इंजीनियर्स इंडिया लिमिटेड
(भारत सरकार का उपक्रम)

ENGINEERS INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

3rd Quarter Results : FY 14-15

30th January 2015

Contents

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Financial Performance – Q3 and 9 Monthly

Q3 FY 14-15 : Quarterly Performance Summary - Standalone

Rs Mn

TURNOVER	Q3 14-15	Q2 14-15	Q1 14-15	Q1 13-14	Q2 13-14	Q3 13-14	Q4 13-14
Consultancy – Domestic	1,793.2	1,682.8	1,984.3	2,650.5	2,300.0	2,469.7	2,270.6
Consultancy - Overseas	552.0	521.7	396.4	341.0	319.0	373.0	367.0
Consultancy Total	2,345.2	2,204.5	2,380.7	2,991.5	2,619.0	2,842.7	2,637.6
Turnkey	1,638.1	1,701.9	1,974.2	1,440.4	2,032.8	1,361.2	2,310.7
Consultancy + Turnkey	3,983.3	3,906.4	4.354.9	4,431.9	4,651.8	4,204.0	4,948.3
Other Income	616.8	839.3	692.9	680.3	828.2	1,083.6	767.9
Total Income	4,600.1	4,745.7	5,047.8	5,112.2	5,479.9	5,287.6	5,716.2

SEGMENT PROFIT	Q3 14-15	Q2 14-15	Q1 14-15	Q1 13-14	Q2 13-14	Q3 13-14	Q4 13-14
Consultancy	472.2	411.5	579.6	1,172.5	904.8	1,046.2	757.0
Turnkey	5.0	-200.3	120.0	103.0	137.9	67.4	95.0
Total	477.2	211.1	699.6	1,275.5	1,042.8	1,113.6	852.0

* Note: All figures are on standalone basis

9M FY 14-15 : Nine Monthly Performance Summary - Standalone

Rs Mn

TURNOVER	9M 14-15	9M 13-14	9M 12-13
Consultancy – Domestic	5,460.3	7,420.2	8,420.4
Consultancy - Overseas	1,470.1	1,033.0	894.0
Consultancy Total	6,930.4	8,453.2	9,315.9
Turnkey	5,314.2	4,834.4	10,609.1
Consultancy + Turnkey	12,244.6	13,287.6	19,925.0
Other Income	2,149.0	2,592.1	2,111.7
Total Income	14,393.6	15,879.7	22,036.7

SEGMENT PROFIT	9M 14-15	9M 13-14	9M 12-13
Consultancy	1,463.3	3,123.5	3,934.9
Turnkey	-75.3	308.3	953.1
Total	1,388.0	3,431.8	4,888.0

Revenue loss in Turnkey Segment : Anticipated Loss in Delayed Coker Project of CPCL recognized in 2nd Quarter

* Note: All figures are on standalone basis

Q3 & 9M FY 14-15 : Performance Summary - Standalone

Rs Mn

	Q3 14-15	Q2 14-15	Q1 14-15	Q1 13-14	Q2 13-14	Q3 13-14	Q4 13-14
PBT	921.0	883.6	1,186.1	1,820.5	1,691.2	2,045.3	1,423.3
PAT	599.2	587.8	804.0	1,293.5	1,118.6	1,350.0	1,035.5
EPS	1.78	1.74	2.39	3.84	3.32	4.01	3.07

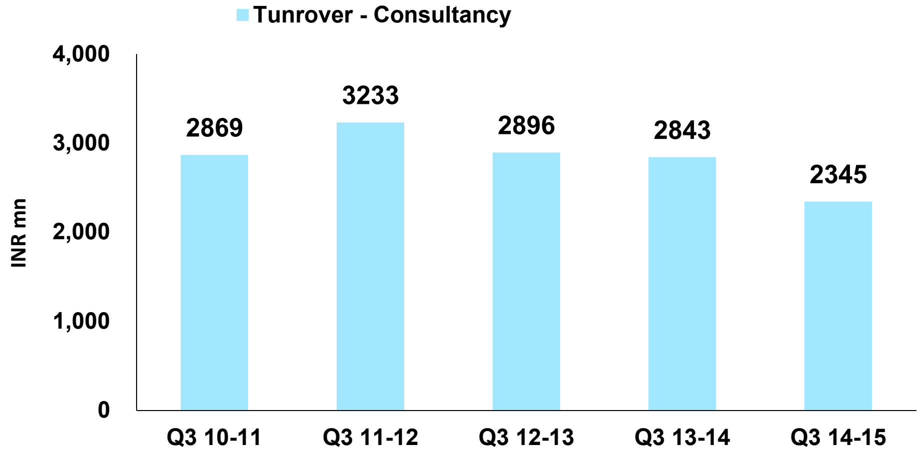
Rs Mn

	9M 14-15	9M 13-14	9M 12-13
PBT	2,990.7	5,557.0	6,534.6
PAT	1,991.0	3,762.1	4,478.7
EPS	5.91	11.2	13.3

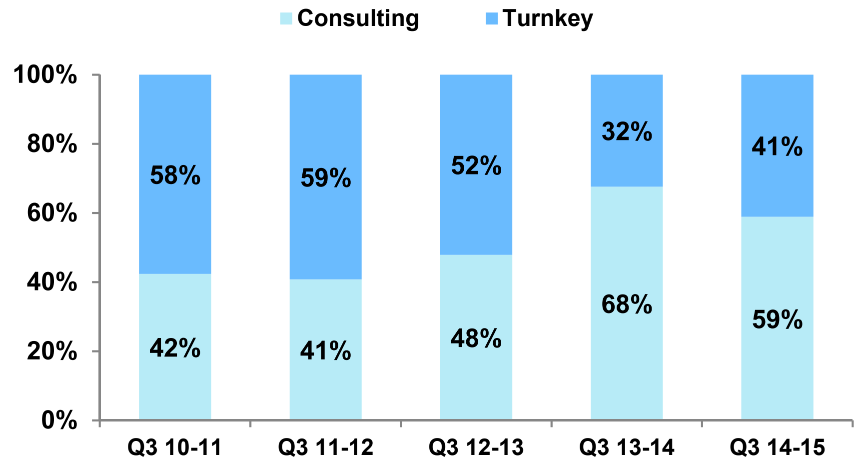
* Note: All figures are on standalone basis

