

February 10, 2024

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

NSE Symbol: **WABAG**BSE Scrip Code: **533269**

Dear Sir/Madam,

Sub: Presentation on the Unaudited Financial Results (both Standalone and Consolidated) of the Company for the quarter and nine months period ended December 31, 2023

Pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 ("SEBI Regulations"), please find enclosed the presentation on the Unaudited Financial Results (both Standalone and Consolidated) of the Company for the quarter and nine months period ended December 31, 2023.

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 the same on record.

Thanking You,

For **VA TECH WABAG LIMITED**ANUP KUMAR
SAMAL

Anup Kumar Samal
Company Secretary & Compliance Officer
Membership No: F4832



Encl: As above

Sustainable solutions, for a better life



WABAG

sustainable solutions. for a better life.



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

VA TECH WABAG LTD

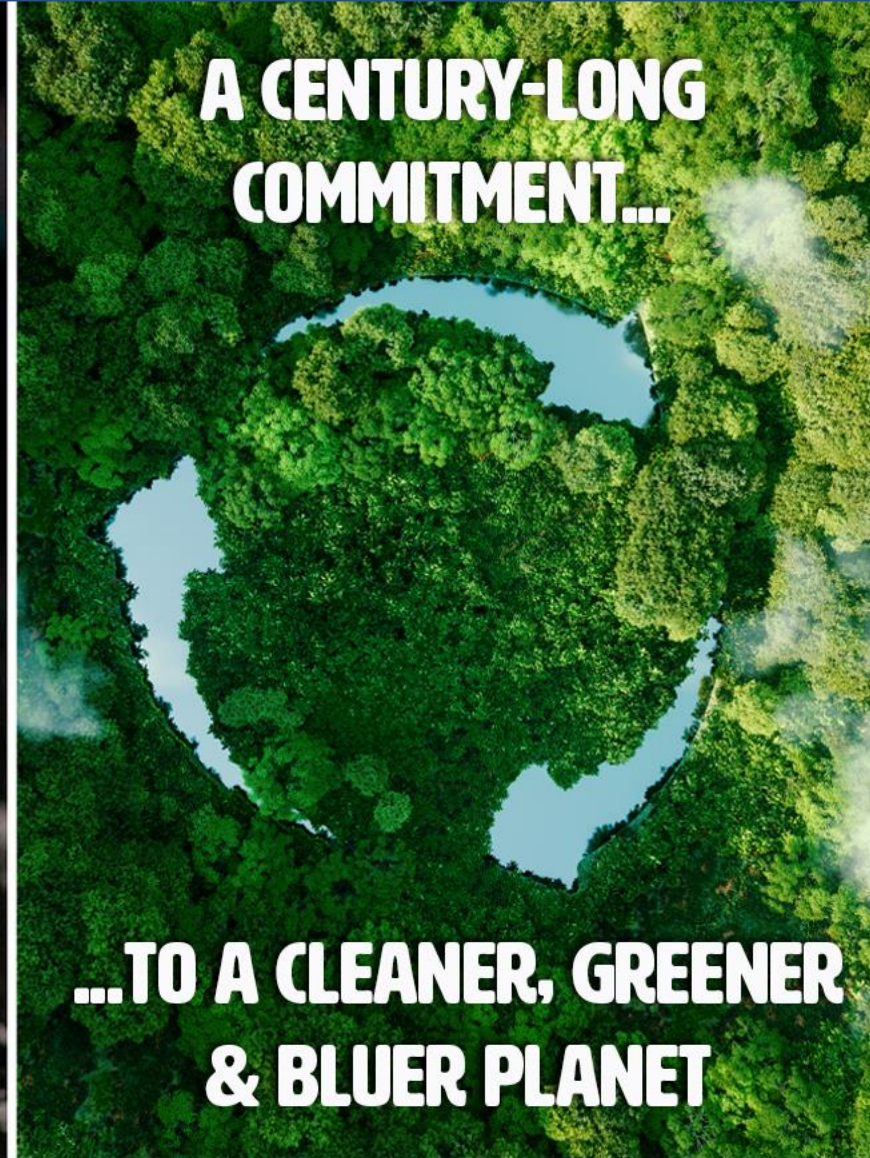
Results Update Presentation

Q3 & 9M FY 2023-24



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100 Years and counting.....



