



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

Investor Presentation

2nd Quarter Results : FY 14-15

7th November 2014

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Financial Performance – Q2 and Half Yearly

Q2 FY 14-15 : Quarterly Performance Summary - Standalone



Rs Mn

TURNOVER	Q2 14-15	Q1 14-15	Q1 13-14	Q2 13-14	Q3 13-14	Q4 13-14
Consultancy – Domestic	1,682.8	1,984.3	2,650.5	2,300.0	2,469.7	2,270.6
Consultancy - Overseas	521.7	396.4	341.0	319.0	373.0	367.0
Consultancy Total	2,204.5	2,380.7	2,991.5	2,619.0	2,842.7	2,637.6
Turnkey	1,701.9	1,974.2	1,440.4	2,032.8	1,361.2	2,310.7
Consultancy + Turnkey	3,906.4	4,354.9	4,431.9	4,651.8	4,204.0	4,948.3
Other Income	839.3	692.9	680.3	828.2	1,083.6	767.9
Total Income	4,745.7	5,047.8	5,112.2	5,479.9	5,287.6	5,716.2

SEGMENT PROFIT	Q2 14-15	Q1 14-15	Q1 13-14	Q2 13-14	Q3 13-14	Q4 13-14
Consultancy	411.5	579.6	1,172.5	904.8	1,046.2	757.0
Turnkey	-200.3	120.0	103.0	137.9	67.4	95.0
Total	211.1	699.6	1,275.5	1,042.8	1,113.6	852.0



Revenue loss in Turnkey Segment : Anticipated Loss in Delayed Coker Project of CPCL recognized in the Quarter

* Note: All figures are on standalone basis

H1 FY 14-15 : Half Yearly Performance Summary - Standalone



Rs Mn

TURNOVER	H1 14-15	H1 13-14	H2 13-14
Consultancy – Domestic	3,667.1	4,950.4	4,740.3
Consultancy - Overseas	918.1	660.0	740.0
Consultancy Total	4,585.2	5,610.4	5,480.3
Turnkey	3,676.1	3,473.2	3,672.0
Consultancy + Turnkey	8,261.3	9,083.6	9,152.2
Other Income	1,532.2	1,508.5	1,851.5
Total Income	9,793.5	10,592.1	11,003.8

SEGMENT PROFIT	H1 14-15	H1 13-14	H2 13-14
Consultancy	991.1	2,077.3	1,803.2
Turnkey	-80.3	240.9	162.4
Total	910.8	2,318.2	1,965.5

* Note: All figures are on standalone basis

Q2 & H1 FY 14-15 : Performance Summary - Standalone



Rs Mn

	Q2 14-15	Q1 14-15	Q1 13-14	Q2 13-14	Q3 13-14	Q4 13-14
PBT	883.6	1,186.1	1,820.5	1,691.2	2,045.3	1,423.3
PAT	587.8	804.0	1,293.5	1,118.6	1,350.0	1,035.5
EPS	1.74	2.39	3.84	3.32	4.01	3.07

Rs Mn

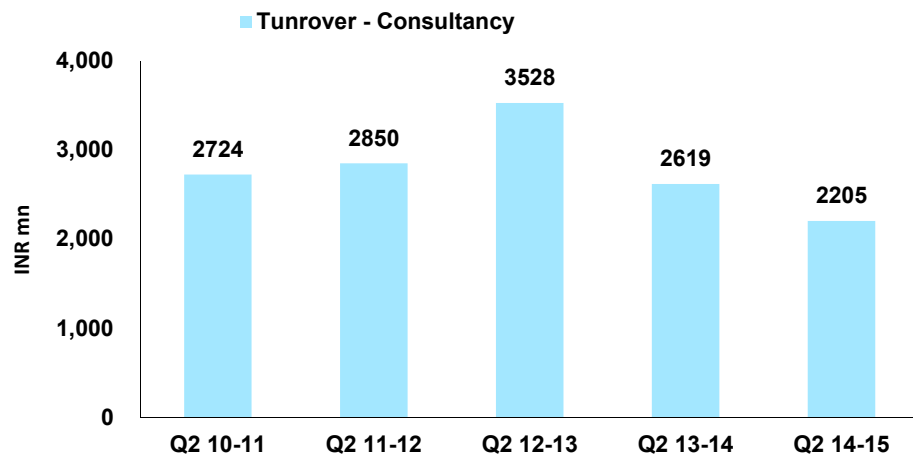
	H1 14-15	H1 13-14	H2 13-14
PBT	2,069.7	3,511.7	3,468.6
PAT	1,391.9	2,412.1	2,385.5
EPS	4.13	7.2	7.1

* Note: All figures are on standalone basis

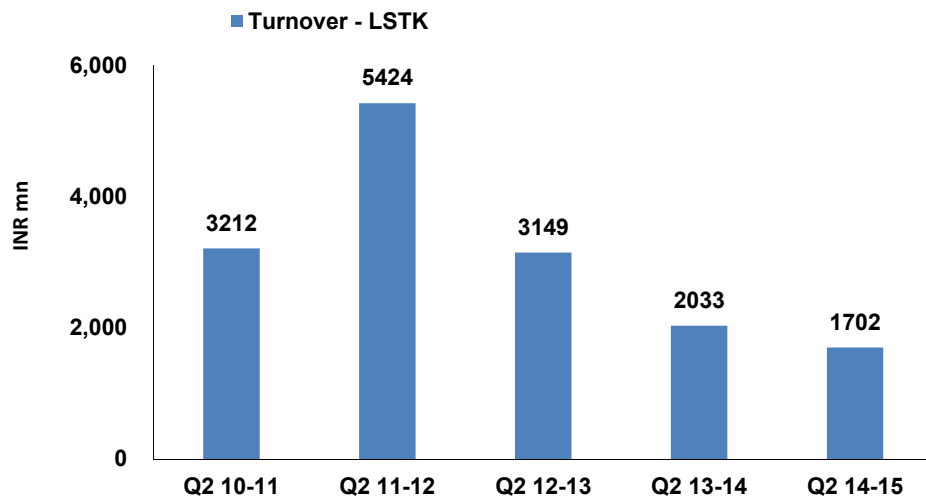
Q2 FY 14-15 : Quarterly Performance - Standalone



