



इंजीनियर्स
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS
INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

1st Quarter Results : FY 20-21

13th August 2020



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Quarterly Financial Performance

Q1 FY20-21 Performance Summary - Standalone



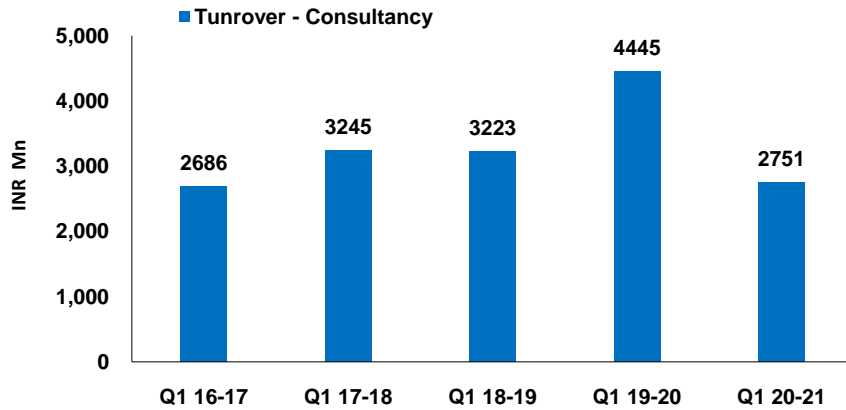
<i>Standalone</i>						<i>Rs Mn</i>
TURNOVER	Q1 20-21	Q1 19-20	Q2 19-20	Q3 19-20	Q4 19-20	
Consultancy – Domestic	2052.1	3024.0	2898.1	2784.5	3331.5	
Consultancy – Overseas	699.1	1421.5	641.9	866.6	685.1	
Consultancy Total	2751.2	4445.5	3540.0	3651.1	4016.6	
Turnkey	1927.2	2903.5	3697.3	5255.1	4521.5	
Consultancy + Turnkey	4678.4	7349.0	7237.3	8906.2	8538.1	
Other Income	496.6	582.9	655.3	657.0	685.1	
Total Income	5175.0	7931.9	7892.6	9563.2	9223.2	
SEGMENT PROFIT	Q1 20-21	Q1 19-20	Q2 19-20	Q3 19-20	Q4 19-20	
Consultancy	392.5	1745.5	968.4	901.9	1373.4	
Turnkey	29.7	79.3	285.2	159.6	130.3	
Total	422.2	1824.8	1253.6	1061.5	1503.7	

Note: All figures are on standalone basis

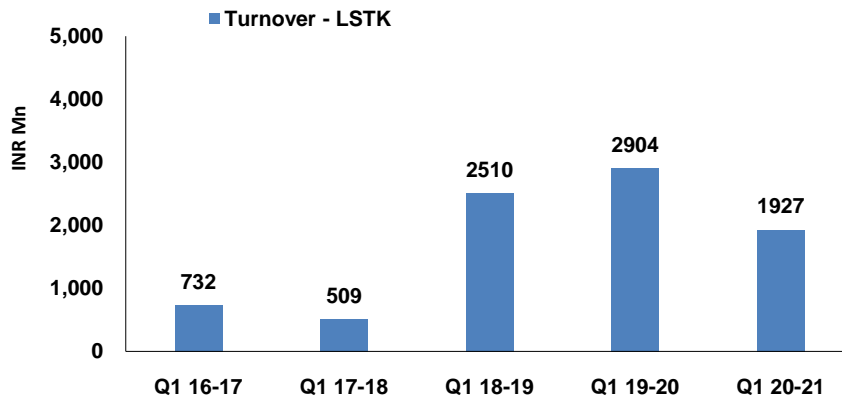
Q1 FY20-21 Quarterly Performance - Standalone



