



sustainable solutions. for a better life.

VA TECH WABAG LTD.

RESULT UPDATE PRESENTATION

Q1 FY 2019 - 20

DRIVING **SUSTAINABILITY**
DELIVERING **VALUE**

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Key Highlights Q1 FY 19 - 20

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Quarterly Performance

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Order Book Analysis

Business Overview



**Refinery and Petrochemical Integrated Development Project (RAPID),
Pengerang, Johor, Malaysia**

Key Highlights Q1 FY 20

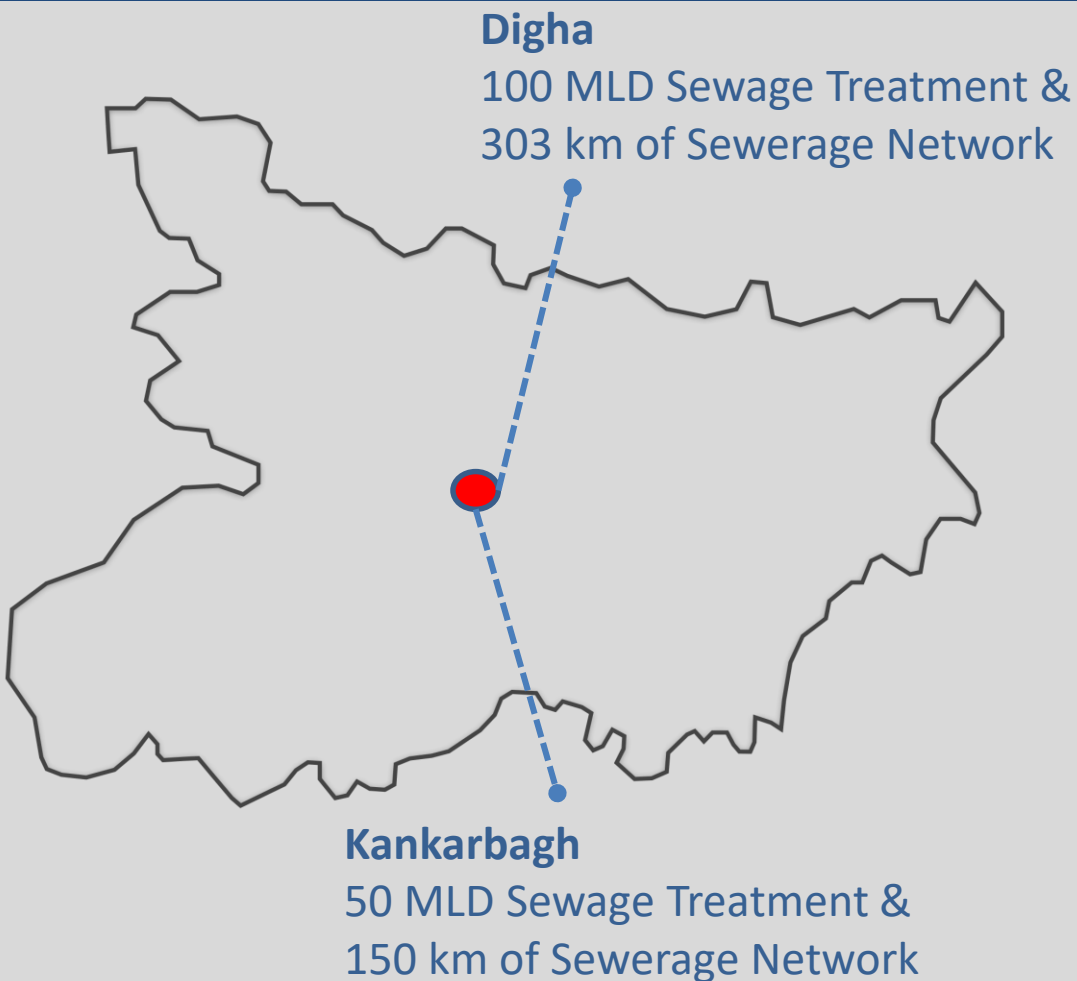


- **Standalone Revenue of INR 3,240 Mn; EBITDA of INR 463 Mn**
- **Consolidated Revenue of INR 4,565 Mn; EBITDA of INR 375 Mn**
- **Order Intake of over INR 27 Bn**
- **Order Book over INR 117 Bn**
including framework orders



