

Praj Industries Limited

Q2 & H1 FY21 Results



Certain statements in this communication 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.

Key Developments

- Dr. Pramod Chaudhari, the founder and executive chairman of Praj, has been awarded for the prestigious 2020 George Washington Carver Award for Innovation in Industrial Biotechnology and Agriculture. He is the first Indian and second Asian recipient of this global honor. As the highest form of international recognition, it reaffirms India's technology prowess while acknowledging Dr. Chaudhari as the global brand ambassador in the Bioenergy space
- The Cabinet Committee on Economic Affairs has approved 'Natural Gas Marketing Reforms', taking another significant step to move towards gas based economy. The government aims to increase the share of natural gas in the country's energy mix to 15% by 2030, from 6% currently.



Key Developments

- The Cabinet Committee on Economic Affairs chaired by the Prime Minister Shri Narendra Modi has approved upward revision of ethanol prices from different routes.
- Till Sept 30, 2020, average ethanol blending rate in India is at 5.07% vs 5.0% last year
- OMCs, sugar mills and banks have agreed to a tripartite financing mechanism in an effort to boost the ethanol capacity of sugar mills.
- In Americas, pharma grade alcohol shows good promise with bagging of four more orders
- Making entry into Canadian market with wash to multi product facility Canada
- Good traction for hipurity business in both domestic and international markets; bagged some high value repeat orders from leading domestic pharma players

praj
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CABINET DECISION: 29 October, 2020
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Promoting Sustainable Fuels, Supporting Cane Farmers

Revision of Ethanol Price for Supply to Public Sector OMCs for Ethanol Supply Year 2020-21 Approved

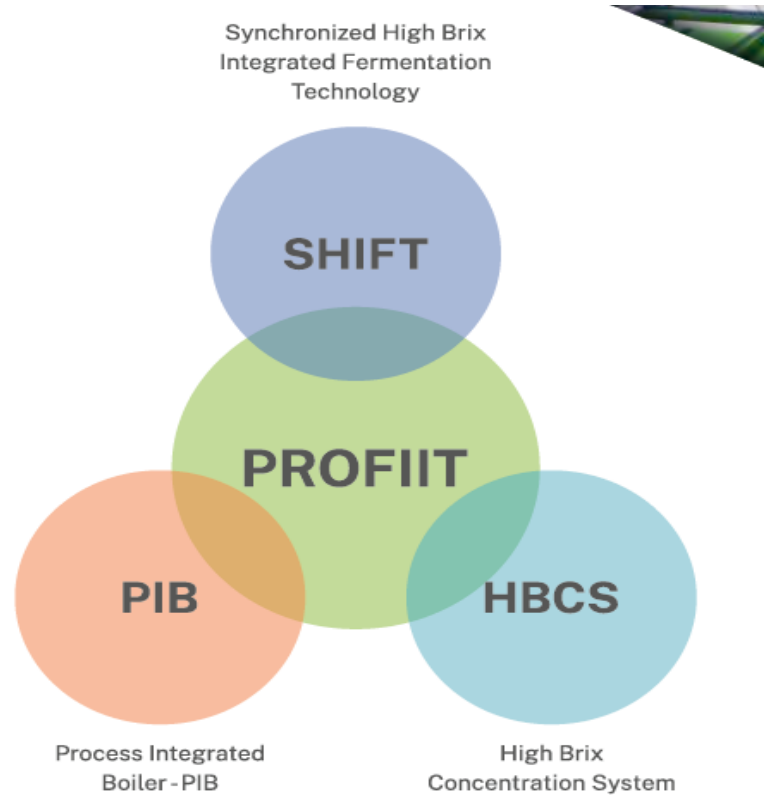


-  Price of ethanol from C heavy molasses hiked from **₹43.75 to ₹45.69 per litre**
-  Price of ethanol from B heavy molasses increased from **₹54.27 to ₹57.61 per litre**
-  Price of ethanol from sugarcane juice/sugar/sugar syrup increased from **₹59.48 to ₹62.65 per litre**
-  **Will help in reduction of cane farmer's arrears & minimize their difficulty**

