



sustainable solutions. for a better life.

VA TECH WABAG LTD

Results Update Presentation
FY 2021 - 22



ENRICHING
LIVES
ENGINEERING
GROWTH

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Complete Water Treatment Solution Provider...

Pure Play Indian Multinational Water Technology player



TECHNOLOGY FOCUS

- ✓ **90+ 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 FY 21 - 22

2

Quarterly Performance & Business Updates

3

Order Book Analysis

Key Highlights FY 22



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

- **Consolidated Total Income of Rs. 30,117 Million**
- **Consolidated PAT of Rs. 1,319 Million; YoY up by 20%**
- **Order book of over Rs. 100 Billion** including Framework contracts; ~ **3x revenue visibility**

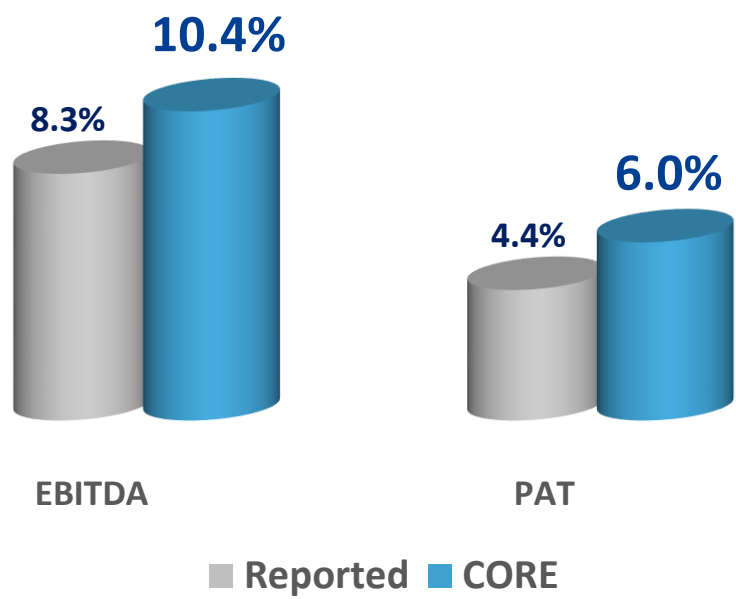
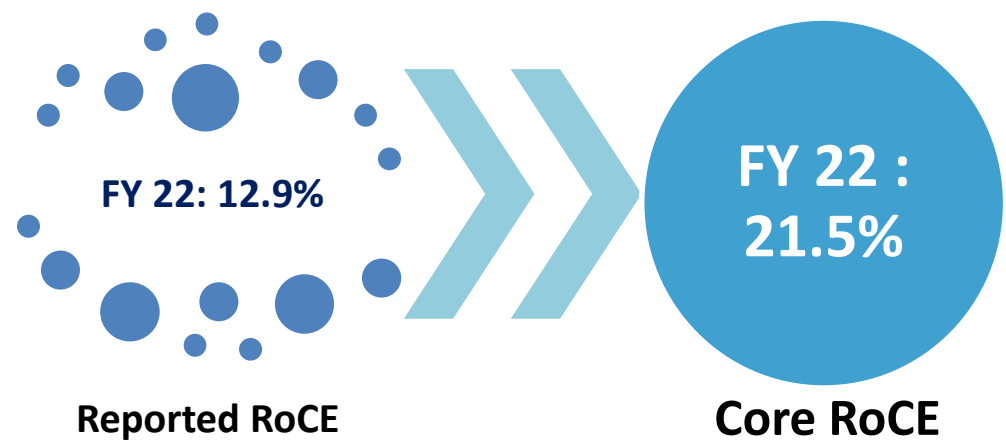
Cash and Working Capital focus remains intact.....

