

Praj Industries Limited

Q3 & 9M FY20 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

- The cabinet declared that no separate environmental clearance is required for sugar mills to produce additional ethanol from B-heavy molasses as it does not contribute to the pollution load.
- The government has also categorized CBG plants under “White category” and will not require any consent from pollution control boards for their operations.
- In September 2019, OMCs had floated a tender of 511 crore liters of ethanol. However they received supply of only 156 crore liters. The huge gap in demand and supply was due to lower cane supply following erratic monsoons and flooding in Maharashtra and Karnataka. Now OMCs have floated a second tender of 253 crore liters of ethanol for supply between the period of 1st Feb. - 30th Nov. 2020 to support the ethanol-blending program.



Key Developments

- OMCs, under the Sustainable Alternative Towards Affordable Transportation (SATAT) scheme, till December 2019 have issued over 500 letters of intent (Lols) to private developers to set up compressed biogas plants across the country. OMCs have also extended the last date for expression of interest (Eoi) to March 2020.
- India and Brazil signed an MOU on bioenergy cooperation; agreed to cooperate on research and development of renewable energies, as well as in the field of second-generation biofuels.
- CRISIL has reaffirmed its rating on Praj Industries as 'CRISIL AA/Stable/CRISIL A1+'. The ratings reflect Praj's strong market position in both, core and engineering businesses, satisfactory order pipeline, and improved diversity in the revenue profile along with strong financial risk profile.



