Antony Waste Handling Cell Limited

CIN: L90001MH2001PLC130485



Ref.: AW/SEC/BSE/2022-23/41 Date: August 11, 2022

To,
Listing Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street, Fort
Mumbai - 400001

Dear Sir/Madam,

Sub. : Intimation under Regulation 30 of SEBI (Listing Obligations and Disclosure Requirements)

Regulations, 2015 ("SEBI Listing Regulations") – Investor Presentation

Ref. : Script Code – 543254

With reference to the captioned subject and in continuation to our letter having reference no. AW/SEC/BSE/2022-23/38 dated August 10, 2022, 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 ended June 30, 2022.

The said 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

Encl: a/a



Safe Harbor



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Leading Player in the Indian MSW Management Industry





Market Leadership



Largest Player Domestically

Over Two Decades

Of Operations



28+

Completed & On-going projects

- (1) As on 30st June 2022
- (2) Waste processed at Kanjurmarg and Pimpri Chinchwad
- (3) Provisions of ~Rs. 6.8 crore in FY22 towards delay in reconciliation

of billings in User Collection Fee model projects. Provision.



Operational Excellence



Strong Financial Performance

Largest

Single location waste processing plant in Asia;

Processing ~60%

of waste generated in Mumbai

11.66 mmt (2)

Since inception of the projects till June 2022

1,754

Vehicle fleet(1)

9

States (Projects executed till date)

23

Municipal Corps & conglomerate worked with since inception

8,678

Full-time employees(1)

31%

Rs. 667 crs.

Revenue CAGR (FY19-22)

Revenue (FY22)

25%

Rs. 173 crs

Adj. EBITDA⁽³⁾ CAGR (FY19-22)

Adj. EBITDA (FY22)

43%

Rs. 90 crs

PAT CAGR (FY19-22)

PAT (FY22)

41%

Rs. 127 crs

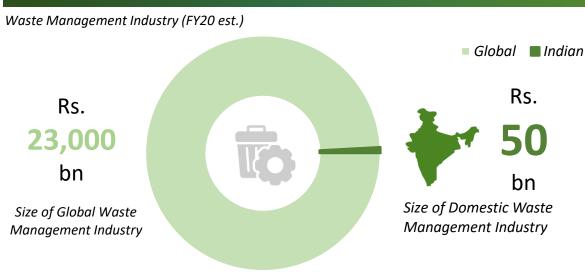
Cash flow from operations CAGR (FY19-22)

Cash flow from operations (FY22)

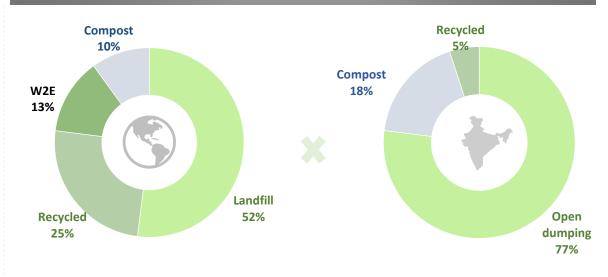
Industry Dynamics



India's Waste Management Industry has enormous growth potential



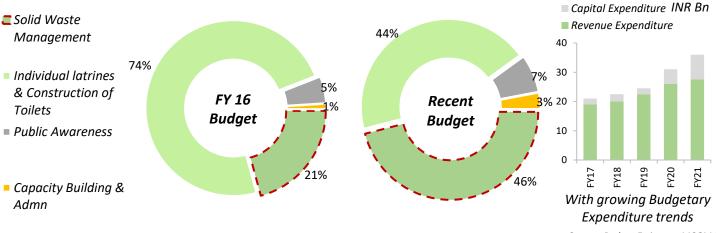
On average India practices higher open dumping vs global average



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

98.0 85.6 74.9 65.4 57.2 50.0 115 105 89 82 75 FY20 FY21 FY22 FY23 FY24 FY25 Waste generation (mn TPA) ■ MSW market (INR bn) CAGR - 14.4% CAGR - 8.9%

