

IPO ANALYSIS	
Sector: Environmental Services	
Issue Price: INR 140 to INR 148	
Issue Size: INR 615 - INR 650 Cr	
Issue Opens/Closes: November 22 / November 26	
IPO Basics	
Promoters: Sanjay Jain, Manish Jain, Ritu Jain And Shachi Jain	
Selling Shareholders: Sanjay Jain, Manish Jain, Ritu Jain And Shachi Jain	
Lead Managers: Hem Securities Limited	
Registered Office: New Delhi	
Registrar: Bigshare Services Pvt. Ltd	
Listing: BSE and NSE	

IPO Capital Structure	
Fresh Issue	3,86,80,000 equity shares upto INR 572 Cr
Offer for Sale	52,68,000 equity shares upto INR 78 Cr
Total Issue as % of total capital (Post-Issue)	25.01%
Employee Reservation	1,00,000 equity shares upto INR 1.48 Cr
Employee Discount	INR 13 per share
Post Issue No. of Shares	17,55,30,000
Post Issue Market Cap	INR 2,457 Cr - INR 2,598 Cr
Face Value	INR 10
Issue Route	Book Build Issue
All values calculated at upper band	

Financial Snapshot (INR in crs)			
Y/E Mar	FY23	FY24	Q1FY25
Share Capital	25.62	136.85	136.85
Reserves	100.89	155.33	186.15
Net Worth	126.51	292.18	323.00
Revenue from ops	338.1	728.92	205.18
Revenue Growth (%)	51.26%	115.59%	
EBITDA	81.69	169.32	51.28
EBITDA (%)	24.16%	23.23%	24.99%
Net Profit	55.34	108.57	29.97
Net Profit (%)	16.26%	15.17%	15.00%
Basic EPS	4.29	8.13	2.25^
Diluted EPS	4.29	8.13	2.25^
NAV (INR)	9.88	21.48	23.60
ROE (%)	55.50%	51.68%	10.07%^
ROCE (%)	43.33%	32.34%	8.24%^
P/E (Based on Upper Band)			18.20
Average Industry P/E			33.45
P/B (Based on Upper Band)			6.27

Shareholding Pattern		
Holders	Pre-Issue	Post Issue
Promoters	93.60%	69.98%
Promoter (Group)	0.06%	0.04%
Public	6.34%	29.98%
Total	100.00%	100.00%

Source: RHP, \*Restated Consolidated, ^not annualized  
PE/PB based on upper price band,

Particulars	Retail Category	NII bid between INR 2 lakhs- INR 10 lakhs	NII bid above INR 10 lakhs
Minimum Bid Lot (Shares)	101	1,414	6,767
Minimum Bid Lot Amount	INR 14,948	INR 209,272	INR 10,01,516
No of Applications for 1x	1,51,949	1,550	3,101

## Enviro Infra Engineers Limited

Nov 19, 2024

### Issue Highlights:

- Enviro Infra Engineers Limited, originally incorporated as Enviro Infra Engineers Pvt. Ltd. in 2009, specializes in designing, constructing, operating, and maintaining Water and Wastewater Treatment Plants (WWTPs) and Water Supply Scheme Projects (WSSPs). The company focuses on sewage treatment, common effluent treatment, and water supply systems for government authorities. Since its establishment, it has executed 28 projects across India, with 22 of these exceeding a capacity of 10 MLD.
- The company has developed capabilities to execute WWTPs and WSSPs on both EPC and HAM models, resulting in an order book of 21 projects valued at INR1,906.28 Cr. Seven of these projects contribute to sustainable development. Currently, projects are underway in eight states, including Gujarat, Rajasthan, Delhi, and Karnataka, while plans are in place to expand operations in East and South India. Recent wins in Jharkhand and Karnataka highlight its growth potential.
- With a team of 180 engineers supported by industry experts and consultants, the company ensures adherence to high standards set by industry and government agencies. Its in-house expertise in design, engineering, and construction allows it to deliver cost-effective and high-quality services to clients. Advanced technologies like Sequential Batch Reactors (SBR) and Moving Bed Biological Reactors (MBBR) are utilized to optimize efficiency and reduce costs.
- Enviro Infra Engineers has shown robust financial growth, with revenue increasing at a CAGR of 80.58% from INR223.53 Cr in FY 2022 to INR728.92 Cr in FY 2024. PAT has grown at a CAGR of 78.87%, reaching INR110.54 Cr in FY 2024. The company's strong financial position is reflected in its debt-to-equity ratio of 0.95 as of June 30, 2024, supporting its expansion efforts and project execution capabilities.
- Leveraging its expertise, advanced technology, and strong financial performance, the company aims to expand its footprint in new geographies like Odisha, West Bengal, and Goa. With its focus on sustainable development projects and reliable government partnerships, Enviro Infra Engineers is well-positioned to maintain its leadership in the water and wastewater treatment sector.

### Key Risks:

- The group's scalability depends on timely project execution and winning tenders. Changes in government policy may affect its operations.
- High working capital requirements, particularly from extended debtor days and retention money, may stretch the working capital cycle.

