



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

Investor Presentation

1st Quarter Results : FY 18-19

9th August 2018

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Quarterly Financial Performance

Q1 FY 18-19 Performance Summary - Standalone



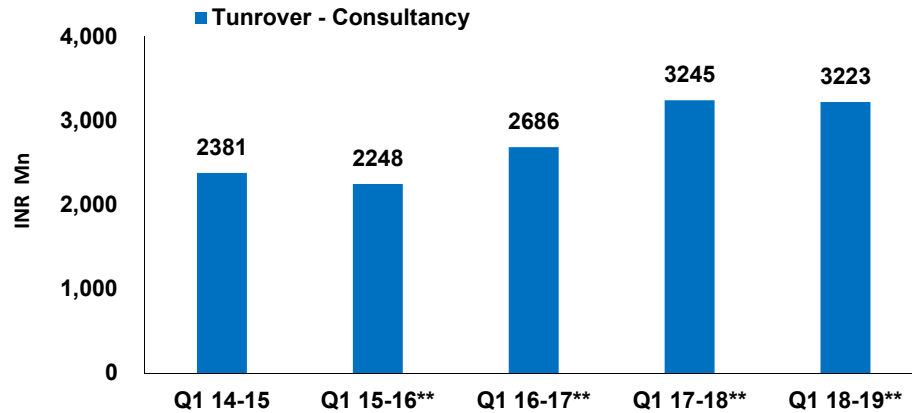
Standalone	Rs Mn				
	Q1 FY : 18-19				
TURNOVER	Q1 18-19**	Q1 17-18**	Q2 17-18**	Q3 17-18**	Q4 17-18**
Consultancy – Domestic	2790.2	2708.9	2757.3	3216.0	2852.4
Consultancy - Overseas	433.0	535.9	573.0	629.2	520.3
Consultancy Total	3223.2	3244.8	3330.3	3845.2	3372.7
Turnkey	2510.0	508.8	960.6	888.9	1724.6
Consultancy + Turnkey	5733.2	3753.6	4290.9	4734.1	5097.3
Other Income	521.9	456.2	466.5	393.0	479.0
Total Income	6255.1	4209.8	4757.4	5127.1	5576.3
SEGMENT PROFIT	Q1 18-19**	Q1 17-18**	Q2 17-18**	Q3 17-18**	Q4 17-18**
Consultancy	899.9	909.2	1057.4	1439.7	896.4
Turnkey	147.3	38.7	486.2	107.8	121.0
Total	1047.2	947.9	1543.6	1547.5	1017.4

