



DRIP
IRRIGATION



SPRINKLER
IRRIGATION



INTEGRATED
IRRIGATION
SOLUTIONS



CONTROLLED
AGRICULTURE &
GREEN HOUSE



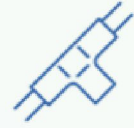
TISSUE CULTURE
PLANTS & NURSERY



PVC PIPES &
FITTINGS



PE PIPES &
FITTINGS



PLUMBING
SYSTEMS



INTEGRATED
DRINKING WATER
SOLUTIONS



PLASTIC
SHEETS



SOLAR ENERGY
GENERATION &
APPLIANCES



SOLAR PUMPING
SYSTEMS &
SOLUTIONS



FRUIT
PROCESSING



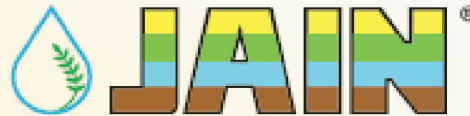
ONION & VEGETABLES PROCESSING



SPICE PROCESSING



SOCIAL INITIATIVES



Jain Irrigation Systems Ltd.

Small Ideas. Big Revolutions.®

2Q & 1H 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

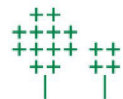
Touching lives in more ways than one



DRIP IRRIGATION



SPRINKLER IRRIGATION



PROTECTED CULTIVATION



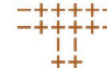
PLUMBING SYSTEMS



TISSUE CULTURE



PLASTIC PRODUCTS



PVC PIPES & FITTINGS



FOOD PROCESSING



RENEWABLE ENERGY



SERVICES

Corporate Philosophy

Mission	Leave this world better than you found it
Vision	Establish leadership in whatever we do at home & abroad
Credo	Serve & strive through strain & stress; Do our noblest, that's success
Goal	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
Guiding principle	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
Quality perspective	Make quality a way of life
Work culture	Experience: 'Work is life, life is work'

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

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

- Drip & Sprinkler Systems Precision Farming Advisory
- 1st in India and 2nd 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%)¹

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%)¹

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%)¹

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%)¹

¹ 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



SGF (SURE-GLOBAL-FAIR)

- Fruit Processing Unit, Jalgaon & Chittoor Unit 2



ISO 50001 : 2011

(Energy Management System) &

ISO 14064 : 2006

(GHG Management System)

- All India Plastic & Food Operations



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 global revenue growth
- Sustained EBITDA Margins
- Strong order book position of INR 20,663 mn

Plastic Division (Plastic)

- Reasonable growth in business on back of high raw material prices
- Continued unabated raw material prices impacting margins

Agro Processing Division (Agro)

- Continued growth in revenue
- Better margins compared to last year
- Strong order book position of INR 10,682 mn

Way forward

- Focus on completion of pending EPC projects
- Successfully implemented overseas bond resolution plan & expediting the completion of Debt Resolution Plan with Indian lenders.
- Focus on improving working capital and operational efficiency
- Building up of domestic distribution network

Financial Performance: 2Q FY22

Standalone

Rs. Mn

	Q2FY22	Q2FY21
Revenue	6,385	3,989
EBIDTA	931	58
PAT	-379	-1,069
Cash PAT	9	-664

Consolidated^

Rs. Mn

	Q2FY22	Q2FY21
Revenue	16,446	12,024
EBIDTA	2,328	829
PAT	1,082	-1,536
Cash PAT	1,921	-615

^ from continuing operation

Financial Performance: 1H FY22

Standalone

Rs. Mn

	1HFY22	1HFY21
Revenue	13,353	8,785
EBIDTA	1,953	144
PAT	-544	-2,099
Cash PAT	239	-1,285

Consolidated^

Rs. Mn

	1HFY22	1HFY21
Revenue	34,221	25,413
EBIDTA	4,966	1,637
PAT	1,216	-3,009
Cash PAT	2,900	-1,211

^ from continuing operation

Segment Overview: Q2 FY22

Standalone Revenue

Rs. Mn

2Q FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	3,955	61.5%	842	21.3%
Plastic	2,317	51.3%	119	5.1%
Other	114	1188.4%	-31	-26.9%
Total	6,385	60.1%	931	14.6%

Consolidated Revenue^

Rs. Mn

2Q FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	9,378	36.7%	1,648	17.6%
Plastic	3,301	50.5%	244	7.4%
Agro / Food	3,668	23.8%	449	12.3%
Other	99	1232.2%	-14	
Total	16,446	36.8%	2,328	14.2%

^ from continuing operation

Exports from India

Rs. Mn

2Q FY22	Revenue	Growth y-o-y
Hi-tech Agri Inputs	389	-6.2%
Plastic	418	77.9%
Agro /Food	1,093	65.7%
Total	1,899	45.2%

Segment Overview: 1H FY22

Standalone Revenue

Rs. Mn

1H FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	8,440	61.9%	1,711	20.3%
Plastic	4,731	34.8%	275	5.8%
Other	182	190.5%	-33	-18.0%
Total	13,353	52.0%	1,953	14.6%

Consolidated Revenue^

Rs. Mn

1H FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	20,178	34.9%	3,737	18.5%
Plastic	6,742	41.8%	4,04	6.0%
Agro / Food	7,151	26.6%	9,43	13.2%
Other	150	196.6%	-119	
Total	34,221	34.7%	4,966	14.5%

