

# Engineers India Limited



## Investor Relations

1<sup>st</sup> Quarter Results : FY 23-24



*Delivering Excellence Through People*

August 02, 2023

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## Quarterly Financial Performance

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# Q1 FY23-24 Performance Summary - Standalone

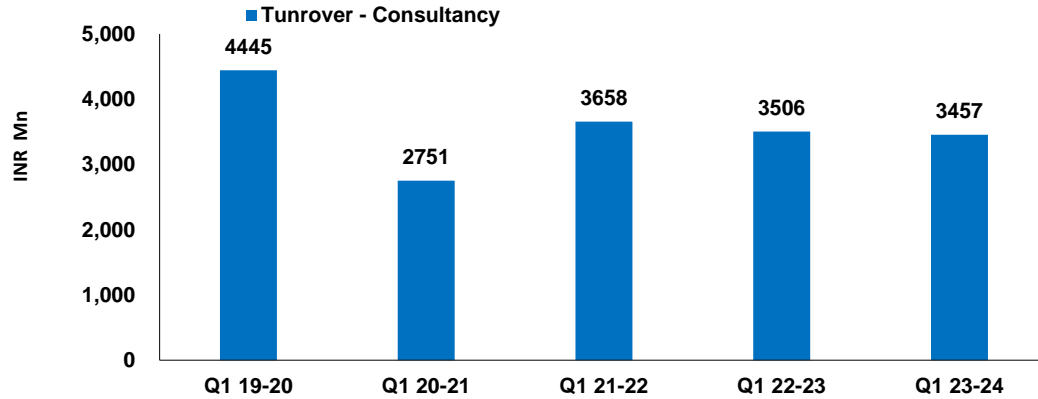


<i>Standalone</i>		<i>Rs Mn</i>				
<b>TURNOVER</b>	<b>Q1 23-24</b>	<b>Q1 22-23</b>	<b>Q2 22-23</b>	<b>Q3 22-23</b>	<b>Q4 22-23</b>	
Consultancy – Domestic	2973.30	2,768.90	2,773.07	3,035.12	3,234.67	
Consultancy – Overseas	483.39	737.00	682.90	467.40	480.09	
Consultancy Total	3456.69	3,505.90	3,455.97	3,502.52	3,714.76	
Turnkey	4626.72	4,543.90	4,364.16	4,803.66	4,946.73	
Consultancy + Turnkey	8083.41	8,049.80	7,820.13	8,306.18	8,661.49	
Other Income	926.17	272.42	668.74	257.27	492.74	
Total Income	9009.58	8,322.22	8,488.87	8,563.45	9,154.23	
<b>SEGMENT PROFIT</b>	<b>Q1 23-24</b>	<b>Q1 22-23</b>	<b>Q2 22-23</b>	<b>Q3 22-23</b>	<b>Q4 22-23</b>	
Consultancy	885.00	604.64	670.14	689.83	1,866.25	
Turnkey	94.56	91.64	136.44	90.70	202.34	
Total	979.56	696.27	806.58	780.53	2,068.59	

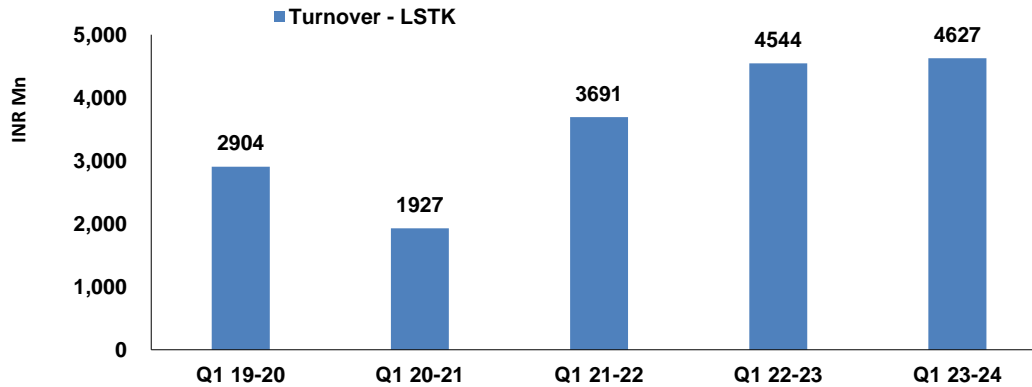
Note: All figures are on standalone basis

