

# Engineers India Limited



इंजीनियर्स  
इंडिया लिमिटेड  
(भारत सरकार का उपक्रम)



ENGINEERS  
INDIA LIMITED  
(A Govt. of India Undertaking)

Investor Presentation  
3<sup>rd</sup> Quarter Results : FY 22-23



*Delivering Excellence Through People*

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## Financial Performance – Q3 and 9 Monthly

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# Q3 FY 22-23: Performance Summary – Standalone



**Standalone**

**Rs Mn**

<b>TURNOVER</b>	<b>Q3 22-23</b>	<b>Q2 22-23</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	3035.12	2773.07	2768.90	2795.60	2841.71	3005.09	3078.77
Consultancy – Overseas	467.40	682.90	737.00	861.90	672.60	607.30	712.06
Consultancy Total	3502.52	3455.97	3505.90	3657.50	3514.31	3612.39	3790.83
Turnkey	4803.66	4364.16	4543.90	3691.45	2964.54	3203.33	4269.64
Consultancy + Turnkey	8306.18	7820.13	8049.80	7348.95	6478.85	6815.72	8060.47
Other Income	257.27	668.74	272.42	224.70	283.71	381.84	477.07
Total Income	8563.45	8488.87	8322.22	7573.65	6762.56	7197.56	8537.54
<b>SEGMENT PROFIT</b>	<b>Q3 22-23</b>	<b>Q2 22-23</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	689.83	670.14	604.64	1100.21	895.21	860.61	1228.83
Turnkey	90.70	136.44	91.63	116.36	74.47	68.44	97.29
Total	780.53	806.58	696.27	1216.57	969.68	929.05	1326.12

Note: All figures are on standalone basis

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# 9M FY 22-23 : Performance Summary – Standalone

*Rs Mn*

<b>TURNOVER</b>	<b>9M 22-23</b>	<b>9M 21-22</b>	<b>9M 20-21</b>
Consultancy – Domestic	8577.1	8642.4	7297.2
Consultancy - Overseas	1887.3	2141.8	2489.2
Consultancy Total	10464.4	10784.2	9786.4
Turnkey	13711.7	9859.3	10093.4
Consultancy + Turnkey	24176.1	20643.5	19879.8
Other Income	1198.4	890.3	1508.9
Total Income	25374.5	21533.8	21388.7

<b>SEGMENT PROFIT</b>	<b>9M 22-23</b>	<b>9M 21-22</b>	<b>9M 20-21</b>
Consultancy	1964.6	2856.0	2235.9
Turnkey	318.8	259.3	157.6
Total	2283.4	3115.3	2393.5

Note: All figures are on standalone basis

# Q3 & 9M FY 22-23 : Performance Summary – Standalone

Rs Mn

	Q3 22-23	Q2 22-23	Q1 22-23	Q1 21-22	Q2 21-22	Q3 21-22	Q4 21-22
PBT	652.42	1018.29	680.42	1216.6	832.3	926.1	1503.4
PAT	477.82	851.35	505.09	906.1	594.7	680.4	1262.9
EPS	0.85	1.51	0.90	1.61	1.06	1.21	2.25

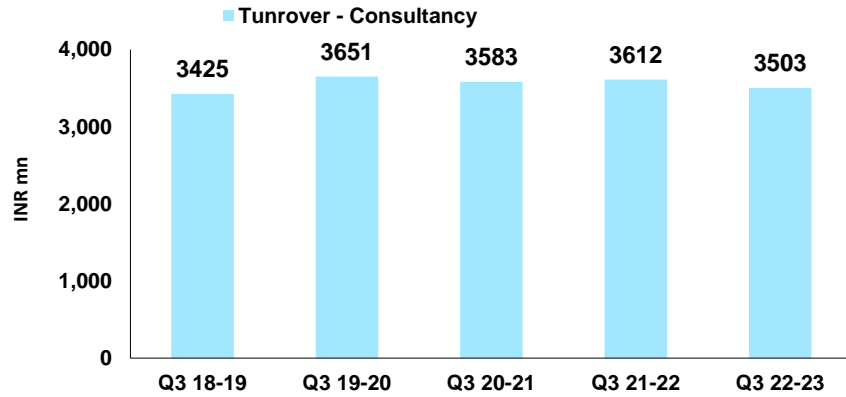
Rs Mn

	9M 22-23	9M 21-22	9M 20-21
PBT	2351.1	2975.0	3069.6
PAT	1834.3	2181.2	2289.6
EPS	3.26	3.88	3.62

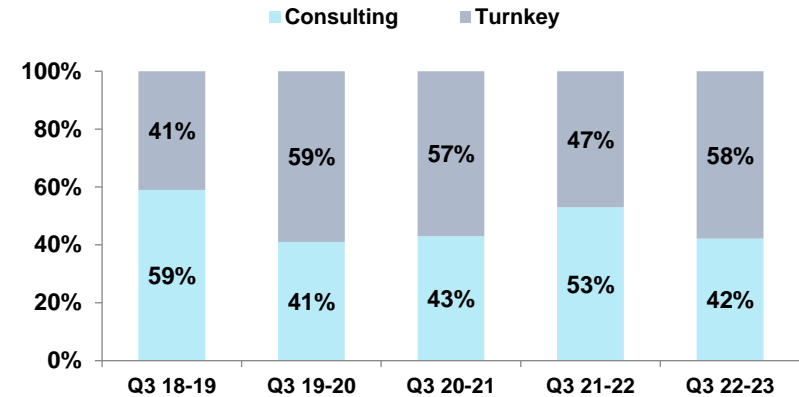
Note: All figures are on standalone basis

