

Investor Presentation Q4FY24

18 May 2024



"Leave this world better than you found it"

Shri. Bhavarlal H. Jain (1937-2016) 1
Founder

About the Company



Jain Irrigation Systems Ltd (JISL), with its Corporate Mission "Leave this world better than you found it" is a diversified entity with turnover of close to US\$750 million. JISL has done pioneering work in water-management through Micro Irrigation in India. We have successfully introduced some hitech concepts to Indian agriculture such as 'Integrated System Approach', One-Stop-Shop for Farmer, 'Infrastructure Status to Micro Irrigation & Farm as Industry. Jain Irrigation is a worlds largest tissue culture company in Banana plantations with more than 150 million plants annually. We have a global presence with 19 manufacturing bases spread over four continents. Our products are supplied to 126+ countries with able assistance from 4,000+ dealers and distributors worldwide. We have reached to over 10 million farmers.

₹61.5Bn Consolidated Revenues 31st March, 2024

₹8.6Bn Consolidated EBITDA 31st March, 2024

9,000+ Associates Globally





Touching lives in more than one way



DRIP IRRIGATION



SPRINKLER IRRIGATION



PRECISION FARMING



TISSUE CULTURE



RESOURCE TO ROOT



PVC PIPES & FITTINGS



PE PIPE & FITTINGS



PLUMBING SYSTEMS



DRINKING WATER SOLUTION



PLASTIC SHEETS



FRUIT PROCESSING



SPICES PROCESSING



DEHYDRATED PRODUCTS



IQF PRODUCTS



RENEWABLE ENERGY

Unique, Well Diversified, Fully Integrated Agri Value Chain Business

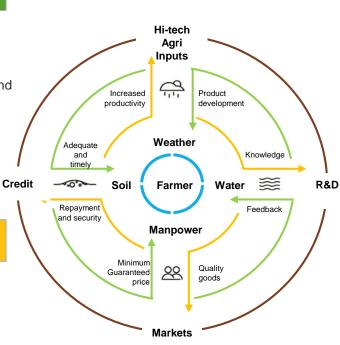


Hi-Tech Agri

- Drip & Sprinkler Systems, Precision Farming Advisory including green & poly houses
- Large Tissue Culture plant capacity for Banana, Pomegranate, Sweet Orange and others
- Wide distribution presence over 4,000 dealers / distributors
- World class manufacturing facilities
- Solution based approach
- Strong in-house R&D base

Agro Processing

- Fruit pulps, concentrates, vegetable dehydrations, spice processing, etc.
- Global leaders in Mango processing and Onion dehydration
- Catering to top global food companies
- Manufacturing in India, UK, USA and Turkey



Plastic

- PVC Pipes, fittings, Polyethylene Pipes Turnkey Projects, PVC Sheets
- Catering to Agricultural, Industrial & Infrastructural customer base
- Manufacturing primarily in India
- Forayed into urban markets by introducing plumbing systems
- Plastic Sheet manufacturing business in USA & UK to serve local customers

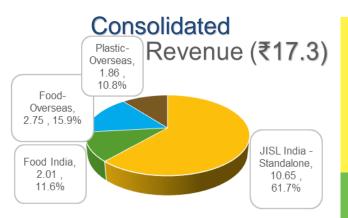
Others

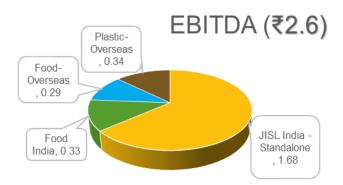
- Solar Thermal Products, Solar Photovoltaic Grid & Off-Grid Products
- Solar Power generation investments to reduce cost of power
- Agri R&D activities

Business Overview and product portfolio (4QFY24)



All fig. in ₹ bn





JISL-India Standalone

Hi-tech Agri Input Products: *Micro Irrigation*Systems, *Tissue Culture Plants*, *Solar Agri Pump* & *Integrated Irrigation Projects*.