^ from continuing operation

Exports from India

Rs. Mn

1H FY22	Revenue	Growth y-o-y
Hi-tech Agri Inputs	1,017	38.8%
Plastic	692	92.6%
Agro /Food	2,010	36.0%
Total	3,719	44.7%

Order Book Position : 2Q FY 22

Standalone

Rs. Mn

	Order Book Position
Hi-tech Agri Inputs	15,616
Plastic	6,566
Total	22,182

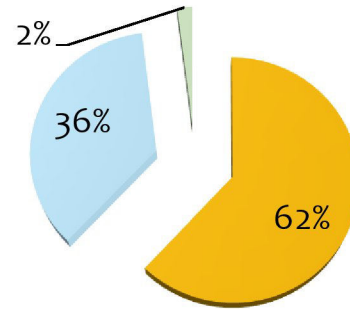
Consolidated

Rs. Mn

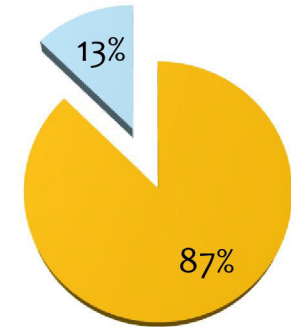
	Order Book Position
Hi-tech Agri Inputs	20,663
Plastic	6,928
Agro / Food	10,682
Total	38,273

Revenue Overview : Q2 FY22

Standalone

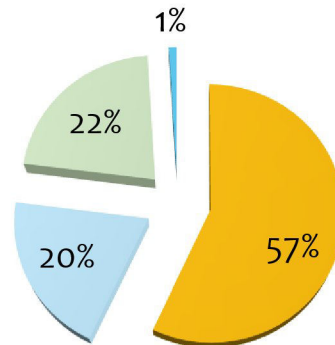


■ Hi-Tech ■ Plastics ■ Other

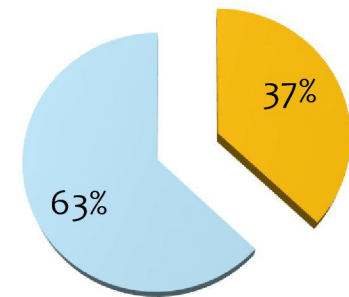


■ Domestic ■ Export

Consolidated^



■ Hi-Tech ■ Plastics ■ Agro ■ Other

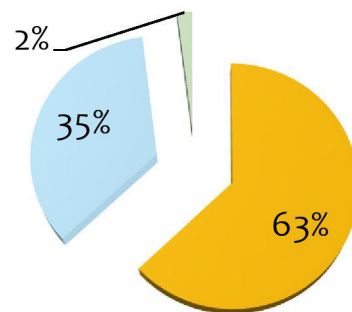


■ India ■ Rest of World

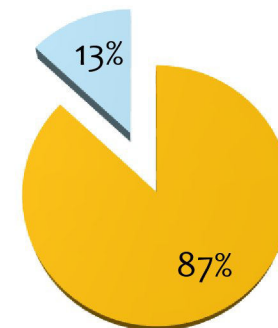
^ from continuing operation

Revenue Overview : 1H FY22

Standalone

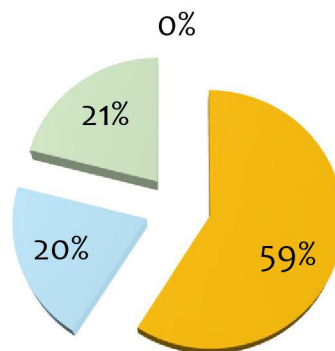


■ Hi-Tech ■ Plastics ■ Other

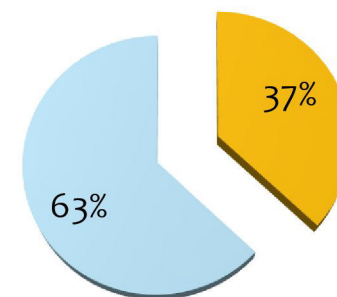


■ Domestic ■ Export

Consolidated^



■ Hi-Tech ■ Plastics ■ Agro ■ Other



■ India ■ Rest of World

^ from continuing operation

Standalone

Days	DSO Sept 30, 2021			DSO June 30, 2021			DSO Sept 30, 2020		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	134	350	437	136	384	470	225	643	780
Plastic	63	178	234	63	202	251	57	248	291
Standalone Co	116	297	379	118	331	411	170	497	608

Consolidated

Days	DSO Sept 30, 2021			DSO June 30, 2021			DSO Sept 30, 2020		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	110	160	227	111	179	246	128	239	314
Plastic	67	117	167	68	134	177	66	146	197
Agro	252	58	199	268	61	210	197	64	170
Consol Co	133	134	215	139	150	232	143	167	252

Working Capital Analysis

Debt Position

	Rs. Bn			
Debt Profile	30-9-21	30-6-21	Change	31-3-21
Standalone				
Long Term	7.44	7.45	0.00	7.42
Short Term	26.32	25.94	0.38	25.85
Gross Debt	33.76	33.38	0.38	33.27
Net Debt	31.00	30.81	0.19	30.49
Consolidated				
Long Term	32.22	30.38	1.84	30.44
Short Term	37.30	37.15	0.15	35.28
Gross Debt	69.52	67.52	1.99	65.72
Net Debt	64.08	63.39	0.69	61.07

➤ 5% of gross debt (standalone) & 47% of gross debt (consolidated) is in foreign currency as of Sept 30, 2021



Thank You

You may send your queries to gupta.neeraj@jainfarmfresh.com and ghodgaonkar.avdhut@jains.com


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