



WABAG

sustainable solutions. for a better life.



**100** YEARS OF...  
**PRESERVING RESOURCES**  
**PROTECTING ENVIRONMENT**  
**TRANSFORMING LIVES**

# VA TECH WABAG LTD

## Results Update Presentation

### Q3 & 9M FY 2023-24

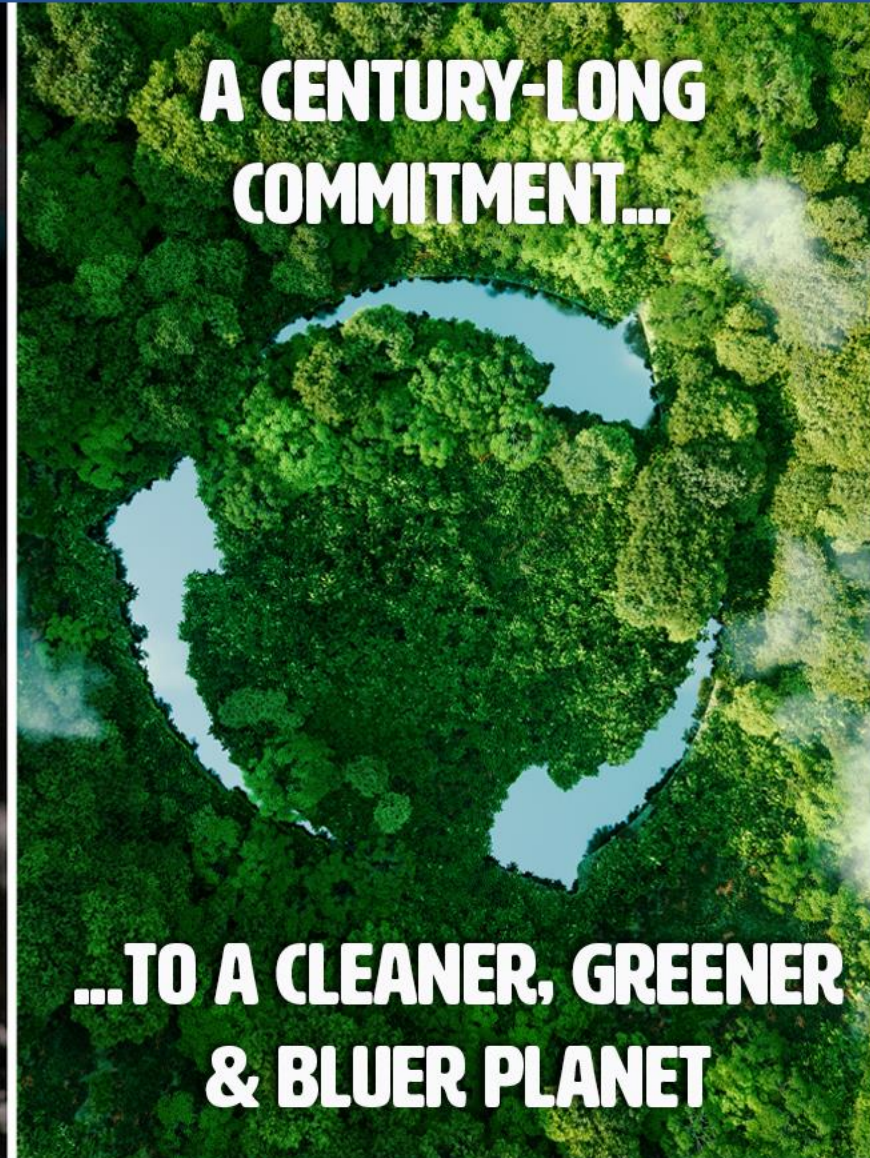




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# 100 Years and counting.....



