



sustainable solutions. for a better life.

Protecting
Environment.
Powering
Economy.



VA TECH WABAG LTD

Results Update Presentation

Q1 FY 2023-24



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Our Business

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Awards and Accolades



Our Business

-  Core Offerings
-  Global Leadership

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TECHNOLOGY FOCUS

- 125+ IP Rights developed in-house for water treatment technology solutions
- Global R&D centres – in Europe and India
- Pioneering, Reliable, Advanced, Sustainable, Green and Proven Technologies – promoting **Circular Economy**

GLOCAL DELIVERY

- 99 years of presence in over 25 countries; strong execution track record of **over 1,400 Plants since 1995**
- World class technologies at competitive price; Focused on projects funded by **Central Govt., Multi Laterals & G2G Funding**
- Ranked **3rd Globally by GWI** for ensuring water & sanitation for over 88 Mn people
- Ranked among **Top 10 Global Desalination players by GWI**



EP SPECIALIST

- Core expertise focused on **Engineering and Procurement**; Civil activities outsourced
- Focus on ‘**Advanced technology, Value-Added & High Margin**’ projects
- Enables to remain **asset light**
- Manufactured Water** through marquee references in **Recycle & Reuse, Desalination** and **Renewable energy** thru Biogas

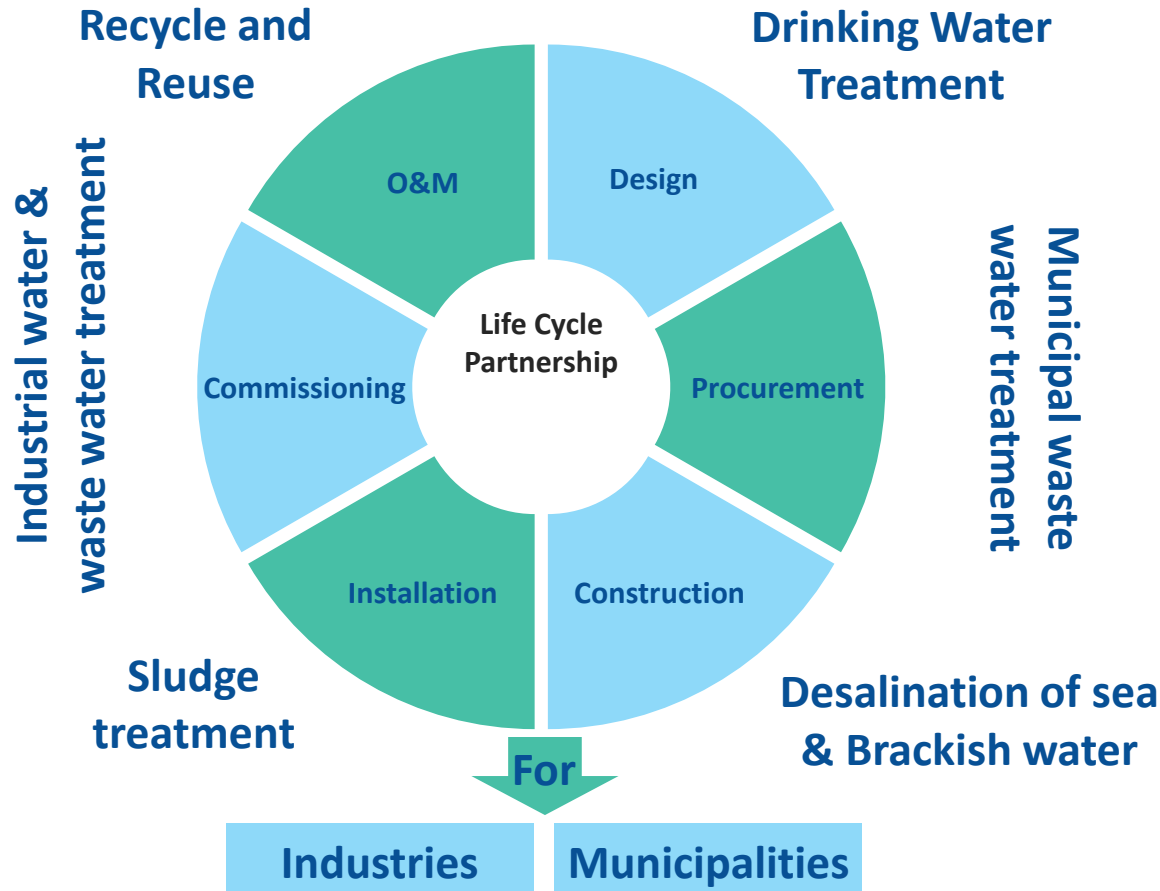
EXPERIENCED LEADERSHIP

- Professional management with avg. **30 yrs.** experience in the water sector
- Independent Board** of Directors comprising **industry stalwarts** with diverse experience
- Promoter** recognised among **TOP 20 Transformative Leaders** in Water sector, **TOP 3 Global Water Leaders** and **Global Asian of the year 2021-22**



Wabag is a leader in the Water space

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



... through various business/ delivery models

Engineering, Procurement & Construction (EPC)

Operation & Maintenance (O&M)

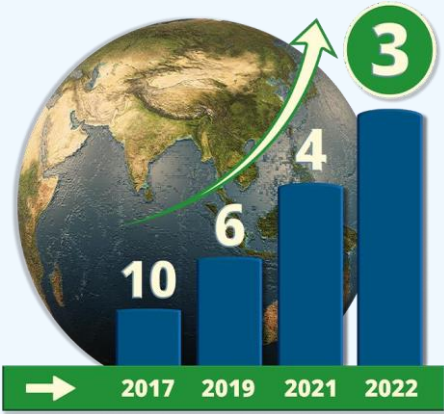
Design Build Operate (DBO)

Build Own Operate Transfer (BOOT)

Hybrid Annuity Model (HAM)

