



# INVESTOR COMMUNICATION

:

3QFY18 & 9MFY18



**Jain Irrigation Systems Ltd.**  
Small Ideas. Big Revolutions.®



DRIP IRRIGATION



SPRINKLER IRRIGATION



PROTECTED CULTIVATION



PLUMBING SYSTEMS



TISSUE CULTURE



PLASTIC PRODUCTS



PVC PIPES & FITTINGS



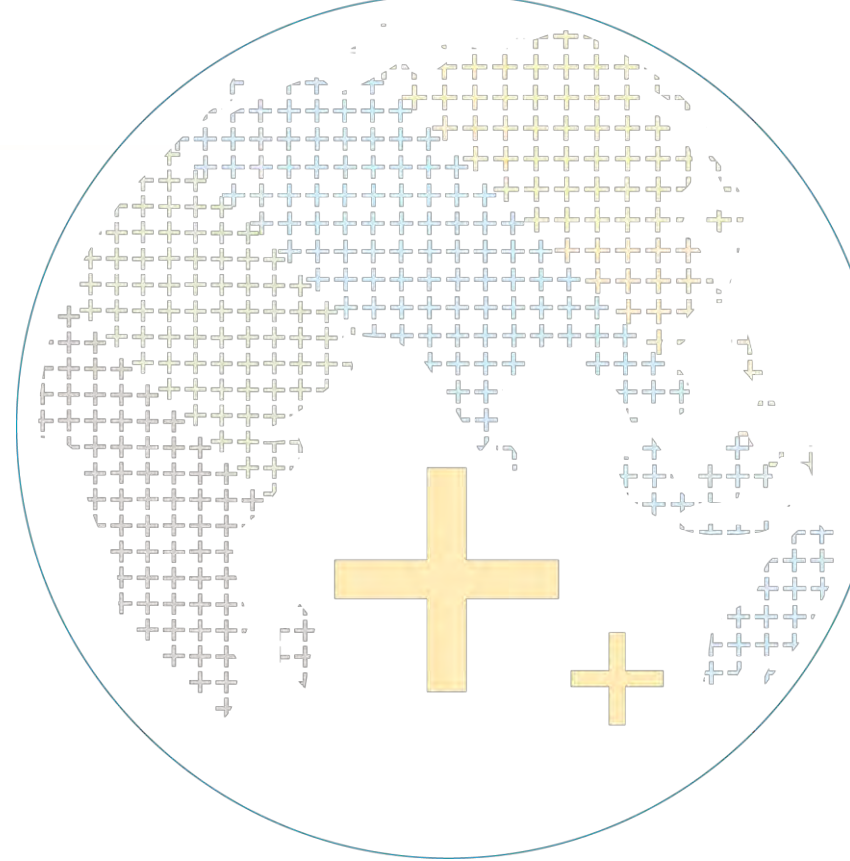
FOOD PROCESSING




RENEWABLE ENERGY



SERVICES



## FINANCIAL DISCUSSION – 3Q&9MFY18



## **Management Comments**

**Vice Chairman and Managing Director of the company, Mr Anil Jain said:**

“We are pleased to share with you the results of December 2017. We have achieved significant growth in revenue and earnings in line with our expectations. We believe this strong momentum will carry forward in current quarter as well as foreseeable future. Our underlying businesses are receiving continual traction due to positive demand and our execution capacity. We plan to remain focused on balance sheet while managing very high growth rates.”

# Positive outcomes

## Improved Revenue

- During 3QFY18, Consolidated revenue increased by 30.8% on YoY basis.

## Improved profitability -3QFY18

- YoY growth in standalone EBIDTA increased by ~120 basis points
- Increase in EBIDTA margin by ~130 basis points for Plastic Division to ~10.3% on YoY basis
- Multifold improvement (11X) in PAT to INR 670 Mn on consolidated basis

## Improvement in Working Capital Cycle

- On the path of improvement in working capital cycle, on QoQ basis in 3QFY18, Improvement in consolidated net working capital is by 8 days.

