Welcome to PRAJ Industries Ltd

Disclaimer

Certain statements in this presentation 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.

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Corporate Overview

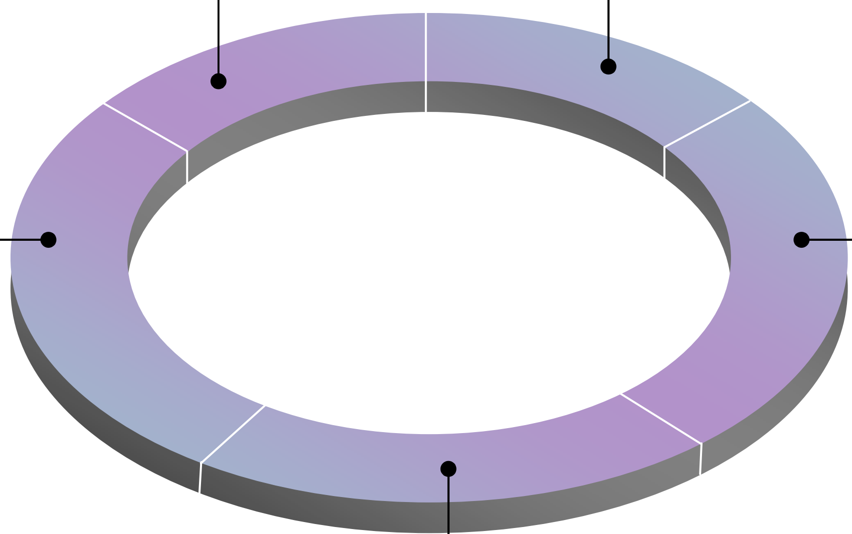
Who We Are

Technology backed solutions

A knowledge based company

References across five continents

A global Indian company



End-to-end solution provider

Expertise and experience in process and integration engineering

A Customer centric company

Customized solutions

A socially responsible corporate citizen

Strong focus on sustainable development

Key Highlights

- Praj has been creating innovative technology platforms to make biofuels a sustainable and attractive choice for all stakeholders for the past 25 years
- Established in 1984 by first generation technopreneur ,Pramod Chaudhari (Executive Chairman)
- One of the first companies to avail Venture Capital Funding through ICICI
- Over 500 references Worldwide Largest resource base for ethanol industry
- Strong Balance Sheet – Zero Debt
- Global Presence – marquee customers and key partnerships
- Significant domestic and global market share
- Strong track record of shareholder value creation

Key Highlights

Financials

Figures in Rs crore

	2009-10	2010-11	FY 2012 9M	FY 2012 Q3
Gross revenue	602.22	552.93	612.85	219.25
EBITDA	91.46	42.06	55.65	20.68
PAT	113.89	53.47	55.66	21.5
Debt	-	-	-	-
Net worth	532.3	558.95		-
Cash reserves	403.2	402		-

What Do We Do

Alcohol / Fuel Ethanol Plants

Brewery Plants

Water and Wastewater Treatment

effytone Performance Enhancers

Bionutrients

Customized Process Equipments

Agri Services

Praj ,with experience in process engineering, has the capability to provide technology, basic and detailed engineering, key equipments and whole turnkey plants in the ethanol, brewery and water and waste water treatment areas.

Our Vision

We aspire to be
the most preferred organization for all stakeholders
through
environment friendly, sustainable solutions
that can make the world a better place

Our Mission

We will	Develop and deliver cost-effective, safe, clean and reliable solutions that will maximize prosperity of our customer
We will	Invest and partner in development and realization of new ideas recognizing the risks and working to mitigate them
We will	Be a socially responsible corporate citizen
We will	Create wealth for our stakeholders

