

Investor Presentation Q3 & 9MFY25

30 January 2025



“Leave this world
better than you found it”

Shri. Bhavarlal H. Jain (1937-2016) 1

Founder

About the Company

- Jain Irrigation Systems Ltd (JISL), with its Corporate Mission "**Leave this world better than you found it**" is a diversified entity with turnover of close to US\$750 million
- JISL has done pioneering work in water-management through Micro Irrigation in India. We have successfully introduced some hi-tech concepts to Indian agriculture such as 'Integrated System Approach', One-Stop-Shop for Farmer, 'Infrastructure Status to Micro Irrigation & Farm as Industry
- JISL is also a worlds largest tissue culture company in Banana plantations with more than 140 million plants annually
- We have a global presence with 19 manufacturing bases spread over four continents. Our products are supplied to 126+ countries with able assistance from 4,000+ dealers and distributors worldwide. We have reached to over 10 million farmers



₹61.5Bn

Consolidated Revenues
31st March, 2024

₹7.9Bn

Consolidated EBITDA
31st March, 2024

9,000+

Associates Globally

Touching lives in more than one way



**DRIP
IRRIGATION**



**SPRINKLER
IRRIGATION**



**PRECISION
FARMING**



**TISSUE
CULTURE**



**SOLAR AGRI
PUMP**



**PVC PIPES &
FITTINGS**



**PE PIPE &
FITTINGS**



**PLUMBING
SYSTEMS**



**DRINKING
WATER SOLUTION**



**PLASTIC
SHEETS**



**FRUIT
PROCESSING**



**SPICES
PROCESSING**



**DEHYDRATED
PRODUCTS**



**IQF
PRODUCTS**



**RENEWABLE
ENERGY**

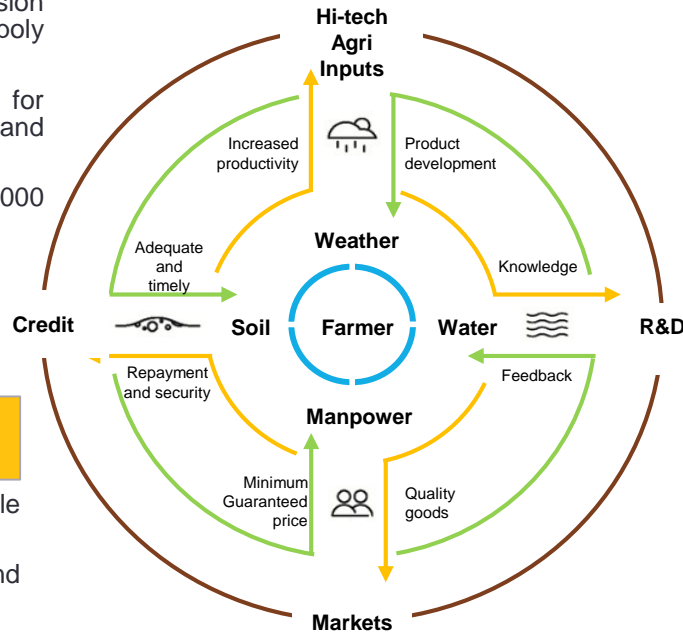
Unique, Well Diversified, Fully Integrated Agri Value Chain Business

Hi-Tech Agri

- ▶ Drip & Sprinkler Systems, Precision Farming Advisory including green, poly houses and Solar Agri Pump
- ▶ Large Tissue Culture plant capacity for Banana, Pomegranate, Sweet Orange and others
- ▶ Wide distribution presence – over 4,000 dealers / distributors
- ▶ World class manufacturing facilities
- ▶ Solution based approach
- ▶ Strong in-house R&D base

Agro Processing

- ▶ Fruit pulps, concentrates, vegetable dehydrations, spice processing, etc.
- ▶ Global leaders in Mango processing and Onion dehydration
- ▶ Catering to top global food companies
- ▶ Manufacturing in India, UK, USA and Turkey



Plastic

- ▶ PVC Pipes, fittings, Polyethylene Pipes Turnkey Projects, PVC Sheets
- ▶ Catering to Agricultural, Industrial & Infrastructural customer base
- ▶ Manufacturing primarily in India
- ▶ Forayed into urban markets by introducing plumbing systems
- ▶ Plastic Sheet manufacturing business in USA & UK to serve local customers

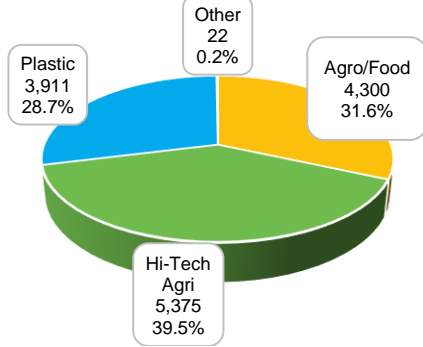
Others

- ▶ Solar Thermal Products, Solar Photovoltaic Grid & Off-Grid Products
- ▶ Solar Power generation investments to reduce cost of power
- ▶ Agri R&D activities

