

Punj Lloyd

Investor Communication

Performance overview – Q3 & 9M FY15

13 February, 2015

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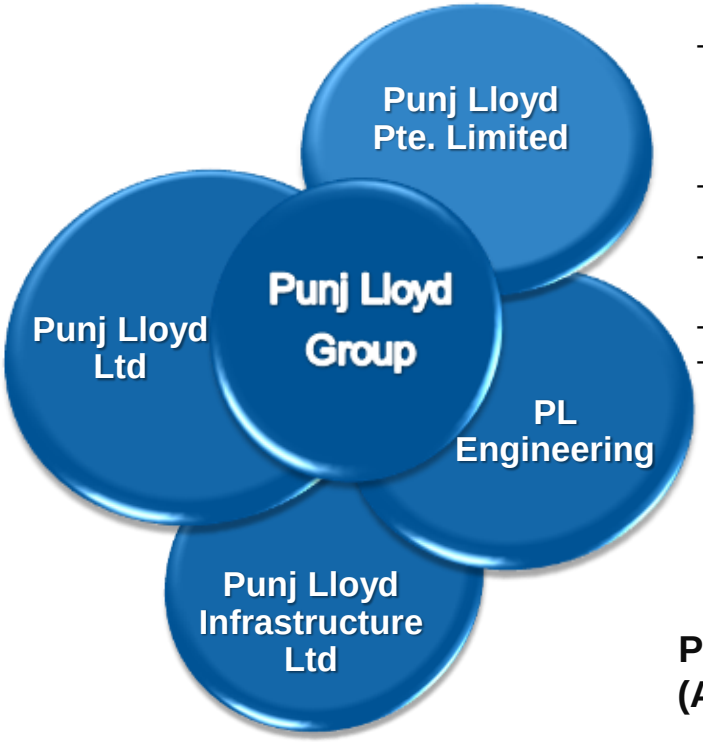
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Punj Lloyd – The Group

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






- **Speaking on the occasion, Atul Punj, Chairman – Punj Lloyd Group said,** *"The total order booking till date in FY15 has surpassed the value of orders booked during the two year period 2012-2014, auguring the prospects for improved financial performance in the coming time. This is also symbolic of the trust that our clients continue to have on us. Internally, our focus continues on cost reduction and claim realisation. Our first significant accomplishment in the planned debt reduction through monetisation of our non-core assets has been achieved with the sale of our shareholding in Global Health Private Limited. A few more initiatives, currently underway, would set the operation to demonstrate a positive all round growth justifying the trust reposed by the stakeholders.*

- "*The spate of initiatives taken by the new Government have raised industry sentiments and I am confident that with the effective implementation of new orders and the increased opportunities for EPC players, business prospects are bright. Our dedicated, cutting edge defence manufacturing facility will also see traction with the impetus given to the 'Make in India' programme*," **he further added**.



Punj Lloyd

Financial Results
&
Operating Highlights

Q3 & 9M FY15






Q3 & 9M FY15 – FINANCIAL OVERVIEW (STANDALONE)

