



sustainable solutions. for a better life.

VA TECH WABAG LTD

Results Update Presentation

H1 FY 2021 - 22



ENRICHING
LIVES
ENGINEERING
GROWTH

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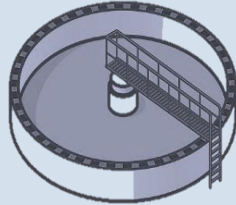
Complete Water Treatment Solution Provider...

- ✓ 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



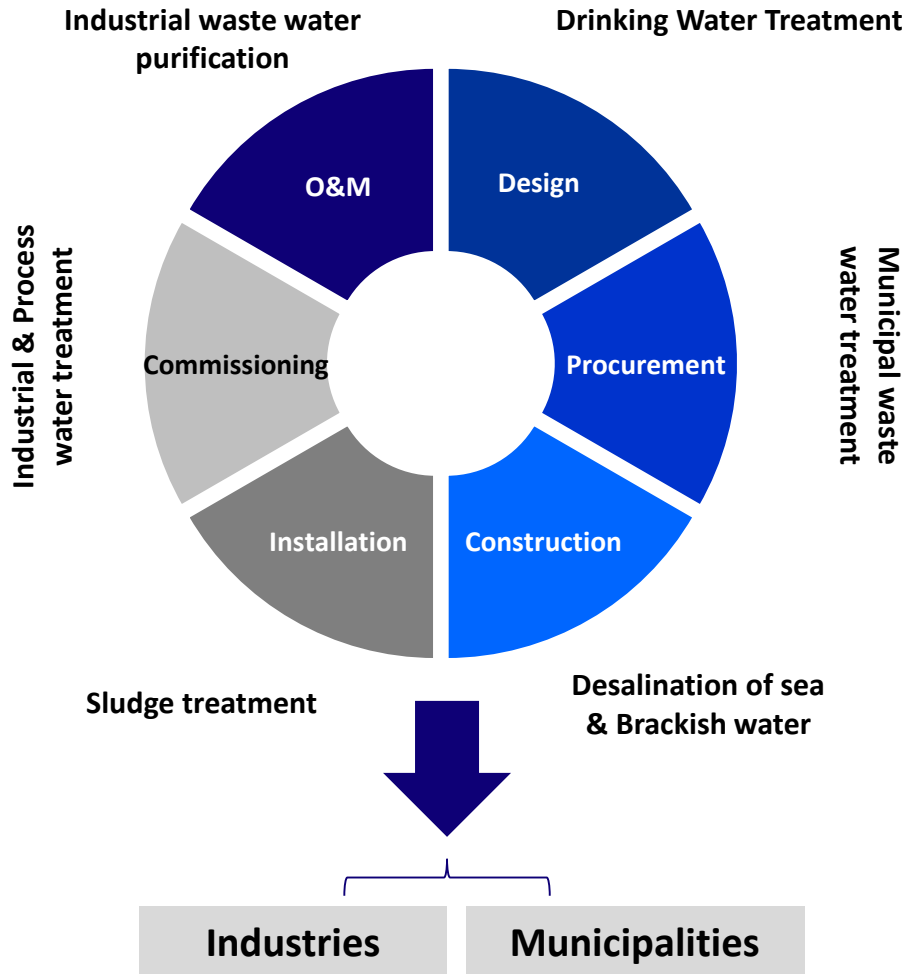
Recycling

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



Complete Water Treatment Solution Provider...