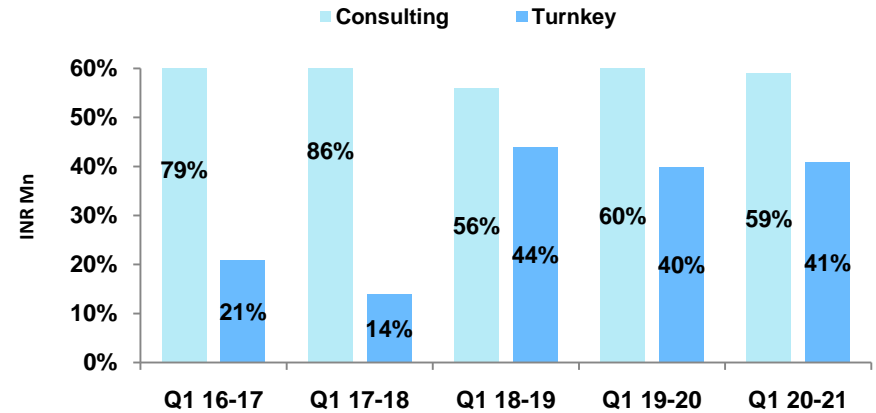
Turnover - Consultancy



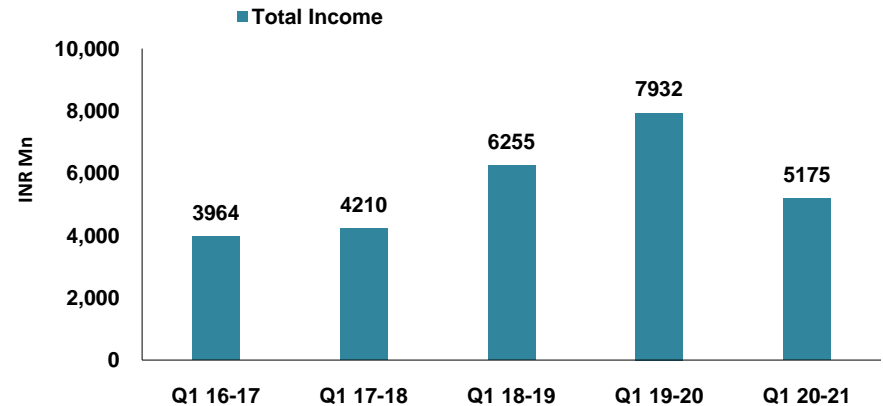
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



Total Income

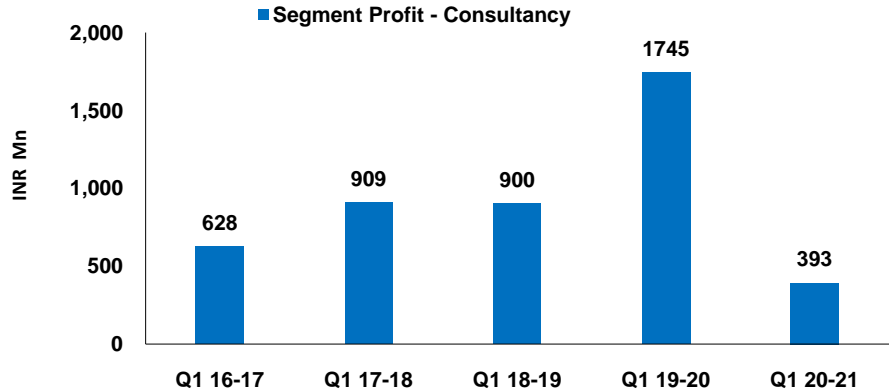


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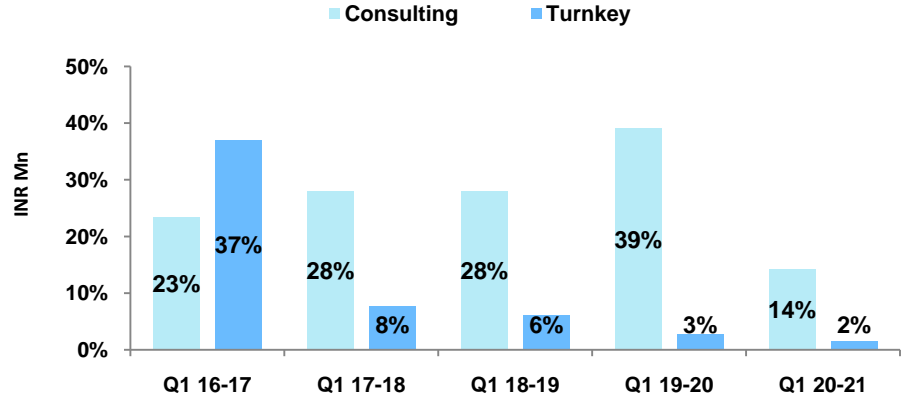


