Small Ideas. Big Revolutions.®

Regd. Office: Jain Plastic Park, P.O.Box: 72, N.H.No. 6, Jalgaon – 425 001. India.

Tel: +91-257-2258011; Fax: +91-257-2258111; E-mail: jisl@jains.com; Visit us at: www.jains.com CIN: L29120MH1986PLC042028

To,

JISL/SEC/2024/07/B-2/B-6

31st July, 2024

National Stock Exchange of India Ltd..

Exchange Plaza, C-1, Block G,

Bandra Kurla Complex.

Fax No.: 022-26598237/38 Email: <u>cc@nse.co.in</u>

Bandra (East),

Mumbai - 400 051.

To, BSE Ltd., Corporate Relationship Department, 1st Floor, New Trading Wing, Rotunda Building, P. J. Tower, Dalal Street, Mumbai - 400 001. Fax No.022– 22723121/22722037(Day) 022-22721072 (Night)

Email: corp.relations@bseindia.com

Ref: Code No. 500219 (BSE) & JISLJALEQS (NSE) for Ordinary Equity Shares Code No. 570004 (BSE) & JISLDVREQS (NSE) for DVR Equity Shares

**Sub: Investor Communication Q1 FY25** 

Dear Sir/Madam,

Attached is the Investor Communication issued by the Company after the Board Meeting held on 31<sup>st</sup> July, 2024 for your record and reference.

Please receive the above in order and acknowledge.

Thanking you,

Yours faithfully, For Jain Irrigation Systems Ltd.

A. V. Ghodgaonkar Company Secretary



Investor Presentation Q1FY25 31 July 2024



"Leave this world better than you found it"

Shri. Bhavarlal H. Jain (1937-2016) 1
Founder

## **About the Company**



Jain Irrigation Systems Ltd (JISL), with its Corporate Mission "Leave this world better than you found it" is a diversified entity with turnover of close to US\$750 million. JISL has done pioneering work in water-management through Micro Irrigation in India. We have successfully introduced some hitech concepts to Indian agriculture such as 'Integrated System Approach', One-Stop-Shop for Farmer, 'Infrastructure Status to Micro Irrigation & Farm as Industry. Jain Irrigation is a worlds largest tissue culture company in Banana plantations with more than 140 million plants annually. We have a global presence with 19 manufacturing bases spread over four continents. Our products are supplied to 126+ countries with able assistance from 4,000+ dealers and distributors worldwide. We have reached to over 10 million farmers.

₹61.5Bn Consolidated Revenues 31st March, 2024

**₹7.9Bn**Consolidated EBITDA#
31st March, 2024

9,000+ Associates Globally

# Consistent with our discussion during the last earnings call, EBITDA numbers are presented as per market practice. Previous figures have been realigned accordingly.





### Touching lives in more than one way



DRIP IRRIGATION



SPRINKLER IRRIGATION



PRECISION FARMING



TISSUE CULTURE



RESOURCE TO ROOT



PVC PIPES & FITTINGS



PE PIPE & FITTINGS



PLUMBING SYSTEMS



DRINKING WATER SOLUTION



PLASTIC SHEETS



FRUIT PROCESSING



SPICES PROCESSING



DEHYDRATED PRODUCTS



IQF PRODUCTS



RENEWABLE ENERGY

# Unique, Well Diversified, Fully Integrated Agri Value Chain Business

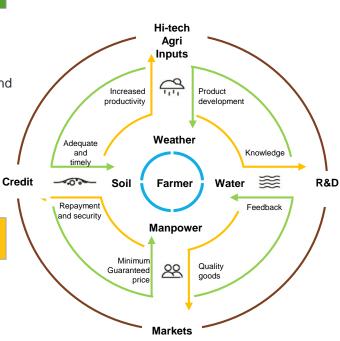


#### Hi-Tech Agri

- Drip & Sprinkler Systems, Precision Farming Advisory including green & poly houses
- Large Tissue Culture plant capacity for Banana, Pomegranate, Sweet Orange and others
- Wide distribution presence over 4,000 dealers / distributors
- World class manufacturing facilities
- Solution based approach
- Strong in-house R&D base

