



# 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: 5<sup>TH</sup> 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: INVESTOR PRESENTATION

Dear Sir/Madam,

Please find enclosed **Investor Presentation** OF Envirotech Systems Limited for the Financial year 2024-25 ended 30<sup>th</sup> 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



# ENVIROTECH SYSTEMS LIMITED

INVESTOR PRESENTATION  
H1 FY25

[www.envirotechacoustics.com](http://www.envirotechacoustics.com)



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This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The Company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the Company.



# Table Of Content

01

## RESULT HIGHLIGHTS

- H1 FY'25 Financial Performance
- Management Commentary

02

## ABOUT US

- Company Overview
- Products
- Clientele
- Key Milestones
- Management

03

## BUSINESS MODEL

- Business Flow
- Revenue Generation

04

## GROWTH DRIVERS

- Factors Driving Growth
- Business Positioning
- Key Strengths
- Industry Trends
- Strategies

05

## FINANCIAL PERFORMANCE

- Income Statement

06

## ANNEXURES

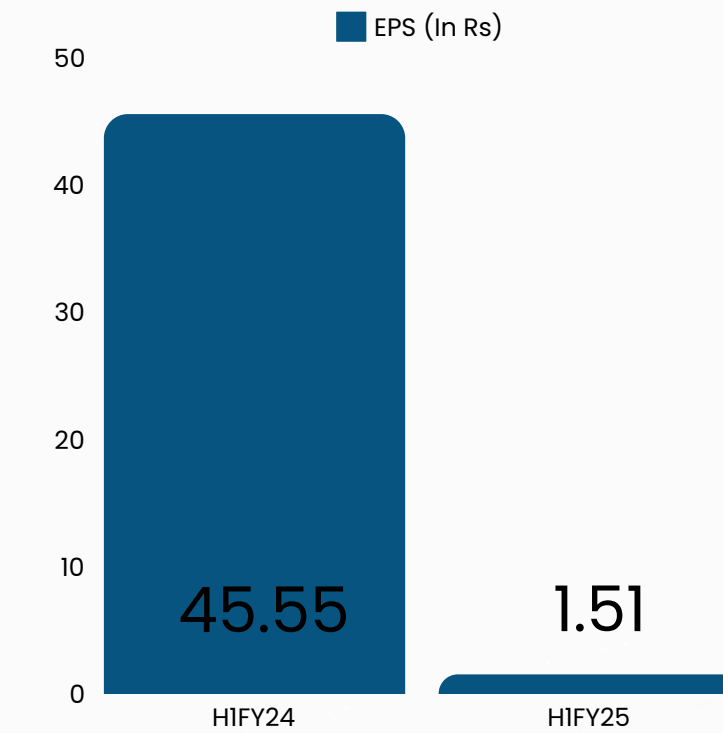
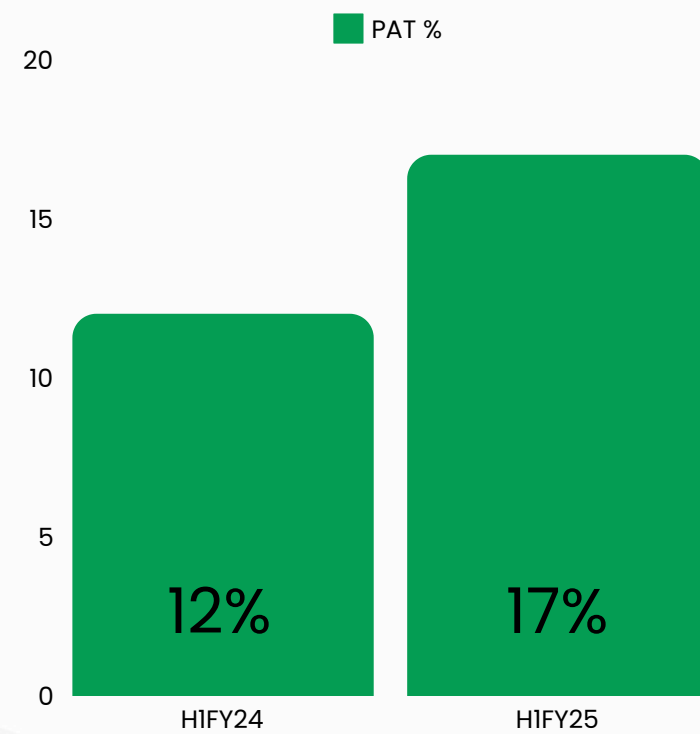
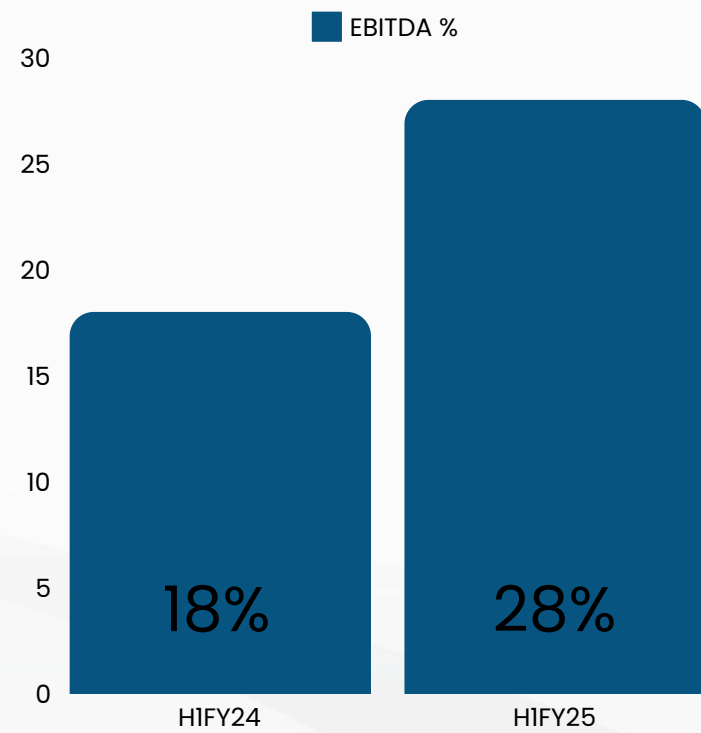
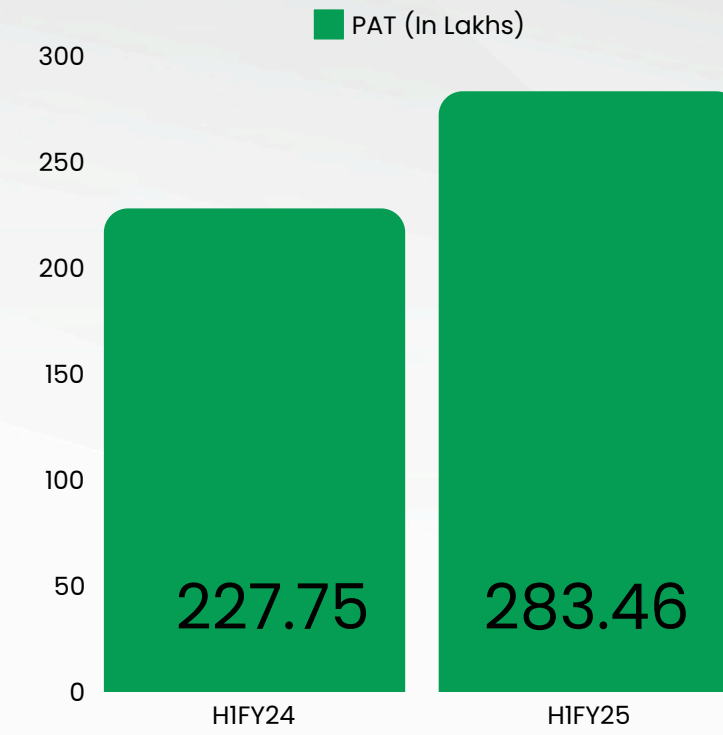
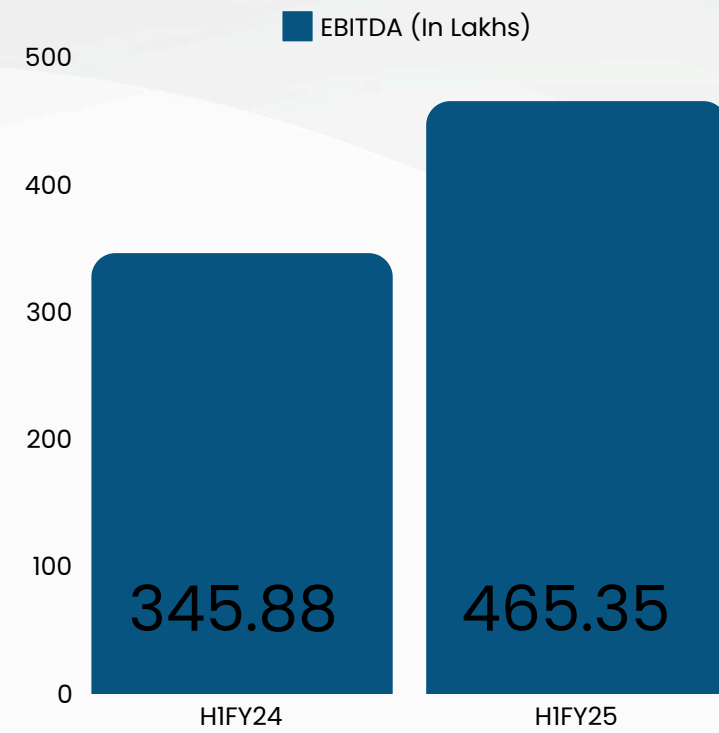
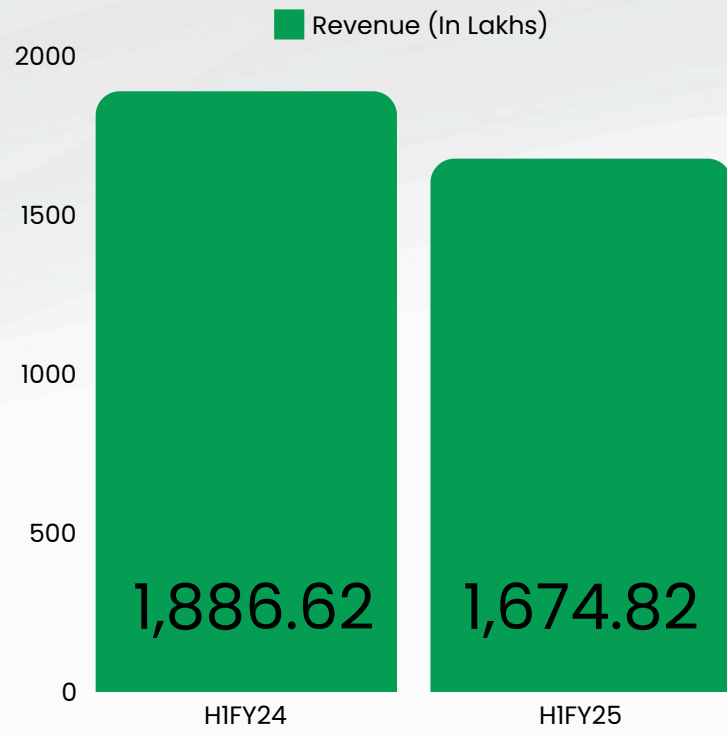
- Product Gallery
- Manufacturing Facilities
- Contact



# Result Highlights

- H1 FY' 25 Financial Performance
- Management Commentary

# H1 FY' 25 Financial Performance

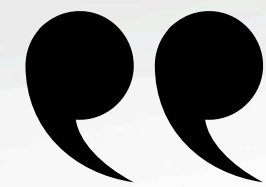


\*For fair comparison, on present issued capital, EPS for 30th September 2023 is Rs. 1.21



**Mr. Manoj Kumar Gupta**

**Managing Director**



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.