Plastic Products: PVC Piping Products, PE Piping Products, Piping Projects, Plastic Sheets

Others: Solar Thermal Products, Solar Photovoltaic System, Solar Power Pack, Agri R&D Activities

JFFFL-India Standalone

Fruits Processing
Onion and Vegetables dehydration Products
Spices Processing
Bio Gas

Food - Overseas

Fruits Processing Spices Processing

Plastic - Overseas

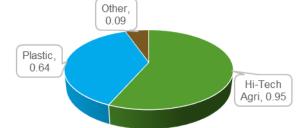
Plastic Sheets

Standalone

Revenue (₹10.7)







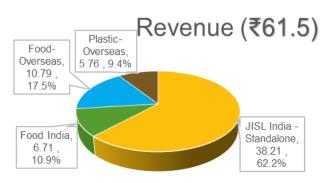
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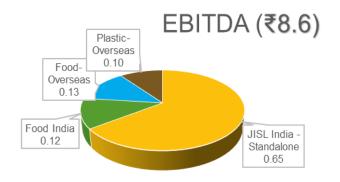
Business Overview and product portfolio (FY24)



All fig. in ₹ bn







JISL-India Standalone

Hi-tech Agri Input Products: Micro Irrigation Systems, Tissue Culture Plants, Solar Agri Pump & Integrated Irrigation Projects.

Plastic Products: PVC Piping Products, PE Piping Products, Piping Projects, Plastic Sheets

Others: Solar Thermal Products, Solar Photovoltaic System, Solar Power Pack, Agri R&D Activities

JFFFL-India Standalone

Fruits Processing Onion and Vegetables dehydration Products **Spices Processing Bio Gas**

Food - Overseas

Fruits Processing Spices Processing

Plastic - Overseas

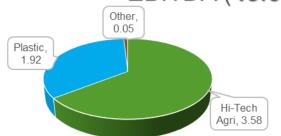
Plastic Sheets

Standalone

Revenue (₹38.2)



EBITDA (₹5.6)





Financial Performance : Consolidated

					All figures in ₹ Million		
Particulars	4QFY24	4QFY23	YoY change	FY24	FY23	YoY change	
Revenue	17,266	17,454	-1.1%	61,473	57,476	7.0%	
Hi-Tech	5,254	6,216	-15.5%	20,046	21,848	-8.2%	
Plastic	7,004	6,687	4.7%	23,617	18,664	26.5%	
Agro Processing	4,752	4,442	7.0%	17,473	16,643	5.0%	
Other	256	109		337	321		
EBITDA	2,636	2,465	6.9%	8,552	7,320	16.8%	
Hi-Tech	961	1,099	-12.6%	3,611	3,718	-2.9%	
Plastic	942	704	33.8%	2,770	1,576	75.8%	
Agro Processing	617	590	4.6%	2,146	1,959	9.5%	
Other	116	72		25	67		
Margin	15.3%	14.1%		13.9%	12.7%		
Hi-Tech	18.3%	17.7%		18.0%	17.0%		
Plastic	13.4%	10.5%		11.7%	8.4%		
Agro Processing	13.0%	13.3%		12.3%	11.8%		
PAT	375	(1,048)		910	(1,208)		
Cash PAT	1,025	(440)		3,336	1,151		



Segment Reporting: Consolidated

All figures in ₹ Million



Hi-Tech Agri

During Q4 FY24- The Company decided to reduce its exposure to projects business and increase its Retail business. The revenue in Q4 reported de-growth by 15.5% on yoy basis mainly due to fall in MIS project business. However, the Retail business has grown by 15% and exports by 55.8% on yoy basis.

During FY24 overall, Hi-Tech segment experienced reduction of 8.2% due to a strategic 65% reduction in the project business. However, the retail business continued to perform well, growing by 19.7% YoY. The Tissue Culture business remained a strong contributor to the Hi-Tech segment.



Plastic

On Q4 FY24, the Plastic segment reported a 4.7% revenue increase, driven by our international plastic business, despite a marginal decline in the India business. EBITDA increased by 33.8%.