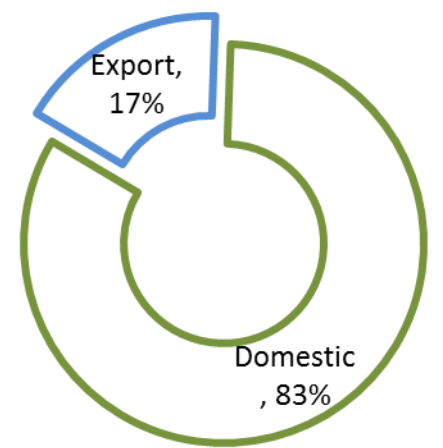
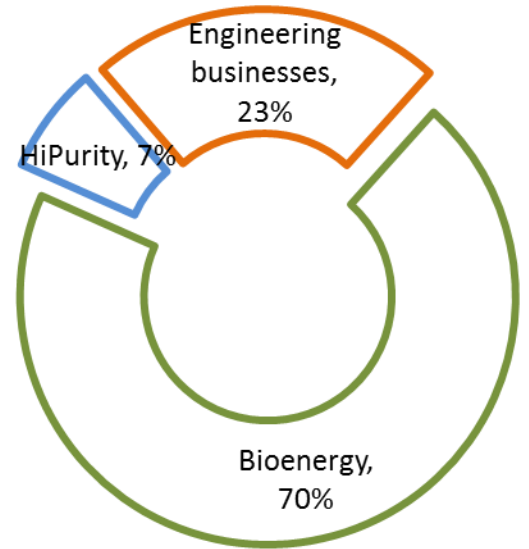
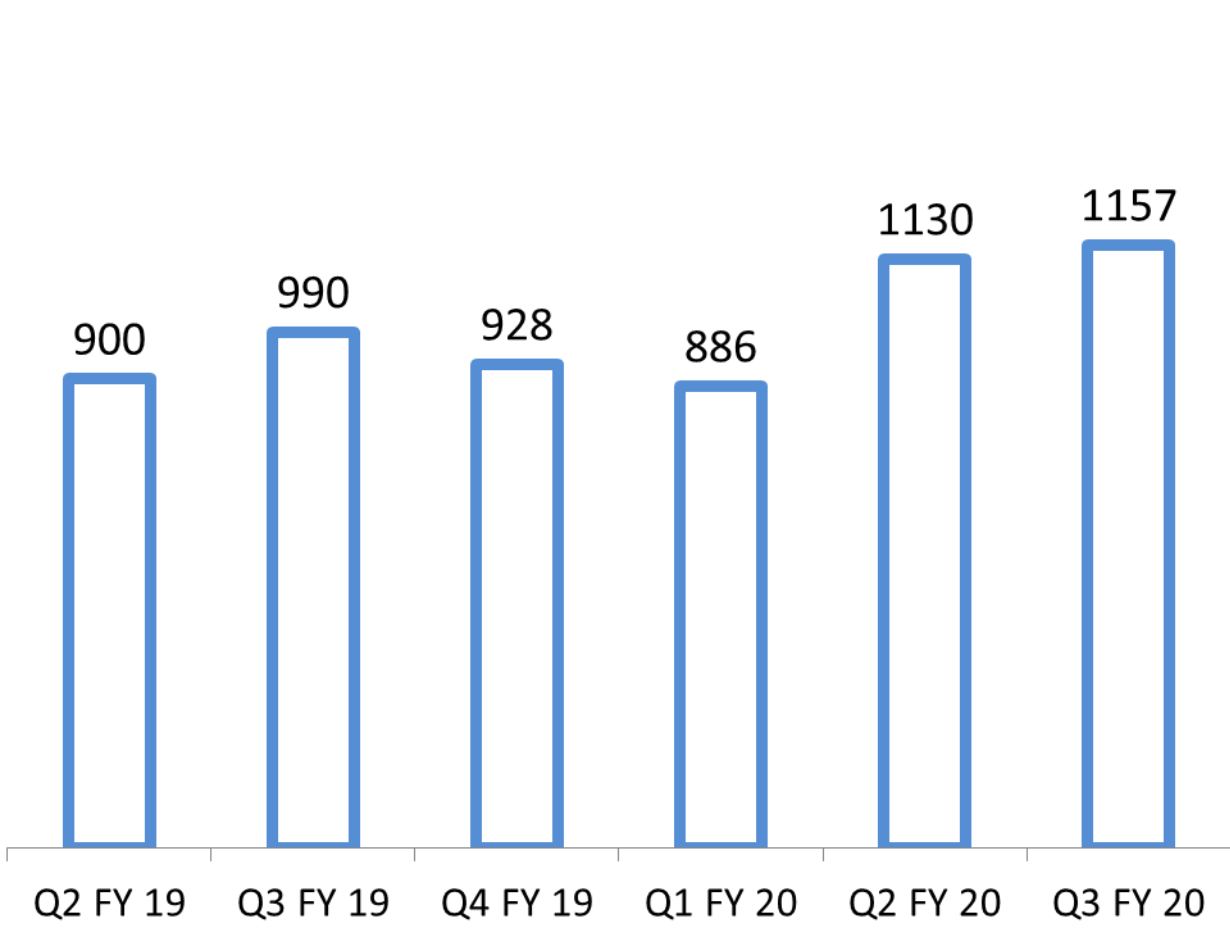
At a glance

Consolidated Financials : Figures in Rs cr

	Q3 FY 20	Q2 FY 20	Q3 FY 19	9M FY 20	9M FY 19
Operating income (net of excise duty)	300.34	294.14	330.31	806.08	772.94
EBITDA (excl other income)	24.99	16.68	27.86	49.78	48.93
PBT	24.33	17.19	29.40	51.46	46.74
PAT	20.67	16.13	22.43	45.57	34.86
Order Intake	327	539	421	1,033	1,088

