



DRIP  
IRRIGATION



SPRINKLER  
IRRIGATION



INTEGRATED  
IRRIGATION  
SOLUTIONS



CONTROLLED  
AGRICULTURE &  
GREEN HOUSE



TISSUE CULTURE  
PLANTS & NURSERY



PVC PIPES &  
FITTINGS



PE PIPES &  
FITTINGS



PLUMBING  
SYSTEMS



INTEGRATED  
DRINKING WATER  
SOLUTIONS



PLASTIC  
SHEETS



SOLAR ENERGY  
GENERATION &  
APPLIANCES



SOLAR PUMPING  
SYSTEMS &  
SOLUTIONS



FRUIT  
PROCESSING



ONION & VEGETABLES PROCESSING



SPICE PROCESSING



SOCIAL INITIATIVES



**Jain Irrigation Systems Ltd.**

Small Ideas. Big Revolutions.®

Q2 FY19-20

**INVESTOR  
COMMUNICATION**

The journey of Jain Irrigation Systems Ltd. started with a young boy who wanted to excel at his studies, even if it meant studying under the only lamp in his village. His determination and ideas revolutionised the face of the agricultural industry in India and in turn, he was recognised globally for his work.

But more than recognition, it was his devotion to do good for the society that gained him the affection of millions.

In no time, our founder chairman, Late Mr. Bhavarlal Jain became 'Bhau' (brother) for all those who worked with him. His journey became an inspiration and his legacy laid the foundation of JISL.

Bhau nurtured every member of JISL in such a way that they adapted these values as their own with the same commitment and passion. To the point that the lesson of unity runs in the DNA of the organisation and each member of JISL is its proud guardian. Across geographies, JISL leadership and management team is experienced with an established track record over decades.

Fortune magazine hailed JISL as the only Indian Company in the top 51 companies who change the world by 'Doing Well by Doing Good'. Even when we've come so far, all the services and achievements of JISL are direct outcomes of this deep-rooted value. The principles of staying and working as one aren't just things that we write on the wall. They're commitments held by every associate, stakeholder partner and farmer. They're tenets that have stood true through time and have been shared between generations. They're values that live in the stories of the associates of JISL.



## Hi-tech Agri Input Division ( Hi-Tech)

- Overseas MIS business is stable
- India business impacted by wet season, liquidity issues and change in focus

## Plastic Division ( Plastic)

- India business impacted by wet season and liquidity issues
- Overseas plastic sheets business growing smartly

## Agro Processing Division ( Agro)

- Overall stable business
- US foods business grown by 40% in H1 y-o-y

## Way forward

- Focus on optimizing the Governments business
- Focus on Working Capital efficiency in operations
- Focus on deleverage in Balance Sheet

## Financial Performance: Q2 FY20

### Standalone

Rs. Mn

	Q2FY20	Q2FY19
Revenue	3,958	9,477
EBIDTA	10	1,684
PAT	-1,131	456
Cash PAT	-732	885

- Significant impact in revenue and earnings

### Consolidated

Rs. Mn

	Q2FY20	Q2FY19
Revenue	13,883	18,951
EBIDTA	804	2,583
PAT	-1,336	214
Cash PAT	-432	999

- Revenue increased by 10% on y-o-y basis in overseas cos
- Stable Ebitda in food and overseas businesses

## Financial Performance: 1H FY20

### Standalone

Rs. Mn

	1HFY20	1HFY19
Revenue	12,239	20,097
EBIDTA	1,628	3,587
PAT	-968	892
Cash PAT	-189	1845

- Substantial business in H1 FY 20 despite liquidity challenges
- Ebitda margin of 13% in H1 FY 20 v/s 17.5% in H1 FY 19

### Consolidated

Rs. Mn

	1HFY20	1HFY19
Revenue	32,796	39,562
EBIDTA	3,499	5,491
PAT	-1,115	1,066
Cash PAT	615	2,717

- Revenue drop of 17% on y-o-y basis
- Ebitda margin of 10.5% in H1 FY 20 v/s 13.7% in H1 FY 19

## Segment Overview: Q2 FY20

### Standalone Revenue

Rs. Mn

	FY20	FY19
Hi-tech Agri Inputs	2,461	5,380
Plastic	1,361	3,879
Other	136	218
<b>Total</b>	<b>3,958</b>	<b>9,477</b>

### Consolidated Revenue

Rs. Mn

	Revenue	Growth y-o-y
Hi-tech Agri Inputs	7,252	9,779
Plastic	2,178	4,4410
Agro	4,199	4,383
Other	255	379
<b>Total</b>	<b>13,883</b>	<b>18,951</b>