Q1 FY 20-21 Quarterly Performance - Standalone

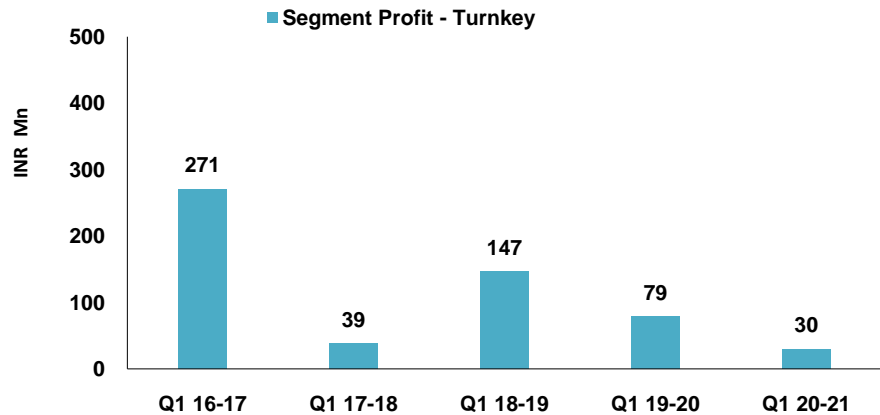
Segment Profit - Consultancy



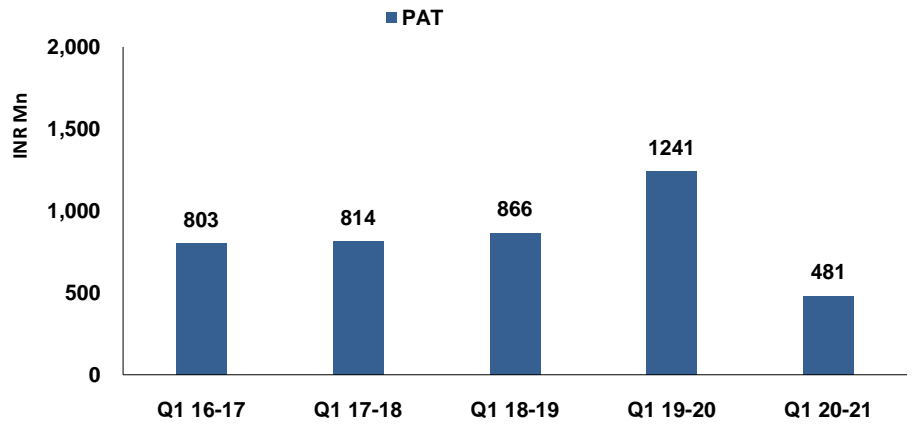
Segment Profit %



Segment Profit - Turnkey



PAT

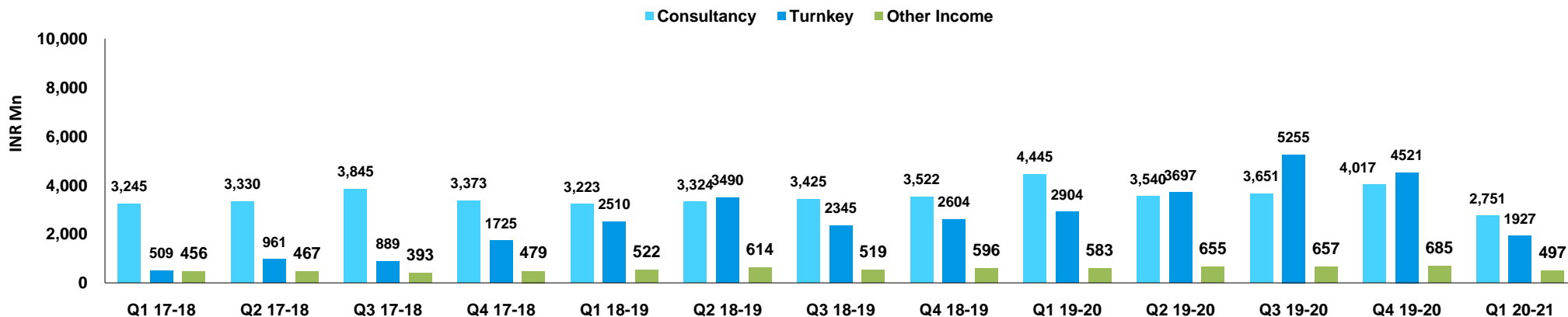


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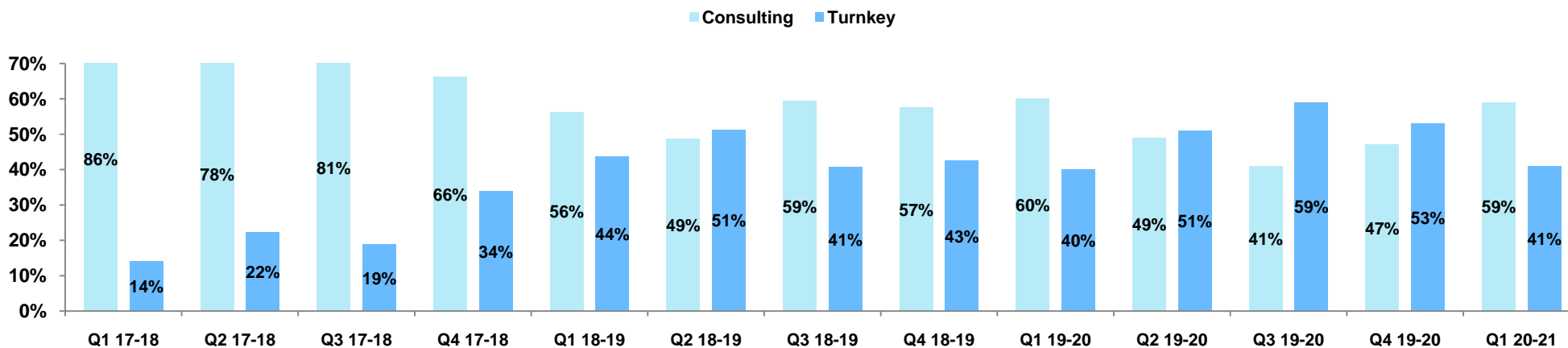
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)

