

Praj Industries Limited

Q1 FY21 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

- Praj's manufacturing and R&D facilities are operational since the 2nd half of Q1FY21.
- Increased traction in pharma grade alcohol demand across the world. Praj is executing its single largest pharma grade alcohol facility for customer in the US.
- Praj received contract for supply of critical equipment for the HPCL Bhatinda 2G biorefinery project.
- To augment reach and application of Bio-Mobility™ platform, Praj Industries and Automotive Research Association of India (ARAI) entered into an MoU, to jointly address technologies to propagate the use of biofuels in a variety of applications including usage in ICE in the transportation sector.



# Key Developments

- The board has approved signing of Master Framework Agreement (MFA) with Gevo Inc., USA, to collaborate on providing Sustainable Aviation Fuel (SAF). Gevo and Praj will provide technology, plant equipment and EPC services to customers to produce renewable Isobutanol that will be aggregated and transferred to various refineries. Both parties will also provide technology, plant equipment and EPC services to refineries for converting renewable Isobutanol into SAF through the ASTM-approved pathway of Alcohol-to-Jet (ATJ).
- Praj expanded its business horizons and launched BioPrism™ technology portfolio for producing bio-based Renewable Chemicals and Materials (RCM).
  - Praj has entered into an MOU with National Chemical Laboratory (NCL) for developing promising innovative technology solutions in the RCM space.
  - Praj has signed MoU with Lygos Inc, USA based biotech company, to co-develop Advanced Lactic Acid Yeast Technology for Bio-based Products.



