

# Welcome

- SMS Envocare Ltd.



# Vision & Mission

## Vision

- To contribute in our humble way to the gigantic task of nation building by diversified activities adhering to the highest traditions of quality and ethics thus creating lasting value for all the stakeholders.

## Mission

- We shall offer the highest level of customer satisfaction by consistently delivering innovative solutions to customer needs using state-of-art technology, knowledge, skills and commitments.

# THE SMS BRAND



**Late Shri Shaktikumar M. Sancheti**  
Founder of the SMS Group

The color blue

shows that we are strong and steadfast. Our ability to deliver against all odds, exhibited over decades, stands strong similar to structures we build.

The color grey

matches the sophistication and professionalism that bring stability to our organization. If employee retention is a measure then we score 99%+ on it.

The gaps between the elements

are a parallel for the openness of SMS to adapt, not randomly but by design, any new change or innovation brought inside the company or occurring outside in the dynamic business environment.

The circular gap at the center

showcases the technology driven nature of SMS and implies room for continual improvement thus acting as our central driver for growth.

The inner circular bands of blue and grey

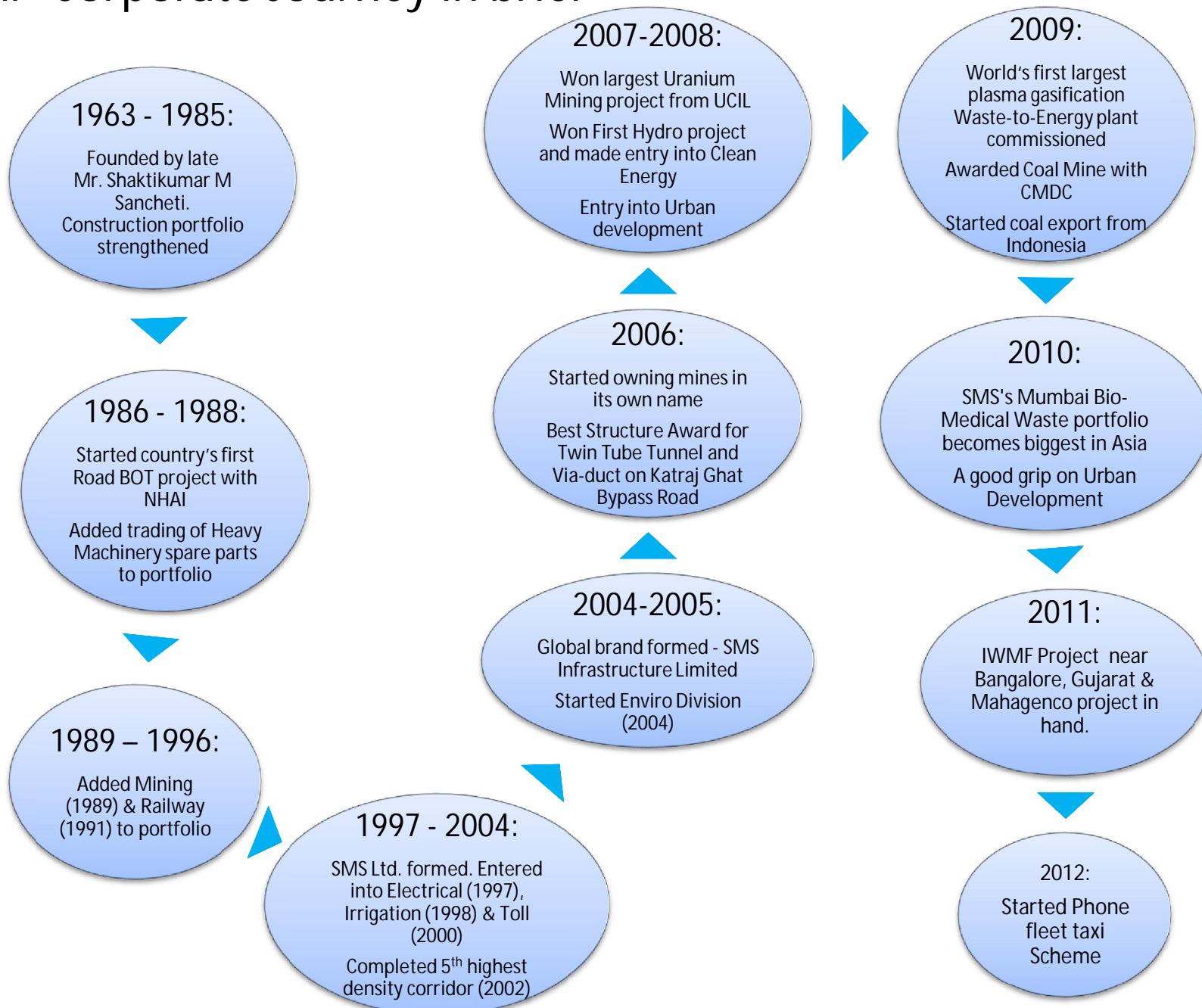
increasing in size designate steady growth from small to big. The circular nature implies continuity in improvement efforts and forward outlook.

