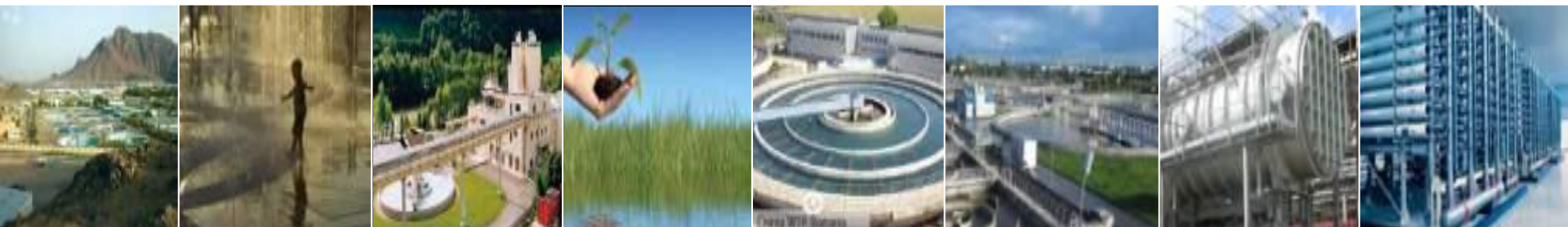




VA TECH WABAG

H1 FY 13 Results Update



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Key Highlights of H1 FY 13

- Revenue of Rs. 5,793 million, YoY growth of 21%
- EBITDA of Rs. 424.6 million, YoY growth of 129%
- Net Profit of Rs. 199.3 million, YoY growth of 625%
- Order Book of over Rs. 40 billion and Framework Contracts of Rs. 7.5 billion



Waste water treatment plant, Turkey

A Unique Global Water Player ...

RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q2 FY 13	Q2 FY 12	YoY %	H1 FY 13	H1 FY 12	YoY %	FY 12
Income	3,483	2,682	30%	5,793	4,796	21%	14,435
Cost of Sales	2,483	1,887	32%	4,002	3,337	20%	10,422
Total Cost of Operations(TCO)	680	633	7%	1,367	1,273	7%	2,713
EBITDA	321	162	98%	425	186	129%	1,300
EBITDA margin	9.2%	6.0%		7.3%	3.9%		9.0%
Interest & Finance Charges (Net)	27	37	-27%	48	48	0%	104
Depreciation & Amortization	26	23	13%	50	46	9%	86
Tax	95	35	171%	129	68	90%	379
Profit After Tax	177	69	156%	199	28	625%	737
PAT margin	5.1%	2.6%		3.4%	0.6%		5.1%

Consistent Growth ...

RESULTS OVERVIEW – Standalone: Profit and Loss

Rs. Millions	Q2 FY 13	Q2 FY 12	YoY %	H1 FY 13	H1 FY 12	YoY %	FY 12
Income	2,180	1,690	29%	3,227	2,970	9%	10,035
Cost of Sales	1,657	1,327	25%	2,398	2,349	2%	7,910
Total Cost of Operations(TCO)	250	247	1%	474	434	9%	970
EBITDA	273	116	134%	355	187	90%	1,155
EBITDA margin	12.5%	6.9%		11.0%	6.3%		11.5%
Interest & Finance Charges (Net)	-1	-1	0%	-1	-17	-94%	-3
Depreciation & Amortization	15	14	7%	29	27	7%	57
Tax	83	33	152%	105	57	84%	349
Profit After Tax	176	71	148%	222	121	83%	751
PAT margin	8.1%	4.2%		6.9%	4.1%		7.5%

... Advantage Wabag : Indian Cost Arbitrage

RESULTS OVERVIEW – Balance Sheet

Rs. Millions	Sep '12	Mar '12	Sep '12	Mar '12
	Consolidated		Standalone	
Net Worth	6,603	6,420	4,890	4,663
Minority Interest	9	10	-	-
Non-Current Liabilities	984	780	760	546
Trade Payables	5,225	6,576	3,867	5,117
Other Current Liabilities *	3,148	3,954	1,585	2,398
Total Liabilities	15,969	17,740	11,102	12,724
Fixed Assets	714	688	590	567
Other Non-Current Assets **	1,634	980	1,628	1,065
Trade Receivables	8,870	10,926	6,277	7,924
Cash & Bank Balances	2,392	3,383	990	1,837
Other Current Assets	2,359	1,763	1,617	1,331
Total Assets	15,969	17,740	11,102	12,724

* Includes Short term Borrowings and Trade Payables ; ** Includes Trade Receivables and Loans & Advances

Attractively Asset Light Business Model ...

