



Engineers India Limited



Net Zero
by 2035⁺

इंजीनियर्स
इंडिया लिमिटेड
(भारत सरकार का उपक्रम)

 ENGINEERS
INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation
3rd Quarter Results : FY 24-25



Delivering Excellence Through People

10th February 2025

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Financial Performance – Q3 and 9 Monthly

Q3 FY 24-25: Performance Summary – Standalone



Rs Mn

TURNOVER	Q3 24-25	Q2 24-25	Q1 24-25	Q1 23-24	Q2 23-24	Q3 23-24	Q4 23-24
Consultancy – Domestic	3087.54	2787.02	2617.89	2973.30	2877.95	2830.77	3052.56
Consultancy – Overseas	980.36	1042.60	847.53	483.39	733.06	759.85	831.98
Consultancy Total	4067.90	3829.62	3465.42	3456.69	3611.01	3590.62	3884.54
Turnkey	3433.72	2934.71	2640.81	4626.72	4161.20	4972.65	4018.20
Consultancy + Turnkey	7501.62	6764.33	6106.23	8083.41	7772.21	8563.27	7902.74
Other Income	370.46	529.49	376.96	926.17	466.25	292.37	561.21
Total Income	7872.08	7293.82	6483.19	9009.58	8238.46	8855.64	8463.95
SEGMENT PROFIT	Q3 24-25	Q2 24-25	Q1 24-25	Q1 23-24	Q2 23-24	Q3 23-24	Q4 23-24
Consultancy	1047.98	741.36	521.56	885.00	821.99	653.97	892.17
Turnkey	189.20	165.21	211.69	94.56	492.45	236.88	200.32
Total	1237.18	906.57	733.25	979.56	1314.44	890.85	1092.49

Note: All figures are on standalone basis

Delivering Excellence Through People

9M FY 24-25 : Performance Summary – Standalone



Rs Mn

TURNOVER	9M 24-25	9M 23-24	9M 22-23
Consultancy – Domestic	8492.45	8682.02	8577.1
Consultancy - Overseas	2870.49	1976.31	1887.3
Consultancy Total	11362.94	10658.33	10464.4
Turnkey	9009.24	13760.57	13711.7
Consultancy + Turnkey	20372.18	24418.90	24176.1
Other Income	1276.91	1684.79	1198.4
Total Income	21649.09	26103.69	25374.5

SEGMENT PROFIT	9M 24-25	9M 23-24	9M 22-23
Consultancy	2310.89	2360.96	1964.6
Turnkey	566.10	823.89	318.8
Total	2876.99	3184.85	2283.4

Note: All figures are on standalone basis

Delivering Excellence Through People

Q3 & 9M FY 24-25 : Performance Summary – Standalone

Rs Mn

	Q3 24-25	Q2 24-25	Q1 24-25	Q1 23-24	Q2 23-24	Q3 23-24	Q4 23-24
PBT	1181.35	999.70	736.40	1525.92	1332.86	680.86	1164.43
PAT	881.04	791.21	547.79	1136.24	1022.03	502.25	909.39
EPS	1.57	1.41	0.97	2.02	1.82	0.89	1.62

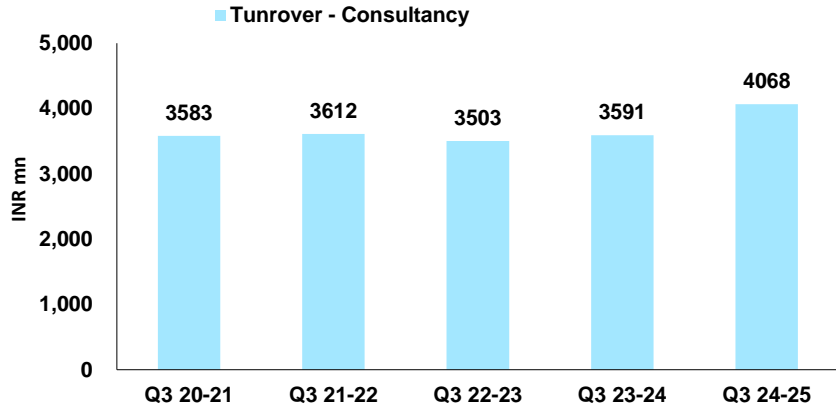
Rs Mn

	9M 24-25	9M 23-24	9M 22-23
PBT	2917.44	3539.64	2351.1
PAT	2220.04	2660.52	1834.3
EPS	3.95	4.73	3.26

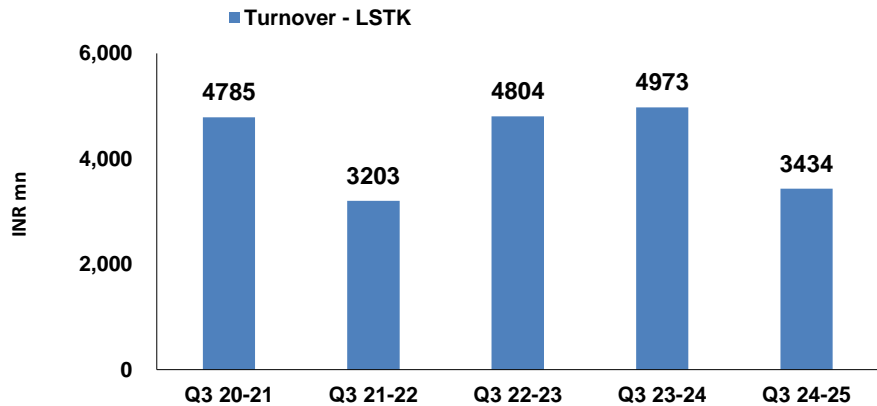
Note: All figures are on standalone basis

