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Batlivala & Karani Securities India Private Limited
August 14, 2020

Moderator: Ladies and gentlemen, Good Evening and welcome to the QY FY '21 Earning call for Engineers India organised by Batlivala & Karani Securities India Pvt. Ltd. At this moment, all participants are in a listen-only mode later we will conduct the question and answer session. At that time if you have a question please press "*" and "1". I would now like to turn the conference over to Mr. Kunal S. Thank you and over to you Sir.

Kunal: Thank you. I would like to welcome the management of Engineers India on the call and thank them for giving us this opportunity. From the management we have Mr. Sunil Bhatia, Director Finance, Mr. Suvendu Padhi, Company Secretary, Mr. R.P Batra Group General Manager F&A and IR, and Mr. Vinay Kalia,Chief General Manager Business Development and IR. I request the management to give us the opening remark and then we can open the floor for a Q n A.

Speaker: Good Afternoon to all, as you all know that the first quarter was very challenging due to lockdown declared by the government and even after the time when the lockdown was lifted the site activities took its own time to get augmented and also mainly due to local restriction imposed by the local authorities. The period from April to June we experienced that the site activities could be operated at around 30%-40% of pre-COVID levels but that was partially made up by improving the activities for engineering division. We had introduced the policy of working from home and the engineering activities could get boosted up from May and June and we could see 70% to 80% activities getting performed as compared to pre-COVID levels. So on an overall basis we can say that the activities we` could achieve was 60%-65% of pre-COVID levels which was in our view reasonably well placed. Based on this we have declared our financial results yesterday after its approval. By now you must have all gone through our financial results. I will give brief snapshot of our financial results. The consultancy revenue that we achieved during this quarter was 275 crores as compared to 444 crore during June '19 down by 38%. The breakup of consultancy was revenue was out of 275 crore 205 crores from domestic and 70 crores from foreign. In turnkey segment the revenue achieved is 193 crore as compared to 290 crore achieved in June '29 down by 34%. On an overall basis revenue achieved was 468 crores as compared to 735 crores down by 36% compared to June '19. In June '19 as you would recall that we had one time impact of variation order to the tune of 97 crores. So if we compare on leg to leg basis 735 crores is basically 638 crores. So the turnover has decreased from 638 crores to 468 crores. Operating profit EBITDA worth 21.42 crores as compared to 139.46 crores during June '19. 139.46 Crore of EBITDA achieved during June '19 included onetime impact of 58.35 crores which comprised of two components, one was 84.79 crores on account of variation order and 26.44 crore due to impairment of exploration expenditure. So in case we off set that EBITDA during June '19 was 81.11 crores it has come down to 21.42 crores. EBIDTA margin achieved is 457% compared to 12.7% on leg to leg basis for June '19. On consolidated basis there is not much change, the revenue has increased by 7 crores and profit remaining almost at the same level mainly due to the fact that our joint venture RFCL is under commissioning stage. We had targeted for its commissioning by June 2020. Now due to lockdown the commissioning is now targeted by mid November 2020. With respect to order secured, we have secured orders of 81 crore till date and during the course of discussion we will also inform you what is going to be the likely position in the current financial year as well as our target order flow during next financial year. The host is open for query.

Moderator: Ladies and gentlemen we will now begin the question and answer session. If you have a question please press "*" and "1" on your phone and await your turn to ask the question and then guided by the facilitator. If your question has been answered before your turn and you wish to withdraw your request you may do so by pressing "*" and "1" again. We have a question from Mr. Arun Malhotra from Cap Pro. Please go ahead.

Arun: Good Afternoon, wanted to understand what is the current status of the order which we are executing. How is the scenario looking like? And second in terms of ordering, do you see any ordering activity resuming or they are still being pushed to the next quarter?

