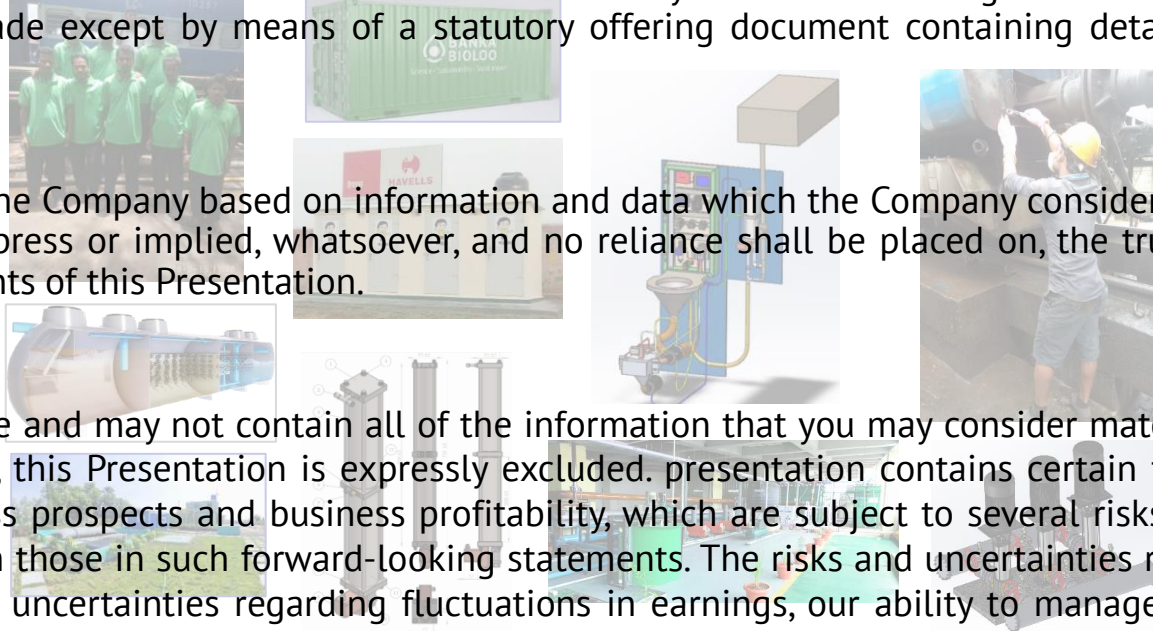

BANKA BIOLOO LIMITED

Leading India's Sanitation & Wastewater Treatment Revolution

Investor Q4 and FY 23-24 Update

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Index

- Our Business
- Performance & Order book analysis
- Key highs/lows in the Q4 and FY23-24



Blue & Beyond : Navigating the Future of Sanitation, Water & Sustainability..

Problem

Globally, 3 Billion people are experiencing inadequate sanitation and depleting water quality



Our Solutions

BANKA BIO curates waste & wastewater treatment technologies for your community to give you a sustainable solution.

● **Banka Rail** : Bio Toilets O&M and equipments for Railways.

● **Banka WaSH**

- Bio Toilets (DRDO Partnership)
- Packaged Sewage Treatment Plant (PSTPs)
- Large scale urban Sewage Treatment Plants.
- UrbanSaaS (STP-as-a-service) for residential/commercial/industrial requirements.
- Feecal Septage Plant Treatment Plant (FSTPs)

● **Banka Green** : New sustainability initiatives

Our Journey..

Achievements/Traction

We have stood strong for a decade impacting lives and the environment (from 2012-13).

- Bio Toilets : **25,000+** units
- Railways O&M : **25,000+** systems daily
- Treated > **9+ MLD** of fecal sludge
- Treated > **1000+ MLD** of used water from residential/commercial (under STP Service), **6 OpEx** wastewater projects operational.
- **1000+** employees on roll
- Presence across **07 zones** of Indian Railways

Partial Customers List



Banka Bio is building portfolio in WaSH & sustainability...

