

सं.सचिव/No. Secy/906/9/10

01.02.2021

The BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai - 400 023 Scrip Code-532178	The National Stock Exchange of India Limited Exchange Plaza, 5th Floor Bandra Kurla Complex Bandra (East), Mumbai-400051 Symbol-ENGINEERSIN
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विषय: निवेशक प्रस्तुति: तिमाही परिणाम Q3-FY 2020-21 पर हाइलाइट्स

Sub: Investor Presentation: Highlights on Quarterly Results Q3-FY 2020-21

प्रिय महोदय/महोदया,
Dear Sir/Madam,

Pursuant to the provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Investor Presentation on highlights of the Financial Results for the quarter ended 31st December, 2020 is enclosed herewith for the purpose of dissemination of information widely to the members.

धन्यवाद/Thanking you,

भवदीय/Very truly yours,



नरेंद्र कुमार/Narendra Kumar
अनुपालन अधिकारी/Compliance officer

संलग्नक: यथोक्त/Encl: As above



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

Investor Presentation

3rd Quarter Results : FY 20-21

28th January, 2021

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Financial Performance – Q3 and 9 Monthly

Q3 FY 20-21 : Quarterly Performance Summary - Standalone



Rs Mn

TURNOVER	Q3 20-21	Q2 20-21	Q1 20-21	Q1 19-20	Q2 19-20	Q3 19-20	Q4 19-20
Consultancy – Domestic	2665.0	2580.2	2052.1	3024.0	2898.1	2784.5	3331.5
Consultancy – Overseas	917.8	872.2	699.1	1421.5	641.9	866.6	685.1
Consultancy Total	3582.8	3452.4	2751.2	4445.5	3540.0	3651.1	4016.6
Turnkey	4784.5	3381.7	1927.2	2903.5	3697.3	5255.1	4521.5
Consultancy + Turnkey	8367.3	6834.1	4678.4	7349.0	7237.3	8906.2	8538.1
Other Income	479.7	532.6	496.6	582.9	655.3	657.0	685.1
Total Income	8847.0	7366.7	5175.0	7931.9	7892.6	9563.2	9223.2

SEGMENT PROFIT	Q3 20-21	Q2 20-21	Q1 20-21	Q1 19-20	Q2 19-20	Q3 19-20	Q4 19-20
Consultancy	909.9	933.5	392.5	1745.5	968.4	901.9	1373.4
Turnkey	65.1	62.7	29.7	79.3	285.2	159.6	130.3
Total	975.0	996.2	422.2	1824.8	1253.6	1061.5	1503.7

Note: All figures are on standalone basis

9M FY 20-21 : Nine Monthly Performance Summary - Standalone



Rs Mn

TURNOVER	9M 20-21	9M 19-20	9M 18-19
Consultancy – Domestic	7297.2	8706.4	8629.8
Consultancy - Overseas	2489.2	2930.1	1342.5
Consultancy Total	9786.4	11636.5	9972.3
Turnkey	10093.4	11855.9	8345.0
Consultancy + Turnkey	19879.8	23492.4	18317.3
Other Income	1508.9	1895.3	1654.7
Total Income	21388.7	25387.7	19972.1

SEGMENT PROFIT	9M 20-21	9M 19-20	9M 18-19
Consultancy	2235.9	3615.9	2882.6
Turnkey	157.6	524.2	464.7
Total	2393.5	4140.1	3347.4

Note: All figures are on standalone basis



Rs Mn

	Q3 20-21	Q2 20-21	Q1 20-21	Q1 19-20	Q2 19-20	Q3 19-20	Q4 19-20
PBT	1175.5	1240.9	653.2	1917.1	1663.1	1452.8	1722.1
PAT	882.0	926.8	480.8	1241.0	677.5	1086.7	1297.2
EPS	1.39	1.47	0.76	1.96	1.08	1.72	2.05

Rs Mn

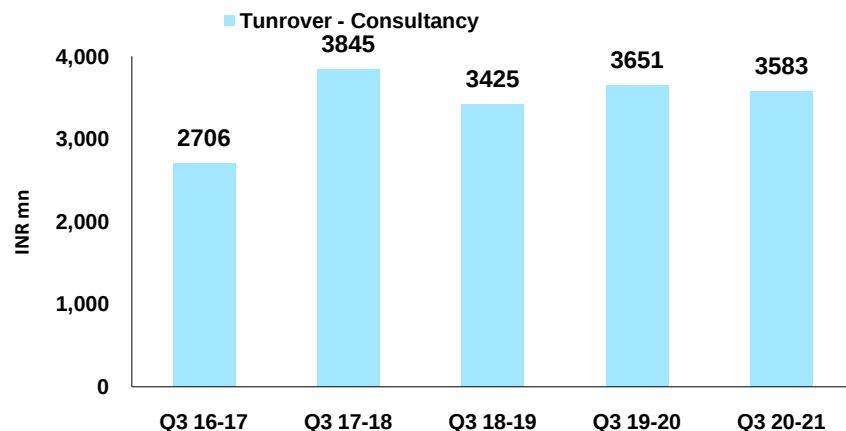
	9M 20-21	9M 19-20	9M 18-19
PBT	3069.6	5032.9	4208.1
PAT	2289.6	3005.2	2751.6
EPS	3.62	4.76	4.35

