

Press Release
Chennai, India

For Immediate Publication
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WABAG announces Financial Results for FY 2013

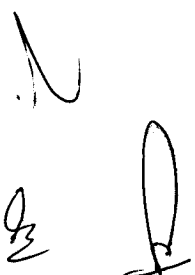
Revenue and PAT up by 12% and 22% respectively, highest ever order intake of Rs. 2,489 Crores

Consolidated Financials at a glance:

Rs. in Crores	FY 2013	FY 2012	Growth (%)
Net Sales	1,619	1,444	12%
EBITDA	155	130	19%
Profit After Tax	90	74	22%

Key Highlights of the Year

- Order Intake of Rs. 2,489 Crores during FY 2012 – 13, a growth of 34%
- Revenue of Rs. 1,619 Crores during FY 2012 – 13, a growth of 12%
- Revenue from International Business contributes to Rs. 562 Crores, a growth of 28%
- EBITDA margin improves from 9% to 9.6%
- Net Profit of Rs. 90 Crores, up 22% from FY 2011-12
- Order Book of Rs. 5,374 Crores including Framework Contracts of Rs. 1,090 Crores
- Board recommends 350% Dividend at Rs. 7/- per Equity Share of Face Value of Rs. 2/- each



Consistently achieving "Profitable Growth"

VA Tech Wabag recorded a 12% increase in consolidated revenues, posting Rs. 1,619 crores in the year ended March 31, 2013 as compared to Rs. 1,444 crores in the year ended March 31, 2012. The Indian operations contributed to 65% of the revenue and the overseas operation contributed 35% for the year ended March 31, 2013. The Revenue in International Business registered a growth of 28%.

The EBITDA increased by 19% to Rs. 155 Crores from Rs. 130 Crores. The EBITDA margin made significant improvement from 9% in FY 2012 to 9.6% in FY 2013.

Consolidated net profit after tax increased by 22% to Rs. 90 crores from Rs. 74 crores in the previous year.

The Board has recommended a final dividend of 350% i.e. Rs. 7/- per Equity Share to be paid as final dividend compared to Rs. 6/- per Equity Share last year on a face value of Rs. 2/- per Equity Share.

Commenting on the commendable results Mr. Rajiv Mittal, Managing Director said: ***"Despite challenging economic condition globally, we have achieved Profitable Growth in the FY 2013. We have recorded highest ever Order Intake of Rs. 2,489 Crores during the year in a weak market. Innovative strategies, differentiated product offerings and technological edge have helped us record growth for the year on all fronts. We have a robust order pipeline and are confident of continuing this momentum in coming years."***

Successful Commissioning of Nemmeli Desalination Plant at Chennai - our landmark Project

100 MLD Nemmeli desalination plant was successfully commissioned and Hon'ble Chief Minister of Tamil Nadu inaugurated the same in February, 2013. The Water supply from the plant will cater to about 10-12% water requirement of the city. This is a prestigious and landmark project for the VA Tech Wabag and is a very important reference point in fastest growing Desalination Market.

Highest ever Order Intake of Rs. 2,489 Crores during the Year

The company during the year recorded fresh order intake of Rs. 2,489 Crores, highest ever in the history of the Company. The company has achieved 34% growth in Order Intake despite of challenging economic conditions.

The Firm Consolidated Order book stands at Rs. 4,284 Crores of which 70% is related to India and the balance is related to the Company's overseas subsidiaries.

In addition to the Firm Order Book, the Company has Framework Contracts of Rs. 1,090 Crores. On receipt of advances/LCs/ Notice to Proceeds or achieving financial closure, this will form part of the Company's Firm Order book.

The key orders received during Q4 of F13 are as follows:

- **Desalination Contract in Oman – USD 70 mn:**

WABAG in association with Cadagua (Spain) and Galfar (Oman) have been awarded 191 MLD SWRO Desalination project in Al Gubrah, Muscat, Sultanate of Oman. The project will be on BOO basis to be developed by a consortium of Malakoff International Limited (Malaysia),

Sumitomo Corporation (Japan) and Cadagua (Spain). Oman Power and Water Procurement Company (OPWP) have awarded the project to the developer consortium which in turn has entered into a Water Purchase Agreement with a Special Purpose Company formed by Cadagua, Wabag and Galfar.

- **Water Treatment Plant Order from Kolkata Metropolitan for Rs. 75 Crores**

Wabag India was awarded an order for construction of 140 MLD Water Treatment Plant at Madhyamgram Municipality by Kolkata Metropolitan Development Authority (KMDA) under JNNURM Scheme.

- **Waste Water Treatment Plant in Philippines worth Rs. 125 Crores**

The order comprises up gradation of existing 100 MLD to 150 MLD plant. This is the first Water Treatment Plant where in water from "Laguna Lake" is treated. The project duration is 15 months.

Increase in Net Cash Balance

The Company has Net cash of Rs. 303 Crores at the end of 31 March, 2013, which has increased from Rs. 274 Crores at the end of March 31, 2012.

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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

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.