


Jain Irrigation Systems Ltd.

Small Ideas. Big Revolutions.®

"Leave this world better than you found it."

Founder - Bhavarlal H. Jain (1937 - 2016)

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E-mail: jainmumbai@jains.com; Visit us at: www.jains.com.

JISL/SEC/2019/02/B-2, B-6

12.02.2019

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 : cmlist@nse.co.in

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

Sub: Investor Communication

Dear Sir,

Attached is the Investor Communication issued by the Company after the Board Meeting held on 12th February, 2019 for your record and reference.

Please acknowledge.

Thanking you,

Yours faithfully,
For Jain Irrigation Systems Ltd.



A. V. Ghodgaonkar
Company Secretary



Quality is way of Life
Jain Irrigation, Plastic Park is an ISO 9001,
ISO 14001 & BS CHESAS 19001 Certified Company

Regd. Off.: Jain Plastic Park, P.O. Box: 72, N.H. No. 6, Jalgaon - 425 001. India.
Tel: +91-257-2258011; Fax: +91-257-2258111; E-mail: jisl@jains.com; Visit us at: www.jains.com
CIN: L29120MH1986PLC042028





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.®

Q3 & 9M FY19

**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 for and 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)

- Significant increase in MIS project sales

Plastic Division (Plastic)

- A very strong quarter for PE pipe industrial solutions business
- Additional export business/orders in pipeline
- Globally strong growth in Sheet business

Agro Processing Division (Agro)

- Positive growth in business in India
- US business achieving revenue growth
- European food business stable

Way forward

- Focus on execution of orders in hand, order book at Rs 51,928 million
- Positive momentum in business cycle
- Company to increase emphasis on exports

Performance Overview : Q3 FY19

Standalone

Rs. Mn	Revenue	Growth y-o-y	Order Book Position
Hi-tech Agri Inputs	6,167	10.9%	24,311
Plastic	4,664	9.0%	11,749
Other	154	-39.2%	70
Total	10,985	8.8%	36,130

Consolidated

Rs. Mn	Revenue	Growth y-o-y	Order Book Position
Hi-tech Agri Inputs	10,238	5.7%	30,107
Plastic	5,496	16.6%	12,055
Agro	4,107	10.5%	9,012
Other	537	-0.5%	754
Total	20,377	9.2%	51,928

Exports from India

Rs. Mn	Q3 FY19	Growth y-o-y	9M FY19	Growth y-o-y
Hi-tech Agri Inputs	787	-20.4%	2,173	-5.3%
Plastic	256	-11.1%	1,376	18.3%
Agro	1,471	4.9%	5,323	2.6%
Total	2,513	-6.2%	8,873	2.6%

Financial Performance: Q3 FY19

Standalone

Rs Mn	Q3FY19	Q3FY18
Revenue	10,985	10,093
EBIDTA	2,011	1,819
PAT	630	647
Cash PAT	1,022	1,117

- EBIDTA Margin for Q3 FY19 stood at 18.31%
- PAT slightly lower due to higher taxes

Consolidated

Rs Mn	Q3FY19	Q3FY18
Revenue	20,377	18,656
EBIDTA	2,722	2,523
PAT	915	673
Cash PAT	1,673	1,514

- EBIDTA Margin for Q3 FY19 stood at 13.36%
- PAT showed increase of 35.96% on YoY basis

Financial Performance: 9M FY19

Standalone

Rs Mn	9MFY19	9MFY18
Revenue [^]	31,082	26,635
EBIDTA	5,599	4,590
PAT	1,522	1,216
Cash PAT	2,867	2,628

[^]Net of Excise duty

- EBIDTA Margin for 9M FY19 stood at 18.01%
- PAT enhanced by 25.16% on YoY basis