RESULTS OVERVIEW – Working Capital Highlights

Rs. Millions	Sep '12	Mar '12
Inventories	588	499
Trade Receivables	8,870	10,926
Loans and Advances	1,019	833
Other Current Assets	752	432
<i>Total Current Assets (A)</i>	11,229	12,690
Short-term borrowings	798	1,244
Trade Payables	5,225	6,576
Other Current Liabilities and Provisions	2,350	2,710
<i>Total Current Liabilities (B)</i>	8,373	10,530
Net Working Capital (NWC) (A-B)	2,856	2,160
Net Working Capital (No. of Days*)	67.6	54.6

* Based on Trailing Twelve month

- **Cash and Bank Balances of Rs. 3,444 mn (Rs. 3,983 mn in Mar 12).**
 - **Includes Fixed Deposit with maturity > 1 year of Rs. 1,052 mn (Rs. 600 mn in Mar 12 forming part of Non Current Assets)**

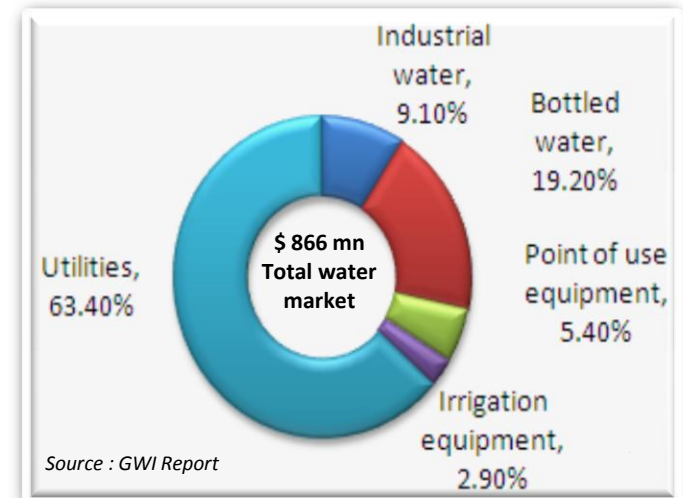
Rapidly scalable and demands low Working Capital ...

Wabag's presence in Key International Geographies

Romania, one of the fastest growing market

- Renewable water resource in the range of 212 km³/yr
 - 99% Surface water , Less than 1% Groundwater
- Sectoral water use
 - Agricultural – 57%, Industrial – 34%, Municipal – 9%
- Government focus on the sector
 - To promote decentralization of public service provision, increasing the accountability of local authorities with regards to the quality of the service
 - To promote market competition as a mechanism for water and sanitation provision, reducing the monopoly
 - To promote private participation in water of operators and sanitation sector
- One of the key international market for Wabag

Globally respected brand for over nine decades ...



