



VA TECH WABAG

Q3 FY14 Results Update

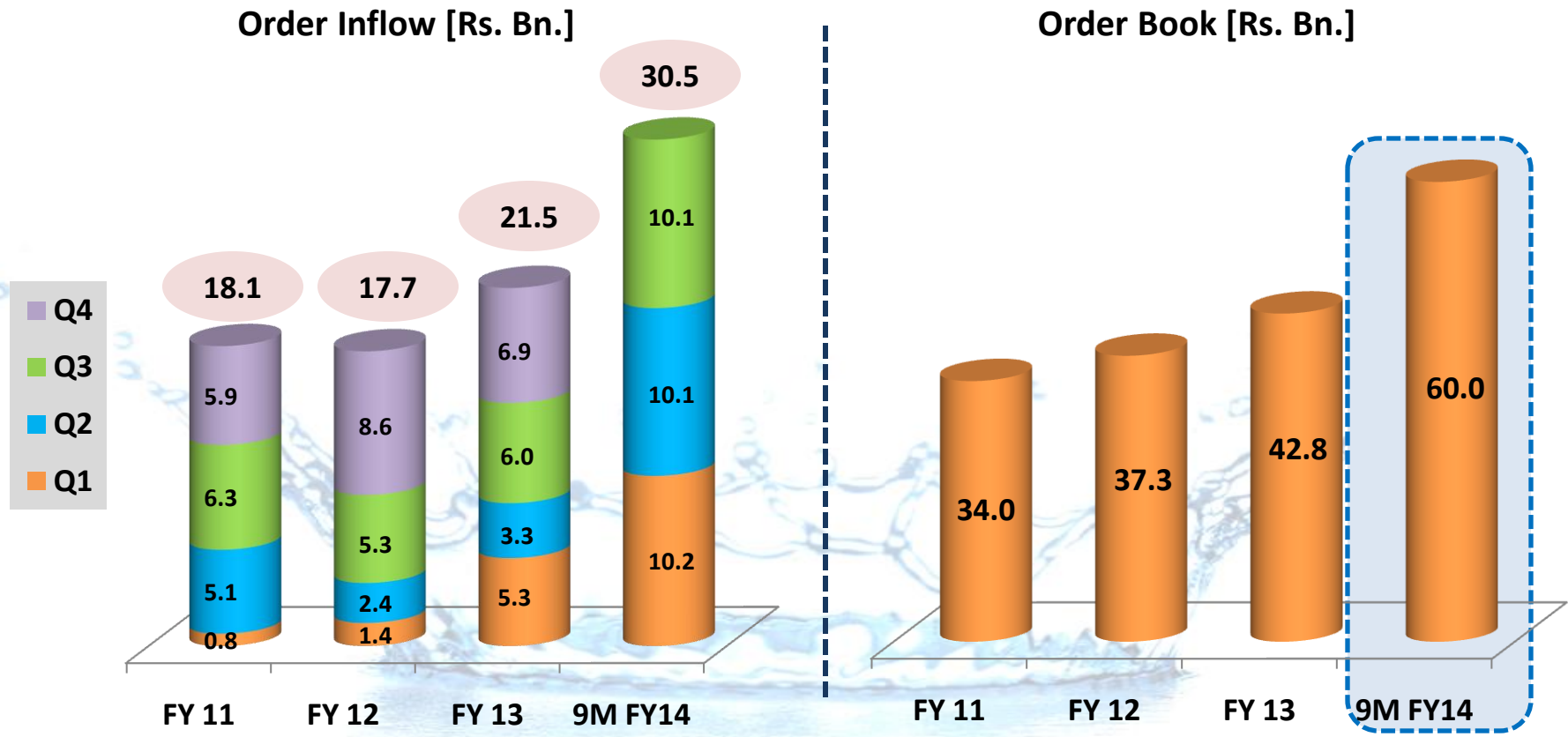
February 2014

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Q3 & 9M FY 14 Consolidated Performance Highlights



Growth in Consolidated Order Inflow & Order Book



- Strong visibility and sustainability in Order Book
- Robust Order Intake of Rs. 30,475 mn even in turbulent times
- 9M Order Intake in FY14 surpasses full year Order Intake of each of last 3 FY

RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q3 FY 14	Q3 FY 13	YoY %	9M FY14	9M FY13	YoY%
Income	5,834	3,536	65%	13,335	9,255	44%
Other Operating Income	59	4		74	61	
Cost of Sales	4,523	2,598		9,935	6,599	
Total Cost of Operations(TCO)	927	715		2,457	2,086	
EBITDA	443	228	95%	1,017	631	61%
EBITDA margin	7.6%	6.4%		7.6%	6.8%	
Net (Gain) / Loss on Forex	34	5		163	(17)	
Interest & Finance Charges (Net)	46	13		72	61	
Depreciation & Amortization	45	29		116	79	
Tax	102	83		249	212	
Profit After Tax	217	100	116%	420	300	40%
PAT margin	3.7%	2.8%		3.1%	3.2%	

- Company's operations on a decentralized manner, going closer to customer in places where projects are executed is for strategic objective of improving client satisfaction and EBITDA margin.
- Cost of operations in International Business is well under control despite company's investment in certain new geographies.
- Forex impact largely on account of translation losses pertaining to assets / liabilities.

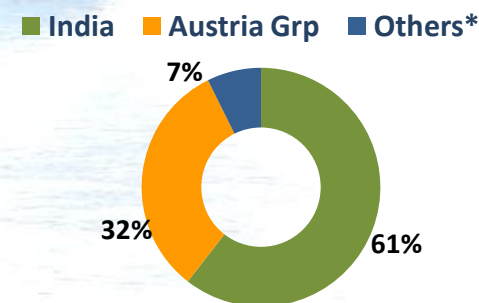
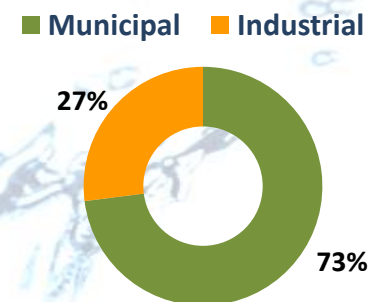
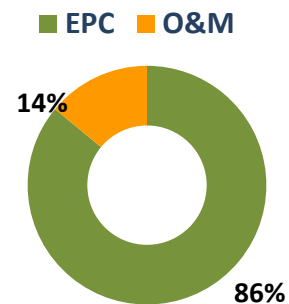
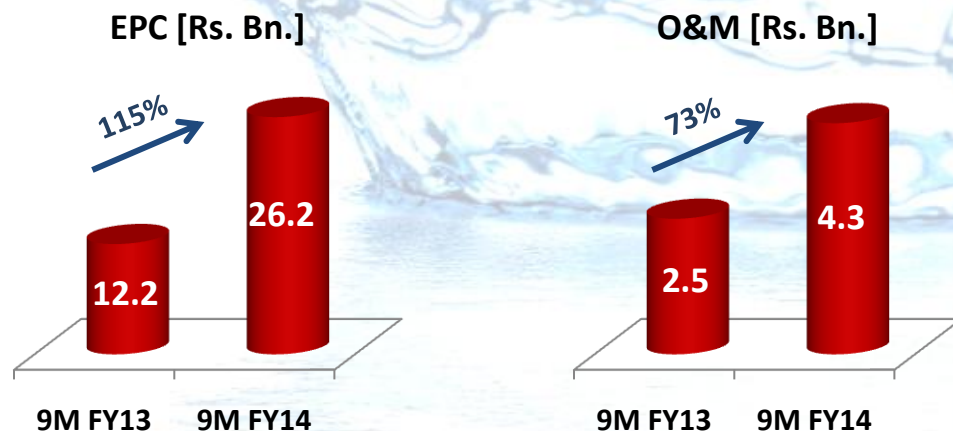
RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q3 FY 14	Q3 FY 13	YoY %	9M FY14	9M FY13	YoY%
Income	2,891	2,251	28%	6,215	5,418	15%
Other Operating Income	21	6		53	12	
Cost of Sales	2,296	1,776		4,618	4,174	
Total Cost of Operations(TCO)	342	225		924	699	
EBITDA	274	257	7%	726	557	30%
EBITDA margin	9.5%	11.4%		11.7%	10.3%	
Net (Gain) / Loss on Forex	3	(5)		91	(60)	
Interest & Finance Charges (Net)	6	(8)		(10)	(9)	
Depreciation & Amortization	20	18		54	47	
Tax	82	82		196	187	
Profit After Tax	165	169	-3%	395	391	1%
PAT margin	5.7%	7.5%		6.4%	7.2%	

- Significant part of Indian Resources are used for projects in geographies such as Africa, South East Asia & Middle East.
- Part of strategy to diversify in High Potential Growing Economies with utilization of Low Cost Indian Resources.
- As revenue of these geographies will not be reflected in India Standalone, it will therefore be more meaningful to understand Wabag on a consolidated basis.

