

## Antony Waste Handling Cell Limited

CIN: L90001MH2001PLC130485



Ref.: AW/SEC/NSE/2022-23/100

Date: February 09, 2023

To,  
Listing Department  
National Stock Exchange of India Limited  
Exchange Plaza, 5<sup>th</sup> Floor,  
Plot No.C-1, Block G, Bandra-Kurla Complex,  
Bandra (E), Mumbai 400 051

**Symbol: AWHCL**

Dear Madam/Sir,

Sub. : Investor Presentation – February 2023

Ref. : Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015 ("SEBI Listing Regulations")

With reference to the captioned subject and in continuation to our letter having reference no. AW/SEC/NSE/2022-23/97 dated February 08, 2023, please find enclosed Investor Presentation with regard to the announcement of the Un-audited Financial Results (Standalone and Consolidated) of the Company for the quarter and nine months ended December 31, 2022.

The said presentation is available on the website of the Company i.e. [www.antony-waste.com](http://www.antony-waste.com).

This is for your information and record please.

Thanking You,

Yours faithfully,  
For and on behalf of  
ANTONY WASTE HANDLING CELL LIMITED

HARSHADA RANE  
COMPANY SECRETARY & COMPLIANCE OFFICER  
A34268

Encl: a/a



**Antony Waste Handling Cell Limited**  
Investor Presentation – February 2023

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# Leading Player in the Indian MSW Management Industry

Market  
Leadership



Operational  
Excellence



Strong Financial  
Performance



**2<sup>nd</sup>**  
Largest Domestic Player



**>2 decades**  
operational excellence



**28+**  
Completed & On-going  
projects

**Operates Largest**  
Single location waste processing  
plant in Asia

**Processing ~60%**  
of waste generated in Mumbai

**13.13 mmt <sup>(2)</sup>**  
Since inception of the projects till  
December 2022

**2,091**  
Vehicle fleet<sup>(1)</sup>

**9 States**  
(Projects executed till date)

**+23**  
Municipal Corps &  
conglomerate worked with  
since inception

**9,384**  
Full-time employees<sup>(1)</sup>

| CAGR<br>(FY19-22) | FY22                             |
|-------------------|----------------------------------|
|                   | <u>Revenue</u>                   |
| <b>31%</b>        | <b>Rs. 667 cr.</b>               |
|                   | <u>Adj. EBITDA*</u>              |
| <b>25%</b>        | <b>Rs. 173 cr.</b>               |
|                   | <u>Net Profit</u>                |
| <b>43%</b>        | <b>Rs. 90 cr.</b>                |
|                   | <u>Cash flow from operations</u> |
| <b>41%</b>        | <b>Rs. 127 cr.</b>               |

\* Provisions of ~Rs. 6.8 crore in FY22 towards  
delay in reconciliation

(1) As on 31<sup>st</sup> December 2022

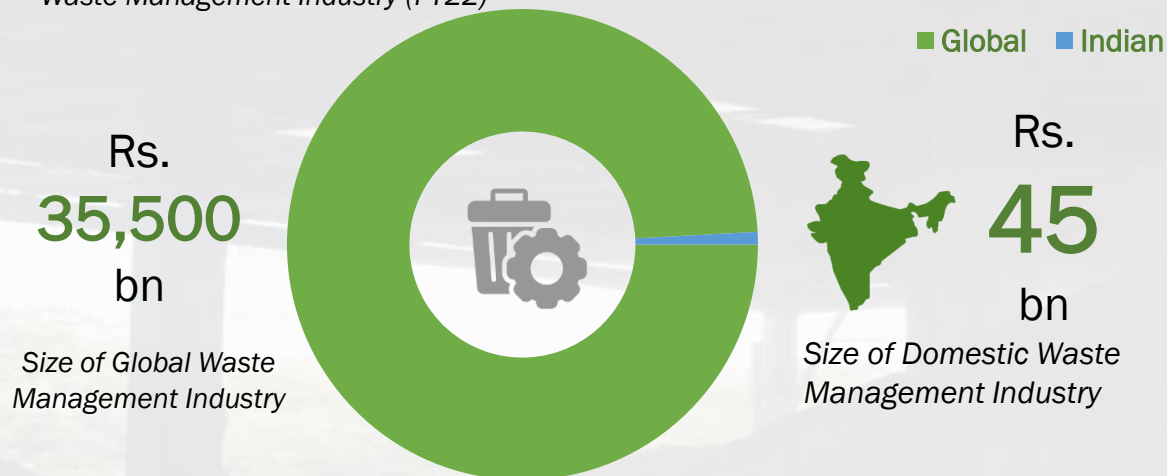
(2) Waste processed at Kanjurmarg and Pimpri Chinchwad

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

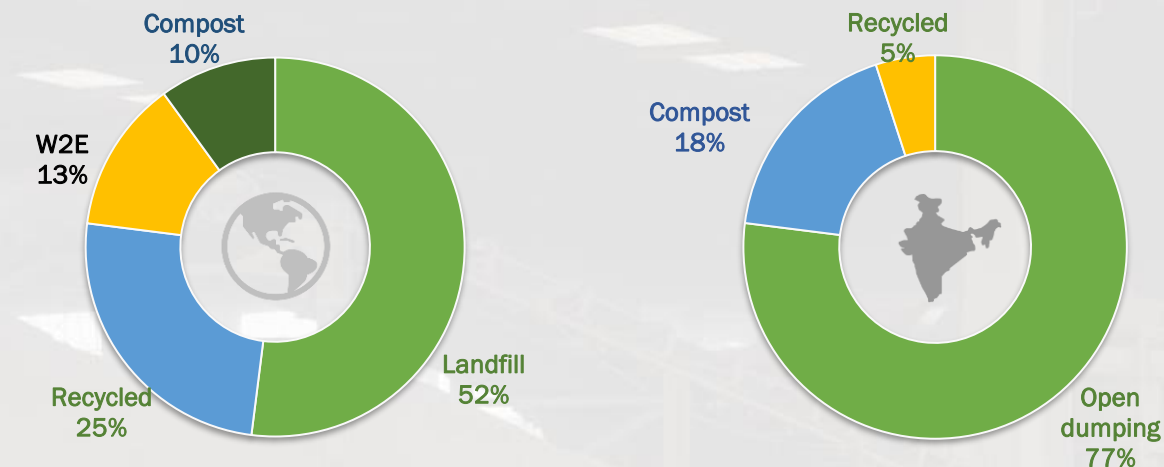


## India's Waste Management Industry has enormous growth potential

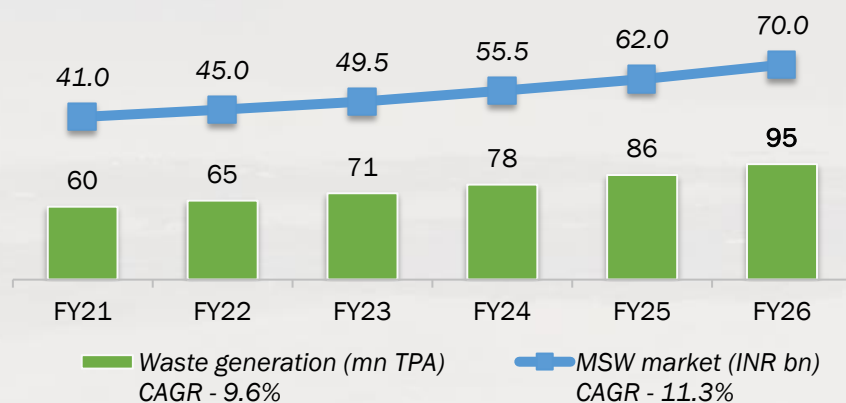
Waste Management Industry (FY22)



## On average India practices higher open dumping vs global average

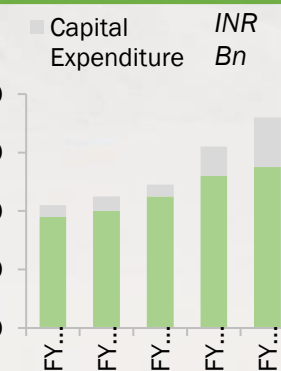
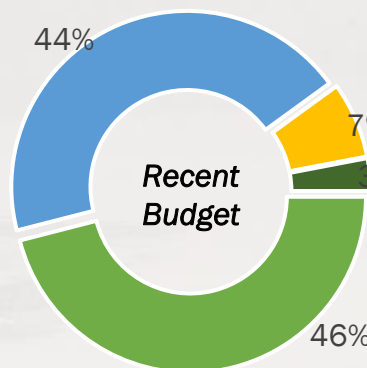
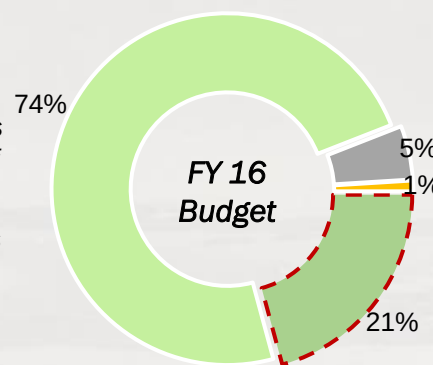


