons in NOIDA project

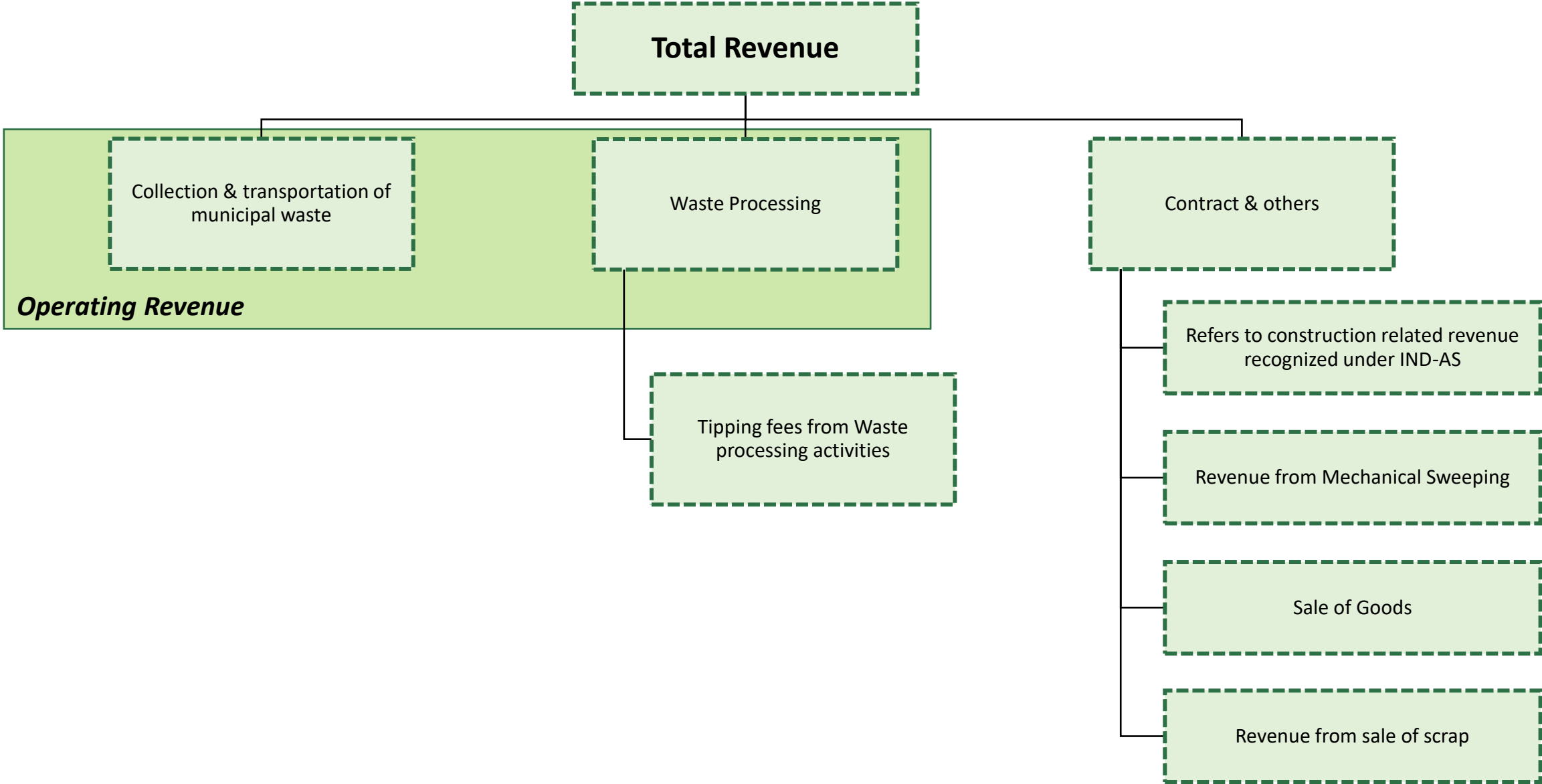
Study of financial viability of rewarding authority

Focus on municipal corporations with strong financials/ credit ratings

Detailed viability analysis of the project

- Rational bidding after background research
- Focus on contracts with pass-through escalations for major costs

Revenue Recognition



One of the largest single location plant* in Asia



We operate one of the largest single location waste processing plants in Asia

2010-2036

Project Tenure

~15 Years

Balance Tenure



बृहन्मुंबई
महानगरपालिका
Municipal Corporation
of Greater Mumbai

Customer

Capacity

- Bio-reactor Landfill with a capacity of **6,500 TPD**
- Sanitary Landfill of **250 TPD**
- Material Recovery & Composting Facility (*capacity of 1,000 TPD*)
- Gas to Energy plant – **0.97 MW**

~5,300 Tonnes

Of waste per day handled currently

Rs. 3/unit

Plans to sell surplus electricity to BMC in future

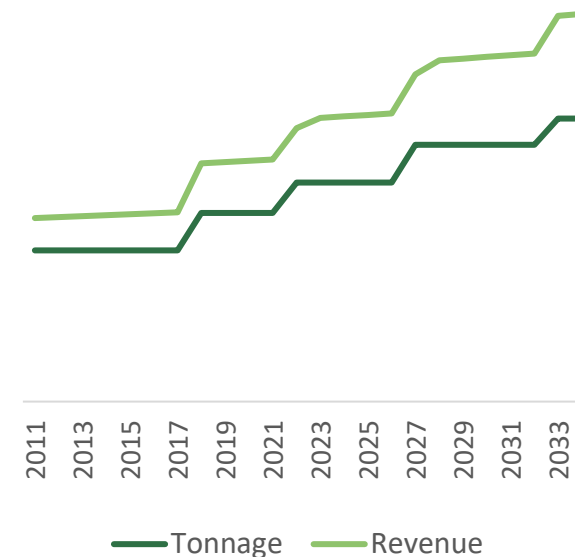
Project scope

Design, Construction, operation and maintenance of integrated waste management facilities on DBOOT basis

