

6<sup>th</sup> June 2021

National Stock Exchange of India Limited  
Exchange Plaza, Plot No. C/1, G Block,  
Bandra Kurla Complex,  
Bandra (E),  
Mumbai – 400 051

BSE Limited,  
Floor 25, P J Towers,  
Dalal Street,  
Mumbai – 400 001

**NSE Symbol : WABAG / BSE Scrip Code : 533269**

Dear Sir / Madam,

**Sub: Presentation on Audited Financial Results for the quarter and year ended 31<sup>st</sup> March 2021.**

Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations 2015 ("SEBI Regulations"), please find enclosed a presentation on the Audited Financial Results of the Company for the quarter and year ended 31<sup>st</sup> March 2021 made to Investors/ Analysts.

The aforesaid presentation is also being hosted on the website of the Company [www.wabag.com](http://www.wabag.com) in accordance with Regulation 46 of the SEBI Regulations.

Kindly take on record the same.

Thanking you,

**For VA TECH WABAG LIMITED**

RAMANAN  
SWAMINATHAN  
AN

R Swaminathan

Company Secretary & Compliance Officer

**Membership No: A17696**

Encl: as above

Sustainable solutions, for a better life

Committed to create a  
**BETTER  
TOMORROW**

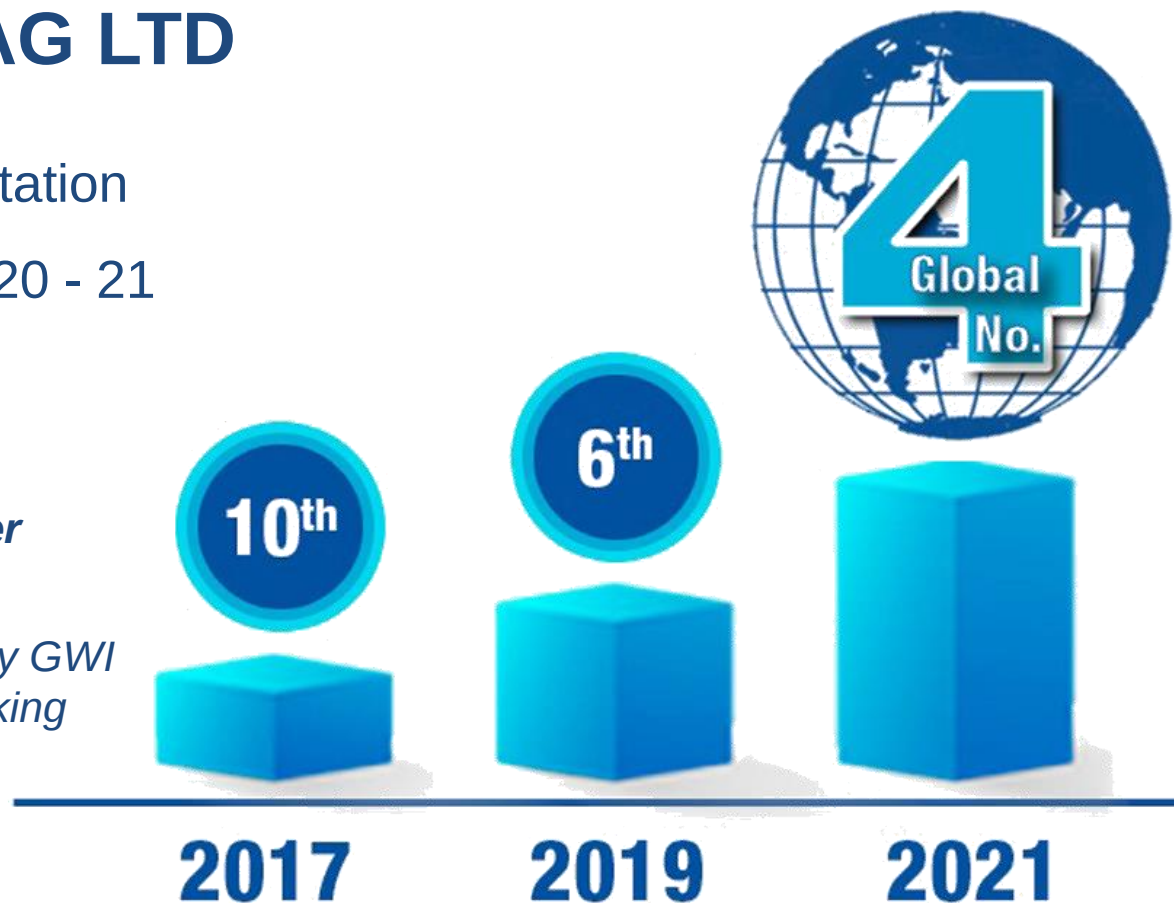
## VA TECH WABAG LTD

Results Update Presentation

Q4 & 12 months FY 2020 - 21

***World's Top 50 Private Water  
Operators***

*WABAG ranked 4th globally by GWI  
for ensuring safe & clean drinking  
water and sanitation*



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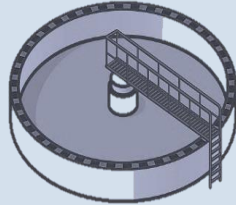
# Complete Water Treatment Solution Provider...