Speaker: First of all as far as the projects which we are currently executing were on standstill because of the lockdown. However because work from home activities were still continuing in the head-office so design and engineering activities we could still proceed to some extent as we were able to also build and get recognized for the same. The site activities will start gradually picking up as the construction labour and tools and packets start moving to the sties. Those activities are picking up and there is a variation, some sites are very active, like HMEL site where almost 90% construction activities are happening.

Arun: In the numbers of revenue generating how much is it able to recover revenue in terms of.

Speaker: In terms of revenue recognition we are already showing the numbers in our quarterly results, I will first tell you the scenario. In terms of the activities at site they are gradually picking up. There is a possible delay because of the lockdown of 3 months happening at site. However the design and engineering activities from home office are actively being done. 50% occupancy is already there in the office and balance are doing work from home s activities are there in the home office, which is a major portion of our services given. Second regarding the tenders which are being floated if tenders have come out from the plant, Clients have not delayed their tendering process. So whatever expected tenders which we have prepared in the past those are still going.

Arun: Recently we have seen lot of big orders being split between small-small orders and lot of MNC consultancy companies coming in and trying to under-price you. Do we see higher competitive intensity going forward for you? That's one and second we have high cash on the balance sheet. Use of that cash for the equity shareholders?

Speaker: First of all the number of players and the competitive players which we are having in the industry are virtually the same as in last 2-3 years. They are the same multinational branch offices who are bidding. Only because of some very large green field tenders were coming out in the market where in Clients were feeling that nobody would qualify in India except Engineers India. So they had to come out with number of packages, I mean basically very large green field projects was taken out into 3 packages because it was too large to be handled for a competitive bidding prices. But the players are the same and the packages are not small, packages are still very large. They are in the range of 4000 to 6000-7000 crores, so packages are still pretty large and there are only few players now who are bidding. Not everybody is able to qualify and we could expect only 3-4 players only bidding.

Arun: The high cash on the balance sheet?

Speaker: With respect to cash we are aware of the situation and we are trying to increase the dividend pay-out to the equity shareholders to the extent possible. You must have seen from the last 2 years that the dividend pay-out ratio has improved as compared to previous year. 2018-2019 we had paid dividend of Rs. 4 per share but in '19-'20 we had declared dividend of Rs. 5.50 per share. The process is on and we will do our best to improve it further.

Arun: Yeah because as an equity shareholder if you see the stock performance over 3 years - 5 years, I don't know it doesn't matter much to the management. But if you see as an equity shareholder we are having maybe 70% of the market cap in the form of cash equivalence on the balance sheet. So better utilization of the cash would help the equity shareholders, will raise the market cap and also increase the return on equity for everybody.

Speaker: Absolutely and we are working on same lines. Basically we are also exploring the possibility of very reasons wherein the cash can be utilized including improving the dividend pay-out for the equity shareholders. So all those things are under study and when anything materializes we will inform you.

Arun: Alright

Moderator: Thank you Mr. Malhotra. We have a question from Ms. Bhoomika from IDFC. Please go ahead.

Bhoomika: If you could talk about the long term pipeline of orders that is there in terms of order intake and where the Capex is happening. And also if you could touch upon the international market where there is Capex happening and what is the potential tendering activity?

Speaker: As we have shared in the last quarter those projects are still on and based on that we are seeing some traction in these projects. We are looking at petrochemical projects on GAIL this year itself, probably in Q2 it will be materialize. Some projects are already committed to us, one is for Indian Oil expansion from 15 to 25 mmtpa. Phase 1 activities are going on and the main project execution is expected somewhere in Q2 FY '21-'22. As the front end activities are taken up client is planning out the Capex requirements for this projects. Polypropylene project of BPCL refinery is also on track, so we can expect the main project execution for this project also in Q4 of '21. We are looking at a small project from Barauni for a revamp less than 100 crores. That's also on track, and is in a bidding process. Tenders for Cauvery Basin Refinery have also been floated so we are looking seriously at this Refinery by the end of this year. They should be able to award all these projects. All the projects which are being looked at in the near future are currently on track. None of these projects have been abandoned or put on hold as of now. Regarding the future for our prospects we have shared some projects like petrochemical expansion at HMEL, MRPL expansion, Paradip refinery expansion. As we have already shared in the last earnings call those projects are still visible and none of these projects as of now they have been phased out.

