



IL&FS Environmental Infrastructure & Services Ltd

Teaser document

January 2020

Overview – IEISL is a Leading Player in the Waste Management Space in India

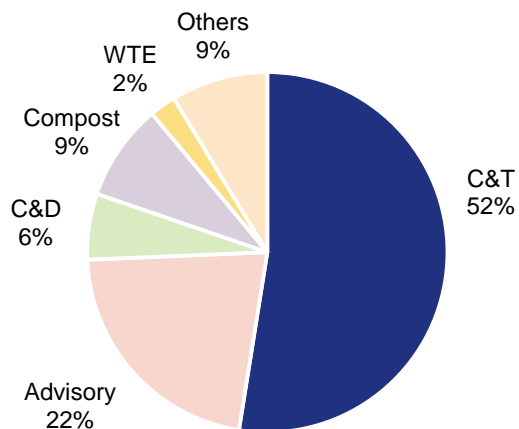
Business Overview

- IL&FS Environmental Infrastructure & Services Ltd (“**IEISL**”) is one of India’s leading integrated waste management players
- Focused on scientific and sustainable solid waste management creating a niche in the Waste Management Sector
- Established a successful waste management platform by integrating economic and environmental models
- Pioneered C&D Waste management in the country
- IEISL has, since expanded its operations to a waste handling capacity of around 13,523 TPD
- Strategically located C&D (Construction & Demolition) & W2E (waste to energy) plants with access to metropolitan waste
- Operations key to reducing pollution & Green House Gases

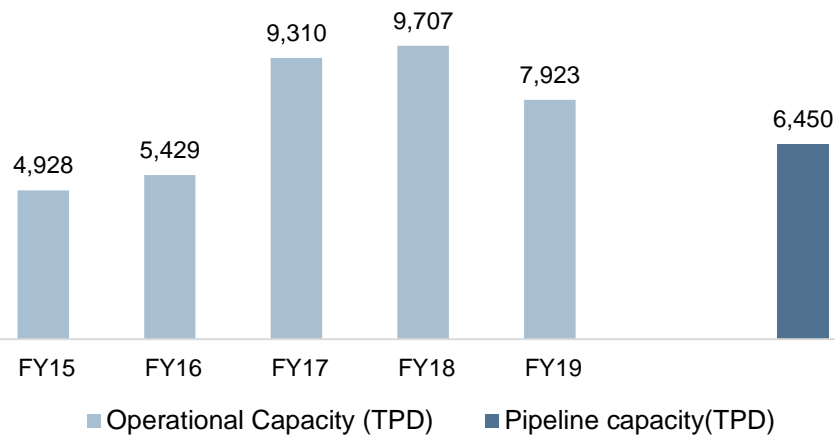
Partners



Revenue split FY18



Significant capacity is still in the pipeline



Key Investment Highlights



Leading player in the waste management space in India

- Largest integrated waste management company with experience >10 years in Collection & Transportation (C&T), Processing and Disposal (P&D), Waste to Energy (W2E), Construction & Demolition (C&D) segments
- Pioneer in the C&D Segment – only player in India with operating plants

End-to-end solutions across the waste management spectrum

- Only credible player with demonstrated capabilities across diversified products & services
- Carbon Credits – First & only Indian company to mainstream Carbon Financing in its operations

Multiple growth avenues (Integrated platform ready for take-off)

- Diversified revenue channels- Focus on reducing municipal payment risk by developing products and private sector partnerships
- Operational EBITDA has doubled in the past 5 years and is poised to grow rapidly

Strong team and partnerships

- Technically competent and experienced team across various operating streams with a skilled employee base of 55 management personnel
- Partnerships with industry majors such as Keppel Seghers, Siemens, CDE Asia and institutional partnerships with World Bank, ADB, Norwegian and Danish Govt.

