

WELCOME



CORPORATE PRESENTATION

NOV-2014



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Founder: Dr. Bhavarlal Jain (Bhau)



**Born in a farmer's family in the tiny village (Wakod, Jalgaon)
Founder Chairman began in 1963 as trader in agriculture inputs and equipments**

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'



Financial Overview

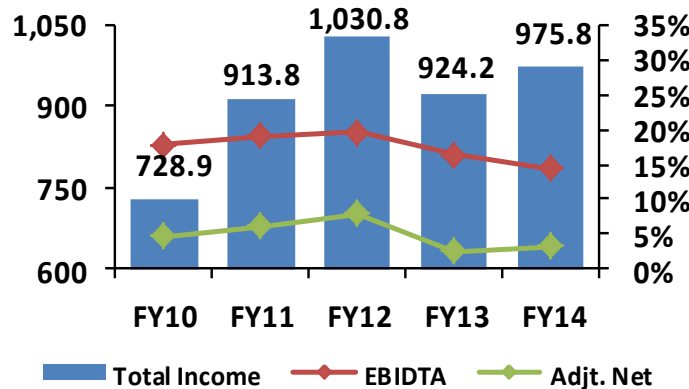
“One Billion US Dollar Company”

Jain Irrigation (“JISL”) – Snapshot

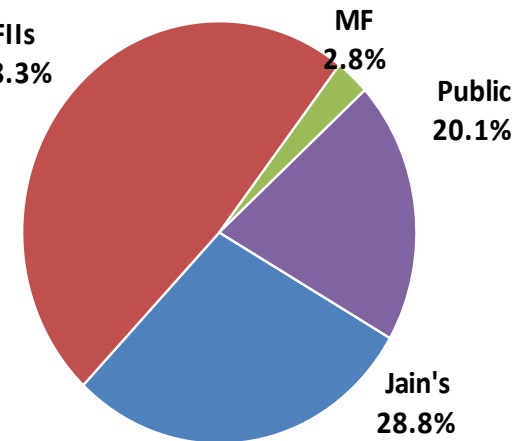
Introduction

- Consolidated revenue ~ US\$ 1 Bn
- About 55% Revenue comes from India & balance 45% from Rest of World
- One of India’s leading agriculture solution providers with presence across the agro-business value chain
- Wide distribution presence – over 3,000 dealers in India and distributors internationally
- Manufacturing facilities and offices in 17 countries. Facilities Globally - 27 (India-12 & Overseas-15)

Financial Snapshot (US\$ Mn)



Shareholding



As on Sept, 2014

Key Businesses

Micro Irrigation Systems (“MIS”)

Drip & Sprinkler Systems
Precision Farming
Advisory

US\$ 449 Mn (46%)

Piping Systems

PVC Pipes and fittings
Polyethylene Pipes
Turnkey Projects

US\$ 230 Mn (24%)

Agro Processed Products

Onion Dehydration
Fruit Processing

US\$ 200 Mn (20%)

Others

Renewable Energy
Tissue Culture
PVC Sheets

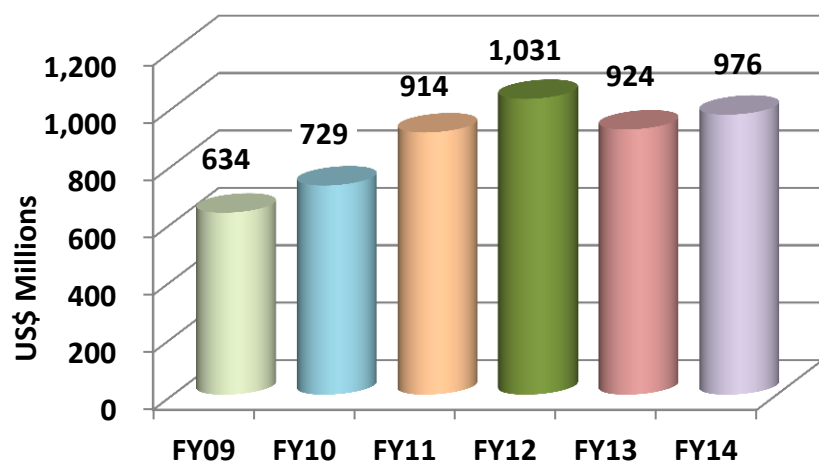
US\$ 97 Mn (10%)

Sales amount and % of total sales for Fiscal 2013-14 (Consol)

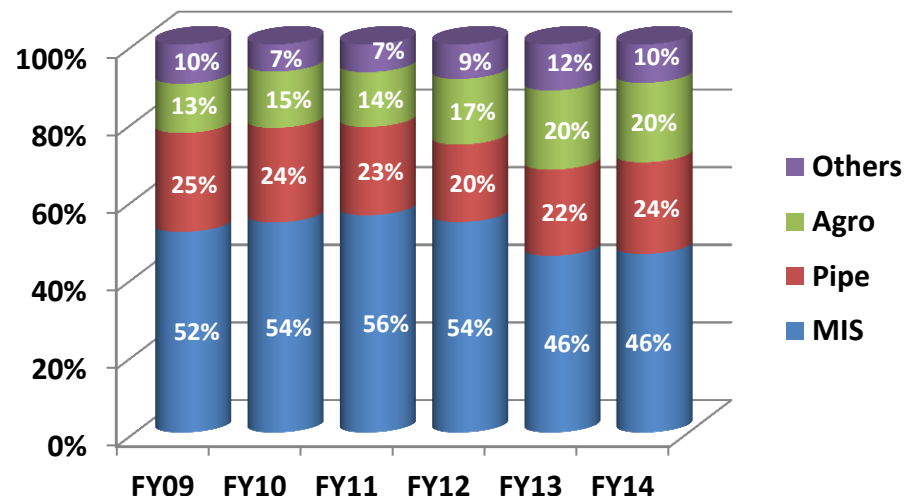
One of the largest manufacturers of MIS globally & piping systems in India
Similarly largest processors of fruits and vegetables in India

