



JISL/SEC/2020/11/B-2/B-6

10th November, 2020

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 10th November, 2020 for your record and reference.

Please receive the above in order and acknowledge.

Thanking you,

Yours faithfully,

For Jain Irrigation Systems Limited,

**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.®

Q2 FY20-21 & 1H 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.



Hi-tech Agri Input Division (Hi-Tech)

- This is lean season due to rains for micro irrigation business.
- Overseas micro irrigation business has improved earnings.

Plastic Division (Plastic)

- Growth in India

Agro Processing Division (Agro)

- Continued challenging performance due to bad onion & mango season

Way forward

- Focus on executing order in hand worth INR 4,300 cr
- Focus on Working Capital and Operational efficiency
- Focus on strengthening the Balance Sheet

Financial Performance: 2Q & 1H FY21

Standalone

Rs. Mn

| | Q2FY21 | Q2FY20 |
|----------|--------|--------|
| Revenue | 3,947 | 3,958 |
| EBIDTA | 58 | 10 |
| PAT | -1,069 | -1,131 |
| Cash PAT | -664 | -732 |

Consolidated

Rs. Mn

| | Q2FY21 | Q2FY20 |
|----------|--------|--------|
| Revenue | 12,683 | 13,883 |
| EBIDTA | 734 | 804 |
| PAT | -1,703 | -1,336 |
| Cash PAT | -732 | -432 |

Standalone

Rs. Mn

| | 1HFY21 | 1HFY20 |
|----------|--------|--------|
| Revenue | 8,657 | 12,239 |
| EBIDTA | 144 | 1,628 |
| PAT | -2,099 | -968 |
| Cash PAT | -1,285 | -189 |

Consolidated

Rs. Mn

| | 1HFY21 | 1HFY20 |
|----------|--------|--------|
| Revenue | 26,559 | 32,796 |
| EBIDTA | 1,512 | 3,499 |
| PAT | -3,290 | -1,115 |
| Cash PAT | -1,394 | 615 |

**Segment
Overview:
Q2 & 1H FY21**

| Standalone Revenue | | Rs. Mn | Rs. Mn | |
|---------------------|--------------|--------------|--------------|---------------|
| | 2Q FY21 | Growth y-o-y | 1H FY21 | Growth y-o-y |
| Hi-tech Agri Inputs | 2,436 | -1.0% | 5,118 | -26.6% |
| Plastic | 1,502 | 10.4% | 3,476 | -31.3% |
| Other | 9 | -93.5% | 63 | -69.8% |
| Total | 3,947 | -0.3% | 8,657 | -29.3% |

| Consolidated Revenue | | Rs. Mn | Rs. Mn | |
|----------------------|---------------|---------------|---------------|----------------|
| | 2Q FY21 | Growth y-o-y | 1H FY21 | Growth y-o-y |
| Hi-tech Agri Inputs | 6,848 | -5.58% | 14,864 | -10.96% |
| Plastic | 2,164 | -0.62% | 4,721 | -30.36% |
| Agro / Food | 3,500 | -16.63% | 6,659 | -25.13% |
| Other | 171 | -32.97% | 315 | -26.37% |
| Total | 12,683 | -8.64% | 26,559 | -19.02% |

| Exports from India | | Rs. Mn | Rs. Mn | |
|---------------------|--------------|---------------|--------------|---------------|
| | Q2 FY21 | Growth y-o-y | 1H FY21 | Growth y-o-y |
| Hi-tech Agri Inputs | 402 | 31.4% | 711 | 2.0% |
| Plastic | 230 | -20.9% | 351 | -44.4% |
| Agro /Food | 639 | -23.9% | 1,478 | -23.4% |
| Total | 1,270 | -11.5% | 2,539 | -22.0% |

Order Book
Position :
2Q FY 21

Standalone

Rs. Mn

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

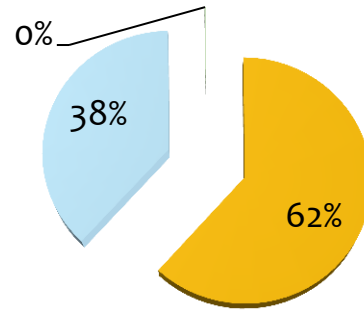
Consolidated

Rs. Mn

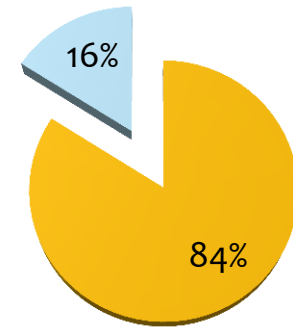
| | Order Book Position |
|---------------------|---------------------|
| Hi-tech Agri Inputs | 23,771 |
| Plastic | 6,793 |
| Agro / Food | 11,278 |
| Other | 1,161 |
| Total | 43,003 |