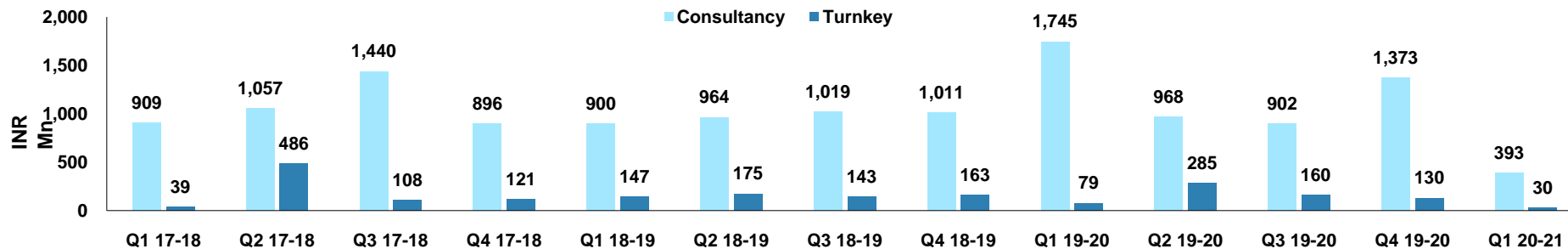


Note: All figures are on standalone basis

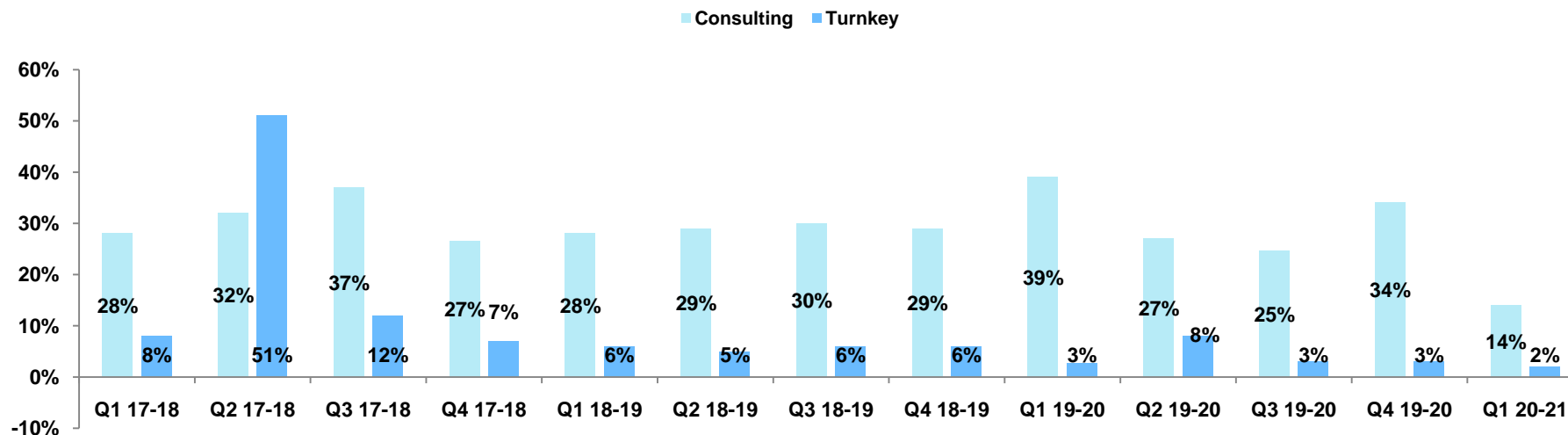
Quarterly Performance Track Record – Standalone



Segment Wise Operating Profit



Segment Wise Profit %



Note: All figures are on standalone basis



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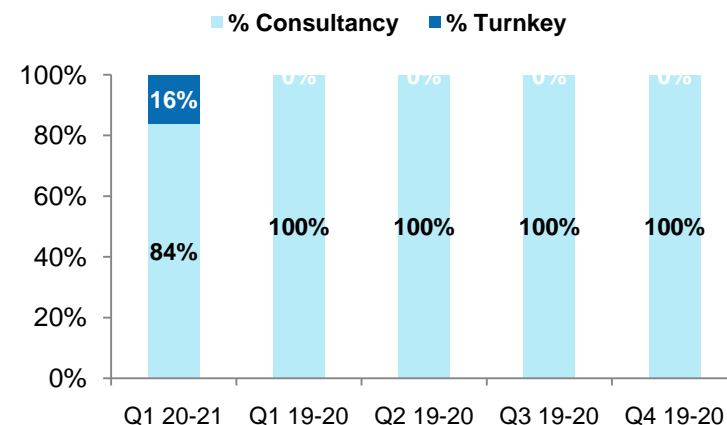
Quarterly Business Secured and Order Book