Historical Revenue Growth – Consolidated Operations

Revenue Growth: Corporate



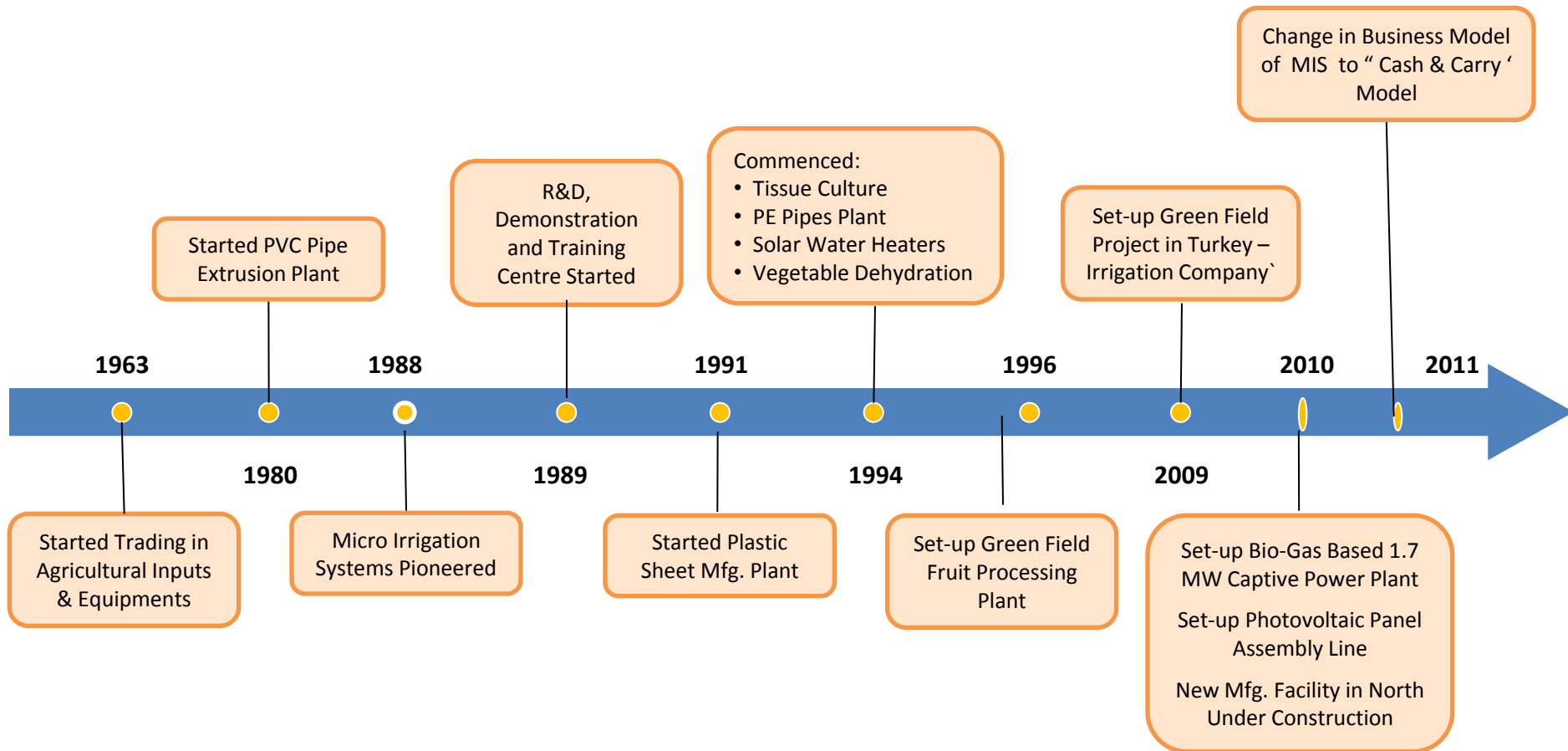
Revenue Contribution



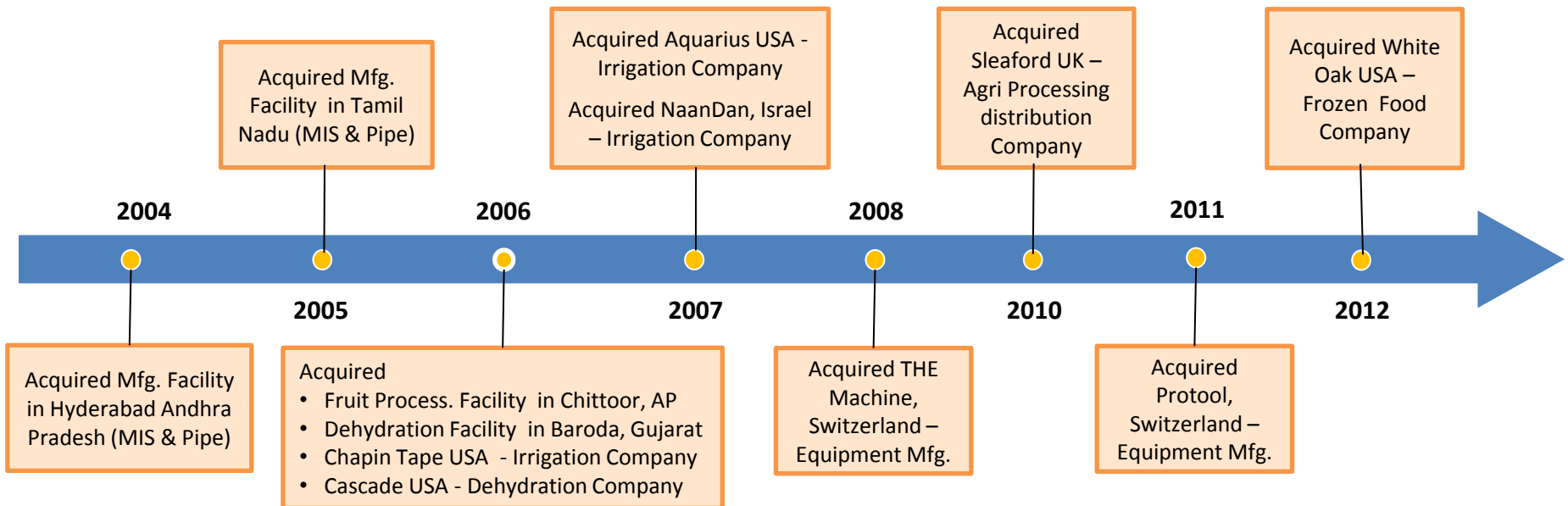
US\$ Million (Apr-Mar)	2009A	2010A	2011A	2012A	2013A	2014A	CAGR (5YR)	Growth (5YR)
Irrigation	328	395	512	559	421	449	6%	1.4 x
Piping	161	177	208	206	205	230	7%	1.4 x
Food	80	106	129	174	189	200	20%	2.5 x
Other	64	51	65	92	110	97	8%	1.5 x
Total	634	729	914	1,031	924	976	9%	1.5 x
YOY Growth	12%	15%	25%	13%	-10%	6%		
India	52%	54%	56%	54%	46%	46%	7%	1.4 x
Rest of World	48%	46%	44%	46%	54%	54%	12%	1.7 x