Turnover - Consultancy

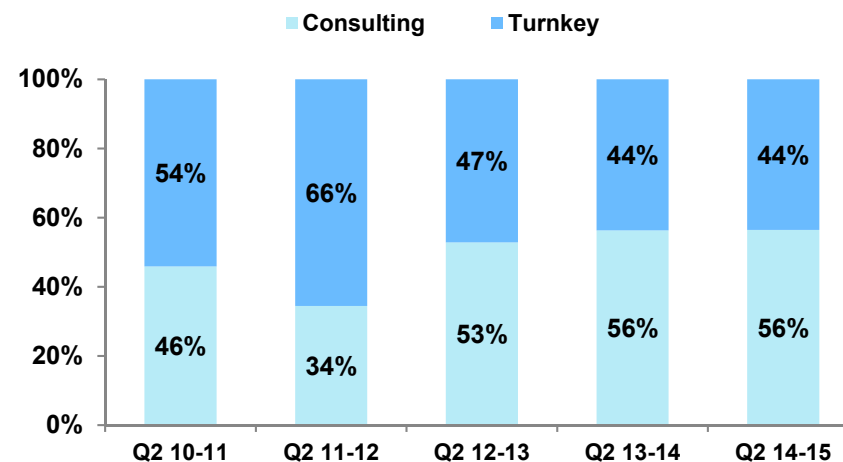


Turnover – Turnkey

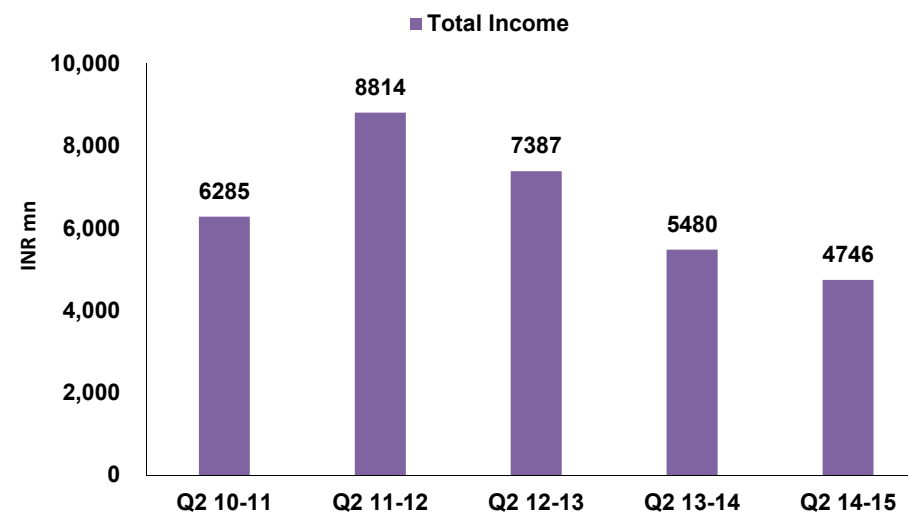


Note: All figures have been taken on standalone basis for EIL

Turnover Mix (Consultancy Vs Turnkey)