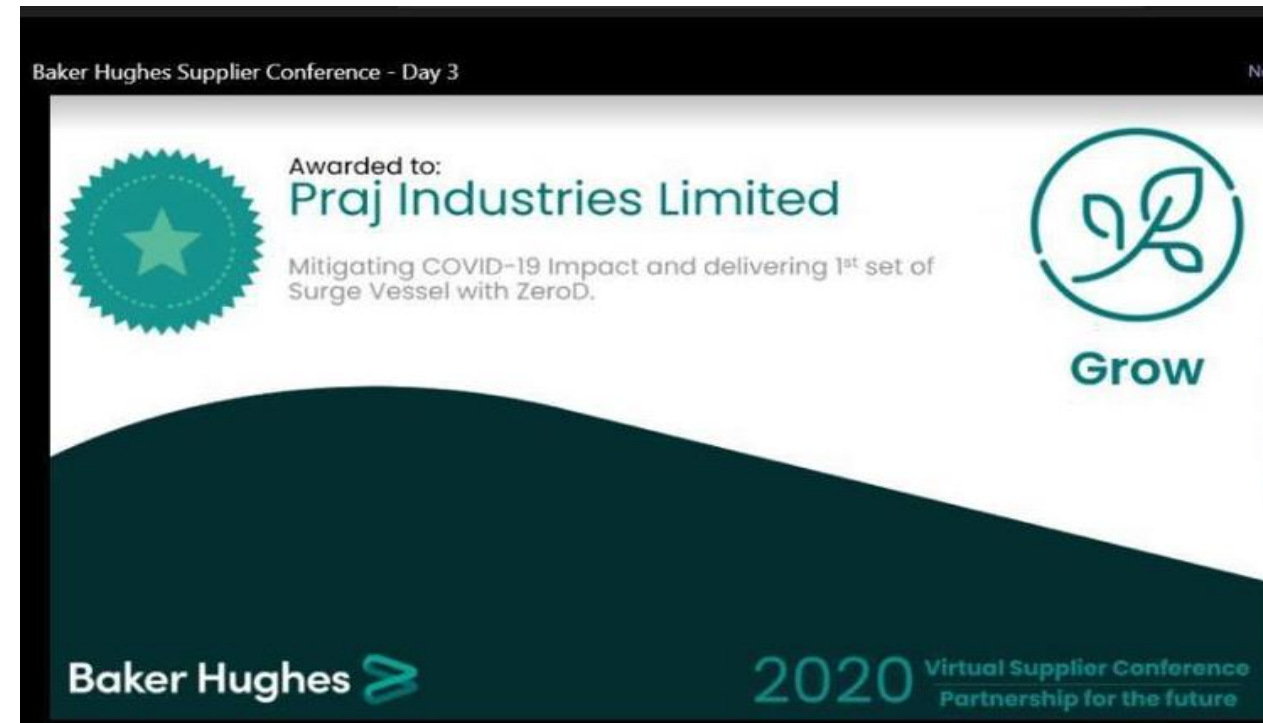
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Awards/ Recognitions

Praj won an award from CII for 3R (Reduce, Reuse, Recycle)
Category: Excellence in product development yielding
zero/minimum waste at user End



CPES team received a prestigious supplier award from Baker Hughes, for mitigating Covid-19 impact and delivering first set of Block surge vessels with zero D, i.e. zero defect, zero deviation and zero delay.



