



Investor Communication

Performance overview: Q2&H1 FY17-18

11th November, 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

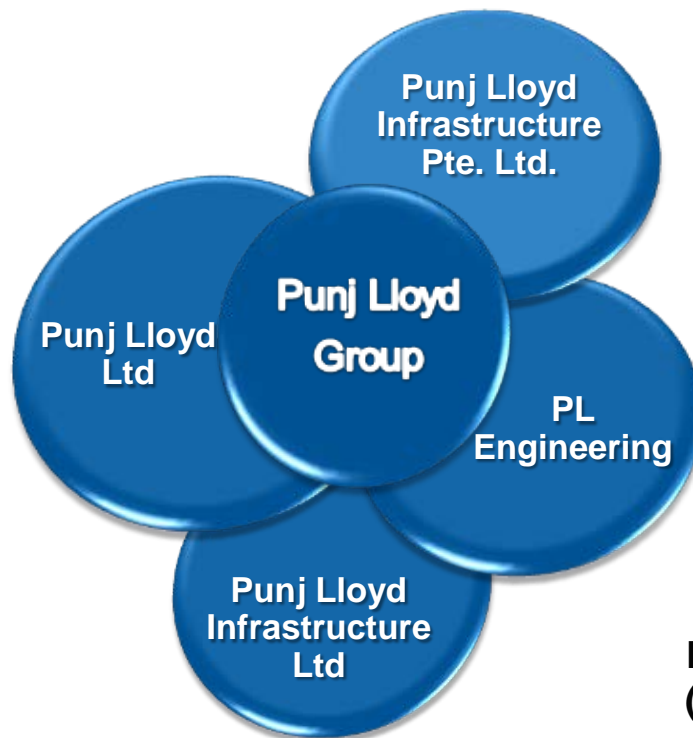
- Land Systems, Aviation and Defence Electronics

• 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

Global Project Delivery Solutions

Infrastructure	Highways & Expressways, Bridges, Flyovers & Interchanges, Airports, Railways, Subway & Metro Systems, Tunnels & Caverns, Landside Development of Seaport
Buildings	Hospitality & Leisure, Commercial, Industrial, Institutional & Residential Complexes, Healthcare, Townships & Industrial Parks
Utilities	Water & Sewage Treatment Facilities, Reservoirs, Centralised Utilities
Asset Management	Asset Preservation & Maintenance
Power	Thermal, Nuclear, Solar, Transmission & Distribution
Oil & Gas	Pipelines, Tankage & Terminals, Onshore Field Development
Process	Refineries, Polymers & Petrochemicals, Chemicals
Defence	Land systems, Aviation, Electronics



Key Developments

- The Company received Letter of Award(LoA) for Gosikhurd National Project in Bhandara in Nagpur and Chandrapur districts of Maharashtra
 - The contract was worth Rs. 870.15 crore for the construction and commissioning of the balance/left out canal work including cross drainage structures
- The Company has won a Rs. 120 crore order for the supply and commissioning of five full body truck scanners (FBTS) from Ministry of Home Affairs

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 the company the required technology in manufacturing a world class reliable product with high accuracy and efficiency
- The company 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

Q2&H1 FY18



Q1 & H1 FY18: FINANCIAL OVERVIEW

Amount in INR Crores

	Q2 FY18	Q1 FY18	Q2 FY17	H1FY18	H1FY17
Revenue	1,003	977	991	1,980	1,878
Other Incomes	83	106	33	189	147
Total Income	1,086	1,083	1,024	2,169	2,025
Cost of Sales	(1,033)	(1,033)	(999)	(2,067)	(1,964)
EBITDA	53	50	25	103	61
EBITDA %	5%	5%	2%	5%	3%
Finance cost	(271)	(217)	(220)	(487)	(436)
Depreciation	(31)	(28)	(31)	(58)	(62)
Loss Before Tax	(249)	(194)	(226)	(443)	(437)
Tax	-	-	-	-	-
Loss After Tax	(249)	(194)	(226)	(443)	(437)
Other Comprehensive income	(26)	1	(755)	(24)	(752)
Total Comprehensive Income	(275)	(193)	(981)	(467)	(1,189)

