



इंजीनियर्स
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS
INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

1st Quarter Results : FY 19-20

8th August 2019



Page #

1

Quarterly Financial Performance

3

2

Quarterly Business Secured and Order Book

9

3

Annual Performance Summary

14



1

Quarterly Financial Performance

Q1 FY 19-20 Performance Summary - Standalone



Standalone

Rs Mn

TURNOVER	Q1 19-20**	Q1 18-19**	Q2 18-19**	Q3 18-19**	Q4 18-19**
Consultancy – Domestic	3024.0	2790.2	2889.5	2950.1	3066.4
Consultancy – Overseas	1421.5	433.0	434.4	475.1	456.0
Consultancy Total	4445.5	3223.2	3323.9	3425.2	3522.4
Turnkey	2903.5	2510.0	3490.2	2344.8	2603.6
Consultancy + Turnkey	7349.0	5733.2	6814.1	5770.0	6126.1
Other Income	582.9	521.9	614.3	518.6	596.0
Total Income	7931.9	6255.1	7428.4	6288.6	6722.1

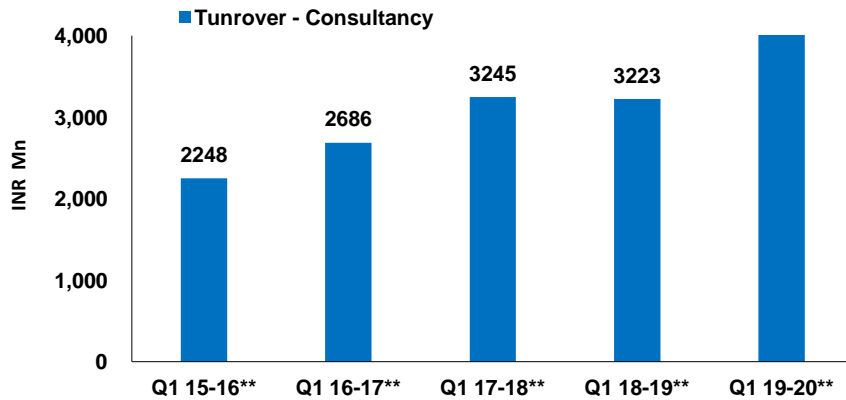
SEGMENT PROFIT	Q1 19-20**	Q1 18-19**	Q2 18-19**	Q3 18-19**	Q4 18-19**
Consultancy	1745.5	899.9	964.0	1018.7	1011.1
Turnkey	79.3	147.3	174.9	142.6	163.1
Total	1824.8	1047.2	1138.9	1161.3	1174.3