**Duong River Water Treatment Plant,
Hanoi, Vietnam**

Continuing our success with Namami Gange

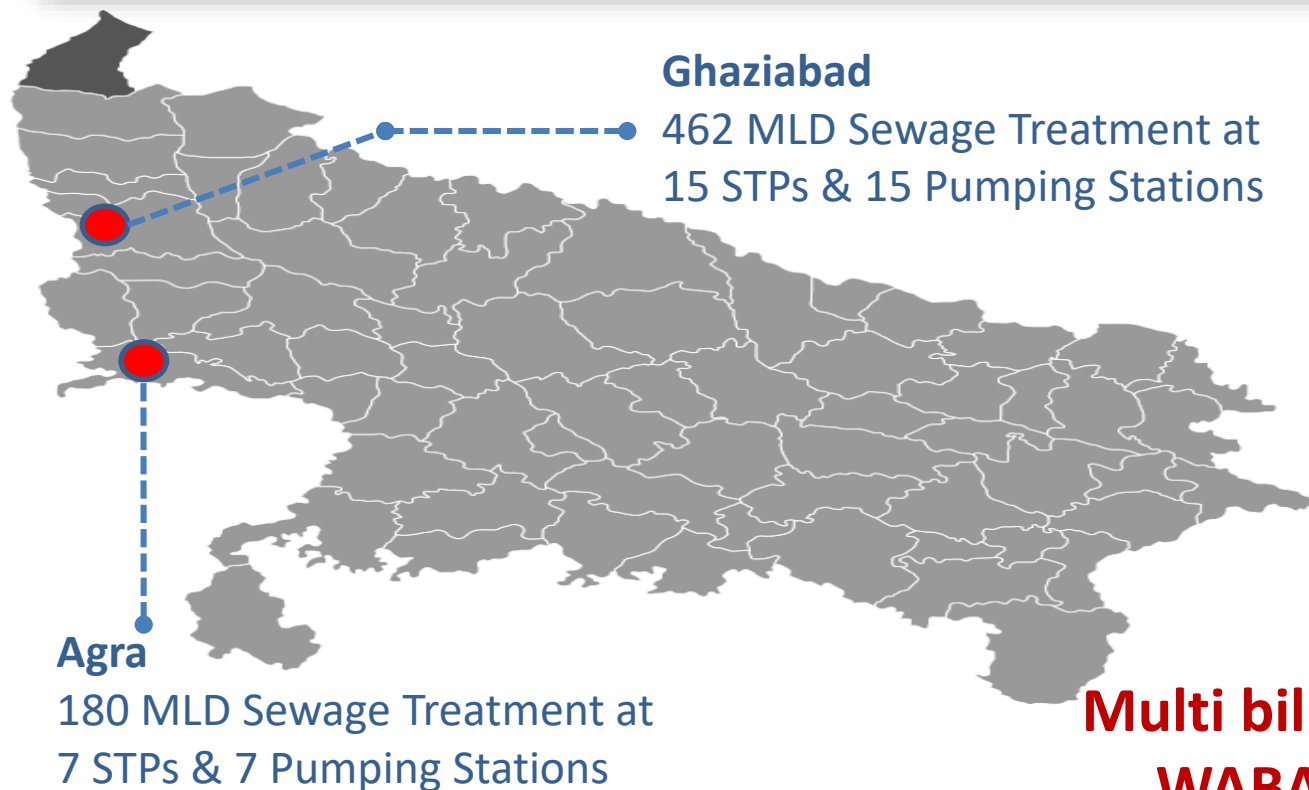


HIGHLIGHTS OF THE ORDER

- **WABAG's largest order** under Namami Gange Mission
- **INR 1187 Crore** order – INR 247 Crore for Sewage treatment on HAM model and INR 940 Crore for sewerage network on DBO model
- **WABAG will cumulatively treat over 130 crore liters** of sewage every day along the entire stretch of River Ganga
- **Cumulative value of orders** entrusted to WABAG under **Clean Ganga Mission**: Over INR 3000 Crore

