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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 17-18

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30<sup>th</sup> January 2018



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## Financial Performance – Q3 and 9 Monthly

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## Q3 FY 17-18 : Quarterly Performance Summary - Standalone



Rs Mn

TURNOVER6	Q3 17-18**	Q2 17-18**	Q1 17-18**	Q1 16-17**	Q2 16-17**	Q3 16-17**	Q4 16-17**
Consultancy – Domestic	3216.0	2757.3	2708.9	1674.6	1981.3	2081.3	2907.5
Consultancy – Overseas	629.2	573.0	535.9	1011.6	767.9	625.2	601.3
Consultancy Total	3845.2	3330.3	3244.8	2686.2	2749.2	2706.5	3508.8
Turnkey	888.9	960.6	508.8	732.0	639.7	543.6	920.4
Consultancy + Turnkey	4734.1	4290.9	3753.6	3418.2	3388.9	3250.1	4429.2
Other Income	393.0	466.5	456.2	545.9	561.0	558.6	571.1
Total Income	5127.1	4757.4	4209.8	3,964.1	3949.9	3808.7	5000.3
SEGMENT PROFIT	Q3 17-18**	Q2 17-18**	Q1 17-18**	Q1 16-17**	Q2 16-17**	Q3 16-17**	Q4 16-17**
Consultancy	1439.7	1057.4	909.2	627.7	862.5	797.0	1304.7
Turnkey	107.8	486.2	38.7	271.0	284.7	154.6	325.2
Total	1547.5	1543.6	947.9	898.7	1147.3	951.6	1629.9

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

# 9M FY 17-18 : Nine Monthly Performance Summary - Standalone



Rs Mn

TURNOVER	9M 17-18**	9M 16-17**	9M 15-16**
Consultancy – Domestic	8682.2	5737.1	4,751.9
Consultancy - Overseas	1738.0	2404.7	2,435.3
Consultancy Total	10420.2	8141.8	7,187.2
Turnkey	2358.5	1915.3	4,904.7
Consultancy + Turnkey	12778.7	10057.1	1,2091.9
Other Income	1315.7	1665.5	1,798.1
Total Income	14094.4	11722.6	1,3890.0

SEGMENT PROFIT	9M 17-18**	9M 16-17**	9M 15-16**
Consultancy	3406.3	2287.3	1696.6
Turnkey	632.7	710.3	370.1
Total	4039.0	2997.6	2066.7

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

## Q3 & 9M FY 17-18 : Performance Summary - Standalone



*Rs Mn*

	<b>Q3 17-18**</b>	<b>Q2 17-18**</b>	<b>Q1 17-18**</b>	<b>Q1 16-17**</b>	<b>Q2 16-17**</b>	<b>Q3 16-17**</b>	<b>Q4 16-17**</b>
PBT	1681.5	1793.5	1213.4	1225.4	1445.0	1308.1	1023.3
PAT	1084.0	1191.7	813.7	803.0	937.5	849.9	659.8
EPS#	1.71	1.81	1.21	1.19	1.39	1.26	0.98

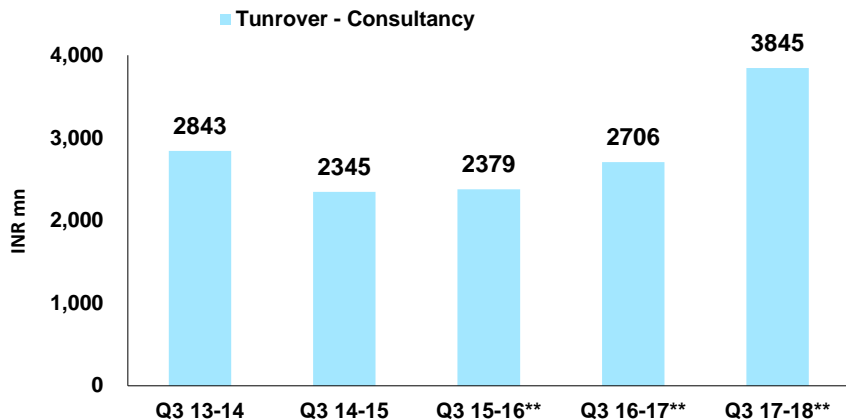
*Rs Mn*

	<b>9M 17-18**</b>	<b>9M 16-17**</b>	<b>9M 15-16**</b>
PBT	4688.4	3978.6	3082.3
PAT	3089.6	2590.5	1983.9
EPS#	4.73	3.84	2.94

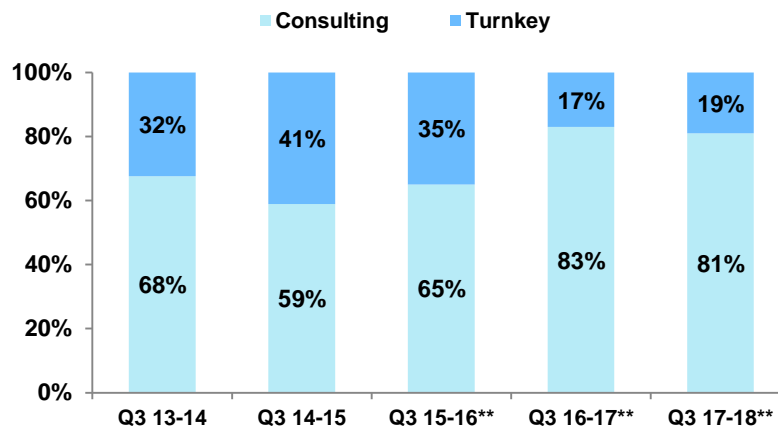
- Note: All figures are on standalone basis
- \*\* Figures as per IND AS
- # Post Allotment of Bonus Shares in Ratio of 1:1



