

Praj Industries Limited

Q4 & FY20 Results



# Safe Harbor

*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

- US based Biofuels Digest, the world's most read biofuels daily, announced Praj Industries being ranked No. 1 among the Best Places to Work in the advanced bioeconomy 2020. The survey was conducted among its readers worldwide. Praj leads the pack of 297 organizations globally to secure this great honor.
- The government has allowed conversion of surplus rice, available with the Food Corporation of India (FCI), to ethanol for making alcohol-based hand wash sanitizers (HWS) and blending in petrol. This will help bridge the gap in demand supply of HWS and improve the ethanol blending percentage.



# Key Developments

- Praj Industries signed a cooperation agreement with Sekab E-Technology AB, Sweden to upgrade and commercialize base technology to produce advanced biofuels and bio-chemicals from forest residue as feedstock. Praj will add significant value to Sekab's CelluAPP technology of converting forest residue in the form of softwood to ethanol, through Praj's proven capabilities to improve, optimize, integrate and scale up advanced biofuel technologies globally.
- Praj Industries has developed unique process technology that helps formulate alcohol into high quality sanitizers. Understanding the seriousness of the fight against the virus Praj is offering open and free access to the technology on its company website. Praj is also providing remote engineering and commissioning assistance to produce sanitizers. Praj is also geared up to manufacture and supply specialised reactors required for production of sanitizers on a fast-track.



# Key Developments

- The global economic and business environment has been highly disruptive due to Covid- 19 pandemic. As a result, the operations of the Company were halted from 24th March, 20. The Company has evaluated the impact of Covid 19 on the operations of the Company, order booking and revenue, cash flow, assets and liabilities and factored in the impact of it upto the date of approval of these financial results on the carrying value of its assets and liabilities.
- Even though, it is very difficult to predict the duration of the disruption and severity of its impact, on the basis of evaluation of overall economic environment, outstanding order book, liquidity position, debt free status, recoverability of receivables, the Company expects to recover the carrying amount of these assets and currently does not anticipate any further impairment of it.
- Based on the opening of economic activity, the Company has partially started operations at all of its factories and also at its R & D Centre, Matrix in a phased manner from 21st April, 2020



