

Praj Industries Limited

Q3 and 9M FY18 Results

Safe Harbor



Certain statements in this communication concerning our future growth prospects are forward-looking statements, which involve a number of risks and uncertainties that could cause actual results to differ materially from those in such forward-looking statements. The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, intense competition in our industry of operations including those factors which may affect our cost advantage, wage increases, our ability to attract and retain highly skilled professionals, cost overruns on contracts, client concentration, our ability to manage our international operations, our ability to successfully complete and integrate potential acquisitions, liability for damages on our contracts, the success of the companies in which Praj Industries Ltd. has made strategic investments, withdrawal of governmental fiscal incentives, political instability, legal restrictions on raising capital or acquiring companies outside India and unauthorized use of our intellectual property and general economic conditions affecting our industry. Praj Industries Ltd. may, from time to time, make additional written and oral forward-looking statements, including our reports to shareholders. The company does not undertake to update any forward-looking statement that may be made from time to time by or on behalf of the company.

Key Developments

- Bharat Petroleum Corporation Limited (BPCL), India's flagship oil company has given a formal confirmation by way of Letter of Acceptance to Praj for its proprietary technology, basic engineering and design package for a value of Rs 16.75 cr (excluding GST). This is a major milestone towards commencement of work on the 2nd Generation ethanol biorefinery with production capacity of 100 kiloliter per day to be set up by BPCL at Bargarh, Odisha. The feedstock will be biomass sourced from the local farming community.
- Praj had signed MOU with BPCL in Dec, 2016. Praj also has MOU in place with Indian Oil Corporation Limited (IOCL) signed in Sept, 2016.

Key Developments

- Union Budget 2018 makes 2 important announcements which is expected to propel growth of biofuels in India.
- Allocation of Rs 1,290 crore for a restructured National Bamboo Mission (NBM) and categorization of bamboo as grass. Bamboo is a rich source of lignocellulose and is a valuable feedstock for 2nd generation ethanol and renewable chemicals.
- Acknowledgment of air pollution in the Delhi-National Capital region (NCR) as a serious problem and a scheme to support the governments of Delhi and neighboring states viz. Haryana, Punjab, Uttar Pradesh in tackling high levels of air pollution. Steps will be taken to subsidise the machinery required for management of crop residue.

At a glance



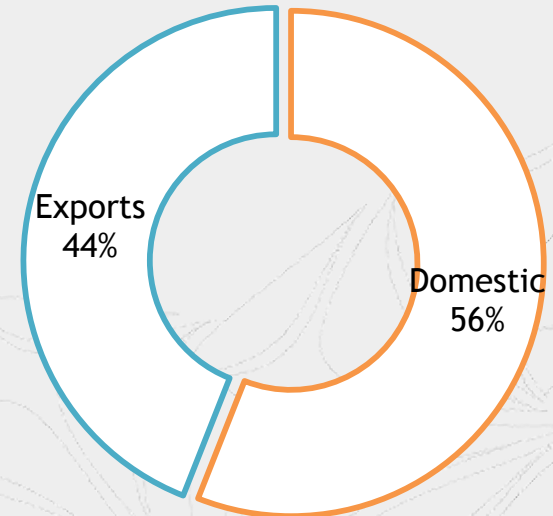
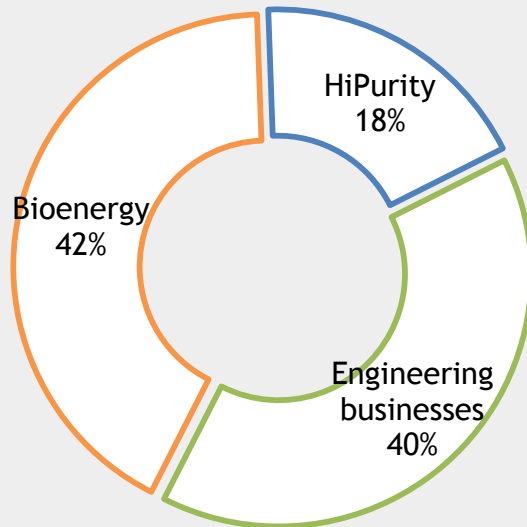
Financials : Figures in Rs cr

	Q3 FY 18	Q2 FY 18	Q3 FY 17	9M FY 18	9M FY 17
Operating income	248.28	207.87	232.74	648.93	643.46
EBITDA (excl other income)	16.74	9.78	22.04	29.95	34.91
PBT	11.85	5.86	19.58	18.20	30.76
PAT (after minority interest)	7.53	4.74	14.66	12.68	21.81
Order Intake	251	245	295	665	775

