

Praj Industries Limited

Q3 & 9M FY15 Results

To be read in conjunction with
the management's commentary

Q3 & 9M FY15 Key Developments

- Creating sustainable order book - rapidly scaling emerging businesses
- Emerging business forms over 40% of the order intake
- PHS set to grow along 3 new vectors - expanding current portfolio (process systems, internationalization & value added services)
- Focus 5-7 new countries, momentum in order gains
- PHS introduces BioWiz Smart Bioreactor - a critical element of biopharma offerings
- Water & waste water group ships STP system - first international project for Ecophotox technology
- Rs 235 cr order win for Petrobras project - CPES business moving up the value chain

Q3 & 9M FY15 Key Developments

- Wins an order on EPC basis from Kakira Sugar - fuel cum beverage ethanol plant in Uganda
- Brewery internationalization - commissions SAB Miller, Namibia plant and Heineken, Myanmar progressing well

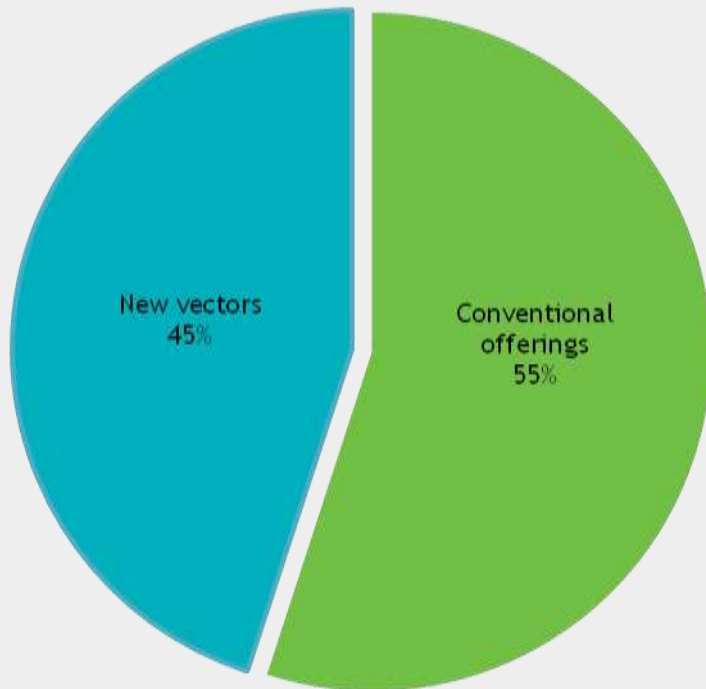
Containerized Ecophotox STP System



BioWiz Bioreactor



45% Orders from New Initiatives & Technologies



Total OB : 937 crs (3 Qtr FY15)

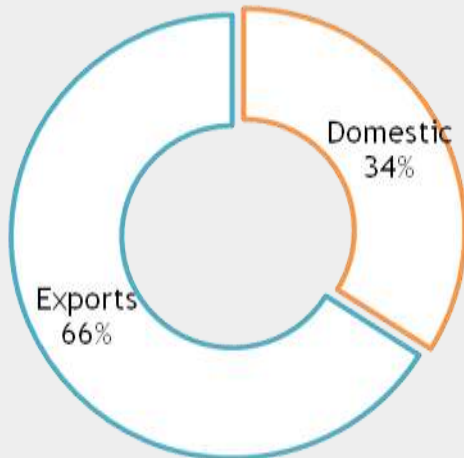
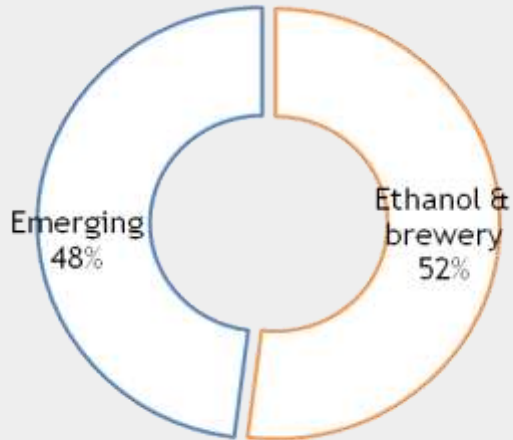
45% of the orders won during 9M FY15 from new initiatives & technologies like -

- Oil & gas skids by CPES business
- Ecosmart technology for distilleries
- Modernization solutions for distilleries
- Value added services by Praj HiPurity Systems
- Ecophotox technology by water & wastewater treatment business