Borrowings (Consolidated) - as at Sep 30, 2017

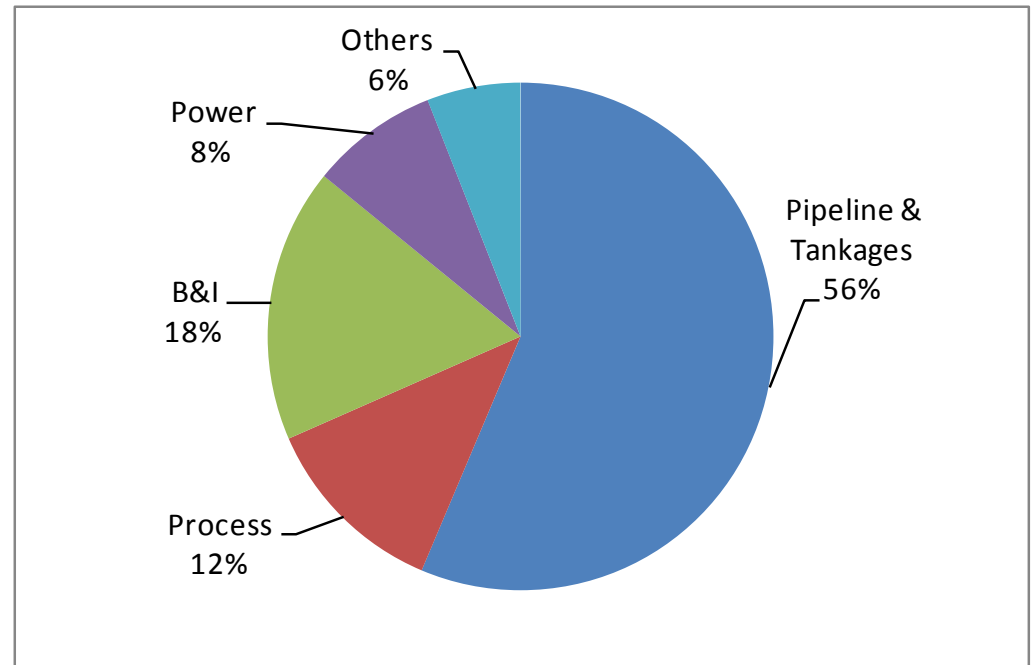
Amount in INR Crores

E&C Activities (A)	6,986
Development Activities (B)	568
Gross Borrowing (C=A+B)	7,554
Less: Cash & Bank Balance (D)	720
Net Borrowing (E=C-D)	6,834

Segment Revenue – H1FY18

Amount in INR Crores

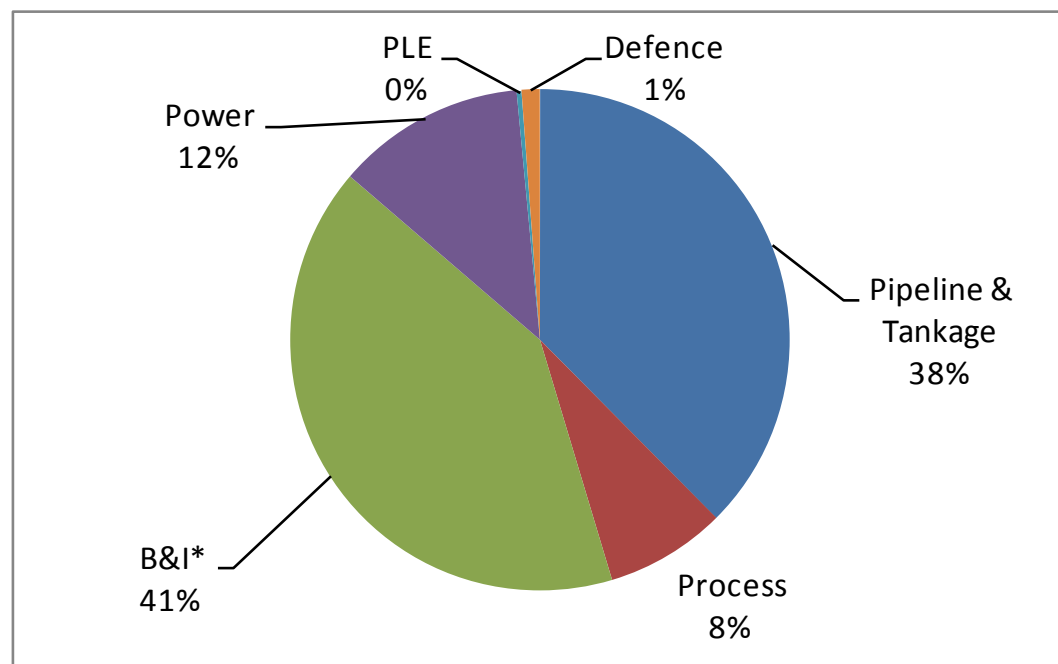
Segment	H1FY18
Pipeline & Tankages	1,116
Process	238
B&I	347
Power	161
Others	118
Total	1,980



ORDER BACKLOG (Consolidated)

Amount in INR Crores

Segment	Amount
Pipeline & Tankage	3,953
Process	818
B&I*	4,307
Power	1,281
PLE	33
Defence	124
Total #	10,516



Order Backlog comprises of unexecuted orders as on September 30, 2017 plus new orders received after that date

* After excluding orders in Libya of Rs. 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