WABAG brand is trusted and respected globally for its know-how and domain expertise built over 9 decades





**World's 3rd Largest
Private Water Operator
(GWI)**



**Most Preferred
Workplace 2023**



**Largest Desalination
Player Globally
(GWI)**



**Best Water Treatment
Solution Provider**



Reshaping the Sector for a Greener Tomorrow

Our Path To Net Zero



Reducing GHG emissions through our sustainable solutions

Water Neutral



Effective usage of Recycled Water

Waste To Energy



Generating green energy for 25 years

Resource Recovery



Generating valuable resources from waste

Circular Economy



Contributing to Circular Economy

WABAG's Contribution to Water & Environment over last 2.5 decades

1.2 million m³



Desalinated Water Recycled Water per day

2.5 million m³



Recycled Water per day

> 40 MW



Green Energy per day

27 million m³



Wastewater treated per day

26.5 million m³



Clean Water per day

Saving > INR 6.5 Mn



Power Cost per day



Reducing > 630 Tonnes



GHG Emission per day



Performance

-  Business Highlights
-  Profit & Loss Statement

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Environment.
Powering
Economy.



Wabag continues on its “Profitable Growth” journey.....

- Consolidated Revenue at Rs. 5,528 Mn
- Consolidated EBITDA up at **11.9% in Q1 FY24** vs 9.5% in Q1 FY23
- Consolidated PAT at **Rs. 500 Mn, QoQ up ~66%**

Order book remains robust....

- Order book ~**Rs. 125 Bn** including Framework contracts; **Provides Robust Revenue Visibility**
- Order Intake of ~**Rs. 7.3 Bn**



NMDC ZLD Plant, Chhattisgarh, India



RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q1 FY 24	Q1 FY 23	YOY %
Total Income	5,785	6,649	(13.0%)
Revenue from operations	5,528	6,317	(12.5%)
Cost of Sales	4,178	5,110	(18.2%)
Total Cost of Operations (TCO)	696	898	(22.5%)
Forex Gain/ (Loss)	4	291	
EBITDA	659	600	9.8%
EBITDA margin	11.9%	9.5%	
Net Interest Cost	39	37	5.4%
Dividend Income	(91)	-	~
Bank Charges	97	87	11.5%
Gain on Sale of Subsidiary	(141)	-	~
Depreciation & Amortization	17	23	(26.1%)
Exceptional Items	-	80	~
Tax	143	93	53.8%
Share of Profits from Associates / MI	(94)	21	(547.6%)
Profit After Tax	500	302	65.6%
PAT Margin	9.0%	4.8%	