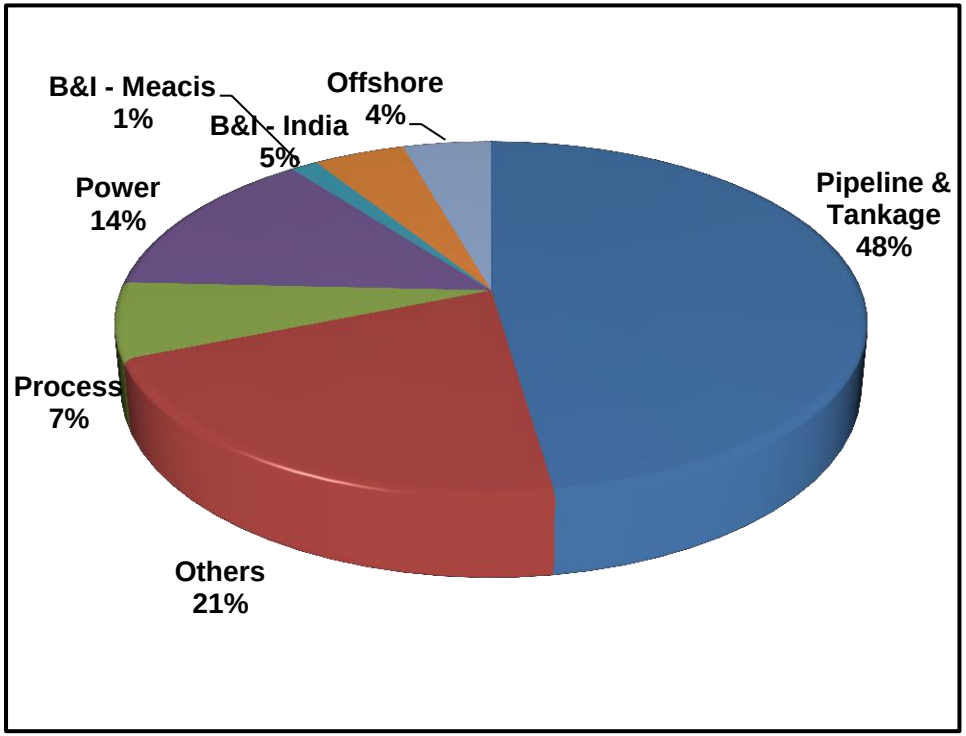
INR Cr

	Q3 FY15	Q2 FY15	Q3 FY14	9M FY15	9M FY14
Revenue	1,264	1,262	2,020	3,633	6,205
Other Incomes	155	29	18	196	257
TOTAL INCOME	**1,419**	**1,291**	**2,038**	**3,829**	**6,463**
Cost of Sales	(1,320)	(1,380)	(1,786)	(4,063)	(5,720)
EBIDTA	**99**	**(89)**	**253**	**(233)**	**743**
EBIDTA %	**7%**	**-7%**	**12%**	**-6%**	**11%**
Finance cost	(243)	(213)	(184)	(671)	(552)
Depreciation	(74)	(89)	(67)	(242)	(179)
PBT	**(218)**	**(391)**	**2**	**(1,147)**	**12**
Tax	70	127	(1)	372	(4)
PAT	**(148)**	**(264)**	**1**	**(775)**	**8**

BUSINESS VERTICAL WISE REVENUE BREAKUP – 9M FY15

INR Cr

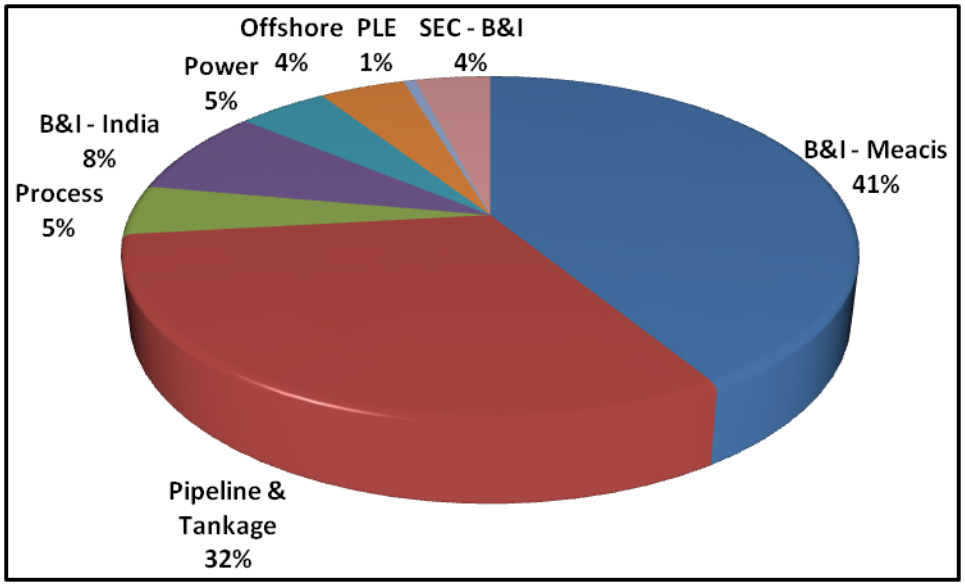
Revenue	Amount	%
Pipeline & Tankage	1,732	48%
Others	773	21%
Process	248	7%
Power	501	14%
B&I - Meacis	50	1%
B&I - India	168	5%
Offshore	162	4%
Total	**3,633**	**100%**



ORDER BACKLOG (Consolidated) *

INR Cr

Order backlog	Amount	%
B&I - Meacis	9,552	41%
Pipeline & Tankage	7,413	32%
Process	1,079	5%
B&I - India	1,897	8%
Power	1,108	5%
Offshore	1,051	5%
PLE	153	1%
SEC - B&I	928	4%
Total	**23,181**	**100%**



* Order Backlog comprises of unexecuted orders as on Dec 31, 2014 plus new order received after that date.

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