

Punj Lloyd

Investor Communication

Performance overview – Q4 & FY15

22 May, 2015

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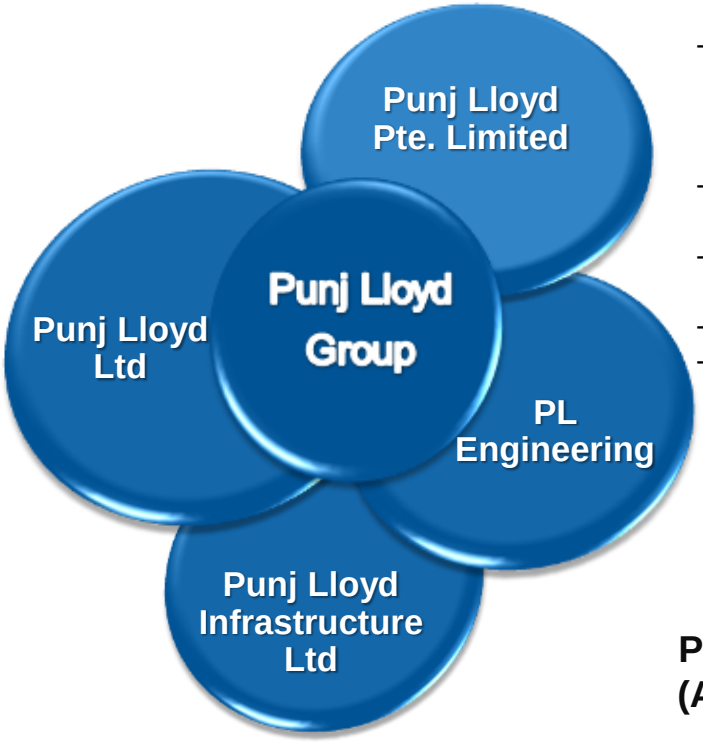
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Punj Lloyd – The Group

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

Q4 & FY15






Q4 – FINANCIAL OVERVIEW (STANDALONE)

INR Cr

	Q4 FY15	Q3 FY15	Q4 FY14
Revenue	1,249	1,264	2,024
Other Incomes	611	155	25
TOTAL INCOME	**1,860**	**1,419**	**2,048**
Cost of Sales	(1,065)	(1,320)	(1,763)
EBIDTA	**794**	**99**	**285**
EBIDTA %	**43%**	**7%**	**14%**
Finance cost	(189)	(243)	(219)
Depreciation	(71)	(74)	(65)
PBT	**534**	**(218)**	**0**
Tax	(266)	70	0
PAT	**269**	**(148)**	**0**

FY15 – FINANCIAL OVERVIEW

INR Cr

	Standalone		Consolidated	
	FY15	**FY14**	**FY15**	**FY14**
Revenue	4,882	8,229	7,090	10,855
Other Incomes	807	282	785	319
TOTAL INCOME	**5,689**	**8,511**	**7,875**	**11,174**
Cost of Sales	(5,128)	(7,483)	(7,624)	(10,536)
EBIDTA	**561**	**1,028**	**251**	**638**
EBIDTA %	**10%**	**12%**	**3%**	**6%**
Finance cost	(860)	(771)	(1,002)	(882)
Depreciation	(314)	(245)	(470)	(392)
PBT	**(613)**	**12**	**(1,221)**	**(636)**
Tax	106	(4)	67	(8)
PAT	**(507)**	**8**	**(1,154)**	**(644)**