Strong government growth impetus towards the Solid Waste Management Sector



Source: Budget Estimates MCGM 2020-21

Source - Frost - Industry Reports

■ Solid Waste

Toilets

Admn

Management

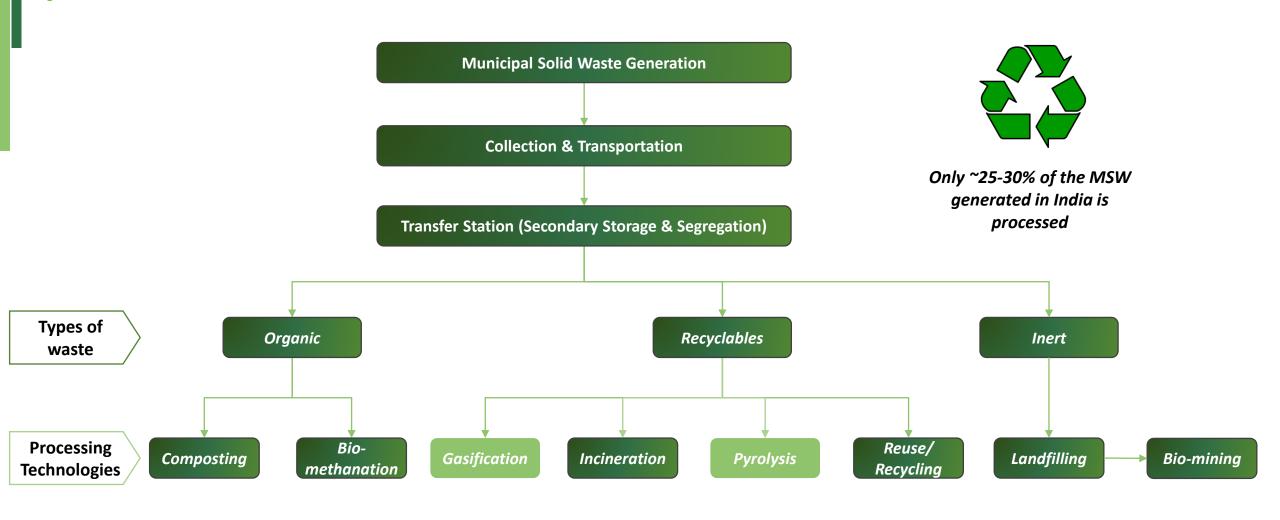
Individual latrines

■ Public Awareness

& Construction of

Presence Across Value Chain







Key Milestones

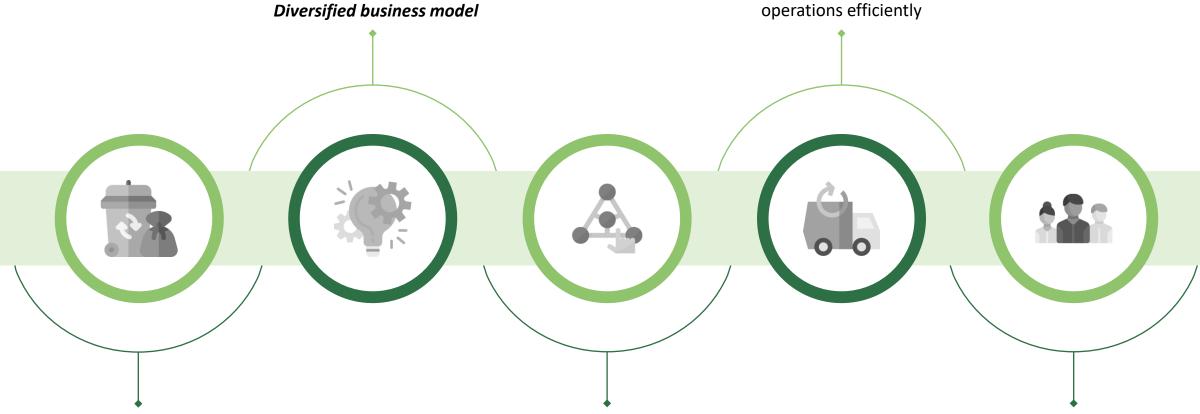


Proj	ects	■ Awarded C&T		 Awarded C&T project by TMC Awarded Power sweeping project for NMMC Awarded 	 Awarded a new C&T project for NMMC Awarded mechanized sweeping project for GNIDA 	■ Entered the WTE segment by entering into a concession agreement with PCMC	 Awarded new C&T project by the Nagpur Municipal Corporation Awarded a new C&T project by the Varanasi Municipal Corporation 	 Awarded a new C&T project by Jhansi Smart City Limited Awarded a new Bio-mining contract by GNIDA Awarded a new C&T project from City - Sadar Paharganj Zone of NDMC 	 Awarded a new C&T project by Nashik City Municipal Corporation
 Awarded MSW C&T project in Greater Noida Inception of the Company 	 Awarded C&T project by GNIDA Entered a new city (Delhi) - Contract awarded by MCD 	project by NMMC Raised private equity funding	 Partnership with Brazil based LARA Incorporation of ALESPL to expand the integrated MSW facility at Kanjurmarg 	mechanized sweeping project for GNIDA Received 2 nd runner up at CII, JCB Clean Earth Award for excellence in SWM	 Began operations at Kanjurmarg 		 Began operations at Pimpri Chinchwad and C&T operations at Noida 	Listed on NSE and BSE	Milestones
2001-02	2002-06	2006-08	2008-10	2010-14	2014-17	2017-18	2019-20	2021	2022