Total Income

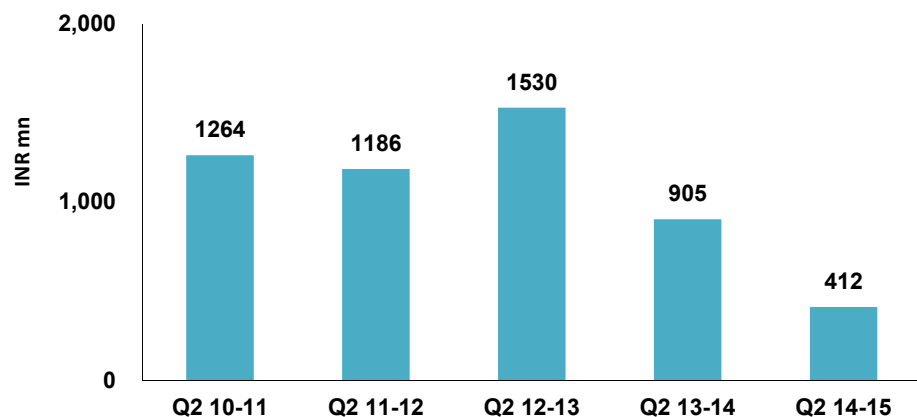


Q2 FY 14-15 : Quarterly Performance - Standalone



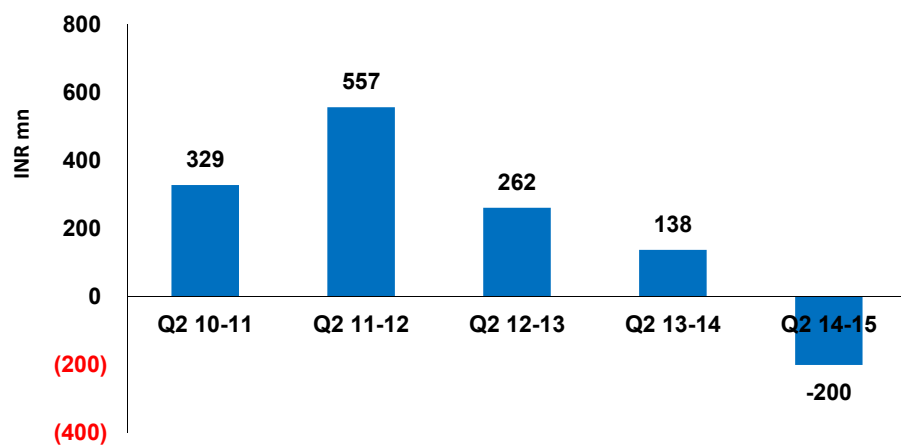
Segment Profit - Consultancy

■ Segment Profit - Consultancy



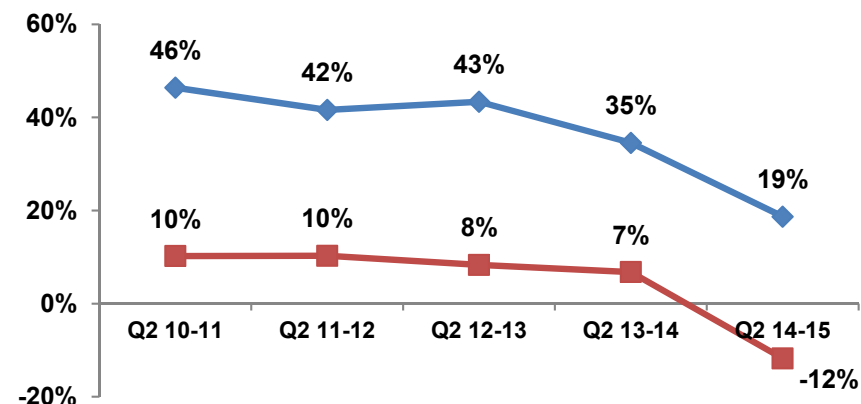
Segment Profit - Turnkey

■ Segment Profit - Turnkey



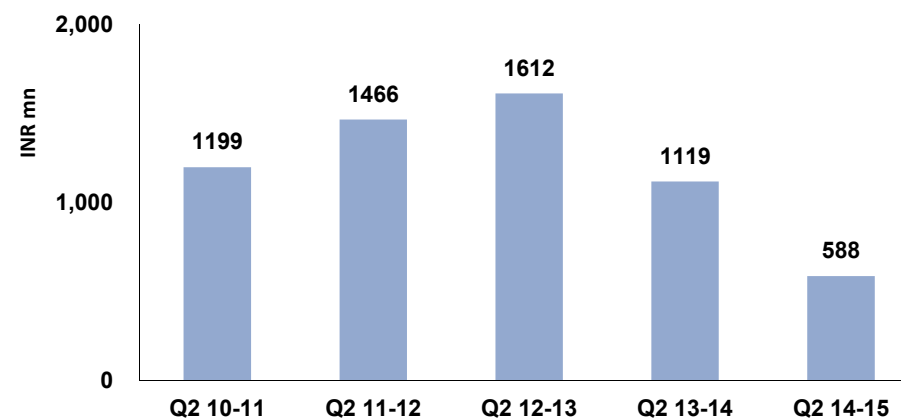
Segment Profit %

— Consulting — Turnkey



PAT

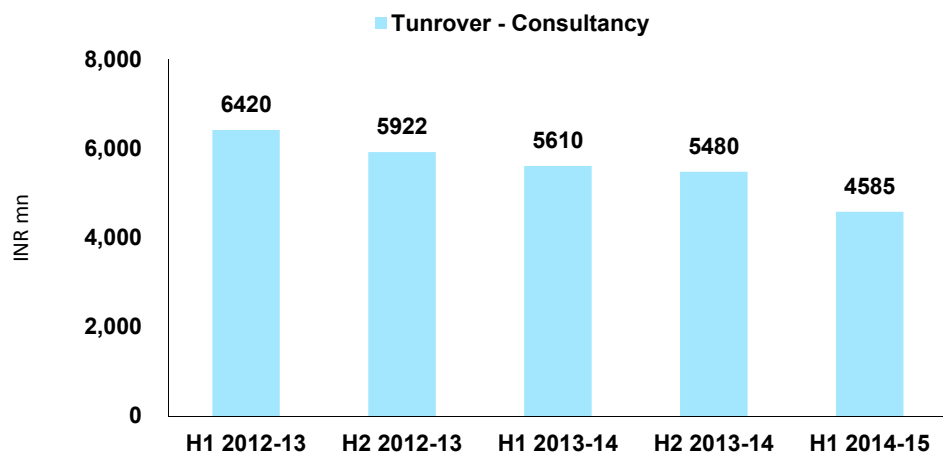
■ PAT



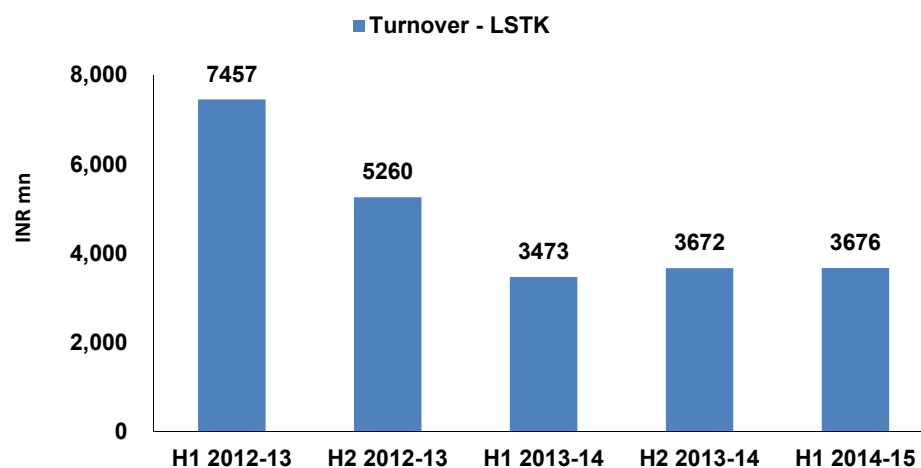
Note: All figures have been taken on a standalone for EIL