- ✓ Provides a complete range of Water and Waste Water Treatment solutions
- ✓ Offering spanning across Municipal Drinking Water, Municipal Sewage, Industrial Water, Industrial Effluents, Desalination and Recycle
- ✓ Technology focused company - Owns more than 90 IP rights
- ✓ R&D centers located in India, Austria and Switzerland
- ✓ Indian Multinational player in the water treatment industry
- ✓ Strong execution track record - More than 2300 projects in last 3 decades
- ✓ Professionally managed Company with Promoters having an average of 30 years work experience in the industry

# Range of Solutions offered in Water Space

## Sewage Water Treatment

- Activated Sludge Process
- Sequential Batch Reactors
- Membrane Bed Bio Reactor
- Upflow Anaerobic Sludge Blanket Reactor
- Bio Active Fixed Film Technology
- Submerged Membrane System
- Stabilization Pond



## Drinking Water Treatment

- Aeration
- Sedimentation
- Filtration
- Disinfection
- Sludge Dewatering



## Industrial Water Treatment

- Raw water pre treatment
- Filtration Plants
- Nano / Ultra Filtration
- Softening Plants
- Thermal Desalination of sea water treatment
- Demineralization
- Tertiary Treatment System/ Effluent Recycling



## Industrial Wastewater Treatment

- Physico Chemical Treatment
- Neutralization and primary sedimentation and grit removal
- Biological anaerobic treatment
- Tertiary Treatment – activated carbon/ sand filtration, disinfection
- Zero Liquid Discharge



## Desalination

- Multi Stage Flash
- Multi-effect distillation
- Thermal Vapor Compression
- Mechanical Vapor Compression
- Compression
- Reverse Osmosis and Electro dialysis



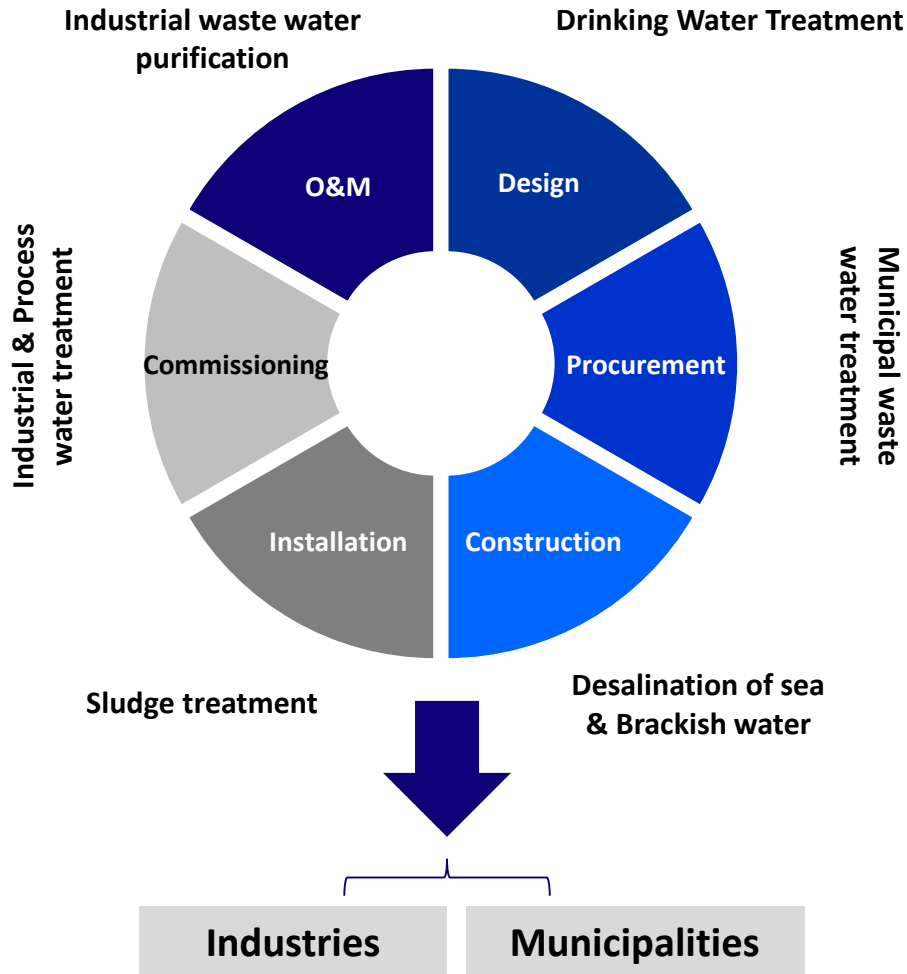
## Recycling

- Micro filtration
- Membrane Bio Reactors
- Ultra Filtration
- Reverse Osmosis
- Zero Liquid Discharge