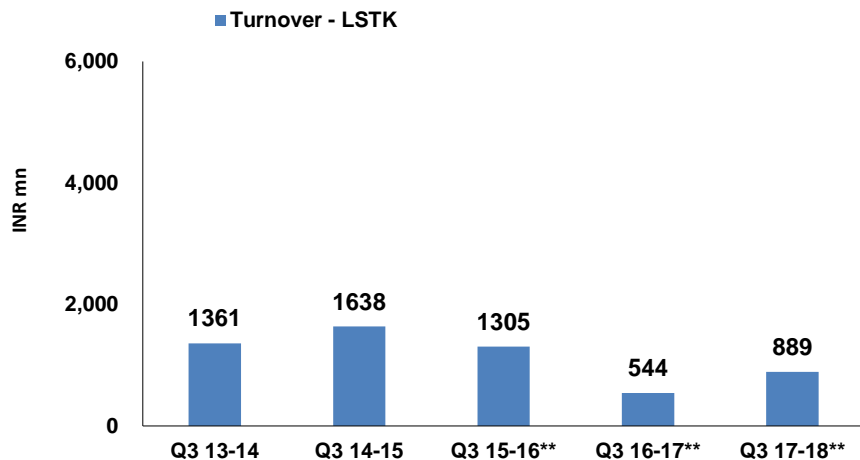
## Turnover - Consultancy



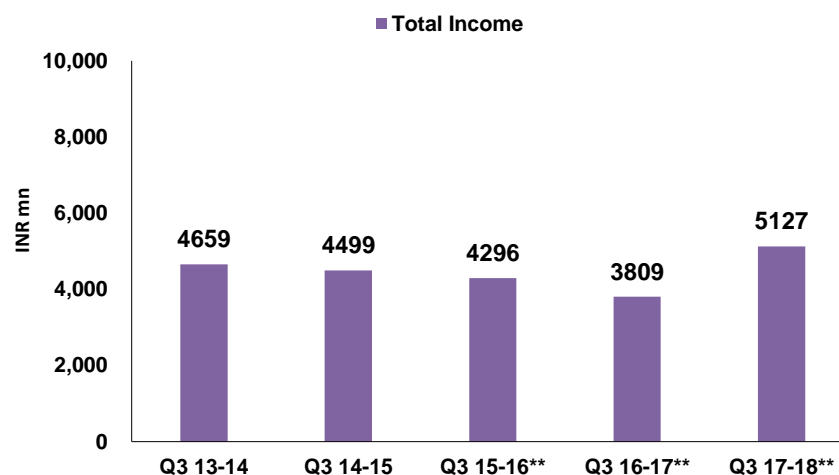
## Turnover Mix (Consultancy Vs Turnkey)



