

VA TECH WABAG

Investor & Analyst Meet – May 2015



Business Overview



Waste Water Treatment Plant, Siverek, Turkey

Complete Water Treatment Solution Provider

- ✓ Provides a complete range of Water and Waste Water Treatment solutions – **Pure Play Water Company**
- ✓ R&D centers located in India, Austria and Switzerland - **Technology focused company**
- ✓ More than 2300 projects in last 3 decades – **Municipal & Industrial Clients**
- ✓ Promoted by Professionals & Four out of Five Directors are Independent - **Corporate Governance**
- ✓ Globally operating & maintaining around 100 Water, Wastewater & Desal plants – **Project Lifecycle Partner**

90+ years

100+
Patents

Strong
Execution
Record

Professional

Asset light

Maintaining Technology Leadership Across Segments

Advanced Technology & Patented Products/Processes

High quality treated water –
Technology is the deciding factor



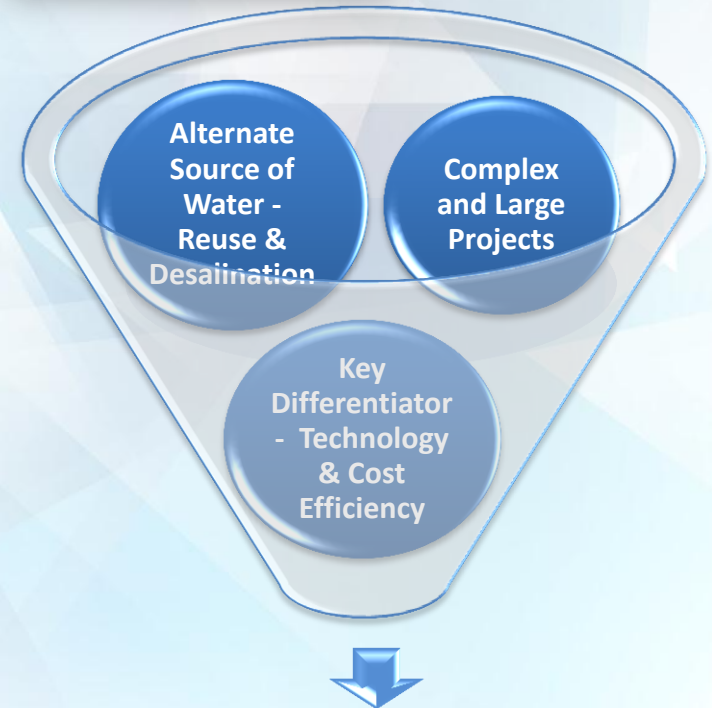
Biological Aerobic Treatment	Sludge Treatment	Anaerobic Digestion	Coagulation	Flocculation
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Demine-realization	Disinfection	Filtration	Sedimentation	Reverse Osmosis
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Thermal Desalination	Screening	Ion Exchange	Ozone treatment	UV Treatment
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Fluidized Bed Technology FLUOPUR®	Bio-filtration BIOPUR®	Activated Sludge HYBRID™	Membrane Bio Reactor MARAPUR®	De-nitrification BIOIDEN®
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Biological Anaerobic Treatment EkJ Process™	Membrane Filtration CERAMOPUR®	Oxidation Process ADOX®	Sludge Digestion BIOZONE®
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-  Customized solutions employing in-house tech
-  Patents owned for select products/ processes

**ADVANCED EUROPEAN TECHNOLOGY
@ LOCAL COST**

Desalination – Moving to the Super League

WABAG among the Top 10 Desalination Companies in the World
- Global Water Intelligence



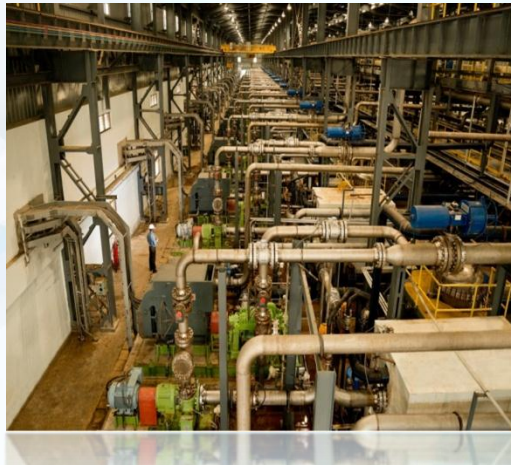
6 MLD Duqm, Oman



20 MLD Sohar Port, Oman



50 MLD Al Kharj, Saudi Arabia



100 MLD Nemmeli, Chennai



191 MLD Al Ghubrah, Oman

191 MLD Al Ghubra Desalination Project – Status Update



- Almost double the size of Nemelli Desal Plant
- Mechanically completed – Production of water expected in few weeks
- Mega reference for WABAG
- Into the Desalination Super League