Order Inflow Composition – 9M FY14

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	12,487	3,541	2,073	339	18,440
Wabag Overseas	6,485	3,700	1,285	565	12,035
Total	18,972	7,241	3,358	904	30,475



* Includes Oman, Muscat & Philippines

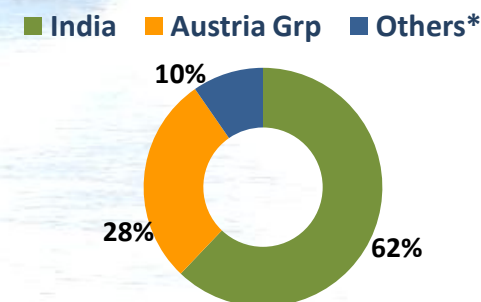
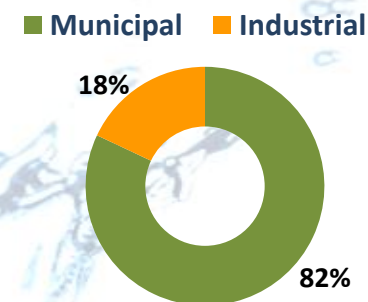
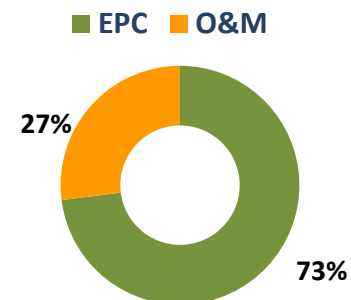
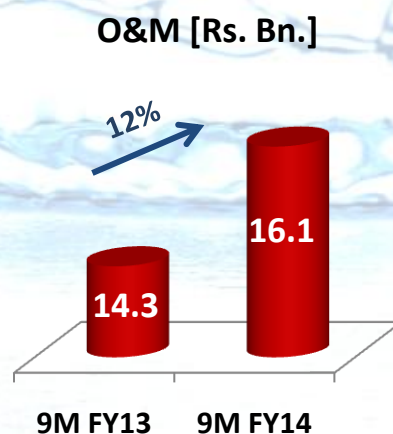
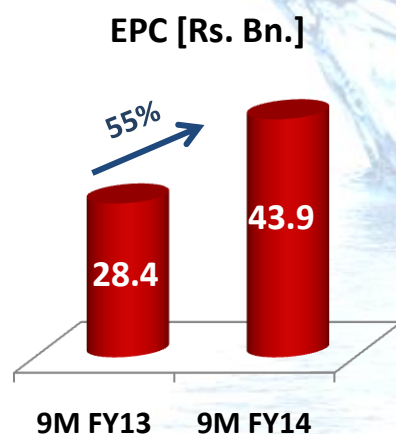
Key Orders received – 9M FY14

Project	Particulars	Amount [Rs. Mn]
Orissa Water Supply & Sewage Board, Orissa	STPs aggregating to 100 MLD	3,250
Reliance Industries, Jamnagar	Industrial ETP & TTP	2,950
Bangalore Water Supply & Sewage Board, Bangalore	90 MLD WWTP	2,500
DAWASA, Tanzania	130 MLD WTP	2,450
Melamchi Water Supply Project, Nepal	85 MLD WTP, with scope for expansion up to 510 MLD at a later stage	2,433
Manila Water Company, Philippines	100 MLD Ilugin STP	1,480
Izmir, Turkey	360 MLD Drinking WTP	1,468
Madinaty,, Egypt	40 MLD, WWTP	1,320
WTP, Aurangabad	192 MLD WTP for Aurangabad Municipal Corporation	1,350
GECOL, Libya	Demineralization & Electro Chlorination Plants	1,195
Chennai Metropolitan Water Supply & Sewage Board	Pumping station & pipeline works for water supply & sewerage scheme	1,148

Increase in Average Ticket Size of projects from Rs. 108 crs in FY 11 to Rs. 183 crs in the current year

Order Book Composition

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	16,934	6,429	12,629	1,258	37,250
Wabag Overseas	17,928	2,583	1,652	569	22,732
Framework Contracts					11,690
Total	34,862	9,012	14,281	1,827	71,672