Milestones

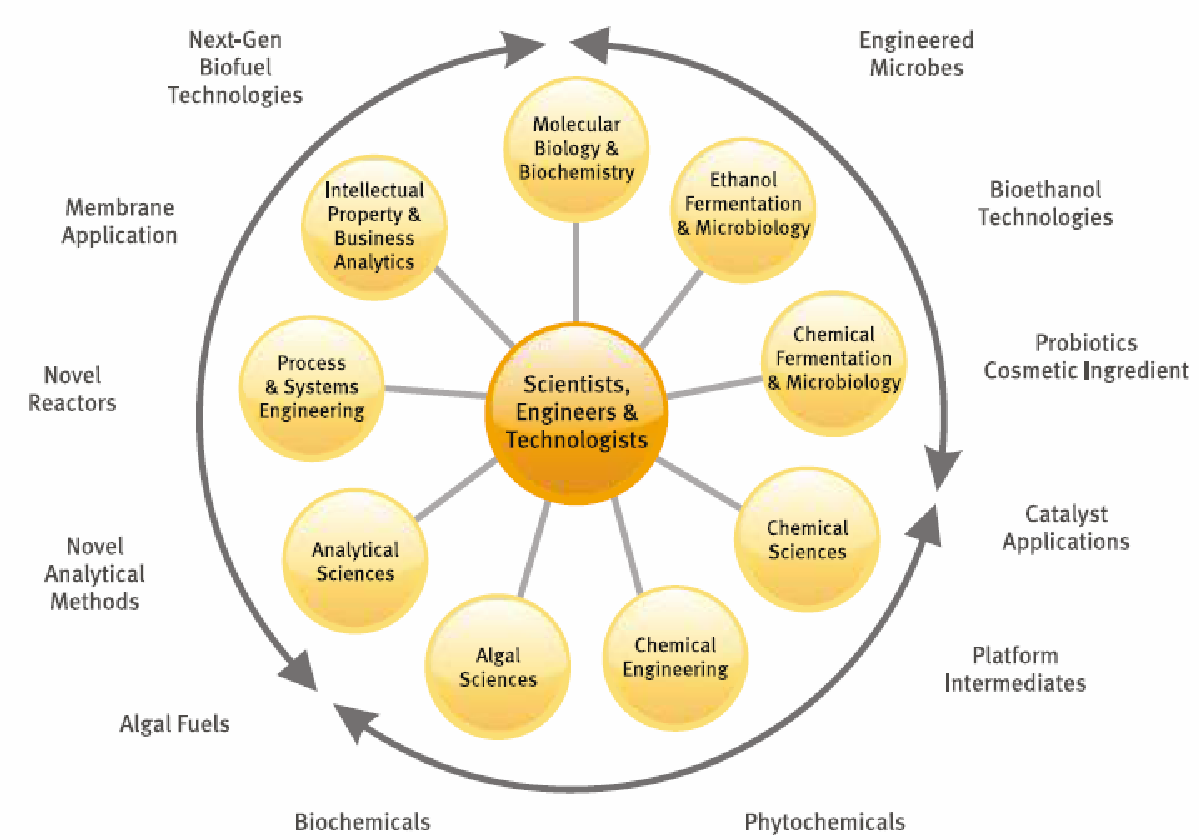
PRAJ

1984-90	1991-95	1996-2000	2001-05	2006-11
✓Established in 1984 ✓One of the first Companies to avail Venture Capital Funding through ICICI ✓Set up an R&D Center dedicated to ethanol production process	✓Breakthrough in the Asian & far East ethanol industry ✓Launch of IPO ✓Undertakes inhouse development of grain based technology ✓Forays into synergistic fields like brewery engineering ✓Patented self cleaning FLUBEX evaporator for concentration of distillery spentwash	✓Breakthrough in the Latin American ethanol industry ✓Praj manufacturing facility awarded the ASME U & H stamps ✓Energy saving multipressure distillation systems, introduced by Praj, become an industry standard in India	✓Breakthrough in the European ethanol industry ✓Launch of PRAJ-Matrix - The Innovation Center for advanced applied research ✓Crosses the Rs 1 billion turnover mark ✓Launch of multi-feed & multi-product ethanol technology for round the year distillery operation ✓Achieves 70% market share in the Indian fuel ethanol industry	✓Breakthrough in the USA Midwest ethanol industry ✓Pedigree venture capitalists invest in Praj ✓Forays into customized equipment manufacturing & water & waste-water treatment businesses ✓Enters into alliance with Qteros for producing lignocelluloses to ethanol packages ✓In house R&D program with Novozymes for second gen biofuels

Praj is building the largest fuel ethanol plant in the European continent for Vivergo Fuels, UK (A JV of BP, Dupont and AB Foods). Praj also fulfills 100% of the Colombian Ethanol Blending Program with the help of five fuel ethanol plants.

Our Resources

Praj Matrix : The Innovation Centre



Certified as In-House R&D laboratory unit by Department of Scientific and Industrial Research, GOI
Employs highly qualified PhDs, scientists, microbiologists and molecular biologists

Our Resources

Manufacturing Facilities

Pune

Caters to domestic market

Fabrication capacity 6000 MT/year

Kandla

Special Economic Zone : Units 1 & 2

SEZ Unit 2 dedicated to customized equipments mfg

Fabrication capacity 2500 MT/year (each unit)

Jejuri

Bioconsumables Additives for ethanol industry

Will be operational soon

Praj manufacturing facilities can produce process equipments suited to the needs of various industries viz. **oil and gas, petrochemicals, pharmaceuticals, dairy** etc.

Codes and standards: ASME, TEMA, B5500, PED, DIN, IS2825, Ad Merkblatter

Capability to handles numerous metals : Austenitic Steels, Carbon Steel, Titanium, Hastelloy, Nickel, Monel 400, Incoloy

Key Partnerships and Customers

PRAJ

Partners

QTEROS

novozymes
Rethink Tomorrow

FILTROX

MEURA

HOLVRIEKA

Customers

DANISCO
First you add knowledge...

AEBIOFUELS

SUGAR ILLOVO LIMITED

Ingenio Mayagüez

CropEnergies bio. wanze

sucrogen
Formerly CSR

UB GROUP

ABSugar

ThaiBev

SAB MILLER

bajaj hindusthan ltd.

ADDAX PETROLEUM
A Sinopec group company

Seagram's

imagination at work
India

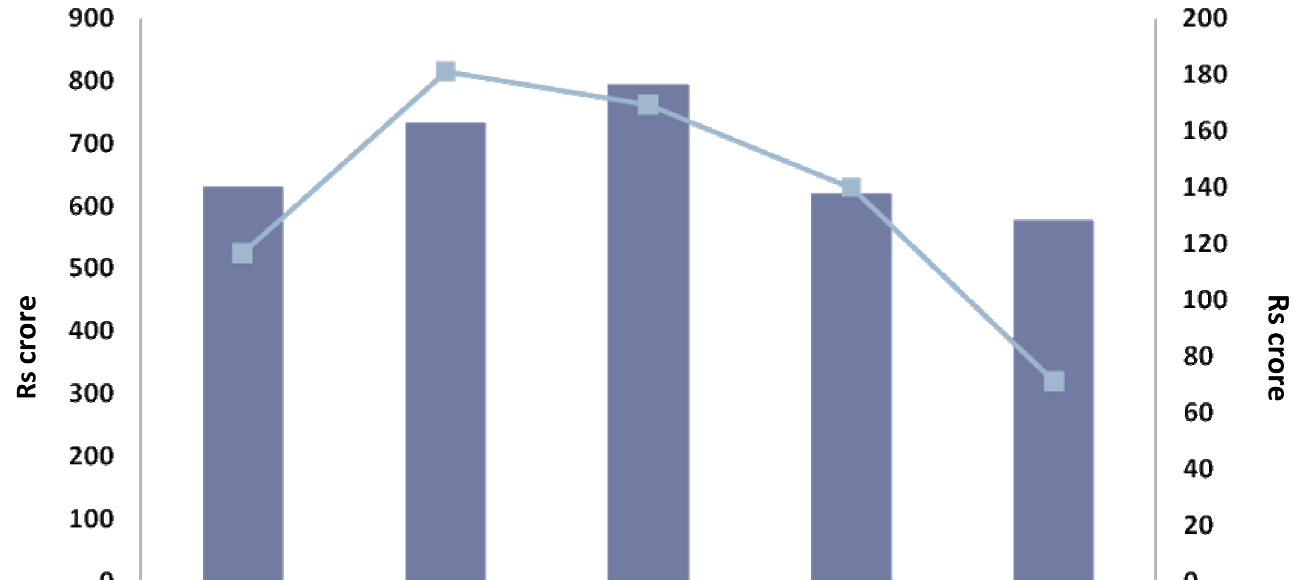
vivergofuels

INCAUCA S.A.

