#### Antony Waste Handling Cell Limited

(formerly known as Antony Waste Handling Cell Private Limited)

CIN: U90001MH2001PLC130485

1402/03/04, 14th Floor, Dev Corpora, Opp. Cadbury Company, Eastern Express

Highway, Thane (west) - 400601 Phone: 022 - 4100 8240/9295

www.antony-waste.com | www.antonylara.com | www.antonyasia.com



Ref.: AW/SEC/BSE/2021-22/34 Date: August 12, 2021

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 LODR 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/2021-22/33 dated August 11, 2021, please find enclosed Investor Presentation with regard to the announcement of the Unaudited Financial Results (Standalone and Consolidated) of the Company for the quarter ended June 30, 2021.

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

This is for your information and records please.

Thanking you,

Yours faithfully, For and on behalf of

ANTONY WASTE HANDLING CELL LIMITED

HARSHADA RANE

**COMPANY SECRETARY & COMPLIANCE OFFICER** 

ACS34268



### 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.

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### Leading Player in the Indian MSW Management Industry





#### **Market Leadership**



2<sup>nd</sup>

**Largest Player Domestically** 



**Of Operations** 



25+

**Completed & On-going projects** 



#### **Operational Excellence**

# 

**Strong Financial Performance** 

Largest
---------

Single location waste processing plant in Asia;

### Processing ~60%

of waste generated in Mumbai

9.69 mmt<sup>(1)</sup>

cumulative waste processed till FY21

1,150

Owned vehicle fleet(2)

9

States (Projects executed till date)

14

Municipal Corps & conglomerate worked with since inception

8,366

Full-time employees(2)

7	7	0/	
4		/0	

Rs. 481 crs.

Revenue CAGR (FY19-21)

Revenue (FY21)

21%

Rs. 130 crs

EBITDA CAGR (FY19-21) EBITDA (FY21)

44%

Rs. 64 crs

PAT CAGR (FY19-21)

PAT (FY21)

69%

Rs. 129 crs

Cash flow from operations CAGR (FY19-21)

Cash flow from operations (FY21)

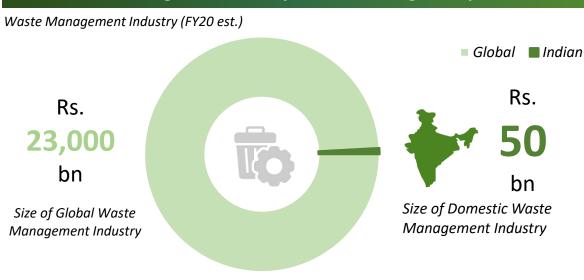
<sup>(1)</sup> Cumulative waste processed till 31st March 2021 (2) As on 30th June 2021

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

### **Industry Dynamics**



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



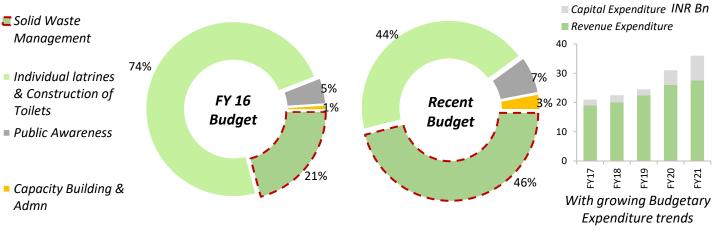
#### On average India practices higher open dumping vs global average



#### 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 ■ MSW market (INR bn) Waste generation (mn TPA) CAGR - 14.4% CAGR - 8.9%

