

Date: 28th May, 2025

To
National Stock Exchange of India Limited
Exchange Plaza, C-1, Block G
Bandra Kurla Complex
Bandra (E), Mumbai – 400 051
Scrip Symbol: EIEL

To
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai – 400001
Scrip Code: 544290

Sub: Investors Presentation – Audited Financial Results for the quarter and year ended 31.03.2025

Dear Sir/ Madam,

We are enclosing herewith the Investors' Presentation on Audited financial results for the quarter and year ended on March 31, 2025.

The same will also be hosted on the Company's website at www.eiel.in

Kindly take the above information on record.

Thanking you,

For Enviro Infra Engineers Limited

(Piyush Jain)
Company Secretary & Compliance Officer
A57000

Encl: a/a



ENVIRO INFRA ENGINEERS LIMITED

Q4FY25 & FY25 Earnings Presentation

EiE



Contributing to

ENVIRONMENTAL SUSTAINABILITY



Water and Wastewater Solutions

Designing, construction, operation and maintenance of Water and Wastewater Treatment Plants (WWTPs) and Water Supply Scheme Projects (WSSPs).

Cost effective and viable solutions with use of advanced technologies.

Projects contributing to Sustainable Development through installation and use of green energy solutions like solar power plants and CBG plants.



Operating Performance

68.33% revenue CAGR & 72.44% PAT CAGR from FY22 to FY25

Delivered 52 water & wastewater treatment plants with capacity of 880 MLD

Q4 FY25 Financial Highlights:

- Revenue from Operations: ₹3,929 Mn
- EBITDA: ₹994 Mn, with a healthy EBITDA margin of 25.31%
- Profit After Tax (PAT): ₹741 Mn, reflecting a strong PAT margin of 18.36%



Focussed Strategies

Increase the size of projects undertaken from the current 50 to 200 MLD for STPs and 20 to 50 MLD for CETPs,

Expand geographical presence

New initiatives towards "Waste to Energy".

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Performance Highlights



Chairman & MD's Message



Order Book Analysis



Company Overview



Leadership Team



Industry Overview



Way ahead



PERFORMANCE HIGHLIGHTS

Management Comment



I am pleased to share that our company has delivered a strong quarter, with a 31% YoY revenue growth in Q4 FY25 and a 30% rise in PAT, reflecting our operational efficiency and execution capabilities.

During the year, we secured new EPC and O&M projects cumulatively worth over Rs 2,000 mn. With an order book of Rs 11,850 mn and an O&M portfolio of Rs 8,060 mn, backed by over Rs 50,000 mn worth of bids in the pipeline, our future revenue visibility remains strong. We are also taking a strategic leap forward with the formation of a clean energy subsidiary focused on solar, hydropower, green hydrogen, and 24x7 renewable solutions.

As a trusted partner in India's urban transformation, we take pride in delivering critical water and wastewater infrastructure under key government initiatives. Our focus on innovation and timely execution underscores our dedication to building a cleaner, more sustainable future

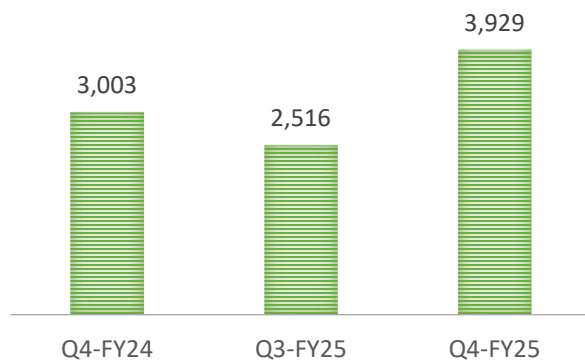
MR. SANJAY JAIN

Chairman and Whole-time Director

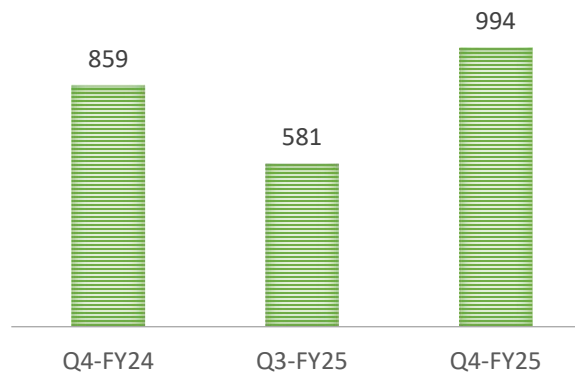


Financial Highlights- Quarterly

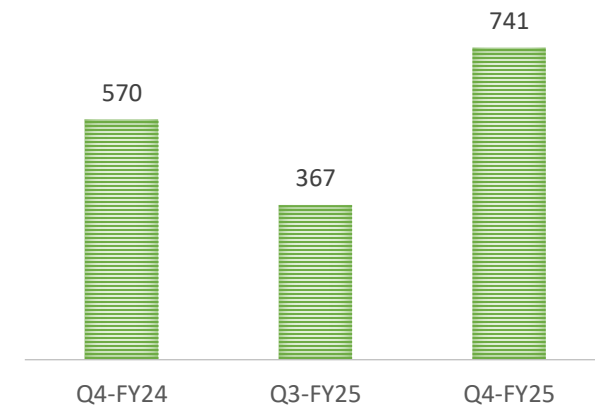
REVENUE FROM OPERATIONS (RS IN MN)



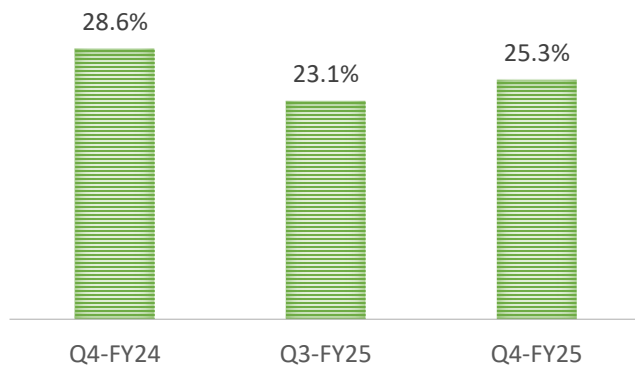
EBITDA (RS IN MN)



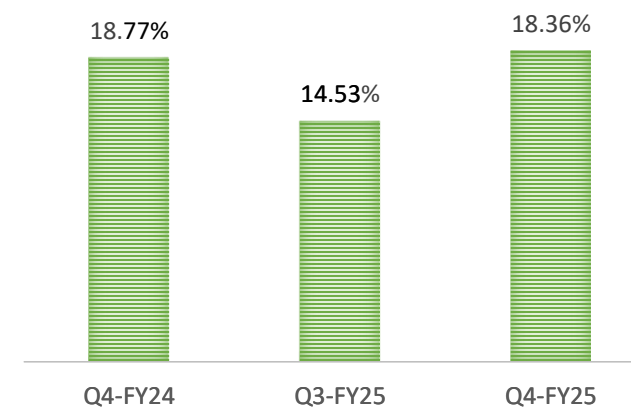
PAT (RS IN MN)