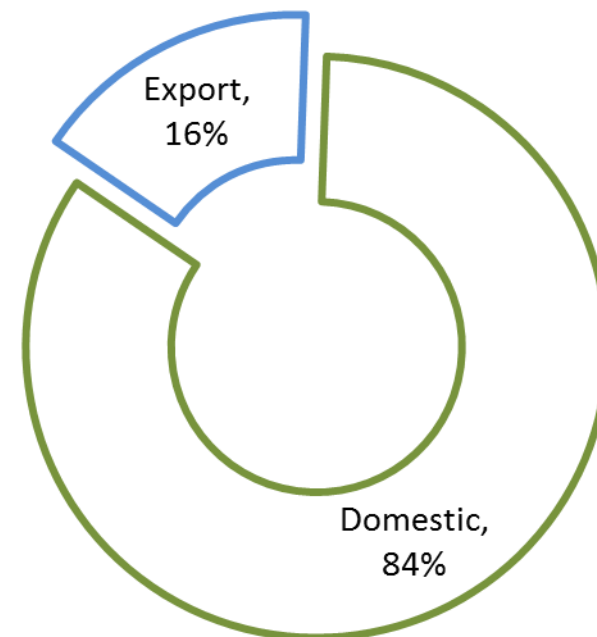
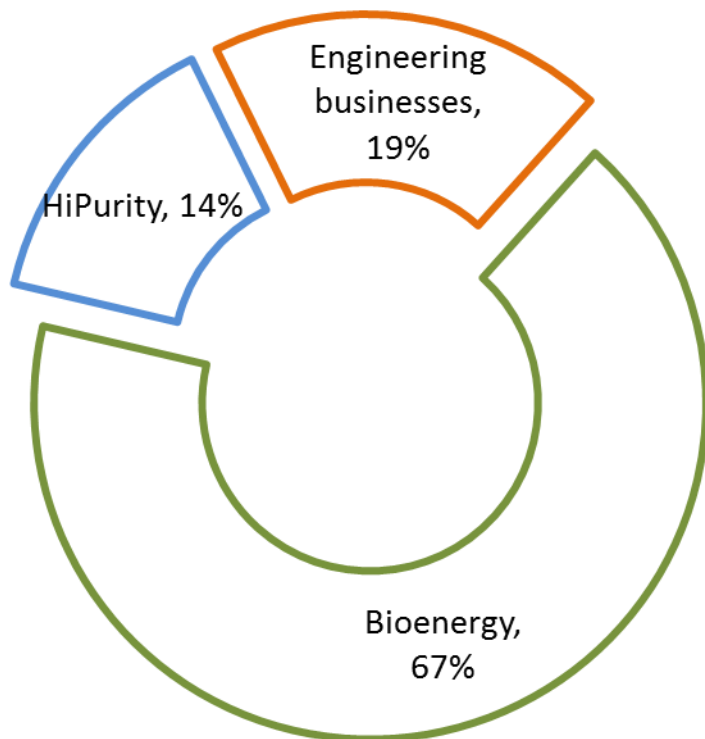


Order backlog (at the end of each quarter, values in Rs cr)



