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इंजीनियर्स  
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS  
INDIA LIMITED  
(A Govt. of India Undertaking)

## Investor Presentation

### 2<sup>nd</sup> Quarter Results : FY 16-17

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16<sup>th</sup> November 2016



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## Financial Performance – Q2 and Half Yearly

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## Q2 FY 16-17 : Quarterly Performance Summary - Standalone



Rs Mn

TURNOVER	Q2 16-17**	Q1 16-17**	Q1 15-16**	Q2 15-16**	Q3 15-16	Q4 15-16
Consultancy – Domestic	1981.3	1674.6	1,620.3	1,634.7	1497.0	1876.3
Consultancy - Overseas	767.9	1011.6	628.0	925.8	881.5	857.0
Consultancy Total	2749.2	2686.2	2,248.3	2,560.5	2378.5	2733.3
Turnkey	639.7	732.0	1,665.6	1,933.9	1305.2	130.9
Consultancy + Turnkey	3388.9	3418.2	3,913.9	4494.4	3,683.7	2864.2
Other Income	561.0	545.9	577.3	608.9	616.0	662.9
Total Income	3949.9	3,964.1	4,491.2	5103.3	4,299.7	3527.1

SEGMENT PROFIT	Q2 16-17**	Q1 16-17**	Q1 15-16**	Q2 15-16**	Q3 15-16	Q4 15-16
Consultancy	862.6	627.7	454.4	778.5	396.8	793.6
Turnkey	284.7	271.0	82.9	77.9	181.7	(194.1)
Total	1147.3	898.7	537.4	856.4	578.5	599.4

- Note: All figures are on standalone basis
- \*\* Figures as per IND AS

# H1 FY 16-17 : Half Yearly Performance Summary - Standalone



Rs Mn

<b>TURNOVER</b>	<b>H1 16-17**</b>	<b>H1 15-16**</b>	<b>H2 15-16</b>
Consultancy – Domestic	3655.8	3254.9	3373.3
Consultancy - Overseas	1779.5	1553.8	1738.5
Consultancy Total	5435.3	4808.7	5111.8
Turnkey	1371.7	3599.5	1436.1
Consultancy + Turnkey	6807.0	8408.2	6547.9
Other Income	1106.9	1186.2	1278.9
Total Income	7913.9	9594.5	7826.8

<b>SEGMENT PROFIT</b>	<b>H1 16-17**</b>	<b>H1 15-16**</b>	<b>H2 15-16</b>
Consultancy	1490.3	1232.9	1190.4
Turnkey	555.7	160.8	(12.4)
Total	2046.0	1393.7	1177.9

- Note: All figures are on standalone basis
- \*\* Figures as per IND AS



*Rs Mn*

	Q2 16-17**	Q1 16-17**	Q1 15-16**	Q2 15-16**	Q3 15-16	Q4 15-16
PBT	1445.04	1225.38	836.49	1205.70	950.26	997.36
PAT	937.54	803.04	535.14	772.10	620.86	699.19
EPS	2.79	2.38	1.59	2.29	1.84	2.08

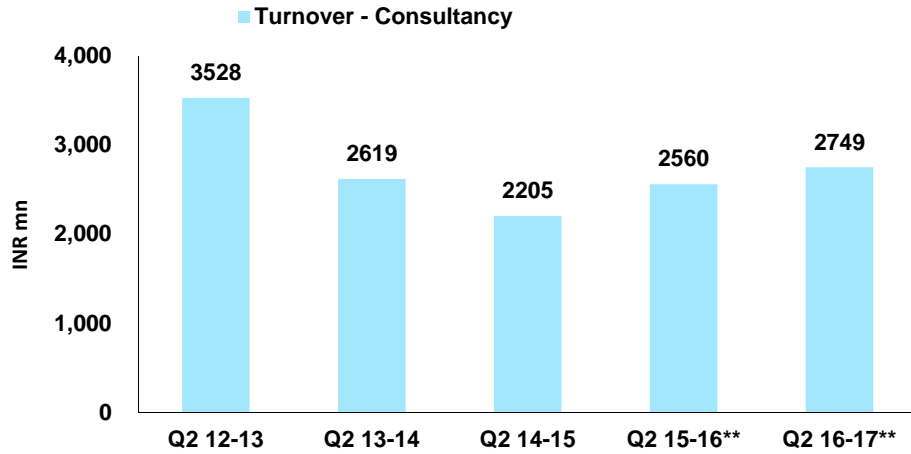
*Rs Mn*

	H1 16-17**	H1 15-16**	H2 15-16
PBT	2670.43	2042.19	1,947.62
PAT	1740.58	1307.24	1,320.05
EPS	5.17	3.88	3.92

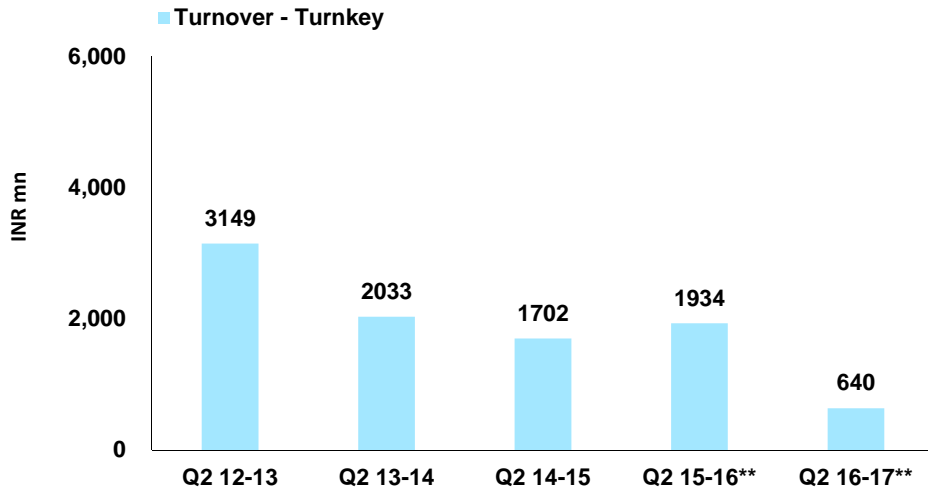
- Note: All figures are on standalone basis
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## Turnover - Consultancy