Business Overview

Key Milestones

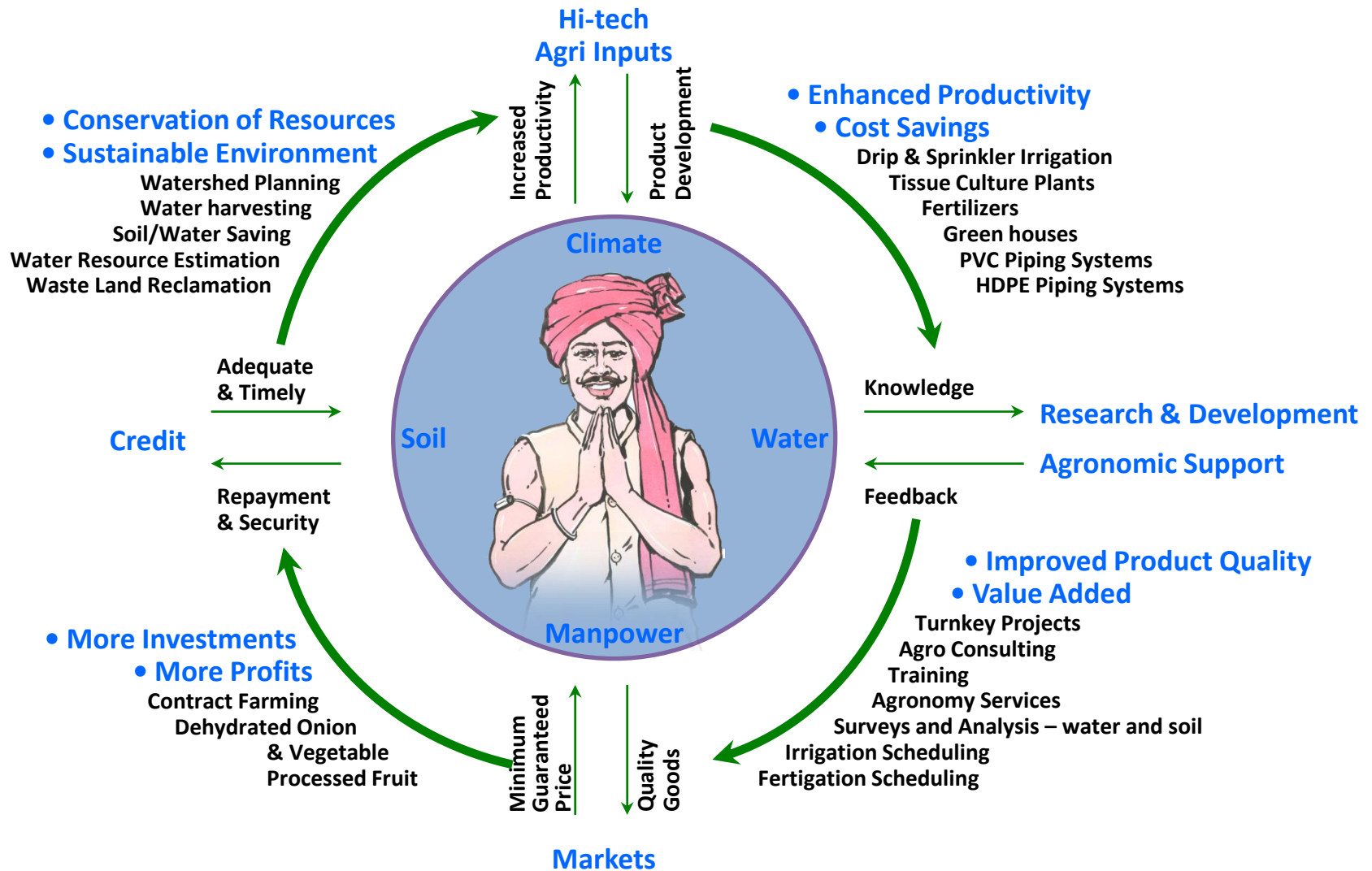


Inorganic Growth



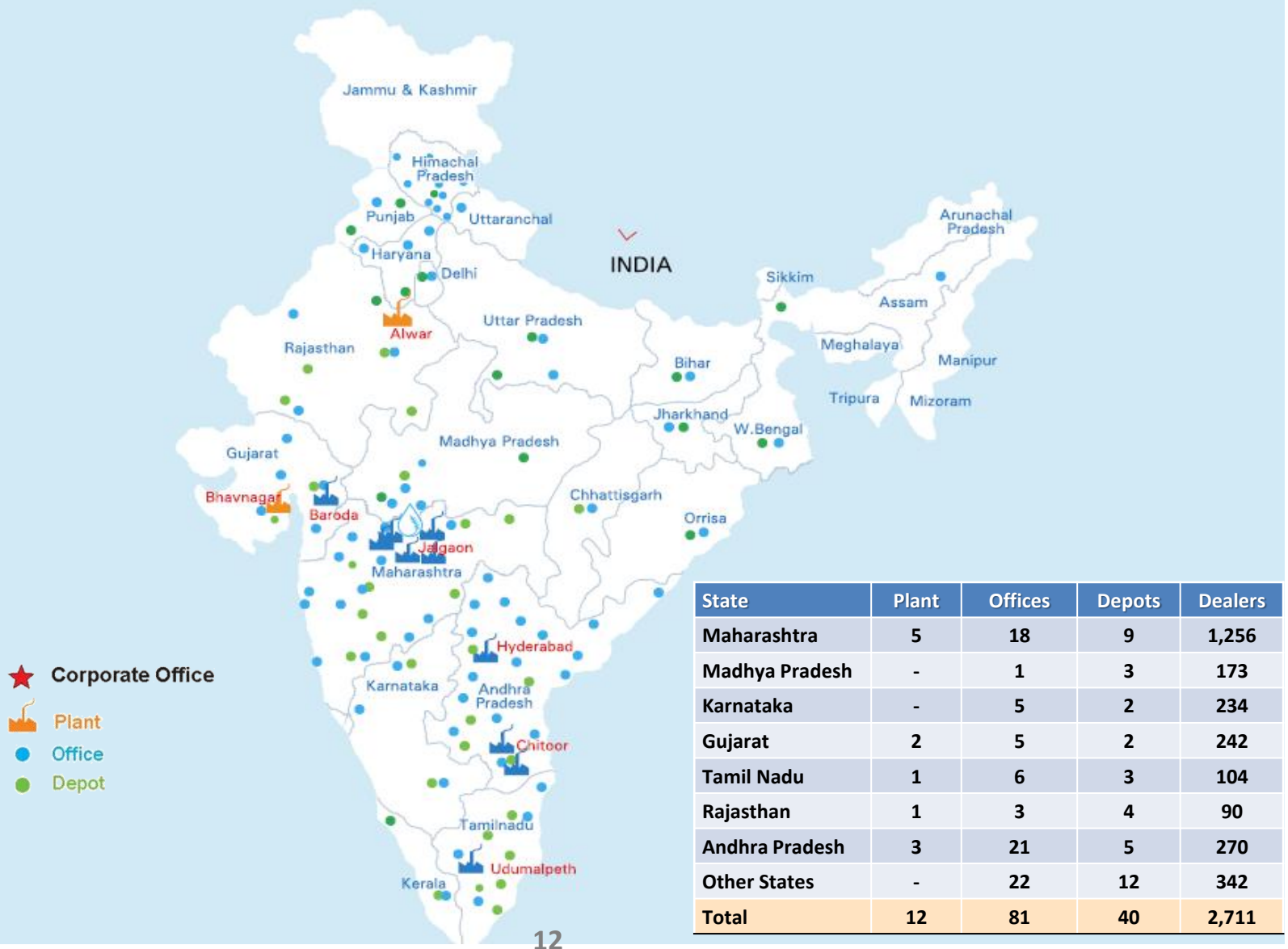
... demonstrated strategy for growth by gaining technology, newer markets & newer products