Longstanding relationship with reputed clients

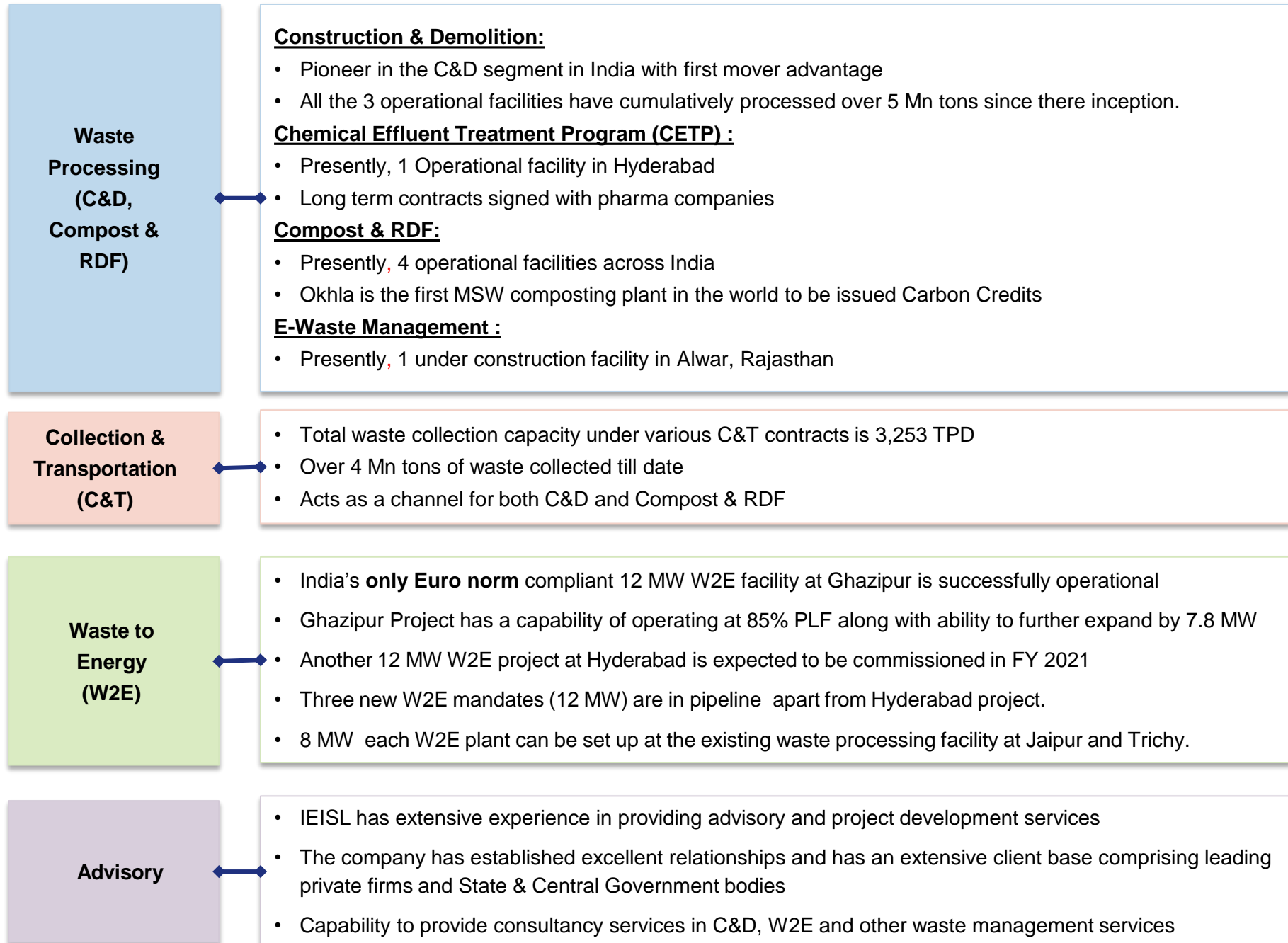
- Deep connects with central and state government agencies, regulators and municipalities
- Strong relations with reputed corporates like Hindustan Unilever Limited (HUL), Airtel, Tata Chemicals, Holcim, Ultra Tech, Max Group and agencies like IPCA, NBCC, DDA, DMRC, etc.

