

11<sup>th</sup> February 2017

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

Dear Sir / Madam,

**Sub: Presentation on Unaudited Financial Results for the quarter and nine months ended 31<sup>st</sup> December 2016**

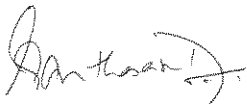
Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations 2015 ("SEBI Regulations"), please find enclosed a presentation on the Unaudited Financial Results of the Company for the quarter and nine months ended 31<sup>st</sup> December 2016 made to Investors/ Analysts.

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 on record the same.

Thanking you,

For VA TECH WABAG LIMITED



**PARTHASARATHY GOPALAN**  
**CHIEF FINANCIAL OFFICER**



Encl: as above

Sustainable solutions, for a better life

## **VA TECH WABAG LTD.**

**Result Update Presentation  
Q3 & 9M FY 17**



- 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.

1

Key Highlights Q3 & 9M FY 17

2

Quarterly Performance

3

Order Book Analysis



# Key Highlights Q3 & 9M FY 17



# Key Highlights

- Consolidated Sales up by 25% in 9M FY17
- Consolidated EBITDA up by 37% in 9M FY17
- Consolidated PAT up by 13% in 9M FY17
- Order intake of over Rs. 27 Bn
- Order backlog of Rs. 84 Bn including framework contracts of Rs. 8.7 Bn



Siverek WWTP, Turkey

# Quarterly Performance



# RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q3 FY17	Q3 FY 16	YOY %	9M FY 17	9M FY 16	YoY %
Income	3,726	3,713	0.4%	10,769	9,497	13%
Other Operating Income	82	28	194%	178	84	112%
Cost of Sales	2,690	2,888	-7%	8,227	7,272	13%
Total Cost of Operations (TCO)	389	458	-15%	1244	1,242	
EBITDA	729	395	84%	1,475	1,066	38%
<b>EBITDA margin</b>	<b>19.6%</b>	<b>10.6%</b>		<b>13.7%</b>	<b>11.2%</b>	
Net (Gain) / Loss on Forex	-5	10		-105	-46	128%
Interest & Finance Charges (Net)	61	47	30%	157	90	75%
Depreciation & Amortization	23	29	-21%	71	91	-22%
Exceptional Items	643	0		643	0	
Tax	3	101	-97%	246	316	-22%
Profit After Tax	5	208	-98%	464	616	-25%
<b>PAT margin</b>	<b>0.1%</b>	<b>5.6%</b>		<b>4.3%</b>	<b>6.5%</b>	
Other Comprehensive Income	-3	-1		-8	-3	
<b>Total Comprehensive Income</b>	<b>2</b>	<b>207</b>	<b>-99%</b>	<b>456</b>	<b>612</b>	<b>-26%</b>

- Q3 FY17 sales impacted due to delay in commencing Chennai TTP and Sri Lanka WTP project. The two projects are expected to gather pace in Q4 FY17.
- Margin expansion in few international projects through procurement and engineering efficiencies resulted in higher margins in Q3 FY17.
- Exceptional item represents the payment of liquidated damages in the Oman Desalination JV.



# RESULTS OVERVIEW – Consolidated Profit and Loss

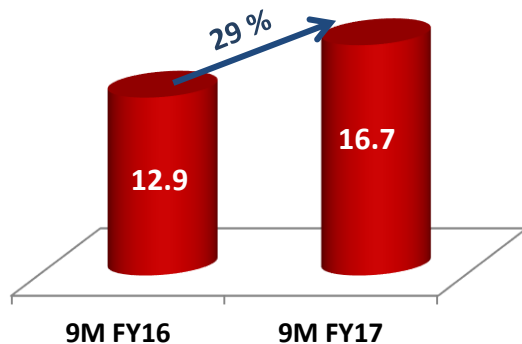
Rs. Millions	Q3 FY17	Q3 FY 16	YOY %	9M FY 17	9M FY 16	YoY %
Income	7,130	6,102	17%	20,695	16,574	25%
Other Operating Income	53	5	1052%	67	21	219%
Cost of Sales	5,400	4,787	13%	16,330	12,934	26%
Total Cost of Operations (TCO)	989	875	13%	2,782	2,458	13%
EBITDA	794	445	79%	1,650	1,203	37%
<b>EBITDA margin</b>	<b>11.1%</b>	<b>7.3%</b>		<b>8.0%</b>	<b>7.3%</b>	
Net (Gain) / Loss on Forex	-22	15		-72	-5	1233%
Interest & Finance Charges (Net)	124	100	25%	328	269	22%
Depreciation & Amortization	46	50	-7%	139	154	-9%
Tax	45	115	-61%	340	363	-6%
<b>Profit After Tax</b>	<b>601</b>	<b>165</b>		<b>914</b>	<b>423</b>	
Share of Profits from Associates / MI	-627	28		-647	-187	
<b>Net Profit After Tax</b>	<b>-26</b>	<b>192</b>		<b>267</b>	<b>236</b>	
<b>PAT margin</b>	<b>-0.4%</b>	<b>3.1%</b>		<b>1.3%</b>	<b>1.4%</b>	
Other Comprehensive Income	-69	-13		25	-80	
<b>Total Comprehensive Income</b>	<b>-95</b>	<b>179</b>		<b>292</b>	<b>156</b>	