# Complete Water Treatment Solution Provider...

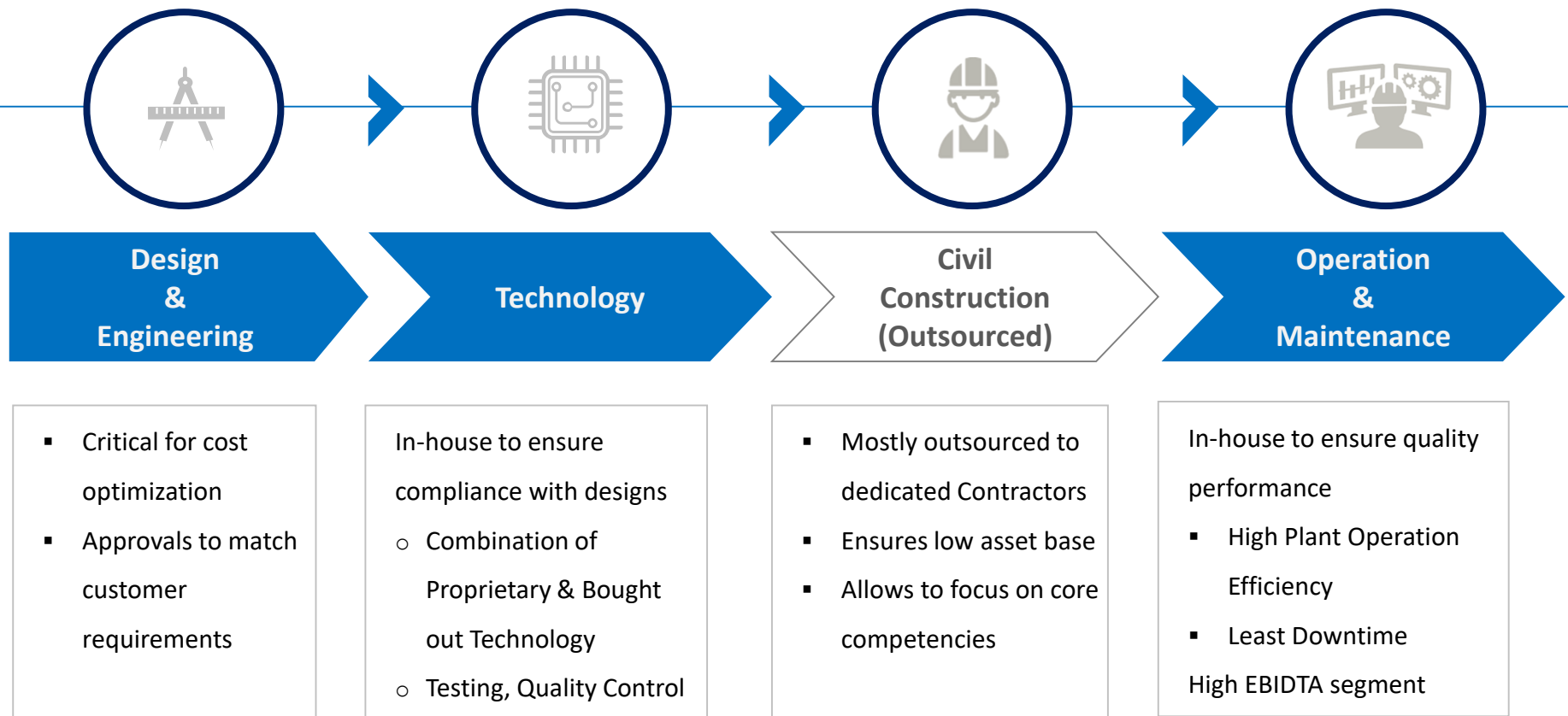
... With complete portfolio of Water Solutions with technological and operational expertise . .



... through various business/ delivery model

- Engineering, Procurement, Construction (EPC)
- Operation & Maintenance (O&M)
- Design Build Operate (DBO)
- Build Own Operate Transfer (BOOT)
- Hybrid Annuity Model (HAM)

# Asset light business model



Focus on 'Value-Added & High Margin' work processes; Limits investment in Asset Base

1

**Key Highlights FY 20 - 21**

2

**Quarterly Performance & Business Updates**

3

**Order Book Analysis**

# Key Highlights FY 21



## Cash and Working Capital:

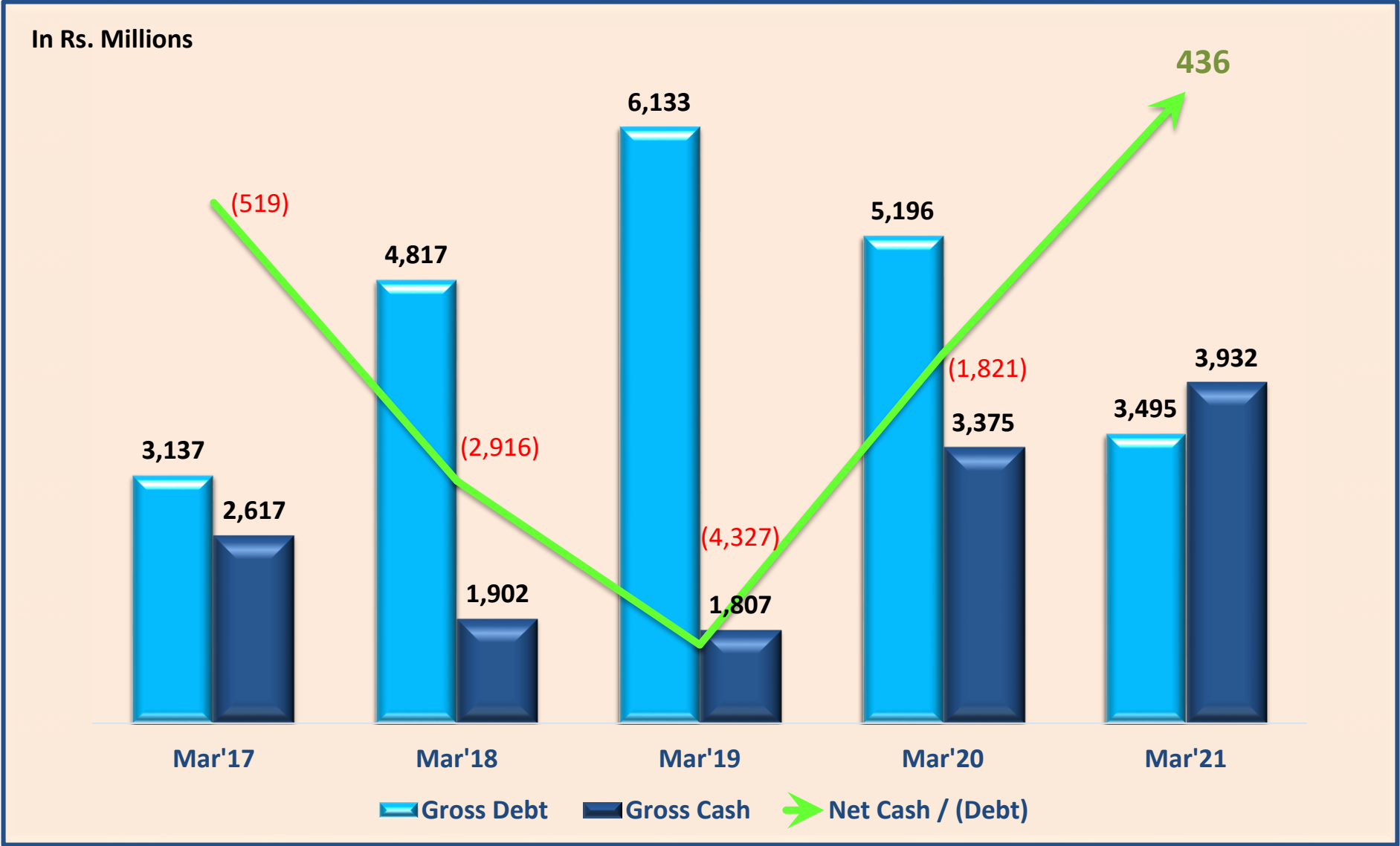
- **Second consecutive year of Free Cash Flow** generation of Rs. 960 Million on Consolidated and Rs. 686 Million on Standalone basis
- **Second consecutive year of positive operational cash flow** generation of Rs. 1,353 Million on Consolidated and Rs. 1,046 Million on Standalone basis
- Group **turnaround** from Net Debt to **Net Cash** of Rs. 436 Million; **Gross debt reduction** of 33% in FY 21
- **Net Working Capital improved** to 97 days

