

August 08, 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 ended June 30, 2024

Please find enclosed the presentation on the Unaudited Financial Results (both Standalone and Consolidated) of the Company for the quarter ended June 30, 2024, pursuant to Regulation 30 of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015 ("SEBI Regulations").

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
Company Secretary & Compliance Officer
Membership No: F4832



Encl: As above

Sustainable solutions, for a better life



sustainable solutions. for a better life.



Results Update Presentation Q1 FY 2024-25

VA TECH WABAG LTD

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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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Our Business

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Awards & Accolades

100 Years Young & Strong



- 2024 WABAG celebrates its Centenary
- 2010 VA TECH WABAG Ltd. goes Public (NSE, BSE)
- 2007 Reunification: WABAG India takes over WABAG Austria Group from SIEMENS
- 2005 Sale of WABAG India: Management buyout backed by ICICI Venture
- 2005 Acquisition of VA TECH by Siemens; WABAG becomes part of Siemens Group
- 1999 Acquisition of WABAG from Deutsche Babcock by VA TECH, Austria
- 1996 Foundation of VA TECH WABAG Ltd., Chennai, India
- 1986 Completion of the 3-stage acquisition of WABAG by Deutsche Babcock
- 1930 Initiation of water technology activities by J. Overhoff, Austria
- 1924 Foundation of WABAG Wasserfilterbau in Wroclaw

Our Business

01. Core Offerings

02. Global Leadership

03. Business Metrics

04. ESG

05. New Initiatives



178 MLD Coimbatore WTP
TWAD, Tamil Nadu

Complete Water Treatment Solution Provider

Technology Focused



- **125+ IP Rights** developed in-house
- **Global R&D centres** in Europe and India
- Core expertise in **engineering and procurement (EP)**, with civil activities outsourced, following an **asset-light model**
- **World class technologies at competitive prices** promoting **Circular Economy, Resource Recovery and Manufactured Water**
- **Complete solution provider** (EP, EPC, DBO, BOOT and HAM)
- **Life Cycle Partner** from basic designing to O&M

Total Solution Provider



- **100 years of presence** in over 25 countries
- **Executed over 1,450 Plants** since 1995
- Robust Order book funded by **Federal Governments, Multilaterals** and **Payment Securities**
- **Ranked 3rd Globally** for ensuring water & sanitation (serviced over 88 Mn people) and amongst **Top 5 Global Desalination players**, by GWI
- **Manufacturing water** capabilities, include marquee references in **Desalination, Recycle & Reuse and Industrial Water treatment**

Experienced Leadership



- **Professional Management** with average 30 years experience in the water sector
- **Independent Board** consist of **2 Executive Directors out of 6 Directors**
- Promoter among top **20 Transformative Leaders, top 3 Global Water Leaders and Global Asian of the year 2021-22**
- **Over 1,600 Employees** across locations

WABAG is a leader in the Water Space

Sustainable Solutions



Sea & Brackish
Water Desalination



Waste Water
Treatment



Recycle & Reuse



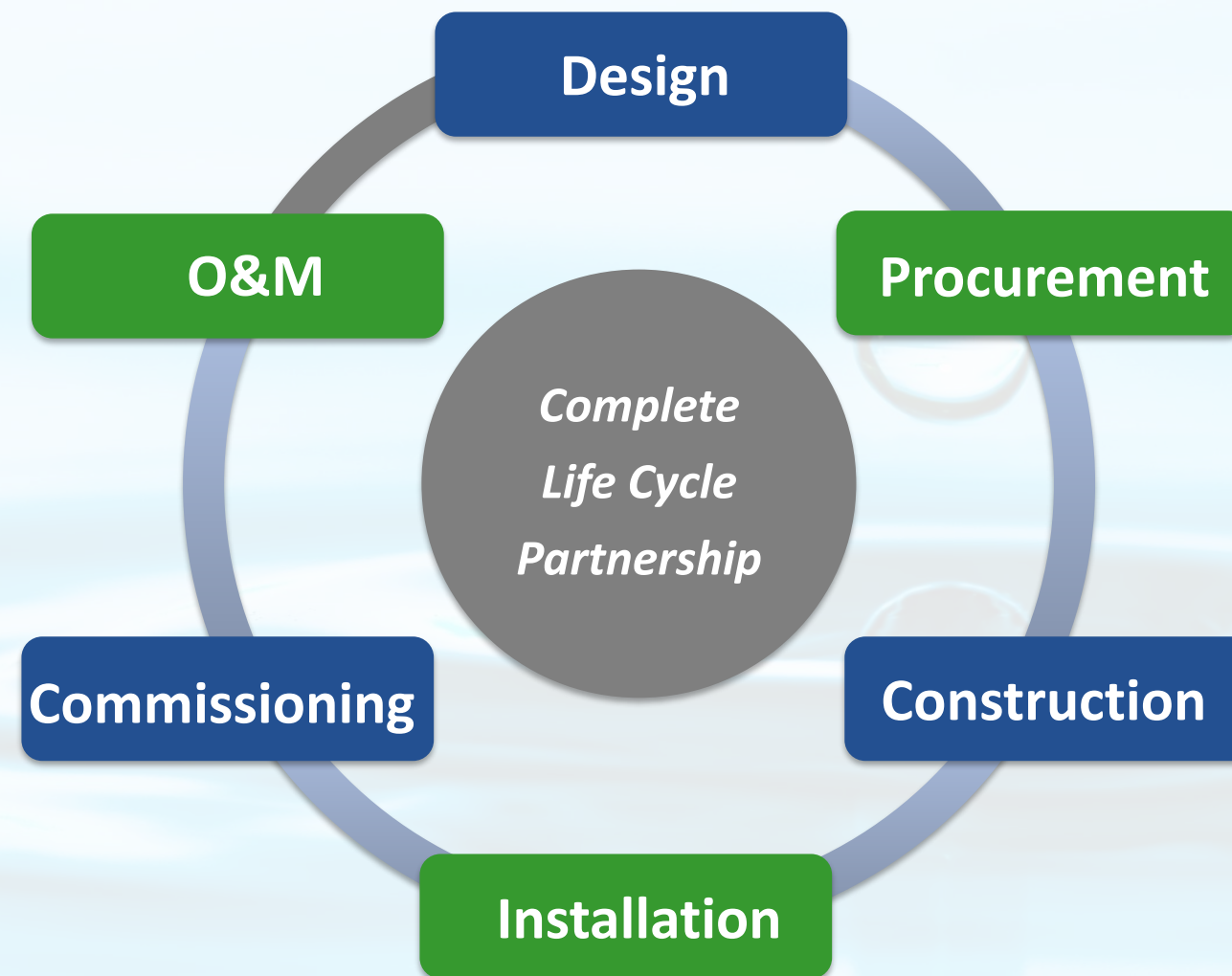
Sludge Treatment
& Energy Recovery



Drinking Water
Treatment



Effluent
Treatment



Delivery Models

01 Engineering, Procurement
& Construction (EPC)

Operation & Maintenance
(O&M) 02

03 Design Build Operate
(DBO)

Build Own Operate Transfer
(BOOT) 04

05 Hybrid Annuity Model
(HAM)

Our Business

Multicultural | Multilingual | Multinational

>25 Countries

>1,600 Wabagites

- Austria
- Germany
- Romania
- Russia
- Turkey
- CIS Countries

- Bahrain
- Oman
- Qatar
- Saudi Arabia
- UAE
- Kuwait
- Iraq

- Egypt
- Ethiopia
- Libya
- Namibia
- Nigeria
- Tunisia
- Senegal
- Zambia
- Tanzania

- India (HQ)
- Bangladesh
- Malaysia
- Nepal
- Philippines
- Singapore
- Sri Lanka
- Thailand
- Vietnam

The world's
3rd largest
private water
operator.

