



sustainable solutions. for a better life.



# VA TECH WABAG LTD

## *Results Update Presentation FY 2022-23*

*Cleaner Solutions for a Greener World*





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**01**      **Our Business**

**02**      **Performance**

**03**      **Order Book Analysis**

**04**      **Awards and Reference Projects**



# Our Business

- 💧 Core Offerings
- 💧 Global Leadership

48 MLD Bhubaneshwar, STP, India





# Complete Water Treatment Solution Provider



## TECHNOLOGY FOCUS

- ◆ **125+ IP Rights** developed in-house for water treatment technology solutions
- ◆ **Global R&D centres** – in Vienna 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 3<sup>rd</sup> 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

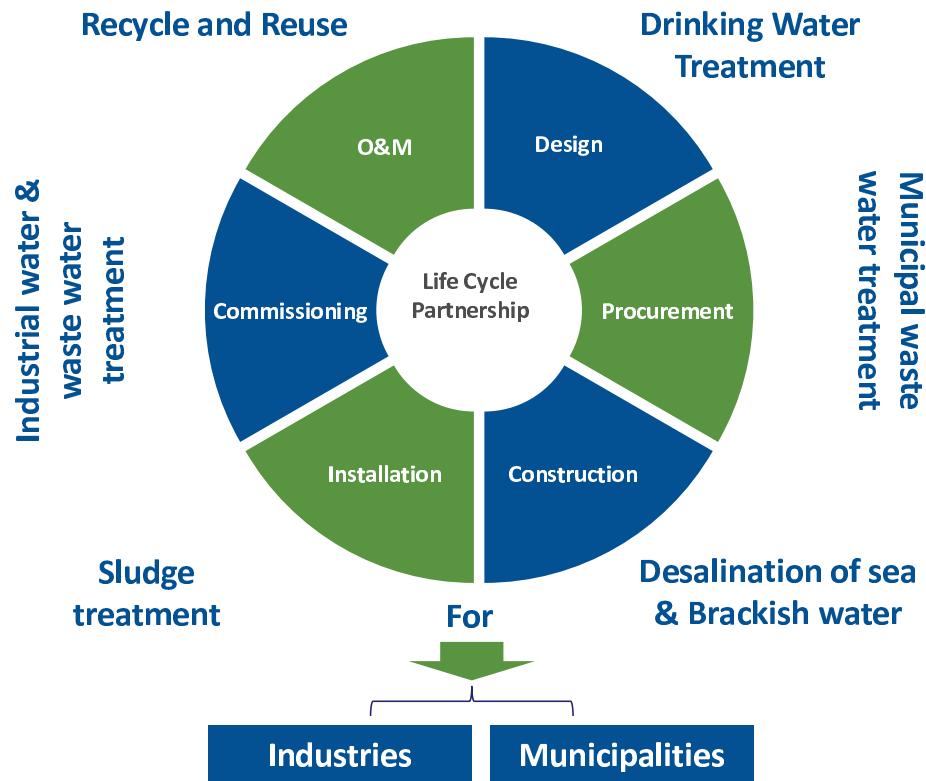
## EXPERIENCED LEADERSHIP

- ◆ **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)

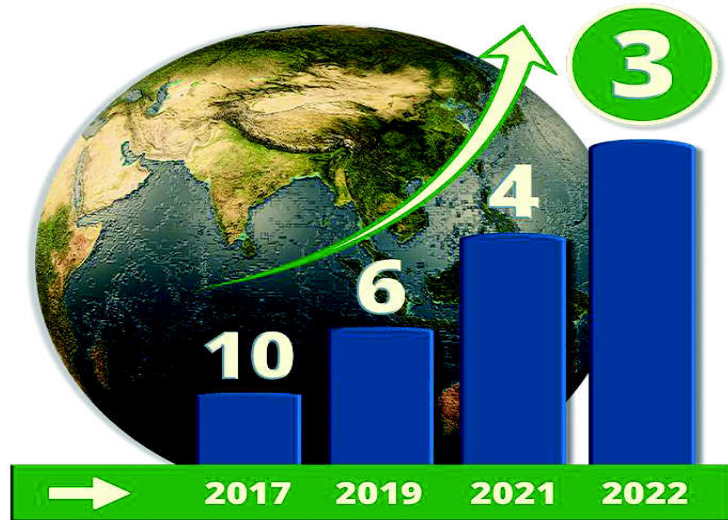
WABAG brand is trusted and respected globally for its know-how and domain expertise built over 9 decades