# At a glance

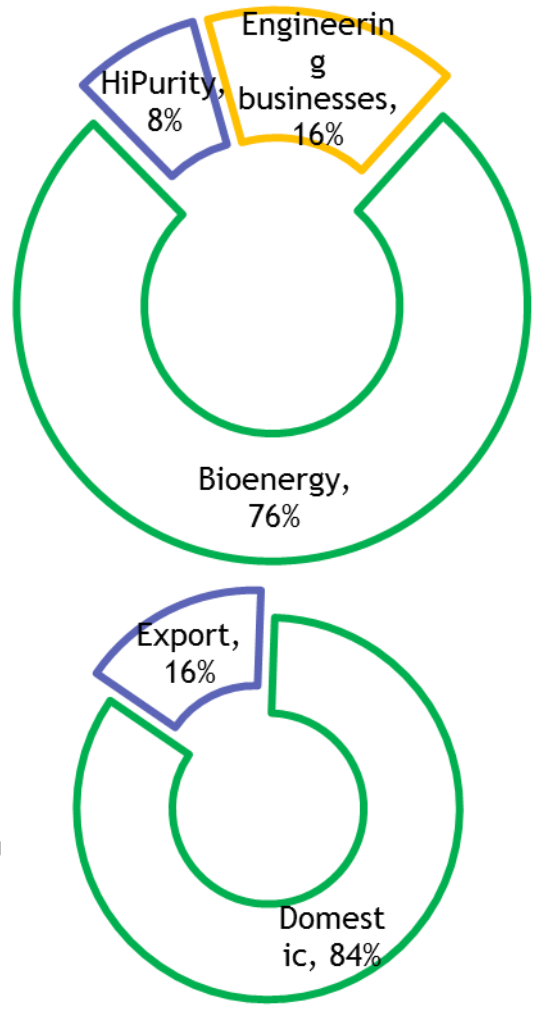
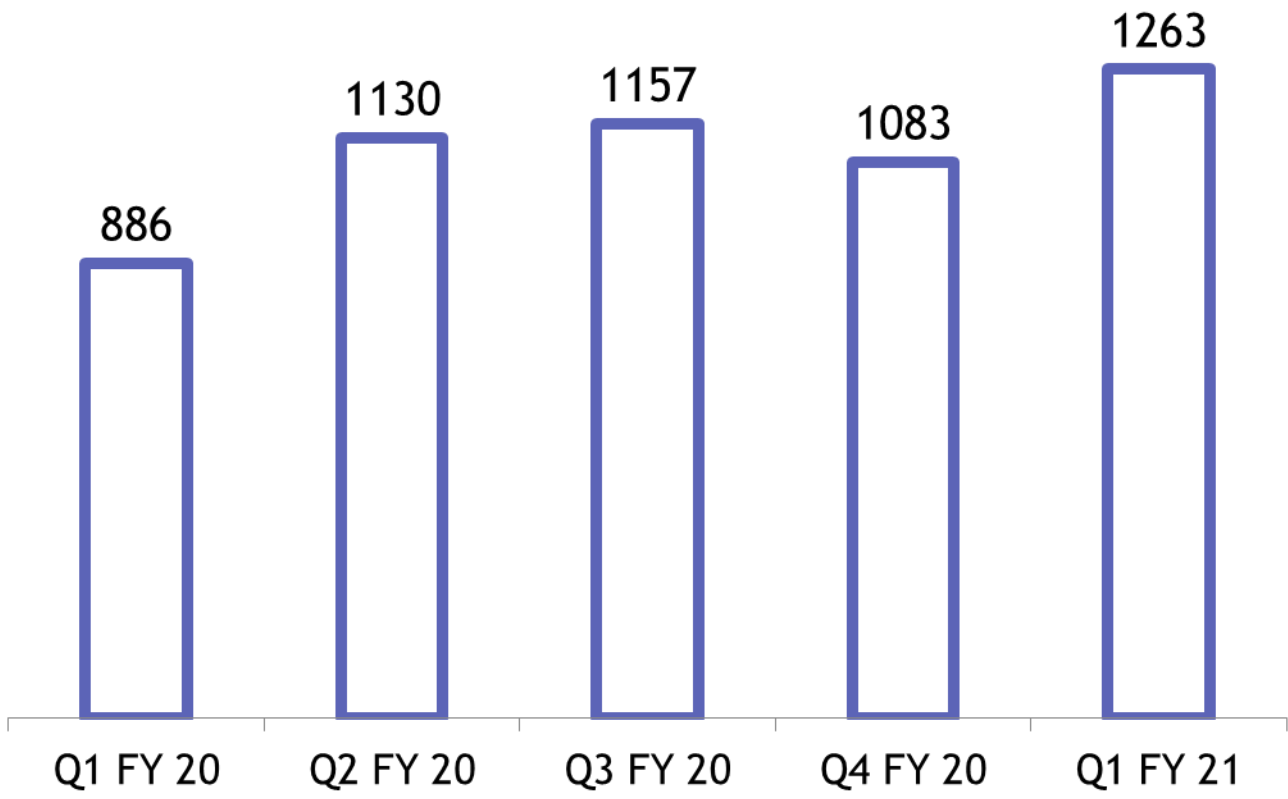
## Consolidated Financials : Figures in Rs cr

	Q1 FY 21	Q1 FY 20	Q4 FY 20
Operating income	129.55	211.60	296.29
EBITDA (excl other income)	(13.17)	8.11	32.22
PBT	(14.52)	9.94	31.67
PAT	(10.50)	8.77	24.86
Order Intake	310	168	222

**Note:**  
The Company's operations for the quarter ended 30 June 2020, have been adversely impacted by the outbreak of COVID-19 pandemic and the consequent lockdown announced by the Government of India due to which the operations were suspended for part of the quarter and gradually resumed with requisite precautions. The operations are progressing near normal now. The results for the quarter are, therefore, not comparable with those for the previous quarters.

