इंजीनियर्स इंडिया लिमिटेड
(भारत सरकार का उपक्रम)

ENGINEERS INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

3rd Quarter Results : FY 15-16

10th February 2016

Contents

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Financial Performance – Q3 and 9 Monthly

इंजीनियर्स इंडिया लिमिटेड (भारत सरकार का उपक्रम) ENGINEERS INDIA LIMITED (A Govt. of India Undertaking)

Q3 FY 15-16 : Quarterly Performance Summary - Standalone

Rs Mn

TURNOVER	Q3 15-16	Q2 15-16	Q1 15-16	Q1 14-15	Q2 14-15	Q3 14-15	Q4 14-15
Consultancy – Domestic	1497.0	1634.7	1622.5	1,984.3	1,682.8	1,793.1	1,813.8
Consultancy - Overseas	881.5	925.8	628.0	396.4	521.7	552.0	735.6
Consultancy Total	2378.5	2560.5	2250.5	2,380.7	2,204.5	2,345.1	2,549.4
Turnkey	1305.2	1944.9	1654.6	1,974.2	1,701.9	1,638.2	2,336.0
Consultancy + Turnkey	3683.7	4505.4	3905.1	4,354.9	3,906.4	3,983.3	4,885.4
Other Income	616.0	604.1	686.4	692.9	723.7	515.4	799.1
Total Income	4299.7	5109.5	4591.5	5,047.8	4,630.1	4,498.7	5,684.5

SEGMENT PROFIT	Q3 15-16	Q2 15-16	Q1 15-16	Q1 14-15	Q2 14-15	Q3 14-15	Q4 14-15
Consultancy	396.8	671.4	415.7	633.2	562.3	627.4	642.1
Turnkey	181.7	71.3	62.9	120.0	-200.3	5.0	635.5
Total	578.5	742.7	478.6	753.2	362.0	632.4	1277.6

* Note: All figures are on standalone basis

9M FY 15-16 : Nine Monthly Performance Summary - Standalone

Rs Mn

TURNOVER	9M 15-16	9M 14-15	9M 13-14
Consultancy – Domestic	4754.2	5,460.2	7428.8
Consultancy - Overseas	2435.3	1,470.1	1024.4
Consultancy Total	7,189.5	6,930.3	8453.2
Turnkey	4,904.7	5,314.3	4834.5
Consultancy + Turnkey	1,2094.2	12,244.6	13287.7
Other Income	1,906.5	1,932.0	1641.0
Total Income	1,4000.7	14,176.6	14928.7

SEGMENT PROFIT	9M 15-16	9M 14-15	9M 13-14
Consultancy	1484.0	1822.9	4074.7
Turnkey	315.9	(75.3)	308.3
Total	1799.9	1747.6	4383.0

* Note: All figures are on standalone basis

Q3 & 9M FY 15-16 : Performance Summary - Standalone

Rs Mn

	Q3 15-16	Q2 15-16	Q1 15-16	Q1 14-15	Q2 14-15	Q3 14-15	Q4 14-15
PBT	950.3	1087.6	885.1	1,186.1	883.6	921.0	1684.9
PAT	620.9	695.0	568.0	804.1	587.8	599.2	1088.7
EPS	1.84	2.06	1.69	2.39	1.74	1.78	3.23

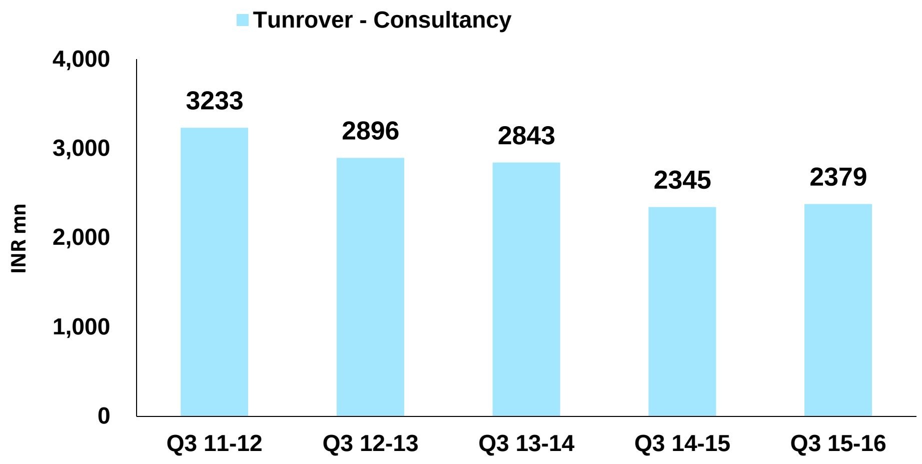
Rs Mn

	9M 15-16	9M 14-15	9M 13-14
PBT	2923.0	2,990.7	5557.0
PAT	1883.9	1,991.1	3762.1
EPS	5.59	5.91	11.17

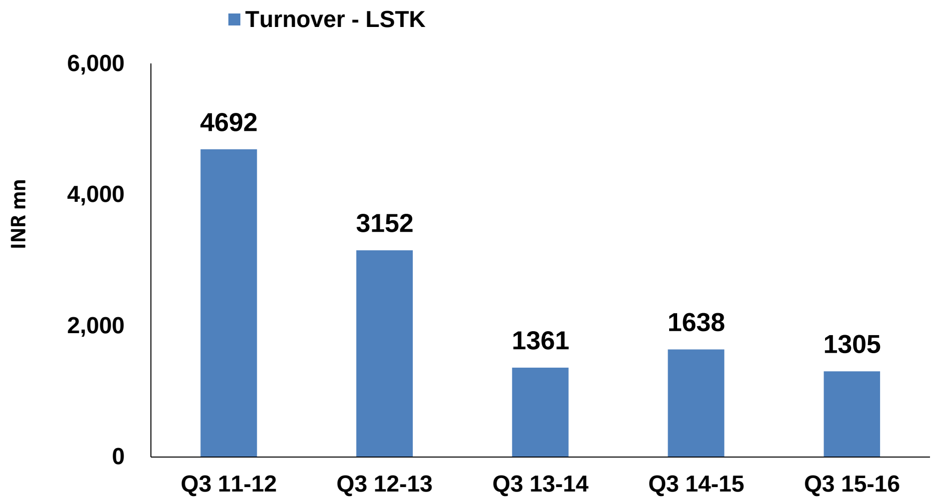
* Note: All figures are on standalone basis