## MSWM is expected to double in India in the next 5 yrs



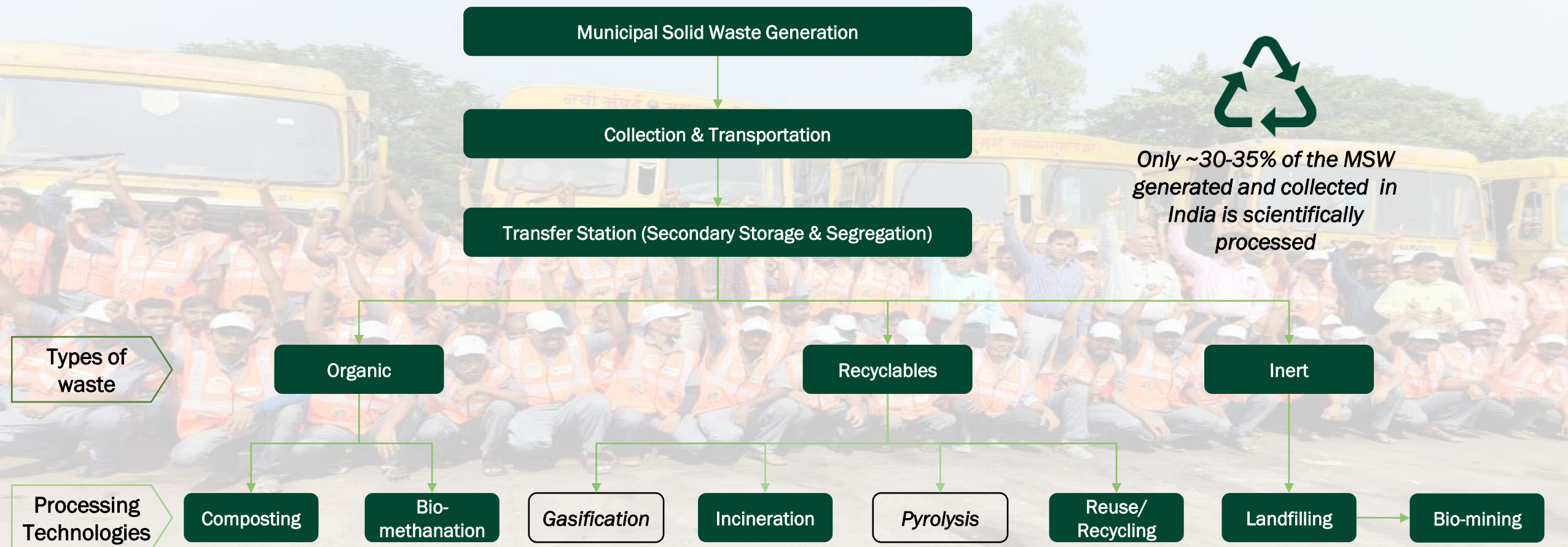
## Strong government growth impetus towards the Solid Waste Management Sector

- Solid Waste Management
- Individual latrines & Construction of Toilets
- Public Awareness
- Capacity Building & Admn



With growing Budgetary Expenditure trends

Source: Budget Estimates MCGM 2020-21



Antony's presence in the activity

# Key Milestones

- **Inception of the Company**
- Awarded MSW C&T project in Greater Noida
- Awarded C&T project by GNIDA
- Entered a new city (Delhi) - Contract awarded by MCD
- Awarded C&T project by NMMC
- **Raised private equity funding**

- Awarded C&T project by TMC
- Awarded Power sweeping project for NMMC
- Awarded mechanized sweeping project for GNIDA
- **Received 2<sup>nd</sup> runner up at CII, JCB Clean Earth Award for excellence in SWM**

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

- Awarded 2 C&T projects by Nashik City Municipal Corporation
- Awarded a new Power Sweeping contract by Nagpur Municipal Corporation
- Awarded 7 years Mechanical Street Sweeping of Major Roads above 18 Meters in PCMC area

2001  
-  
2008

2008  
-  
2010

2010  
-  
2014

2014  
-  
2018

2018  
-  
2020

2020  
-  
2021

2022

2023

- Wins Kanjurmarg landfill project
- **Partnership with Brazil based LARA**
- Incorporation of ALESPL to expand the integrated MSW facility at Kanjurmarg

- Awarded a new C&T project for NMMC
- Awarded mechanized sweeping project for GNIDA
- Began operations at Kanjurmarg
- Entered the WTE segment by entering into concession agreement with PCMC

- Awarded a new C&T project by Jhansi Smart City Limited
- **Awarded a new Bio-mining contract by GNIDA**
- Awarded new C&T project from City - Sadar Paharganj Zone of NDMC
- **Listed on NSE and BSE**

- Awarded Collection, Transportation, Processing, and Disposal of Construction & Demolition (C&D) Waste in Mumbai City

# Our Core Competencies



Strong track record of  
*project execution*



*Experienced management team*  
with strong domain expertise



*A leading service provider in Municipal  
Solid Waste management sector* with  
end-to-end capabilities



*Diversified business model*



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



# End-to-end waste management capabilities...



*Involves door to door collection of MSW from households, commercial establishments etc.*

1

Door to door collection

Transportation

2

*Strong C&T capabilities with a large fleet of vehicles. Waste is transported to the processing facility, transfer station or a landfill*



*Segregation involves separation of organic waste from recyclables and inert material*

3

Segregation

Construction & Management of Landfills

4

*Manages largest bio-reactor landfill. Handles ~5,800 TPD waste at Kanjurmarg facility through MRF, bio-reactor landfill & sanitary landfill operations*



*Recyclables are segregated and sold to downward recyclers for further processing*

5

Recycling

Composting

6

*Organic material is processed to produce compost*



*RDF/methane from landfill is used to generate power*

7

Waste to Energy

# ...with diversified revenue streams...

## 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 14 on-going contracts
- Average on-going contract duration is 7.7 years

## MSW Processing

**23%**  
Revenue  
Contribution

- Involve sorting & segregating waste received from MSW C&T
- Followed by composting, recycling, shredding & compressing into RDF
- Revenue calculation based on Per hectare/ Km/ hour
- Escalation based on flat rate/ inflation
- Currently 3 on-going contracts
- Average on-going contract duration is 23 years

## Contract & Others

**15%**  
Revenue  
Contribution

- Integrated mechanical & manual sweeping of streets, sale of goods, Revenue from sale of scrap
- Contract revenue arising from IND-AS treatment for capex incurred at DBOOT projects
- Revenue calculation based on Per hectare/ Km/ hour
- Escalation based on flat rate/ inflation
- 2 DBOOT projects & 4 Mechanical Sweeping projects

**Limited project &  
counter-party credit risk**

### User Fees

Reducing collections risk through user fee collection from waste generators in NOIDA and Varanasi

### Client Selection

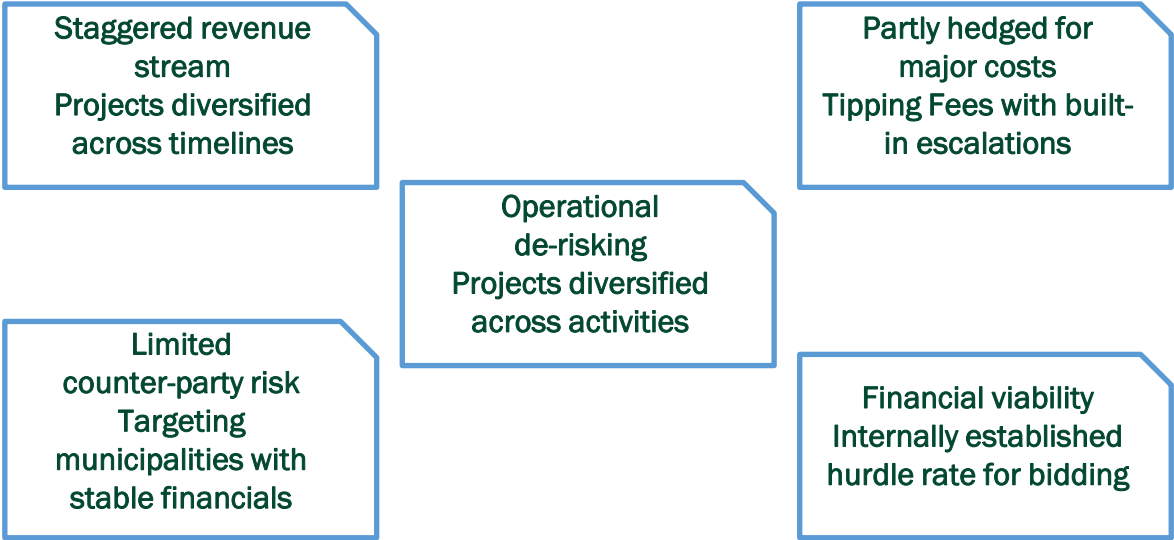
Focus on municipal corporations with strong financials/ credit ratings

### Detailed viability analysis of the project

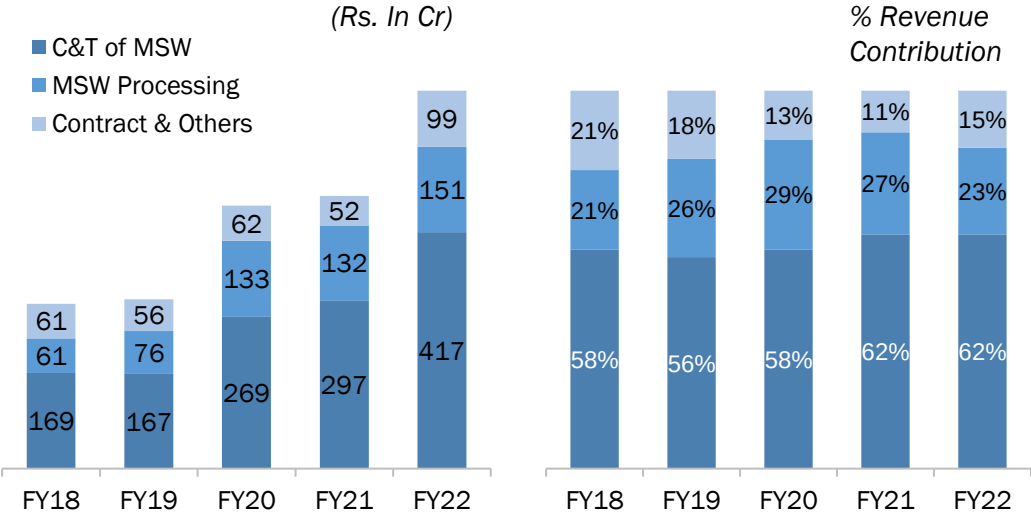
- Focus on contracts with pass-through escalations for major costs
- Rational bidding after background research