#### Strong government growth impetus towards the Solid Waste Management Sector



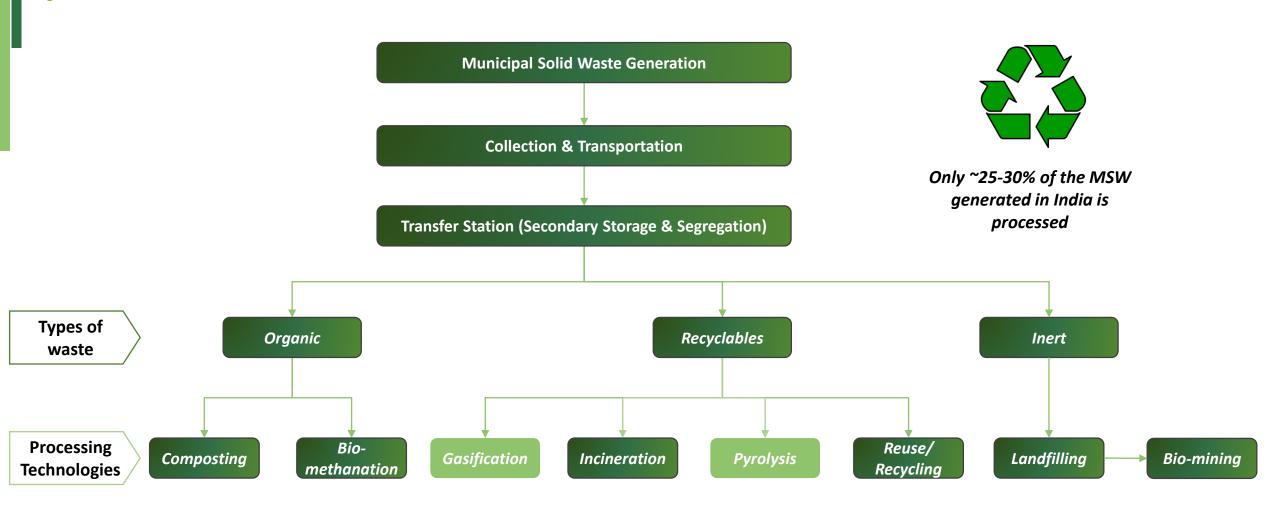
Source: Budget Estimates MCGM 2020-21

Toilets

Admn

### Presence Across Value Chain







- Antony's presence in the activity

## **Key Milestones**

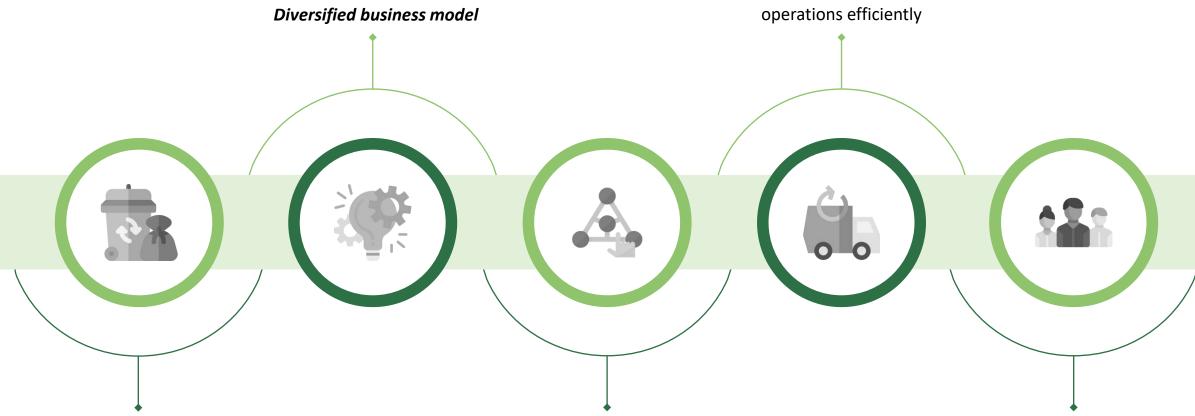


Inception of the Company			MSW facility at Kanjurmarg				 		( <u> </u>	Milestones
Awarded MSW C&T project in Greater Noida	<ul> <li>Awarded C&amp;T project by GNIDA</li> <li>Entered a new city (Delhi) - Contract awarded by MCD</li> </ul>	<ul> <li>Awarded C&amp;T project by NMMC</li> <li>Raised private equity funding</li> </ul>	<ul> <li>Wins         Kanjurmarg         landfill project</li> <li>Partnership         with Brazil         based LARA</li> <li>Incorporation         of ALESPL to         expand the         integrated</li> </ul>	project by TMC	<ul> <li>Awarded         mechanized         sweeping         project for         GNIDA</li> <li>Received the         2<sup>nd</sup> runner up         at CII, JCB         Clean Earth         Award for         excellence in         solid waste         management</li> </ul>	<ul><li>Began operations at Kanjurmarg</li></ul>			Corporation  Began operations at Pimpri Chinchwad and C&T operations at Noida	(GNIDA)
<b>■</b> Pro	ects			■ Awarded C&T	<ul> <li>Awarded         Power         sweeping         project for         NMMC     </li> </ul>	<ul><li>Awarded a new C&amp;T project for NMMC</li></ul>	<ul> <li>Awarded mechanized sweeping project for GNIDA</li> </ul>	<ul> <li>Entered the WTE segment by entering into a concession agreement with PCMC</li> </ul>	<ul> <li>Awarded new C&amp;T project by the Nagpur Municipal Corporation</li> <li>Awarded a new C&amp;T project by the Varanasi Municipal</li> </ul>	<ul> <li>Awarded a new C&amp;T project by Jhansi Smart Cit Limited</li> <li>Awarded a new Bio-mining contract by Greater Noida Industrial Development Authority</li> </ul>