Jain Integrated Model

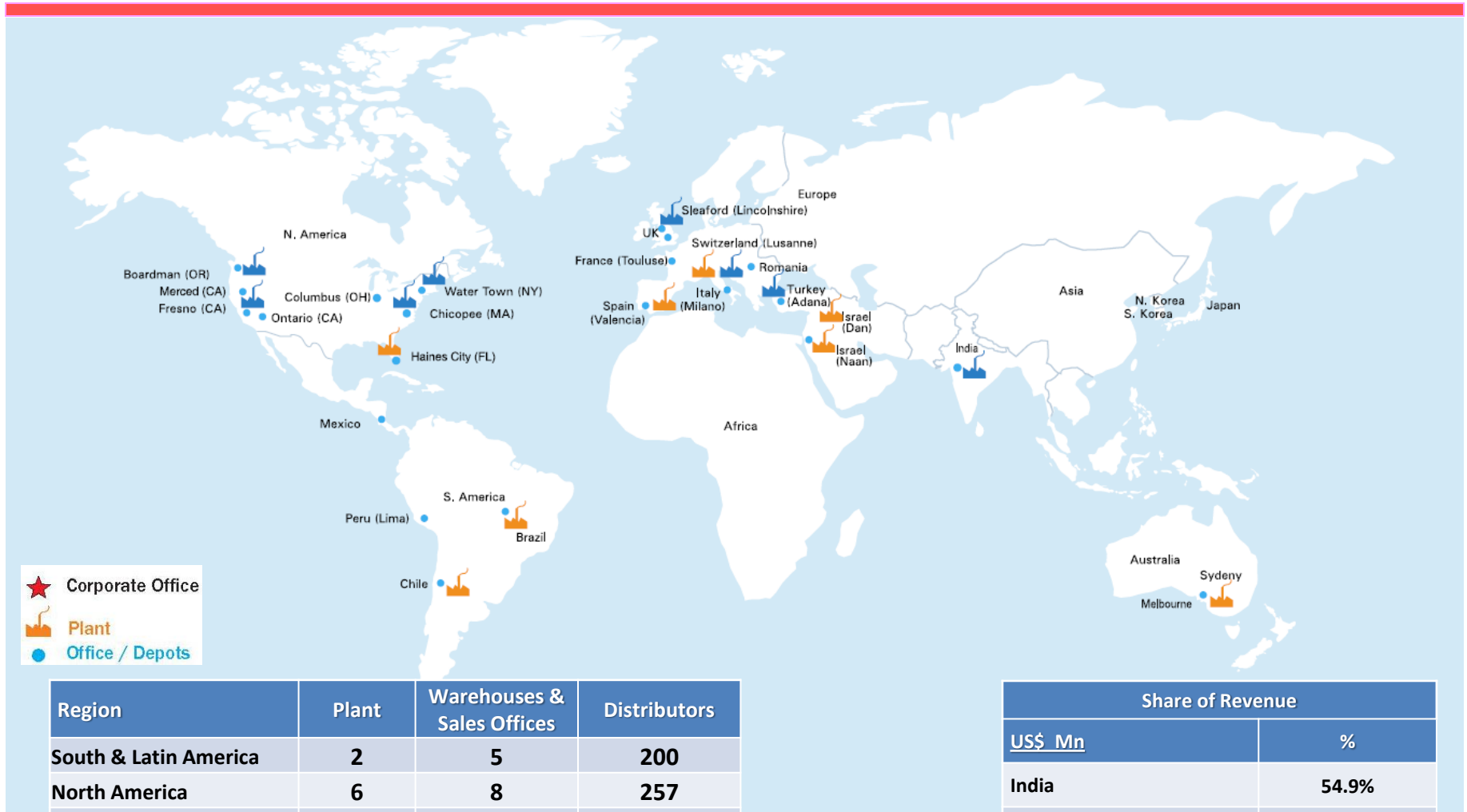


Unique Total Solution offered to Farmers

Local Presence – Difficult to Replicate



Sales & Service – Global Network



Region	Plant	Warehouses & Sales Offices	Distributors
South & Latin America	2	5	200
North America	6	8	257
Europe	4	9	253
Asia (Other than India)	3	-	26
Australia	-	1	150
Africa	-	-	15
Total	15	23	901

Share of Revenue	
US\$ Mn	%
India	54.9%
Europe	16.7%
North America	9.8%
Rest of World	18.6%
Total	100.0%

Global Quality Standards



Quality is way of Life

Jain Irrigation, Plastic Park is an ISO 9001 & ISO 14001 Certified Company

ISO 9001:2008 (Quality Management System)

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

ISO 14001:2004 (Environment Management System) & OHSAS 18001:2007 (Occupational Health & Safety Management System)

- Onion & Vegetable Dehydration Division
- Fruit Processing Division
- MIS Division
- Pipe Division
- Sheet Division



ISO : 22000 and
BRC : Global Food standard
Certified Company.

GLOBALG.A.P.

GLOBALGAP

- Agriculture Division



SGF (SURE-GLOBAL- FAIR)

Fruit Processing Division



GMA SAFE (Grocery Manufacturers Association - Supplier Assessments for Food Excellence)

- Onion & Vegetable Dehydration Division



NABL (National Accreditation Board for Testing and Calibration Laboratories)

- Jain R&D



BRC (British Retail Consortium)

- Onion & Vegetable Dehydration Division



HALAL (Majelis Ulama Indonesia LPPOM MUI)

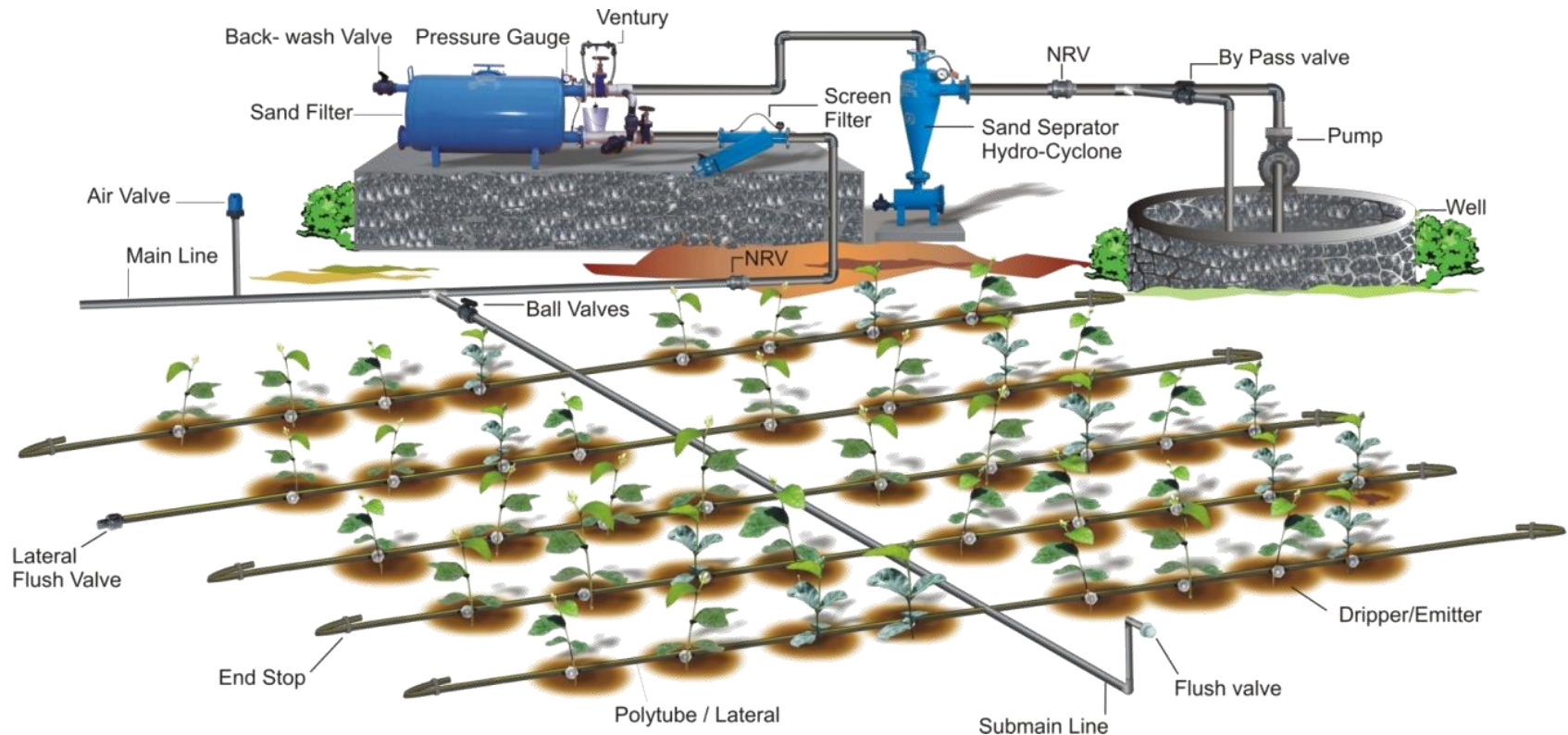
- Onion & Vegetable Dehydration Division
- Fruit Processing Division