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

Q3 Revenues

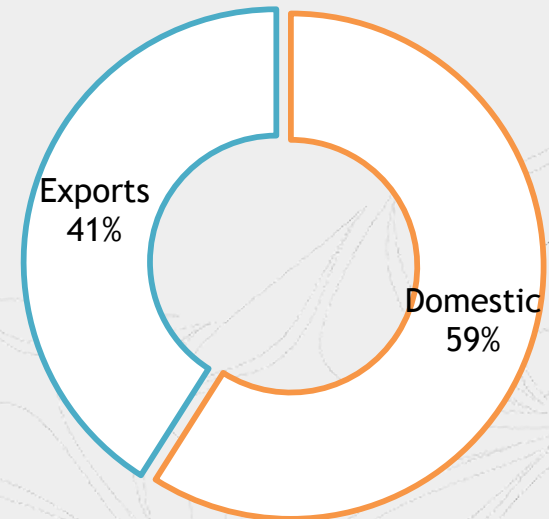
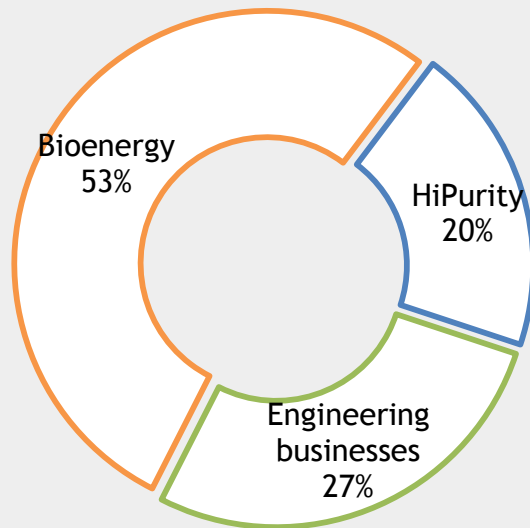
Q3 FY18 : Rs 248.28 cr



Note - Engineering businesses include critical process equipment & systems, brewery and water & wastewater treatment segments.

9M Revenues

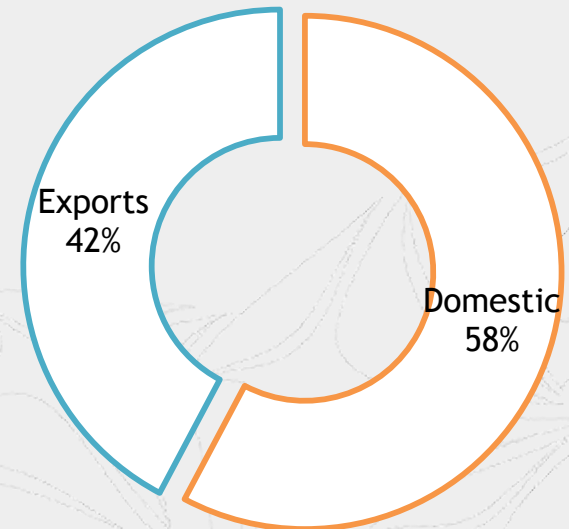
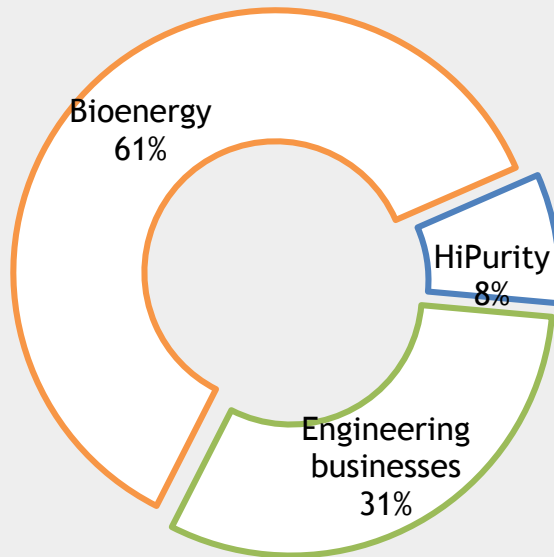
9M FY18 : Rs 648.93 cr



Note - Engineering businesses include critical process equipment & systems, brewery and water & wastewater treatment segments.

Q3 Order book

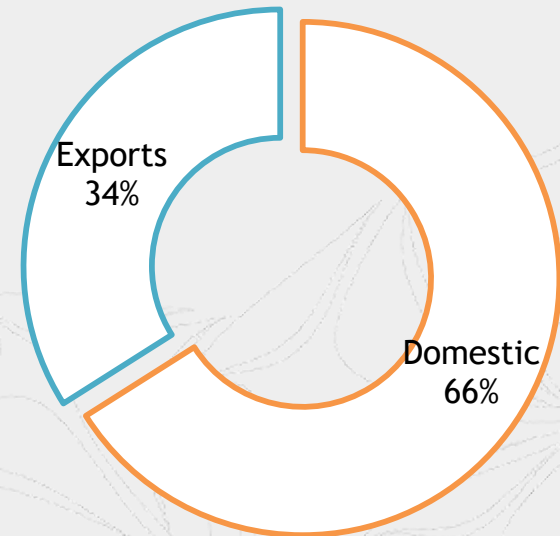
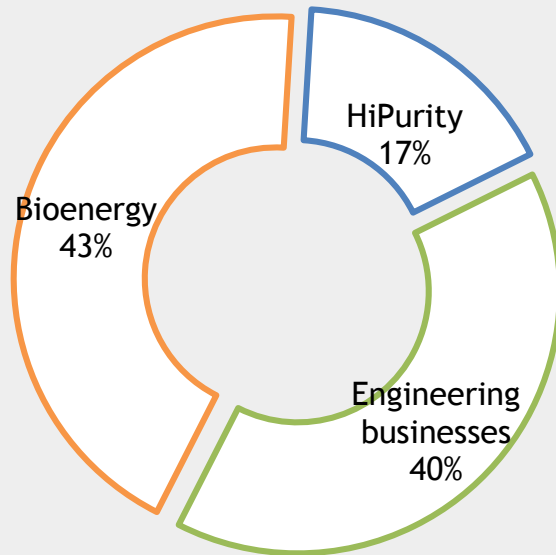
Q3 FY18 : Rs 251 cr



