

# Water +ve



**VA TECH WABAG LTD.**

**Result Update Presentation  
FY 18**

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# Key Highlights Q4 & FY 18



- Consolidated Revenue up by 7.8%
- Consolidated EBITDA at 8.7%
- Consolidated PAT at INR 1,315 Mio up by 28.4%
- Order Book over INR 75 Bn  
*including framework orders*



Water Treatment Plant,  
Alpnach, Switzerland

# Quarterly Performance



# RESULTS OVERVIEW – Consolidated Profit and Loss

Rs. Millions	Q4 FY18	Q4 FY17	YOY %	FY18	FY17	YOY %
<b>Revenue from operations</b>	<b>10,374</b>	<b>11,317</b>	<b>(8.3%)</b>	<b>34,572</b>	<b>32,079</b>	<b>7.8%</b>
Cost of Sales	8,125	9,058	(10.3%)	27,336	25,388	7.7%
Total Cost of Operations (TCO)	1,237	943	31.2%	4,224	3,725	13.4%
<b>EBITDA</b>	<b>1,012</b>	<b>1,316</b>	<b>(23.1%)</b>	<b>3,012</b>	<b>2,966</b>	<b>1.6%</b>
<b>EBITDA margin</b>	<b>9.8%</b>	<b>11.6%</b>		<b>8.7%</b>	<b>9.2%</b>	
Forex (Gain) / Loss	62	58	6.9%	94	(15)	--
Net Finance Cost	132	99	33.3%	520	428	21.5%
Depreciation & Amortization	45	52	(13.5%)	178	191	(6.8%)
Tax	146	326	(55.2%)	774	667	16.0%
Share of Profits from Associates / MI	(30)	(24)	--	(131)	(671)	--
<b>Profit After Tax (Owners)</b>	<b>597</b>	<b>757</b>	<b>(21.1%)</b>	<b>1,315</b>	<b>1,024</b>	<b>28.4%</b>
<b>PAT margin</b>	<b>5.8%</b>	<b>6.7%</b>		<b>3.8%</b>	<b>3.2%</b>	

- Growth in top line driven by significant progress in key overseas projects and IIUs
- Sales and EBITDA from overseas entities improved 14% YoY, backed by better results in Europe
- Overseas TCO control driven by cost optimizations in Europe help improve Net Margins



# RESULTS OVERVIEW – Standalone Profit and Loss

Rs. Millions	Q4 FY18	Q4 FY17	YOY %	FY18	FY17	YOY %
<b>Revenue from Operations</b>	<b>5,346</b>	<b>7,038</b>	<b>(24.0%)</b>	<b>18,563</b>	<b>17,984</b>	<b>3.2%</b>
Cost of Sales	4,175	5,753	(27.4%)	14,361	13,980	2.7%
Total Cost of Operations (TCO)	711	740	(3.9%)	2,266	1,984	14.2%
<b>EBITDA</b>	<b>461</b>	<b>545</b>	<b>(15.5%)</b>	<b>1,937</b>	<b>2,020</b>	<b>(4.1%)</b>
<b>EBITDA margin</b>	<b>8.6%</b>	<b>7.7%</b>		<b>10.4%</b>	<b>11.2%</b>	
Dividend Income	-	64	--	201	74	171.6%
Forex (Gain) / Loss	(5)	(33)	(86.1%)	21	(139)	(115.4%)
Net Finance Cost	59	66	(10.6%)	284	233	21.9%
Depreciation & Amortization	25	25	0.4%	91	95	(4.3%)
Exceptional Items	-	-		-	643	
Tax	117	265	(55.9%)	571	510	11.9%
Profit After Tax	265	286	(7.5%)	1,171	752	55.7%
<b>PAT margin</b>	<b>4.9%</b>	<b>4.1%</b>		<b>6.3%</b>	<b>4.2%</b>	

- Revenue growth subdued by GST introduction for Indian projects, reducing topline
- Dividend from profitable overseas project execution in MEA
- Net finance cost – Bond charges for new projects in CY



