इंजीनियर्स इंडिया लिमिटेड
(भारत सरकार का उपक्रम)

ENGINEERS INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

1st Quarter Results : FY 14-15

12th Aug 2014

Contents

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Quarterly Financial Performance

Q1 FY 14-15 Performance Summary - Standalone

Q1 FY : 14-15

Standalone

Rs Mn

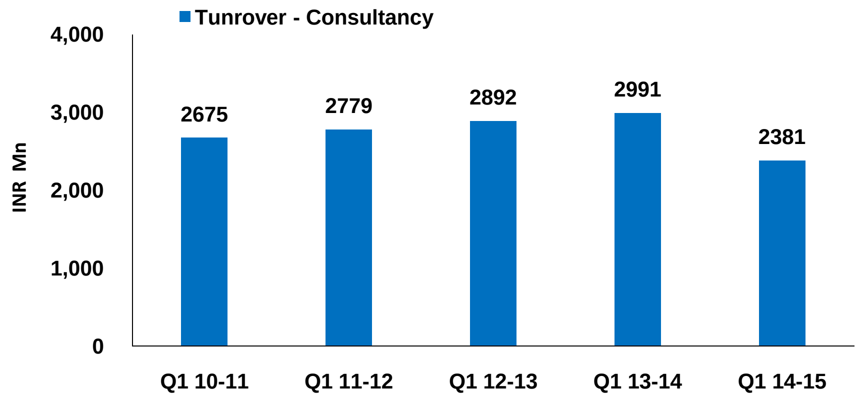
TURNOVER	Q1 14-15	Q1 13-14	Q2 13-14	Q3 13-14	Q4 13-14
Consultancy – Domestic	**1,984.3**	2,650.5	2,300.0	2,469.7	2,270.6
Consultancy - Overseas	**396.4**	341.0	319.0	373.0	367.0
Consultancy Total	**2,380.7**	2,991.5	2,619.0	2,842.7	2,637.6
Turnkey	**1,974.2**	1,440.4	2,032.8	1,361.2	2,310.7
Consultancy + Turnkey	**4.354.9**	4,431.9	4,651.8	4,204.0	4,948.3
Other Income	**692.9**	680.3	828.2	1,083.6	767.9
Total Income	**5,047.8**	5,112.2	5,479.9	5,287.6	5,716.2

SEGMENT PROFIT	Q1 14-15	Q1 13-14	Q2 13-14	Q3 13-14	Q4 13-14
Consultancy	**579.6**	1,172.5	904.8	1,046.2	757.0
Turnkey	**120.0**	103.0	137.9	67.4	95.0
Total	**699.6**	1,275.5	1,042.8	1,113.6	852.0

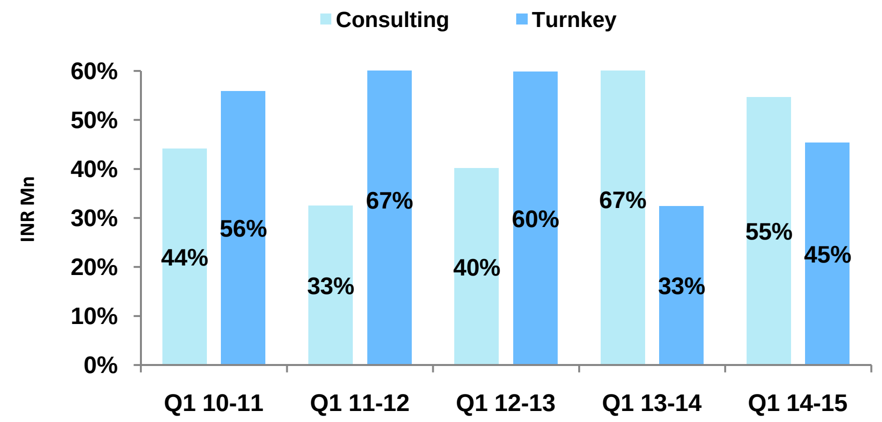
* Note: All figures are on standalone basis

