

Antony Waste Handling Cell Limited

CIN: L90001MH2001PLC130485



Ref.: AW/SEC/NSE/2024-25/54

Date: November 11, 2024

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

Symbol: AWHCL

Dear Madam/Sir,

Sub. : Investor Presentation
Ref. : 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/2024-25/51 dated November 09, 2024, please find enclosed Investor Presentation with regard to the announcement of the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter and half year ended September 30, 2024.

The Investor Presentation is available on the website of the Company i.e. www.antony-waste.com.

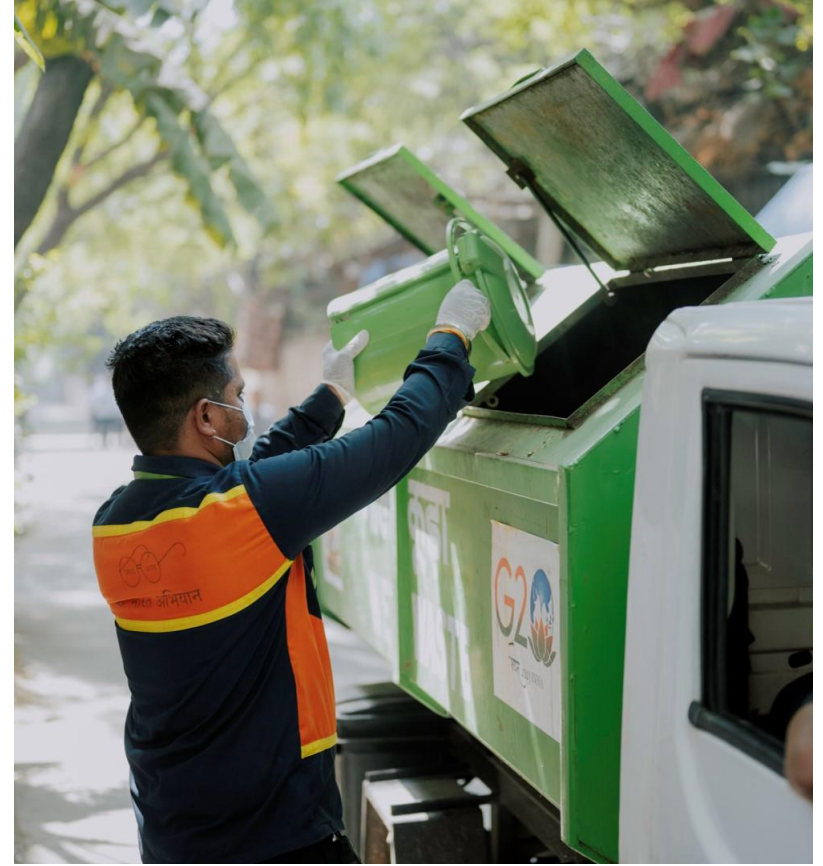
This is for your information and record please.

Thanking You,

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

HARSHADA RANE
COMPANY SECRETARY & COMPLIANCE OFFICER
A34268

Enc. a/a



Antony Waste Handling Cell Limited

Q2FY25 Investor Presentation

This presentation and the accompanying slides (the “Presentation”), which have been prepared by Antony Waste Handling Cell Limited (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

Certain matters discussed in this Presentation may contain statements regarding the Company’s market opportunity and business prospects that are individually and collectively forward-looking statements. Such forward-looking statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and assumptions that are difficult to predict. These risks and uncertainties include, but are not limited to, the performance of the Indian economy and of the economies of various international markets, the performance of the industry in India and world-wide, competition, the company’s ability to successfully implement its strategy, the Company’s future levels of growth and expansion, technological implementation, changes and advancements, changes in revenue, income or cash flows, the Company’s market preferences and its exposure to market risks, as well as other risks. The Company’s actual results, levels of activity, performance or achievements could differ materially and adversely from results expressed in or implied by this Presentation. The Company assumes no obligation to update any forward-looking information contained in this Presentation. Any forward-looking statements and projections made by third parties included in this Presentation are not adopted by the Company and the Company is not responsible for such third party statements and projections.



Q2 & H1 FY25 Highlights



Key Milestones – Q2FY25

**Sale of
~30,500 mt**

Refuse Derived Fuel

22 million+ Units

Green Units
generated through
PCMC WTE Plant

**Impressive PLF of
~71%**

WTE plant in Pimpri
achieved

3,485 Tonnes

Avoided tonnes
of CO₂e

5,360+ Hours

Hours of Training
Provided

**~1.19 million+
Tonnes**

Tonnes of Waste
Managed*

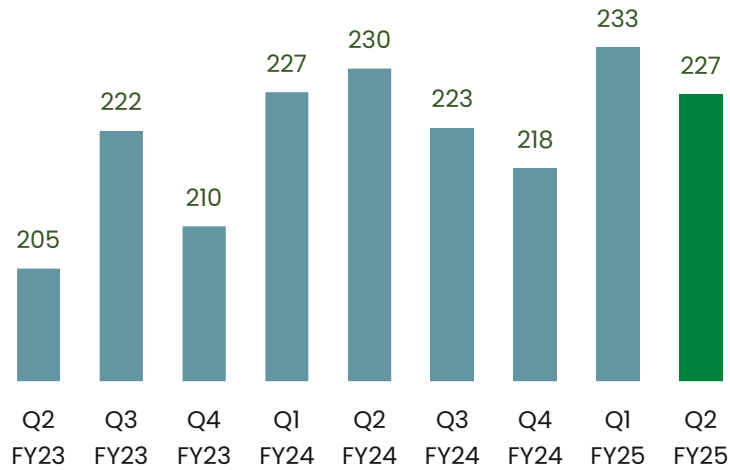
* Based on tonnage computed in contracts where billing is based on shifts/ household counts

Operational Highlights – Q2 & H1 FY25

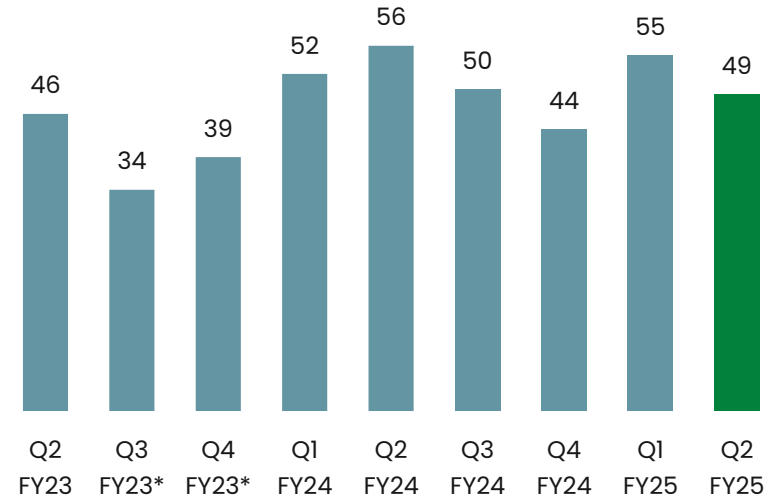
	Q2 FY25	H1 FY25
Waste Managed (MMT)	~1.19 3% YoY	~2.37 1% YoY
Refuse Derived Fuel Sold (Tonnes)	~30,500 5% YoY	~64,500 14% YoY
Compost Sold (Tonnes)	~4,000 82% YoY	~10,000 97% YoY

Quarterly Highlights

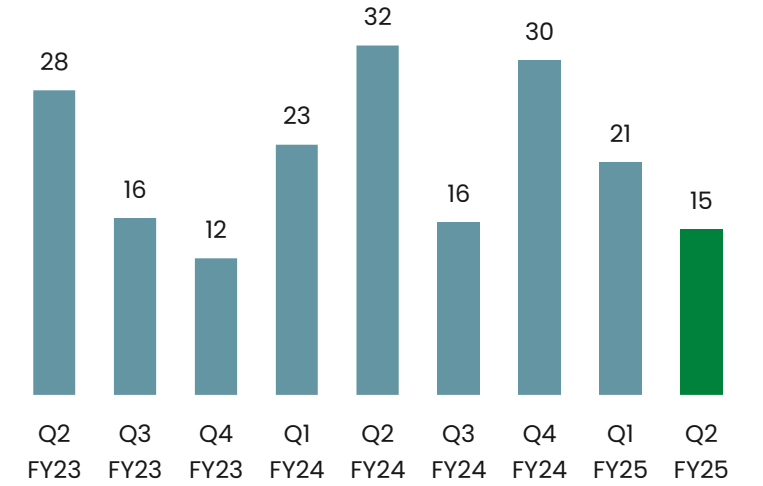
Total Revenue (₹ in Cr)