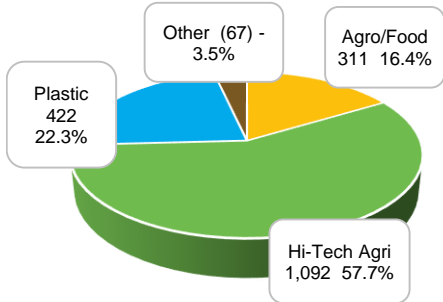
Consolidated Performance : Q3 FY25

All figures in ₹ million

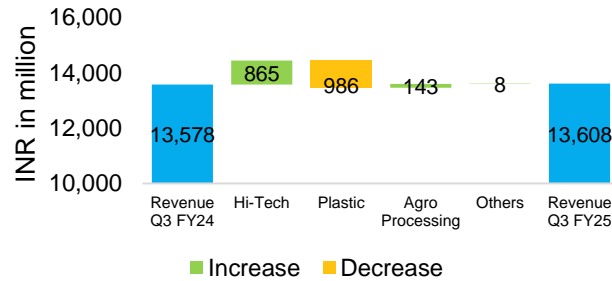
Revenue



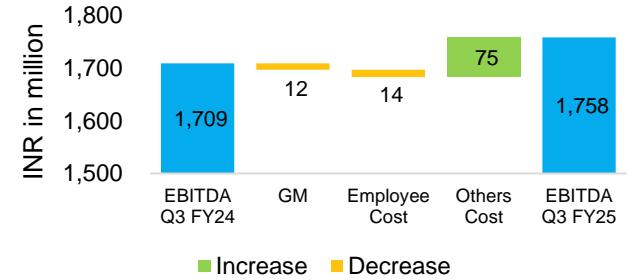
EBITDA



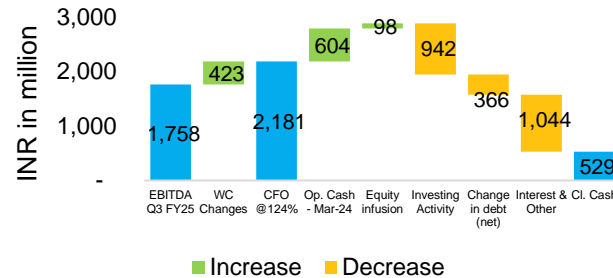
Revenue



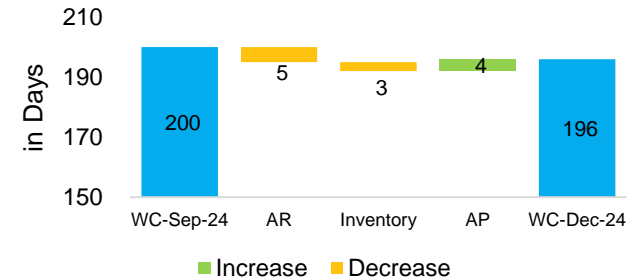
EBITDA



Cash Flow Statement

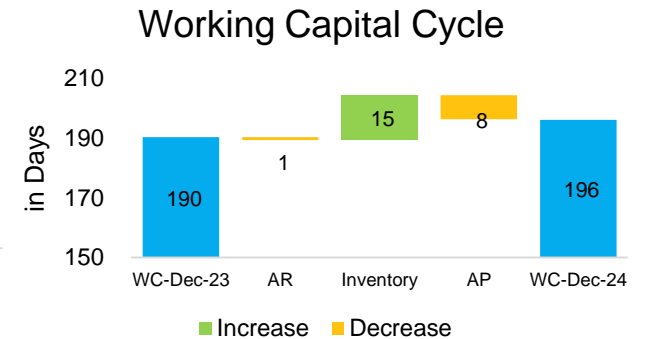
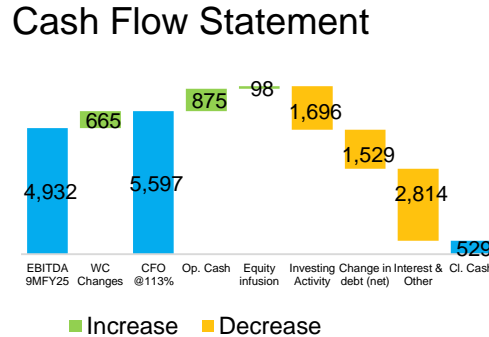
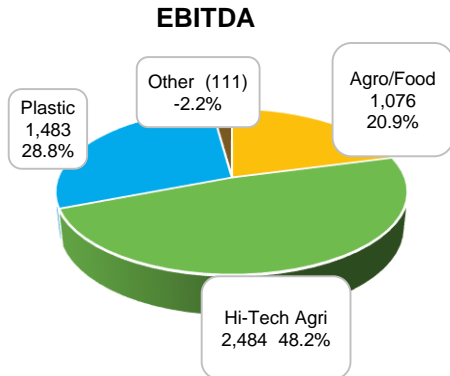
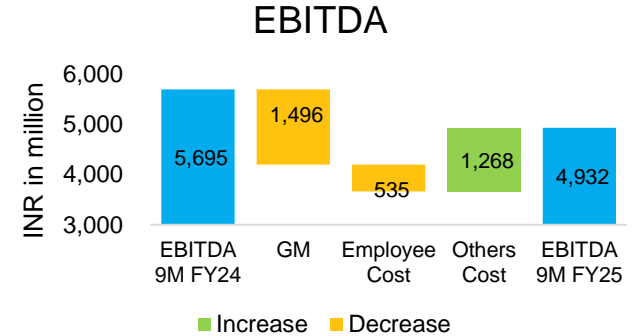
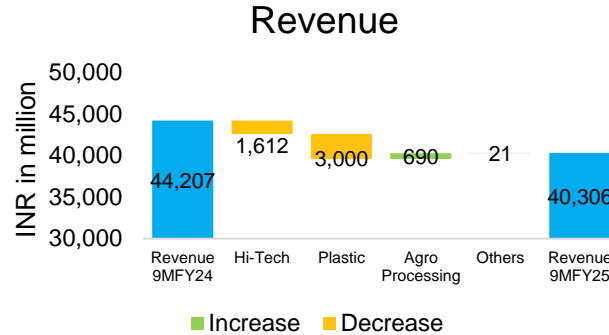
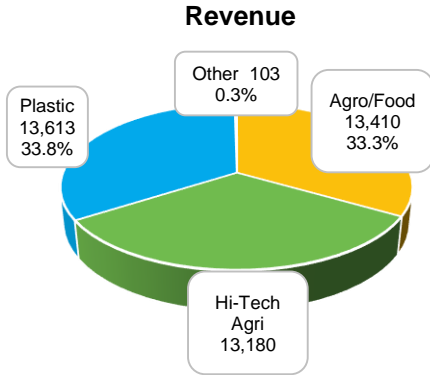


