



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

Investor Presentation

3rd Quarter Results : FY 19-20

5th February 2020

Page #

1

Financial Performance - Q3 and 9 Monthly

3

2

Business Secured and Order Book

13

3

Annual Performance Summary

20



1

Financial Performance – Q3 and 9 Monthly

Q3 FY 19-20 : Quarterly Performance Summary - Standalone



Rs Mn

TURNOVER	Q3 19-20	Q2 19-20	Q1 19-20	Q1 18-19	Q2 18-19	Q3 18-19	Q4 18-19
Consultancy – Domestic	2784.5	2898.1	3024.0	2790.2	2889.5	2950.1	3066.4
Consultancy – Overseas	866.6	641.9	1421.5	433.0	434.4	475.1	456.0
Consultancy Total	3651.1	3540.0	4445.5	3223.2	3323.9	3425.2	3522.4
Turnkey	5255.1	3697.3	2903.5	2510.0	3490.2	2344.8	2603.6
Consultancy + Turnkey	8906.2	7237.3	7349.0	5733.2	6814.1	5770.0	6126.1
Other Income	657.0	655.3	582.9	521.9	614.3	518.6	596.0
Total Income	9563.2	7892.6	7931.9	6255.1	7428.4	6288.6	6722.1
SEGMENT PROFIT	Q3 19-20	Q2 19-20	Q1 19-20	Q1 18-19	Q2 18-19	Q3 18-19	Q4 18-19
Consultancy	901.9	968.4	1745.5	899.9	964.0	1018.7	1011.1
Turnkey	159.6	285.2	79.3	147.3	174.9	142.6	163.1
Total	1061.5	1253.6	1824.8	1047.2	1138.9	1161.3	1174.3

Note: All figures are on standalone basis

9M FY 19-20 : Nine Monthly Performance Summary - Standalone



Rs Mn

TURNOVER	9M 19-20	9M 18-19	9M 17-18
Consultancy – Domestic	8706.4	8629.8	8682.2
Consultancy - Overseas	2930.1	1342.5	1738.0
Consultancy Total	11636.5	9972.3	10420.2
Turnkey	11855.9	8345.0	2358.5
Consultancy + Turnkey	23492.4	18317.3	12778.7
Other Income	1895.3	1654.7	1315.7
Total Income	25387.7	19972.1	14094.4

SEGMENT PROFIT	9M 19-20	9M 18-19	9M 17-18
Consultancy	3615.9	2882.6	3406.3
Turnkey	524.2	464.7	632.7
Total	4140.1	3347.4	4039.0

Note: All figures are on standalone basis

Q3 & 9M FY 19-20 : Performance Summary - Standalone



Rs Mn

	Q3 19-20	Q2 19-20	Q1 19-20	Q1 18-19	Q2 18-19	Q3 18-19	Q4 18-19
PBT	1452.8	1663.1	1917.1	1328.3	1468.3	1411.4	1466.9
PAT	1086.7	677.5	1241.0	866.2	977.7	907.7	949.0
EPS	1.72	1.08	1.96	1.37	1.55	1.43	1.51

Rs Mn

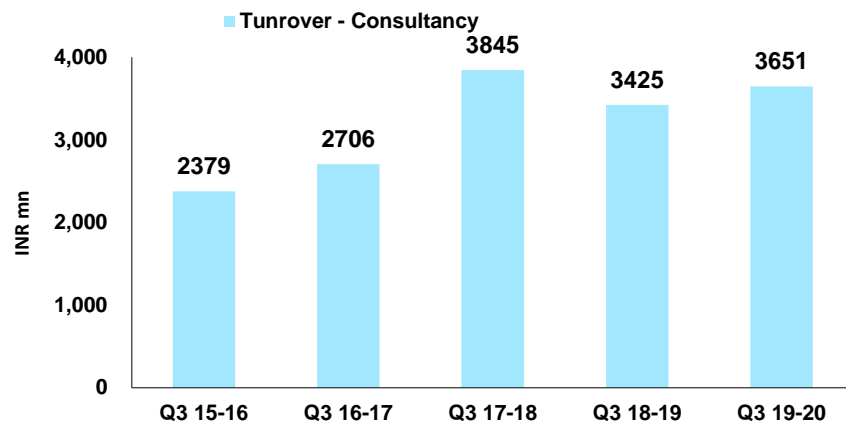
	9M 19-20	9M 18-19	9M 17-18
PBT	5032.9	4208.1	4688.4
PAT	3005.2	2751.6	3089.6
EPS	4.76	4.35	4.73

Note: All figures are on standalone basis

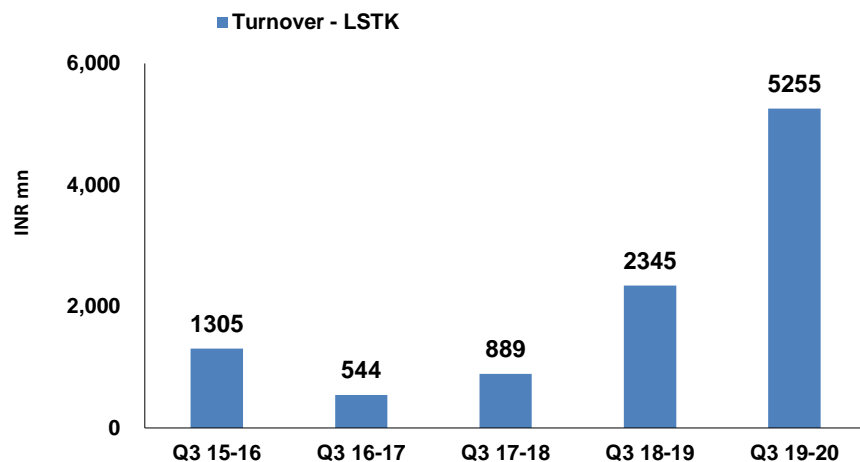
Q3 FY 19-20 : Quarterly Performance - Standalone



