

BLUE & BEYOND: NAVIGATING THE FUTURE OF SANITATION, WATER & SUSTAINABILITY

INVESTOR PRESENTATION (QUARTER 2, FY 2024-25)

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About Us

Banka Biolo Limited (BBL) is a social impact organization that strives to improve lives by bringing innovation in the water, sanitation and hygiene (WaSH) facilities, through research, design, partnerships, and education.

Our unique selling points include innovative bio-digester technologies, comprehensive operations and maintenance (O&M) services for Indian Railways, and the "footloo," a foot-operated, low-water flush system. We provide economical and durable packaged sewage treatment plants and Geobag-based Faecal Sludge and Septage Management (FSTPs) systems. Additionally, we offer Compostica, a bio-based, fully compostable biopolymer.

We are committed to social impact, addressing socio-economic inequalities, and enhancing the quality of life for marginalized communities. Through various projects and initiatives, we empower individuals, promote inclusivity, and improve community well-being.

Banka Biolo business' majorly focuses on

1. **Banka** Railways
2. **Banka** WaSH
3. **Banka Green**

Name: **Banka Biolo Limited**

Established : 2012-13

Headquarters: Hyderabad, India

Mission: To touch lives of 10 million+ people globally by creating innovative and sustainable solutions and services for the future.

Vision: Save and improve lives by providing sustainable water and sanitation solutions to one and all.

At a Glance:

- Bio Toilets: **25,000+** units
- Railways O&M: **25,000+** systems daily
- Treated > **9 MLD** of Fecal sludge
- Treated > **1000** MLD of used water
- **1000+** employees on roll
- Presence across **07 zones** of Indian Railways
- 1st NSE listed sanitation company (NSE : BANKA)



We are solving for the water crisis..

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



Solution:

Banka Biolo curates waste & wastewater treatment technologies for businesses & communities to give a sustainable solution.

- **Banka Rail** : Bio Toilets O&M and equipment's for Railways.
- **Banka WaSH**
 - **EPC** : Bio Toilets (DRDO Partnership)
 - **EPC** : Packaged Sewage Treatment Plant (PSTPs) – from 1 to 100 KLD (kilo liter per day)
 - **EPC** : Large Scale Urban Sewage Treatment Plants. – Above 100+ KLD
 - **BOOT** : UrbanSaaS (STP-as-a-service) for residential/commercial/industrial requirements.
 - **EPC/HAM** : Fecal Septage Plant Treatment Plant (FSTPs)
- **Banka Green** : Compostica, a bio-based, fully compostable biopolymer.



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

Banka Rail

- AMOC (annual maintenance & operation contracts) – bio toilets
- “+” - 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/BOOT in Urban water & wastewater
 - 06 project operation
- Bio-toilets (DRDO partnership) for on-site treatment of black water.
- Faecal septage treatment (FSTP)

Banka Green

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



...delivered through various business model

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

“+” : New Initiative



Partial Client List



Q2 Milestone Moment



Awards & Accolades



Awards & Accolades



Partnership



These aren't just awards or partnerships for us; it's a recognition of the hard work, passion, and dedication of everyone at Banka Bio Group.

Over the years, we've worked tirelessly to innovate and create solutions that matter—solutions that impact lives and the environment.



Our Operations



New Expansion states



Business & Financial Overview



Q2 FY 24-25 Highlights and order bookings..

Income at **INR 1,442 Lacs** | EBITDA at **INR 161.51 Lacs** (12%)

Banka Railways Order:

- Total new orders received in **YTD FY 24-25 : ~22 crs (+14 crs in Q2)**, with strong pipeline under evaluation. The order booking is picking well and will peak in Q4.
- Totalling unexecuted order for the Railways business stands at **~ 60 crs (+6 crs q-o-q)** as YTD.

Notable Wins

- New contracts for QWS and Upper Gear Maintenance (UGM) from NFR (North Frontier Railways).

Banka WaSH Order:

- Total new orders received in **YTD FY 24-25 : ~29 crs (+7 crs in Q2)**, with strong pipeline under negotiations.
- Totalling unexecuted order for the WaSH business stands at **~ 64 crs (+4 crs q-o-q)** as YTD.