H1 FY 14-15 : Half Yearly Performance - Standalone

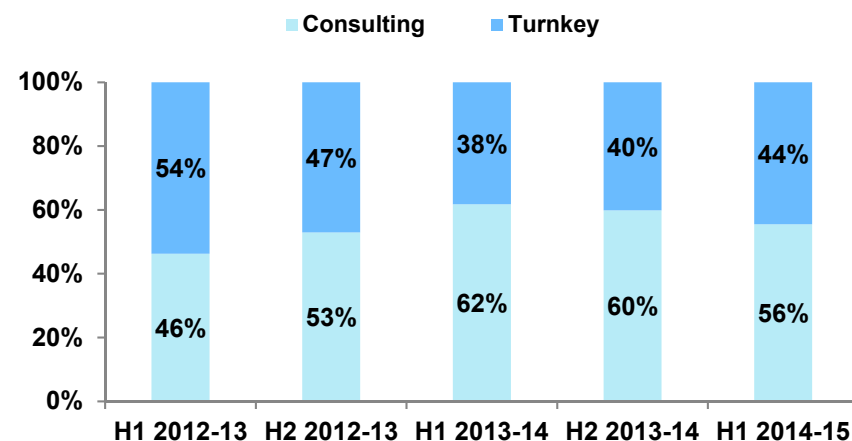
Turnover - Consultancy



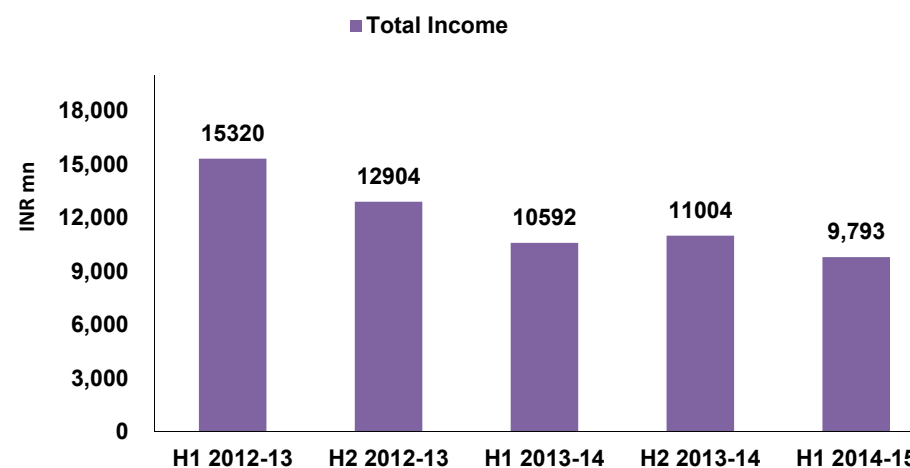
Turnover – Turnkey



Turnover Mix (Consultancy Vs Turnkey)



Total Income

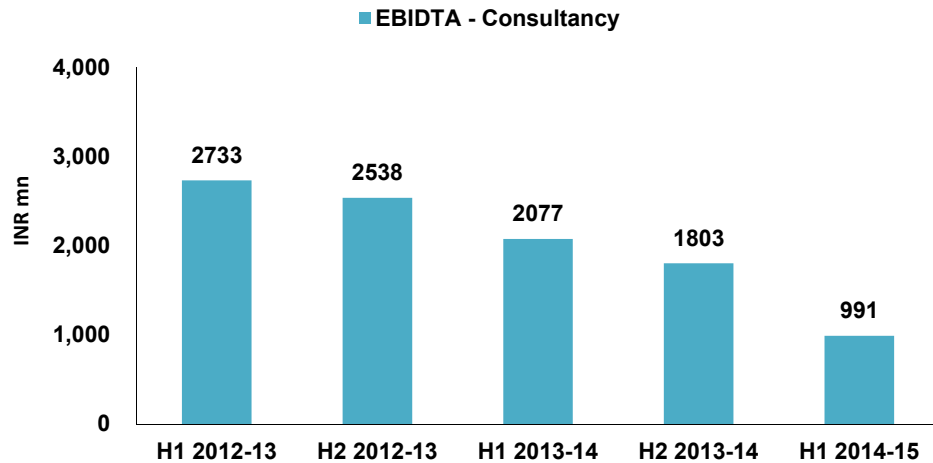


Note: All figures have been taken on standalone basis for EIL

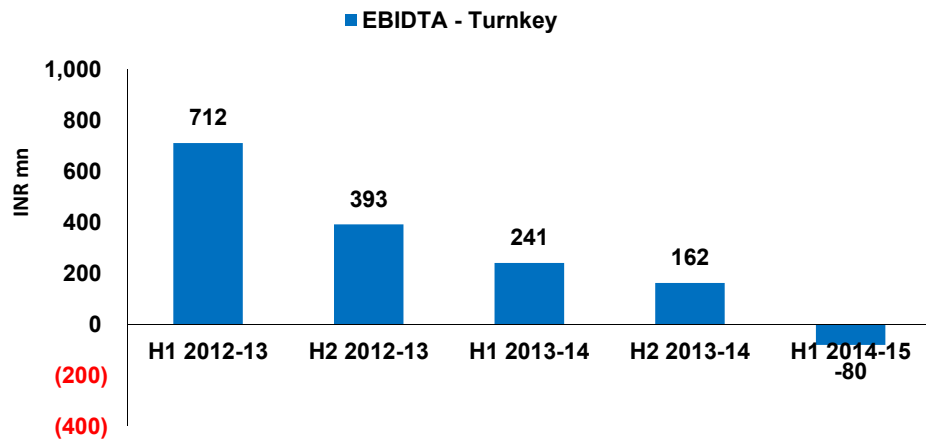
H1 FY 14-15 : Half Yearly Performance - Standalone



