

10th August 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 ended 30th June 2017

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 ended 30th June 2017 made to Investors/ Analysts.

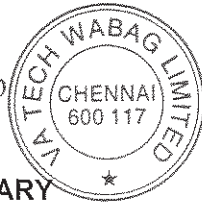
The aforesaid presentation is also being hosted on the website of the Company, www.wabag.com in accordance with Regulation 46 of the SEBI Regulations.

Kindly take on record the same.

Thanking you,

For VA TECH WABAG LIMITED


R SWAMINATHAN
COMPANY SECRETARY



Encl: as above

Sustainable solutions, for a better life

Water

+ve



VA TECH WABAG LTD.

**Result Update Presentation
Q1 FY 18**

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Key Highlights Q1 FY 18

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Quarterly Performance

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Order Book Analysis

Key Highlights Q1 FY 18



- Consolidated Sales up by 15 %
- Consolidated EBITDA up by 52 %
- Consolidated PAT at Rs. 84 Mn up by 61 %
- Order intake of over Rs. 7 Bn
- Order backlog of over Rs. 82 Bn including framework contracts of Rs. 8.7 Bn



**Produced Water Treatment Plant,
Suplacu de Barcau, Romania**

Quarterly Performance



RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q1 FY18	Q1 FY 17	YOY %	FY 17
Revenue from Operations	3,545	2,602	36%	17,984
Cost of Sales	2,676	1,941	38%	13,980
Total Cost of Operations (TCO)	501	425	18%	1,984
EBITDA	369	237	56%	2,020
EBITDA margin	10.4%	9.1%		11.2%
Other Income (Interest Income & Dividends)	2	3	-50%	74
Net (Gain) / Loss on Forex	0	-101		-139
Interest & Finance Charges	71	49	44%	233
Depreciation & Amortization	23	24	-3%	95
Exceptional Item	-	-		643
Tax	96	93	3%	510
Profit After Tax	181	175	3%	750
PAT margin	5.1%	6.7%		4.2%

- Robust growth in topline aided by a healthy order backlog and speed of execution
- EBITDA growth by an impressive 56% through efficiencies on execution of big ticket orders
- Increase in Interest & Finance Charges is mainly on account of increase in Bank charges

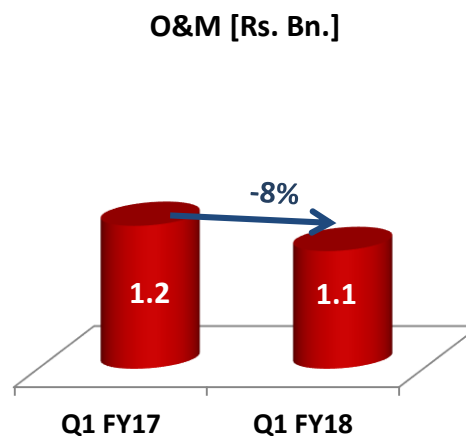
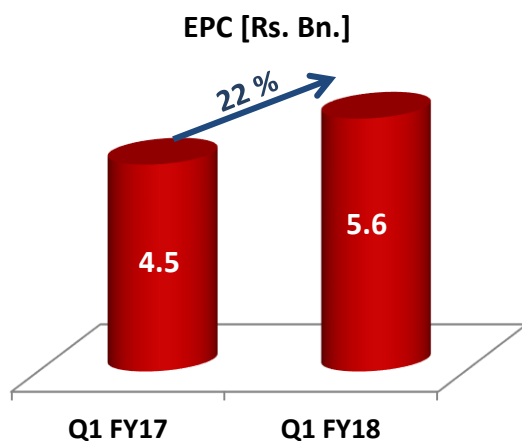
RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q1 FY18	Q1 FY 17	YOY %	FY 17
Revenue from operations	6,686	5,803	15%	32,079
Cost of Sales	5255	4,634	13%	25,388
Total Cost of Operations (TCO)	1012	894	13%	3,725
EBITDA	418	275	52%	2,966
EBITDA margin	6.3%	4.7%		9.3%
Other Income (Interest Income & Dividends)	6	10	-33%	97
Net (Gain) / Loss on Forex	-13	-46	-71%	-15
Interest & Finance Charges	133	119	12%	526
Depreciation & Amortization	45	46	-1%	191
Tax	160	109	46%	667
Share of Profits from Associates / MI	-16	-4	322%	-671
Profit After Tax	84	52	61%	1,024
PAT margin	1.3%	0.9%		3.2%

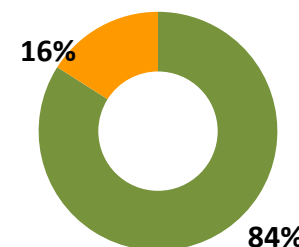
- Robust execution from the Standalone ramped up the topline growth by 15% despite translation impact due to Rupee appreciation against Euro by 6%
- Good margins and higher revenues in IIUs reflects the growth of Operating Profits by an impressive 52%

Revenue Breakup – Q1 FY18

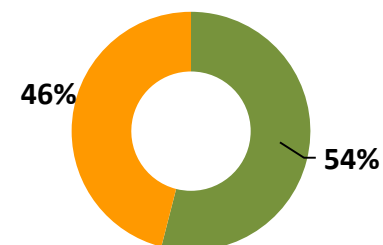
Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	1,783	1,381	257	124	3,545
Wabag Overseas	1,115	1,318	450	258	3,141
Total	2,898	2,699	707	382	6,686