Q3 FY 14-15 : Quarterly Performance - Standalone

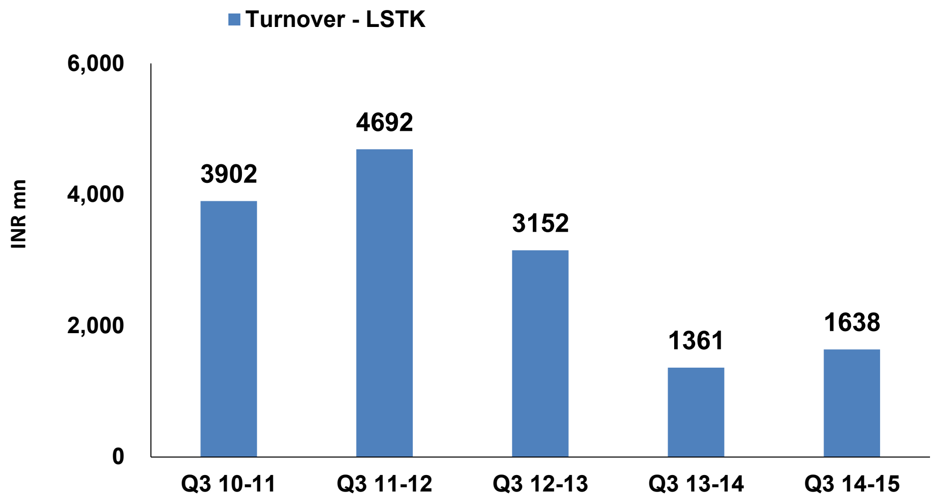
Turnover - Consultancy



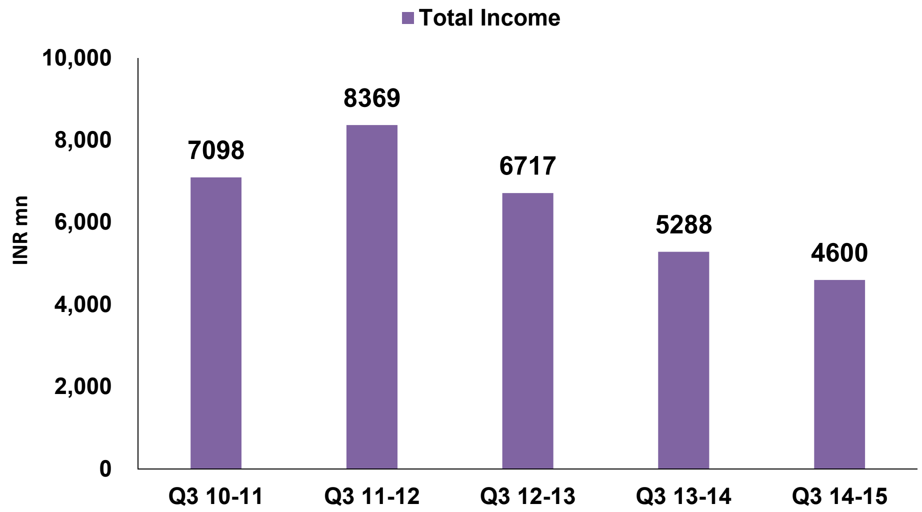
Turnover Mix (Consultancy Vs Turnkey)



Turnover – Turnkey



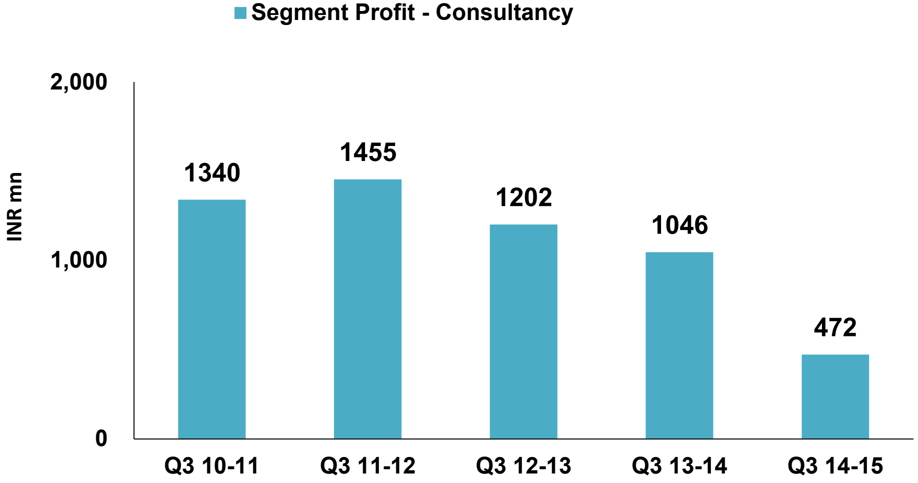
Total Income



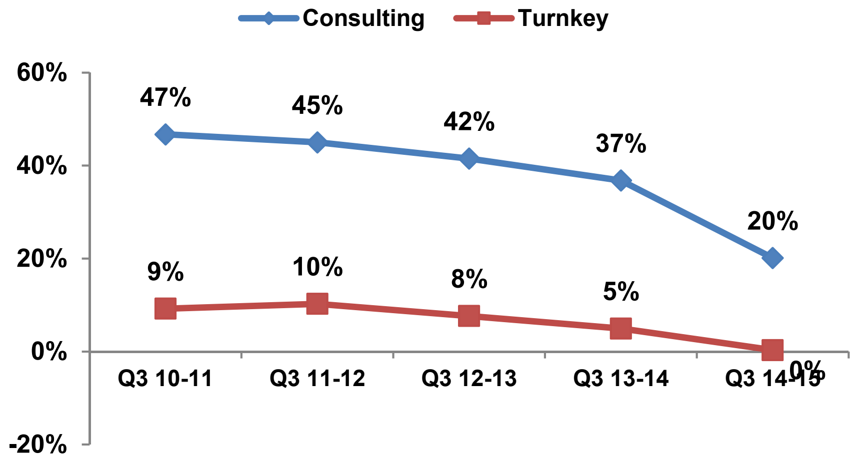
Note: All figures have been taken on standalone basis for EIL