Bhoomika: Okay, So sir what would be the guidance for the order intake in the current year and next year?

Speaker: Although we have lost 3 months in terms of active working I mean there is an impact but in terms of securing business, tendering process was active so we can still see an in flow in the range of 1500 crores this year and I'm looking at 2 orders which are already committed to us. However Indian Oil order the main project execution might shift to next year if the front end loading activities that we are currently doing is delayed because after we have done front end loading activity client has to put it in for physical approval for the main project execution. So there are all decision based steps involving in the execution of this project. BPCL refinery we can expect in Q4 '21 itself that's about 200 crores and GAIL petchem. There is a possibility we will secure it in Q2. Cauvery basin - some of the packages may wait rather than this year itself.

Bhoomika: Okay,then next year what can the number be, is there anything on the international side?

Speaker: Not immediately, we are looking at one or two opportunities could not materialize them which were large. Nothing of a very large size as of now because in most of these projects tendering is stressed out because of the fall in the energy demand. So they are looking at optimization and efficiency improvement projects rather than green field expansion.

Bhoomika: In this quarter is there any variation or provision are anything of that sort in the current quarter in 1Q '21

Speaker: Yeah basically these are the normal variations. We used to receive certain change orders and provisions are made as per the progress of the project. So these are normal things and these have happened and going to happen during every quarter basically.

Bhoomika: Okay great sir. All the best.

Moderator: Thank you. Next question is from Mr. Dixit Doshi from Whitestone Financial Advisors. Please go ahead.

Dixit: Thank you for the opportunity. There was a report recently where Oil India management have mentioned that Oil India and EIL consortium will buy 48% in Numaligarh refinery. So if you can just update in case this happening so what kind of stake and what kind of out flow will it require from EIL side?

Speaker: With respect to NRL we have given our consent to Oil India to submit expression of interest to BPCL for sale of NRL stake held by BPCL under consortium bidding. Subsequently after submission of EOI by Oil India no further development has taken place. As far as we are concerned, we see this as commercial opportunity and final decision will be taken once the due diligence is carried out and all things are there for us to make our fair assessment of the investment and as far as the quantum of investment which you are referring to will also be known after due diligence is carried out and once the final valuation price is worked out after the due diligence exercise only then we will be in a position to throw some light on it. But at the same time let me also inform you that whatever decision will be taken for this investment it will be purely on commercial basis, purely in the interest of EIL, purely in the interest of the shareholder of EIL.

Dixit: But as on Q4 we would be having some 2500 crore of cash. So can we assume that significant part of this cash will be used for this thing?

Speaker: That assumption is too premature at this stage and it is not appropriate to take any assumption as on date. As I told you once the due diligence is over we will be informing you the quantum of stake which we will be intending to take in NRL.

Dixit: Okay, secondly sir if I see our consolidated number so there is loss from joint venture entities. So last year it was around 10 crores so is this majorly because of the fertilizer plant?

Speaker: Yes it is only from the fertilizer plant RFCL (Ramagundam Fertilizers and Chemicals Limited) the joint venture company of EIL. The company as I told you in the opening remark is presently under pre commissioning and commissioning stage. Initially we had planned the commissioning of the plant by June 2020, now due to COVID and lockdown the commissioning we are targeting for mid November 2020. So once the company comes into operation the profitability of the joint venture company will be coming to EIL based on our proportionate share holding.

Dixit: Roughly any idea will it take couple of years for them to ramp up and make profit or it can make profit in first year of operation also?

