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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 17-18

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9<sup>th</sup> Aug, 2017



*Page #*

1

Quarterly Financial Performance

3

2

Quarterly Business Secured and Order Book

9

3

Annual Performance Summary

14



1

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## Quarterly Financial Performance

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# Q1 FY 17-18 Performance Summary - Standalone



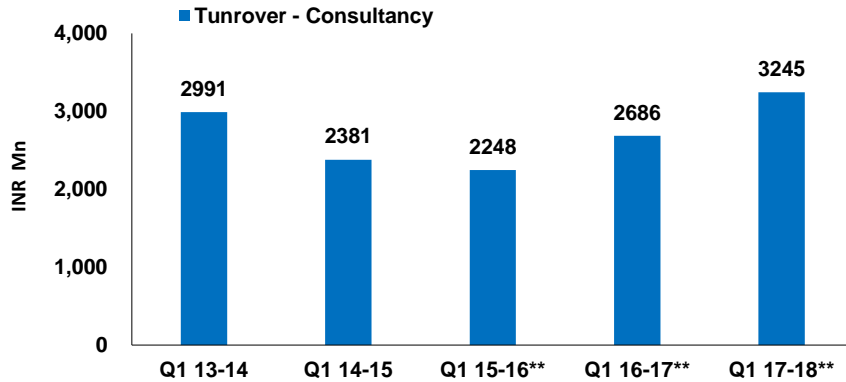
Standalone	Rs Mn					Q1 FY : 17-18
TURNOVER	Q1 17-18**	Q1 16-17**	Q2 16-17**	Q3 16-17**	Q4 16-17**	
Consultancy – Domestic	2708.9	1674.6	1981.3	2081.3	2907.5	
Consultancy - Overseas	535.9	1011.6	767.9	625.2	601.3	
Consultancy Total	3244.8	2686.2	2749.2	2706.5	3508.8	
Turnkey	508.8	732.0	639.7	543.6	920.4	
Consultancy + Turnkey	3753.6	3418.2	3388.9	3250.1	4429.2	
Other Income	456.2	545.9	561.0	558.6	571.1	
Total Income	4209.8	3,964.1	3949.9	3808.7	5000.3	
SEGMENT PROFIT	Q1 17-18**	Q1 16-17**	Q2 16-17**	Q3 16-17**	Q4 16-17**	
Consultancy	909.2	627.7	862.5	797.0	1304.7	
Turnkey	38.7	271.0	284.7	154.6	325.2	
Total	947.9	898.7	1147.3	951.6	1629.9	