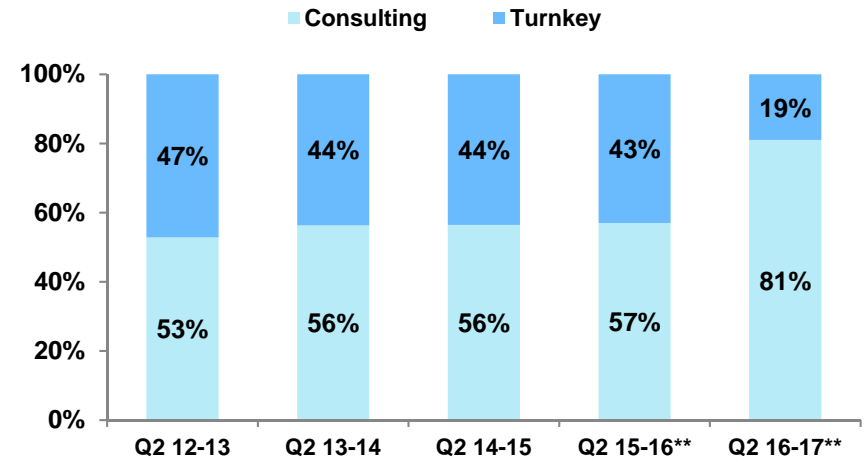


## Turnover - Turnkey

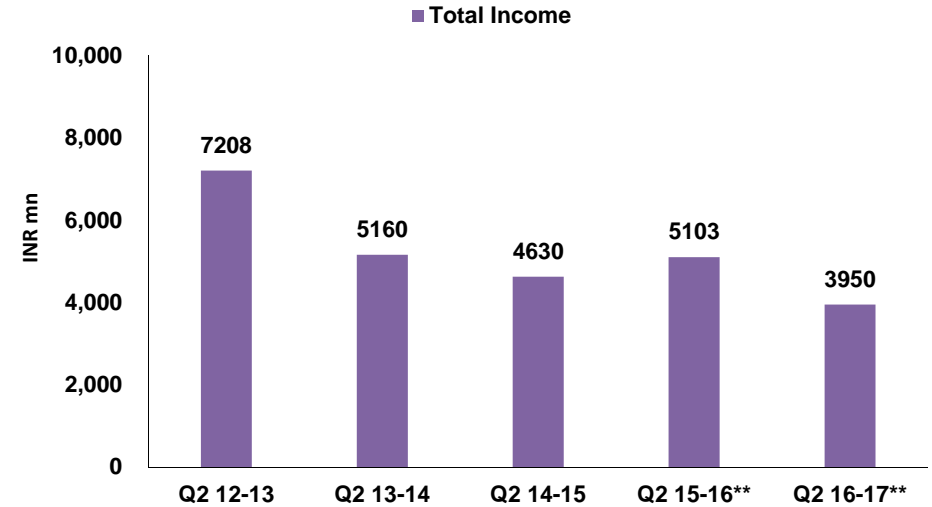


Note: All figures have been taken on standalone basis for EIL  
 \*\* Figures as per IND AS