# Q3 FY 22-23 : Performance - Standalone

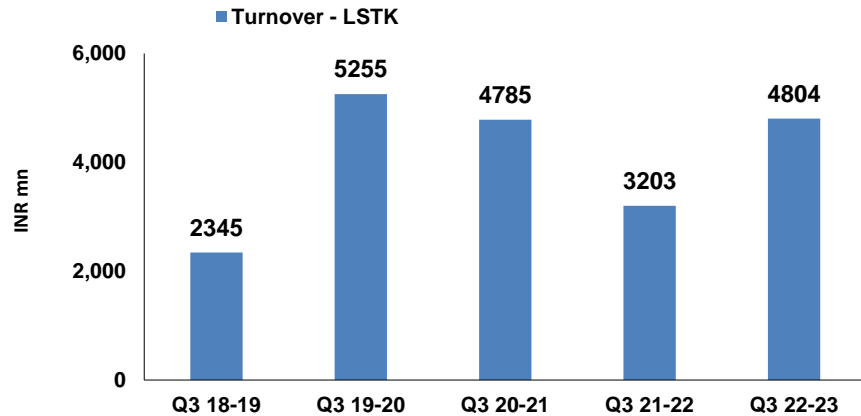
## Turnover - Consultancy



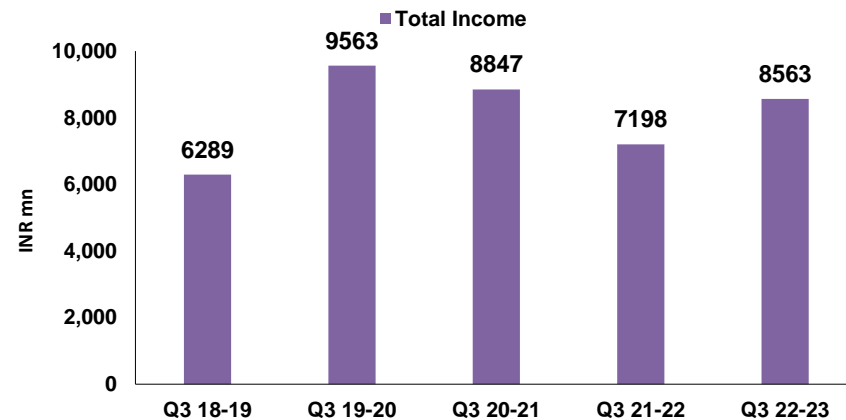
## Turnover Mix (Consultancy Vs Turnkey)



## Turnover - Turnkey



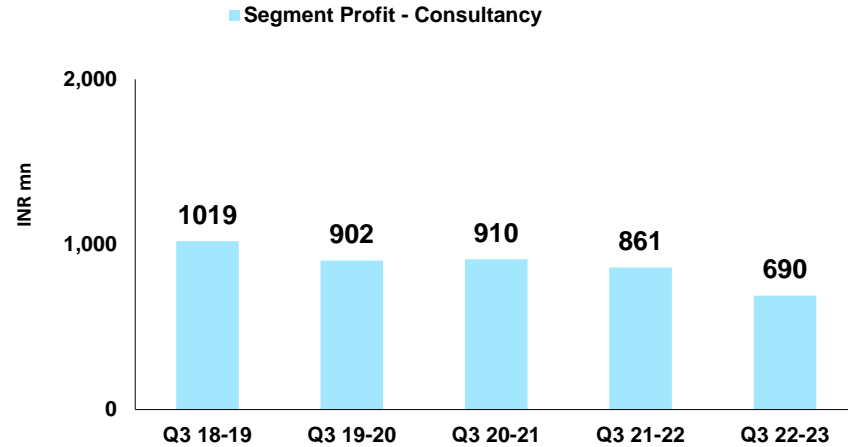
## Total Income



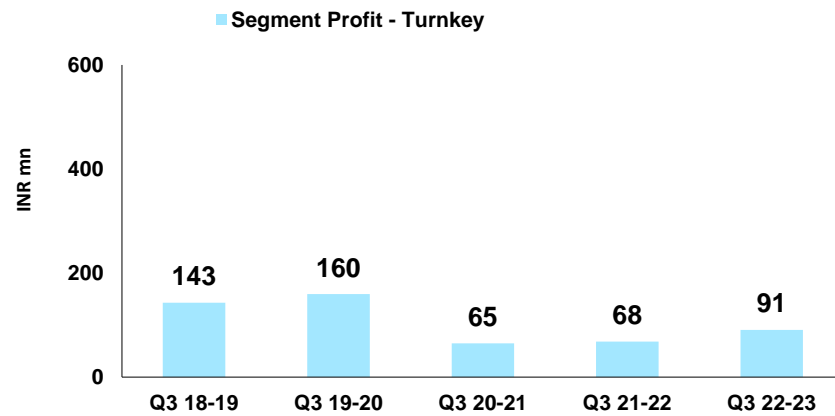
Note: All figures are on standalone basis

