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इंजीनियर्स  
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS  
INDIA LIMITED  
(A Govt. of India Undertaking)

## Investor Presentation

### 1<sup>st</sup> Quarter Results : FY 16-17

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23<sup>rd</sup> Aug 2016

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## Quarterly Financial Performance

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# Q1 FY 16-17 Performance Summary - Standalone



Standalone	<i>Rs Mn</i>					<b>Q1 FY : 16-17</b>
<b>TURNOVER</b>	Q1 16-17**	Q1 15-16**	Q2 15-16	Q3 15-16	Q4 15-16	
Consultancy – Domestic	1674.6	1620.3	1,634.7	1497.0	1876.3	
Consultancy - Overseas	1011.6	628.0	925.8	881.5	857.0	
Consultancy Total	2686.2	2,248.3	2,560.5	2378.5	2733.3	
Turnkey	732.0	1,665.6	1,944.9	1305.2	130.9	
Consultancy + Turnkey	3418.2	3,913.9	4505.4	3,683.7	2864.2	
Other Income	545.9	577.3	604.1	616.0	662.9	
Total Income	3,964.1	4,491.2	5109.5	4,299.7	3527.1	
<b>SEGMENT PROFIT</b>	Q1 16-17**	Q1 15-16**	Q2 14-15	Q3 14-15	Q4 14-15	
Consultancy	627.7	454.4	671.4	396.8	793.6	
Turnkey	271.0	82.9	71.3	181.7	(194.1)	
Total	898.7	537.4	742.7	578.5	599.4	

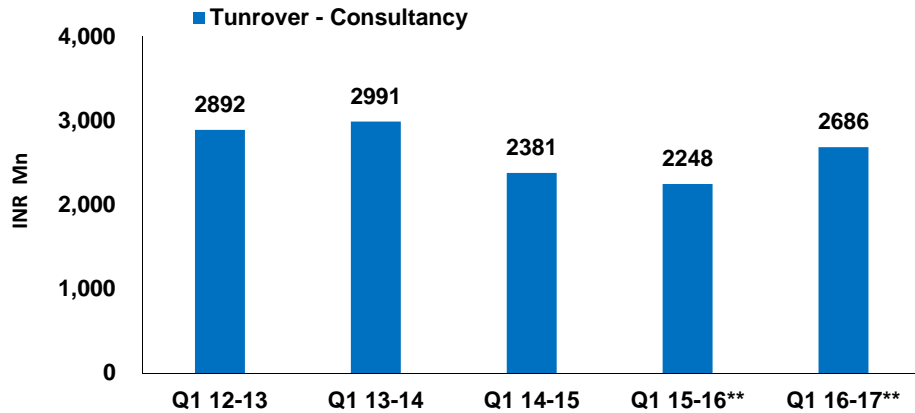
\* Note: All figures are on standalone basis

\*\* Figures as per IND AS.

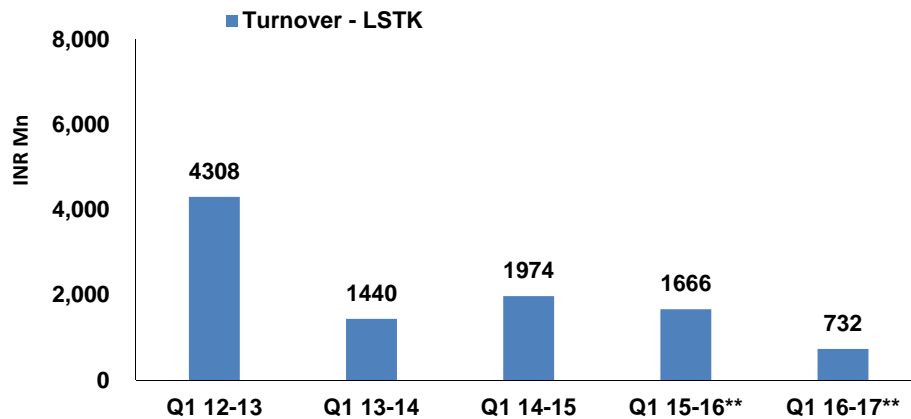
# Q1 FY 16-17 Quarterly Performance - Standalone