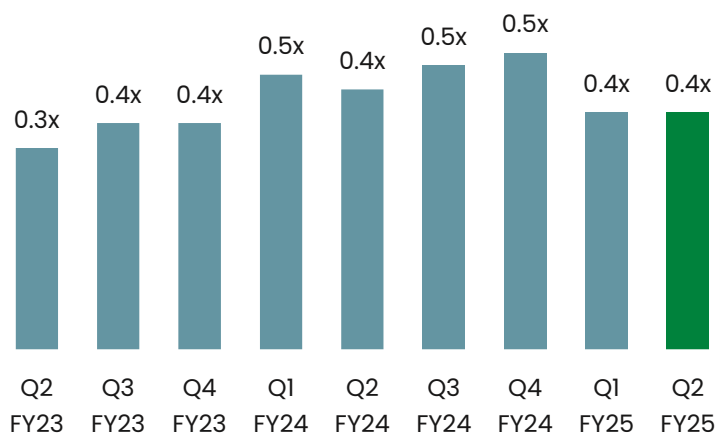
EBITDA (₹ in Cr)



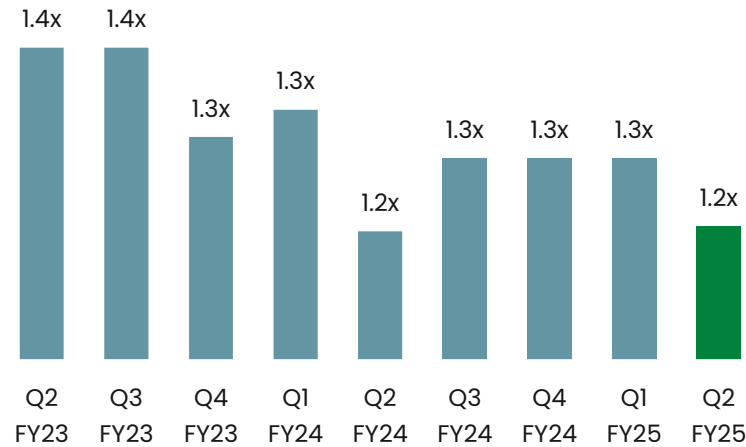
PAT (₹ in Cr)



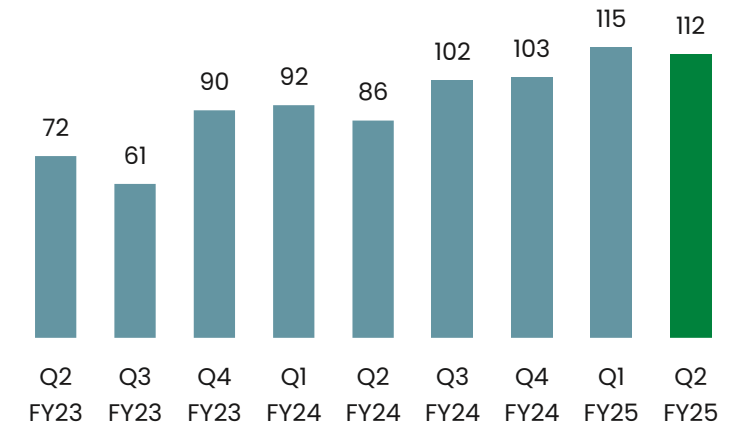
Net Debt/Equity (x)



Current Ratio(x)



Debtor Days



* Includes provisions of ₹ 8.1 crores in Q4FY23, ₹ 14.2 crores in Q3 FY23

Consolidated Profit & Loss Statement

Profit and Loss (₹ in Crs)	Q2FY25	Q2FY24	Y-o-Y	Q1FY25	Q-o-Q	H1FY25	H1FY24	Y-o-Y
Revenue from MSW C&T	140.9	152.4	-8%	136.4	3%	277.3	279.0	-1%
Revenue from MSW Processing	59.1	48.4	22%	61.4	-4%	120.5	99.7	21%
Total operating Revenue	200.0	200.8	0%	197.8	1%	397.9	378.6	5%
Contract & Others	27.2	28.8		35.0		62.2	77.5	
Total Revenue	227.2	229.6	-1%	232.9	-2%	460.0	456.2	1%
Employee Cost	72.1	67.5		68.9		141.0	130.3	
Project Expenses	5.9	11.5		11.6		17.5	31.8	
Other Expenses	100.6	94.1		97.0		197.6	185.4	
EBITDA	48.5	56.5	-14%	55.3	-12%	103.9	108.6	-4%
EBITDA Margin	21.4%	24.6%		23.8%		22.6%	23.8%	
Depreciation	17.1	11.1		16.6		33.7	21.8	
EBIT	31.4	45.3	-31%	38.8	-19%	70.1	86.9	-19%
EBIT Margin	13.8%	19.7%		16.6%		15.2%	19.0%	
Finance Cost	12.3	6.9		13.2		25.5	13.9	
Profit before Tax	19.1	38.5	-50%	25.5	-25%	44.6	73.0	-39%
Profit before Tax Margin	8.4%	16.8%		11.0%		9.7%	16.0%	
Tax	3.8	7.0		4.2		8.0	18.9	
PAT	15.3	31.5	-51%	21.3	-28%	36.6	54.1	-32%
PAT Margin %	6.7%	13.7%		9.1%		8.0%	11.9%	
Less: PAT for Non-controlling interest	3.2	3.9		3.8		7.0	8.2	
PAT for Owners of the Company	12.1	27.6	-56%	17.5	-31%	29.6	45.9	-36%
EPS	4.3	9.8		6.2		10.4	16.2	

Consolidated Balance Sheet Statement

Assets (₹ in Crs)	Sep-24	Mar-24
Non - Current Assets	1,082.5	1,059.2
Property Plant & Equipment	271.3	271.8
CWIP	49.2	31.2
Right-of-Use Assets	30.9	31.8
Other Intangible Assets	328.3	358.4
Intangible assets under development	15.0	9.6
Investment accounted using equity method	0.1	0.0
Financial Assets		
(i) Investment	0.2	0.0
(ii) Trade Receivables	63.4	57.0
(iii) Other Financial Assets	237.2	214.0
Deferred Tax Assets	59.6	56.1
Income Tax Assets	8.7	8.3
Other Non-Current Assets	18.8	20.9
Current Assets	415.3	402.8
Inventories	0.0	0.0
Financial Assets		
(i) Trade Receivables	275.0	251.9
(ii) Cash	75.0	70.9
(iii) Bank	7.0	15.0
(v) Other financial assets	41.9	53.4
Other Current Assets	16.4	11.5
Total Assets	1,497.8	1,462.0

Equity & Liabilities (₹ in Crs)	Sep-24	Mar-24
Total Equity	754.8	718.4
Share Capital	14.2	14.2
Reserves & Surplus	588.9	559.5
Non-Controlling Interest	151.7	144.7
Non-Current Liabilities	405.9	434.9
Financial Liabilities		
(i) Borrowings	273.4	307.1
(ii) Lease Liabilities	27.9	28.4
Provisions	92.1	87.0
Deferred Tax Liabilities	12.5	12.4
Current Liabilities	337.1	308.6
Financial Liabilities		
(i) Borrowings	123.5	107.4
(ii) Lease Liabilities	4.5	3.9
(ii) Trade Payables	93.2	95.0
Other Financial Liabilities	67.6	57.3
Other Current Liabilities	9.7	9.9
Income Tax Liabilities	10.7	10.2
Provisions	27.9	24.9
Total Equity & Liabilities	1,497.8	1,462.0

Consolidated Cash Flow Statement

Particulars (₹ in Crs)	Sep-24	Sep-23
Net Profit Before Tax	44.6	73.0
Adjustments for: Non -Cash Items / Other Investment or Financial Items	49.0	19.6
Operating profit before working capital changes	93.6	92.6
Changes in working capital	-13.8	11.1
Cash generated from Operations	79.8	103.7
Direct taxes paid (net of refund)	-10.6	-12.7
Net Cash from Operating Activities	69.2	91.0
Net Cash from Investing Activities	-27.3	-79.7
Net Cash from Financing Activities	-40.5	1.6
Net Decrease in Cash and Cash equivalents	1.4	13.0
Add: Cash & Cash equivalents at the beginning of the period	70.9	48.7
Cash & Cash equivalents at the end of the period	72.3	61.7



About Us

Committed to Sustainability with Growth

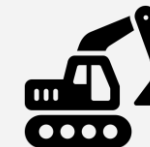
Market Leader



Leading
Player in SWM Industry



>2 decades
operational excellence



35+
Completed & On-going projects

Operational Excellence



Operates Largest
Single location waste processing plant in Asia

87 million+ Green Units ⁽³⁾
Since inception of the project till September 2024

~2,300
Vehicle fleet⁽¹⁾

+23
Municipal Corps & conglomerate worked with since inception

17.98 mmt ⁽²⁾
MSW managed since inception of the projects till September 2024

Processing **~90%**
of waste generated in Mumbai

9 States
(Projects executed till date)

10,252
Full-time employees⁽¹⁾

Strong Financial Performance



Revenue FY24
₹ 896 cr.

Net Profit FY24
₹ 100 cr.