Radico
RADICO KHAITAN LTD.

Our Presence

Financials



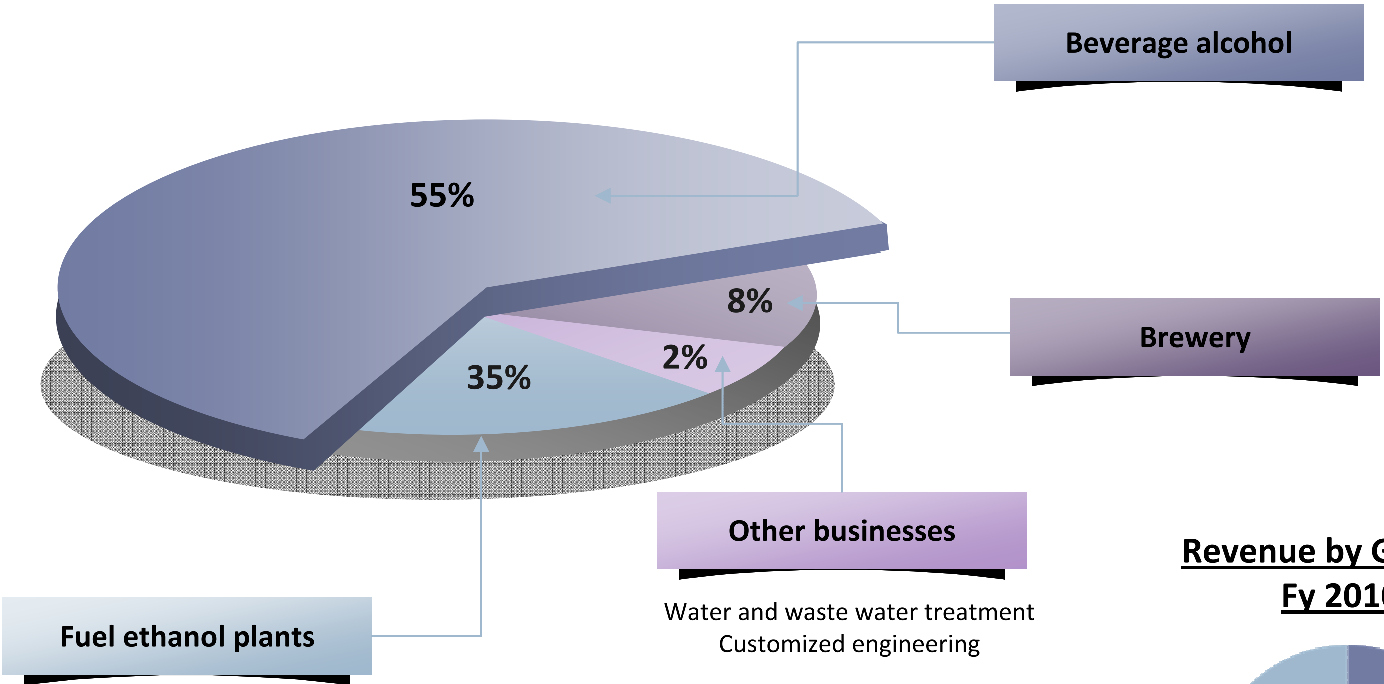
	Mar '07	Mar '08	Mar '09	Mar '10	Mar '11
Sales Turnover (LHS)	630.38	732.29	793.45	619.39	576.72
PBDIT (RHS)	116.63	181.15	169.36	139.87	71.07

2009-10 and 2010-11 results show an impact of global economic slowdown, as 50% of our revenues come from the export markets. But even during such times, Praj's brand equity as well as market share remained very strong and we are in a position to leverage the same as the economy unwinds.

