



sustainable solutions. for a better life.



VA TECH WABAG LTD

Results Update Presentation Q3 & 9M 2022-23

Cleaner Solutions for a Greener World





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01 **Our Business**

02 **Performance**

03 **Order Book Analysis**

04 **Awards, Key Events and Reference Projects**



Our Business

- 💧 Core Offerings
- 💧 Global Leadership
- 💧 Our Journey
- 💧 Key Clientele
- 💧 Sustainability and CSR



TECHNOLOGY FOCUS

- 💧 **125+ IP Rights** developed in-house for water treatment technology solutions
- 💧 **3 Global R&D centres** – in Vienna, Winterthur and Chennai
- 💧 **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

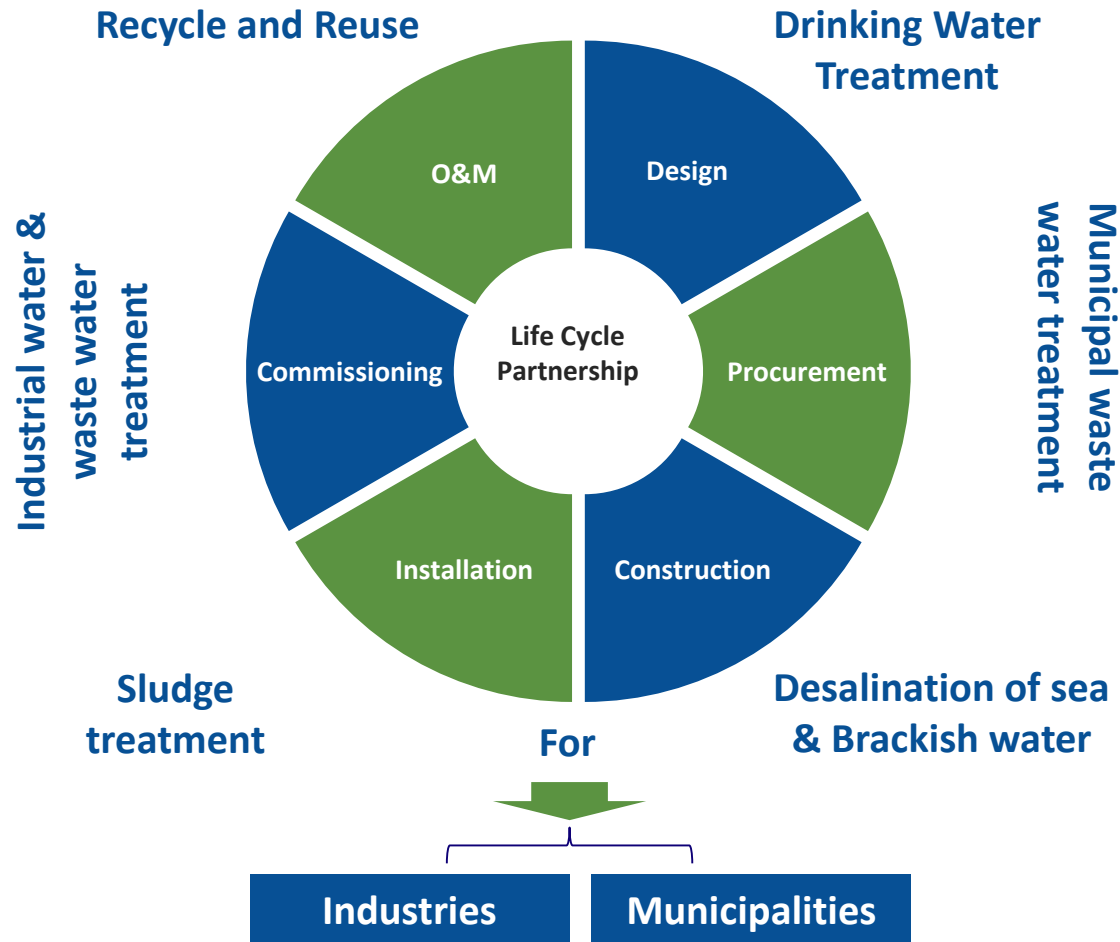
EXPERIENCED LEADERSHIP

- 💧 **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)

