

URBAN ENVIRO WASTE MANAGEMENT LIMITED

Investor Presentation 2024



This presentation contains forward looking statements that reflect management's current views with respect to certain future events and potential financial performance. Forward looking statements are other than statements of historical facts. The words believe, expect, anticipate, intend, estimate, outlook, will, may, continue, should and similar expressions identify forward looking statements.

Forward looking statements include statements regarding objectives, goals, strategies, outlook and growth prospects; future plans, events or performance and potential for future growth; liquidity, capital resources and capital expenditures; economic outlook and industry trends; developments of the Company's markets; the impact of regulatory initiatives; and the strength of competitors. The forward looking statements in this presentation are based upon various assumptions, many of which are based, in turn, upon further assumptions, including without limitation, management's examination of historical operating trends, data contained in records and other data available from third parties.

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URBAN ENVIRO AT A GLANCE



13+

Years of Experience



6.30 Lakhs (Approx)

Household & other
Establishment served Everyday

3,010

Total
Workforce/Employee

529

Vehicle Fleet

5

Presence across
states

36

Number of Projects*

2,000 MT

Waste Managed

2,000 Tonnes

Waste Handling per day

Note: Data as on March 31, 2024

*Number of projects comprises completed & on-going projects

ABOUT URBAN ENVIRO



Urban Enviro Waste Management Limited, strive to provide the best-in-class Waste Management Solutions & Municipal Solid Waste (MSW) Management services comprising waste collection, transportation, segregation & disposal services across the country. The company caters to Indian Local Bodies along with providing its services to Residential Areas, Industries, Research Institutes, Power Stations, Government & Semi Government Hospitals and Cantonment Boards to name a few.

Mission

The mission of Urban Enviro is to provide waste management services, protect the environment, and promote recycling in order to ensure a safe and healthy community for current and future generations. To earn the trust and confidence of all stakeholders.

Vision

To become India's leading service & solution provider in solid waste management & recycling. To transform our business from handling waste to utilizing waste as a resource while minimizing - and even eliminating - environmental impact so that both our economy and our environment can thrive.

Our Value

By investing in advanced technologies, you can increase the efficiency of waste management and recycling processes, reduce costs, and minimize environmental impact. This not only enhances the value of your services but also positions your company as a leader in the industry.

SERVICE OFFERINGS

Supplying Manpower:

Providing skilled and trained personnel to ensure the efficient execution of waste management services, including collection, transportation, processing, and maintenance operations

Collection and Transportation:

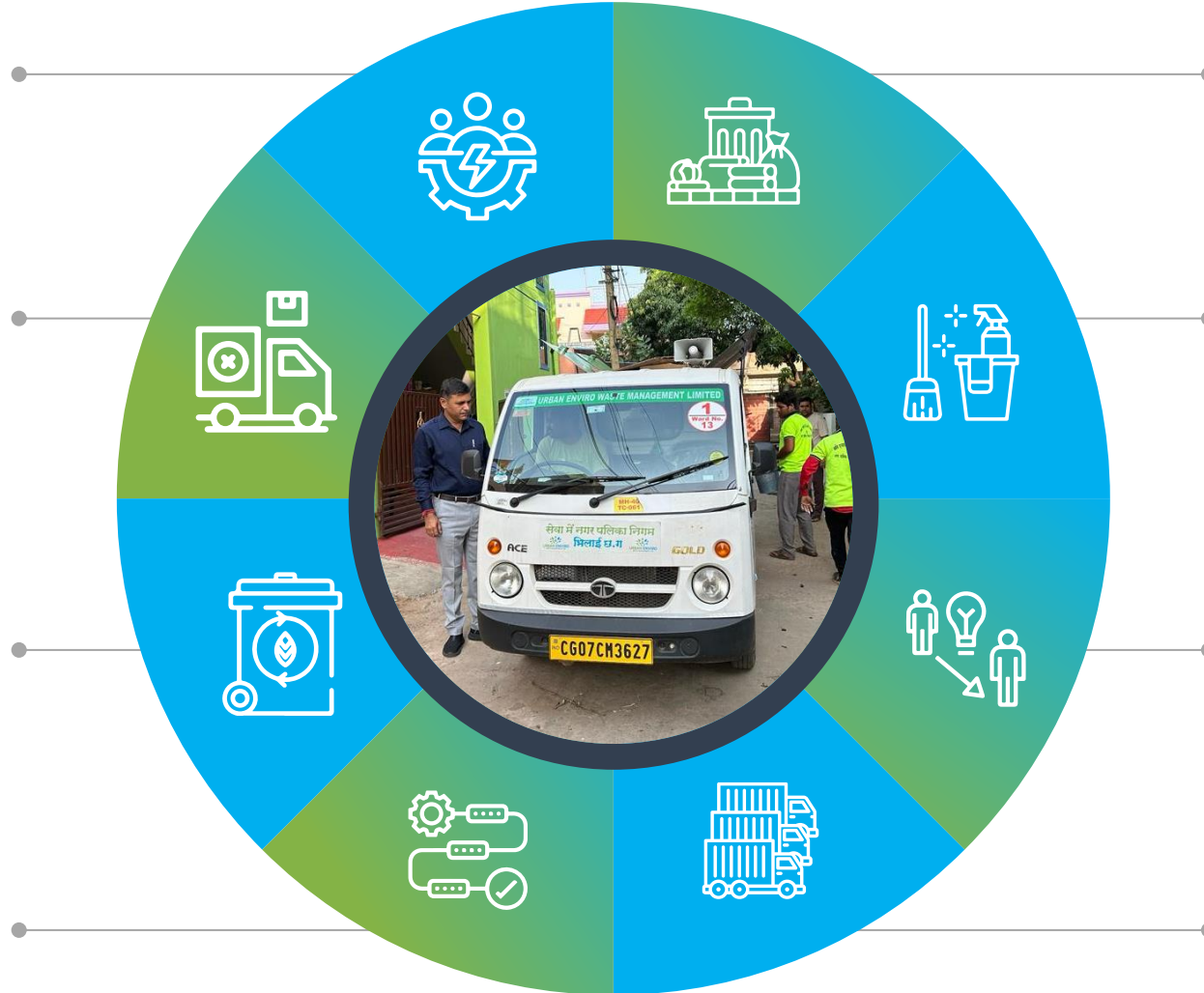
Ensuring seamless waste management by efficiently collecting and transporting waste to designated facilities using specialized vehicles and trained personnel, maintaining cleanliness and environmental health

Bio-Mining of Legacy Waste:

Providing a reliable, eco-friendly solution for legacy waste management through innovative biomining techniques for material recovery and reuse

Processing:

Minimizing environmental impact with advanced waste processing methods, including sorting, recycling, and composting



Door-to-Door Collection:

Leading the way in residential waste management through seamless, efficient door-to-door garbage collection with key stakeholder collaboration

Road Sweeping/Cleaning:

Ensuring cleaner and safer urban environments through regular, thorough road sweeping with advanced equipment