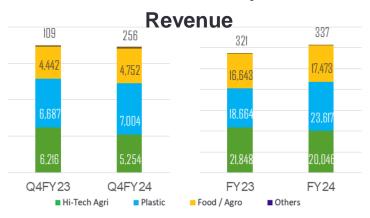
On FY24 basis, the Plastic segment demonstrated impressive performance with a substantial 26.5% revenue increase, highlighting our competitive edge and growth strategy in both international and India businesses along with 75.8% increase in consolidated EBITDA indicates the strong performance of our plastic business.



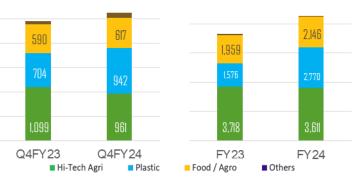
Food/ Agro

During Q4 FY24, the Agro Processing segment demonstrated 7.0% growth despite production challenges due to non-availability of RM. This resulted in de-growth in the Dehydrated division, which was offset by the fruit processing division, and exports increased significantly. The company continue to have strong order book.

During FY24 overall, the Agro Processing segment achieved 5.0% growth with a considerable 9.5% increase in EBITDA. Exports also increased significantly.









Financial Performance : Standalone

All figures in ₹ Million

					J	
Particulars	4QFY24	4QFY23 \	YoY change	FY24	FY23	YoY change
Revenue	10,653	11,660	-8.6%	38,211	36,135	5.7%
Hi-Tech	5,259	6,252	-15.9%	20,010	21,862	-8.5%
Plastic	5,157	5,304	-2.8%	17,850	13,952	27.9%
Other	237	104		351	321	
EBITDA	1,683	1,725	-2.4%	5,542	5,022	10.3%
Hi-Tech	952	1,120	-15.0%	3,576	3,749	-4.6%
Plastic	636	535	18.9%	1,918	1,150	66.7%
Other	94	70		48	123	
Margin	15.8%	14.8%		14.5%	13.9%	
Hi-Tech	18.1%	17.9%		17.9%	17.1%	
Plastic	12.3%	10.1%		10.7%	8.2%	
PAT	251	346		555	393	
Cash PAT	628	729		2,049	1,899	



Standalone Revenue: Sales Channel wise

All figures in ₹ Million

Particulars	FY24	FY23	Change	Change %
Revenue	38,211	36,135	2,077	5.7%
Retail	31,529	25,237	6,292	24.9%
Project	3,217	7,327	-4,110	-56.1%
Export	3,465	3,571	-105	-2.9%

Segment Reporting: Standalone

All figures in ₹ Million



Hi-Tech Agri

During Q4 FY24- The Company decided to reduce its exposure to projects business and increase its Retail business, which resulted into Hi-Tech segment experienced a 15.9% contraction due to 75% reduction in the project business at the same time, the retail business grew by 15.5% and exports by 55.8%.

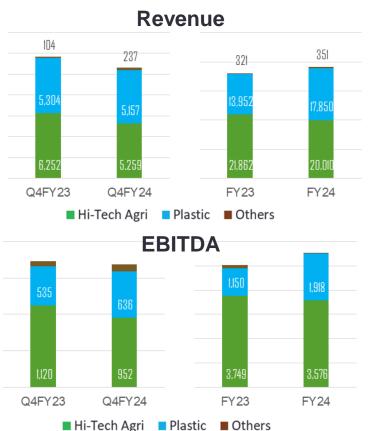
During FY24 overall, Hi-Tech segment experienced reduction of 8.5% contraction due to a strategic 65% reduction in the project business. However, the retail business continued to perform well, growing by 19.7% YoY. The Tissue Culture business remained a strong contributor to the Hi-Tech segment.



Plastic

During Q4 FY24, the Plastic segment experienced a marginal 2.8% reduction. However, the EBITDA increased by 18.9%, and the export business registered a growth of 53.5%.

During FY24 overall, the Plastic segment demonstrated significant growth of 27.9%, while the EBITDA increased by 66.7%. The retail business also grew significantly by 31.4%.





