



Investor Communication

Performance overview: Q3&9M FY18

14th February, 2018

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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

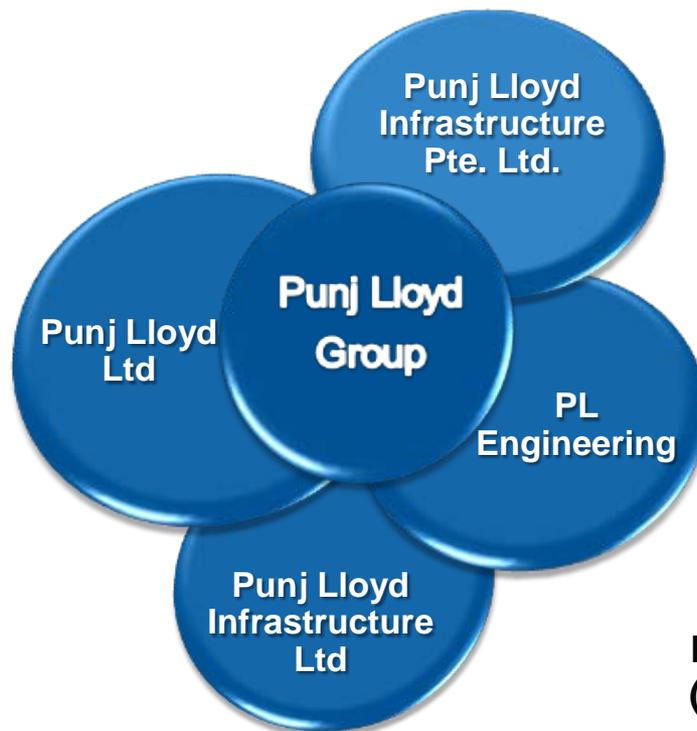
- Land Systems, Aviation and Defence Electronics

• 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
*Punj Lloyd Oil & Gas Sdn Bhd
*Punj Lloyd Sdn Bhd



Punj Lloyd Infrastructure Ltd (A 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 has been awarded the following projects :
 - Laying and construction of steel pipeline for GAIL for Dhamra - Angul section of Jagdishpur - Haldia – Bokaro - Dhamra pipeline project worth Rs. 276 crore
 - Upgradation of the Yargi - Kalewa road section for NHAI in Myanmar to 2 lane in joint venture with Varaha Infra Ltd. worth Rs. 1,177 crore

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

Q3&9M FY18



Q3 & 9M FY18: FINANCIAL OVERVIEW

Amount in INR Crores

	Q3 FY18	Q2 FY18	Q3 FY17	9M FY18	9M FY17
Revenue	1,019	1,003	993	2,999	2,871
Other Incomes	116	83	18	280	165
Total Income	1,135	1,086	1,011	3,279	3,036
Cost of Sales	(1,082)	(1,033)	(989)	(3,124)	(2,952)
EBITDA	53	53	22	156	83
EBITDA %	5%	5%	2%	5%	3%
Finance cost	(207)	(271)	(224)	(694)	(660)
Depreciation	(30)	(31)	(30)	(89)	(92)
Loss Before Tax	(184)	(249)	(232)	(627)	(669)
Tax	-	-	-	-	-
Loss After Tax	(184)	(249)	(232)	(627)	(669)
Other Comprehensive income	(249)	(26)	(29)	(273)	(782)
Total Comprehensive Income	(433)	(275)	(261)	(900)	(1,451)