- Lower topline owing to strategic focus on EP projects and muted Europe growth, strategic divestment of two Europe entities last year and new large orders yet to commence revenue generation
- Operating margins showing improved trend driven by execution efficiencies and EP projects; Lower TCO driven by effective fixed cost control and divestment of two Europe entities last year
- Gain on sale of subsidiary on account of divestment of Wabag Switzerland entity last year
- Net interest cost under control driven by effective utilization of bank lines






RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q1 FY 24	Q1 FY 23	YOY %
Total Income	5,209	5,174	0.7%
Revenue from operations	5,092	4,849	5.0%
Cost of Sales	3,891	4,043	(3.8%)
Total Cost of Operations (TCO)	562	555	1.1%
Forex Gain/ (Loss)	11	292	
EBITDA	650	543	19.7%
EBITDA margin	12.8%	11.2%	
Net Interest Cost	41	40	2.5%
Dividend Income	91	-	~
Bank Charges	87	73	19.2%
Depreciation & Amortization	7	11	(36.4%)
Exceptional Items	-	80	~
Tax	136	85	60.0%
Profit After Tax	470	255	84.3%
PAT Margin	9.2%	5.3%	

- Revenue growth on account of EP project mix; new large orders yet to commence revenue generation
- Improved EBITDA driven by execution efficiencies, mix of projects and International projects; TCO under control
- Dividend income received from Middle East O&M Group entity
- Net interest cost under control driven by effective utilization of bank lines; higher bank charges driven by BGs issued for new projects



Order Book Analysis

-  Revenue
-  Order Intake
-  Order Book

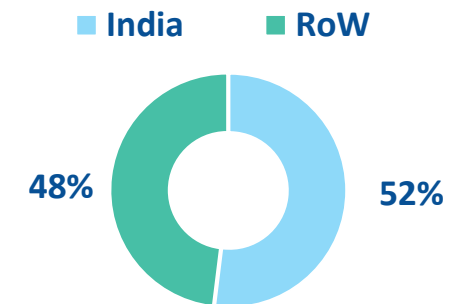
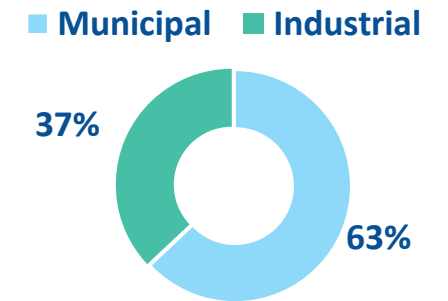
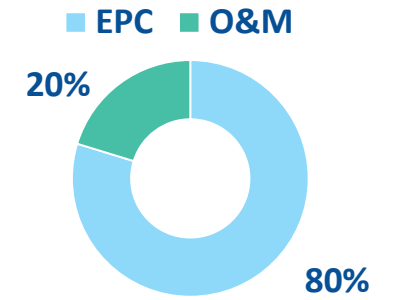
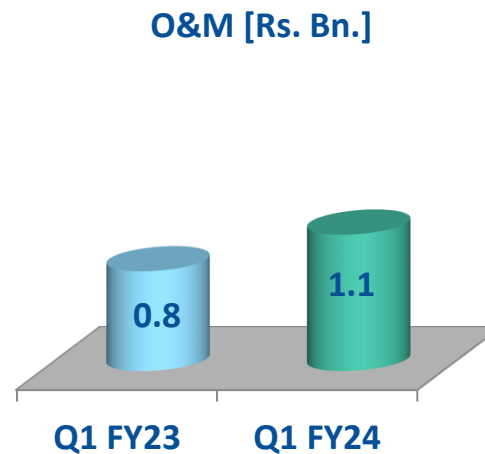
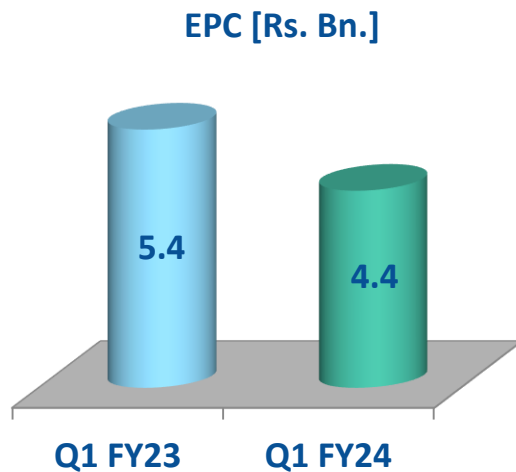
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Revenue Breakup – Q1 FY 24

