

Engineers India Limited



Quarterly Highlights for Q1 (FY 12-13)

1st Aug, 2012

Quarterly Results - Summary

(Values in INR Mn)

Q1 / FY 12-13	1 st Quarter Ended *		
	30-Jun-12	30-Jun-11	% change
TOTAL TURNOVER	7200.0	8536.0	-15.7%
OPERATING PROFIT	1484.2	1767.6	-16.0%
OTHER INCOME	732.5	417.7	75.4%
PBT	2216.7	2185.3	1.4%
PAT	1542.9	1480.7	4.2%
EPS	4.58	4.39	4.3%

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



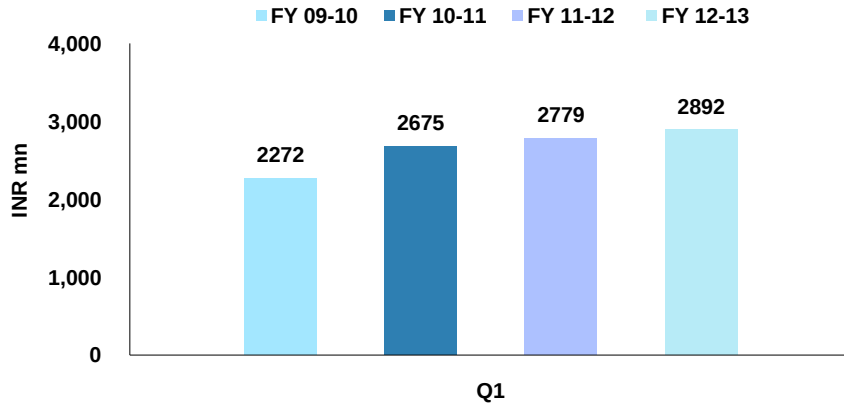
Sustained Profits. Turnover expected to gradually improve as order inflows pick up



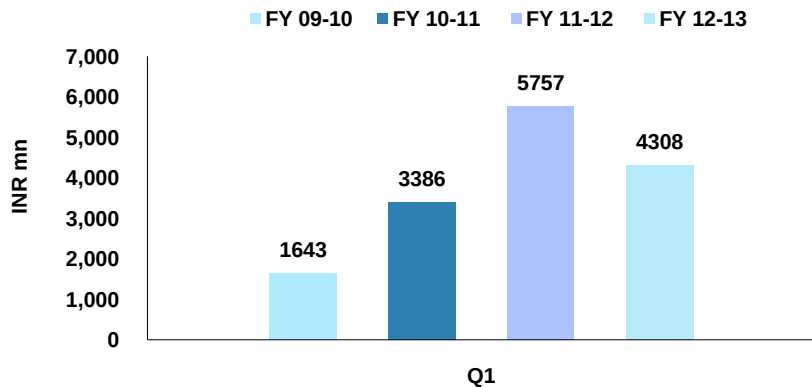
Cash Balance of over INR 21 billion with no Debt.