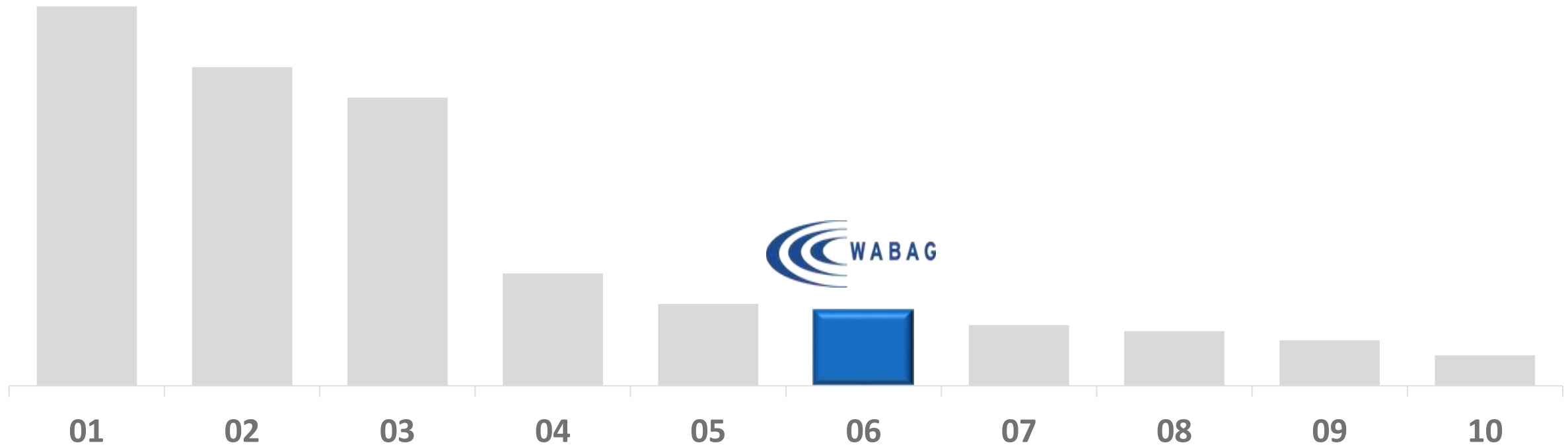
WABAG brand is trusted and respected globally for its know-how and domain expertise built over 9 decades



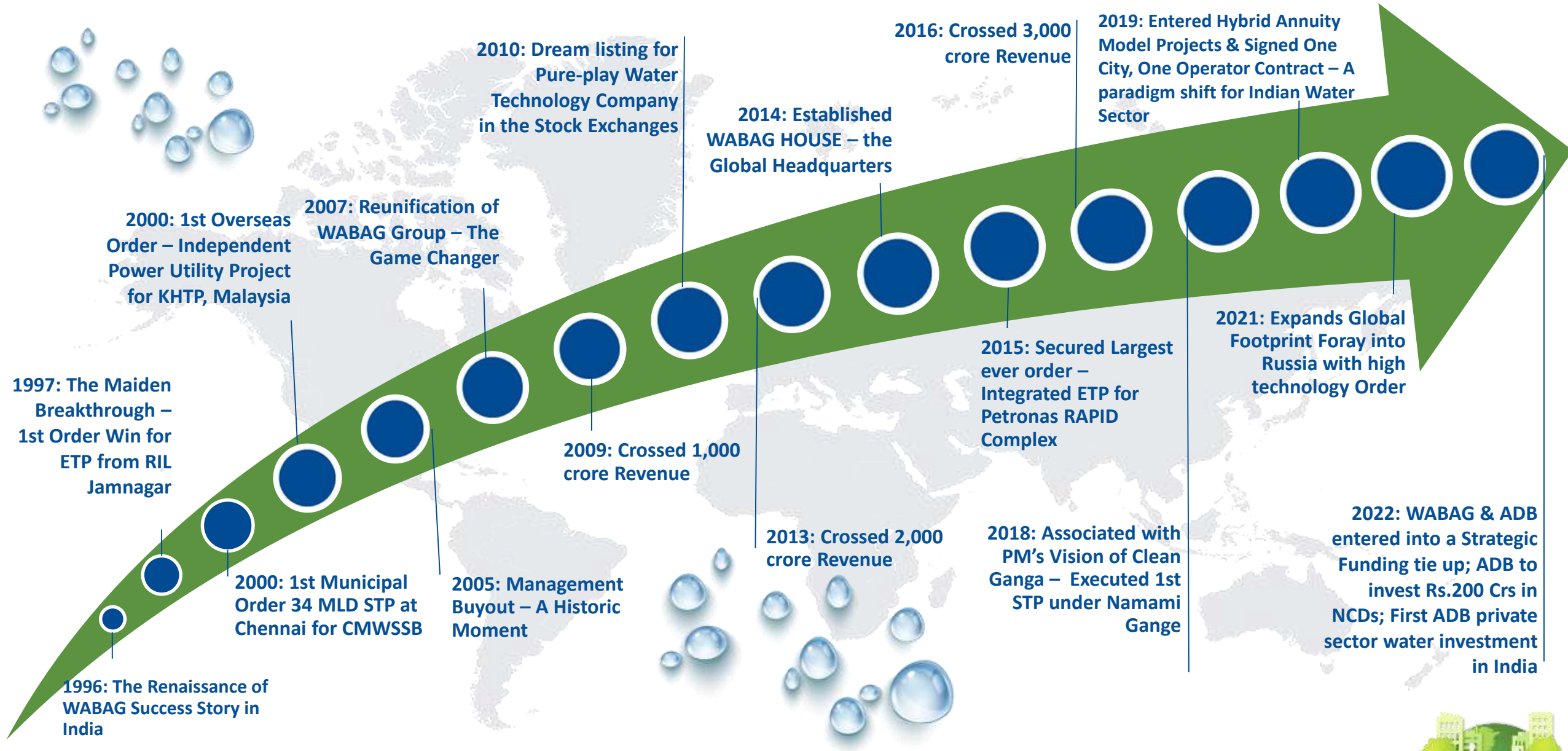
WABAG ranked 3rd Globally by Global Water Intelligence ('GWI'), United Kingdom for ensuring safe and clean drinking water and healthy environment for over 88 million people