By Business Offering & Customer Segment			
Rs. Millions	Municipal	Industrial	Total
EPC	2,549	1,850	4,399
O&M	929	188	1,117
Total	3,478	2,038	5,516

By Geography	
Rs. Millions	Total
India	2,867
Rest of the World (RoW)	2,648
Total	5,516



Order Intake Breakup – Q1 FY 24

By Business Offering & Customer Segment

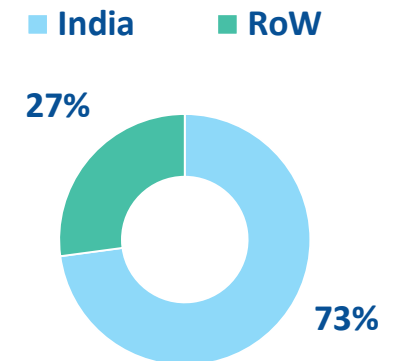
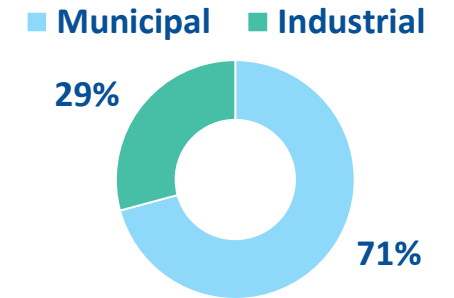
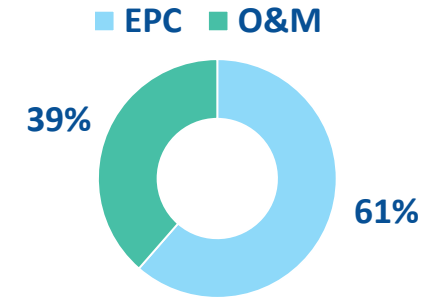
Rs. Millions	Municipal	Industrial	Total
EPC	2,535	1,966	4,501
O&M	2,652	177	2,829
Total	5,187	2,143	7,330

By Geography

Rs. Millions	Total
India	5,342
Rest of the World (RoW)	1,988
Total	7,330

Key Order Received during Q1 FY 24

Key Order Received during Q1 FY 24	Nature	Order Value (Rs. Mn.)
270 MLD CIDCO, Maharashtra – WTP	DBO	4,195



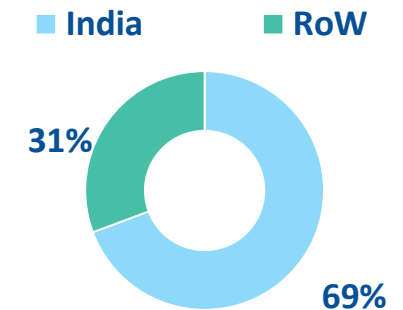
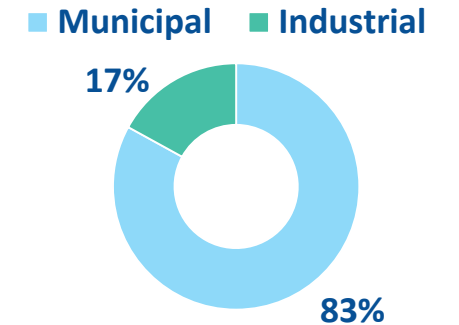
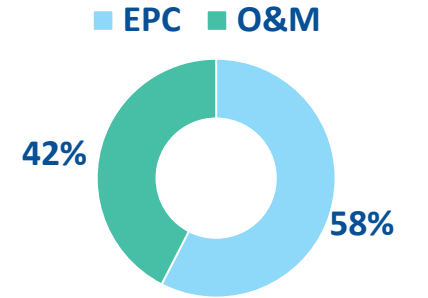
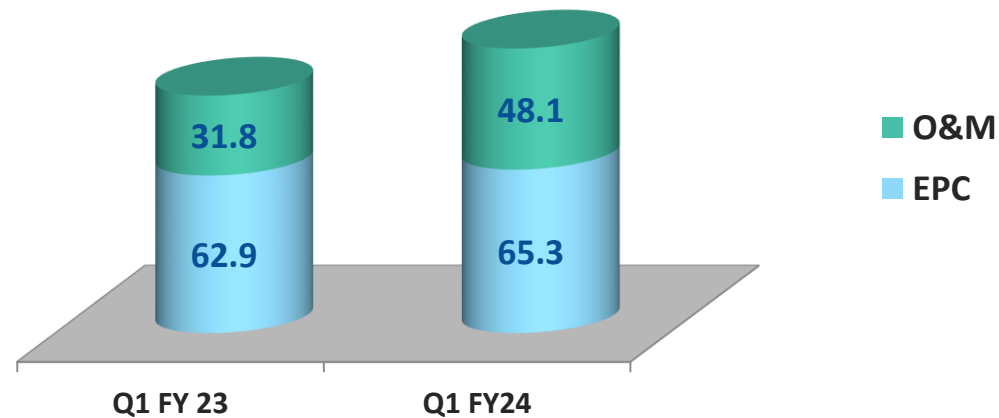
Order Book Composition

