Engineers India Limited

इंजीनियर्स इंडिया लिमिटेड
(भारत सरकार का उपक्रम)

ENGINEERS INDIA LIMITED
(A Govt. of India Undertaking)





Half Yearly Highlights : H1 (FY 12-13)

30th October, 2012

Quarterly Results - Summary

(Values in INR Mn)

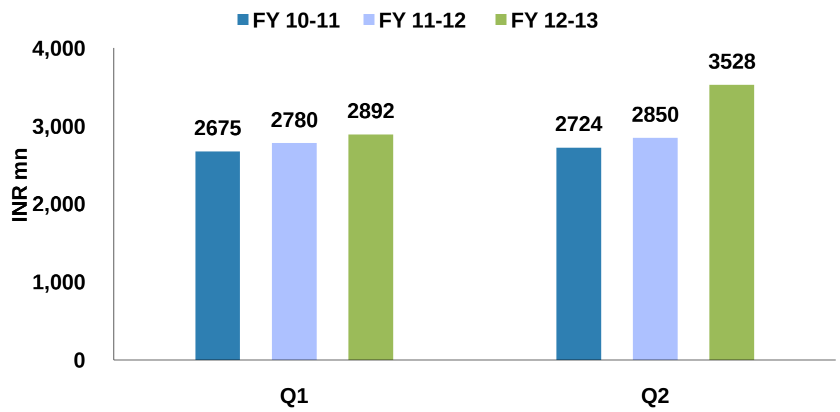
Q2 / FY 12-13	Performance - 2nd Quarter Ended *					Performance - Half Yearly Ended *		
	30-Sep-12	30-Jun-12	% change	30-Sep-11	% change	H1 : 12-13	H1 : 11-12	% change
TOTAL TURNOVER	6677.3	7200.0	-7.3%	8274.20	-19.3%	13877.2	16810.20	-17.4%
OPERATING PROFIT	1653.0	1484.2	11.4%	1599.03	3.4%	3137.1	3366.65	-6.8%
OTHER INCOME	709.9	732.5	-3.1%	539.59	31.6%	1442.4	957.33	50.7%
PBT	2361.6	2216.7	6.5%	2138.62	10.4%	4578.3	4323.98	5.9%
PAT	1612.5	1542.9	4.5%	1466.44	10.0%	3155.4	2947.19	7.1%
EPS	4.78	4.58	4.4%	4.36	9.6%	9.36	8.75	7.0%

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

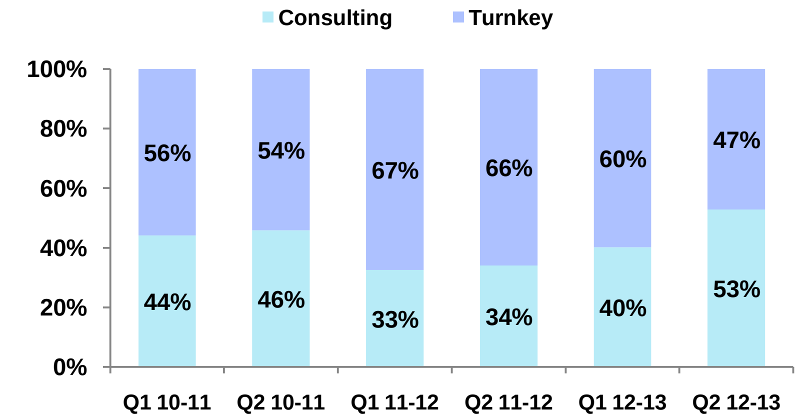
- Pressure on turnkey turnover due to sluggish order inflows in FY11-12 . Performance to improve with new project announcements in 12th Plan
- Able to sustain operating profits inspite of slowdown in turnover with better portfolio mix and effective project management
- Cash Balance of over INR 21 billion with no Debt ~ over 16 Billion in FDR and 5.0 Billion in FMPs

Second Quarter Performance

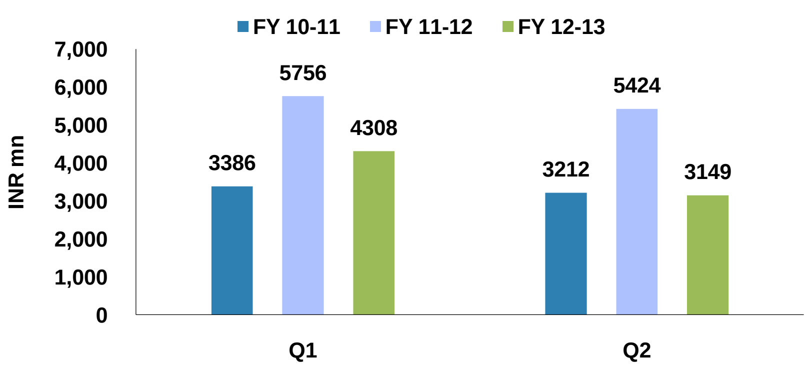
Turnover - Consultancy



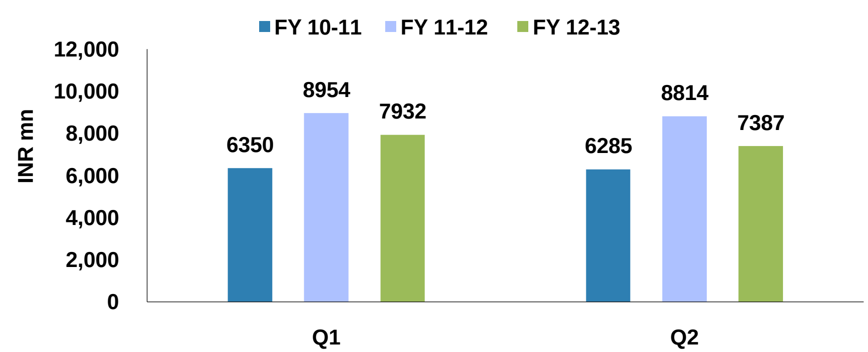
Turnover Mix (Consultancy Vs Turnkey)



