



Investor Communication : 1QFY14



Jain Irrigation Systems Ltd.

Standalone Performance Overview : 1QFY14

- Overall revenue growth at 17.0%. Strong growth in Micro Irrigation (21%), PVC Pipe (34%), Green Energy (39%) and Tissue Culture Business also grown at 39%. PE Pipes & Fruit Processing de-grown by 3% & 15% due to sluggish domestic demand on the back of early monsoon
- After four quarters of de-growth in Micro Irrigation (MIS) business due to impact off drought & change of business model, growth is back. MIS Export grown by 238%
- Exports from India grown by 46% in current quarter, again as a part of strategy to grow exports aggressively
- Healthy order book position at Rs.12 bn by end of quarter across all the divisions
- Overall EBIDTA at 17.3% for current quarter as against 20.6% for corresponding quarter due to higher input cost
- Unrealised forex losses (shown as exceptional item) of Rs. 1.1 bn due to Mark to Market (MTM) impacted reported PAT
- Adjusted PAT (before forex) showing improvement on yoy basis
- MIS receivables (gross) are at Rs. 12.3 bn by Jun-2013 which is an improvement by 21 days from Mar-2013. Government subsidy in MIS on net basis has been reduced by Rs. 661 mn from Mar-13
- Total receivable (gross) has come down from Rs.19.3 bn in Mar-13 to Rs.17.4 bn by Jun-2013 showing improvement by 27 days
- Total Inventory has increased by 24 days, mainly due to production seasonality in food business.
- Net Debt increased by Rs.3 bn majority due to Foreign currency MTM adjustment (Rs. 1.3 bn) & partially for payment of suppliers & other liabilities (Rs. 1.7 bn)



Consolidated Performance Overview : 1QFY14

- Overall revenue growth at 13.3%. Strong growth in Micro Irrigation (13%), PVC Pipe (34%), Onion Dehydration (13%). However fruit processing de-grew by 12% due to sluggish domestic demand on the back of early monsoon
- Contribution of overseas operations in consolidated revenue is at 35%
- Overall EBIDTA at 15.1% for current quarter as against 17.0% for corresponding quarter due to higher input cost
- Overseas operation EBIDTA at 9.9% for current quarter as against 8.7% for corresponding quarter
- Forex losses (shown as exceptional item) of Rs. 1.3 bn due to Mark to Market (MTM) impacted reported PAT
- Adjusted PAT (before forex) showing improvement on yoy basis
- Net Debt increased by Rs.4.2 bn majority due to Foreign currency MTM adjustment (Rs. 2.2 bn) & partially for payment of suppliers & other liabilities (Rs. 2.0 bn)



Financial Performance : 1QFY14

Standalone Rs. mn	1QFY14	1QFY13
Revenue [^]	10,346	8,846
EBIDTA	1,787	1,831
Reported Net loss	(465)	(169)
Adjusted PAT*	662	626

[^] including other operating income and excise duty

*before exceptional item (forex)

Highlights

- Revenue increased by 17.0%
- EBIDTA for Q1FY14 is at 17.3 % as against 20.7% in Q1FY12-13 EBIDTA has impacted by 340 basis points due to higher input costs , changes in product mix & increase in salary cost due to pay revision
- Adjusted PAT before forex showing improvement

Consolidated Rs. mn	1QFY14	1QFY13
Revenue [^]	14,550	12,841
EBIDTA	2,203	2,178
Reported Net loss	(603)	(487)
Adjusted PAT*	712	655

[^] including other operating income and excise duty

*before exceptional item (forex)

Highlights

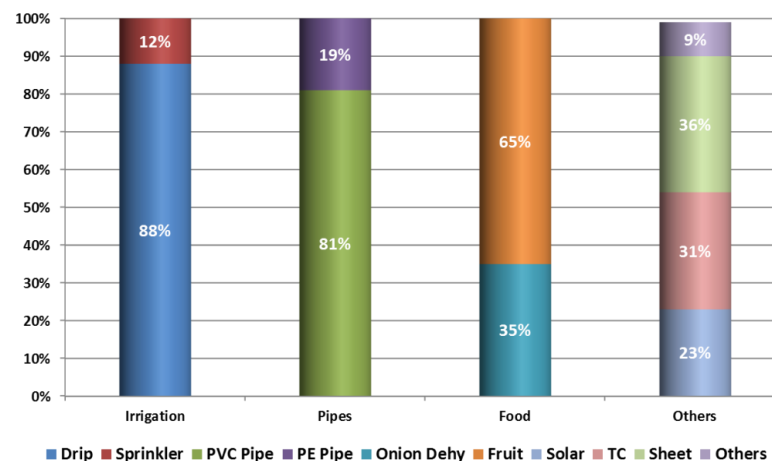
- Revenue increased by 13.3%
- EBIDTA for Q1FY14 is at 15.1 % as against 17.0% in Q1FY13. EBIDTA has impacted by 190 basis points due to higher input costs & changes in product mix
- Adjusted PAT before forex showing improvement

