



इंजीनियर्स
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS
INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

1st Quarter Results : FY 15-16

10th Aug 2015



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Quarterly Financial Performance

Q1 FY 15-16 Performance Summary - Standalone



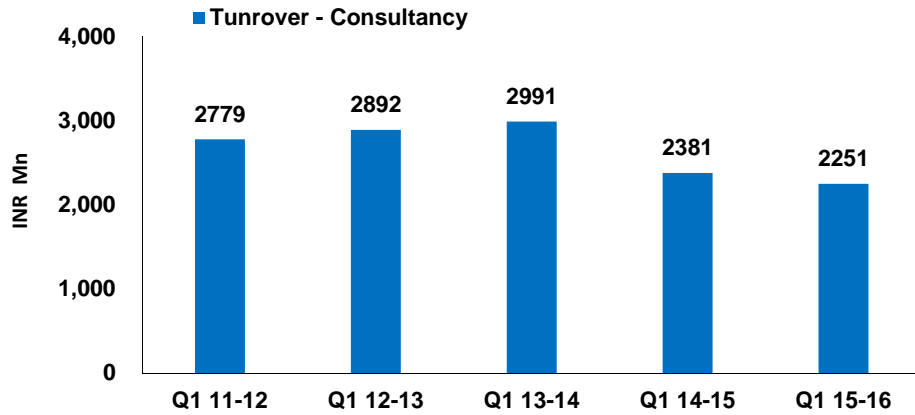
Standalone	Rs Mn					Q1 FY : 15-16
TURNOVER	Q1 15-16	Q1 14-15	Q2 14-15	Q3 14-15	Q4 14-15	
Consultancy – Domestic	1622.5	1,984.3	1,682.8	1,823.1	1,813.8	
Consultancy - Overseas	628.0	396.4	521.7	522.0	735.6	
Consultancy Total	2,250.5	2,380.7	2,204.5	2,345.1	2,549.4	
Turnkey	1,654.6	1,974.2	1,701.9	1,638.2	2,336.0	
Consultancy + Turnkey	3,905.1	4,354.9	3,906.4	3,983.3	4,885.4	
Other Income	686.4	692.9	723.8	515.4	799.1	
Total Income	4,591.50	5,047.8	4,630.2	4,498.7	5,684.5	
SEGMENT PROFIT	Q1 15-16	Q1 14-15	Q2 14-15	Q3 14-15	Q4 14-15	
Consultancy	332.9	579.6	527.0	573.7	598.8	
Turnkey	62.9	120.0	-200.3	5.0	635.5	
Total	395.8	699.6	326.7	578.7	1234.3	

* Note: All figures are on standalone basis

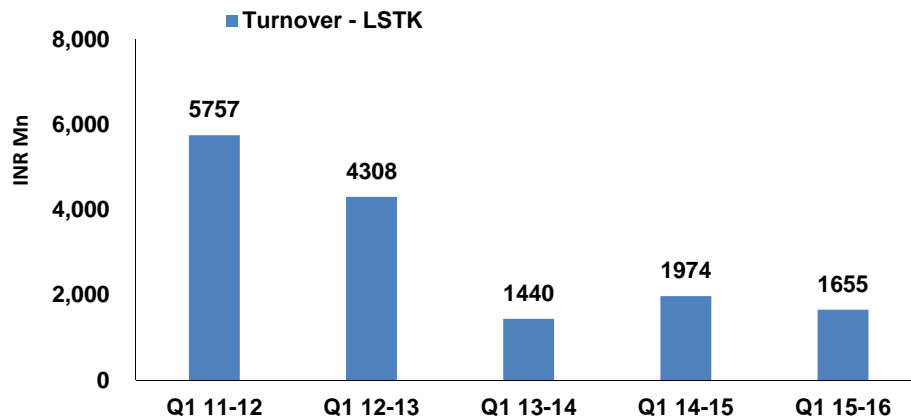
Q1 FY 15-16 Quarterly Performance - Standalone