01

**Our Business**

02

**Performance**

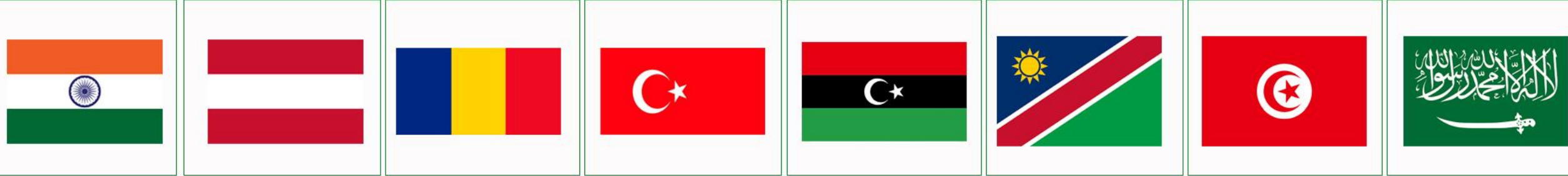
03

**Order Book Analysis**

04

**Awards and Accolades**



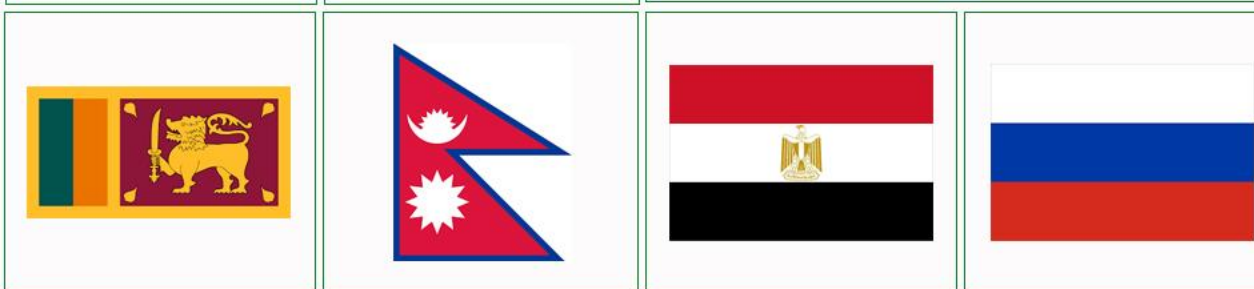


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# Our Business

- Core Offerings
- Global Leadership
- Business Metrics
- ESG
- New Initiatives



## TECHNOLOGY FOCUS

- 125+ IP Rights developed in-house for water treatment technology solutions
- Global R&D centres – in Europe and India
- Pioneering, Reliable, Advanced, Sustainable, Green and Proven Technologies – promoting Circular Economy

## GLOCAL DELIVERY

- 100 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 5 Global Desalination players by GWI



## EP SPECIALIST

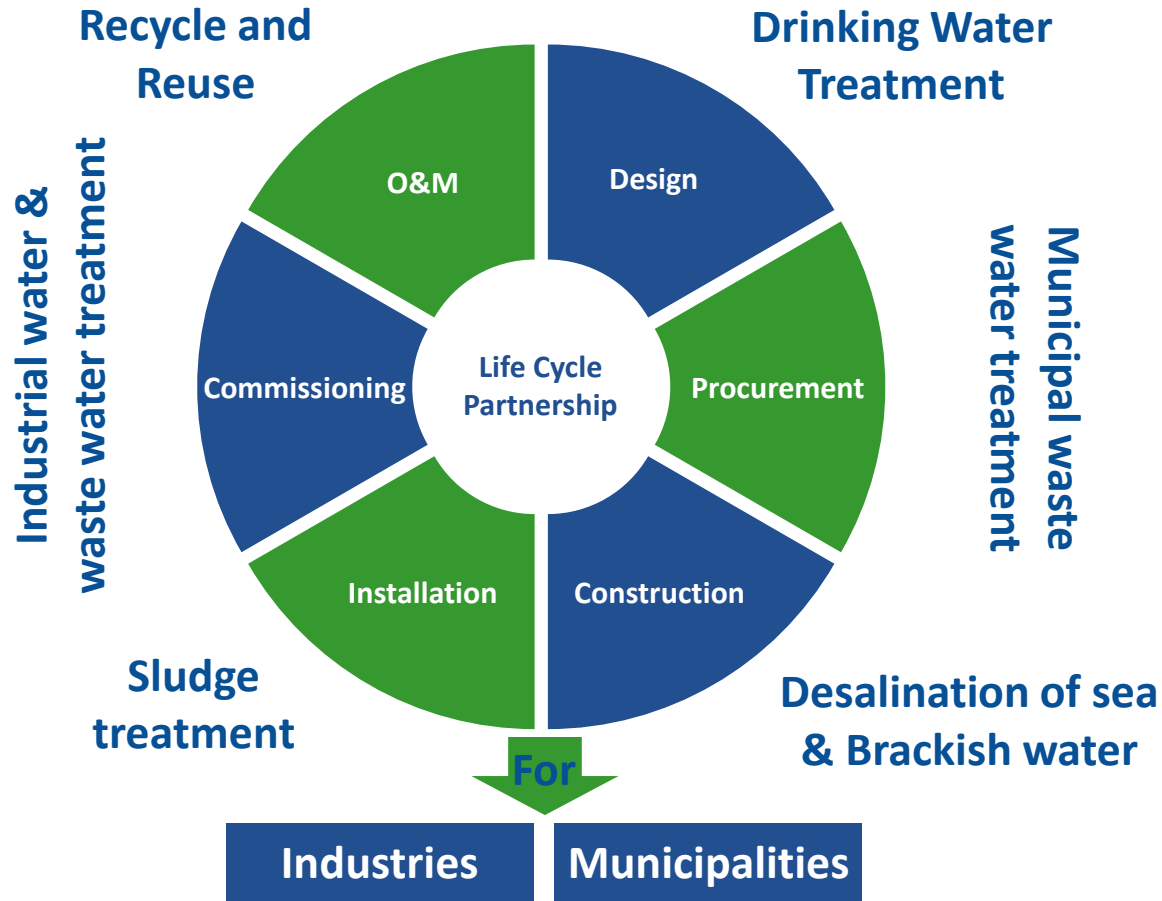
- Core expertise focused on Engineering and Procurement; Civil activities outsourced
- Focus on 'Advanced technology, Value-Added & High Margin' projects
- Enables to remain asset light
- Manufactured Water through marquee references in Recycle & Reuse, Desalination and Renewable energy thru Biogas

