### **Antony Waste Handling Cell Limited**

CIN: L90001MH2001PLC130485



Ref.: AW/COMP/SE/2024-25/10 Date: February 15, 2025

To, To,

Listing Department Listing Department

BSE Limited National Stock Exchange of India Limited

Phiroze Jeejeebhoy Towers Exchange Plaza, 5<sup>th</sup> Floor,

Dalal Street, Fort Plot No.C-1, Block G, Bandra-Kurla Complex,

Mumbai – 400001 Bandra (E), Mumbai 400 051

Scrip Code: 543254 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/COMP/SE/2024-25/07 dated February 14, 2025, please find enclosed Investor Presentation with regard to the announcement of the Unaudited Financial Results (Standalone and Consolidated) of the Company for the guarter and nine months ended December 31, 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 Handing Cell Limited

Q3FY25 Investor Presentation

### **Safe Harbor**



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.





# Q3 & 9M FY25 Highlights



### **Key Milestones – Q3FY25**



Sale of ~38,500 mt

**Refuse Derived Fuel** 

Impressive PLF of ~76%

WTE plant in Pimpri achieved

9,280+ Hours

Hours of Training Provided

23 million+ Units

Green Units generated through PCMC WTE Plant

**3,334 Tonnes** 

Avoided tonnes of CO2e

~1.18 million+ Tonnes

Tonnes of Waste Managed\*

<sup>\*</sup> Tonnage handled by the C&T business excludes projects billed based on fixed shifts, trips, or household counts.

# Operational Highlights - Q3 & 9M FY25

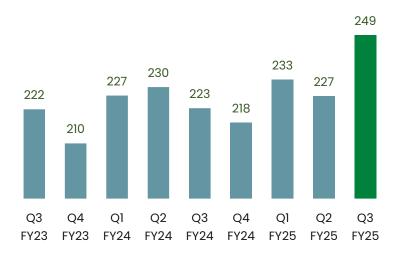


	Q3 FY25	9M FY25	
Waste Managed (MMT)	~1.18 3% YoY	~3.56 6% YoY	
Refuse Derived Fuel Sold (Tonnes)	~38,500 (18%) YoY	~1,03,000 (1%) YoY	
Compost Sold (Tonnes)	~6,400 100% YoY	~16,600 98% YoY	

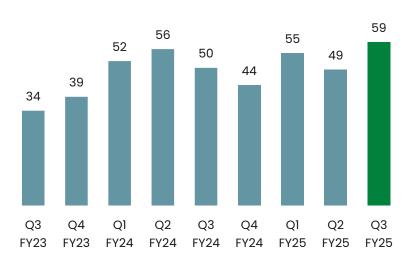
# **Quarterly Highlights**



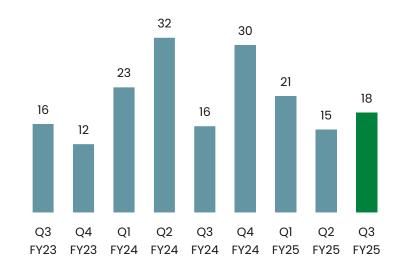




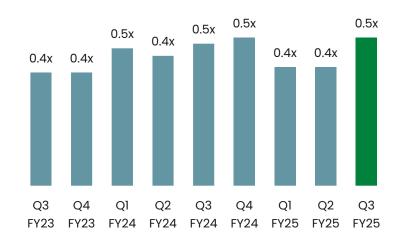
EBITDA (₹ in Cr)



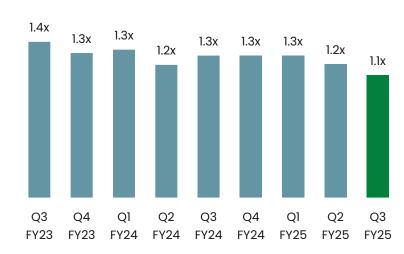
PAT (₹ in Cr)