Turnover - Consultancy

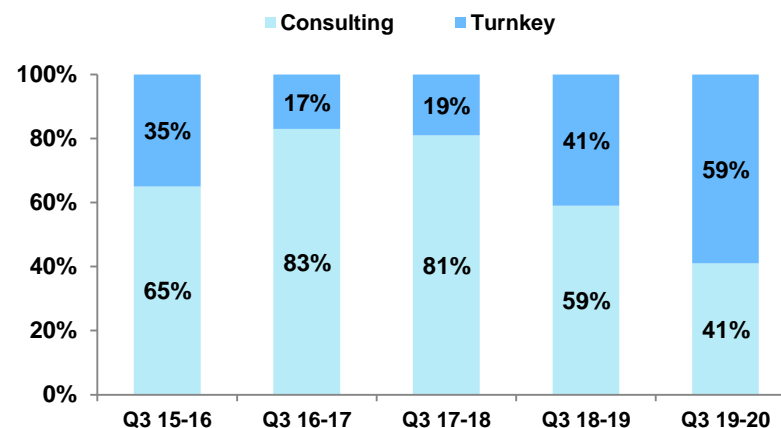


Turnover – Turnkey

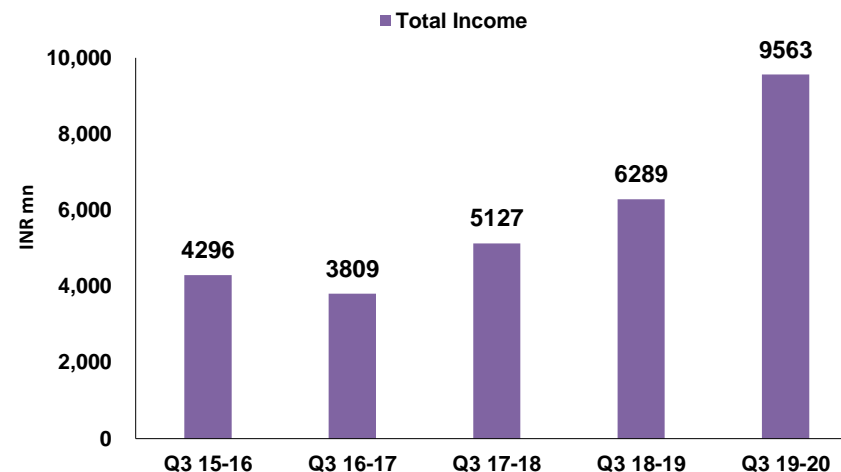


Note: All figures are on standalone basis

Turnover Mix (Consultancy Vs Turnkey)