- **Another consecutive year of positive operational cash flow** generation of Rs. 112 Million on Consolidated basis; **Group continues its turnaround** from Net Debt to Net Cash of Rs. 96 Million
- **Net Working Capital improves** to 87 days; 10% reduction YoY; **Current Trade Receivables** remains flat despite higher sales YoY

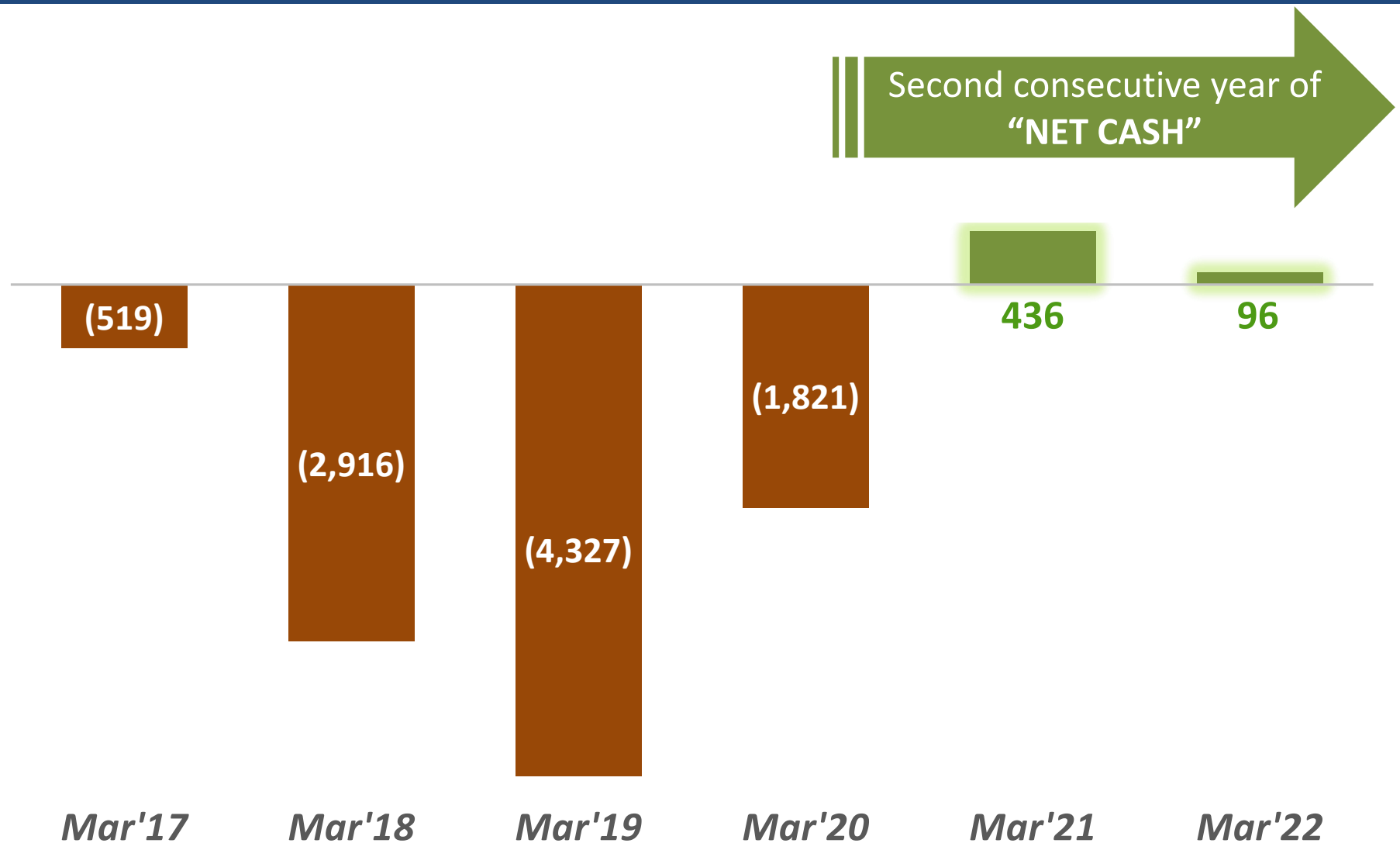
Awards & Recognition

- **Mr. Rajiv Mittal** 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: “Desalination Project of the Year”** - 30 MLD SWRO plant for Mangalore Refinery and “**Best Water Management – Private Sector**” - One City One Operator Initiative at Agra and Ghaziabad, India

Robust Core Performance



Group continues of Net Cash Positive path...



