

58<sup>th</sup> ANNUAL  
GENERAL  
MEETING



ENGINEERS  
INDIA LIMITED



# CMD Address to Shareholders

NATION-BUILDING THRIVES ON  
SUSTAINABILITY GOALS



**Ms. VARTIKA SHUKLA**  
CHAIRMAN & MANAGING DIRECTOR

Dear Shareholders,

On behalf of the Board of Directors of Engineers India Limited, I extend a very warm welcome to all of you at this 58th Annual General Meeting of your Company.

The Indian economy displayed remarkable resilience, recuperation, and revitalization throughout the fiscal year 2022-23. Despite challenges such as the pandemic-induced slowdown and geopolitical uncertainties, our nation successfully navigated these crises, largely owing to the commendable endeavours of the government, citizens, and various stakeholders.

At EIL, we perceive ourselves as a pivotal institution that has been shaping the national energy landscape in its long existence of around six decades since inception in the year 1965 upholding the legacy of our founding fathers. The company has played an anchor role in bringing new technologies in the country in terms of their assessment and hand holding for implementation of the same in Indian industries. Some of the key achievements of EIL in building India's energy infrastructure includes among other things Auto Fuel Technologies including BS-VI, Residue Upgradation, Refinery & Petrochemical Integration, niche petrochemicals and as recent as Bio Fuels, Green Hydrogen etc.

In the past few years, EIL broadened its horizon in the hydrocarbon and fertilizer business beyond its consultancy and engineering services portfolio. This is reflected in the investments performed by the company in Numaligarh Refinery Limited (NRL), a reputed oil marketing company and one of the largest capacity urea producing Ramagundam Fertilizer Corporation Limited in the state of Telangana.

EIL has an impressive track record of implementing large number of projects both in India and overseas notably Middle East, North Africa, Central Asia and Far East. Your company has also marked its presence in the Latin America and is poised to increase its business share from international market in the near future both on its own or in collaboration with our technology collaborators. Demonstrating future readiness and capability to cater to the dynamic demands of a rapidly evolving global energy landscape, EIL has embarked on a journey fully aligned with its new vision

In addition, your company is committed to achieve net zero carbon emission by the year 2035 and has developed capabilities to assist its esteemed clientele in their energy transition journey fully aligned with our new vision statement "To be a Global Leader Offering Total Energy Solutions for a Sustainable Future".

### THE INDIAN ECONOMY: EIL'S BUSINESS POTENTIAL

As per the World Bank's Global Economic Prospects report of June 2023, global economic growth is set to slow substantially to 2.1 percent in 2023 from 3.1 percent in the preceding year<sup>1</sup>. Tight global financial conditions and subdued external demand are expected to weigh on growth across nations.

However, India posted GDP growth of 7.2 percent in 2022-23 and remained as one of the growing major economies in the world<sup>2</sup>. India is also the fifth largest economy in the world, reaching a size of USD 3.75 trillion<sup>3</sup> and poised to be a \$5 Trillion economy by 2025.

The government's focus on infrastructure development, inclusive growth, and incentivizing emerging technologies has unleashed the spirit of the economy.

<sup>1</sup><https://www.worldbank.org/en/publication/global-economic-prospects>  
<sup>2</sup><https://theprint.in/economy/india-posts-world-beating-gdp-growth-of-6-1-in-q4-7-2-in-fy23/1605091/>  
<sup>3</sup><https://economictimes.indiatimes.com/news/economy/indicators/indias-gdp-swells-to-3-75-trillion-as-it-plot-les-other-biggies/articleshow/100929191.cms?from=mdr>  
<sup>4</sup><https://newsonair.com/2023/03/16/india-ranks-third-largest-primary-energy-consumer-in-the-world/#:~:text=India's%20achievement%20of%20becoming%20the,self%20reliance%20and%20sustainable%20growth>  
<sup>5</sup> IEA World Energy Outlook 2022, page 70  
<sup>6</sup><https://pib.gov.in/PressReleasePage.aspx?PRID=1927172>  
<sup>7</sup><https://www.livemint.com/industry/energy/chemicals-petrochemicals-demand-in-india-expected-to-nearly-triple-and-reach-1-trillion-by-2040-hs-puri-11684509735204.html>



Previous fortnight witnessed the assimilation of World's leaders in Indian Capital for G20 leadership deliberations. The event was a great success for country and number of strategic initiatives were announced including Global Biofuel Alliance, India-Middle East-Europe Economic Corridor and Green development pact.