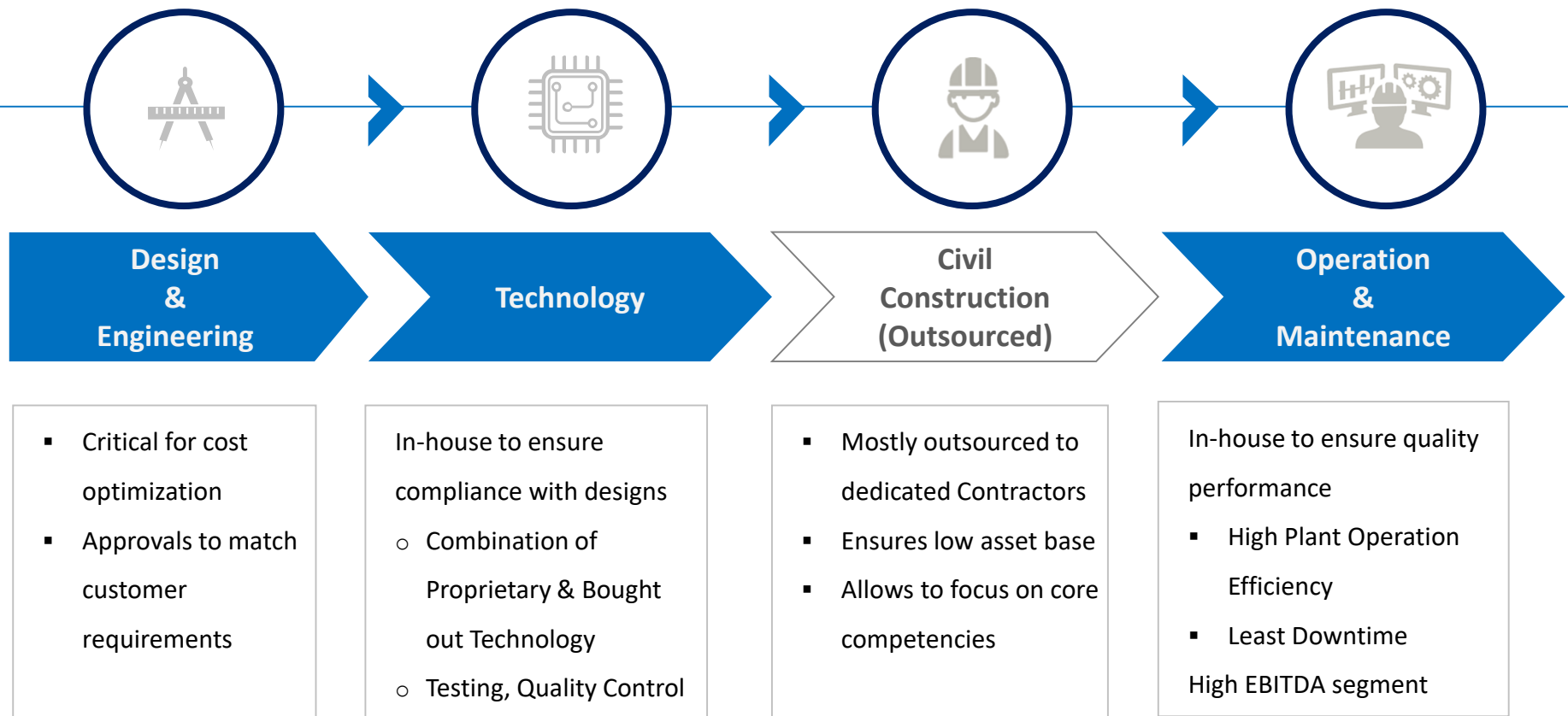
... With complete portfolio of Water Solutions with technological and operational expertise . .



... 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

1

Key Highlights H1 FY 21 - 22

2

Quarterly Performance & Business Updates

3

Order Book Analysis

Key Highlights H1 FY 22



Profitable Growth Continues...

- **Order Book of over Rs. 100 Bn**
including framework orders
- **Order Intake of over Rs. 18 Bn**
- **Consolidated Revenue at Rs. 13 Bn**
YoY **29% ↑**
- **Consolidated EBITDA of Rs. 892 Mn**
YoY **34% ↑**
- **Consolidated PAT of Rs. 414 Mn**
YoY **90% ↑**



El Raswa WTP II Clarifier, Egypt

Business Performance



RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q2 FY 22	Q2 FY 21	YOY %	H1 FY 22	H1 FY 21	YOY %
Revenue from operations	6,840	6,084	12.4%	13,420	10,392	29.1%
Cost of Sales	5,141	4,735	8.6%	10,496	7,991	31.3%
Total Cost of Operations (TCO)	1,133	916	23.7%	1,957	1,679	16.5%
EBITDA	566	433	30.7%	966	722	33.9%
EBITDA margin	8.3%	7.1%		7.2%	6.9%	
Net Interest Cost	69	86	(19.2%)	126	185	(31.9%)
Dividend Income	-	-	-	(56)	-	-
Bank Charges	122	134	(9.0%)	249	237	5.4%
Depreciation & Amortization	26	35	(25.9%)	53	64	(17.8%)
Tax	93	44	110.0%	149	67	122.5%
Share of Profits from Associates / MI (Net)	7	33	(80.4%)	(30)	49	(161.1%)
Profit After Tax (Owners)	262	167	57.1%	415	218	90.2%
PAT margin	3.8%	2.7%		3.1%	2.1%	