Net Debt/ Equity FY24
0.5x

Credit Rating
CARE BBB+; Stable LT Bank Facility **CARE A3+ ST Bank Facility**

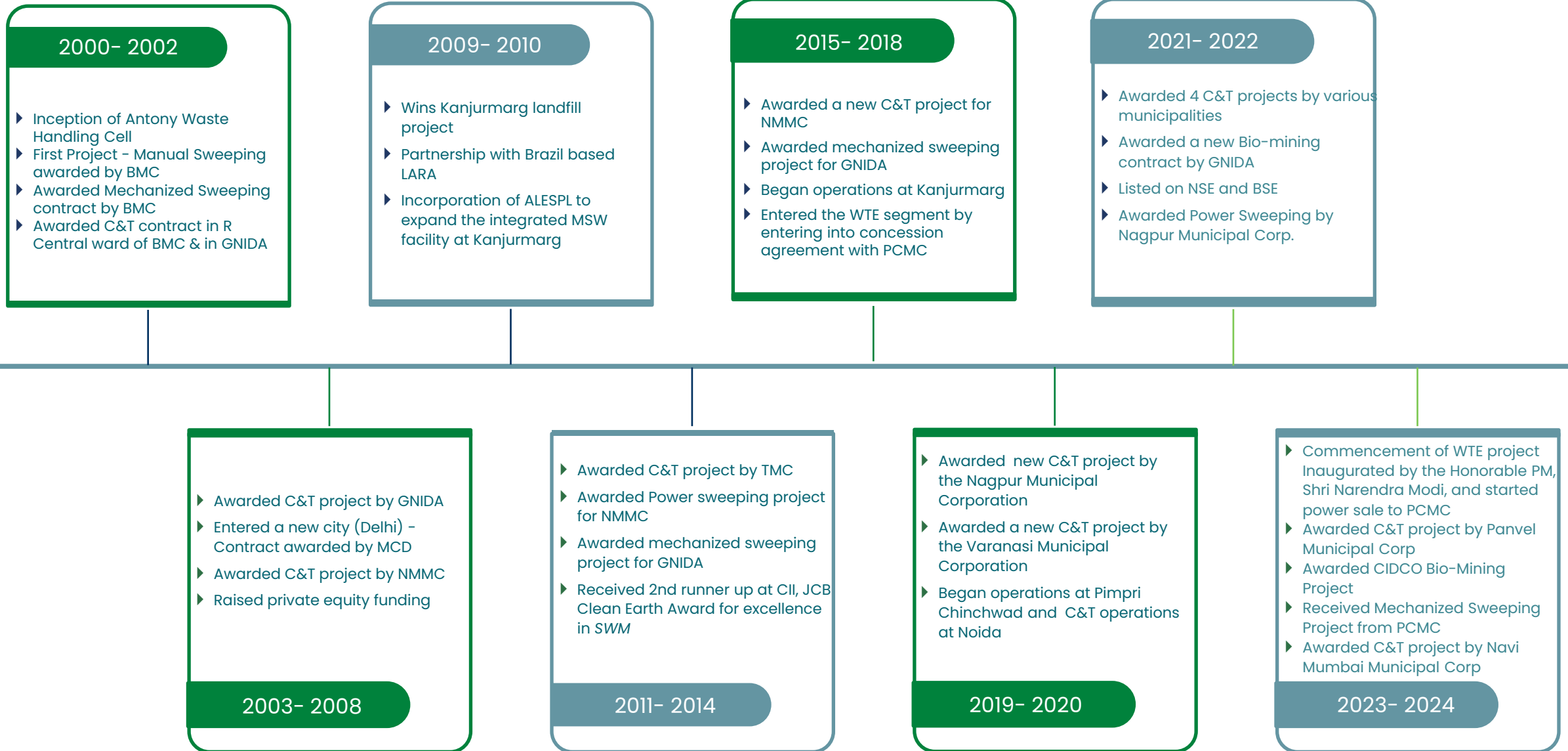
(1) As on 30th September 2024

(2) Waste processed at Kanjurmarg and Pimpri Chinchwad

(3) Power Generation in 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.

Our Journey



End-to-end waste management capabilities...



Door to door collection

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

Transportation

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

Segregation

Segregation involves separation of organic waste from recyclables and inert material

Construction & Management of Landfills

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

Recycling

Recyclables are segregated and sold to downward recyclers for further processing

Composting

Organic material is processed to produce compost

Waste to Energy

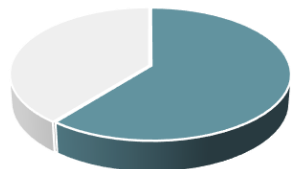
Handles ~1,000 TPD waste at PCMC facility generating 8 MW to 14 MW power using mixed MSW

Strategic Revenue Diversification

Revenue Contribution

MSW C&T

62%



- 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 tonnes/ Fixed per day
- Escalation based on flat rate/ inflation/ formulas
- Currently 16 on-going contracts
- Average on-going contract duration is 7.7 years

MSW Processing

23%



- 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 & 1 C&D on-going contracts
- Average on-going contract duration is 23 years

Contracts & Others

15%



- 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 & 5 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

De-Risked business model

Factors de-risking the business model

Staggered revenue stream
Projects diversified across timelines

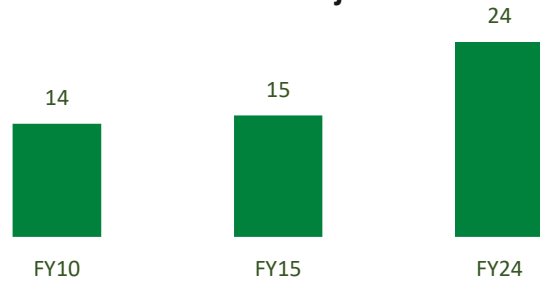
Operational de-risking
Projects diversified across activities

Partly hedged for major costs
Tipping Fees with built-in escalations

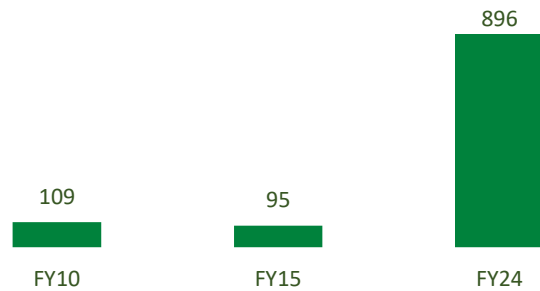
Limited counter-party risk
Targeting municipalities with stable financials

Financial viability Internally
established hurdle rate for bidding

Number of Projects



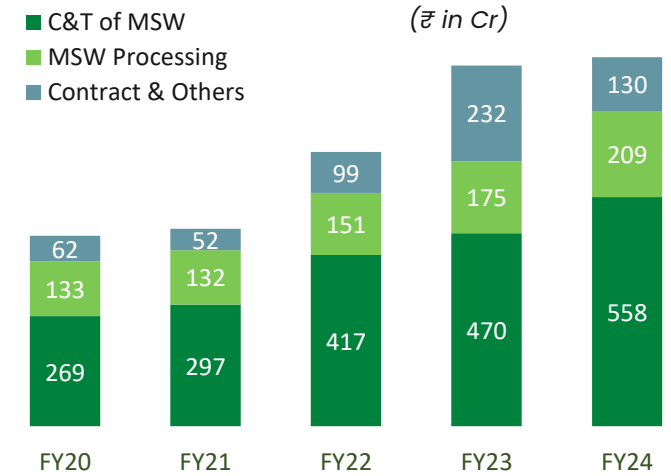
Revenue from Operations (₹ in Cr)



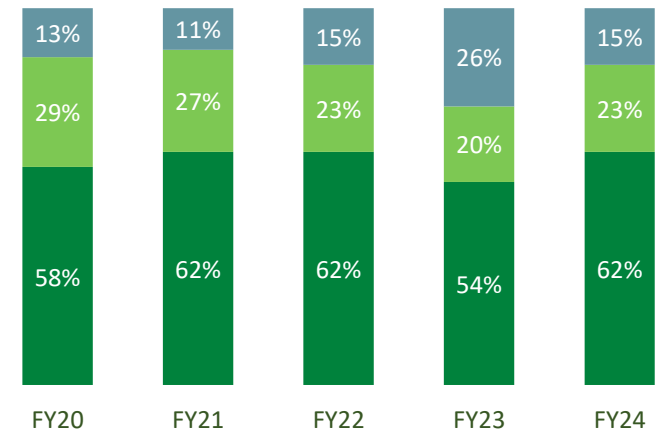
Average ongoing contract durations (in years)



Revenue from Performance



% Revenue Contribution



Our Strategy

Cluster based approach for growth

- Traditionally we have followed cluster-based approach to bid for projects –
- 8 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