Particulars	No. of shares at Lower band (Cr.)	No. of shares at Upper band (Cr.)	Issue Size Amount at Lower band (INR. Cr.)	Issue Size Amount at Upper band (INR. Cr.)	% Of Issue
QIB	2.19	2.19	306.94	324.48	50%
NIB	0.66	0.66	92.08	97.34	15%
-NIB2 (Bid above INR 10 Lakhs)	0.44	0.44	61.39	64.90	-
-NIB1 (Bid between INR 2 to 10 Lakhs)	0.22	0.22	30.69	32.45	-
Retail	1.53	1.53	214.86	227.13	35%
Employee	0.01	0.01	1.27	1.35	-
Total	4.39	4.39	615.14	650.30	100.00%

An Indicative Timetable Post Issue Closing	
Particulars	Tentative Date
Finalization of Basis of Allotment	November 27, 2024
Refunds/un-blocking of ASBA Accounts	November 27, 2024
Credit of Equity Shares to DP Ac	November 28, 2024
Trading Commences	November 29, 2024

Investors are advised to refer disclosures made at the end of the research report.

## BACKGROUND

Incorporated as 'Enviro Infra Engineers Pvt. Ltd' on June 19, 2009, the company took over M/s Enviro Engineers in 2010. It became a public company, renamed 'Enviro Infra Engineers Limited,' on August 8, 2022. The company specializes in designing, constructing, operating, and maintaining Water and Wastewater Treatment Plants (WWTPs) and Water Supply Scheme Projects (WSSPs) for government authorities.

### Brief Biographies of Directors

**Sanjay Jain** is the Chairman and Whole-time Director of the Company and has been associated with the Company since incorporation. He has over two decades of experience in water and wastewater treatment industry. He looks after the designing, procurement of raw material and machinery in connection with construction and operation & maintenance of projects of the Company.

**Manish Jain** is the Managing Director of the Company and has been associated with the Company since incorporation. He has over two decades of experience in the water and wastewater treatment industry. He looks after bidding, execution and operation & maintenance of projects of the Company. He also looks after functions such as finance and business development in the Company.

**Ritu Jain** is the Non-Executive Director of the Company and has been associated with the Company since February 2017. She has over 7 years of experience in the water and wastewater treatment industry. She looks after CSR activities in the Company.

**Anil Goyal** is the Independent Director of the Company. He was appointed as Independent Director on January 20, 2023. He is a practising chartered accountant. He has over four decades of experience in accounting, auditing, taxation, restructuring, corporate governance and allied areas. He is the director of AU Fait Consultants Pvt. Ltd.

**Nutan Guha Biswas** is the Independent Director of the Company. She was appointed as an Independent Director on June 15, 2024. She is a retired IAS officer. Previously, she has served the Government of India as Secretary-cum-Commissioner (Food & Supplies), Development Commissioner, SEZ, Noida (Joint Secretary Level) and Additional Secretary, Ministry of Women & Child Development and Chairperson, Inland Waterways Authority of India under the Ministry of Shipping. She has over 15 years of work experience.

**Aseem Jain** is the Independent Director of the Company. He was appointed as Independent Director on August 23, 2022. He is a member of Institute of Cost Accountants of India and a practising cost accountant. He has over two decades of experience in field of cost accountancy, finance, accounts, taxation, contracts, commercial and regulatory laws.

**Sunil Chauhan** is the Chief Financial Officer of the Company with effect from August 23, 2022. He is associated with the Company since May 2019. Previously, he has worked with Vikas Retail Pvt. Ltd and Delhi Tyres. He has more than 25 years of experience in the field of finance and accounts

**Piyush Jain**, is the Company Secretary and Compliance Officer of the Company with effect from August 23, 2022. Previously, he has worked with DCM Shriram Industries and Metal Coatings (India). He has more than 5 years of experience in the field of corporate governance and secretarial matters.

### OBJECTS OF THE ISSUE

Objects	Amount (INR Cr)
• To meet the Working Capital Requirements	181.00
• Infusion of funds in Subsidiary, EIEL Mathura Infra Engineers ("EIEL Mathura") to build 60 MLD STP under project titled 'Mathura Sewerage Scheme' at Mathura in UP through Hybrid Annuity based PPP Mode	30.00
• Repayment/prepayment in full or in part, of certain outstanding borrowings	120.00
• Funding inorganic growth through unidentified acquisitions and General Corporate Purposes	[ • ]
<b>Total</b>	<b>[ • ]</b>

### OFFER DETAILS

Fresh Issue	No. of Shares	WACA per Equity Share (INR)
<i>Fresh Issue</i>	Upto 3,86,80,000 Equity Shares	-

Offer For Sale by Promoter Selling Shareholders:	No. of Shares	WACA per Equity Share (INR)
Sanjay Jain	Up to 21,34,000 Equity Shares	0.70
Manish Jain	Up to 21,34,000 Equity Shares	0.70
Ritu Jain	Up to 5,00,000 Equity Shares	0.76
Shachi Jain	Up to 5,00,000 Equity Shares	0.76