Revenue Overview : Q2 FY21

Standalone

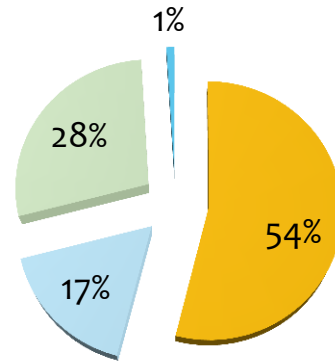


■ Hi-Tech ■ Plastics ■ Other

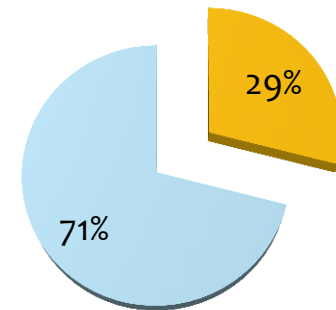


■ Domestic ■ Export

Consolidated



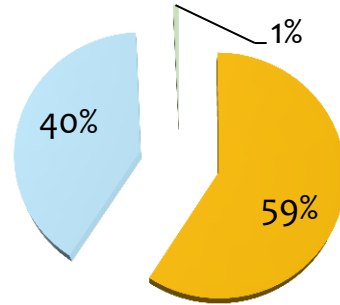
■ Hi-Tech ■ Plastics ■ Agro ■ Other



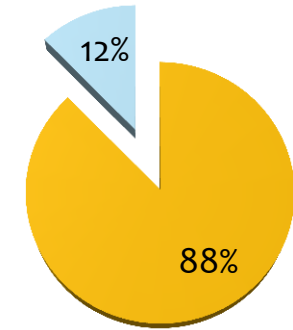
■ India ■ Rest of World

Revenue Overview : 1H FY21

Standalone

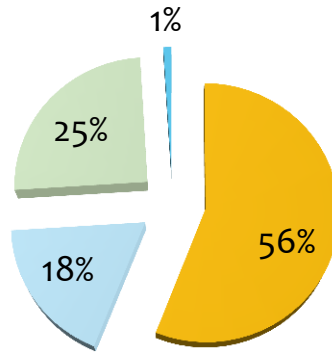


■ Hi-Tech ■ Plastics ■ Other

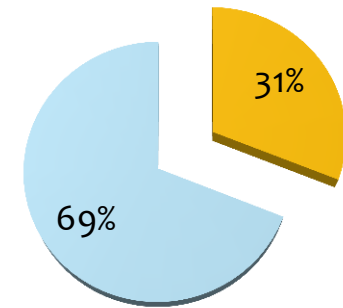


■ Domestic ■ Export

Consolidated



■ Hi-Tech ■ Plastics ■ Agro ■ Other



■ India ■ Rest of World

Standalone

| Days | DSO Sept 30, 2020 | | | DSO June 30, 2020 | | | DSO Sept 30, 2019 | | |
|---------------|-------------------|------------|------------|-------------------|------------|------------|-------------------|------------|------------|
| | Inventory | AR | Net WC | Inventory | AR | Net WC | Inventory | AR | Net WC |
| Hi Tech | 214 | 643 | 769 | 228 | 640 | 767 | 111 | 314 | 364 |
| Plastic | 58 | 248 | 291 | 60 | 270 | 292 | 29 | 166 | 150 |
| Standalone Co | 170 | 497 | 608 | 172 | 503 | 599 | 83 | 263 | 292 |

Consolidated

| Days | DSO Sept 30, 2020 | | | DSO June 30, 2020 | | | DSO Sept 30, 2019 | | |
|-----------------|-------------------|------------|------------|-------------------|------------|------------|-------------------|------------|------------|
| | Inventory | AR | Net WC | Inventory | AR | Net WC | Inventory | AR | Net WC |
| Hi Tech | 128 | 239 | 314 | 127 | 240 | 310 | 100 | 184 | 237 |
| Plastic | 66 | 146 | 197 | 68 | 153 | 194 | 44 | 129 | 130 |
| Agro | 197 | 64 | 170 | 195 | 62 | 165 | 217 | 60 | 176 |
| Consolidated Co | 143 | 167 | 252 | 141 | 168 | 245 | 118 | 146 | 206 |