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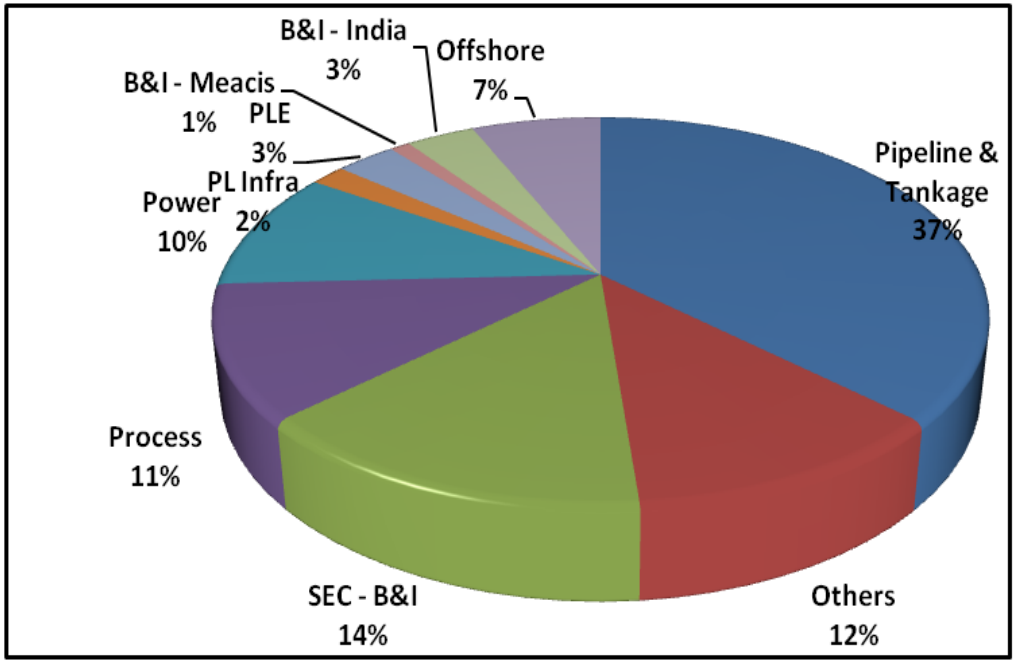
Borrowings – as on March 31, 2015 (Consolidated)

	INR Cr
E&C Activities (A)	6,258
Development Activities (B)	883
Gross Borrowing (C=A+B)	7,141
Less - Cash & Bank Balance (D)	640
Net Borrowing (E=C-D)	6,501

Segment Revenue (Consolidated) – FY15

INR Cr

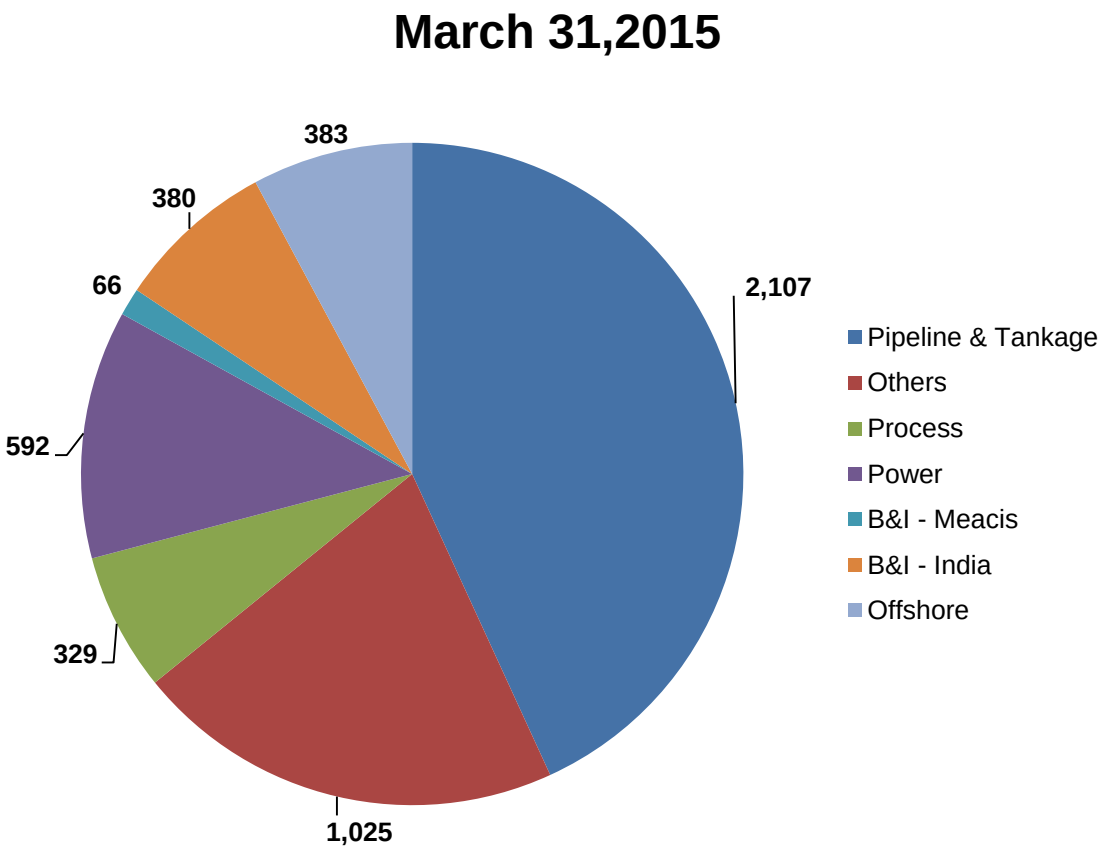
Revenue	March 31,2015
Pipeline & Tankage	2,617
Others	832
SEC - B&I	1,031
Process	784
Power	704
PL Infra	125
PLE	215
B&I - Meacis	72
B&I - India	246
Offshore	464
Total	**7,090**



