

Engineers India Limited



Net Zero
by 2035⁺



Investor Relations

1st Quarter Results : FY 24-25



Delivering Excellence Through People

August 09, 2024

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Quarterly Financial Performance

Q1 FY24-25 Performance Summary - Standalone

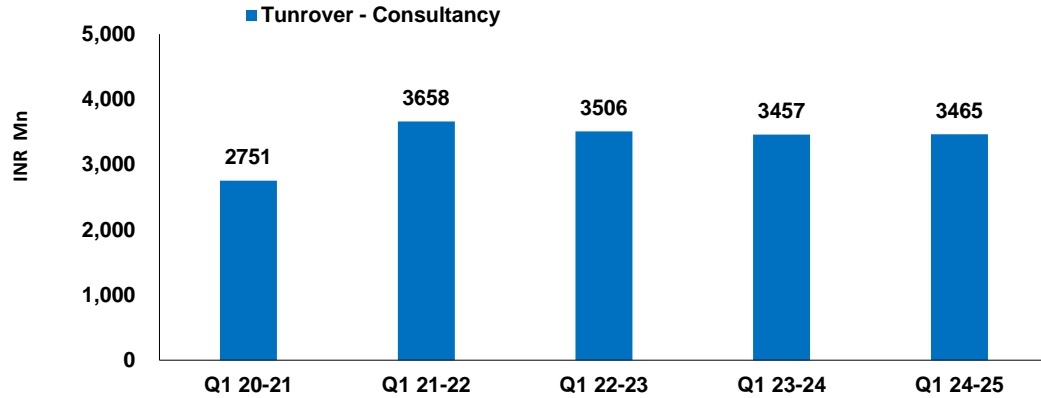


<i>Standalone</i>		<i>Rs Mn</i>				
TURNOVER	Q1 24-25	Q1 23-24	Q2 23-24	Q3 23-24	Q4 23-24	
Consultancy – Domestic	2617.89	2973.30	2877.95	2830.77	3052.56	
Consultancy – Overseas	847.53	483.39	733.06	759.85	831.98	
Consultancy Total	3465.42	3456.69	3611.01	3590.62	3884.54	
Turnkey	2640.81	4626.72	4161.20	4972.65	4018.20	
Consultancy + Turnkey	6106.23	8083.41	7772.21	8563.27	7902.74	
Other Income	376.96	926.17	466.25	292.37	561.21	
Total Income	6483.19	9009.58	8238.46	8855.64	8463.95	
SEGMENT PROFIT	Q1 24-25	Q1 23-24	Q2 23-24	Q3 23-24	Q4 23-24	
Consultancy	521.56	885.00	821.99	653.97	892.17	
Turnkey	211.69	94.56	492.45	236.88	200.32	
Total	733.25	979.56	1314.44	890.85	1092.49	

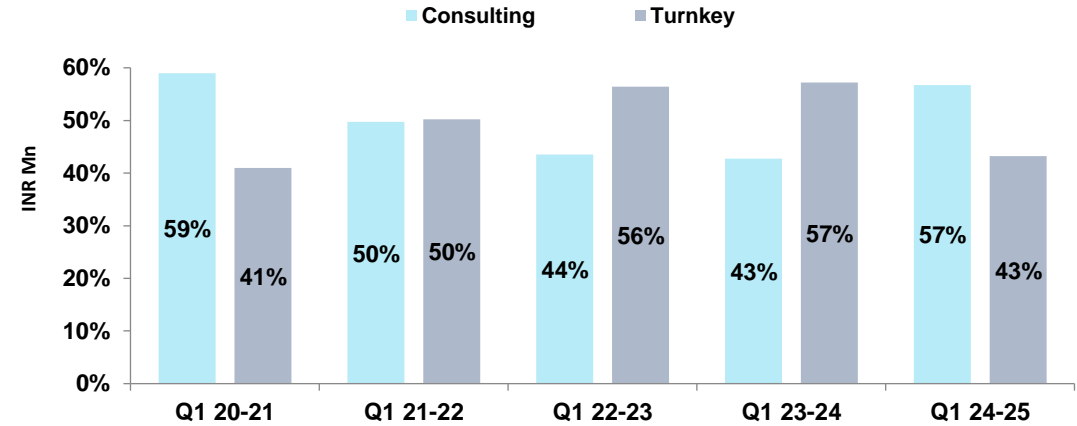
Note: All figures are on standalone basis

