WABAG

An ISO 9001 Company

8th February 2020

National Stock Exchange of India Limited
Exchange Plaza, Plot No. C/1, G Block,
Bandra Kurla Complex,
Bandra (E),
Mumbai – 400 051

BSE Limited,
Floor 25, P J Towers,
Dalal Street,
Mumbai – 400 001

Dear Sir / Madam,

Sub: Presentation on Unaudited Financial Results for the quarter and nine months ended 31st December 2019

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations 2015 ("SEBI Regulations"), please find enclosed a presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended 31st December 2019 made to Investors/ Analysts.

The aforesaid presentation is also being hosted on the website of the Company, www.wabag.com in accordance with Regulation 46 of the SEBI Regulations.

Kindly take on record the same.

Thanking you,

For VA TECH WABAG LIMITED

VA TECH WABAG LIMITED

R SWAMINATHAN
COMPANY SECRETARY & COMPLIANCE OFFICER
MEMBERSHIP NO: A17696

Encl: as above

WABAG
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sustainable solutions. for a better life.

VA TECH WABAG LTD.

RESULT UPDATE PRESENTATION

Q3 FY 2019 - 20

Safe Harbour

- This presentation and the accompanying slides (the "Presentation"), which have been prepared by VA TECH WABAG LIMITED (the "Company"), have been prepared solely for information purposes and do not constitute any offer, recommendation or invitation to purchase or subscribe for any securities, and shall not form the basis or be relied on in connection with any contract or binding commitment whatsoever. No offering of securities of the Company will be made except by means of a statutory offering document containing detailed information about the Company.

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Business Overview

Tertiary Treatment Reverse Osmosis (TTRO) Plant at Koyambedu, Chennai, India

Key Highlights Q3 FY 20

Key Highlights

- **Consolidated Revenue at INR 17.7 Bn**
- **Consolidated PAT at INR 604 Mio**
- **Order Intake of over INR 40 Bn**
- **Order Book of over INR 115 Bn**
  including framework orders

Izmir Kavaklidere Water Treatment Plant, Turkey

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Quarterly Performance

RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q3 FY 20	Q3 FY 19	YOY %	9M FY 20	9M FY 19	YOY %
Revenue from operations	**6,794**	**6,619**	***2.6%***	**17,721**	**21,017**	***(15.7%)***
Cost of Sales	5,242	5,073	*3.3%*	13,277	16,184	*(18.0%)*
Total Cost of Operations (TCO)	867	1,053	*(17.7%)*	2,731	3,298	*(17.2%)*
EBITDA	**685**	**493**	***39.0%***	**1,713**	**1,536**	***11.5%***
EBITDA margin	***10.1%***	***7.4%***		***9.7%***	***7.3%***	
Net Finance Cost	267	183	*45.8%*	773	497	*55.6%*
Depreciation & Amortization	36	41	*(12.9%)*	114	126	*(9.5%)*
Tax	132	149	*(11.4%)*	345	391	*(11.8%)*
Share of Profits from Associates / MI *(Net)*	57	34	*70.3%*	124	121	*2.3%*
Profit After Tax (Owners)	**308**	**154**	***100.4%***	**605**	**643**	***(5.9%)***
PAT margin	***4.5%***	***2.3%***		***3.4%***	***3.1%***	

- Project progress on new key projects on track and has picked up pace, driving better operating margins
- Lower YTD revenue driven by key overseas projects (AMAS and RAPID) completed, subdued Europe performance
- TCO reduction mainly driven by AMAS, RAPID completion and also cost optimization measures in Europe

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RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q3 FY 20	Q3 FY 19	YOY %	9M FY 20	9M FY 19	YOY %
Revenue from Operations	**4,881**	**4,516**	***8.1%***	**12,549**	**13,127**	***(4.4%)***
Cost of Sales	3,712	3,403	*9.1%*	9,391	9,988	*(6.0%)*
Total Cost of Operations (TCO)	646	566	*14.1%*	1,681	1,773	*(5.2%)*
EBITDA	**523**	**548**	***(4.5%)***	**1,477**	**1,366**	***8.1%***
EBITDA margin	***10.7%***	***12.1%***		***11.8%***	***10.4%***	
Net Finance Cost	193	127	*52.3%*	564	320	*76.3%*
Depreciation & Amortization	16	21	*(23.3%)*	51	64	*(21.2%)*
Tax	118	141	*(15.8%)*	289	344	*(16.2%)*
Profit After Tax	**195**	**260**	***(24.7%)***	**574**	**637**	***(10.0%)***
PAT margin	***4.0%***	***5.8%***		***4.6%***	***4.9%***	

