

10<sup>th</sup> August, 2022

National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra Kurla Complex,  
Bandra (E),  
Mumbai - 400 051  
NSE Symbol: **WABAG**

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

BSE Scrip Code: **533269**

Dear Sir/Madam,

**Sub: Presentation on Unaudited Financial Results of the Company for the quarter ended 30<sup>th</sup> June, 2022**

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 ended 30<sup>th</sup> June, 2022 made to Investors/Analysts.

The aforesaid presentation is also being hosted on the website of the Company, [www.wabag.com](http://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**

R Swaminathan

Company Secretary &amp; Compliance Officer

Membership No: A17696



Encl: as above

Sustainable solutions, for a better life



sustainable solutions. for a better life.

# VA TECH WABAG LTD

## *Results Update Presentation* *Q1 FY 2022-23*



Passioneering to Global Recognition

- 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.

# Complete Water Treatment Solution Provider...

Pure Play Indian Multinational Water Technology player



### TECHNOLOGY FOCUS

- ✓ **125+ IP Rights** developed in-house for water treatment technology solutions
- ✓ **3 Global R&D centres** – in Vienna, Winterthur and Chennai
- ✓ National Water Awards 2019 for ‘**Best Research / Innovation / Adaptation of New Technology for Water Conservation**’ by Ministry of Jal Shakti, India



### GLOCAL DELIVERY

- ✓ **Presence in 25+ countries** with a strong execution track record of **over 1,400 Plants since 1995**
- ✓ World class technology at **competitive pricing**; Focussed on projects funded by **Central Govt., Multi Lateral Funds and G2G Funding**
- ✓ **Ranked 4th Globally by GWI** for ensuring water and sanitation for over 71 Mn people



### EP SPECIALIST

- ✓ **Core expertise** focused on **Engineering and Procurement activities**; Civil activities outsourced
- ✓ Focus on ‘**Advanced technology, Value-Added & High Margin**’ projects
- ✓ Enables to remain **asset light**
- ✓ **Marquee and award winning references** in Effluent Treatment, Recycle & Reuse, Desalination



### PRAGMATIC LEADERSHIP

- ✓ **Professional management** with average **30 years** experience in the sector
- ✓ **Independent Board of Directors** comprising **industry stalwarts** with diverse experience
- ✓ **Promoter** recognised among **TOP 20 Transformative Water Leaders**, among **TOP 3 Global Water Leaders** and **Global Asian of the year 21-22**



## 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 **Green Energy**



## Social

Employing & training **1500+ Water Professionals** across the globe

Implemented **22 CSR Projects** with sectoral focus on **Water, Sanitation and Skill Development**

Created over **17,000 Green Jobs**



## Governance

**Water & Environment** integrated in **strategic business plan**

Alignment to **UN SDG 6** (Clean Water & Sanitation for all)

**Board level oversight** on **Water Related Issues** through **Executive Committee**

# Corporate Social Responsibility has been our focus....



## CSR Focus on Water, Sanitation & Skill Development



# Total Water Management = Wabag

## *WABAG's Contribution to Water & Environment over last 2.5 decades*

**26.5**  
million m<sup>3</sup>



**Clean Water**  
per day

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



**Wastewater**  
treated per day

**2.5**  
million m<sup>3</sup>



**Recycled**  
Water per day

**1.2**  
million m<sup>3</sup>



**Desalinated**  
Water per day

**39**  
MW



**Green Energy**  
per day

# People welfare has been our priority....

Population served by WABAG....