# Q1 FY23-24 Quarterly Performance - Standalone

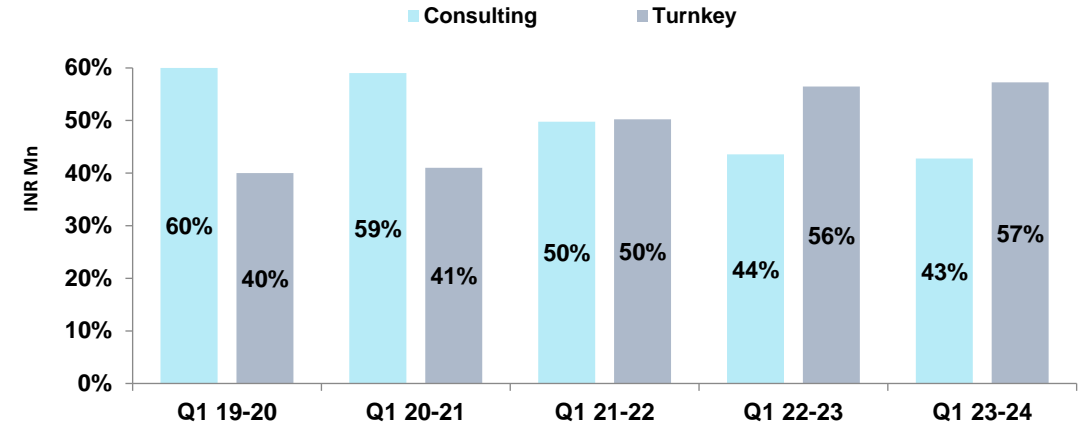
Turnover - Consultancy



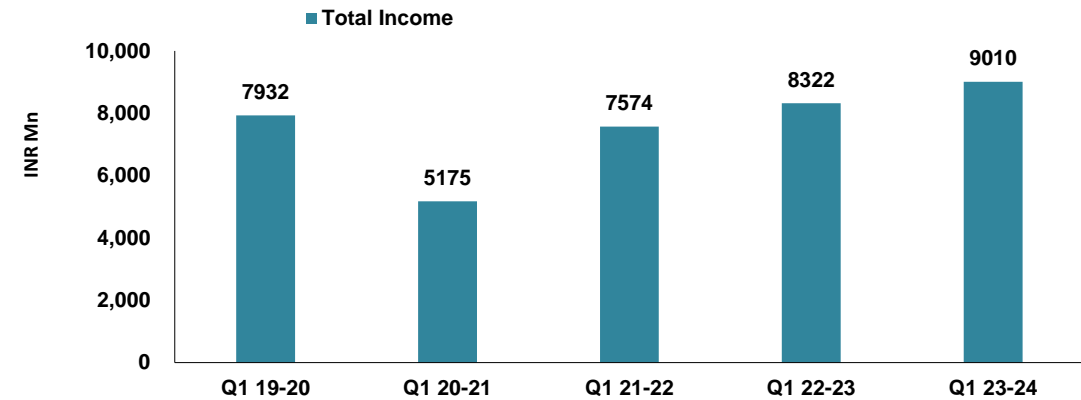
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