• Note: All figures are on standalone basis

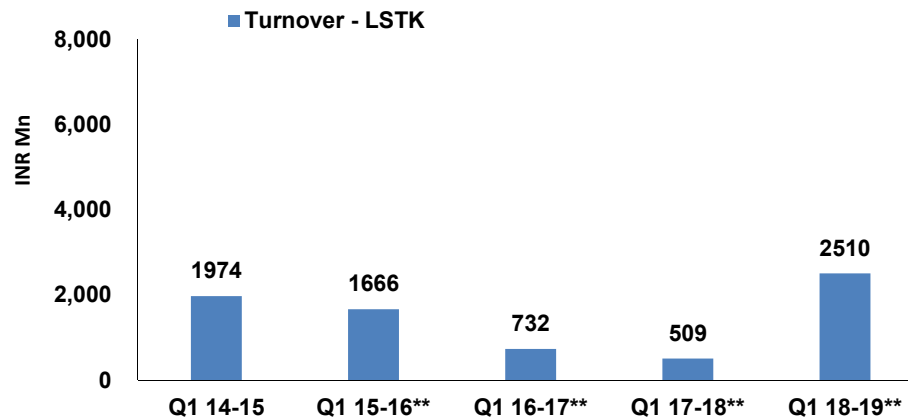
**Figures as per IND AS

Q1 FY 18-19 Quarterly Performance - Standalone

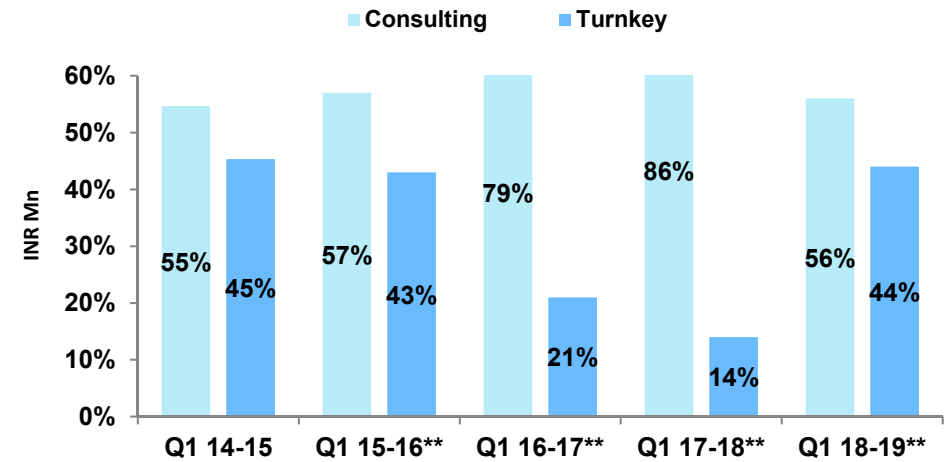
Turnover - Consultancy



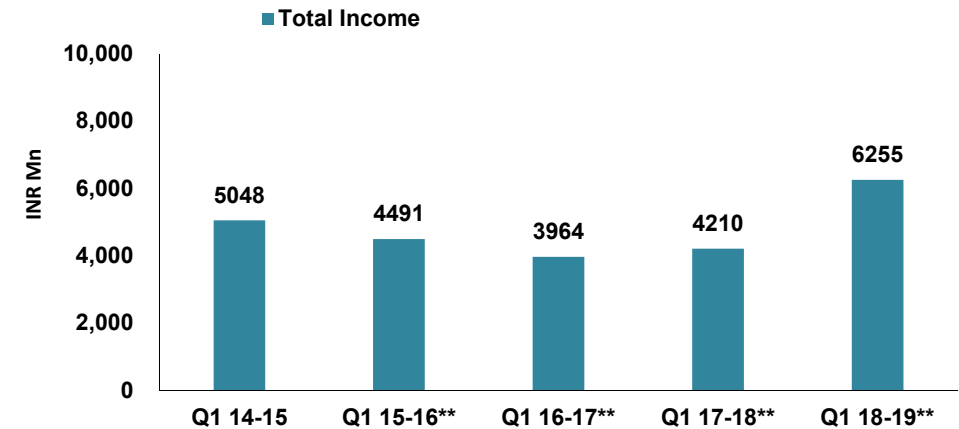
Turnover – Turnkey



Turnover Mix (Consultancy Vs Turnkey)