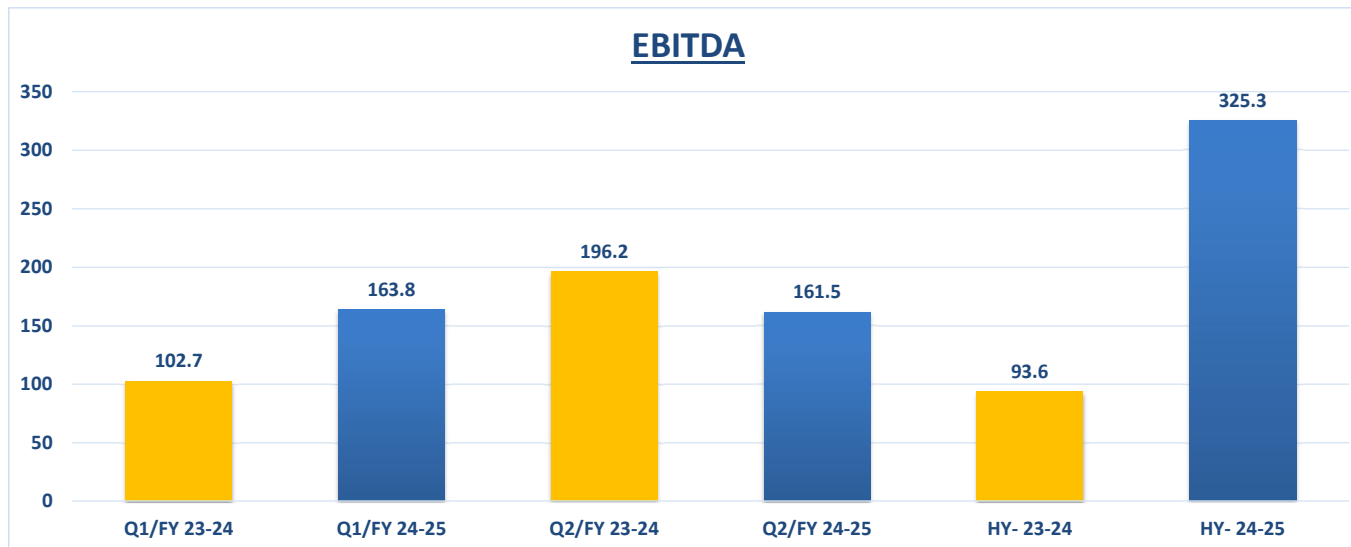
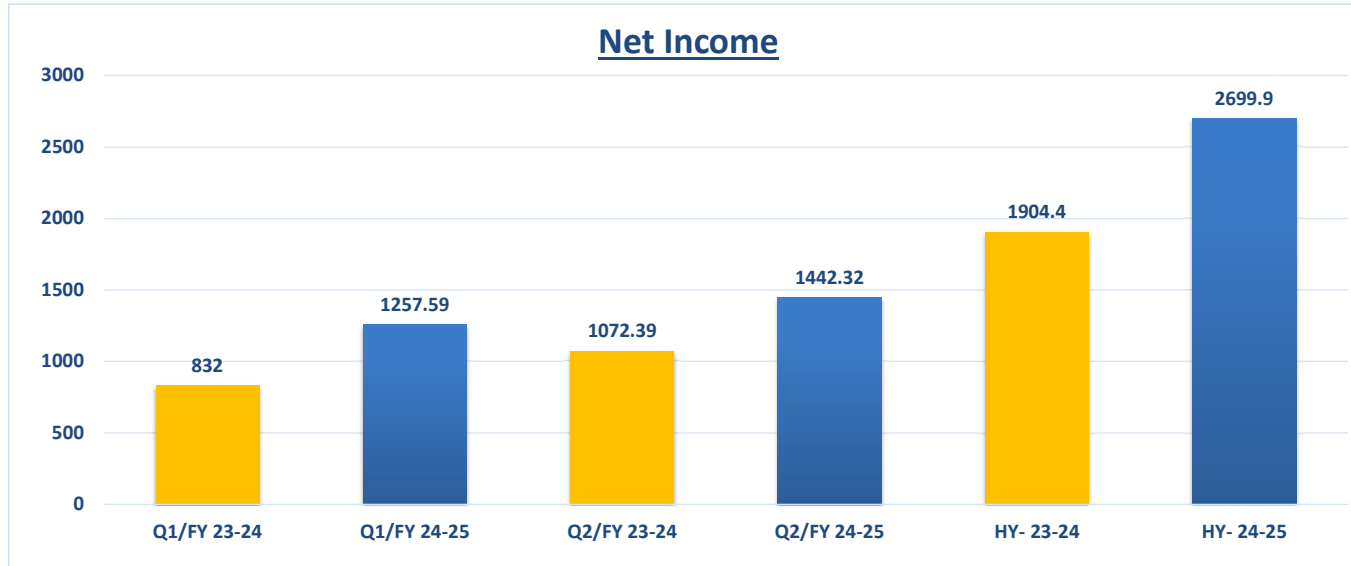
Notable Wins

- Large residential STP order for 1.3 MLD plant with 5 years O&M contract, with notable builder.
- On-boarded with Brigade Group, for Megaliter platform to build STP projects under the Design, Built, Operate & Transfer (BOOT) model.
 - Entry into the Bangalore market with the Brigade Partnership and new order win.



