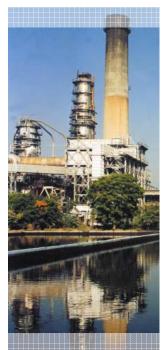
## **Engineers India Limited**















Quarterly Highlights for Q1 (FY 11-12)

27<sup>th</sup> July, 2011

## **Quarterly Results - Summary**

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|-------|--------|------|------|-------|
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|                  | 1 <sup>st</sup> Quarter Ended * |           |          |  |
|------------------|---------------------------------|-----------|----------|--|
| Q1 / FY 11-12    | 30-Jun-11                       | 30-Jun-10 | % change |  |
| TOTAL TURNOVER   | 8536.0                          | 6060.4    | 41%      |  |
| OPERATING PROFIT | 1767.6                          | 1425.4    | 24%      |  |
| OTHER INCOME     | 417.7                           | 289.7     | 44%      |  |
| РВТ              | 2185.3                          | 1715.1    | 27%      |  |
| PAT              | 1480.7                          | 1145.6    | 29%      |  |
| EPS              | 4.39                            | 3.4       | 29%      |  |

<sup>\*</sup> Note: All figures have been taken on standalone basis for EIL



Robust and consistent financial performance:



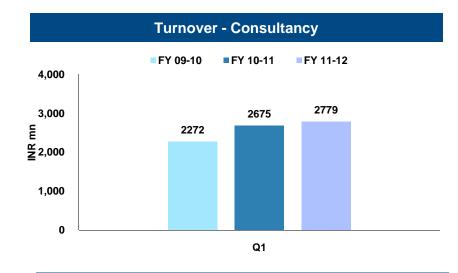
Turnover and Profitability growth momentum continues for FY 11-12

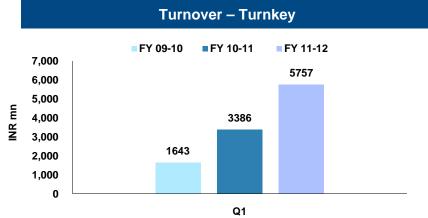


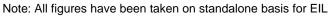
Cash Balance of over INR 21 billion with no Debt