Working Capital Cycle



Consolidated Performance : 9M FY25

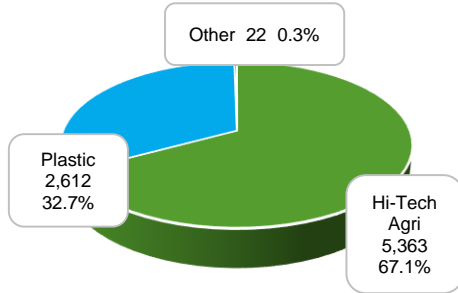
All figures in ₹ million



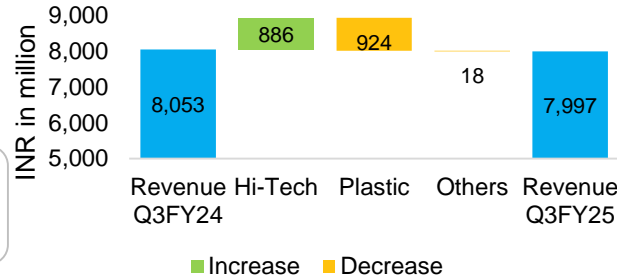
Standalone Performance : Q3 FY25

All figures in ₹ million

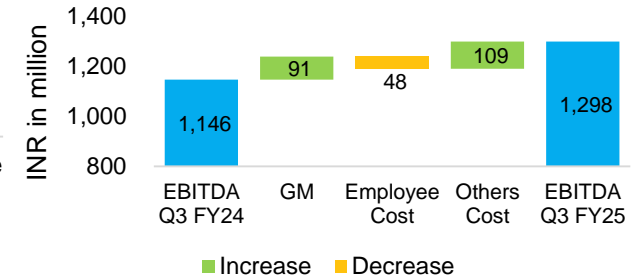
Revenue



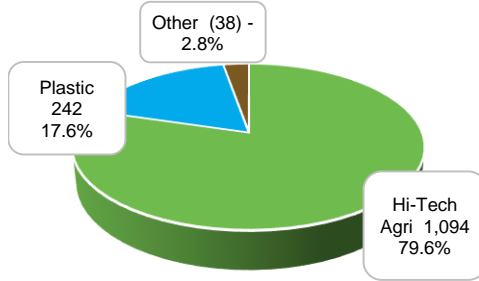
Revenue



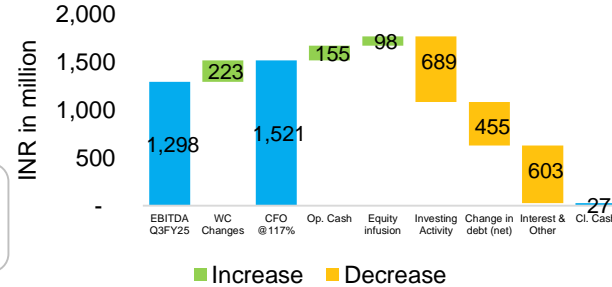
EBITDA



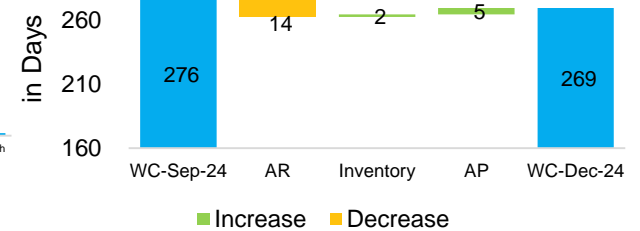
EBITDA



Cash Flow Statement



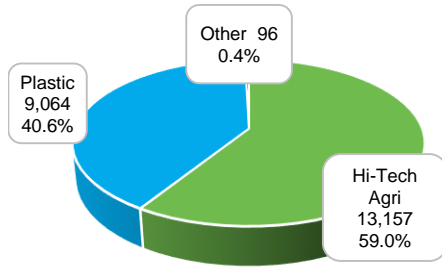
Working Capital Cycle



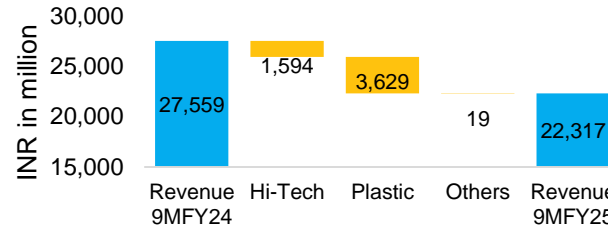
Standalone Performance : 9M FY25

All figures in ₹ million

Revenue

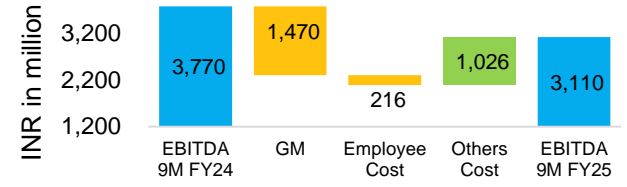


Revenue



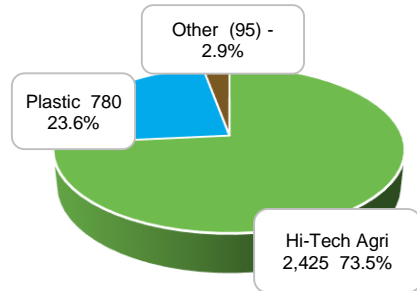
■ Increase ■ Decrease

EBITDA

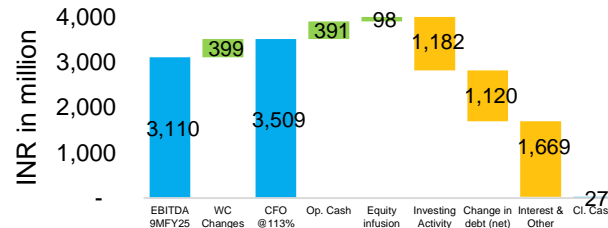


■ Increase ■ Decrease

EBITDA



Cash Flow Statement



■ Increase ■ Decrease

Working Capital Cycle



■ Increase ■ Decrease

Financial Performance : Consolidated

All figures in ₹ Million

Particulars	Q3FY25	Q3FY24	YoY change	9M FY25	9M FY24	YoY change
Revenue	13,608	13,578	0.2%	40,306	44,207	-8.8%
<i>Hi-Tech</i>	5,375	4,510	19.2%	13,180	14,792	-10.9%
<i>Plastic</i>	3,911	4,897	-20.1%	13,613	16,613	-18.1%
<i>Agro Processing</i>	4,300	4,157	3.4%	13,410	12,720	5.4%
<i>Other</i>	22	14	57.1%	103	82	25.6%
EBITDA	1,758	1,709	2.9%	4,932	5,695	-13.4%
<i>Hi-Tech</i>	1,092	829	31.7%	2,484	2,542	-2.3%
<i>Plastic</i>	422	470	-10.2%	1,483	1,776	-16.5%
<i>Agro Processing</i>	311	444	-30.0%	1,076	1,494	-28.0%
<i>Other</i>	-67	-34		-111	-117	
EBITDA %	12.9%	12.6%		12.2%	12.9%	
<i>Hi-Tech</i>	20.3%	18.4%		18.8%	17.2%	
<i>Plastic</i>	10.8%	9.6%		10.9%	10.7%	
<i>Agro Processing</i>	7.2%	10.7%		8.0%	11.7%	
