

Praj Industries Limited

Q1 FY17 Results

Key Developments

- Capital goods sector in India has been recognized as a strategic sector
- GOI opens doors wider for FDI in various sectors including pharmaceuticals and food products
- Britain's decision to exit EU was a development of global importance - mixed impact on the Indian economy
- Seasonally weak quarter for capital goods sector, challenging business environment to prevail for some more time

Updates -

Ethanol business -

- Positive sentiment in the Indian sugar industry on the heels of firming up of sugar prices and good monsoon showers
- Sugar sector also gains from increased ethanol blending
- Centre plans to launch the integrated bio-energy mission, an indicative outlay of Rs 10,000 cr in the next 5 years - will enhance the use of ethanol and biogas
- MOPNG commits to implementation of 2nd generation ethanol projects - OMCs to invest in 2-3 plants each, in the process of selecting technology suppliers and working out suitable business models
- State level initiatives also add to the movement
- Work Praj's 2nd generation Integrated Bio-refinery demo plant on track

Key Developments

Global ethanol market developments -

- Pursuing specific greenfield and modernization opportunities
- Geographies of interest -
 - South America - Argentina, Peru
 - South East Asia - Indonesia, Thailand, Philippines

Brewery business

- 2 prestigious wins in the domestic market
- Improved enquiry basket
- Devising key account strategy for some chosen customers in this space

Praj HiPurity Systems

- New norm allows 74% FDI under the automatic route in the brownfield projects - opens roads for cross-border M&As and new funds coming into the Indian pharma industry

Critical process equipment & systems

- Petrobras order maintains the status quo
- As indicated last quarter, discussions have opened to shift to the new Contractor
- It is reliably understood that there is a strong likelihood of resuming the project this calendar year

Key Developments

- Water and waste water treatment won an order in the power sector, also repeat orders from clients in F&B segment
- Praj Industries won the 'Best Machinery Manufacturing (Distillery) Award" 2016, conferred by Bharatiya Sugar
- Kandla manufacturing facility audited by Together for Sustainability (TfS) team, an initiative of globally respected chemical companies to enhance sustainability within the supply chain
- Kandla manufacturing facility re-certified for U and U2 ASME stamps, S stamp certification in progress

At a glance



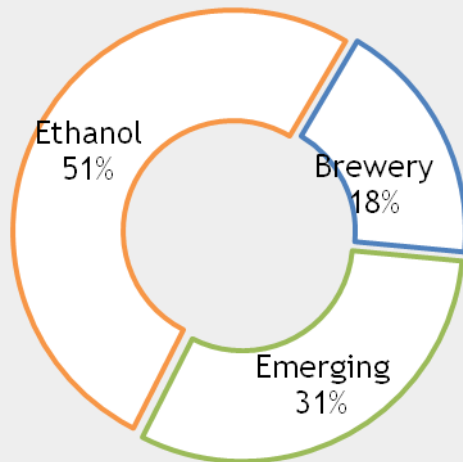
Financials : Figures in Rs cr

	Q1 FY 16	Q4 FY 16	Q1 FY 17
Operating income	205.92	345.91	204.93
EBITDA (excl other income)	17.16	45.79	6.79
PBT	13.24	45.72	4.90
PAT	8.65	38.35	4.11
Order Intake	162	182	280

Note - all figures on consolidated basis, i.e. Praj Industries India, its local execution companies and subsidiaries.
All the numbers are reported in compliance with IND AS.