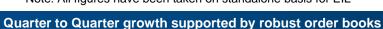


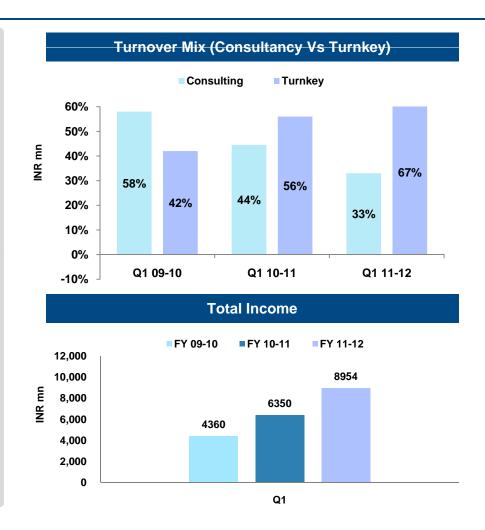
## **First Quarter Performance**







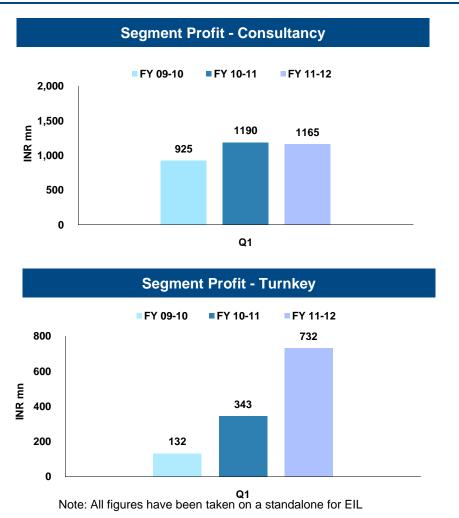


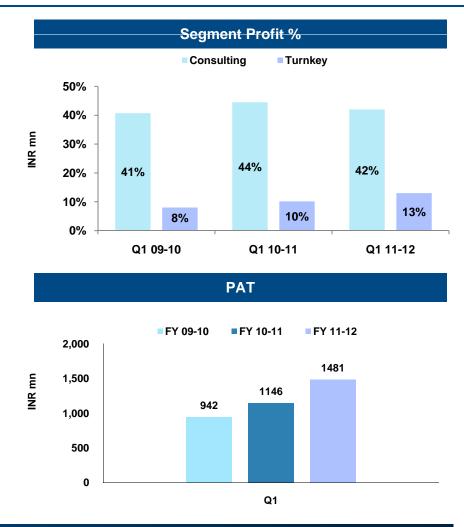






## **First Quarter Performance**



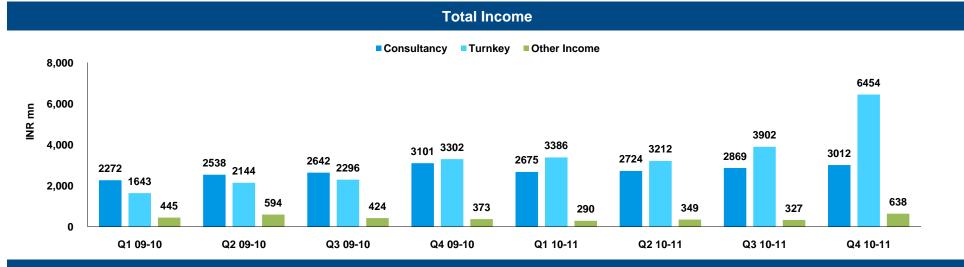




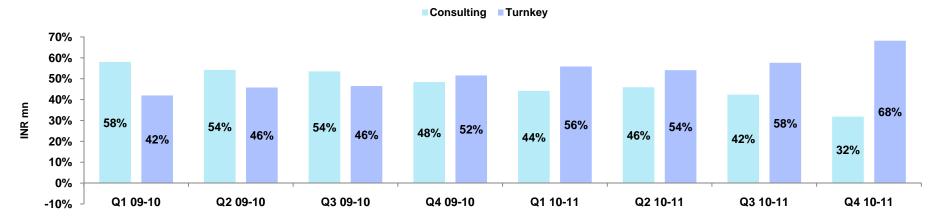
Endeavour to improve the margins with internal efficiencies from effective resource utilization and turnkey project management



## Financial and Operating Track Record – Quarterly Basis



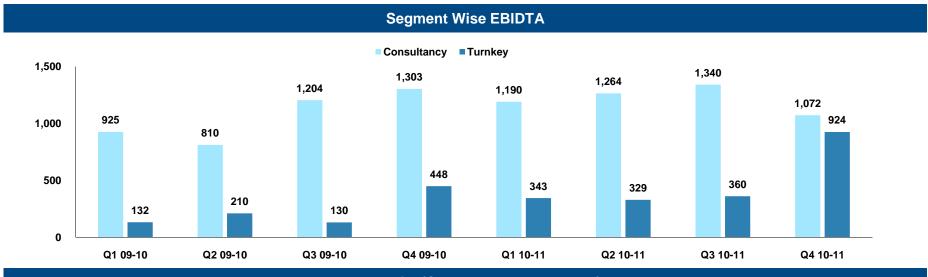
#### **Revenue Mix (Consultancy Vs Turnkey)**



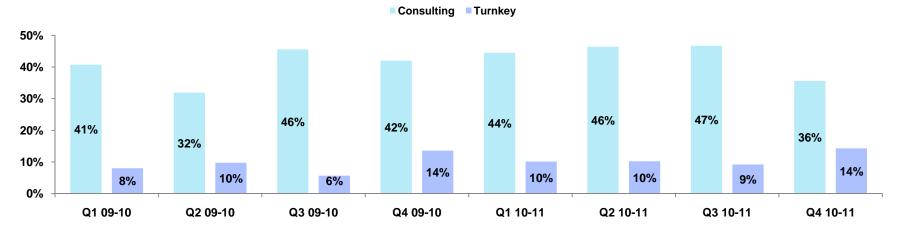
Note: All figures have been taken on a standalone for EIL



## Financial and Operating Track Record – Quarterly Basis



#### **EBIDTA Mix (Consultancy Vs Turnkey)**



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





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