• Note: All figures are on standalone basis

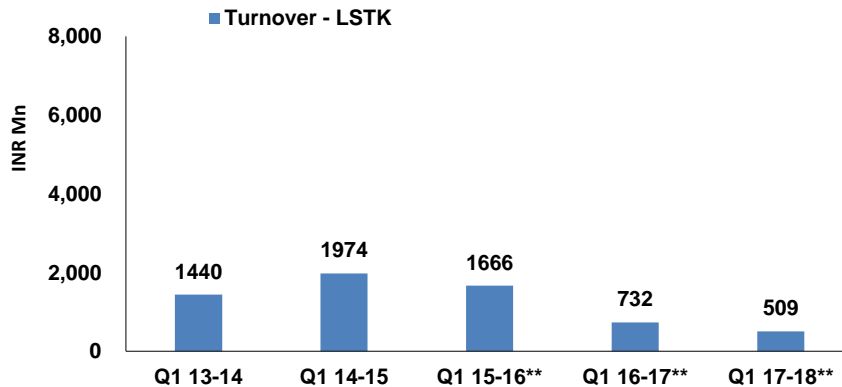
\*\*Figures as per IND AS



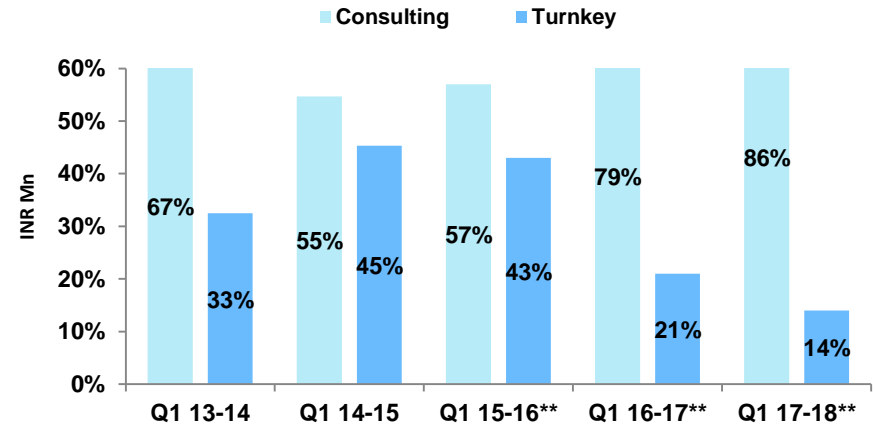
## Turnover - Consultancy



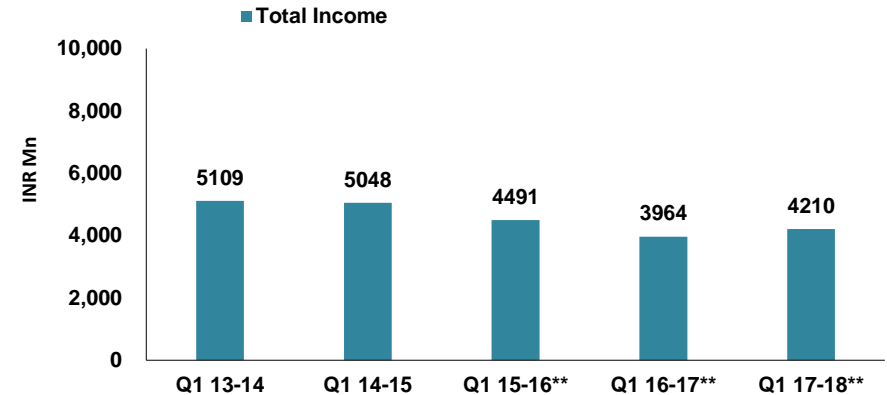
## Turnover - Turnkey



## Turnover Mix (Consultancy Vs Turnkey)



## Total Income



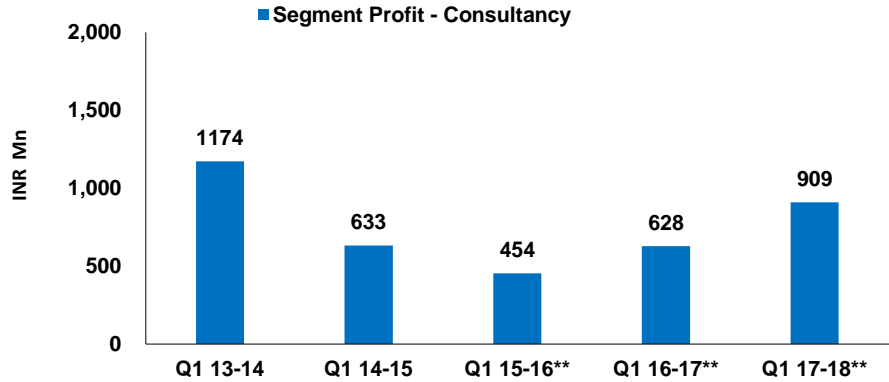
Note: All figures have been taken on standalone basis for EIL

\*\*Figures as per IND AS.

