



Welcome to PRAJ Industries Ltd

Contents

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Corporate Overview

Way Ahead : 2012-17

Recent Developments

Other Highlights

Corporate Overview



Our Vision & Mission



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

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

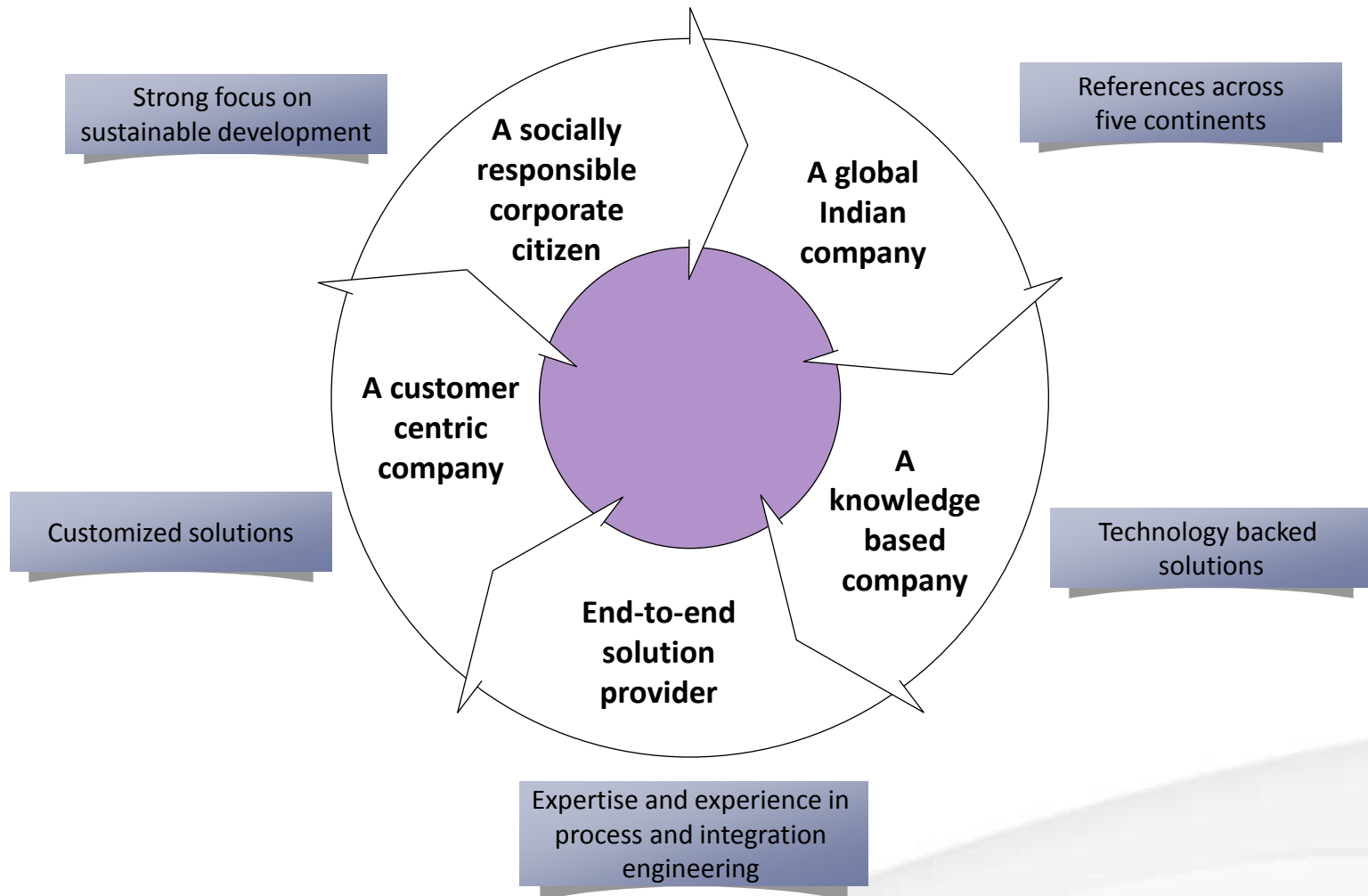
We will

Be a socially responsible corporate citizen

We will

Create wealth for our stakeholders

Who We Are



Key Highlights



- + Creating sustainable technology platform for past three decades
- + Established 1984 by first generation technopreneur , Pramod Chaudhari (Executive Chairman)
- + Over 500 references in more than 50 countries
- + Zero Debt Company
- + Significant domestic and global market share
- + **Aims at significant play in water & wastewater treatment segment**
- + **Developing a commercial demo plant for cellulosic biomass to ethanol production**
- + **Launched next set of biobased products – the livestock health & nutrition range**

