



Investor Communication

Performance overview: Q1 FY18

10th August, 2017

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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

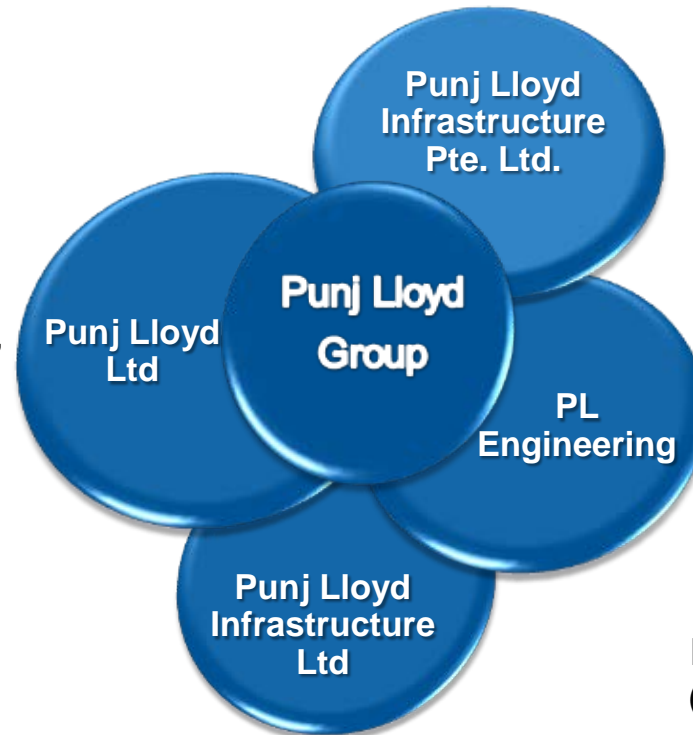
- Land Systems, Aviation and Defence Electronics

• 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 (contributing around 85% to total net sales)
- Punj Lloyd Oil & Gas Sdn Bhd



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
Defence	Land systems, Aviation, Electronics



Key Developments

- Punj Lloyd achieved financial closure and received final acceptance from Petronas
 - The contract was worth USD 822 million for the construction of the 512 km, 36 inch dia pipeline was awarded to Punj Lloyd by Petronas for transporting gas from the Sabah Oil and Gas Terminal to the Petronas LNG Complex at Bintulu, Sarawak
- Punj Lloyd constructed for Qatar Solar Technologies a 8,000 metric tonnes per annum (MTPA) manufacturing facility for polysilicon. Qatar's first polysilicon plant.
- The Singapore High Court in its hearing dated June 27, 2016 had placed Punj Lloyd Pte. Ltd. (PLPL) and Sembawang Engineers and Constructions Pte. Ltd (SEC), subsidiaries of Company in Singapore under Judicial Management
 - The Judicial manager did not accept the rehabilitation proposals submitted in respect of PLPL and SEC
 - As per the hearing dated August 7, 2017 the High Court has ordered PLPL and SEC to be wound up
 - Punj Lloyd is considering the option to purchase some of the assets/investments of the above subsidiaries

New orders

- The company has won an EPC railway contract worth Rs. 478 crores for 108.75 km of doubling work between Phulera – Degana in Rajasthan.

Defence Business Overview

- Punj Lloyd and Israel Weapons Industries (IWI) has set-up India's first small arms manufacturing plant at Malanpur in Madhya Pradesh to manufacture (Tavor) Carbine, (X95) Assault Rifle, (Galil) Sniper Rifle and (Negev) Light Machine Gun
- Tie-up with IWI will give us the required technology in manufacturing a world class reliable product with high accuracy and efficiency
- PLL is well placed to meet the requirements of the Indian Army which plans to phase out the currently used INSAS rifles.



Financial Results & Operating Highlights

Q1 FY18



Q1 FY18: FINANCIAL OVERVIEW

Amount in INR Crores

	Q1 FY18	Q4 FY17	Q1 FY17
Revenue	977	890	887
Other Incomes	115	137	123
Total Income	1,092	1,027	1,010
Cost of Sales	(1,042)	(999)	(974)
EBITDA	50	28	36
EBITDA %	5%	3%	4%
Finance cost	(217)	(225)	(216)
Depreciation	(28)	(33)	(31)
Loss Before Tax	(194)	(230)	(211)
Tax	-	49	-
Loss After Tax	(194)	(181)	(211)
Other Comprehensive income	1	(155)	3
Total Comprehensive Income	(193)	(337)	(208)