## **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**

27%
Revenue
Contribution

#### **Contract & Others**

11%
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 12 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 2 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

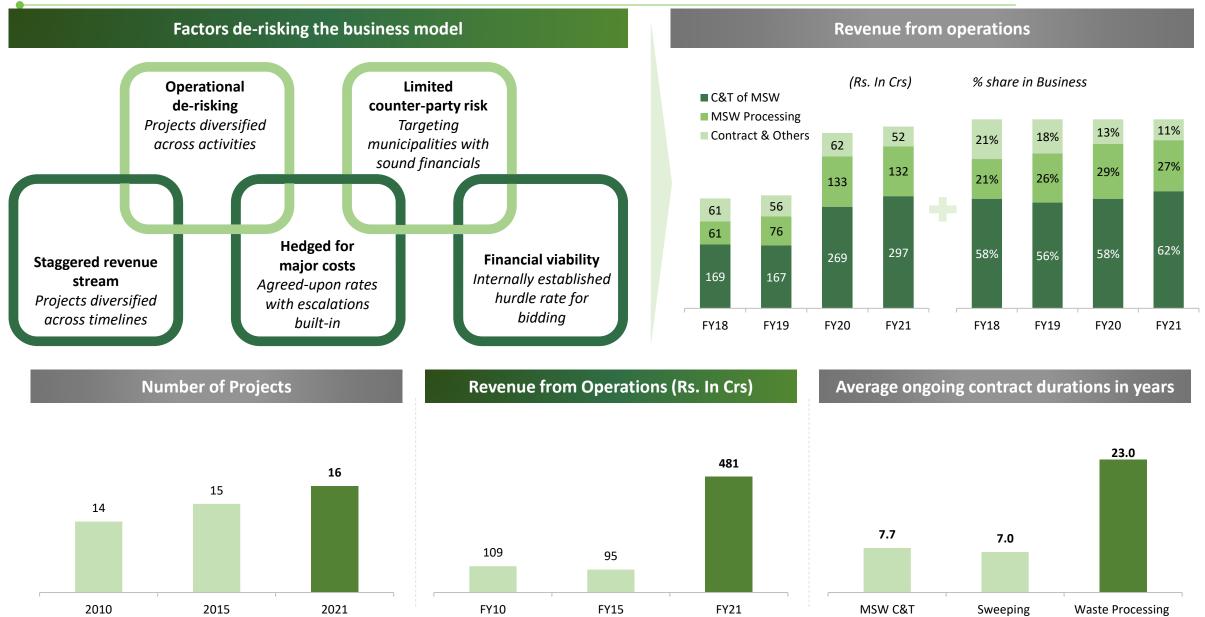
#### Detailed viability analysis of the project

