

# Water

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### Forward-looking statement

In this Annual Report, we have disclosed forward-looking information to enable investors to comprehend our prospects and take investment decisions. This report and other statements - written and oral - that we periodically make contain forward-looking statements that set out anticipated results based on the management's plans and assumptions. We have tried, wherever possible, to identify such statements by using words such as 'anticipate', 'estimate', 'expects', 'projects', 'intends', 'plans', 'believes', and words of similar substance in connection with any discussion of future performance. We cannot guarantee that these forward-looking statements will be realised, although we believe we have been prudent in our assumptions. The achievements of results are subject to risks, uncertainties and even inaccurate assumptions. Should known or unknown risks or uncertainties materialise, or should underlying assumptions prove inaccurate, actual results could vary materially from those anticipated, estimated or projected. Readers should keep this in mind. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future events or otherwise.

# The Board



**B D Narang**  
Chairman



**Rajiv Mittal**  
Managing Director  
and Group CEO



**Jaithirth Rao**  
Independent  
Director



**Malay Mukherjee**  
Independent  
Director



**Sumit Chandwani**  
Independent  
Director



**Revathi Kasturi**  
Independent  
Director



**S Varadarajan**  
Director and Chief  
Growth Officer

## Corporate Information



**Parthasarathy Gopalan**  
Chief Financial Officer



**Pankaj Sachdeva**  
CEO India Cluster



**R Swaminathan**  
Company Secretary

### Secretarial Auditor

M. Damodaran  
Practicing Company Secretary  
Membership No. 5837  
M. Damodaran & Associates  
No. 6, Appavoo Gramani  
1st Street, Mandaveli, Chennai - 600 028  
P: +91- 44 - 4360 1111

### Registrar and Transfer Agents

Karvy Computershare Private Limited  
Unit: VA TECH WABAG LIMITED  
"Karvy Selenium Tower B", Plot Nos. 31  
& 32, Financial District, Nanakramguda  
Gachibowli, Hyderabad - 500 032  
P: +91- 40 - 6716 2222

### Bankers

- Axis Bank
- Canara Bank
- Export Import Bank of India
- HDFC Bank
- HSBC
- ICICI Bank
- IDBI Bank
- IndusInd Bank
- Kotak Mahindra Bank
- Punjab National Bank
- Societe Generale Bank
- Standard Chartered Bank
- State Bank of India
- YES Bank

### Registered & Corporate Office

'WABAG HOUSE'  
No.17, 200 Feet  
Thoraipakkam - Pallavaram Main Road  
Sunnambu Kolathur, Chennai - 600 117  
P: +91- 44 - 3923 2323

### Statutory Auditors

Walker Chandiok & Co LLP  
Chartered Accountants  
7<sup>th</sup> Floor, Prestige Polygon,  
471, Anna Salai, Teynampet,  
Chennai - 600 018  
P: +91- 44 - 4294 0000

### Internal Auditors

M/s. PKF Sridhar & Santhanam LLP  
Chartered Accountants  
KRD Gee Gee Crystal, No. 91-92,  
7<sup>th</sup> Floor, Dr. Radhakrishnan Salai,  
Mylapore, Chennai - 600 004  
P: +91 - 44 - 2811 2985

### Cost Auditor

S. Chandrasekaran  
Practicing Cost Accountant  
Membership No. 4784  
4 Sreshta, 57 Subramaniam Street  
Abhiramapuram, Chennai - 600 018  
P: +91 - 44 - 2499 0286

