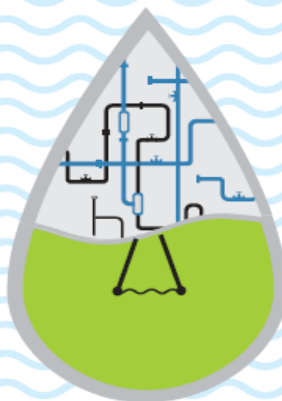




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1

**Key Highlights FY 16**

2

**Quarterly Performance**

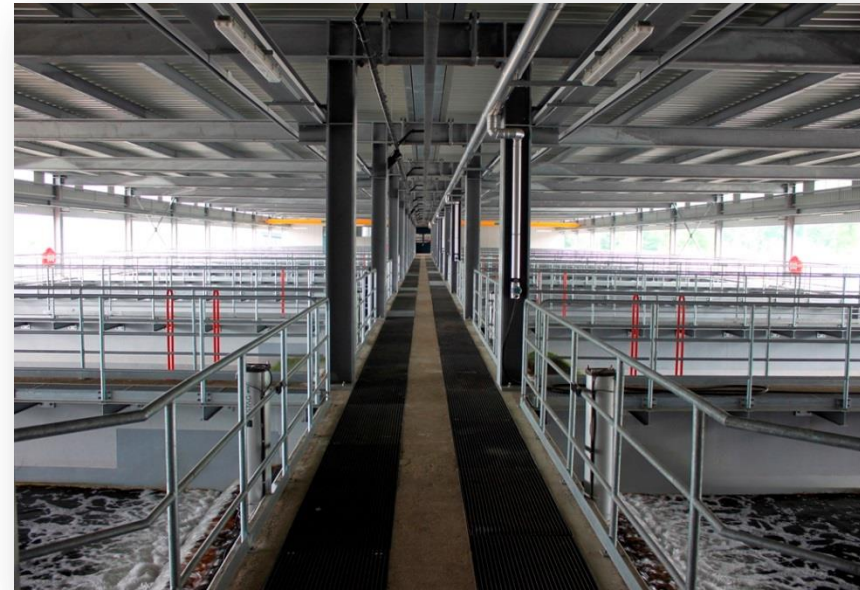
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**Order Book Analysis**