The world's
5th in top
desalination
plant
suppliers.

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 Positive



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

Aligning with Sustainable Development Goals (SDG)

(WABAG's Contribution to Water & Environment over last 2.5 decades)



27 million m³
Waste Water
Treated per day



2.7 million m³
Recycled
Water per day



1.3 million m³
Desalinated
Water per day



27.5 million m³
Clean Water
per day



> 41 MW
Green Energy
per day



Reducing >630 Tons
GHG Emission
per day



INR 6.6 Mn Saving
Power Cost
per day

50 MLD Zarat SWRO Desalination
SONEDE, Tunisia

ESG focus - Sustainable & Responsible Business Practices



- 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



- **Employing & Training** 1,600+ 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**



- Adhered to the **highest ethical standards and robust compliance practices** to build trust with investors and other stakeholders
- **Board Level Oversight** on Sustainability Related Issues through the Executive Committee
- Guided by an accomplished Board, **where only 2 out of 6 are Executive Directors**

New Initiatives

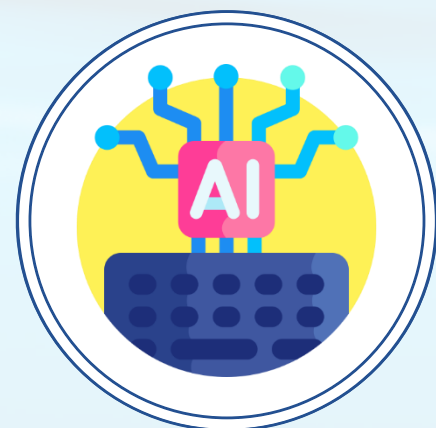
Biogas to CBG

- **Strategic tie up with 'Peak Sustainability Ventures'** to establish 100 CBG plants
- **Business potential of ~200 Mn USD;** in discussion with Municipal and Industrial customers
- **Actively working with municipal local bodies** on few projects which are in advance stage



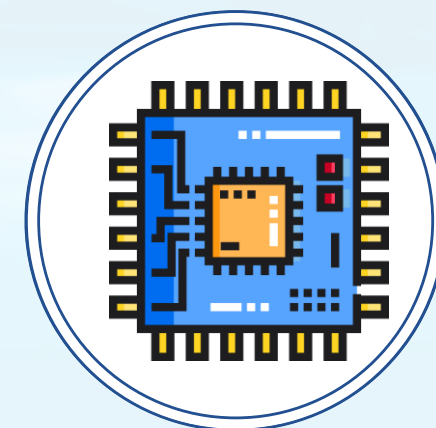
Digitalization

- **Partnered with 'Pani Energy'** to implement applied AI for water treatment plants
- Committed to **adopt leading technology and innovations** for operational excellence
- **Pilot implemented** at Koyambedu TTRO Plant, Chennai



Semi-Conductor & Green H2

- **Global leader in water treatment,** the key raw material to produce Green Hydrogen
- **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



Blue Seed

- Initiative to **Foster Innovation & Support Emerging Start-ups**
- Company offering **Capital Support, Direct Access to Live Projects and Mentorship**
- Received **great response from Waterpreneurs,** and some of the **innovative ideas have been evaluated**