First Quarter Performance

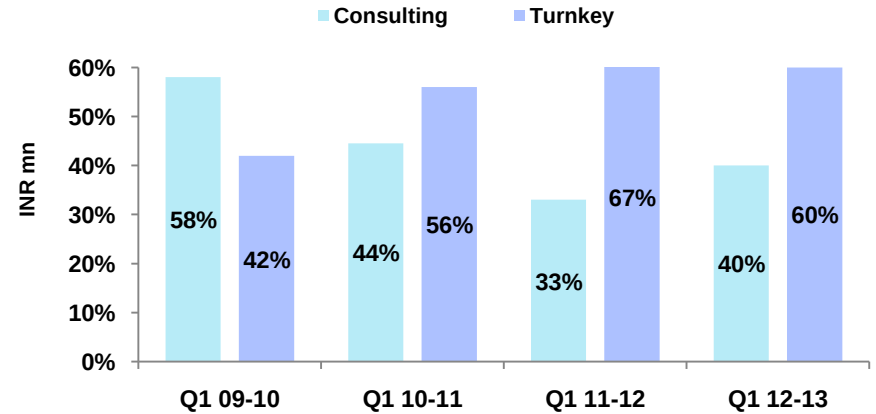
Turnover - Consultancy



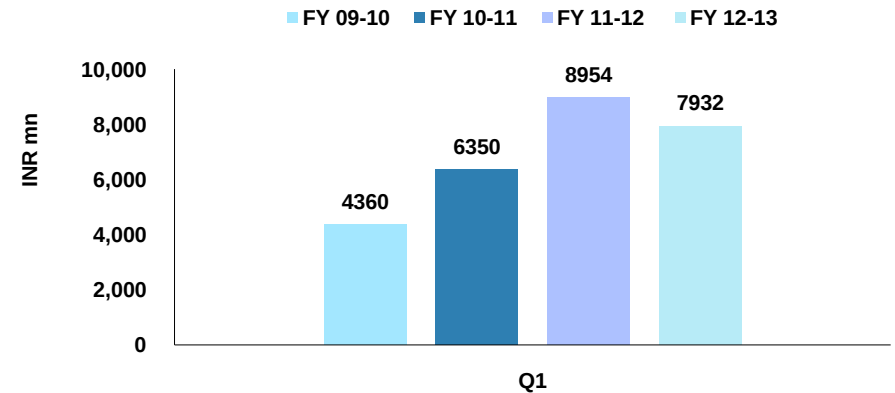
Turnover – Turnkey



Turnover Mix (Consultancy Vs Turnkey)



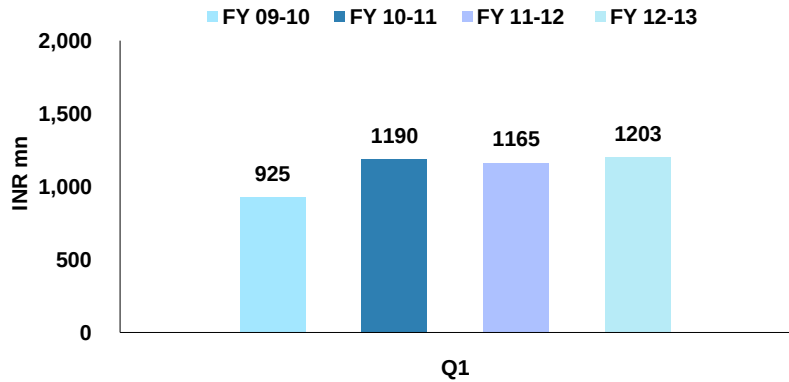
Total Income



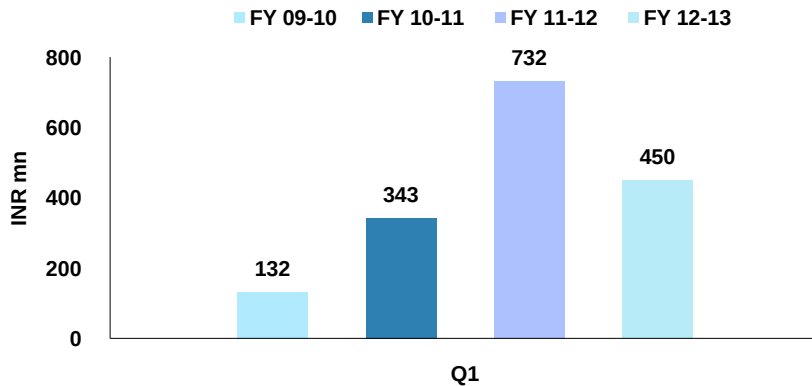
Note: All figures have been taken on standalone basis for EIL