By Business Offering & Customer Segment

Rs. Millions	Municipal	Industrial	Total
EPC	50,971	14,361	65,332
O&M	43,665	4,479	48,144
<i>Framework</i>			11,635
Total	94,636	18,840	125,111

By Geography

Rs. Millions	Total
India	78,731
Rest of the World (RoW)	34,746
<i>Framework</i>	11,635
Total	125,111



Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
400 MLD Perur, Chennai – Desal	36,679
UPJN, O&M of Agra & Ghaziabad	13,001
AGCC, Russia – Integrated Industrial ETP	8,923
150 MLD Digha & Kankarbagh – STP & Network	7,009
200 MLD Pagla, Bangladesh – STP	6,680
270 MLD CIDCO, Maharashtra – WTP	4,195
40 MLD GNN, Ghaziabad – TTRO	3,928
50 MLD Senegal – Desal	3,154
53 MLD RIL, Jamnagar, Gujarat – Desal	1,815
45 MLD Koyembedu, Chennai – TTRO	1,797

Key Framework Contracts *

- 🌿 *Libya STP of Rs. 6,114 Mn*
- 🌿 *Bomba MED, Libya of Rs. 5,521 Mn*

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



Awards and Accolades

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Arogya World Healthy Workplace



Recognized as a winner of the Arogya World Healthy Workplace Award 2023 by Arogya World India Trust

Most Preferred Workplace 2023



Recognized as Most Preferred Workplace for the year 2023-24 by Team Marksmen Daily, supported by India Today



For further information, please contact

Company	Investor Relations Advisors
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Annexures

The background features a series of overlapping, wavy shapes in shades of light blue and green, creating a soft, abstract landscape effect. The word "Annexures" is positioned on the left side, overlaid on the blue waves.

(Select Landmark Projects)



Al Madina Al Shamaliya 40 MLD Sewage Treatment Plant, Bahrain
Awarded Wastewater Project of the Year at Global Water Awards, 2019



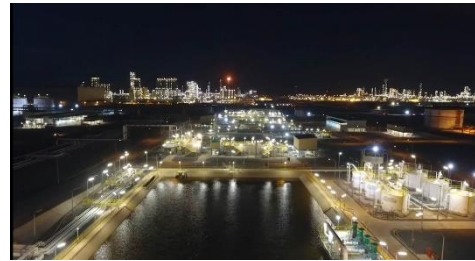
191 MLD SWRO (Desalination) Plant, Al Gubrah, Oman
Largest desalination plant in the country of Oman



54 MLD Effluent Treatment and recycling plant, for Indian Oil Corporation Limited, Paradip, Odisha, India
India's largest industrial water recycling plant



110 MLD SWRO (Desalination) Plant, Nemmeli, Chennai, India
India's largest operational desalination plant till date



102 MLD Industrial Effluent Treatment Plant for PETRONAS, Malaysia
Largest industrial Effluent Treatment Plant in South East Asia



140 MLD Sewage Treatment Plant, Dinapur, Varanasi, India
First and largest STP to be inaugurated under 'Clean Ganga' mission



32 MLD Drinking Water Treatment Plant, Dambulla, Srilanka
Integrated water supply scheme with transmission, distribution and water treatment