“+” : New Initiative

BANKA Rail

- AMOC (annual maintenance & operation contracts) - biotoilets
- “+” - POH (periodic overhauling) – periodic stripping of wagons, and bogie upgradation
- QWS (quick watering system)
- “+” - Supply of engineering products for coach upgradation
- “+” - Furnishing, carpentry, plumbing & passenger amenity works (UGM)
- “+” - Packaged water & wastewater systems.

BANKA WaSH

- EPC in Urban water & wastewater
 - Re-cycle and re-use
- “+” - OpEx in Urban water & wastewater
 - 06 projects operational
- Bio-toilets (DRDO partnership) for on-site treatment of black water.
- Fecal septage treatment (FSTP)

New Initiatives

- “+” - Banka Green – sustainable/compostable plastics (DRDO partnership)



..delivered thru various business model

- Engineering, Procurement & Construction (EPC)
- Annual Operation & Maintenance (O&M)
- “+” - Design, Built, Operate & Transfer (BOOT)
- Hybrid Annuity Model (HAM)

Total of INR 95+ crs of new orders, highest recorded ever in FY...

“+” : New Initiative

Banka Rail

- Total orders received in FY 23-24 : **~INR 60 crs**
- 1st order from SS metal trough, high margin, quick turn-around.
- Single order of INR 4+ crs for QWS (quick watering systems), now eligible to bid for single QWS of 11+ crs.
- 1st order for packaged sewage treatment plant (STP), eligible to bid for packaged plant of upto INR 2+ crs.

Order book analysis

- **New products**
 - “+” - Metal SS Trough for AC assembly – won 01 orders & strong pipeline visibility for the next FY.
- **New projects**
 - Quick Watering systems (QWS) – modernization across all the zones. , currently two (02) new orders in the pipeline.
 - “+” - Packaged Sewage Treatment Plants (PSTP) – new pipeline in new station & depot development.
- **New Service/O&M**
 - “+” - UGM (upper gear maintenance)
 - MCC – Mechanized cleaning for the coaches
 - “+” - Stripping and repairing of boogie and its component

Total of INR 95+ crs of new orders, highest recorded ever in FY...

“+” : New Initiative

Banka WaSH

- Total new orders received in FY 23-24 : **~INR 36 crs**
- Developed & launched new product (“Chotu MBR”), and supplied to key clients, we have strong pipeline to supply 15+ nos. of our Chotu MBR in this FY.
- New wins for Urban STP-as-A-Service (UrbanSaaS) projects for STP re-engineering for residential & retail clients. We have 10+ pipeline for re-engineering and new projects under the UrbanSaaS model.

Order book Analysis

“+” - What is UrbanSaaS?

- Long-term OpEx/BOOT/service-based wastewater plant (WWTP)
- Re-engineering of existing WWTP/New Plant with our CapEx.
- 100% responsibility of long-term operation & maintenance.
- Client pays per pre-determined monthly fee with p.a. escalation.

“+” – Traction

- Currently treating 4000+ KL per day under UrbanSaaS model.
- Cumulative O&M income of INR 4+ crs p.a. for long-term O&M

“+” - New EPC project wins for residential, commercial and retail

- Added projects from grade “A” clients such as Myhome Construction, K Raheja, Piramal, TSIC, NTPC, Aurobindo Realty, Bosch India, Divyasree, Aparna Housing for water, STP/wastewater treatment systems.

Pending order book as on 31.03.2024....

Division	Unexecuted Orders in hand (31/03/24)	Opening Order Book as %age of sale - FY23-24	New Order Book Target for FY 24-25
Banka Rail	50.1 crs	150%	60 crs
Banka WaSH	59.4 crs	248%	40 crs
New Initiatives	-	-	5 crs
Total:	109.5 crs	189%	105 crs

Financial Updates



Standalone financial highlight FY24

Rs. In Lakhs

Q4 FY 24:

- Revenue at **INR 1,675 Lakhs** | EBITDA at **INR 118 Lakhs** (7.1%) | Income at **INR 2.3 Lakhs**

FY 24:

- Revenue at **INR 5,075 Lakhs** | EBITDA at **INR 414 Lakhs** (8.1%) | Income at **INR 48.3 Lakhs**.
- Order book remains strong at **~INR 9500 Lakhs**, including long-term UrbanSaaS contracts; provides robust revenue visibility.