With this success, 4 out of 6 sewerage zones are entrusted to WABAG in Patna, one of the most populous cities along River Ganga

Wabag secures one-city, one-operator contracts in Uttar Pradesh worth Rs 1,477 crore



**Multi billion dollar market for
WABAG with more cities
expected to replicate the
One City, One Operator Model**

Quarterly Performance



RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q1 FY 20	Q1 FY 19	YOY %
Revenue from Operations	3,240	3,402	(4.8%)
Cost of Sales	2,198	2,497	
Total Cost of Operations (TCO)	579	612	
EBITDA	463	294	57.3%
<i>EBITDA margin</i>	14.3%	8.6%	
Net Finance Cost	174	85	
Depreciation & Amortization	17	22	
Tax	73	66	
Profit After Tax	199	121	64.2%
<i>PAT margin</i>	6.1%	3.6%	

- Revenue de-growth on account of new projects in startup phase and expected to pickup in coming quarters
- Higher EBITDA margin on account of margin expansion in existing projects and also new projects in engineering phase
- Increase in net finance cost mainly driven by higher WCDL borrowing as mandated by banking regulations; higher BG & LC charges due to new projects

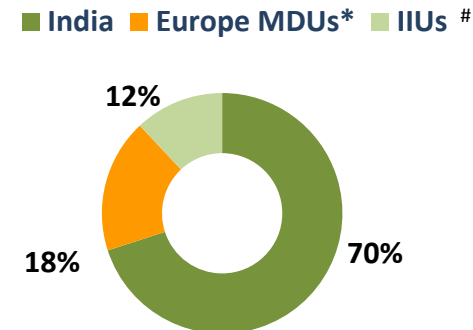
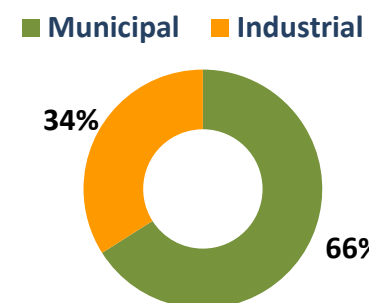
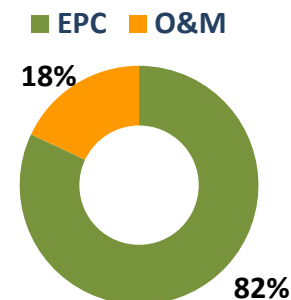
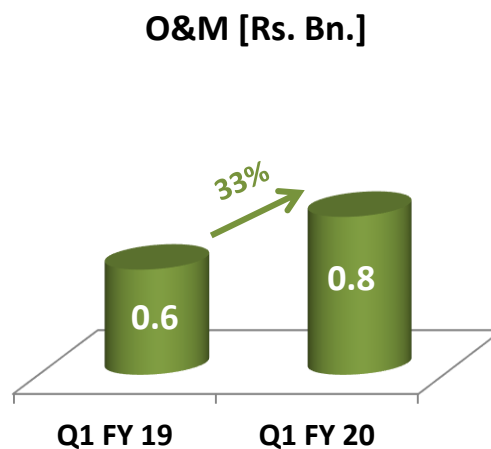
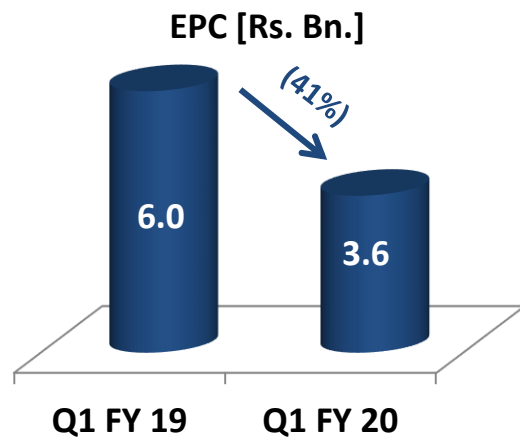
RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q1 FY 20	Q1 FY 19	YOY %
Revenue from operations	4,565	6,879	(33.6%)
Cost of Sales	3,266	5,151	
Total Cost of Operations (TCO)	924	1,316	
EBITDA	375	412	(9.0%)
<i>EBITDA margin</i>	8.2%	6.0%	
Net Finance Cost	260	142	
Depreciation & Amortization	35	43	
Tax	85	101	
Share of Profits from Associates / MI (<i>Net</i>)	31	4	
Profit After Tax (Owners)	26	130	(79.7%)
<i>PAT margin</i>	0.6%	1.9%	