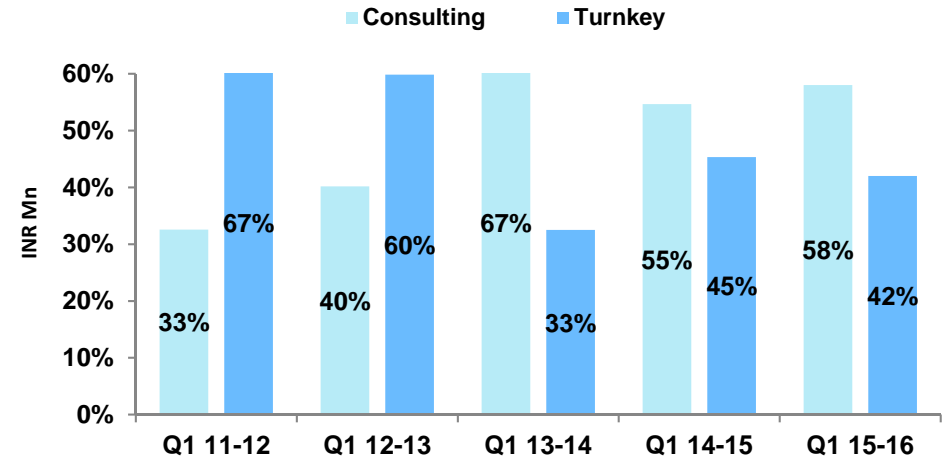
Turnover - Consultancy



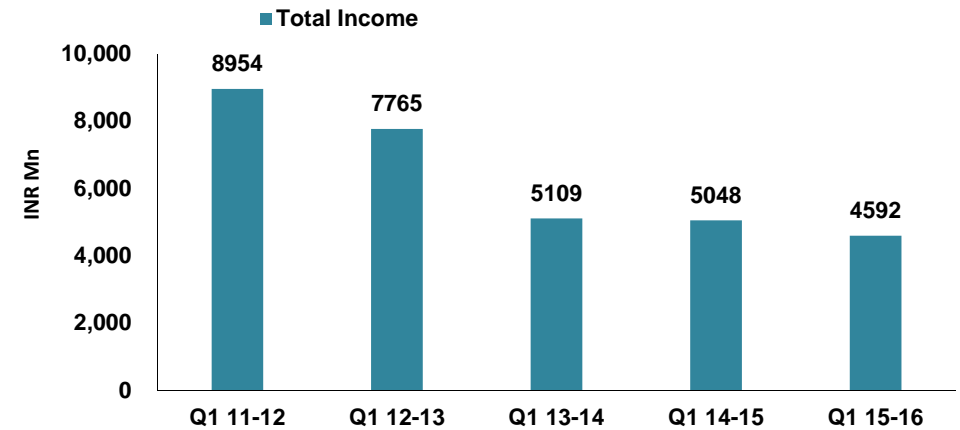
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