• Note: All figures are on standalone basis

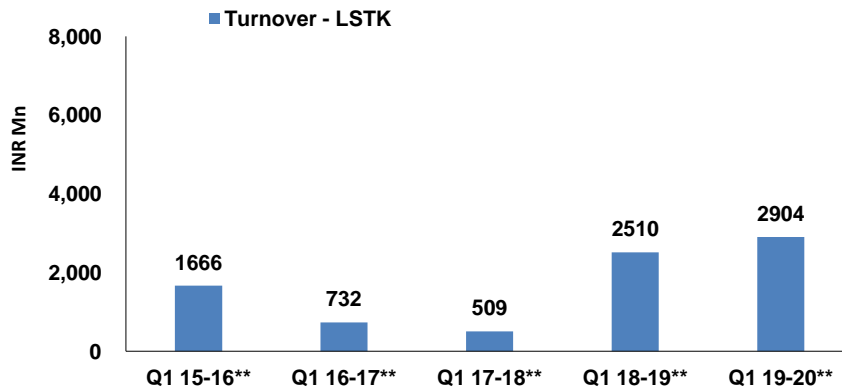
**Figures as per IND AS



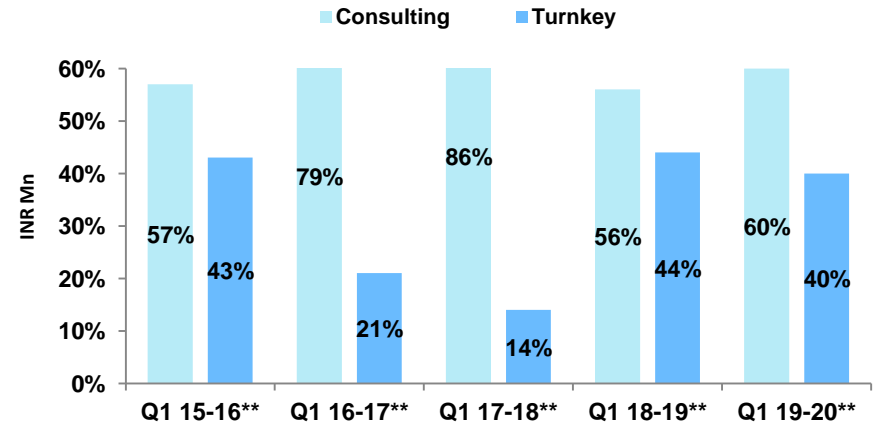
Turnover - Consultancy



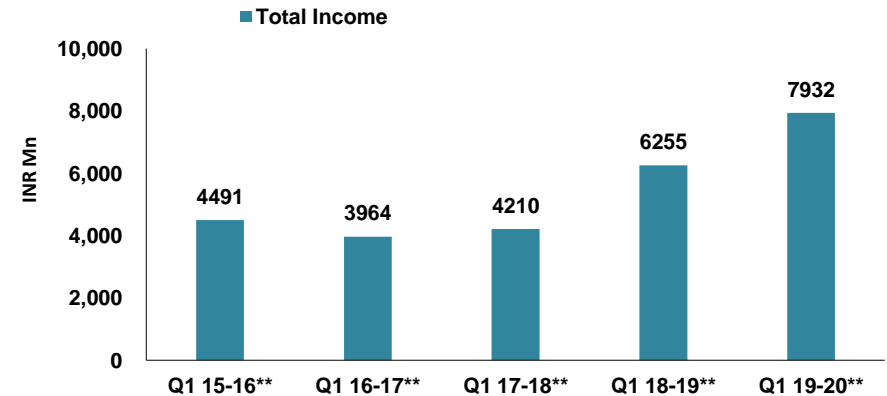
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



Total Income



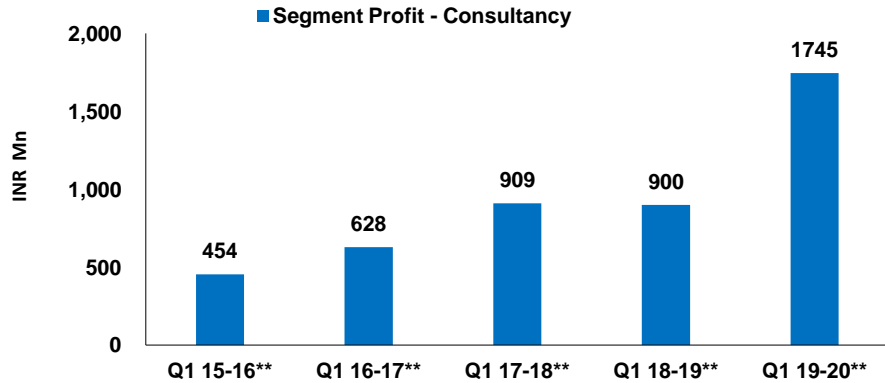
Note: All figures have been taken on standalone basis for EIL