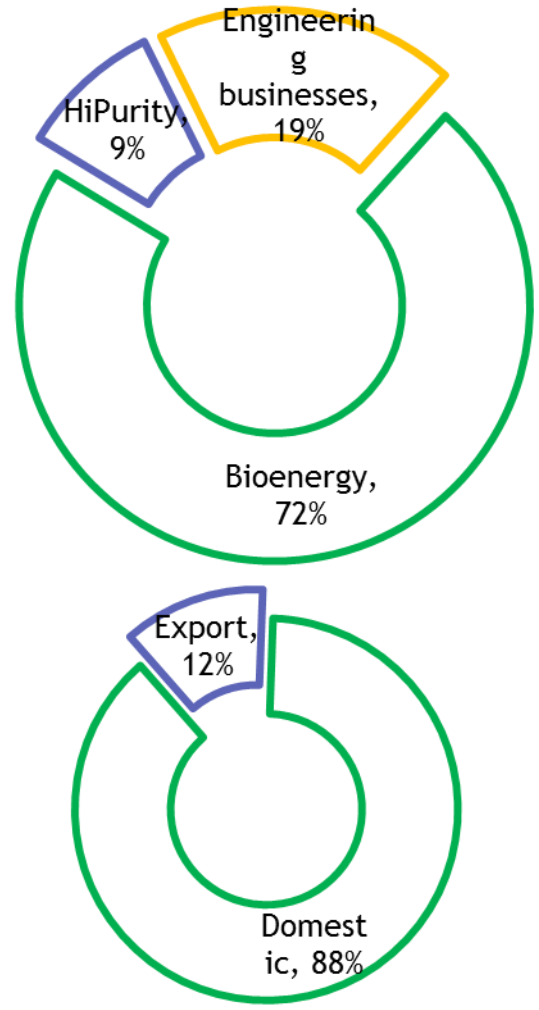
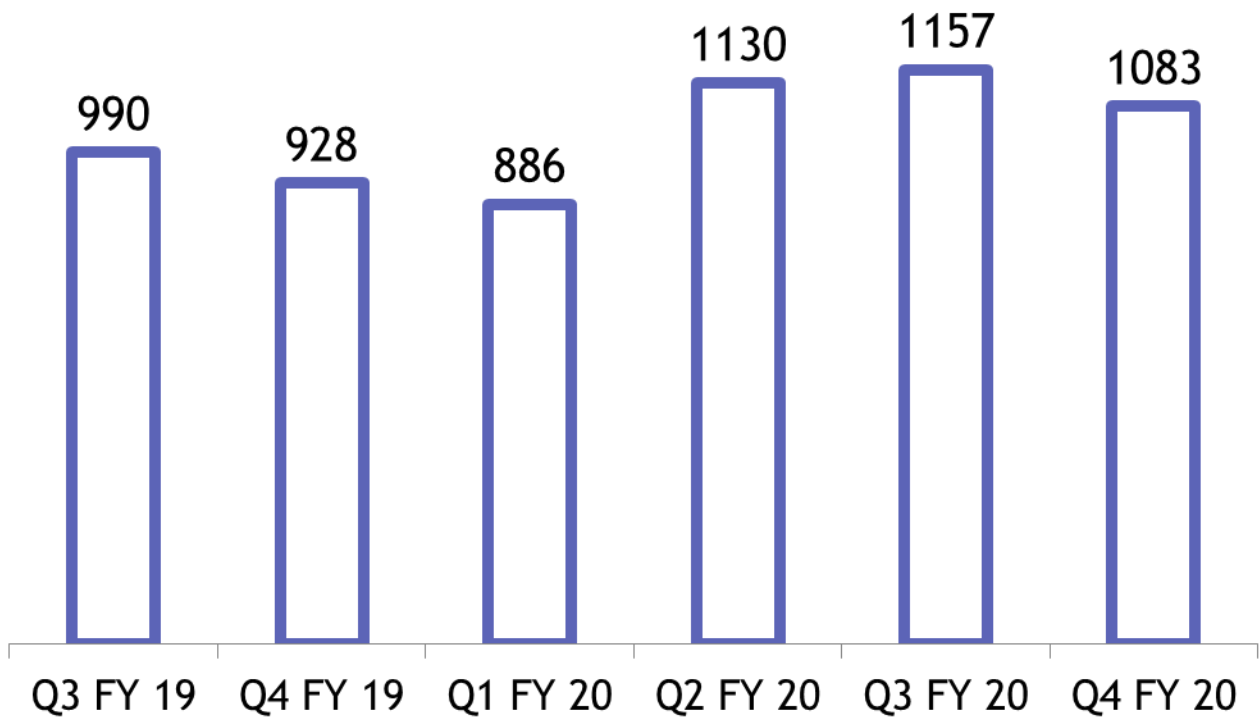
# At a glance

## Consolidated Financials : Figures in Rs cr

	Q4 FY 20	Q3 FY 20	Q4 FY 19	FY 20	FY 19
Operating income	296.29	300.34	368.17	1102.37	1,141.11
EBITDA (excl other income)	32.22	24.99	39.41	82.00	88.34
PBT	31.67	24.33	41.20	83.13	87.94
PAT	24.86	20.67	33.36	70.43	68.22
Order Intake	222	327	306	1,256	1,394

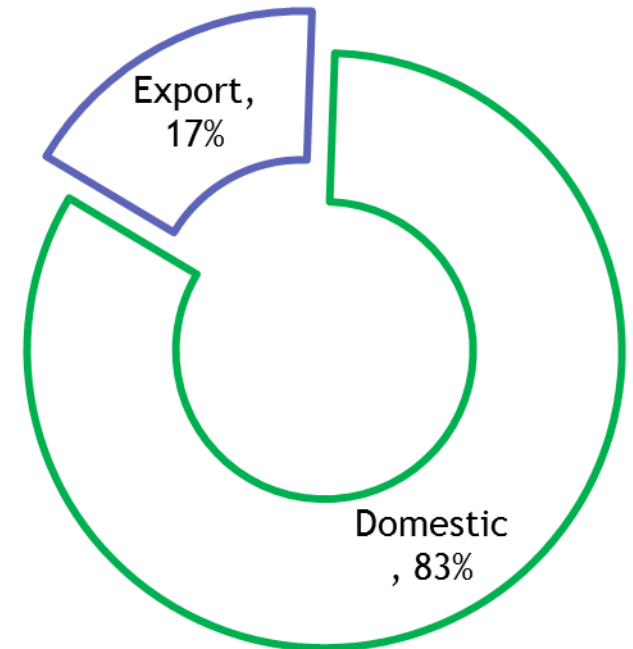
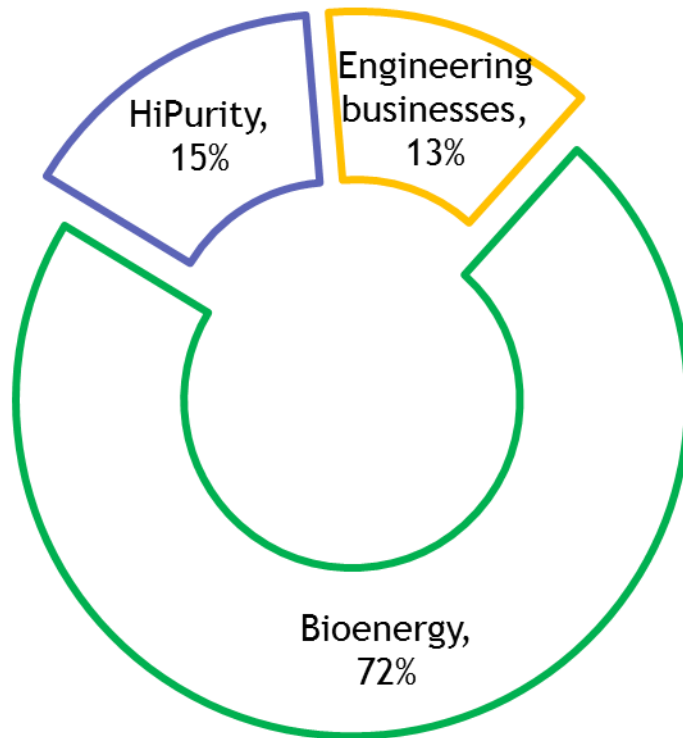


