



**Issue Opens – November 22, 2024 to November 26, 2024**

**Price Band**  
**₹140 to ₹148**

**Face Value**  
₹10

**Issue Size**  
₹650 Cr

**Lot Size**  
101 Shares

**Issue Type**  
Book Built

**Issue Size**

**43,948,000 shares / ₹650.43 Cr**

**Fresh Issue**

**38,680,000 shares / ₹572.46 Cr**

**Offer for Sale**

**5,268,000 shares / ₹ 77.97 Cr**

**Basis of Allotment**

**Wednesday, November 27, 2024**

**Initiation of Refunds**

**Wednesday, November 27, 2024**

**Credit of Shares to Demat**

**Thursday, November 28, 2024**

**Enviro Infra Engineers Listing Day**

**Friday, November 29, 2024**

# Objects of The Offer



The company propose to utilise the Net Proceeds towards funding the following objects:

1. Infusion of funds in the Subsidiary, EIEL Mathura Infra Engineers Pvt Ltd. to build 60 MLD STP under project titled "Mathura Sewerage Scheme" at Mathura in Uttar Pradesh through Hybrid Annuity Based PPP Mode.
2. Repayment/prepayment in full or in part, of certain of the outstanding borrowings and meet the Working Capital Requirements;
3. Funding inorganic growth through unidentified acquisitions.

## Brief profile of the Directors

**Sanjay Jain** is the Chairman and Whole-time Director of the Company. He has been associated with the Company since incorporation. He holds a bachelor's degree in chemical engineering from the Mangalore University. He has over two decades of experience in water and wastewater treatment industry. He looks after the designing, procurement of raw material and machinery in connection with construction and operation & maintenance of projects of the Company.

**Manish Jain** is the Managing Director of the Company. He has been associated with the Company since incorporation. He holds a bachelor's degree in chemical engineering from the Punjab University. He has over two decades of experience in water and wastewater treatment industry. He looks after bidding, execution and operation & maintenance of projects of the Company. He also looks after functions such as finance and business development in the Company.

**Ritu Jain** is the Non-Executive Director of the Company. She has been associated with the Company since February 2017. She holds a master's degree in science (Home Science) from the Kurukshetra University. She has over seven years of experience in water and wastewater treatment industry. She looks after CSR activities in the Company.

**Anil Goyal** is the Independent Director of the Company since January 2023. He holds a master's degree in commerce from University of Ajmer. He is a member of Institute of Chartered Accountants of India and a practising chartered accountant. He is also a member of Institute of Company Secretaries of India. He is also a member of Institute of Cost Accountants of India. He has over the decades of experience in accounting, auditing, corporate governance and allied areas. He is the director of AU Fait Consultants Private Limited.



## About The Company

**Enviro Infra Engineers Limited** is a leading provider of water and wastewater treatment solutions in India. The company offers a comprehensive range of services, including design, construction, operation, and maintenance of water and wastewater treatment plants. With a strong focus on sustainable development and innovation, Enviro Infra is committed to delivering efficient and environmentally friendly solutions to address critical water challenges.

## Key Business Operations

- **Design and Engineering:** Enviro Infra Engineers provides comprehensive design and engineering services for water and wastewater treatment plants, covering various aspects such as process design, civil design, and electrical and instrumentation design.
- **Construction and Project Management:** The company undertakes the construction and project management of water and wastewater treatment plants, ensuring timely and cost-effective execution while adhering to quality standards.
- **Operation and Maintenance:** Enviro Infra Engineers offers operation and maintenance services for water and wastewater treatment plants, ensuring optimal performance and compliance with regulatory requirements.

By focusing on these core business operations, Enviro Infra Engineers is committed to delivering sustainable and innovative water solutions that address the critical needs of communities and industries.



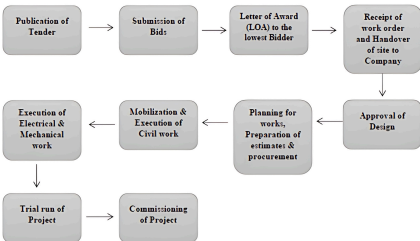
## Key Performance Indicators

(₹ in lakhs, except for percentage)

Particulars	For the three months period ended June 30, 2024*	Fiscal 2024	Fiscal 2023	Fiscal 2022
Revenue from operations <sup>(1)</sup>	20,518.02	72,891.50	33,830.20	22,352.51
EBITDA <sup>(2)</sup>	5,128.43	16,932.25	8,168.74	5,002.26
EBITDA margin as % of revenue from operations <sup>(3)</sup>	24.99%	23.23%	24.10%	22.38%
PAT <sup>(4)</sup>	3,077.77	11,054.43	5,497.81	3,455.03
PAT Margin (%) <sup>(5)</sup>	15.00%	15.17%	16.26%	15.46%
Net Worth <sup>(6)</sup>	32,299.61	29,218.37	12,653.40	7,162.25
Return on Net Worth (%) <sup>(7)</sup>	9.53%	37.83%	43.46%	48.24%
Debt Equity Ratio <sup>(8)</sup>	0.95	0.80	0.51	0.25
Order book <sup>(9)</sup>	1,90,628.06	2,12,558.63	1,49,668.63	16,986.40
Order Inflow <sup>(10)</sup>				
Number of Projects	0	11	9	4
Value of Projects	0.00	1,27,589.55	1,61,011.38	27,380.37