## Strong Order book

- Current consolidated order book stands at INR 40,253 Mn which includes orders of INR 18,315Mn for Hi-tech Agri Input Products Division, INR 8,901 Mn for Agro Processing (JFFFL) and INR 11,875 for Plastic Division

## Consolidated Performance Overview : 3QFY18

- Overall Revenue increased by 30.8% on YoY after long gap
- Revenue of Hi-tech Agri Input Products Division registered strong growth of 48.7% on account of robust offtake in domestic markets and additional revenue from US acquisitions. Within the micro irrigation sales in India, project business up 110.8% , export by 108% and retail sales by 11.3%.
- Plastic Division registered growth of 33% on account of strong growth in PE pipes, PVC Pipes & PVC Sheet business
- Agro Processing Division registered growth of 6.6% on account of sales growth in India. It's exports were lower due to loss of onion and garlic inventory in fire.
- EBIDTA margin for 3QFY18 at ~13.4%.
- Profit after tax has jumped at Rs 670 mn as against Rs 61 mn in 3QFY17

## Standalone Performance Overview : 3QFY18

- Standalone Revenue of the Company for 3QFY18 is not comparable as Revenue for 3QFY17 is inclusive of excise duty. For the purpose of better comprehension, we have taken 3QFY17 numbers net of excise duty
- Overall Revenue registered significant growth of 30.4% led by 53.4% growth in the Exports & 27.6% growth in the domestic market.
- Hi-tech Agri Input Products registered strong growth of 35.2% on account of robust offtake in domestic and Export markets. Within the micro irrigation sales in India, Retail sales grown by 11.3% on yoy basis. The Company saw good retail sales pick up Andhra Pradesh, Maharashtra etc. but sluggish demand in Tamil Nadu, Gujarat & Karnataka. Micro irrigation 'project' business registered strong growth by 110.8%
- Plastic Division grew by 33% on account of strong growth in PVC Pipes by 32.7%, in PE Pipes 34.6% & in Plastic sheet by 22.2%. PE Pipes business growth is on account of continued institutional and projects sales. PVC Pipes retail sales have grown by 31% on yoy basis .
- EBIDTA margin for 3QFY18 is at 17.7% as against 16.5% in 3QFY17.
- PAT has jumped at Rs. 647 mn as against Rs. 5 mn in 3QFY17

## Consolidated Performance Overview : 9MFY18

- Overall revenue increased by 13.4% YoY basis on account of positive growth in all major divisions.
- Revenue of Hi-tech Agri Input Products Division registered a strong growth of 25.5%
- Agro Processing Division recorded flattish growth due to lower realization, strong rupee and loss of sales in 3<sup>rd</sup> quarter due to fire
- Overall Plastic Division registered double digit growth of 10.4%
- EBIDTA margin for 9MFY18 at ~13.9% as against 14.1% compared to corresponding period
- PAT has improved by 31.5% on YoY basis
- Global order book is strong at Rs. 40,253 mn which includes orders of Rs. 18,315 Mn for Hi-tech Agri Input Products division, Rs. 11,875 mn for Plastic Division, Rs. 8,901 Mn for Agro Processing Division and Rs. 1,162 for Other Division

## Standalone Performance Overview : 9MFY18

- Standalone Revenue of the Company for 9MFY18 is not comparable as Revenue for 9MFY17 is inclusive of excise duty. For the purpose of comparison, we have taken 9MFY17 numbers net of excise duty
- Overall revenue from operations increased by 11.4% on YoY, registering positive growth in both export & domestic markets
- Hi-tech Agri Input Products Division registered 14.9% YoY growth. Exports grew by 104%. Domestic retail business growth was uneven across states due to GST disruption. Micro irrigation 'project' business has grown by 70%
- Plastic Division grew by 10.8% on YoY basis.
- 9MFY18, PAT stood at Rs. 1,216 mn as against Rs. 405 mn in 9MFY17
- Current India order book stands at Rs. 24,876 mn which includes orders of Rs. 13,200 mn for Hi-tech Agri Input Products Division, Rs. 11,585 mn for Plastic Division and Rs. 91 mn for Other Division