Total Income

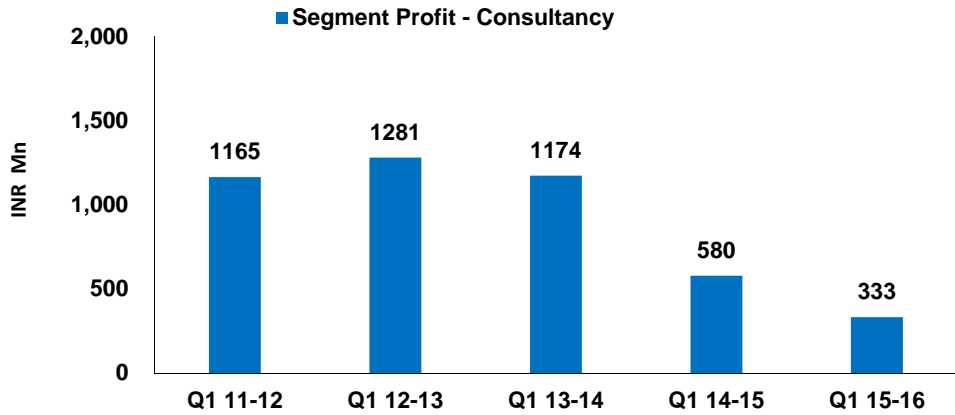


Note: All figures have been taken on standalone basis for EIL

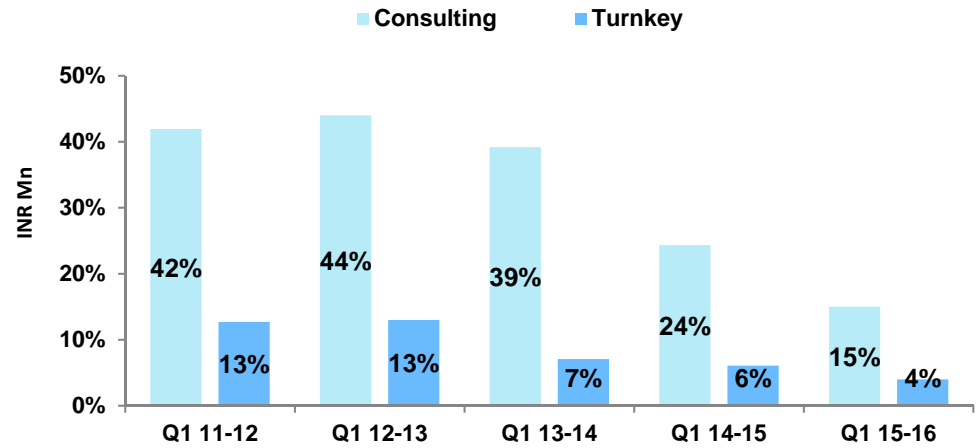


Q1 FY 15-16 Quarterly Performance - Standalone

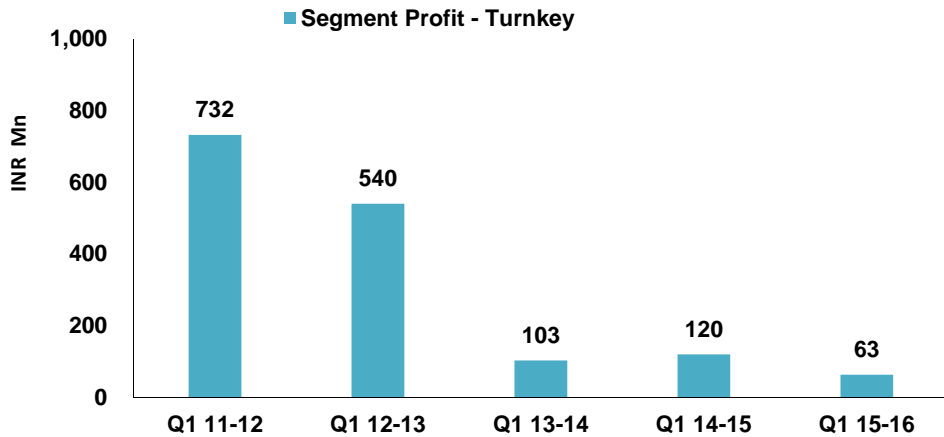
Segment Profit - Consultancy



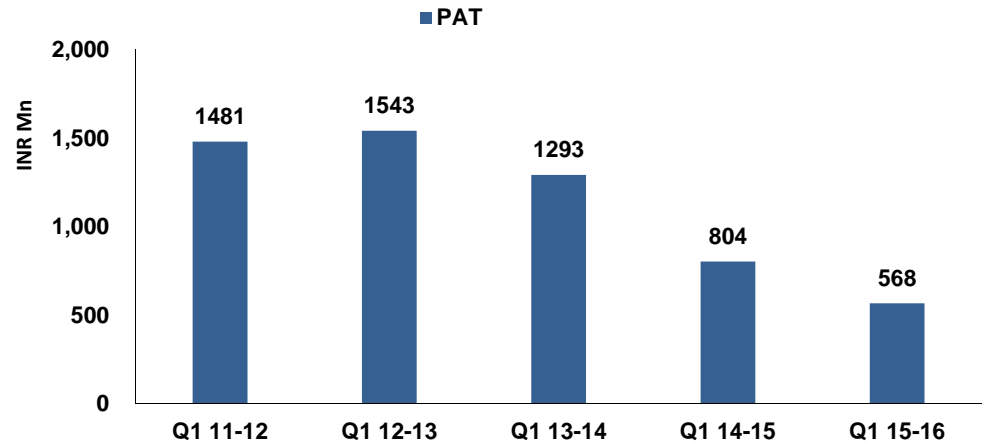
