Engineers India Limited

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

Annual Presentation (FY:12-13)

28 May, 2013

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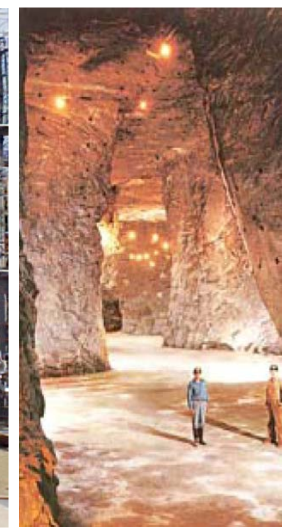
Overview of Engineers India Limited





Engineers India Limited: Background

- One of India's leading Consultancy and EPC Companies in Hydrocarbons and Petrochemical
- Focused diversification into other emerging sectors .
  - ➢ 1973: Diversified business into mining & non ferrous metallurgy
  - ➢ 2001: Diversified into infrastructure sectors
  - ➢ 2004: Strategic crude oil storage as part of Govt. of India's energy security initiative
  - ➢ 2010-11: Diversification initiatives into Fertilizer, City Gas & Power sectors
  - ➢ 2011-12: New area of Oil & Gas Exploration (NELP IX)
- Technology driven organization with an in-house and collaborative (R&D)
- Overseas presence in Middle East, North Africa and South East Asia.
- ***Zero debt firm with consistent record of healthy earnings and dividend payout***

Evolution and Key Milestones

- Wholly owned GoI Company.
- MRL Refinery (now CPCL – a group company of IOCL)

- Expansion to Petrochem with IPCL *(now Reliance Industries Ltd)*

- First overseas project
- Entered non-ferrous metallurgical sector

- Expansion in Hydrocarbons Value Chain
  - o *Offshore*
  - o *Pipelines*
  - o *Onshore oil and gas*
  - o *Terminals*

- Diversified into infrastructure

- Expanded into Strategic Storages for GoI

- Diversifying into Oil & Gas Exploration (NELP IX)

1965 | 1967 | 1969 | 1973 | 1975-78 | 1989 | 1997 | 2001 | 2004 | 2007 | 2010 | 2011 | 2012

- Established as a JV between GoI and Bechtel

- R&D Centre in Gurgaon

- Listed on the BSE and NSE stock exchanges
- ***Accorded the Mini Ratna status***

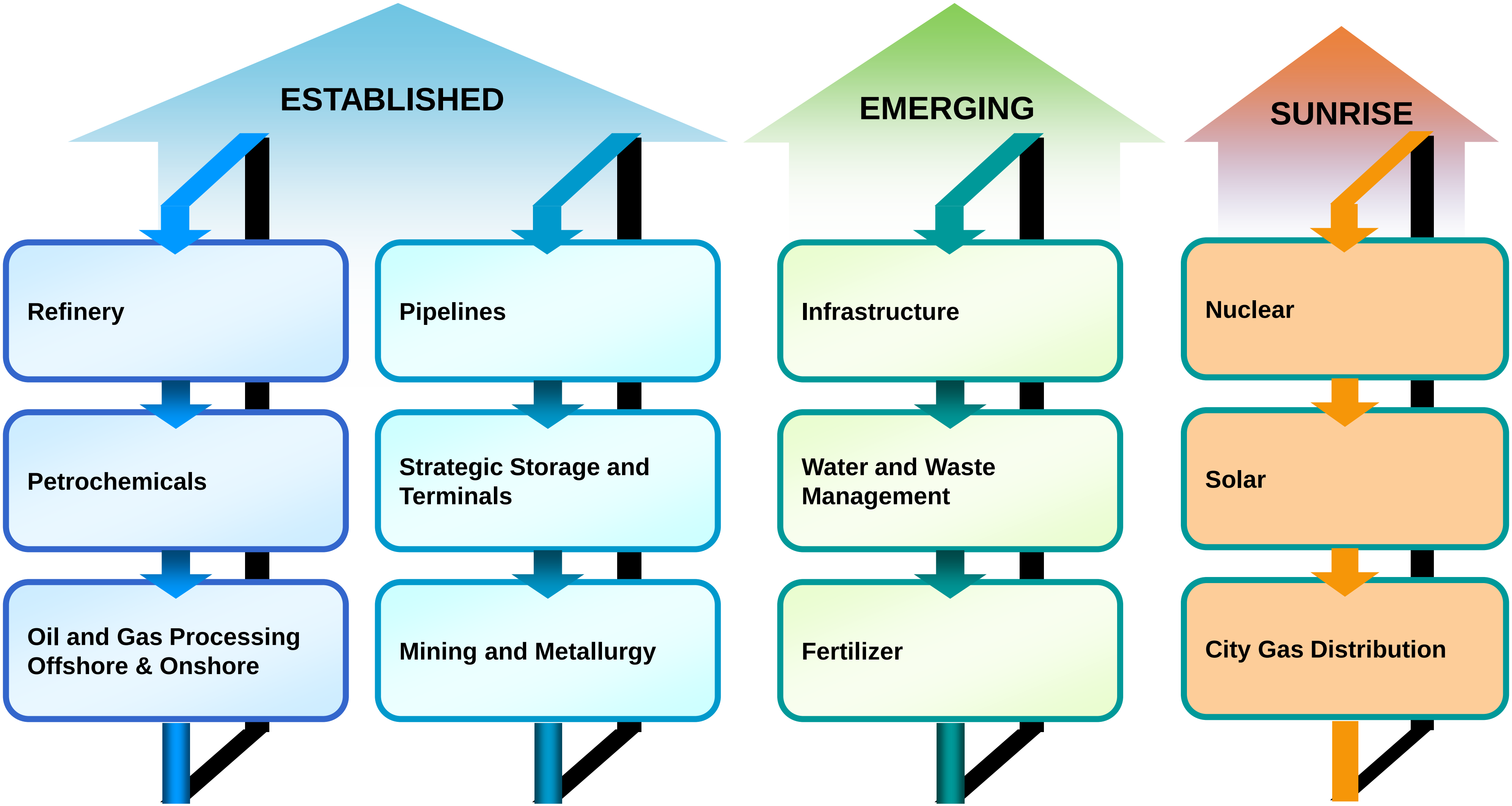
- Pioneers in hydrocarbon industry in India to enter into OBE* contract

- Share split, 2:1
- Bonus share
- 1000% special interim dividend.
- Successful FPO of Rs 3.36 Cr shares of Rs 5 each.

- Re-entry into Fertilizer Sector

* OBE: Open Book Estimate; **PMC: Project Management Consultancy

Lines of Business – Diversifying the Portfolio



Service Offering: From Concept to Commissioning

Process Design services

- Conceptual designs and feasibility reports
- Basic design packages for
  - Open art process units for gas-processing and refineries
  - Integrated utilities and offsite facilities
- Offers a portfolio of more than 30 process technologies for application in oil and gas processing sector
- Residual basic engineering for licensed process units
- Yield and energy optimization and capacity augmentation services in process plants

Certification services

- Certification and re-certification services through EIL subsidiary - Certification Engineers International Ltd

Engineering services

- Expertise ranges for all engineering services such as piping, mechanical, electrical, control systems, civil, structural and architectural, including advanced engineering analysis
- Specialised services for
  - Heat and mass transfer
  - Environment engineering
  - Materials and maintenance services

Project Management services

- Integrated project management services with focus on cost, quality and schedule
- Services include developing project execution plans, detailed schedules, cost forecasts, progress tracking and reporting, and the integration of the engineering, procurement, logistics, construction and commissioning works

Procurement services

- Comprehensive procurement services such as strategic sourcing, materials management, contracts management, purchase, expediting, inspection services and logistics

Commissioning services

- Services include audit of plant readiness, start-up and commissioning, as well as conducting performance guarantee tests
- Includes pre-commissioning and commissioning assistance for projects
- Safety audit, hazard and operability studies, risk and consequence analysis services

Construction Management services

- Comprehensive services at site including warehouse management, quality control and assurance, health safety and environment (HSE), progress monitoring and scheduling
- Undertakes total site responsibility from survey and soil investigation to mechanical completion of project

Service Offering - Modes of Contracts Managed

Engineering, Procurement & Construction (EPC)

- Contracts under which EIL is responsible for the entire project as a turnkey contractor. EPC contracts fall into two broad categories:
  - Lump-sum turnkey ("LSTK") contracts
  - Open book estimate ("OBE") contracts (form of cost reimbursable contract)with a provision for conversion to LSTK for a project. Benefits under OBE contracts primarily relate to ensuring control over the time and expenses for a project and greater certainty of outcome

Engineering, Procurement and Construction Management (EPCM)

- Contracts under which EIL provides services related to process engineering, detail engineering, procurement, construction supervision through co-ordination of various suppliers and contractors and commissioning and pre-commissioning assistance

Nature of Contracts

EPC/ OBE

EPCM

FEED

PMC

Front-end Engineering & Design (FEED)

- Upstream process design, residual basic design and front-end basic engineering for complete definition of scope for selection of EPC contractor

Project Management Consultancy (PMC)

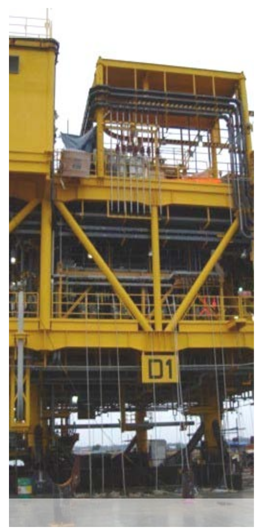
- Contracts under which EIL provides comprehensive project management services for the implementation of a project though turnkey contractors ensuring design, quality and schedule

Moving to Relationship Contracts

Conventional EPC Models	OBE – LSTK Model
Feed required for obtaining firm and fixed LSTK Price	Preliminary design sufficient for negotiating OBE – LSTK Contract
Time cycle to LSTK award is high. ✓ FEED/PMC bidding and award ✓ LSTK Bidding and award	Shortest Bidding period possible ✓ Owner directly negotiates OBE – LSTK
Owner bears the Price for High Risk of Contractor ✓ P&M/c is estimated and contractor builds risk premium for same	Owner bears realistic price as governed by market conditions ✓ No hidden costs ✓ No risk premium can be built.
No flexibility . Design to be frozen at the bidding stage	Greater Flexibility. Design progresses post award.
Actual P&M/c cost and contractor Fees unknown to Owner	Transparency in costs and fees

Track Record and Credentials




Experience Credentials

210 Offshore Platforms

37Oil & Gas Processing Projects

60 Refinery Projects including 10 Grass Root

7 Petrochemical Complexes

8 Fertiliser Projects

42 Pipeline Projects

30 Infrastructure Projects

29 Mining & Metal. Projects

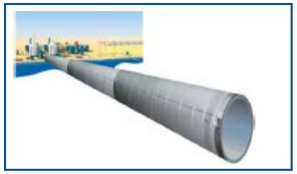
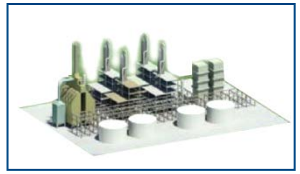
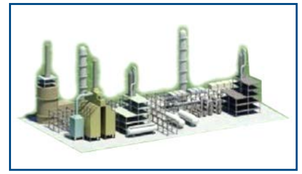
17 Turnkey Projects