# ABOUT US

- Company Overview
- Products
- Clientele
- Key Milestones
- Management

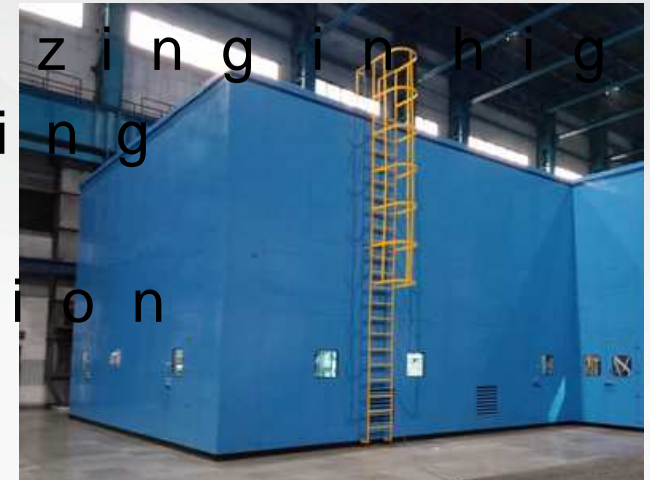


# Company Overview



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

B2B  
Model



## Wide applications catering to diverse



Construction



Public Transport  
Road & Rail  
Networks



Energy & Utilities



Music, Sports &  
Public Events



Airports &  
Heliports



Fracking, Mining,  
Oil & Gas



Demolition



Farming



Refits & Refurbishments



Hospitals  
& Schools



Restaurants &  
Bars



Indoor Conferences



+150  
Employee

+2000  
Successful  
Projects





# Pr o d u c t s - A c o u s t i c E n c l o s u r e

For the reduction of noise made by machines and mechanical units, as a leading supplier of industrial noise control we offer enclosures for all kind of noise sources:

- Gas turbines
- Steam turbines
- Compressors
- Diesel Generator
- Pumps
- Conveyor
- Fin Press Machine
- Air Compressor
- Forging Machine
- CNC Machine
- Scarfing Machine
- Other Noise Generating Industrial Machines





# Pr o d u c t s - N o i s e B o o t h

The noise test booth is a quite room used for check the noise level. The main functionality of a noise control booth is to eliminate the shop floor noise. We offer online & offline noise testing booth to test each & every piece of product.

## Ar e a o f A p p l i c a t i o n :

- Automotive sector
- Air conditioner manufacturing units
- Refrigeration units
- Fan, motor & Compressors manufacturing units
- Speaker and sound purity testing etc.

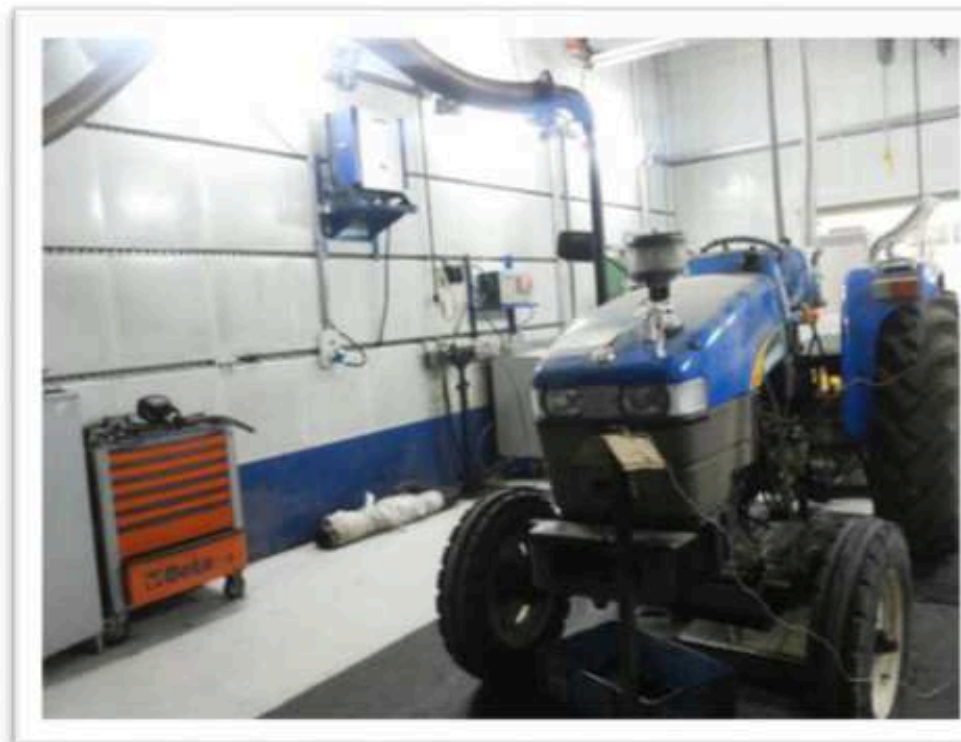




To perform accurate and repeatable testing of the product, manufacturers use Engine test cell that provide controlled acoustical environment for product testing and development.

Generally Acoustic Treatment to engine test cell prevents the flow of excessive noise from engine test chamber to nearby areas in automobile industry .

For accurate designing of Engine Test Cell Acoustics module our acousticians & engineers review the acoustic profile of engines.



