



VA TECH WABAG LTD.

RESULT UPDATE PRESENTATION
Q3 & 9 MONTHS FY 19

REJUVENATING
WATER.
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COMMUNITIES.

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Key Highlights 9 Months YTD FY 19

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Business Overview



Al Madina Al Shamalia (AMAS) Sewage Treatment Plant, Kingdom of Bahrain

Key Highlights 9M FY 19



- Consolidated Revenue : INR 21 Bn
- Consolidated EBITDA : INR 1.7 Bn
- Consolidated PAT : INR 643 Mn
- Order Book over INR 90.6 Bn
including framework orders



**Water Treatment Plant,
Melamchi, Nepal**

Quarterly Performance



RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q3 FY 19	Q3 FY 18	YOY %	9M FY 19	9M FY 18	YOY %
Revenue from operations	6,619	8,647	(23.5%)	21,017	24,198	(13.1%)
Cost of Sales	5,073	6,851	(26.0%)	16,184	19,211	(15.7%)
Total Cost of Operations (TCO)	1,007	1,038	(3.0%)	3,148	2,985	5.4%
EBITDA	539	758	(28.9%)	1,685	2,002	(15.9%)
EBITDA margin	8.1%	8.8%		8.0%	8.3%	
Forex (Gain) / Loss	46	(20)	~	150	32	~
Net Finance Cost	183	136	34.5%	496	388	27.8%
Depreciation & Amortization	41	43	(4.8%)	126	133	(5.6%)
Tax	149	248	(40.1%)	391	629	(37.8%)
Share of Profits from Associates / MI (Net)	33	(51)	(166.7%)	121	(83)	(247.9%)
Profit After Tax (Owners)	154	300	(48.7%)	643	737	(12.7%)
PAT margin	2.3%	3.5%		3.1%	3.0%	

- Key overseas projects like AMAS and RAPID are in completion stage; resulting in lower sales and margin compared to previous year
- New orders received yet to pick up momentum / progress
- Forex losses arising from translation
- Finance cost increase due to higher working capital requirement

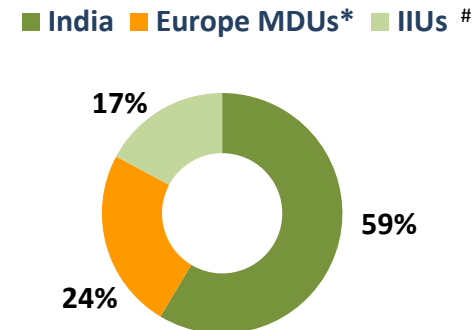
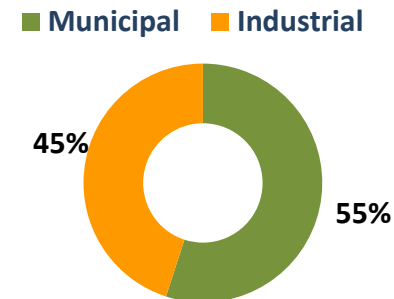
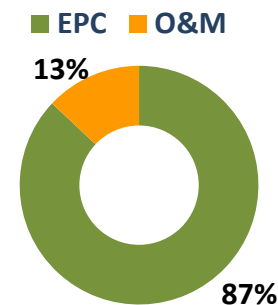
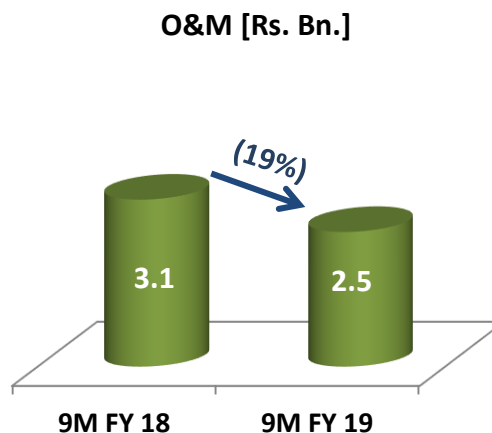
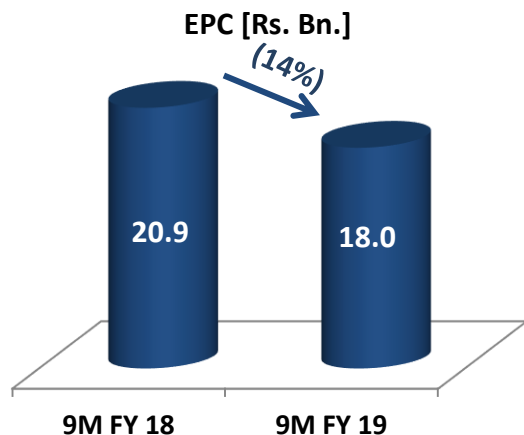
RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q3 FY 19	Q3 FY 18	YOY %	9M FY 19	9M FY 18	YOY %
Revenue from Operations	4,516	4,609	(2.0%)	13,127	13,218	(0.69%)
Cost of Sales	3,403	3,532	(3.7%)	9,988	10,186	(1.9%)
Total Cost of Operations (TCO)	505	561	(10.0%)	1,745	1,555	12.2%
EBITDA	608	516	17.9%	1,394	1,477	(5.6%)
EBITDA margin	13.5%	11.2%		10.6%	11.2%	
Dividend Income	-	185	(100.0%)	-	201	(100.0%)
Forex (Gain) / Loss	59	(2)	~	29	26	11.5%
Net Finance Cost	127	80	59.3%	320	225	41.9%
Depreciation & Amortization	21	22	(5.8%)	64	66	(2.6%)
Tax	141	190	(26.0%)	344	454	(24.2%)
Profit After Tax	260	411	(36.7%)	637	907	(29.7%)
PAT margin	5.8%	8.9%		4.9%	6.9%	