# ...and a De-Risked business model.

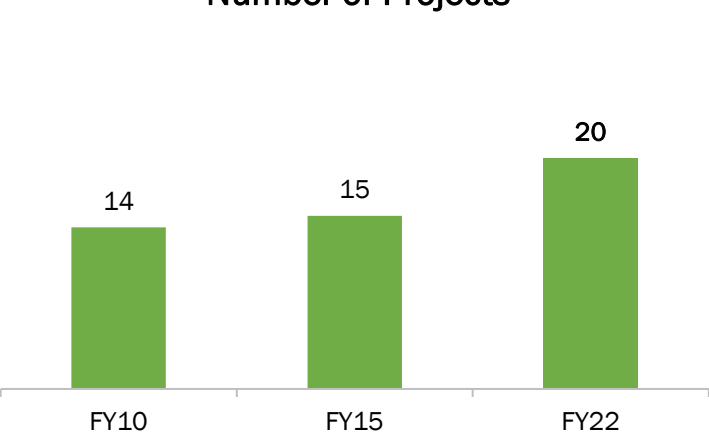
## Factors de-risking the business model



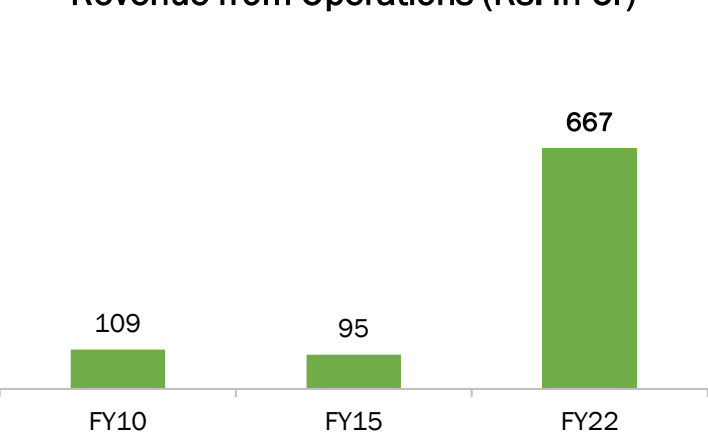
## Revenue from operations



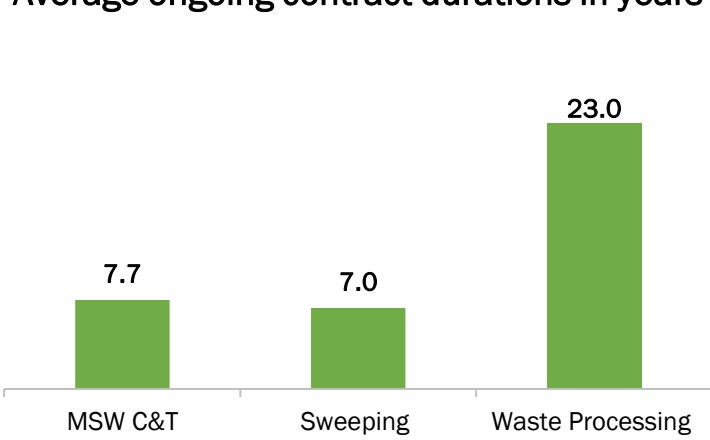
## Number of Projects



## Revenue from Operations (Rs. In Cr)

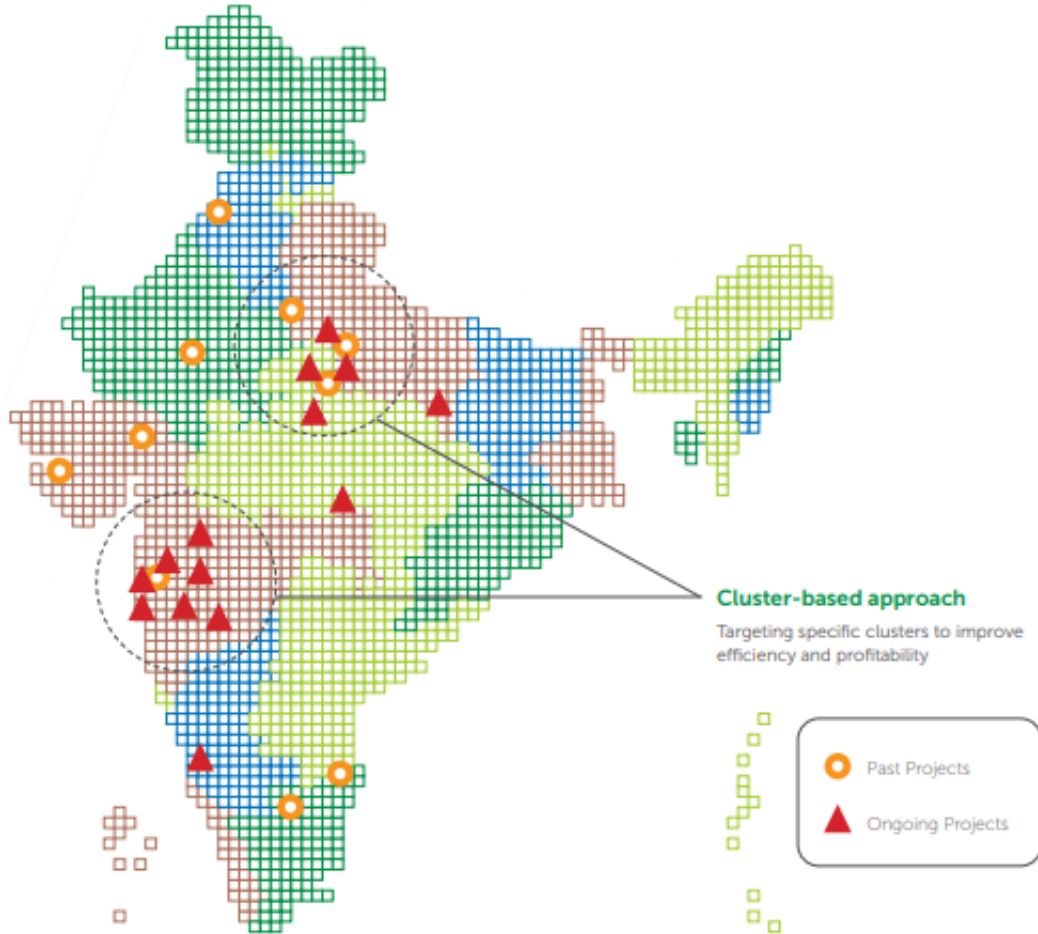


## Average ongoing contract durations in years



# Experience in Project Execution Across the Country

## Pan India Footprint of



| Particulars                                                                | Type of Services |                     |                |                           |
|----------------------------------------------------------------------------|------------------|---------------------|----------------|---------------------------|
|                                                                            | MSW C&T          | Mechanized Sweeping | MSW Processing | Construction & Demolition |
| Thane Municipal Corporation                                                | ✓                |                     |                |                           |
| Navi Mumbai Municipal Corporation                                          | ✓                | ✓                   |                |                           |
| Mangaluru Municipal Corporation – North and South Zone                     | ✓                |                     |                |                           |
| Greater Noida Industrial Development Authority – Zone 1                    | ✓                |                     |                |                           |
| Jaypee International Sports (JIS)                                          | ✓                |                     |                |                           |
| Municipal Corporation of Greater Mumbai – Borivali & Dahisar               | ✓                |                     |                |                           |
| Municipal Corporation of Greater Mumbai – Slice B                          |                  |                     |                | ✓                         |
| Pimpri-Chinchwad Municipal Corporation – South Zone                        | ✓                | ✓                   |                |                           |
| Nagpur Municipal Corporation – Zone 1 to Zone 5                            | ✓                | ✓                   |                |                           |
| New Okhla Industrial Development Authority                                 | ✓                |                     |                |                           |
| Greater Noida Industrial Development Authority – Part I and Part III       |                  | ✓                   |                |                           |
| Municipal Corporation of Greater Mumbai - Kanjur Project                   |                  |                     | ✓              |                           |
| Pimpri-Chinchwad Municipal Corporation - Waste to Energy Project           |                  |                     | ✓              |                           |
| Varanasi Municipal Corporation                                             | ✓                | ✓                   |                |                           |
| Jhansi Smart City Limited                                                  | ✓                |                     |                |                           |
| Greater Noida Industrial Development Authority (GNIDA) – Biomining project |                  |                     | ✓              |                           |
| North Delhi Municipal Corporation - Sadar Paharganj Zone                   | ✓                |                     |                |                           |
| Nashik Municipal Corporation – Satpur and Panchvati                        | ✓                |                     |                |                           |

25

Ongoing projects

9

States (Projects executed till date)