23 Million

2017

48 Million

2019

71 Million

2021

...Over 25 countries in 4 continents



1

Key Highlights Q1 FY 23

2

Quarterly Performance & Business Updates

3

Order Book Analysis

# Key Highlights Q1 FY 23



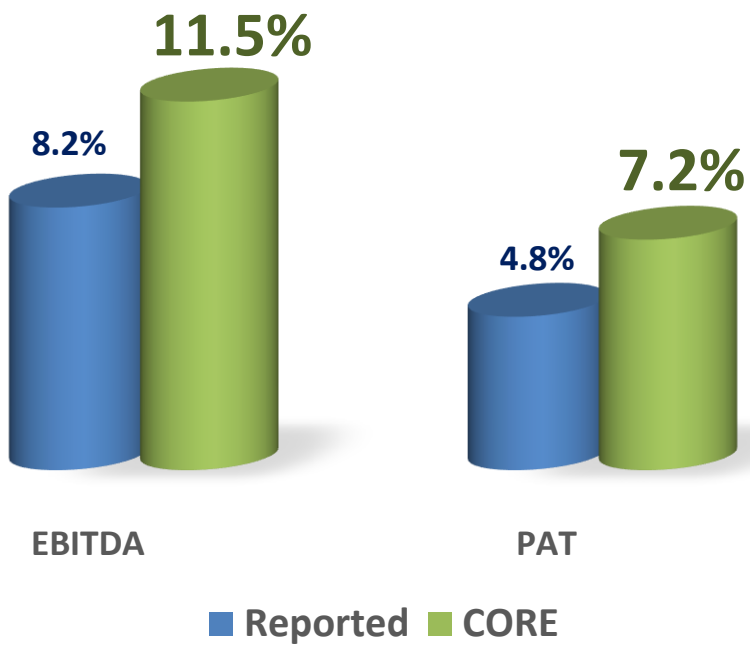
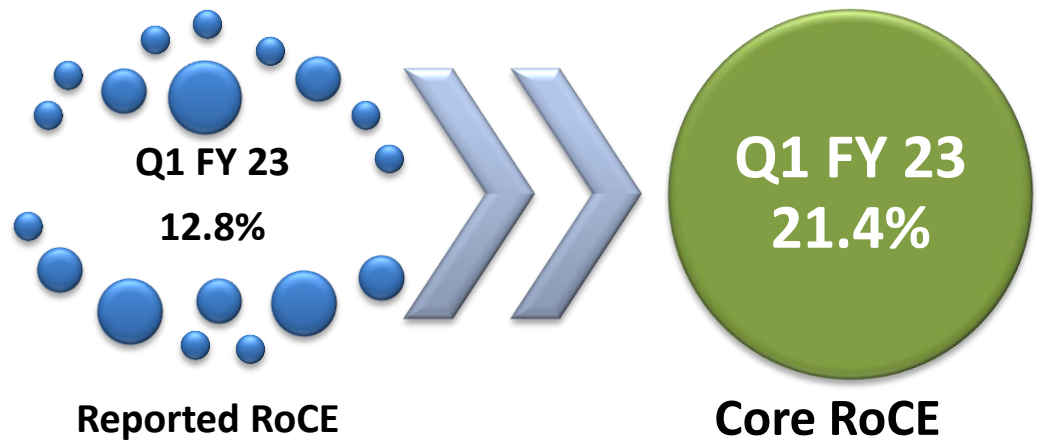
## Sustaining Profitable Growth....

- **Order Book of over Rs. 105 Bn**  
*Including Framework Orders*
- **Order Intake of over Rs. 10.93 Bn**
- **Consolidated Revenue at Rs. 6.32 Bn**
- **Consolidated EBITDA at Rs. 519 Mn;**  
*YoY growth of 30%*
- **Consolidated PAT at Rs. 301 Mn;**  
*YoY growth of 98%*



*Cuttack STP, Orissa, India*

# Robust Core Performance



# Quarterly Performance



# RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q1 FY 23	Q1 FY 22	YoY %
<b>Revenue from operations</b>	<b>6,317</b>	<b>6,580</b>	<b>(4.0%)</b>
Cost of Sales	5,010	5,355	(6.4%)
Total Cost of Operations (TCO)	788	824	(4.4%)
<b>EBITDA</b>	<b>519</b>	<b>401</b>	<b>29.6%</b>
<b><i>EBITDA margin</i></b>	<b>8.2%</b>	<b>6.1%</b>	
Net Interest Cost	37	57	(35.2%)
Dividend Income	-	56	-
Bank Charges	87	127	(32.1%)
Depreciation & Amortization	23	27	(15.4%)
Tax	93	57	63.5%
Share of Profits from Associates / MI (Net)	21	(36)	(156.6%)
<b>Profit After Tax (Owners)</b>	<b>301</b>	<b>152</b>	<b>97.8%</b>
<b><i>PAT margin</i></b>	<b>4.8%</b>	<b>2.3%</b>	

- Revenue driven by project phasing; improved EBITDA margin resulting from execution efficiencies despite commodity price escalations.
- Lower Interest cost driven by control over debt levels and better cash management.
- Reduction in Bank charges resulting from efficient limit utilisation and project closure progress.

# RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q1 FY 23	Q1 FY 22	YoY %
<b>Revenue from Operations</b>	<b>4,849</b>	<b>4,696</b>	<b>3.3%</b>
Cost of Sales	3,943	3,960	(0.4%)
Total Cost of Operations (TCO)	444	472	(6.0%)
<b>EBITDA</b>	<b>462</b>	<b>264</b>	<b>75.2%</b>
<b><i>EBITDA margin</i></b>	<b>9.5%</b>	<b>5.6%</b>	
Net Interest Cost	40	57	(30.6%)
Dividend Income	-	51	~
Bank Charges	73	106	(31.2%)
Depreciation & Amortization	11	14	(25.2%)
Tax	85	34	147.3%
<b>Profit After Tax</b>	<b>254</b>	<b>104</b>	<b>144.6%</b>
<b><i>PAT margin</i></b>	<b>5.2%</b>	<b>2.2%</b>	

- Growth in top line driven by improved pace of execution.
- Marked improvement in EBITDA margin on account of execution excellence and international projects
- Lower Interest cost and bank charges driven by control over borrowings and non-fund limit utilisation

# Order Book Analysis

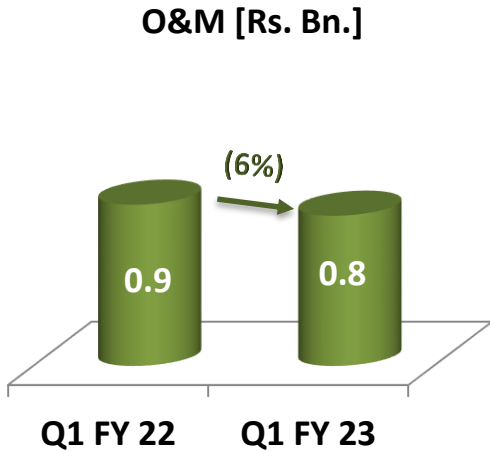
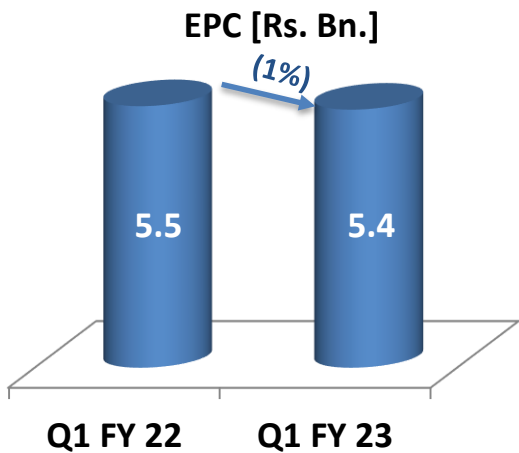
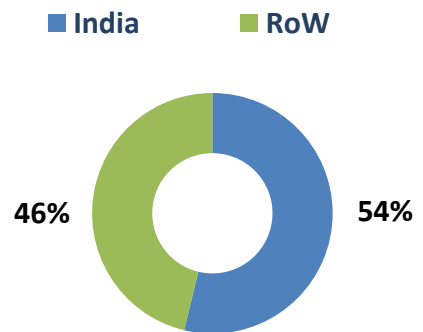
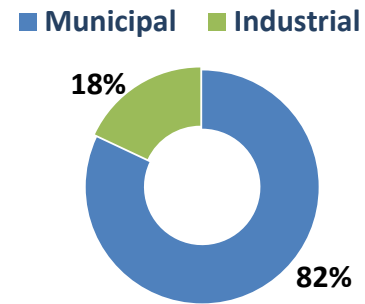
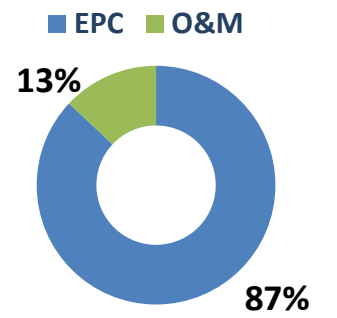




