



# Investor Communication

## Performance overview: Q4 & 12M FY17

27<sup>th</sup> May, 2017

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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

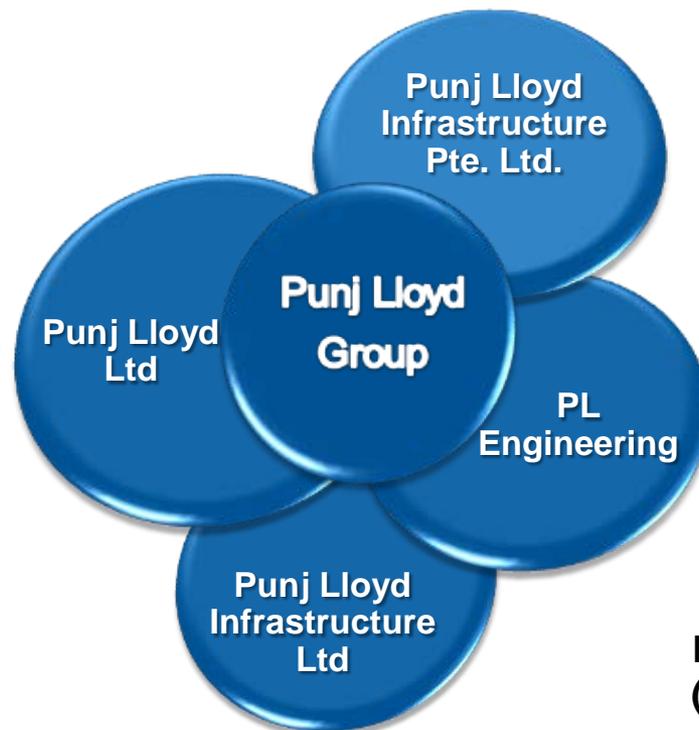
- Land Systems, Aviation and Defence Electronics

#### • 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 (contributing around 85% to total net sales)
- Punj Lloyd Oil & Gas Sdn Bhd



### 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

<b>Oil &amp; Gas</b>	Onshore & Offshore Pipelines, Onshore & Offshore field Development, Gas Processing, Tankage and Terminals
<b>Process</b>	Refineries, Polymers & Petrochemicals, Chemicals
<b>Power</b>	Thermal, Nuclear
<b>Utilities</b>	Water & Sewage Treatment Facilities, Reservoirs, Centralized Utilized
<b>Infrastructure</b>	Subway & Metro Systems, Airports, Highways & Expressways, Bridges, Flyovers & Interchanges, Tunnels & Caverns, Seaports & Terminals
<b>Buildings</b>	Hospitality & Leisure, Commercial, Industrial, Institutional & Residential Complexes, Healthcare, Townships & Industrial Parks
<b>Asset Management</b>	Asset Preservation & Maintenance
<b>Defence</b>	Land systems, Aviation, Electronics



**Speaking on the results, Chairman and Managing Director, Atul Punj said,**

*" While our EPC business was satisfactory, the suspension of our Singapore operations impacted our results however this was a onetime occurrence and is now behind us. In our Defence business, we are the first private company to set-up a Small Arms Manufacturing Facility, along with JV partner Israel Weapon Industries. Besides being the first to bring complete technology for the manufacture of tried and tested battle proven small arms in the country, we were also the first to bring FDI in defence to Madhya Pradesh. We are committed to supporting the Prime Minister's Make in India Programme.*

*"FY17 has also been one of execution which was also acknowledged by clients. We received the fourth consecutive 'Focused Recognition' award from our client Petronas for our RAPID tankage project in Malaysia and other safety awards, including those from Mitsubishi Heavy Industries and NPCIL in India and Yasref in Saudi Arabia, besides a felicitation by the Economic Times", he further added.*

*I believe that our efforts towards enhancing the business through well thought of strategies will help us combat immediate working capital challenges.."*