Total Income

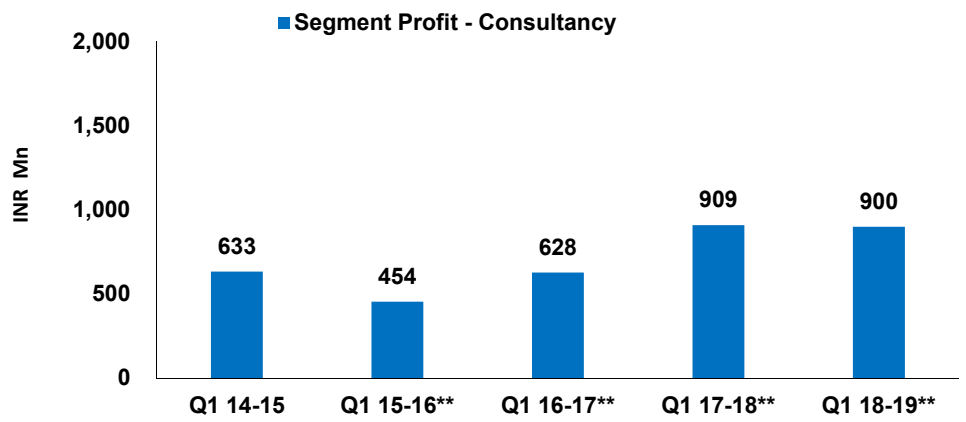


Note: All figures have been taken on standalone basis for EIL

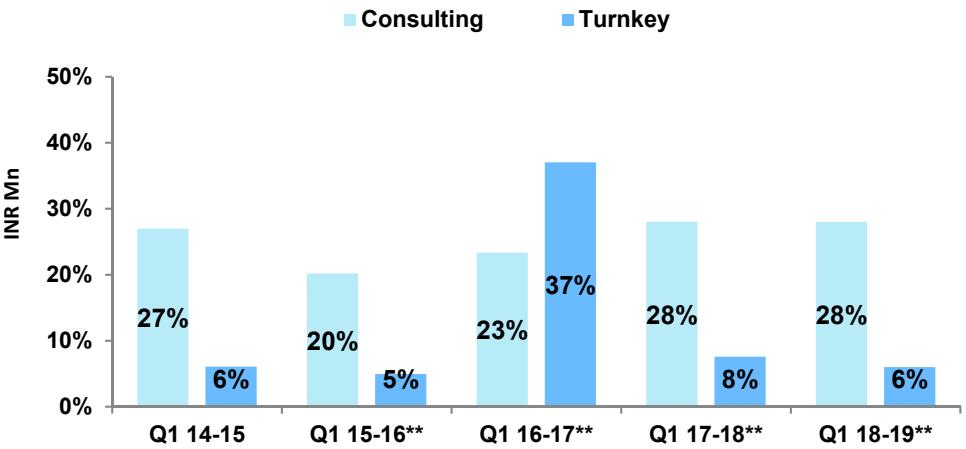
**Figures as per IND AS.

