Engineers India Limited

ENGINEERS INDIA LIMITED
(A Govt. of India Undertaking)

Quarterly Highlights for Q3 (FY 12-13)

29th January, 2013

Quarterly Results - Summary

(Values in INR Mn)

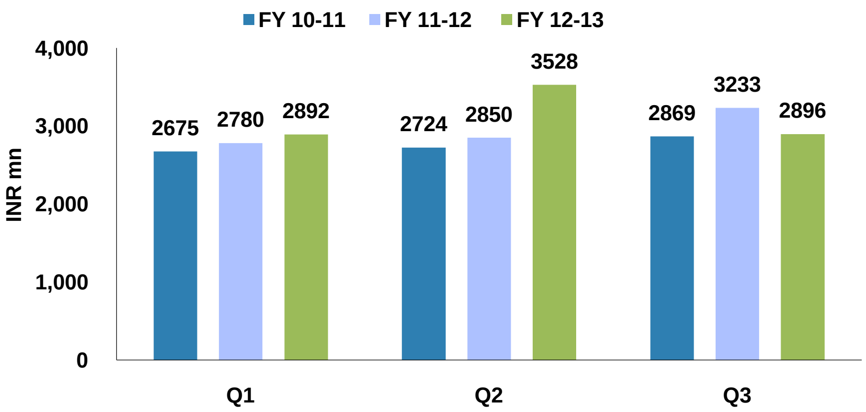
Q3 / FY 11-12	3rd Quarter Ended *			Nine Monthly Ended *		
	31-Dec-12	31-Dec-11	% change	9M:12-13	9M:11-12	% change
TOTAL TURNOVER	6047.69	7924.96	-23.69%	19924.94	24735.15	-19.45%
OPERATING PROFIT	1286.91	1794.29	-28.28%	4424.10	5160.93	-14.28%
OTHER INCOME	669.28	444.34	50.62%	2111.70	1401.67	50.66%
PBT	1956.19	2238.62	-12.62%	6534.56	6562.60	-0.43%
PAT	1323.30	1512.60	-12.51%	4478.70	4459.79	0.42%
EPS	3.93	4.49	-12.47%	13.29	13.24	0.38%

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

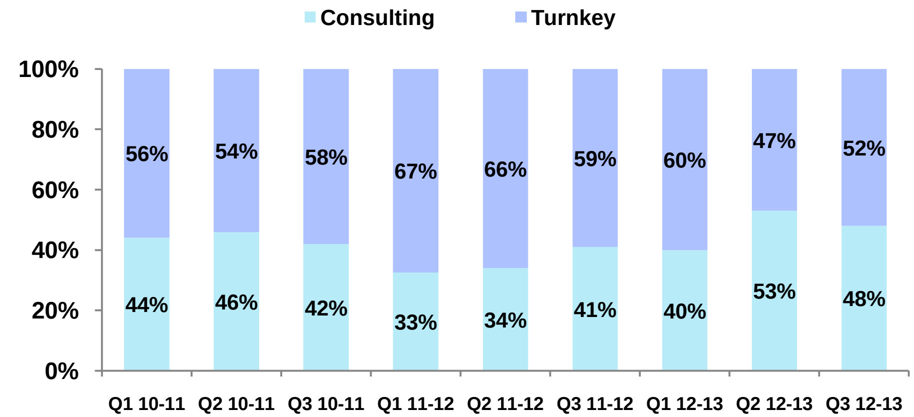
- **Pressure on turnover & profits mainly due to slowdown in Turnkey segment.**
- **Performance to improve with new project announcements in 12th Plan**
- **Cash Balance of over INR 22 billion with no Debt ~ over 17 Billion in FDR and 5.0 Billion in FMPs**

Third Quarter Performance

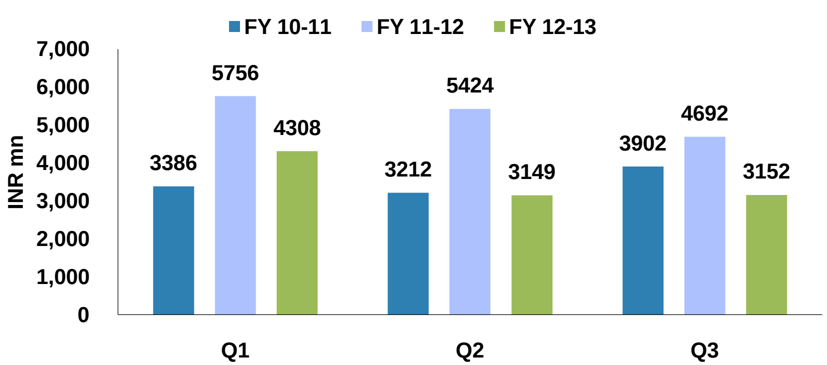
Turnover - Consultancy



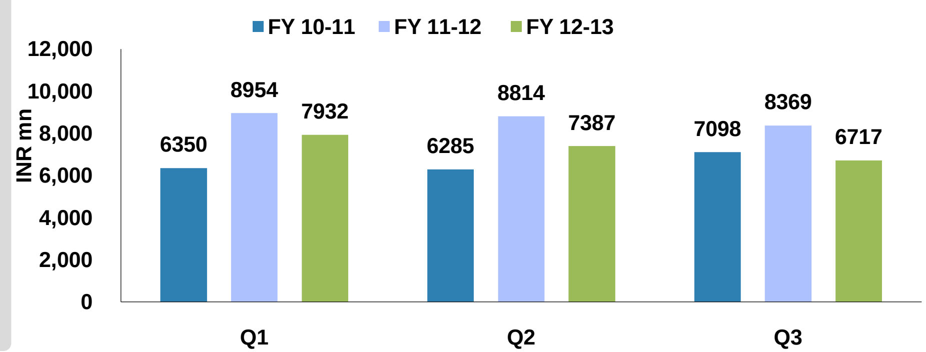
Turnover Mix (Consultancy Vs Turnkey)



