

Praj Industries Limited

Q4 and FY16 Results

Key Developments

- Stable performance in the midst of volatile macro-economic external environment and sombre international markets - a result of transformation efforts
- Key imperative lies in leveraging established core businesses across geographies and scaling up emerging businesses
- Rigor in operational excellence reflected in operating profit

Updates -

Ethanol business -

- Positive ecosystem in creation in India -
 - Ethanol blending reaches 3.2% in India in the year 2015-16
 - OMCs have finalized contracts for 1.3 bn liter ethanol for the coming year (equivalent to 5% blending) - first time since the mandate is in place
 - Lok Sabha passes the Industries (Development and Regulation) Amendment Bill - fuel ethanol becomes a central government subject, facilitates inter-state transport of fuel ethanol
 - Prohibition of beverage alcohol in Bihar - OMCs asked to maximize fuel ethanol procurement from Bihar, will compensate for reduction in ethanol production from drought affected states

Key Developments

Global ethanol markets developments -

- Argentina increases blending mandate from 10 to 12%, plans to go for 20% by 2019 and eventually to 26%, will need 1.75 bn liter additional capacity
- Queensland, Australia passes bill for 3% blending
- Thailand exploring cassava feedstock to combat drought situation, with 20% blending, ethanol requirement will increase from the current 3.5 mn daily
- Mexico working on blending program

Brewery business

- Consolidation among global brewers, structural changes in the market place, more brown-field capacity build-outs
- Division of Andhra Pradesh and Telangana creates opportunities for green-field capacities in Andhra due to separate tax and excise regime of the two states
- Internationalization program being pursued in select geographies

Praj HiPurity Systems

- Government set to propel pharma industry to the next level of innovation - positive for Praj Hipurity
- Indian pharma industry gearing up for biosimilars
- Internationalization of PHS on track

Key Developments

Critical process equipment & systems

- India set to move to Bharat VI, Indian refineries to invest ~of Rs 40,000 crore
- Petrobras order continues to be dormant, update after a quarter (Q2 FY 17)

Commissioning of ethanol plant based on Ecosmart technology in Europe

- 200 m³/day ethanol plant in Poland
- Upto 40% energy and water reduction
- Water and waste water treatment team commissions multiple effect evaporation and ATFD based zero liquid discharge ETP for yarn manufacturing facility of one of the largest textile companies in India
- Mr. Pramod Chaudhari, Executive Chairman, Praj Industries, has been appointed as Chairman of Confederation of Indian Industry's (CII) national committee on Bio-Energy for the 3rd consecutive year

At a glance

Financials : Figures in Rs cr

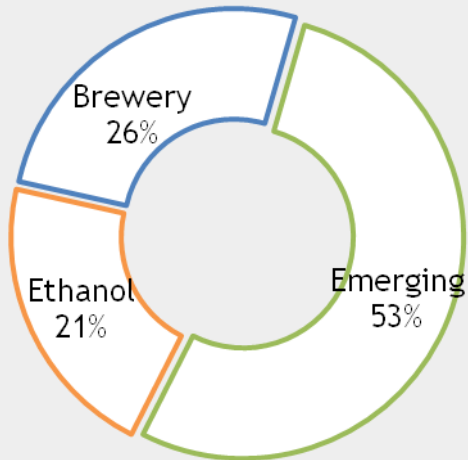
	Q4 FY 15	Q3 FY 16	Q4 FY 16	FY 15	FY 16
Operating income	306.19	290.42	329.83	1012.20	1015.80
EBITDA (excl other income)	40.19	41.19	44.24	93.02	110.87
PBT	46.26	34.66	40.53	86.38	89.69
PAT	36.61	25.51	34.01	76.27*	69.46
Order Intake	266	300	182	1200	1013

*FY15 PAT includes Rs 11.9 crore (pre-tax) capital gain on sale of office building at Bavdhan, Pune and write back of Rs 10.76 crore towards excess provision for tax