In Rs. Millions

Profitable Growth Continues...

- **Order Book of over Rs. 100 Bn**
including framework orders
- **Order Intake of over Rs. 36 Bn**
- **Consolidated Income at Rs. 30 Bn**
YoY **6% ↑**
- **Consolidated EBITDA of Rs. 2.48 Bn**
YoY **14% ↑**
- **Consolidated PAT of Rs. 1.32 Bn**
YoY **20% ↑**



Altena WWTP, Germany

Business Performance



RESULTS OVERVIEW – Consolidated Profit and Loss

| Rs. Millions | Q4 FY 22 | Q4 FY 21 | YOY % | FY 22 | FY 21 | YOY % |
|---|--------------|---------------|----------------|---------------|---------------|--------------|
| Total Income | 9,015 | 10,008 | (9.9%) | 30,117 | 28,427 | 6.0% |
| Revenue from operations | 8,919 | 9,993 | (10.7%) | 29,793 | 28,345 | 5.1% |
| Cost of Sales | 6,830 | 7,991 | (14.5%) | 23,057 | 22,331 | 3.3% |
| Total Cost of Operations (TCO) | 1,358 | 1,237 | 9.8% | 4,253 | 3,827 | 11.1% |
| EBITDA | 731 | 764 | (4.4%) | 2,483 | 2,188 | 13.5% |
| EBITDA margin | 8.2% | 7.6% | | 8.3% | 7.7% | |
| Net Interest Cost | 94 | 40 | 135.4% | 299 | 284 | 5.4% |
| Dividend Income | - | - | - | (70) | - | - |
| Bank Charges | 137 | 166 | (17.8%) | 514 | 537 | (4.3%) |
| Gain on Sale/liq. of inv. | (77) | - | - | (77) | - | - |
| Depreciation & Amortization | 25 | 27 | (6.3%) | 101 | 121 | (16.5%) |
| Tax | 105 | 107 | (2.1%) | 363 | 295 | 23.3% |
| Share of Profits from Associates / MI (Net) | 17 | 42 | (60.1%) | (33) | 150 | (122.0%) |
| Profit After Tax (Owners) | 463 | 465 | (0.4%) | 1,319 | 1,101 | 19.8% |
| PAT margin | 5.2% | 4.7% | | 4.4% | 3.9% | |

- Profitable growth driven by project mix of Industrial & International orders and execution pace
- Improved Margin profile despite cost headwinds
- Continued cash focus ensured that net interest cost and bank charges stays under control despite topline growth

RESULTS OVERVIEW – Standalone Profit and Loss

| Rs. Millions | Q4 FY 22 | Q4 FY 21 | YOY % | FY 22 | FY 21 | YOY % |
|--------------------------------|--------------|--------------|---------------|---------------|---------------|---------------|
| Total Income | 6,655 | 7,011 | (5.1%) | 21,709 | 18,529 | 17.16% |
| Revenue from Operations | 6,531 | 6,997 | (6.7%) | 21,426 | 18,431 | 16.25% |
| Cost of Sales | 5,093 | 5,663 | (10.1)% | 16,994 | 14,508 | 17.1% |
| Total Cost of Operations (TCO) | 809 | 718 | 12.7% | 2,513 | 2,229 | 12.7% |
| EBITDA | 629 | 616 | 2.1% | 1,919 | 1,695 | 13.3% |
| EBITDA margin | 9.6% | 8.8% | | 9.0% | 9.2% | |
| Net Interest Cost | 89 | 52 | 72.3% | 292 | 276 | 5.9% |
| Dividend Income | - | - | ~ | (62) | (40) | 55.0% |
| Bank Charges | 105 | 109 | (3.9%) | 415 | 420 | (1.2%) |
| Depreciation & Amortization | 13 | 15 | (11.3%) | 53 | 61 | (12.2%) |
| Tax | 101 | 112 | (10.3%) | 299 | 248 | 20.6% |
| Profit After Tax | 321 | 328 | (2.1%) | 922 | 730 | 26.3% |
| PAT margin | 4.9% | 4.7% | | 4.3% | 4.0% | |

