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इंजीनियर्स  
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS  
INDIA LIMITED  
(A Govt. of India Undertaking)

## Investor Presentation

### 3rd Quarter Results : FY 18-19

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8<sup>th</sup> February 2019



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## Financial Performance – Q3 and 9 Monthly

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## Q3 FY 18-19 : Quarterly Performance Summary - Standalone



Rs Mn

TURNOVER	Q3 18-19**	Q2 18-19**	Q1 18-19**	Q1 17-18**	Q2 17-18**	Q3 17-18**	Q4 17-18**
Consultancy – Domestic	2950.1	2889.5	2790.2	2708.9	2757.3	3216.0	2852.4
Consultancy – Overseas	475.1	434.4	433.0	535.9	573.0	629.2	520.3
Consultancy Total	3425.2	3323.9	3223.2	3244.8	3330.3	3845.2	3372.7
Turnkey	2344.8	3490.2	2510.0	508.8	960.6	888.9	1724.6
Consultancy + Turnkey	5770.0	6814.1	5733.2	3753.6	4290.9	4734.1	5097.3
Other Income	518.6	614.3	521.9	456.2	466.5	393.0	479.0
Total Income	6288.6	7428.4	6255.1	4209.8	4757.4	5127.1	5576.3
SEGMENT PROFIT	Q3 18-19**	Q2 18-19**	Q1 18-19**	Q1 17-18**	Q2 17-18**	Q3 17-18**	Q4 17-18**
Consultancy	1018.7	964.0	899.9	909.2	1057.4	1439.7	896.4
Turnkey	142.6	174.9	147.3	38.7	486.2	107.8	121.0
Total	1161.3	1138.9	1047.2	947.9	1543.6	1547.5	1017.4

- Note: All figures are on standalone basis
- \*\* Figures as per IND AS

# 9M FY 18-19 : Nine Monthly Performance Summary - Standalone



Rs Mn

TURNOVER	9M 18-19**	9M 17-18**	9M 16-17**
Consultancy – Domestic	8629.8	8682.2	5737.1
Consultancy - Overseas	1342.5	1738.0	2404.7
Consultancy Total	9972.3	10420.2	8141.8
Turnkey	8345.0	2358.5	1915.3
Consultancy + Turnkey	18317.3	12778.7	10057.1
Other Income	1654.7	1315.7	1665.5
Total Income	19972.1	14094.4	11722.6

SEGMENT PROFIT	9M 18-19**	9M 17-18**	9M 16-17**
Consultancy	2882.6	3406.3	2287.3
Turnkey	464.7	632.7	710.3
Total	3347.4	4039.0	2997.6

- Note: All figures are on standalone basis
- \*\* Figures as per IND AS



*Rs Mn*

	Q3 18-19**	Q2 18-19**	Q1 18-19**	Q1 17-18**	Q2 17-18**	Q3 17-18**	Q4 17-18**
PBT	1411.4	1468.3	1328.3	1213.4	1793.5	1681.5	992.6
PAT	907.7	977.7	866.2	813.7	1191.7	1084.0	689.2
EPS#	1.43	1.55	1.37	1.21	1.81	1.71	1.10

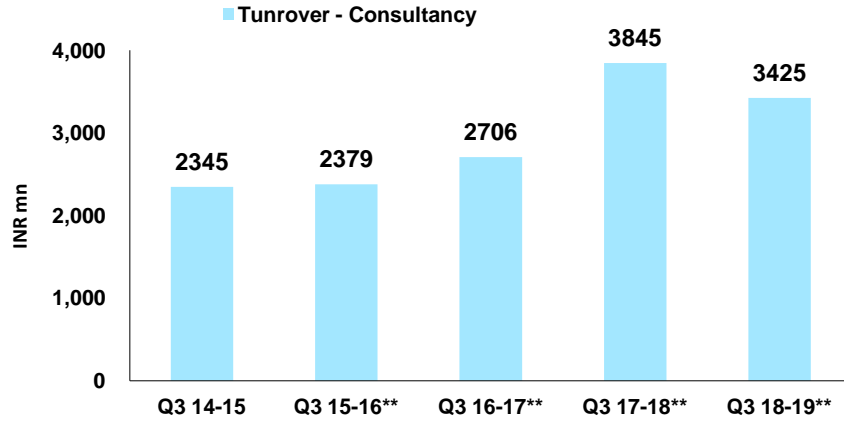
*Rs Mn*

	9M 18-19**	9M 17-18**	9M 16-17**
PBT	4208.1	4688.4	3978.6
PAT	2751.6	3089.6	2590.5
EPS#	4.35	4.73	3.84

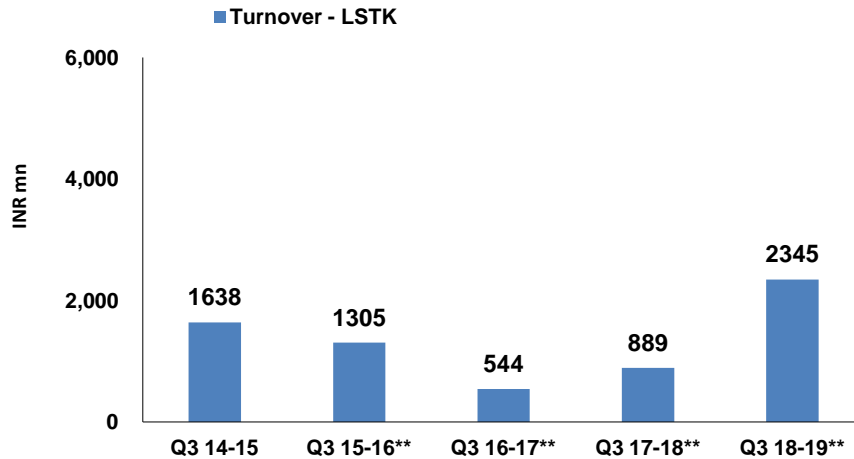
- Note: All figures are on standalone basis
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## Turnover - Consultancy