EBITDA MARGIN

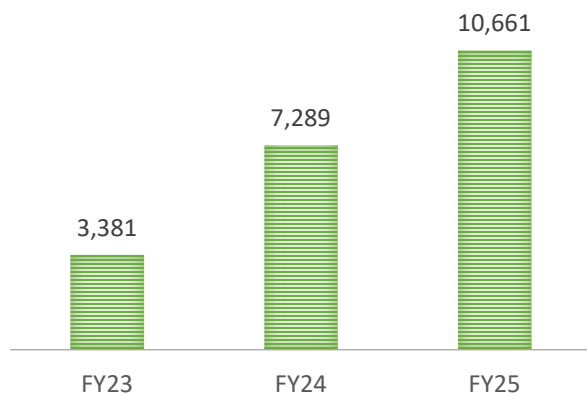


PAT MARGIN

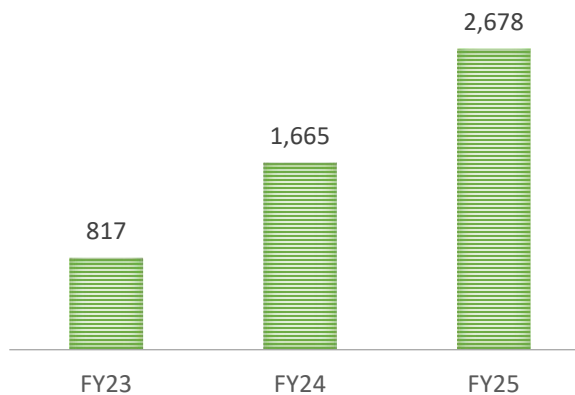


Financial Highlights- Annual

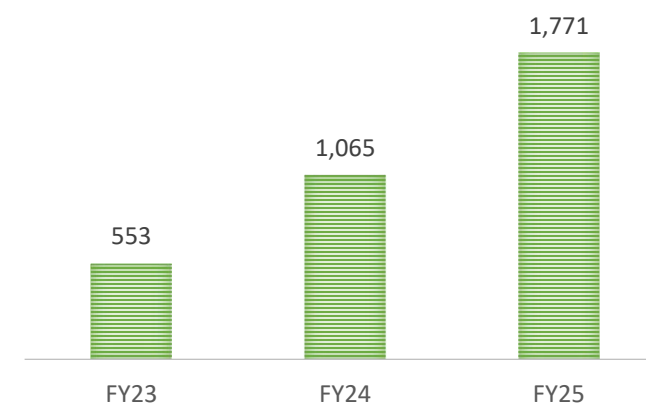
REVENUE FROM OPERATIONS (RS IN MN)



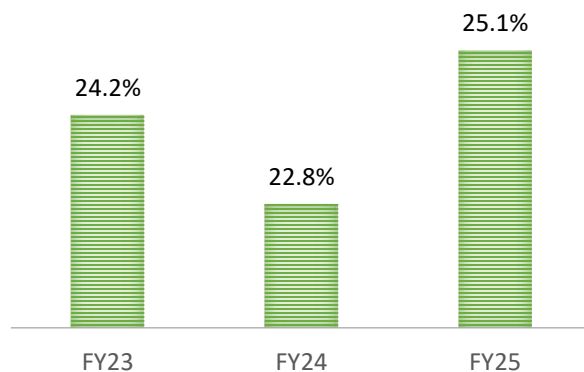
EBITDA (RS IN MN)



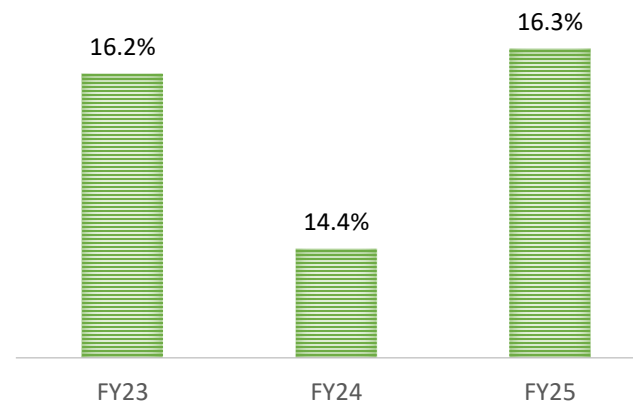
PAT (RS IN MN)



EBITDA MARGIN

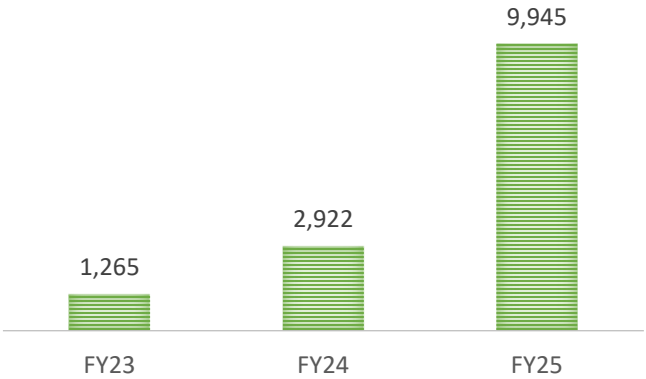


PAT MARGIN

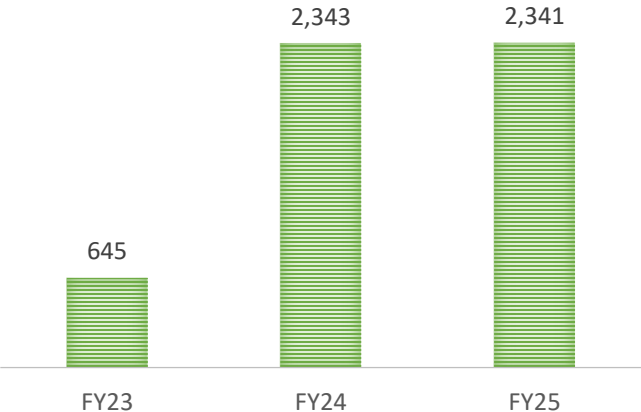


Key Ratios

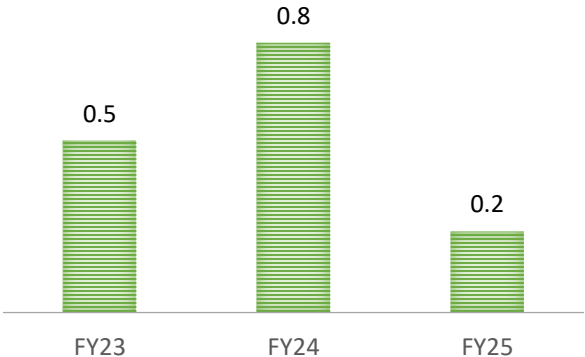
NET WORTH (RS IN MN)



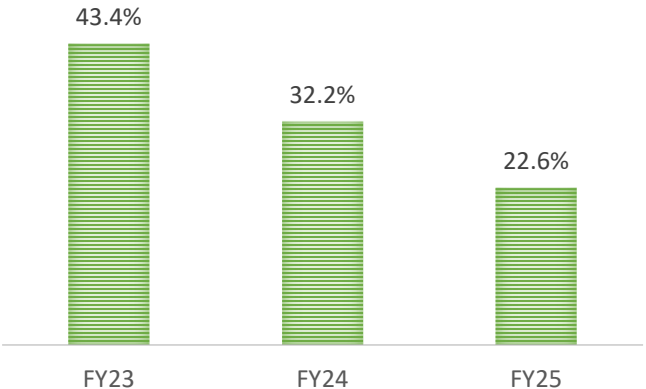
DEBT (RS IN MN)