## Sales and Profitability:

- **Consolidated Revenue** of Rs. 28,345 Million; YoY **up by 11%**
- **EPC sales up** by 10% and **O&M sales up** by 17%
- **Consolidated PAT** of Rs. 1,101 Million; YoY **up by 21%**

**Order book** of over Rs. 95 Billion including Framework contracts; > **3x revenue visibility**

# Group turns Net Cash Positive



- **In 2021, WABAG was ranked 4th globally** among the “**World’s top 50 private water operators**” as per Global Water Intelligence (GWI), for ensuring safe drinking water and clean environment for over 71 million people across the globe
- **Credit rating upgrade** on the backing on strong performance – **A+ (Long term) / A1 (Short term), with Stable Outlook**
- **Equity fund raise of INR 120 Crores** from Marquee investors; Company grew 3 times since IPO in 2010
- Successful **financial closure** of **first HAM project** achieved in partnership with global financial institutions like International Finance Corporation (IFC), Tata Cleantech Capital Limited and EverSource capital owned Kathari Water
- Successful **financial closure** of **second HAM project** achieved in partnership with PTC India Financial Services Limited
- Bagged **4 Prestigious recognitions** at the **Environment Health Safety (EHS) Excellence Awards** organized by Confederation of Indian Industry (CII)

# Quarterly & 12 month Performance



# RESULTS OVERVIEW – Consolidated Profit and Loss

| Rs. Millions                                      | Q4 FY 21           | Q4 FY 20           | YOY %        | FY 21              | FY 20              | YOY %          |
|---------------------------------------------------|--------------------|--------------------|--------------|--------------------|--------------------|----------------|
| <b>Revenue from operations</b>                    | <b>9,993</b>       | <b>7,851</b>       | <b>27.3%</b> | <b>28,345</b>      | <b>25,572</b>      | <b>11.0%</b>   |
| Gain on Divestment                                | -                  | 193                | ~            | -                  | 193                | ~              |
| Cost of Sales                                     | 7,991              | 6,075              | 31.6%        | 22,331             | 19,352             | 15.4%          |
| Total Cost of Operations (TCO)                    | 1,237              | 1,222              | 1.3%         | 3,827              | 3,952              | (3.2%)         |
| <b>EBITDA</b>                                     | <b>764</b>         | <b>748</b>         | <b>2.2%</b>  | <b>2,188</b>       | <b>2,461</b>       | <b>(11.1%)</b> |
| <i><b>EBITDA margin</b></i>                       | <i><b>7.6%</b></i> | <i><b>9.5%</b></i> |              | <i><b>7.7%</b></i> | <i><b>9.6%</b></i> |                |
| <i><b>EBITDA margin excl. Divestment Gain</b></i> | <i><b>7.6%</b></i> | <i><b>7.1%</b></i> |              | <i><b>7.7%</b></i> | <i><b>8.9%</b></i> |                |
| Net Interest Cost                                 | 40                 | 97                 | (58.8%)      | 284                | 541                | (47.6%)        |
| Bank Charges                                      | 166                | 159                | 4.7%         | 537                | 489                | 9.9%           |
| Depreciation & Amortization                       | 27                 | 40                 | (32.4%)      | 121                | 154                | (21.2%)        |
| Tax                                               | 107                | 141                | (23.9%)      | 295                | 486                | (39.3%)        |
| Share of Profits from Associates / MI (Net)       | 42                 | (6)                | (783.9%)     | 150                | 118                | 27.7%          |
| <b>Profit After Tax (Owners)</b>                  | <b>466</b>         | <b>304</b>         | <b>52.9%</b> | <b>1,101</b>       | <b>910</b>         | <b>21.0%</b>   |
| <i><b>PAT margin</b></i>                          | <i><b>4.7%</b></i> | <i><b>3.9%</b></i> |              | <i><b>3.9%</b></i> | <i><b>3.6%</b></i> |                |

- 11% YoY sales improvement despite challenging pandemic year, with curtailed activities both in supply chain and site works
- EBITDA margin excluding forex gain / (loss) remains intact
- Net Finance cost reduction mainly driven by debt reduction

