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इंजीनियर्स  
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS  
INDIA LIMITED  
(A Govt. of India Undertaking)

## Investor Presentation

### 3rd Quarter Results : FY 16-17

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10<sup>th</sup> February 2017

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## Financial Performance – Q3 and 9 Monthly

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# Q3 FY 16-17 : Quarterly Performance Summary - Standalone



Rs Mn

| TURNOVER6              | Q3 16-17** | Q2 16-17** | Q1 16-17** | Q1 15-16** | Q2 15-16** | Q3 15-16** | Q4 15-16 |
|------------------------|------------|------------|------------|------------|------------|------------|----------|
| Consultancy – Domestic | 2081.3     | 1981.3     | 1674.6     | 1,620.3    | 1,634.7    | 1497.0     | 1876.3   |
| Consultancy - Overseas | 625.2      | 767.9      | 1011.6     | 628.0      | 925.8      | 881.5      | 857.0    |
| Consultancy Total      | 2706.5     | 2749.2     | 2686.2     | 2,248.3    | 2,560.5    | 2378.5     | 2733.3   |
| Turnkey                | 543.6      | 639.7      | 732.0      | 1,665.6    | 1,933.9    | 1305.2     | 130.9    |
| Consultancy + Turnkey  | 3250.1     | 3388.9     | 3418.2     | 3,913.9    | 4494.4     | 3,683.7    | 2864.2   |
| Other Income           | 558.6      | 561.0      | 545.9      | 577.3      | 608.9      | 611.9      | 662.9    |
| Total Income           | 3808.7     | 3949.9     | 3,964.1    | 4,491.2    | 5103.3     | 4,295.6    | 3527.1   |

| SEGMENT PROFIT | Q3 16-17 | Q2 16-17** | Q1 16-17** | Q1 15-16** | Q2 15-16** | Q3 15-16** | Q4 15-16 |
|----------------|----------|------------|------------|------------|------------|------------|----------|
| Consultancy    | 797.0    | 862.6      | 627.7      | 454.4      | 778.5      | 463.7      | 793.6    |
| Turnkey        | 154.6    | 284.7      | 271.0      | 82.9       | 77.9       | 209.3      | (194.1)  |
| Total          | 951.6    | 1147.3     | 898.7      | 537.4      | 856.4      | 673.0      | 599.4    |

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

# 9M FY 16-17 : Nine Monthly Performance Summary - Standalone



Rs Mn

| TURNOVER               | 9M 16-17** | 9M 15-16** | 9M 14-15 |
|------------------------|------------|------------|----------|
| Consultancy – Domestic | 5737.1     | 4751.9     | 5,460.2  |
| Consultancy - Overseas | 2404.7     | 2435.3     | 1,470.1  |
| Consultancy Total      | 8141.8     | 7,187.2    | 6,930.3  |
| Turnkey                | 1915.3     | 4,904.7    | 5,314.3  |
| Consultancy + Turnkey  | 10057.1    | 1,2091.9   | 12,244.6 |
| Other Income           | 1665.5     | 1,798.1    | 1,932.0  |
| Total Income           | 11722.6    | 1,3890.0   | 14,176.6 |

| SEGMENT PROFIT8 | 9M 16-17** | 9M 15-16** | 9M 14-15 |
|-----------------|------------|------------|----------|
| Consultancy     | 2287.3     | 1696.6     | 1822.9   |
| Turnkey         | 710.3      | 370.1      | (75.3)   |
| Total           | 2997.6     | 2066.7     | 1747.6   |

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

## Q3 & 9M FY 16-17 : Performance Summary - Standalone



*Rs Mn*

|      | <b>Q3 16-17**</b> | Q2 16-17** | Q1 16-17** | Q1 15-16** | Q2 15-16** | Q3 15-16** | Q4 15-16 |
|------|-------------------|------------|------------|------------|------------|------------|----------|
| PBT  | <b>1308.12</b>    | 1445.04    | 1225.38    | 836.49     | 1205.70    | 1040.1     | 997.36   |
| PAT  | <b>849.90</b>     | 937.54     | 803.04     | 535.14     | 772.10     | 676.7      | 699.19   |
| EPS# | <b>1.26</b>       | 1.39       | 1.19       | 0.80       | 1.15       | 1.00       | 1.04     |

*Rs Mn*

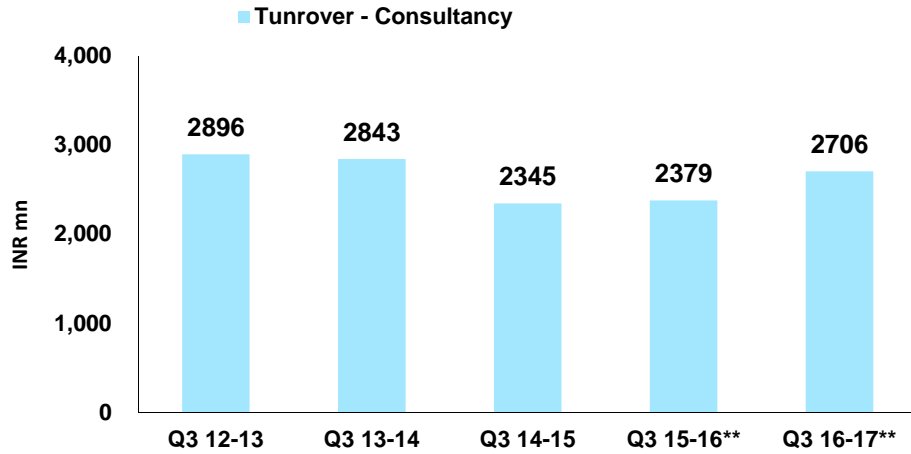
|      | <b>9M 16-17**</b> | 9M 15-16** | 9M 14-15 |
|------|-------------------|------------|----------|
| PBT  | <b>3978.6</b>     | 3082.3     | 2,990.7  |
| PAT  | <b>2590.5</b>     | 1983.9     | 1,991.1  |
| EPS# | <b>3.84</b>       | 2.94       | 2.96     |

- Note: All figures are on standalone basis
- \*\* Figures as per IND AS
- # Post Allotment of Bonus Shares in Ratio of 1:1