Business Overview - Standalone : 1QFY14

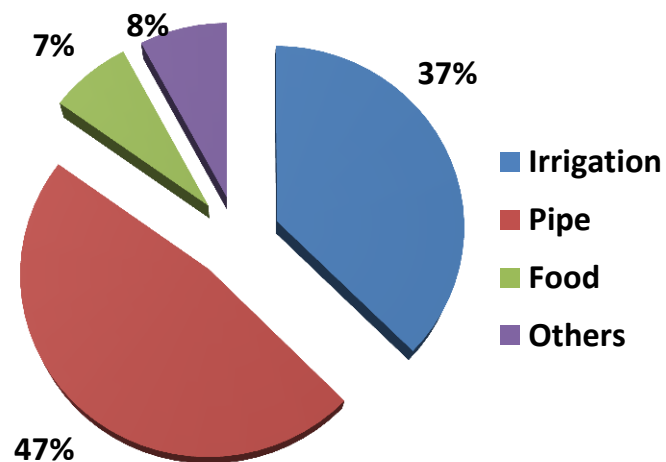
	Contribution %	YoYG
Domestic	78%	10.9%
Export	22%	45.9%
Total	100%	17.0%

^ Including other operating income & excise duty

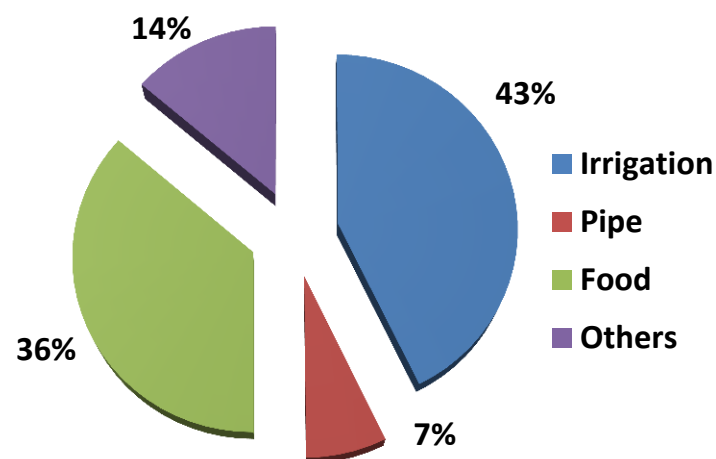
Segment Revenue Contribution



Domestic Revenue Contribution



Export Revenue Contribution

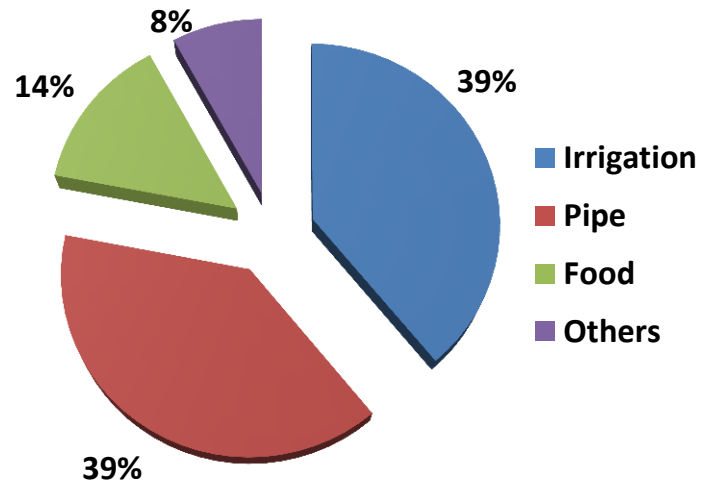


Business Overview - Consolidated : 1QFY14

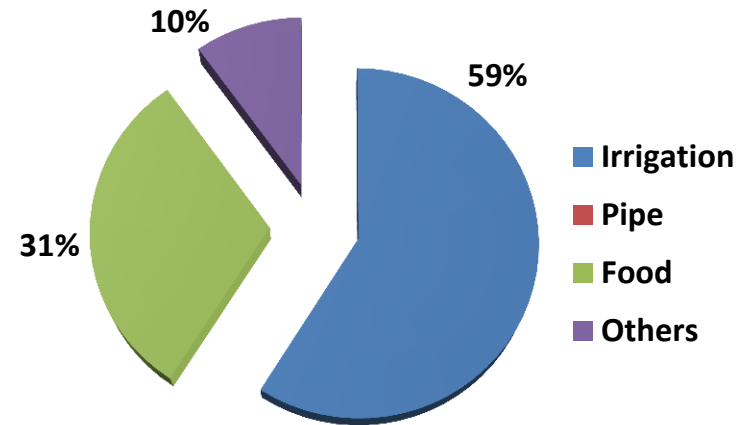
	Contribution %	YoYG
India Operations	65%	17%
Overseas Operations	35%	9%
Total	100.0%	14%

^ Including other operating income & excise duty

India Revenue Contribution



Overseas Revenue Contribution



Working Capital Analysis : 1QFY14

Standalone:

Days	DSO^_30.6.13			DSO^_31.3.13		
	Inventory	AR (gross)	Net*	Inventory	AR (gross)	Net*
Irrigation	116	308	296	125	329	296
Pipe	58	67	(11)	39	99	21
Food	345	66	162	219	82	51
Other	147	150	254	121	187	246
Total	135	173	170	111	200	165

Consolidated:

Days	DSO^_30.6.13			DSO^_31.3.13		
	Inventory	AR (gross)	Net*	Inventory	AR (gross)	Net*
Total	137	137	162	127	144	144

[^] Based on last 4 quarter Revenue