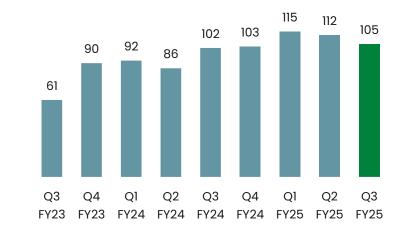
**Net Debt/Equity** 



**Current Ratio** 



**Debtor Days** 



### **Consolidated Profit & Loss Statement**



- 42								
Profit and Loss (in ₹ Cr)	Q3FY25	Q3FY24	Y-o-Y	Q2FY25	Q-o-Q	9MFY25	9MFY24	Y-o-Y
Revenue from MSW C&T	162.7	138.3	18%	140.9	15%	440.0	417.3	5%
Revenue from MSW Processing	58.3	53.4	9%	59.1	-1%	178.9	153.1	17%
Total operating Revenue	221.0	191.7	15%	200.0	10%	618.9	570.4	9%
Contract & Others	28.2	31.0		27.2		90.4	108.5	
Total Revenue	249.2	222.7	12%	227.2	10%	709.2	678.9	4%
Employee Cost	71.2	66.4		72.1		212.2	196.7	
Project Expenses	5.7	5.0		5.9		23.3	36.8	
Other Expenses	113.8	101.6		100.6		311.5	287.1	
EBITDA	58.5	49.7	18%	48.5	20%	162.3	158.3	3%
EBITDA Margin	23.5%	22.3%		21.4%		22.9%	23.3%	
Depreciation	18.1	15.1		17.1		51.8	36.9	
EBIT	40.4	34.6	17%	31.4	29%	110.5	121.5	-9%
EBIT Margin	16.2%	15.5%		13.8%		15.6%	17.9%	
Finance Cost	15.0	11.4		12.3		40.5	25.3	
Profit before Tax	25.4	23.2	9%	19.1	33%	70.0	96.2	-27%
Profit before Tax Margin	10.2%	10.4%		8.4%		9.9%	14.2%	
Tax	7.3	7.6		3.8		15.3	26.4	
PAT	18.0	15.6	16%	15.3	18%	54.6	69.7	-22%
PAT Margin %	7.2%	7.0%		6.7%		7.7%	10.3%	
Less: PAT for Non-controlling interest	2.3	2.8		3.2		9.3	11.0	
PAT for Owners of the Company	15.8	12.8	23%	12.1	30%	45.4	58.7	-23%
EPS (not annualised)	5.6	4.5		4.3		16.0	20.8	





### Committed to Sustainability with Growth



Market Leader







>2 decades operational excellence



35+ Completed & On-going projects

Operational Excellence



**Operates Largest** 

Single location waste processing plant in Asia

111 million+ Green Units (1)

Since inception of the project till December 2024

~2,360

Vehicle fleet<sup>(2)</sup>

+23

Municipal Corps & conglomerate worked with since inception

18.69 mmt

MSW managed since inception of the projects till December 2024

Processing ~90%

of waste generated in Mumbai 9 States

(Projects executed till date)

10,157

Full-time employees<sup>(2)</sup>

**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

### **Our Journey**



#### 2000-2002

- ► Inception of Antony Waste Handling Cell
- ► First Project Manual Sweeping awarded by BMC
- Awarded Mechanized Sweeping contract by BMC
- Awarded C&T contract in R Central ward of BMC & in GNIDA

#### 2009-2010

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

#### 2015-2018

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

#### 2021-2022

- Awarded 4 C&T projects by various municipalities
- Awarded a new Bio-mining contract by GNIDA
- ▶ Listed on NSE and BSE
- Awarded Power Sweeping by Nagpur Municipal Corp.

- Awarded C&T project by GNIDA
- ► Entered a new city (Delhi) -Contract awarded by MCD
- Awarded C&T project by NMMC
- ▶ Raised private equity funding

