



DRIP  
IRRIGATION



SPRINKLER  
IRRIGATION



INTEGRATED  
IRRIGATION  
SOLUTIONS



CONTROLLED  
AGRICULTURE &  
GREEN HOUSE



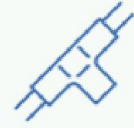
TISSUE CULTURE  
PLANTS & NURSERY



PVC PIPES &  
FITTINGS



PE PIPES &  
FITTINGS



PLUMBING  
SYSTEMS



INTEGRATED  
DRINKING WATER  
SOLUTIONS



PLASTIC  
SHEETS



SOLAR ENERGY  
GENERATION &  
APPLIANCES



SOLAR PUMPING  
SYSTEMS &  
SOLUTIONS



FRUIT  
PROCESSING



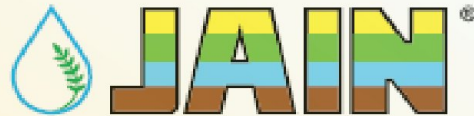
ONION & VEGETABLES PROCESSING



SPICE PROCESSING



SOCIAL INITIATIVES



**Jain Irrigation Systems Ltd.**

**Small Ideas. Big Revolutions.®**

3Q & 9M FY21-22

**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.





# About the Company

**1963**

Started our trading business in agricultural inputs and equipment



Company has **33** manufacturing plants



**~ 8.0mn**

Farmer lives have been touched



**Rs 56.7 bn**

Revenues in 2020-21



**12,200**

Associates globally



Incorporated in  
**1986**



**10,555+**

Dealers and distributors base globally



**120+** countries reached through our products



Micro-irrigation company in India



Micro-irrigation company globally



In mango processing globally



In tissue culture production of banana and pomegranate globally

## Touching lives in more ways than one



DRIP IRRIGATION



SPRINKLER IRRIGATION



PROTECTED CULTIVATION



PLUMBING SYSTEMS



TISSUE CULTURE



PLASTIC PRODUCTS



PVC PIPES & FITTINGS



FOOD PROCESSING



RENEWABLE ENERGY



SERVICES

# Corporate Philosophy

<b>Mission</b>	Leave this world better than you found it
<b>Vision</b>	Establish leadership in whatever we do at home & abroad
<b>Credo</b>	Serve & strive through strain & stress; Do our noblest, that's success
<b>Goal</b>	Achieve continued growth through sustained innovation for total customer satisfaction and fair return to all other stakeholders. Meet this objective by producing quality products at optimum cost and marketing them at reasonable prices
<b>Guiding principle</b>	Toil and sweat to manage our resources (men, material and money) in an integrated, efficient, economic & sustained manner. Earn profit, keeping in view commitment to society and environment
<b>Quality perspective</b>	Make quality a way of life
<b>Work culture</b>	Experience: 'Work is life, life is work'

Company manifesto "More crop, per drop" now a national vision



# Business Segments



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

## Hi-tech Agri Input Products Division (MIS & TC)

- Drip & Sprinkler Systems Precision Farming Advisory
- 1<sup>st</sup> in India and 2<sup>nd</sup> Globally
- Wide distribution presence – over 8,626 dealers / distributors in India and internationally
- Manufacturing base in India, Israel, Turkey, USA, Latin America and Europe
- R&D base in India, Israel, USA
- Globally No. 1 in Banana & Pomegranate Tissue Culture



SPRINKLER IRRIGATION



DRIP IRRIGATION



TISSUE CULTURE

**INR 34.4 Bn (60.8%)<sup>1</sup>**

## Plastic Division (PVC, PE Pipes & Sheet)

- PVC Pipes, fittings, Polyethylene Pipes Turnkey Projects, PVC Sheets
- One of the largest players
- Catering to Agricultural, Industrial & Infrastructural customer base
- Manufacturing primarily driven from India
- Forayed into urban markets by introducing plumbing systems
- Moved most of the Plastic Sheet Business to Ireland, closer to customer base



PLUMBING SYSTEMS



PVC PIPES & FITTINGS



SERVICES

**INR 10.1 Bn (17.8%)<sup>1</sup>**

## Agro Processing Division

- Fruit pulps, concentrates, vegetable dehydrations, spice processing, etc.
- Globally No 1 in Mango processing and No. 3 in Onion dehydrations
- Catering to top global food companies
- Forayed into Retail in FY16
- Manufacturing in India, UK and USA
- Shortly launching Spice Processing, Citrus Processing and new B2C products such as fruit



FOOD PROCESSING

**INR 11.9 Bn (21.0%)<sup>1</sup>**

## Other Division / Products

- Other division includes:
  - Solar Thermal Products, Solar Photovoltaic Grid & Off-Grid Products
  - Solar Power generation investments to reduce cost of power
  - Agri R&D activities
  - Equipment manufacturing including irrigation pipes production lines, drip Tape irrigation pipes production lines, etc.



