



Investor Communication

Performance overview – Q2 & H1 FY16

November 9, 2015

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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

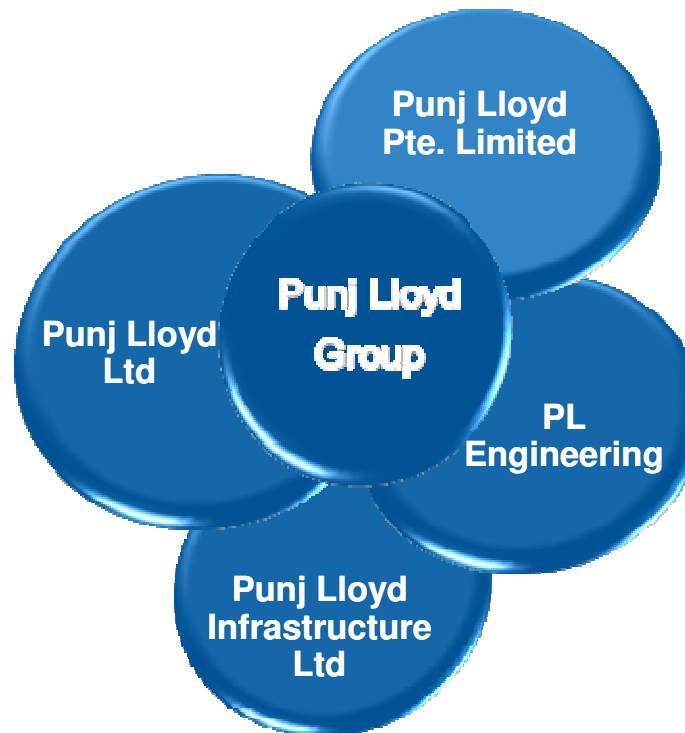
- Land Systems, Aviation and Defence Electronics

• 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, “This quarter has seen the Company book Oil & Gas orders in Refineries and Tankage. With a presence in IOCL’s Haldia and Paradip refineries and in Ennore, Punj Lloyd is well placed to execute these new repeat orders with good margins.

Moreover the Company’s decision to enter the T&D segment in Power has been a prudent one with the Company winning multiple rural electrification orders in the state of Odisha.”



Financial Results & Operating Highlights

Q2 & H1 FY16



Q2 & H1 – FINANCIAL OVERVIEW (STANDALONE)

INR Cr

| | Q2FY16 | Q1 FY16 | Q2 FY15 | H1 FY16 |
|---------------------|--------------|--------------|--------------|--------------|
| Revenue | 1004 | 653 | 1262 | 1657 |
| Other Incomes | 68 | 32 | 24 | 100 |
| TOTAL INCOME | 1071 | 685 | 1286 | 1757 |
| Cost of Sales | (1066) | (984) | (1375) | (2050) |
| EBIDTA | 5 | (298) | (89) | (293) |
| EBIDTA % | 0% | -44% | -7% | -17% |
| Finance cost | (209) | (232) | (213) | (442) |
| Depreciation | (75) | (67) | (89) | (142) |
| PBT | (279) | (598) | (391) | (877) |
| Tax | (4) | - | 127 | (4) |
| PAT | (283) | (598) | (264) | (881) |

SUMMARY OF BALANCE SHEET (Standalone)

INR Cr

| | Sep-15 | Mar-15 |
|--|---------------|---------------|
| EQUITY AND LIABILITIES | | |
| Shareholders' funds | 2,346 | 3,204 |
| Share capital | 66 | 66 |
| Reserves and surplus | 2,280 | 3,138 |
| Loans, Liabilities & Provisions | 10,208 | 9,758 |
| Borrowings | 5,719 | 5,206 |
| Deferred tax liability (net) | - | - |
| Payables and Others | 4,489 | 4,552 |
| | 12,554 | 12,962 |
| ASSETS | | |
| Fixed assets | 958 | 1,112 |
| Investments | 1,130 | 1,181 |
| Deferred tax assets (net) | - | - |
| Loans and Advances | 2,016 | 1,973 |
| Other Assets | 50 | 122 |
| Inventories | 6,219 | 6,059 |
| Trade receivables | 1,644 | 2,268 |
| Cash and cash equivalents | 537 | 247 |
| | 12,554 | 12,962 |

