



JISL/SEC/2021/02/B-2/B-6

13th February, 2021

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: Revised - Investor Communication.

Dear Sir/Madam,

Attached is the Investor Communication issued by the Company after the Board Meeting held on 13th February, 2021 for your record and reference.

Revisions in Investor Presentation are as:

1. Q3 Highlights - Pg. No. 3

Please receive the above in order and acknowledge.

Thanking you,

Yours faithfully,

For Jain Irrigation Systems Ltd.

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.®

Q3 FY20-21 & 9M 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.



Improved Revenue

- **Hi-tech Agri Input Division**
 - During 3QFY21, Standalone revenue increased by 59% on YoY basis
 - During 3QFY21, Consolidated revenue increased by 36% on YoY basis
- **Plastic Division**
 - During 3QFY21, Standalone revenue increased by 32% on YoY basis
 - During 3QFY21, Consolidated revenue increased by 10% on YoY basis

Improved Profitability

- Positive growth in Standalone EBIDTA margin from -26.8% to 7.3% on YoY basis
- Positive growth in Consolidated EBIDTA margin from -6.3% to 8.6% on YoY basis

Improvement in Working Capital Cycle

- On the path of improvement in working capital cycle, on QoQ basis in 3QFY21, improvement in the net working capital from 608 days to 540 days on standalone basis and from 252 days to 241 days on consolidated basis

Way forward

- Focus on executing orders in hand worth INR 4,200 cr
- Focus on improvement in Working Capital and Operational efficiency
- Focus on strengthening the Balance Sheet

Financial
Performance:
3Q & 9M FY21

Standalone Rs. Mn

	Q3FY21	Q3FY20
Revenue	5,225	3,524
EBIDTA	382	-943
PAT	-752	-1,832
Cash PAT	-354	-1,436

Consolidated Rs. Mn

	Q3FY21	Q3FY20
Revenue	14,283	13,000
EBIDTA	1,225	-819
PAT	-1,228	-2,838
Cash PAT	-276	-1,939

Standalone Rs. Mn

	9MFY21	9MFY20
Revenue	13,882	15,763
EBIDTA	526	685
PAT	-2,851	-2,801
Cash PAT	-1,638	-1,625

Consolidated Rs. Mn

	9MFY21	9MFY20
Revenue	40,842	45,976
EBIDTA	2,737	2,680
PAT	-4,518	-3,953
Cash PAT	-1,670	-1,324

Segment
Overview:
Q3 & 9M FY21

Standalone Revenue			Rs. Mn	
	3Q FY21	Growth y-o-y	9M FY21	Growth y-o-y
Hi-tech Agri Inputs	3,444	59.1%	8,562	-6.3%
Plastic	1,724	32.4%	5,200	-18.2%
Other	57	-0.6%	121	-54.3%
Total	5,225	48.3%	13,882	-11.9%

Consolidated Revenue			Rs. Mn	
	3Q FY21	Growth y-o-y	9M FY21	Growth y-o-y
Hi-tech Agri Inputs	8,100	35.7%	22,964	1.3%
Plastic	2,340	9.6%	7,061	-20.8%
Agro / Food	3,324	-29.2%	9,983	-26.5%
Other	5,19	158.5%	834	32.7%
Total	14,283	9.9%	40,842	-10.8%

Exports from India			Rs. Mn	
	Q3 FY21	Growth y-o-y	9M FY21	Growth y-o-y
Hi-tech Agri Inputs	479	45.4%	1,190	16.0%
Plastic	259	-20.7%	609	-36.4%
Agro /Food	498	-35.0%	2,291	-30.3%
Total	1,236	-13.1%	4,090	-22.4%

Order Book
Position :
3Q FY 21

Standalone

Rs. Mn

Segment	Order Book Position
Hi-tech Agri Inputs	20,605
Plastic	6,742
Other	17
Total	27,364

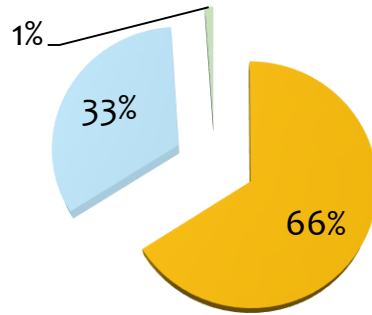
Consolidated

Rs. Mn

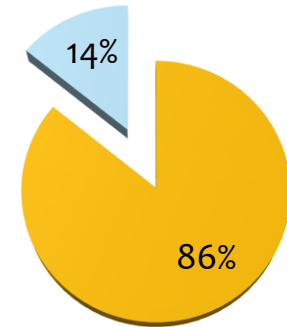
Segment	Order Book Position
Hi-tech Agri Inputs	25,065
Plastic	6,893
Agro / Food	8,946
Other	1,269
Total	42,172