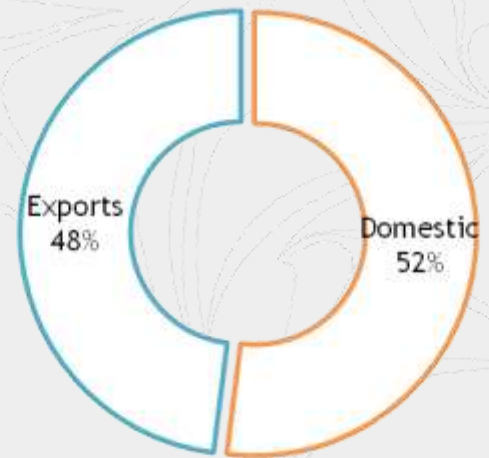
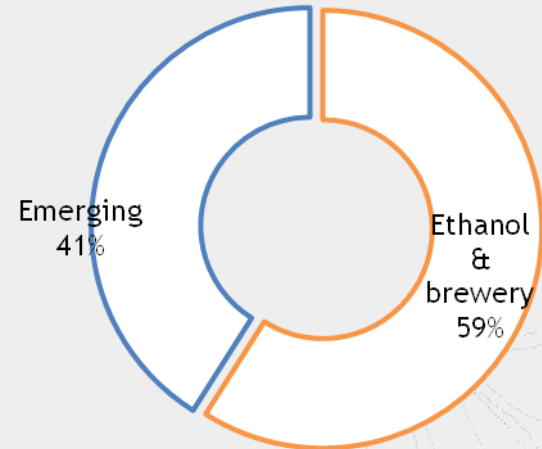
9M order intake shows 50% increase over corresponding period

Order Intake

Q3 FY15: Rs. 539 cr



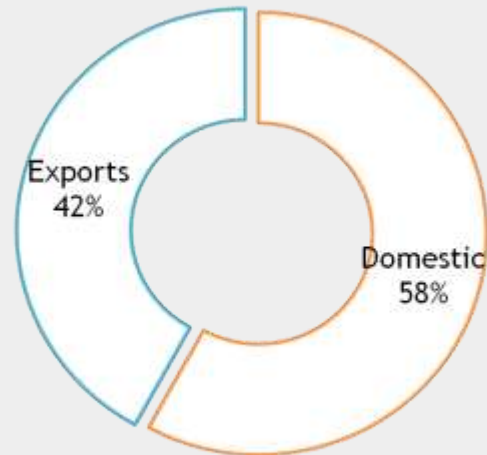
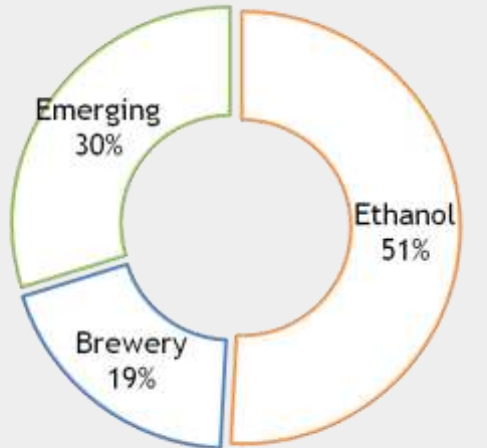
9M FY15: Rs. 937 cr



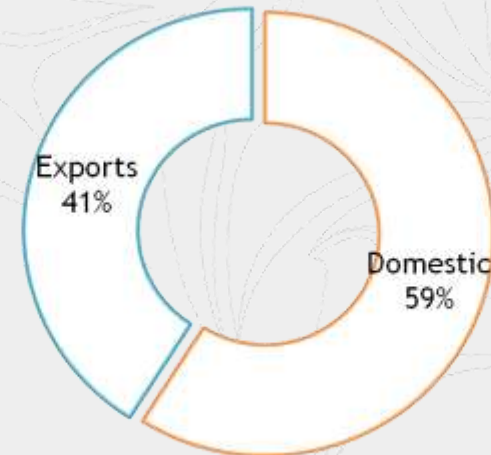
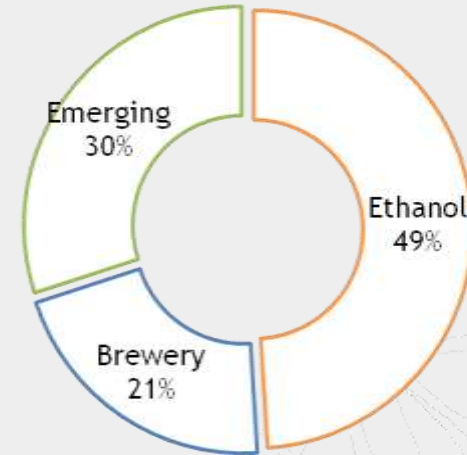
52% increase in order intake over the previous period