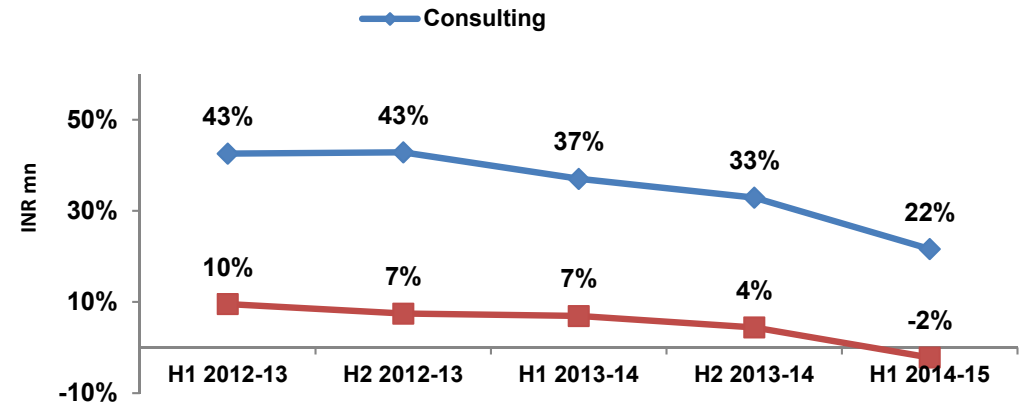
Segment Profit - Consultancy



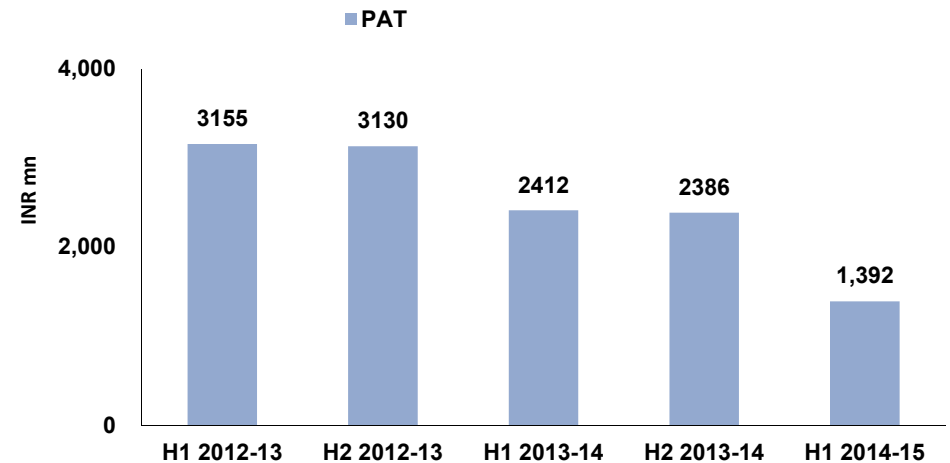
Segment Profit - Turnkey



Segment Profit %



PAT

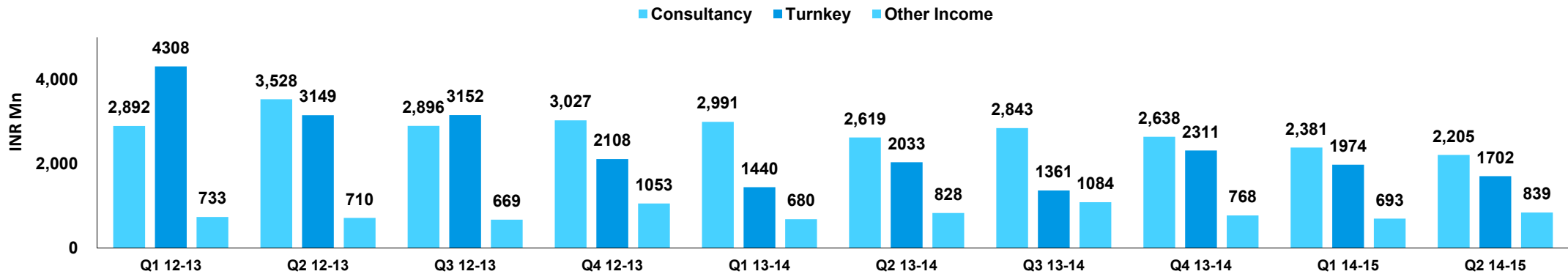


Note: All figures have been taken on a standalone for EIL

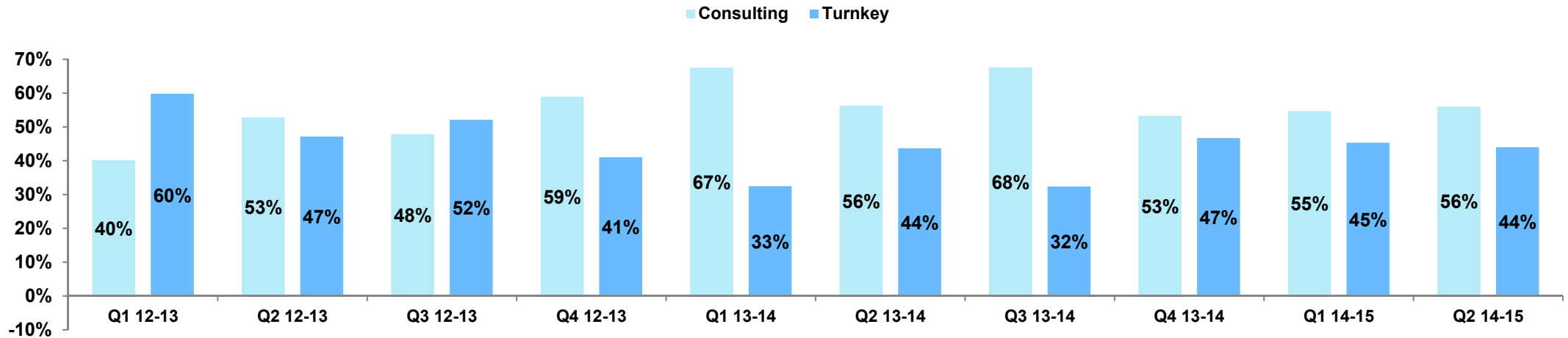
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)

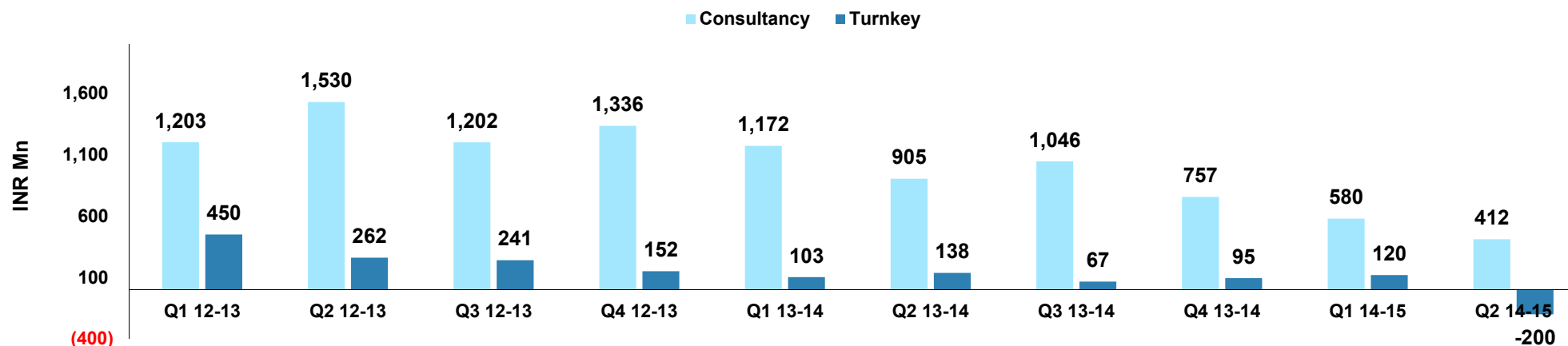


Note: All figures have been taken on a standalone for EIL

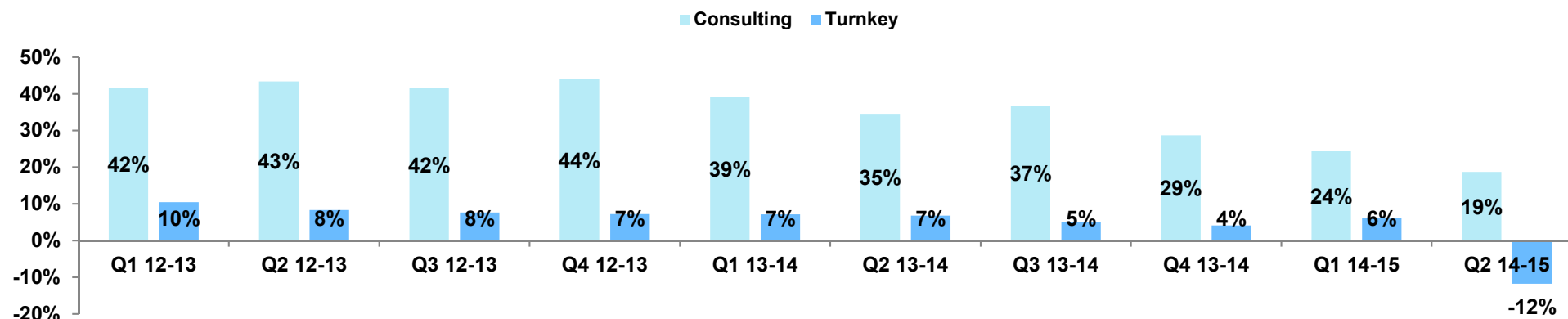
Quarterly Performance Track Record – Standalone



Segment Wise Operating Profit



Segment Wise Profit %