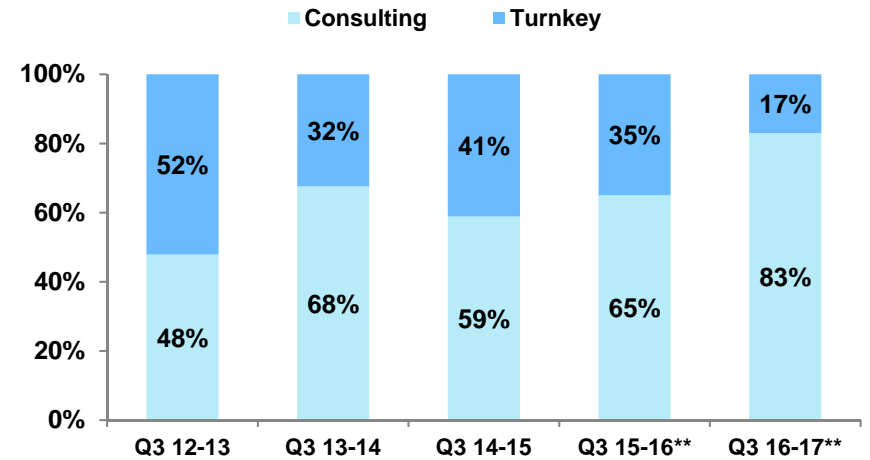
# Q3 FY 16-17 : Quarterly Performance - Standalone



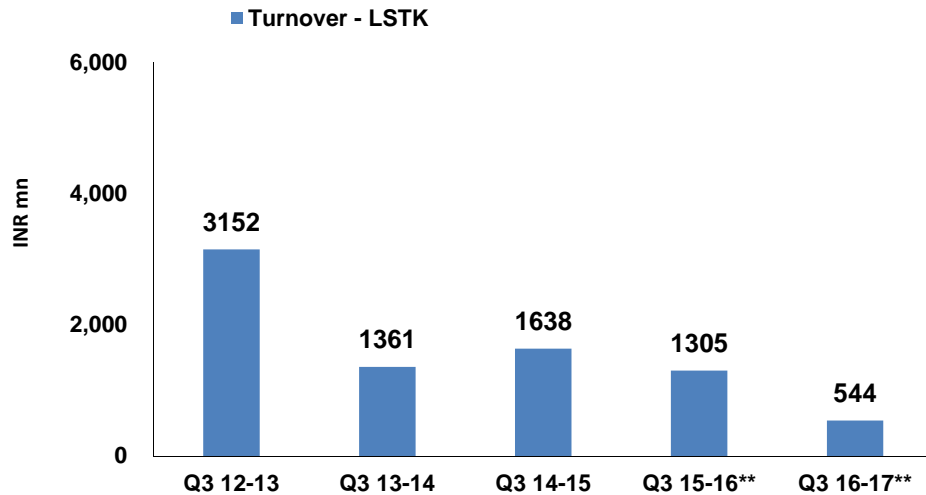
## Turnover - Consultancy



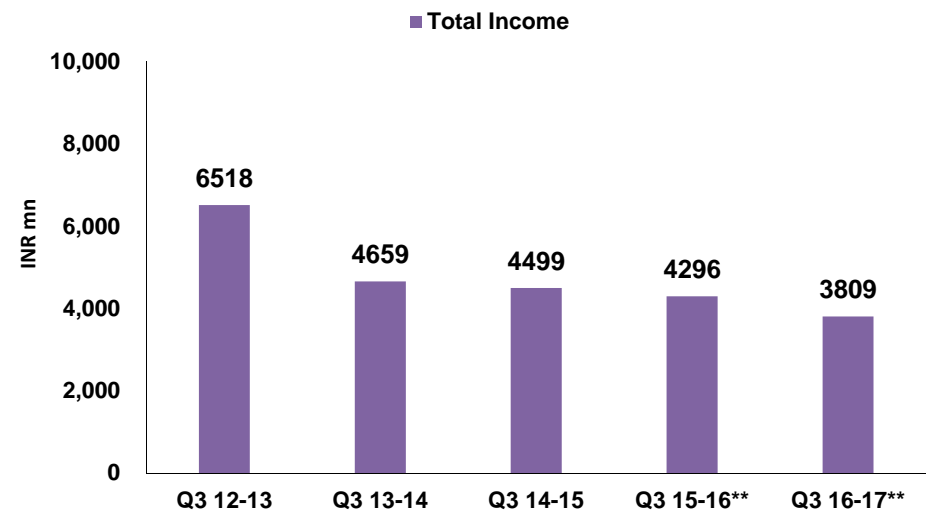
## Turnover Mix (Consultancy Vs Turnkey)