- Execution momentum carried forward through the year resulting in Topline Growth
- Quality of orders especially the industrial and Engineering & Procurement ('EP') orders, helped to speed up execution
- Finance cost remains flat despite higher revenues

RESULTS OVERVIEW – Balance Sheet

| Rs. Millions | Consolidated | | Standalone | |
|---------------------------------------|---------------|---------------|---------------|---------------|
| | Mar'22 | Mar'21 | Mar'22 | Mar'21 |
| Total Equity (Net Worth) | 15,259 | 13,963 | 12,603 | 11,679 |
| Non-Current Liabilities | 3,071 | 3,997 | 2,801 | 3,518 |
| Trade Payables | 9,853 | 10,777 | 7,764 | 8,210 |
| Short Term Borrowings | 3,349 | 2,175 | 3,251 | 2,096 |
| Other Current Liabilities | 8,491 | 10,700 | 4,465 | 5,866 |
| Total Equity & Liabilities | 40,023 | 41,612 | 30,884 | 31,370 |
| Fixed Assets | 800 | 863 | 632 | 683 |
| Other Non-Current Assets | 9,586 | 7,701 | 8,327 | 6,690 |
| Trade Receivables | 13,255 | 13,496 | 11,900 | 12,819 |
| Cash & Bank Balances | 4,286 | 3,713 | 2,150 | 2,170 |
| Other Current Assets | 12,096 | 15,839 | 7,875 | 9,008 |
| Total Assets | 40,023 | 41,612 | 30,884 | 31,370 |

- Trade receivables remain flat despite higher sales; better billing and collection turnover
- Deployment of resources for faster execution, resulted in Lower Trade payables
- Efficient execution driving consecutive years of Net cash positive status and improved Net working capital

RESULTS OVERVIEW - Cash Flow Statement

| Rs. Millions | FY 22 | |
|--|--------------|--------------|
| | Consolidated | Standalone |
| Net cash generated from/(used in) operations | 116 | (384) |
| Net cash generated from/(used) in investing activities | (340) | (398) |
| Net cash generated from financing activities | 446 | 482 |
| Cash and cash equivalents at the end | 3,210 | 1,448 |

- Focus on project execution ensured Positive Group operational cash-flow
- Investments primarily includes investment into KMDA, Howrah HAM Project as per concession requirements

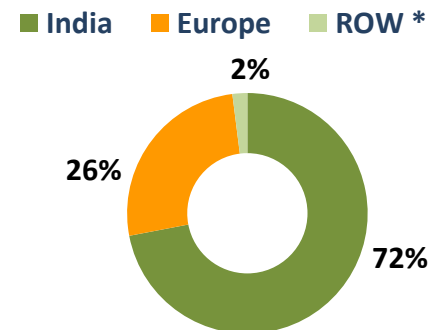
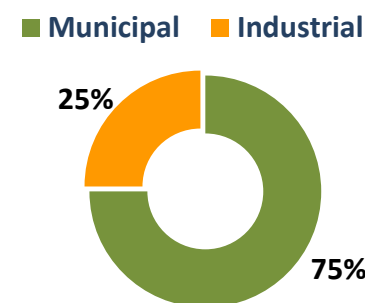
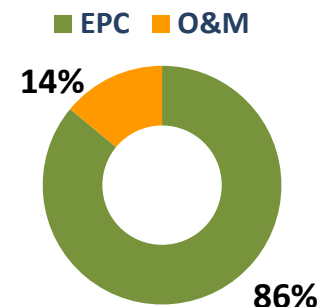
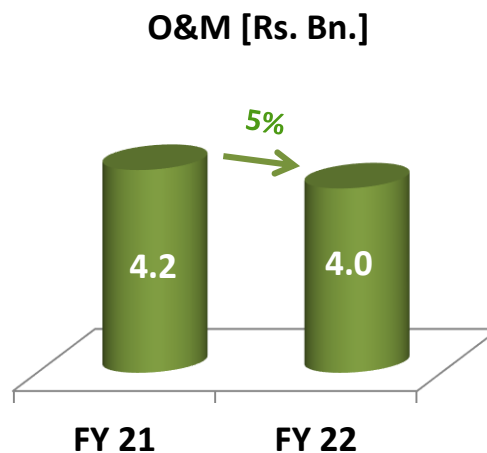
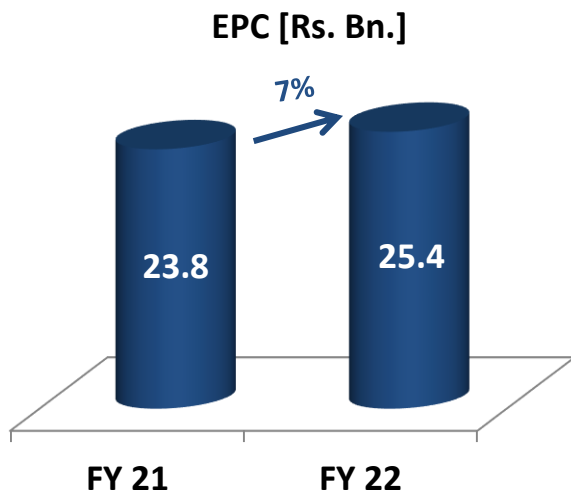
Order Book Analysis



