



sustainable solutions. for a better life.

## VA TECH WABAG LTD

Results Update Presentation

Q1 FY 2021 - 22



ENRICHING

**LIVES**

ENGINEERING

**GROWTH**

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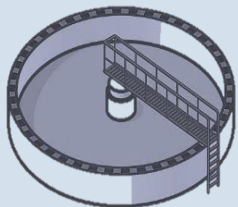
# Complete Water Treatment Solution Provider...

- ✓ Provides a complete range of Water and Waste Water Treatment solutions
- ✓ Offering spanning across Municipal Drinking Water, Municipal Sewage, Industrial Water, Industrial Effluents, Desalination and Recycle
- ✓ Technology focused company - Owns more than 90 IP rights
- ✓ R&D centers located in India, Austria and Switzerland
- ✓ Indian Multinational player in the water treatment industry
- ✓ Strong execution track record - More than 1400 plants since 1995
- ✓ Professionally managed Company with Promoters having an average of 30 years work experience in the industry

# Range of Solutions offered in Water Space

## Sewage Water Treatment

- Activated Sludge Process
- Sequential Batch Reactors
- Membrane Bed Bio Reactor
- Upflow Anaerobic Sludge Blanket Reactor
- Bio Active Fixed Film Technology
- Submerged Membrane System
- Stabilization Pond



## Drinking Water Treatment

- Aeration
- Sedimentation
- Filtration
- Disinfection
- Sludge Dewatering



## Industrial Water Treatment

- Raw water pre treatment
- Filtration Plants
- Nano / Ultra Filtration
- Softening Plants
- Thermal Desalination of sea water treatment
- Demineralization
- Tertiary Treatment System/ Effluent Recycling



## Industrial Wastewater Treatment

- Physico Chemical Treatment
- Neutralization and primary sedimentation and grit removal
- Biological anaerobic treatment
- Tertiary Treatment – activated carbon/ sand filtration, disinfection
- Zero Liquid Discharge



## Desalination

- Multi Stage Flash
- Multi-effect distillation
- Thermal Vapor Compression
- Mechanical Vapor Compression
- Compression
- Reverse Osmosis and Electro dialysis



## Recycling

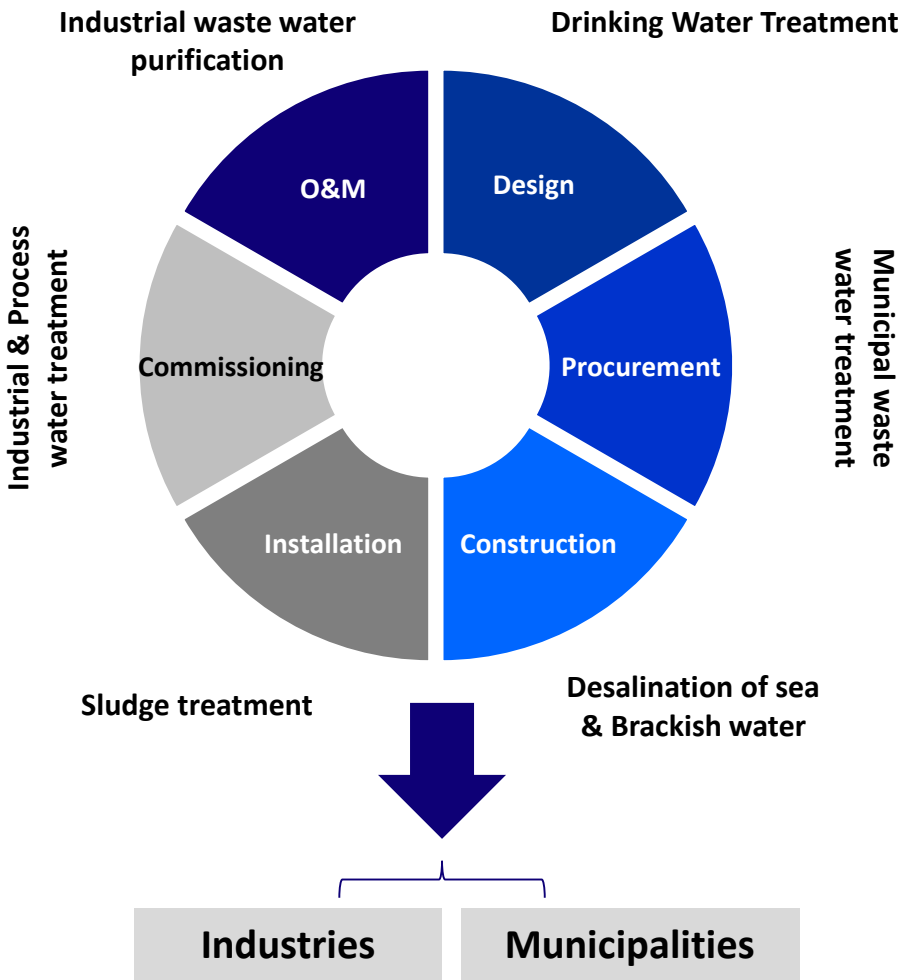
- Micro filtration
- Membrane Bio Reactors
- Ultra Filtration
- Reverse Osmosis
- Zero Liquid Discharge