The Success Story of MDU's



TURKEY



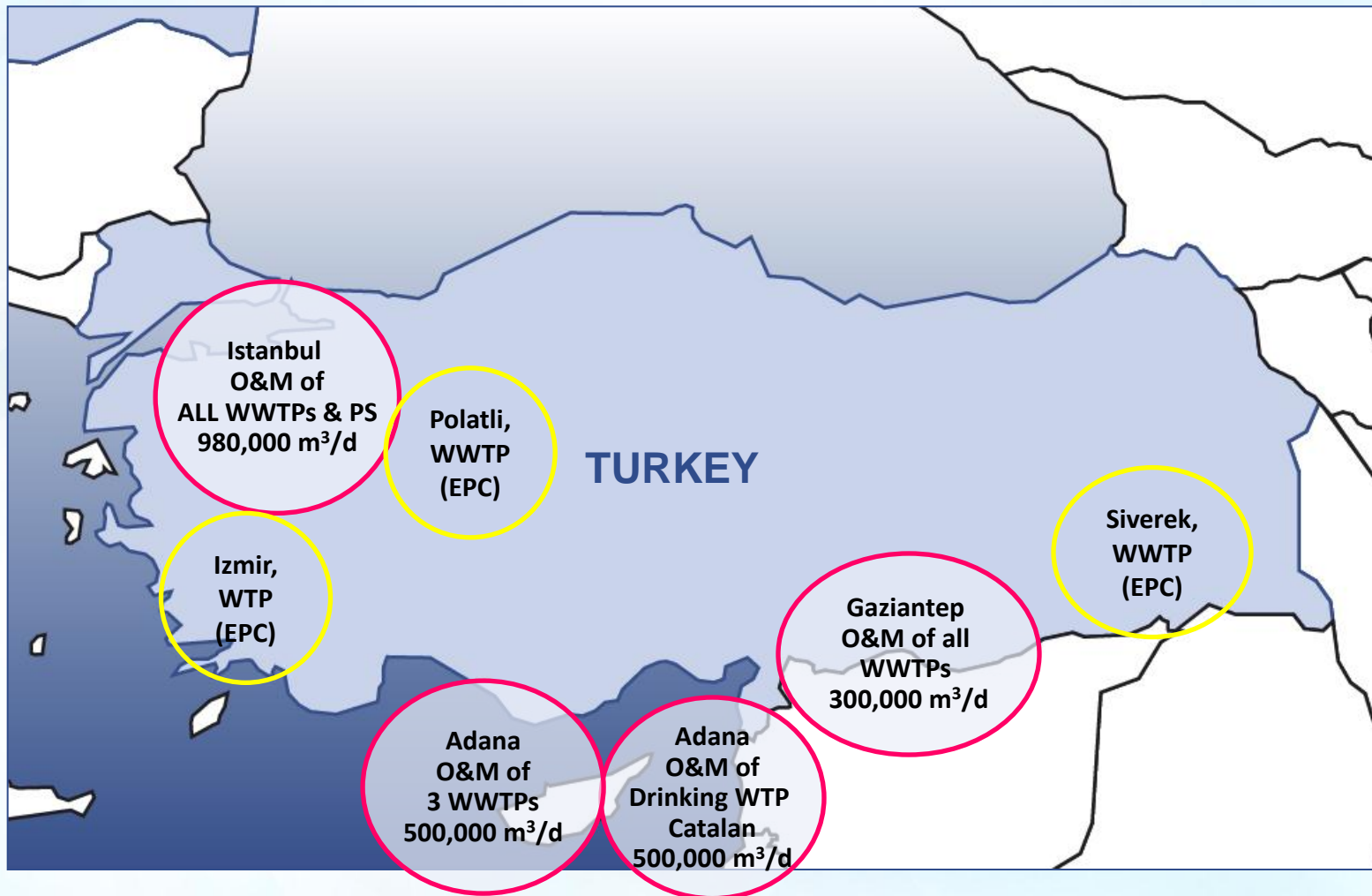
PHILIPPINES

Turkish Delight!