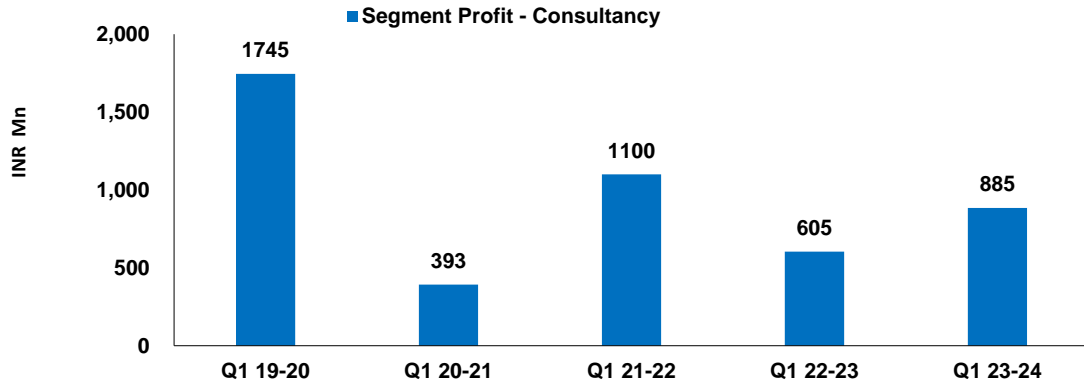
Total Income



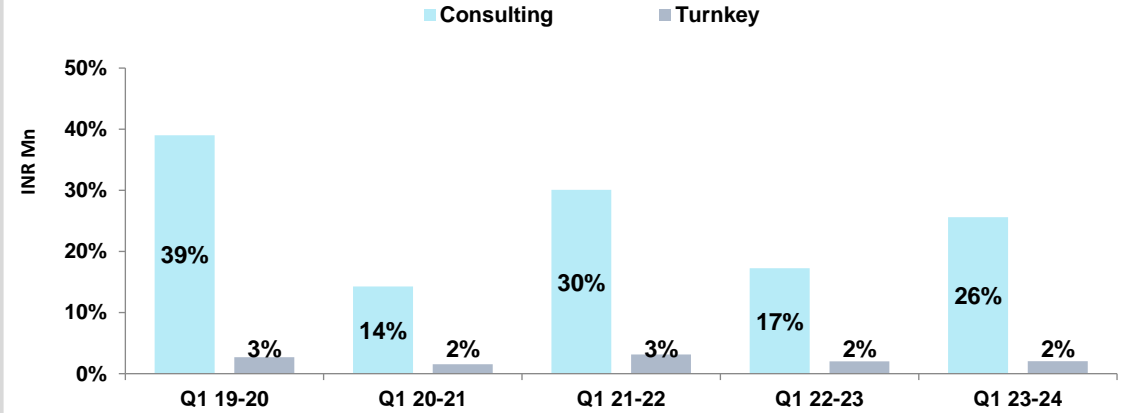
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# Q1 FY23-24 Quarterly Performance - Standalone