# Revenue Breakup – Q1 FY 23

By Business Offering & Customer Segment			
Rs. Millions	Municipal	Industrial	Total
EPC	4,426	1,019	5,445
O&M	748	97	845
<b>Total</b>	<b>5,174</b>	<b>1,116</b>	<b>6,290</b>

By Geography	
Rs. Millions	Total
India	3,369
Rest of the World (RoW)	2,921
<b>Total</b>	<b>6,290</b>



# Key Projects Contributing to Revenue – FY 23

Project Details	Revenue recognized [Rs. Mn]
▪ Jeddah Airport, KSA – STP	543
▪ KMDA, Howrah - STP	444
▪ JAJMAU, Kanpur – CETP	400
▪ 50 MLD Zarat, Tunisia – Desal	391
▪ UPJN, O&M of Agra & Ghaziabad	303
▪ BUIDCO, Digha & Kankarbagh – STP & Network	295
▪ Rithala, Delhi – STP	281
▪ Water Supply System, Bhagalpur, India – WTP & Network	275
▪ Karmalichak, Bihar – Sewerage Network	273
▪ Barmer, Rajasthan – Integrated Water Supply Project	212

# Order Intake Breakup

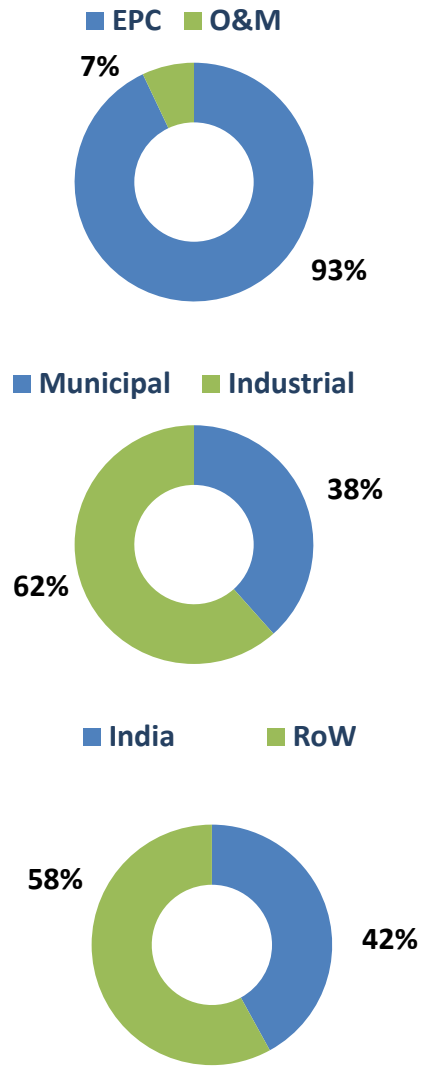
## By Business Offering & Customer Segment

Rs. Millions	Municipal	Industrial	Total
EPC	3,880	6,276	10,156
O&M	316	454	770
<b>Total</b>	<b>4,196</b>	<b>6,730</b>	<b>10,926</b>

## By Geography

Rs. Millions	Total
India	4,582
Rest of the World (RoW)	6,344
<b>Total</b>	<b>10,926</b>