# Consolidated Financial Performance

Rs. Mn	9MFY18	9MFY17
Revenue^	51,691	45,591
EBIDTA	7,206	6,425
PAT	1,220	927
Cash PAT*	3,736	3,096

\*PAT + Depreciation

^Net of Excise duty

## Highlights

- Revenue from operations is up by 13.4% on YoY basis
- EBIDTA Margin for 9MFY18 is at 13.9%
- PAT increased by 31.5% on YoY basis

Rs. Mn	3QFY18	3QFY17
Revenue^	18,896	14,449
EBIDTA	2,523	2,006
PAT	670	61
Cash PAT*	1,511	805

\*PAT + Depreciation

^Net of Excise duty

## Highlights

- Revenue from operations increased by 30.8% on YoY basis
- EBIDTA Margin for 3QFY18 is at 13.4%
- PAT increased by 11X

# Standalone Financial Performance

Rs. Mn	9MQFY18	9MQFY17
Revenue^	27,203	24,427
EBIDTA	4,589	4,198
PAT	1,216	405
Cash PAT*	2,628	1,632

\*PAT + Depreciation

^Net of Excise duty

## Highlights

- Revenue from operations is up by 11.4% on YoY basis
- EBIDTA for 9MFY18 is at 16.9%
- PAT has registered significant growth of 200%

Rs. Mn	3QFY18	3QFY17
Revenue^	10,271	7,878
EBIDTA	1,819	1,299
PAT	647	5
Cash PAT*	1,117	433

\*PAT + Depreciation

^Net of Excise duty

## Highlights

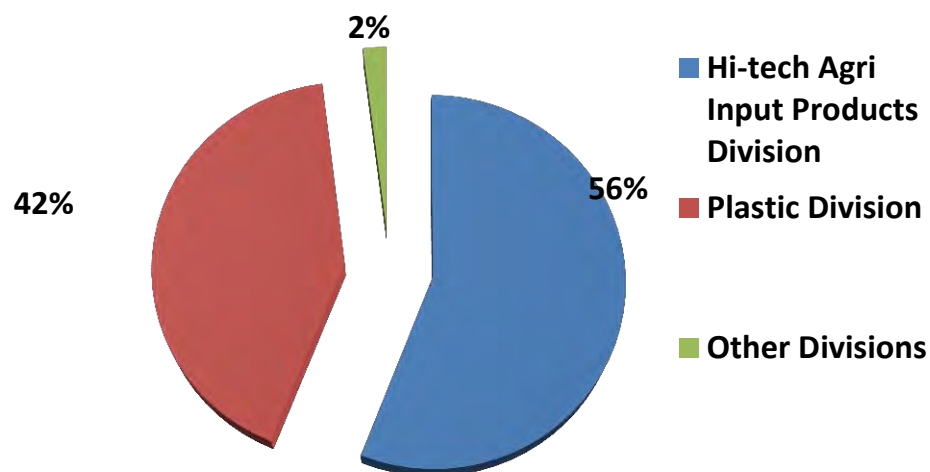
- Revenue from operations increased by 30.4% on YoY basis
- EBIDTA for 3QFY18 is at 17.7% increased by 120 basis points
- PAT increased significantly primarily on account of increased EBIDTA margin and lower finance cost