Business Profiles

Micro Irrigation (MIS) – Water Management Solution

Application of water to root zone through specially designed system to provide as much as crop needs



Average Life of Micro Irrigation System - 3-7 Years
Pay-back Period on Investment – 2 to 3 Crop Cycle (on farmer contribution)

Micro Irrigation

Products and Services

- Drip Irrigation systems
- Sprinklers Irrigation systems
- Precision farming like Greenhouses and poly-houses
- Advisory

Production Facilities

- Four facilities in India
- Four facilities in USA, two in Latin America, one in Israel, one in Europe, one in Turkey & one in Australia

Customers

- Farmers
- Residential users
- Commercial Enterprise

Application

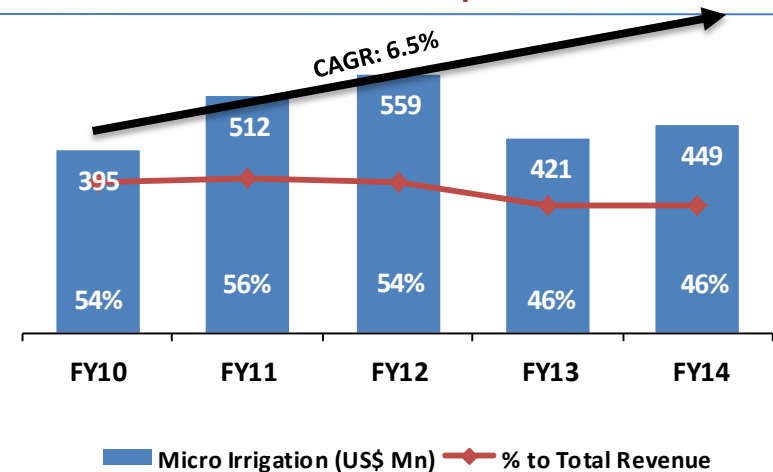
- Irrigation
- Landscaping
- Protected cultivation

Industry

- Globally of the total 276.2 mn ha irrigated area, only 14% is under MIS
- In India, of the total 62 mn ha irrigated area, only 5 mn ha is under MIS
- In India, government supports usage of MIS in form of subsidy which is at least 50% of the total cost for farmer

Source: Koncept Analytics, Micro Irrigation System Industry, Focus on India, August 2009

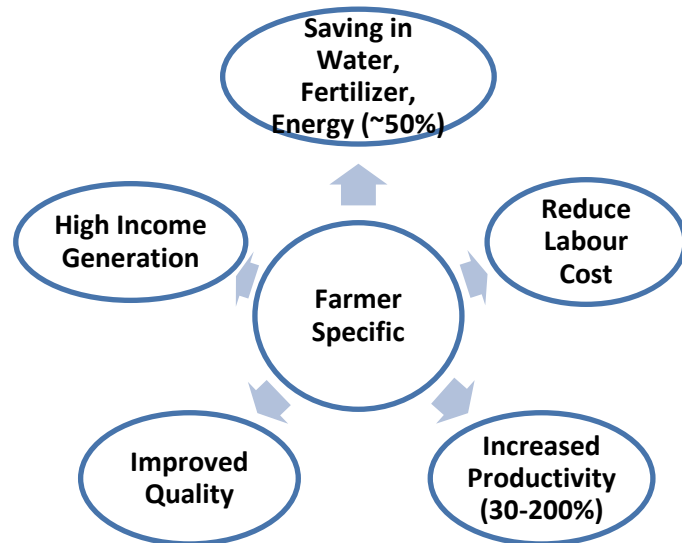
5-Year Snapshot



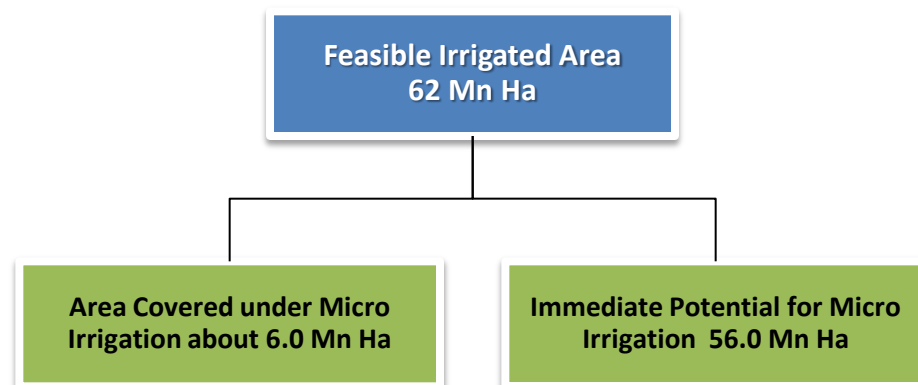
Largest manufacturers of MIS in India & 2nd largest Globally

Micro Irrigation – Global Opportunity

Benefits of MIS



Potential in India



Source: K. Iyengar and R. Lall, Status, "Potential and Government Efforts for Promoting Micro Irrigation in India", National Seminar on Advances in Micro Irrigation, February 15-16, 2011