Q1 FY 18-19 Quarterly Performance - Standalone

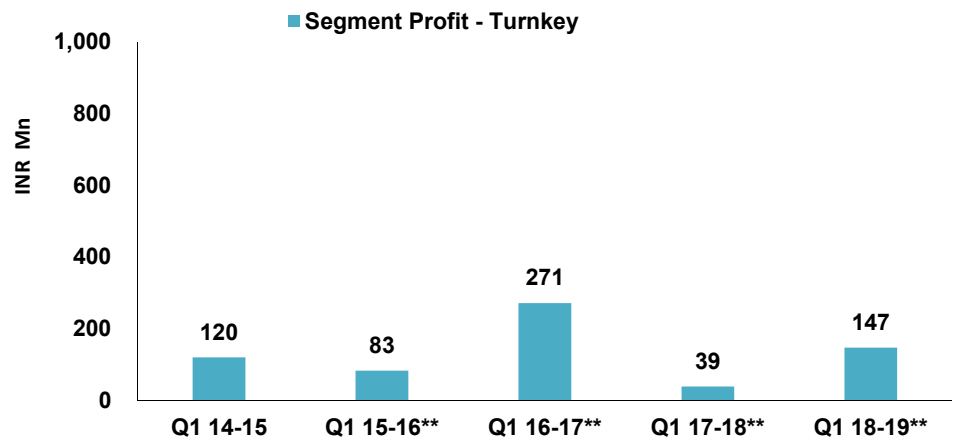
Segment Profit - Consultancy



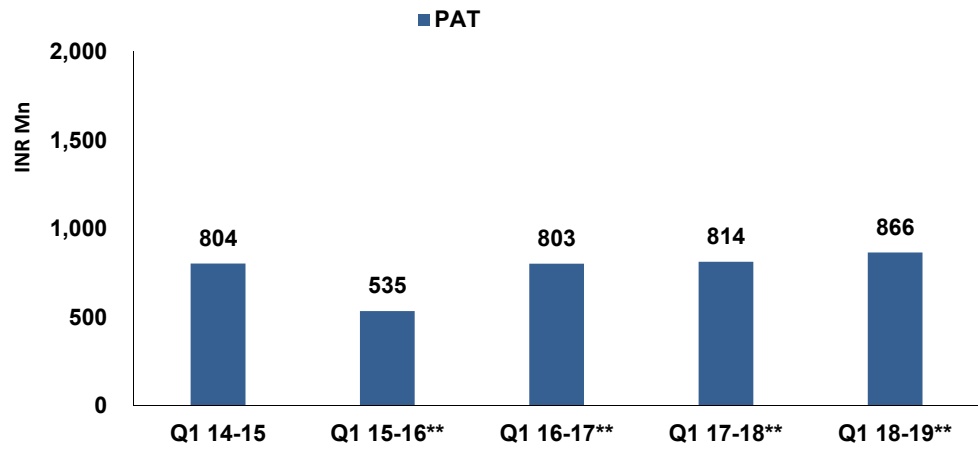
Segment Profit %



Segment Profit - Turnkey



PAT

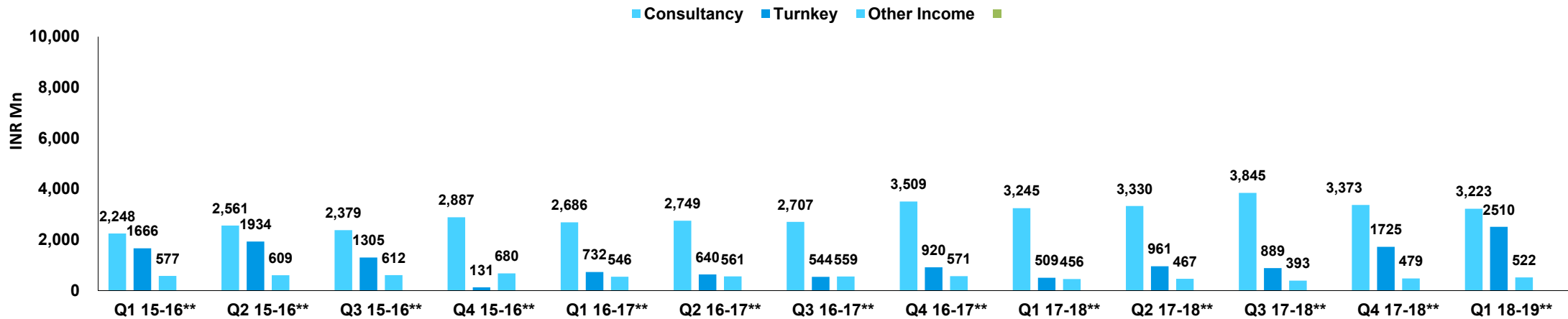


Note: All figures have been taken on a standalone for EIL
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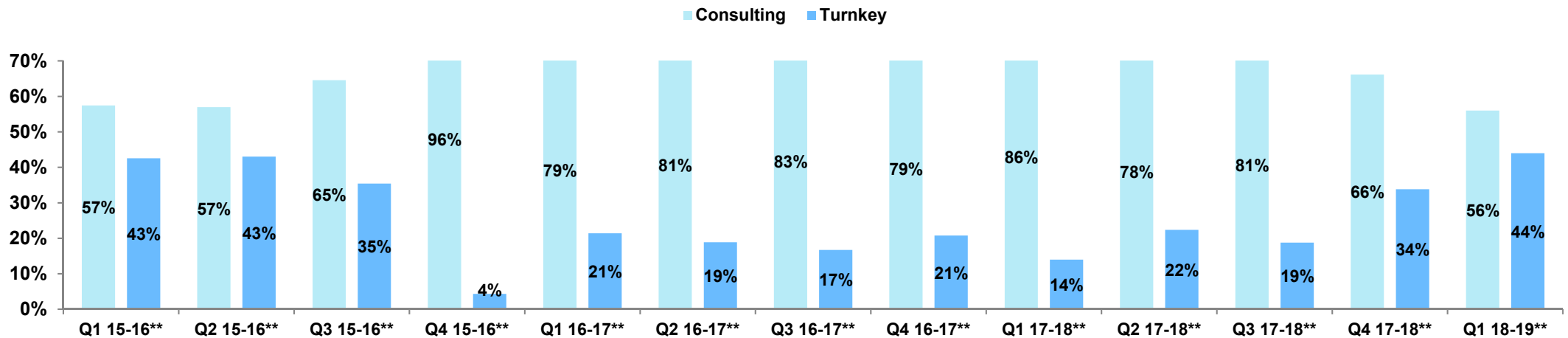
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)



