

**इंजीनियर्स इंडिया लिमिटेड**  
(भारत सरकार का उपक्रम)  
एक जनरल कंपनी

**ENGINEERS INDIA LIMITED**  
(A Govt. of India Undertaking)  
A Navratna Company

पंजीकृत कार्यालय : इंजीनियर्स इंडिया भवन, 1, भीकाएजी कामा प्लेस, नई दिल्ली-110 066 भारत  
Regd. Office : Engineers India Bhawan, 1, Bhikaiji Cama Place, New Delhi-110 066 INDIA  
ईमेल/e-mail: [company.secretary@eil.co.in](mailto:company.secretary@eil.co.in), दूरभाष /Phone: 011-26762855/2580

कंपनी सचिवालय/ COMPANY SECRETARIAT

सं.सचिव/No. Secy/906/9/10

05.08.2022

<b>The BSE Limited</b> <b>Phiroze Jeejeebhoy Towers</b> <b>Dalal Street, Fort</b> <b>Mumbai – 400 023</b> <b>Scrip Code-532178</b>	<b>The National Stock Exchange of India Limited</b> <b>Exchange Plaza, 5<sup>th</sup> Floor</b> <b>Bandra Kurla Complex</b> <b>Bandra (East), Mumbai-400051</b> <b>Symbol-ENGINERSIN</b>
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विषय: निवेशक प्रस्तुति: तिमाही परिणाम Q1-FY 2022-23 परहाइलाइट्स


**Sub: Investor Presentation: Highlights on Quarterly Results Q1-FY 2022-23**

प्रिय महोदय/महोदया,  
Dear Sir/Madam,

Pursuant to the provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Investor Presentation on highlights of the Financial Results for the quarter ended 30<sup>th</sup> June, 2022 is enclosed herewith for the purpose of dissemination of information widely to the members.

धन्यवाद/Thanking you,

भवदीय/Very truly yours,

  
नरेंद्र कुमार/Narendra Kumar  
अनुपालन अधिकारी/Compliance officer

संलग्नक: यथोक्त/Encl: As above

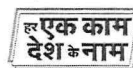
उत्कृष्टता का आधार - हमारे कर्म

Delivering Excellence Through People



पंजीकृत कार्यालय / Regd. Office - फोन / Phone : +91-11-26762121 (EPABX)

CIN : L74899DL1965GOI004352



Website : [www.engineersindia.com](http://www.engineersindia.com)

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हिन्दी देश की एकता की कड़ी है।

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ISO 14001:2015 E9129781  
ISO 45001:2018 H9129795

# Engineers India Limited



Net Zero  
by 2035<sup>+</sup>



## Investor Relations

1<sup>st</sup> Quarter Results : FY 22-23



*Delivering Excellence Through People*

August 05, 2022

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## Quarterly Financial Performance

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# Q1 FY22-23 Performance Summary - Standalone