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

Order Intake

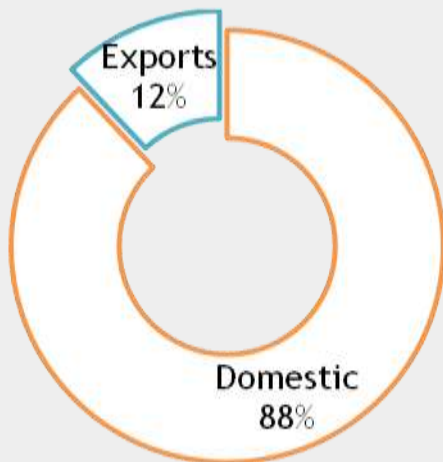
Q4 FY16 : Rs. 182 cr



Impact of subdued international markets and delayed placement of some orders

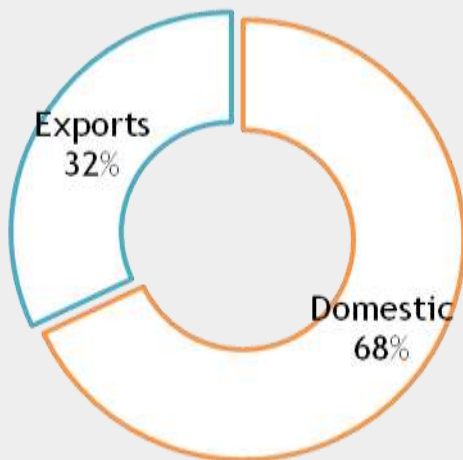
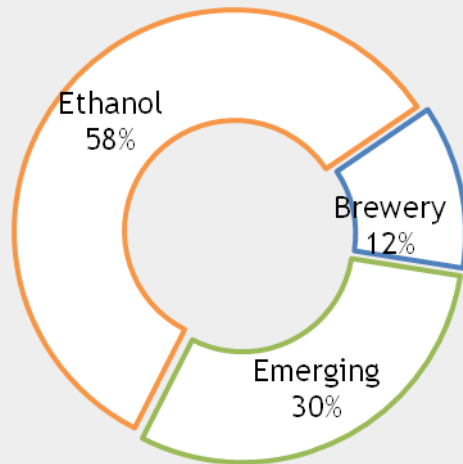
Includes fuel ethanol blending program related orders in India

Brownfield projects in brewery business



Order Intake

FY16 : Rs. 1013 cr



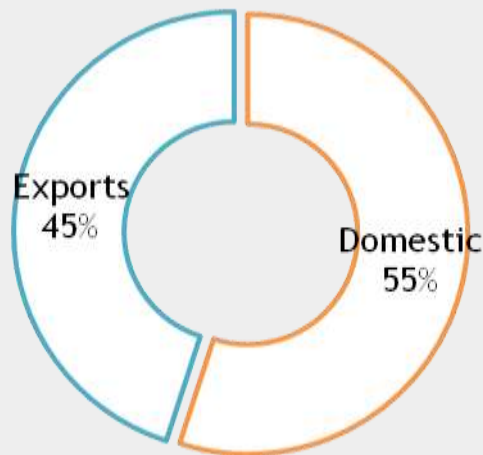
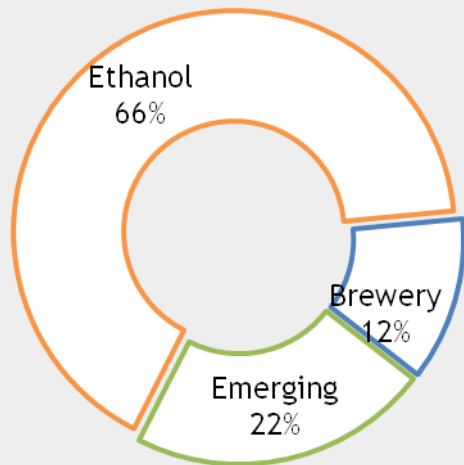
Modernization orders comprise 12% of the orders booked, including orders from India and overseas