01

Our Business

02

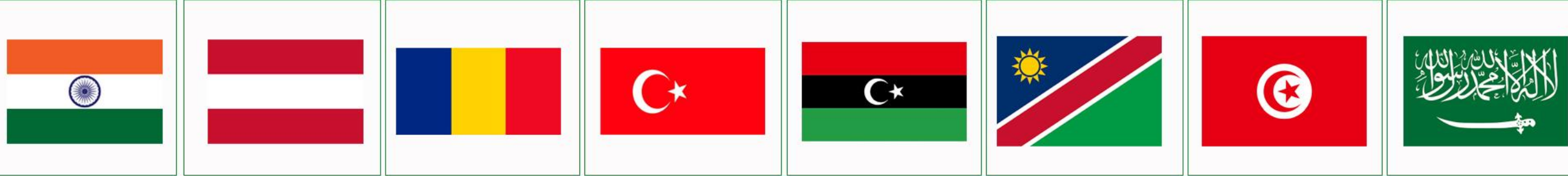
Performance

03

Order Book Analysis

04

Awards and Accolades

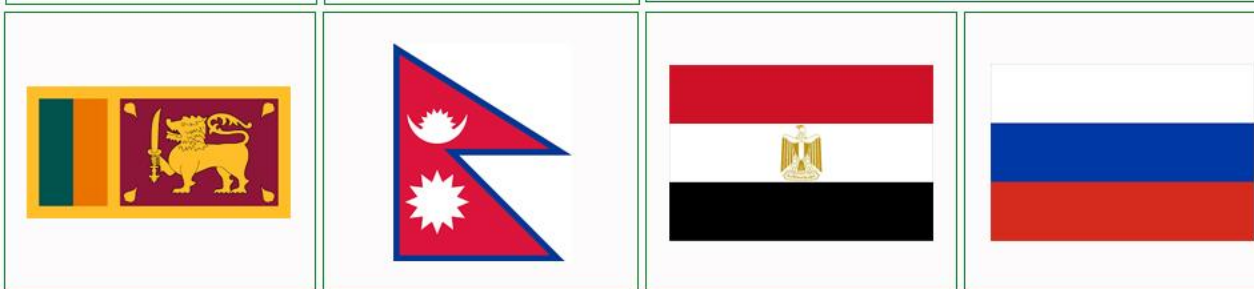


100 YEARS OF...

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PROTECTING ENVIRONMENT
TRANSFORMING LIVES

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 3rd Globally by GWI for ensuring water & sanitation for over 88 Mn people
- Ranked among Top 5 Global Desalination players by GWI



EP SPECIALIST

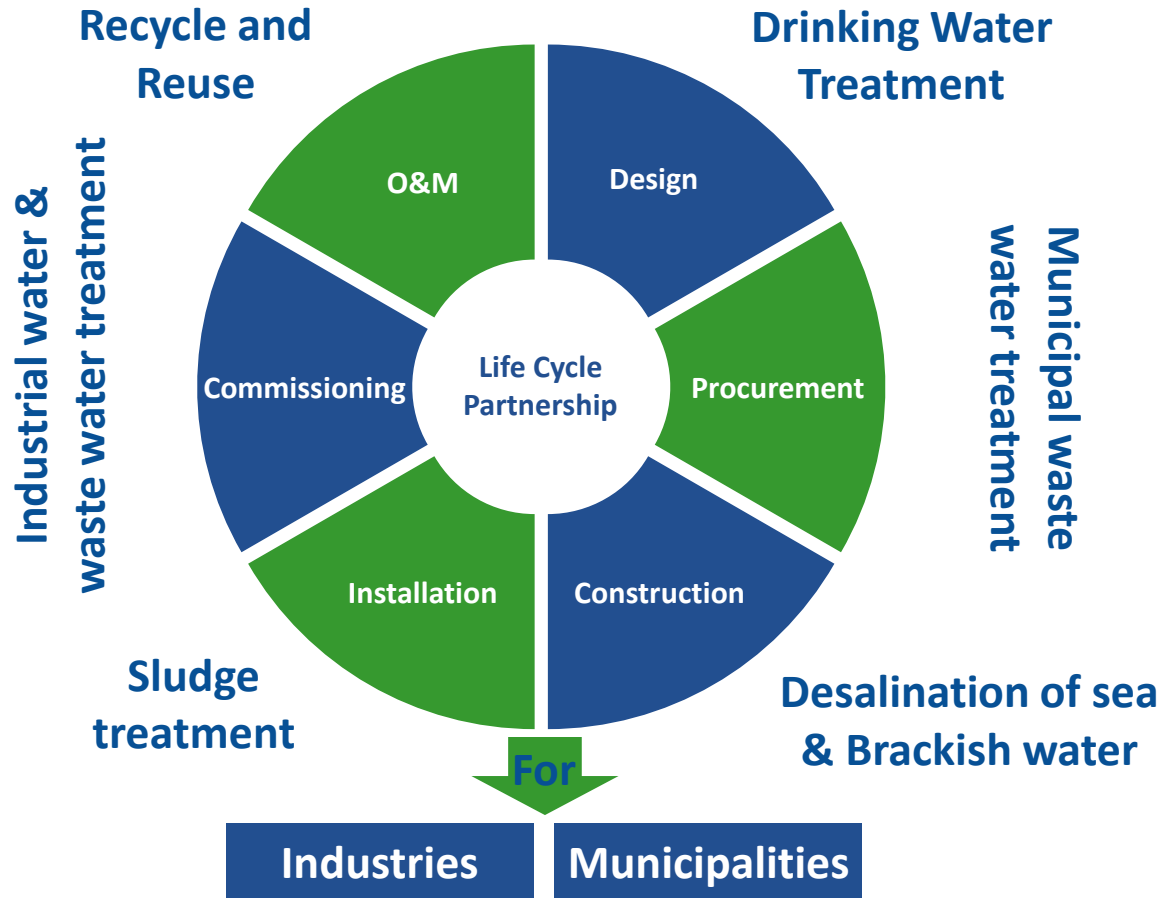
- Core expertise focused on Engineering and Procurement; Civil activities outsourced
- Focus on 'Advanced technology, Value-Added & High Margin' projects
- Enables to remain asset light
- Manufactured Water through marquee references in Recycle & Reuse, Desalination and Renewable energy thru Biogas