Sustainable Solution Provider

Business Verticals



- Alcohol/ Ethanol plants
- Brewery plants



Water and Wastewater Treatment Systems



- Critical Process Equipment & Systems
- Hygienic Process Equipment & Systems



- IBPP
- Distillery bioconsumables
- LHN
- Biochemicals

Technology, Engineering & Projects



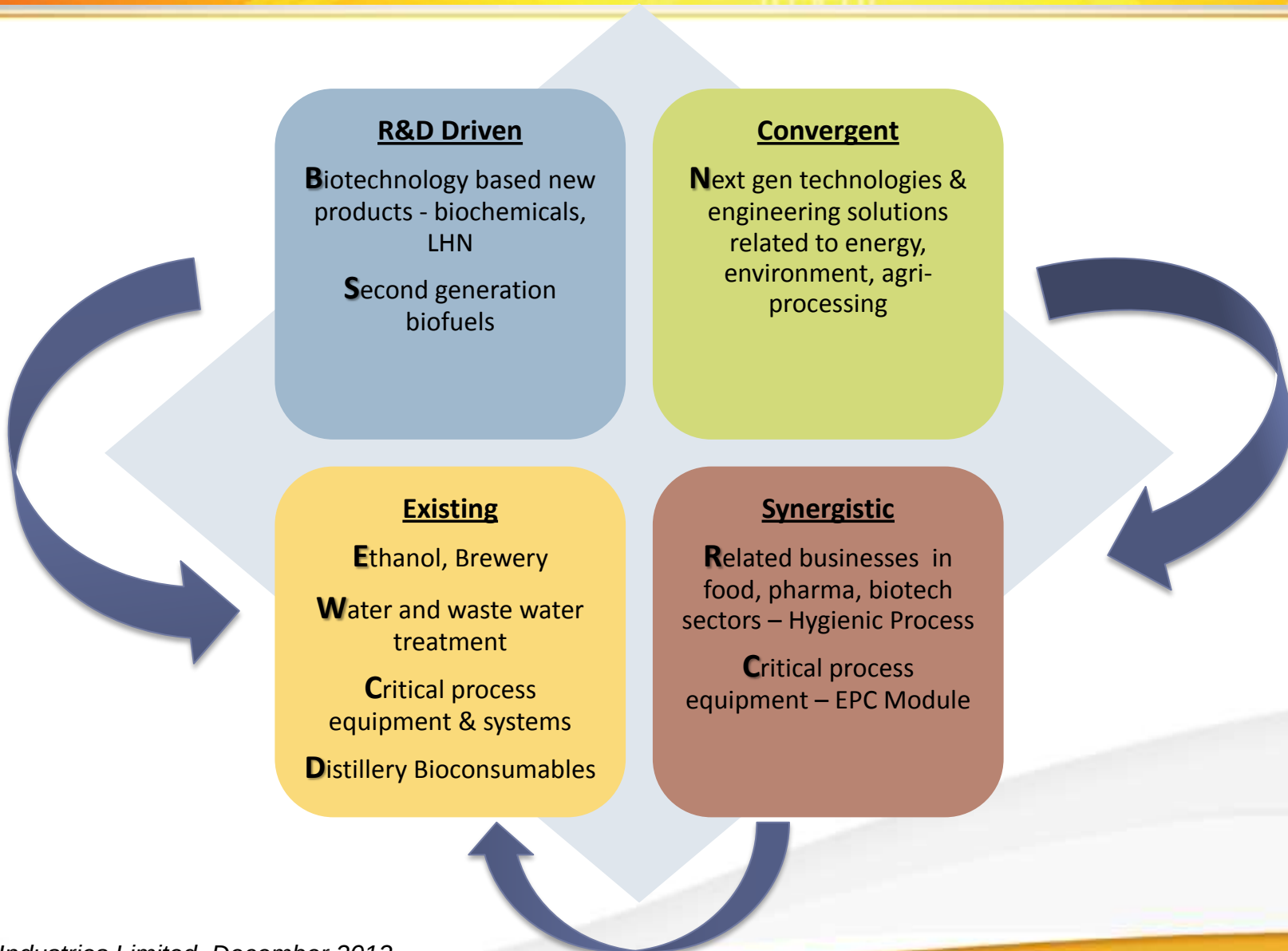
Solutions

Integrated solutions provider through technology, engineering, projects and critical equipment manufacturing

Way Ahead : 2012-17



Strategic Direction : Businesses



Evolving Praj...



Drivers

1st gen alcohol & brewery plants

