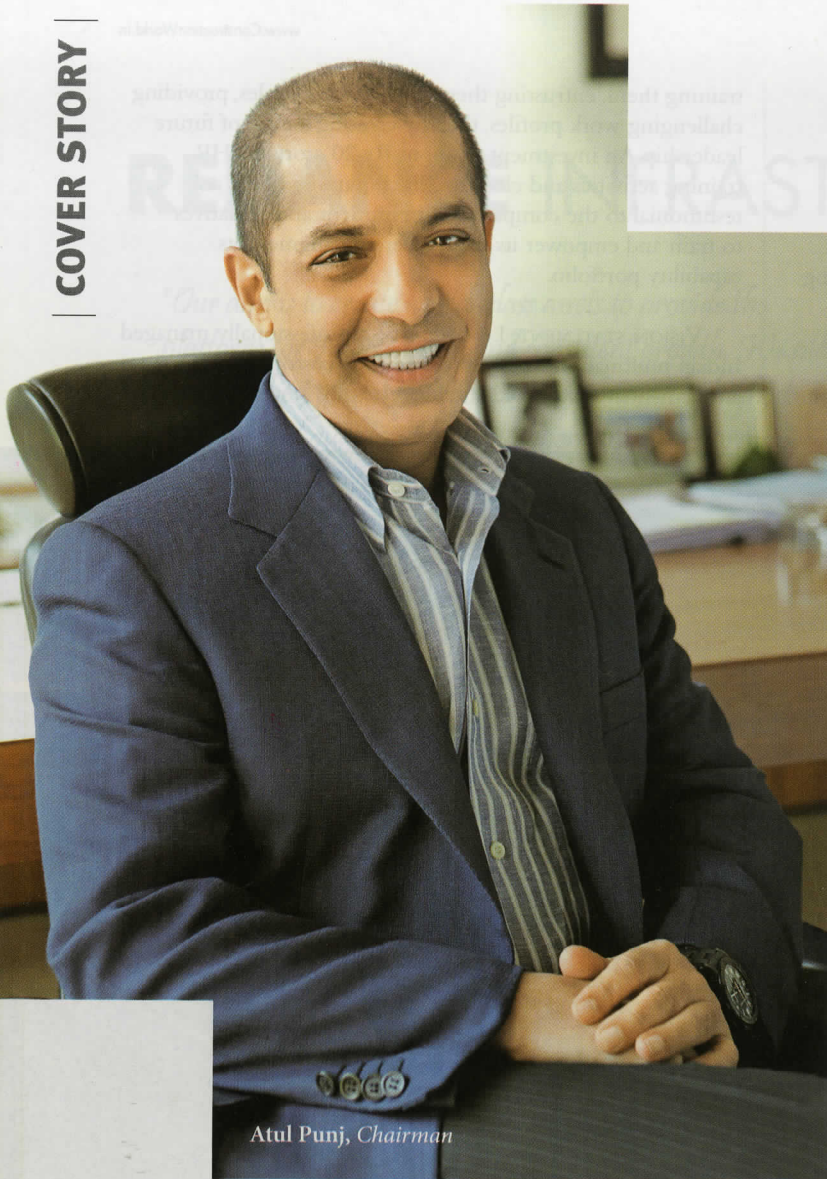


PUNJ LLOYD



Atul Punj, Chairman



"We continue to expand our footprints in other markets. Given the volatile economy, our efforts will be more on reducing our cost of debt and improving cash flows."

PK Gupta, Director

scale operation, proven capabilities across geographies and verticals to deliver improved financial and operating performance going forward. And with an order book position touching approx Rs 24,000 crore (\$4 billion), and a turnover of approx Rs 15,000 crore (\$2.6 billion), the Gurgaon headquartered firm has much to cheer about. Its large fleet of sophisticated construction equipment, including horizontal directional drilling rigs and pipe-laying barges coupled with its workshop and equipment maintenance yards in India, Indonesia, Abu Dhabi and Kazakhstan has given Punj Lloyd an extra edge which very few of its competitors possess. Explaining the reason for the company's success across various geographies, **PK Gupta, Director**, is led to say, 'We have always pursued opportunities.' He further elaborates on the company's growth, strategies, differentiating factors, USP, HR initiatives etc.

ON THE COMPANY'S GROWTH STRATEGY: Punj Lloyd has always pursued opportunities in various markets expanding its presence across diverse geographies and 21 countries. It has also diversified its business offerings to hedge against business risks of one economy or one business.

ON INNOVATIONS: For the company's large scale of operations, innovation is invariably the key to its successful business. One of Punj Lloyd's investments in technology has been the incorporation of PL Engineering (PLE), the engineering arm of the group, offering cost competitive engineering capabilities in multiple sectors across the globe. Additionally, we are

also deploying smart and efficient technology and systems like e-sourcing in procurement of goods and services, cloud computing, Wi-Fi and broadband.