Turnover – Turnkey



Total Income



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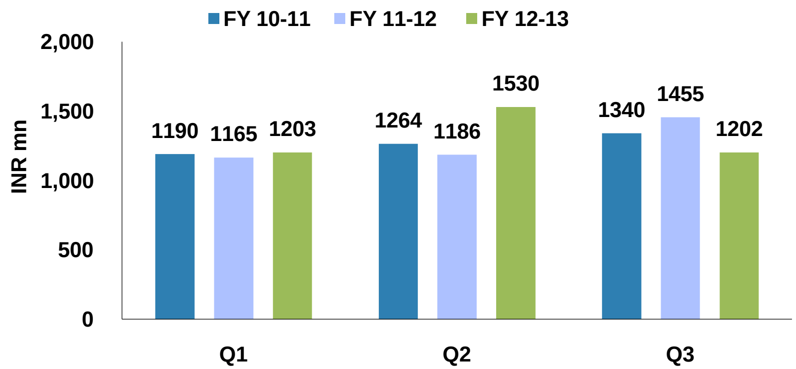
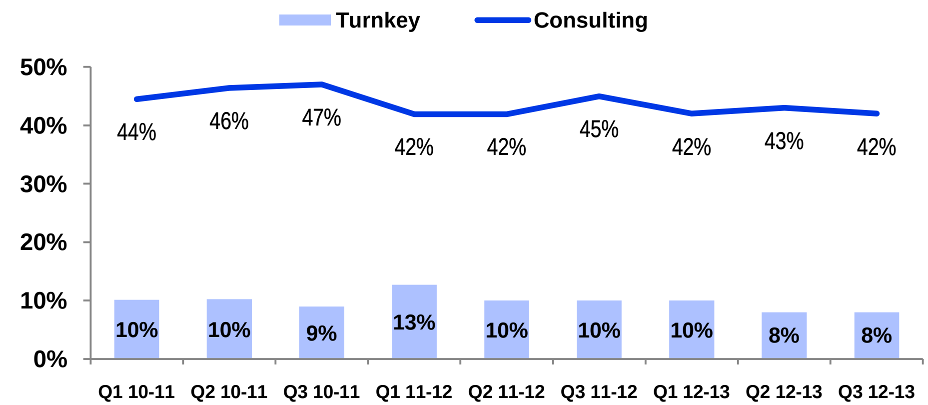
Third Quarter Performance