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 m³**



**Desalinated Water
per day**

**2.7
million m³**



**Recycled Water
per day**

**> 41
MW**



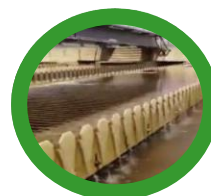
**Green Energy
per day**

**27
million m³**



**Wastewater
treated per day**

**27.5
million m³**



**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

H₂O to Green H₂

- 💧 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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TRANSFORMING LIVES**

Performance



Business Highlights



Profit & Loss Statement

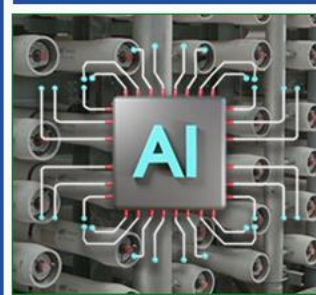


**Zero
Liquid
Discharge**

**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 %
Revenue from operations	7,044	6,516		19,222	20,336	
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)	
EBITDA	989	919	7.6%	2,613	2,463	6.1%
EBITDA margin	14.0%	14.1%		13.6%	12.1%	
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	
Profit After Tax (Owners)	629	471	33.5%	1,730	1,240	39.6%
PAT margin	8.9%	7.2%		9.0%	6.1%	

💧 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 %
Revenue from operations	6,243	5,189		17,378	15,767	
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)	
EBITDA	955	816	17.1%	2,488	2,176	14.4%
EBITDA margin	15.3%	15.7%		14.3%	13.8%	
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	
Profit After Tax (Owners)	624	373	67.5%	1,636	967	69.2%
PAT margin	10.0%	7.2%		9.4%	6.1%	

- 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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TRANSFORMING LIVES