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



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Business Secured and Order Book

Q2 & H1 FY 14-15 : Business Secured and Order Book – Standalone



Rs Mn

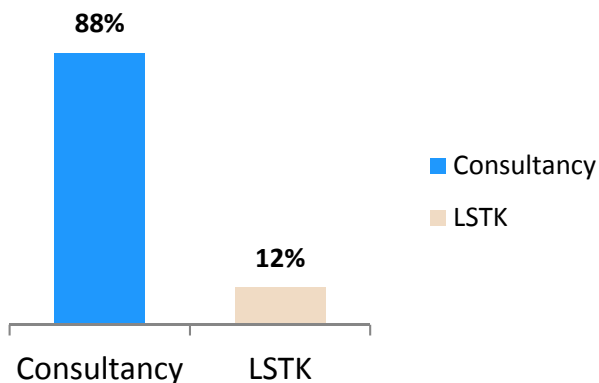
Business Secured	H1 14-15	Q2 14-15	Q1 14-15	Q1 13 -14	Q2 13-14	Q3 13-14	Q4 13-14
Consultancy (domestic)	3,032	1,785	1,247	1,002	522	981	1,567
Consultancy (overseas)*	11,772	67	11,705	66	440	43	147
Consultancy Total	14,803	1,851	12,952	1,068	962	1,024	1,714
Turnkey	2,000	2,000	0	0	6779	0	0
Total Business secured	16,803	3,851	12,952	1,068	7,742	1,024	1,714