Revenue Breakup – FY 22

| Rs. Millions | EPC | | O&M | | Total |
|----------------|---------------|--------------|--------------|------------|---------------|
| | Municipal | Industrial | Municipal | Industrial | |
| Wabag India # | 11,799 | 6,509 | 2,449 | 313 | 21,070 |
| Wabag Overseas | 6,821 | 328 | 1,143 | 101 | 8,393 |
| Total | 18,620 | 6,837 | 3,592 | 414 | 29,463 |

Including HAM SPVs



* Rest of the World

Key Projects Contributing to Revenue – FY 22

| Project Details | Revenue recognized [Rs. Mn] |
|--|--------------------------------|
| ▪ Expansion SWTP 9, Jubail, KSA – STP | 2,751 |
| ▪ Jeddah Airport, KSA – STP | 2,159 |
| ▪ 50 MLD Zarat, Tunisia – Desal | 2,031 |
| ▪ AGCC, Russia - Integrated Industrial ETP | 1,692 |
| ▪ JAJMAU, Kanpur – CETP | 1,259 |
| ▪ MRPL, Karnataka – Desal | 1,127 |
| ▪ KMDA, Howrah - STP | 1,075 |
| ▪ South Doha, Qatar – STP | 991 |
| ▪ UPJN, O&M of Agra & Ghaziabad | 968 |
| ▪ Dangote, Nigeria - ETP & RWTP | 837 |

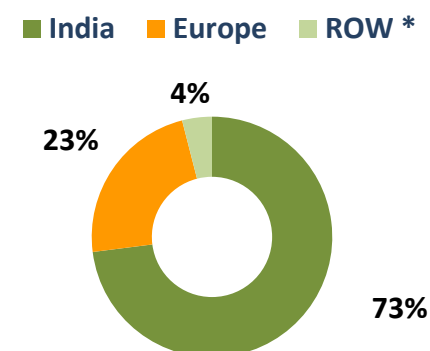
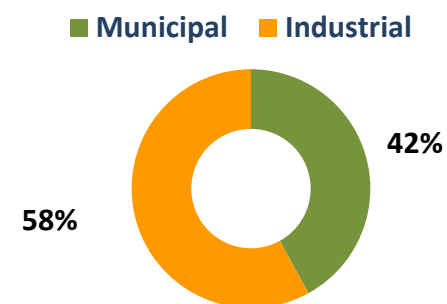
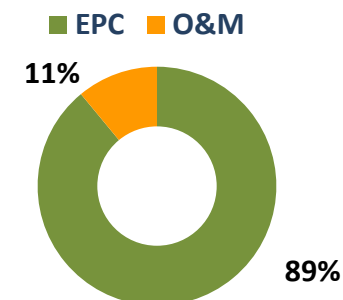
Order Intake Breakup

| Rs. Millions | EPC | | O&M | | Total |
|--------------------------------|---------------|---------------|--------------|------------|---------------|
| | Municipal | Industrial | Municipal | Industrial | |
| Wabag India[#] | 2,992 | 20,808 | 2764 | 180 | 26,744 |
| Wabag Overseas | 8,603 | 185 | 884 | 60 | 9,732 |
| Total | 11,595 | 20,993 | 3,648 | 240 | 36,476 |