Q1 FY24-25 Quarterly Performance - Standalone

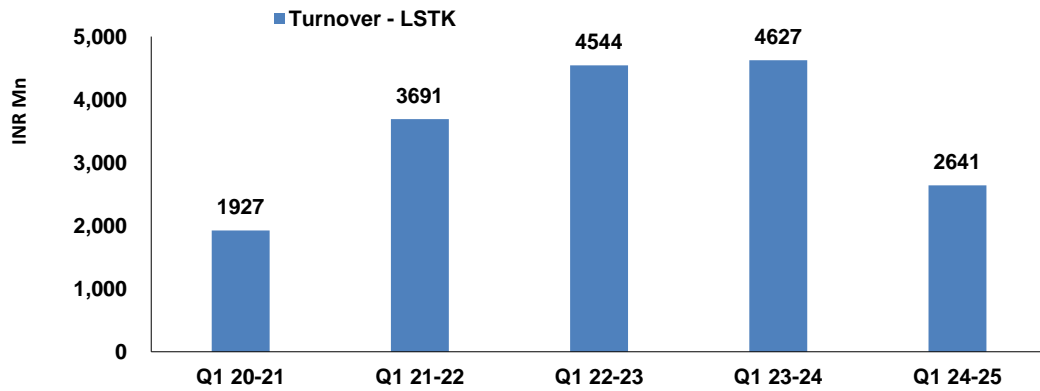
Turnover - Consultancy



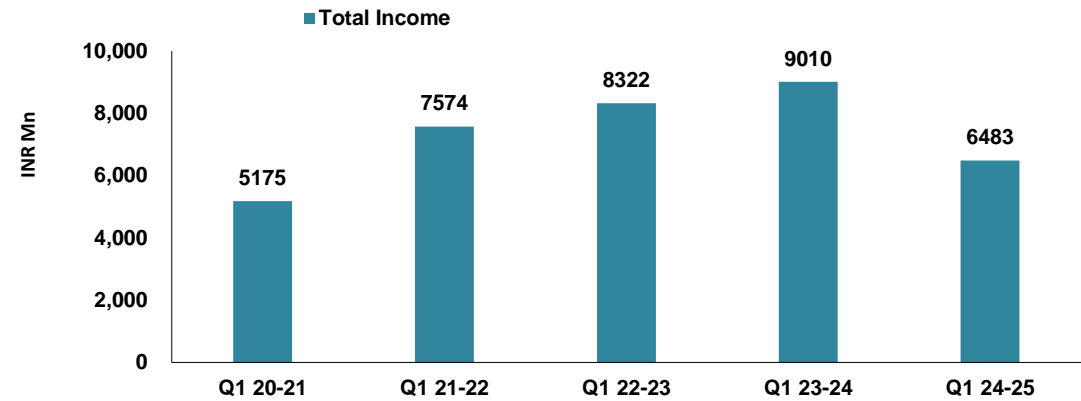
Turnover Mix (Consultancy Vs Turnkey)