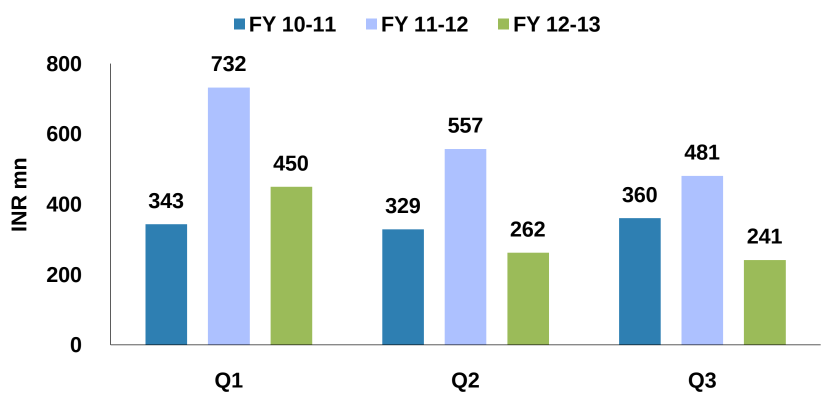
Segment Profit - Consultancy



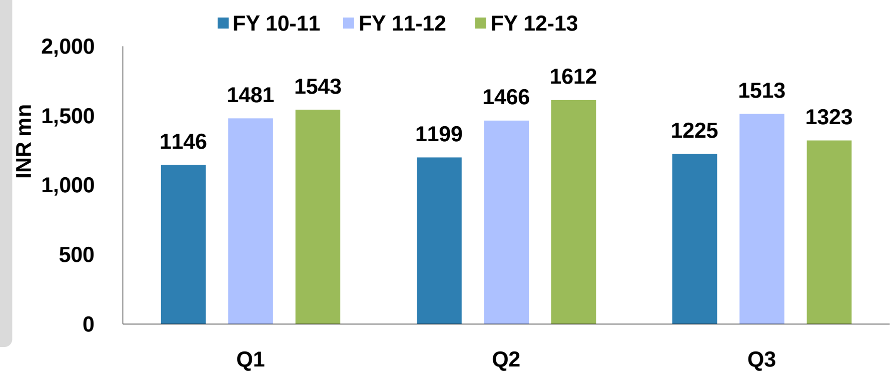
Segment Profit %



Segment Profit - Turnkey



PAT

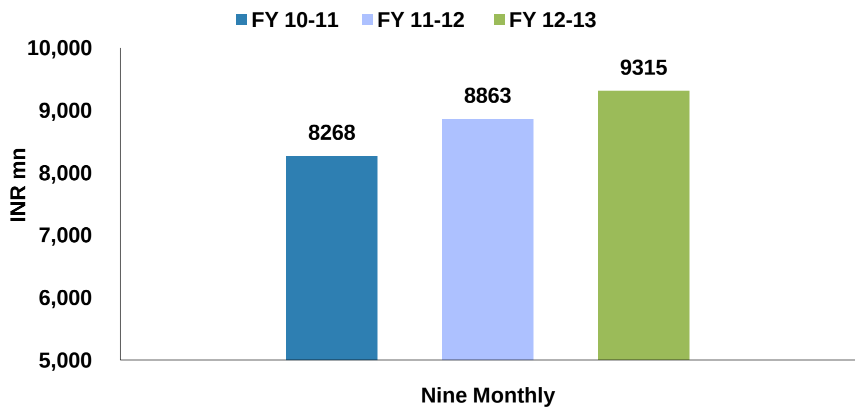


Note: All figures have been taken on a standalone for EIL

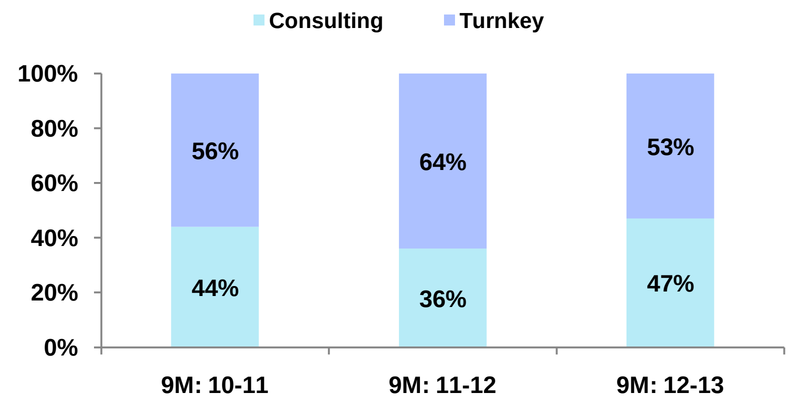
Endeavour to sustain margins with internal efficiencies from effective resource utilization and turnkey project management

Nine Monthly Performance

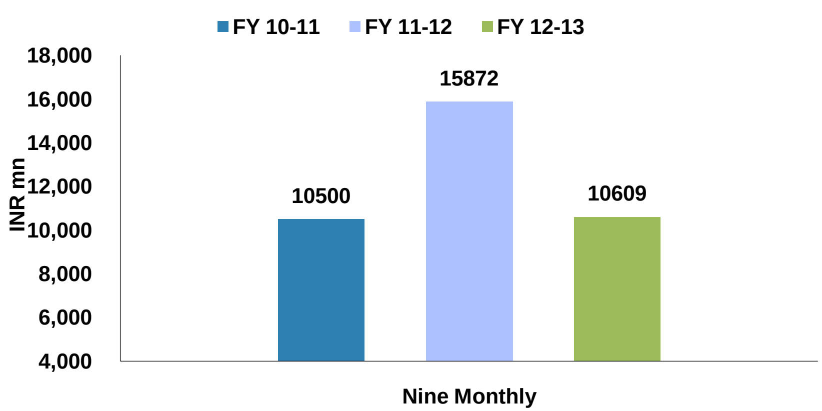
Turnover - Consultancy



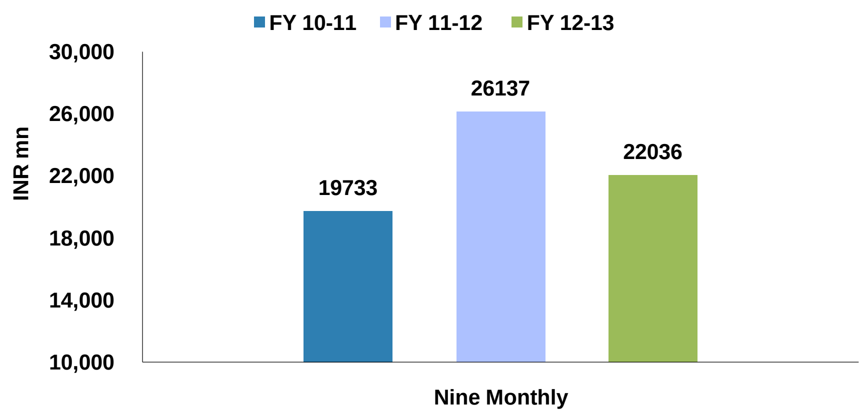
Turnover Mix (Consultancy Vs Turnkey)



Turnover – Turnkey



Total Income

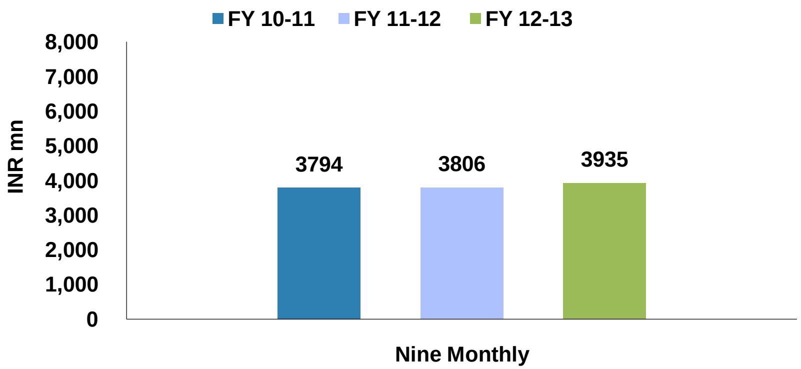


Note: All figures have been taken on standalone basis for EIL

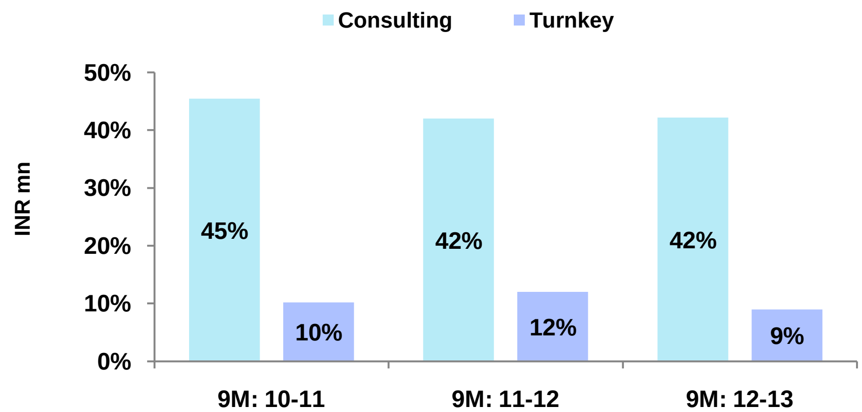
9M Turnover growth sustained in Consulting Business. Correction in turnover segment due to sluggish order inflows

