



JISL/SEC/2021/06/B-2/B-6

30th June, 2021

To,
Bombay Stock Exchange 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

To,
National Stock Exchange of India Ltd.,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex,
Bandra (East),
Mumbai - 400 051.
Fax No. : 022-26598237/38
Email : cc@nse.co.in

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

Sub: Investor Communication

Dear Sir/Madam,

Attached is the Investor Communication issued by the Company after the Board Meeting held on 30th June, 2021 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



DRIP IRRIGATION



SPRINKLER IRRIGATION



INTEGRATED IRRIGATION SOLUTIONS



CONTROLLED AGRICULTURE & GREEN HOUSE



TISSUE CULTURE PLANTS & NURSERY



PVC PIPES & FITTINGS



PE PIPES & FITTINGS



PLUMBING SYSTEMS



INTEGRATED DRINKING WATER SOLUTIONS



PLASTIC SHEETS



SOLAR ENERGY GENERATION & APPLIANCES



SOLAR PUMPING SYSTEMS & SOLUTIONS



FRUIT PROCESSING



ONION & VEGETABLES PROCESSING



SPICE PROCESSING



SOCIAL INITIATIVES



Jain Irrigation Systems Ltd.

Small Ideas. Big Revolutions.®

Q4 & FY20-21

**INVESTOR
COMMUNICATION**

The journey of Jain Irrigation Systems Ltd. started with a young boy who wanted to excel at his studies, even if it meant studying under the only lamp in his village. His determination and ideas revolutionised the face of the agricultural industry in India and in turn, he was recognised globally for his work.

But more than recognition, it was his devotion to do good for the society that gained him the affection of millions.

In no time, our founder chairman, Late Mr. Bhavarlal Jain became 'Bhau' (brother) for all those who worked with him. His journey became an inspiration and his legacy laid the foundation of JISL.

Bhau nurtured every member of JISL in such a way that they adapted these values as their own with the same commitment and passion. To the point that the lesson of unity runs in the DNA of the organisation and each member of JISL is its proud guardian. Across geographies, JISL leadership and management team is experienced with an established track record over decades.

Fortune magazine hailed JISL as the only Indian Company in the top 51 companies who change the world by 'Doing Well by Doing Good'. Even when we've come so far, all the services and achievements of JISL are direct outcomes of this deep-rooted value. The principles of staying and working as one aren't just things that we write on the wall. They're commitments held by every associate, stakeholder partner and farmer. They're tenets that have stood true through time and have been shared between generations. They're values that live in the stories of the associates of JISL.



About the Company

1963

Started our trading business in agricultural inputs and equipment



Company has **33** manufacturing plants



~ 8.0mn

Farmer lives have been touched



Rs 56.7 bn

Revenues in 2020-21



12,200

Associates globally



Incorporated in **1986**



10,555+

Dealers and distributors base globally



120+ countries reached through our products



Micro-irrigation company in India



Micro-irrigation company globally



In mango processing globally



In tissue culture production of banana and pomegranate globally

Touching lives in more ways than one



Corporate Philosophy

Mission	Leave this world better than you found it
Vision	Establish leadership in whatever we do at home & abroad
Credo	Serve & strive through strain & stress; Do our noblest, that's success
Goal	Achieve continued growth through sustained innovation for total customer satisfaction and fair return to all other stakeholders. Meet this objective by producing quality products at optimum cost and marketing them at reasonable prices
Guiding principle	Toil and sweat to manage our resources (men, material and money) in an integrated, efficient, economic & sustained manner. Earn profit, keeping in view commitment to society and environment
Quality perspective	Make quality a way of life
Work culture	Experience: 'Work is life, life is work'

Company manifesto "More crop, per drop" now a national vision

Hi-tech Agri Input Products Division (MIS & TC)

- Drip & Sprinkler Systems Precision Farming Advisory
- 1st in India and 2nd Globally
- Wide distribution presence – over 8,626 dealers / distributors in India and internationally
- Manufacturing base in India, Israel, Turkey, USA, Latin America and Europe
- R&D base in India, Israel, USA
- Globally No. 1 in Banana & Pomegranate Tissue Culture



SPRINKLER IRRIGATION



DRIP IRRIGATION



TISSUE CULTURE

INR 34.4 Bn (60.8%)¹

Plastic Division (PVC, PE Pipes & Sheet)