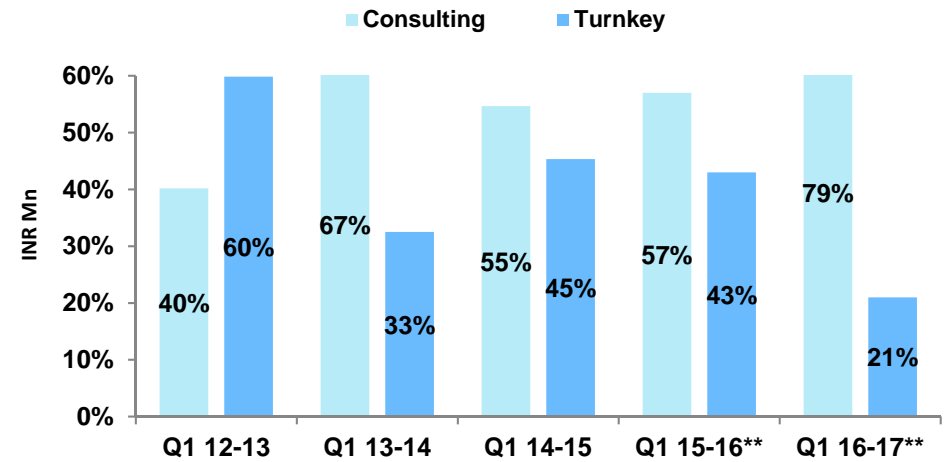
## Turnover - Consultancy



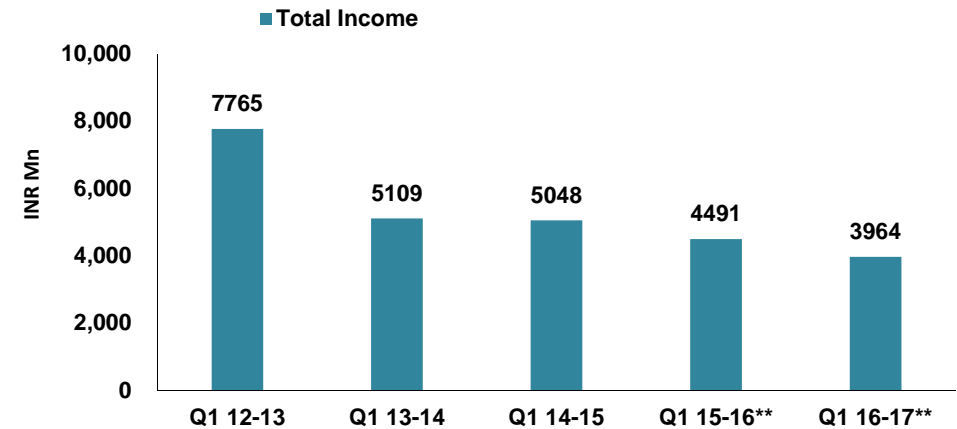
## Turnover - Turnkey



## Turnover Mix (Consultancy Vs Turnkey)



## Total Income



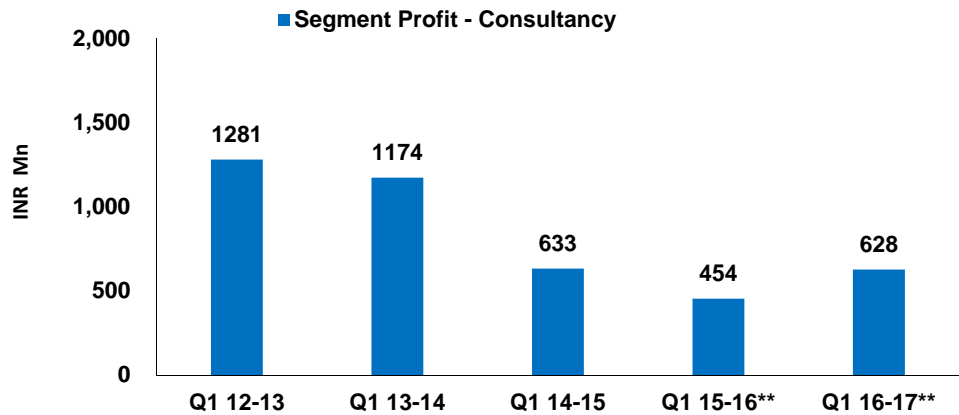
Note: All figures have been taken on standalone basis for EIL

\*\*Figures as per IND AS.