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

Note: Revenue contribution As on FY 21

### ...and a De-Risked business model.

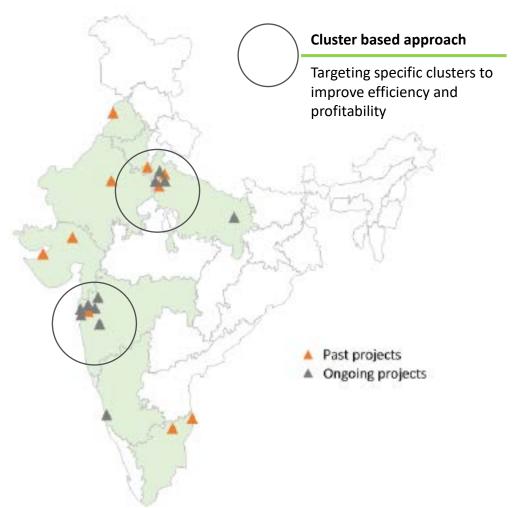




## **Experience in Project Execution Across the country**



#### **Pan India Footprint of Projects**



	Type of Services				
Ongoing Projects	MSW C&T	Mechanized Sweeping	MSW Processing		
Thane Project	✓				
Navi Mumbai Project	✓				
Mangalore Project <sup>1</sup>	✓	✓			
Greater Noida Project-Zone 1 and Zone 2 <sup>1</sup>	✓	✓			
Jaypee Project	✓				
North Delhi Project	✓				
Dahisar Project	✓				
Pimpri Chinchwad Municipal Corporation – South Zone Project	✓				
Nagpur Municipal Corporation Project	✓				
New Okhla Industrial Development Authority ("Noida") Project	✓				
Greater Noida Sweeping Project 1 and 3		✓			
Kanjur Project			✓		
Pimpri-Chinchwad Municipal Corporation Project <sup>2</sup>			✓		
Varanasi Municipal Corporation <sup>3</sup>	✓	✓			
Jhansi Smart City Project <sup>4</sup>	✓				
Greater Noida Industrial Development Authority (GNIDA) – Biomining project <sup>4</sup>			✓		

25+

Total number of projects undertaken

16

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

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

<sup>2)</sup> The Pimpri Chinchwad Municipal Corporation Project is a waste to energy project.

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

<sup>4)</sup> Contracts under mobilisation stage

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



2010-2036

**Project Tenure** 

~15 Years

**Balance Tenure** 

1.71 mmt

Waste processed in FY21

~5,300 Tonnes

Of waste per day handled currently

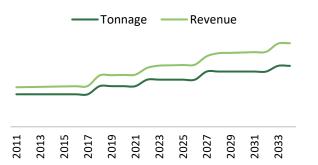
Rs. 3/unit

Plans to sell surplus electricity to BMC in future

~60%

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\*
- Doubling of production capacity reflected in compost sale rising by
   101% to 11,169 mt in FY21

#### **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)

2019-2040

~21 Years

PIMPRI CHINCHWAD MUNICIPAL CORPORATION

**Project Tenure** 

**Balance Tenure (post COD)** 

Customer

#### **Project Scope**

- *Rs. 240 crores* of total capex
- 6.2 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%

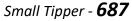
**Joint Venture Between** 

## Access to Technology Backed Vehicles & Equipment



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







Compactor - 279



Dumper Placer - **33** 



Big Tipper - **86** 



Hook Loader - 21

Drain Stilt Machine & Others - 35



### 1,092 out of 1,150 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 Kanjurmarq Plant
- Anaerobic process using Bioreactor landfill technology at Kanjurmarg Plant

### Promoters & Board of Directors



#### **Promoters**



Chairman & **Managing Director** 

#### Jose Jacob Kallarakal

- Age: 48 years
- 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: 44 years
- 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



WTD of Antony **Lara Enviro** Solutions P Ltd

#### Shiju Antony Kallarakkal`

- Age: 47 years
- Over 19 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**



Nominee Director Age: 47 years

#### Karthikeyan **Muthuswamy**

- Experience in equity research and investments
- Holds Bachelor's degree in **Business Administration** from University of Madras



Independent Director Age: 67 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: 63 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 - IV 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	3 – 10 Vermi composting		Compost
		Conventional composting	10	Compost
50 – 100	10 – 20	Bio-Methanation & conventional composting/ vermi composting	10	Bio-gas & Compost
100 – 1,000	Integrated waste processing –  20 – 350 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