WABAG recognized amongst the **Global Top 10 desalination players.**
Ranked 6th globally in the recently published annual survey for the FY 2021-22 by GWI



25 years in India, 99 years Globally



Our Key clients...

Municipal



Industrial



Funding Agencies



Serving clients in....

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



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



1.2
million m³



Desalinated
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

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



Generating
> 40 MWH



Of Green Energy
per day

Saving
> INR 6.5 Million



On Power Cost
per day

Reducing
> 630 Tonnes



Of GHG Emission
per day





22 CSR Projects benefiting

3,500+
Farmers

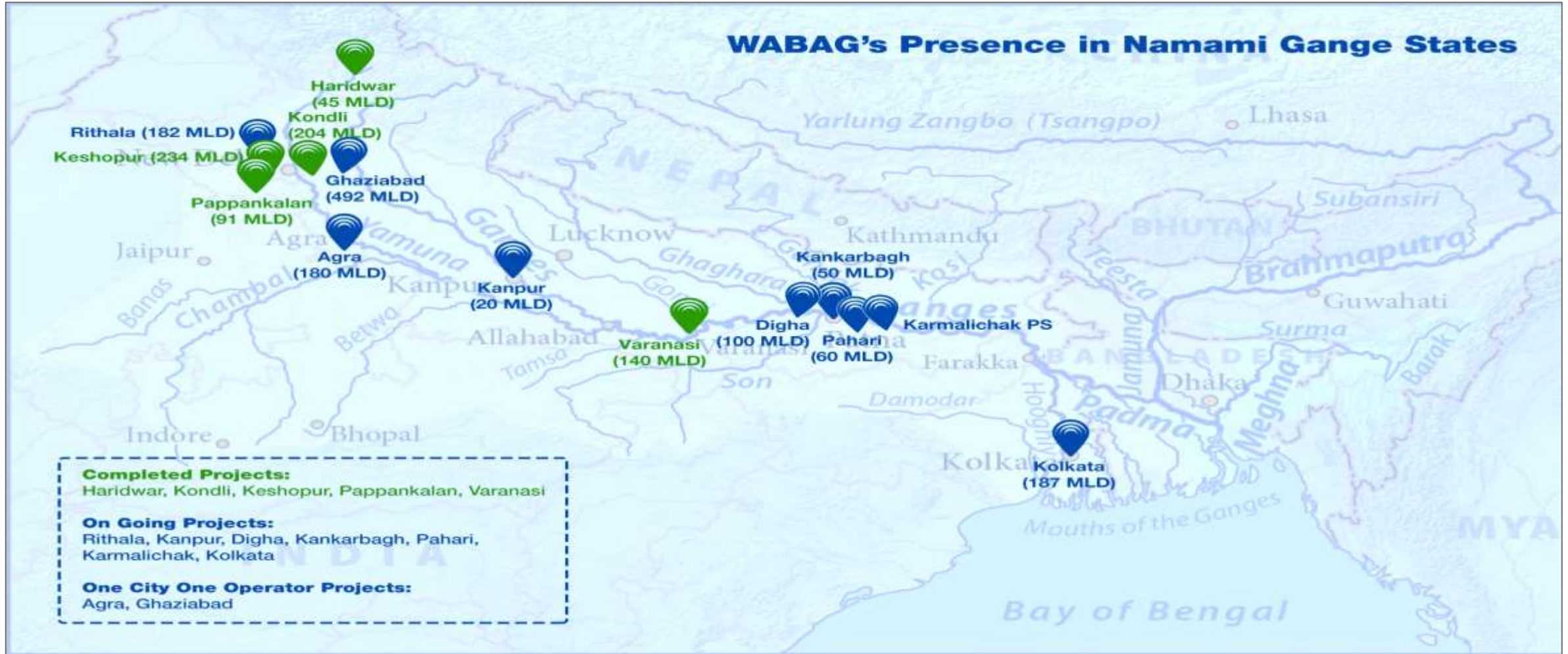
6,000+
School Kids
& teachers

5,000+
Urban Poor

CSR Focus on Water, Sanitation & Skill Development



Increasing contribution in cleaning the Holy River



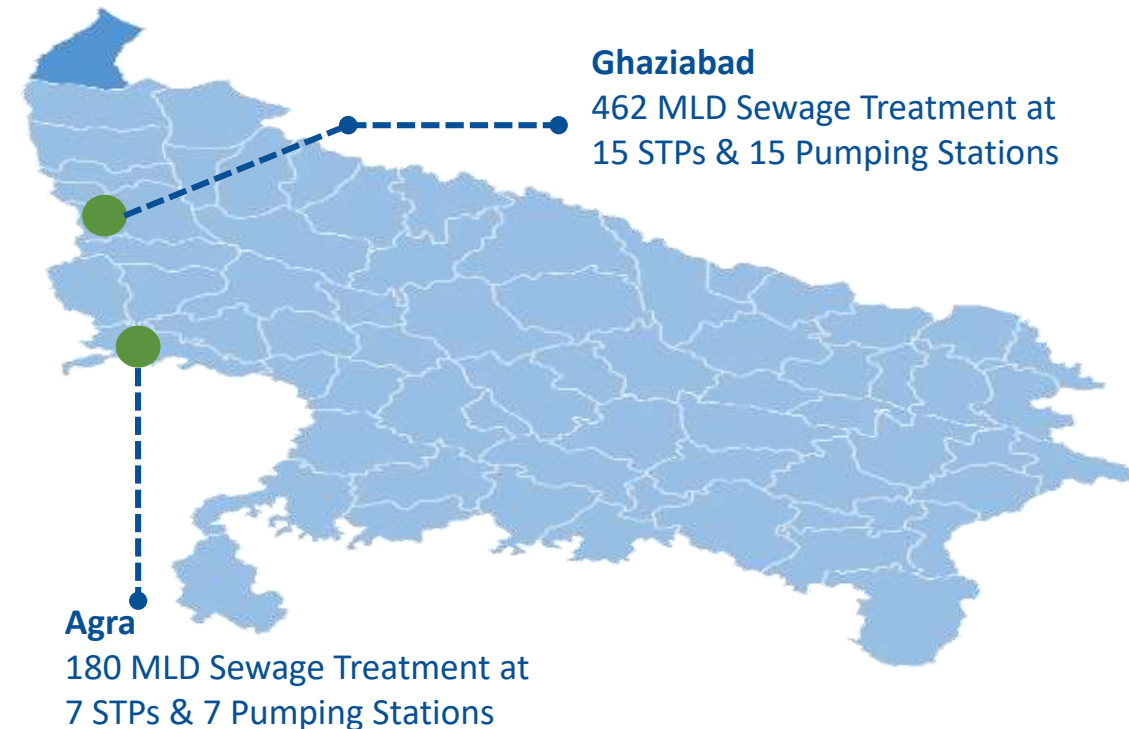
Committed to managing over 195 crore liters each day to rejuvenate Aviralta & Nirmalta of River Ganga



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



Performance

- 💧 Highlights
- 💧 Core Performance Metrics
- 💧 Credit Rating upgrade
- 💧 Profit & Loss Statement



Order book remains robust....

- 💧 Order Book of over Rs. 100 Bn *including Framework Orders*
- 💧 Order Intake of ~Rs. 19 Bn

Sustaining Profitable Growth....