Total Income

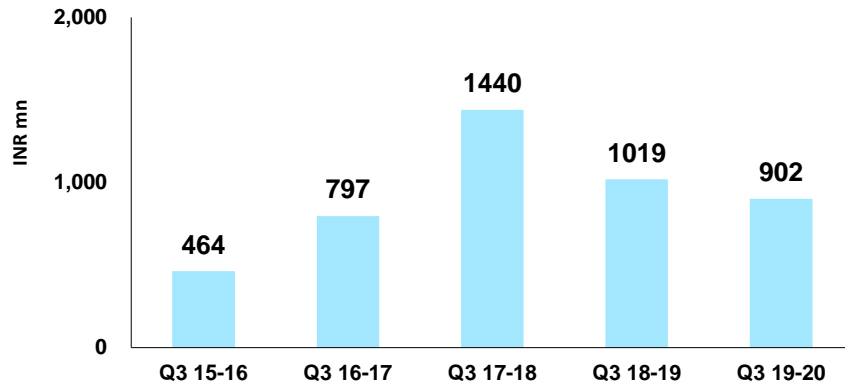


Q3 FY 19-20 : Quarterly Performance - Standalone



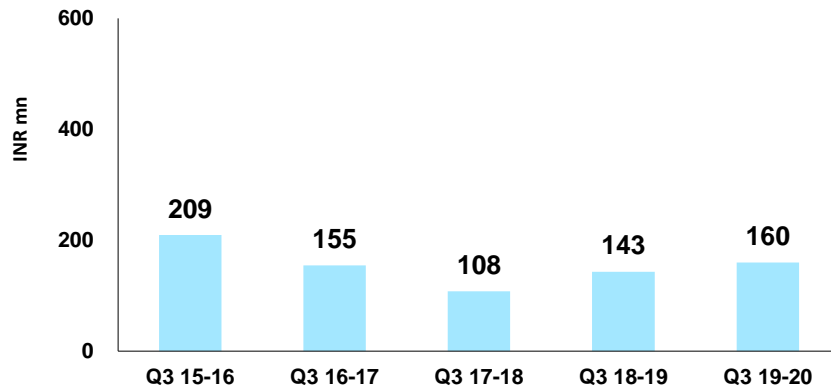
Segment Profit - Consultancy

■ Segment Profit - Consultancy



Segment Profit - Turnkey

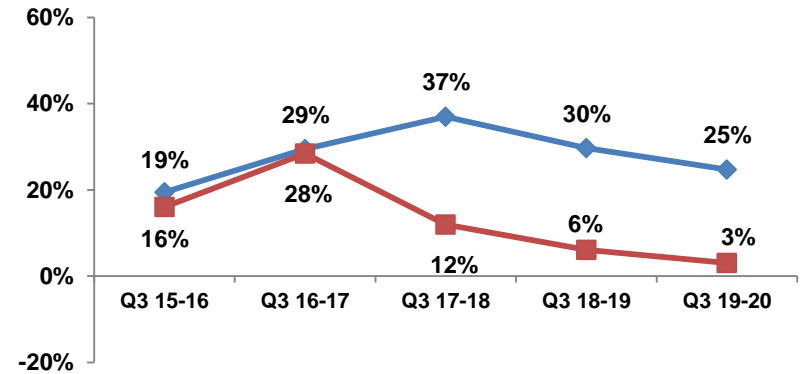
■ Segment Profit - Turnkey



Note: All figures are on standalone basis

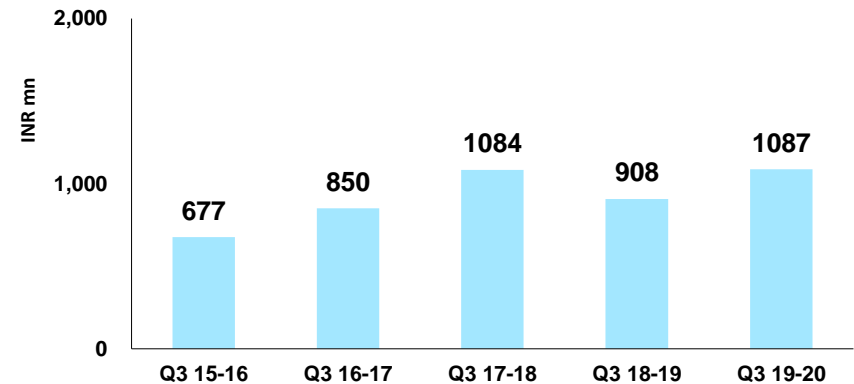
Segment Profit %

— Consulting — Turnkey



PAT

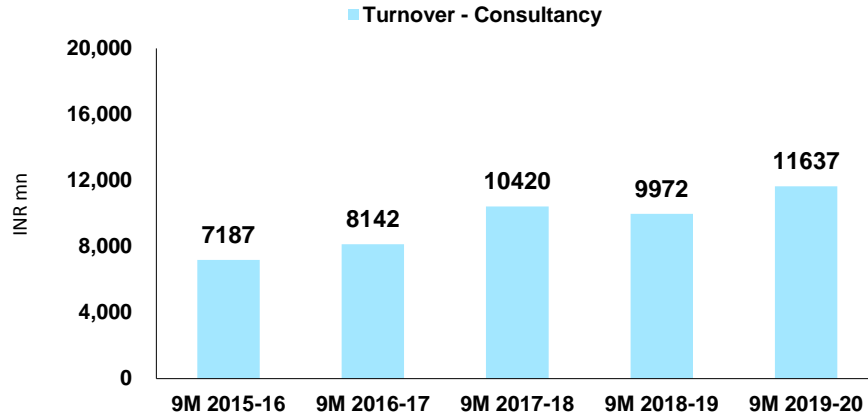
■ PAT



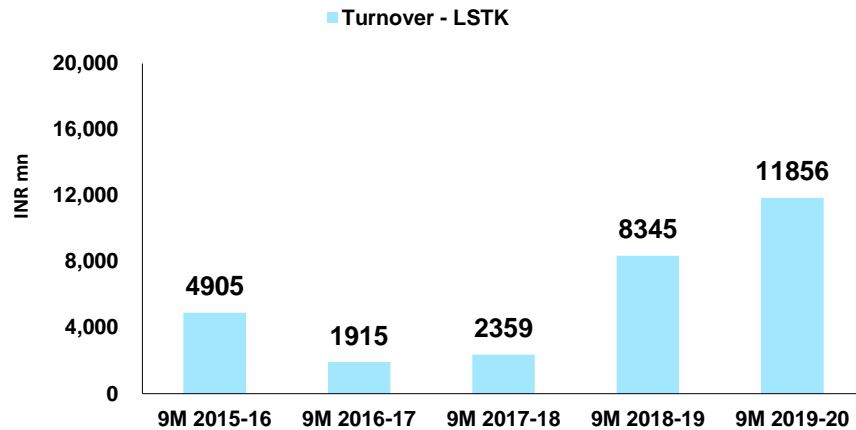
9M FY 19-20 : Nine Monthly Performance - Standalone



Turnover - Consultancy

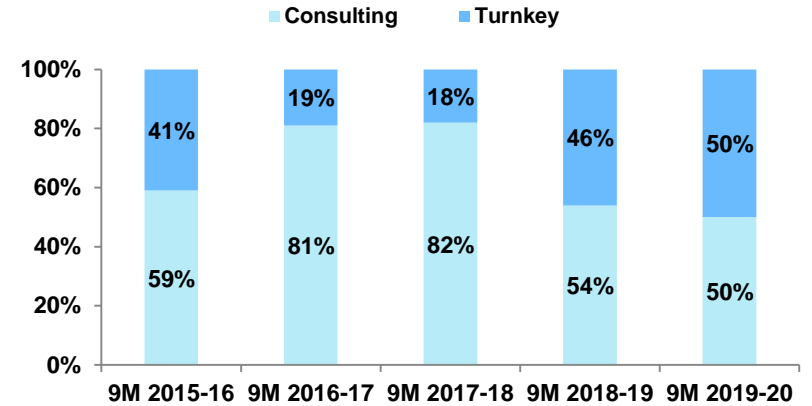


Turnover – Turnkey

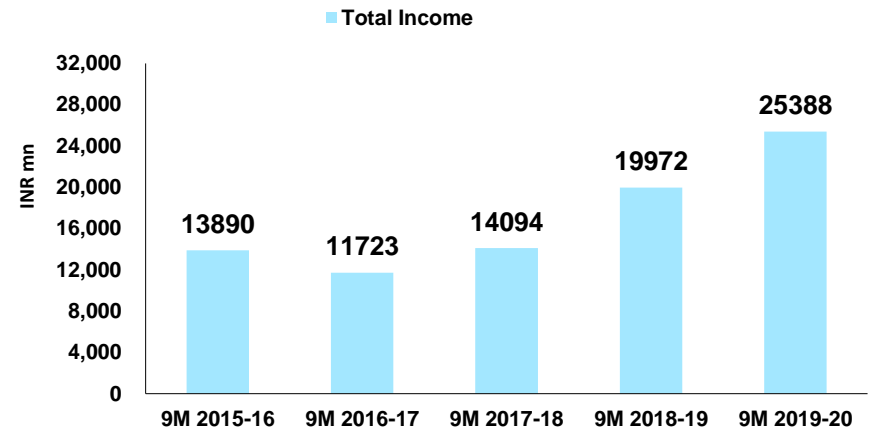


Note: All figures are on standalone basis

Turnover Mix (Consultancy Vs Turnkey)