Our Core Competencies



Access to technology backed vehicles and equipment enables us to manage our



A leading service provider in Municipal Solid Waste (MSW) management sector with end-to-end capabilities

Strong track record of *project execution*

Experienced management team with strong domain expertise

End-to-end waste management capabilities...



Door to door collection

Transportation

Segregation

Construction & Management of Landfills

Recycling

Composting

Waste to Energy















Involves door to door collection of MSW from households, slums, commercial establishments etc. by vehicles like compactors, dumper placers and tippers Strong C&T capabilities with a large fleet of vehicles Transported to the processing facility, transfer station or a landfill Segregation
involves separation
of organic waste
from recyclables
and inert material

Manages largest bio-reactor landfill, manages 5,000 TPD waste at Kanjurmarg facility through MRF, Bioreactor landfill & sanitary landfill operations Processes waste materials into new materials and objects

Organic material is processed to produce compost

Recyclables produce RDF which is used in cement kilns & other facilities as fuel/ for power generation

...with diversified revenue streams...



MSW C&T

62%
Revenue
Contribution

MSW Processing

23%
Revenue
Contribution

Contract & Others

15% 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

Processing projects involve sorting & segregating waste received from MSW C&T, followed by composting, recycling, shredding and 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

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

Limited project & counter-party credit risk

User Fees

Reducing collections risk through user fee collection from designated persons in NOIDA project

Study of financial viability of rewarding authority

Focus on municipal corporations with strong financials/ credit ratings

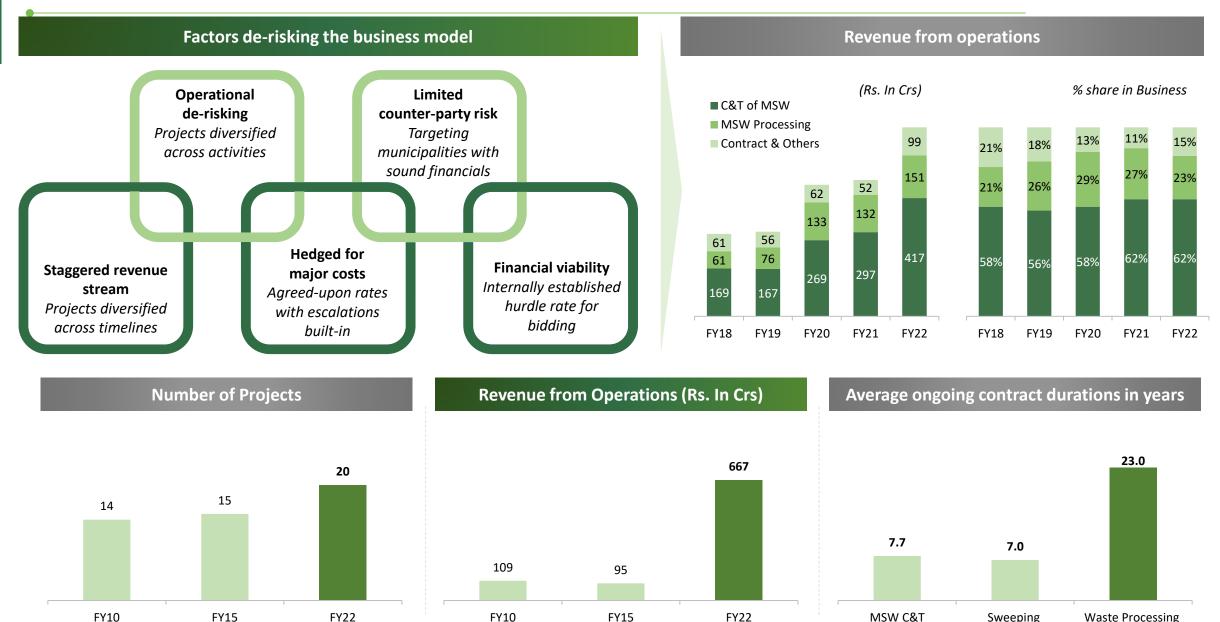
Detailed viability analysis of the project

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

Note: Revenue contribution As on FY 22

...and a De-Risked business model.

