



Ramky Enviro Engineers

Sector
Waste Management

Investment Date
May 2009

Investment Amount
US\$40.5 million

Company Description

- Pioneer in the waste management sector in India
- Concessions ranging from 8-35 years, with a Pan-India portfolio of :
 - Hazardous Waste : ~1 mn TPA
 - Municipal Waste : ~9,500 TPD
 - Biomedical Waste : ~260,000 hospital beds
 - Waste to Energy : 24 MW + ~30 MW under development
 - Integrated Environment Services for top Corporates in India
- Expanding into the recycling segment (Solvent recovery, paper, plastics etc.)
- Established presence in Singapore and Middle East
- FY2017 Revenues of ~US\$250 million and EBITDA of ~US\$78 million

Investment Rationale

- Favourable regulatory changes and positive macroeconomic dynamics
- Significant barriers to entry

Value Add

- Assistance in international forays : Tieups & funding
 - Provided acquisition leads in India, Africa and South East Asia
- Handholding the next round funding / IPO process
- Strengthened internal controls including implementation of SAP
- Active board participation, implemented best practices & processes
- Actively involved in helping monetise some of Company's assets