



# Investor Communication

## Performance overview – Q2 FY2013

Nov 12, 2012

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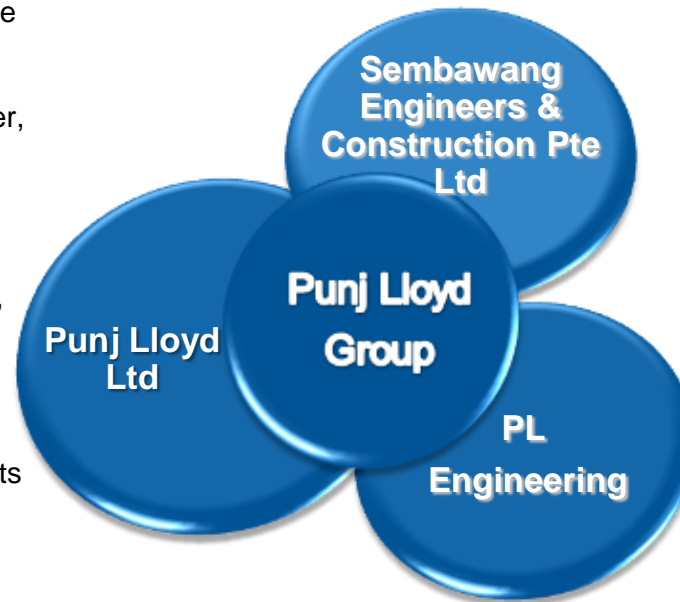
## Punj Lloyd – The Group

### 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

### Sembawang Engineers & Constructors Pte Ltd (One of the leading EPC Co. in Singapore)

- Civil Infrastructure & Transportation – MRT Stations, Roads, Bridges, Airports, Expressways, Jetties, Residential & Commercial Building, Leisure & Hospitality
- Environment – Water and Wastewater Treatment plants & Sewage Treatment Plants, Reservoir, Tunnel & Caverns
- Power Plants
- Coal Mining & Commercial Real Estate Development



### 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



## OPERATION AND PERFORMANCE OVERVIEW

- Steady performance in a challenging external environment
- Continued strong order book in excess of 2x FY12 revenues. Order backlog is ₹ 25,413 Cr .
- Encouraging speed of execution across Oil & Gas and Infrastructure projects
- Strong execution, efficient project management enable PLL combat difficult environment





# Financial Results & Operating Highlights

## Q2 FY2013



## FINANCIAL HIGHLIGHTS – Q2 FY2013 (CONSOLIDATED)

(₹ Cr)

Particulars	Q2 FY2013	Q2 FY2012	YoY % Change	Q1 FY2013	QoQ % Change
<b>Total Income</b>	2,778	2,495	11.3%	2,776	0.1%
<b>EBITDA</b>	314	280	12.1%	288	9.0%
<b>EBITDA Margin (%)</b>	11.3%	11.2%	-	10.4%	-
<b>PBT</b>	17	61	-72.2%	15	11.5%
<b>EPS (₹)</b>	(0.54)	0.74	-	(0.40)	-

## FINANCIAL HIGHLIGHTS – Q2 FY2013 (STANDALONE)

(₹ Cr)

Particulars	Q2 FY2013	Q2 FY2012	YoY % Change	Q1 FY2013	QoQ % Change
<b>Total Income</b>	2,140	1,259	70.0%	1,877	14.0%
<b>EBITDA</b>	245	194	26.3%	212	15.6%
<b>EBITDA Margin (%)</b>	11.4%	15.4%	-	11.3%	-
<b>PBT</b>	11	20	-45.0%	8	41.9%
<b>EPS (₹)</b>	0.20	0.50	-	0.16	-



## Commenting on the Company's performance for Q2 FY2013, Mr. Atul Punj, Chairman, Punj Lloyd Group, said:

*“Punj Lloyd’s performance in the quarter under review has been the result of efficient project management and strong execution. We are focusing on bringing down working capital and debt to improve profitability; however in the current scenario, this is expected to take some time. Improvement in the receivables will help us in managing our working capital.”*

*The macro environment continues to be challenging both domestically and internationally with high interest rates, volatile input costs, liquidity concerns and currency volatility. We are treading carefully and continuing to leverage our scale and competitive position across geographies and verticals.”*