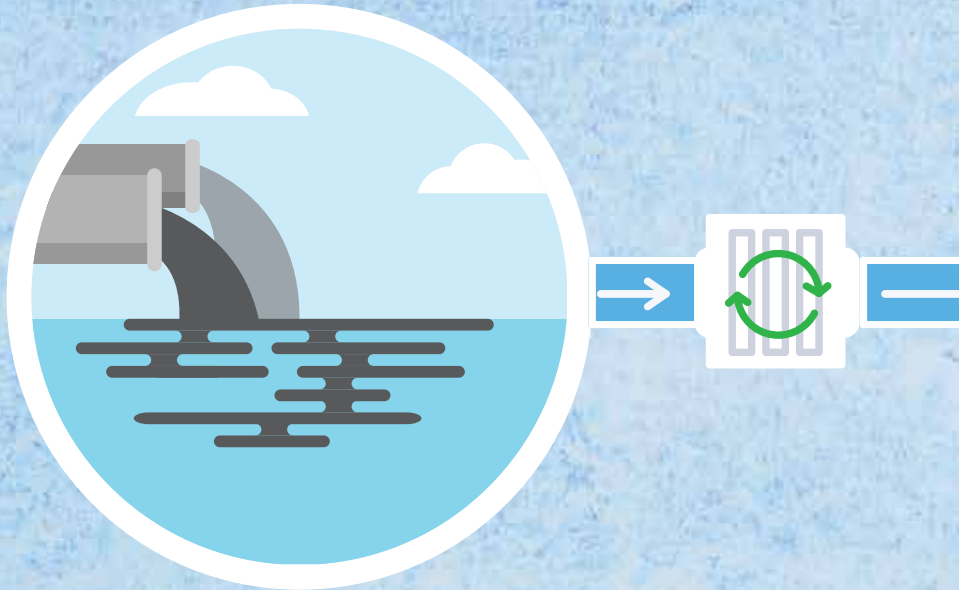


# 4 billion people

**comprising 66% of the global population, face severe water crisis for at least one month of the year.**

The crisis, triggered by limited water availability, is being aggravated by mismanagement of water resources. Poor water management infrastructure has emerged as a major cause for the alarming depletion of the renewable fresh water resources and groundwater.

From 13,390m<sup>3</sup> of renewable internal fresh water resources per capita in 1962 to 5,926m<sup>3</sup> at present, global water resources are depleting at incomprehensible pace. With rising population and ever-increasing demand for water, the situation from here is expected to worsen.



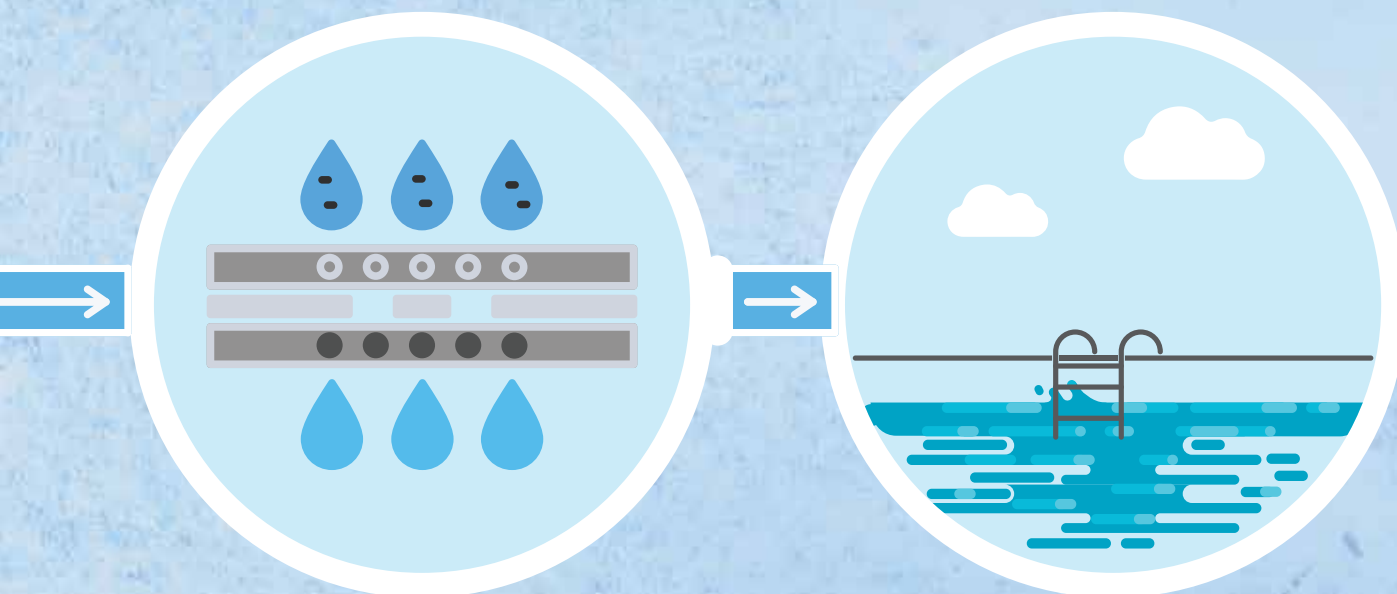
The world is getting  
**water negative.**

As a leading pure-play water Company engaged in providing comprehensive and cost-effective water solutions to the water negative world, we focus on addressing the challenges through our technology, competencies and intellectual capital.

Focussed on the emerging and developing regions of South East Asia, Africa, Middle East, India, Latin America (LATAM) and

Central & Eastern Europe, we are working closely with the municipal and industrial segments to offer technological solutions to overcome water problems.

With robust investments in research & development and passion for innovation, we are capable of handling water EPC projects of any scale across any technology, sector or region.



At WABAG, we are Focussed,  
Committed and Determined  
To make the world...