UASB

EGSB

CYCLOPUR

PACOPUR-
MBR

DAMOPUR

**Thermal
Desalination**

NEREDA

ENOPUR

CERAMOZONE

BIOZONE

Order Book Analysis



Revenue



Order Intake



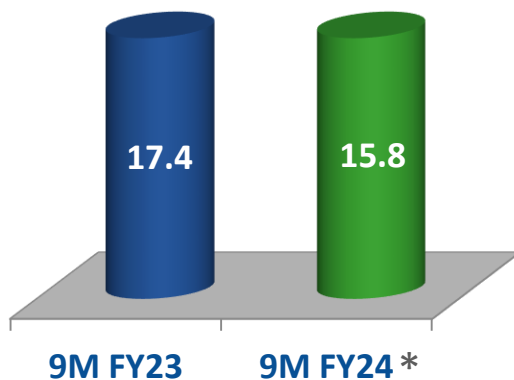
Order Book

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
Total	11,937	7,242	19,179

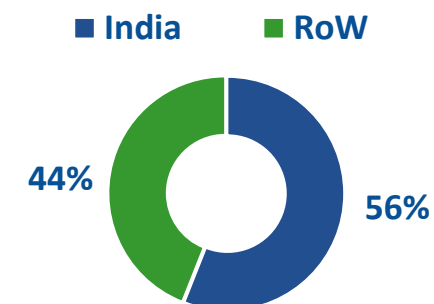
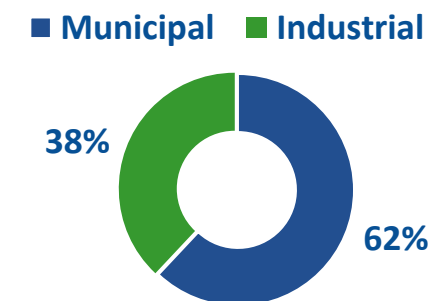
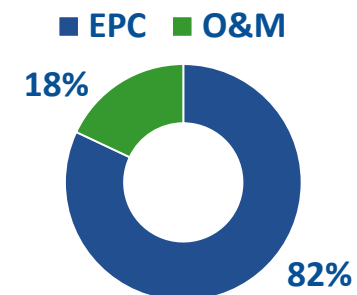
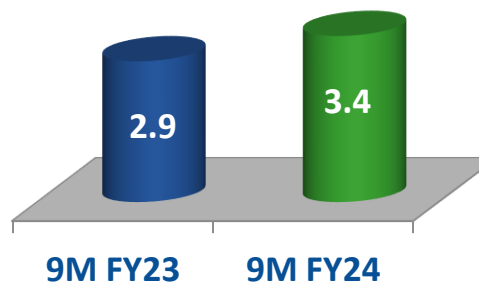
EPC [Rs. Bn.]



By Geography

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

O&M [Rs. Bn.]



*9M FY24 excludes revenues from divested European Subsidiaries

Order Intake Breakup – 9M FY 24

By Business Offering & Customer Segment

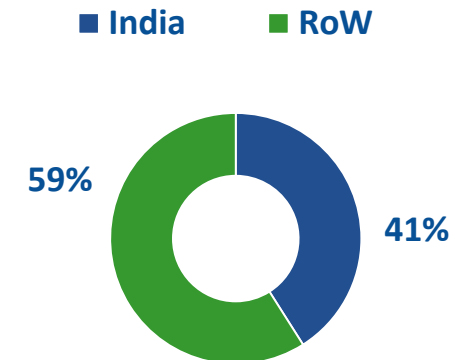
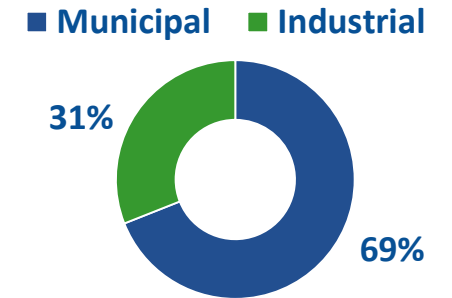
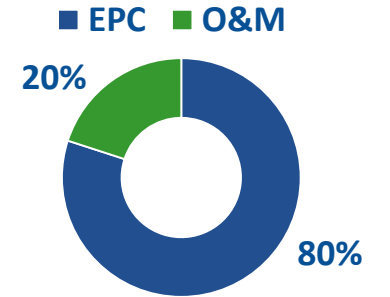
Rs. Millions	Municipal	Industrial	Total
EPC	8,828	5,273	14,101
O&M	3,273	242	3,515
Total	12,101	5,515	17,616