Note: All figures are on standalone basis

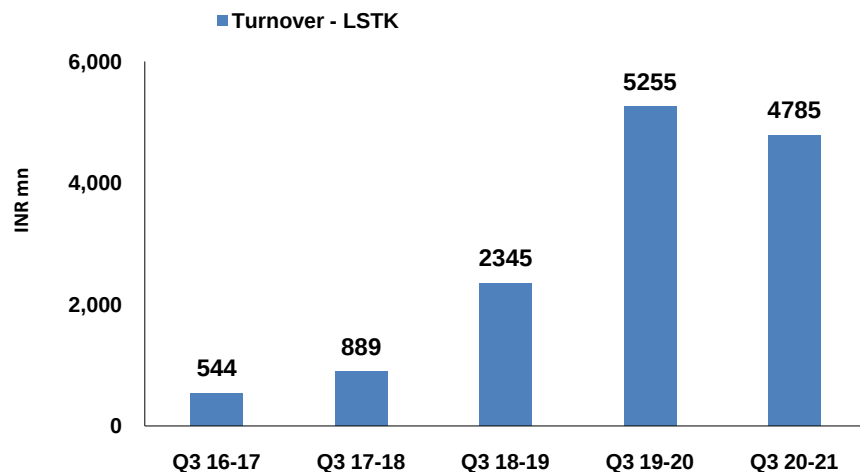
Q3 FY 20-21 : Quarterly Performance - Standalone



Turnover - Consultancy

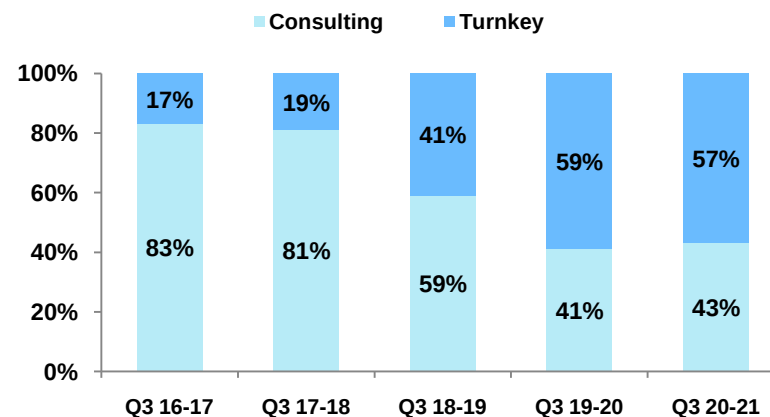


Turnover – Turnkey

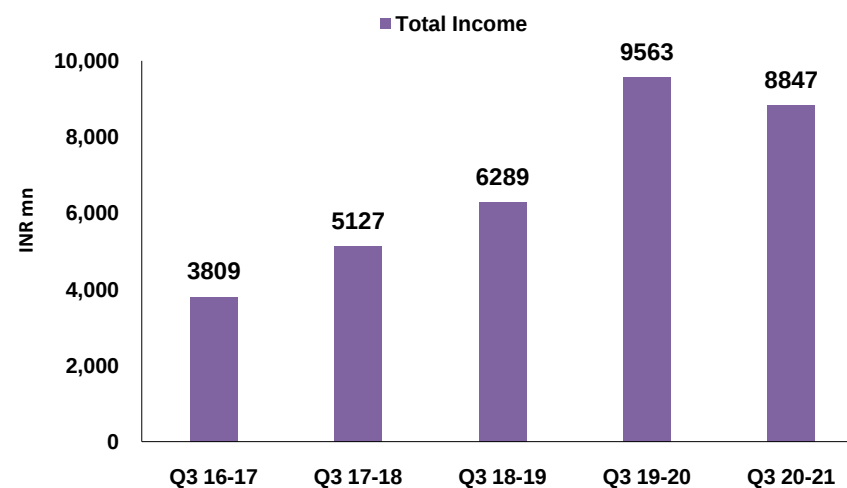


Note: All figures are on standalone basis

Turnover Mix (Consultancy Vs Turnkey)