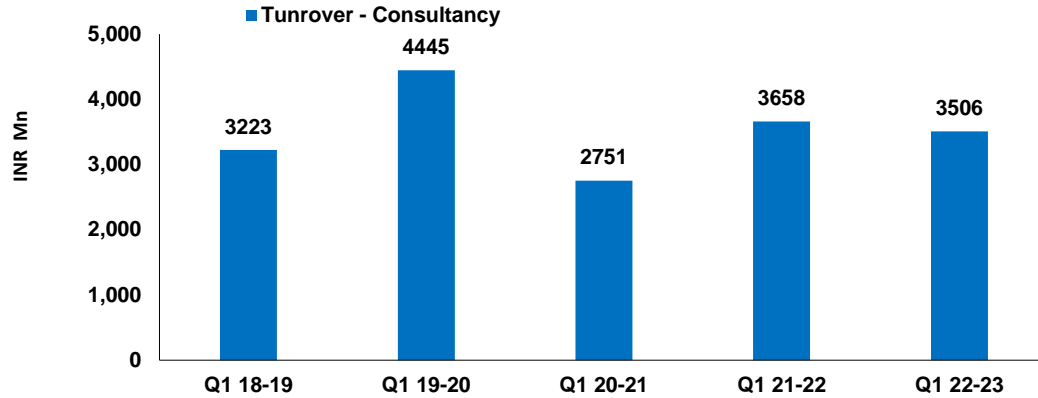


<i>Standalone</i>		<i>Rs Mn</i>				
<b>TURNOVER</b>	<b>Q1 22-23</b>	<b>Q1 21-22</b>	<b>Q2 21-22</b>	<b>Q3 21-22</b>	<b>Q4 21-22</b>	
Consultancy – Domestic	2768.90	2795.60	2841.71	3005.09	3078.77	
Consultancy – Overseas	737.00	861.90	672.60	607.30	712.06	
Consultancy Total	3505.90	3657.50	3514.31	3612.39	3790.83	
Turnkey	4543.90	3691.45	2964.54	3203.33	4269.64	
Consultancy + Turnkey	8049.80	7348.95	6478.85	6815.72	8060.47	
Other Income	272.42	224.70	283.71	381.84	477.07	
Total Income	8322.22	7573.65	6762.56	7197.56	8537.54	
<b>SEGMENT PROFIT</b>	<b>Q1 22-23</b>	<b>Q1 21-22</b>	<b>Q2 21-22</b>	<b>Q3 21-22</b>	<b>Q4 21-22</b>	
Consultancy	604.64	1100.21	895.21	860.61	1228.83	
Turnkey	91.63	116.36	74.47	68.44	97.29	
Total	696.27	1216.57	969.68	929.05	1326.12	

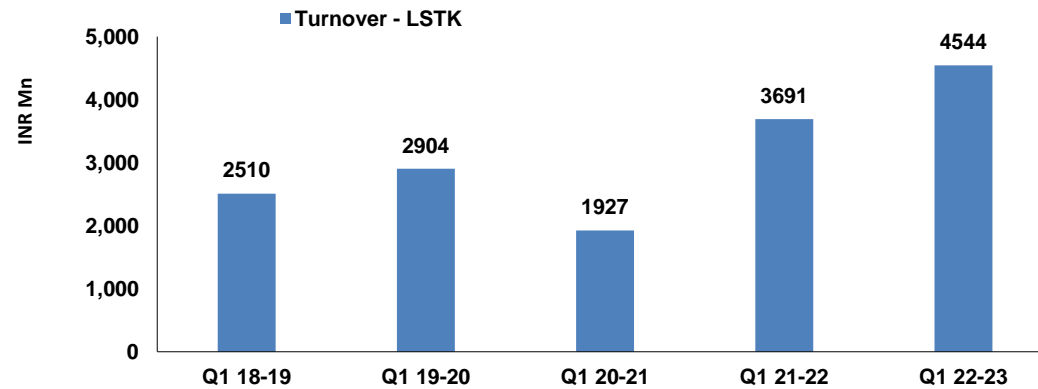
Note: All figures are on standalone basis

# Q1 FY22-23 Quarterly Performance - Standalone

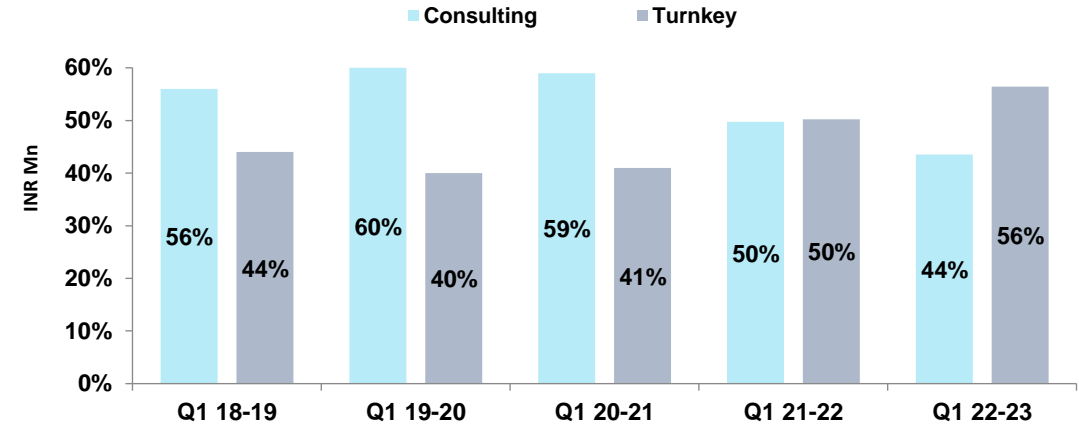
Turnover - Consultancy



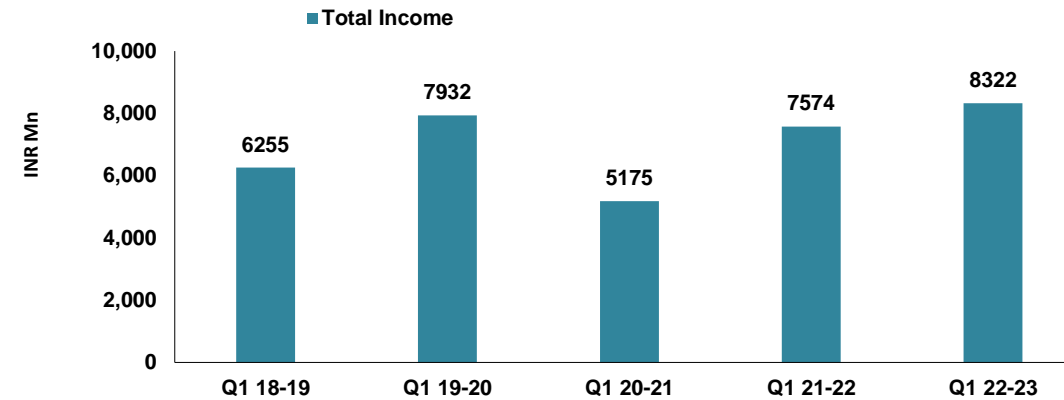
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