# All India Ranking as per Swachh Bharat Survey – 2022

Ranking

3<sup>rd</sup>

Navi Mumbai

Population

>10 Lakhs

5<sup>th</sup>

NOIDA

<10 Lakhs

13<sup>th</sup>

Thane

>10 Lakhs

19<sup>th</sup>

Pimpri Chinchwad

>10 Lakhs

21<sup>st</sup>

Varanasi

>10 Lakhs

Leading Player in Indian Municipal Solid Waste Management Industry

Azadi@75  
**SWACHH  
SURVEKSHAN**  
#Mera Shahar, Meri Pehchan 2Q22

Ranking

27<sup>th</sup>

Nagpur

Population

>10 Lakhs

31<sup>st</sup>

MCGM

>10 Lakhs

37<sup>th</sup>

North Delhi MC

>10 Lakhs

57<sup>th</sup>

Jhansi

<10 Lakhs

# One of the largest single location plant\* in Asia

2010-2036

Project Tenure

~14 Years  
Balance Tenure

~5,900 Tonnes

Currently handling waste per day

11.83 mmt

Since project inception till December 2022

Rs. 3/unit

Plans to sell surplus electricity to BMC in future

~60%

Of waste generated in Mumbai is handled at Kanjurmarg site

- TPD of MSW: Capable of handling

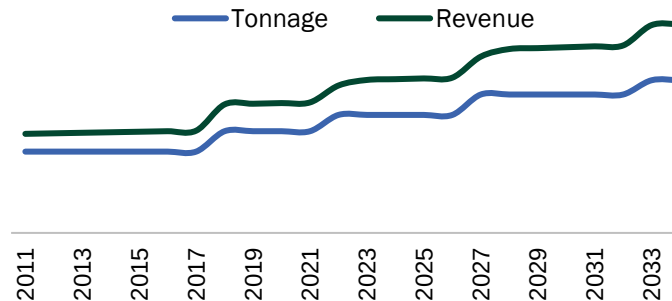
~7,500 TPD

- It is one of the largest facility producing refuse-derived fuel (RDF) with a gross calorific value of over **4,000 cal/g\***.
- Record sales of RDF stood at **15,337 tons** in Q3FY23.
- Production capacity reflected in compost sale de-grew by 18% to **1,716 mt** in Q3FY23 on y-o-y basis



बृहन्मुंबई  
महानगरपालिका  
Municipal Corporation  
of Greater Mumbai

Customer



Project scope

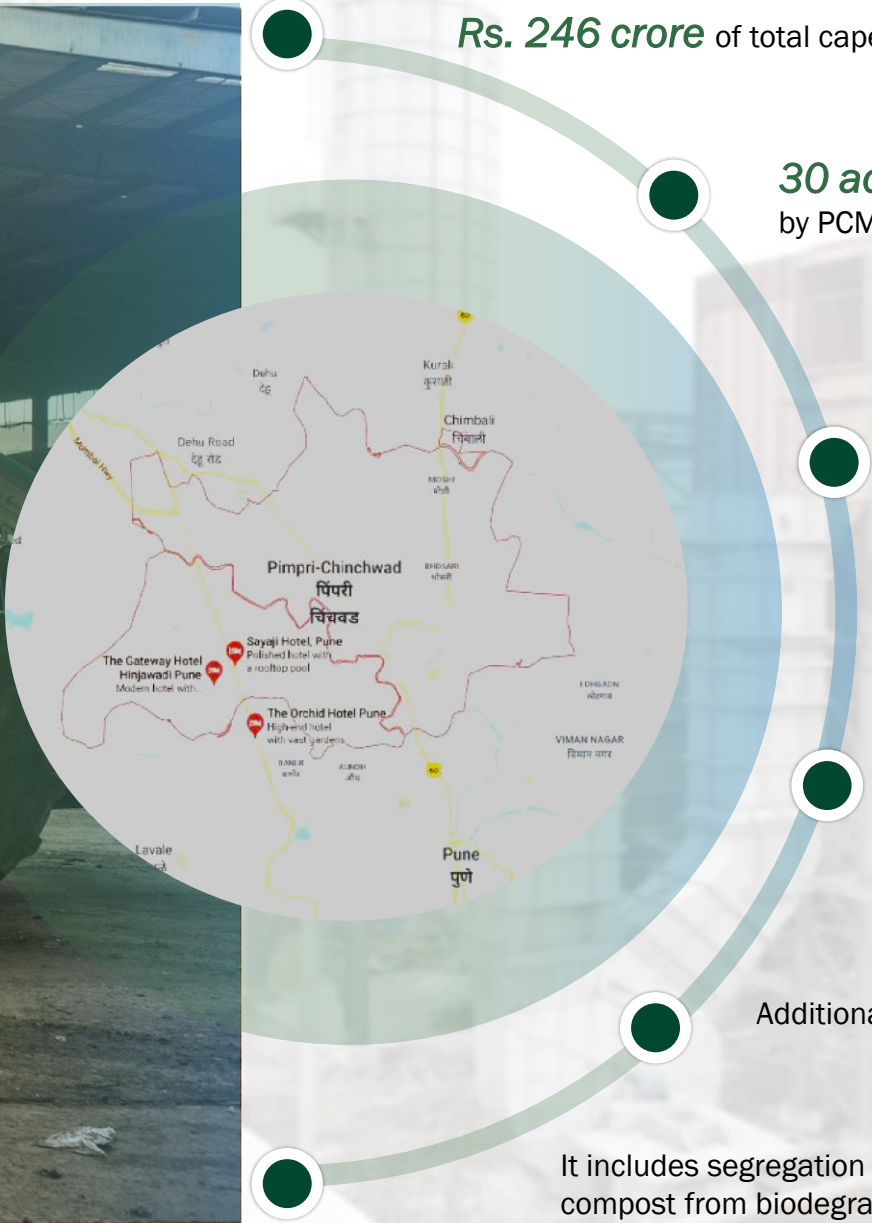
- Design, Construction, operation & maintenance of integrated waste management facilities on DBOOT basis

Capacity

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

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

# Waste to Energy - Pimpri Chinchwad Municipal Corporation



Rs. 246 crore of total capex

30 acres of land will be provided by PCMC

~800 tons of Municipal Solid Waste to be processed every day

11.5 MW @ Rs. 5 / unit Net Energy generation for sale to PCMC

Additional Tipping Fees for processing waste

It includes segregation & processing of municipal waste thereby producing compost from biodegradable waste & generating power

2019-2042

Project Tenure

~21 Years

Balance Tenure (post COD)



PIMPRI CHINCHWAD MUNICIPAL CORPORATION

Customer

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

Joint Venture Between



# Access to Technology Backed Vehicles & Equipment

## Collection and Transportation Technological Intervention



Small Tipper –  
**1,372**  
Electric Vehicle –  
**94**



Compactor -  
**390**



Dumper Placer -  
**46**



Power Sweeping  
Machine - **10**



Big Tipper -  
**66**



Drain Stilt  
Machine & Others  
- **66**



Hook Loader -  
**47**

*1,729 out of 2,091 vehicles fitted with **GPS tracking devices***



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



Vehicles & Equipments procured from *leading international suppliers* including the likes of *Compost Systems GMBH*

## Key equipment vendors

**BUCHER**

**HYVA**

**K'ARCHER**

**CATERPILLAR**



**MOBA**  
MOBILE AUTOMATION

## 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

## Promoter Directors



**Chairman & Managing Director**

### Jose Jacob Kallarakal

- Over 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



**Executive Director**

### Shiju Jacob Kallarakal

- Over 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



**Non-Executive Director**

### Shiju Antony Kallarakkal

- Over 20 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



**Independent Director**

### 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**

### 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**

### 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



## Social

### Environmental



3882 ton of CO2 equivalent avoided during 9MFY23.



One site using byproducts to generate renewable energy (fulfilling >80% of energy requirement in operations). Target is to operationalize the second WTE site by FY 24.



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



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



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



Target to achieve LTIFR rate of <0.30 by FY 24. Conduct employee trainings regularly on construction dangers, waste management, machine/ fire safety, emergency material handling, and heavy vehicle safety.



100% Coverage of POSH policy across all the sites. We have implemented Anti-sexual Harassment Policy for all employees.



We have "Responsible & Ethical Suppliers Code of Conduct" that require our suppliers, vendors & subcontractors to comply with.



We have CSR Policy as per Schedule VII of the Company Act, 2013. The main focus being Health, Education, and Environment.



Best practices in community grievance redressal are followed at sites.



Gender diversity of 3.4% for staff and 5.4% in Swacchata Warriors

### 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, all 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.

Capitalize on growth opportunities in MSW management sector

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 on-going projects in MMR
- 6 on-going 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

## 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 |



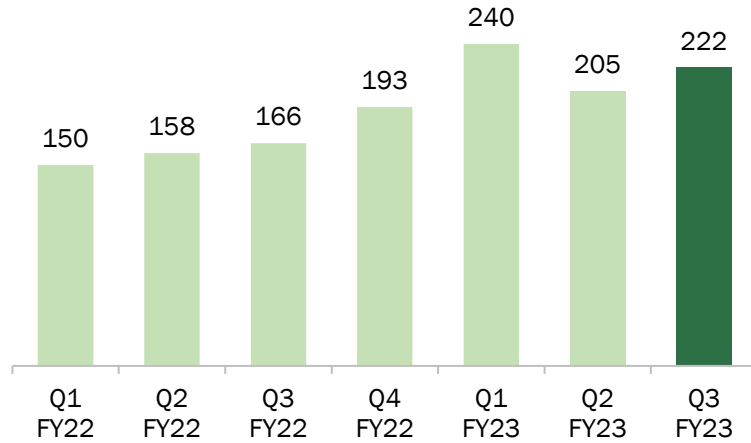
## Financial Highlights

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# Quarterly Highlights

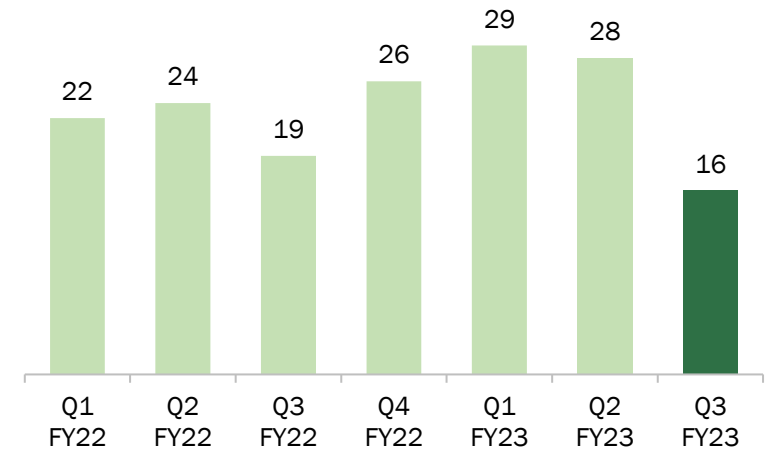
### Total Revenue (Rs. in Cr)