## 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 in 10 decades

# Aligning with Sustainable Development Goals (SDG)

## 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

**1.3  
million m<sup>3</sup>**



**Desalinated Water  
per day**

**2.7  
million m<sup>3</sup>**



**Recycled Water  
per day**

**> 41  
MW**



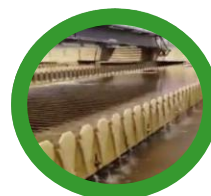
**Green Energy  
per day**

**27  
million m<sup>3</sup>**



**Wastewater  
treated per day**

**27.5  
million m<sup>3</sup>**



**Clean Water  
per day**

**Saving  
> INR 6.6 Mn**



**Power Cost  
per day**

**Reducing  
> 630 Tonnes**



**GHG Emission  
per day**





## 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 / consuming Green Energy



## Social

- Employing & training 1500+ Water Professionals across the globe
- Implemented 24 CSR Projects with sectoral focus on Water, Sanitation and Skill Development
- Created over 17,000 Green Jobs and touching over 88 Mn lives globally



## Governance

- Water & Environment integrated in strategic business plan
- Alignment to UN SDG 6 (Clean Water & Sanitation for all)
- Board level oversight on Sustainability Related Issues through Executive Committee

## ACTIONS TAKEN

### Biogas to Bio-CNG

- 💧 Strategic tie up with 'Peak Sustainability Ventures' to establish 100 Bio-CNG plants across India, GCC, Africa, and European countries
- 💧 Business potential of ~200 Mn USD

### Digitalization

- 💧 Tie up with 'Pani Energy' to implement applied AI for water treatment plants
- 💧 Committed to adopt leading technology and innovations for operational excellence
- 💧 First Pilot expecting closure by FY24

## FUTURE OPPORTUNITIES

### H<sub>2</sub>O to Green H<sub>2</sub>

- 💧 Global leader in clean water production, the key raw material to produce the fuel of the future
- 💧 In discussion with Hydrogen Developers for collaboration as their water partner

### Semi-Conductor

- 💧 Proven track record in supplying ultra pure water to Semi-Conductor industry
- 💧 Committed to bring in state-of-the-art globally proven technologies for best efficiencies and to remain a dominant player





**Drinking  
Water  
Treatment**



**Desalination**



**Municipal  
Wastewater  
Treatment**



**Industrial  
Water  
Treatment**

**Water  
Reclamation**



**Industrial  
Wastewater  
Treatment**



**Recycle  
& Reuse**



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# Performance



**Business Highlights**



**Profit & Loss Statement**



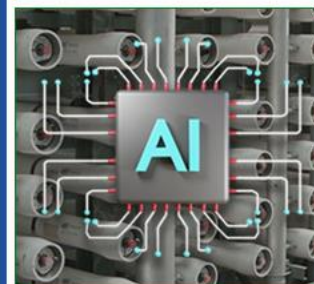
**Zero  
Liquid  
Discharge**



**Sludge  
Treatment**



**Bio-CNG**



**Operation  
&  
Maintenance**



**Green  
Hdrogen**



sustainable solutions. for a better life.

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

### Q3 FY 24:

- 💧 Consolidated Revenue at Rs. 7,044 Mn
- 💧 Consolidated EBITDA up at Rs. 989 Mn (14.0%)
- 💧 Consolidated PAT at Rs. 629 Mn; YoY growth of ~34%

### 9M FY 24:

- 💧 Consolidated Revenue at Rs. 19,222 Mn
- 💧 Consolidated EBITDA up at Rs. 2,613 Mn (13.6%)
- 💧 Consolidated PAT at Rs. 1,730 Mn; YoY growth of ~40%

**Order book remains robust at ~Rs. 119 Bn** including Framework contracts; **Provides Robust Revenue Visibility**



**Credit Rating improved to IND A+ Positive**



*KMDA Bally, West Bengal, India*



# RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q3 FY24	Q3 FY23	YOY %	9M FY24	9M FY23	YOY %
<b>Revenue from operations</b>	<b>7,044</b>	<b>6,516</b>		<b>19,222</b>	<b>20,336</b>	
Cost of Sales	5,299	4,674		14,415	15,676	
Total Cost of Operations (TCO)	745	890		2,302	2,654	
Forex Loss/(Gain)	11	33		(108)	(457)	
<b>EBITDA</b>	<b>989</b>	<b>919</b>	<b>7.6%</b>	<b>2,613</b>	<b>2,463</b>	<b>6.1%</b>
<b>EBITDA margin</b>	<b>14.0%</b>	<b>14.1%</b>		<b>13.6%</b>	<b>12.1%</b>	
Net Interest Cost	30	51		90	145	
Dividend Income	(11)	-		(105)	(6)	
Bank Charges	110	92		309	266	
Gain on Sale of Subsidiary	-	-		(141)	-	
Depreciation & Amortization	21	22		59	67	
Exceptional items	-	171		-	458	
Tax	207	133		579	358	
Share of Profits from Associates / MI	(2)	20		(92)	66	
<b>Profit After Tax (Owners)</b>	<b>629</b>	<b>471</b>	<b>33.5%</b>	<b>1,730</b>	<b>1,240</b>	<b>39.6%</b>
<b>PAT margin</b>	<b>8.9%</b>	<b>7.2%</b>		<b>9.0%</b>	<b>6.1%</b>	

💧 Ramp-up of revenue in Q3 YoY owing to new projects commencing revenue generation; lower 9M topline owing to divestment of two Europe entities in line with strategy of reduced Europe exposure

💧 Improved EBITDA margin driven by execution efficiencies and EP projects; lower TCO driven by continuous control, optimization and reduced Europe exposure