Total Income

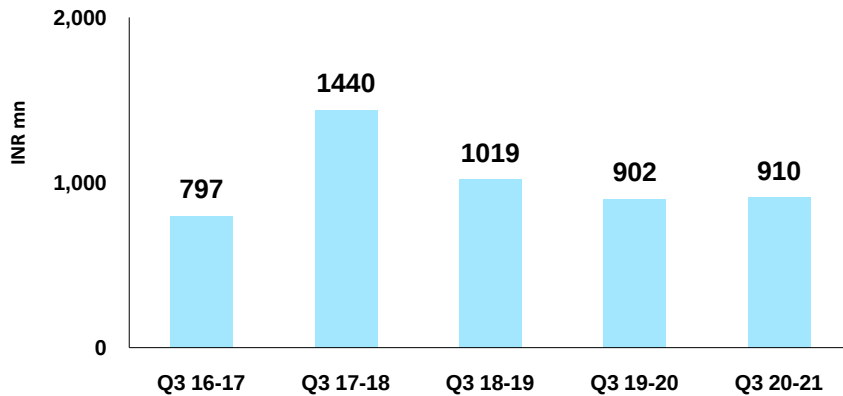


Q3 FY 20-21 : Quarterly Performance - Standalone



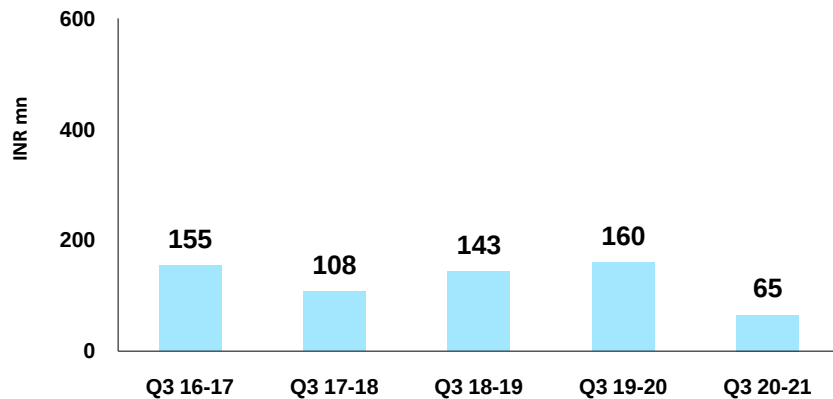
Segment Profit - Consultancy

■ Segment Profit - Consultancy



Segment Profit - Turnkey

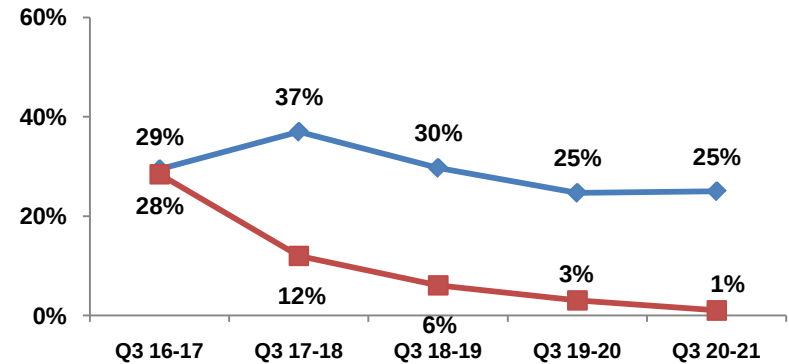
■ Segment Profit - Turnkey



Note: All figures are on standalone basis

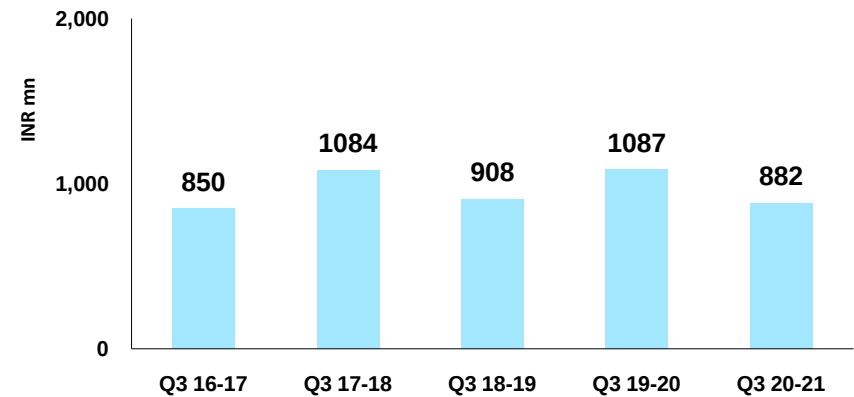
Segment Profit %

— Consulting — Turnkey



PAT

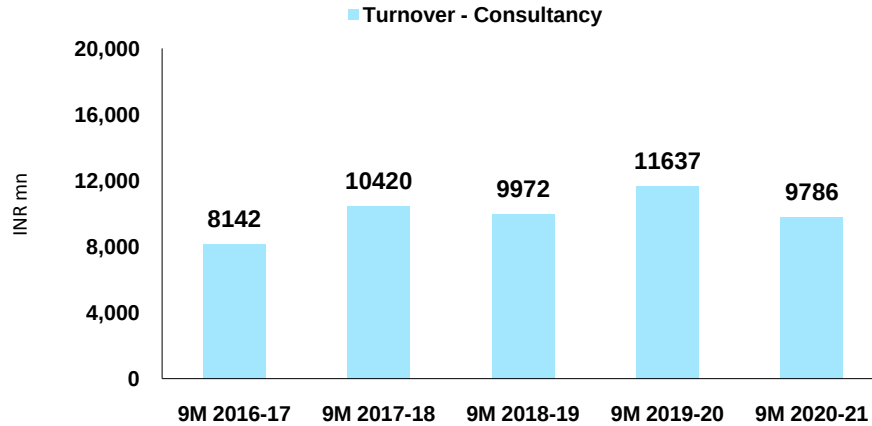
■ PAT



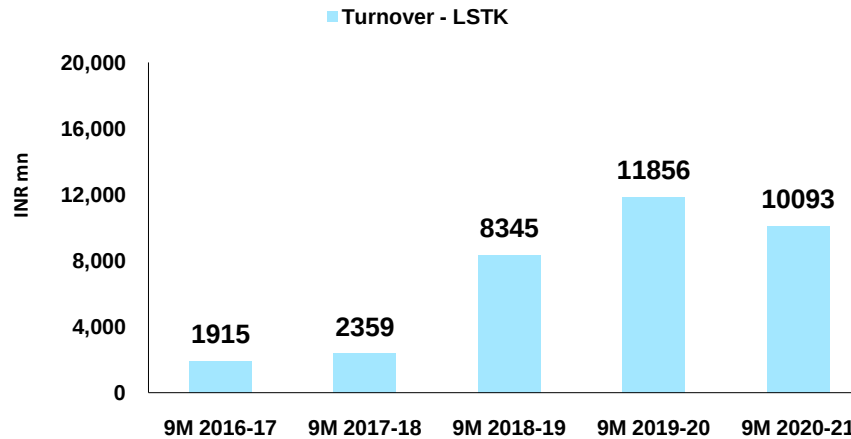
9M FY 20-21 : Nine Monthly Performance - Standalone