- Revenues up by 29%; driven by continued focus on execution
- Operating margins improved in Q2 consequent to execution pace and project mix
- Reduction in Net Interest Cost as a result of progressive actions on debt control and cost of borrowing

RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q2 FY 22	Q2 FY 21	YOY %	H1 FY 22	H1 FY 21	YOY %
Revenue from Operations	5,038	3,525	42.9%	9,734	6,342	53.5%
Cost of Sales	3,906	2,680	45.7%	7,866	4,816	63.3%
Total Cost of Operations (TCO)	686	539	27.2%	1,159	980	18.3%
EBITDA	446	306	45.7%	709	547	29.7%
EBITDA margin	8.8%	8.7%		7.3%	8.6%	
Net Interest Cost	63	67	(6.7%)	119	152	(21.3%)
Dividend Income	-	-	-	(51)	-	-
Bank Charges	110	116	(5.4%)	215	202	6.8%
Depreciation & Amortization	14	15	(9.3%)	28	31	(8.8%)
Tax	65	28	133.2%	99	42	138.1%
Profit After Tax	195	80	143.4%	299	121	146.8%
PAT margin	3.9%	2.3%		3.1%	1.9%	

- Significant growth in topline as a result of improved execution pace
- Improved Q2 margin profile reflecting in EBITDA; one off effect in Q1 due to material price increase and extended stay costs
- Net Interest costs in control primarily due to lower average debt level; bank charges driven by international order backlog

RESULTS OVERVIEW – Balance Sheet

Rs. Millions	Consolidated		Standalone	
	Sep'21	Mar'21	Sep'21	Mar'21
Total Equity (Net Worth)	14,373	13,963	11,978	11,679
Non-Current Liabilities	3,518	3,997	3,098	3,518
Trade Payables	14,128	16,578	9,877	11,375
Short Term Borrowings	3,861	2,175	3,753	2,096
Other Current Liabilities	4,249	4,899	2,164	2,702
Total Equity & Liabilities	40,129	41,612	30,870	31,370
Fixed Assets	833	863	657	683
Other Non-Current Assets	8,668	7,701	7,447	6,690
Trade Receivables	13,648	13,496	13,009	12,819
Cash & Bank Balances	2,361	3,713	1,019	2,170
Other Current Assets	14,619	15,839	8,738	9,008
Total Assets	40,129	41,612	30,870	31,370