Capitalize on growth opportunities in MSW management sector

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

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

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

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

Focus on enhancing operational efficiency

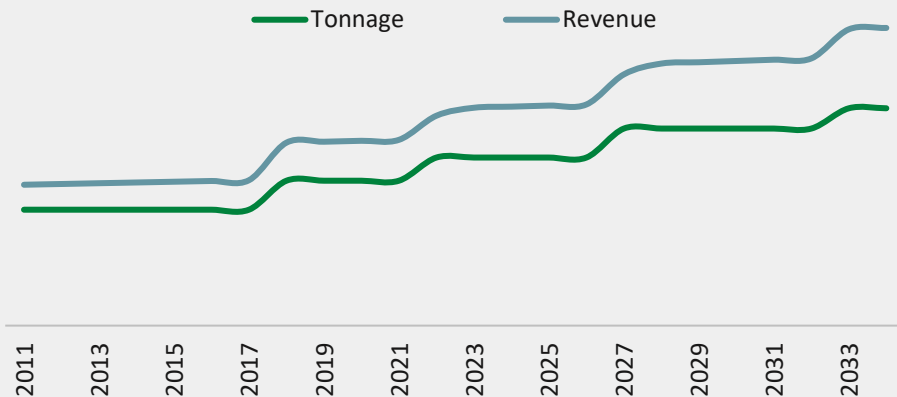
One of the largest single location plant* in Asia

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

Customer



बृहन्मुंबई
महानगरपालिका
Municipal Corporation
of Greater Mumbai



Project Tenure

2010-2036 (26 years)

Balance Tenure

~13 Years

Currently handling waste per day

~5,800 Tonnes

- 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***
- Recorded sales of RDF stood at **~30,500 tonnes in Q2FY25**
- Recorded compost sale of **~4,000 mt in Q2FY25**

90% Total waste generated in Mumbai is handled at Kanjurmarg site

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**

15.84 mmt since project inception till September 2024

Maharashtra's 1st Integrated Waste-to-Energy Project



Inaugurated on August 1, 2023 by
Shri Narendra Modi, Hon'ble Prime Minister of
India

Project Tenure
2019-2040

Integrated Project
Pre-processing, Composting, Power
generation and Landfill Management

Processing of **1,000 Tonnes Per Day** of
Municipal Solid Waste

14 MW of Clean and Green Energy – PCMC to
purchase power at **₹ 5 per unit** during
concession period

**Technology
Partner**
Hitz
Hitachi Zosen Corporation

First municipality to buy power under the
Green Energy Open Access Rules

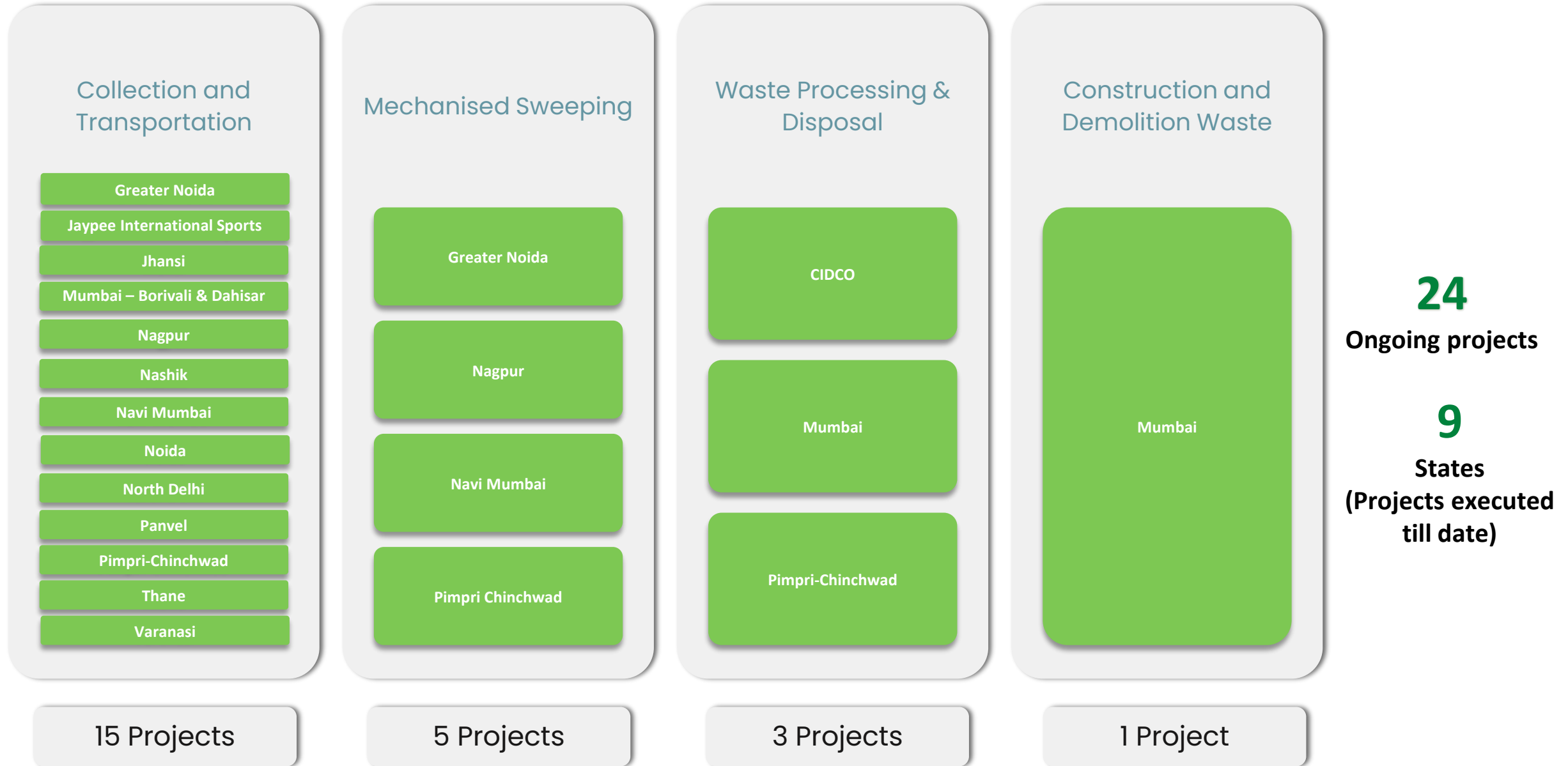
Commencement of commercial power
sale to PCMC in **Oct'23**

30 acres of land provided by corporation

Project is estimated to **save ~7 lakh Tonnes of
CO₂ annually**, equivalent to **~1.5 lakh
passenger cars' emissions**.

Entire project utilizes **recycled water from the
Chikali Sewage Treatment Plant (STP)**,
eliminating need for fresh-water
dependency

Proven Expertise in Project Execution



Access to Technology Backed Vehicles & Equipment

Collection and Transportation Technological Intervention

	Small Tipper	1,436
	Electric Vehicle	93
	Compactor	446
	Dumper Placer	53
	Power Sweeping Machine	14
	Big Tipper	100
	Drain Stilt Machine & Others	95
	Hook Loader	58

Key equipment vendors

BUCHER

HYVA®

KÄRCHER

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

2,212 out of 2,295 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

Promoters & Board of Directors



Jose Jacob Kallarakal
Chairman & Managing Director

- >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



Ajit Kumar Jain
Independent Director

- Director of Environment Research Foundation
- Holds Master's degree in chemistry, Agra University & political science, Meerut University & Master's degree in social science, University of Birmingham



Shiju Jacob Kallarakal
Executive Director & Chief Risk Officer

- > 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



Suneet K Maheshwari
Independent Director

- >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



Shiju Antony Kallarakal
Non-Executive Director & Chief Sustainability Officer

- > 20 years of experience in automobile sector and more than 6 years in waste management sector
- Oversees waste processing operations at the Kanjur Project and the Waste to Energy Project at PCMC



Priya Balasubramanian
Independent Director

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

Credit Rating

Detailed Rationale

- Ratings of Antony Lara Enviro Solutions Private Limited (ALESPL), material subsidiary of the Company continue to reflect:
 - **Extensive industry experience of the promoters:** The promoters have an experience of more than two decades in waste management industry. This has given them an understanding of the dynamics of the market and enabled them to establish relationships with various municipal corporation.
 - **Long term revenue visibility supported by agreement with Brihanmumbai Municipal Corporation (BMC):** Entered into service concession agreement for 25 years with BMC, with assured minimum guaranteed quantity of 3000 tonnes per day, along with increasing tipping fee for each year
 - **Efficient working capital cycle:** Billing to BMC 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

Company Name	Agency	Rating	Amount (in Lakh)	Instrument
Antony Waste Handling Cell	CARE Rating	CARE BBB+; Stable	1,650	Working Capital Limits
		CARE A3+	1,900	Bank Guarantee
AG Enviro Infra Projects	CARE Rating	CARE BBB; Stable	4,200	Term Loan
		CARE BBB; Stable	2,700	Cash Credit
		CARE A3+	3,800	Bank Guarantee
Antony Lara Enviro Solutions	Crisil	A-/Stable	1,848	Fund-Based Bank Limits
		A-/Stable	3,442	Term Loan
		CRISIL A2+	100	Overdraft Facility
		CRISIL A2+	500	Bank Guarantee
Antony Lara Renewable Energy	Crisil	BBB+/Stable	17,200	Term Loan