Revenue

Q3 FY15: Rs. 219 cr



9M FY15: Rs. 705.65 cr



Consistent performance of emerging business at 30%

At a glance

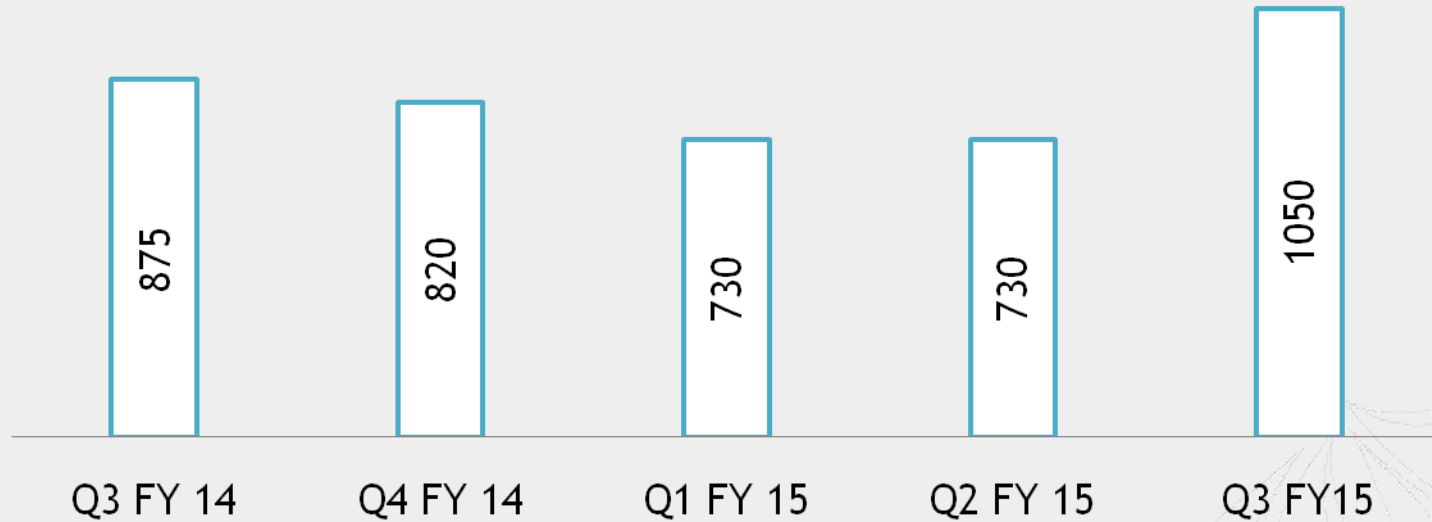


Financials : Figures in Rs cr

	Q3 FY14	Q2 FY15	Q3 FY 15	9M FY14	9M FY15
Operating income	269.10	265.04	219.34	636.41	705.65
EBITDA (excl other income)	35	18.24	20.18	44.80	50.08
PBT	33.61	18.41	14.98	46.35	40.13
PAT	24.27	24.87	12.30	33.85	39.65
Order Intake	203	264	539	629	937

Note - all figures on consolidated basis, i.e. Praj Industries India, its local execution companies and subsidiaries.