~60%

Of waste generated in Mumbai is handled at Kanjurmarg site

Year wise probable increase in Tonnage



1.71 mmt

Waste processed in FY21

Kanjurmarg site currently handling ~5,300 TPD of MSW; Capable of handling ~7,500 TPD

*Only plant in India to produce refuse-derived fuel (“RDF”) with a calorific value of over 3,000 Kcal/kg**

*Doubling of production capacity reflected in compost sale rising by 101% to **11,169 mt** in FY21*

*Source: report titled “India Solid Waste Management Overview” dated September 22, 2020, issued by Frost & Sullivan (India) Private Limited (“FS Report”)

Waste to Energy - Pimpri Chinchwad Municipal Corporation



Design, Build, Finance, Operate and Transfer (DBFOT)

2019-2040

Project Tenure

~21 Years

Balance Tenure (post COD)



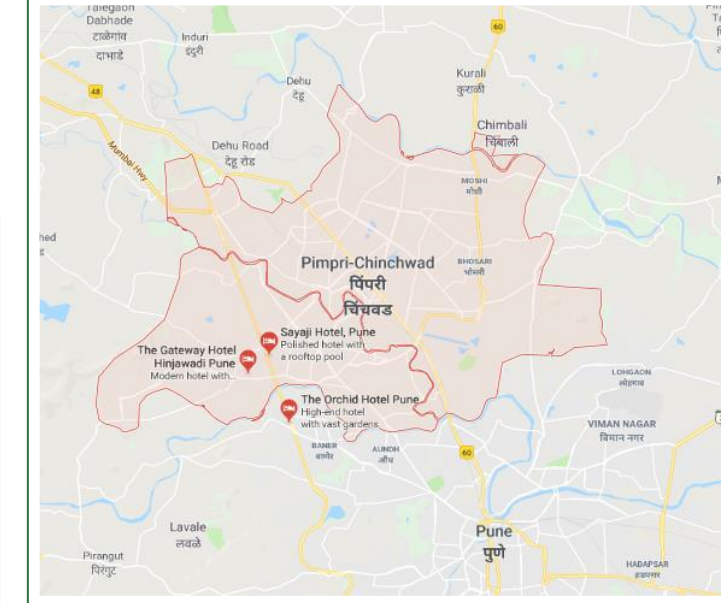
**PIMPRI CHINCHWAD
MUNICIPAL CORPORATION**

Customer

Project Scope

- **6.2 acres** of land will be provided by PCMC
- **~800 tonnes** of garbage every day
- **11.5 MW @ Rs. 5 / unit** Energy generation for sale to PCMC
- Additional Tipping Fees for waste processed
- It includes segregation and processing of municipal waste thereby producing compost from biodegradable waste and generating power

