# Welcome to PRAJ Industries Ltd

# Contents

# Performance Update

# Performance Update

PRAJ

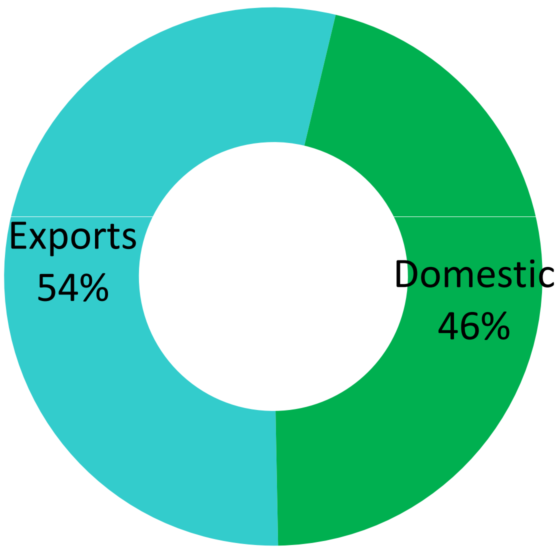
## Financials : Figures in Rs cr

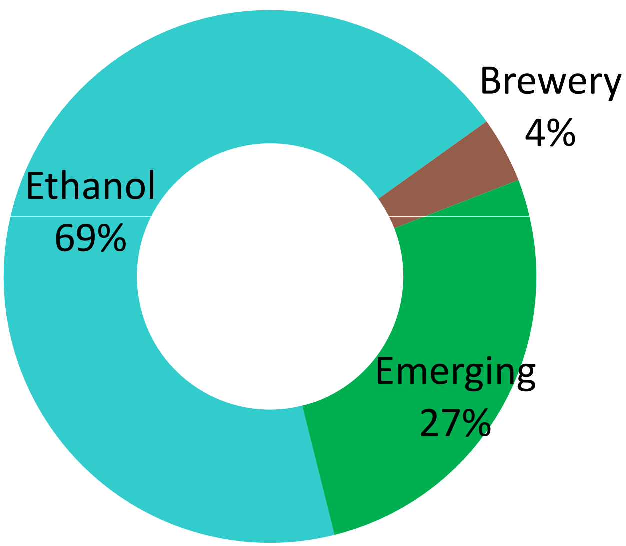
| | Q2-FY13 | Q1-FY 14 | Q2-FY 14 | H1 FY 13 | H1 FY 14 |
|---|---|---|---|---|---|
| Revenue | 218.8 | 173.1 | 194.2 | 419 | 367 |
| EBITDA | 13.26 | 0.48 | 9.32 | 32.6 | 10.5 |
| PBT | 16.6 | 4.8 | 7.86 | 33.91 | 12.74 |
| PAT | 13.4 | 3.10 | 6.48 | 27.07 | 9.58 |
| Order Intake | 308 | 252.6 | 172.8 | 448 | 425 |

**Note – all figures on consolidated basis, i.e. Praj Industries India, its local execution companies(LECs) and Neela Systems (NSL)**