Segment Profit %



Segment Profit - Turnkey



PAT

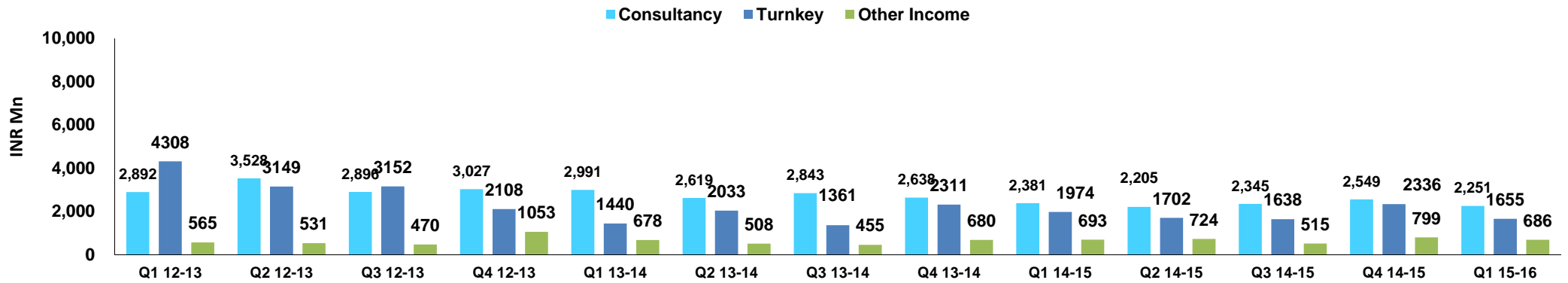


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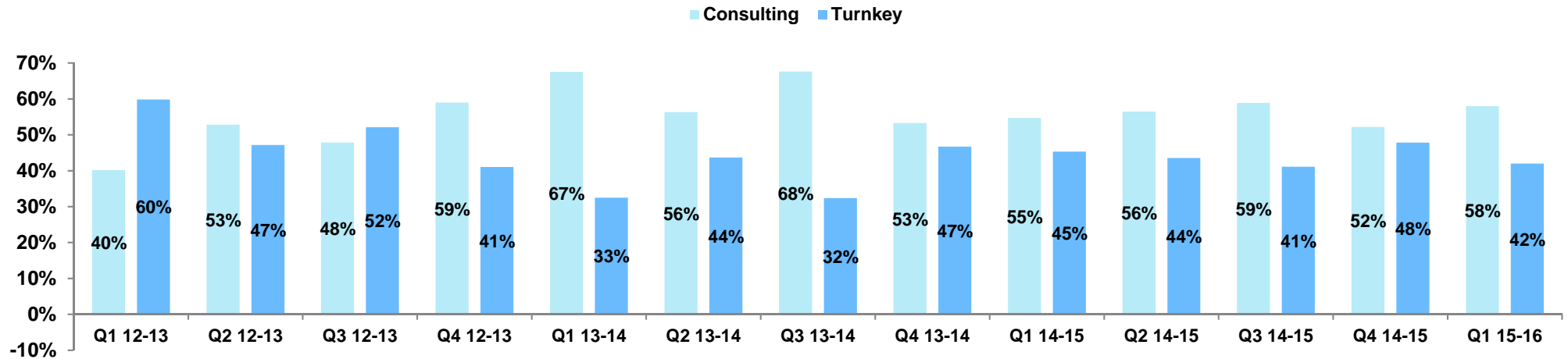
Quarterly Performance Track Record - Standalone



Total Income



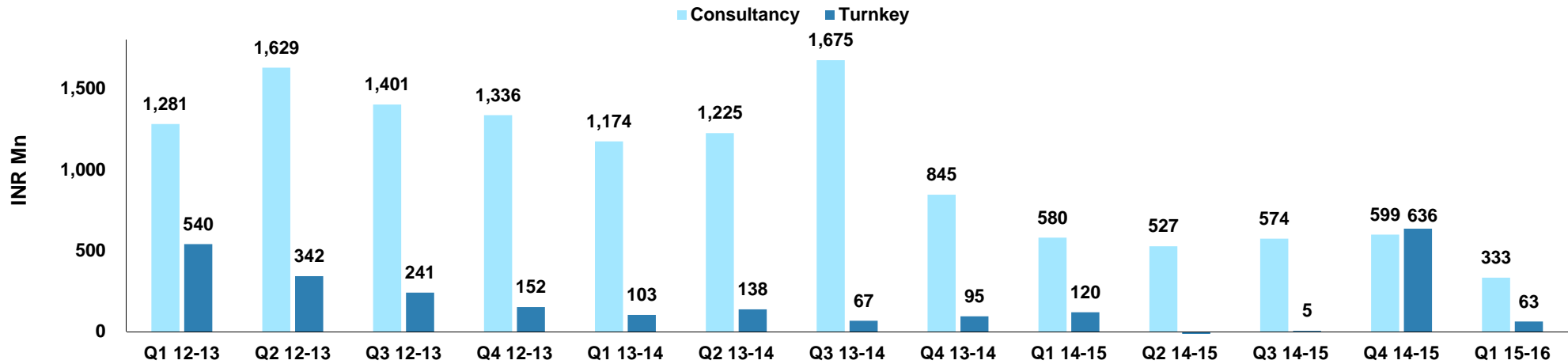
Revenue Mix (Consultancy Vs Turnkey)