💧 Net interest cost under control driven by reduction of debt and effective utilization of bank lines

# RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q3 FY24	Q3 FY23	YOY %	9M FY24	9M FY23	YOY %
<b>Revenue from operations</b>	<b>6,243</b>	<b>5,189</b>		<b>17,378</b>	<b>15,767</b>	
Cost of Sales	4,692	3,863		13,194	12,501	
Total Cost of Operations (TCO)	596	574		1,817	1,669	
Forex Loss/(Gain)	-	(64)		(122)	(578)	
<b>EBITDA</b>	<b>955</b>	<b>816</b>	<b>17.1%</b>	<b>2,488</b>	<b>2,176</b>	<b>14.4%</b>
<b>EBITDA margin</b>	<b>15.3%</b>	<b>15.7%</b>		<b>14.3%</b>	<b>13.8%</b>	
Net Interest Cost	21	51		95	154	
Dividend Income	(11)	-		(102)	-	
Bank Charges	99	82		279	238	
Depreciation & Amortization	11	10		30	32	
Exceptional items	-	171		-	458	
Tax	210	129		552	327	
<b>Profit After Tax (Owners)</b>	<b>624</b>	<b>373</b>	<b>67.5%</b>	<b>1,636</b>	<b>967</b>	<b>69.2%</b>
<b>PAT margin</b>	<b>10.0%</b>	<b>7.2%</b>		<b>9.4%</b>	<b>6.1%</b>	

- Revenue expansion continues in Q3 YoY driven by commencement of Chennai Desal and Pagla STP; Continued focus on execution excellence and speed driving revenue growth in 9M
- Improved EBITDA driven by execution efficiencies, mix of projects and International projects
- Reduction in net interest cost due to reduction of debt and effective utilization of bank lines



**Reverse  
Osmosis**

**OPUR SK**

**MICROPUR –  
MBR**

**CERAMOPUR**

**FLUOPUR**

**CERAMOZONE**

**CYCLOPUR**

**PACOPUR**

**CARBOPUR**

**MARAPUR**

**ADOX®**

**ENR**

**BIOZONE®**

**MICROPUR-  
CAS**

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**UASB**

**EGSB**

**CYCLOPUR**

**PACOPUR-  
MBR**

**DAMOPUR**

**Thermal  
Desalination**

**NEREDA**

**ENOPUR**

**CERAMOZONE**

**BIOZONE**

# Order Book Analysis



**Revenue**



**Order Intake**



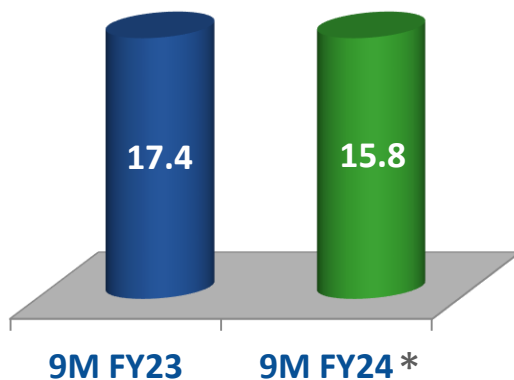
**Order Book**

# Revenue Breakup – 9M FY 24

## By Business Offering & Customer Segment

Rs. Millions	Municipal	Industrial	Total
EPC	9,084	6,689	15,773
O&M	2,853	553	3,406
<b>Total</b>	<b>11,937</b>	<b>7,242</b>	<b>19,179</b>

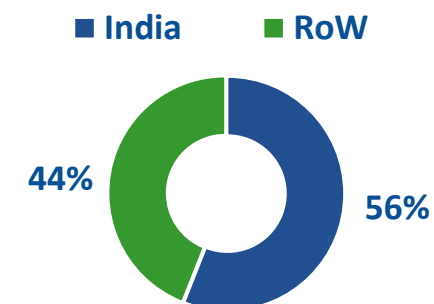
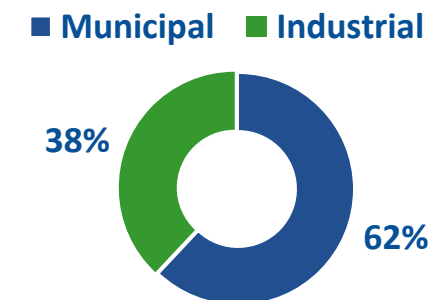
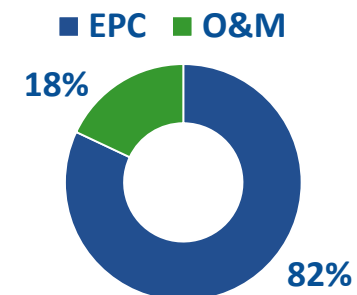
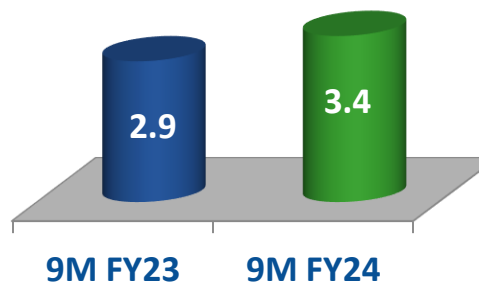
EPC [Rs. Bn.]



## By Geography

Rs. Millions	Total
India	10,747
Rest of the World (RoW)	8,432
<b>Total</b>	<b>19,179</b>

O&M [Rs. Bn.]