**Figures as per IND AS.

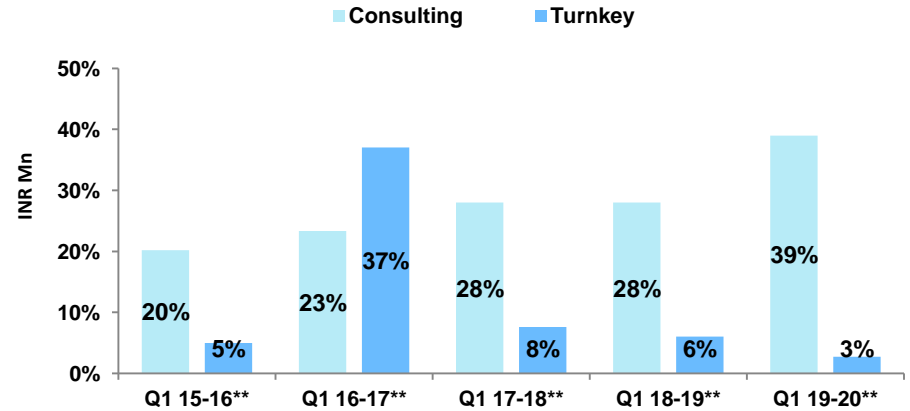


Q1 FY 19-20 Quarterly Performance - Standalone

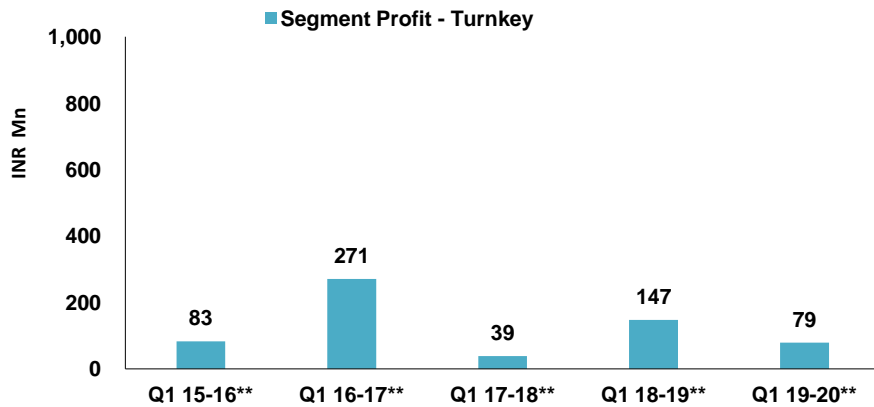
Segment Profit - Consultancy



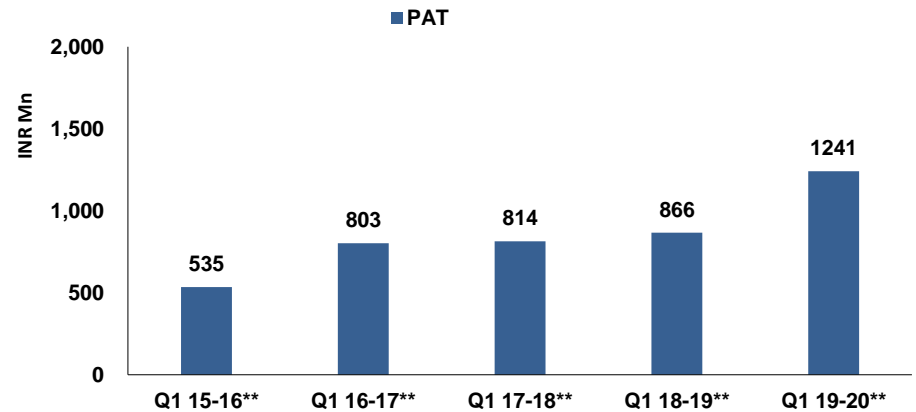
Segment Profit %



Segment Profit - Turnkey



PAT

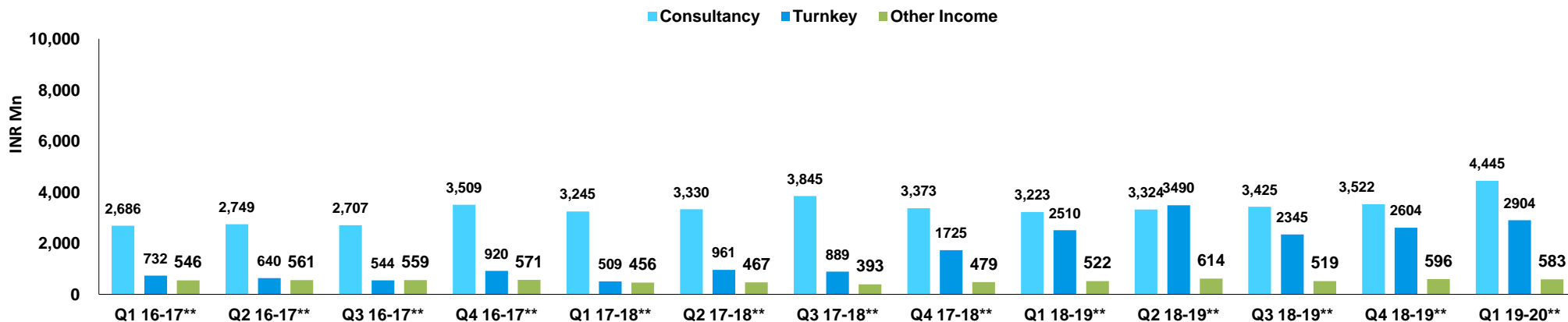


Note: All figures have been taken on a standalone for EIL
 **Figures as per IND AS.