PAT	-12	86		-22	535	
Cash PAT	619	677		1,837	2,311	

Financial Performance : Standalone

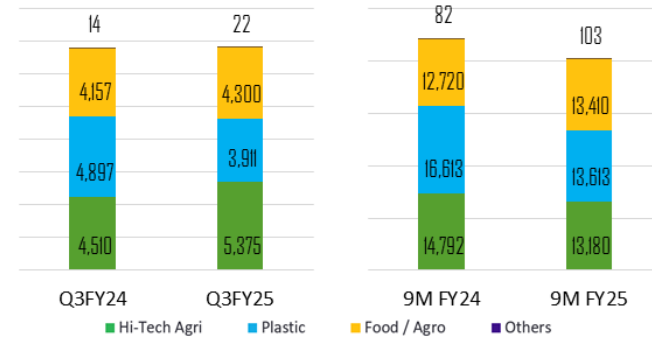
All figures in ₹ Million

Particulars	Q3FY25	Q3FY24	YoY change	9M FY25	9M FY24	YoY change
Revenue	7,997	8,053	-0.7%	22,317	27,559	-19.0%
<i>Hi-Tech</i>	5,363	4,477	19.8%	13,157	14,751	-10.8%
<i>Plastic</i>	2,612	3,536	-26.1%	9,064	12,693	-28.6%
<i>Other</i>	22	40	-45.0%	96	115	-16.5%
EBITDA	1,298	1,146	13.3%	3,110	3,770	-17.5%
<i>Hi-Tech</i>	1,094	820	33.4%	2,425	2,517	-3.7%
<i>Plastic</i>	242	325	-25.5%	780	1,309	-40.4%
<i>Other</i>	-38	1		-95	-56	
EBITDA %	16.2%	14.2%		13.9%	13.7%	
<i>Hi-Tech</i>	20.4%	18.3%		18.4%	17.1%	
<i>Plastic</i>	9.3%	9.2%		8.6%	10.3%	
PAT	106	18		-36	304	
Cash PAT	499	387		1,100	1,421	

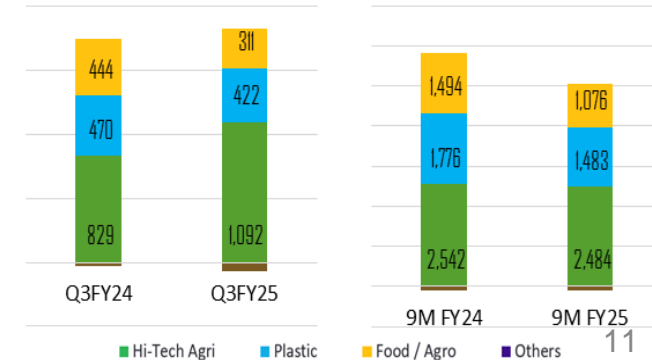
Business Overview

All figures in ₹ Million

Consolidated Revenue



Consolidated EBITDA



Hi-Tech Agri

YoY Revenue



- In Q3FY25, Hi-Tech Agri saw a significant growth in exports, increased by over 2.5 times, also the retail segment grew by 5.6%.
- For 9MFY25, exports grew around 100% while retail business reduced due to extended rainfall across India, lack of liquidity in farmers hand, and the economic slowdown. The Company continue to wind down its project business in line with strategic decision. Our proactive strategies are positioning us for future resilience and growth.

Plastic

YoY Revenue



- In Q3FY25, export from India grew by 12.8%, while the overseas business remained flattish and retail business saw a decline. However, the EBITDA margin improved by 120 bps.
- For 9MFY25, domestic revenue growth was impacted due to slowdowns in the JJM/ MJP projects. However, the overseas business grew by 10%.

