



Investor Communication

Performance overview – Q4 & FY14

20 May, 2014

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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**

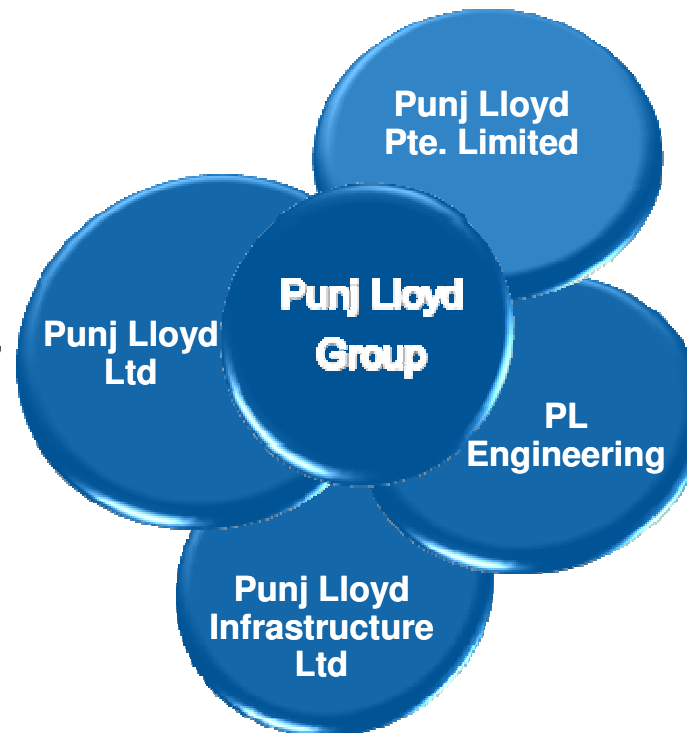
- Land Systems, Aviation and Defence Electronics

- 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





Financial Results & Operating Highlights

Q4 & FY14



Q4 FY14 – FINANCIAL OVERVIEW

INR Cr

Description	Standalone for the Period		Consolidated for the Period	
	Q4 FY14	Q4 FY13	Q4 FY14	Q4 FY13
Net Sales / Income from Operations	2,024	2,567	2,359	3,148
Other Income	29	46	46	109
Total Income	2,052	2,613	2,405	3,257
Total Expenditure (Excl. Interest Exp. & Depreciation)	(1,769)	(2,374)	(2,533)	(2,980)
EBITDA	285	240	(128)	276
EBITDA as % of Total Income	14%	9%	-5%	9%
Finance Cost	(219)	(178)	(268)	(197)
Depreciation	(65)	(55)	(113)	(79)
PBT	0.40	7	(508)	2
Tax	0.35	(2)	10	10
PAT/(Loss)	0.05	5	(498)	12
Share of Associates & Minority Interest	-	-	116	3
Profit for The Period	-	-	(382)	15

FY14 – FINANCIAL OVERVIEW

INR Cr

Description	Standalone for the Period		Consolidated for the Period	
	FY14	FY13	FY14	FY13
Net Sales / Income from Operations	8,229	8,366	10,855	11,256
Other Income	282	227	319	335
Total Income	8,511	8,593	11,174	11,591
Total Expenditure (Excl. Interest Exp. & Depreciation)	(7,483)	(7,654)	(10,536)	(10,415)
EBITDA	1,028	938	638	1,176
EBITDA as % of Total Income	12%	11%	6%	10%
Finance Cost	(771)	(680)	(882)	(781)
Depreciation	(245)	(228)	(392)	(354)
PBT	12	30	(636)	41
Tax	(4)	(11)	(8)	(70)
PAT / (Loss)	8	20	(644)	(29)
Share of Associates & Minority Interest	-	-	96	22
Profit/(Loss) for The Period	-	-	(548)	(7)