Q3 FY 14-15 : Quarterly Performance - Standalone

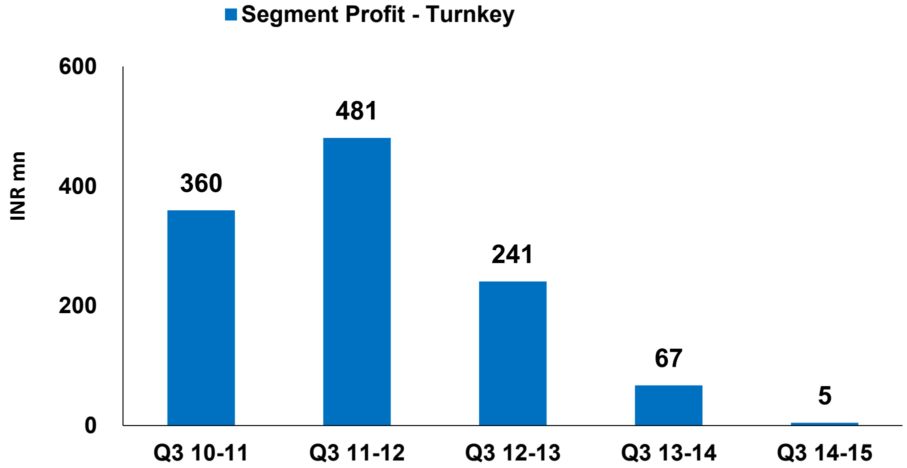
Segment Profit - Consultancy



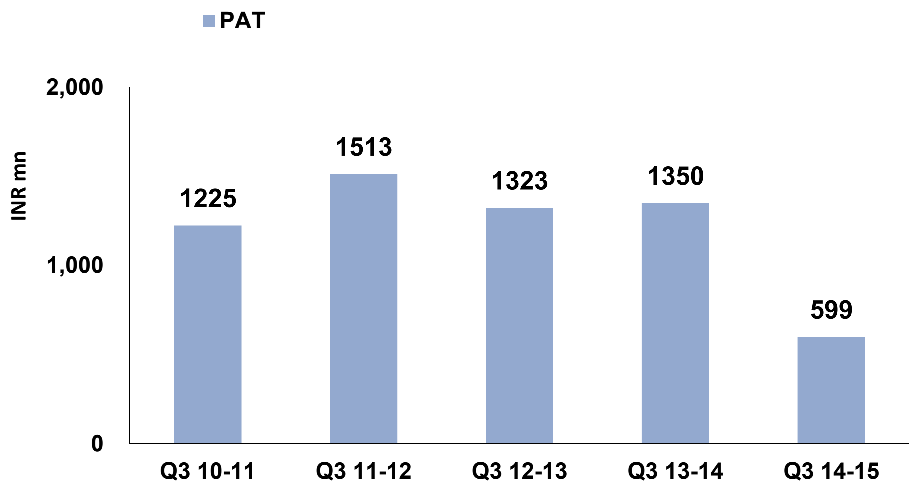
Segment Profit %



Segment Profit - Turnkey



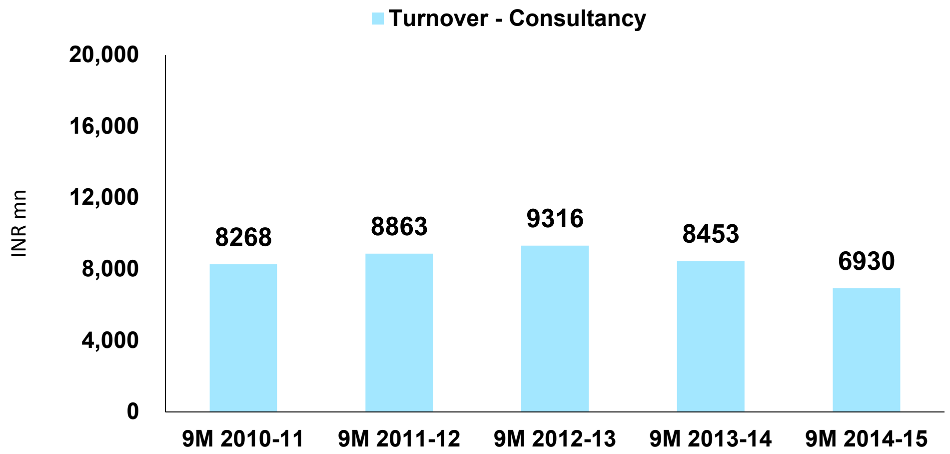
PAT



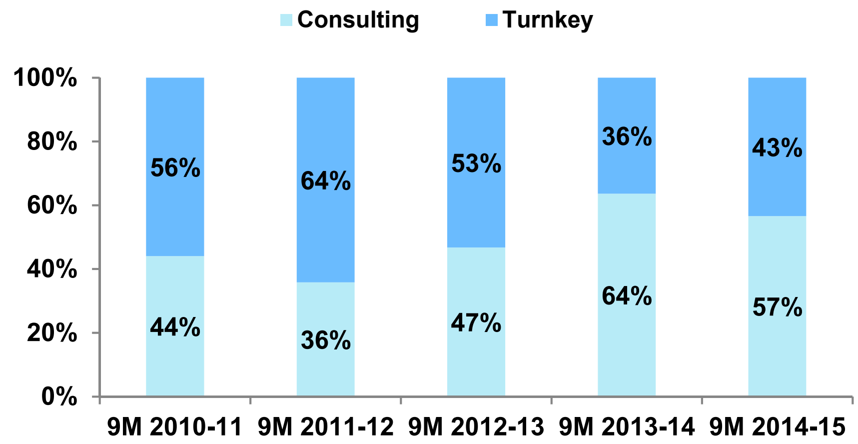
Note: All figures have been taken on a standalone for EIL