The outer circular bands of blue and grey

further strengthen the belief - held by employees, customers, partners and other stakeholders - in the effective value system of SMS.

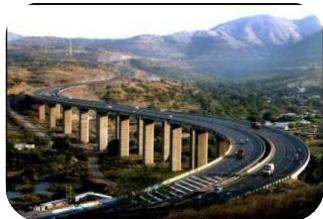


# Our Corporate Journey in brief



# SMS Today - Proven track record for 47+ years

- 1100+ crore in turnover
- 1800+ employees, 2800+ contracted labor force
- Major 53 Government & PSU clients
- Footprints in India, Singapore, Ethiopia & Indonesia
- Among the first 500 unlisted companies in India by turnover
- Focus Areas:



Roads



Irrigation



Railways



Tolls



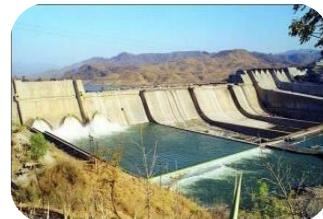
Roads O&M



Mining



Electrical



Enviro & Clean Energy

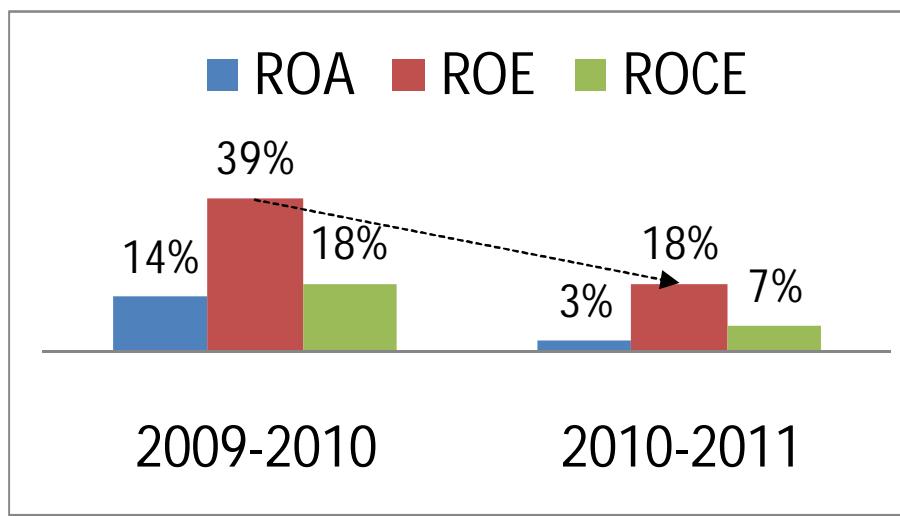
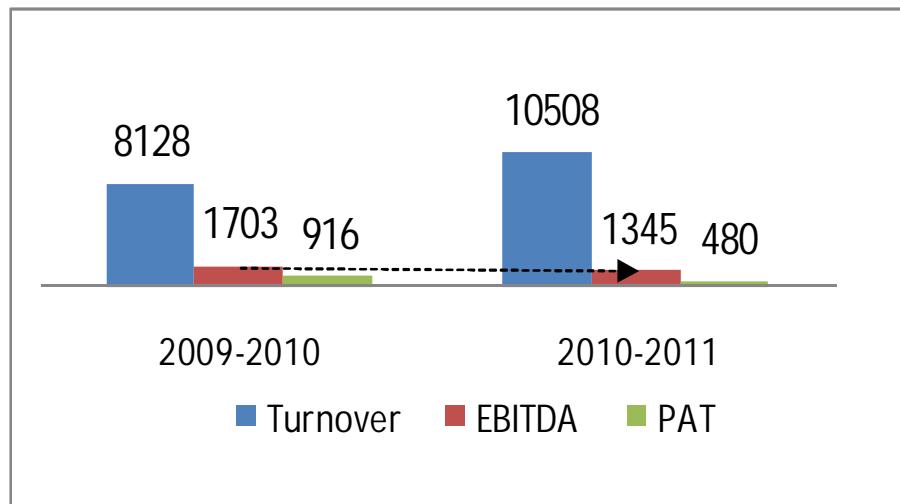