# RESULTS OVERVIEW – Standalone Profit and Loss

| Rs. Millions                   | Q4 FY 21    | Q4 FY 20    | YOY %   | FY 21       | FY 20        | YOY %   |
|--------------------------------|-------------|-------------|---------|-------------|--------------|---------|
| Revenue from Operations        | 6,997       | 4,914       | 42.4%   | 18,431      | 17,463       | 5.5%    |
| Cost of Sales                  | 5,663       | 3,809       | 48.7%   | 14,508      | 13,201       | 9.9%    |
| Total Cost of Operations (TCO) | 718         | 817         | (12.1%) | 2,229       | 2,497        | (10.8%) |
| EBITDA                         | 616         | 288         | 113.6%  | 1,695       | 1,766        | (4.0%)  |
| <b>EBITDA margin</b>           | <b>8.8%</b> | <b>5.9%</b> |         | <b>9.2%</b> | <b>10.1%</b> |         |
| Net Interest Cost              | 52          | 66          | (20.8%) | 235         | 402          | (41.4%) |
| Bank Charges                   | 109         | 92          | 19.0%   | 420         | 319          | 31.6%   |
| Depreciation & Amortization    | 15          | 16          | (5.6%)  | 61          | 67           | (9.1%)  |
| Tax                            | 112         | 102         | 10.2%   | 248         | 390          | (36.4%) |
| Profit After Tax               | 328         | 14          | ~       | 730         | 588          | 24.3%   |
| <b>PAT margin</b>              | <b>4.7%</b> | <b>0.3%</b> |         | <b>4.0%</b> | <b>3.4%</b>  |         |

- EBITDA margin excluding forex gain / (loss) has improved
- Reduction in Net Interest Cost as a result of continued focus on debt reduction
- Increase in bank charges driven by guarantees for higher order book

# RESULTS OVERVIEW – Balance Sheet

| Rs. Millions                          | Consolidated  |               | Standalone    |               |
|---------------------------------------|---------------|---------------|---------------|---------------|
|                                       | Mar'21        | Mar'20        | Mar'21        | Mar'20        |
| Total Equity (Net Worth)              | 13,963        | 11,722        | 11,679        | 9,766         |
| Non-Current Liabilities               | 3,997         | 2,665         | 3,518         | 2,545         |
| Trade Payables                        | 16,578        | 16,269        | 11,375        | 11,607        |
| Short Term Borrowings                 | 1,732         | 4,528         | 1,653         | 3,738         |
| Other Current Liabilities             | 5,342         | 5,052         | 3,145         | 2,575         |
| <b>Total Equity &amp; Liabilities</b> | <b>41,612</b> | <b>40,236</b> | <b>31,370</b> | <b>30,231</b> |
| Fixed Assets                          | 863           | 863           | 683           | 738           |
| Other Non-Current Assets              | 7,701         | 6,065         | 6,690         | 5,720         |
| Trade Receivables                     | 13,496        | 15,894        | 12,819        | 12,458        |
| Cash & Bank Balances                  | 3,713         | 3,205         | 2,170         | 1,596         |
| Other Current Assets                  | 15,839        | 14,208        | 9,008         | 9,719         |
| <b>Total Assets</b>                   | <b>41,612</b> | <b>40,236</b> | <b>31,370</b> | <b>30,231</b> |

Significant debt reduction across the Group

- Gross debt reduction of 33% in FY 21
- Turned around from net debt to net cash position in FY 21

YoY 6% reduction in total billed receivables despite a 11% increase in top line

# Cash Flow Statement

| Rs. Millions                                           | Consolidated |              | Standalone   |              |
|--------------------------------------------------------|--------------|--------------|--------------|--------------|
|                                                        | FY 21        | FY 20        | FY 21        | FY 20        |
| <b>Net cash generated from/(used in) operations</b>    | <b>1,353</b> | <b>2,448</b> | <b>1,046</b> | <b>1,319</b> |
| Net cash generated from/(used) in investing activities | (41)         | 297          | 228          | (389)        |
| Net cash generated from financing activities           | (858)        | (1,354)      | (410)        | (386)        |
| <b>Cash and cash equivalents at the end</b>            | <b>2,997</b> | <b>2,489</b> | <b>1,729</b> | <b>882</b>   |

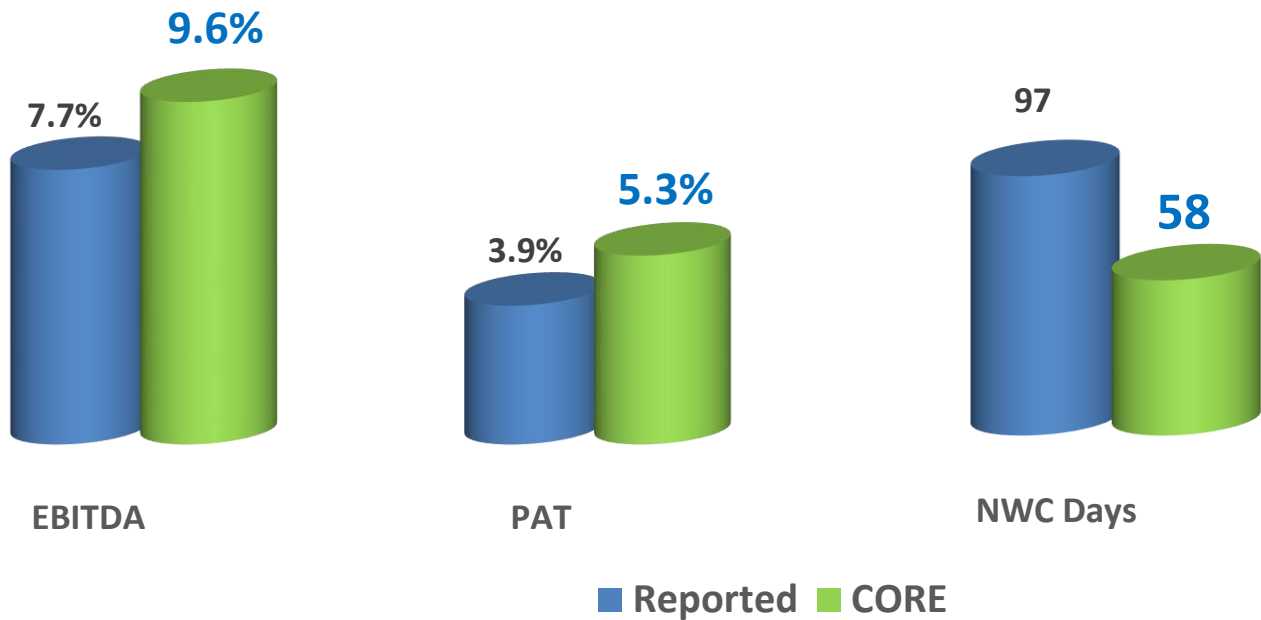
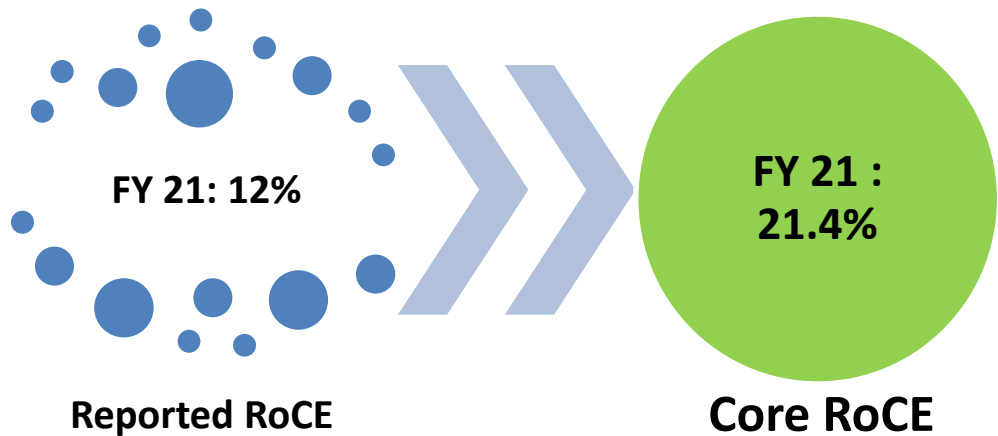
- Consecutive years of free cash flow and operational cash flow generated
- Free Cash Flow generation of Rs. 960 Million on Consolidated and Rs. 686 Million on Standalone basis in FY 21