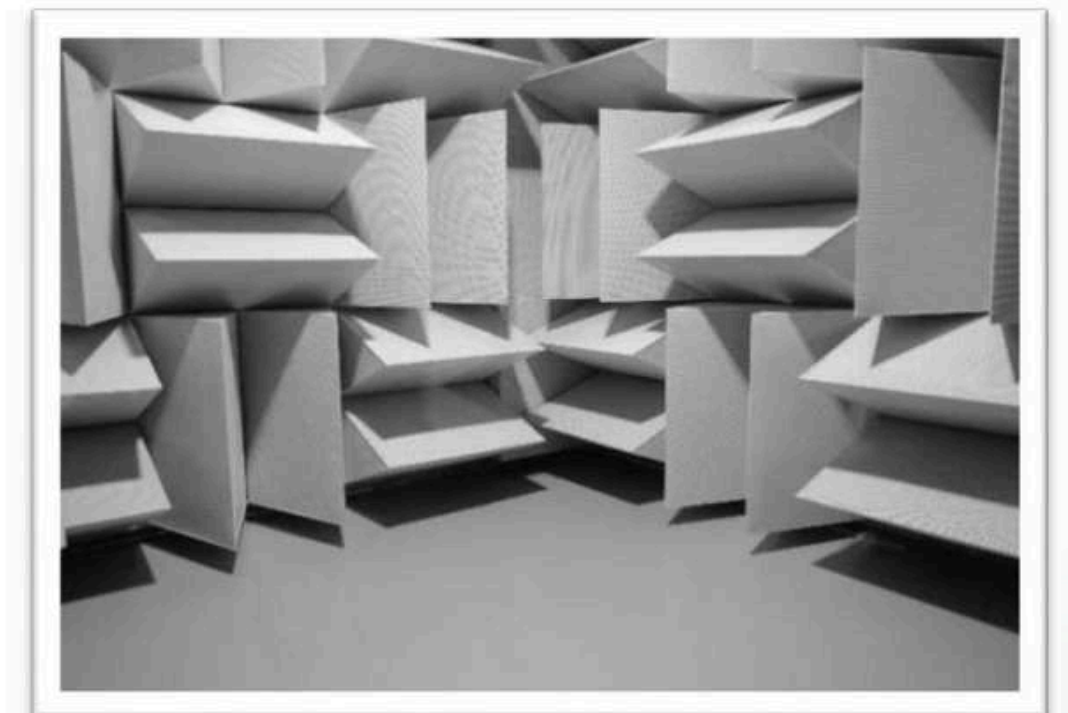
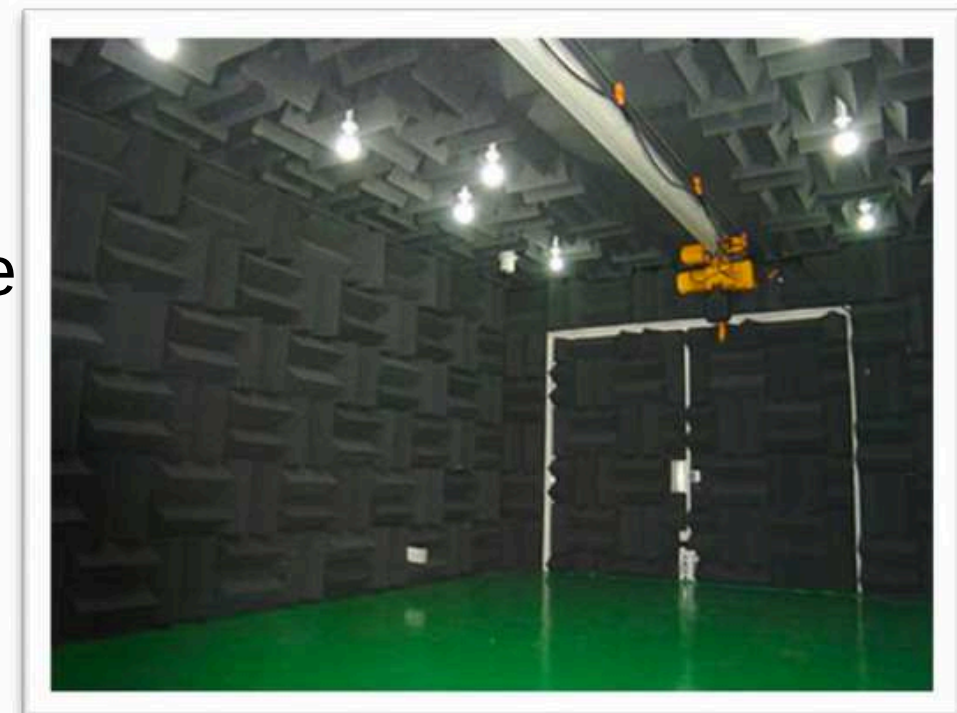


An anechoic chamber (an-echoic or non-echoing) is a room designed to stop reflections of sound waves. They are also insulated from exterior sources of noise.

## SEMI ANECHOIC CHAMBER

A room which create free field conditions but above a reflective plane. Above a certain frequency all sound waves that hit the walls or ceiling of the chamber will be absorbed.

This type of chamber normally used in vehicle testing with a rolling road so that the vehicle may be driven.



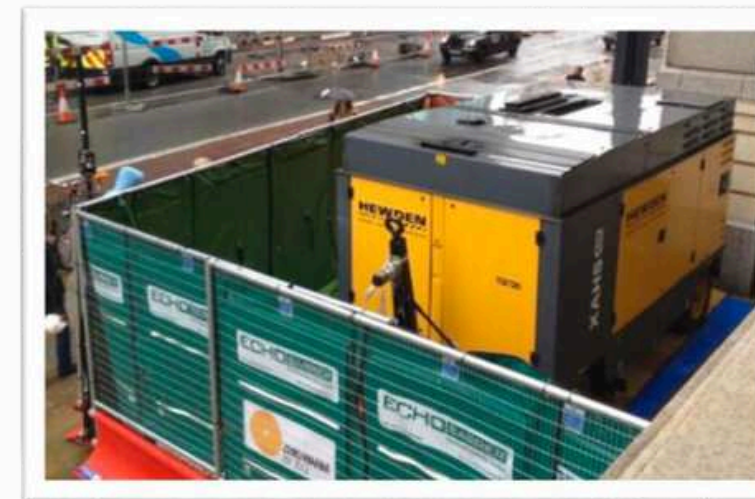


# Products - Noise Barriers

We offer a full design, delivery and installation service, which can also include all necessary structural steelwork. Barriers can be erected by our own, trained personnel or installed by other contractors, end users etc.

## Areas of Application :

- Mechanical Plants
- Roads, Metro & Railway s
- Airport Boundaries
- Generators, Compressors and Chillers
- Construction
- Oil & Gas
- Refurbishments
- Maintenance Activities
- Outdoor & Indoor Events
- Other Areas like hospital, schools, airports, etc.





Ac o u s t i c has a sound baffle designed to allow airflow through ventilation openings while reducing the radiation of noise. Typical application for our acoustic louvers used in conjunction with machine and enclosures, sound barrier walls and sound control rooms to allow silenced airflow.

