Registered Office: A-109 Express Apartments, Lakdi ka Pool, Hyderabad - 500004
Corporate Office: 5th floor, Prestige Phoenix, 1405, Uma Nagar, Begumpet, Hyderabad - 500016
+91 8688825013 • info@bankabio.com • www.bankabio.com • CIN: L90001TG2012PLC082811
An ISO 9001-2015-14001-2015-45001-2018 Company

BBL/SECT/34/2024-25

Date: 13 August 2024

To,
The Listing Department,
National Stock Exchange of India Ltd.,
Exchange Plaza, C-1, Block G,
Bandra Kurla Complex, Bandra (E),
Mumbai- 400 051

NSE Symbol: BANKA

Sub: Investor Presentation on the financial results for the quarter ended 30 June 2024

Dear Sir/Madam,

Pursuant to the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith the investor presentation on the financial results for the quarter ended 30 June 2024.

We request you to kindly take note of the same in your record.

Thank you,

For Banka BioLoo Limited

Nitika Lakhotia
Digitally signed by Nitika Lakhotia
Date: 2024.08.13 16:27:32 +05'30'

Nitika Lakhotia
Company Secretary & Compliance Officer

BANKA BIO
CONSERVING YOUR FUTURE

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

INVESTOR PRESENTATION
(QUARTER 1, FY 2024-25)

Banka BioLoo Limited
5th floor, Prestige Phoenix,
Begumpet, Hyderabad - 500016
+91 86888 25013
info@bankabio.com / cs@bankabio.com
www.bankabio.com



Safe Harbour

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About Us

Business Segment Overview

Financial Performance

About Us

Banka Bioloo 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 Bioloo business' majorly focuses on

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

Name: **Banka Bioloo 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)

Problem: The wastewater crisis

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






Solution:

Banka Bioloo 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.

Partial Client List

APIIC – Moulali, Andhra Pradesh.

NTPC

Dalmia Bharat Group
newthink! cement! sugar! refractories! power!

BHEL

Penna Cement

INDIAN RAILWAYS

LARSEN & TOUBRO
It's all about Imagineering

Shapoorji Pallonji ENGINEERING & CONSTRUCTION

AMALGAMATED PLANTATIONS
Greener Ideas Changing Lives

Shapoorji Pallonji ENGINEERING & CONSTRUCTION

INTERNATIONAL PAPER

Hiranandani Upscale
Scale up your expectations

K MV Group

MY HOME GROUP

Piramal
knowledge action care

AMARA RAJA
Gotta be a better way

ClubMahindra

TAJ

ADITYA BIRLA GROUP

BGR ENERGY

GAIL

Holiday Inn

TATA

KALPA-TARU

ManipalHospitals
LIFE'S ON

IKEA

HAVELLS

teri

Raymond

BANKA BIO
CONSERVING YOUR FUTURE

Business & Financial Overview



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

Q1 FY 24-25 Highlights and order bookings..

Revenue at **INR 1,238 Lacs** | EBITDA at **INR 163.7 Lacs** (13.2%) | Income at **INR 42.3 Lacs** (3.4%)

Banka Railways Order:

- Total new orders received in **YTD FY 24-25** : **~8 crs,** with strong pipeline under evaluation. Q1 is slow in terms of order booking, picking pace is subsequent quarters.
- Totalling unexecuted order for the Railways business stands at **~ 54 crs** as YTD.

Notable Contracts Wins

- 1st coach cleaning & maintenance order from Western Rlys.
- 1st coach spares and body works order from South Central Rlys (SCR).
- Follow-on metal trough order from (SCR).

Banka WaSH Order:

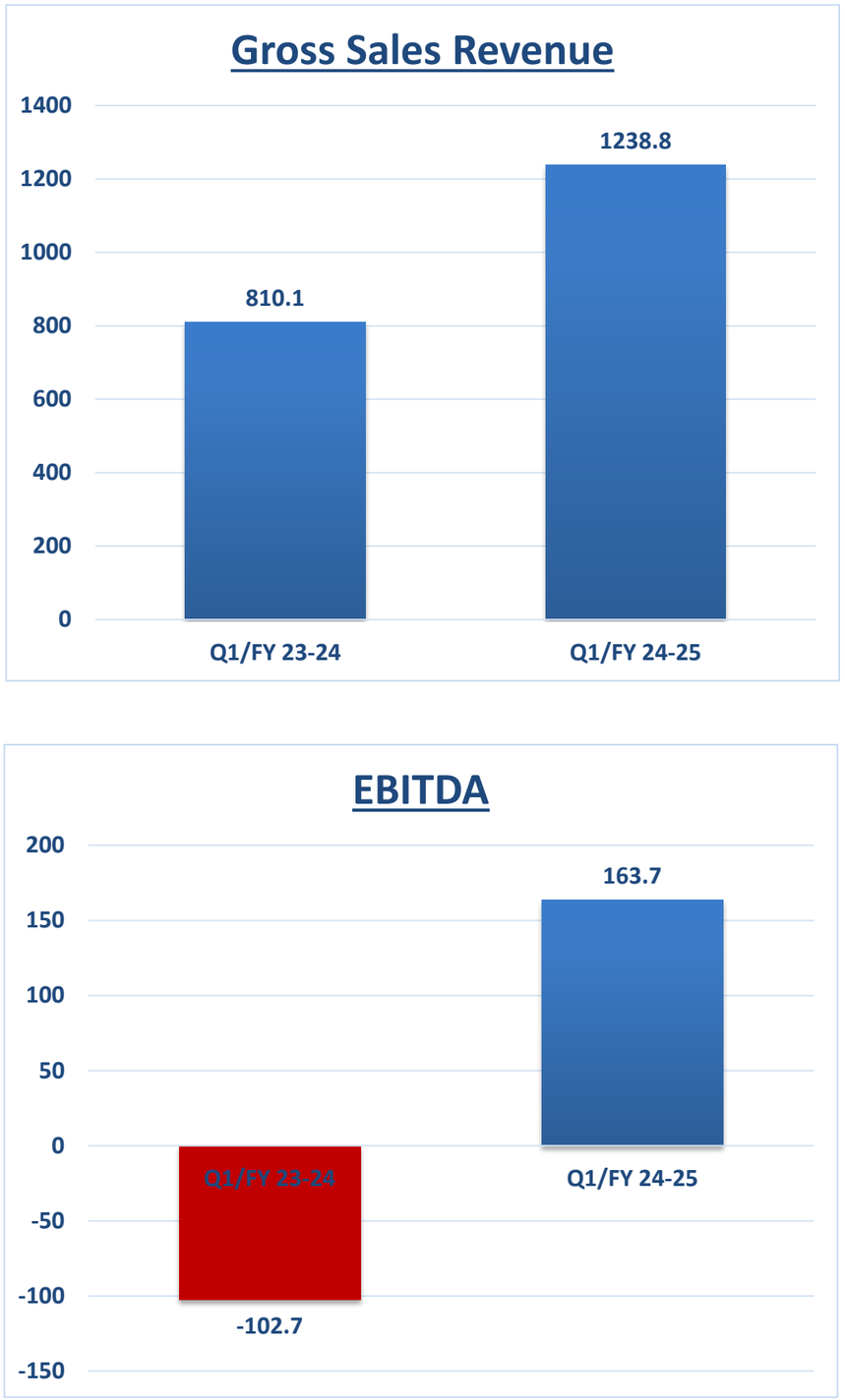
- Total new orders received in YTD FY 24-25 : **~22 crs,** with strong pipeline under discussion.
- Totalling unexecuted order for the WaSH business stands at **~ 60 crs** as YTD.

Notable Contracts Wins

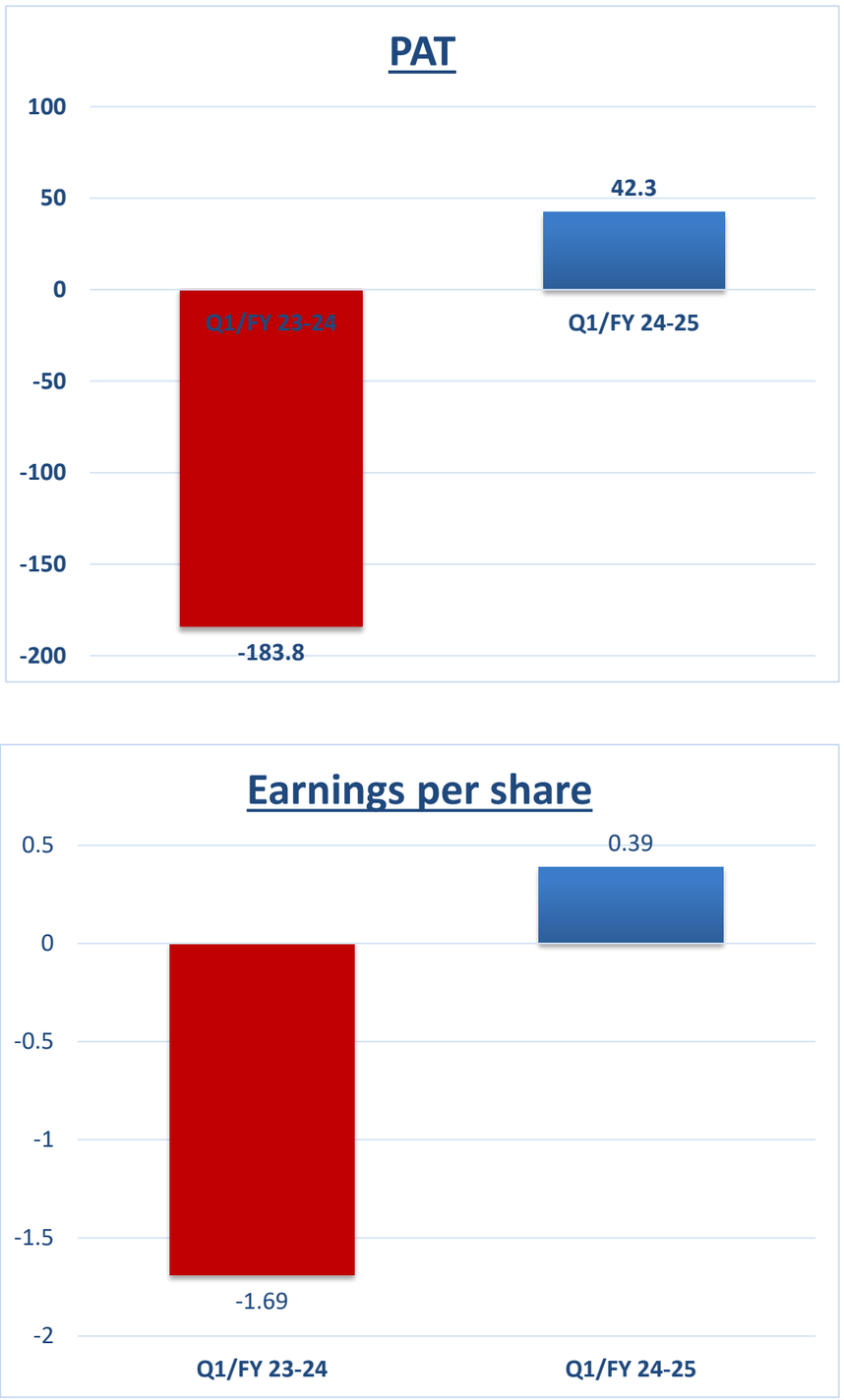
- Largest commercial STP order for 2 MLD plant with long-term O&M contract.
- Largest residential STP re-engineering order for 2 MLD plant with 10 years O&M contract.
- Retail re-engineering order for retail mall (Nexus, Hyderabad) with long-term O&M contract.
- Manufacturing & Supply of multiple FSTP Pluto for projects in AP.
- Supply order for ITC Factory project in Telangana.