## Overview - Consolidated Revenue: 3QFY18

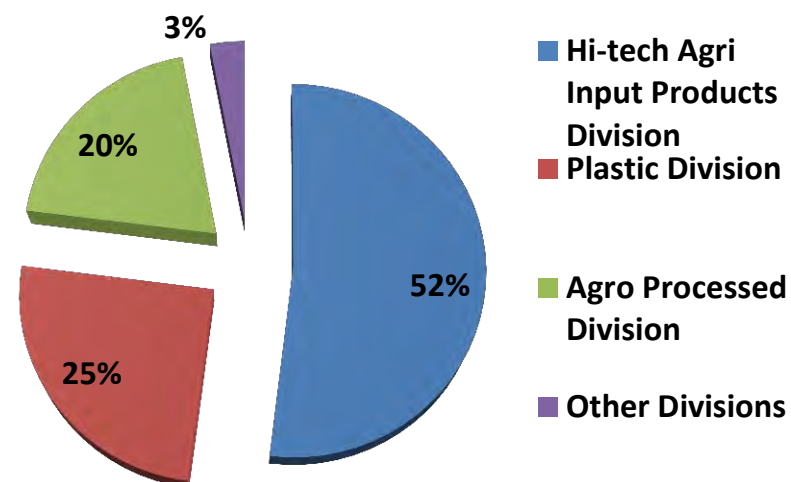
Geography	3QFY18 Mix %	3QFY17 Mix %	YoYG
India	51%	52%	28.4%
Rest of World <sup>#</sup>	49%	48%	33.4%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>30.8%</b>

<sup>#</sup> Including exports from India

**India Standalone Revenue Contribution**



**Consolidated Revenue Contribution**

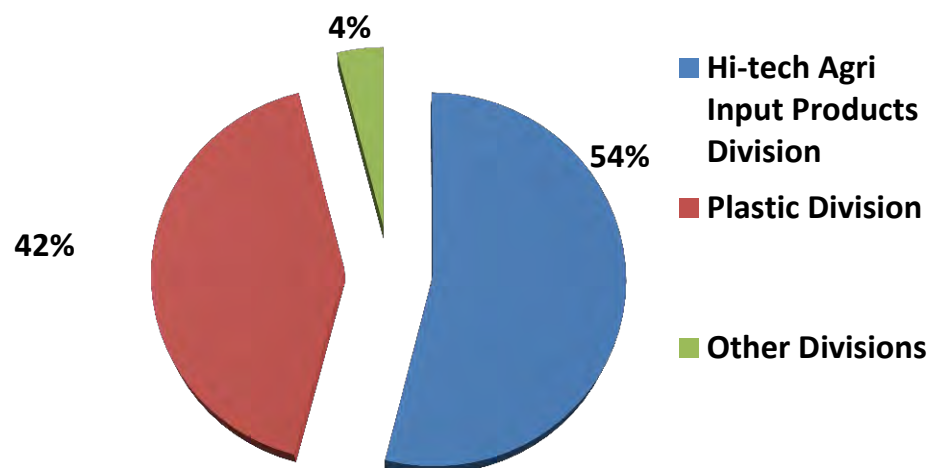


## Overview - Consolidated Revenue: 9MFY18

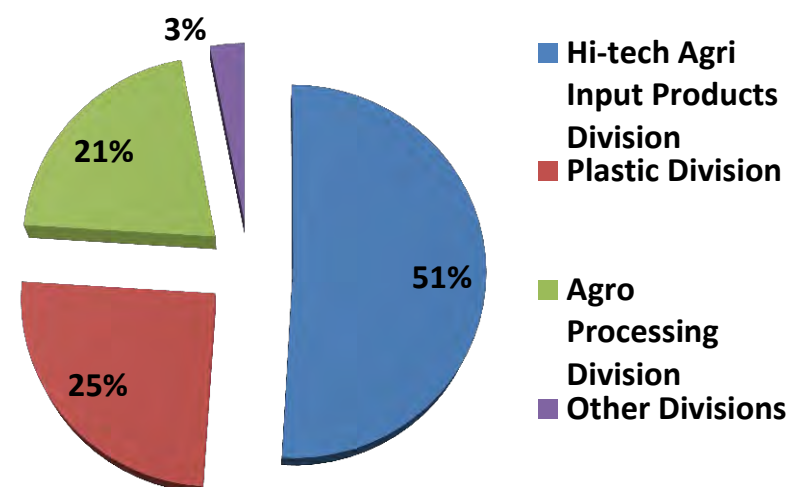
Geography	9MFY18 Mix %	9MFY17 Mix %	YoYG
India	51%	53%	7.7%
Rest of World <sup>#</sup>	49%	47%	19.8%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>13.4%</b>

