



Investor Communication

Performance overview : Q4 & FY16

27th May, 2016

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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

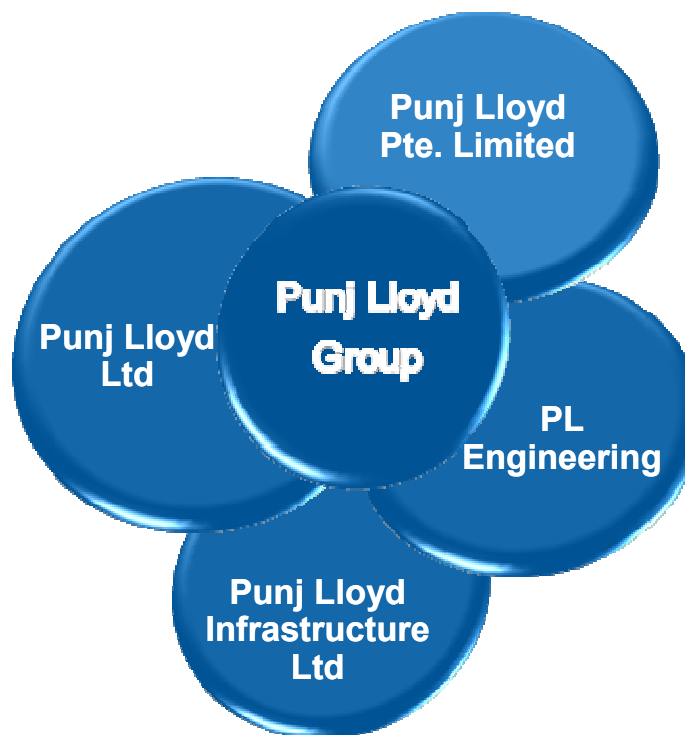
- Land Systems, Aviation and Defence Electronics

• 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
- PT. Punj Lloyd Indonesia



Punj Lloyd Infrastructure Ltd (Project Development Company)

- Transportation, Energy & Urban Infrastructure
- Focused on Public Private Partnership
- Punj Lloyd Oil & Gas Sdn Bhd

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



Speaking on the financial performance, Atul Punj, Chairman, Punj Lloyd, said, *“In spite of a very challenging environment, we continue to have a strong order book. Our focus is on improving the quality of our balance sheet, execution of projects, recovery of claims and cash flows. Last year has been one of strategic consolidation for Punj Lloyd. This effort continues into the current year, wherein assisted by improving macros, we are optimistic of gradually better performance across all parameters.*

The improving domestic environment reflected in policy changes and higher order inflow has encouraged us to view the Indian market as a priority focus area. I believe there are numerous opportunities unfolding. Concurrently, we continue to look at international markets where we can bring to the table our strengths and rich experience. Our current order book includes prestigious pipeline and infrastructure projects in Turkey, Oman and India.

On the business front, while EPC, Pipelines & Tankage, Buildings & Infrastructure continue to be our key verticals, I am extremely excited about the potential of our defence business. We have built capabilities around Air Defence, Artillery, Small Arms, Homeland Security and Component Manufacturing and today possess the technical expertise and manufacturing facility whereby we are eligible to participate in the Make in India program and are L1 in the Air Defence Upgrade Program.

I am confident that our renewed focus and proven capabilities will enable us combat the near to medium term challenges and deliver positively.”



Financial Results & Operating Highlights

Q4 & FY16



Q4 - FINANCIAL OVERVIEW (STANDALONE)

INR Cr

	Q4FY16	Q3FY16	Q4 FY15
Revenue	688	1,003	1,249
Other Incomes	46	1	602
TOTAL INCOME	734	1,004	1,851
Cost of Sales	(938)	(999)	(1,057)
EBIDTA	(204)	5	794
EBIDTA %	-28%	0%	43%
Finance cost	(204)	(259)	(189)
Depreciation	(46)	(46)	(71)
Profit/(Loss) Before Tax	(454)	(300)	534
Tax	(14)	-	(265)
Profit/(Loss) After Tax	(468)	(300)	269

FY16 – FINANCIAL OVERVIEW

INR Cr

	Standalone		Consolidated	
	FY16	FY15	FY16	FY15
Revenue	3,348	4,882	4,261	7,090
Other Incomes	147	680	154	694
TOTAL INCOME	3,495	5,562	4,415	7,784
Cost of Sales	(3,987)	(5,001)	(5,154)	(7,533)
EBIDTA	(492)	561	(739)	251
EBIDTA %	-14%	10%	-17%	3%
Finance cost	(905)	(860)	(1,070)	(1,002)
Depreciation	(234)	(314)	(385)	(470)
Loss Before Tax	(1,631)	(613)	(2,194)	(1,221)
Tax	(19)	106	0	67
Loss After Tax	(1,650)	(507)	(2,194)	(1,154)

