

11th August 2016

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

Dear Sir / Madam,

Sub: Presentation on Unaudited Financial Results for the quarter ended 30th June 2016

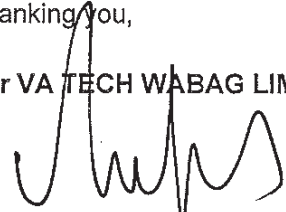
Pursuant to Regulation 30 of SEBI (Listing Obligations & Disclosure Requirements) Regulations 2015 ("SEBI Regulations"), please find enclosed a presentation on the Unaudited Financial Results of the Company for the quarter ended 30th June 2016 made to Investors/ Analysts.

The aforesaid presentation is also being hosted on the website of the Company, 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



RAJIV BALAKRISHNAN
COMPANY SECRETARY

Encl: as above

Sustainable solutions, for a better life



VA TECH WABAG LTD.

**Result Update Presentation
Q1 FY 17**



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1

Key Highlights Q1 FY 17

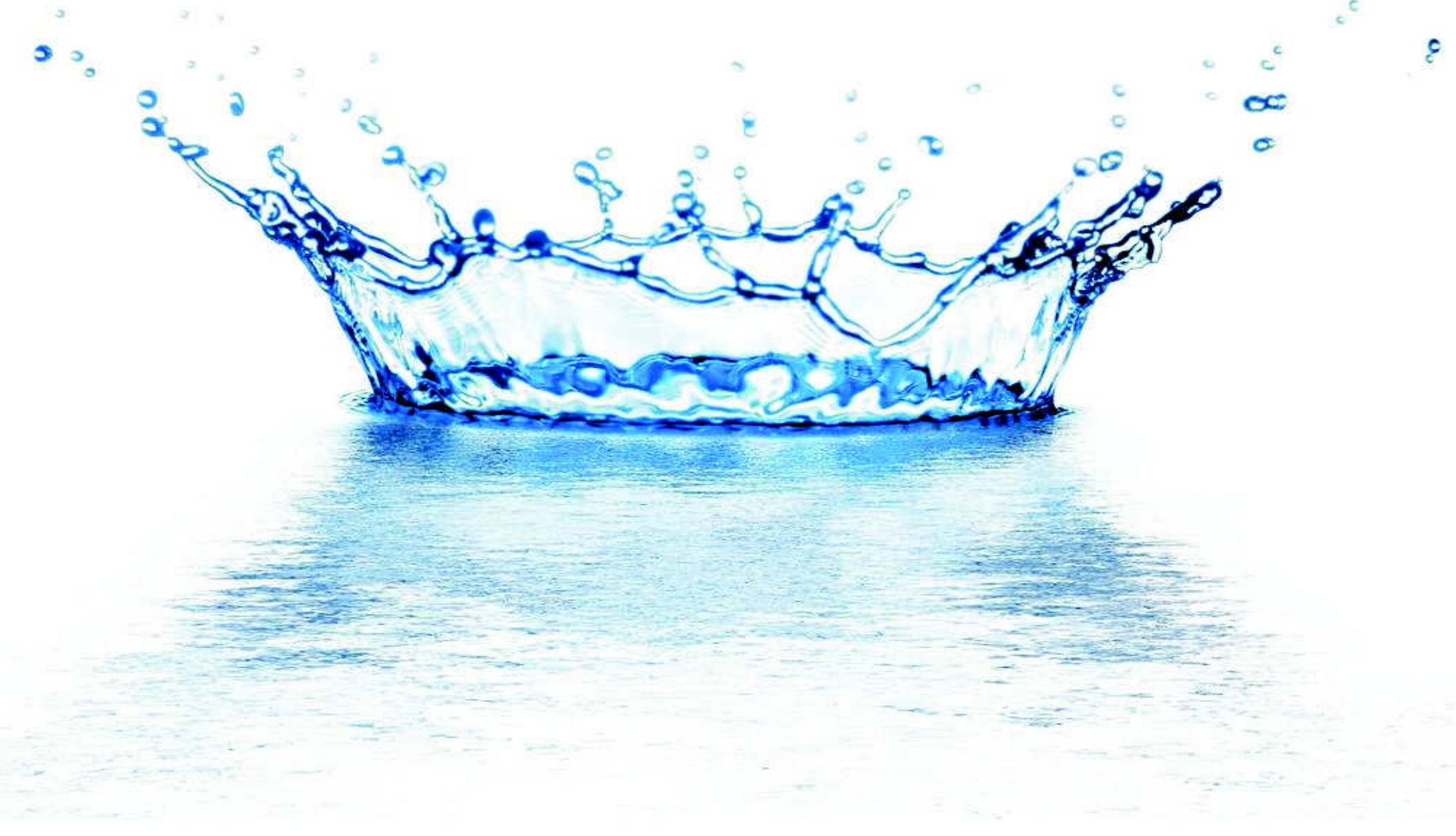
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Quarterly Performance

