

JISL/SEC/2021/08/B-2/B-6

10<sup>th</sup> August, 2021

To,  
Bombay Stock Exchange Ltd.,  
Corporate Relationship Department,  
1st Floor, New Trading Wing, Rotunda  
Building, P. J. Tower, Dalal Street,  
Mumbai - 400 001.  
Fax No.022- 22723121/22722037(Day)  
022-22721072 (Night)  
Email: [corp.relations@bseindia.com](mailto:corp.relations@bseindia.com)

To,  
National Stock Exchange of India Ltd.,  
Exchange Plaza, C-1, Block G,  
Bandra Kurla Complex,  
Bandra (East),  
Mumbai - 400 051.  
Fax No. : 022-26598237/38  
Email : [cc@nse.co.in](mailto:cc@nse.co.in)

**Ref: Code No. 500219 (BSE) & JISLJALEQS (NSE) for Ordinary Equity Shares  
Code No. 570004 (BSE) & JISLDVREQS (NSE) for DVR Equity Shares**

**Sub: Investor Communication**

Dear Sir/Madam,

Attached is the Investor Communication issued by the Company after the Board Meeting held on 10<sup>th</sup> August, 2021 post the declaration of Un-Audited working Financial Results for the quarter ended 30<sup>th</sup> June,2021, for your record and reference.

Please receive the above in order and acknowledge.

Thanking you,

Yours faithfully,

**For Jain Irrigation Systems Ltd.**



A V Ghodgaonkar  
**Company Secretary**



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.®

Q1 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



# 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

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

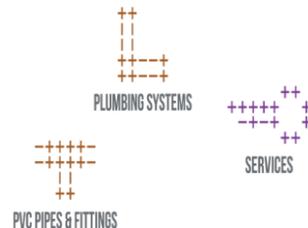
- Drip & Sprinkler Systems Precision Farming Advisory
- 1<sup>st</sup> in India and 2<sup>nd</sup> Globally
- Wide distribution presence – over 8,626 dealers / distributors in India and internationally
- Manufacturing base in India, Israel, Turkey, USA, Latin America and Europe
- R&D base in India, Israel,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



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



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



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.



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

# 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



Quality is way of Life

## 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

**JAIN GAP**



## 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)

- Significant growth in revenue in both Standalone and Overseas
- Improvement in EBITDA Margins

## Plastic Division ( Plastic)

- Good growth in India and Overseas business
- Strong order book position of INR 619 crore

## Agro Processing Division ( Agro)

- Completion of satisfactory mango processing season with a volume rebound
- Successfully completed the One -time Restructuring of debt of subsidiary Jain Farm Fresh Foods Ltd

## Way forward

- Focus on executing order in hand worth INR 3,804 crore
- Focus on improving Working Capital and Operational efficiency
- Expediting the completion of Debt Resolution Plan

## Financial Performance: 1Q FY22

### Standalone

Rs. Mn

	Q1FY22	Q1FY21
Revenue	6,968	4,796
EBIDTA	1,022	86
PAT	-164	-1,029
Cash PAT	230	-621

### Consolidated<sup>^</sup>

Rs. Mn

	Q1FY22	Q1FY21
Revenue	17,775	13,389
EBIDTA	2,638	808
PAT	134	-1,473
Cash PAT	978	-596

<sup>^</sup> from continuing operation

## Segment Overview: Q1 FY22

### Standalone Revenue

Rs. Mn

1Q FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
<b>Hi-tech Agri Inputs</b>	4,485	62.3%	868	19.4%
Plastic	2,414	22.1%	156	6.5%
Other	68	26.7%	-2	-3.0%
<b>Total</b>	6,967	45.3%	1,022	14.7%

### Consolidated Revenue<sup>^</sup>

Rs. Mn

1Q FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
<b>Hi-tech Agri Inputs</b>	10,800	33.4%	2,089	19.3%
Plastic	3,441	34.4%	160	4.6%
Agro / Food	3,483	29.7%	494	14.2%
Other	51	18.8%	-105	
<b>Total</b>	17,775	32.8%	2,638	14.8%

<sup>^</sup> from continuing operation

### Exports from India

Rs. Mn

Q1 FY22	Revenue	Growth y-o-y
<b>Hi-tech Agri Inputs</b>	629	97.3%
Plastic	275	120.3%
Agro /Food	917	12.0%
<b>Total</b>	1,820	44.3%