# Key Highlights FY 16



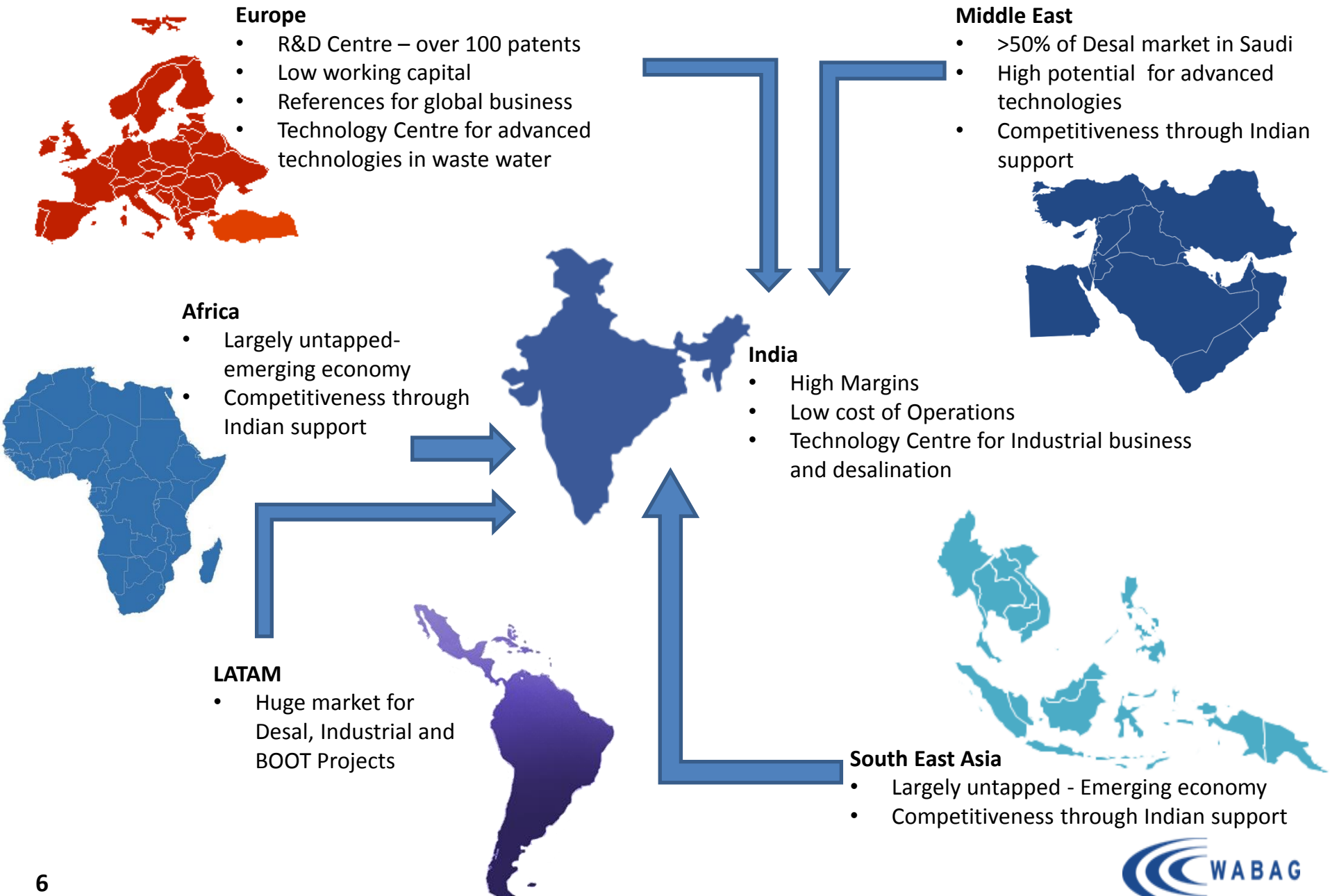
- **Group Order intake of over Rs. 50 bn**
- **Standalone Sales & EBITDA up 23% & 27% respectively**
- **Consolidated Sales & EBITDA up by 5% each**
- **Total Order Book of Rs. 83.2 bn including Framework Contracts of Rs. 10 bn**



**Waste Water Treatment Plant, Zurich, Switzerland**



# Strategic Geographical Spread



# **Q4 & FY 16 Performance**



# RESULTS OVERVIEW – Standalone Profit and Loss

INR Millions	Q4 FY16	Q4 FY 15	YoY %	FY16	FY 15	YoY %
Income	5,531	5,678	-2.6%	15,028	12,201	23.2%
Other Operating Income	24	40	-40.8%	106	132	-19.8%
Cost of Sales	4,275	4523	-5.5%	11,548	9,423	22.6%
Total Cost of Operations (TCO)	392	364	7.9%	1638	1,375	19.1%
EBITDA	888	831	6.8%	1,949	1,537	26.8%
<b>EBITDA margin</b>	<b>16.0%</b>	<b>14.6%</b>		<b>13.0%</b>	<b>12.6%</b>	
Net (Gain) / Loss on Forex	-64	13	-603.9%	-112	44	-353.9%
Interest & Finance Charges (Net)	63	4	1325.0%	155	58	166.7%
Depreciation & Amortization	30	33	-10.0%	121	75	62.0%
Tax	297	262	13.4%	611	456	34.0%
Profit After Tax	562	519	8.2%	1174	904	29.9%
<b>PAT margin</b>	<b>10.2%</b>	<b>9.1%</b>		<b>7.8%</b>	<b>7.4%</b>	