Q3 FY 15-16 : Quarterly Performance - Standalone

Turnover - Consultancy

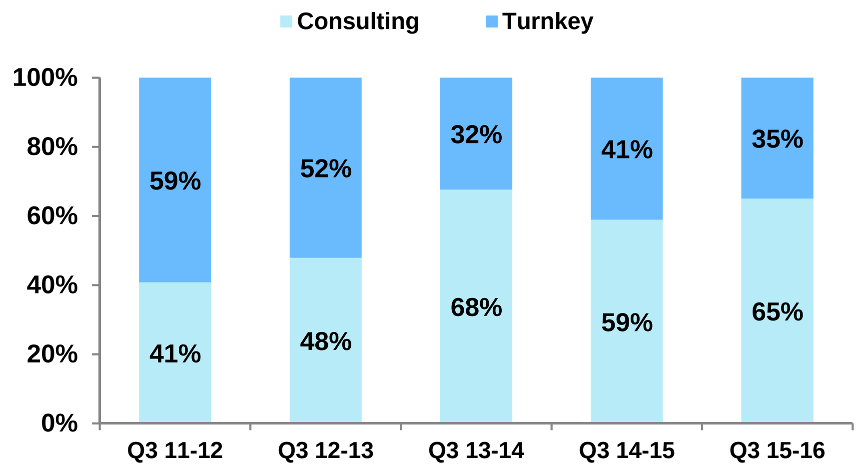


Turnover – Turnkey

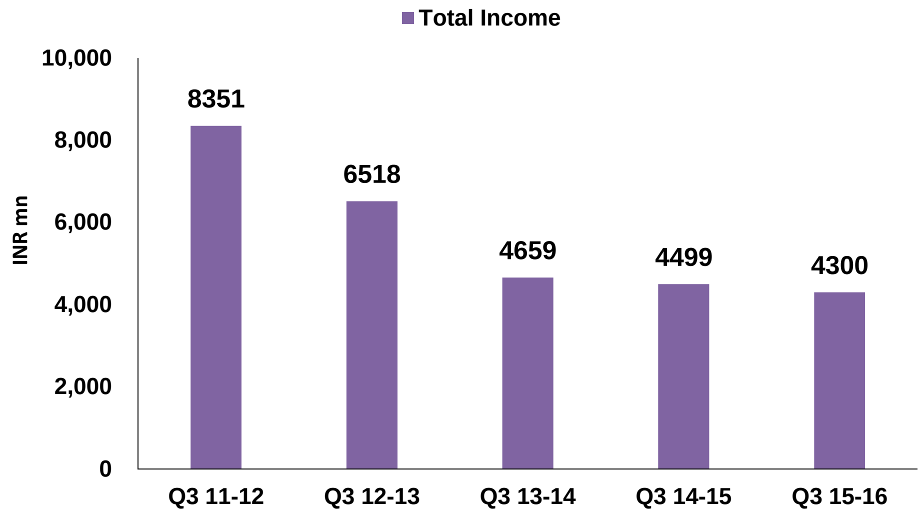


Note: All figures have been taken on standalone basis for EIL

Turnover Mix (Consultancy Vs Turnkey)