Order Intake

Q3 FY20 : Rs 327 cr

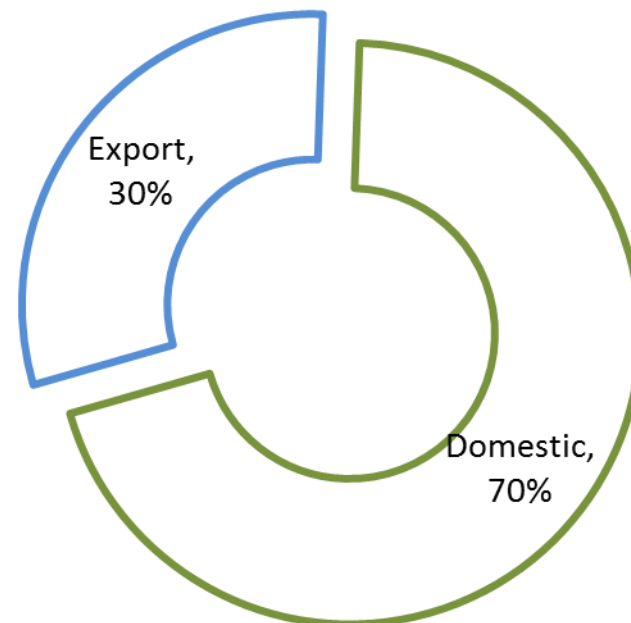
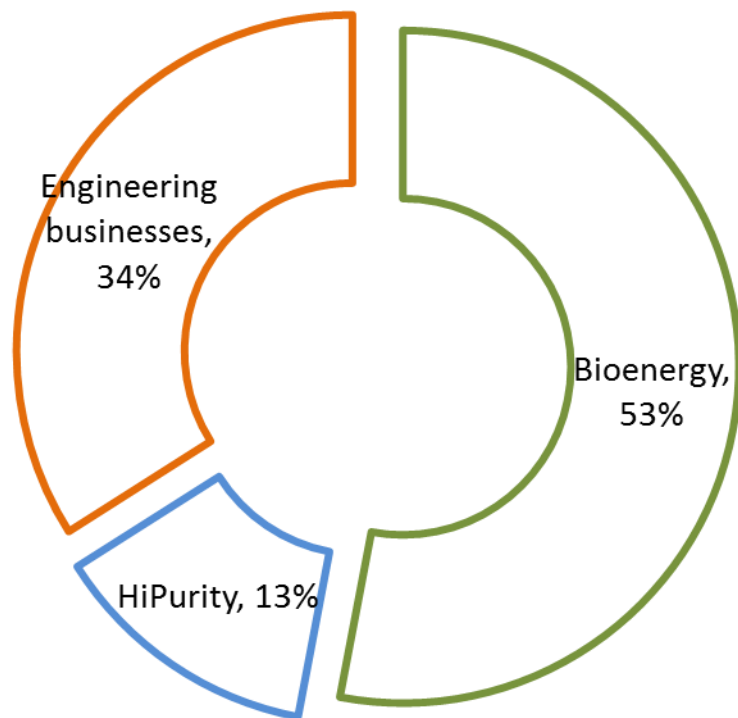


Note - Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.



Revenue Split

Q3 FY20 : Rs 300.34 cr

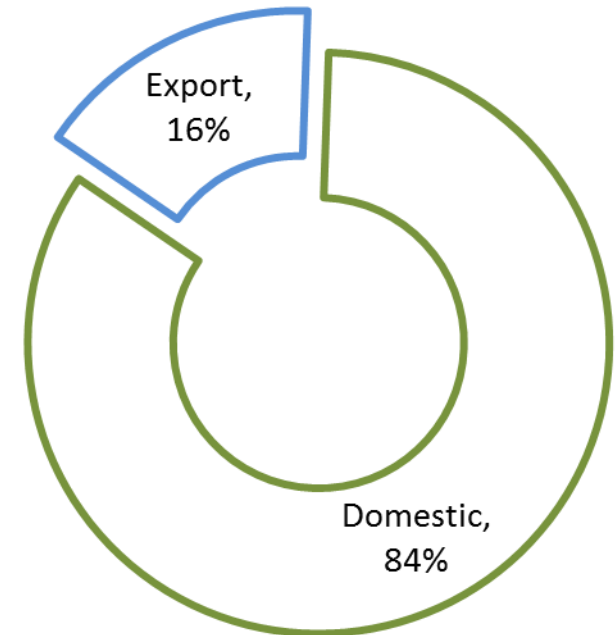
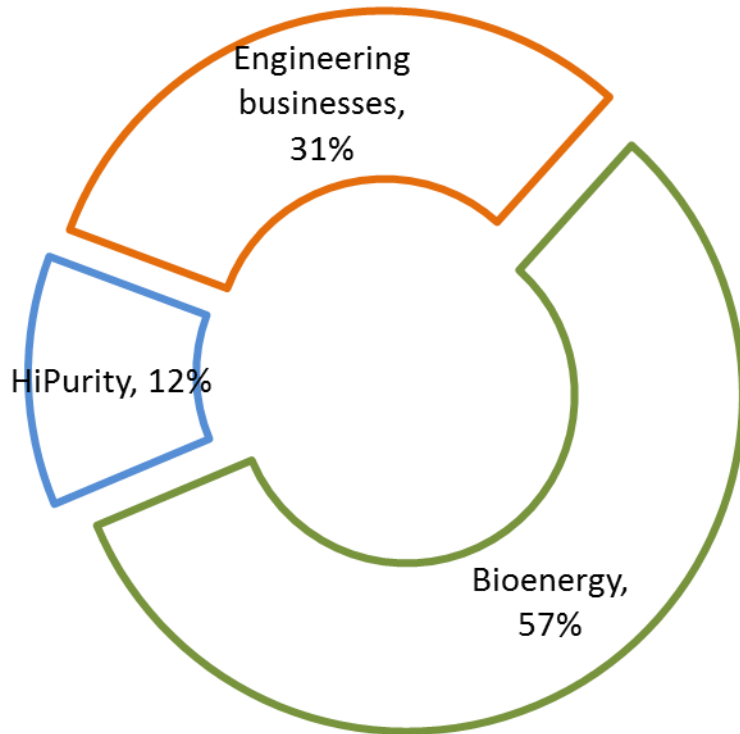