International Potential

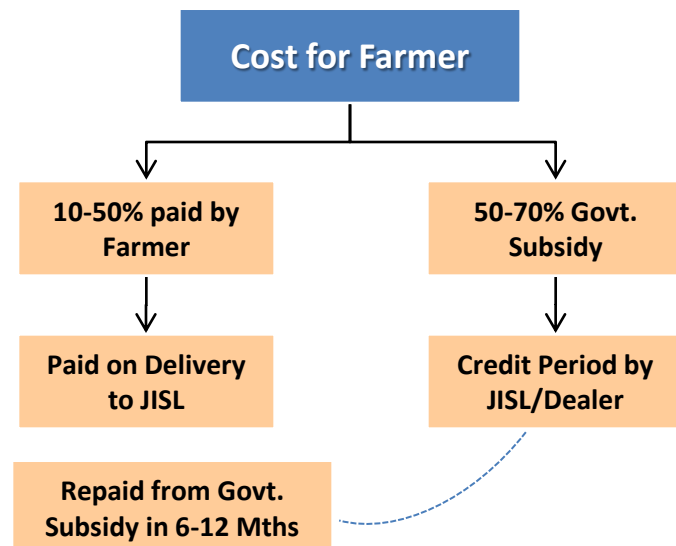
Region (1)	No of Countries (2)	Available Irrigated Area (3)	Sprinkler Irrigated Area (4)	Drip Irrigated Area (5)	Total Micro Irrigated Area (6=4+5)	Proportion of Available Irrigated Area (7=6/3)
Americas	35	41.9	13.3	1.9	15.2	36%
Europe	35	25.2	10.1	1.8	11.9	47%
Asia	46	194.0	6.8	1.8	8.6	4%
Africa	53	12.5	1.9	0.4	2.3	18%
Oceania	5	2.6	0.9	0.2	1.1	42%
World Total	174	276.2	33.0	6.1	39.1	14%

Area in Million Hectare (Mha), Data 2007

Source: Koncept Analytics, Micro Irrigation System Industry, Focus on India, August 2009

NBFC... Long Term Strategy for Micro Irrigation Business

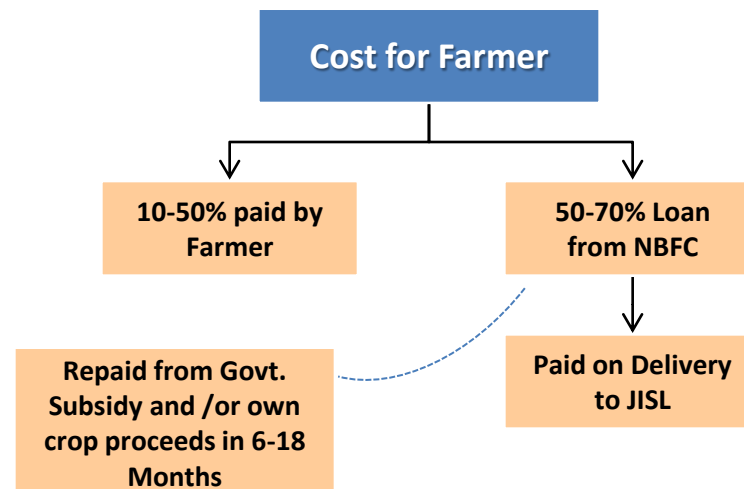
Earlier Funding Structure



Benefit for JISL

- Certainty of cost and timing of cash flows by reducing dependence on subsidy disbursement
- Improved Cash Flows
- Existing securitization process is operationally rigid and will be phased out under NBFC route

New Structure



Benefit for Farmer

- No-subsidy sustainable business model
- Farmer to bear the burden of delay in subsidy disbursement

NBFC model

- Customer knowledge base and dealer network to support NBFC

Since starting operation (from Jan-2013), SAFL (NBFC) has financed to more than 13,000 farmers
Loan Disbursed – US\$ 25 mn, Current Loan Book is US\$ 21 mn (30-Sept-2014)

Piping Business – Riding on Infrastructure Boom

- **Rapidly Growing GDP**
- **Expanding Infrastructure Investments (SEZ, Airports, Building & Construction, etc.)**
- **Potable Piped Rural Water Schemes & Rehab of existing Drainage & Sewage Network by Municipal Corp.**
- **Emphasis on Sanitation (Sewerage Schemes)**
- **Pipes City Gas Distribution Network**
- **Huge Investment by Telecom Companies for Rural Connectivity**
- **Stringent Pollution Norms- Effluent Disposal Pipeline**
- **Govt. directives for “No Lift without Drip” Projects & higher spend on Micro Irrigation**



PVC Pipes & Fittings



PE Pipes & Fittings



Duct Pipe & Gas Pipes

Applications: • Drinking Water • Farm Irrigation • Plumbing • Sewerage • Effluents • Cable Ducting • Gas • Dust suppression

Piping Systems

Products and Services

- PVC Pipes and fittings
- PE Pipes and fittings
- Turn Key Projects

Production Facilities

- Four in India (same locations as MIS business)
- One in Europe

Customers

- Farmers
- Government bodies for Rural water infrastructure
- Contractors for Infrastructure projects
- Telecom companies
- Gas distribution companies

Primary Application

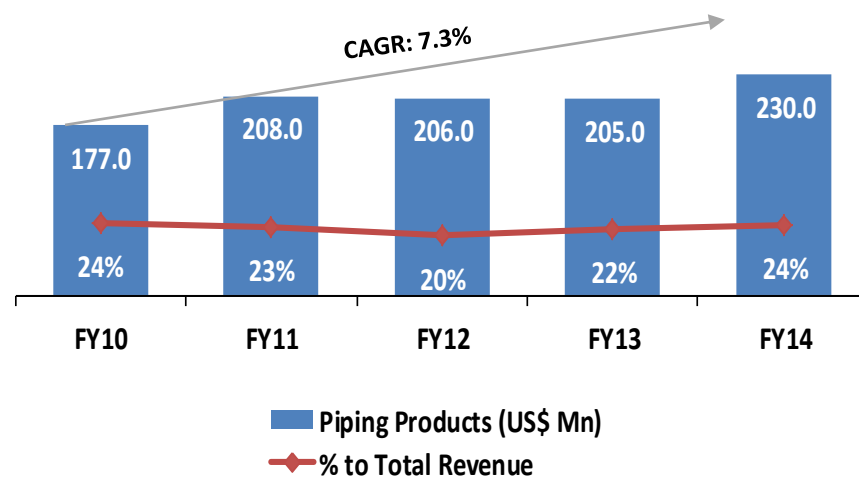
- Irrigation / Water transport
- Water and sewerage transmission
- Cable ducting
- Gas distribution

Industry

- One of primary usage of PVC pipes is irrigation incl. MIS
- India's demand for plastics in irrigation alone is predicted to surpass 2.5 mn tones by 2015

Source: Koncept Analytics, Micro Irrigation System Industry, Focus on India, August 2009, <http://www.plastindia.org/default.asp>