- The dependence on Q4 sales has been reduced with Sales being spread across the quarters
- The 140 basis points increase in EBITDA margin in Q4 FY16 is due to high margin IIU projects.
- Increase in Finance Charges due to reduction in Interest Income and Increase in Interest expense for working capital borrowings
- Profitable growth has been achieved with tight control of costs



# RESULTS OVERVIEW – Consolidated Profit and Loss

INR Millions	Q4 FY16	Q4 FY 15	YoY %	FY16	FY 15	YoY %
Income	8,561	9,057	-5.5%	25,421	24,284	4.7%
Other Operating Income	28	20	37.3%	65	68	-3.7%
Cost of Sales	6,598	7,062	-6.6%	19,889	19,098	4.1%
Total Cost of Operations (TCO)	802	861	-6.9%	3,383	3,142	7.7%
EBITDA	1,189	1,155	2.9%	2,213	2,112	4.8%
<b>EBITDA margin</b>	<b>13.9%</b>	<b>12.8%</b>		<b>8.7%</b>	<b>8.7%</b>	
Net (Gain) / Loss on Forex	-24	40	-159.9%	-33	17	-295.9%
Interest & Finance Charges (Net)	142	134	6.7%	424	315	34.9%
Depreciation & Amortization	51	-34	-251.6%	205	109	87.8%
Tax	328	302	8.7%	689	566	21.6%
Profit After Tax	691	713	-3.0%	928	1105	-16.0%
<b>PAT margin</b>	<b>8.1%</b>	<b>7.9%</b>		<b>3.7%</b>	<b>4.5%</b>	
Share of Profits from Associates / MI	-6	-8		-6.3	-4	
<b>Net PAT</b>	<b>685</b>	<b>705</b>	<b>-2.8%</b>	<b>922</b>	<b>1101</b>	<b>-16.3%</b>

- Euro depreciation of 7% and delay in engineering approvals in few projects under Europe cluster contributed to drop in revenue in the Overseas projects.
- Increase in Interest cost from Ujams Boot project of about Rs. 26 Mn contributed to increase in Finance cost in FY 16 (PY major part of it was under ICD)
- Negative depreciation in Q4 FY 15 was due to change in methodology of depreciation from WDV to SLM apart from aligning life of assets globally in line with Companies Act 2013.
- Higher profitability in Standalone entity contributed to increase in tax in the Group impacting the Group PAT

# RESULTS OVERVIEW – Balance Sheet

INR Millions	Mar '16	Mar '15	Mar '16	Mar '15
	Consolidated		Standalone	
Net Worth	9,918	9,028	7,811	6,863
Minority Interest	82	49		
Non-Current Liabilities	2,225	3,116	1,534	2,215
Trade Payables	10,399	8,653	6,235	5,575
Short Term Borrowings	3,272	1,048	2,389	626
Other Current Liabilities	4,170	3,784	1,268	1,786
<b>Total Liabilities</b>	<b>30,066</b>	<b>25,678</b>	<b>19,236</b>	<b>17,065</b>
Fixed Assets	1,779	1,919	950	990
Other Non-Current Assets	3,344	2,767	3,472	2,787
Trade Receivables	17,682	14,807	10,749	9,833
Cash & Bank Balances	3,584	3,112	1,235	1,283
Other Current Assets	3,678	3,074	2,830	2,173
<b>Total Assets</b>	<b>30,066</b>	<b>25,678</b>	<b>19,236</b>	<b>17,065</b>

- Reduction in Non-current liabilities is due to 28% NAD devaluation of Long Term borrowings pertaining to Ujams BOOT Project and reduction in Customer Advances in India
- Increase in Short Term Borrowings is due to increase in the working capital
- Increase in Other current Liabilities is due to increase in Advance from Customers in AMAS project in Bahrain
- Increase in Other Non-current assets is due to increase in Customer retention & reduction of non-current deposits in India
- Increase in other current assets is due to increase in interest accrued on ST investments and indirect tax receivables in India