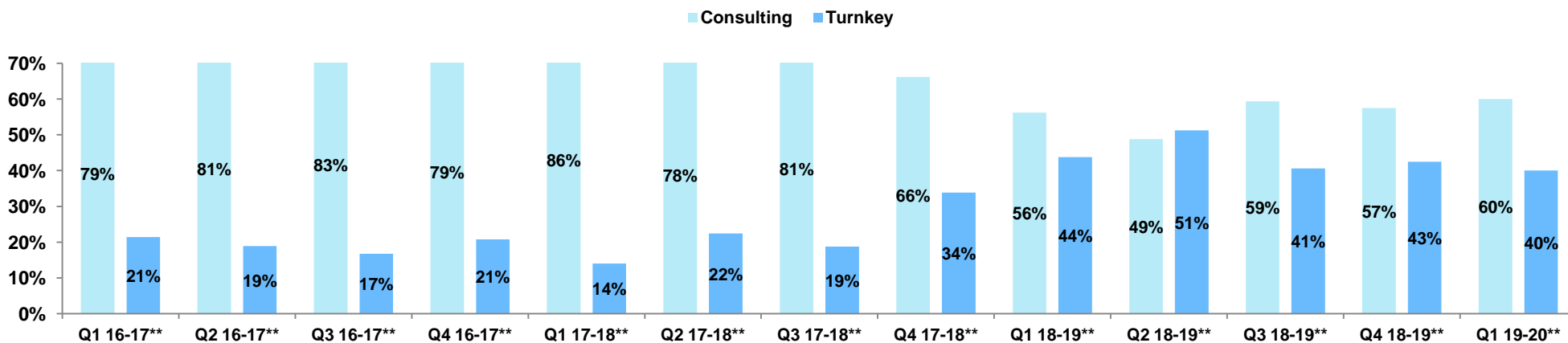
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)



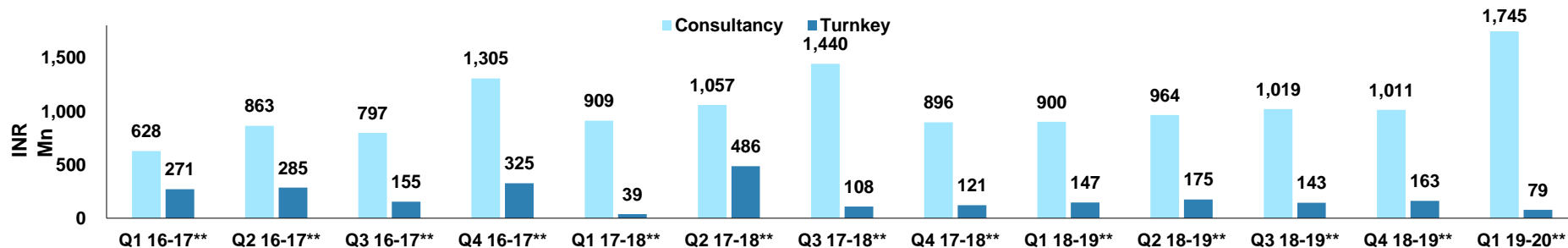
Note: All figures have been taken on a standalone for EIL