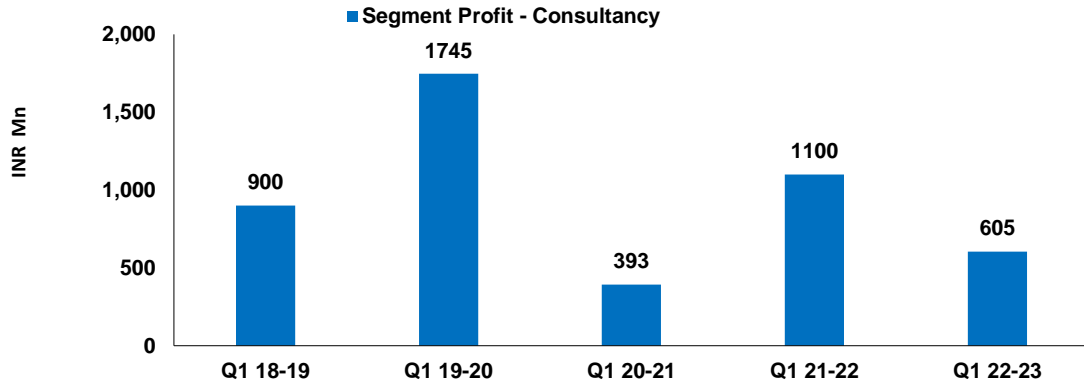
Total Income



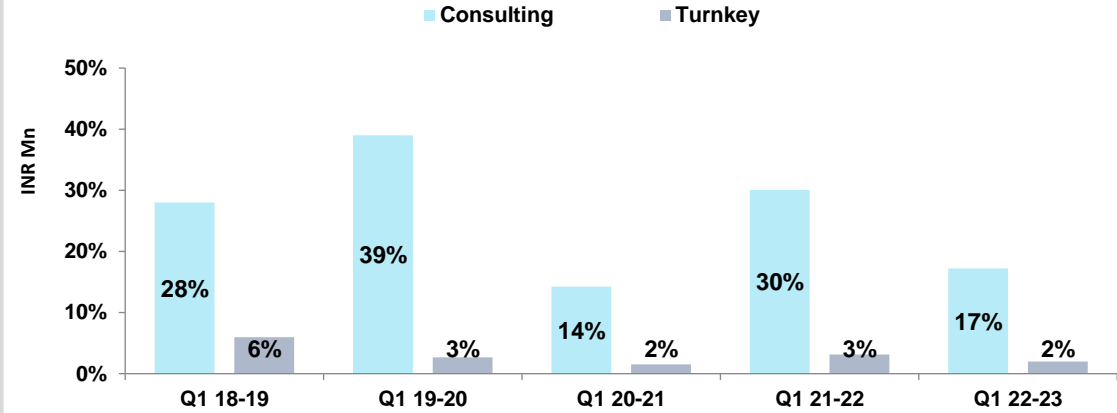
Note: All figures are on standalone basis