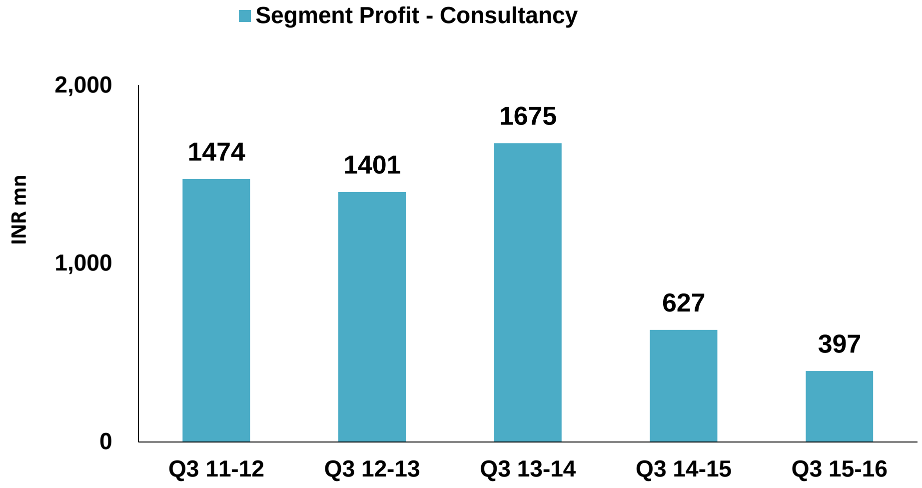


Total Income

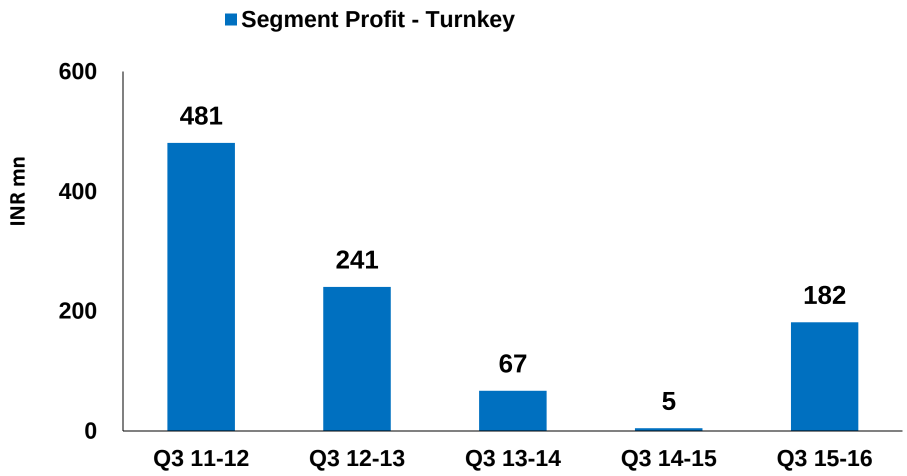


Q3 FY 15-16 : Quarterly Performance - Standalone

Segment Profit - Consultancy

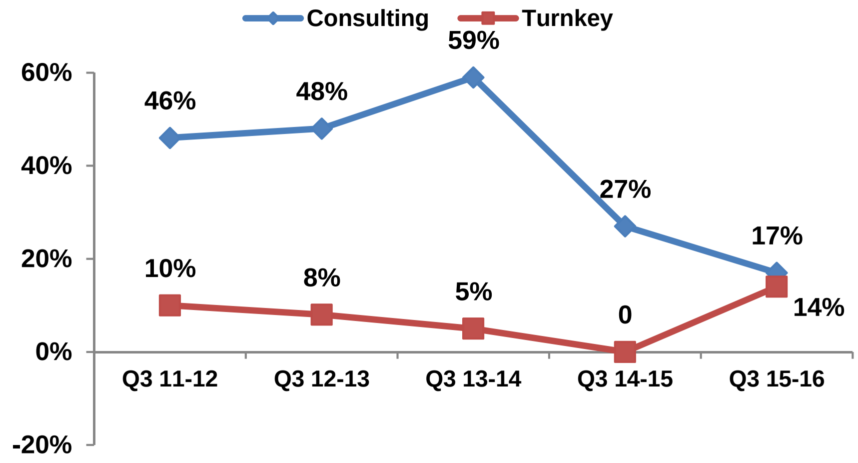


Segment Profit - Turnkey

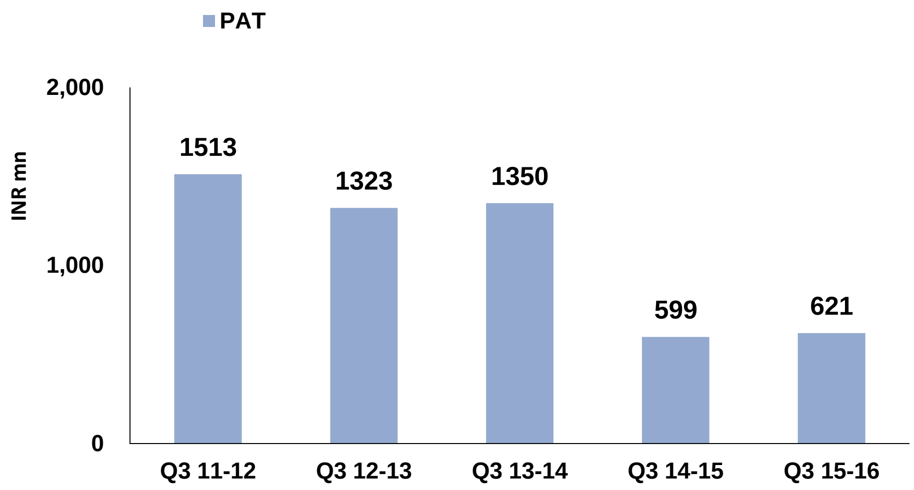


Note: All figures have been taken on a standalone for EIL

Segment Profit %

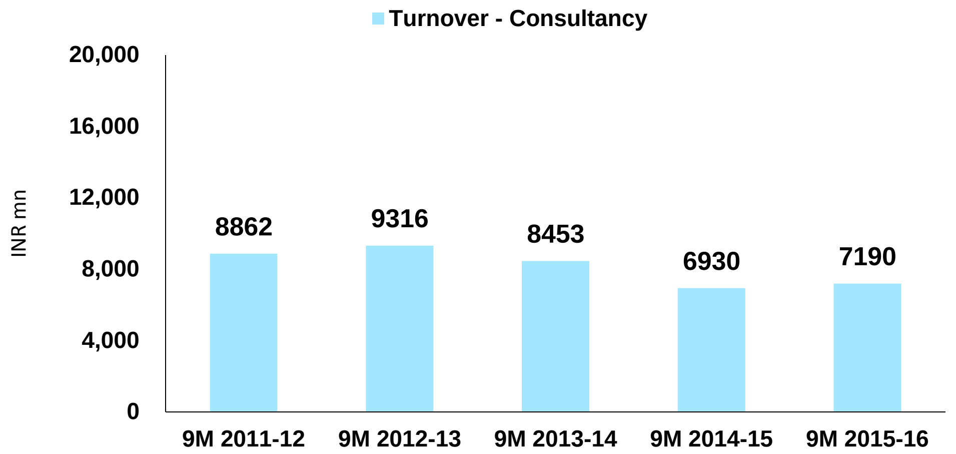


PAT

