

**Punj Lloyd registers phenomenal growth in turnover for H1FY08  
Order backlog expands to Rs 14,852 crore Q2 net profit up by  
166.59% to Rs 89.44 crore; operating revenues up 138.38% at Rs  
196.76 crore**

**H1FY08 Results (all comparisons with H1FY07)**

- Consolidated net Income at Rs 3342.66 crore, up by 65.27 % from Rs 2,022.55 crore
- Consolidated EBIDTA at Rs 341.17 crore, up by 122.39 % from Rs 153.41 crore
- Consolidated PAT at Rs 148.91 crore, up by 148.89 % from Rs 59.83 crore
- EPS (non-annualized) of Rs 5.56, up by 142.79 % from Rs 2.29
- Operating profit margin increased to 10.21 % from 7.58 %
- PAT margin increased to 4.45 % from 2.96 %

**Q2FY08 Results (all comparisons with Q2FY07)**

- Consolidated Net income at Rs 1,924.71 crore, up by 60.78 % from Rs 1,197.08 crore
- Consolidated EBIDTA at Rs 197.05 crore, up by 138.73% from Rs 82.54 crore
- Consolidated PAT at Rs 89.44 crore, up by 166.59 % from Rs 33.55 crore
- EPS (non-annualized) of Rs 3.26, up by 154.69% from Rs 1.28
- Operating profit margin increased to 10.24 % from 6.90 %
- PAT margin increased to 4.65 % from 2.80 %

**Operational Highlights**

- Raised Rs 814 crore through QIP route
- Acquired 22.23% stake in Pipavav Shipyard Limited
- Announced 50:50 JV with Ramprastha Group
- Announced incorporation of Punj Lloyd Upstream (PLUL)
- Group order backlog of Rs 14.85 billion

**New Delhi, October 31, 2007**

Punj Lloyd Limited (PLL), a global EPC services provider in energy and infrastructure domains has recorded spectacular performance with consolidated income of Rs 3,342.66 crore for the first half of the FY 08; an increase of 65.27% as compared to Rs 2,022.55 crore in the corresponding previous period. On a consolidated basis, EBITDA for H1FY08 improved to Rs 341.17 crore; an increase of 122.39% as compared to Rs 153.41 crore in the corresponding previous period. Net profit for the H1FY08 was at Rs 148.91 crore as against Rs 59.83 crore in H1FY07. The basic earnings per share (EPS) (not annualized) for H1FY2008 stood at Rs 5.56.

Consolidated revenues for the Q2FY08 stood at Rs 1,924.71 crore. Consolidated EBIDTA for Q2FY08 was at Rs 196.76 crore. Operating margins for Q2FY08 stood at 10.22%. The share of revenue from international operations during the quarter constituted 66% of the Consolidated Revenue. Order Inflow during the quarter at Rs 2,455 crore signifies the Company's sustained leadership position in the industry.

Consolidated net profit at Rs 89.44 crore for the quarter ended September 30, 2007 registered a robust growth of 166.59% over the corresponding quarter of the previous year. Continued improvement in operational efficiencies and a judicious selection of orders with improved margins have enabled it to register an increase in the Operating Margins by 48.41 % from 6.90% in Q2FY07 to 10.24% in Q2FY08.

Commenting on the Company's performance for H1 & Q2 FY2008, Mr Atul Punj, Chairman, Punj Lloyd Ltd., said, "Strong execution combined with a diverse business portfolio helped PLL achieve excellent results. With the positive investment outlook, we are well positioned and have the pre qualifications to avail the opportunities in the market."

#### OPERATIONAL HIGHLIGHTS

During H1FY2008, Punj Lloyd successfully completed placement of 2,96,00,000 equity shares of Rs 2 each for cash at a price of Rs 275 per equity share aggregating to Rs 814 crore to QIPs. Post QIP placement, the paid-up equity capital of the company has increased from Rs 52.25 crore to Rs 58.18 crore.

PLL has invested Rs 349 crores in Pipavav Shipyard Ltd (PSL), this translates to 22.23% of PSL's current equity. This acquisition of a strategic stake in PSL will complement the businesses of both the companies to leverage the opportunities which abound in the offshore sector. Punj Lloyd, which works as an engineering procurement construction contractor in the exploration and production area, would gain access to fabrication facilities for platforms, single buoy moorings, rigs and jackets. The facility at Pipavav Shipyard can also be used for fabrication of vessels for petrochemicals and refineries. Punj Lloyd is currently executing the Heera Field Redevelopment project for ONGC. Growth in the shipyard industry is expected to be over 30% per annum in the next few years.

It has also signed a MOU with Ramprastha group for a large development of real estate in the National Capital Region. Sembawang Engineers & Constructors, a subsidiary of Punj Lloyd in Singapore has proven expertise in the master planning, design and construction of residential complexes and townships. Sembawang has expertise in the use of advanced integrated precast systems which enable faster project execution. This joint venture with Ramprastha will help to leverage the expertise of Sembawang in creating landmark residential and commercial complexes.