Location



ALESPL (Kanjurmarg) – 51%
AG Enviro – 49%

Joint Venture Between

Our Projects Execution Capabilities



25+

Total number of projects undertaken

16

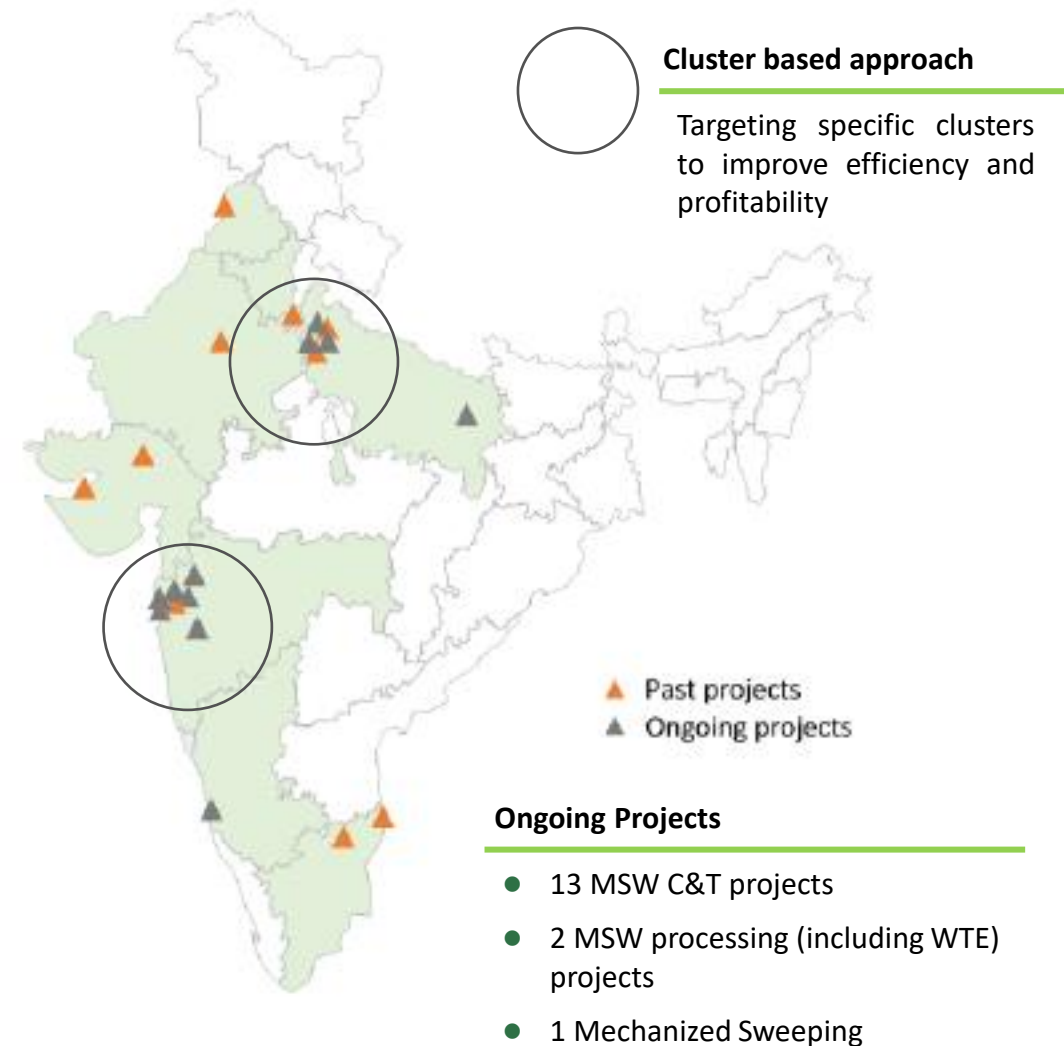
Ongoing projects

9

States
(Projects executed till date)

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

Pan India Footprint of Projects



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

Access to Technology Backed Vehicles & Equipment



Collection and Transportation Technological Intervention



Small Tipper - **687**



Compactor - **279**



Dumper Placer - **33**



Big Tipper - **86**



Power Sweeping Machine - **9**



Hook Loader - **21**



Drain Stilt Machine & Others - **31**

1,092 Out of 1,146 vehicles fitted with *GPS tracking devices*



GPS allows movement tracking to optimize route & achieve higher vehicle utilization



Vehicles & Equipment's procured from leading international suppliers including the likes of Compost Systems GMBH

Key equipment vendors

BUCHER

HYVA

KARCHER

HEIL

**CHICAGO
PNEUMATIC**

CATERPILLAR

**MOBA
(GPS TECHNOLOGY PROVIDER)**

Waste processing technology

Experienced JV Partner for the scientific landfill at Kanjurmarg



Key Processes

- Aerobic process using material recovery facility and composting facility at Kanjurmarg Plant
- Anaerobic process using Bioreactor landfill technology at Kanjurmarg Plant

Our Operations & Facilities



Material
Recovery Facility



Bio-reactor
Landfill



Gas collection



Composting



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

Cluster based approach for growth

- 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, Segregation and Bio - mining

- 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**

Promoters & Board of Directors



Promoters



Jose Jacob Kallarakal

- Age: 48 years
- 20 years experience in waste management
- Majorly responsible for the business development initiatives
- 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

Chairman & Managing 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

Executive Director



Shiju Antony Kallarakal

- 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

WTD of Antony Lara Enviro Solutions P Ltd

Non-Executive Directors



Karthikeyan Muthuswamy

- Experience in equity research and investments
- Holds Bachelor's degree in Business Administration from University of Madras

Nominee Director
Age: 47 years



Ajit Kumar Jain

- Currently Senior Advisor & Director in charge of AILSG's Centre for Sustainable Governance
- Holds Master's degree in chemistry, Agra University & political science, Meerut University & Master's degree in social science, University of Birmingham

Independent Director
Age: 67 years



Suneet K Maheshwari

- >35 years experience in financial & infrastructure sector and in public-private partnerships & currently Partner of Udvik Infrastructure Advisors LLP
- Holds MBA from the Symbiosis Institute of Business Management from the University of Pune

Independent Director
Age: 63 years



Priya 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

Independent Director
Age: 46 years

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 & Non-financial 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/architectural designs
- LoA or Lol by the client for contract award
- Post award, begin mobilizing manpower, vehicles & equipment resources & setting up of site offices, stores & other ancillary facilities

Post bidding stage

- 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 cost

Post completion stage

Pre-Bidding Process

PPP contracts structure for waste management

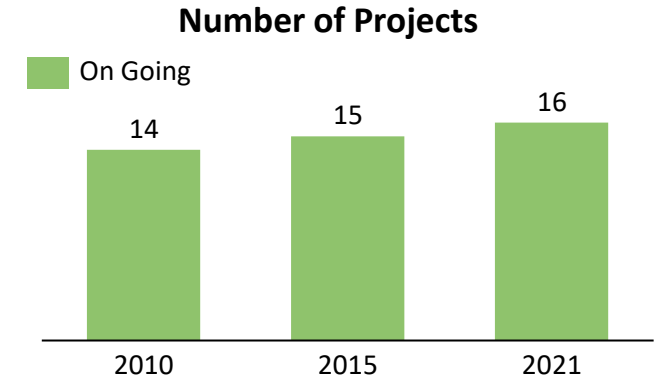


Types of contracts	Contract period	Investments by private player	Risk	Service covered	Source of revenue for private player	Asset ownership	Bidding process
Service	1-2 years	Partial investment	Municipality	Street sweeping, C&T & disposal & Sanitary landfills	Payment from municipality based on quantity of waste collected & transported	Partly owned by private player specially transport & associated vehicles	Competitive bidding
Management contract	3-8 years	Only fleet & equipment	Shared between MC & private player				
DBOOT/ BOOT	>=20 years	Complete investment except land cost	Private player	<ul style="list-style-type: none"> ▪ Waste processing & disposal facility ▪ Integrated waste mgmt. facility 	<ul style="list-style-type: none"> ▪ Tipping fees from municipality ▪ Sale of products/ power ▪ Carbon Emission reduction 	Land leased by MCs; facility developed by private player, ownership transferred to MC at the end of the contact period	