WABAG Turkey – Total Wastewater Management for 3 Mega-Cities

Managing 2,300,000 m³ water daily



Foundation of WABAG Turkey in 2010

Order Intake of over Euro 80 Mn during the Year

Philippines Fillip!



Projects in Philippines

20 MLD Sewage Treatment Plant, Tunasan

60 MLD Sewage Treatment Plant, Valenzuela

100 MLD Sewage Treatment Plant, Illugin

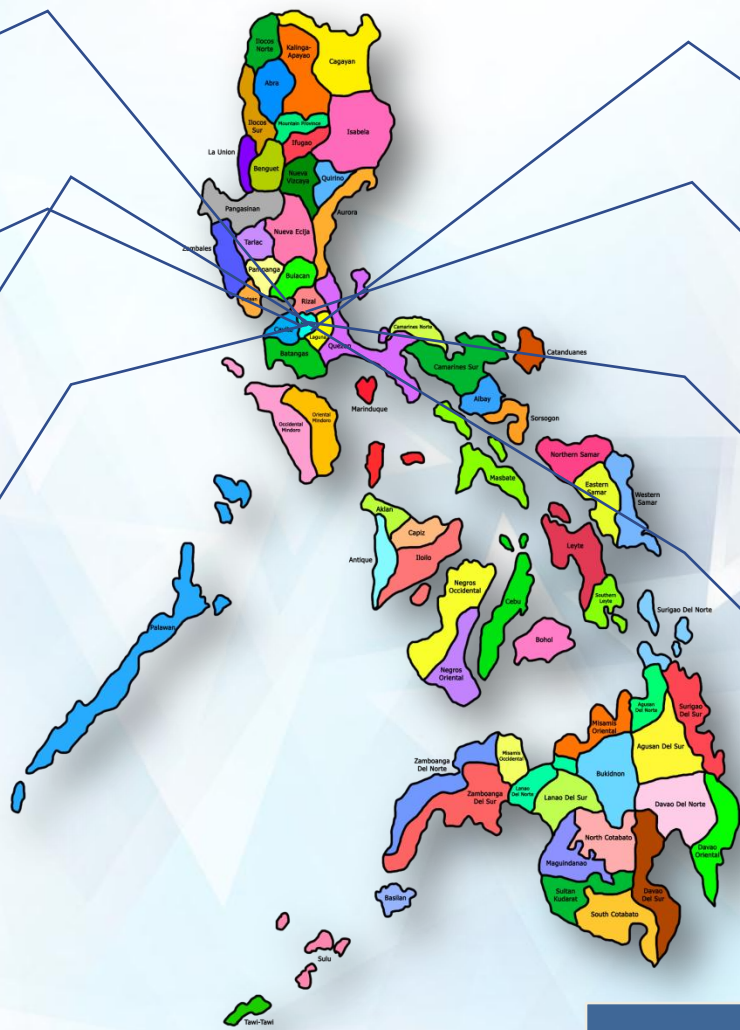
100 MLD Drinking Water Treatment Plant, Putatan

Pumping Station, South Pasig

10 MLD Sewage Treatment Plant, Bagbag

8 MLD Sewage Treatment Plant, Tatalon

6 MLD Sewage Treatment Plant, Dona Imelda



Bagged two World Bank funded orders during the year

Key Markets – FY 16 : Emerging Market Focus

LATAM

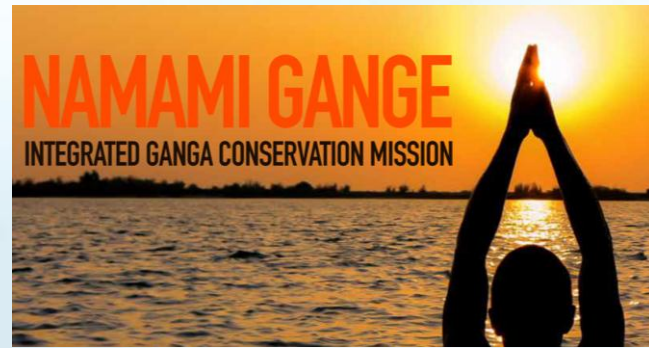
- ASIA**
- Indian Sub Continent
 - South East Asia