[#] Including HAM SPVs

| Key Orders Received | Order Value (Rs. Mn.) |
|-------------------------|-----------------------|
| Ghaziabad – TTRO, India | 5,940* |
| Abu Henes – WWTP, Egypt | 778 |

* Incl. Taxes

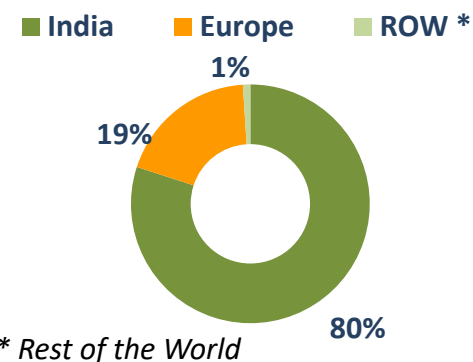
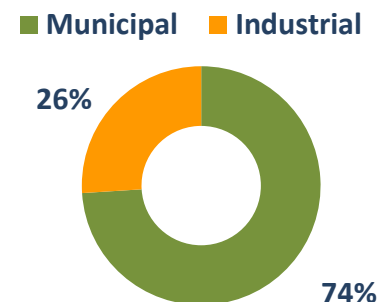
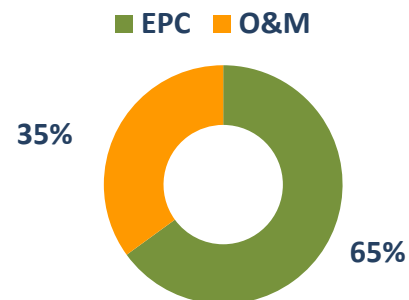
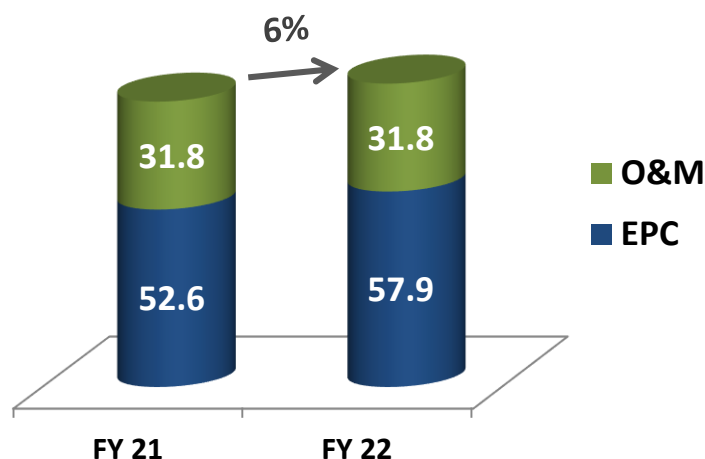


* Rest of the World

Order Book Composition

| Rs. Millions | EPC | | O&M | | Total |
|---------------------|---------------|---------------|---------------|--------------|----------------|
| | Municipal | Industrial | Municipal | Industrial | |
| Wabag India # | 20,143 | 20,931 | 28,011 | 1,308 | 70,393 |
| Wabag Overseas | 16,539 | 318 | 1,544 | 969 | 19,370 |
| Framework Contracts | | | | | 11,307 |
| Total | 36,682 | 21,249 | 29,555 | 2,277 | 101,070 |