- Revenue growth driven by project progress on new key projects which have picked up pace
- EBITDA margin driven by margin expansion in key projects offset by higher ECL provisions as per company policy
- Increase in net finance cost mainly driven by borrowing mix; higher BG & LC charges due to new projects

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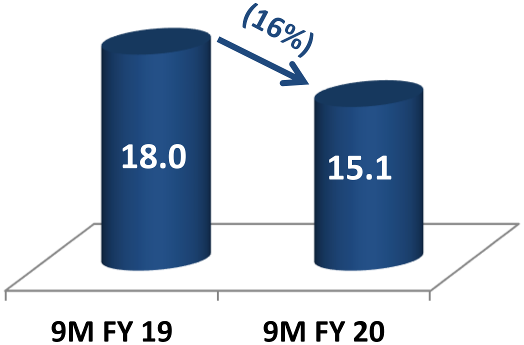
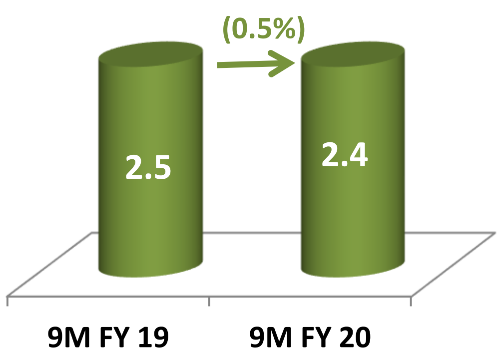
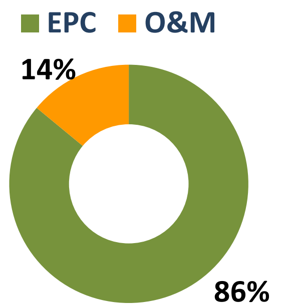
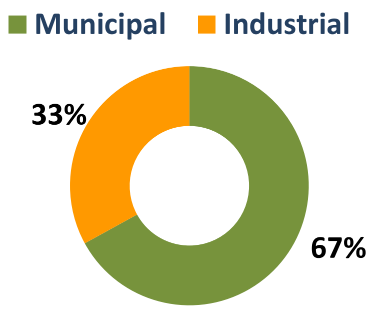
Revenue Breakup – 9M FY 20

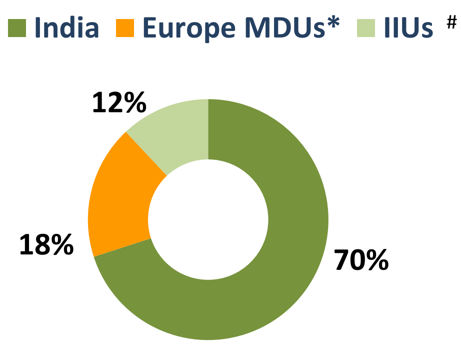
Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	6,432	4,667	1,038	194	12,331
Wabag Overseas	3,289	760	957	178	5,184
Total	**9,721**	**5,427**	**1,995**	**372**	**17,515**











* Multi Domestic Units
\# India International Units

Key Projects Contributing to Revenue – 9M FY 20

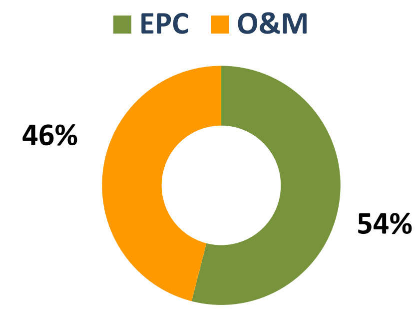
Project Details	Revenue recognized [Rs. Mn]
▪ Dangote, Nigeria - ETP & RWTP	1,768
▪ Expansion SWTP 9, Jubail, KSA – STP	1,454
▪ Polghawela, Sri Lanka – WTP	1,134
▪ MRPL, Karnataka – Desal	1,103
▪ South Doha, Qatar – STP	1,048
▪ HMEL, Bathinda – ETP & RWTP	1,044
▪ Koyambedu, Chennai – TTP	987
▪ La Mesa, Philippines – WTP	559
▪ K&C Valley, Bengaluru – STP	504
▪ Barmer, Rajasthan – Integrated Water Supply Project	372

