



Investor Communication

Performance overview: Q4 & FY18

30th May, 2018

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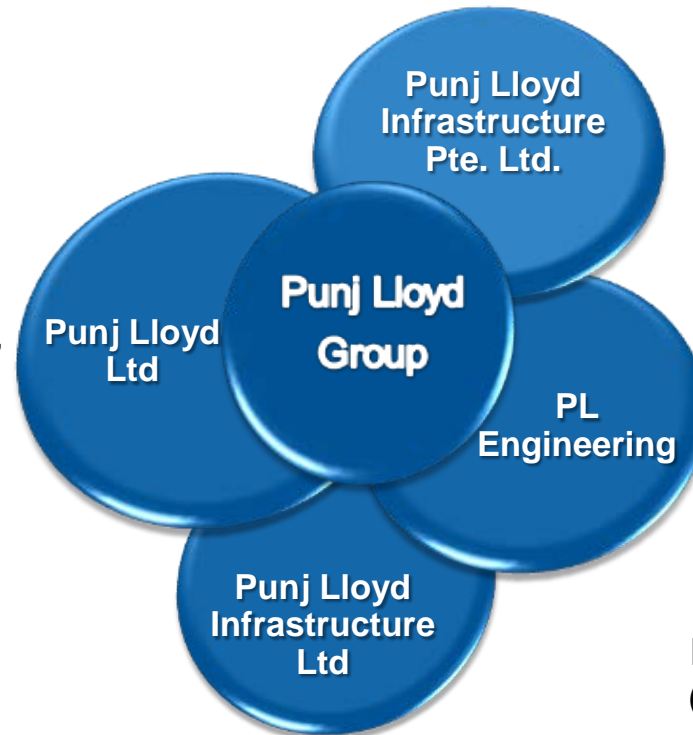
Punj Lloyd - The Group

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 Project wins over the year under review

Q4FY18

- Contract worth Rs. 800 crore for six laning of NH5 from Tangi to Bhubhaneshwar in the state of Odisha on EPC basis by NHAI.
- Contract worth Rs. 500 crore for Six I Four Laning of NH 5 (New NH 16) from Puintola to Tangi (km. 284.000 to km. 355.000) in the state of Odisha on EPC basis by NHAI

Q3FY18

- 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

Key Project wins over the year under review

Q2FY18

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

Q1FY18

- Punj Lloyd achieved financial closure and received final acceptance from Petronas
 - This contract was worth USD 822 million for the construction of a 512 km, 36 inch dia pipeline which was awarded to Punj Lloyd by Petronas for transporting gas from the Sabah Oil and Gas Terminal to the Petronas LNG Complex at Bintulu, Sarawak
- Punj Lloyd had also constructed a 8,000 metric tonnes per annum (MTPA) manufacturing facility for polysilicon, Qatar's first polysilicon plant for Qatar Solar Technologies

Financial restructuring

The Company, as part of its financial restructuring towards paring debt and strengthening balance sheet thereby also being better equipped to bid for new projects, has submitted a proposal to its lenders for restructuring of its debt.

The restructuring proposal is currently being reviewed by the lenders as per the latest RBI guidelines. Further, various exercises required for the debt restructuring viz. techno evaluation study, forensic audit, fair valuation of various assets, credit rating and review of future business plans etc. are either being carried out simultaneously or have already been completed.

The Company will obtain mandatory approvals from other stakeholders subsequently.

The management is confident of favourable outcome of restructuring exercise and also of getting the necessary approvals, within stipulated timeframe.



Financial Results & Operating Highlights

Q4 & FY18



Q4 : FINANCIAL OVERVIEW

Amount in INR Crores

	Q4 FY18	Q3 FY18	Q4 FY17
Revenue	1,060	1,019	890
Other Incomes	73	116	137
Total Income	1,133	1,135	1,027
Cost of Sales	(1,074)	(1,082)	(999)
EBITDA	59	53	28
EBITDA %	5%	5%	3%
Finance cost	(282)	(207)	(225)
Depreciation	(32)	(30)	(33)
Loss Before Tax	(255)	(184)	(230)
Tax	1,199	-	49
Profit/(Loss) After Tax	944	(184)	(181)
Other Comprehensive income	(85)	(249)	(155)
Total Comprehensive Income	859	(433)	(337)

FY18: FINANCIAL OVERVIEW

Amount in INR Crore

	Standalone		Consolidated	
	FY18	FY17	FY18	FY17
Revenue	4,059	3,761	5,080	4,867
Other Incomes	353	299	505	1,355
TOTAL INCOME	4,413	4,060	5,586	6,222
Cost of Sales	(4,198)	3,952	(5,568)	(5,883)
EBIDTA	215	108	18	339
EBIDTA %	5%	3%	0%	5%
Finance cost	(976)	(882)	(1,087)	(1,018)
Depreciation	(121)	(125)	(194)	(221)
Share of results of associates/JV	-	-	(10)	(6)
Loss Before Tax	(882)	(899)	(1,273)	(905)
Tax	1,199	49	1,202	35
Loss After Tax	317	(850)	(72)	(870)
Minority interest and Other comprehensive income	(358)	(937)	(124)	380
Total Comprehensive Income	(41)	(1,787)	196	(490)