Q3 FY 23:

- 💧 Consolidated Revenue at Rs. 6.52 Bn
- 💧 Consolidated EBITDA at Rs. 749 Mn;
- 💧 Consolidated PAT at Rs. 471 Mn;

9M FY 23:

- 💧 Consolidated Revenue at Rs. 20.34 Bn
- 💧 Consolidated EBITDA at Rs. 2,005 Mn; **YoY growth of ~14%**
- 💧 Consolidated PAT at Rs. 1,240 Mn; **YoY growth of ~45%**



Gafsa WWTP, Tunisia



Core RoCE
21.4%

*Driven by Asset
Light Business
Model*

Core EBITDA
13.5%

*Driven by EP,
International,
Industrial &
Technology
Projects*

Core PAT
8.8%

*Driven by debt
control &
improving
operating margins*

Core WC
90 Days

*Driven by
efficiencies in
business
operations*



India Ratings Affirms VA Tech Wabag at 'IND A+'/**Stable**; Upgrades Short-Term Debt Rating to 'IND A1+'

Published: November 24, 2022

Key Rating Drivers

- 💧 *Strong Player in Water Treatment Business*
- 💧 *Strong Order Book; Revenue Visibility*
- 💧 *Modest Revenue Growth; Focus on Profitability*
- 💧 *Comfortable Credit Metrics; Trend Expected to Sustain*
- 💧 *Liquidity Indicator – Adequate*
- 💧 *Asset-light Business*



RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q3 FY 23	Q3 FY 22	YOY %	9M FY 23	9M FY 22	YOY %
Revenue from operations	6,516	7,455	(12.6%)	20,336	20,874	(2.6%)
Cost of Sales	4,634	5,731	(19.1%)	15,486	16,227	(4.6%)
Total Cost of Operations (TCO)	1,133	937	20.9%	2,846	2,895	(1.7%)
EBITDA	749	787	(4.8%)	2,005	1752	14.4%
<i>EBITDA margin</i>	11.5%	10.6%		9.9%	8.4%	
Net Interest Cost	50	75	(32.6%)	145	201	(27.8%)
Dividend Income	(0)	(10)		(6)	(66)	
Bank Charges	92	128	(28.4%)	267	377	(29.3%)
Depreciation & Amortization	22	23	(6.4%)	67	76	(12.3%)
Tax	133	109	22.3%	358	258	38.5%
Share of Profits from Associates / MI (Net)	20	(20)		65	(50)	
Profit After Tax (Owners)	471	442	6.7%	1,240	856	44.9%
<i>PAT margin</i>	7.2%	5.9%		6.1%	4.1%	

- 9M Flat topline owing to focused strategy of higher EP project mix and muted Europe growth in line the current geo-political situation and group's long term strategy
- Improved Operating margins showing driven by execution efficiencies and mix of projects
- Lower Finance Cost driven by lower debt levels, efficient cash management and effective utilization of Non Fund based Bank limits; Short term Credit Rating upgraded to A1+ in Q3



RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q3 FY23	Q3 FY 22	YOY %	9M FY23	9M FY 22	YOY %
Revenue from Operations	5,189	5,162	0.5%	15,767	14,895	5.9%
Cost of Sales	3,824	4,035	(5.2%)	12,310	11,901	3.4%
Total Cost of Operations (TCO)	721	545	32.3%	1,739	1,704	2.1%
EBITDA	644	582	10.7%	1,718	1290	33.1%
<i>EBITDA margin</i>	12.4%	11.3%		10.9%	8.7%	
Net Interest Cost	51	83	(39.0%)	154	202	(23.9%)
Dividend Income	-	(10)		-	(62)	
Bank Charges	82	95	(14.5%)	238	311	(23.5%)
Depreciation & Amortization	10	12	(13.6%)	32	40	(20.6%)
Tax	129	100	29.6%	327	199	64.7%
Profit After Tax	372	302	23.2%	967	600	61.1%
<i>PAT margin</i>	7.2%	5.9%		6.1%	4.0%	

- Revenue growth driven by New projects which are now picking up pace; Higher EP mix enabling improvement in execution pace
- Improved EBITDA driven by execution efficiencies and mix of projects
- Lower Interest Cost and Bank charges reflecting effective utilization of Bank Lines.