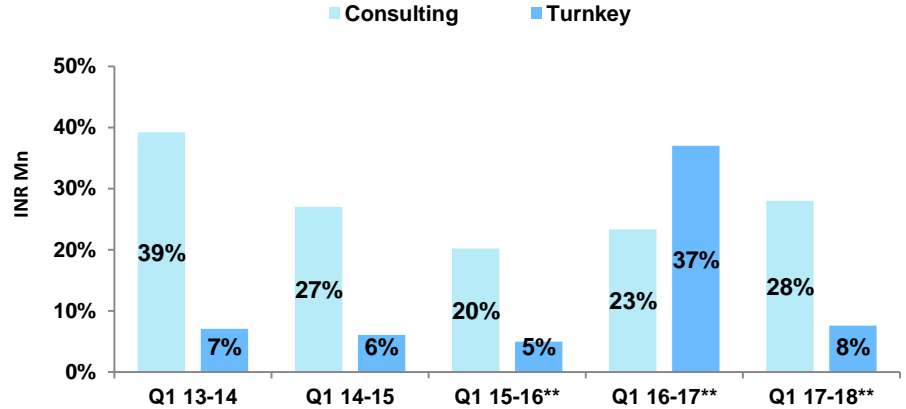


# Q1 FY 17-18 Quarterly Performance - Standalone

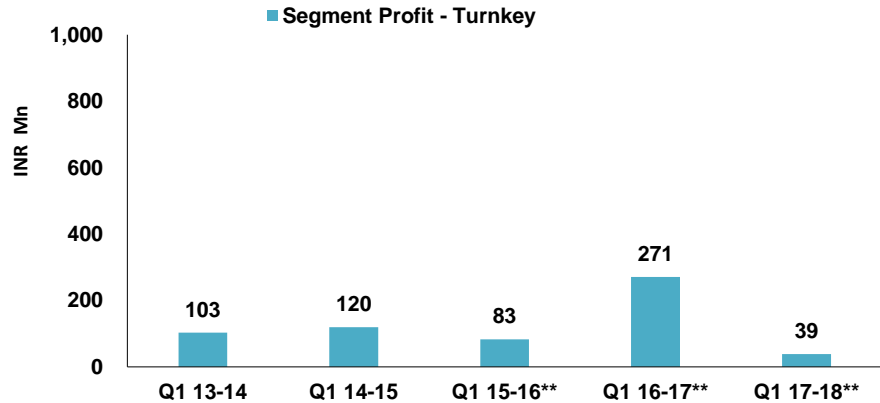
## Segment Profit - Consultancy



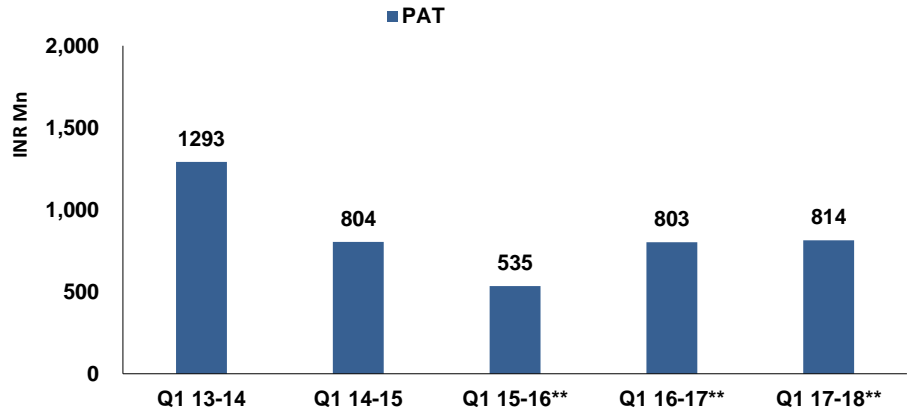
## Segment Profit %



## Segment Profit - Turnkey



