

Punj Lloyd

Investor Communication

Performance overview – Q2 & H1FY14

01 November, 2013

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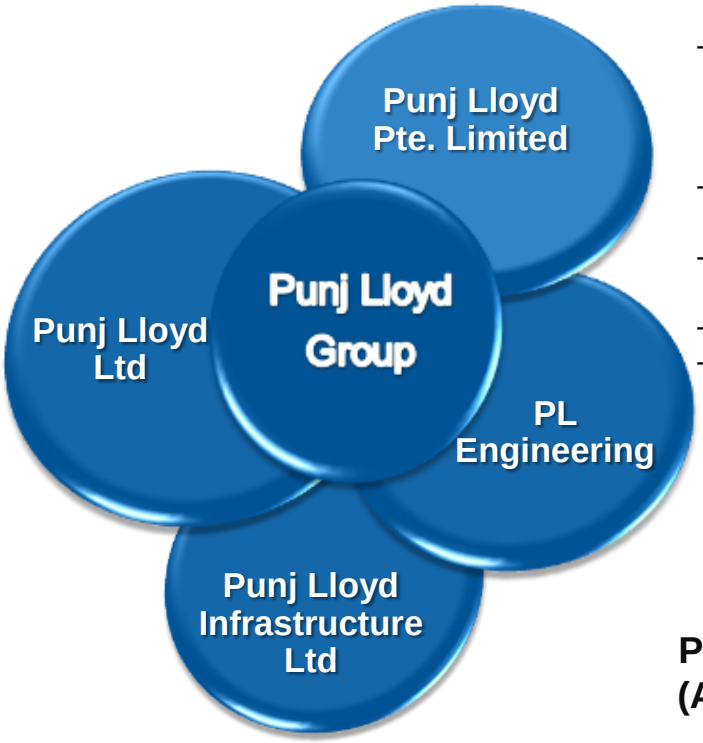
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Punj Lloyd – The Group

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

Q2 & H1 FY14






Q2 FY14 – FINANCIAL OVERVIEW

(INR Cr)

Description	Standalone for the Period		Consolidated for the Period	
	Q2 FY14	Q2 FY13	Q2 FY14	Q2 FY13
Net Sales / Income from Operations	1,983	2,077	2,861	2,728
Other Income	269	67	274	44
Total Revenue	2,252	2,144	3,135	2,772
Total Expenditure (Excl. Interest Exp. & Depreciation)	(2,003)	(1,895)	(2,821)	(2,464)
EBITDA	249	249	314	308
EBIDTA as % of Total Revenue	11%	12%	10%	11%
Finance Cost	(189)	(178)	(215)	(198)
Depreciation	(57)	(60)	(92)	(93)
PBT	3	11	7	17
Tax	(1)	(4)	(5)	(43)
PAT	2	7	2	(26)
Share of Associates & Minority Interest	-	-	(69)	8
Profit for The Period	2	7	(67)	(18)

H1 FY14 – FINANCIAL OVERVIEW

(INR Cr)

Description	Standalone for the Period		Consolidated for the Period	
	H1 FY14	H1 FY13	H1 FY14	H1 FY13
Net Sales / Income from Operations	4,243	3,922	5,861	5,435
Other Income	240	103	241	117
Total Revenue	4,483	4,025	6,102	5,552
Total Expenditure (Excl. Interest Exp. & Depreciation)	(3,993)	(3,555)	(5,496)	(4,947)
EBITDA	490	470	606	605
EBIDTA as % of Total Revenue	11%	12%	10%	11%
Finance Cost	(368)	(334)	(411)	(387)
Depreciation	(112)	(117)	(178)	(186)
PBT	10	19	17	32
Tax	(3)	(7)	(23)	(73)
PAT	7	12	(6)	(41)
Share of Associates & Minority Interest	-	-	(21)	10
Profit for The Period	7	12	(27)	(31)

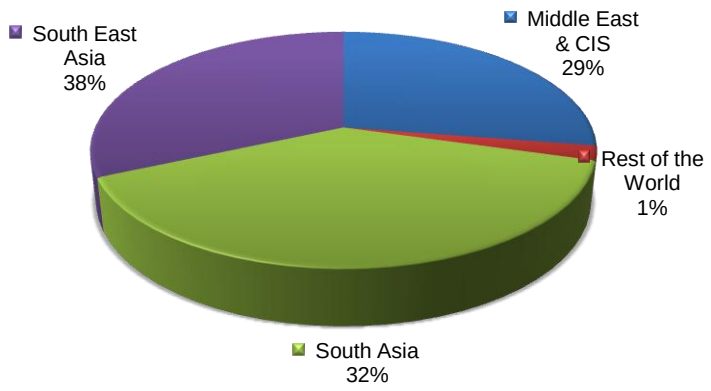
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Borrowings – as on Sep 30, 2013 (CONSOLIDATED)

	INR Cr
E&C Activities (A)	5,982
Development Activities (B)	598
Gross Borrowing (C=A+B)	6,580
Less - Cash & Bank Balance (D)	533
Net Borrowing (E=C-D)	6,047
Long Term Debt Equity Ratio	1.0
Current Ratio	1.7

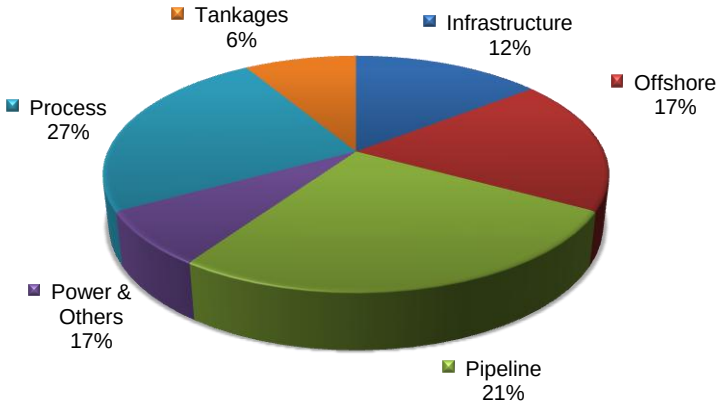
REVENUE ANALYSIS – H1FY14 (CONSOLIDATED)