Q3 FY 24-25 : Performance - Standalone

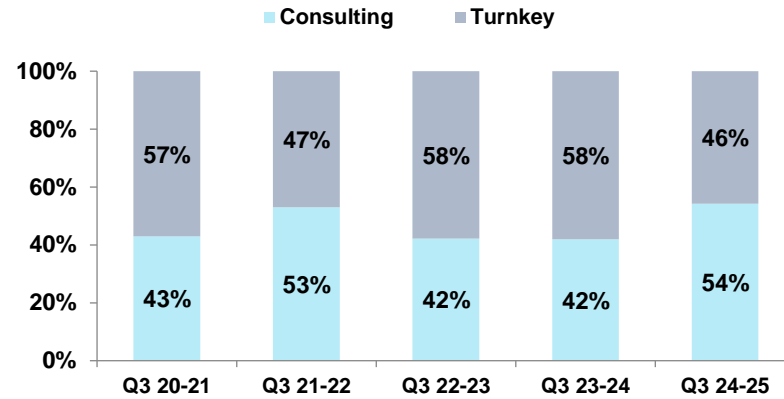
Turnover - Consultancy



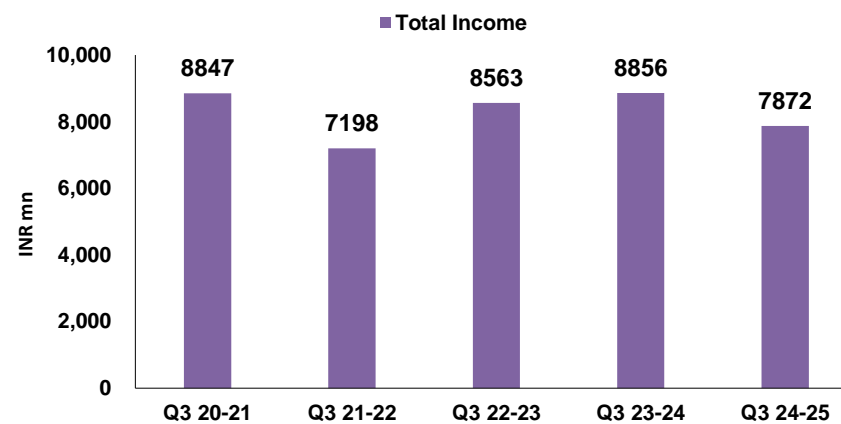
Turnover – Turnkey



Turnover Mix (Consultancy Vs Turnkey)



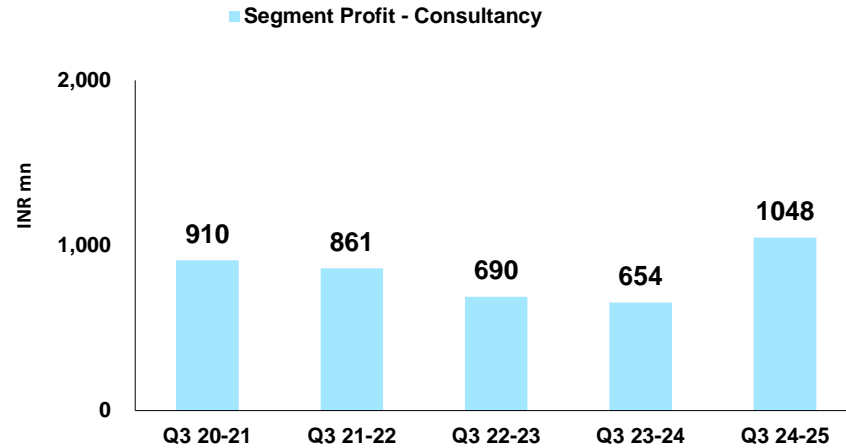
Total Income



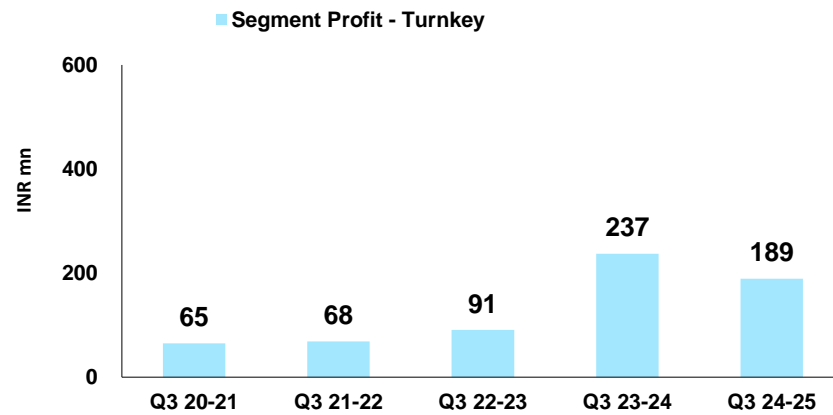
Note: All figures are on standalone basis