Our Acoustic screens and enclosures solve a wide range of environmental noise pollution problems emanating from mechanical plant and systems including:

- Chillers
- Motors
- Compressors
- Pumps
- Roof top plant rooms

**Ac o u s t i c D o o r s :**

We offer a range of Fire Retardant / Proof / Check Metal Doors Frames customized and accurate to customer specifications.





# Ma r q u e e C l i e n t s





# Key Milestones

2007

Incorporated as a Private Limited Company

2009

Change in name of the Company from Envirotech Gensets Private Ltd. To Envirotech Systems Private Ltd.

2012

Set up of First Manufacturing Plant in Noida

2018

Expansion of Manufacturing plant in Noida

2024

- Successful completion of IPO
- Formed exclusive partnerships with Pyroguard (fire-resistant glass) and ECHO Barrier (portable noise barriers).
- Acquired larger factory in Greater Noida, tripling production capacity.
- Implemented customized ERP system to enhance operational efficiency.
- Launched new B2B products to expand market offerings.
- Secured additional orders in the Defence sector, strengthening government project involvement.





**Mr. Manoj Kumar Gupta**

**Managing Director**

With over 20 years of experience in the acoustic insulation industry, he is highly regarded for his expertise, demonstrated through the performance, innovation, and development of advanced acoustic products. His strong analytical abilities enable him to address complex acoustic demands with effective solutions, making him a valuable asset to the field. He completed a Bachelor of Science from Kanpur University in 1993 and further honed his technical skills with a Diploma in Mechanical Engineering from Lucknow Polytechnic.

Throughout his career, he has played a pivotal role in the company's growth, guiding major policy decisions and leading the organization towards strategic objectives. His vision and leadership have been instrumental in formulating and implementing business strategies, positioning the company as a key player in the acoustics market. His contributions extend beyond technical expertise, as he continuously drives innovation and operational efficiency within the organization.

# Business Model

- Business Flow
- Revenue Generation



# Business Flow

## Make In India Sou

Bulk raw material purchase

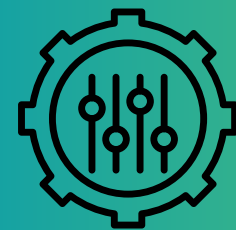
Raw Materials:

- Steel
- Insulation Materials
- Copper, etc.

Easy availability

Design and Engineering core part of operations due to highly technical products.

## Customised Des



Customised



No Catalogue

Products



Tailored

Project Based

Products

Technical

Difference In All

Products

## Clients & Payment



Government and PSUs

Automobiles

Home Appliances

Oil & Refineri

Other MNCs & Corporates



Project Management

Companies like Tata

Godrej, Metros &

Railways, Others



Payment cycle different across all clients



# Revenue Generation



## Government and PSUs

Power, Solar, Wind, and others



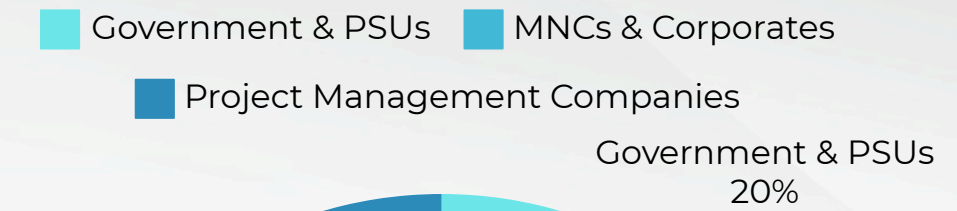
## MNCs and Corporates

Automobiles, Consumer electronics, Oil and Refineries, Home Appliances, and others



## Project Management Companies

Railways, EPC, Metros, Airports, Solar, Wind, and others





# G r o w t h D r i v e r s


- Growth In B2B Model
- Introducing B2C Vertical
- Ex panding Footprints in International Markets
- Targeting Defence Industry
- Enhancing Capacities
- Robust Orderbook
- Key Strengths

## DISTRIBUTION CHANNEL

Our company has developed and implemented a wide range of networking channels throughout the industry and society to strengthen the scope of identifying core customer base and designing right marketing strategies for procurement and liaising of projects to deliver customized solutions for clients. Our distribution and marketing network ensures our product availability to our customers translating into efficient supply chain, focused customer service and short turnaround times for product delivery.

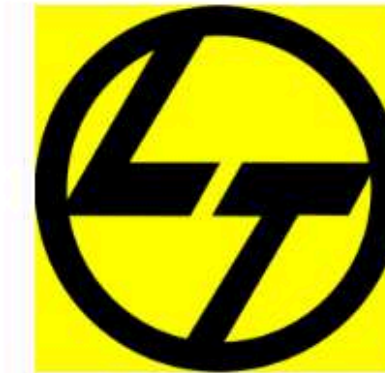
 Usage across industries

 Segment contributes around 90% to revenues

 Best quality acoustic products supplied to industries

 Growth in Government as well as private industries

 Clients across different sectors





# Introducing B2C Vertical



- High demand for B2C products
- Clients across B2C industries like;
  - Hotels,
  - Residential Buildings,
  - Corporate Buildings,
  - Banquets,
  - Auditoriums,
  - And others.
- This segment contributes around 10% to revenues currently .
- We expect huge growth from this vertical.

The screenshot displays the Acoustic Nest website interface. At the top, there is a search bar with the text "I'm shopping for ...", a navigation menu with links for Home, Shop, Services, About US, Blog, and Contact Us, and utility icons for Account, Cart, Wishlist, and Compare. A phone number +91-9355988601 is also visible. The main content area features a "Best Selling" section with a large promotional banner for "Effective way to Improve Sound Quality" and a "Shop now" button. Below the banner is a grid of eight acoustic products, each with a "SALE" tag and a heart icon. The products and their prices are:

Product Name	Original Price	Current Price
PU Foam T-wedge	₹2,017.50	₹1,345.00
PU Foam Wedge	₹2,017.50	₹1,345.00
PU Foam Pyramid	₹2,017.50	₹1,345.00
PU Foam WoodX	₹3,135.00	₹2,090.00
PU Foam Egg Tray	₹3,135.00	₹2,090.00
PU Foam Turbo	₹3,135.00	₹2,090.00
PU Foam Cadbury	₹3,135.00	₹2,090.00
Glass Wool	₹12,592.50	₹8,393.00



# Expanding Footprints in Int



## High Demand

International markets such as the US, EU, and UAE have substantial demand for acoustic products, and we plan to expand our presence in these regions.

