

VA TECH WABAG LTD.

**Result Update Presentation
Q1 FY 17**



- This presentation and the accompanying slides (the “Presentation”), which have been prepared by VA TECH WABAG LIMITED (the “Company”), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.
- This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.
- This presentation contains certain forward looking statements concerning the Company’s future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.

1

Key Highlights Q1 FY 17

2

Quarterly Performance

3

Order Book Analysis

Key Highlights Q1 FY 17



- Consolidated Sales up by 27%
- Consolidated Net Profit at Rs. 52 Mn against a loss of Rs. 98 Mn in PY
- Order intake of Rs. 8,046 Mn
- Total Order Book of Rs. 83.2 Bn including Framework contracts of Rs. 8.7 Bn



DAWASA Water Treatment Plant, Tanzania

Quarterly Performance



RESULTS OVERVIEW – Standalone Profit and Loss

INR Millions	Q1 FY17	Q1FY 16	YoY %
Income	2,557	2,538	1%
Other Operating Income	45	26	71%
Cost of Sales	1,941	1,764	10%
Total Cost of Operations (TCO)	425	505	-16%
EBITDA	237	295	-20%
EBITDA margin	9.2%	11.6%	
Net (Gain) / Loss on Forex	-101	-3	
Interest & Finance Charges (Net)	46	13	262%
Depreciation & Amortization	24	31	-23%
Tax	93	87	6%
Profit After Tax	175	167	5%
PAT margin	6.8%	6.6%	
Other Comprehensive Income	-3	-1	
Total Comprehensive Income	172	166	4%

- Cost of Sales vary quarter on quarter depending on the mix of projects
- Good Order Intake in Q4 FY 16 & in Q1 FY 17 and Increase in Short Term Borrowings for Working Capital resulted in increased Finance Charges and Interest Expense
- Other comprehensive income reflects the reclassification of Actuarial loss/gain on Defined employee benefits as per IND-AS

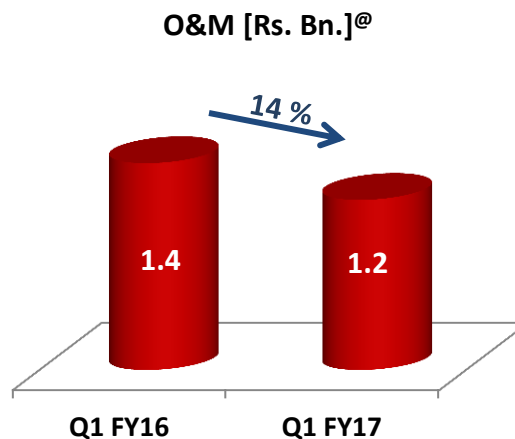
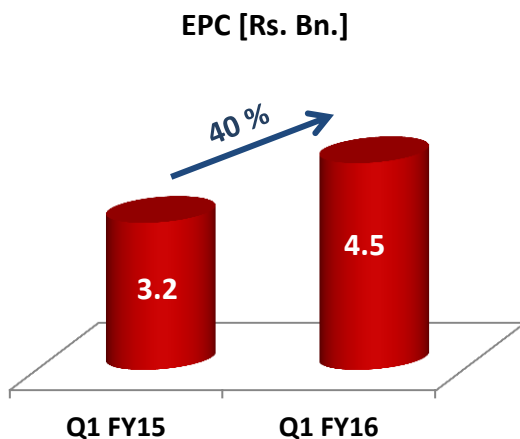
RESULTS OVERVIEW – Consolidated Profit and Loss

INR Millions	Q1 FY17	Q1FY 16	YoY %
Income	5,794	4,548	27%
Other Operating Income	8	7	18%
Cost of Sales	4,634	3,360	38%
Total Cost of Operations (TCO)	894	911	-2%
EBITDA	275	284	-3%
EBITDA margin	4.7%	6.2%	
Net (Gain) / Loss on Forex	-46	5	
Interest & Finance Charges (Net)	110	68	61%
Depreciation & Amortization	46	51	-10%
Tax	109	97	13%
Share of Profits from Associates / MI	-4	-161	
Profit After Tax	52	-98	
PAT margin	0.9%	-2.2%	
Other Comprehensive Income	-3	-1	
Total Comprehensive Income	49	(99)	

- Expediting of Sales in Overseas entities resulted in increase in Consolidated sales by 27%
- Cost of Sales vary quarter on quarter depending on the mix of projects
- Share of profits from associates and Minority interests in Q1 FY 16 majorly represents the reclassification as per IND-AS requirement. No impact in PAT.