## Turnover - Turnkey



## Total Income

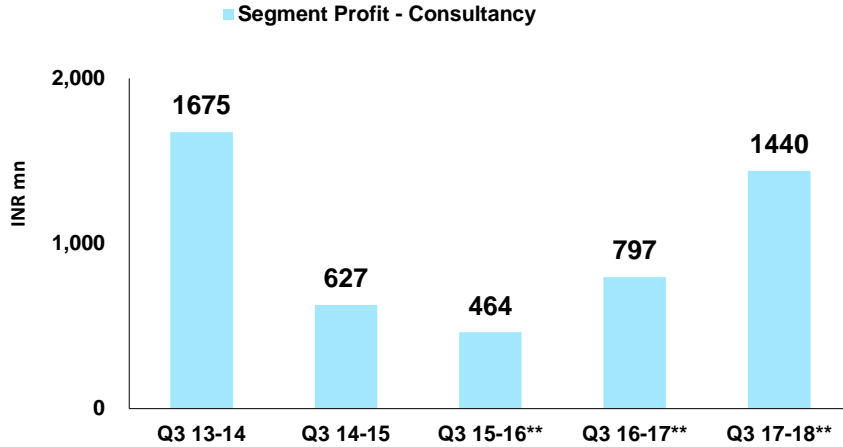


Note: All figures have been taken on standalone basis for EIL

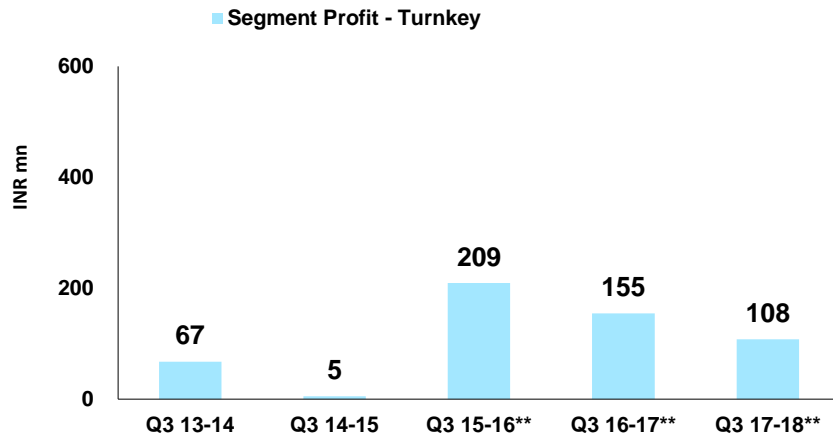
\*\* Figures as per IND AS



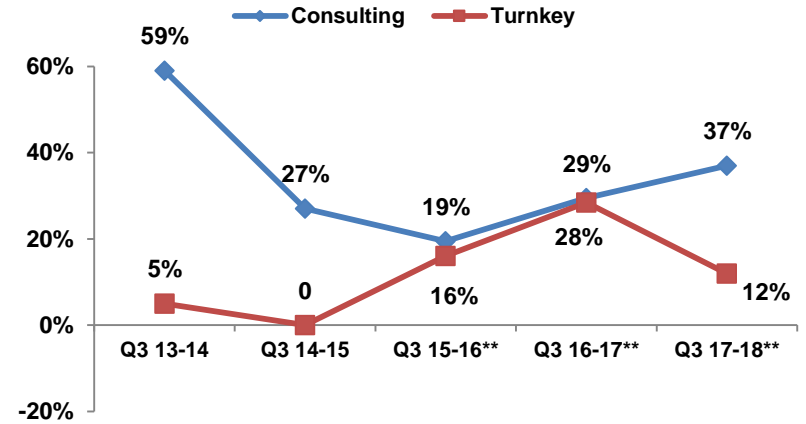
## Segment Profit - Consultancy



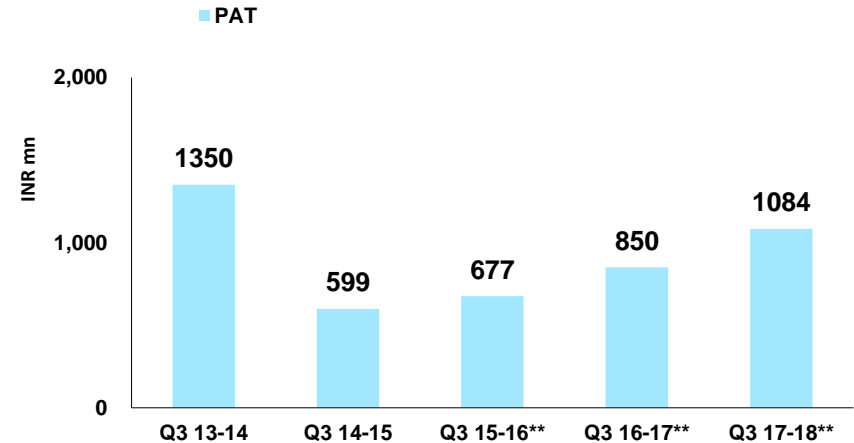
## Segment Profit - Turnkey



## Segment Profit %



## PAT



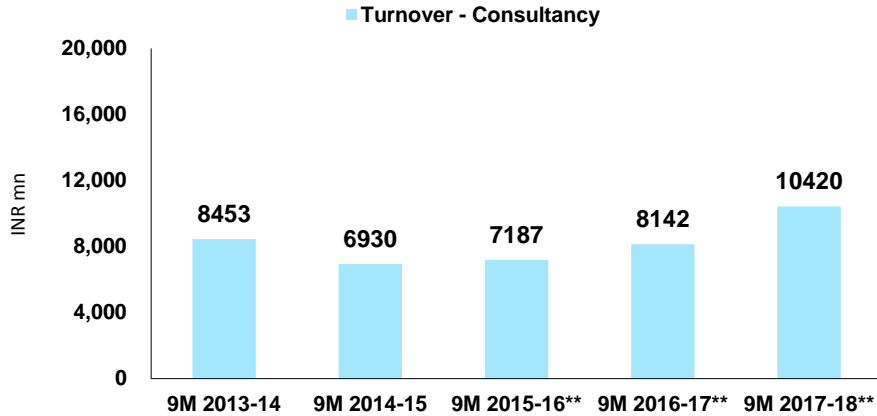
Note: All figures have been taken on a standalone for EIL  
 \*\* Figures as per IND AS