At a glance

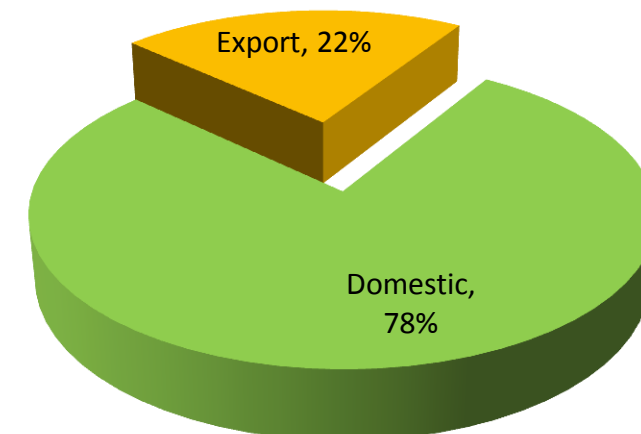
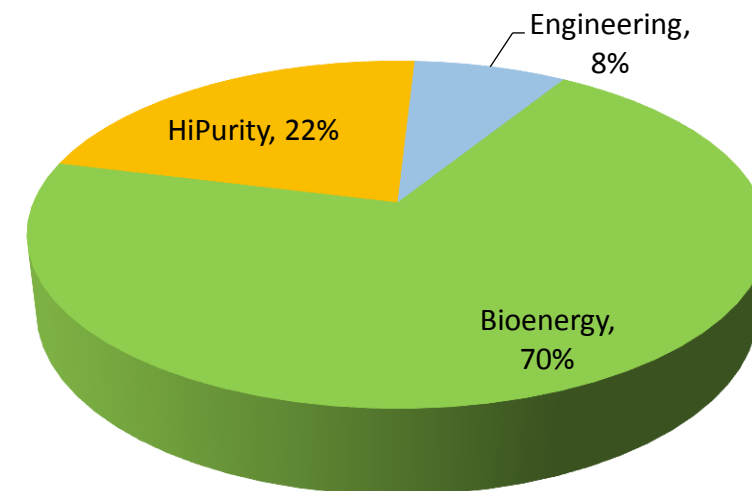
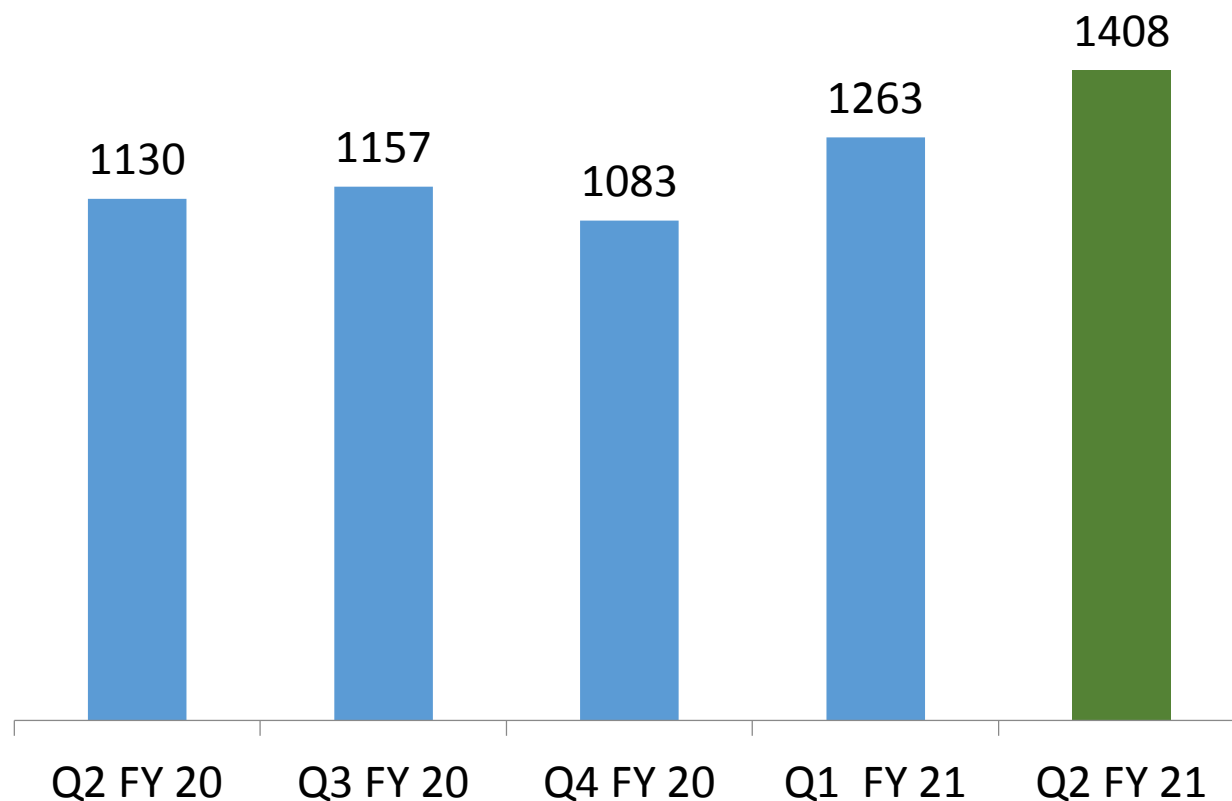
Financials : Figures in Rs cr

	Q2 FY 21	Q1 FY 21	Q2 FY 20	H1 FY 21	H1 FY 20
Operating income (net of excise duty)	260.24	129.55	294.14	389.80	505.74
EBITDA (excl other income)	17.55	(13.17)	16.68	4.38	24.78
PBT	15.67	(14.52)	17.19	1.15	27.13
PAT	11.40	(10.50)	16.13	0.89	24.90
Order Intake	405	310	539	715	707