# Order backlog (at the end of each quarter, values in Rs cr)



# Order Intake- Q4 FY20

Q4 FY20 : Rs 222 cr



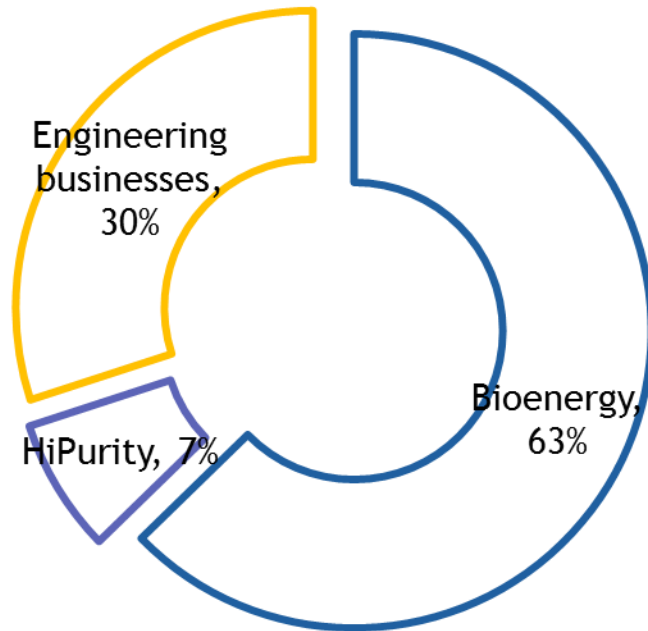
Note - Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.