** Figures as per IND AS

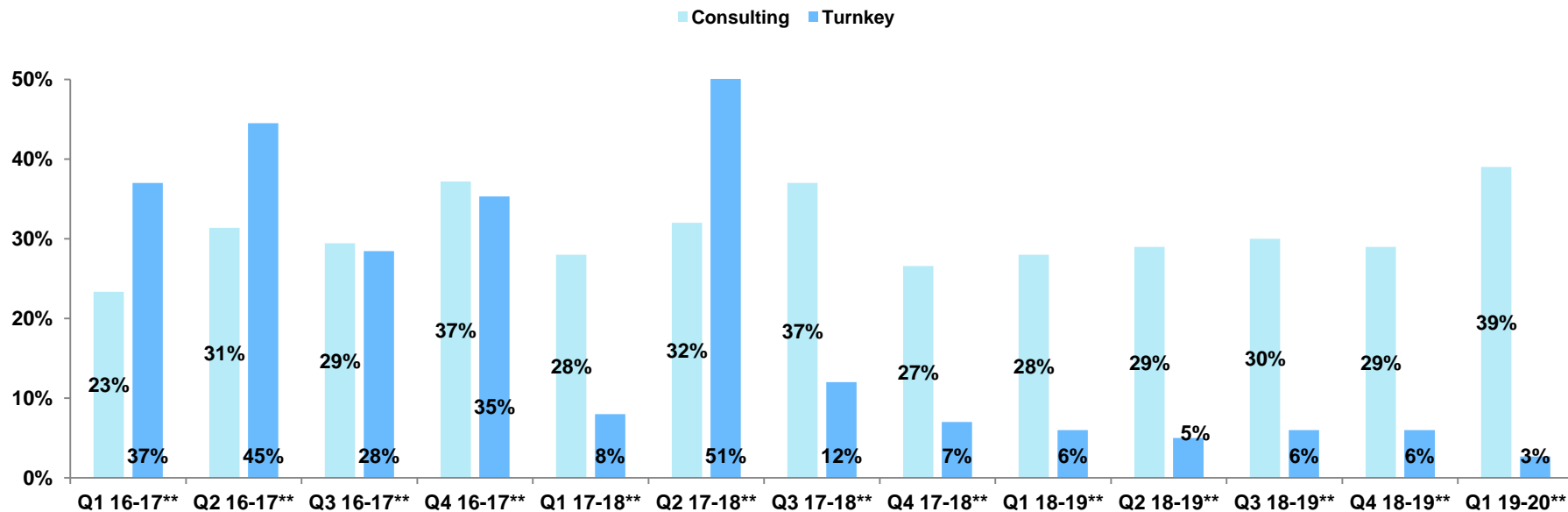
Quarterly Performance Track Record – Standalone



Segment Wise Operating Profit



Segment Wise Profit %



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

** Figures as per IND AS



2

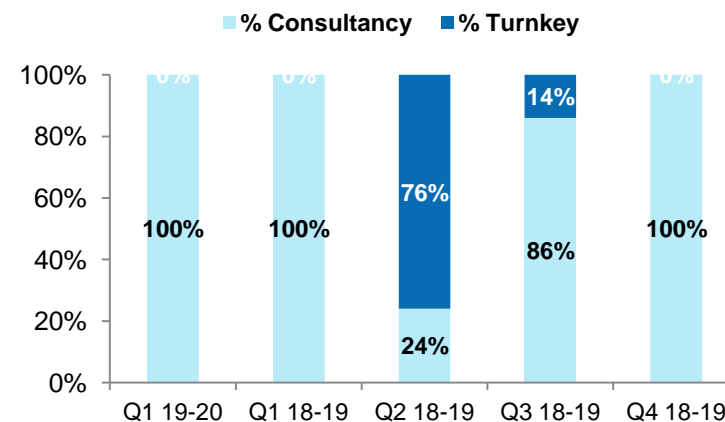
Quarterly Business Secured and Order Book