Q3 FY 24-25 : Performance - Standalone

Segment Profit - Consultancy

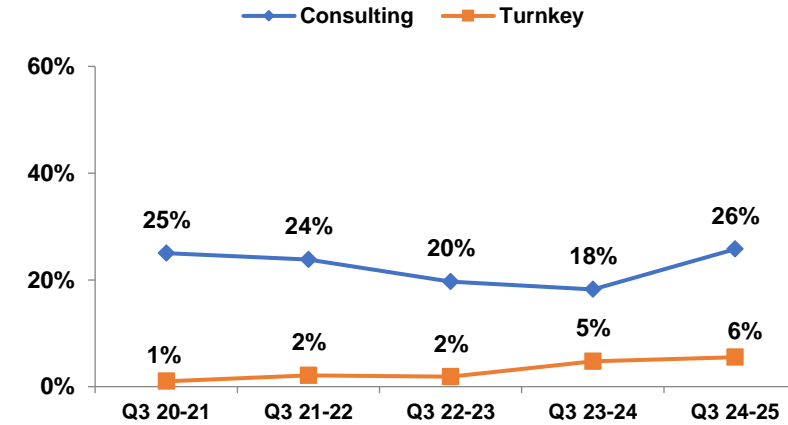


Segment Profit - Turnkey

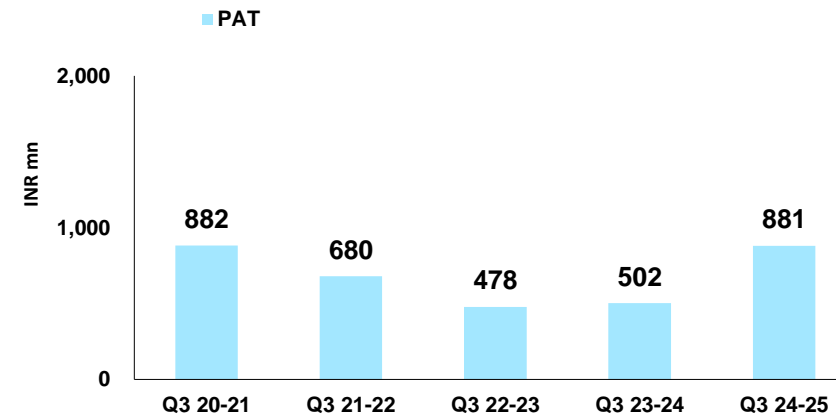


Note: All figures are on standalone basis

Segment Profit %

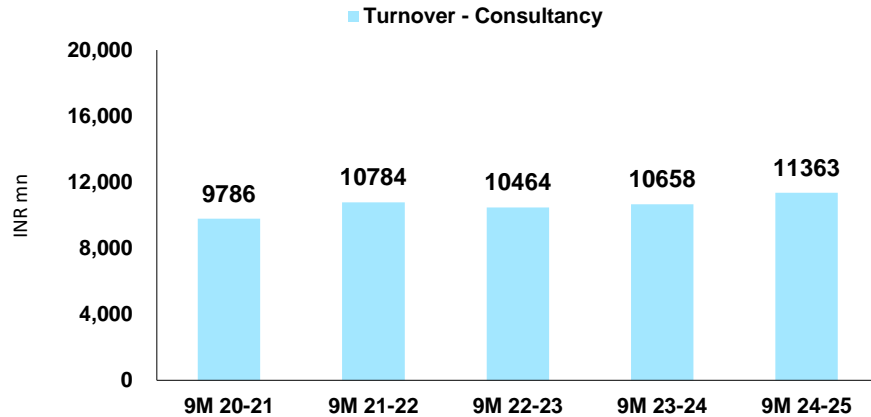


PAT

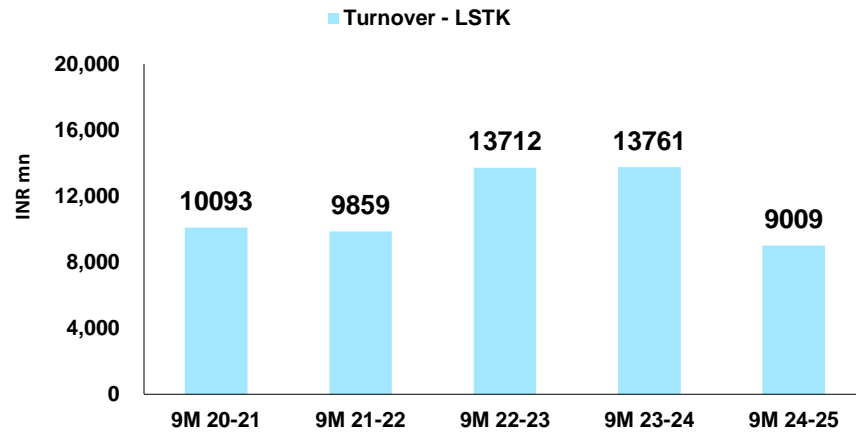


