

Punj Lloyd

Investor Communication

Performance overview – Q3 & 9MFY14

14 February, 2014

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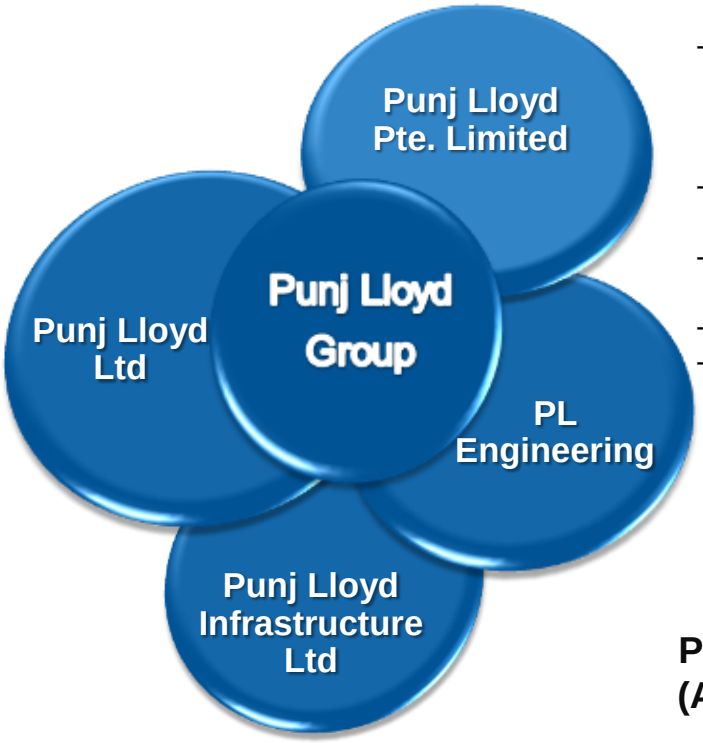
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Punj Lloyd – The Group

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

Financial Results
&
Operating Highlights

Q3 & 9M FY14






Q3 FY14 – FINANCIAL OVERVIEW

INR Cr

Description	Standalone for the Period		Consolidated for the Period	
	Q3 FY14	Q3 FY13	Q3 FY14	Q3 FY13
Net Sales / Income from Operations	2,038	1,979	2,711	2,775
Other Income	21	79	78	109
Total Income	2,059	2,058	2,789	2,884
Total Expenditure (Excl. Interest Exp. & Depreciation)	(1,806)	(1,830)	(2,629)	(2,591)
EBITDA	253	228	160	293
EBITDA as % of Total Income	12%	11%	6%	10%
Finance Cost	(184)	(168)	(204)	(198)
Depreciation	(67)	(56)	(100)	(88)
PBT	2	4	(144)	7
Tax	(1)	(1)	4	(8)
PAT	1	3	(140)	(1)
Share of Associates & Minority Interest	-	-	1	10
Profit for The Period	-	-	(139)	9

9M FY14 – FINANCIAL OVERVIEW

INR Cr

Description	Standalone for the Period		Consolidated for the Period	
	9M FY14	9M FY13	9M FY14	9M FY13
Net Sales / Income from Operations	6,282	5,901	8,572	8,210
Other Income	257	181	273	225
Total Income	6,539	6,082	8,845	8,435
Total Expenditure (Excl. Interest Exp. & Depreciation)	(5,797)	(5,384)	(8,080)	(7,536)
EBITDA	742	698	765	899
EBITDA as % of Total Income	11%	11%	9%	11%
Finance Cost	(552)	(502)	(614)	(585)
Depreciation	(179)	(173)	(279)	(275)
PBT	11	23	(128)	39
Tax	(4)	(8)	(18)	(81)
PAT	7	15	(146)	(42)
Share of Associates & Minority Interest	-	-	(20)	19
Profit for The Period	-	-	(166)	(23)

Punj Lloyd

Borrowings – as on Dec 31, 2013 (CONSOLIDATED)

	INR Cr
E&C Activities (A)	6,091
Development Activities (B)	644
Gross Borrowing (C=A+B)	6,735
Less - Cash & Bank Balance (D)	719
Net Borrowing (E=C-D)	6,016
Long Term Debt Equity Ratio	1.1
Current Ratio	1.8

Punj Lloyd appoints J P Chalasani as Group Chief Executive Officer

- Punj Lloyd is pleased to announce that Mr. Jayarama P. Chalasani has been appointed as the CEO of the Group
  - Mr Chalasani is an Engineering graduate and has 27 years of experience in the Power and Infrastructure sector
  - He last served as the Chief Executive Officer of Reliance Power Limited since March 7, 2008 until December 31, 2013
  - Besides having held responsible positions with National Thermal Power Corporation he was earlier also Director and Chief Executive of BSES Rajdhani Power Limited