- MEA**
- Middle East
 - Africa

EUROPE

Emerging mega opportunities in India



Ganga Rejuvenation Plan

- Plan for 118 cities & towns in Ganga states for
 - Sewage Treatment
 - Industrial ETP
 - Recycle & reuse
- Plan – Rs. 51,000 Crore investment
- Rs. 20,000 Crore – **Approved!**
- Big opportunity for **refurbishment & O&M**

Swachh Bharat Mission

- WABAG **the only pure play water Company** from amongst more than 50 companies empanelled by govt. for **sewage and solid waste management**
- **Approved!** Rs. 50,000 Crore for Atal Mission for Rejuvenation and Urban Transformation (AMRUT)

Smart Cities

Delivering Total Water solutions

- Urban population is rapidly growing - stress on infrastructure
- **Approved!** Rs. 48,000 Crore for Smart Cities

Predictable

Sustainable

Proven Track Record



Scalable

Credible

Profitable

Realignment towards future . . .

India Cluster



- India & Neighborhood, South East Asia



LatAm Cluster

- Latin America including Mexico



MEA Cluster

- Saudi, Oman, Qatar, Bahrain, UAE, Kuwait
- Africa



Europe Cluster

- Turkey, Austria, Romania, Switzerland & Czech Republic

“ONE WABAG” – ORGANIZATIONAL REALIGNMENT FOR “PROFITABLE GROWTH”



Glocal Strategy – right mix of Local Presence and Global strategies

Focus on Customer to build “Performance Culture”

Strong functional organization for “Competency”

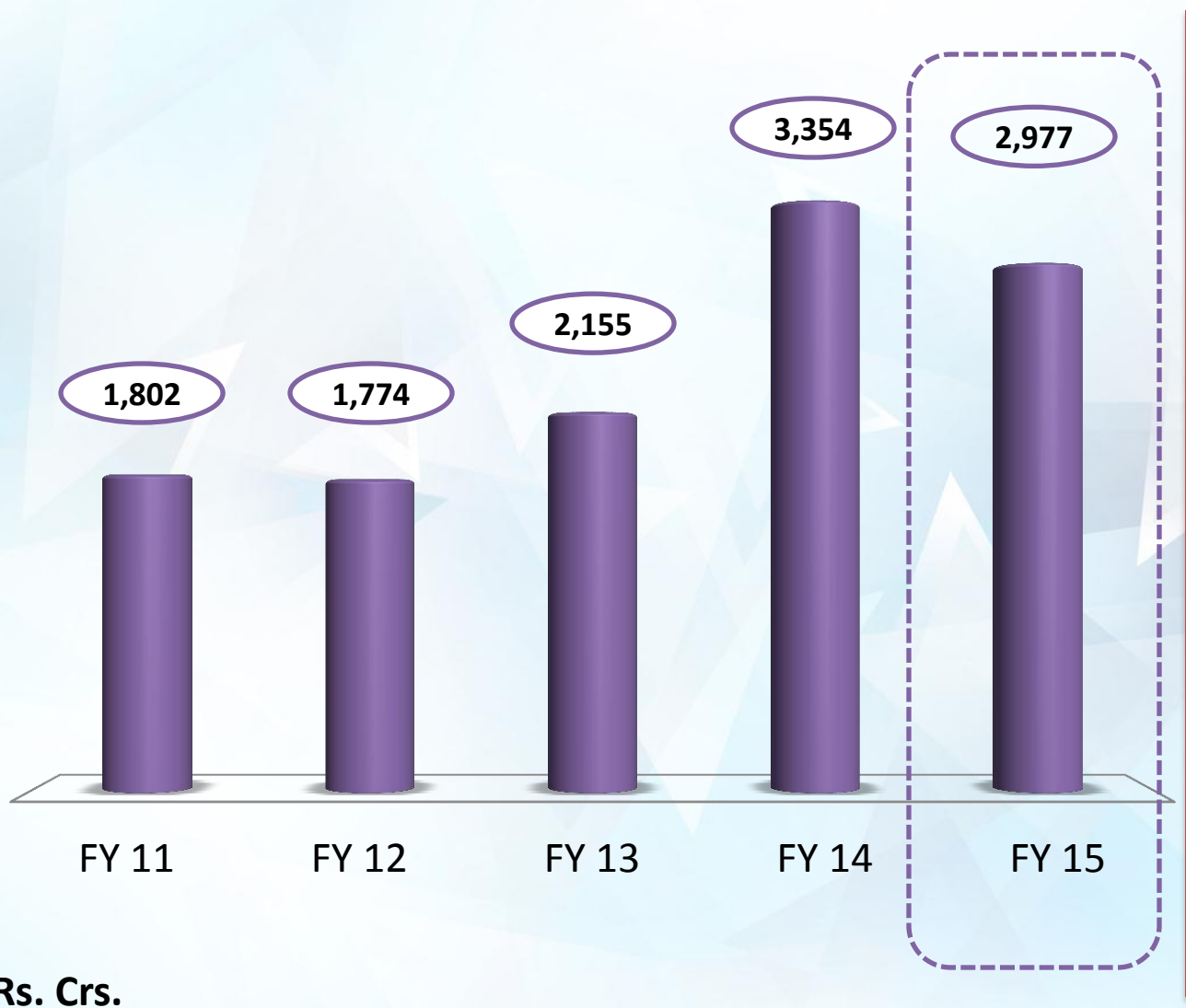
“Competitiveness “& “Capacity” building through “Collaboration”