Turnover - Consultancy

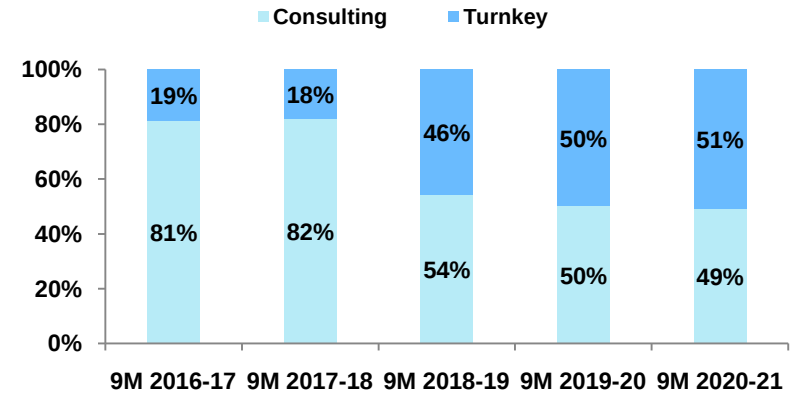


Turnover – Turnkey

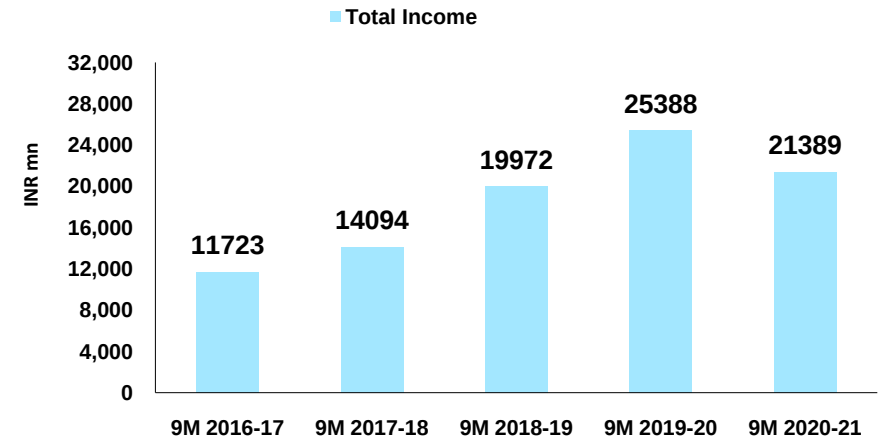


Note: All figures are on standalone basis

Turnover Mix (Consultancy Vs Turnkey)



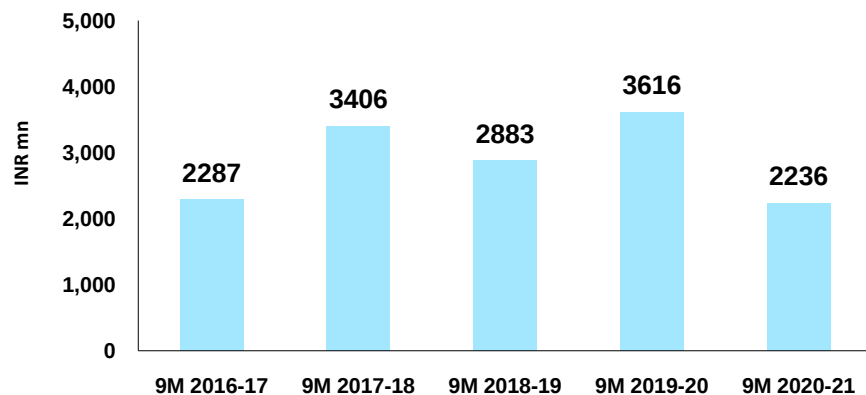
Total Income



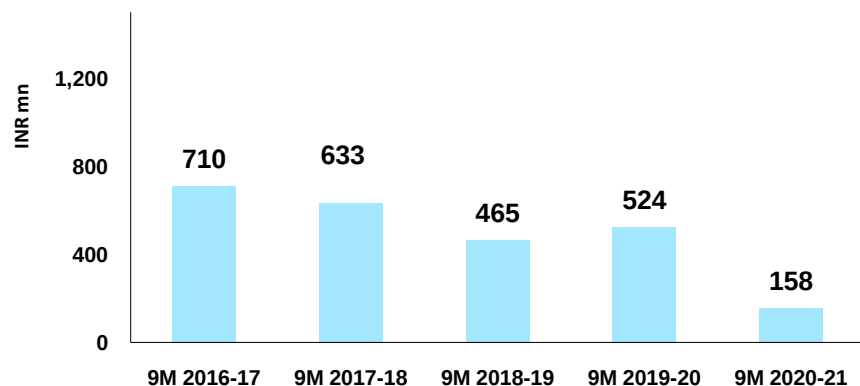
9M FY 20-21 : Nine Monthly Performance - Standalone