- Mandate intensity in select geographies
- Sustained growth of beverage alcohol & beer in emerging economies

2nd gen biofuels & Biorefinery

- Mandates for 2nd Gen
- Fast developing market for environmentally correct biochemicals

Water & wastewater treatment Critical process, equipment & systems

- Hygienic industry
 - Oil & gas, Petrochem, Fertilizer sector growth

Industrial bio-based products & processes

- Consumption led market opportunity
- Market in South and South East Asia CAGR of 10%

Key Differentiators

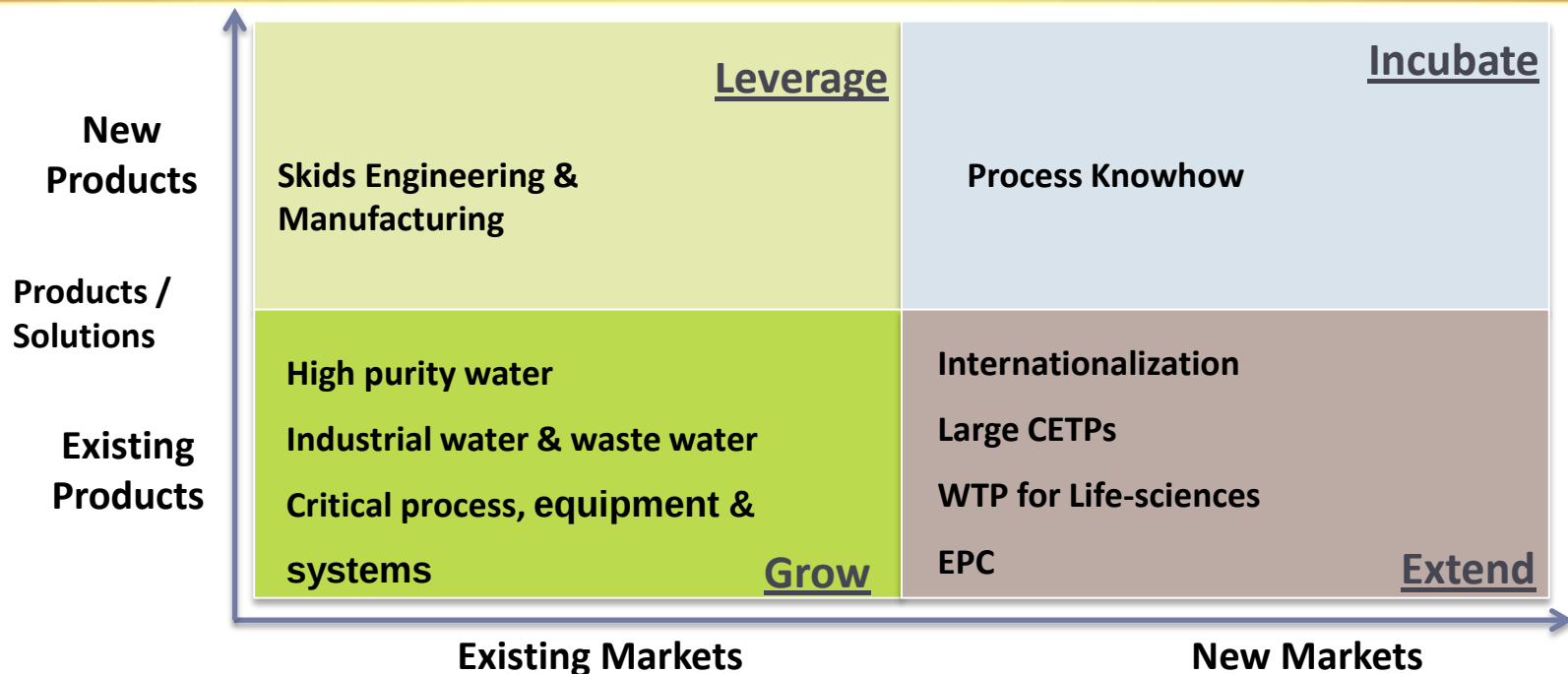
- Tech solutions for energy integration
- High value co-product