## SHAREHOLDING PATTERN

Shareholders	Pre-offer		Fresh Issue & offer for sale shares^	Post-offer	
	Number of Equity Shares	% of Total Equity Share Capital		Number of Equity Shares	% of Total Equity Share Capital
Promoter	12,80,98,000	93.60%	52,68,000	12,28,30,000	69.98%
Promoters Group	77,000	0.06%	-	77,000	0.04%
<b>Total for Promoter and Promoter Group</b>	<b>12,81,75,000</b>	<b>93.66%</b>	<b>52,68,000</b>	<b>12,29,07,000</b>	<b>70.02%</b>
Public - Other	86,75,000	6.34%	3,86,80,000	5,26,23,000	29.98%
<b>Total for Public Shareholder</b>	<b>86,75,000</b>	<b>6.34%</b>	<b>3,86,80,000</b>	<b>5,26,23,000</b>	<b>29.98%</b>
<b>Total Equity Share Capital</b>	<b>13,68,50,000</b>	<b>100.00%</b>		<b>17,55,30,000</b>	<b>100.0%</b>

(^ at upper price band)

## BUSINESS OVERVIEW

Enviro Infra Engineers specializes in designing, constructing, operating, and maintaining Water and Wastewater Treatment Plants (WWTPs) and Water Supply Scheme Projects (WSSPs) for government authorities. WWTPs include Sewage Treatment Plants (STPs), Sewerage Schemes (SS), and Common Effluent Treatment Plants (CETPs), while WSSPs cover Water Treatment Plants (WTPs), pumping stations, and pipelines. Most STPs and CETPs are Zero Liquid Discharge (ZLD) compliant, producing treated water for horticulture, washing, and industrial use.

Government schemes like AMRUT, NMCG, and Jal Jeevan Mission (JJM) partly or fully fund WWTPs and WSSPs, along with state or Urban Local Bodies (ULBs). The company bids for tenders issued by state governments and ULBs to develop WWTPs and WSSPs on an EPC or HAM basis. As of June 30, 2024, it had completed 28 projects, including 22 with capacities over 10 MLD, and held an order book of INR1,906.28 Cr for 21 ongoing projects.

The company relies on an in-house team of 180 engineers, supported by consultants and experts, ensuring self-reliance in design, engineering, and construction. It also manages civil construction internally, minimizing third-party dependence. Its scope of work includes design, procurement, execution, commissioning, and post-commissioning operations and maintenance (O&M) of projects.

Enviro Infra Engineers forms joint ventures with other infrastructure companies for project bidding and execution. As of June 30, 2024, it was executing five projects through such partnerships. It integrates solar power plants into its projects for captive use or grid supply, and it is installing Compressed Bio-Gas (CBG) plants at ongoing projects in Rajasthan, with CBG sold to Oil Marketing Companies or used for power generation.

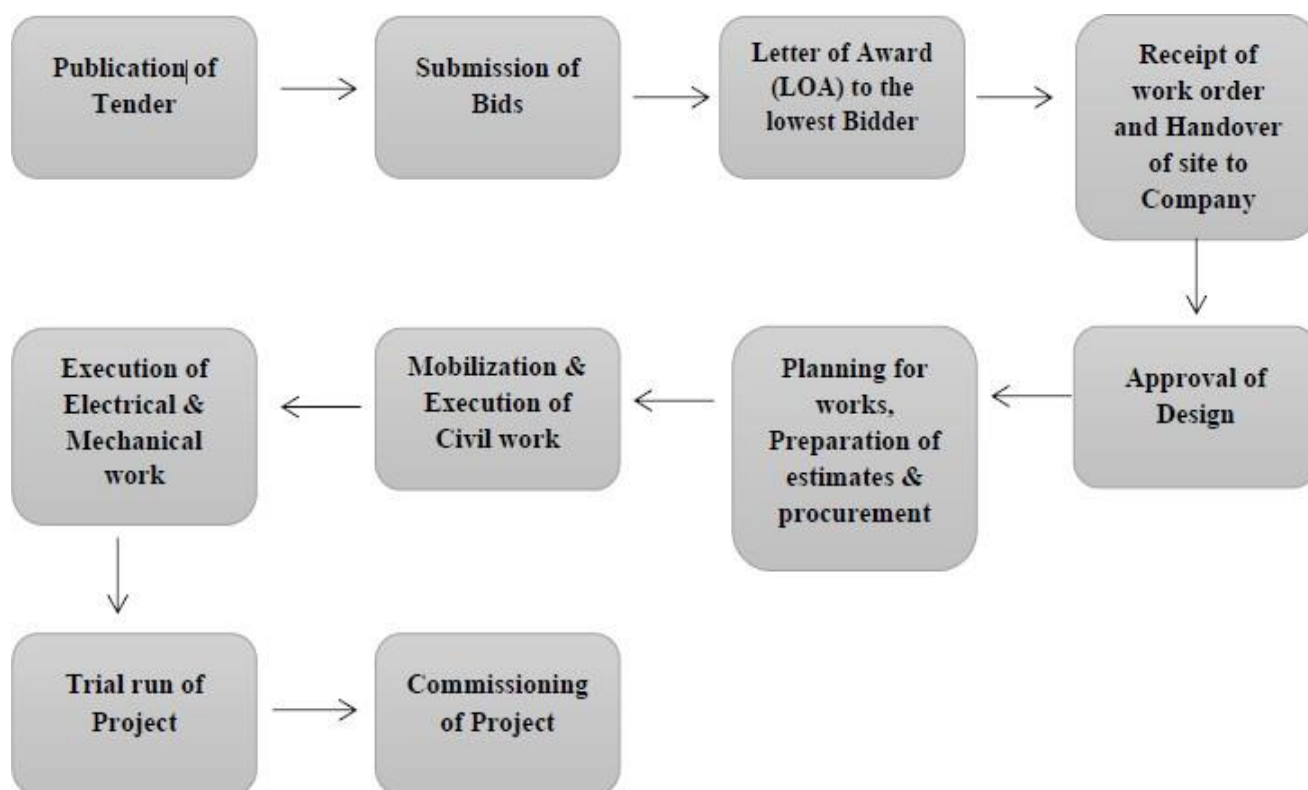
The company is focused on sustainable development, with seven projects in its order book classified as “Projects contributing to Sustainable Development.” These initiatives include solar power generation and CBG plants, advancing the company’s commitment to energy efficiency and waste-to-energy solutions.