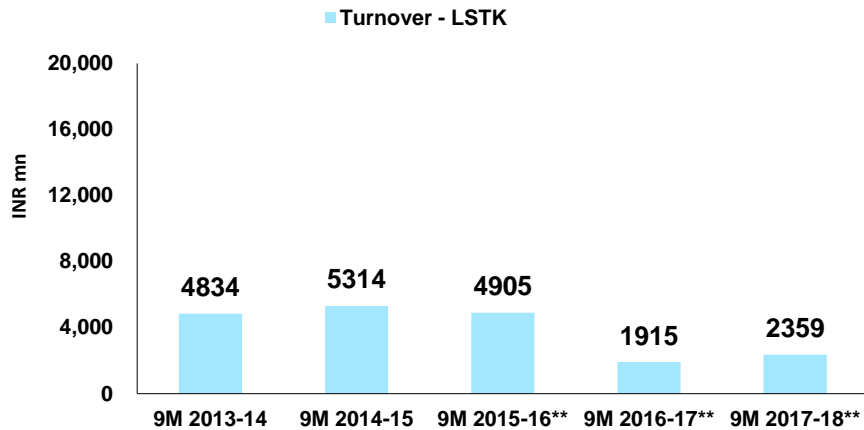


# 9M FY 17-18 : Nine Monthly Performance - Standalone

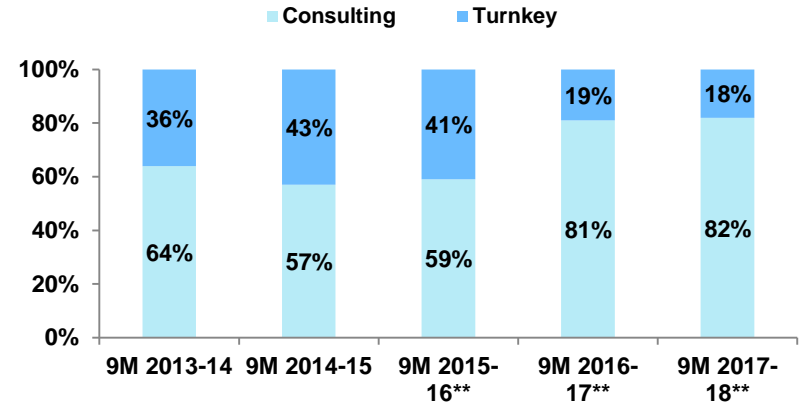
## Turnover - Consultancy



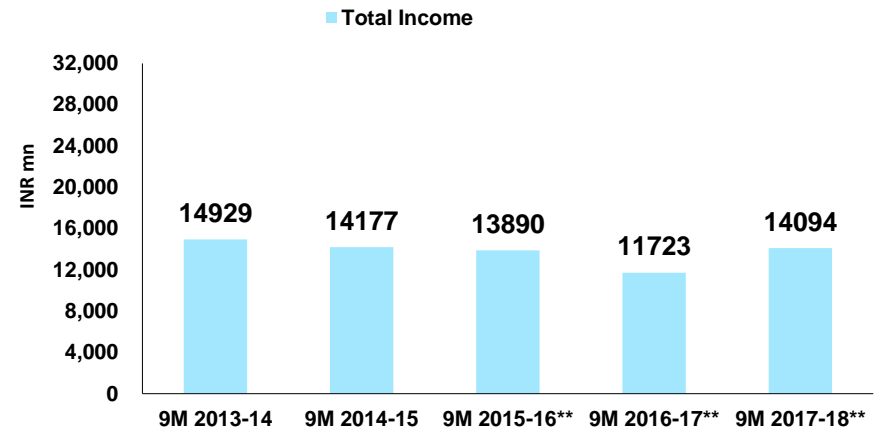
## Turnover - Turnkey



## Turnover Mix (Consultancy Vs Turnkey)



## Total Income



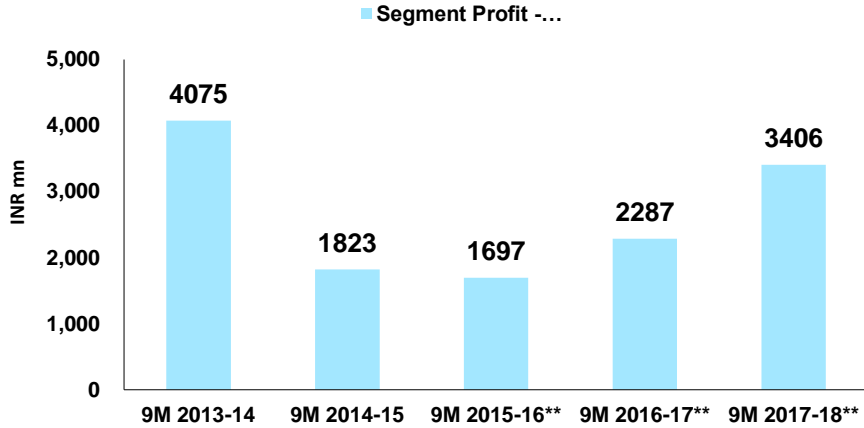
Note: All figures have been taken on standalone basis for EIL