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

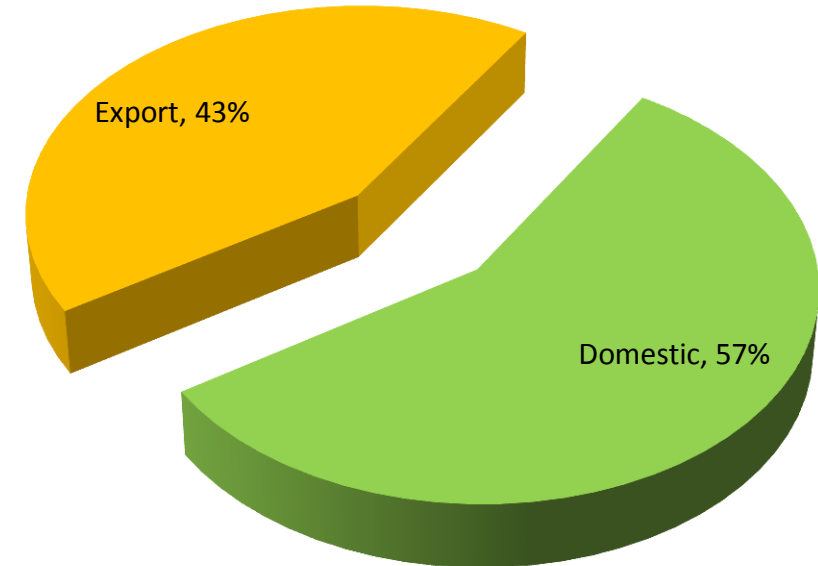
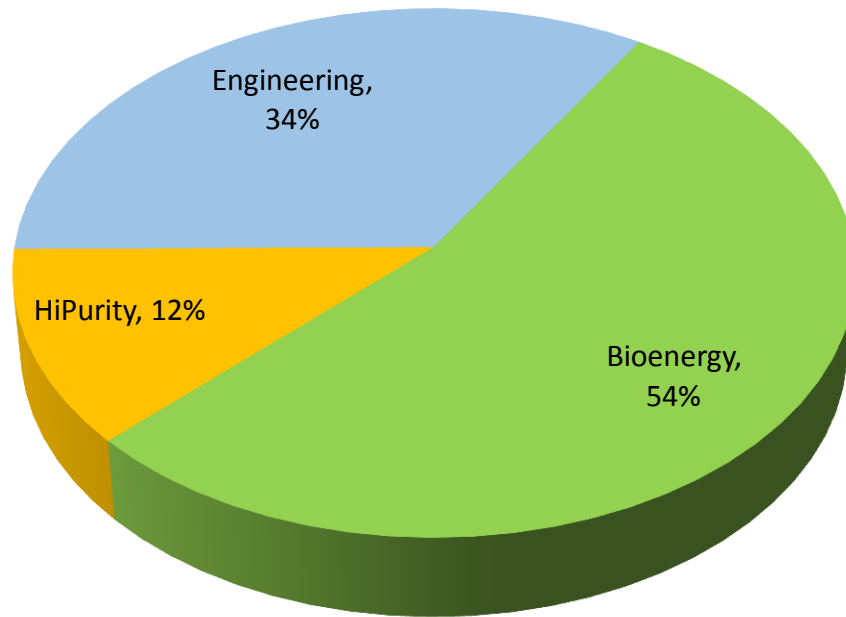
The company's operation for the quarter and half year end 30 Sept 2020, have been adversely impacted by the outbreak of COVID-19 pandemic. The operations were suspended for major part of June 2020 quarter, they are now back to normalcy. The results for the quarter and half year end on 30 Sept 2020 are, therefore not comparable with those for the previous quarters.