# Working Capital Highlights

| Rs. Millions                             | Mar'21        | Mar'20        |
|------------------------------------------|---------------|---------------|
| Inventories                              | 297           | 264           |
| Trade Receivables                        | 13,496        | 15,894        |
| Loans and Advances                       | 793           | 494           |
| Other Current Assets                     | 14,748        | 13,450        |
| <b>Total Current Assets (A)</b>          | <b>29,335</b> | <b>30,102</b> |
| Trade Payables                           | 16,578        | 16,269        |
| Other Current Liabilities and Provisions | 5,342         | 5,052         |
| <b>Total Current Liabilities (B)</b>     | <b>21,920</b> | <b>21,321</b> |
| <b>Net Working Capital (NWC) (A-B)</b>   | <b>7,415</b>  | <b>8,781</b>  |
| <b>Net Working Capital (No. of Days)</b> | <b>97</b>     | <b>127</b>    |
| <b>Core Net Working Capital Days</b>     | <b>58</b>     | <b>83</b>     |

- Working Capital levels reduction driven by improved focus on collections and cash management
- 16% reduction in working capital base and 30 days reduction in NWC days, during this challenging pandemic year
- Current trade receivables down by 15% YoY despite 11% higher sales

# Robust Core Performance



# Order Book Analysis

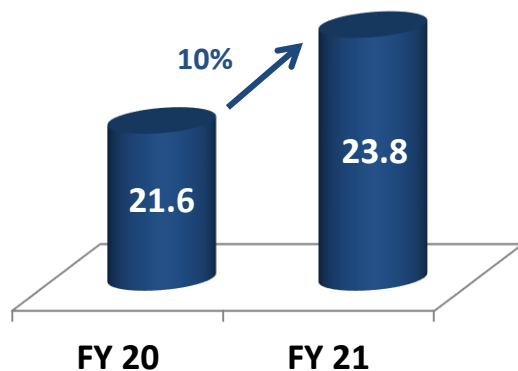


# Revenue Breakup – FY 21

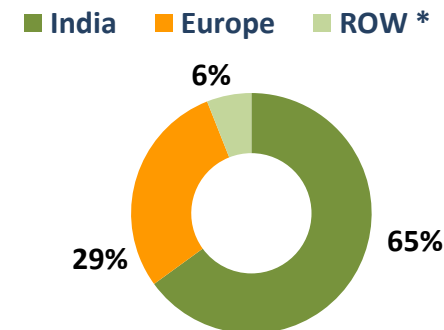
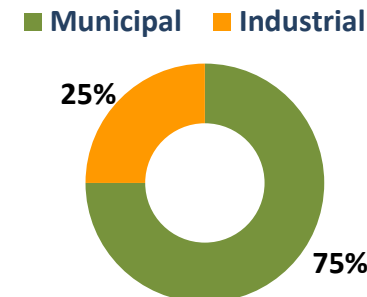
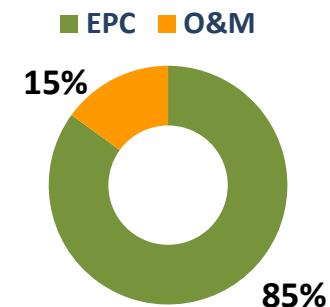
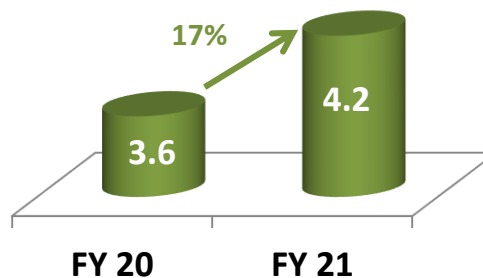
| Rs. Millions   | EPC           |              | O&M          |            | Total         |
|----------------|---------------|--------------|--------------|------------|---------------|
|                | Municipal     | Industrial   | Municipal    | Industrial |               |
| Wabag India #  | 10,419        | 4,920        | 2,391        | 489        | 18,219        |
| Wabag Overseas | 7,069         | 1,422        | 1,150        | 134        | 9,775         |
| <b>Total</b>   | <b>17,488</b> | <b>6,342</b> | <b>3,541</b> | <b>623</b> | <b>27,994</b> |

# Includes HAM SPVs

EPC [Rs. Bn.]