2003-2008

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

2011-2014

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

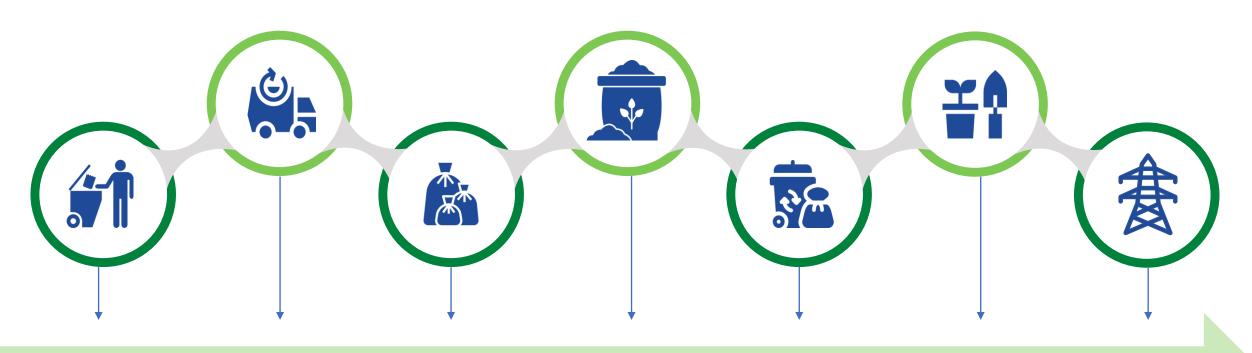
2019-2020

- Commencement of WTE project Inaugurated by the Honorable PM, Shri Narendra Modi, and started power sale to PCMC
- Awarded C&T project by Panvel Municipal Corp
- Awarded CIDCO Bio-Mining Project
- Received Mechanized Sweeping Project from PCMC
- Re-bagged the C&T project awarded by Navi Mumbai Municipal Corp

2023 - 2024

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





Door	to	Door
coll	ect	ion

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

#### **Transportation**

Strong C&T capabilities supported by a large fleet of vehicles ensure efficient waste transportation to processing facilities, transfer stations, or landfills

### Segregation

Segregation involves separation of organic waste from recyclables and inert material

# Construction & Management of Landfills

Manages largest bio-reactor landfill. Handles ~6,000 TPD waste at Kanjurmarg facility through MRF, bioreactor landfill & sanitary landfill operations

#### Recycling

Recyclables are segregated and sold to downward recyclers for further processing

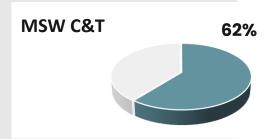
### Composting

Organic material is processed to produce compost Handles ~1,000 TPD waste at PCMC facility generating ~14 MW power using mixed MSW

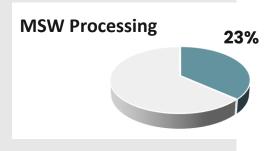
**Waste to Energy** 

# **Strategic Revenue Diversification**





- 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



- 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



- 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, Jhansi and Varanasi

#### **Client Selection**

Focus on municipal corporations with strong financials/ credit ratings

### Detailed viability analysis of the project

- Focus on contracts with passthrough 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

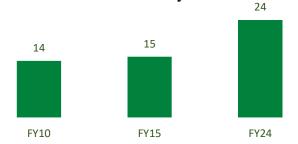
Operational de-risking Projects diversified across activities

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

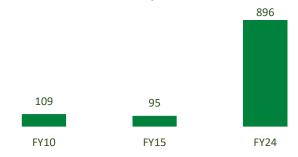
Limited counter-party risk
Targeting municipalities with
stable financials

Financial viability Internally established hurdle rate for bidding

### **Number of Projects**



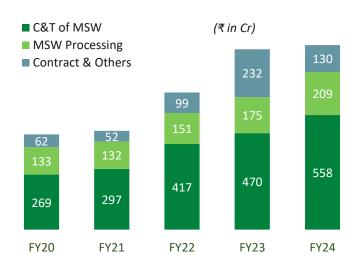
#### Revenue from Operations (₹ in Cr)



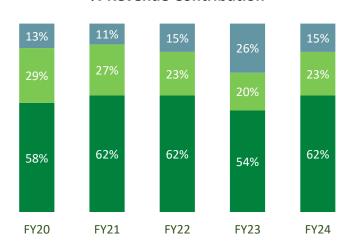
#### **Average ongoing contract durations (in years)**



#### **Revenue from Performance**



#### **% Revenue Contribution**



### **Our Strategy**





# Cluster based approach for growth

- Traditionally we have followed clusterbased 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



# 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 counterparty 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