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



Q2 Order Book

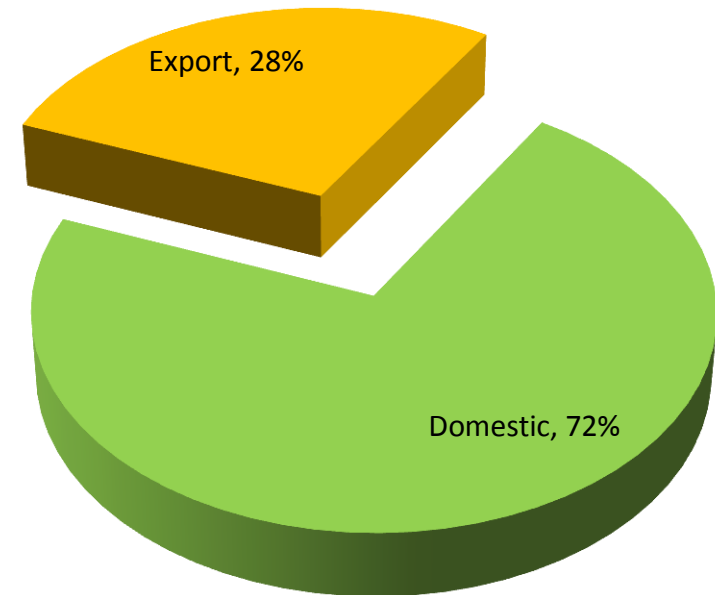
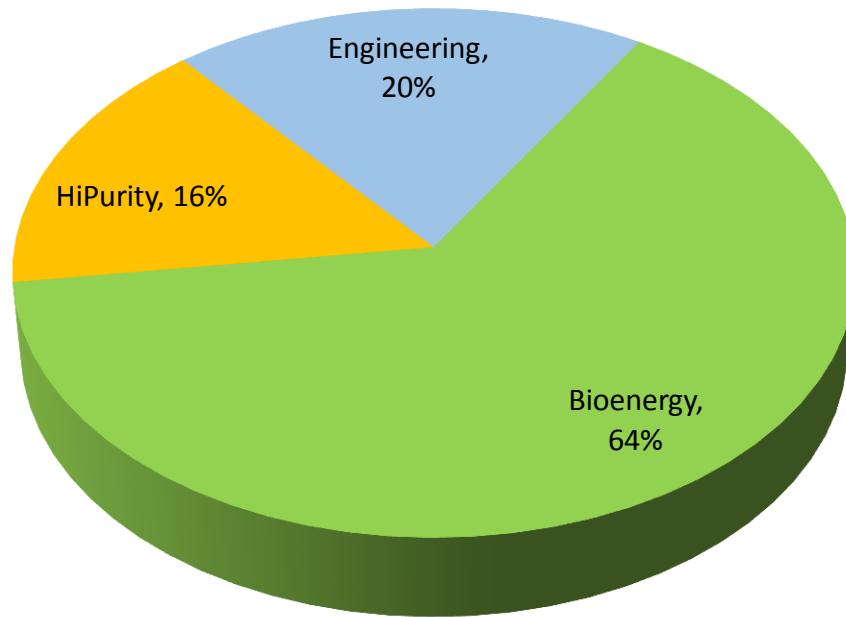
Q2 FY21 : Rs 405 cr



Note – Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.