Integrated technologies

- Reduce ,recycle, reuse
- ZLD technologies in WWT
- Critical manufacturing capabilities

Praj Matrix product line up

Roadmap : Emerging Businesses



Financial

Non ethanol businesses to contribute more than 30% to the revenues in CY 2013
 Leapfrog emerging business with sustainable Operating Cash Flow

Expansion

Internalization of newer business lines beyond India
 Scale up of 2nd generation

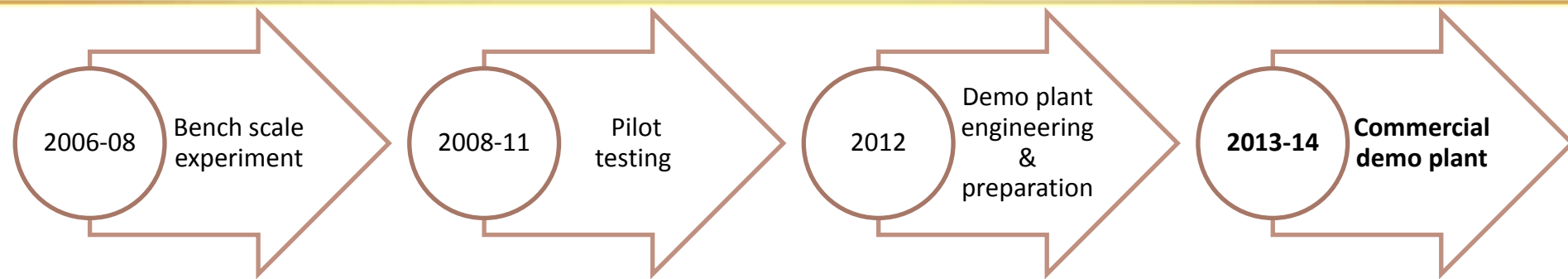
Brand Equity

Company with unique ability to blend technology and execution
 Significant play in the global clean-tech space with footprints in sustainable solutions

Recent Developments



Second Gen Demo Plant



● An inflexion point in the global ethanol industry – A game changer!!

● Praj's commercial demo plant :

- Location : India (client site identified)
- Investment : Rs 125-150 cr (US\$ 25-30 mln)
- Feedstock : Corn cob, corn stover, bagasse, cane trash
- To go on-stream by mid 2014

The future of global ethanol industry will expand with second generation biorefinery!