<sup>#</sup> Including exports from India

**India Standalone Revenue Contribution**



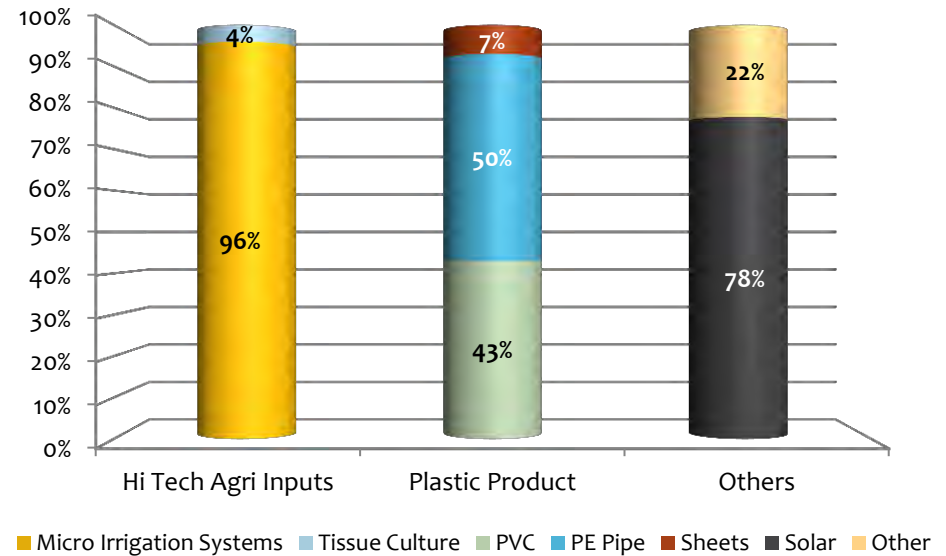
**Consolidated Revenue Contribution**



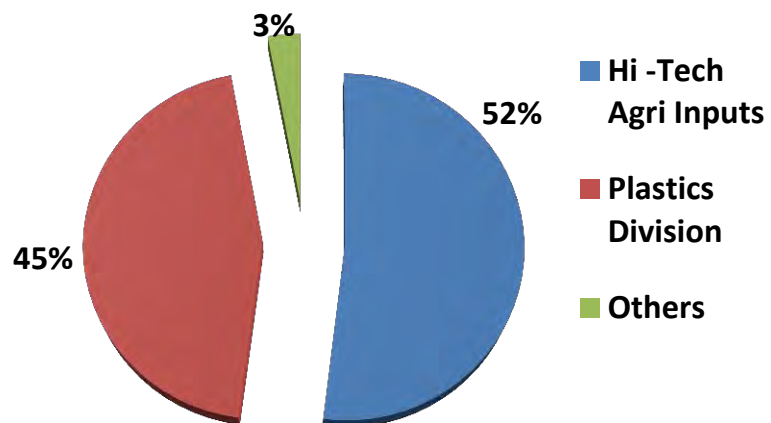
# Overview - Standalone Revenue: 3QFY18

Geography	3QFY18 Mix %	3QFY17 Mix %	YoYG
Domestic	87%	89%	27.6%
Export	13%	11%	53.4%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>30.4%</b>

