



# Investor Communication

## Performance overview – Q2 & H1FY15

14 November, 2014

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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**

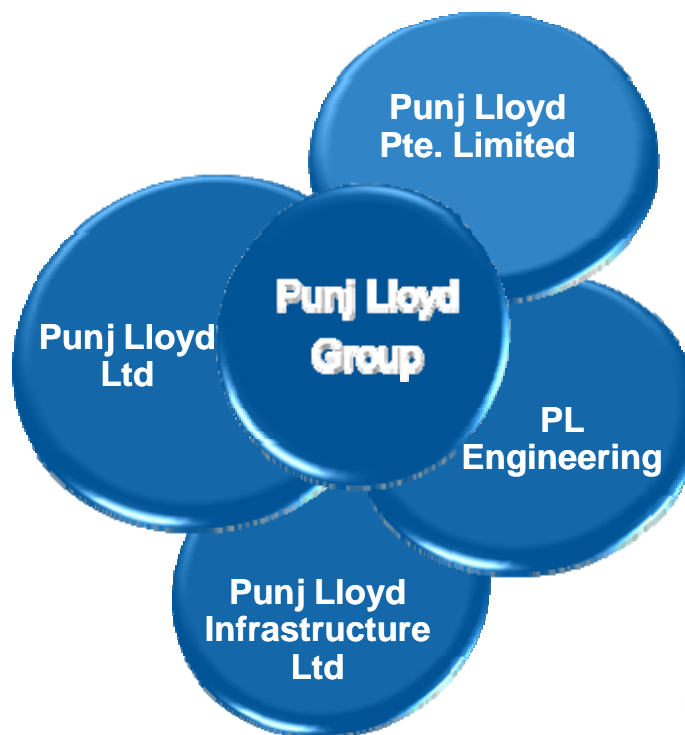
- Land Systems, Aviation and Defence Electronics

- **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

<b>Oil &amp; Gas</b>	Onshore & Offshore Pipelines, Onshore & Offshore field Development, Gas Processing, Tankage and Terminals
<b>Process</b>	Refineries, Polymers & Petrochemicals, Chemicals
<b>Power</b>	Thermal, Nuclear
<b>Utilities</b>	Water & Sewage Treatment Facilities, Reservoirs, Centralized Utilized
<b>Infrastructure</b>	Subway & Metro Systems, Airports, Highways & Expressways, Bridges, Flyovers & Interchanges, Tunnels & Caverns, Seaports & Terminals
<b>Buildings</b>	Hospitality & Leisure, Commercial, Industrial, Institutional & Residential Complexes, Healthcare, Townships & Industrial Parks
<b>Asset Management</b>	Asset Preservation & Maintenance



**Speaking on the financial performance, Atul Punj, Chairman, Punj Lloyd, said** *“While the performance reflects the impact of the insufficient order wins in the previous two financial years, there is a positive improvement compared to the previous quarter. This will further improve with the order wins in the current year till date and the expected order inflows in the near future.*

*Furthermore, with the new policies in place and DIPP clearance of the new defence licenses for Punj Lloyd, we are confident that our business shall leverage the growing opportunities in the Indian defence arena.*





# Financial Results & Operating Highlights

## Q2 & H1 FY15



## Q2 & H1 FY15 – FINANCIAL OVERVIEW (STANDALONE)

INR Cr

	Q2 FY15	Q1 FY15	Q2 FY14	H1 FY15
Revenue	1,262	1,107	1,961	2,369
Other Incomes	29	12	270	41
<b>TOTAL INCOME</b>	<b>1,291</b>	<b>1,119</b>	<b>2,192</b>	<b>2,410</b>
Cost of Sales	(1,380)	(1,363)	(1,982)	(2,743)
<b>EBIDTA</b>	<b>(89)</b>	<b>(244)</b>	<b>249</b>	<b>(333)</b>
<b>EBIDTA %</b>	<b>-7%</b>	<b>-22%</b>	<b>11%</b>	<b>-14%</b>
Finance cost	(213)	(215)	(189)	(428)
Depreciation	(89)	(80)	(58)	(168)
<b>PBT</b>	<b>(391)</b>	<b>(539)</b>	<b>2</b>	<b>(929)</b>
<b>Tax</b>	<b>127</b>	<b>175</b>	<b>(1)</b>	<b>302</b>
<b>PAT</b>	<b>(264)</b>	<b>(364)</b>	<b>2</b>	<b>(627)</b>