Segment Profit - Consultancy

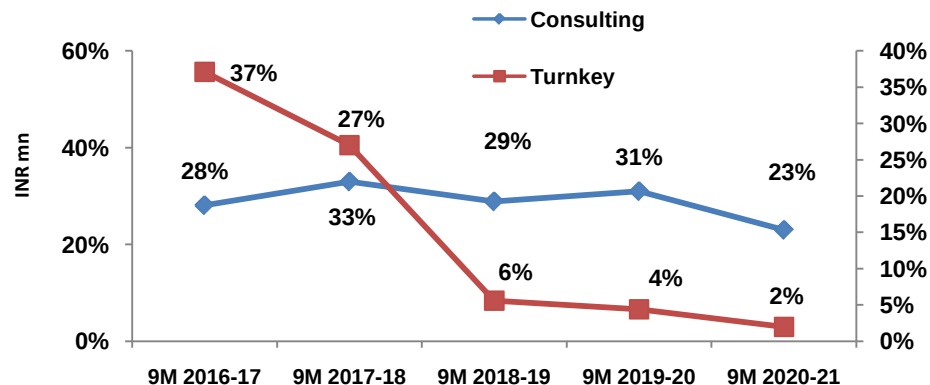


Segment Profit - Turnkey

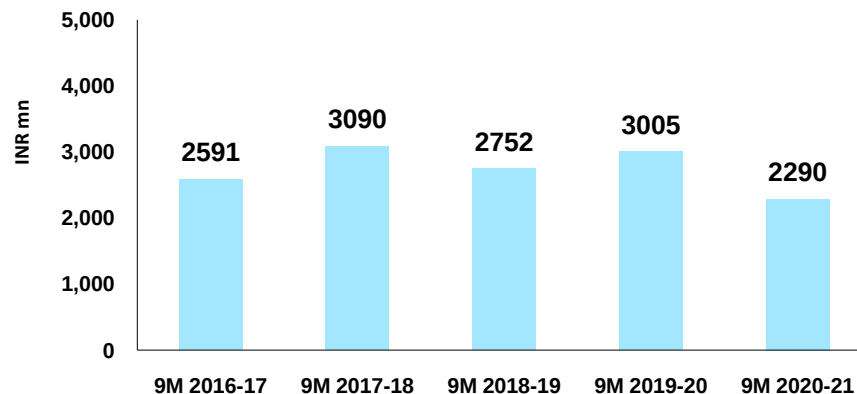


Note: All figures are on standalone basis

Segment Profit %



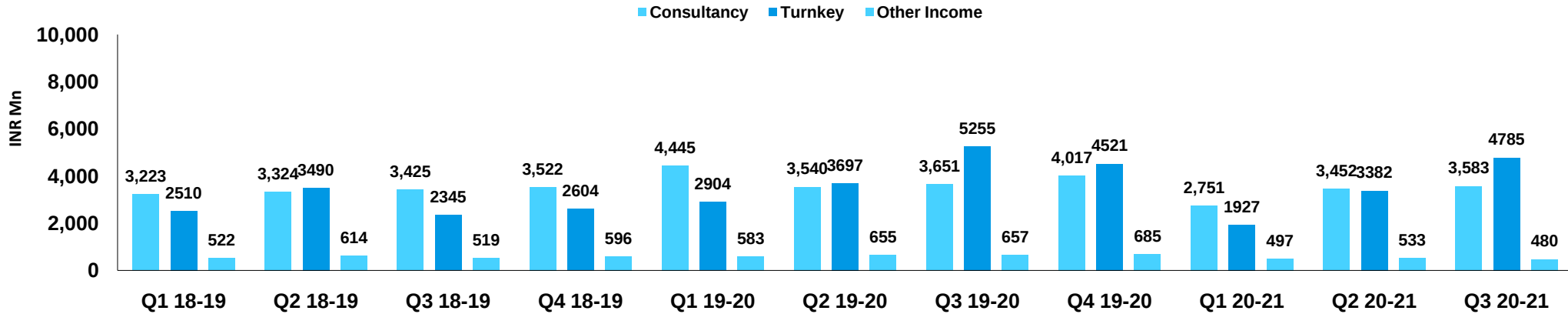
PAT



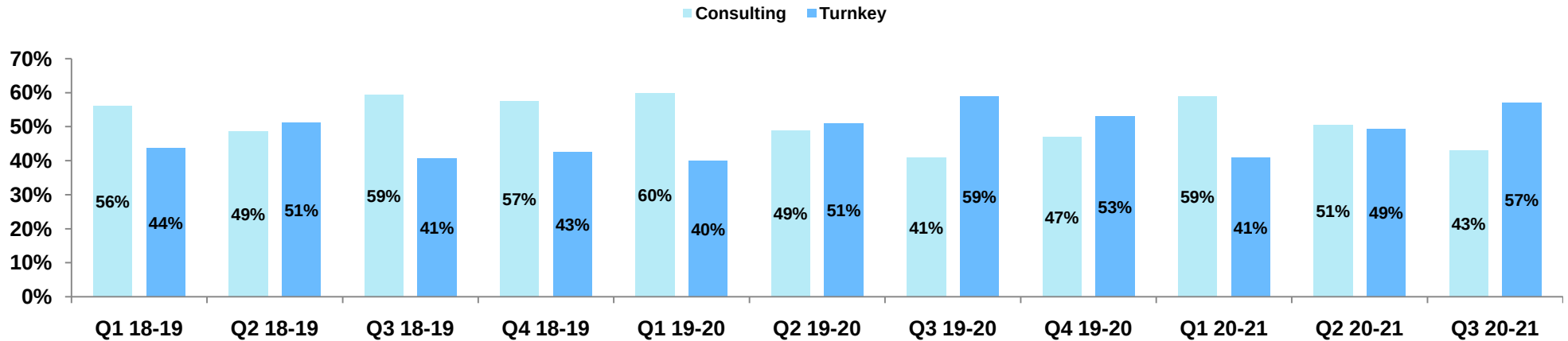
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)

