

Engineers India Limited



Net Zero
by 2035⁺



Investor Relations

1st Quarter Results : FY 22-23



Delivering Excellence Through People

August 05, 2022

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Quarterly Financial Performance

Q1 FY22-23 Performance Summary - Standalone

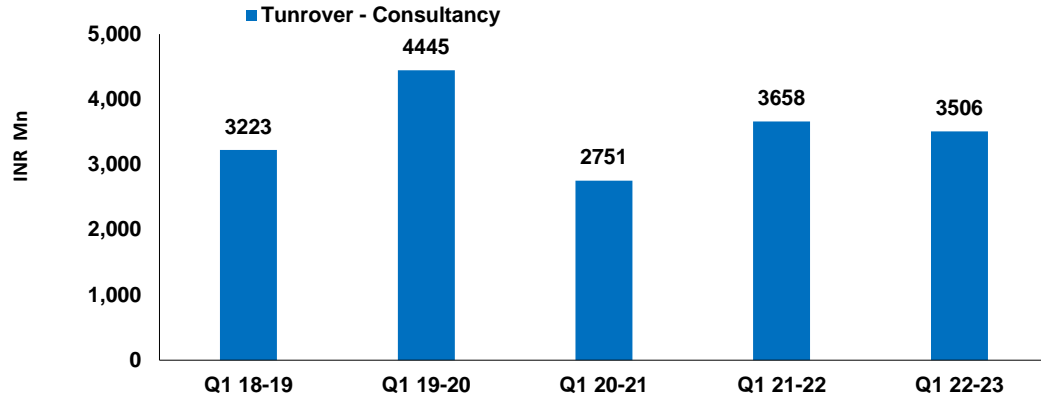


<i>Standalone</i>		<i>Rs Mn</i>				
TURNOVER	Q1 22-23	Q1 21-22	Q2 21-22	Q3 21-22	Q4 21-22	
Consultancy – Domestic	2768.90	2795.60	2841.71	3005.09	3078.77	
Consultancy – Overseas	737.00	861.90	672.60	607.30	712.06	
Consultancy Total	3505.90	3657.50	3514.31	3612.39	3790.83	
Turnkey	4543.90	3691.45	2964.54	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	
SEGMENT PROFIT	Q1 22-23	Q1 21-22	Q2 21-22	Q3 21-22	Q4 21-22	
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	

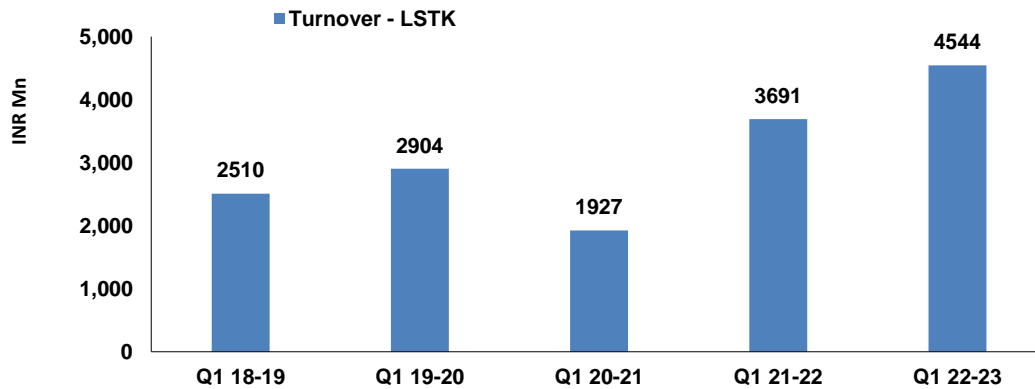
Note: All figures are on standalone basis