13 Ports & Storage Terminals

1 Power

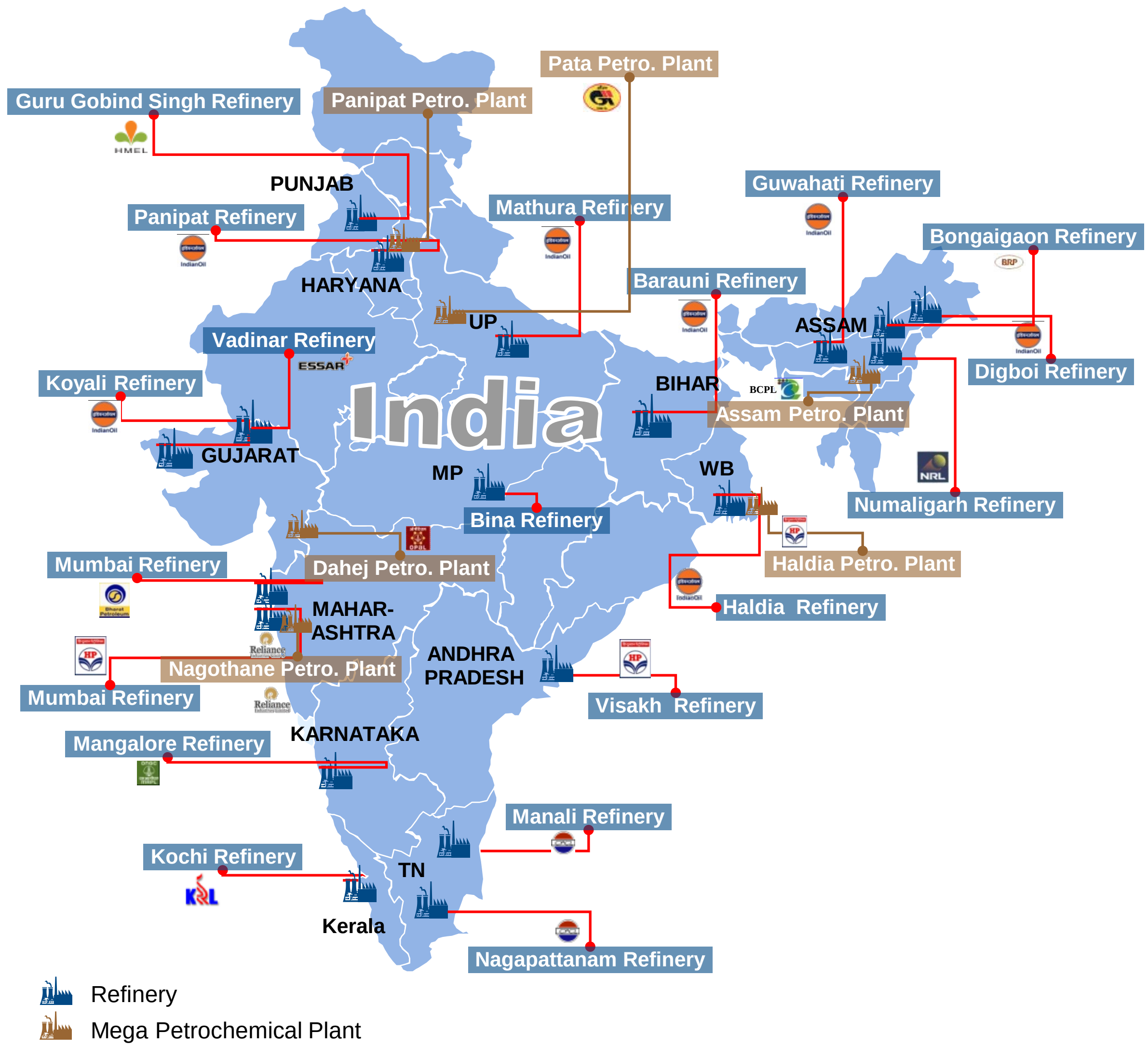
Data as of April 2012

Presence Across the Hydrocarbon Value Chain

	Offshore Oil & Gas	Oil & Gas Transportation	Onshore Oil & Gas	Refineries	Petrochemicals	Storage, Ports & Terminals
						
Overview	• Work for various engineering consultancy services on the Indian West Coast and East Coast	• Engineering consultancy services for more than 10,000 km of onshore and subsea pipeline projects in India and internationally	• Experience and engineering capabilities for the design of onshore facilities such as Group gathering stations, multistage separation, crude desalting and dehydration, heavy oil and sour oil processing	• Range of services from concept to commissioning of refinery projects ranging from single unit revamp projects to mega refinery or refinery cum petrochemicals complexes	• EIL's experience in the field of petrochemicals covers the design and construction of major fully-integrated petrochemical complexes, as well as a large number of individual petrochemical units	• Engineering consultancy services on various coastal engineering projects, including geo-technical engineering, layout preparation for ports and shipyards and materials handling
Key highlights	• Consultancy services for over 150 well platforms and 30 process platforms in India for ONGC • Executed international projects in Qatar, UAE • Offshore platform projects for the Deen Dayal Field Development Project of GSPC East Coast, India • Oil & Gas exploration of Block 11 under NELP IX at Cambay basin	• EIL was involved in the development of the HBJ pipeline – India's largest gas pipeline network • Engineering consultancy services to GAIL on one of the world's longest LPG pipeline • Developed strategic pipelines for HPCL, BPCL, BORL, IOCL and HMEL	• Developed gas processing complexes at Hazira and Uran and the C2/C3 and LPG recovery units at Auraiya • Executing onshore platform projects for the Deen Dayal Field Development Project of GSPC at Kakinada, India • International projects executed in Algeria and UAE	• EIL has worked on over 50 refinery projects in India • Worked on 9 grassroot refinery projects from concept to commissioning • Expertise in LP modelling for configuration studies and energy savings in refining process	• EIL has been involved in the establishment of seven out of the eight mega petrochemical complexes in India • EPCM services for GAIL, NOCIL, Petrofils Limited, IOCL, IPCL (now RIL) and others	• Developed expertise for storage of crude oil in unlined underground caverns - security initiative for strategic crude oil storage as part of the Integrated Energy Policy of GoI

Over four decades of experience in the Hydrocarbon space with a presence across the entire value chain

Leadership Position in Refineries and Petrochemicals in India



MILESTONES

- Worked on a combined refining capacity of more than 200 MMTPA (5 million BPD)
- Engineered 10 grassroots refineries
- Involved in the establishment of 7 out of the 8 mega petrochemical complexes in India
- Forayed into new areas such as Strategic Storages

Long Term Relationships - Hydrocarbons

Oil and Gas Majors	Refining	Petchem	Pipeline	Offshore O&G	Onshore O&G	Storage/ Terminal	Recent project profile
IndianOil	✓	✓	✓			✓	✓ DHDT project at Bongaigaon ✓ Panipat refinery expansion ✓ Panipat Naphtha Cracker Project ✓ HDPE, LLDPE Project at Panipat ✓ CPP, SBM & Pipeline Project of Paradip
Bharat Petroleum	✓		✓			✓	✓ Capacity expansion at Kochi ✓ Bina-Kota Pipeline ✓ Bina Grass Root Refinery
HP	✓	✓	✓			✓	✓ HMEL – Grass Root refinery at Bhatinda ✓ Green Fuel Project at Visakh ✓ Clean Fuel Project at Mumbai
GAIL		✓	✓		✓		✓ Assam Gas Cracker for BCPL/ GAIL ✓ Vijaipur - Dadri pipeline ✓ Petchem expansion at Pata and Vijaipur
ONGC		✓		✓	✓	✓	✓ Flare Gas Recovery – Neelam and Heera Process platform ✓ Dahej Petrochem of OPaL ✓ Gas processing facilities at Uran and Hazira for ONGC
ONGC MRPL	✓	✓					✓ PFCC & SRU Block of Phase III Project at Mangalore ✓ Polypropylene unit of Phase III refinery project at Mangalore ✓ SBM, Pipeline of Phase III project at Mangalore
CPCL	✓					✓	✓ Euro IV quality upgrading project at Chennai DHDT and NHT/ISOM

✓ **EIL's track record coupled with long-term client relationships across all sectors positions it to capture repeat orders**

Long Term Relations - Mining & Metallurgy and Infrastructure

Mining and Metallurgy

नालको NALCO National Aluminium Company Limited

HINDALCO ADITYA BIRLA GROUP

NMDC LIMITED

STERLITE

INDAL

Project Profile

- Smelter for Mahan Aluminium, MP and Aditya Aluminium, Orissa for HINDALCO
- 4th stream upgradation for Bauxite mines and Alumina refinery , Orissa for NALCO
- Alumina Refinery Project at Lanjigarh for STERLITE
- Aluminum Smelter Expansion Project at Hirakud for INDAL
- Aluminum Smelter Project at Angul including Phase I and Phase II Expansion thereof for NALCO
- Mines and Alumina Refinery Project at Damanjodi including Phase I Expansion thereof for NALCO
- Rampur-Aguccha Lead-Zinc Mining and Beneficiation Project and Expansion thereof for Hindustan Zinc Limited (HZL)
- Ghatsila Copper Refinery Expansion Project for Hindustan Copper Limited(HCL)

Infrastructure

hudco

Chhatrapati Shivaji International Airport

DELHI INDIRA GANDHI INTERNATIONAL AIRPORT | GMR

delhi.gov.in Govt. of NCT of Delhi

Project Profile

- Abatement of pollution of River Yamuna for Delhi Jal Board
- Connaught Place Renovation for NDMC, Delhi
- Data Centre of UIDAI at Delhi and Bangalore
- Buildings for RGIPT at Assam & UP
- Construction of Office Complex at Noida for Oil India Limited
- Development of Campus for Indira Gandhi National Open University
- Apparel International Mart Cum Exhibition Complex, Gurgaon for Apparel Export Promotion Council of India
- Building for Petroleum Conservation Research Association
- Modernization and Restructuring Project of Delhi & Mumbai Airport Project
- Rugby Stadium for Commonwealth Games & Institutional Buildings for the University of Delhi

Global Presence

Overseas Clients

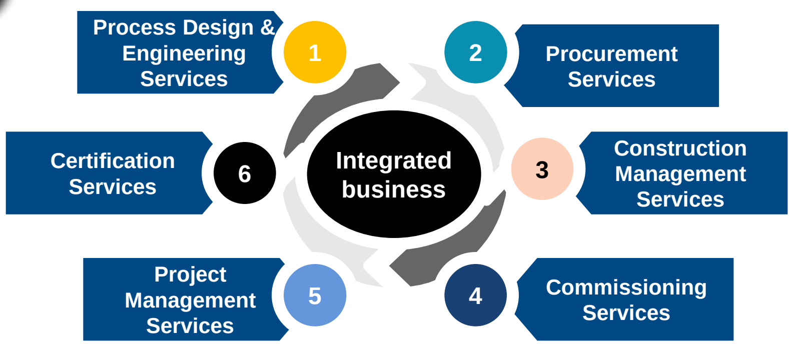
CLIENT	COUNTRY
SONATRACH	Algeria
SONATRACH	Algeria
SONATRACH	Algeria
KNPC	Kuwait
Qatar Petroleum	Qatar
NPCC	U.A.E
ADCO	U.A.E
BANOCO	Bahrain
Sohar Refinery Company	Oman
Takreer, Abu Dhabi	U.A.E
GASCO	U.A.E

Technical Competence backed up by In-house and Collaborative R&D . . . Execution Support