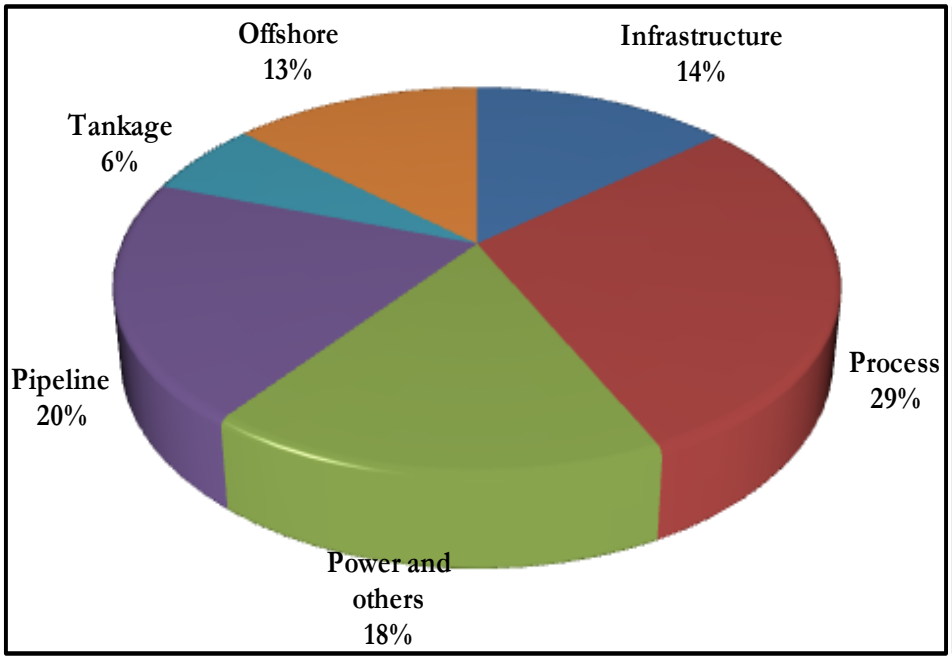
Other Senior Management appointments

- Mr. Michael Heerdt, has been appointed as President and CEO of the Company's subsidiary Company, M/s. Sembawang Engineers and Constructors Pte. Ltd., in Singapore

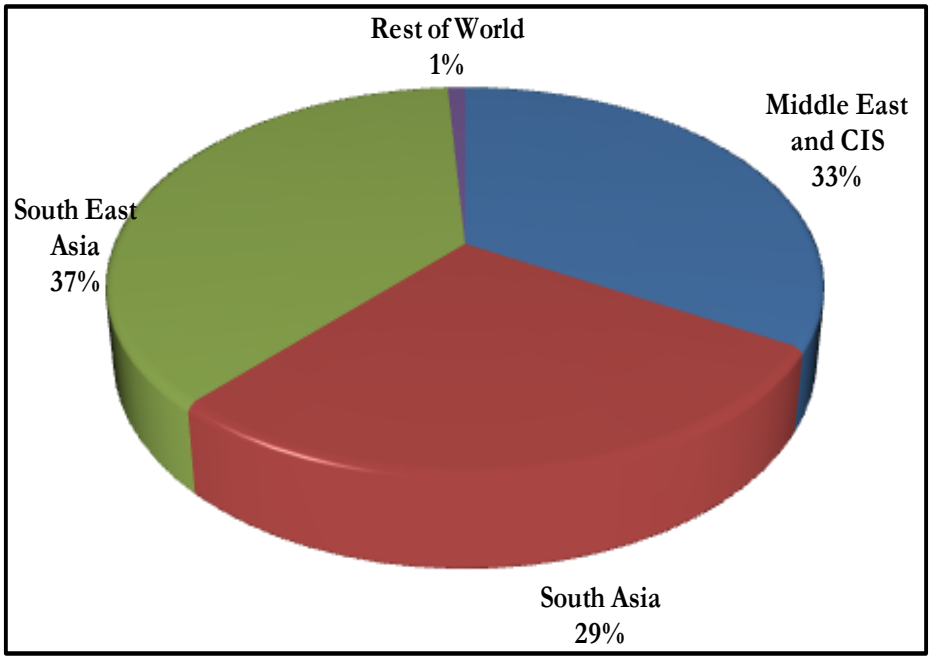
Segment Revenue (Consolidated) – 9M FY14