# Performance Update

**Q2- FY14 Revenue Breakup**
**Revenue - Rs. 194.2 cr**

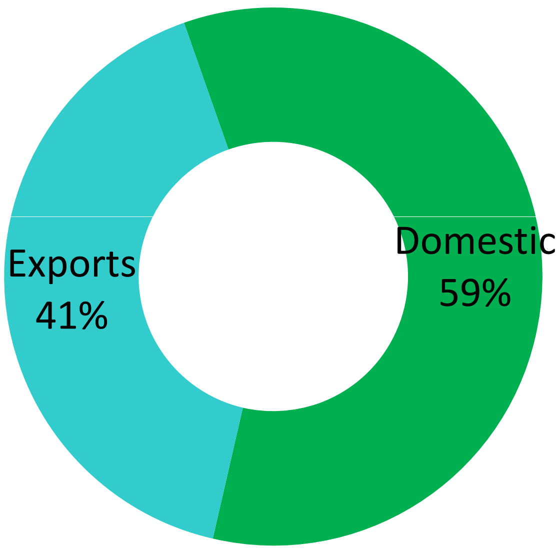


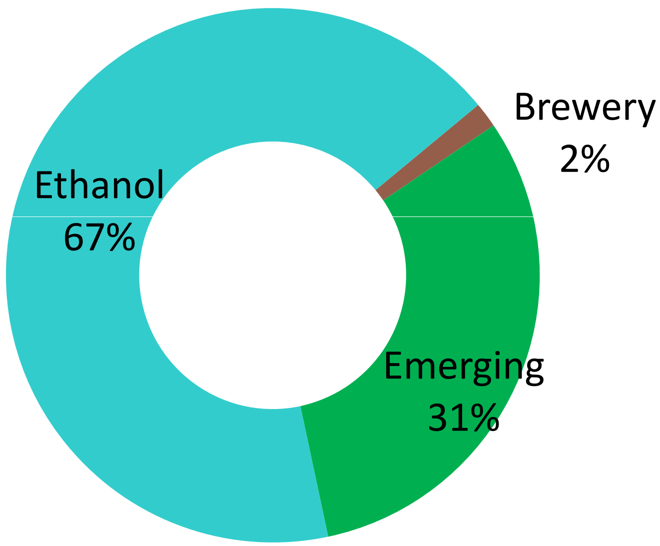




**Note - Emerging businesses include Critical Process Equipment and Systems, Water