

Praj Industries Limited

Q4 & FY15 Results

To be read in conjunction with
the management's commentary

Key Developments - Operations

- Praj breaks Rs 1000 cr mark in terms of order inflow, 25% increase in order book over FY 14
- Order intake for emerging business doubles , on a higher quantum of order booking
- Sale at Rs 1011.83 cr registers a 3% growth with 18% growth in EBITDA over the previous year
- Improvement in the margins over FY 14 on account of transformation drive & good quality orders
 - EBITDA - up by 17% over FY 14
 - PBT - up by 12% over FY 14
 - PAT - up by 40% over FY 14
- New technologies taken to market

Key Developments - Operations

- Enters into strategic understanding with Gevo for isobutanol opportunities - access to additional 2nd gen technology
- Wins an order on EPC basis from Kakira Sugar - fuel cum beverage ethanol plant in Uganda
- Successful commissioning of SAB Miller, Namibia brewery. Heineken, Myanmar brewery to follow soon
- Rs 235 cr order win for Petrobras project - CPES business moving up the value chain
- Board of Directors recommends dividend of Rs 1.62 (81%) per share of Rs 2 each, subject to shareholders' approval . Dividend payout ratio works out to 44%

Key Developments - Environment

Event	Business	Impact/action
Consolidation in Indian & global pharma industry Greater focus on R&D and acquiring assets overseas Focus of developing countries on healthcare	Praj HiPurity	Plants as per global standards Launch of Biowiz Bioreactor Internationalization of business already in process
Ganga action plan Phase 1 focuses on sewage treatment	Waste water treatment	Developing proposals with industries that have been served notices Praj will continue to pursue technology intensive, value accretive business
India - ethanol prices fixed GOI waives off excise duty of 12.36% on ethanol	Domestic ethanol business	Will increase supply next season leading to higher demand for ethanol
US EPA to announce renewable volume obligations till 2017	International ethanol business	End of uncertainty surrounding fuel ethanol blending and create a definitive path forward for 2 nd generation ethanol
European Parliament voted to approve new legislation, member states to blend 7% first generation biofuels	International ethanol business	Greater emphasis on both - first & second generation biofuels

At a glance

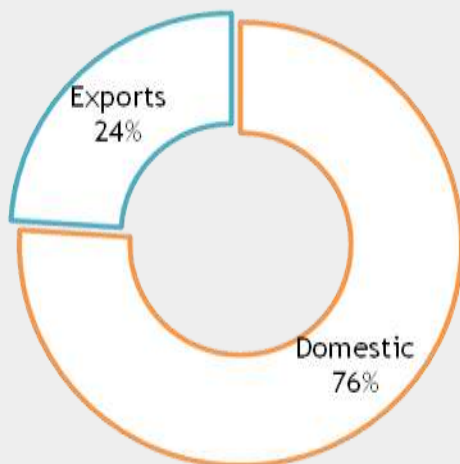
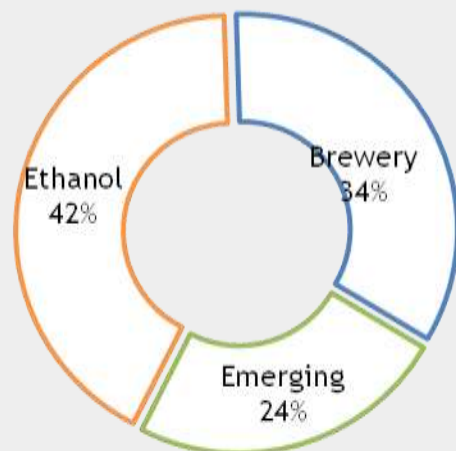
Financials : Figures in Rs cr

	Q4 FY14	Q3 FY15	Q4 FY 15	FY14	FY15
Operating income	349.43	219.34	306.19	985.8	1011.85
EBITDA (excl other income)	33.58	21.56	39.83	78.39	92.65
PBT	30.60	14.97	46.26	76.95	86.38
PAT	20.78	12.29	36.61	54.63	76.27
Order Intake	300	539	266	961	1200

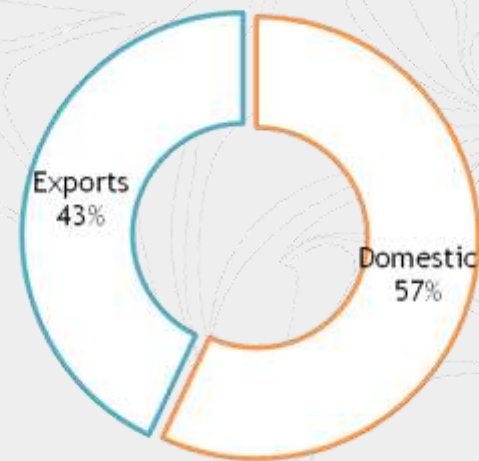
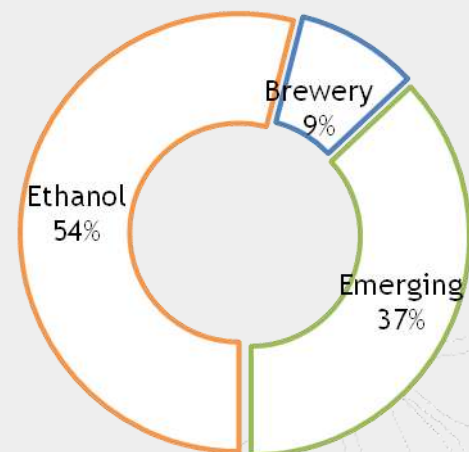
Note - all figures on consolidated basis, i.e. Praj Industries India, its local execution companies and subsidiaries.