- Revenue de-growth driven by key overseas projects (AMAS and RAPID) completed, subdued Europe performance and new projects in startup phase
- TCO under control driven by cost control measures across the Group, mainly in Europe

Revenue Breakup – Q1 FY 20

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	1,692	1,014	338	57	3,101
Wabag Overseas	598	317	278	134	1,327
Total	2,290	1,331	616	191	4,428



Key Projects Contributing to Revenue – Q1 FY 20

Project Details	Revenue recognized [Rs. Mn]
▪ Koyambedu, Chennai – TTP	464
▪ HMEL, Bathinda – ETP & RWTP	366
▪ Dangote, Nigeria - ETP & RWTP	325
▪ Polghawela, Sri Lanka – WTP	294
▪ MRPL, Karnataka – Desal	282
▪ K&C Valley, Bengaluru – STP	151
▪ Petronas RAPID, Malaysia – ETP	125
▪ South Doha, Qatar – STP	105
▪ Rithala, Delhi - STP	87
▪ Barmer, Rajasthan – Integrated Water Supply Project	87

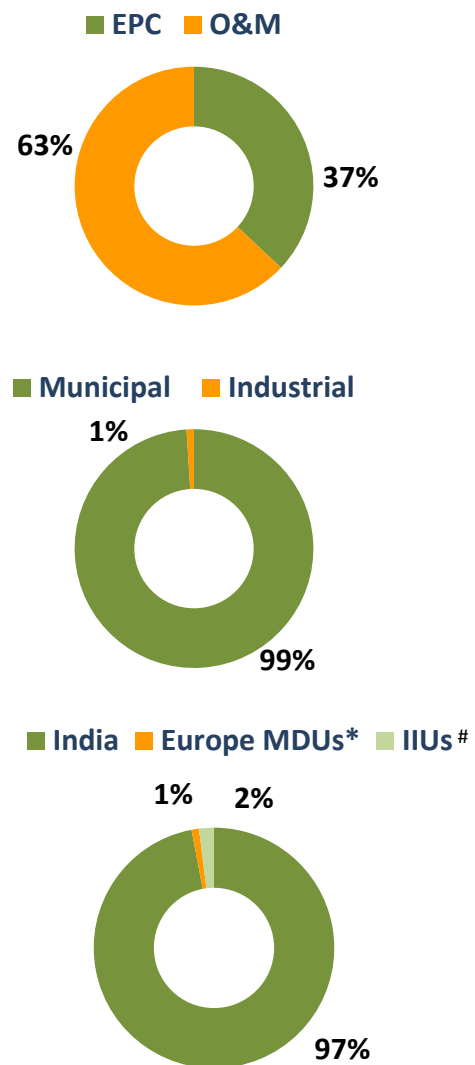
Order Book Analysis



Order Intake Breakup

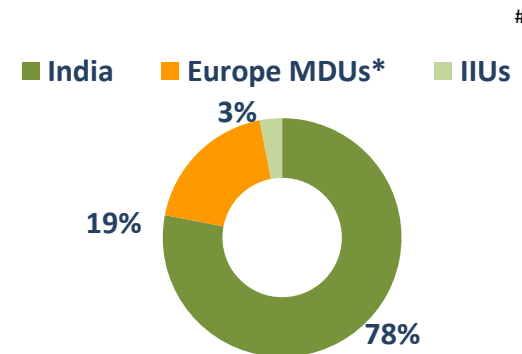
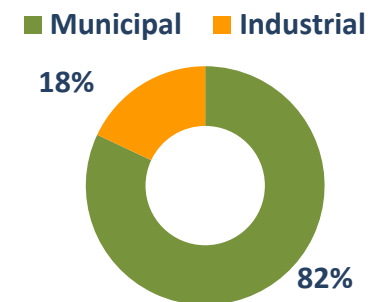
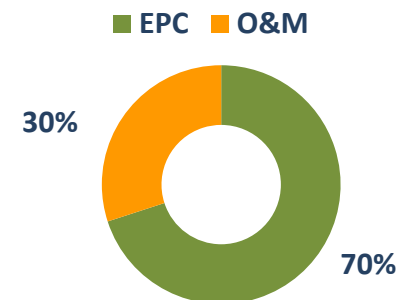
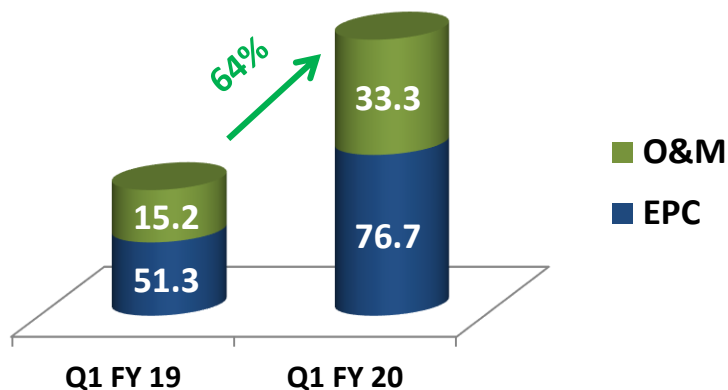
Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	10,225	-	16,862	9	27,096
Wabag Overseas	52	60	695	78	885
Total	10,277	60	17,557	87	27,891

