

Praj Industries Limited

Q4 and 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

- Indian Oil Corporation Limited (IOCL), India's flagship oil company issued a Letter of Acceptance for a wider scope including license of proprietary technology, design package and project management (EPCM) for a value of Rs 38.7 cr. This project is located in Panipat, Haryana and will have the production capacity of 100 kilo liter per day of ethanol from biomass. Praj and IOCL had signed the MOU in Sept 2016.
- For the earlier contract with Bharat Petroleum Corporation Limited (BPCL) for license of proprietary technology and design package, Praj has successfully delivered as per the milestones
- Praj is also participating in further major tenders released by BPCL for the said project

Key Developments

- Praj listed among the *50 Hottest Cellulosic Companies in Advanced Bioeconomy 2018* list published by the US based prestigious Biofuel Digest. The list consists of companies from different parts of the world making noteworthy contribution to the global renewable energy space.
- Engineering business forays into newer international geographies on the back of orders received from prestigious clients and delivery of several complex jobs
- Addition of 3 more patents in the biochemical technology domain, taking the overall tally to 17 numbers – a demonstration of continued focus on innovation

Key Developments



Dividend for FY 2017-18

- The Board has recommended a dividend of Rs 1.62 per share (81%) on paid up capital of Rs 36.19 cr.



At a glance



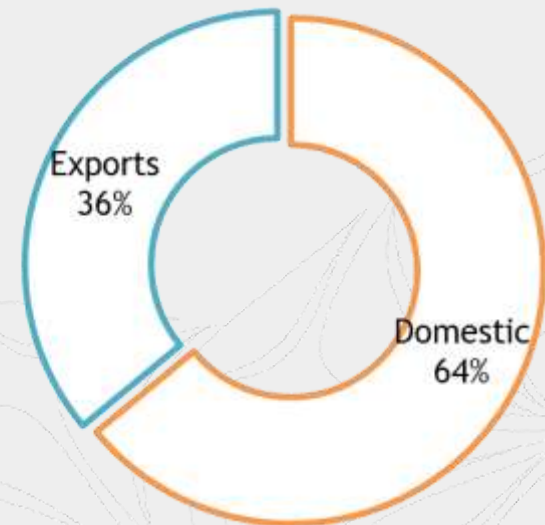
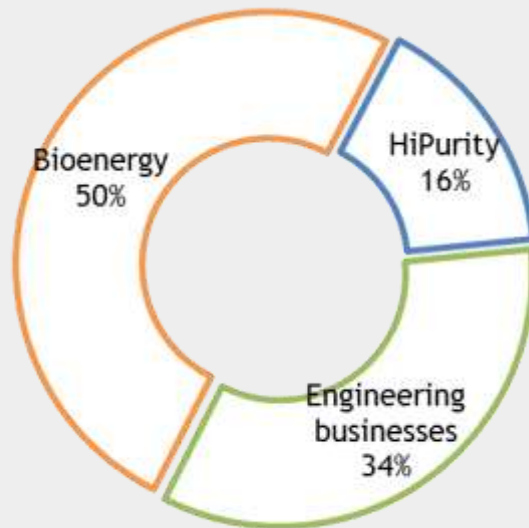
Financials : Figures in Rs cr

	Q4 FY 18	Q3 FY 18	Q4 FY 17	FY 18	FY 17
Operating income (net of excise duty)	274.53	248.28	301.6	916.59	915
EBITDA (excl other income)	31.08	16.74	38.3	61.07	73
PBT	34.82	11.85	36.75	53.01	67.52
PAT (after minority interest)	26.81	7.53	22.78	39.49	44.6
Order Intake	375	251	222	1040	997

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

Revenue Split - Q4 FY 2017-18

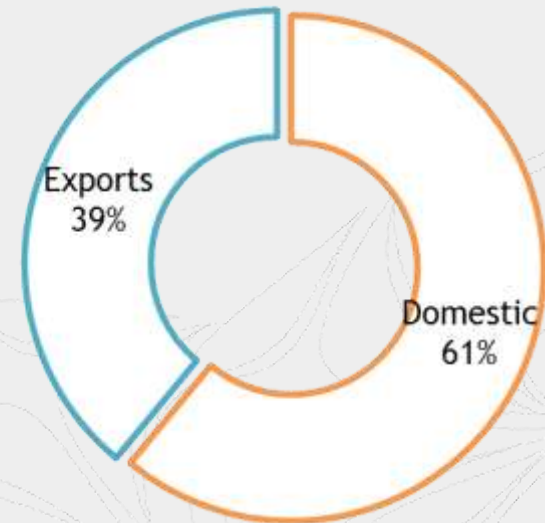
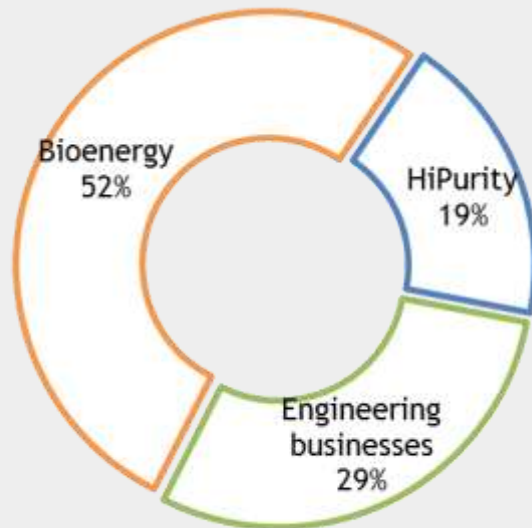
Q4 FY18 : Rs 274.53 cr