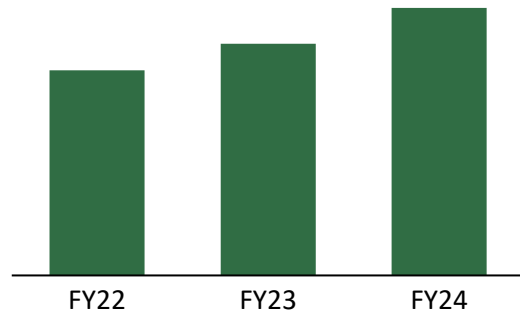
Strong Predictable Business Model



Ongoing Projects	Revenue Share FY20	Revenue Visibility / Contract Tenure									
		2021	2022	2023	2024	2025	2026	2028	2029	2030	2036
MSW C&T	60%	✓	✓	✓	✓	✓					
Waste Processing	30%	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Others	10%	✓	✓	✓	✓	✓					

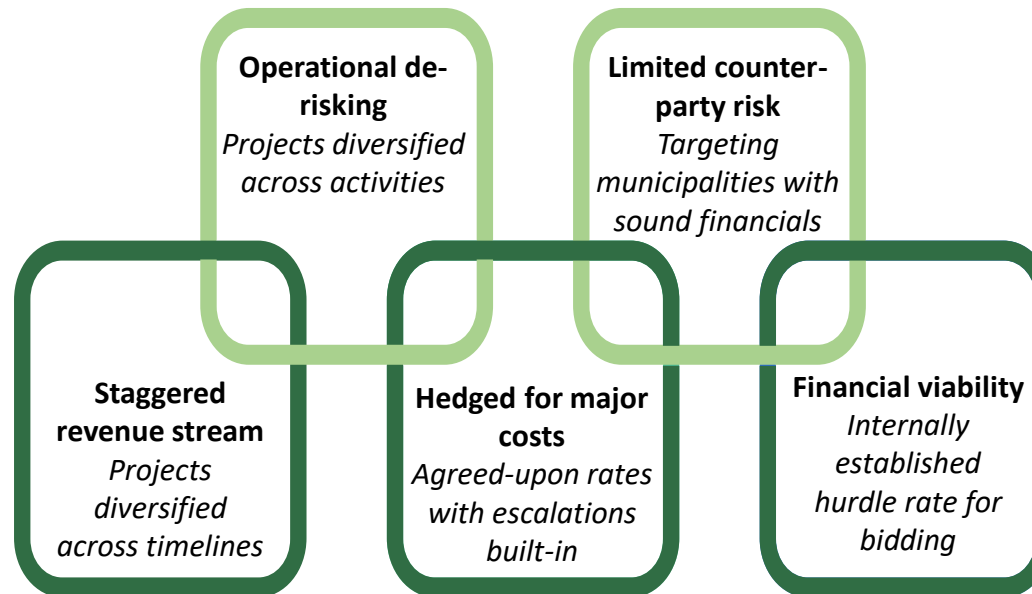


Revenue from Operations based on current projects (Rs. In Crs)

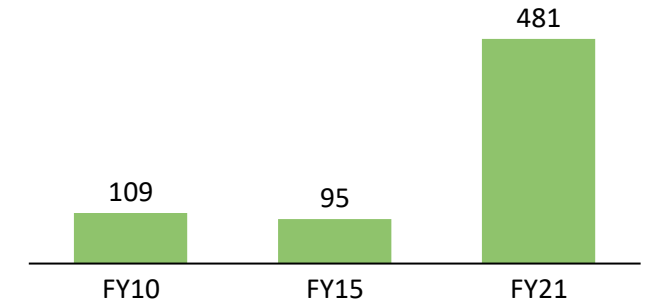


Bidding converting into contracts will add to Revenue

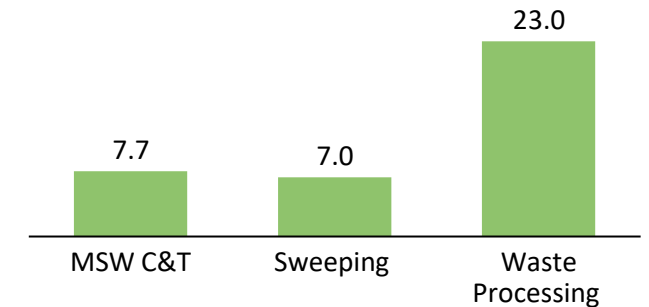
Factors de-risking the business model



Revenue from Operations (Rs. In Crs)



Average On-going contract durations in years

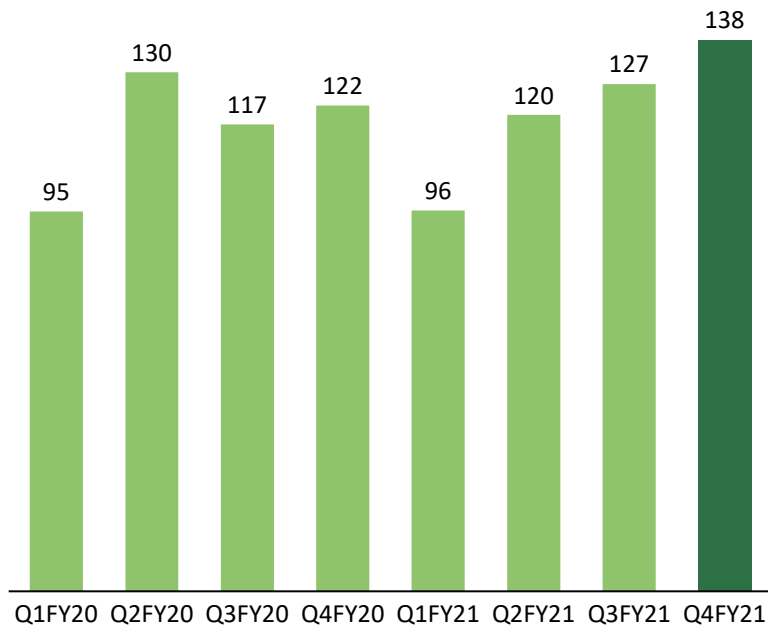


1) The project was initially granted in the year 2018 for a period of one year and has subsequently been extended, 2) The project was initially granted in the year 2012 for a period of four years and has subsequently been extended, 3) The project was initially granted for a period of 92 days and has subsequently been extended