# Complete Water Treatment Solution Provider...

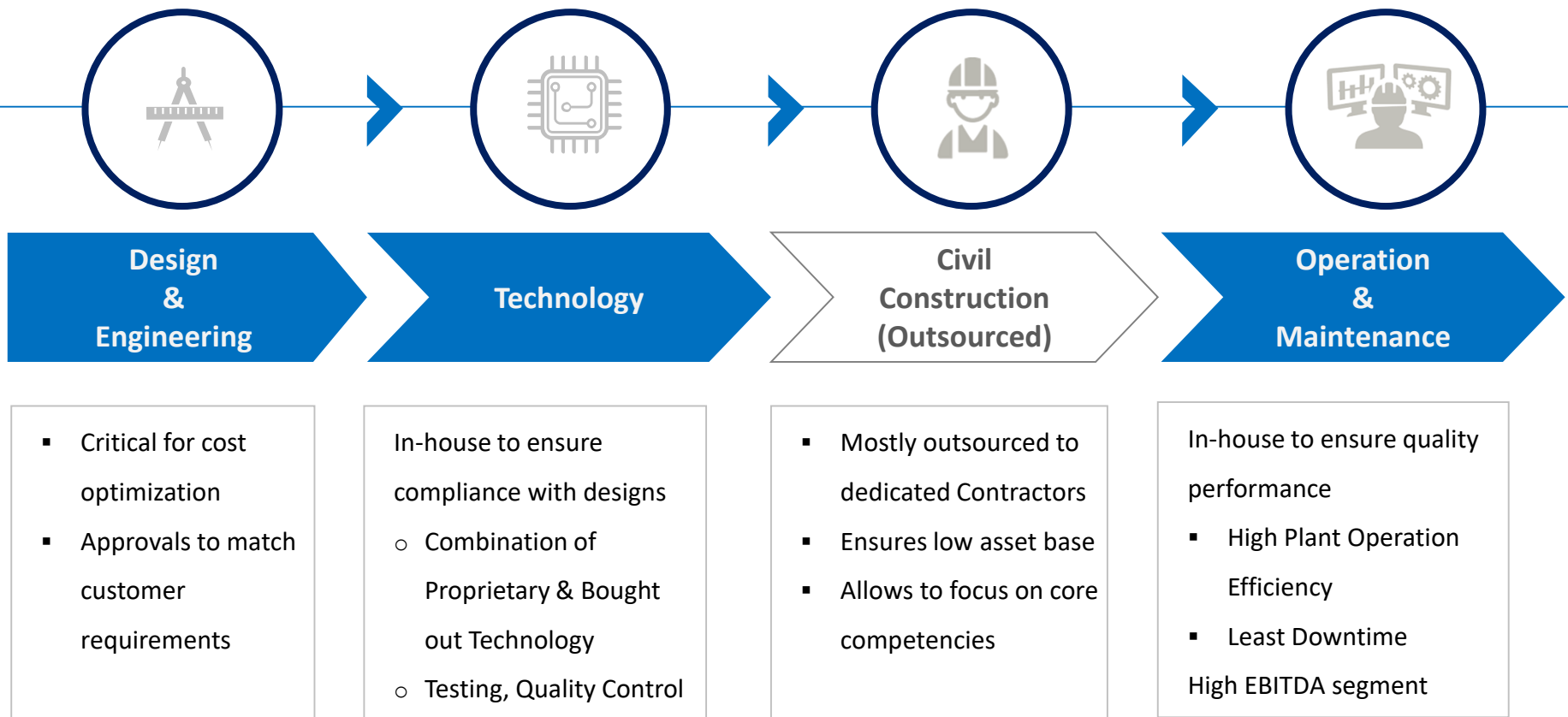
... With complete portfolio of Water Solutions with technological and operational expertise . .