# Q1 FY22-23 Quarterly Performance - Standalone

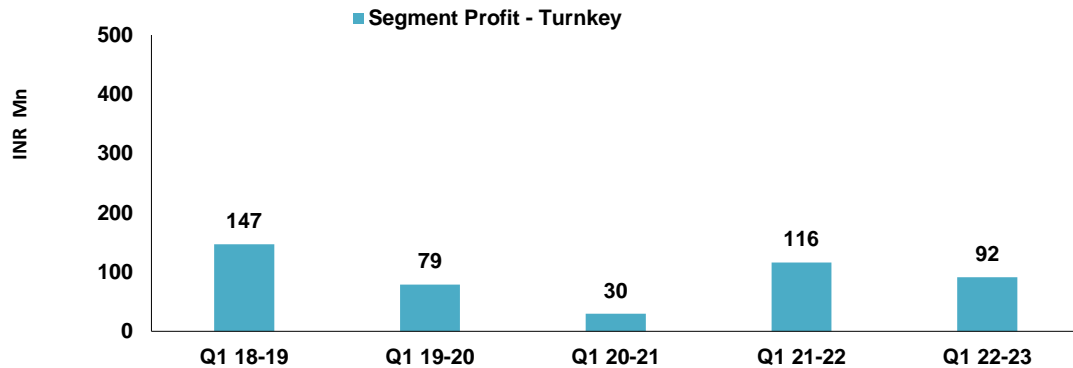
## Segment Profit - Consultancy



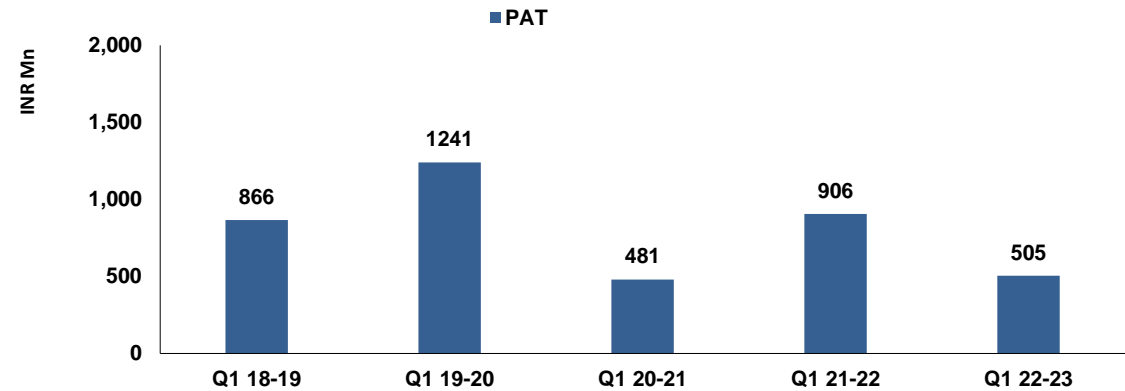
## Segment Profit %



## Segment Profit - Turnkey



## PAT



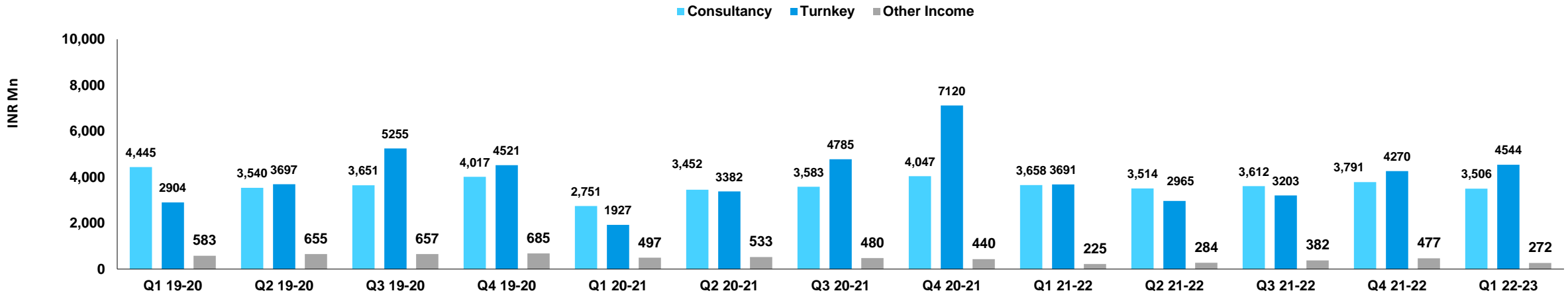
Note: All figures are on standalone basis



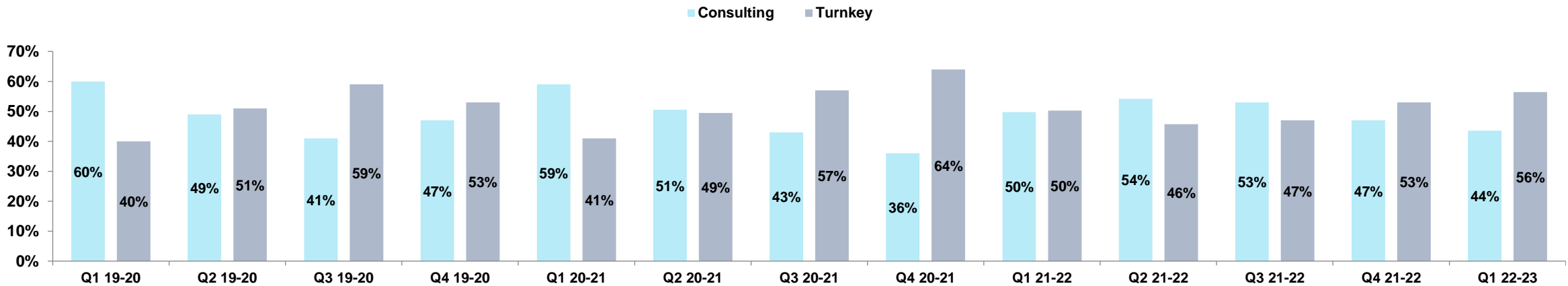
# Quarterly Performance Track Record - Standalone