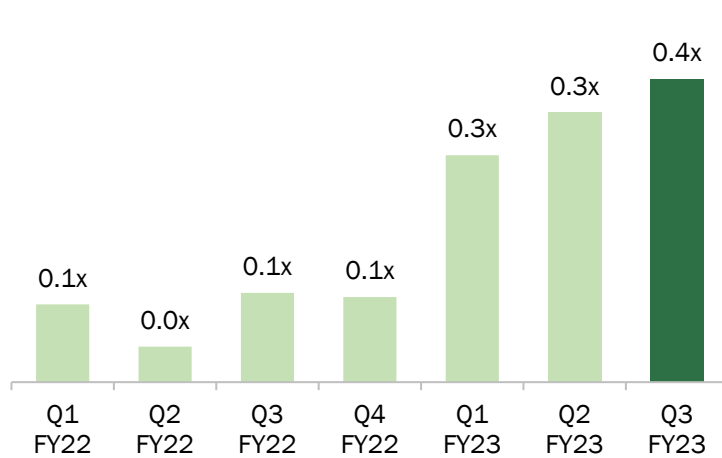
### EBITDA (Rs. in Cr)



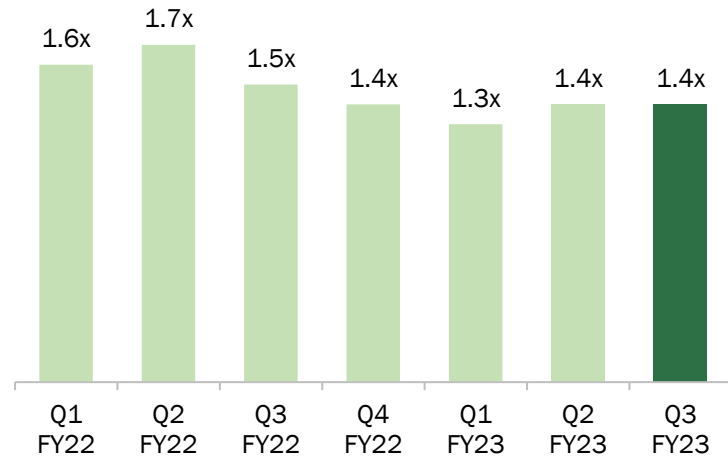
### Adjusted PAT (Rs. in Cr)



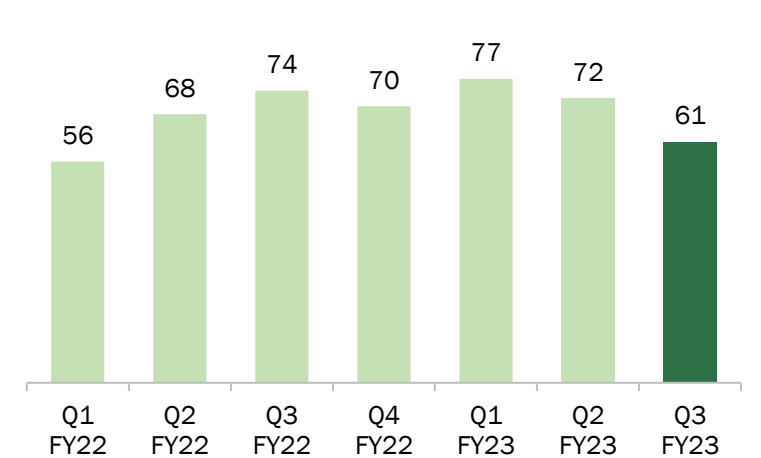
### Net Debt/Equity (x)



### Current Ratio(x)



### Debtor Days



\* Includes provisions of Rs. 14.2 crores in Q3 & 9M FY23 and Rs. 6.8 crores Q3 & 9M FY22

# Consolidated Profit & Loss Statement

| Profit and Loss (in Rs. Cr)     | Q3FY23       | Q3FY22       | Y-o-Y       | Q2FY23       | Q-o-Q       | 9MFY23       | 9MFY22       | Y-o-Y      |
|---------------------------------|--------------|--------------|-------------|--------------|-------------|--------------|--------------|------------|
| Revenue from MSW C&T            | 113.9        | 109.0        | 5%          | 115.6        | -1%         | 344.5        | 308.8        | 12%        |
| Revenue from MSW Processing     | 43.8         | 39.3         | 11%         | 44.8         | -2%         | 129.7        | 112.9        | 15%        |
| <b>Total operating Revenue</b>  | <b>157.7</b> | <b>148.3</b> | <b>6%</b>   | <b>160.4</b> | <b>-2%</b>  | <b>474.3</b> | <b>421.7</b> | <b>12%</b> |
| Contract & Others               | 64.6         | 17.5         |             | 44.1         |             | 192.3        | 52.3         |            |
| <b>Total Revenue</b>            | <b>222.3</b> | <b>165.8</b> | <b>34%</b>  | <b>204.6</b> | <b>9%</b>   | <b>666.5</b> | <b>474.0</b> | <b>41%</b> |
| Raw Material                    | 0.1          | 0.2          |             | 0.2          |             | 0.6          | 0.7          |            |
| Employee Cost                   | 55.2         | 52.7         |             | 54.8         |             | 159.9        | 146.6        |            |
| Project Expenses                | 45.6         | 5.8          |             | 27.2         |             | 137.5        | 18.2         |            |
| Other Expenses                  | 87.2*        | 70.9*        |             | 76.6         |             | 240.0*       | 188.0*       |            |
| <b>EBITDA</b>                   | <b>34.3</b>  | <b>36.2</b>  | <b>-5%</b>  | <b>45.8</b>  | <b>-25%</b> | <b>128.6</b> | <b>120.4</b> | <b>7%</b>  |
| <b>EBITDA Margin</b>            | <b>15.4%</b> | <b>21.9%</b> |             | <b>22.4%</b> |             | <b>19.3%</b> | <b>25.4%</b> |            |
| <b>Core EBITDA**</b>            | <b>29.9</b>  | <b>35.7</b>  |             | <b>43.2</b>  |             | <b>115.5</b> | <b>118.6</b> |            |
| <b>Core EBITDA Margin</b>       | <b>17.4%</b> | <b>22.4%</b> |             | <b>24.7%</b> |             | <b>22.4%</b> | <b>26.1%</b> |            |
| Depreciation                    | 9.6          | 8.7          |             | 8.4          |             | 26.3         | 24.8         |            |
| <b>EBIT</b>                     | <b>24.6</b>  | <b>27.6</b>  | <b>-11%</b> | <b>37.4</b>  | <b>-34%</b> | <b>102.3</b> | <b>95.6</b>  | <b>7%</b>  |
| <b>EBIT Margin</b>              | <b>11.1%</b> | <b>16.6%</b> |             | <b>18.3%</b> |             | <b>15.3%</b> | <b>20.2%</b> |            |
| Finance Cost                    | 6.0          | 4.9          |             | 6.4          |             | 17.9         | 16.5         |            |
| <b>Profit before Tax</b>        | <b>18.6</b>  | <b>22.7</b>  | <b>-18%</b> | <b>31.0</b>  | <b>-40%</b> | <b>84.4</b>  | <b>79.1</b>  | <b>7%</b>  |
| <b>Profit before Tax Margin</b> | <b>8.4%</b>  | <b>13.7%</b> |             | <b>15.2%</b> |             | <b>12.7%</b> | <b>16.7%</b> |            |
| Tax                             | 2.7          | 3.7          |             | 3.5          |             | 12.2         | 14.1         |            |
| <b>PAT</b>                      | <b>16.0</b>  | <b>19.0</b>  | <b>-16%</b> | <b>27.5</b>  | <b>-42%</b> | <b>72.2</b>  | <b>65.0</b>  | <b>11%</b> |
| <b>PAT Margin %</b>             | <b>7.2%</b>  | <b>11.5%</b> |             | <b>13.5%</b> |             | <b>10.8%</b> | <b>13.7%</b> |            |

\* Includes provisions of Rs. 14.2 crores in Q3 & 9M FY23 and Rs. 6.8 crores Q3 & 9M FY22

\*\* Core EBITDA (excluding PCMC and Kanjurmarg contract Revenue and Expense as per IND AS)

# Consolidated Balance Sheet Statement

| Assets (Rs. in Cr)                  | 30-Sep-22      | 31-Mar-22    |
|-------------------------------------|----------------|--------------|
| <b>Non - Current Assets</b>         | <b>780.2</b>   | <b>618.5</b> |
| Property Plant & Equipment          | 147.6          | 114.4        |
| CWIP                                | 50.5           | 8.9          |
| Right-of-Use Assets                 | 2.1            | 2.3          |
| Other Intangible Assets             | 121.0          | 121.3        |
| Intangible assets under development | 143.8          | 51.8         |
| Financial Assets                    |                |              |
| (i) Trade Receivables               | 42.6           | 38.0         |
| (ii) Other Financial Assets         | 195.6          | 193.9        |
| Deferred Tax Assets                 | 38.9           | 33.5         |
| Income Tax Assets                   | 9.0            | 8.7          |
| Other Non Current Assets            | 29.1           | 45.7         |
| <b>Current Assets</b>               | <b>390.7</b>   | <b>346.3</b> |
| Inventories                         | 0.0            | 0.1          |
| Financial Assets                    |                |              |
| (i) Trade Receivables               | 158.2          | 127.7        |
| (ii) Cash                           | 64.5           | 70.6         |
| (iii) Bank                          | 24.1           | 22.2         |
| (iv) Other financial assets         | 121.7          | 111.1        |
| Other Current Assets                | 18.6           | 11.1         |
| Asset classified as held for sale   | 3.5            | 3.5          |
| <b>Total Assets</b>                 | <b>1,170.9</b> | <b>964.8</b> |