... through various business/ delivery model



- Engineering, Procurement, Construction (EPC)
- Operation & Maintenance (O&M)
- Design Build Operate (DBO)
- Build Own Operate Transfer (BOOT)
- Hybrid Annuity Model (HAM)

# Asset light business model



Focus on 'Value-Added & High Margin' work processes; Limits investment in Asset Base

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Key Highlights Q1 FY 21 - 22

2

Quarterly Performance & Business Updates

3

Order Book Analysis



# Key Highlights Q1 FY 22





## Profitable Growth Continues...

- **Order Book of over Rs. 104 Bn**  
*including framework orders*
- **Order Intake of over Rs. 14 Bn**
- **Consolidated Revenue at Rs. 6.5 Bn**
- **Consolidated EBITDA at Rs. 401 Mn**
- **Consolidated PAT at Rs. 152 Mn**



*Tertiary Treatment Reverse Osmosis ('TTRO') Plant  
Koyambedu, Chennai, India*

# Quarterly Performance



# RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q1 FY 22	Q1 FY 21	YOY %
<b>Revenue from Operations</b>	<b>6,580</b>	<b>4,309</b>	<b>52.7%</b>
Cost of Sales	5,355	3,256	64.5%
Total Cost of Operations (TCO)	824	764	7.9%
<b>EBITDA</b>	<b>401</b>	<b>289</b>	<b>38.7%</b>
<b>EBITDA margin</b>	<b>6.1%</b>	<b>6.7%</b>	
Net Interest Cost	57	99	(42.8%)
Bank Charges	127	103	24.2%
Depreciation & Amortization	27	29	(8.0%)
Tax	57	23	146.5%
Share of Profits from Associates / MI (Net)	19	16	331.8%
<b>Profit After Tax (Owners)</b>	<b>152</b>	<b>51</b>	<b>200.0%</b>
<b>PAT margin</b>	<b>2.3%</b>	<b>1.2%</b>	

- YoY increase in Revenue is a factor of phase of projects under execution and the operations are at almost pre-COVID level
- Net Interest cost reduction driven by lower debt
- Bank charges driven by high order book & higher share of International orders

# RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q1 FY 22	Q1 FY 21	YOY %
<b>Revenue from Operations</b>	<b>4,696</b>	<b>2,817</b>	<b>66.7%</b>
Cost of Sales	3,960	2,136	85.4%
Total Cost of Operations (TCO)	472	440	7.2%
<b>EBITDA</b>	<b>264</b>	<b>241</b>	<b>9.5%</b>
<b><i>EBITDA margin</i></b>	<b>5.6%</b>	<b>8.5%</b>	
Net Interest Cost	57	85	(32.9%)
Dividend Income	51	-	~
Bank Charges	106	86	23.2%
Depreciation & Amortization	14	16	(8.3%)
Tax	34	13	147.8%
<b>Profit After Tax</b>	<b>104</b>	<b>41</b>	<b>155.0%</b>
<b><i>PAT margin</i></b>	<b>2.2%</b>	<b>1.4%</b>	

- Project under execution continue to progress well and activities are at pre-COVID levels
- Higher cost of sales driven by extended stay costs on few projects and increase in cost of metals and plastics
- Lower Net Interest cost due to lower debt levels YoY; bank charges driven by international order backlog