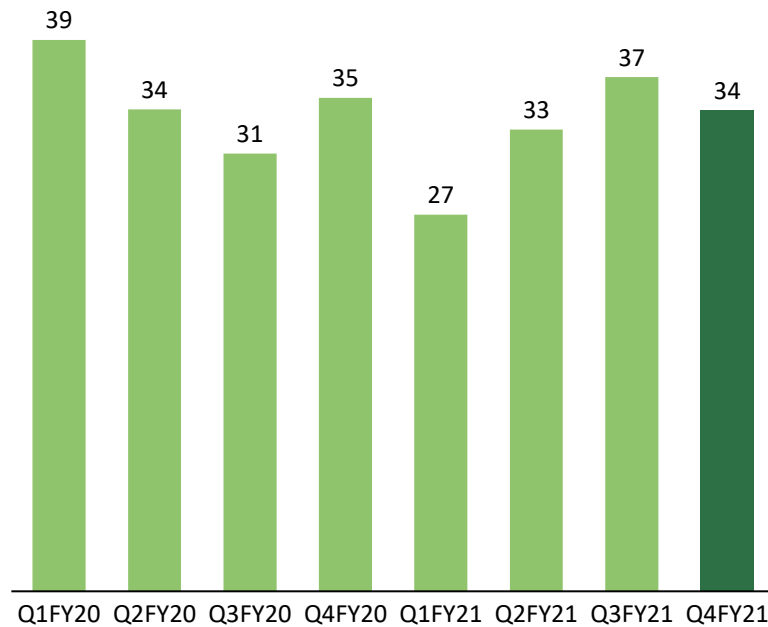
Stable Business irrespective of COVID-19



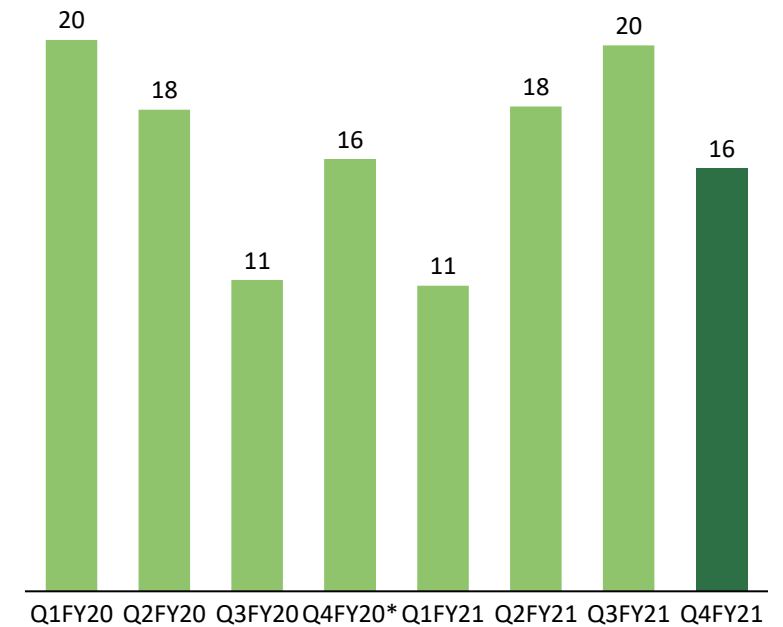
Revenue (Rs. Crores)



EBITDA (Rs. Crores)



Adjusted PAT (Rs. Crores)