Q1 FY22-23 Quarterly Performance - Standalone

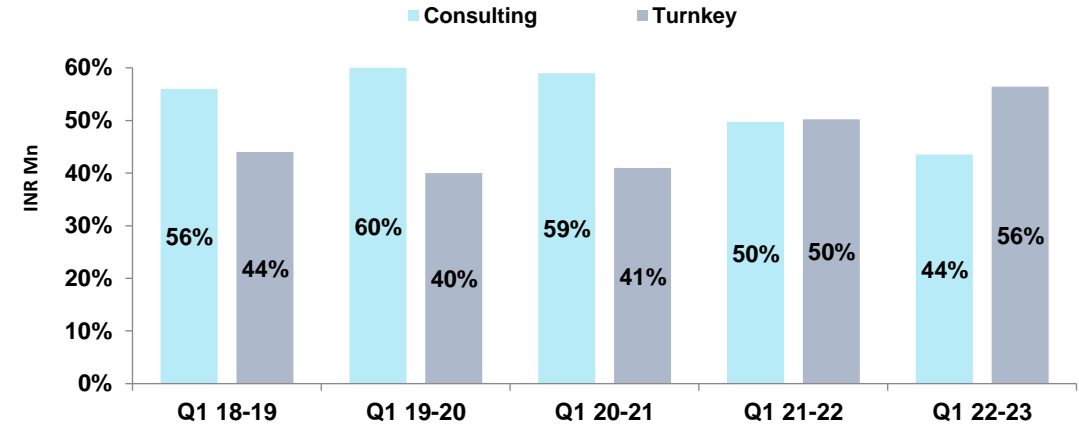
Turnover - Consultancy



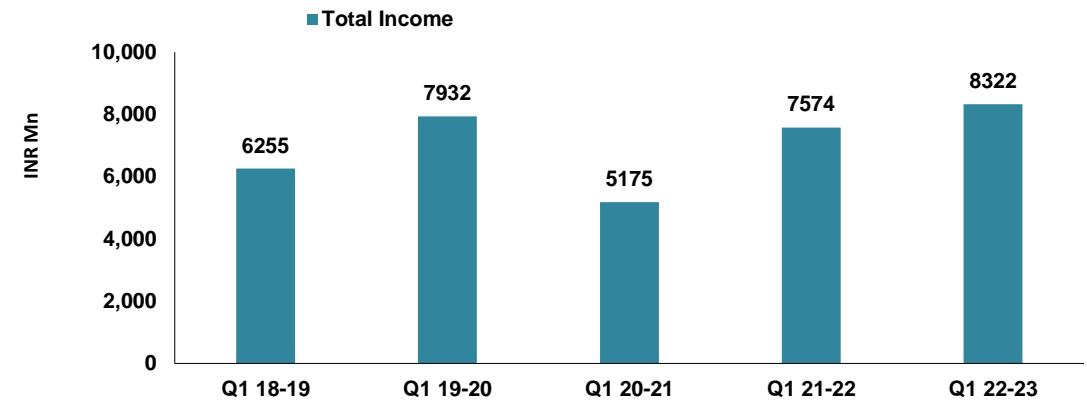
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