## Turnover - Turnkey



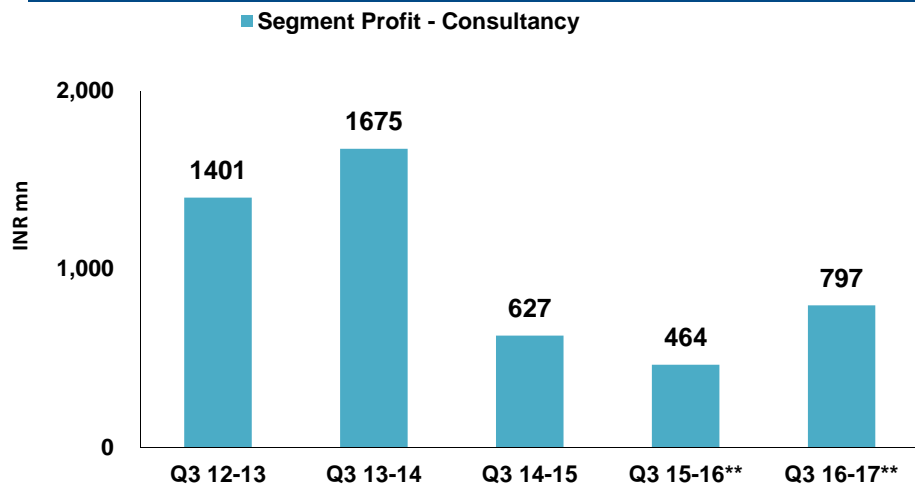
## Total Income



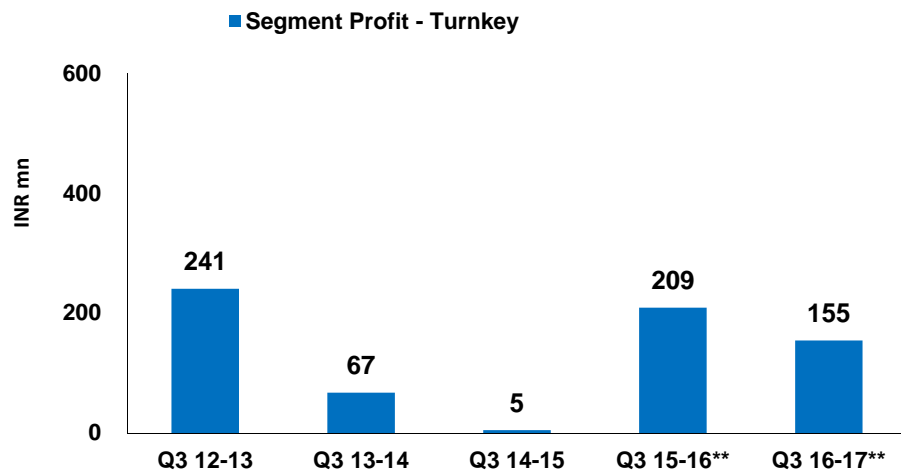
Note: All figures have been taken on standalone basis for EIL  
 \*\* Figures as per IND AS



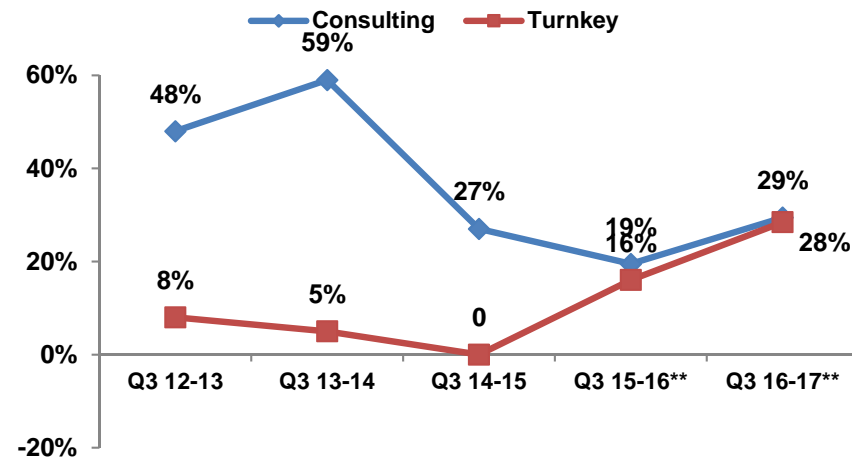
## Segment Profit - Consultancy



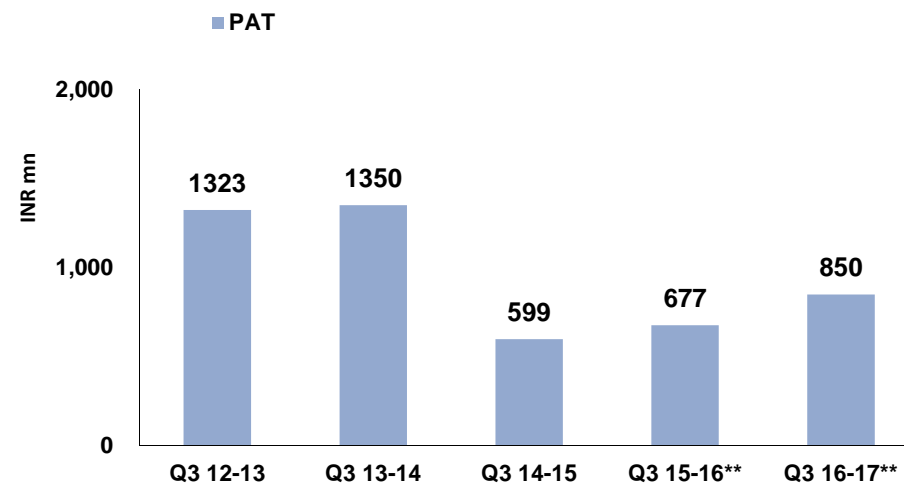
## Segment Profit - Turnkey



## Segment Profit %



## PAT



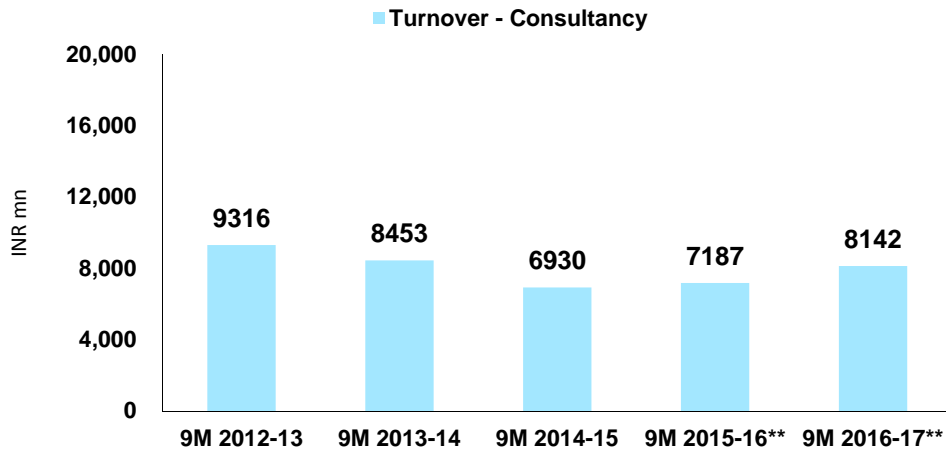
Note: All figures have been taken on a standalone for EIL