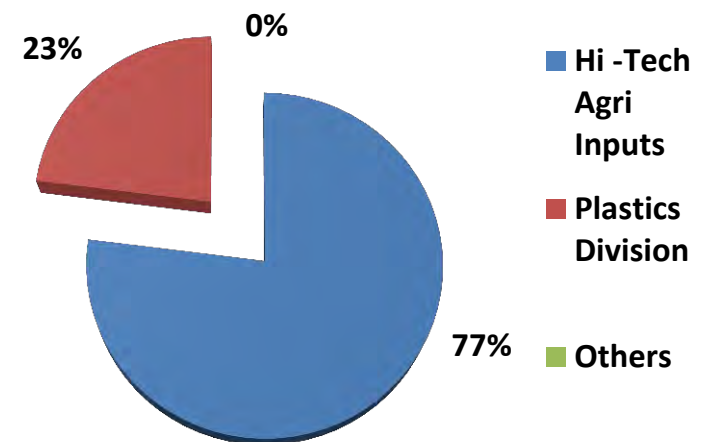
## Segment Revenue Contribution



## Domestic Revenue Contribution



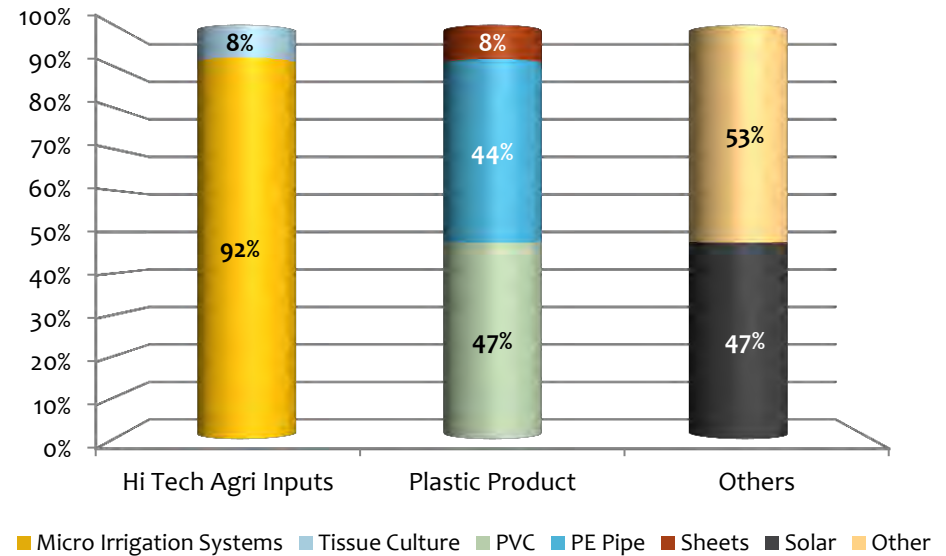
## Export Revenue Contribution



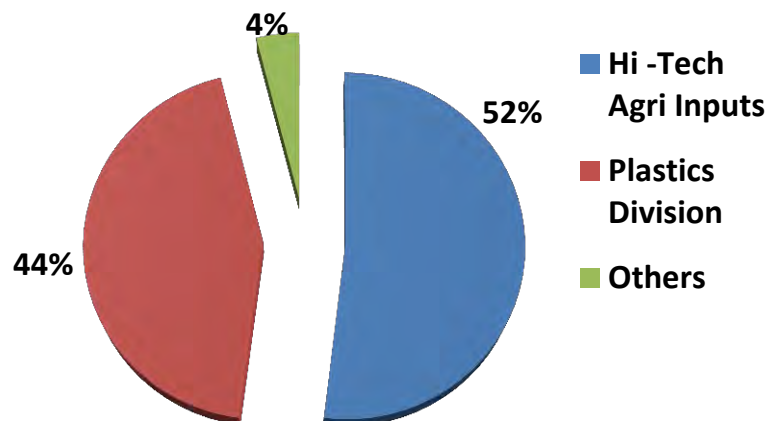
# Overview - Standalone Revenue: 9MFY18

Geography	9MFY18 Mix %	9MFY17 Mix %	YoYG
Domestic	87%	91%	5.9%
Export	13%	9%	69.4%
<b>Total</b>	<b>100%</b>	<b>100%</b>	<b>11.4%</b>