## BUSINESS OPERATIONS

The Company’s business relies on government projects in WWTPs and WSSPs, executed on EPC or HAM models. It bids for tenders from State Governments and Urban Local Bodies (ULBs) and earns revenue through milestone-based payments during project construction.

## Project Cycle

Flow chart explaining various steps involved in the life cycle of constructing and commissioning WWTPS AND WSSPS



Operations: The company provides a range of Solutions for WWTPs and WSSPs.

## Sewage Treatment Plants and Sewerage Schemes

Sewerage schemes collect sewage from households via pipelines and pumping stations, transporting it to Sewage Treatment Plants (STPs) for treatment. Treated water meets stringent NGT norms and is reusable in horticulture, refrigeration, and processing industries. Treatment systems include primary units for solid removal, aerobic systems (e.g., MBBR, SBR, MBR), and anaerobic systems (e.g., UASB, HRAD). Most of the company's plants use SBR technology for efficient and automated biological nutrient removal.

## Common Effluent Treatment Plants (CETPs)

The company offers customized solutions for recycling and reusing wastewater from manufacturing facilities. These include physico-chemical treatments, biological anaerobic and aerobic processes, and advanced systems like ultrafiltration and reverse osmosis. The focus is on tailoring systems to meet client needs for contamination removal, recycling, and reuse.

## Water Treatment Plants and Water Supply Schemes

Capabilities include raw water pre-treatment, clarification, filtration, and disinfection, often through chlorination or UV treatment. Advanced technologies like reverse osmosis and ultra-filtration are used for seawater and brackish water treatment. Tertiary treatment options include pressure sand filtration, activated carbon filtration, and disc filters for enhanced water quality.

## Operations & Maintenance

Turnkey WWTP and WSSP projects often include O&M contracts for 1–15 years, covering operations, maintenance, and consumables. These contracts ensure recurring revenue. As of June 30, 2024, the company operates and maintains 11 STPs and 5 CETPs, supported by a dedicated monitoring team.

## ORDER BOOK

## Ongoing EPC Projects of the Company as of June 30, 2024

(INR Cr)

Name of government authority /entity	Date of Award	Commence-ment Date	Project Value (excl. O&M)	O&M Period (yrs)	Estimated Completion	Work done (INR Cr)	Order book (INR Cr)
Bangalore Water Supply & Sewerage Board	05-03-2024	-	18.01	7	-	-	18.01
Bangalore Water Supply & Sewerage Board	15-03-2024	-	46.30	7	-	-	46.30
Gujarat Industrial Development Corporation Vapi	09-10-2023	19-10-2023	109.34	1	18-01-2025	38.07	71.27
Municipal Corporation - Jaipur Heritage	06-10-2023	07-10-2023	75.09	15	06-10-2025	0.11	74.98
Rajasthan urban drinking water sewerage & infra. corp.	06-10-2023	06-10-2023	169.80	10	05-10-2025	1.40	168.40
Municipal Corporation - Jaipur Heritage	06-10-2023	08-10-2023	167.64	15	07-10-2025	26.77	140.87
Municipal Corporation Jodhpur North & South	18-07-2023	21-08-2023	74.70	10	20-08-2025	6.90	67.80
Municipal Corporation Jodhpur South	11-07-2023	21-08-2023	153.52	10	20-08-2025	21.38	132.14
Nava Raipur Development Vikas Pradikharan	22-12-2022	01-01-2023	33.97	4	31-12-2024	32.92	1.0516
Delhi Jal Board	28-10-2022	05-01-2023	50.99	12	04-05-2024	31.30	19.69
Delhi Jal Board	28-10-2022	02-01-2023	22.00	12	02-10-2024	1.162	20.83
Delhi Jal Board	26-10-2022	27-06-2024	19.94	12	27-06-2025	-	19.94
Madhya Pradesh Jal Nigam Maryadit	10-08-2022	31-08-2022	254.29	10	31-12-2024	121.31	132.98
Madhya Pradesh Jal Nigam Maryadit	10-08-2022	31-08-2022	219.14	10	31-12-2024	90.05	129.09
Karnataka Urban Water Supply & Drainage Board	22-06-2016	13-07-2016	8.30	-	NA*	4.64	3.6573
<b>Total</b>			<b>1,423.04</b>			<b>376.00</b>	<b>1,047.04</b>

Source: RHP

## Ongoing Joint Venture EPC Projects

(INR Cr)