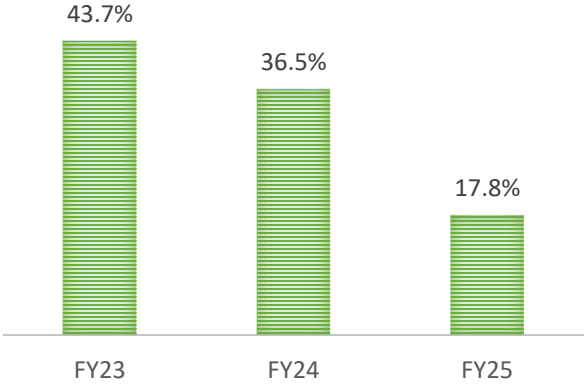
DEBT TO EQUITY



RETURN ON CAPITAL EMPLOYED (%)



RETURN ON EQUITY (%)



Revenue Bifurcation (consolidated basis)

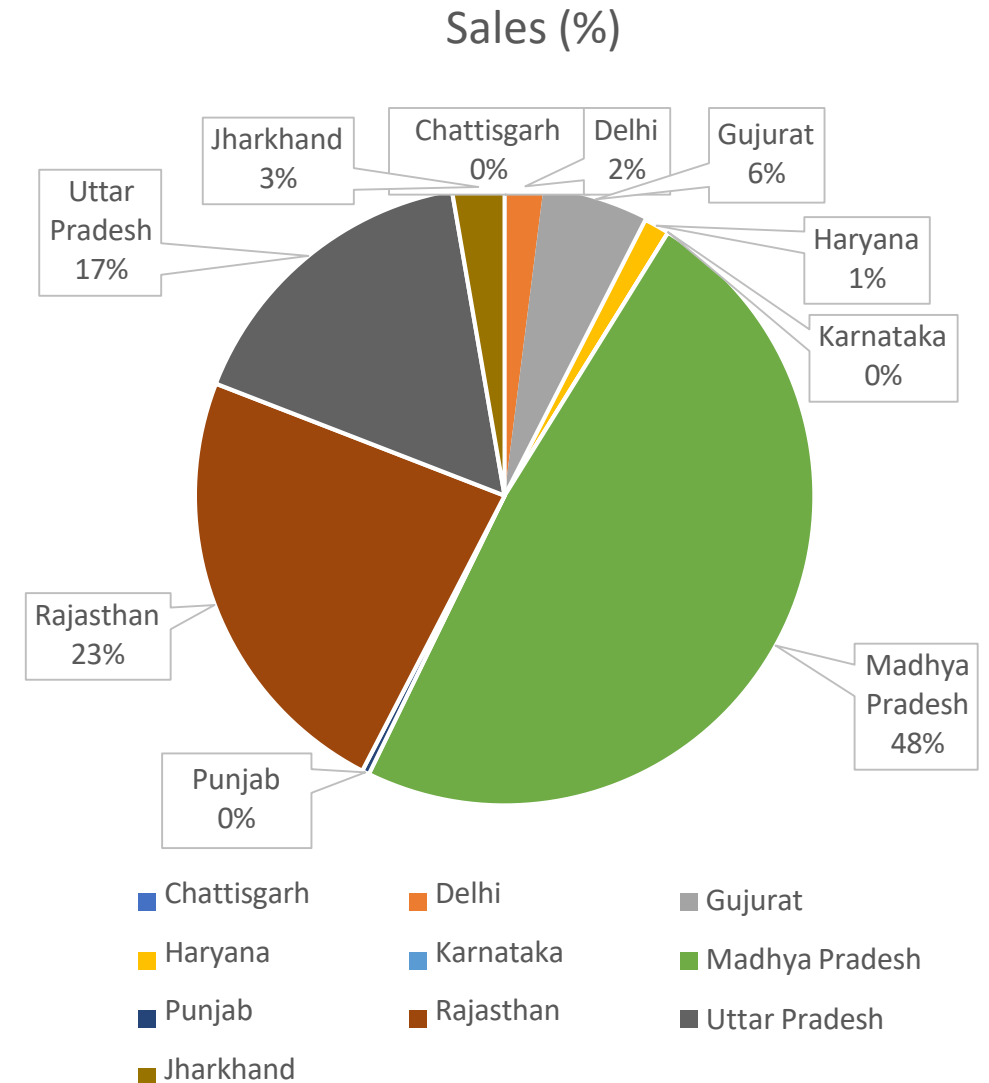
Amt in Mn

During the Fiscal/ Period ended								
Type of Projects	Q4FY25	% of Revenue from Operations	FY25	% of Revenue from Operations	FY24	% of Revenue from Operations	FY23	% of Revenue from Operations
WWTPS	2,404	61.2%	5,201	48.8%	2,030	27.8%	2,338	69.1%
WSSPS	1,443	36.7%	5,158	48.4%	4,967	68.1%	868	25.7%
O&M	82	2.1%	302	2.8%	292	4.0%	175	5.2%
TOTAL	3,929	100.0%	10,661	100.0%	7,289	100.0%	3,381	100.0%

During the Fiscal/ Period ended								
Type of Projects	Q4FY25	% of Revenue from Operations	FY25	% of Revenue from Operations	FY24	% of Revenue from Operations	FY23	% of Revenue from Operations
EPC	3,262	83.0%	9,305	87.3%	6,284	86.2%	2,161	63.9%
HAM	585	14.9%	1,054	9.9%	712	9.8%	1,045	30.9%
O&M	82	2.1%	302	2.8%	293	4.0%	175	5.2%
TOTAL	3,929	100.0%	10,661	100.0%	7,289	100.0%	3,381	100.0%

Revenue Bifurcation (state wise) - Annual

Particulars (Rs. Mn)	Amt in Mn		
	FY25	FY24	FY23
Chhattisgarh	11	196	139
Delhi	203	253	21
Gujarat	586	398	341
Haryana	143	139	451
Karnataka	-	-	1
Madhya Pradesh	5,158	5,012	868
Punjab	40	33	134
Rajasthan	2,482	210	160
Uttar Pradesh	1,747	893	1,266
Jharkhand	290	155	-
Total	10,661	7,289	3,381



Consolidated Profit and Loss Account – Quarterly

Amt in Mn

Particulars (Rs in Mn)	Q4 FY25	Q4 FY24	YoY%	Q3 FY25
Revenue from Operations	3,929	3,003	30.8%	2,516
Other Income	108	34	215.9%	12
Total Revenue	4037	3,038	32.9%	2,528
Cost of Raw Materials	2,699	2,007		1,774
Employee Benefit Expenses	142	99		126
Other expenses	94	39		36
EBITDA (Excl. Other Income)	994	859	15.8%	581
EBITDA Margin (%)	25.3%	28.6%	(328) Bps	23.1%
Depreciation and Amortization	27	19		25
Finance Cost	81	90		84
PBT	994	783	26.9%	483
Total tax	253	213		116
PAT	741	570	30.0%	367
PAT Margin (%)	18.4%	18.8	(40) Bps	14.52%
Basic EPS (Rs.)	4.89	4.23	15.5%	2.59

Consolidated Profit and Loss Account - Annual

Amt in Mn

Particulars (Rs in Mn)	FY25	FY24	YoY %
Revenue from Operations	10,661	7,289	46.3%
Other Income	194	91	115.9%
Total Revenue	10,855	7,380	47.1%
Cost of Raw Materials	7,251	5,157	
Employee Benefit Expenses	479	339	
Other expenses	253	128	
EBITDA (Excl. Other Income)	2,678	1,665	60.8%
EBITDA Margin (%)	25.1%	22.8%	228 Bps
Depreciation and Amortization	94	61	
Finance Cost	372	225	
PBT	2,401	1,470	63.7%
Total tax	634	405	
PAT	1,771	1,065	66.4%
PAT Margin (%)	16.3%	14.4%	190 Bps
Basic EPS (Rs.)	11.76	7.97	47.6%