## PAT

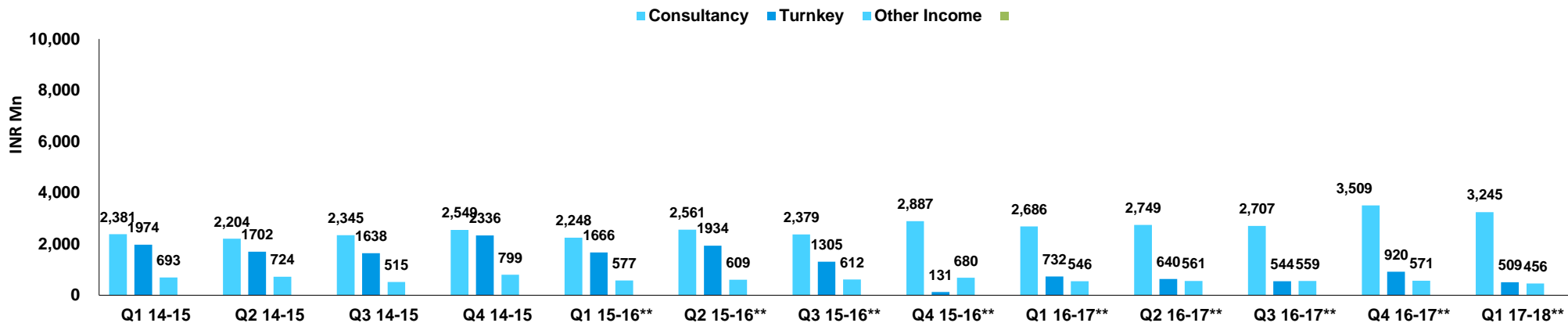


Note: All figures have been taken on a standalone for EIL  
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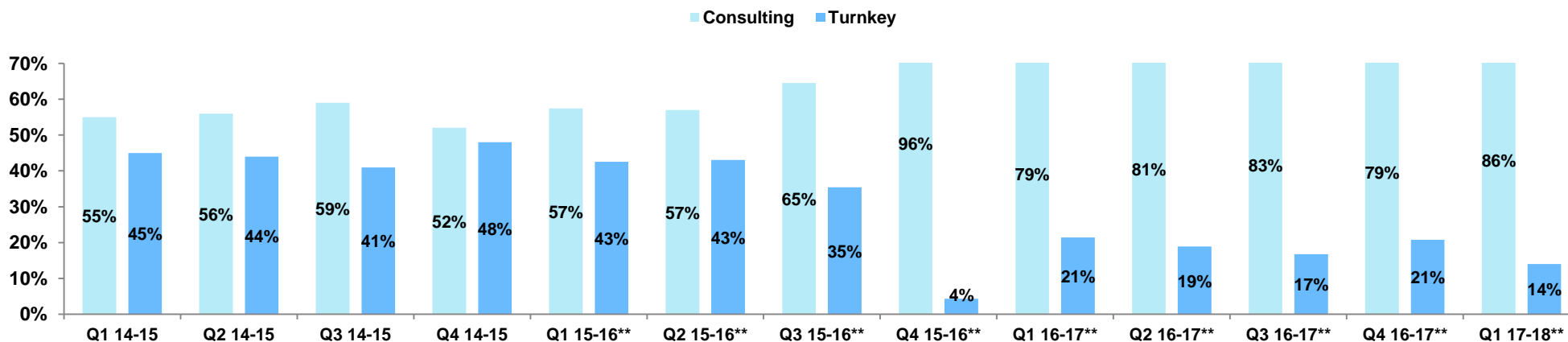
# Quarterly Performance Track Record - Standalone