\*9M FY24 excludes revenues from divested European Subsidiaries



# Order Intake Breakup – 9M FY 24

## By Business Offering & Customer Segment

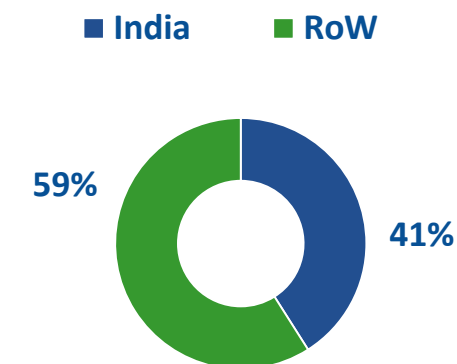
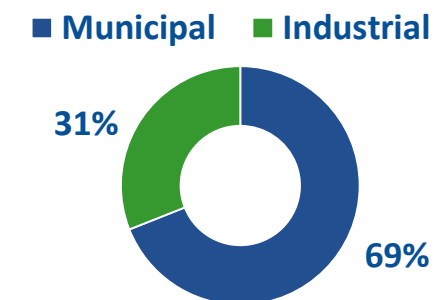
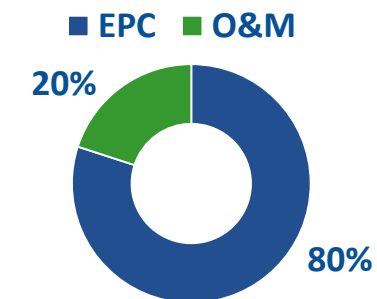
Rs. Millions	Municipal	Industrial	Total
EPC	8,828	5,273	14,101
O&M	3,273	242	3,515
<b>Total</b>	<b>12,101</b>	<b>5,515</b>	<b>17,616</b>

## By Geography

Rs. Millions	Total
India	7,144
Rest of the World (RoW)	10,472
<b>Total</b>	<b>17,616</b>

## Key Order Received during 9M FY 24

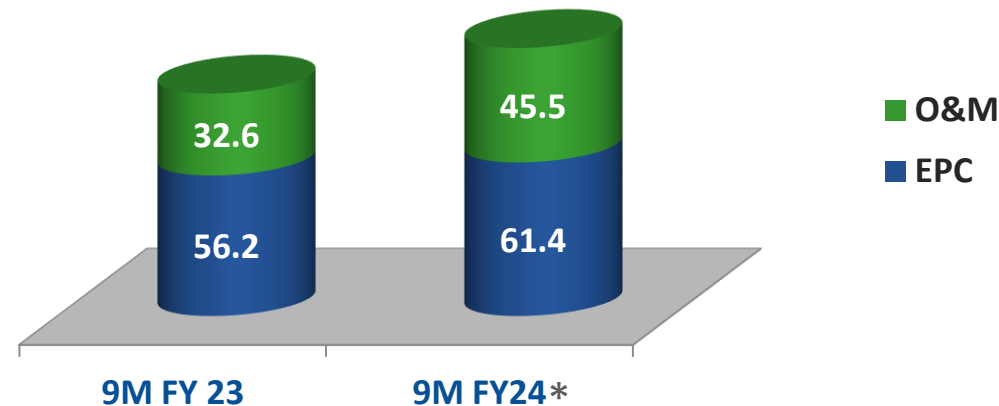
	Nature	Order Value (Rs. Mn.)
270 MLD CIDCO, Maharashtra – WTP	DBO	4,195
20 MLD Ras Tanura Refinery Complex, KSA - IWWTP	EP	2,782
345 MLD SONEDE, Tunisia - WTP	EP	2,599
Egypt WWTPs	EP	2,159



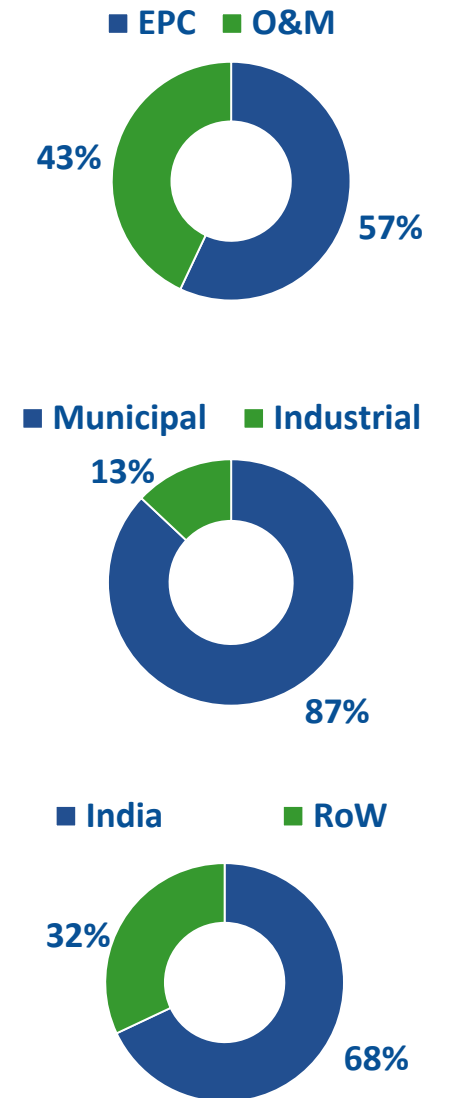
# Order Book Composition

By Business Offering & Customer Segment			
Rs. Millions	Municipal	Industrial	Total
EPC	50,814	10,581	61,395
O&M	42,263	3,208	45,471
Framework			11,789
<b>Total</b>	<b>93,077</b>	<b>13,789</b>	<b>118,655</b>