Total Income

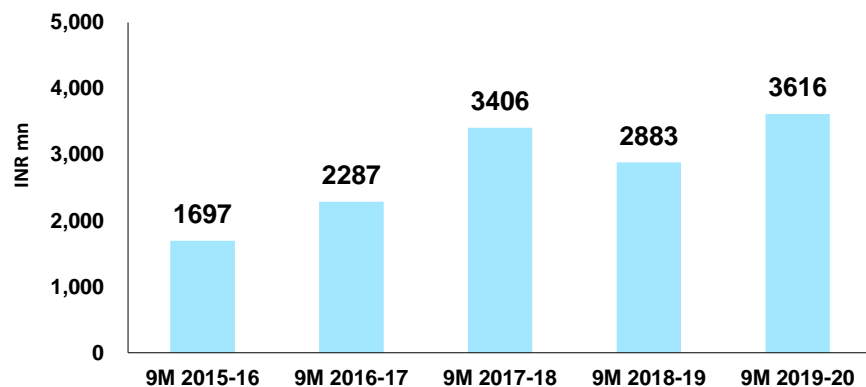


9M FY 19-20 : Nine Monthly Performance - Standalone

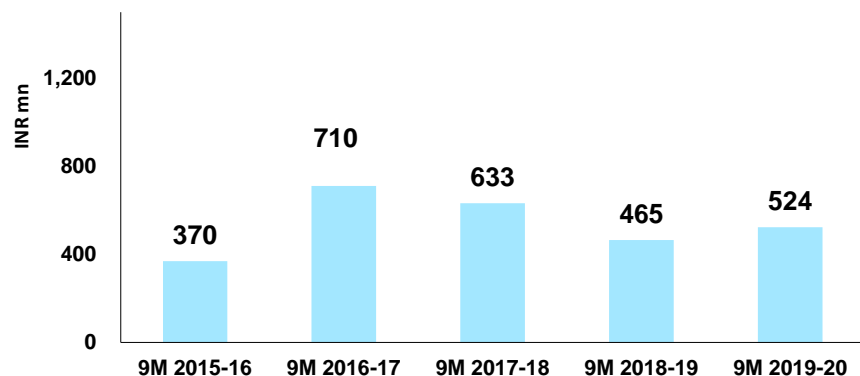


Segment Profit - Consultancy

■ Segment Profit -...