Turnover - Turnkey



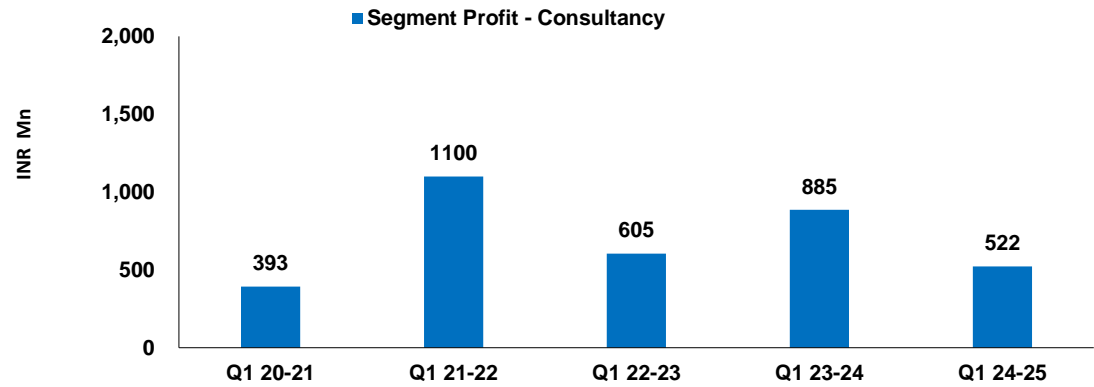
Total Income



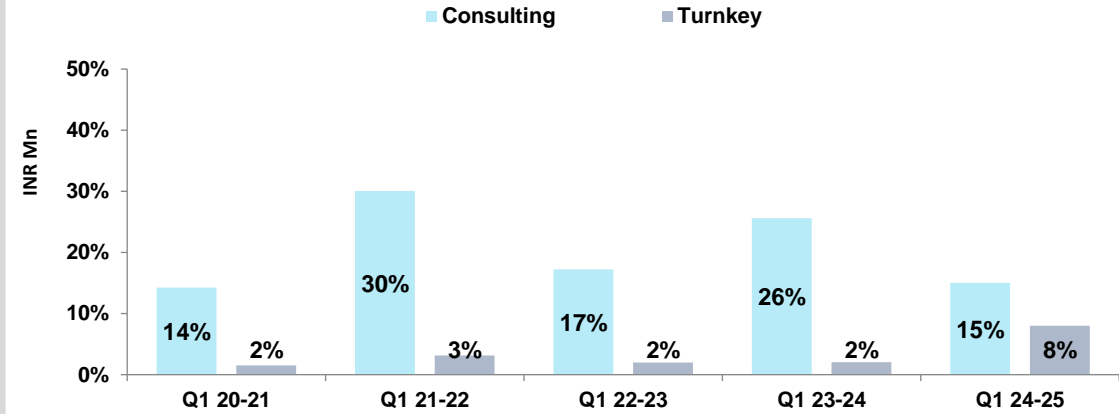
Note: All figures are on standalone basis