### Exports from India

Rs. Mn

	Q2 FY20	Growth y-o-y
Hi-tech Agri Inputs	306	765
Plastic	290	780
Agro	1,627	1,435
<b>Total</b>	<b>2,223</b>	<b>2,980</b>

## Order Book Position : 2Q FY 20

### Standalone

Rs. Mn

	Order Book Position
Hi-tech Agri Inputs	20,055
Plastic	7,532
Other	6
Total	27,593

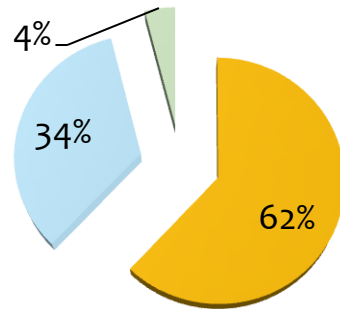
### Consolidated

Rs. Mn

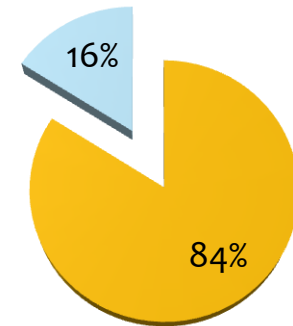
	Order Book Position
Hi-tech Agri Inputs	24,023
Plastic	7,839
Agro	11,428
Other	633
Total	43,923

# Revenue Overview : Q2 FY20

## Standalone

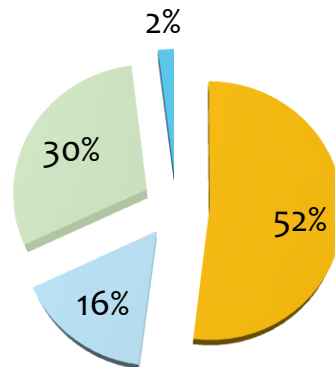


■ Hi-Tech ■ Plastics ■ Other

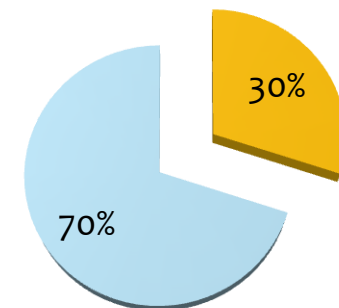


■ Domestic ■ Export

## Consolidated



■ Hi-Tech ■ Plastics ■ Agro ■ Other

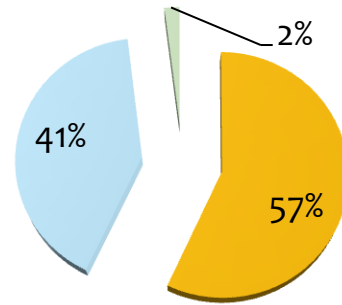


■ India ■ Rest of World

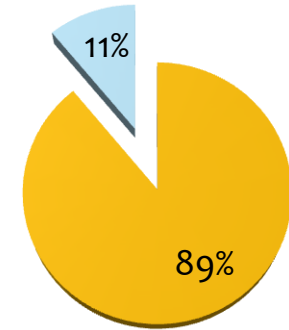


# Revenue Overview : 1H FY20

## Standalone

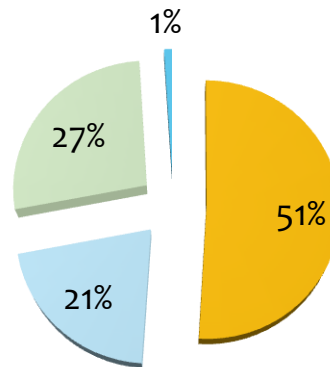


■ Hi-Tech ■ Plastics ■ Other

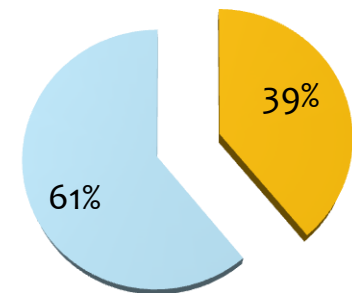


■ Domestic ■ Export

## Consolidated



■ Hi-Tech ■ Plastics ■ Agro ■ Other



■ India ■ Rest of World

## Standalone

Days	DSO Sept 30, 2019			DSO Jun 30, 2019			DSO Sept 30, 2018		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	112	314	365	91	279	294	110	188	219
Plastic	29	166	150	28	136	74	43	87	77
Standalone Co	83	263	292	70	226	214	85	148	164

Increase in DSO is on account of reduced sale in Q2 FY 20 and also due to reduction in payables

## Consolidated

Days	DSO Sept 30, 2019			DSO Jun 30, 2019			DSO Sept 30, 2018		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	100	184	237	90	179	214	116	131	180
Plastic	44	129	130	41	112	71	60	79	86
Agro	217	60	176	226	52	166	246	60	190
Consolidated Co	118	146	206	113	134	172	131	105	162

