



Investor Communication

Performance overview - Q3 & 9M FY16

February 12, 2016

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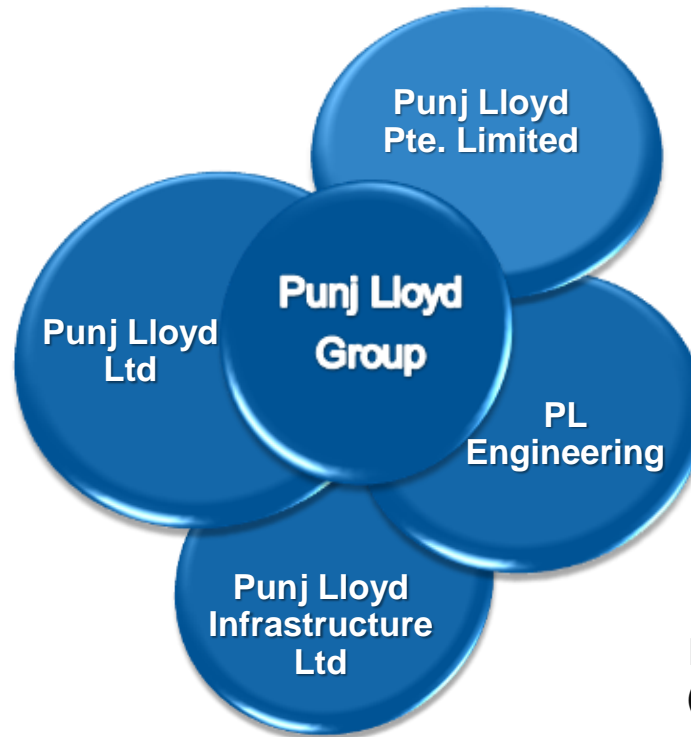
Punj Lloyd – The Group

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
- Punj Lloyd Oil & Gas Sdn Bhd
- PT. Punj Lloyd Indonesia



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

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, *“We are witnessing some encouraging traction in order booking across all our segments of presence. Amongst the most recent was the 459 km gas pipeline in Turkey worth Rs 2,780 crore. Additionally, in India, amongst others, we’ve won four highway contracts worth Rs 1,555 crore and two orders from NTPC for rural electrification. This we believe is a reflection of a gradually improving environment and should this continue, we are confident that Punj Lloyd, which possesses the requisite scale and capability, will be better positioned.*

Our performance for the quarter under review has been impacted by delay in award of projects already won, non-movement in client negotiations for some projects and slow execution on account of unavailability of incremental working capital. However, most issues with regard to funding have been addressed and we are hopeful of progressively improved execution”.



Financial Results & Operating Highlights

Q3 & 9M FY16



Q3 & 9M - FINANCIAL OVERVIEW (STANDALONE)

INR Cr

	Q3FY16	Q2FY16	Q3 FY15	9M FY16
Revenue	1,003	1,004	1,264	2,660
Other Incomes	10	36	27	55
TOTAL INCOME	1,013	1,040	1,291	2,715
Cost of Sales	(1,008)	(1,035)	(1,192)	(3,003)
EBIDTA	5	5	99	(288)
EBIDTA %	0%	0%	8%	-11%
Finance cost	(259)	(209)	(243)	(701)
Depreciation	(46)	(75)	(74)	(188)
Loss Before Tax	(300)	(279)	(218)	(1,177)
Tax	-	(4)	70	(5)
Loss After Tax	(300)	(283)	(148)	(1,182)



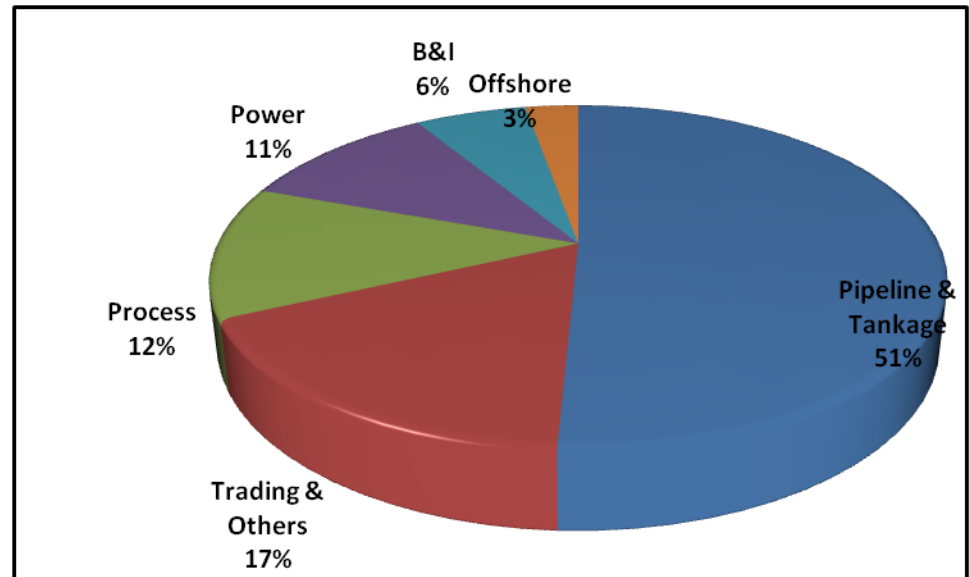
Borrowings (Consolidated) - as on Dec 31, 2015

