

Punj Lloyd

Investor Communication

Performance overview – Q1 FY15

04 August, 2014

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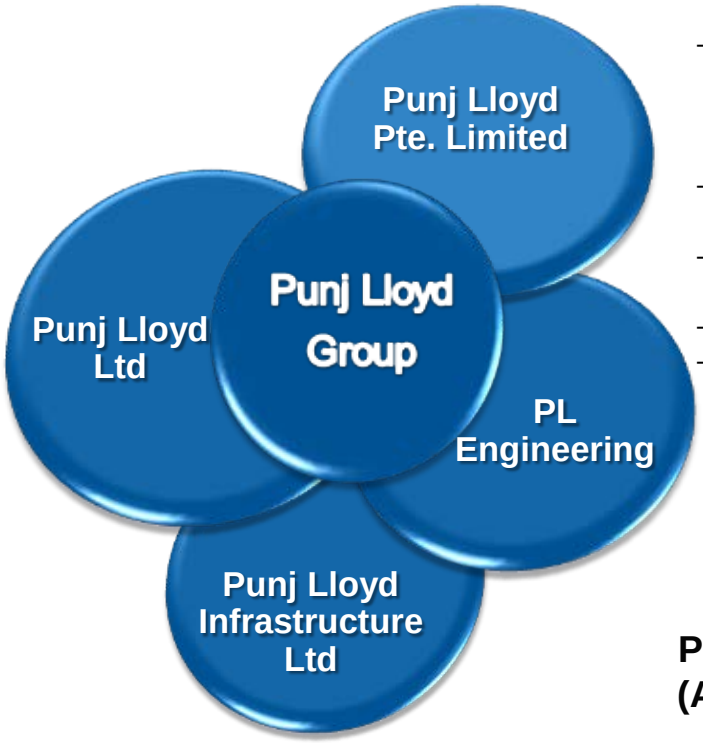
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Punj Lloyd – The Group

Punj Lloyd Limited
(A Diversified Global EPC Conglomerate)

- **Energy**
  - Oil & Gas – Offshore Platform, Onshore Field Development, Pipelines, Tankage and Terminals, Process Plants,
  - Power : Thermal, Nuclear
  - Renewables : Non–conventional Power, Bio Fuels, Green Buildings & Infrastructure and Water
- **Infrastructure**
  - Transport :Subways & Metro Systems, Airports, Highways & Expressways, Tunnels & Caverns, Seaports & Terminals, Bridges, Flyovers & Interchanges
  - Utilities : Reservoirs & Treatment Plants
  - Building : Hospitality & Leisure, Commercial, Industrial, Institutional, Residential Complexes, Healthcare & Townships & Industrial Parks
- **Defence**
  - Land Systems, Aviation and Defence Electronics
- Onshore Drilling
- Polymers, Petrochemicals & Chemicals



Punj Lloyd Pte Limited
(One of the leading South East Asian Co.)

- Primarily a holding and investment Company
- Operates in South East Asia in buildings, transportation, civil construction for various utilities, oil and gas pipelines, refineries and tankage
- Major subsidiaries (contributing around 85% to total net sales)
- Sembawang Engineers & Constructors Pte Ltd
- Punj Lloyd Oil & Gas Sdn Bhd
- PT. Punj Lloyd Indonesia

Punj Lloyd Infrastructure Ltd
(Project Development Company)

- Transportation, Energy & Urban Infrastructure
- Focused on Public Private Partnership

PL Engineering Limited
(An Engineering Services Co.)

- Oil & Gas
- Petrochemicals, Chemicals & Fertilizers
- Power : Nuclear & Thermal
- Automotive & Aerospace

Business Structure & Solutions

Oil & Gas	Onshore & Offshore Pipelines, Onshore & Offshore field Development, Gas Processing, Tankage and Terminals
Process	Refineries, Polymers & Petrochemicals, Chemicals
Power	Thermal, Nuclear
Utilities	Water & Sewage Treatment Facilities, Reservoirs, Centralized Utilized
Infrastructure	Subway & Metro Systems, Airports, Highways & Expressways, Bridges, Flyovers & Interchanges, Tunnels & Caverns, Seaports & Terminals
Buildings	Hospitality & Leisure, Commercial, Industrial, Institutional & Residential Complexes, Healthcare, Townships & Industrial Parks
Asset Management	Asset Preservation & Maintenance