First Quarter Performance

Segment Profit - Consultancy

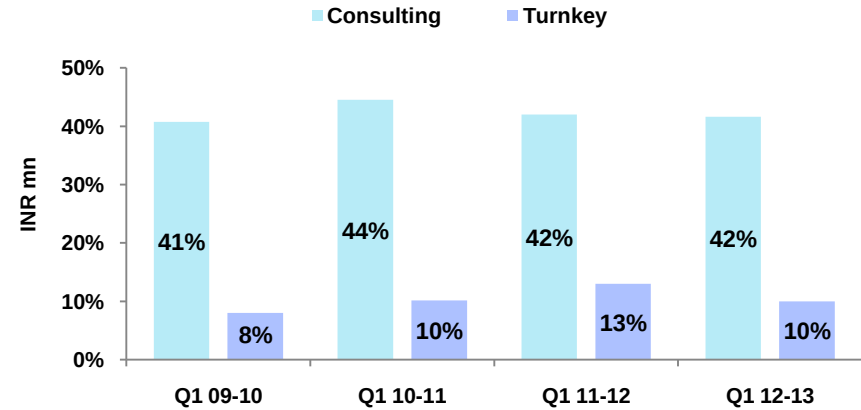


Segment Profit - Turnkey

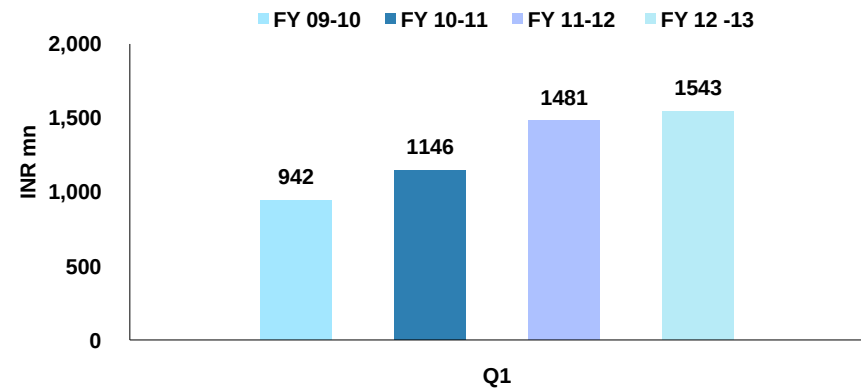


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Segment Profit %

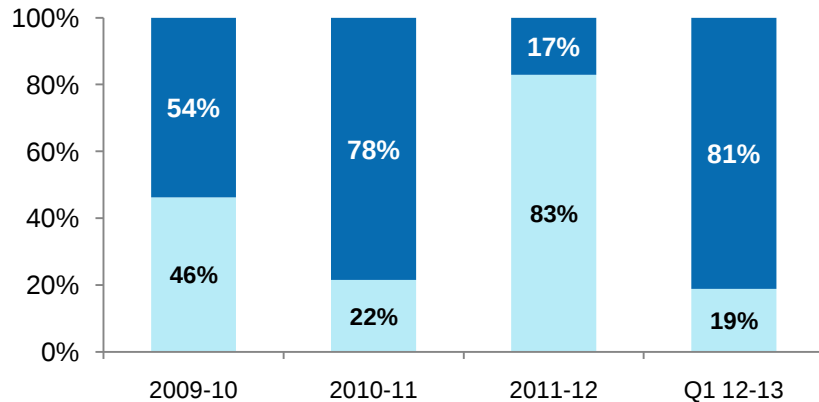
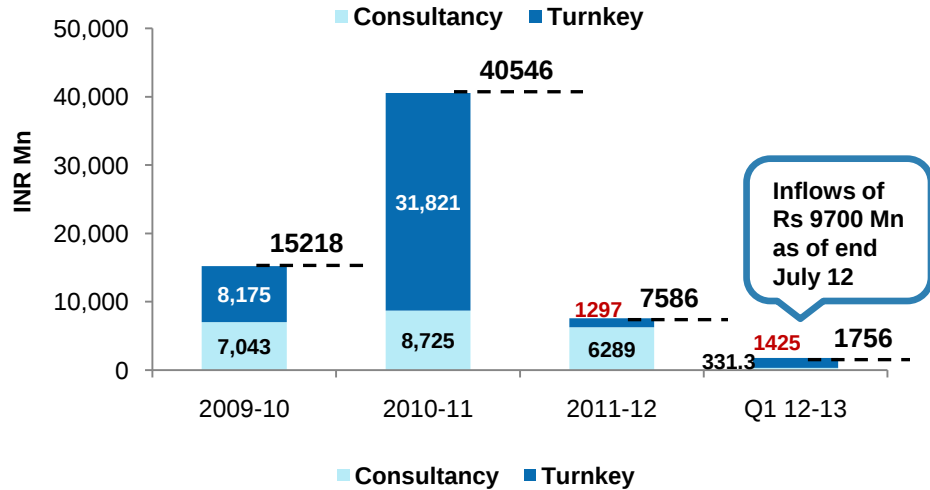