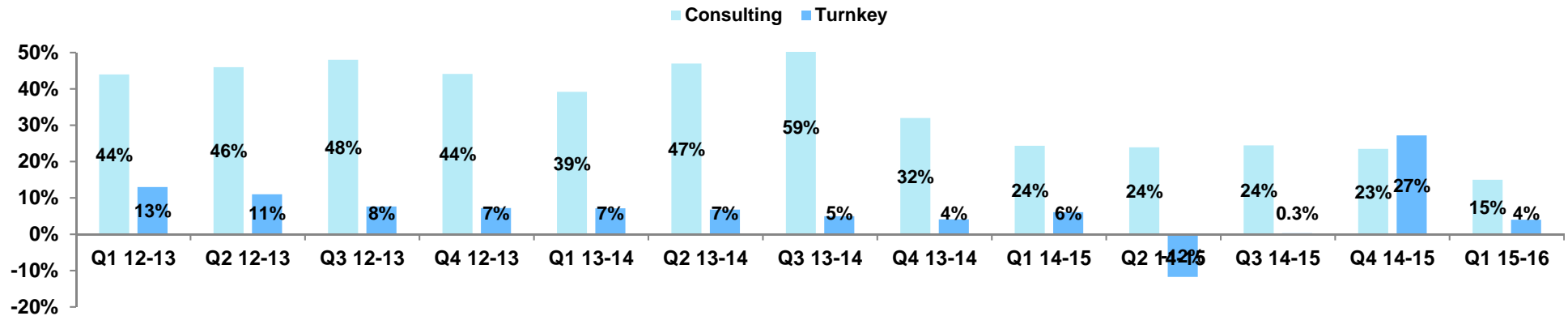
Note: All figures have been taken on a standalone for EIL



Segment Wise Operating Profit



Segment Wise Profit %



Note: All figures have been taken on a standalone for EIL



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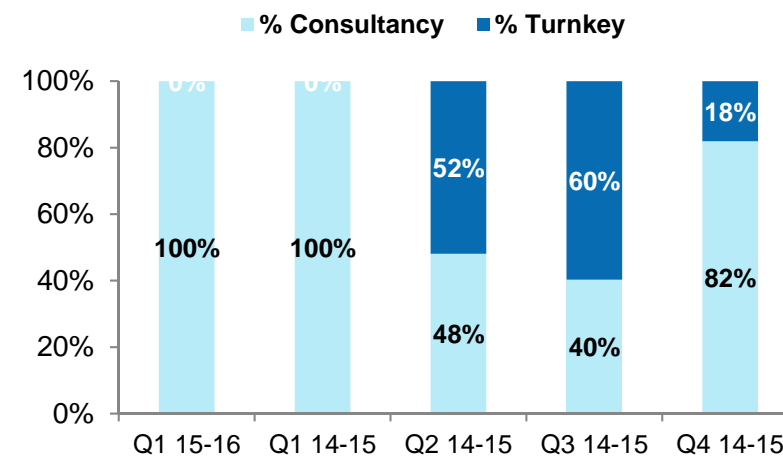
Quarterly Business Secured and Order Book