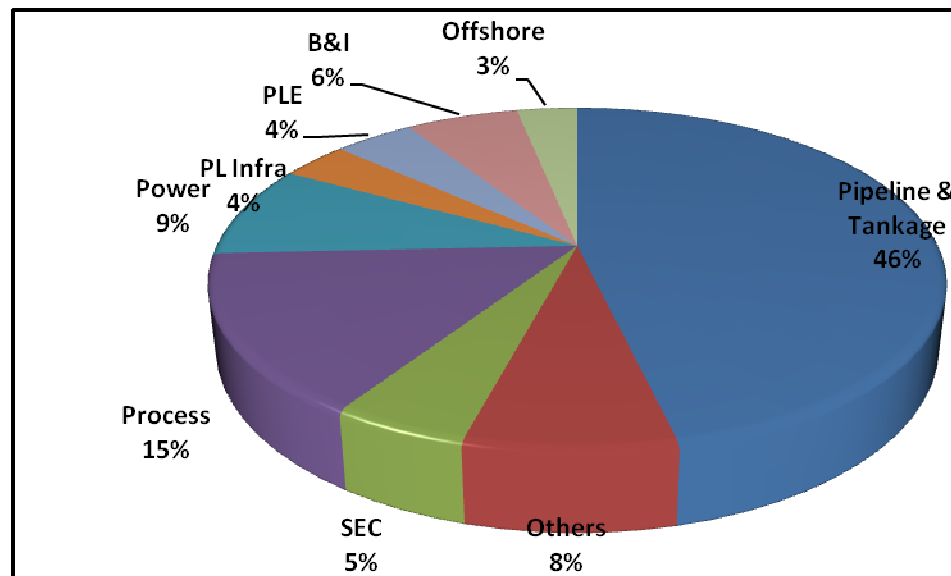
Borrowings (Consolidated) - as on Mar 31, 2016

	INR Cr
E&C Activities (A)	7,266
Development Activities (B)	844
Gross Borrowing (C=A+B)	8,110
Less: Cash & Bank Balance (D)	546
Net Borrowing (E=C-D)	7,564

Segment Revenue (Consolidated) - FY16

INR Cr

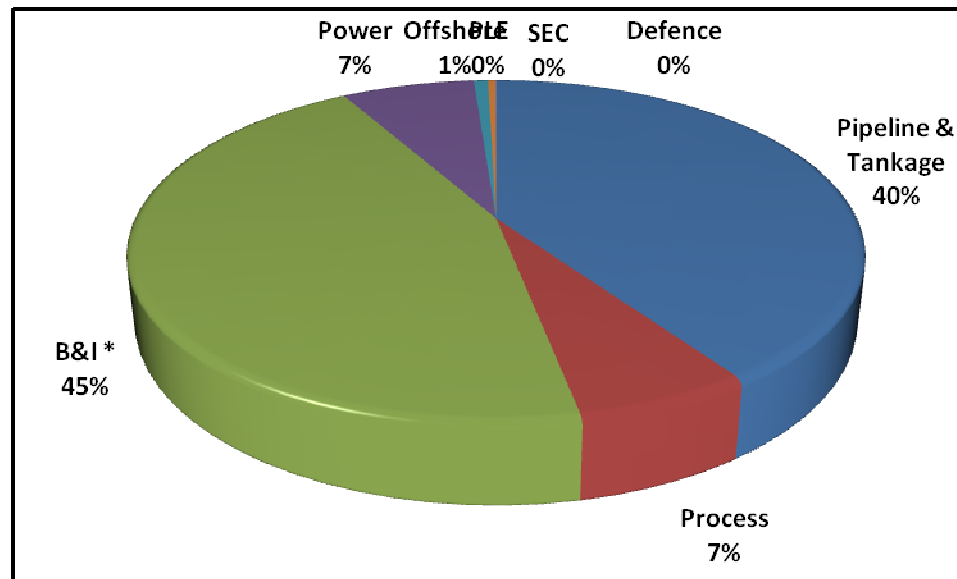
Segment	Mar-16
Pipeline & Tankage	1,973
Process	639
B&I	255
Power	370
Offshore	137
SEC	217
PL Infra	152
PLE	181
Others	337
Total	4,261



ORDER BACKLOG (Consolidated)

INR Cr

Segment	Amount
Pipeline & Tankage	9,604
Process	1,572
B&I*	10,692
Power	1,687
Offshore	180
PLE	93
Defense	8
Total #	23,836



- #Order Backlog comprises of unexecuted orders as on Mar 31, 2016 plus new orders received after that date.
- *Including order backlog of Libya Rs. 6,845 crores which is not seeing traction.

Key orders received in FY15-16

Project Name	Amt in Rs. Crore
Gorakhpur to Gopalganj Road Project	542
LNG Ennore (Mitsubishi Heavy Industries Ltd of Japan)	477
Turnkey basis for EPCC-2 Package of Aishwarya Project (SRU Haldia)	1,094
Residual Vasic EPC incl. HAZOP study, Paradip (CLT Rathchakra)	367
BHEL-Raw water reservoir, roads and drains, Telengana (800 MW Kothagudem Thermal power project)	127
Rural electrification of package PR 654 PURI, Orissa	203
Rural electrification of Jajpur - Khorda District, Orissa	183
Rural electrification of Ganjam District, Orissa	179
Talebani Sambalpur road project	392
Khagaria road project	567
Raipur-Sigma road project	513
Rural Electrification -Koraput	280
Tallewal-Barnala Section of NH-71 road	83
OGC 32" Pipeline project & ORPIC 14" Pipeline project	2,070
Transmission Lines and Feeder work, Bhopal	119
Residential Block - Damodar Valley Corporation	207
TANAP Gas pipeline in Turkey	1,390
Solar Power 20 MW Punjab	144
Total	8,937

Other developments

- Mr. Atul Punj, Chairman Punj Lloyd has been elected as the President of IPLOCA, International Pipe Line & Offshore Contractors Association

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