Speaker: In fertilizer sector the profitability comes from the first year itself because the pricing policy of urea provides sufficient levy to the urea manufacturer under the new policy. I'm talking about the new investment policy of urea which is different from the policy under which the existing plants are operating. So under the new policy the new manufacturer of urea will start earning profit from the first year itself.

Dixit: Okay. In the last con call you mentioned that there is not much clarity in the export market also due to the travel restriction. So any better clarity or it’s still a dull market in terms of tender?

Speaker: The situation remains the same and as of now international travel is restricted. Some of the proposals we are doing from home office but since site activities are involved it’s difficult for clients also. That's because of the fall in the energy demand in most of the these countries. Our client in Middle East countries are also slowing down their expansion.

Speaker 2: The situation is that everyone is aware and they are working out various alternatives how to keep on going with these constraints. I will give you example of RFCL where for pre commissioning and commissioning activities we had a tentative manpower requirement from licensors are required at site. So now what they are doing is that the licensors are giving instructions to the site people through remote control. So that is the possibility which has been explored and implemented at RFCL site and leaving aside the supply chain management disruption. In case the supply has to come it has to reach site but all other activities like visit to sites, those things are being taken care of through these alternate mechanisms.

Dixit: There was an impact in Q1 due to the lockdown and now things are improving gradually. So if the situation improves in the second half can we make up for the loss ground and can we still do sales at least similar to last year? Or you expect that this year there might be slight de-growth?

Speaker: See that is technically not possible because the sales lost in the first quarter is lost now because you will recall that our booking of revenue is based on our efforts deployed. Only to that extent the activities are picking up. So we are hopeful that situation will improve in second quarter and further improve in third and fourth quarter. To that extent the sales will get improved.

Dixit: Okay understood. Thank you.

Moderator: Thank you. Next question is from Mr. Sagar Parekh from One up Financials. Please go ahead.

Sagar: Firstly on this order inflow you mentioned 1500 crore is our target for FY '21 right? Did I hear it correctly?

Speaker: Yes.

Sagar: So that basically includes 2 projects of GAIL and BPCL and some part of IOCL and so you mentioned that the main project will spill over to FY '22. So in FY '22 what kind of order inflow can we expect broadly?

Speaker: It will be too early and premature to work out the exact numbers of '22 because we have large lumpy projects so timing of their tenders, award of their packages will decide.

Sagar: Sure sir, could you give us a broad sense of the large projects that are upcoming for FY '22 then. Probably the size of the orders then we can get some sense on the inflow for next year.

Speaker: We have just shared those projects in the last earnings call also. Looking at besides the projects which we have already announced we are looking at Cauvery Basin Refinery.

Sagar: How big is that?

Speaker: About 25000 crores. But there are different packages coming out in that. So those packages are of different prices and will get awarded one by one. Then we have petrochemical complex for HMEL which is targeted for next year. We are looking at MRPL for their expansion from 15 to 25 MMTPA. Then there is an expansion for Bina Refineries also, although it is slightly delayed. It will go by the end of next year. So there are projects lined up which we have already shared in the past. Then there are strategic storage's for ISPRL which are planned for expansion. We have already done for about 7000 crores of storage's Capex is planned for the coming year.

Sagar: 7000 crores for just storages?

Speaker: Yes for the traditional storages to be built already there but we have to see the timing of their tenders. And ordering itself will take about 2 to 5 months. Then only we will be able to give you a clearer picture.

Sagar: Secondly on the margins broadly how should we look at your overall EBITDA margins for FY '21 and FY '22?

Speaker: In the turnkey segment it will be around 3%, in the consultancy after the COVID impact is over we expect the margin in the range of around 25%.

Sagar: Okay. Thank you.

Moderator: Thank you. Next question is from Mr. Smarth S. from TPS Capital. Please go ahead.

Samarth: Good evening, my first question is on RFCL. What is our expected total commitment to the project and what was it as of the quarter end?