Borrowings (Consolidated) - as at Jun 30, 2017

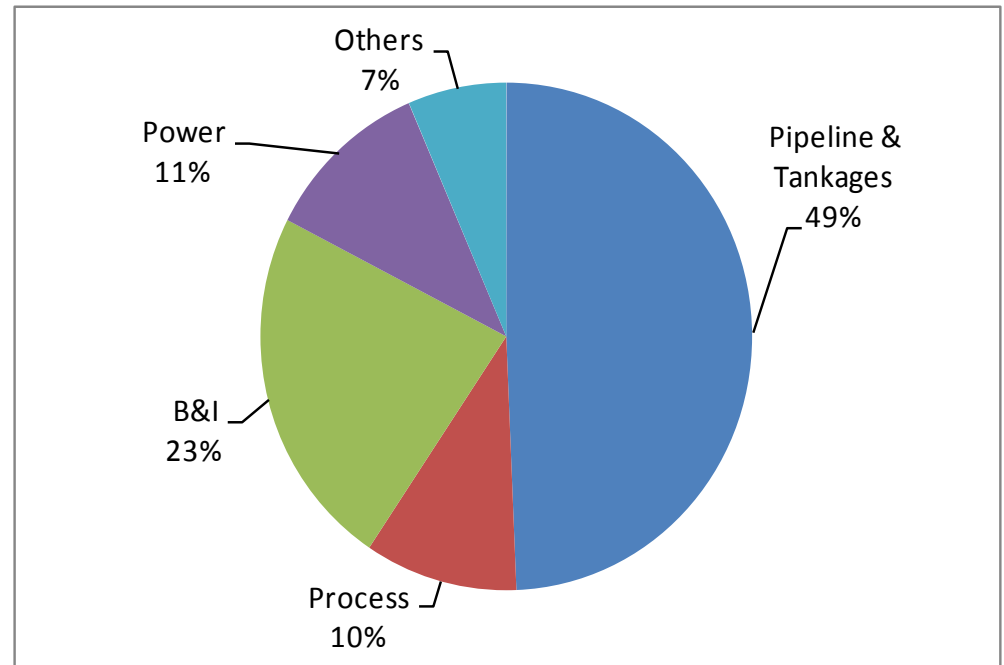
Amount in INR Crores

E&C Activities (A)	6,959
Development Activities (B)	675
Gross Borrowing (C=A+B)	7,634
Less: Cash & Bank Balance (D)	828
Net Borrowing (E=C-D)	6,806

Segment Revenue – Q1FY18

Amount in INR Crores

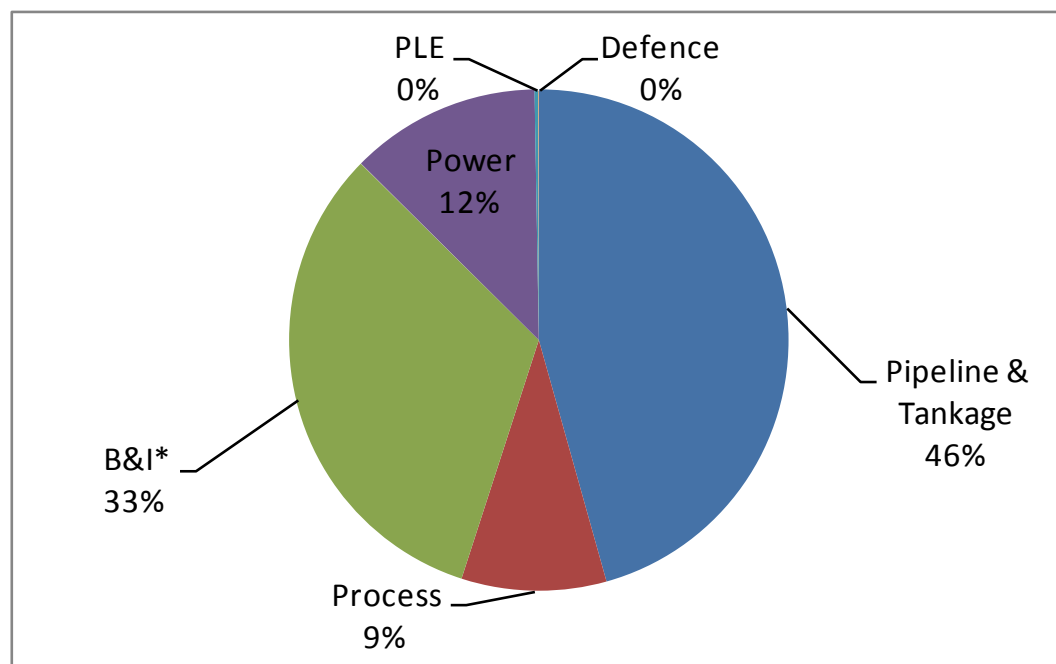
Segment	Q1FY18
Pipeline & Tankages	622
Process	98
B&I	227
Power	107
Others	89
Total	977



ORDER BACKLOG (Consolidated)

Amount in INR Crores

Segment	Amount
Pipeline & Tankage	4,951
Process	1,012
B&I*	3,520
Power	1,332
PLE	26
Defence	4
Total #	10,845



- # Order Backlog comprises of unexecuted orders as on June 30, 2017 plus new orders received after that date
- * After excluding orders of Rs. 6,845 crores in Libya 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