

Praj Industries Limited

Q1 and FY19 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

- Hindustan Petroleum Corporation Limited (HPCL), a Navratna Company has issued a Letter of Acceptance (LOA) to Praj for the upcoming 2<sup>nd</sup> generation biorefinery project located in Badaun, UP
- Praj's scope comprises license of proprietary technology and basic engineering design package
- Production capacity - 100 kilo liter per day of ethanol, feedstock - rice straw
- The National Policy on Biofuels - 2018 encourages build-up of 2<sup>nd</sup> generation ethanol capacity, expands the scope of raw material by allowing use of sugarcane juice, damaged food grains, rotten potatoes, corn and sugar beet

## Key Developments

- The recently released sugar bailout package aims to help improve liquidity of Indian sugar industry through interest subvention on soft loans for augmenting ethanol production capacity and zero liquid discharge solutions
- The Cabinet Committee on Economic Affairs (CCEA) hiked price of ethanol, used for blending in petrol to Rs 43.70 per litre as against the current Rs 40.85 per litre
- The CCEA also fixed ex-mill price of ethanol derived from B-heavy molasses and sugarcane juice at Rs 47.49 per litre

# At a glance



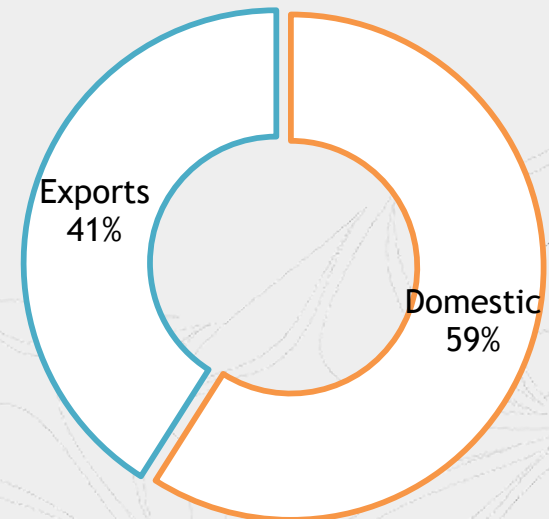
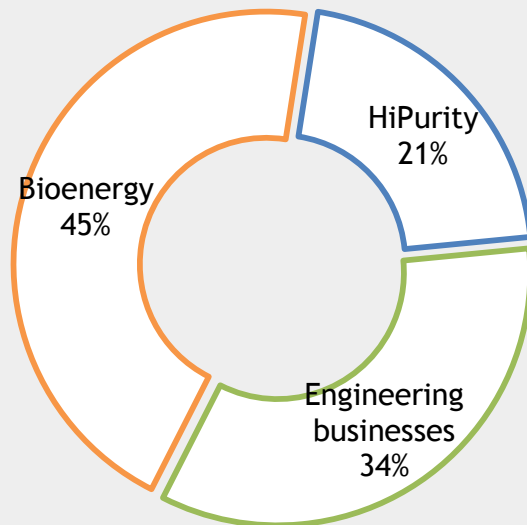
## Financials : Figures in Rs cr

	Q1 FY 19	Q4 FY 18	Q1 FY 18
Operating income (net of excise duty)	191.60	274.53	185.91
EBITDA (excl other income)	7.23	31.08	3.43
PBT	4.48	34.82	0.49
PAT (after minority interest)	3.49	26.81	0.41
Order Intake	328	375	165

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

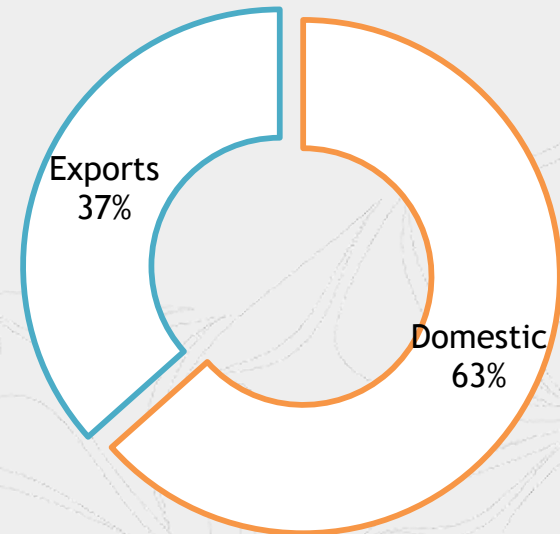
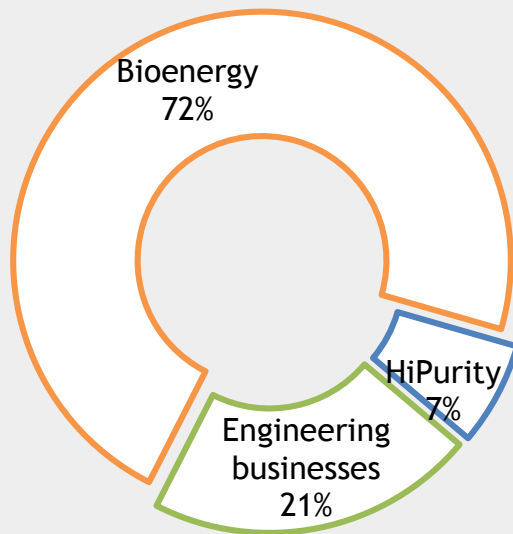
# Revenue Split