## Total Income



## Revenue Mix (Consultancy Vs Turnkey)



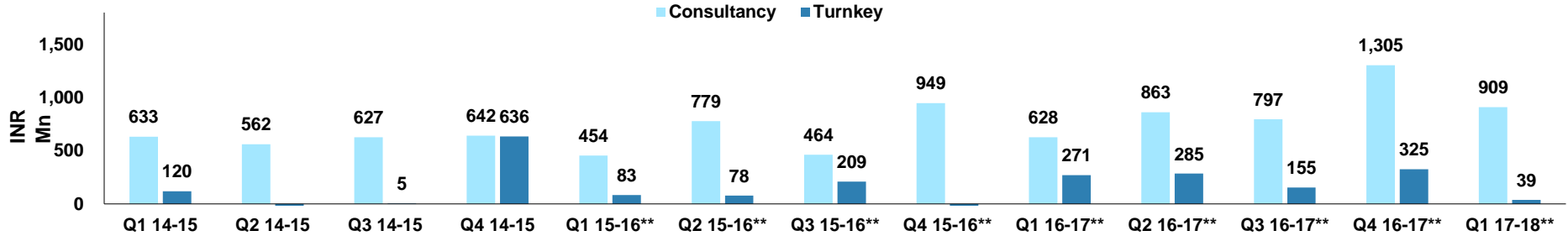
Note: All figures have been taken on a standalone for EIL

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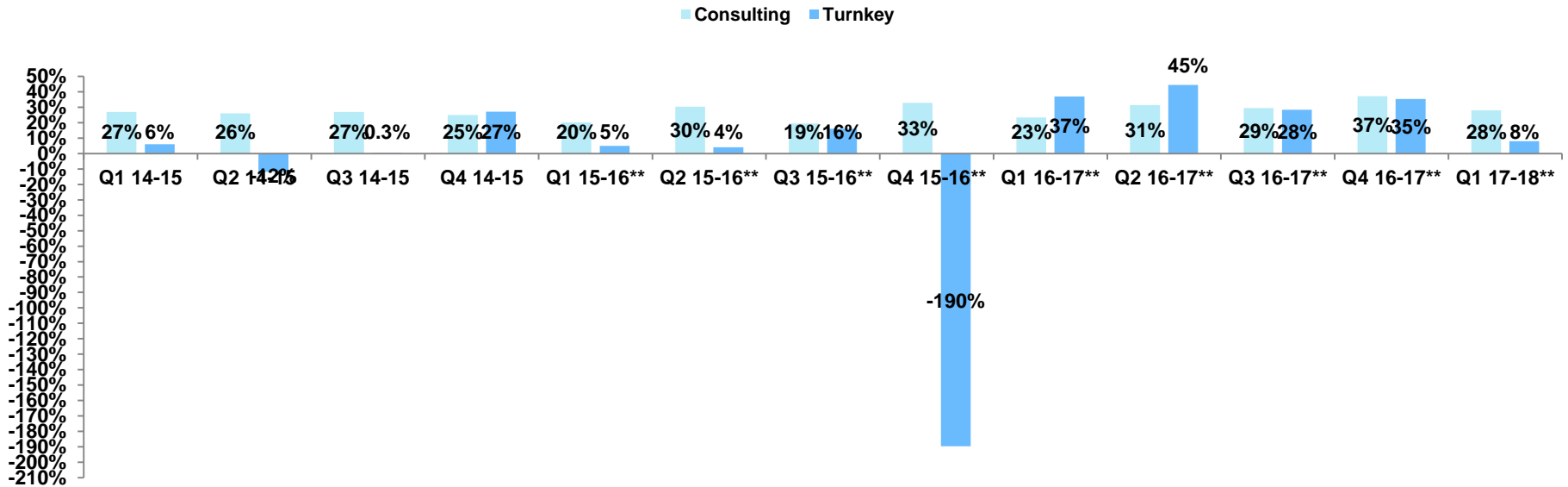
# Quarterly Performance Track Record – Standalone