Q2 Revenue Split

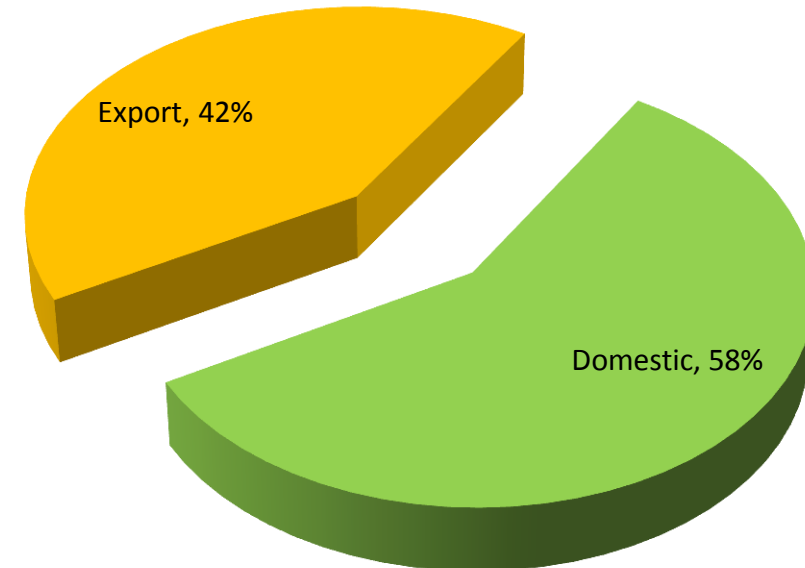
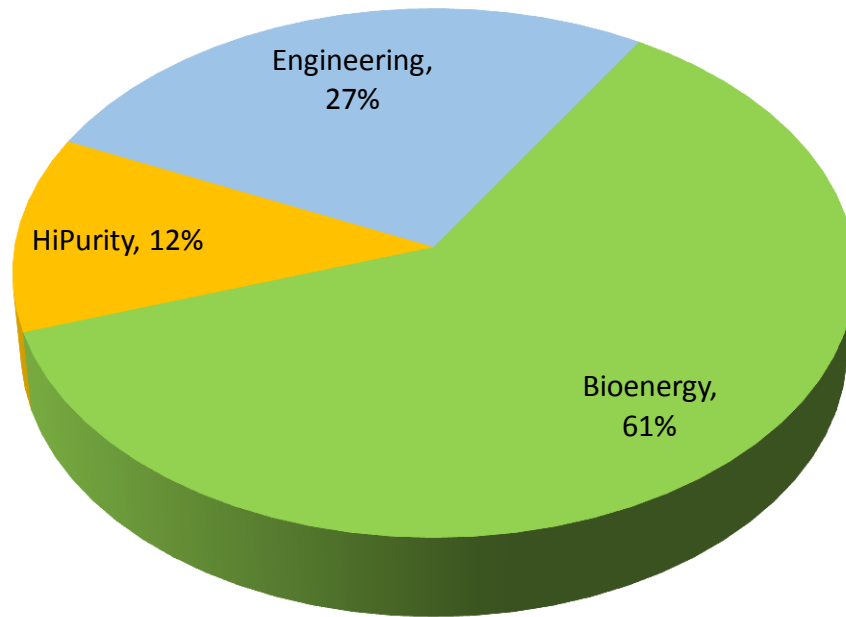
Q2 FY21 : Rs 260.24 cr



Note – Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.

H1 Order Book

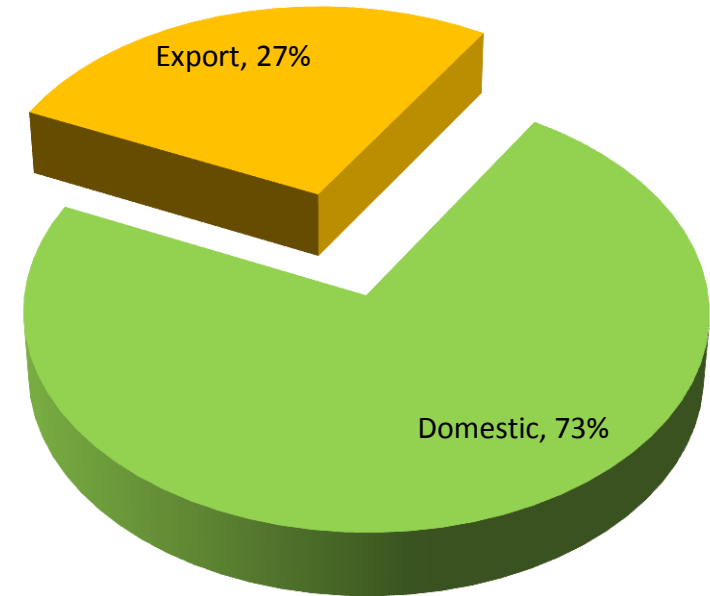
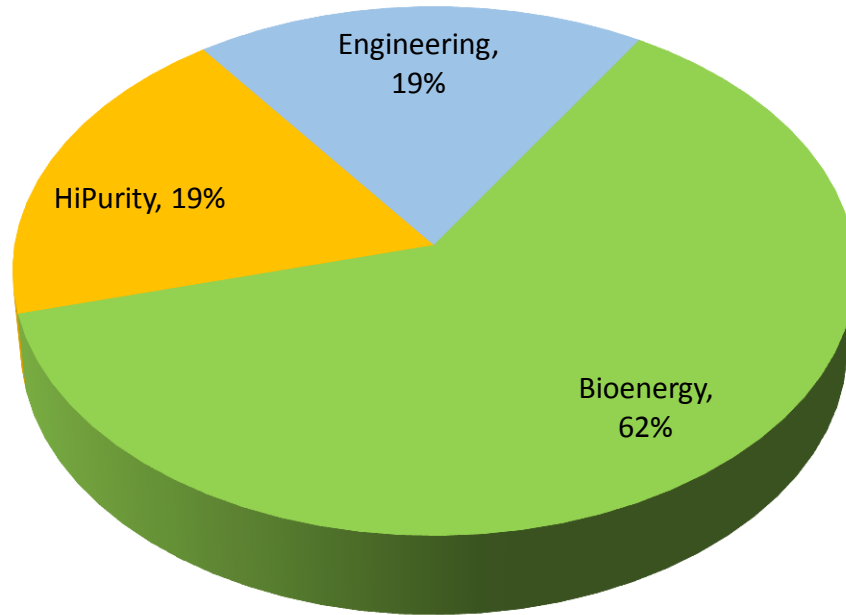
H1 FY21 : Rs 715 cr



Note – Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.