Order Intake

Q1 FY17 : Rs. 280 cr

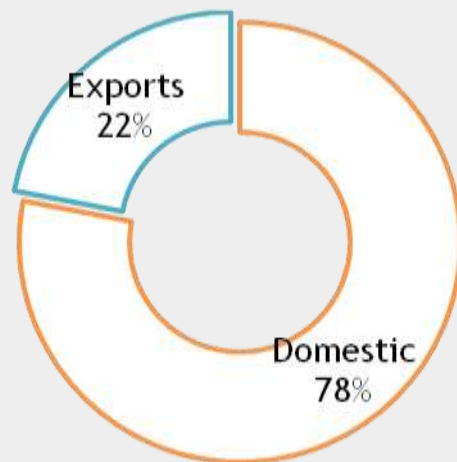
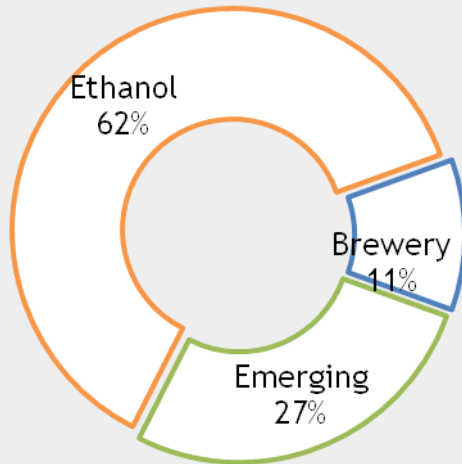


Order book comprises majority of domestic orders - an impact of increased momentum in the ethanol blending program, good monsoon showers, turn around in the sugar industry

Emerging businesses also received prestigious orders from domestic customers

Operating income

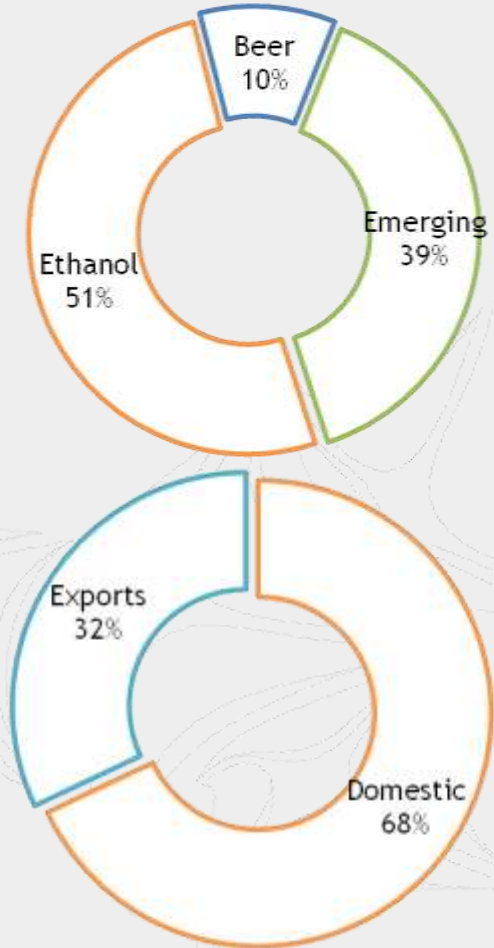
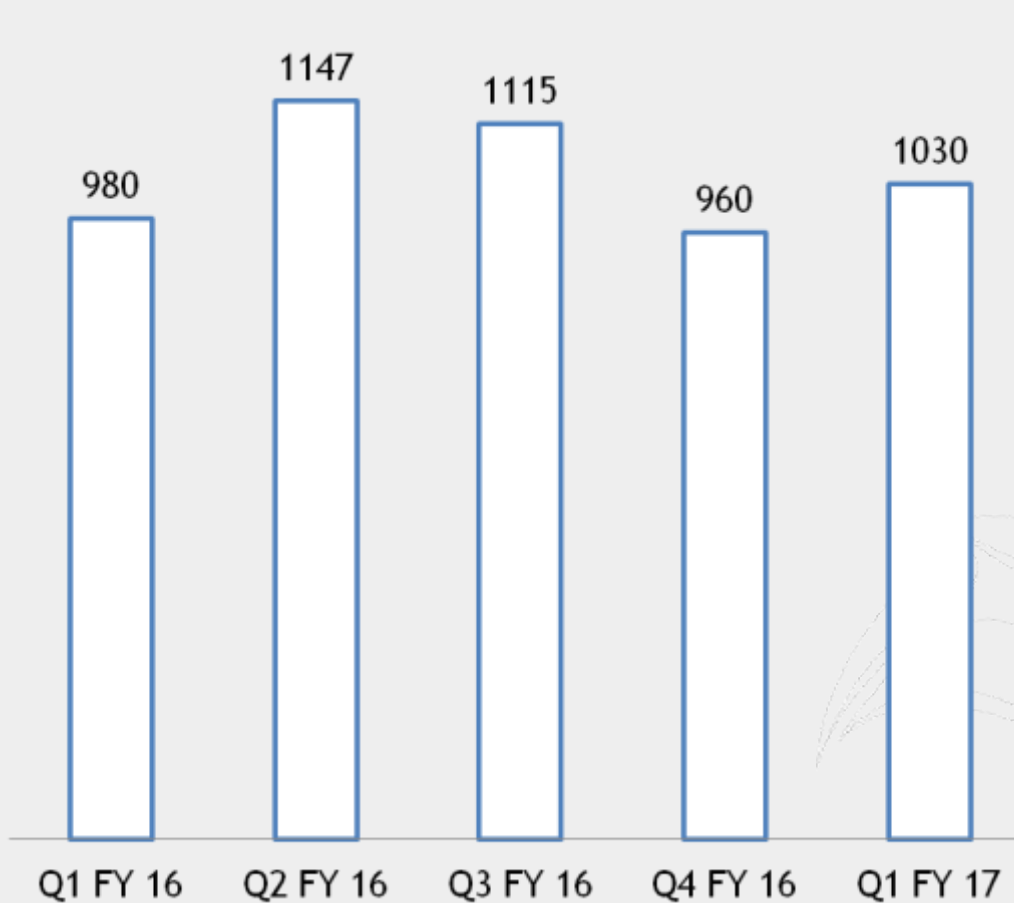
Q1 FY17 : Rs. 204.93 cr