Capitalize on growth opportunities in MSW management sector

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

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

Focus on enhancing operational efficiency

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



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

**Project Tenure** 

2010-2036 (26 years)

**Balance Tenure** 

~13 Years

**Currently handling waste per day** 

~6,000 Tonnes

### Customer



Brihanmumbai Municipal Corporation

- 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 ~38,500 tonnes in Q3FY25
- Recorded compost sale of ~6,400 mt in Q3FY25

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

16.40 mmt since project inception till December 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

14 MW of Clean and Green Energy – PCMC to

purchase power at ₹ 5 per unit during

concession period

Pre-processing, Composting, Power generation and Landfill Management

Technology
Partner
Hitz

Hitachi Zosen Corporation

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

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

Commencement of commercial power sale to PCMC in Oct'23

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

30 acres of land provided by corporation

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

### **Proven Expertise in Project Execution**











25
Ongoing projects

9
States
(Projects executed till date)

16 Projects

5 Projects

3 Projects

1 Project

# Access to Technology Backed Vehicles & Equipment



### **Collection and Transportation Technological Intervention**

Small Tipper	1,437
Electric Vehicle	133



Compactor	446
Compactor	77



Dumper Placer 53



Power Sweeping Machine 14



Big Tipper 106



Drain Stilt Machine 113 & Others



Hook Loader 58

Key equipment vendors













### Waste processing technology

# **Experienced JV Partner for the scientific landfill at Kanjurmarg**



2,212 out of 2,360 vehicles fitted with GPS tracking devices

### **Key Processes**

- Aerobic process using material recovery facility and composting facility at Kanjurmarg Plant
- Anaerobic process using Bioreactor landfill technology at Kanjurmarg Plant
- A combination of Dry and wet line technology is used in Construction and Demolition waste management at the Dahisar Plant, Mumbai.

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





Company Name	Agency	Rating	Amount (in Lakh)	Instrument
Antony Masta Handling Coll	CARE Rating	CARE BBB+; Stable	1,650	Working Capital Limits
Antony Waste Handling Cell	CARE Rating	CARE A3+	1,900	Bank Guarantee
		CARE BBB; Stable	4,200	Term Loan
AG Enviro Infra Projects	CARE Rating	CARE BBB; Stable	2,700	Cash Credit
			3,800	Bank Guarantee
		A-/Stable	1,848	Fund-Based Bank Limits
Antonio I anno Francisco Colletiano	Out att	A-/Stable	3,442	Term Loan
Antony Lara Enviro Solutions Crisil		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%