## Working Capital Analysis

## Debt Position

	Sep 30, 2019	Jun 30, 2019	Change QoQ	Rs. Bn Mar 31, 2019
<b>Standalone</b>				
Long Term	7.31	7.37	-0.05	7.90
Short Term	22.20	11.85	10.34	8.46
Gross Debt	29.51	19.22	10.29	16.36
Net Debt	28.92	18.74	10.18	16.05
<b>Consolidated</b>				
Long Term	30.81	30.65	0.16	31.82
Short Term	32.99	22.74	10.26	19.17
Gross Debt	63.81	53.39	10.42	50.99
Net Debt	62.17	51.91	10.26	49.54

- - 5% of gross debt (standalone) & 50% of gross debt (consolidated) is in foreign currency as of Sep 30, 2019
- - Standalone short term debt has increased by Rs 10 bn mainly due to conversion of NFB facility/bill discounting facilities into FB utilisation, partly due to impact of foreign currency translation and lower credit from vendors

### Standalone Long Term Foreign Currency Loan (FCL) Repayment Schedule

Year	FY 20 (6 months)	FY 21	FY 22	FY 23-25	Total
<b>Eq. US Dollar mn</b>	6.57	12.93	2.68	1.50	<b>23.68*</b>

\*The Company has hedged US\$ 7.29 mn of its long term foreign currency loans

# Jain Irrigation – A snapshot

**1963**

Started our trading business in agricultural inputs and equipment. Company has

**30** manufacturing plants

**5.2mm**

Farmer lives have been touched

**Rs 88 bn**

Revenues in 2018-19

**12,200**

Associates globally



Incorporated in  
**1986**



**10,555+**  
Dealers and distributors base globally



**120+** countries reached through our products



**#1**  
Micro-irrigation company in India



**#2**  
Micro-irrigation company globally



**#1**  
Manufacturer of plastic pipes in India



**#1**  
In mango processing globally



**#1**  
In tissue culture production of banana and pomegranate globally



**#3**  
In onion and vegetable dehydration globally

**Touching lives in more ways than one**



- Precision Irrigation - Integrated Solutions for Command Areas

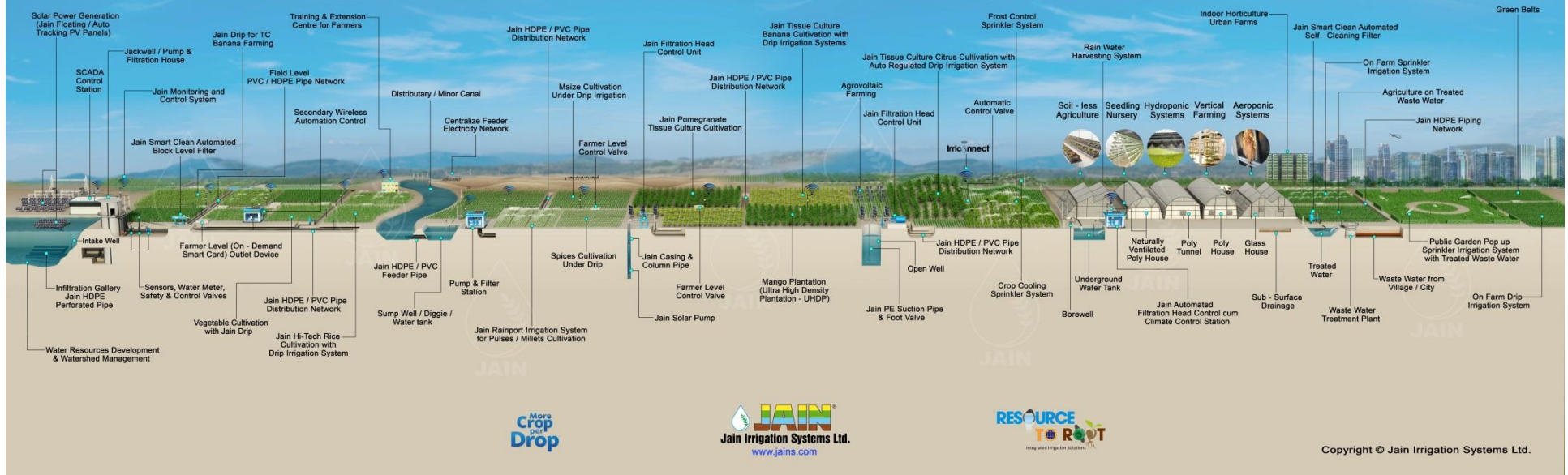
- Modernisation of Canal Networks with Integrated Irrigation Solutions