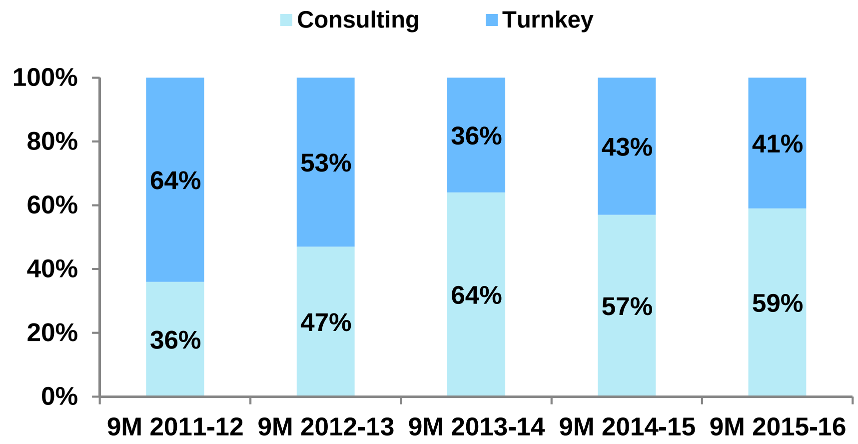


9M FY 15-16 : Nine Monthly Performance - Standalone

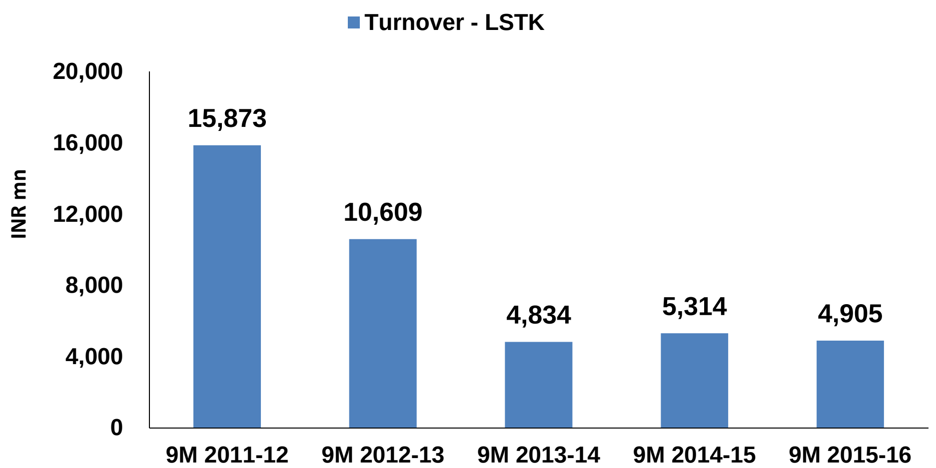
Turnover - Consultancy



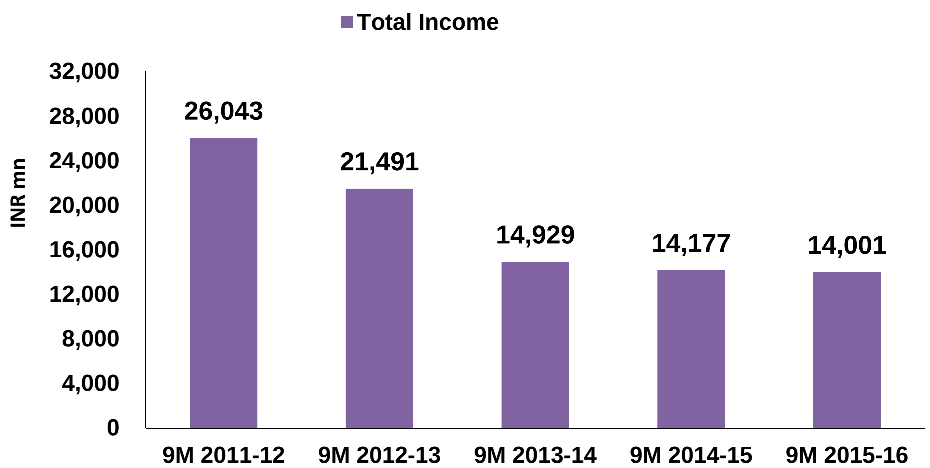
Turnover Mix (Consultancy Vs Turnkey)



Turnover – Turnkey



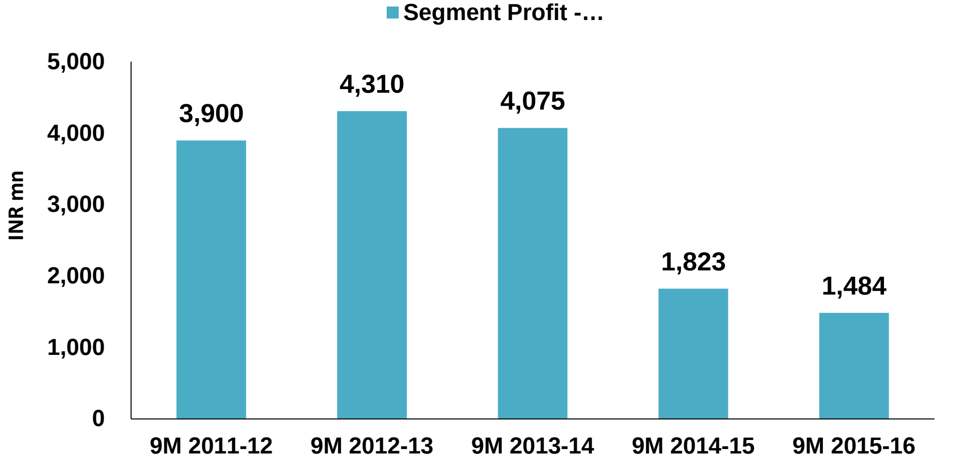
Total Income



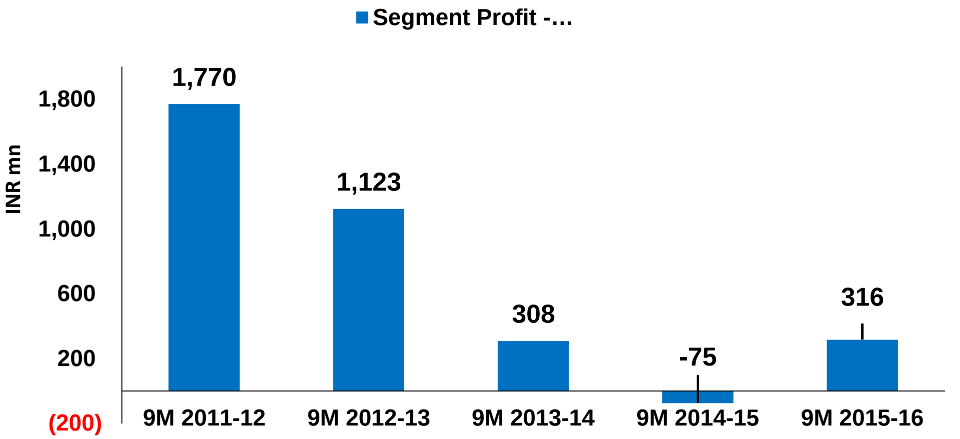
Note: All figures have been taken on standalone basis for EIL