## Total Income



## Revenue Mix (Consultancy Vs Turnkey)



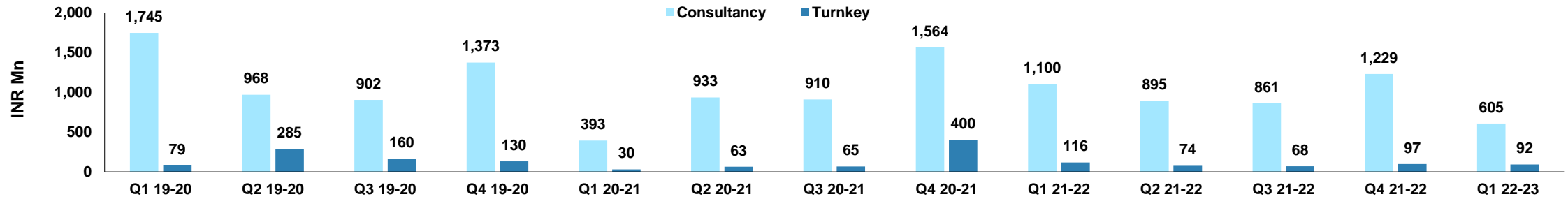
Note: All figures are on standalone basis



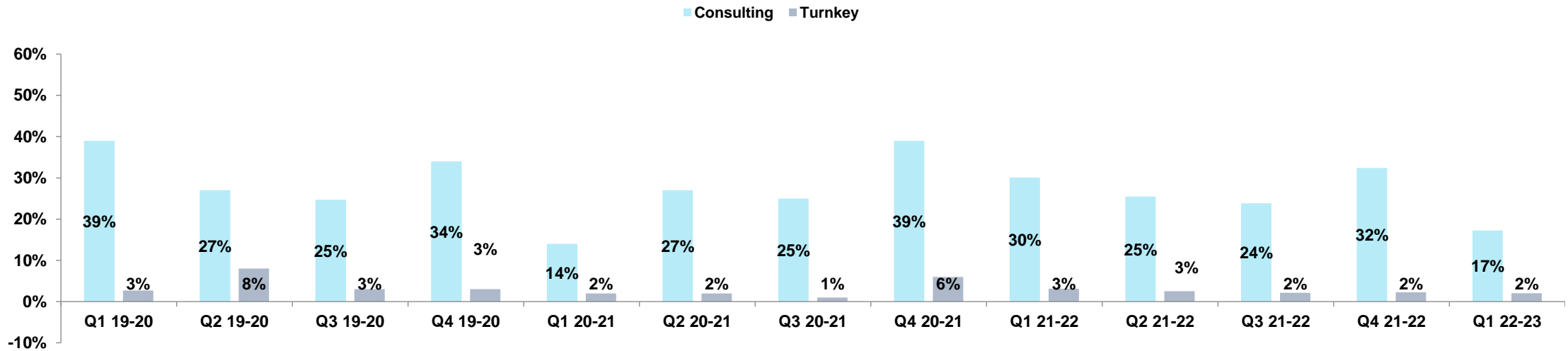


# Quarterly Performance Track Record – Standalone

## Segment Wise Operating Profit



## Segment Wise Profit %



Note: All figures are on standalone basis



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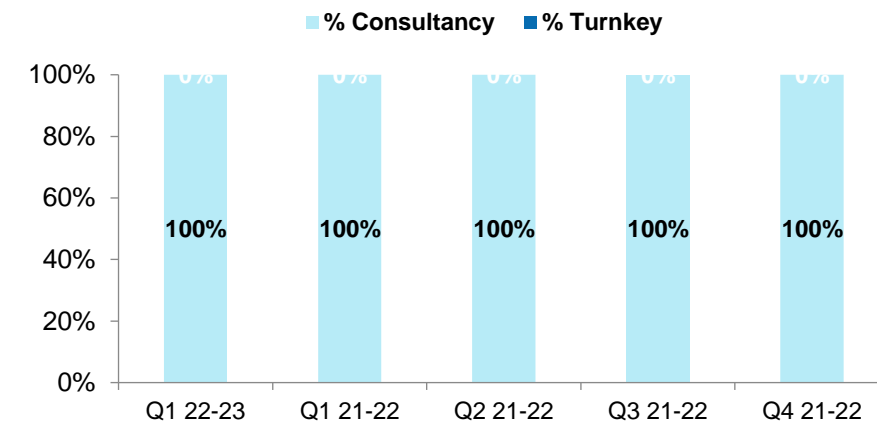
## Quarterly Business Secured and Order Book

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# Quarterly Business Secured and Order Book – Standalone