#### **Agro Processing**

- Fruit pulps, concentrates, vegetable dehydrations, spice processing, etc.
- Global leaders in Mango processing and Onion dehydration
- Catering to top global food companies
- Manufacturing in India, UK, USA and Turkey



#### Plastic

- PVC Pipes, fittings, Polyethylene Pipes Turnkey Projects, PVC Sheets
- Catering to Agricultural, Industrial & Infrastructural customer base
- Manufacturing primarily in India
- Forayed into urban markets by introducing plumbing systems
- Plastic Sheet manufacturing business in USA & UK to serve local customers

#### Others

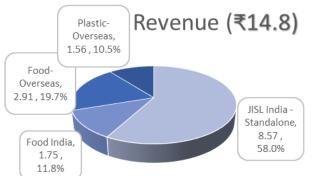
- Solar Thermal Products, Solar Photovoltaic Grid & Off-Grid Products
- Solar Power generation investments to reduce cost of power
- Agri R&D activities

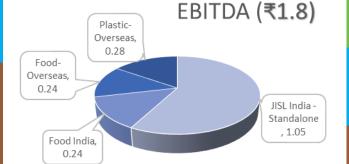
## **Business Overview and product portfolio (1QFY25)**



All fig. in ₹ bn

### Consolidated





### JISL-India Standalone

**Hi-tech Agri Input Products**: *Micro Irrigation*Systems, *Tissue Culture Plants*, *Solar Agri Pump* & *Integrated Irrigation Projects*.

Plastic Products: PVC Piping Products, PE Piping Products, Piping Projects, Plastic Sheets

**Others:** Solar Thermal Products, Solar Photovoltaic System, Solar Power Pack, Agri R&D Activities

#### JFFFL-India Standalone

Fruits Processing
Onion and Vegetables dehydration Products
Spices Processing
Bio Gas

#### Food - Overseas

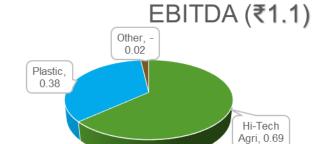
Fruits Processing Spices Processing

#### **Plastic - Overseas**

**Plastic Sheets** 

### Standalone







### **Financial Performance : Consolidated**

			All figures in ₹ Million
Particulars	1QFY25	1QFY24	YoY change
Revenue	14,779	17,010	-13.1%
Hi-Tech	4,430	5,367	-17.5%
Plastic	5,668	7,222	-21.5%
Agro Processing	4,649	4,386	6.0%
Other	32	35	
EBITDA	1,808	2,186	-17.3%
Hi-Tech	689	909	-24.2%
Plastic	663	810	-18.1%
Agro Processing	481	529	-9.1%
Other	-25	-62	
Margin	12.2%	12.9%	
Hi-Tech	15.6%	16.9%	
Plastic	11.7%	11.2%	
Agro Processing	10.3%	12.1%	
PAT	122	366	
Cash PAT	732	956	



### **Financial Performance : Standalone**

All figures in ₹ Million

		4.0 =>/.0.4	
Particulars	1QFY25	1QFY24	YoY change
Revenue	8,569	11,460	-25.2%
Hi-Tech	4,418	5,379	-17.9%
Plastic	4,116	6,041	-31.9%
Other	35	40	
EBITDA	1,046	1,522	-31.3%
Hi-Tech	685	908	-24.6%
Plastic	379	664	-42.9%
Other	-18	-50	
Margin	12.2%	13.3%	
Hi-Tech	15.5%	16.9%	
Plastic	9.2%	11.0%	
PAT	64	262	
Cash PAT	434	635	

### **Business Overview**



All figures in ₹ Million



# Q1 - 17.5%

#### Hi-Tech Agri

During the quarter, the Hi-Tech segment saw a 17.5% drop on yoy basis as we have strategically reduced the project business. The retail business fell by 16% due to delay in release of subsidies by the state governments due to code of conduct for general elections. However, exports went up by 93%, mainly due to increased sales to 'Rivulis'.

#### YoY Revenue



#### **Plastic**

During the quarter, the Plastic segment saw a 21.5% yoy basis decrease due to a drop in PE pipes for JJM. There was no new JJM business because of the general elections. The retail business mainly comprising of PVC pipes remained stable. However, the overseas plastic sheet business grew significantly by 31.5% yoy basis.