# Revenue Split- Q4 FY20

Q4 FY20 : Rs 296.29 cr

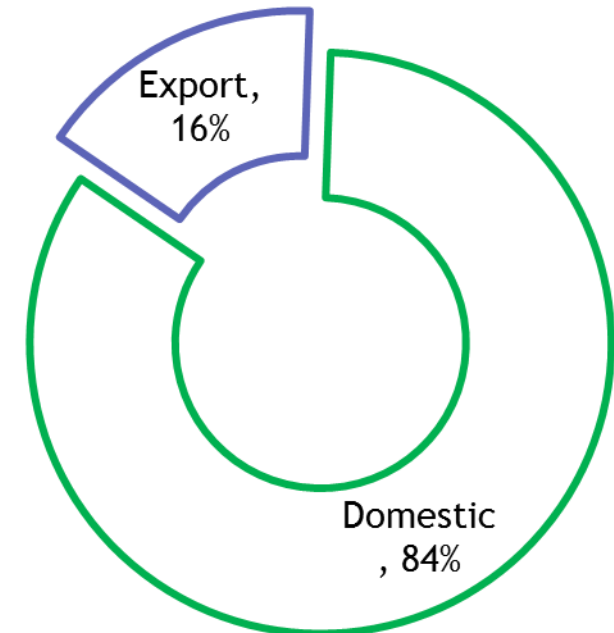
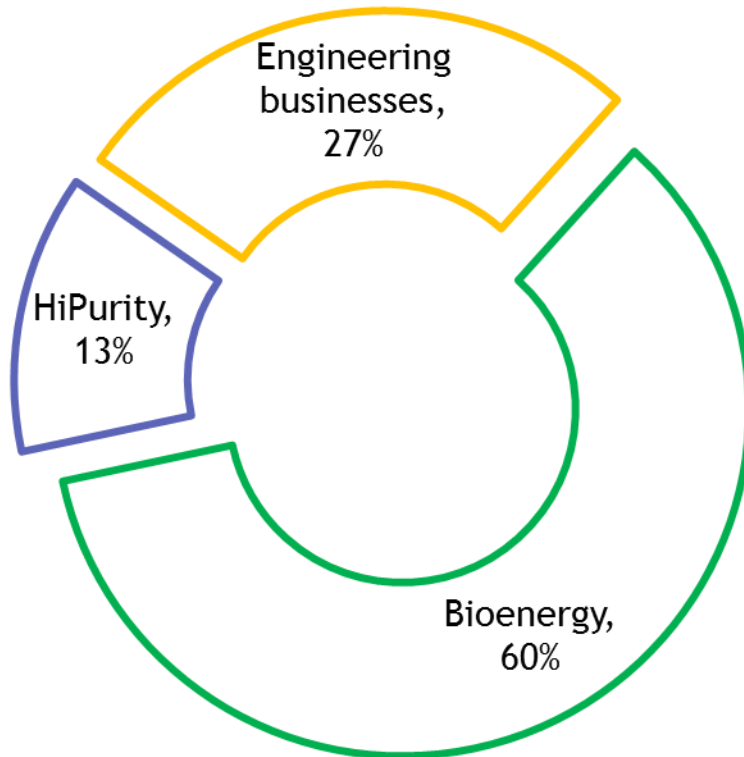


Note - Engineering businesses include critical process equipment & skids, brewery and water & wastewater treatment segments.



# Order Intake- FY20

FY20 : Rs 1256 cr

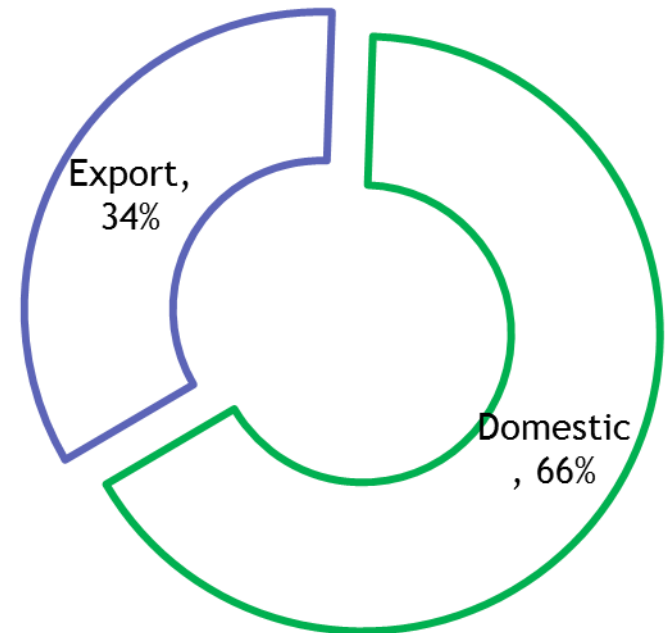
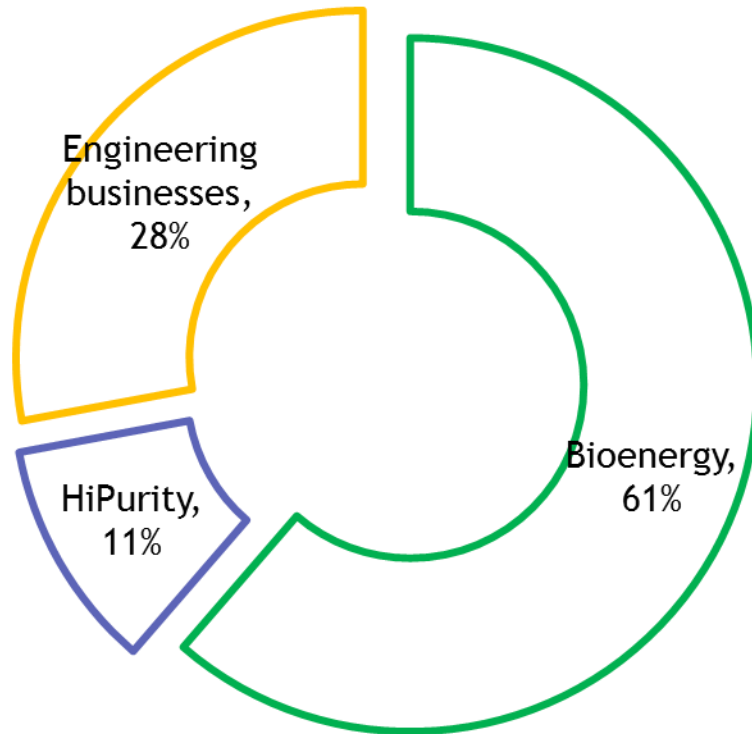