## Skilled Professionals

Our team includes highly skilled and experienced professionals as advisors and designers, complemented by top-quality certifications, positioning us well for smooth entry into international markets.

## Direct Exports

We have some exports, though they do not contribute significantly to revenue, as we supply only the parts rather than providing comprehensive, end-to-end services.

## Indirect Exports

Our clients set up their facilities in international markets where our acoustics products get supplied.

## Plans to provide end to end services

We plan to set up our office in international markets to have a direct exposure to clients and provide them end to end acoustics services.

# Targeting Defence Industry



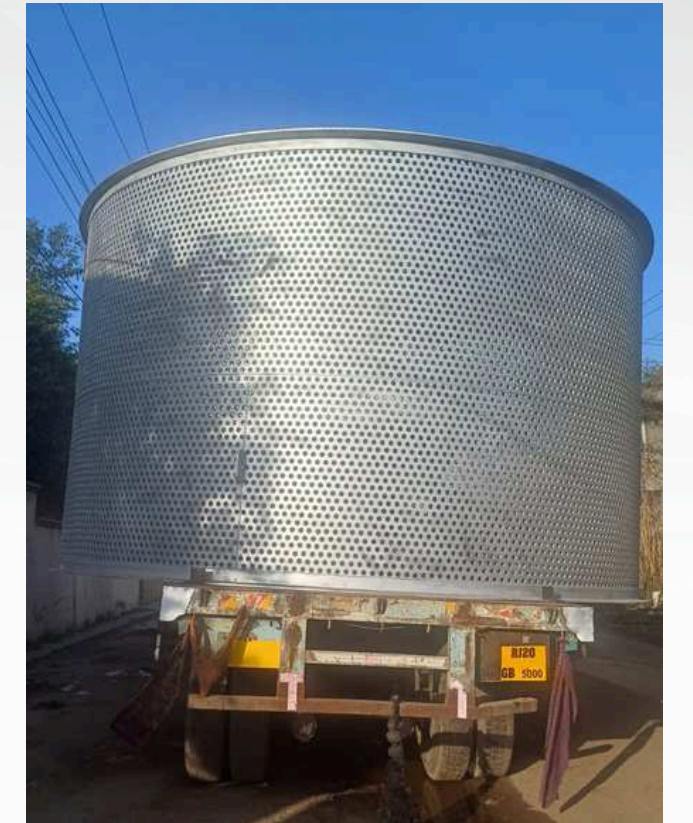
- High demand from defence industry
- High margin segment
- This segment contributed around 30% to revenues in FY24.
- We expect huge growth from this vertical.
- Providing specialized acoustic solutions like anechoic chambers, soundproof rooms, acoustic enclosures, and RF absorbers to DRDO labs, Hindustan Aeronautics Limited, Bharat Electronics, and Defence Research Institutes across India.
- These projects span key defense and research locations, including Hyderabad, Bangalore, Delhi, and Vishakhapatnam.