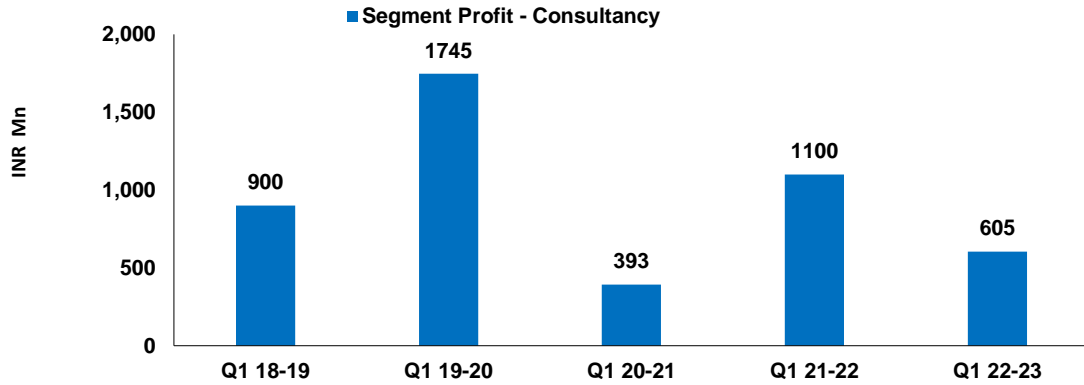
Total Income



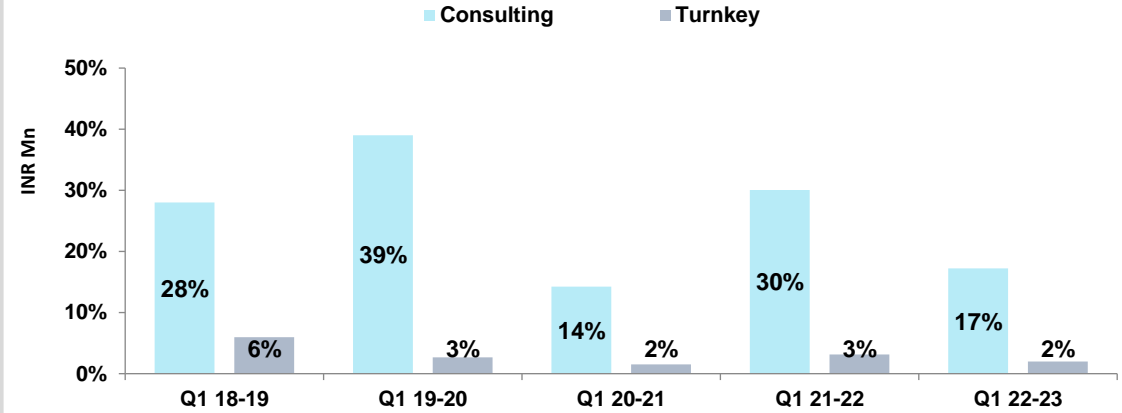
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Q1 FY22-23 Quarterly Performance - Standalone