Nine Monthly Performance

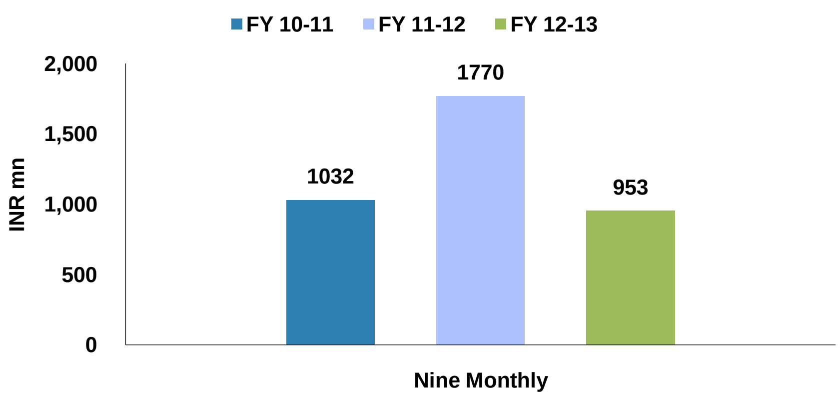
Segment Profit - Consultancy



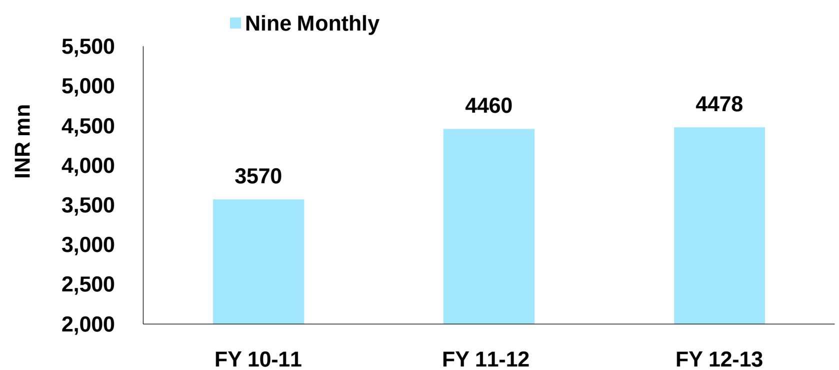
Segment Profit %



Segment Profit - Turnkey



PAT

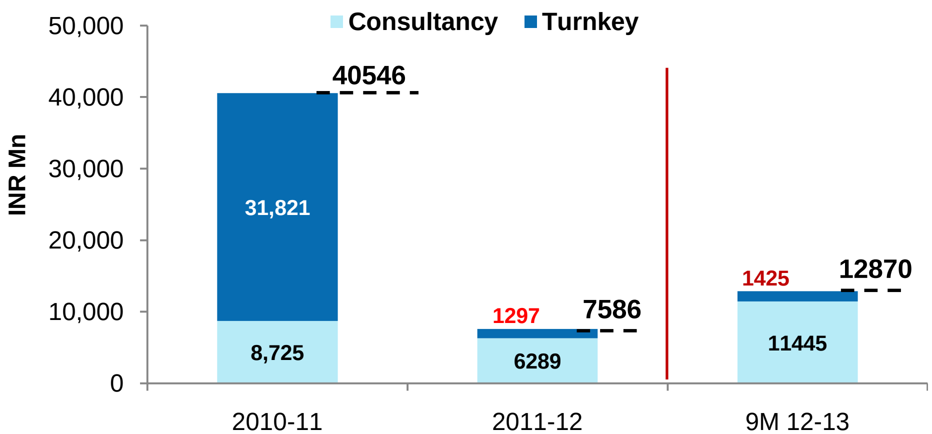


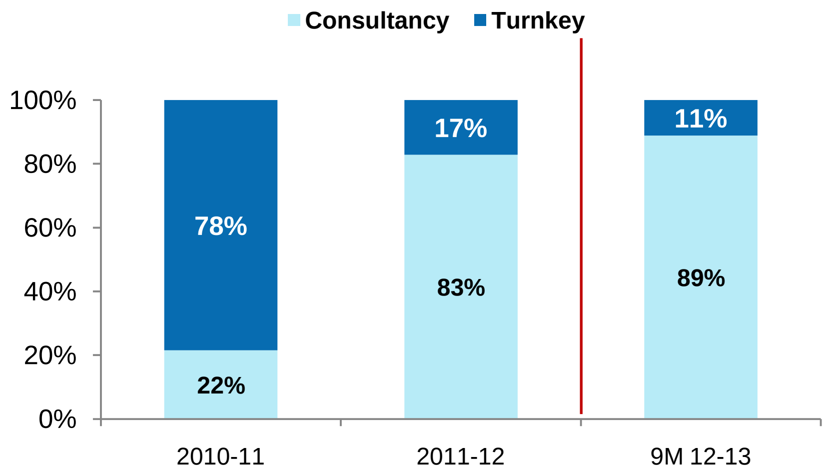
✓ **Endeavour to improve the margins with internal efficiencies from effective resource utilization and turnkey project management**