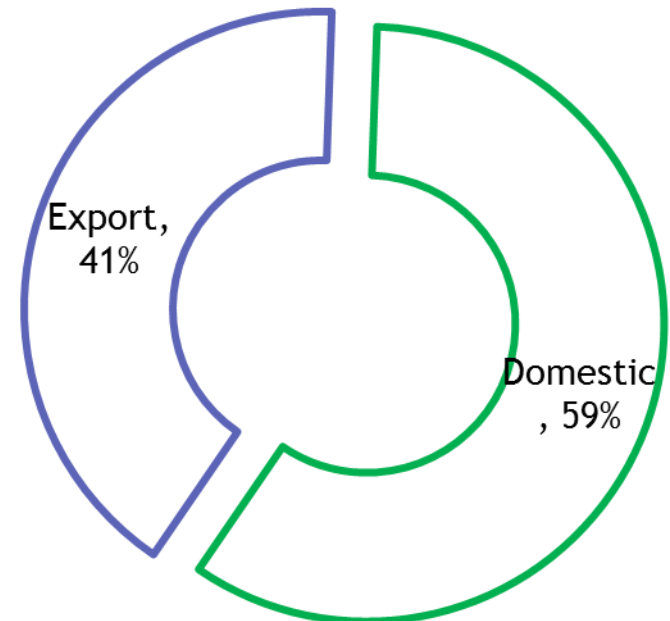
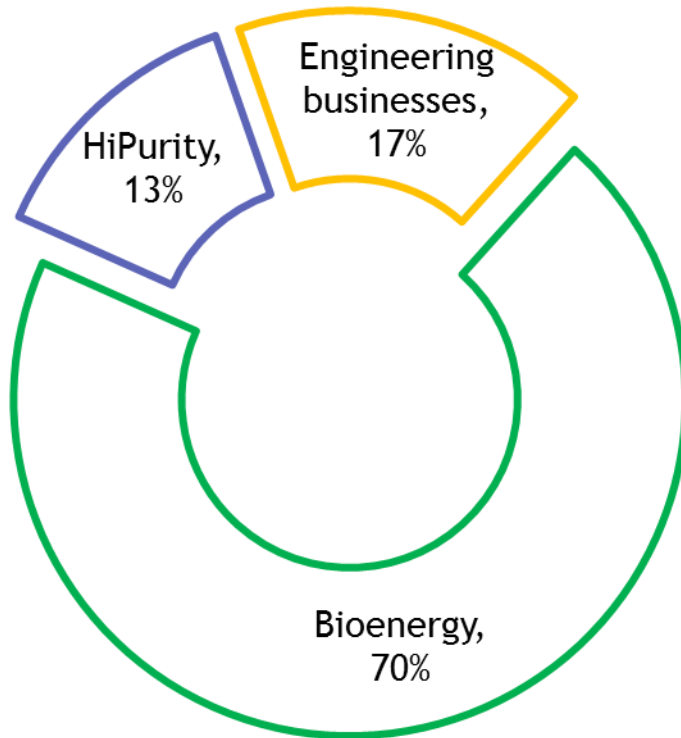


# Order backlog (at the end of each quarter, values in Rs cr)



# Order Intake- Q1 FY21

Q1 FY21 : Rs 310 cr

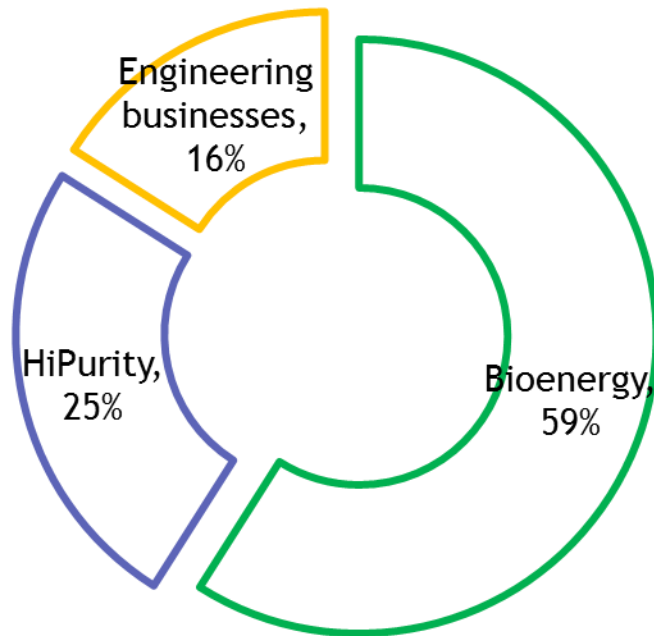


Note - Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.