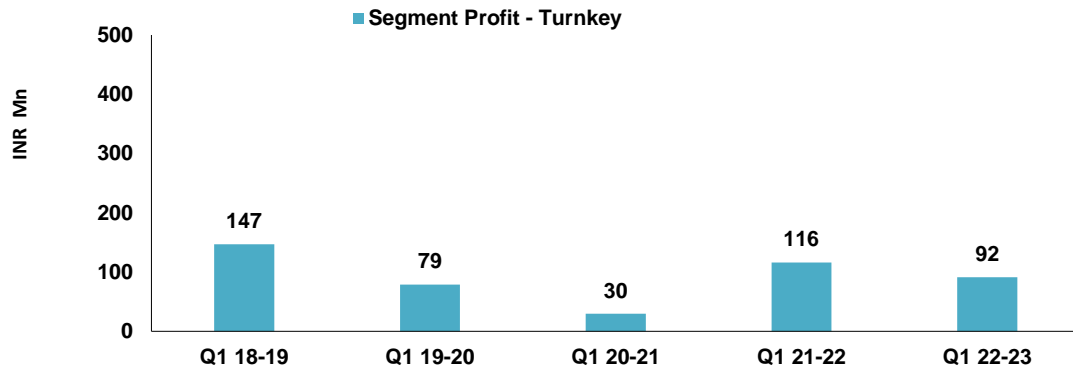
Segment Profit - Consultancy



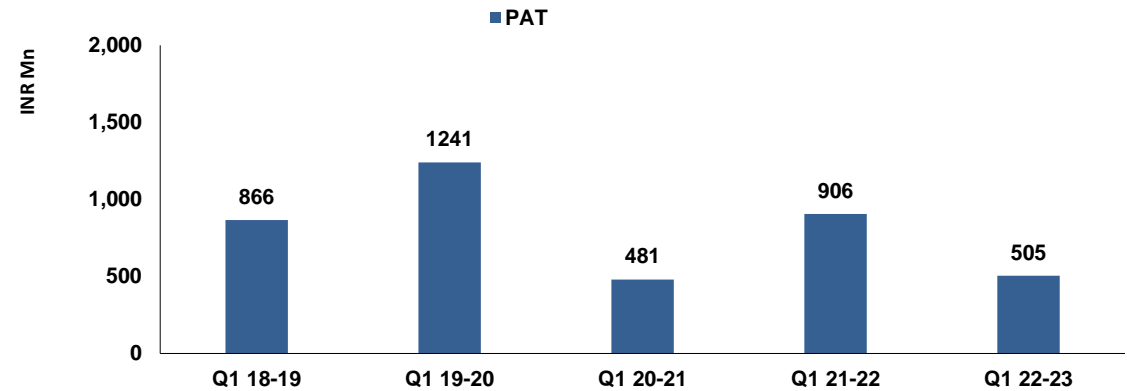
Segment Profit %



Segment Profit - Turnkey



PAT

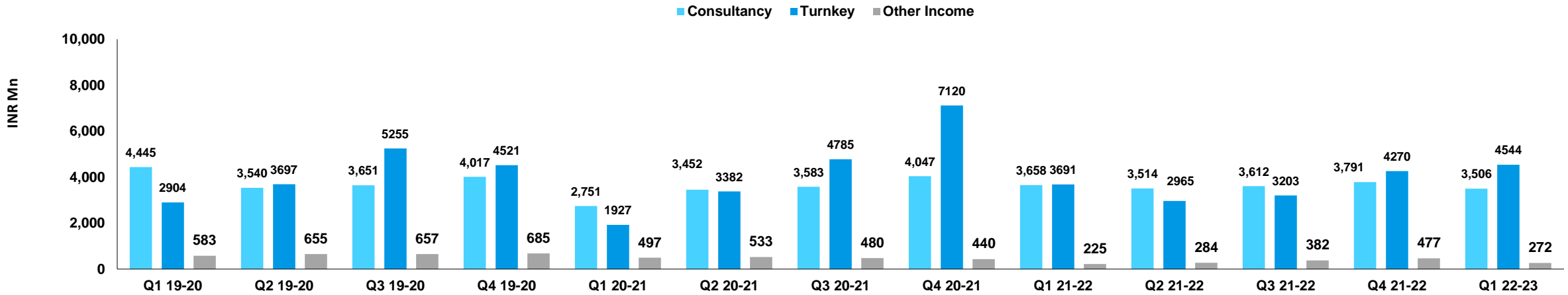


Note: All figures are on standalone basis

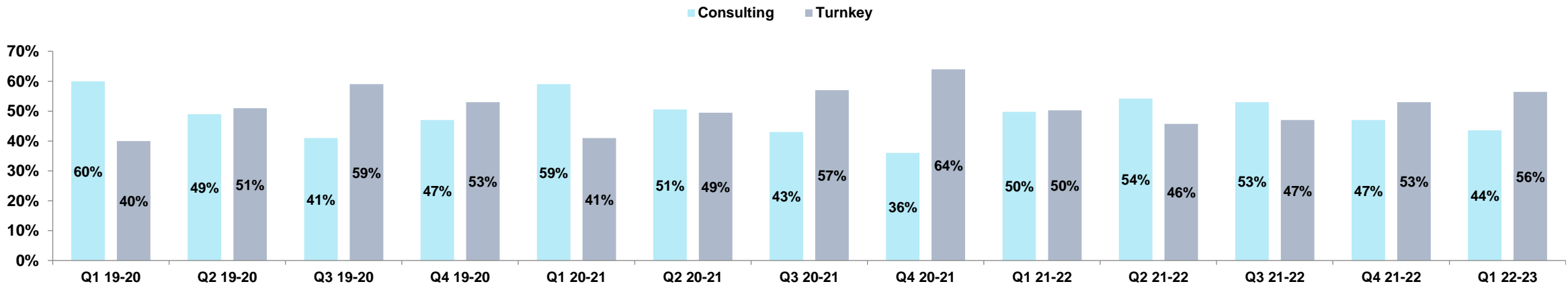
Quarterly Performance Track Record - Standalone



Total Income



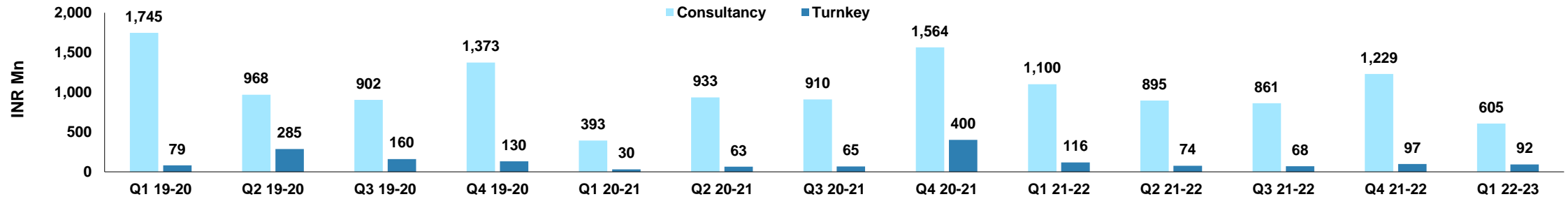
Revenue Mix (Consultancy Vs Turnkey)