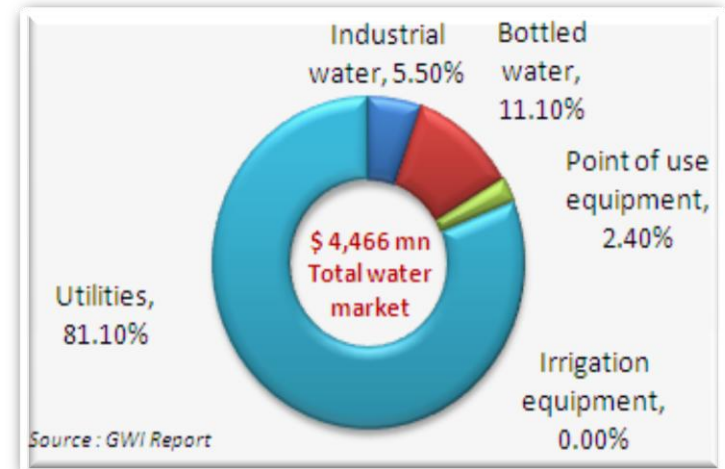
Chirita WTP, Romania

Wabag's presence in Key International Geographies

Switzerland, High end technology market

- Renewable water resource in the range of 56 km³/yr
 - Surface water contributes 30% to drinking water supply
 - Ground and spring water contributes 70%
- Technology driven market
 - High technology multi barrier systems for drinking water treatment using ozone, granular activated carbon filters, PES and ceramic type membranes
 - Advanced oxidation processes combined with direct activated carbon powder application onto membranes for the removal of micro-pollutants
 - Wabag focuses on the technology driven market for advanced water- and waste water treatment in which we are the clear market leader
- Wabag holds more than 70 % market share of the high end technology market where the quality standards are of the highest grade

A Pure play Water Technology Company ...

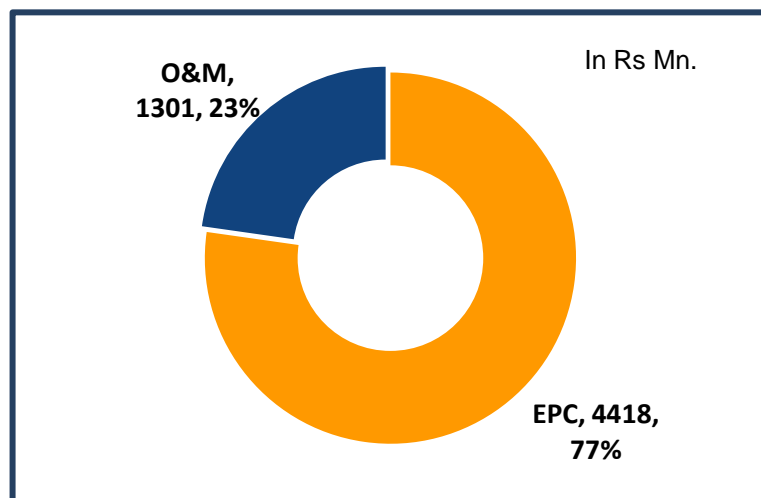


Echallens WWTP, Switzerland

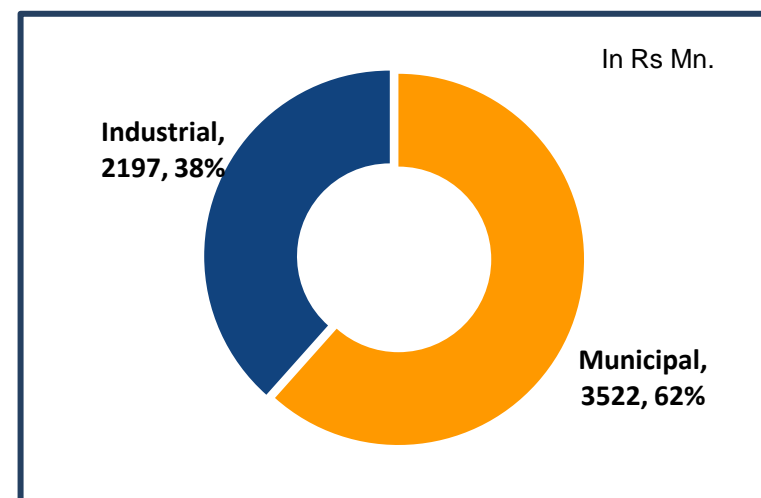
Revenue breakup – H1 FY 2013

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	1,383	1,351	235	197	3,166
Wabag Overseas	1,287	397	617	252	2,553
Total	2,670	1,748	852	449	5,719

EPC vs O&M



Municipal vs Industrial



Revenue contribution – H1 FY 2013

Key Projects	Revenue recognized [Rs Mn]
Dambulla Municipality Project	521
Majis Industrial Services	428
APGENCO Rayalaseema Project	309
RIL Dahej - ETP	283
Nemmeli Desalination Project	274