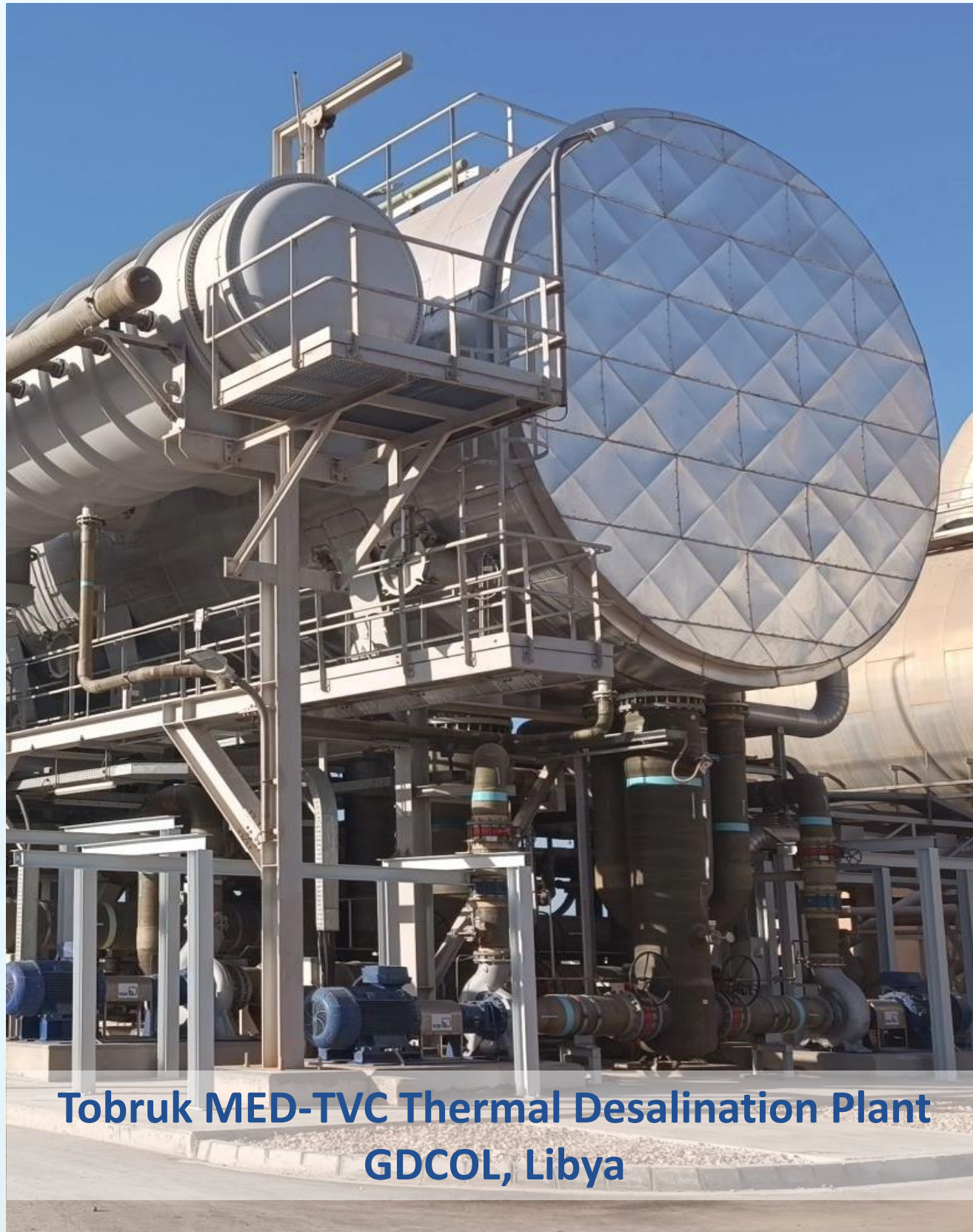


Performance

01. Business Highlights

02. Management Commentary

03. Profit & Loss Statement



Q1 FY25

- Consolidated Revenue at **Rs. 6,265 Mn; up 13% YoY**
- Consolidated EBITDA at **Rs. 813 Mn; up 23% YoY**
- Consolidated PAT at **Rs. 550 Mn; up 31% YoY**
(Excl. one time gain from divestment of subsidiaries)

Order book remains strong ...

- Order book at **~Rs. 107 Bn** including Framework contracts;
Provides **Robust Revenue Visibility**
- Preferred Bidder in **Marquee Projects of over Rs. 60 Bn**
in MEA & India region



65 MLD Arupara STP HAM
KMDA, Kolkata

Revenue growth driven by new projects in Chennai & Bangladesh which are in procurement phase and completion of supply activities in Senegal & SIBUR projects.

EBITDA margins showed continued improvement trend, driven by execution efficiencies and mix of EP projects, in line with Strategy.

Net interest cost continue to remain under control with effective utilization of bank lines and efficient management of borrowing rates.

Continued to reduce European exposure in line with Strategy; 100% divestment of Wabag Romania completed in Q1 FY25.

Consolidated Profit & Loss Statement

Rs. Millions	Q1 FY25	Q1 FY24	YOY %
Revenue from operations	6,265	5,528	13.3%
Cost of Sales	4,598	4,178	
Total Cost of Operations (TCO)	800	696	
Forex Loss/(Gain)	54	(4)	
EBITDA	813	659	23.4%
EBITDA margin	13.0%	11.9%	
Net Interest Cost	41	39	
Dividend Income	-	(91)	
Bank Charges	110	97	
Gain on Sale of Subsidiary	(78)	(141)	
Depreciation & Amortization	19	17	
Tax	152	143	
Share of Profits from Associates / MI	(20)	(94)	
Profit After Tax (Owners)	550	500	9.9%
PAT margin	8.8%	9.0%	

Standalone Profit & Loss Statement

Rs. Millions	Q1 FY25	Q1 FY24	YOY %
Revenue from operations	5,459	5,092	7.2%
Cost of Sales	3,983	3,891	
Total Cost of Operations (TCO)	663	562	
Forex Loss/(Gain)	23	(11)	
EBITDA	790	650	21.5%
<i>EBITDA margin</i>	14.5%	12.8%	
Net Interest Cost	21	41	
Dividend Income	-	(91)	
Bank Charges	101	87	
Depreciation & Amortization	6	7	
Tax	157	136	
Profit After Tax	505	470	7.3%
<i>PAT margin</i>	9.2%	9.2%	