RENEWABLE ENERGY

**INR 0.2Bn (0.4%)<sup>1</sup>**

<sup>1</sup> Audited consolidated revenue and % of total operating revenue for fiscal year 2020-21

# Global recognition and quality

Honored with numerous awards for contribution to agriculture



The Nation honored our Founder Chairman Late Shri Bhavarlal H. Jain with 'Padmashree' for services in the Agriculture Science & Water Technology Sector

■ “Crawford Reid Memorial Award”	Irrigation Association, USA
■ “Padmashree” to Chairman	Science & Engineering (Government of India)
■ “Water Conserver of India”	UNESCO & West-Net
■ “Challengers to the world's leading blue-chip companies”	Standard & Poor’s
■ “Asia’s 200 Best Under a Billion companies”	Forbes Asia
■ “100 most promising clean technology companies on the planet”	Global Cleantech & The Guardian
■ “Client Leadership Award” (World Bank Group)	International Finance Corporation
■ “We owe you a great deal for the help you give the small farmer”	Harvard Business School
■ “Best Water Company Award”	Ministry of Water Resources & Water Digest, UNESCO
■ “Boldness in Business Award”—Environment	Financial Times & Arcelor Mittal, London
■ “New Sustainability Champion”—One of the 16 from 1000 companies	World Economic Forum
■ “Inclusive Agri Business Leadership Award”	International Finance Corporation (World Bank Group)

Till date we have received 45 State, 222 National, 14 International and Globally & Nationally Ranking 17 Awards for R&D, Quality, Innovative Product development, Fair Business Practices, Sustainability Excellence and outstanding Exports

# Global recognition and quality certification



## **BRC** (British Retail Consortium)

- Onion & Vegetable Dehydration Unit-Jalgaon & Vadodara
- Fruit Processing Unit, Jalgaon, Chittoor Units 1 & 2



## **ISO 14001 : 2015** (Environment Management System) &

## **OHSAS 18001 : 2007** (Occupational Health & Safety Management System)

- All India Plastic & Food Operations



## **ISO 50001 : 2011**

(Energy Management System) &

## **ISO 14064 : 2006**

(GHG Management System)

- All India Plastic & Food Operations



## **SGF (SURE-GLOBAL-FAIR)**

- Fruit Processing Unit, Jalgaon & Chittoor Unit 2



## **HALAL** (Halal India Pvt. Ltd., Chennai)

- Onion & Vegetable Dehydration Unit, Jalgaon & Vadodara
- Fruit Processing Unit, Jalgaon, Chittoor Units 1&2



## **KOSHER**

- Onion & Vegetable Dehydration Unit, Jalgaon & Vadodara
- Fruit Processing Unit, Jalgaon & Chittoor Unit 1&2



## **HALAL** (Majelis Ulama Indonesia, LPPOM)

- Onion & Vegetable Dehydration Unit, Jalgaon
- Fruit Processing Unit, Jalgaon



## **RSPO Certificate**

- Onion & Vegetable Dehydration Unit, Jalgaon & Vadodara



## **ISO 9001 : 2015**

(Quality Management System)

- Sheet Division
- Pipe Division
- Tissue Culture Division
- MIS Division
- Solar Division
- PFS Division



## **Organic Certificate**

- Fruit Processing Unit, Jalgaon

**GLOBAL G.A.P.**

## **Global G.A.P.**

- Agriculture Division



## **SEDEX Membership**

- Food Park, Jalgaon & Vadodara



# Global Brand Equity



## MICRO IRRIGATION SYSTEMS AND EQUIPMENT - MORE CROP PER DROP®



## PLASTIC PRODUCTS - YOUR LIFELINE TO PROSPERITY®



## GREEN ENERGY PRODUCTS - JOINT VENTURE WITH NATURE



## FOOD PRODUCTS - YOUR RECIPE FOR GREAT TASTE



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

- Continued strong revenue growth in India and overseas
- Strong order book position of INR 21,131 mn
- Increase in EBITDA margin by ~ 1,510 basis (Standalone) and ~750 basis (Consolidated) on YoY basis for 9MFY22

## Plastic Division (Plastic)

- Reasonable growth in business on back of subdued seasonal demand
- Unabated volatility in raw material prices impacting margins

## Agro Processing Division (Agro)

- Continued growth in revenue
- Strong order book position of INR 10,700 mn
- Natural calamity impacting availability of raw material and operations of onion dehydration business
- Increase in EBITDA margin by ~730 basis (Consolidated) on YoY basis for 9MFY22