Industrial Biobased Products & Processes



Launch of Livestock Health & Nutrition Additives

- Extension of expertise in biotechnology combined with experience in agri-processes
- Utilization of co-products from alcohol and brewery industry
- Product portfolio : Amino acids, Vitamins ,Pre & Probiotics, Enzymes and more.
- Opportunity size : over Rs. 10,000 Cr in South and South East Asia growing at a CAGR of 10%
- Industries : Dairy, Poultry and Aqua
- Dedicated manufacturing facility



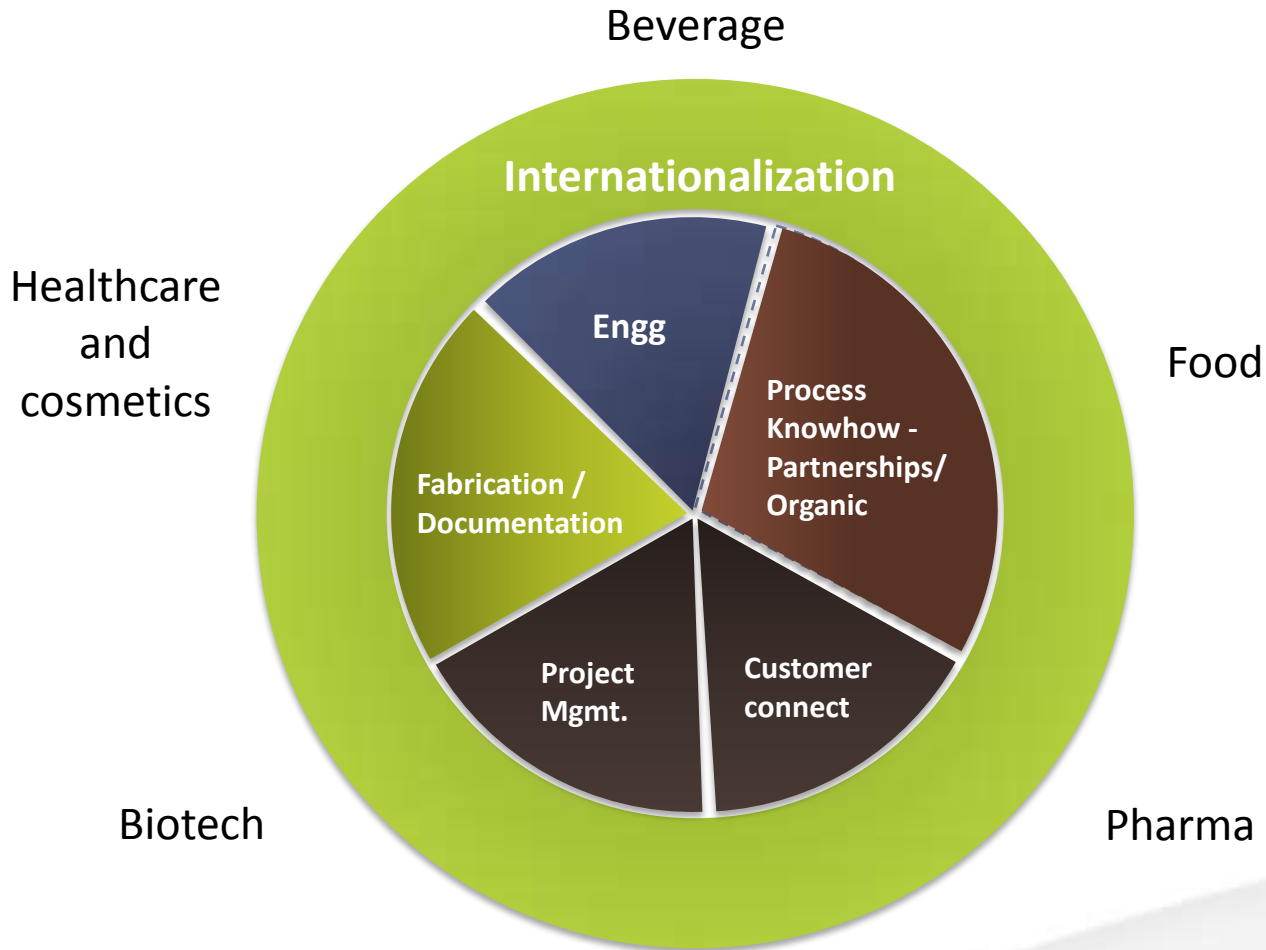
Hygienic Process & Systems Business



Neela-Praj association aims at specific opportunities in the hygienic sector with global footprints in the Pharmaceuticals, Food & Beverages, Biotech and Cosmetics industries. The size of the Indian hygienic space is estimated to be Rs 2500 cr by the year 2018.