Order Book Analysis

01. Revenue Breakup

02. Order Intake Breakup

03. Order Book Composition

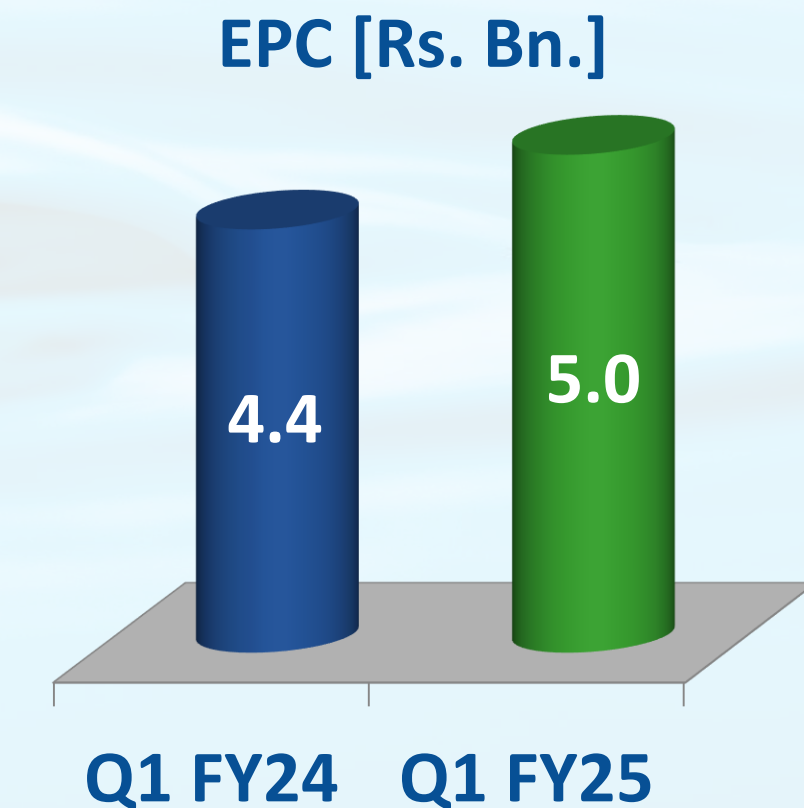
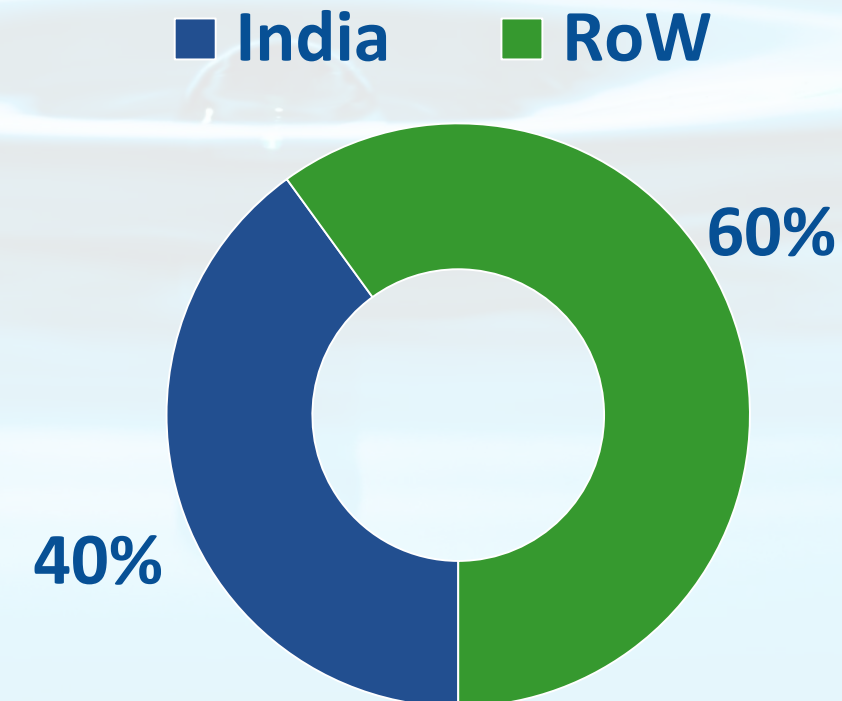
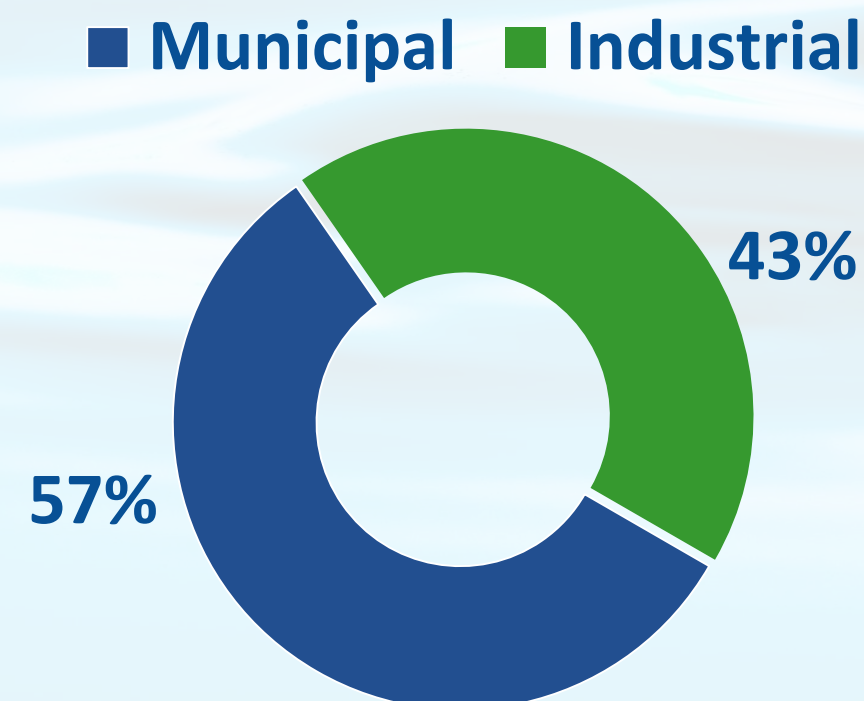
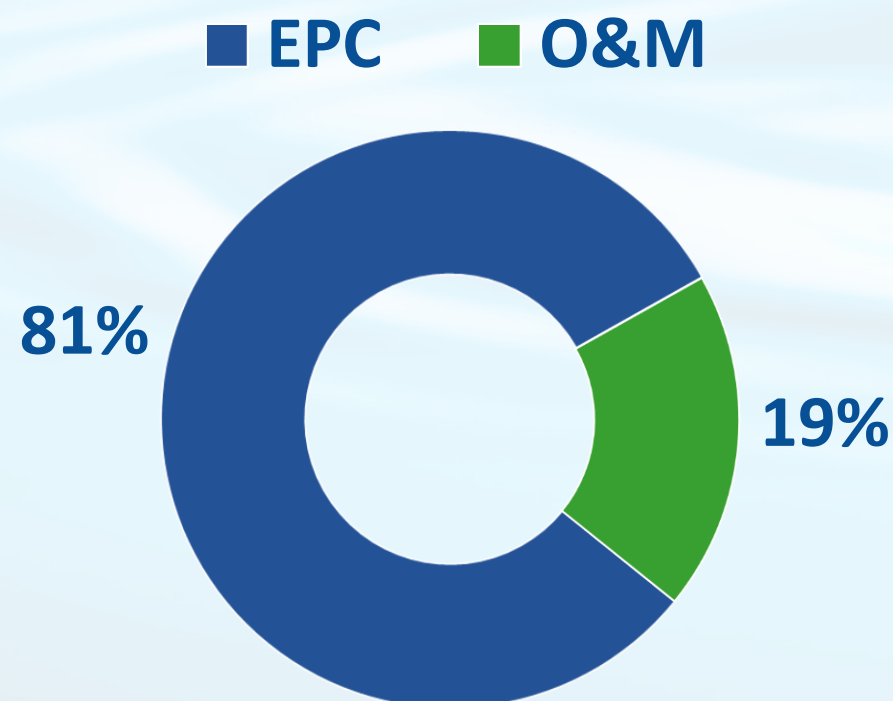
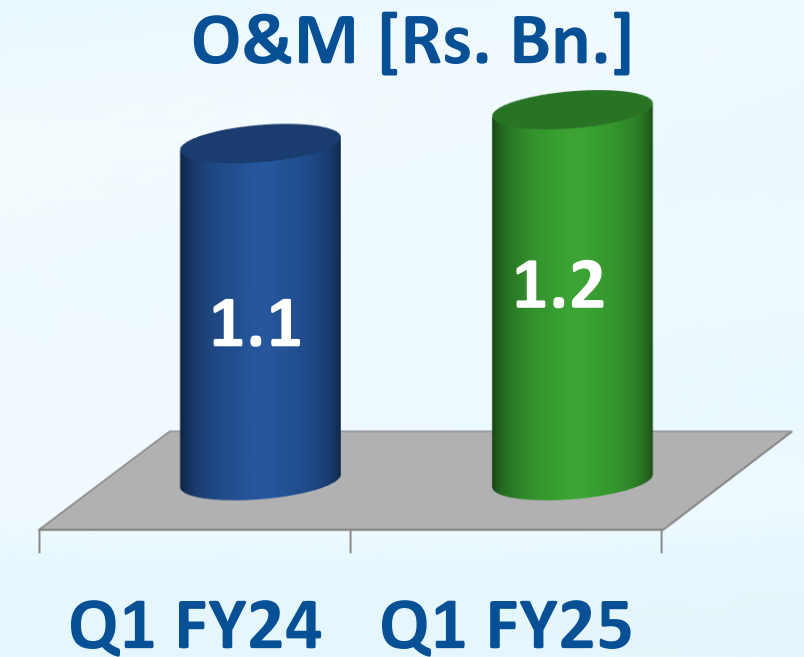