Geographical Segment



Description	INR Cr	%
Middle East & CIS	1,705	29%
Rest of the World	52	1%
South Asia	1,887	32%
South East Asia	2,217	38%
Total	**5,861**	**100%**

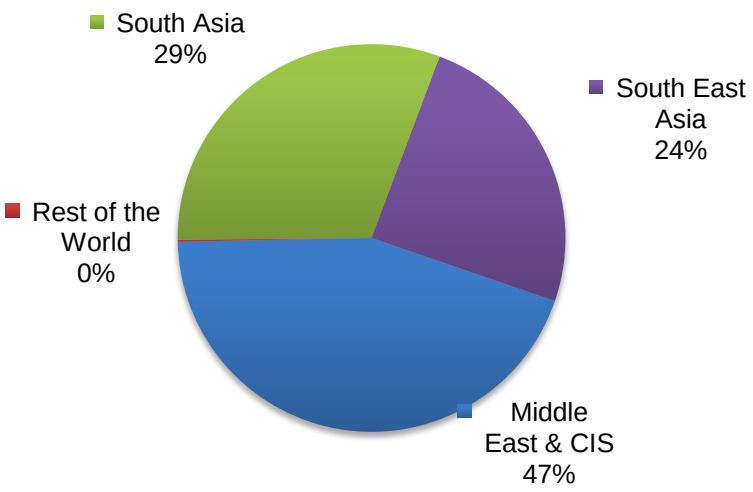
Business Segment



Description	INR Cr	%
Infrastructure	674	12%
Offshore	969	17%
Pipeline	1,249	21%
Power & Others	995	17%
Process	1,606	27%
Tankages	368	6%
Total	**5,861**	**100%**

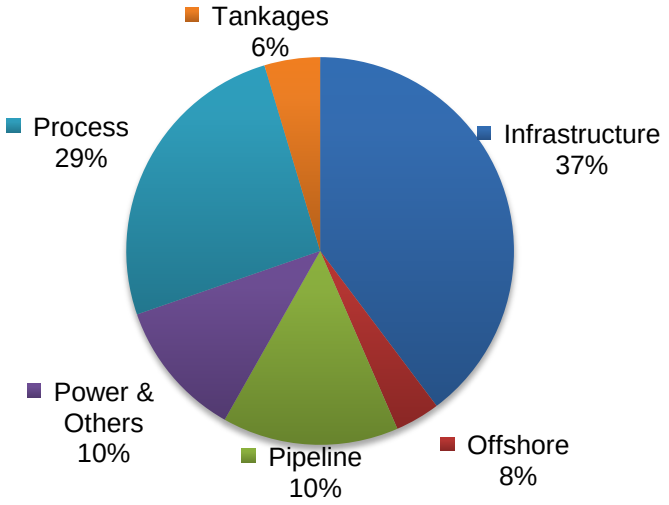
ORDER BACKLOG (Consolidated)*

Geographical Segment



Description	INR Cr	%
Middle East & CIS	9,799	47%
Rest of the World	58	0%
South Asia	6,055	29%
South East Asia	4,979	24%
Total	**20,891**	**100%**

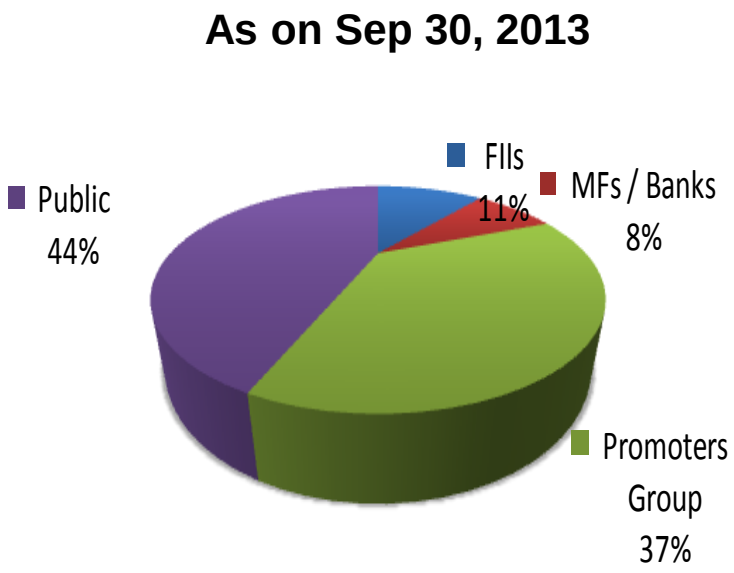
Business Segment



Description	INR Cr	%
Infrastructure	7,819	37%
Offshore	1,728	8%
Pipeline	2,065	10%
Power & Others	2,002	10%
Process	6,138	29%
Tankages	1,139	6%
Total	**20,891**	**100%**

* Order Backlog comprises of unexecuted orders as on Sep 30, 2013 plus new orders received after that date.

SHAREHOLDING PATTERN



Listing Date	January-06
Stock Split (FV ` 10/- to FV ` 2/-)	April-07
BSE Code	532693
NSE	PUNJLLOYD
ISIN	INE701B01021
Bloomberg Code	PUNJ:IN
Reuters Code	PUJL.BO

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