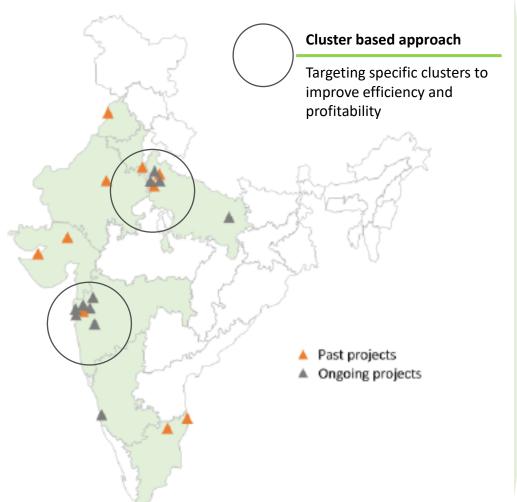




Experience in Project Execution Across the country



Pan India Footprint of Projects



	-	Type of Service	S
Ongoing Projects	MSW C&T	Mechanized Sweeping	MSW Processing
Greater Noida Industrial Development Authority (GNIDA) – Biomining project			✓
Greater Noida Project-Zone 1 and Zone 2	✓		
Greater Noida Sweeping Project 1 and 3		✓	
Jaypee Project	✓		
Jhansi Smart City Project	✓		
Mangaluru Project ¹	✓	✓	
MCGM - Kanjur Project			✓
MCGM Project – R Central and R North	✓		
Nagpur Municipal Corporation Project	✓		
Nashik Municipal Corporation ⁴	✓		
Navi Mumbai Project ¹	✓	✓	
NDMC - Sadar Paharganj	✓		
New Okhla Industrial Development Authority ("Noida") Project	✓		
Pimpri Chinchwad Municipal Corporation – South Zone Project	✓		
Pimpri-Chinchwad Municipal Corporation Project ²			✓
Thane Project	✓		
Varanasi Municipal Corporation ³	✓	✓	

20

Ongoing projects

9

States (Projects executed till date)

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

1) The Mangalore Project and The Greater Noida Project-Zone 1 and Zone 2 has combined contracts for MSW C&T and mechanized sweeping.

²⁾ The Pimpri Chinchwad Municipal Corporation Project is a waste to energy project.

³⁾ The Varanasi Project has combined contracts for MSW C&T and mechanized sweeping.

⁴⁾ Contracts under mobilisation stage

All India Ranking as per Swachh Bharat Survey - 2021



12

Ranking	1 st	4 th	4 th	14 th	18 th
_	NDMC	Navi Mumbai	NOIDA	Thane	Jhansi
Population	<10 Lakhs	>10 Lakhs	<10 Lakhs	>10 Lakhs	<10 Lakhs

Leading Player in Indian Municipal Solid Waste Management Industry



Ranking	19 th	23 rd	30 th	37 th
	Pimpri Chinchwad	Nagpur	Varanasi	MCGM
Population	>10 Lakhs	>10 Lakhs	>10 Lakhs	>10 Lakhs

*Source: <u>Swachh Survekshan 2021</u>

One of the largest single location plant* in Asia



2010-2036

Project Tenure

~15 Years

Balance Tenure

10.83 mmt

Since inception of the project till Mar 2022

~60%

~5,900 Tonnes

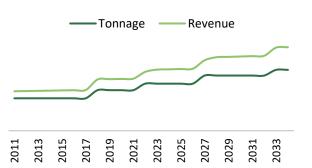
Of waste per day handled currently

Plans to sell surplus electricity to BMC in future

Rs. 3/unit

Of waste generated in Mumbai is handled at Kanjurmarg site

- बृहन्मुंबई महानगरपालिका Municipal Corporation of Greater Mumbai
 - Customer



- Kanjurmarg site currently handling ~5,300 TPD of MSW; Capable of handling ~7,500 TPD
- Only plant in India to produce refuse-derived fuel ("RDF") with a calorific value of over 3,000 Kcal/kg*
- Production capacity reflected in compost sale rising by 32% to
 4,406 mt in Q1FY23 on q-o-q basis

Project scope

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

Capacity

- Bio-reactor Landfill with a capacity of *6,500 TPD*
- Sanitary Landfill of 250TPD
- 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



Design, Build, Finance, Operate and Transfer (DBFOT)