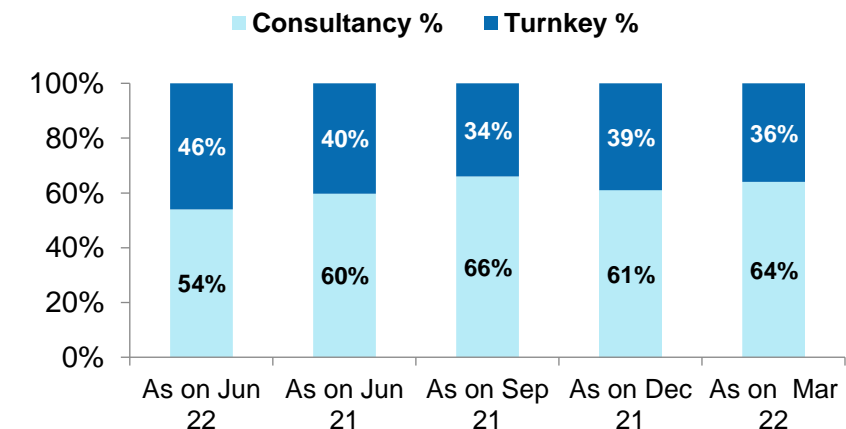
Rs Mn

Business Secured	Q1 22-23	Q1 21-22	Q2 21-22	Q3 21-22	Q4 21-22
Consultancy (domestic)	2,201	2,729	11,624	422	1,740
Consultancy (overseas)	49	97	48	142	69
Consultancy Total	2,250	2,826	11,672	564	1,809
Turnkey	0	0	0	0	0
Total Business secured	2,250	2,826	11,672	564	1,809



Rs Mn

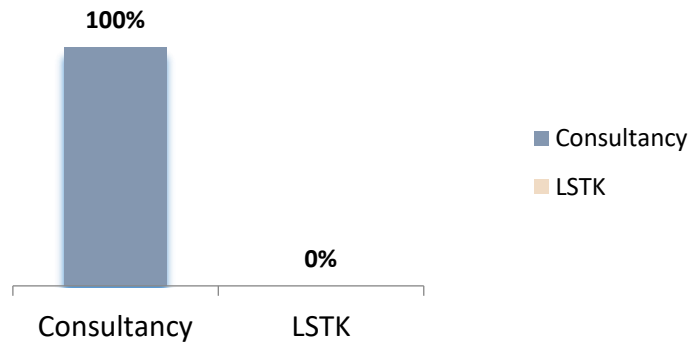
Order Book	As on Jun 22	As on Jun 21	As on Sep 21	As on Dec 21	As on Mar 22
Consultancy	47,935	44,984	52,980	50,383	48,983
Turnkey	40,403	30,320	27,312	31,738	27,566
Total Order Book	88,338	75,304	80,292	82,121	76,549
Consultancy %	54%	60%	66%	61%	64%
Turnkey %	46%	40%	34%	39%	36%