#### YoY Revenue



#### Food/ Agro

During the quarter, the Agro Processing segment increased by 6%. The Indian business grew by 3.7% mainly due to the export of dehydration products like onion, while the overseas business grew by 7.4%, primarily in the European market.





## **Capital Allocation**

All figures in ₹ Million

	<u>Consolidated</u> Standalone					n e
Particulars	30-Jun-24	31-Mar-24	30-Jun-23	30-Jun-24	31-Mar-24	30-Jun-23
Non current assets	57,305	57,471	56,691	44,371	44,510	44,178
Current assets	55,300	54,506	54,187	38,381	38,064	38,465
Non current liab.	1,659	1,766	1,561	476	466	351
Current liabilities	15,761	15,101	16,938	9,185	9,115	9,356
Capital employed	95,186	95,110	92,379	73,091	72,994	72,935
Net worth	57,625	57,391	55,726	48,405	48,337	46,619
Borrowings^	37,561	37,720	36,653	24,686	24,657	26,316
Sources of funds	95,186	95,110	92,379	73,091	72,994	72,935

### Working Capital Cycle – Days Sales Outstanding (DSO)

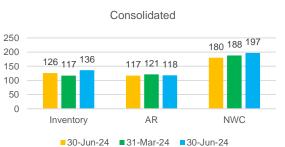


	30 Jun 24				30 Jun 24 3			31 M	ar 2	4
Consolidated	Inventory	AR	NWC		Inventory	AR	NWC			
Hi-Tech Agri	145	197*	288		126	196*	269			
Plastic	55	75	88		42	71	77			
Agro/Food	227	57	209		203	73	214			
Total	136	118	197		117	121	188			

30 Jun 23						
Inventory	AR	NWC				
115	196*	237				
50	75	107				
234	55	184				
126	117	180				

30 lun 23

### All figures in days (DSO)



NWC days increased by 9 days compared to March 24, mainly due to lower sales. Inventory in the Hi-Tech segment increased for the season, and inventory in the Agro Processing segment increased due to new production. Accounts receivable DSO improved by 3 days on account of good collections of ₹1,300 million (on net basis) in both the Hi-Tech and Agro Processing businesses.

3	Λ	- 1	 n	24

Standalone	Inventory	AR	NWC
Hi-Tech Agri	149	260	353
Plastic	51	105	117
Total	105	204	257

#### 31 Mar 24

Inventory	AR	NWC
129	260	334
36	91	95
87	194	235

#### 30 Jun 23

_		
Inventory	AR	NWC
116	246	287
47	101	134
89	188	228



NWC days increased by 22 days compared to March 24 mainly due to lower sales. Inventory has built up for the season, causing DSO to increase. However, absolute AR have reduced by ₹ 540 million.

<sup>(</sup>i.e. excludes AR from discontinued operations)

### Standalone Debt Profile as on 30 Jun 2024

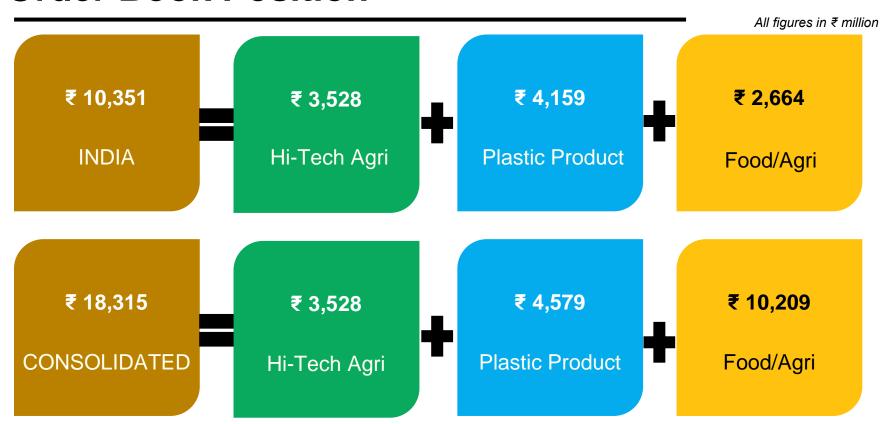


All figures in ₹ million

Particulars	Outstanding	Outstanding	Repayment Schedule			
Long Term Debt	31 Mar 24	30 Jun 24	FY25 [9M]	FY26	FY27	FY28
Term Loans	3,736	3,383	1,568	1,815	-	-
NCDs @0.01%	8,554	8,553	-	-	7,156	1,397
Sub Total	12,290	11,936	1,568	1,815	7,156	1,397
Fund Based Working Capital	14,778	14,988	-	-	-	-
Total Debt	27,068	26,924				
Less: Impact of FV gain of 0.01% NCDs	(2,411)	(2,238)				
Reported Debt	24,657	24,686				