Q1 FY19 : Rs 195.60 cr



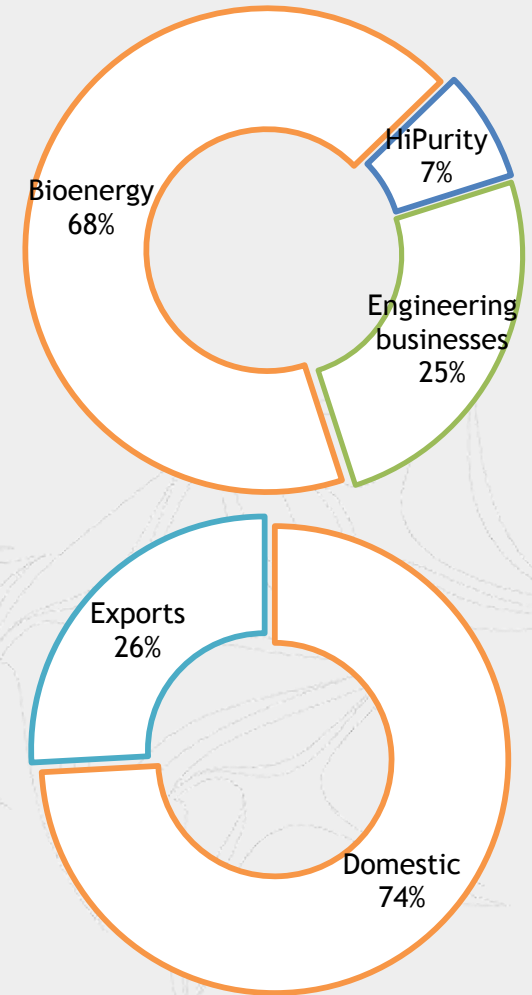
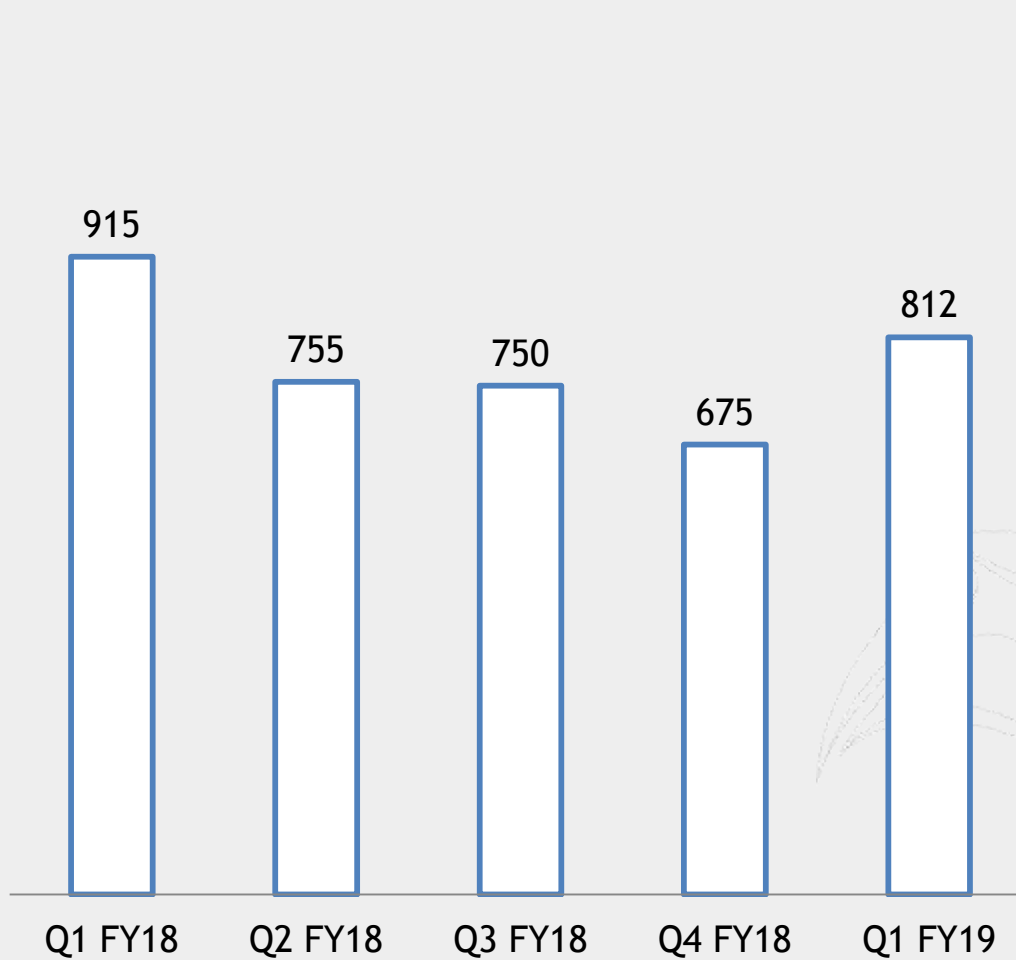
Note - Engineering businesses include critical process equipment & systems, brewery and water & wastewater treatment segments.

Q1 FY19 : Rs 328 cr



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





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