



DATE : May 31, 2016

REF. : PIL/DVN/L- 98/2016-17

Security Code No.: 522205	Company Code- PRAJIND
BOMBAY STOCK EXCHANGE LIMITED	NATIONAL STOCK EXCHANGE OF INDIA LTD.
PHIROZE JEEJEEBHOY TOWERS, 25TH FLOOR, DALAL STREET, MUMBAI - 400 001 Fax: 022- 22723121/3719/2037/2039/2041/2061	EXCHANGE PLAZA, 5TH FLOOR, PLOT NO. C/1, G BLOCK, BANDRA-KURLA COMPLEX, BANDRA (EAST), MUMBAI - 400 051 Fax: 022 - 66418124/25/26, 2659 8237 / 38

Dear Sir,

Sub : Intimation of schedule of Analyst/ Institutional Investor Meetings under the Listing Regulations.

We wish to inform that pursuant to the Regulation 30(6) of the SEBI (Listing Obligations & Disclosure Requirements) Regulations, 2015, the Analyst or Institutional Investor meetings are arranged by the broker firm i.e. Batlivala & Karani for the Company on Wednesday, the 1st June, 2016 at Mumbai.

Note : *Date is subject to change. Changes may happen due to exigencies on the part of Investor/Company.*

Also, please find enclosed the Company Presentation which is also available on the website of the Company at URL: <http://praj.net/p-media/investor-presentation.pdf>

The aforesaid information is also being hosted on the website of the Company at the URL: <http://praj.net/notices.html>

Your are requested to kindly take the same on record.

Thanking you,

Yours faithfully,

For PRAJ INDUSTRIES LIMITED

DATTATRAYA NIMBOLKAR
CFO & COMPANY SECRETARY

Encl: As above.

Praj Industries Limited



Safe Harbor



Certain statements in this communication concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in our industry of operations including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, cost overruns on contracts, client concentration, our ability to manage our international operations, our ability to successfully complete and integrate potential acquisitions, liability for damages on our contracts, the success of the companies in which Praj Industries Ltd. has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India and unauthorized use of our intellectual property and general economic conditions affecting our industry. Praj Industries Ltd. may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

Contents



- Overview
- Strategy
- Resources
- Recent Happenings





**Riopaila Castilla, Colombia
Distillery plant**

Overview

Quick Facts



OVER
750
GLOBAL REFERENCES

3.2^{MN} MT
CO₂ reduction achieved
by Praj's plants

CONSISTENT
DIVIDEND PAYING
COMPANY FOR
20
YEARS

HUMAN CAPITAL
1200

CONSOLIDATED
REVENUE IN FY16
1016
CRORE

GLOBAL MARKET
SHARE IN ETHANOL
6%

5
MANUFACTURING
AND FABRICATION
FACILITIES

50%
>50% MARKET SHARE IN
EMERGING MARKETS
FOR ETHANOL PLANTS

HOLDS
16
PATENTS

25%
FY16 REVENUES FROM
EMERGING BUSINESSES

25%
BUSINESS FROM
REPEAT CUSTOMERS

Leveraging Technological Excellence



**-Alcohol/
Ethanol plants
-Brewery plants**



**Industrial
waste water
treatment**

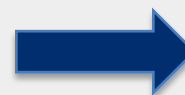


**High purity
applications
for pharma,
biotech,
cosmetics
industry**



**Critical Process
Equipment &
Systems**

Technology, Engineering & Projects



Integrated Solutions

A Process Solutions Specialist

- Continued leadership in ethanol & brewery space
- Emerges as a significant water company within 5 years
- Geared up for next-gen technologies
- Expanding new technology pipeline, 16 patents granted, 79 patents at various stages of approval
- Consistent dividend paying company
- Maintains zero debt status by & large