## Key business developments

- Punj Lloyd was awarded **Best Contractor and Focused Recognition for April 2017 from Petronas, Malaysia** for the RAPID project
- Punj Lloyd and Israel Weapons Industries(IWI) has set-up India's first small arms manufacturing plant at Malanpur in Madhya Pradesh
- Punj Lloyd has been awarded Rs. 312 crore project in Saudi Arabia by Yanbu Aramco Sinopec Refining Company Ltd.
- Punj Lloyd received Rs. 139 crore tankage contract from Adani and Rs. 209 crore pipeline contract from Mumbai Port Trust
- Punj Lloyd Infrastructure Limited (PLIL) a wholly owned subsidiary of the Company has executed definitive agreements with India Power Green Utility Pvt. Ltd.(IPGUPL) to co-develop 30 MW solar assets in Uttarakhand
- The Company's wholly owned subsidiary Punj Lloyd Infrastructure (PLIL) has executed definitive agreements with India Infrastructure Fund II to divest three operating solar projects aggregating to 45 megawatts (MW) located in Punjab and Rajasthan subject to customary approvals and other conditions precedent





# Financial Results & Operating Highlights

## Q4 & 12M FY17



## Q4 & 12M FY17: FINANCIAL OVERVIEW

Amount in INR Crores

	Standalone		
	Q4 FY17	Q3 FY17	Q4 FY16
Revenue	890	993	688
Other Incomes	137	17	54
<b>Total Income</b>	<b>1,027</b>	<b>1,010</b>	<b>742</b>
Cost of Sales	(999)	(989)	(876)
<b>EBITDA</b>	<b>28</b>	<b>21</b>	<b>(134)</b>
<b>EBITDA %</b>	<b>3%</b>	<b>2%</b>	<b>-18%</b>
Finance cost	(225)	(223)	(204)
Depreciation	(33)	(30)	(44)
<b>Loss Before Tax</b>	<b>(230)</b>	<b>(232)</b>	<b>(382)</b>
<b>Tax</b>	49	-	(14)
<b>Loss After Tax</b>	<b>(181)</b>	<b>(232)</b>	<b>(396)</b>
Other Comprehensive income	(155)	(29)	(238)
<b>Total Comprehensive Income</b>	<b>(337)</b>	<b>(261)</b>	<b>(634)</b>

Effective April 01, 2016, the Company has for the first time adopted Ind-AS, with a transition date of April 01, 2015. The impact of transition has been accounted for in opening reserves and the comparative amounts have been restated accordingly.

## Q4 & 12M FY17: FINANCIAL OVERVIEW

Amount in INR Crores

	Standalone		Consolidated	
	FY17	FY16	FY17	FY16
Revenue	3,761	3,358	4,867	4,447
Other Incomes	299	180	1,355	258
<b>TOTAL INCOME</b>	<b>4,060</b>	3,528	<b>6,222</b>	<b>4,705</b>
Cost of Sales	3,952	(3,898)	(5,883)	(5,382)
<b>EBIDTA</b>	<b>108</b>	(370)	<b>339</b>	<b>(677)</b>
<b>EBIDTA %</b>	<b>3%</b>	<b>-10%</b>	<b>5%</b>	<b>-14%</b>
Finance cost	(882)	(898)	(1,018)	(1,059)
Depreciation	(125)	(227)	(221)	(342)
<b>Loss Before Tax</b>	<b>(899)</b>	(1,495)	<b>(900)</b>	<b>(2,078)</b>
<b>Tax</b>	49	(18)	35	-
<b>Loss After Tax</b>	<b>(850)</b>	(1,513)	<b>(865)</b>	<b>(2,078)</b>
Share of loss of associates, Minority interest and Other comprehensive income	(937)	(215)	375	(89)
<b>Total Comprehensive Income</b>	<b>(1,787)</b>	(1,728)	<b>(490)</b>	<b>(2,167)</b>

