

PRESS RELEASE  
Chennai, India

For Immediate Publication  
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**WABAG announces Q3 & 9M FY 17 Results;  
9M Consolidated Sales up by 25%; EBITDA up by 37%**

**February 11, 2017:** VA TECH WABAG LIMITED, a leading Indian Multinational Company in the water sector announced today its financial results for the quarter and nine months ended 31<sup>st</sup> December, 2016.

**Highlights:**

- Consolidated Sales for 9M up by 25%
- Consolidated EBITDA for 9M up by 37%
- Consolidated PAT for 9M up by 13%
- Order intake of more than Rs. 2,700 crore
- Order Book of over Rs. 8,400 crore including Framework contracts of about Rs. 870 crore

Commenting on the results, Mr. Rajiv Mittal, Managing Director, VA TECH WABAG LIMITED said "I am happy that the Company has performed well despite the impact of the liquidated damages from the Oman Desalination plant. With the healthy order backlog and with margin drag projects moving towards their closure, the outlook is now bright to deliver on the growth and profitability."

Consolidated Sales for the nine months stood at Rs. 2,069 crore registering a growth of 25% over the same period last year. The operating profit grew by 37% and was at Rs. 165 crore. In spite of being adversely affected by the levy of Liquidated Damages from its Desalination plant project in Oman, the Company reported a 13% growth in its PAT over 9M FY 16.



The major orders won recently are as follows:

1. WABAG India won a Desalination and a Sewage Treatment Plant Order in the Kingdom of Saudi Arabia for a value of US\$ 82.5 million. The scope of the order includes design, engineering and supply for setting up the Desalination Plant and STP. The ultimate customer for this contract is one of the world's largest oil and gas company. Winning this order amidst competition from major global players goes to prove our technological superiority and engineering capabilities in executing world class large and complex industrial projects both at home and abroad.
2. WABAG Czech bagged the contract extension of "Thermal Power Plant Long Phu 1" project in Vietnam for the Condensate Polishing System, another significant part of the Power Plant. The Condensate Polishing System is designed for two blocks, the flow for one block is 750 m<sup>3</sup>/h. The chosen technology consists of two-stage treatment (filtration – demineralization) with external regeneration, which will ensure a high quality of the treated condensate due to separate regeneration of cation and anion exchange resin. The value of this extension is about US\$ 7.8 million.
3. WABAG JV won an Integrated Water Supply Project in Barmer District in Rajasthan from Public Health & Engineering Department of Rajasthan. This order value is about INR 595 crores and includes Operation & Maintenance for a period of 10 years. The scope of the contract for WABAG includes Supply and the complete electrical, mechanical and instrumentation works.

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**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 2,000 and has companies and offices in more than 22 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.

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