Q1 FY 14-15 Quarterly Performance - Standalone

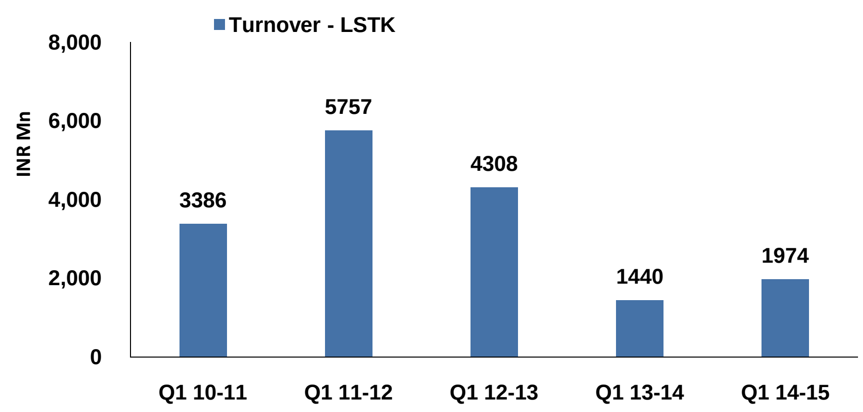
Turnover - Consultancy



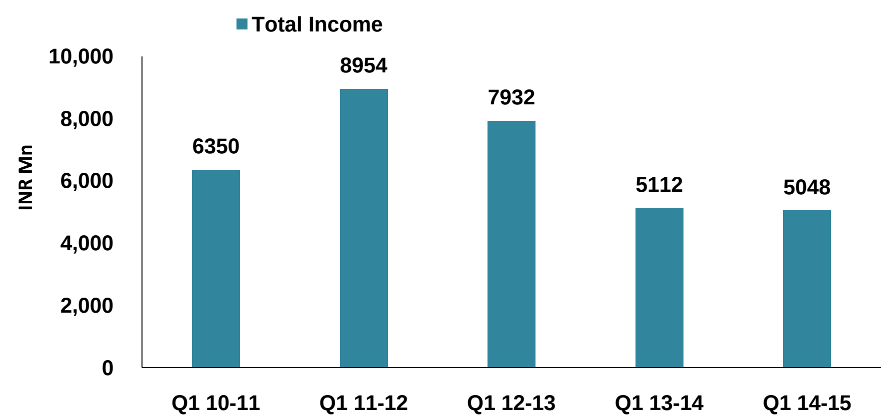
Turnover Mix (Consultancy Vs Turnkey)



Turnover – Turnkey



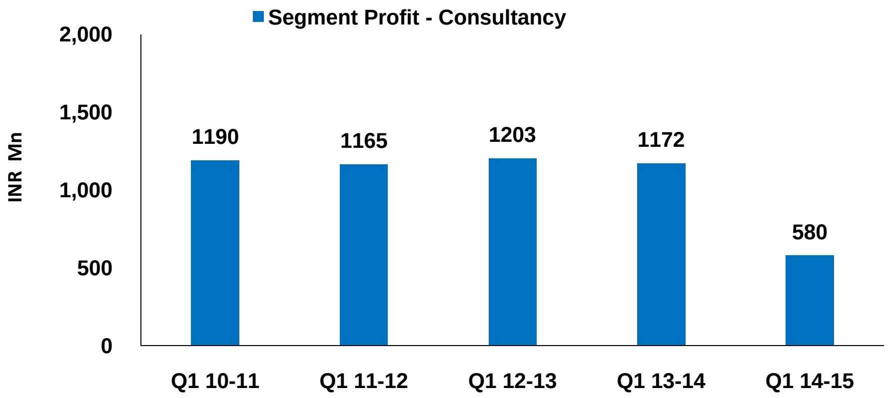
Total Income



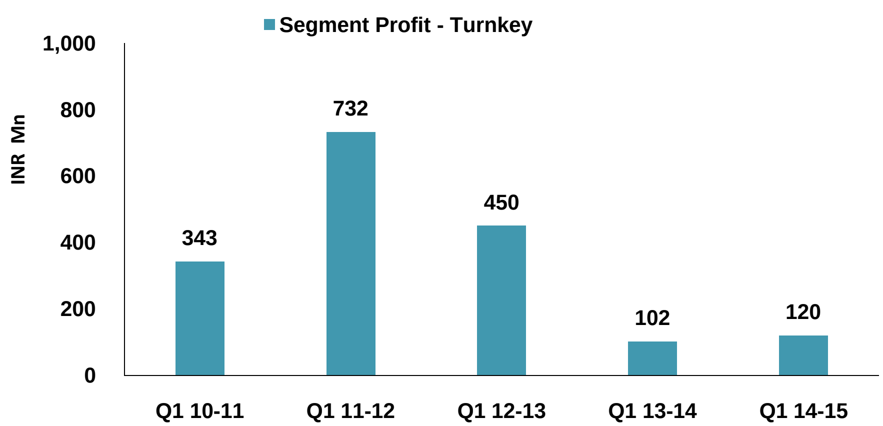
Note: All figures have been taken on standalone basis for EIL