High Industry Growth Potential

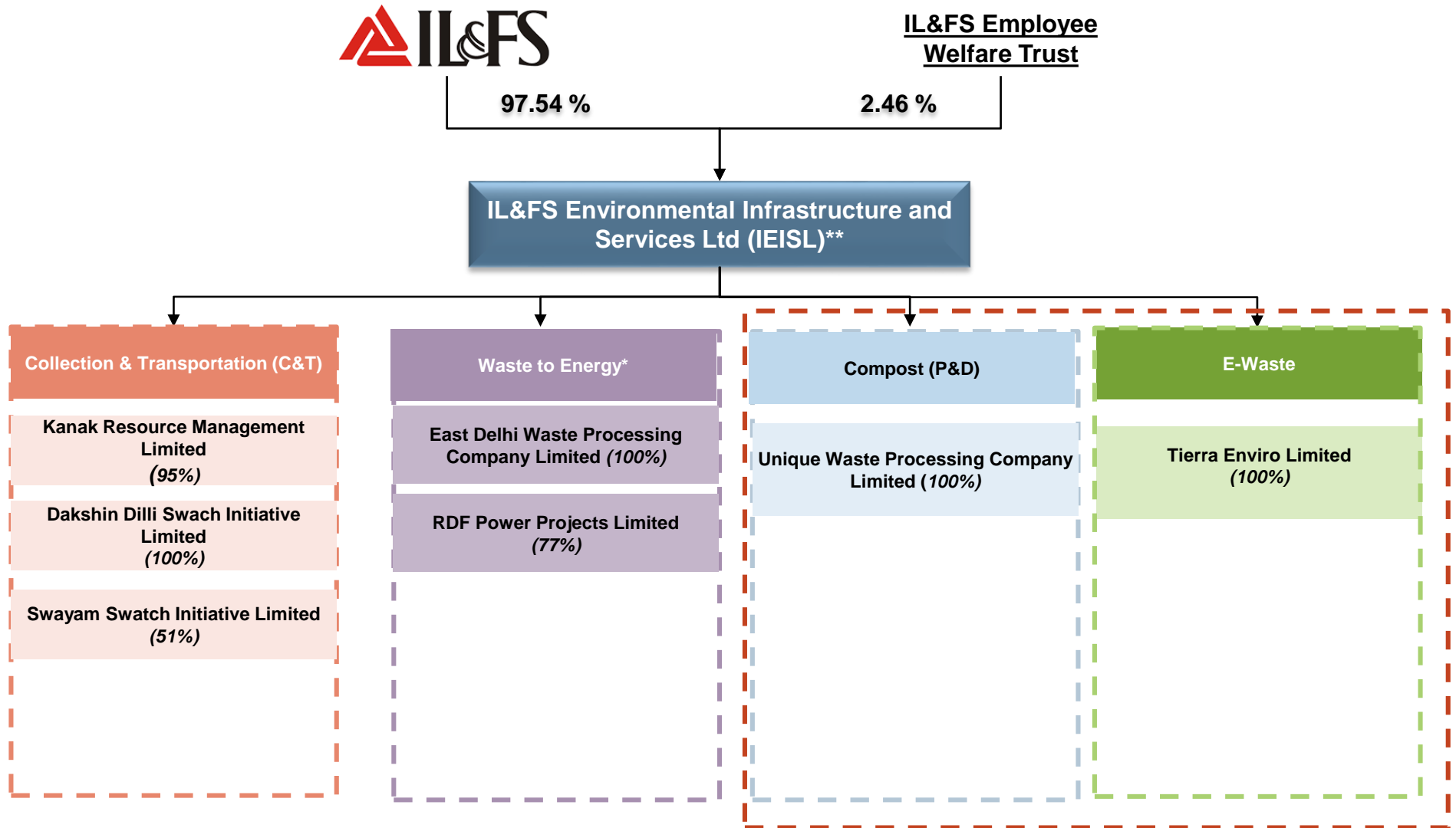
- Annual municipal solid waste generation is estimated to grow 2x by 2030 (160 Million Tons per annum)
- Emphasis placed by the Government on Swachh Bharat, Smart City, Housing for All missions, etc.
- Enforcement by Courts – Active Judicial & regulatory impetus to implement Waste Management Rules

Established Integrated Business Model based on the Principle of Circular Economy and Social Inclusion

Created Sectoral Pioneering Model



Corporate Structure



*Indraprastha Energy and Waste Management Limited, A 50:50 JV with Delhi Govt. focused on W2E monitoring is not included in the above diagram

**Advisory, CETP, and C&D business are directly held by IEISL

Unique Waste Processing Company Limited and Tierra Enviro Limited are not a part of this disinvestment process

National Leader in Waste Management with Demonstrated Capabilities across Various Segments