Speaker: Our total commitment to the project is 448 crores which is 26% of the total equity and total equity has already been infused till June 2020.

Samarth: What are the economics of RFCL?

Speaker: As we have explained earlier that the new fertilizer plants are covered under new investment policy of the government. The policy provides that a gas price of $ 6.5 floor price to be given for 1 tonne of urea $305 per tonne of urea. Now this floor price increases or decreases with variation in the gas price. So depending upon the gas price which RFCL will be getting on quarterly basis this floor price will be revised every quarter by the government. Now based on the indicative floor price of $10 the gas price of $10 per mm dtu the floor becomes $375. The EBITDA margin for new fertilizer plant like RFCL is around 28%-29%. So the policy provides for assured return from the first year itself and as per my experience in fertilizer sector I have not seen any fertilizer plant having any problem in the first year. All fertilizer plant basically they are into profit from the first year itself.

Samarth: Okay and we are making this investment in RFCL, we are also looking as a potential investment in Numaligarh so I'm just trying to understand is there or has there been a change where the company is slowly moving from an asset like model to making investments in various related industries where it sort of becomes an asset heavy model?

Speaker: See basically this RFCL investment the decision was taken in 2011 if I'm correct, the decision was based on various factors. We are into fertilizer sector consultancy and to inform you that the NFL's Panipath and Bhatinda plant were commissioned by EIL in 1978. So we are having good exposure to fertilizer sector. So this decision was taken for investment in fertilizer sector and when the policy was announced this joint venture company was incorporated. After carrying out the feasibility assessment and study of the new fertilizer plant based on the policy announced by the government so as per the policy as I informed you that it made sense to invest in fertilizer sector based on the policy at that time. As far as NRL prospective investment which we are looking, the decision will be based on due diligence exercise to be carried out once the process gets commenced. At present we are not having any equity in any refinery and we have foot print in almost all the refineries in the country. So we see this as a good opportunity for us to have some small equity in a refinery but as I told you all these things will depend upon once the due diligence is completed.

Sagar: So is it fair to assume that we will continuously keep looking at making investments in related sectors as long as they make sense for the company which we have not only done much of in the past?

Speaker: See depending on the merit of the proposal yes you are right in one sense that now since the sector in which we are working we need to grow, so we are looking at such options purely on the merit of each case.

Sagar: Could you just tell me the cash balance that of customer advances as of the quarter.

Speaker: Around 2500 crores.

Sagar: Alright. Thank you.

Moderator: Thank you. Next question is from Mr. Arpit Ranka. from Kovil Investments. Please go ahead.

Arpit: Hi good afternoon. I have a question on the business that we do with the public sector OMC's like BPCL, HPCL etc. There are talks about them being privatized in some years. Would that change the volume of business that we do with them or the pricing at which we get to with them or do you think that it doesn't matter if it's fellow public sector unit or even if privatized. So is there any risk for us if and when that privatization materializes is what I'm trying to understand with your help.

Speaker: First of all if we look at EIL we are having a major presence in PSU because in India PSU are the governing oil and gas sector. However if you see in international markets we are also dealing with all big OMC companies. We are also in national oil companies in most of the Middle East countries. Besides we are also dealing with private sector Client's in India and overseas both. In India we have Bina refineries, we have HMEL, we have worked with Vedanta, and we have worked with K.M energy also. We are also doing Indian Oil project we are doing their projects as well. On the client perspective if you are looking at then there is a high end of design and engineering and technology and associated guarantees involved. So that cannot be compromised because the entire plant gets affected. And as far as the consultant fees is considered it provides a small percentage of plant's Capex. So normally the plant cannot compromise on the engineering policy and the consultant policy. So we do not have such issues based on just the privatization, however the qualification would continue to be on the basis of experience and capability where we have sufficient experience.

Arpit: Okay so that helps and just if you could give broad sense of what percentage of our business say either on turnkey or consultancy over the years has been driven by these 2 large OMC's let's say BPCL and HPCL if you could even a broad range is fine.