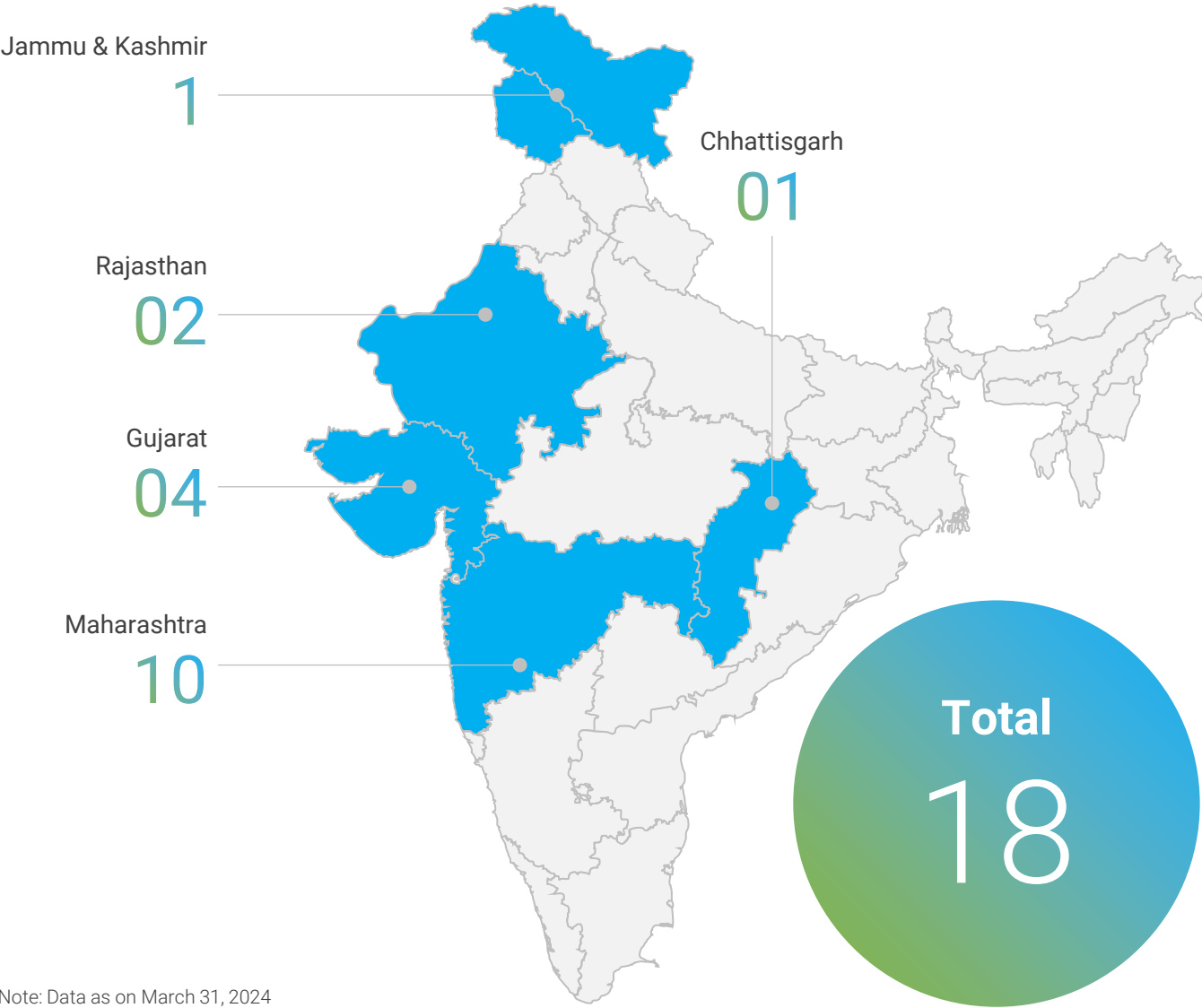
Segregation:

Promoting sustainability by expertly segregating waste into recyclables, organics, and hazardous materials for efficient disposal





Transportation:

Safeguarding environmental health by efficiently transporting waste to designated facilities using specialized vehicles and trained personnel

GEOGRAPHICAL PRESENCE



Note: Data as on March 31, 2024

Type of Project		
	Door-to-Door Garbage Collection	16
	Transportation	17
	Collection & Transportation	16
	Cleaning & Sweeping	8



EXECUTION FOOTPRINT ACROSS COUNTRY

Door-to-Door Garbage Collection	Transportation	Collection & Transportation	Cleaning & Sweeping
Chandrapur MH	Chandrapur MH	Chandrapur MH	Mul MH
Mul MH	Mul MH	Mul MH	Kampthee MH
Kampthee MH	Kampthee MH	Kampthee MH	Umred MH
Umred MH	Umred MH	Umred MH	Deori MH
Neeri MH	Neeri MH	Neeri MH	Gondpipri MH
Mihan MH	Mihan MH	Mihan MH	Tiroda MH
Thane MH	Thane MH	Thane MH	Anjar GJ
Deori MH	Deori MH	Deori MH	Bhilai CH
Gondpipri MH	Gondpipri MH	Gondpipri MH	
Tiroda MH	Tiroda MH	Tiroda MH	
Jaipur Greater RJ	Jaipur Greater RJ	Jaipur Greater RJ	
Jaipur Heritage RJ	Jaipur Heritage RJ	Jaipur Heritage RJ	
Ankleshwar GJ	Ankleshwar GJ	Ankleshwar GJ	
Bhuj GJ	Anjar GJ	Bhuj GJ	
Dakor GJ	Bhuj GJ	Dakor GJ	
Bhilai CH	Dakor GJ	Bhilai CH	
	Bhilai CH		
16	17	16	8

PROJECT COUNT

MH Maharashtra
 RJ Rajasthan
 GJ Gujarat
 CH Chhattisgarh

Note: Data as on March 31, 2024

FLEET INFRASTRUCTURE

Number of
Vehicle

441



Pick-up Truck

Purpose
Primary Waste Transportation

Number of
Vehicle

50



Electric Vehicle

Purpose
Primary Waste Transportation

Number of
Vehicle

4



Refuse Compactor

Purpose
Secondary Waste Transportation

Number of
Vehicle

21



Tractor/ Loader/trolley

Purpose
Secondary Waste Transportation

Number of
Vehicle

9



Mini Truck

Purpose
Secondary Waste Transportation

Number of
Vehicle

4



Excavator Machine

Purpose
Loading/Unloading

Note: Data as on March 31, 2024

JOURNEY SO FAR

2011

Incorporation of our Company with the name 'Nagpur Waste Handling Private Limited'

Allotted 8 different work orders from the Rajasthan region only having aggregating value of contract of ₹ 1,409.91 lakhs approx.

2022

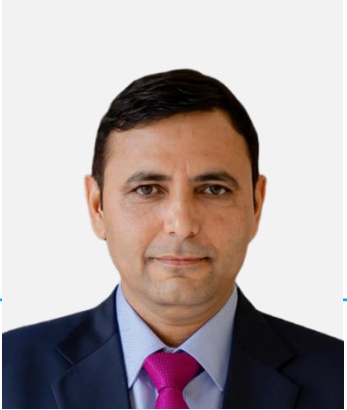
2023

Listed on SME Platform of National Stock Exchange of India Limited on 22 June, 2023 and IPO was oversubscribed by about 255.49 times

2024

Certificate of Appreciation received from Directorate of Rural Sanitation, Department of Rural Development & Panchayati Raj, Government of Jammu & Kashmir for Outstanding Contribution & Dedicated Services during Shri Amarnath Ji Yatra (SANJY) 2024

VISIONARY LEADERSHIP



**Mr Kamlesh
Sharma**

Chairman & Managing
Director



**Mr Suresh
Sharma**

Whole-time
Director



**Mr Vikas
Sharma**

Executive
Director



**Ms. Sheela
Suresh Sharma**

Non-executive
Director



**Mr. Govind
Maherwal**

Independent
Director

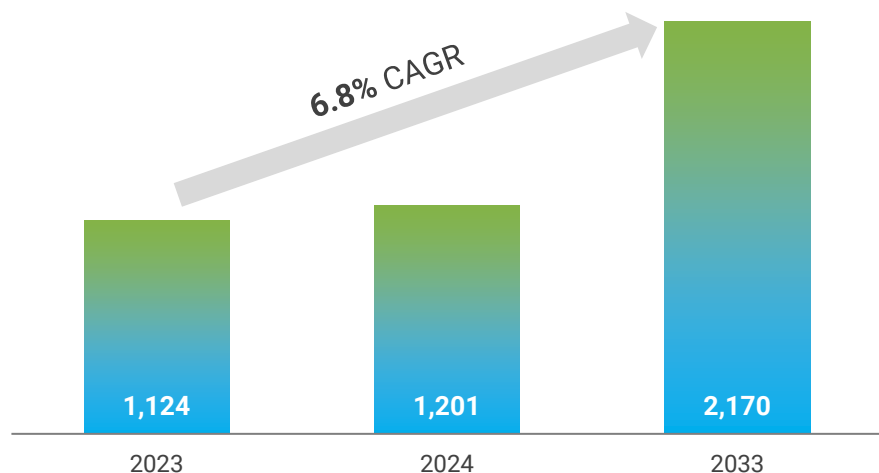


**Mr. Yogesh
Kumar Gupta**

Independent
Director

INDUSTRY ANALYSIS

Global Waste Management Market
(\$ Bn.)