## Turnover Mix (Consultancy Vs Turnkey)

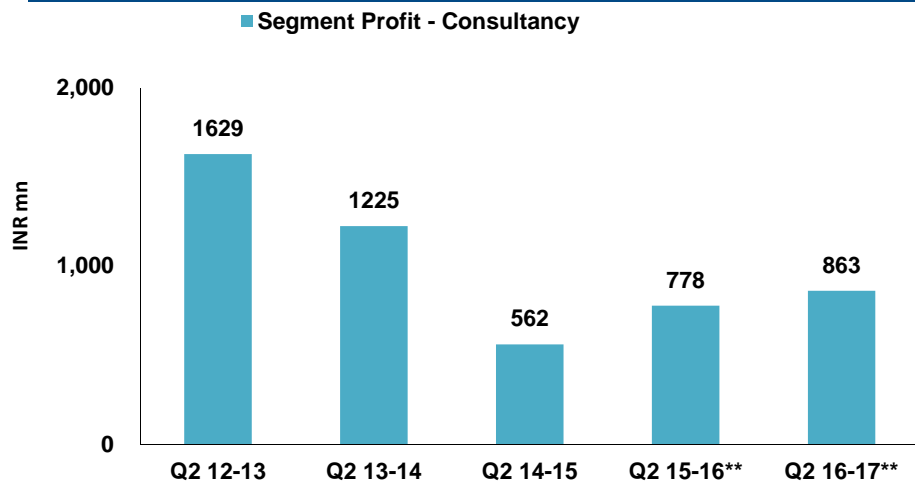


## Total Income

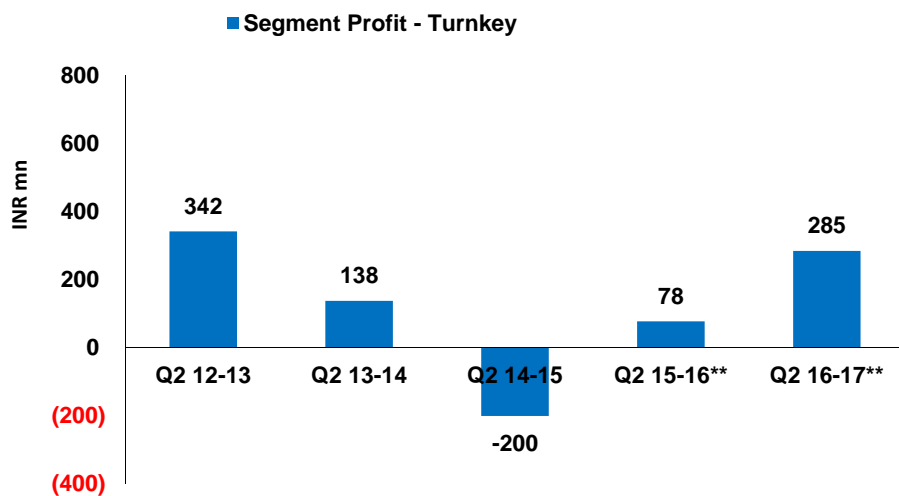




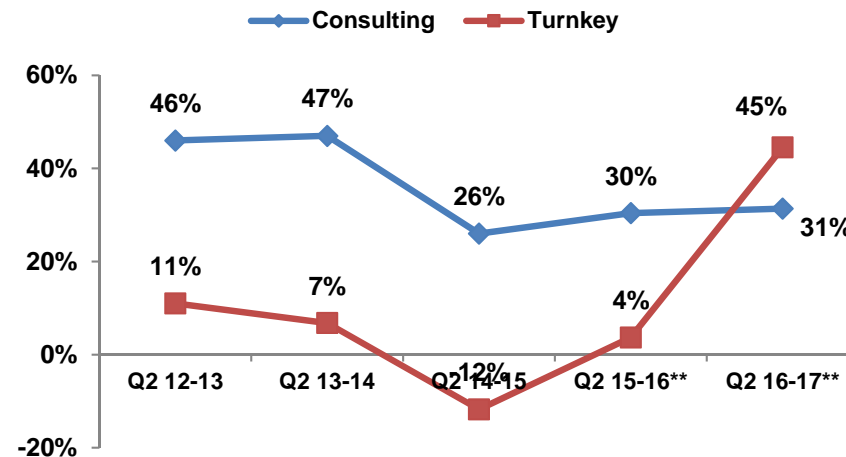
## Segment Profit - Consultancy



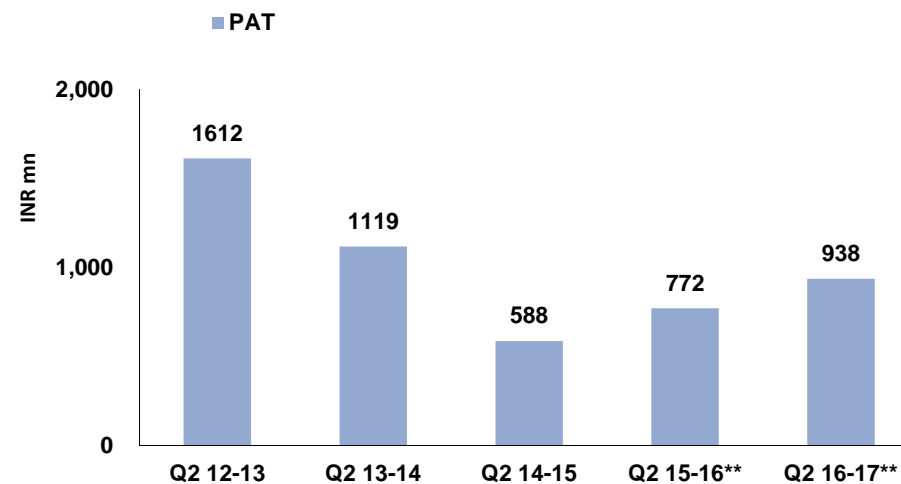
## Segment Profit - Turnkey



## Segment Profit %



## PAT



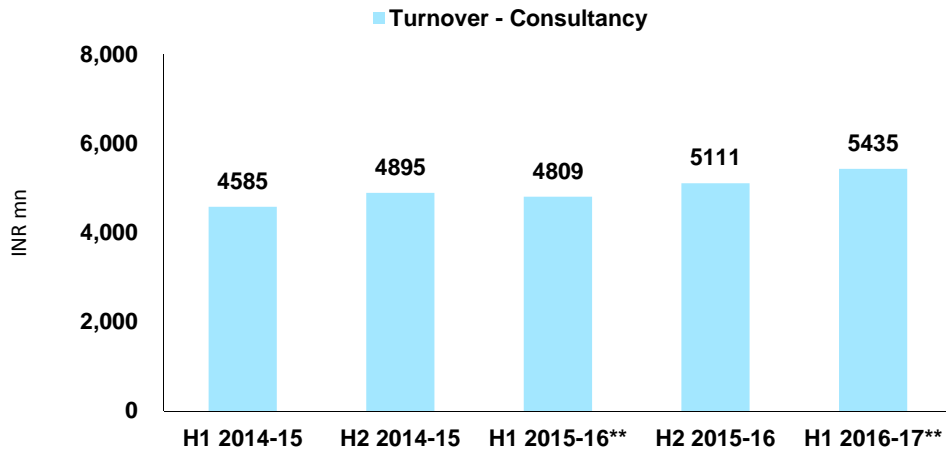
Note: All figures have been taken on a standalone for EIL

