



For Immediate Release

Praj declares Q3 & 9MFY2013 results

Praj contracts order from Colombia for bioethanol plant worth Rs. 109 crore

New Businesses of Water and Process Equipment & Systems gain traction

January 21, 2013: Praj Industries (Praj), the global process engineering and solutions provider for biofuels, alcohol & brewery, water & wastewater and process equipment globally, announced its unaudited financial results for Q3 & 9MFY2013.

Performance Review for Q3 FY2013:

- Income from operations stood at Rs 187.22 crore (Rs. 219.25 crore).
- The EBITDA (excluding other income) is at Rs. 20.66 crore (10.86%) when compared to Rs. 20.68 crore (9.43%) in Q3 FY2012.
- PBT is at Rs. 26.41 crore (Rs. 27.34 crore) for the period at a margin of 13.88%.
- PAT is at Rs. 23.26 crore (Rs. 21.50 crore) for the period at a margin of 12.23%.

Performance Review for 9MFY2013:

- Income from operations stood at Rs. 538.70 crore (Rs. 612.43 crore).
- The EBITDA (excluding other income) is at Rs. 49.13 crore when compared to Rs. 55.66 crore in 9MFY2012.
- PBT is at Rs. 61.37 crore (Rs. 69.95 crore) for the period at a margin of 11.32%.
- PAT is at Rs. 51.34 crore (Rs. 55.66 crore) for the period at a margin of 9.47%.

“As stated earlier, our attempt is to improve the margins. We are seeing some movement in this quarter. Going forward we will look to improving sales and the operating parameters together.” said Mr. Gajanan Nabar, CEO & MD, Praj Industries.

Key Developments during the quarter:

- During the quarter, Praj contracted a significant order for a 400,000 litres per day ethanol plant from Riopilla Castilla of Colombia. The delivery is expected to be completed within



12 months. With this order, Praj's marketshare in Colombia continues to be 100%. This would be the 7th ethanol plant contracted by Praj. The order value is Rs. 109 crore.

- Praj also made significant order gains in the emerging businesses. Praj contracted a major order for supply and installation of large skids and equipment for a major biotech facility in Malaysia by an Indian company; from Linde for their Petronas LNG Project in Malaysia and for SADARA project in KSA.; from Lanaxess for their Butyl Rubber Project in Singapore; Toyo for their BASF project in Dahej. The water & wastewater treatment group also received key orders during the quarter.
- Emerging Businesses (new business lines including water & process equipment) are showing a traction with 30% of the order intake during the quarter.
- As on date, the order book stands at Rs. 850 crore.
- The Cabinet Committee on Economic Affairs has given a green signal for 5% ethanol blending in India to be implemented from June 1st, 2013.
- Praj had announced the commissioning of its Production Facility for Biobased Products and its advent into the Livestock Health & Nutrition business. Developed by Praj Matrix, the R & D Center of Praj, these products have now been certified by most leading feed manufacturer and livestock owners. The division has also commenced sales.

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About Praj Industries Limited:

Praj is a global Indian company that offers innovative solutions to add significant value to bio-ethanol facilities, alcohol & brewery plants, water & wastewater treatment systems as well as process engineering, plant & equipment for customers worldwide. With over 500 references across five continents, Praj is a leading Ethanol Technology & Plant supplier with a strong focus on second-generation bioethanol process development. Praj is a knowledge-based company with expertise and experience in bioprocesses and engineering. It delivers know-how, license, engineering design, plant & equipment, project management, commissioning and customer care, and turnkey projects. Led by an accomplished and caring leadership, Praj is a socially responsible corporate citizen. Praj is listed on the Bombay and National Stock Exchanges of India. www.praj.net

BSE: 522205; NSE: PRAJIND; Bloomberg: PRJ@IN; Reuters: PRAJBO

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