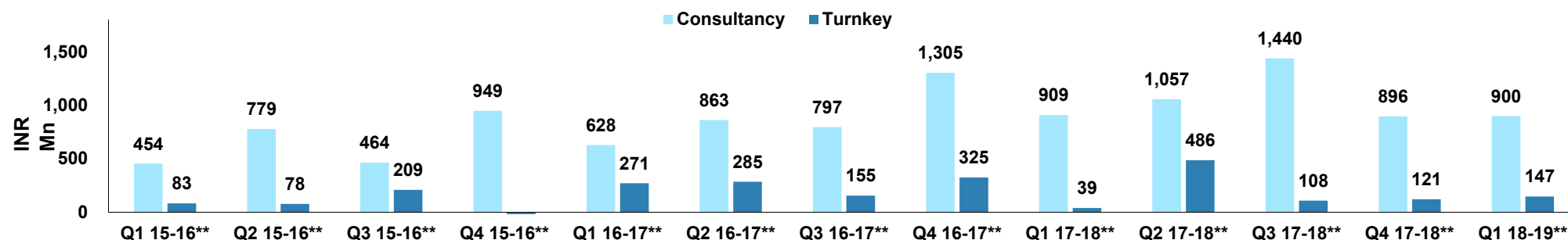
Note: All figures have been taken on a standalone for EIL

** Figures as per IND AS

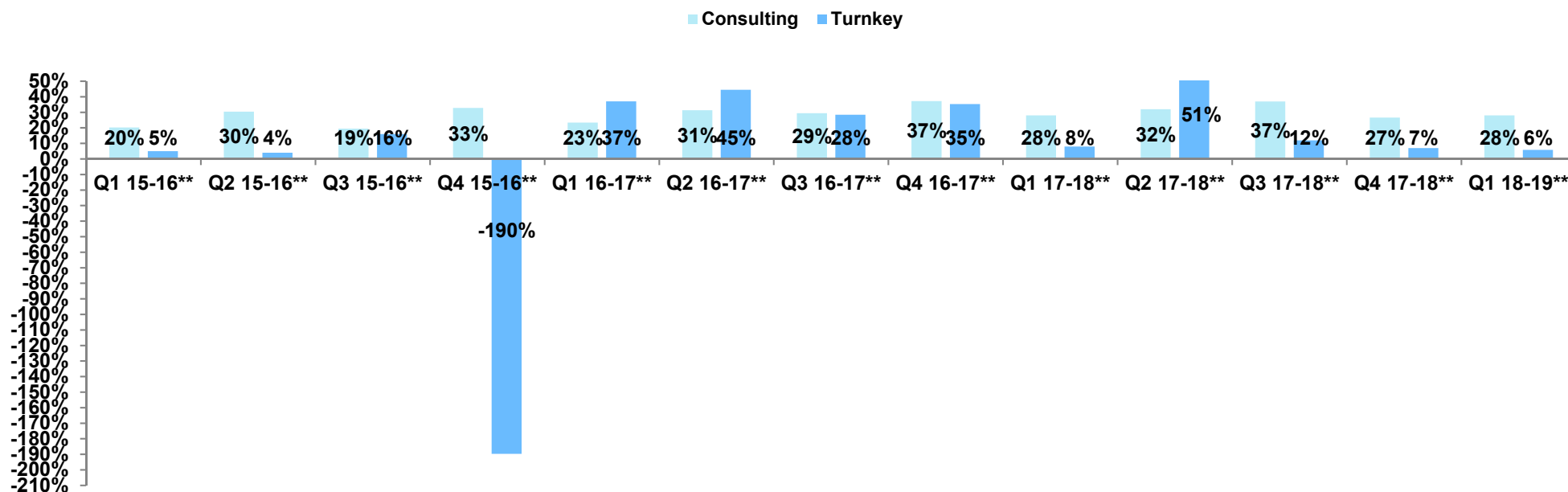
Quarterly Performance Track Record – Standalone