By Geography

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

Key Order Received during 9M FY 24

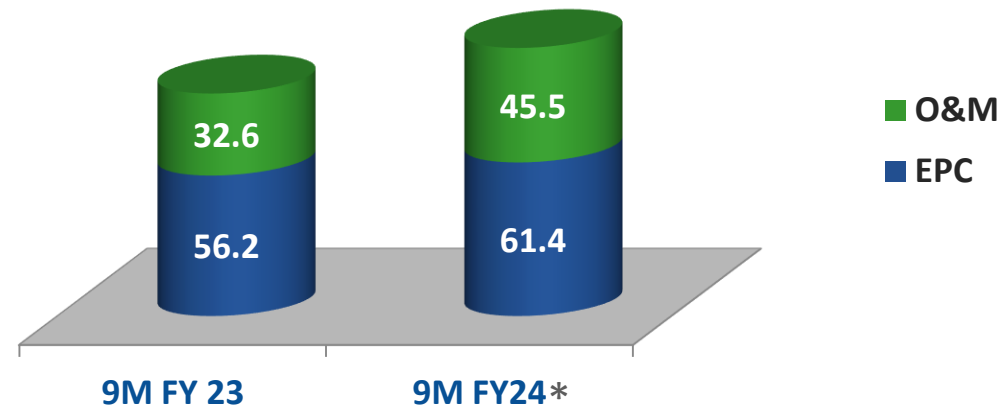
	Nature	Order Value (Rs. Mn.)
270 MLD CIDCO, Maharashtra – WTP	DBO	4,195
20 MLD Ras Tanura Refinery Complex, KSA - IWWTP	EP	2,782
345 MLD SONEDE, Tunisia - WTP	EP	2,599
Egypt WWTPs	EP	2,159



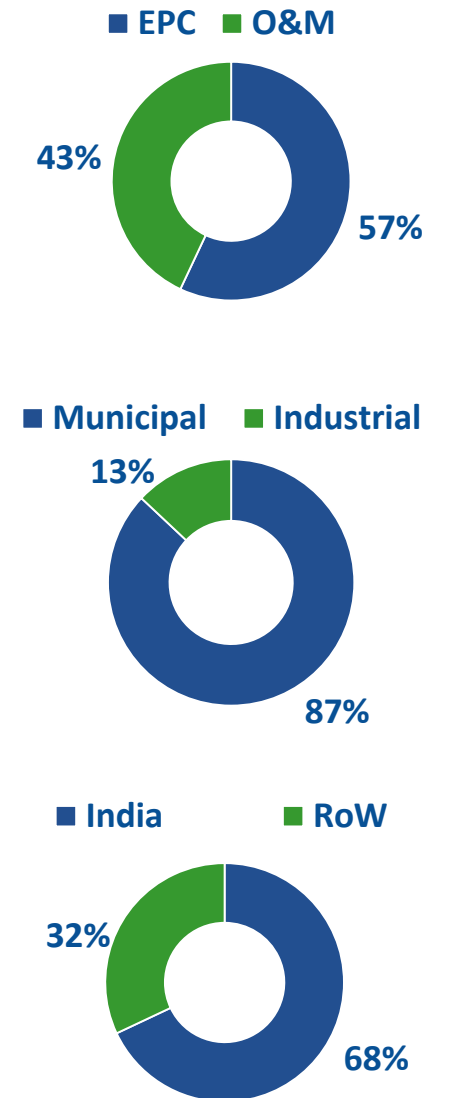
Order Book Composition

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
Total	93,077	13,789	118,655

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



*9M FY24 excludes Order Book of divested European Subsidiaries



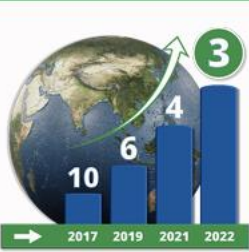
Key Contracts in Orderbook

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
3rd Largest
Private
Operator**



**5th 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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TRANSFORMING LIVES

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”
(29th 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