| Equity & Liabilities (Rs. in Cr)      | 30-Sep-22      | 31-Mar-22    |
|---------------------------------------|----------------|--------------|
| <b>Total Equity</b>                   | <b>588.0</b>   | <b>532.7</b> |
| Share Capital                         | 14.1           | 14.1         |
| Reserves & Surplus                    | 449.6          | 402.6        |
| Non Controlling Interest              | 124.2          | 115.9        |
|                                       |                |              |
| <b>Non-Current Liabilities</b>        | <b>307.8</b>   | <b>194.8</b> |
| Financial Liabilities                 |                |              |
| (i) Borrowings                        | 207.7          | 102.4        |
| (ii) Lease Liabilities                | 3.2            | 3.2          |
| Provisions                            | 75.8           | 68.2         |
| Deferred Tax Liabilities              | 21.0           | 21.1         |
| <b>Current Liabilities</b>            | <b>275.1</b>   | <b>237.3</b> |
| Financial Liabilities                 |                |              |
| (i) Borrowings                        | 81.3           | 67.9         |
| (ii) Lease Liabilities                | 1.1            | 1.1          |
| (ii) Trade Payables                   | 87.8           | 87.1         |
| (iv) Other Financial Liabilities      | 69.5           | 45.8         |
| Other Current Liabilities             | 12.3           | 10.3         |
| Income Tax Liabilities                | 14.1           | 13.5         |
| Provisions                            | 9.1            | 11.5         |
| <b>Total Equity &amp; Liabilities</b> | <b>1,170.9</b> | <b>964.8</b> |

# Consolidated Cash Flow Statement

| Particulars (Rs. in Cr)                                                | H1FY23         | H1FY22        |
|------------------------------------------------------------------------|----------------|---------------|
| <b>Net Profit Before Tax</b>                                           | <b>65.8</b>    | <b>56.4</b>   |
| Adjustments for: Non -Cash Items / Other Investment or Financial Items | 26.4           | 25.4          |
| <b>Operating profit before working capital changes</b>                 | <b>92.2</b>    | <b>81.9</b>   |
| Changes in working capital                                             | (47.1 )        | (25.8)        |
| <b>Cash generated from Operations</b>                                  | <b>45.1</b>    | <b>56.0</b>   |
| Direct taxes paid (net of refund)                                      | (15.0)         | (8.3)         |
| <b>Net Cash from Operating Activities</b>                              | <b>30.1</b>    | <b>47.7</b>   |
| <b>Net Cash from Investing Activities</b>                              | <b>(143.3)</b> | <b>(62.0)</b> |
| <b>Net Cash from Financing Activities</b>                              | <b>107.1</b>   | <b>(18.8)</b> |
| <b>Net Decrease in Cash and Cash equivalents</b>                       | <b>(6.1)</b>   | <b>(33.1)</b> |
| Add: Cash & Cash equivalents at the beginning of the period            | 70.6           | 100.5         |
| <b>Cash &amp; Cash equivalents at the end of the period</b>            | <b>64.5</b>    | <b>67.5</b>   |



## 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 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

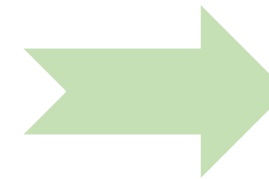
| AWHCL Rating               | Current Rating   | Previous Rating   |
|----------------------------|------------------|-------------------|
| Long term Bank facilities  | CARE BBB; Stable | CARE BBB-; Stable |
| Short term Bank facilities | CARE A3          | CARE A3           |

| 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

12.4%

As on 31<sup>st</sup> March  
2020

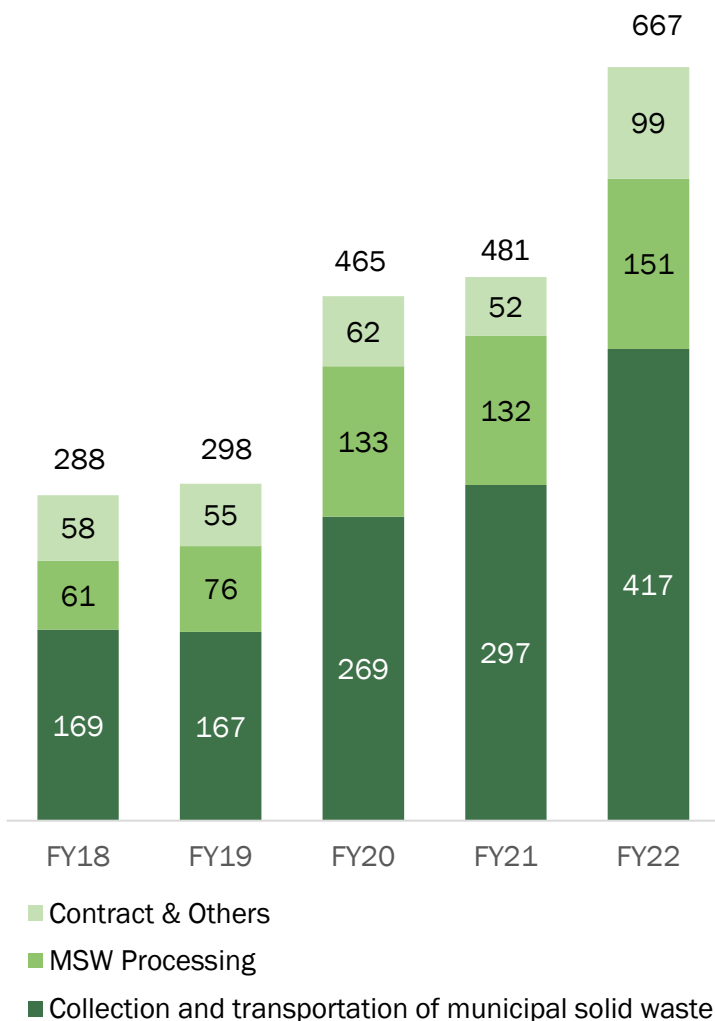


9.7%

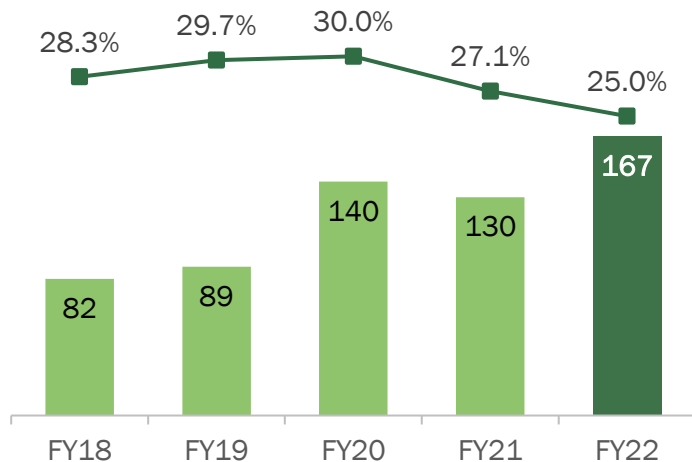
As on 31<sup>st</sup> Dec  
2022

# Consolidated Financial Highlights

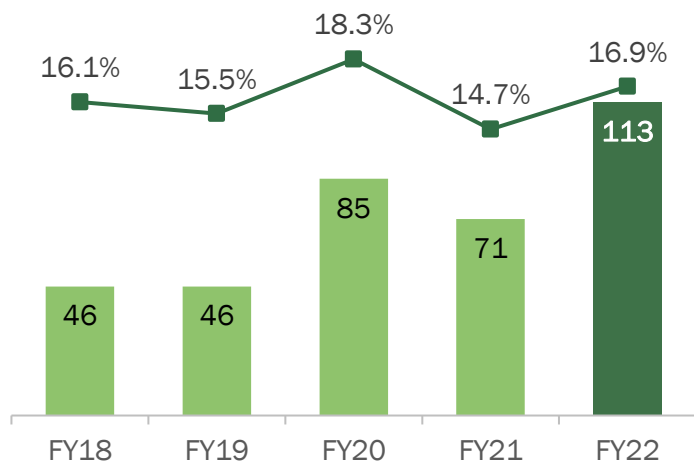
Revenue (Rs. in Cr)



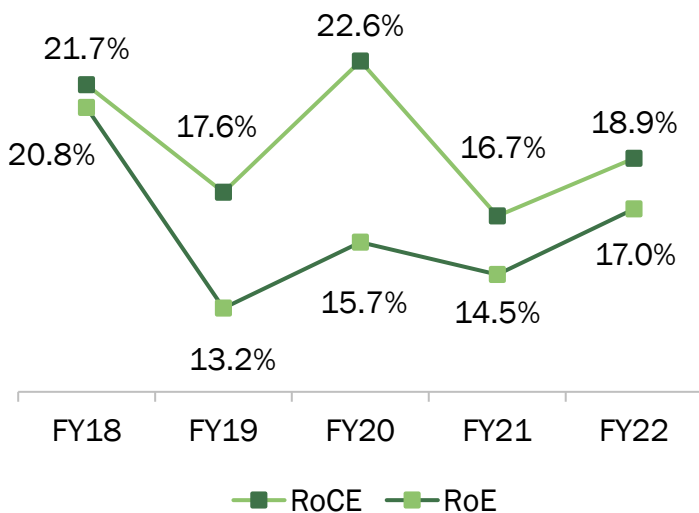
EBITDA (Rs. in Cr) & EBITDA Margin (%)



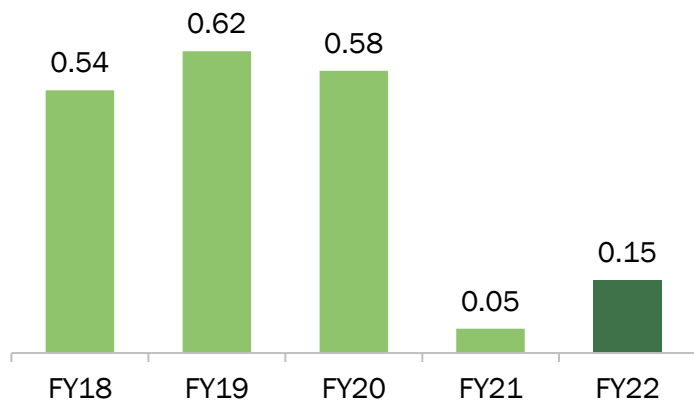
PBT before exceptional item (Rs. in Cr) & PBT Margin (%)