Segment Wise Operating Profit



Segment Wise Profit %



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

** Figures as per IND AS



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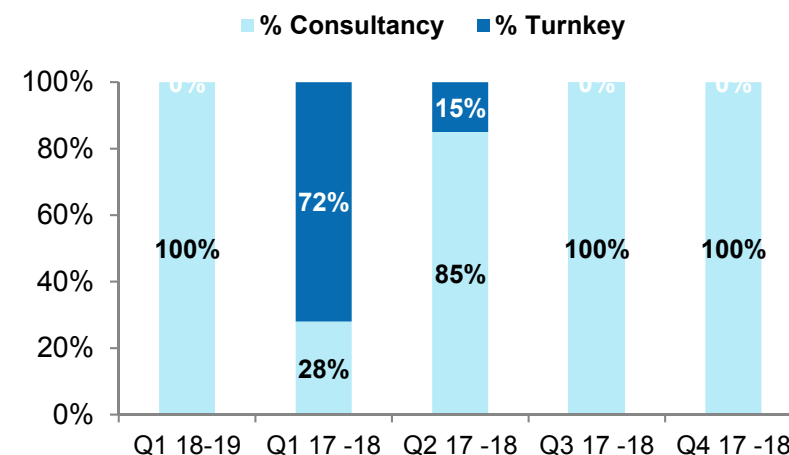
Quarterly Business Secured and Order Book

Quarterly Business Secured and Order Book – Standalone



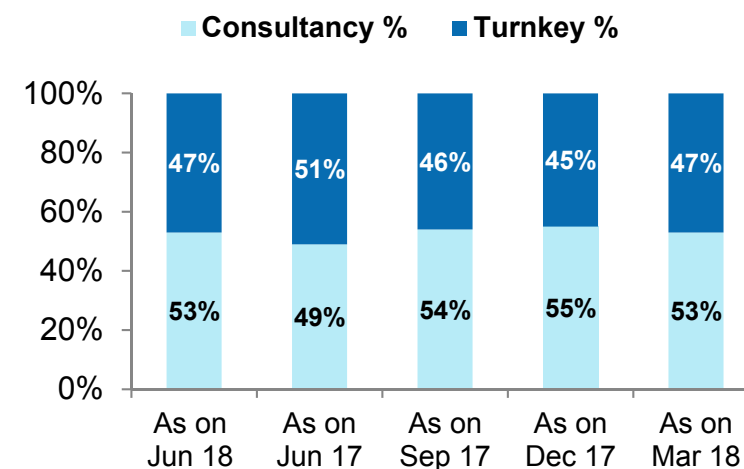
Rs Mn

Business Secured	Q1 18-19	Q1 17 -18	Q2 17 -18	Q3 17 -18	Q4 17 -18
Consultancy (domestic)	359	788	10,953	1,086	746
Consultancy (overseas)	473	150	2,723	74	89
Consultancy Total	832	938	13,675	1,161	835
Turnkey	0	2,447	2,350	0	0
Total Business secured	832	3,385	16,025	1,161	835



Rs Mn

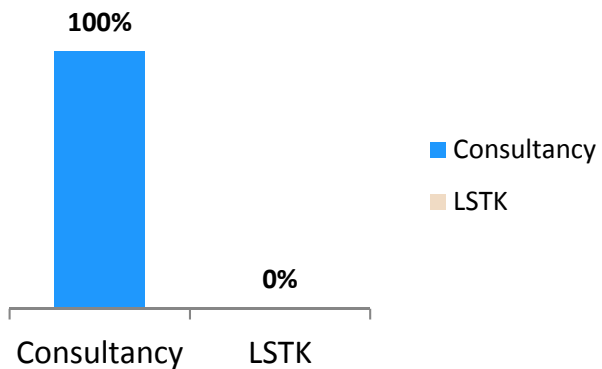
Order Book	As on Jun 18	As on Jun 17	As on Sep 17	As on Dec 17	As on Mar 18
Consultancy	38,610	37,690	48,100	45,300	41,739
Turnkey	33,680	39,290	40,710	37,710	36,992
Total Order Book	72,290	76,980	88,810	83,010	78,731
Consultancy %	53%	49%	54%	55%	53%
Turnkey %	47%	51%	46%	45%	47%