Financial highlight of Q2-FY24-25 : Standalone

(Figures in Lakhs)

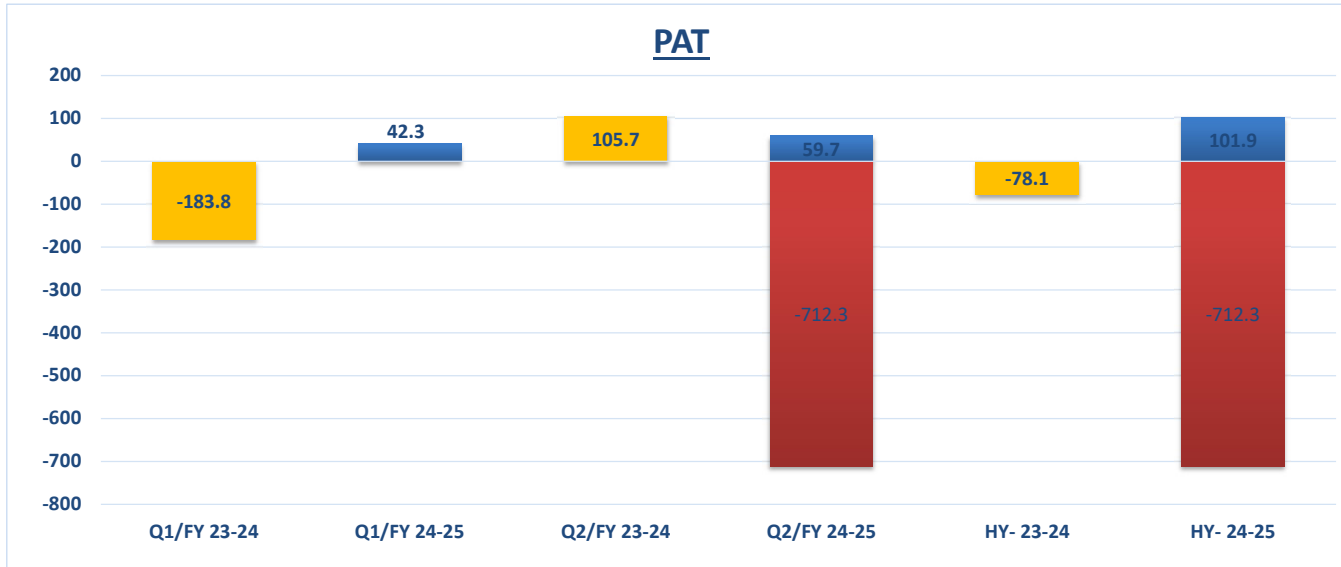


- **Total Order Booking**
 - YTD order booking of ~ INR 51 crs
- **Execution Lead Growth**
 - Railway execution on-track for FY 24-25 guidance.
 - Q2 order pick-up across railways projects.
- Revenue quarterly y-o-y growth of **+34%** & half-yearly y-o-y at **+29%**.
- Focus on internal cashflows management across segments.