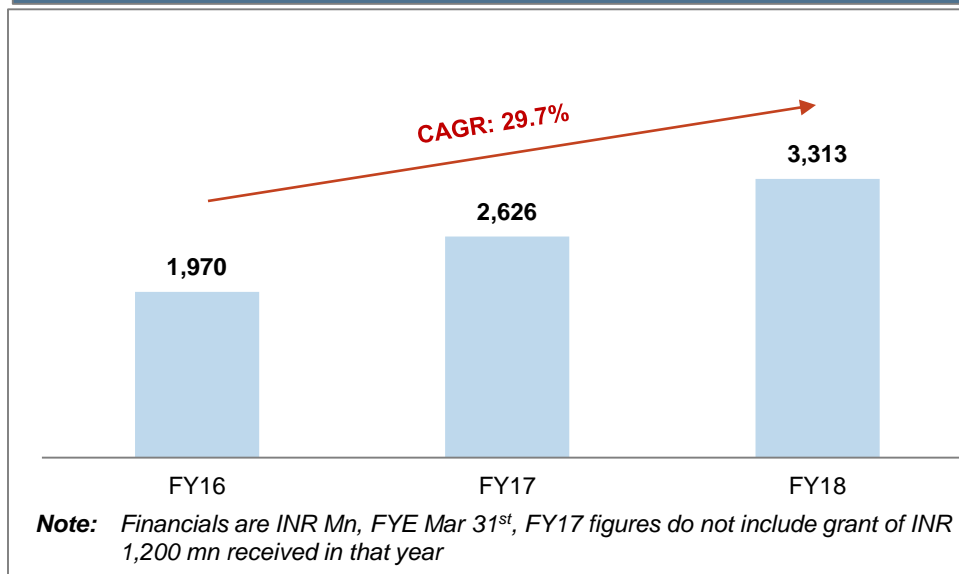
- Extensive experience in promoting initiatives through the PPP mode
 - Focus on setting up waste management projects & streamlining operations which in-turn helps in revenue & value enhancement
 - Robust pipeline of opportunities and in-house capabilities to grow the portfolio rapidly
- Strength and Momentum in its business and superior management talent has established a platform for future growth in waste management space

Business Lines	C&T – Collection & Transportation	Advisory	C&D – Construction & Demolition	Compost & RDF (P&D)	Waste to Energy (W2E)
Existing Capacity	3,208 TPD	NA	2,650 TPD	1,300 TPD	1,300 TPD/12 MW
EBITDA margin	16-18%	~50%	25 - 30%	nm	nm
Major Facilities	<ul style="list-style-type: none"> • <u>KRML</u> – 1,608 TPD • <u>DDSIL</u> – 900 TPD • <u>SSIL</u> – 700 TPD 	<u>Current orders</u> – GIS Solutions worth INR 923 Mn	<ul style="list-style-type: none"> • <u>Burari</u> – 2,000 TPD • <u>Shastri Park</u>– 500 TPD • <u>Mundka</u> – 150 TPD 	<ul style="list-style-type: none"> • <u>BOT</u> – 1,100 TPD • <u>O&M</u> – 200 TPD 	<u>Ghazipur Plant</u> 1,300 TPD / 12 MW power + 1150 TPD/ 12 MW RDF COD FY21
Facilities in Pipeline	NA	NA	<ul style="list-style-type: none"> • 5 Projects cumulating to 2500 TPD Capacity 	<ul style="list-style-type: none"> • Indore Bio CNG 200TPD 	<ul style="list-style-type: none"> • 3 Projects cumulating to 3,200 TPD Capacity

Financial Summary

All amounts in INR MN unless stated otherwise

Key Financials Metrics



Financial Statement Summary

Income Statement	FY'15	FY'16	FY'17	FY'18
Revenue	1,816	1,970	3,826	3,313
Operational Expenses	1,528	1,234	1,561	2,502
Interest	173	526	1,107	1,093
Depreciation	59	158	188	459
Total Expenses	1,760	1,918	2,856	4,054
EBT	56	52	970	(741)
EBT Margin %	3%	3%	25%	NA

Balance sheet profile

Liabilities	FY'14	FY'15	FY'16	FY'17	FY'18
Share capital	349	349	414	586	586
Reserves and surplus	567	780	1,154	2,712	1,928
Total Shareholders' fund	916	1,129	1,568	3,298	2,514
Borrowings	1,344	3,146	9,529	7,967	10,421
Other liabilities	755	837	1,075	3,331	3,363
Total Liabilities	3,016	5,112	12,173	14,596	16,297

Assets	FY'14	FY'15	FY'16	FY'17	FY'18
Fixed Assets	1,541	3,323	3,931	10,686	11,730
loans and advances	528	543	5,650	1,279	1,460
Debtors	714	816	1,509	1,364	1,558
Inventory	124	209	341	466	575
Other assets	108	221	742	801	974
Total Assets	3,016	5,112	12,173	14,596	16,297

FY 19 financials are being finalized and will be made available in the VDR

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