Delivering as “ONE WABAG” across the Globe

Key Financial Highlights



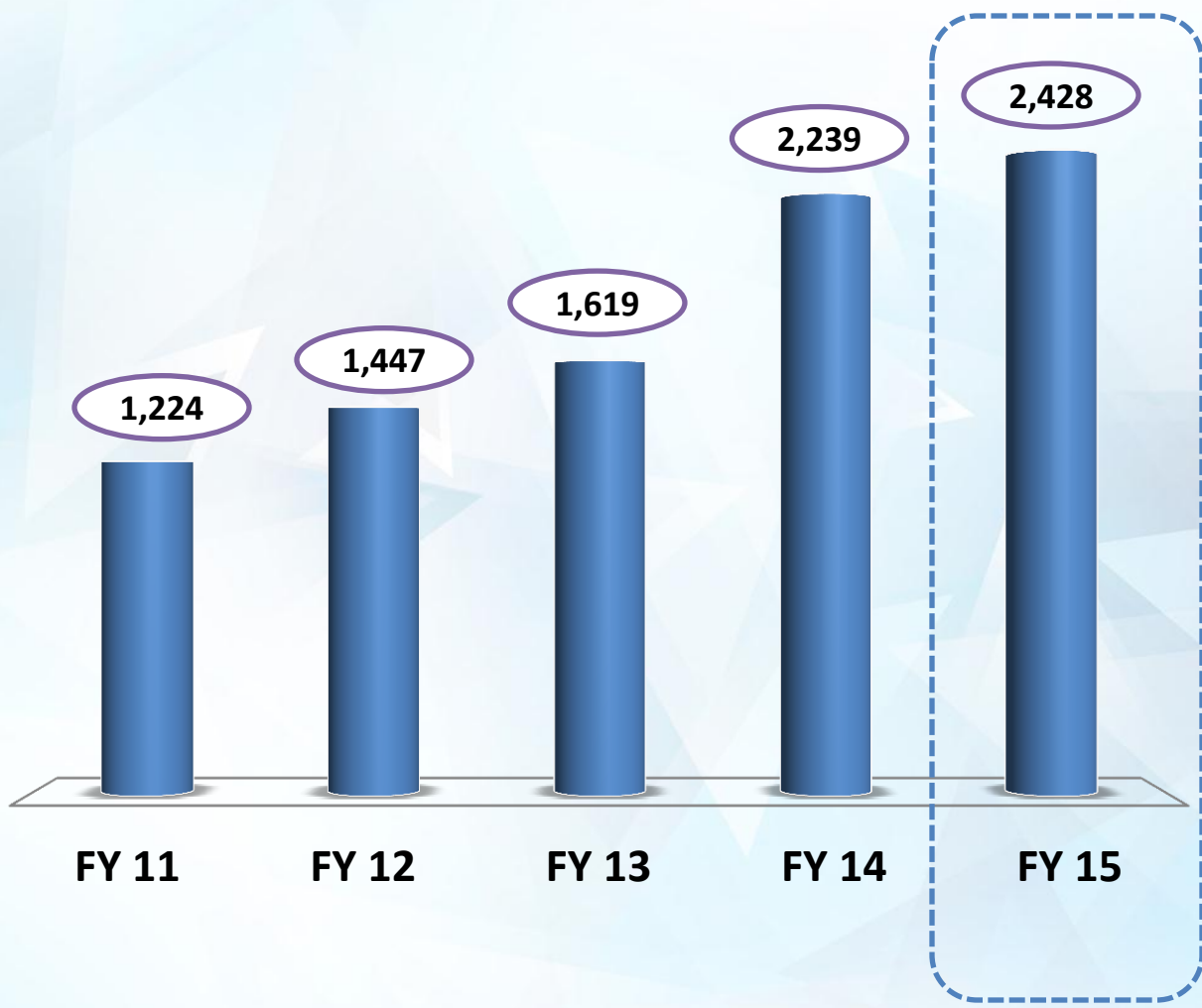
Yearly Order Intake



- Focused approach leads to securing good orders in Challenging market
- Diversified presence helped in mitigating geo-political risks
- Euro depreciation has led to lower Order intake number than guidance