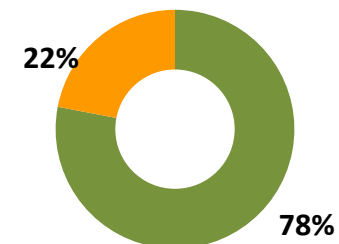
Revenue Breakup – Q1 FY17

INR Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	680	1,565	236	76	2,557
Wabag Overseas	1,570	731	696	240	3,237
Total	2,250	2,296	932	316	5,794

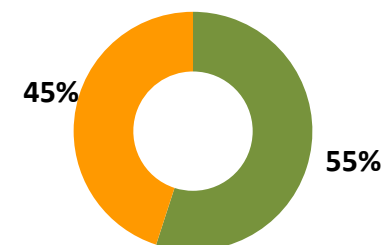


@ The power cost component of Nimmeli O&M was removed from the backlog in Q3 FY16

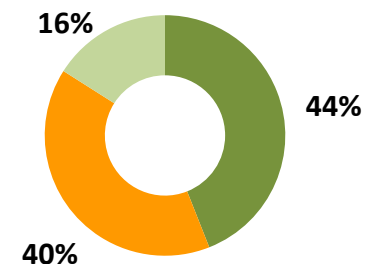
■ EPC ■ O&M



■ Municipal ■ Industrial



■ India ■ Austria MDUs* ■ IIUs #



Key Projects Contributing to Revenue – Q1 FY 17

Project Details	Revenue recognized [INR Mn]
▪ APGENCO – BOP with Water management	1,082
▪ AMAS, Bahrain – 40 MLD STP	528
▪ Istanbul, Turkey O&M	371
▪ Petronas RAPID ETP, Malaysia	354
▪ Polatli, Turkey – WWTP	228
▪ Dangote, Nigeria – 60 MLD RWTP	196
▪ Suplac, Romania – ETP	192
▪ UP Jal Nigam – 140 MLD STP	167
▪ Ferganska, Uzbekistan – WWTP	154
▪ Al Kharj, Saudi Arabia – WWTP	122

Order Book Analysis – Q1 FY17

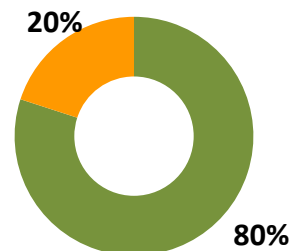


Order Intake Breakup – Q1 FY17

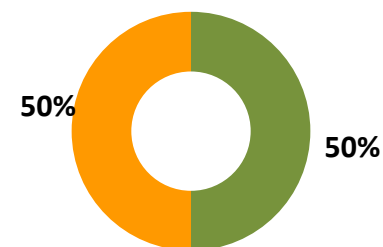
INR Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	2,312	1,808	501	30	4,651
Wabag Overseas	1,021	1,291	192	891	3,395
Total	3,333	3,099	693	921	8,046

Key Orders Received in Q1	Order Value (INR Mn)
▪ Guheshwori, Nepal – WWTP	1,400
▪ Long Phu, Vietnam – WTP	1,251
▪ RIL, India – SWRO	1,084
▪ KMC, India – WTP	880