\*\* Figures as per IND AS

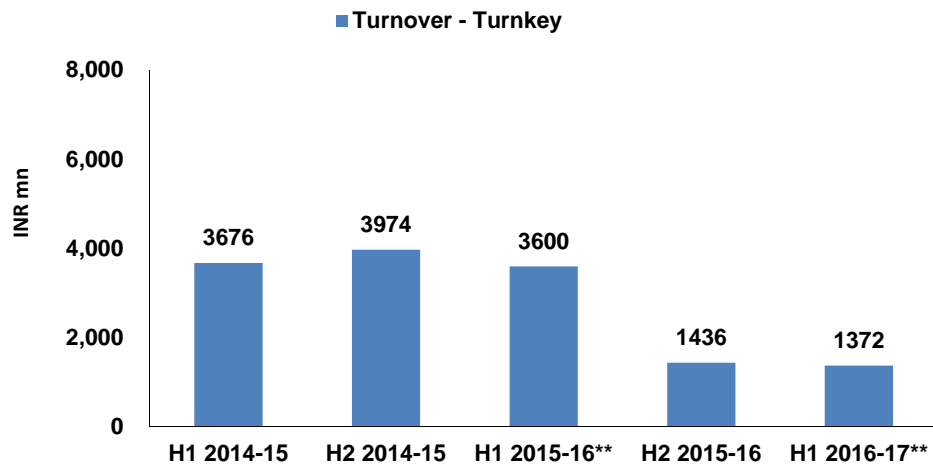




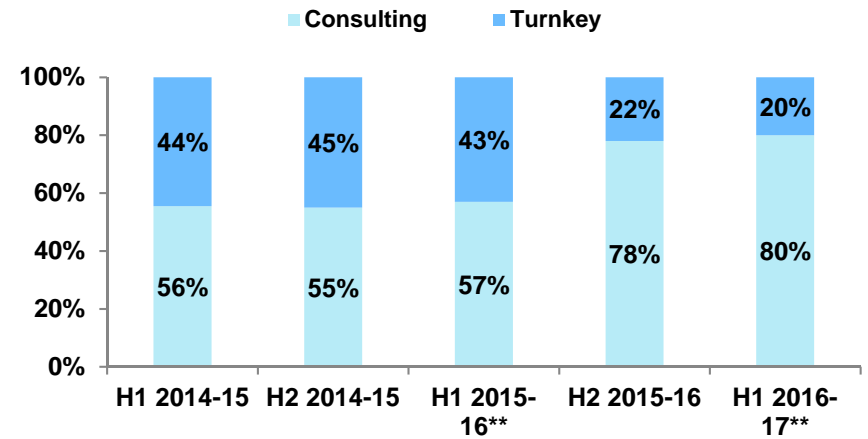
## Turnover - Consultancy



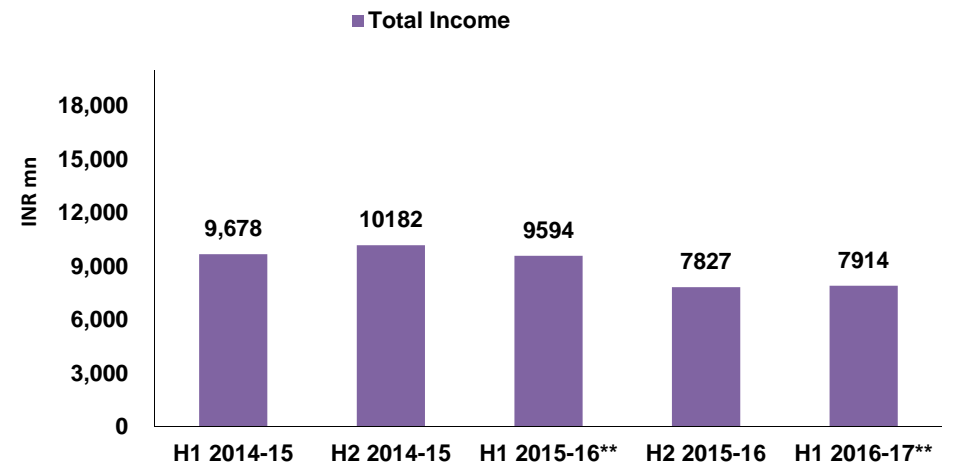
## Turnover - Turnkey



## Turnover Mix (Consultancy Vs Turnkey)



## Total Income

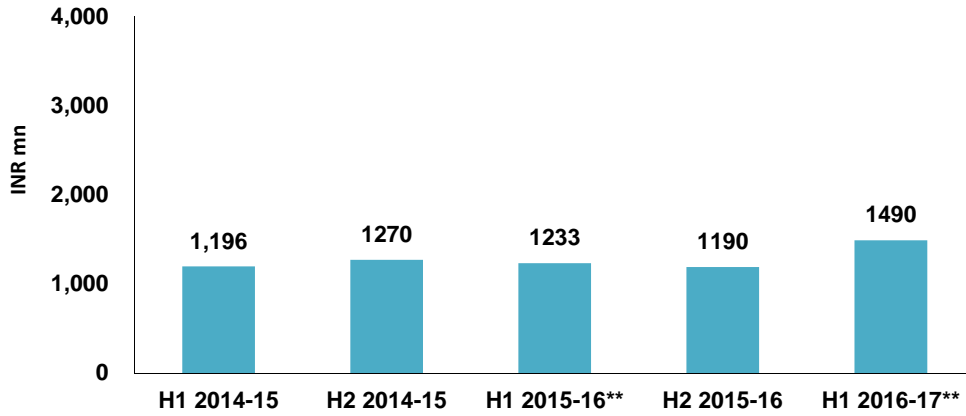


Note: All figures have been taken on standalone basis for EIL  
 \*\* Figures as per IND AS