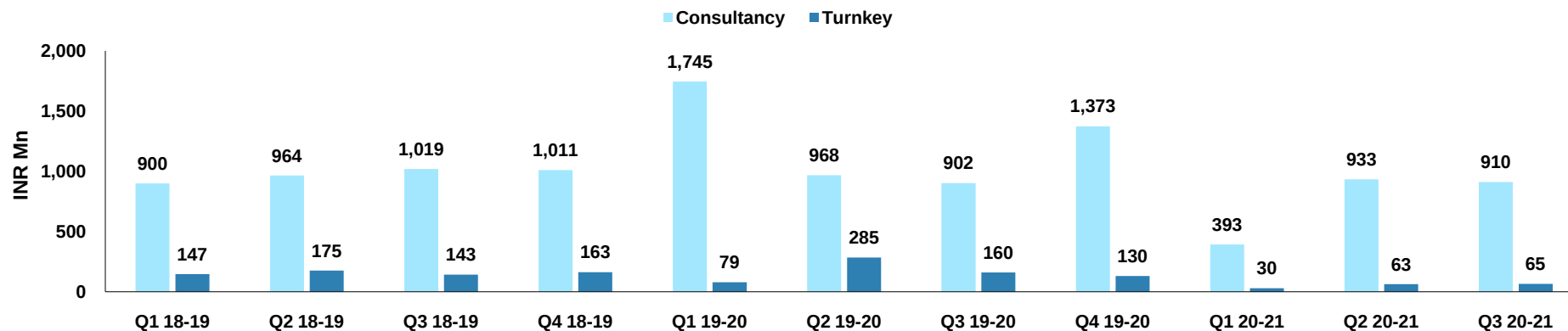


Note: All figures have been taken on a standalone for EIL

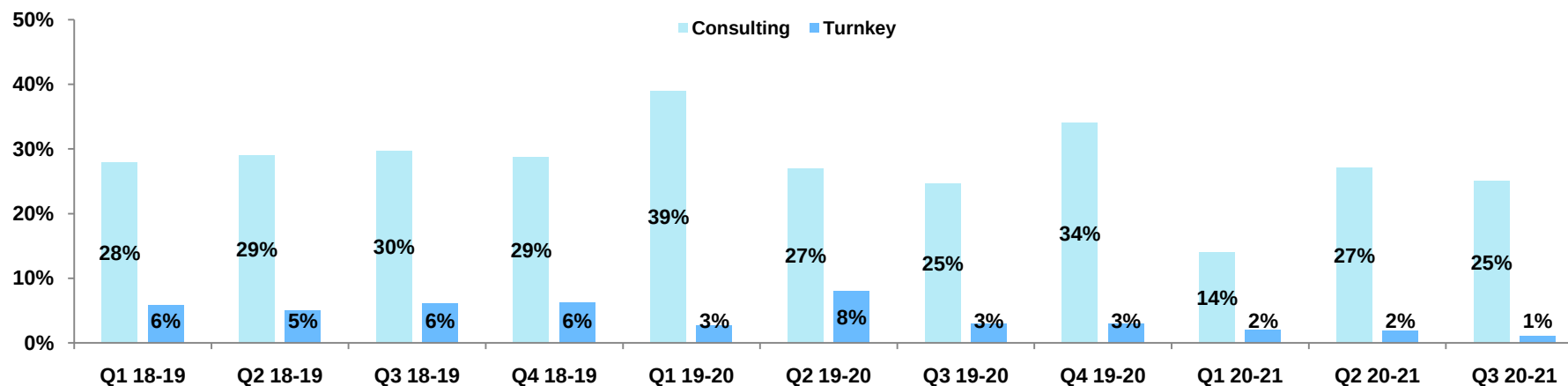
Quarterly Performance Track Record – Standalone



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

Q3 & 9M FY 20-21 : Business Secured and Order Book – Standalone



Rs Mn

Business Secured	9M 20-21	Q3 20-21	Q2 20-21	Q1 20-21	Q1 19-20	Q2 19-20	Q3 19-20	Q4 19-20
Consultancy (domestic)	7,501	1,827	5,030	644	1,951	1,506	3,278	1,384
Consultancy (overseas)	1,005	59	910	36	7,485	161	329	78
Consultancy Total	8,506	1,886	5,940	680	9,436	1,667	3,607	1,462
Turnkey	130	0	0	130	0	0	0	0
Total Business secured	8,636	1,886	5,940	810	9,436	1,667	3,607	1,462

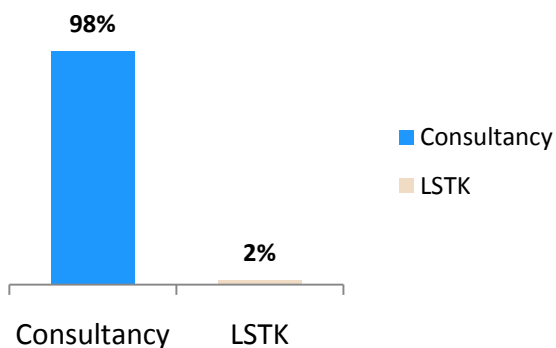
Rs Mn

Order Book (Cumulative)	As on Dec. 20	As on Sept. 20	As on June 20	As on March 20	As on March 19	As on March 18	As on March 17
Consultancy	42357	44304	42,314	44,561	43,124	41,739	40,208
Turnkey	40615	45476	48,854	50,993	68,763	36,992	37,411
Total Order Book	82972	89780	91,168	95,554	1,11,887	78,731	77,619
Consultancy %	51%	49%	46%	47%	39%	53%	52%
Turnkey %	49%	51%	54%	53%	61%	47%	48%

