



JISL/SEC/2019/08/B-2/B-6

16th August, 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 : 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 14th August, 2019 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**

Regd Off. : Jain Plastic Park, N.H.No.6, Bambhori, Jalgaon – 425001.
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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.®

Q1 FY19-20

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.



Financial Performance: Q1 FY20

Standalone

Rs. Mn

	Q1FY20	Q1FY19
Revenue	8,281	10,620
EBIDTA	1,617	1,903
PAT	163	436
Cash PAT	543	961

- EBIDTA Margin for Q1 FY20 improved to 19.5% from 17.9% in Q1 FY 19
- PAT lower in Q1 FY 20 due to decrease in revenue

Consolidated

Rs. Mn

	Q1FY20	Q1FY19
Revenue	18,913	20,611
EBIDTA	2,695	2,908
PAT	221	852
Cash PAT	1,046	1,718

- EBIDTA Margin steady at 14%
- PAT lower in Q1 FY 20 due to lower Other Income

Segment Overview: Q1 FY20

Standalone Revenue

Rs. Mn

	Revenue	Growth y-o-y
Hi-tech Agri Inputs	4,513	-13.4%
Plastic	3,697	-28.7%
Other	71	-67.8%
Total	8,281	-22.0%

- Micro Irrigation revenue constitutes 54% of total.

Consolidated Revenue

Rs. Mn

	Revenue	Growth y-o-y
Hi-tech Agri Inputs	9,442	-4.9%
Plastic	4,602	-21.3%
Agro	4,696	3.5%
Other	173	-40.6%
Total	18,913	-8.2%

- Overseas revenue grown 6.7% yoy

Exports from India

Rs. Mn

	Q1 FY20	Growth y-o-y
Hi-tech Agri Inputs	391	-37.0%
Plastic	341	0.1%
Agro	1,627	13.4%
Total	2,360	-1.6%

- Exports from India steady at the same level
- Agro exports constitute 69% of total

Order Book
Position :
1Q FY 20

Standalone

Rs. Mn

	Order Book Position
Hi-tech Agri Inputs	23,288
Plastic	9,879
Other	483
Total	33,650

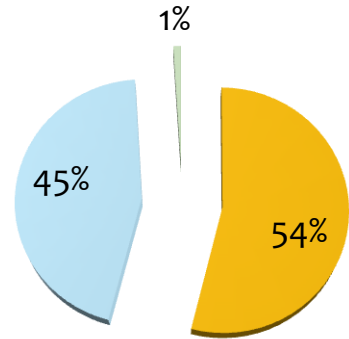
Consolidated

Rs. Mn

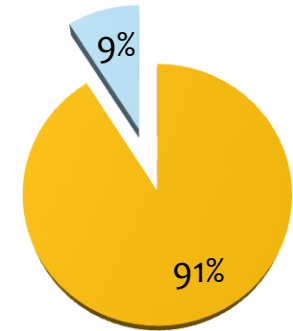
	Order Book Position
Hi-tech Agri Inputs	23,551
Plastic	10,364
Agro	11,484
Other	976
Total	46,375

Revenue Overview : Q1 FY20

Standalone

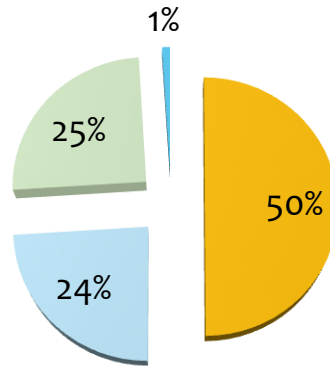


■ Hi-Tech ■ Plastics ■ Other

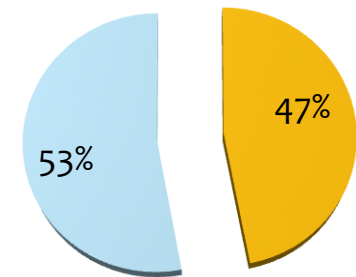


■ Domestic ■ Export

Consolidated



■ Hi-Tech ■ Plastics ■ Agri ■ Other



■ India ■ Rest of World

Standalone

Days	DSO Jun 30, 2019			DSO Mar 31, 2019			DSO Jun 30, 2018		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	91	279	294	90	238	250	105	189	216
Plastic	28	136	74	27	132	69	50	106	54
Standalone Co	70	226	214	68	198	182	87	156	156

