

The logo of Praj Industries, featuring a stylized red four-pointed star with a yellow circle in the center, is positioned in the upper right corner of the slide.

Value Leadership in Green & Cleantech

Praj Industries Ltd.

July, 2011

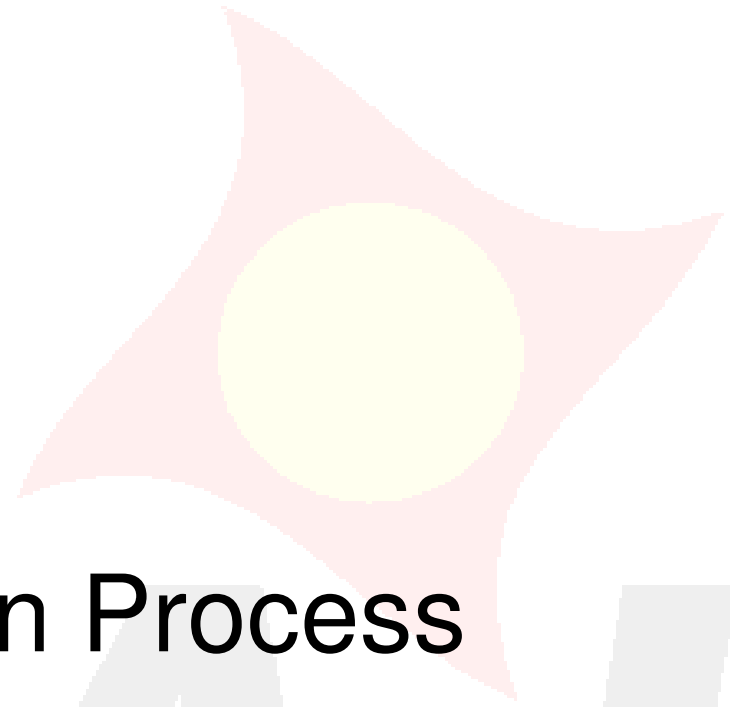
Content

- Company Overview
- Value Creation Process
- Financials
- Strategy
- Recent Developments



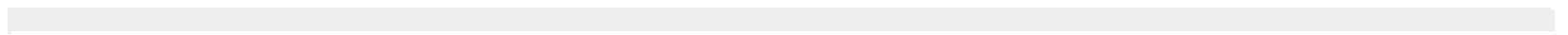
Overview

- Focused on Green & Clean technology
- Leading Technology and Solution provider for Ethanol plants, worldwide
- Committed to delivering
 - reliable, cost effective, environment friendly solutions for maximizing prosperity of customers.
 - innovative, future perfect technologies
- Aspires to be a significant player in the water & wastewater treatment business
- Other businesses include, brewery, customized engineering & equipment, bioconsumables



Value Creation Process

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Leadership

- Amongst top 5 ethanol technology and plant suppliers, globally



Leadership

- The only Ethanol Technology Company cutting across;
 - Different feedstocks
 - Five continents
 - End-to-end solutions
- Developed alternate energy crops
- Bio-technology expertise for application in domain space
- Improved energy ratio

Leadership

- More than 75% marketshare in India
- More than 50% marketshare in Latin America (excl. Brazil) and South East Asia.
- Established in EU, USA, Australia other developed economies.
- Leading amongst technology and engineering suppliers- from Europe and USA in the target markets.



Customer Value

- Turnkey capability



Customer Value

- Customized, end-to-end solutions including wastewater treatment and recycle



Customer Value

- Sustainability is an important metrics
- Design and workflow incorporates Health, Safety and Environment guidelines in line with the policy of the Company
- Offices in Thailand, Colombia, South Africa, USA, Europe and UAE.
- Fully integrated offering – from technology through to commissioning



Employee Value

- Experienced talent pipeline with domain experts having more than 15-20 years in the industry.
- Opportunity in Engineering, Biotechnology, Project Management, General Management
- Opportunity of working with global clients

Societal Value

- Understands and acts on social challenges
- Implemented projects in Education, Environment, Health and Poverty Alleviation
- Undertaken mentorship of capacity building and vocational training Institutes like ITI in partnership with GOI
- Set up Chair Professorship at IIT B for promoting energy sciences and engineering

Brand Value

- Recognized as 'one-stop-shop' for biofuels plants, globally
- Has been a founding member of Global Growth Companies.
- Support Govt. and Non-Govt. endeavours with information on technological details on biofuels



Financials

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Financial Summary

(Rs. Crs)

	FY 2006-07	FY 2007-08	FY 2008-09	FY 2009-10	FY 2010-11
Sales	607	702	772	602	552
EBIDTA (excl. other income)	105	141	145	91	42
PBT	110	174	161	123	60
EPS (Rs.)	5.19*	8.55	7.08	6.18	2.89

Revenue by Regions

	FY 2006-07	FY 2007-08	FY 2008-09	FY 2009-10	FY 2010-11
Domestic	67	52	49	58	70
International	33	48	51	42	30



Strategy

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Strategy: Existing Businesses

- Enhance wallet share
- Non-Ethanol businesses to form atleast 25% of revenue by 2013.
- Take cellulosic ethanol development to the next level



New Strategic Direction

Objectives

- To attain CAGR of 30% over the next 5 years
 - Meeting Financial Targets
 - Enhancing Shareholder Value
 - De-risking by aggressively pursuing growth opportunities
- To be a significant player in cleantech space
- To pursue the vision of sustainability more aggressively.