Consolidated Balance Sheet

Amt in Mn

Equity & Liabilities (Rs in Mn)	As on Mar'25	As on Mar'24
Share Capital	1,755	1,369
Other Equity	8,190	1,553
Non-Controlling Interest	(7)	(16)
Shareholders Funds	9,945	2,922
Long Term Borrowings	983	901
Other Financial Liabilities	26	145
Provisions	13	10
Other Liabilities	41	-
Non Current Liabilities	1,063	1,056
Short term Borrowings	1,359	1,443
Trade Payable	1,670	1,630
Other Financial Liabilities	520	274
Other Current Liabilities	319	100
Provisions	4	3
Current Tax Liabilities (Net)	110	200
Current Liabilities	3,983	3,650
Total Equity & Liabilities	14,983	7,612

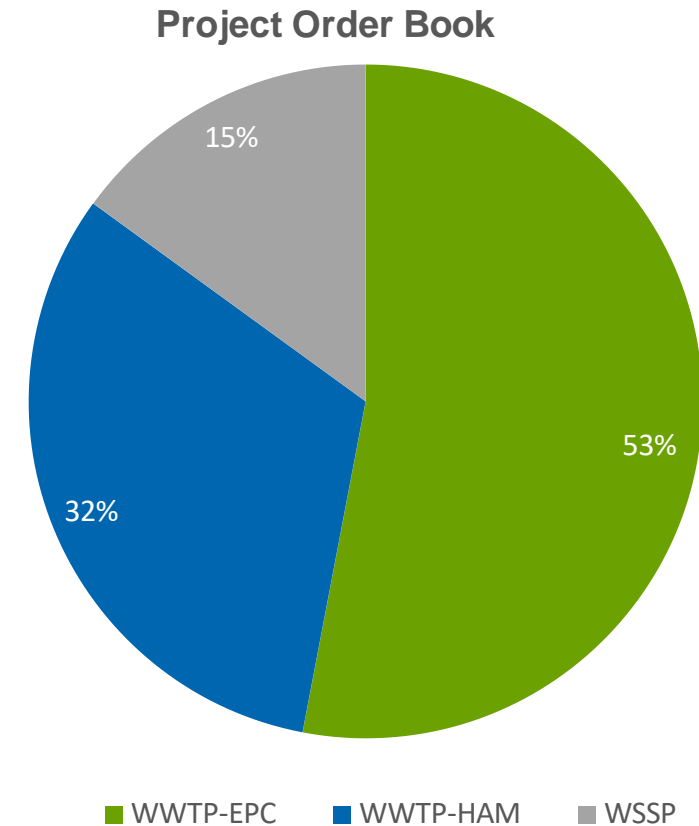
Assets (Rs in Mn)	As on Mar'25	As on Mar'24
Property, plant & Equipment	702	469
Capital work-in-progress	-	14
Intangible Assets Under development	2	-
Loans	2	1
Other financial Assets	1,854	1,498
Deferred Tax Assets (Net)	19	20
Other non-current Assets	170	-
Non Current Assets	2,749	2,001
Inventories	421	353
FA - Trade Receivables	2,057	1,041
FA - Cash & cash equivalents	1,624	9
FA - Bank balances	3,928	1,477
FA - Investments	94	-
FA - Other Financial Assets	3,792	2,343
Income Tax assets (Net)	15	14
Other Current Assets	304	374
Current Assets	12,235	5,611
Total Assets	14,983	7,612

ORDER BOOK ANALYSIS

Project Order Book as on 31st March 2025

Project type	Value (in Mn)
WWTP - EPC	6,308
WWTP - HAM	3,807
WSSP	1,741
Total	11,855

Robust O&M Order Book at Rs 8,066 Mn as of March 31, 2025



Seasonality/cyclicality of business

(Amt in Mn)

Percentage of revenue during the financial year					
Quarter	Fiscal 2025	Fiscal 2025	Fiscal 2024	Fiscal 2023	Fiscal 2022
Quarter 1 - Apr - June	2,052	19.25%	21.89%	17.24%	14.13%
Quarter 2 - July - Sept	2,130	20.29%	16.06%	9.98%	24.83%
Quarter 3 - Oct - Dec	2,516	23.60%	20.76%	9.96%	23.48%
Quarter 4 - Jan - Mar	3,929	36.86%	41.30%	62.83%	37.57%
Total	10,661	100.00%	100.00%	100.00%	100.00%

COMPANY OVERVIEW



ABOUT THE COMPANY



Incorporated In

2009



Clientele

- NMCG
- Jal Nigam
- Municipalities
- Public Work Dept.
- Industrial Clients



Delivery Model

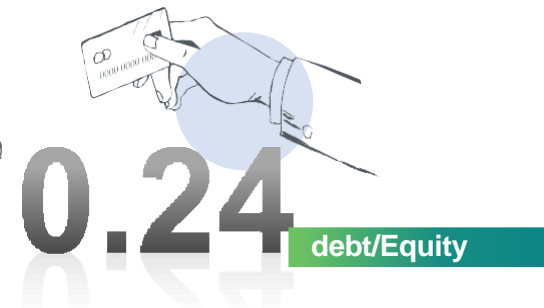
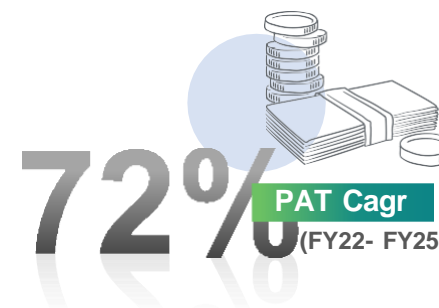
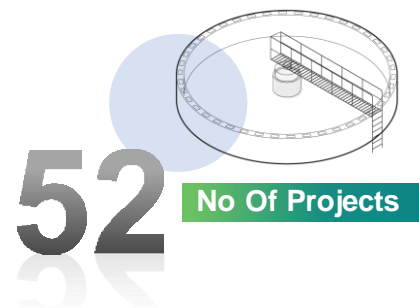
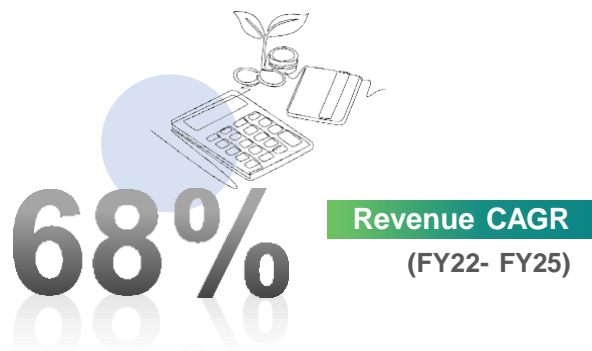
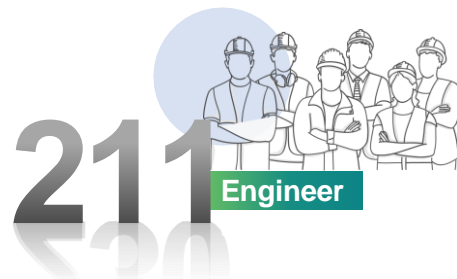
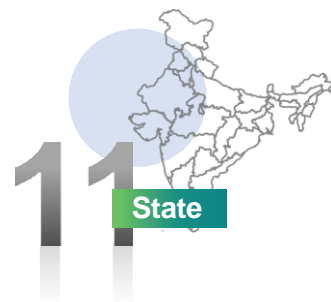
- Engineering Procurement Construction (EPC)
- Hybrid Annuity Model (HAM)
- Operation and Maintenance (O&M)