Rs. Crs.

Robust Revenue Growth

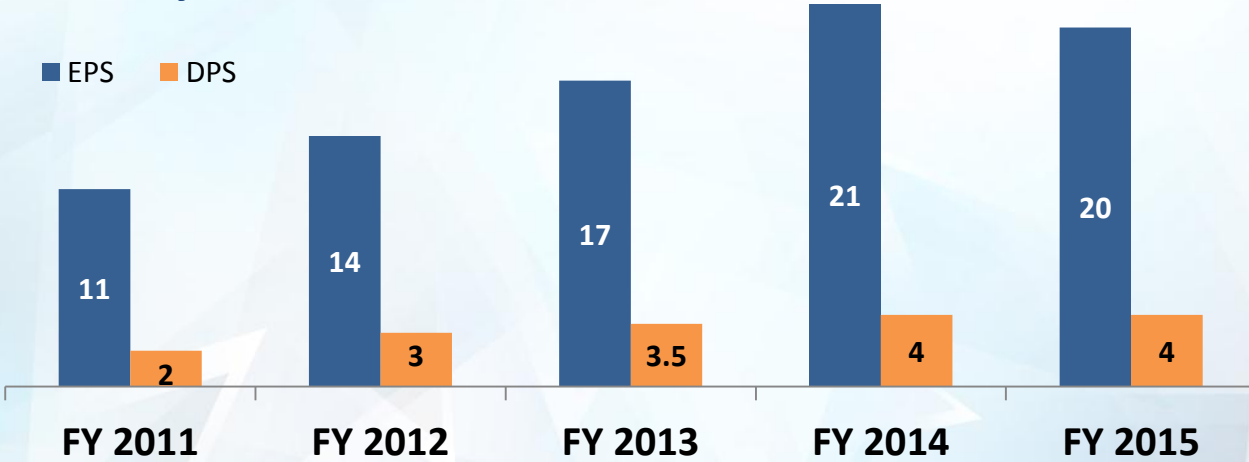


- Achieved Forecasted revenue on local currency terms
- Euro depreciation has led to lower revenue in INR terms due to translation
- Postponement of Order Intake led to reduction in Book & Bill revenue

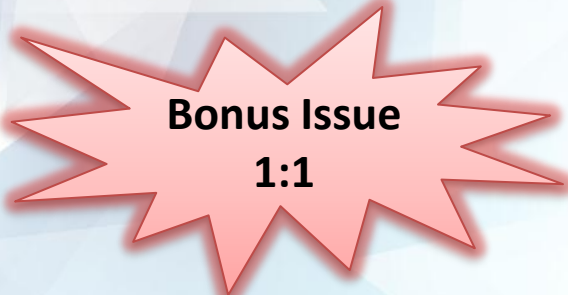
Rs. Crs.