Business Mix

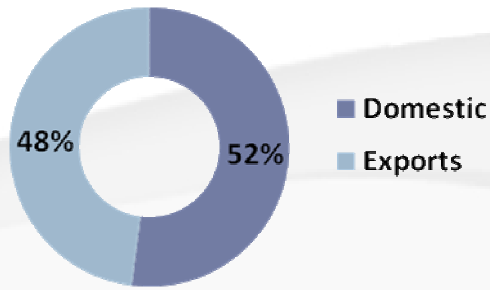
PRAJ

Revenue contribution by various business lines for the financial year 2010-11



Water and waste water treatment
Customized engineering

Revenue by Geography
Fy 2010-11

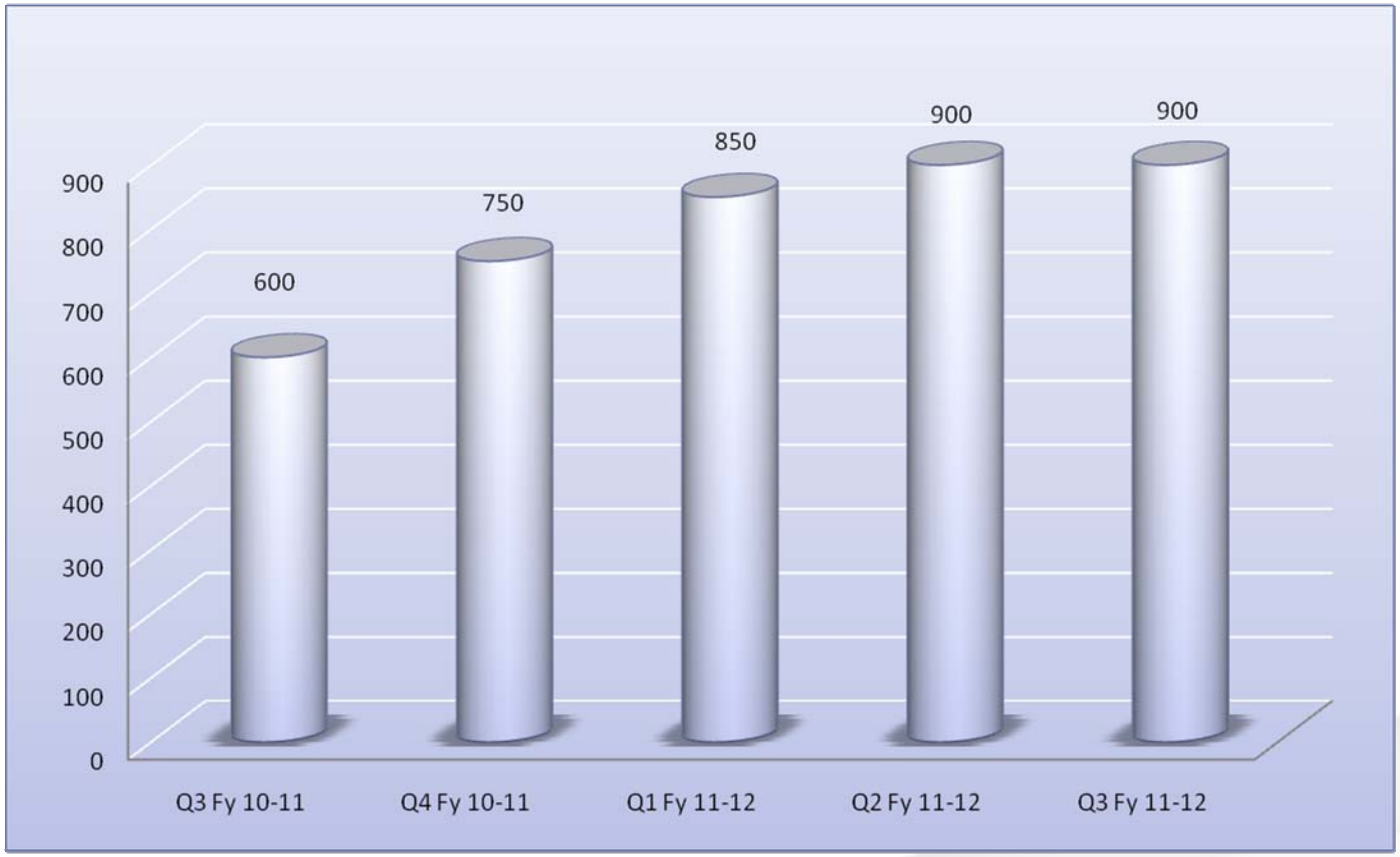


YoY Revenue Contribution %

Revenue stream	FY 2006	FY 2007	FY 2008	FY 2009	FY 2010
Fuel and industrial ethanol plants	50	42	23	40	38
Potable ethanol plants	38	46	62	45	50
Brewery plants	9	9	12	13	9
Others	3	3	3	2	3

Order Backlog

End of each quarter : Values in Rs crore



Financial Ratios

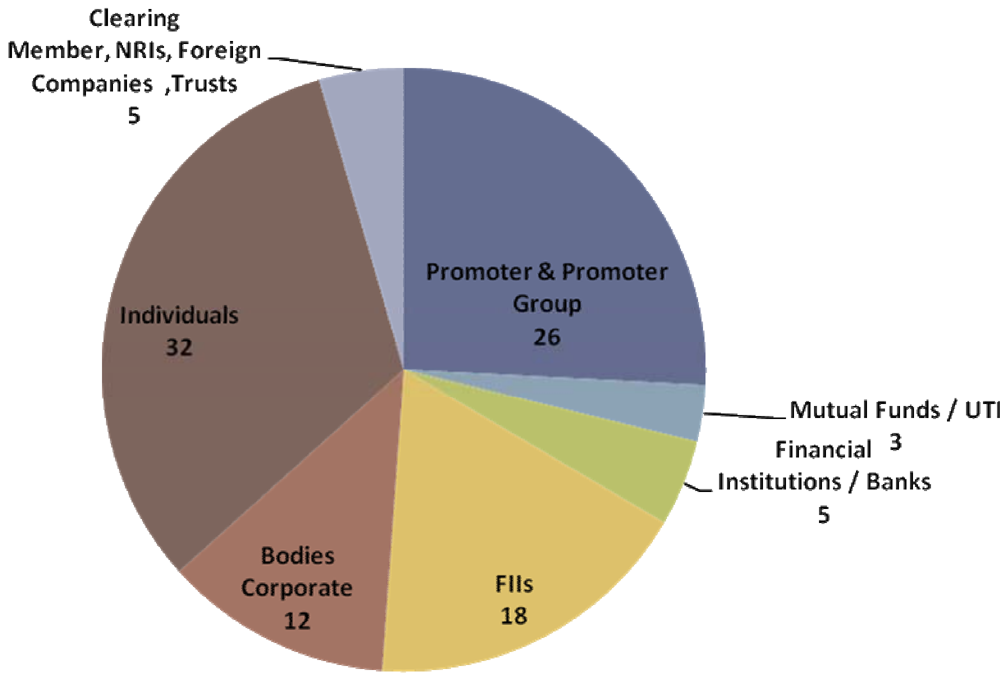
PRAJ

Ratio	FY 2007	FY 2008	FY 2009	FY 2010	FY 2011
Earnings per share (Rs)	10.31	8.38	7.07	6.16	2.89
Return on capital employed (%)	70.24	42.06	41.53	25.73	11
Current ratio	0.84	0.94	1.15	1.21	1.38
Asset turnover ratio	3.91	2.06	1.74	1.16	1.01

Note: As of Mar 2011
Bombay Stock Exchange (BSE) Code: 522205
National Stock Exchange (NSE) Code: PRAJIND
Bloomberg Code : PRJ:IN

Praj Industries Ltd is a zero debt company
AA/Stable rating by CRISIL on long-term bank facilities
P1+ rating on PIL's short-term facility

Shareholding Pattern



Note: As of Dec 2011

Vinod Khosla, former Sun Micro Systems co-founder turned venture capitalist has a stake in Praj Industries Ltd.
In his own words during his visit to PRAJ Matrix :
"At the Lab Level Praj Matrix ranks up there with almost any facility in the world.
What is unique is the Labs, Pilot and the Scale up facilities are all at one location."

Dividend History

Financial year	Dividend %
2005-2006	63%
2006-2007	135%
2007-2008	99%
2008-2009	90%
2009-2010	72%
2010-2011	63%

Since the beginning of the past decade, Praj has made smart returns on shareholder funds, on an average of 60% and grown shareholder value substantially.