# Q3 FY 22-23 : Performance - Standalone

## Segment Profit - Consultancy

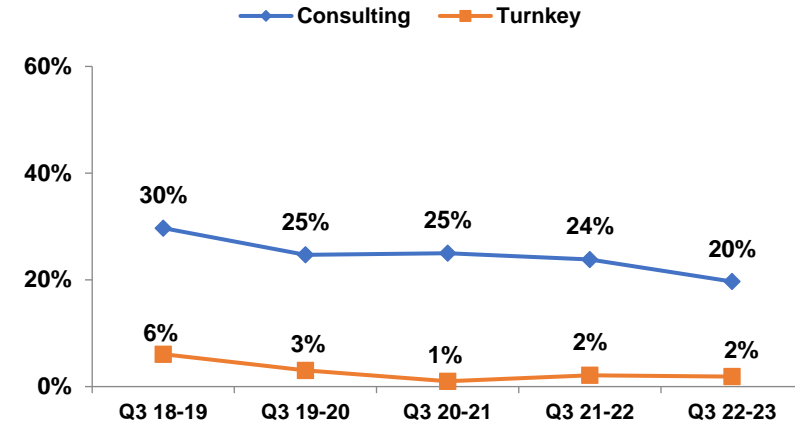


## Segment Profit - Turnkey

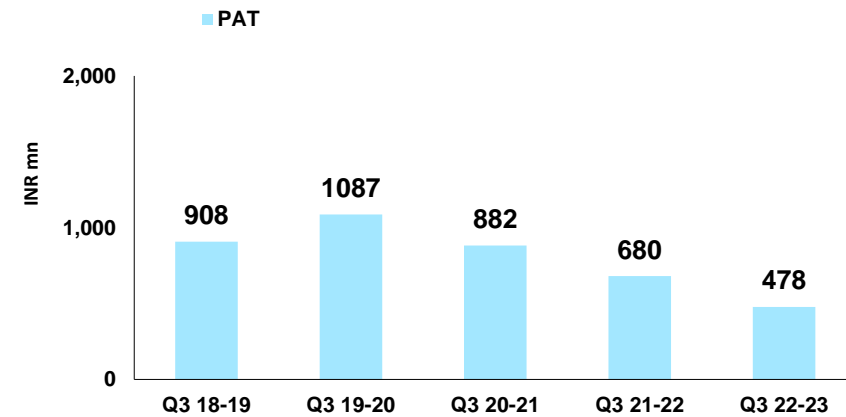


Note: All figures are on standalone basis

## Segment Profit %



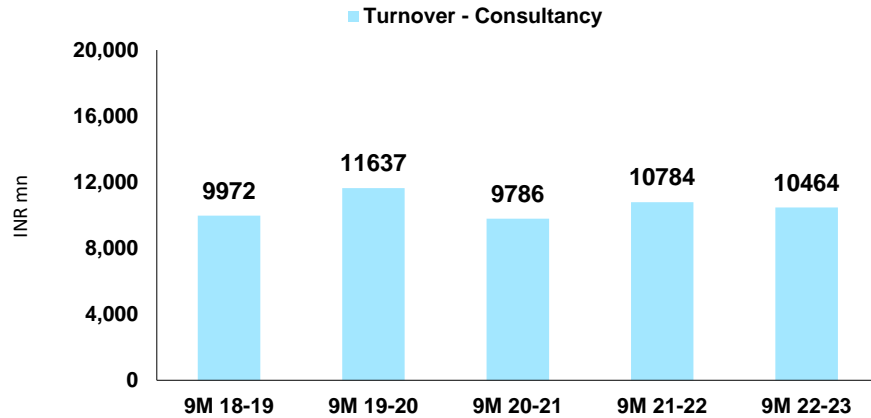
## PAT



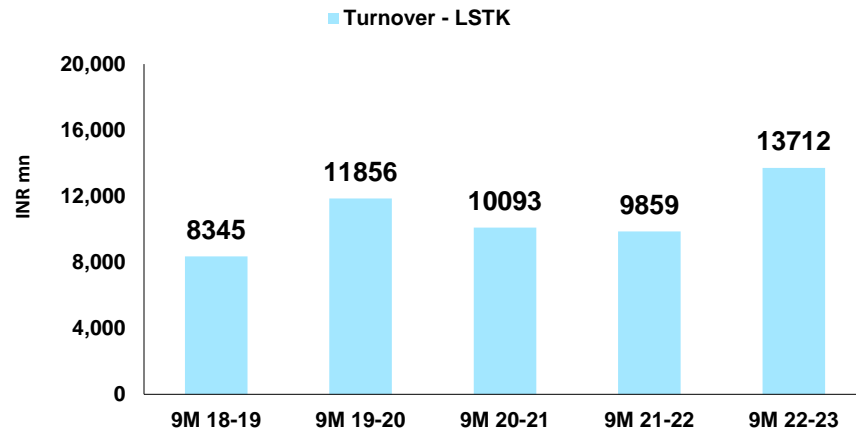