- The global waste management market size was USD 1,124.16 billion in 2023, accounted for USD 1,200.60 billion in 2024, and is expected to reach around USD 2,170.40 billion by 2033, expanding at a CAGR of 6.8% from 2024 to 2033
- Global Municipal solid waste generation is predicted to grow from 2.1 billion tonnes in 2023 to 3.8 billion tonnes by 2050

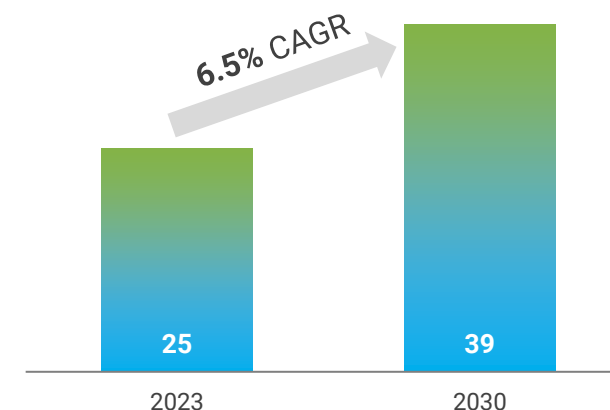
62
MMT/Year
waste generated
in India

1.45 Lakh
Tons/Day MSW
generated in
urban India

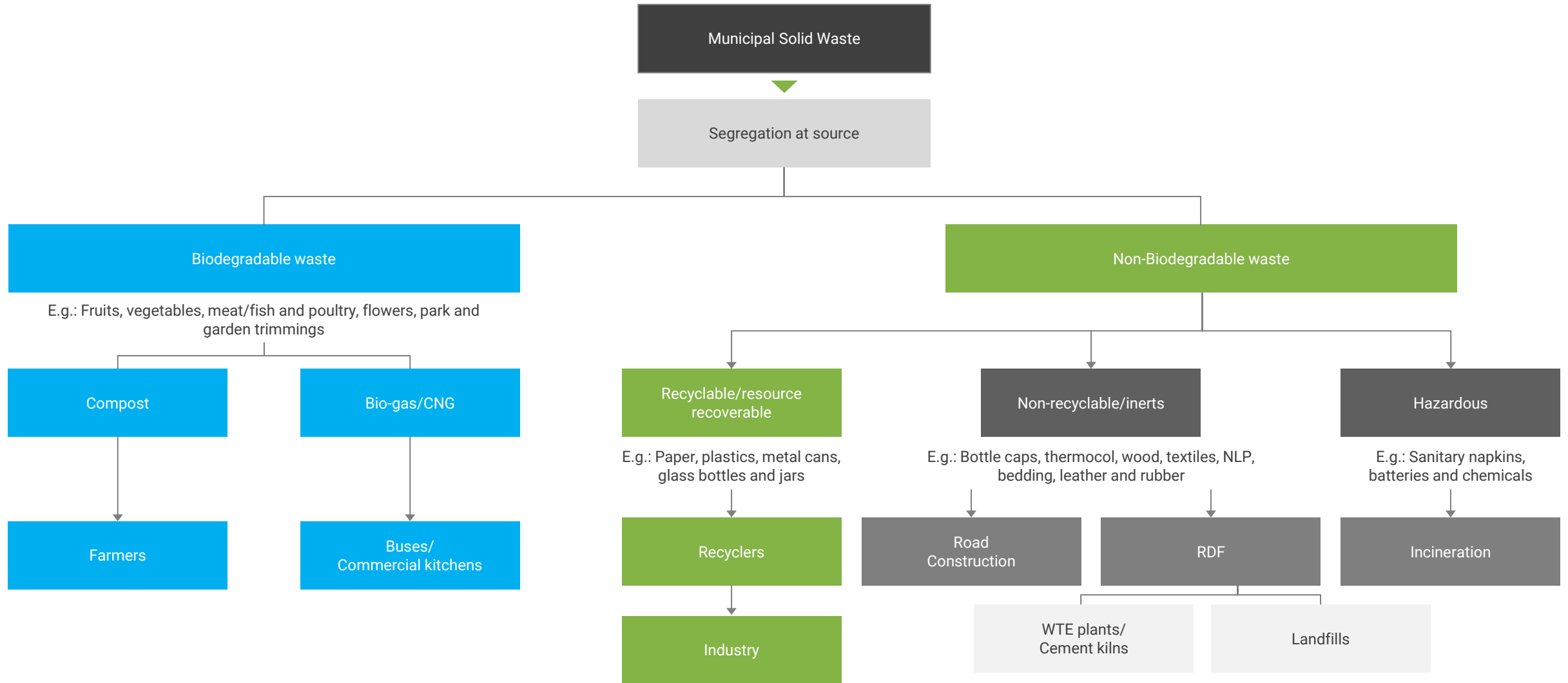
67% of Urban
India have
door-to-door
MSW collection

- The India Waste Management Market size was valued at USD 25.1 billion in 2023, and is expected to reach USD 39.07 billion by 2030, with a CAGR of 6.5% from 2023 to 2030.
- India currently generates 62 million tons of waste (both recyclable and non-recyclable) every year, with an average annual growth rate of 4%. Solid waste, plastic waste and E-waste are the principal waste materials.
- Waste generation in urban areas of India will be 0.7 kg per person per day in 2025
- Only about 23% of the total generated waste is being processed/treated (33,215 tons/day) while 72% is land-filled (1.22 lakh tons/day)

India Waste Management
Market (\$ Bn.)