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

Orders Inflows and Order Book Position - Standalone

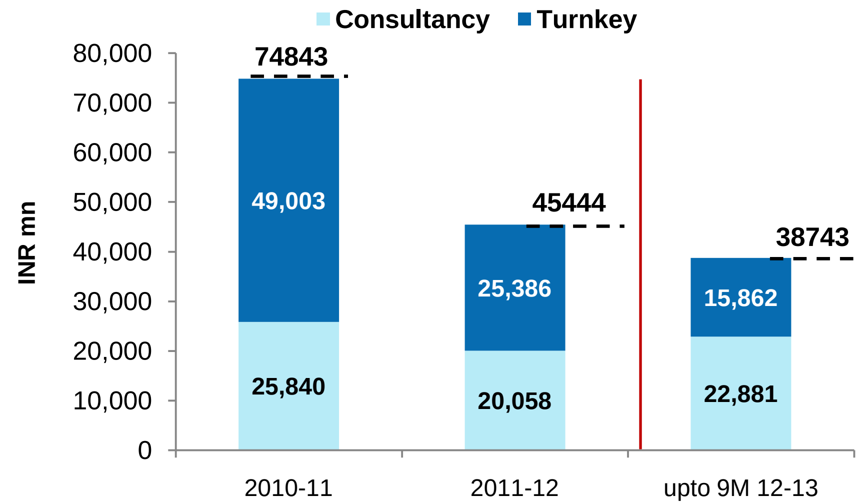
Order Inflows (INR Mn)*

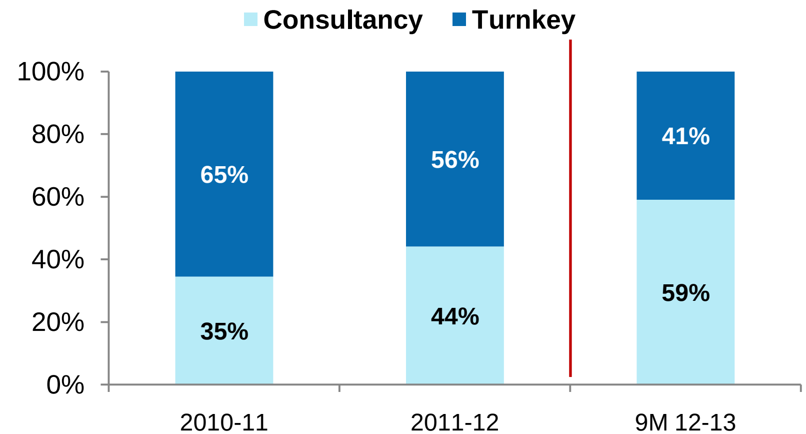




Note:
- All figures have been taken on standalone basis
- Order books are subject to miscellaneous adjustments