Food/ Agro

YoY Revenue



- Q3FY25, the Indian business faced decline due to overall slowdown in consumption. However, the company witness 10.3% in the overseas business, with European entities performing well.
- In 9MFY25, the Indian food processing business experienced decline however, the overseas business grew by 11.4%, and European entities continued their strong performance

Capital Allocation

All figures in ₹ Million

Consolidated

Standalone

Particulars	Consolidated			Standalone		
	31-Dec-24	30-Sep-24	31-Dec-23	31-Dec-24	30-Sep-24	31-Dec-23
Non current assets	57,925	57,372	56,946	44,636	44,354	44,077
Current assets	52,713	54,730	54,895	37,255	38,328	38,821
Non current liab.	1,548	1,580	1,643	496	432	343
Current liabilities	14,634	16,074	14,302	8,904	9,701	9,172
Capital employed	94,456	94,449	95,895	72,491	72,548	73,383
Net worth	57,768	57,518	57,481	48,405	48,195	48,088
Borrowings [^]	36,687	36,931	38,414	24,086	24,354	25,295
Sources of funds	94,456	94,449	95,895	72,491	72,548	73,383

([^] Long Term and Working Capital)

Consolidated Debt Profile as on 31 Dec 2024

All figures in ₹ million

Particulars	Outstanding		Repayment Schedule			
	31-Mar-24	31-Dec-24	FY25 [3M]	FY26	FY27	FY28<
Long Term Debt						
JISL - Term Loans	3,736	2,394	561	1,833	-	-
JISL - NCDs @0.01%	8,554	8,554	-	-	7,156	1,398
Plastic - Overseas	1,551	1,527	42	50	337	1,098
Food - Consolidated	4,927	3,777	107	1,026	1,850	794
Sub Total	18,768	16,252	710	2,909	9,343	3,290
Less: Impact of FV gain of 0.01% NCDs	(2,411)	(1,875)				
Reported Term Debt (A)	16,357	14,377				
Working Capital (Fund Based)						
JISL, India	14,778	15,013				
Plastic - Overseas	52	145				
Food - Consolidated	6,533	7,152				
Total Working Capital (B)	21,363	22,310				
Total Reported Debt (C=A+B)	37,720	36,687				

Working Capital Cycle – Days Sales Outstanding (DSO)

Consolidated	31 Dec 24			30 Sep 24			31 Dec 23		
	Inventory	AR	NWC	Inventory	AR	NWC	Inventory	AR	NWC
Hi-Tech Agri	162	*203	299	164	*208	295	121	*211	256
Plastic	57	66	88	56	80	100	49	63	96
Agro/Food	195	55	186	210	57	198	208	65	222
Total	135	117	196	138	122	200	120	117	190

* (i.e. excludes AR from discontinued operations)

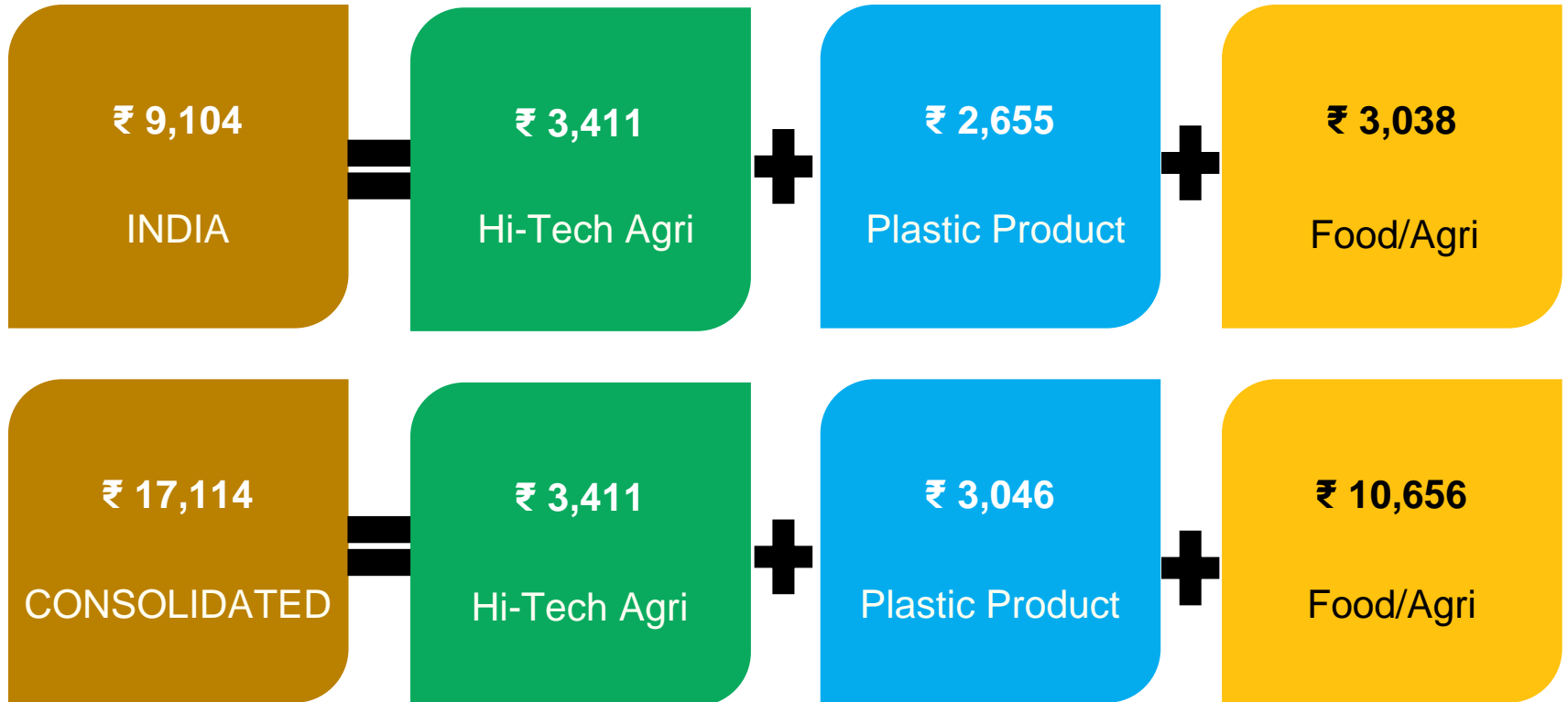
- In Q3FY25, reduced NWC by 4 days on a QoQ basis, which contributed to a reduction in overall Working Capital by ₹570 mn.
- On a YoY basis, DSO increased by 6 days due to lower sales volume. However, in absolute terms, there was a significant reduction of ₹1,190 mn in NWC.