## BALANCE SHEET – FINANCIAL OVERVIEW (STANDALONE)

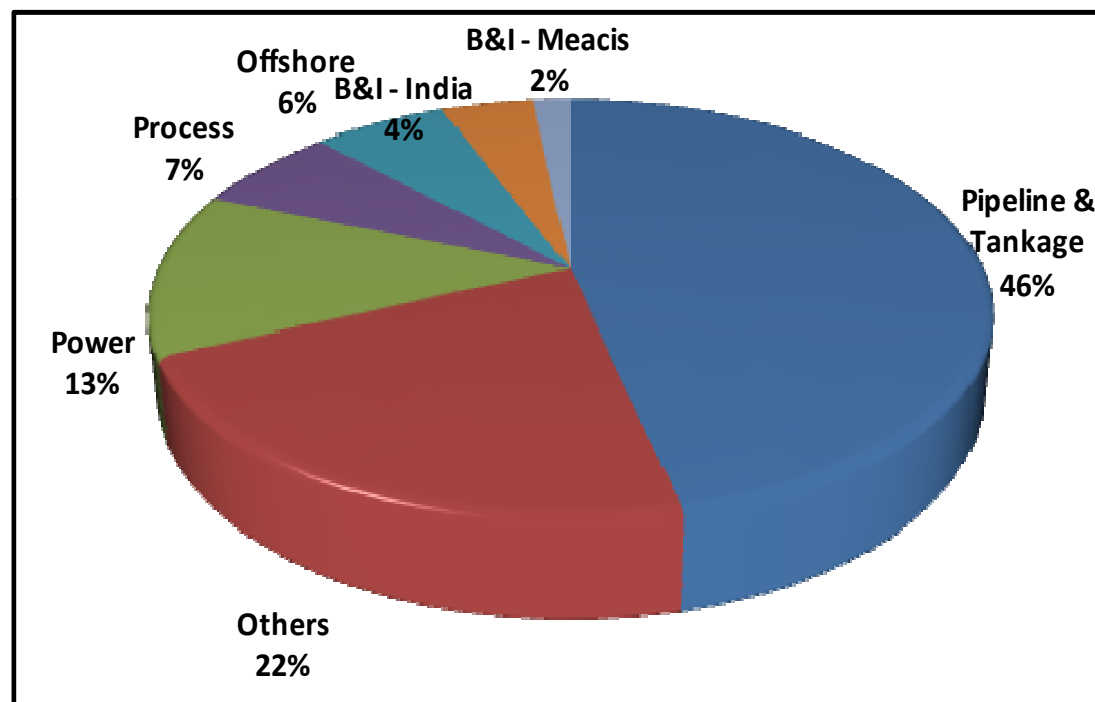
INR Cr

	Sep-14	Mar-14
<b>EQUITY AND LIABILITIES</b>		
<b>Shareholders' funds</b>	<b>3,090</b>	<b>3,750</b>
Share capital	66	66
Reserves and surplus	3,024	3,684
<b>Loans, Liabilities &amp; Provisions</b>	<b>10,806</b>	<b>10,331</b>
Borrowings	5,499	5,324
Deferred tax liability (net)	-	129
Payables and Others	5,307	4,878
	<b>13,896</b>	<b>14,081</b>
<b>ASSETS</b>		
Fixed assets	1,305	1,510
Investments	1,576	1,579
Deferred tax assets (net)	188	2
Loans and Advances	2,149	2,022
Other Assets	217	218
Inventories	5,838	6,196
Trade receivables	2,411	2,378
Cash and cash equivalents	212	176
	<b>13,896</b>	<b>14,081</b>



## BUSINESS VERTICAL WISE REVENUE BREAKUP - H1 FY15

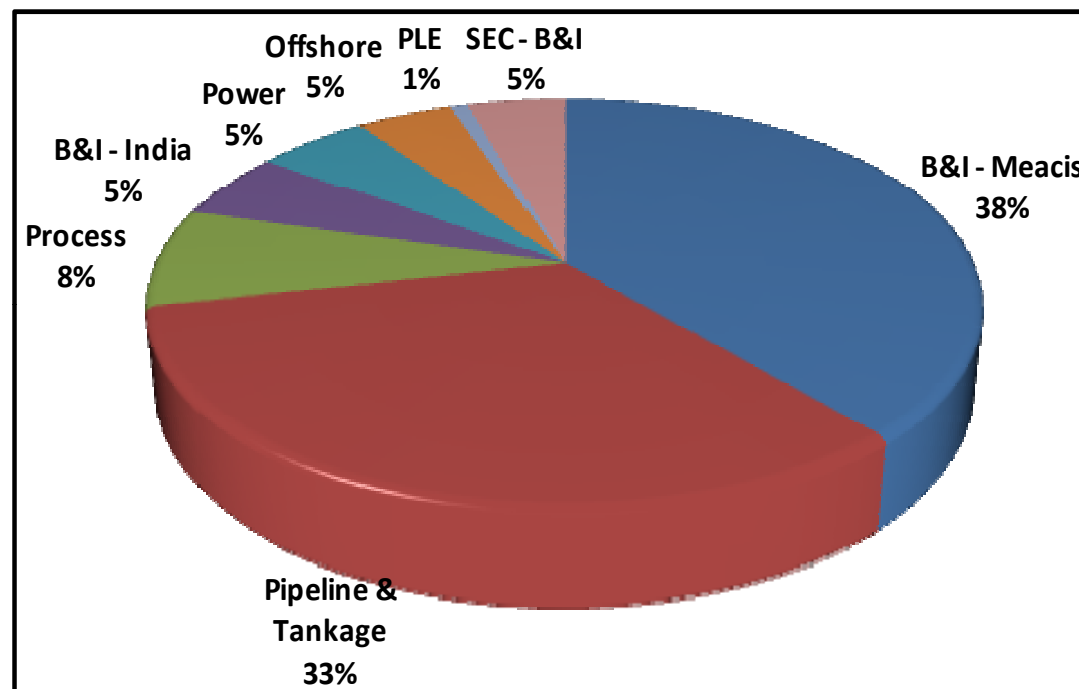
Revenue	INR Cr	
	Amount	%
Pipeline & Tankages	1,100	46%
Others	522	22%
Power	298	13%
Process	160	7%
Offshore	147	6%
B&I - India	102	4%
B&I - Meacis	40	2%
<b>Total</b>	<b>2,369</b>	<b>100%</b>



## ORDER BACKLOG (Consolidated) \*

INR Cr

Order backlog	Amount	%
B&I - Meacis	8,959	38%
Pipeline & Tankage	7,766	33%
Process	1,814	8%
B&I - India	1,270	5%
Power	1,225	5%
Offshore	1,053	5%
PLE	197	1%
SEC - B&I	1,071	5%
<b>Total</b>	<b>23,355</b>	<b>100%</b>



\* Order Backlog comprises of unexecuted orders as on Sept 30, 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.punjllloydgroup.com](http://www.punjllloydgroup.com).

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**Thank You**