## Our Client





# Our Installations in Defence





# Enhancing Capacities

## Unit 1 & 2

**Capacity :**  
3000 SQM

**Utilisation :**  
~ 90-100%

Located in  
Kasna, Greater  
Noida

## Unit 3

**New Capacity :**  
8000 SQM

**Operational :**  
After 2 months

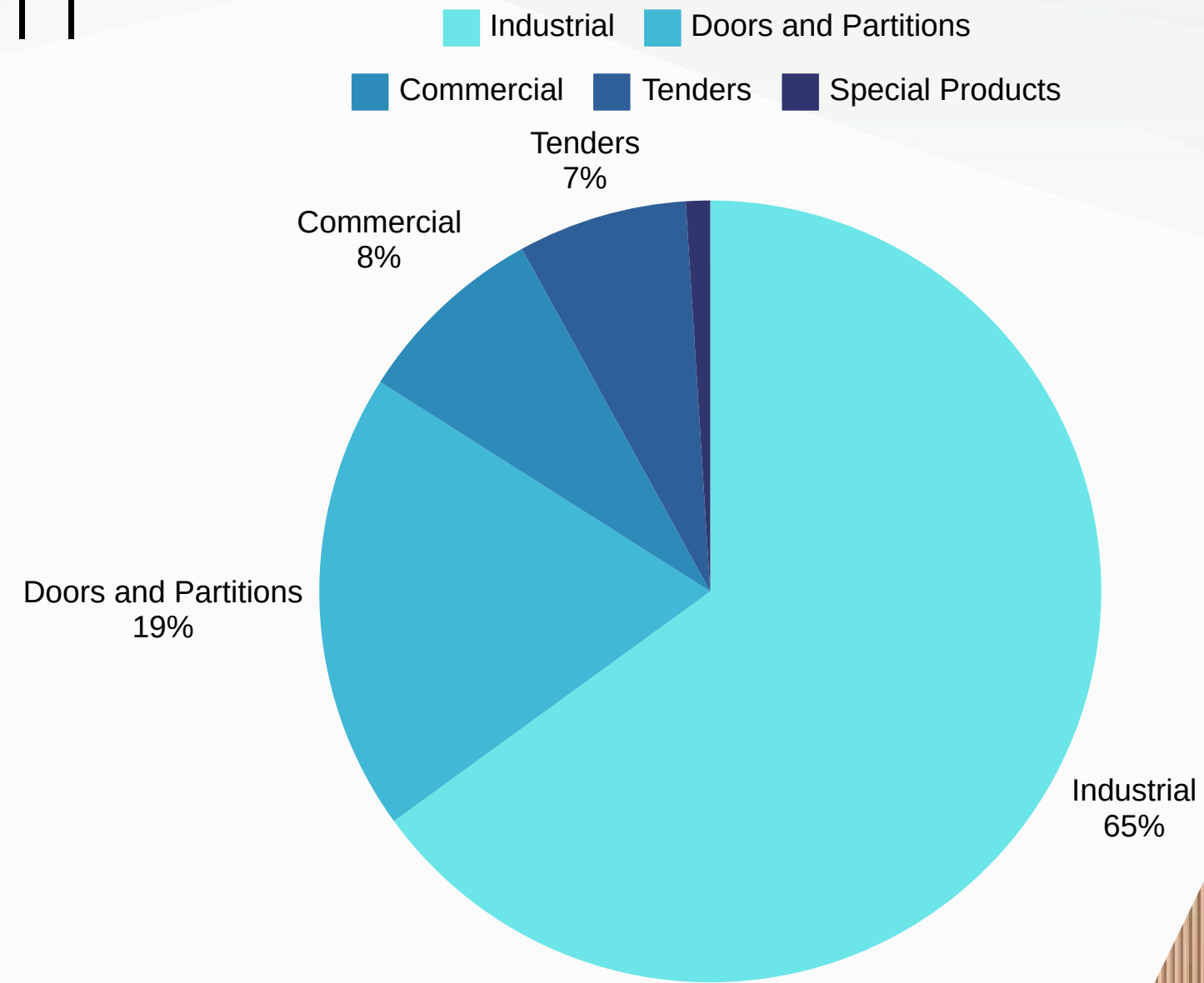
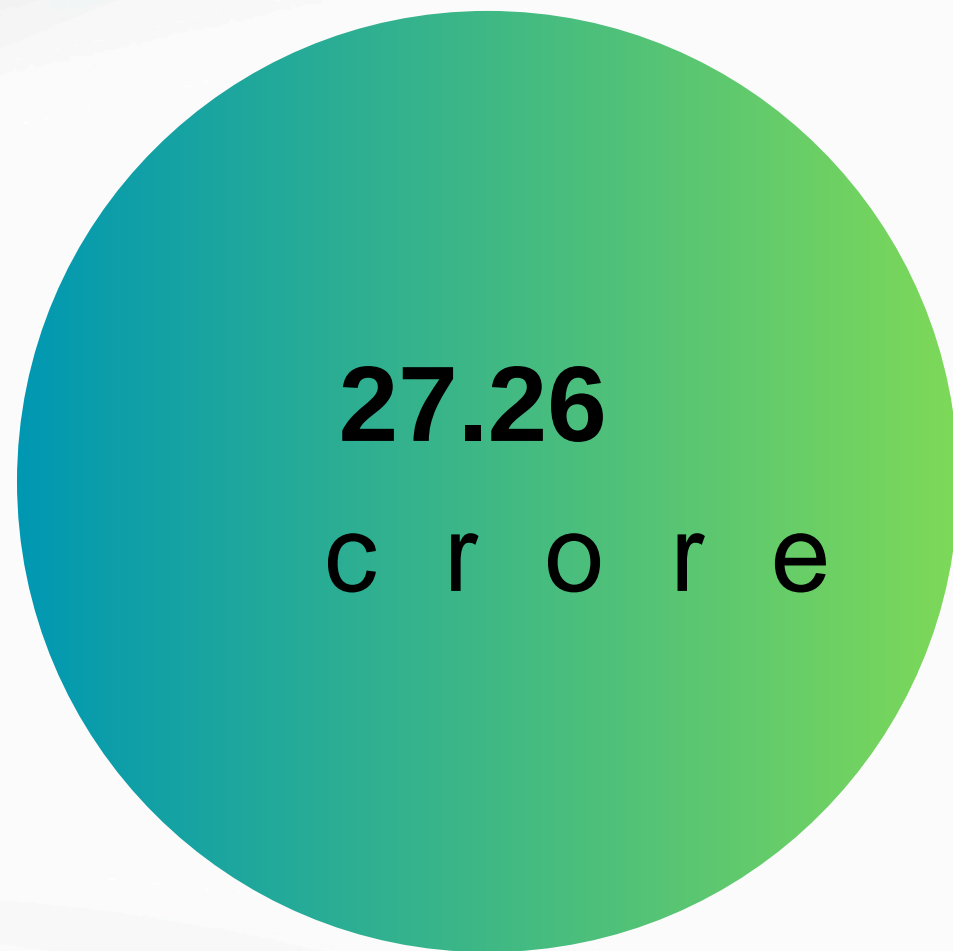
Located in  
Kasna, Greater  
Noida