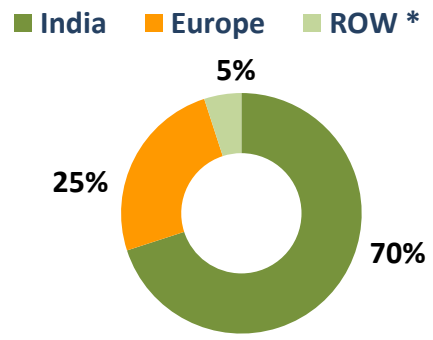
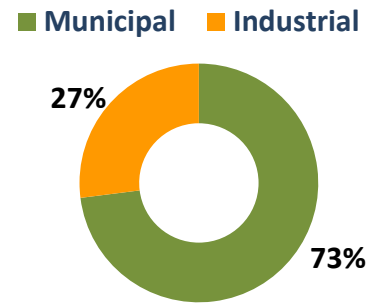
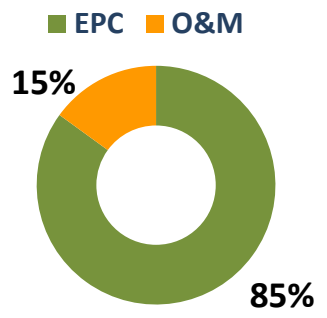
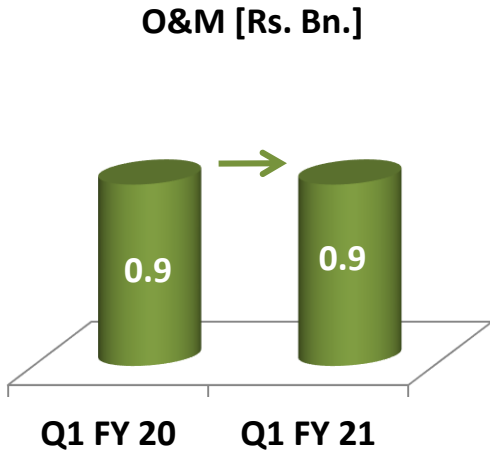
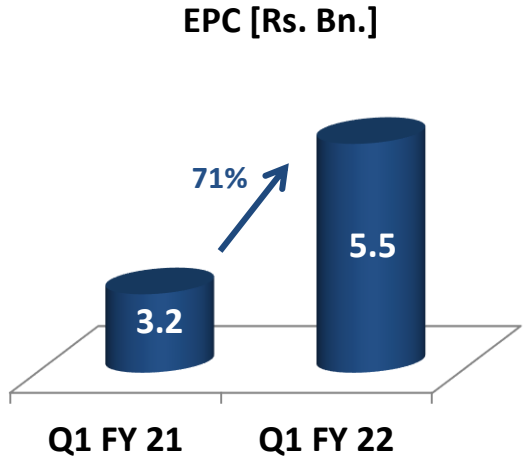
# Order Book Analysis



# Revenue Breakup – Q1 FY 22

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
<b>Wabag India #</b>	2,459	1,423	613	98	<b>4,593</b>
<b>Wabag Overseas</b>	1,461	207	250	7	<b>1,925</b>
<b>Total</b>	<b>3,920</b>	<b>1,630</b>	<b>863</b>	<b>105</b>	<b>6,518</b>

# Including HAM SPVs



\* Rest of the World

# Key Projects Contributing to Revenue – Q1 FY 22

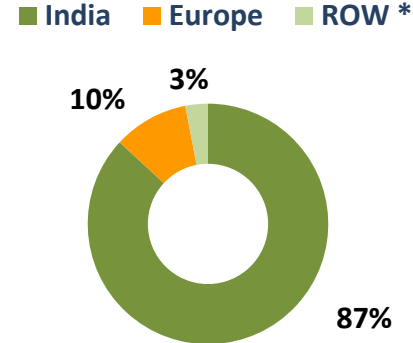
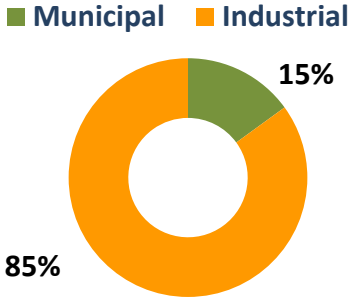
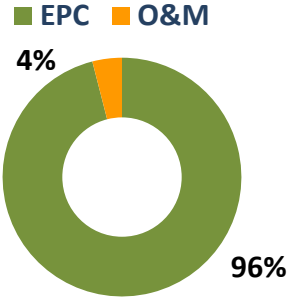
Project Details	Revenue recognized [Rs. Mn]
▪ Expansion SWTP 9, Jubail, KSA – STP	802
▪ Dangote, Nigeria - ETP & RWTP	552
▪ MRPL, Karnataka – Desal	538
▪ 50 MLD Zarat, Tunisia – Desal	416
▪ South Doha, Qatar – STP	335
▪ Jeddah Airport, KSA – STP	328
▪ UPJN, O&M of Agra & Ghaziabad	323
▪ Karmalichak, Bihar – Sewerage Network	246
▪ JAJMAU, Kanpur – CETP	196
▪ Polgahawela, Srilanka – WTP	161