India's leading Engineering services firm with a comprehensive business model

1 State of the art R&D centre at Gurgaon…

2 …technology driven full range of services…

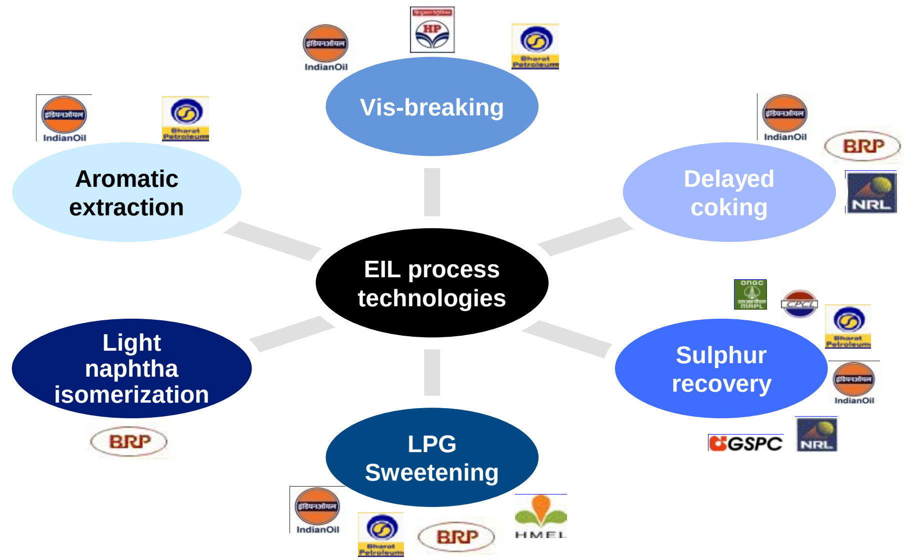


3 …across all forms of contracts

- FEED
- PMC
- EPCM
- EPC

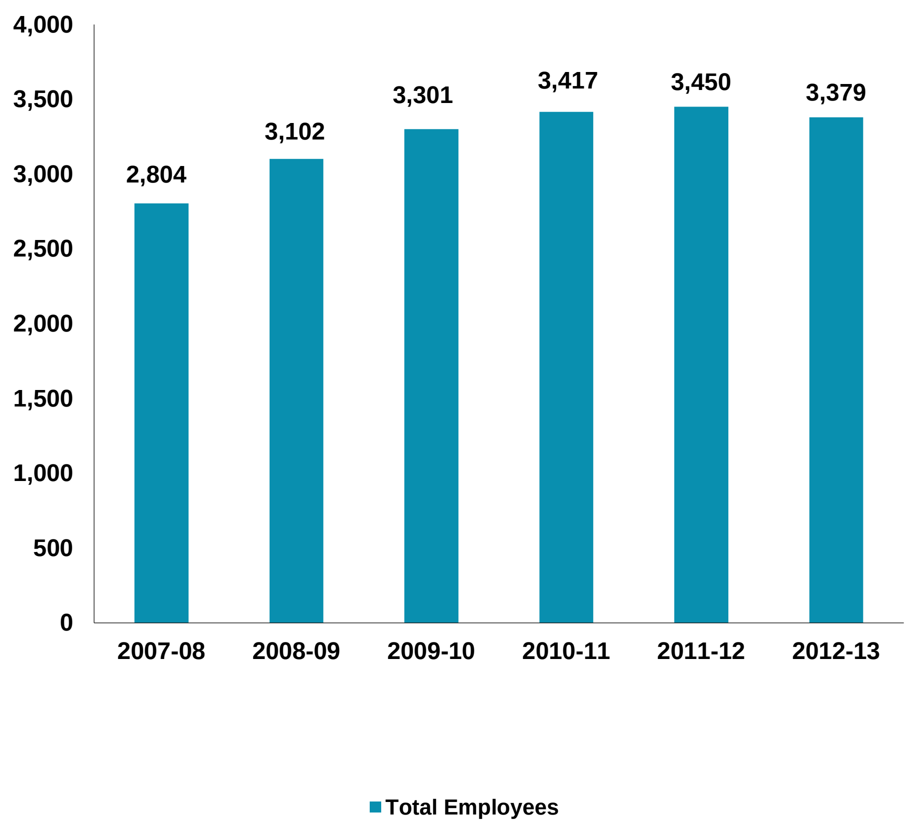
Technology driven organisation

- EIL has developed over 30 process technologies for the oil & gas processing, refineries and petrochemical industries
- Currently holds 13 live patents and have 16 pending patent applications relating to various process technologies (as of Jan'12)
- Comprehensive environment engineering services
- Comprehensive Hazop, Hazan, Risk and consequence analysis services



Qualified and Motivated Employee Team

Growing manpower despite difficult market conditions



Focus to retain manpower and encourage loyalty

- ☑ Key personnel policies in place to recruit talented employees and facilitate integration into EIL, encourage skill development and enhance their professional excellence
- ☑ Focused leadership development program
- ☑ Attractive pay package
- ☑ Performance-linked variable pay structure
- ☑ Harmonious industrial relations
- ☑ 98% located in India, balance located overseas

Employee centric HR policies reflected in lower attrition over years

EIL's HR initiatives and brand have enabled it to hire and retain skilled talent pool

Experienced Board and Leadership Team

Board of Directors: Executive Directors

Ashok K. Purwaha
Chairman and Managing Director

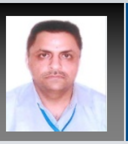
- More than 33 years of experience in Oil & Gas sector
- Served with ONGC (more than 8 years)
- Served with GAIL India Limited for over 24 years, last position held was as Director (Business Development) on GAIL Board
- Led Mahanagar Gas Limited, Mumbai (a joint venture of GAIL India Limited and British Gas) as MD for 5 years
- Currently responsible for the general administration and management of EIL

Ajay N. Deshpande
Director (Technical)

- 33 years of experience in EIL spanning Oil & Gas, Refining & Petrochemicals segments.
- Successfully commercialized EIL developed technologies from IIP/EIL Aromatics Extraction Technology for BPCL, Mumbai to the IOCL/EIL DHDT technology for BRPL..
- Currently responsible for functioning of Divisions in the Technical Directorate of EIL

Sanjay Gupta
Director (Commercial)

- 31 years of in implementation of mega projects in Refineries, Pipelines and Petrochemicals.
- Successfully implemented one of the biggest LSTK Projects of EIL, PFCCU Project at MRPL.
- Currently responsible for the general administration and management of the Commercial Directorate of EIL

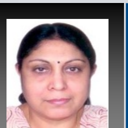


D Moudgil
Director (Projects)

- Over 35 Years of experience in construction and projects
- Successfully led EIL's diversification into Infrastructure sector.
- Also Director on the Board of Certification Engineers International Limited (CEIL), a subsidiary of EIL

Ram Singh
Director (Finance)

- 27 years of experience in finance and cost accounting
- Held positions with BPCL, Petroleum Planning and Analysis Cell of MoP&NG, the Oil Coordination Committee and Steel Authority of India Limited
- Currently responsible for financial management of EIL



Veena Swarup
Director (HR)

- 29 years of experience in HR Management by heading Performance Management & benchmarking group and Policy making & negotiations with collectives at ONGC.
- Headed the largest Project in Asia of its time, the SAP-HR Project for ONGC.
- Currently responsible for personnel management of EIL

Board of Directors: Non-Executive Directors

Dr. Archana S. Mathur
Nominee Director

- Government director nominated by MoPNG
- Over 29 years of experience
- Handling all issues pertaining to Plan programs, foreign trade, international policy and G20
- Working in the capacity of Economic Advisor, Ministry of Petroleum & Natural Gas

R. N. Choubey
Nominee Director

- Government director nominated by MoPNG
- Currently holding post of Director General, Directorate General Hydrocarbons, MoPNG
- Previously held positions of Principal Advisor, Telecom Regulatory Authority of India, Joint Secretary in the Ministry of Finance, Development Commissioner (Handlooms), Ministry of Textiles and as Director on the Board of BPCL

Bijoy Chatterjee
Independent Director

- Served as Secretary/Additional Chief Secretary/Principal Secretary in Department of Chemicals and Petrochemicals in the Government of India
- Responsible for running of major power generating station and thermal power projects in the capacity of MD of the West Bengal Power Development Corporation Ltd.

Dr. R. K. Shevgaonkar
Independent Director

- Worked as Vice Chancellor of University of Pune and presently holding the post of Director of IIT Delhi
- Has published more than 150 papers in international journals and conferences and two books namely Electromagnetic Waves and Transmission lines for Electrical Engineers.

Dr. J. P. Gupta
Independent Director

- He has published/presented over 120 Research papers and authored/edited 4 Books.
- Received awards from the Institution of Chemical Engineers (U.K.) and the Indian Institute of Chemical Engineers.
- Currently serving as Director, Rajiv Gandhi Institute of Petroleum Technology, Rae Bareli

Adit Jain
Independent Director

- Chairman and editorial director of IMA India, a business information company established in 1994
- Advisor to several MNCs on India strategy
- Has successfully handled assignments in public policy, entry strategy planning, location audits, competitor analysis, scenario planning and JVs

Dr. (Prof.) Krishna Deo Prasad Nigam
Independent Director

- Has been a professor at the Indian Institute of Technology (IIT) Delhi and is an adjunct professor at Concordia University, Montreal Canada
- Currently is the Managing Director of the Foundation for Innovation & Technology Transfer, at IIT Delhi

EIL's Board of Directors comprise of qualified and reputed individuals with long-standing experience across several industry verticals

Awards and Accolades

2012-13

- "**Petrotech-2012 Special Technical Award in Project Management Category**" for Guru Gobind Singh Refinery Project, Bathinda of Hindustan Mittal Energy Limited (HMEL)
- "**Petrotech-2012 Special Technical Award in Greening of Oil and Gas Business Category**" for India's first Indigenous Diesel Hydrotreating (DHDT) Technology Unit jointly developed with IOCL & implemented in Bongaigaon Refinery of Indian Oil Corporation Limited (IOCL)
- "**ICC PSE Excellence Award-2012 for R&D, Technology Development & Innovation in the Mini Ratnas Category**"

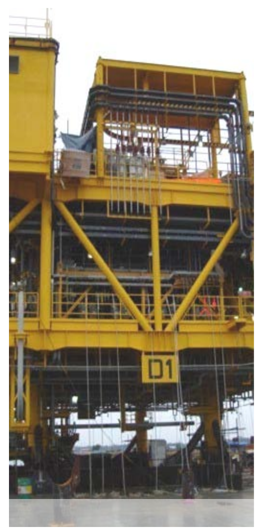
"BT Star PSU Excellence Award 2012" for Excellence in Human Resource Management

2011-12

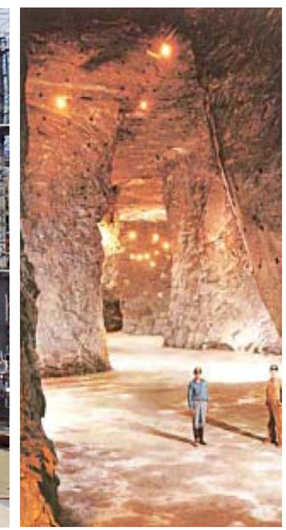
- "**Sarvashreshtha Suraksha Puraskar (Golden Shield)**" by National Safety Council of India for executing LLDPE/HDPE (Swing Unit) of IOCL's Panipat Naphtha Cracker Project
- "**PSE Excellence Award – 2011**" for R&D, Technology Development & Innovation by Indian Chamber of Commerce
- "**SCOPE Award for Best HR Practices 2010-11**"

Financials & Order Book Overview







4Q and FY 12-13 Performance - Summary

(Values in INR Mn)