PAT



Orders Inflows and Order Book Position - Standalone

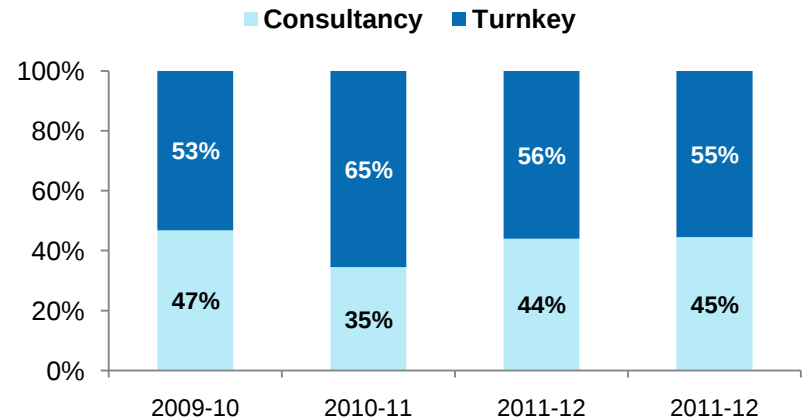
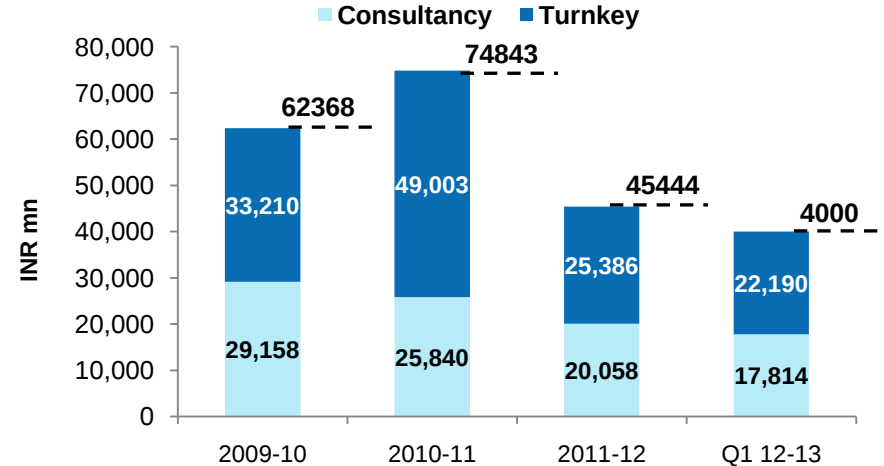
Order Inflows (INR Mn)*



Note:

- All figures have been taken on standalone basis
- Order books are subject to miscellaneous adjustments