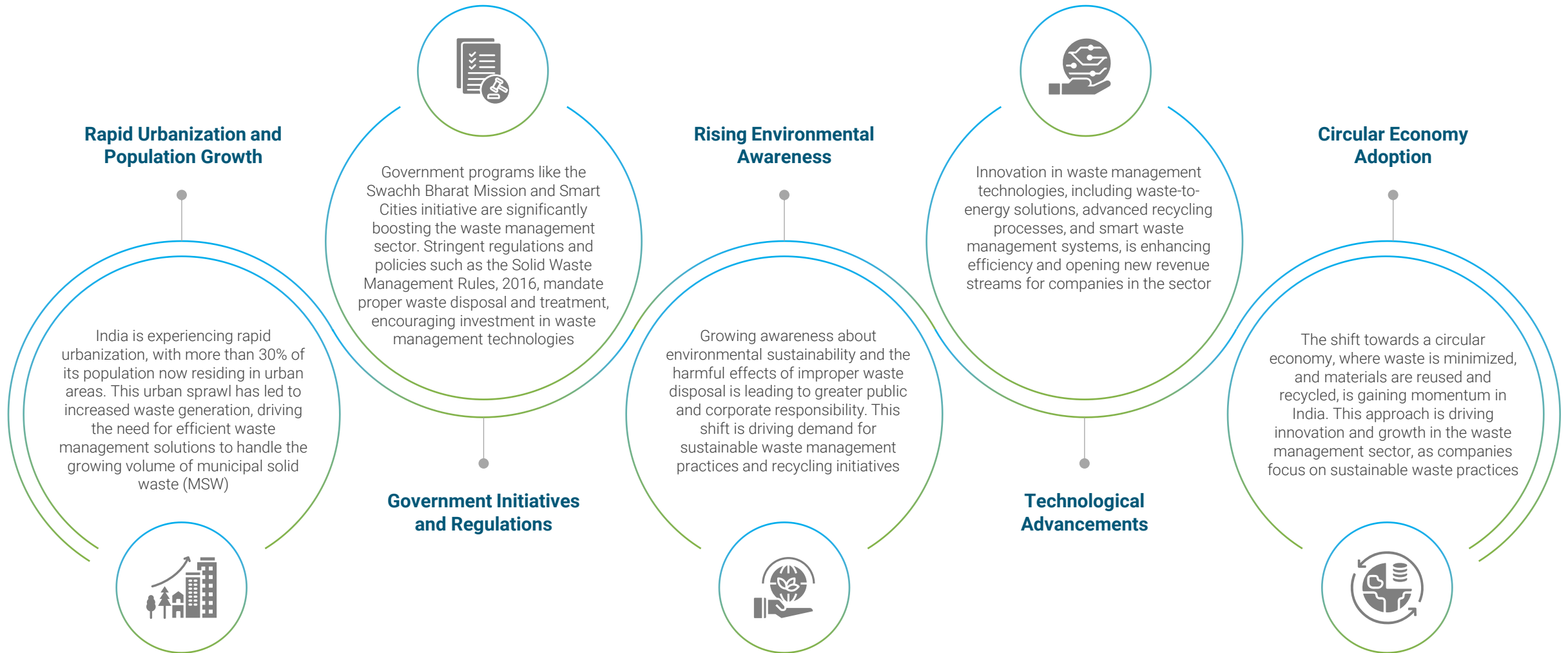


Components of MSW management – different types of waste and where they end up



Note: Construction & demolition and street and household sweeping waste to be managed separately
Source: Guidelines for Swachh Bharat Mission (urban) 2.0, 2021, NITI Aayog

INDUSTRY GROWTH DRIVERS



COMPETITIVE EDGE

Expertise in Solid Waste Management:

URBAN excels in every aspect of solid waste management, from collection and transportation to segregation and disposal. Our deep understanding of waste management intricacies allows us to design effective strategies that meet the unique challenges of various environments, ensuring regulatory compliance and minimizing environmental impact.

Technological Advancements:

Innovation drives URBAN's operations. We employ cutting-edge technologies and state-of-the-art equipment to optimize our processes. This commitment to technology ensures our solutions are both efficient and environmentally responsible, leading the way in waste reduction, resource conservation, and environmental protection.

Strategic Partnerships:

URBAN's growth is powered by strategic partnerships with municipalities, waste generators, and recycling facilities. These collaborations expand our service offerings, enhance our market presence, and ensure our solutions align with local needs and global best practices, fostering sustainable, long-term relationships.



Diverse Service Portfolio:

URBAN provides a comprehensive range of waste management services tailored to the specific needs of residential, commercial, and industrial clients. Whether addressing urban household waste, complex industrial waste, or customized commercial solutions, our diverse portfolio ensures we meet the demands of a broad client base, solidifying our position as a trusted industry partner.

Proven Track Record:

URBAN's extensive experience across diverse sectors has established our reputation for reliability and excellence. Our successful track record, even in challenging environments, underscores our ability to consistently deliver results for municipalities, industries, and commercial enterprises.

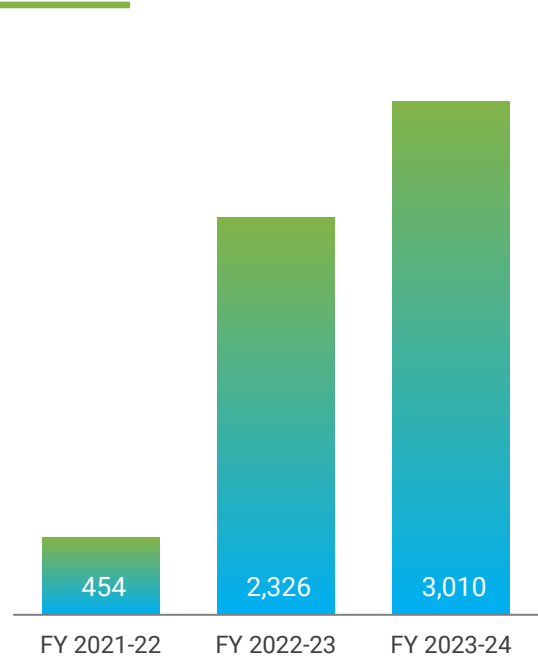
Scalable Operations:

URBAN's scalable operations enable us to manage waste projects of any size, from small residential areas to large industrial complexes. This scalability ensures we can grow with our clients, continually providing exceptional service as their needs evolve.

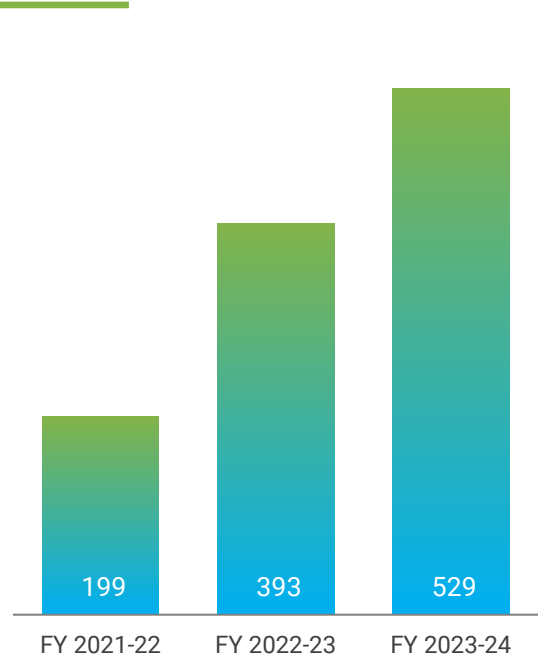
OPERATIONAL METRICS



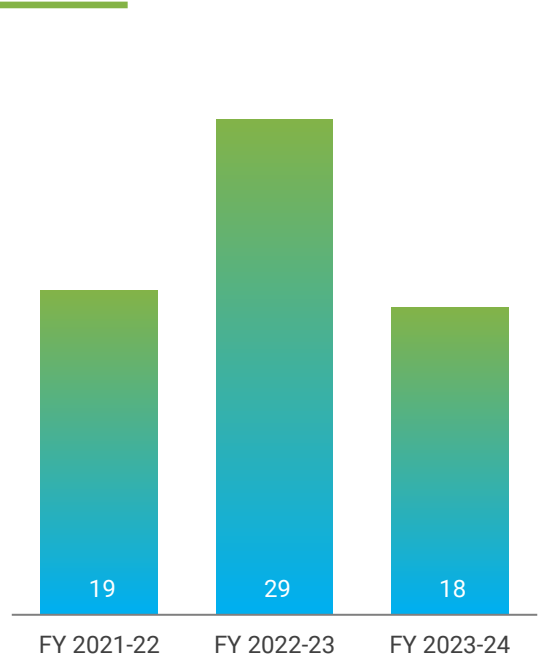
Total Workforce/Employee



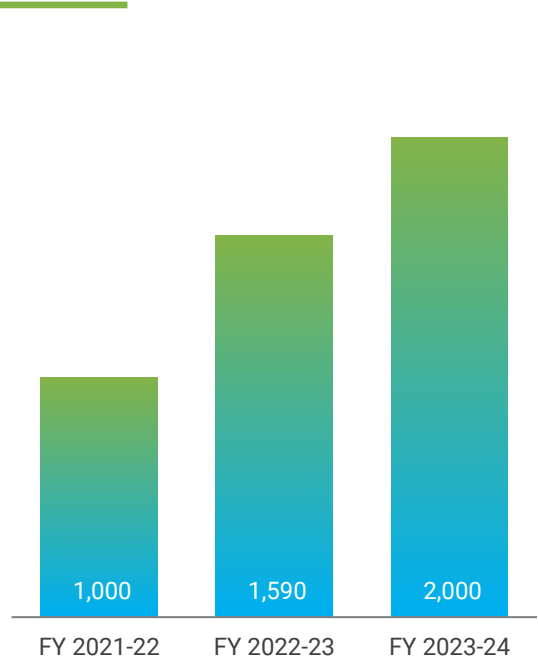
Vehicle Fleet



Number of Projects



Waste Handling Per day (Tonnes)