ON THE KIND OF A DIFFERENTIATOR IT HAS BEEN: Punj Lloyd's greatest contribution to India Inc has been in being the face of India Inc in global markets. The company has greatly contributed in establishing the brand India in international markets. The group has grown from an EPC pipeline company, to a diversified global conglomerate, owing to its successful foray into aviation, defence and upstream, through its subsidiaries and JVs. Punj Lloyd has been involved in

many strategic oil and gas and infrastructure projects in India – Sikkim's Greenfield airport and the Bengaluru metro, to name a few.

ON THE CRITICALITY OF HR: The company takes pride in investing a significant proportion of time, money and energy, supporting growth for both the individual and the organisation. Recognising the training needs of different subset of employees, Punj Lloyd has an annual calendar with exhaustive sessions focusing on operational excellence, project management, commercial leadership and collaboration or communication. For the blue collared workforce, the

training is meticulously designed and implemented to hone their vocational skills.

ON ITS USP AS AN EPC CONTRACTOR: Widespread presence in the international markets, a multi-cultural skilled workforce, huge fleet of equipment and quick mobilisation of resources, ability to deliver in difficult climate and terrain and unmatched technology and design capabilities.

VISION STATEMENT: To be 'the company' for our clients in global markets, for all our business, driven by entrepreneurial spirit, cutting edge technology and execution excellence.

MOST NOTEWORTHY PROJECT

Baku Tbilisi Ceyhan Pipeline

The 1,768 km pipeline, Baku Tbilisi Ceyhan, was constructed to carry crude oil from offshore Azeri-Chirag-Gunashil oil field in the Caspian Sea to the Turkish coast of the Mediterranean, from where the crude was further shipped via tankers to European markets. In 2002, a JV between Punj Lloyd and Limak Construction was formed to construct 'Lot C', 332 km of the Turkish section of the

FACT SHEET

Year of Establishment: 1988

Top management: Atul Punj, Chairman; Luv Chhabra, Director (Corporate Affairs); PK Gupta, Director; Naresh Kumar Trehan, Independent Director; Sanjay Bhatnagar, Independent Director; Phiroz Vandrevala, Independent Director; Ekaterina Sharashidze, Independent Director; MM Nambiar, Additional Director

No. of employees: 21,757

Centres of operation: Australia, Bahrain, China, Colombia, Hong Kong, India, Indonesia, Kazakhstan, Kenya, Libya, Malaysia, Myanmar, Oman, Qatar, Saudi Arabia, Singapore, Thailand, Turkmenistan, UAE, UK, Yemen

Turnover: approx ₹15,000 crore (\$2.06 billion)

Current order book: approx ₹24,000 crore (\$4 billion)

Biggest project undertaken: Polysilicon Facility, Qatar

Range of projects handled:

Energy: oil and gas, polymers and petrochemicals, process, power, renewables; Infrastructure: utilities, buildings, infrastructure, telecom; Defence: land systems, aviation, electronics



BTC pipeline project. The section involved the laying of 208 km, 42 inch diameter pipeline and 124 km, 34 inch diameter pipeline from Pumping Station No. 4 near Sivas to the tank terminal at Ceyhan on the Mediterranean Sea.

LANDMARK PROJECTS

1. Project: 500 MW Chhabra Thermal Power Plant
Size: 500 MW
Value: Rs 823 crore
Completion date: December 2011

2. Project: Hyderabad Vijayawada Highway Project
Size: 116.5 km
Value: Rs 1,100 crore
Completion date: December 2012

3. Project: Dabhol-Bangalore Pipeline
Size: 825 km
Value: Rs 539 crore
Completion date: March 2013

4. Project: Propane/Butane/LPG Import-Export terminal, Ennore
Size: Two steel-steel double walled refrigerated storage tanks of 15,000 MT; 2 mounded Bullets - 300 MT each
Value: Rs 275.79 crore
Completion Date: August 2012

SOME ONGOING PROJECTS

- Polysilicon Facility for Qatar Solar Technology, \$384 million
- Strategic Gas Transmission Pipeline Qatar, \$800 million
- Myanmar China Crude Oil and Gas Pipeline project, \$476 million
- Falcon Jetfuel Pipeline and Bulk Terminal, UAE, \$126.86 million
- Submarine pipeline - Offshore Project, Gujarat, \$185 million
- 2 x 300 MW Thermal Power Project, Haldia, \$244 million
- Goindwal Sahib Power Project, Tarn Taran, Punjab, \$251.25 million
- Paradip Refinery, Odisha, \$246 million