



Investor Communication

Performance overview: Q1 FY19

August 14, 2018

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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

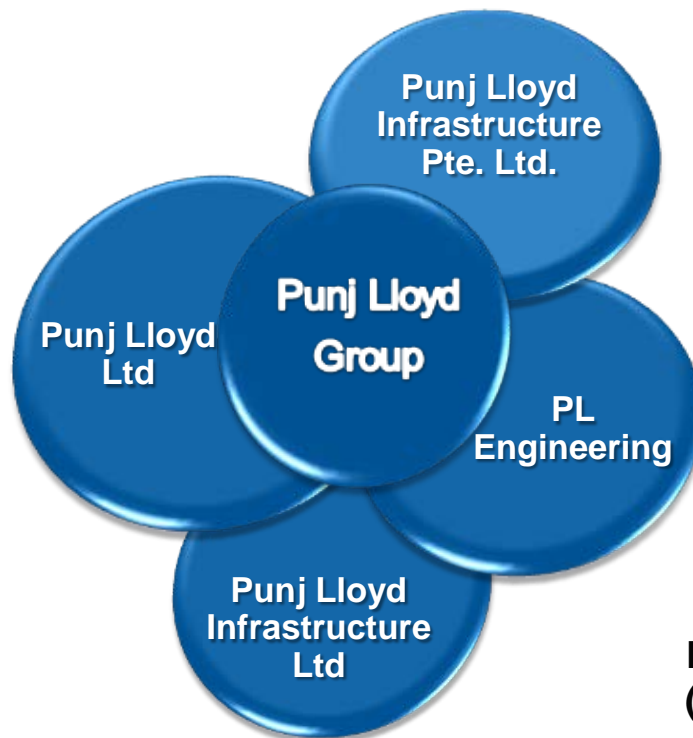
- Land Systems, Aviation and Defence Electronics

• Onshore Drilling

• Polymers, Petrochemicals & Chemicals

Punj Lloyd Infrastructure Pte Limited

- 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
*Punj Lloyd Oil & Gas Sdn Bhd
*Punj Lloyd Sdn Bhd



Punj Lloyd Infrastructure Ltd (A Project Development Company)

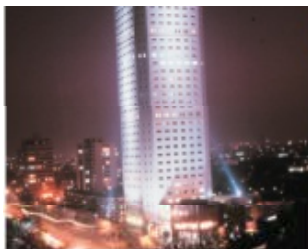
- Transportation, Energy & Urban Infrastructure
- Focused on Public Private Partnership

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
Defence	Land systems, Aviation, Electronics



Financial Restructuring

The Company, as part of its financial restructuring to pare debt and strengthen balance sheet to better equipped for bidding new projects, has submitted a debt restructuring proposal with its lenders. The proposal is under advance active consideration by the lenders as per the prevalent RBI guidelines.

Subsequent to period ended June 30, 2018, the Company has obtained mandatory approvals from the shareholders of the Company for the same. Lenders' Senior Executive Meet was also held to review the proposal.

The management is confident of getting the balance required approvals for a favourable restructuring within the stipulated timeframe.



Financial Results & Operating Highlights

Q1FY19



Q1FY19: Financial Overview

Amount in INR Crores

	Q1 FY19	Q4 FY18	Q1 FY18
Revenue	1,029	1,060	977
Other incomes	94	73	115
Total income	1,123	1,133	1,092
Cost of sales	(1,080)	(1,074)	1,042
EBITDA	43	59	50
EBITDA %	4%	5%	5%
Finance cost	(233)	(282)	(217)
Depreciation	(26)	(32)	(28)
Loss before tax	(216)	(255)	(194)
Tax	-	1,199	-
Loss after tax	(216)	944	(194)
Other comprehensive income	(55)	(85)	1
Total comprehensive income	(271)	859	(193)