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# Revenue Split- FY20

FY20 : Rs 1102.3 cr

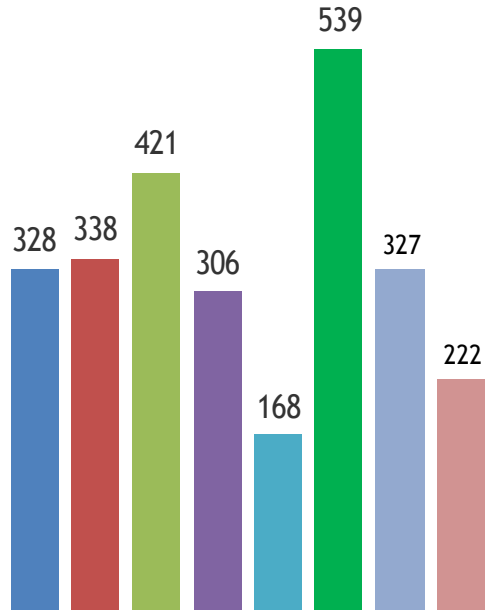


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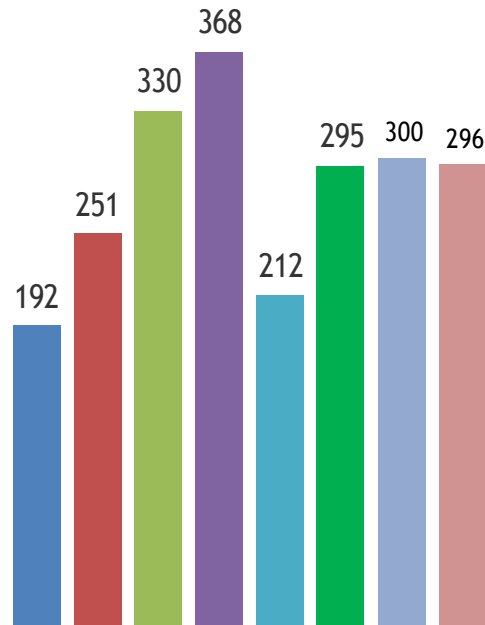
# Financial performance: Trends

## OB



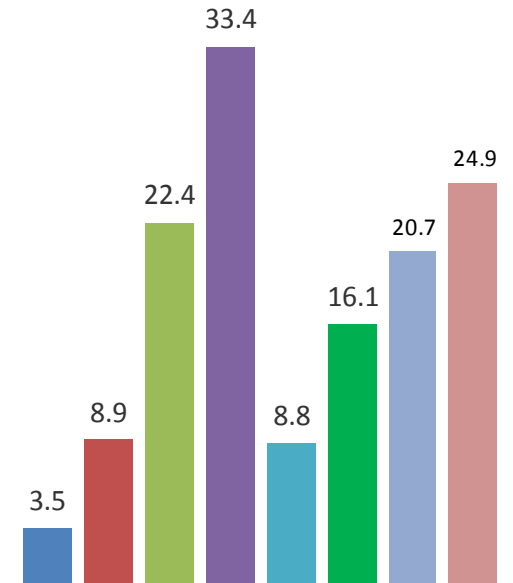
■ FY19 Q1 ■ FY19 Q2 ■ FY19 Q3 ■ FY19 Q4  
■ FY20 Q1 ■ FY20 Q2 ■ FY20 Q3 ■ FY20 Q4

## Sales



■ FY19 Q1 ■ FY19 Q2 ■ FY19 Q3  
■ FY19 Q4 ■ FY20 Q1 ■ FY20 Q2  
■ FY20 Q3 ■ FY20 Q4

## PAT



■ FY19 Q1 ■ FY19 Q2 ■ FY19 Q3  
■ FY19 Q4 ■ FY20 Q1 ■ FY20 Q2  
■ FY20 Q3 ■ FY20 Q4



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