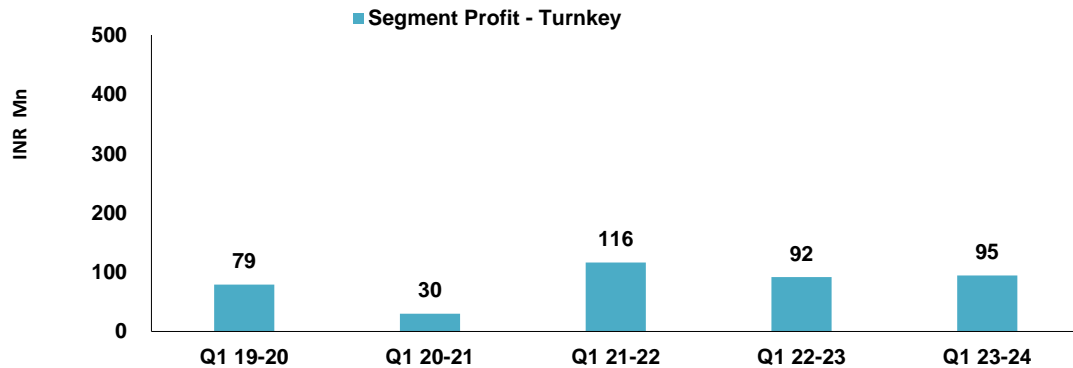
## Segment Profit - Consultancy



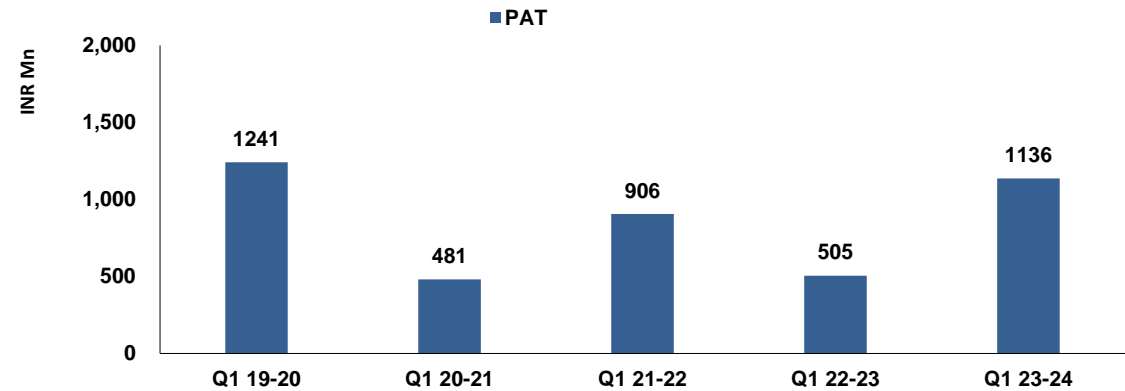
## Segment Profit %



## Segment Profit - Turnkey



## PAT

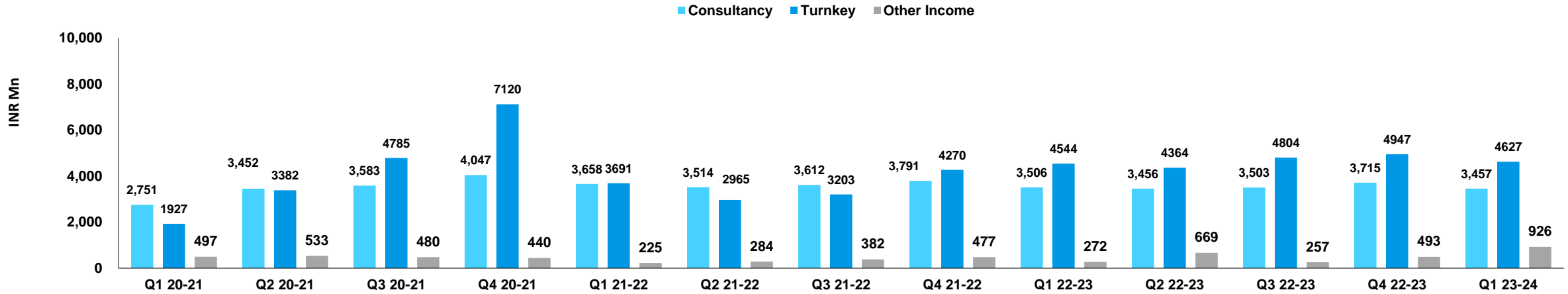


Note: All figures are on standalone basis

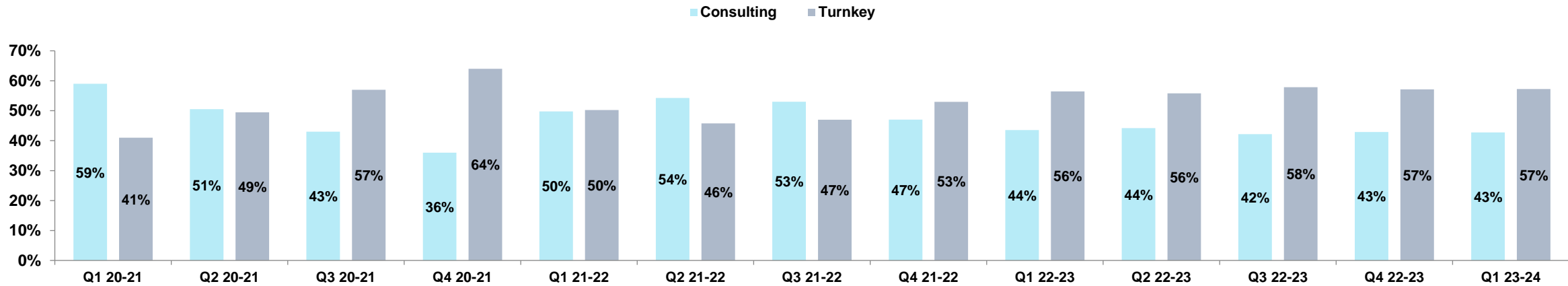
# Quarterly Performance Track Record - Standalone