Our Subsidiaries

- Pacecon Engineering Projects Ltd. (PEPL)
- BioCnergy Europa B. V., Netherlands
- Praj Jaragua Bioenergia S.A., Brazil
- Praj Far East Co. Ltd., Thailand
- Praj Industries (Africa) Pty Ltd, Johannesburg
- Praj Americas Inc., Houston

Today, Praj has over 500 references in more than 50 countries across 5 continents with its own offices in Bangkok (Thailand), Johannesburg (South Africa) and Sharjah (UAE) apart from India.
Praj is also present in the USA, the Netherlands, Brazil, Colombia and Guatemala.

Industry Overview

Global Ethanol Business Environment

Drinking is just one of the multiple applications of ethanol!

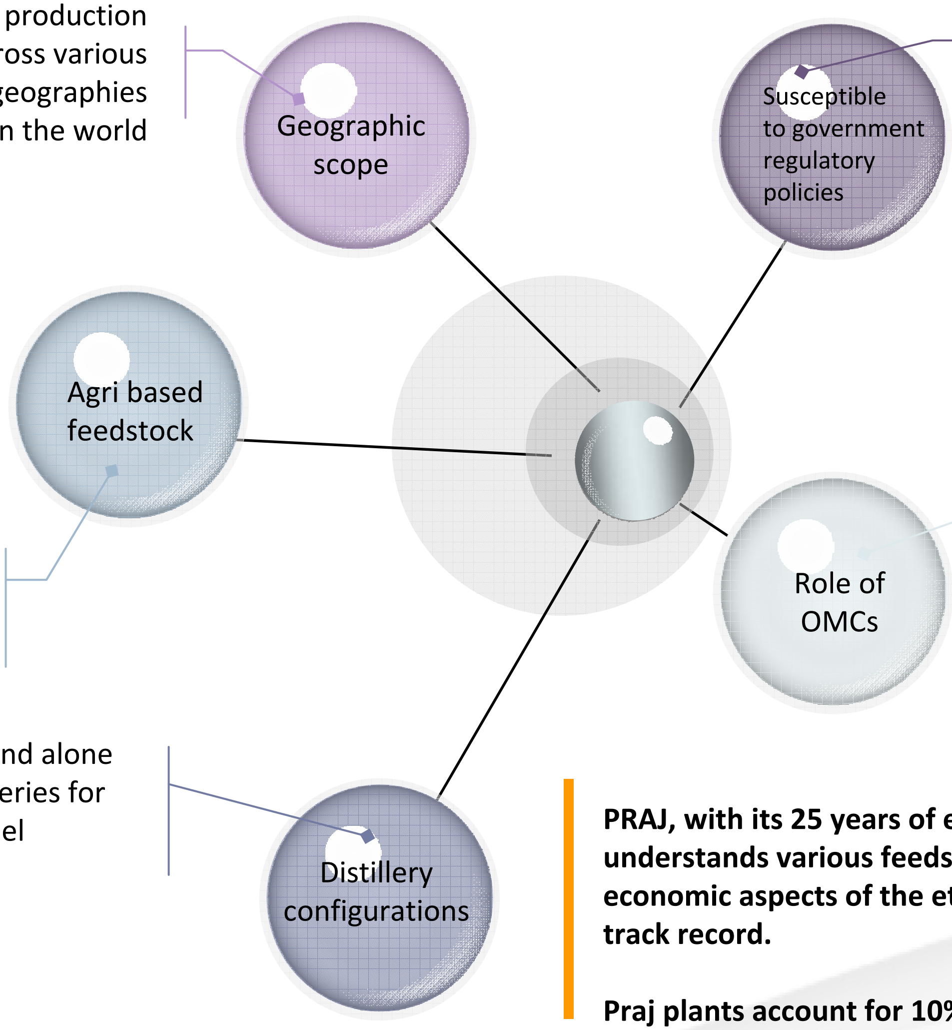
Fuel ethanol | **Potable ethanol** | **Industrial ethanol**

Praj : A one stop shop to produce any grade of ethanol, from a variety of feedstocks and a range of plant capacities.

Ethanol Industry Structure

Ethanol production spread across various geographies in the world

Deals with two crucial sectors of the economy : agriculture and energy



Sugar based : cane, beet
Grains : corn, wheat , milo

Forward Integration
As they provide pipeline infrastructure for ethanol blending and transportation

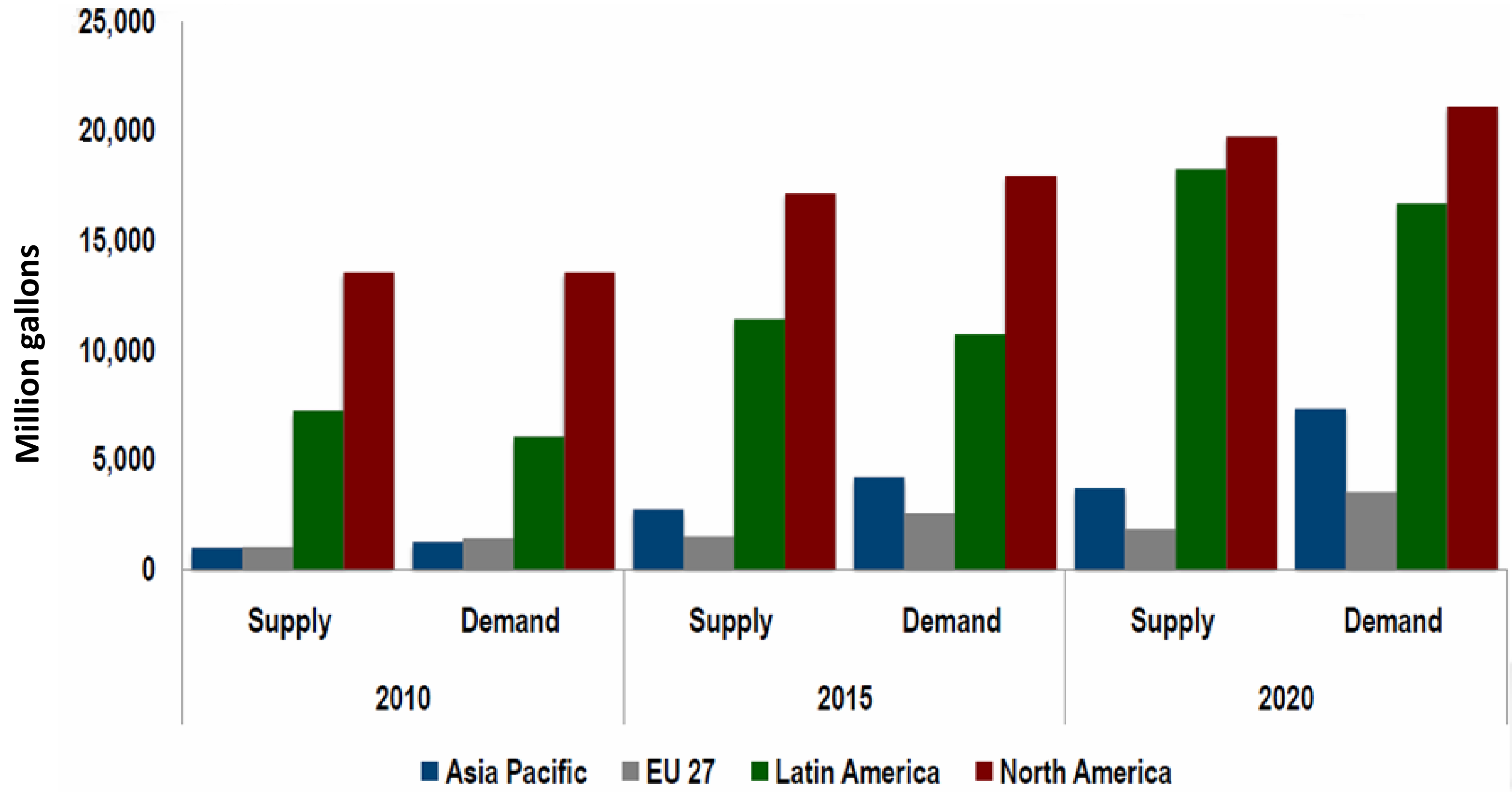
Annexed or stand alone
Different distilleries for fuel and non fuel ethanol