^{*} Net Working Capital = Inventory + Accounts Receivable – Accounts Payable – Bills Discounted



Net Debt Position

Rs. bn.	Debt_31.3.13	Debt_30.6.13	Change	Increase due to MTM
Standalone	26.9*	29.9*	3.0	1.3
Consolidated	35.9	40.1	4.3	2.2

* 50% of total debts as on Jun-2013 & 46% of total debts as on Mar-2013 is in Foreign Currency (standalone)

Standalone Long Term Foreign Currency Loan (FCL) Repayment Schedule (excluding FCCB of US\$ 50 million issued in Oct-12(USD 40 mn) & Apr-13- (USD 10 mn) Maturity 5 year & 1 day)						
Year	FY14(9M)	FY15	FY16	FY17	FY18	FY19-23
Eq. US Dollar mn	14.0	21.3	26.0	30.1	27.9	55.0

Note:

- Company will have net foreign exchange earning annually to take care of above FC Loan repayments
- Company has already finalized divestment of Wind Assets for consideration of Rs. 645 mn. Sale proceed will be utilized to repay debt during 2nd quarter
- Company has created peak level inventory by end Jun-2103; which will be liquidated over remaining 3 quarters. Funds released from working capital will be utilized to repay working capital debt

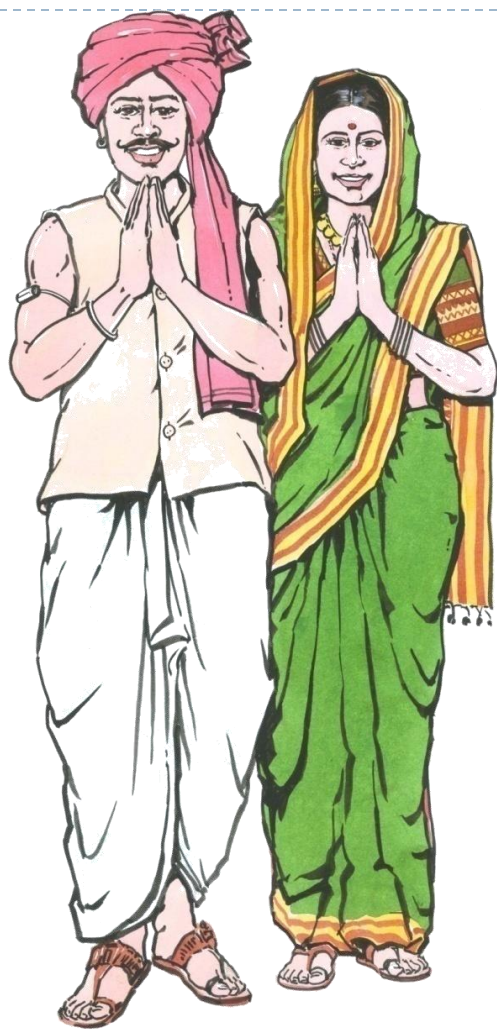
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Thank You