3

Order Book Analysis

Key Highlights Q1 FY 17

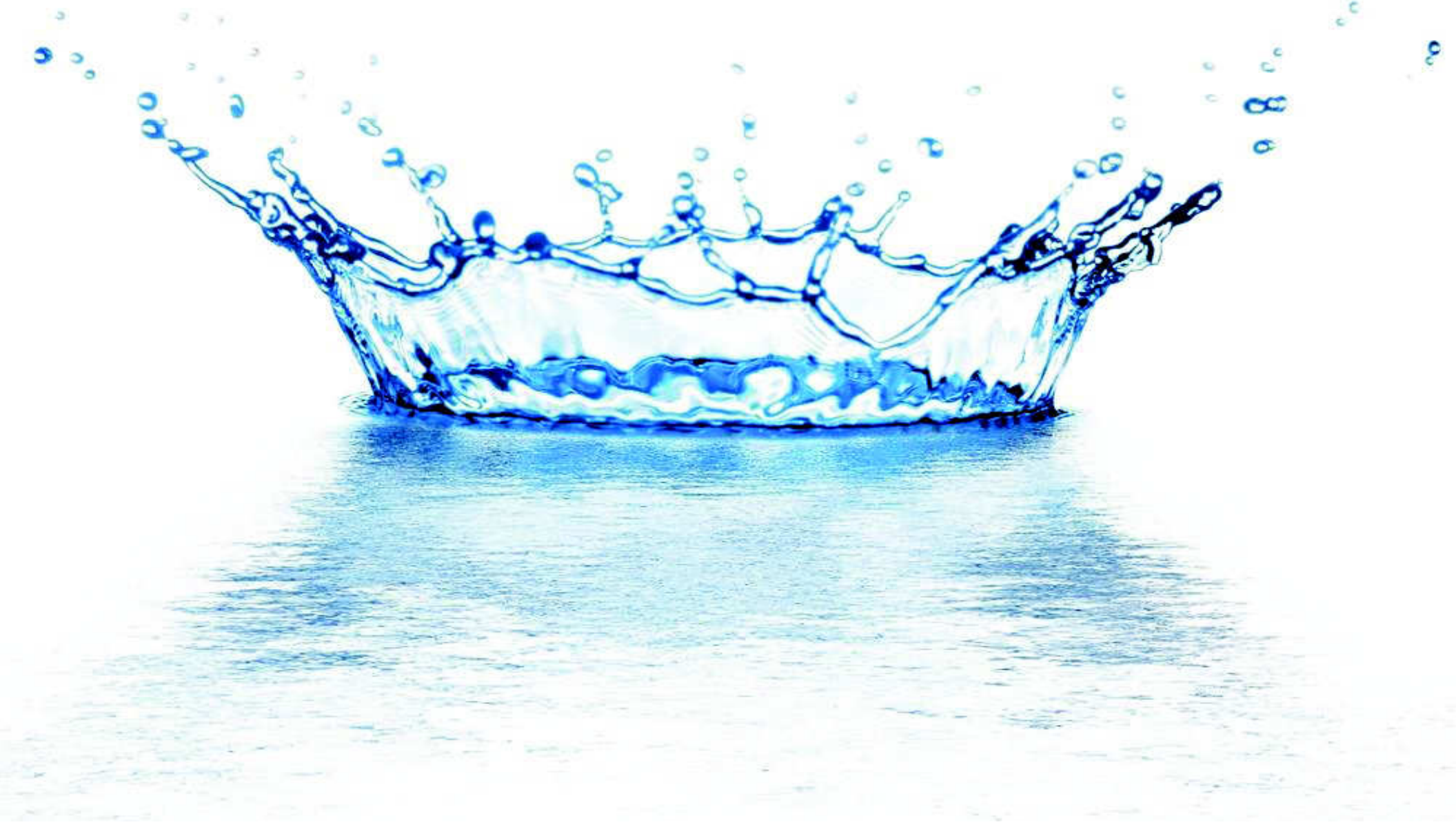


- Consolidated Sales up by 27%
- Consolidated Net Profit at Rs. 52 Mn against a loss of Rs. 98 Mn in PY
- Order intake of Rs. 8,046 Mn
- Total Order Book of Rs. 83.2 Bn including Framework contracts of Rs. 8.7 Bn