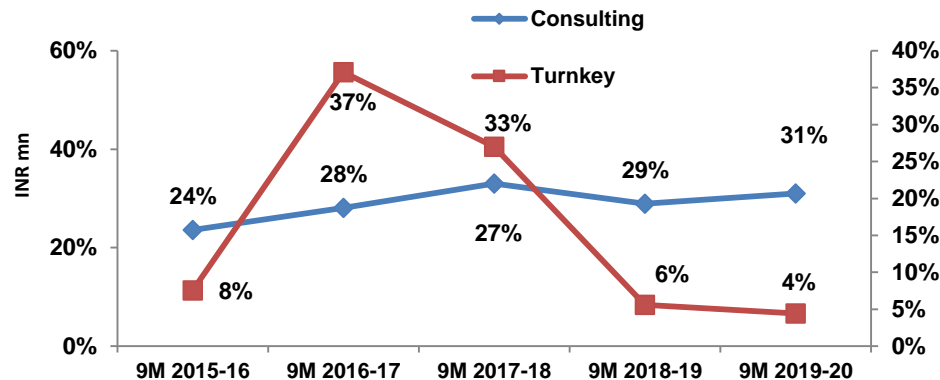


Segment Profit - Turnkey

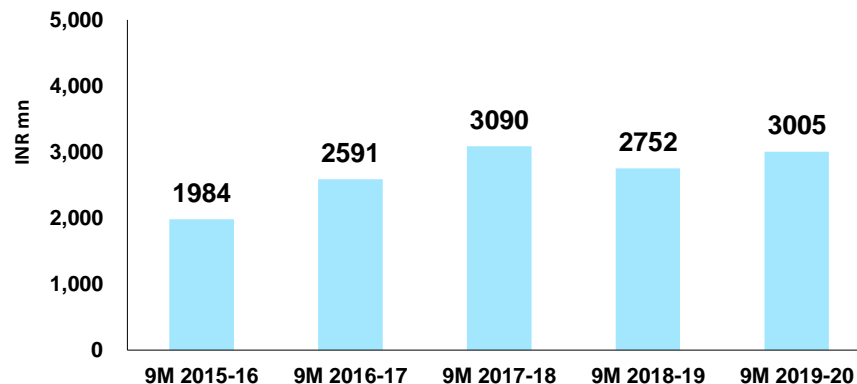


Note: All figures are on standalone basis

Segment Profit %



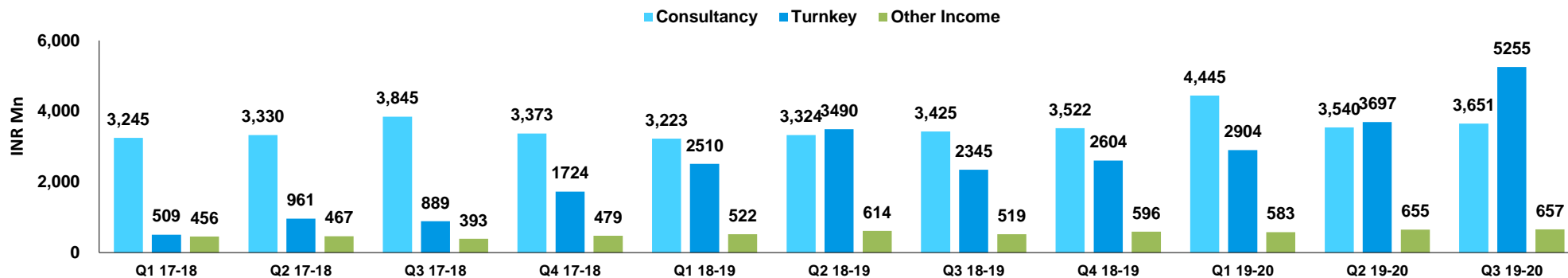
PAT



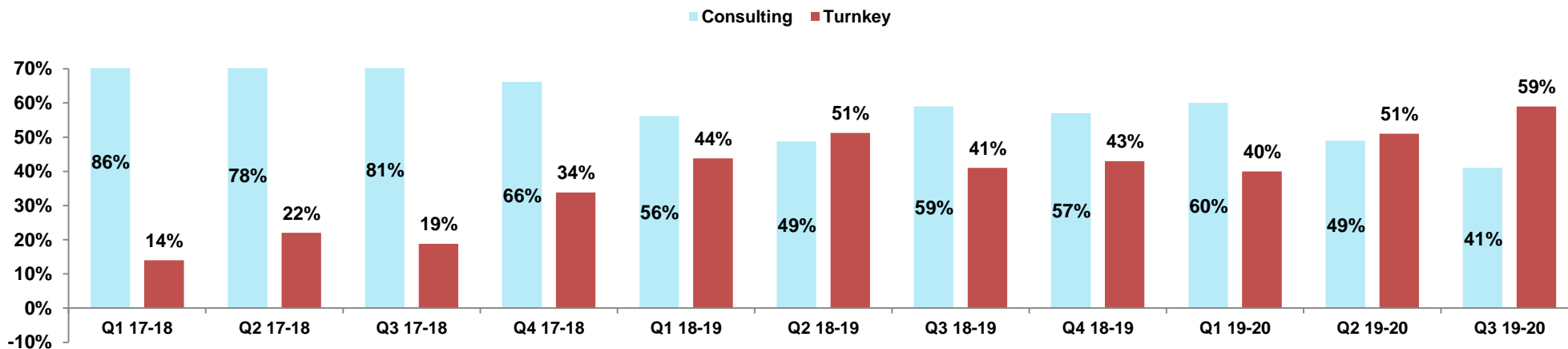
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)

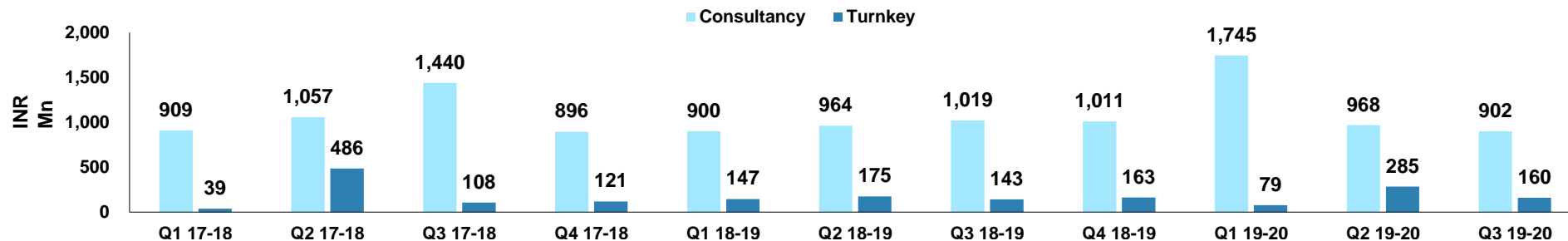


Note: All figures are on standalone basis

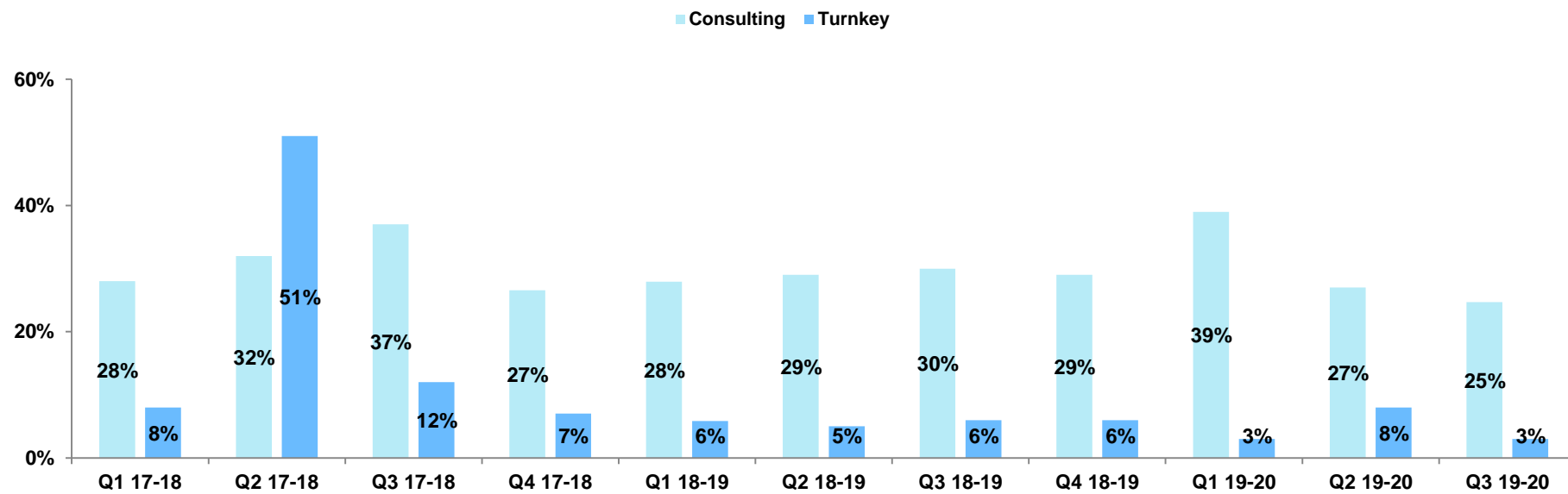
Quarterly Performance Track Record – Standalone



Segment Wise Operating Profit



Segment Wise Profit %



Note: All figures are on standalone



2

Business Secured and Order Book

Q3 & 9M FY 19-20 : Business Secured and Order Book – Standalone



Rs Mn

Business Secured	9M 19-20	Q3 19-20	Q2 19-20	Q1 19-20	Q1 18-19	Q2 18-19	Q3 18-19	Q4 18-19
Consultancy (domestic)	6,735	3,278	1,506	1,951	359	13,116	487	980
Consultancy (overseas)	7,975	329	161	7,485	473	85	291	62
Consultancy Total	14,710	3,607	1,667	9,436	832	13,201	778	1,042
Turnkey	0	0	0	0	0	42,922	130	0
Total Business secured	14,710	3,607	1,667	9,436	832	56,123	908	1,042