- Execution progress impacted by delay in realization and consequent start up on new orders
- Operating TCO in control; increase in TCO driven by prudent provisioning for doubtful debts
- Net finance cost higher on account interest cost for working capital
- PAT of previous fiscal includes Dividend earned from overseas projects

Revenue Breakup – 9M FY 19

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	6,422	5,073	942	267	12,704
Wabag Overseas	3,030	3,542	924	458	7,954
Total	9,452	8,615	1,866	725	20,658



Key Projects Contributing to Revenue – 9M FY 19

Project Details	Revenue recognized [Rs. Mn]
▪ Desal & STP Order, Saudi Arabia	2,556
▪ Petronas RAPID, Malaysia – ETP	1,997
▪ Dangote, Nigeria - ETP & RWTP	1,797
▪ Polghawela, Sri Lanka – WTP	1,142
▪ HMEL, Bathinda – ETP	985
▪ Koyambedu, Chennai – TTP	940
▪ Barmer, Rajasthan – Integrated Water Supply Project	706
▪ K&C Valley, Bengaluru – STP	633
▪ Duong River, Vietnam – WTP	525
▪ Karmalichak, Bihar – Sewerage System & PS	452

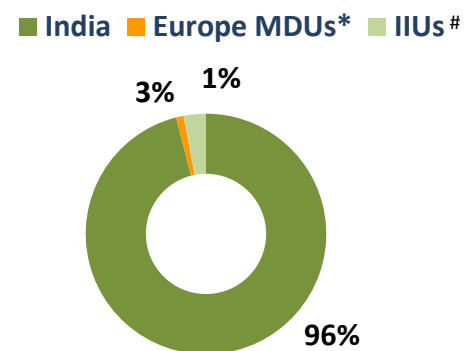
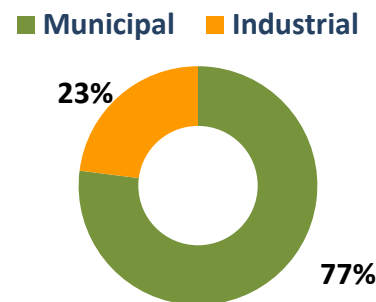
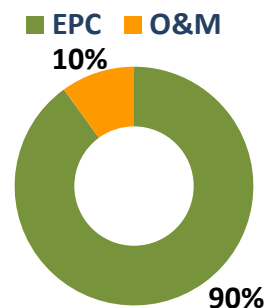
Order Book Analysis