# RESULTS OVERVIEW – Working Capital Highlights

INR Millions	Mar '16	Mar '15
Inventories	976	470
Trade Receivables	17,682	14,807
Loans and Advances	1,099	1,063
Other Current Assets	1,503	1,191
<b>Total Current Assets (A)</b>	<b>21,260</b>	<b>17,530</b>
Trade Payables	10,399	8,653
Other Current Liabilities and Provisions	4,170	3,784
<b>Total Current Liabilities (B)</b>	<b>14,570</b>	<b>12,437</b>
<b>Net Working Capital (NWC)</b>	<b>6,690</b>	<b>5,093</b>
<b>Net Working Capital (No. of Days)</b>	<b>96</b>	<b>77</b>

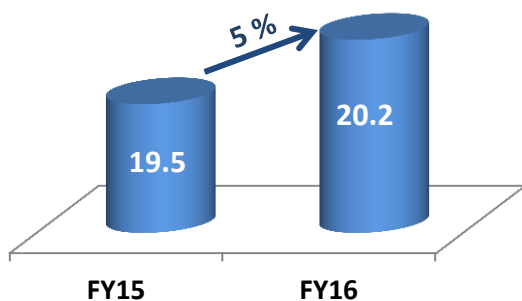
- Company resorted to use its cash & borrowings in Balance Sheet for Speedier execution as sub-contractors and vendors face tight liquidity market situation.

**Net working capital no. of days sales at 96 days**

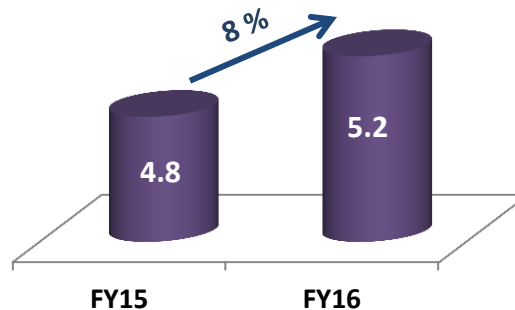
# Revenue Breakup – FY 16

INR Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	5,266	7,920	1,458	384	15,028
Wabag Overseas	4,912	2,130	2,510	841	10,393
<b>Total</b>	<b>10,178</b>	<b>10,050</b>	<b>3,968</b>	<b>1,225</b>	<b>25,421</b>

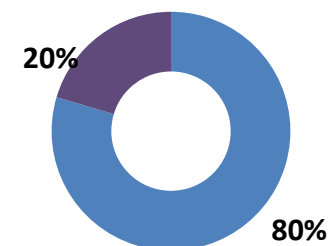
EPC [Rs. Bn.]



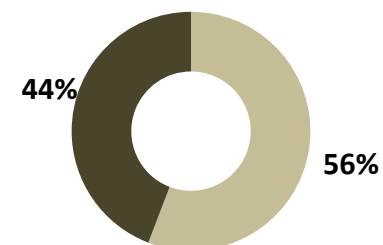
O&M [Rs. Bn.]



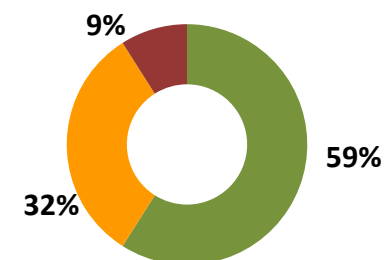
EPC O&M



Municipal Industrial



India Europe MDUs\* IIUs #



# Key Projects contributing to Revenue – FY 16

Project Details	Revenue recognized [INR Mn]
▪ APGENCO – BOP with Water management	3,983
▪ Petronas RAPID ETP, Malaysia	1,990
▪ Istanbul, Turkey O&M	1,410
▪ Dangote, Nigeria – 60 MLD RWTP	1,000
▪ AMAS, Bahrain – 40 MLD STP	901
▪ Habra, West Bengal – 147 MLD WTP	864
▪ DAWASA, Tanzania – 130 MLD WTP	857
▪ Nemmeli 100 MLD Desal – O&M, Chennai	638
▪ Izmir, Turkey – 360 MLD WTP	585
▪ Suplac, Romania – ETP	553