20 MLD Jajmau Leather Cluster CETP
JTETA, Kanpur

Revenue Breakup – Q1 FY25

By Business Offering & Customer Segment			
Rs. Millions	Municipal	Industrial	Total
EPC	2,541	2,488	5,029
O&M	1,026	189	1,215
Total	3,568	2,677	6,245

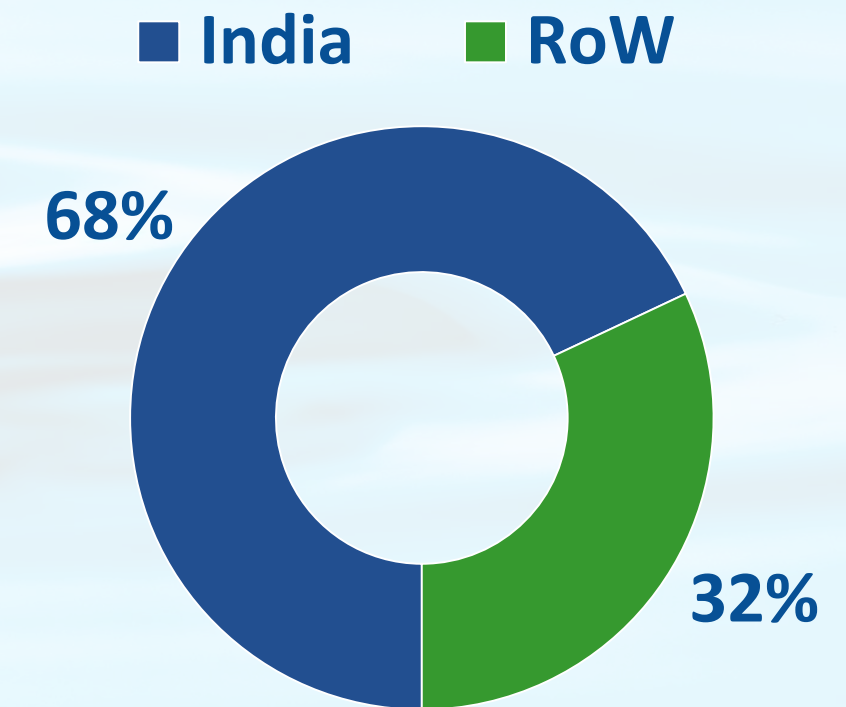
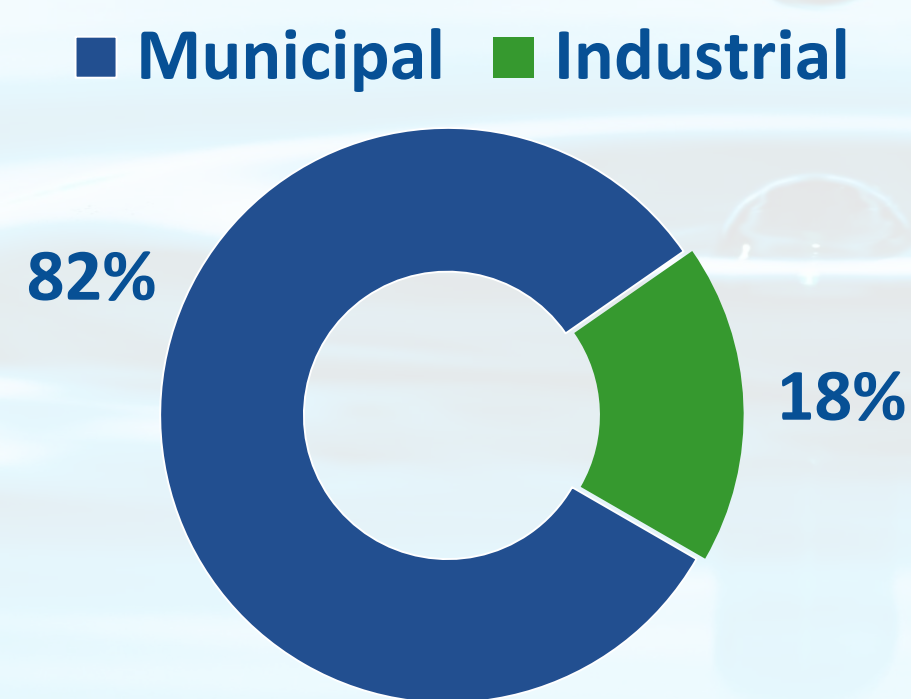
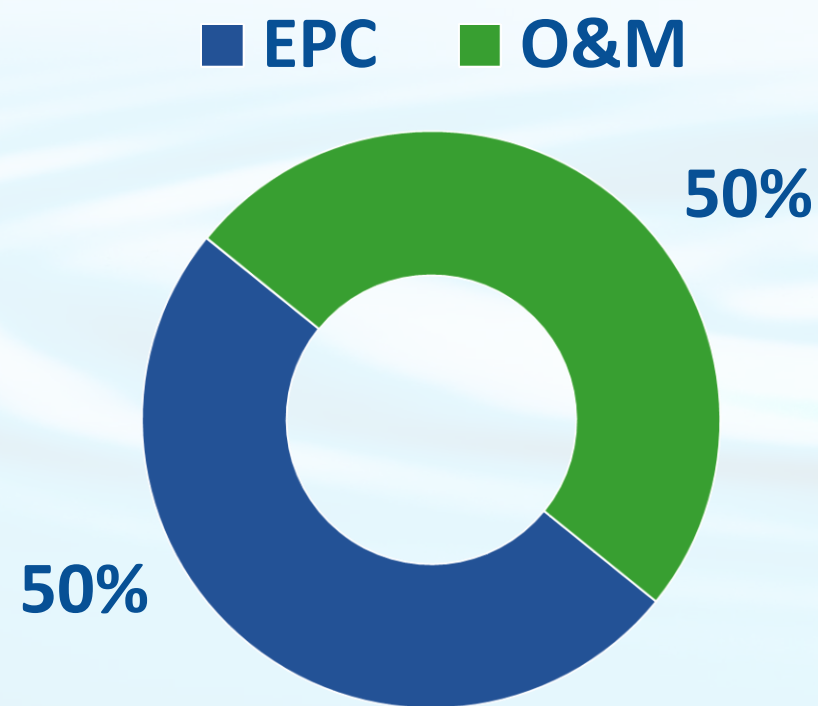
By Geography	
Rs. Millions	Total
India	2,501
Rest of the World (RoW)	3,744
Total	6,245



Order Intake Breakup – Q1 FY25

By Business Offering & Customer Segment			
Rs. Millions	Municipal	Industrial	Total
EPC	269	66	335
O&M	283	55	337
Total	551	121	672