## Total Income



## Revenue Mix (Consultancy Vs Turnkey)

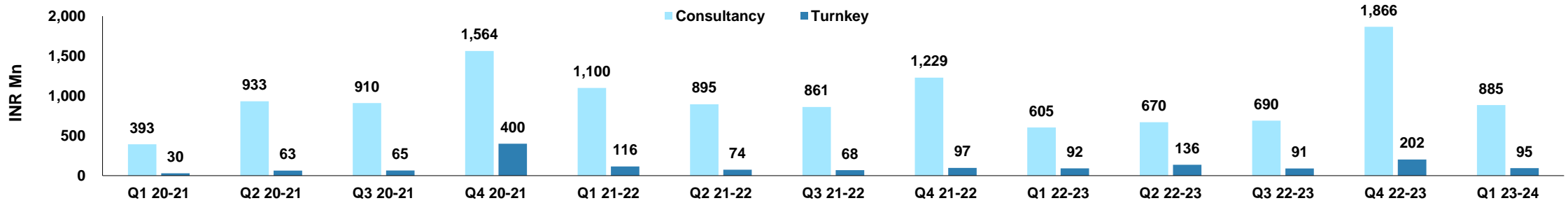


Note: All figures are on standalone basis

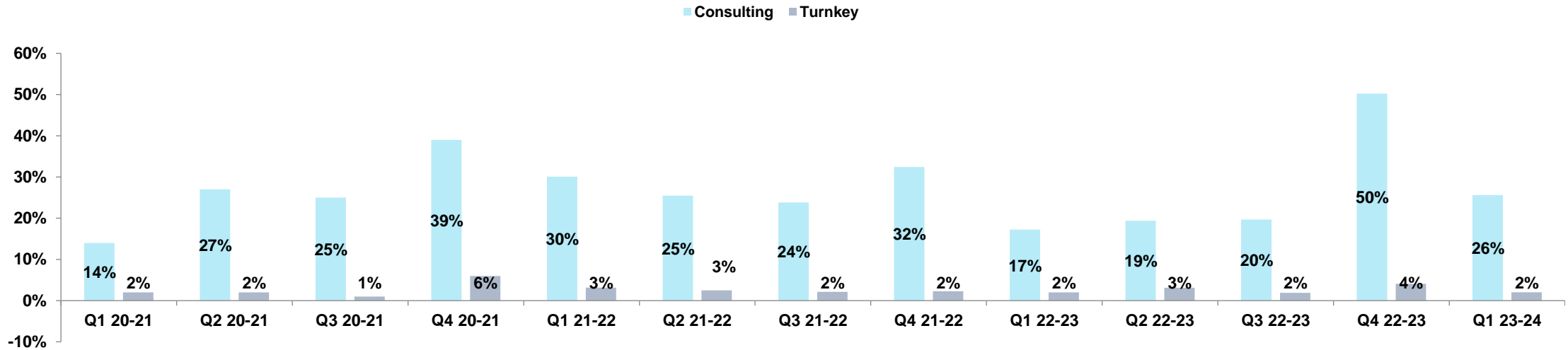
# Quarterly Performance Track Record – Standalone



## Segment Wise Operating Profit



## Segment Wise Profit %



Note: All figures are on standalone basis





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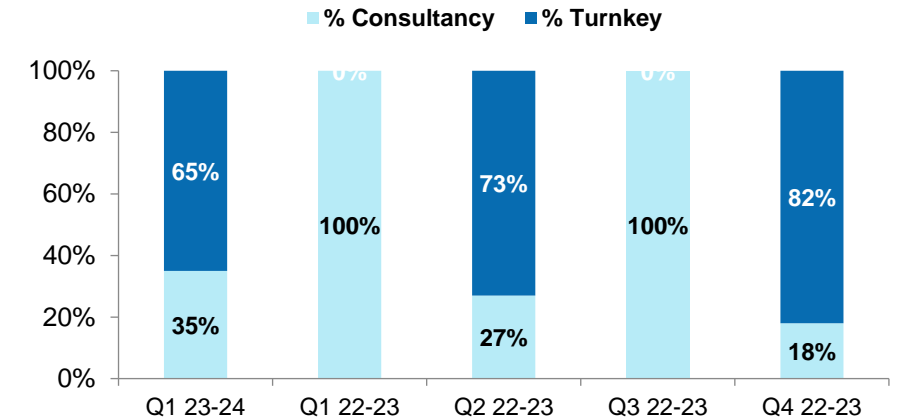
## Quarterly Business Secured and Order Book