Consolidated

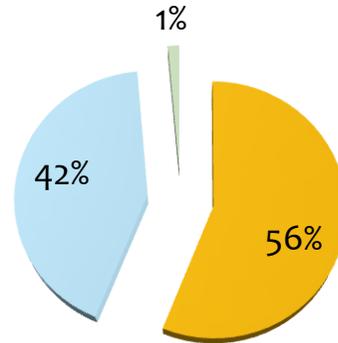
Rs Mn	9MFY19	9MFY18
Revenue [^]	59,939	50,955
EBIDTA	8,213	7,206
PAT	1,981	1,286
Cash PAT	4,390	3,802

[^]Net of Excise duty

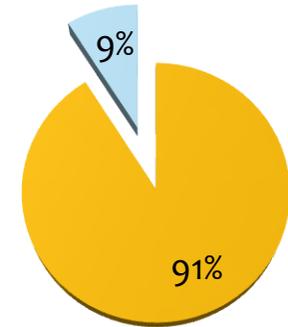
- EBIDTA Margin for 9M FY19 stood at 13.70%
- PAT grew 54.04% on YoY basis

Revenue Overview : Q3 FY19

Standalone

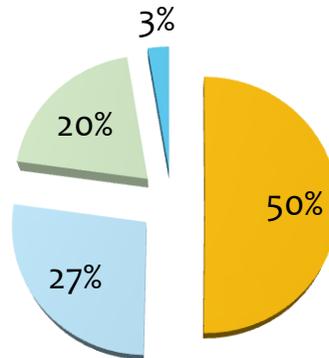


■ Hi-Tech ■ Plastics ■ Other

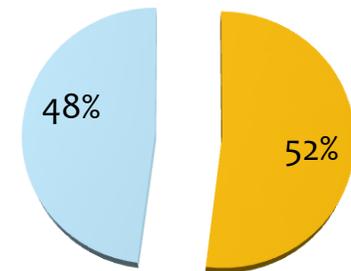


■ Domestic ■ Export

Consolidated



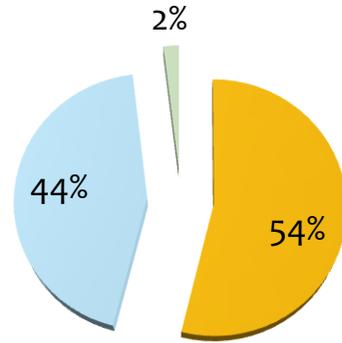
■ Hi-Tech ■ Plastics ■ Agro ■ Other



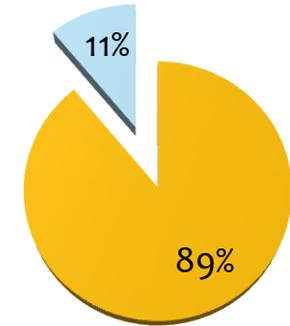
■ India ■ Rest of World

Revenue Overview : 9M FY19

Standalone

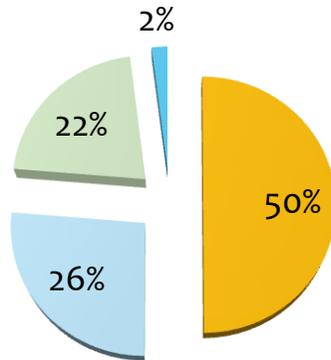


■ Hi-Tech ■ Plastics ■ Other

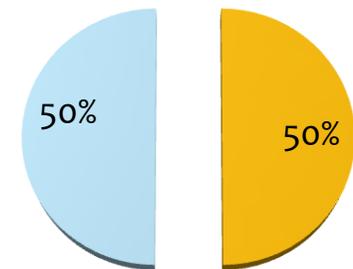


■ Domestic ■ Export

Consolidated



■ Hi-Tech ■ Plastics ■ Agro ■ Other



■ India ■ Rest of World

Working Capital Analysis

Standalone

Days	DSO Dec 31, 2018			DSO Sept 30, 2018			DSO Dec 31, 2017		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	105	190	206	110	188	219	103	179	206
Plastic	37	103	89	43	87	77	54	98	64
Standalone Co	81	156	164	85	148	164	88	152	158