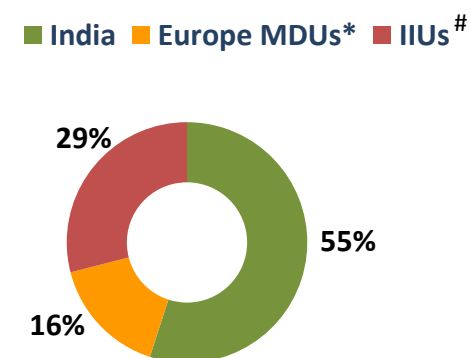
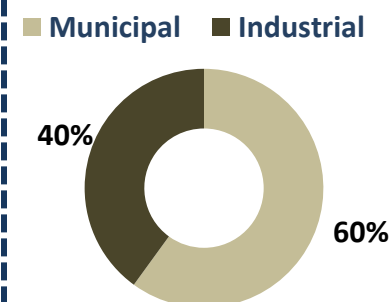
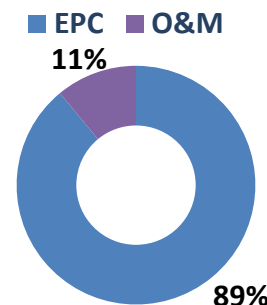
# Order Book Analysis – FY16



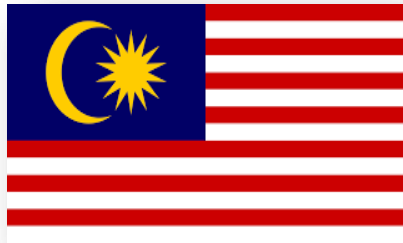
# Order Intake Breakup –FY16

INR Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	14,754	8,994	4,078	218	28,044
Wabag Overseas	11,085	10,723	825	724	23,357
<b>Total</b>	<b>25,839</b>	<b>19,717</b>	<b>4,903</b>	<b>942</b>	<b>51,401</b>

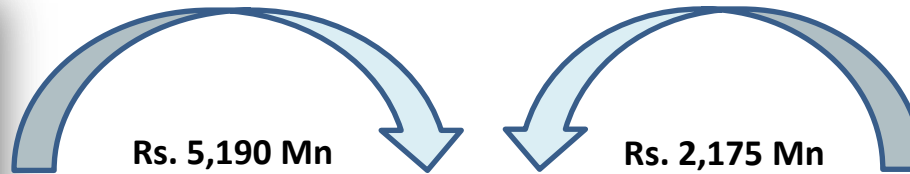
Key orders received in Q4	Order value
▪ Polgahawela WTP	INR 7,340 Mn
▪ Chennai TTP	INR 5,940 Mn



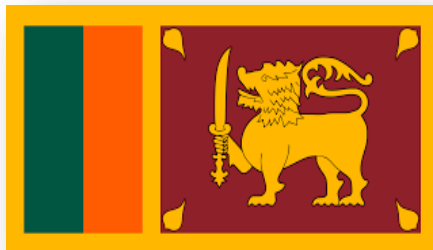
# The Margin Drivers: Key Order Intake FY 16



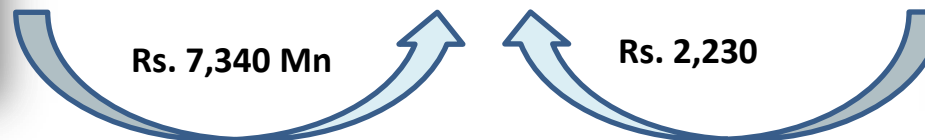
**Rs. 15,407 Mn**  
**Petronas RAPID ETP,**  
**Malaysia**