Turnover – Turnkey



Total Income



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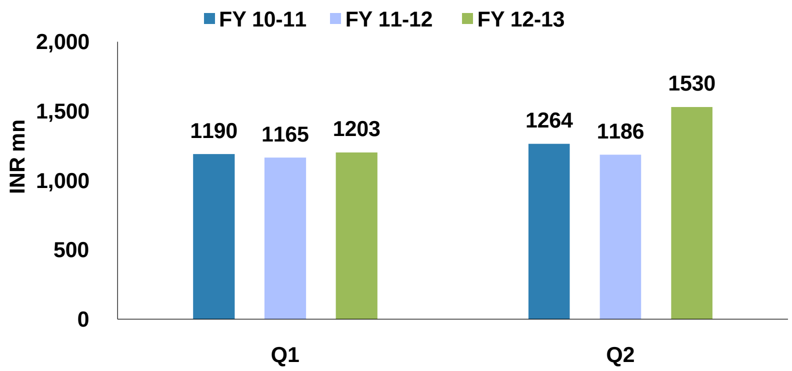
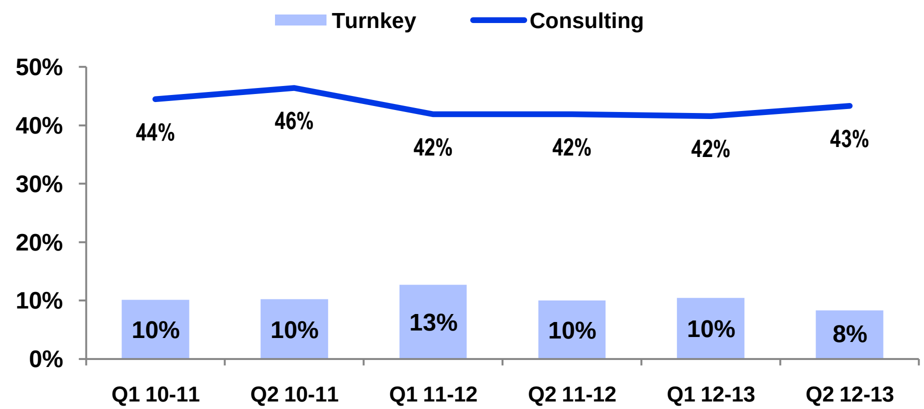
Quarter to Quarter growth sustained