Urban Development



Others

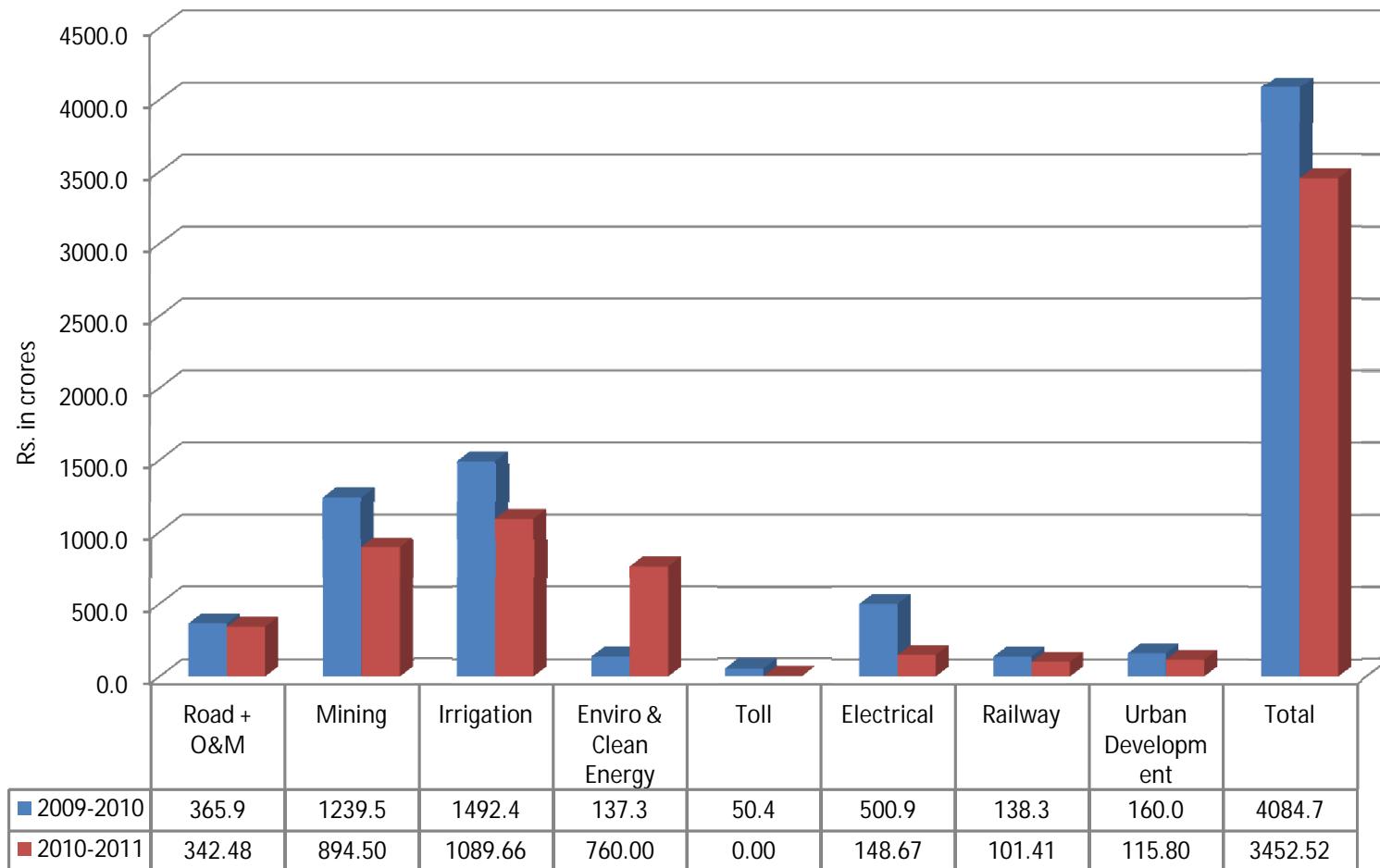
# Financial Performance – SMSIL



In INR Million	SMSIL	
	2009-2010	2010-2011
Net Annual Sales	8128.12	10508.49
EBITDA	1703.29	1345.12
Depreciation	185.96	218.71
Interest	480.07	540.73
PBT	1037.26	585.68
TAX	121.74	105.59
PAT	915.52	480.09
Total Assets	6399.80	8771.65
Total no of employees	1625	1780
Debt	2845.34	4417.83
Equity	95.37	95.37
Reserves	2237.53	2606.78
Capital Employed	5178.24	7119.98
Cash Equivalents	461.59	596.24
Enterprise Value	4716.65	6523.74
EPS (in Rs.)	96.00	61.40
Return on Assets	14.31%	3.11%
Return On Equity	39.24%	17.77%
Return on Capital Employed	17.68%	6.74%
Debt/Equity Ratio	1.22	1.63
EV/EBITDA	2.77	4.85
EV/Sales	0.58	0.62

# Strong Order Book (Works in Hand)-

## Long Sustained Cash Inflows



## AWARDS AND ACHIEVEMENTS

- Awarded a coal mine with Q/IDC
- Commissioned the world's first largest Plasma Gasification Waste-to-Energy Plant
- The Mumbai Bio-medical waste portfolio run by SMS becomes biggest in Asia
- Awarded the largest Uranium Mining project from UCIL
- Awarded the best Structure Award for Twin Tube Tunnel and Viaduct on Katraj Ghat Bypass Road.

## RARE RECOGNITION

- Unblemished track record since 1963 for Quality and Technology engineering capability
- Central India's largest infrastructure company
- Professionally managed Company featuring in first 500 unlisted companies of India