Financial Performance

All figures in ₹ Million

	St	<u>Standalone</u>			<u>Consolidated</u>			
Particulars	31-Mar-24	31-Dec-23	31-Mar-23	31-Mar-24	31-Dec-23	31-Mar-23		
Non current assets	44,510	44,077	44,613	57,471	56,946	56,095		
Current assets	38,064	38,821	39,291	54,506	54,895	53,939		
Non current liab.	466	343	366	1,766	1,643	1,261		
Current liabilities	9,115	9,172	10,245	15,101	14,302	17,177		
Capital employed	72,994	73,383	73,293	95,110	95,895	91,597		
Net worth	48,337	48,088	45,923	57,391	57,481	54,377		
Borrowings^	24,657	25,295	27,371	37,720	38,414	37,219		
Sources of funds	72,994	73,383	73,293	95,110	95,895	91,597		



Working Capital Cycle: DSO

31 Mar 24

31 Dec 23

31 Mar 23

All figures in days (DSO) Standalone

Standalone	Inventory	AR	NWC
Hi-Tech Agri	129	260	334
Plastic	36	91	95
Total	87	194	235

Inventory	AR	NWC
122	266	311
40	89	120
88	189	230

Inventory	AR	NWC
113	260	309
49	125	139
92	213	250

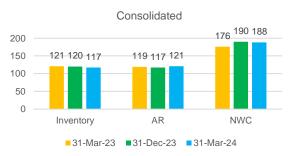
The net working capital cycle was reduced by 15 days on yoy basis, driven by improvements in AR and inventory

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250		040	250 230 235
		213 189 194	
200		109	
150			
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100			
50			
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U	Inventory	AR	NWC
	inventory	AIX	14000
	■31-Mar-23	■31-Dec-23	■31-Mar-24

Consolidated	Inventory	AR	NWC
Hi-Tech Agri	126	196*	269
Plastic	42	71	77
Agro/Food	203	73	214
Total	117	121	188

Inventory	AR	NWC
121	211*	256
49	63	96
208	65	222
120	117	190

Inventory	AR	NWC
112	194	228
50	86	118
206	51	167
121	119	176



Payments to vendors resulted in a 12-day increase in net working capital cycle on yoy basis

^{* (}i.e. excludes AR from discontinued operations)



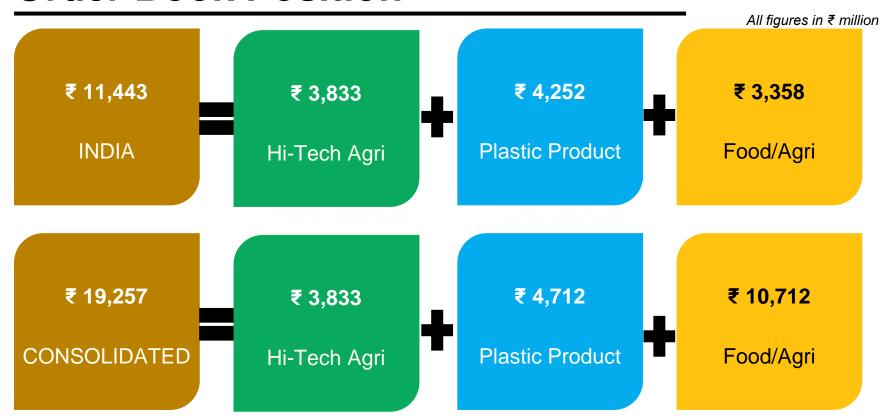
Standalone Debt Profile as on 31 March 2024

All figures in ₹ million

Particulars	Outstanding	Outstanding		Repayment	Schedule	
Long Term Debt	31 Mar 23	31 Mar 24	FY25	FY26	FY27	FY28
Term Loans	5,424	3,736	1,922	1,815	-	-
NCDs @0.01%	9,983	8,554	-	-	7,156	1,397
Sub Total	15,407	12,290	1,922	1,815	7,156	1,397
Fund Based Working Capital	14,981	14,778	-	-	-	-
Inter Corporate Deposit	484	-	-	-	-	-
Total Debt	30,872	27,068				
Less: Impact of FV gain of 0.01% NCDs	(3,500)	(2,411)				
Reported Debt	27,372	24,657				



Order Book Position



This Order book does not factor the orders received by the company on a daily basis from Retail business.