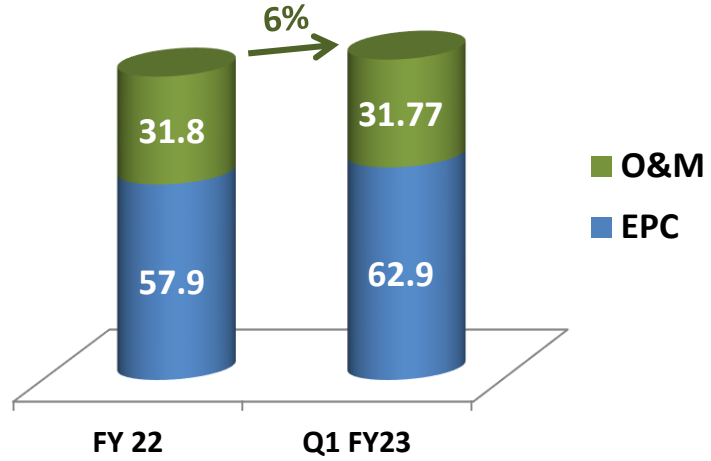
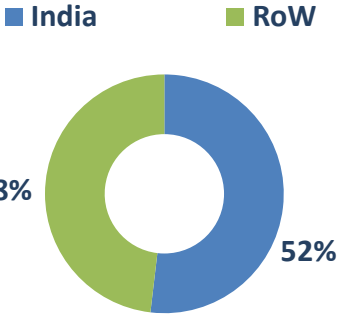
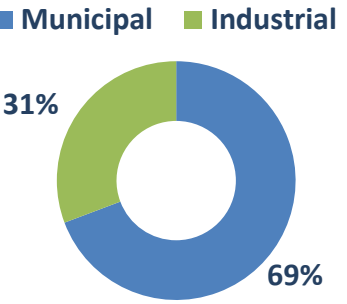
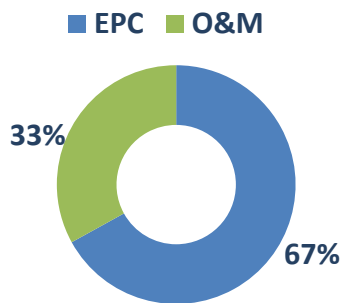
Key Orders Received	Order Value (Rs. Mn.)
53 MLD RIL, Jamnagar - Desal	4,275
50 MLD Senegal – Desal	3,826
Kingisepp EuroChem, Russia - ETP	1,454



# Order Book Composition

By Business Offering & Customer Segment			
Rs. Millions	Municipal	Industrial	Total
EPC	36,142	26,802	62,944
O&M	29,159	2,618	31,777
Framework			11,205
<b>Total</b>	<b>65,301</b>	<b>29,420</b>	<b>105,926</b>

By Geography	
Rs. Millions	Total
India	48,893
Rest of the World (RoW)	45,828
Framework	
11,205	
<b>Total</b>	<b>105,926</b>



# Order Book of Rs. 95 Bn & Framework Contracts of Rs. 11 Bn

## Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
▪ UPJN, O&M of Agra & Ghaziabad	14,779
▪ AGCC, Russia – Integrated Industrial ETP	11,157
▪ BUIDCO, Digha & Kankarbagh – STP & Network	8,837
▪ Hassyam UTICO SWRO	7,610
▪ GNN, Ghaziabad – TTRO	5,301
▪ RIL, Jamnagar - Desal	4,275
▪ 50 MLD Senegal – Desal	3,826
▪ KMDA, Howrah – STP	2,370
▪ Koyambedu O&M, Chennai – TTRO	1,890
▪ Ipsach Biel SWW, Switzerland – WTP	1,690

## Key Framework Contracts \*

- *Libya STP of Rs. 6,114 Mn*
- *Bomba MED, Libya of Rs. 5,091 Mn*

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

# Awards and Accolades



# Global Recognition to WABAG's Journey of Excellence

Year 2022

## Global Asian of the Year 2021-22

## Water Digest Water Awards



Mr Rajiv Mittal (Chairman & MD - VA Tech WABAG) has been recognized as “Global Asian of the Year 2021-22” by Asia One Magazine for his 3 decades of dedication to the water industry.

WABAG was conferred with “Desalination Project of the Year” for our 30 MLD SWRO plant for Mangalore Refinery and “Best Water Management – Private Sector” for our One City One Operator Initiative at Agra and Ghaziabad, UP



# Global Recognition to WABAG's Journey of Excellence

Year 2021

## Environment Health Safety (EHS) Excellence Awards



Received 4 Prestigious Recognitions at the Environment Health Safety (EHS) Excellence Awards organized by Confederation of Indian Industry (CII) South Zone

## World's Top 50 Private Water Operators



WABAG ranked 4th globally by GWI for ensuring safe & clean drinking water and sanitation for over 71 million people across the globe