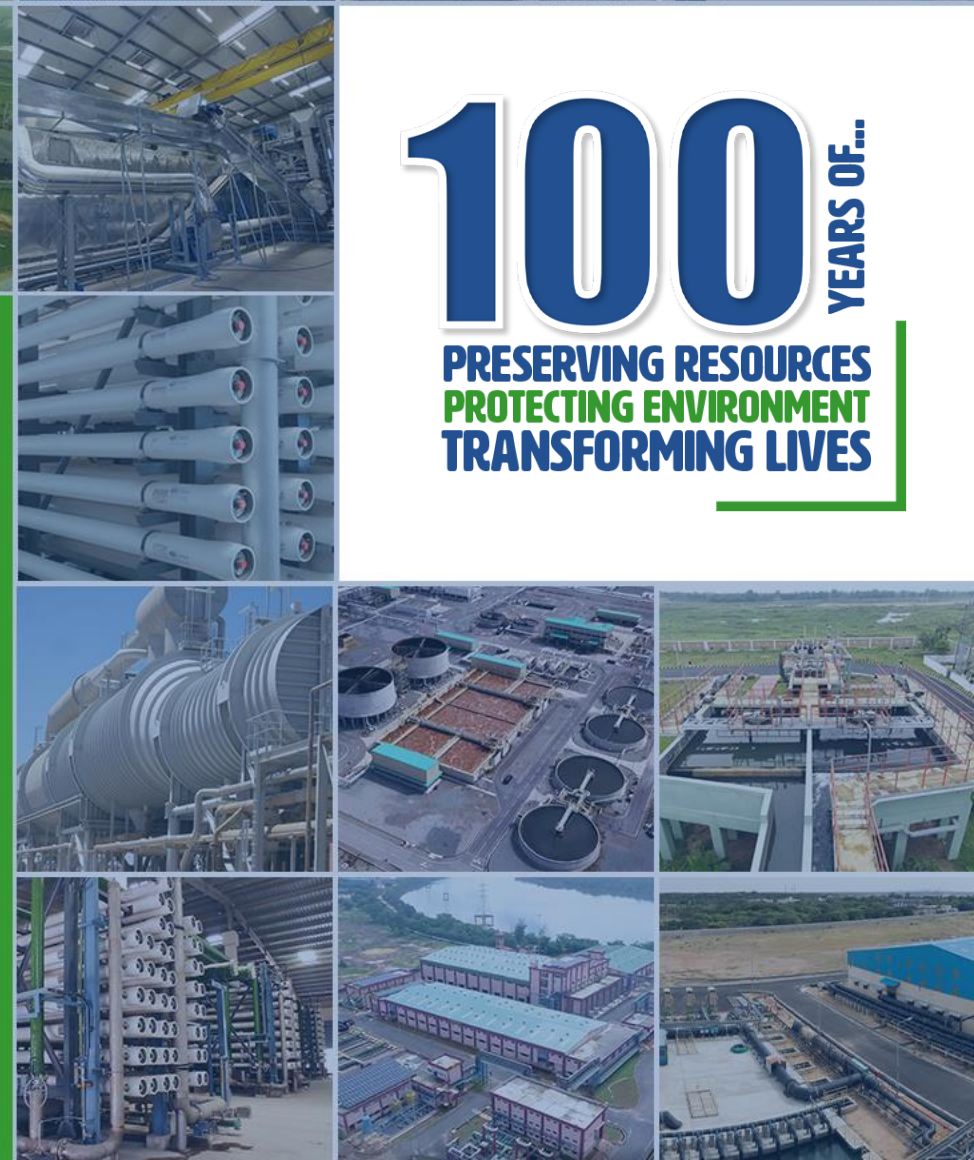
Silver Level Recognition in the 2023 Healthy Workplaces of India Award by Arogya World



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For further information, please contact

Company	Investor Relations Advisors
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Mr. Skandaprasad Seetharaman, Chief Financial Officer investors@wabag.in www.wabag.com	Ms. Savli Mangle, Vice President savli.mangle@adfactorspr.com www.adfactorspr.com