# Globally Recognized Water Leader

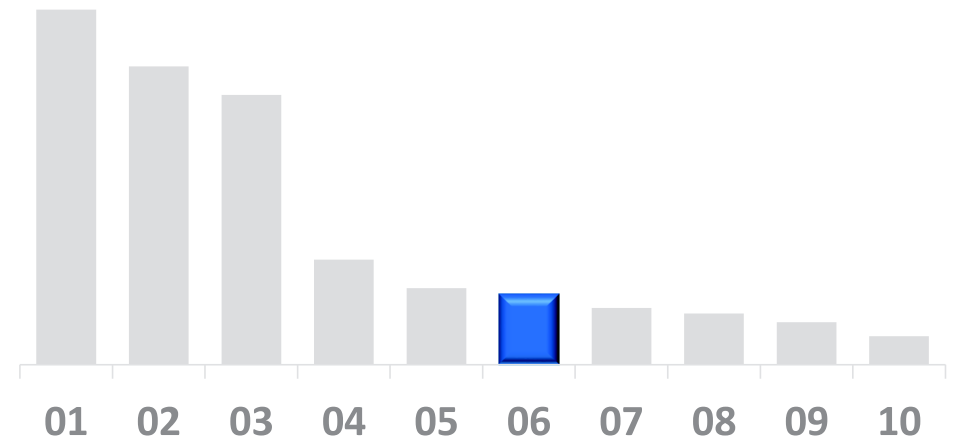


**WABAG ranked 3<sup>rd</sup> Globally** by Global Water Intelligence ('GWI'), United Kingdom for ensuring **safe and clean drinking water** and **healthy environment** for **over 88 million people**



**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



# Performance

- 💧 Highlights
- 💧 Key Performance Metrics
- 💧 Profit & Loss Statement
- 💧 Balance Sheet
- 💧 Cash Flow

*HMEL ETP, Bathinda , India*





# Business Highlights – FY 23

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

- ◆ Consolidated Total Income of Rs. 30 Billion
- ◆ Consolidated EBITDA (before exceptional items) of Rs. 3.5 Billion YoY up by ~43%
- ◆ Consolidated PAT (before exceptional items) of Rs. 2.3 Billion; YoY up by ~74%
- ◆ Order book at over Rs. 132 Billion including Framework contracts, a growth of ~31% YoY; Provides Robust Revenue Visibility

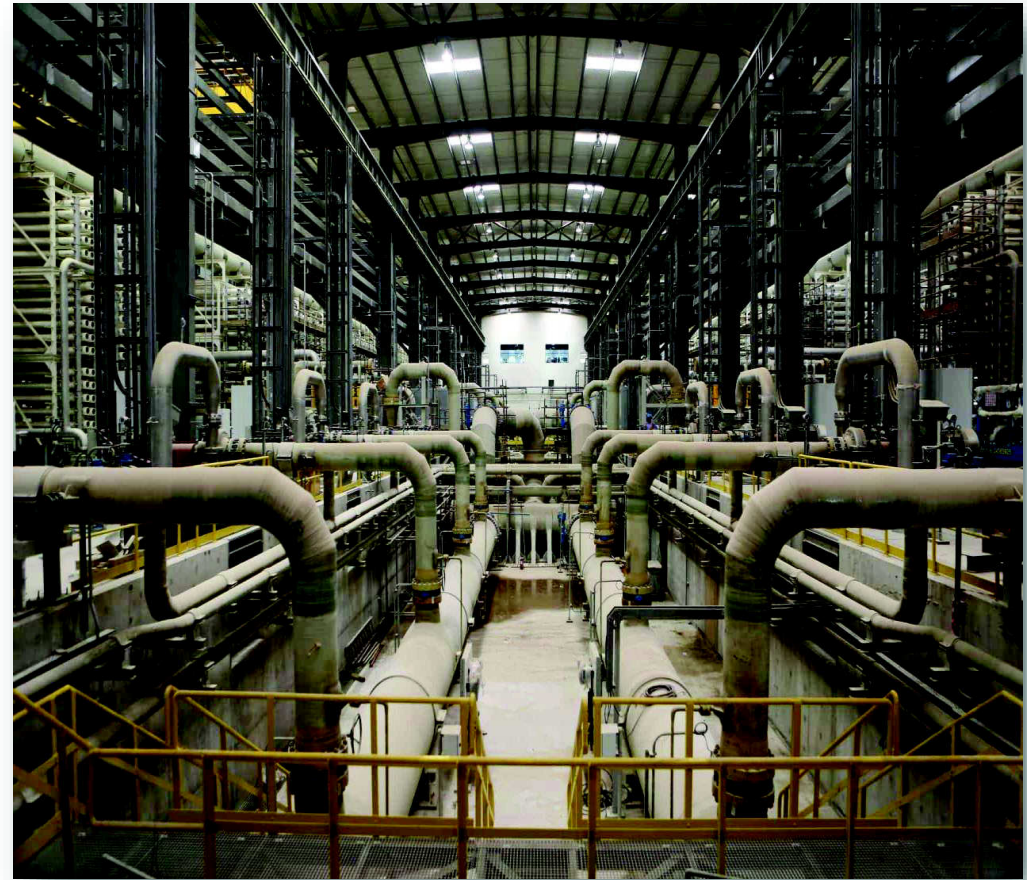
## Cash and Working Capital focus remains intact.....

