



sustainable solutions. for a better life.

VA TECH WABAG LTD

Results Update Presentation *Q1 FY 2022-23*



Passioneering to Global Recognition

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Complete Water Treatment Solution Provider...

Pure Play Indian Multinational Water Technology player



TECHNOLOGY FOCUS

- ✓ **125+ IP Rights** developed in-house for water treatment technology solutions
- ✓ **3 Global R&D centres** – in Vienna, Winterthur and Chennai
- ✓ National Water Awards 2019 for '**Best Research / Innovation / Adaptation of New Technology for Water Conservation**' by Ministry of Jal Shakti, India



GLOCAL DELIVERY

- ✓ **Presence in 25+ countries** with a strong execution track record of **over 1,400 Plants since 1995**
- ✓ World class technology at **competitive pricing**; Focussed on projects funded by **Central Govt., Multi Lateral Funds and G2G Funding**
- ✓ **Ranked 4th Globally by GWI** for ensuring water and sanitation for over 71 Mn people



EP SPECIALIST

- ✓ **Core expertise** focused on **Engineering and Procurement activities**; Civil activities outsourced
- ✓ Focus on '**Advanced technology, Value-Added & High Margin**' projects
- ✓ Enables to remain **asset light**
- ✓ **Marquee and award winning references** in Effluent Treatment, Recycle & Reuse, Desalination



PRAGMATIC LEADERSHIP

- ✓ **Professional management** with average **30 years** experience in the sector
- ✓ **Independent Board of Directors** comprising **industry stalwarts** with diverse experience
- ✓ **Promoter** recognised among **TOP 20 Transformative Water Leaders**, among **TOP 3 Global Water Leaders** and **Global Asian** of the year 21-22

ESG focused - Sustainable & Responsible Business Practices



Environment

Providing **Safe Potable Water** through our **WTPs & Desalination** facilities

Ensuring **healthy ecosystem** through our **Wastewater Treatment & Water Recycle** Facilities

Reducing **Carbon footprint** by generating **Green Energy**



Social

Employing & training **1500+ Water Professionals** across the globe

Implemented **22 CSR Projects** with sectoral focus on Water, Sanitation and Skill Development

Created over **17,000 Green Jobs**



Governance

Water & Environment integrated in **strategic business plan**

Alignment to **UN SDG 6** (Clean Water & Sanitation for all)

Board level oversight on Water Related Issues through Executive Committee

Corporate Social Responsibility has been our focus....

CSR Focus on Water, Sanitation & Skill Development

22
CSR
Projects

3,500+
Farmers

6,000+
School
Kids &
teachers

5,000+
Urban
Poor

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

26.5
million m³



**Clean Water
per day**

27
million m³



**Wastewater
treated per day**

2.5
million m³



**Recycled
Water per day**

1.2
million m³



**Desalinated
Water per day**

39
MW



**Green Energy
per day**

People welfare has been our priority....

Population
served by
WABAG....