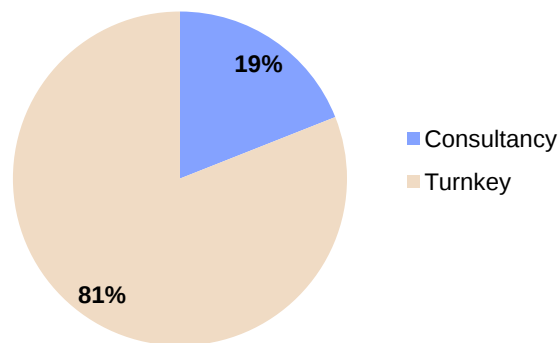
Order Book Position (INR Mn) & Order Mix*



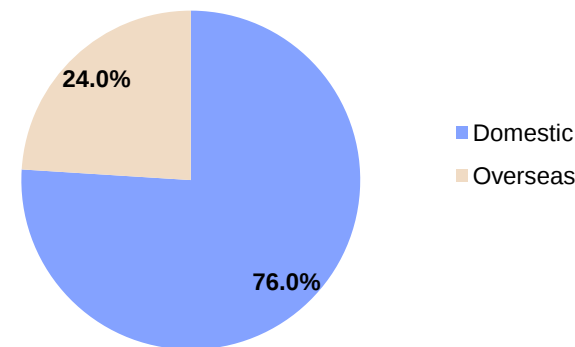
Orders Secured Break up - Standalone

Q1 : FY 12-13

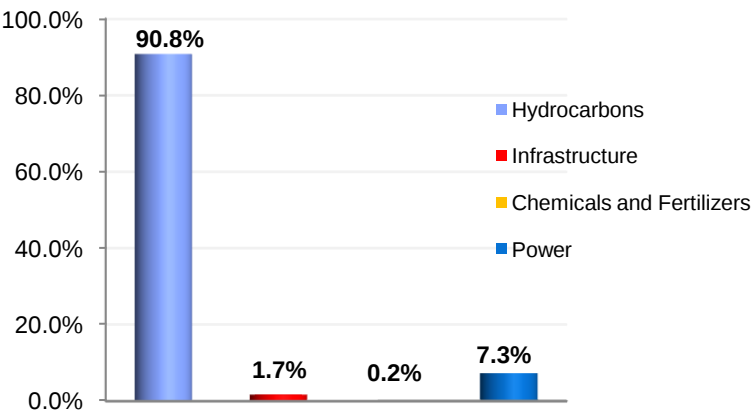
Consultancy Vs Turnkey



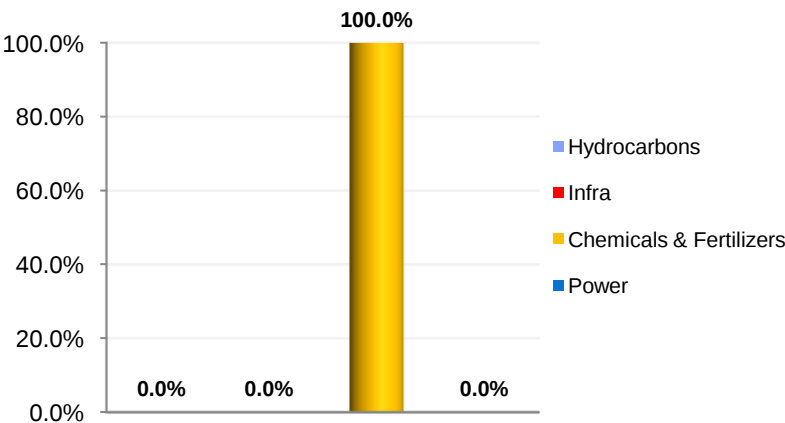
Domestic vs Overseas