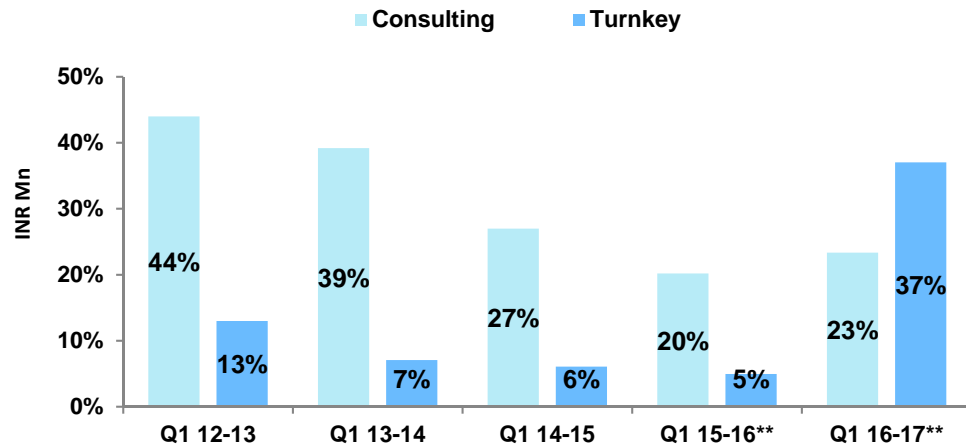


# Q1 FY 16-17 Quarterly Performance - Standalone

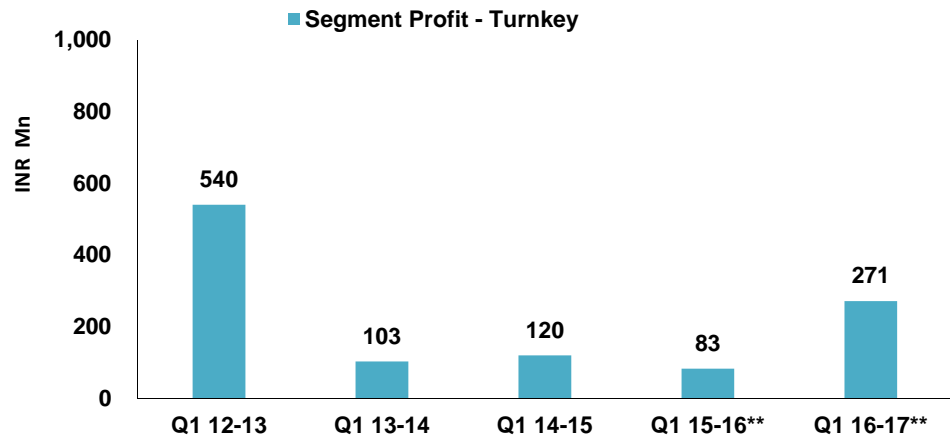
## Segment Profit - Consultancy



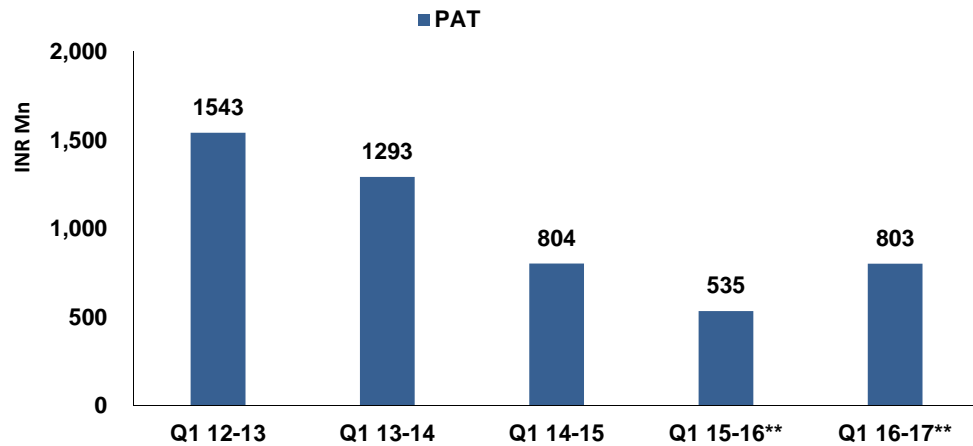
## Segment Profit %



## Segment Profit - Turnkey



## PAT



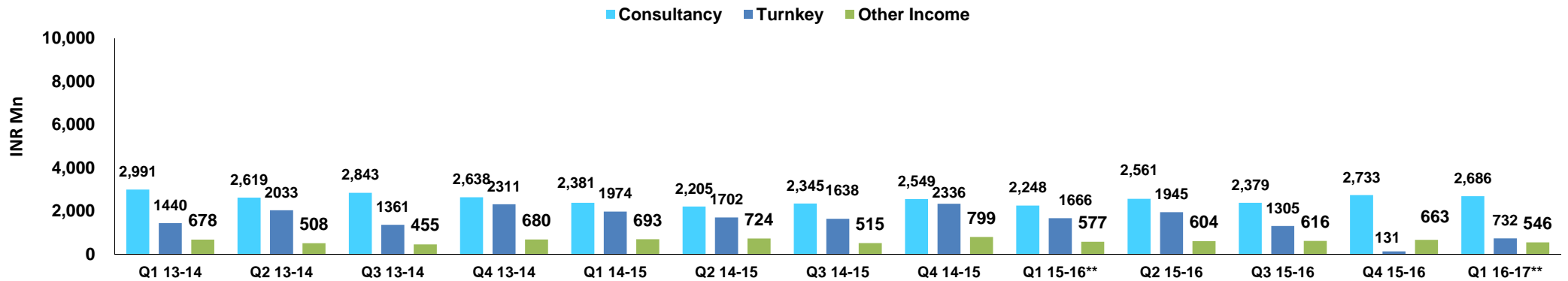