Name of the JV and name of government entity	Date of Award	Commence-ment Date	Project Value (excl. O&M)	O&M Period (yrs)	Estimated Completion	Work done (INR Cr)	Order book (INR Cr)
Enviro Infra Engineers Ltd. – Bhugan Infracon Pvt. Ltd. JV -- Jharkhand Urban Infrastructure Dev. Co	22-Nov-23	27-Dec-23	164.76	15	26-Mar-26	26.23	138.53
Enviro Infra Engineers Ltd. MTS JV -- UP Jal Nigam (Rural)	06-Nov-23	07-Mar-24	102.03	15	06-Dec-25	0.36	101.66
Enviro Infra Engineers Pvt. Ltd. Delhi & Bhugan Infracon Pvt. Ltd. Ahmedabad -- Madhya Pradesh Jal Nigam	10-Aug-22	31-Aug-22	412.53	10	31-Dec-24	146.69	265.84
Enviro Infra Engineers Pvt. Ltd. Delhi & Bhugan Infracon Pvt. Ltd. Ahmedabad -- Madhya Pradesh Jal Nigam	10-Aug-22	31-Aug-22	301.55	10	31-Dec-24	186.26	115.28
Enviro Infra Engineers Pvt. Ltd. Delhi & Bhugan Infracon Pvt. Ltd. Ahmedabad -- Madhya Pradesh Jal Nigam	10-Aug-22	31-Aug-22	295.71	10	31-Dec-24	252.48	43.23
<b>Total</b>			<b>1,276.57</b>			<b>612.03</b>	<b>664.54</b>

Source: RHP

## Ongoing HAM Project of Subsidiary

(INR Cr)

Name of the subsidiary & Name of govt. entity	Date of Award	Commence-ment Date	Project Value (excl. O&M)	O&M Period (yrs)	Estimated Completion	Work done (INR Cr)	Order book (INR Cr)
EIEL Mathura Infra Engineers Pvt. Ltd -- UP Jal Nigam	27-Sep-23	-	194.70	15	-	-	194.70

Source: RHP

As of June 30, 2024, the company's Order Book includes 21 WWTPs and WSSPs worth INR1,906.28 Cr, with 15 handled individually, 1 via subsidiaries, and 5 through joint ventures.

The O&M Order Book comprises 40 projects valued at INR753.97 Cr, with terms ranging from 1 to 15 years, and 16 projects currently operational.

### Value of the projects awarded to the Company

(INR Cr)

Particulars	For 3 months ended June 30 <sup>th</sup> ,2024	As at March 31 <sup>st</sup> ,		
		FY2024	FY2023	FY2022
Number of Projects	-	11	9	4
Value of Projects (Excluding O&M) INR Cr	-	1,275.90	1,610.11	273.80

Source: RHP

### REVENUE BREAKUP – PROJECTS

(INR Cr)

Particulars	For 3 months ended		As at March 31 <sup>st</sup> ,					
	June 30 <sup>th</sup> ,2024		FY2024		FY2023		FY2022	
	Revenue (INR Cr)	%	Revenue (INR Cr)	%	Revenue (INR Cr)	%	Revenue (INR Cr)	%
<b>Projects</b>								
WWTPs	78.42	38.22%	202.96	27.84%	233.78	69.15%	204.81	91.63%
WSSPs	119.98	58.48%	496.70	68.15%	86.83	25.68%	-	0.00%
O&M	6.78	3.30%	29.26	4.01%	17.49	5.17%	18.72	8.37%
<b>Total Revenues from Operations</b>	<b>205.18</b>	<b>100.00%</b>	<b>728.92</b>	<b>100.00%</b>	<b>338.10</b>	<b>100.00%</b>	<b>223.53</b>	<b>100.00%</b>

Source: RHP; % = % of Revenue from Operations

### REVENUE BREAKUP - GEOGRAPHY WISE

(INR Cr)

Particulars	For 3 months ended June 30 <sup>th</sup> ,2024	As at March 31 <sup>st</sup> ,		
		FY2024	FY2023	FY2022
Chhattisgarh	0.22	19.61	13.91	59.08
Delhi	0.16	25.35	2.11	-
Gujarat	23.57	39.77	34.11	22.39
Haryana	3.43	13.86	45.06	45.43
Karnataka	-	-	0.11	-
Madhya Pradesh	119.98	501.24	86.83	-
Punjab	1.00	3.28	13.38	37.52
Rajasthan	38.64	20.99	16.03	41.49
Uttar Pradesh	11.23	89.26	126.57	17.60
Jharkhand	6.95	15.55	-	-
<b>Total Revenues from Operations</b>	<b>205.18</b>	<b>728.92</b>	<b>338.10</b>	<b>223.53</b>

Source: RHP

### REVENUE BREAKUP – CLIENT TYPE

(INR Cr)

Particulars	For 3 months ended June 30 <sup>th</sup> ,2024	As at March 31 <sup>st</sup> ,		
		FY2024	FY2023	FY2022
Government	205.15	728.92	338.10	222.68
Private	0.03	-	-	0.84
<b>Total Revenues from Operations</b>	<b>205.18</b>	<b>728.92</b>	<b>338.10</b>	<b>223.53</b>

Source: RHP

### REVENUE CONTRIBUTION FROM EPC, HAM AND O&M PROJECTS

(INR Cr)

Particulars	For 3 months ended June 30 <sup>th</sup> ,2024	As at March 31 <sup>st</sup> ,		
		FY2024	FY2023	FY2022
	Revenue (INR Cr)	Revenue (INR Cr)	Revenue (INR Cr)	Revenue (INR Cr)
EPC	198.40	628.41	216.09	204.81
HAM	-	71.24	104.52	-
O&M	6.7821	29.26	17.49	18.72
<b>Total Revenues from Operations</b>	<b>205.18</b>	<b>728.92</b>	<b>338.10</b>	<b>223.53</b>

Source: RHP

## COMPETITIVE STRENGTHS

### In-house Design, Engineering, and Execution Team

The company focuses on advanced design capabilities for complex projects, including process calculations, flow diagrams, and design codes. These capabilities ensure accurate bidding, timely delivery, and cost-effective, high-quality services. Its expertise spans STP technologies like UASB, ASP, and MBBR, as well as tailored CETP solutions to handle varied influent characteristics. An in-house team of 180 engineers delivers detailed architectural and structural designs aligned with client requirements.