INR Cr

Business Segment



Geographical Segment



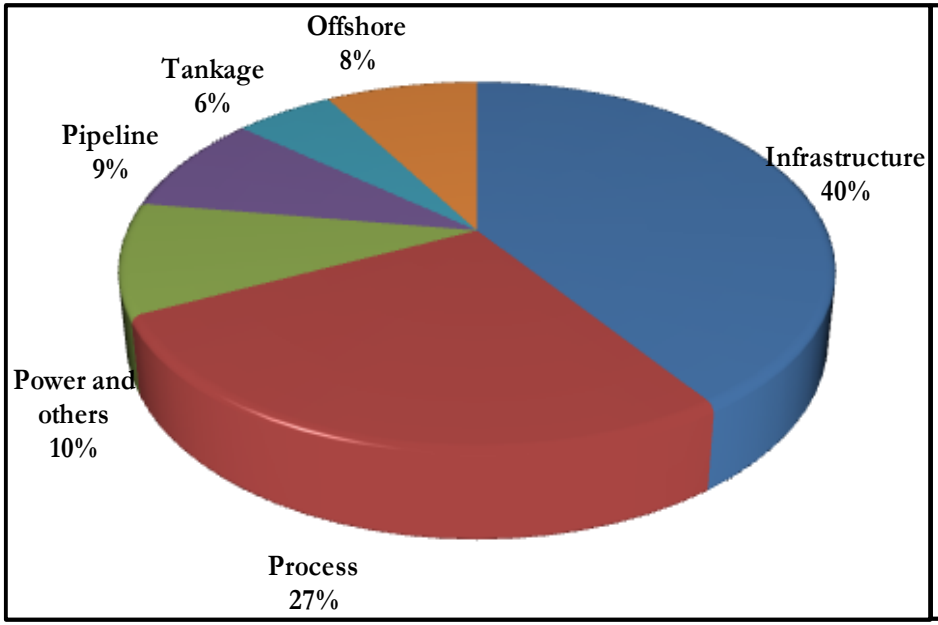
Business	Amount	%
Infrastructure	1,184	14%
Process	2,496	29%
Power and others	1,498	18%
Pipeline	1,705	20%
Tankage	542	6%
Offshore	1,147	13%
Total	**8,572**	**100%**

Geography	Amount	%
Middle East and CIS	2,860	33%
South Asia	2,438	29%
South East Asia	3,193	37%
Rest of World	81	1%
Total	**8,572**	**100%**

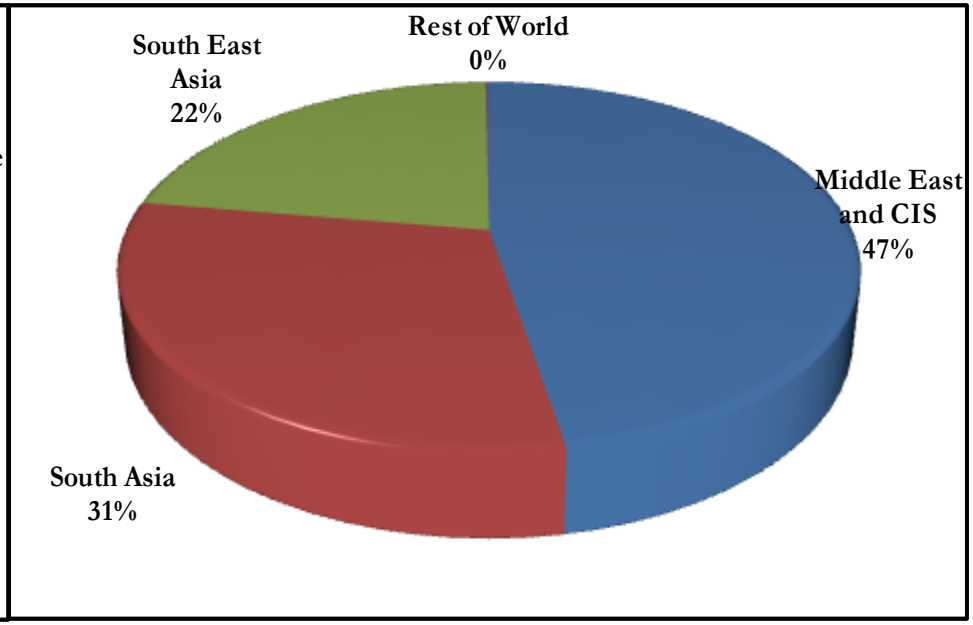
ORDER BACKLOG (Consolidated) *

INR Cr

Business Segment



Geographical Segment



Business	Amount	%
Infrastructure	7,612	40%
Process	5,163	27%
Power and others	1,832	10%
Pipeline	1,653	9%
Tankage	1,021	6%
Offshore	1,571	8%
Total	**18,852**	**100%**

Geography	Amount	%
Middle East and CIS	8,907	47%
South Asia	5,712	31%
South East Asia	4,199	22%
Rest of World	34	0%
Total	**18,852**	**100%**

* Order Backlog comprises of unexecuted orders as on December 31, 2013 plus new order received after that date.

About us

Punj Lloyd 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

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Thank You