...Over 25
countries
in 4 continents

1

Key Highlights Q1 FY 23

2

Quarterly Performance & Business Updates

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Order Book Analysis

Key Highlights Q1 FY 23



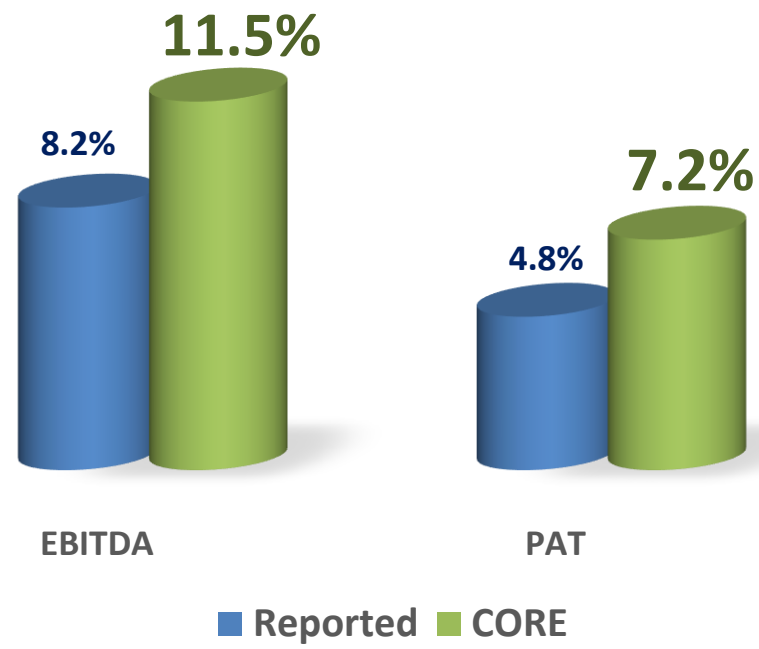
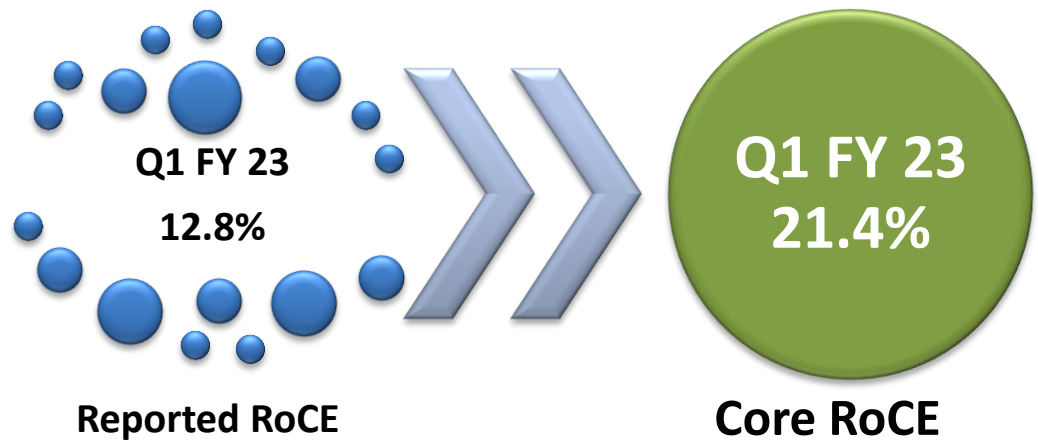
Sustaining Profitable Growth....

- Order Book of over Rs. 105 Bn
Including Framework Orders
- Order Intake of over Rs. 10.93 Bn
- Consolidated Revenue at Rs. 6.32 Bn
- Consolidated EBITDA at Rs. 519 Mn;
YoY growth of 30%
- Consolidated PAT at Rs. 301 Mn;
YoY growth of 98%



Cuttack STP, Orissa, India

Robust Core Performance



Quarterly Performance



RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q1 FY 23	Q1 FY 22	YoY %
Revenue from operations	6,317	6,580	(4.0%)
Cost of Sales	5,010	5,355	(6.4%)
Total Cost of Operations (TCO)	788	824	(4.4%)
EBITDA	519	401	29.6%
<i>EBITDA margin</i>	8.2%	6.1%	
Net Interest Cost	37	57	(35.2%)
Dividend Income	-	56	-
Bank Charges	87	127	(32.1%)
Depreciation & Amortization	23	27	(15.4%)
Tax	93	57	63.5%
Share of Profits from Associates / MI (<i>Net</i>)	21	(36)	(156.6%)
Profit After Tax (Owners)	301	152	97.8%
<i>PAT margin</i>	4.8%	2.3%	

- Revenue driven by project phasing; improved EBITDA margin resulting from execution efficiencies despite commodity price escalations.
- Lower Interest cost driven by control over debt levels and better cash management.
- Reduction in Bank charges resulting from efficient limit utilisation and project closure progress.

RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q1 FY 23	Q1 FY 22	YoY %
Revenue from Operations	4,849	4,696	3.3%
Cost of Sales	3,943	3,960	(0.4%)
Total Cost of Operations (TCO)	444	472	(6.0%)
EBITDA	462	264	75.2%
<i>EBITDA margin</i>	9.5%	5.6%	
Net Interest Cost	40	57	(30.6%)
Dividend Income	-	51	~
Bank Charges	73	106	(31.2%)
Depreciation & Amortization	11	14	(25.2%)
Tax	85	34	147.3%
Profit After Tax	254	104	144.6%
<i>PAT margin</i>	5.2%	2.2%	

- Growth in top line driven by improved pace of execution.
- Marked improvement in EBITDA margin on account of execution excellence and international projects
- Lower Interest cost and bank charges driven by control over borrowings and non-fund limit utilisation