Revenue Overview : Q3 FY21

Standalone

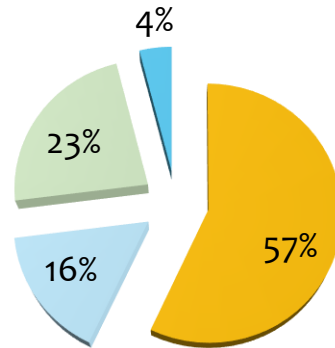


■ Hi-Tech ■ Plastics ■ Other

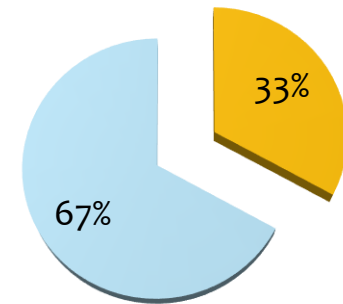


■ Domestic ■ Export

Consolidated



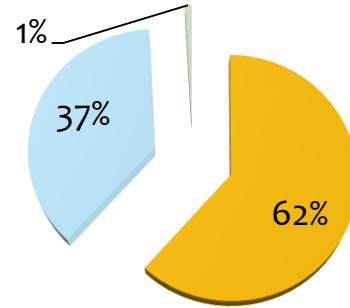
■ Hi-Tech ■ Plastics ■ Agro ■ Other



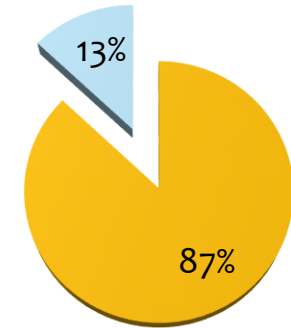
■ India ■ Rest of World

Revenue Overview : 9M FY21

Standalone

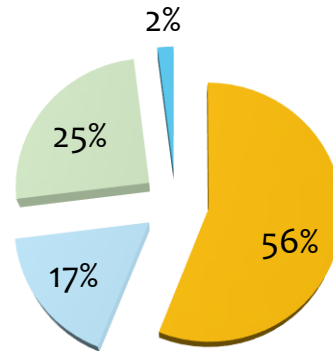


■ Hi-Tech ■ Plastics ■ Other

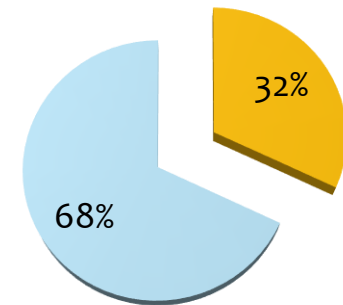


■ Domestic ■ Export

Consolidated



■ Hi-Tech ■ Plastics ■ Agro ■ Other



■ India ■ Rest of World

Standalone

Days	DSO Dec 31, 2020			DSO Sept 30, 2020			DSO Dec 31, 2019		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	189	542	664	225	643	780	136	398	466
Plastic	61	239	282	58	248	291	32	169	133
Standalone Co	153	435	540	170	497	608	102	314	347

Consolidated

Days	DSO Dec 31 2020			DSO Sept 30, 2020			DSO Dec 31, 2019		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	126	207	282	128	239	314	113	196	262
Plastic	73	146	195	66	146	197	48	121	110
Agro	221	64	186	197	64	170	199	71	170
Consolidated Co	147	154	241	143	167	252	127	148	211

Net working capital improved by 32 days in Hi-Tech division on QoQ basis

Net working capital improved by 11 days improvement at consolidated basis on QoQ basis

Working Capital Analysis

Debt Position

	Rs. Bn			
	Dec 31, 2020	Sep 30, 2020	Change QoQ	Dec 31, 2019
Standalone				
Long Term	7.42	7.42	-0.00	7.33
Short Term	25.87	25.58	0.29	21.97
Gross Debt	33.29	33.00	0.29	29.29
Net Debt	31.11	31.39	-0.28	28.26
Consolidated				
Long Term	31.10	31.52	-0.41	30.74
Short Term	37.82	36.94	0.88	33.42
Gross Debt	68.92	68.46	0.47	64.16
Net Debt	65.22	65.64	-0.41	62.24

- 5.0% of gross debt (standalone) & 47.2% of gross debt (consolidated) is in foreign currency as of Dec 31, 2020

Standalone Long Term Foreign Currency Loan (FCL) Repayment Schedule

Year	FY 21 (3 months)	FY 22	FY 23	FY 24-25	Total
Eq. US Dollar mn	19.34	2.72	0.70	0.96	23.74

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 62 bn

Revenues in 2019-20



10,500

Associates globally



Incorporated in **1986**



11,3455+

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

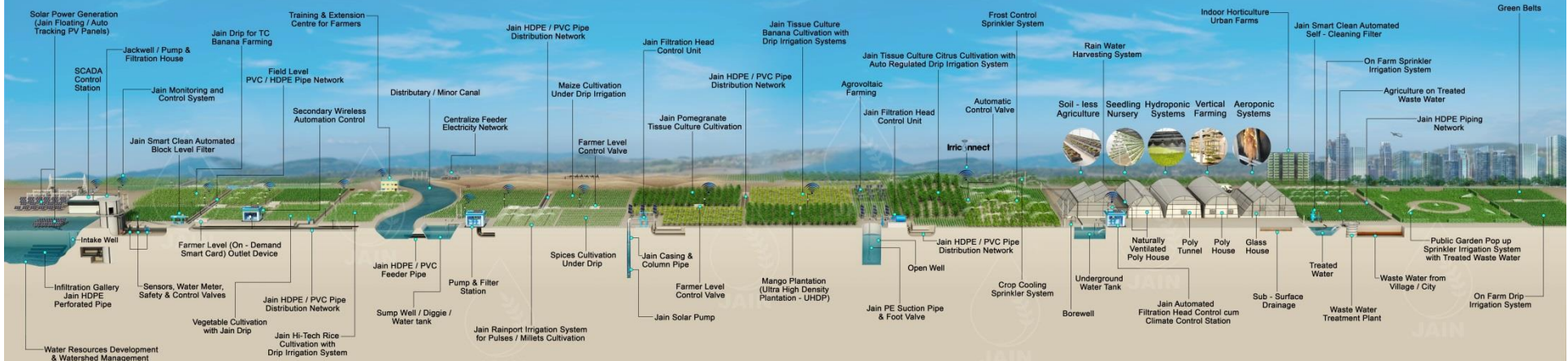
• Modernisation of Canal Networks with Integrated Irrigation Solutions

• 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

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