By Geography	
Rs. Millions	Total
India	459
Rest of the World (RoW)	213
Total	672

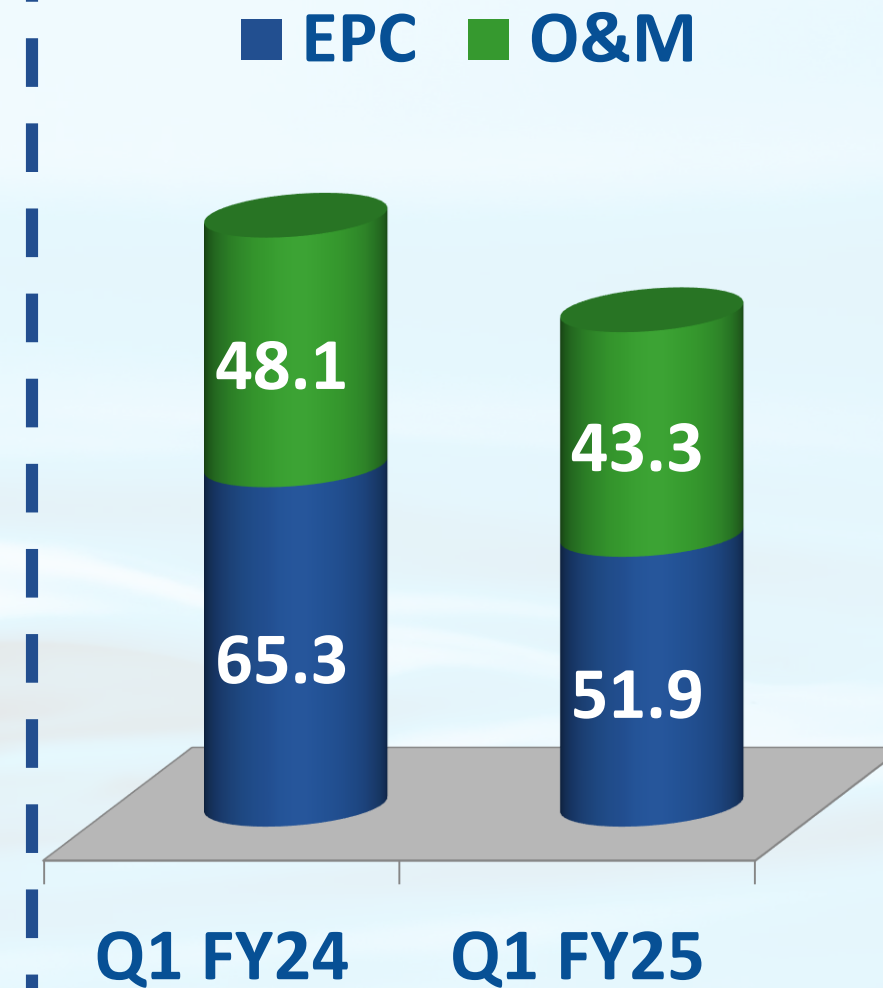
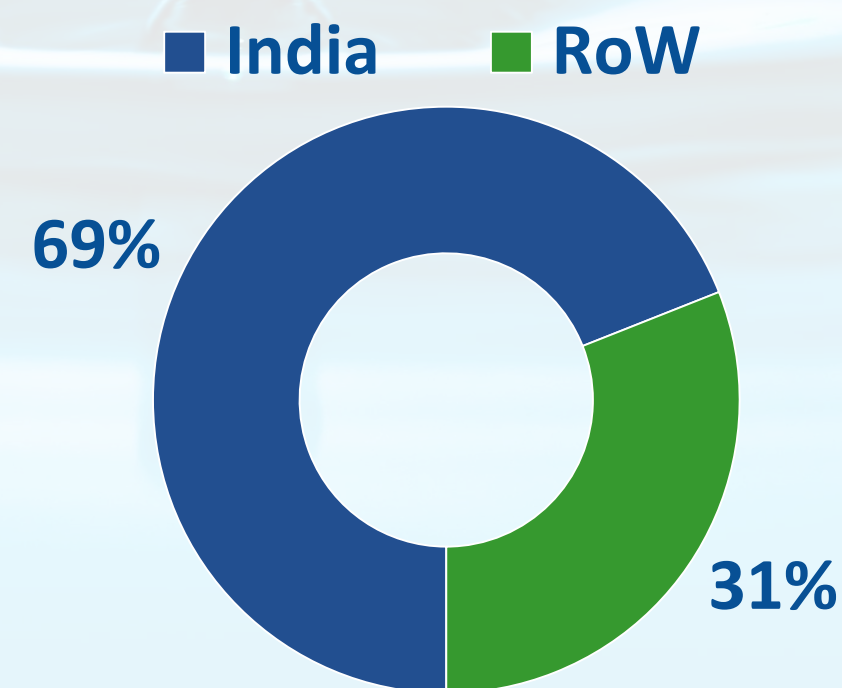
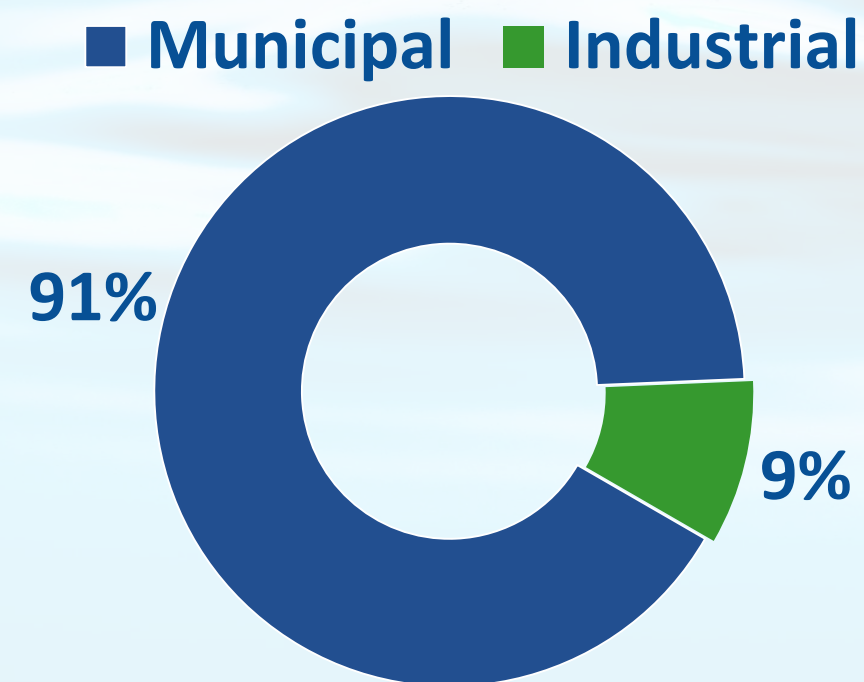
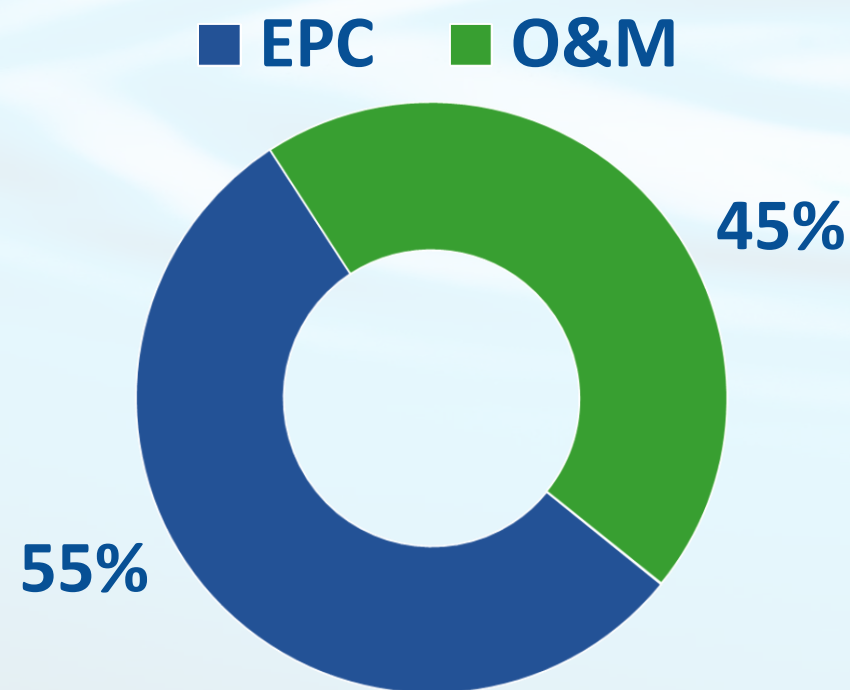