# water positive.





Polatli WWTP, Turkey





*In existence for over  
nine decades,  
VA Tech WABAG is a leading  
global water technology  
Company.*

It offers a wide range of solutions focussed on conservation, optimisation, recycling and reuse of water resources to address water challenges across the world.

The Company has a growing presence in more than 20 countries across four continents, most of which are emerging markets facing severe water crisis.

# 6 Global Water Experts



## VISION

- To be a professionally managed Indian Multinational having market leadership in emerging markets and significant position in the global market both in the EPC and service sector of water business
- Encourage and practice a culture of care, trust and continuous learning, while meeting expectations of employees, stakeholders and society
- Encourage WABAGites to be an innovative, entrepreneurial and empowered team committed to total customer satisfaction and value creation

## MISSION

- Provide total water solutions to our valued customers.
- Ensure our strong, capable, agile and customer-focussed team delivers to customers, creative solutions at competitive prices and within agreed timeframe with essence of quality at optimum cost
- Deep concern for employee welfare and do everything to attract and retain best talents

## PRESENCE

- Headquartered in Chennai (India)
- Presence in India, South-East Asia, Africa, the Middle East, LATAM and Europe, through subsidiaries, associates and a joint venture
- R&D centres in Switzerland, Austria and India
- International Engineering Centres in Pune and Vadodara (India)

## CERTIFICATIONS

- ISO 9001:2008 for quality
- ISO 14001 for environment
- OHSAS 18001 for operational health and safety

## WABAG's contribution to a water positive world

*21,700 million*  
litres/day

Estimated clean water produced by WABAG in the last two decades

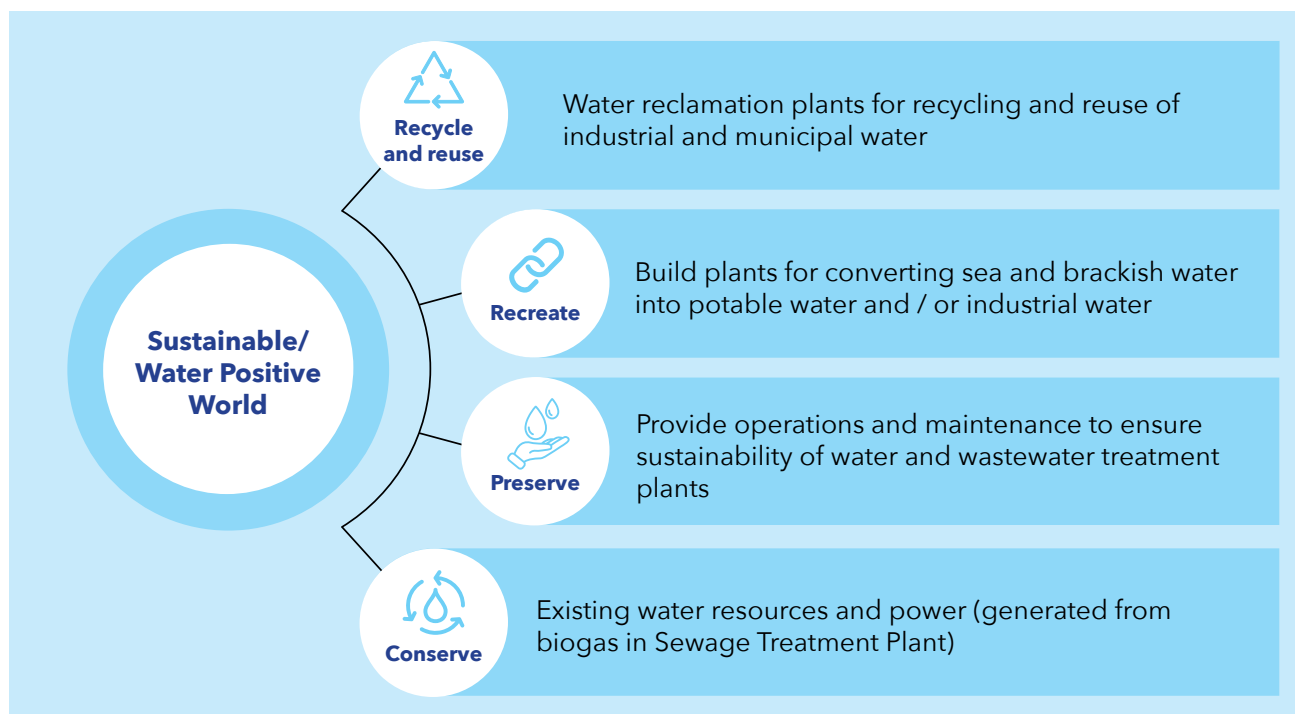
*31,000 million*  
litres/day

Estimated waste water treated by WABAG in the last two decades





## POSITIVE SOLUTIONS FOR A WATER POSITIVE WORLD



## WABAG's EPC solutions

- Drinking water treatment
- Municipal wastewater treatment
- Industrial and process water treatment
- Industrial effluent treatment
- Desalination (sea water and brackish water)
- Recycling (industrial and municipal wastewater)
- Sludge treatment and sludge management