# Order Intake Breakup

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
<b>Wabag India</b>	86	12,238	217	5	<b>12,546</b>
<b>Wabag Overseas</b>	1,494	21	343	45	<b>1,903</b>
<b>Total</b>	<b>1,579</b>	<b>12,259</b>	<b>560</b>	<b>50</b>	<b>14,448</b>

Key Orders Received	Order Value (Rs. Mn.)
AGCC, Russia - Integrated Treatment Facilities	12,213

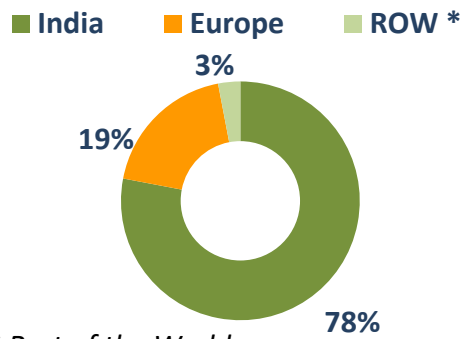
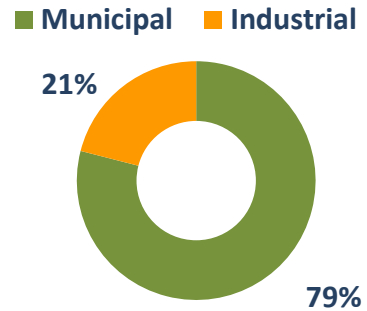
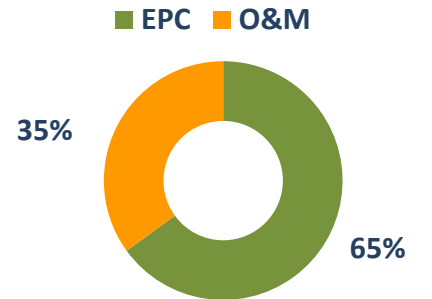
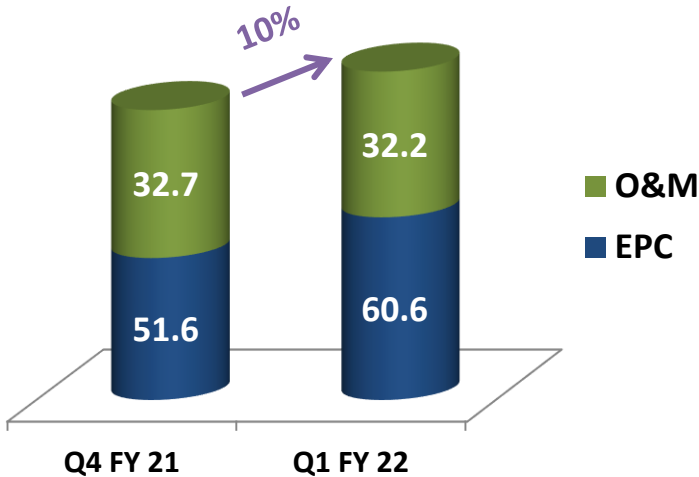


\* Rest of the World

# Order Book Composition

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
<b>Wabag India #</b>	25,635	17,005	28,210	1,348	<b>72,198</b>
<b>Wabag Overseas</b>	17,651	304	1,906	1,021	<b>20,882</b>
<b>Framework Contracts</b>					<b>11,426</b>
<b>Total</b>	<b>43,286</b>	<b>17,309</b>	<b>30,116</b>	<b>2,369</b>	<b>104,506</b>

# Includes HAM SPVs



\* Rest of the World

# Order Book of Rs. 93.1 Bn & Framework Contracts of Rs. 11.4 Bn

## Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
▪ UPJN, O&M of Agra & Ghaziabad	16,332
▪ AGCC, Russia - Integrated Treatment Facility	12,213
▪ BUIDCO, Digha & Kankarbagh – STP & Network	9,344
▪ KMDA, Howrah – STP	3,792
▪ JAJMAU, Kanpur – CETP	3,385
▪ 50 MLD Zarat, Tunisia – Desal	2,836
▪ Jeddah Airport, KSA – STP	2,769
▪ Expansion SWTP 9, Jubail, KSA – STP	2,185
▪ Ipsach Biel SWW, Switzerland – WTP	2,106
▪ Water Supply System, Bhagalpur, India – WTP & Network	2,074
▪ Koyambedu O&M, Chennai – TTRO	1,937