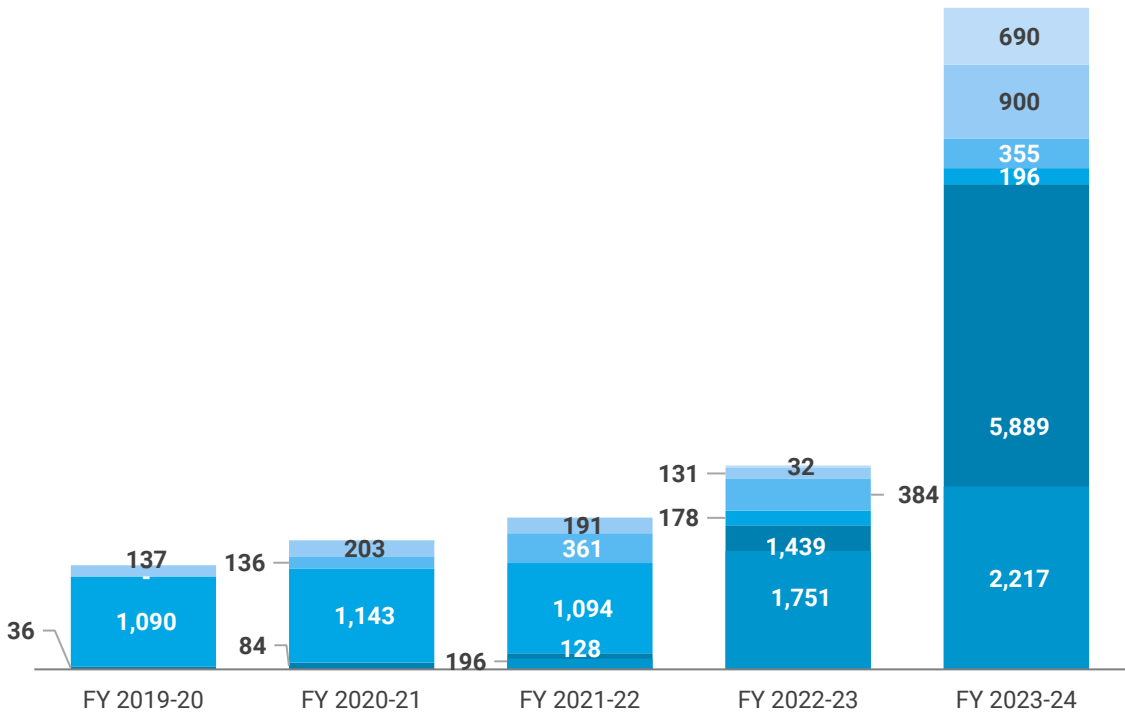


Note: Data as on March 31, 2024

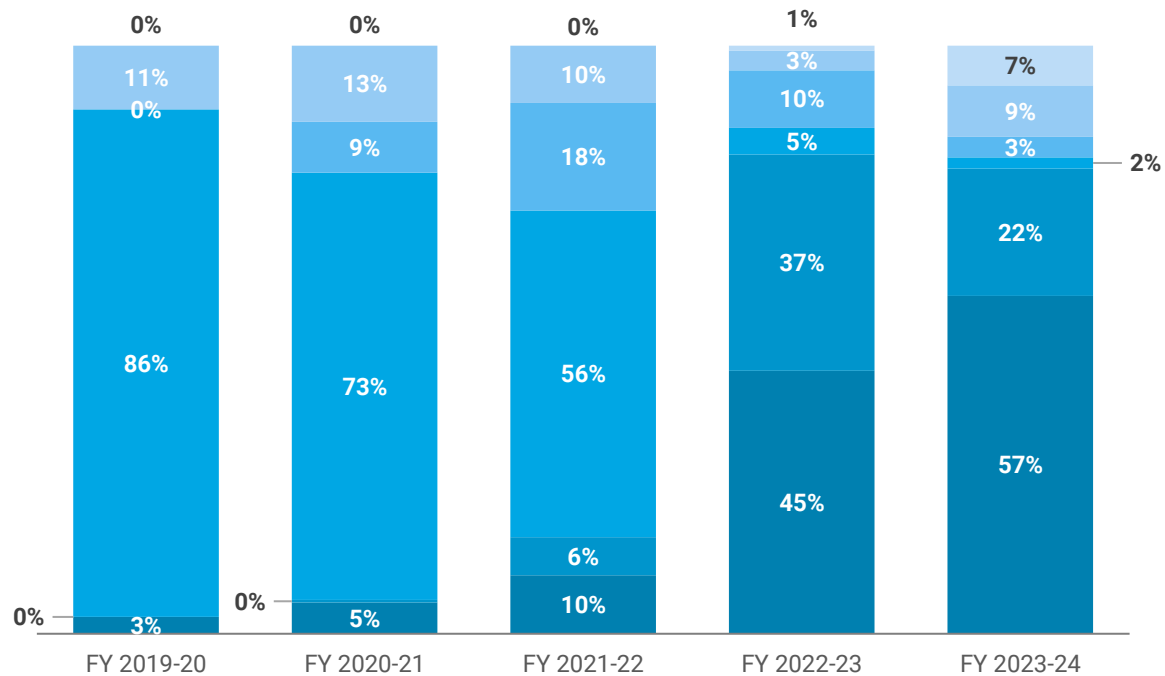
SERVICE-WISE REVENUE MIX ANALYSIS



Revenue from Operations



Revenue Share (%)

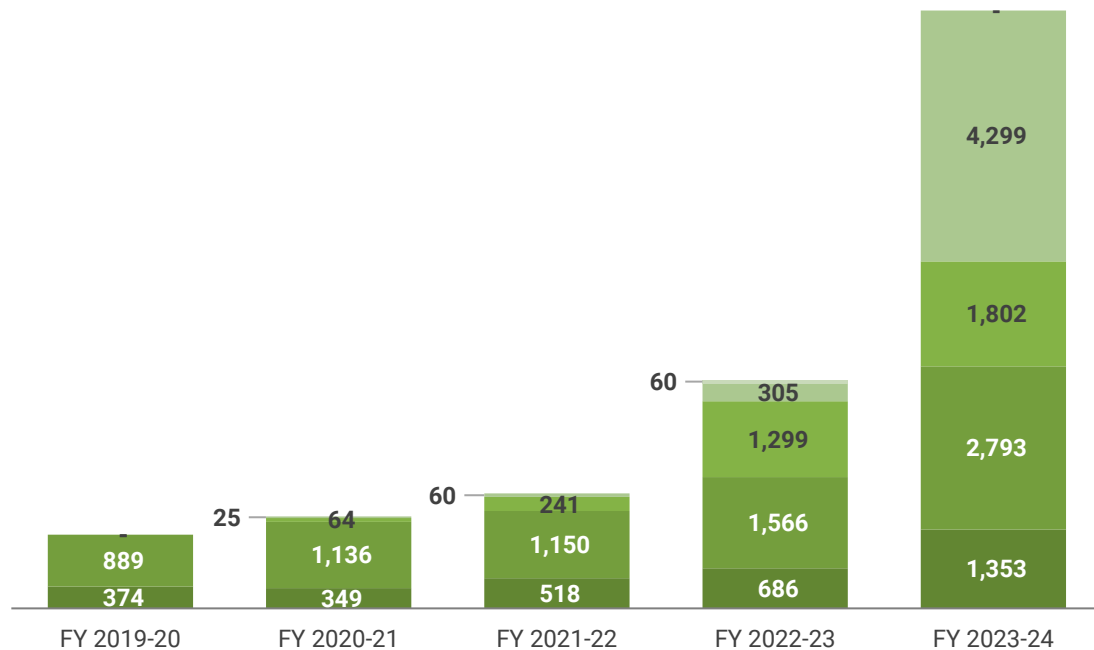


Door-to-Door Garbage Collection Collection & Transportation Cleaning & Sweeping Supplying Manpower Garbage Processing Transportation