# 9M FY 22-23 : Performance - Standalone

## Turnover - Consultancy

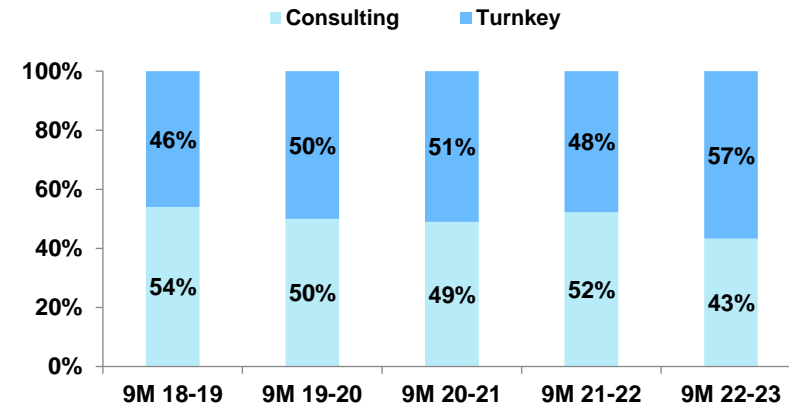


## Turnover - Turnkey

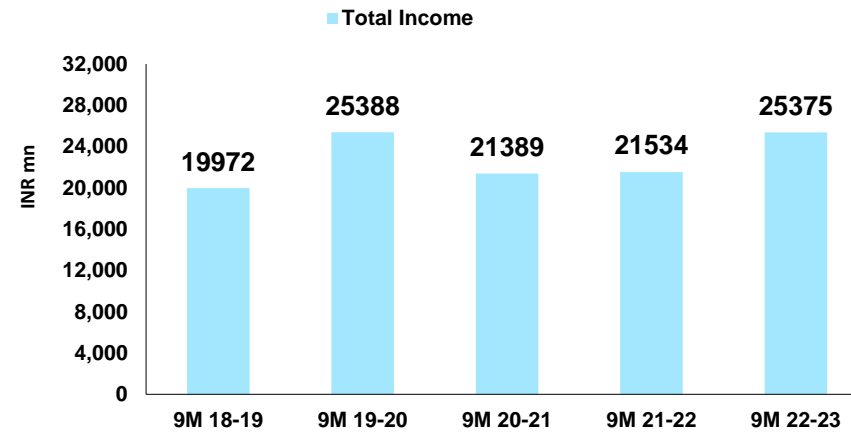


Note: All figures are on standalone basis

## Turnover Mix (Consultancy Vs Turnkey)

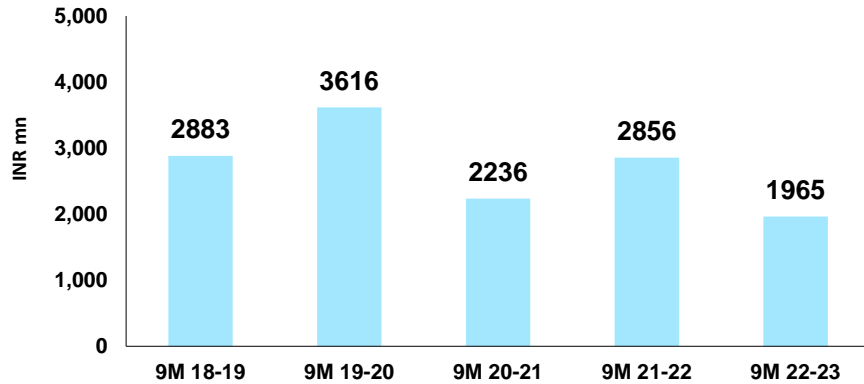


## Total Income

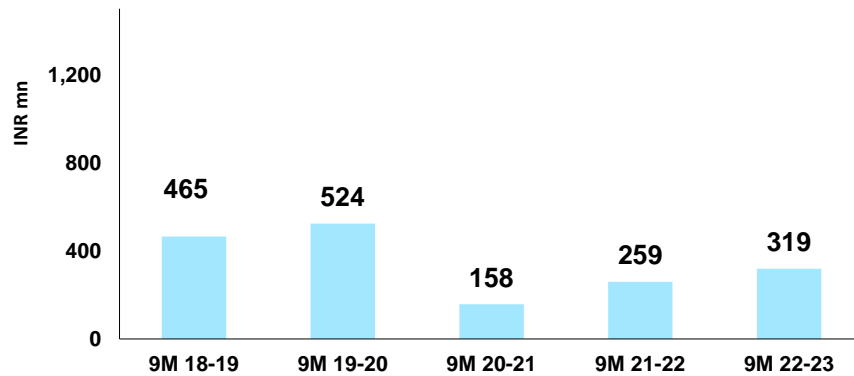