Q1 FY24-25 Quarterly Performance - Standalone

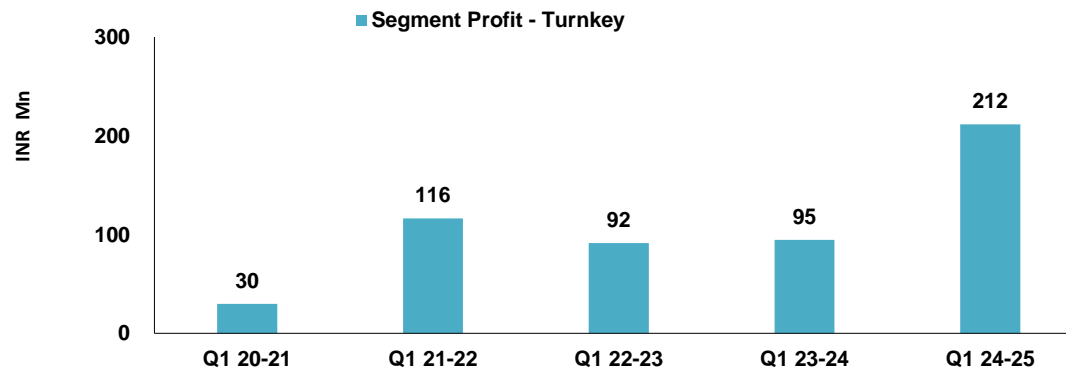
Segment Profit - Consultancy



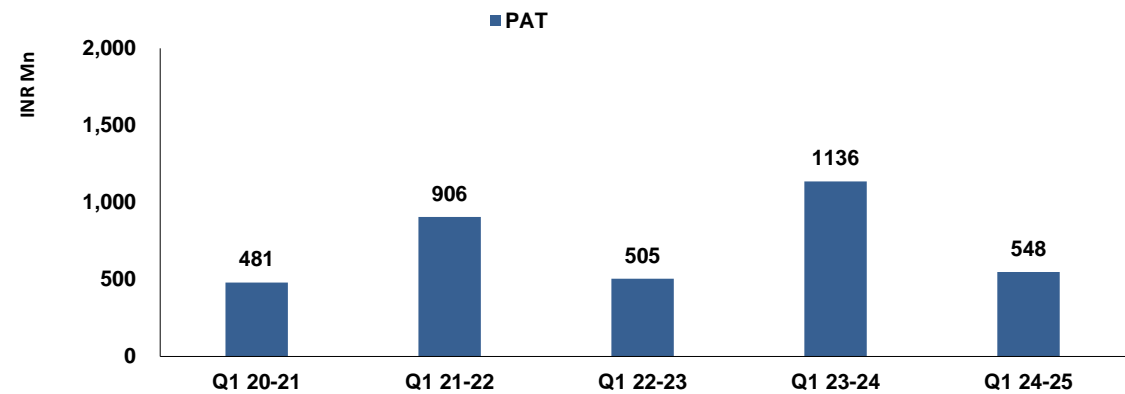
Segment Profit %



Segment Profit - Turnkey



PAT

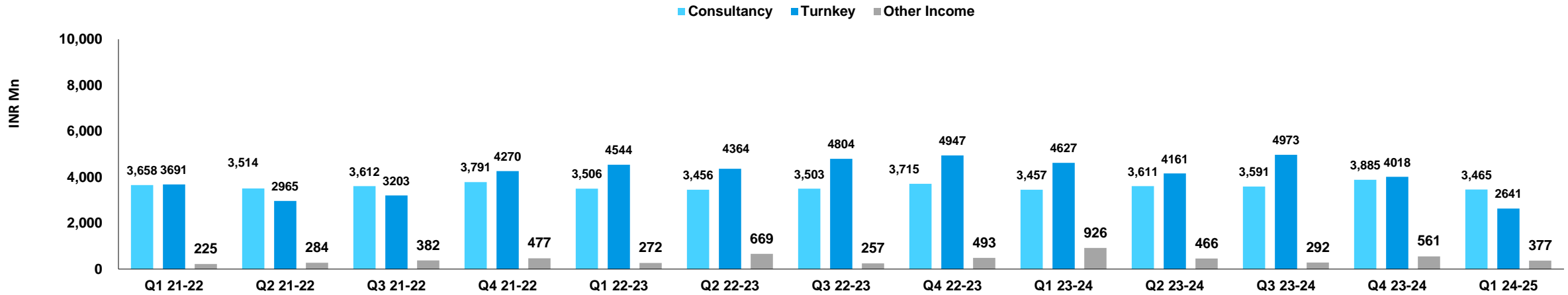


Note: All figures are on standalone basis

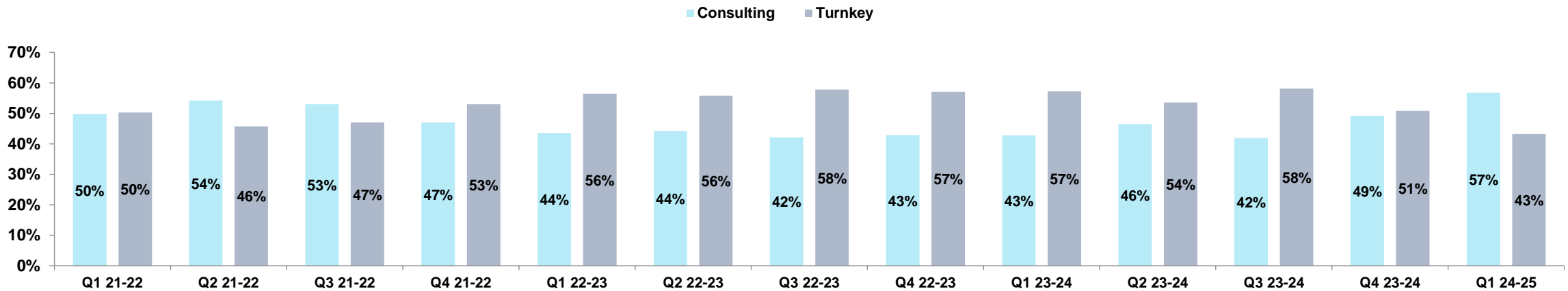
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)