Preferred Bidder in **Marquee Projects of over Rs. 60 Bn in MEA & India region**

Order Book Composition

By Business Offering & Customer Segment			
Rs. Millions	Municipal	Industrial	Total
EPC	46,767	5,094	51,861
O&M	40,260	3,006	43,266
Framework	-	-	11,636
Total	87,027	8,099	1,06,763

By Geography	
Rs. Millions	Total
India	65,540
Rest of the World (RoW)	29,586
Framework	11,636
Total	1,06,763



Order Book of Rs. 95 Bn & Framework Contracts of Rs. 12 Bn

Key Contracts in Order book	Rs. Millions
400 MLD Perur, Chennai – Desal*	32,440
UPJN, O&M of Agra & Ghaziabad - OCOO	11,244
150 MLD Digha & Kankarbagh – Network*	4,701
200 MLD Pagla, Bangladesh – STP*	5,854
270 MLD CIDCO, Maharashtra – WTP	3,824
69 MLD KUKL, Nepal - WWTP*	3,621
40 MLD GNN, Ghaziabad – TTRO (Water Recycle)*	2,648
20 MLD Ras Tanura Refinery Complex, KSA - IWWTP*	2,590
345 MLD Béjaoua SONEDE, Tunisia - WTP*	2,067
AGCC, Russia – Integrated Industrial ETP*	1,891

Key Framework Contracts *	Rs. Millions
Libya STP	6,114
Bomba MED, Libya	5,522

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

*Multilateral Funded / LC backed / HAM



**32 MLD Guheshwori WWTP
KUKL, Nepal**

Awards and Accolades

Global Recognition to our Journey of Excellence



Excellence in Water Desalination Technology, Equipment Design & R&D

WABAG has been awarded the "Excellence in Water Desalination Technology, Equipment Design & R&D" by Construction Academy – South! (Saturday, 13th July 2024, at Naradha Gana Sabha, Chennai)



Most Preferred Workplace 2024-25

WABAG has been honored as the "Most Preferred Workplace 2024" by Marksmen Daily in association with India Today at the 4th Edition of Most Preferred Workplace 2024-25. (Friday, 21st May 2024, at Hotel Hyatt, New Delhi)



THANK YOU

For further information, please contact

Company

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CIN - L45205TN1995PLC030231

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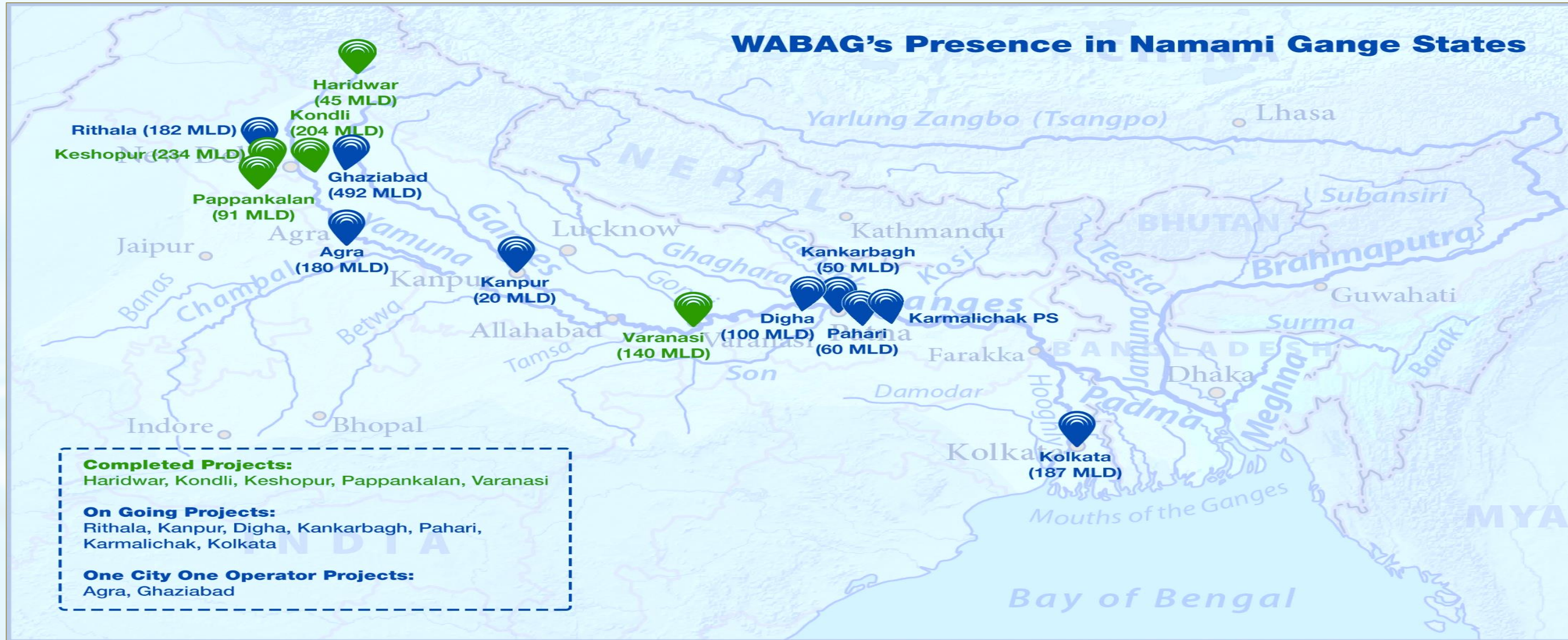