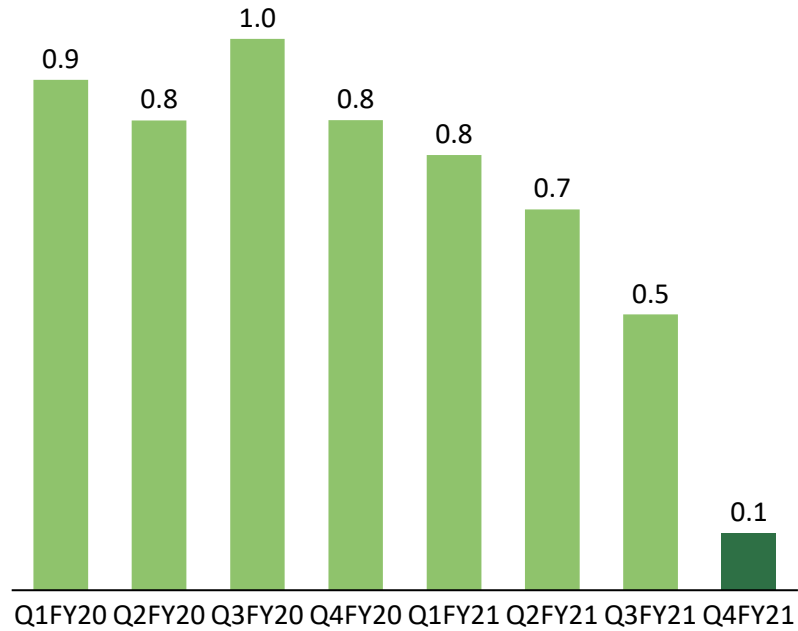


* - Excluding Exceptional Item of Rs. 18.22 Crores

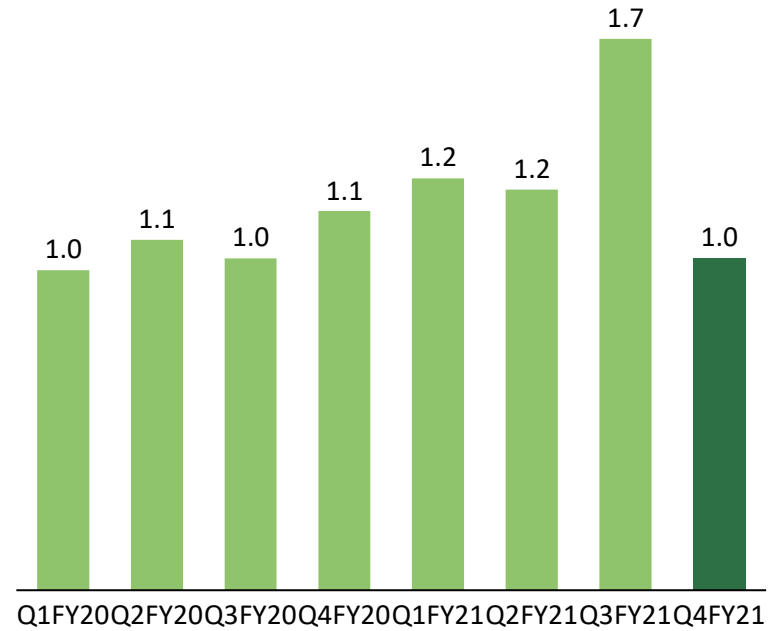
Strengthening Balance Sheet



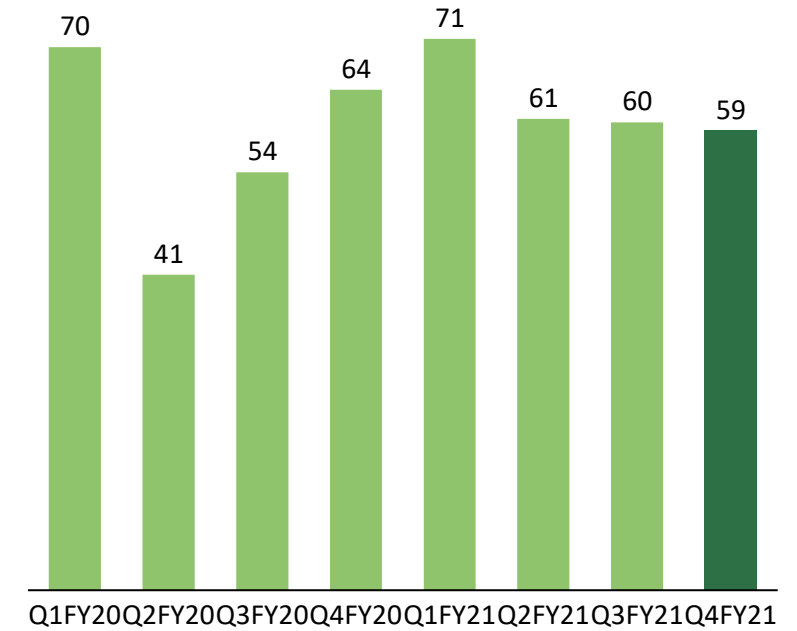
Net Debt : Equity (x)



Current Ratio (x)



Debtor Days





ANTONY WASTE HANDLING CELL LIMITED



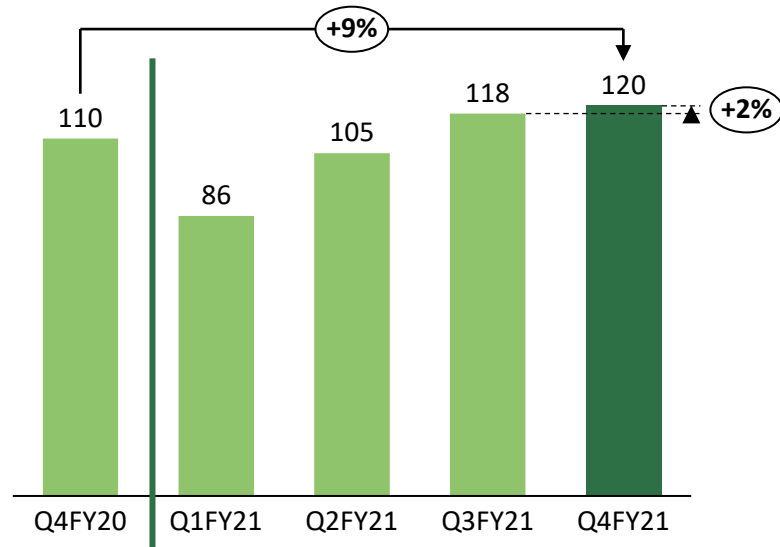
Financial Highlights



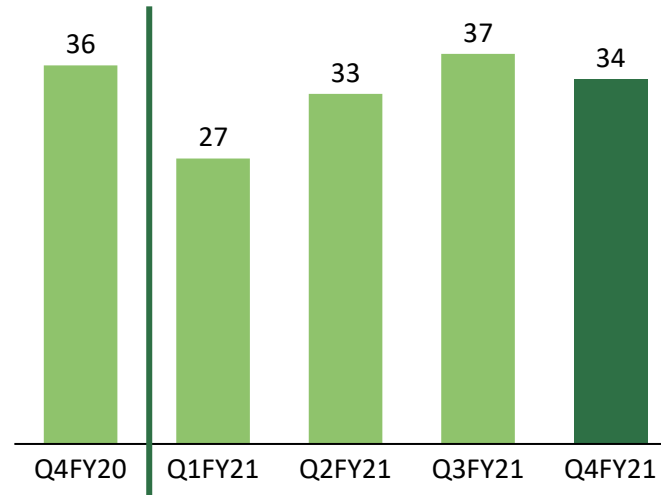
Quarterly Basis– Consolidated Financial Highlights