Q1 FY 15-16 Business Secured and Order Book – Standalone



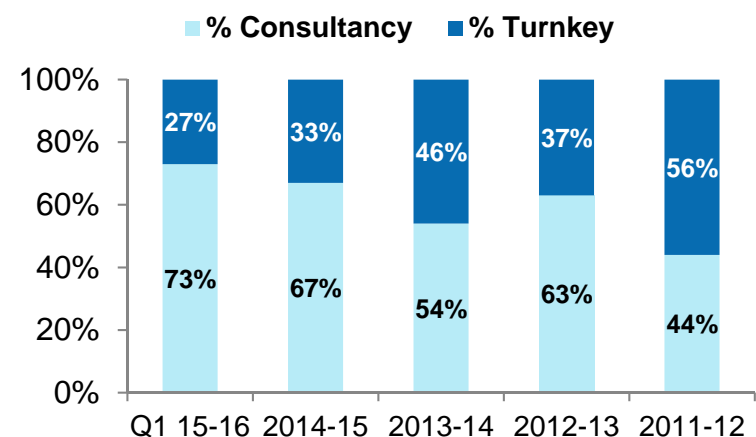
Rs Mn

Business Secured	Q1 15-16	Q1 14 -15	Q2 14-15	Q3 14-15	Q4 14-15
Consultancy (domestic)	2738	1,247	1785	535	2,537
Consultancy (overseas)	2187	11,705	67	714	48
Consultancy Total	4925	12,952	1852	1,249	2,585
Turnkey	0	0	2000	1850	570
Total Business secured	4925	12,952	3,852	3,099	3,155



Rs Mn

Order Book (Cumulative)	Q1 15-16	FY 14-15	FY 13-14	FY 12-13	FY 11-12
Consultancy *	26,896	24,543	15,717	21,012	20,062
Turnkey	9,758	11,866	13,391	12,163	25,421
Total Order Book	36,654	36,409	29,108	33,175	45,483
Consultancy %	73%	67%	54%	63%	44%
Turnkey %	27%	33%	46%	37%	56%

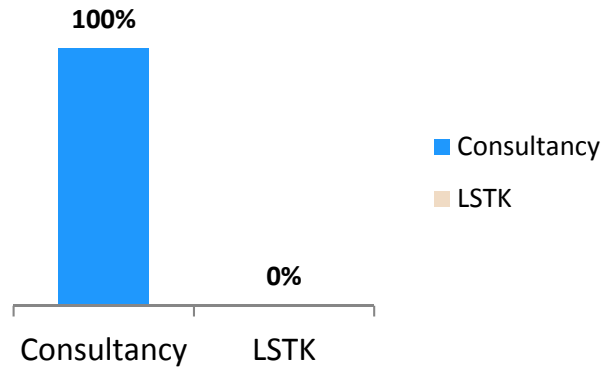


Note : Data on unconsolidated basis

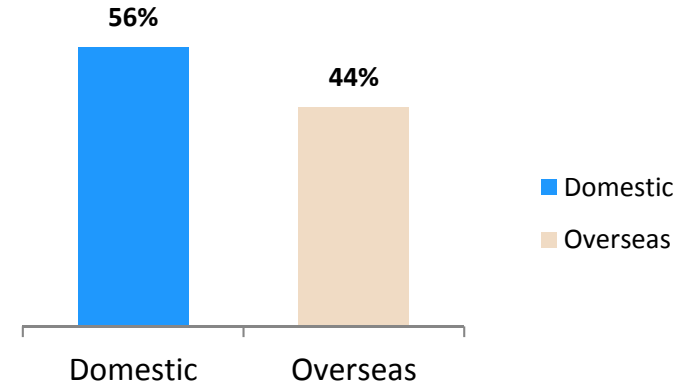


Q1 FY : 15-16

Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



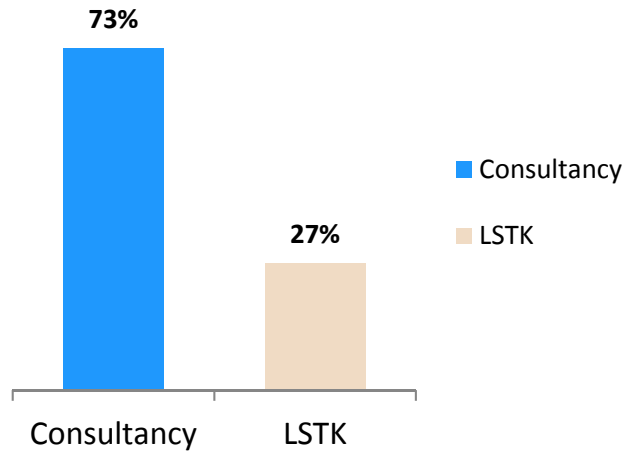
More than 99% of the Order secured is Hydrocarbons