O&M [Rs. Bn.]



# Key Projects Contributing to Revenue – FY 21

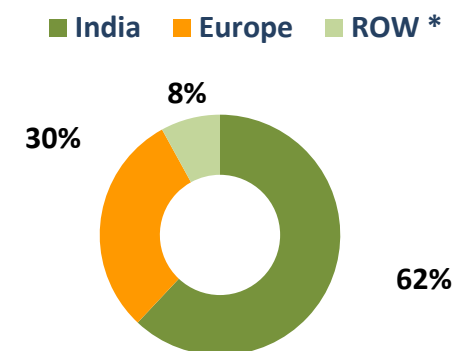
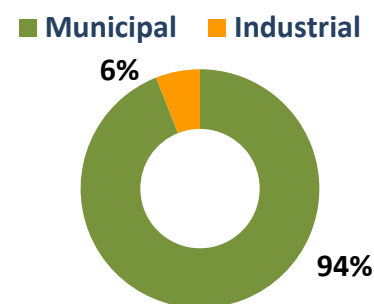
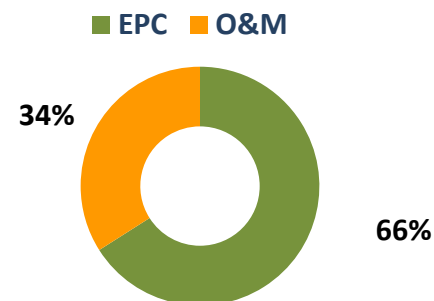
| Project Details                       | Revenue recognized<br>[Rs. Mn] |
|---------------------------------------|--------------------------------|
| ▪ Expansion SWTP 9, Jubail, KSA – STP | 3,296                          |
| ▪ South Doha, Qatar – STP             | 2,180                          |
| ▪ 50 MLD Zarat, Tunisia – Desal       | 1,938                          |
| ▪ MRPL, Karnataka – Desal             | 1,750                          |
| ▪ Dangote, Nigeria - ETP & RWTP       | 1,678                          |
| ▪ Polgahawela, Srilanka – WTP         | 1,436                          |
| ▪ UPJN, O&M of Agra & Ghaziabad       | 1,131                          |
| ▪ Purolite, Romania – ETP             | 935                            |
| ▪ Al Kharj Stage 3, KSA - WWTP        | 644                            |
| ▪ JAJMAU, Kanpur – CETP               | 522                            |

# Order Intake Breakup

| Rs. Millions   | EPC          |            | O&M          |            | Total         |
|----------------|--------------|------------|--------------|------------|---------------|
|                | Municipal    | Industrial | Municipal    | Industrial |               |
| Wabag India #  | 4,583        | 16         | 3,485        | 60         | 8,144         |
| Wabag Overseas | 3,309        | 706        | 948          | 14         | 4,977         |
| <b>Total</b>   | <b>7,892</b> | <b>722</b> | <b>4,434</b> | <b>74</b>  | <b>13,121</b> |

# Includes HAM SPVs

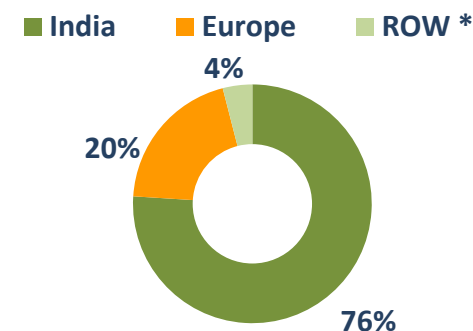
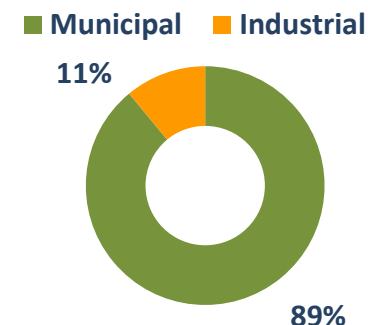
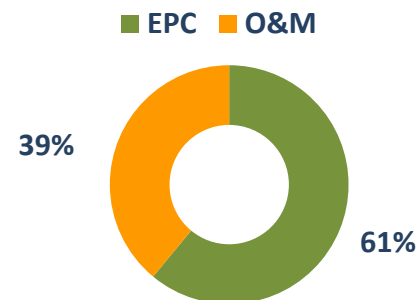
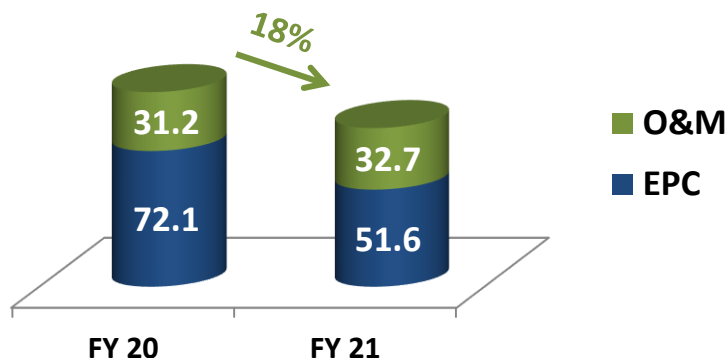
| Key Orders Received                | Order Value (Rs. Mn.) |
|------------------------------------|-----------------------|
| Jeddah Airport – STP, Saudi Arabia | 3,614                 |
| Ipsach Biel SWW – WTP, Switzerland | 2,261                 |