9M FY 14-15 : Nine Monthly Performance - Standalone

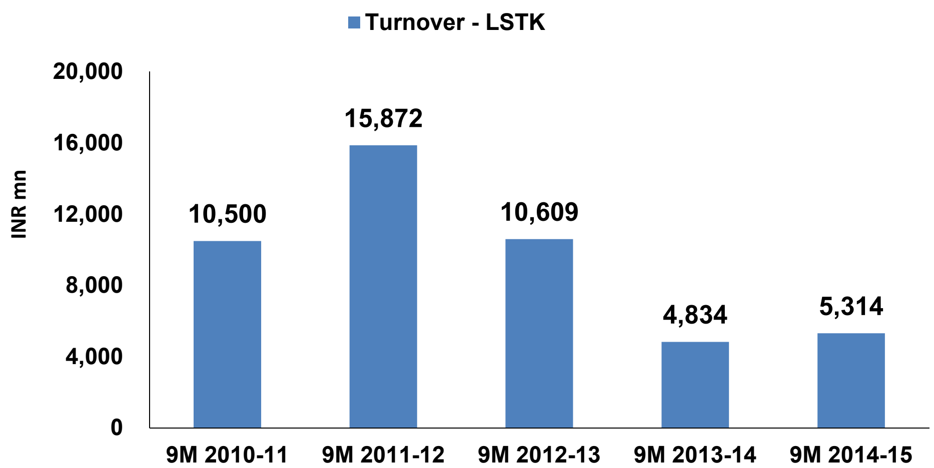
Turnover - Consultancy



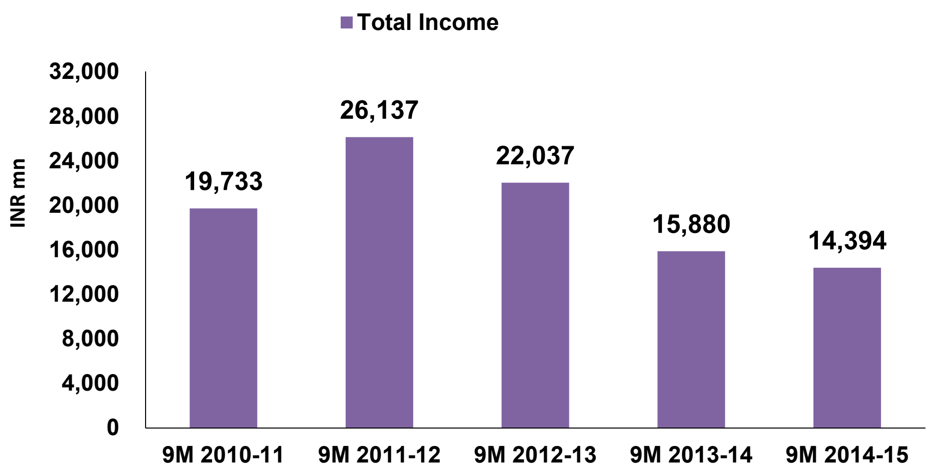
Turnover Mix (Consultancy Vs Turnkey)



Turnover – Turnkey



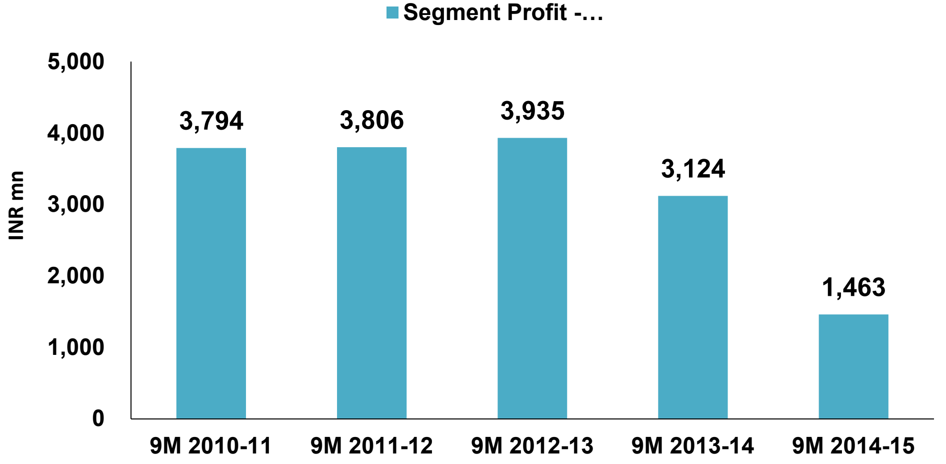
Total Income



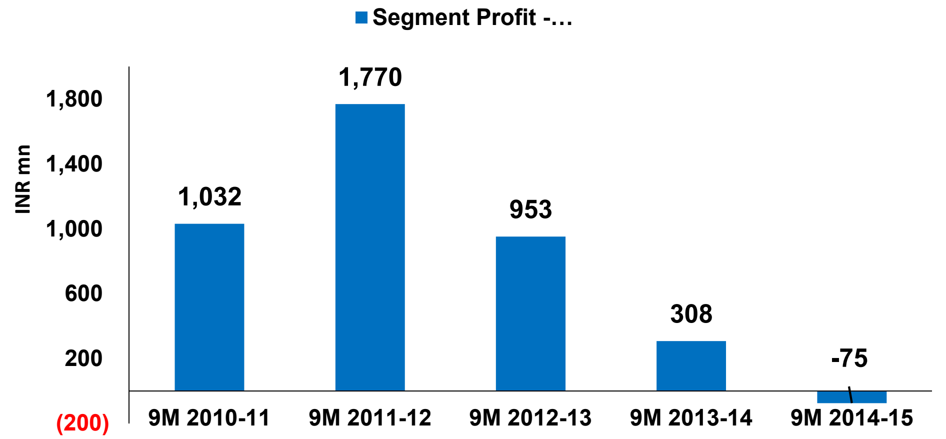
Note: All figures have been taken on standalone basis for EIL