Order Book Analysis



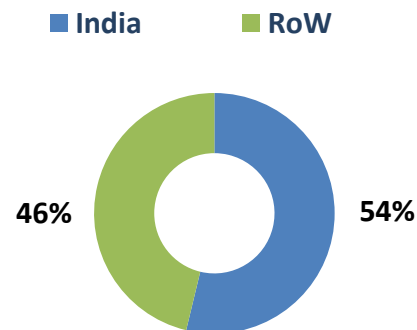
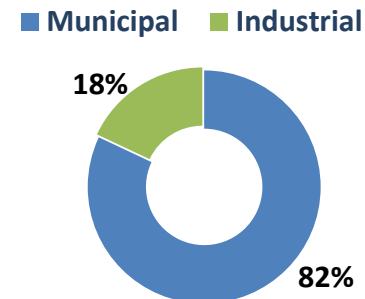
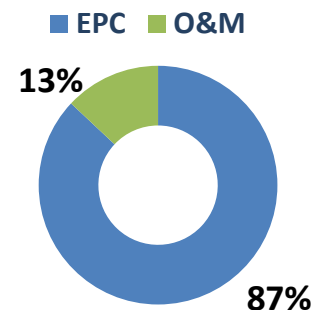
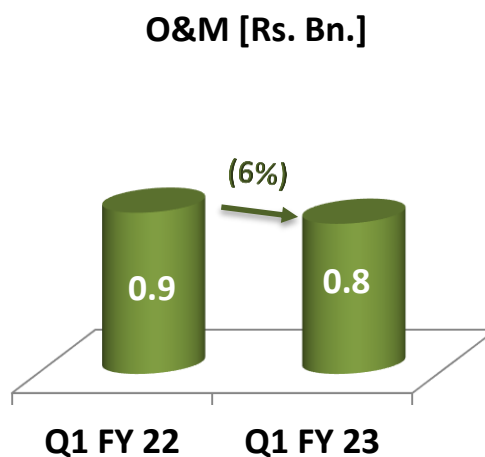
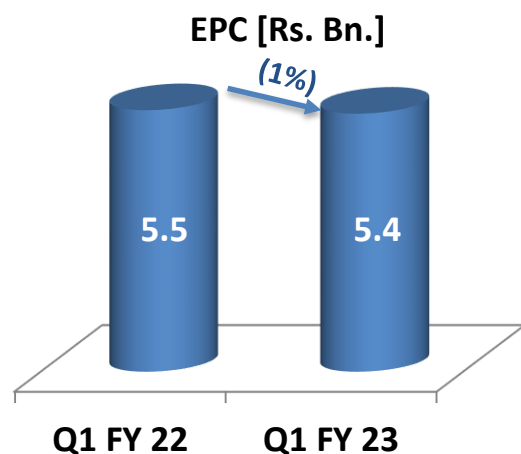
Revenue Breakup – Q1 FY 23

By Business Offering & Customer Segment

Rs. Millions	Municipal	Industrial	Total
EPC	4,426	1,019	5,445
O&M	748	97	845
Total	5,174	1,116	6,290

By Geography

Rs. Millions	Total
India	3,369
Rest of the World (RoW)	2,921
Total	6,290



Key Projects Contributing to Revenue – FY 23

Project Details	Revenue recognized [Rs. Mn]
▪ Jeddah Airport, KSA – STP	543
▪ KMDA, Howrah - STP	444
▪ JAJMAU, Kanpur – CETP	400
▪ 50 MLD Zarat, Tunisia – Desal	391
▪ UPJN, O&M of Agra & Ghaziabad	303
▪ BUIDCO, Digha & Kankarbagh – STP & Network	295
▪ Rithala, Delhi – STP	281
▪ Water Supply System, Bhagalpur, India – WTP & Network	275
▪ Karmalichak, Bihar – Sewerage Network	273
▪ Barmer, Rajasthan – Integrated Water Supply Project	212