\*\* Figures as per IND AS

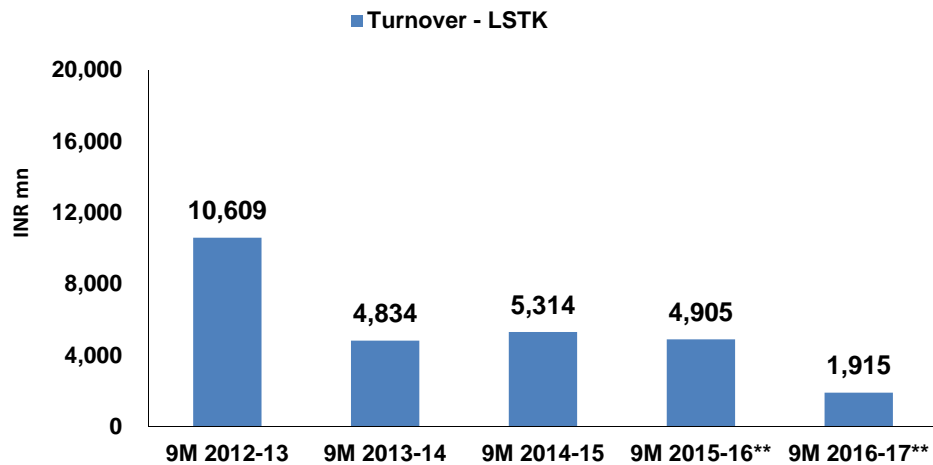




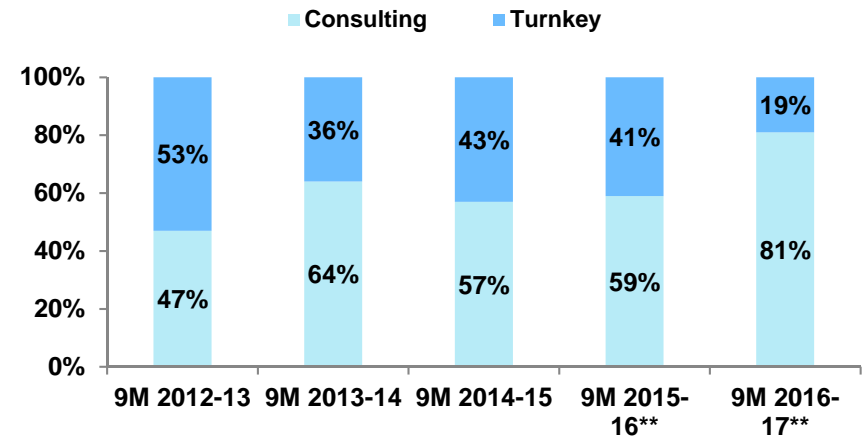
## Turnover - Consultancy



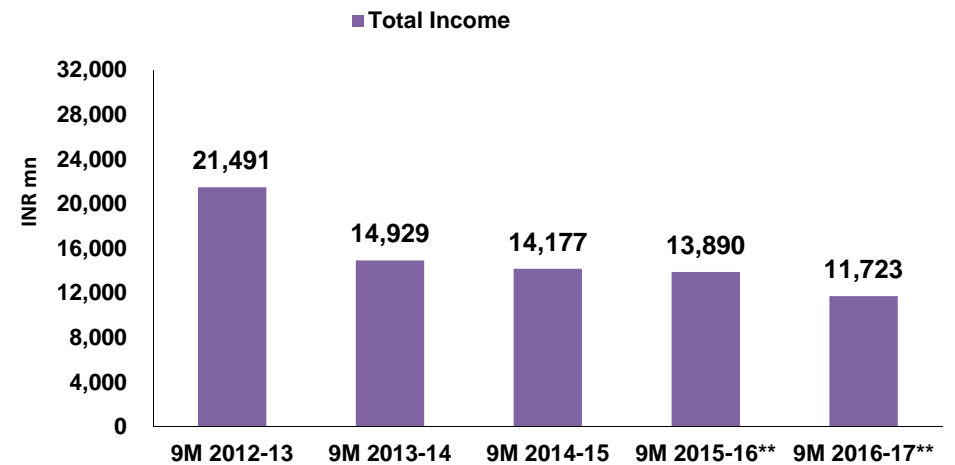
## Turnover - Turnkey



## Turnover Mix (Consultancy Vs Turnkey)



## Total Income



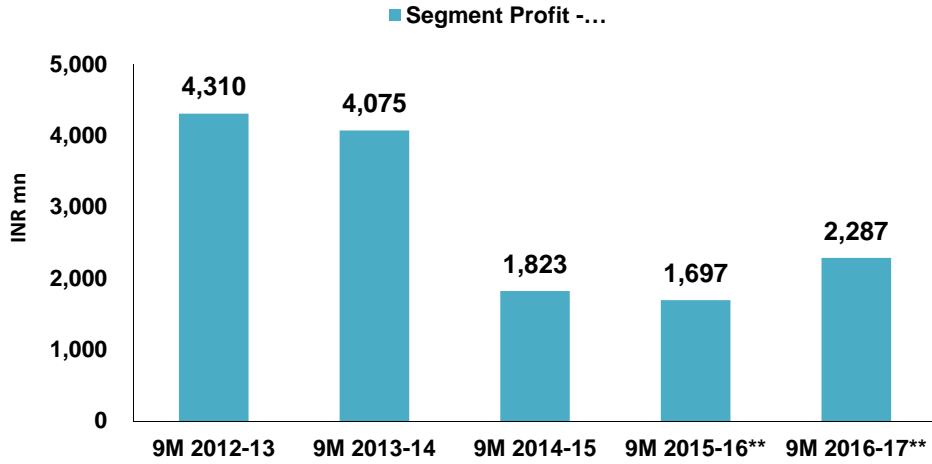
Note: All figures have been taken on standalone basis for EIL