Quarterly Business Secured and Order Book – Standalone



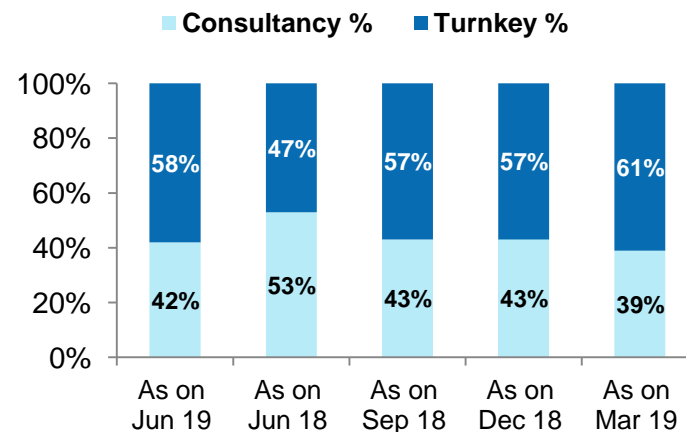
Rs Mn

Business Secured	Q1 19-20	Q1 18-19	Q2 18-19	Q3 18-19	Q4 18-19
Consultancy (domestic)	1,951	359	13,116	487	980
Consultancy (overseas)	7,485	473	85	291	62
Consultancy Total	9,436	832	13,201	778	1,042
Turnkey	0	0	42,922	130	0
Total Business secured	9,436	832	56,123	908	1,042



Rs Mn

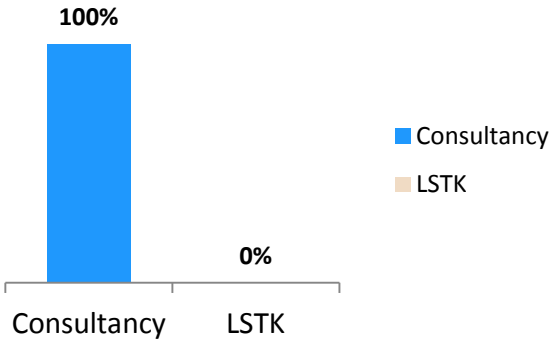
Order Book	As on Jun 19	As on Jun 18	As on Sep 18	As on Dec 18	As on Mar 19
Consultancy	48,320	38,610	48,940	46,170	43,124
Turnkey	65,970	33,680	65,700	61,700	68,763
Total Order Book	114,290	72,290	114,640	107,870	1,11,887
Consultancy %	42%	53%	43%	43%	39%
Turnkey %	58%	47%	57%	57%	61%



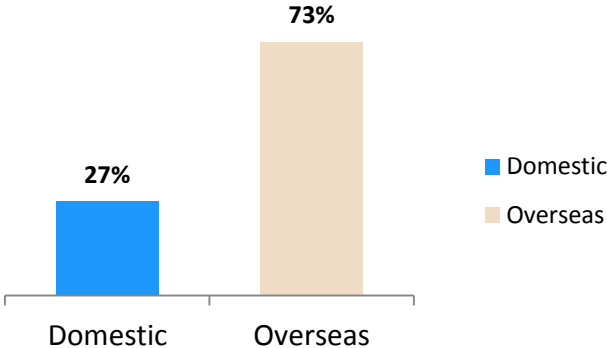
Note : Data on unconsolidated basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas

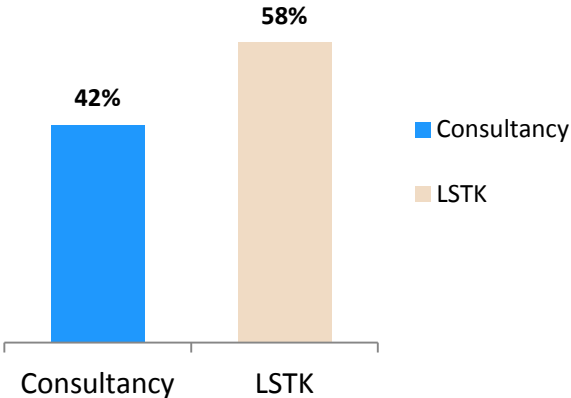


Most of the orders have been secured in the Hydrocarbon sector

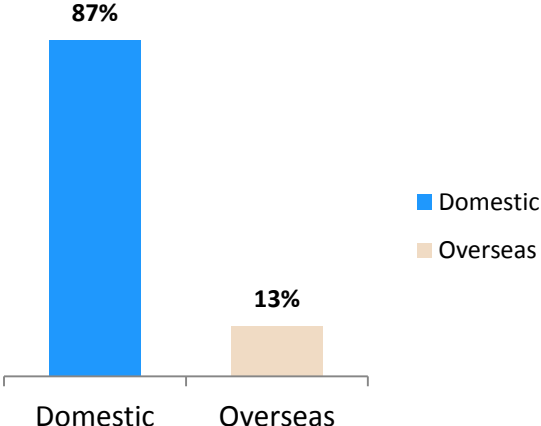
Note : Data on unconsolidated basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