### **Order Book Position**







### Major push in Union Budget 2024-25 for Agriculture and MSME

### Ministry of Agriculture and Farmers' Welfare

- Union Budget 2024-25 allocated INR 1.52 lakh crore for the agriculture and allied sector, increase of ~5% from 2023-24.
- Allocation of **INR 7,553 Cr** under RKVY scheme (hike of 23% from 2023-24)
- Increased focus on integrated agriculture sector development, inclusive of sustainable agriculture, provision of advanced and climate-resilient seed varieties

Jain Irrigation doing pioneering work in this area, will help the Company to reach more farmers across the country

### Ministry of Jal Shakti

- Allocation of INR 69,925 Cr under JJM / NRDWM
- Focus on providing functional house tap connection (FHTC) to every household.

Jain irrigation should benefit from government allocation for JJM and NRDWM

## Support to MSME

- Introduction of Credit Guarantee Scheme in line with **CGTMSE**, a major credit guarantee scheme for MSMEs
- ▶ JISL's dealers to avail credit at 9.50%-9.95% pa under EDFS through Banks without collateral and without recourse to JISL

4000+ Dealers of JISL will benefit from the support



## **Management Commentary**

### "Leave this world better than you found it." - Shri. Bhavarlal H Jain

As anticipated, Q1FY25 had lower revenue and consequentially had an impact on margins. The overall revenue was lower by around 13% on consolidated basis mainly due to lower domestic sales on account of institutional business of Jal Jeevan Mission. We continued to reduce project business as planned.

Historically, during rainfall we see a softer business environment for micro irrigation. However, we expect demand revival and pent-up demand in H2FY25 on the back of good monsoon and government announcement in the recent Budget for higher support and commitment to agriculture, irrigation sector, MSME and agri-related businesses. We expect good business opportunities in all our business verticals going forward.

The company continues to focus on creating sustainable profitable growth.

Anil Jain Vice Chairman & MD



## **Our Gallery**



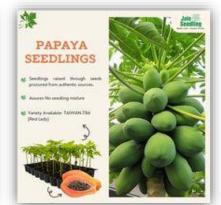








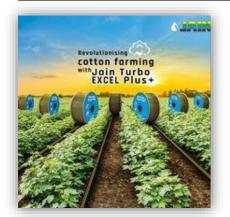






### 

## **Our Gallery**













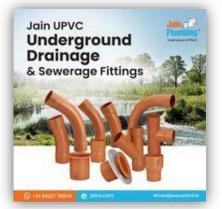




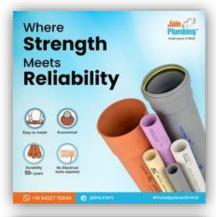


## **Our Gallery**













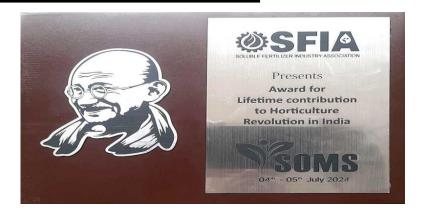




# Jain Irrigation Systems Ltd. Small Ideas. Big Revolutions.®

### **Awards**





### Jain Irrigation Honored with "Heroes of Horticulture" Award. 5-July-2024

**Gandhi Nagar, India** Jain Irrigation Systems Ltd. is proud to announce its recognition with the prestigious "Heroes of Horticulture" award at the National Conference on Soluble Fertilizers, held on July 4-5 in Gandhi Nagar. This esteemed accolade, presented by the Specialty Fertilizers Association of India, honors Jain Irrigation's innovative contributions to the soluble fertilizers industry.