Rs Mn

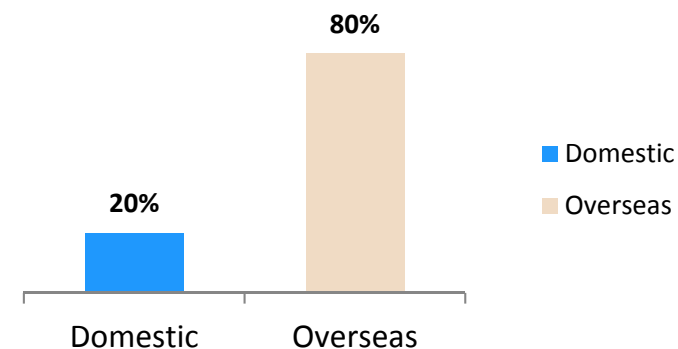
Order Book (Cumulative)	Q2 & H1 14-15	Q1 14 -15	FY 13-14	FY 12-13	FY 11-12	FY 10-11	FY 09-10
Consultancy *	26,971	26,970	15,717	21,012	20,062	25,840	29,158
Turnkey	10,279	12,325	13,391	12,163	25,421	49,003	33,210
Total Order Book	37,250	39,295	29,108	33,175	45,483	74,843	62,368
Consultancy %	72%	69%	54%	63%	44%	35%	47%
Turnkey %	28%	31%	46%	37%	56%	65%	53%