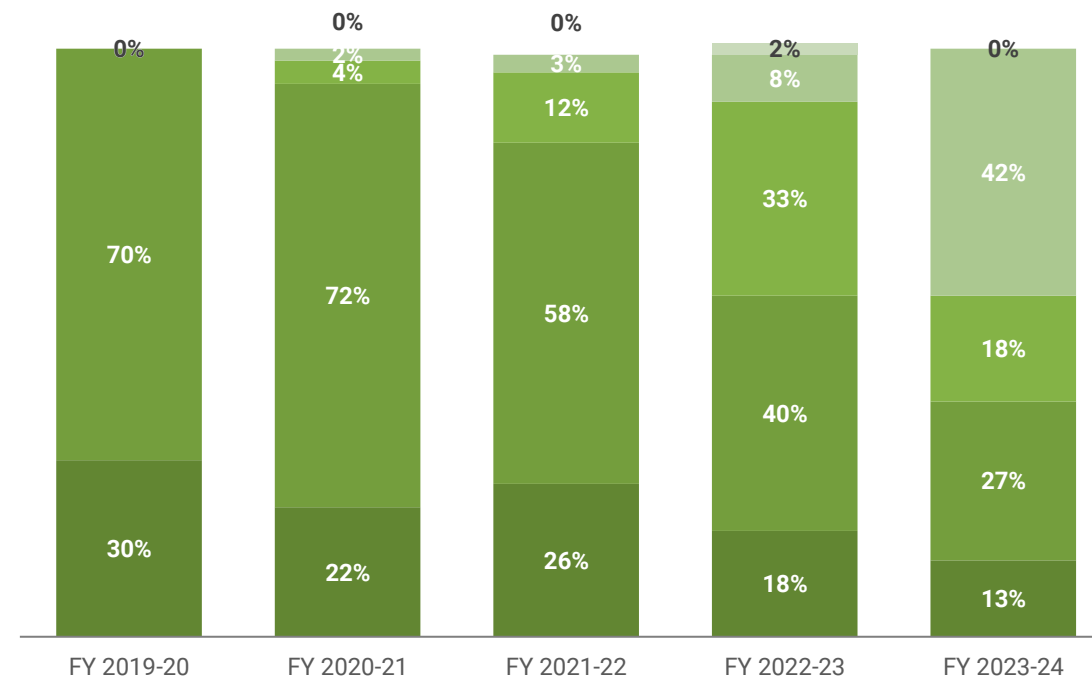
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All the numbers are rounded off to the nearest value
All numbers are in ₹Lakhs unless otherwise mentioned

GEOGRAPHY-WISE REVENUE MIX ANALYSIS

Revenue from Operations



Revenue Share (%)



■ Maharashtra
 ■ Rajasthan
 ■ Gujarat
 ■ Chhattisgarh
 ■ Madhya Pradesh

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PROFIT & LOSS STATEMENT



(₹ in Lakhs)

Particulars	H2 FY24 (Audited)	H1 FY24 (Un-Audited)	H2 FY23 (Audited)	Y-o-Y (%)	H-o-H (%)	FY 2023-24 (Audited)	FY 2022-23 (Audited)	Y-o-Y (%)
Revenue from Operations	5,601.27	4,645.97	2,398.66	134%	21%	10,247.24	3,915.62	162%
Other Income	9.14	6.75	5.46	67%	35%	15.89	22.00	-28%
Total Revenue	5,610.41	4,652.72	2,404.12	133%	21%	10,263.13	3,937.62	161%
Employee benefit expenses	2,433.56	1,991.42	954.89	155%	22%	4,424.98	1,543.10	187%
Depreciation & Amortization expenses	322.68	278.59	187.03	73%	16%	601.27	352.98	70%
Finance Cost	129.89	117.47	84.97	53%	11%	247.36	149.84	65%
Other expenses	2,250.73	1,731.95	941.11	139%	30%	3,982.68	1,592.85	150%
Total Expenses	5,136.86	4,119.43	2,168.00	137%	25%	9,256.29	3,638.77	154%
Profit Before Tax (PBT)	473.55	533.29	236.11	101%	-11%	1,006.84	298.85	237%
Tax Expenses	168.14	133.21	50.80	231%	26%	301.34	83.14	262%
Profit After Tax (PAT)	305.41	400.08	185.31	65%	-24%	705.49	215.71	227%
EPS	7.05	9.24	5.43	30%	-24%	16.29	6.33	157%

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BALANCE SHEET



(₹ in Lakhs)

Particulars	FY 2023-24	FY 2022-23
EQUITY & LIABILITIES		
Share Capital	433	341
Reserves & Surplus	1,729.50	217.66
Non-Current Liabilities	2,250.84	1,762.89
Short-Term Borrowings	154.35	343.83
Trade Payables	144.61	88.71
Other Current Liabilities	1,273.33	1001.65
Short-Term Provisions	274.34	62.66
Total	6,259.97	3,818.40
ASSETS		
Property, Plant & Equipment	2,544.04	2,036.87
Trade Receivables	2,195.65	888.52
Cash & Cash Equivalents	158.27	108.22
Short-Term, Loans & Advances	188.84	6.65
Other Current Assets	1,173.17	778.15
Total	6,259.97	3,818.40

Note: Data as on March 31, 2024
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CASH FLOW STATEMENT



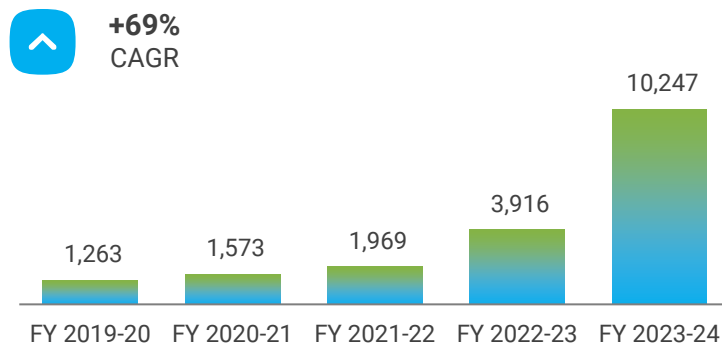
(₹ in Lakhs)

Particulars	FY 2023-24	FY 2022-23
Net Profit Before Tax	1,006.84	298.85
Adjustments: Non-Cash or Other Financial items	920.92	486.51
Operating profit before working capital changes	1,927.76	785.36
Adjustments: Working capital	(1,418.86)	(273.66)
Cash generated from Operations	508.90	511.70
Tax Paid	(61.80)	(36.84)
Net Cash from Operating Activities	447.11	474.86
Net Cash from Investing Activities	(1,096.29)	(1,071.66)
Net Cash from Financing Activities	699.24	667.56
Net Increase in Cash and Cash Equivalents	50.05	70.75
Cash and Cash Equivalent at the beginning	108.22	37.47
Cash and Cash Equivalent at the end	158.27	108.22