2019-2042

~21 Years

PIMPRI CHINCHWAD MUNICIPAL CORPORATION

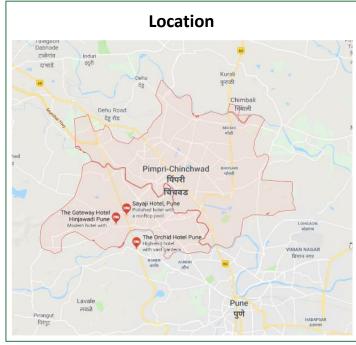
Project Tenure

Balance Tenure (post COD)

Customer

Project Scope

- Rs. 246 crores 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 Energy generation for sale to PCMC
- Additional Tipping Fees for waste processed
- It includes segregation and processing of municipal waste thereby producing compost from biodegradable waste and generating power



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

Joint Venture Between

Access to Technology Backed Vehicles & Equipment



Collection and Transportation Technological Intervention



Small Tipper – **1,159**Electric Vehicle **– 16**



Big Tipper - **79**



Compactor - **34!**



Dumper Placer - 43



Power Sweeping Machine - 12



Hook Loader - **40**

Drain Stilt Machine & Others - **60**

1,619 out of 1,754 vehicles fitted with GPS tracking devices



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



Vehicles & Equipment's procured from **leading international suppliers** including the likes of **Compost Systems GMBH**

Key equipment vendors













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

Promoters & Board of Directors



Promoters



Chairman & Managing Director

Jose Jacob Kallarakal

- Age: 49 years
- Orer 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

- Age: 45 years
- 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



Additional Director (Non-Executive)

Shiju Antony Kallarakkal`

- Age: 48 years
- 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 Age: 68 years

Ajit Kumar Jain

- Currently Senior Advisor & Director in charge of AIILSG'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 Age: 64 years

Suneet K Maheshwari

- >35 years experience in financial & infrastructure sector and in publicprivate partnerships & currently Partner of Udvik Infrastructure Advisors LLP
- Holds MBA from the Symbiosis
 Institute of Business Management
 from the University of Pune



Independent
Director
Age: 46 years

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

We are a ESG centric Business





Environmental



Kanjurmarg is a 7500 MT/ day Integrated SWM, which has leachate collection pond and treatment plant to minimize environmental emissions



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



Kanjurmarg facility site has placed ingress and egress of tidal water from the creek through culverts to support the neighbouring ecosystem



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



Social



Employee training on topics ranging from construction hazards, waste handling, machines safeguard, fire safety to material handling in case of emergency & heavy vehicle safety



We have implemented Anti-sexual harassment policy for all employees



We have "Responsible & Ethical Suppliers Code of Conduct" and requires our suppliers, vendors & subcontractors to comply with code



We have CSR Policy as per Schedule VII of the Company Act 2013 and mainly focused on Health, Education, and Environment



Best practices in community grievance redressal are followed at sites



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, 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

Our Strategy



Capitalize on growth opportunities in MSW management sector by continued focus on bidding for MSW projects

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 ongoing projects in MMR
 - 6 ongoing 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

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

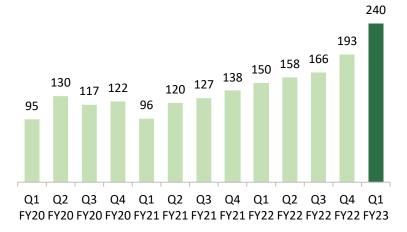
Population ('000)	Waste Qty (TPD)	Treatment option	Approx. Capex (Rs. lakhs/TPD)	Products
		Bio-methanation & conventional composting	20	Bio-gas & manure
15 – 50	3 – 10	Vermi composting	8	Compost
		Conventional composting	10	Compost
50 – 100	10 – 20	Bio-Methanation & conventional composting/ vermi composting	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



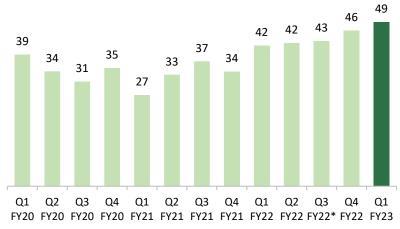
Delivering Results despite COVID - 19



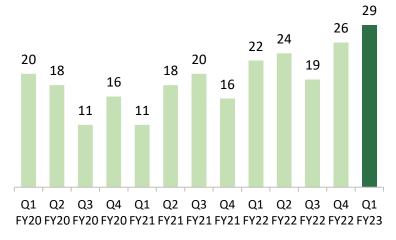




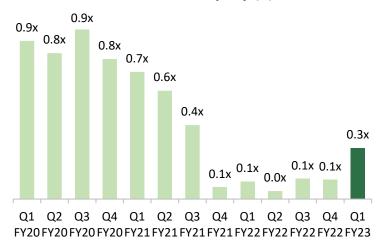
EBITDA (Rs. in Crs)