# 9M FY 22-23 : Performance - Standalone

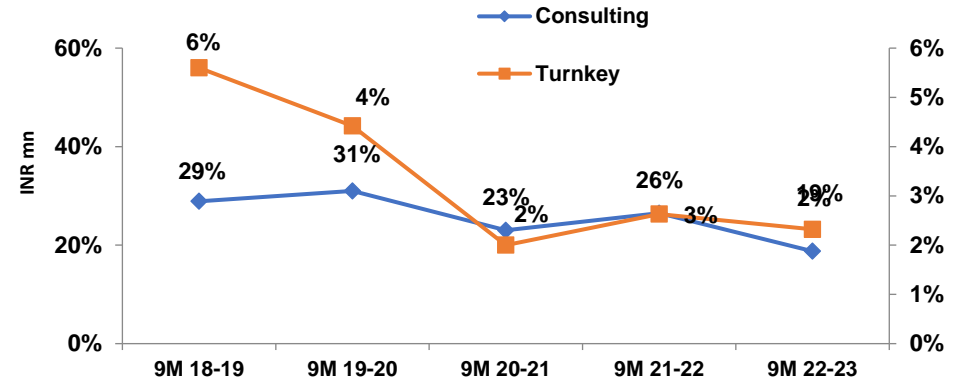
Segment Profit - Consultancy



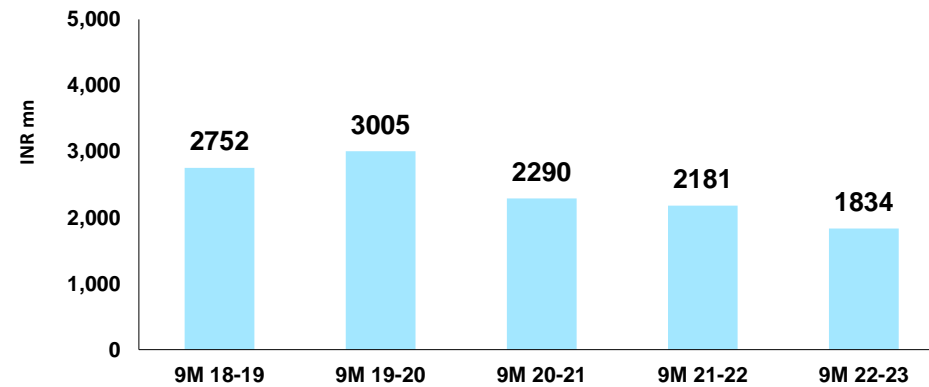
Segment Profit - Turnkey



Segment Profit %



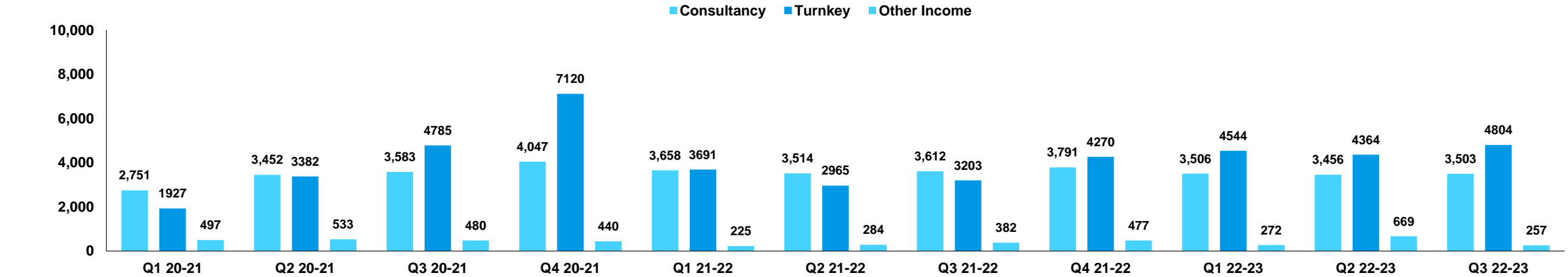
PAT



Note: All figures are on standalone basis

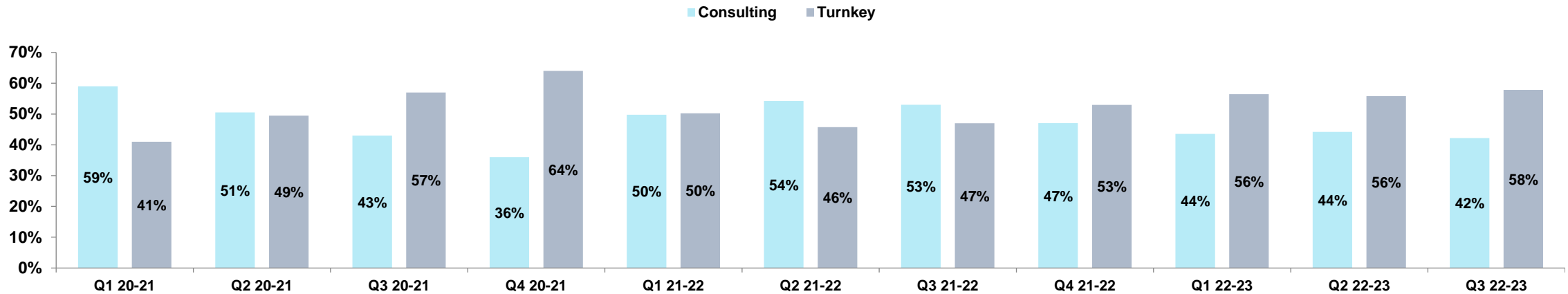
# Quarterly Performance Track Record - Standalone