Note: All figures have been taken on a standalone for EIL

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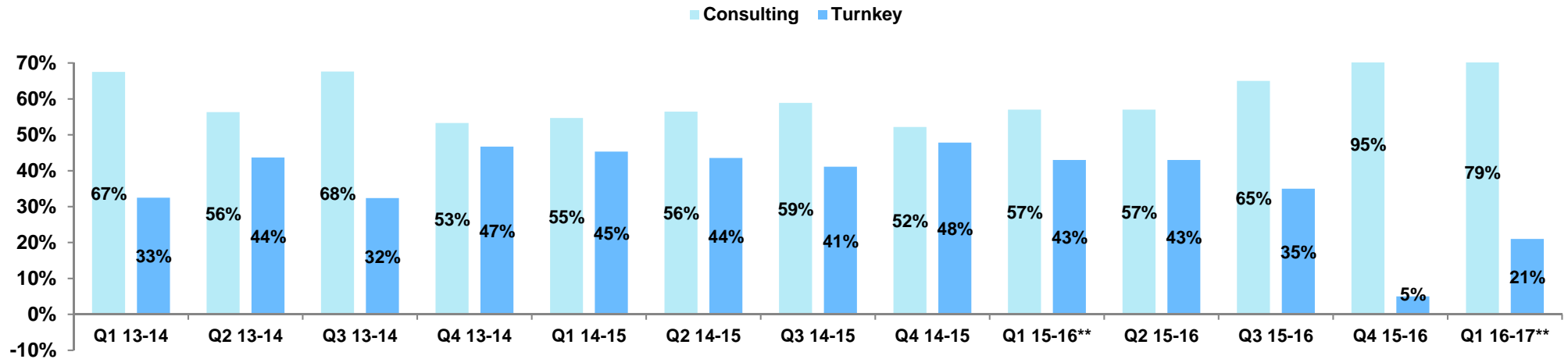
# Quarterly Performance Track Record - Standalone



## Total Income



## Revenue Mix (Consultancy Vs Turnkey)



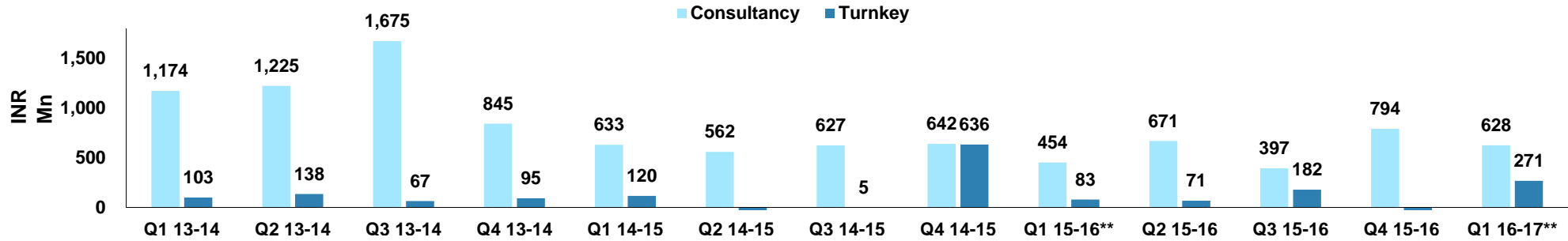
Note: All figures have been taken on a standalone for EIL