### Expanding Presence in Existing Geographies

The company has strategically focused on bidding in states like Gujarat, Rajasthan, Punjab, Haryana, and Uttar Pradesh, where it initially secured projects. Over the last seven years, it has expanded its presence, winning additional projects. Currently, the company is executing projects in eight states, leveraging its experience to penetrate new areas within these regions where WWTP and WSSP projects are emerging.

### Diversified Order Book Across India

The company's expertise in executing WWTPs, CETPs, STPs, and WSSPs on EPC and HAM bases has resulted in an order book of 21 projects valued at INR1,906.28 Cr. Its established reputation enables a focus on projects with EPC/HAM and O&M components. Post-commissioning O&M contracts provide steady cash flows and contribute to the company's margins.

### Projects bring executed as on June30,2024

Nature of Project	Number of Projects	Execution Model
<b>WWTP:</b>		
CETP	1	EPC
STP	9	EPC
STP	1	HAM
SS	5	EPC
<b>WSSP</b>	5	EPC
<b>Total</b>	<b>21</b>	

Source: RHP

The company's experience in designing, engineering, construction, and O&M has enabled it to consistently win projects.

### In-house Execution and Timely Delivery

By successfully completing 28 WWTPs and WSSPs in the last seven years, including 22 projects with capacities of 10 MLD or more, the company has built a strong reputation. Its in-house design team, skilled manpower, and dedicated O&M capabilities ensure timely project delivery and sustained performance.

### Use of Advanced Technologies

The company adopts advanced technologies to deliver cost-effective and high-quality solutions. It uses SBR systems to meet stringent NGT norms and deploys HRAD technology for efficient BNR removal at low BOD levels. The treatment processes in most of its STPs and CETPs are ZLD compliant, enabling reuse of treated water for horticulture, washing, and industrial purposes. Additional technologies include ultra-filtration, disc filters, and UV treatment.

### Experienced Promoters and Leadership

Promoters Sanjay Jain and Manish Jain, with over two decades of industry experience, have driven the company's growth. Supported by a skilled senior management team with expertise in executing WWTP and WSSP projects, the leadership has been instrumental in expanding the company's business and maintaining operational excellence.

### Strong Financial Growth

The company has shown consistent financial growth, with revenue from operations increasing at a CAGR of 80.58% from INR223.53 Cr in FY 2022 to INR728.92 Cr in FY 2024. Profits grew at a CAGR of 78.87%, from INR34.55 Cr to INR110.54 Cr over the same period. As of June 30, 2024, the company maintains a healthy debt-equity ratio of 0.95.

## KEY BUSINESS STRATEGIES

### Increasing the size of projects and pre-qualification

The company aims to expand its project sizes, targeting 50-200 MLD for STPs and 20-50 MLD for CETPs. It plans to continue bidding for WWTPs and WSSPs on EPC and HAM basis, focusing on large-scale projects for better margins and economies of scale.

### Expansion of the geographical footprint

Having developed 28 WWTPs and WSSPs in 7 years, the company is expanding its operations in East and South India, with recent projects in Jharkhand and Karnataka. It has also bid for projects in Odisha, West Bengal, and Goa, selectively entering new geographies for quality service delivery.

### Plan to further bid for HAM projects

The company has been awarded two HAM projects under the Namami Gange Program in Uttar Pradesh, with a total value of INR473.73 Cr. It also received a new HAM project at Saharanpur (135 MLD), strengthening its ability to bid for larger projects requiring more funding and technical expertise.

### New initiatives towards “Waste to Energy”

The company is integrating solar power and CBG plants into its projects to promote renewable energy, energy efficiency, and sustainability. It has already installed solar plants in several locations and is bidding for STPs with solar power requirements. Seven projects in its current order book are focused on sustainable development.

### Capitalize on Government policy initiatives in WWTP and WSSP sectors

The company plans to capitalize on government schemes like ‘Har Ghar Jal’, Jal Jeevan Mission, AMRUT 2.0, and Namami Gange to develop WWTPs and WSSPs. It is currently executing 13 projects under these schemes, focusing on water supply, sewerage management, and river conservation.

## COMPETITION

Competition in the WWTPs and WSSPs business is influenced by factors such as project type, value, complexity, location, and revenue risks. While service quality, technical ability, experience, and safety records are important, price is often the key factor in winning tenders.

The company competes with players like VA Tech Wabag, Ion Exchange India Ltd., EMS Ltd., and Vishnu Prakash R Punglia Ltd. in bidding for these projects.