50 MLD BWRO (Desalination), for Reliance Industries, Dahej, India
Turnkey project executed in record 8 months 24 days

(Select Landmark Projects)



110 MLD Sewage Treatment Plant, Kodungaiyur, Chennai, India
One of the most energy efficient and energy neutral STPs in the country



130 MLD Drinking Water Treatment Plant, Tanzania
First water project in Africa to be commissioned under EXIM India funding



40 MLD Madinaty Waste Water Treatment Plant, Cairo, Egypt
Water reclamation plant for new satellite city near Cairo



14 Sarneraatal WWTP, Alpnach, Switzerland
First plant in Switzerland to be commissioned with NEREDA® technology



Total City Water Management, Istanbul, Turkey
Managed 124 units catering to 16 million population in the Asian and European districts of Istanbul



Industrial Effluent Treatment Plant for Phillip Morris, Otopeni, Bucharest, Romania
Treatment of effluents from tobacco production



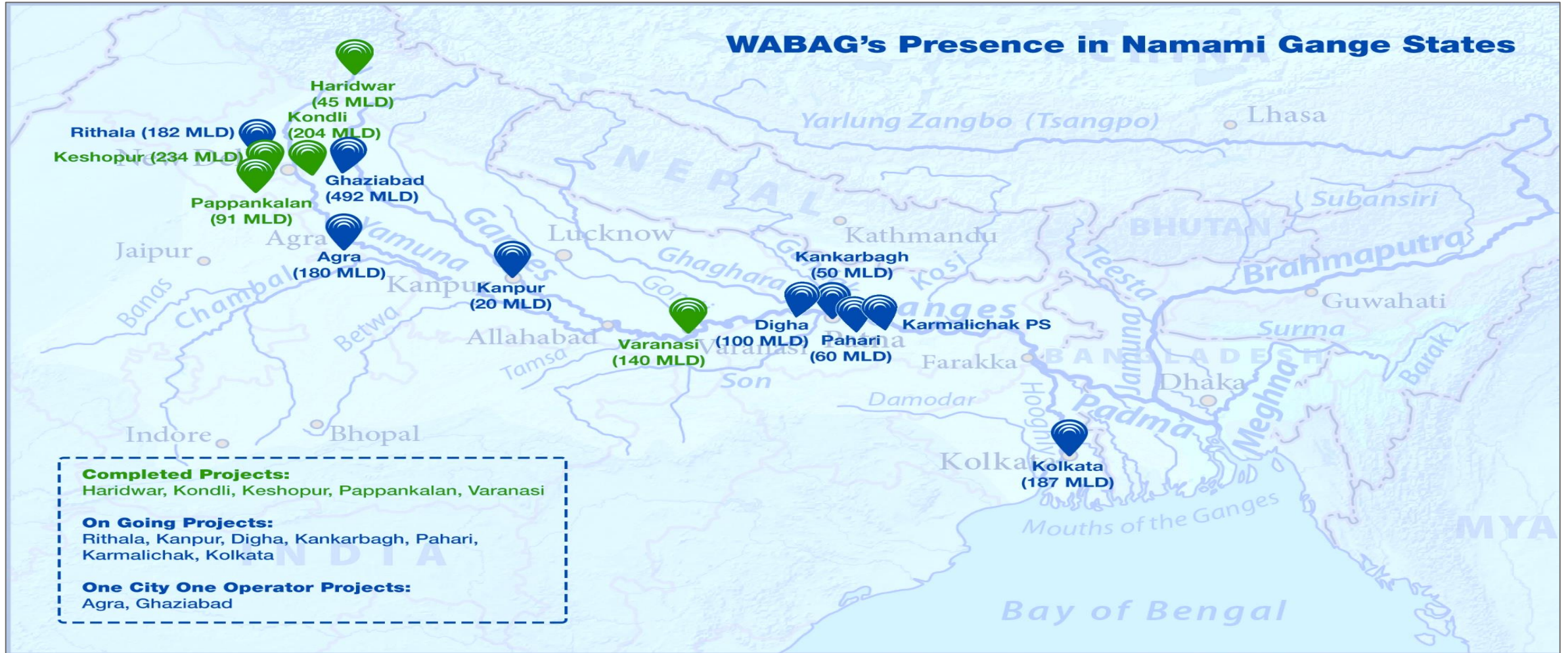
5 MLD Industrial Water Reclamation Plant, Ujams, Windhoek, Namibia
First plant of its kind in Namibia, treating effluents from five different production facilities
21 MLD New Goreangab Water Treatment Plant, Windhoek, Namibia
First worldwide direct potable water reuse plant.