Key Positives during the year

Focus on growth in Retail segment

- Company is focused on Dealers network to reach across India, has strengthened its dealer network of 4000 Dealers and added new distributors to its supply chain
- In Tissue culture it has introduced new products likes Air aloo, Papaya, sweet orange, coffee.
- In pipe business JISL is focusing on urban/infrastructure development to reduce seasonality
- Retail business has increased by 25% on yoy basis

Equity infusion in Company of INR 186 Cr

- Infusion in equity shares of ~INR 136 Cr in June-July 2023 by co-investors
- Infusion in share warrants of ~INR 50 Cr in November 2023 by promoters and co-investors
- Balance ~INR 150 Cr of warrants will be infused by May 2025 by promoters and co-investors

Extinguished CG - SAFL

- SAFL (associate company of JISL) has repaid fully all loans in the last week.
- There is **extinguishment of CG of ₹ 1,000 million** given by company to the lenders of SAFL and is fully debt free entity.

Financial matrix improvement

- Company has generated **free cash flow of ₹ 1,700 million** available for debt servicing on standalone basis
- Overall debt in standalone has reduced by ₹ 3,750 million.
- Continues improvement in Working Capital management and DE ratio has improved from 0.60x to 0.51x on yoy basis.
- CRISIL has reaffirmed our long-term external credit rating at 'BBB-'/Stable.



Management Commentary

"Leave this world better than you found it." - Shri. Bhavarlal H Jain

The world, including India, faces significant challenges due to climate change. Elevated temperatures and unpredictable weather patterns have disrupted agriculture and related industries. Farmers engaged in value-added agriculture have been particularly affected.

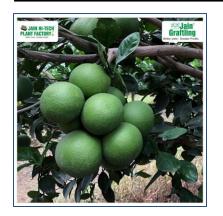
Despite these challenges, the company saw substantial increase of 25% in retail business. The Company strategically reduced its exposure to project-based business and increased focus on retail and export markets which has changed overall revenue mix with better margins and lower working capital intensity.

Our international businesses have demonstrated resilience, with strong growth in both revenue and profitability, approaching prepandemic levels.

Normal monsoon has been predicated in current year. There could be some impact on overall business in the first quarter of FY25 due to general elections, however, we remain committed to deleveraging and improving profitability by remaining focused on quality of business and growing our retail business significantly.

Anil Jain Vice Chairman & MD

Our Gallery

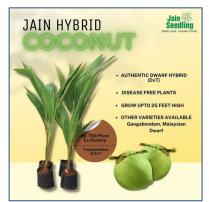














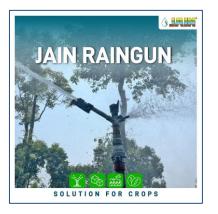




Our Gallery











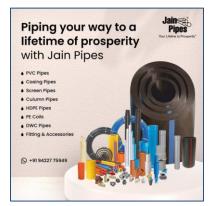






Jain Irrigation Systems Ltd. Small Ideas, Big Revolutions.®

Our Gallery





O Jain' PE Pipes

Excellent

Bearing Strenath

Earth Load

(+91 94227 75949

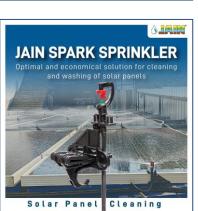
JAIN PE

DOUBLE WALL

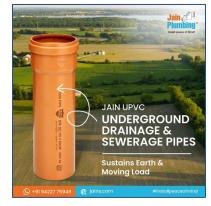
CORRUGATED **DRAINAGE PIPES**















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

Awards





Ashok Jain awarded Swatantraveer Dada Undalkar Social Award at the 41st Swatantra Sainik Adhiveshan and Ex-Servicemen's Grand Mela in Karad. 18-Feb-2024