5-Year Snapshot



One of largest producer of pipes in India

Agro Processing – Promising Future

- India's food retailing sector is a US\$130bn opportunity growing at 4-5%
- Food processing makes up 12-15% of industrial GDP & will grow into a US\$50bn opportunity in few years time
- Horticulture makes up 30% of India's Agri GDP (US\$40bn) but occupies only 8.5% of the cultivable area
- 2nd largest producer of fruits & vegetables making up 10% of world production but < 1% of global trade
- Processing of fruits and vegetables is less than 2%
- Domestic Fruit Juice & Nectar business is growing at a CAGR of 25%
- Huge demand for Exports of Mango, Pomegranate & Other Fruit Juices in World Market
- Similarly demand for Dehydrated Onions & Garlic is growing rapidly in Europe and USA



Onion & Vegetables Dehydration

Fruit Puree, Pulp and Concentrate

IQF

Applications: • Processed Food, • Soups, • Salad Dressing, • Juice, • Baby food, • Ice cream, • Confectionary

Agro Processing

Products

- Onion and vegetable dehydration
- Fruit processing
- FarmFresh, Chef William and Sleaford brands

Processing Facilities

- 4 in India
- 1 in USA and 1 in UK
- ~ 60% (onion) & 15% (fruit) of sourcing is under contract farming

Customers

- Multi national food companies and distributors
- Beverage companies

Application

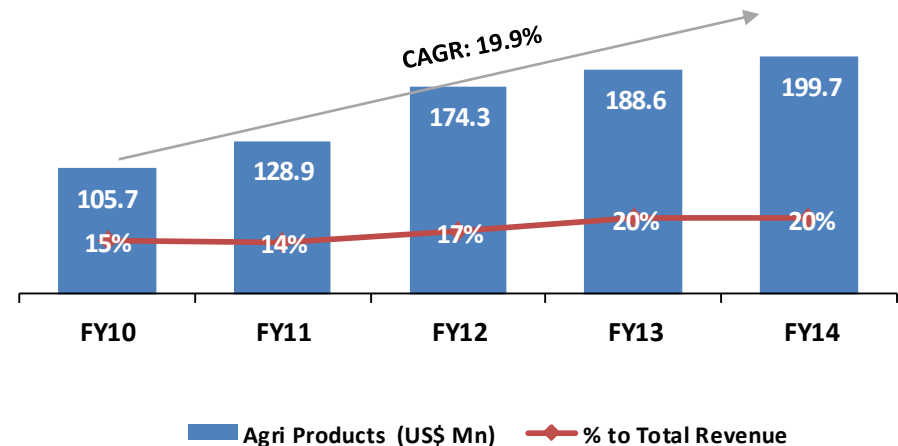
- Ingredients for
 - soup, pizza toppings and sauces (vegetable)
 - icecream, juice and baby food (fruits)

Industry

- Agro processing has grown ~14% and contributes 10% of India's manufacturing GDP and 13% of India's exports
- India's total food market turnover is over \$ 69.4 mn; of which value added contributes \$ 22.2 mn
- Still only 2% of agriculture and food produce is processed (around 43.4% of which is organized)

Source: ICRA Management Consulting Services Limited

5-Year Snapshot



Other Business – Untapped Future

Renewable Energy

- India is facing huge power shortages resulting into interrupted power supply
- Power is heavily subsidized in agriculture sector resulting into least priority from power companies

Tissue Culture Plants

- Banana contributes 37% to total fruit production in India
- India is a largest producer of Pomegranate in the World