Punj Lloyd

Punj Lloyd Limited

Financial Results
&
Operating Highlights

Q1 FY15






Q1 FY15 – FINANCIAL OVERVIEW

INR Cr

Description	Standalone for the Period	
	Q1 FY15	Q1 FY14
Net Sales / Income from Operations	1,107	2,225
Other Income	16	8
Total Income	1,123	2,233
Total Expenditure (Excl. Interest Exp. & Depreciation)	(1,366)	(1,992)
EBITDA	(243)	241
EBITDA as % of Total Income	-22%	11%
Finance Cost	(215)	(179)
Depreciation	(81)	(55)
PBT	(539)	7
Tax	175	(2)
PAT/(Loss)	(364)	5

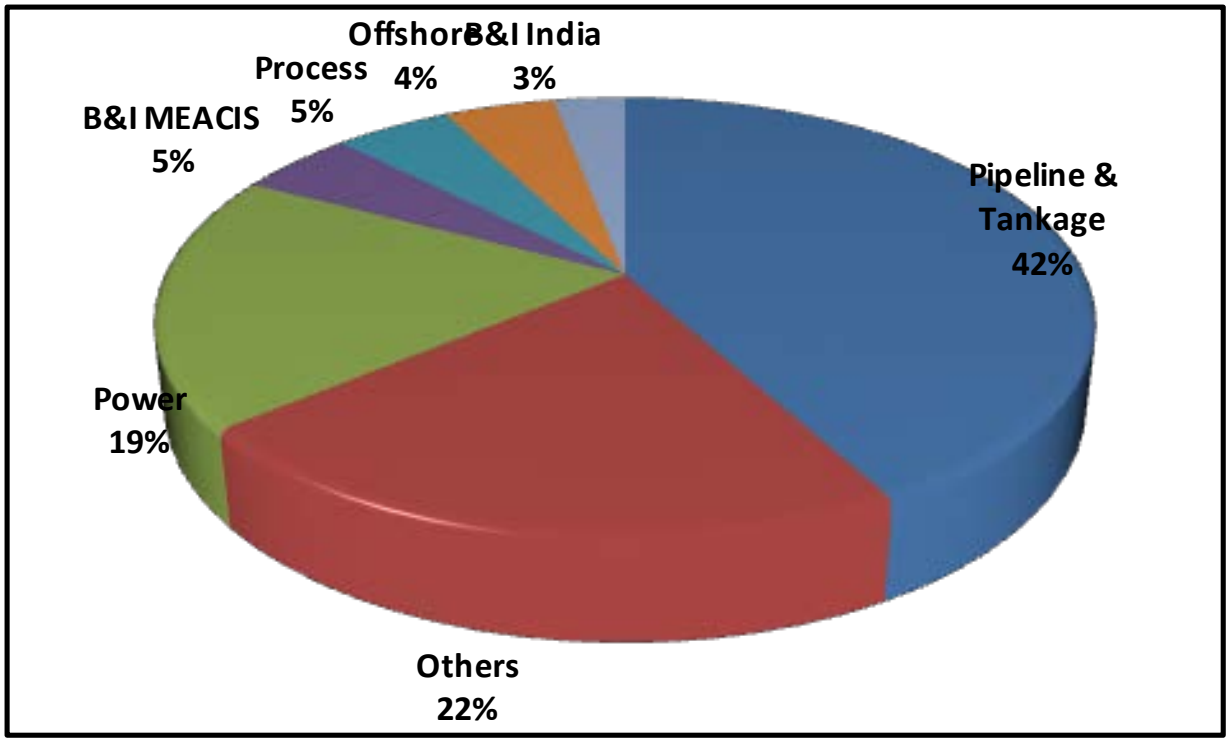
Borrowings – as on June 30, 2014

	INR Cr
Gross Borrowing (A)	5,511
Less - Cash & Bank Balance (B)	167
Net Borrowing (C=A-B)	5,344