9M FY 14-15 : Nine Monthly Performance - Standalone

Segment Profit - Consultancy

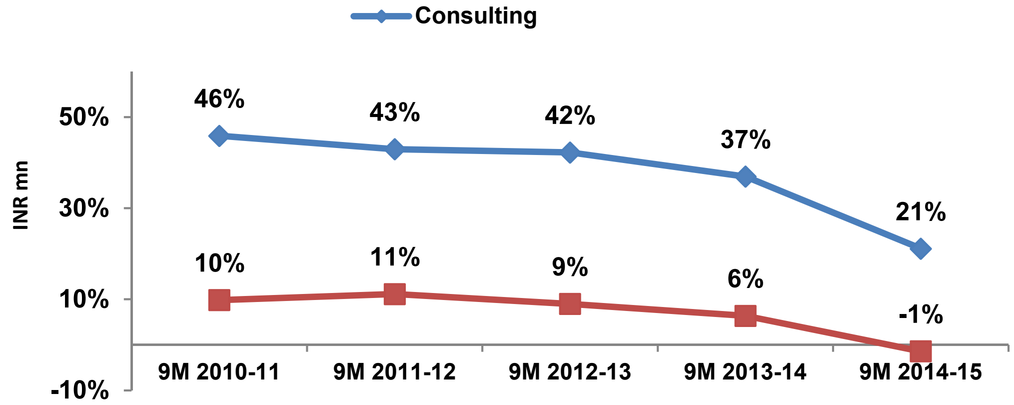


Segment Profit - Turnkey

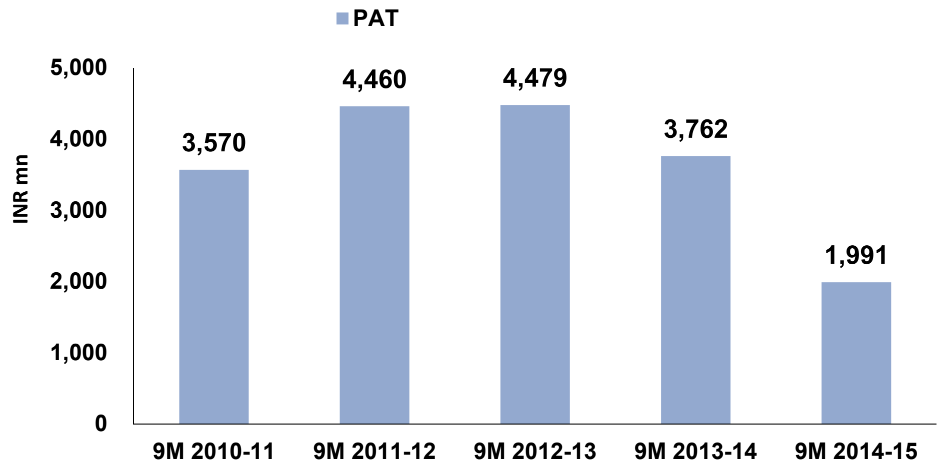


Note: All figures have been taken on a standalone for EIL

Segment Profit %

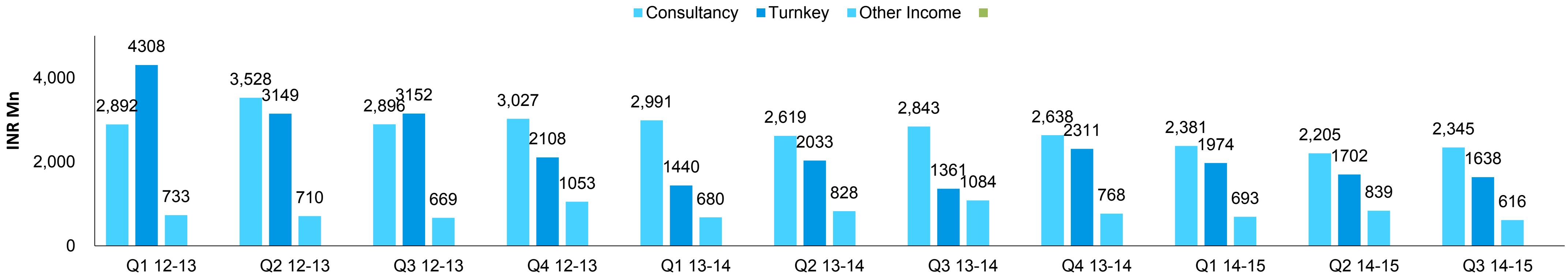


PAT

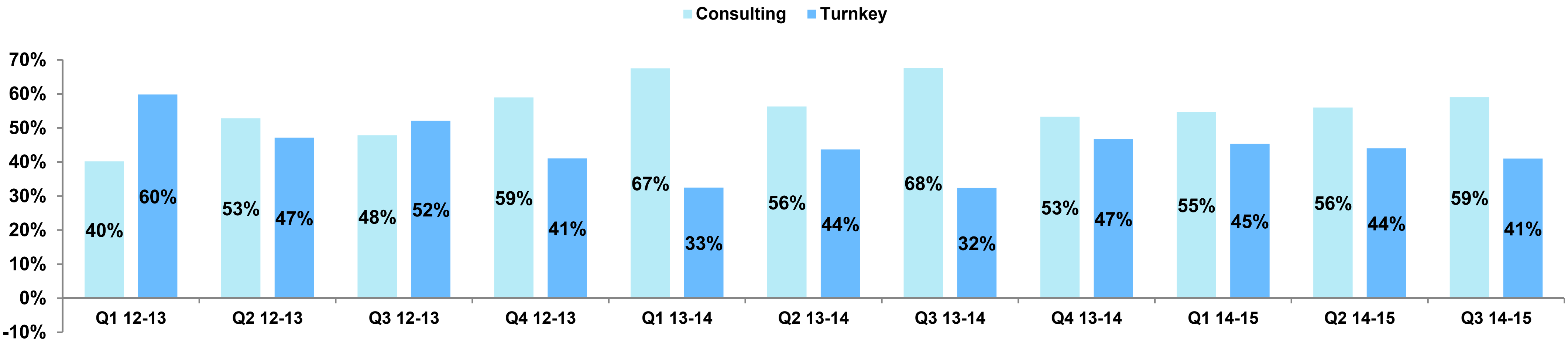


Quarterly Performance Track Record - Standalone

Total Income



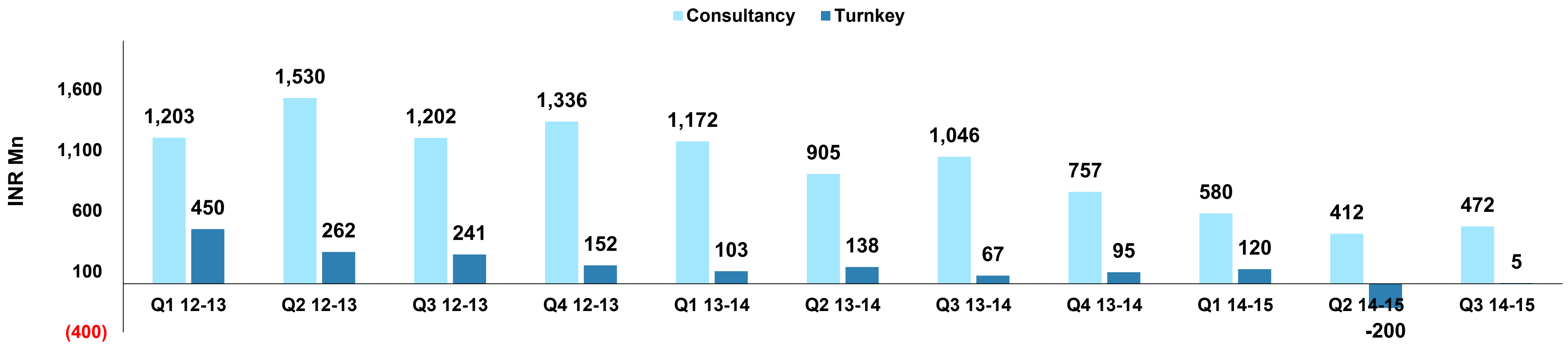
Revenue Mix (Consultancy Vs Turnkey)



