8th February 2016

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 2015

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 2015 to be 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

RAJIV BALAKRISHNAN
COMPANY SECRETARY
Encl: as above

WABAG

VA TECH WABAG LIMITED
CIN : L45205TN1995PLC030231
"WABAG HOUSE"
No.17, 200 Feet Thoraipakkam - Pallavaram Main Road,
Sunnambu Kolathur, Chennai 600 117, India.

Board : +91-44-3923 2323
Fax : +91-44-3923 2324
Email : wabag@wabag.in
Web : www.wabag.com

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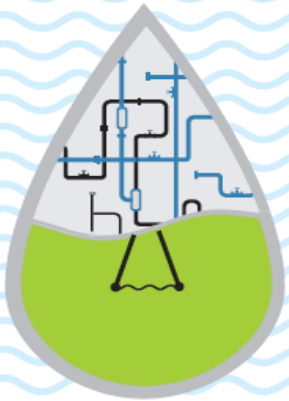
VA TECH WABAG

Q3 & 9M FY16 Results Update

February 2016

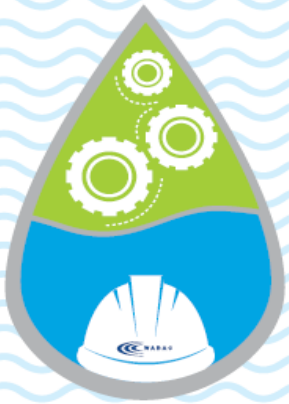
CUSTOMER FOCUS



TECHNOLOGY & INNOVATION

TOTAL WATER SOLUTIONS

GLOBAL FOOTPRINT



ENGINEERING EXCELLENCE

ECOLOGICAL BALANCE

SOLUTIONS THAT **SUSTAIN LIFE**

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.

- This Presentation has been prepared by the Company based on information and data which the Company considers reliable, but the Company makes no representation or warranty, express or implied, whatsoever, and no reliance shall be placed on, the truth, accuracy, completeness, fairness and reasonableness of the contents of this Presentation. This Presentation may not be all inclusive and may not contain all of the information that you may consider material. Any liability in respect of the contents of, or any omission from, this Presentation is expressly excluded.

- This presentation contains certain forward looking statements concerning the Company's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition (both domestic and international), economic growth in India and abroad, ability to attract and retain highly skilled professionals, time and cost over runs on contracts, our ability to manage our international operations, government policies and actions regulations, interest and other fiscal costs generally prevailing in the economy. The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company.

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2 Quarterly Performance

3 Order Book Analysis

Key Highlights Q3 & 9M FY 16

Key High's – 9M FY 16

- Standalone Sales of Rs. 9.5 bn, growth of 46 %
- Standalone EBITDA of Rs. 1.06 bn, growth of 51%
- Standalone Net Profit of Rs. 612 mn, growth of 59%
- Consolidated Sales of Rs. 16.9 bn, growth of 11%
- Consolidated EBITDA of Rs. 1.02 bn, growth of 7%
- Total Order Book of Rs. 79.5 bn

PetroBrazi Refinery ETP, Romania

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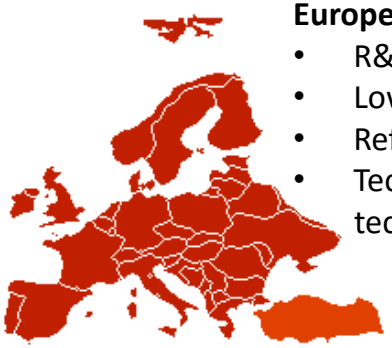
Strategic Geographical Spread



Europe

- R&D Centre – over 100 patents
- Low working capital
- References for global business
- Technology Centre for advanced technologies in waste water

Middle East

- >50% of Desal market in Saudi
- High potential for advanced technologies
- Competitiveness through Indian support

India

- High Margins
- Low cost of Operations
- Technology Centre for Industrial business and desalination