Consulting Orders - Segmental Break up



Turnkey Orders - Segmental Break up

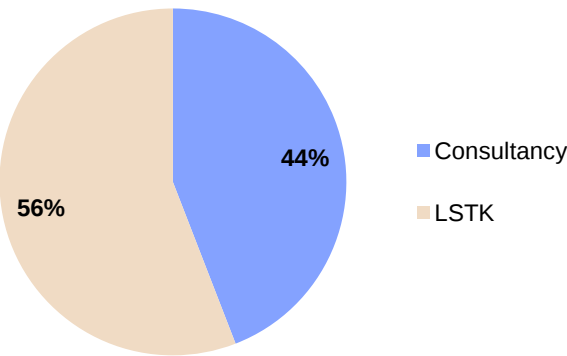


Note : Data on Standalone basis

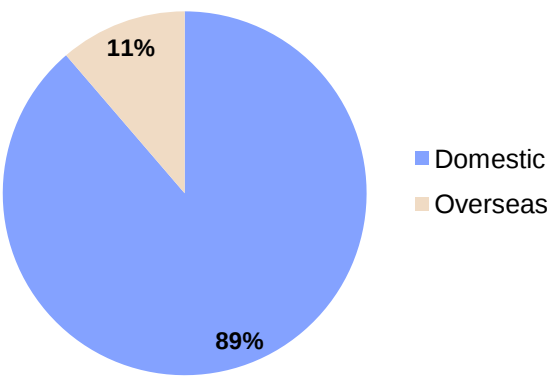
Order Book Break up - Standalone

Q1 : FY 12-13

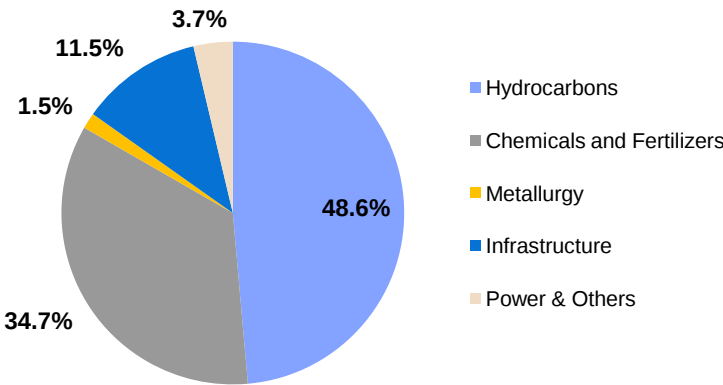
OBP: Consultancy Vs LSTK