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# Quarterly Business Secured and Order Book – Standalone

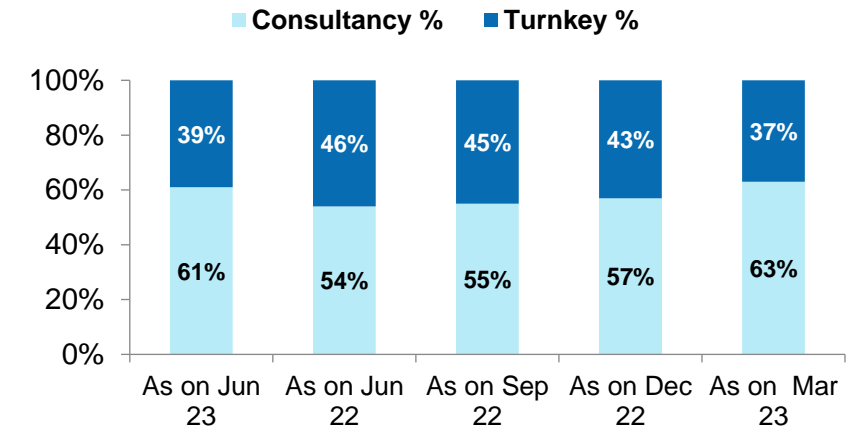
Rs Mn

Business Secured	Q1 23-24	Q1 22-23	Q2 22-23	Q3 22-23	Q4 22-23
Consultancy (domestic)	1,452	2,201	817	2,261	1,198
Consultancy (overseas)	2,987	49	94	110	5,885
Consultancy Total	4,439	2,250	911	2,371	7,083
Turnkey	8,213	0	2,494	-67	32,036
Total Business secured	12,652	2,250	3,405	2,304	39,119



Rs Mn

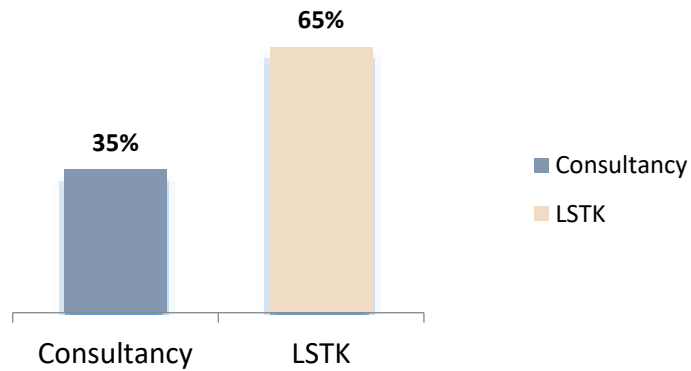
Order Book	As on Jun 23	As on Jun 22	As on Sep 22	As on Dec 22	As on Mar 23
Consultancy	49,792	47,935	45,994	45,046	48,296
Turnkey	31,233	40,403	38,319	33,610	28,650
Total Order Book	81,025	88,338	84,313	78,656	76,946**
Consultancy %	61%	54%	55%	57%	63%
Turnkey %	39%	46%	45%	43%	37%



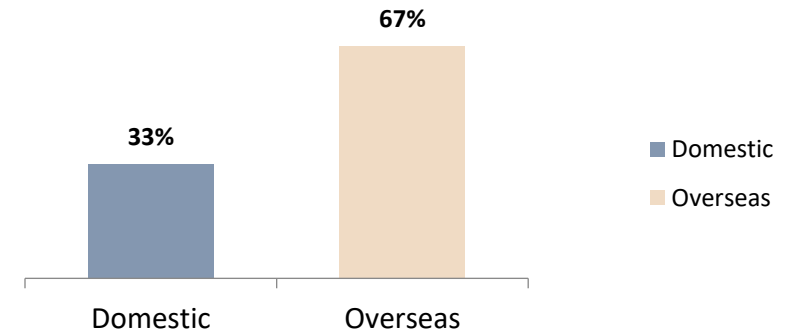
\*\*The total order Book Status as on 31-Mar-2023 is Rs. 90790 Million, considering the impact of Go-ahead letters.