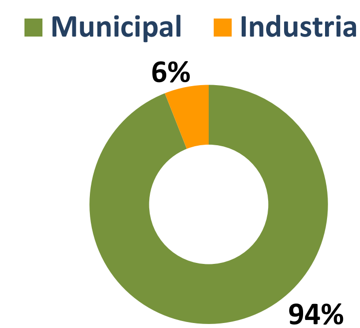
Order Book Analysis

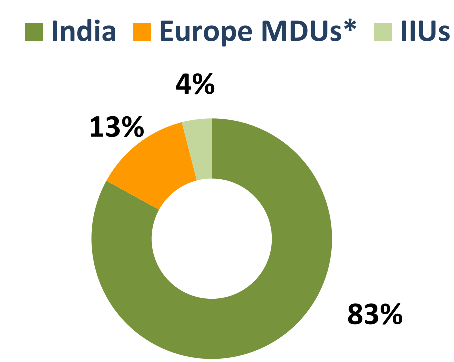
Order Intake Breakup

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	14,538	1,436	17,627	45	**33,646**
Wabag Overseas	5,219	697	896	125	**6,937**
Total	**19,757**	**2,133**	**18,523**	**170**	**40,583**

Key Orders Received	Order Value (Rs. Mn.)
Water Supply System, Bhagalpur – India	2,446
Drinking Water Treatment II, Saint Sulpice – Switzerland	1,700
Thai Oil Refinery - Thailand	1,089
Drinking Water Treatment Plant, Coimbatore – India	937







* Multi Domestic Units
# India International Units

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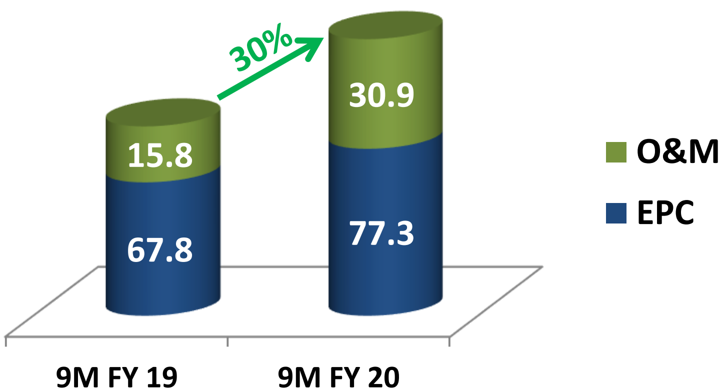
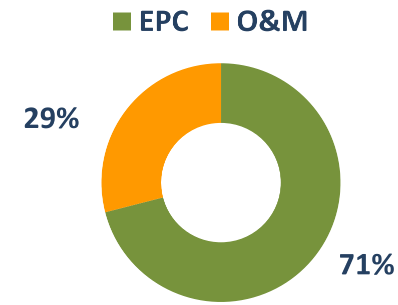
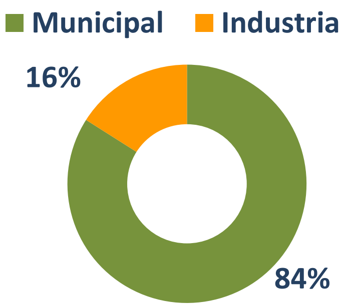
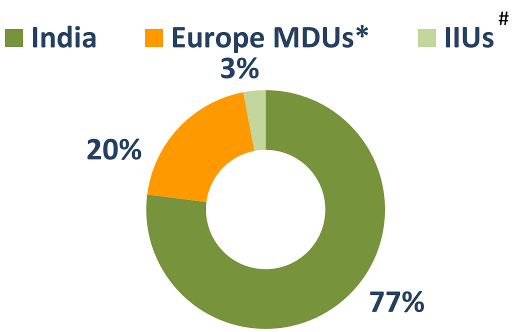
Order Book Composition

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	27,227	12,570	23,968	1,697	**65,462**
NMCG (SPVs) **- EPC** **- HAM**	7,947 5,959	- -	1,453 2,268	- -	**9,400** **8,227**
Wabag Overseas	20,698	2,925	1,217	329	**25,169**
Framework Contracts					**6,996**
Total	**61,831**	**15,495**	**28,906**	**2,026**	**115,254**









* Multi Domestic Units
\# India International Units

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Order Book of Rs. 108 Bn & Framework Contracts of Rs. 7 Bn

Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
▪ UPJN, O&M of Agra & Ghaziabad	14,730
▪ BUIDCO, Digha & Kankarbagh – STP Network	11,878
▪ Expansion SWTP 9, Jubail, KSA – STP	7,147
▪ KMDA, Howrah – STP	5,748
▪ 50 MLD Zarat, Tunisia – Desal	5,120
▪ South Doha, Qatar – STP	4,242
▪ JAJMAU, Kanpur – CETP	4,426
▪ MRPL, Karnataka – Desal	3,184
▪ Dangote, Nigeria – ETP & RWTP	2,580
▪ Polgahwela, Srilanka – WTP	2,521

Key Framework Contracts *

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

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

Guidance for FY 20
Revenue : INR 30 Bn & Order Intake : INR 50 Bn

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For further information, please contact

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