PRAJ, with its 25 years of experience in the industry, understands various feedstocks, sizes, technical and economic aspects of the ethanol business and has a proven track record.

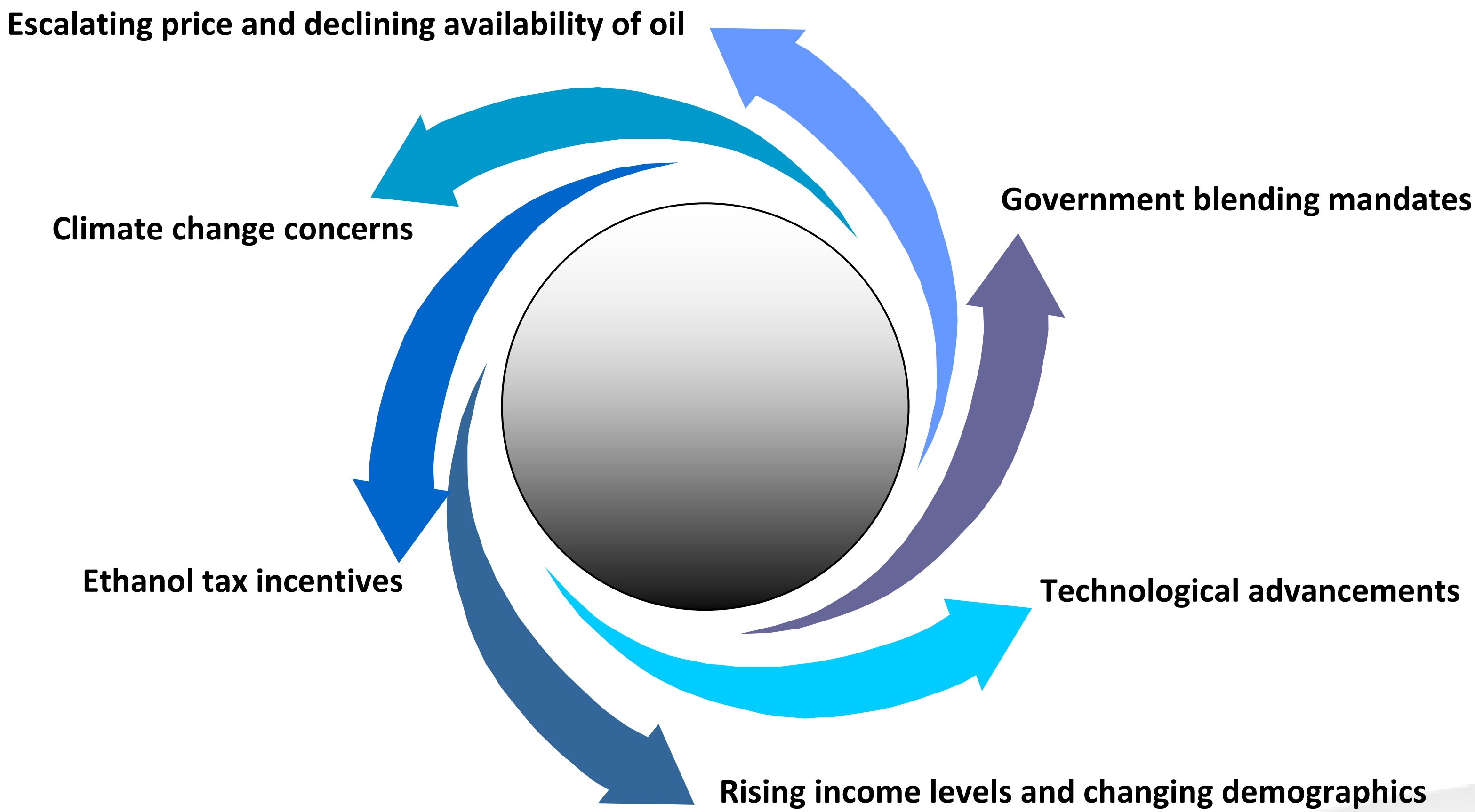
Praj plants account for 10% of the world's ethanol production.

Ethanol Growth by Region

Ethanol blending programs are getting implemented all over the world.
Asia pacific will emerge as a major consumer whereas Lat AM as a major supplier.