## WABAG's Operations &amp; Maintenance solutions

- Maintenance
- Provide technical team
- Supply chemicals, consumables and spares
- Major and minor repairs
- Equipment replacement
- Plant refurbishment
- Life cycle solution

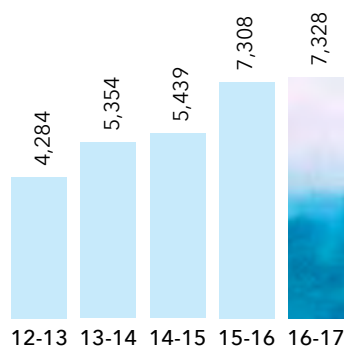
## Sectors catered to

- Municipal Drinking Water and Wastewater
- Oil & gas
- Power
- Fertiliser
- Steel
- Food and beverages
- Chemicals

# Key Performance Indicators

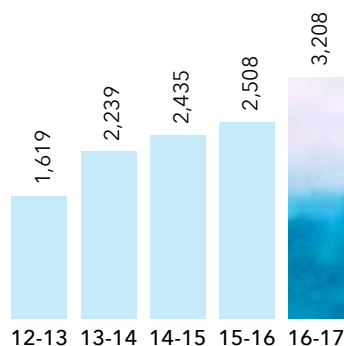
## Order book

(₹ in Crore)



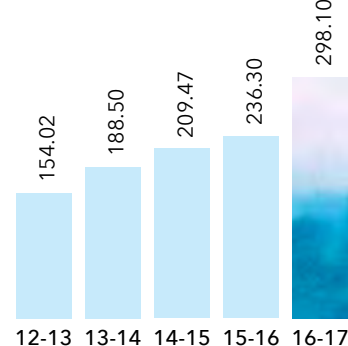
## Revenue from operations

(₹ in Crore)



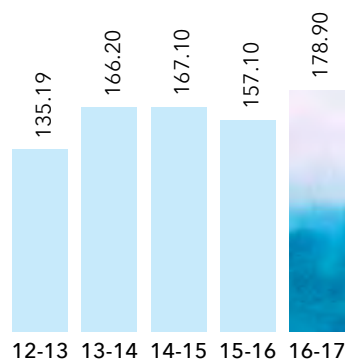
## EBITDA

(₹ in Crore)



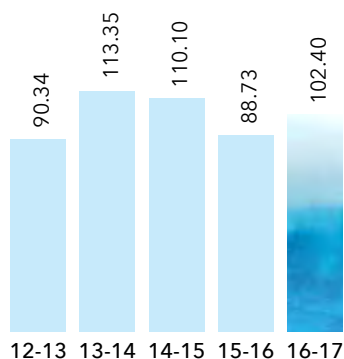
## Profit before tax

(₹ in Crore)



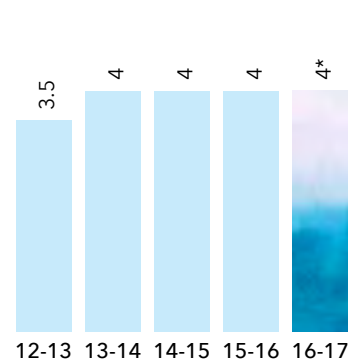
## Profit after tax

(₹ in Crore)



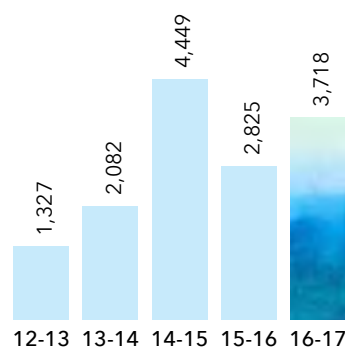
## Dividend

(₹)



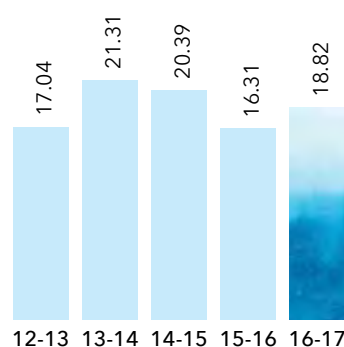
## Market capitalisation

(₹ in Crore)



## Earnings per share

(₹)



\* Dividend recommended by the Board of Directors

2015-16 and 2016-17 numbers are as per Ind AS