## Way forward

- Expediting the completion of Debt Resolution Plan with Indian lenders in the 4<sup>th</sup> quarter
- Focus on completion of pending EPC projects
- Further improvement in working capital
- Stabilisation of operations

### Overall

- **Master Restructuring Agreement has been signed with lenders**
  - ICA Lenders approved the Resolution Plan via e-voting approved by 99.41% of ICA Lenders by value and 11 out of 12 in number. One ICA Lender who did not e vote has subsequently approved the RP.
  - Execution of “Master Restructuring Agreement” (MRA) was completed by 12 out of 12 ICA Lenders and 100% by value, along with the Security Trustee and Company for the Resolution Plan to be implemented today.
  - In the next few weeks the Company shall fulfill the Conditions Precedent for MRA to be declared “effective” and then the effective date as per RBI Circular dated 07<sup>th</sup> June, 2019 shall be declared by the ICA Lenders.



## Financial Performance: 3Q FY22

### Standalone

Rs. Mn

	Q3FY22	Q3FY21
Revenue	6,444	5,295
EBIDTA	831	382
PAT	-556	-752
Cash PAT	-180	-354

### Consolidated^

Rs. Mn

	Q3FY22	Q3FY21
Revenue	16,137	13,318
EBIDTA	1,739	1,030
PAT	-721	-1,317
Cash PAT	115	-413

^ from continuing operation

## Financial Performance: 9M FY22

### Standalone

Rs. Mn

	9MFY22	9MFY21
Revenue	19,797	14,080
EBIDTA	2,784	526
PAT	-1,100	-2,851
Cash PAT	59	-1,638

### Consolidated^

Rs. Mn

	9MFY22	9MFY21
Revenue	50,359	38,731
EBIDTA	6,704	2,668
PAT	496	-4,326
Cash PAT	3,014	-1,624

^ from continuing operation

## Segment Overview: Q3 FY22

### Standalone Revenue

Rs. Mn

3Q FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	4,284	22.5%	758	17.7%
Plastic	2,134	22.7%	110	5.1%
Other	26	-55.2%	-37	-143.4%
Total	6,444	21.7%	831	12.9%

### Consolidated Revenue^

Rs. Mn

3Q FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	9,350	14.7%	1,276	13.7%
Plastic	3,208	36.1%	163	5.1%
Agro / Food	3,556	29.0%	238	6.7%
Other	23	-53.4%		
Total	16,138	21.2%	1,739	10.8%

^ from continuing operation

### Exports from India

Rs. Mn

3Q FY22	Revenue	Growth y-o-y
Hi-tech Agri Inputs	438	-11.2%
Plastic	575	116.8%
Agro /Food	1,020	102.7%
Total	2,032	61.2%



## Segment Overview: 9M FY22

### Standalone Revenue

Rs. Mn

9M FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	12,724	46.1%	2,469	19.4%
Plastic	6,865	30.8%	385	5.6%
Other	208	72.7%	-70	-33.5%
Total	19,797	40.6%	2,784	14.1%

### Consolidated Revenue^

Rs. Mn

9M FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	29,528	27.8%	5,014	17.0%
Plastic	9,950	39.9%	567	5.7%
Agro / Food	10,707	27.4%	1,181	11.0%
Other	174	72.4%		
Total	50,359	30.0%	6,704	13.3%

^ from continuing operation

### Exports from India

Rs. Mn

9M FY22	Revenue	Growth y-o-y
Hi-tech Agri Inputs	1,455	18.7%
Plastic	1,267	102.9%
Agro /Food	3,030	53.0%
Total	5,751	50.1%

## Order Book Position : 3Q FY 22

### Standalone

Rs. Mn

	Order Book Position
Hi-tech Agri Inputs	14,700
Plastic	6,169
Total	20,871

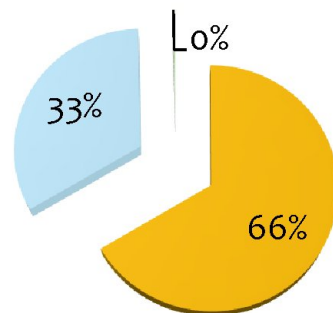
### Consolidated

Rs. Mn

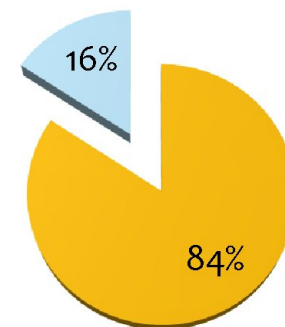
	Order Book Position
Hi-tech Agri Inputs	21,131
Plastic	6,194
Agro / Food	10,700
Total	38,037