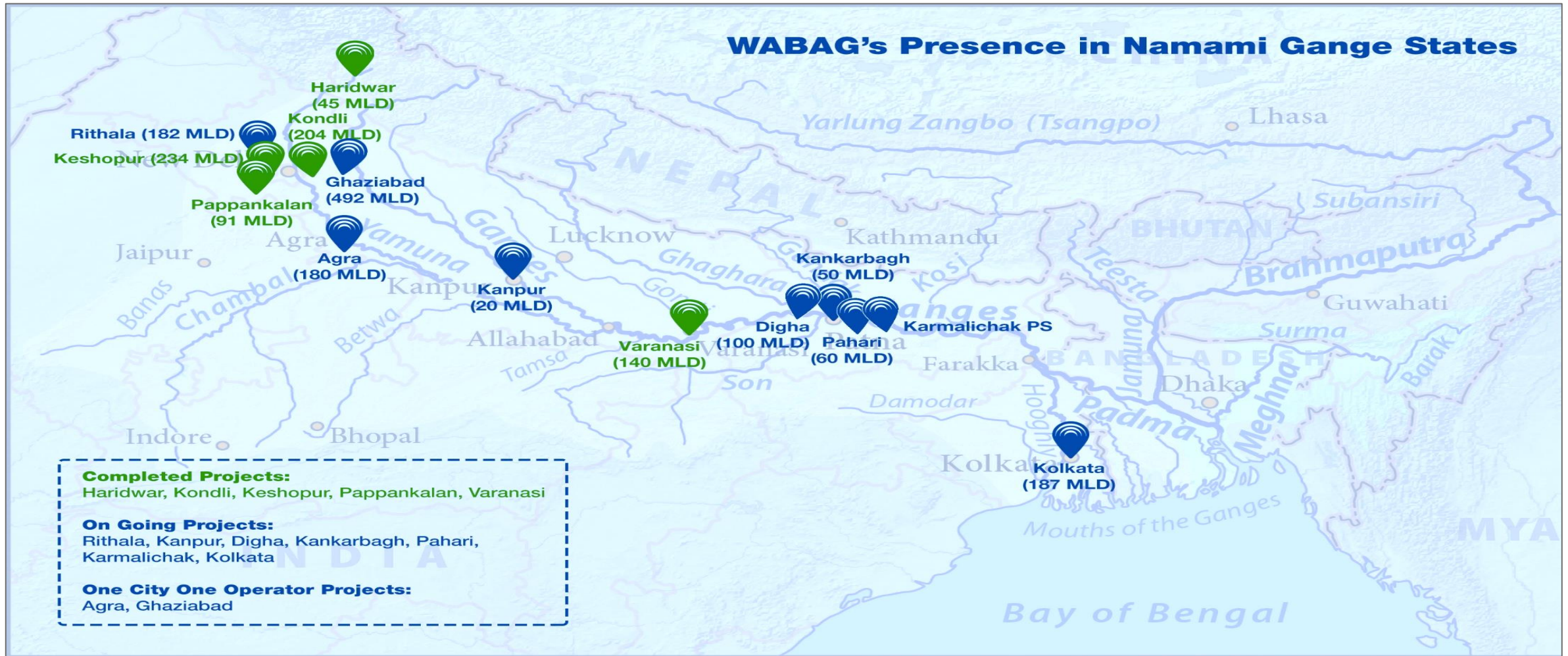




Annexures

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Increasing contribution in cleaning the Holy River