Revenue neutral as compared to the corresponding quarter (adjusted for IND AS)

Variation in the sales composition - inclined towards domestic

Order Backlog (at the end of each quarter, values in Rs cr)

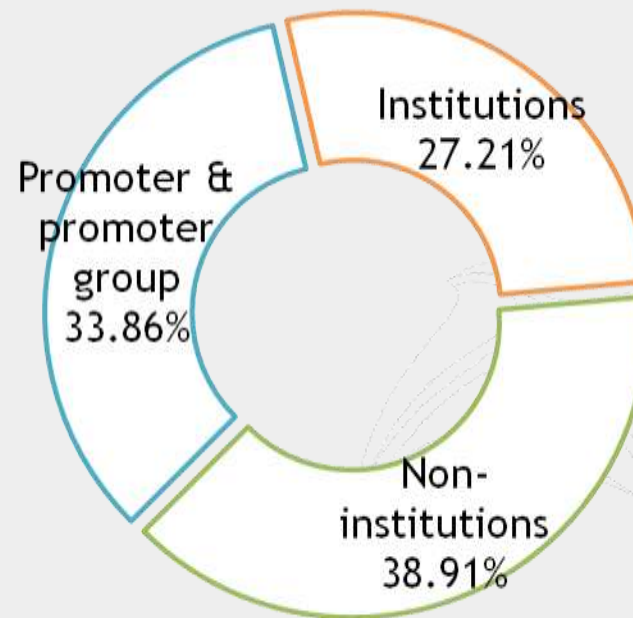


Note - Emerging businesses include Critical Process Equipment and Systems, Water and Waste-water Treatment Division and Praj HiPurity Systems.

Shareholding Pattern



As of
30th June, 2016



For further information, please contact -

Surendra Khairnar/ Priyanka Watane
Praj Industries Ltd.

Phone : 020 2294 1000

Email: surendrakhairnar@praj.net /
priyankawatane@praj.net