# RESULTS OVERVIEW – Balance Sheet

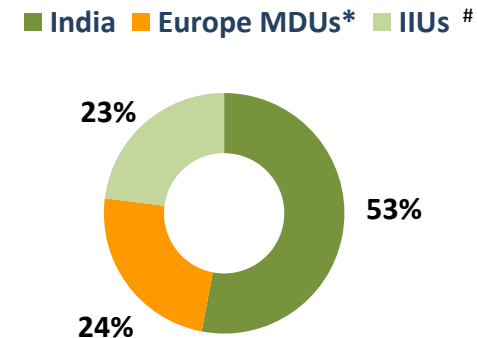
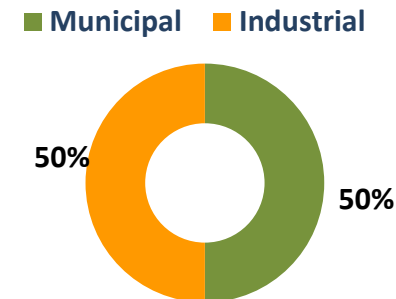
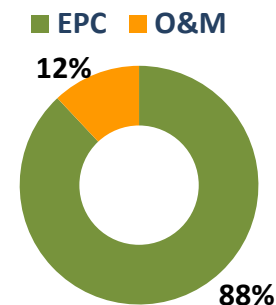
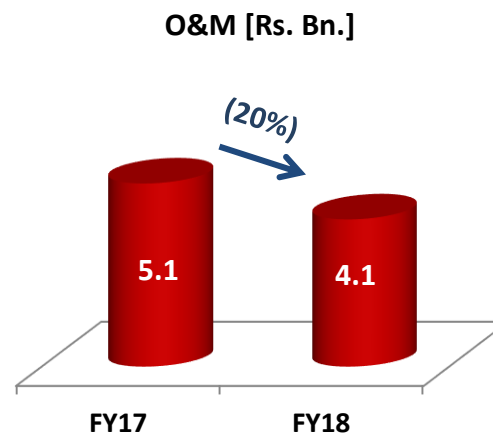
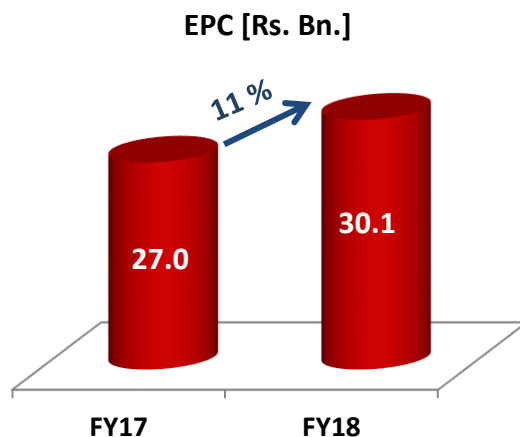
Rs. Millions	Mar '18		Mar '17	
	Consolidated		Standalone	
Total Equity (Net Worth)	11,624	10,104	9,169	8,241
Non-Current Liabilities	2,732	2,695	1,995	1,942
Trade Payables	14,899	12,574	9,255	8,300
Short Term Borrowings	4,274	2,459	2,763	1,199
Other Current Liabilities	3,774	5,674	2,497	3,043
<b>Total Equity &amp; Liabilities</b>	<b>37,303</b>	<b>33,506</b>	<b>25,679</b>	<b>22,725</b>
Fixed Assets	1,768	1,776	875	922
Other Non-Current Assets	5,337	4,727	5,162	4,609
Trade Receivables	24,561	21,238	15,725	13,576
Cash & Bank Balances	1,852	2,617	568	947
Other Current Assets	3,785	3,148	3,349	2,671
<b>Total Assets</b>	<b>37,303</b>	<b>33,506</b>	<b>25,679</b>	<b>22,725</b>

# RESULTS OVERVIEW – Working Capital Highlights

Rs. Millions	Mar '18	Sep'17	Mar '17
Inventories	382	467	385
Trade Receivables	24,561	24,282	21,238
Loans and Advances	348	347	408
Other Current Assets	3,054	2,806	2,163
<b>Total Current Assets (A)</b>	<b>28,345</b>	<b>27,902</b>	<b>24,194</b>
Trade Payables	14,899	12,728	12,574
Other Current Liabilities and Provisions	3,774	5,706	5,673
<b>Total Current Liabilities (B)</b>	<b>18,673</b>	<b>18,434</b>	<b>18,248</b>
Net Working Capital (NWC)	9,672	9,468	5,946
<b>Net Working Capital (No. of Days)</b>	<b>98</b>	<b>101</b>	<b>68</b>