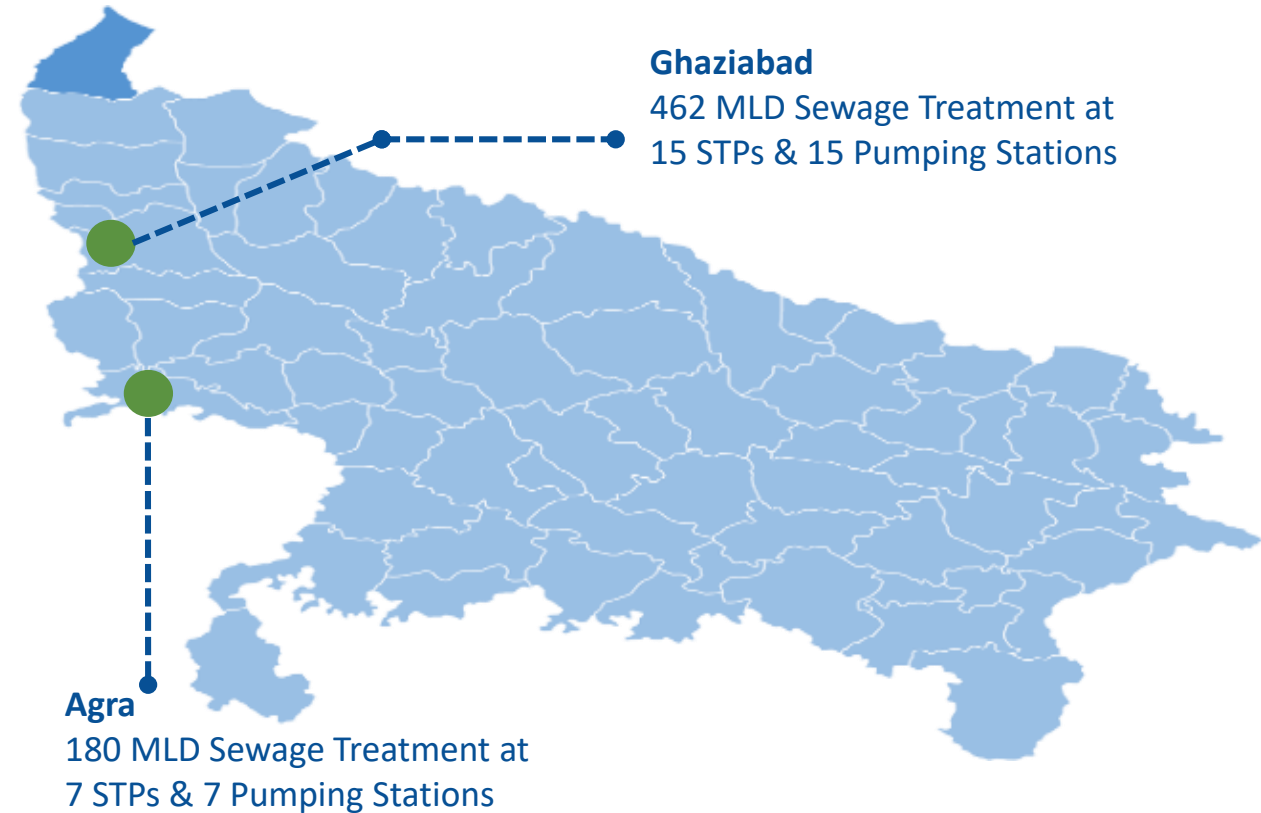
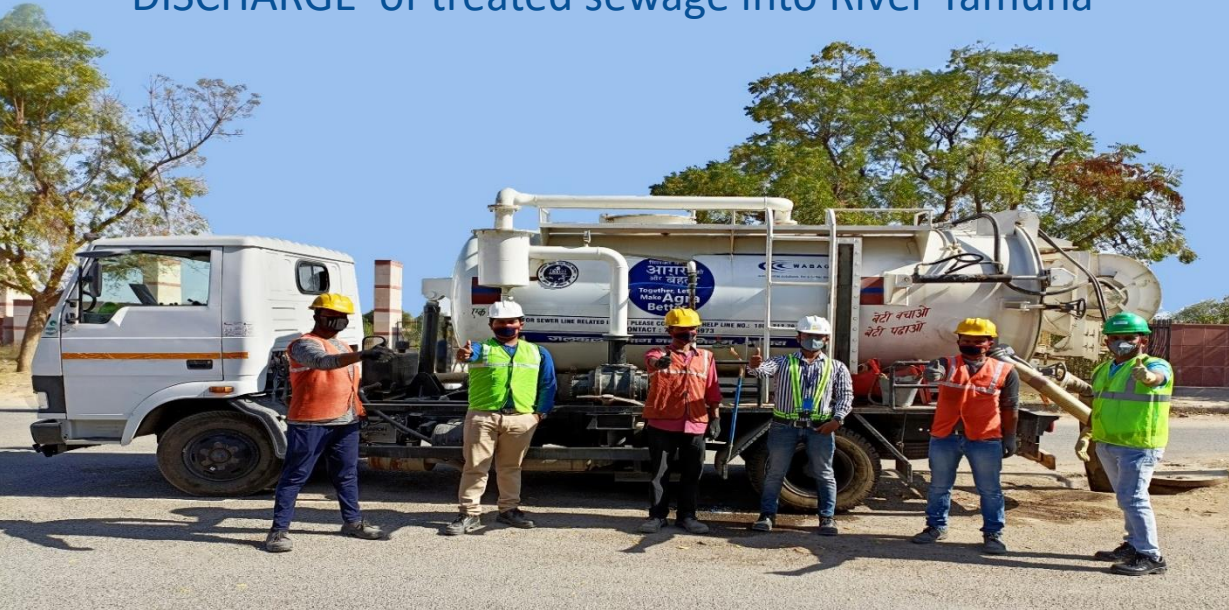


Committed to managing over 195 crore liters each day to rejuvenate
Aviralta & Nirmalta of River Ganga

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

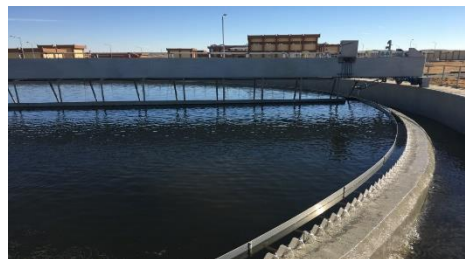
Proven technology and project execution capabilities

(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

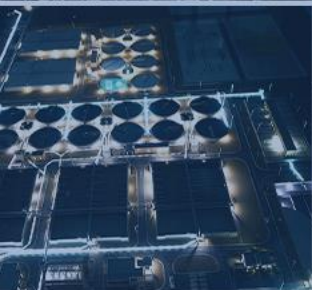


CSR Projects benefiting

3,500+
Farmers

6,000+
School Kids
& teachers

5,000+
Urban Poor



THANK YOU

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TRANSFORMING LIVES