Consolidated Average Cost of Borrowings

12.4%

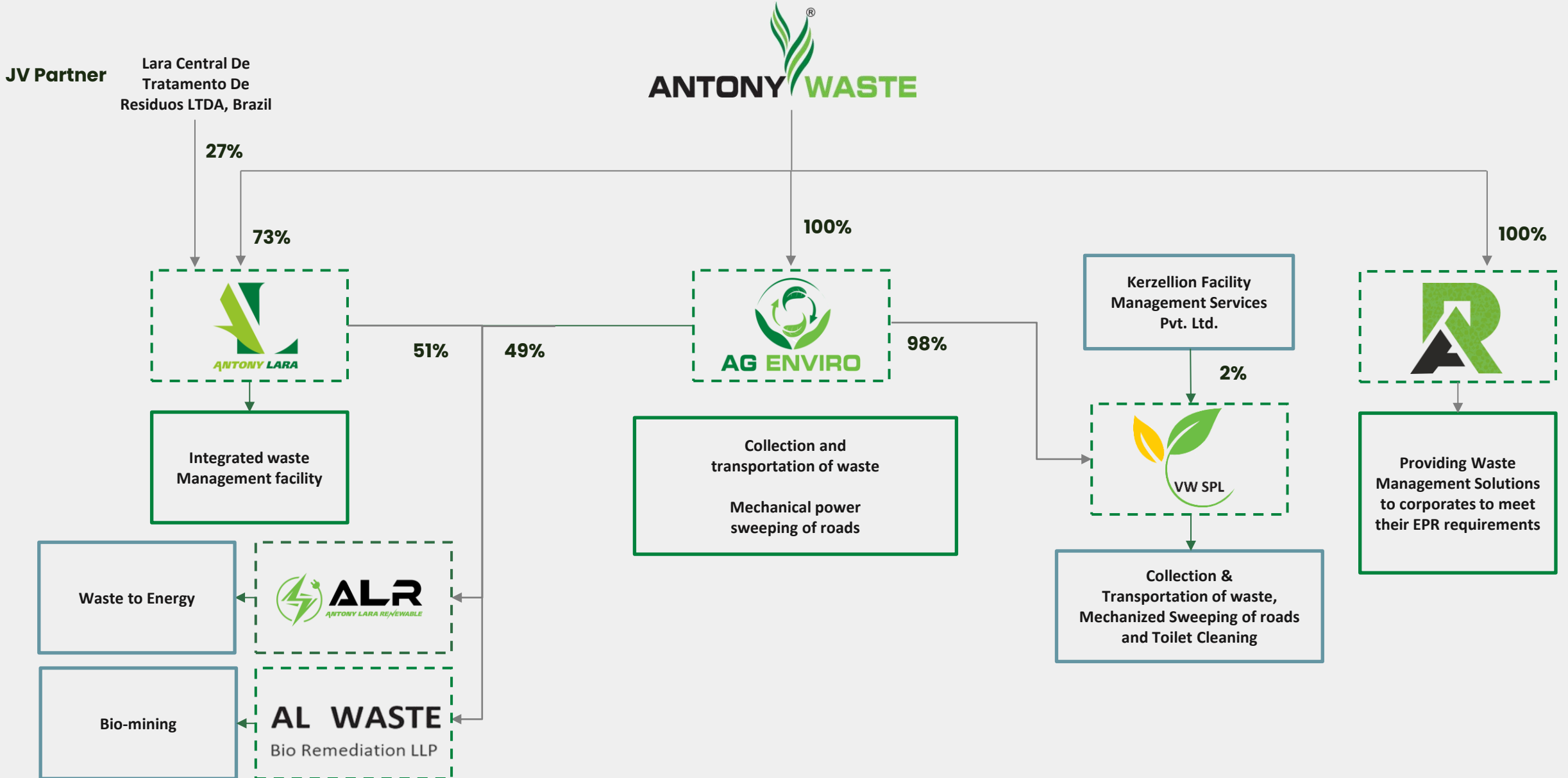
As on 31st March
2020



9.6%

As on 30th
September 2024

Group structure



All India Ranking as per Swachh Bharat Survey – 2023

Leading Player in Indian Municipal Solid Waste management Industry

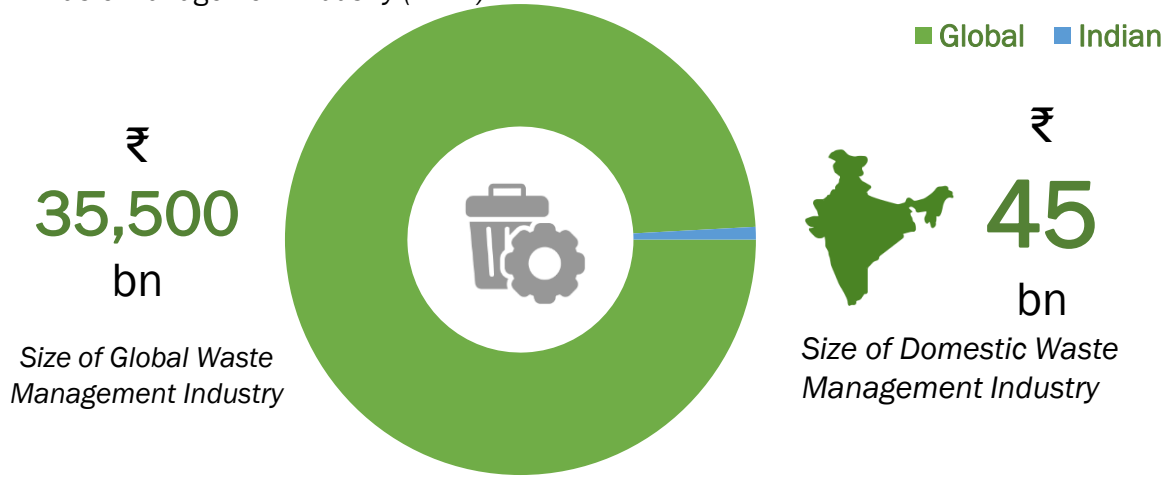


Ranking	3rd	14th	7th	13th	1st
Category	Navi Mumbai >1 Lakh Population	NOIDA >1 Lakh Population	New Delhi >1 Lakh Population	Pimpri Chinchwad >1 Lakh Population	Varanasi Cleanest Ganga Towns
Ranking	17th	37th	5 Star	3 Star	
Category	Nagpur State Ranking	BMC State Ranking	New Delhi MC Garbage Free City	Jhansi Garbage Free City	

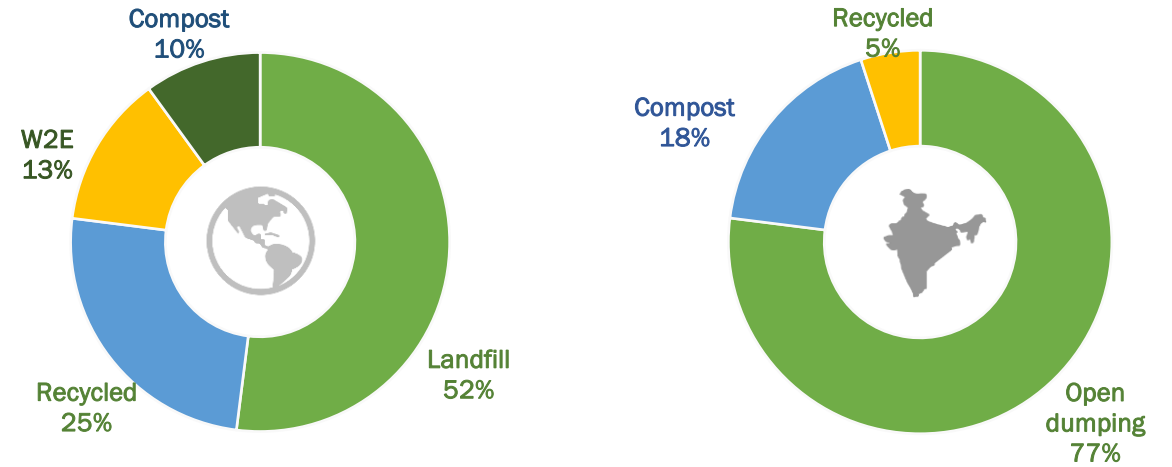
Industry Dynamics

India's Waste Management Industry has enormous growth potential

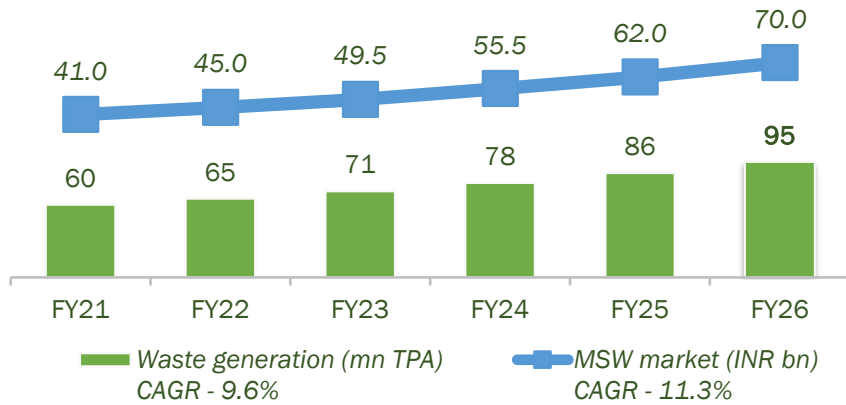
Waste Management Industry (FY22)