Hygienic Platform Concept



Other Highlights



Our Presence



Key Customers



Our Resources



Experience & Expertise

R & D

Strong biotech R&D
Best in class facility
and resources

Process Technology

Patented technologies with a
strong pipeline with in-house
developed process know-how

Multi-disciplinary engineering & Project Management

Over 6000 man-years of
experience in engineering
Multi project capability

Manufacturing

Multi locational
manufacturing facilities
with experience in varied
industries and global
standard compliances

Our Resources



“At the lab level, Praj Matrix ranks up with almost any facility in the world. What is unique is the Labs, Pilot and the Scale up facilities are all at one location.”

-Vinod Khosla, former Sun Micro Systems co-founder and Praj shareholder

Our Resources



Manufacturing Facilities

Pune

Domestic Unit
Fabrication
capacity 6000
MT/year

Kandla

SEZ Units 1 & 2
SEZ Unit 2 - high
thickness vessels
Fabrication
capacity 5000
MT/year

Wada

US FDA,
UKMCA and
WHO
compliant
systems

Jejuri

Bioconsumables
Additives for
ethanol industry
Livestock health &
nutrition products



Our Resources



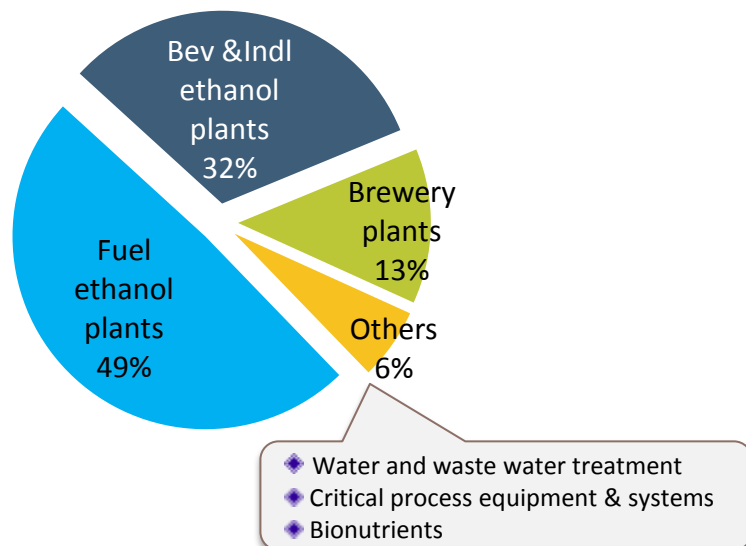
Project Management and Engineering



Business Mix

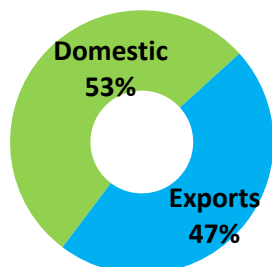
Revenue contribution by various business lines

FY12



Revenue by Geography

FY 12



YoY Revenue Contribution %

Revenue stream	FY 08	FY 09	FY 10	FY 11
Fuel ethanol plants	23	40	38	35
Beverage & industrial ethanol plants	62	45	50	55
Brewery plants	12	13	9	8
Others	3	2	3	2

Key Highlights



Financials : Praj Standalone

Figures in Rs million

	FY 2009-10	FY 2010-11	FY 2011-12	9M 2012-13
Gross revenue	6022	5529	8804	5387
EBITDA	915	488	834	513
PAT	1139	535	658	281
Cash reserves	4032	4020	4000	1880*