Note - Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.



9M Order Intake

9M FY20 : Rs 1,033 cr

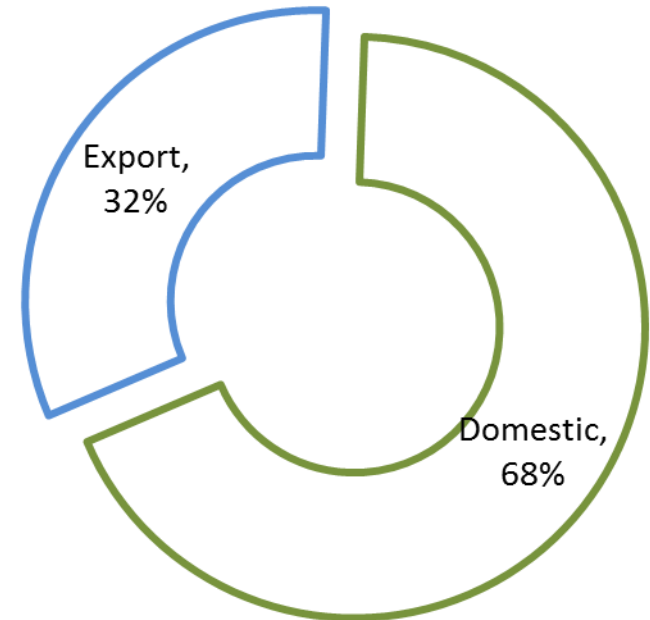
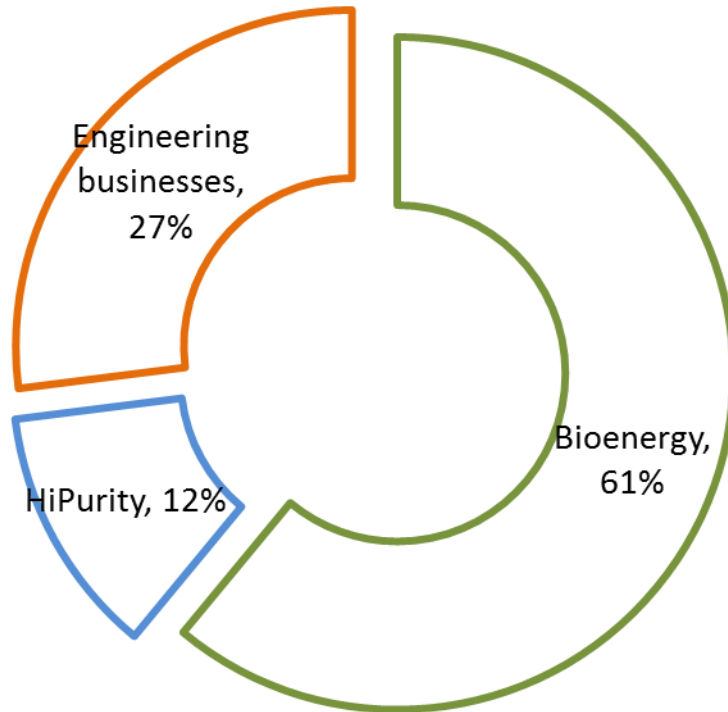


Note - Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.