By Geography	
Rs. Millions	Total
India	72,555
Rest of the World (RoW)	34,31
Framework	11,789
<b>Total</b>	<b>118,655</b>



\*9M FY24 excludes Order Book of divested European Subsidiaries



## Key Contracts in Orderbook

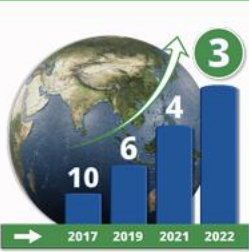
Project Details	Amt [Rs. Mn]
400 MLD Perur, Chennai – Desal	34,975
UPJN, O&M of Agra & Ghaziabad - OCOO	12,142
150 MLD Digha & Kankarbagh – STP & Network	6,817
200 MLD Pagla, Bangladesh – STP	6,527
AGCC, Russia – Integrated Industrial ETP	6,089
270 MLD CIDCO, Maharashtra – WTP	3,960
40 MLD GNN, Ghaziabad – TTRO (Water Recycle)	3,184
20 MLD Ras Tanura Refinery Complex, KSA - IWWTP	2,782
345 MLD SONEDE, Tunisia - WTP	2,625
50 MLD Senegal – Desal	2,190
45 MLD Koyembedu, Chennai – TTRO (Water Recycle)	1,743

## Key Framework Contracts \*

- Libya STP of Rs. 6,114 Mn
- Bomba MED, Libya of Rs. 5,675 Mn

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





**World's  
3<sup>rd</sup> Largest  
Private  
Operator**



**5<sup>th</sup> Largest  
Desalination  
Player  
Globally**



**Best Water  
Treatment  
Solution  
Provider**



**Most Admired  
Company  
in Water  
Infra Sector**

**Most  
Innovative  
Company**



**Global  
Water  
Awards**



**National  
Water  
Awards**



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# Awards and Accolades



**Most  
Preferred  
Workplace**

**CII – EHS  
Excellence  
Awards**



**Energy  
Globe  
Award**



**Water  
Digest  
Water  
Awards**



**Global  
Water  
Awards**

## ENERGY GLOBE WORLD AWARD 2024



In the WATER category for outstanding projects - the Jubail Industrial City WWTP and Water Reclamation plant (Marafiq) in Saudi Arabia  
(Trondheim, Norway, on January 25, 2024)

## WATER DIGEST WORLD WATER AWARDS - 2024



In Best STP/ETP/WWTP category for NMDC ZLD Project  
(February 5, 2024)



# Global Recognition to our Journey of Excellence

## National winner of the “Energy Globe Award” in Saudi Arabia



Honoured “MARAFIQ - Jubail Industrial City WWTP and Water Reuse Facility, 120 MLD”  
(29<sup>th</sup> November 2023)

## “COVID-19 Resilience” Award from PUB Singapore



PUB Singapore applauds WABAG's Role in Sustaining Vital Services

## Arogya World Healthy Workplace Award 2023



Silver Level Recognition in the 2023 Healthy Workplaces of India Award by Arogya World