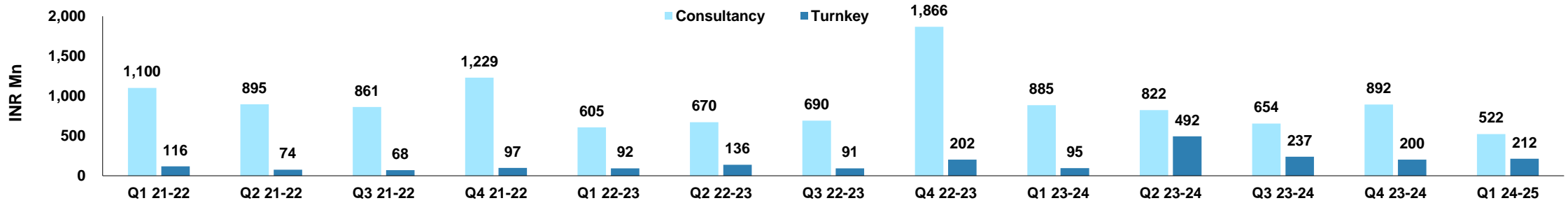


Note: All figures are on standalone basis

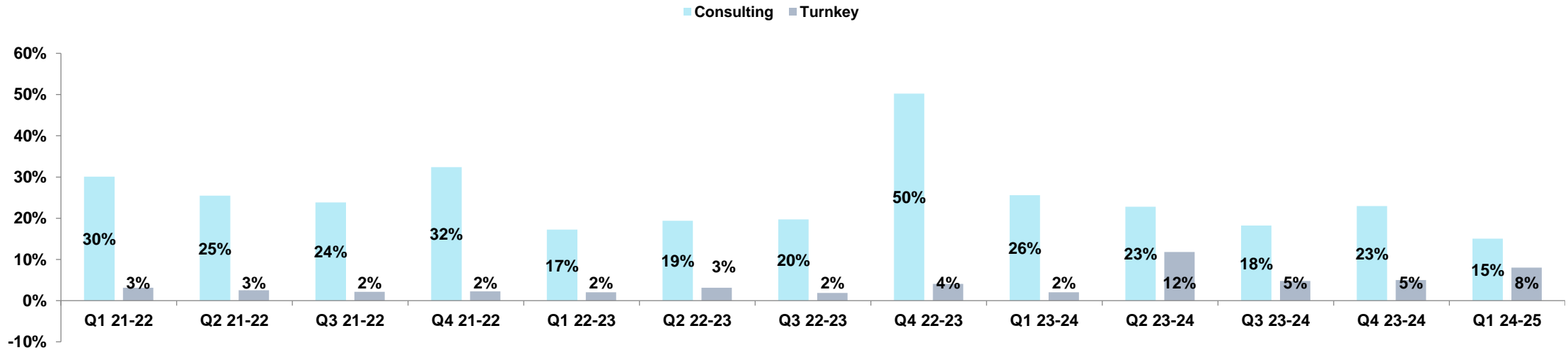
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Quarterly Performance Track Record – Standalone

Segment Wise Operating Profit



Segment Wise Profit %



Note: All figures are on standalone basis



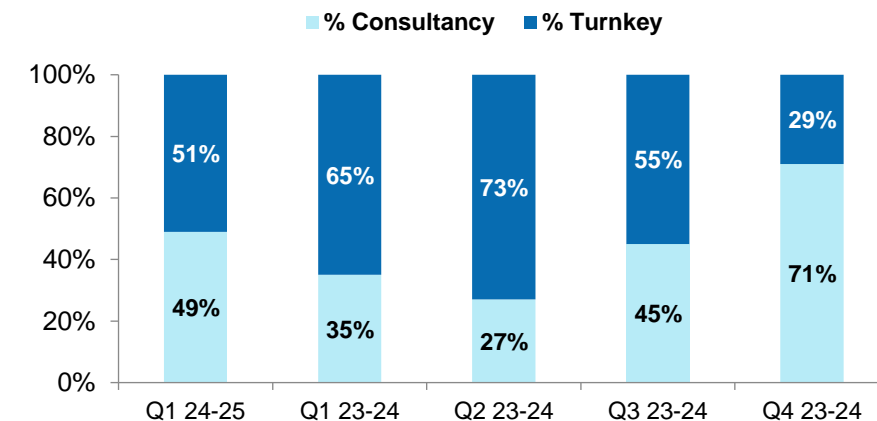
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Quarterly Business Secured and Order Book