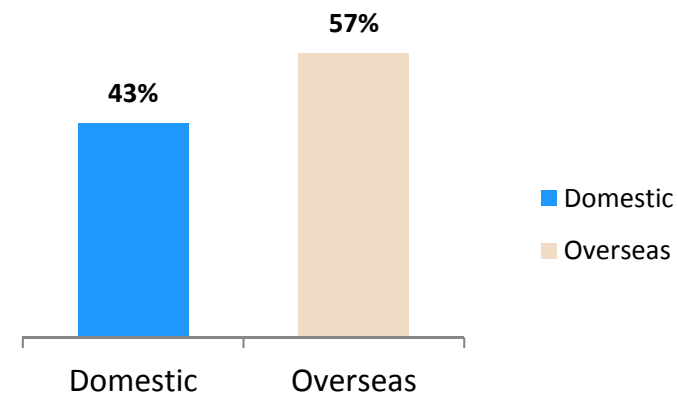
Note : Data on unconsolidated basis

Q1 FY : 18-19

Consultancy Vs LSTK



Consultancy
Domestic Vs Overseas



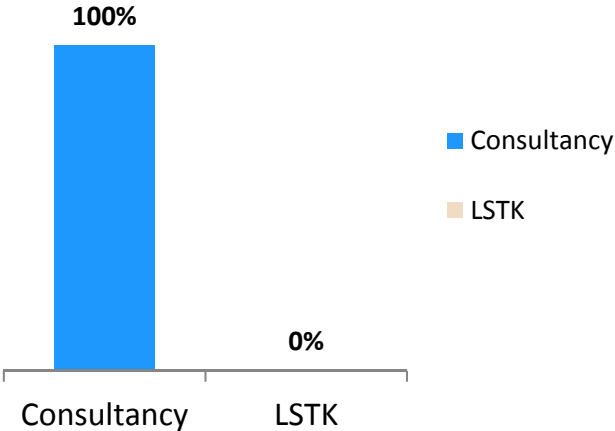
Most of the orders have been secured in the Hydrocarbon sector

Note : Data on unconsolidated basis

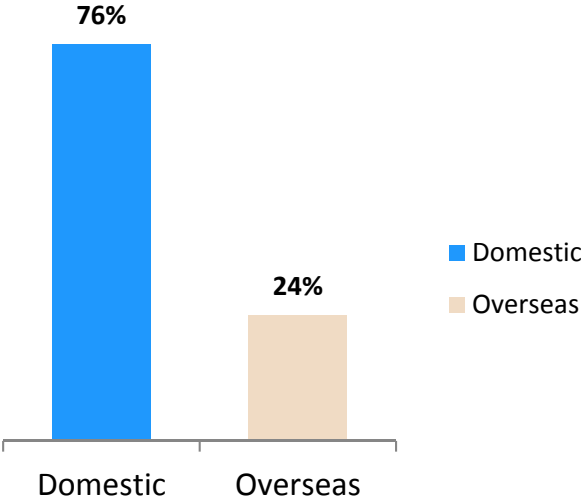


Q1 FY : 18-19

Consultancy Vs LSTK






Consultancy Domestic Vs Overseas



Note : Data on unconsolidated basis

Q1 FY : 18-19

CONSULTANCY

	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
	EPCM Services for the Indo-Bangla Friendship Pipeline (IBFPL) Project in Bangladesh	Numaligarh Refinery Limited (NRL)	199	Q1, FY18 -19	Q3, FY 20-21
	LEPCM FOR 500TPD Methanol 200TPD Acetic Acid Plantat Namrup (Change Order)	Assam Petrochemicals Ltd	100	Q1, FY18 -19 (Change Order Award Date)	Q1, FY 18-19
	PMC & EPCM Services for Dangote Refinery Project (Change Order No. 7)	Dangote Oil Refining Company Limited	250	Q1, FY18 -19 (Change Order Award Date)	Q3, FY 20-21