40 MLD Ghaziabad TTRO
Ghaziabad Nagar Nigam, Uttar Pradesh

Annexures

Increasing contribution in cleaning the Holy River

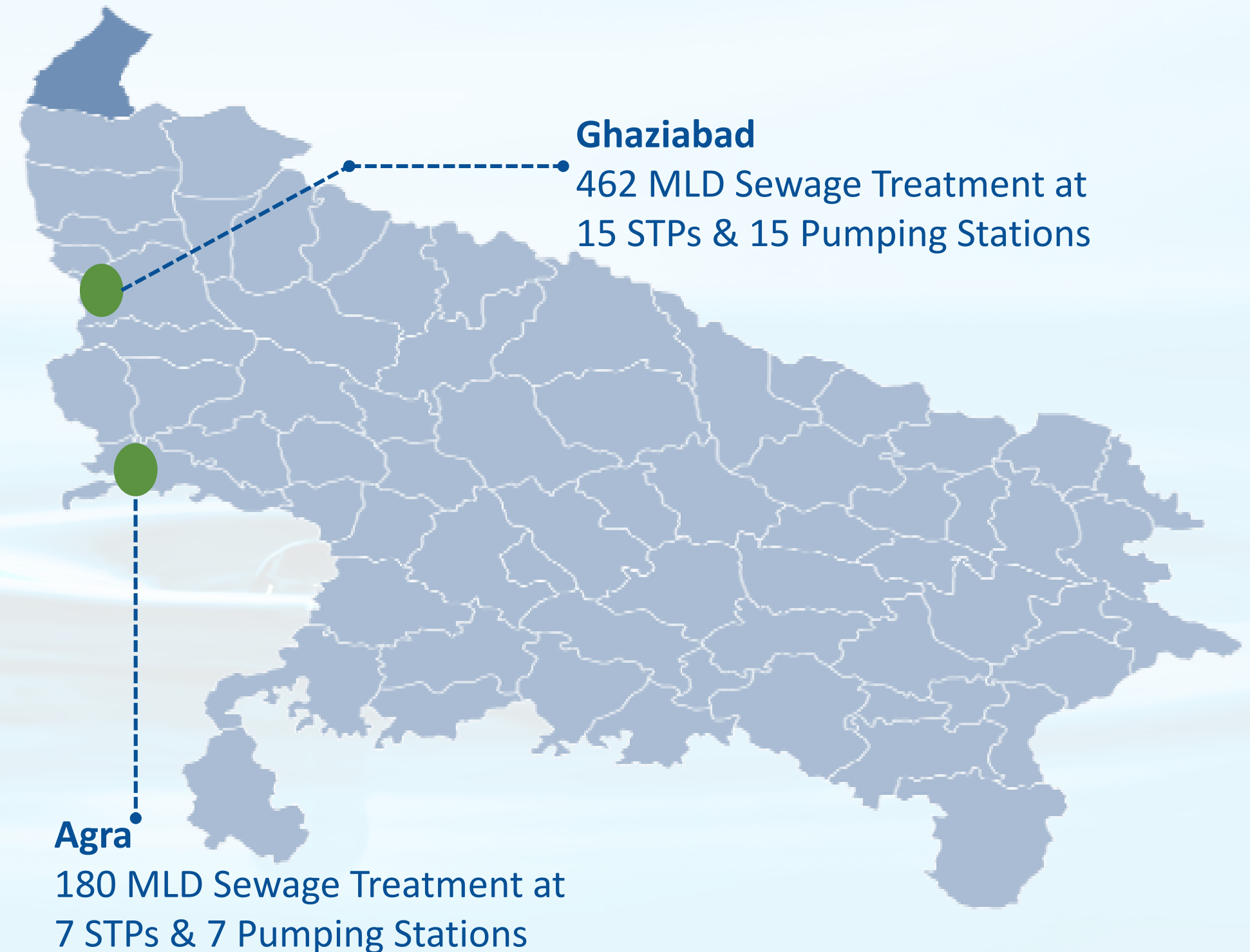


Committed to managing over 195 crore liters each day to rejuvenate Aviralta & Nirmalta of River Ganga

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

Proven technology and project execution capabilities

(Select Landmark Projects)



Al Madina Al Shamaliya 40 MLD Sewage Treatment Plant, Bahrain
Awarded Wastewater Project of the Year at Global Water Awards, 2019



102 MLD Industrial Effluent Treatment Plant for PETRONAS, Malaysia
Largest industrial Effluent Treatment Plant in South East Asia



191 MLD SWRO (Desalination) Plant, Al Gubrah, Oman
Largest desalination plant in the country of Oman



140 MLD Sewage Treatment Plant, Dinapur, Varanasi, India
First and largest STP to be inaugurated under 'Clean Ganga' mission



54 MLD Effluent Treatment and recycling plant, for Indian Oil Corporation Limited, Paradip, Odisha, India
India's largest industrial water recycling plant



32 MLD Drinking Water Treatment Plant, Dambulla, Srilanka
Integrated water supply scheme with transmission, distribution and water treatment



110 MLD SWRO (Desalination) Plant, Nemmeli, Chennai, India
India's largest operational desalination plant till date



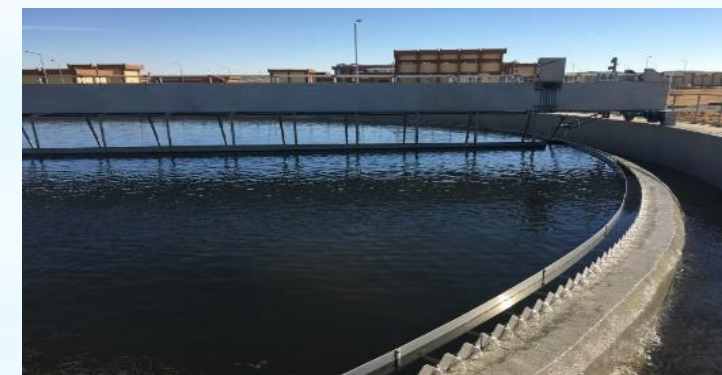
50 MLD BWRO (Desalination), for Reliance Industries, Dahej, India
Turnkey project executed in record 8 months 24 days

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

Corporate Social Responsibility

(CSR Focus on Water, Sanitation & Skill Development)



sustainable solutions. for a better life.



CSR Projects benefiting

**3,500+
Farmers**

**6,000+
School Kids
& teachers**

**5,000+
Urban Poor**



THANK YOU