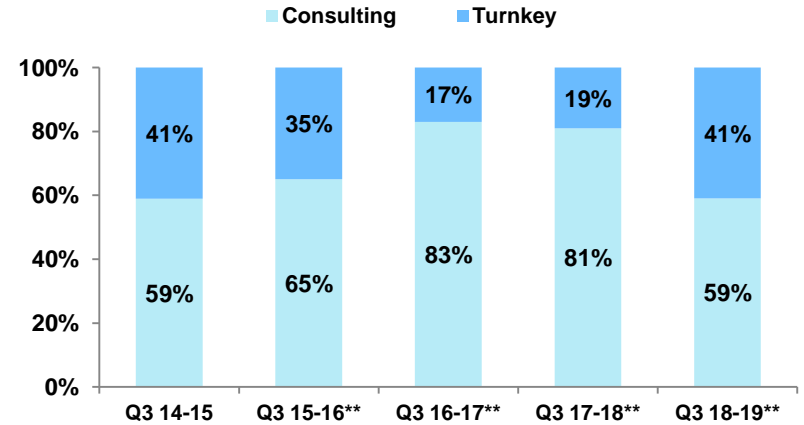
## Turnover - Turnkey



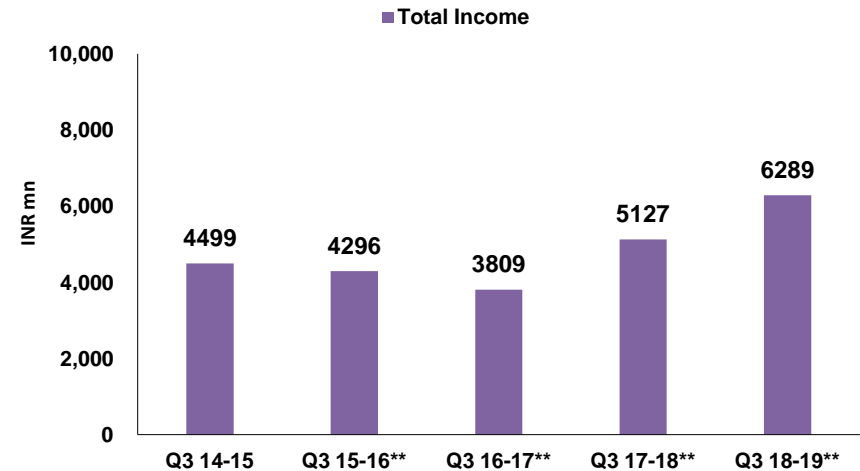
Note: All figures have been taken on standalone basis for EIL