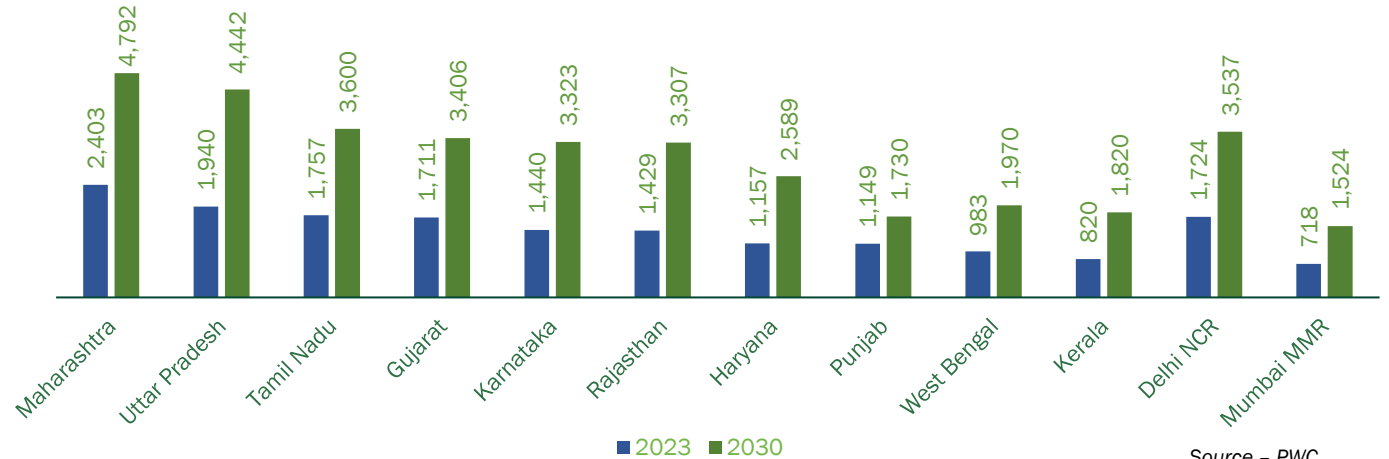
On average India practices higher open dumping vs global average



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



Geography wise Vehicle Scrapping Market by size (₹ in Cr.)



Source - PWC

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

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

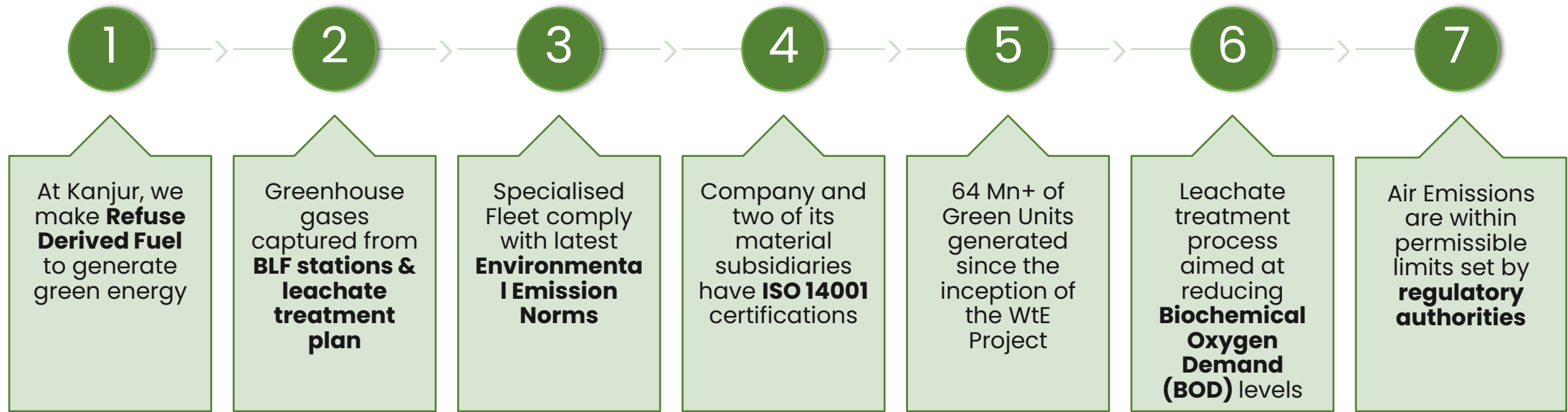
- Loosened layers of old waste are sprayed with composting bio cultures and then formed into conventional aerobic windrows on the site, the waste is then sterilized, stabilized, and readied for segregation using machinery as organic and inorganic substances to be later sent for recycling, re-using or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



An ESG Centric Business

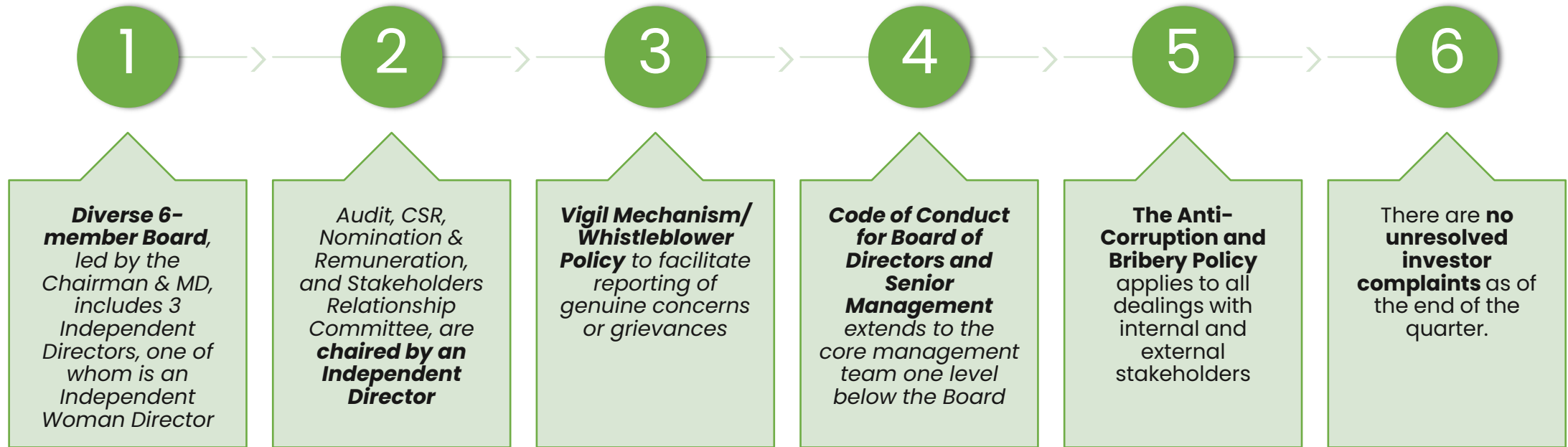
Sustainable Synergy : Our Commitment to Environmental Stewardship



People-First Principles : Fostering Social Growth and Inclusion



Integrity in Leadership: Governing with Transparency and Accountability



Oversight on contribution to all the



ESG Performance at Glance




Scope 1 Emission
•12,808 (tCO₂e)



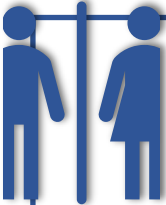
Scope 2 Emission
•1,692 (tCO₂e)




Emissions Avoided
•6,838 (tCO₂e)