Quarterly Business Secured and Order Book – Standalone



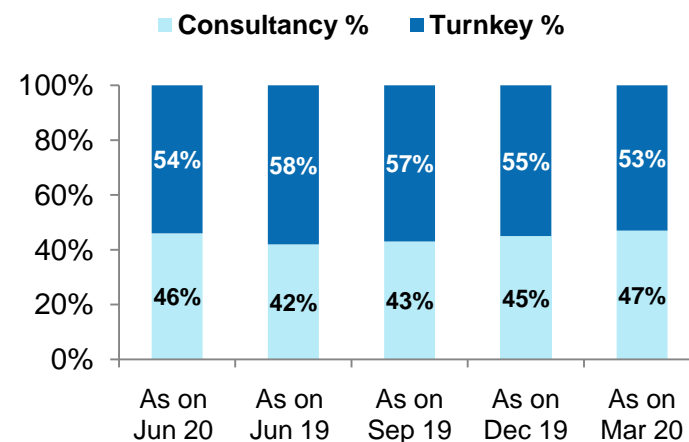
Rs Mn

Business Secured	Q1 20-21	Q1 19-20	Q2 19-20	Q3 19-20	Q4 19-20
Consultancy (domestic)	644	1,951	1,506	3,278	1,384
Consultancy (overseas)	36	7,485	161	329	78
Consultancy Total	680	9,436	1,667	3,607	1,462
Turnkey	130	0	0	0	0
Total Business secured	810	9,436	1,667	3,607	1,462