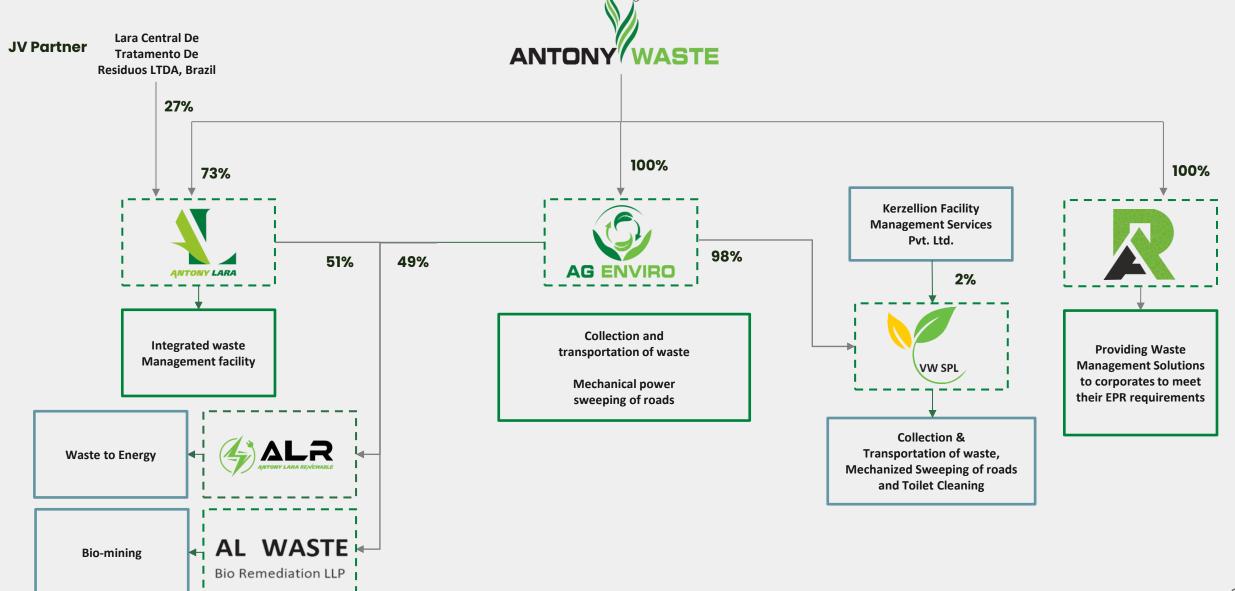
As on 31<sup>st</sup>
March 2020

9.6%

As on 31<sup>st</sup> December 2024

### **Group structure**





### All India Ranking as per Swachh Bharat Survey – 2023



**Leading Player in Indian Municipal Solid Waste management Industry** 



Ranking

Category

3rd

**Navi Mumbai** 

>1 Lakh
Population

**14**th

**NOIDA** 

>1 Lakh
Population

7th

**New Delhi** 

>1 Lakh
Population

**13**th

**Pimpri Chinchwad** 

>1 Lakh
Population

**1**st

Varanasi

Cleanest Ganga Towns

**Ranking** 

Category

17th

Nagpur

**State Ranking** 

37th

**BMC** 

**State Ranking** 

5 Star

New Delhi MC

**Garbage Free City** 

3 Star

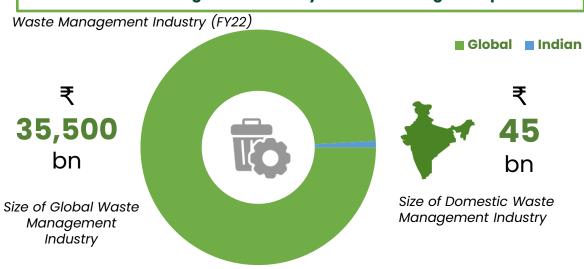
Jhansi

**Garbage Free City** 

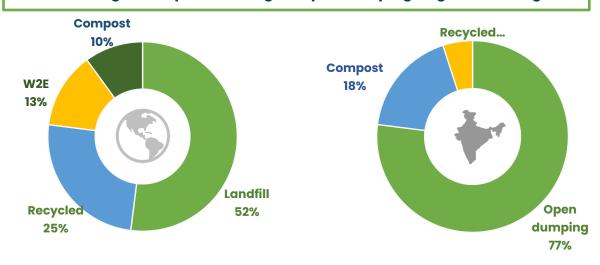
# **Industry Dynamics**



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



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

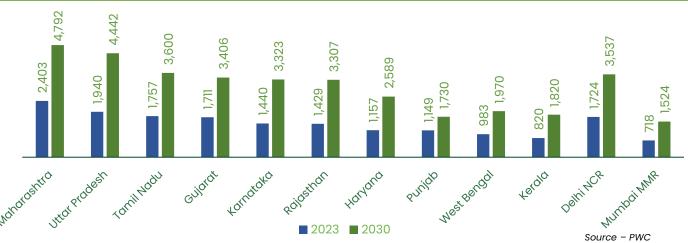


### MSWM is expected to double in India in the next 5 yrs



Waste generation (mn TPA)...

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



■■MSW market (INR bn)...

# **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
  - O 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 lakh/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