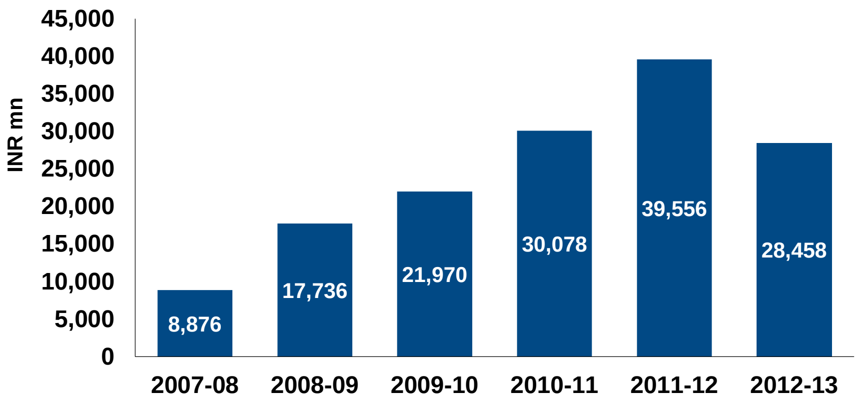
Q4 / FY 12-13	4th Quarter Ended *			Annual Results*		
	31-Mar-13	31-Dec-12	31-Mar-12	FY : 12-13	FY : 11-12	% change
TOTAL TURNOVER	5134.72	6047.69	12253.09	25059.67	36988.2	-32.25%
OPERATING PROFIT	1321.06	1286.91	1676.55	5745.17	6837.48	-15.98%
OTHER INCOME	1052.51	669.28	920.11	3164.21	2321.77	36.28%
PBT	2374.81	1956.19	2585.05	8909.37	9147.65	-2.60%
PAT	1807.05	1323.3	1903.36	6285.75	6363.15	-1.22%
EPS	5.37	3.93	5.65	18.66	18.89	-1.22%

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

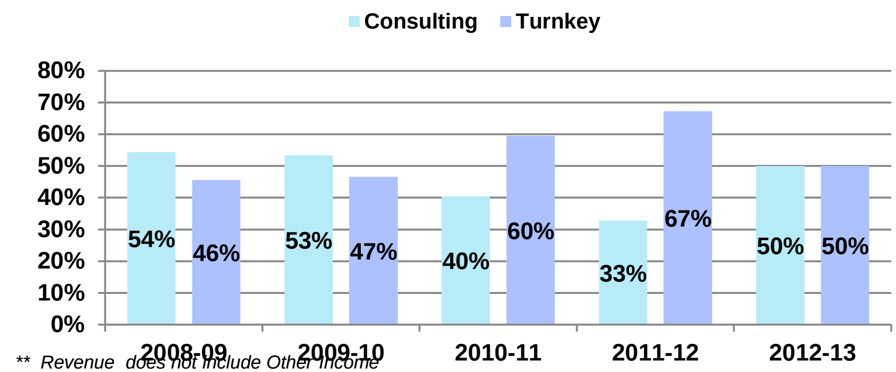
Turnover and Profitability growth influenced by the Turnkey Business

Financial and Operating Track Record - Consolidated

Total Income and Growth (INR mn)*

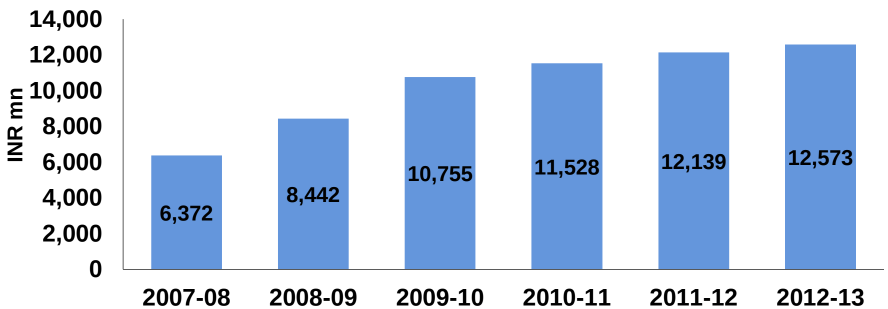


Revenue Segmentation**

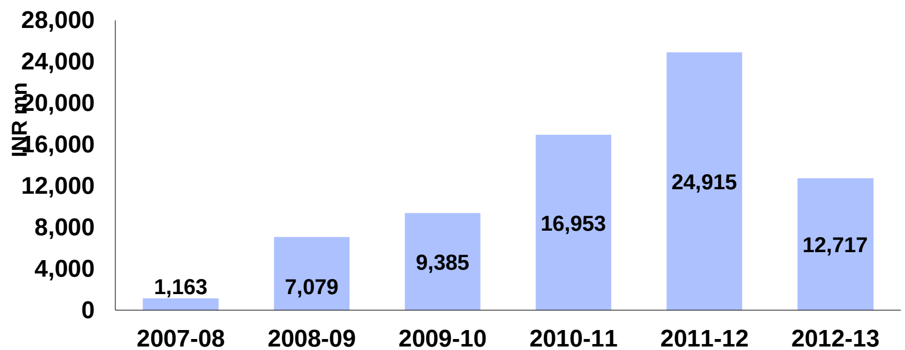


** Revenue does not include Other Income

Consultancy & Engineering Revenue (INR mn)*



Lumpsum Turnkey Projects Revenue (INR mn)*

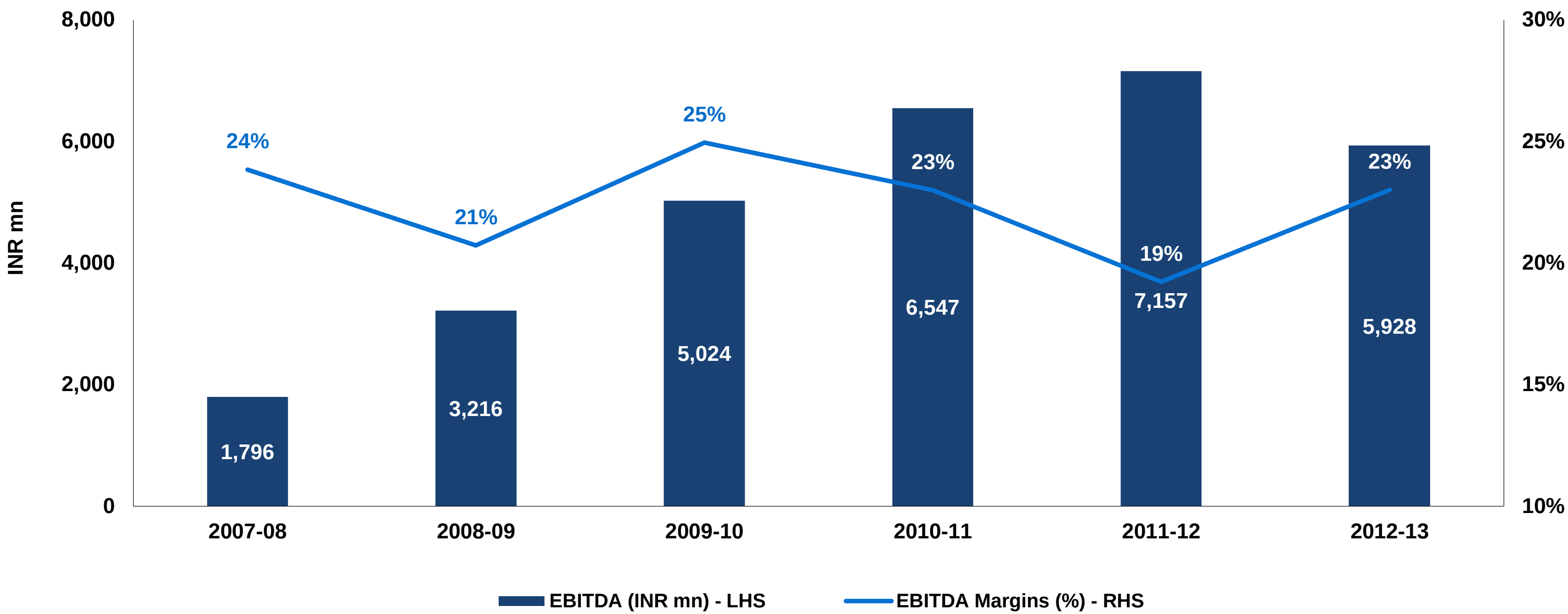


* Note: All figures have been taken on a consolidated basis

Consistent growth in Consulting Segment over the years.

Financial and Operating Track Record - Consolidated

Robust EBITDA Performance (INR mn)***



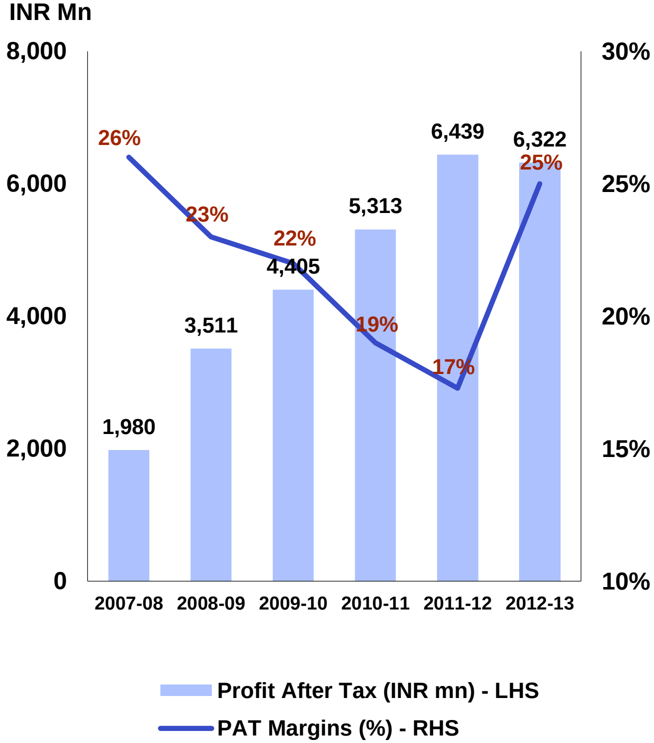
* Note: All figures have been taken on a consolidated basis

** EBITDA: Earnings Before Interest, Tax, Depreciation and Amortization (does not include Other Income)

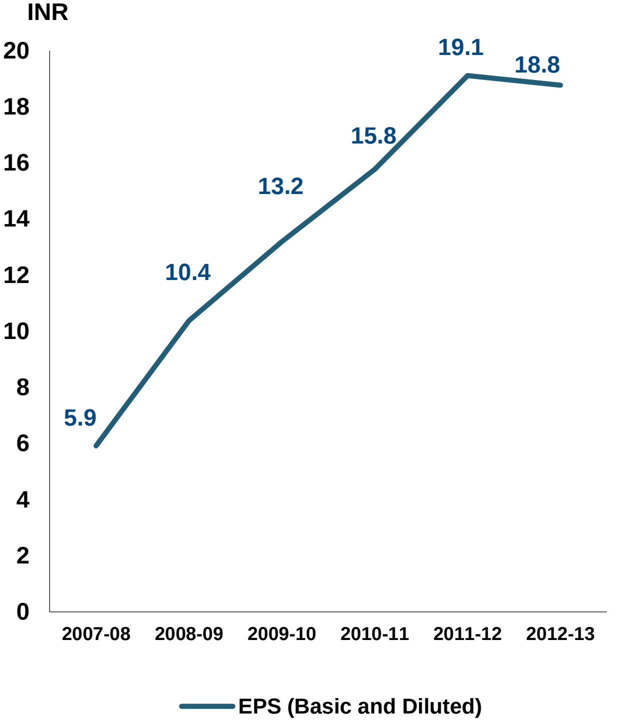
EBITDA growing at CAGR of over 27% during FY07-08 to FY12-13