Note : Data on unconsolidated basis

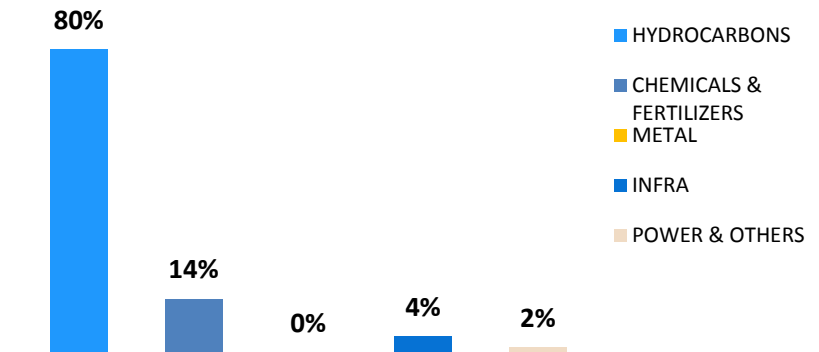


Q1 FY : 15-16

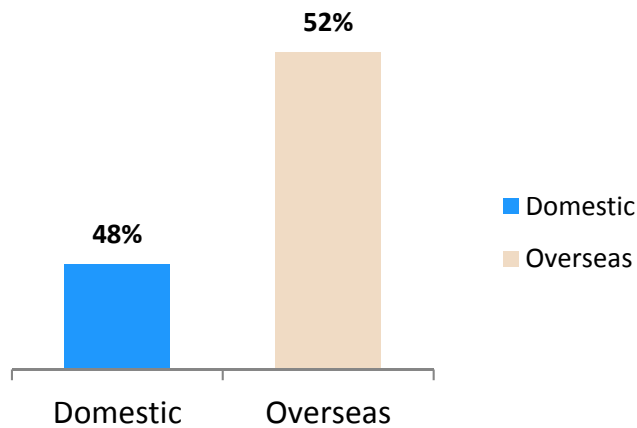
Consultancy Vs LSTK



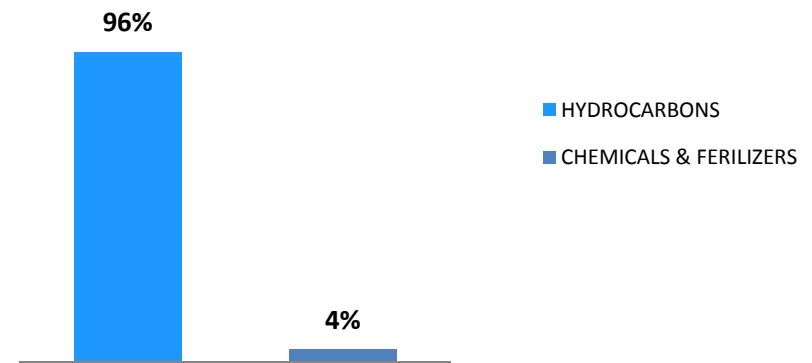
Consultancy Segmental Break up



Consultancy Domestic Vs Overseas



LSTK Segmental Break up



Note : Data on unconsolidated basis

Q1 FY : 15-16

Domestic					
	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
	Diesel Hydro-treater (DHT) and Associated Facilities at BPCL, Mumbai Refinery	BPCL	1250	Q1, FY15 -16	Q3, FY17 -18
	EPCM services for DHDT Project of Numaligarh Refinery	NRL	800	Q1, FY15 -16	Q3, FY17 -18
	Project Management Consultancy (PMC) Services (Phase-I) for Revamp and Capacity Enhancement Project of BORL Refinery	BORL	198	Q1, FY15 -16	Q4, FY15 -16
	Pre-Project activities for Vizag Refinery Modernization Project	HPCL	149	Q1, FY15 -16	Q1, FY16 -17
Overseas					
	PMC Services for AL Dabbiyah ASR Gas Development Project	ADCO	1322	Q1, FY15 -16	Q4, FY19 -20
	Additional Services on EPCM Basis for Rehabilitation & Adaptation of Algiers Refinery-Change Order	Sonatrach	404	Q1, FY15 -16	Q1, FY16 -17
	Consultancy Services for Cost estimation for KBR FEED, Optimization of Configuration & Crude Mix & Additional ITBs for Process Units, Marine Terminals and O&U	Sonangol	225	Q1, FY15 -16	Q3, FY15 -16
	PMA Services for Improvement of Fire Fighting Facilities at Abu Dhabi Refinery	Takreer	199	Q1, FY15 -16	Q4, FY18-19

