

**Press Release**

**Unaudited Standalone and Consolidated Results  
For the Quarter / Half Year ended 30<sup>th</sup> September, 2013**

- Best ever - All Time High - H1 - Q2 - FY14 Revenue Performance.
- Growth of 33.5% in Q2 and 23.8% in H1 – FY14.
- Record Breaking - Export of Rs.473.4 Crores in H1 - FY14 registering 59.4% growth.

**Half Year and 2<sup>nd</sup> Quarter, FY14 - Performance**

Amount in Rs. Crores

Standalone	H1 FY14	H1 FY13	2Q FY14	2Q FY13
Revenue <sup>^</sup>	1,875.5	1,514.4	840.9	629.8
EBIDTA	313.1	304.8	134.3	121.7
Reported PAT	(111.5)	19.4	(65.0)	36.3
Adjusted PAT*	87.7	71.0	21.5	8.4

<sup>^</sup> including other operating income and excise duty

\*before exceptional item (forex-MTM)

Jain Irrigation, the largest micro irrigation Company in the country and the second largest globally, has announced unaudited standalone results for the 2<sup>nd</sup> quarter FY14 and Half Year ended 30<sup>th</sup> September, 2013.

The Revenue for the quarter was at Rs.840.90 Crores at a growth of 33.5% (Q2 FY13 of Rs.629.8 Crores). Domestic business grew at 20.4% while with very encouraging orders from overseas market, exports from India grew by 79.9% in current quarter. PE Pipes had strong growth of 197.7%, PVC sheet and Fruit also shown good growth at 65.4% and 56.3% respectively. Onion has grown by 7.8%, PVC pipes maintained at almost same level of revenue and grew at 1.6% only. Green Energy business de-grew by 10.7%, due to disposal of wind power unit. Micro Irrigation business grew at 20.1%, as export of MIS has grown substantially by 200% in Q2 FY14 resulting in revenue of Rs.300 Crores. Overall EBIDTA was at Rs.134.3 Crores for current quarter, showing a improvement 10.4% over corresponding quarter Q2 FY13 EBIDTA of Rs.121.7 Crores, although in percentage term the EBIDTA has reduced by 330 basis points and remains at 16% (19.3% in Q2 FY13) due to higher input costs, changes in product mix and new business model of MIS on cash basis. Unrealized forex loss (shown as exceptional item) of Rs.86.5 Crore



due to notional Mark to Market (MTM) has impacted the reported PAT. However adjusted PAT (before forex) has shown improvement on YoY basis.

MIS receivables (gross) improved by 29 days from Jun-13. Government subsidy receivables in MIS on net basis has been reduced by Rs.119.9 crores from Jun-13. Total receivables (gross) for entire company has come down by 15 days.

The Board approved standalone unaudited results for Half Year ended 30<sup>th</sup> September 2013. The net sales for the Half Year were at Rs.1,875.5 Crores increasing by 23.8% (Rs.1,514.4 Crores in corresponding H1 FY13). This was Best Ever - All Time High - H1 Revenue Performance in the history of the company. This Half year also had a record breaking export of Rs.473.4 Crores. MIS growth is consistent in this half year at 20.5%. PE pipe revenue jumped to Rs.244 Crores in H1 FY14 reporting a growth of 81.4%, While dehydrated Onion revenue has grown by 34.5%.

EBIDTA for the Half Year was at Rs.313.1 Crores (Rs.304.8 Crores in corresponding Half Year in FY13). The EBIDTA has improved due to higher absolute contribution and due to higher revenue in this half year. However, the EBIDTA percentage has declined to 16.7% from 20.1% in the corresponding half year due to change in Revenue Mix, implementation of new business model in MIS segment and higher raw material and energy cost.

The Board approved consolidated unaudited results for 2<sup>nd</sup> Quarter & Half Year FY14. Company's overseas business has continued positive growth in current quarter at about 8%. Thus on consolidated basis Company's sales for Half Year in the current year are Rs.2,706.7 Crores (Rs.2,294.1 Crores in corresponding half year in FY13). The company's overall business on consolidated basis has grown by 18% in this half year.

Company looks forward to have a better H2 FY14 with positive growth momentum on back of good monsoon. The standalone order book is healthy at Rs.1,027.7 Crores. In MIS, while the company has started the growth back in Maharashtra with cash based business model and growth potential of other states like Gujarat & Karnataka looks good. During last 3 years, company's MIS Division has achieved CAGR of 58% in Gujarat. Company expects to continue this trend during FY14. Based on the growth momentum of first half of the year, management expects good growth in Gujarat, Karnataka & Northern States. However Andhra Pradesh, Tamil Nadu & Madhya Pradesh will continue to de-grow as management is still pursuing consolidation in these States and continuing its focus on subsidy recoveries. Post monsoon new cultivation for sugarcane and other crop will start, which will boost demand during Nov-Mar 2014 period. In PVC & PE Pipes, the company is increasing installed capacity by 17,000 MT (increase of 10% over existing capacities) during Oct-Mar 2014. On the back of orders from Gas Companies, Telecom Companies & Government Supplies, the management is hopeful of a superlative growth in PE Pipe Division. On back of good orders in hand in the Food Division (Rs.68 Crores & Rs.330 Crores in hand In Dehydrated Onion, Fruit Processing Division respectively), the company is hopeful of growth of north of 20%.