\*\* Figures as per IND AS

## Turnover Mix (Consultancy Vs Turnkey)

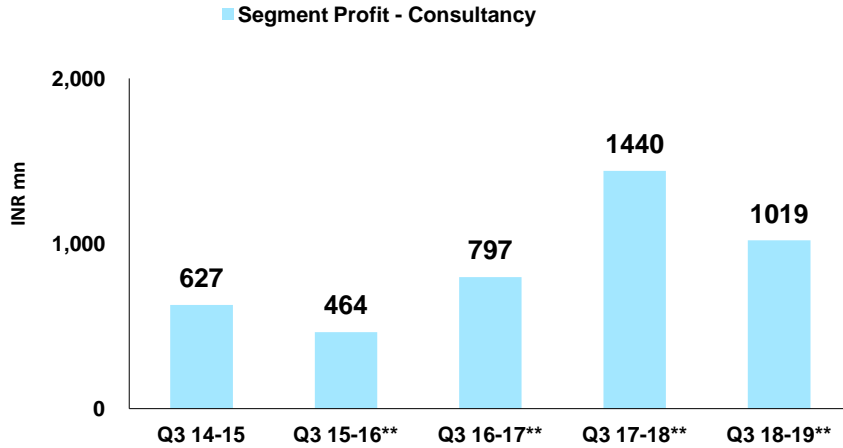


## Total Income

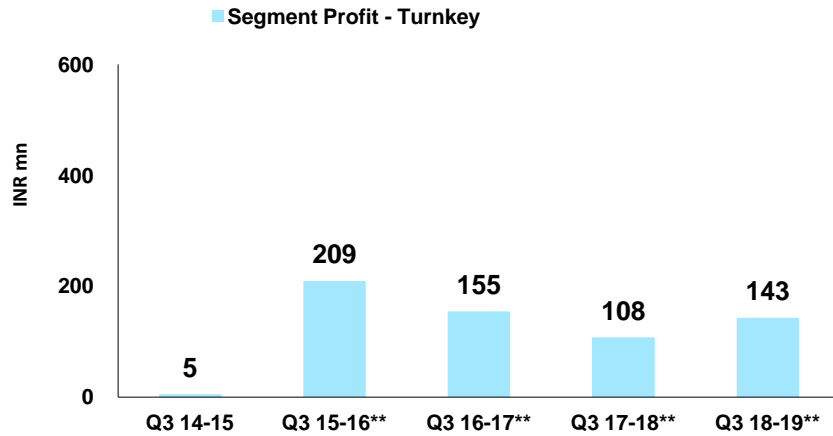




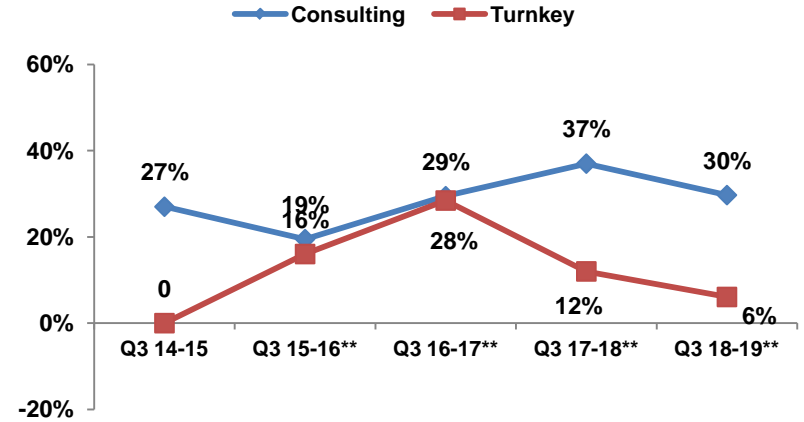
## Segment Profit - Consultancy



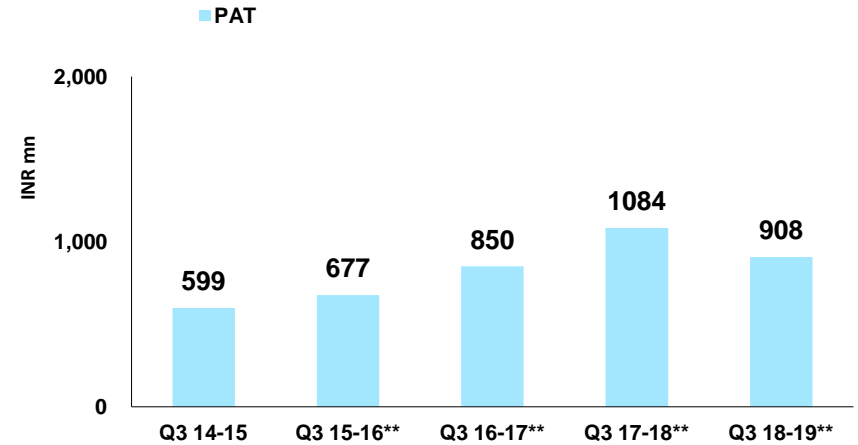
## Segment Profit - Turnkey



## Segment Profit %



## PAT



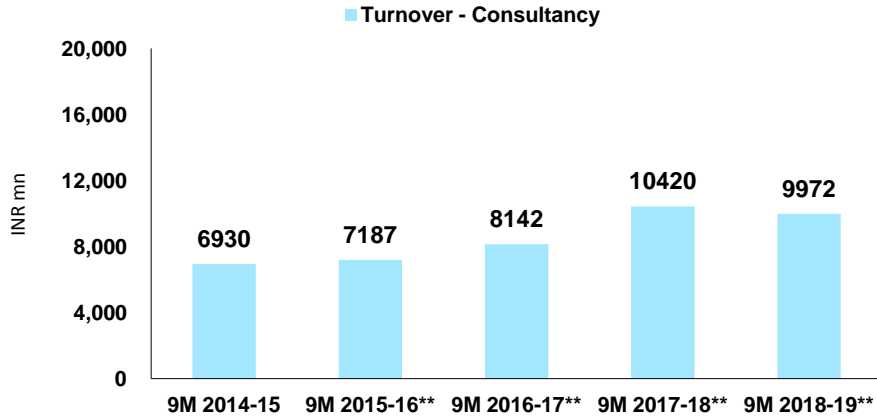
Note: All figures have been taken on a standalone for EIL  
 \*\* Figures as per IND AS