45 MLD Koyambedu TTRO Recycle Reuse Plant, Chennai, India
One of the largest and technologically most advanced water reuse plants in India ensuring Chennai's Water security



Increasing contribution in cleaning the Holy River



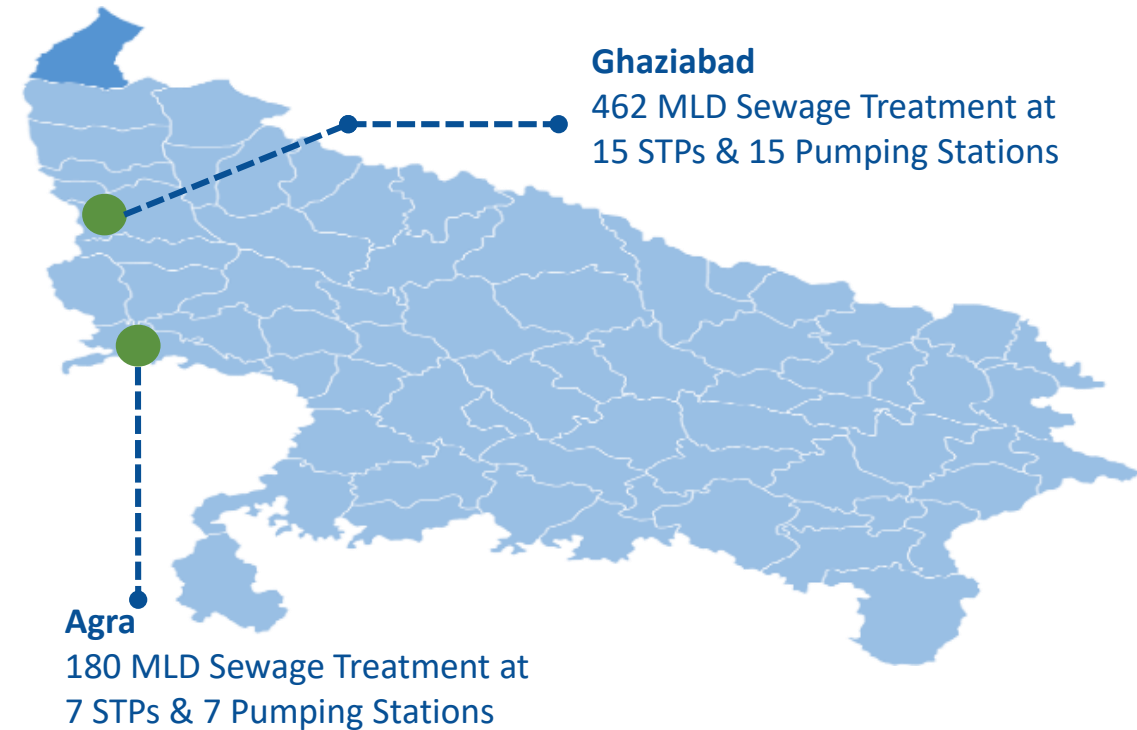
Committed to managing over 195 crore liters each day to rejuvenate Aviralta & Nirmalta of River Ganga



Pioneering the One City One Operator Model

Ensuring sustainable and healthy Environment for the citizens of Agra and Ghaziabad, India

- Resolving SEWER NETWORK issues promptly and ensuring customer satisfaction
- Ensuring functioning of the PUMPING STATIONS efficiently, round the clock
- Operating and Maintaining the STPs for SAFE DISCHARGE of treated sewage into River Yamuna



Municipal



Industrial



Funding Agencies



Serving clients in...

- Municipal Water & Waste Water
- Oil & Gas
- Power plants
- Steel
- Food & Beverages
- Fertilizer
- Industrial parks



CSR Focus on Water, Sanitation & Skill Development



CSR Projects benefiting

**3,500+
Farmers**

**6,000+
School Kids
& teachers**

**5,000+
Urban Poor**



Thank You !

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