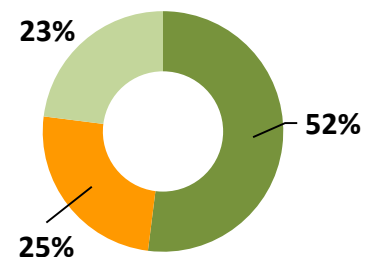
■ EPC ■ O&M



■ Municipal ■ Industrial



■ India ■ Europe MDUs* ■ IIUs #



Key Projects Contributing to Revenue – Q1 FY18

Project Details	Revenue recognized [Rs. Mn]
▪ Petronas RAPID, Malaysia – ETP	1488
▪ AMAS, Bahrain – STP	563
▪ Polgahawela, Sri Lanka – WTP	443
▪ APGENCO – BOP with Water Management	351
▪ Koyambedu, Chennai – TTP	290
▪ Long Phu 1, Vietnam – WTP	267
▪ Sanilurfa, Turkey – STP	256
▪ OWSSB, Orissa – STP	133
▪ Guheshwori, Nepal – STP	132
▪ UP Jalnigam, Varanasi – STP	121

Order Book Analysis – Q1 FY18

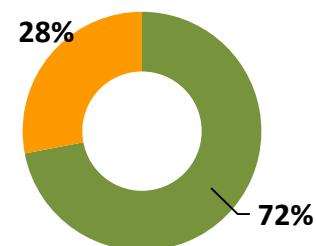


Order Intake Breakup

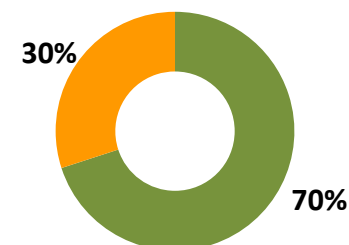
Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	2,973	1,411	1,097	315	5,797
Wabag Overseas	664	25	185	360	1,234
Total	3,637	1,436	1,282	675	7,030

Key Orders Received	Order Value (Rs. Mn)
■ K&C Valley, Bengaluru – STP	3,865

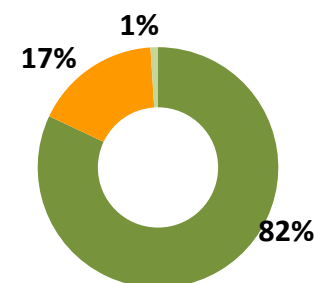
■ EPC ■ O&M



■ Municipal ■ Industrial

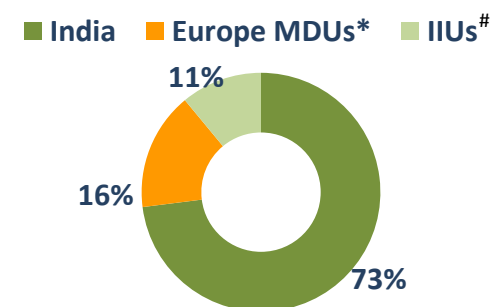
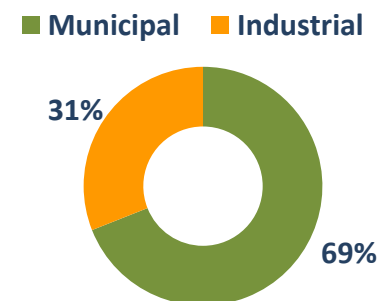
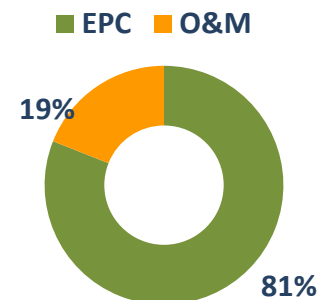
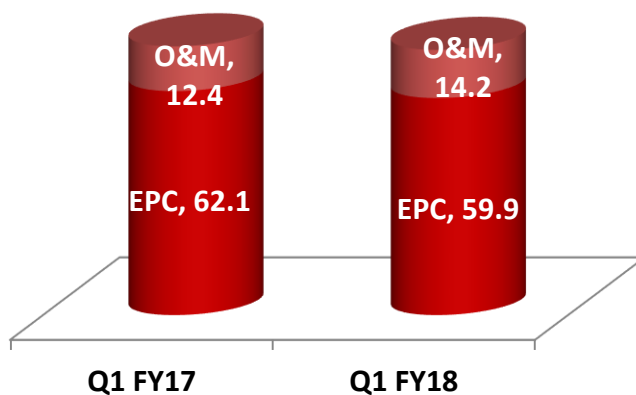


■ India ■ Austria MDUs* ■ IIUs#



Order Book Composition

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	24,759	16,443	12,305	543	54,050
Wabag Overseas	13,774	4,928	492	874	20,068
Framework Contracts					8,659
Total	38,533	21,371	12,797	1,417	82,777



Order Book of Rs. 74.1 Bn & Framework Contracts of Rs. 8.7 Bn

Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
• Petronas RAPID ETP, Malaysia	6,923
▪ Dangote ETP & RWTP, Nigeria	6,942
• Polgahawela, Sri Lanka – WTP	5,985
• Koyambedu, Chennai – TTP	5,455
• Desal & STP Order, Saudi Arabia	5,083
▪ K&C Valley, Bengaluru – STP	3,865
▪ Integrated Water Supply Project - Barmer, Rajasthan	2,401
▪ APGENCO – BOP with Water management	3,103
▪ Pertamina, Indonesia, SWRO	2,073
• AMAS, Bahrain – STP	1,780

Key Framework Contracts *

- Libya STP of Rs. 6,114 mn
- Tobruk, Libya Desal of Rs. 1,181 mn
- 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 18

Revenue : INR 38 Bn – INR 40 Bn & Order Intake : INR 43 Bn – INR 45 Bn



For further information, please contact

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