Tanduay Distillers, Philippines

Praj - A Process Solutions Specialist



**Technology
and
Process
Knowhow**

**Integration
and
Projects**

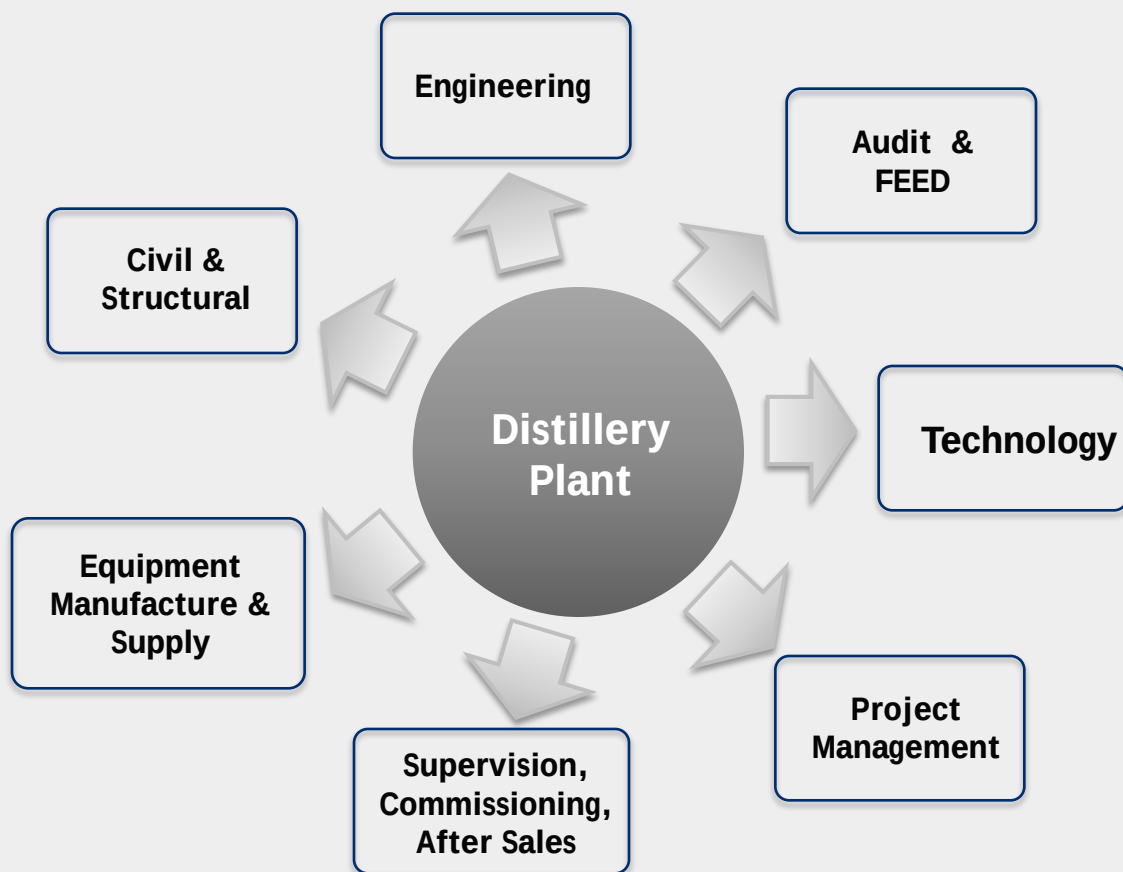
**Quick
Scale-Up
and
Commerciali-
zation**

**Driving solutions
through
Improvement
& Innovation**

**Engineering
and
Manufacturing**

**Focus on Bio-Process Engineering and Solutions in
Energy, Environment and Agri-processing**

Leadership in Ethanol/Alcohol



- Understanding of various feedstocks and grades of ethanol
- End to end solution
- Technology and EPC capabilities
- Own manufacturing

ECOVAP-FB
Flubex Evaporation

ECOFINE*
DISTILLATION SYSTEMS

ECOMOL
Fuel Ethanol Plants

ECOMET-XT
Biomethanation System

BIOCOMP
Composting System

HIFERM*
FERMENTATION SYSTEMS

Track Record in Brewery Segment



Over 65% market share in Indian brewery segment
References of top 5 global brewers
Unmatched Process Plants