Q1 FY 14-15 Quarterly Performance - Standalone

Segment Profit - Consultancy



Segment Profit - Turnkey



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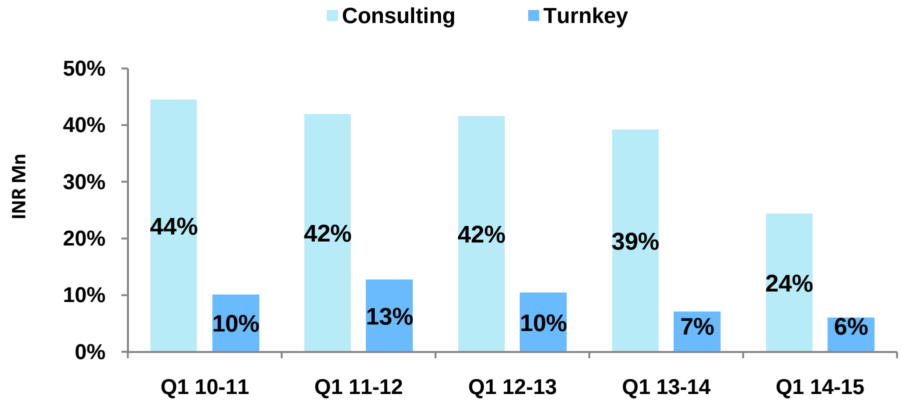
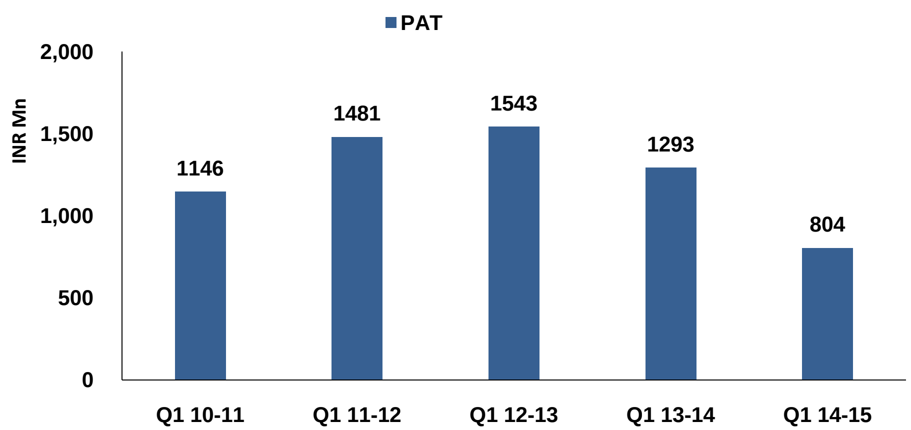
Segment Profit %

