

Press Release

Chennai, February 9, 2012

For Immediate Release

**9M FY 2012 :**

**Revenue of Rs. 772.7 Crores ; Net Profit of Rs. 13.4 Crores**

**Order Book of Rs.3,550 Crores**

**Consolidated Financials at a glance:**

Rs. Crores	Q3 FY12	Q3 FY11	YoY %	9M FY12	9M FY11	YoY %
Revenue	293.1	316.3	-7%	772.7	734.2	5%
EBITDA	20.8	28.5	-27%	39.3	37.7	4%
Profit After Tax	10.6	13.9	-24%	13.4	6.6	102%

**Standalone Financials at a glance:**

Rs. Crores	Q3 FY12	Q3 FY11	YoY %	9M FY12	9M FY11	YoY %
Revenue	188.2	169.4	11%	485.3	377.2	29%
EBITDA	21.3	24.0	-11%	40.0	30.5	31%
Profit After Tax	13.0	14.9	-13%	25.0	16.2	55%

**9M FY 2012 Result Highlights:**

- Consolidated Revenue of Rs. 772.7 Crores, Y-o-Y growth of 5%
- Consolidated PAT is at Rs. 13.4 Crores, Y-o-Y growth of 102%
- Order Intake of Rs. 914 Crores in 9M FY 2012 of which Rs. 533 Crores in Q3 FY2012
- Order Backlog of Rs. 3,550 Crores



**Chennai, February 9, 2012:** VA Tech Wabag Limited, a leading India MNC in Water and Waste Water management today reported its results for the quarter ended December 31, 2011.

#### **Financial Performance Review and Analysis**

On a Consolidated basis, for the quarter ended December 31, 2011, the company recorded Revenue of Rs. 293.1 Crores, compared to Rs. 316.3 Crores in Q3 FY 11 and Net Profit stood at Rs. 10.6 Crores as compared to Rs. 13.9 Crores in Q3 FY 11.

EPC Segment achieved Revenue of Rs. 223.6 Crores and O&M segment achieved Revenue of Rs. 67.7 Crores for the quarter ended December 31, 2011.

During Q3 due to non availability of requisite approvals, revenues from Sri Lankan Project could not be recognized. However, all requisite approvals are in place and the Company will start recognizing the revenue in current quarter.

During 9 month FY 2012, the consolidated revenue is Rs. 772.7 Crores and Net Profit of Rs. 13.4 Crores, a growth of 5% and 102% respectively over corresponding period previous year.

#### **Orderbook Position:**

The Firm Consolidated Order book stands at Rs. 3,550 Crores. Of which 69% is related to India and 31% related to Company's overseas subsidiaries. The Firm Order Book of EPC Segment stood at a Rs. 2,426 Crores and O&M Segment stood at Rs. 1,124 Crores.

In addition to the Firm Order Book, the Company has Framework Contracts of Rs. 1,330 Crores. On receipt of advances or LCs or Notice to Proceeds or achieving financial closure, this will form part of Firm Order book.

#### **Order Intakes in Q3 FY12**

The Company has received Orders of Rs. 533 Crores during Q3 FY 2012 of which Rs. 362 Crores from India and Rs. 171 Crores from Overseas. The key orders received are as follows:

- Order from Delhi Jal Board of Rs. 250 Crores for Construction of 20MLD STP on DBO basis at Pappankalan Phase-II in New Delhi. EPC portion is Rs. 170 Crores and Balance is Operations and Maintenance (O&M) for 10 years
- Turnkey EPC Order for De-mineralization WTP at Durgapur Projects Limited (DPL) worth Rs. 50 Crores
- Standalone O&M orders over Rs. 40 Crores.



- Order from Turkey for Siverek Waste Water Treatment Plant of EUR 7.7 million
- Two orders from Czech Republic totaling to EUR 3.1 million for Modernisation of the Jirkov WTP and Reconstruction of Mostiste WTP
- Order from Swiss for New filtration Plant of EUR 3 million
- Order from Saudi Arabia for Waste Water Treatment Plant of EUR 8.4 million

#### **Key Projects update**

##### **Nemmeli Desalination Project**

The desalination project which was inaugurated on 23<sup>rd</sup> February 2010 is progressing as per schedule. The Company has completed 70% of the total EPC work in the project and expects to complete by mid 2012.

##### **BOOT Projects**

For the Aurangabad, Ulhasnagar and Namibian project, the contract has been signed by the SPV with respective authorities. The Company expects projects to achieve financial closure shortly. Thereafter, these BOOT projects worth Rs. 504 Crores will be moved from Framework contracts to firm Orderbook.

##### **Libya Projects status update**

The Company is seeing overall positive developments in the country and believe that the situation will further improve in next few months.

\* \* \* \* \*

For Further information, please contact:

**Mr. T V Gopal, Chief Manager – Public Relations**  
**VA TECH WABAG Ltd.**

Tel: +91 44 422 32260

[tv\\_gopal@wabag.in](mailto:tv_gopal@wabag.in)



**About WABAG:** Around the world, the WABAG name stands for innovative and successful solutions in the water engineering sector. As an internationally respected expert group, we act as a systems specialist and full service provider with a focus on the planning, installation and operation of drinking and wastewater plants for local government and industry in the growth markets of Asia, North Africa, Middle East, the Central and Eastern Europe states.

The WABAG Group represents a leading multinational player with a workforce of over 1,500 and has companies and offices in more than 20 countries. It disposes over unique technological know-how, based on innovative, patented technologies and long-term experience.

Since 1995, WABAG has completed over 900 water and wastewater plants worldwide. Through the conservation and ecological use of the world's most valuable resource, WABAG has made a sustained contribution to an improvement in the quality of life of well over a hundred million people. WABAG is thus one of the world's leading partners for investments in a future that is worth living.