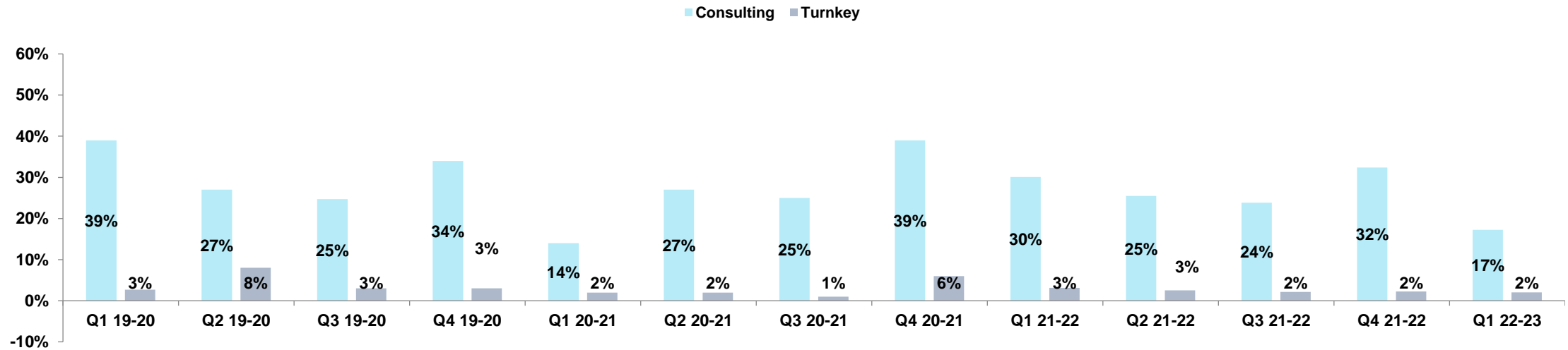
Note: All figures are on standalone basis

Quarterly Performance Track Record – Standalone

Segment Wise Operating Profit



Segment Wise Profit %



Note: All figures are on standalone basis



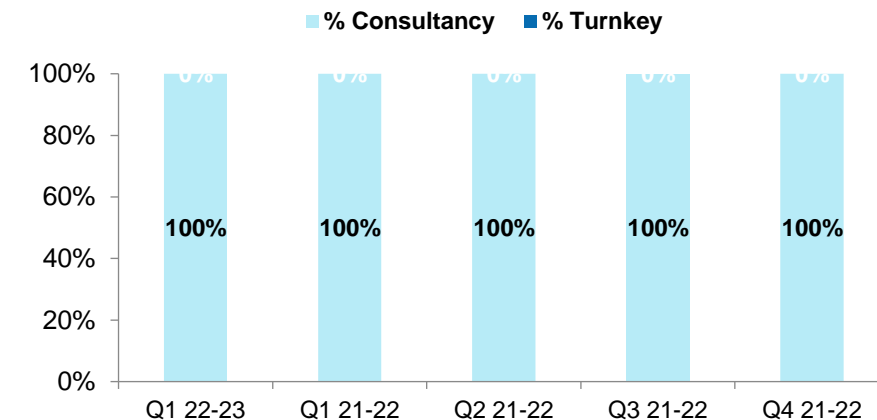
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Quarterly Business Secured and Order Book