* Includes Oman, Muscat & Philippines

Order Book of Rs. 60 Bn & Framework Contracts of Rs. 12 Bn

Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
▪ Nemmeli, Chennai - 100 MLD Desalination O&M	5,000
▪ Ulhasnagar, Mumbai - 195 MLD WTP with O&M for 30 yrs	3,310
▪ OWSSB, Orissa - 100 MLD STP	3,198
▪ Al Ghubrah, Oman - 191MLD SWRO	2,742
▪ BWSSB, Belangur, Bangalore 90 MLD WWTP	2,500
▪ DAWASA, Tanzania – 130 MLD WTP	2,450
▪ Nepal - 85 MLD WTP	2,296
▪ Izmir, Turkey – 360 MLD Drinking WTP	1,442
▪ Ilugin, Manila Water Company, Phillipines–100 MLD STP	1,405
▪ Dambulla, Sri Lanka - WTP	1,345
▪ BWSSB, K&C Valley, Bangalore – WWTP	1,317
▪ Madinaty, Egypt – 40 MLD WWTP	1,262

Key Framework Contracts *

- Libya STP of Rs. 7,660 mn
- Tobruk, Libya Desal of Rs. 1,480 mn
- Reinach, Switzerland of Rs. 60 mn
- El Raswa, Egypt WTP of Rs. 590 mn
- Suez, Egypt , WTP of Rs. 490 mn
- Gaziantep, Turkey WWTP O&M Rs. 230 mn
- Gafsa, Tunisia WTP of Rs. 480 mn
- Al Kharj, Saudi Arabia Rs. 500 mn
- Hallwilersee, Switzerland Rs. 150 mn

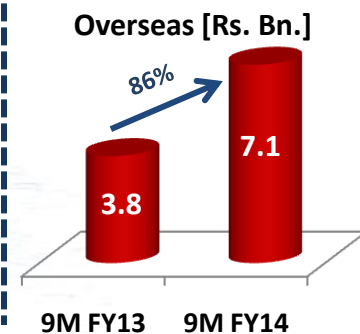
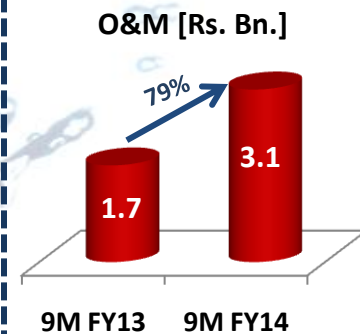
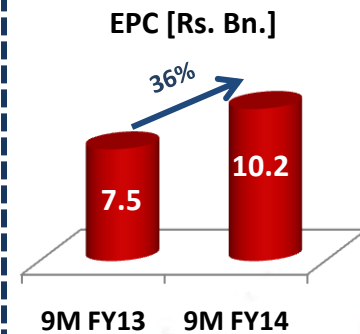
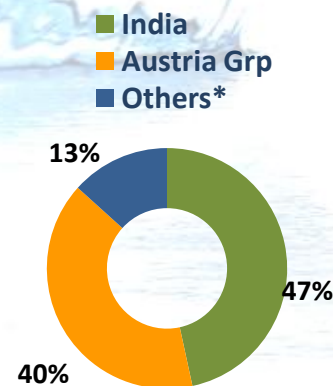
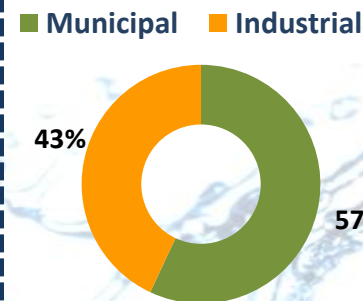
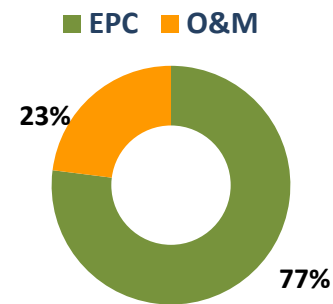
** Contracts wherein Advance Monies/ LC awaited, hence not taken in Order Book*

Revenue Breakup

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	2,568	2,762	426	459	6,215
Wabag Overseas	2,916	1,992	1,645	567	7,120
Total	5,484	4,754	2,071	1,026	13,335

Key Projects contributing to Revenue

Key Projects contributing to Revenue	Revenue recognized [Rs Mn]
▪ Al Ghubrah, Oman - 191MLD SWRO	1,536
▪ BWSSB, K&C Valley, Bangalore – WWTP	641
▪ Dambulla, Sri Lanka - WTP	576
▪ Petrobrazi , Romania	548
▪ RIL, Dahej – ETP	463
▪ Madinah STP, Egypt	420
▪ Punj Lloyd Desalination Plant, Qatar	393
▪ Tehran, STP	383
▪ Adana O&M, Turkey	367
▪ KMDA, Madyamgram	334



* Includes Oman, Muscat & Philippines



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