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

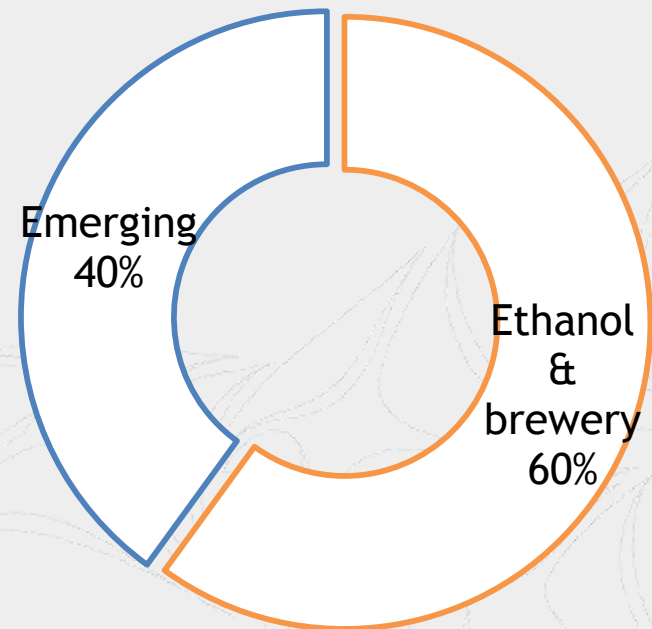
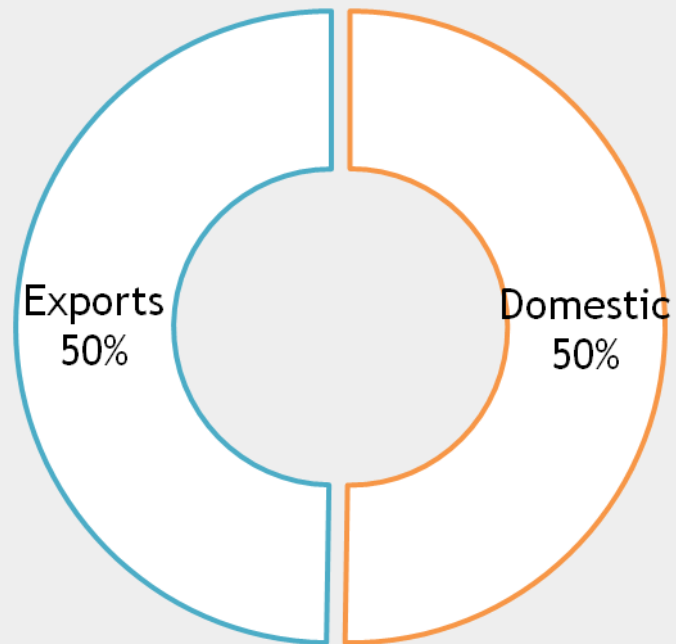


SAB Miller Namibia Brewery Project



Order Backlog

Order Backlog as on 31st Dec 2014
Rs. 1050 cr



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

Event

Business

Impact & Action

Falling Crude Prices

International fuel ethanol

Critical Process Equipment & Systems

- Global mandates continue
- Additional mandates in Asia & South America
- Praj offering multi-product plants for fuel & non-fuel ethanol
- Continually evaluating impact

- Upstream investment likely to be impacted
- Downstream likely to go up due to improved margins
- Praj serves a wider industry vertical including chemicals, petrochemicals, fertilizer, pharma

India EBP

Domestic ethanol

- GOI irons out issues pertaining to logistics & pricing
- 820 mn ltr ethanol contracted by OMCs during the year
- Positive rub-off effect on beverage alcohol
- GOI expresses intent to set up 5 2nd gen demo plants

Ganga action plan

Domestic ethanol and water & waste water

- 750 polluting industries identified
- Praj working with clients to design ZLD systems
- Focus on reducing effluent right at the source

Event

Business

Impact & Action



**Reduction in
interest rates**

All business verticals

- Healthy capex cycle

Mr Chaundhari's Nomination



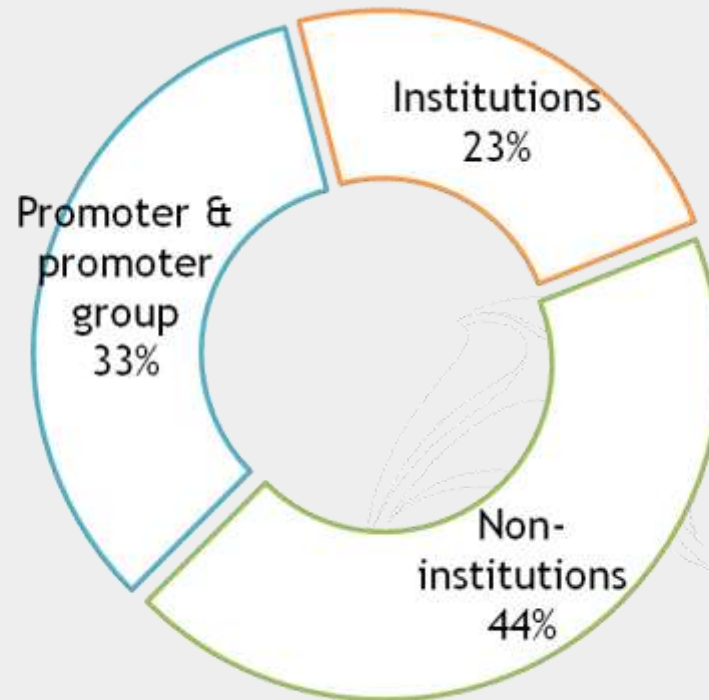
Mr. Pramod Chaudhari
was nominated for the
Platts Global Energy
Awards 2014
for his efforts and
contribution to the
biofuel sector



Shareholding Pattern



As of
31st Dec, 2014



Thank you