\*\* Figures as per IND AS

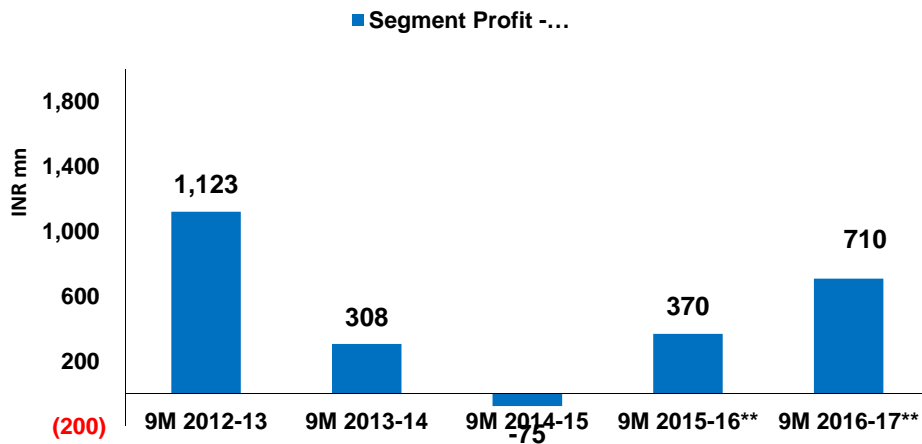
# 9M FY 16-17 : Nine Monthly Performance - Standalone



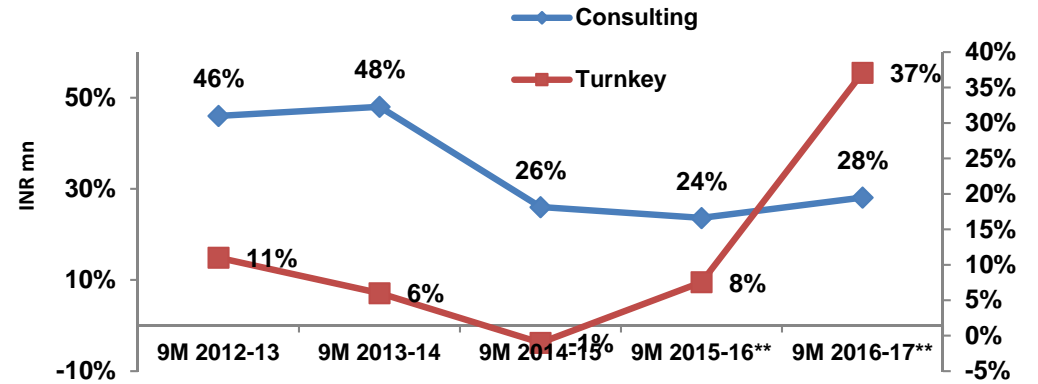
## Segment Profit - Consultancy



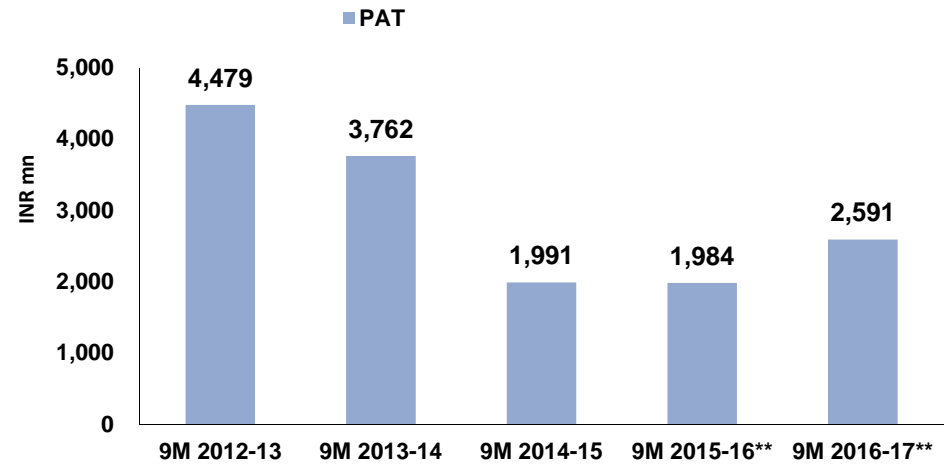
## Segment Profit - Turnkey



## Segment Profit %



## PAT



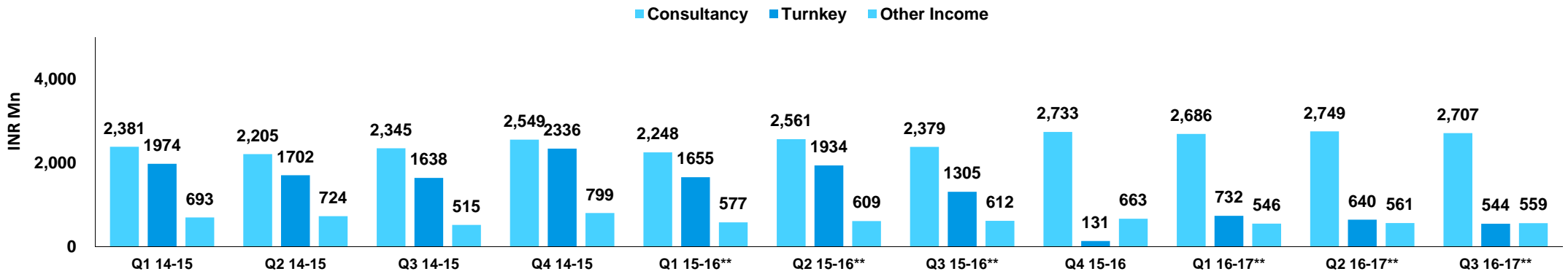
Note: All figures have been taken on a standalone for EIL