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Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12
Consultancy	13,793	11,650	10,074	9,480	11,091	12,342	12,073
Turnkey	4,083	2,836	5,036	7,650	7,145	12,717	24,914
Consultancy + Turnkey	17,876	14,486	15,110	17,130	18,236	25,060	36,987
Other Income	1,795	2,237	2,478	2,731	2,321	2,618	2,175
Total Income	19,671	16,723	17,588	19,861	20,557	27,678	39,161

SEGMENT PROFITS	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12
Consultancy	4,303	3592	2,646	2465	4,920	5,646	5,255
Turnkey	754	1036	122	560	403	1,275	2,452
Consultancy %	31%	31%	26%	26%	44%	46%	44%
Turnkey %	19%	37%	2%	7%	6%	10%	10%

PAT	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12
PAT	3,779	3250	2762	3080	4798	6286	6363
PAT %	21%	22%	18%	18%	26%	25%	17%

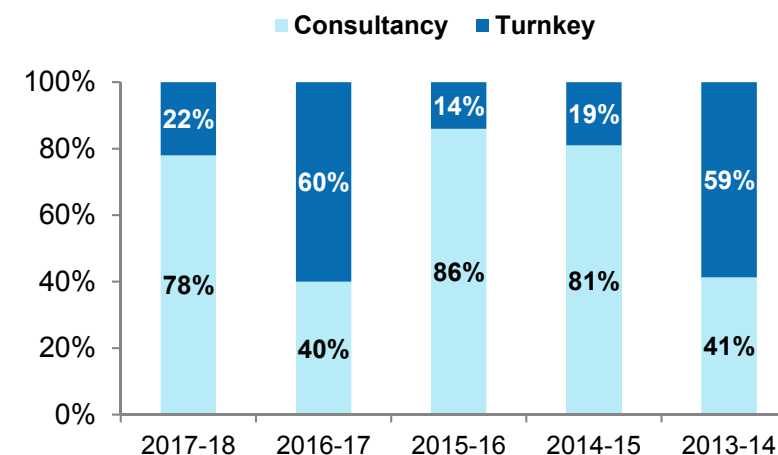
- Note: All figures are on standalone basis and rounded off to nearest digit
- ** Figures as per IND AS

Annual Business Secured and Order Book – Standalone



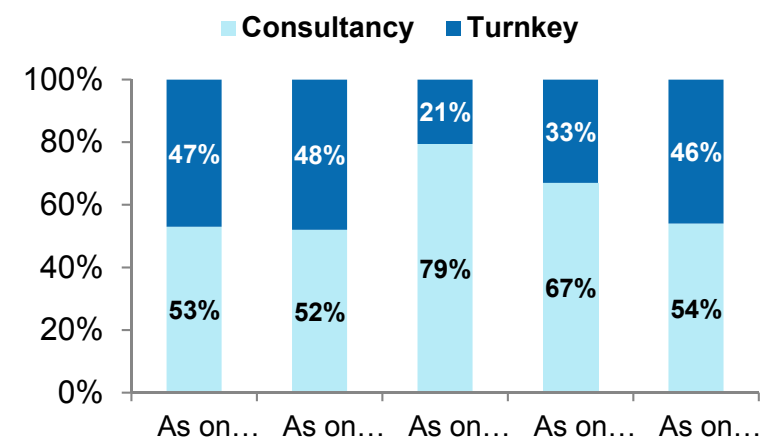
Rs Mn

Business Secured	FY 17-18	FY 16-17	FY 15-16	FY 14-15	FY 13-14
Consultancy (domestic)	13,572	20,319	9,900	6,103	4,073
Consultancy (overseas)	3,036	2,644	3,860	12,533	696
Consultancy Total	16,608	22,963	13,760	18,636	4,768
Turnkey	4,797	34,118	2,200	4,420	6,779
Total Business secured	21,405	57,081	15,960	23,057	11,547



Rs Mn

Order Book	As on March 18	As on March 17	As on March 16	As on March 15	As on March 14
Consultancy	41,739	40,208	30,100	24,543	15,717
Turnkey	36,992	37,411	7,786	11,866	13,391
Total Order Book	78,731	77,619	37,887	36,409	29,108
Consultancy %	53%	52%	79%	67%	54%
Turnkey %	47%	48%	21%	33%	46%



Note : Data on unconsolidated basis

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