Standalone	31 Dec 24			30 Sep 24			31 Dec 23		
	Inventory	AR	NWC	Inventory	AR	NWC	Inventory	AR	NWC
Hi-Tech Agri	166	254	352	169	278	364	112	266	311
Plastic	55	102	123	54	115	137	40	89	120
Total	119	205	269	117	219	275	88	189	230

- In Q3FY25, reduction of 6 days in NWC on a QoQ basis, resulting in an overall reduction of ₹660 mn in working capital.
- On a YoY basis, NWC increased by 39 days, primarily due to a decrease in sales volume. However, in absolute terms, we made a substantial reduction of ₹730 mn.

Order Book Position

All figures in ₹ million



This Order book does not include orders received from retail channel in regular course of business.

Management Commentary

“Leave this world better than you found it.” – Shri. Bhavarlal H Jain

In the third quarter of FY25, the Company reported a flattish performance with improvement in EBITDA margin. In the past nine months the Company generated substantial cash from operations to deleverage and provide for future growth.

The Company anticipate recovery in consumption, increased government capital expenditure, supported by strong agricultural production and a robust services sector going forward. We continue to focus on the trajectory of retail sales with better cash flow and consistent improvement in operating margin.

We expect strong performance in the next few quarters in most of our key areas including revenue from piping, solar systems solutions and international sales. Despite the challenges in the broader economic environment, the Company is well-positioned for continued growth with focus on improving margins and cash flow.

Anil Jain
Vice Chairman & MD

Our Gallery



WATERMELON
Seedlings

NO SEED MIXTURE

CROP SPECIFIC SOIL-LESS MEDIA

ZERO DAY SETTING IN FIELD

HEALTHY ROOT SYSTEM

1800 599 1000



Chili Seedlings
Healthy Plants in your Pests for Successful Yield

"Plants are available on advance booking of 45 days prior to the delivery date."

BOOK NOW

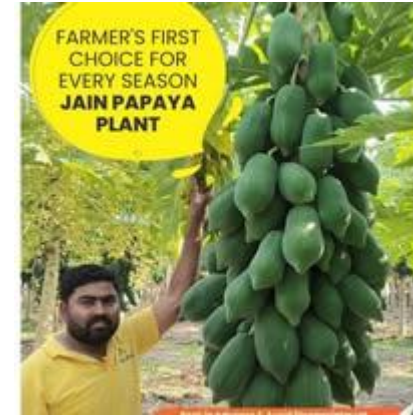
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www.jains.com



JAIN CHILI
Seedlings

CULTIVATE HEALTHY, DISEASE-FREE PLANTS FOR YOUR FARM!



FARMER'S FIRST CHOICE FOR EVERY SEASON
JAIN PAPAYA PLANT



जैन स्ट्रॉबेरी

- उच्च गुणवत्ता
- रोग-मुक्त पौधे
- अधिक टिलर का उत्पादन
- अधिक भरपूर उपज!

1800 599 1000



STRAWBERRY
Fruit Plants

Jain Tissue-Culture



जैन स्ट्रॉबेरी

- Top-notch quality
- Disease-free plants
- Produce more Tillers
- More bountiful yields!

1800 599 1000



Pomegranate
Tissue Culture Plants

LEGACY OF GOOD QUALITY

SPECIALLY PRUNED PLANTS

BACTERIAL BLIGHT FREE

ROBUST GROWTH

SOILLESS MEDIA

EXPORT QUALITY FRUIT

ROOT PROTECTIVE CONTAINERS

www.jains.com

9422773840

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Our Gallery



Our Gallery



Jain CPVC Plumbing Piping System

Range: 15 mm to 50 mm in CTS, 65 mm to 300 mm in 9PS
Standard: IS 15776, ASTM D-2946, ASTM F-44, ASTM F-438, IS 17540

Features & Benefits:

- Manufactured from high quality CPVC Compound
- Withstands water temperature upto 82°C.
- Ideal for both Hot and Cold water application.
- Wide range of working temperature and pressures.
- High Tensile and Impact strength
- Long life - as CPVC does not build scale or corrode.
- Energy efficient, low insulation cost.
- Completely leak proof jointing
- Non-Toxic lead free product
- Smooth inner wall, no scale build-up or erosion
- Aesthetically pleasing when exposed in application.

UV Resistant, Chlorine Free, Low Coefficient of Friction, Light weight, Self-Extinguishing, Resistant to Biological Growth, Low Carbon Footprint



Unleash the power of Hot Water with our **JAIN CPVC PIPES**

Ultimate Solution For Hot & Cold Water Application Pipes **JAIN CPVC PIPES**

Light in Weight, Heavy on Performance! **JAIN CPVC PIPES**

Corrosion Resistance, No Hot & Cold Water Distribution, Corrosion Resistance

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Jain UPVC SWR Piping System

Soil, Waste & Rain Water Pipes are used for Drainage & Sewage applications at homes, buildings and complexes.

