



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.®

4Q & 12M 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 **29** manufacturing plants



~ 8.0mn

Farmer lives have been touched



Rs 71.2 bn

Revenues in 2021-22



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

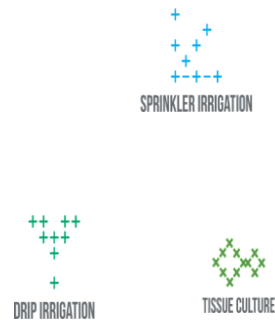


SERVICES

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)

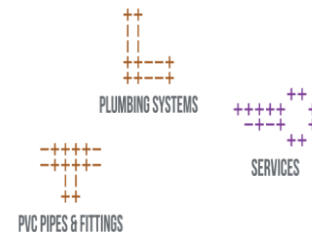
- Drip & Sprinkler Systems Precision Farming Advisory
- 1st in India and 2nd Globally
- Wide distribution presence – over 8,626 dealers / distributors in India and internationally
- Manufacturing base in India, Israel, Turkey, USA, Latin America and Europe
- R&D base in India, Israel, USA
- Globally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



INR 41.6 Bn (58.4%)[^]

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 14.6 Bn (20.5%)[^]

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



INR 14.8 Bn (20.8%)[^]

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



INR 0.2Bn (0.3%)[^]

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



- 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



- HALAL** (Majelis Ulama Indonesia, LPPOM)
- Onion & Vegetable Dehydration Unit, Jalgaon
 - Fruit Processing Unit, Jalgaon



Quality is way of Life

- ISO 9001 : 2015**
(Quality Management System)
- Sheet Division
 - Pipe Division
 - Tissue Culture Division
 - MIS Division
 - Solar Division
 - PFS Division



- Global G.A.P.**
- Agriculture Division



- 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



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



- RSPO Certificate**
- Onion & Vegetable Dehydration Unit, Jalgaon & Vadodara



- Organic Certificate**
- Fruit Processing Unit, Jalgaon



- 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)

- Hi-tech Agri Input Products registered growth of 20.9% YoY on consolidated basis and 19.9% on standalone basis in FY22
- Strong order book position of INR 20,284 mn
- Increase in EBIDTA margin by ~ 930 basis (Standalone) and ~550 basis (Consolidated) on YoY basis for FY22

Plastic Division (Plastic)

- Plastic Division registered growth of 37.7% YoY on consolidated basis and 43% on standalone basis in FY22
- Strong growth in business on back of subdued seasonal demand on of INR 6,928 mn
- Unabated volatility in raw material prices impacting margins

Agro Processing Division (Agro)

- Continued growth in revenue
- Strong order book position of INR 9,362 mn
- Increase in EBIDTA margin by ~740 basis (Consolidated) on YoY basis for FY22

Way forward

- Focus on completion of pending EPC projects
- Further improvement in working capital
- Stabilization of operations

Broad Contours of the Resolution Plan

1

Key dates

- ▶ **Reference date** – June 7, 2019
- ▶ **Cut-off date (COD)** – June 30, 2019
- ▶ **Effective Date** – March 25, 2022

2

Account eligible to be upgraded by March 2023

- ▶ Lender-wise 10% of principal debt limit to be repaid by March 25, 2023 making the account eligible for upgradation

3

Residual / Sustainable debt

- Residual debt under the plan is estimated basis the expected cashflows from future business and drawing power as on March 2020
- Residual term debt to be repaid by FY 2026

4

Treatment of balance debt

- ▶ Conversion into NCDs and ECB balance debt to be redeemed by FY 2028
- ▶ Redemption to be linked with the recovery of elongated receivables

5

Funded Interest Term Loan (FITL)

- ▶ Interest moratorium on all facilities (*except balance debt*) for a period of 21 months from COD i.e. until March 31, 2021

6

Upfront equity allotment to lenders

- ~16% of present share capital base of JISL i.e. 7,89,54,908 shares to be allotted to the lenders
- Fair Value as on March 25, 2022 is INR 320 Cr

**Resolution Plan
Implementation –
a significant
milestone on the
path to growth**

01

**Reduced Interest
Burden**

Reduced immediate interest burden by ~40% and longer repayment tenure secured (up to FY28)

02

Going Concern

Withdrawal of Going Concern qualification by the Auditors' restores Company's credibility

03

**Release of NFB
limits**

Additional liquidity from release of ~INR 300 Cr non-fund-based limit

04

Conviction

Brings certainty to the stakeholders and the prospects of the company

05

**Improved
Business Focus**

Efforts on Business Development and Growth

Exceptional Gain - Impact of Debt Restructuring

Sr. No	Standalone	Overseas	Consolidated	Remark
1	2,925	1,692	4,617	De-recognition of financial liability / Interest Cost accrued during the earlier period but since then waived as per Resolution Plan in India and Overseas Bond Restructuring respectively
2	4,195	-	4,195	Recognition of Fair Value Gain on NCDs/ ECBs bearing coupon of 0.01% in accordance with Ind AS 109. To be amortised over the tenure of the NCDs/ ECBs on fair value basis at the end of each reporting period.
3	-	924	924	Recognition of Fair Value gain on embedded derivative assets pursuant to Bond Restructuring
4	-	893	893	Recognition of gain from repayment of bond liability under cash tender offer and discount offered on Face Value
5	(3,210)	-	(3,210)	Recognition of Fair Value of Equity shares allotted to the Lenders in accordance with Ind AS 109
6	(955)	(570)	(1,525)	One Time Restructuring Charge in relation to Debt Restructuring in India and Bond Restructuring.
Total	2,955	2,939	5,894	