In the past few years, EIL has substantially enhanced its portfolio in the Green Business Segment getting traction from the emerging energy transition imperatives such as Energy Efficiency Improvement, 2G Ethanol, Sustainable Aviation Fuels (SAF) and Waste to Energy etc. As you know, EIL has already marked its footprints in these emerging areas. Based on our expertise and vast experience of executing mega complex projects both in India and overseas, we are confident that strategic dialogues and initiatives by the government would lead to good business opportunities for EIL in the areas of energy efficient infrastructure, Biofuels and Green Hydrogen segments among others.

### CONSOLIDATING OUR POSITION IN THE CORE BUSINESS SEGMENTS

India is one of the most important players in the global energy market. It is the world's third largest energy consumer, fourth largest refiner, and fourth largest automobile market in the world<sup>4</sup>. Furthermore, energy demand in India is projected to rise more than 3% per year during 2021-2030, which will be the highest globally, as per IEA<sup>5</sup>.

On a per capita basis, energy demand in India has grown by more than 60% since 2000. In future, quarter of the global energy growth between 2020 and 2040 is going to come from India due to our fast-growing economy, urbanization and demographic dividend<sup>6</sup>.

To fulfil the burgeoning energy demand, Indian Refining Industry is anticipated to increase its refining capacity from 250 MMTPA to about 450 MMTPA by 2030. A number of Brown field and Greenfield projects may be planned in the next few years to realise this objective which could be a good business opportunity for the company having a robust Oil & Gas business portfolio.

The demand for chemicals and petrochemicals in India is also expected to augment by three times by 2040<sup>7</sup> owing to the increasing demand of a range of petrochemical products. Therefore, new refinery configuration with more focus on petrochemicals is inevitable. The prevailing demand scenarios have already translated in the form of investments from oil majors to install integrated complexes with high petchem intensity. EIL is already engaged in executing some of the mega integrated petrochemical complexes in India. HRRL project, one of the largest integrated.

Hence, your company is uniquely positioned to enhance its business from the chemical and petrochemical segments. EIL has already been engaged by the clients for feasibility studies of such projects that has potential to become the job prospects in the near future.

With a vision to become a 'Total Solutions Company', EIL has policy of focused diversification into sectors like infrastructure, strategic crude oil storage, fertilizer, ports, biofuels, green hydrogen and LNG are giving further boost to your company's growth trajectory.

EIL has also emerged as a trusted partner for clients, both in India and abroad, in their journey towards Environment, sustainability and energy transition. After being synonymous with India's hydrocarbons sector, EIL is now leading the way in building a cleaner, greener and prosperous world for us and our future generations.

### CONSTANTLY ADDING VALUE - FINANCIAL & BUSINESS PERFORMANCE

We at EIL have a new mantra – to constantly add value in everything we do and the results speak for themselves. It is my pleasure to share with you the highlights of the FY 22-23 performance.

The financial results have been covered in depth, and details are available in both the print and digital media.



Let me share with you the key highlights of the year:

The total Income from Services rendered during the year was Rs 3284 Crore, of which revenues from Consultancy & Engineering Services stood at Rs 1418 Crore.

Profit Before Tax (PBT) and Profit After Tax (PAT) during the year stood at Rs 440 Crore and Rs 342 Crore, respectively.

Your Company has been consistently paying dividend year on year and the board has recommended a final dividend of Re 1 per share for the financial year 2022-23, in addition to Rs 2/- per share interim dividend already paid during the year. Thus, the total dividend for FY2023 stands at Rs 3/ per share.

FY 2022-23 has also been a successful year for your Company in terms of order book and business secured.

Your Company has secured new business worth Rs 4705 Crore. This includes business worth Rs 4091 Crore from domestic consultancy and overseas business worth Rs 614 Crore.

The major projects secured in the domestic refining segment include consultancy services for proposed underground mined rock LPG cavern at Vadodara; Restoration of Gas Terminal Phase-1 of ONGC; Energy Optimization Study at BPCL Mumbai Refinery, BDEP and EPCM Services for Revamp of 2 Stage Desalter, Detail Engineering, Procurement & PMC for Revamp of Existing IREP DHDT Charge Heater for efficiency improvement at BPCL Kochi Refinery, among various others.