Range: 40 mm to 315 mm
Standard: IS-15562, IS 14735

Features & Benefits:

- UV stabilized- Weather resistant
- Can resist high flow rates
- Chlorine Resistant
- Lightweight & Strong
- Quick & Easy to install
- High quality standard
- Maintenance Free
- EPDM rubber ring joint / Solvent Type with leak proof jointing
- Highly resistant and Impact Resistant
- Smooth inner surface
- Uniform wall thickness
- Non corrosive
- Chemwear Resistant
- Light weight & strong
- Quick & Easy to install
- High quality standard
- Maintenance Free

UV Resistant, Chlorine Free, Low Coefficient of Friction, Light weight, Self-Extinguishing, Resistant to Biological Growth, Low Carbon Footprint



JAIN UPVC UNDERGROUND DRAINAGE & SEWERAGE PIPES & FITTINGS

Range: 63 mm to 630 mm
Standard: IS 15225, IS 15182

Features & Benefits:

- Uniform wall thickness
- Inner smooth surface, No blockages
- Available in solvent weld and EPDM ring fit joints
- Maintenance free
- No root intrusion
- 100% water tight and free from underground B effects
- Easy and quick to install
- Hygienic and safe
- Minimizes excavation cost

UV Resistant, Chlorine Free, Low Coefficient of Friction, Light weight, Self-Extinguishing, Resistant to Biological Growth, Low Carbon Footprint

News

World's Largest Krishi Mahotsav by Jain Irrigation in Jalgaon

Jalgaon,— The **Annual Krishi Mahotsav** is a dynamic platform that brings agricultural research to farmers, bringing innovation to the grassroots. It is being hosted by Jain Irrigation systems Ltd., at Jain Hills, Jalgaon, Maharashtra, from 15th December 2024 to 14th January 2025.

This impactful initiative has been instrumental in transforming farmers lives, not just in India but across the globe. The Jain Hi-Tech Krishi Mahotsav is a one-of-a-kind event that provides hands-on experience of agricultural practices.

From soil preparation to harvest, post-harvest management, water and soil conservation, advanced drip irrigation, fertigation methods, Jain Automation, smart agriculture techniques, seedling production, planting processes, and futuristic farming concepts – this Mahotsav offers farmers the opportunity to explore it all under one roof.

"This Mahotsav ignites a sense of purpose and energy among farmers. Everyone must witness, absorb, and propagate the technologies showcased here to boost productivity," said Dr. H.P. Singh, former Horticulture Commissioner and Ex-DDG of ICAR. He emphasized how the effective use of technology can drive positive change in agriculture.

[Click here](#)




AGRICULTURAL FESTIVAL - 2024 INVITATION

Are you excited to witness a live demonstration of modern hi-tech farming practices?
From 14 December 2024 to 14 January 2025,
Jain Hills in Jalgaon is the place to experience this extraordinary event!
Join us for the Agricultural Festival and discover the future of farming.

Jain Irrigation Systems Limited (JISL), Jalgaon, is proud to showcase cutting-edge technology in agriculture through hi-tech practices applied to various crops. When science, knowledge, and technology-driven agriculture come together, the possibilities for growth and prosperity are limitless.

This festival embodies the principle of "seeing is believing," offering an opportunity to witness how agriculture can be both scientific and highly profitable.

So, why wait? Let's head to Jain Hills
to explore innovative crops and farming techniques.
Let's act now and harness this golden opportunity for a better tomorrow.

We look forward to welcoming you to this exciting festival!

Registration Details
Register your name to confirm your participation.
Inform us of your arrival date to help us make arrangements.
Scan the QR code below for easy registration.