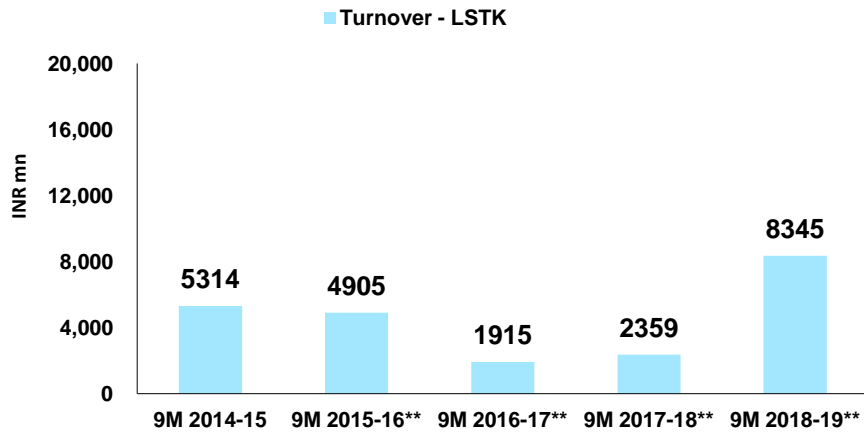


# 9M FY 18-19 : Nine Monthly Performance - Standalone

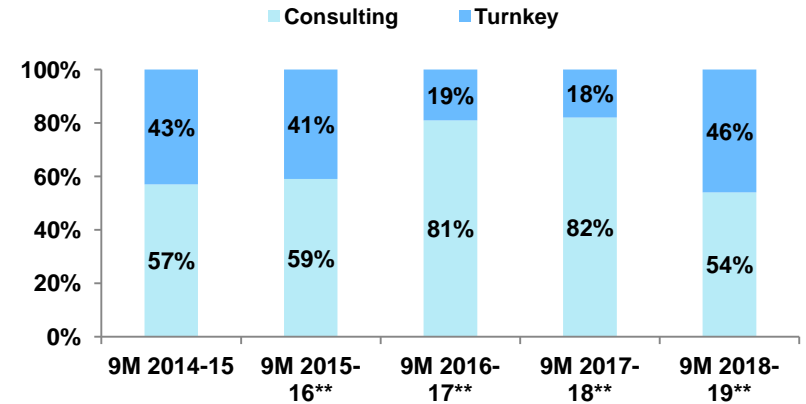
## Turnover - Consultancy



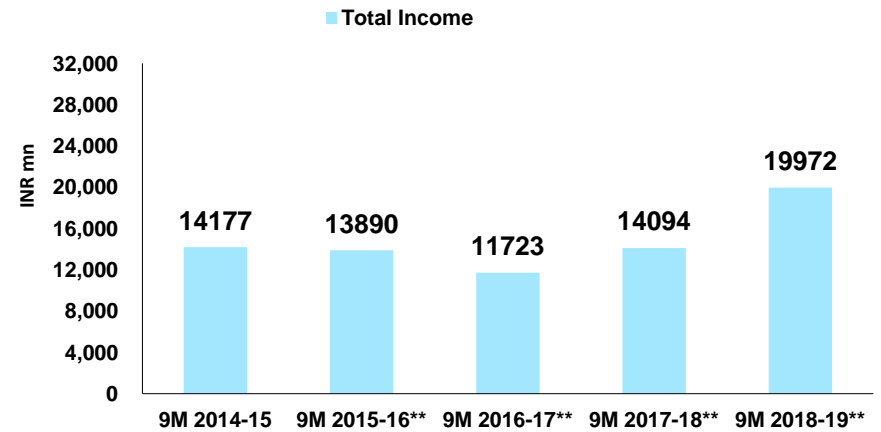
## Turnover - Turnkey



## Turnover Mix (Consultancy Vs Turnkey)



## Total Income



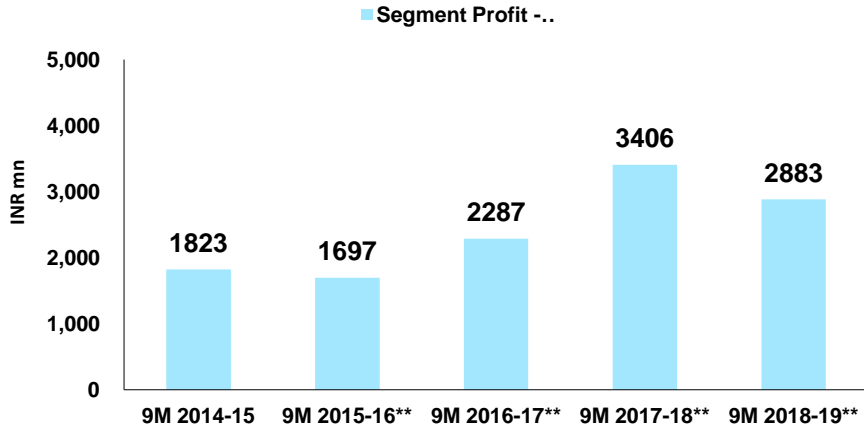
Note: All figures have been taken on standalone basis for EIL

\*\* Figures as per IND AS

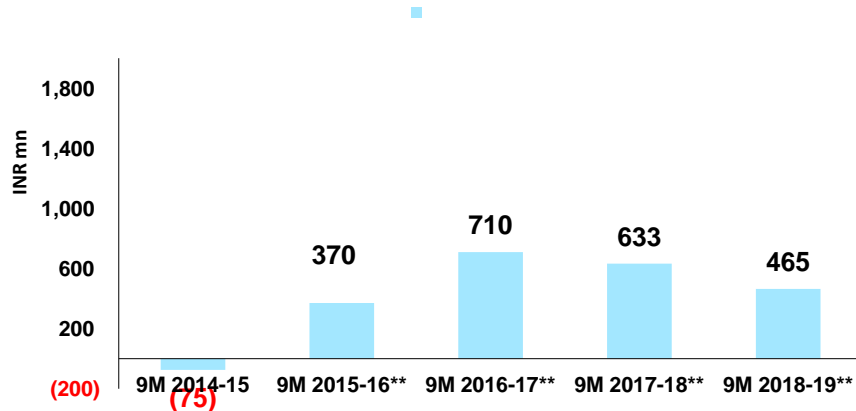
# 9M FY 18-19 : Nine Monthly Performance - Standalone