Second Quarter Performance

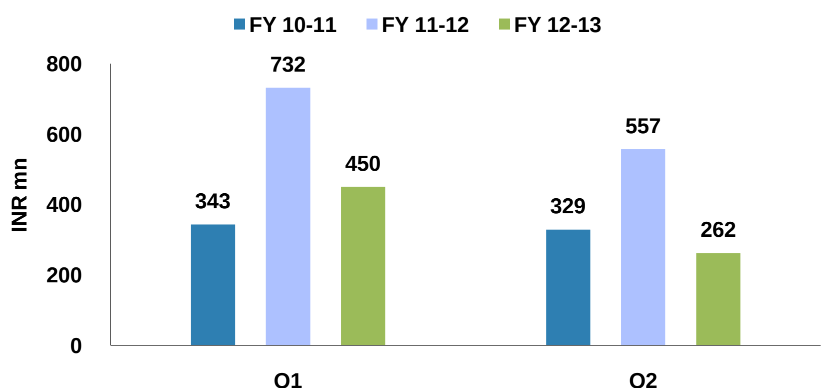
Segment Profit - Consultancy



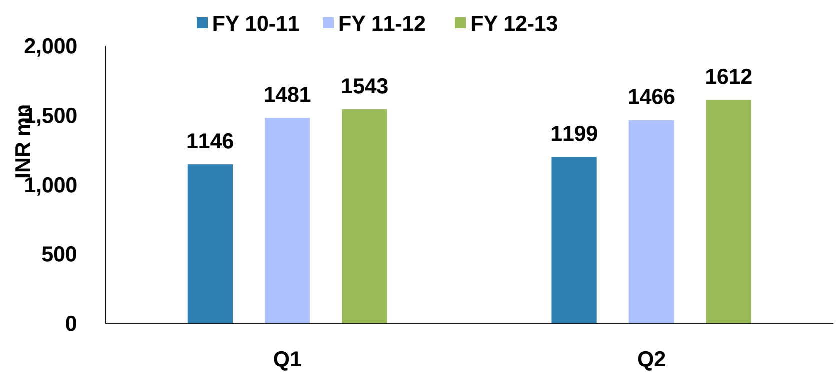
Segment Profit %



Segment Profit - Turnkey



PAT



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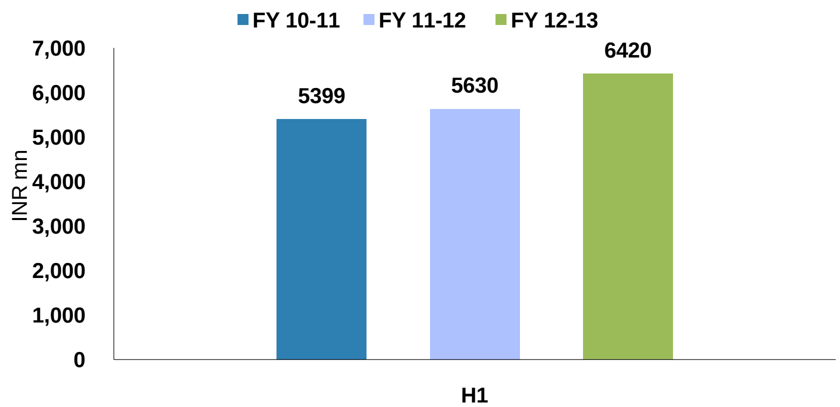
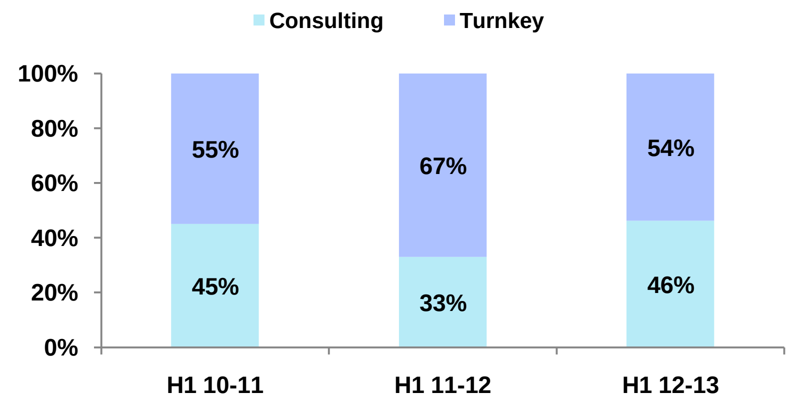
Endeavour to improve the margins with internal efficiencies from effective resource utilization and turnkey project management

Half Yearly Performance

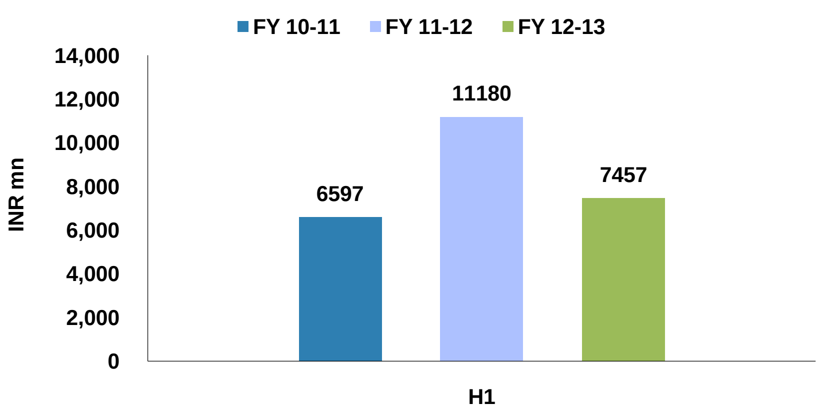
Turnover - Consultancy



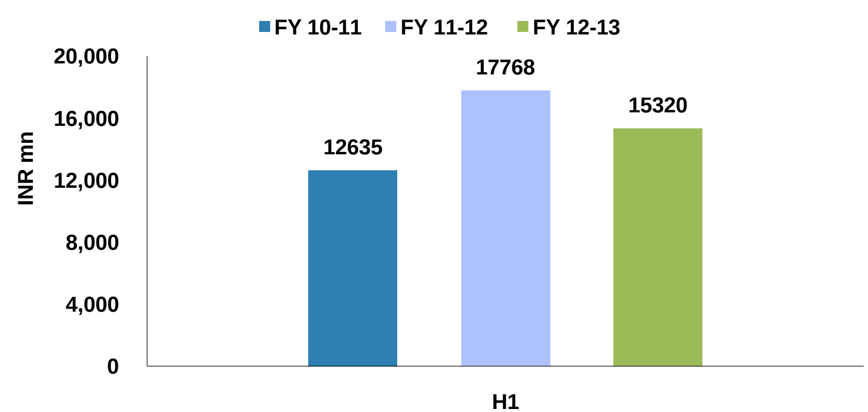
Turnover Mix (Consultancy Vs Turnkey)



Turnover – Turnkey



Total Income



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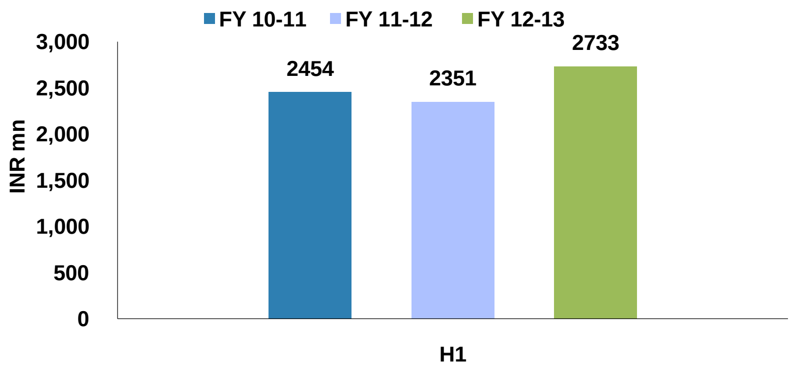
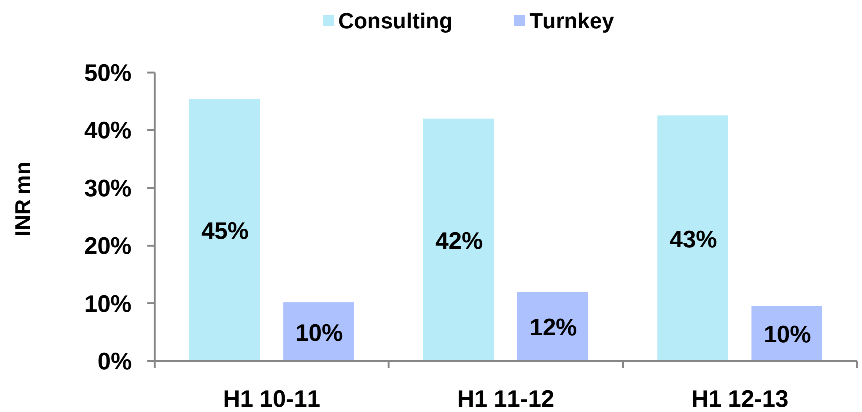
Quarter to Quarter growth sustained