\*\* Figures as per IND AS

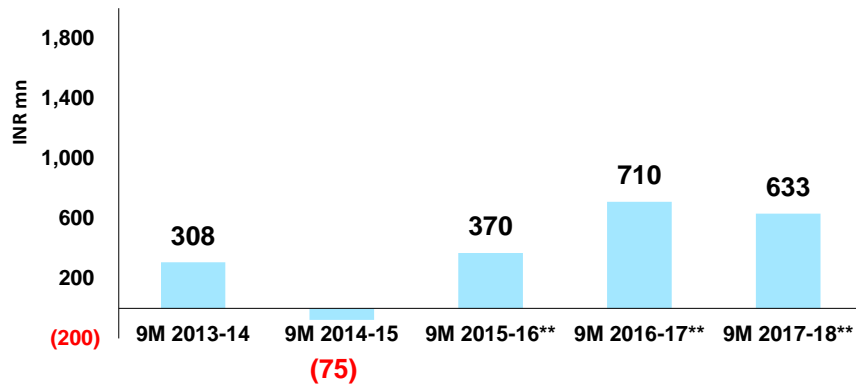
# 9M FY 17-18 : Nine Monthly Performance - Standalone



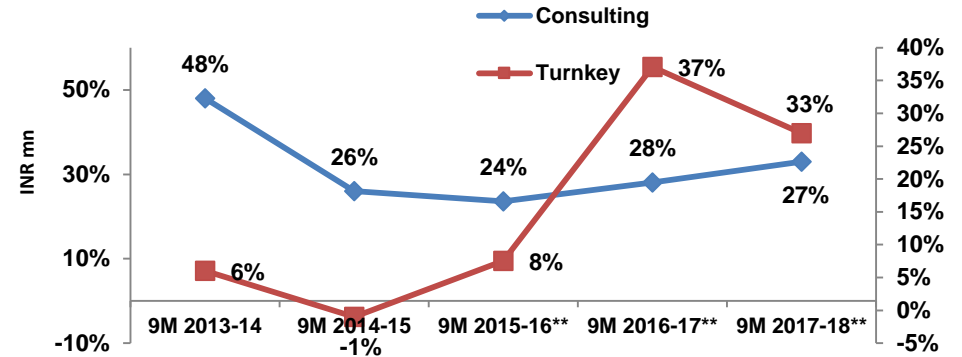
## Segment Profit - Consultancy



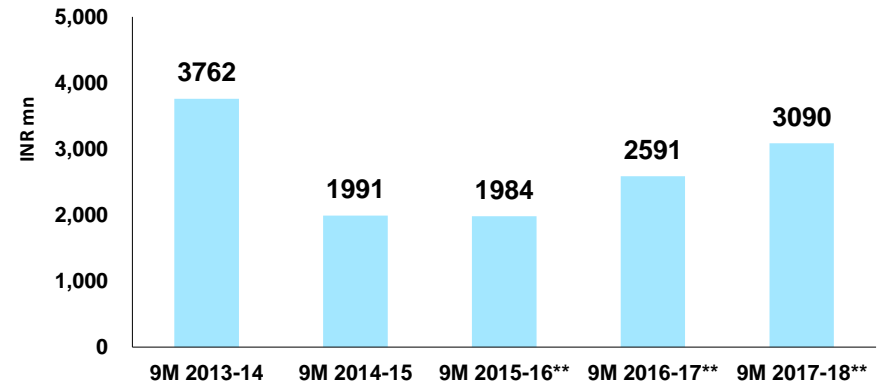
## Segment Profit - Turnkey



## Segment Profit %



## PAT

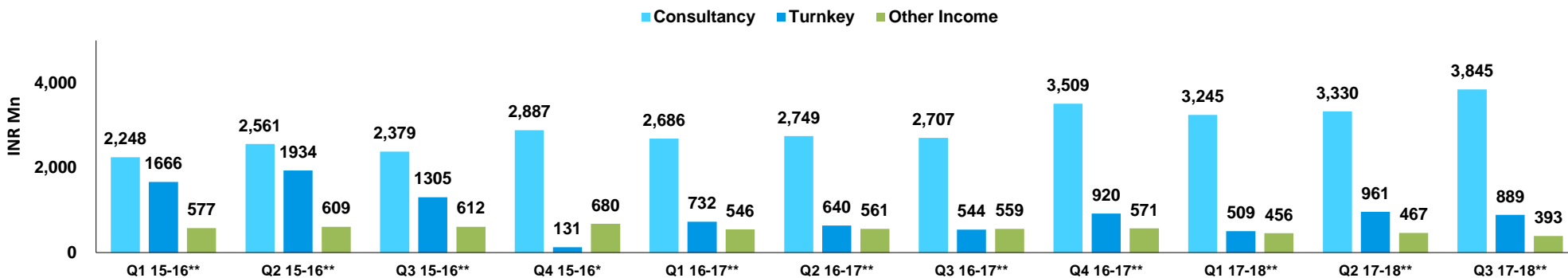