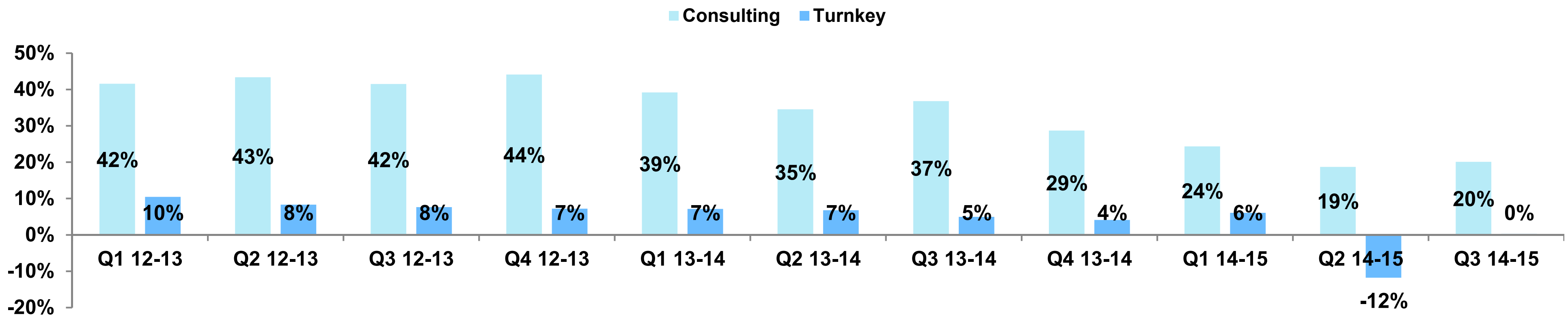
Note: All figures have been taken on a standalone for EIL

Quarterly Performance Track Record – Standalone

Segment Wise Operating Profit



Segment Wise Profit %



Note: All figures have been taken on a standalone for EIL and rounded off to nearest number

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Business Secured and Order Book

Q3 FY 14-15 : Business Secured and Order Book – Standalone

Rs Mn

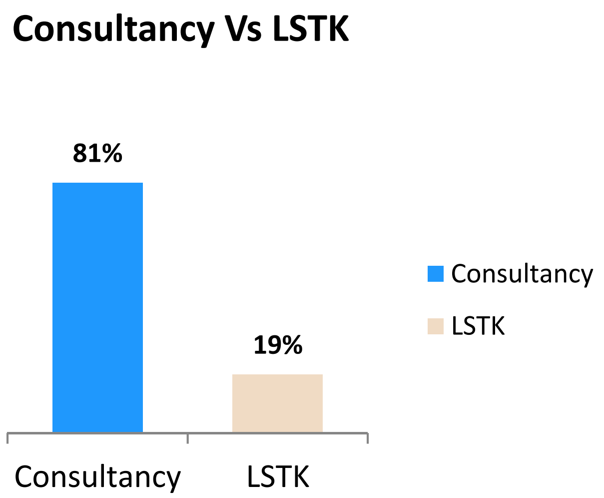
Business Secured	9M 14-15	Q3 14-15	Q2 14-15	Q1 14-15	Q1 13 -14	Q2 13-14	Q3 13-14	Q4 13-14
Consultancy (domestic)	3,567	535	1,785	1,247	1,002	522	981	1,567
Consultancy (overseas)*	12,486	714	67	11,705	66	440	43	147
Consultancy Total	16,052	1,249	1,851	12,952	1,068	962	1,024	1,714
Turnkey	3,850	1,850	2,000	0	0	6779	0	0
Total Business secured	19,902	3,099	3,851	12,952	1,068	7,742	1,024	1,714

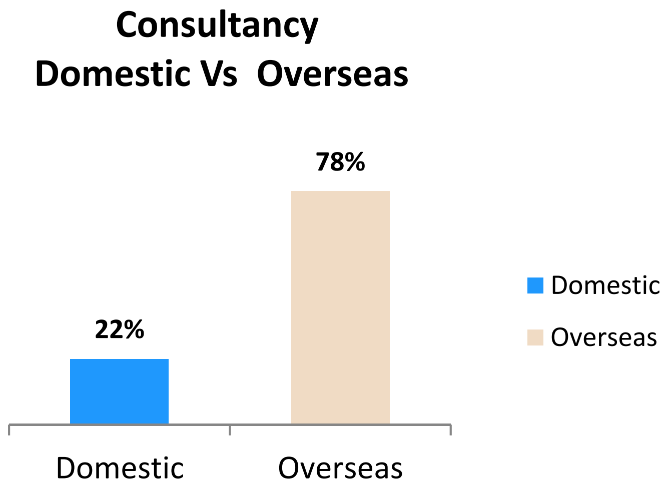
Order Book (Cumulative)	Q3 & 9M 14-15	Q2 & H1 14-15	Q1 14 -15	FY 13-14	FY 12-13	FY 11-12	FY 10-11
Consultancy *	26,150	26,971	26,970	15,717	21,012	20,062	25,840
Turnkey	12,643	10,279	12,325	13,391	12,163	25,421	49,003
Total Order Book	38,794	37,250	39,295	29,108	33,175	45,483	74,843
Consultancy %	67%	72%	69%	54%	63%	44%	35%
Turnkey %	33%	28%	31%	46%	37%	56%	65%