Financial and Operating Track Record - Consolidated

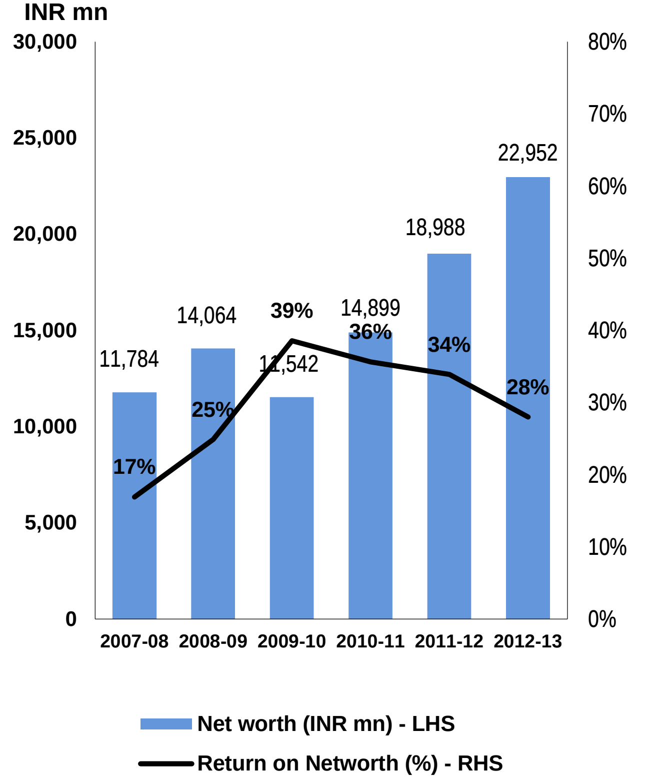
Profitability (INR mn)*



Earnings per Share – EPS (INR)*



Return on Net Worth (%)

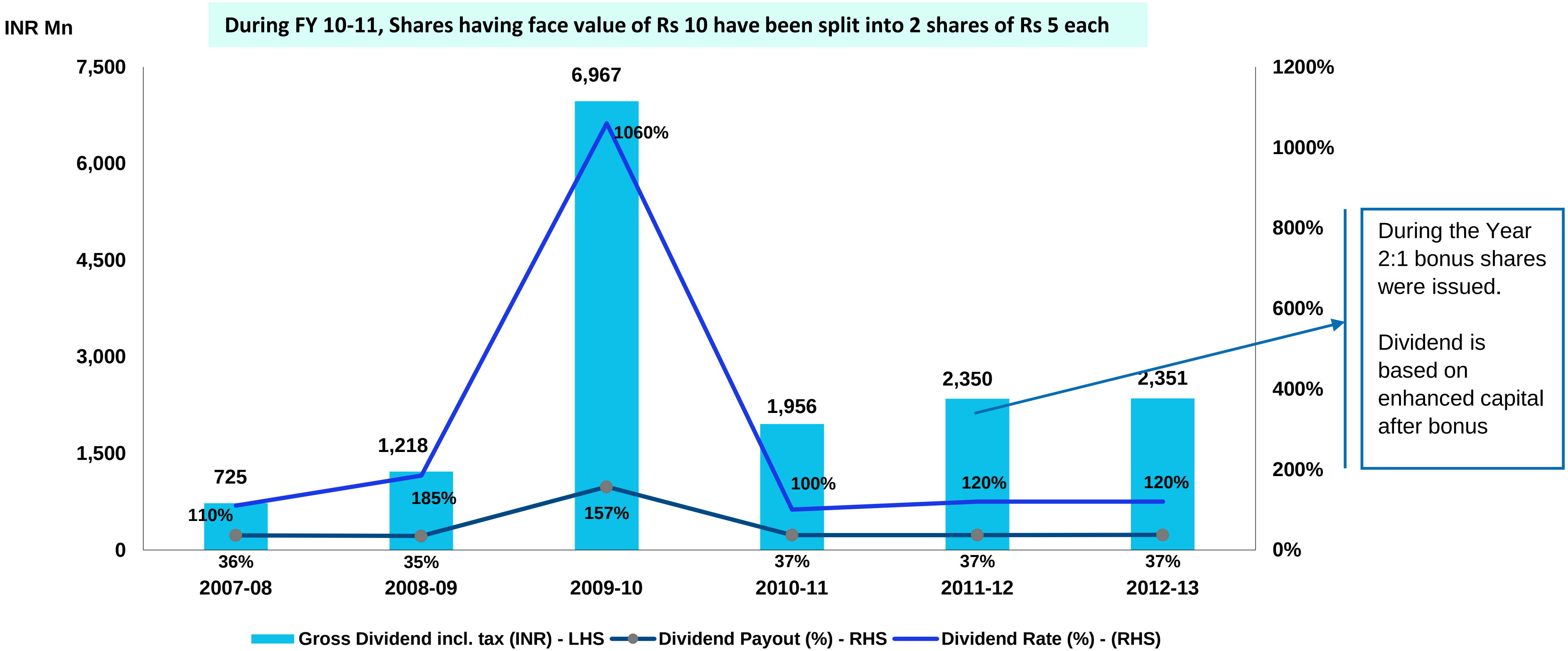


* Note: All figures have been taken on a consolidated basis

- Profitability growing at CAGR of 26% during FY07-08 to FY12-13
- Consistently delivering increasing returns to shareholders

Financial and Operating Track Record - Consolidated

Dividend Distribution (INR mn)*

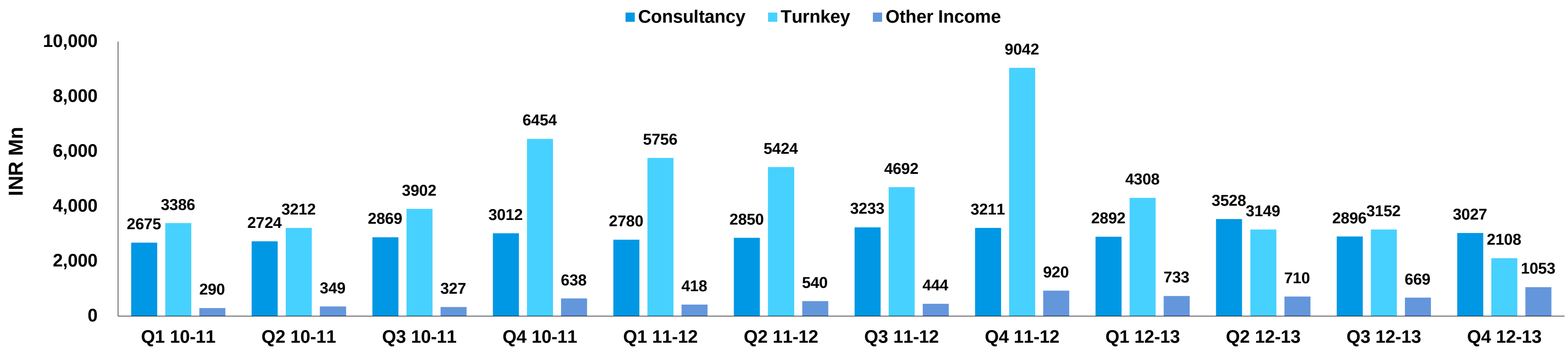


* Note: All figures have been taken on a consolidated basis
Dividend Payout calculated as a percentage of Profit After Tax (PAT)
Dividend Rate calculated using net dividend (excluding dividend tax):

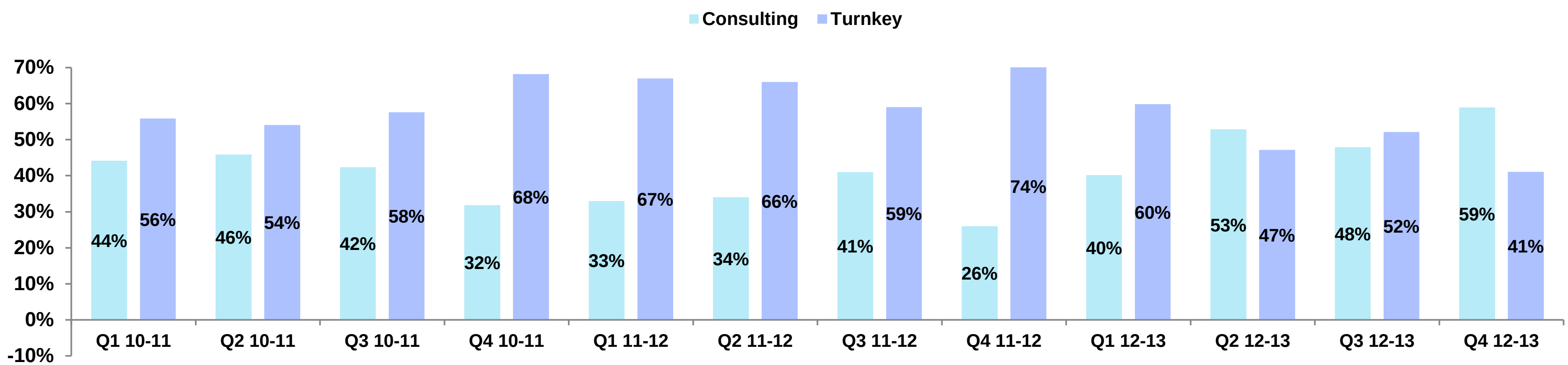
Consistent Dividend Track Record

Financial and Operating Track Record - Standalone

Total Income



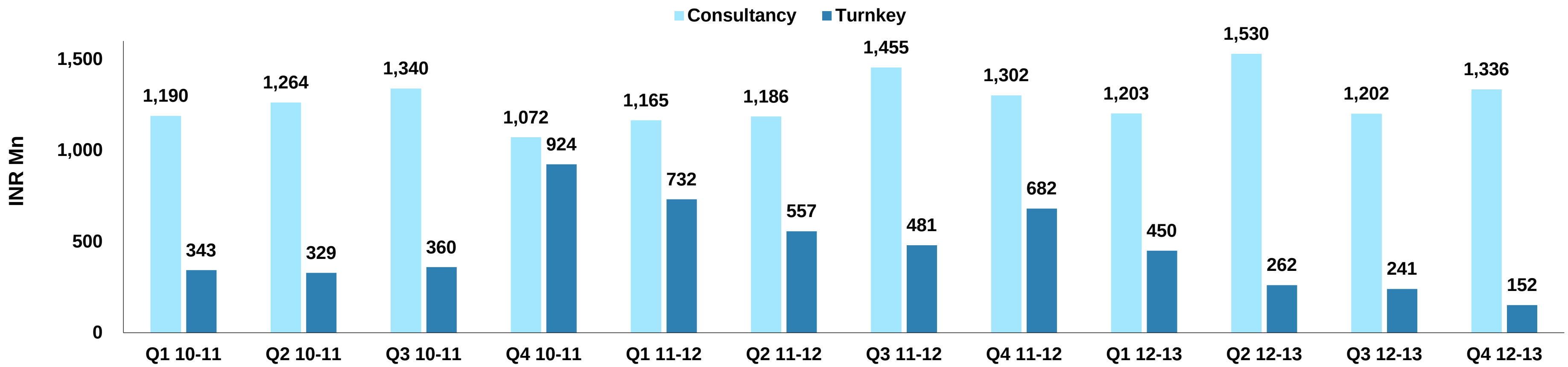
Revenue Mix (Consultancy Vs Turnkey)