Service offerings

- Sewage Treatment Plant (STP) and Sewage System (SS)
- Common Effluent Treatment Plant (CETP)
- Water Supply Scheme Project (WSSP)

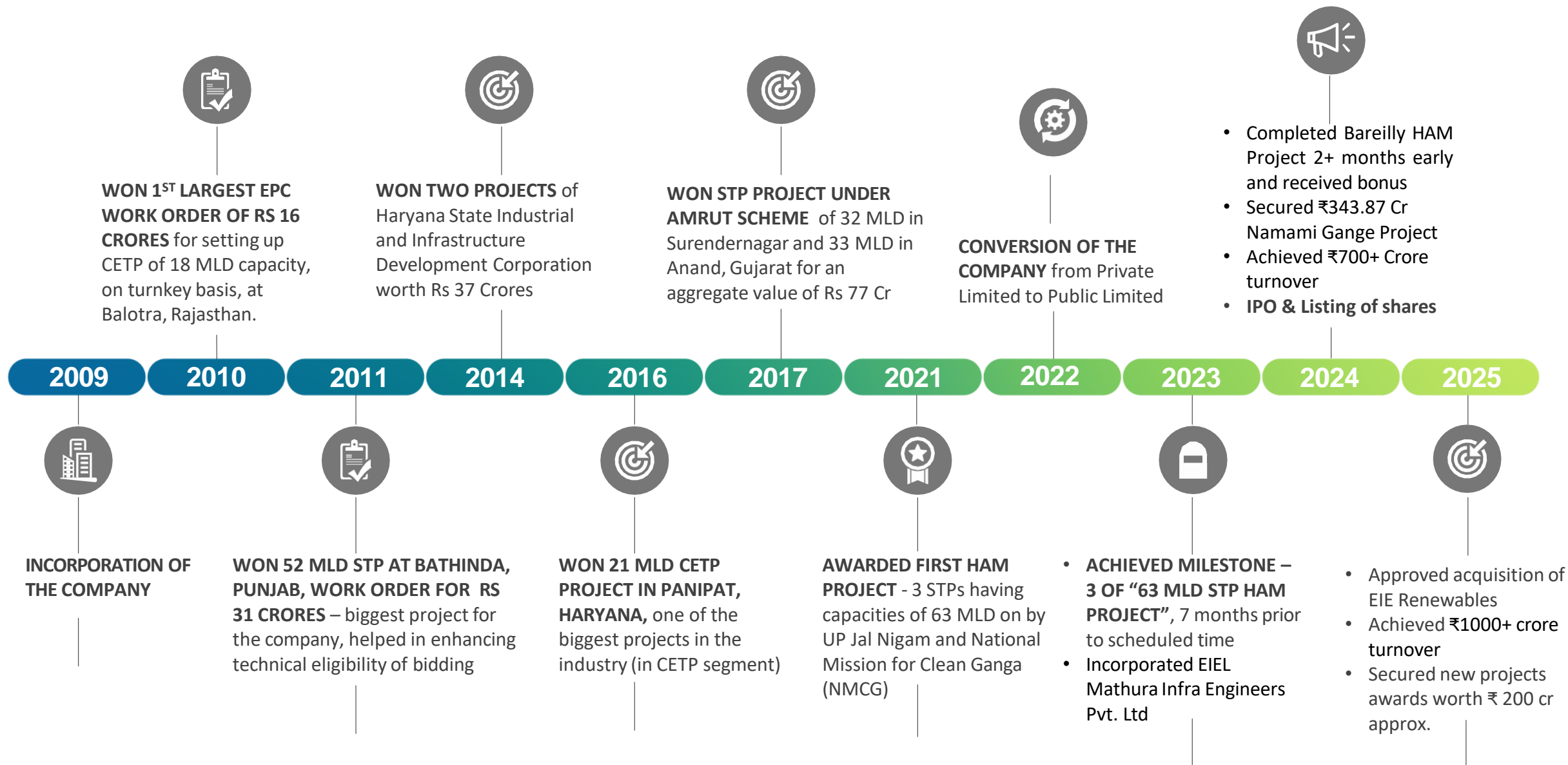
Snapshot



Long Term Rating
CRISIL A-/Stable
(Reaffirmed)

Short Term Rating
CRISIL A2+
(Reaffirmed)

Key Milestones



Visionary Leadership



MR. SANJAY JAIN

Chairman and Whole-time Director

- Holds a B.E. in Chemical Engineering from Manipal University, with over 27 years of industry experience.
- Brings deep expertise in the design, construction, procurement, and inspection of water and wastewater systems, including sewage treatment plants and related machinery.
- Has a proven track record in project execution, operations, and maintenance.
- Leads the company's Tendering, Designing, Procurement, and Business Development functions.



MR. MANISH JAIN

Managing Director

- Holds a B.E. in Chemical Engineering from Punjab University, Chandigarh, with more than 25 years of professional experience.
- Specializes in the end-to-end lifecycle of water and wastewater infrastructure—from design and construction to inspection, commissioning, and long-term maintenance.
- Oversees Business Development, Finance, and Execution with a focus on sustainable growth and operational excellence.



Mrs. RITU JAIN
Non - Executive Director



Mr. ASEEM JAIN
Independent Director



Mr. ANIL GOYAL
Independent Director



**Mrs. NUTUN GUHA
BISWAS**
Independent Director





Sewage treatment plants and Sewerage Schemes

The sewerage scheme aims to collect domestic wastewater from households via pipelines and pumping stations, transporting it to a Sewage Treatment Plant, where it's treated to meet NGT norms or reuse standards for horticulture, refrigeration, and processing industries.



Common Effluent Treatment Plants (CETPs)

Provide specialized tailor-made solutions for recycling and reuse of contaminated wastewater produced by manufacturing facilities.



Water Treatment Plants and Water Supply Schemes

The scheme includes surveying, designing, laying pipelines, constructing reservoirs, and commissioning the WTP, followed by operation and maintenance.



Operations & Maintenance

Bids for most WWTP and WSSP turnkey projects include 1-15 years of O&M, covering operations, maintenance, and supply of consumables

BUSINESS OFFERINGS



Diversified Project Portfolio

Backed by strong technical expertise, on-time delivery, robust financials, and competitive pricing—enabling consistent success in winning and executing a wide range of projects.



In-House Design & Execution Strength.

Enviro's in-house engineering and execution team ensures:

- Accurate, specification-aligned bidding
- Timely, cost-effective project delivery
- Minimal reliance on outsourced design



Experienced Promoters and senior Leadership

Backed by over 2 decades of individual experience in the water and wastewater treatment sector, our promoters and senior management bring deep industry expertise, strategic vision, and executional excellence.