\*\* Figures as per IND AS

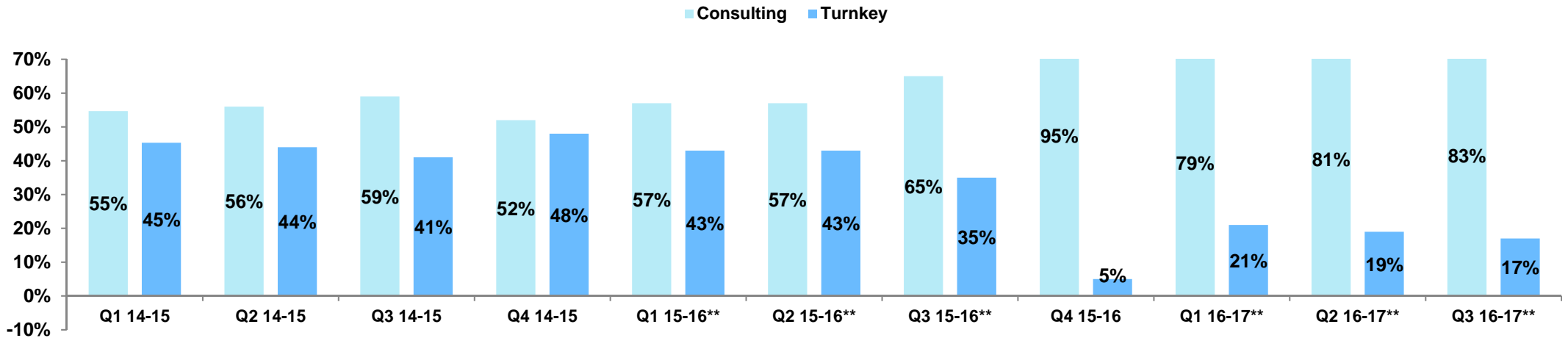
# Quarterly Performance Track Record - Standalone



## Total Income



## Revenue Mix (Consultancy Vs Turnkey)

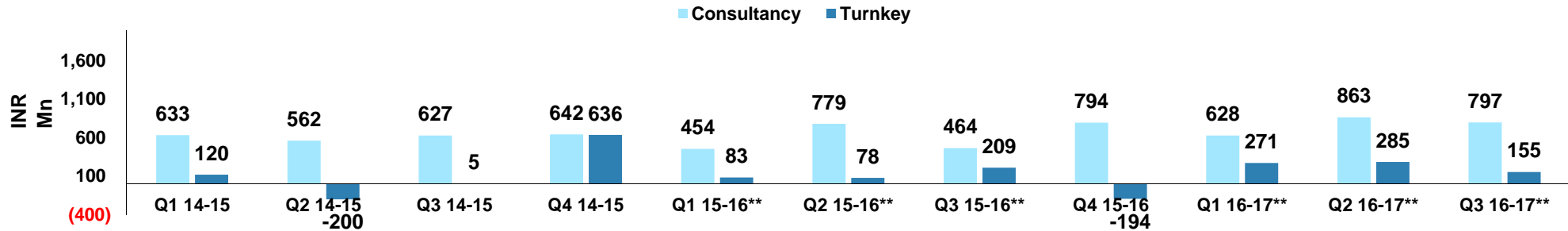


Note: All figures have been taken on a standalone for EIL

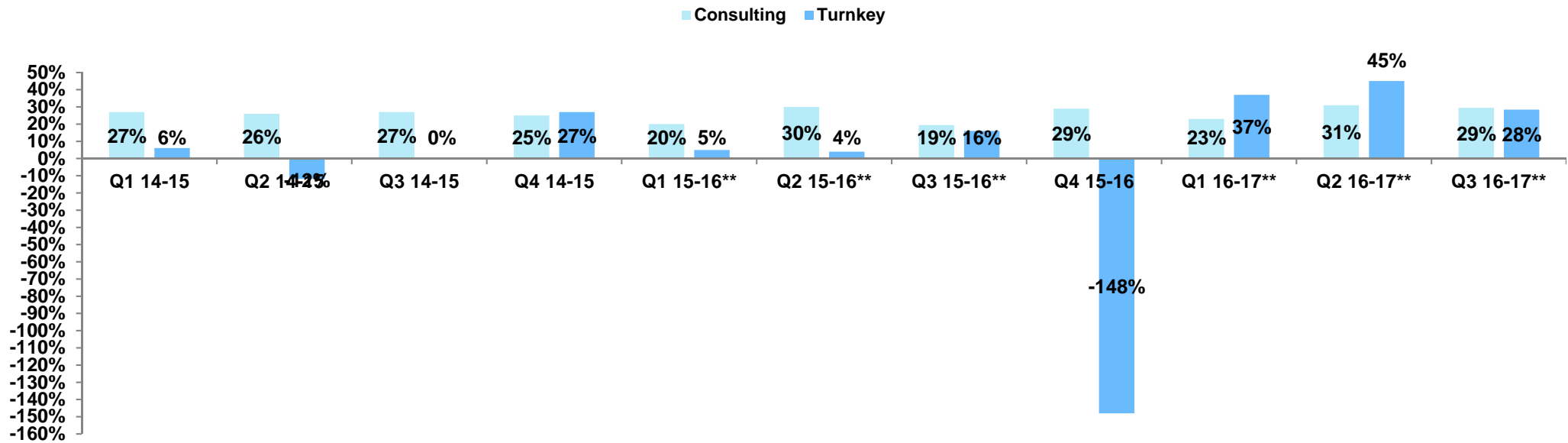
\*\* Figures as per IND AS



## 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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## Q3 & 9M FY 16-17 : Business Secured and Order Book – Standalone



Rs Mn

| Business Secured       | 9M 16-17 | Q3 16-17 | Q2 16-17 | Q1 16-17 | Q1 15-16 | Q2 15-16 | Q3 15-16 | Q4 15-16 |
|------------------------|----------|----------|----------|----------|----------|----------|----------|----------|
| Consultancy (domestic) | 10,530   | 2,097    | 1,398    | 7,035    | 2,737    | 977      | 1,953    | 4,231    |
| Consultancy (overseas) | 2,053    | 612      | 102      | 1,339    | 2,187    | 318      | 18       | 1,337    |
| Consultancy Total      | 12,583   | 2,709    | 1,500    | 8,374    | 4,924    | 1,295    | 1,971    | 5,568    |
| Turnkey                | 12,660   | 0        | 0        | 12,660   | 0        | 0        | 0        | 2,200    |
| Total Business secured | 25,243   | 2,709    | 1,500    | 21,034   | 4,924    | 1,295    | 1,971    | 7,768    |