9M FY 15-16 : Nine Monthly Performance - Standalone

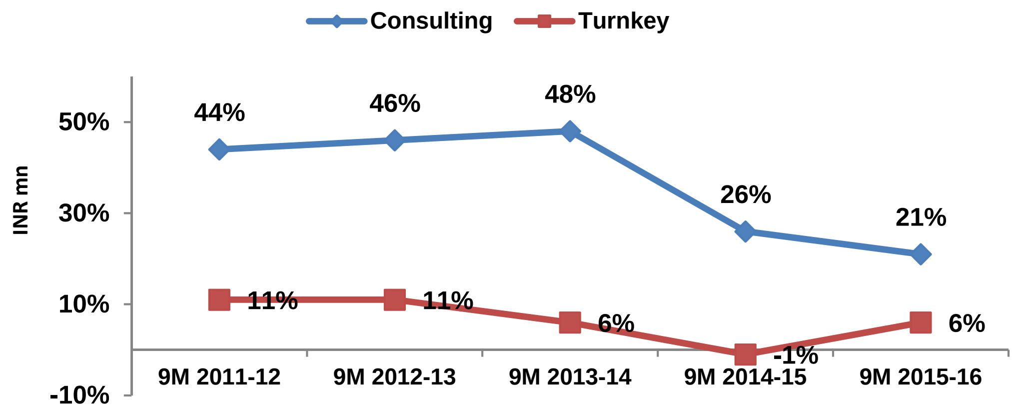
Segment Profit - Consultancy



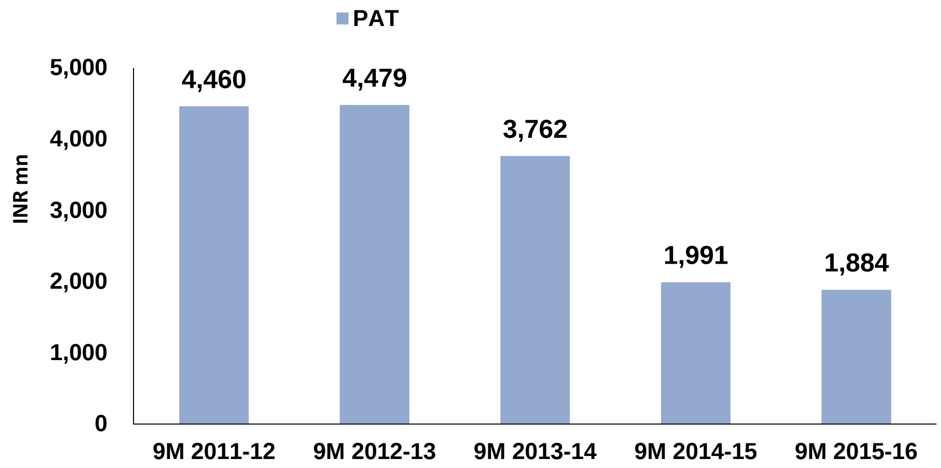
Segment Profit - Turnkey



Segment Profit %



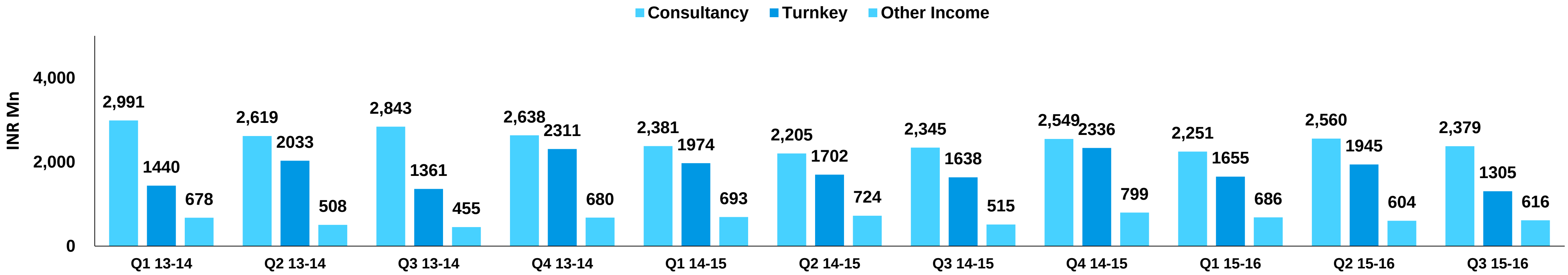
PAT



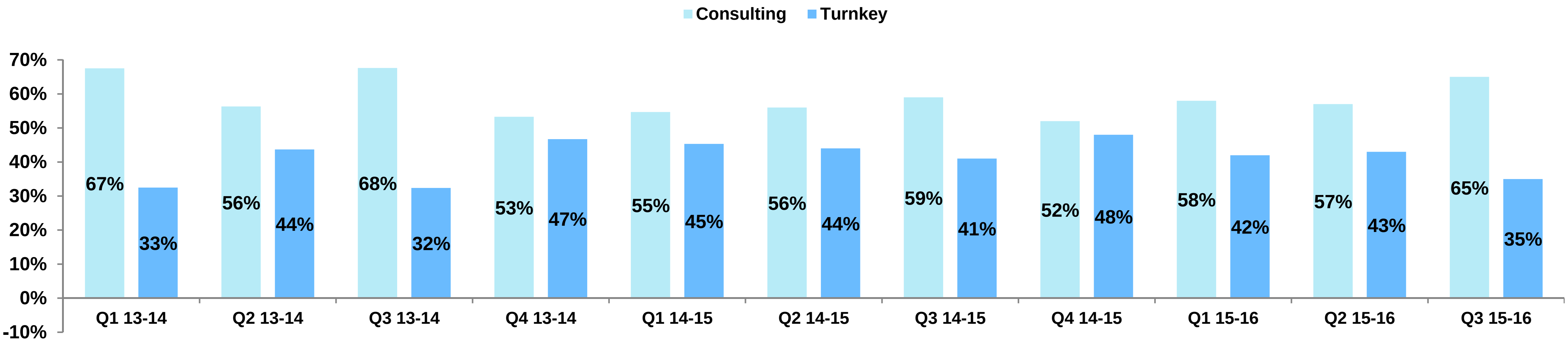
Note: All figures have been taken on a standalone for EIL

Quarterly Performance Track Record - Standalone

Total Income



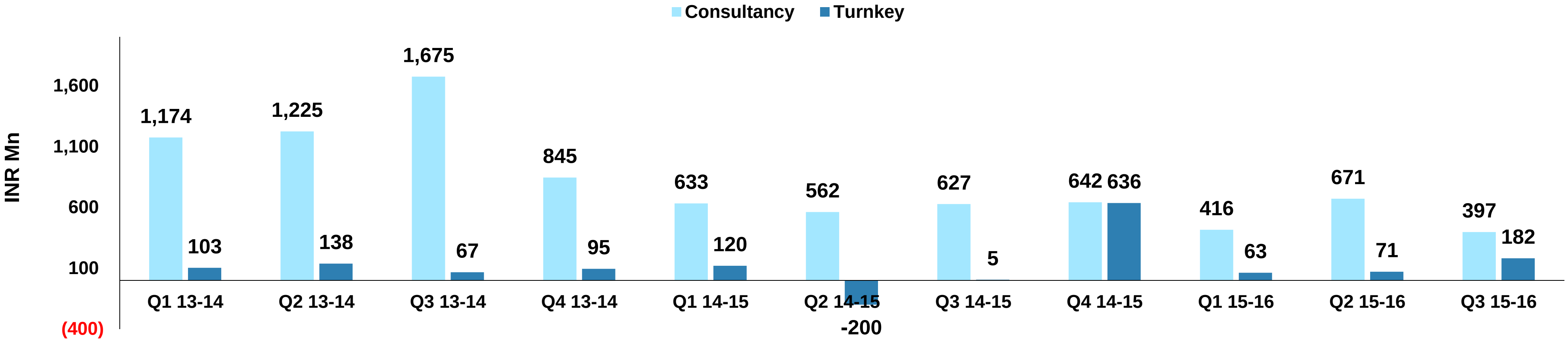
Revenue Mix (Consultancy Vs Turnkey)