Quarterly Business Secured and Order Book – Standalone

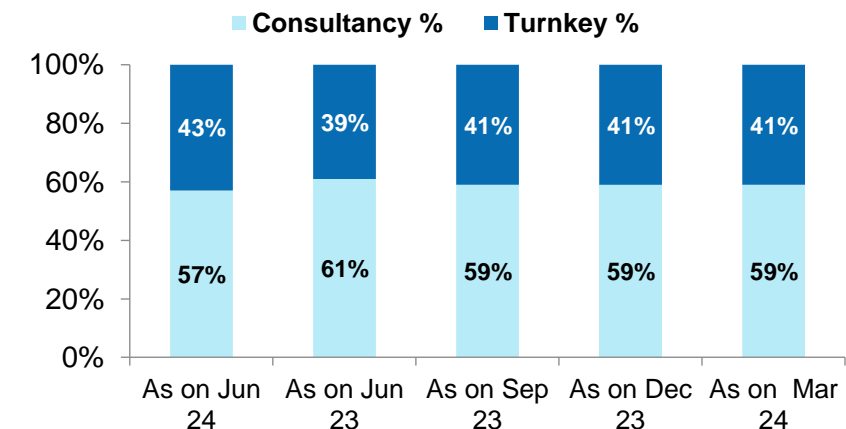
Rs Mn

Business Secured	Q1 24-25	Q1 23-24	Q2 23-24	Q3 23-24	Q4 23-24
Consultancy (domestic)	10,023	1,452	2,836	1,858	1,818
Consultancy (overseas)	1,700	2,987	251	1,013	734
Consultancy Total	11,723	4,439	3,087	2,871	2,552
Turnkey	12,068	8,213	8,355	3,500	1,045
Total Business secured	23,791	12,652	11,442	6,371	3,597



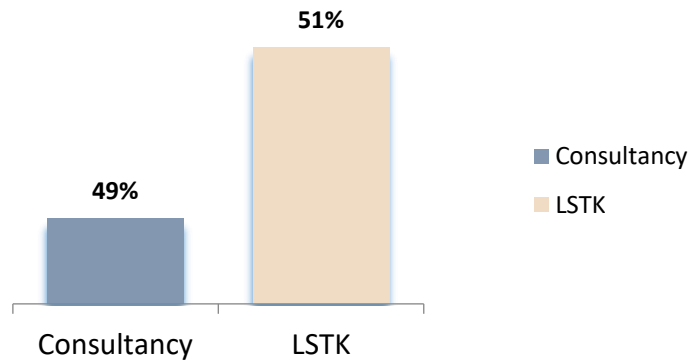
Rs Mn

Order Book	As on Jun 24	As on Jun 23	As on Sep 23	As on Dec 23	As on Mar 24
Consultancy	55,223	49,792	48,531	47,513	46,367
Turnkey	41,358	31,233	33,352	32,393	31,868
Total Order Book	96,581	81,025	81,883	79,906	78,235
Consultancy %	57%	61%	59%	59%	59%
Turnkey %	43%	39%	41%	41%	41%