- PVC Pipes, fittings, Polyethylene Pipes Turnkey Projects, PVC Sheets
- One of the largest players
- Catering to Agricultural, Industrial & Infrastructural customer base
- Manufacturing primarily driven from India
- Forayed into urban markets by introducing plumbing systems
- Moved most of the Plastic Sheet Business to Ireland, closer to customer base



PLUMBING SYSTEMS



PVC PIPES & FITTINGS



SERVICES

INR 10.1 Bn (17.8%)¹

Agro Processing Division

- Fruit pulps, concentrates, vegetable dehydrations, spice processing, etc.
- Globally No 1 in Mango processing and No. 3 in Onion dehydrations
- Catering to top global food companies
- Forayed into Retail in FY16
- Manufacturing in India, UK and USA
- Shortly launching Spice Processing, Citrus Processing and new B2C products such as fruit



FOOD PROCESSING

INR 11.9 Bn (21.0%)¹

Other Division / Products

- Other division includes:
 - Solar Thermal Products, Solar Photovoltaic Grid & Off-Grid Products
 - Solar Power generation investments to reduce cost of power
 - Agri R&D activities
 - Equipment manufacturing including irrigation pipes production lines, drip Tape irrigation pipes production lines, etc.



RENEWABLE ENERGY

INR 0.2Bn (0.4%)¹

¹ Audited consolidated revenue and % of total operating revenue for fiscal year 2020-21

Global recognition and quality

Honored with numerous awards for contribution to agriculture



The Nation honored our Founder Chairman Late Shri Bhavarlal H. Jain with 'Padmashree' for services in the Agriculture Science & Water Technology Sector

■ "Crawford Reid Memorial Award"	Irrigation Association, USA
■ "Padmashree" to Chairman	Science & Engineering (Government of India)
■ "Water Conserver of India"	UNESCO & West-Net
■ "Challengers to the world's leading blue-chip companies"	Standard & Poor's
■ "Asia's 200 Best Under a Billion companies"	Forbes Asia
■ "100 most promising clean technology companies on the planet"	Global Cleantech & The Guardian
■ "Client Leadership Award" (World Bank Group)	International Finance Corporation
■ "We owe you a great deal for the help you give the small farmer"	Harvard Business School
■ "Best Water Company Award"	Ministry of Water Resources & Water Digest, UNESCO
■ "Boldness in Business Award"—Environment	Financial Times & Arcelor Mittal, London
■ "New Sustainability Champion"—One of the 16 from 1000 companies	World Economic Forum
■ "Inclusive Agri Business Leadership Award"	International Finance Corporation (World Bank Group)

Till date we have received 45 State, 222 National, 14 International and Globally & Nationally Ranking 17 Awards for R&D, Quality, Innovative Product development, Fair Business Practices, Sustainability Excellence and outstanding Exports

Global recognition and quality certification



BRC (British Retail Consortium)

- Onion & Vegetable Dehydration Unit-Jalgaon & Vadodara
- Fruit Processing Unit, Jalgaon, Chittoor Units 1 & 2



ISO 14001 : 2015 (Environment Management System) &

OHSAS 18001 : 2007 (Occupational Health & Safety Management System)

- All India Plastic & Food Operations



SGF (SURE-GLOBAL-FAIR)

- Fruit Processing Unit, Jalgaon & Chittoor Unit 2



ISO 50001 : 2011

(Energy Management System) &

ISO 14064 : 2006

(GHG Management System)

- All India Plastic & Food Operations



HALAL (Halal India Pvt. Ltd., Chennai)

- Onion & Vegetable Dehydration Unit, Jalgaon & Vadodara
- Fruit Processing Unit, Jalgaon, Chittoor Units 1&2



KOSHER

- Onion & Vegetable Dehydration Unit, Jalgaon & Vadodara
- Fruit Processing Unit, Jalgaon & Chittoor Unit 1&2



HALAL (Majelis Ulama Indonesia, LPPOM)

- Onion & Vegetable Dehydration Unit, Jalgaon
- Fruit Processing Unit, Jalgaon



RSPO Certificate

- Onion & Vegetable Dehydration Unit, Jalgaon & Vadodara



Quality is way of Life

ISO 9001 : 2015

(Quality Management System)

- Sheet Division
- Pipe Division
- Tissue Culture Division
- MIS Division
- Solar Division
- PFS Division



Organic Certificate

- Fruit Processing Unit, Jalgaon

GLOBAL G.A.P.

Global G.A.P.

