

Punj Lloyd

Investor Communication

Performance overview – Q2 & H1 FY16

November 9, 2015

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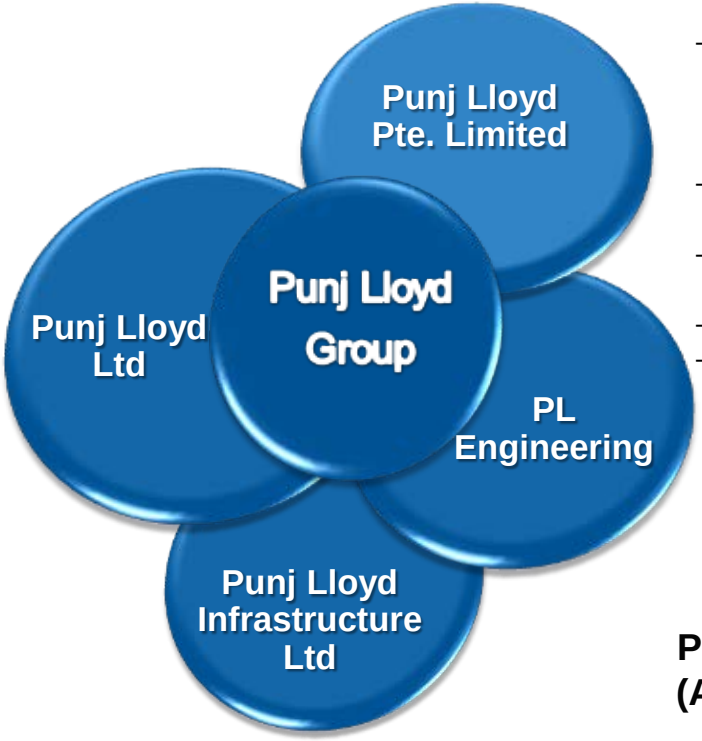
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Punj Lloyd – The Group

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 financial performance, Atul Punj, Chairman, Punj Lloyd, *said, "This quarter has seen the Company book Oil & Gas orders in Refineries and Tankage. With a presence in IOCL's Haldia and Paradip refineries and in Ennore, Punj Lloyd is well placed to execute these new repeat orders with good margins.*

Moreover the Company's decision to enter the T&D segment in Power has been a prudent one with the Company winning multiple rural electrification orders in the state of Odisha."



Punj Lloyd

Financial Results
&
Operating Highlights

Q2 & H1 FY16






Q2 & H1 – FINANCIAL OVERVIEW (STANDALONE)

INR Cr

	Q2FY16	Q1 FY16	Q2 FY15	H1 FY16
Revenue	1004	653	1262	1657
Other Incomes	68	32	24	100
TOTAL INCOME	**1071**	**685**	**1286**	**1757**
Cost of Sales	(1066)	(984)	(1375)	(2050)
EBIDTA	**5**	**(298)**	**(89)**	**(293)**
EBIDTA %	**0%**	**-44%**	**-7%**	**-17%**
Finance cost	(209)	(232)	(213)	(442)
Depreciation	(75)	(67)	(89)	(142)
PBT	**(279)**	**(598)**	**(391)**	**(877)**
Tax	(4)	-	127	(4)
PAT	**(283)**	**(598)**	**(264)**	**(881)**

SUMMARY OF BALANCE SHEET (Standalone)

INR Cr

	Sep-15	Mar-15
EQUITY AND LIABILITIES		
Shareholders' funds	**2,346**	**3,204**
Share capital	66	66
Reserves and surplus	2,280	3,138
Loans, Liabilities & Provisions	**10,208**	**9,758**
Borrowings	5,719	5,206
Deferred tax liability (net)	-	-
Payables and Others	4,489	4,552
	12,554	**12,962**
ASSETS		
Fixed assets	958	1,112
Investments	1,130	1,181
Deferred tax assets (net)	-	-
Loans and Advances	2,016	1,973
Other Assets	50	122
Inventories	6,219	6,059
Trade receivables	1,644	2,268
Cash and cash equivalents	537	247
	12,554	**12,962**