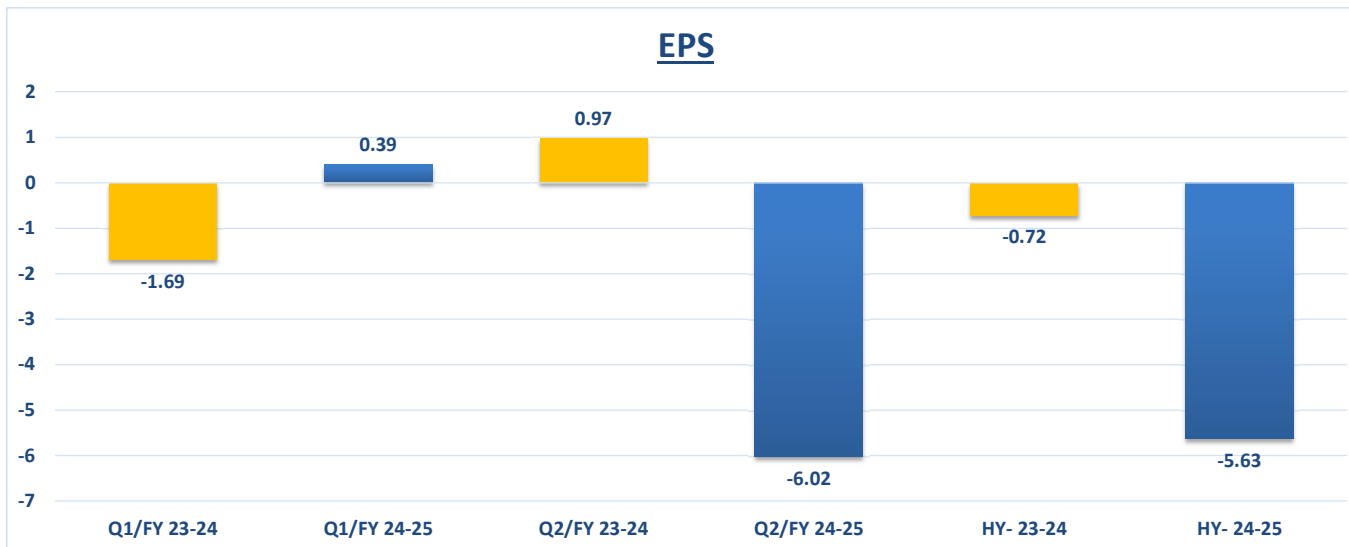


Financial highlight of Q2-FY24-25 : Standalone

(Figures in Lakhs)



- Our PAT was at **+4.1%** for Q2, before the provisions for exceptional item.
- PAT % improvement on q-o-q basis with continued focus on cashflows and project cost management.



Financial highlight of Q2 FY24-25 : Standalone P&L A/c

Particulars	Q2 / FY24-25	Q2 / FY23-24	Y-o-Y (%)
Revenue from Operations	1434.01	1055.42	
Other income	8.3	16.97	
Total Income	1442.32	1072.39	+34%
• Cost of materials consumed	355.34	189.48	
• Changes in inventories of FG & WIP	14.09	-11.02	
• Employee benefits expense*	691.53	544.54	
• Finance costs	61.84	50.99	
• Depreciation & amortisation expense	44.83	42.27	
• Other expenses	219.95	153.15	
Total expenses	1387.48	969.41	+43%
EBITDA	161.51	196.24	
Exceptional Items (Provisions)	-712.27	-	
Profit/(loss) before tax (PBT)	-657.43	102.98	
Tax expense			
(1) Current tax	6.42	2.75	
(2) Taxes for earlier years	-	-	
(3) Deferred tax	-11.25	-5.44	
Total Tax expense	-4.84	-2.69	
Profit after tax	-652.58	105.67	

* New Projects require initial expense towards equipment and machinery

** ESOP Provisions added | Manpower expense as %age of Income have gone down from 50.5% to 47.5%



Financial highlight of Q2 FY24-25 : Consolidated P&L A/c

Particulars	Q2 / FY24-25	Q2 / FY23-24	Y-o-Y (%)
Revenue from Operations	1241.14	1145.08	
Other income	8.3	9.16	
Total Income	1249.44	1154.24	+8.2%
• Cost of materials consumed	348.28	211.50	
• Changes in inventories of FG & WIP	100.39	-10.44	
• Employee benefits expense	691.53	555.68	
• Finance costs	85.07	68.01	
• Depreciation & amortisation expense	61.84	55.03	
• Other expenses	549.01	158.95	
Total expenses	1836.12	1038.73	
EBITDA	-470.86	239.08	
Exceptional Items (Provisions)	31.51	-	
Profit/(loss) before tax (PBT)	-617.77	116.04	
Tax expense			
(1) Current tax	6.41	-2.13	
(2) Taxes for earlier years	-	-	
(3) Deferred tax	-11.20	-3.77	
Total Tax expense	-4.78	-5.90	
Profit after tax	-612.98	121.94	

* Other Expenses from "Enzotech Solutions" has been accounted in the consolidated reporting



Abbreviation List

- ACF – Activated Carbon Filter.
- AMC- Annual Maintenance Contract.
- ECB - External Commercial Borrowings.
- EPC - Engineering, Procurement and Construction.
- ETP – Effluent Treatment Plant.
- FSM R&D - Faecal Sludge Management Research and Development.
- FSTP - Faecal Sludge Treatment Plant.
- GHMC – Greater Hyderabad Municipal Corporation.
- HH – Household
- KL – Kilo Litre
- KLD – Kilo Litre per Day
- LCC - Life Cycle Costing
- MBBR – Moving Bed Bio-reactor
- MBR – Membrane Bio-reactor
- MLSS - Mixed Liquor Suspended Solids
- NGT - National Green Tribunal
- WaSH – Water Sanitation & Hygiene
- NSE - National Stock Exchange.
- O&M – Operation and Maintenance.
- P&ID – Piping and Instrumentation Drawing.
- PA – Per Annum.
- PCB – Pollution Control Board.
- PPP - Public-Private Partnership.
- PSF – Pressure Sand Filter.
- RMBR – Rotating Media Bio-reactor.
- RWA - Resident Welfare Association.
- SBR - Sequencing Batch Reactor.
- STP – Sewage Treatment Plant.
- TTP – Tertiary Treatment Plant.
- UF – Ultra Filtration.
- VFD – Variable Frequency Drive.
- WTP – Water Treatment Plant.
- HAM – Hybrid Annuity Model





Thank You !

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