and Waste-water Treatment Division and Neela Systems.**

# Performance Update

**Q2- FY14 Order Intake**
**Order Intake – Rs. 172.8 cr**

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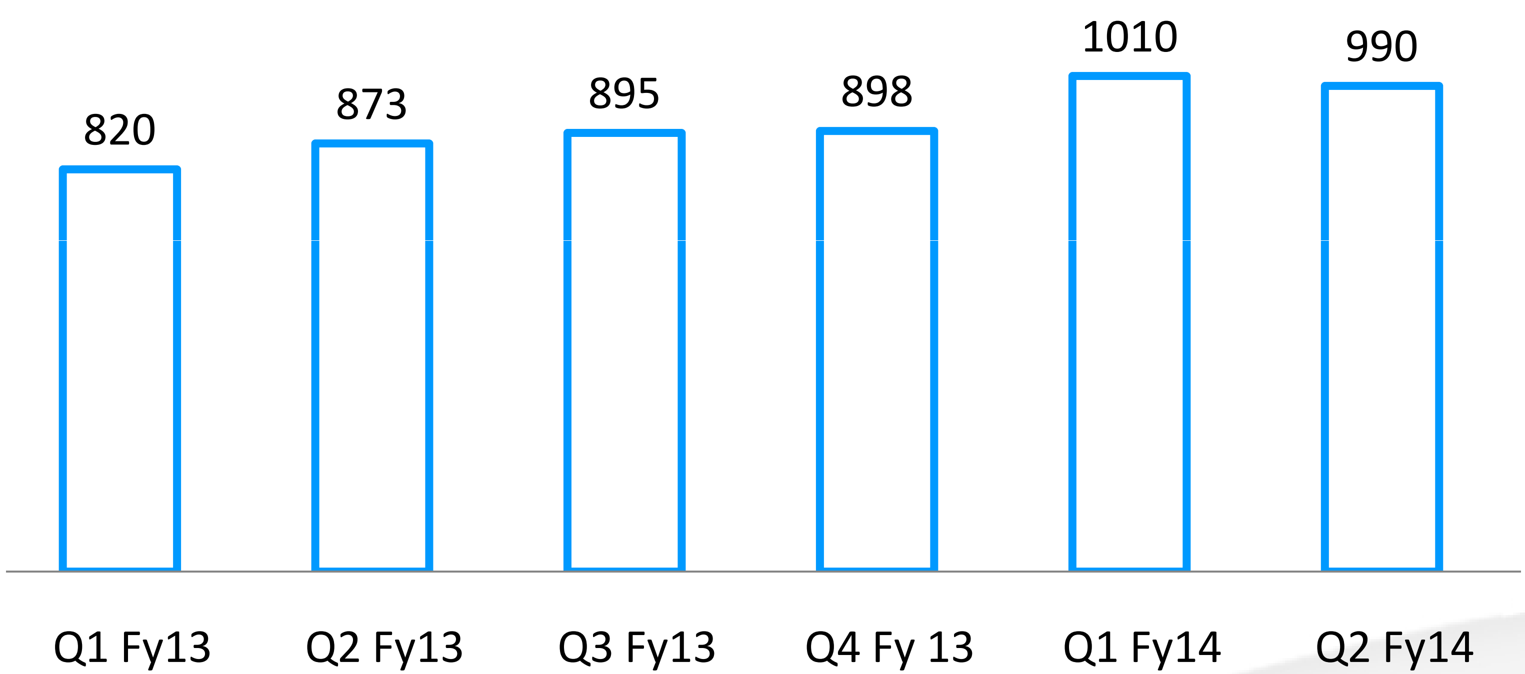
# Performance Update