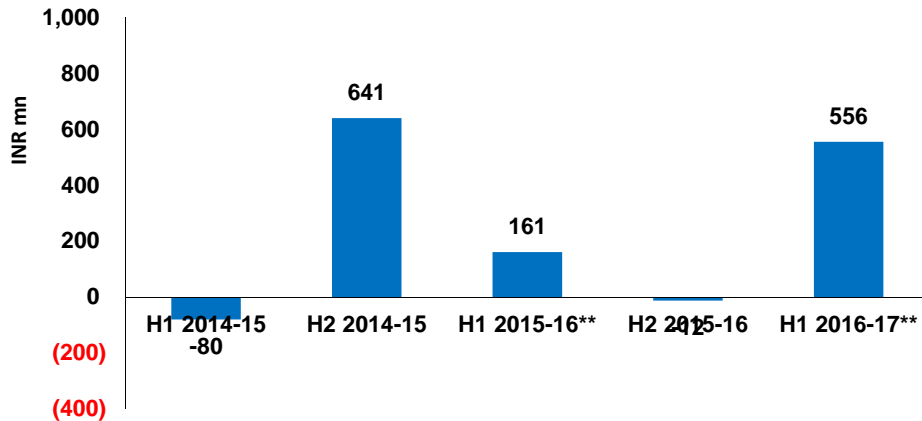
# H1 FY 16-17 : Half Yearly Performance - Standalone



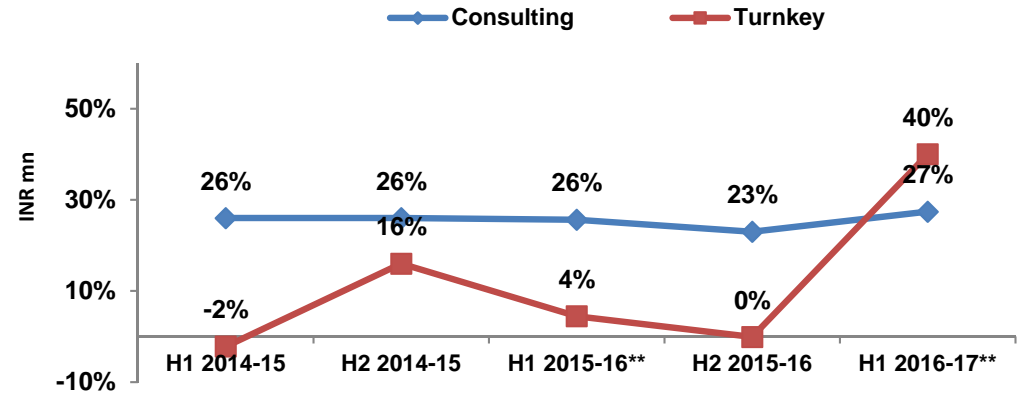
## Segment Profit - Consultancy



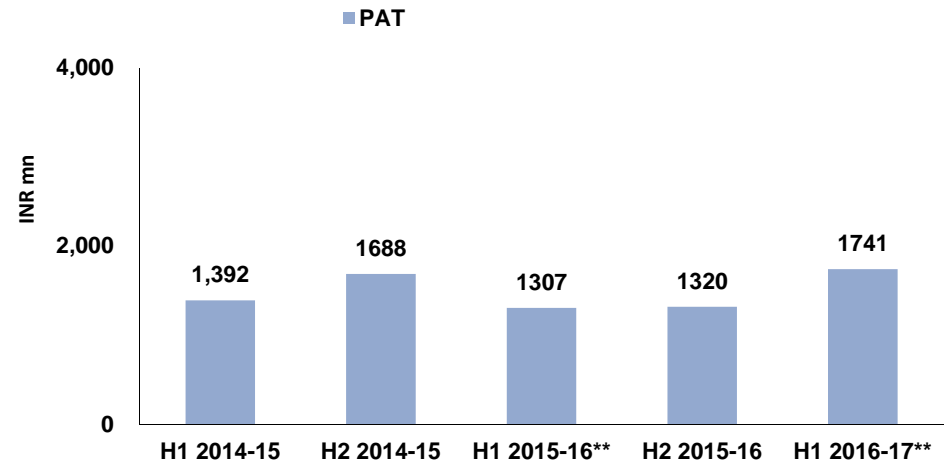
## Segment Profit - Turnkey



## Segment Profit %



## PAT



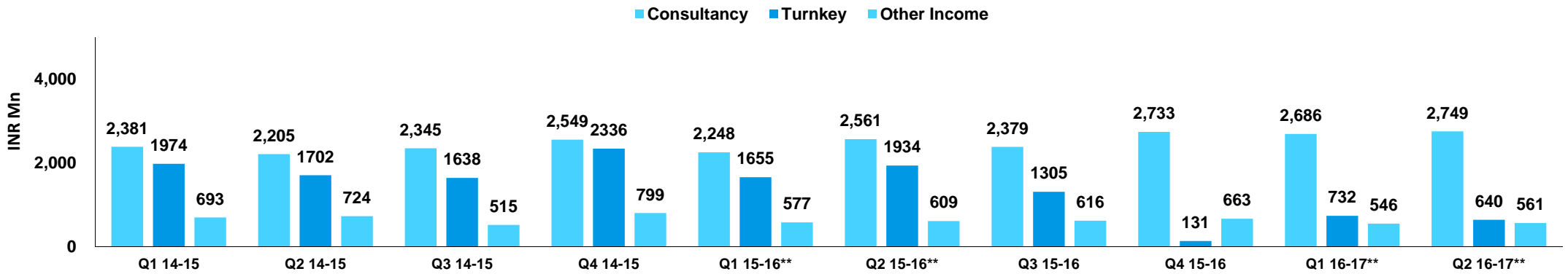
Note: All figures have been taken on a standalone for EIL