### Comparison of Financial Parameters Vs. Peers

Parameters	Enviro Infra Engineers Ltd				EMS Ltd				ION Exchange Ltd			
	June 30, 2024	FY24	FY23	FY22	June 30, 2024	FY24	FY23	FY22	June 30, 2024	FY24	FY23	FY22
Revenue from Ops (INR Cr)	205.18	728.92	338.10	223.53	206.28	793.31	538.16	477.24	567.57	2,347.85	1,989.61	1,576.87
EBITDA (INR Cr)	51.28	169.32	81.69	50.02	50.28	203.85	150.01	112.28	64.57	273.49	254.99	213.21
EBITDA Margin	24.99%	23.23%	24.16%	22.38%	24.37%	25.70%	27.87%	23.53%	11.38%	11.65%	12.82%	13.52%
PAT (INR Cr)	30.78	110.54	54.98	34.55	37.12	152.38	107.69	79.03	44.48	195.73	194.65	161.68
PAT Margin	15.00%	15.17%	16.26%	15.46%	17.99%	19.21%	20.01%	16.56%	7.84%	8.34%	9.78%	10.25%
Net Worth (INR Cr)	323.00	292.18	126.51	71.62	-	798.13	490.72	383.64	-	1,017.91	833.49	655.66
RoNW (%)	9.53%	37.83%	43.46%	48.24%	-	19.09%	21.94%	20.60%	-	19.23%	23.35%	24.66%
Debt /Eq. ratio	0.95	0.8	0.51	0.25	-	0.002	0.001	0.01	-	0.04	0.05	0.04
Order book (INR Cr)	1,906.28	2,125.59	1,496.69	169.86	-	-	1,389.08	863.62	-	-	3,430.00	2,674.00

Source: RHP

Parameters	Va Tech Wabag				Vishnu Prakash R Punglia			
	June 30, '24	FY24	FY23	FY22	June 30, '24	FY24	FY23	FY22
Revenue frm Ops. (INR Cr)	626.50	2,856.40	2,960.48	2,979.30	256.56	1,473.87	1,168.40	854.64
EBITDA (INR Cr)	81.30	376.80	354.00	237.00	33.59	209.90	156.50	87.61
EBITDA Margin	12.98%	13.19%	11.96%	7.95%	13.09%	14.24%	13.39%	10.25%
PAT (INR Cr)	55.50	245.60	35.85	129.35	14.77	122.22	91.32	45.93
PAT Margin	8.86%	8.60%	1.21%	4.34%	5.75%	8.29%	7.82%	5.37%
Net Worth (INR Cr)	-	1,818.65	1,574.89	1,539.12	-	721.06	314.51	165.60
RoNW (%)	-	13.50%	2.28%	8.40%	-	16.95%	29.03%	27.73%
Debt equity ratio	-	0.11	0.16	0.32	-	0.55	0.8	0.28
Order book (INR Cr)	-	114.48	7,354.10	5,793.10	-	471.70	348.45	381.27

Source: RHP

## COMPARISON WITH INDUSTRY PEERS (AS ON 31ST MARCH 2024)

Name of the Company	Total Income (INR Cr)	Face Value	P/E Ratio	EPS (INR)		RoNW	NAV (INR)
				Basic	Diluted		
Enviro Infra Engineers	738.00	10.00	18.20	8.13	8.13	37.83%	21.48
EMS Limited	809.07	10.00	25.92	29.38	29.38	19.09%	143.73
ION Exchange	2,391.73	1.00	38.68	16.53	16.53	19.23%	69.40
Va Tech Wabag	2,899.80	2.00	43.90	39.49	39.49	13.50%	292.43
Vishnu Prakash R Punglia	1,482.65	10.00	25.31	10.95	10.95	16.95%	57.85

Source: RHP; P/E figures of peers are based on closing market prices of equity shares on BSE on November 12, 2024, divided by the Basic EPS as at March 31, 2024.

Enviro PE based on upper price band

## Restated Consolidated Statement of Profit and Loss

(INR Cr)

Particulars	For 3 months ended Jun-24	As at March 31 <sup>st</sup>		
		2024	2023	2022
<b>Revenue from operations</b>	<b>205.18</b>	<b>728.92</b>	<b>338.10</b>	<b>223.53</b>
Other income	2.28	9.09	3.56	2.10
<b>Total income</b>	<b>207.46</b>	<b>738.00</b>	<b>341.66</b>	<b>225.62</b>
Manufacturing, Construction and Operating Expenses				
Cost of Materials Consumed	104.02	404.96	180.28	88.89
Stores, Spares & Tools Consumed & Hiring of Equipment & Machinery	1.58	5.71	3.55	3.13
Other Construction and Operating Expenses	29.42	102.25	43.10	63.91
<b>Total</b>	<b>135.01</b>	<b>512.92</b>	<b>226.93</b>	<b>155.93</b>
Employee Benefits Expense	10.22	33.89	21.81	14.48
Finance Costs	8.48	22.52	8.35	4.33
Depreciation and Amortization Expense	1.96	6.08	2.30	1.72
Sales, Administration and Other Expenses	8.66	12.79	7.67	3.09
<b>Total expenses</b>	<b>164.34</b>	<b>588.19</b>	<b>267.07</b>	<b>179.55</b>
<b>Restated Profit/(Loss) before Tax</b>	<b>43.12</b>	<b>149.81</b>	<b>74.59</b>	<b>46.07</b>
Total Tax Expense	13.15	41.24	19.25	11.52
<b>Restated PAT for the year/period</b>	<b>29.97</b>	<b>108.57</b>	<b>55.34</b>	<b>34.55</b>
Other Comprehensive Income/	0.03	0.04	-0.09	0.00
<b>Restated Total Comprehensive Income for the Year/ Period</b>	<b>30.00</b>	<b>108.61</b>	<b>55.25</b>	<b>34.55</b>
Restated EPS (Basic & Diluted)	205.18	728.92	338.10	223.53