DAWASA Water Treatment Plant, Tanzania

Quarterly Performance



RESULTS OVERVIEW – Standalone Profit and Loss

INR Millions	Q1 FY17	Q1FY 16	YoY %
Income	2,557	2,538	1%
Other Operating Income	45	26	71%
Cost of Sales	1,941	1,764	10%
Total Cost of Operations (TCO)	425	505	-16%
EBITDA	237	295	-20%
EBITDA margin	9.2%	11.6%	
Net (Gain) / Loss on Forex	-101	-3	
Interest & Finance Charges (Net)	46	13	262%
Depreciation & Amortization	24	31	-23%
Tax	93	87	6%
Profit After Tax	175	167	5%
PAT margin	6.8%	6.6%	
Other Comprehensive Income	-3	-1	
Total Comprehensive Income	172	166	4%

- Cost of Sales vary quarter on quarter depending on the mix of projects
- Good Order Intake in Q4 FY 16 & in Q1 FY 17 and Increase in Short Term Borrowings for Working Capital resulted in increased Finance Charges and Interest Expense
- Other comprehensive income reflects the reclassification of Actuarial loss/gain on Defined employee benefits as per IND-AS

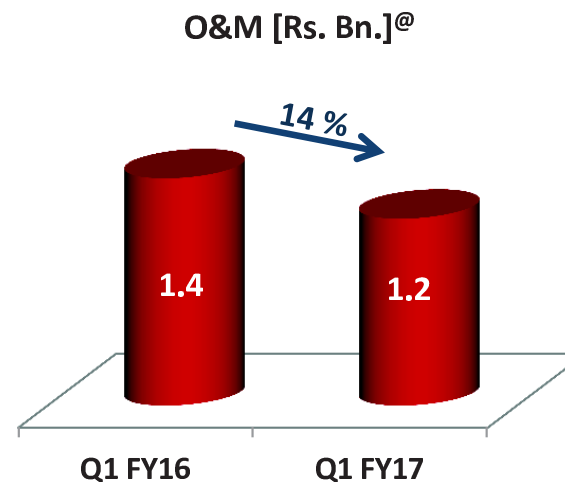
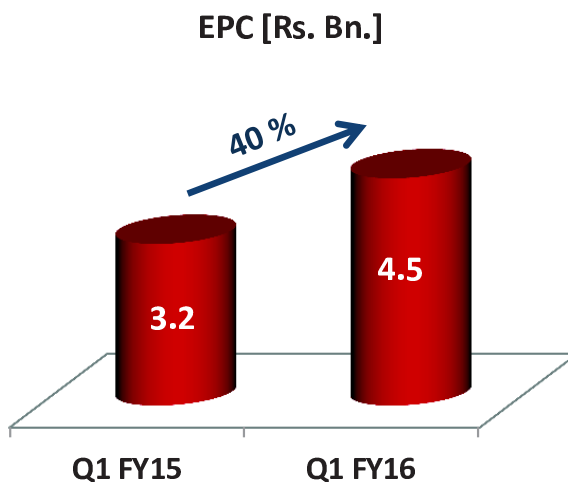
RESULTS OVERVIEW – Consolidated Profit and Loss

INR Millions	Q1 FY17	Q1FY 16	YoY %
Income	5,794	4,548	27%
Other Operating Income	8	7	18%
Cost of Sales	4,634	3,360	38%
Total Cost of Operations (TCO)	894	911	-2%
EBITDA	275	284	-3%
EBITDA margin	4.7%	6.2%	
Net (Gain) / Loss on Forex	-46	5	
Interest & Finance Charges (Net)	110	68	61%
Depreciation & Amortization	46	51	-10%
Tax	109	97	13%
Share of Profits from Associates / MI	-4	-161	
Profit After Tax	52	-98	
PAT margin	0.9%	-2.2%	
Other Comprehensive Income	-3	-1	
Total Comprehensive Income	49	(99)	