Speaker: Difficult to say because it depends upon the kind of project and whose project is coming up because we do very large size projects. So today a very large project of BPCL comes in the percentage of BPCL will shoot up, maybe in the next year if the large project of IOCL is coming up the IOCL's percentage will shoot up. If you see the current order book as of now we are doing very large projects of HPCL refinery in Vizag. So HPCL in India has been a major contributor as of today but the situation will probably change down the line when Indian Oil plant comes in tomorrow. So their percentage will go up and down.

Speaker 2: Just to give you idea in consultancy the clientele in PSU and private is around 50-50 percent.

Arpit: Also if I have understood what you are trying to communicate that it's not easy just to kind of shift away from engagement that you have had with these people even if they want so atleast from a next 3 to 5 year perspective you don't expect a major shakeup in our trajectories even if the privatization is there to happen. Is this a right assumption to work with?

Speaker: Yes, if you look at all international jobs that we are securing are against competition from private players.

Arpit: Understood, I just wanted some clarification and this helps. Good luck thank you.

Moderator: Thank you. Next question is from Mr. Ranjith Shivram from ICICI Securities. Please go ahead.

Ranjith: Hi sir good evening. Wanted to understand if Numaligarh been ordered out because in your prospect list you did not spell out Numaligarh and also HMEL was also missing. Anything delay in that?

Speaker: Last project of Numaligarh is under bidding stage. Since it is under bidding stage we are not able to say anything on the same. So once we have some clarity on Numaligarh we will share with you.

Ranjith: What is the size of that last portion?

Speaker: Can't share anything since it is currently under competitive bidding. We will be able to share some information on Numaligarh in the next 2 months.

Ranjith: Okay and HMEL?

Speaker: HMEL projects are forwarded for next year and not for this year. The Cauvery Basin refinery tender has started coming in so by November you will come to know something on Cauvery Basin.

Ranjith: Financial closure is done in Cauvery or is that yet to be done?

Speaker: It has to go to their Indian Oil board also for approval we are not very clear on that. They have one stage approval left I believe.

Ranjith: So with that if Cauvery gets an approval will Panipata Paradeep expansion can they have a rethought or Panipat and Paradeep is anyway going to happen?

Speaker: See I cannot speak, its Indian Oil's decision, their board's decision on which all projects they are going to take up immediately which are to be taken up in subsequent time but they will not be shredding out these projects. They would only be delaying some of the project to an extent that they are able to arrange for the investment.

Ranjith: What is the status of MRPL?

Speaker: MRPL is currently feasibility stage, next year we can look for an expansion with MRPL. No timing has yet decided by client. Currently they have completed the DFR.

Ranjith: Okay and GAIL Kakinada is another thing which has been...

Speaker: The budget approval for the project had been taken but currently it is on hold. Even HPCL is looking at this petrochemical project. It is a live project but currently on hold.

Ranjith: Okay and lastly this consultancy dip in margins of 14% this quarter is largely to the top line or is there any variable or some project related provision which would have resulted in that dip in the margins of consultancy this quarter?

Speaker: This is only due to the reduction in the consultancy turnover. Due to the reduction in the consultancy turnover there is a dip in the margins.

Ranjith: Okay because we believe that consultancy is largely you can easily move to virtual because it's to do with the teams working so that is not really possible or what? Because we believe that consultancy is more digital compared to LSTK but the result show that LSTK is more digital compared to consultancy. Is there something wrong in that understanding?