## Total Income



INR Mn

## Revenue Mix (Consultancy Vs Turnkey)

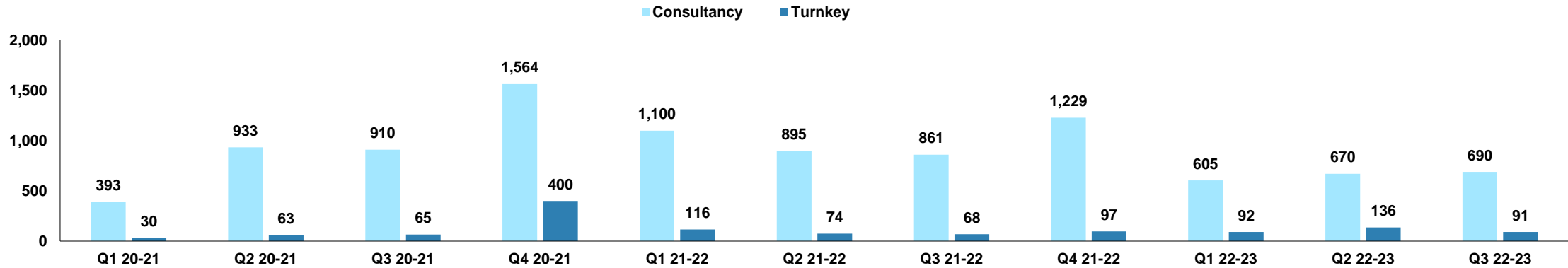


Note: All figures have been taken on a standalone for EIL

# Quarterly Performance Track Record - Standalone

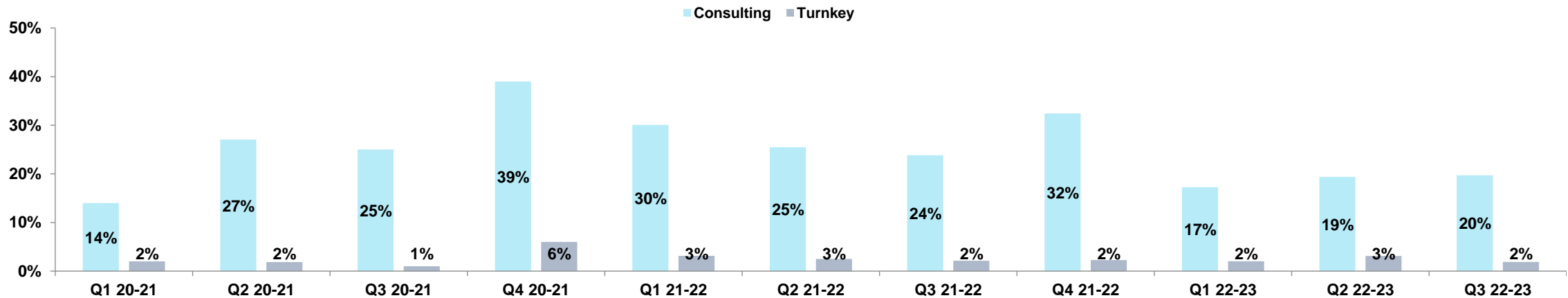


## Segment Wise Operating Profit



INR Mn

## Segment Wise Profit %



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

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## Business Secured and Order Book Financial

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# Q3 & 9M FY 22-23: Business Secured and Order Book – Standalone



Rs Mn

Business Secured	9M 22-23	Q3 22-23	Q2 22-23	Q1 22-23	Q1 21-22	Q2 21-22	Q3 21-22	Q4 21-22
Consultancy (domestic)	5,279	2,261	817	2,201	2,729	11,624	422	1,740
Consultancy (overseas)	253	110	94	49	97	48	142	69
Consultancy Total	5,532	2,371	911	2,250	2,826	11,672	564	1,809
Turnkey	2,427	-67	2,494	0	0	0	0	0
Total Business secured	7,959	2,304	3,405	2,250	2,826	11,672	564	1,809