Plastic Sheets

- PVC sheets are increasingly replacing wood as the material of choice



Solar Water Pumping Systems



Tissue Culture Hardening Facility

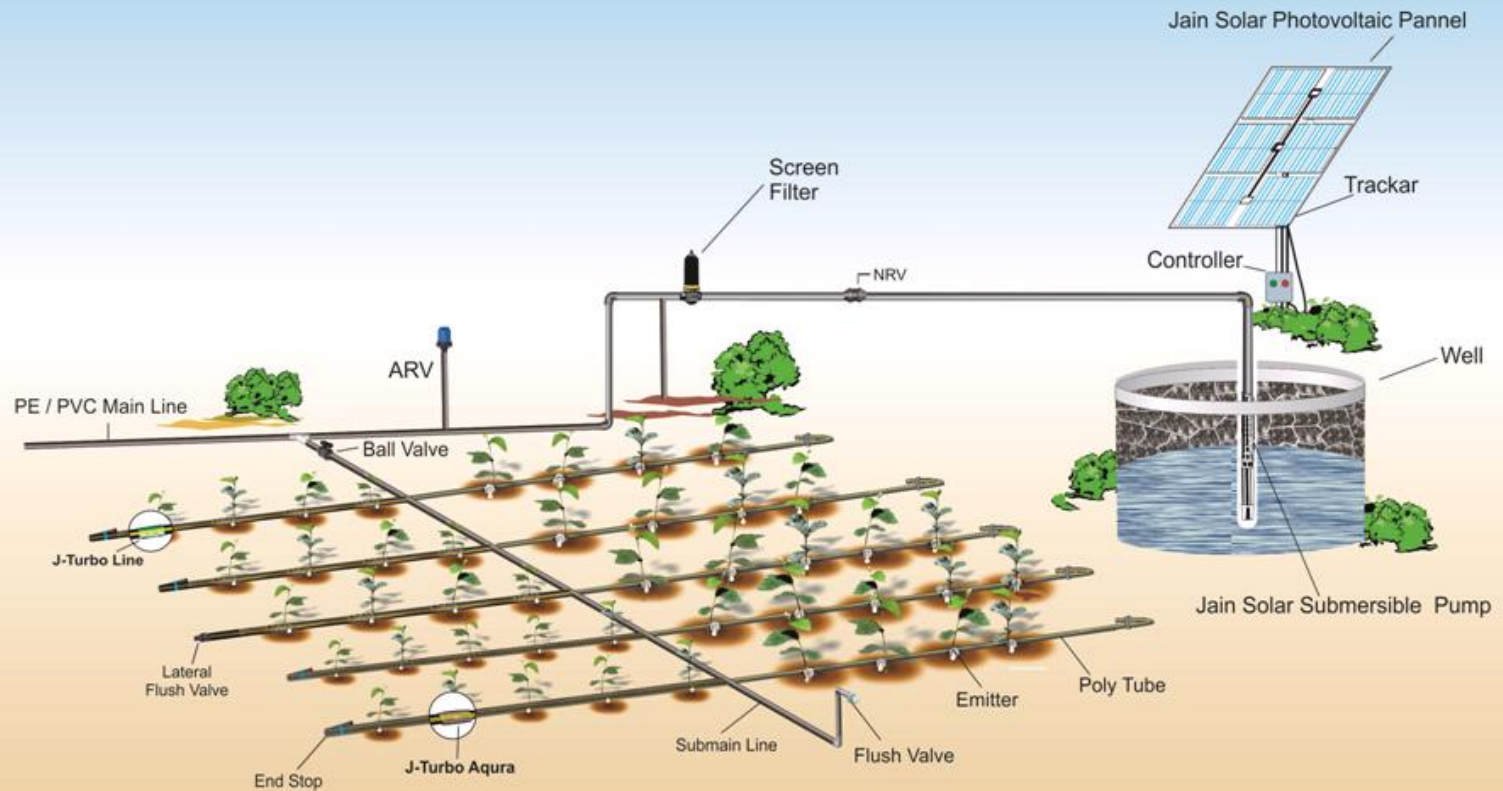


PVC Sheets –Signage & Lumber

Applications: • Farm & Farming Activities • Domestic & Industrial Use

Water Management Solution with Solar Power

Jain Solar Powered Pump & Drip System



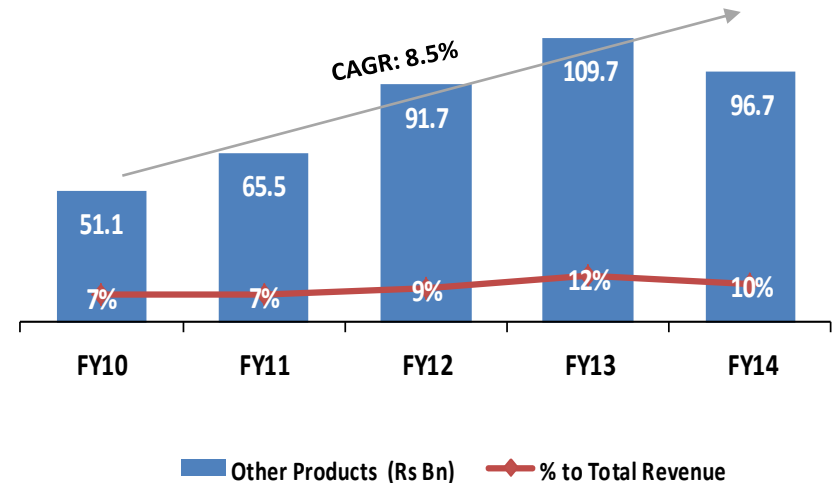
In-house solar panel making production line for 55 MW

Other Businesses

- **Renewable Energy**
 - Solar Thermal water heaters
 - Solar powered pumping systems
 - Solar Photo-voltaic lighting
- **Tissue Culture**
 - Banana contributes to 37% of India's total fruit production (*Source: ICRA Management Consulting Services Limited*)
 - Company has a capacity of 30 million plants annually tissue culture in India (as of Dec 31, 2010)
 - Other produce are Pomegranates, Onion and Citrus crops
- **PVC Sheets**
 - 100% EOU unit for Plastic Sheets
 - Free foam, integral foam, rigid sheets and trim boards
 - Primarily application in signage and building material and industrial usage

- **Production Facilities**
 - Renewable Energy - one facility in India
 - Tissue Culture – one facility in India
 - PVC Sheet – one facility in India & one in USA

5-Year Snapshot



Contribution of these businesses today is very small, but has huge growth potential

JISL USP

Strong Brand and Leadership Position in its businesses in India

Total Solution Provider across the Agriculture Value Chain

Diverse Revenue Streams

Flexible and Scalable business model

Wide dealer and distribution network

Experienced Management Team and Pool of Agriculture professionals

Recent -Key Highlights

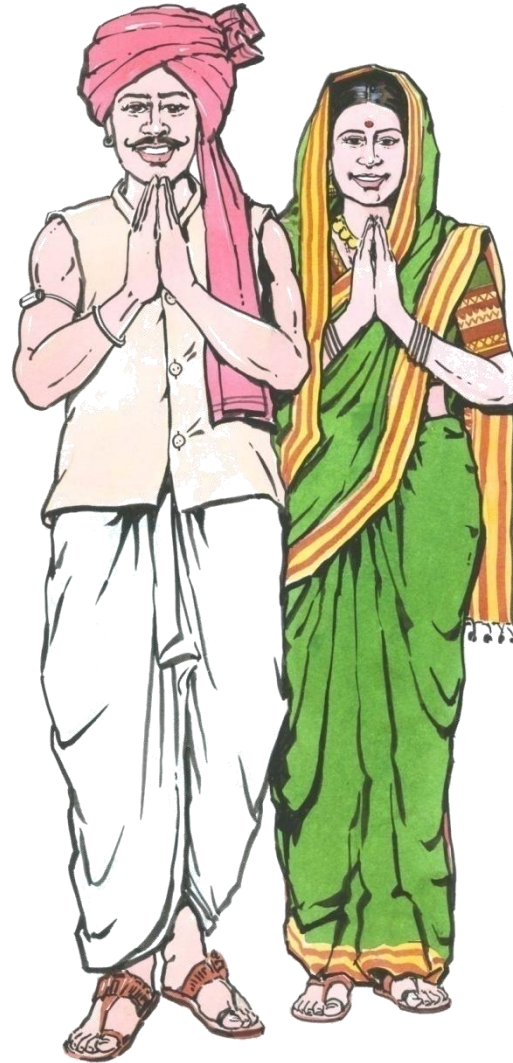
- Implemented 'Cash & Carry' business model in MIS Domestic business . Now nearly 60-70% of retail domestic business in MIS is being done under New Business Model
- Receivables of MIS has been reduced substantially on implementation of New Business Model. Receivables of MIS which were at US\$ 346 mn on 31-Mar-2012 has come down to US\$ 170 mn as on 30-Sep-2014. Government Subsidies Receivables out of Total Receivables of MIS has come down to US\$ 190 mn as on 30-Sep-2014 from US\$ 42 mn on 31-Mar-2012.
- Successfully launched NBFC - SAFL –have Book size on US\$ 21 mn as on 30-Sep-2014
- Recent fall in crude prices will lower polymer prices & provide opportunity for the industry to improve operating margins
- Awarded World's Largest integrated Micro Irrigation Project in Ramthal (Karnataka) worth US\$ 65 mn (presently under execution)
- Bagged prestigious order for MIS projects of US\$ 16 mn from Himachal Pradesh.
- Signs MoU with TERI Establishing Resource Centre for Water Use Efficiency.

Recent -Key Highlights

- Implemented 'Cash & Carry' business model in MIS Domestic business . Now nearly 60-70% of retail domestic business in MIS is being done under New Business Model
- Receivables of MIS has been reduced substantially on implementation of New Business Model. Receivables of MIS which were at Rs. 17.7 bn on 31-Mar-2012 has come down to Rs. 10.5 as on 30-Sep-2014. Government Subsidies Receivables out of Total Receivables of MIS has come down to Rs. 2.6 bn as on 30-Sep-2014 from Rs. 9.7 bn on 31-Mar-2012.
- Successfully launched NBFC - SAFL –have Book size on Rs 1.30 bn as on 30-Sep-2014
- Recent fall in crude prices will lower polymer prices & provide opportunity for the industry to improve operating margins
- Awarded World's Largest integrated Micro Irrigation Project in Ramthal (Karnataka) worth Rs.4 bn (presently under execution)
- Bagged prestigious order for MIS projects of Rs. 976 mn from Himachal Pradesh.
- Signs MoU with TERI Establishing Resource Centre for Water Use Efficiency.

Recent Recognitions

- Innovating for a Better Tomorrow - By Network18 & Infosys. (Year-2014)
- Global CSR Excellence and Leadership - By ABP News (Year-2014)
- India Corporate Responsibility 2013 Award- By CNBC Asia (Year-2014)
- Special Commendation for Achievement in Inclusive Business Transformational Business Awards - By Financial Times & IFC (Year-2014)



Thank You...