Key Orders Received	Order Value (Rs. Mn.)
BUIDCO, Digha & Kankarbagh – STP & Network [Namami Gange]	11,878
UPJN, O&M of Agra & Ghaziabad	14,776



Order Book Composition

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	25,715	14,629	25,811	1,931	68,086
NMCG (SPVs)					
- EPC	7,947	-	1,453	-	9,400
- HAM	5,959	-	2,268	-	8,227
Wabag Overseas	19,499	2,953	1,544	315	24,311
Framework Contracts					6,996
Total	59,120	17,582	31,076	2,246	117,020



Order Book of Rs. 110 Bn & Framework Contracts of Rs. 6.9 Bn

Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
▪ BUIDCO, Digba & Kankarbagh – STP Network	11,878
▪ UPJN, O&M of Agra & Ghaziabad	14,776
▪ Expansion SWTP 9, Jubail, KSA – STP	8,171
▪ KMDA, Howrah – STP	5,748
▪ 50 MLD Zarat, Tunisia – Desal	5,188
▪ South Doha, Qatar – STP	5,023
▪ MRPL, Karnataka – Desal	4,006
▪ Dangote, Nigeria – ETP & RWTP	3,841
▪ JAJMAU, Kanpur – CETP	4,636
▪ Polgahwela, Srilanka – WTP	3,228

Key Framework Contracts *

- Libya STP of Rs. 6,114 Mn
- Koye Fatche, Ethiopia of Rs. 882 Mn

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

Guidance for FY 20

Revenue : INR 34 Bn – INR 37 Bn & Order Intake : INR 50 Bn – INR 54 Bn



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