- ◆ Another consecutive year of positive operational cash flow generation of Rs. 850 Million on Consolidated basis and Free Cash Flow of Rs. 861 Million
- ◆ Group continues its turnaround from Net Debt to Net Cash of Rs. 1,007 Million; Significant reduction in Gross Debt YoY from Rs. 4,285 Million to Rs. 2,132 Million
- ◆ Net Working Capital remains in control at 78 days; 10% reduction YoY
- ◆ Credit Rating Upgrade to A1+ received during this financial year; Reaffirms strong business fundamentals



# Landmark Desalination Order – 400 MLD SWRO Perur

- 💧 *Largest Order in the History of Wabag; JICA Funded Project*
- 💧 *Largest Desalination Plant in South East Asia*
- 💧 *Project makes Chennai the Desalination Capital of India; almost 750 MLD of Desalinated water to be produced.*
- 💧 *With the 400 MLD SWRO plant, Wabag will be responsible for about 70% of the water production through Desalination in Chennai.*



# Major Order – 200 MLD STP Pagla, Bangladesh

- ◆ *Breakthrough order from the new geography - Bangladesh*
- ◆ *Funded by World Bank & AIIB Bank under Dhaka Sanitation Improvement Project (DSIP)*
- ◆ *Won this contract in Public tender against strong international competition*
- ◆ *New anaerobic sludge treatment technology with Biogas utilization*
- ◆ *Project will generate Green Energy from Biogas which will be used in plant operations*





# Highlights – FY 23

## Order book remains robust....

- 💧 Order Book of over Rs. 132.2 Bn *including Framework Orders*
- 💧 Order Intake of ~Rs. 68 Bn

## Sustaining Profitable Growth....

### Q4 FY 23:

- 💧 Consolidated Revenue at Rs. 9.3 Bn
- 💧 Consolidated EBITDA\* at Rs. 1.1 Bn;
- 💧 Consolidated PAT\* at Rs. 710 Mn;

### FY 23:

- 💧 Consolidated Revenue at Rs. 29.6 Bn
- 💧 Consolidated EBITDA\* at Rs. 3.5 Bn; **YoY growth of ~ 43%**
- 💧 Consolidated PAT\* at Rs. 2.3 Bn; **YoY growth of ~ 74%**