Consolidated

Days	DSO Dec 31, 2018			DSO Sept 30, 2018			DSO Dec 31, 2017		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	116	128	170	116	131	180	111	133	184
Plastic	50	91	92	60	79	86	67	92	81
Agro	240	55	187	246	60	190	259	55	211
Consolidated Co	129	103	158	131	105	162	136	109	168

MIS Analysis - India

MIS –Revenue

Rs Mn	Q3FY19	Q3FY18	Change YoY%
Retail	3,206	3,174	1.01%
Project	1,997	1167	71.17%
Domestic Total	5,203	4,341	19.86%
Export	787	989	-20.49%
Total	5,990	5,330	12.37%

MIS –Receivables

Rs Mn	30-Sept-17	31-Dec-17	30-Sept-18	31-Dec-18	Change QoQ
Retail	1,804	1,961	1,886	1,761	-125
Govt. Subsidy	3,717	4,157	3,290	4,050	760
Project	2,835	3,090	4,956	4,514	-442
Export	1,112	1,408	2,661	3,004	343
Total	9,468	10,616	12,793	13,329	536

Debt Position

Rs Bn.	Dec 31, 2018	Sep 30, 2018	Change QoQ	Mar 31, 2018
Standalone				
Gross Debt	16.76	18.45	-1.69	12.02
Net Debt	16.35	15.78	0.57	9.37
Consolidated				
Gross Debt	51.34	52.82	-1.48	43.09
Net Debt	49.89	49.12	0.77	38.91

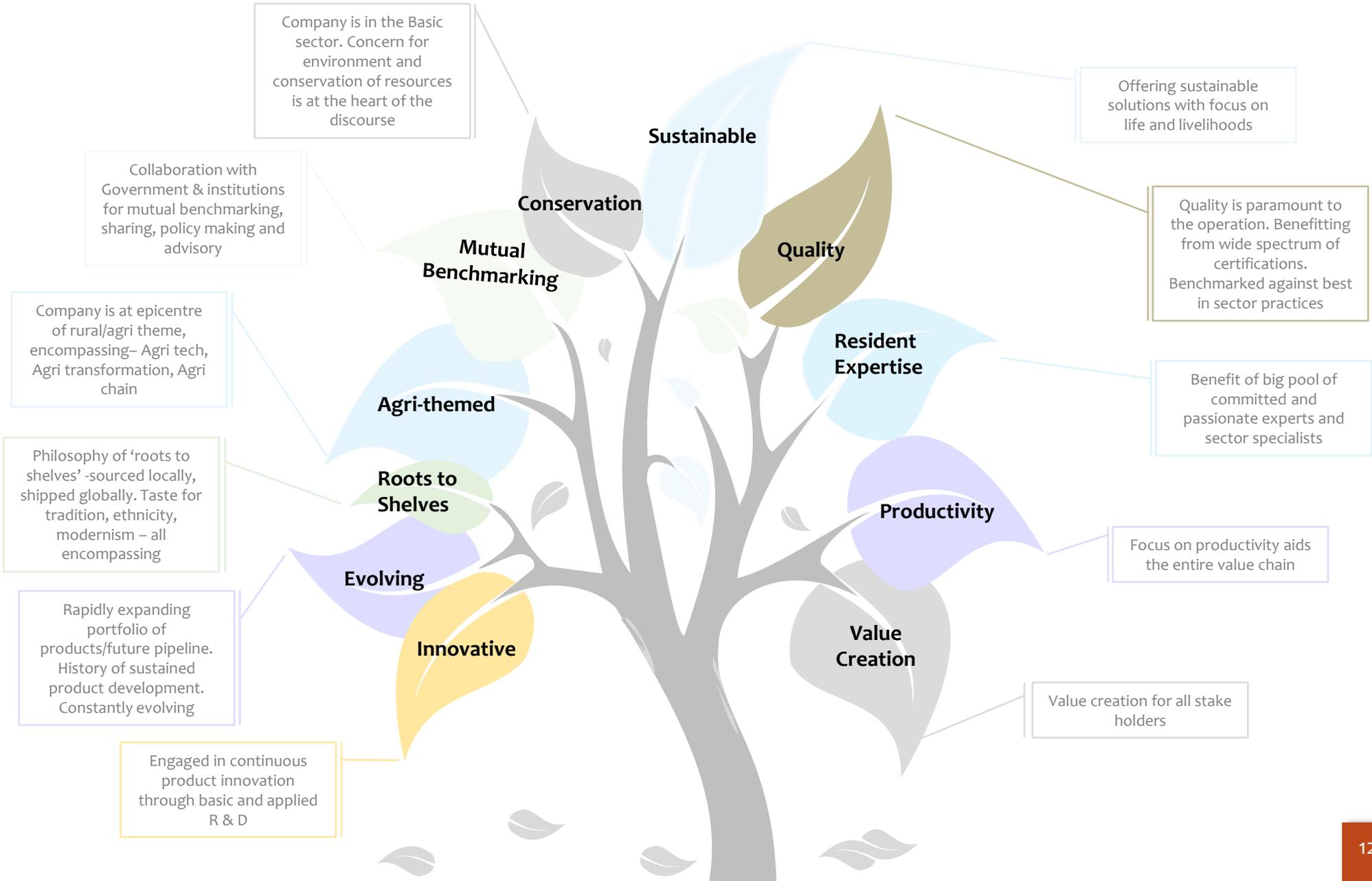
- 13% of gross debt (standalone) & 65% of gross debt (consolidated) is in foreign currency as of Dec 31, 2108