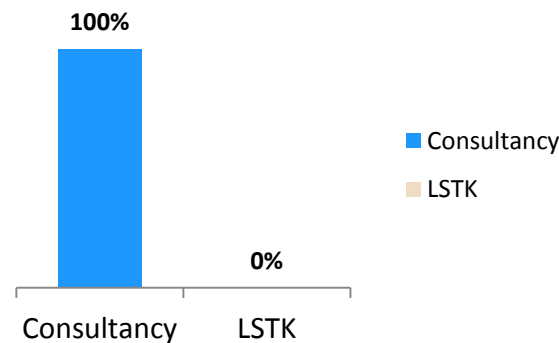
Rs Mn

Order Book (Cumulative)	9M 19-20	H1 19-20	Q1 19 -20	As on March 19	As on March 18	As on March 17	As on March 16
Consultancy	46,030	46,770	48,320	43,124	41,739	40,208	30,100
Turnkey	55,610	60,820	65,970	68,763	36,992	37,411	7,786
Total Order Book	101,640	107,590	114,290	1,11,887	78,731	77,619	37,887
Consultancy %	45%	43%	42%	39%	53%	52%	79%
Turnkey %	55%	57%	58%	61%	47%	48%	21%

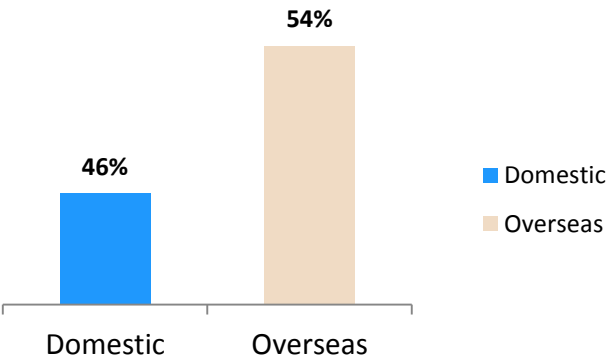
Note : Data on unconsolidated basis



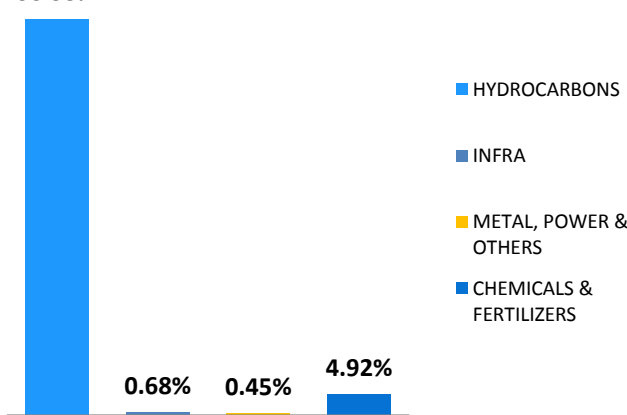
Consultancy Vs LSTK



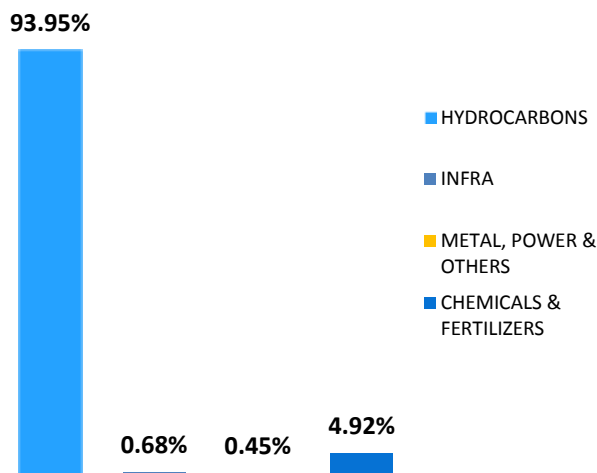
Consultancy Domestic Vs Overseas



Consultancy Segmental Break up



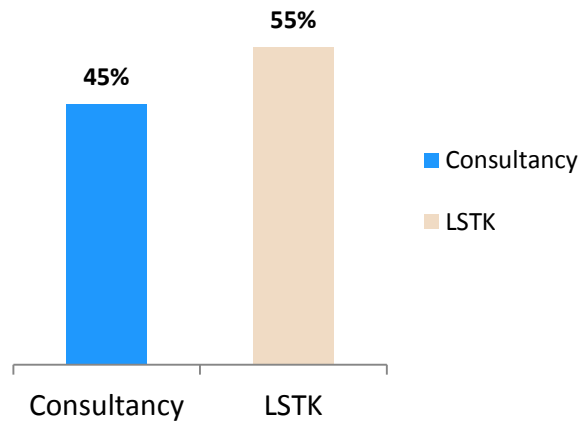
Total Orders Segmental Break up



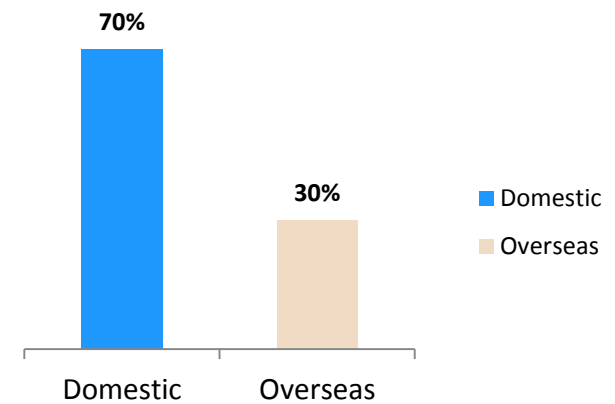
Note : Data on unconsolidated basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