	INR Cr
E&C Activities (A)	6,875
Development Activities (B)	923
Gross Borrowing (C=A+B)	7,798
Less: Cash & Bank Balance (D)	731
Net Borrowing (E=C-D)	7,067

Segment Revenue (Standalone) - 9M FY16

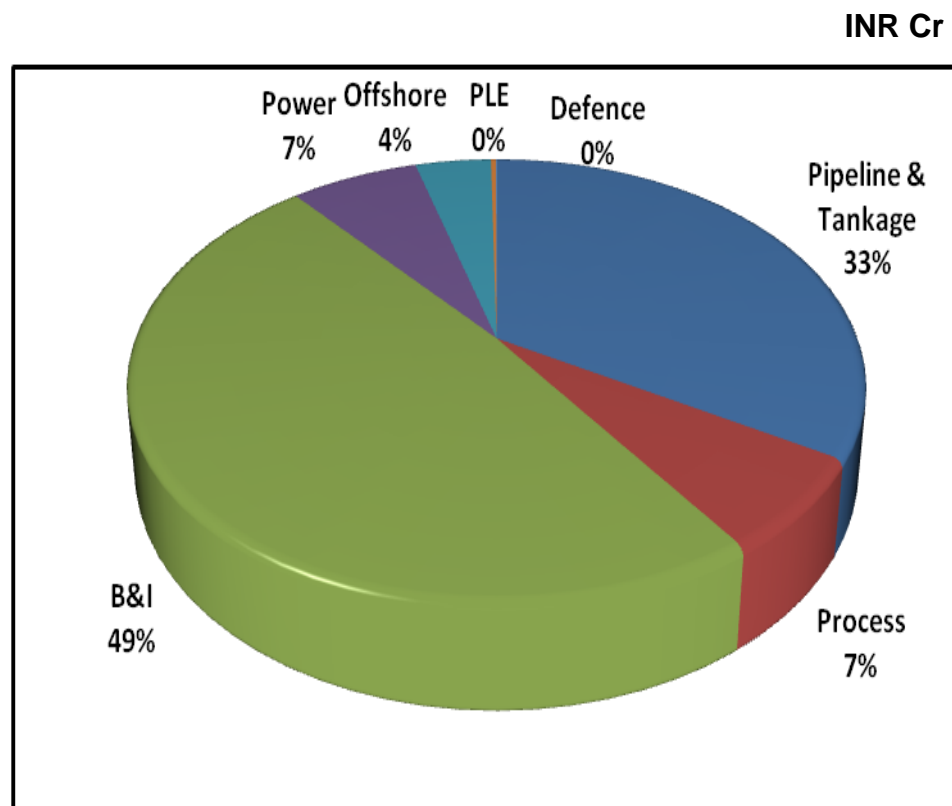
INR Cr

Segment	Dec-15
Pipeline & Tankage	1,350
Process	330
B&I	158
Power	285
Offshore	75
Trading & Others	462
Total	2,660



ORDER BACKLOG (Consolidated) *

Segment	Amount
Pipeline & Tankage	7,811
Process	1,579
B&I	11,347
Power	1,583
Offshore	940
PLE	61
Defense	9
Total #	23,330



* Order Backlog comprises of unexecuted orders as on December 31, 2015 plus new order received after that date.
 # Includes Order backlog of INR 7,457 Cr in Libya which is not seeing traction.

Key orders received in FY15-16

INR Cr

New orders during the Period	Amount
Gorakhpur Gopalganj Road project (4 laning balance work)	542
2 NTPC orders in Odisha to supply & erect rural electrification work for construction/augmentation of substations, Installation of distribution transformers & service connections to BPL consumers in the districts of Puri & Koraput	483
Residual Basic Engineering including HAZOP study, detailed EPC Paradip Refinery Project (Rathchakra)	367
2 T&D projects for districts in Odisha (Jajpur, Khorda & Ganjam) from PGCIL and 1 project in Telangana from BHEL for civil, structural and architectural work of non plant works and raw water reservoir, roads and drains at 800MW Kothagudem thermal power project	488
EPCC2 SRU Aishwarya Project, IOCL Haldia Refinery	1,094
LNG Tanks at Ennore	477
4 highway EPC projects across Bihar, Chhattisgarh, Odisha and Punjab	1,555
TANAP Gas pipeline in Turkey #	1,390
Total	6,396

Other developments

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

Note:

1) # TANAP Gas pipeline in Turkey order amounting to USD 204 Mn (PLL share in 50:50 JV with Limak). The total order value is USD 409 Mn.

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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Punj Lloyd

Thank You