



Investor Communication

Performance overview – Q1FY14

Aug 02, 2013

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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

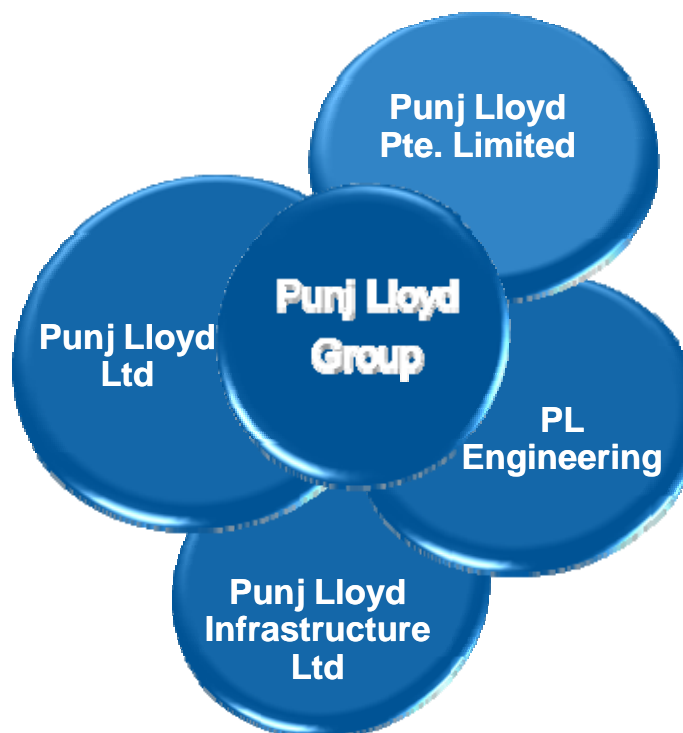
- Land Systems, Aviation and Defence Electronics

• 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



OPERATION AND PERFORMANCE OVERVIEW

- Efficient resource optimisation, strong project management and execution enable PLL to deliver encouraging operational performance.
- On ground mobilisation of workforce continues in Libya for 4 civil projects.
- ONGC Heera Project settlement process has reached final stage.
- Order backlog is INR 20,868 Cr as on June 30, 2013



Financial Results & Operating Highlights

Q1 FY14



Q1 FY14 – FINANCIAL OVERVIEW

(INR Cr)

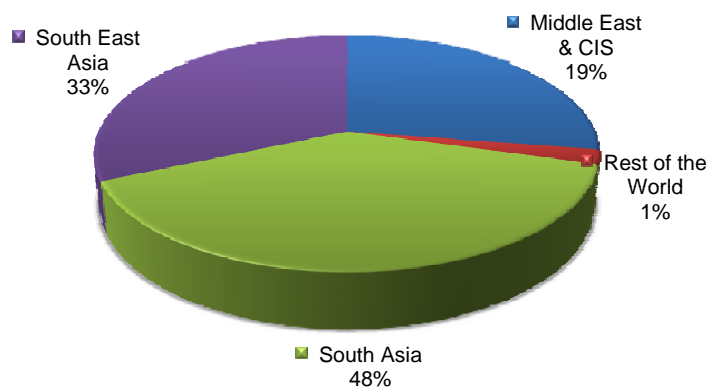
Description	Standalone		Consolidated	
	for the period		for the period	
	Q1 FY14	Q1 FY13	Q1 FY14	Q1 FY13
Net Sales / Income from Operations	2,261	1,845	3,000	2,707
Other Income	8	37	32	73
Total Revenue	2,269	1,882	3,032	2,780
Total Expenditure (Excl. Interest Exp. & Depreciation)	(2,028)	(1,662)	(2,739)	(2,482)
EBITDA	241	220	293	298
Finance Cost	(179)	(156)	(196)	(188)
Depreciation	(55)	(57)	(87)	(94)
PBT	7	7	10	16
Share of Associates & Minority Interest	-	-	48	1
Tax	(2)	(2)	(18)	(30)
Profit for The Period	5	5	40	(13)
Ratios				
EBIDTA as % of Total Revenue	11%	12%	10%	11%
EPS (INR)	0.15	0.16	1.22	(0.40)

Borrowings – as on Jun 30, 2013 (CONSOLIDATED)

	INR Cr
Term Loans (A)	1,770
Working Capital Loans (B)	4,209
E&C Activities (C =A+B)	5,979
Development Activities (D)	536
Gross Borrowing (E=C+D)	6,515
Less - Cash & Bank Balance (F)	(624)
Net Borrowing (E-F)	5,891
Debt Equity Ratio	0.6
Current Ratio	1.8