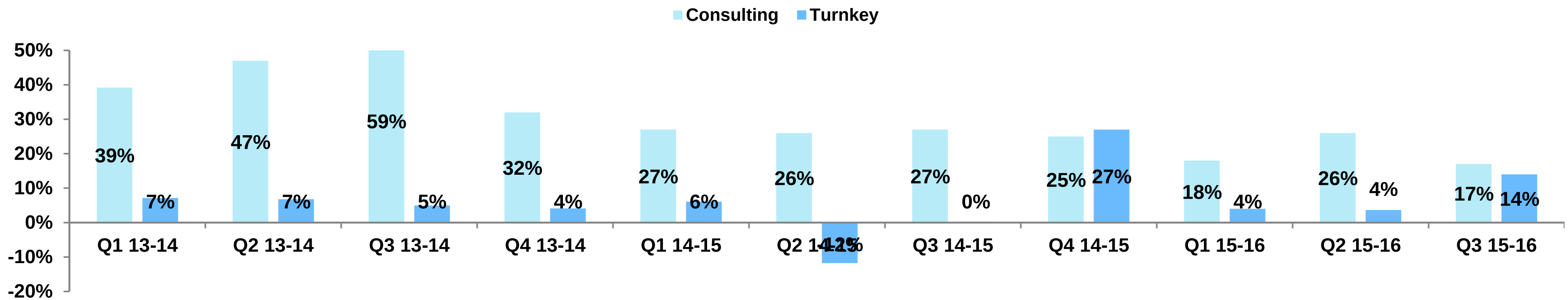
Note: All figures have been taken on a standalone for EIL

Quarterly Performance Track Record – Standalone

Segment Wise Operating Profit



Segment Wise Profit %



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

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Business Secured and Order Book

Q2 & H1 FY 15-16 : Business Secured and Order Book – Standalone

Rs Mn

Business Secured	9M 15-16	Q3 15-16	Q2 15-16	Q1 15-16	Q1 14-15	Q2 14-15	Q3 14-15	Q4 14-15
Consultancy (domestic)	5670	1954	978	2,738	1,247	1,785	535	2,537
Consultancy (overseas)	2520	15	318	2,187	11,705	67	714	48
Consultancy Total	8190	1969	1,296	4,925	12,952	1,851	1,249	2,585
Turnkey	0	0	0	0	0	2,000	1,850	570
Total Business secured	8190	1969	1,296	4,925	12,952	3,851	3,099	3,155

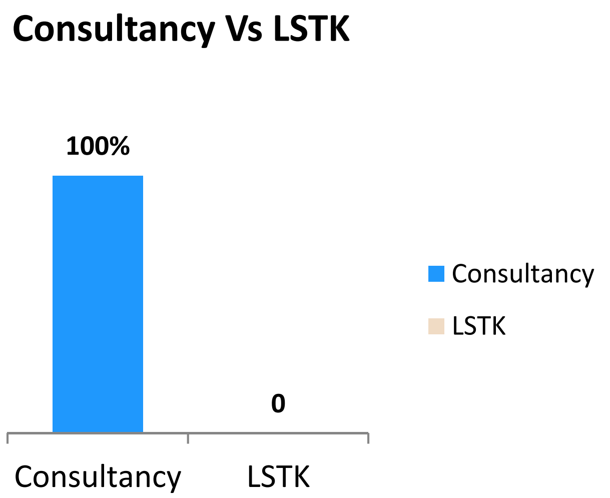
Rs Mn

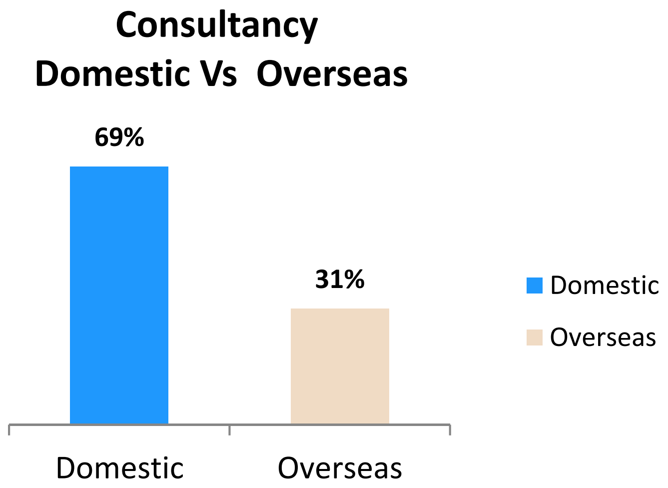
Order Book (Cumulative)	Q3 & 9M 15-16	Q2 & H1 15-16	Q1 15 - 16	FY 14-15	FY 13-14	FY 12-13	FY 11-12	FY 10-11
Consultancy	27150	26828	26,896	24,543	15,717	21,012	20,062	25,840
Turnkey	6560	7733	9,758	11,866	13,391	12,163	25,421	49,003
Total Order Book	33710	34561	36,654	36,409	29,108	33,175	45,483	74,843
Consultancy %	81%	78%	73%	67%	54%	63%	44%	35%
Turnkey %	19%	22%	27%	33%	46%	37%	56%	65%