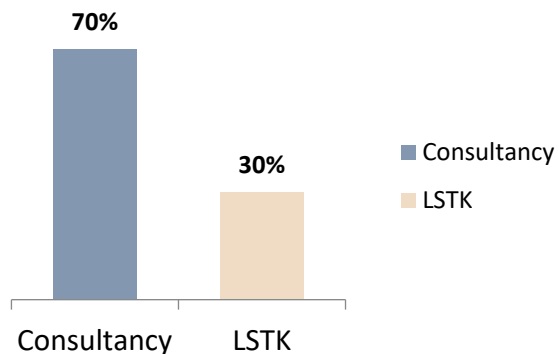
Order Book (Cumulative)	As on Dec 22	As on Sep 22	As on Jun 22	As on Jun 21	As on Sep 21	As on Dec 21	As on Mar 22
Consultancy	45,046	45,994	47,935	44,984	52,980	50,383	48,983
Turnkey	33,610	38,319	40,403	30,320	27,312	31,738	27,566
Total Order Book	78,656	84,313	88,338	75,304	80,292	82,121	76,549
Consultancy %	57%	55%	54%	60%	66%	61%	64%
Turnkey %	43%	45%	46%	40%	34%	39%	36%

Note : Data on unconsolidated basis

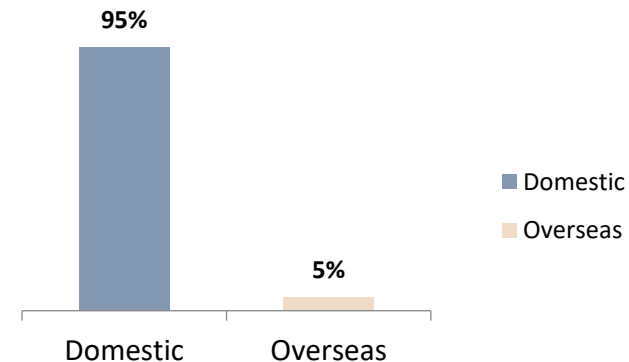
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# 9M FY 22-23 : Business Secured Break up – Standalone

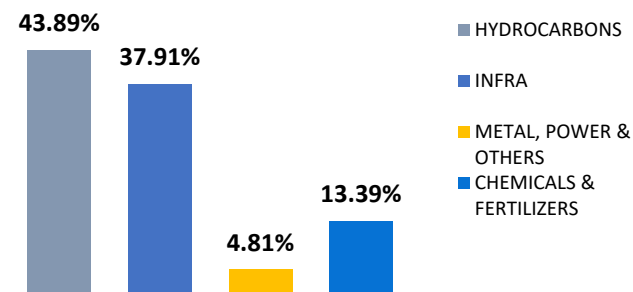
### Consultancy Vs LSTK



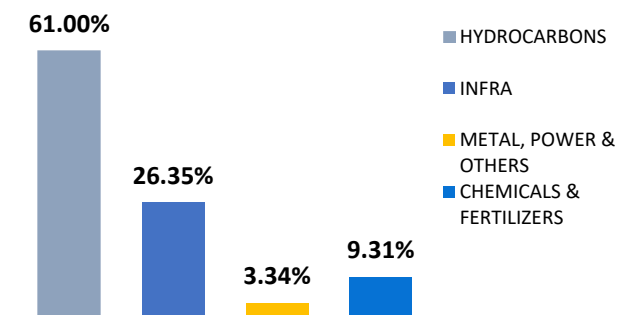
### Consultancy Domestic Vs Overseas



### Consultancy Segmental Break up

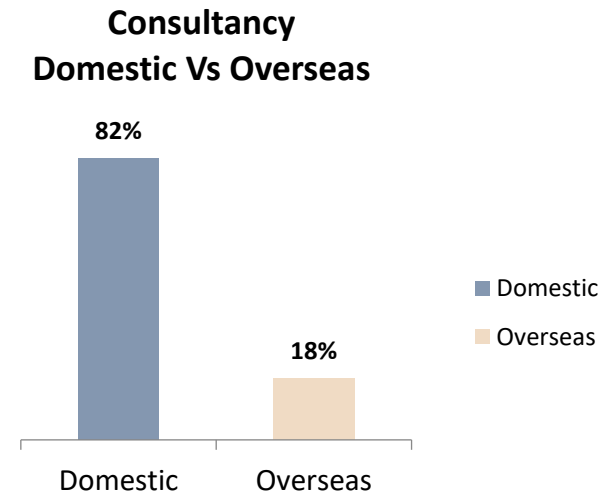
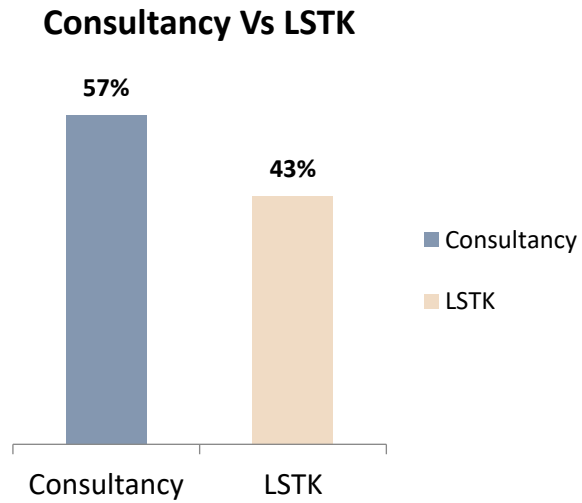