Africa

- Largely untapped- emerging economy
- Competitiveness through Indian support

LATAM

- Huge market for Desal, Industrial and BOOT Projects

South East Asia

- Largely untapped - Emerging economy
- Competitiveness through Indian support

Q3 & 9M Performance

RESULTS OVERVIEW – Standalone Profit and Loss

INR Millions	Q3 FY16	Q3 FY 15	YoY %	9M FY16	9M FY 15	YoY %	FY15
Income	3,713	2,934	26.6%	9,497	6,524	45.6%	12,201
Other Operating Income	25	26	-7.2%	82.4	92	-10.7%	132
Cost of Sales	2,888	2,376	21.5%	7,272	4,900	48.4%	9,423
Total Cost of Operations (TCO)	459	230	99.8%	1,246	1,011	23.2%	1,375
EBITDA	391	355	10.3%	1,061	705	50.5%	1,537
EBITDA margin	**10.5%**	**12.1%**		**11.2%**	**10.8%**		**12.6%**
Net (Gain) / Loss on Forex	8	34	-77.2%	-48	31	-252.4%	44
Interest & Finance Charges (Net)	46	22	107.1%	92	54	71.6%	58
Depreciation & Amortization	29	33	-9.5%	91	42	119.3%	75
Tax	101	89	12.9%	314	194	61.7%	456
Profit After Tax	207	177	17.0%	612	385	59.1%	904
PAT margin	**5.6%**	**6.0%**		**6.4%**	**5.9%**		**7.4%**

- Good opening backlog and increased focus on project execution has resulted in growth of Sales.
- Cost of Sales vary quarter on quarter depending on the mix of projects
- Increase in Other Expenses is mainly due to Increase in Provisions for receivable as per Company policy
- Increase in Finance Charges due to reduction of interest income and increase in Interest expense

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RESULTS OVERVIEW – Consolidated Profit and Loss

INR Millions	Q3 FY16	Q3 FY 15	YoY %	9M FY16	9M FY 15	YoY %	FY15
Income	6,289	6,185	1.7%	16,860	15,227	10.7%	24,284
Other Operating Income	19	9.1	108.8%	38	47.6	-21.0%	68
Cost of Sales	4,898	5,116	-4.3%	13,291	12,036	10.4%	19,098
Total Cost of Operations (TCO)	948	655	44.8%	2,582	2,281	13.2%	3,142
EBITDA	462	423	9.1%	1,024	957	7.1%	2,112
EBITDA margin	**7.3%**	**6.8%**		**6.1%**	**6.3%**		**8.7%**
Net (Gain) / Loss on Forex	14	37	-62.4%	-9	-23	-61.1%	17
Interest & Finance Charges (Net)	101	61	66.5%	282	181	55.6%	315
Depreciation & Amortization	50	55	-8.4%	154	143	7.8%	109
Tax	115	130	-11.7%	361	264	36.5%	566
Profit After Tax	182	141	29.0%	237	392	-39.5%	1105
PAT margin	**2.9%**	**2.3%**		**1.4%**	**2.6%**		**4.5%**
Share of Profits from Associates / MI	7	-3		-0.3	5		-4
Net PAT	189	138	36.7%	237	396	-40.3%	1101

- Euro depreciation of 11%, delay in Nepal project due to local conditions, Oman project nearing completion, many overseas projects being under engg. completion contributed to drop in overseas revenue in Q3.
- Increase in Contribution Margin in Overseas is due to O&M projects in Bahrain & Singapore and due to provisioning in prior period in the Oman Project.
- Increase in Net Finance cost is majorly due to Interest charges on account of Ujams BOOT Project in Namibia (was IDC during prior period)