CONSULTANCY



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Annual Performance Summary

Annual Performance Summary – Standalone



Standalone							Rs Mn
TURNOVER	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09
Consultancy	9,480	11,091	12,342	12,073	11,279	10,553	8,246
Turnkey	7,650	7,145	12,717	24,914	16,953	9,385	7,079
Consultancy + Turnkey	17,130	18,236	25,060	36,987	28,233	19,938	15,325
Other Income	2,731	2,321	2,618	2,175	1,504	1,824	2,148
Total Income	19,861	20,557	27,678	39,161	29,737	21,762	17,473

SEGMENT PROFITS	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09
Consultancy	2,279	4,920	5,646	5,255	4,965	4,255	3,067
Turnkey	560	403	1,275	2,452	1,958	920	310
Consultancy %	24%	44%	46%	44%	44%	40%	37%
Turnkey %	7%	6%	10%	10%	12%	10%	4%

PAT	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09
PAT	3,080	4798	6919	6363	5225	4356	3445
PAT %	18%	26%	25%	17%	19%	22%	22%

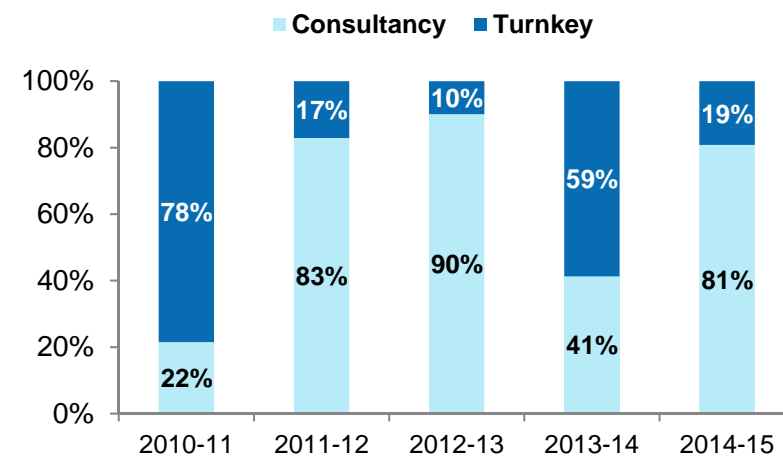
Regrouping of expenses and income of previous years has been done to make the figures comparable with current year results

Annual Business Secured and Order Book – Standalone



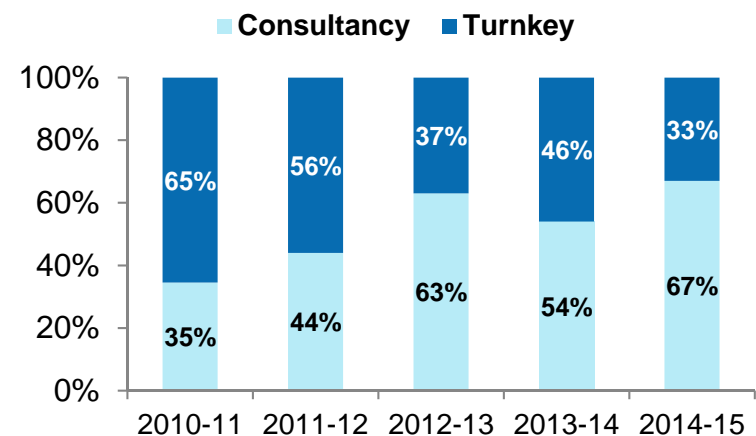
Rs Mn

Business Secured	FY 14-15	FY 13-14	FY 12-13	FY 11-12	FY 10-11
Consultancy (domestic)	6,103	4,073	11,573	5,072	8,364
Consultancy (overseas)*	12,533	696	1,386	1,217	362
Consultancy Total	18,636	4,768	12,959	6,289	8,726
Turnkey	4,420	6,779	1,425	1,297	31,821
Total Business secured	23,057	11,547	14,384	7,586	40,547



Rs Mn

Order Book	March 15	March 14	March 13	March 12	March 11
Consultancy *	24,543	15,717	21,012	20,062	25,840
Turnkey	11,866	13,391	12,163	25,421	49,003
Total Order Book	36,409	29,108	33,175	45,483	74,843
Consultancy %	67%	54%	63%	44%	35%
Turnkey %	33%	46%	37%	56%	65%



Note : Data on unconsolidated basis

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