Consolidated

Days	DSO Jun 30, 2019			DSO Mar 31, 2019			DSO Jun 30, 2018		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	90	179	214	91	162	196	101	136	175
Plastic	41	112	71	41	113	69	61	97	65
Agro	226	52	166	215	60	177	251	56	193
Consolidated Co	113	134	172	110	127	162	127	112	157

Working Capital Analysis

Debt Position

	Jun 30, 2019	Mar 31, 2019	Change QoQ	Rs. Bn Jun 30, 2018
Standalone				
Long Term	7.37	7.90	-0.53	8.55
Short Term	11.85	8.46	3.39	7.46
Gross Debt	19.22	16.36	2.87	16.01
Net Debt	18.74	16.05	2.69	14.68
Consolidated				
Long Term	30.65	31.82	-1.17	30.76
Short Term	22.74	19.17	3.57	17.48
Gross Debt	53.39	50.99	2.40	48.23
Net Debt	51.91	49.54	2.37	45.79

- 11% of gross debt (standalone) & 60% of gross debt (consolidated) is in foreign currency as of Jun 30, 2019

Standalone Long Term Foreign Currency Loan (FCL) Repayment Schedule

Year	FY 20 (9 months)	FY 21	FY 22	FY 23-25	Total
Eq. US Dollar mn	6.80	12.95	2.70	1.55	24.00*

*The Company has hedged US\$ 7.29 mn of its long term foreign currency loans

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 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



Micro-irrigation company in India



Micro-irrigation company globally



Manufacturer of plastic pipes in India



In mango processing globally



In tissue culture production of banana and pomegranate globally



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

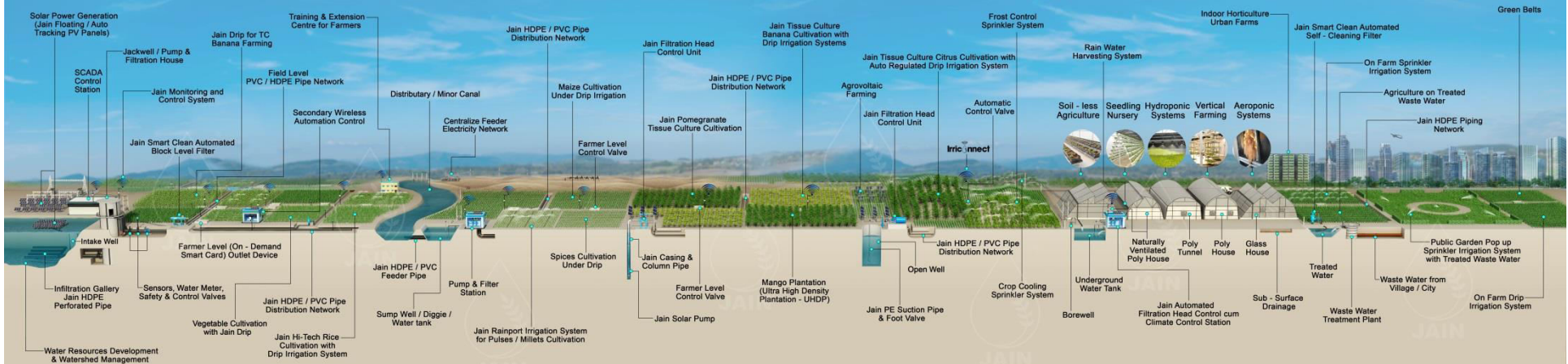
• Modernisation of Canal Networks with Integrated Irrigation Solutions

• 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 Farm Fresh Foods Ltd. (JFFFL) forays into "Organic Spices."**
 - JFFFL, a wholly-owned subsidiary of Jain Irrigation Systems Ltd., with one of the largest spice processing facility in India has forayed into organic spices. The Company's 24000 MT spice processing facility has now been certified with the National Organic Program (NOP) for the United States, National Program for Organic Production (NPOP) for India and EU Organic for European Union.
 - Initial offerings comprise of turmeric powder, ginger powder, wild cardamom and going forward plans are underway to add Chili.
 - To ensure the availability of raw materials at all times, the Company has instituted a diversified sourcing mechanism with a significant focus on Sikkim, which is the first organic state in the world.



Thank You