## 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

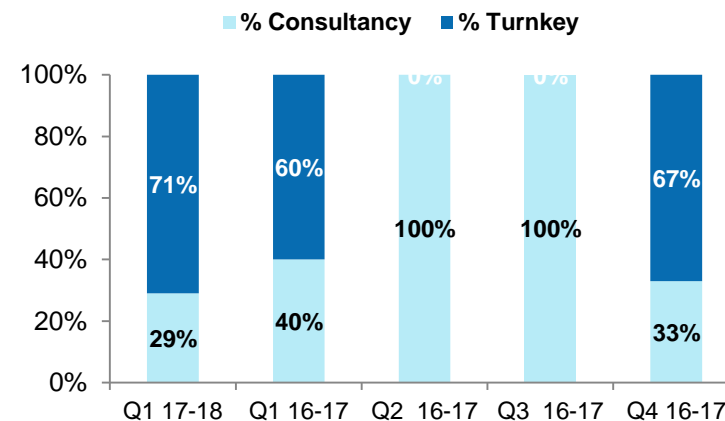
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# Q1 FY 17-18 Business Secured and Order Book – Standalone



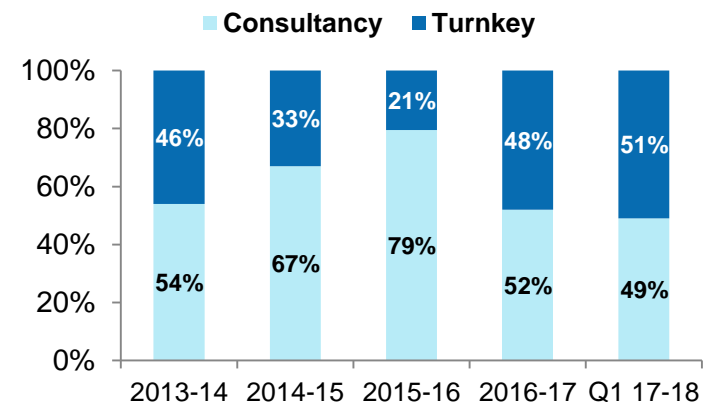
Rs Mn

Business Secured	Q1 17-18	Q1 16-17	Q2 16-17	Q3 16-17	Q4 16-17
Consultancy (domestic)	841	7,035	1,398	2,097	9,789
Consultancy (overseas)	150	1,339	102	612	591
Consultancy Total	991	8,374	1,500	2,709	10,380
Turnkey	2,447	12,660	0	0	21,458
Total Business secured	3,438	21,034	1,500	2,709	31,838



Rs Mn

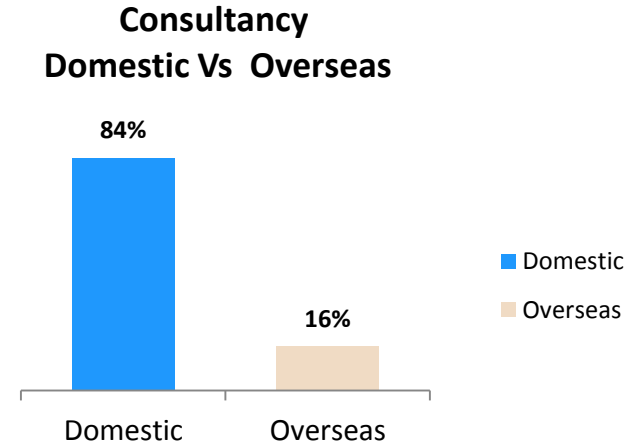
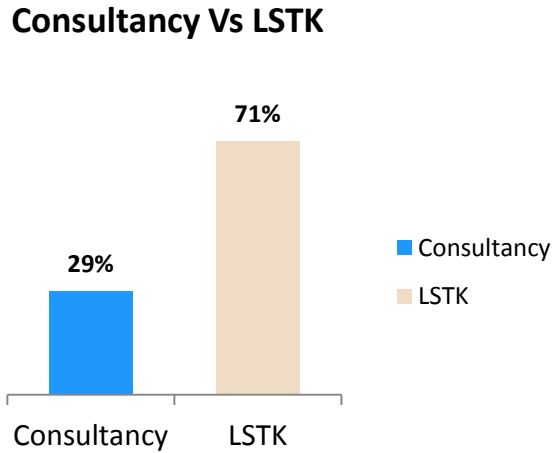
Order Book	Q1 17-18	March 17	March 16	March 15	March 14
Consultancy	37,690	40,208	30,100	24,543	15,717
Turnkey	39,290	37,411	7,786	11,866	13,391
Total Order Book	76,980	77,619	37,887	36,409	29,108
Consultancy %	49%	52%	79%	67%	54%
Turnkey %	51%	48%	21%	33%	46%