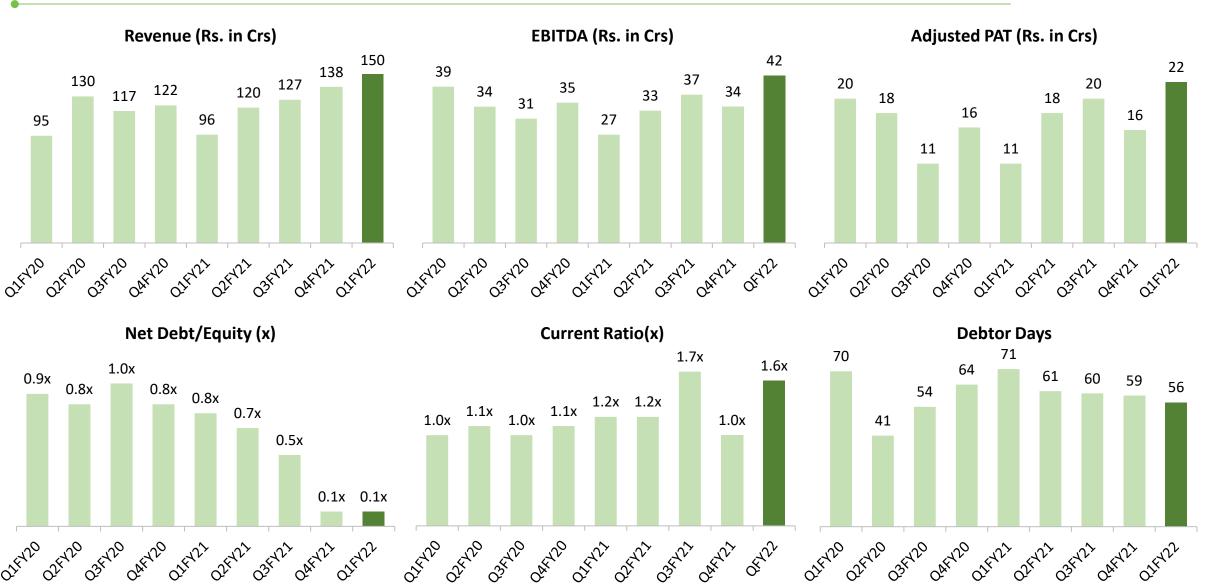
## Consolidated Profit & Loss Statement



Particulars (Rs. in Crs)	Q1FY22	Q4FY21	Q-o-Q	Q1FY21	Y-o-Y
Revenue from MSW C&T	94.7	82.5		61.3	
Revenue from MSW Processing	36.0	37.4		24.8	
Total Operating Revenue	130.7	119.9	9%	86.1	52%
Contract & Others	19.0	18.4		9.4	
Total Revenue	149.7	138.4	8%	95.5	57%
Raw Material	0.2	0.8		0.1	
Employee Cost	45.7	41.1		35.7	
Project Expenses	7.5	4.1		1.9	
Other Expenses	54.6	58.2		31.0	
EBITDA	41.7	34.2	22%	26.9	55%
EBITDA Margin	27.9%	24.7%		28.2%	
Depreciation	8.0	7.8		7.6	
EBIT	33.7	26.4	28%	19.3	75%
EBIT Margin	22.5%	19.1%		20.2%	
Finance Cost	5.4	7.4		7.1	
Profit before Tax	28.3	19.0	49%	12.2	132%
Profit before Tax Margin	18.9%	13.7%		12.8%	
Тах	6.0	3.4		0.9	
PAT	22.3	15.6	44%	11.3	98%
PAT Margin %	14.9%	11.3%		11.8%	

### Delivering Results despite COVID - 19





## **Credit Rating**



#### **Detailed Rationale**

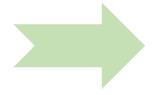
- Ratings of Antony Lara Enviro Solutions Private Limited (ALESPL), material subsidiary of the Company continue to reflect:
  - Extensive industry experience of the promoters: The promoters have an experience of more than two decades in waste management industry. This has given them an understanding 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

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



10.63%

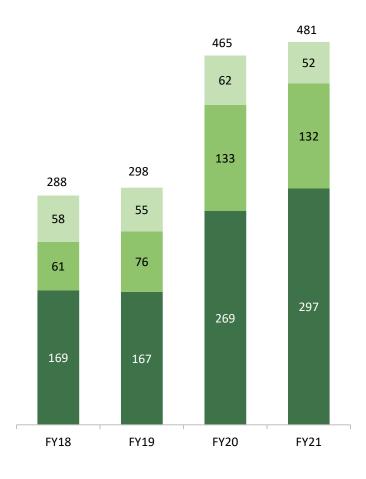
As on 30<sup>th</sup> June 2021

Improved Credit Rating resulted in reduction in average cost of borrowing

### Consolidated Financial Highlights

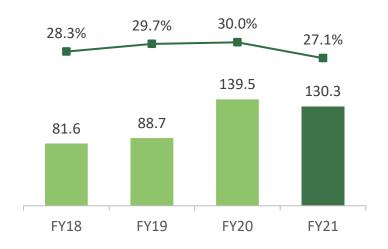


Revenue (Rs. in Crs)

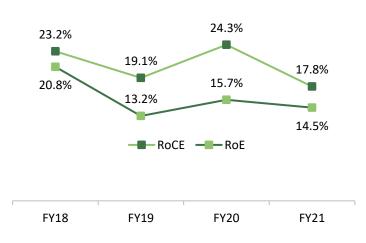


- Contract & Others
- MSW Processing
- Collection and transportation of municipal solid waste