- Community Well Based Solar Powered Integrated Irrigation Solutions

- Hi - Tech Integrated Agriculture Solutions

- Precision Farming Solutions - Environment Controlled Agriculture

- Treated Waste Water Reuse for Agriculture through Micro Irrigation



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## Onion Processing

2<sup>nd</sup> largest onion dehydrator in the world

### Key highlights

- First plant established at Jalgaon in 1995
- 2 plants in India and 1 in US, with total capacity to manufacture ~34,700 MT of product
- Catering to major players in dehydrated soups and ready to eat/cook products in 28 countries
- Fully automated, longest dryer developed and commissioned for onion dehydration
- Conversion of Dryer from Steam heated to hot air heated, resulting in 20% increase in production capacity
- Has also successfully done a pilot project for fresh fruits

### Product Range

Onion dehydration



## Fruit Processing

Largest mango processor in the world

### Key highlights

- First plant established at Jalgaon in 1997, to manufacture Aseptic fruit purees and concentrates
- Clarified Juice production and frozen pulp processing started in 2006-07
- UHDP for mango developed and commercialized in 2011
- Catering to major players in juice, baby foods and confectionaries in 38 countries
- Developed the concept of ECRC based ripening for Mango, first time in the world
- Developed and implemented Hot Water System for Mango to reduce wastage during ripening

### Product Range



## Spices Business

One of the largest Spice processing facilities in India

### Key Highlights

- Only Integrated facility right from Drying to Milling.
- Complete Agri value chain from Seed to Processing.
- Contract Farming planned with more than 5000 Farmers.
- Plant processes 100% pure spices in Dry & Wet form.
- Technology to retain volatile and essential oil content of spices.
- Capable to produce 100% Steam sterilized products.
- Allergen Free Facility
- Four independent processing lines ~ dedicated line for Chili, Root Spices, Seed Spices and Pepper.

### Product Range



# Global Brand Equity

## MICRO IRRIGATION SYSTEMS & EQUIPMENTS - MORE CROP PER DROP®



## PLASTIC PRODUCTS - YOUR LIFELINE TO PROSPERITY®



## GREEN ENERGY PRODUCTS - JOINT VENTURE WITH NATURE



## FOOD PRODUCTS - YOUR RECIPE FOR GREAT TASTE





➤ **Jain Farm Fresh Foods Ltd. ( JFFFL) forays into "Organic Spices."**

- JFFFL, a wholly-owned subsidiary of Jain Irrigation Systems Ltd., with one of the largest spice processing facility in India has forayed into organic spices. The Company's 24000 MT spice processing facility has now been certified with the National Organic Program (NOP) for the United States, National Program for Organic Production (NPOP) for India and EU Organic for European Union.
- Initial offerings comprise of turmeric powder, ginger powder, wild cardamom and going forward plans are underway to add Chili.
- To ensure the availability of raw materials at all times, the Company has instituted a diversified sourcing mechanism with a significant focus on Sikkim, which is the first organic state in the world.

- **FDI in food processing sector down 31% at \$ 628.24 million in 2018-19**
  - The FDI in the food processing sector fell to \$628.24 million in 2018-19 from \$904.90 million in 2017-18, falling by 31%. The food processing sector is annually seeing a growth of more than 11%. The processing levels in India remain low at 7.7% behind several economies such as China, Malaysia and US, according to the Government. Moreover India's share in global exports of processed food is only 2%.
- **Maharashtra pitches to bring 50% agriculture land under micro-irrigation over 5 years**
  - The state government has urged the Centre to allocate more funds under the Pradhan Mantri Krishi Sinchai Yojana (PMKSY) to bring at least 50 per cent of agriculture land under micro-irrigation over the next five years. It has also urged the Centre to promote micro-irrigation to crops beyond high, water-intensive sugarcane and bananas under the 'More Crop Per Drop' scheme.

# Concall Invite for Q2/H1 FY20

<b>Date</b>	<b>:</b>	<b>Friday, November 15, 2019</b>
<b>Timing</b>	<b>:</b>	03:30 PM IST   6:00 PM HK/SG   10:00 AM UK (London)   05:00 AM EST USA (New York)
<b>Mumbai Primary number</b>	<b>:</b>	+91 22 6280 1141 / +91 22 7115 8042
<b>Local Dial-In</b>	<b>:</b>	+91-7045671221 (Available all over India)
<b>Singapore Local Access Number</b>	<b>:</b>	800 101 2045
<b>Hong Kong Local Access Number</b>	<b>:</b>	800 964 448
<b>UK Local Access Number</b>	<b>:</b>	0 808 101 1573
<b>USA Local Access Number</b>	<b>:</b>	1 866 746 2133



Thank You