The conference, inaugurated by Hon. Agricultural Minister Shri Raghavaji Bhai Patel, gathered key players from the Water Soluble Fertilizers (WSF) sector. Jain Irrigation stood out as the sole irrigation company invited to this significant event.

BD Jade, representing Jain Irrigation, delivered an inspiring presentation on the company's pioneering journey in fertigation technology. He highlighted Jain Irrigation's early adoption and continuous development of liquid fertilizers, emphasizing the company's commitment to advancing agricultural practices and supporting sustainable horticulture.

This recognition reaffirms Jain Irrigation's dedication to innovation and excellence in the agricultural sector. The company remains steadfast in its mission to provide cutting-edge solutions that promote efficient and sustainable farming practices.



### **Awards**



## Jain Irrigation bags 6 Plex Council awards for best export performance. 11-June-2024

Maharashtra Governor Ramesh Bais is seen giving six Plex Council Award awards to Jain Irrigation's D. M. Barhate, Dr. Kalyani Moharil, Atin Tyagi and Narendra Tyagi.

**READ MORE** 



## **Recent Updates**



### **Agroforestry: A Sustainable Agriculture - Hope of Farmers.**

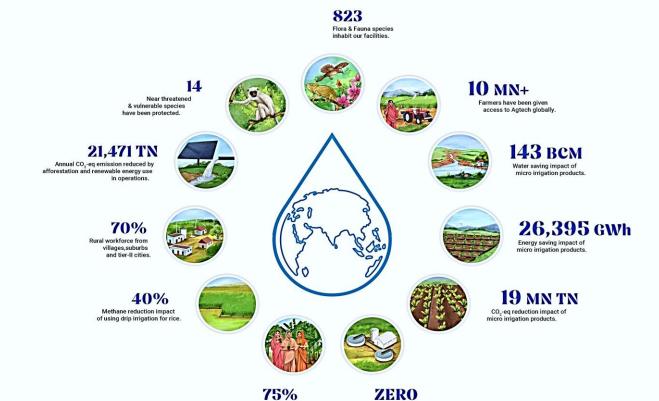
22-June-2024

Farmers face a plethora of challenges today: labor shortages, fluctuating crop prices, and rising input costs. Climate change exacerbates these issues, making traditional farming increasingly untenable. However, agroforestry offers a sustainable alternative, providing farmers with a low-risk, low-input agricultural model that is a little more immune to climate variability. Though the economic returns from agroforestry might be modest, its resilience and sustainability make it an attractive option for farmers.

**READ MORE** 

## **ESG Impact**





Liquid discharge (ZLD) in

all manufacturing operations.

Women in tissue culture

production lead the Banana

revolution in the country.

21



## **CSR Update**

Jain Irrigation Systems Limited (JISL) has actively engaged in various Corporate Social Responsibility (CSR) activities during the current financial year, focusing on rural development, education, sports, environmental conservation, hunger eradication and pandemic support. Below are the key highlights of our CSR initiatives:

- a) Rural Development Activities through Ba-Bapu 150 Project Our Rural development interventions under Ba-Bapu-150 project are inspired by the idea of "Gram Sarvodaya" (a self-sustained village) as proposed by the Father of the Nation Mahatma Gandhi. The Ba-Bapu 150 team started its first phase by selecting and initiating its activities in 22 villages in Jalgaon district. Key focus of our rural development projects include promoting water sanitation and hygiene (WASH), and making safe drinking water available to the remote and rural communities. Entrepreneurship, watershed development, FPO and sustainable agriculture are the other key indicators under Ba-Bapu 150 project.
- b) Ensuring Environmental Sustainability Ensuring environmental sustainability through natural resource conservation, and environmental protection is embedded in our mission statement. Company is committed to protect the environment from impacts of climate change and we are among very few organizations in the country that have incorporated GHG accounting and mitigation actions in their management systems and got it certified from a third party. We participate in a voluntary plantation program on world environment day every year. In addition we also support Maharashtra government's afforestation mission from time to time.
- c) Promoting Education Anubhuti is our flagship project in this area. Anubhuti English Medium School was conceived by Bhavarlal H. Jain and instituted in Jalgaon to provide quality English Medium Education to underprivileged children. It was initially started with 180 students in Classes I and II and today it has more than 500 students in class I to IX. Anubhuti English medium school for underprivileged children provides quality education with facilities comparable to the best schools. The classrooms have furniture and facilities specially designed for children. The school provides nutritious food three times a day to all students. Students are also provided with all clothes, books, educational material and medical attention. This directly reflects one of the principles of education at Anubhuti, where the limitations of individuality and need for interdependence are emphasized.