Order Book Position (INR Mn) & Order Mix*

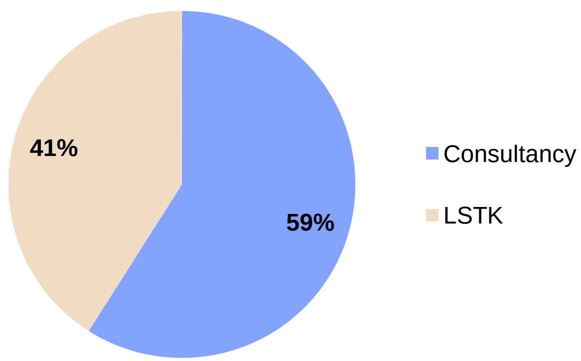




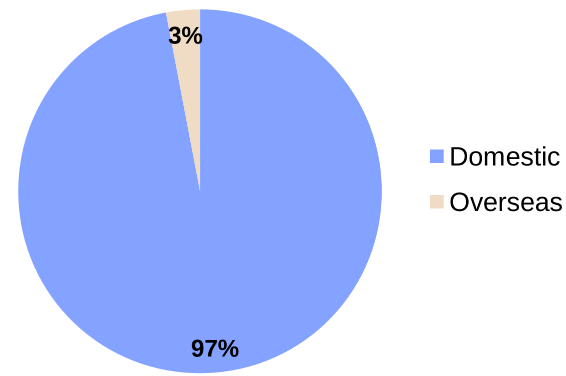
Order Book Break up - Standalone

Q3 : FY 12-13

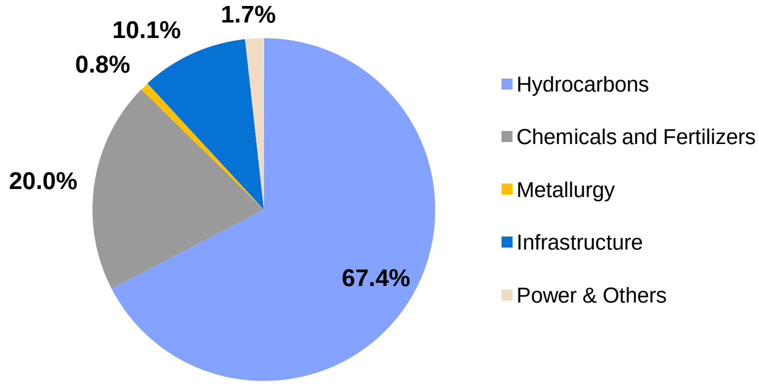
OBP: Consultancy Vs LSTK



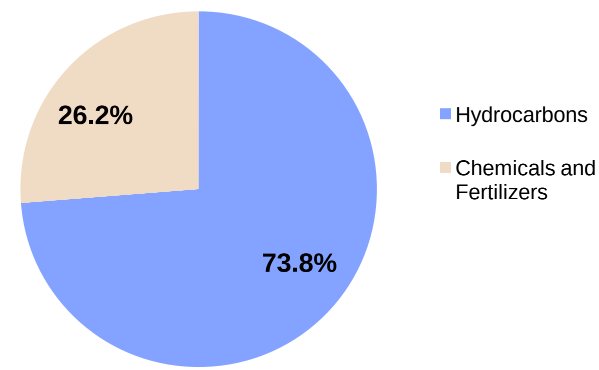
OBP: Domestic vs Overseas



OBP: Consulting Break up



OBP: LSTK Break up

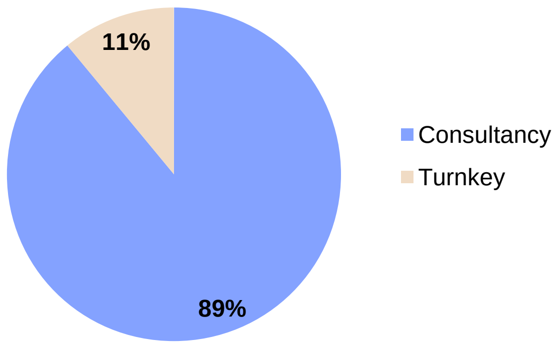


Note : Data on Standalone basis

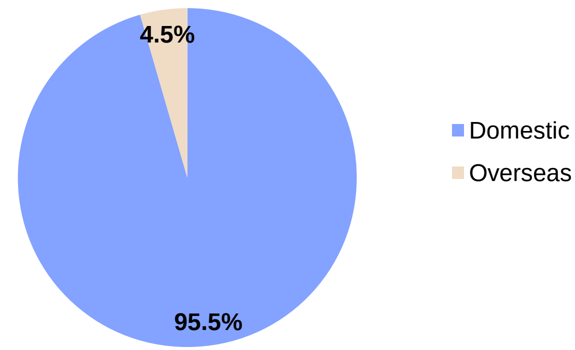
Orders Secured Break up - Standalone

Q3, FY 12-13

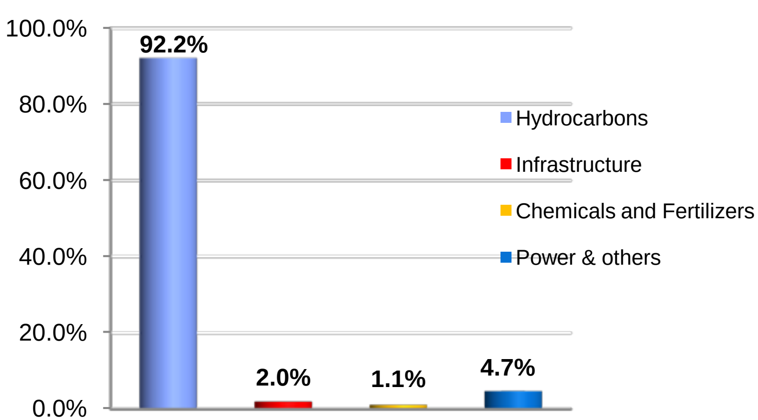
Consultancy Vs Turnkey



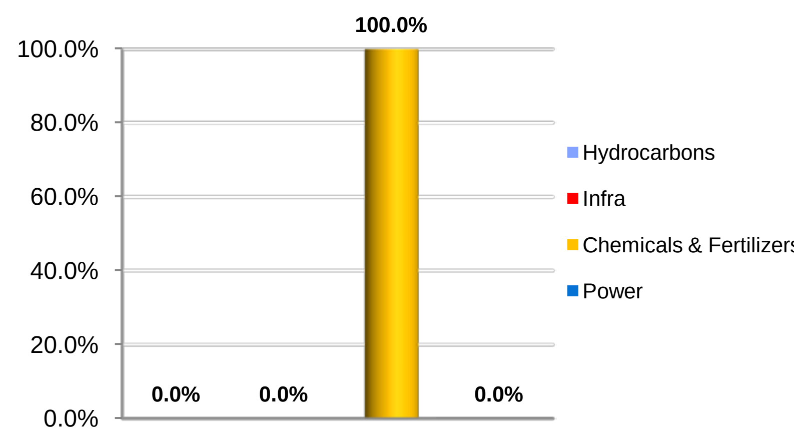
Consultancy - Domestic vs Overseas



Consulting Orders - Segmental Break up



Turnkey Orders - Segmental Break up



Note : Data on Standalone basis

Salient Orders Secured - Standalone

Q3, FY :12-13

INR Mn

Business	FY 2012-13 Until 31.12.2012	FY 2011-12	FY 2010-11	FY 2009-10
Domestic	*10934.0*	*5072.0*	*8363.6*	*6336.8*
Overseas Services	*510.6*	*1127.0*	*361.9*	*705.8*
Total Services	***11444.6***	***6289.0***	***8725.5***	***7042.6***
LSTK	***1425.0***	***1297.3***	***31821.2***	***8175.3***
Total Orders secured	**12869.6**	**7586.3**	**40546.7**	**15217.9**