DPL Coke Oven Project, West Bengal

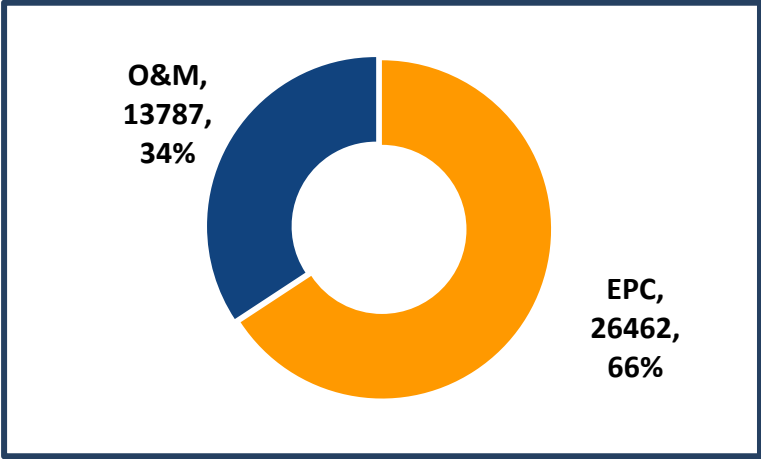


IOCL Paradip Project, Orissa

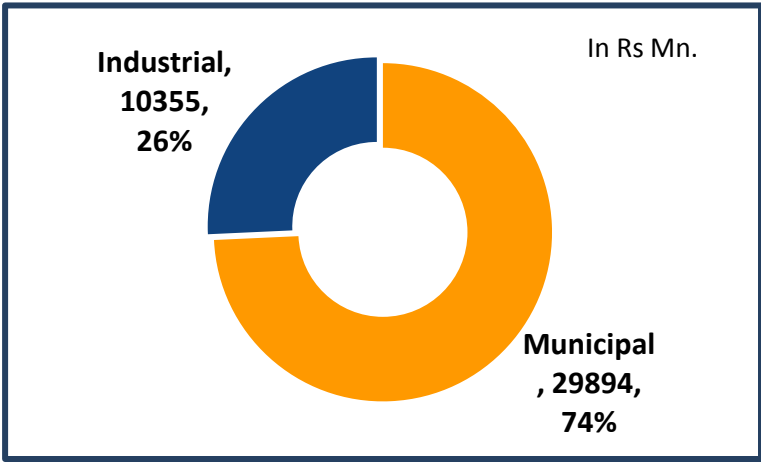
Current Order Backlog

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	7,504	7,519	11,019	823	26,865
Wabag Overseas	10,063	1,376	1,308	637	13,384
Total	17,567	8,895	12,327	1,460	40,249

EPC vs O&M



Municipal vs Industrial



Order Backlog of Rs. 40.25 bn & Framework Contracts of Rs. 7.51 bn

Key contracts in Orderbook

- Nemmeli Desalination Project, Chennai: Rs. 5.8 bn
- Reliance ETP Project : Rs. 2.7 bn
- Water Treatment Plant & distribution system, SriLanka : Rs. 2 bn
- APGENCO for Kakatiya and Rayalaseema BoP : Rs.2.2 bn
- 195 MLD WTP for Ulhasnagar Municipal Corporation with O&M for 30 years . EPC Rs.1 bn and O&M Rs. 2.3 bn **.
- Delhi Jal Board : Rs. 3.7 bn
- Madinah STP, Saudi Arabia : Rs. 1 bn

**Fresh Order Intake of over Rs. 8.6 billion
in current financial year**

Key framework contracts *

- 192 MLD WTP for Aurangabad Municipal Corporation with 17 years O&M EPC Rs. 550 mn and Rs. 720 mn for O&M – Shareholders Agreement signed.
- Libya Order – EUR 90 mn #