Speaker: No there is a clarity required since we are executing our projects we are building and putting up and installing an entire project at site. The first phase of activity as you are right is design and engineering activities and overall management activities which can be done from home office, can be done from office also and partly through work from home activities. However since large engineering software's are involved not everything can be done from home also. Simulation activities are required to be done from specialized software's. When it comes to site large portion of our services are to be given at site for construction, supervision and management of site activities. Wherein we are dependent upon the supplies from the vendors and the construction activities to be taken by the contractors. Once the supply chain activities are through we are also not able to do supervision because of the difference in norms. Many of the site activities are not possible and because of the lockdown movement of labour back to their homes the sites got lockdown, these site activities cannot be taken up at all. Our engineering and design activities are also sometimes linked to the site development activities. At least the latter phase of design and engineering, the balance to go design and engineering. So those activities can also go in parallel to site activities.

Ranjith: Okay, lastly this HPCL Barmer where are we in terms of the project and have the subsequent ordering for the sub-contractor completed and when do you see because we expect that next year the revenue should peak from HPCL Barmer. Is that assumption right or you see some more delay in that?

Speaker: The project activities at home office are continuing, we are also looking at the various additional studies how to optimize the cost and schedule for the project. Currently the project completion is targeted for October '22. However there has been some delays in the licensors giving their packages, as you know technologies are involved so the licenses had to get their design packages based on which we have to continue our engineering activities. If it's both design packages have not come in we are not able to proceed with the engineering activities. So there are delays in terms of award of some packages also and some engineering activities to be taken up by our EPC contractors who have already started the work. Because of the sudden lockdown they were not able to do. So some delays can occur.

Ranjith: But largely the sub-contracting packages have been ordered out or is there something pending in terms of sub-contractor ordering in that?

Speaker: Some packages might be left out I'm not clear as of now on the entire list of all packages which are awarded. Major packages have got awarded. See currently if you want to know the progress is around 15% overall.

Ranjith: So this October '22 can get delayed a bit but you don't see a major delay?

Speaker: See if the normalization happens soon then the impact won't be limited of COVID. Let's see when the COVID situation improves and we come back to the normal activity so that everything is normal.

Ranjith: Is HPCL Vizag is going on smoothly?

Speaker: Yes HPCL Vizag is in advanced stage of execution so it is going on smoothly. Some site activities obviously got delayed because of the lockdown, the movement of labours. The design activities were virtually completed so there was no major issue.

Ranjith: Okay great sir. Thank you.

Moderator: Thank you. Next question is from Mr. Rajendra Mishra from IDFC. Please go ahead.

Rajendra: Hi, good evening. On this target of order inflow that you have said around 1500 crores how much is the overseas that you are looking at? And secondly if you can give some comment on overseas project with respect to what is the visibility, about the countries and what happening there and all.

Speaker: See we are not looking at a major visibility. We have two major orders in the order book. Both projects will continue to be executed as far the target and schedule, one for Mongolia and other for Dangote. We have few orders of 20 to 30 crores coming from UAE but as of now we may not have visibility of a major project in the overseas from Middle East region. We are also seeking some variation orders from South Asia for the ongoing project that would materialize. Therefore variation orders will come in but new order of very large size still not visible in the overseas. 1500 crores will majorly come from the domestic projects.

Rajendra: What is this South Asia project? What is that you have referred to?

Speaker: We are working for a project in Bangladesh for Eastern Refineries Limited and a variation order is expected in the same.

Rajendra: So this would come this year or next year?

Speaker: This year.

Rajendra: Thank you.

Moderator: Thank you. Next question is from Mr. Deepak Kumar Kapadia. Please go ahead.

Deepak: What is the total order book of the company as of today? And what is the international percentage in that?

Speaker: Total order book as of date is 9117 crores out of that 1317 crore is from overseas that is 14% of the total order book.

Deepak: Okay, Thank you.

Moderator: I would now handover the floor to the management team for the closing comments. Please go ahead sir.

Speaker: Thank you everyone for the participation and we look forward for another meeting at appropriate time. Thank you all, have a great day.

Moderator: Ladies and Gentlemen, this thus conclude your conference for today. We thank you for your participation and for using I-junction conference service. You may please disconnect your lines now. Thank you and have a great day.