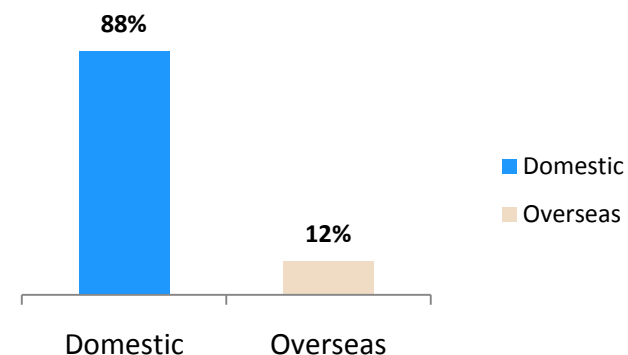
Note : Data on unconsolidated basis



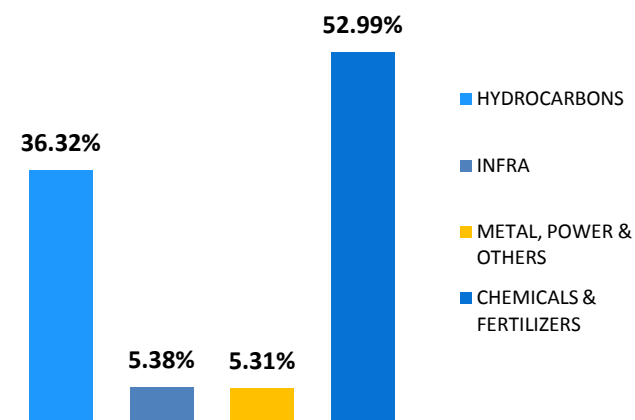
Consultancy Vs LSTK



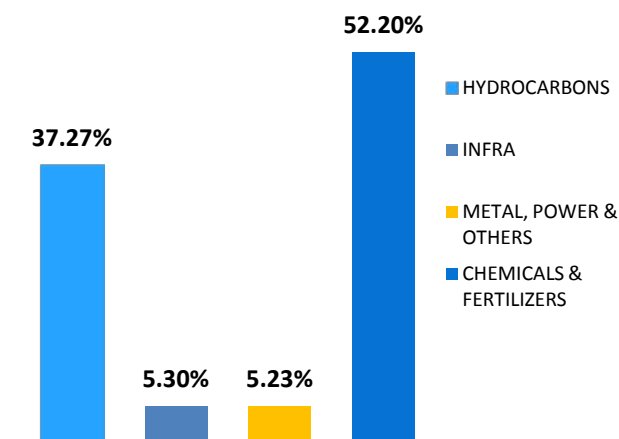
Consultancy Domestic Vs Overseas



Consultancy Segmental Break up



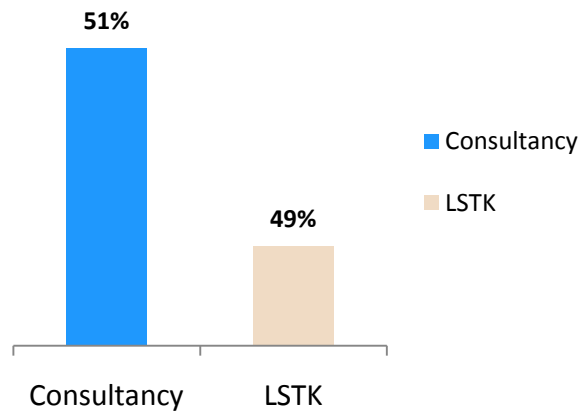
Total Orders Segmental Break up



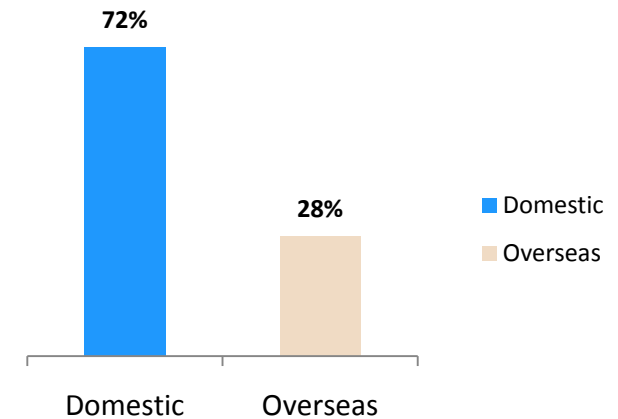
Note : Data on unconsolidated basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



Note : Data on unconsolidated basis

Q3 FY 20-21 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	EPCM Services for Coker- B Revamp under Barauni Refinery Capacity Expansion Project	IOCL	742	Nov 2020	May 2024
Consultancy	PMC Services for Part-B (Nagpur-Jharsuguda & NTPC Korba Spur Section) of Mumbai-Nagpur-Jharsuguda Pipeline (MNJPL) Project	GAIL	490	Dec 2020	Jun 2023
Consultancy	Provision of manpower to assist the Engineer on MAHSR C-4, MAHSR C-6 and MAHSR P-4 Contract Packages of Mumbai-Ahmedabad High Speed Rail Project	NHSRCL	307	Dec 2020	Jun 2021
Consultancy	Supply of License, Basic Engineering Design Package (BEDP), Catalyst and Other Related Services for Sulphur Recovery Unit (SRU) for Numaligarh Refinery Expansion Project (NREP)	NRL	243	Sep 2020 (considered in Dec 2020)	Nov 2025
Overseas					
Consultancy	Various engineering services assignments under empanelment agreement with Client (2 nos)	ADNOC Offshore	22	Oct 2020	Jan 2021
			36	Dec 2020	Sep 2021



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	EPCM Consultancy Services for 500 KTA PDH-PP Project (Rate Reimbursable)	GAIL India Ltd.	4485	Sept 2020	Sept 2024
Consultancy	Owner's Engineer Services for 6.0 MMTPA Mechanized Production and Evacuation Facilities at Kurmitar Iron Ore Mines	Odisha Mining Corporation	219	Sept 2020	Sept 2023
Consultancy	(PMC) for Construction of New Domestic Terminal Building and associated works at Leh Airport, J&K (Change Order)	Airports Authority of India	105	June 2020 (Change Order settled in Sept 2020)	Sept 2021
Overseas					
Consultancy	Project Management Consultancy Services for "Installation of ERL Unit-2" (Contract Amendment No. 1 – Change Order)	Bangladesh Petroleum Corporation (BPC)	867	Change Order settled in Aug 2020	June 2024



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	Project Management Consultancy Services for Dhamra-Haldia Pipeline Project	GAIL India Ltd.	317	May 2020	Nov 2022
Consultancy	Detailed Engineering Consultancy and Construction Supervision for Setting Up Nuclear Fuel Complex (Change Order)	Department of Atomic Energy, Nuclear Fuel Complex-Kota	291	June 2020 (Change Order award date)	Mar 2021
Turnkey	Coker block of Resid Up-gradation Project (Change Order)	Chennai Petroleum Corporation Limited (CPCL)	129	Change Order settled in June 2020	Project already completed
Overseas					
Consultancy	Various small assignments under call off contracts	ADNOC Offshore	36	Apr 2020	2020-2021