Integration of Advanced Technologies in WWTP & WSSP Installations

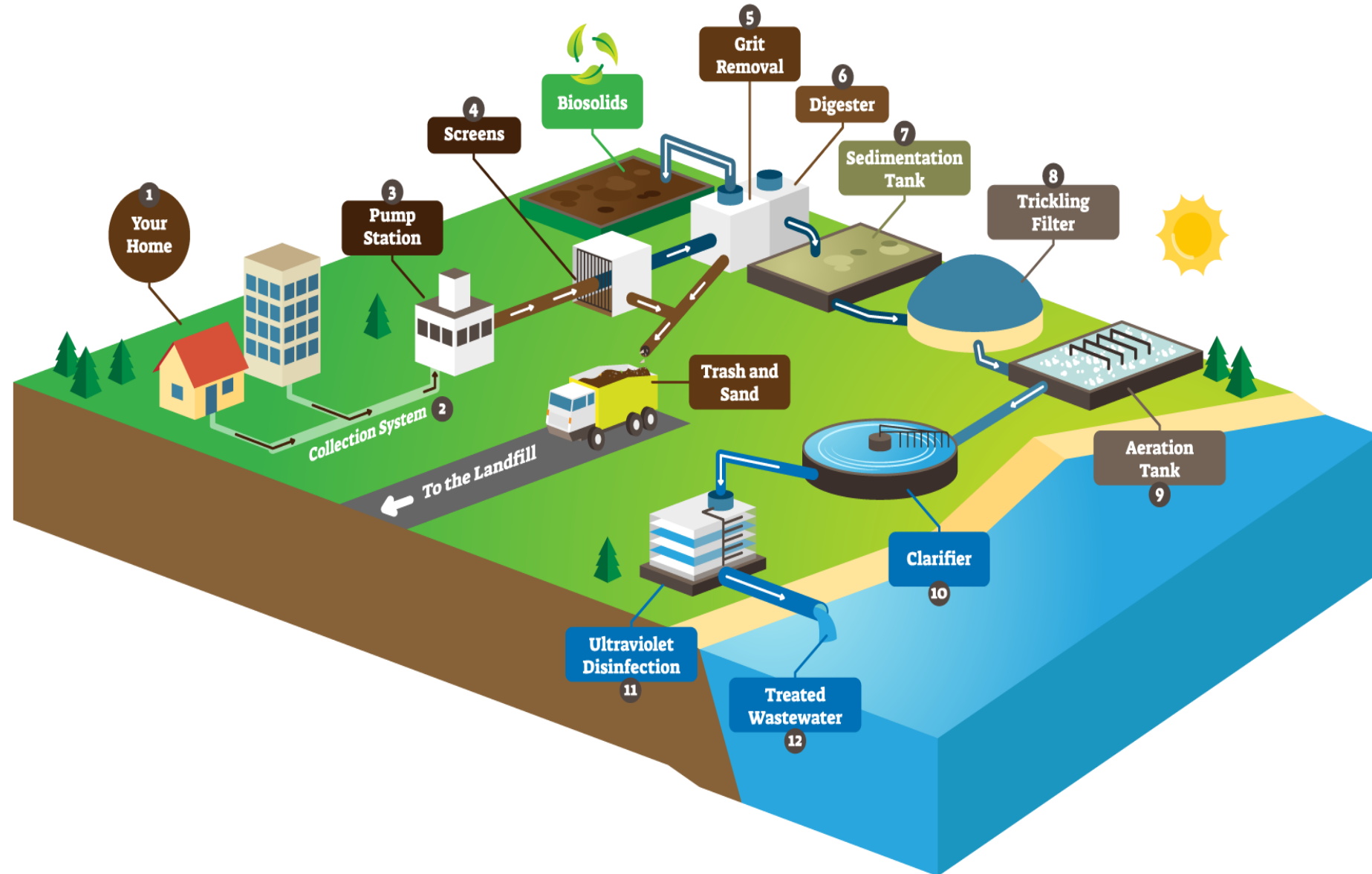
- Deployment of Sequencing Batch Reactors (SBR) to meet stringent effluent quality standards set by the National Green Tribunal (NGT).
- Installation of High-Rate Anaerobic Digesters (HRAD) for efficient organic load reduction.
- Adoption of tertiary treatment technologies including dual media filters, activated carbon filters, rapid sand gravity filters, chlorination, UV disinfection, disc filters, and ultra-filtration for enhanced water quality.
- Achieving Zero Liquid Discharge (ZLD) compliance in most STPs and CETPs, enabling reuse of treated water for horticulture, industrial processes, washing, and refrigeration.

KEY STRENGTHS

Transforming Waste into Value

At Enviro Infra Engineers Limited, our approach to wastewater treatment is rooted in the principles of circular economy. This system not only ensures effective wastewater management but also recovers valuable resources—like biosolids and treated water—for reuse.

From collection to purification, each stage in our process is designed to minimize environmental impact, reduce landfill burden, and promote sustainable reuse of natural resources.



Marquee Clients



Major projects



42+20+1 MLD Bareilly UP
(includes solar plant)



52 MLD STP, Bathinda, Punjab



33 MLD STP, Anand, Gujarat



32.3 MLD STP,
Surendra Nagar, Gujarat



29 MLD STP, Khanna,
Punjab



25 MLD STP, Jagdalpur,
Chattisgarh



21 MLD CETP,
Panipat, Haryana



10.5 MLD CETP,
Faridabad, Haryana

Major projects



40+12 MLD STP Bikaner
Rajasthan project (ncludes Solar Plant)



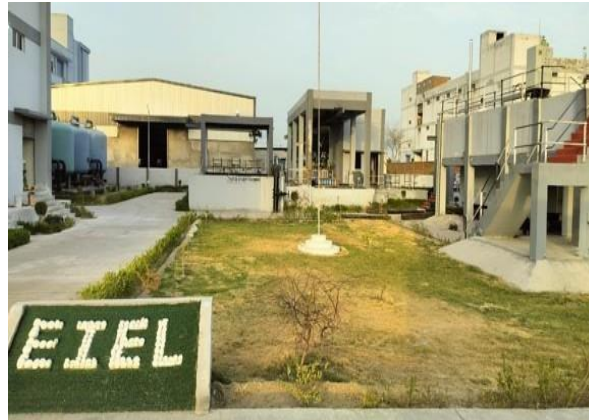
30 MLD STP Kota
Rajasthan(Includes Solar Plant)



25 MLD STP,at Raigarh
Chattisgarh



32 MLD STP Botad Gujarat



Upgradation of 16 to 26 MLD
CETP Barhi Sonapat Haryana



Upgradation of 5 MLD to 10
MLD CETP Rai Sonipat Haryana



50 MLD Jalandhar Punjab

ISO Certification

Certificate



Certificate of Registration
This is to certify that

ENVIRO INFRA ENGINEERS LIMITED

UNIT NO. 201, SECOND FLOOR, R.G. METRO ARCADE, SECTOR- 11,
ROHINI, DELHI- 110085 (INDIA)

has been assessed and Certified by Arcade Management Certification
as meeting the requirements of:

ISO 9001:2015
Quality Management System
For the following scope of activities:

DESIGN, DEVELOPMENT & SERVICE PROVIDER OF SEWAGE TREATMENT
PLANT (STP), WATER TREATMENT PLANT (WTP), COMMON EFFLUENT
TREATMENT PLANT (CETP), SEWERAGE SCHEMES, WATER SUPPLY
SCHEMES, OPERATION & MAINTENANCE

Date Of Registration: 07/11/2024 2nd Surveillance Due: 06/11/2026
1st Surveillance Due: 06/11/2025 Recertification Due: 06/11/2027

CERTIFICATE No:- 241107Q102
To Verify this certificate please visit at www.arcadecert.co.uk

    
Authorised Signatory

Address: 106 Cunneen Rd, Manchester M60 6ZA, UK E-mail: info@arcadecert.co.uk
This certificate remains the property of Arcade management certification and shall be returned
immediately on request. Validity of this certificate is subject to annual surveillance audits to be
done successfully or on before due date of audit (Incase if surveillance audit is not conducted,
this certificate shall be suspended/withdrawn)

Certificate



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as meeting the requirements of:

ISO 45001:2018
Occupational Health and Safety Management System
For the following scope of activities:

DESIGN, DEVELOPMENT & SERVICE PROVIDER OF SEWAGE TREATMENT
PLANT (STP), WATER TREATMENT PLANT (WTP), COMMON EFFLUENT
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ISO 14001:2015
Environmental Management System
For the following scope of activities:

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PLANT (STP), WATER TREATMENT PLANT (WTP), COMMON EFFLUENT
TREATMENT PLANT (CETP), SEWERAGE SCHEMES, WATER SUPPLY
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Corporate Social Initiatives



Healthcare

- Set up Medical camp which benefited 1219 people
- Provided medical treatment to 5 critically ill patient
- Provided artificial limbs to 64 people
- Provided hearing aid to 50 people
- Provided kidney dialysis to 400 people



Animal Welfare

- Rescued 160 cows from Pashudhan mandi
- Provided fodder and shelter to 22 gaushalas and 4 bird hospital



Eradication of Hunger

- Distribution of Ration Kits to 160 families



Education

- Admitted 35 underprivileged students in school
- Distributed 1005 stationary kits
- Identified 32 kids for school enrolment



INDUSTRY OPPORTUNITY

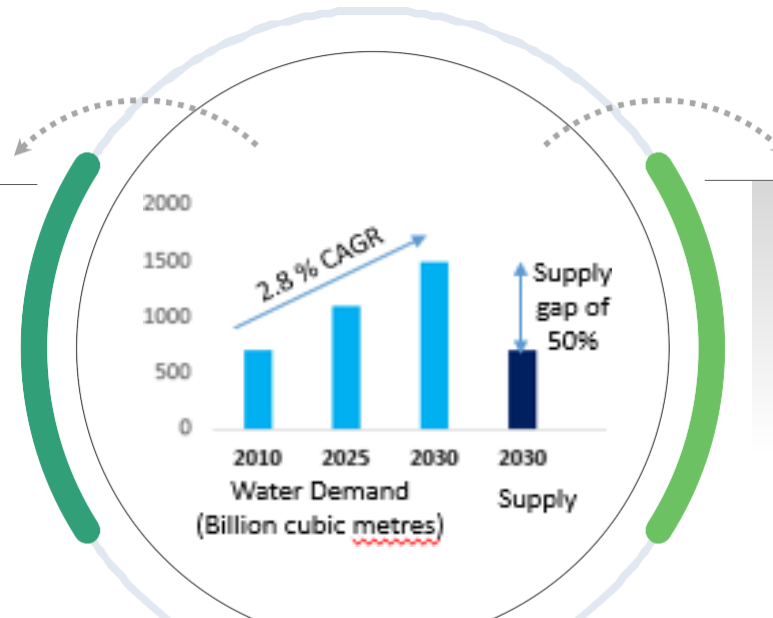
Need for Water Treatment



600 million people in India currently face acute water shortages and the future scenario gives no hope, as water demand is projected to exceed supply by 50 percent by 2030



A potential source of water – wastewater, is highly under utilised. If India reuses 80 % of its untreated wastewater from 110 of its most populous cities, 75% of projected industrial water demand can be met by 2025



Water Demand & Supply Scenario by 2030



Moreover, the use of treated wastewater for non-potable industrial and agriculture purposes frees up freshwater for drinking water consumption



India generates approx. 62,000 MLD of domestic sewage in urban centers. There are 920 STPs operated primarily by municipal corporations, with a treatment capacity of close to 23,000 MLD, i.e., merely 37% of generation. Only 33% of India's urban wastewater is actually treated, and an even smaller portion is reused.

Note - The demand for water is expected to grow at 2.8% CAGR from 2010 to 2030, facing a supply gap up of 50% by 2030

Source: The 2030 Water Resource Group Data, CPCB site

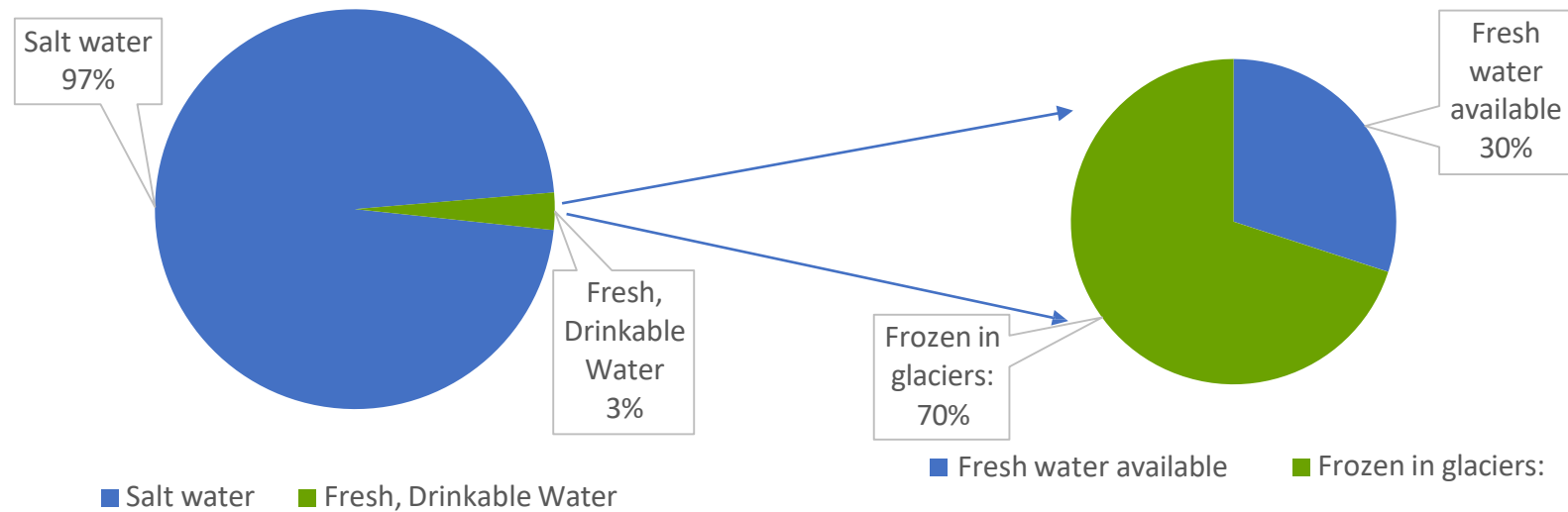
The Central Pollution Control Board (CPCB) estimates that sewage generation will increase to over 120,000 MLD by 2051. Moreover, approx. 13,500 MLD of industrial wastewater is generated by manufacturing clusters, 60% of which is treated at the country's 193 CETPs. The gaps in treatment capacity are amplified at local levels, as STPs are concentrated in larger cities and CETPs are unevenly distributed across states