9M FY 24-25 : Performance - Standalone

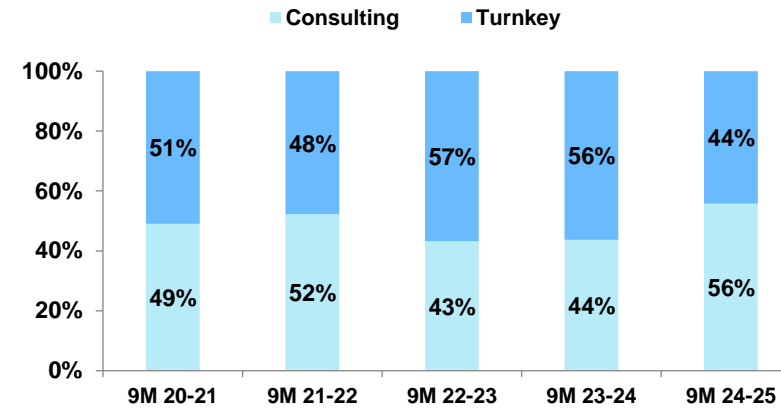
Turnover - Consultancy



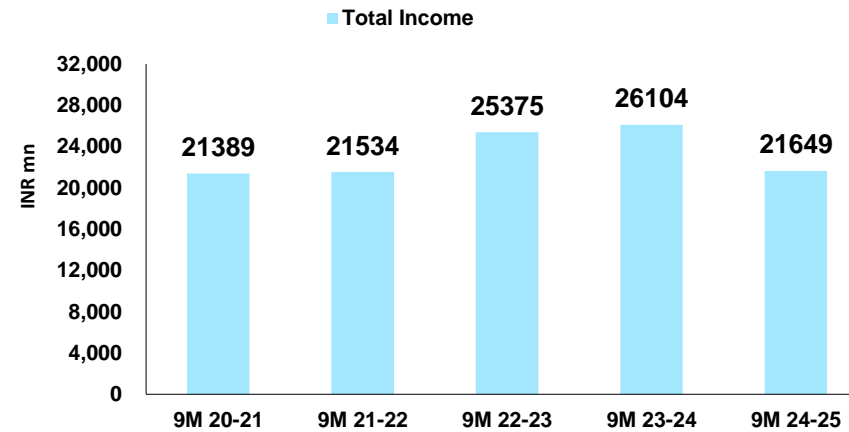
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



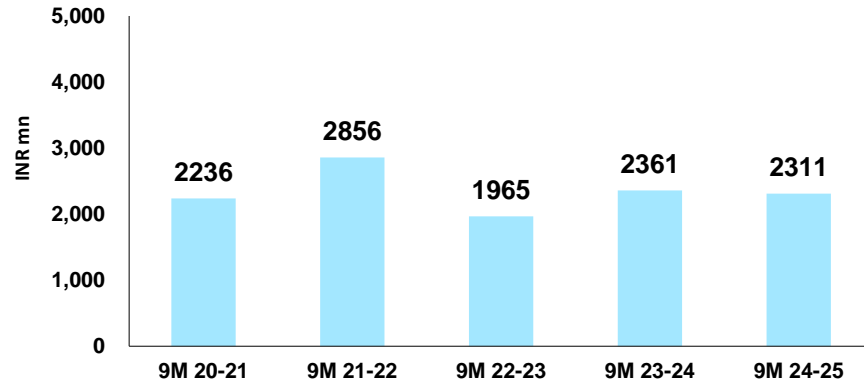
Total Income



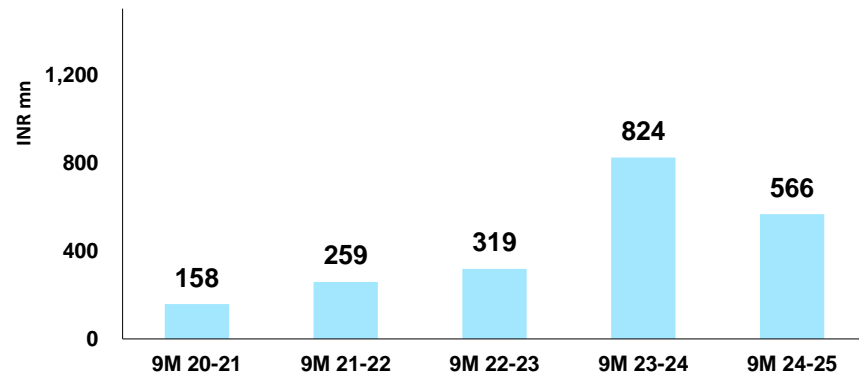
Note: All figures are on standalone basis