Order Book Analysis

- 💧 Revenue
- 💧 Order Intake
- 💧 Order Book



Revenue Breakup – 9M FY 23

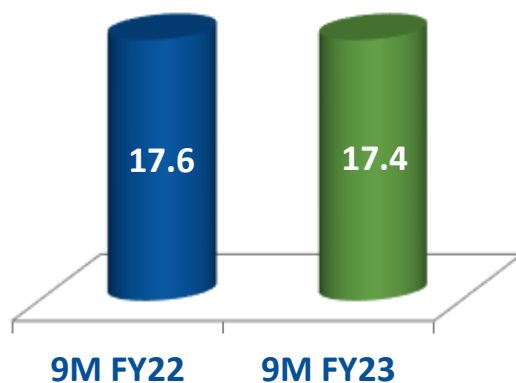
By Business Offering & Customer Segment

Rs. Millions	Municipal	Industrial	Total
EPC	11,983	5,387	17,370
O&M	2,465	389	2,854
Total	14,448	5,776	20,224

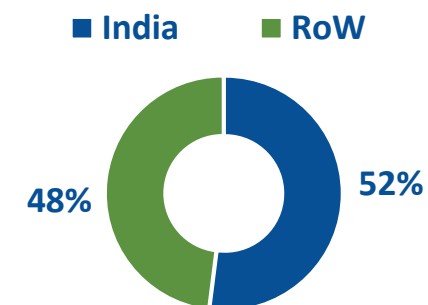
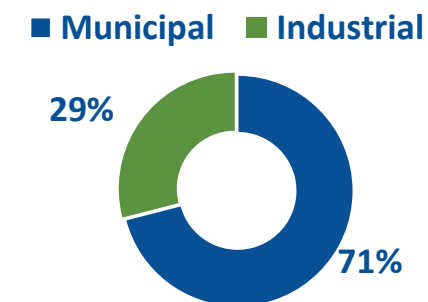
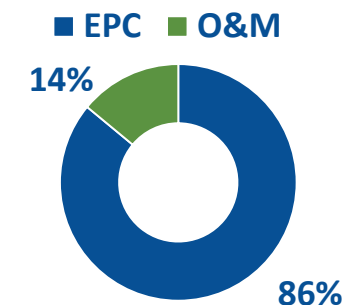
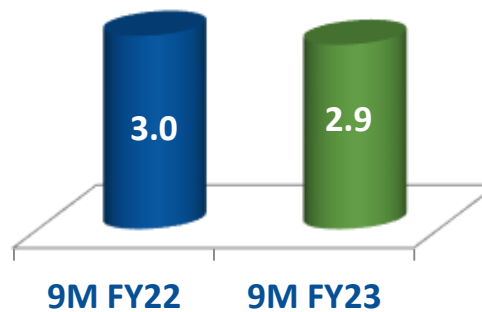
By Geography

Rs. Millions	Total
India	10,565
Rest of the World (RoW)	9,658
Total	20,224

EPC [Rs. Bn.]



O&M [Rs. Bn.]



Order Intake Breakup

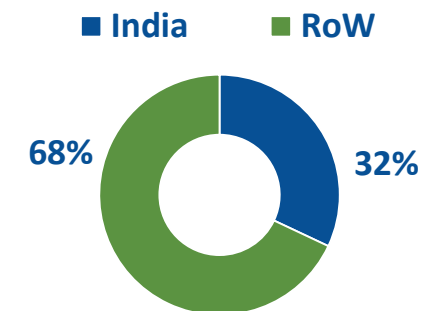
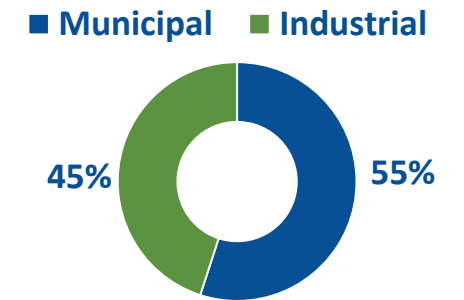
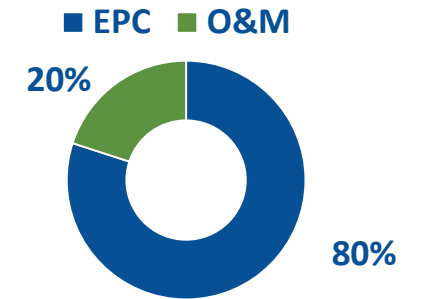
By Business Offering & Customer Segment

Rs. Millions	Municipal	Industrial	Total
EPC	8,446	6,730	15,176
O&M	2,010	1,669	3,679
Total	10,456	8,399	18,855

By Geography

Rs. Millions	Total
India	6,013
Rest of the World (RoW)	12,842
Total	18,855

Key Orders Received during 9M FY 23	Nature	Order Value (Rs. Mn.)
53 MLD RIL, Jamnagar - Desal	EPC	4,275
50 MLD Senegal – Desal	EP	3,826
Purolite Victoria WWTP - ETP	EP	2,579