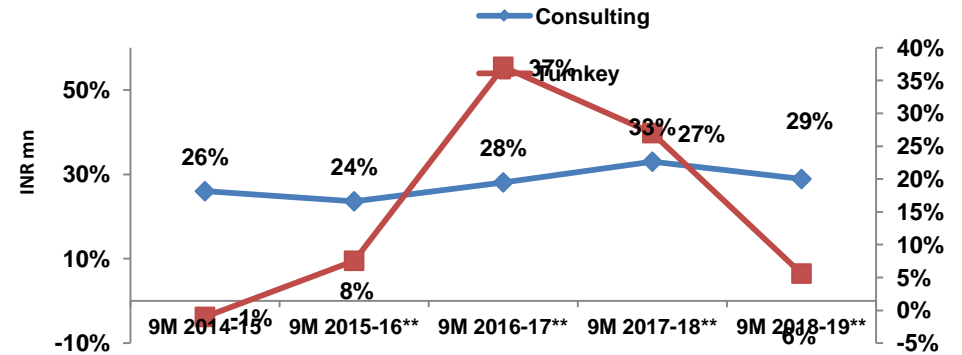
## Segment Profit - Consultancy



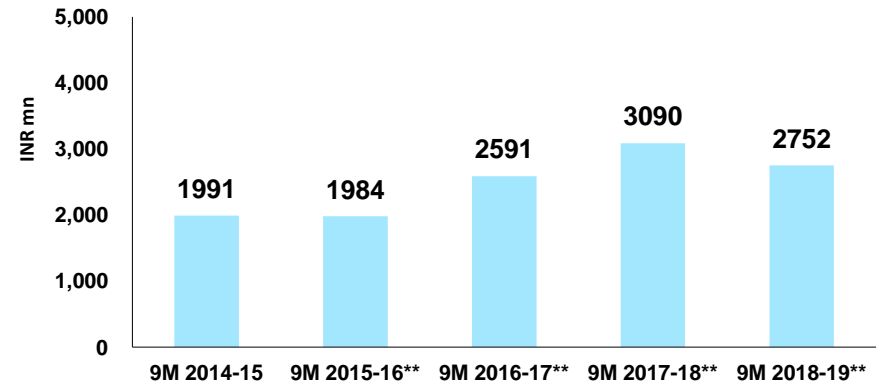
## Segment Profit - Turnkey



## Segment Profit %



## PAT

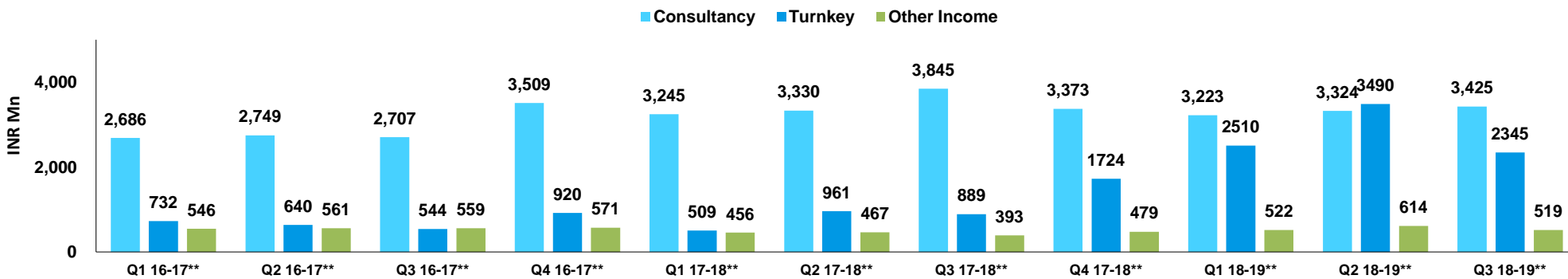


Note: All figures have been taken on a standalone for EIL

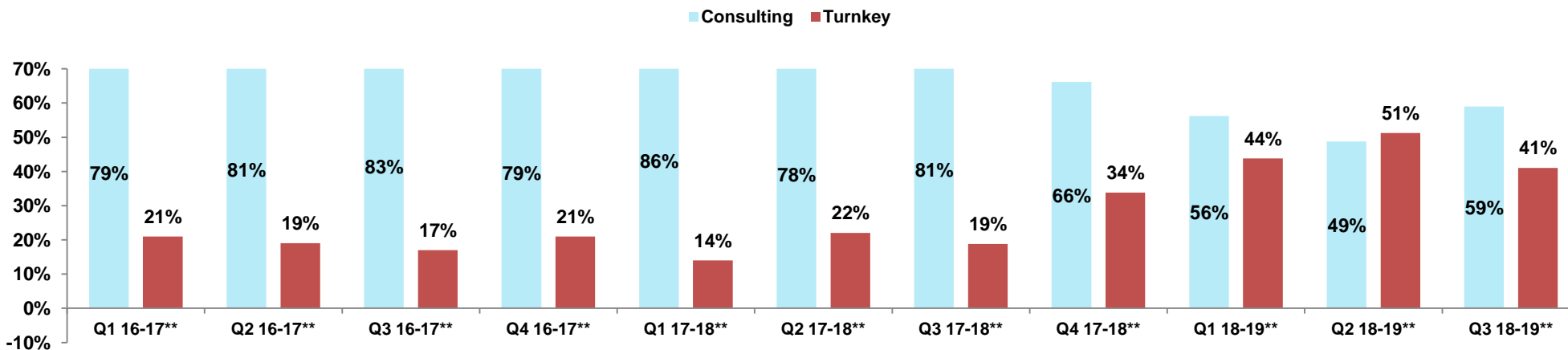
\*\* Figures as per IND AS



## Total Income



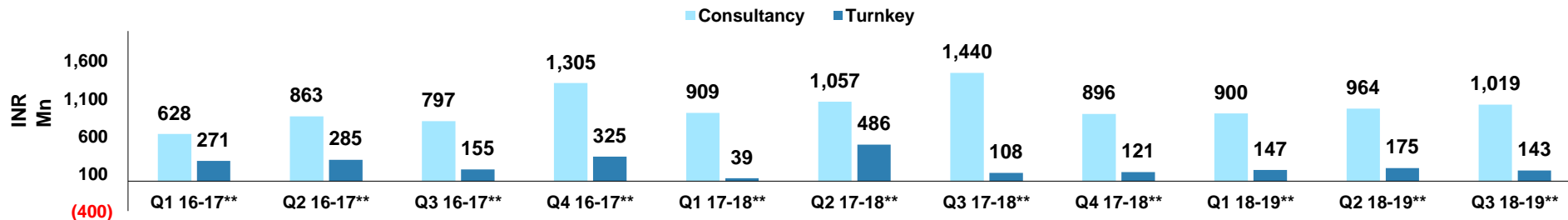
## Revenue Mix (Consultancy Vs Turnkey)