# Revenue Overview : Q3 FY22

## Standalone

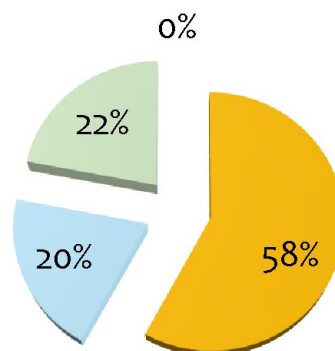


■ Hi-Tech ■ Plastics ■ Other

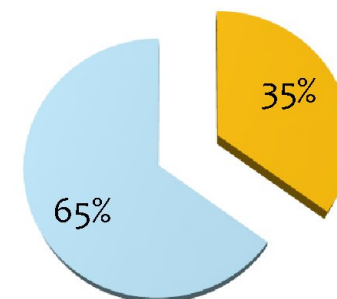


■ Domestic ■ Export

## Consolidated^



■ Hi-Tech ■ Plastics ■ Agro ■ Other



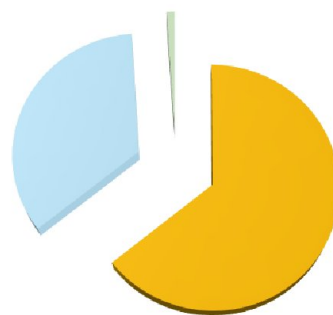
■ India ■ Rest of World

^ from continuing operation

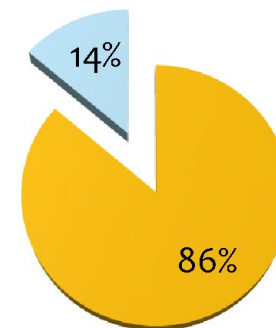


# Revenue Overview : 9M FY22

## Standalone

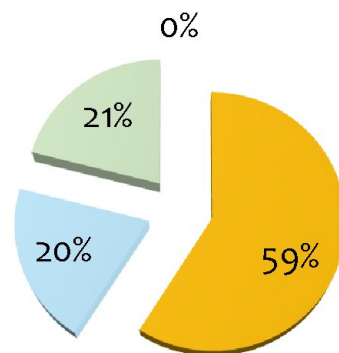


■ Hi-Tech ■ Plastics ■ Other

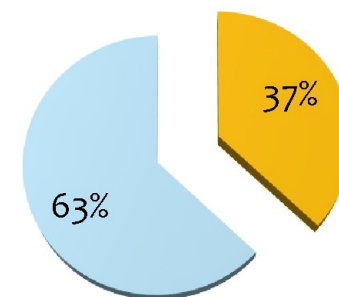


■ Domestic ■ Export

## Consolidated^



■ Hi-Tech ■ Plastics ■ Agro ■ Other



■ India ■ Rest of World

^ from continuing operation

## Standalone

Days	DSO Dec 31, 2021			DSO Sept 30, 2021			DSO Dec 31, 2020		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	136	313	395	134	350	437	189	542	664
Plastic	67	165	225	63	178	234	62	239	283
Standalone Co	119	269	350	116	297	379	153	435	539

## Consolidated

Days	DSO Dec 31, 2021			DSO Sept 30, 2021			DSO Dec 31, 2020		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	113	146	215	110	160	227	126	207	282
Plastic	66	105	155	67	117	167	73	146	195
Agro	236	61	197	252	58	199	221	64	186
Consol Co	132	123	205	133	134	215	147	154	241

## Working Capital Analysis

## Debt Position

	Rs. Bn			
Debt Profile	31-12-21	30-9-21	Change	31-3-21
<b>Standalone</b>				
Long Term	7.44	7.44	0.00	7.42
Short Term	26.26	26.32	-0.06	25.85
<b>Gross Debt</b>	<b>33.70</b>	<b>33.76</b>	<b>-0.06</b>	<b>33.27</b>
<b>Net Debt</b>	<b>29.90</b>	<b>31.00</b>	<b>-1.11</b>	<b>30.49</b>
<b>Consolidated</b>				
Long Term	31.77	32.22	-0.45	30.44
Short Term	37.06	37.30	-0.24	35.28
<b>Gross Debt</b>	<b>68.83</b>	<b>69.52</b>	<b>-0.69</b>	<b>65.72</b>
<b>Net Debt</b>	<b>63.35</b>	<b>64.08</b>	<b>-0.73</b>	<b>61.07</b>

- 5% of gross debt (standalone) & 46% of gross debt (consolidated) is in foreign currency as of Dec 31, 2021



Thank You

You may send your queries to [gupta.neeraj@jainfarmfresh.com](mailto:gupta.neeraj@jainfarmfresh.com) and [ghodgaonkar.avdhut@jains.com](mailto:ghodgaonkar.avdhut@jains.com)

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