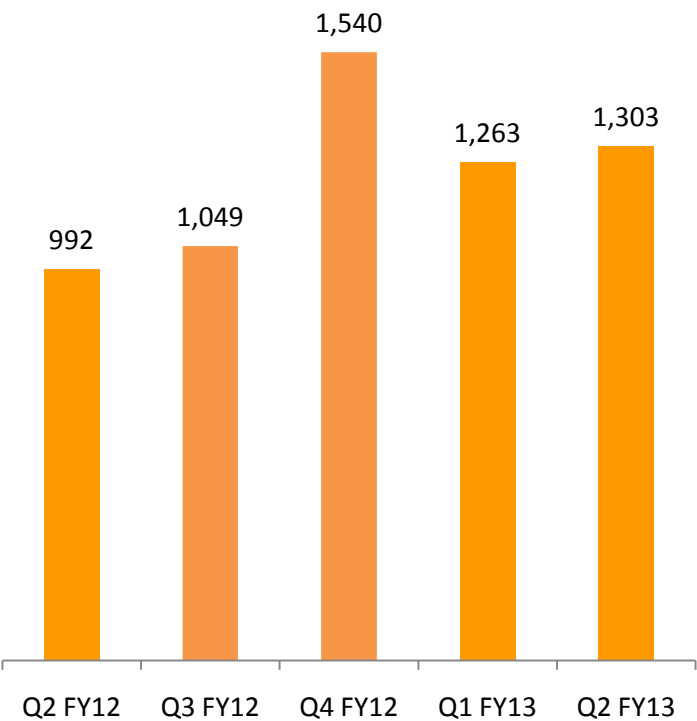
** Contracts wherein Advance Monies/LC awaited, hence not taken in Order Book*

*** This excludes Power component which will be a pass through*

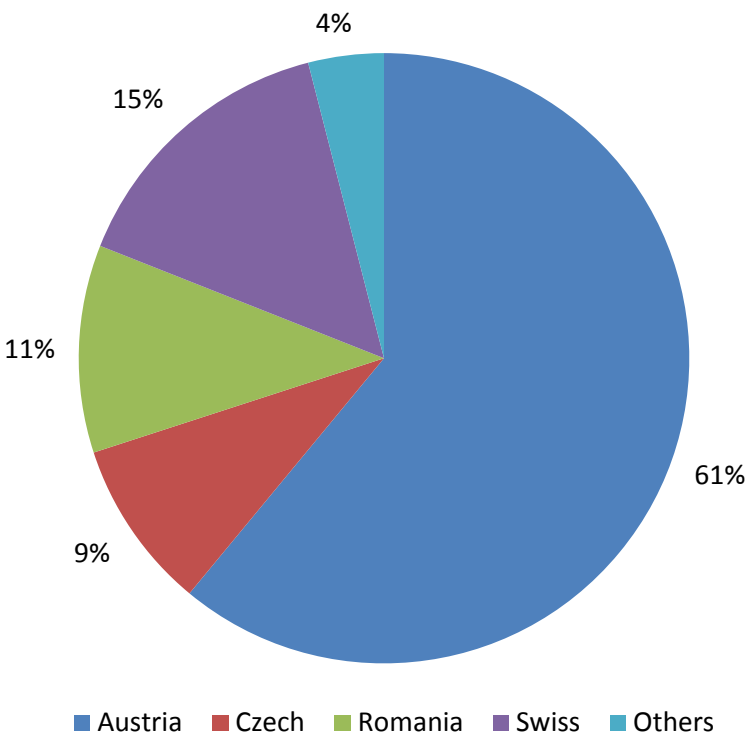
Wabag has received a new firm order for the supply of spare parts for the sea water desalination plant in Benghazi for a contract value of 200,000 Euro.