9M FY 24-25 : Performance - Standalone

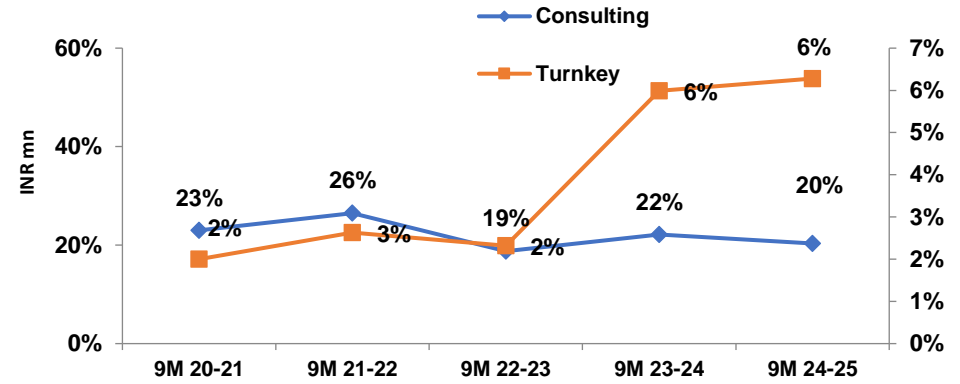
Segment Profit - Consultancy



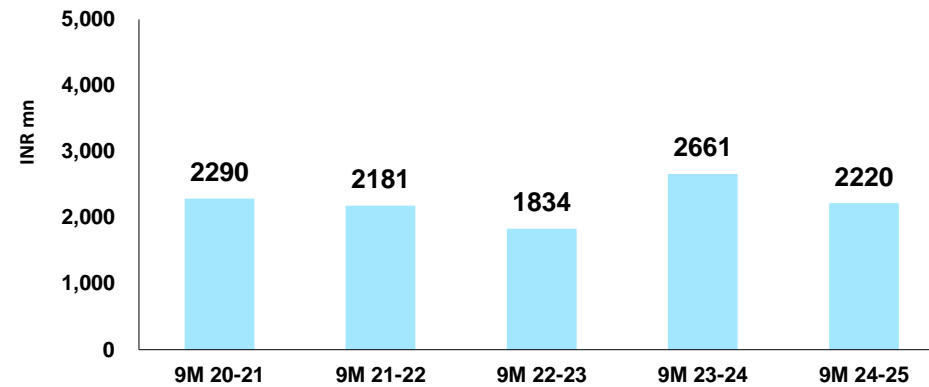
Segment Profit - Turnkey



Segment Profit %



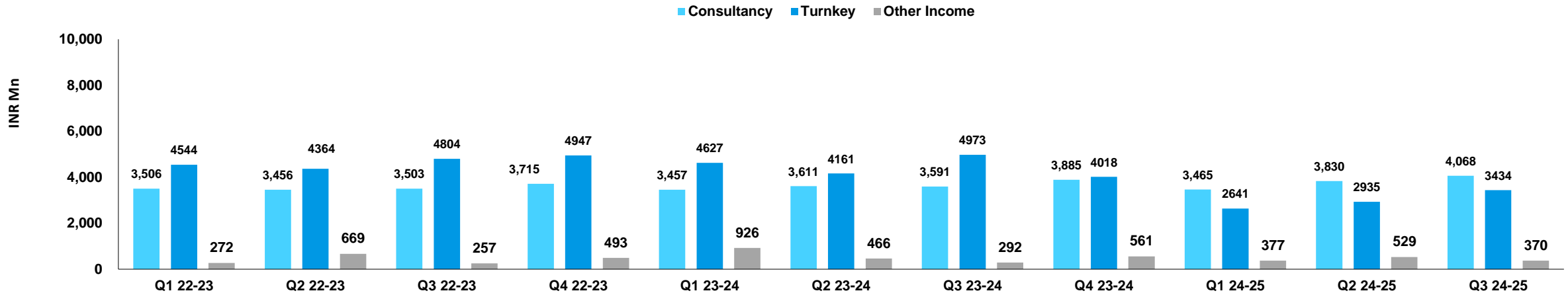
PAT



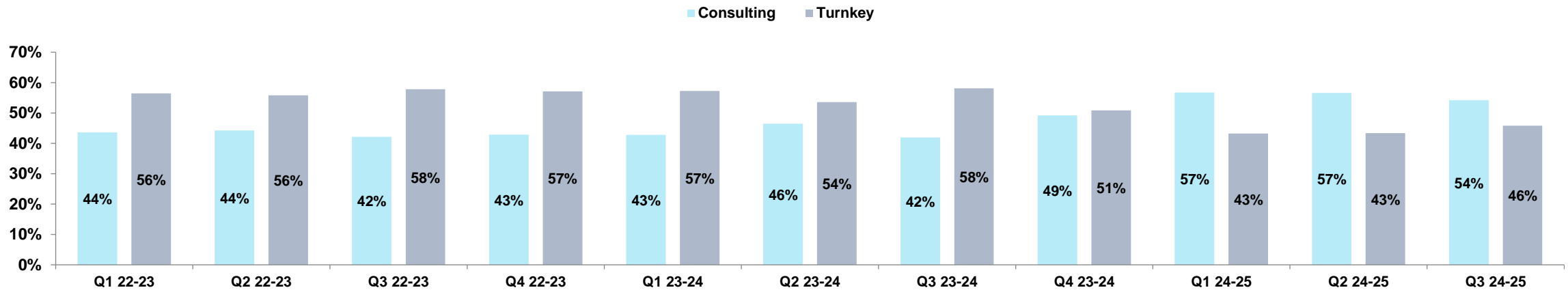
Note: All figures are on standalone basis

Quarterly Performance Track Record - Standalone

Total Income



Revenue Mix (Consultancy Vs Turnkey)