Note : Data on unconsolidated basis

Quarterly Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	Overall Project Management and EPCM Services (Phase 1 – FEL2) for Capacity Expansion of Panipat Refinery from 15MMTPA to 25MMTPA (P-25 Project)	Indian Oil Corporation Limited (IOCL)	307.351	Apr 2019	Sep 2019
Consultancy	PMC Services (Phase 1 - FEED) for Petro Resid Fluid Catalytic Cracker Unit along with Sulphur Recovery Unit, Associated Facilities including U&O at Mumbai Refinery and Polypropylene Unit along with Associated Facilities including U&O at Rasayani	Bharat Petroleum Corporation Limited (BPCL)	560.547	May 2019	Jun 2020
Consultancy	Project Management Consultancy (PMC) Services for Chhara LNG Terminal at Village Chhara, District Gir Somnath of Gujarat	HPCL Shapoorji Energy Private Limited (HSEPL)	764.316	May 2019	Nov 2022
Consultancy	Consultancy Services for Design, Engineering and Technical Studies, Supervision & Assistance for Crude Handling Facilities Project in Gulf of Kutch off Vadinar, Gujarat	Indian Oil Corporation Limited (IOCL)	205.022	Jun 2019	Aug 2022
Overseas					
Consultancy	FEED for Hail Oil Field Water Injection Project (WIP)	Abu Dhabi Oil Company Limited (ADOC) - Japan	163.508	Apr 2019	Jan 2020
Consultancy	Project Management Consultancy (PMC) Services for Construction of a Crude Oil Refinery Plant in Mongolia	Mongol Refinery State Owned LLC	5141.645	May 2019	May 2024
Consultancy	PMC & EPCM Services for Dangote Refinery Project (Additional Change Order)	Dangote Oil Refining Company Limited	2150.000	Jun 2019	Oct 2020



3

Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2018-19**	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13
Consultancy	13,494	13,793	11,650	10,074	9,480	11,091	12,342
Turnkey	10,949	4,083	2,836	5,036	7,650	7,145	12,717
Consultancy + Turnkey	24,443	17,876	14,486	15,110	17,130	18,236	25,060
Other Income	2,251	1,795	2,237	2,478	2,731	2,321	2,618
Total Income	26,694	19,671	16,723	17,588	19,861	20,557	27,678

SEGMENT PROFITS	2018-19**	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13
Consultancy	3894	4,303	3592	2,646	2465	4,920	5,646
Turnkey	628	754	1036	122	560	403	1,275
Consultancy %	29%	31%	31%	26%	26%	44%	46%
Turnkey %	6%	19%	37%	2%	7%	6%	10%

PAT	2018-19**	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13
PAT	3701	3,779	3250	2762	3080	4798	6286
PAT %	15%	21%	22%	18%	18%	26%	25%

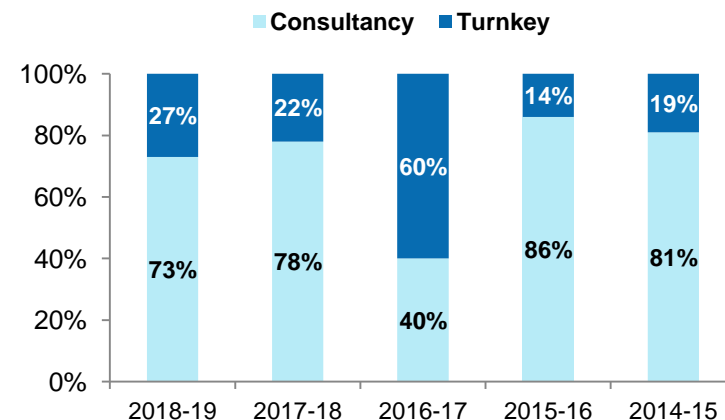
- Note: All figures are on standalone basis and rounded off to nearest digit
- ** Figures as per IND AS