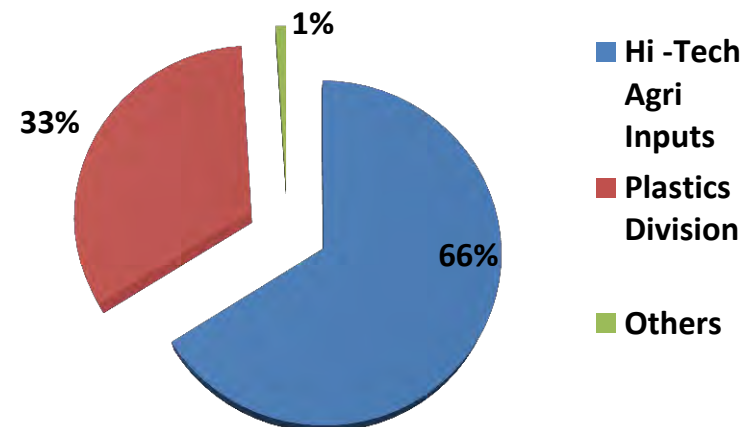
## Segment Revenue Contribution



## Domestic Revenue Contribution



## Export Revenue Contribution



## Debt Position

INR Bn.	Dec 31, 2017**	Sept 30, 2017**	Change QoQ	Mar 31, 2017**
<b>Standalone (Total Net Debt)</b>	<b>16.35</b>	<b>16.79</b>	<b>(0.44)</b>	<b>14.38</b>
Long Term	5.60	8.44	(2.84)	10.05
Short Term	12.12	9.42	2.69	6.01
Cash & Cash equivalent	(1.37)	(1.08)	(0.29)	(1.68)
<b>Consolidated (Total Net Debt)</b>	<b>43.78</b>	<b>43.41</b>	<b>0.38</b>	<b>36.09</b>
Long Term	25.33	28.46	(3.13)	26.40
Short Term	20.94	16.89	4.05	12.35
Cash, Cash eq. & Bank balances	(2.48)	(1.94)	(0.54)	(2.66)

\*\* Above is after treating CCDs element of INR 1,420.5 Mn in Consolidated as equity as of Dec 31, 2017  
 • 23% of gross debt (standalone) & 66% of gross debt (consolidated) is in a foreign currency as of Dec 31, 2017

### Standalone Long Term Foreign Currency Loan (FCL) Repayment Schedule (excluding FCCB of US\$10 million maturing in Apr 2018)

Year	FY 18(3M)	FY 19	FY 20	FY 21-23	Total
Eq. US Dollar Mn.	-	16.14	12.71	14.97	<b>43.82</b>

#### NOTE:

- The Company has hedged (US\$ 14.55 Mn) of its long term foreign currency loans
- In addition, the Company has natural hedge for remainder amount by way of net foreign exchange earning from its exports

# Working Capital Analysis

## Standalone

Days	DSO Dec 31, 2017			DSO Sept 30, 2017		
	Inventory	AR(gross)	Net*	Inventory	AR(gross)	Net*
Hi Tech	103	179	206	112	171	217
Plastic	54	98	64	54	96	80
<b>Total*</b>	<b>88</b>	<b>152</b>	<b>158</b>	<b>93</b>	<b>144</b>	<b>169</b>

\* Including Other Division

- Overall net working capital is improved by 11 days due to reduction in Inventory & increased in account Payable
- Improvement in inventory by 5 days due to rapid liquidation
- Increase in account receivable by 8 days due to higher sales growth by 31%

## Consolidated

Days	DSO Dec 31, 2017			DSO Sept 30, 2017		
	Inventory	AR(gross)	Net	Inventory	AR(gross)	Net
Hi Tech	111	133	184	119	137	193
Plastic	67	92	81	69	92	97
Agro Processing	259	55	211	282	59	208
<b>Total*</b>	<b>136</b>	<b>109</b>	<b>168</b>	<b>145</b>	<b>110</b>	<b>176</b>

\* Including Other Division

- Net Working Capital is improved by 8 days

^ Based on last 4 quarter revenue

\* Net Working Capital = Inventory + Accounts Receivable – Accounts Payable



## MIS Analysis - India

### MIS –Revenues

INR Mn	3Q FY18	3Q FY17	Change YoY%
Retail	3,304	2,969	11.3%
Project	1,159	550	110.8%
<b>Domestic Total</b>	<b>4,464</b>	<b>3,518</b>	<b>26.9%</b>
Export	1,006	483	108.3%
<b>Total</b>	<b>5,470</b>	<b>4,002</b>	<b>36.7%</b>