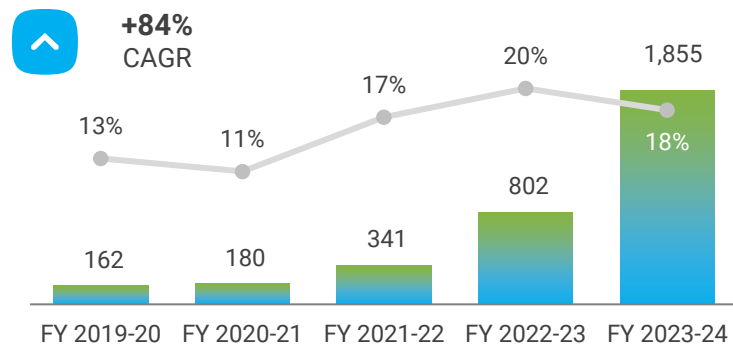
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ROBUST FINANCIAL PERFORMANCE

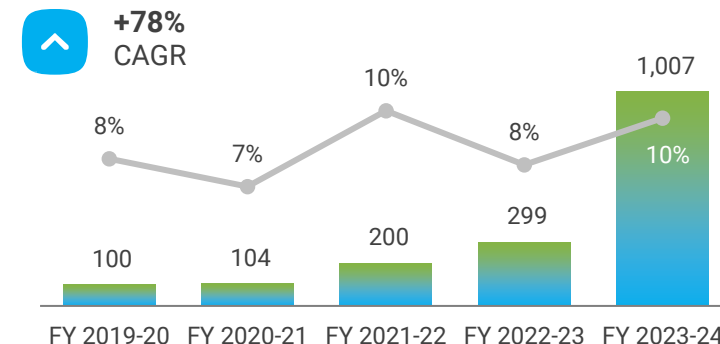
Revenue from Operations



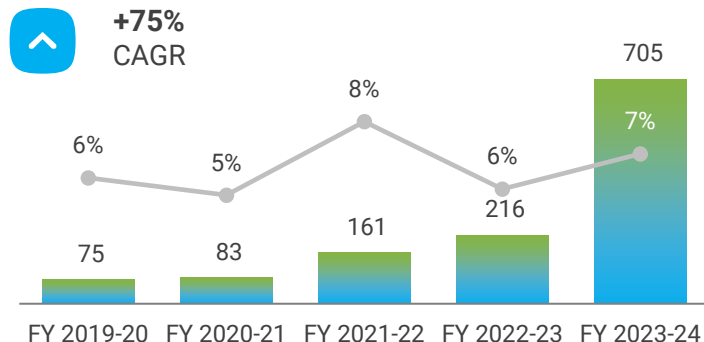
EBITDA & EBITDA Margin



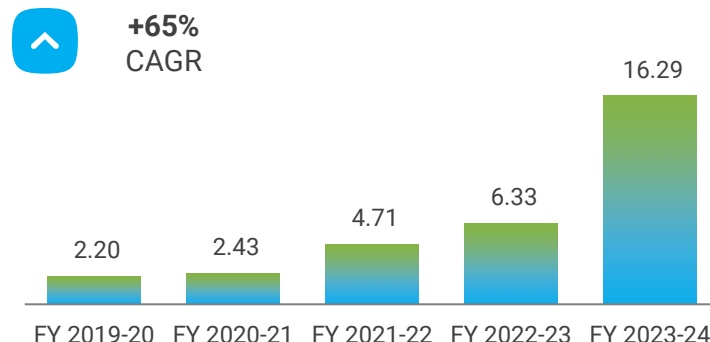
PBT & PBT Margin



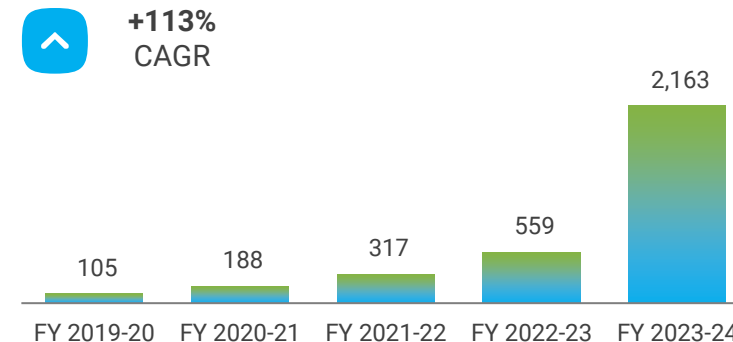
PAT & PAT Margin



Earnings Per Share



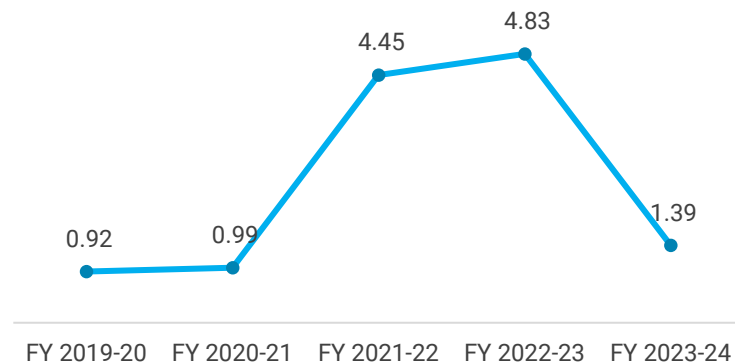
Network



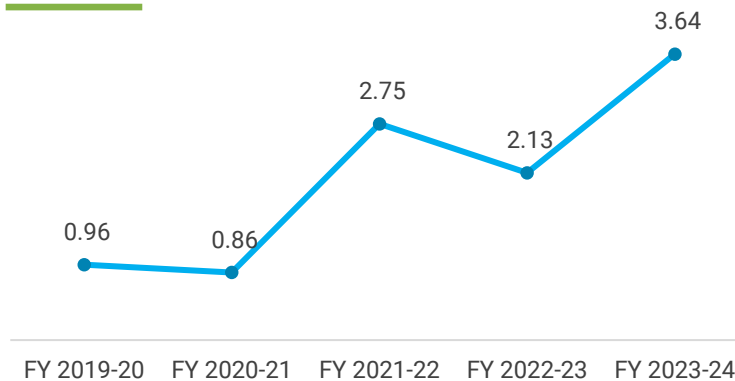
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RATIO ANALYSIS

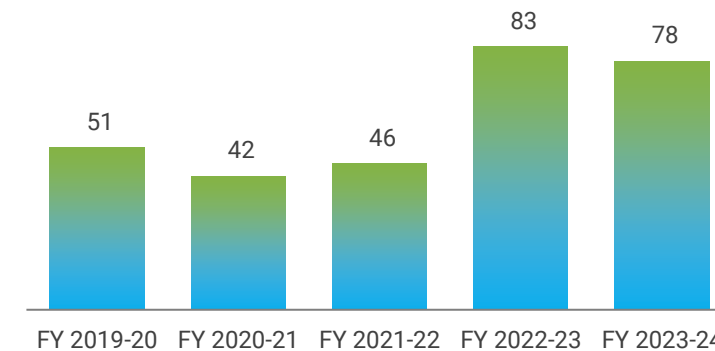
Net Debt/Equity (X)



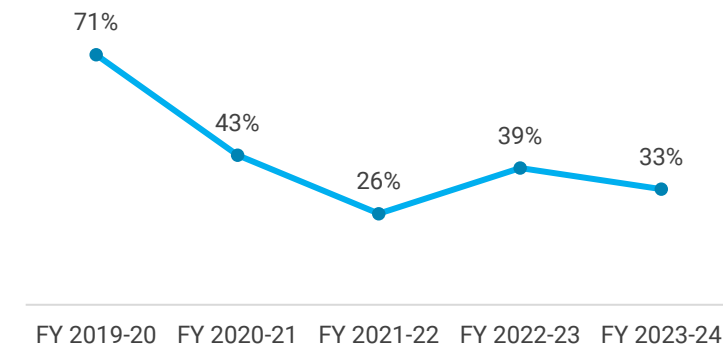
Current Ratio (X)