Nature of Facility	Interest Rate / Coupon	Outstandi ng as on March 31, 2022	Repayment Schedule						Identified Sources for repayment
			FY 23	FY 24	FY 25	FY 26	FY 27	FY28	
TL	9.70%	3,063	741	762	762	797	-	-	Internal Accruals of the company
FITL	9.70%	2,508	278	732	732	766	-	-	
ECB 1	6.09%	891	166	238	238	249	-	-	
Buyers' Credit	3.83%	166	98	34	34	-	-	-	
Sub Total		6,628	1,283	1,766	1,766	1,812	-	-	
NCD / ECB2	0.01%	10,322	-	-	-	-	8,932	1,391	From the collection of Identified Overdue Receivables and cash flow of the company
Less: Fair Value under Ind As		(4,195)	-	-	-	-	-	-	
Total LT Debt		12,755	1,283	1,766	1,766	1,812	8,932	1,391	

In addition to above, available Working Capital Limit of INR 15,400 mn (revolving in nature)

Existing Debt & Its Repayment – Standalone Basis

Financial Performance: 4Q FY22

Standalone

Rs. Mn

	Q4FY22	Q4FY21
Revenue	8,395	7,485
EBIDTA	1,022	1,126
PAT	3,031	-222
Cash PAT	3,435	215

Consolidated[^]

Rs. Mn

	Q4FY22	Q4FY21
Revenue	20,836	17,938
EBIDTA	2,640	2,012
PAT	2,791	639
Cash PAT	3,644	1,447

[^] from continuing operation

Financial Performance: FY22

Standalone

Rs. Mn

	FY22	FY21
Revenue	28,192	21,564
EBIDTA	3,806	1,652
PAT	1,931	-3,073
Cash PAT	3,494	-1,423

Consolidated[^]

Rs. Mn

	FY22	FY21
Revenue	71,195	56,669
EBIDTA	9,344	4,680
PAT	3,287	-3,687
Cash PAT	6,658	-178

[^] from continuing operation

Segment
Overview:
Q4 FY22

Standalone Revenue

Rs. Mn

4Q FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	4,937	-5.0%	803	16.3%
Plastic	3,398	54.0%	198	5.8%
Other	59	-25.7%	21	35.8%
Total	8,395	12.2%	1,022	12.2%

Consolidated Revenue[^]

Rs. Mn

4Q FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	12,031	6.8%	2,112	17.6%
Plastic	4,615	50.1%	281	6.1%
Agro / Food	4,132	17.3%	365	8.8%
Other	59	-26.7%		
Total	20,836	16.2%	2,640	12.7%

[^] from continuing operation

Exports from India

Rs. Mn

4Q FY22	Revenue	Growth y-o-y
Hi-tech Agri Inputs	570	23.0%
Plastic	582	112.3%
Agro /Food	1,020	102.7%
Total	2,173	75.0%

Segment Overview: FY22

Standalone Revenue

Rs. Mn

FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	17,661	27.0%	3,272	18.5%
Plastic	10,263	37.7%	583	5.7%
Other	267	33.5%	-48	-18.2%
Total	28,192	30.7%	3,806	13.5%

Consolidated Revenue[^]

Rs. Mn

FY22	Revenue	Growth y-o-y	EBIDTA	% to revenue
Hi-tech Agri Inputs	41,559	20.9%	7,126	17.1%
Plastic	14,565	43.0%	848	5.8%
Agro / Food	14,839	24.4%	1,546	10.4%
Other	233	28.5%		
Total	71,195	25.6%	9,344	13.1%

[^] from continuing operation

Exports from India

Rs. Mn

FY22	Revenue	Growth y-o-y
Hi-tech Agri Inputs	2,025	19.9%
Plastic	1,849	105.7%
Agro /Food	3,030	53.0%
Total	6,904	51.1%

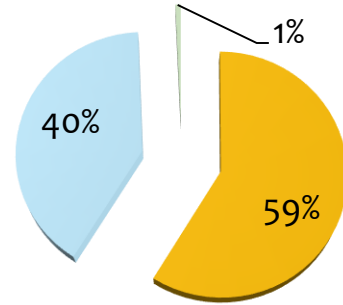
Order Book
Position :
4Q FY 22

Standalone	Rs. Mn
	Order Book Position
Hi-tech Agri Inputs	14,470
Plastic	6,028
Total	20,503