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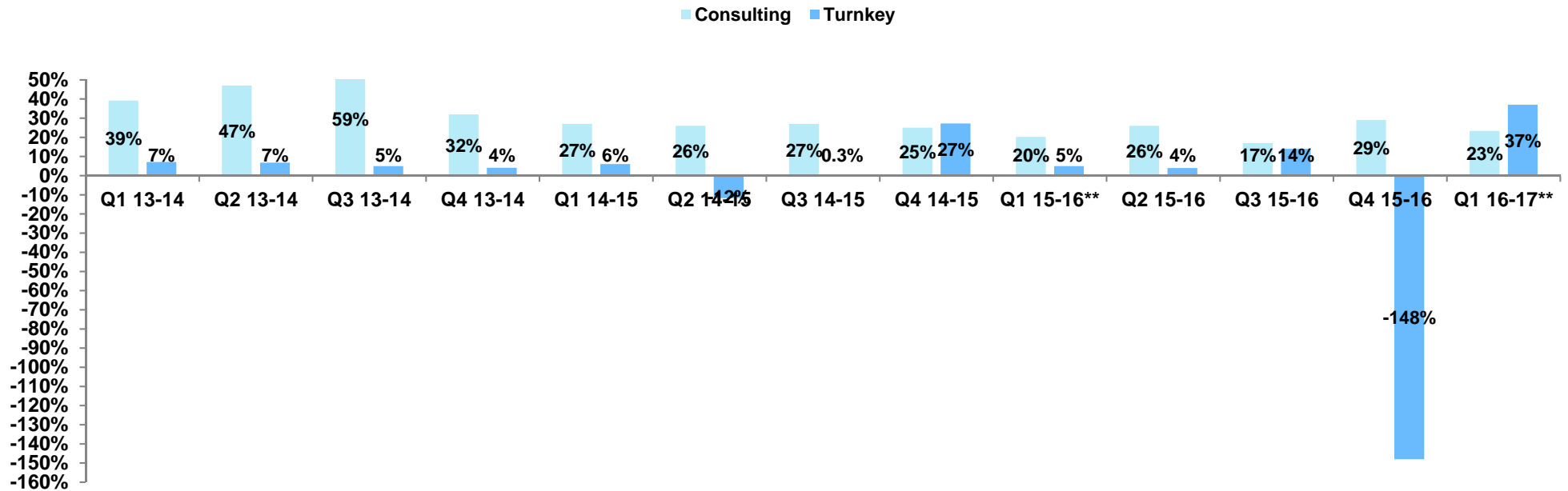
# Quarterly Performance Track Record – Standalone



## Segment Wise Operating Profit



## Segment Wise Profit %



Note: All figures have been taken on a standalone for EIL  
 \*\*Figures as per IND AS.





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## Quarterly Business Secured and Order Book

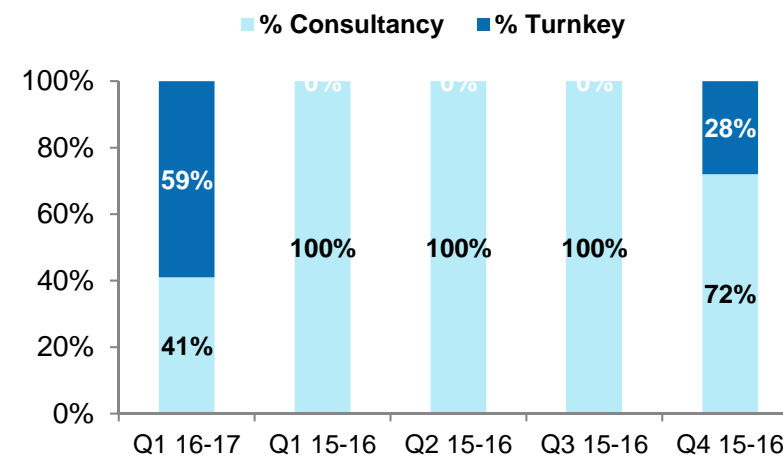
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# Q1 FY 16-17 Business Secured and Order Book – Standalone