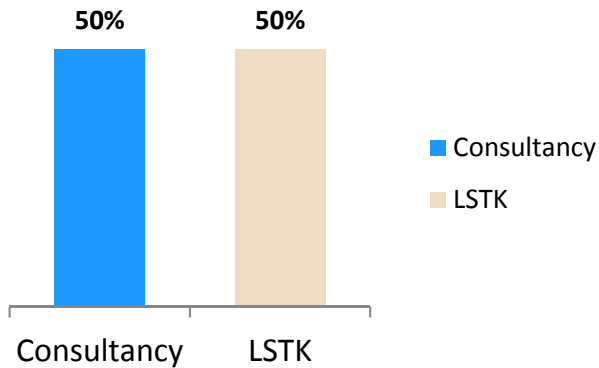
Rs Mn

| Order Book (Cumulative) | Q3 & 9M 16-17 | Q2 & H1 16-17 | Q1 16 - 17 | FY 15-16 | FY 14-15 | FY 13-14 | FY 12-13 | FY 11-12 |
|-------------------------|---------------|---------------|------------|----------|----------|----------|----------|----------|
| Consultancy             | 33220         | 32500         | 35,750     | 30,100   | 24,543   | 15,717   | 21,012   | 20,062   |
| Turnkey                 | 17940         | 18460         | 18,920     | 7,786    | 11,866   | 13,391   | 12,163   | 25,421   |
| Total Order Book        | 51160         | 50960         | 54,670     | 37,887   | 36,409   | 29,108   | 33,175   | 45,483   |
| Consultancy %           | 65%           | 64%           | 65%        | 79%      | 67%      | 54%      | 63%      | 44%      |
| Turnkey %               | 35%           | 36%           | 35%        | 21%      | 33%      | 46%      | 37%      | 56%      |