Profit Impact

- Escalation in input material costs, one-time loss towards delayed projects from COVID time.
- Company has initiated new railways contracts worth of 50 crs in FY, for which initial material expenses are incurred in the current FY.
- New product development for WaSH and Green initiatives.
- Tirupati railway contract went into the litigation resulted in expense booking.
- During FY, we implemented new ERP system, we identified consumables ~50 lacs sent to various sites and utilized in this FY.
- Higher interests cost due to payment delays from key customers.
- Depreciation expense as new investment capitalized.

Results Overview – Standalone Profit & Loss Account

Rs. In Lakhs

Particulars	Q4 / FY24	Q4 / FY23	Year / FY24	Year / FY23
Gross Revenue from operations	1,892.7	1,389.4	5,795.3	4,825.5
Less: Duties & Taxes	-236.4	-189.2	-797.8	-611.2
Revenue from Operations	1,656.3	1,200.1	4,997.5	4,214.3
Other income	19.1	41.1	76.7	81.2
Total Income	1,675.5	1,241.2	5,074.1	4,295.6
Cost of materials consumed	345.7	354.4	1,175.1	787.3
Changes in inventories of FG & WIP	388.6	4.0	546.9	-29.7
Employee benefits expense	628.2	559.4	2,358.1	2,245.3
Finance costs	56.8	12.2	200.6	133.2
Depreciation & amortisation expense	45.4	56.3	172.4	143.4
Other expenses	195.3	155.0	579.7	601.4
Total expenses	1,660.0	1,141.1	5,032.7	3,880.8
EBITDA	117.7	168.5	414.4	691.3
Profit/(loss) before tax (PBT)	15.5	100.1	41.4	414.8
Tax expense				
(1) Current tax	-2.8	-2.6	-	55.4
(2) Taxes for earlier years	1.9	25.0	1.9	25.0
(3) Deferred tax	14.0	34.2	6.8	26.8
Total Tax expense	13.2	56.5	8.8	107.1
Profit after tax	2.3	43.5	32.7	307.6
Comprehensive Income	17.9	49.3	48.2	313.4

Results Overview – Standalone Balance Sheet

Rs. In Lakhs

		Year / FY24	Year / FY23
Assets	<i>Non-current Fixed assets</i>	1717.1	1082.1
	<i>Non-current Financial</i>	1076.1	1412.3
Total non-current assets		2793.2	2494.4
Current assets	<i>Inventories</i>	535.4	543.6
Financial assets	<i>Trade receivables</i>	1958.8	2199.5
	<i>Cash and cash equivalents</i>	26.9	82.7
	<i>Other financial assets</i>	1476.6	729.5
	<i>Income tax assets</i>	125.5	55.0
	<i>Other current assets</i>	160.7	152.6
Total current assets		4283.9	3762.8
Total Assets		7077.1	6257.2
Total equity		4119.7	4058.9
Total Non-current liabilities		839.2	619.4
Current liabilities	<i>Trade payables</i>	353.2	343.4
Financial Liabilities	<i>Short-term borrowings</i>	1208.2	910.1
	<i>Other financial liabilities</i>	25.1	35.0
	<i>Other current liabilities</i>	526.6	369.5
	<i>Provisions</i>	5.0	2.1
Total Current liabilities		2118.2	1578.8
Total Equity & Liabilities		7077.1	6257.2

Results Overview – Standalone Cashflow Statement

Rs. In Lakhs

Particulars	Year / FY24	Year / FY23
Net cash (used in)/ from operating activities	434.52	423.21
Net cash (used in)/from investing activities	-728.70	-385.31
Net cash (used in)/from financing activities	301.38	-220.66
Cash and cash equivalents at the end of the year	26.93	82.67

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