Note: All figures have been taken on a standalone for EIL

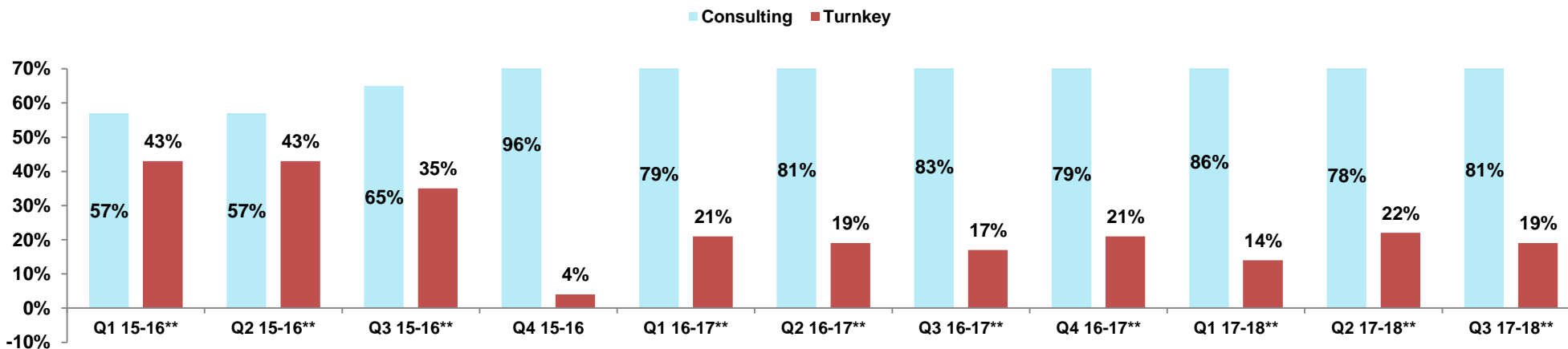
\*\* Figures as per IND AS



## Total Income



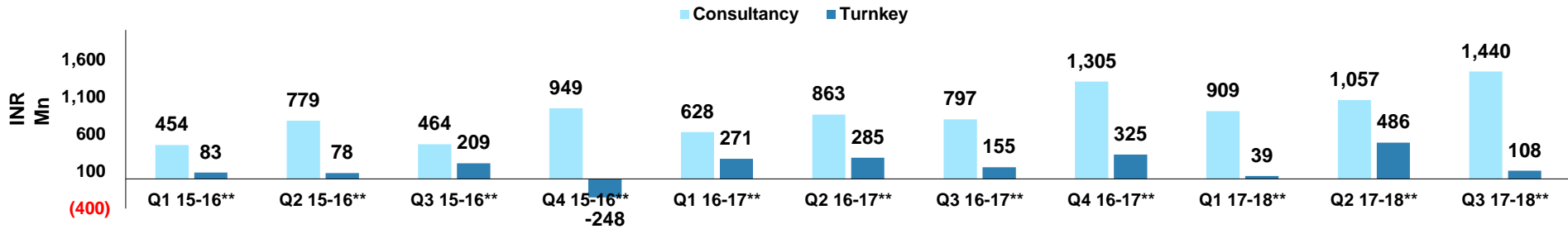
## Revenue Mix (Consultancy Vs Turnkey)



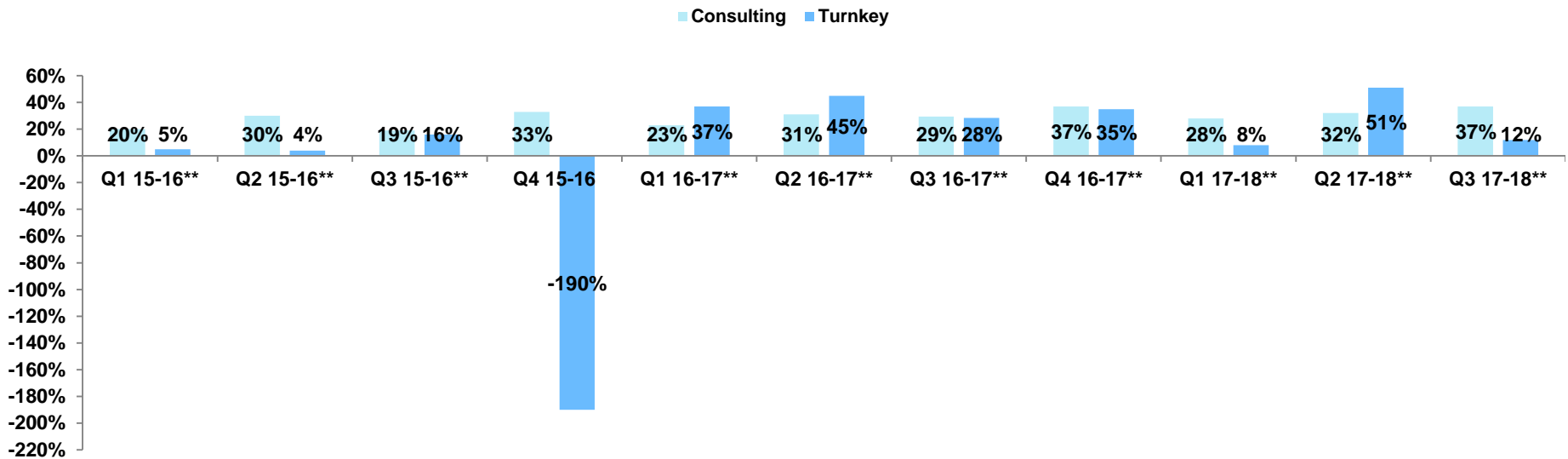
Note: All figures have been taken on a standalone for EIL  
 \*\* Figures as per IND AS