# Revenue Breakup – FY18

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	7,978	8,416	1,185	608	18,187
Wabag Overseas	6,482	7,311	1,659	651	16,103
<b>Total</b>	<b>14,460</b>	<b>15,727</b>	<b>2,844</b>	<b>1,259</b>	<b>34,290</b>



# Key Projects Contributing to Revenue – YTD FY18

Project Details	Revenue recognized [Rs. Mn]
▪ Petronas RAPID, Malaysia - ETP	7,263
▪ AMAS, Bahrain – STP	1,981
▪ APGENCO – BOP with water management	2,185
▪ Desal & STP Order, Saudi Arabia	1,930
▪ Dangote, Nigeria - ETP & RWTP	1,883
▪ Koyambedu, Chennai – TTP	1,876
▪ Polghawela, Sri Lanka – WTP	1,637
▪ Sanliurfa, Turkey – WWTP	1,036
▪ Long Phu 1, Vietnam – WWTP	628
▪ Valenzuela, Philippines - STP	505



# Namami Gange



**Total outlay expected ~ INR 20,000 Crores**

## **Integrated City Management Model**

Large scale projects summing up to ~ INR 5,000 Crores  
in Kanpur, Allahabad, Patna and Kolkata

## **Sewerage Treatment and Network**

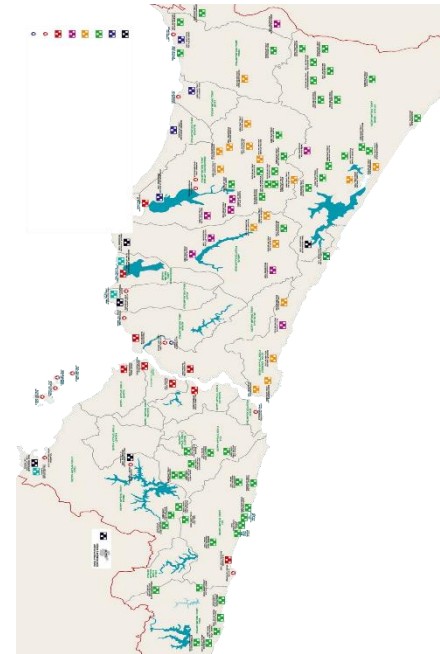
Sewage treatment & network projects worth INR 1,000  
Crore in Bihar under BUIDCO

## **Successes**

- INR 147 Crores – 60,000 m<sup>3</sup>/day WWTP – Pahari, Bihar
- INR 253 Crore – Sewerage Network – Karmalichak, Bihar
- Upgradation of two STP's at Haridwar

**24/7**

**management of the wastewater  
catering 16 million inhabitants  
of Istanbul**



**WABAG well positioned with  
it's experience in handling  
water treatment of 7.4 Million  
m<sup>3</sup>/day at 124 locations in  
Istanbul**

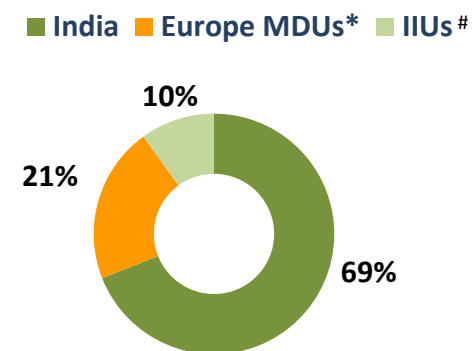
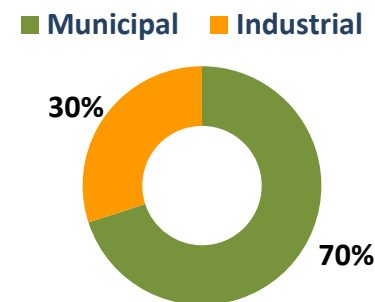
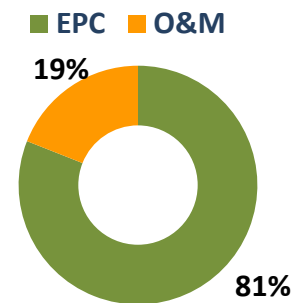
# Order Book Analysis – FY18