### MIS -Receivables

INR Mn	30-Sept-16	31-Dec-16	30-Sept-17	31-Dec-17	Change QoQ
Retail	2,257	2,229	1,804	1,961	157
Govt. Subsidy	3,767	3,515	3,717	4,157	440
Project	3,076	3,154	2,835	3,090	255
Export	502	223	1,112	1,408	296
<b>Total</b>	<b>9,601</b>	<b>9,120</b>	<b>9,468</b>	<b>10,616</b>	<b>1,147</b>

*Increase in MIS receivables on account of incremental sales as compared with 2QFY18.*

Increase in government subsidy receivable on account of higher sales in AP. Subsidy outstanding for GUJ & AP Rs 3,531 mn.( Rs 3,143- Sept17)

# RECENT UPDATES

## ● Jain Irrigation's Pipe Division bags Amrut Water Supply Project of Rs. 1,830 mn

- Jain irrigation has been awarded a contract of Jalgaon City Water Supply Scheme under the Amrut Abhiyan Yojana. The project involves Design & construction of , 661Km of pipeline and required elevated storage reservoirs and pump houses. More than 75,000 household will be benefited.

## ● Jain Irrigation bags Maharashtra's First "Har Khet Ko Pani" Future Ready Micro Irrigation Project of Rs 1,257 mn

- Unique Project with provision of "Har Khet Ko Pani " through piped Distribution Network ( PDN) with 20mtr residual pressure for future on farm operation of Micro Irrigation System. More than 5,000 farmers and 16,536 acre command area of Jalgaon district of Maharashtra will be benefited from the project

## ● GST on Drip Irrigation Products reduced from 18% to 12%

- The GST on Drip irrigation systems including laterals, sprinklers products has been reduced from 18% to 12% as per decision taken at 25<sup>th</sup> GST Council Meeting held on 18<sup>th</sup> January, 2018. The new GST rates shall be effective from 25<sup>th</sup> January, 2018

## ● Incidence of fire at Jain Farm Fresh Foods Limited's On

- There was incidence of fire at a warehouse of the Company on November 18, 2017 in which entire warehouse along with certain tangible assets and inventories were destroyed. Company has filed provisional claim for the loss with Insurance Company and the survey is currently ongoing. During the quarter, Company has written off net book value of tangible assets and inventories aggregating to Rs. 715 mn and has recognised equivalent amount as minimum insurance claim. These adjustments are presented on net basis under "Exceptional Items" and have no impact on the unaudited financial results. Company is in the process of finalizing its claim and any further adjustment arising on such final determination and submission of claim would be accounted during the period in which it is finally determined and crystallised. As regards claim on account of Loss of Profit, it is in the process of being worked out, pending which it has not been accounted for at this stage.
- In the opinion of Management all the assets of the Company are adequately covered and expects it's insurance claim to be fully settled in the near future

# JISL Value Proposition

## Large domestic and global growth opportunities

- Increasing MIS penetration a central and state government priority. Addressing climate change
- Food business growth momentum to continue
- Pipes business strongly correlated with Indian infrastructure spend

## Best-in class, fully integrated, global operations

- Cutting edge technology with focus on R&D

## Leadership across key businesses

- MIS (#1 in India, #2 Globally), Piping (#1 in India), Mango Processing (#1 Globally), Onion Dehydration (#3 Globally), Banana tissue culture (#1 Globally)
- Partner of choice for leading FMCG Companies, for government and large infrastructure projects

## Building multiple growth engines outside MIS and Piping

- Solar Pumps a new market, expected to grow double digits over next decade
- Foray into food retail offers significant scope to leverage back-end supply chain in food

## Improving financial matrices

Medium to long term deleveraging plan

## Seasoned Management with established track record

- Experienced leadership over decades and across geographies and products

## Undisputed brand equity with Farmers; Unrivalled rural knowledge base

- Offering full range of products and solutions addressing entire farming ecosystem

# THANK YOU



## SMALL IDEAS...BIG REVOLUTIONS

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