Emerging businesses on track

Internationalization of Praj HiPurity on track

Operating income

Q4 FY16 : Rs. 329.83 cr



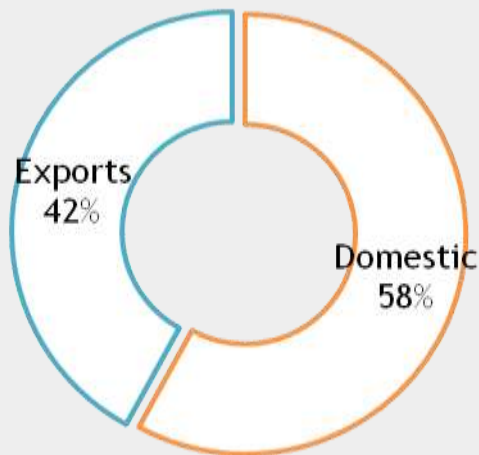
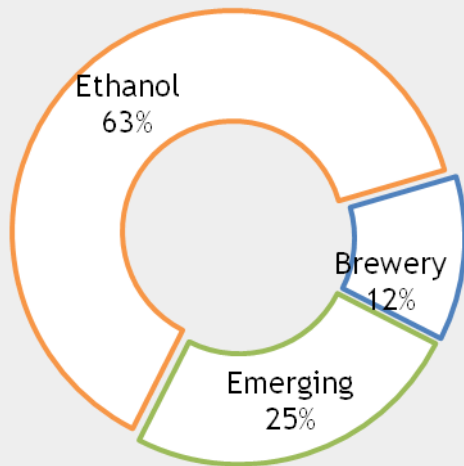
14% improvement over previous quarter, 8% over the corresponding quarter

EBITDA registers 7% increase over the previous quarter and 10% over the corresponding quarter