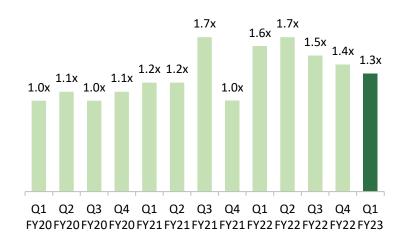
Adjusted PAT (Rs. in Crs)



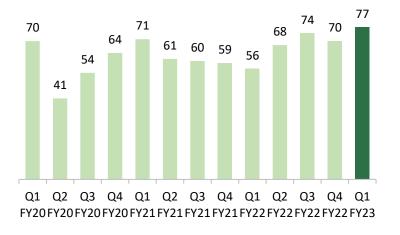
Net Debt/Equity (x)



Current Ratio(x)



Debtor Days



^{*} Provisions are on account of our conservative approach towards delay in the reconciliation of billings in User Collection Fee model projects. Provision of approximately Rs. 6.8 crore made during the quarter. Closely working with clients to help smoothen and speed-up the billing process and enhance its accuracy and ease of verification

Consolidated Profit & Loss Statement



Profit and Loss (in Rs. Crs)	Q1FY23	Q1FY22	Y-o-Y	Q4FY22	Q-o-Q
Revenue from MSW C&T	115.0	94.7		108.4	
Revenue from MSW Processing	41.1	36.0		37.9	
Total operating Revenue	156.1	130.7	19%	146.4	7%
Contract & Others	83.6	19.0		46.5	
Total Revenue	239.7	149.7	60%	192.9	24%
Raw Material	0.3	0.2		0.3	
Employee Cost	49.9	45.6		45.3	
Project Expenses	64.7	7.5		30.9	
Other Expenses	76.2	54.6		70.3	
EBITDA	48.6	41.7	17%	46.1	5%
EBITDA Margin	20.3%	27.9%		23.9%	
Depreciation	8.3	8.0		8.5	
EBIT	40.3	33.7	19%	37.6	7%
EBIT Margin	16.8%	22.5%		19.5%	
Finance Cost	5.5	5.4		4.0	
Profit before Tax	34.7	28.3	23%	33.6	3%
Profit before Tax Margin	14.5%	18.9%		17.4%	
Tax	6.1	6.0		8.2	
PAT	28.6	22.3	28%	25.5	13%
PAT Margin %	12.0%	14.9%		13.2%	

Consolidated Balance Sheet Statement



Assets (Rs. in Crs)	31-Mar-22	31-Mar-21
Non - Current Assets	618.5	481.1
Property Plant & Equipment	114.4	123.9
CWIP	8.9	0.8
Right-of-Use Assets	2.3	2.2
Other Intangible Assets	121.3	127.2
Intangible assets under development	51.8	5.1
Financial Assets		
(i) Trade Receivables	38.0	43.3
(ii) Other Financial Assets	193.9	146.5
Deferred Tax Assets	33.5	17.8
Income Tax Assets	8.7	10.5
Other Non Current Assets	45.7	3.8
Current Assets	346.3	311.6
Inventories	0.1	0.1
Financial Assets		
(i) Trade Receivables	127.7	89.5
(ii) Cash	70.6	100.5
(iii) Bank	22.2	27.7
(iv) Other financial assets	111.1	78.3
Other Current Assets	11.1	12.1
Asset classified as held for sale	3.5	3.3
Total Assets	964.8	792.8

Equity & Liabilities (Rs. in Crs)	31-Mar-22	31-Mar-21
Total Equity	532.7	442.6
Share Capital	14.1	14.1
Reserves & Surplus	402.6	333.7
Non Controlling Interest	115.9	94.8
Non-Current Liabilities	194.8	156.1
Financial Liabilities		
(i) Borrowings	102.4	84.5
(ii) Lease Liabilities	3.2	3.3
Provisions	68.2	56.1
Deferred Tax Liabilities	21.1	12.1
Current Liabilities	237.3	194.1
Financial Liabilities		
(i) Borrowings	67.9	64.8
(ii) Lease Liabilities	1.1	1.1
(ii) Trade Payables	87.1	60.9
(iv) Other Financial Liabilities	45.8	39.2
Other Current Liabilities	10.3	10.2
Income Tax Liabilities	13.5	6.5
Provisions	11.5	11.3
Total Equity & Liabilities	964.8	792.7