Industry opportunities

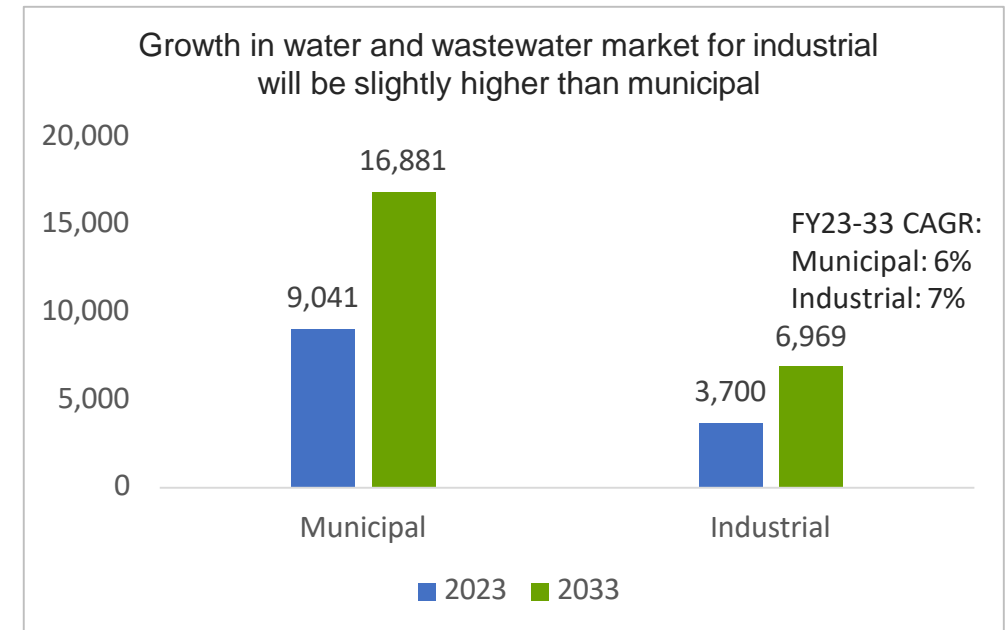
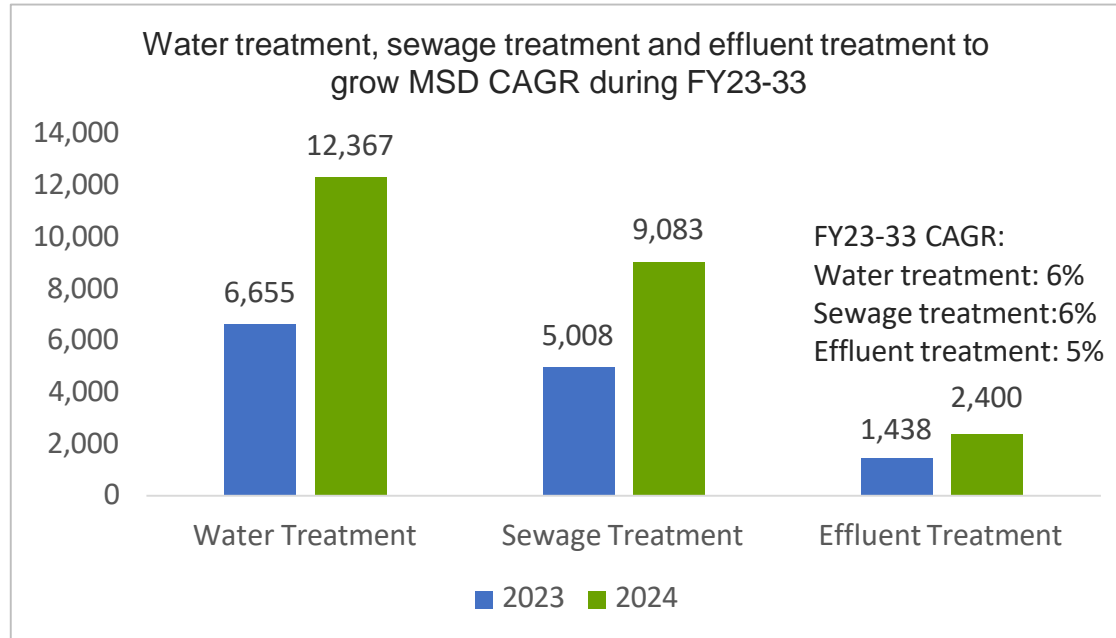
Amt in Cr

Scheme	FY20-21	FY21-22	FY22-23	FY23-24	FY24-25	FY25-26
Actual	Actual	Actual	Actual	Actual	Rev. Est.	Budgeted
JJM	11,500	50,100	60,000	69,684	22,694	67,000
NMCG	1,600	2,250	2,800	1,800	2,890	3,290
AMRUT	7,300	10,000	14,000	16,000	6,000	10,000

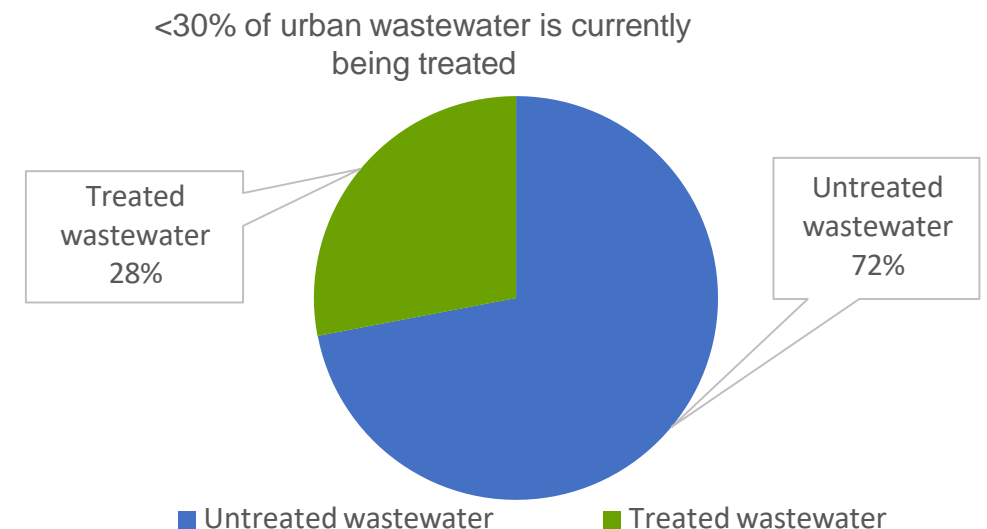
Fresh water available for use is < 1% of total water on Earth



Industry Opportunities



- According to the Central Pollution Control Board (CPCB), over 70% of urban wastewater in India remains untreated, with only around 30% undergoing proper processing.
- This untreated discharge pollutes rivers, lakes, and groundwater, posing serious risks to public health and water quality.
- Major challenges include limited space for treatment facilities, high operational costs, lack of affordable technologies, and low public acceptance of recycled water.
- Tackling these barriers is essential for achieving sustainable urban water management.



**WAY
AHEAD**

Growth Strategies



Expansion of Geographical Presence

Focused growth across PAN India to strengthen national footprint



Plan to bid for more HAM (Hybrid Annuity Model) projects

Funding and execution of HAM projects will enable the company to qualify and bid for larger HAM projects



Capitalize on Government policy initiatives in WWTP and WSSP sectors

Schemes like AMRUT 2.0, Namami Ganga Programme, National River Conservation Plan (NRCP) and National Plan for conservation of Aquatic Eco-system (NPCA)



Increasing the size of projects and pre-qualification

- Strengthen our presence in WWTP and WSSP space.
- Increase the size of Projects from the current 50 to 200 Minimal Liquid Discharge (MLD) for STPs and 20 to 50 MLD for CETPs
- Be pre-qualified for larger Projects of higher MLD to earn better margins
- Pursue larger Projects, both independently and in partnership with other players in the industry



New initiatives towards “Waste to Energy” as a part of the projects

The company is committed to transforming “Waste to Energy” in its projects by installing solar power plants and Compressed Biogas (CBG) plants, contributing to renewable energy, maximizing energy efficiency, and reducing its carbon footprint. The integration of solar power and CBG plants in the company's projects not only supports the production of green energy makes the company eligible for sustainability incentives and benefits.

Thank You



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