*\* Before exceptional items*

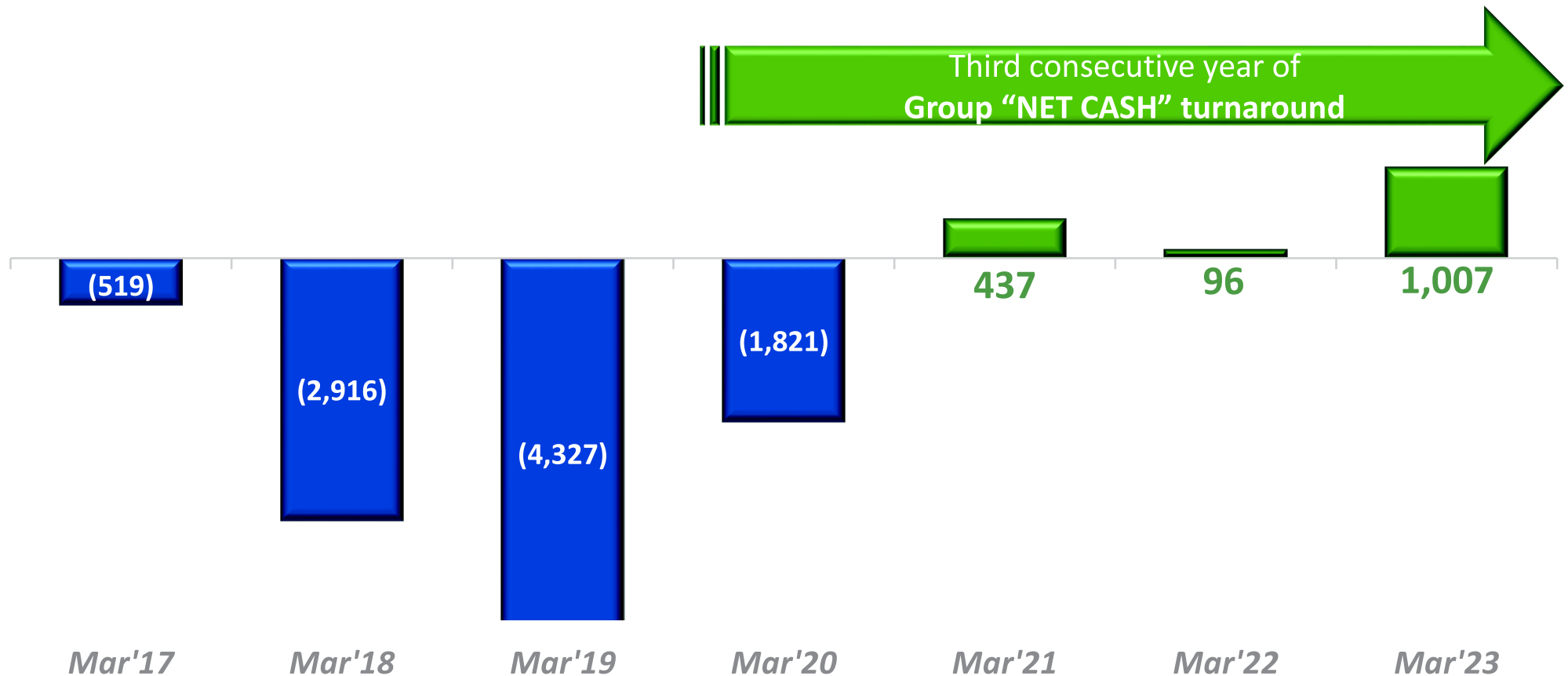


**Marafiq STP, Kingdom of Saudi Arabia**





# Group continues of Net Cash Positive path...



In Rs. Millions



## Key Performance Metrics – FY 23

**RoCE**  
**18.5%**

*Driven by Asset Light  
Business Model*

**EBITDA\***  
**12.0%**

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

**PAT\***  
**7.7%**

*Driven by debt control  
& improving operating  
margins*

**WC**  
**78 Days**

*Driven by efficiencies  
in business operations*

***Strong Business parameters in line with Long Term Strategy***

*\* Before exceptional items*



## Exceptional Items : No more Overhang of GENCO receivables

- ❖ Receivables and other current assets pertaining to GENCO projects written off to the tune of Rs. 2,892 Million
- ❖ Write off due to Prolonged delays driven by external factors like delay in conclusion of legal cases, State split and Project extensions driven by customer needs etc.
- ❖ Improved results and metrics reflecting real performance of the Business
- ❖ Recurring ECL provisions for GENCO will be avoided in the future
- ❖ Historic high Profitability during the year enabled to absorb the Write off
- ❖ Company will continue to pursue efforts to recover the receivables



# RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q4 FY 23	Q4 FY 22	YOY %	FY 23	FY 22	YOY %
<b>Total Income</b>	<b>9,345</b>	<b>9,015</b>	<b>3.7%</b>	<b>30,141</b>	<b>30,117</b>	<b>0.1%</b>
<b>Revenue from operations</b>	<b>9,269</b>	<b>8,919</b>	<b>3.9%</b>	<b>29,605</b>	<b>29,793</b>	<b>(0.6%)</b>
Cost of Sales	7,020	6,830	2.8%	22,695	23,057	(1.6%)
Total Cost of Operations (TCO)	1,165	1,358	(14.1%)	3,363	4,253	(20.9%)
<b>EBITDA</b>	<b>1,084</b>	<b>731</b>	<b>48.1%</b>	<b>3,547</b>	<b>2,483</b>	<b>42.8%</b>
<b>EBITDA margin</b>	<b>11.7%</b>	<b>8.2%</b>		<b>12.0%</b>	<b>8.3%</b>	
Net Interest Cost	40	99	(60.1%)	185	299	(38.2%)
Dividend Income	(5)	(4)	17.5%	(11)	(70)	(84.2%)
Bank Charges	103	137	(25.2%)	370	514	(28.2%)
Gain on Sale/Liq. of Inv.	(52)	(77)	(31.8%)	(52)	(77)	(31.8%)
Depreciation & Amortization	22	25	(15.4%)	88	101	(13.0%)
Exceptional items	2,434	-		2,892	-	
Tax	(299)	105	(384.9%)	59	363	(83.8%)
Share of Profits / MI (Net)	(46)	17	174.0%	(112)	(33)	(437.5%)
<b>Profit After Tax</b>	<b>710</b>	<b>463</b>	<b>53.4%</b>	<b>2,293</b>	<b>1,319</b>	<b>73.8%</b>
<i>Before Exceptional Items</i>						
<b>PAT margin</b>	<b>7.7%</b>	<b>5.2%</b>		<b>7.7%</b>	<b>4.4%</b>	
<i>Before Exceptional Items</i>						
<b>Profit After Tax (Reported)</b>	<b>(1,111)</b>	<b>463</b>	<b>(340.0%)</b>	<b>129</b>	<b>1,319</b>	<b>(90.3%)</b>
<b>PAT margin</b>	<b>(12.0%)</b>	<b>5.2%</b>		<b>0.4%</b>	<b>4.4%</b>	

- Flat topline driven by higher EP project mix and muted Europe growth in line with current geo-political situation & Group's long term strategy
- Sustainable Annual Operating margins driven by execution efficiencies / mix of new projects
- Lower Finance Cost driven by lower debt levels and efficient management of cash and Bank lines
- PAT and EBITDA at historic high levels (before exceptional items)





# RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q4 FY23	Q4 FY 22	YOY %	FY23	FY 22	YOY %
<b>Total Income</b>	<b>7,509</b>	<b>6,655</b>	<b>12.8%</b>	<b>23,859</b>	<b>21,709</b>	<b>9.9%</b>
<b>Revenue from Operations</b>	<b>7,486</b>	<b>6,531</b>	<b>14.6%</b>	<b>23,253</b>	<b>21,426</b>	<b>8.5%</b>
Cost of Sales	5,356	5,093	5.2%	17,856	16,994	5.1%
Total Cost of Operations (TCO)	835	809	3.2%	1,926	2,513	(23.4%)
<b>EBITDA</b>	<b>1,295</b>	<b>629</b>	<b>105.9%</b>	<b>3,471</b>	<b>1,919</b>	<b>80.9%</b>
<b>EBITDA margin</b>	<b>17.3%</b>	<b>9.6%</b>		<b>14.9%</b>	<b>9.0%</b>	
Net Interest Cost	37	89	(58.1%)	190	292	(34.7%)
Dividend Income	(5)	-		(5)	(62)	(91.7%)
Bank Charges	96	105	(7.9%)	334	415	(19.6%)
Gain on sale of FA	(2)	-		(2)	-	
Depreciation & Amortization	10	13	(26.1%)	42	53	(22.0%)
Exceptional items	2,434	-	-	2,892	-	-
Tax	(319)	101	(417.7%)	8	299	(97.4%)
<b>Profit After Tax</b> <i>Before Exceptional Items</i>	<b>866</b>	<b>321</b>	<b>169.4%</b>	<b>2,177</b>	<b>922</b>	<b>136.2%</b>
<b>PAT margin</b> <i>Before Exceptional Items</i>	<b>11.6%</b>	<b>4.9%</b>		<b>9.4%</b>	<b>4.3%</b>	
<b>Profit After Tax (Reported)</b>	<b>(955)</b>	<b>321</b>	<b>(397.1%)</b>	<b>13</b>	<b>922</b>	<b>(98.6%)</b>
<b>PAT margin</b>	<b>(12.8%)</b>	<b>4.9%</b>		<b>0.1%</b>	<b>4.3%</b>	

- 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, mix of projects and International projects
- Lower Interest Cost and Bank charges reflecting effective utilization of Bank Lines.