Note : Data on unconsolidated basis

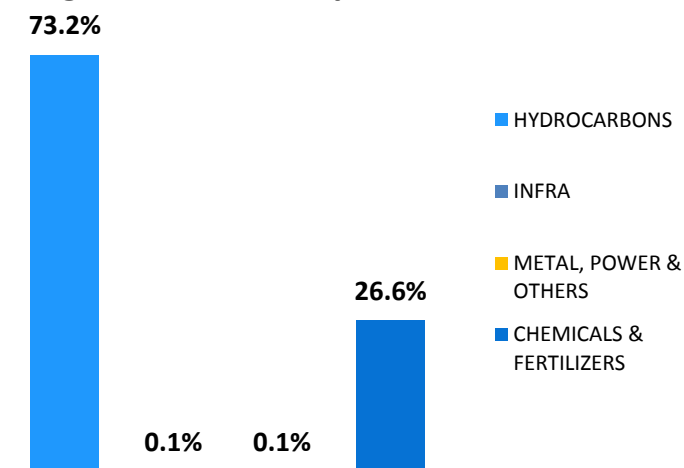
Consultancy Vs LSTK



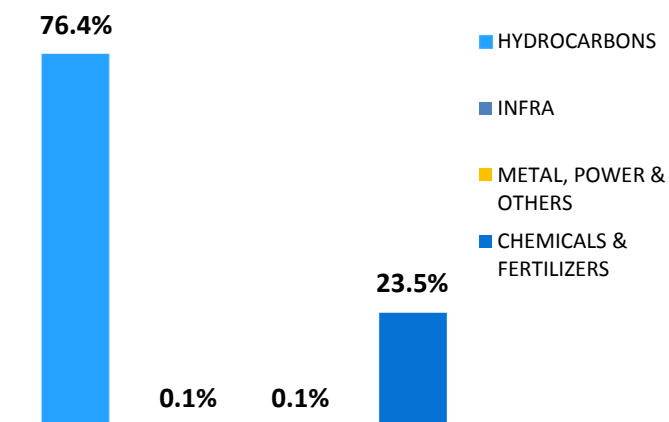
Consultancy Domestic Vs Overseas



Consultancy Segmental Break up

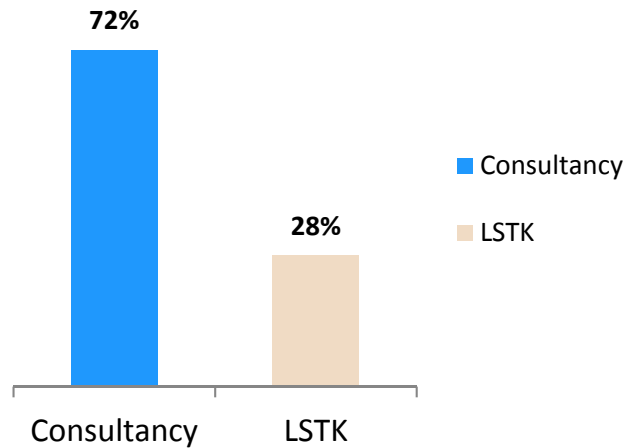


Total Orders Segmental Break up

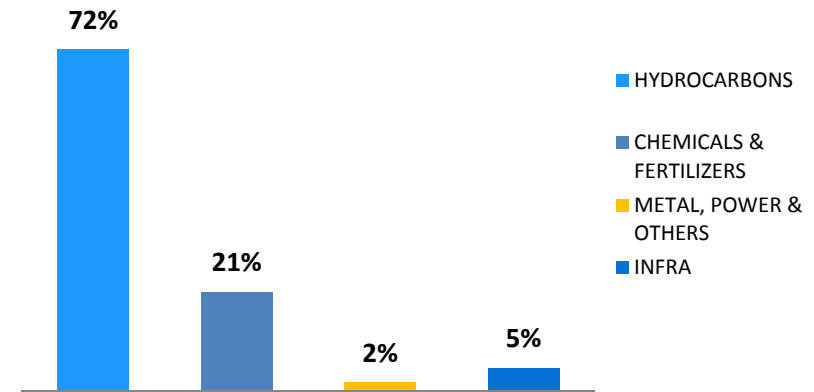


Note : Data on unconsolidated basis

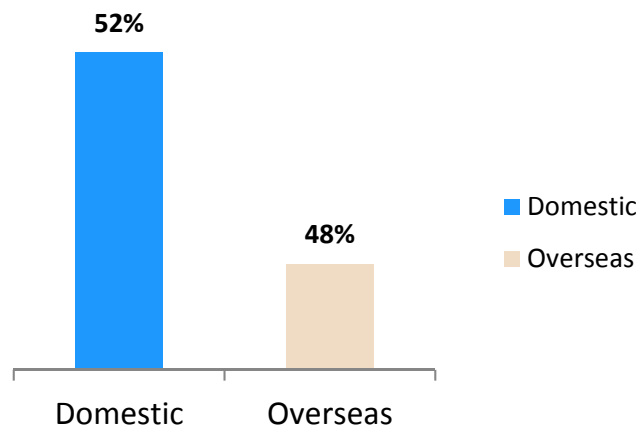
Consultancy Vs LSTK



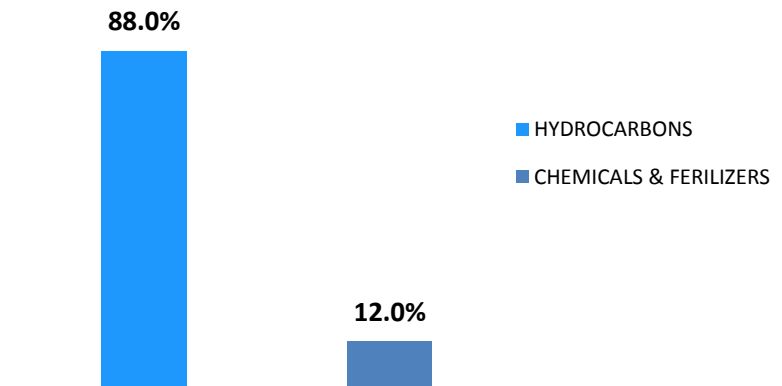
Consultancy Segmental Break up



Consultancy Domestic Vs Overseas



LSTK Segmental Break up



Note : Data on unconsolidated basis

Q2 & H1 FY 14-15 : Salient Orders Secured



Q2 FY 14-15

Mode	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Consulting	500 TPD Methanol Plant and 200 TPD Acetic Acetic Acid Plant at Namrup	Assam Petrochemicals	787	Q2, FY14 -15	Q2, FY17 -18
Consulting	Mangala Phase 2 Project	Cairn Energy	242	Q2, FY14 -15	Q4, FY14 -15
EPC	Sonamura GGS and Pipeline Project Tripura on OBE Basis	ONGC	2000	Q2, FY14 -15	Q1, FY16 -17

Q1 FY 14-15

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



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Annual Performance Summary

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%

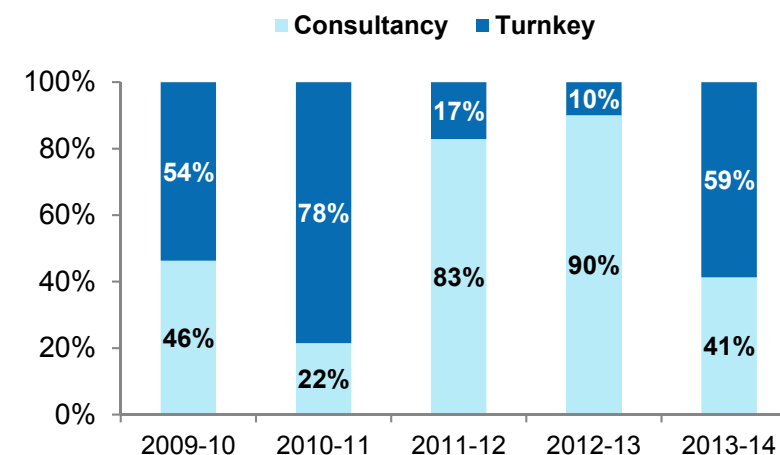
PAT	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
PAT	4798	6919	6363	5226	4356	3445	1946
PAT %	26%	28%	17%	19%	22%	22%	26%

Annual Business Secured and Order Book – Standalone



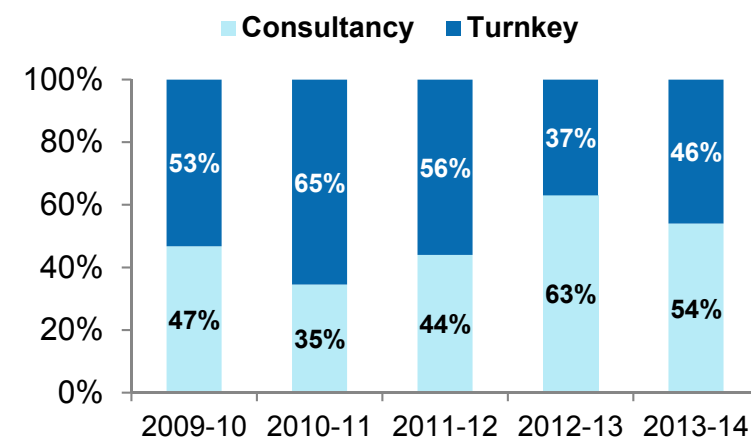
Rs Mn

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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