## Q2 FY2013 – FINANCIAL OVERVIEW

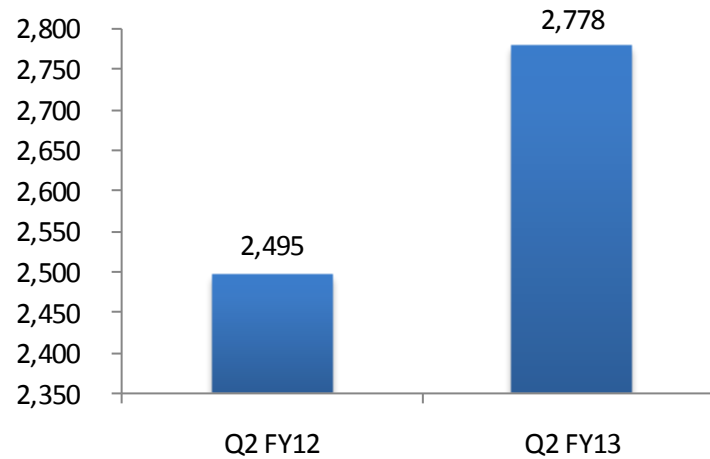
(₹ Cr)

Description	Standalone		Consolidated	
	for the quarter ended		for the quarter ended	
	30.09.2012	30.09.2011	30.09.2012	30.09.2011
	Q2		Q2	
Net Sales / Income from Operations	2,077	1,150	2,728	2,377
Other Operating Income	63	109	50	118
Total Revenue	2,140	1,259	2,778	2,495
Total Expenditure (Excl. Interest Exp & Depreciation)	1,895	1,065	2,464	2,215
EBITDA	245	194	314	280
Other Income	4	4	4	12
Interest Expense	178	134	208	152
Depreciation	60	44	93	78
PBT	11	20	17	61
Tax	4	3	43	32
PAT	7	17	(26)	29
Cash Profit	67	61	67	107

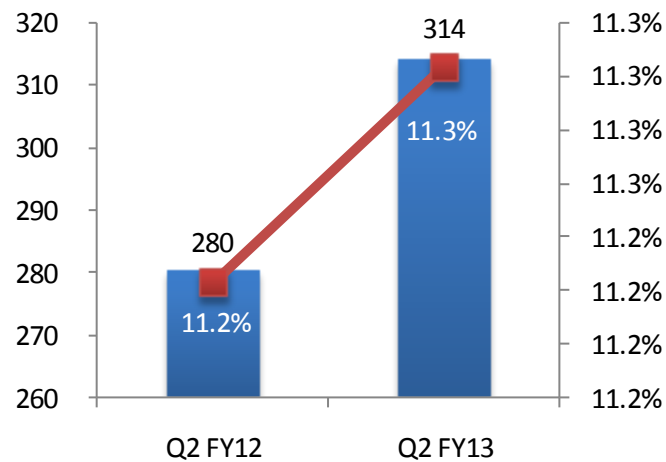
Ratios				
EBIDTA as % of Total Revenue	11.4%	15.4%	11.3%	11.2%
Earning Per Share (₹)	0.20	0.50	(0.54)	0.74