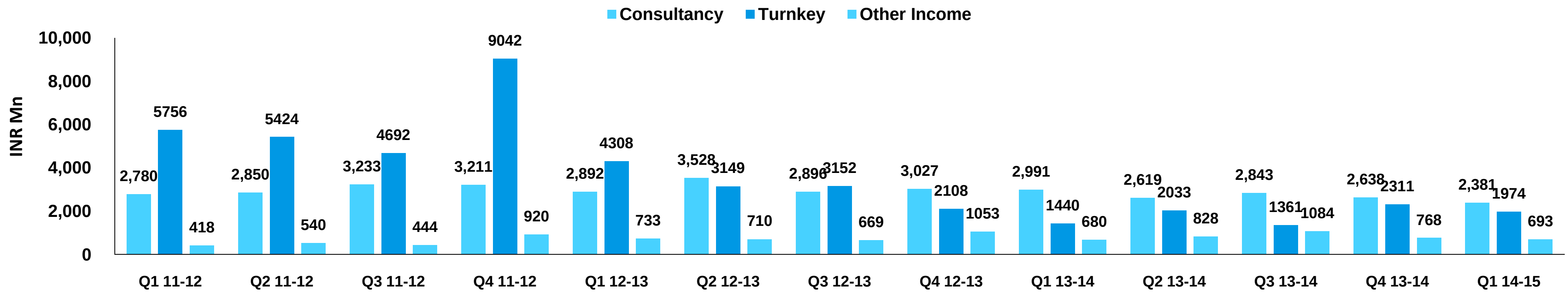


PAT

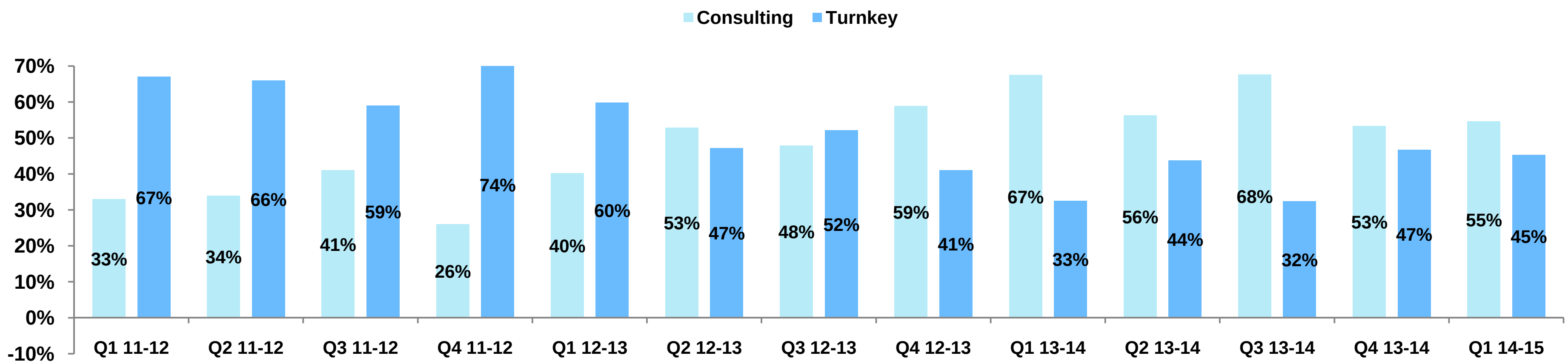


Quarterly Performance Track Record - Standalone

Total Income



Revenue Mix (Consultancy Vs Turnkey)



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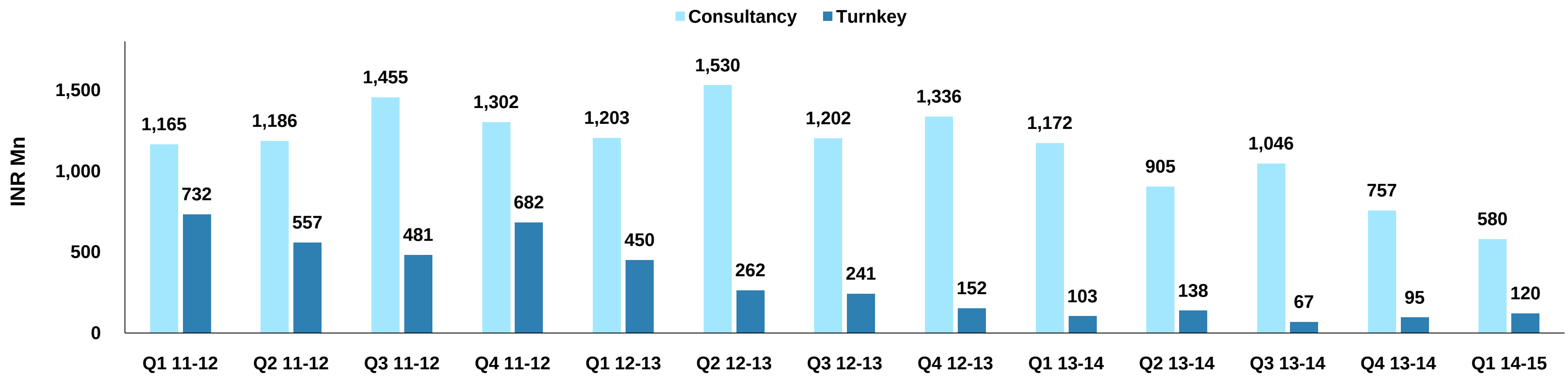
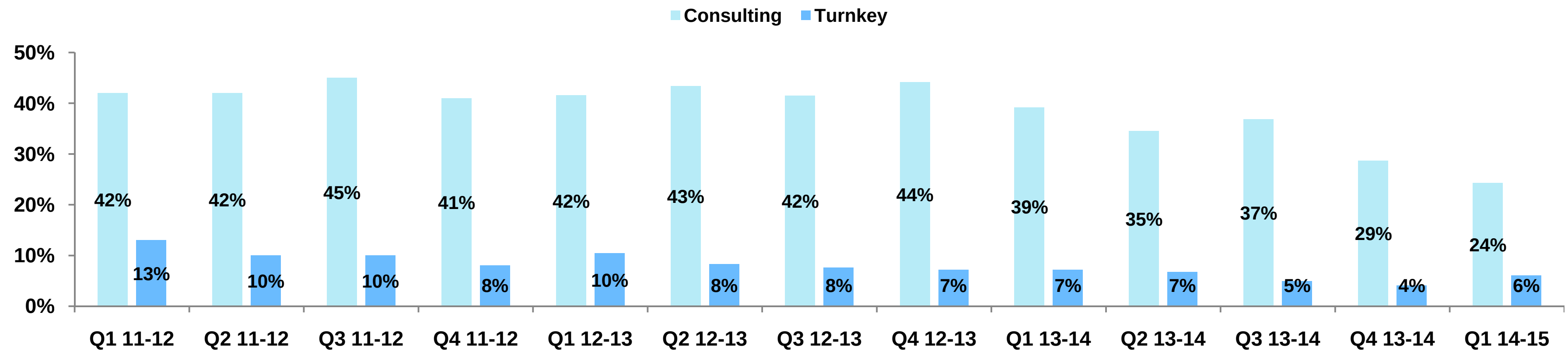
Quarterly Performance Track Record – Standalone

