

Press Release

For Immediate Publication

WABAG announces First Quarter Results**Consolidated Order Book of over Rs. 4,100 crores
Order Intake of over Rs. 600 crores**

Mumbai, August 11, 2012: VA TECH WABAG LIMITED, a leading Multinational Company specialized in Water and Waste Water management today reported its unaudited results for the quarter ended 30th June 2012.

The Consolidated net profit recorded an impressive growth during the quarter. The net profit for the quarter ended 30th June 2012 stood at Rs. 2.2 Crores as against a loss of Rs. 4.2 crores during the same quarter last year.

On a Consolidated basis, the Company achieved a Revenue of Rs. 225 crores, owing to a healthy order book and good progress in execution of various orders. Consolidated EBITDA for the quarter stood at Rs. 10.4 crores as against Rs. 2.4 Crores during the same quarter last year.

EPC Segment recorded revenue of Rs. 173.4 crores and O&M segment recorded revenue of Rs. 51.5 crores for the quarter ended June 30, 2012.

Mr. Rajiv Mittal, Managing Director of VA Tech Wabag, commenting on the results said – "We are pleased to see Multi Domestic Units Strategy is yielding result in International Business. The International Revenue growth of over 50% in Q1 is very encouraging. Also, we are seeing good traction in fresh order intake in both Domestic and International Business."

Consolidated Financials at a glance:

Rs. Crores	Q1 FY13	Q1 FY12	YoY %
Revenue	224.9	210.7	7 %
EBITDA	10.4	2.4	341 %
Profit After Tax	2.2	(4.2)	154 %

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Order Book:

- Order Backlog of Rs. 4,110 crores.
- Fresh Order Intake of Rs. 600 crores.

Order Intake and Order-book Position:

Notwithstanding the subdued economic environment leading to deferment of capital expenditure and expansion decision, the Company garnered Fresh Order Intake of Rs. 600 Crores in the current year.

The Firm Consolidated Order book stands at Rs. 4,110 crores of which 67 % is related to India and the balance is related to Company's overseas subsidiaries. The Firm Order Book of EPC Segment stood at Rs. 2,669 crores and O&M Segment stood at Rs. 1,441 crores.

In addition to the Firm Order Book, the Company has Framework Contracts of Rs. 861 crores. On receipt of advances/LCs/ Notice to Proceeds or achieving financial closure, this will form part of the Company's Firm Order book.

The key orders received till date during the current year are as follows:

- **Order from Reliance Industries Limited (RIL) for Rs. 270 crores:**

Construction of a 32.4 MLD Effluent Treatment Plant with Recycle Facility for RIL's proposed PTA and PET Dahej Manufacturing Division, Gujarat and Tertiary Treatment Plant for Reliance Hazira Complex for an order value aggregating to Rs. 270 crores.

- **Order from Bajaj Infrastructure Development Company Limited (BIDCO) for Rs. 68.4 crores:**

BIDCO, Noida (a group company of Bajaj Hindustan Limited) awarded the order to WABAG for complete Plant Water System for its Lalitpur Super Thermal Power Project- 3X660 MW at Lalitpur, UP India. The contract duration is 24 months. The scope of this contract includes complete turnkey solution including civil construction for total water management of super thermal power project.


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- **Waste Water Treatment Plant in Romania worth Rs. 52 crores (EUR 7.5 mn):**

WABAG Water Services, Romania signed a contract with APA CTTA SA Alba. The order comprises design and construction of two new mechanical/biological waste water treatment plants and sludge treatment. The project duration is of 24 months. With this order, Wabag Water Services re-established itself as a leading player in municipal water sector in Romania.

- **Revamp of Waste Water Treatment plant, Choutrana in Tunisia of Rs. 45 crores (EUR 6.5 mn):**

WABAG bagged an order from ONAS for major revamp of its Waste Water Treatment Plant at Choutrana, Tunisia. The project is partly financed by Swiss loan. The scope comprises replacement of major equipments and control systems including repairs.

- **O&M Contract from Turkey and Romania worth Rs. 52 crores (EUR 7.5 mn):**

- **Waste Water Management for the city of Adana in Turkey:**

WABAG Turkey has taken over the operational management of the Adana waste water treatment plants for the second time. The Plant was initially being maintained by WABAG till 2009, post which the client, ASKI managed the plants themselves. It has now re-assigned the operation and maintenance part to WABAG.

- **Refinery ETP at OMV PETROM SA:**

The Romanian Oil and Gas Company - OMV PETROM SA renewed the O&M contract for their Refinery ETP at Arpechim in Pitesti, Romania for one more year. WABAG has been maintaining this ETP since 2009.

- Additionally Standalone O&M orders from India contributed to worth Rs. 46 crores.

Key Projects update:

Nemmeli Desalination Project, India

The Company has already achieved a milestone by successfully laying down the Water Intake and Outfall pipeline into the sea. The Company has completed 92% of the total EPC work in the project and expects to complete the balance by Q2 of FY13. Operations & Maintenance (O&M) revenues are expected to commence from Q3 FY13.



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Dambulla Municipality Project, Sri Lanka

During Q1 FY13, the Company has booked a Revenue of Rs. 26 crores from the project. The Company has completed 43% of the total EPC billing in the project and expects to complete the project by mid 2014.

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For Further information, please contact:

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About WABAG: Around the world, the WABAG name stands for innovative and successful solutions in the water engineering sector. As an internationally respected expert group, we act as a systems specialist and full service provider with a focus on the planning, installation and operation of drinking and wastewater plants for local government and industry in the growth markets of Asia, North Africa, Middle East, the Central and Eastern Europe states.

The WABAG Group represents a leading multinational player with a workforce of around 1,500 and has companies and offices in more than 20 countries. It possesses unique technological know-how, based on innovative, patented technologies and long-term experience.

Since 1995, WABAG has completed over 900 water and wastewater plants worldwide. Through the conservation and ecological use of the world's most valuable resource, WABAG has made a sustained contribution to an improvement in the quality of life of well over a hundred million people. WABAG is thus one of the world's leading partners for investments in a future that is worth living.

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