ROCE & ROE (%)



Net Debt / Equity (x)



# Consolidated Profit & Loss Statement

| Profit and Loss (in Rs. Cr)                | FY22         | FY21         | FY20         | FY19         | FY18         |
|--------------------------------------------|--------------|--------------|--------------|--------------|--------------|
| Revenue from MSW C&T                       | 417.2        | 297.3        | 269.0        | 166.5        | 169.3        |
| Revenue from MSW Processing                | 150.8        | 131.9        | 133.2        | 76.5         | 60.7         |
| <b>Total operating Revenue</b>             | <b>568.0</b> | <b>429.2</b> | <b>402.2</b> | <b>243.0</b> | <b>230.0</b> |
| Contract & Others                          | 98.7         | 51.5         | 62.4         | 55.5         | 58.0         |
| <b>Total Revenue</b>                       | <b>666.8</b> | <b>480.8</b> | <b>464.6</b> | <b>298.5</b> | <b>288.0</b> |
| Raw Material                               | 1.0          | 1.2          | 1.1          | 3.8          | 2.9          |
| Employee Cost                              | 191.5        | 154.1        | 114.9        | 66.3         | 64.0         |
| Project Expenses                           | 49.1         | 12.1         | 38.0         | 20.3         | 25.9         |
| Other Expenses                             | 258.6        | 183.1        | 171.1        | 119.4        | 113.7        |
| <b>EBITDA</b>                              | <b>166.5</b> | <b>130.3</b> | <b>139.5</b> | <b>88.7</b>  | <b>81.6</b>  |
| <b>EBITDA Margin</b>                       | <b>25.0%</b> | <b>27.1%</b> | <b>30.0%</b> | <b>29.7%</b> | <b>28.3%</b> |
| Depreciation                               | 33.3         | 31.2         | 24.2         | 17.7         | 12.5         |
| <b>EBIT</b>                                | <b>133.2</b> | <b>99.0</b>  | <b>115.3</b> | <b>71.0</b>  | <b>69.0</b>  |
| <b>EBIT Margin</b>                         | <b>20.0%</b> | <b>20.6%</b> | <b>24.8%</b> | <b>23.8%</b> | <b>24.0%</b> |
| Finance Cost                               | 20.5         | 28.5         | 30.2         | 24.6         | 22.7         |
| <b>Profit before Tax Exceptional Items</b> | <b>112.7</b> | <b>70.6</b>  | <b>85.1</b>  | <b>46.4</b>  | <b>46.4</b>  |
| <b>Profit before Tax Margin</b>            | <b>16.9%</b> | <b>14.7%</b> | <b>18.3%</b> | <b>15.5%</b> | <b>16.1%</b> |
| Exceptional items [(income) / expense]     | 0.0          | 0.0          | 18.2^        | 0.0          | 0.0          |
| <b>Profit before Tax</b>                   | <b>112.7</b> | <b>70.6</b>  | <b>66.9</b>  | <b>46.4</b>  | <b>46.4</b>  |
| <b>Profit before Tax Margin</b>            | <b>16.9%</b> | <b>14.7%</b> | <b>14.4%</b> | <b>15.5%</b> | <b>16.1%</b> |
| Tax                                        | 22.3         | 6.5          | 19.8         | 15.3         | 7.7          |
| <b>PAT</b>                                 | <b>90.4</b>  | <b>64.1</b>  | <b>47.1</b>  | <b>31.1</b>  | <b>38.7</b>  |
| <b>PAT Margin %</b>                        | <b>13.6%</b> | <b>13.3%</b> | <b>10.1%</b> | <b>10.4%</b> | <b>13.4%</b> |

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

# Consolidated Balance Sheet Statement

| Assets (Rs. Cr)                     | Mar-22       | Mar-21       | Mar-20       | Mar-19       | Mar-18       |
|-------------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Non - Current Assets</b>         | <b>618.5</b> | <b>481.2</b> | <b>475.8</b> | <b>426.4</b> | <b>300.6</b> |
| Property Plant & Equipment          | 114.4        | 123.9        | 137.9        | 57.6         | 40.0         |
| CWIP                                | 8.9          | 0.8          | 0.6          | 15.1         | 0.0          |
| Right-of-Use Assets                 | 2.3          | 2.2          | 2.2          | 0.0          | 0.0          |
| Other Intangible Assets             | 121.3        | 127.2        | 118.7        | 105.0        | 0.0          |
| Intangible assets under development | 51.8         | 5.1          | 13.9         | 8.2          | 105.6        |
| Financial Assets                    |              |              |              |              |              |
| (i) Trade Receivables               | 38.0         | 43.3         | 40.7         | 61.5         | 13.6         |
| (ii) Other Financial Assets         | 193.9        | 146.5        | 140.8        | 152.8        | 120.9        |
| Deferred Tax Assets                 | 33.5         | 17.8         | 8.6          | 9.2          | 7.9          |
| Income Tax Assets                   | 8.7          | 10.5         | 10.5         | 7.3          | 6.5          |
| Other Non Current Assets            | 45.7         | 3.8          | 1.9          | 9.7          | 6.1          |
| <b>Current Assets</b>               | <b>346.3</b> | <b>311.6</b> | <b>209.7</b> | <b>109.9</b> | <b>141.4</b> |
| Inventories                         | 0.1          | 0.1          | 0.1          | 0.1          | 0.1          |
| Financial Assets                    |              |              |              |              |              |
| (i) Trade Receivables               | 127.7        | 89.5         | 85.8         | 55.7         | 72.3         |
| (ii) Cash                           | 70.6         | 100.5        | 25.5         | 19.6         | 31.5         |
| (iii) Bank                          | 22.2         | 27.7         | 10.0         | 2.4          | 2.1          |
| (iv) Other financial assets         | 111.1        | 78.3         | 77.9         | 14.5         | 27.7         |
| Other Current Assets                | 11.1         | 12.1         | 6.9          | 13.6         | 3.9          |
| Asset classified as held for sale   | 3.5          | 3.3          | 3.5          | 4.0          | 3.8          |
| <b>Total Assets</b>                 | <b>964.8</b> | <b>792.8</b> | <b>685.5</b> | <b>536.3</b> | <b>442.0</b> |

| Equity & Liabilities (Rs. Cr)         | Mar-22       | Mar-21       | Mar-20       | Mar-19       | Mar-18       |
|---------------------------------------|--------------|--------------|--------------|--------------|--------------|
| <b>Total Equity</b>                   | <b>532.7</b> | <b>442.6</b> | <b>299.9</b> | <b>235.4</b> | <b>185.7</b> |
| Share Capital                         | 14.1         | 14.1         | 12.8         | 7.2          | 1.3          |
| Reserves & Surplus                    | 402.6        | 333.7        | 211.3        | 172.0        | 138.5        |
| Non Controlling Interest              | 115.9        | 94.8         | 75.8         | 56.2         | 45.9         |
|                                       |              |              |              |              |              |
| <b>Non-Current Liabilities</b>        | <b>194.8</b> | <b>156.1</b> | <b>203.1</b> | <b>147.4</b> | <b>110.3</b> |
| Financial Liabilities                 |              |              |              |              |              |
| (i) Borrowings                        | 102.4        | 84.5         | 145.1        | 105.5        | 80.6         |
| (ii) Lease Liabilities                | 3.2          | 3.3          | 3.0          | 0.0          | 0.0          |
| Provisions                            | 68.2         | 56.1         | 41.8         | 30.3         | 21.3         |
| Deferred Tax Liabilities              | 21.1         | 12.1         | 13.2         | 11.6         | 8.4          |
| <b>Current Liabilities</b>            | <b>237.3</b> | <b>194.1</b> | <b>182.4</b> | <b>153.5</b> | <b>146.0</b> |
| Financial Liabilities                 |              |              |              |              |              |
| (i) Borrowings                        | 67.9         | 64.8         | 64.2         | 61.4         | 52.4         |
| (ii) Lease Liabilities                | 1.1          | 1.1          | 0.9          | 0.0          | 0.0          |
| (ii) Trade Payables                   | 87.1         | 60.9         | 54.1         | 36.2         | 31.7         |
| Other Financial Liabilities           | 45.8         | 39.2         | 39.8         | 39.2         | 46.8         |
| Other Current Liabilities             | 10.3         | 10.2         | 8.1          | 4.9          | 3.9          |
| Income Tax Liabilities                | 13.5         | 6.5          | 6.9          | 7.3          | 7.3          |
| Provisions                            | 11.5         | 11.3         | 8.3          | 4.6          | 4.0          |
| <b>Total Equity &amp; Liabilities</b> | <b>964.8</b> | <b>792.7</b> | <b>685.5</b> | <b>536.3</b> | <b>442.0</b> |