* Post payment for buying Neela's shares and new office premises in Pune

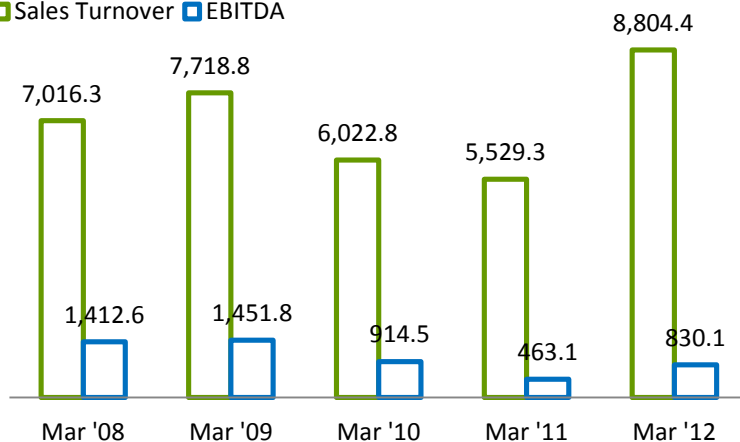
Financials



Sales Turnover – EBITDA

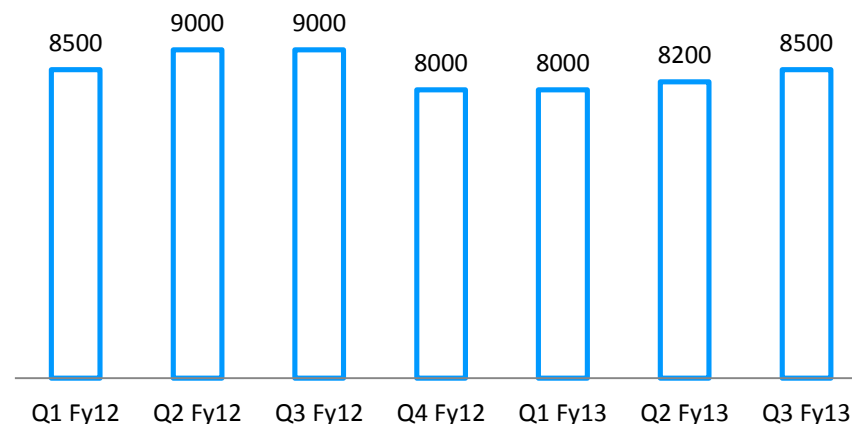
Rs million

■ Sales Turnover ■ EBITDA



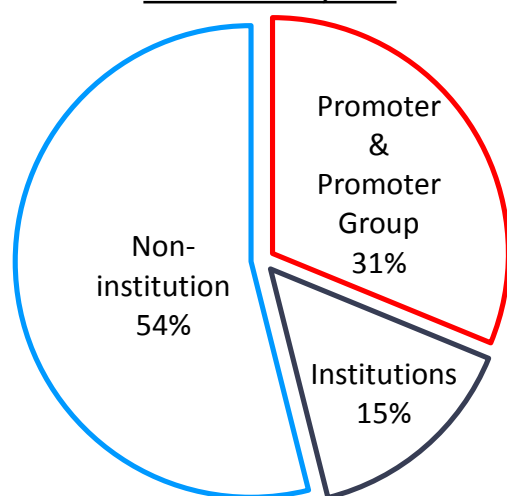
Order Backlog at the end of each quarter

Rs million



Shareholding Pattern

as of 31st^h Dec, 2012



Dividend History

Financial year	Dividend %
2007-08	99%
2008-09	90%
2009-10	72%
2010-11	63%
2011-12	81%

Success Stories



Tirupur, India

Praj has successfully commissioned the common effluent treatment plant (CETP) for the textile industry belt at Tirupur

Breakthroughs

- ✓ PRAJ Quality equal to European Quality and PRAJ is being considered as "Specialist in Lethal Service Equipment"
- ✓ Sanaswadi facility is now IBR approved



Recent Awards & Accolades



- EEPC Export Excellence Award for SEZ Kandla

- Bio Excellence Award 2012

- B G Deshmukh Award for Corporate Social Responsibility Innovation, 2012



A Responsible Corporate Citizen



Environment



Health



Education



Underprivileged



Art



Employee Initiatives

Thank you..



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.

Abbreviations used



- IBPP – Industrial Biobased Products & Processes
- LHN – Livestock, Health & Nutrients
- WWT – Water & Waste Water Treatment