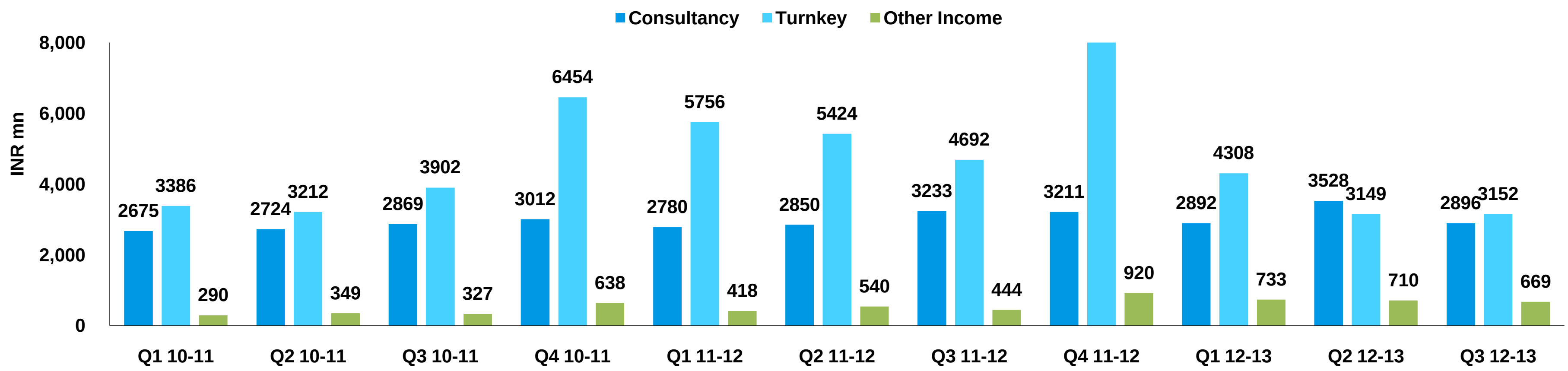
Salient Orders Secured - Standalone

Q3, FY :12-13

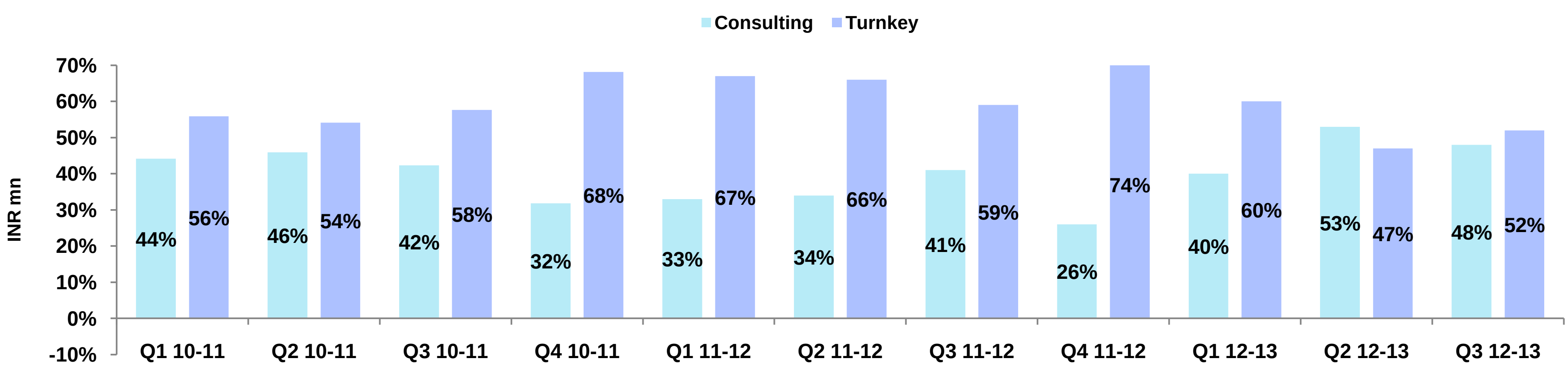
Domestic					
Mode	**Project scope**	**Client**	**Contract Value (Rs. Million)**	**Award Date**	**Schedule Completion**
OBE LSTK	Butene-1 Project at Panipat Naphtha Cracker Complex on Open Book Estaimte (OBE) basis	IOCL	1425	Q1, FY12-13	Q4, FY14-15
Consulting	Mallavaram-Bhopal-Bhilwara-Vijaipur Pipeline Project (MBBVPL) for GSPL India Transco Ltd	GITL	707	Q2, FY12-13	Q4, FY14-15
Consulting	Integrated Refinery Expansion Project (IREP) Stage II at Kochi	BPCL	7200	Q2, FY12-13	Q4, FY15-16
Consulting	Setting up of Nuclear Fuel Complex-Kota at Rawatbhata, Kota	NFC	419	Q2, FY12-13	Q2, FY17-18
Consulting	Phase 1 Main Buildings of Central University Punjab at Main Campus Bhatinda	CUP	180	Q2, FY12-13	Q2, FY17-18
Consulting	Associated Facilities Project at Mangala Processing Terminal	CAIRN	295	Q3, FY12-13	Q1, FY14-15
Consulting	Upgrading Pump Stations/Terminals of Naharkatiya-Barauni Crude Oil Pipeline	OIL	445	Q4, FY12-13	Q2, FY16-17
Consulting	Canal Pipeline and Pumping station works of Sardar Sarovar Narmada Limited	SSNL	245	Q4, FY12-13	Q4, FY13-14
Overseas					
Consulting	PMC for 5 Pipelines of GASCO, UAE – Additional works	GASCO	249	Q3, FY12-13	Q3, FY14-15

Financial and Operating Track Record – Quarterly Basis

Total Income



Revenue Mix (Consultancy Vs Turnkey)



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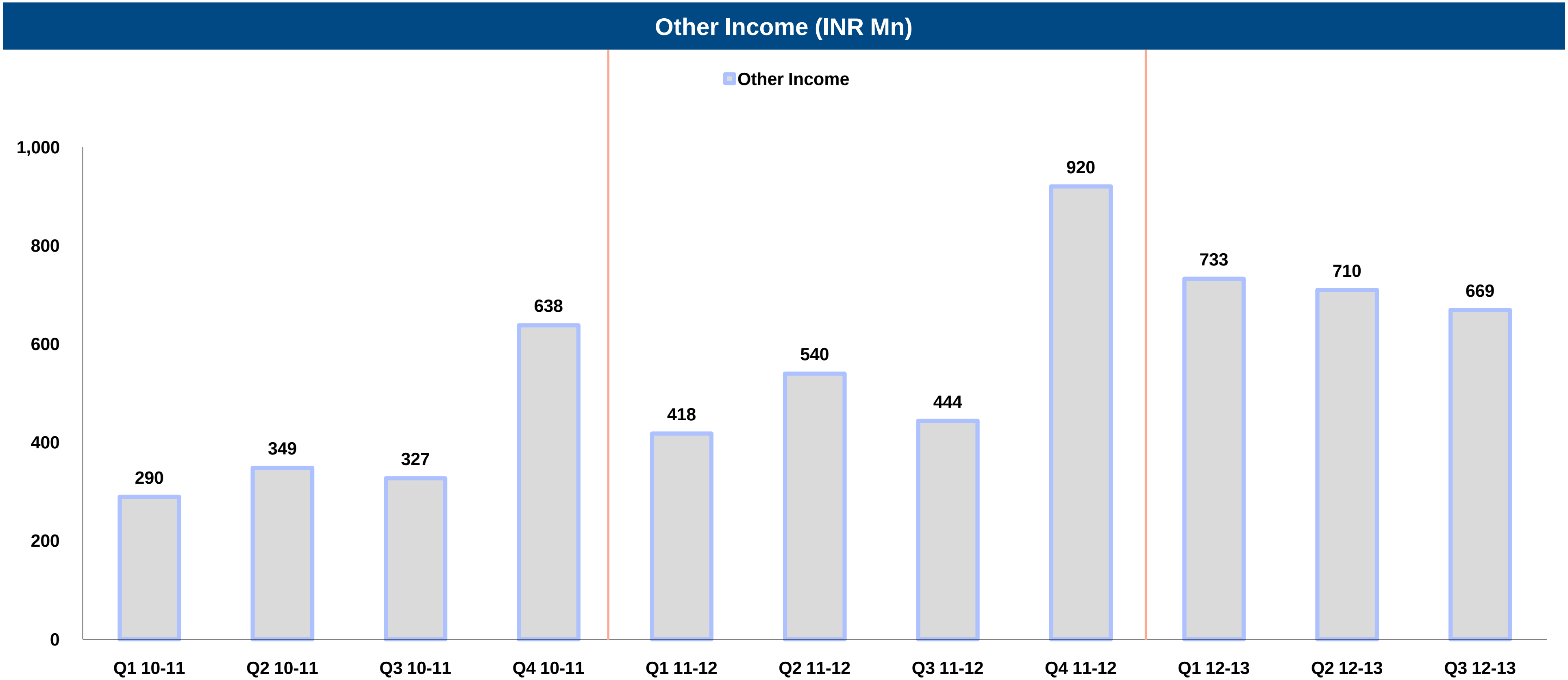
Financial and Operating Track Record – Quarterly Basis