Half Yearly Performance

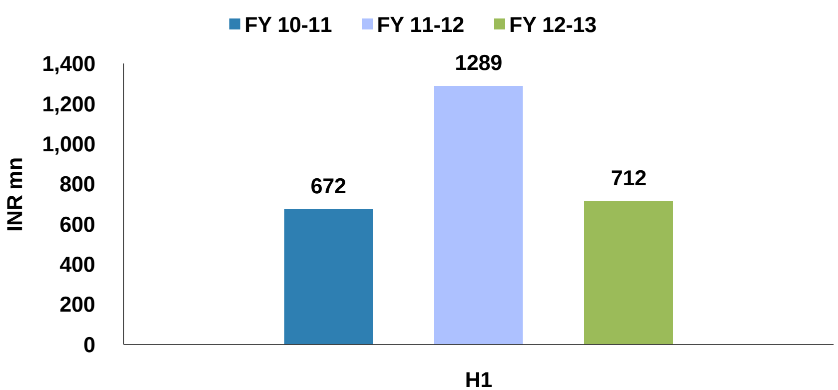
Segment Profit - Consultancy



Segment Profit %



Segment Profit - Turnkey



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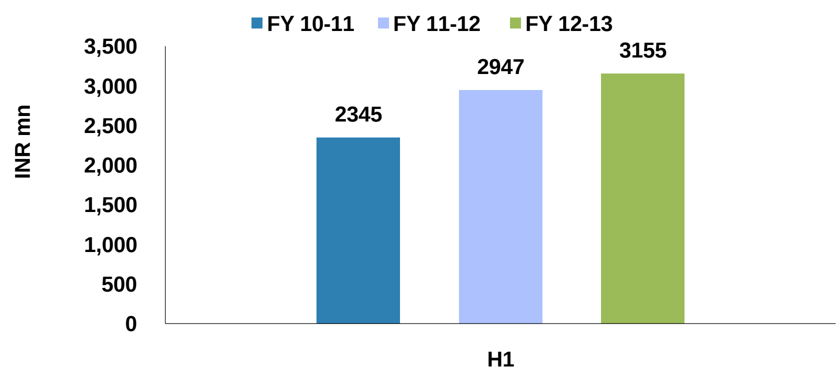
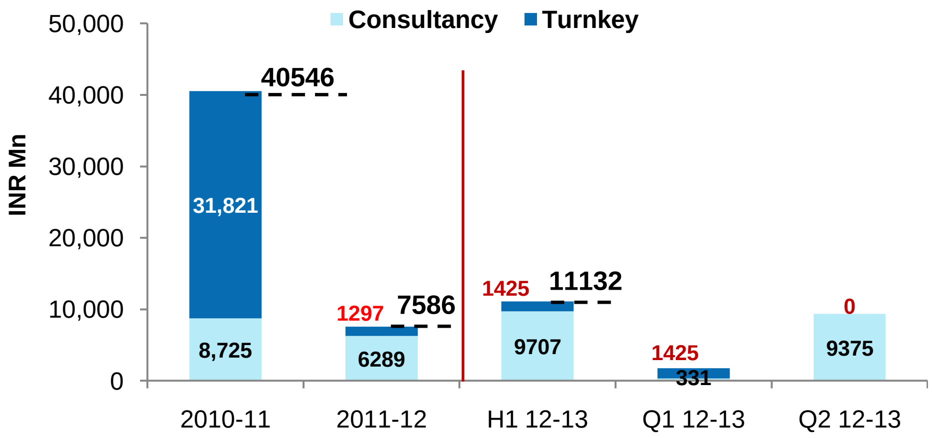


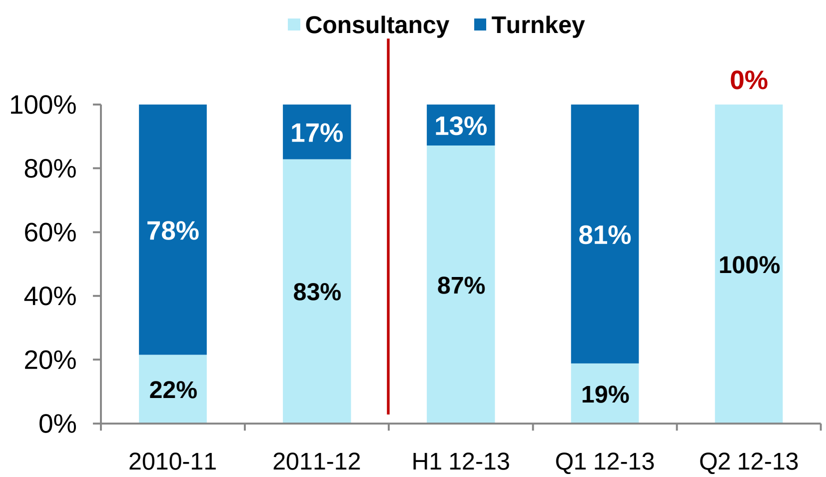
Note: All figures have been taken on a standalone for EIL