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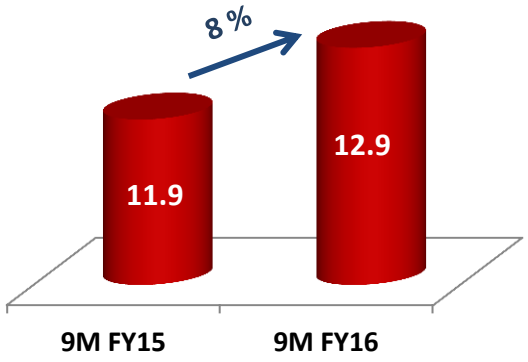
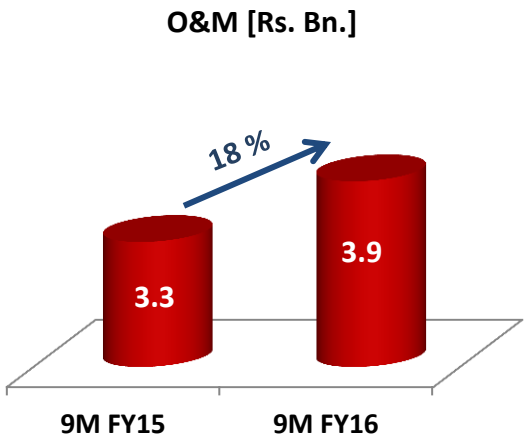
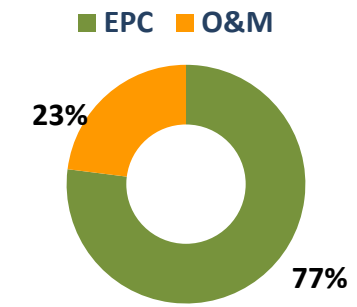
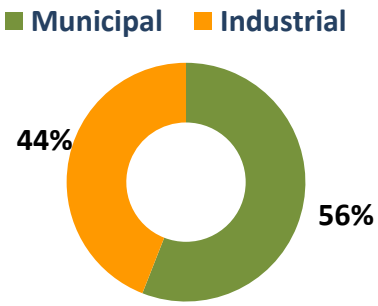
Revenue Breakup – 9M FY16

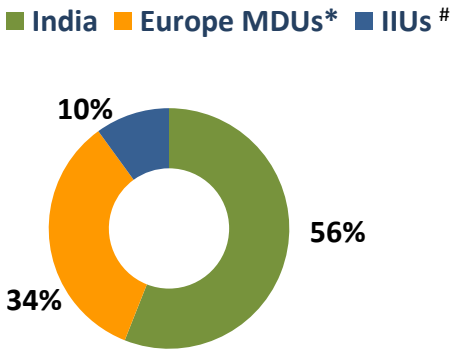
INR Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	3,264	4,803	1,184	246	9,497
Wabag Overseas	3,091	1,765	1,918	589	7,363
Total	**6,355**	**6,568**	**3,102**	**835**	**16,860**











* Multi Domestic Units
\# India International Units

Key Projects contributing to Revenue – 9M FY 16

Project Details	Revenue recognized [INR Mn]
▪ APGENCO – BOP with Water management	2,808
▪ Petronas RAPID, Malaysia – ETP	1,167
▪ Istanbul, Turkey O&M	1,040
▪ PHED Habra, West Bengal – 147 MLD WTP	637
▪ Nemmeli 100 MLD Desal – O&M, Chennai	582
▪ DAWASA, Tanzania – 130 MLD WTP	572
▪ Dangote, Nigeria – 60 MLD RWTP	463
▪ Izmir, Turkey – 360 MLD WTP	457
▪ Madinaty, Egypt – WWTP	357
▪ Suplac, Romania – ETP	342

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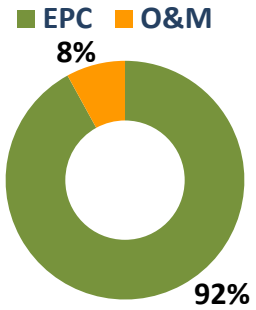
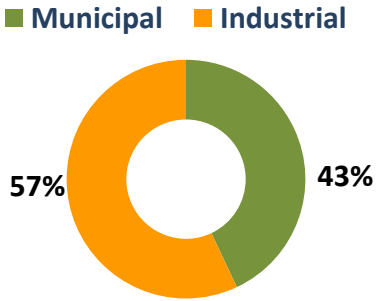
Order Book Analysis – 9M FY16

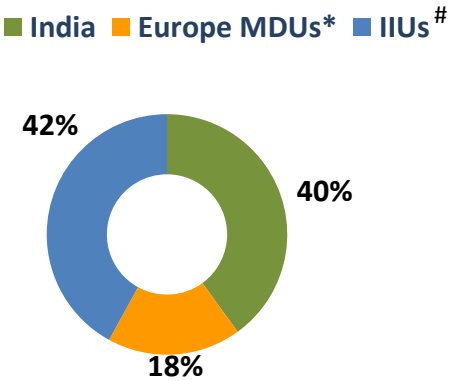
Order Intake Breakup – 9M FY16

INR Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	2,786	8,994	1,521	251	13,552
Wabag Overseas	9,460	9,764	544	242	20,010
Total	**12,246**	**18,758**	**2,065**	**493**	**33,562**