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Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2019-20**	2018-19**	2017-18**	2016-17**	2015-16**	2014-15
Consultancy	15,653	13,494	13,793	11,650	10,074	9,480
Turnkey	16,377	10,949	4,083	2,836	5,036	7,650
Consultancy + Turnkey	32,030	24,443	17,876	14,486	15,110	17,130
Other Income	2,580	2,251	1,795	2,237	2,478	2,731
Total Income	34,611	26,694	19,671	16,723	17,588	19,861

SEGMENT PROFITS	2019-20**	2018-19**	2017-18**	2016-17**	2015-16**	2014-15
Consultancy	4,989	3,894	4,303	3,592	2,646	2,465
Turnkey	655	628	754	1036	122	560
Consultancy %	32%	29%	31%	31%	26%	26%
Turnkey %	4%	6%	19%	37%	2%	7%

PAT	2019-20**	2018-19**	2017-18**	2016-17**	2015-16**	2014-15
PAT	4,302	3,701	3,779	3,250	2,762	3,080
PAT %	13%	15%	21%	22%	18%	18%

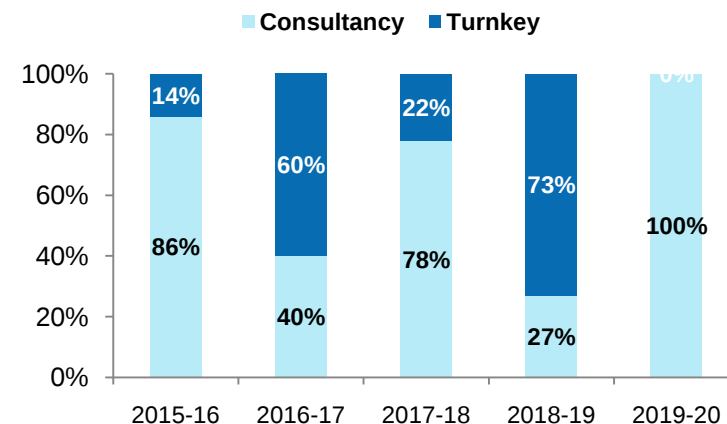
- Note: All figures are on standalone basis and rounded off to nearest digit
- ** Figures as per IND AS

Annual Business Secured and Order Book – Standalone



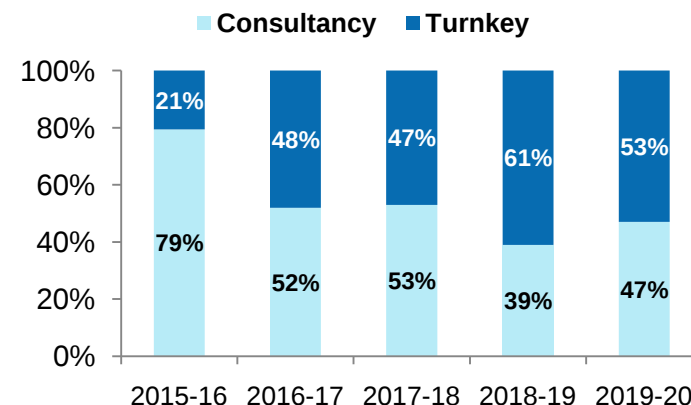
Rs Mn

Business Secured	FY 19-20	FY 18-19	FY 17-18	FY 16-17	FY 15-16
Consultancy (domestic)	8,119	14,942	13,572	20,319	9,900
Consultancy (overseas)	8,053	911	3,036	2,644	3,860
Consultancy Total	16,172	15,853	16,608	22,963	13,760
Turnkey	0	43,052	4,797	34,118	2,200
Total Business secured	16,172	58,905	21,405	57,081	15,960



Rs Mn

Order Book	March 20	March 19	March 18	March 17	March 16
Consultancy	44,561	43,124	41,739	40,208	30,100
Turnkey	50,993	68,763	36,992	37,411	7,786
Total Order Book	95,554	1,11,887	78,731	77,619	37,887
Consultancy %	47%	39%	53%	52%	79%
Turnkey %	53%	61%	47%	48%	21%



Note : Data on unconsolidated basis

Capital Investments – as on Q3 FY 20-21



Description	Project 1	Project 2	
Name of Project	Ramagundam Fertilizer Project	NELP IX : Two Upstream Assets	
		(CB-ONN-2010 / 8)	CB-ONN-2010 / 11
Implementing agency	M/s Ramagundam Fertiliser & Chemical Ltd.	M/s Bharat Petro Resources Ltd. (BPRL)	M/s GAIL India Ltd.
JV Partners / Shareholding	NFL - 26%; EIL - 26%; FCIL - 11%; GAIL- 14.3%; Telangana Govt - 11%; HTAS Consortium- 11.7%	BPRL – 25%, GAIL – 25%, EIL – 20%, BFIL – 20%, MIEL – 10%	BPRL – 25%, GAIL – 25%, EIL – 20%, BFIL – 15%, MIEL – 15%
State	Telengana	Gujarat	Gujarat
Size / Capacity / Area	<u>Urea:</u> 3850 MTPD <u>Ammonia:</u> 2200 MTPD	Exploration Acreage 42 Sq. Km.	Exploration Acreage 131 Sq. Km.
Approximate project cost at start	Rs. 6120 Crores	Rs. 300 Crores / USD 50 Million (During Bidding Stage)	
Total Equity Investment Committed by EIL	Rs. 448 Crores	Rs. 100 Crores	

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