# Order Intake Breakup

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	10,257	7,665	3,466	565	21,953
Wabag Overseas	7,206	872	1,264	636	9,978
<b>Total</b>	<b>17,463</b>	<b>8,537</b>	<b>4,730</b>	<b>1,201</b>	<b>31,931</b>

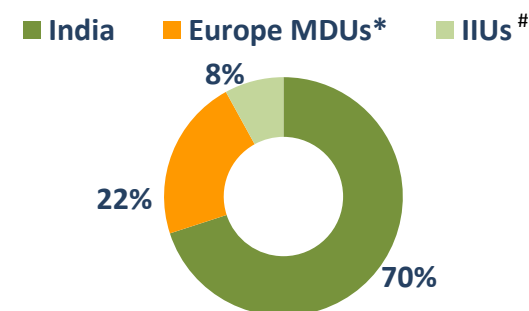
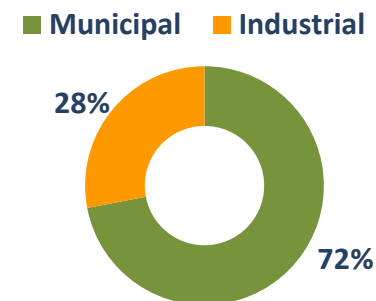
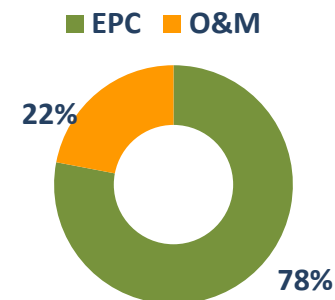
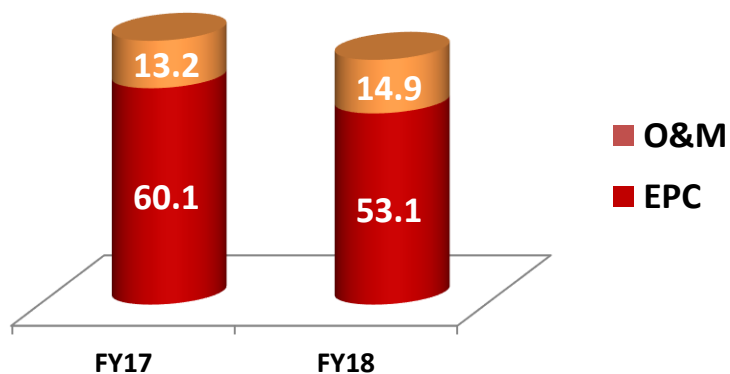
Key Orders Received	Order Value (Rs. Mn.)
Rithala, India	2,960
HMEL Bhatinda, India	2,897
Karmalichak, India	2,525
Pahari, India	1,477
Rajpur & Sonarpur, India	829





# Order Book Composition

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	20,918	12,963	12,129	1,549	47,559
Wabag Overseas	15,172	4,066	856	433	20,527
Framework Contracts					9,345
<b>Total</b>	<b>36,090</b>	<b>17,029</b>	<b>12,985</b>	<b>1,982</b>	<b>77,431</b>



# Order Book of Rs. 68 Bn & Framework Contracts of Rs. 9.3 Bn

## Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
▪ Dangote, Nigeria - ETP & RWTP	6,250
▪ Polgahawela, Sri Lanka – WTP	5,077
▪ Koyambedu, Chennai – TTP	3,869
▪ K&C Valley, Bengaluru – STP	3,281
▪ Desal & STP Order, Saudi Arabia	3,163
▪ Rithala, Delhi – STP	2,960
▪ HMEL, Bathinda – ETP	2,897
▪ Karmalichak, Bihar – STP	2,525
▪ Integrated Water Supply Project - Barmer, Rajasthan	1,996
▪ La Mesa, Philippines - WTP	1,527
▪ Petronas RAPID, Malaysia – ETP	1,507

## Key Framework Contracts \*

- Libya STP of Rs. 6,114 Mn
- Purolite, Romania of 1,656 Mn
- Koye Fetcbe, Ethiopia of Rs. 882 Mn
- Al Saad, Saudi Arabia BWRO of Rs. 693 Mn

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

## Guidance for FY 19

Revenue : INR 40 Bn – INR 42 Bn & Order Intake : INR 53 Bn – INR 57 Bn



**For further information, please contact**

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