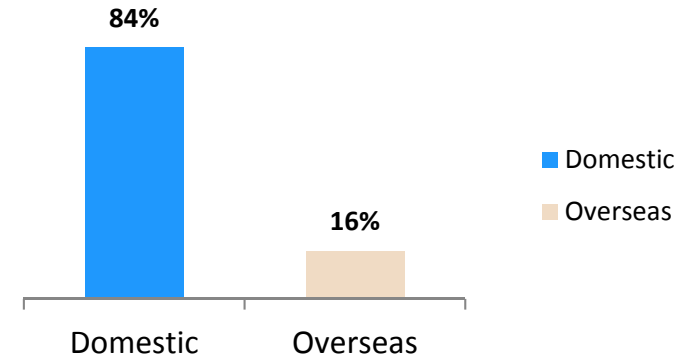
Note : Data on unconsolidated basis



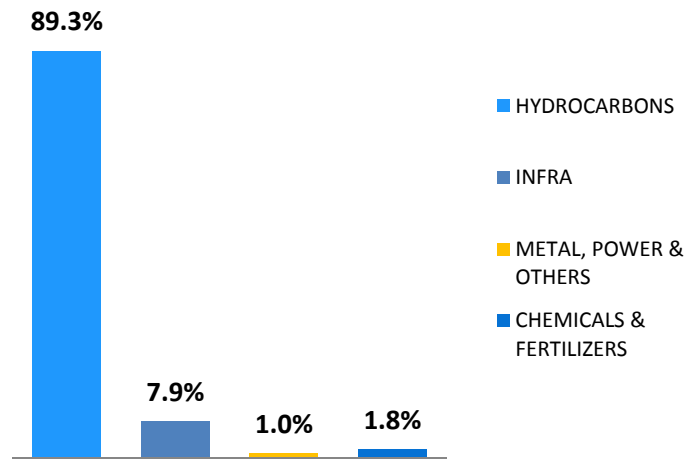
### Consultancy Vs LSTK



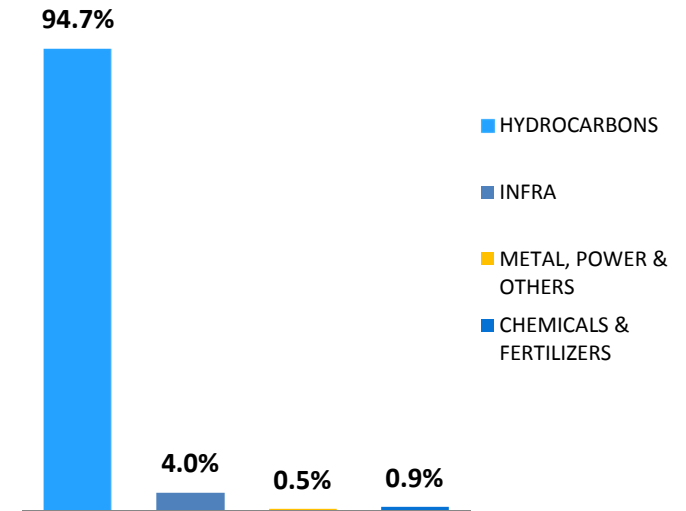
### Consultancy Domestic Vs Overseas



### Consultancy Segmental Break up



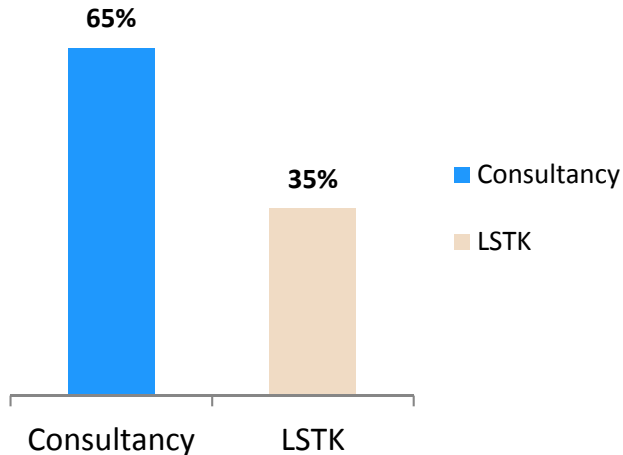
### Total Orders Segmental Break up



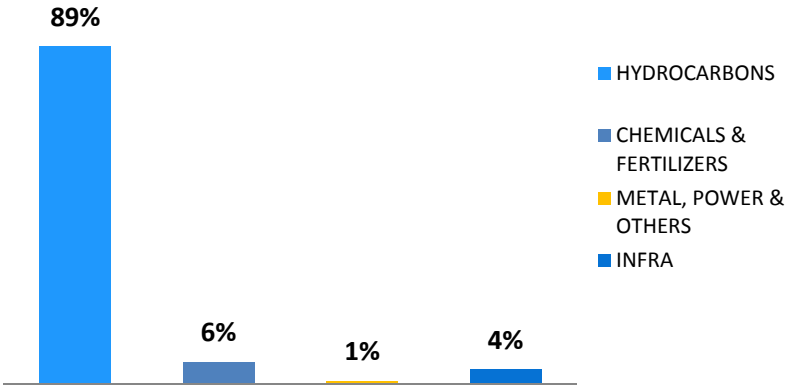
Note : Data on unconsolidated basis



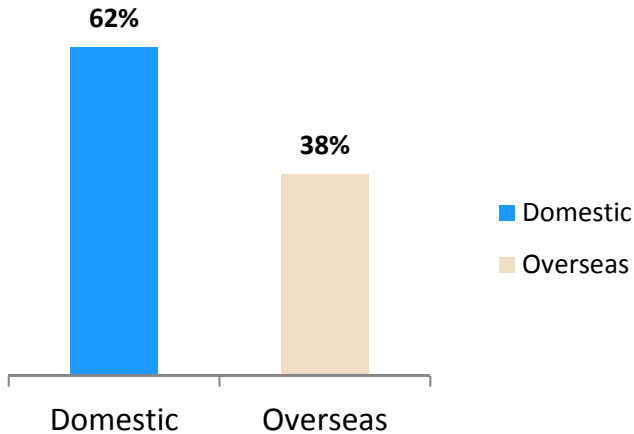
### Consultancy Vs LSTK



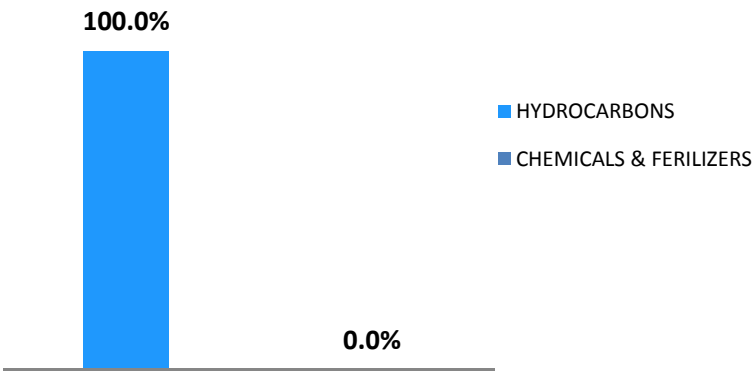
### Consultancy Segmental Break up



### Consultancy Domestic Vs Overseas







### LSTK Segmental Break up







Note : Data on unconsolidated basis



**Q3 FY 16-17**

| Domestic    |   |  |   |            |                 |              |
|-------------|---|--|---|------------|-----------------|--------------|
|             | Project scope   | Client   | Contract Value (Rs. Million)                      | Award Date | Completion Date |              |
| CONSULTANCY |    | EPCM Services for BS-VI Fuel Quality Project   | HPCL-Mittal Energy Limited                        | 880        | Q3, FY16 -17    | Q1, FY19-20  |
|             |    | EPCM services for enhancement of Pumping capacity of Barauni -Bongaigaon sector in Naharkatiya-Barauni crude oil pipeline upgradation project (Phase-II) | Oil India Limited                                 | 350        | Q3, FY16 -17    | Q1, FY 20-21 |
|             |    | PMC services for 36"x357 Km Vijaipur-Auraiya Pipeline  | GAIL (India) Limited                              | 292        | Q3, FY16 -17    | Q3, FY18-19  |
| Overseas    |   |  |   |            |                 |              |
|             |  | Basic and Detailed Engineering for East West Offshore Gas Gathering Station (EWOGGS) Project   | First Exploration & Petroleum Development Company | 450        | Q3, FY16 -17    | Q1, FY18-19  |

**Q2 FY 16-17**

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

**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                             | 12450                        | 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    |

TURN KEY

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%     |

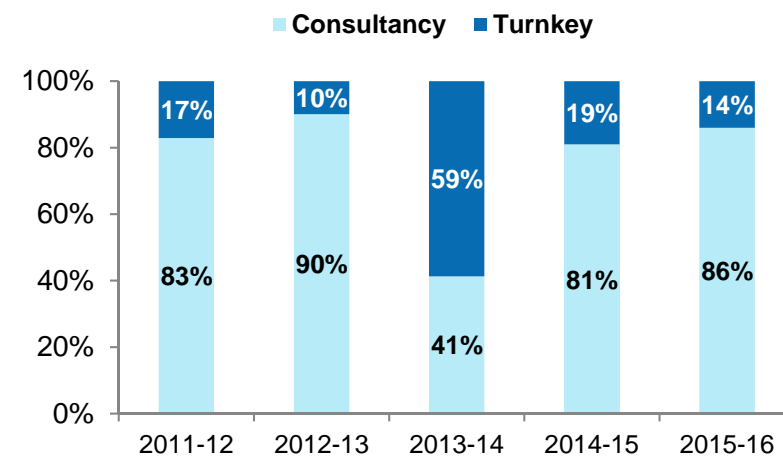
\* Note: All figures are on standalone basis and rounded off to nearest digit

# Business Secured and Order Book – Standalone



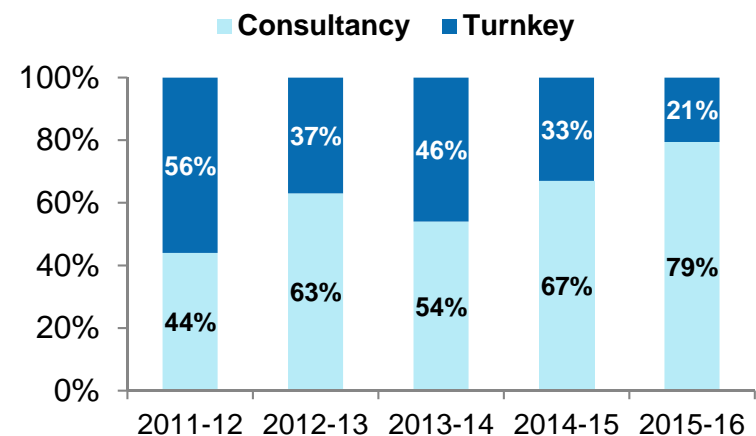
Rs Mn

| 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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