अशोक जैन यांना स्वातंत्र्यवीर दादा उंडाळकर सामाजिक पुरस्कार प्रदान कराड येथील ४१ वे स्वातंत्र्यसैनिक अधिवेशन व माजी सैनिक भव्य मेळाव्यात पुरस्कार प्रदानउंडाळ (कराड) - उंडाळ येथील स्व दादा उंडाळकर ५० व्या सुवर्ण महोत्सवी स्मृती दिनानिमित्त आयोजित ४१ वे स्वातंत्र्य संग्राम व माजी सैनिक अधिवेशनात जैन इरिगेशन सिस्टीम ली चे अध्यक्ष अशोक जैन यांना स्व. दादा उंडाळकर सामाजिक पुरस्कार भारत सरकारचे माजी कायदा मंत्री रमाकांत खलप यांच्याहस्ते प्रदान करण्यात आला. यावेळी प्रमुख विश्वस्त उदयसिंह उंडाळकर, ट्रस्टचे विश्वस्त विजयसिंह पाटील, आमदार महेश शिंदे, प्रा. गणपतराव कणसे आदी मान्यवर उपस्थित होते. कार्यक्रमाचे प्रास्तविक उदयसिंह पाटील यांनी केले. कार्यक्रमाचे अध्यक्ष गोव्याचे माजी मुख्यमंत्री आणि माजी केंद्रीय कायदा मंत्री रमाकांत खलप यांनी आपल्या मनोगतात सांगितले की, 'प्रत्येक पाण्याच्या थेंबाचा सुयोग्य वापर कसा करायचा ते सांगृत त्यांच्या जीवनात अमुलार्ग बदल भवरलाल जैन यांनी ठिंबक सिंचनाद्वारे क्रांती करून शेतकऱ्यांच्या चेहऱ्यावर हास्य निर्माण केले. त्यांची कायम शेतकरी हाच केंद्रबिंदू मानला आणि त्यासाठीच आपले जीवन समर्पित केले. त्यांच्या शेती आणि शेतकरी यांच्याविषयीच्या अतूलनीय कामगिरीबद्दल भारत सरकारने पद्मश्री देऊन गौरव केला. त्यांच्यानंतर अशोक जैन हा वारसा पुढे नेत आहेत आणि लाखो शेतकऱ्यांच्या जीवनात बदल घडावा यासाठी प्रयत्नशील आहे. त्यांच्या या कार्यासाठी नक्कीच पद्मविभूषण देऊन गौरव व्हायला व्हायला व्हाय अशी भावना रमाकांत खलप यांनी व्यक्त केली '

READ MORE



Recent Updates



Revolutionizing Coffee Farming with Tissue Culture : Jain Irrigations Breakthrough. 02-March-2024

In the heart of India's coffee-producing region, a quiet revolution is taking place. We, at Jain Irrigation Systems Ltd, have pioneered crop enhancement solutions, and are now well placed to transform the coffee sector. This article takes you through the benefits of the worlds first tissue-cultured coffee plant. The Indian coffee sector has been grappling with challenges such as aging plantations and lack of improved planting material. Jain Irrigations tissue-cultured coffee plants offer a ray of hope by addressing these issues head-on. With disease-free, genetically uniform plants, Indian coffee farmers can look forward to increased yields and better-quality coffee. READ MORE



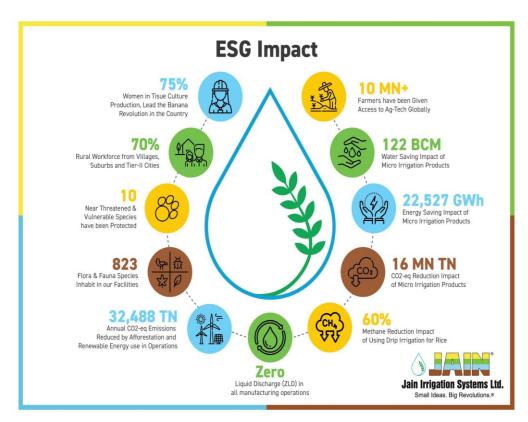
Farmers Triumph with JTC Pomegranate Cultivation with Jain Drip System. 02-March-2024