In the chemicals and petrochemicals sector, major assignments secured included Licensor Selection, Cost Estimation and Preparation of Detailed Feasibility Report (DFR) for Poly Propylene (PP) Unit Project at BPCL Kochi Refinery, Technical Due Diligence for Petrochemical Complex for GAIL, Project Management Consultancy (PMC) for Pre-award activities for Lignite to Methanol Project at Neyveli from Neyveli Lignite Corporation, and many more.

Your company secured many prestigious orders in the Pipelines, LNG Projects, and Strategic Storage segment. In the infrastructure sector, your company was successful in securing PMC Services for setting up of Rajiv Gandhi Knowledge Service & Innovation Hub at Kota-RISL & Jodhpur-RISL, Principal Consultant Firm (PCF) assignment for setting up RBI's Greenfield Data Centre II, EMC Park, Khurda, Odisha & Enterprise Level



Training Institute, PMC Services for Haryana Horticulture Marketing for HIHMC, among others.

In the coal gasification segment, EIL secured a major assignment of Project Management Consultancy (PMC) services for Pre-award activities for India's first Lignite to Methanol Project at Neyveli building on Hon'ble Prime Minister's target of 100 MMTPA of coal gasification.

In the Metallurgy space, EIL secured order for Preparation of Detailed project report (DPR) for Capacity Enhancement of Daitari Iron Ore Mines in Keonjhar, Odisha upto 6 MTPA-OMC, among others.

I am happy to report that EIL burnished its credentials as a leader in clean technologies by securing several key assignments catering to the nation's decarbonisation and Net zero commitments. These include Owners Engineer for Green H2 and /EPCM services for BOP project at Vijaipur from GAIL, LEPC Selection, Feasibility Study and Basic Design of OSBL for green H2 electrolyser & associated system at Bina from BPCL, Consultancy Services for Feasibility and Basic Engineering of India's first long distance H2 pipeline (200 km) , Consultancy services for preparation of Detailed Feasibility Report (DFR) For setting up 4000 TPD Green Ammonia Plant , among various others.

As part of its strategic diversification initiative, EIL has entered into a Memorandum of Understanding (MoU) with Munitions India Limited (MIL) for execution of plant modernization and infrastructure projects of MIL. Munitions India Limited is India's biggest manufacturer of ammunition and explosives for Indian Armed Forces. The MoU heralds EIL's foray into the

Defence sector, giving a fillip to our diversification into newer areas.

To strengthen its leadership position in sub-surface storage in the country, your company has entered into an MoU with DEEP GmbH for jointly executing strategic storage of crude and product in the caverns.

### SHARE OF INTERNATIONAL BUSINESS ON UPHILL

Your company has leveraged its stellar track record in the domestic sector to emerge as a leading player in the overseas market. This year marked EIL's entry into Latin America through securing an order for providing consultancy services for Integrated Natural Gas Liquids (NGL) plant and 300 MW CCTG Power plan in Guyana. Your company also bagged an order for rendering EPCM services for a grassroots world scale fertilizer complex in Africa.

Besides, the commissioning activities of Dangote Oil Refinery Project (DORC) in Nigeria having total capital outlay of almost \$20 billion with highest single train refining capacity in the world has commenced on 22nd May 2023 in the presence of Honourable President of Nigeria. It exemplifies EIL's contribution in fulfilling our Honourable Prime Minister's vision of 'Local to Global'.

Your company also received several assignments for PMC Services on Call-off basis from ADNOC Offshore and Feasibility Review of critical equipment from BAPCO, among various others. It is EIL's constant



endeavour to expand its geostrategic outreach and capture a bigger share of the global value chain.

### OPERATIONAL HIGHLIGHTS

Maintaining its track record of efficiency and on-time delivery of projects, your company successfully completed a host of assignments during the year across its business segments.

EIL was the Independent Engineer for Development and Construction of Green Field International Airport at Mopa, Goa. It was dedicated to Nation by Hon'ble Prime Minister of India. In the upstream segment, EIL achieved mechanical completion of all three EPCs for LNG Import, Storage and Regasification Terminal Project, Chhara (Gujarat).