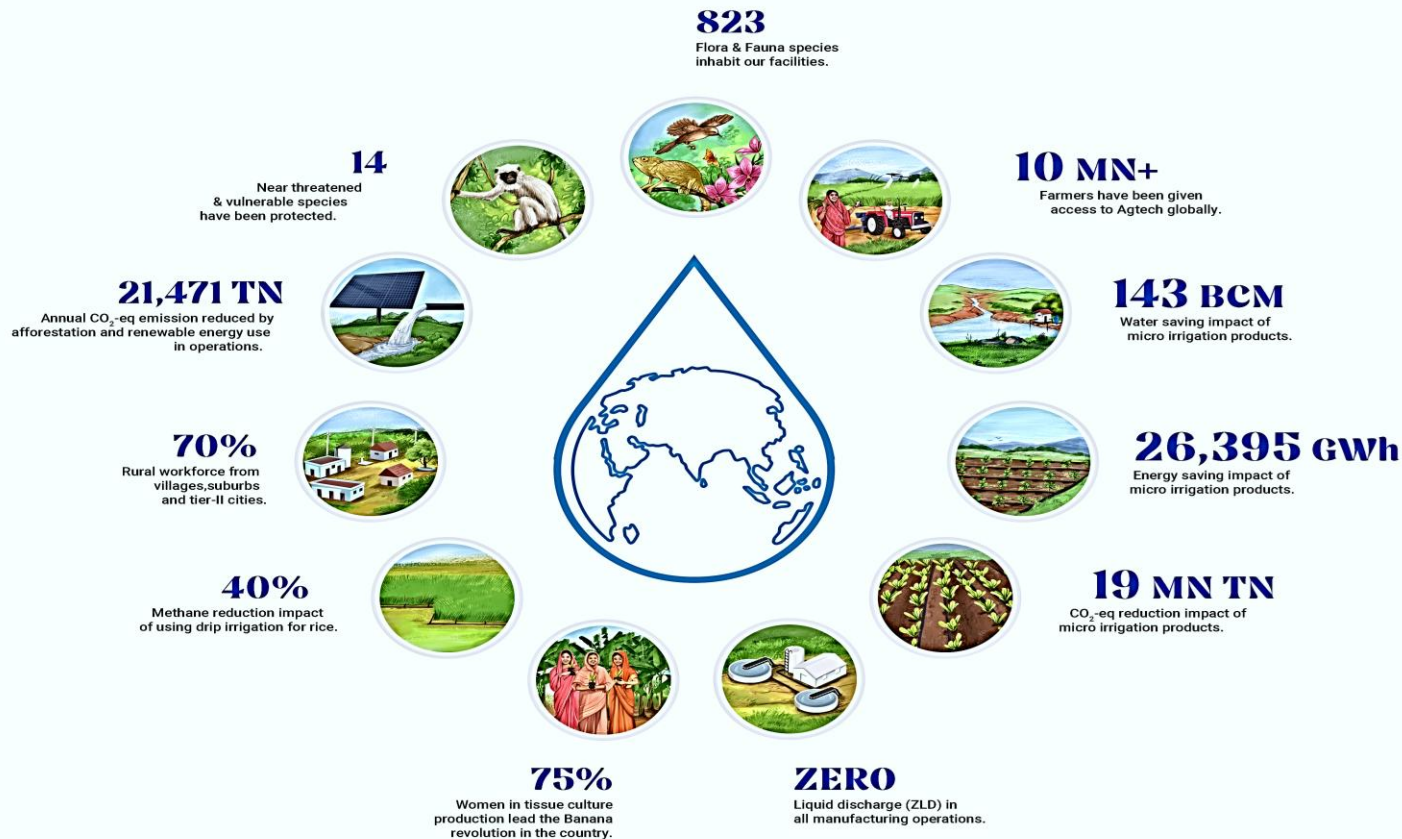
**More Crop
Less Drop**

**Better
Yield
Greater
Profits**

Contact Information
Girish Kulkarni (9403833393)/ Murari Kakade (9422774948)



ESG Impact



CSR Update

Jain Irrigation Systems Limited (JISL) has actively engaged in various Corporate Social Responsibility (CSR) activities this financial year, focusing on rural development, education, sports, environmental conservation, hunger eradication and pandemic support. Below are the key highlights of our CSR initiatives:

- a) Rural Development Activities through Ba-Bapu 150 Project:** Under the Ba-Bapu 150 initiative, inspired by Mahatma Gandhi's vision of "Gram Sarvodaya" (self-sustained village and social inclusion), we have launched 150 rural development projects. The first phase started in 22 villages in the Jalgaon district. Our key focuses are promoting water, sanitation, and hygiene (WASH), and ensuring safe drinking water for remote and rural communities. Additionally, we are driving entrepreneurship, watershed development, FPO, and sustainable agriculture.
- b) Ensuring Environmental Sustainability:** Environmental sustainability, natural resource conservation, and protection are core to our mission. We're committed to mitigating climate change impacts, being among the few organizations in the country certified for GHG accounting and mitigation actions. Our efforts include a voluntary plantation program on World Environment Day and supporting the Maharashtra Government's afforestation mission.
- c) Promoting Education:** Anubhuti English Medium School, our flagship project envisioned by Late Shri Bhavarlal H. Jain, provides quality English medium education to underprivileged children in Jalgaon. Initially starting with 180 students in Classes I and II, it now serves over 500 students from Classes I to IX. Anubhuti offers facilities comparable to the best schools in the region, with specially designed classrooms and furniture. The school provides nutritious food three times a day, as well as clothes, books, educational material, and timely medical attention to all students. This initiative reflects Anubhuti's educational principle of balancing individuality with the need for interdependence.

CSR Update

- d) Promoting Sports:** Our Jain Sports Academy (JSA), under the BKJMF trust, coordinates and handles all sports activities, currently training over 450 players across various sports. The academy offers training and conducts competitions in traditional Indian games like kho kho, volleyball, table tennis, badminton, swimming, cricket, trekking, chess, cycle racing, skating, marathon, carom, basketball, and football. Additionally, we host inter-school and inter-district sports events with around 750 students participating. Jain Sports Academy boasts a Corporate Cricket Team, which has won the prestigious 'A' Division of the Times Shield Cricket Tournament. Many of our players are part of national teams across various sports, including our national carom players who represented India and won the World Championship in South Korea. Most of our spending goes towards sports materials and infrastructure, coaching fees, and supporting budding sportsmen and their coaches.
- e) Healthcare:** Kantai Netralaya, supported by JISL's Bhavarlal Kantaibai Jain Multipurpose Foundation (BKJMF) and managed by Poona Blind Men Association (PBMA), aims to eradicate preventive blindness and make Jalgaon a cataract-free district. Providing comprehensive quality eye care without discrimination, Kantai Netralaya conducts regular outreach programs in rural areas, offering free eye care treatment to poor and deprived patients. This year, the goal is to complete 150 Squint Removal Surgeries, with 60 of them free of cost.
- f) Hunger Eradication:** Since the start of the COVID-19 pandemic, JISL has been providing food to migrating laborers, labor colonies, and other needy residents in Jalgaon. During the peak of the pandemic, the company distributed 14,000 meals per day, and through the ongoing "Snehachi Shidori" project, they still distribute 1,400 meals daily to the poor, deprived, and homeless in Jalgaon. Anyone in need can access these food parcels free of charge. To date, the project has distributed over 1.5 million food parcels.

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Contact Us



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Let's meet on "Q3 FY25 Earnings Conference Call"

On Thursday, 30th January, 2025 at 02:30 PM IST

Dial-in numbers

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