Working Capital Analysis

Debt Position

| | Rs. Bn | | | |
|---------------------|-----------------|-----------------|---------------|-----------------|
| | Sep 30, 2020 | Jun 30, 2020 | Change QoQ | Sep 30, 2019 |
| Standalone | | | | |
| Long Term | 7.42 | 7.44 | -0.02 | 7.31 |
| Short Term | 25.58 | 24.80 | 0.79 | 22.20 |
| Gross Debt | 33.00 | 32.24 | 0.77 | 29.51 |
| Net Debt | 31.39 | 30.46 | 0.93 | 28.92 |
| | | | | |
| Consolidated | | | | |
| Long Term | 31.52 | 32.07 | -0.55 | 30.81 |
| Short Term | 36.94 | 36.60 | 0.35 | 32.99 |
| Gross Debt | 68.46 | 68.66 | -0.20 | 63.81 |
| Net Debt | 65.64 | 65.20 | 0.43 | 62.17 |

- - 5% of gross debt (standalone) & 47% of gross debt (consolidated) is in foreign currency as of Sep 30, 2020

Standalone Long Term Foreign Currency Loan (FCL) Repayment Schedule

| Year | FY 21 (6months) | FY 22 | FY 23 | FY 24-25 | Total |
|-------------------------|--------------------|-------|-------|----------|--------------|
| Eq. US Dollar mn | 19.32 | 2.71 | 0.67 | 0.92 | 23.63 |

Jain Irrigation – A snapshot

1963

Started our trading business in agricultural inputs and equipment. Company has



33 manufacturing plants



5.2mm

Farmer lives have been touched



Rs 88 bn

Revenues in 2018-19



12,200

Associates globally



Incorporated in **1986**



10,555+

Dealers and distributors base globally



120+ countries reached through our products



#1
Micro-irrigation company in India



#2
Micro-irrigation company globally



#1
Manufacturer of plastic pipes in India



#1
In mango processing globally



#1
In tissue culture production of banana and pomegranate globally



#3
In onion and vegetable dehydration globally

Touching lives in more ways than one



Smart Irrigation Solutions & Precision Agriculture Technologies for Sustainable Future

• Precision Irrigation - Integrated Solutions for Command Areas

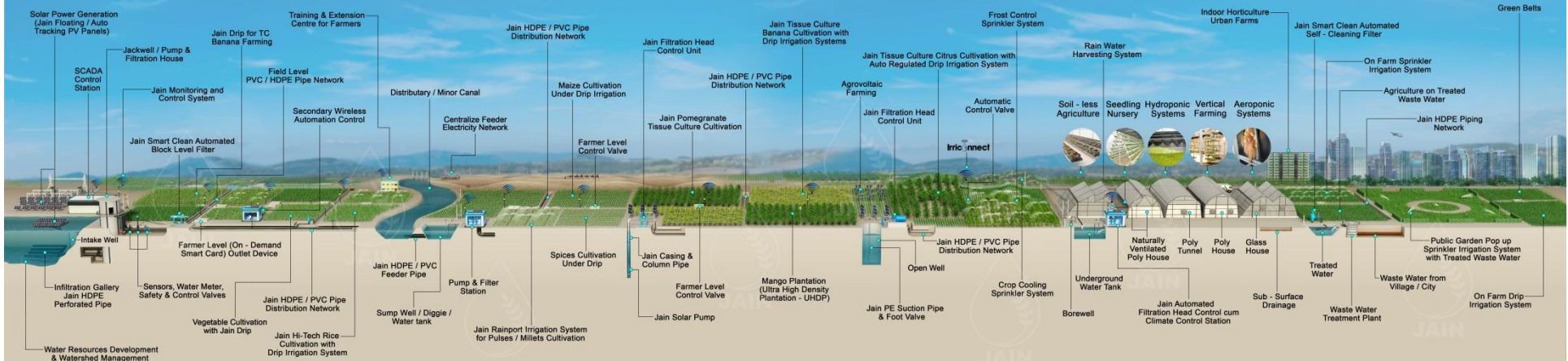
• Modernisation of Canal Networks with Integrated Irrigation Solutions