### Total Orders Segmental Break up



Note : Data on unconsolidated basis

# 9M FY 22-23 : Order Book Break up – Standalone



*Note : Data on unconsolidated basis*



# Q3 FY22-23 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>Domestic</b>					
Consultancy	Third Party Agency Services for Mukhya Mantri Digital Sewa Yojana	RajCOMP Info Services Ltd. (RISL)	638	October 2022	November 2025
Consultancy	PMC and FEED Services for DCU Revamp	Nayara Energy Limited	338	November 2022	March 2026
Consultancy	PMC Services for Haryana Horticulture Marketing	Haryana International Horticultural Marketing Corp. Ltd. (HIHMC)	341	November 2022	March 2025
Consultancy	Owner's Engineer Services for 30000 MTPA Polysilicon & 500 MTPA Monosilane Manufacturing Project	Adani Enterprises Limited (AEL)	210	December 2022	April 2024
Consultancy	RBI Data Centre and Training Institute (Change Order)	Indian Financial Technology & Allied Services (IFTAS)	339	December 2022	August 2025
<b>Overseas</b>					
Consultancy	650,000 BPSD Refinery and 600,000 TPA Polypropylene Plant at Lekki Free Trade Zone, Nigeria (Change Order)	Dangote Oil Refining Company Ltd	63	November 2022	November 2022

## Q2 FY22-23 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>Domestic</b>					
Consultancy	DFR and Licensor selection for PDH PP plant with Ethane Propane Import facility at Dahej	Petronet LNG Ltd.	109	July 2022	October 2023
Consultancy	Third Party Inspection Services for Pune Municipal Corporation (Change Order to 1037)	Pune Municipal Corporation	290	August 2022	August 2027
Consultancy	Principal Consultant Firm (PCF) Services for Enterprise level Training Institute for RBI (in continuation to the data centre job awarded on 15h June 2022)	Indian Financial Technology and Allied Services (IFTAS)	135	August 2022	August 2025
Turnkey (OBE)	Restoration of Gas Terminal Phase-1 Part A at ONGC Hazira Plant	Oil and Natural Gas Corporation (ONGC)	2494	April 2022 (Go-ahead Date)	December 2024
<b>Overseas</b>					
Consultancy	Upper Zakum Facilities - Plant Modification Requests (PMRs) and Engineering Work Requests (EWRs) (Package-07)	ADNOC Offshore	38	August 2022	January 2023
Consultancy	PMC Services on Call-Off- Basis under contract no. 429493 for SATAH/ UAD Project and USSU Projects	ADNOC Offshore	30	September 2022	October 2023

# 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

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

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

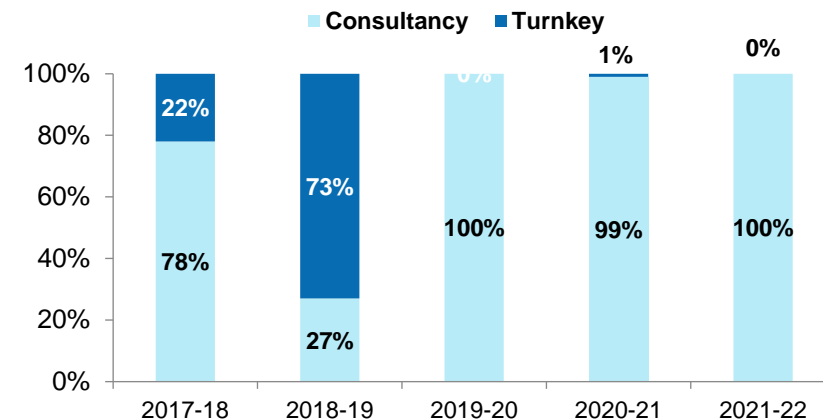
PAT	2021-22	2020-21	2019-20	2018-19	2017-18	2016-17
PAT	3,444	2,595	4,302	3,701	3,779	3,250
PAT %	12%	8%	13%	15%	21%	22%

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

# Business Secured and Order Book – Standalone

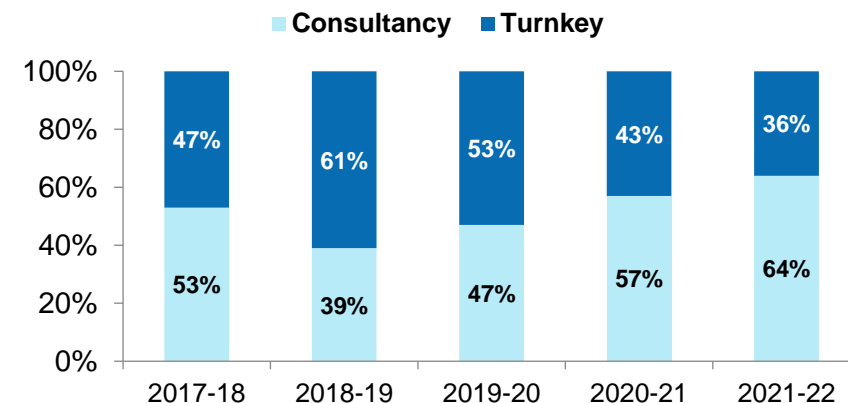
Rs Mn

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 Q2 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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