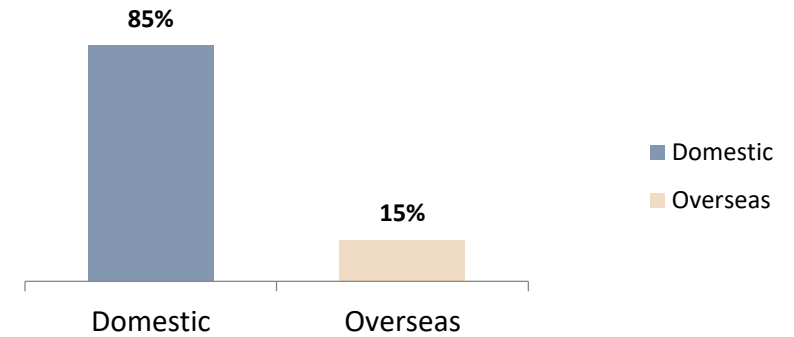


Quarterly Business Secured Break up – Standalone

Consultancy Vs LSTK



Consultancy Domestic Vs Overseas

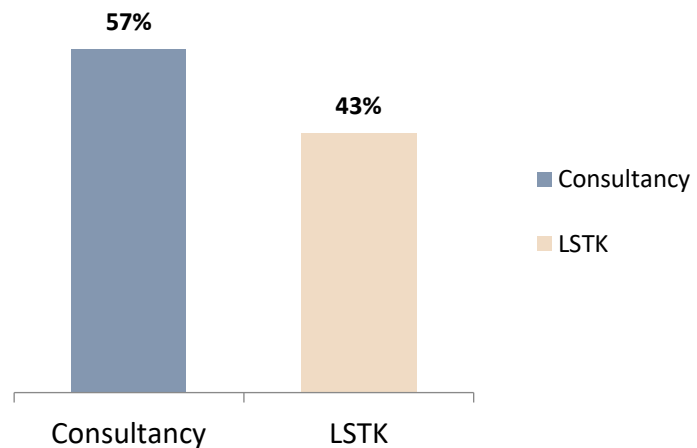


Most of the orders have been secured in the Hydrocarbon sector

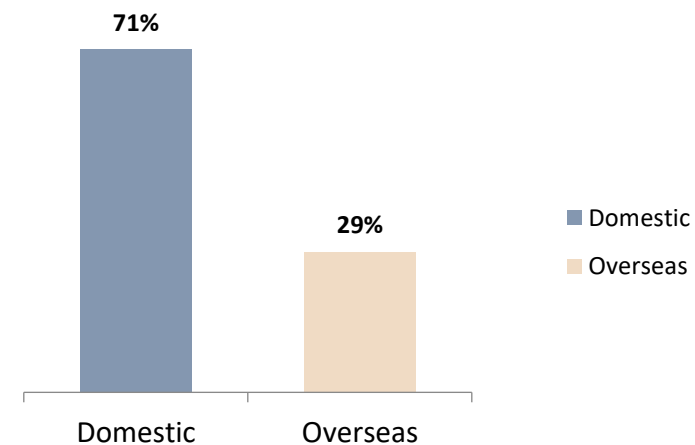
Note : Data on standalone basis

Quarterly Order Book Break up – Standalone

Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



Note : Data on standalone basis

Q1 FY24-25 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
LSTK-OBE	Execution of TNT Plant at HEF, Khadki on Open Book Estimate (OBE) Basis	Munitions India Limited (MIL)	4182	April 2024	January 2027
LSTK-OBE	Convention Centre at Advanced Training Institute (ATI) - ONGC, Goa	ATI-ONGC (erstwhile IPSHEM)	4755	April 2024	October 2025
Consultancy	PMC and EPCM Services for Polypropylene (PP) Unit and Revamp of PFCC Project at BPCL Kochi Refinery	Bharat Petroleum Corporation Limited (BPCL)	1453	April 2024	December 2027
LSTK-OBE	Construction of Yatri Niwas Complexes at Baltal Camp, Nunwan camp, Bijbehara and Sidra in J&K	Oil and Natural Gas Corporation (ONGC)	2942	May 2024	November 2025
Consultancy	Refinery Performance Improvement Program (RPIP) at Indian Oil Corporation Limited, Haldia Refinery	Indian Oil Corporation Limited (IOCL)	644	June 2024	July 2027
Consultancy	750 KTA PDH and 500 KTA PP Plant with Ethane and Propane storage and handling facility at Dahej Petrochemicals Complex	Petronet LNG Limited	7150	June 2024	January 2028
Overseas					
Consultancy	PMC Services for FEED Phase ((Ph-1) & Preparation of U&O BDEP for: <ul style="list-style-type: none"> Ethane Cracker (EC) and Polyethylene (PE) Units PDH and PP Units 	ODUM Energy FZE, Nigeria (Separate Contracts)	717	April 2024	December to February 2025
Consultancy	<ul style="list-style-type: none"> Ghasha Concession Projects - Mishrif Oil Development Project Pre-FEED and FEED for valorization Project excess Ethylene from RFCC (Refining Group) COO - CED.FWA.T20 - PMRs/FCs Zirku pkg-6, ZR Sarb pkg 3, Operator Shelter, Blasting & painting Yard 	ADNOC Group Companies, UAE (Separate Contracts)	1610	May 2024	September 2024
				May 2024	May 2025
				June 2024	May 2025