Rs Mn

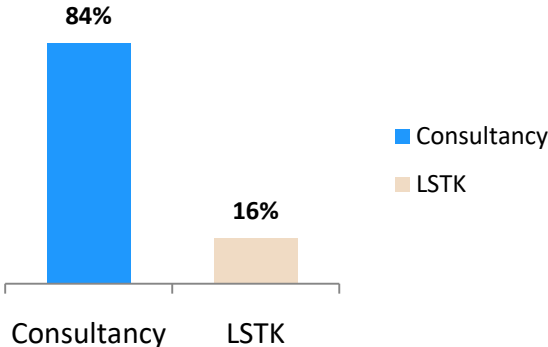
Order Book	As on Jun 20	As on Jun 19	As on Sep 19	As on Dec 19	As on Mar 20
Consultancy	42,314	48,320	46,770	46,030	44,561
Turnkey	48,854	65,970	60,820	55,610	50,993
Total Order Book	91,168	114,290	107,590	101,640	95,554
Consultancy %	46%	42%	43%	45%	47%
Turnkey %	54%	58%	57%	55%	53%



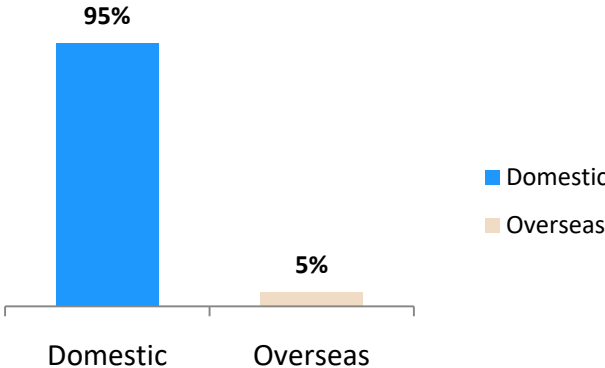
Note : Data on standalone basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas

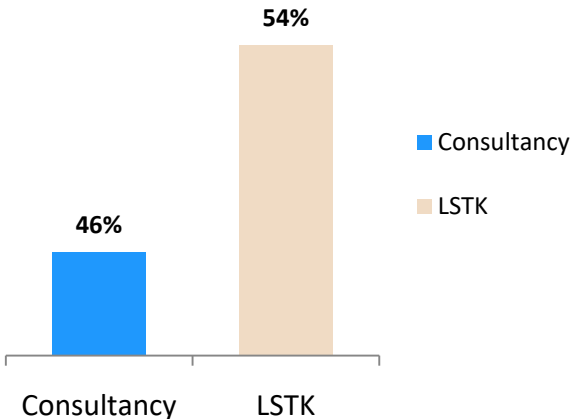


Most of the orders have been secured in the Hydrocarbon sector

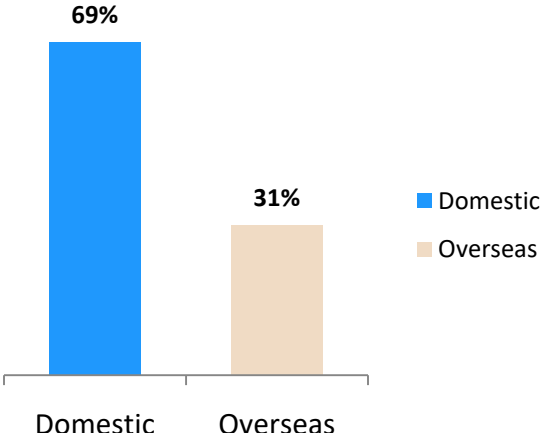
Note : Data on standalone basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



Note : Data on standalone basis



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	Project Management Consultancy Services for Dhamra-Haldia Pipeline Project	GAIL India Ltd.	317	May 2020	Nov 2022
Consultancy	Detailed Engineering Consultancy and Construction Supervision for Setting Up Nuclear Fuel Complex (Change Order)	Department of Atomic Energy, Nuclear Fuel Complex-Kota	291	June 2020 (Change Order award date)	Mar 2021
Turnkey	Coker block of Resid Up-gradation Project (Change Order)	Chennai Petroleum Corporation Limited (CPCL)	129	Change Order settled in June 2020	Project already completed
Overseas					
Consultancy	Various small assignments under call off contracts	ADNOC Offshore	36	Apr 2020	2020-2021