Order Book  
Position :  
1Q FY 22

Standalone

Rs. Mn

	Order Book Position
Hi-tech Agri Inputs	16,499
Plastic	5,912
Other	12
<b>Total</b>	<b>22,423</b>

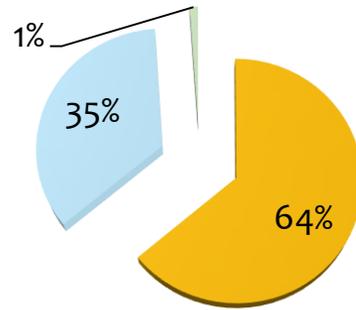
Consolidated

Rs. Mn

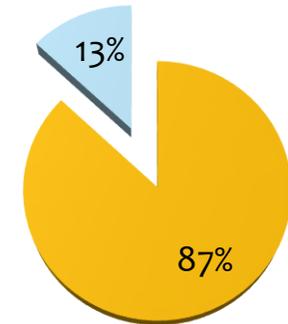
	Order Book Position
Hi-tech Agri Inputs	21,131
Plastic	6,194
Agro / Food	10,700
Other	12
<b>Total</b>	<b>38,037</b>

# Revenue Overview : Q1 FY22

## Standalone

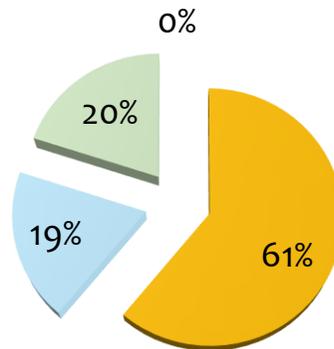


■ Hi-Tech ■ Plastics ■ Other

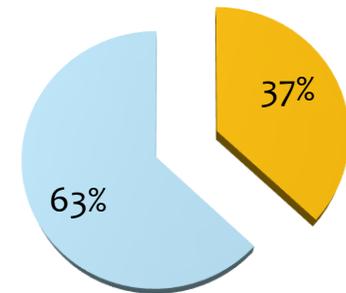


■ Domestic ■ Export

## Consolidated^



■ Hi-Tech ■ Plastics ■ Agro ■ Other



■ India ■ Rest of World

^ from continuing operation

## Standalone

Days	DSO June 30, 2021			DSO Mar 31, 2021			DSO June 30, 2020		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	136	384	<b>470</b>	153	439	<b>529</b>	228	640	<b>767</b>
Plastic	62	202	<b>251</b>	55	221	<b>251</b>	60	270	<b>292</b>
Standalone Co	<b>118</b>	<b>331</b>	<b>411</b>	<b>128</b>	<b>370</b>	<b>447</b>	<b>172</b>	<b>503</b>	<b>599</b>

## Consolidated

Days	DSO Jun 30, 2021			DSO Mar 31, 2021			DSO Jun 30, 2020		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	111	179	<b>246</b>	111	199	<b>259</b>	127	240	<b>310</b>
Plastic	68	134	<b>177</b>	67	144	<b>180</b>	68	153	<b>194</b>
Agro	268	61	<b>210</b>	235	74	<b>196</b>	195	62	<b>165</b>
Consol Co	<b>139</b>	<b>150</b>	<b>232</b>	<b>134</b>	<b>160</b>	<b>233</b>	<b>141</b>	<b>168</b>	<b>245</b>

# Working Capital Analysis

## Debt Position

				Rs. Bn
Debt Profile	30-6-21	31-3-21	Change	30-6-20
<b>Standalone</b>				
Long Term	7.45	7.42	0.03	7.44
Short Term	25.94	25.85	0.09	24.80
<b>Gross Debt</b>	<b>33.38</b>	<b>33.27</b>	<b>0.11</b>	<b>32.24</b>
<b>Net Debt</b>	<b>30.81</b>	<b>30.49</b>	<b>0.32</b>	<b>30.46</b>
<b>Consolidated</b>				
Long Term	30.38	30.44	-0.06	32.07
Short Term	37.15	35.28	1.86	36.60
<b>Gross Debt</b>	<b>67.52</b>	<b>65.72</b>	<b>1.80</b>	<b>68.66</b>
<b>Net Debt</b>	<b>63.39</b>	<b>61.07</b>	<b>2.32</b>	<b>65.20</b>

- 5% of gross debt (standalone) & 46% of gross debt (consolidated) is in foreign currency as of June 30, 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)

 **JAIN**<sup>®</sup>  
Jain Irrigation Systems Ltd.  
Small Ideas. Big Revolutions.<sup>®</sup>