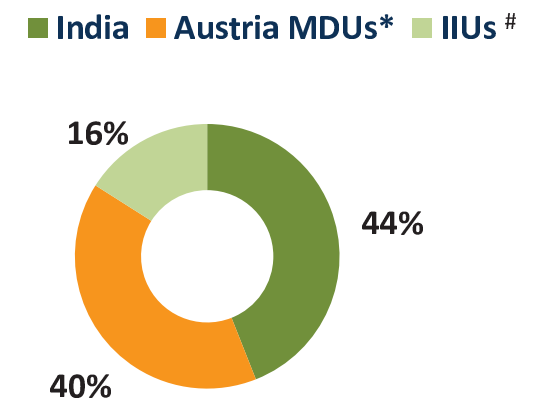
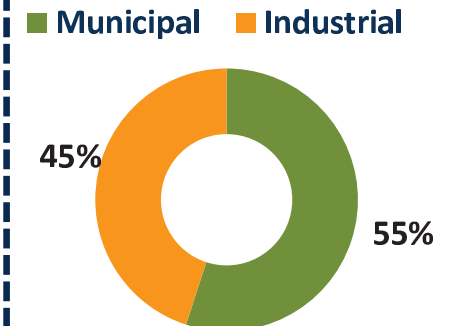
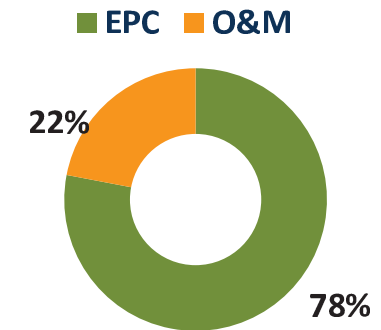
- Expediting of Sales in Overseas entities resulted in increase in Consolidated sales by 27%
- Cost of Sales vary quarter on quarter depending on the mix of projects
- Share of profits from associates and Minority interests in Q1 FY 16 majorly represents the reclassification as per IND-AS requirement. No impact in PAT.

Revenue Breakup – Q1 FY17

INR Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	680	1,565	236	76	2,557
Wabag Overseas	1,570	731	696	240	3,237
Total	2,250	2,296	932	316	5,794



@ The power cost component of Nimmeli O&M was removed from the backlog in Q3 FY16



Key Projects Contributing to Revenue – Q1 FY 17

Project Details	Revenue recognized [INR Mn]
▪ APGENCO – BOP with Water management	1,082
▪ AMAS, Bahrain – 40 MLD STP	528
▪ Istanbul, Turkey O&M	371
▪ Petronas RAPID ETP, Malaysia	354
▪ Polatli, Turkey – WWTP	228
▪ Dangote, Nigeria – 60 MLD RWTP	196
▪ Suplac, Romania – ETP	192
▪ UP Jal Nigam – 140 MLD STP	167
▪ Ferganska, Uzbekistan – WWTP	154
▪ Al Kharj, Saudi Arabia – WWTP	122

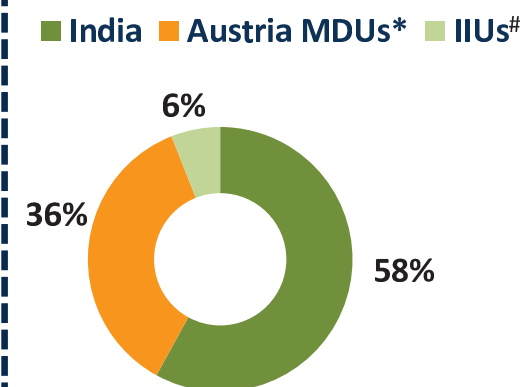
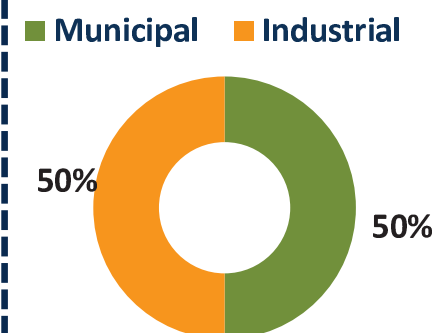
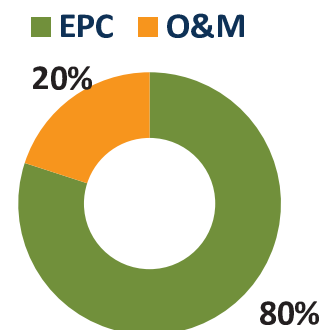
Order Book Analysis – Q1 FY17