What Drives Ethanol Business



Bio fuels are gaining traction and see a 40% growth rate in the fiscal year 2011. Financing for renewable has also been on an uptick, particularly in the area of second generation and renewable chemicals.

Brewery Business

Indian beer industry growing
at a rate of 15% per annum!
Praj plans to internationalize this business in
which it enjoys 70% share in the domestic market.

Globally, beer is seen as a "common man's"
drink,
World per capita consumption is 22 ltr

India

Restricted movement
Export and import licenses
required for movement
across states

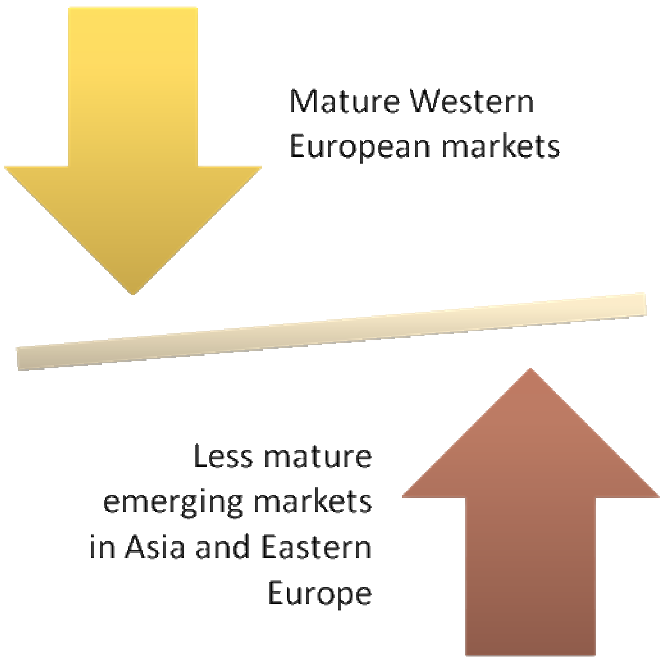
India

Highly taxed
alcoholic beverage
taxed 50% more than
hard liquor

India

Highly regulated
alcoholic beverage
26 different alcohol
specific taxes

What Drives Brewery Business



- Growing disposable income
- Improvements in the quality of beer
- A steadily growing beer-consuming population base
- Marketing and advertising activities by beer producing companies
- Tax and duties
- Perceived health effects

Praj integrates the tradition of malted barley, hops and water with Science.
Supply of brewery plants having worldclass manufacturing capability to achieve excellent and consistent product quality at lower cost with environment friendly technology shows our sound equipment design capabilities and experience.

Water and Waste Water Business

Water scarcity

Environment protection concerns

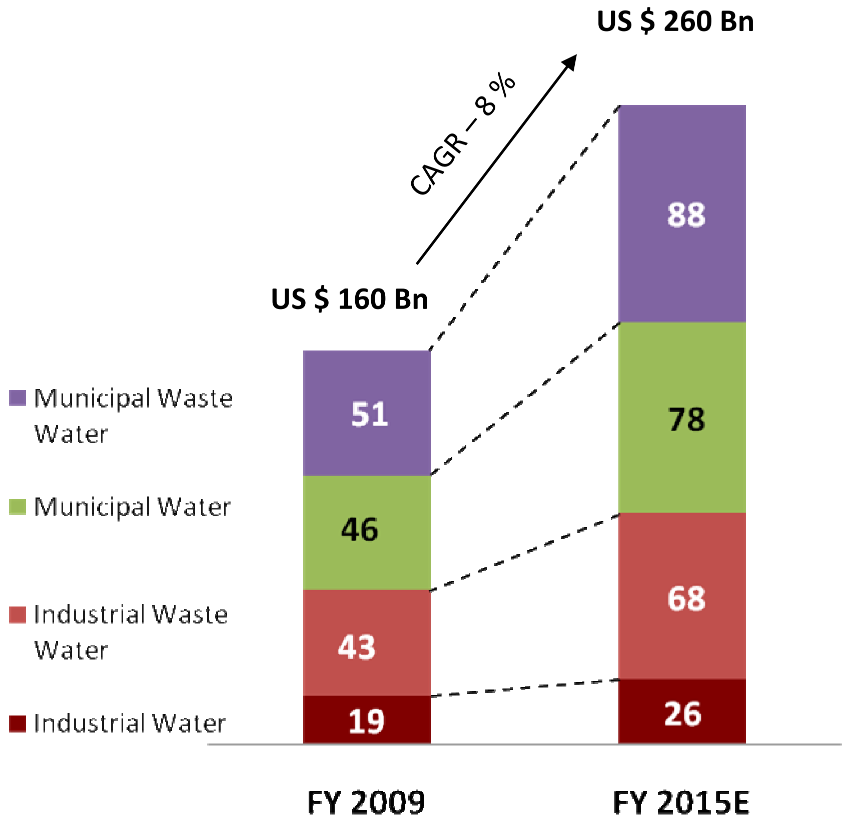
Challenges in manufacturing processes in various industries and pressure on municipal services

Praj offers solutions to various industries viz.

Sugar
Dairy
Chemical
Pharmaceutical
Power
Fertilizer
Food processing
Metal

to treat, reuse and recycle wastewater effectively.

What Drives Water Business



Global Business Drivers

•Increasing Water Stress

•Increasing Industrialization

•Increasing Urbanization

•Stringent environmental norms

•Technological Advancements

creating replacement demand

With a wide experience on treatment of most challenging wastewater and water related applications in the distillery and brewery industry, entry into water and wastewater arena came easily to Praj.

Recent Developments

Acquisition of Neela Systems

- Majority stake 50.2%
- Transaction value : Rs 64 crore
- Business interest in water treatment and modular process systems for the Biotech, Pharma, Life Sciences and Cosmetics
- A leader in high purity water segment
- Turnover of approx. Rs.90 crore for FY 2010-11
- A state-of-the-art manufacturing facility at Wada, Thane to build US FDA, UKMCA and WHO compliant system

Rationale & Value Creation

Xeela

High quality water systems and related equipments

PRAJ

Experience with complex and challenging effluents in various industries

This acquisition will provide Praj with a deeper and wider penetration into the fast-growing pharmaceutical, biopharmaceutical, food & beverage as well as the cosmetics industry to become a *"one stop shop"* for water management of our clients.