\*Not Annualized

## Project Cycle



# Statement of Profit and Loss



## Enviro Infra Engineers Ltd.

(All amounts are in Indian Rupees millions, unless otherwise stated)

Particulars	For the three months Period Ended 30th June 2024	For the Year Ended 31st March 2024	For the Year Ended 31st March 2023
<b>Income</b>			
Revenue From Operations	20,518.02	72,891.50	33,810.20
Other Income	227.59	908.96	356.04
<b>Total Income (I)</b>	<b>20,745.61</b>	<b>73,800.46</b>	<b>34,166.24</b>
<b>Expenses:-</b>			
<b>Manufacturing, Construction and Operating Expenses</b>			
Cost of Materials Consumed	10,401.79	40,495.59	18,028.02
Stores, Spares and Tools Consumed and Hiring of Equipment & Machinery	157.81	570.71	355.13
Other Construction and Operating Expenses	2,941.74	10,225.43	4,310.19
<b>Total</b>	<b>13,501.34</b>	<b>51,291.73</b>	<b>22,693.34</b>
Employee Benefits Expense	1,021.85	3,388.68	2,181.47
Finance Costs	847.96	2,251.73	835.49
Depreciation and Amortization Expense	196.46	608.43	230.41
Sales, Administration and Other Expenses	866.40	1,278.85	766.65
<b>Total Expenses (II)</b>	<b>16,434.01</b>	<b>58,819.42</b>	<b>26,707.36</b>
<b>Restated Profit/(Loss) before Tax (III=I-II)</b>	<b>4,311.60</b>	<b>14,981.04</b>	<b>7,458.88</b>
<b>Tax Expense</b>			
- Current Tax	1,333.21	4,206.12	1,952.81
-(Excess)/Short Provision of Income Tax for Earlier Years	-	4.60	3.36
- Deferred Tax	(18.42)	(86.63)	(31.19)
<b>Total Tax Expense (IV)</b>	<b>1,314.79</b>	<b>4,124.09</b>	<b>1,924.98</b>
<b>Restated Profit for the year/ Period (V=III-IV)</b>	<b>2,996.81</b>	<b>10,856.95</b>	<b>5,533.89</b>
<b>Restated Earning Per Equity Share [nominal value of Rs. 10/- (previous year Rs. 10)]</b>			
(1) Basic (Rs.)*	2.25	8.13	4.29
(2) Diluted (Rs.)*	2.25	8.13	4.29

# Strengths



- **In-house Design and Execution:** Enviro Infra has the capability to design and execute projects independently, reducing reliance on external contractors.
- **Diversified Project Portfolio:** The company caters to a range of projects, including water and wastewater treatment plants, reducing dependence on a single segment.
- **Advanced Technologies:** Enviro Infra utilizes cutting-edge technologies to improve efficiency and sustainability in its projects.
- **Experienced Team:** The company boasts a skilled team with expertise in various engineering disciplines.
- **Strong Government Relationships:** Enviro Infra has established strong relationships with government agencies, facilitating project acquisition.

# Threats

- **Government Project Dependence:** A significant portion of the company's revenue comes from government contracts, making it susceptible to policy changes and budgetary constraints.
- **Order Book Limitations:** The company's order book may not accurately reflect future revenue, as actual income could differ from estimated contract values.
- **Limited Geographical Presence:** Enviro Infra's operations are primarily concentrated in India, limiting its potential for international expansion and diversification.
- **Working Capital Intensive Business:** The company's significant working capital needs and reliance on debt financing exposes it to financial risk. Delays in payments or changes in payment terms could further strain its financial position.

# Valuation and Outlook



**Enviro Infra Engineers Ltd** IPO is expected to be priced between ₹140 to ₹148 per share. At this price, the company is valued at Price-to-Earnings (P/E) ratio of 18x whereas the industry average is of 33x.

Name of the Company	Total Income (₹ in Crores)	Face Value per equity share (₹)	P/E Ratio <sup>(1)</sup>	EPS Basic (₹) <sup>(2)</sup>	EPS Diluted (₹) <sup>(2)</sup>	RoNW <sup>(3)</sup>	NAV per equity share (₹) <sup>(4)</sup>
Enviro Infra Engineers Limited*	738.00	10.00	[●]	8.13	8.13	37.83%	21.48
<b>Listed Peers**</b>							
EMS Limited	809.07	10.00	25.92	29.38	29.38	19.09%	143.73
ION Exchange Limited	2,391.73	1.00	38.68	16.53	16.53	19.23%	69.40
Va Tech Wabag Limited	2,899.80	2.00	43.90	39.49	39.49	13.50%	292.43
Vishnu Prakash R Punglia Limited	1,482.65	10.00	25.31	10.95	10.95	16.95%	57.85

Enviro Infra Engineers is well-positioned to capitalize on the growing demand for water and wastewater treatment solutions in India. The company's strong track record, experienced team, and focus on innovation make it a promising investment opportunity.

The Company's Profit has grown by 100% in FY 24 to Rs. 108.5 crore and revenue grew by 115% during the same period. The IPO is underpriced when compared to the industry peers.

Hence, we rate Enviro Infra Engineers Ltd. IPO to **"APPLY"** both Listing gains and for long-term Investment.

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