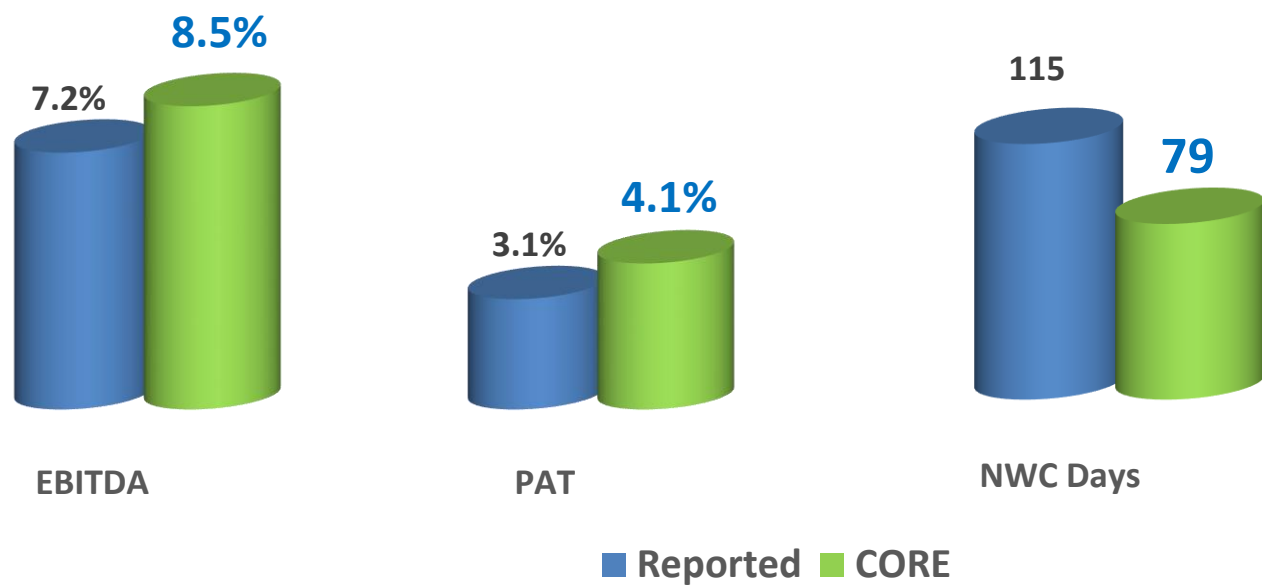
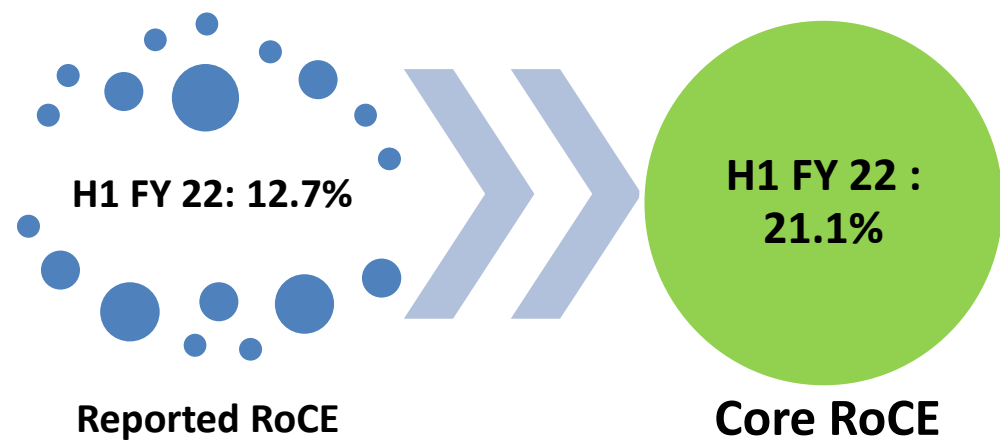
- Lower trade payables as a result of increased deployment of resources to expedite execution pace
- Borrowings and Cash ploughed in to expedite project progress, reflected in improved topline
- Trade receivables at similar levels despite higher sales; Better billing and collection turnover

Cash Flow Statement

Rs. Millions	H1 FY 22	
	Consolidated	Standalone
Net cash generated from/(used in) operations	(2,503)	(2,513)
Net cash generated from/(used) in investing activities	(52)	37
Net cash generated from financing activities	1,114	1,173
Cash and cash equivalents at the end	1,570	437

- Net cash used in operations towards expediting pace of execution, reflecting in improved topline and results