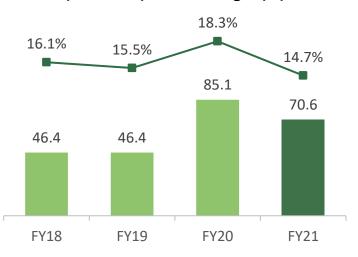
#### EBITDA (Rs. in Crs) & EBITDA Margin (%)



#### ROCE & ROE (%)



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



Debt / Equity (x)



### Consolidated Profit & Loss Statement



Position (Position)	FV24	EV20	FV/4.0	EV4.0
Particulars (Rs. in Crs)	FY21	FY20	FY19	FY18
Revenue from MSW C&T	297.3	269.0	166.5	169.3
Revenue from MSW Processing	131.9	133.2	76.5	60.7
Total operating Revenue	429.2	402.2	243.0	230.0
Contract & Others	51.5	62.4	55.5	58.0
Total Revenue	480.8	464.6	298.5	288.0
Raw Material	1.2	1.1	3.8	2.9
Employee Cost	154.1	114.9	66.3	64.0
Project Expenses	12.1	38.0	20.3	25.9
Other Expenses	183.1	171.1	119.4	113.7
EBITDA	130.3	139.5	88.7	81.6
EBITDA Margin	27.1%	30.0%	29.7%	28.3%
Depreciation	31.2	24.2	17.7	12.5
EBIT	99.0	115.3	71.0	69.0
EBIT Margin	20.6%	24.8%	23.8%	24.0%
Finance Cost	28.5	30.2	24.6	22.7
Profit before Tax Exceptional Items	70.6	85.1	46.4	46.4
Profit before Tax Margin	14.7%	18.3%	15.5%	16.1%
Exceptional items [(income) / expense]	0.0	18.2*	0.0	0.0
Profit before Tax	70.6	66.9	46.4	46.4
Profit before Tax Margin	14.7%	14.4%	15.5%	16.1%
Tax	6.5	19.8	15.3	7.7
PAT	64.1	47.1	31.1	38.7
PAT Margin %	13.3%	10.1%	10.4%	13.4%

<sup>\*</sup> 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. in Crs)	31-Mar-21	31-Mar-20	31-Mar-19	31-Mar-18
Non - Current Assets	481.2	475.8	426.4	300.6
Property Plant & Equipment	123.9	137.9	57.6	40.0
CWIP	0.8	0.6	15.1	0.0
Right-of-Use Assets	2.2	2.2	0.0	0.0
Other Intangible Assets	127.2	118.7	105.0	0.0
Intangible assets under development	5.1	13.9	8.2	105.6
Financial Assets				
(i) Trade Receivables	43.3	40.7	61.5	13.6
(ii) Loans	3.1	2.9	2.2	1.9
(iii) Other Financial Assets	143.4	137.9	150.6	119.0
Deferred Tax Assets	17.8	8.6	9.2	7.9
Income Tax Assets	10.5	10.5	7.3	6.5
Other Non Current Assets	3.8	1.9	9.7	6.1
Current Assets	311.6	209.7	109.9	141.4
Inventories	0.1	0.1	0.1	0.1
Financial Assets				
(i) Trade Receivables	89.5	85.8	55.7	72.3
(ii) Cash	100.5	25.5	19.6	31.5
(iii) Bank	27.7	10.0	2.4	2.1
(iv) Loan	3.9	3.8	1.8	5.4
(v) Other financial assets	74.4	74.1	12.7	22.3
Other Current Assets	12.1	6.9	13.6	3.9
Asset classified as held for sale	3.3	3.5	4.0	3.8
Total Assets	792.8	685.5	536.3	442.0