Includes HAM SPVs



Order Book of Rs. 89.8 Bn & Framework Contracts of Rs. 11.3 Bn

Key Contracts in Orderbook

| Project Details | Amt [Rs. Mn] |
|---|--------------|
| ▪ UPJN, O&M of Agra & Ghaziabad | 15,082 |
| ▪ AGCC, Russia - Integrated Industrial ETP | 10,805 |
| ▪ BUIDCO, Digha & Kankarbagh – STP & Network | 8,138 |
| ▪ Hassyan Utico SWRO | 7,309 |
| ▪ GNN, Ghaziabad – TTRO | 5,301 |
| ▪ KMDA, Howrah – STP | 2,813 |
| ▪ Jeddah Airport, KSA – STP | 2,523 |
| ▪ JAJMAU, Kanpur – CETP | 2,439 |
| ▪ Koyambedu O&M, Chennai – TTRO | 1,903 |
| ▪ Ipsach Biel SWW, Switzerland – WTP | 1,825 |
| ▪ Water Supply System, Bhagalpur, India – WTP & Network | 1,590 |

Key Framework Contracts *

- Libya STP of Rs. 6,114 Mn
- Bomba MED, Libya of Rs. 5,193 Mn

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

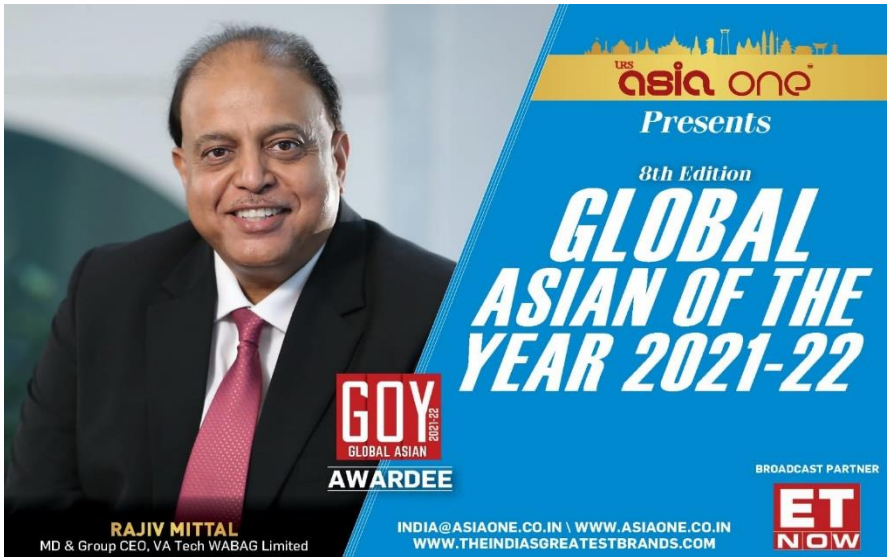
Awards and Accolades



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

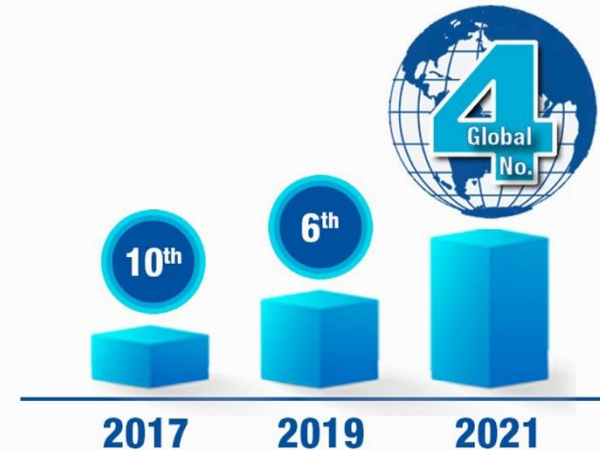
Year 2021

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

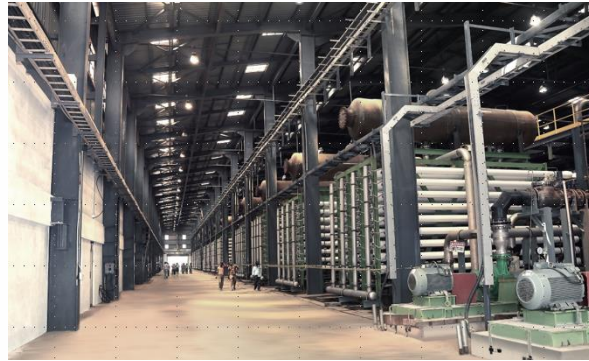
Year 2016

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"





For further information, please contact

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