Order Intake

Q4 FY15 : Rs. 266 cr



FY15 : Rs. 1200 cr

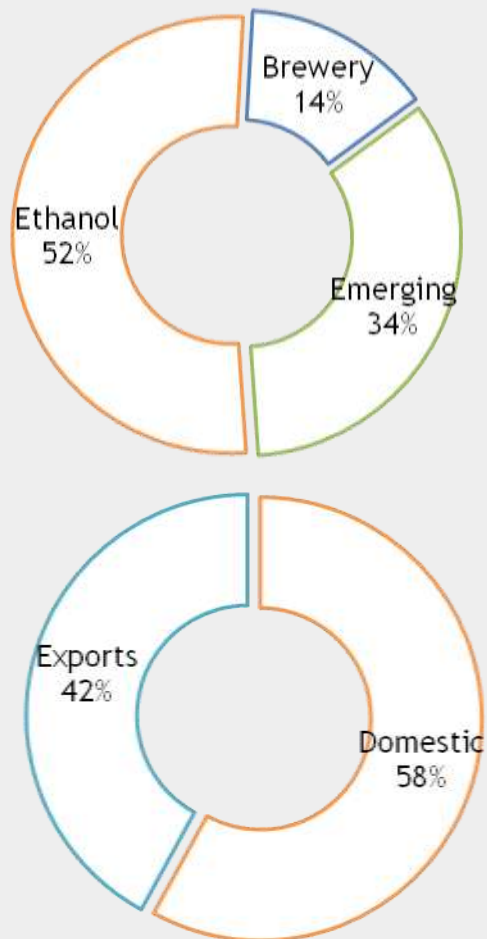


25% increase in order intake over the previous fiscal

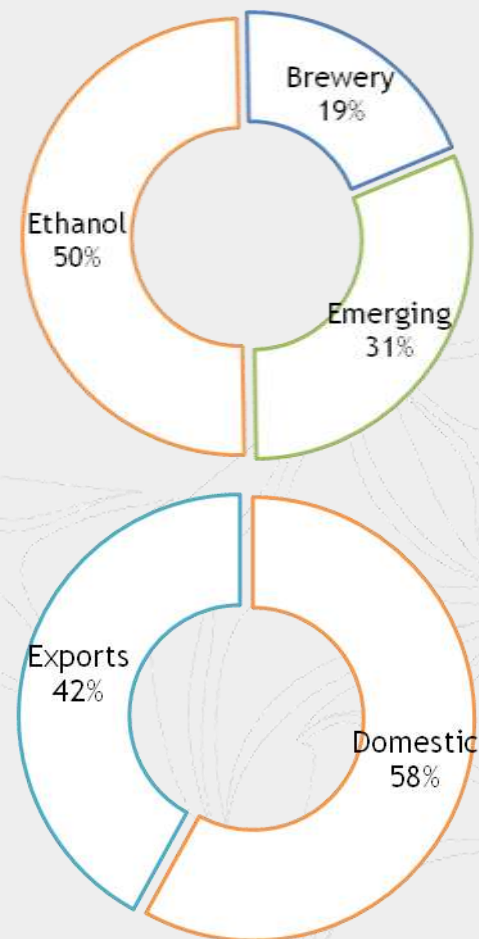
Revenue



Q4 FY15: Rs. 306.19 cr

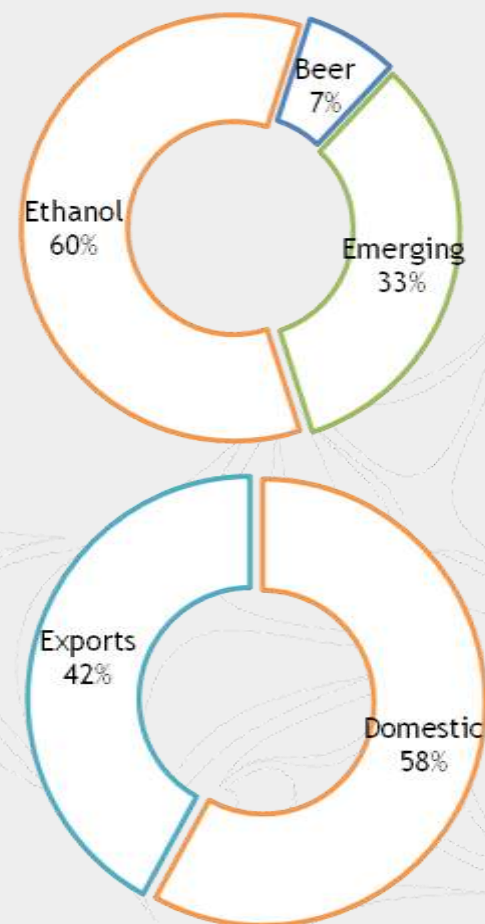
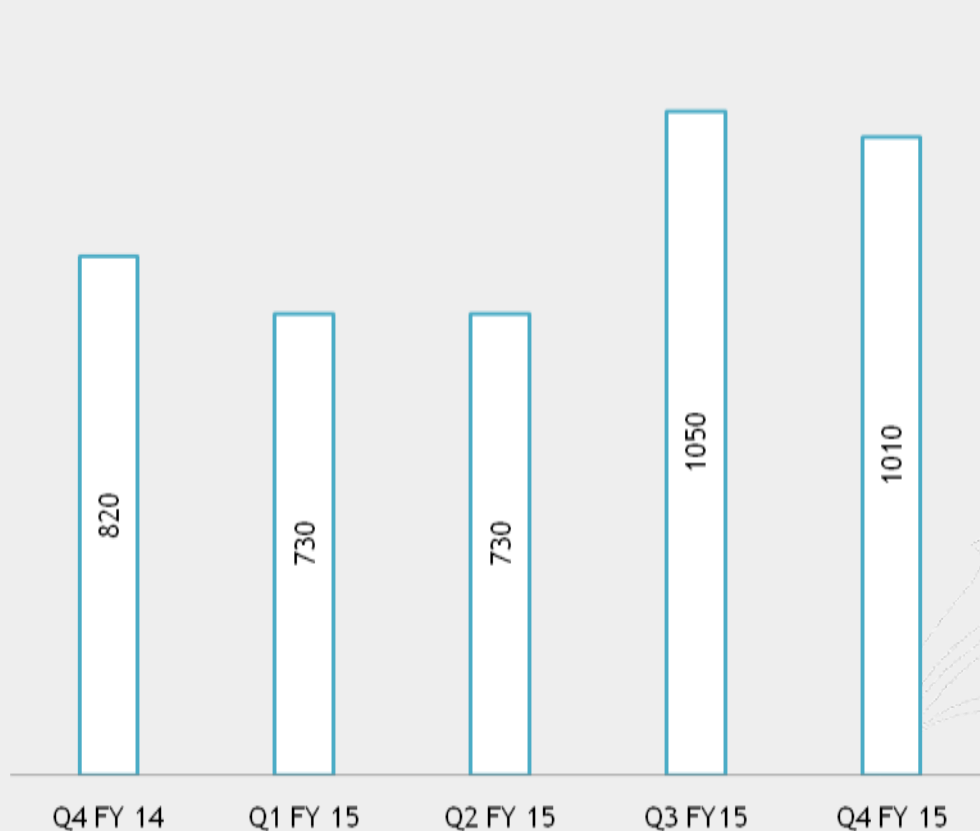


FY15: Rs. 1011.83 cr