Integrated Solutions - Water Business



Significant value creation
for customers

Quality of Water

Complex Effluent
Treatment

Water Stress

Technology

Physico
chemical

Biological

Filtration

Thermal

Integration of technologies under one roof

Integrated Solutions - HiPurity

Core process and
validation

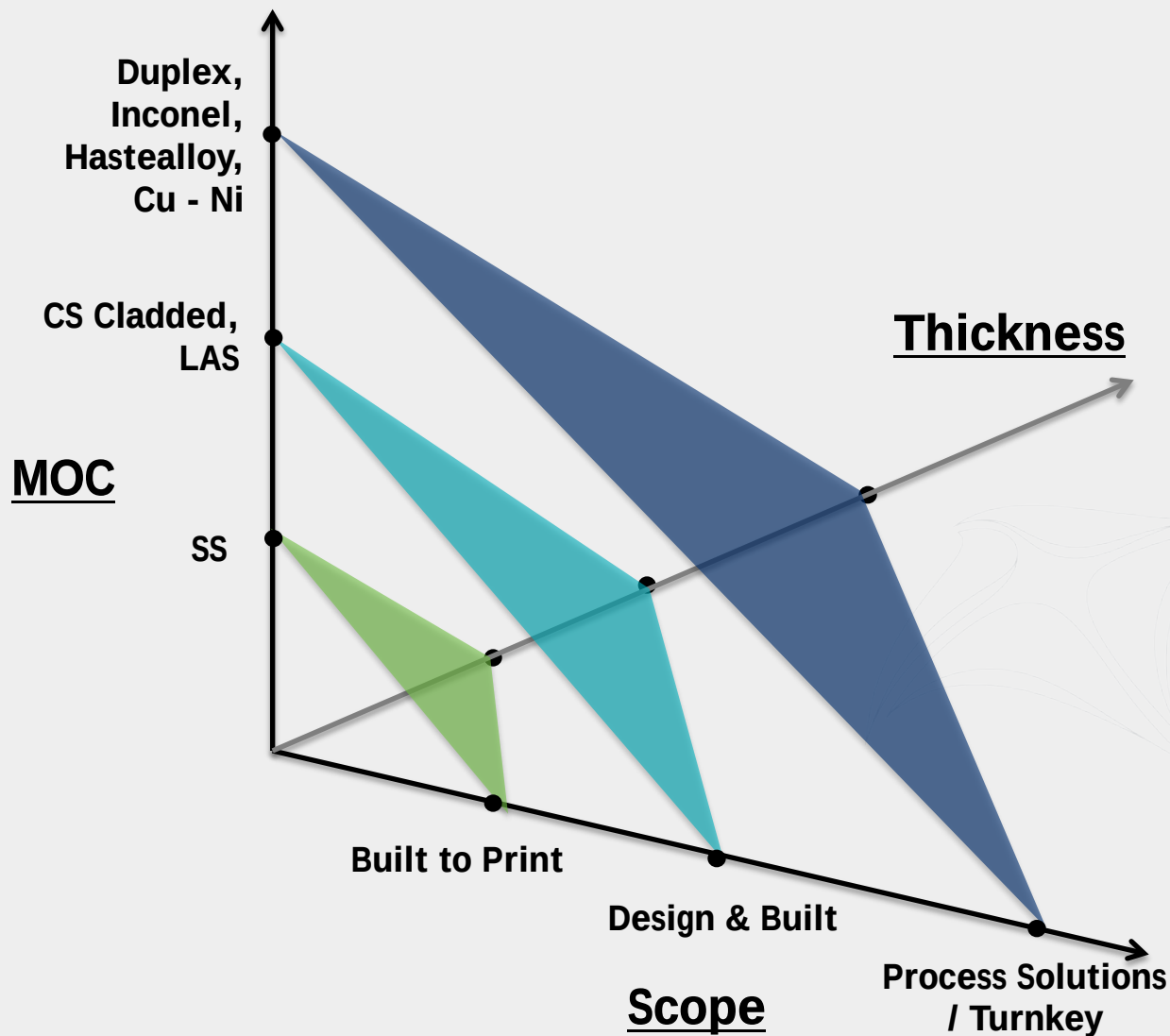
CIP/SIP

Process water
and steam

Effluent treatment

Enhancement in wallet share with entry in Process Systems
Breakthrough in several international markets