Robust Core Performance



Order Book Analysis

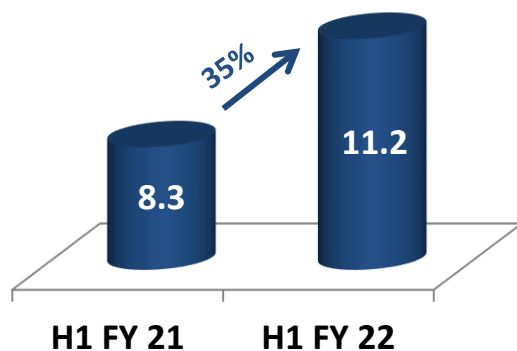


Revenue Breakup – Q1 FY 22

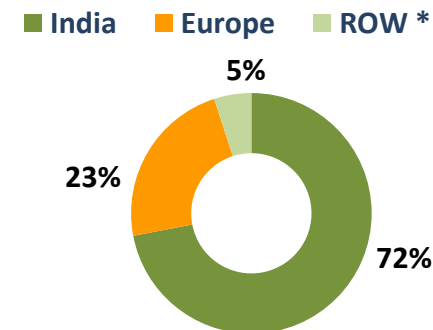
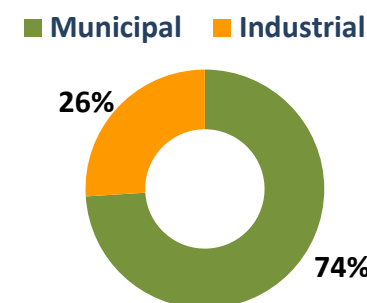
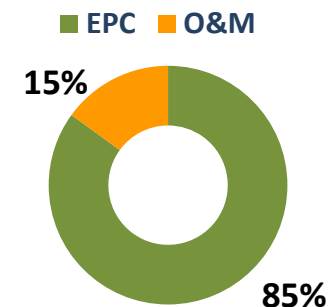
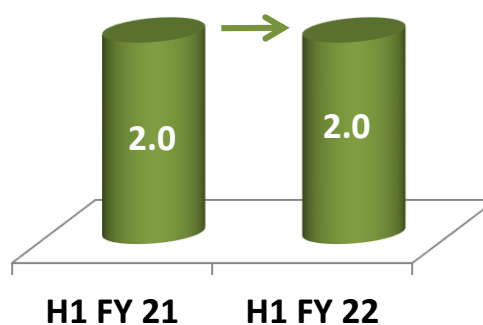
Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India #	5,188	2,941	1,225	162	9,516
Wabag Overseas	2,824	292	570	16	3,702
Total	8,012	3,233	1,795	178	13,218

Including HAM SPVs

EPC [Rs. Bn.]



O&M [Rs. Bn.]



* Rest of the World

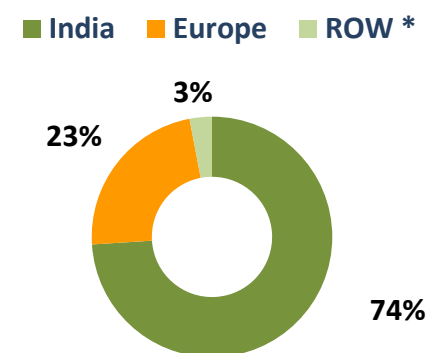
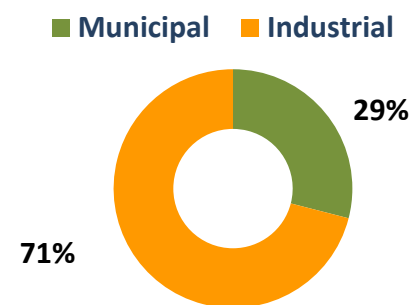
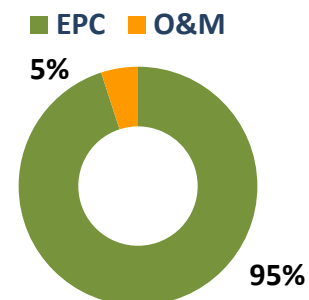
Key Projects Contributing to Revenue – H1 FY 22

Project Details	Revenue recognized [Rs. Mn]
▪ Expansion SWTP 9, Jubail, KSA – STP	1,598
▪ 50 MLD Zarat, Tunisia – Desal	1,189
▪ Dangote, Nigeria - ETP & RWTP	805
▪ MRPL, Karnataka – Desal	785
▪ UPJN, O&M of Agra & Ghaziabad	657
▪ South Doha, Qatar – STP	574
▪ Jeddah Airport, KSA – STP	571
▪ JAJMAU, Kanpur – CETP	493
▪ Karmalichak, Bihar – Sewerage Network	492
▪ AGCC, Russia - Integrated Industrial ETP	385

Order Intake Breakup

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	237	13,158	276	80	13,751
Wabag Overseas	4,336	49	491	47	4,923
Total	4,572	13,207	767	127	18,673

Key Orders Received	Order Value (Rs. Mn.)
AGCC, Russia - Integrated Industrial ETP	12,213
New ETP for Petronas	848