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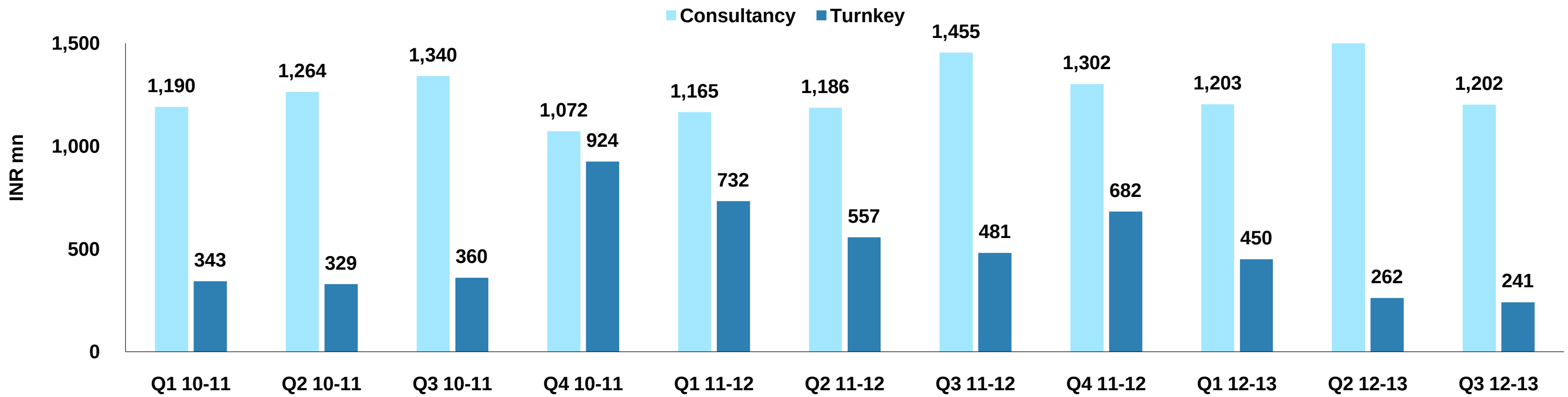
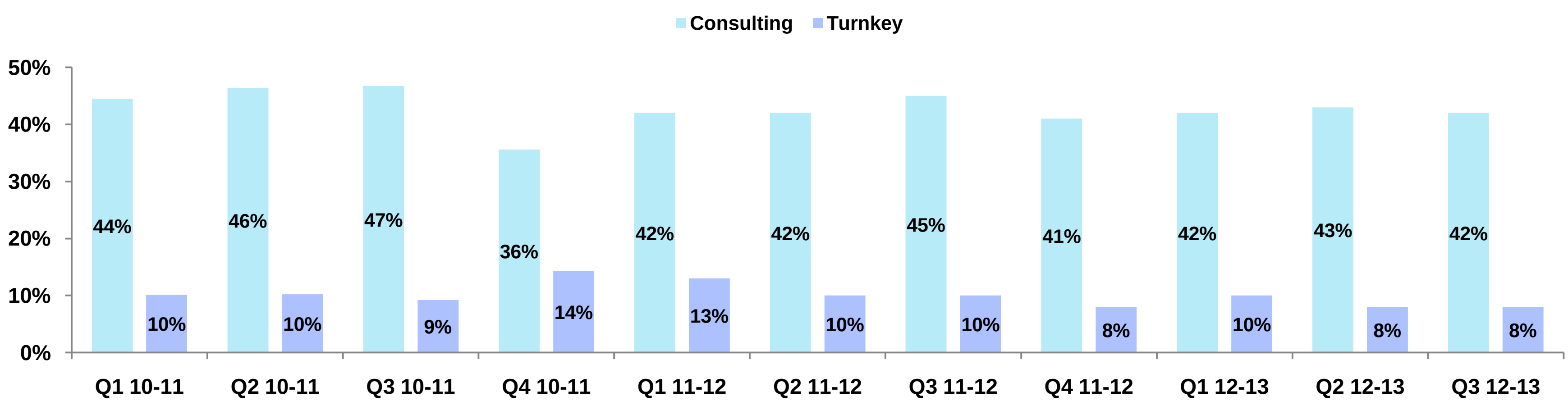
Financial and Operating Track Record – Quarterly Basis

Segment Wise EBIDTA



EBIDTA Mix (Consultancy Vs Turnkey)



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