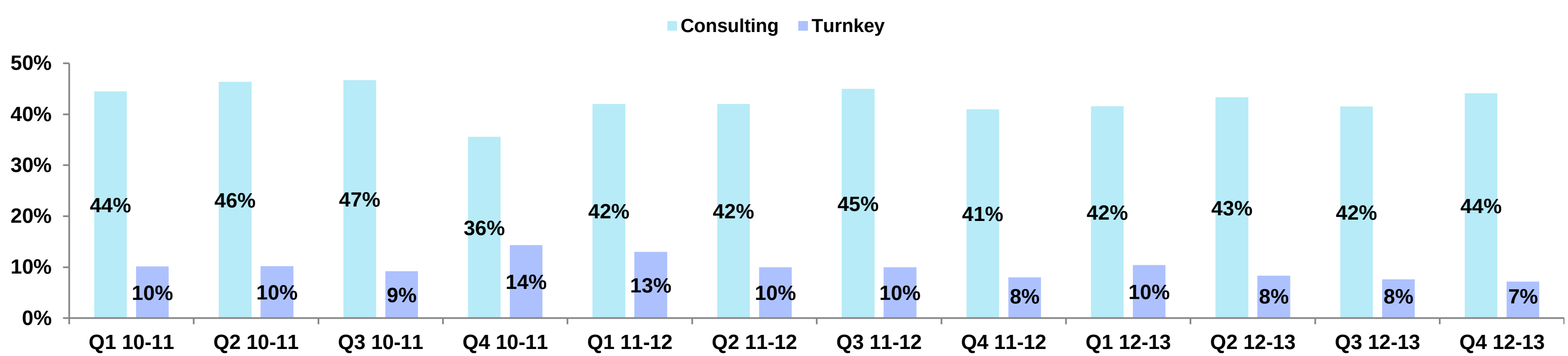
Note: All figures have been taken on a standalone for EIL

Financial and Operating Track Record – Standalone

Segment Wise Operating Profit



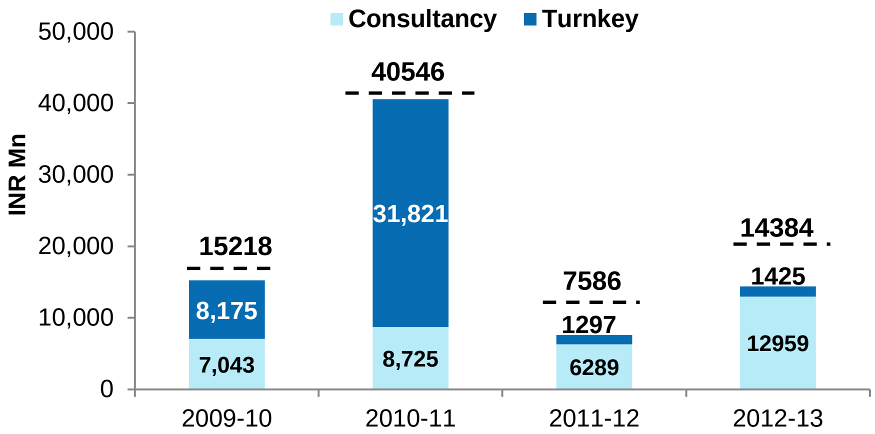
Segment Wise Profit %

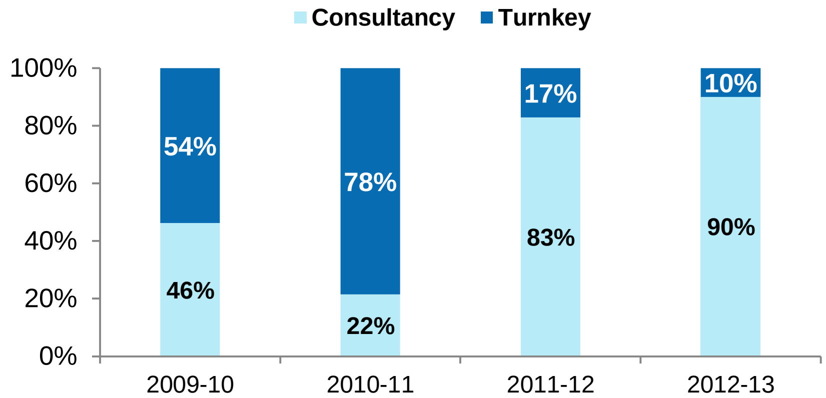


Note: All figures have been taken on a standalone for EIL

Orders Inflows and Order Book Position - Standalone

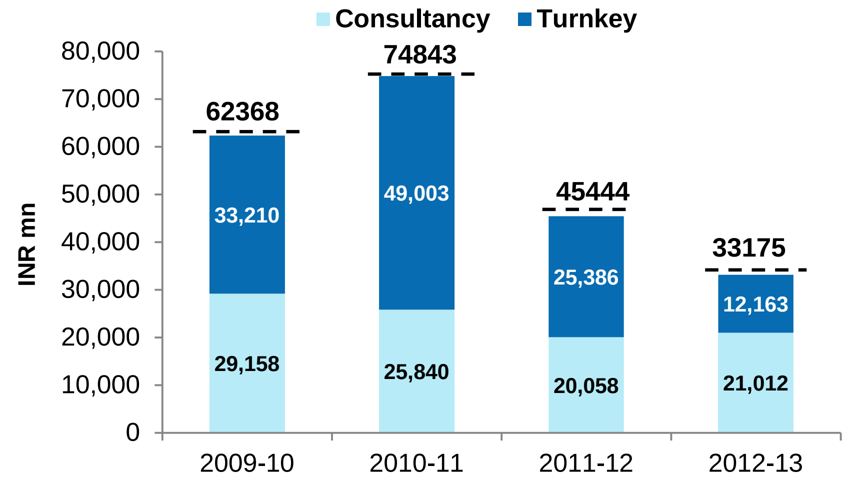
Order Inflows (INR Mn)*

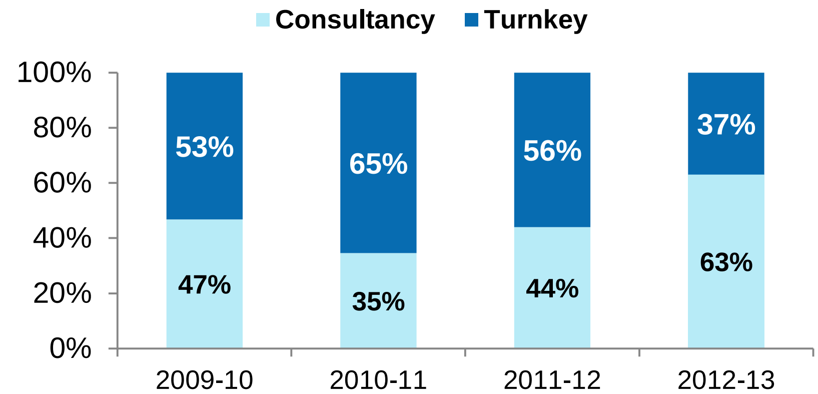




Note:
- All figures have been taken on standalone basis
- Order books are subject to miscellaneous adjustments

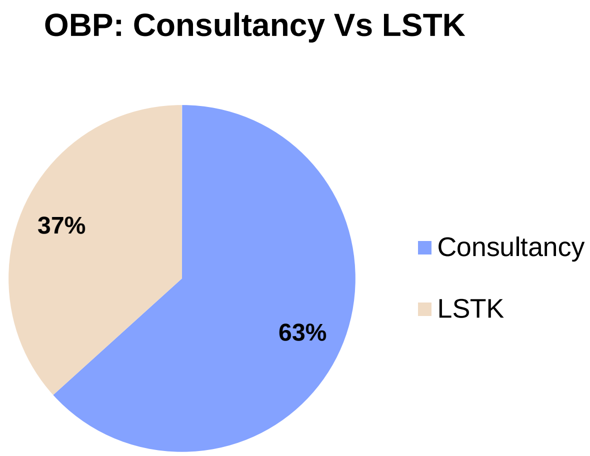
Order Book Position (INR Mn) & Order Mix*