Business vertical revenue breakup

INR Cr

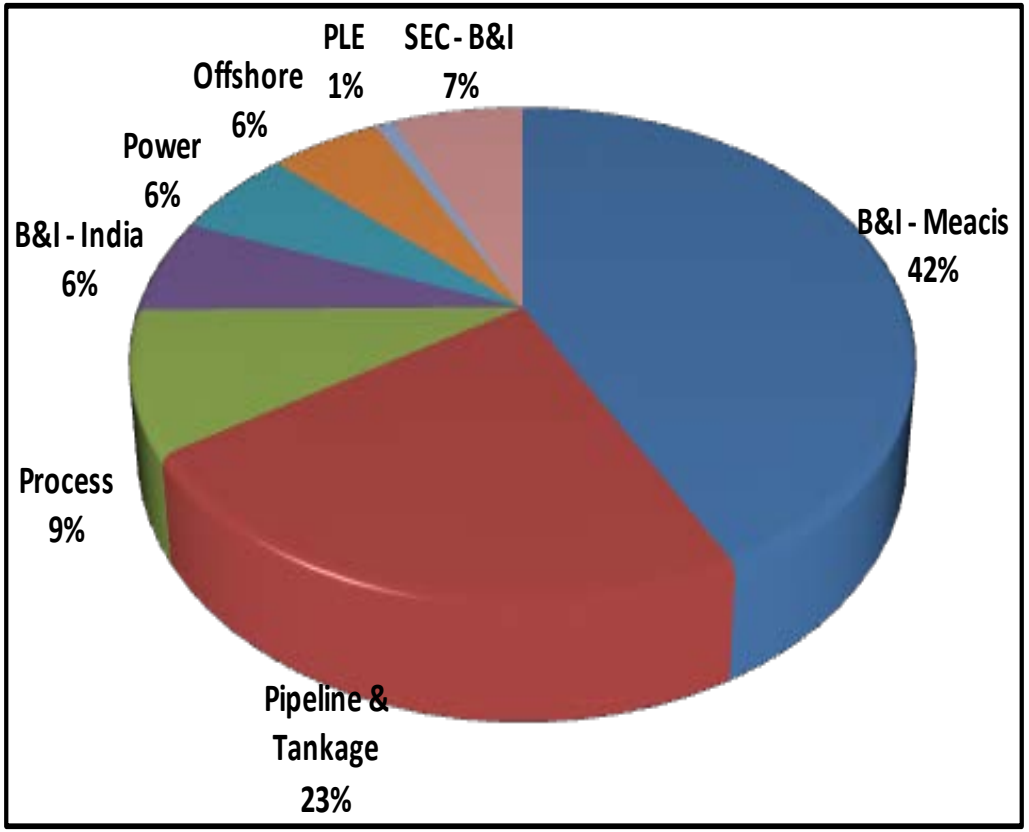
Entity	Revenue	%
Pipeline & Tankage	465	42%
Others	243	22%
Power	207	19%
B&I MEACIS	54	5%
Process	54	5%
Offshore	51	4%
B&I India	33	3%
Grand Total	**1,107**	**100%**



ORDER BACKLOG* - Punj Lloyd Group

INR Cr

Order backlog	Amount	%
B&I - MEACIS	8,979	42%
Pipeline & Tankage	4,927	23%
Process	1,931	9%
B&I - India	1,308	6%
Power	1,269	6%
Offshore	1,170	6%
PLE	192	1%
SEC - B&I	1,388	7%
Total	**21,164**	**100%**



* Order Backlog comprises of unexecuted orders as on June 30, 2014 plus new order received after that date.

Key orders received* - Punj Lloyd Group

INR Cr

New orders	Amount
Expansion and revamping of Ahmadi Depot - LM , Kuwait	1,414
Integrated construction contract for ARP projects, Brunei	434

* Since May 20, 2014, being the date of last board meeting

About us

Punj Lloyd (BSE SCRIP ID: PUNJLLOYD, NSE SYMBOL: PUNJLLOYD) The Punj Lloyd Group is a diversified international conglomerate offering EPC services in Energy and Infrastructure along with engineering and manufacturing capabilities in the Defence sector. Known for its capabilities in delivering mega projects “on time,” thereby ensuring repeat customers, the Group possesses a rich experience of successfully delivered projects across the globe, while maintaining the highest standards of health, safety, environment and quality (HSEQ). Further information about the Group is available at www.punjlloydgroup.com.

For further information please contact:

Vinay Krishan Sood

Punj Lloyd Ltd.

Tel: 0124 2620 221

Fax: 0124 2620 111

Email: vinaysood@punjlloyd.com

Gavin Desa / Ankit Hirawat

Citigate Dewe Rogerson

Tel: 022 6645 1237 / 1244

Fax: 022 6645 1200

Email: gavin@cdr-india.com

ankith@cdr-india.com



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Thank You