Consolidated Cash Flow Statement



Particulars (Rs. in Crs)	Year ended 31-Mar-22	Year ended 31-Mar-21
Net Profit Before Tax	112.7	70.6
Adjustments for: Non -Cash Items / Other Investment or Financial Items	52.9	48.6
Operating profit before working capital changes	165.6	119.2
Changes in working capital	(38.8)	9.4
Cash generated from Operations	126.9	128.6
Direct taxes paid (net of refund)	(20.7)	(17.1)
Net Cash from Operating Activities	106.2	111.5
Net Cash from Investing Activities	(140.3)	(32.8)
Net Cash from Financing Activities	4.1	(3.7)
Net Decrease in Cash and Cash equivalents	(30.0)	75.1
Add: Cash & Cash equivalents at the beginning of the period	100.6	25.5
Cash & Cash equivalents at the end of the period	70.6	100.6

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 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 not 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

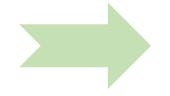
AWHCL Rating	Current Rating	Previous Rating	
Long term Bank facilities	CARE BBB; Stable	CARE BBB-; Stable	
Short term Bank facilities	CARE A3	CARE A3	

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

12.40%

As on 31st March 2020



8.79%

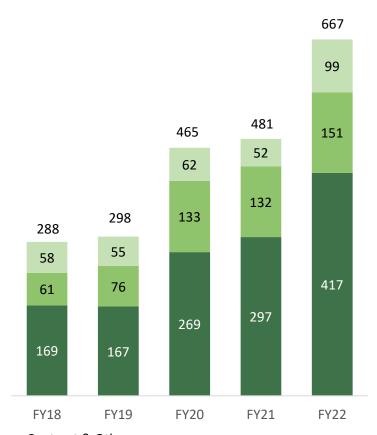
As on 30th June 2022

Improved Credit Rating resulted in reduction in average cost of borrowing

Consolidated Financial Highlights

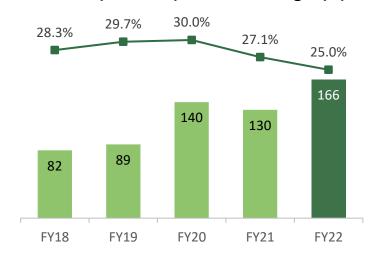


Revenue (Rs. in Crs)

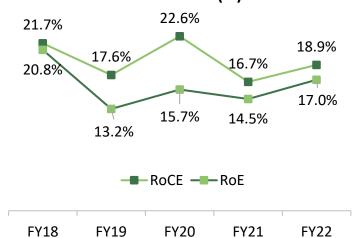


- Contract & Others
- MSW Processing
- Collection and transportation of municipal solid waste

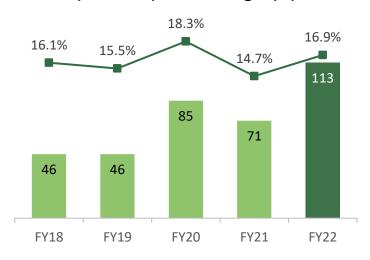
EBITDA (Rs. in Crs) & EBITDA Margin (%)



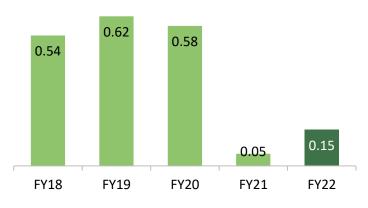
ROCE & ROE (%)



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



Net Debt / Equity (x)



Consolidated Profit & Loss Statement



Profit and Loss (in Rs. Crs)	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
Total operating Revenue	568.0	429.2	402.2	243.0	230.0
Contract & Others	98.7	51.5	62.4	55.5	58.0
Total Revenue	666.8	480.8	464.6	298.5	288.0
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
EBITDA	166.5	130.3	139.5	88.7	81.6
EBITDA Margin	25.0%	27.1%	30.0%	29.7%	28.3%
Depreciation	33.3	31.2	24.2	17.7	12.5
EBIT	133.2	99.0	115.3	71.0	69.0
EBIT Margin	20.0%	20.6%	24.8%	23.8%	24.0%
Finance Cost	20.5	28.5	30.2	24.6	22.7
Profit before Tax Exceptional Items	112.7	70.6	85.1	46.4	46.4
Profit before Tax Margin	16.9%	14.7%	18.3%	15.5%	16.1%
Exceptional items [(income) / expense]	0.0	0.0	18.2^	0.0	0.0
Profit before Tax	112.7	70.6	66.9	46.4	46.4
Profit before Tax Margin	16.9%	14.7%	14.4%	15.5%	16.1%
Tax	22.3	6.5	19.8	15.3	7.7
PAT	90.4	64.1	47.1	31.1	38.7
PAT Margin %	13.6%	13.3%	10.1%	10.4%	13.4%