# Quarterly Business Secured Break up – Standalone

### Consultancy Vs LSTK



### Consultancy Domestic Vs Overseas

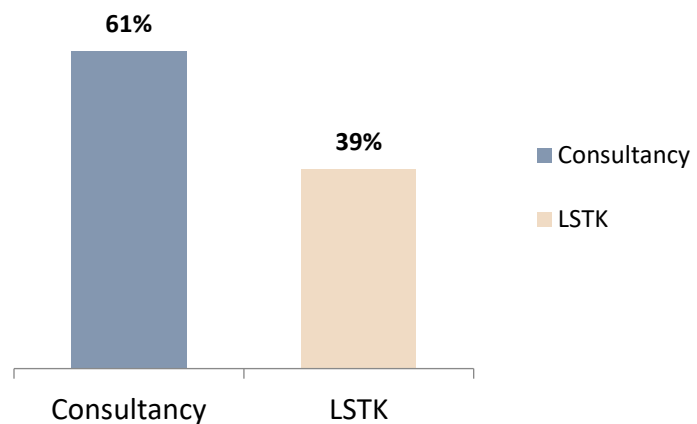


*Most of the orders have been secured in the Hydrocarbon sector*

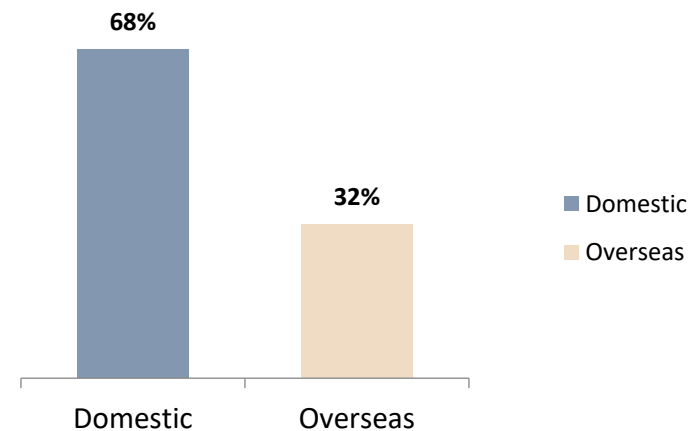
*Note : Data on standalone basis*

# 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
<b>Domestic</b>					
Consultancy	Consultancy Services for New DRI (Direct Reduced Iron) - 2 Plant at Angul	Jindal Steel and Power (JSPL)	155	April 2023	December 2024
Consultancy	EPCM Services for 50 KTA ISO-Propyl Alcohol (IPA) Plant at Usar	GAIL India Ltd.	319	April 2023	April 2025
Consultancy	Independent Engineer for Development, Construction and Operation of Greenfield International Airport at Bhogapuram, Vizianagaram District, Andhra Pradesh	AP Airport Development Corporation	193	April 2023	April 2026
Consultancy	PMC Services for Haryana Horticulture Marketing (Change Order)	Haryana Intl. Horticultural Marketing Corp. (HIHMC)	151	May 2023	May 2025
LSTK-OBE	Upgrading of The Institute of Petroleum Safety, Health and Environment Management (IPSHEM) to World-Class Facility" at Goa, on EPC reimbursable basis	Oil and Natural Gas Corporation (ONGC)	3255	April 2023	June 2024
<b>Overseas</b>					
Consultancy	CED FWA T.2 : Brown Field EWRs - PMRs for LZ and DAS, UAE (under Framework Agreement) (PMRs - Plant Modification Requests) (EWRs - Engineering Work Requests)	ADNOC Offshore	315	April 2023	February 2024
Consultancy	EPCM Services for Green-field 4000 TPD Urea and 2300 TPD Ammonia Complex in Nigeria (Change Order)	Stanch Fertilizer FZE	1610	May 2023	December 2026
Consultancy	FEED for SARB Produced Water treatment value, UAE (under Framework Agreement)	ADNOC Offshore	129	May 2023	May 2024
Consultancy	PMC Services for EPC-1(LNG Storage) & EPC-3 (Utilities & BOP) Packages of LNG Terminal, Nigeria	Padah LNG	349	June 2023	June 2026



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## Annual Performance Summary