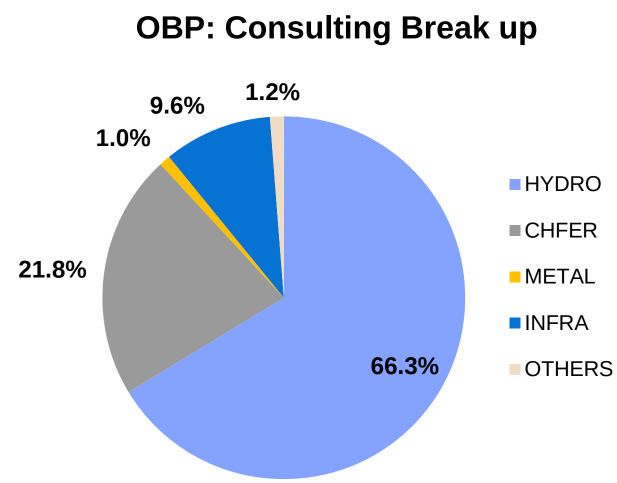


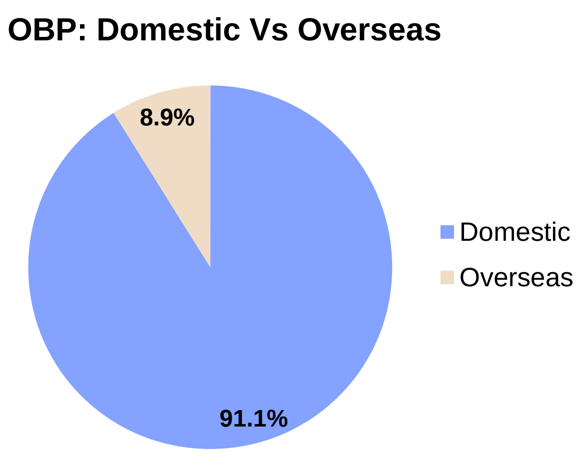


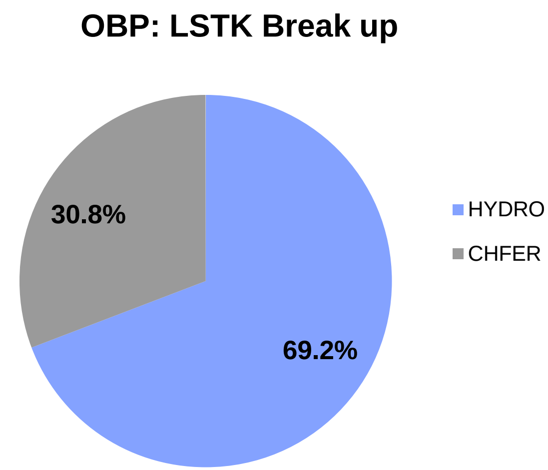
Order Book Break up - Standalone

FY : 12-13







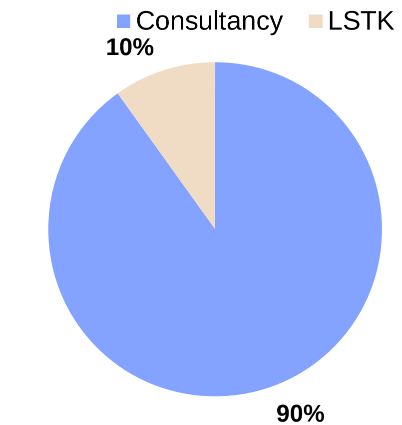


Note : Data on unconsolidated basis

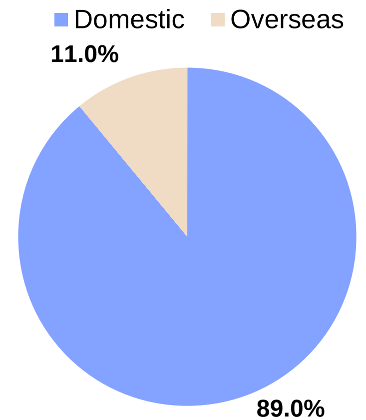
Orders Secured Break up - Standalone

FY : 12-13

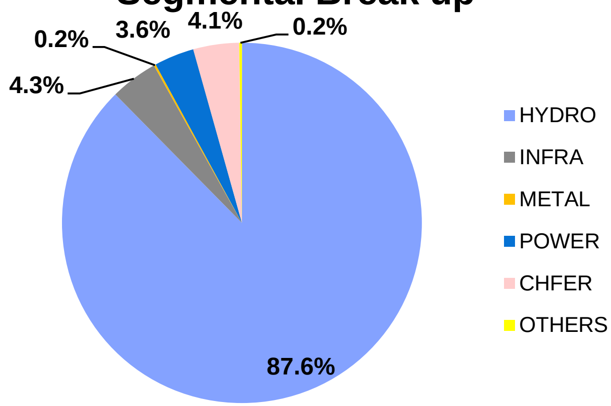
Consultancy Vs LSTK



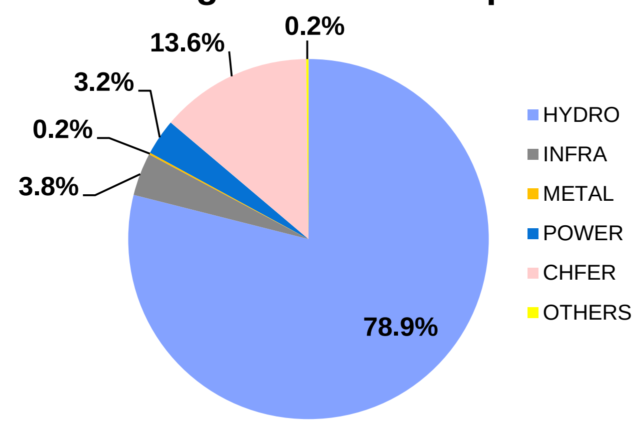
Domestic Vs Overseas



Consulting Segmental Break up



Total Orders Segmental Break up



Note :

99% of overseas business is in hydrocarbons

LSTK orders are entirely from Domestic Petrochemicals Segment

Note : Data on unconsolidated basis

Salient Orders Secured - Standalone

FY : 12-13

	Domestic				
	Project scope	**Client**	**Contract Value (Rs. Million)**	**Award Date**	**Completion Date**
TUURNKEY	Butene-1 Project at Panipat Naphtha Cracker Complex on Open Book Estimate (OBE) basis	IOCL	1425	Q1, FY12-13	Q4, FY14-15
CONSULTANCY	Integrated Refinery Expansion Project (IREP), Stage II at Kochi - EPCM Services	BPCL	7200	Q2, FY12-13	Q4, FY15-16
	Mallavaram-Bhopal-Bhilwara-Vijaipur Pipeline Project (MBBVPL) for GSPL India Transco Ltd – EPCM Services	GITL	707	Q2, FY12-13	Q4, FY14-15
	Setting up of Nuclear Fuel Complex-Kota at Rawatbhata, Kota	NFC	419	Q2, FY12-13	Q2, FY17-18
	Associated Facilities Project at Mangala Processing Terminal	CAIRN	295	Q3, FY12-13	Q1, FY14-15
	Upgrading Pump Stations/Terminals of Naharkatiya-Barauni Crude Oil Pipeline	OIL	445	Q3, FY12-13	Q2, FY15-16
	Canal, Pipeline and Pumping station works of Sardar Sarovar Narmada Nigam Limited	SSNNL	245	Q3, FY12-13	Q4, FY13-14
	Overseas				
	Facility to produce Fertilizer products in Port Harcourt, River State, Nigeria for Indorama Eleme Fertilizer & Chemicals Com.	IEFCL	287	Q4, FY12-13	Q4, FY15-16
	Technical Support Service Agreements (TSSA)	GASCO, Abu Dhabi	271	Q4, FY12-13	Q4, FY15-16

Select Ongoing Projects - Standalone

FY : 12-13

HYDROCARBON

	Select ongoing projects	Key client list
Refinery	• Integrated Refinery Expansion Project (IREP), Stage II at Kochi of BPCL • Wax unit of NRL. • Refinery expansion & upgradation project for Mangalore Refinery and Petrochemicals Ltd (MRPL) • CDU-4 Project at Mumbai Refinery for BPCL • Captive Power plant for Paradip Refinery of IOC	
Pipelines	• Mallavaram-Bhopal-Bhilwara-Vijaipur Pipeline Project (MBBVPL) for GSPL India Transco Ltd. (GITL) • Upgrading Pump Stations/Terminals of Naharkatiya-Barauni Crude Oil Pipeline for Oil India Limited • Hazira-OPaL, Dahej Naphtha Feed Pipeline Project of ONGC • Dabhol-Bangalore gas pipeline project for GAIL • 150 km Pipeline Project for BCPL • Mehsana-Bhatinda Pipeline Project for GSPL	
Terminal & Storages	• Strategic Crude Oil Facilities for the Indian Strategic Petroleum Reserves Limited at – Mangalore – Vishakhapatnam – Padur	
Offshore/ Onshore Oil & Gas	• Associated Facilities Project at Mangala Processing Terminal for Cairn Energy Pvt. Ltd. • LNG terminal at Dahej for Petronet • Qusahwira field development project at UAE for NPCC • Offshore platform projects for GSPC • Western Onshore Redevelopment Project for Mehsana, Ankleshwar and Ahmedabad Assets of ONGC • Habshan Acid Gas Flare Recovery Project for Abu Dhabi Gas Industries Ltd.	

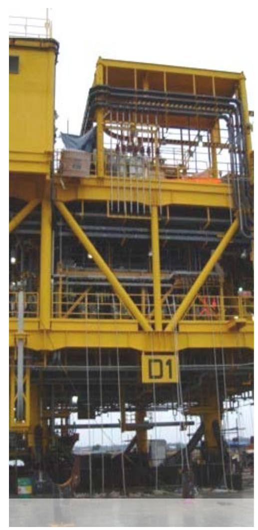
Select Ongoing Projects - Standalone

FY : 12-13

	Select ongoing projects	Key client list
Petrochemicals & Fertilizers	• Facility to produce Fertilizer products in Port Harcourt, River State, Nigeria • Petrochemical expansion project at GAIL Vijaipur and GAIL Pata Plants • Butadiene Extraction Project at IOCL Panipat • Dahej Petrochemical Complex for ONGC Petro-additions Ltd (OPaL) • Assam Gas Cracker Complex at Lepatkaka for BCPL	BCPL, ISPRL, NRL, HMEL, BHARAT OMAN REFINERIES LIMITED, Ratnagiri Gas and Power Private Limited (RGPPL)
Mining and Metallurgy	• IInd Phase Expansion of Bauxite Mines, Alumina Refinery for NALCO, Bhubhaneshwar • Mahan Aluminum Smelter, Madhya Pradesh for Hindalco • Aditya Aluminium Smelter Project, Orissa for Hindalco • Fourth Stream Upgradation Project for Bauxite Mines and Alumina Refinery, Orissa for NALCO	HINDALCO, Sterlite, नालको NALCO National Aluminium Company Limited, NMDC LIMITED, INDAL
Infrastructure	• Canal, Pipeline and Pumping station works of Sardar Sarovar Narmada Nigam Limited. • Data Centre of UIDAI at Delhi and Bengaluru for Unique Identification Authority of India (UIADI). • Interceptor Sewer Project for the abatement of pollution in River Yamuna for Delhi Jal Board (DJB) • Rajiv Gandhi Institute of Petroleum technology (RGIPT) at Rai Bareli and Sibsagar	NDMC, hudco, Chhatrapati Shivaji International Airport, DELHI Indira Gandhi International Airport GMR, delhi.gov.in Govt. of NCT of Delhi
Power	• Setting up of Nuclear Fuel Complex-Kota at Rawatbhatta, Kota	
Turnkey Projects	• Butene-1 Project at Panipat Naphtha Cracker Complex for IOCL • Onshore Gas Terminal at Kakinada for GSPC • SPM , Pipeline and Related Facilities for MRPL, Mangalore • SPM, Pipeline and Jetty Facilities for IOCL Paradip Refinery • PFCC, SRU and Polypropylene Projects of Phase III refinery project at Mangalore for MRPL	IndianOil, CPCL, GSPC, ONGC, ONGC MRPL

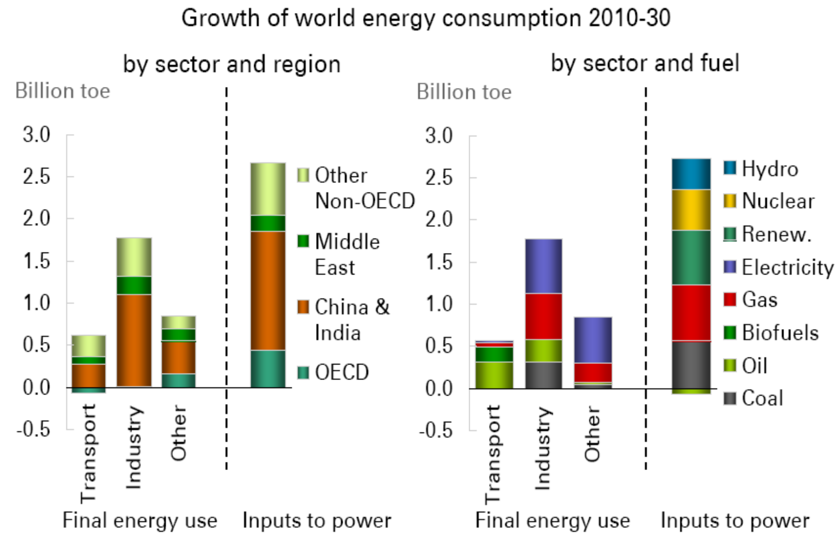
Business Outlook



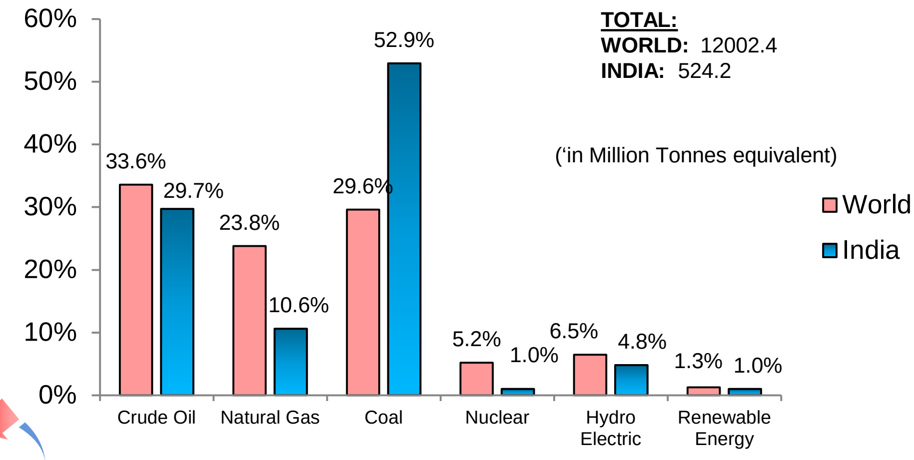

Energy and Hydrocarbons

Asia Pacific - Major Contributor to Energy Demand Growth



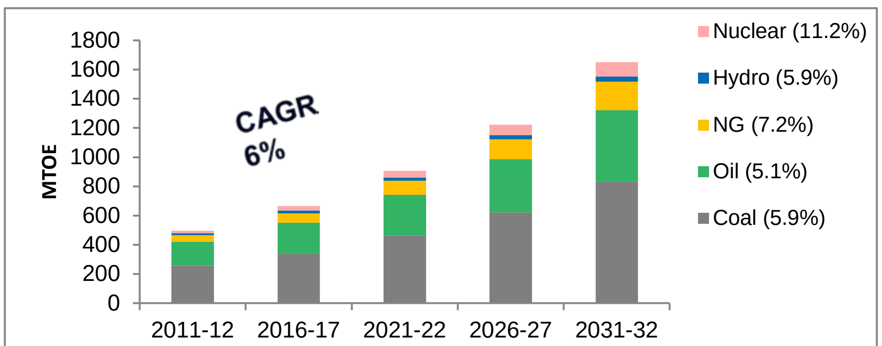
Source: BP Energy Outlook 2030

Primary energy consumption (MMTOE)