Borrowings (Consolidated) - as at March 31, 2018

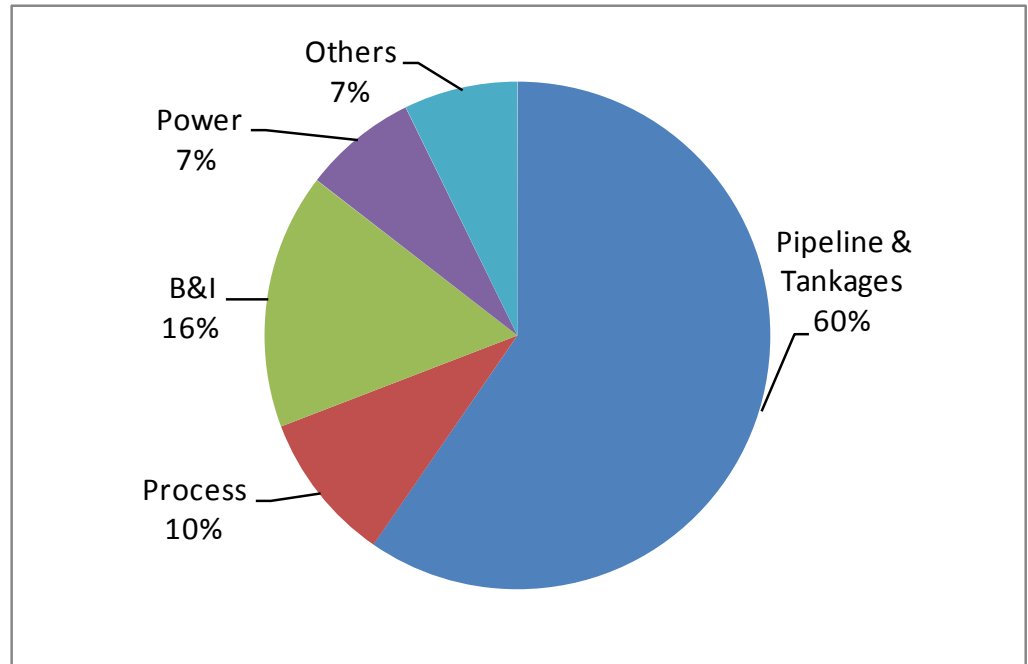
Amount in INR Crores

E&C Activities (A)	7,146
Development Activities (B)	547
Gross Borrowing (C=A+B)	7,693
Less: Cash & Bank Balance (D)	579
Net Borrowing (E=C-D)	7,114

Segment Revenue – FY18

Amount in INR Crores

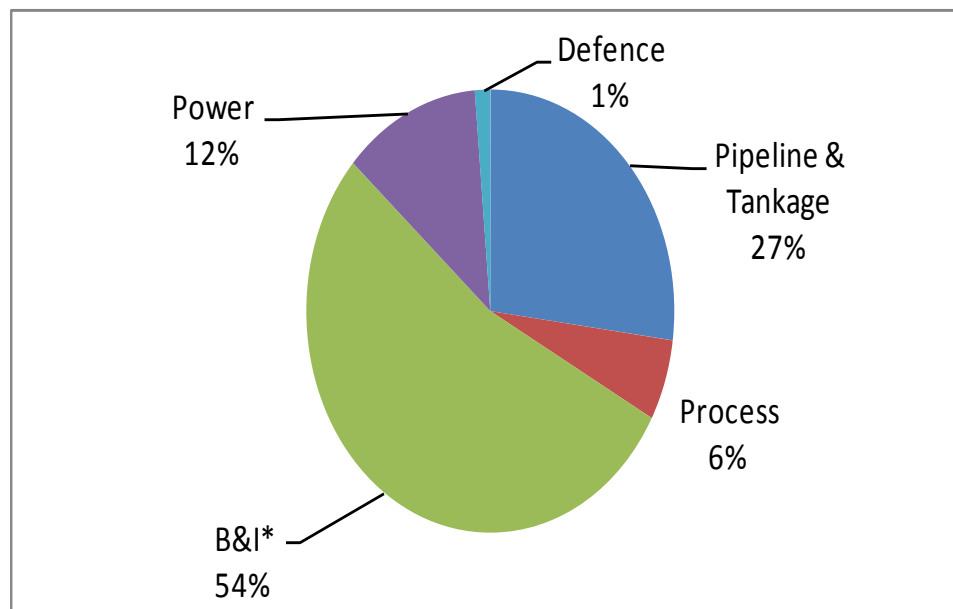
Segment	FY18
Pipeline & Tankages	3,027
Process	485
B&I	831
Power	369
Others	368
Total	5,080



ORDER BACKLOG (Consolidated)

Amount in INR Crores

Segment	Amount
Pipeline & Tankages	2,475
Process	538
B&I*	4,892
Power	1,098
Defense	124
Total	9,127



Order Backlog comprises of unexecuted orders as on March 31, 2018 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.punjilloydgroup.com.

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Thank You