Reliability - CPES



Profitability improves with upgradation in offerings

Unit Process Solutions / Skids

Design Build

Built to Print





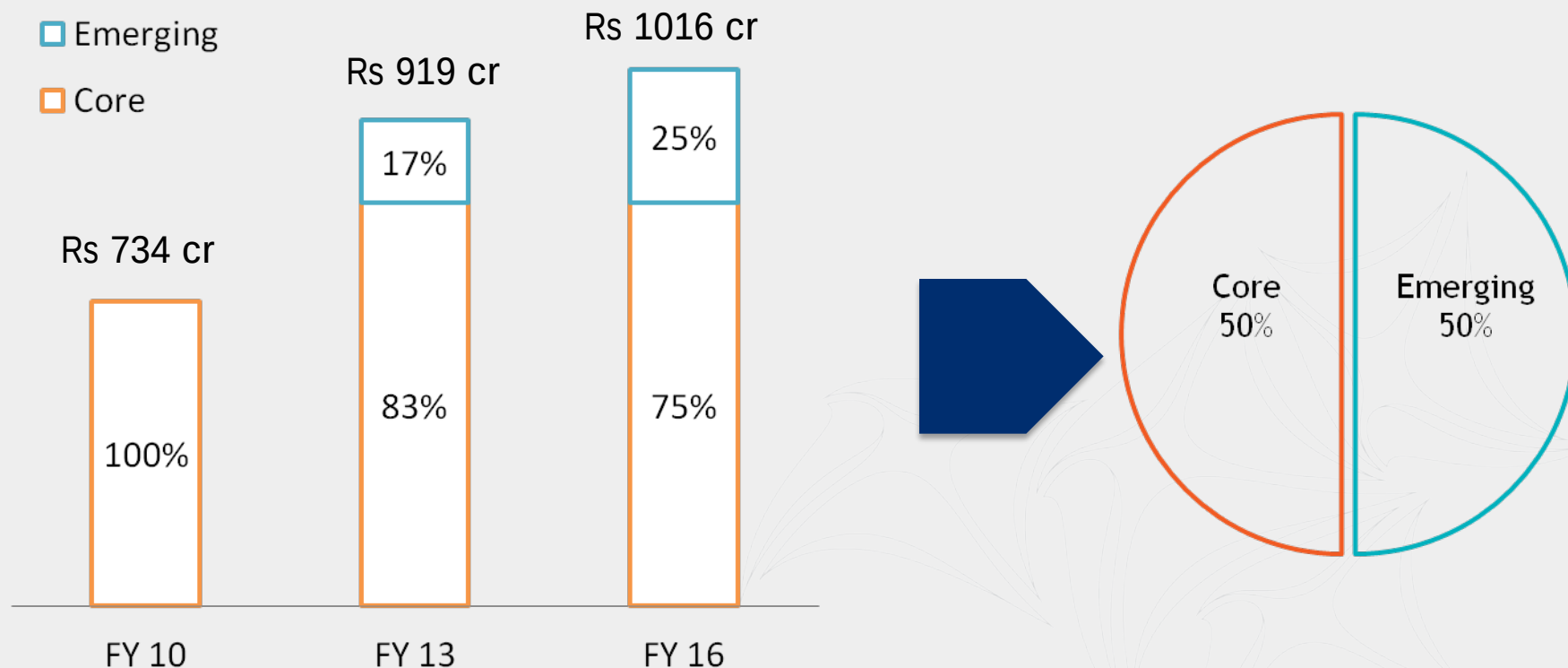
**SAB Miller, Namibia
Brewery Plant**

Strategy

Transformation Direction

Revenue Contribution by Businesses

FY 17/18



***FY 10 - including waste water treatment for core business**

Customer profile

Business models

Business mix

Execution cycles

Customer Profile



Ingenio Mayagüez

DANISCO

First you add knowledge...



Seagram's



Procter & Gamble



imagination at work
India



Core business



Business environment

- Renewable fuel blending mandate intensity
- Sustained growth of alcoholic beverages – spirits and beer
- Momentum in Indian ethanol blending program
- International opportunities in pockets – South East Asia, South America, Africa

- Dependence of fuel ethanol on government mandates
- Liquor ban imposed by some Indian states

Challenges

Market opportunity

- Addition of MSDH module for fuel ethanol production in Indian distilleries
- Energy saving, yield enhancing solutions in developed markets
- Greenfield opportunities in select international markets

- Modernization and retrofit opportunities from existing base of 750+ references within and outside India
- Greenfield opportunities continue to remain the mainstay
- Commercialization of 2nd gen cellulosic technology