# Order Book Composition

| Rs. Millions        | EPC           |              | O&M           |              | Total         |
|---------------------|---------------|--------------|---------------|--------------|---------------|
|                     | Municipal     | Industrial   | Municipal     | Industrial   |               |
| Wabag India #       | 28,259        | 6,067        | 28,606        | 1,441        | 64,372        |
| Wabag Overseas      | 16,736        | 587          | 1,758         | 961          | 20,043        |
| Framework Contracts |               |              |               |              | 11,426        |
| <b>Total</b>        | <b>44,995</b> | <b>6,654</b> | <b>30,364</b> | <b>2,402</b> | <b>95,841</b> |

# Includes HAM SPVs



# Order Book of Rs. 84.4 Bn & Framework Contracts of Rs. 11.4 Bn

## Key Contracts in Orderbook

| Project Details                                         | Amt [Rs. Mn] |
|---------------------------------------------------------|--------------|
| ▪ UPJN, O&M of Agra & Ghaziabad                         | 16,656       |
| ▪ BUIDCO, Digha & Kankarbagh – STP & Network            | 9,526        |
| ▪ KMDA, Howrah – STP                                    | 3,879        |
| ▪ JAJMAU, Kanpur – CETP                                 | 3,581        |
| ▪ 50 MLD Zarat, Tunisia – Desal                         | 3,205        |
| ▪ Jeddah Airport, KSA – STP                             | 3,058        |
| ▪ Expansion SWTP 9, Jubail, KSA – STP                   | 2,904        |
| ▪ Ipsach Biel SWW, Switzerland – WTP                    | 2,054        |
| ▪ Water Supply System, Bhagalpur, India – WTP & Network | 2,130        |
| ▪ Koyambedu O&M, Chennai – TTRO                         | 1,955        |

## Key Framework Contracts \*

- Libya STP of Rs. 6,114 Mn
- Bomba MED, Libya of Rs. 5,312 Mn

\* Contracts wherein Advance Monies / LC awaited, hence not taken in Order Book

# Awards and Accolades



# Global Recognition to WABAG's Journey of Excellence

Year 2021

## Environment Health Safety (EHS) Excellence Awards



Received 4 Prestigious Recognitions at the Environment Health Safety (EHS) Excellence Awards organized by Confederation of Indian Industry (CII) South Zone

## World's Top 50 Private Water Operators



WABAG ranked 4th globally by GWI for ensuring safe & clean drinking water and sanitation for over 71 million people across the globe



# Global Recognition to WABAG's Journey of Excellence

Year 2020

## Global Water Awards 2020



Distinction Award under "Wastewater Project of the Year" from the Global Water Intelligence for our Koyambedu TTRO Plant, Chennai

## Global Water Awards 2020



Highly Commended Award under "Industrial Project of the Year" from the Global Water Intelligence for our Petronas IETP, Malaysia

## National Water Awards 2019



National Water Awards 2019 for 'Best Research / Innovation / Adaptation of New Technology for Water Conservation'

## Water Digest Awards 2019 – 20



Bestowed with 'Best Water Treatment Project – Industrial' & 'Excellence Award for Best CSR in Water Sector' at the Water Digest Water Awards 2019-20



# Global Recognition to WABAG's Journey of Excellence

Year 2019

## World's top 50 private water operators



WABAG ranked 6th globally among the "World's top 50 private water operators" by Global Water Intelligence

## IDA World Congress Awards 2019



Received the "Most Innovative Company" award at the International Desalination Association World Congress 2019

## Dun & Bradstreet Infra Award 2019



Honoured with the Dun & Bradstreet Infra Award 2019 for the 140 MLD Dinapur WWTP, Varanasi

## Global Water Awards 2019



Distinction Award under "Wastewater Project of the Year for our AMAS WWTP, Bahrain

## Water Digest Water Awards 2019



"Best Water Treatment Project - Industrial" at the Water Digest Water Awards 2018-19



# Global Recognition to WABAG's Journey of Excellence

## Year 2018

### Water Management Excellence Awards 2018



Water Management Excellence Award for “Outstanding Contribution in Water Efficiency & Conservation” by ASSOCHAM

### Water Digest Water Awards 2018



“Best Water Treatment Project - Industrial” at the Water Digest Water Awards 2018-19

## Year 2017

### Top 10 Global Water Companies



Ranked among the Top 10 Global Water Companies by GWI for serving over 20 million people globally

### Dun & Bradstreet Infra Award 2017



Honoured with the Dun & Bradstreet Infra Award 2018 for the K&C Valley WWTP, Bengaluru



# Global Recognition to WABAG's Journey of Excellence

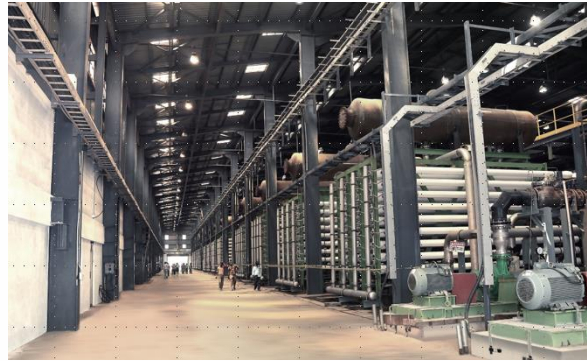
## Year 2016

### Global Water Awards 2016



Highly Commended Award under "Water Company of the Year"

### Dun & Bradstreet Infra Award 2016



Best Infra Project Award for 100 MLD Nemmeli SWRO Desalination Plant

### Global Water Awards 2016



Highly Commended Award under "Industrial project of the Year" for our Dahej Effluent Treatment Plant, India

## Year 2015

### Global Water Award 2015



"Industrial Water Project of the Year" for Ujams Industrial Water Reclamation Plant, Namibia

## Year 2014

### Global Water Award 2014



Distinction Award for "Water Company of the Year"





**For further information, please contact**

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**Company :**

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