3% increase in revenue over the previous fiscal, with 18% increase in EBITDA

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

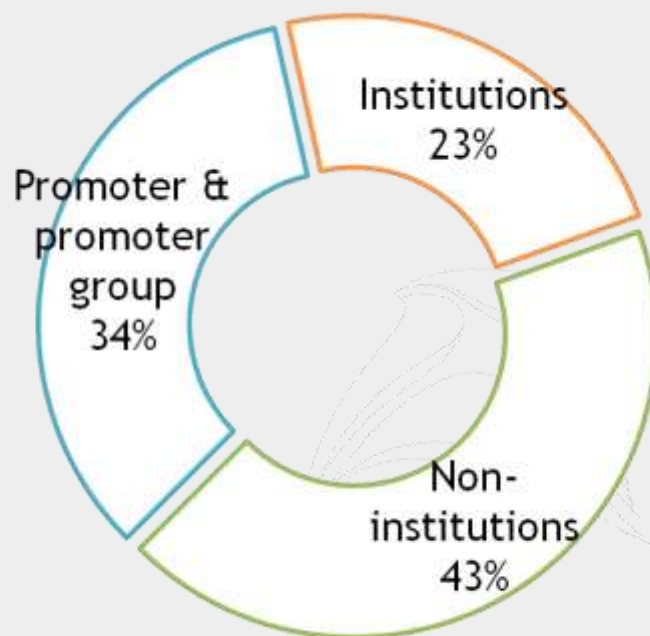


Note - Emerging businesses include Critical Process Equipment and Systems, Water and Waste-water Treatment Division and Praj HiPurity Systems.

Shareholding Pattern



As of
31st March, 2015



Thank you