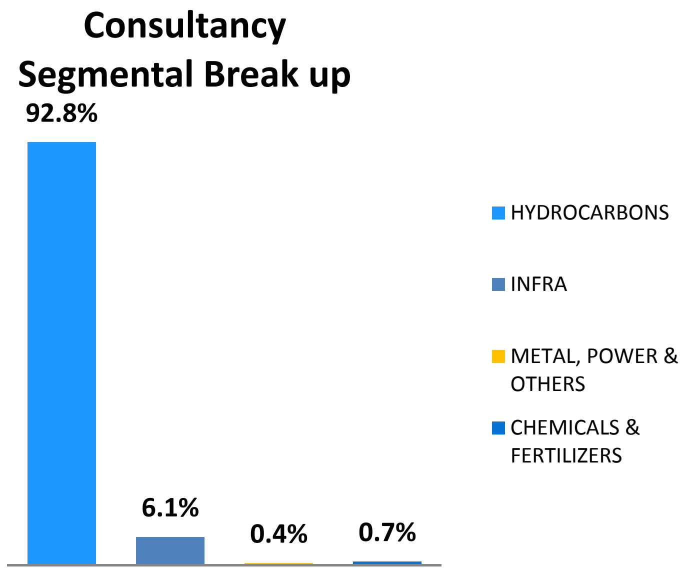
Note : Data on unconsolidated basis

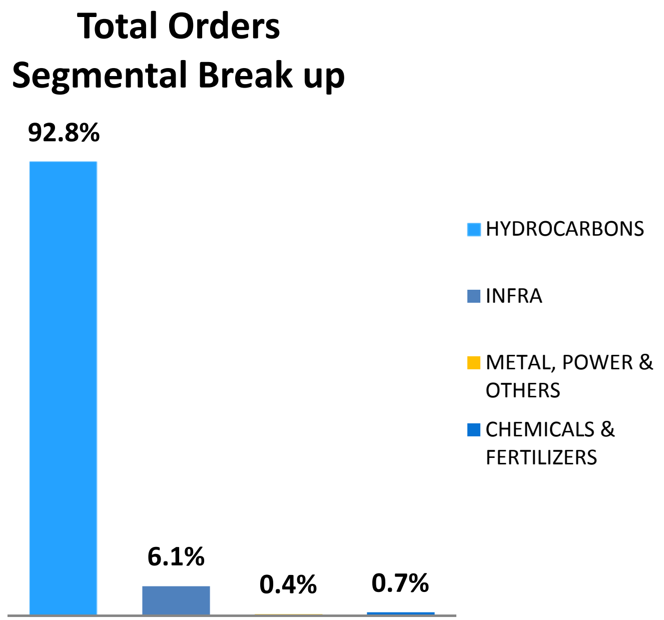
9M FY 15-16 : Orders Secured Break up - Standalone

9M FY 15-16 Statistics







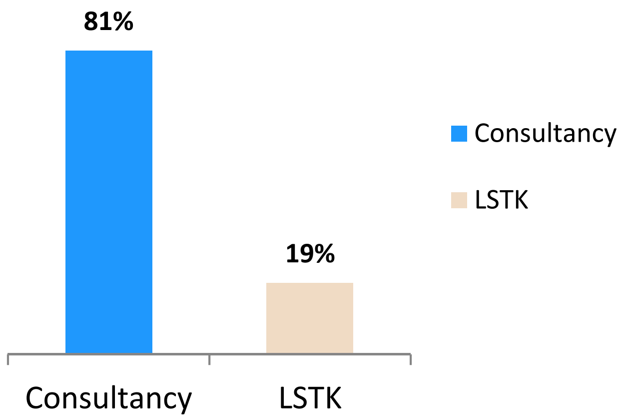


Note : Data on unconsolidated basis

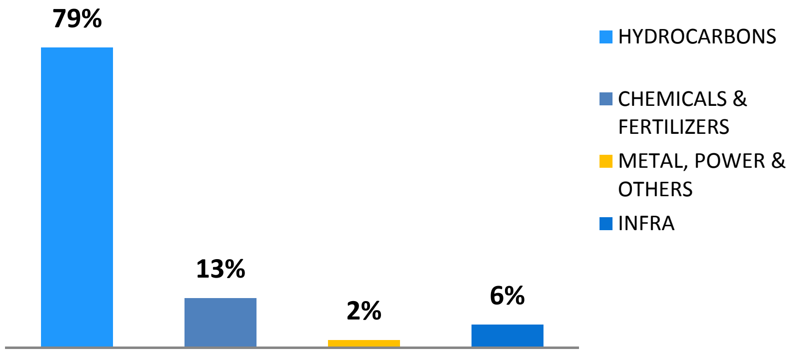
9M FY 15-16 : Order Book Break up - Standalone

9M FY 15-16 Statistics

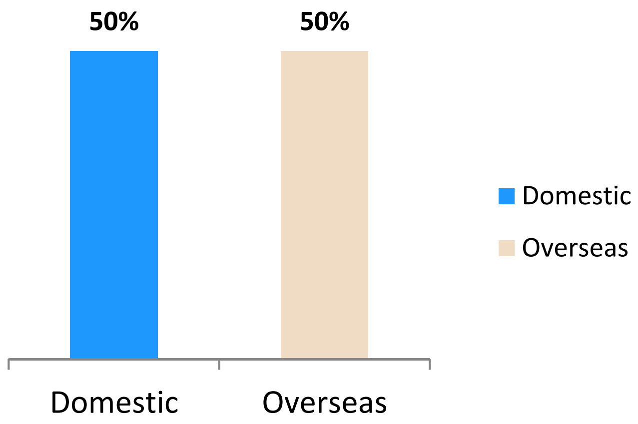
Consultancy Vs LSTK



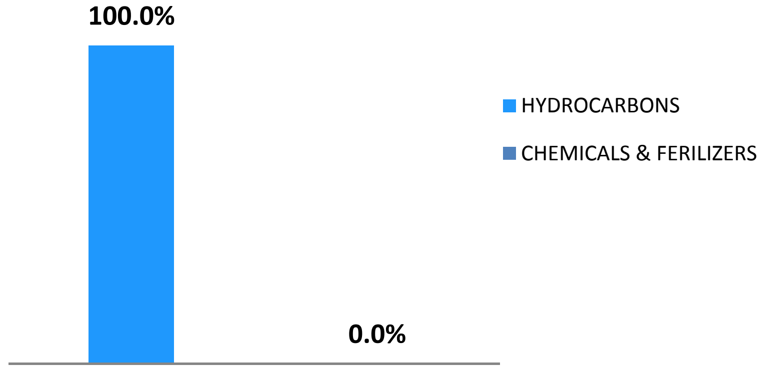
Consultancy Segmental Break up



Consultancy Domestic Vs Overseas



LSTK Segmental Break up



Note : Data on unconsolidated basis

Q3 FY 15-16 : Salient Orders Secured

Q3 FY 15-16

CONSULTANCY

Domestic

	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Bharat Petroleum	Project Management Consultancy Stage-2 (PMC-2) for Propylene Derivative Petrochemical Project (PDPP) at BPCL Kochi Refinery	Bharat Petroleum Corporation Limited (BPCL)	1500	Q3, FY15 -16	Q2, FY18-19
HMEL	Engineering and Project Management Consultancy for Mundra Bathinda Pipeline Capacity Expansion Project (MCEP)	HPCL-Mittal Energy Limited (HMEL)	155.34	Q3, FY15 -16	Q1, FY17-18
ऑयल इंडिया लिमिटेड Oil India Limited	EPMC Services for Construction of Effluent Treatment Plant at Tengakhat Assam	Oil India Limited (OIL)	72.30	Q3, FY15 -16	Q4, FY17-18

Q3 FY 15-16 : Salient Orders Secured

Q2 FY 15-16

CONSULTANCY

	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Delhi Jal Board	PMC services for implementation of NGT Orders	Delhi Jal Board (DJB)	487	Q2, FY15 -16	Q4, FY18 -19
	Project Management Consultant for Construction Of Fifth Oil Berth At Jawahar Dweep, Mumbai Harbour	Mumbai Port Trust	114	Q2, FY15 -16	Q3, FY18-19
Bharat Petroleum	EPCM-1 for Propylene Derivative Petrochemical Project (PDPP) of BPCL-KR	Bharat Petroleum Corporation Limited (BPCL)	110	Q2, FY15 -16	Q2, FY16-17
ओएनजीसी ONGC	Hiring of Consultancy Services for Integrity Check of Platforms under PRP-4 Project	Oil and Natural Gas Corporation (ONGC)	74	Q2, FY15 -16	Q2, FY17-18
Overseas					
DANGOTE	400,000 BPSD Refinery and 600,000 TPA Polypropylene Plant at Lekki Free Trade Zone, Nigeria-Change Order for additional scope of services	Dangote Oil Refining Company	300	Q2, FY15 -16	Q3, FY17-18