# Revenue Split- Q1 FY21

Q1 FY21 : Rs 129.55 cr



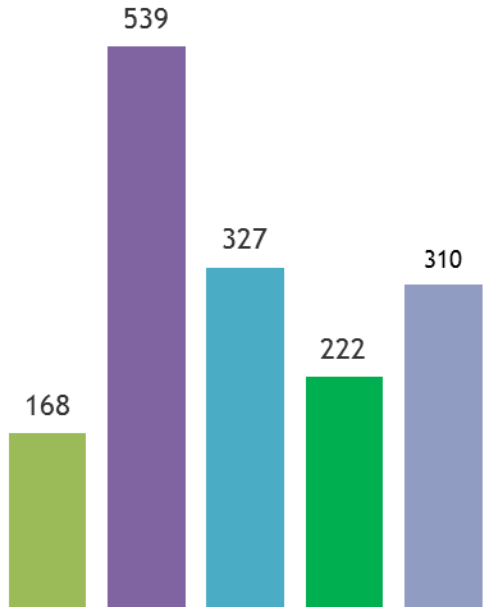
Note - Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.





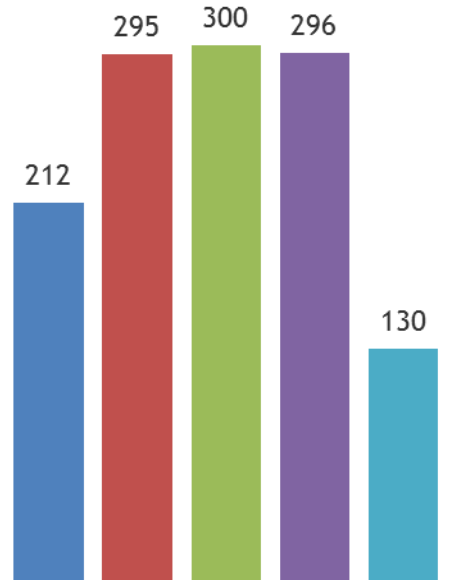
# Financial performance: Trends

## OB



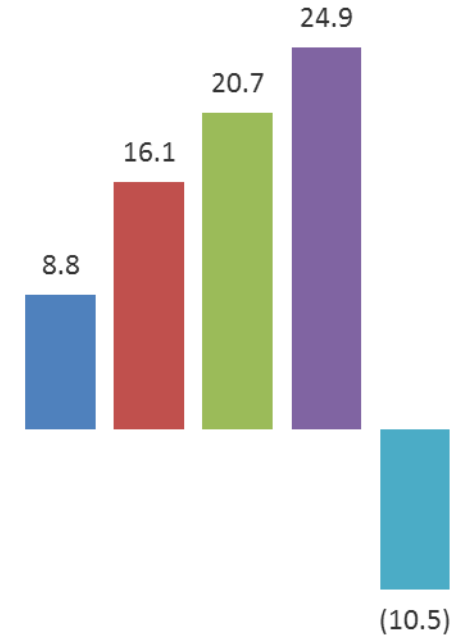
■ FY20 Q1    ■ FY20 Q2    ■ FY20 Q3  
■ FY20 Q4    ■ FY21 Q1

## Sales



■ FY20 Q1    ■ FY20 Q2    ■ FY20 Q3  
■ FY20 Q4    ■ FY21 Q1

## PAT



■ FY20 Q1    ■ FY20 Q2    ■ FY20 Q3  
■ FY20 Q4    ■ FY21 Q1



For further information, please contact -

Surendra Khairnar/ Ravindra Utgikar  
Praj Industries Ltd.  
Phone : 020 2294 1000  
Email: surendrakhairnar@praj.net /  
ravindrautgikar@praj.net

Mayank Vaswani / Shikha Kshirsagar  
CDR, India  
Phone : 022 6645 1230 / 43  
Email: mayank@cdr-india.com / shikha@cdr-india.com