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

Consolidated Balance Sheet Statement



Assets (Rs. Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Non - Current Assets	618.5	481.2	475.8	426.4	300.6
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
Current Assets	346.3	311.6	209.7	109.9	141.4
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
Total Assets	964.8	792.8	685.5	536.3	442.0

Equity & Liabilities (Rs. Crs)	Mar-22	Mar-21	Mar-20	Mar-19	Mar-18
Total Equity	532.7	442.6	299.9	235.4	185.7
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
Non-Current Liabilities	194.8	156.1	203.1	147.4	110.3
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
Current Liabilities	237.3	194.1	182.4	153.5	146.0
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
Total Equity & Liabilities	964.8	792.7	685.5	536.3	442.0

Consolidated Cash Flow Statement



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



Quality Cum Cost Based Bidding Process



Bidding Process

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

Tender Evaluation

- 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

Initial Assessment & Analysis

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

WTE, Segregation and Bio - mining



Post-Bidding Process

- Provide project plans, structural/architectura I designs
- LoA or LoI by the client for contract award
- Post award, begin mobilizing manpower, vehicles & equipment resources & setting up of site offices, stores & other ancillary facilities

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

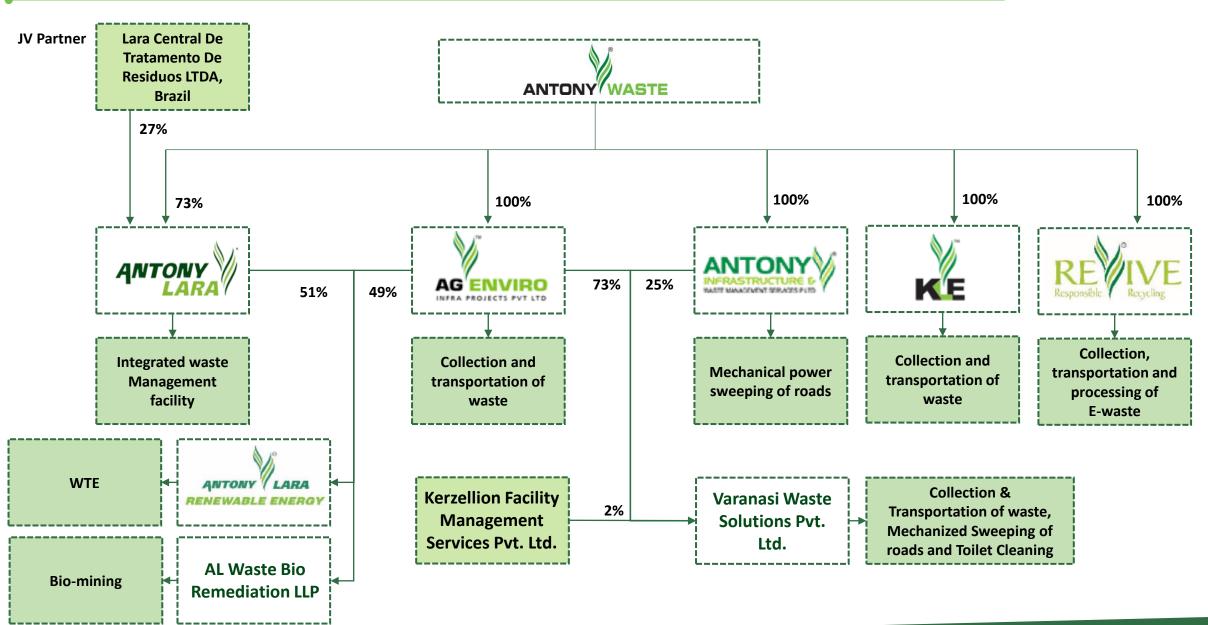
Post bidding stage

Post completion stage

Pre-Bidding Process

Group structure





Our Operations & Facilities



Material Recovery Facility











Bio-reactor Landfill











Gas Collection









Composting













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

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THANK YOU