Segment Wise Operating Profit



Segment Wise Profit %



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

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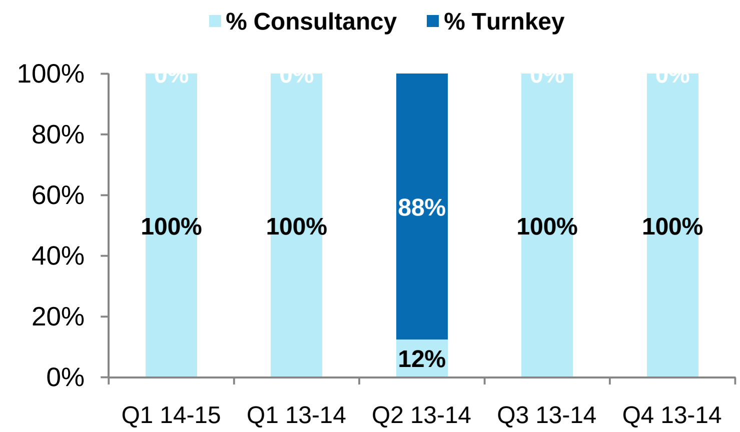
Quarterly Business Secured and Order Book

Q1 FY 14-15 Business Secured and Order Book – Standalone

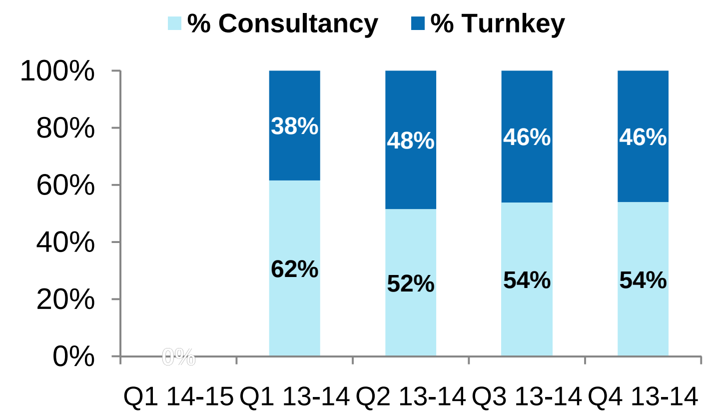
Rs Mn

Business Secured	Q1 14-15	Q1 13 -14	Q2 13-14	Q3 13-14	Q4 13-14
Consultancy (domestic)	1,247	1,002	522	981	1,567
Consultancy (overseas)*	11,705	66	440	43	147
Consultancy Total	12,952	1,068	962	1,024	1,714
Turnkey	0	0	6779	0	0
Total Business secured	12,952	1,068	7,742	1,024	1,714