Segment Revenue (Standalone) – FY15

INR Cr

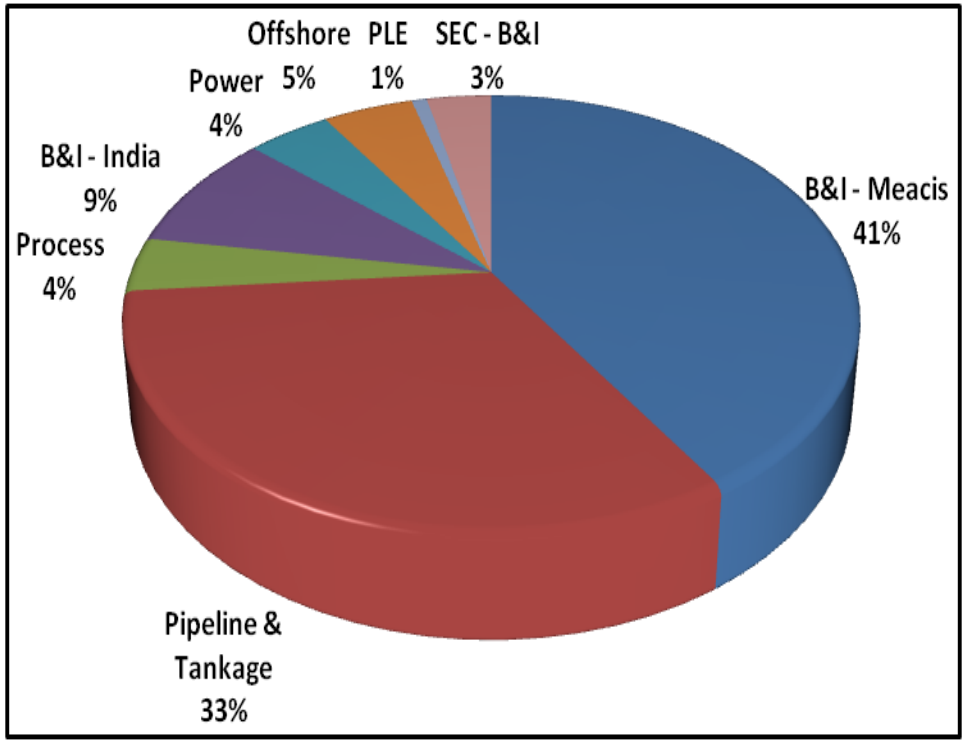
Revenue	March 31,2015
Pipeline & Tankage	2,107
Others	1,025
Process	329
Power	592
B&I - Meacis	66
B&I - India	380
Offshore	383
Total	**4,882**



ORDER BACKLOG (Consolidated) *

INR Cr

Order backlog	March 31,2015
B&I - Meacis	8,681
Pipeline & Tankage	6,891
Process	844
B&I - India	1,885
Power	936
Offshore	1,015
PLE	173
SEC - B&I	727
Total	**21,152**



* Order Backlog comprises of unexecuted orders as on Mar 31, 2015 plus new orders received after that date.

Recovery of Claims - Status

- Management's efforts and focus on settling claims has borne fruit this year with Punj Lloyd receiving an amount of Rs 745 crore in FY15. The funds have been useful in helping us tide over difficult liquidity situation

Monetization of Non-Core Assets

- Punj Lloyd sold the entire 17.74% stake in Medanta to Dunearn Investments (Mauritius) Pte Ltd, a wholly-owned subsidiary of Temasek in January 2015
- The Company is also looking to monetize some other non core assets

Key orders received*

INR Cr

New orders during the year	Amount
Rapid Tank Farm package 22, Malaysia	3,587
Expansion and revamping of Ahmadi Depot - LM , Kuwait	1,428
Asian Highway contract from the Ministry of Road Transport & Highways	666

* Since May 20, 2014, being the date of declaration of previous annual results

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.

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Thank You