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

Orders Inflows and Order Book Position - Standalone

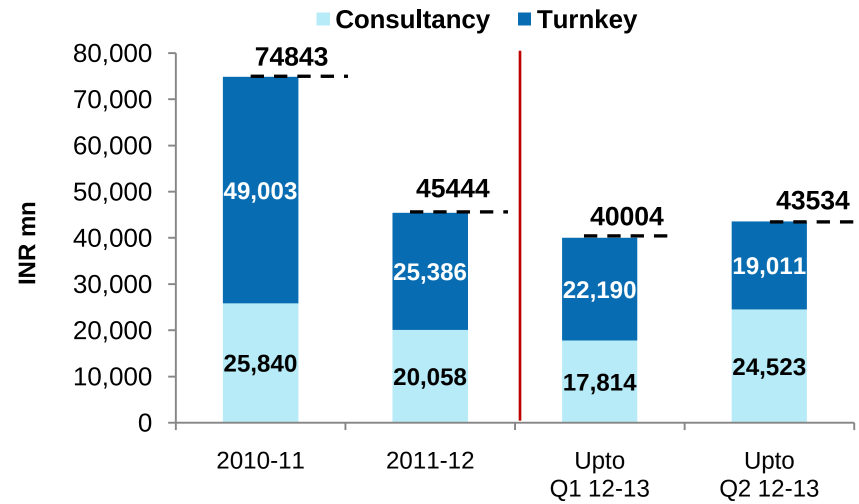
Order Inflows (INR Mn)*

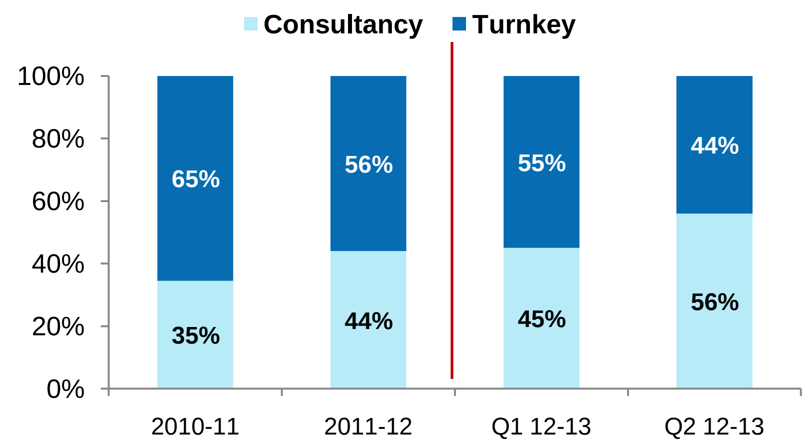




Note:
- All figures have been taken on standalone basis
- Order books are subject to miscellaneous adjustments