• Community Well Based Solar Powered Integrated Irrigation Solutions

• Hi - Tech Integrated Agriculture Solutions

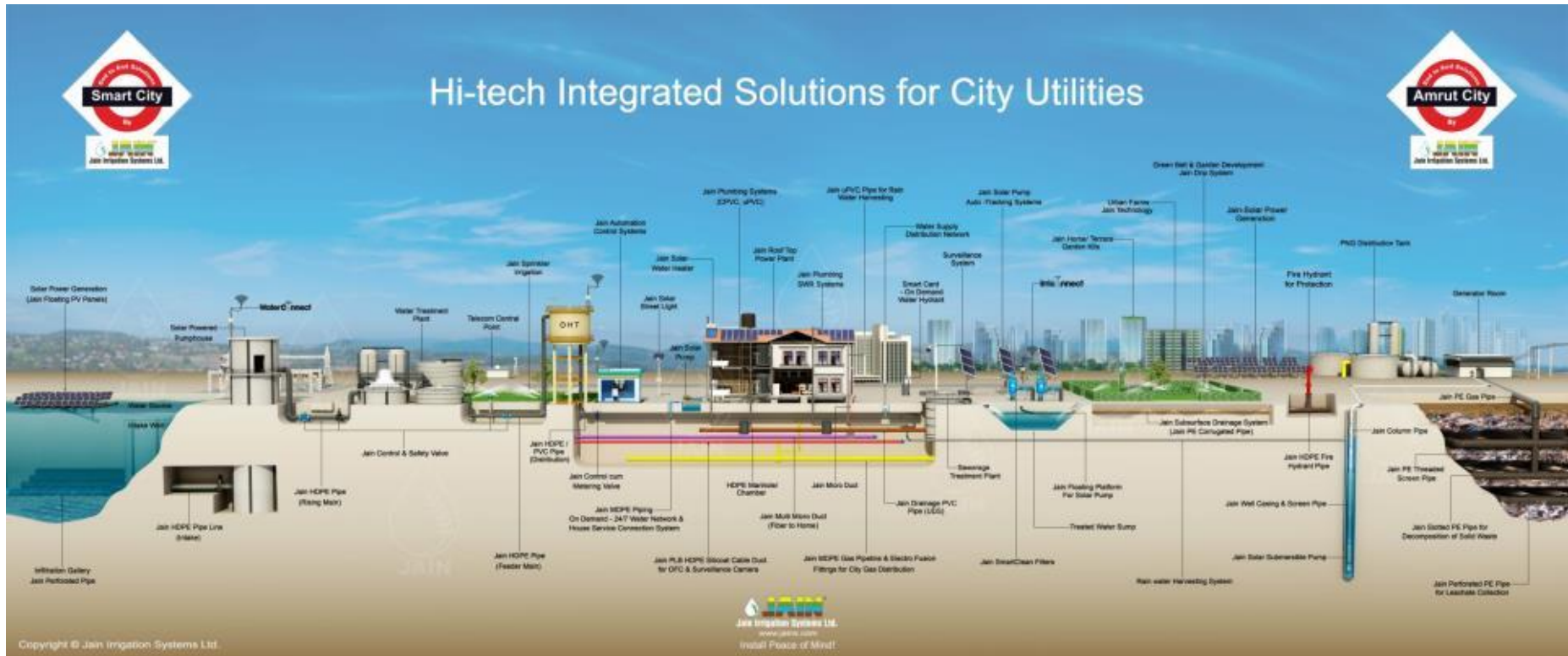
• Precision Farming Solutions - Environment Controlled Agriculture

• Treated Waste Water Reuse for Agriculture through Micro Irrigation



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Water Wise: More Crop Per Drop



Smart City: Objective is to promote cities that provide core infrastructure and give a decent quality of life to its citizens, a clean and sustainable environment and application of 'Smart' Solutions

AMRUT: Atal Mission for Rejuvenation and Urban Transformation

Onion Processing

2nd largest onion dehydrator in the world

Key highlights

- First plant established at Jalgaon in 1995
- 2 plants in India and 1 in US, with total capacity to manufacture ~34,700 MT of product
- Catering to major players in dehydrated soups and ready to eat/cook products in 28 countries
- Fully automated, longest dryer developed and commissioned for onion dehydration
- Conversion of Dryer from Steam heated to hot air heated, resulting in 20% increase in production capacity
- Has also successfully done a pilot project for fresh fruits

Product Range

Onion dehydration



Fruit Processing

Largest mango processor in the world

Key highlights

- First plant established at Jalgaon in 1997, to manufacture Aseptic fruit purees and concentrates
- Clarified Juice production and frozen pulp processing started in 2006-07
- UHDP for mango developed and commercialized in 2011
- Catering to major players in juice, baby foods and confectionaries in 38 countries
- Developed the concept of ECRC based ripening for Mango, first time in the world
- Developed and implemented Hot Water System for Mango to reduce wastage during ripening

Product Range



Spices Business

One of the largest Spice processing facilities in India

Key Highlights

- Only Integrated facility right from Drying to Milling.
- Complete Agri value chain from Seed to Processing.
- Contract Farming planned with more than 5000 Farmers.
- Plant processes 100% pure spices in Dry & Wet form.
- Technology to retain volatile and essential oil content of spices.
- Capable to produce 100% Steam sterilized products.
- Allergen Free Facility
- Four independent processing lines ~ dedicated line for Chili, Root Spices, Seed Spices and Pepper.

Product Range



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





Thank You