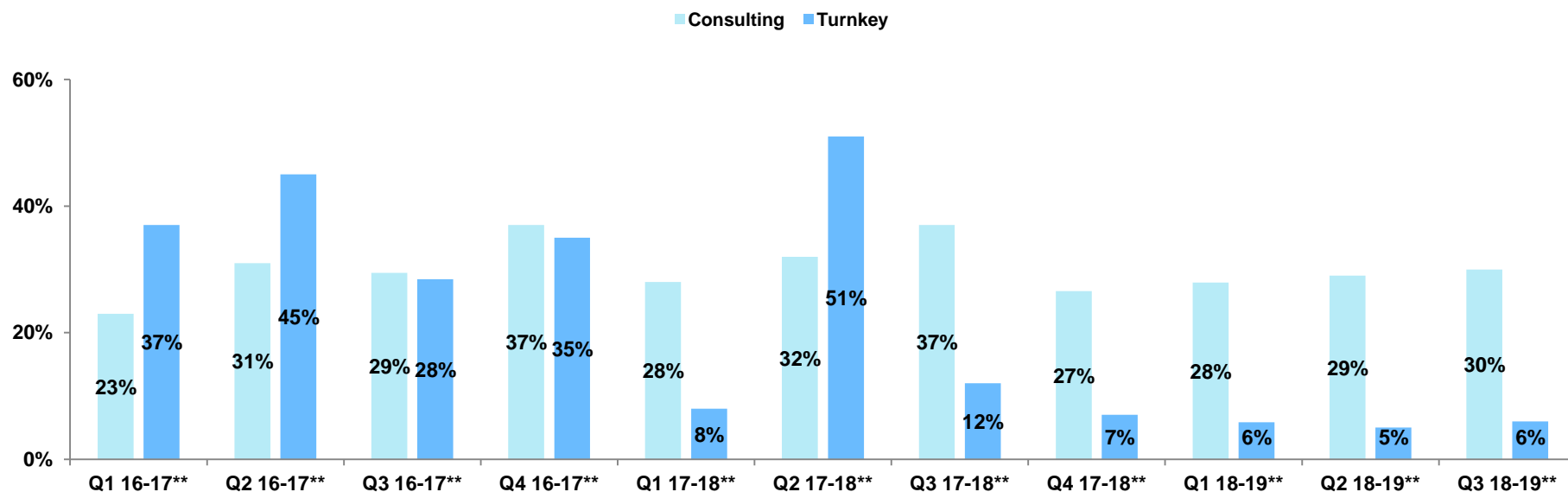
Note: All figures have been taken on a standalone for EIL  
 \*\* Figures as per IND AS



## Segment Wise Operating Profit



## Segment Wise Profit %



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

\*\* Figures as per IND AS



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## Business Secured and Order Book

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## Q3 & 9M FY 18-19 : Business Secured and Order Book – Standalone



Rs Mn

Business Secured	9M 18-19	Q3 18-19	Q2 18-19	Q1 18-19	Q1 17-18	Q2 17-18	Q3 17-18	Q4 17-18
Consultancy (domestic)	13,962	487	13,116	359	788	10,953	1,086	746
Consultancy (overseas)	849	291	85	473	150	2,723	74	89
Consultancy Total	14,811	778	13,201	832	938	13,675	1,161	835
Turnkey	43,052	130	42,922	0	2,447	2,350	0	0
Total Business secured	57,863	908	56,123	832	3,385	16,025	1,161	835

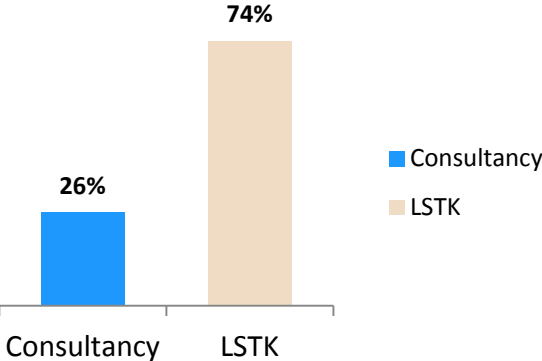
Rs Mn

Order Book (Cumulative)	9M 18-19	H1 18-19	Q1 18-19	As on March 18	As on March 17	As on March 16	As on March 15
Consultancy	46,170	48,940	38,610	41,739	40,208	30,100	24,543
Turnkey	61,700	65,700	33,680	36,992	37,411	7,786	11,866
Total Order Book	107,870	114,640	72,290	78,731	77,619	37,887	36,409
Consultancy %	43%	43%	53%	53%	52%	79%	67%
Turnkey %	57%	57%	47%	47%	48%	21%	33%