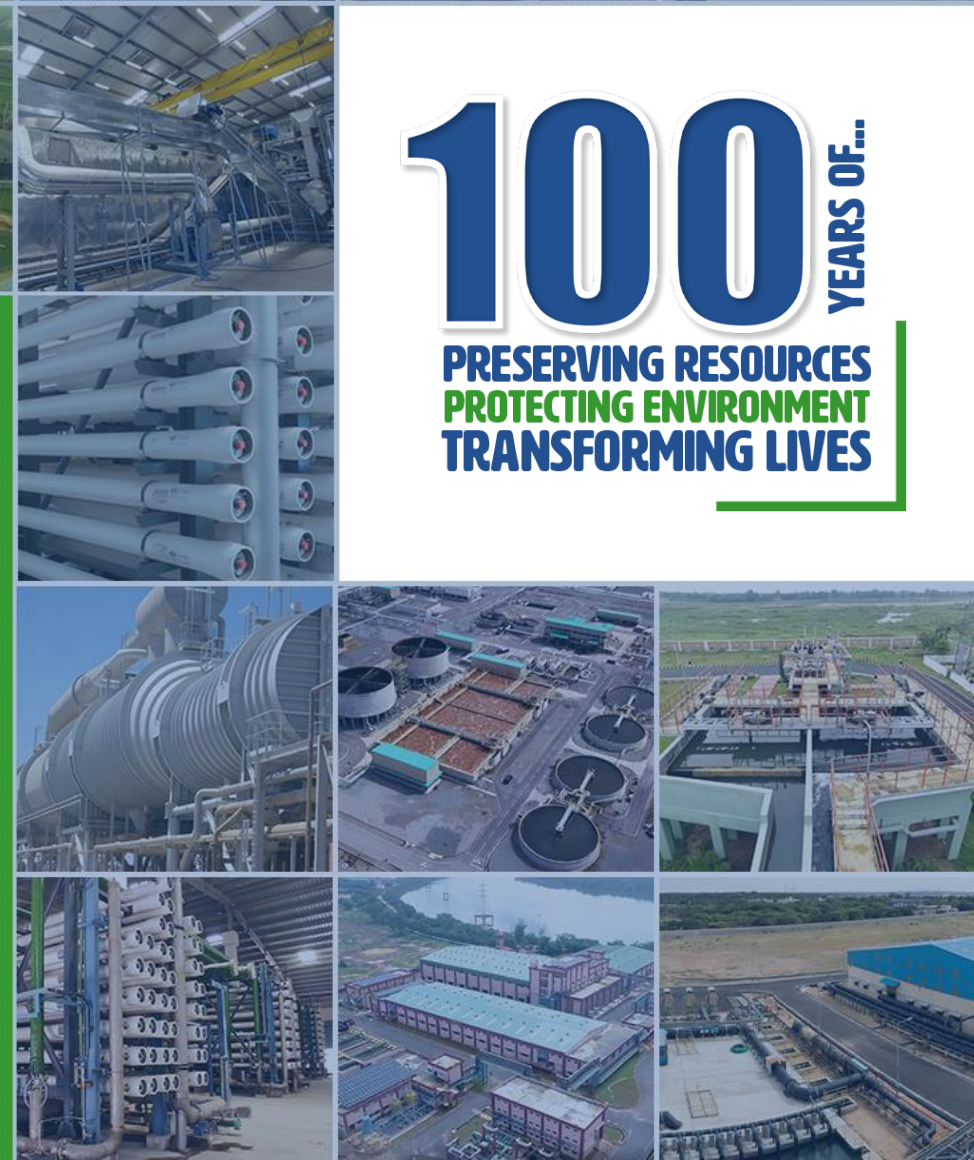




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**For further information, please contact**

Company	Investor Relations Advisors
<b>VA Tech Wabag Ltd.</b> <b>CIN - L45205TN1995PLC030231</b>	<b>Adfactors PR Pvt. Ltd.</b> <b>CIN - U74140MH1997PTC110210</b>
<b>Mr. Skandaprasad Seetharaman,</b> <b>Chief Financial Officer</b> <b>investors@wabag.in</b> <b>www.wabag.com</b>	<b>Ms. Savli Mangle,</b> <b>Vice President</b> <b>savli.mangle@adfactorspr.com</b> <b>www.adfactorspr.com</b>





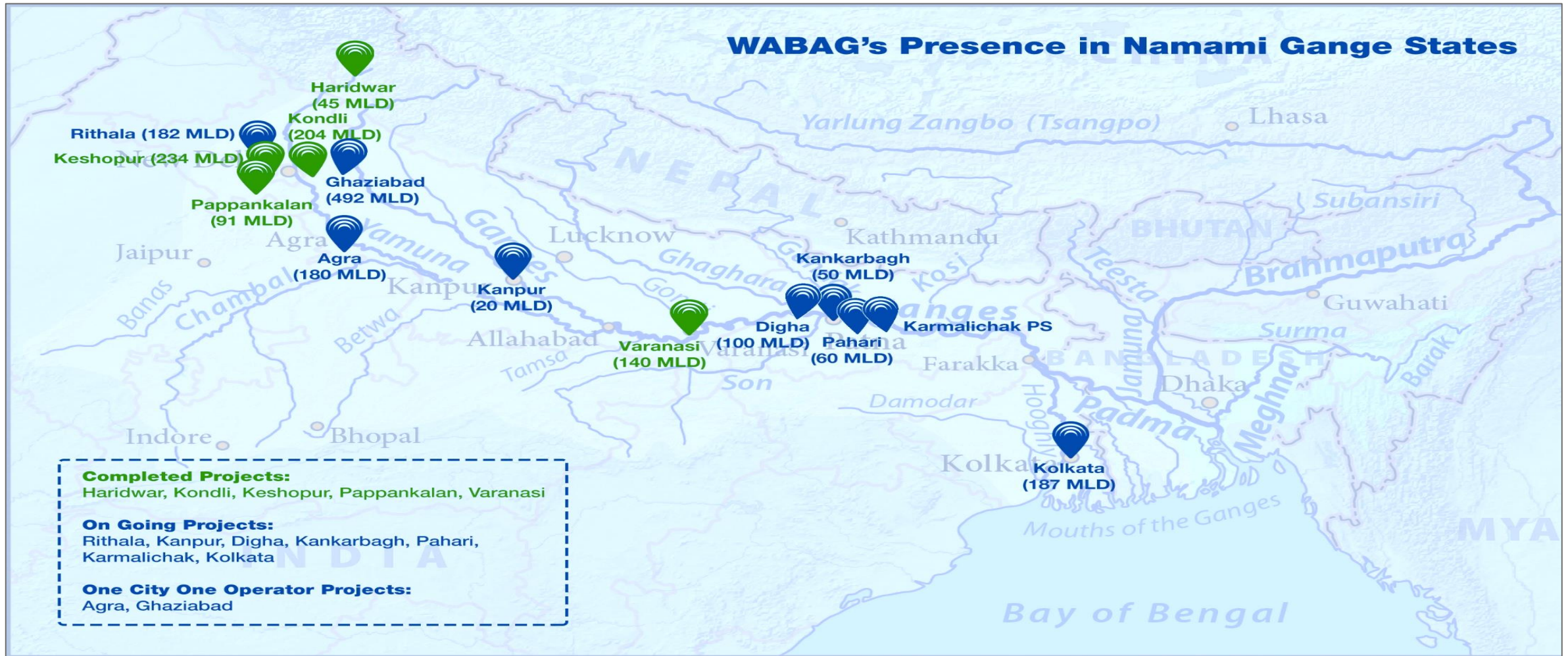


# Annexures

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# Increasing contribution in cleaning the Holy River