Borrowings (Consolidated) - as at June 30, 2018

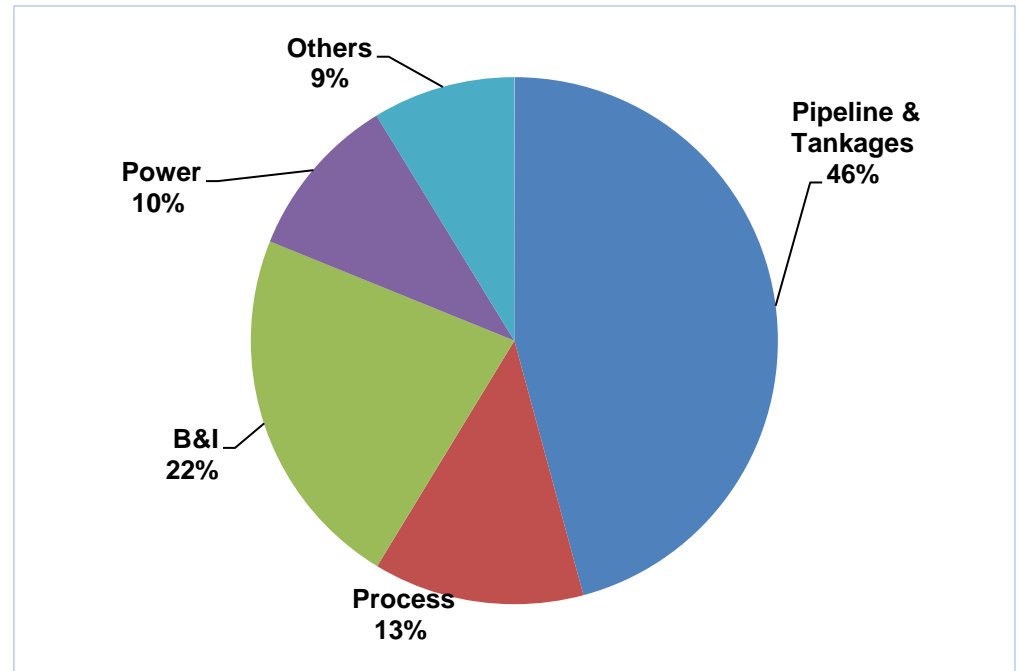
Amount in INR Crores

E&C Activities (A)	7,405
Development Activities (B)	529
Gross Borrowing (C=A+B)	7,934
Less: Cash & Bank Balance (D)	584
Net Borrowing (E=C-D)	7,350

Segment Revenue – Q1FY19

Amount in INR Crores

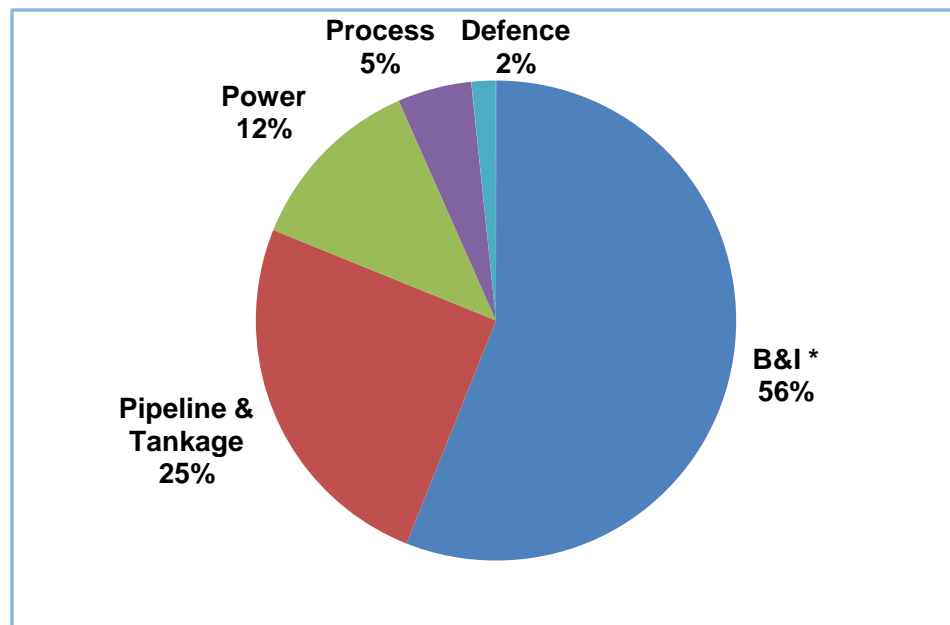
Segment	Q1FY19
Pipeline & Tankages	471
Process	133
B&I	231
Power	104
Others	90
Total	1,029



Order Backlog (Consolidated)

Amount in INR Crores

Segment	Amount
Pipeline & Tankages	2,041
Process	406
B&I*	4,564
Power	996
Defence	134
Total	8,141



Order Backlog comprises of unexecuted orders as on June 30, 2018 plus new orders received after that date

* After excluding orders in Libya of INR 6,845 Crores which are not seeing traction

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.punjllloydgroup.com.

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Thank You