Rs Mn

Order Book (Cumulative)	Q1 14 -15	Q1 13 -14	Q2 13-14	Q3 13-14	Q4 13-14
Consultancy *	26,970	21,012	20,062	25,840	29,158
Turnkey	12,325	12,163	25,421	49,003	33,210
Total Order Book	39,295	33,175	45,483	74,843	62,368
Consultancy %	69%	63%	44%	35%	47%
Turnkey %	31%	37%	56%	65%	53%



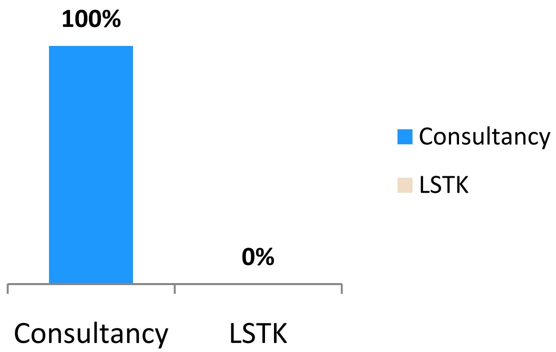
Note : Data on unconsolidated basis

*** Includes US$ 139 Mn contract initialed with M/s Dangote Group for 20 Million Tone Refinery in Nigeria**

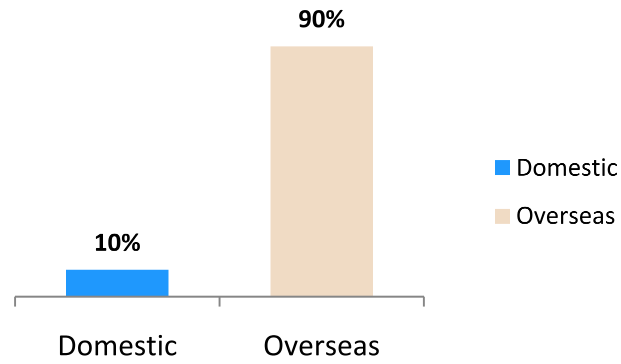
Q1 FY 14-15 Orders Secured Break up - Standalone