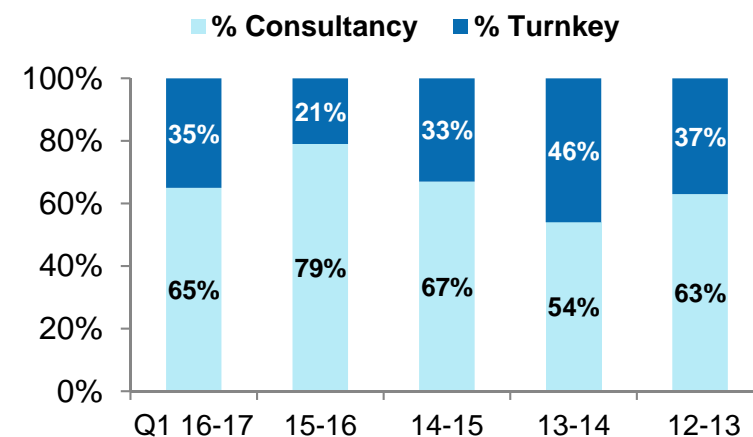
Rs Mn

Business Secured	Q1 16-17	Q1 15 -16	Q2 15-16	Q3 15-16	Q4 15-16
Consultancy (domestic)	7035	2738	978	1954	4231
Consultancy (overseas)	1339	2187	318	15	1337
Consultancy Total	8374	4925	1,296	1969	5568
Turnkey	12210	0	0	0	2200
Total Business secured	20584	4925	1,296	1969	7768



Rs Mn

Order Book (Cumulative)	Q1 16-17	FY 15-16	FY 14-15	FY 13-14	FY 12-13
Consultancy	35750	30,100	24,543	15,717	21,012
Turnkey	18920	7,786	11,866	13,391	12,163
Total Order Book	54670	37,887	36,409	29,108	33,175
Consultancy %	65%	79%	67%	54%	63%
Turnkey %	35%	21%	33%	46%	37%