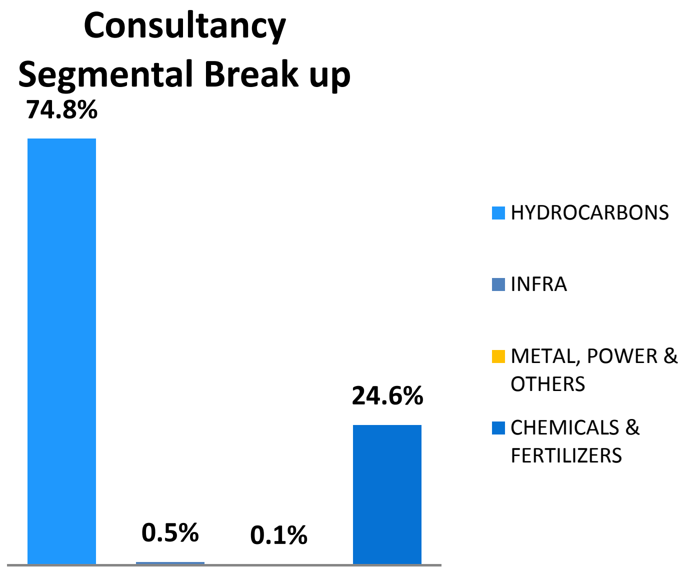
Note : Data on unconsolidated basis

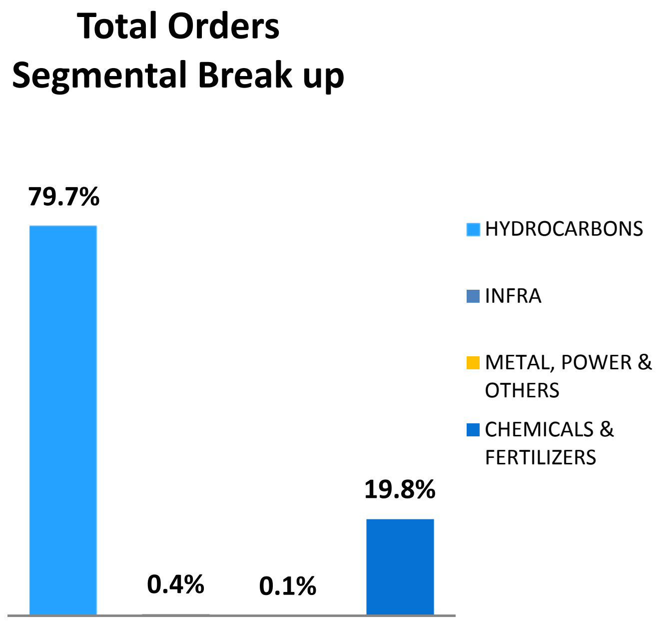
9M FY 14-15 : Orders Secured Break up - Standalone

9M FY 14-15 Statistics



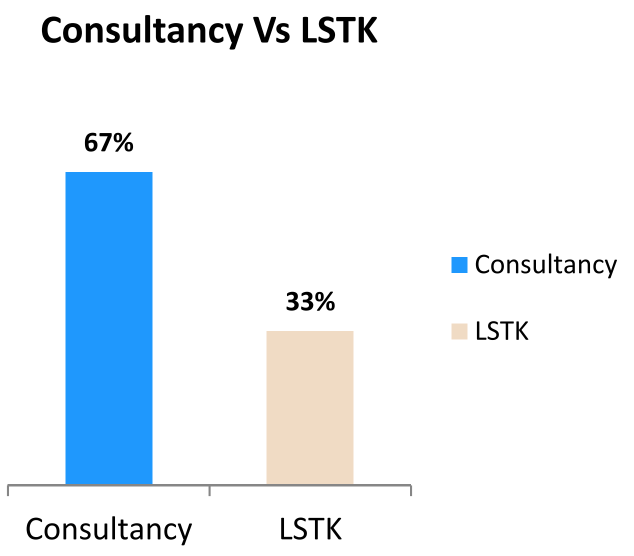


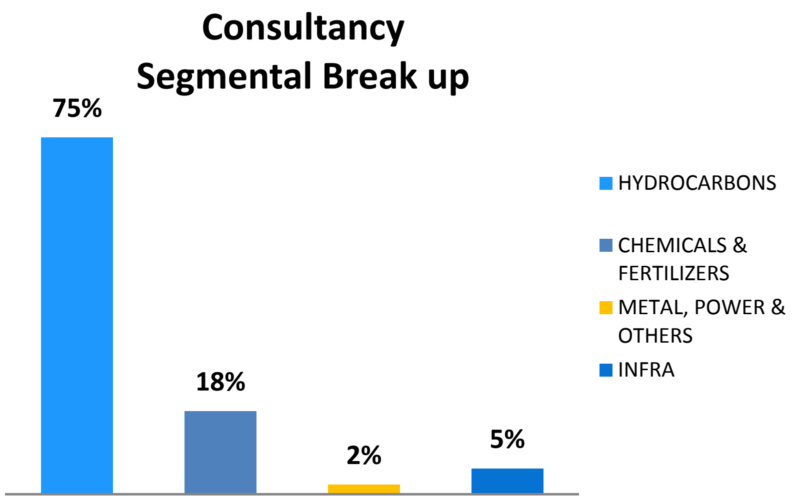


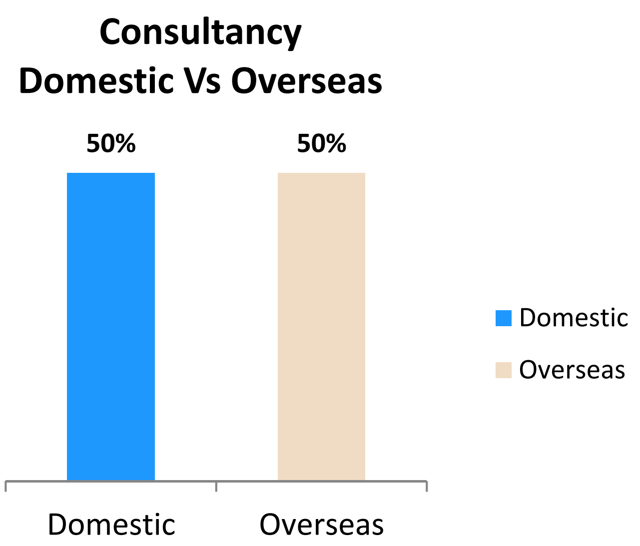


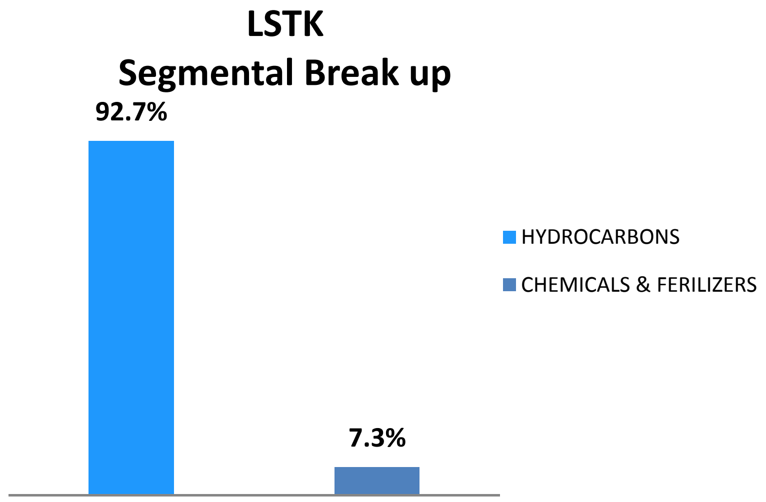
Note : Data on unconsolidated basis

H1 FY 14-15 Statistics









Note : Data on unconsolidated basis

Q3 FY 14-15 : Salient Orders Secured

Q3 FY 14-15

Mode	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Consulting	Lobito Refinery Project of	Sonangol E.P., Angola	307	Q3, FY14 -15	Q2, FY 15-16
Consulting	Rehabilitation and Adaptation Project of Skikda Refinery – Additional works	Sonatrach, Algeria	175	Q3, FY14 -15	Q1, FY 15-16
Consulting	RFCC Revamp and various units Improvement works at Sohar Refinery	ORPIC, Oman	185	Q3, FY14 -15	Q1. FY 16-17
OBE /EPC	Daman Development Project	ONGC, India	3500	Q3, FY14 -15	Q4, FY16-17
OBE /EPC	MRPL Ph III Refinery project – Additional works PP - Petcoke Evacuation Road	MRPL, India	350	Q3, FY14 -15	Q4, FY15-16