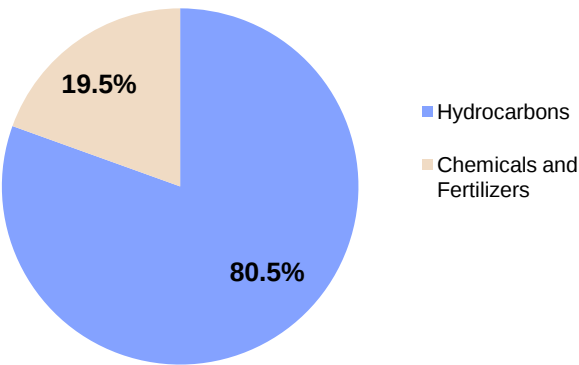
OBP: Domestic vs Overseas



OBP: Consulting Break up



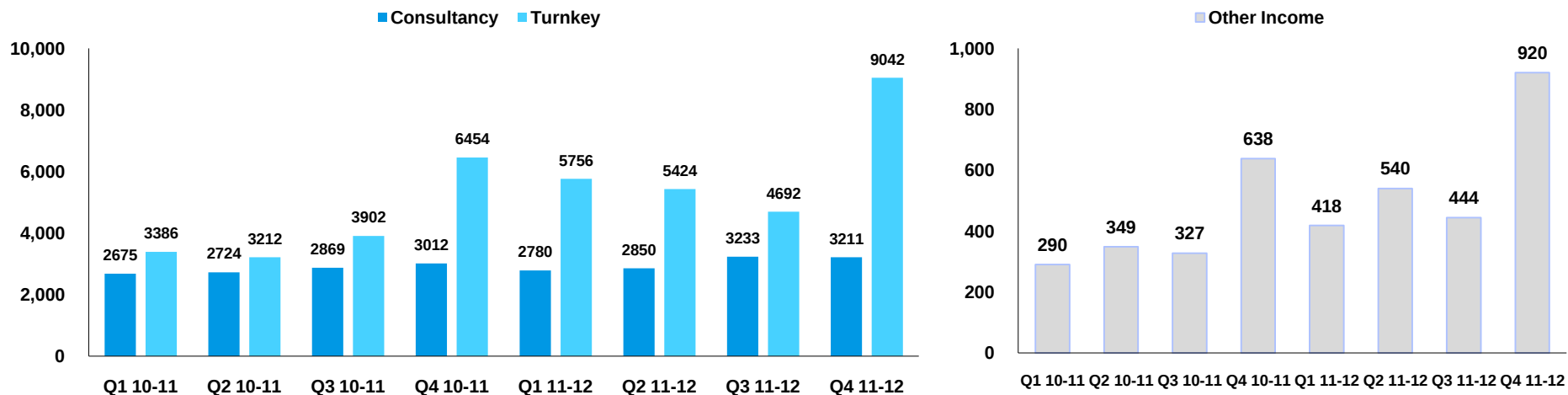
OBP: LSTK Break up



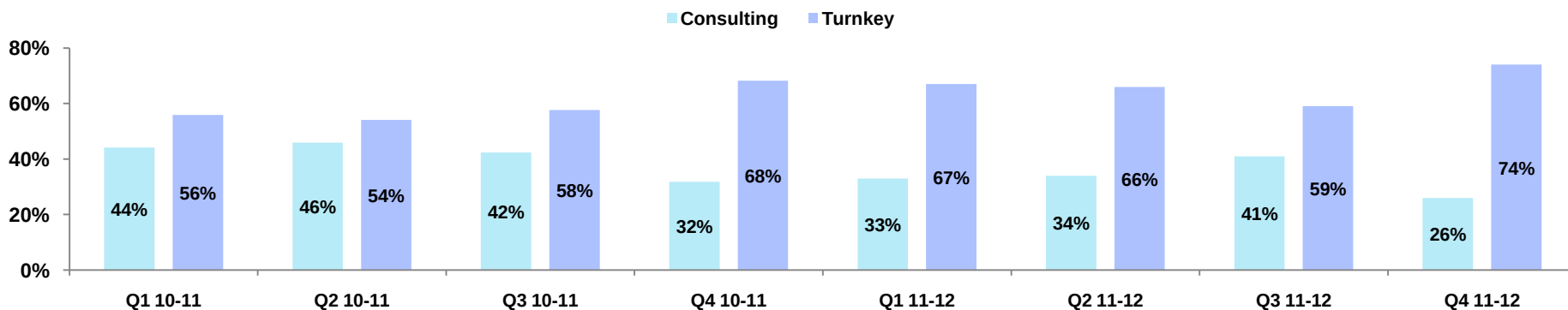
Note : Data on Standalone basis

Financial and Operating Track Record – Quarterly Basis

Total Income (INR Mn)