**Order backlog at the end of each quarter**
**Values in Rs cr**

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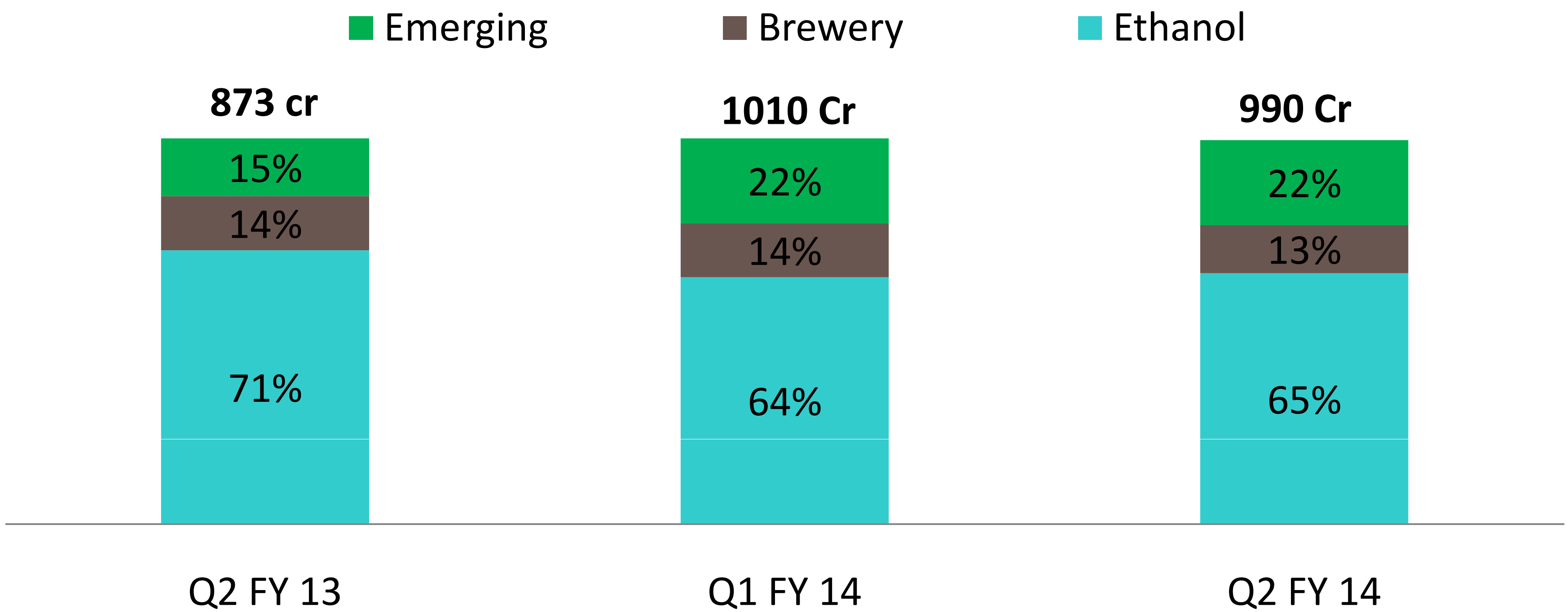
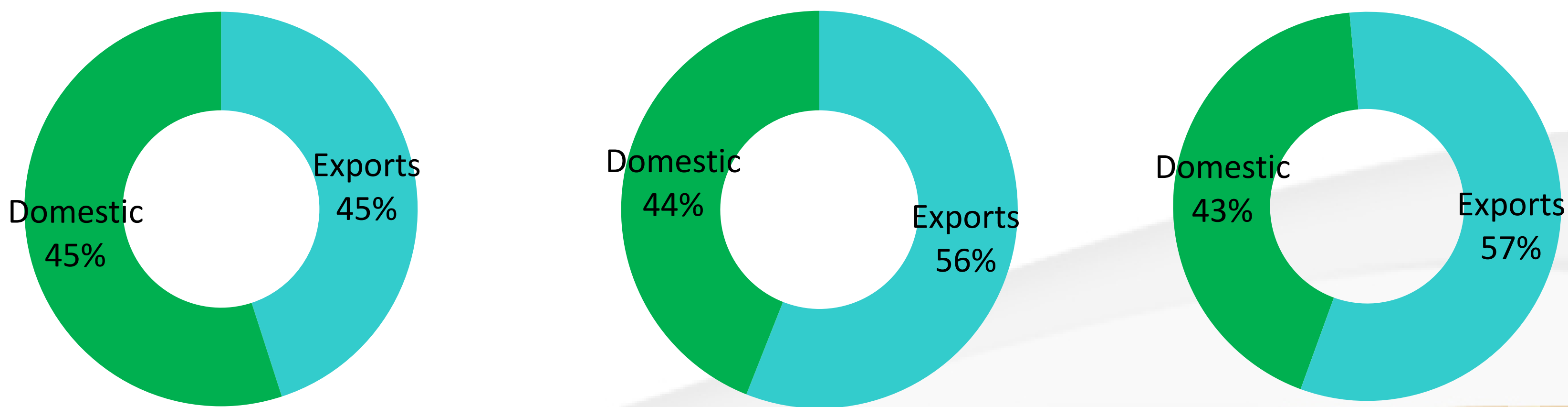
# Order Backlog Breakup