Order Book Position (INR Mn) & Order Mix*

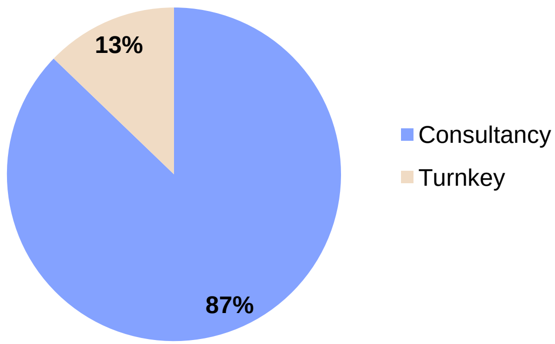




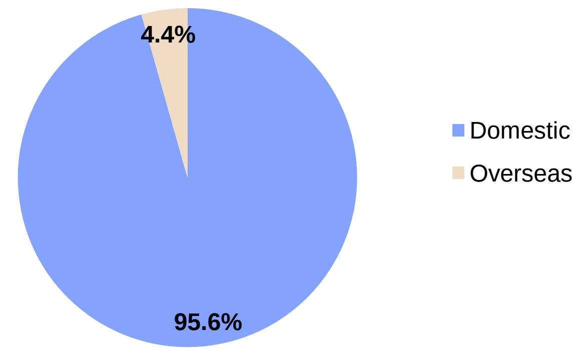
Orders Secured Break up - Standalone

H1 : FY 12-13

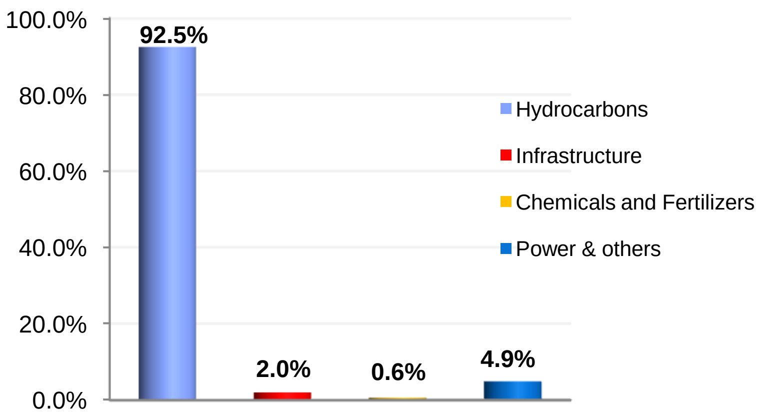
Consultancy Vs Turnkey



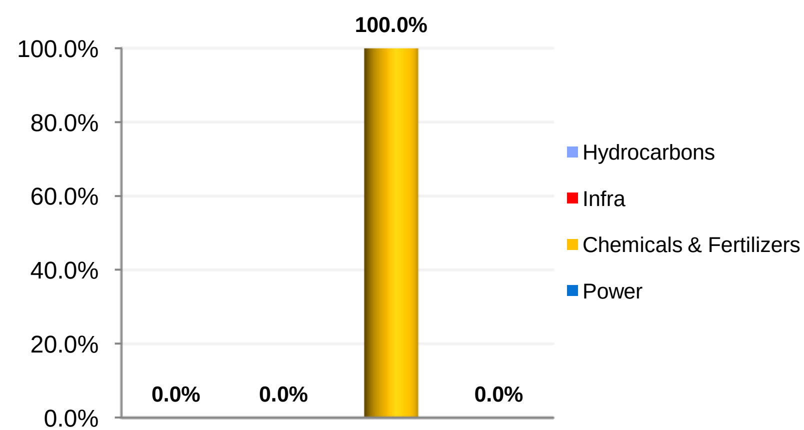
Consultancy - Domestic vs Overseas



Consulting Orders - Segmental Break up



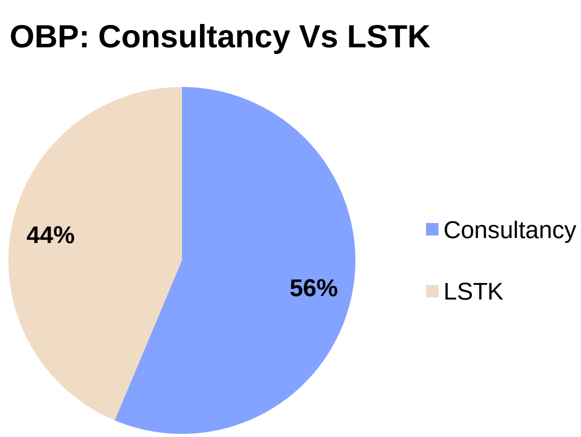
Turnkey Orders - Segmental Break up