**Rs. 5,876 Mn**  
**AMAS, STP**  
**Bahrain**



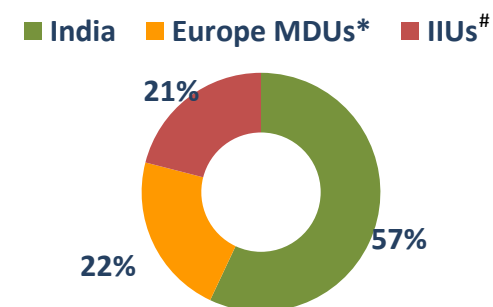
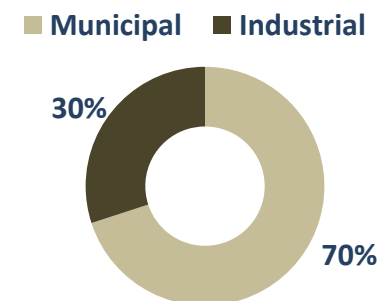
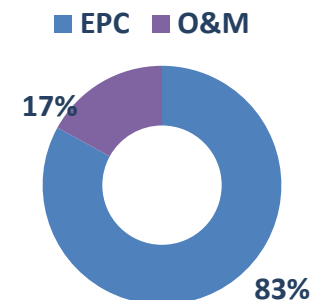
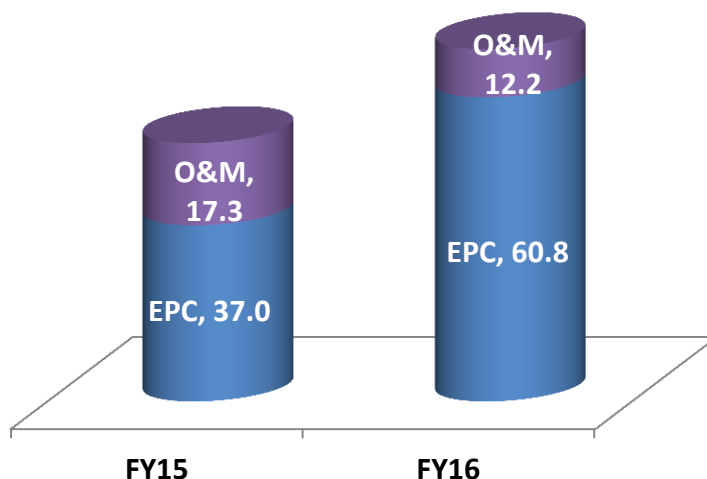
**Rs. 7,340 Mn**  
**Polgahawela WTP,**  
**Sri Lanka**



**Rs. 2,230 Mn**  
**Dangote RWTP,**  
**Nigeria**

# Order Book Composition –FY16

INR Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	20,164	11,255	10,120	179	41,718
Wabag Overseas	19,693	9,771	873	1,027	31,364
Framework Contracts					10,069
<b>Total</b>	<b>39,857</b>	<b>21,026</b>	<b>10,993</b>	<b>1,206</b>	<b>83,151</b>



# Order Book of Rs. 73.1 Bn & Framework Contracts of Rs. 10.1 Bn

## Key Contracts in Order book

Project Details	Amt [Rs. Mn]
• Petronas RAPID ETP, Malaysia	13,481
• Polgahawela, Sri Lanka – WTP	7,340
• Koyambedu, Chennai – 45 MLD TTP	5,940
• AMAS, Bahrain – 40 MLD STP	5,098
• APGENCO – BOP with Water Management	3,292
• OWSSB, Orissa – 100 MLD STP with O&M	1,875
• Istanbul, Turkey O&M	1,590
• UP Jal Nigam - 140 MLD STP with O&M	1,483
• Valenzuela, Philippines - 60 MLD STP	1,403
• Dangote, Nigeria – 60 MLD RWTP	1,230

## 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
- Guheshwori WWTP, Nepal of Rs. 1,410 mn

*\* Contracts wherein Advance Monies/ LC awaited, hence not accounted under firm Order Book*

## Guidance for FY 17

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





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