Your company also completed EPCM Services for Krishnapatnam - Hyderabad Multi Product Pipeline, BPCL. A number of refinery projects were completed during the year, including Sulphur Recovery Block of 2 X 100 TPD capacity along with offsites of CPCL, Manali Refinery at Chennai Tamil Nādu, CDU-IV of 9 MMTPA capacity along with necessary offsites of HPCL Refinery at Visakhapatnam, Andhra Pradesh, DFR for Propylene Recovery unit of 140 KTPA capacity along with offsites of HPCL Refinery at Mumbai, and Know-How, BEDP and DE of Coke Drum and Heater for Revamp of Coker - B Unit at Barauni Refinery (Phase - II), Bihar.

Various other assignments were successfully delivered in sectors like infrastructure, metallurgy, coal and alternate fuels.

### INNOVATION THROUGH TECHNOLOGY

Innovation through technology is one of the key pillars of EIL's corporate excellence. Your company is one of the few engineering consultancy firms that has a dedicated Research and Development Division boasting of developing more than 40 commercialized process technologies. EIL is at the forefront of developing world-class technologies both on its own or in collaboration with institution of excellence, academic institutes, national laboratories and industries such as IITs, CSIR-IIP, CSIR-CSIO, IOCL, BPCL etc.

I am happy to share that during this fiscal, your Company filed 10 new patents and 5 patents filed earlier were granted this year.

### SUSTAINED COMPETITIVE EDGE

Your company has cemented its status as an industry leader by not only implementing Quality Circle in our





processes but also adopting Six Sigma in our operations, thus accelerating operational excellence.

EIL further increased its competitive advantage by augmenting our capabilities in the field of information technology and digitalization. In the post-pandemic world, a robust IT system has emerged as the most important tool for ensuring business continuity and efficiency. Your company's focus on developing and implementing quality IT solutions has resulted in improved services, enhanced efficiency, productivity and seamless integration, thus benefitting all stakeholders.

EIL has adopted a cutting-edge, integrated plant design methodology for smooth project execution and digital handover to clients, thus demonstrating its prowess as an agile, future-ready organization.

### **BOLSTERING ATMANIRBHAR BHARAT**

Since its inception in 1965, EIL has been constantly contributing towards creating a world-class engineering and hydrocarbons ecosystem in India.

Aligning our vision with the policies of the Govt. of India, EIL has stepped up efforts to promote import substitution and self-reliance, under the aegis of Ministry of Petroleum & Natural Gas.

Under the Make in India- Aatmanirbhar Bharat initiative, EIL has developed a reliable, scalable information system -- named as 'Lakshya Bharat Portal' -- to be used by Oil & Gas companies to highlight all Capital goods &

MRO (Maintenance Repair & Overhaul) items procured by OPSUs.

The company has been organizing manufacturers' meets from time to time to spur the development of the vendor community.

EIL is also mapping all the emerging areas where the Government, with the aim of strengthening domestic manufacturing, is announcing PLI Schemes or other initiatives, including battery storage, production of solar cell modules, bio-fuels, waste-to-energy projects, and others.

Your Company is also conceptualizing and mapping opportunities in the GATI SHAKTI Mission for providing services in areas like ports and terminals, containers, warehouses, data centres etc.

EIL is also hand-holding MSMEs as well as startups to foster the creation of a vibrant corporate ecosystem.

### **EMPLOYEE FIRST**

Your company is widely admired for creating an 'employee-first' culture which translates into excellence, efficiency and engagement. We at EIL consider our employees as our most precious assets, and they form the foundation stone of our five-decade-long track record of success.

During the year 2022-23, various efforts towards employee welfare were undertaken, including setting up a state-of-the-art crèche facility in the EIL Gurugram Complex, holding training sessions, expanding our suite

of digital tools for staffers, organizing talk cum interactive sessions on emerging health issues and building awareness on lifestyle balance, extension of medical benefits through empanelment of hospitals, among various others.

Your company also launched Aarogyam, a daily online yoga session for employees and their family members to propagate the concept of wholesome fitness which will also lead to enhancement of employee productivity.

As on March 31 2023, EIL has 2,656 employees, including 2,362 professionally qualified employees.

### RESPONSIBLE CORPORATE CITIZEN

At EIL, Corporate Social Responsibility is not just simply a compliance but a way of taking the society forward hand-in-hand with Business Growth. EIL envisions enriching the lives of people through social upliftment & promotion of inclusive growth.

Economic growth cannot be durable without social progress and ecological sustainability, and therefore, EIL's CSR policy is geared towards empowering the people and rejuvenating the planet.