Note : Data on unconsolidated basis

Q3 FY 19-20 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	EPCM Services For Inter-Connecting Pipe Rack In Phase-III Complex (Earlier on Go-Ahead Basis, now formally awarded)	Mangalore Refinery and Petrochemicals Limited (MRPL)	99.70	Aug 2019 (Considered in Oct 2019)	Apr 2020
Consultancy	EPCM Services for Crude Oil Terminal (COT) at Paradip, Paradip Numaligarh Crude Oil Pipeline (PNCPL) and NRL Siliguri Product Pipeline (NSPPL)	Numaligarh Refinery Limited (NRL)	1857.59	Aug 2019	Jul 2023
Consultancy	Project Management Consultancy Services for LPG Cavern at Mangalore	Hindustan Petroleum Corporation Limited (HPCL)	883.39	Oct 2019	Oct 2024
Consultancy	Consultancy Services for Delayed Coker Unit & allied facilities under Distillate Yield Improvement (Additional Change Order)	Indian Oil Corporation Limited (IOCL)	51.49	Apr 2014 (Considered in Oct 2019)	Jun 2018
Consultancy	EPCM Services for Western Gateway Project Early Production facilities (Additional Change Order)	Western Concessions Pvt. Ltd. (Formerly known as H-Energy Gateway Pvt. Ltd.)	55.40	Oct 2019	Mar 2020
Consultancy	PMC Services for Construction of Data Centre, Office Complex & Residential Complex (Additional Change Order)	Unique Identification Authority of India (UIDAI)	94.94	Apr 2019 (Considered in Dec 2019)	Aug 2021
Overseas					
Consultancy	FEED for Power Supply Re-arrangement of 11 KV Distribution Network FED from SS-0 by constructing new 132/33/11KV substation at Ruwais Refinery East	ADNOC Refining, UAE	54.60	Nov 2019	Sep 2020
Consultancy	FEED for Automatic Overfilling Protection (AOP) and Flammable Gas Detectors for HC Tanks in ADNOC Refining Locations	ADNOC Refining, UAE	206.16	Dec 2019	Mar 2021

Q2 FY 19-20 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	EPCM Consultancy Services for 60 KTA Poly Propylene Unit at Pata	GAIL India Ltd	640.60	Jul 2019	Jan 2023
Consultancy	Primary Project Management Consultancy (PPMC) Services for Balance Jobs of Dabhol LNG Terminal of M/s. Konkan LNG Pvt. Ltd. (Earlier on Go-Ahead Basis, now formally awarded)	GAIL India Ltd	242.89	Jul 2019	Feb 2022
Consultancy	Know how, BDEP and Detailed Engg. of Coke Drum & Heater for Revamp of Coker -B Unit at Barauni Refinery (Earlier on Go-Ahead Basis, now formally awarded)	Indian Oil Corporation Limited (IOCL)	142.50	Jul 2019	Jul 2020
Consultancy	EPCM-II Services for BS-VI MS Block Project (MSBP) at BPCL Kochi Refinery (Additional Change Order)	Bharat Petroleum Corporation Limited (BPCL)	124.98	Jul 2019	Dec 2020
Consultancy	PMC Services for Augmentation of LHC Storage Facility at GAIL, Vijaipur (Earlier on Go-Ahead Basis, now formally awarded)	GAIL India Ltd	64.94	Aug2019	Nov 2020
Overseas					
Consultancy	Engineering Services for Instrument Air Network Upgrade Project and Oily Water Treatment Plant Upgrade Project	ADNOC Offshore	95.30	Aug 2019	Feb 2020
Consultancy	PMC & EPCM Services for Dangote Refinery Project (Additional Change Order)	Dangote Oil Refining Company Limited	55.92	Aug 2019	Oct 2020



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	Overall Project Management and EPCM Services (Phase 1 – FEL2) for Capacity Expansion of Panipat Refinery from 15MMTPA to 25MMTPA (P-25 Project)	Indian Oil Corporation Limited (IOCL)	307.351	Apr 2019	Sep 2019
Consultancy	PMC Services (Phase 1 - FEED) for Petro Resid Fluid Catalytic Cracker Unit along with Sulphur Recovery Unit, Associated Facilities including U&O at Mumbai Refinery and Polypropylene Unit along with Associated Facilities including U&O at Rasayani	Bharat Petroleum Corporation Limited (BPCL)	560.547	May 2019	Jun 2020
Consultancy	Project Management Consultancy (PMC) Services for Chhara LNG Terminal at Village Chhara, District Gir Somnath of Gujarat	HPCL Shapoorji Energy Private Limited (HSEPL)	764.316	May 2019	Nov 2022
Consultancy	Consultancy Services for Design, Engineering and Technical Studies, Supervision & Assistance for Crude Handling Facilities Project in Gulf of Kutch off Vadinar, Gujarat	Indian Oil Corporation Limited (IOCL)	205.022	Jun 2019	Aug 2022
Overseas					
Consultancy	FEED for Hail Oil Field Water Injection Project (WIP)	Abu Dhabi Oil Company Limited (ADOC) - Japan	163.508	Apr 2019	Jan 2020
Consultancy	Project Management Consultancy (PMC) Services for Construction of a Crude Oil Refinery Plant in Mongolia	Mongol Refinery State Owned LLC	5141.645	May 2019	May 2024
Consultancy	PMC & EPCM Services for Dangote Refinery Project (Additional Change Order)	Dangote Oil Refining Company Limited	2150.000	Jun 2019	Oct 2020



3

Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2018-19**	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13
Consultancy	13,494	13,793	11,650	10,074	9,480	11,091	12,342
Turnkey	10,949	4,083	2,836	5,036	7,650	7,145	12,717
Consultancy + Turnkey	24,443	17,876	14,486	15,110	17,130	18,236	25,060
Other Income	2,251	1,795	2,237	2,478	2,731	2,321	2,618
Total Income	26,694	19,671	16,723	17,588	19,861	20,557	27,678