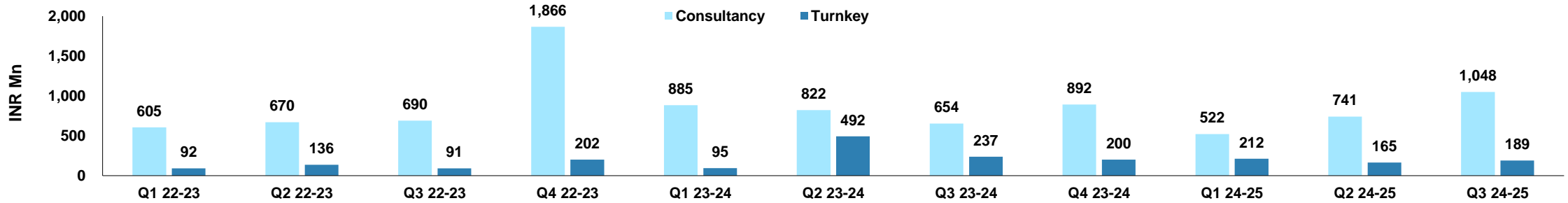


Note: All figures are on standalone basis

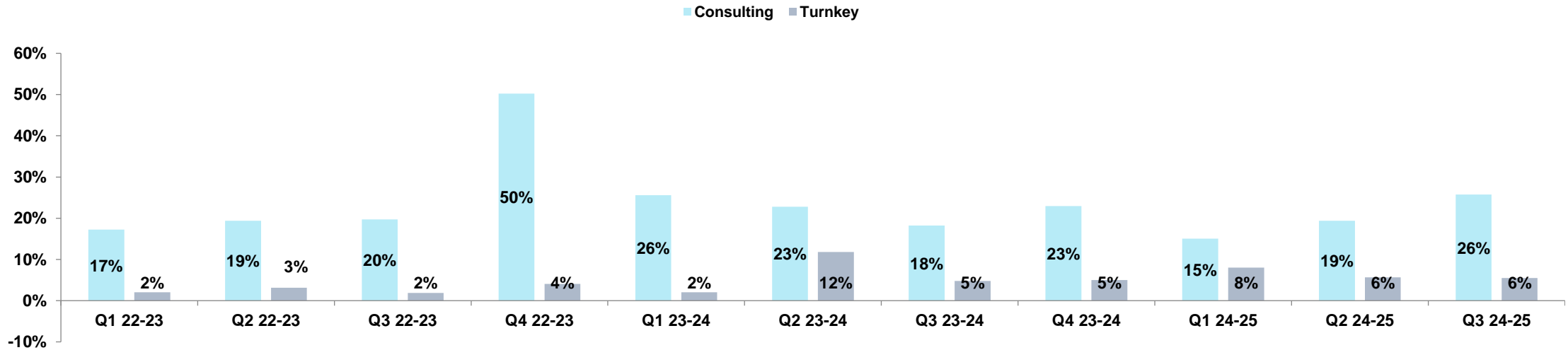
Quarterly Performance Track Record – Standalone



Segment Wise Operating Profit



Segment Wise Profit %



Note: All figures are on standalone basis



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Business Secured and Order Book Financial

Q3 & 9M FY 24-25: Business Secured and Order Book – Standalone



Rs Mn

Business Secured	9M 24-25	Q3 24-25	Q2 24-25	Q1 24-25	Q1 23-24	Q2 23-24	Q3 23-24	Q4 23-24
Consultancy (domestic)	27,984	2,097	15,864	10,023	1,452	2,836	1,858	1,818
Consultancy (overseas)	3,327	586	1,041	1,700	2,987	251	1,013	734
Consultancy Total	31,311	2,683	16,905	11,723	4,439	3,087	2,871	2,552
Turnkey	38,841	16,101	10,672	12,068	8,213	8,355	3,500	1,045
Total Business secured	70,152	18,784	27,577	23,791	12,652	11,442	6,371	3,597

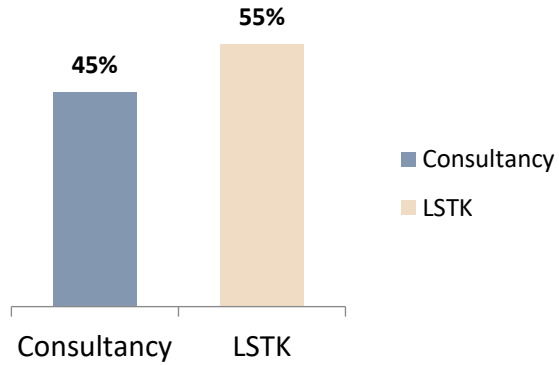
Order Book (Cumulative)	As on Dec 24	As on Sep 24	As on Jun 24	As on Jun 23	As on Sep 23	As on Dec 23	As on Mar 24
Consultancy	55538	64,957	55,223	49,792	48,531	47,513	46,367
Turnkey	57986	46,596	41,358	31,233	33,352	32,393	31,868
Total Order Book	113524	1,11,553	96,581	81,025	81,883	79,906	78,235
Consultancy %	49%	58%	57%	61%	59%	59%	59%
Turnkey %	51%	42%	43%	39%	41%	41%	41%