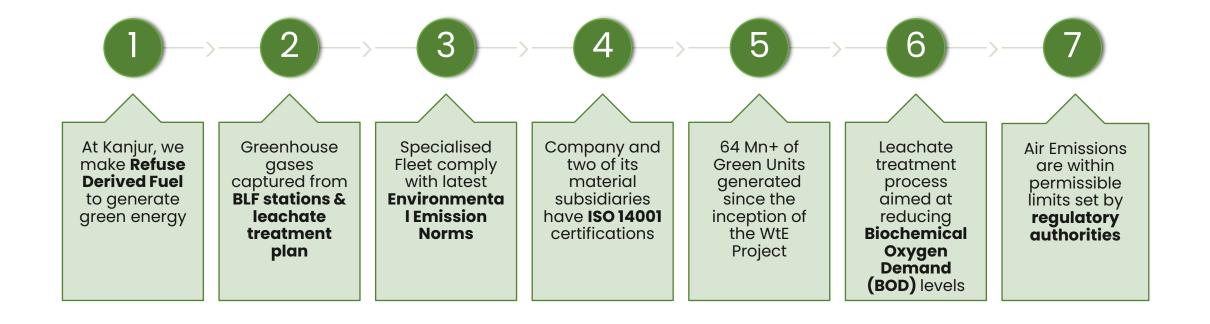




An ESG Centric Business

# Sustainable Synergy: Our Commitment to Environmental Stewardship















# People-First Principles: Fostering Social Growth and Inclusion

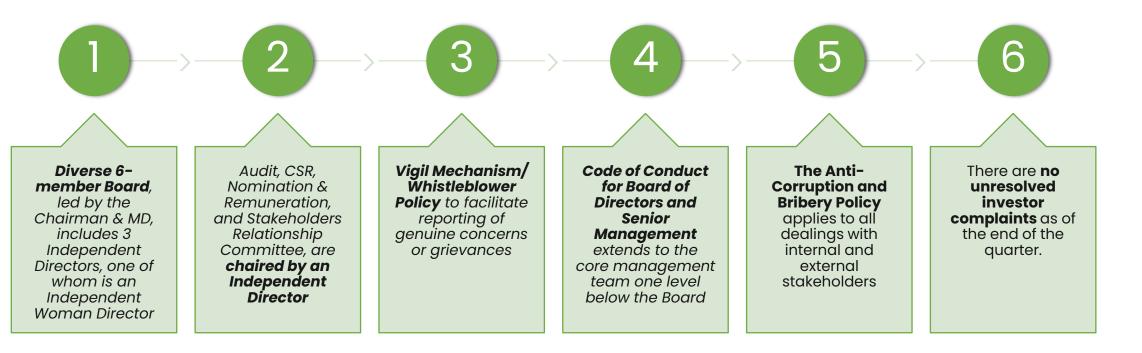






# Integrity in Leadership: Governing with Transparency and Accountability





Oversight on contribution to all the Sustainable Development Goals



### **ESG Performance at Glance**





Scope 1 Emission

•19,545 (tCO<sub>2</sub>e)



Scope 2 Emission

•2,213 (tCO<sub>2</sub>e)



**Emissions Avoided** 

•10,172 (tCO<sub>2</sub>e)