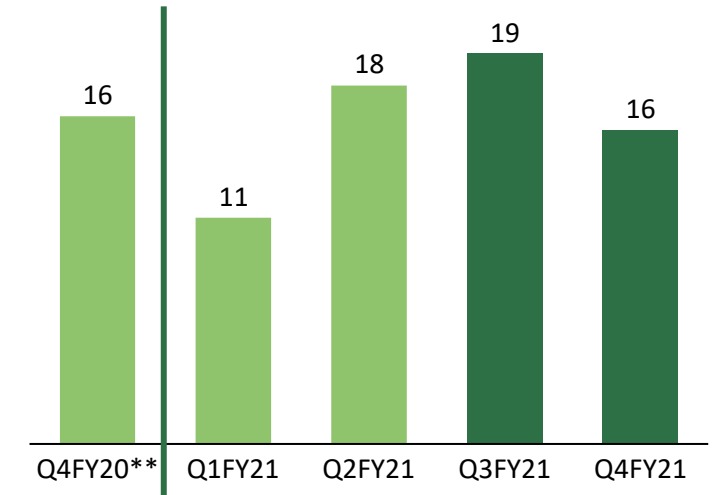
Operating Revenue* (Rs. Crores)



EBITDA (Rs. Crores)



Adjusted PAT (Rs. Crores)



- Total operating revenue has shown a growth of around 2% for Q4 FY21 as compared to Q3 FY21
- Total tonnage handled by the Collection & Transportation business (excluding from those projects with fixed shifts/trips) in Q4 FY21 has reported ~2.1% growth over Q3 FY21
- Total waste processed during Q4 FY21 has improved by ~2.9% as compared to Q3 FY21

*Revenue from MSW C&T + MSW Processing

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

Consolidated Profit & Loss Statement



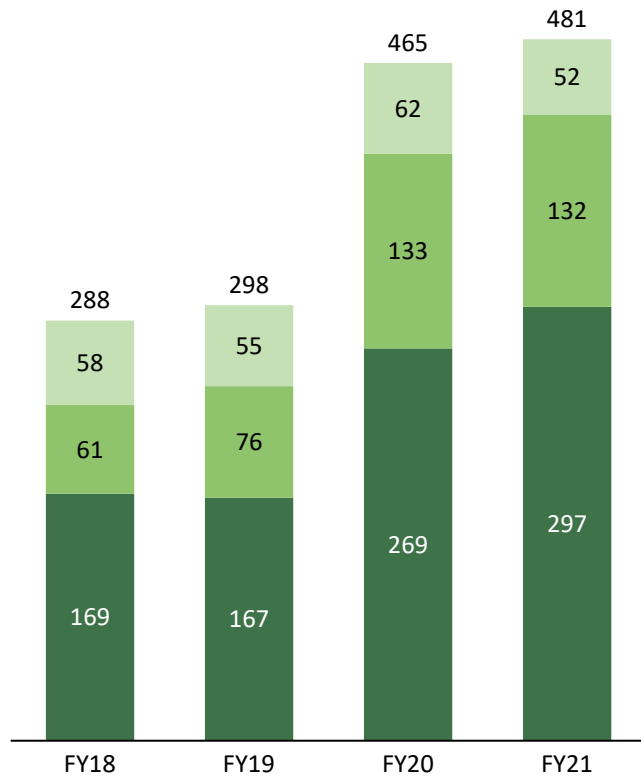
Particulars (Rs. Crores)	Q4FY21	Q3FY21	Q-o-Q	Q4FY20	Y-o-Y	FY21	FY20	Y-o-Y
Revenue from MSW C&T	82.5	81.2		72.5		297.3	269.0	
Revenue from MSW Processing	37.4	36.4		37.6		131.9	133.2	
Total operating Revenue	119.9	117.7	2%	110.1	9%	429.2	402.2	7%
Contract & Others	18.4	9.6		11.8		51.5	62.4	
Total Revenue	138.4	127.3	9%	121.9	14%	480.8	464.6	3%
Raw Material	0.8	0.2		0.3		1.2	1.1	
Employee Cost	41.1	39.3		35.7		154.1	114.9	
Project Expenses	4.1	0.9		2.5		12.1	27.5	
Other Expenses	58.2	50.4		47.9		183.1	181.5	
EBITDA	34.2	36.5	-6%	35.5	-4%	130.3	139.7	-7%
EBITDA Margin	24.7%	28.6%		29.1%		27.1%	30.1%	
Depreciation	7.8	7.9		7.4		31.2	24.3	
EBIT	26.4	28.6	-8%	28.1	-6%	99.0	115.4	-14%
EBIT Margin	19.1%	22.5%		23.1%		20.6%	24.8%	
Finance Cost	7.4	6.9		8.4		28.5	30.3	
Profit before Tax Exceptional Item	19.0	21.7	-13%	19.7	-4%	70.6	85.2	-17%
Profit before Tax Margin	13.7%	17.1%		16.1%		14.7%	18.3%	
Exceptional items [(income) / expense]	0.0	0.0		18.2*		0.0	18.2*	
Profit before Tax	19.0	21.7	-13%	1.4	1215%	70.6	66.9	5%
Profit before Tax Margin	13.7%	17.1%		1.2%		14.7%	14.4%	
Tax	3.4	2.3		3.4		6.5	19.8	
PAT	15.6	19.4	-20%	-1.9	-	64.1	47.2	36%
PAT Margin %	11.3%	15.3%		-1.6%		13.3%	10.1%	