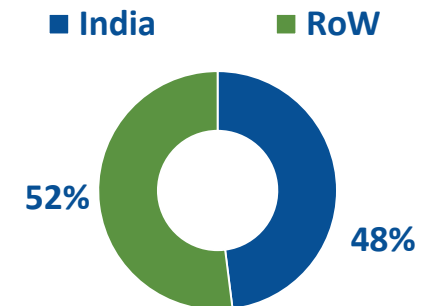
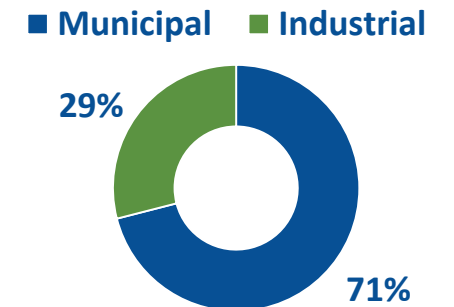
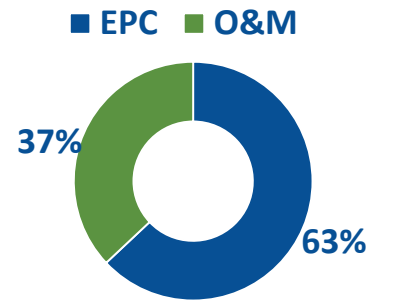
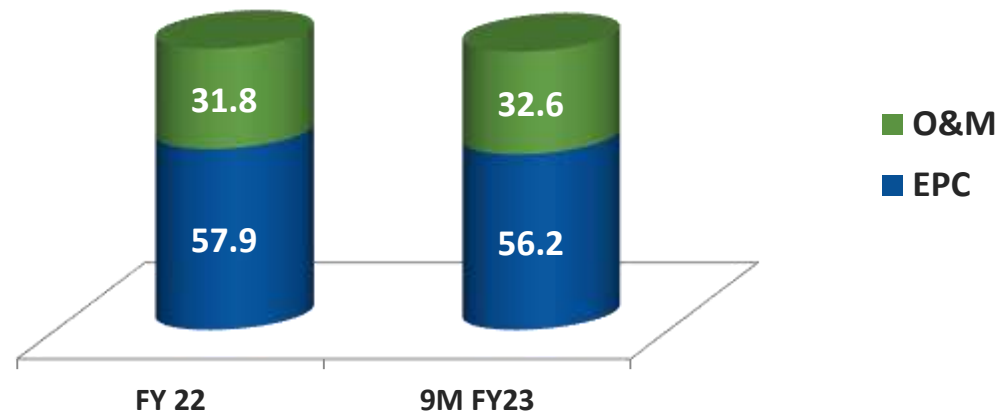
Order Book Composition

By Business Offering & Customer Segment

Rs. Millions	Municipal	Industrial	Total
EPC	34,214	21,990	56,204
O&M	28,973	3,604	32,577
Framework			11,588
Total	63,187	25,594	100,369

By Geography

Rs. Millions	Total
India	43,032
Rest of the World (RoW)	45,749
Framework	11,588
Total	100,369



Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
UPJN, O&M of Agra & Ghaziabad	14,143
AGCC, Russia – Integrated Industrial ETP	10,246
BUIDCO, Digha & Kankarbagh – STP & Network	8,234
Hassyan UTICO SWRO	7,299
50 MLD Senegal – Desal	3,710
RIL, Jamnagar - Desal	2,963
Purolite Victoria WWTP-ETP	2,617
GNN, Ghaziabad – TTRO	2,208
Koyambedu O&M, Chennai – TTRO	1,867
KMDA, Howrah – STP	1,301

Key Framework Contracts *

- Libya STP of Rs. 6,114 Mn
- Bomba MED, Libya of Rs. 5,474 Mn

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





Awards and Accolades



The Economic Times Infra Focus Awards 2022



Wabag has been conferred with “Emerging Infrastructure Company in the Water Infrastructure Sector” at The Economic Times Infra Focus Awards 2022