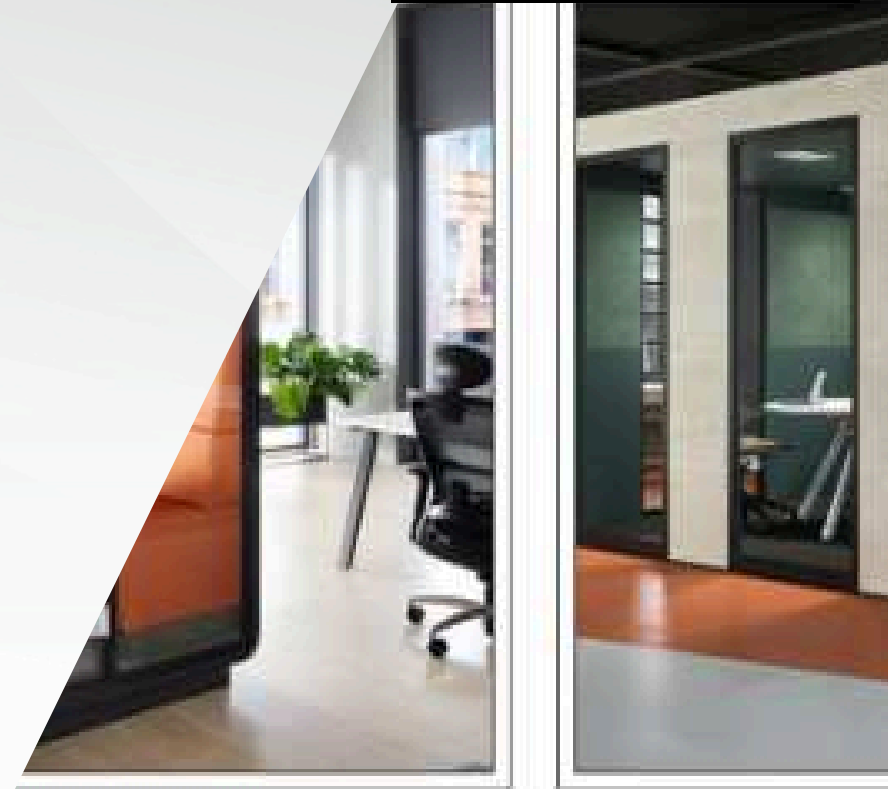


# Robust Orderbook

Orderbook till  
October 2024



Orderbook Breakup



# Key Strengths



## Integrated manufacturing facility Quality Assurance and Control

We do continuous endeavor to maintain the requisite infrastructure and technological upgradation for the smooth running of the manufacturing process as well as to cope up with the changing market demand situation. There is a continuous change in the technology and the markets are very dynamic to the change in technology. We keep ourselves technologically upgraded with the latest machines and infrastructure.

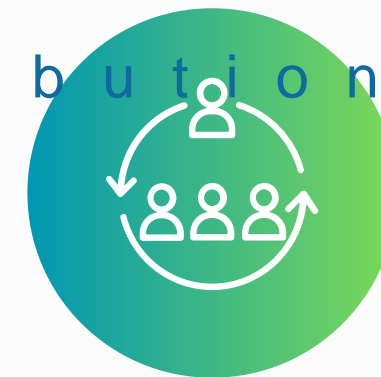


Quality control through trained inspectors with respect to quality and final delivery. Our Company has excellent record of providing quality services which makes our Company unique from our competitors.



## Well-developed distribution network Long Term Established Customer Base

Our company has developed and implemented a wide range of networking channels throughout the industry and society to strengthen the scope of identifying core customer base and designing right marketing strategies for procurement and liaising of projects to deliver customized solutions for clients. Our distribution and marketing network ensures our product availability to our customers translating into efficient supply chain, focused customer service and short turnaround times for product delivery.



We intend to cater to the increasing demand of our existing customers and also to increase our existing customer base by enhancing the distribution reach of our products in different parts of the country. We propose to increase our marketing and sales team which can focus in different regions and also maintain and establish relationship with customers. Enhancing our presence in additional regions will enable us to reach out to a larger population.



# Financial Performance

- Income Statement

# Financial Performance



Particulars (In	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
<b>EBITDA</b>	<b>465.35</b>	<b>345.88</b>	<b>35%</b>	<b>1,660.09</b>
<b>EBITDA Margins %</b>	<b>28%</b>	<b>18%</b>		<b>35%</b>
Depreciation and Amortization Expense	9.97	10.30		20.90
<b>EBIT</b>	<b>455.39</b>	<b>335.58</b>	<b>36%</b>	<b>1,639.18</b>
<b>EBIT Margins %</b>	<b>27%</b>	<b>18%</b>		<b>35%</b>
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
<b>PAT</b>	<b>283.46</b>	<b>227.75</b>	<b>24%</b>	<b>1,142.88</b>
<b>PAT Margins %</b>	<b>17%</b>	<b>12%</b>		<b>24%</b>
EPS	1.51	45.55		8.54

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



# An n e x u r e s

- Product Gallery
- Manufacturing Facilities
- Certifications



# Product Gallery





# Manufacturing Facilities







## Certificate of Registration

This is to certify that management system of  
**M/S ENVIROTECH SYSTEMS LIMITED.**

Corporate - office: B-1A/19, 1st Floor, Commercial Complex, Sector – 51, Noida -201307 ( U.P )  
India.  
Works : Plot No 345-346 -347, Ecotech -I ,( Extension ) , Greater Noida -201308 ( U.P ) India.

Has been independently assessed and is compliant with the requirements of  
**ISO 9001:2015**  
Quality Management System  
*For The Scope Of*  
" Manufacturing and Supply of Acoustic Enclosures , Sound Testing Chambers ,Noise Barriers , Acoustic / Fire Doors Acoustic & Noise Control Products "

This registration is subject to the company continuing to maintain effective management systems control the above that shall be monitored by CANDCERTS

**Certificate Number: 2023/ESL/T1051020083K/799819**

CERTIFICATION ORIGINAL DATE : 23/10/2020	Cont. CERTIFICATE ISSUE DATE : 23/10/2023
1 <sup>ST</sup> SURVEILLANCE DUE : 22/10/2024	2 <sup>ND</sup> SURVEILLANCE DUE : 22/10/2025
RE-CERTIFICATION DUE : 22/10/2026	Issue No.02



**AUTHORISED SIGNATORY**

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**The Validity of the this certificate can be verified at [www.candcerts.ca](http://www.candcerts.ca)**



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RE-CERTIFICATION DUE : 22/10/ 2026	Issue No.02



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Has been independently assessed and is compliant with the requirements of  
**ISO 45001:2018**  
Occupational Health And Safety  
*For The Scope Of*  
" Manufacturing and Supply of Acoustic Enclosures , Sound Testing Chambers ,Noise Barriers , Acoustic / Fire Doors Acoustic & Noise Control Products "

This registration is subject to the company continuing to maintain effective management systems control the above that shall be monitored by CANDCERTS

**Certificate Number: 2022/ESL/CC/799821**

CERTIFICATION ORIGINAL DATE : 10/06/2022	Cont. CERTIFICATE ISSUE DATE : 10/06/2022
1 <sup>ST</sup> SURVEILLANCE DUE : 09/06/2023	2 <sup>ND</sup> SURVEILLANCE DUE : 09/06/2024
RE-CERTIFICATION DUE : 09/06/2025	Issue No.01



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# THANK YOU



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Twenty Eighth Cons  
Ms. Palak Agarwal  
[palak@twenty\\_eighthconsulting.com](mailto:palak@twenty_eighthconsulting.com)  
Investor Relations