9M Revenue Split

9M FY20 : Rs 806.08 cr

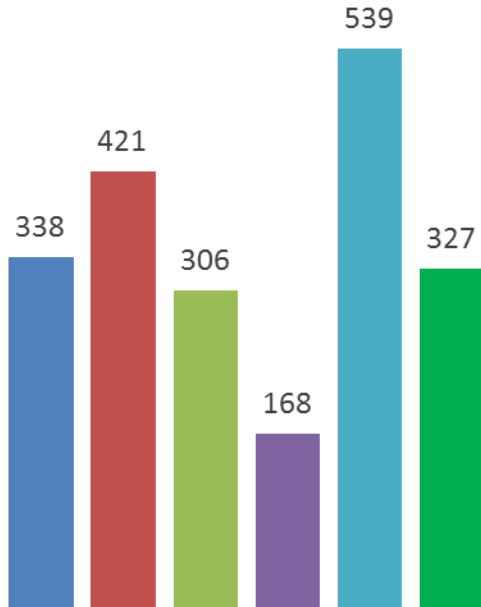


Note - Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.



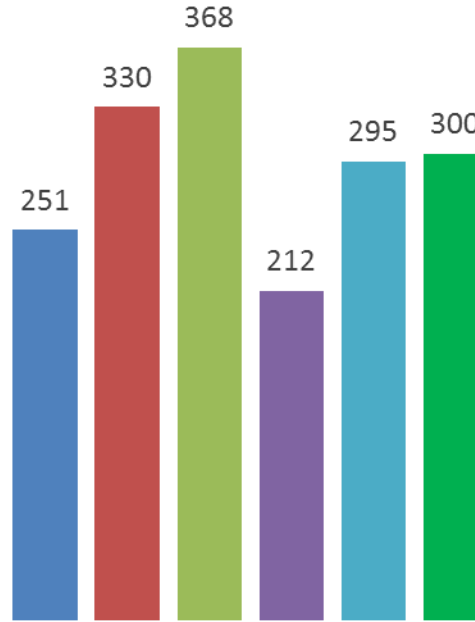
Financial performance: Trends

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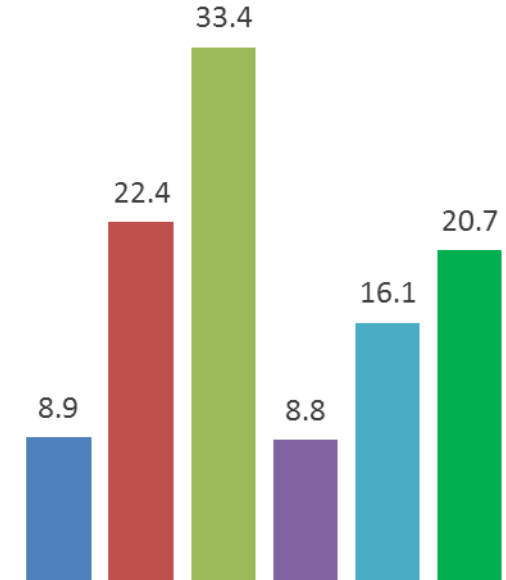
■ FY19 Q2 ■ FY19 Q3 ■ FY19 Q4
■ FY20 Q1 ■ FY20 Q2 ■ FY20 Q3

Sales



■ FY19 Q2 ■ FY19 Q3 ■ FY19 Q4
■ FY20 Q1 ■ FY20 Q2 ■ FY20 Q3

PAT



■ FY19 Q2 ■ FY19 Q3 ■ FY19 Q4
■ FY20 Q1 ■ FY20 Q2 ■ FY20 Q3



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