Source: RHP

## Restated Consolidated Statement of Assets and Liabilities

(INR Cr)

Particulars	For 3 months ended Jun-24	As at March 31 <sup>st</sup>		
		2024	2023	2022
<b>ASSETS</b>				
<b>Non-Current Assets</b>				
Property, Plant and Equipment	51.22	46.91	18.31	10.17
Capital work-in-progress	0.23	1.38	0.26	-
Intangible Assets	-	-	0.03	0.03
Loans and Advances	0.03	0.05	0.03	0.02
Other Financial Assets	151.46	149.81	95.49	23.03
Deferred Tax Assets (Net)	2.15	1.97	1.10	0.76
<b>Total Non-Current Assets</b>	<b>205.08</b>	<b>200.12</b>	<b>115.22</b>	<b>34.01</b>
<b>Current Assets</b>				
Inventories	20.28	35.27	9.82	8.37
Trade Receivables	112.27	104.11	56.52	39.45
Cash and Cash Equivalents	0.22	0.87	2.38	0.24
Bank balances other than above	120.46	147.65	89.89	24.67
Loans and Advances	0.06	0.07	0.05	0.03
Other Financial Assets	315.26	234.22	54.72	33.61
Other Current Assets	37.71	37.42	17.67	7.22
Current Tax Asset (Net)	1.54	1.44	1.31	0.68
<b>Total Current Assets</b>	<b>607.79</b>	<b>561.07</b>	<b>232.36</b>	<b>114.26</b>
<b>TOTAL ASSETS</b>	<b>812.87</b>	<b>761.19</b>	<b>347.58</b>	<b>148.27</b>
<b>EQUITY AND LIABILITIES</b>				
Equity share capital	136.85	136.85	25.62	2.44
Other equity	186.15	155.33	100.89	69.18
Total equity attributable to owners of the Company	323.00	292.18	126.51	71.62
Non-controlling interests	-2.37	-1.59	0.37	0.01
<b>Total equity</b>	<b>320.62</b>	<b>290.59</b>	<b>126.89</b>	<b>71.63</b>
<b>Liabilities</b>				
<b>Non- Current Liabilities</b>				
Borrowings	106.74	90.10	43.81	1.80
Other Financial Liabilities	31.03	14.54	9.83	5.86
Other Non-Current Liabilities	-	-	5.94	-
Provisions	1.04	0.98	0.88	0.64
<b>Total Non-Current Liabilities</b>	<b>138.81</b>	<b>105.61</b>	<b>60.46</b>	<b>8.30</b>
<b>Current Liabilities</b>				
Borrowings	198.85	143.50	20.73	16.31
Trade Payables	75.83	163.05	97.52	35.37
Other Financial Liabilities	40.96	28.20	9.07	6.69
Other Current Liabilities	6.94	9.99	30.04	2.83
Provisions	0.29	0.26	0.16	0.08
Current Tax Liabilities (Net)	30.57	19.98	2.71	7.06
<b>Total Current Liabilities</b>	<b>353.44</b>	<b>364.99</b>	<b>160.24</b>	<b>68.34</b>
<b>TOTAL EQUITY AND LIABILITIES</b>	<b>812.87</b>	<b>761.19</b>	<b>347.58</b>	<b>148.27</b>

Source: RHP

## Restated Statement of Cash Flows

(INR Cr)

Particulars	For 3 months ended Jun-24	As at March 31 <sup>st</sup>		
		2024	2023	2022
<b>Restated Profit/(Loss) before tax</b>	43.12	146.99	74.59	46.07
Adjustments Related to Non-Cash & Non-Operating Items	8.78	23.58	7.35	4.78
<b>Operating Profits before Working Capital Changes</b>	<b>51.89</b>	<b>170.57</b>	<b>81.94</b>	<b>50.84</b>
Adjustments for Changes in Working Capital	(152.64)	(215.59)	42.72	(3.73)
<b>Net cash generated from operations before tax</b>	<b>(100.74)</b>	<b>(45.02)</b>	<b>124.66</b>	<b>47.12</b>
Income tax paid – (net)	(2.67)	(23.98)	(23.57)	(5.52)
Net cash generated from operating activities (a)	(103.41)	(69.00)	101.09	41.60
Net cash used in investing activities (b)	22.73	(139.34)	(141.00)	(26.05)
Net cash used in financing activities (c)	80.04	206.84	42.05	(15.69)
Net (decrease) / increase in cash & cash equivalents during the period (a+b+c)	(0.64)	(1.51)	2.14	(0.14)
Cash and Cash Equivalents at Beginning of the Year	0.87	2.38	0.24	0.38
Cash and Cash Equivalents at End of the Year	0.22	0.87	2.38	0.24

Source: RHP

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