# Quarter Highlights

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**Praj signs Cooperation Agreement for Advanced Biofuels R&D Project**

- Praj Industries signed a Letter of Intent (LOI) with a renowned European company for an advanced biofuel R&D project in Hungary
- The findings will be adopted to build a Demonstration Plant in Hungary

- Praj Industries formed a subsidiary, Praj Sur America SRL in Buenos Aires, Argentina to look after the company's business interests in the region
- Praj acquired the balance stake in its subsidiary Praj Far East Philippines Ltd. Inc. As a result, it is now a wholly owned subsidiary of the company.
- Praj acquired a further stake of 10% in its subsidiary Neela Systems Ltd. for approximately Rs. 20.4 crore. With this, the company now holds 70% stake in Neela at an approximate cost of Rs. 96.90 crore. The balance Rs. 41.3 crore for a further 20% stake in the Company will be paid over the next two years.

# Market Roundup

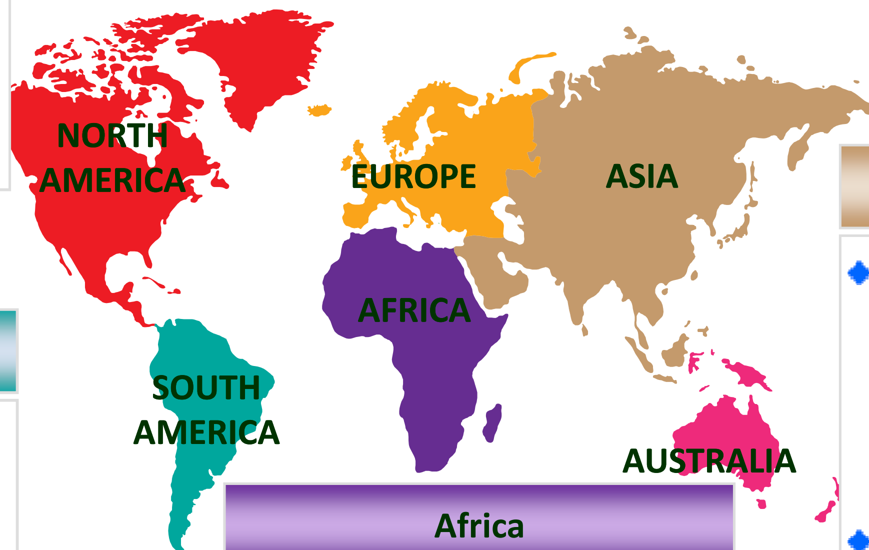
# Market Roundup

### North America

- The US Environmental Protection Agency has proposed a reduction in the Renewable Fuels Mandate for 2014
- 18.15 billion gallons →15.21 billion gallons, largely on account of 2nd Gen ethanol

### Europe

EU Parliaments Environment Committee's decision on First Gen cap yet to be finalized




### South America

- Ecuador - Successful ethanol blending program ,aims to produce 800 million litres in 2020
- Argentina - Discusses increasing blending mandate to 12%
- Brazil – Petrol prices may rise this year

### Africa

- South Africa declares E2 mandate starting Oct, 2015
- Zimbabwe moving to E20
- Demand for Potable alcohol grows in Southern & Eastern Africa

### Asia and India

- India - Oil firms are seeking 1.335 billion litres for December 2013-November 2014 delivery to meet demand for the 5% ethanol blending programme
- Indonesia - Removal of fuel subsidy being discussed. Ethanol demand likely to pick up by start of calendar year 2014

# Market Roundup

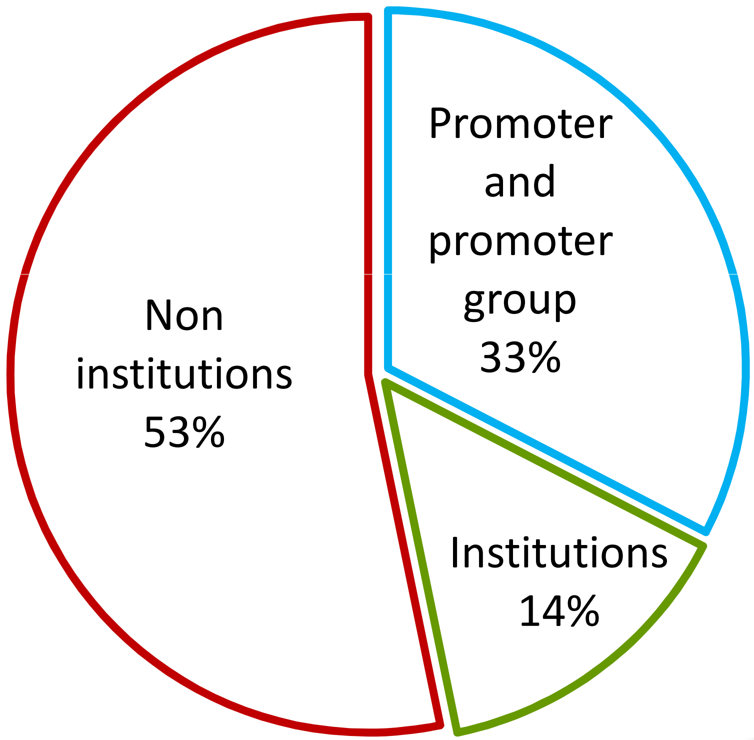
**Pharmaceutical Industry - India**

- Globally, India ranks 3rd in manufacturing pharmaceuticals
- As developed nations battle the rising healthcare costs, global demand of drugs to be fulfilled by developing nations
- Needs to tighten its compliance procedures in the light of increasing global enforcements

- Gujarat, Rajasthan and Karnataka states have notified policies for the promotion of textile industry
- At the Central level, the Cabinet Committee on Economic Affairs (CCEA) approved the continuation of the Scheme for Integrated Textile Parks in the 12th Five Year Plan, in Oct 2013.
- Fertilizer industry in India to see investments in the coming year

# Shareholding Pattern

**As of 30th September, 2013**



# 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.*