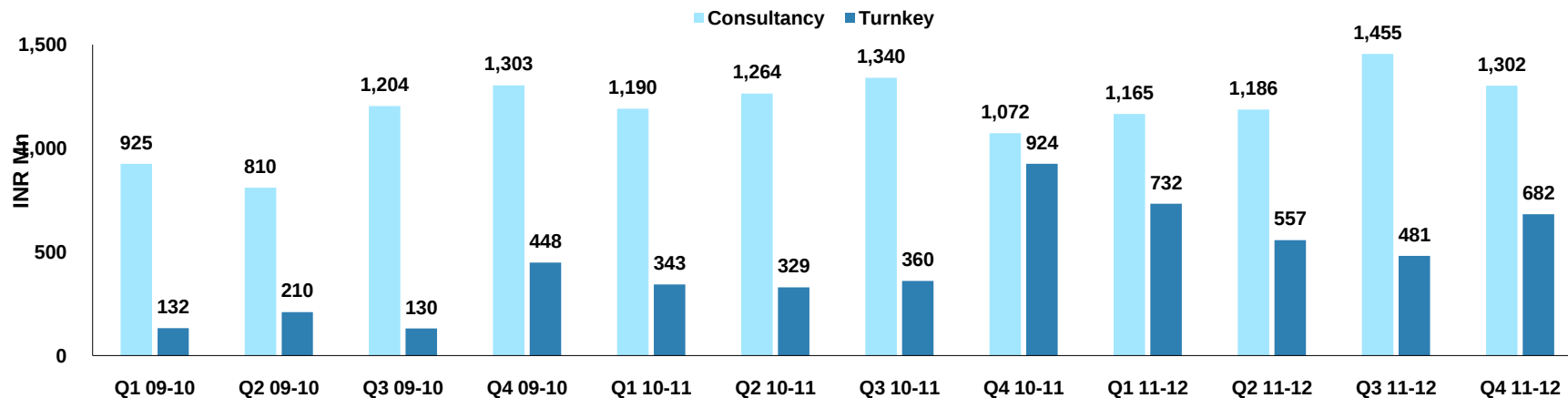
Revenue Mix (Consultancy Vs Turnkey)



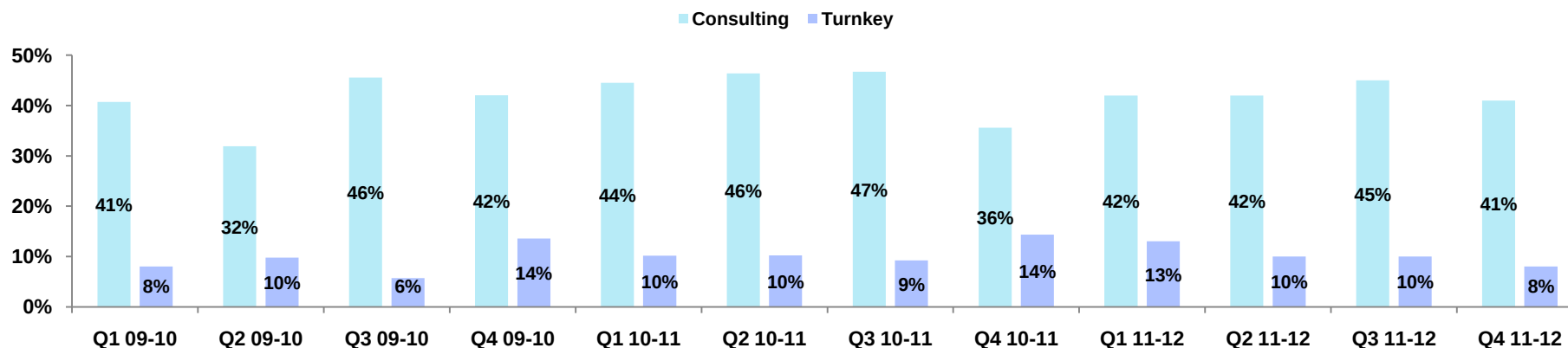
Note: All figures have been taken on a standalone for EIL

Financial and Operating Track Record – Quarterly Basis

Segment Wise Operating Profit



Segment Wise Profit %



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

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A pair of hands, one from the top and one from the bottom, are shown holding a small, realistic globe of the Earth. The hands are positioned as if they are gently cradling the planet. The background is a deep blue with a faint, light blue world map visible. A horizontal white band with a subtle gradient runs across the middle of the image, serving as a backdrop for the text.

THANK YOU