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# Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2022-23	2021-22	2020-21	2019-20	2018-19
Consultancy	14,179	14,575	13,833	15,653	13,494
Turnkey	18,659	14,129	17,214	16,377	10,949
Consultancy + Turnkey	32,838	28,704	31,047	32,030	24,443
Other Income	1,691	1,367	1,949	2,580	2,251
Total Income	34,529	30,071	32,996	34,611	26,694

SEGMENT PROFITS	2022-23	2021-22	2020-21	2019-20	2018-19
Consultancy	3,831	4,085	3,799	4,989	3,894
Turnkey	521	356	558	655	628
Consultancy %	27%	28%	27%	32%	29%
Turnkey %	3%	3%	3%	4%	6%

PAT	2022-23	2021-22	2020-21	2019-20	2018-19
PAT	3,422	3,444	2,595	4,302	3,701
PAT %	10%	12%	8%	13%	15%

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

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# Business Secured and Order Book – Standalone

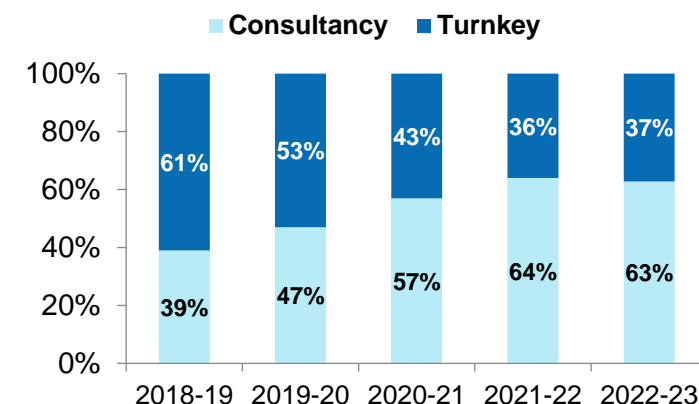
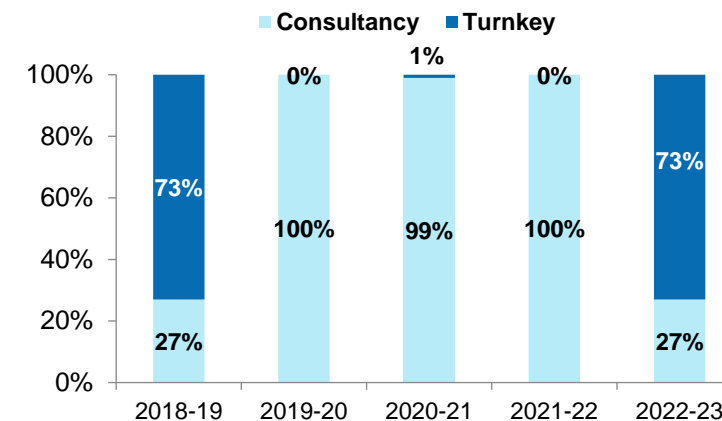
Business Secured	FY 22-23	FY 21-22	FY 20-21	FY 19-20	FY 18-19
Consultancy (domestic)	6,477	16,515	14,550	8,119	14,942
Consultancy (overseas)	6,138	356	1,011	8,053	911
Consultancy Total	12,615	16,871	15,562	16,172	15,853
Turnkey	34,463	0	130	0	43,052
Total Business secured	47,078*	16,871	15,692	16,172	58,905

Order Book	March 23	March 22	March 21	March 20	March 19
Consultancy	48296	48,983	45,816	44,561	43,124
Turnkey	28650	27,566	34,003	50,993	68,763
Total Order Book	76946**	76,549	79,819	95,554	1,11,887
Consultancy %	63%	64%	57%	47%	39%
Turnkey %	37%	36%	43%	53%	61%

\*The total order inflow is Rs. 63000 Million, considering the Go-ahead letters of Rs. 15920 million received from Clients till 31- Mar- 2023.

\*\*The total order Book Status as on 31-Mar-2023 is Rs. 90790 Million, considering the impact of Go-ahead letters.

Note : Data on unconsolidated basis





# Capital Investments – as on Q1 FY23-24



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>Implemen-ting 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>	Telengana	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 700 crores (approx)	USD 100,000/-

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