Q1 FY : 14-15

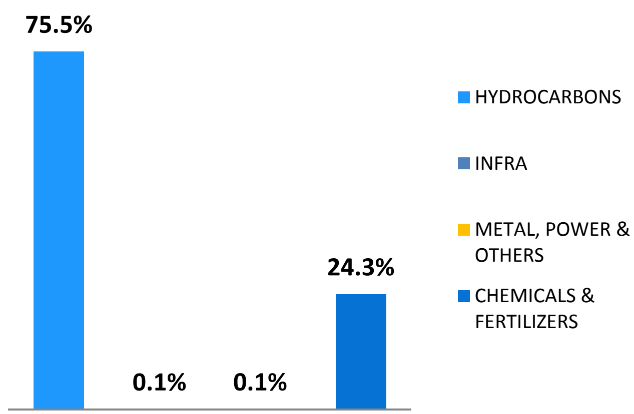
Consultancy Vs LSTK



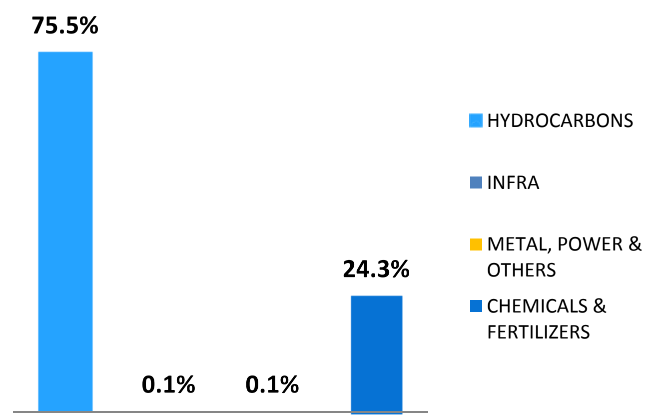
Consultancy Domestic Vs Overseas



Consultancy Segmental Break up



Total Orders Segmental Break up

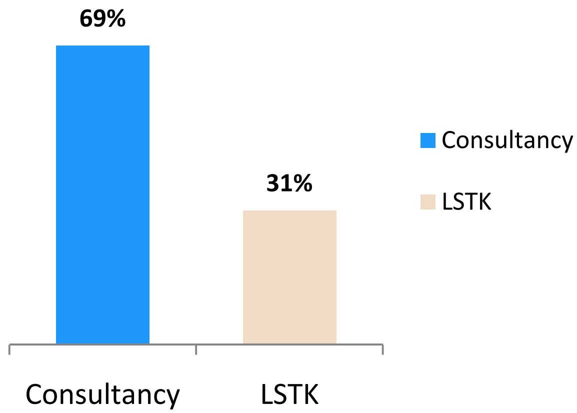


Note : Data on unconsolidated basis

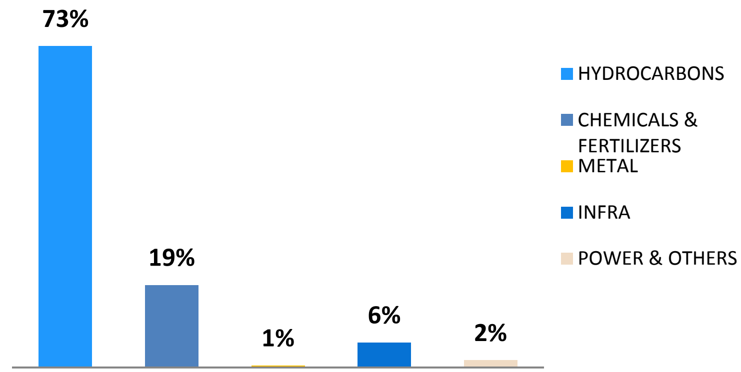
Q1 FY 14-15 Order Book Break up - Standalone

Q1 FY : 14-15

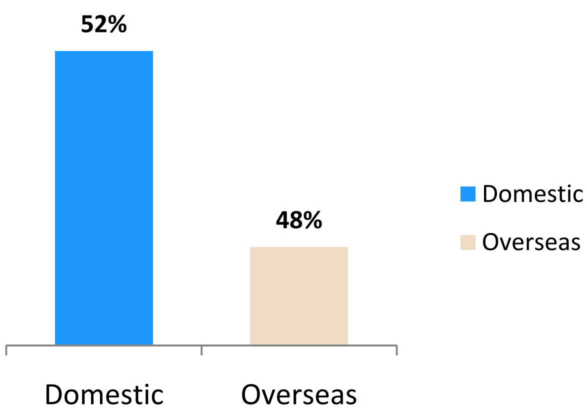
Consultancy Vs LSTK



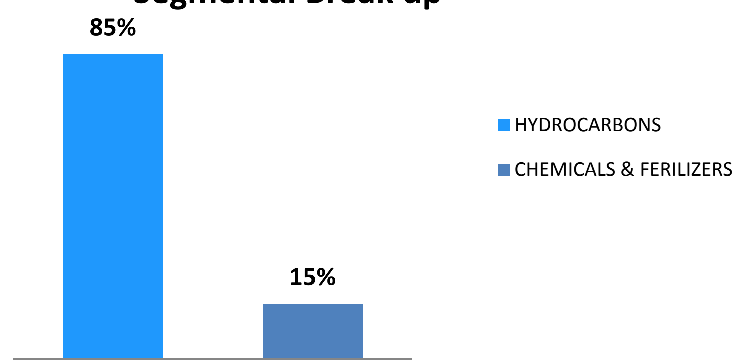
Consultancy Segmental Break up



Consultancy Domestic Vs Overseas



LSTK Segmental Break up



Note : Data on unconsolidated basis

Q1 FY 14-15 Salient Orders Secured

Q1 FY : 14-15

CONSULTANCY

	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
IndianOil	Delayed Coker Unit & allied facilities at Haldia	IOCL	687	Q1, FY14 -15	Q4, FY15 -16
Bharat Petroleum	CRU revamp at Mumbai Refinery	BPCL	330	Q1, FY14 -15	Q2, FY15 -16
Overseas					
DANGOTE	400,000 BPSD Refinery and 600,000 TPA Polypropylene Plant at Lekki Free Trade Zone, Nigeria	Dangote	8535	Q1, FY14 -15	Q3, FY16 -17
Orpic	LIWA Plastics Project, Oman	ORPIC	2704	Q1, FY14 -15	Q2, FY17 -18
brass fertilizer	Ammonia, Urea & Methanol Project , Nigeria	BRASS	435	Q1, FY14 -15	Q1, FY17 -18