Note - Engineering businesses include critical process equipment & systems, brewery and water & wastewater treatment segments.

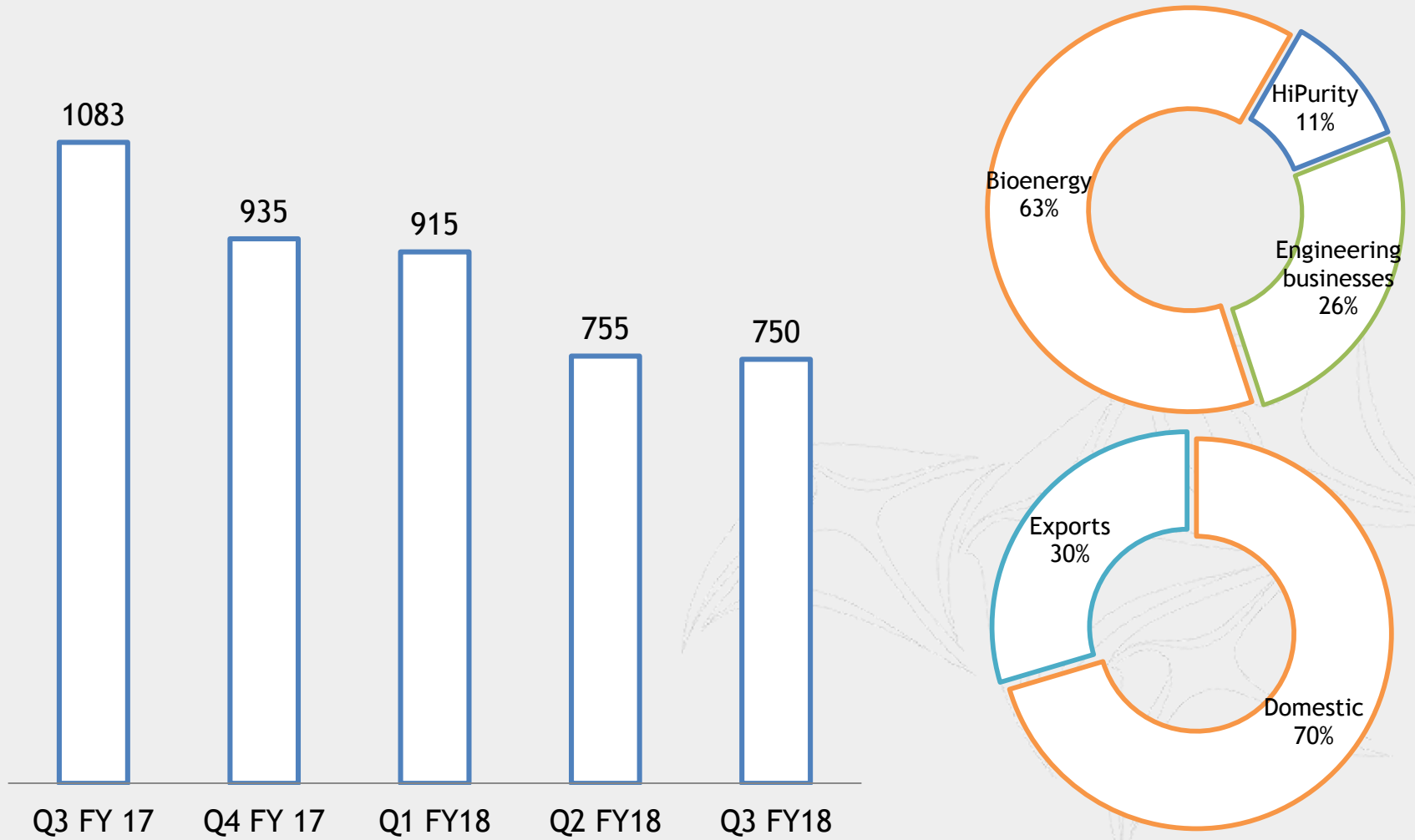
9M Order book

9M FY18 : Rs 665 cr



Note - Engineering businesses include critical process equipment & systems, brewery and water & wastewater treatment segments.

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



For further information, please contact -

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