\*\* Figures as per IND AS

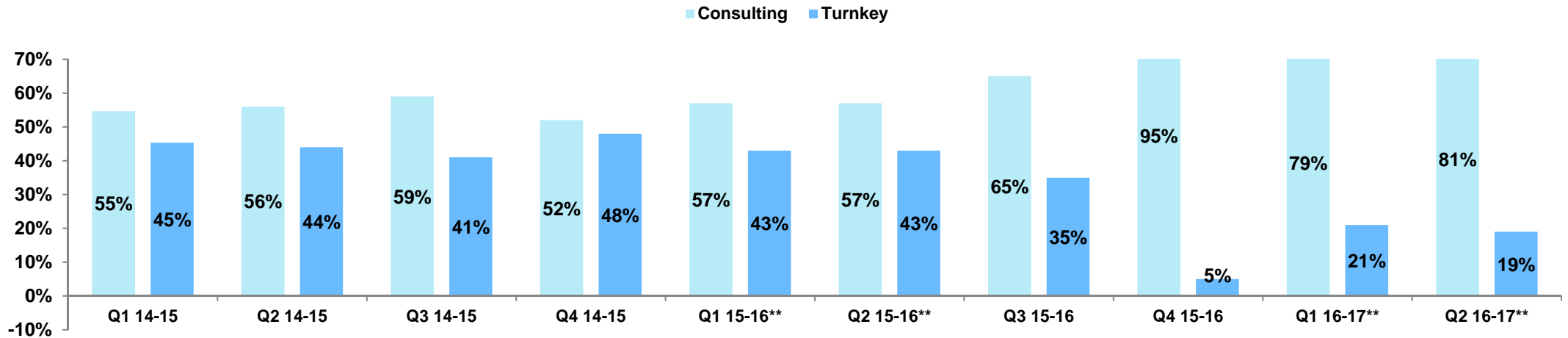
# Quarterly Performance Track Record - Standalone



## Total Income



## Revenue Mix (Consultancy Vs Turnkey)

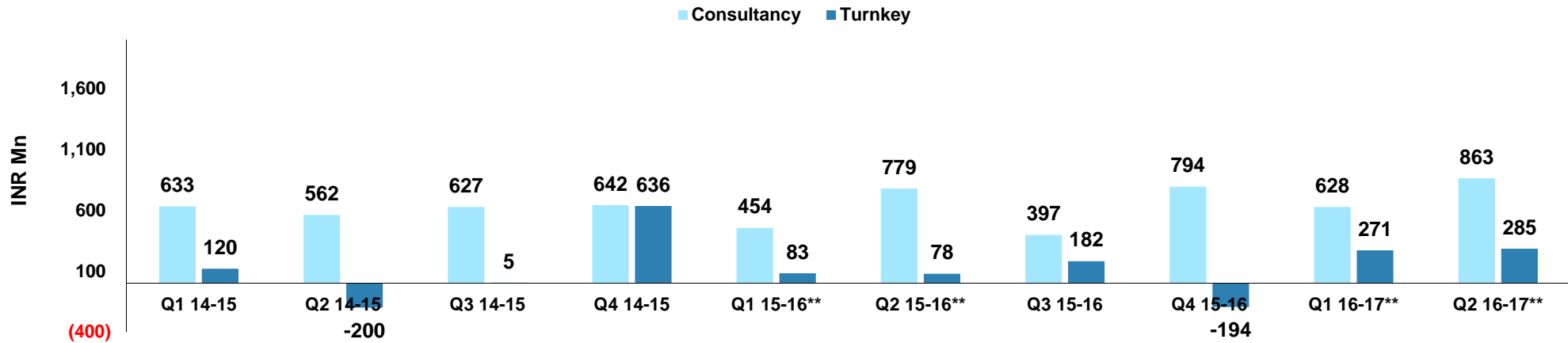


Note: All figures have been taken on a standalone for EIL

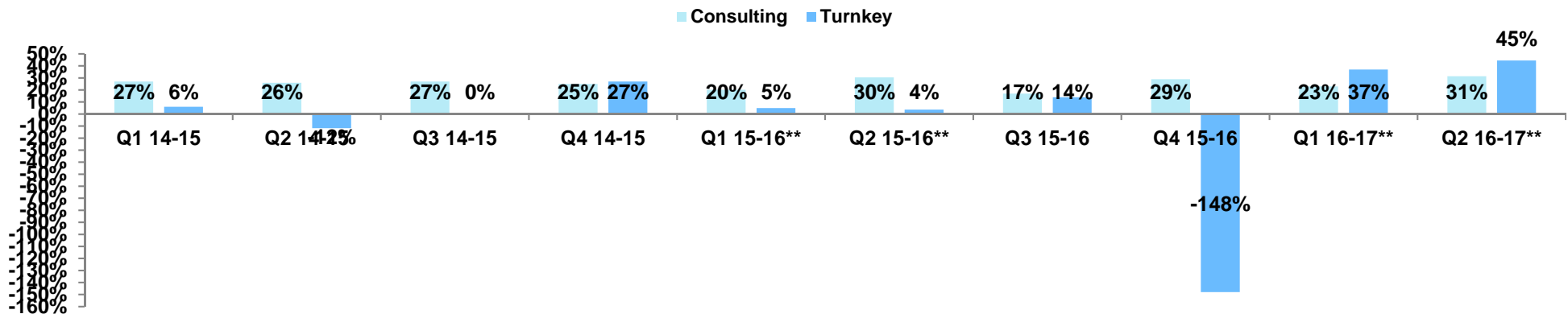
\*\* Figures as per IND AS



## 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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## Business Secured and Order Book