Mr. Gobi, a successful IT professional from Bengaluru. He is making a name for himself in the heartland of Marandahalli village in Dharmapuri district, Tamil Nadu, India. Mr. Gobis inspiring journey with Jain Tissue Culture (JTC) pomegranate farming on a compact 1.5-acre patch is a shining example of the potential and profitability of unique agricultural ventures.

READ MORE



ESG Impact



- ✓ Commitment to global sustainability through robust ESG initiatives.
- ✓ Integration of ESG into core operations aligning with global sustainability goals.
- ✓ Protection of 10 near-threatened and vulnerable species, enhancing biodiversity.
- Strengthening global food security and farming practices through technology.
- Significant contribution to global water resource management.
- ✓ Direct impact on reducing global warming potential.
- ✓ Achieving Zero Liquid Discharge (ZLD) in all manufacturing operations.
- ✓ Preventing water pollution and highlighting water use efficiency.
- ✓ Active role in conserving ecological balance.

Jain Irrigation Systems Ltd.

CSR Update

Jain Irrigation Systems Limited (JISL) has actively engaged in various Corporate Social Responsibility (CSR) activities during the current financial year, focusing on rural development, education, sports, environmental conservation, hunger eradication and pandemic support. Below are the key highlights of our CSR initiatives:

Rural Development

- **Engagement in Rural Development Activities:** JISL has made significant contributions towards rural development, including support for projects and initiatives that aim at improving the quality of life in rural areas.
- Representation of Rural Development Issues at G-20: Through collaborations with NGOs, JISL has played a role in highlighting rural development issues on the global stage, specifically during the G-20 summit, showcasing their commitment to addressing rural challenges.
- Contribution to Ba-Bapu-150 Project: As part of their commitment to preserving cultural heritage and promoting rural upliftment, JISL has contributed to the Ba-Bapu-150 project, commemorating the 150th anniversary of Mahatma Gandhi and Kasturba Gandhi.
- Conservation of Natural Resources: JISL has undertaken initiatives focused on conserving natural resources and improving the quality of soil, air, and water, demonstrating their dedication to environmental sustainability.
- Rejuvenation of City Gardens: The company has been involved in rejuvenating city gardens by increasing tree cover, improving waste handling, and raising awareness about environmental and cultural values, contributing to the beautification and ecological balance of urban areas.

Promoting Education

- Support to Anubhuti English Medium School: JISL has contributed to enhancing educational opportunities for children by providing support to Anubhuti English Medium School, ensuring access to quality education.
- Contribution to Gaurai Krushi Tantra Niketan, Wakod: By supporting Gaurai Krushi Tantra Niketan in Wakod, JISL aims to promote agricultural education and training, fostering the next generation of agricultural professionals.
- Future Agriculture Leaders of India (FALI) Program: The FALI program is designed to nurture young agripreneurs, equipping them with the skills and knowledge necessary to lead the future of agriculture in India.

CSR Update

Promoting Sports

- Support to Jain Sports Academy: JISL has provided direct support to the Jain Sports Academy, covering the expenditures of coaches and players, and supplying sports materials and covering tournament fees. This initiative emphasizes the company's commitment to fostering sports talent and promoting physical well-being among the youth.
- Pandemic Support and Hunger Eradication
- Snehachi Shidori Initiative: In response to the pandemic, JISL launched the Snehachi Shidori initiative, providing food to patients, workers, laborers, migrants, and their families in Jalgaon City, addressing hunger and supporting those affected by the COVID-19 crisis.

These CSR activities reflect Jain Irrigation Systems Limited's holistic approach to corporate social responsibility, demonstrating our commitment to societal welfare, environmental sustainability, and the overall development of the community.



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