# Global Recognition to WABAG's Journey of Excellence

Year 2020

## Global Water Awards 2020



Distinction Award under "Wastewater Project of the Year" from the Global Water Intelligence for our Koyambedu TTRO Plant, Chennai

## National Water Awards 2019



National Water Awards 2019 for 'Best Research / Innovation / Adaptation of New Technology for Water Conservation'

## Global Water Awards 2020



Highly Commended Award under "Industrial Project of the Year" from the Global Water Intelligence for our Petronas IETP, Malaysia

## Water Digest Awards 2019 – 20



Bestowed with 'Best Water Treatment Project – Industrial' & 'Excellence Award for Best CSR in Water Sector' at the Water Digest Water Awards 2019-20



# Global Recognition to WABAG's Journey of Excellence

Year 2019

World's top 50 private water operators



WABAG ranked 6th globally among the "World's top 50 private water operators" by Global Water Intelligence

IDA World Congress Awards 2019



Received the "Most Innovative Company" award at the International Desalination Association World Congress 2019

Dun & Bradstreet Infra Award 2019



Honoured with the Dun & Bradstreet Infra Award 2019 for the 140 MLD Dinapur WWTP, Varanasi

Global Water Awards 2019



Distinction Award under "Wastewater Project of the Year for our AMAS WWTP, Bahrain

Water Digest Water Awards 2019



"Best Water Treatment Project - Industrial" at the Water Digest Water Awards 2018-19



# Global Recognition to WABAG's Journey of Excellence

## Year 2018

### Water Management Excellence Awards 2018



Water Management Excellence Award for “Outstanding Contribution in Water Efficiency & Conservation” by ASSOCHAM

### Water Digest Water Awards 2018



“Best Water Treatment Project - Industrial” at the Water Digest Water Awards 2018-19

## Year 2017

### Top 10 Global Water Companies



Ranked among the Top 10 Global Water Companies by GWI for serving over 20 million people globally

### Dun & Bradstreet Infra Award 2017



Honoured with the Dun & Bradstreet Infra Award 2018 for the K&C Valley WWTP, Bengaluru



# Global Recognition to WABAG's Journey of Excellence

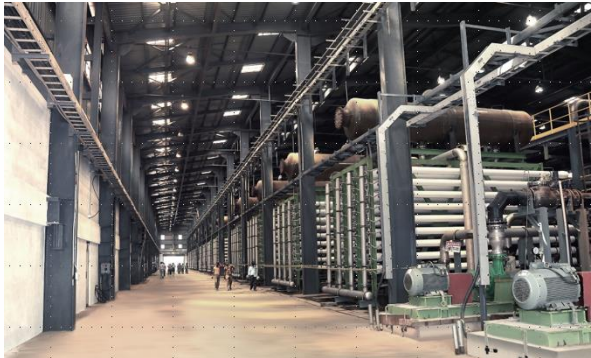
## Year 2016

### Global Water Awards 2016



Highly Commended Award under "Water Company of the Year"

### Dun & Bradstreet Infra Award 2016



Best Infra Project Award for 100 MLD Nemmeli SWRO Desalination Plant

### Global Water Awards 2016



Highly Commended Award under "Industrial project of the Year" for our Dahej Effluent Treatment Plant, India

## Year 2015

### Global Water Award 2015



"Industrial Water Project of the Year" for Ujams Industrial Water Reclamation Plant, Namibia

## Year 2014

### Global Water Award 2014



Distinction Award for "Water Company of the Year"





**For further information, please contact**

**Company :**

VA Tech Wabag Ltd.  
CIN - L45205TN1995PLC030231

Mr. Skandaprasad Seetharaman,  
Chief Financial Officer  
[investors@wabag.in](mailto:investors@wabag.in)

[www.wabag.com](http://www.wabag.com)

**Investor Relations Advisors :**

Stellar IR Advisors Pvt. Ltd.  
CIN - U74900MH2014PTC259212

Mr. Gaurang Vasani,  
Managing Director  
[vgaurang@stellar-ir.com](mailto:vgaurang@stellar-ir.com)

[www.stellar-ir.com](http://www.stellar-ir.com)