# RESULTS OVERVIEW – Balance sheet

Rs. Millions	Consolidated		Standalone	
	Mar'23	Mar'22	Mar'23	Mar'22
Total Equity (Net Worth)	15,746	15,259	12,615	12,603
Non-Current Liabilities	2,136	3,071	1,969	2,801
Trade Payables	10,697	9,853	8,695	7,764
Short Term Borrowings	1,582	3,349	1,582	3,251
Other Current Liabilities	10,730	8,491	5,861	4,465
<b>Total Equity &amp; Liabilities</b>	<b>40,892</b>	<b>40,023</b>	<b>30,722</b>	<b>30,884</b>
Fixed Assets	755	800	595	632
Other Non-Current Assets	9,420	9,586	7,868	8,327
Trade Receivables	15,068	13,255	13,916	11,900
Cash & Bank Balances	2,754	4,286	1,662	2,150
Other Current Assets	12,895	12,096	6,681	7,875
<b>Total Assets</b>	<b>40,892</b>	<b>40,023</b>	<b>30,722</b>	<b>30,884</b>

- ♦ Efficient execution driving consecutive years of Net cash positive status and control over Net working capital



# RESULTS OVERVIEW – Cash Flow Statement

Rs. Millions	FY 23	
	Consolidated	Standalone
Net cash generated from operations	850	2,183
Net cash generated from/(used) in investing activities	158	(495)
Net cash used in financing activities	(2,401)	(2,272)
Cash and cash equivalents at the end	2,066	861

- Focus on project execution ensured Positive Group operational cash-flow of Rs. 850 Million and Free Cash Flow of Rs. 861 Million
- Turnaround from Net Debt to Net Cash continues – Net Cash Positive as of FY 23 at Rs. 1,007 Million
- Significant reduction in Gross Debt YoY from Rs. 4,285 Million to Rs. 2,132 Million



*NMDC ZLD Plant, India*



# Order Book Analysis

- 💧 Revenue
- 💧 Order Intake
- 💧 Order Book

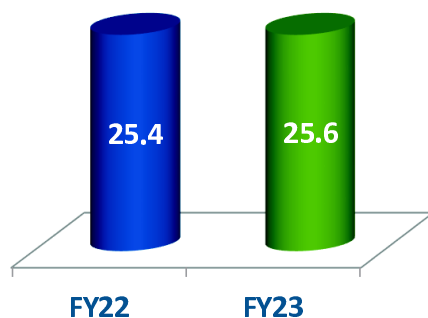


# Revenue Breakup – FY 23

## By Business Offering & Customer Segment

Rs. Millions	Municipal	Industrial	Total
EPC	16,814	8,737	25,551
O&M	3,346	566	3,912
<b>Total</b>	<b>20,160</b>	<b>9,303</b>	<b>29,463</b>

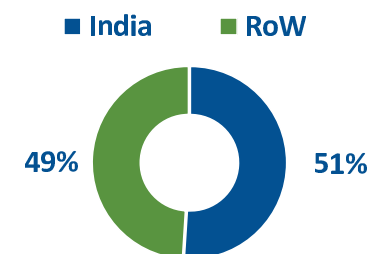
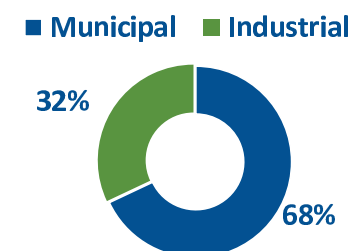
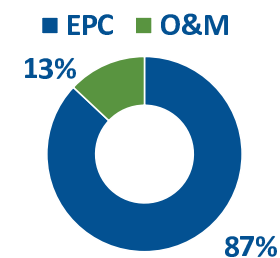
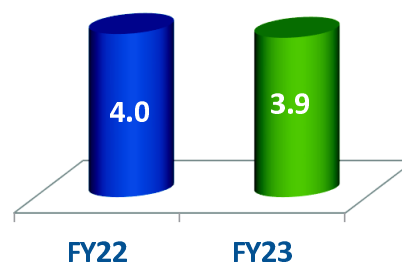
EPC [Rs. Bn.]



## By Geography

Rs. Millions	Total
India	15,149
Rest of the World (RoW)	14,314
<b>Total</b>	<b>29,463</b>

O&M [Rs. Bn.]