Annual Business Secured and Order Book – Standalone



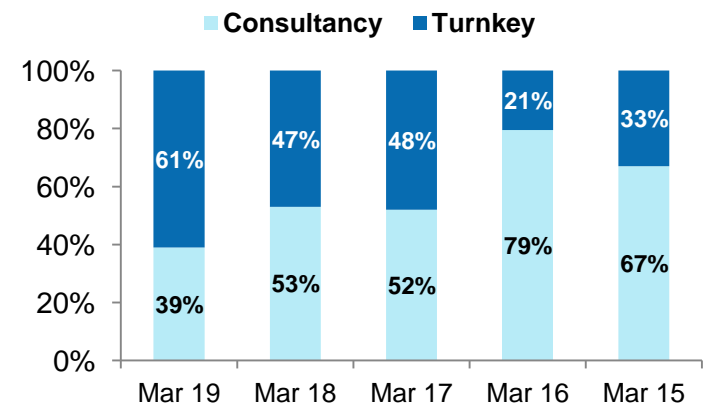
Rs Mn

Business Secured	FY 18-19	FY 17-18	FY 16-17	FY 15-16	FY 14-15
Consultancy (domestic)	14,942	13,572	20,319	9,900	6,103
Consultancy (overseas)	911	3,036	2,644	3,860	12,533
Consultancy Total	15,853	16,608	22,963	13,760	18,636
Turnkey	43,052	4,797	34,118	2,200	4,420
Total Business secured	58,905	21,405	57,081	15,960	23,057



Rs Mn

Order Book	March 19	March 18	March 17	March 16	March 15
Consultancy	43,124	41,739	40,208	30,100	24,543
Turnkey	68,763	36,992	37,411	7,786	11,866
Total Order Book	1,11,887	78,731	77,619	37,887	36,409
Consultancy %	39%	53%	52%	79%	67%
Turnkey %	61%	47%	48%	21%	33%



Note : Data on unconsolidated basis



This presentation report is for distribution only under such circumstances as may be permitted by applicable law. It is published solely for information purposes, it does not constitute an advertisement and is not to be construed as a solicitation or an offer to buy or sell any securities or related financial instruments in any jurisdiction. No representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein, except with respect to information concerning EIL's past performance, its subsidiaries and affiliates, nor is it intended to be a complete statement or summary of the future proposals, strategies and projections referred to in the report. EIL does not undertake that investors will obtain profits, nor will it share with investors any investment profits nor accept any liability for any investment losses. Investments involve risks and investors should exercise prudence in making their investment decisions. The report should not be regarded by recipients as a substitute for the exercise of their own judgment. Past performance is not necessarily a guide to future performance. The value of any investment or income may go down as well as up and you may not get back the full amount invested. Any opinions expressed in this report are subject to change without notice and may differ or be contrary to opinions expressed by other business groups of EIL as a result of using different assumptions and criteria.

This presentation report may contain certain "forward-looking statements". These forward-looking statements generally can be identified by words or phrases such as "aim", "anticipate", "believe", "expect", "estimate", "intend", "objective", "plan", "project", "shall", "will", "will continue", "will pursue" or other words or phrases of similar import. Similarly, statements that describe our strategies, objectives, plans or goals are also forward-looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions about us that could cause actual results to differ materially from those contemplated by the relevant statement. These forward looking statements are based on our current plans and expectations. Actual results may differ materially from those suggested by the forward-looking statements due to risks or uncertainties associated with our expectations with respect to, but not limited to, regulatory changes pertaining to the industries in which we have our businesses and our ability to respond to them, our ability to successfully implement our strategy, our growth and expansion, technological changes, our exposure to market risks, general economic and political conditions which have an impact on our business activities or investments, the monetary and fiscal policies of India, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, changes in Indian laws, regulations and taxes and changes in competition in our industry etc.

EIL reserves the right to alter, modify or otherwise change the presentation without notifying any person of such changes or revision. Neither the author or EIL shall be liable for any direct or indirect damages that may arise due to any act or omission on the part of the user due to any reliance placed or guidance taken from this presentation report. Further, EIL is under no obligation to update or keep current the information contained herein.

The disclosures contained in this presentation report produced by EIL shall be governed by and construed in accordance with laws of India. EIL specifically prohibits the redistribution of this material in whole or in part without the written permission of EIL and EIL accepts no liability whatsoever for the actions of third parties in this respect. Images may depict objects or elements which are protected by third party copyright, trademarks and other intellectual property rights. All rights reserved.



Thank You