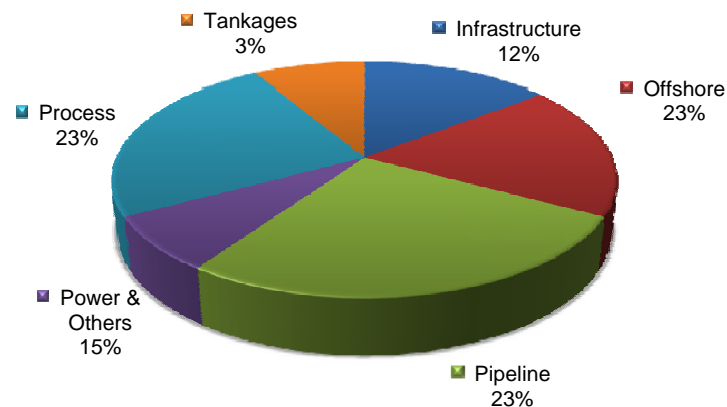
REVENUE ANALYSIS – Q1FY14 (CONSOLIDATED)

Geographical Segment



Description	INR Cr.	%
Middle East & CIS	559	19%
Rest of the World	30	1%
South Asia	1,435	48%
South East Asia	976	33%
Total	3,000	100%

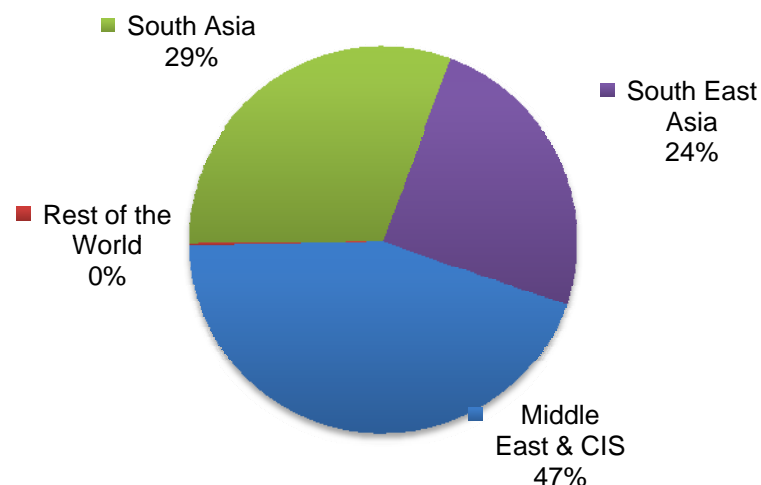
Business Segment



Description	INR Cr.	%
Infrastructure	369	12%
Offshore	698	23%
Pipeline	702	23%
Power & Others	464	15%
Process	691	23%
Tankages	76	3%
Total	3,000	100%

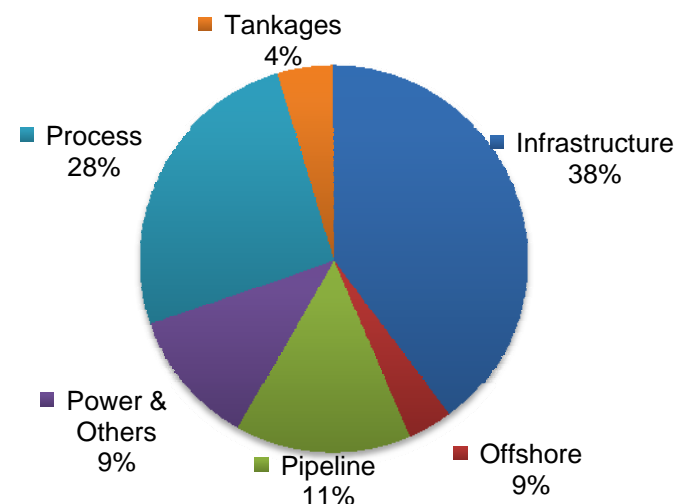
ORDER BACKLOG (Consolidated)*

Geographical Segment



Description	INR Cr.	%
Middle East & CIS	9,855	47%
Rest of the World	32	0%
South Asia	6,011	29%
South East Asia	4,970	24%
Total	20,868	100%

Business Segment

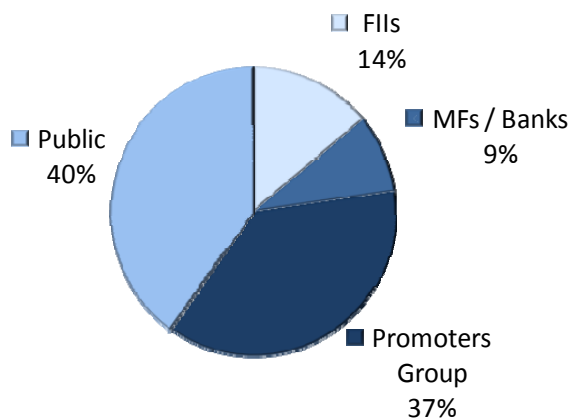


Description	INR Cr.	%
Infrastructure	8,010	38%
Offshore	1,851	9%
Pipeline	2,369	11%
Power & Others	1,959	9%
Process	5,785	28%
Tankages	894	4%
Total	20,868	100%

* Order Backlog comprises of unexecuted orders as on Jun 30, 2013 plus new orders received after that date.

SHAREHOLDING PATTERN

As on Jun 30, 2013



Listing Date	January-06
Stock Split (FV ` 10/- to FV ` 2/-)	April-07
BSE Code	532693
NSE	PUNJLLOYD
ISIN	INE701B01021
Bloomberg Code	PUNJ:IN
Reuters Code	PUJL.BO

About us

Punj Lloyd 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