Standalone Long Term Foreign Currency Loan (FCL) Repayment Schedule

Year	FY19 (3 M)	FY 20	FY 21	FY 22-23	Total
Eq. US Dollar mn	-	12.71	12.50	2.47	27.68*

*The Company has hedged US\$ 8.50 mn of its long term foreign currency loans

JISL – Sustainable growth



Jain Irrigation – A snapshot

1963

Started our trading business in agricultural inputs and equipment. Company has **30**



manufacturing plants



5.2mm

Farmer lives have been touched



Rs 80 bn

Revenues in 2017-18



12,000

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

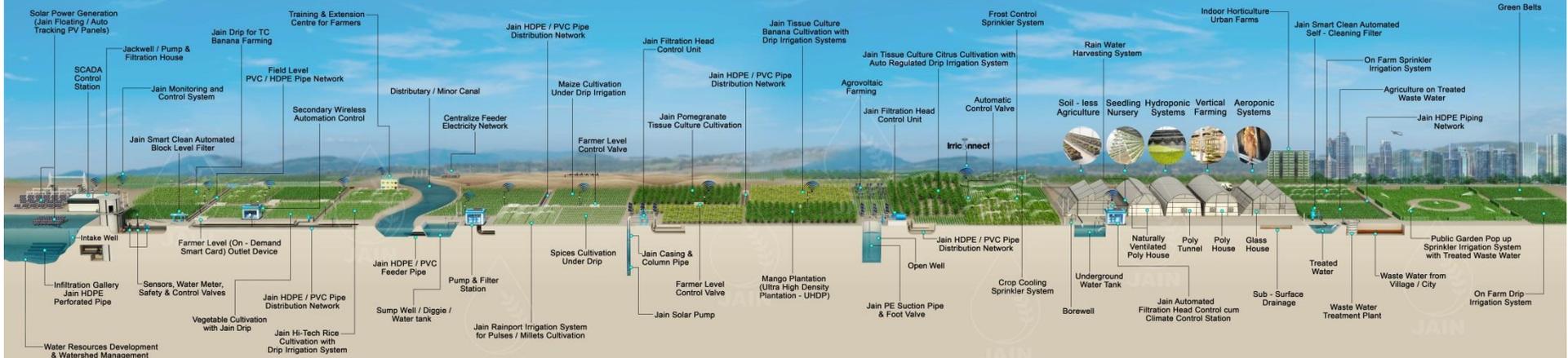
• Modernisation of Canal Networks with Integrated Irrigation Solutions