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

Revenue Split - FY 2017-18

FY18 : Rs 916.59 cr

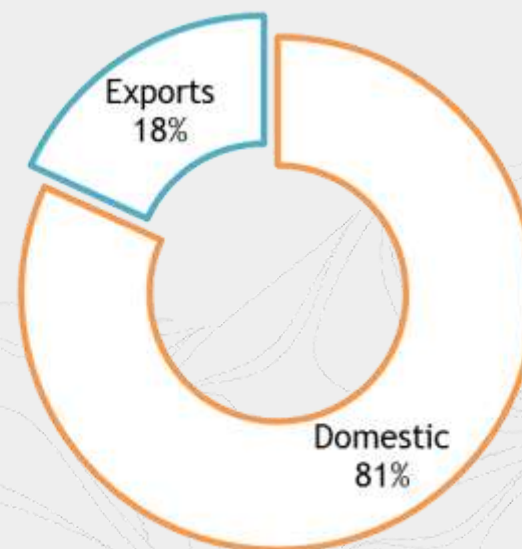
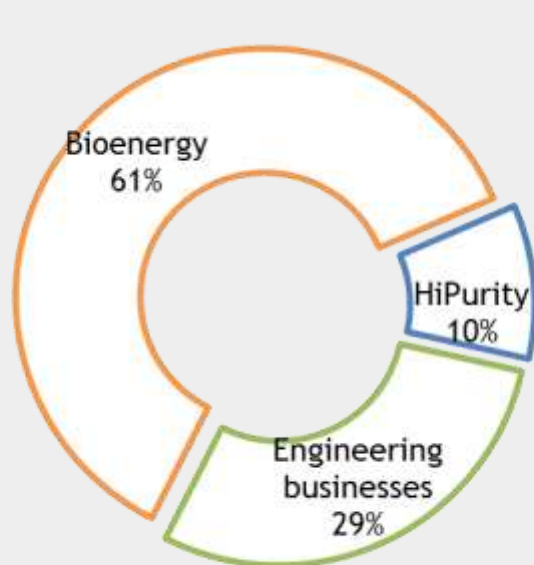


Note - Engineering businesses include critical process equipment & systems, brewery and water & wastewater treatment segments.

Order Book - Q4 FY 2017-18



Q4 FY18 : Rs 375 cr

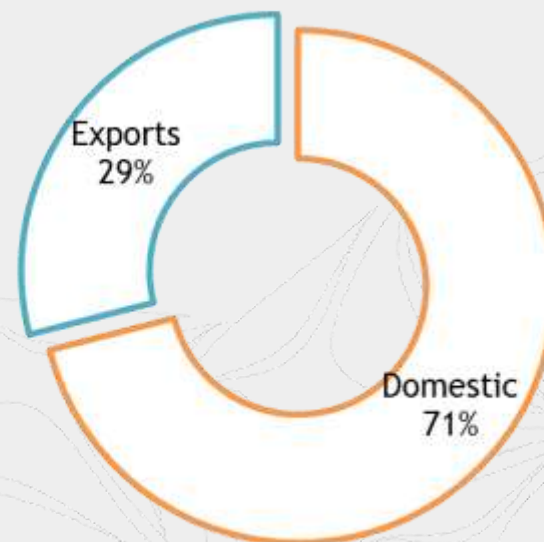
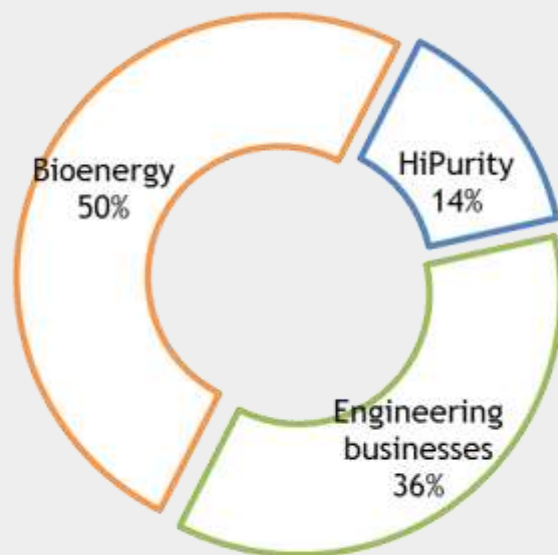


Note - Engineering businesses include critical process equipment & systems, brewery and water & wastewater treatment segments.