Order Intake Breakup – Q1 FY17

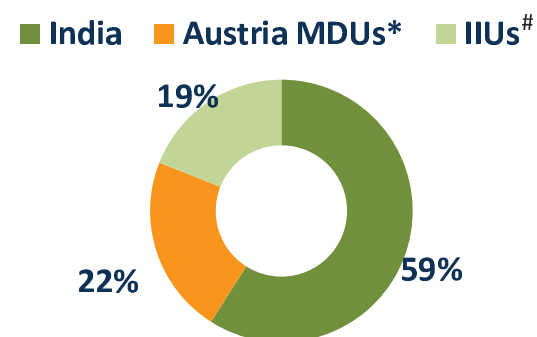
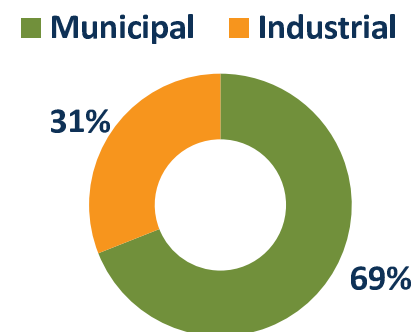
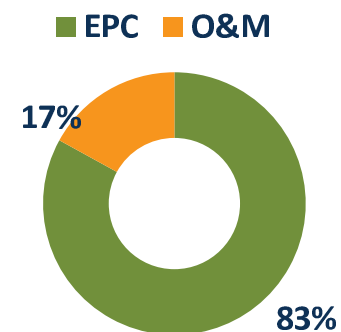
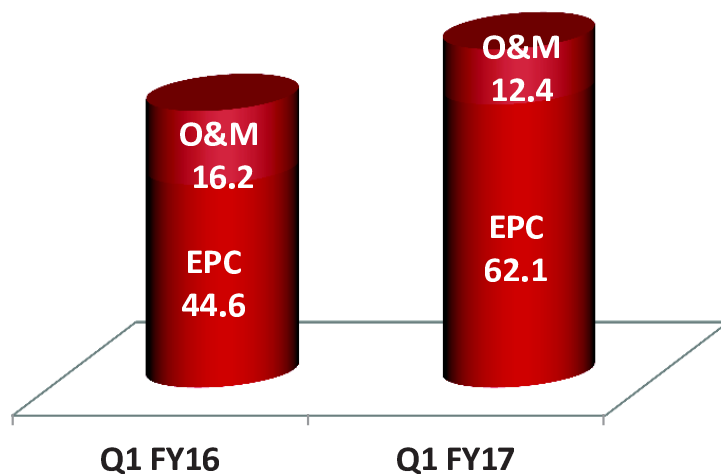
INR Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	2,312	1,808	501	30	4,651
Wabag Overseas	1,021	1,291	192	891	3,395
Total	3,333	3,099	693	921	8,046

Key Orders Received in Q1	Order Value (INR Mn)
▪ Guheshwori, Nepal – WWTP	1,400
▪ Long Phu, Vietnam – WTP	1,251
▪ RIL, India – SWRO	1,084
▪ KMC, India – WTP	880



Order Book Composition – Q1 FY17

Rs. Millions	EPC		O&M		Total
	Municipal	Industrial	Municipal	Industrial	
Wabag India	21,798	11,498	10,385	132	43,813
Wabag Overseas	18,573	10,263	386	1,473	30,695
Framework Contracts					8,659
Total	40,371	21,761	10,771	1,605	83,167



Order Book of Rs. 74.5 Bn & Framework Contracts of Rs. 8.7 Bn

Key Contracts in Orderbook

Project Details	Amt [Rs. Mn]
• Petronas RAPID ETP, Malaysia	13,161
• Polgahawela, Sri Lanka – WTP	7,340
• Koyambedu, Chennai – 45 MLD TTP	5,940
• AMAS, Bahrain – 40 MLD STP	4,665
• APGENCO – BOP with Water Management	3,322
• OWSSB, Orissa – 100 MLD STP with O&M	1,836
• Istanbul, Turkey O&M	1,054
• UP Jal Nigam - 140 MLD STP	1,316
• Valenzuela, Philippines - 60 MLD STP	1,374
• Guheshwori, Nepal – WWTP	1,400

Key Framework Contracts *

- Libya STP of Rs. 6,114 mn
- Tobruk, Libya Desal of Rs. 1,181 mn

Framework Contracts won in FY 16

- Al Saad, Saudi Arabia BWRO of Rs. 1,364 mn

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

Guidance for FY 17

Revenue : INR 30 Bn – INR 32 Bn & Order Intake : INR 40 Bn – INR 42 Bn



For further information, please contact

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