Consistent Shareholder Value Creation

Dividend Payout



Adjusted for Share Split in FY 11
Adjusted for Bonus issue of 1:1 in FY 15

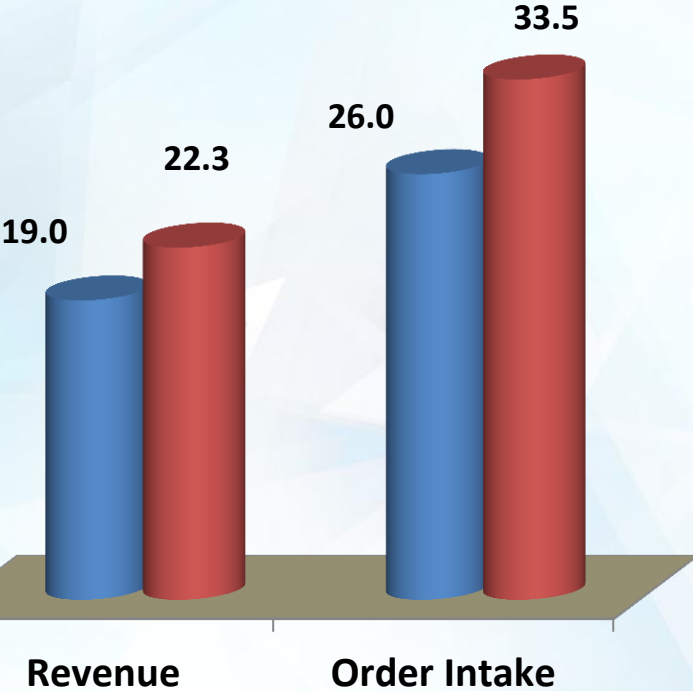


Stock price outperformance to Index

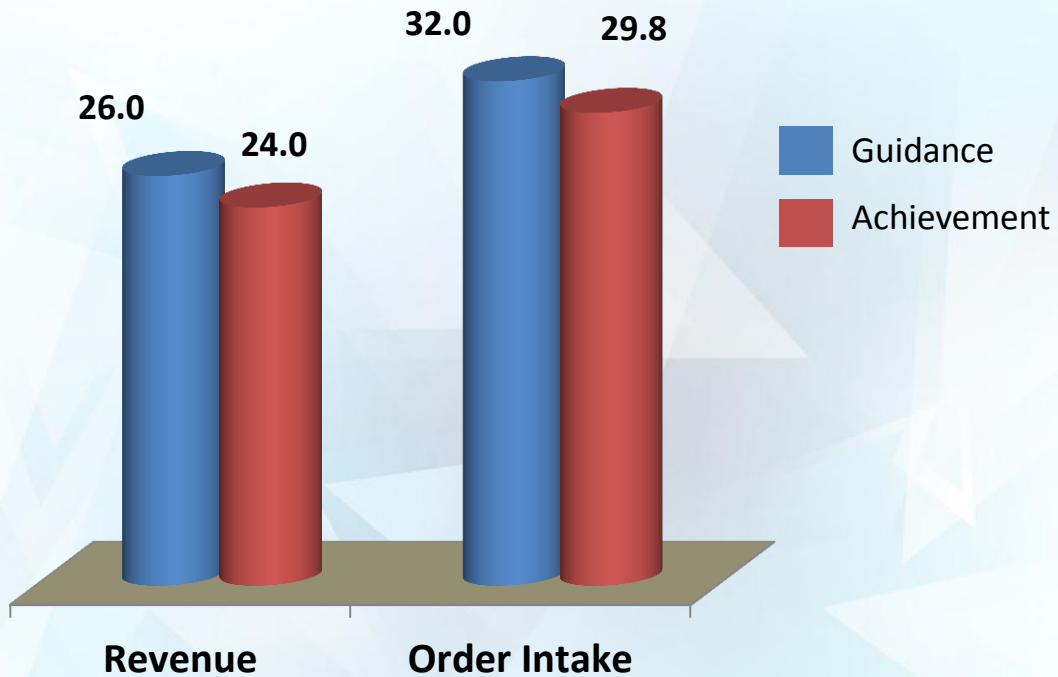


Annual Guidance

FY 2014 [INR Bn.]



FY 2015 [INR Bn.]



Guidance for FY 16
Revenue : INR 28 – 30 Bn. & Order Intake : INR 35 – 37 Bn.

WABAG HOUSE



Thank You !!!