During FY 2022-23, your Company has spent more than 2% of average net profit of preceding 3 years towards CSR.

The Company's CSR activities encompass education, art and culture, healthcare, drinking water and sanitation, rural electrification, women empowerment and skills training, with special emphasis on the CSR theme announced by the Government each year and the Aspirational Districts.



In FY2022-23, EIL supported 600 cataract operations and distributed medicines in the aspirational district of Haridwar, supported construction of a state-of-the-art building for a Government school at Dharwad, Karnataka, supported Skill Development Training Program (SDTP) to 600 candidates from backward classes across India, among many such activities.

All our activities are fully aligned with the Environment, Social and Corporate Governance framework for a better tomorrow.

### QUALITY & HEALTH, SAFETY AND ENVIRONMENT (HSE)

EIL accords highest priority to Quality and is an ISO 9001:2015 compliant organization. Your Company adopts best practices in Health, Safety & Environment (HSE) across all its operations and in particular in the projects being executed at various sites.

Your company sustained its OHSAS 18001 (Occupational Health and Safety Assessment Series) and ISO 14001 (Environmental Management system) certifications by successfully passing through the third-party audits during this year.

I am happy to state that EIL has taken the lead in fostering a culture of quality and safety across all its sites.

### RECOGNIZED AS INDUSTRY STALWART

During FY 2022-23, your Company won multiple awards and honors at the national level, reflecting the unrelenting hard work, commitment and dedication of Team EIL.

These include SKOCH Order-of-Merit for R&D Project, "Special Commendation Award" in the Services Category in 31st National Award for Innovative Training Practices, FICCI Chemicals & Petrochemicals Awards, CIDC Vishwakarma Awards and many others.

These recognitions motivate us to work even harder and achieve bigger goals for the advancement of our nation.

### SUSTAINABILITY

One of the biggest lessons learnt in the recent times is that sustainability is the key to a better future. Countries, corporates and the common citizens have realized the importance of conserving our natural resources and protecting the biodiversity of our planet.

our Company complies with all environmental regulations and keeps sustainable development goals at the heart of its corporate objectives.

Right from conceptualization to plant commissioning and subsequently the commercial operation, sustainability is embedded into our processes and performance.

#### CORPORATE GOVERNANCE

I am happy to share that your Company holds an impeccable Corporate Governance track record and is committed to unmatched ethical standards as per the requirements of SEBI Regulations and DPE Guidelines in this regard. All efforts have been made to ensure that all the statutory Corporate Governance requirements have been complied in letter and spirit.

EIL has created a robust ecosystem for preventive vigilance thereby leading to the highest standards of transparency and integrity in all its operations.

#### ACKNOWLEDGEMENTS

I, on behalf of Board of Directors of your Company, would like to thank all EILians and their families for keeping the company afloat on to its sustainable growth trajectory.

I would like to take this opportunity to gratefully acknowledge the assistance, support and guidance extended by the Ministry of Petroleum and Natural Gas and other Ministries of the Government of India. I would also like to express my sincere gratitude to the

shareholders of the Company for their continued trust and faith in EIL.

I am confident that with your continued support and encouragement, EIL will scale greater peaks in the days to come.

We are an organization with the highest standards of transparency, integrity, and accountability in our business activities and constantly striving towards adoption of best business practices of works and ethics.

The distinguished members and my colleagues on the Board continue to be a source of inspiration and motivating us with their invaluable experience and expertise in diverse fields. I thank them for their commitment and support.

I would like to express my gratitude to our employees, shareholders, government ministries, clients, associates, suppliers, and contractors for their unwavering support. With your continued encouragement, I am confident that EIL will reach new heights and contribute to a **Stronger, Prosperous, and Resilient Bharat.**

Jai Hind!

**Vartika Shukla**  
(Chairman & Managing Director)



*Delivering Excellence through People*

**REGISTERED & HEAD OFFICE**

Engineers India Bhawan,  
1, Bhikaiji Cama Place, New Delhi-110 066  
CIN: L74899DL1965GOI004352  
Tel. : 011-26762121

E-mail : [eil.mktg@eil.co.in](mailto:eil.mktg@eil.co.in) Website: [www.engineersindia.com](http://www.engineersindia.com)

Note: This does not purport to be a record of the proceedings