Note : Data on unconsolidated basis



Q1 FY : 17-18

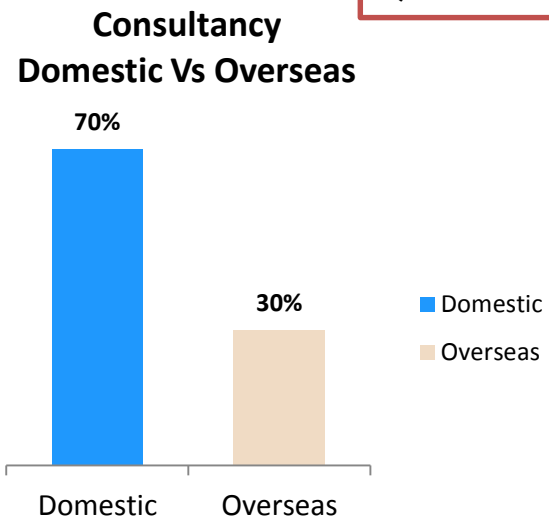
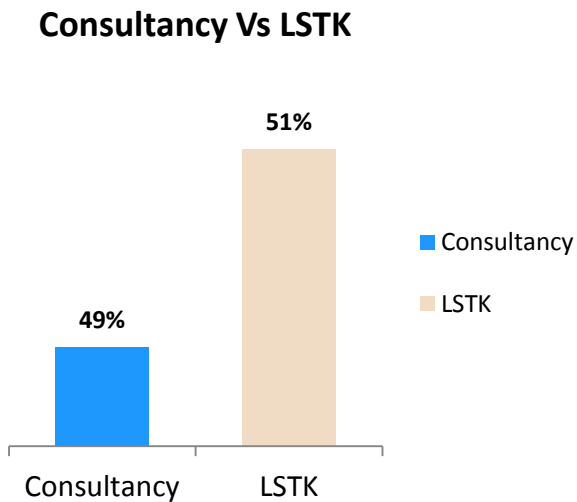


Most of the orders have been secured in the Hydrocarbon sector

Note : Data on unconsolidated basis







Q1 FY : 17-18



Approximately 85% of the order book constitutes the Hydrocarbon sector

Note : Data on unconsolidated basis

**Q1 FY : 17-18**

	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
TURNKEY	 <p>Implementation of Slug Catcher Project at Uran</p>	ONGC	2,447	Q1, FY17 -18	Q2, FY 20 -21
CONSULTANCY	 <p>Consultancy for Third Party Assessment for Establishment of Bhamashah State Data Centre (BSDC), at Jaipur</p>	Department of Information Technology (Government of Rajasthan)	219	Q1, FY17 -18	Q1, FY 18 -19
	 <p>EIA Study (including RRA) and Licensor Selection &amp; Preliminary Project Activities for Standalone Petrochemical Complex in Andhra Pradesh</p>	GAIL (India) Limited	155	Q1, FY17 -18	Q1, FY 18 -19
	 <p>Consultancy Services for Retrofitting of HRD-DCW Package of Alumina Refinery at Damanjodi, Odisha</p>	NALCO	105	Q1, FY17 -18	Q2, FY 21 -22



3

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## Annual Performance Summary