• 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



➤ Jain Irrigation baggs one more order of Integrated Micro Irrigation Project in Karnataka

- Jain Irrigation has been awarded yet another order of Integrated Micro Irrigation Project in Karnataka. The project is based on "**Resource To Root**" concept pioneered by Jain Irrigation, which fulfils both the objectives of PMKSY (**Pradhan Mantri Krishi Sinchai Yojna**) i.e. "**Har Khet Ko Pani**" and "**Per Drop More Crop**" to bring the reforms in irrigation sector. This project is based on unique concept of integrated Lift cum Drip irrigation project which is incorporated on such a large scale in canal command areas. This project is basically planned for improving water use efficiency in canal command areas through conduit distribution and use of Drip Irrigation system from main canal onwards. Stated outlay of the project is INR 584 crores.

➤ Jain Irrigation, Inc., acquires smart irrigation pioneer ETwater:

- The acquisition will expand ETwater efficiencies throughout the U.S. and now worldwide to become a gold standard in sustainable water management globally. The cloud-based ETwater platform takes environmental data from multiple sources, including landscape specific information such as plant types, soil, slope conditions, and more to generate an automated, scientifically calculated watering schedule that will adjust as the weather changes. ETwater patented technology integrates data science, machine learning and predictive analytics about weather forecast and environmental variables to automatically, optimally adjust site-specific irrigation schedules.

➤ **Jain Irrigation Receives Rs.1.27 Bn Export order from RWANDA:**

- Jain Irrigation Systems Limited announced a \$18.27 Million (Approx. INR 127 Crores) contract by Rwanda Agriculture Board (RAB), Kigali, Rwanda for irrigation and watershed development (1220 /1752 Ha) in Mahama Sector under Export Targeted Modern Irrigated Agriculture Projects in Rwanda. Project is financed by EXIM Bank of India under Gov. of India Line Of Credit (LOC) program. JISL has full responsibility of development infrastructure for various irrigation systems viz. Sprinkler Irrigation, Center pivot & pipe hydrant system and all irrigation systems will work under gravity and as EPC contractor JISL has ability to design the same. JISL intends to complete the project in next 18 months.

➤ **Jain Irrigation to execute Integrated Drip Irrigation project in Vidarbha region**

- Jain Irrigation to do Integrated Drip Irrigation project in Vidarbha region through a project worth INR 2.4 bn. More than 10,000 farmers and 20,748 acre command area covering 65 villages of Arvi Taluka of Wardha district of Maharashtra will benefit from the project. The project shall be executed within 24 months. This project aims to improve water use efficiency up to 90% (from existing 35%) in canal command areas by using Pressurized Piped Distribution Network (PDN) and On-Farm Micro Irrigation (Drip/Sprinkler) system as per the mandate of GoI under PMKSY.

➤ Jain Irrigation bags India's Largest Major Irrigation Project

- Jain Irrigation Systems Limited has received Letter of Intent from Water Resources Department, Government of Madhya Pradesh to execute the Mohanpura Major Project. In this project, the total Cultivable Command area of 228,475 acre is to be brought under Micro irrigation. The value of the project is INR 9.8 bn and the project is to be completed in 36 months. This pressurized piped irrigation project is to be designed in such a way that every farmer will be able to attach their micro irrigation systems at a later stage to the outlets provided at every 1 Ha level.

➤ Jain Irrigation gets 6 Plex Council awards -PVC Foam sheet, Pipes & Hoses and Micro-Irrigation Departments

- Jain Irrigation Systems Limited has won the export awards in all three different groups (PVC Sheet, PVC pipes and hoses and drip-irrigation departments) for the first number in 2015-16 and 2016-17. The Company was felicitated in a grand ceremony held in Hotel Leela, Mumbai at the hands of Union Commerce & Industries Minister Suresh Prabhu.



Thank You