In April 2007, Punj Lloyd announced incorporation of Punj Lloyd Upstream (PLUL) for providing onshore integrated drilling services to exploration and production companies in the domestic oil and gas sector. The company is making an initial investment of Rs 44 crore in PLUL. The drilling requirements under the NELP coupled with the high crude oil prices has resulted in a substantial increase in the requirement of Integrated Drilling Services (IDS). The current fleet of drilling rigs is unable to meet the market requirements. The new subsidiary will address the huge demand supply gap with the deployment of two onshore drillings rigs by early 2008 and the fleet shall be periodically increased for PLUL to become a significant player in the IDS space.

Simon Carves India Ltd, a wholly owned subsidiary of Punj Lloyd is an engineering centre providing design services to the group and over time will emerge as an engineering service provider for other industries as well.

#### ORDER BOOK UPDATE

Punj Lloyd Group has an order backlog of Rs 14,852 crore. This is the unexecuted value of orders on 30th September 2007 plus new orders received till date. The new order bookings in H1FY08 for Punj Lloyd Group stood at Rs 3,298 crore.

In terms of geographical distribution, Punj Lloyd's current order backlog comprises of 42% from India and 58 % from overseas. On a regional break-up basis the 57 % of orders from Asia Pacific and South Asia; 32 % in MENA region (Middle East and North Africa) and 11 % from rest of the world.

Of the Company's total backlog on September 30, 2007, 58% is in the oil, gas and petrochemical sectors, and remaining 42% represents infrastructure and other sectors. Sembawang's contribution to the order backlog is 22%. As a focused strategy, Punj Lloyd is now bidding for high value strategic orders which will help it scale the value chain.

Driven by a slew of opportunities in the oil & gas and infrastructure sectors, PLL reported a healthy growth in its order Inflow during the quarter compared to the corresponding quarter of the previous year. The order inflow is Rs 2,455 crore for the quarter ended September 30, 2007. The share of international orders booked during the quarter was 56% of the segment's total order inflow. The quality and the complexity of the orders bagged reflect the company's technical skills and dominant position in the infrastructure and hydrocarbon sectors.

#### NEW REPRESENTATIVES ON BOARD

##### **Punj Lloyd appoints Warburg Pincus representative to the Board of Directors**

Punj Lloyd today announced the induction of Niten Malhan, Managing Director, Warburg Pincus to its Board of Directors. An affiliate of Warburg Pincus holds a 5.087 % ownership interest in the company.

Warburg Pincus, a leading international private equity firm has invested approximately US \$2 billion in India over a twelve-year period. Some of the firm's key investments in India include Ambuja Cements, Bharti Airtel, Dainik Bhaskar, Housing Development Finance Corporation (HDFC), Kotak Mahindra Bank, Max India, Moser Baer, Nicholas Piramal, Sintex Industries, Lemon Tree Hotels and WNS Global Services and now, Punj Lloyd.

##### **Punj Lloyd appoints Mr M K Singh as Independent Director on the Board**

MK Singh has vast experience in different areas of Business Management, with Real Estate Development and Financing. His expertise extends to project management, industrial and general administration. In July 2004, he was appointed the Chief Executive and Executive Director in the Real Estate Division of Bombay Dyeing, to lead the initiative in the property development business for the Mill Land Development of the Wadia. He is also a Director on the Board of Group Company, Sembawang Engineers and Constructors Pte Ltd.

##### **About Punj Lloyd Limited**

Punj Lloyd (BSE SCRIP ID: PUNJLLOYD, NSE SYMBOL: PUNJLLOYD), is the second largest engineering and construction companies in India providing integrated design, engineering, procurement, construction and project management services for energy and infrastructure sector projects with operations spread across many regions in the Middle East, Caspian, Asia Pacific, Africa and South Asia. For FY07, PLL has recorded consolidated income of Rs 5206 crore and consolidated net profit of Rs 196.03 crore. On a consolidated basis, EBIDTA for the fiscal was Rs 489.70 crore. Further information about the Company is available at [www.punjllloyd.com](http://www.punjllloyd.com).

***For further information, please contact:***

##### **Punj Lloyd Ltd.**

Ms. Louise Sharma - 0124 2620152 | [louise@punjllloyd.com](mailto:louise@punjllloyd.com)

Ms. Bhavna Dayal - 0124 2620158 | [bhavnadayal@punjllloyd.com](mailto:bhavnadayal@punjllloyd.com)

**Adfactors PR Pvt. Ltd.**

Mr. Kunal Takalkar - +91 98100 73217 | kunal.takalkar@adfactorspr.com

Mr. Saurabh Saxena - +91 98102 33370 | saurabh.saxena@adfactorspr.com

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