**Human Resource** 

•Staff - 1,084

•Swachhta Warrior - 9,073



**Gender Diversity** 

•Staff - 5.44%

•Swachhta Warrior – 2.13%



**Retention Rate** 

•Staff - 94.81 %

•Swachhta Warrior - 94.71%



Training Imparted

•16,526 Hrs



Community Grievance Redressal Mechanism

•< 24 Hrs turnaround time



Diversity in Leadership

•Board - 17%

•KMP - 33%

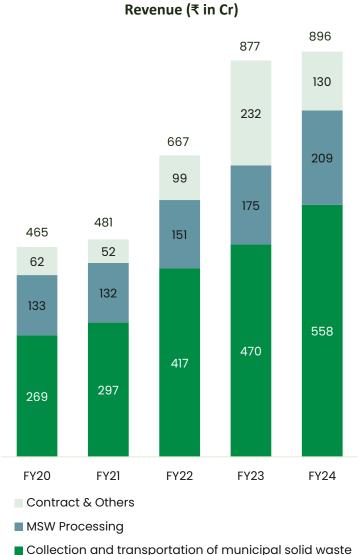




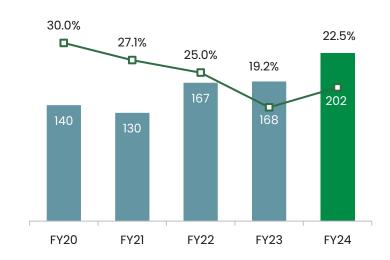
# Historical Financial Highlights

# **Consolidated Financial Highlights**

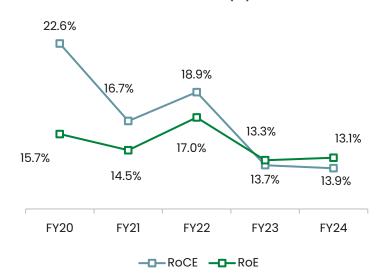




### EBITDA (₹ in Cr) & EBITDA Margin (%)



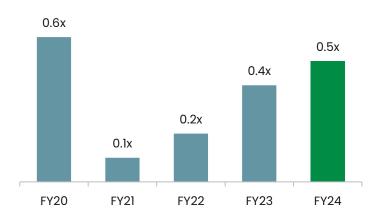
#### ROCE & ROE (%)



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



**Net Debt / Equity** 



### **Consolidated Profit & Loss Statement**



Profit and Loss (₹ in Cr)	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

### **Consolidated Balance Sheet Statement**



Assets (₹ in Cr)	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 Cr)	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**



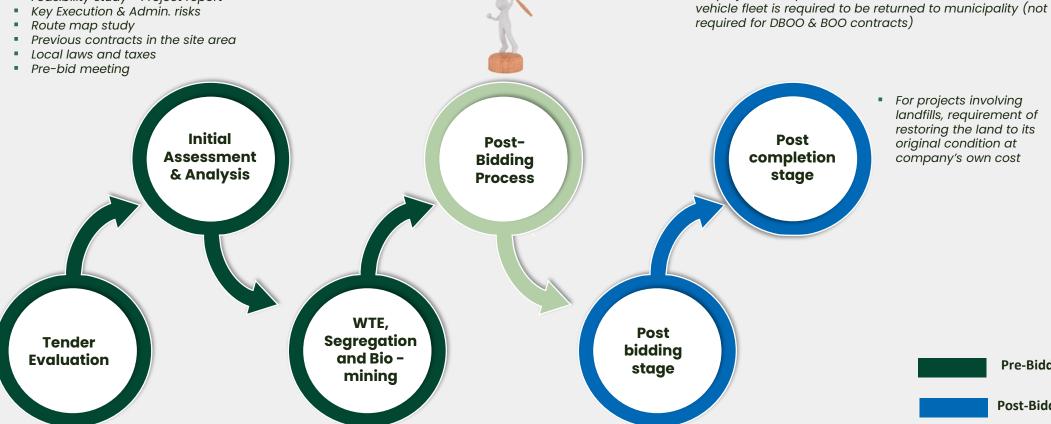
Particulars (₹ in Cr)	Mar-24	Sep-23	Mar-23	Mar-22	Mar-21	Mar-20
Net Profit Before Tax	109.1	73.0	102.3	102.3	70.6	82.0
Adjustments for: Non -Cash Items / Other Investment or Financial Items	69.9	19.6	64.2	51.6	48.6	54.2
Operating profit before working capital changes	179.0	92.6	166.5	153.9	119.2	136.2
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



### **Quality Cum Cost Based Bidding Process**



- Project area analysis
- Feasibility study Project report



- 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 LoI by the client for contract award
- Post award, begin mobilizing manpower, vehicles & equipment resources & setting up of site offices, stores & other ancillary facilities

For projects involving landfills, requirement of restoring the land to its original condition at company's own cost

Compliance with various covenants for project closure

For projects on operation and maintenance basis, entire

**Pre-Bidding Process** 

**Post-Bidding Process** 

# Our Infrastructure at Kanjurmarg



Material Recovery **Facility** 











**Bio-reactor** Landfill











Gas Collection





















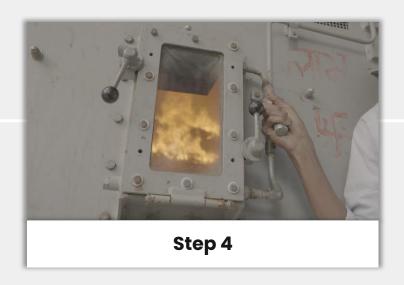
# Our Infrastructure at PCMC Waste to Energy Plant















### **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





Company:



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