# Order Intake Breakup

## By Business Offering & Customer Segment

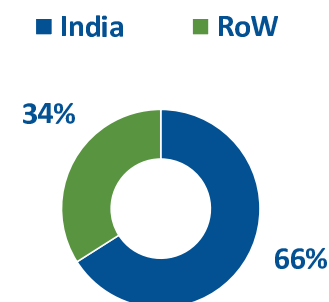
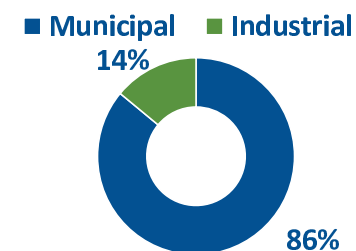
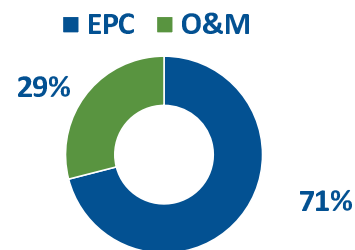
Rs. Millions	Municipal	Industrial	Total
EPC	41,783	6,773	48,556
O&M	16,976	2,909	19,885
<b>Total</b>	<b>58,759</b>	<b>9,682</b>	<b>68,441</b>

## By Geography

Rs. Millions	Total
India	45,402
Rest of the World (RoW)	23,039
<b>Total</b>	<b>68,441</b>

## Key Orders Received during FY 23

	Nature	Order Value (Rs. Mn.)
400 MLD Perur, Chennai – Desal	EPC	36,779
200 MLD Pagla, Bangladesh – STP	EPC	6,844
53 MLD RIL, Jamnagar – Desal	EPC	4,275
50 MLD Senegal – Desal	EP	3,813
Purolite Victoria WWTP, Romania – ETP	EP	2,579
Ceramic Membranes for Chestnut Waterworks, Singapore	EP	1,313





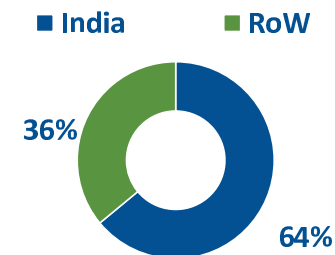
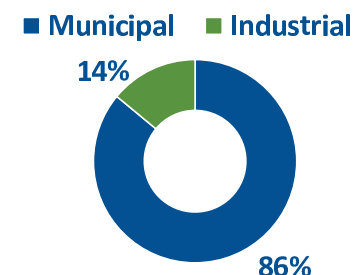
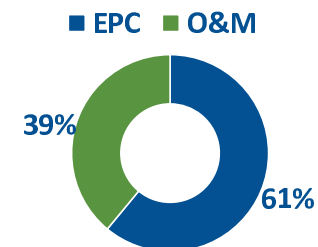
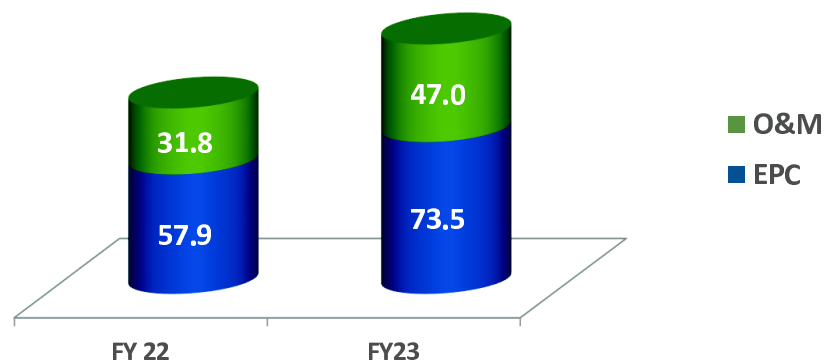
# Order Book Composition

## By Business Offering & Customer Segment

Rs. Millions	Municipal	Industrial	Total
EPC	61,946	11,595	73,541
O&M	42,298	4,715	47,013
Framework			11,638
<b>Total</b>	<b>104,244</b>	<b>16,310</b>	<b>132,192</b>

## By Geography

Rs. Millions	Total
India	76,919
Rest of the World (RoW)	43,635
Framework	11,638
<b>Total</b>	<b>132,192</b>



# Order Book of Rs. 120 Bn & Framework Contracts of Rs. 12 Bn



## Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
400 MLD Perur, Chennai – Desal	36,763
UPJN, O&M of Agra & Ghaziabad	13,429
AGCC, Russia – Integrated Industrial ETP	8,573
150 MLD Digha & Kankarbagh – STP & Network	7,325
200 MLD Pagla, Bangladesh – STP	6,829
50 MLD Senegal – Desal	3,298
Purolite Victoria WWTP-ETP	2,587
53 MLD RIL, Jamnagar – Desal	2,085
40 MLD GNN, Ghaziabad – TTRO	1,744

## Key Framework Contracts \*

- Libya STP of Rs. 6,114 Mn
- Bomba MED, Libya of Rs. 5,524 Mn

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



# Awards and Accolades

*Jazan STP, Kingdom of Saudi Arabia*



# Global Recognition to our Journey of Excellence

## Water Digest Water Awards 2022-23



**Best Water Treatment Solution Provider:** Conferred with the “Best Water Treatment Solution Provider” at the Water Digest Water Awards 2022-23 for ensuring Water Security and Environment Sustainability for millions of people across the globe

## Energy Globe Award



**National Winner:** Conferred with the prestigious Energy Globe Award 2022 for its sustainable wastewater treatment and water recycling plant at Madinaty, Cairo, Egypt





# Global Recognition to our Journey of Excellence

## Construction Times Awards 2023



Desalination Project of the Year: Won “Desalination Project of the Year” award at Construction Times Awards 2023 for 30 MLD SWRO plant built for MRPL at Mangalore, Karnataka

## CII - EHS Excellence Awards 2022



Received two Bronze Awards for 140 MLD Dinapur STP, Varanasi and One City One Operator initiative at Agra, Uttar Pradesh.