Borrowings (Consolidated) - as at Dec 31, 2017

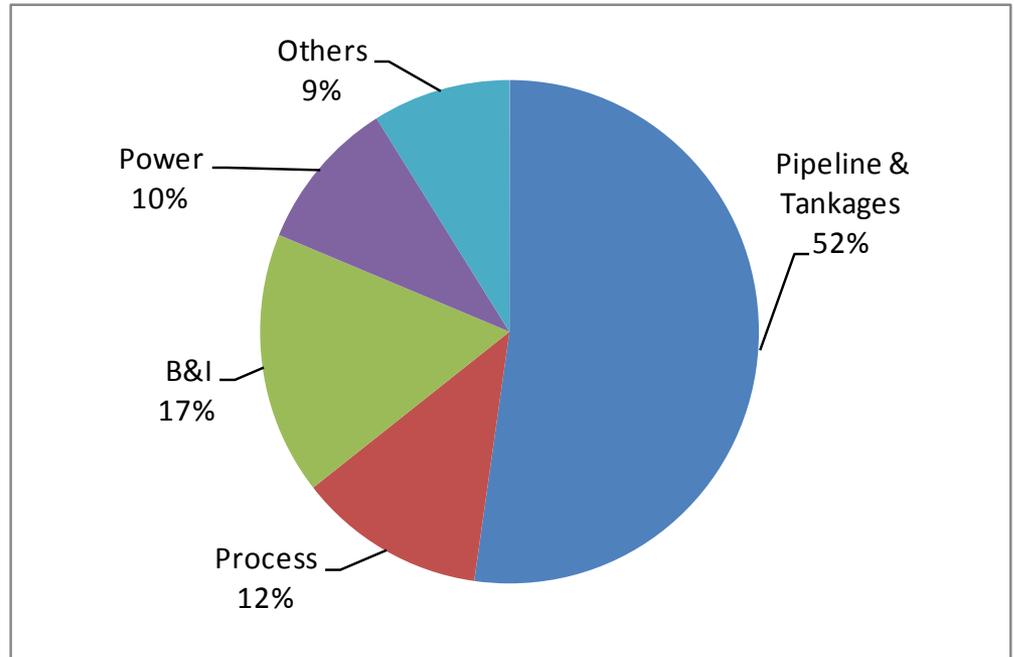
Amount in INR Crores

E&C Activities (A)	7,192
Development Activities (B)	547
Gross Borrowing (C=A+B)	7,739
Less: Cash & Bank Balance (D)	534
Net Borrowing (E=C-D)	7,205

Segment Revenue – 9M FY18

Amount in INR Crores

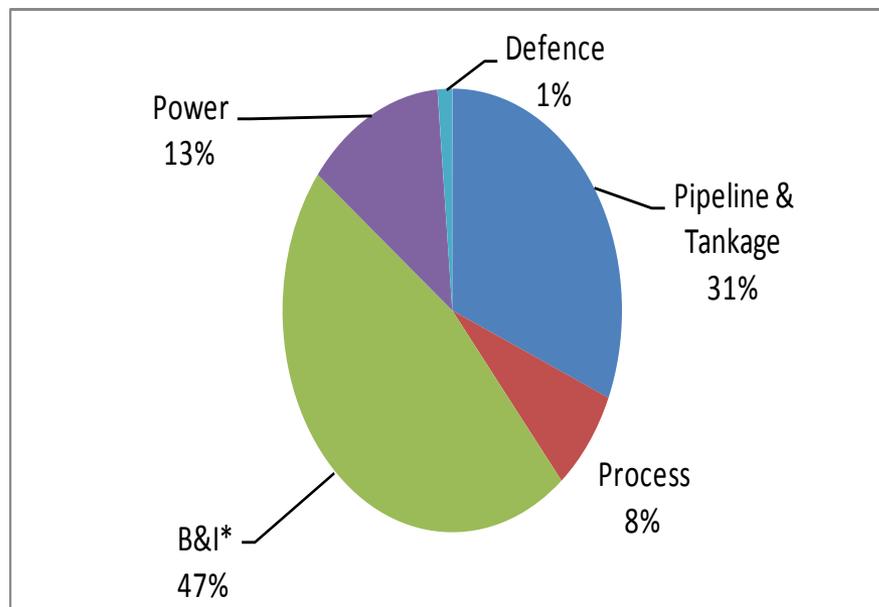
Segment	9M FY18
Pipeline & Tankages	1,567
Process	363
B&I	508
Power	294
Others	267
Total	2,999



ORDER BACKLOG (Consolidated)

Amount in INR Crores

Segment	Amount
Pipeline & Tankages	2,798
Process	664
B&I*	4,146
Power	1,169
Defence	124
Total	8,901



Order Backlog comprises of unexecuted orders as on December 31, 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