Order Intake Breakup

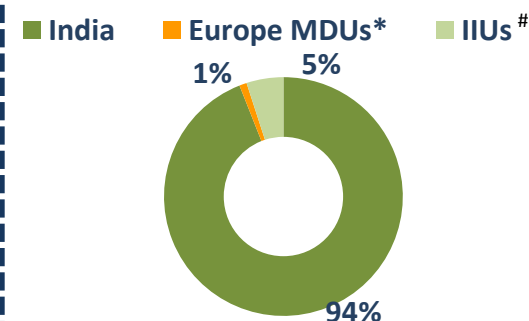
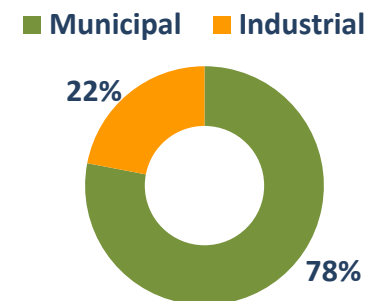
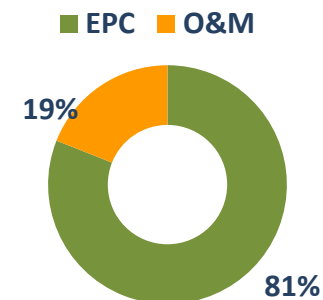
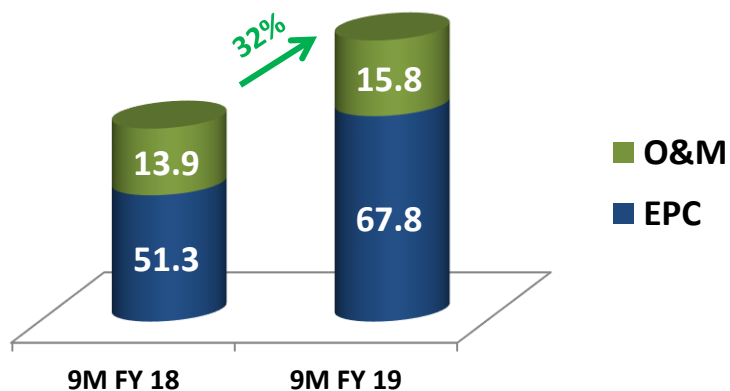
Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	16,357	5,311	1,609	127	23,404
Wabag Overseas	8,549	2,050	1,054	609	12,262
Total	24,906	7,361	2,663	736	35,666

Key Orders Received	Order Value (Rs. Mn.)
Desal Plant, Karnataka – MRPL	4,670
O&M Orders, Chennai - CMWSSB	559



Order Book Composition

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	30,958	13,656	12,934	1,413	58,961
Wabag Overseas	20,015	3,168	980	485	24,648
Framework Contracts					6,996
Total	50,973	16,824	13,914	1,898	90,605



Order Book of Rs. 83.6 Bn & Framework Contracts of Rs. 7 Bn

Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
▪ Expansion SWTP 9, Jubail, KSA – STP	8,199
▪ 50 MLD Zarat, Tunisia – Desal	5,494
▪ South Doha, Qatar – STP	5,479
▪ Desal Plant, Karnataka – MRPL	4,670
▪ Polgahwela, Srilanka – WTP	3,935
▪ Dangote, Nigeria – ETP & RWTP	3,862
▪ Koyambedu, Chennai – TTP	2,929
▪ Rithala, Delhi – STP	2,893
▪ K&C Valley, Bengaluru – STP	2,648
▪ Karmalichak, Bihar – – Sewerage System & PS	2,073

Key Framework Contracts *

- Libya STP of Rs. 6,114 Mn
- Koye Fetcche, Ethiopia of Rs. 882 Mn

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

Guidance for FY 19

Revenue : INR 35 Bn – INR 37 Bn & Order Intake : INR 53 Bn – INR 57 Bn



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