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## Q2 & H1 FY 16-17 : Business Secured and Order Book – Standalone



Rs Mn

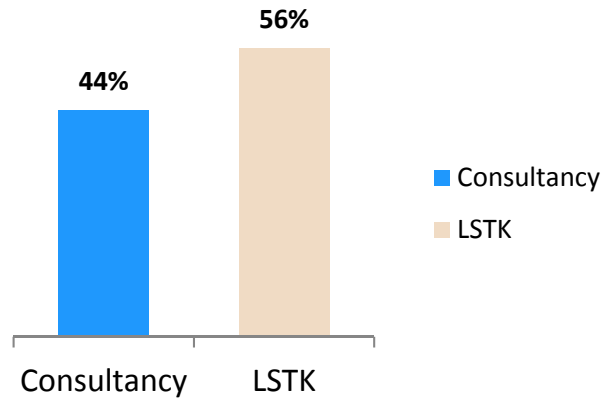
Business Secured	H1 16-17	Q2 16-17	Q1 16-17	Q1 15-16	Q2 15-16	Q3 15-16	Q4 15-16
Consultancy (domestic)	8433	1398	7035	2,738	978	1954	4231
Consultancy (overseas)*	1441	102	1339	2,187	318	15	1337
Consultancy Total	9874	1500	8374	4,925	1,296	1969	5,568
Turnkey	12660	0	12660	0	0	0	2,200
Total Business secured	22534	1500	21034	4,925	1,296	1969	7,768

Rs Mn

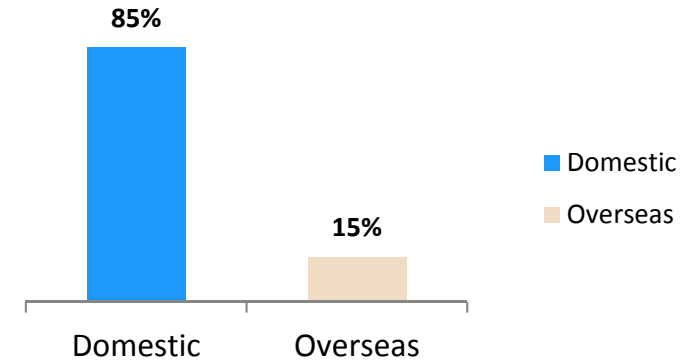
Order Book (Cumulative)	H1 16-17	Q1 16 -17	FY 15-16	FY 14-15	FY 13-14	FY 12-13	FY 11-12
Consultancy *	32500	35,750	30,100	24,543	15,717	21,012	20,062
Turnkey	18460	18,920	7,786	11,866	13,391	12,163	25,421
Total Order Book	50960	54,670	37,887	36,409	29,108	33,175	45,483
Consultancy %	64%	65%	79%	67%	54%	63%	44%
Turnkey %	36%	35%	21%	33%	46%	37%	56%