Order Intake Breakup

By Business Offering & Customer Segment

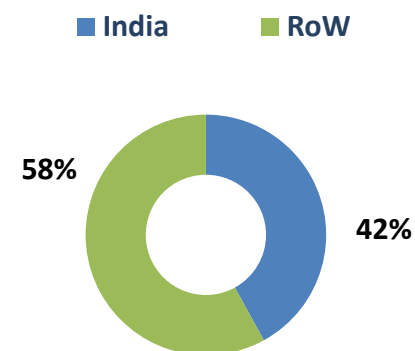
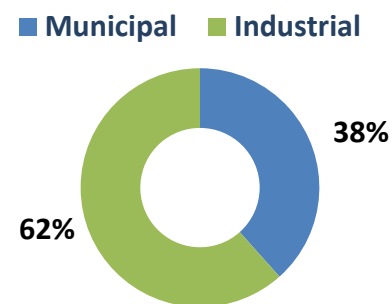
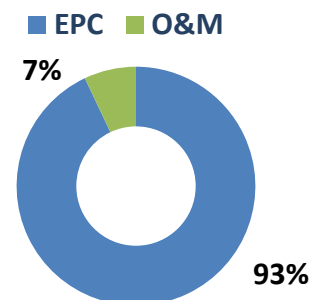
Rs. Millions	Municipal	Industrial	Total
EPC	3,880	6,276	10,156
O&M	316	454	770
Total	4,196	6,730	10,926

By Geography

Rs. Millions	Total
India	4,582
Rest of the World (RoW)	6,344
Total	10,926

Key Orders Received

Key Orders Received	Order Value (Rs. Mn.)
53 MLD RIL, Jamnagar - Desal	4,275
50 MLD Senegal – Desal	3,826
Kingisepp EuroChem, Russia - ETP	1,454



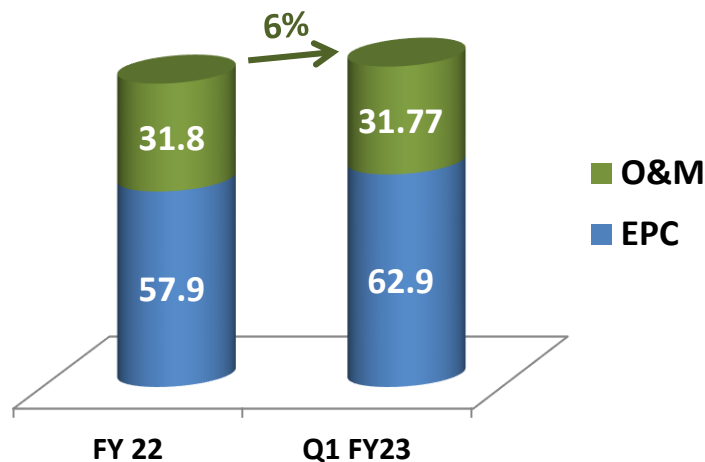
Order Book Composition

By Business Offering & Customer Segment

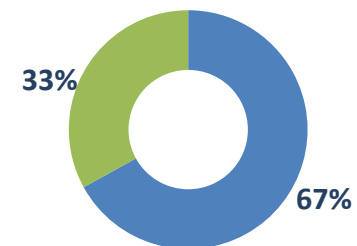
Rs. Millions	Municipal	Industrial	Total
EPC	36,142	26,802	62,944
O&M	29,159	2,618	31,777
Framework			11,205
Total	65,301	29,420	105,926

By Geography

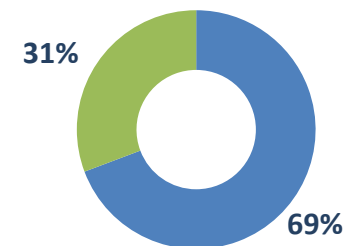
Rs. Millions	Total
India	48,893
Rest of the World (RoW)	45,828
Framework	11,205
Total	105,926



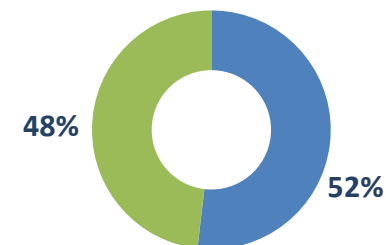
■ EPC ■ O&M



■ Municipal ■ Industrial



■ India ■ RoW



Order Book of Rs. 95 Bn & Framework Contracts of Rs. 11 Bn

Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
▪ UPJN, O&M of Agra & Ghaziabad	14,779
▪ AGCC, Russia – Integrated Industrial ETP	11,157
▪ BUIDCO, Digha & Kankarbagh – STP & Network	8,837
▪ Hassyam UTICO SWRO	7,610
▪ GNN, Ghaziabad – TTRO	5,301
▪ RIL, Jamnagar - Desal	4,275
▪ 50 MLD Senegal – Desal	3,826
▪ KMDA, Howrah – STP	2,370
▪ Koyambedu O&M, Chennai – TTRO	1,890
▪ Ipsach Biel SWW, Switzerland – WTP	1,690