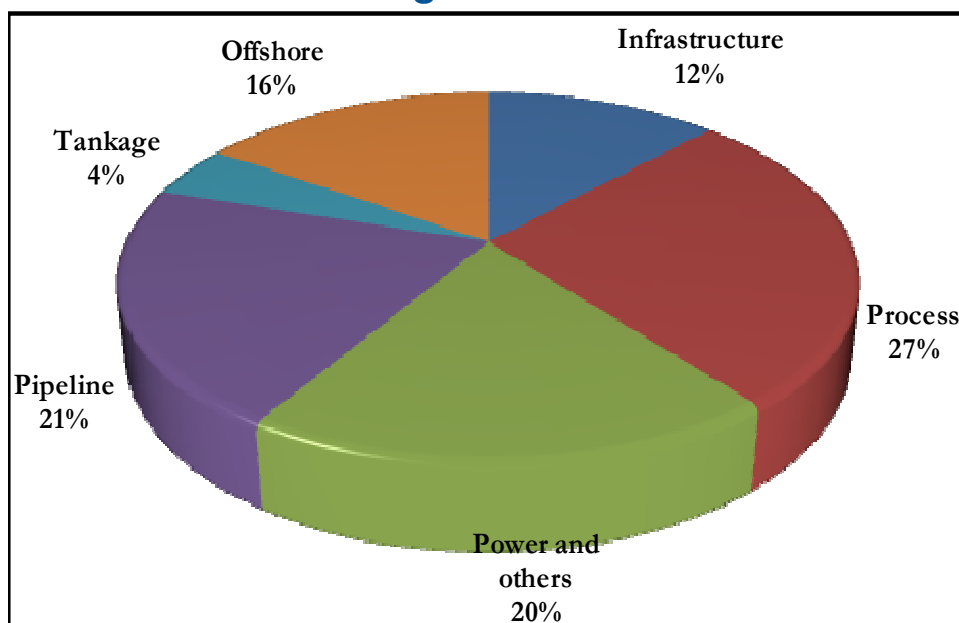
Borrowings – as on Mar 31, 2014 (CONSOLIDATED)

	INR Cr
E&C Activities (A)	5,546
Development Activities (B)	702
Gross Borrowing (C=A+B)	6,248
Less - Cash & Bank Balance (D)	613
Net Borrowing (E=C-D)	5,635

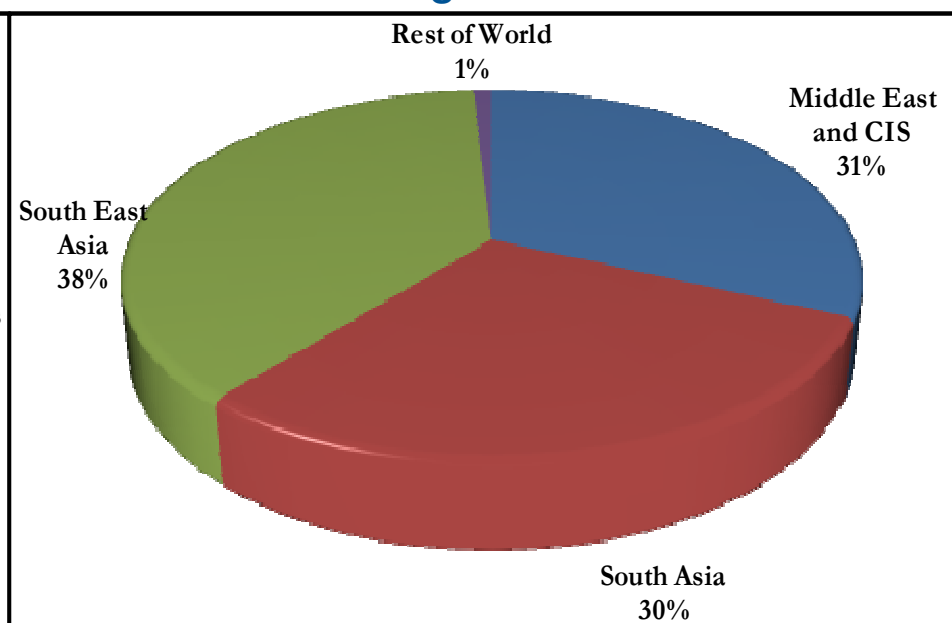
Segment Revenue (Consolidated) – FY14

INR Cr

Business Segment



Geographical Segment



Businesses	Amount	%
Infrastructure	1,334	12%
Process	2,915	27%
Power and others	2,152	20%
Pipeline	2,259	21%
Tankage	500	4%
Offshore	1,695	16%
Total	10,855	100%