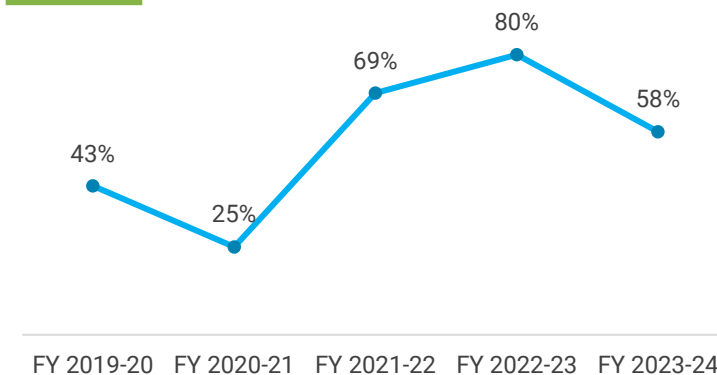
Debtor Days



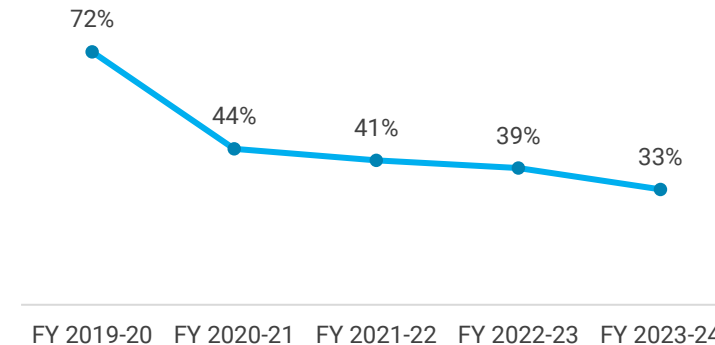
ROE (%)



ROCE (%)



RONW (%)



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STRATEGY AHEAD



Expand Our Market Presence

We aim to deepen our footprint in existing markets like Gujarat, Madhya Pradesh, Maharashtra, Jammu & Kashmir, and Rajasthan, while strategically expanding into new states, particularly Tier-2 and Tier-3 cities, to tap into untapped growth opportunities



Leverage Market Expertise and Relationships

We continuously leverage our market expertise and relationships, actively engaging in competitive bidding, and working closely with municipalities and local contacts to identify and secure new project opportunities across India.

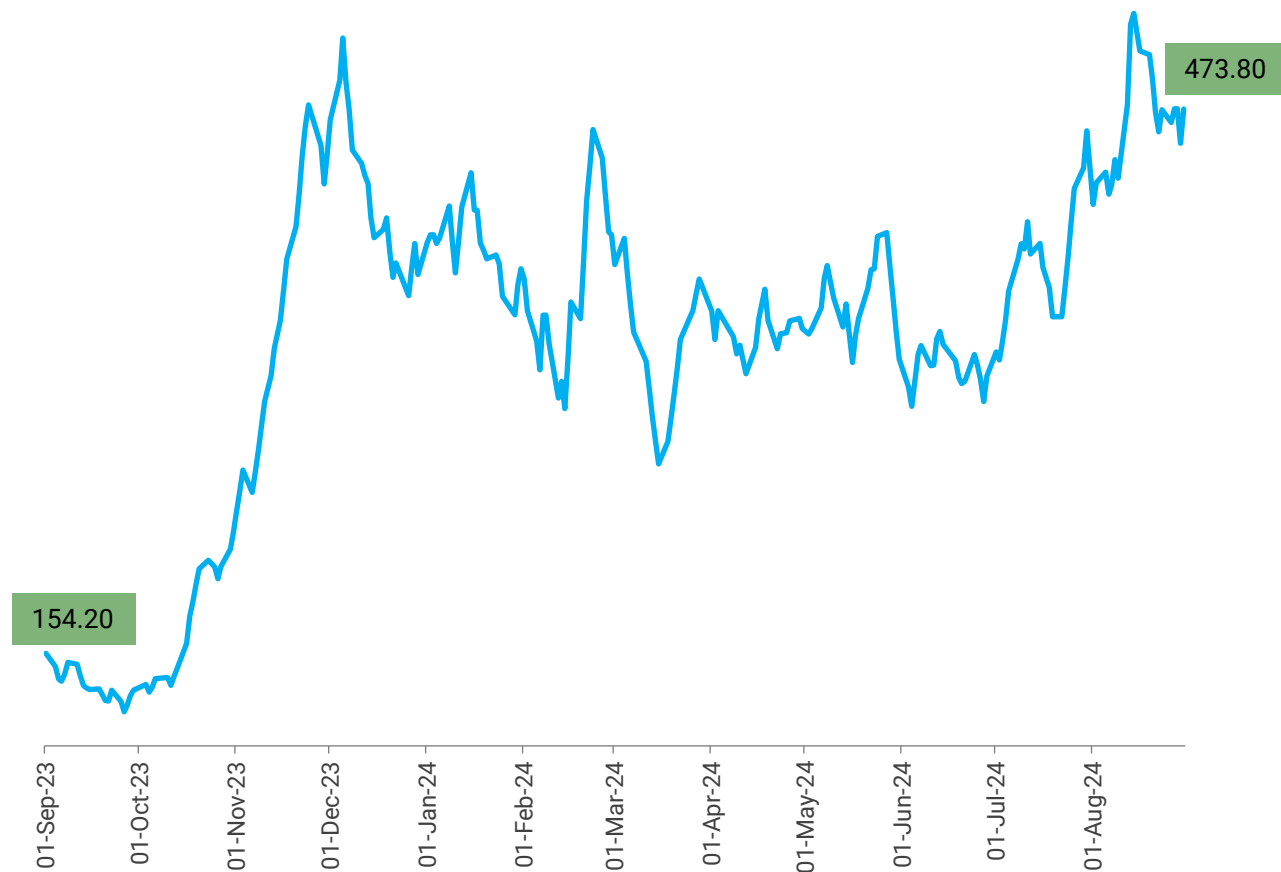


Enhance Operational Efficiency





We focus on improving operational efficiency by investing in advanced vehicles, equipment, and technology, along with robust project management tools. Continuous employee training enhances productivity, boosts morale, and drives better customer service, leading to greater efficiency and retention.

INVESTORS' INFORMATION

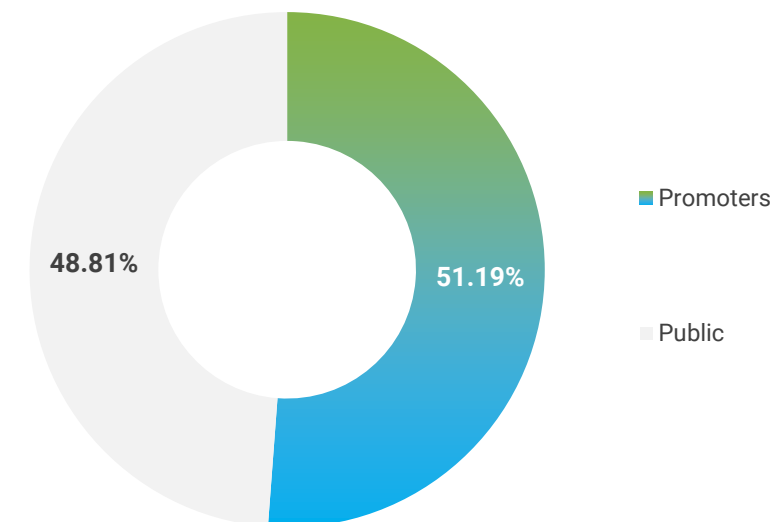
Shareholders' Value Creation (As on 30th Aug 2024)



Stock Data (As on 30th Aug 2024)

	Market Capitalization (₹)	20,546 Lakhs
	Shares Outstanding	43.30 Lakhs
	Free Float	26%
	Symbol (NSE EMERGE)	URBAN

Shareholding Pattern (%) (As on 30th June 2024)





Thank You

URBAN ENVIRO WASTE MANAGEMENT LIMITED

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Nagpur-440022, Maharashtra
Email: info@urbanenv.in
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