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Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2019-20	2018-19	2017-18	2016-17	2015-16
Consultancy	15,653	13,494	13,793	11,650	10,074
Turnkey	16,377	10,949	4,083	2,836	5,036
Consultancy + Turnkey	32,030	24,443	17,876	14,486	15,110
Other Income	2,580	2,251	1,795	2,237	2,478
Total Income	34,611	26,694	19,671	16,723	17,588

SEGMENT PROFITS	2019-20	2018-19	2017-18	2016-17	2015-16
Consultancy	4989	3894	4,303	3,592	2,646
Turnkey	655	628	754	1036	122
Consultancy %	32%	29%	31%	31%	26%
Turnkey %	4%	6%	19%	37%	2%

PAT	2019-20	2018-19	2017-18	2016-17	2015-16
PAT	4302	3701	3779	3250	2762
PAT %	13%	15%	21%	22%	18%

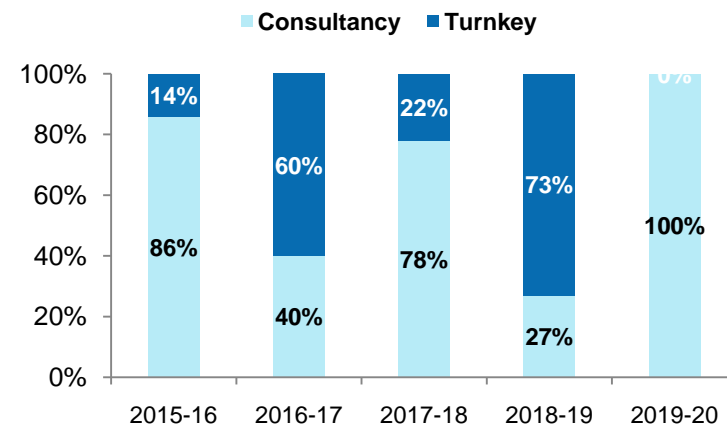
Note: All figures are on standalone basis

Business Secured and Order Book – Standalone



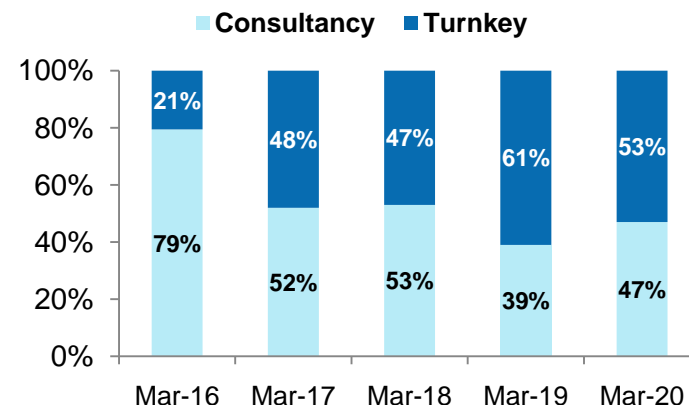
Rs Mn

Business Secured	FY 19-20	FY 18-19	FY 17-18	FY 16-17	FY 15-16
Consultancy (domestic)	8,119	14,942	13,572	20,319	9,900
Consultancy (overseas)	8,053	911	3,036	2,644	3,860
Consultancy Total	16,172	15,853	16,608	22,963	13,760
Turnkey	0	43,052	4,797	34,118	2,200
Total Business secured	16,172	58,905	21,405	57,081	15,960



Rs Mn

Order Book	March 20	March 19	March 18	March 17	March 16
Consultancy	44,561	43,124	41,739	40,208	30,100
Turnkey	50,993	68,763	36,992	37,411	7,786
Total Order Book	95,554	1,11,887	78,731	77,619	37,887
Consultancy %	47%	39%	53%	52%	79%
Turnkey %	53%	61%	47%	48%	21%



Note : Data on standalone basis



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