Human Resource
•Staff – 1,125
•Swachhta Warrior – 9,127



Gender Diversity
•Staff – 4.98%
•Swachhta Warrior – 2.24%




Attrition Rate
•Staff – 3.66%
•Swachhta Warrior – 3.79%



Training Imparted
• 7,245 Hrs



Community Grievance Redressal Mechanism
• < 24 Hrs turnaround time



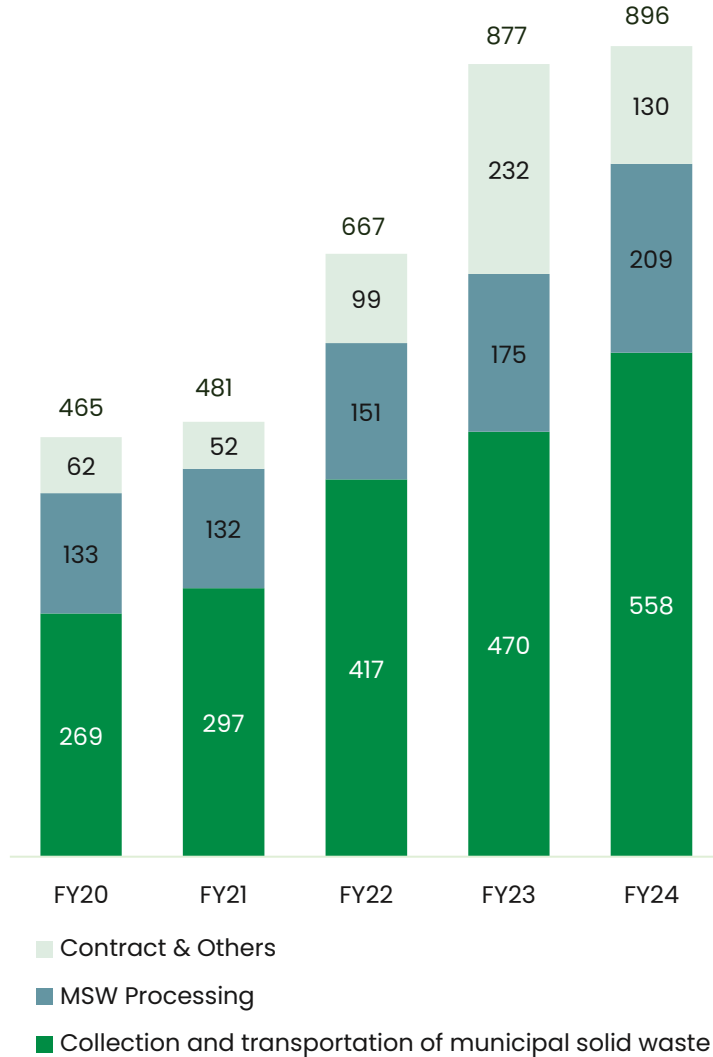
Diversity in Leadership
•Board – 17%
•KMP – 33%



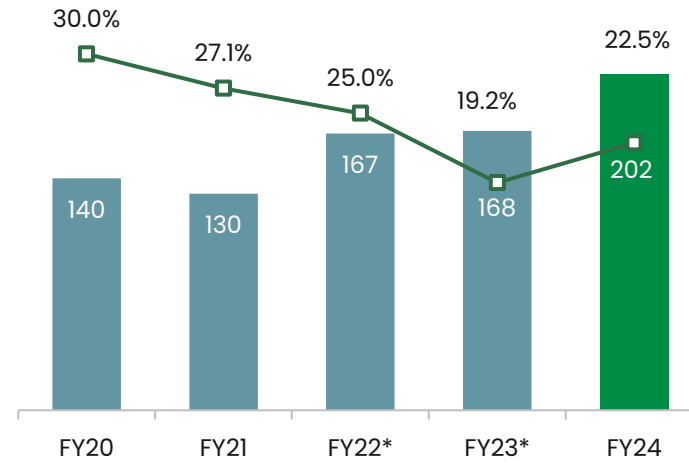
Historical Financial Highlights

Consolidated Financial Highlights

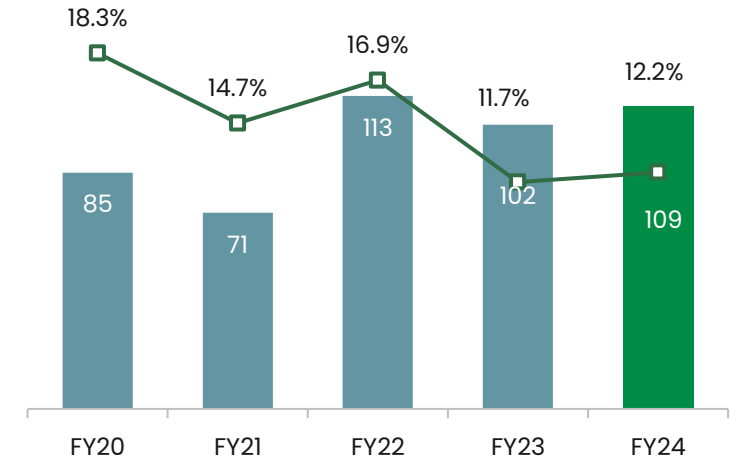
Revenue (₹ in Cr)



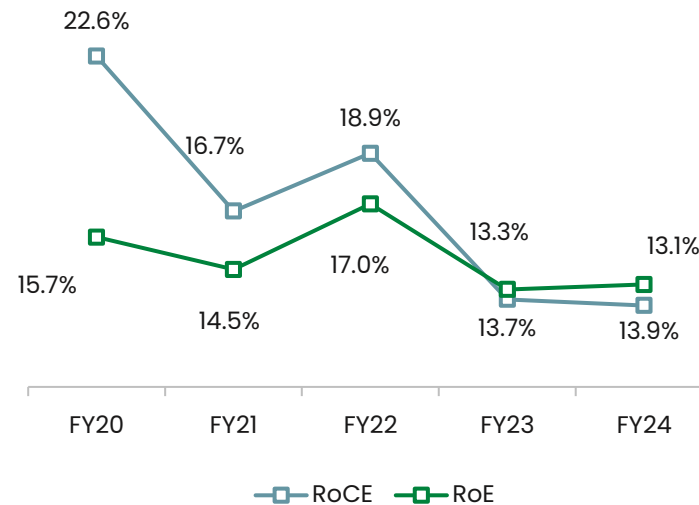
EBITDA (₹ in Cr) & EBITDA Margin (%)



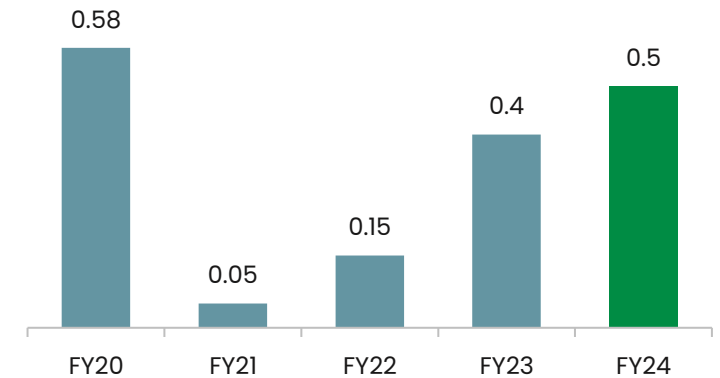
PBT before exceptional item (₹ in Cr) & PBT Margin (%)



ROCE & ROE (%)



Net Debt / Equity (x)



* Includes provisions of ₹ 24.4 crores in FY23, ₹ 6.8 crores in FY22

Consolidated Profit & Loss Statement

Profit and Loss (₹ in Crs)	FY24	FY23	FY22	FY21	FY20
Revenue from MSW C&T	557.5	468.4	417.2	297.3	269.0
Revenue from MSW Processing	208.6	174.5	150.8	131.9	133.2
Total operating Revenue	766.1	643.0	568.0	429.2	402.2
Contract & Others	130.4	232.2	98.7	51.5	62.4
Total Revenue	896.4	875.2	666.8	480.8	464.6
Raw Material	0.0	0.5	1.0	1.2	1.1
Employee Cost	268.0	220.4	191.5	154.1	114.9
Project Expenses	39.7	156.8	49.1	12.1	38.0
Other Expenses	386.9	329.6	258.6	183.1	171.1
EBITDA	201.8	167.9	166.5	130.3	139.5
EBITDA Margin	22.5%	19.2%	25.0%	27.1%	30.0%
Depreciation	53.3	39.0	33.3	31.2	24.2
EBIT	148.6	128.9	133.2	99.0	115.3
EBIT Margin	16.6%	14.7%	20.0%	20.6%	24.8%
Finance Cost	39.5	26.6	20.5	28.5	30.2
Profit before Tax Exceptional Items	109.1	102.3	112.7	70.6	85.1
Profit before Tax Margin	12.2%	11.7%	16.9%	14.7%	18.3%
Exceptional items [(income) / expense]	0.0	0.0	0.0	0.0	18.2 [^]
Profit before Tax	109.1	102.3	112.7	70.6	66.9
Profit before Tax Margin	12.2%	11.7%	16.9%	14.7%	14.4%
Tax	9.2	17.7	22.3	6.5	19.8
PAT	99.9	84.6	90.4	64.1	47.1
PAT Margin %	11.1%	9.7%	13.6%	13.3%	10.1%
Less: PAT for Non-controlling interest	13.7	16.5	22.5	19.0	19.8
PAT for Owners of the Company	86.2	68.1	67.9	45.0	27.3
EPS	30.4	24.1	24.0	17.1	17.8

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

Consolidated Balance Sheet Statement

Assets (₹ in Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Non - Current Assets	1,059.2	893.0	618.5	481.2	475.8
Property Plant & Equipment	271.8	190.3	114.4	123.9	137.9
CWIP	31.2	31.3	8.9	0.8	0.6
Right-of-Use Assets	31.8	1.6	2.3	2.2	2.2
Other Intangible Assets	358.4	117.4	121.3	127.2	118.7
Intangible assets under development	9.6	218.3	51.8	5.1	13.9
Financial Assets					
(i) Trade Receivables	57.0	47.7	38.0	43.3	40.7
(ii) Other Financial Assets	214.0	199.8	193.9	146.5	140.8
Deferred Tax Assets	56.1	40.4	33.5	17.8	8.6
Income Tax Assets	8.3	9.5	8.7	10.5	10.5
Other Non-Current Assets	20.9	36.7	45.7	3.8	1.9
Current Assets	402.8	365.4	346.3	311.6	209.7
Inventories	0.0	0.1	0.1	0.1	0.1
Financial Assets					
(i) Trade Receivables	251.9	216.4	178.3	110.1	109.8
(ii) Cash	70.9	51.5	70.6	100.5	25.5
(iii) Bank	15.0	21.5	22.2	27.7	10.0
(v) Other financial assets	53.4	66.6	60.5	57.7	53.9
Other Current Assets	11.5	9.3	11.1	12.1	6.9
Asset classified as held for sale	0.0	0.0	3.5	3.3	3.5
Total Assets	1,462.0	1,258.4	964.7	792.8	685.5