EBITDA margin at 13% shows operational efficiency and improved quality of orders

Operating income

FY16 : Rs. 1015.80 cr

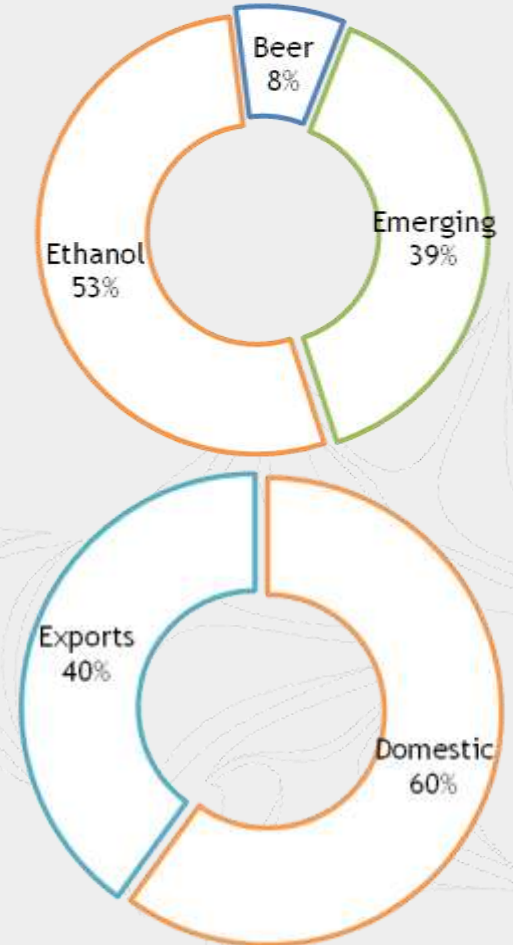
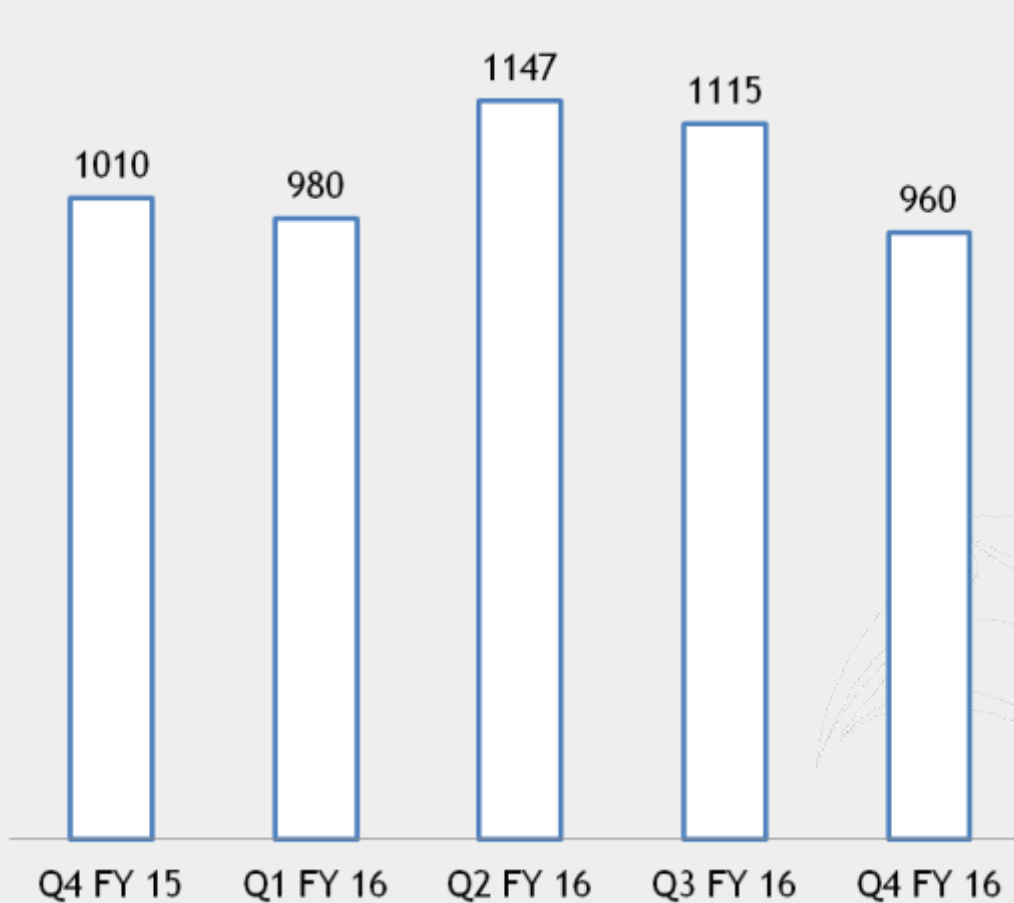


EBITDA at Rs 110.87 cr registers 19% growth over the previous fiscal

PBT registers 4% growth over the previous fiscal

PAT stands at Rs 69.46 cr

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

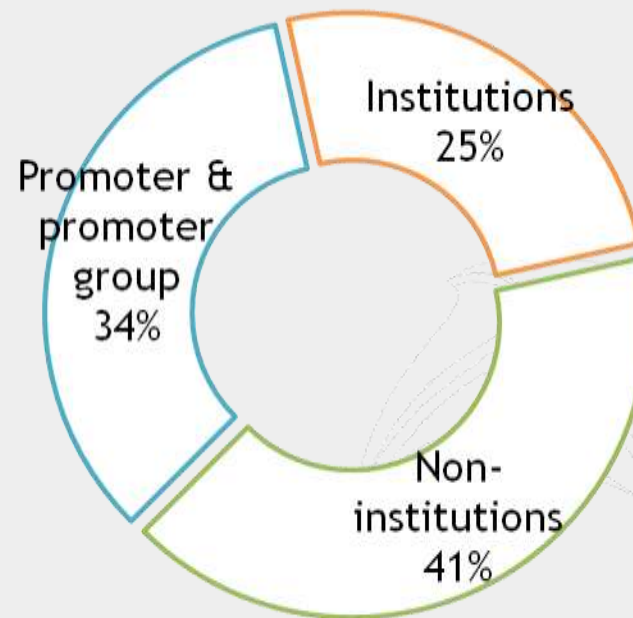


Note - Emerging businesses include Critical Process Equipment and Systems, Water and Waste-water Treatment Division and Praj HiPurity Systems.

Shareholding Pattern



As of
31st March, 2016



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