Quarterly Business Secured and Order Book – Standalone

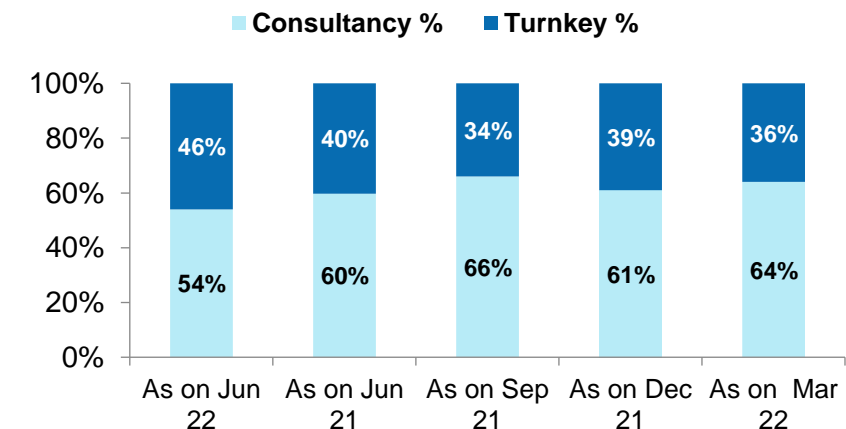
Rs Mn

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

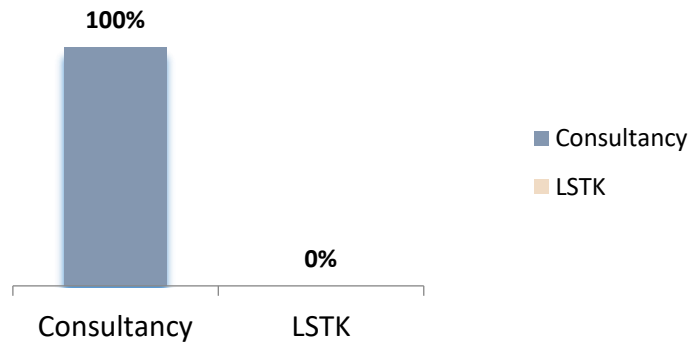
Order Book	As on Jun 22	As on Jun 21	As on Sep 21	As on Dec 21	As on Mar 22
Consultancy	47,935	44,984	52,980	50,383	48,983
Turnkey	40,403	30,320	27,312	31,738	27,566
Total Order Book	88,338	75,304	80,292	82,121	76,549
Consultancy %	54%	60%	66%	61%	64%
Turnkey %	46%	40%	34%	39%	36%