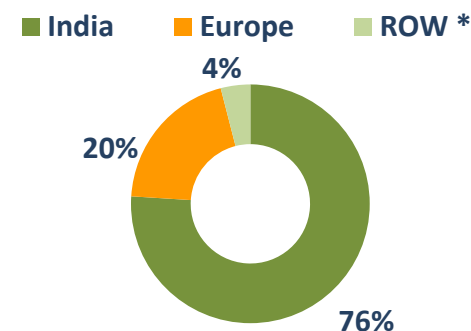
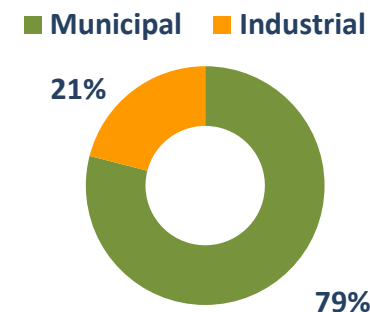
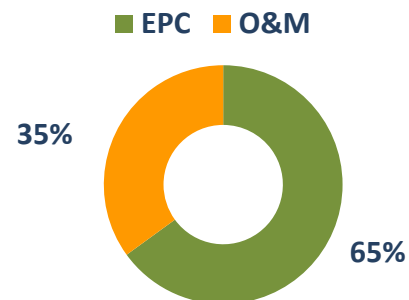
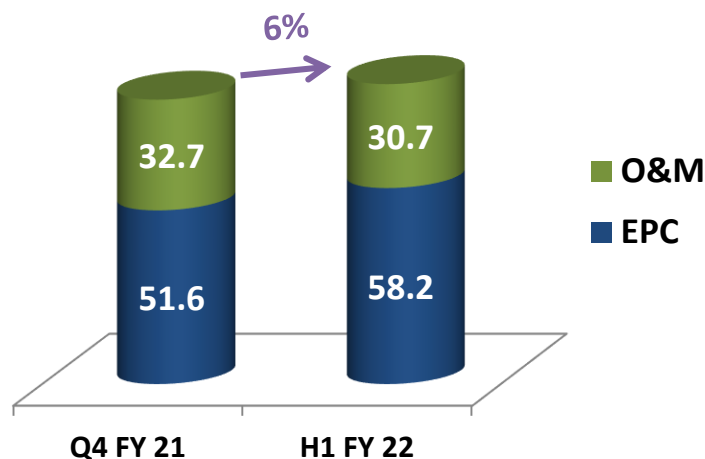


* Rest of the World

Order Book Composition

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India #	22,309	16,392	27,657	1,359	67,717
Wabag Overseas	19,238	263	779	986	21,266
Framework Contracts					11,426
Total	41,547	16,655	28,436	2,345	100,409

Includes HAM SPVs



* Rest of the World

Order Book of Rs. 89.1 Bn & Framework Contracts of Rs. 11.4 Bn

Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
▪ UPJN, O&M of Agra & Ghaziabad	15,999
▪ AGCC, Russia - Integrated Industrial ETP	11,902
▪ BUIDCO, Digha & Kankarbagh – STP & Network	8,363
▪ KMDA, Howrah – STP	3,654
▪ JAJMAU, Kanpur – CETP	3,127
▪ Jeddah Airport, KSA – STP	2,523
▪ Ipsach Biel SWW, Switzerland – WTP	2,052
▪ 50 MLD Zarat, Tunisia – Desal	2,051
▪ Koyambedu O&M, Chennai – TTRO	1,932
▪ Water Supply System, Bhagalpur, India – WTP & Network	1,878
▪ Expansion SWTP 9, Jubail, KSA – STP	1,345

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

Global Water Awards 2020



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

National Water Awards 2019



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

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

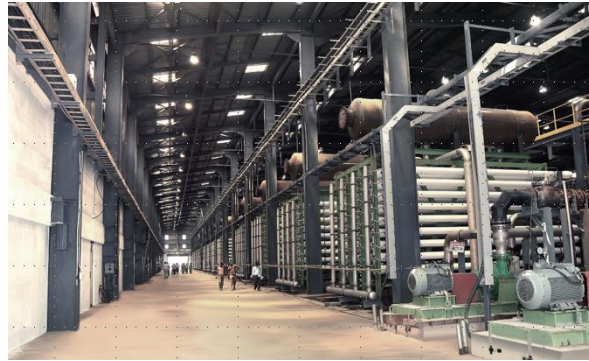
Year 2016

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"





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