Note : Data on unconsolidated basis

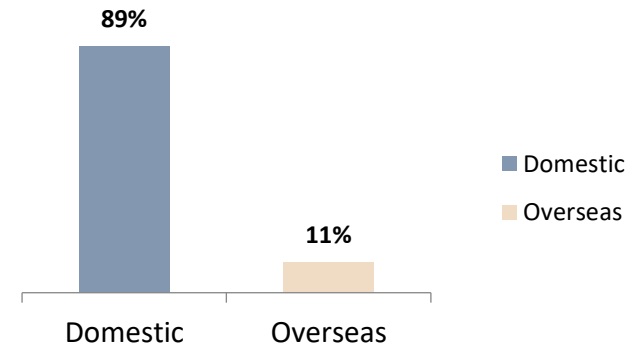
Delivering Excellence Through People

9M FY 24-25 : Business Secured Break up – Standalone

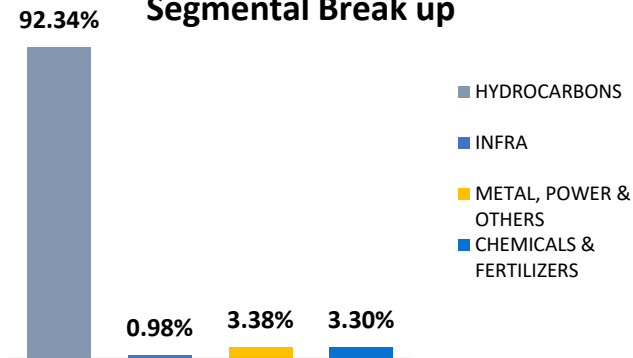
Consultancy Vs LSTK



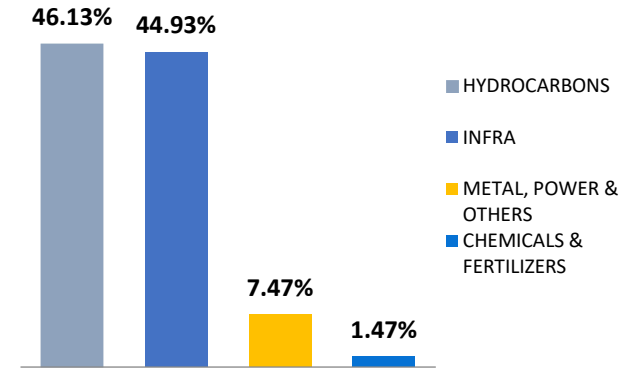
Consultancy Domestic Vs Overseas



Consultancy Segmental Break up



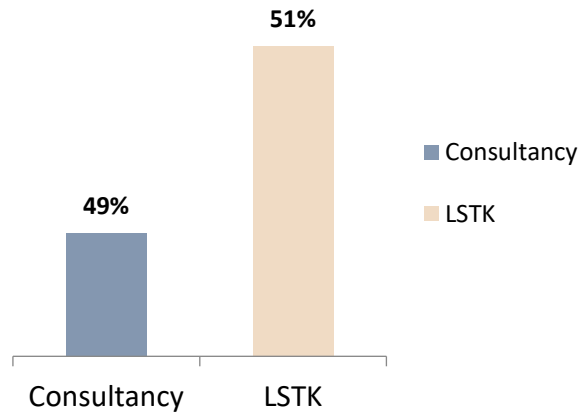
Total Orders Segmental Break up



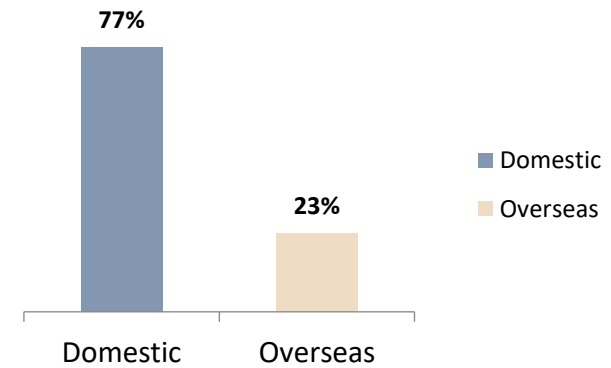
Note : Data on unconsolidated basis

9M FY 24-25 : Order Book Break up – Standalone

Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



Note : Data on unconsolidated basis

Q3 FY24-25 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
LSTK-OBE	Construction of various infrastructure works at WON Basin, ONGC, Vadodara	Oil and Natural Gas Corporation (ONGC)	3400	October 2024	September 2027
Consultancy	Project Management Consultancy Services for C2/C3 Pipeline from Vijaipur to Pata	GAIL India Ltd.	221	October 2024	April 2027
Depository	Development of IIT Jammu Phase-B (On Depository Basis)	IIT Jammu	12696	October 2024	March 2028
Consultancy	EPCM Services for Vizag-Raipur Pipeline (12"/14" x 540 KM)	Hindustan Petroleum Corporation Limited (HPCL)	429	November 2024	February 2028
Consultancy	Change Order: PMC Services for Execution of Rajasthan Refinery Project (RRP)	Indian Oil Corporation Limited (IOCL)	220	December 2024	March 2025
Overseas					
Consultancy	Consultancy Services for Fujairah Oil Tanker Terminal (FOTT) Berth-10 and Berth-11 Project for base scope including concept, Basic Engg. / FEED preparation for EPC tender, Review of Engineering documents and Construction Supervision	Port of Fujairah	155	November 2024	December 2027
Consultancy	CED FWA T24: Plant Modification (MOCs) for Upper Zakum (UZ) Package 10 & UZ-EI studies / engineering packages for Upper Zakum EI's Package-03	ADNOC Offshore	183	November 2024	July 2025