- 17% growth in topline aided by good on track execution in our large overseas projects.
- TCO increase is mainly on account of employee cost in IIU's like Malaysia, Bahrain, Singapore and Philippines.
- Margin expansion from the standalone entity led to better operating margins.
- The loss in share of profits from associates reflects the adverse impact of Liquidated Damages in the Oman Desalination JV.

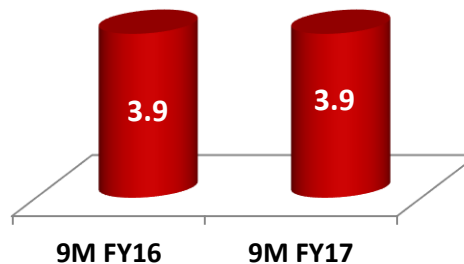
# Revenue Breakup – 9M FY17

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	2,952	6,765	798	254	10,769
Wabag Overseas	4,351	2,722	2,061	792	9,926
<b>Total</b>	<b>7,303</b>	<b>9,487</b>	<b>2,859</b>	<b>1,046</b>	<b>20,695</b>

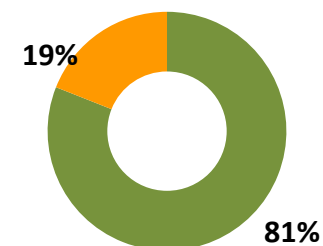
EPC [Rs. Bn.]



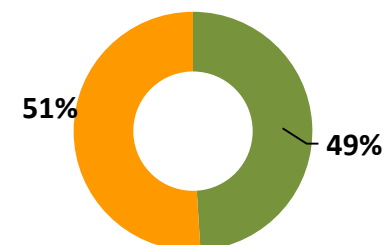
O&M [Rs. Bn.]



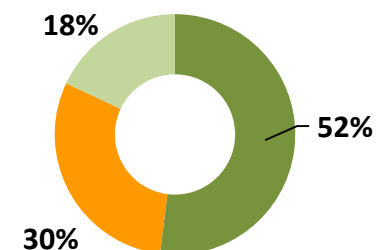
EPC O&M



Municipal Industrial



India Europe MDUs\* IIUs #



# Key Projects Contributing to Revenue – 9M FY 17

Project Details	Revenue recognized [Rs. Mn]
▪ Petronas RAPID ETP, Malaysia	3,153
▪ APGENCO – BOP with Water management	2,871
▪ AMAS, Bahrain – 40 MLD STP	1,892
▪ RIL Projects	1,253
▪ Istanbul, Turkey O&M	1,126
▪ Dangote, Nigeria – 60 MLD RWTP	978
▪ UP Jal Nigam – 140 MLD STP	616
▪ Suplac, Romania – ETP	487
▪ Al Kharj, Saudi Arabia – WWTP	419
▪ Ferganska, Uzbekistan – WWTP	370

# Order Book Analysis – 9M FY17

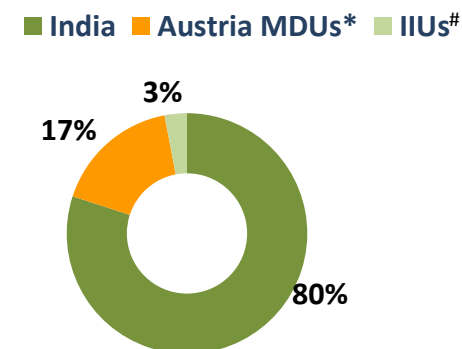
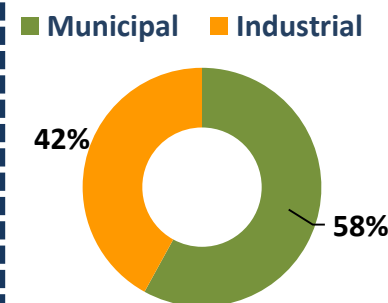
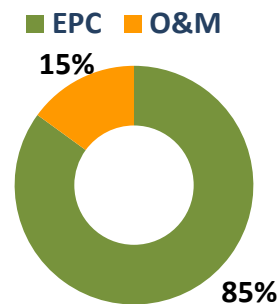




