



Atul Punj
Chairman, Punj Lloyd

A GOOD Construct

Under a dynamic chairman the company is moving beyond borders

MEET the suave and urbane infrastructure builder of modern India, Atul Punj, chairman of Punj Lloyd. The 50-year-old Mr Punj, a commerce graduate from Delhi University, joined the family construction business at an age of 22.

Even though he was considered too young for the business, Mr Punj spearheaded the company's diversification from its core competence, pipelines, to other infrastructure areas such as tanks and terminals, process plants, civil construction and power. Punj Lloyd's presence now spreads across 30 verticals.

For Mr Punj, the key priority was to expand into as many international geographies as possible. "This helps minimise

political risks. Over dependence on one or two economics can create roadblocks for the company," says Mr Punj. Today, Punj Lloyd has operations running into Middle East, the Caspian, Asia Pacific, Africa, South Asia Europe and China. The company has a clientele of almost 120 international and domestic energy majors and has executed as many as 180 projects till date.

For Punj Lloyd, one of the biggest achievements under the stewardship of Atul Punj has been the recent acquisition of Singapore's urban infrastructure firm, SembCorp E&C, Singapore, which has now been rechristened Sembawang.

"With this deal, we are in a position to

offer a complete portfolio of EPC solutions to airports, jetties, MRT/LRT, tunnelling, sewerage, amongst others. In petrochemical sector, we are leveraging Simon-Carves's (a wholly owned subsidiary of Sembawang) capabilities in engineering, procurement and construction of LDPE, PVC, styrene and refinery processes domain," Mr Punj said.

MAYUR SHEKHAR JHA

PUNJ LLOYD

Revenue (as on December 31, 2006)	3423
Net Profit	107.5
Market Cap (as on April 19)	4829.19
Market Cap (30 days average)	4325.1

In Rs Crore