Mr. Anil Jain, Managing Director of the Company said, "This Quarter was another challenging quarter for our domestic performance basically due to high input cost. Though we have achieved All Time High revenue in this quarter, we still have lesser EBIDTA margin due to explained factors. On back of good



monsoon, rural demand tempo is expected to be very strong, though wet October has delayed start of busy season. Post Diwali the season should pick up. We expect to continue Export momentum in H2 FY14. Our efforts to reduce the receivables levels is generating results and shall continue. EBIDTA margins of the company shall be better in second half of FY14, as the busy season revenue mix will improve, expected better capacity utilization and expected reduction in polymer prices on the back of steady reduction in crude prices. We look forward to strong H2 in terms of revenue margin with backdrop of stable rupee.

**About JAIN IRRIGATION ([www.jains.com](http://www.jains.com))**

Jain Irrigation is a diversified Company with approximately 8,000 employees and a product portfolio encompassing Irrigation Product, Piping Products, Plastic Sheets, Dehydrated Foods, Fruit Puree and Juice concentrates. Jain Irrigation has pioneered drip irrigation for small farmers in India and has a major market share in one of the fastest growing irrigation markets in the world and is also the second largest drip irrigation Company in the world.

**DISCLAIMER:**

The information in this release has been included in good faith and is for general purposes only. It should not be relied upon for any specific purpose and no representation or warranty is given as regards to its accuracy or completeness. No information in this press release shall constitute an invitation to invest in Jain Irrigation Systems Limited. Neither Jain Irrigation Systems Limited, nor their or their affiliates' officers, employees or agents shall be liable for any loss, damage or expense arising out of any action taken on the basis of this release, including, without limitation, any loss of profit, indirect, incidental or consequential loss.





## Limited Review Report

**Review Report to  
The Board of Directors  
Jain Irrigation Systems Limited**

1. We have reviewed the accompanying statement of unaudited financial results of Jain Irrigation Systems Limited ("the Company") for the quarter ended September 30, 2013 ("the statement of unaudited financial results") except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the Management and have not been audited by us. This statement of unaudited financial results is the responsibility of the Company's Management and has been approved by the Board of Directors. Our responsibility is to issue a report on this statement of unaudited financial results based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the statement of unaudited financial results is free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited financial results prepared in accordance with applicable accounting standards [Standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956, which as per General Circular 15/2013 dated September 13, 2013 issued by Ministry of Corporate Affairs continues to apply under Section 133 of the Companies Act, 2013 and other recognised accounting practices and policies] has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For Haribhakti & Co.**  
Chartered Accountants  
Firm Registration No.103523W

  
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Rakesh Rath  
Partner  
Membership No.: 045228  
Mumbai: November 10, 2013



## Consolidated Limited Review Report

**Review Report to  
The Board of Directors  
Jain Irrigation Systems Limited**

1. We have reviewed the accompanying statement of unaudited consolidated financial results of Jain Irrigation Systems Limited ('the Company') its subsidiaries and associate (collectively referred to as "the group") for the quarter ended September 30, 2013 except for the disclosures regarding 'Public Shareholding' and 'Promoter and Promoter Group Shareholding' which have been traced from disclosures made by the Management and have not been audited by us. This statement is the responsibility of the Company's Management and has been approved by the Board of Directors/committee of Board of Directors. Our responsibility is to issue a report on these financial statements based on our review.
2. We conducted our review in accordance with the Standard on Review Engagement (SRE) 2410, "Review of Interim Financial Information Performed by the Independent Auditor of the Entity" issued by the Institute of Chartered Accountants of India. This standard requires that we plan and perform the review to obtain moderate assurance as to whether the financial statements are free of material misstatement. A review is limited primarily to inquiries of company personnel and analytical procedures applied to financial data and thus provide less assurance than an audit. We have not performed an audit and accordingly, we do not express an audit opinion.
3. In respect of unaudited quarterly consolidated financial results, we did not review the statement of unaudited financial results of certain subsidiaries and associate, whose unaudited quarterly financial results reflect total revenue of Rs. 51,027 Lacs for the quarter ended September 30, 2013 and total assets of Rs. 355,298 Lacs as at September 30, 2013 and Group's share of loss in the associate company of Rs. 60 Lacs. The financial information for these subsidiaries and associate has been reviewed by the other auditors whose reports have been furnished to us, and our opinion on the quarterly financial results is based solely on the reports of the other auditors.
4. Financial results also includes figures in respect of eight foreign subsidiary companies (which are either holding companies or having no material operations), which are as presented by the management and have not been subject to limited review. Aggregate amount of revenue, of these subsidiary companies (including step down subsidiaries) for the quarter ended on September 30, 2013 is Rs. 4,282 Lacs, and total assets of Rs. 193,581 Lacs.



We have not reviewed the financial statements of these subsidiaries and have relied on unaudited Financial Statements approved by the management.

5. Based on our review conducted as above, nothing has come to our attention that causes us to believe that the accompanying statement of unaudited consolidated financial results prepared in accordance with applicable accounting standards [Standards referred to in sub-section (3C) of section 211 of the Companies Act, 1956, which as per General Circular 15/2013 dated September 13, 2013 issued by Ministry of Corporate Affairs continues to apply under Section 133 of the Companies Act, 2013] and other recognised accounting practices and policies has not disclosed the information required to be disclosed in terms of Clause 41 of the Listing Agreement including the manner in which it is to be disclosed, or that it contains any material misstatement.

**For Haribhakti & Co.**  
Chartered Accountants  
Firm Registration No.103523W



Rakesh Rathi  
Partner  
Membership No.: 045228



Mumbai: November 10, 2013