Equity & Liabilities (Rs. in Crs)	31-Mar-21	31-Mar-20	31-Mar-19	31-Mar-18
Total Equity	442.6	299.9	235.3	185.6
Share Capital	14.1	12.8	7.2	1.3
Reserves & Surplus	333.7	211.3	172.0	138.5
Non Controlling Interest	94.8	75.8	56.2	45.9
Non-Current Liabilities	156.1	203.1	147.4	110.3
Financial Liabilities				
(i) Borrowings	84.5	145.1	105.5	80.6
(ii) Other Financial Liabilities	3.3	3.0	0.0	0.0
Provisions	56.1	41.8	30.3	21.3
Deferred Tax Liabilities	12.1	13.2	11.6	8.4
Current Liabilities	194.1	182.5	153.6	146.0
Financial Liabilities				
(i) Borrowings	30.3	30.4	30.7	30.7
(ii) Trade Payables	60.9	54.1	36.2	31.7
Other Financial Liabilities	74.9	74.6	70.0	68.5
Other Current Liabilities	10.2	8.1	4.9	3.9
Income Tax Liabilities	6.5	6.9	7.3	7.3
Provisions	11.3	8.3	4.6	4.0
Total Equity & Liabilities	792.8	685.5	536.3	442.0

## **Consolidated Cash Flow Statement**



Particulars (Rs. in Crs)	FY21	FY20	FY19	FY18
Net Profit Before Tax	70.6	82.0	47.7	48.8
Adjustments for: Non -Cash Items / Other Investment or Financial Items	48.6	54.2	34.7	25.6
Operating profit before working capital changes	119.2	136.2	82.4	74.4
Changes in working capital	9.4	(19.5)	(37.6)	(29.8)
Cash generated from Operations	128.6	116.7	44.8	44.6
Direct taxes paid (net of refund)	(17.1)	(20.9)	(14.1)	(8.5)
Net Cash from Operating Activities	111.5	95.8	30.7	36.1
Net Cash from Investing Activities	(32.8)	(103.7)	(53.7)	14.1
Net Cash from Financing Activities	(3.7)	13.9	11.1	(29.5)
Net Decrease in Cash and Cash equivalents	75.1	6.0	11.9	20.7
Add: Cash & Cash equivalents at the beginning of the period	25.5	19.6	31.5	10.9
Cash & Cash equivalents at the end of the period	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

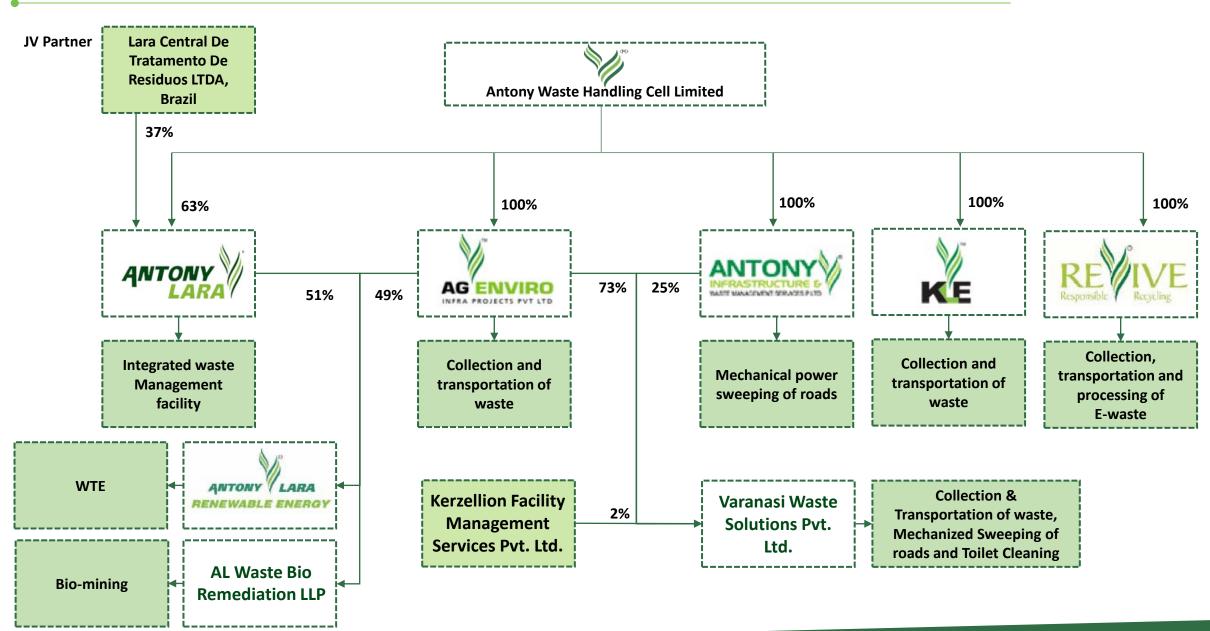
Post bidding stage

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

### **Contact Information**



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## **THANK YOU**