Our Strategy and the Society

A Responsible Corporate Citizen

PRAJ

- Environment
- Health
- Education
- Underprivileged
- Art
- Employee Initiatives

Way ahead

Strategic Direction

Knowledge and Skills

Biotechnology based new products

Second generation biofuels

Existing Businesses

Ethanol

Brewery

Water and waste water treatment

Customized engineering and manufacturing

Biochemical additives

Unrelated Diversification

To be identified

Synergistic Businesses

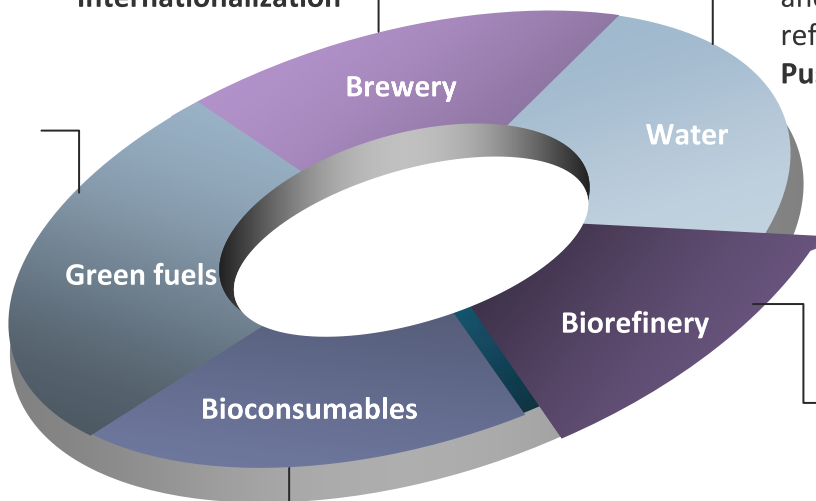
Being developed

Our Plans for the Future

15% YoY growth
Internationalization

We made an entry last year and already have some references
Push up for scale

Cutting edge solution for second gen ethanol and diesel in the near future
Partnerships with Qteros & Novozymes



Food, Feed and Wellness ingredients, Energy and Biochemicals

A promising area for ethanol additives
Dedicated Jejuri facility to be operational soon

Non ethanol businesses	Geographic scope	Brand equity
To contribute more than 25% to the revenues by 2013	We have added nine new countries to our reference list Mix of organic and inorganic growth	A company with the unique ability to blend technology and execution A significant player in the cleantech space

Vision 2020

PRAJ

	2010	2015	2020
Cleantech	Fuel ethanol Water & wastewater technology	Second gen fuel ethanol	Biorefinery
Biotech	Bioconsumables	Industrial biotech	Specialty chemicals
Synergistic Businesses	Customized engineering & manufacturing	Second gen fuel ethanol	Biopower

Praj's objective is to achieve CAGR of 30% over the next 5 years and to de-risk by aggressively pursuing growth opportunities.

Key Management Personnel

Executive Directors

- **Pramod Chaudhari, Executive Chairman**
  - ✓ Engineering from Indian Institute of Technology, Bombay
  - ✓ Advanced Management Programme at Harvard Business School in 1995
  - ✓ Contribution to the National Biofuels Policy as a member of the Committee on Development of Biofuels - Planning Commission, Government of India, for introduction of renewable fuels to India
  - ✓ The Co-Chairman, CII National Committee on Renewable Energy for 2011-12
  - ✓ The Vice-President, Maharatta Chamber of Commerce, Industries and Agriculture, Pune
  - ✓ The Chairman of the Maharashtra State Council of CII for 2009-10
  - ✓ The member of Executive Council of Association of Biotechnology Led Enterprises (ABLE) in India
  - ✓ Recipient of 'Distinguished Alumnus Award' of IIT, Bombay in the Year 2005
  - ✓ Recipient of the Jagatik Marathi Chamber of Commerce 'National Level Entrepreneurship' Award in the Year 2004
  - ✓ Recipient of 'Outstanding Contribution thru Innovation Award' of Chemtech Foundation

- **Gajanan Nabar, CEO & Managing Director**
  - ✓ Master's degree in Organic Chemistry and Master in Management from Bombay University
  - ✓ Was conferred a diploma by Plastic and Rubber Institute, London
  - ✓ Has completed the Executive development program of Wharton Management School in the year 2000
  - ✓ Over 22 years of multi-functional management experience in Operations, Projects and Business development
  - ✓ Work experience with MNEs like Monsanto, Asian Paints and BASF and Praxair
  - ✓ An active member of the American Chamber of Commerce, CII and BCIC
  - ✓ A member of the Young Presidents Organization (YPO)

Board Members

Non Executive Directors

Mr. Berjis Desai	Specializes in Financial & Securities Law, Structured Finance, Securitization , OTC Derivatives and arbitration counsel. On boards of several public limited companies, Managing Partner of M/s J. Sagar Associates
Mr. Kishor Chaukar	Managing Director of Tata Industries Limited A member of the Group Corporate Centre :Strategy formulation at the House of Tata Chairman of Tata Council for Community Initiatives a member of the Board of several national and international organizations in the Corporate Sustainability and Human Rights space including Shell Foundation
Mr. Prakash Kulkarni	Executive Chairman of Gabriel India, superannuated from Thermax Limited after a stint of 35 years, also serves on the Board of Sulzer India, vast experience in the capital goods industry
Mr. Rajiv Maliwal	Co-founder and Manging Director of Sabre Capital, Chairman of the Spring Healthcare Fund, a Sabre Capital initiative in the healthcare services industry and serves on the boards of several portfolio companies
Mr. Utpal Sheth	Cost Accountant (Grad.CWA) and a Chartered Financial Analyst (CFA) from ICFAI, vast experience in Investment Management, Risk Management and Institutionalization. He is the CEO of Rare Enterprises.
Mr. Sivaramakrishnan S. Iyer	A qualified Chartered Accountant, a partner of Patel Rajeev Siva & Associates which specializes in corporate finance and advises companies on debt / equity fund raising, mergers / amalgamations, capital structuring for new / expansion projects and due diligence work for various companies.
Mrs. Parimal Chaudhari	A communication consultant and a journalist by training, steers the CSR wing of the company

Thank you..