Financial highlight of Q1-FY24-25 : Standalone

(Figures in Lakhs)



- **Total Order Booking**
  - YTD order booking of ~ INR 30 crs
- **Execution Lead Growth**
  - Railway execution on-track for FY 24-25 guidance.
  - Q1 showing sign of pick-up across projects for the WaSH segment.



- Focus on internal cashflows management across segments.
- Revenue y-o-y growth of **+53%** on standalone basis.
- PAT % improvement and we turned positive at **+3.4%**, and other parameters also turned “+” ive after tough last FY.

(Figures in Lakhs)

Financial highlight of Q1 FY24-25 : Standalone P&L A/c

Particulars	Q1 / FY24-25	Q1 / FY23-24	Y-o-Y (%)
Revenue from Operations	**1238.8**	**810.8**	**+53%**
Other income	18.8	21.2	
Total Income	**1257.6**	**832.0**	**+51%**
• Cost of materials consumed	218.4	292.7	
• Changes in inventories of FG & WIP	69.7	43.8	
• Employee benefits expense	701.7	514.4	
• Finance costs	67.9	41.0	
• Depreciation & amortisation expense	45.1	41.9	
• Other expenses	104.1	83.8	
Total expenses	**1206.8**	**1017.5**	**+19%**
EBITDA	**163.7**	**-102.7**	
Profit/(loss) before tax (PBT)	50.8	-185.5	
Tax expense			
(1) Current tax	7.0	-	
(2) Taxes for earlier years	-	-	
(3) Deferred tax	1.5	-1.8	
Total Tax expense	8.6	-1.8	
Profit after tax	**42.3**	**-183.8**	

(Figures in Lakhs)

Financial highlight of Q1 FY24-25 : Consolidated P&L A/c

Particulars	Q1 / FY24-25	Q1 / FY23-24	Y-o-Y (%)
Revenue from Operations (Net)	**1288.6**	**827.6**	**+56%**
Other income	11.3	17.3	
Total Income	**1299.9**	**844.8**	**+54%**
• Cost of materials consumed	237.7	293.1	
• Changes in inventories of FG & WIP	69.7	57.8	
• Employee benefits expense	701.7	529.7	
• Finance costs	87.5	50.8	
• Depreciation & amortisation expense	61.8	45.9	
• Other expenses	104.7	98.7	
Total expenses	**1263.1**	**1076.0**	**+17%**
EBITDA	**186.1**	**-134.5**	
Profit/(loss) before tax (PBT)	37.6	-231.1	
Tax expense			
(1) Current tax	7.0	4.9	
(2) Taxes for earlier years			
(3) Deferred tax	1.3	-1.8	
Total Tax expense	8.4	3.1	
Profit after tax	**29.2**	**-233.4**	

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

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Thank You !



Contact Us

- **Website:** www.bankabio.com / Ms. Nitika - cs@bankabio.com
- **Contact:** +91 7780301502 | +91 8688825013
- **Corporate Office:** 5th floor, Prestige Phoenix, Begumpet, Hyderabad – 500016