Order Book - FY 2017-18

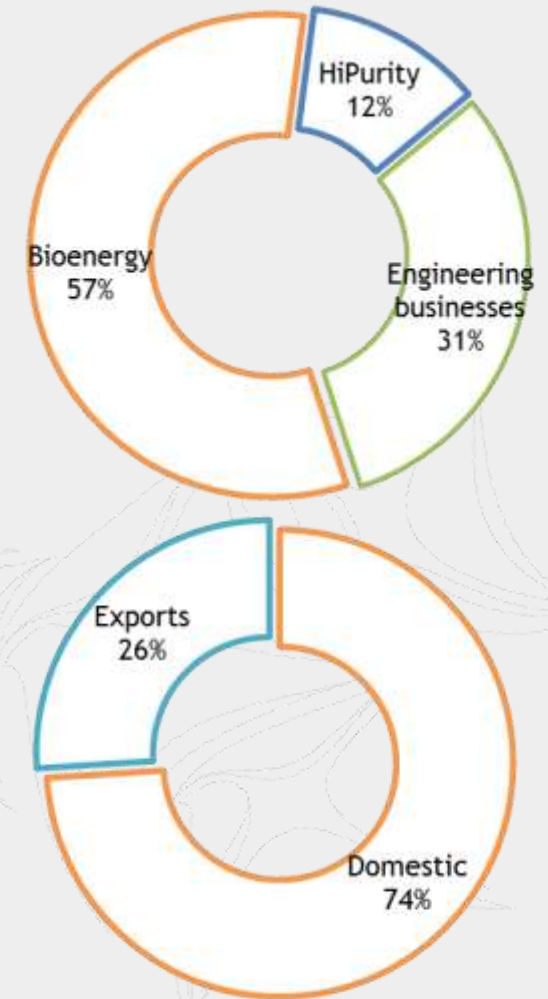
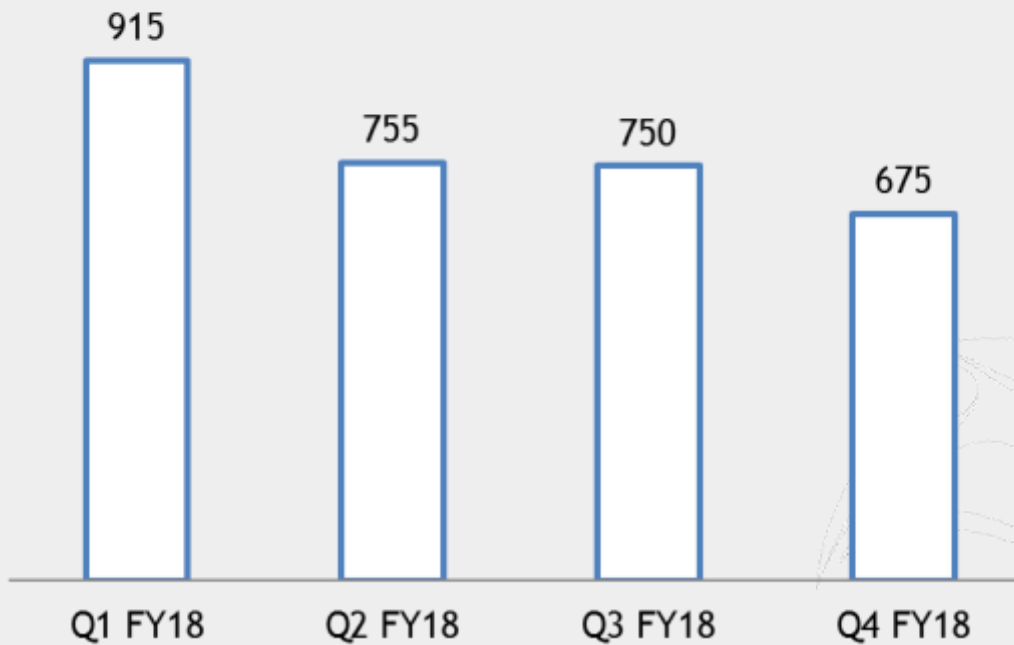


FY18 : Rs 1040 cr



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)



Note - Gross order backlog as of 31st Mar, 2018 stands at Rs 850 cr. As a prudent practice, non-moving orders worth Rs 175 cr have been removed.

For further information, please contact -

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