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Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2023-24	2022-23	2021-22	2020-21	2019-20
Consultancy	14,543	14,179	14,575	13,833	15,653
Turnkey	17,779	18,659	14,129	17,214	16,377
Consultancy + Turnkey	32,322	32,838	28,704	31,047	32,030
Other Income	2,246	1,691	1,367	1,949	2,580
Total Income	34,568	34,529	30,071	32,996	34,611

SEGMENT PROFITS	2023-24	2022-23	2021-22	2020-21	2019-20
Consultancy	3,253	3830	4,085	3,799	4,989
Turnkey	1,024	521	356	558	655
Consultancy %	22%	27%	28%	27%	32%
Turnkey %	6%	3%	3%	3%	4%

PAT	2023-24	2022-23	2021-22	2020-21	2019-20
PAT	3,570	3422	3,444	2,595	4,302
PAT %	11%	10%	12%	8%	13%

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

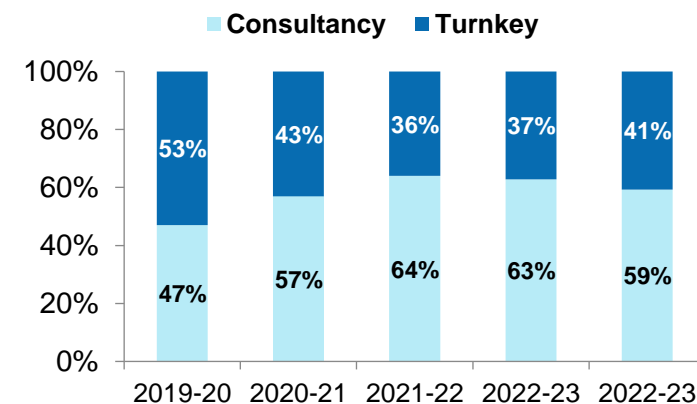
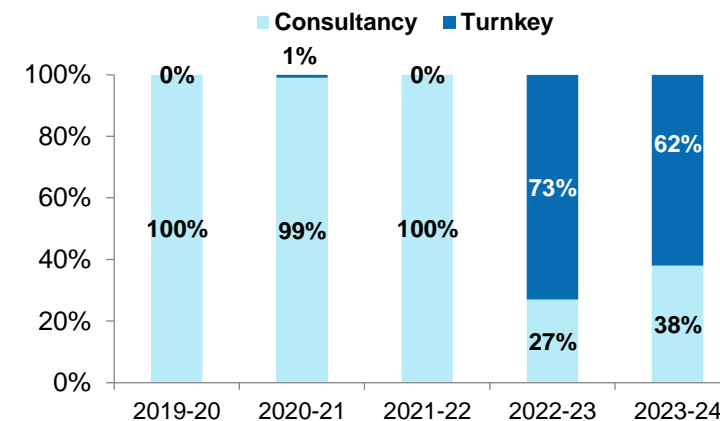
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Business Secured and Order Book – Standalone

Rs Mn

Business Secured	FY 23-24	FY 22-23	FY 21-22	FY 20-21	FY 19-20
Consultancy (domestic)	7,964	6,477	16,515	14,550	8,119
Consultancy (overseas)	4,985	6,138	356	1,011	8,053
Consultancy Total	12,949	12,615	16,871	15,562	16,172
Turnkey	21,113	34,463	0	130	0
Total Business secured	34,062	47,078	16,871	15,692	16,172

Order Book	March 24	March 23	March 22	March 21	March 20
Consultancy	46,367	48,296	48,983	45,816	44,561
Turnkey	31,868	28,650	27,566	34,003	50,993
Total Order Book	78,235	76,946	76,549	79,819	95,554
Consultancy %	59%	63%	64%	57%	47%
Turnkey %	41%	37%	36%	43%	53%



Capital Investments – as on Q1 FY 24-25

Description	Investment 1	Investment 2		Investment 3	Investment 4
Name	Ramagundam Fertilizer Project	NELP IX : Two Upstream Assets (CB-ONN-2010 / 8) CB-ONN-2010 / 11		Minority stake in Numaligarh Refinery Ltd.	LLC-BEO (Bharat Energy Office)
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 769.16 crores*	USD 100,000/-

*Rs. 69.16 Crore invested in NRL in FY 2023-24 against Rights issue of 1,25,73,627 partly paid equity shares.

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