Approach

Global ethanol market



North America

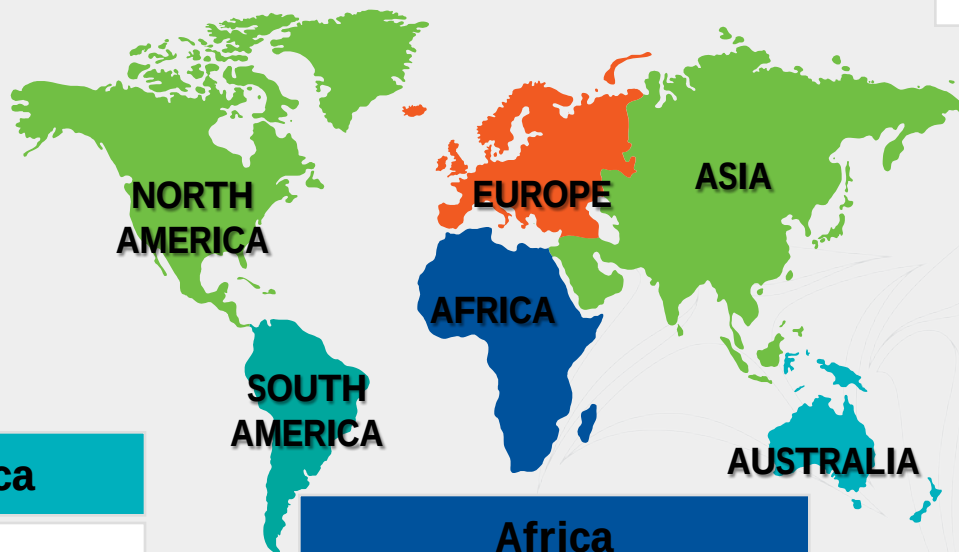
- Mandates driven by RFS
- US E10
- Mexico E2

Europe

- EU E3.3, plans E6 by 2020
- Eastern Europe – pharma grade ethanol opportunities

Asia

- Mixed market – fuel & non fuel ethanol
- Thailand E20 & E85
- Philippines E5
- China E10



South America

- Mandate driven
- Colombia E10
- Argentina E12
- Paraguay E27.5
- Peru E7.8
- Brazil E27.5

Africa

- Mixed market – fuel & non fuel ethanol
- Malawi E10, Ethiopia E5, Zimbabwe E15
- Countries of interest – Uganda, Kenya, Tanzania, Nigeria, Ghana, Ethiopia

Australia

Queensland state has passed a bill for E3

Emerging business



Business environment

- Indian pharma industry moving toward biosimilars
- Make in India and union budget 2016 create incentives promoting R&D initiatives
- Indian pharma companies acquiring assets overseas
- India to move to Bharat Stage VI by 2020

- Lagged implementation of Ganga action plan
- Moderation of oil prices

Challenges

Market opportunity

- Stringent US FDA , WHO norms
- Stricter waste water norms within and outside India
- Initiatives like Ganga action plan and smart cities in India
- ZLD norms for thermal power sector in India

- Increasing wallet share and Internationalization of PHS business
- Focus on industrial waste water treatment
- Skids as a differentiator for CPES business
- Pre-qualifications & registrations with global EPC companies

Approach



**Equipment for lethal service
CE marking**

Resources

Our Resources – Praj Matrix R&D Center



Focus areas

- Core & emerging businesses
- 2nd gen ethanol technology
- Bio-products

Employs 120+ qualified PhDs and technologists

“At the lab level, Praj Matrix ranks up with almost any facility in the world. What is unique is the Labs, Pilot and the Scale up facilities are all at one location.”

-Vinod Khosla, former Sun Micro Systems co-founder and Praj shareholder

Our Resources - Manufacturing

Pune

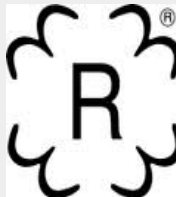
Domestic Unit
Fabrication
capacity
6000 MT/year

Kandla

SEZ Units 1&2
SEZ Unit 2 - high
thickness vessels
Fabrication
capacity
5000 MT/year

Wada

US FDA,
UK MHRA and WHO
compliant systems





Recent Events

Recent Events

Praj begins work on expansion of Argentine distillery

- Ingenio Tabacal – A Seaboard Corporation Company (Fortune 500), one of the largest sugar producers in the region
- Praj chosen over technology suppliers from Brazil, Europe because of lowest energy consumption, experience in the region, execution capability



Recent Events

Praj commissions first distillery based on EcoSmart technology in Europe

- Multi-product plant capable of producing beverage, fuel and pharma grade ethanol
- Upto 40% water & energy saving
- Robust engineering to withstand challenging climate condition



Recent Events

Wastewater team bags prestigious contract for a solar panel manufacturing facility

- Solution to treat highly acidic and alkaline wastewater
- Adds to the positive impact of solar power by treating the effluent generated in the manufacturing process of solar panels



Recent Events

Praj to upgrade and expand AB Inbev brewery at Hyderabad

- Production of the world famous Budweiser beer
- Original plant was supplied by Praj in 2007-08
- Project aimed at meeting the increased demand of AP due to the state division



Thank you