- Agriculture Division

JAIN GAP



SEDEX Membership

- Food Park, Jalgaon & Vadodara

Global Brand Equity

MICRO IRRIGATION SYSTEMS & EQUIPMENTS - MORE CROP PER DROP®



PLASTIC PRODUCTS - YOUR LIFELINE TO PROSPERITY®



GREEN ENERGY PRODUCTS - JOINT VENTURE WITH NATURE



FOOD PRODUCTS - YOUR RECIPE FOR GREAT TASTE



Hi-tech Agri Input Division (Hi-Tech)

- Significant growth in revenue on both Standalone and Overseas basis
- Improvement in Margins

Plastic Division (Plastic)

- Good growth in India and Overseas business
- Strong order book position of INR 685 crore

Agro Processing Division (Agro)

- Continued challenging performance due to bad onion & mango season of last year

Way forward

- Focus on executing order in hand worth INR 4,188 crore
- Focus on Working Capital and Operational efficiency
- Focus on strengthening the Balance Sheet
- Focus on completion of various Restructuring/Resolution Plans

Financial Performance: 4Q & FY21

Standalone Rs. Mn

	Q4FY21	Q4FY20
Revenue	7,485	3,886
EBIDTA	1,126	-354
PAT	-222	-2,283
Cash PAT	215	-1,868

Consolidated[^] Rs. Mn

	Q4FY21	Q4FY20
Revenue	17,938	15,054
EBIDTA	2,012	199
PAT	639	-3,284
Cash PAT	1,447	-2,306

Standalone Rs. Mn

	FY21	FY20
Revenue	21,564	20,034
EBIDTA	1,652	331
PAT	-3,073	-5,083
Cash PAT	-1,423	-3,493

Consolidated[^] Rs. Mn

	FY21	FY20
Revenue	56,669	59,227
EBIDTA	4,680	2,820
PAT	-3,687	-7,006
Cash PAT	-177	-3,538

[^] from continuing operation

Segment Overview: Q4 & FY21

Standalone Revenue			Rs. Mn	
	4Q FY21	Growth y-o-y	FY21	Growth y-o-y
Hi-tech Agri Inputs	5,198	122.8%	13,909	19.4%
Plastic	2,207	43.9%	7,455	-7.9%
Other	80	309.9%	201	-29.4%
Total	7,485	92.6%	21,565	7.6%

Consolidated Revenue [^]			Rs. Mn	
	4Q FY21	Growth y-o-y	FY21	Growth y-o-y
Hi-tech Agri Inputs	11,260	37.1%	34,374	10.7%
Plastic	3,075	25.9%	10,187	-11.9%
Agro / Food	3,522	-19.6%	11,928	-27.2%
Other	80	327.5%	181	-19.6%
Total	17,938	19.2%	56,669	-4.3%

[^] from continuing operation

Exports from India			Rs. Mn	
	Q4 FY21	Growth y-o-y	FY21	Growth y-o-y
Hi-tech Agri Inputs	464	48.9%	1,689	22.8%
Plastic	274	22.7%	899	-25.3%
Agro /Food	795	11.8%	2,664	-18.0%
Total	1,533	23.0%	5,252	-9.9%

Order Book
Position :
4Q FY 21

Standalone

Rs. Mn

	Order Book Position
Hi-tech Agri Inputs	19,488
Plastic	6,581
Other	4
Total	26,073

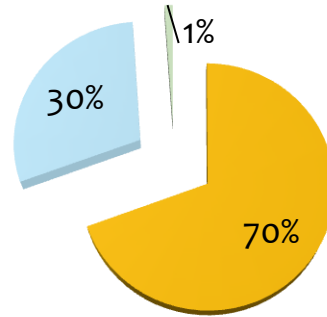
Consolidated

Rs. Mn

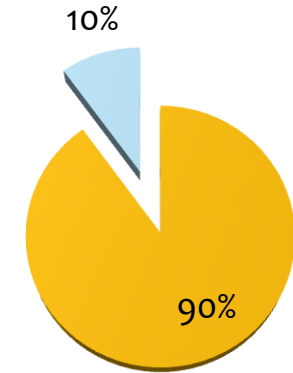
	Order Book Position
Hi-tech Agri Inputs	24,411
Plastic	6,854
Agro / Food	10,615
Other	4
Total	41,884