Key Order Received in Q3	Order Value
▪ Sanliurfa WWTP, Turkey	Eur 20.75 Mn



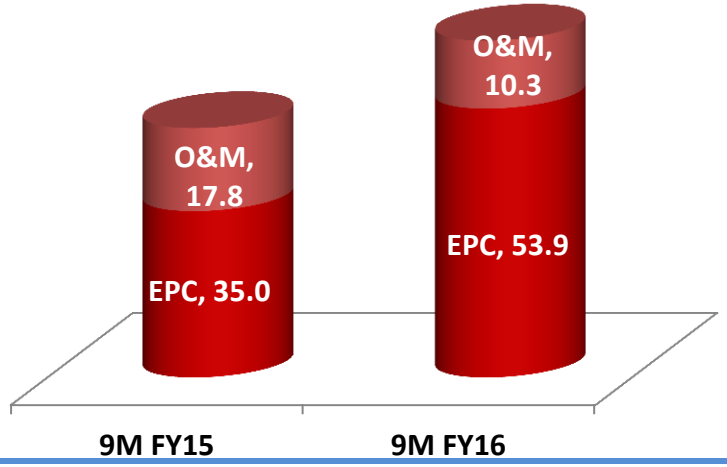


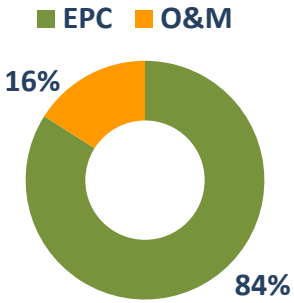


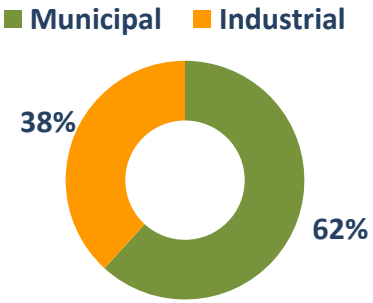
* Multi Domestic Units
\# India International Units

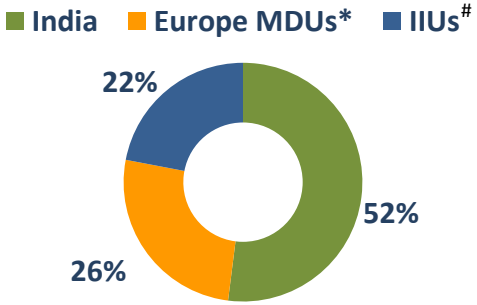
Order Book Composition – 9M FY16

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	10,498	14,371	7,838	350	33,057
Wabag Overseas	19,809	9,173	1,281	784	31,047
Framework Contracts					15,420
Total	**30,307**	**23,544**	**9,119**	**1,134**	**79,524**









* Multi Domestic Units
\# India International Units

Order Book of Rs. 64.1 Bn & Framework Contracts of Rs. 15.4 Bn

Key Contracts in Order book

Project Details	Amt [Rs. Mn]
• Petronas RAPID ETP, Malaysia	13,416
• AMAS, Bahrain – 40 MLD STP	5,733
• APGENCO – BOP with Water Management	4,467
• UP Jal Nigam - 140 MLD STP with O&M	2,131
• OWSSB, Orissa – 100 MLD STP with O&M	2,094
• Dangote, Nigeria – 60 MLD RWTP	1,854
• Istanbul, Turkey O&M	1,713
• Valenzuela, Philippines - 60 MLD STP	1,574
• Sanliurfa WWTP, Turkey	1,501
• Habra, West Bengal – 147 MLD WTP	1,334

Key Framework Contracts *

- Libya STP of Rs. 6,114 mn
- Tobruk, Libya Desal of Rs. 1,181 mn
- Polghawella, Sri Lanka, WTP of Rs. 6,761 mn

Framework Contracts won in FY 16

- Al Saad, Saudi Arabia BWRO of Rs. 1,364 mn

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

Guidance for FY 16

Revenue : INR 28.0 Bn – INR 30.0 Bn & Order Intake : INR 35.0 Bn – INR 37.0 Bn

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For further information, please contact

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