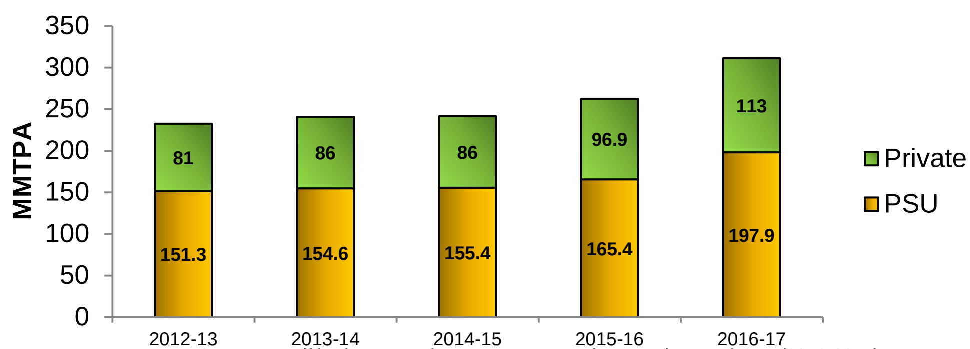
Source: BP Statistical Review of World Energy (2011)
Twelfth Five Year Plan Report on Petroleum and Natural Gas(2012-2017)

Projected Primary Energy to Grow



Source: IEP

Refining: Capacity upgrades and additions set to continue



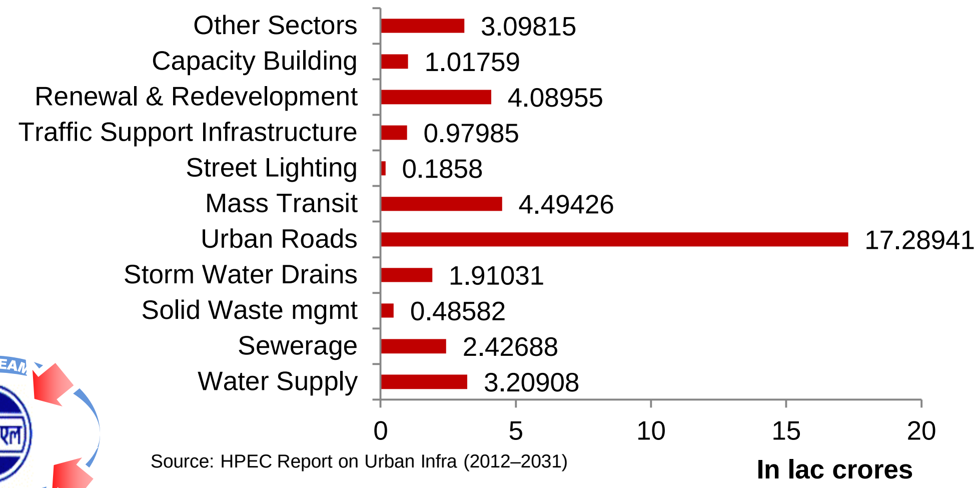
Source: Twelfth Five Year Plan Report on Petroleum and Natural Gas (2012-2017)
Government of India

Infrastructure, Chemicals and Non Ferrous Metallurgy

Planned Infrastructure Expenditure

- ☑ Approx $ 1 trillion projected investment in infrastructure in 12th Five year plan
- ☑ Given the constraint on public funding, 50% of this would need to be funded by private investment
- ☑ 12th five year Plan targets for 2100 MW Energy from Waste by 2017

Projected Urban Infrastructure Expenditure (2012-2031)



Source: HPEC Report on Urban Infra (2012–2031)

Oil and Gas Infrastructure Expenditure

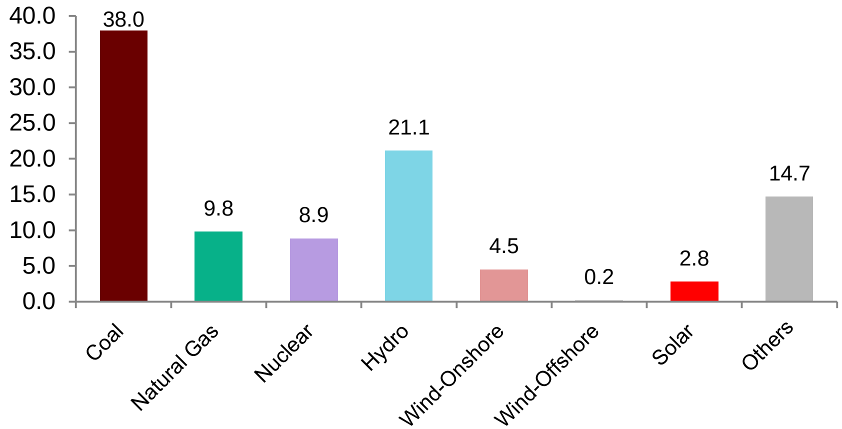
- ☑ City Gas infrastructure in approx. 200 GAs in next 5 to 7 Years and creation of Pipeline Infrastructure throughout the country.
- ☑ SBM, Terminals, Pipelines for crude, LNG and Product Transfers.
- ☑ Expansion of Strategic Storage Reserves for Energy Security from 5 Million ton to 12.5 Million ton in next 5-7 years.
- ☑ LNG terminals and gasification facilities for meeting gas demand for Power, Fertilizer and City Gas

Growth prospects in Chemicals and Non Ferrous Metallurgy

- ☑ Capacity Augmentation in Urea, Ammonia and Phosphates' Fertilizers of about 11.35 million tons
- ☑ Thrust on conversion of all functional Naphtha and FO/ LSHS based units to NG / RLNG
- ☑ 9 million ton capacity addition of Alumina planned by year 2017
- ☑ Concerns on Gas Pricing Policy , gas availability and Priorities in gas allocation

Power and Renewable

Contribution of Renewable Grows Steadily



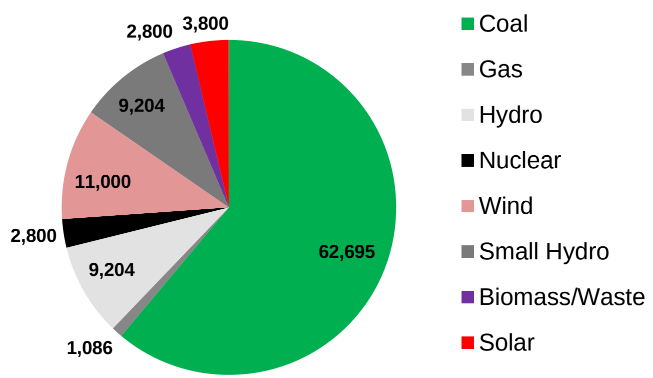
% Generation Capacities by 2032 (IEP)

Emerging Technologies with growth potential

- ☑ CBM, Gas Hydrates, Underground Coal Gasification, CTL, Bio-fuels, Oil Shale
- ☑ Hydrogen as clean Fuel and other alternate fuels
- ☑ Advanced coal technologies (IGCC, CTL, CCS),
- ☑ Ultra super critical technologies,
- ☑ Energy storage systems, Polysilicon and LEDs,
- ☑ EVs and Hybrid electric vehicles

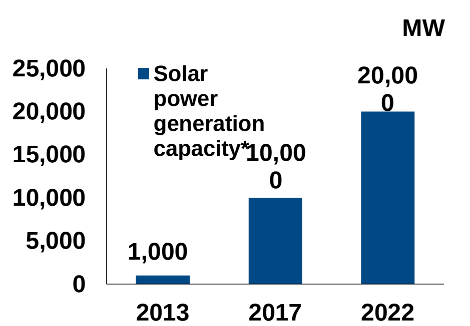
Power Capacity Requirement in India(MW)

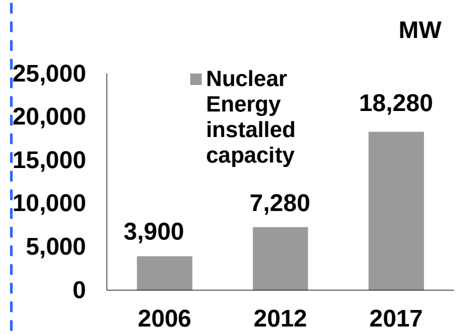
Capacity Requirement (MW)



Source: Twelfth Five Year Plan Working Group Report 2012-17

Greater focus on New and Renewable Energy space





* Grid-connected

Source: Planning Commission Eleventh Five Year Plan Report (2007–2012)
Ministry of New and Renewable Energy's Annual Report 2009-2010

Strategic Direction

Growth Plans

Road map to become a world class globally competitive total EPC and total solutions company

Maintain leadership

- Continue focus on core
- Pursue EPC contracts
- Maintain leadership position in the hydrocarbon industry
- Bid for large scale projects

Expand operations

- Identify new Markets such as Middle East, Africa, South East Asia and Latin America
- Identify new business Models in existing markets such as OBE

Selectively diversify

- Leverage track record for related diversification
- Target specific project segments and industries where EIL has a competitive advantage

Focus on Technology and Alliances

- Tech. and knowlegde development
- Strategic alliances for diversification
- JVs and consortium for EPC and overseas
- Long term relationships / MOUs with clients

Diversification Plans

Water and Waste Management

- Water desalination and treatment
- River front development projects
- Waste and waste to Energy
- Target municipal and industrial projects
- Integrated water management solutions

City Gas Distribution

- Pursue strategic city gas distribution projects
- Strategic partnerships
- Build expertise

Power

- EPC for balance of plant
- PMC services for large power projects
- Owner's consultant for solar & nuclear power plants
- Captive steam and power plants

Gas based Fertilizer Projects

- Gas-based fertilizer projects in India and internationally
- Explore EPC opportunities
- Revival of closed fertilizer plants in India

Tapping other Energy Sources

- Target consultancy for coal-to-liquid, Coal Bed Methane, Shale Gas projects
- Development for Syngas clean up and FT technology through setting up of a pilot coal gasification plant
- Oil & Gas Exploration NELP IX

Forging Strategic Alliances for Competency Development and Client Relationship

Growth Drivers

Robust Business Model Suitable for Related Diversification

Key Drivers

EIL's business model

Execution capabilities with track record	Technology focus driven by R&D	Integrated EPC and project management capabilities	Qualified and Motivated Employee base
• Has worked on major projects, including several landmark assignments • Established brand through extensive engineering and project execution work in hydrocarbon space	• Dedicated R&D Centre to keep up to date with latest technology and processes • Holds 12 patents with 16 pending patent applications for various process technologies and hardware	• Leverages such capabilities and knowledge to better evaluate potential projects and assess project risks • May utilize such knowledge to undertake projects in non-core sectors	• Deploys its skilled resource pool across sectors for optimum project results

Sectors for deploying EIL's business model

- Mining & Metallurgy
- Infrastructure (Construction)
- Water Management
- Fertilizers (gas-based)
- Nuclear
- Solar
- City Gas Distribution

Flexible business model that may be replicated across different sectors

Way Forward

1. Maintain Leadership Position in Core Areas
2. Internationalization
3. Selective Diversification in High Growth Areas
4. Technology Based Initiatives
5. Strategic Partnerships

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