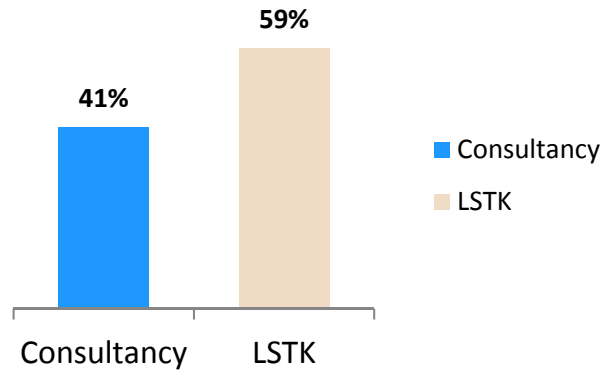


Note : Data on unconsolidated basis

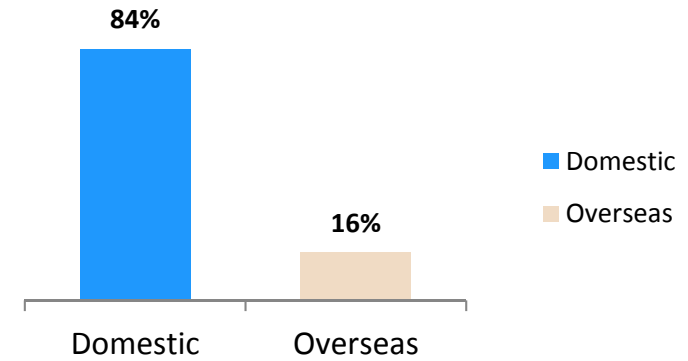


Q1 FY : 16-17

### Consultancy Vs LSTK



### Consultancy Domestic Vs Overseas



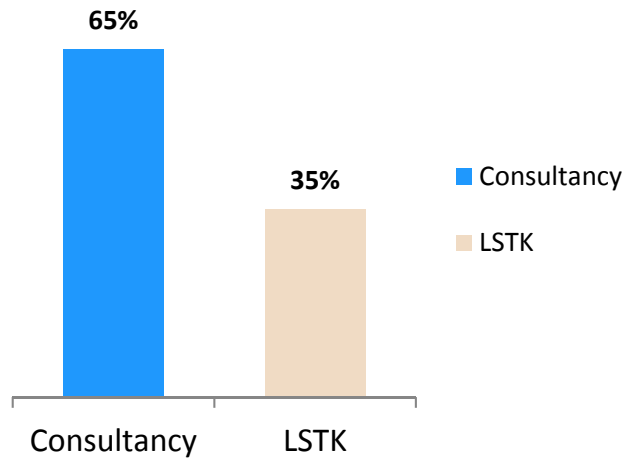
Most of the orders have been secured in the Hydrocarbon sector

Note : Data on unconsolidated basis

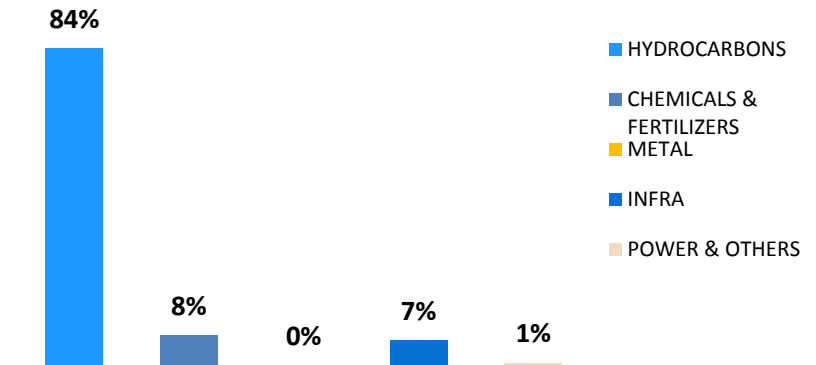


**Q1 FY : 16-17**

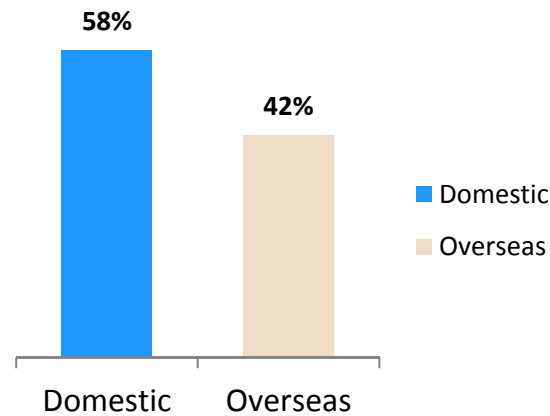
### Consultancy Vs LSTK



### Consultancy Segmental Break up



### Consultancy Domestic Vs Overseas



Note : Data on unconsolidated basis

# Q1 FY 16-17 Salient Orders Secured



Q1 FY : 16-17

Domestic					
	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
	Execution of BS VI Projects at CPCL Manali Refinery on OBE Method	CPCL	12000	Q1, FY16 -17	Q2, FY 20 -21
	EPCM Services for BS-VI Projects for Panipat Refinery of IOCL	IOCL	1637	Q1, FY16 -17	Q4, FY 19 -20
	EPCM Services for BS-VI Project for Haldia Refinery of IOCL	IOCL	1589	Q1, FY16 -17	Q4, FY 19 -20
	EPCM Services for BS-VI Project for Gujarat Refinery of IOCL	IOCL	1249	Q1, FY16 -17	Q4, FY 19 -20
	Entry Level Activities for Namami Gange Project	National Mission for Clean Ganga	800	Q1, FY16 -17	Q1, FY 18 -19
	EPCM Services for BS-VI Project for Bongaigaon Refinery of IOCL	IOCL	446	Q1, FY16 -17	Q3, FY 19 -20
	EPCM Services for BS-VI Project of Mathura Refinery of IOCL	IOCL	348	Q1, FY16 -17	Q3, FY 19 -20
Overseas					
	PMC Services for Unit-2 for Eastern Refinery Limited – (Bangladesh Petroleum Corporation) in Bangladesh	BPC	1165.3	Q1, FY16 -17	Q1, FY19 -20