- LIMCA book of records for highest toll tax collection in a day
- Several National awards in its work areas

# Environment & Clean Energy Division

## Vision

To **Attain** and **Retain** No. 1 position in every **Environmental Business Line** wherever we are.

## Mission

To Exceed the expectation of all stake holders:

- Employees
- Customers
- Government
- Lenders
- Suppliers
- Society
- Shareholders

# Environment & Clean Energy Division - Today

- One of the prominent Environment Management companies in India
- Asset base - 4 Billion Plus (Rs. 400 Crs.)
- Workforce - 800+
- Operational Projects at  
Delhi, Mumbai, Kolkata, Nagpur, Aurangabad, Lucknow, Kolhapur, Pune, Nasik

## Focus Areas:



CHWTSDF



BMW



MSW



CETP



STP



Produced water



Desalination



Lake Remediation



Clean Energy



Consultancy

# CHWTSDF

## Key Projects - Completed

- CHWTSDF cum Waste to energy generation, Maharashtra Enviro Power Ltd , Ranjangaon, Pune.
- Vidarbha Enviro Protection Ltd, Nagpur

## Key Project - Work In hand

- CHWTSDF at Shendra, Aurangabad

## Key Services

- Hazardous waste ,Collection, Transportation, Analysis , Treatment Storage & Disposal & Management

## Key Clients

- Many clients in Nagpur & Pune region including Volkswagen, TATA, Mahindra & Mahindra group, Raymonds, Bajaj Auto, Cipla Ltd., Cummins India group, Fiat India, Anand group, JCB manufacturing, General motors, Skoda motors, Hyundai Construction Equipment etc.