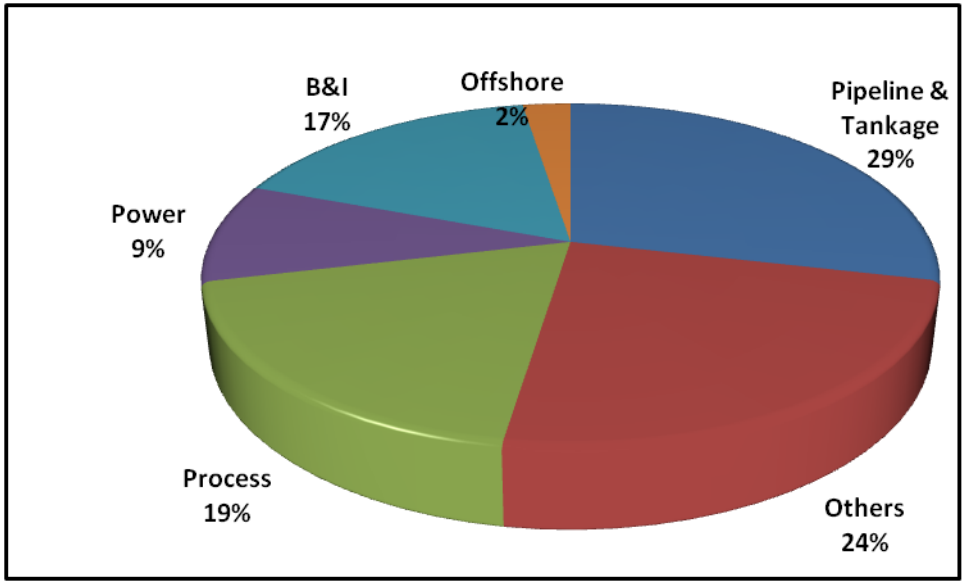
Borrowings (Consolidated) – as on Sept 30, 2015

	INR Cr
E&C Activities (A)	6,608
Development Activities (B)	865
Gross Borrowing (C=A+B)	7,473
Less - Cash & Bank Balance (D)	779
Net Borrowing (E=C-D)	6.694

Segment Revenue (Standalone) – H1 FY16

INR Cr

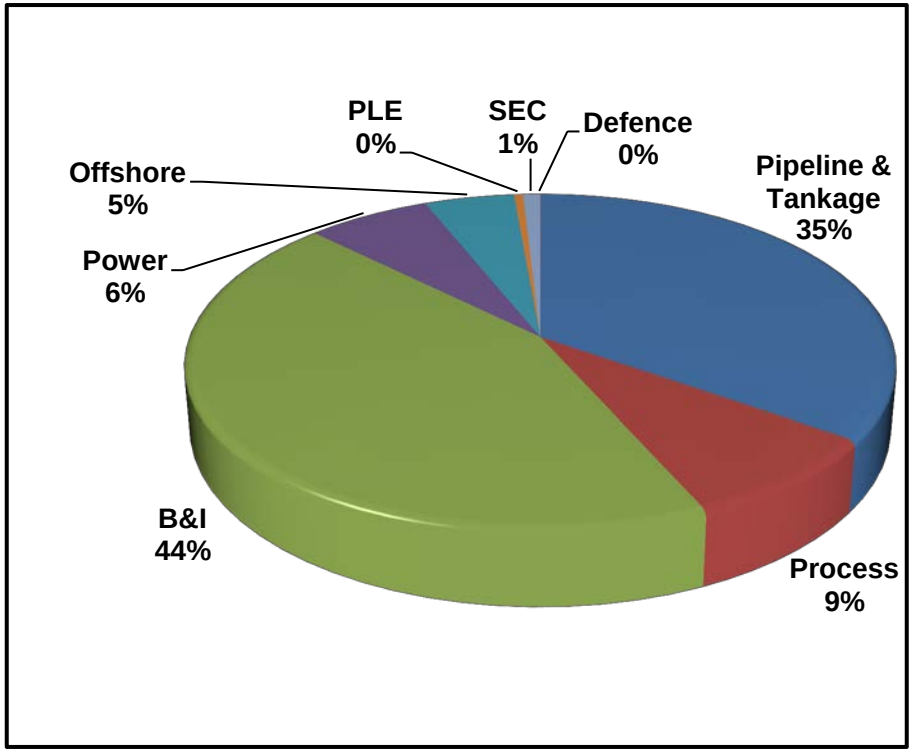
Order backlog	Sep-15
Pipeline & Tankage	473
Process	312
B&I	278
Power	155
Offshore	42
PLE	396
Total	**1,657**



ORDER BACKLOG (Consolidated) *

INR Cr

Revenue	Amount
Pipeline & Tankage	6,871
Process	1,698
B&I	8,719
Power	1,299
Offshore	941
PLE	94
SEC	171
Defence	9
Total	**19,802**



* Order Backlog comprises of unexecuted orders as on September 30, 2015 plus new order received after that date.

Key orders received*

₹ Cr

New orders during the Period	Amount
Gorakhpur –Gopalganj Section of NH-28 in Bihar	539
Ennore Tankage Project-Mitsubishi Heavy Industries Ltd of Japan	477
Turnkey basis for EPCC-2 Package of Aishwarya Project	1,094
Residual Basic Engineering including HAZOP study, detailed EPC Paradip Refinery Project	367
BHEL-Raw Water Reservoir Roads and Drains work, in Telengana state	127
Rural Electrification (Package PR 654) Puri, Orissa	203
Rural Electrification of Jajpur - Khurda District, Orissa	183
Rural Electrification of Ganjam District, Orissa	179
Total	**3,169**

Key Highlights

- Mr. Atul Punj, Chairman Punj Lloyd has been elected as the President of IPLOCA, International Pipe Line & Offshore Contractors Association

* Since May 22, 2015, 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