H1 Revenue split

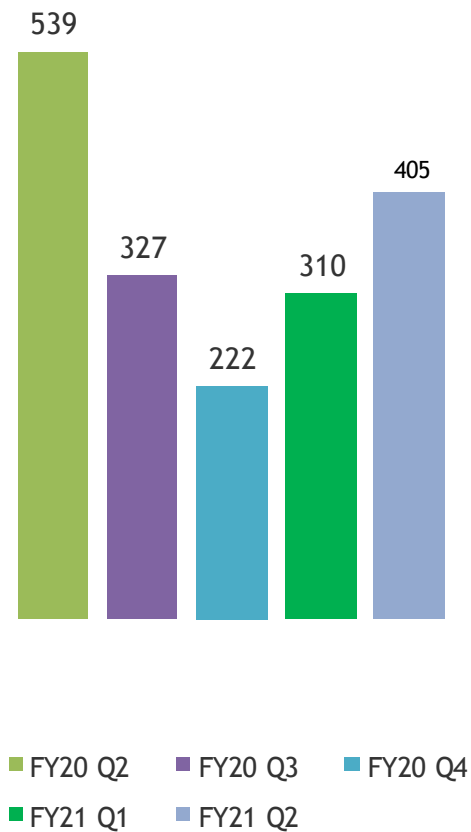
H1 FY21 : Rs 389.79 cr



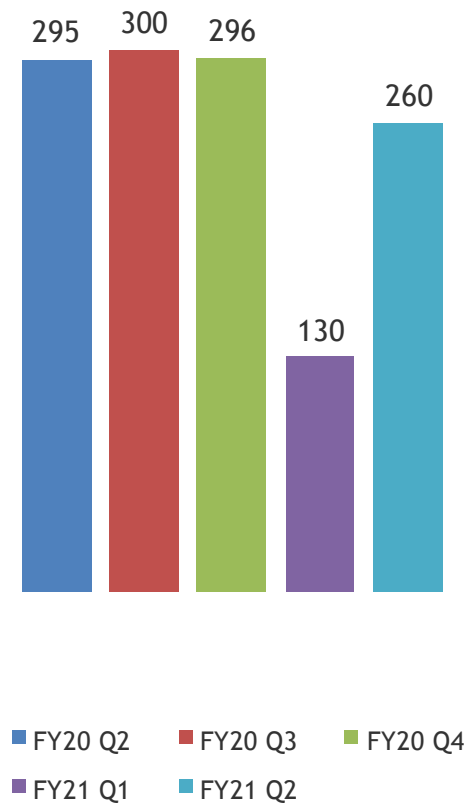
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Financial performance: Trends

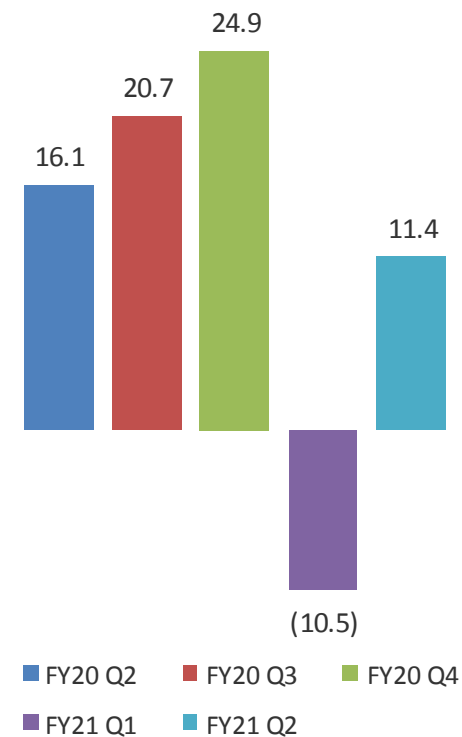
OB



Sales



PAT



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