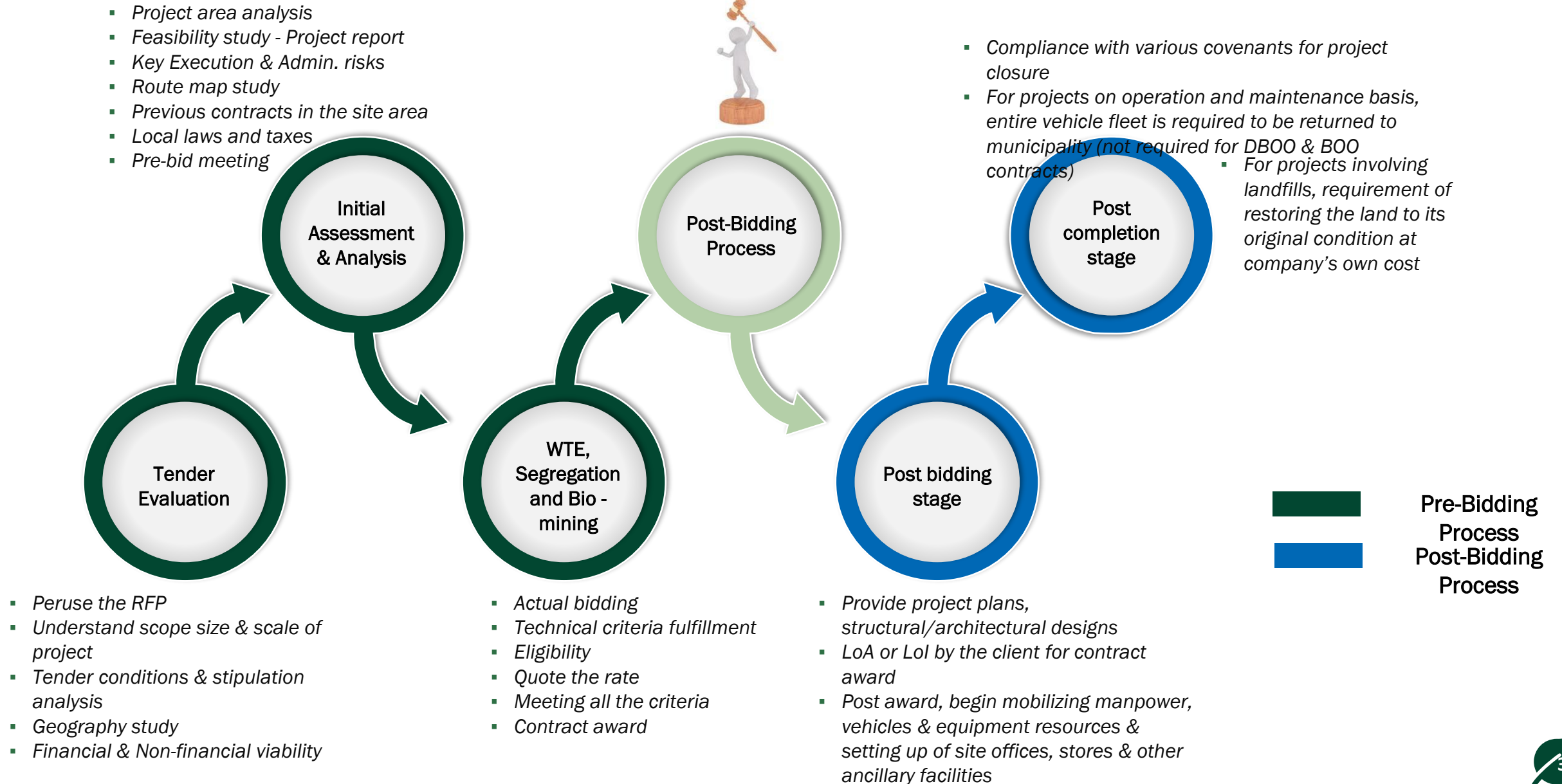
# Consolidated Cash Flow Statement

| Particulars (Rs. in Cr)                                                | Mar-22         | Mar-21        | Mar-20         | Mar-19        | Mar-18        |
|------------------------------------------------------------------------|----------------|---------------|----------------|---------------|---------------|
| <b>Net Profit Before Tax</b>                                           | <b>112.7</b>   | <b>70.6</b>   | <b>82.0</b>    | <b>47.7</b>   | <b>48.8</b>   |
| Adjustments for: Non -Cash Items / Other Investment or Financial Items | 52.9           | 48.6          | 54.2           | 34.7          | 25.6          |
| <b>Operating profit before working capital changes</b>                 | <b>165.6</b>   | <b>119.2</b>  | <b>136.2</b>   | <b>82.4</b>   | <b>74.4</b>   |
| Changes in working capital                                             | (38.8)         | 9.4           | (19.5)         | (37.6)        | (29.8)        |
| <b>Cash generated from Operations</b>                                  | <b>126.9</b>   | <b>128.6</b>  | <b>116.7</b>   | <b>44.8</b>   | <b>44.6</b>   |
| Direct taxes paid (net of refund)                                      | (20.7)         | (17.1)        | (20.9)         | (14.1)        | (8.5)         |
| <b>Net Cash from Operating Activities</b>                              | <b>106.2</b>   | <b>111.5</b>  | <b>95.8</b>    | <b>30.7</b>   | <b>36.1</b>   |
| <b>Net Cash from Investing Activities</b>                              | <b>(140.3)</b> | <b>(32.8)</b> | <b>(103.7)</b> | <b>(53.7)</b> | <b>14.1</b>   |
| <b>Net Cash from Financing Activities</b>                              | <b>4.1</b>     | <b>(3.7)</b>  | <b>13.9</b>    | <b>11.1</b>   | <b>(29.5)</b> |
| <b>Net Decrease in Cash and Cash equivalents</b>                       | <b>(30.0)</b>  | <b>75.1</b>   | <b>6.0</b>     | <b>11.9</b>   | <b>20.7</b>   |
| Add: Cash & Cash equivalents at the beginning of the period            | 100.6          | 25.5          | 19.6           | 31.5          | 10.9          |
| <b>Cash &amp; Cash equivalents at the end of the period</b>            | <b>70.6</b>    | <b>100.6</b>  | <b>25.6</b>    | <b>19.6</b>   | <b>31.6</b>   |

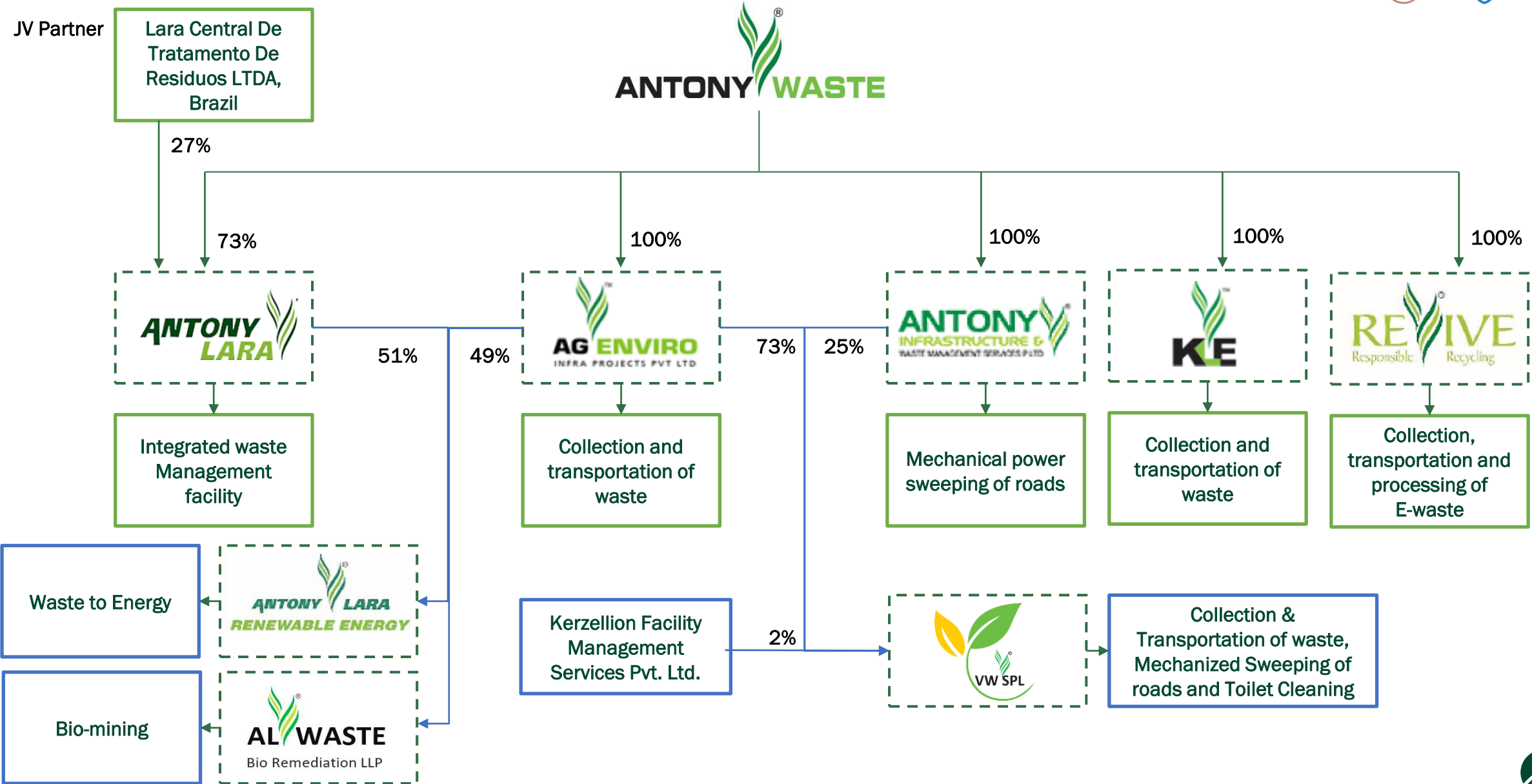
# Annexures



# Quality Cum Cost Based Bidding Process



# Group structure





# Our Operations & Facilities

Material  
Recovery  
Facility



Bio-reactor  
Landfill



Gas  
Collection



Composting





- 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

# Thank You

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Company :



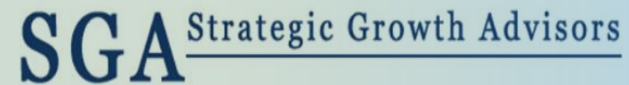
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