New Strategic Direction

Developed by R & D

and Acquisition of New Skills

- Cellulosic ethanol
- Biotechnology based new products
- Thermo chemical – Pyrolysis and Gasification

Existing Business

- Alcohol
- Biofuels
- Beer
- EPC Scope for above business lines

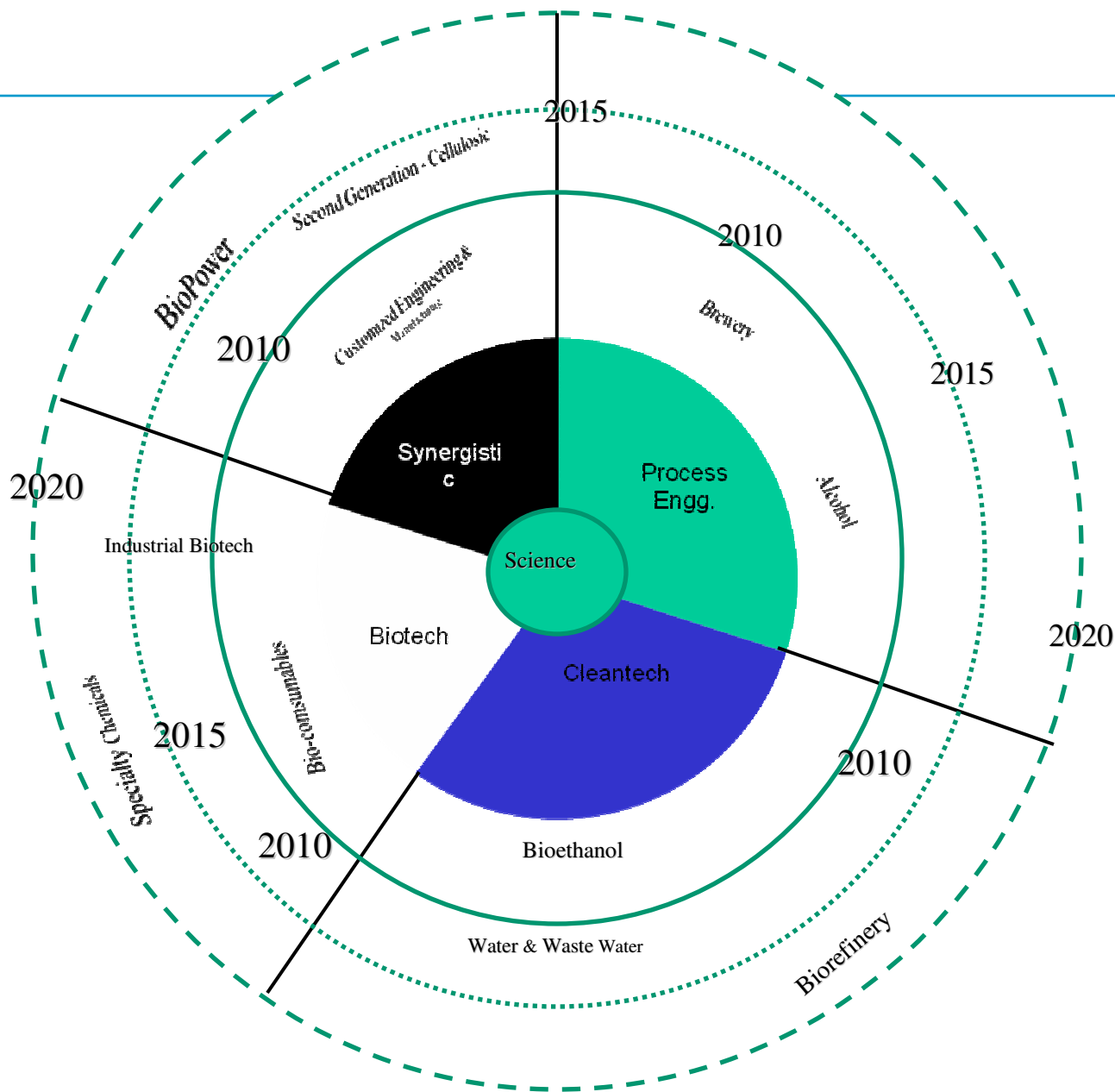
Unrelated Diversification

- To be identified

Synergistic Business Extension

- Wastewater Treatment (for the above)
- Customized Engineering & Manufacturing
- Bio Chemical Additives

Strategic Direction: Vision 2020



Recent Developments

- Joint Development Program with Qteros.
 - Strategic partnership seeks to accelerate commercialization of Cellulosic Ethanol
 - Based on Praj's process knowhow and the CBP platform of Qteros
 - 2 Year timeframe





Thank You

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