Q1 & Q2 FY 14-15 : Salient Orders Secured

Q2 FY 14-15

Mode	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Consulting	500 TPD Methanol Plant and 200 TPD Acetic Acetic Acid Plant at Namrup	Assam Petrochemicals	787	Q2, FY14 -15	Q2, FY17 -18
Consulting	Mangala Phase 2 Project	Cairn Energy	242	Q2, FY14 -15	Q4, FY14 -15
EPC	Sonamura GGS and Pipeline Project Tripura on OBE Basis	ONGC	2000	Q2, FY14 -15	Q1, FY16 -17

Q1 FY 14-15

Mode	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Consulting	Delayed Coker Unit & allied facilities at Haldia	IOCL	687	Q1, FY14 -15	Q4, FY15 -16
Consulting	CRU revamp at Mumbai Refinery	BPCL	330	Q1, FY14 -15	Q2, FY15 -16
Consulting	400,000 BPSD Refinery and 600,000 TPA Polypropylene Plant at Lekki Free Trade Zone, Nigeria	Dangote	8535	Q1, FY14 -15	Q3, FY16 -17
Consulting	LIWA Plastics Project, Oman	ORPIC	2704	Q1, FY14 -15	Q2, FY17 -18
Consulting	Ammonia, Urea & Methanol Project , Nigeria	BRASS	435	Q1, FY14 -15	Q1, FY17 -18

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Annual Performance Summary

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Annual Performance Summary – Standalone

Standalone

Rs Mn

TURNOVER	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
Consultancy	11,091	12,342	12,073	11,279	10,553	8,246	6,214
Turnkey	7,145	12,717	24,914	16,953	9,385	7,079	1,163
Consultancy + Turnkey	18,236	25,060	36,987	28,233	19,938	15,325	7,378
Other Income	3,360	3,164	2,321	1,604	1,837	2,215	1,356
Total Income	21,596	28,224	39,308	29,836	21,775	17,540	8,733

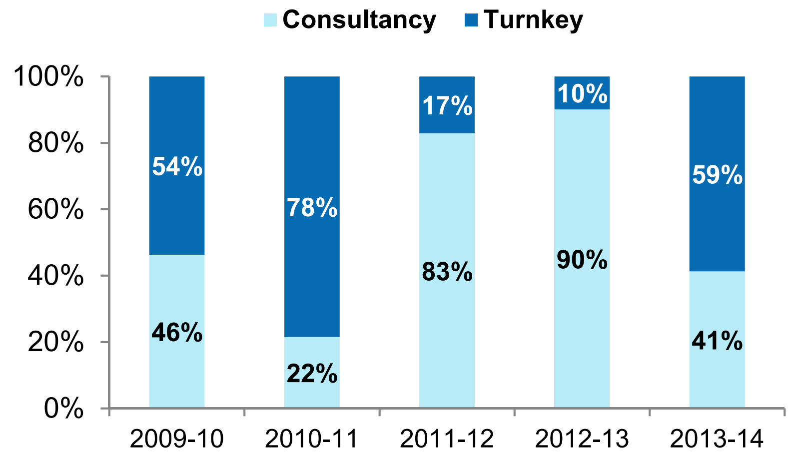
SEGMENT PROFITS	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
Consultancy	3,880	5,271	5,108	4,866	4,242	2,999	2,078
Turnkey	403	1,105	2,452	1,956	920	310	144
Consultancy %	35%	43%	42%	43%	40%	36%	33%
Turnkey %	6%	9%	10%	12%	10%	4%	12%

PAT	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
PAT	4798	6919	6363	5226	4356	3445	1946
PAT %	26%	28%	17%	19%	22%	22%	26%

Annual Business Secured and Order Book – Standalone

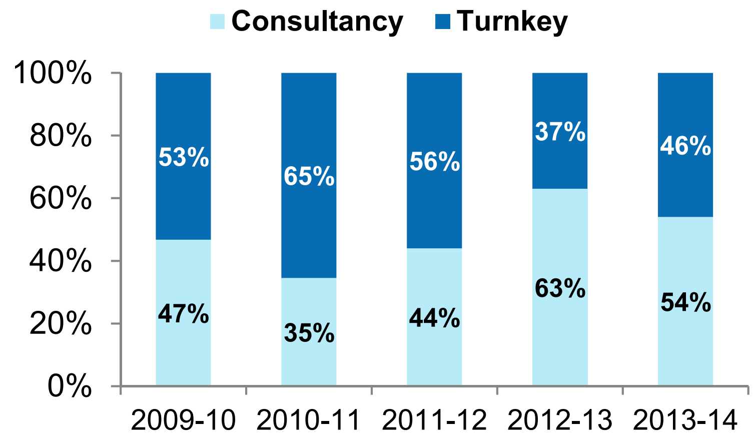
Rs Mn

Business Secured	FY 13-14	FY 12-13	FY 11-12	FY 10-11	FY 09-10
Consultancy (domestic)	4,073	11,573	5,072	8,364	6,337
Consultancy (overseas)*	696	1,386	1,217	362	706
Consultancy Total	4,768	12,959	6,289	8,726	7,043
Turnkey	6,779	1,425	1,297	31,821	8,175
Total Business secured	11,547	14,384	7,586	40,547	15,218



Rs Mn

Order Book	March 14	March 13	March 12	March 11	March 10
Consultancy *	15,717	21,012	20,062	25,840	29,158
Turnkey	13,391	12,163	25,421	49,003	33,210
Total Order Book	29,108	33,175	45,483	74,843	62,368
Consultancy %	54%	63%	44%	35%	47%
Turnkey %	46%	37%	56%	65%	53%



Note : Data on unconsolidated basis

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