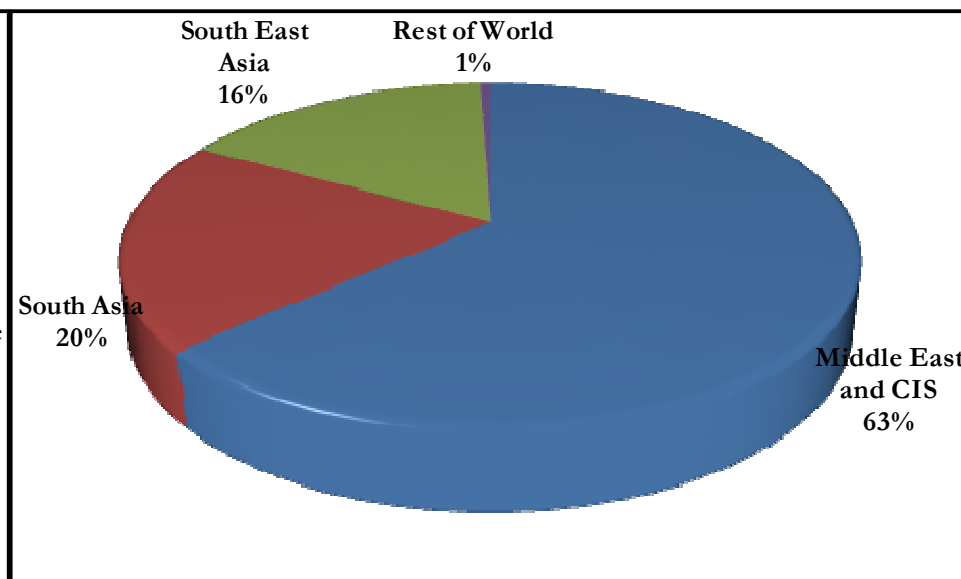
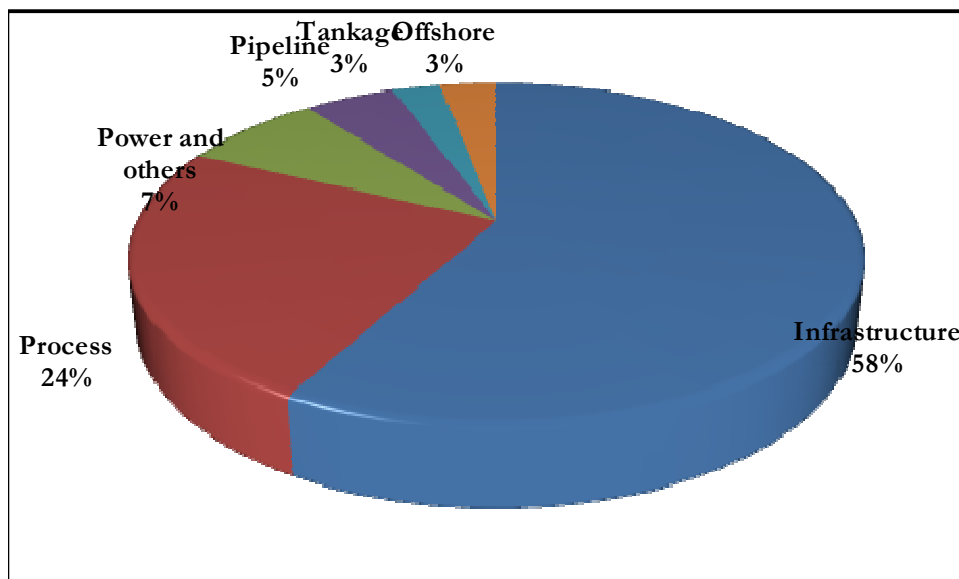
Geographical	Amount	%
Middle East and CIS	3,429	32%
South Asia	3,216	30%
South East Asia	4,107	37%
Rest of World	103	1%
Total	10,855	100%

ORDER BACKLOG (Consolidated) *

Business Segment

Geographical Segment

INR Cr



Businesses	Amount	%
Infrastructure	11,724	58%
Process	4,870	24%
Power and others	1,515	7%
Pipeline	988	5%
Tankage	514	3%
Offshore	611	3%
Total	20,222	100%

Geographies	Amount	%
Middle East and Africa	12,824	63%
South Asia	3,957	20%
South East Asia	3,330	16%
Rest of World	111	1%
Total	20,222	100%

* Order Backlog comprises of unexecuted orders as on March 31, 2014 plus new order received after that date.

Key orders received

INR Cr

New orders	Amount
Construction of utilities, Libya	3,223
Construction of 42 KM carriage way , Yemen	1,299
Project Marina, Singapore	830
Sulphur block of residue up-gradation project of Manali Refinery of CPCL (EPCC) , India	357
EPC Project at Jamnagar , India	275
Punjab Electricity Development Authority, India	181
Upstream Contract , Gabon	90

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