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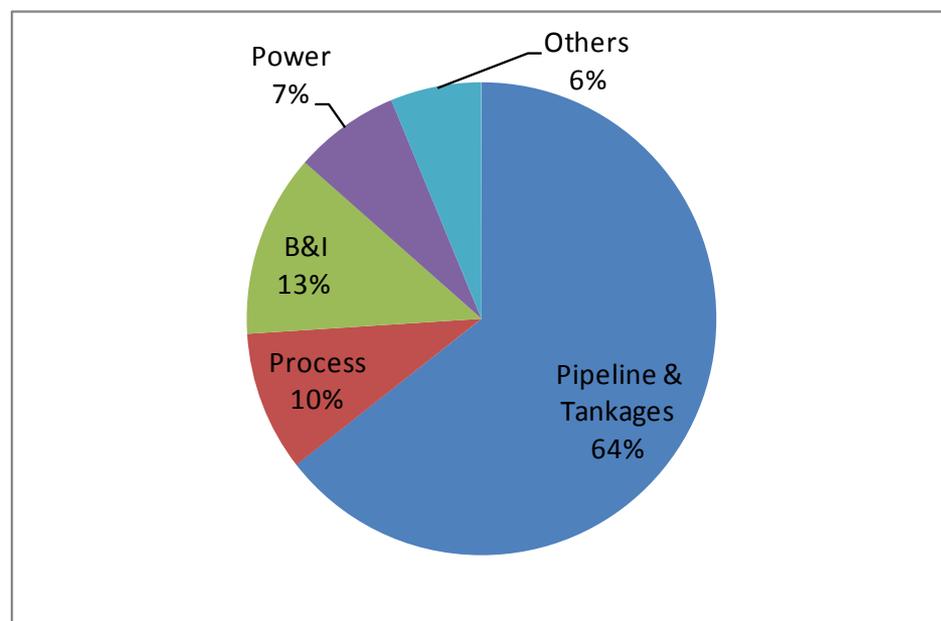
## Borrowings (Consolidated) - as at Mar 31, 2017

	Amount in INR Crores
E&C Activities (A)	7,017
Development Activities (B)	806
<b>Gross Borrowing (C=A+B)</b>	<b>7,823</b>
Less: Cash & Bank Balance (D)	649
<b>Net Borrowing (E=C-D)</b>	<b>7,174</b>

## Segment Revenue – FY17 - Consolidated

Amount in INR Crores

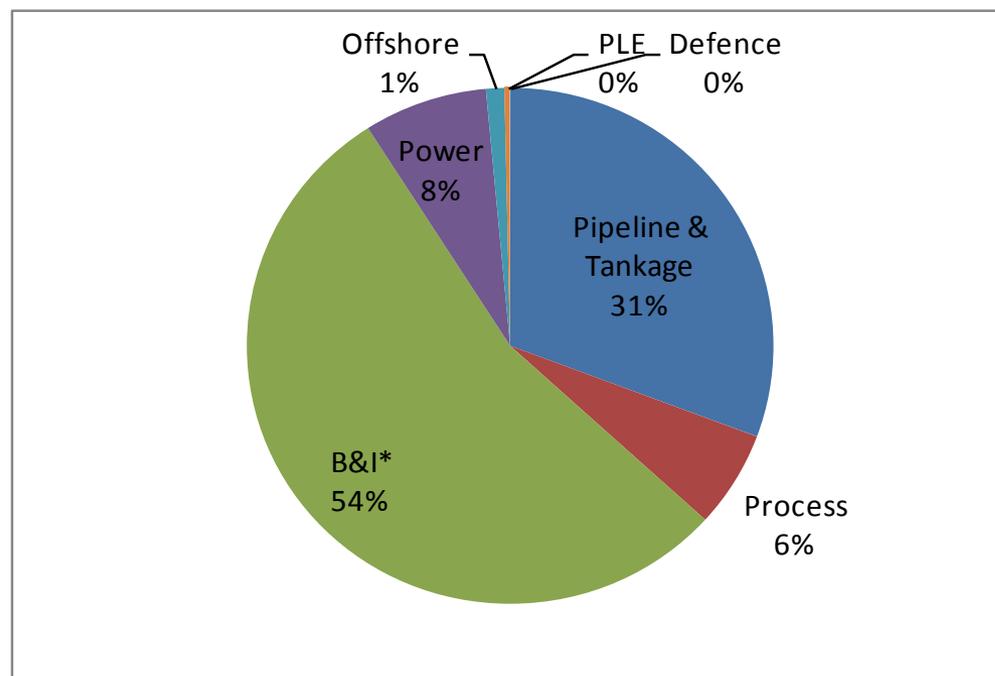
Segment	FY17
Pipeline & Tankages	3,134
Process	466
B&I	611
Power	352
Others	304
<b>Total</b>	<b>4,867</b>



## ORDER BACKLOG (Consolidated) #

Amount in INR Crores

Segment	Amount
Pipeline & Tankage	5,698
Process	1,115
B&I*	10,061
Power	1,412
Offshore	210
PLE	62
Defence	4
<b>Total #</b>	<b>18,561</b>



- # Order Backlog comprises of unexecuted orders as on March 31, 2017 plus new orders received after that date
- \* Including 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.punjllloydgroup.com](http://www.punjllloydgroup.com).

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**Thank You**