## **CSR Update**

- d) Promoting Sports Our Jain Sports Academy (JSA), which functions under the BKJMF trust, is responsible for coordinating and handling all activities related to sports. Today the Academy has more than 450 players across all over sports. The Academy provides training and conduct competitions in most traditional Indian games like kho kho, volleyball, table tennis, badminton, swimming, cricket, trekking, chess, cycle racing, skating, marathon, carom, basketball and football, among others. The academy also hosts inter-school/inter-district sports events with around 750 students. Jain Sports Academy has a Corporate Cricket Team where our associates are participating in various cricket tournaments. We are the champions of 'A' Division of Times Shield Cricket Tournament which is prestigious in the world of cricket in India Many players from Jain Sports Academy are a part of national team across various sports. JSA's national carom player represented India and was a part of Indian National Women Carom Team which won the World Championship at South Korea by beating Sri Lanka Women Carom Team in the finals. Company's most of spending goes towards sports material and infrastructure, coaching fees and payment made to budding sportsmen and their coaches.
- e) Healthcare Kantai Netralaya is an eye hospital supported by JISL's one of the company foundations- Bhavarlal Kantaibai Jain Multipurpose Foundation (BKJMF) and managed by Poona Blind Men Association (PBMA). JISL and PBMA came together in this project with a common goal to eradicate preventive blindness and make Jalgaon cataract free district. Kantai Netralaya aims at providing comprehensive quality eye care without discrimination between free and paid patients. We conduct regular outreach programs in nearby rural areas to create awareness and provide free eye care treatment to poor and needy. This year Kantai Netralaya's aim is to complete 150 Squint Removal Surgeries out of which 60 surgeries will be done at free of cost.
- f) Hunger Eradication Since the outset of Pandemic COVID-19, JISL has been providing food to the migrating labors passing through the city, to the colony of labors/workers and to the other needy residents of Jalgaon. During the COVID Period Company has distributed 14,000 meals per day to labors/workers and other needy residents of Jalgaon and Company still continues to do so through project "Snehachi Shidori" by distributing 1,400 meals on daily basis to poor, needy and Niradhar people in Jalgaon. Anyone in need can access these food parcels free of charge. To date, this project has distributed over 1.5 million food parcels.



### **Disclaimer**

This investor presentation has been prepared by Jain Irrigation Systems Limited and does not constitute a prospectus or placement memorandum or an offer to acquire any securities. This presentation or any other documentation or information (or any part thereof) delivered or supplied should not be deemed to constitute an offer. No representation or warranty, express or implied is made as to, and no reliance should be placed on, the fairness, accuracy, completeness or correctness of such information or opinions contained herein. The information contained in this presentation is only current as of its date. Certain statements made in this presentation may not be based on historical information or facts and may be "forward looking statements", including those relating to the general business plans and strategy of Jain Irrigation Systems Limited, its future financial condition and growth prospects, future developments in its industry and its competitive and regulatory environment, and statements which contain words or phrases such as 'will', 'expected to', 'horizons of growth', 'strong growth prospects', etc., or similar expressions or variations of such expressions. These forward-looking statements involve several risks, uncertainties and other factors that could cause actual results, opportunities and growth potential to differ materially from those suggested by the forward-looking statements. Jain Irrigation Systems Limited may alter, modify or otherwise change in any manner the content of this presentation, without obligation to notify any person of such revision or changes. This presentation cannot be copied and disseminated in any manner.

24



### **Contact Us**



Small Ideas. Big Revolutions.®

You may send your queries to Mr. Bipeen Valame; Mr. Avdhut Ghodgaonkar @ jisl.investors@jains.com

## Let's meet on "Q1 FY25 Earnings Conference Call"

On Wednesday, 31st July, 2024 at 03:30 PM IST

Dial-in numbers
Primary Access Number for Participants:
+91 22 6280 1136 / +91 22 7115 8037

International Toll-Free Number USA – 18667462133, UK – 08081011573, Singapore – 8001012045, Hong Kong - 800964448