SEGMENT PROFITS	2018-19**	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13
Consultancy	3894	4,303	3592	2,646	2465	4,920	5,646
Turnkey	628	754	1036	122	560	403	1,275
Consultancy %	29%	31%	31%	26%	26%	44%	46%
Turnkey %	6%	19%	37%	2%	7%	6%	10%

PAT	2018-19**	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13
PAT	3701	3,779	3250	2762	3080	4798	6286
PAT %	15%	21%	22%	18%	18%	26%	25%

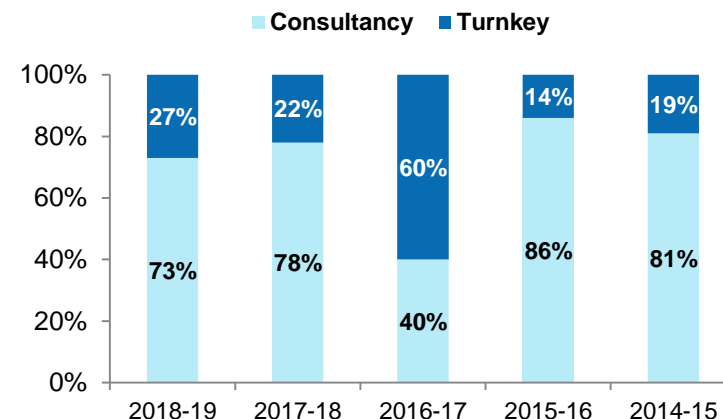
- Note: All figures are on standalone basis and rounded off to nearest digit
- ** Figures as per IND AS

Annual Business Secured and Order Book – Standalone



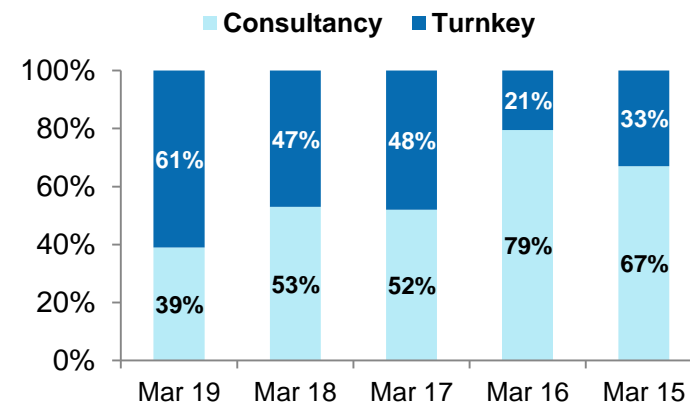
Rs Mn

Business Secured	FY 18-19	FY 17-18	FY 16-17	FY 15-16	FY 14-15
Consultancy (domestic)	14,942	13,572	20,319	9,900	6,103
Consultancy (overseas)	911	3,036	2,644	3,860	12,533
Consultancy Total	15,853	16,608	22,963	13,760	18,636
Turnkey	43,052	4,797	34,118	2,200	4,420
Total Business secured	58,905	21,405	57,081	15,960	23,057



Rs Mn

Order Book	March 19	March 18	March 17	March 16	March 15
Consultancy	43,124	41,739	40,208	30,100	24,543
Turnkey	68,763	36,992	37,411	7,786	11,866
Total Order Book	1,11,887	78,731	77,619	37,887	36,409
Consultancy %	39%	53%	52%	79%	67%
Turnkey %	61%	47%	48%	21%	33%



Note : Data on unconsolidated basis

This presentation report is for distribution only under such circumstances as may be permitted by applicable law. It is published solely for information purposes, it does not constitute an advertisement and is not to be construed as a solicitation or an offer to buy or sell any securities or related financial instruments in any jurisdiction. No representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein, except with respect to information concerning EIL's past performance, its subsidiaries and affiliates, nor is it intended to be a complete statement or summary of the future proposals, strategies and projections referred to in the report. EIL does not undertake that investors will obtain profits, nor will it share with investors any investment profits nor accept any liability for any investment losses. Investments involve risks and investors should exercise prudence in making their investment decisions. The report should not be regarded by recipients as a substitute for the exercise of their own judgment. Past performance is not necessarily a guide to future performance. The value of any investment or income may go down as well as up and you may not get back the full amount invested. Any opinions expressed in this report are subject to change without notice and may differ or be contrary to opinions expressed by other business groups of EIL as a result of using different assumptions and criteria.

This presentation report may contain certain "forward-looking statements". These forward-looking statements generally can be identified by words or phrases such as "aim", "anticipate", "believe", "expect", "estimate", "intend", "objective", "plan", "project", "shall", "will", "will continue", "will pursue" or other words or phrases of similar import. Similarly, statements that describe our strategies, objectives, plans or goals are also forward-looking statements. All forward-looking statements are subject to risks, uncertainties and assumptions about us that could cause actual results to differ materially from those contemplated by the relevant statement. These forward looking statements are based on our current plans and expectations. Actual results may differ materially from those suggested by the forward-looking statements due to risks or uncertainties associated with our expectations with respect to, but not limited to, regulatory changes pertaining to the industries in which we have our businesses and our ability to respond to them, our ability to successfully implement our strategy, our growth and expansion, technological changes, our exposure to market risks, general economic and political conditions which have an impact on our business activities or investments, the monetary and fiscal policies of India, inflation, deflation, unanticipated turbulence in interest rates, foreign exchange rates, equity prices or other rates or prices, the performance of the financial markets in India and globally, changes in Indian laws, regulations and taxes and changes in competition in our industry etc.

EIL reserves the right to alter, modify or otherwise change the presentation without notifying any person of such changes or revision. Neither the author or EIL shall be liable for any direct or indirect damages that may arise due to any act or omission on the part of the user due to any reliance placed or guidance taken from this presentation report. Further, EIL is under no obligation to update or keep current the information contained herein.

The disclosures contained in this presentation report produced by EIL shall be governed by and construed in accordance with laws of India. EIL specifically prohibits the redistribution of this material in whole or in part without the written permission of EIL and EIL accepts no liability whatsoever for the actions of third parties in this respect. Images may depict objects or elements which are protected by third party copyright, trademarks and other intellectual property rights. All rights reserved.



Thank You