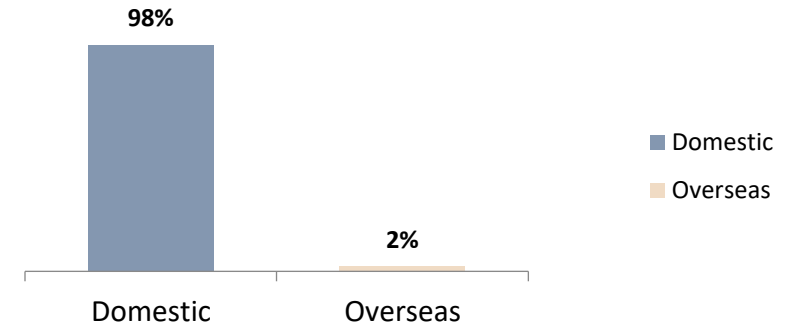
Note : Data on standalone basis

Quarterly Business Secured Break up – Standalone

Consultancy Vs LSTK



Consultancy Domestic Vs Overseas

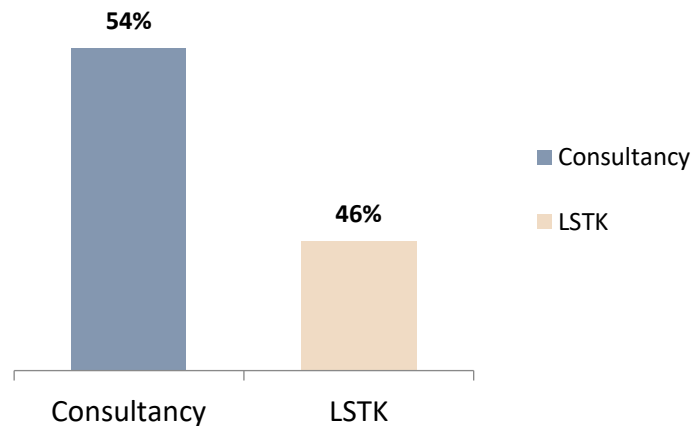


Most of the orders have been secured in the Hydrocarbon sector

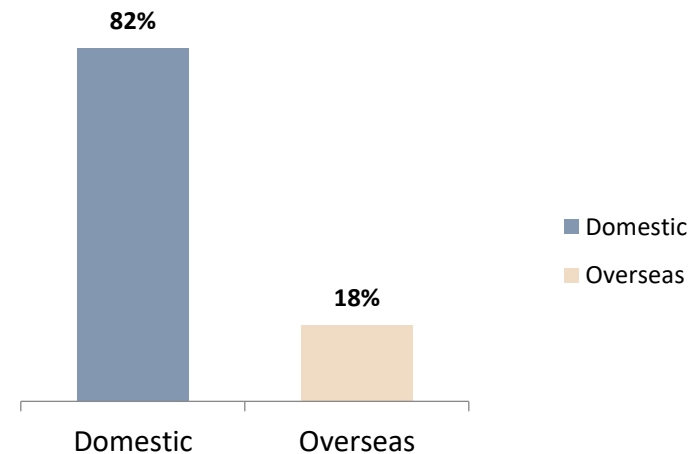
Note : Data on standalone basis

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
Domestic					
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
Overseas					
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

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%

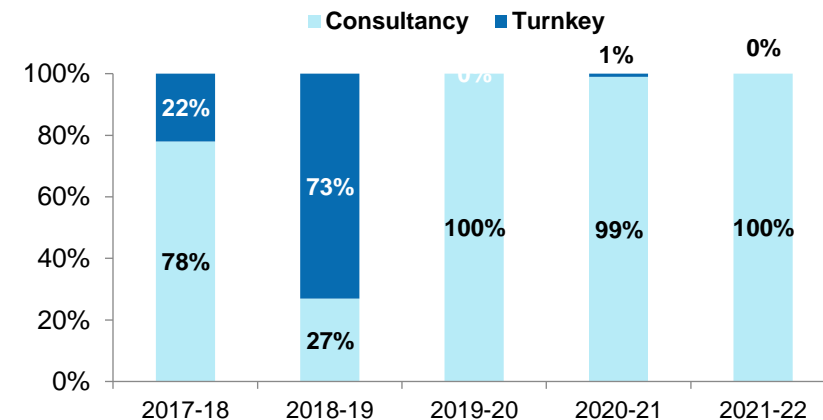
Note: All figures are on standalone basis and rounded off to nearest digit

Delivering Excellence Through People

Business Secured and Order Book – Standalone

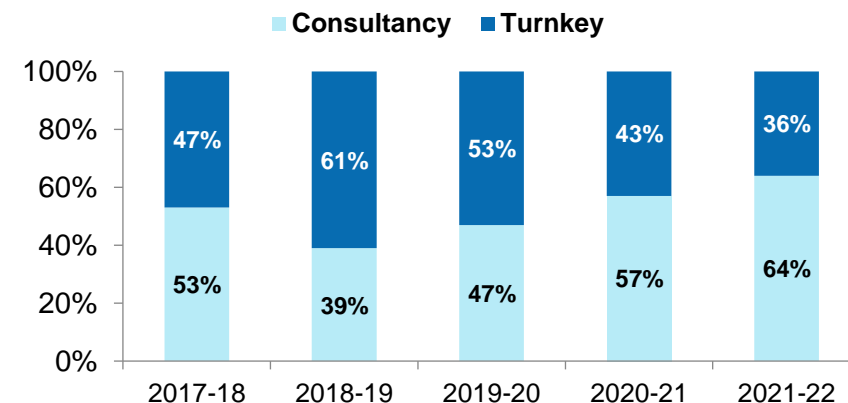
Rs Mn

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
Name	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		
Implementing agency	M/s Ramagundam Fertiliser & Chemical Ltd.	M/s Bharat Petro Resources Ltd. (BPRL)	M/s GAIL India Ltd.	-	-
JV Partners / Share-holding	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
State / Country	Telangana	Gujarat	Gujarat	Assam	Moscow, Russia
Size / Capacity / Area	<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)	-
Approximate project cost/ investment at start	Rs. 6388 Crore	Rs. 300 Crore / USD 50 Million (During Bidding Stage)		-	USD 500,000/-
Total Equity Investment by EIL	Rs. 491 Crores	Rs. 100 Crores		Rs 700 crores (approx)	USD 100,000/-

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