Q2 FY24-25 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	Review & vetting of sub-structure related engineering documents submitted by contractor including jacket-pile configuration of 4 Nos. WHPs for DUDP under DUDP-WP project	Oil and Natural Gas Corporation (ONGC)	263	July 2024	April 2026
LSTK-OBE	Design Engineering, Procurement, Construction, Installation, Testing, Commissioning and Project Management Services for Demo Bio ATF Unit of MRPL	Mangalore Refinery and Petrochemicals Limited (MRPL)	3449	July 2024	December 2026
LSTK-OBE	Redevelopment of Residential Properties-Phase-1 at ONGC Mumbai	Oil and Natural Gas Corporation (ONGC)	3600	July 2024	July 2027
LSTK-OBE	Construction of Management Training facilities at ONGC Goa	Oil and Natural Gas Corporation (ONGC)	2896	July 2024	November 2025
Consultancy	EPCM Services for Refinery Facilities related to Bina Petrochemical & Refinery Expansion Project (BPREP)	Bharat Petroleum Corporation Ltd. (BPCL)	1294	July 2024	March 2028
Consultancy	Overall Project Management as MPMC & EPCM-1 services for Ethylene Cracker Unit and U&O related to Bina Petrochemical & Refinery Expansion Project (BPREP)	Bharat Petroleum Corporation Ltd. (BPCL)	11300	July 2024	December 2028
Consultancy	PMC Services for PPU and Butene Project	Bharat Petroleum Corporation Ltd. (BPCL)	590	July 2024	September 2028
Consultancy	Project Management Consultancy Services (EPCM) for Capacity Augmentation of Vadinar Bina Crude Pipeline	Bharat Petroleum Corporation Ltd. (BPCL)	227	August 2024	November 2026
Consultancy	Detail Engineering Services for Main Reactor Furnace in DRI-2 Unit at Angul	Jindal Steel and Power Limited (JSPL)	268	August 2024	August 2027
LSTK-OBE	Construction of 32 D Type Flats, 01 E type Asset House & 64 B Type Residential Accommodation for SRPF at ONGC Nagar Mehsana Asset	Oil and Natural Gas Corporation (ONGC)	749	August 2024	August 2026

Q2 FY24-25 : Salient Orders Secured (Contd.)



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Overseas					
Consultancy	Consultancy Services for FEED Development and ITB preparation for Energy Efficiency Improvement Capital Project at MAA Refinery, Kuwait	Kuwait National Petroleum Company (KNPC)	230	July 2024	May 2025
Consultancy	Design, Engineering, Procurement Assistance, Project Management for SNI, SNIA, Offsites & Utilities, Infrastructure including outside Plant Limit at Salalah Free Zone, Oman	Deepak Oman Industries FZC LLC ('DOIL')	306	July 2024	November 2025
Consultancy	T19 – PMRs/FCS for LZ PKG-8 & Das PKG-5, FEED for Alarm system upgrade for AQ/BQ Building & for F&G system for Utilities at Das Island	ADNOC Offshore	300	July 2024	July 2025
Consultancy	Engineering Services for Jetty less Green Ammonia Transfer System of ACME's 300 MTPD (Phase-1) Green Ammonia Project (Offshore portion) in Oman	ACME Group, India	61	September 2024	March 2027
Consultancy	Study and FEED for SE Miscellaneous Works - Package 1	Abu Dhabi Company for Onshore Oil Operations (ADCO)	106	September 2024	March 2025

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%

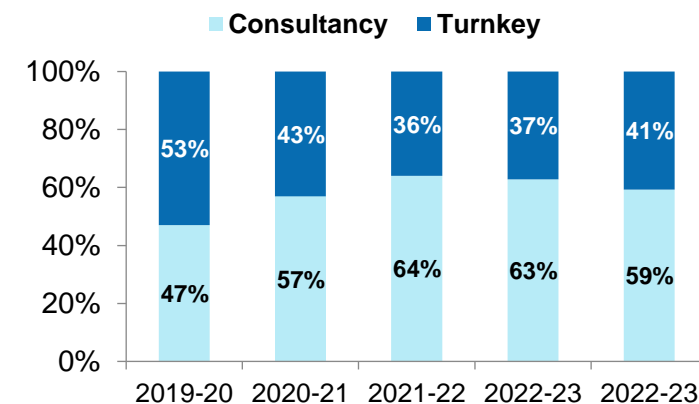
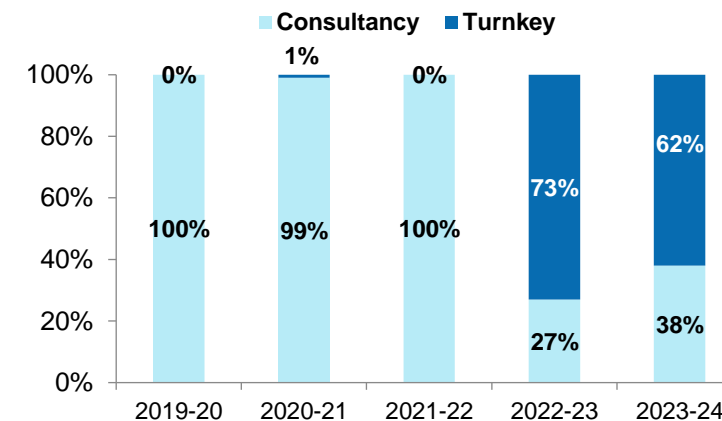
Note: All figures are on standalone basis and rounded off to nearest digit

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 Q3 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 803.84 crores*	USD 100,000/-

*Rs. 34.58 Crore invested in NRL in CFY 2024-25 against Rights issue of 1,25,73,627 partly paid equity shares.

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