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# Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12	2010-11
Consultancy	11,650	10,074	9,480	11,091	12,342	12,073	11,279
Turnkey	2,836	5,036	7,650	7,145	12,717	24,914	16,953
Consultancy + Turnkey	14,486	15,110	17,130	18,236	25,060	36,987	28,233
Other Income	2,237	2,478	2,731	2,321	2,618	2,175	1,504
Total Income	16,723	17,588	19,861	20,557	27,678	39,161	29,737

SEGMENT PROFITS	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12	2010-11
Consultancy	3592	2,646	2465	4,920	5,646	5,255	4,965
Turnkey	1036	122	560	403	1,275	2,452	1,958
Consultancy %	31%	26%	26%	44%	46%	44%	44%
Turnkey %	37%	2%	7%	6%	10%	10%	12%

PAT	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12	2010-11
PAT	3250	2762	3080	4798	6286	6363	5225
PAT %	22%	18%	18%	26%	25%	17%	19%

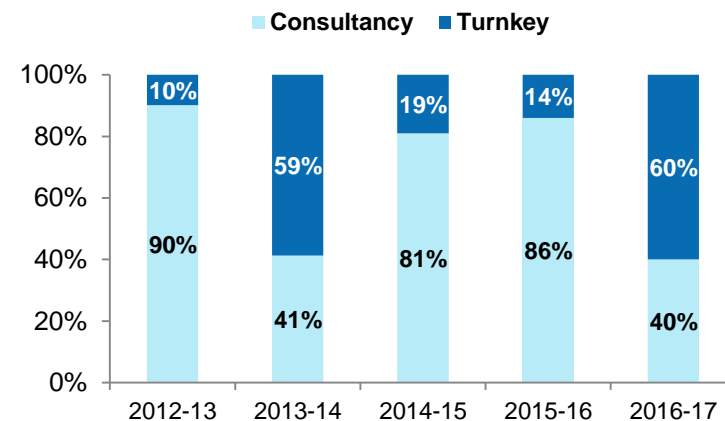
- Note: All figures are on standalone basis and rounded off to nearest digit
- \*\* Figures as per IND AS

# Business Secured and Order Book – Standalone



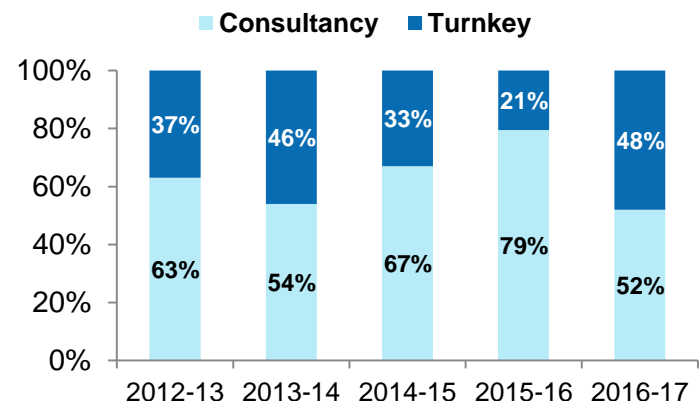
Rs Mn

Business Secured	FY 16-17	FY 15-16	FY 14-15	FY 13-14	FY 12-13
Consultancy (domestic)	20,319	9,900	6,103	4,073	11,573
Consultancy (overseas)	2,644	3,860	12,533	696	1,386
Consultancy Total	22,963	13,760	18,636	4,768	12,959
Turnkey	34,118	2,200	4,420	6,779	1,425
Total Business secured	57,081	15,960	23,057	11,547	14,384



Rs Mn

Order Book	March 17	March 16	March 15	March 14	March 13
Consultancy	40,208	30,100	24,543	15,717	21,012
Turnkey	37,411	7,786	11,866	13,391	12,163
Total Order Book	77,619	37,887	36,409	29,108	33,175
Consultancy %	52%	79%	67%	54%	63%
Turnkey %	48%	21%	33%	46%	37%



Note : Data on unconsolidated basis





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