# Global Recognition to our Journey of Excellence



## 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



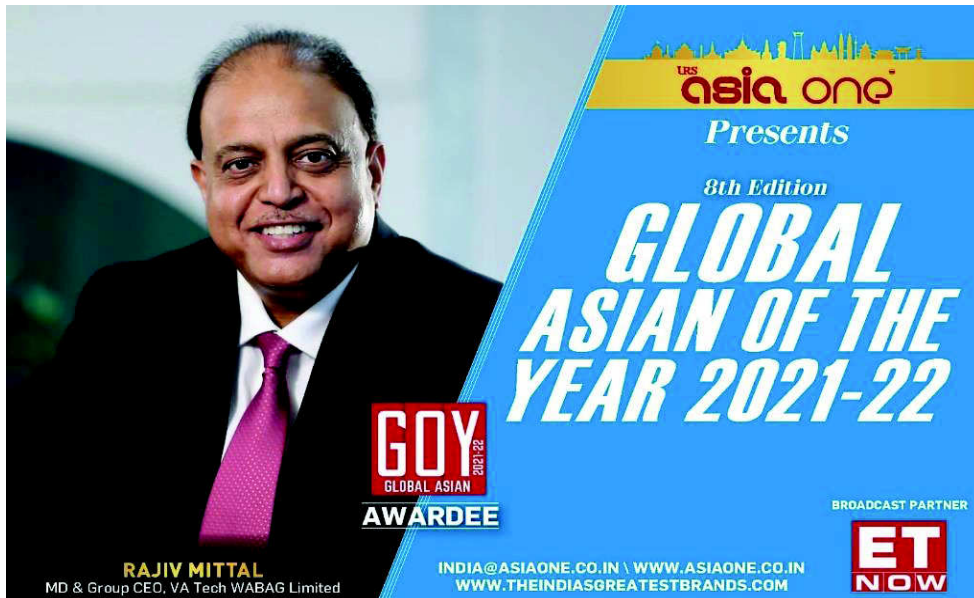
Mr Rajiv Mittal (Chairman & MD - VA Tech WABAG) has been conferred IWA Fellow for his outstanding contribution to the Water sector around 4 decades.



# Global Recognition to our Journey of Excellence



## 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



For further information, please contact

**Company**

**VA Tech Wabag Ltd.**  
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**www.stellar-ir.com**



sustainable solutions. for a better life.

*Cleaner Solutions for a Greener World*





*Aadorf WWTP, Switzerland*



Annexures



# Proven technology and project execution capabilities



(Select Landmark Projects)



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



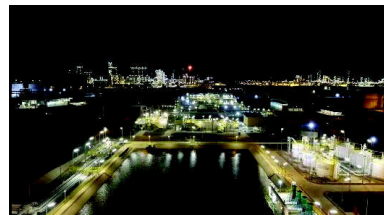
**191 MLD SWRO (Desalination) Plant, Al Gubrah, Oman**  
Largest desalination plant in the country of Oman



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



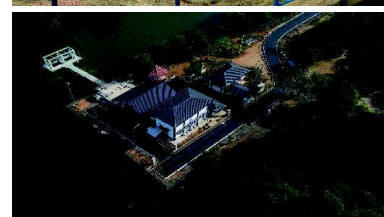
**110 MLD SWRO (Desalination) Plant, Nemmeli, Chennai, India**  
India's largest operational desalination plant till date



**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





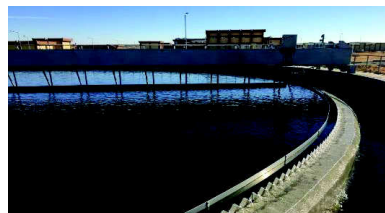
# Proven technology and project execution capabilities

(Select Landmark Projects)



## **110 MLD Sewage Treatment Plant, Kodungaiyur, Chennai, India**

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



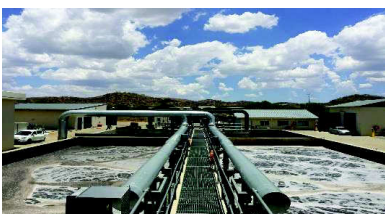
## **40 MLD Madinaty Waste Water Treatment Plant, Cairo, Egypt**