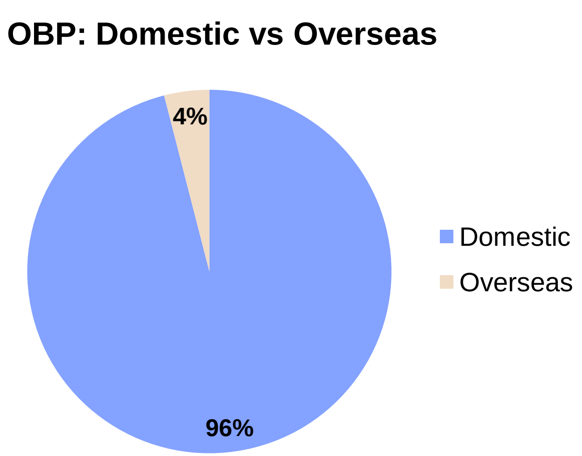


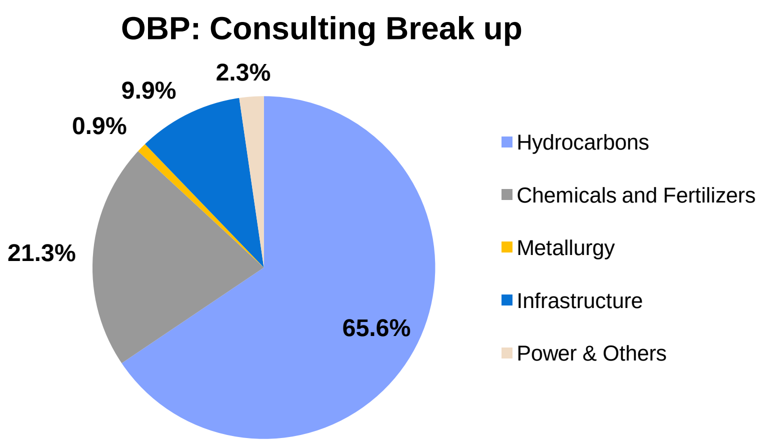
Note : Data on Standalone basis

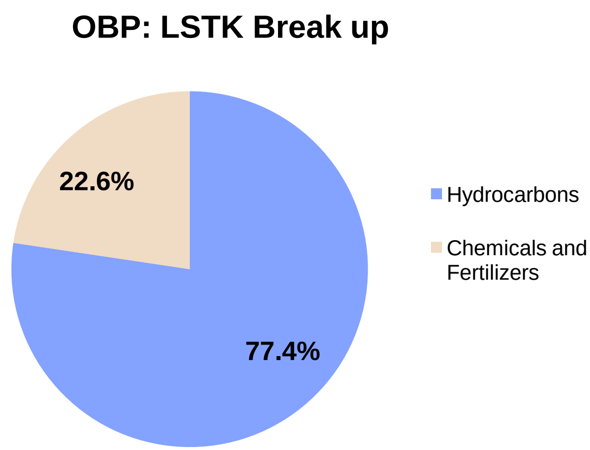
Order Book Break up - Standalone

H1 : FY 12-13





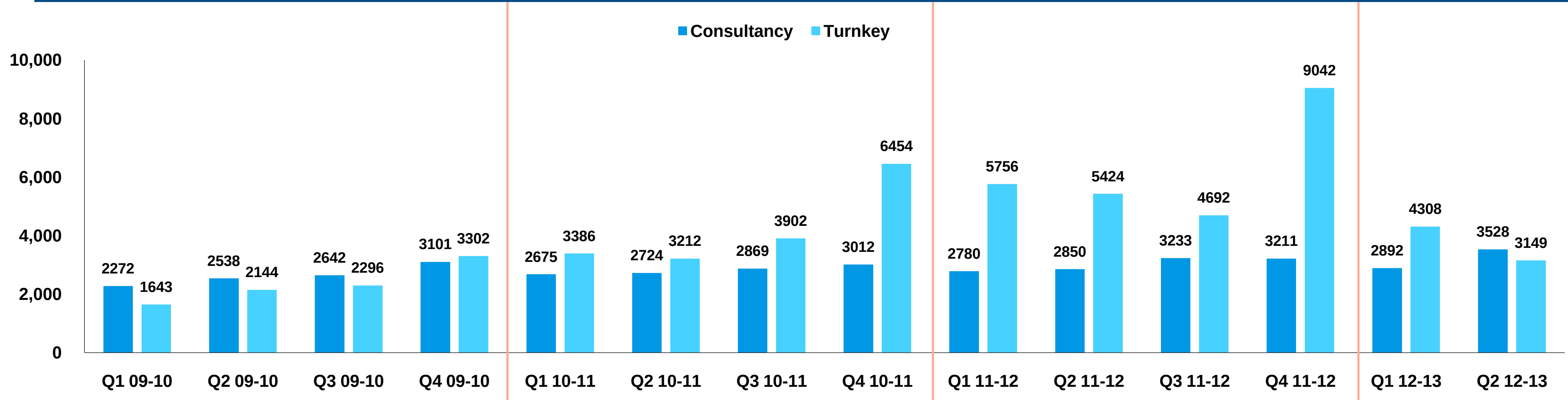




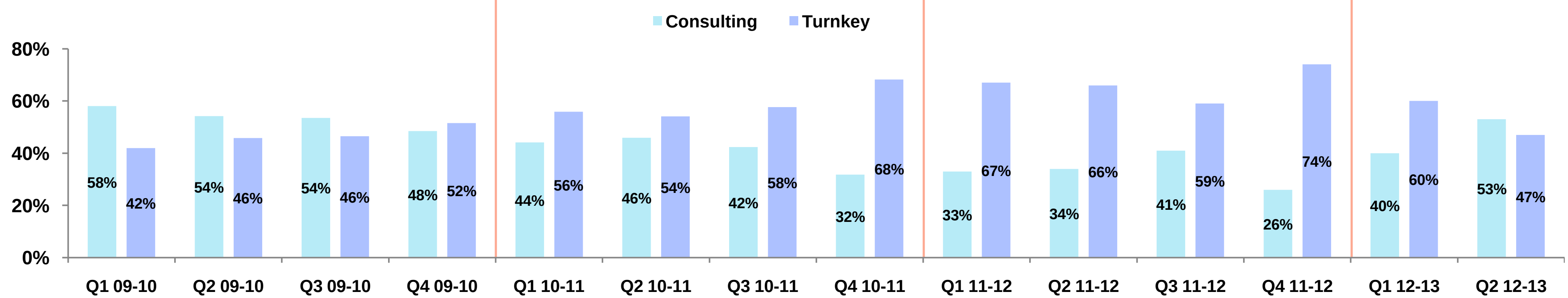
Note : Data on Standalone basis

Financial and Operating Track Record – Quarterly Basis

Segment Income (INR Mn)



Revenue Mix (Consultancy Vs Turnkey)