## Key Recognitions

- SMS & Alter NRG Corporation Signed an agreement for Strategic Alliance to offer end to end solution for Plasma Gasification System along with balance of the plant equipment.
- Laboratory got Accredited by Ministry of Environment & Forest, Delhi



# IWMF

## Key Project - Work In hand

- Integrated Waste Management Facility near Bangalore, Gujarat

## Key Services

- Will consist of the Hazardous waste Management, E-waste management facility, Bio-medical waste management facility, Facility for co-processing of hazardous waste and Waste oil Recovery.

## Key Clients

- Many clients from Bengaluru city & / Karnataka Industrial Areas.



# BMW

## Key Projects - Completed

- Common Facility at Mumbai
- Common Facility at Delhi
- Common facility at Nasik
- Common Facility at Aurangabad

## Key Project - Work In hand

- Common Facility at Lucknow, Raipur, Wasai-virar

## Key Services

- Collection, Transportation, Reception, Analysis, Treatment & Disposal of Bio-Medical Waste

## Key Clients

- JJ Hospitals, Hinduja, TATA etc. almost 5000+ health care units

## Key Recognitions

- The Mumbai facility is the biggest facility in Asia

## Key Project - In Process

- Wasai – Virar,
- Raipur



MSW

## Key Project - Completed

- 1,60,000MT Landfill at Ranjangaon, Pune
- 60,000 MT landfill at Butibori, Nagpur

## Key Project - Work In hand

- 1.4 million MT Landfill at Kolkata

## Key Services

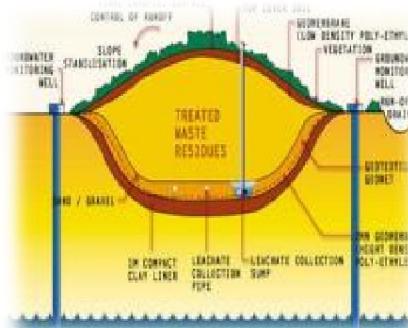
- Design , Construction with operations & Maintenance of landfills
- Reception & Disposal of Waste in to landfill with monitoring of environment parameter, leachate collection, treatment & disposal

## Key Clients

- Kolkata Metro Development Authority, Morarjee Brahmana Ltd., ATSL Ltd. TATA, Ispat, Bajaj, Garware, Raymonds , almost 1000+ industries in Maharashtra state

## Key Recognitions

- Developed Valley landfill using natural topography, first of its kind in India



# CETP

## Key Projects - Completed

- 5 MLD CETP at Butibori, Nagpur
- 10 MLD CETP at Kagal, Kolhapur
- 10 MLD CETP at Waluj, Aurangabad

## Key Projects - Work In hand

- 3-4 Bids under process
- 5MLD Expansion of CETP, Butibori, Nagpur

## Key Services

- Reception, Analysis, Treatment & Disposal of waste water generated from industrial area

## Key Clients

- Many clients in Nagpur & Pune region including Indorama Synthetic, Morarjee Brahmana Ltd., ATSL Ltd. TATA, Ispat, Bajaj, Garware, Raymonds etc. .



# STP's

## Key Projects- In hand

- 130 MLD Mahagenco Project (bidding done; SMS at L1)
- 110 MLD Nagpur Municipal Corporation Project (bidding done; SMS at L1)

## Key Services

- Erection Commissioning of Sewage Treatment Plant and O & M

## Prospective Clients

- Mahagenco & NMC



# Produced water

## Key Projects - In Hand

- ONGC , Assam - 3 Tenders in process
- Consortium partners : LAKSEL, Singapore and Zen Marketing , Kolkata
- Budget : 190 Crs. (LSTK – 145 Crs., 7 yrs O & M : 50 Crs)
- ONGC, Mehsana – Modification of 2000M<sup>3</sup>/d ETP, (bidding done; SMS at L1)

## Prospective Clients

- ONGC : Offshore / Onshore
- Oil India Ltd.
- Petro –Chemicals & Refineries
- Reliance Petroleum
- Essar Refinery

## Key Recognitions

- Exposure to advanced produced water treatment technologies involving Nut-shell Filters, Induced Gas Floatation, Ultra Filtration.