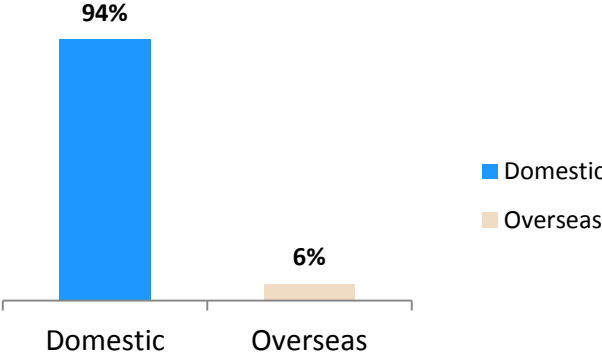
Note : Data on unconsolidated basis



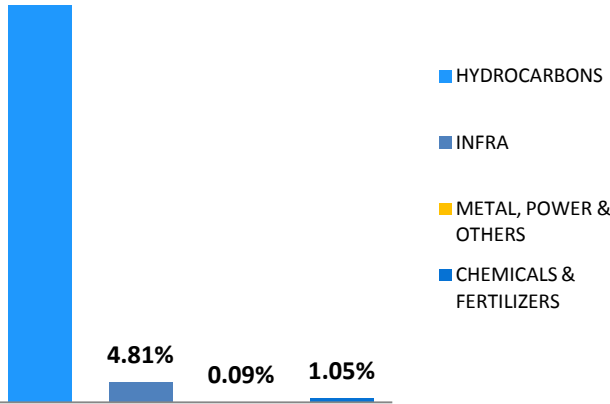
Consultancy Vs LSTK



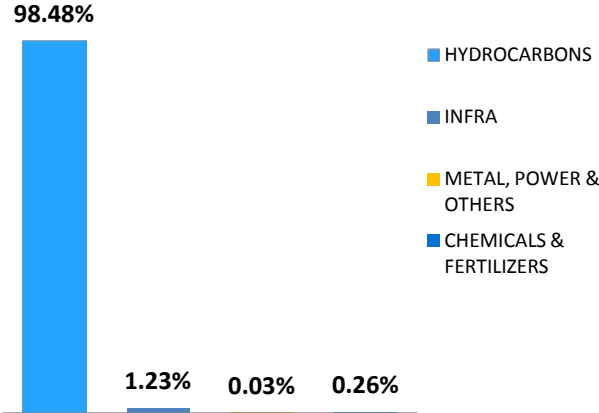
Consultancy Domestic Vs Overseas



Consultancy Segmental Break up



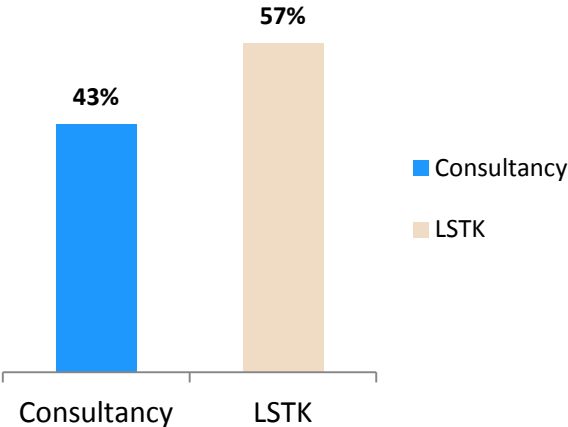
Total Orders Segmental Break up



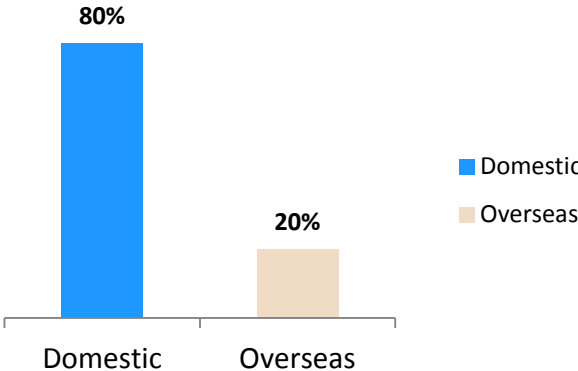
Note : Data on unconsolidated basis



Consultancy Vs LSTK







Consultancy Domestic Vs Overseas







Note : Data on unconsolidated basis






	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>Domestic</b>					
<b>TURNKEY</b>					
	Execution of Residual Utilities and Offsites for Rajasthan Refinery Project on Open Book Estimate(OBE) Basis <b>(Contract Value revised for including estimated commissioning man-months – Differential value)</b>	HPCL Rajasthan Refinery Limited (HRRL)	130	Q2, FY18 -19	Q3 FY22-23
<b>CONSULTANCY</b>					
	Engineering Review, Procurement & Construction Management Services for Phase-II of HP Green R&D Centre at Bengaluru	Hindustan Petroleum Corporation Limited (HPCL)	143	Q3, FY18 -19	Q1 FY21-22
<b>RAJASTHAN GOVT.</b>	Consultancy for Third Party Assessment for Establishment of Bhamashah State Data Centre (BSDC), at Jaipur (Change Order )	Department of Information Technology	107	Q1, FY17 -18	Q3 FY18-19
<b>Overseas</b>					
<b>CONSULTANCY</b>					
	PMC & EPCM Services for Dangote Refinery Project (Change Order No. 8)	Dangote Oil Refining Company Limited	168	Q3, FY18 -19 (Change Order Award Date)	Q3, FY 20-21
	Design and Detailed Engineering for Project Engineering Services (Change Order in existing rate contract)	Bahrain National Gas Company (BANAGAS)	94	Q3, FY18 -19 (Change Order Award Date)	Q3, FY 20-21