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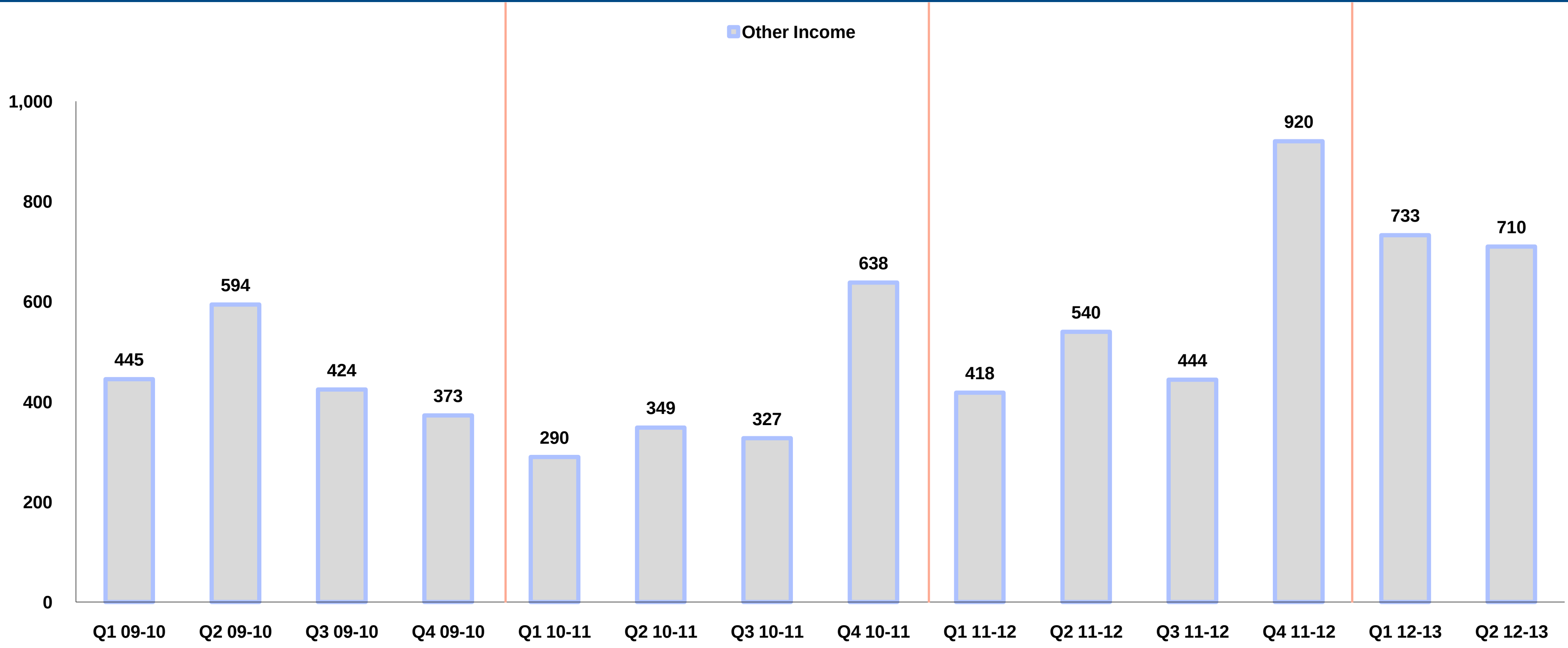
Financial and Operating Track Record – Quarterly Basis

Other Income (INR Mn)



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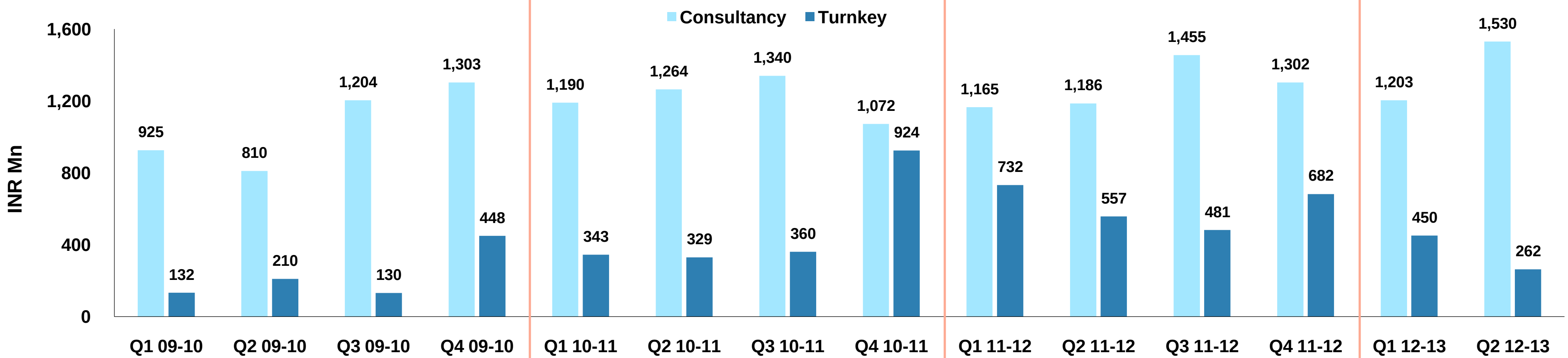
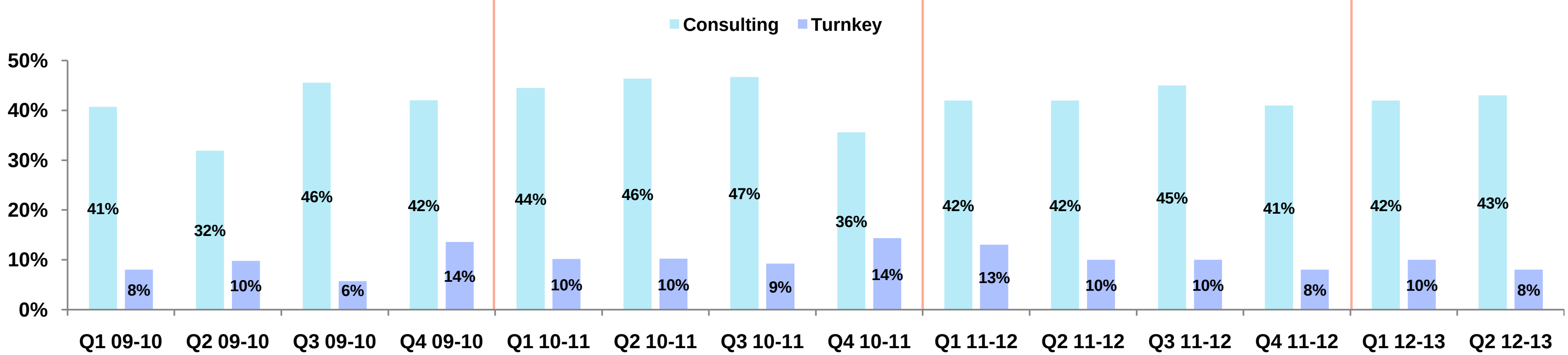
Financial and Operating Track Record – Quarterly Basis

Segment Wise Operating Profit



Segment Wise Profit %



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