Key Framework Contracts *

- *Libya STP of Rs. 6,114 Mn*
- *Bomba MED, Libya of Rs. 5,091 Mn*

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

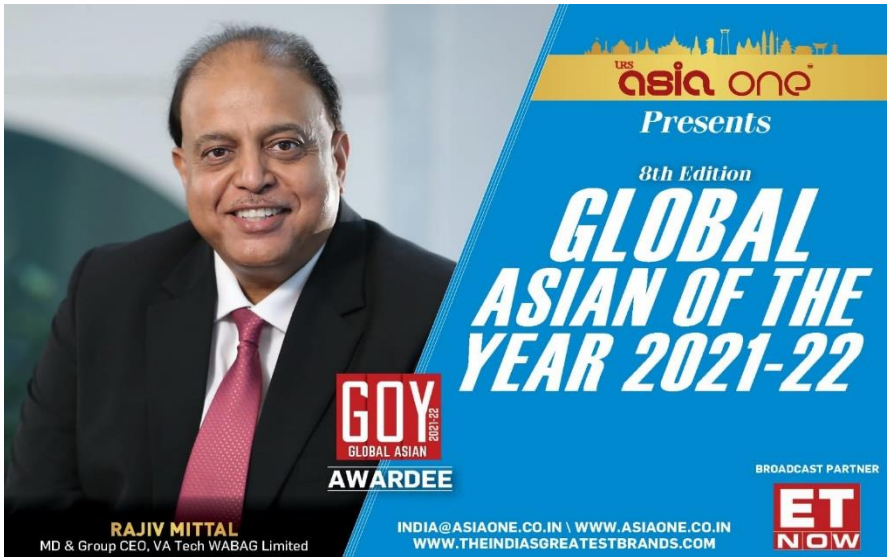
Awards and Accolades



Global Recognition to WABAG's Journey of Excellence

Year 2022

Global Asian of the Year 2021-22



Mr Rajiv Mittal (Chairman & MD - VA Tech WABAG) has been recognized as “Global Asian of the Year 2021-22” by Asia One Magazine for his 3 decades of dedication to the water industry.

Water Digest Water Awards



WABAG was conferred with “Desalination Project of the Year” for our 30 MLD SWRO plant for Mangalore Refinery and “Best Water Management – Private Sector” for our One City One Operator Initiative at Agra and Ghaziabad, UP



Global Recognition to WABAG's Journey of Excellence

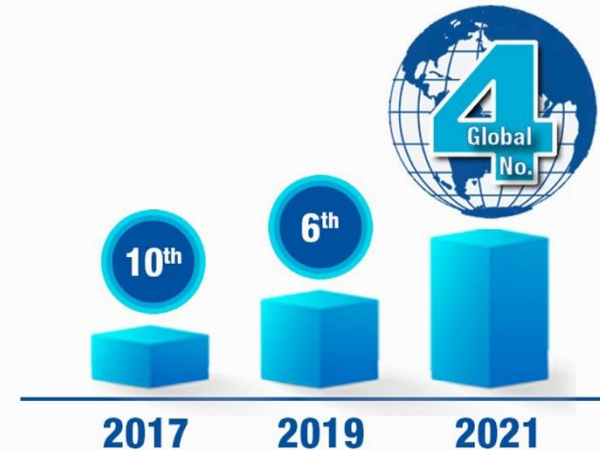
Year 2021

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

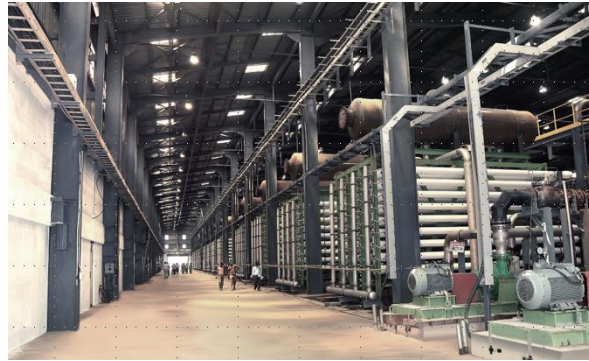
Year 2016

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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