TURNKEY

CONSULTANCY



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## Annual Performance Summary

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# Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10
Consultancy	9,923	9,480	11,091	12,342	12,073	11,279	10,553
Turnkey	5,036	7,650	7,145	12,717	24,914	16,953	9,385
Consultancy + Turnkey	14,959	17,130	18,236	25,060	36,987	28,233	19,938
Other Income	2,569	2,731	2,321	2618	2175	1504	1824
Total Income	17528	19,861	20,557	27678	39161	29737	21762

SEGMENT PROFITS	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10
Consultancy	2278	2465	4,920	5,646	5,255	4,965	4,255
Turnkey	122	560	403	1,275	2,452	1,958	920
Consultancy %	23%	26%	44%	46%	44%	44%	40%
Turnkey %	2%	7%	6%	10%	10%	12%	10%

PAT	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10
PAT	2583	3080	4798	6286	6363	5225	4356
PAT %	17%	18%	26%	25%	17%	19%	22%

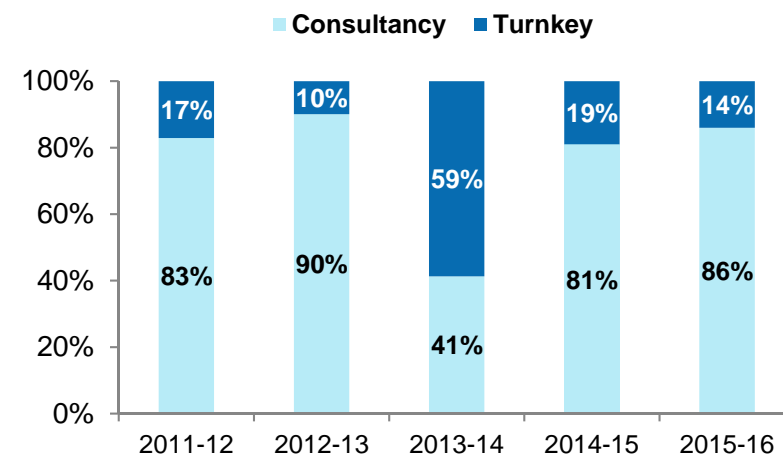
\* Note: All figures are on standalone basis and rounded off to nearest digit

# Business Secured and Order Book – Standalone



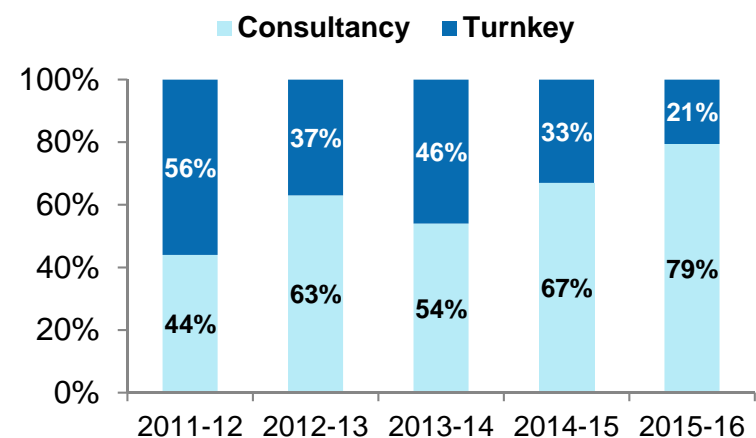
Rs Mn

Business Secured	FY 15-16	FY 14-15	FY 13-14	FY 12-13	FY 11-12
Consultancy (domestic)	9,900	6,103	4,073	11,573	5,072
Consultancy (overseas)	3,860	12,533	696	1,386	1,217
Consultancy Total	13,760	18,636	4,768	12,959	6,289
Turnkey	2,200	4,420	6,779	1,425	1,297
Total Business secured	15,960	23,057	11,547	14,384	7,586



Rs Mn

Order Book	March 16	March 15	March 14	March 13	March 12
Consultancy	30,100	24,543	15,717	21,012	20,062
Turnkey	7,786	11,866	13,391	12,163	25,421
Total Order Book	37,887	36,409	29,108	33,175	45,483
Consultancy %	79%	67%	54%	63%	44%
Turnkey %	21%	33%	46%	37%	56%



Note : Data on unconsolidated basis



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