



ENVIROTECH SYSTEMS LIMITED

(Formerly Envirotech Systems Pvt. Ltd.)

Corporate Office: B-1A/19, Commercial Complex, Sector-51, Noida-201307(U.P.)
Works: Plot No.: 345-346-347, Ecotech-1 (Extension), Greater Noida-201308 (U.P.)
Telephone's: 0120- 4337633, 4337439 **E-mail :** sales@envirotechltd.com
CIN : L31101DL2007PLC159075 **Website :** www.envirotechltd.com



Date: 5TH November 2024

To,
The Listing Compliance Department
National Stock Exchange of India Limited,
Exchange Plaza, Plot no. C/I, G Block,
Bandra-Kurla Complex, Bandra (E) Mumbai - 400051.

Script Code: ENVIRO

Sub: Update on Financial Results of the Company for H1'FY25 ended 30th September 2024

Dear Sir/Madam,

Pursuant to Regulations 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed business update for the Financial Results of the Company for the H1'FY25 ended 30th September 2024.

Kindly take note of the same.

Thanking you.
For Envirotech Systems Limited

Pallvi Sharma
Company Secretary & Compliance Officer
Membership No: A51237
Date: 05/11/2024
Place: Noida



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Result Highlights H1FY25

Financial Performance

Particulars (In Lakhs)	H1FY25	H1FY24	YOY Growth %	FY24
Total Revenue	1,674.82	1,886.62	-11%	4,687.95
Total Expenses	1,209.46	1,540.75		3,027.86
EBITDA	465.35	345.88	35%	1,660.09
EBITDA Margins %	28%	18%		35%
Depreciation and Amortization Expense	9.97	10.30		20.90
EBIT	455.39	335.58	36%	1,639.18
EBIT Margins %	27%	18%		35%
Financial Costs	80.50	29.25		79.00
Profit before Tax	374.88	306.33		1,560.18
Tax Expense	91.42	78.58		417.30
PAT	283.46	227.75	24%	1,142.88
PAT Margins %	17%	12%		24%
EPS	1.51	45.55		8.54

*For fair comparison, on present issued capital, EPS for 30th September 2023 is Rs. 1.21

Management Comments:

As the only publicly listed company in India focused solely on acoustic insulation, the company has established itself as a market leader in this specialized field. Known as a pioneer in customized soundproofing solutions, it serves diverse sectors including Defence, automotive, consumer appliances, entertainment, transportation, and construction. This broad industry reach demonstrates its adaptability and expertise in delivering tailored acoustic solutions that meet complex requirements across various applications.

With sound insulation gaining importance for technical and regulatory standards, demand for these products is accelerating. While the company's primary focus remains on B2B and B2G sectors, it is now planning an expansion into the B2C market to meet rising consumer demand for acoustic products in homes and offices. This strategic shift could open up substantial growth opportunities, allowing the company to leverage its market expertise and reputation to capture a growing consumer base.

Financial Performance Overview:

- **Total Revenue:** In H1 FY25, Envirotech Systems reported a revenue of ₹1,674.82 lakhs, representing an 11% decrease compared to ₹1,886.62 lakhs in H1 FY24.



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- **EBITDA Growth:** The company demonstrated a strong year-over-year increase in EBITDA, achieving ₹465.35 lakhs for H1 FY25, a 35% growth from ₹345.88 lakhs in H1 FY24. This increase underscores improvements in cost management and a strategic shift toward more profitable project engagements.
- **EBITDA Margin Expansion:** EBITDA margins improved significantly, climbing to 28% in H1 FY25 from 18% in H1 FY24. This growth showcases
- **Profit After Tax (PAT):** PAT rose to ₹283.46 lakhs in H1 FY25, reflecting a 24% increase from ₹227.75 lakhs in H1 FY24. Correspondingly, PAT margins increased to 17%, up from 12% in the same period last year.

Key Operational Updates:

- **Expansion of Manufacturing Capacity:** A key operational milestone for H1 FY25 was the expansion of our production capabilities. Envirotech is on track to operationalize an additional 8,000 SQM of manufacturing capacity in Greater Noida within the next two months. This strategic enhancement follows robust demand forecasts and aims to better serve large-scale projects.
- **Product and Service Diversification:** Envirotech has taken significant steps toward diversifying its product offerings, especially by targeting the burgeoning B2C market. The company's acoustic solutions, initially focused on industrial and commercial applications, are being adapted for residential and commercial buildings, including hotels, offices, and auditoriums. The B2C segment currently contributes approximately 10% of total revenues, but internal projections indicate a substantial potential for growth as consumer awareness and demand for noise control solutions continue to rise.

Growth Drivers:

- **Growth in Defence Sector:** The Defence industry remains a critical growth driver for Envirotech, contributing around 30% to FY24 revenues. The company provides specialized acoustic solutions for Defence applications, such as anechoic chambers, soundproof testing rooms, and RF absorbers. High-profile clients include DRDO labs, Hindustan Aeronautics Limited, Bharat Electronics, and various Defence Research Institutes. These projects cover strategic locations in India, including Hyderabad, Bangalore, Delhi, and Vishakhapatnam. The high margins in this sector make it a focal point for future expansion and revenue stability.
- **International Market Expansion:** To strengthen its global footprint, Envirotech has been exploring opportunities in international markets, particularly in high-demand regions such as the U.S., EU, and UAE. While current international activities are primarily part-supply operations, the company has outlined plans to establish direct offices in these key regions. This move will facilitate comprehensive service offerings, including installation and support, positioning



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Envirotech as a full-service provider and allowing for deeper client engagement and larger project acquisitions abroad.

- **Robust Order Pipeline:** The company maintains a strong order book worth 27.26 crores, indicative of continued confidence from both existing and new clients. The order pipeline includes significant projects across government, public sector units (PSUs), multinational corporations (MNCs), and large project management companies. This diversified client base supports the company's revenue sustainability and positions it well for continued growth.
- **B2C Market Expansion:** As urbanization and awareness of noise pollution grow, demand for soundproofing in homes and commercial spaces is set to rise. Envirotech's strategic pivot into the B2C space positions the company to capture a significant share of this expanding market.
- **Strengthening B2B Relationships:** The core B2B model remains robust, contributing approximately 90% of revenues. The company plans to deepen these relationships through targeted client engagement, specialized solutions, and partnerships that leverage its reputation for high-quality, customized products.

About Envirotech Systems Limited

Founded in 1997, we are a **leader in acoustic engineering, specializing in high-tech products that help manufacturers control noise generated during product testing in their facilities.** With over two decades of experience in noise measurement and control **solutions for industrial and commercial applications**, we bring the expertise, innovative approaches, and resources necessary to deliver cost-effective solutions for even the most challenging acoustical issues.

Wide applications catering to diverse user industries





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