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Annual Performance Summary

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Annual Performance Summary – Standalone

Standalone

Rs Mn

TURNOVER	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
Consultancy	11,091	12,342	12,073	11,279	10,553	8,246	6,214
Turnkey	7,145	12,717	24,914	16,953	9,385	7,079	1,163
Consultancy + Turnkey	18,236	25,060	36,987	28,233	19,938	15,325	7,378
Other Income	3,360	3,164	2,321	1,604	1,837	2,215	1,356
Total Income	21,596	28,224	39,308	29,836	21,775	17,540	8,733

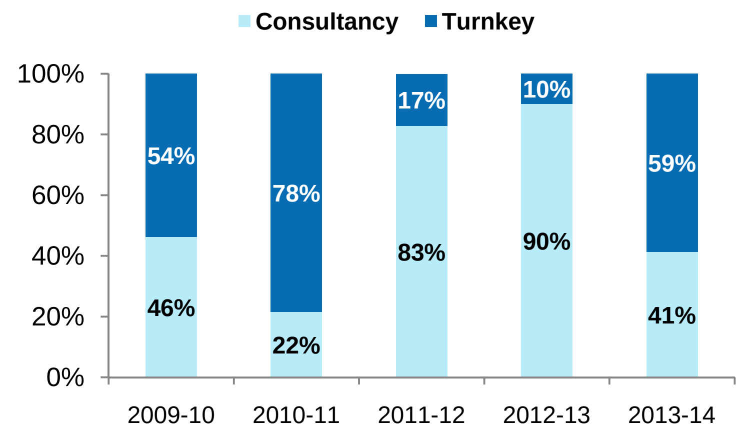
SEGMENT PROFITS	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
Consultancy	3,880	5,271	5,108	4,866	4,242	2,999	2,078
Turnkey	403	1,105	2,452	1,956	920	310	144
Consultancy %	35%	43%	42%	43%	40%	36%	33%
Turnkey %	6%	9%	10%	12%	10%	4%	12%

PAT	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
PAT	4798	6919	6363	5226	4356	3445	1946
PAT %	26%	28%	17%	19%	22%	22%	26%

Annual Business Secured and Order Book – Standalone

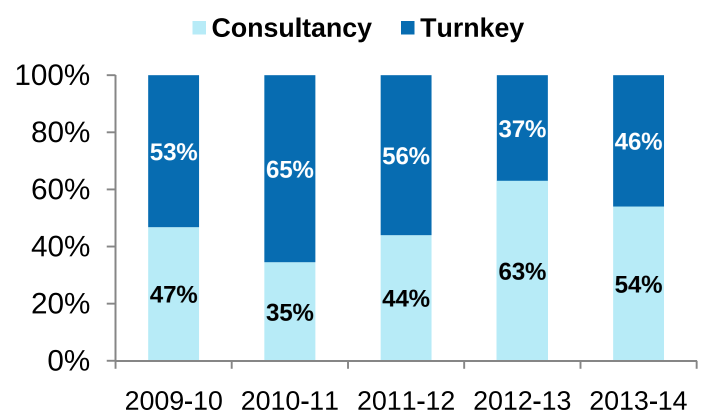
Rs Mn

Business Secured	FY 13-14	FY 12-13	FY 11-12	FY 10-11	FY 09-10
Consultancy (domestic)	4,073	11,573	5,072	8,364	6,337
Consultancy (overseas)*	696	1,386	1,217	362	706
Consultancy Total	4,768	12,959	6,289	8,726	7,043
Turnkey	6,779	1,425	1,297	31,821	8,175
Total Business secured	11,547	14,384	7,586	40,547	15,218



Rs Mn

Order Book	March 14	March 13	March 12	March 11	March 10
Consultancy *	15,717	21,012	20,062	25,840	29,158
Turnkey	13,391	12,163	25,421	49,003	33,210
Total Order Book	29,108	33,175	45,483	74,843	62,368
Consultancy %	54%	63%	44%	35%	47%
Turnkey %	46%	37%	56%	65%	53%



Note : Data on unconsolidated basis

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