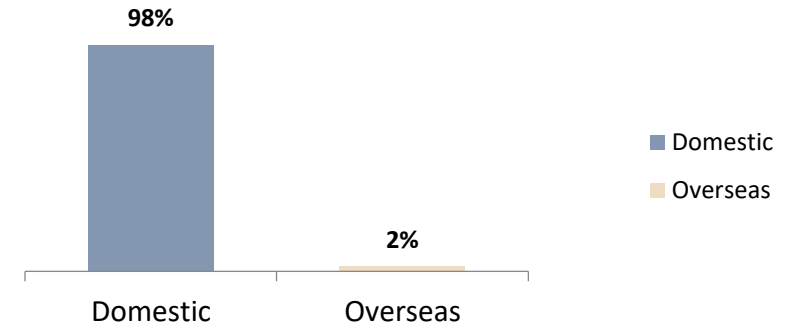
Note : Data on standalone basis

# Quarterly Business Secured Break up – Standalone

### Consultancy Vs LSTK



### Consultancy Domestic Vs Overseas

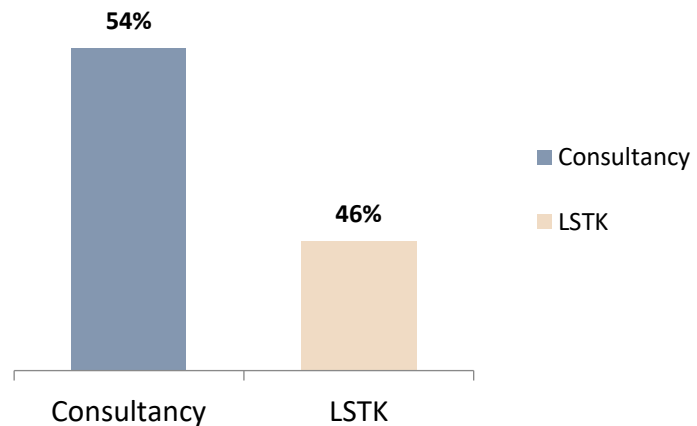


*Most of the orders have been secured in the Hydrocarbon sector*

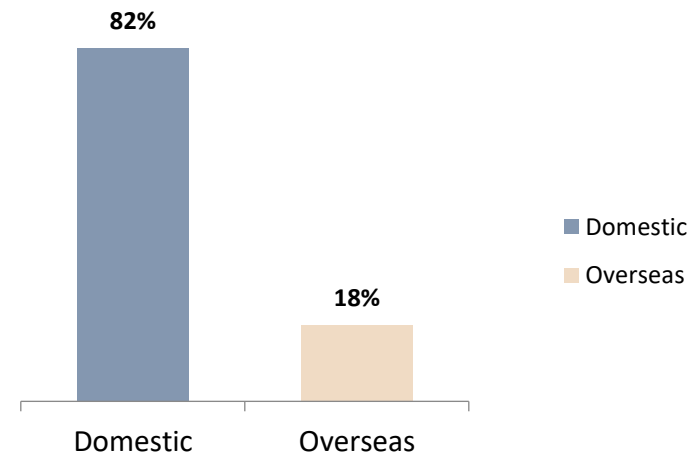
*Note : Data on standalone basis*

# Quarterly Order Book Break up – Standalone

### Consultancy Vs LSTK



### Consultancy Domestic Vs Overseas



Note : Data on standalone basis

# Q1 FY22-23 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>Domestic</b>					
Consultancy	Consultancy services for proposed underground mined rock LPG cavern at Vadodara	Hindustan Petroleum Corporation Ltd.(HPCL)	130	May 2022	May 2023
Consultancy	EPCM Services for Implementation the Project of Upgradation of Pump Stations/Terminals of Naharkatiya-Barauni Crude Oil Pipeline (Change Order)	Oil India Ltd. (OIL)	143	May 2022	April 2022
Consultancy	PMC for Anjar Palanpur Pipeline of GSPL	Gujarat State Petronet Ltd. (GSPL)	178	May 2022	April 2025
Consultancy	Principal Consultant Firm (PCF) for setting up RBI's Greenfield Data Centre II, EMC Park, Khurda ,Odisha	Indian Financial Technology and Allied Services (IFTAS)	202	June 2022	August 2024
Consultancy	Project Management Consultancy (PMC) for Pre-award activities for Lignite to Methanol Project at Neyveli	NLC India Ltd.	180	June 2022	August 2023
Consultancy	EPCM Contract for MIBC,MIBK and U&O	Deepak Chem Tech Ltd. (DCTL )	440	June 2022	October 2023
Consultancy	EPCM Services for Dahej Regasification Expansion Project (20 to 22.5 MMTPA)	Petronet LNG Ltd.	240	June 2022	September 2025
<b>Overseas</b>					
Consultancy	Consultancy Services for Concept Study for Grass Root Refinery cum Integrated Petrochemical Complex at Nigeria	Padah LNG FZE	25	June 2022	Sept 2022



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## Annual Performance Summary

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# Annual Performance Summary – Standalone



Rs Mn

<b>TURNOVER</b>	<b>2021-22</b>	<b>2020-21</b>	<b>2019-20</b>	<b>2018-19</b>	<b>2017-18</b>	<b>2016-17</b>
Consultancy	<b>14,575</b>	13,833	15,653	13,494	13,793	11,650
Turnkey	<b>14,129</b>	17,214	16,377	10,949	4,083	2,836
Consultancy + Turnkey	<b>28,704</b>	31,047	32,030	24,443	17,876	14,486
Other Income	<b>1,367</b>	1,949	2,580	2,251	1,795	2,237
Total Income	<b>30,071</b>	32,996	34,611	26,694	19,671	16,723

<b>SEGMENT PROFITS</b>	<b>2021-22</b>	<b>2020-21</b>	<b>2019-20</b>	<b>2018-19</b>	<b>2017-18</b>	<b>2016-17</b>
Consultancy	<b>4,085</b>	3,799	4,989	3,894	4,303	3,592
Turnkey	<b>356</b>	558	655	628	754	1036
Consultancy %	<b>28%</b>	27%	32%	29%	31%	31%
Turnkey %	<b>3%</b>	3%	4%	6%	19%	37%