# Lake Remediation

## Prospective projects

- Naya Raipur, Raipur, Bangalore, Surat, KDMC

## Key Services

- Preparation of DPRs for lake remediation, survey of watershed, sampling and analyses of lake water and sediments from lake bed, dredging of lake beds, removal of aquatic weeds / plants, checking ingress of untreated effluents / sewerage, strengthening (de-silting) of feeder channels, strengthening of bunds, mobilizing public opinion, ensuring aeration of lake water, monitoring water quality

## Prospective Clients

- Naya Raipur Development Authority
- Lake Development Authority, Bangalore
- National Lake Development Authority, New Delhi

## Strengths

- ETP experience, earthwork experience of teh Group, collaboration with Solar Bee most energy efficient aeration system, tying up with Tandon & Associates for lake remediation DPRs



# Clean Energy Hydro

## Key Projects - Work In hand

- RBC-Equipment Received at Site
- RBC-Erection at Site in Progress Completion Planned in march 2011
- LBC-E & M Equipment ordered, design work in progress
- LBC-Project Completion planned by Sept 2012

## Key Services

- Generation of Energy from renewable sources – Small Hydro Power Projects

## Key Clients

- Electricity Consumers requiring fulfillment of usage obligation from renewable resources
- Water Resource Department



# Consultancy

## Key Project - Completed

- Performance Audit: John Deere India Pvt Ltd., Endurance Technologies Pvt. Ltd., Chakan and Aurangabad
- Consent to Operate: Paranjape Auto Cast., APS Paints, Tacco Composite Ltd., Endurance Technologies Ltd.
- ETP: Leachate Collection, Mumbai
- STP: Endurance Technologies Ltd.
- Resource Management: Volkswagen India Ltd., General Motors Ltd
- ISO Training: Piaggio Ltd.

## Key Projects - Work In hand

- Consent Renewal: DTL Ancillaries, John Deere India Ltd, Thai Summit Ltd, Suzlon Generators Ltd. APS Paints Ltd.
- Performance Audit
- ETP: Jamil Steel., Military Hospital, Pune, TATA projects Ltd., Bhaskar group, Aditya Birla group (Nagpur region), Ordnance Factory (Bhandara).
- STP: Endurance Technologies Ltd.
- EIA: Marvel Realtors & Developers Ltd, Lupin Laboratories

## Key Services

- Environment Monitoring, Consent to Operate and Establishment, Erection, Commissioning of ETP / STP, Performance Audit, Safety Training, Resource Management

## Key Clients

- All types of Industries, Construction Projects, Government Establishment

## Key Recognitions

- Laboratory recognized by MoEF, Laboratory accredited by NABL(In process), Experienced & Qualified Team



# Our Partners – JVs and Technology Partnership

## Enviro & Clean Energy

- ALT NRG (for Plasma Gasification for Waste-to-Energy)
- Zen Marketing
- Ion exchange
- Watergrace
- IBR Canada (for In-Vessel Composting).
- SFC Group (C-Tech.)

# Corporate Social Responsibility

Towards our employees	Towards our project's local region	Towards broader society and Nation	Towards Humanity
<ul style="list-style-type: none"><li>• Employs local work force around project site</li><li>• Provides education, healthcare &amp; capacity building training to its workforce&gt;</li></ul>	<ul style="list-style-type: none"><li>• Wider medical facilities to villages</li><li>• Tree plantation (over 3 lac trees planted, 1 lac trees are 6+ years now)</li><li>• Water and Energy conservation rallies through SAVE WE</li></ul>	<ul style="list-style-type: none"><li>• Child Adoption For Education (CAFÉ)</li><li>• Promoting 7 schools (Meerabai Sancheti Dharampeth Kanya Shala having 650 girls students)</li><li>• M. K. H. Sancheti School at Nagpur, with over 800 students</li></ul>	<ul style="list-style-type: none"><li>• Child Adoption for Rehabilitation &amp; Education (CARE).</li><li>• exclusively for HIV positive (AIDS) children of age between 5 to 13</li></ul>



# Thank you

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