Consistent Growth in Overseas Business

Revenue Growth



Overseas Order Backlog Of Rs 13.8 bn



Established presence in fastest growing international markets

Nemmeli Desalination Project, Chennai – Status



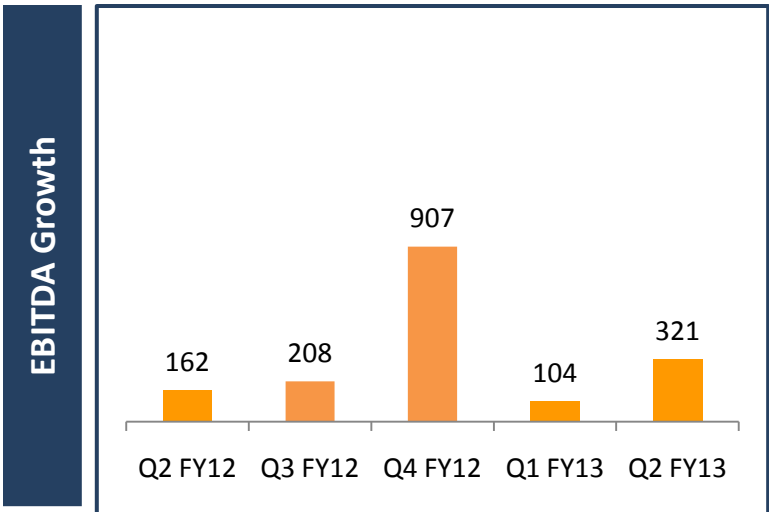
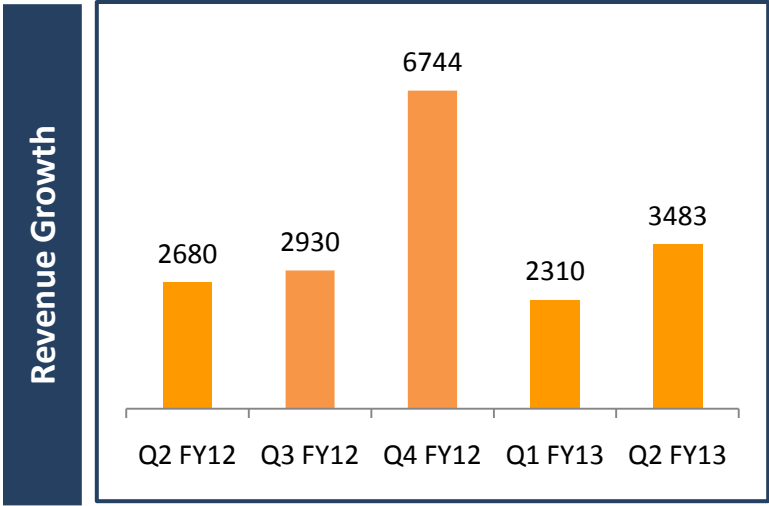
PROJECT HIGHLIGHTS

- Project was awarded by Chennai Metropolitan Water Supply and Sewerage Board on Design Build and Operate (DBO) basis, was inaugurated on February 23, 2010
- Total Costs for the Project is Rs. 10.84 bn, of which Rs. 5 bn pertains to O&M for 7 years

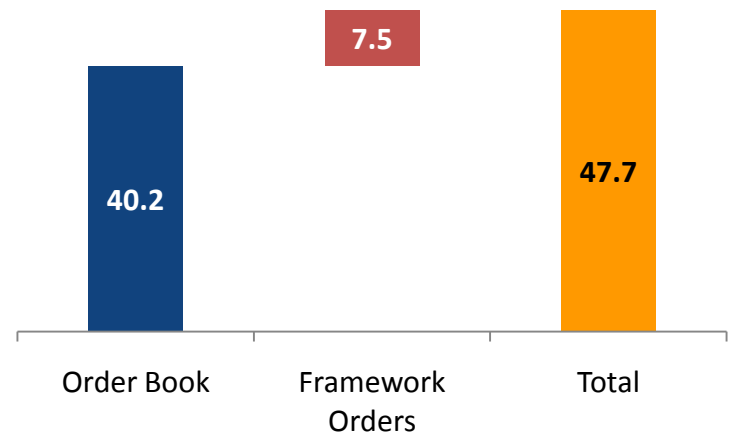
STATUS UPDATE

- Trial run for the project has commenced
- Project Commissioning in December
- O&M to commence during Q4 FY2013

Consolidated Revenue & Earning Build-up



Current Order backlog incl. Framework Contracts



Maintain the Revenue Guidance for FY13

Rs. 16.5 bn to 17.0 bn

Growth of 15% to 18% y-o-y



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