Note : Data on unconsolidated basis

### Consultancy Vs LSTK



### Consultancy Domestic Vs Overseas

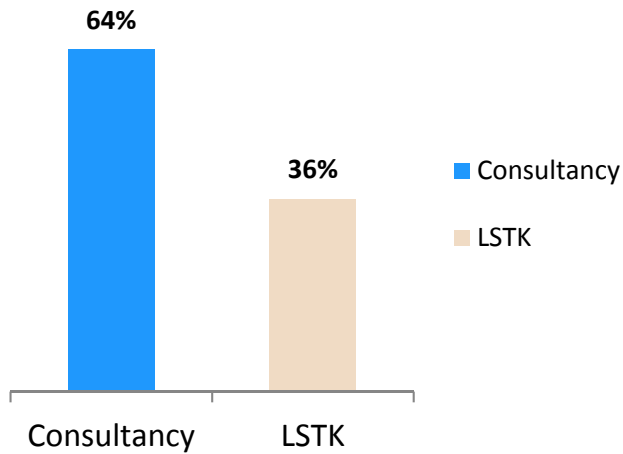


Most of the orders have been secured in the Hydrocarbon sector

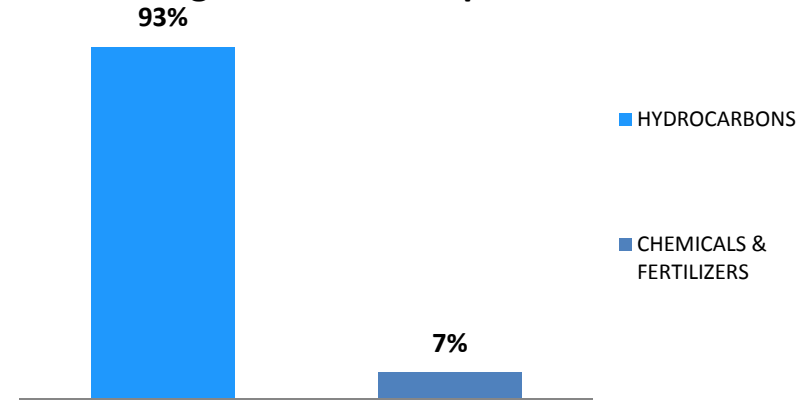
Note : Data on unconsolidated basis



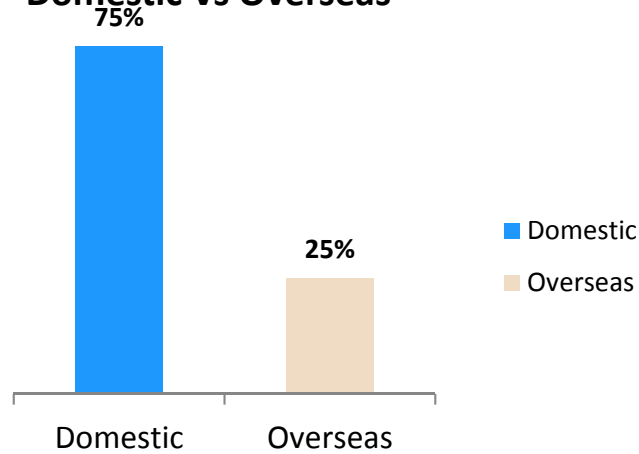
### Consultancy Vs LSTK



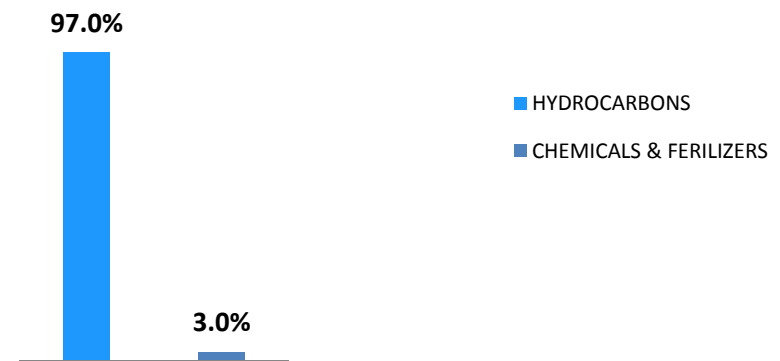
### Consultancy Segmental Break up



### Consultancy Domestic Vs Overseas







### LSTK Segmental Break up



Note : Data on unconsolidated basis



**Q2 FY 16-17**

Domestic					
	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
CONSULTANCY	 <b>PMC/ EPCM services for Mumbai Refinery Expansion Project (MREP)</b>	Hindustan Petroleum Corporation Limited)	745	Q2, FY16 -17	Q2 FY19-20
	 <b>Consultancy Services for Licensor Selection and Preparation of DFR for HMEL Petrochemical Complex at Bhatinda</b>	HPCL-Mittal Energy Limited	140	Q2, FY16 -17	Q3, FY16-17
	 <b>PMC for Dahej Expansion Phase-IIIB1 Project at Dahej LNG Terminal for Regas Facilities</b>	Petronet LNG Limited	132	Q2, FY16 -17	Q3, FY19-20
	 <b>Energy Efficiency Improvement Study of 15 PSU Refineries</b>	Centre for High Technology	129	Q2, FY16 -17	Q2, FY17-18

# Q2 & H1 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



## 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	2008-09
Consultancy	2278	2279	4,920	5,646	5,255	4,965	4,255
Turnkey	122	560	403	1,275	2,452	1,958	920
Consultancy %	23%	24%	44%	46%	44%	44%	40%
Turnkey %	2%	7%	6%	10%	10%	12%	10%

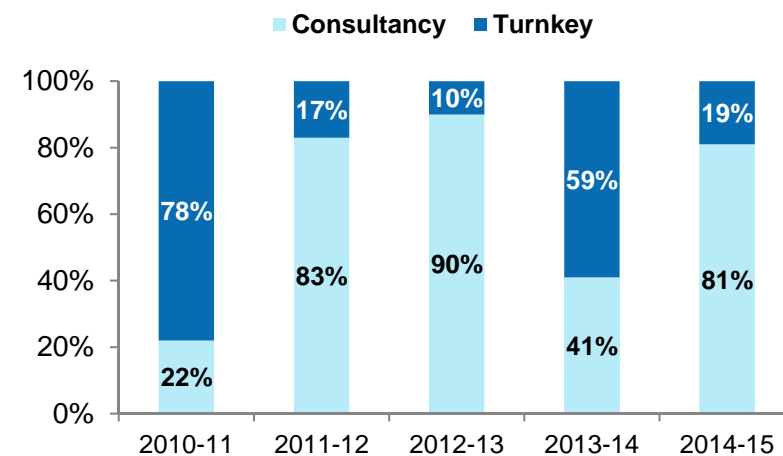
PAT	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2008-09
PAT	2583	3080	4798	6286	6363	5225	4356
PAT %	17%	18%	26%	25%	17%	19%	22%

# Annual Business Secured and Order Book – Standalone



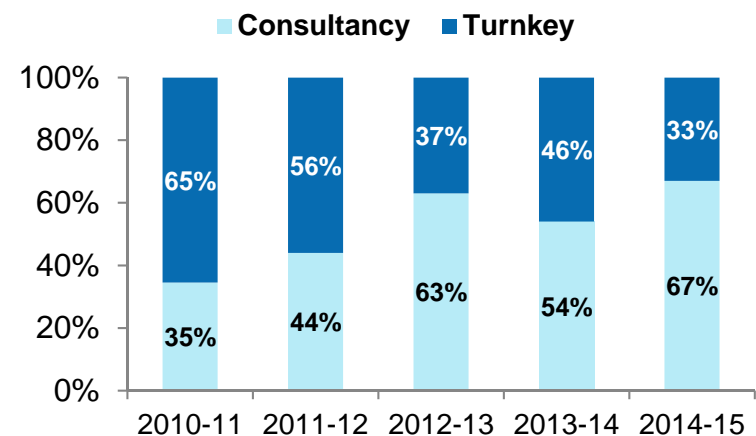
Rs Mn

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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