Revenue Overview : Q4 FY21

Standalone

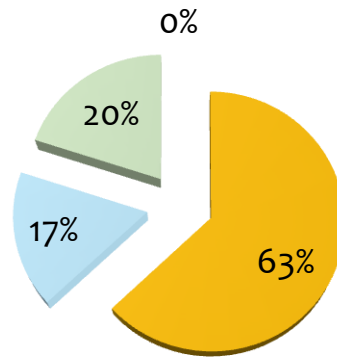


■ Hi-Tech ■ Plastics ■ Other

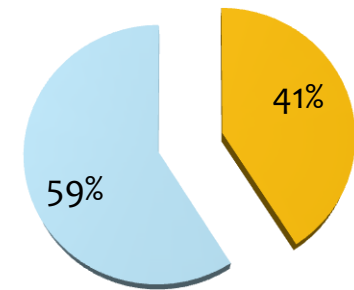


■ Domestic ■ Export

Consolidated^



■ Hi-Tech ■ Plastics ■ Agro ■ Other

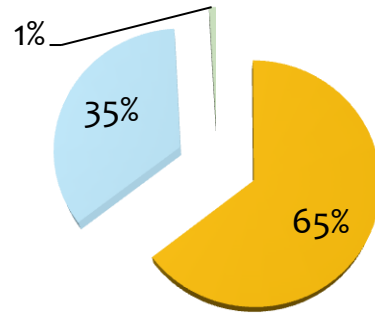


■ India ■ Rest of World

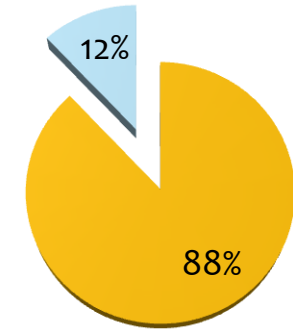
^ from continuing operation

Revenue Overview : FY21

Standalone

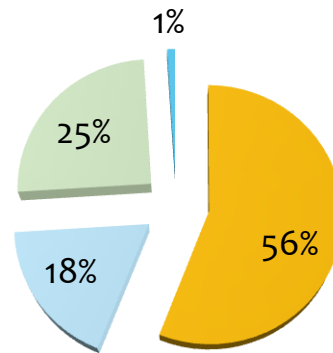


■ Hi-Tech ■ Plastics ■ Other

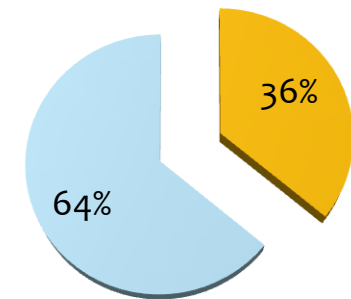


■ Domestic ■ Export

Consolidated^



■ Hi-Tech ■ Plastics ■ Agro ■ Other



■ India ■ Rest of World

^ from continuing operation

Standalone

Days	DSO Mar 31, 2021			DSO Dec 31, 2020			DSO Mar 31, 2020		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	147	439	529	189	542	664	209	552	656
Plastic	55	221	251	61	239	282	53	216	235
Standalone Co	124	370	447	153	435	540	154	421	499

Consolidated

Days	DSO Mar 31, 2021			DSO Dec 31, 2020			DSO Mar 31, 2020		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	111	199	259	126	207	282	131	239	305
Plastic	67	144	180	73	146	195	64	135	168
Agro	235	74	196	221	64	186	171	71	155
Consolidated Co	134	160	233	147	154	241	133	165	232

Working Capital Analysis

Debt Position

				Rs. Bn
Debt Profile	31-3-21	31-12-20	Change	31-3-20
Standalone				
Long Term	7.42	7.42	0.00	7.43
Short Term	25.85	25.87	-0.02	23.89
Gross Debt	33.27	33.29	-0.02	31.32
Net Debt	30.49	31.11	-0.62	30.15
Consolidated				
Long Term	30.44	31.10	-0.67	31.78
Short Term	35.28	37.82	-2.53	36.08
Gross Debt	65.72	68.92	-3.20	67.86
Net Debt	61.07	65.22	-4.16	65.32

- 5% of gross debt (standalone) & 45% of gross debt (consolidated) is in foreign currency as of March 31, 2021



Thank You

You may send your queries to gupta.neeraj@jainfarmfresh.com and ghodgaonkar.avdhut@jains.com

 **JAIN**[®]
Jain Irrigation Systems Ltd.
Small Ideas. Big Revolutions.[®]