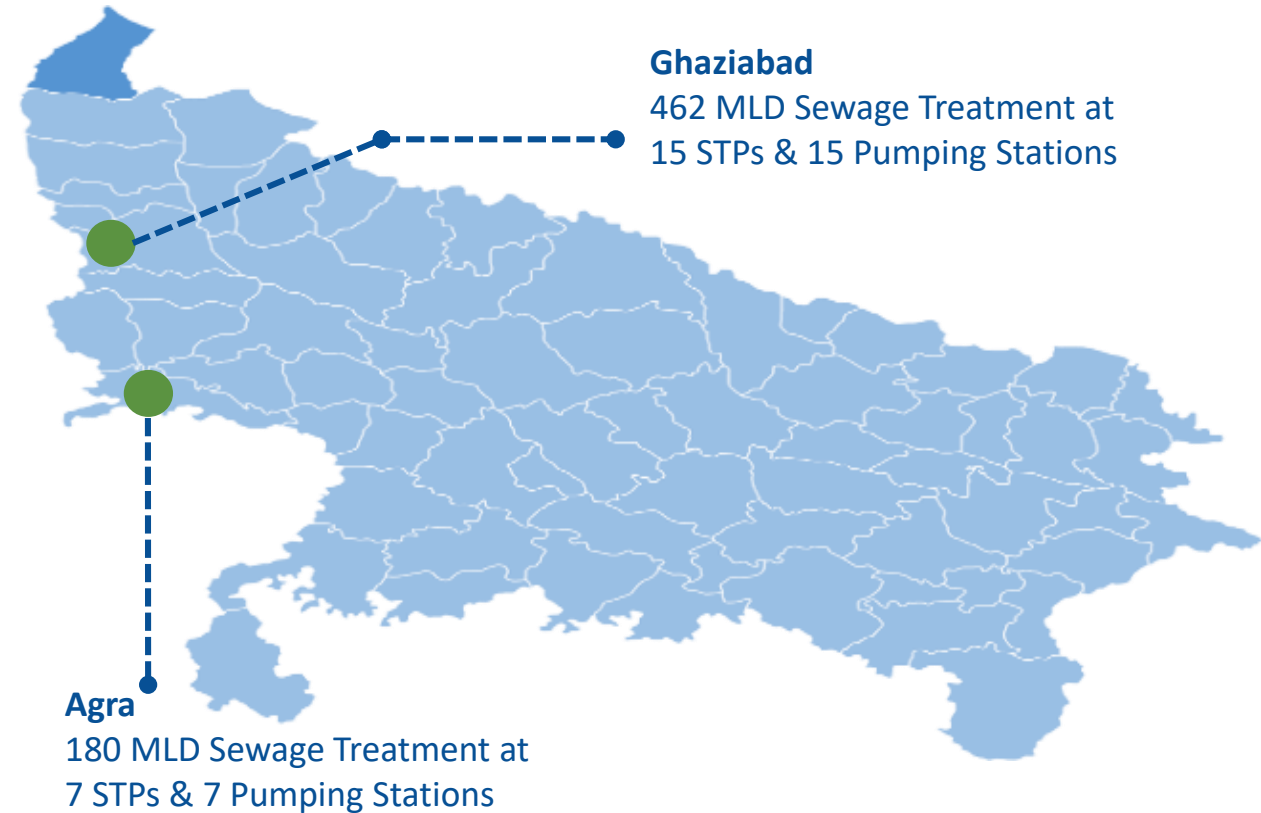
Committed to managing over 195 crore liters each day to rejuvenate  
Aviralta & Nirmalta of River Ganga



# 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



(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, Srilanka**  
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



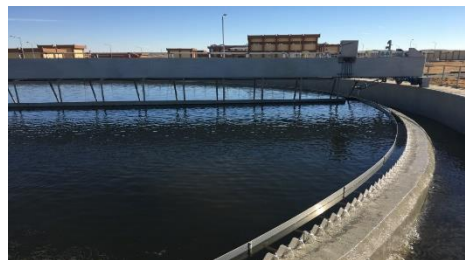
# Proven technology and project execution capabilities

(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



## CSR Focus on Water, Sanitation & Skill Development



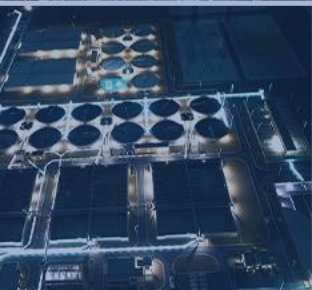
CSR Projects benefiting

3,500+  
Farmers

6,000+  
School Kids  
& teachers

5,000+  
Urban Poor





# THANK YOU

**100** YEARS OF...  
**PRESERVING RESOURCES**  
**PROTECTING ENVIRONMENT**  
**TRANSFORMING LIVES**