Q3 FY 15-16 : Salient Orders Secured

Q1 FY : 15-16

CONSULTANCY

	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
	Diesel Hydro-treater (DHT) and Associated Facilities at BPCL, Mumbai Refinery	Bharat Petroleum Corporation Limited (BPCL)	1250	Q1, FY15 -16	Q3, FY17 -18
	EPCM services for DHDT Project of Numaligarh Refinery	Numaligarh Refinery Limited (NRL)	800	Q1, FY15 -16	Q3, FY17 -18
	Project Management Consultancy (PMC) Services (Phase-I) for Revamp and Capacity Enhancement Project of BORL Refinery	Bharat Oman Refinery Limited (BORL)	198	Q1, FY15 -16	Q4, FY15 -16
	Pre-Project activities for Vizag Refinery Modernization Project	Hindustan Petroleum Corporation Limited (HPCL)	149	Q1, FY15 -16	Q1, FY16 -17
Overseas					
	PMC Services for AL Dabbiyah ASR Gas Development Project	ADCO	1322	Q1, FY15 -16	Q4, FY19 -20
	Additional Services on EPCM Basis for Rehabilitation & Adaptation of Algiers Refinery-Change Order	Sonatrach	404	Q1, FY15 -16	Q1, FY16 -17
	Consultancy Services for Cost estimation for KBR FEED, Optimization of Configuration & Crude Mix & Additional ITBs for Process Units, Marine Terminals and O&U	Sonangol	225	Q1, FY15 -16	Q3, FY15 -16
	PMA Services for Improvement of Fire Fighting Facilities at Abu Dhabi Refinery	Takreer	199	Q1, FY15 -16	Q4, FY18-19

3

Annual Performance Summary

Annual Performance Summary – Standalone

Standalone

Rs Mn

TURNOVER	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09
Consultancy	**9,480**	11,091	12,342	12,073	11,279	10,553	8,246
Turnkey	**7,650**	7,145	12,717	24,914	16,953	9,385	7,079
Consultancy + Turnkey	**17,130**	18,236	25,060	36,987	28,233	19,938	15,325
Other Income	**2,731**	2,321	2618	2175	1504	1824	2148
Total Income	**19,861**	20,557	27678	39161	29737	21762	17473

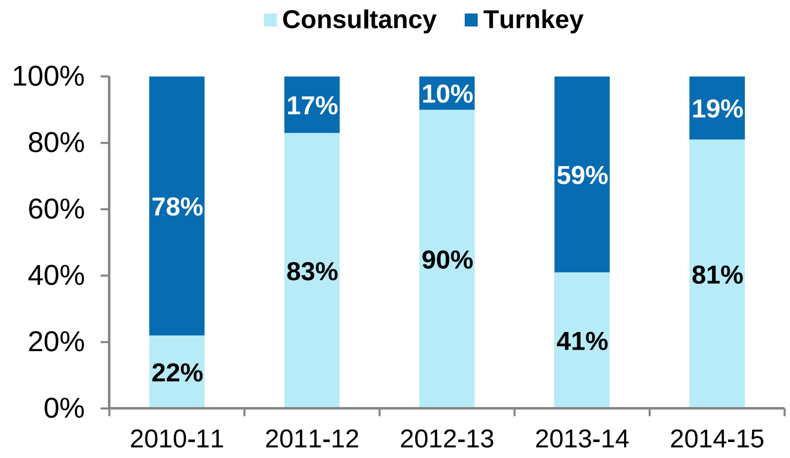
SEGMENT PROFITS	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09
Consultancy	**2279**	4,920	5,646	5,255	4,965	4,255	3067
Turnkey	**560**	403	1,275	2,452	1,958	920	310
Consultancy %	**24%**	44%	46%	44%	44%	40%	37%
Turnkey %	**7%**	6%	10%	10%	12%	10%	4%

PAT	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09
PAT	3080	4798	6286	6363	5225	4356	3445
PAT %	18%	26%	25%	17%	19%	22%	22%

Annual Business Secured and Order Book – Standalone

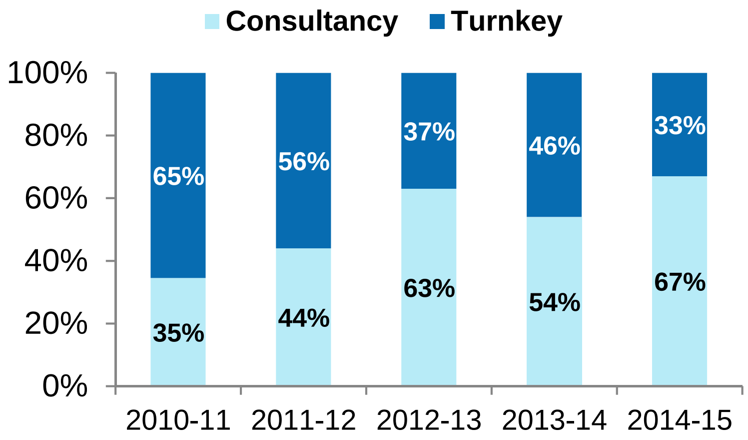
Rs Mn

Business Secured	FY 14-15	FY 13-14	FY 12-13	FY 11-12	FY 10-11
Consultancy (domestic)	6,103	4,073	11,573	5,072	8,364
Consultancy (overseas)*	12,533	696	1,386	1,217	362
Consultancy Total	18,636	4,768	12,959	6,289	8,726
Turnkey	4,420	6,779	1,425	1,297	31,821
Total Business secured	23,057	11,547	14,384	7,586	40,547



Rs Mn

Order Book	March 15	March 14	March 13	March 12	March 11
Consultancy *	24,543	15,717	21,012	20,062	25,840
Turnkey	11,866	13,391	12,163	25,421	49,003
Total Order Book	36,409	29,108	33,175	45,483	74,843
Consultancy %	67%	54%	63%	44%	35%
Turnkey %	33%	46%	37%	56%	65%



Note : Data on unconsolidated basis

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