## 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 17-18	Q3 17-18	Q2 17-18	Q1 17-18	Q1 16-17	Q2 16-17	Q3 16-17	Q4 16-17
Consultancy (domestic)	12,920	1,066	11,012	841	7,035	1,398	2,097	9,789
Consultancy (overseas)	2,947	74	2,722	150	1,339	102	612	591
Consultancy Total	15,867	1,140	13,734	991	8,374	1,500	2,709	10,380
Turnkey	4,797	0	2,350	2,447	12,660	0	0	21,458
Total Business secured	20,664	1,140	16,084	3,438	21,034	1,500	2,709	31,838

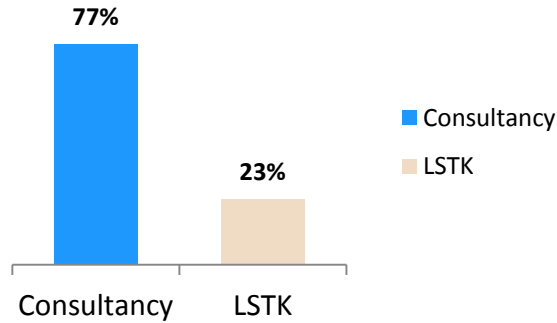
Rs Mn

Order Book (Cumulative)	9M 17-18	H1 17 18	Q1 17 - 18	FY 16-17	FY 15-16	FY 14-15	FY 13-14	FY 12-13
Consultancy	45,300	48,100	37,690	40,208	30,100	24,543	15,717	21,012
Turnkey	37,710	40,710	39,290	37,411	7,786	11,866	13,391	12,163
Total Order Book	83,010	88,810	76,980	77,619	37,887	36,409	29,108	33,175
Consultancy %	55%	54%	49%	52%	79%	67%	54%	63%
Turnkey %	45%	46%	51%	48%	21%	33%	46%	37%