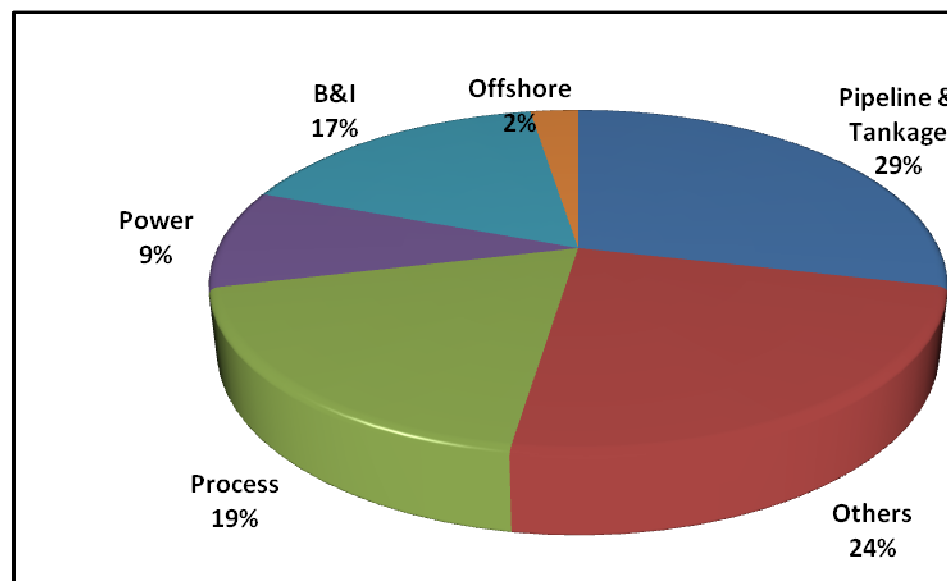
Borrowings (Consolidated) – as on Sept 30, 2015

| | INR Cr |
|--------------------------------|--------|
| E&C Activities (A) | 6,608 |
| Development Activities (B) | 865 |
| Gross Borrowing (C=A+B) | 7,473 |
| Less - Cash & Bank Balance (D) | 779 |
| Net Borrowing (E=C-D) | 6.694 |

Segment Revenue (Standalone) – H1 FY16

INR Cr

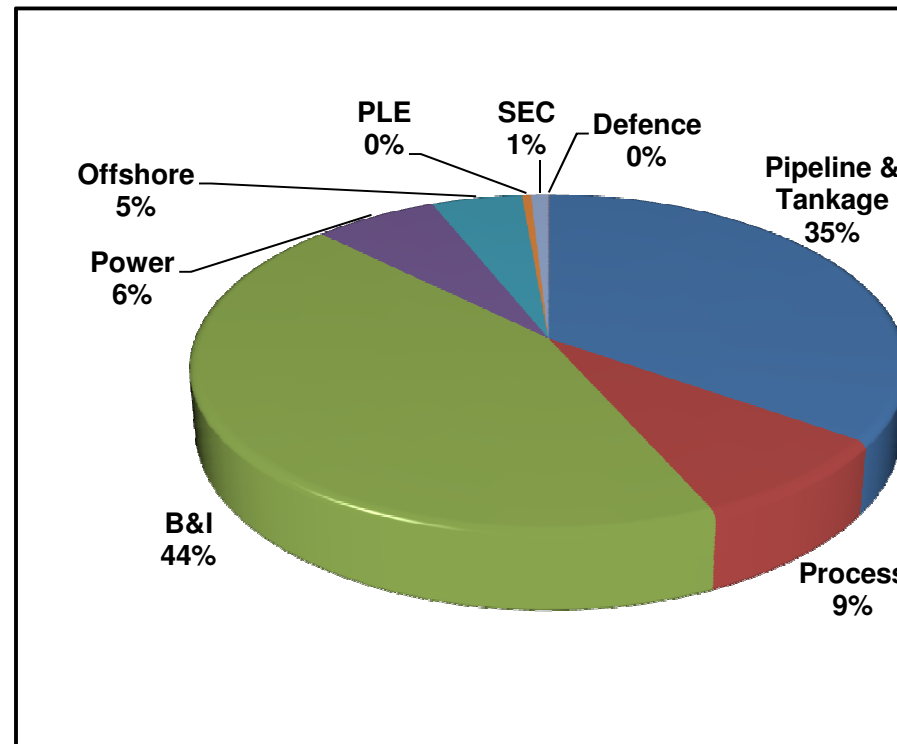
| Order backlog | Sep-15 |
|--------------------|--------------|
| Pipeline & Tankage | 473 |
| Process | 312 |
| B&I | 278 |
| Power | 155 |
| Offshore | 42 |
| PLE | 396 |
| Total | 1,657 |



ORDER BACKLOG (Consolidated) *

INR Cr

| Revenue | Amount |
|--------------------|---------------|
| Pipeline & Tankage | 6,871 |
| Process | 1,698 |
| B&I | 8,719 |
| Power | 1,299 |
| Offshore | 941 |
| PLE | 94 |
| SEC | 171 |
| Defence | 9 |
| Total | 19,802 |



* Order Backlog comprises of unexecuted orders as on September 30, 2015 plus new order received after that date.

Key orders received*

` Cr

| New orders during the Period | Amount |
|---|--------------|
| Gorakhpur –Gopalganj Section of NH-28 in Bihar | 539 |
| Ennore Tankage Project-Mitsubishi Heavy Industries Ltd of Japan | 477 |
| Turnkey basis for EPCC-2 Package of Aishwarya Project | 1,094 |
| Residual Basic Engineering including HAZOP study, detailed EPC Paradip Refinery Project | 367 |
| BHEL-Raw Water Reservoir Roads and Drains work, in Telengana state | 127 |
| Rural Electrification (Package PR 654) Puri, Orissa | 203 |
| Rural Electrification of Jajpur - Khurda District, Orissa | 183 |
| Rural Electrification of Ganjam District, Orissa | 179 |
| Total | 3,169 |

Key Highlights

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

* Since May 22, 2015, being the date of declaration of previous annual results

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