## REVENUE & EBITDA – Q2 FY2013 (CONSOLIDATED)

### REVENUE

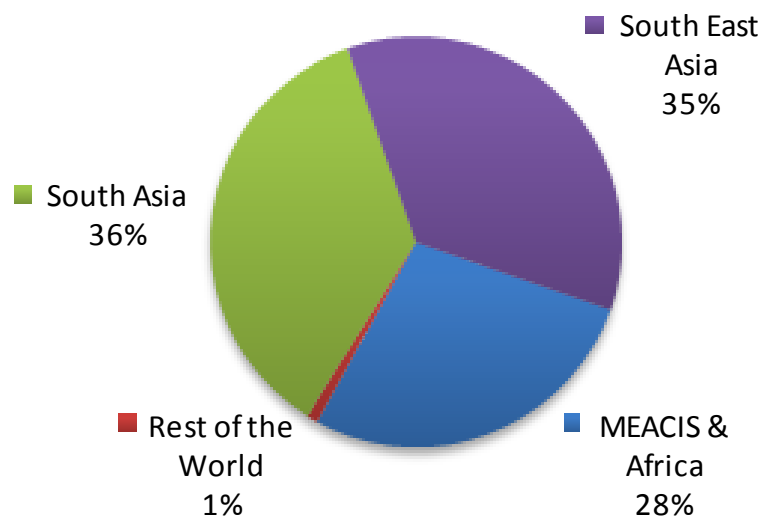


### EBITDA



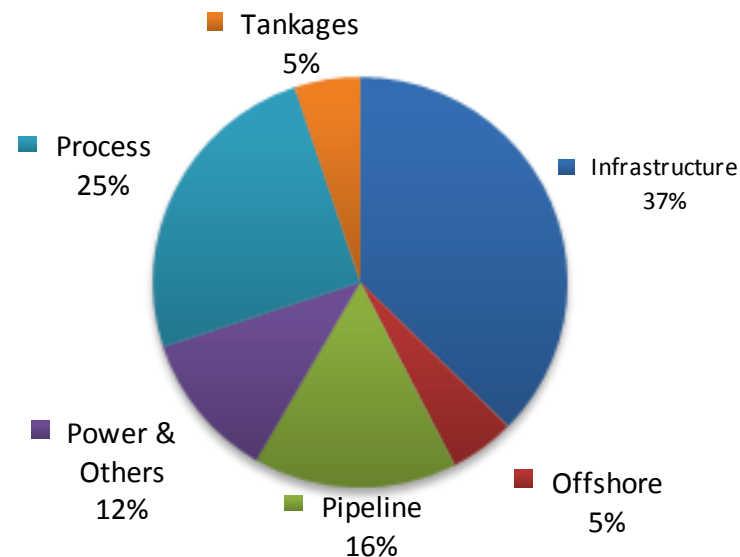
## REVENUE ANALYSIS – H1 FY2013 (CONSOLIDATED)

### Geographical Segment



Description	₹ Cr.	%
MEACIS & Africa	1,294	24%
Rest of the World	58	1%
South Asia	2,142	39%
South East Asia	1,940	36%
<b>Total</b>	<b>5,435</b>	<b>100%</b>

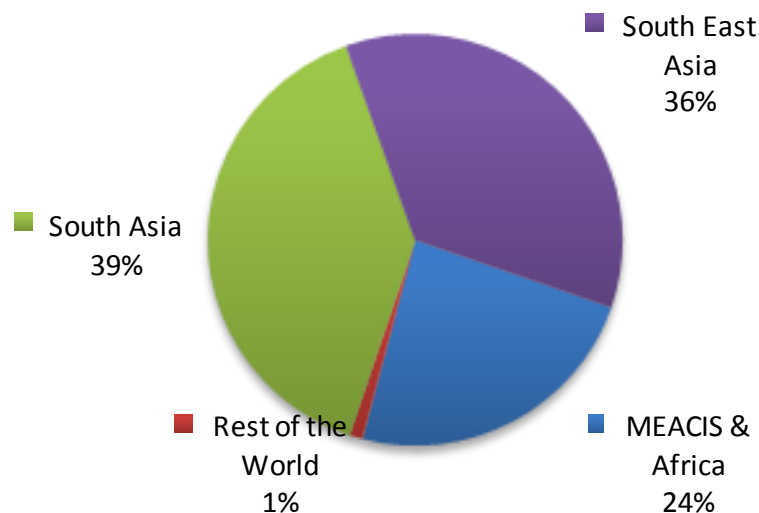
### Business Segment



Description	₹ Cr.	%
Infrastructure	1,413	26%
Offshore	343	6%
Pipeline	1,595	29%
Power & Others	770	14%
Process	896	16%
Tankages	418	8%
<b>Total</b>	<b>5,435</b>	<b>100%</b>

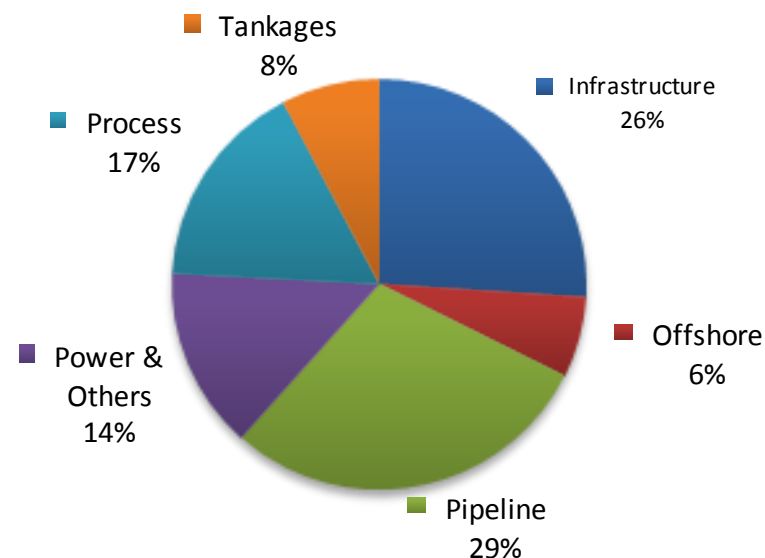
## ORDER BACKLOG (\*)