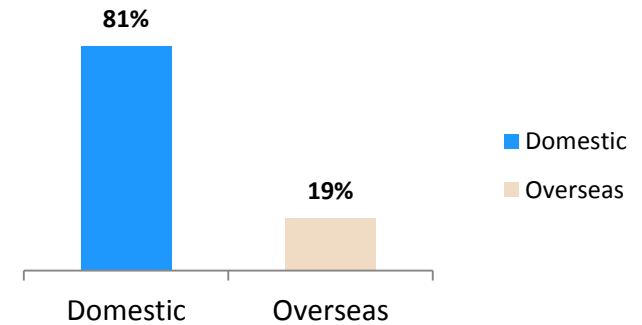
Note : Data on unconsolidated basis



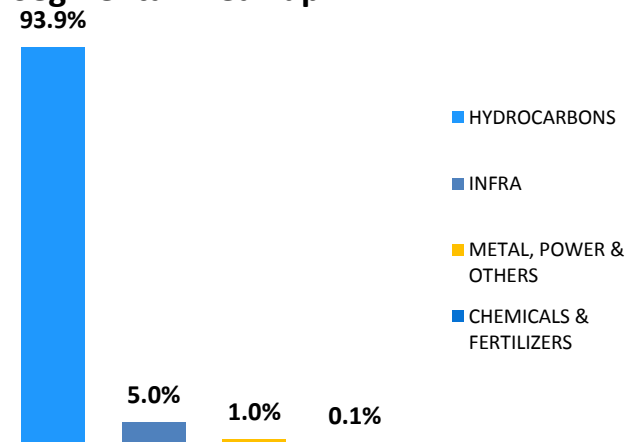
### Consultancy Vs LSTK



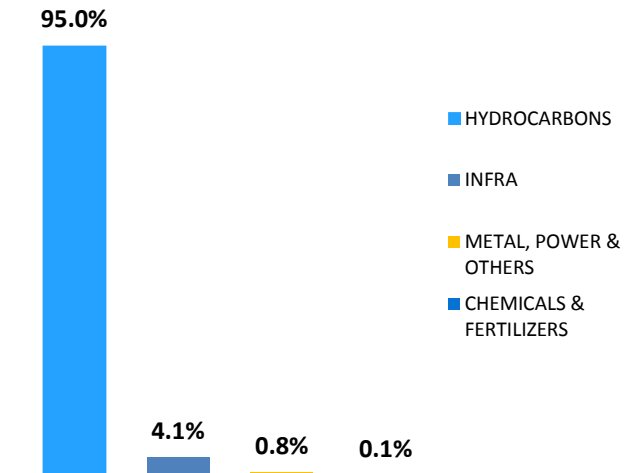
### Consultancy Domestic Vs Overseas



### Consultancy Segmental Break up



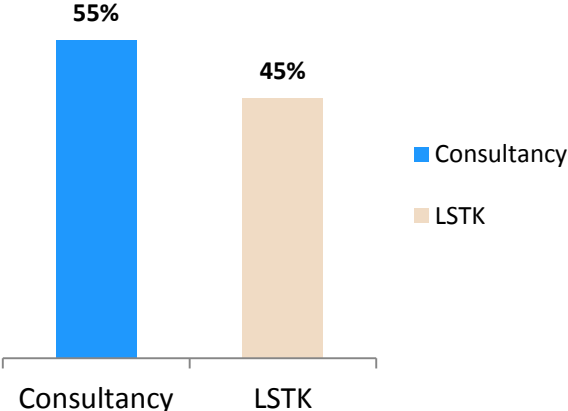
### Total Orders Segmental Break up



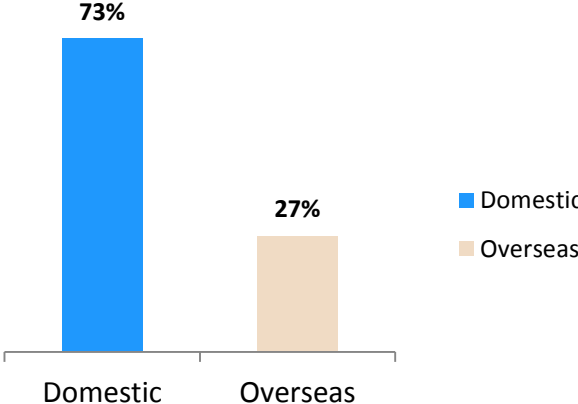
Note : Data on unconsolidated basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas







Note : Data on unconsolidated basis







Q3 FY 17-18





CONSULTANCY

Domestic					
	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
	PMC Services including Inspection and expediting of BBU and PPU 3rd Reactor Project( including CT-1)	HPCL-Mittal Energy Limited	141.25	Q3, FY 17-18	Q1, FY 18-19
	Project Monitoring and Consultancy for Construction of Various IT related facilities in Rajasthan	DOITCR	246.39	Q3, FY 17-18	Q3, FY 18-19
	Projects related pre process activities for Rajasthan refinery Project	HPCL	265.7	Q3, FY 17-18	Q4, FY 17-18
	Independent Engineer Services for Development and Construction of Greenfield International Airport at Mopa in Pernem Taluka, Goa	GOI-MOPA	111.8	Q3, FY 17-18	Q4, FY 20-21

**Q2 FY 17-18**

Domestic					
	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>TURNKEY</b>					
	SRU Revamping at ONGC Hazira plant	Oil and Natural Gas Corporation (ONGC)	2,350	Q2, FY17 -18	Q2 FY20-21
<b>CONSULTANCY</b>					
	Consultancy Services for Guru Gobind Singh Polymer Addition Project	HPCL-Mittal Energy Limited	10,150	Q2, FY17 -18	Q4 FY19-20
	Project Management Consultancy Services for Installation of New Kero Hydro Desulfurization Unit at BORL, Bina	Bharat Oman Refinery Limited	259	Q2, FY17 -18	Q4 FY19-20
<b>Overseas</b>					
<b>CONSULTANCY</b>					
	Variation order no. 3 for PMC & EPCM Services for Dangote Refinery Project	Dangote Oil Refining Company Limited	2,541	Q3, FY16 -17	Q3, FY 17-18

**Q1 FY : 17-18**

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



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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	2,465	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%

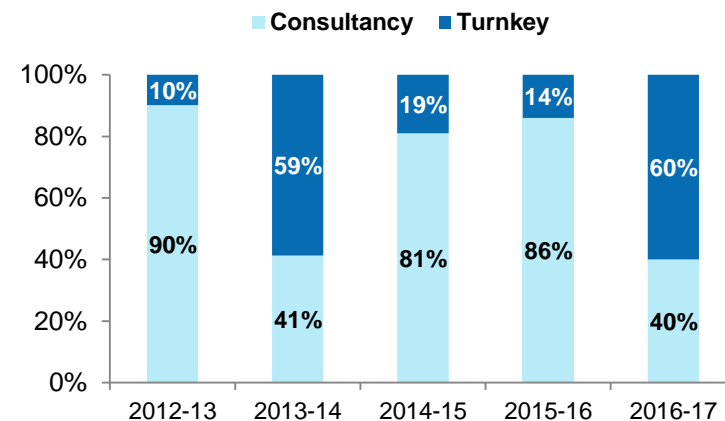
- Note: All figures are on standalone basis and rounded off to nearest digit
- \*\* Figures as per IND AS

# Business Secured and Order Book – Standalone



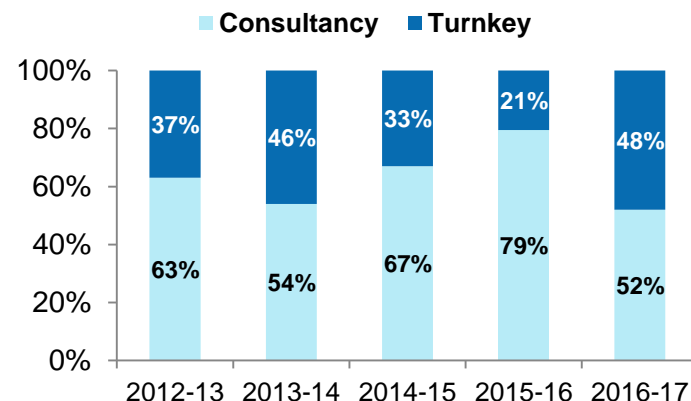
Rs Mn

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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