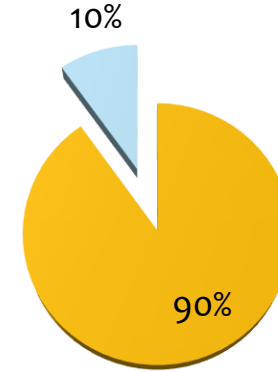
Consolidated	Rs. Mn
	Order Book Position
Hi-tech Agri Inputs	20,284
Plastic	6,276
Agro / Food	9,362
Total	35,928

Revenue Overview : Q4 FY22

Standalone

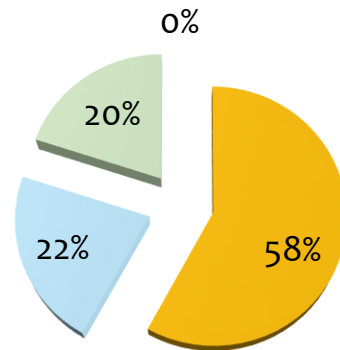


■ Hi-Tech ■ Plastics ■ Other

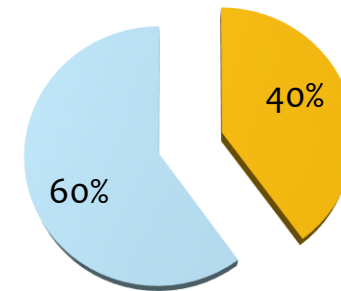


■ Domestic ■ Export

Consolidated^



■ Hi-Tech ■ Plastics ■ Agro ■ Other

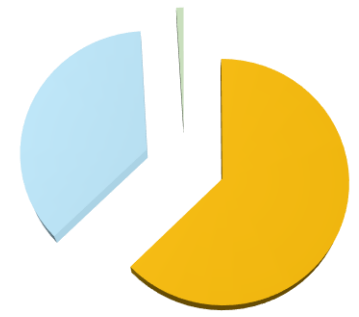


■ India ■ Rest of World

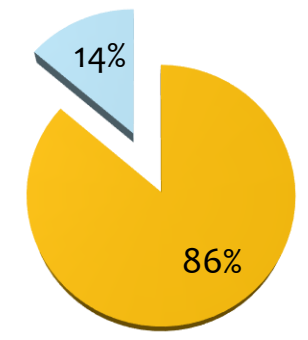
^ from continuing operation

Revenue Overview : FY22

Standalone

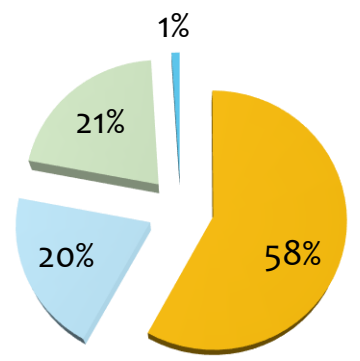


■ Hi-Tech ■ Plastics ■ Other

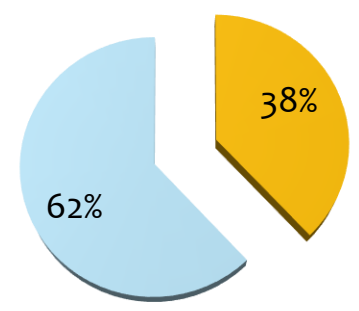


■ Domestic ■ Export

Consolidated[^]



■ Hi-Tech ■ Plastics ■ Agro ■ Other



■ India ■ Rest of World

[^] from continuing operation

Standalone

Days	DSO Mar 31, 2022			DSO Dec 31, 2021			DSO Mar 31, 2021		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	136	297	365	136	313	395	153	439	528
Plastic	50	155	193	67	165	225	56	221	252
Standalone Co	110	251	314	119	269	350	128	370	447

Consolidated

Days	DSO Mar 31, 2022			DSO Dec 31, 2021			DSO Mar 31, 2021		
	Inventory	AR	Net WC	Inventory	AR	Net WC	Inventory	AR	Net WC
Hi Tech	108	144	200	113	146	215	111	199	259
Plastic	52	106	135	66	105	155	67	144	180
Agro	214	59	172	236	61	197	235	74	196
Consol Co	121	120	185	132	123	205	134	160	233

Working Capital Analysis

Debt Position

				Rs. Bn
Debt Profile	31-03-22	31-12-21	Change	31-03-21
Standalone				
Long Term	12.76	7.44	5.31	7.42
Short Term	15.53	26.26	-10.73	25.85
Gross Debt	28.29	33.70	-5.41	33.27
Net Debt	26.37	29.90	-3.53	30.49
Consolidated				
Long Term	37.57	31.77	5.81	30.44
Short Term	26.48	37.06	-10.59	35.28
Gross Debt	64.05	68.83	-4.78	65.72
Net Debt	60.14	63.35	-3.21	61.07

- 6% of gross debt (standalone) & 48% of gross debt (consolidated) is in foreign currency as of March 31, 2022



Thank You

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

 **JAIN**[®]
Jain Irrigation Systems Ltd.
Small Ideas. Big Revolutions.[®]