**Q2 FY 18-19**

	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>Domestic</b>					
<b>TURNKEY</b>					
	Execution of Residual Utilities and Offsites for Rajasthan Refinery Project on Open Book Estimate(OBE) Basis	HPCL Rajasthan Refinery Limited (HRRL)	42920	Q2, FY18 -19	Q3 FY22-23
<b>CONSULTANCY</b>					
	PMC Services for Execution of Rajasthan Refinery Project (RRP)	HPCL Rajasthan Refinery Limited (HRRL)	11822	Q2, FY18 -19	Q4 FY23-24
<b>ABRPL</b>	EPCM Services for Bio-Refinery Project at Numaligarh	Assam Bio-Refinery Pvt Ltd (ABRPL)	440	Q2, FY18 -19	Q4 FY20-21
<b>Overseas</b>					
<b>CONSULTANCY</b>					
	PMC Services for Hail- Full Field Development –FFD	ADOC, Japan	40.5	Q2, FY18 -19	Q1 FY19-20
	Quantitative Risk Analysis for Suhar Refinery New Crude Oil Tank and Single Buoy Mooring	ORPIC, Oman	34.8	Q2, FY18 -19	Q1 FY18-19

**Q1 FY : 18-19**

	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>TURNKEY</b>					
-	-	-	-		-
<b>CONSULTANCY</b>					
	EPCM Services for the Indo-Bangla Friendship Pipeline (IBFPL) Project in Bangladesh	Numaligarh Refinery Limited (NRL)	199	Q1, FY18 -19	Q3, FY 20-21
	LEPCM FOR 500TPD Methanol 200TPD Acetic Acid Plantat Namrup (Change Order)	Assam Petrochemicals Ltd	100	Q1, FY18 -19 (Change Order Award Date)	Q1, FY 18-19
	PMC & EPCM Services for Dangote Refinery Project (Change Order No. 7)	Dangote Oil Refining Company Limited	250	Q1, FY18 -19 (Change Order Award Date)	Q3, FY 20-21



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## Annual Performance Summary

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# Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12
Consultancy	13,793	11,650	10,074	9,480	11,091	12,342	12,073
Turnkey	4,083	2,836	5,036	7,650	7,145	12,717	24,914
Consultancy + Turnkey	17,876	14,486	15,110	17,130	18,236	25,060	36,987
Other Income	1795	2,237	2,478	2,731	2,321	2,618	2,175
Total Income	19671	16,723	17,588	19,861	20,557	27,678	39,161

SEGMENT PROFITS	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12
Consultancy	4303	3592	2,646	2,465	4,920	5,646	5,255
Turnkey	754	1036	122	560	403	1,275	2,452
Consultancy %	31%	31%	26%	26%	44%	46%	44%
Turnkey %	18%	37%	2%	7%	6%	10%	10%

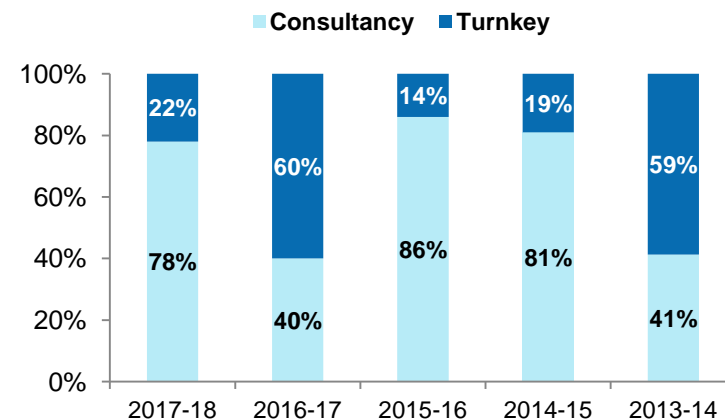
PAT	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12
PAT	3779	3250	2762	3080	4798	6286	6363
PAT %	21%	22%	18%	18%	26%	25%	17%

- Note: All figures are on standalone basis and rounded off to nearest digit
- \*\* Figures as per IND AS



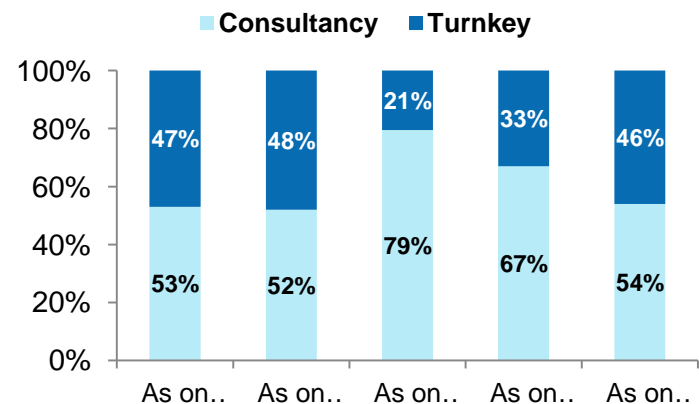
Rs Mn

Business Secured	FY 17-18	FY 16-17	FY 15-16	FY 14-15	FY 13-14
Consultancy (domestic)	13,572	20,319	9,900	6,103	4,073
Consultancy (overseas)	3,036	2,644	3,860	12,533	696
Consultancy Total	16,608	22,963	13,760	18,636	4,768
Turnkey	4,797	34,118	2,200	4,420	6,779
Total Business secured	21,405	57,081	15,960	23,057	11,547



Rs Mn

Order Book	As on March 18	As on March 17	As on March 16	As on March 15	As on March 14
Consultancy	41,739	40,208	30,100	24,543	15,717
Turnkey	36,992	37,411	7,786	11,866	13,391
Total Order Book	78,731	77,619	37,887	36,409	29,108
Consultancy %	53%	52%	79%	67%	54%
Turnkey %	47%	48%	21%	33%	46%





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