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

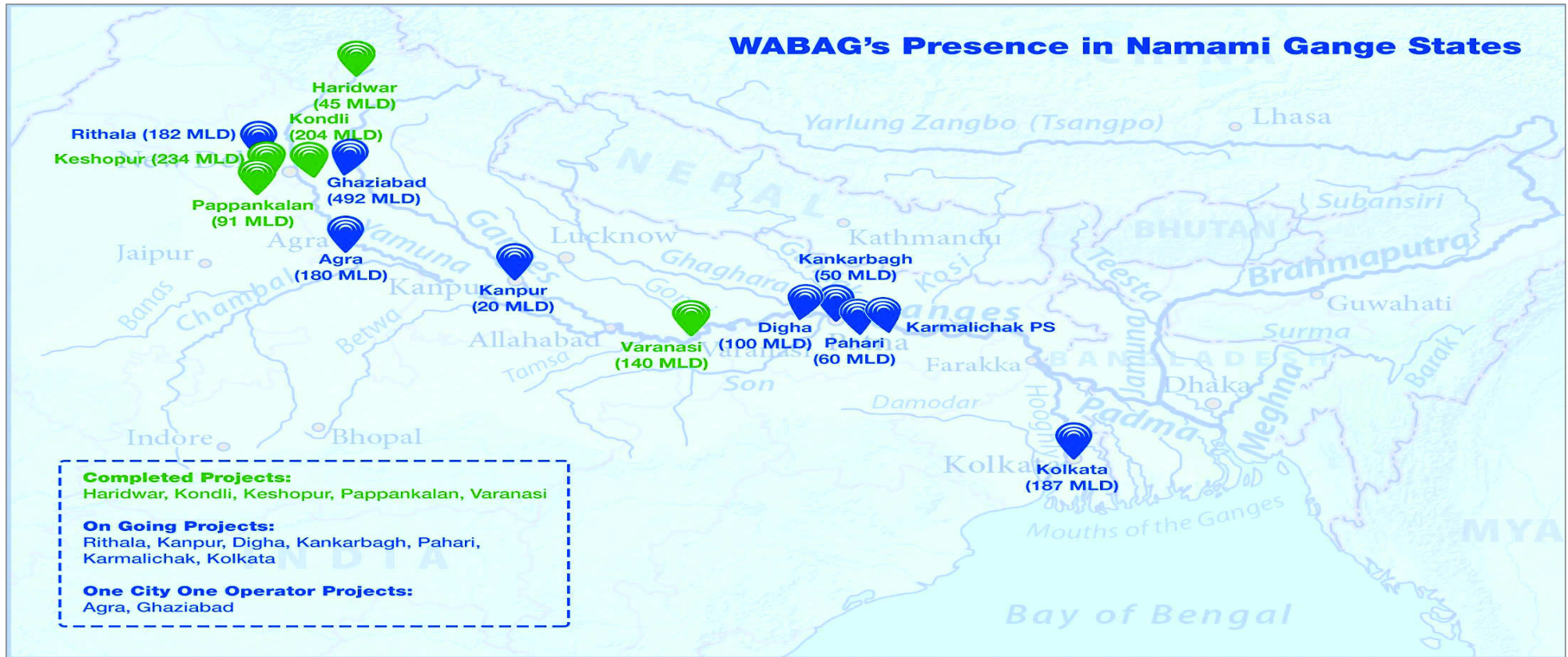


## **45 MLD Koyambedu TTRO Recycle Reuse Plant, Chennai, India**

One of the largest and technologically most advanced water reuse plants in India ensuring Chennai's Water security



# Increasing contribution in cleaning the Holy River



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

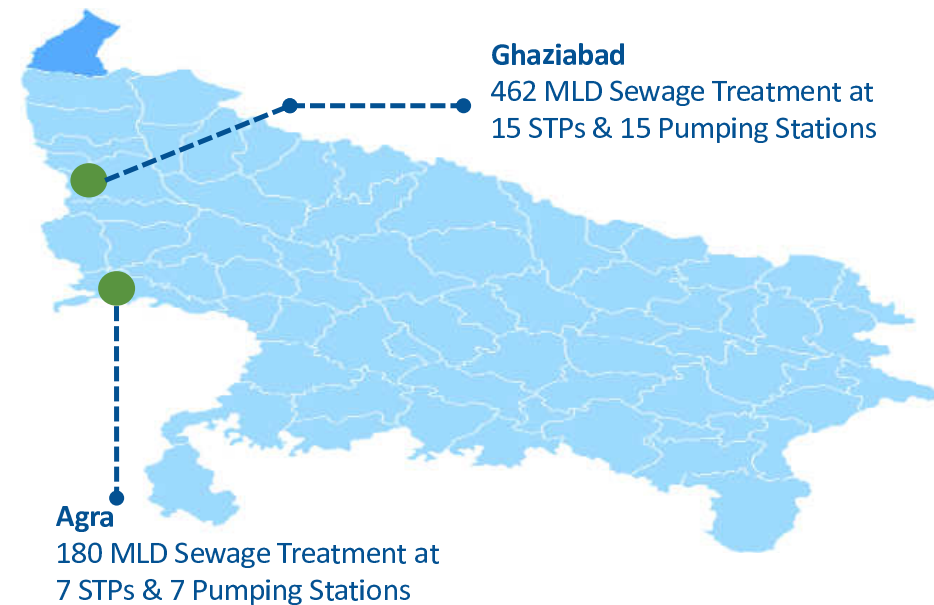




# Pioneering the One City One Operator Model

## 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



# Our Key clients...

## Municipal



## Industrial



## Funding Agencies



## Serving clients in....

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



# Aligning with Sustainable Development Goals

## 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 m<sup>3</sup>



Desalinated Water  
per day

2.5  
million m<sup>3</sup>



Recycled Water  
per day

> 40  
MW



Green Energy  
per day

27  
million m<sup>3</sup>



Wastewater  
treated per day

26.5  
million m<sup>3</sup>



Clean Water  
per day

Saving  
> INR 6.5 Mn



Power Cost  
per day

Reducing  
> 630 Tonnes



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



**Thank You !**