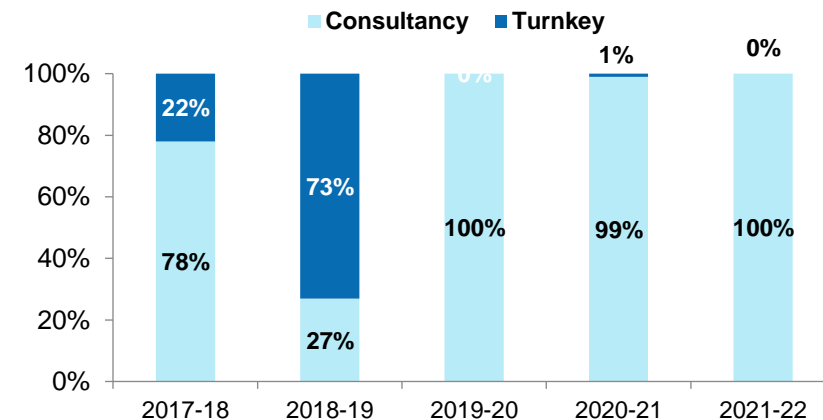
<b>PAT</b>	<b>2021-22</b>	<b>2020-21</b>	<b>2019-20</b>	<b>2018-19</b>	<b>2017-18</b>	<b>2016-17</b>
PAT	<b>3,444</b>	2,595	4,302	3,701	3,779	3,250
PAT %	<b>12%</b>	8%	13%	15%	21%	22%

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

# Business Secured and Order Book – Standalone

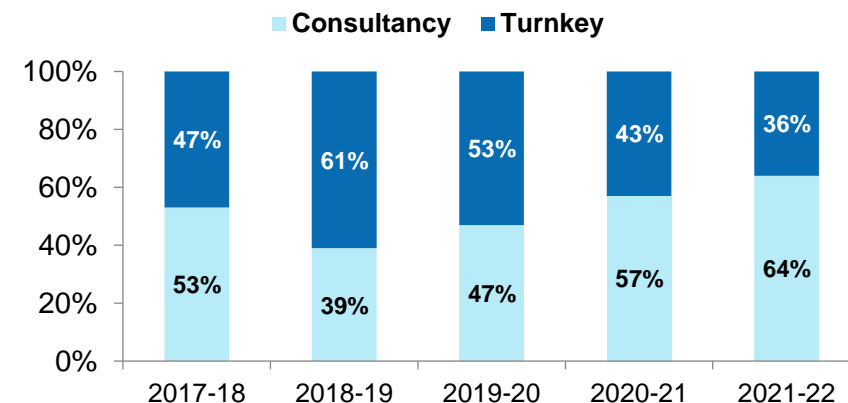
Rs Mn

Business Secured	FY 21-22	FY 20-21	FY 19-20	FY 18-19	FY 17-18
Consultancy (domestic)	16,515	14,550	8,119	14,942	13,572
Consultancy (overseas)	356	1,011	8,053	911	3,036
Consultancy Total	16,871	15,562	16,172	15,853	16,608
Turnkey	0	130	0	43,052	4,797
Total Business secured	16,871	15,692	16,172	58,905	21,405



Rs Mn

Order Book	March 22	March 21	March 20	March 19	March 18
Consultancy	48,983	45,816	44,561	43,124	41,739
Turnkey	27,566	34,003	50,993	68,763	36,992
Total Order Book	76,549	79,819	95,554	1,11,887	78,731
Consultancy %	64%	57%	47%	39%	53%
Turnkey %	36%	43%	53%	61%	47%



Note : Data on unconsolidated basis

# Capital Investments – as on Q1 FY22-23



Description	Investment 1	Investment 2		Investment 3	Investment 4
<b>Name</b>	Ramagundam Fertilizer Project	NELP IX : Two Upstream Assets		Minority stake in Numaligarh Refinery Ltd.	LLC-BEO (Bharat Energy Office)
		(CB-ONN-2010 / 8)	CB-ONN-2010 / 11		
<b>Implementing agency</b>	M/s Ramagundam Fertiliser & Chemical Ltd.	M/s Bharat Petro Resources Ltd. (BPRL)	M/s GAIL India Ltd.	-	-
<b>JV Partners / Share-holding</b>	NFL - 26%; EIL - 26%; FCIL - 11%; GAIL- 14.3%; Telangana Govt - 11%; HTAS Consortium- 11.7%	BPRL – 25%, GAIL – 25%, EIL – 20%, BFIL – 20%, MIEL – 10%	BPRL – 25%, GAIL – 25%, EIL – 20%, BFIL – 15%, MIEL – 15%	EIL stake 4.37%	Equal participation of 20% by OIL, OVL, GAIL, IOCL & EIL
<b>State / Country</b>	Telangana	Gujarat	Gujarat	Assam	Moscow, Russia
<b>Size / Capacity / Area</b>	<u>Urea:</u> 3850 MTPD <u>Ammonia:</u> 2200 MTPD	Exploration Acreage 42 Sq. Km.	Exploration Acreage 131 Sq. Km.	3 MMTPA Refinery (Currently undergoing expansion to 9 MMTPA)	-
<b>Approximate project cost/ investment at start</b>	Rs. 6388 Crore	Rs. 300 Crore / USD 50 Million ( During Bidding Stage)		-	USD 500,000/-
<b>Total Equity Investment by EIL</b>	Rs. 491 Crores	Rs. 100 Crores		Rs 700 crores (approx)	USD 100,000/-

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