# Order Intake Breakup – 9M FY17

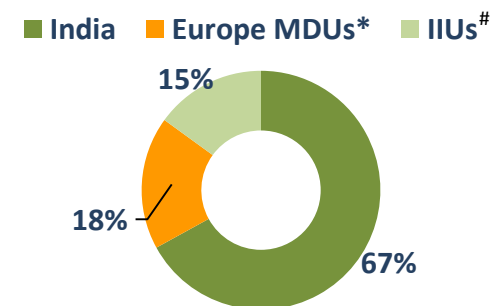
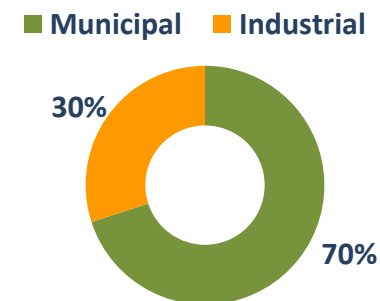
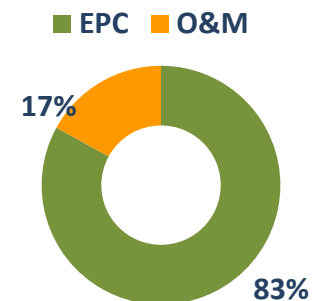
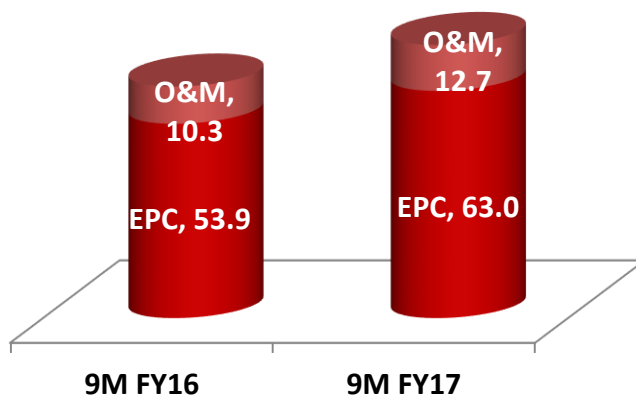
Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	10,520	9,779	1,653	288	22,240
Wabag Overseas	2,565	439	1,087	992	5,083
<b>Total</b>	<b>13,085</b>	<b>10,218</b>	<b>2,740</b>	<b>1,280</b>	<b>27,323</b>

Key Orders Received	Order Value (Rs. Mn)
■ Integrated Water Supply Project - Barmer, Rajasthan	5,953
■ Desal & STP order, Saudi Arabia	5,579
■ Long Phu 1 Power Plant - CPU	510



# Order Book Composition – 9M FY17

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	25,110	14,210	10,975	215	50,510
Wabag Overseas	16,329	7,461	421	1,057	25,268
Framework Contracts					8,659
<b>Total</b>	<b>41,439</b>	<b>21,671</b>	<b>11,396</b>	<b>1,272</b>	<b>84,437</b>



# Order Book of Rs. 76 Bn & Framework Contracts of Rs. 8.7 Bn

## Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
• Petronas RAPID ETP, Malaysia	9,421
• Polgahawela, Sri Lanka – WTP	7,340
▪ Integrated Water Supply Project - Barmer, Rajasthan	5,953
• Koyambedu, Chennai – 45 MLD TTP	5,910
▪ Desal & STP order, Saudi Arabia	5,579
• AMAS, Bahrain – 40 MLD STP	3,321
• APGENCO – BOP with Water Management	2,768
• OWSSB, Orissa – STPs with O&M	1,608
• Guheshwori, Nepal – STP	1,309
▪ Ismailia, Egypt – 180 MLD WTP	1,038

## Key Framework Contracts \*

- Libya STP of Rs. 6,114 mn
- Tobruk, Libya Desal of Rs. 1,181 mn

## Framework Contracts won in FY 16

- Al Saad, Saudi Arabia BWRO of Rs. 1,364 mn

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

## Guidance for FY 17

**Revenue : INR 30 Bn – INR 32 Bn & Order Intake : INR 40 Bn – INR 42 Bn**



**For further information, please contact**

---

**Company :**

VA Tech Wabag Ltd.  
CIN - L45205TN1995PLC030231

Mr. Parthasarathy G, 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)