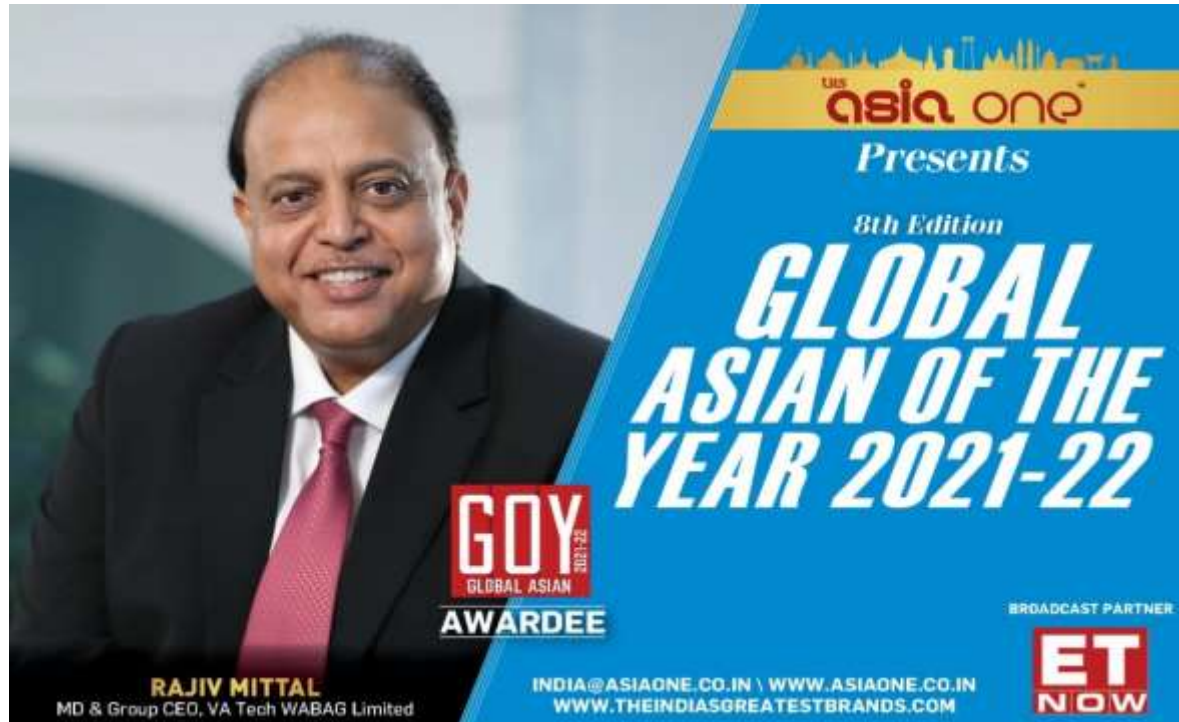
IWA Fellow Community



Mr Rajiv Mittal (Chairman & MD - VA Tech WABAG) has been conferred IWA Fellow for his outstanding contribution to the Water sector around 4 decades.



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





Conferences & Key Events



Conference on Manufactured Water hosted by Wabag @ Chennai

Conference on Manufactured Water hosted by Wabag with a focus on Desalination and Waste Water Treatment
Panel Discussions with eminent members from Municipal and Industrial sector



Panel discussion moderated by Mr. Rajiv Mittal, CMD



Panel discussion moderated by Mr. Varadarajan, Whole time director & CGO



Address by Mr. Rajneesh Chopra, Global Business Development



Address by Mr. Shailesh Kumar, CEO India Cluster



Strategic Funding tie-up with Asian Development Bank



Wabag and ADB officials after the signing of the Strategic Funding Agreement

- 💧 WABAG & ADB entered into a Strategic Funding tie up
- 💧 Rs. 200 Crores to be invested by ADB through NCDs
- 💧 ADB'S first private sector financing in India's Water Sector
- 💧 Key validation of Wabag's leadership credentials in the Water sector





Reference Projects



(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, Sri Lanka
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



Proven technology and project execution capabilities

(Select Landmark Projects)



110 MLD Sewage Treatment Plant, Kodungaiyur, Chennai, India

One of the most energy efficient and energy neutral STPs in the country



40 MLD Madinaty Waste Water Treatment Plant, Cairo, Egypt

Water reclamation plant for new satellite city near Cairo



Total City Water Management, Istanbul, Turkey

Managed 124 units catering to 16 million population in the Asian and European districts of Istanbul



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.



130 MLD Drinking Water Treatment Plant, Tanzania

First water project in Africa to be commissioned under EXIM India funding



14 Sarneraatal WWTP, Alpnach, Switzerland

First plant in Switzerland to be commissioned with NEREDA® technology



Industrial Effluent Treatment Plant for Phillip Morris, Otopeni, Bucharest, Romania

Treatment of effluents from tobacco production



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



For further information, please contact



sustainable solutions. for a better life.

Company

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Cleaner Solutions for a Greener World