## Key Framework Contracts \*

- Libya STP of Rs. 6,114 Mn
- Bomba MED, Libya of Rs. 5,312 Mn

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

# Awards and Accolades



# Global Recognition to WABAG's Journey of Excellence

Year 2021

## Environment Health Safety (EHS) Excellence Awards



Received 4 Prestigious Recognitions at the Environment Health Safety (EHS) Excellence Awards organized by Confederation of Indian Industry (CII) South Zone

## World's Top 50 Private Water Operators



WABAG ranked 4th globally by GWI for ensuring safe & clean drinking water and sanitation for over 71 million people across the globe





# Global Recognition to WABAG's Journey of Excellence

Year 2020

## Global Water Awards 2020



Distinction Award under "Wastewater Project of the Year" from the Global Water Intelligence for our Koyambedu TTRO Plant, Chennai

## National Water Awards 2019



National Water Awards 2019 for 'Best Research / Innovation / Adaptation of New Technology for Water Conservation'

## Global Water Awards 2020



Highly Commended Award under "Industrial Project of the Year" from the Global Water Intelligence for our Petronas IETP, Malaysia

## Water Digest Awards 2019 – 20



Bestowed with 'Best Water Treatment Project – Industrial' & 'Excellence Award for Best CSR in Water Sector' at the Water Digest Water Awards 2019-20



# Global Recognition to WABAG's Journey of Excellence

Year 2019

World's top 50 private water operators



WABAG ranked 6th globally among the "World's top 50 private water operators" by Global Water Intelligence

IDA World Congress Awards 2019



Received the "Most Innovative Company" award at the International Desalination Association World Congress 2019

Dun & Bradstreet Infra Award 2019



Honoured with the Dun & Bradstreet Infra Award 2019 for the 140 MLD Dinapur WWTP, Varanasi

Global Water Awards 2019



Distinction Award under "Wastewater Project of the Year for our AMAS WWTP, Bahrain

Water Digest Water Awards 2019



"Best Water Treatment Project - Industrial" at the Water Digest Water Awards 2018-19





# Global Recognition to WABAG's Journey of Excellence

## Year 2018

### Water Management Excellence Awards 2018



Water Management Excellence Award for "Outstanding Contribution in Water Efficiency & Conservation" by ASSOCHAM

### Water Digest Water Awards 2018



"Best Water Treatment Project - Industrial" at the Water Digest Water Awards 2018-19

## Year 2017

### Top 10 Global Water Companies



Ranked among the Top 10 Global Water Companies by GWI for serving over 20 million people globally

### Dun & Bradstreet Infra Award 2017



Honoured with the Dun & Bradstreet Infra Award 2018 for the K&C Valley WWTP, Bengaluru



# Global Recognition to WABAG's Journey of Excellence

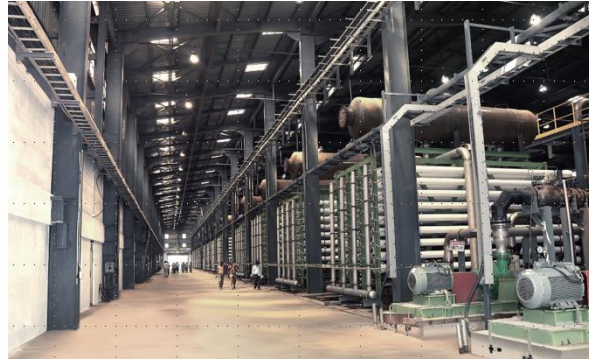
## Year 2016

### Global Water Awards 2016



Highly Commended Award under "Water Company of the Year"

### Dun & Bradstreet Infra Award 2016



Best Infra Project Award for 100 MLD Nemmeli SWRO Desalination Plant

### Global Water Awards 2016



Highly Commended Award under "Industrial project of the Year" for our Dahej Effluent Treatment Plant, India

## Year 2015

### Global Water Award 2015



"Industrial Water Project of the Year" for Ujams Industrial Water Reclamation Plant, Namibia

## Year 2014

### Global Water Award 2014



Distinction Award for "Water Company of the Year"





**For further information, please contact**

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