* 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 Financial Highlights

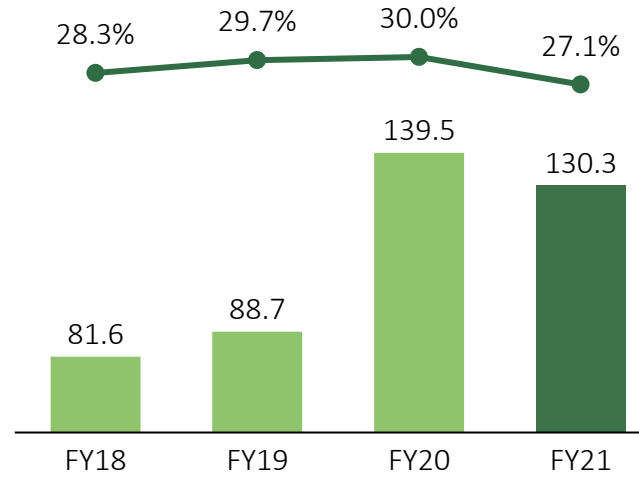


Revenue (Rs. Crores)

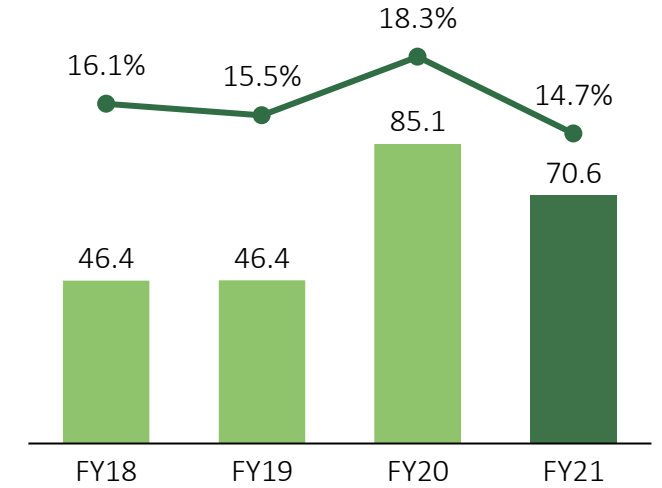


- Contract & Others
- MSW Processing
- Collection and transportation of municipal solid waste

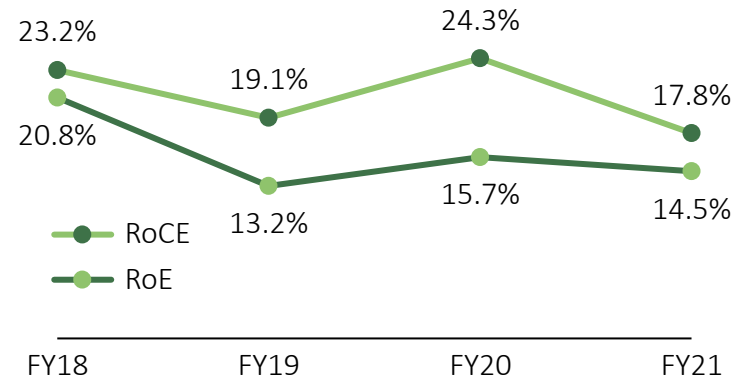
EBITDA (Rs. Crores) & EBITDA Margin (%)



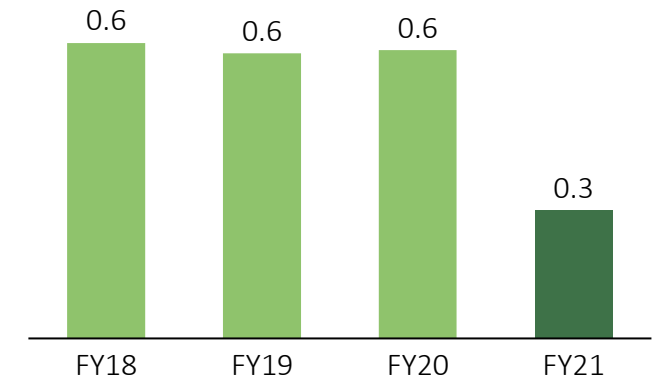
PBT before exceptional item (Rs. Crores) & PBT Margin (%)



ROCE & ROE (%)



Debt / Equity (x)



Consolidated Profit & Loss Statement



Particulars (Rs. Crores)	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%
Tax	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. Crores)	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. Crores)	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. Crores)	FY21	FY20	FY19	FY18
Net Profit Before Tax	70.6	66.9	46.4	46.4
Adjustments for: Non -Cash Items / Other Investment or Financial Items	48.6	69.3	34.1	24.1
Operating profit before working capital changes	119.2	136.2	80.5	70.5
Changes in working capital	9.4	-6.8	-36.8	-14.1
Cash generated from Operations	128.6	129.4	43.7	56.4
Direct taxes paid (net of refund)	-17.1	20.9	14.1	8.5
Net Cash from Operating Activities	111.5	108.5	29.6	47.9
Net Cash from Investing Activities	-32.8	-116.4	-53.5	3.5
Net Cash from Financing Activities	-3.7	13.8	11.9	-30.7
Net Decrease in Cash and Cash equivalents	75.1	5.9	-11.9	20.6
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	25.5	19.6	31.5

Abbreviations



- ALESPL: Antony Lara Enviro Solutions Private Limited
- AWHCL: Antony Waste Handling Cell Limited
- BLF: Bio-Reactor Landfill
- C&T: Collection and Transportation
- GNIDA: The Greater Noida Industrial Development Authority
- LARA: Lara Central De Tratamento De Rediduous LTDA
- LoA: Letter of Acceptance
- Lol: Letter of Intent
- MCD: Municipal Corporation of Delhi
- MRF: Material Recovery and Compost Facility
- MSW: Municipal solid waste
- MSWM: Municipal Solid Waste Management
- MMT: Million Metric Tonnes
- NMMC: The Navi Mumbai Municipal Corporation
- SLF: Sanitary Landfill
- SWM: Solid Waste Management
- TMC: The Thane Municipal Corporation
- TPD: Ton / Day
- UMC: The Ulhasnagar Municipal Corporation
- WTE: Waste to Energy



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THANK YOU