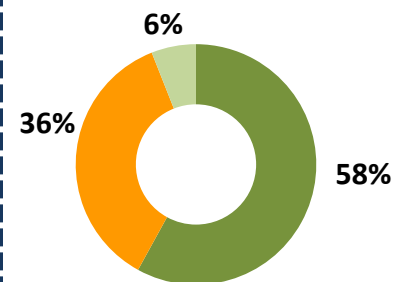
■ EPC ■ O&M



■ Municipal ■ Industrial

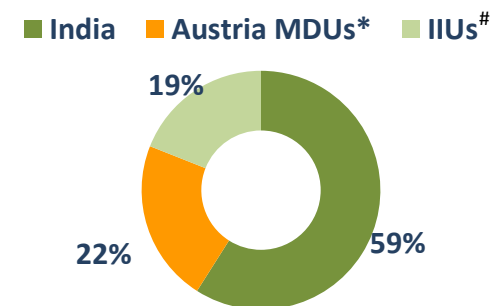
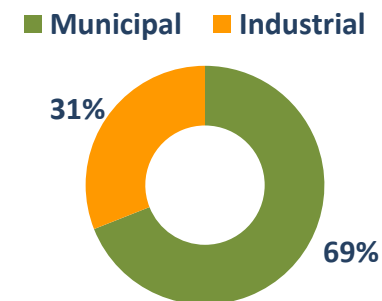
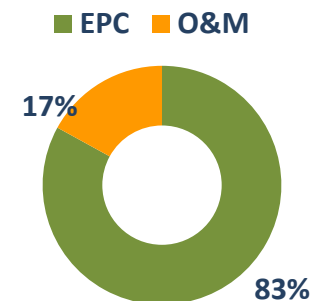
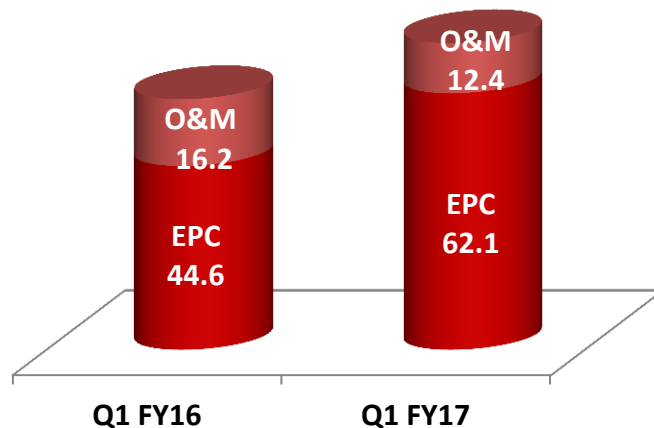


■ India ■ Austria MDUs* ■ IIUs#



Order Book Composition – Q1 FY17

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	21,798	11,498	10,385	132	43,813
Wabag Overseas	18,573	10,263	386	1,473	30,695
Framework Contracts					8,659
Total	40,371	21,761	10,771	1,605	83,167



Order Book of Rs. 74.5 Bn & Framework Contracts of Rs. 8.7 Bn

Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
• Petronas RAPID ETP, Malaysia	13,161
• Polgahawela, Sri Lanka – WTP	7,340
• Koyambedu, Chennai – 45 MLD TTP	5,940
• AMAS, Bahrain – 40 MLD STP	4,665
• APGENCO – BOP with Water Management	3,322
• OWSSB, Orissa – 100 MLD STP with O&M	1,836
• Istanbul, Turkey O&M	1,054
• UP Jal Nigam - 140 MLD STP	1,316
• Valenzuela, Philippines - 60 MLD STP	1,374
• Guheshwori, Nepal – WWTP	1,400

Key Framework Contracts *

- Libya STP of Rs. 6,114 mn
- Tobruk, Libya Desal of Rs. 1,181 mn

Framework Contracts won in FY 16

- Al Saad, Saudi Arabia BWRO of Rs. 1,364 mn

** Contracts wherein Advance Monies/ LC awaited, hence not taken in Order Book*

Guidance for FY 17

Revenue : INR 30 Bn – INR 32 Bn & Order Intake : INR 40 Bn – INR 42 Bn



For further information, please contact

Company :

VA Tech Wabag Ltd.
CIN - L45205TN1995PLC030231
Mr. Parthasarathy G, Chief Financial Officer /
Mr. Rajiv Balakrishnan, AGM IR
investors@wabag.in

www.wabag.com

Investor Relations Advisors :

Stellar IR Advisors Pvt. Ltd.
CIN - U74900MH2014PTC259212
Mr. Gaurang Vasani, Managing Director
vgaurang@stellar-ir.com

www.stellar-ir.com