### Geographical Segment



Description	₹ Cr.	%
Middle East & CIS	10,886	43%
Rest of the World	67	0.3%
South Asia	9,297	37%
South East Asia	5,163	20%
<b>Total</b>	<b>25,413</b>	<b>100%</b>

### Business Segment



Description	₹ Cr.	%
Infrastructure	9,477	37%
Offshore	1,305	5%
Pipeline	4,058	16%
Power & Others	2,934	12%
Process	6,334	25%
Tankages	1,305	5%
<b>Total</b>	<b>25,413</b>	<b>100%</b>

\* Order Backlog comprises of unexecuted orders as on Sep 30, 2012 plus new orders received subsequently till date.

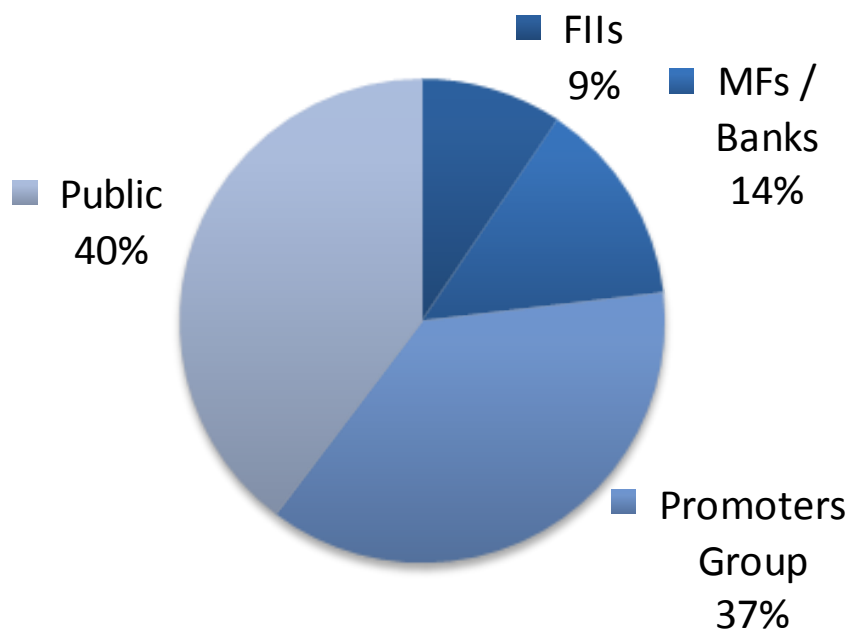
## KEY ORDER INFLOWS DURING FY2013

Segment	Order Details	Value (₹ Cr.)
Process	Phase II of Polysilicon Project, Qatar	1,847
Infra	Construction of residential housing complex for Delhi Police	936
Infra	Contract from HDB, Singapore to construct " <b>McNair Towers</b> " with facilities and amenities a public housing development of four residential block.	477
Infra	Construction of integrated residential and retail complex " <b>Capitol Heights</b> " by TRIF Real Estate and Development Private Limited, a Special Purpose Vehicle (SPV) of Tata Realty and Infrastructure Ltd.	195
Power	Main Plant air conditioning and ventilation package for Rajasthan atomic power project 7&8	174
Onshore	Electromechanical erection at Malaysia from VALE Malaysia Mineral Project	164
Upstream	Drilling work in Gabon from Oil India Ltd	92
Upstream	Drilling work in Assam from Assam Oil Ltd	59
<b>Total</b>		<b>3,944</b>



## SHAREHOLDING PATTERN

**As on September 30, 2012**



IPO	January-06
Stock Spilt (FY ₹ 10/- to FV ₹ 2/-)	April-07
BSE Code	532693
NSE	PUNJLLOYD
NSDL / CDSL - ISIN	INE701B01021
Bloomberg Code	PUNJ:IN
Reuters Code	PUJL.BO

## BUSINESS OUTLOOK

- Steady execution contributes to positive outlook
- Sustained thrust on exploring opportunities across Oil & gas and Infrastructure space while maintaining threshold margins
- Steps taken by the government recently shows its commitment for accelerating the pace of economic development which provides positive signals for the Company.
- Endeavour to reduce cost of borrowings, strong execution and continued focus on profitable growth expected to result in improved performance going forward.

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**Thank You**