Equity & Liabilities (₹ in Crs)	Mar-24	Mar-23	Mar-22	Mar-21	Mar-20
Total Equity	718.4	616.8	532.7	442.6	299.9
Share Capital	14.2	14.1	14.1	14.1	12.8
Reserves & Surplus	559.5	471.6	402.6	333.7	211.3
Non-Controlling Interest	144.7	131.1	115.9	94.8	75.8
Non-Current Liabilities	434.9	363.1	194.8	156.1	203.1
Financial Liabilities					
(i) Borrowings	307.1	261.4	102.4	84.5	145.1
(ii) Lease Liabilities	28.4	1.2	3.2	3.3	3.0
Provisions	87.0	80.4	68.2	56.1	41.8
Deferred Tax Liabilities	12.4	20.0	21.1	12.1	13.2
Current Liabilities	308.6	278.5	237.2	194.1	182.4
Financial Liabilities					
(i) Borrowings	107.4	90.4	68.6	65.4	65.4
(ii) Lease Liabilities	3.9	2.4	1.1	1.1	0.9
(ii) Trade Payables	95.0	92.4	75.7	60.9	54.1
Other Financial Liabilities	57.3	64.7	56.5	38.7	38.6
Other Current Liabilities	9.9	9.6	10.3	10.2	8.1
Income Tax Liabilities	10.2	6.1	13.5	6.5	6.9
Provisions	24.9	13.0	11.5	11.3	8.3
Total Equity & Liabilities	1,462.0	1,258.4	964.7	792.8	685.5

Consolidated Cash Flow Statement

Particulars (₹ in Crs)	Mar-24	Sep-23	Mar-23	Mar-22	Mar-21	Mar-20
Net Profit Before Tax	109.1	73.0	102.3	102.3	70.6	82.0
Adjustments for: Non -Cash Items / Other Investment or Financial Items	69.9	19.6	64.2	51.6	48.6	54.2
Operating profit before working capital changes	179.0	92.6	166.5	153.9	119.2	136.2
Changes in working capital	-12.2	10.1	-42.5	-28.1	9.4	-19.5
Cash generated from Operations	166.7	102.7	124.0	125.8	128.6	116.7
Direct taxes paid (net of refund)	-26.9	-13.4	-34.0	-20.7	-17.1	20.9
Net Cash from Operating Activities	139.8	89.3	90.0	105.1	111.5	95.8
Net Cash from Investing Activities	-152.3	-77.9	-260.4	-140.1	-32.8	-103.7
Net Cash from Financing Activities	34.7	1.6	148.5	5.0	-3.7	13.9
Net Decrease in Cash and Cash equivalents	22.2	13.0	-21.9	-30.0	75.1	5.9
Add: Cash & Cash equivalents at the beginning of the period	48.7	48.7	70.6	100.6	25.5	19.6
Cash & Cash equivalents at the end of the period	70.9	61.7	48.7	70.6	100.6	25.5



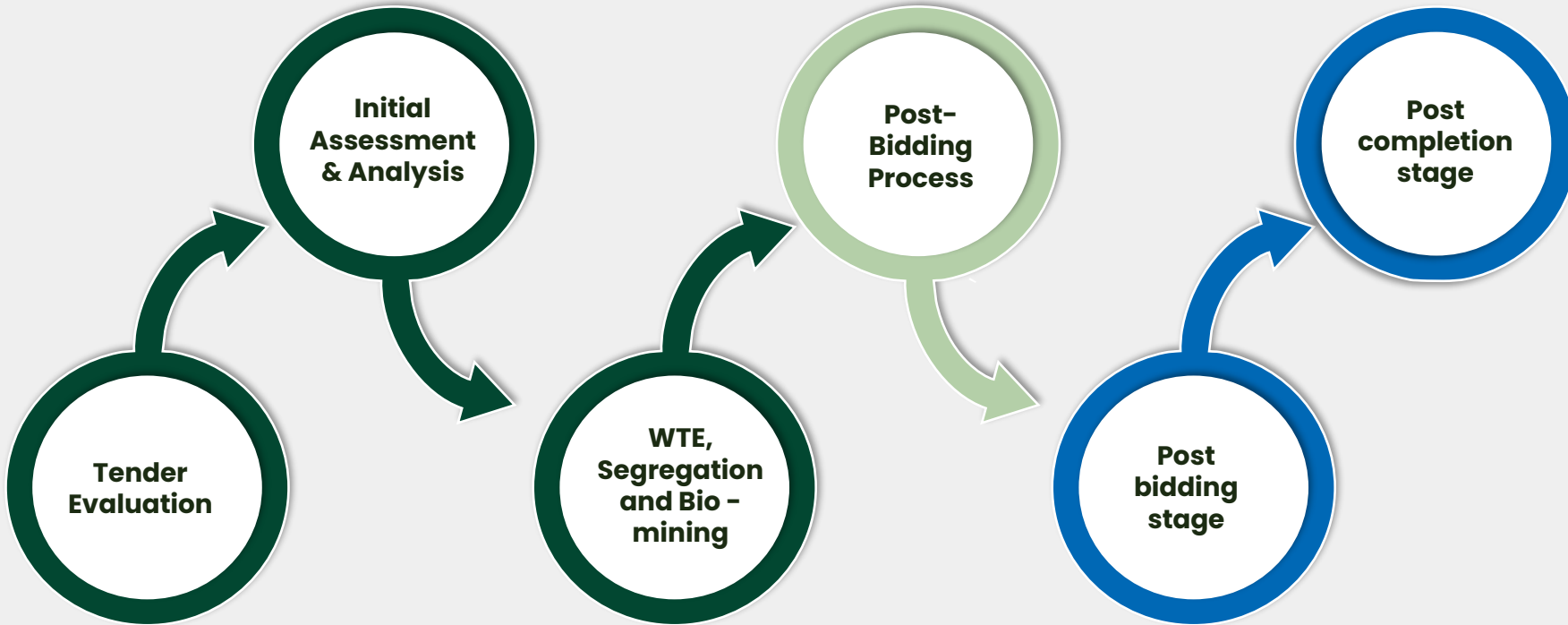
 **ANTONY WASTE**

Annexures

Quality Cum Cost Based Bidding Process

- 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

- Compliance with various covenants for project closure
- For projects on operation and maintenance basis, entire vehicle fleet is required to be returned to 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



- Peruse the RFP
- Understand scope size & scale of project
- Tender conditions & stipulation analysis
- Geography study
- Financial & Non-financial viability

- Actual bidding
- Technical criteria fulfillment
- Eligibility
- Quote the rate
- Meeting all the criteria
- Contract award

- 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

Our Infrastructure at Kanjurmarg

Material Recovery Facility



Bio-reactor Landfill



Gas Collection



Composting



Our Infrastructure at PCMC Waste to Energy Plant



Step 1



Step 2



Step 3



Step 4



Step 5



Step 6

Abbreviations

- ALESPL: Antony Lara Enviro Solutions Private Limited
- AWHCL: Antony Waste Handling Cell Limited
- BN : Billion
- BLF: Bio-Reactor Landfill
- C&T: Collection and Transportation
- DBOOT : Design, Build, Own Operate and Transfer
- GNIDA: The Greater Noida Industrial Development Authority
- GPS : Geo Positioning System
- LARA: Lara Central De Tratamento De Rediduous LTDA
- LoA: Letter of Acceptance
- Lol: Letter of Intent
- KCAL : Kilocalorie
- MCD: Municipal Corporation of Delhi
- MRF: Material Recovery and Compost Facility
- MSW: Municipal solid waste
- MSWM: Municipal Solid Waste Management
- MMT: Million Metric Tonnes
- MW : Megawatt
- NMMC: The Navi Mumbai Municipal Corporation
- RDF : Refuse Derived Fuel
- SLF: Sanitary Landfill
- SWM: Solid Waste Management
- TMC: The Thane Municipal Corporation
- TPD: Ton / Day
- UMC: The Ulhasnagar Municipal Corporation
- W2E: Waste to Energy



Thank You !

Company:



ANTONY WASTE

CIN: L90001MH2001PLC130485

Mr. Subramanian NG

E: Investor.relations@antonywaste.in

www.antony-waste.com

Investor Relations Advisor:



SGA Strategic Growth Advisors

CIN: U74140MH2010PTC204285

Mr. Jigar Kavaiya / Mr. Pratik Shah

E: jigar.kavaiya@sgapl.net / p.s.shah@sgapl.net

T: +91 9920602034 / +91 9870030585

www.sgapl.net