



इंजीनियर्स
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS
INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

3rd Quarter Results : FY 16-17

10th February 2017

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Financial Performance – Q3 and 9 Monthly

Q3 FY 16-17 : Quarterly Performance Summary - Standalone



Rs Mn

TURNOVER6	Q3 16-17**	Q2 16-17**	Q1 16-17**	Q1 15-16**	Q2 15-16**	Q3 15-16**	Q4 15-16
Consultancy – Domestic	2081.3	1981.3	1674.6	1,620.3	1,634.7	1497.0	1876.3
Consultancy - Overseas	625.2	767.9	1011.6	628.0	925.8	881.5	857.0
Consultancy Total	2706.5	2749.2	2686.2	2,248.3	2,560.5	2378.5	2733.3
Turnkey	543.6	639.7	732.0	1,665.6	1,933.9	1305.2	130.9
Consultancy + Turnkey	3250.1	3388.9	3418.2	3,913.9	4494.4	3,683.7	2864.2
Other Income	558.6	561.0	545.9	577.3	608.9	611.9	662.9
Total Income	3808.7	3949.9	3,964.1	4,491.2	5103.3	4,295.6	3527.1

SEGMENT PROFIT	Q3 16-17	Q2 16-17**	Q1 16-17**	Q1 15-16**	Q2 15-16**	Q3 15-16**	Q4 15-16
Consultancy	797.0	862.6	627.7	454.4	778.5	463.7	793.6
Turnkey	154.6	284.7	271.0	82.9	77.9	209.3	(194.1)
Total	951.6	1147.3	898.7	537.4	856.4	673.0	599.4

- Note: All figures are on standalone basis
- ** Figures as per IND AS

9M FY 16-17 : Nine Monthly Performance Summary - Standalone



Rs Mn

TURNOVER	9M 16-17**	9M 15-16**	9M 14-15
Consultancy – Domestic	5737.1	4751.9	5,460.2
Consultancy - Overseas	2404.7	2435.3	1,470.1
Consultancy Total	8141.8	7,187.2	6,930.3
Turnkey	1915.3	4,904.7	5,314.3
Consultancy + Turnkey	10057.1	1,2091.9	12,244.6
Other Income	1665.5	1,798.1	1,932.0
Total Income	11722.6	1,3890.0	14,176.6

SEGMENT PROFIT8	9M 16-17**	9M 15-16**	9M 14-15
Consultancy	2287.3	1696.6	1822.9
Turnkey	710.3	370.1	(75.3)
Total	2997.6	2066.7	1747.6

- Note: All figures are on standalone basis
- ** Figures as per IND AS
-

Q3 & 9M FY 16-17 : Performance Summary - Standalone



Rs Mn

	Q3 16-17**	Q2 16-17**	Q1 16-17**	Q1 15-16**	Q2 15-16**	Q3 15-16**	Q4 15-16
PBT	1308.12	1445.04	1225.38	836.49	1205.70	1040.1	997.36
PAT	849.90	937.54	803.04	535.14	772.10	676.7	699.19
EPS#	1.26	1.39	1.19	0.80	1.15	1.00	1.04

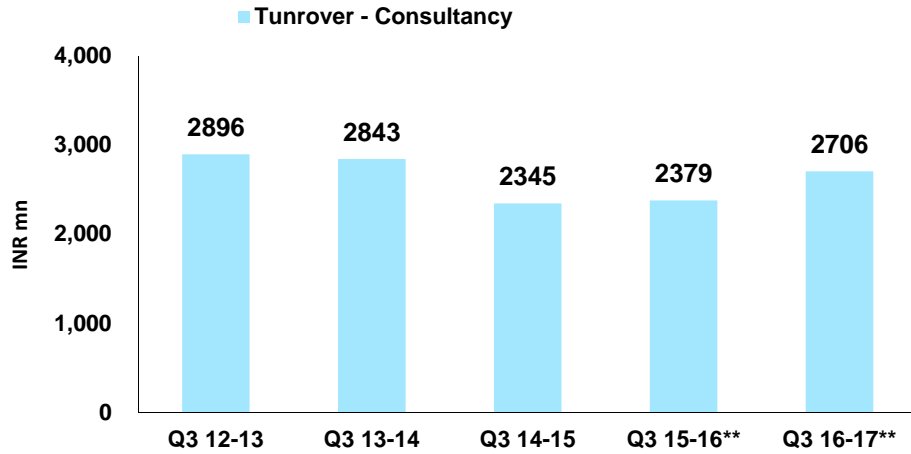
Rs Mn

	9M 16-17**	9M 15-16**	9M 14-15
PBT	3978.6	3082.3	2,990.7
PAT	2590.5	1983.9	1,991.1
EPS#	3.84	2.94	2.96

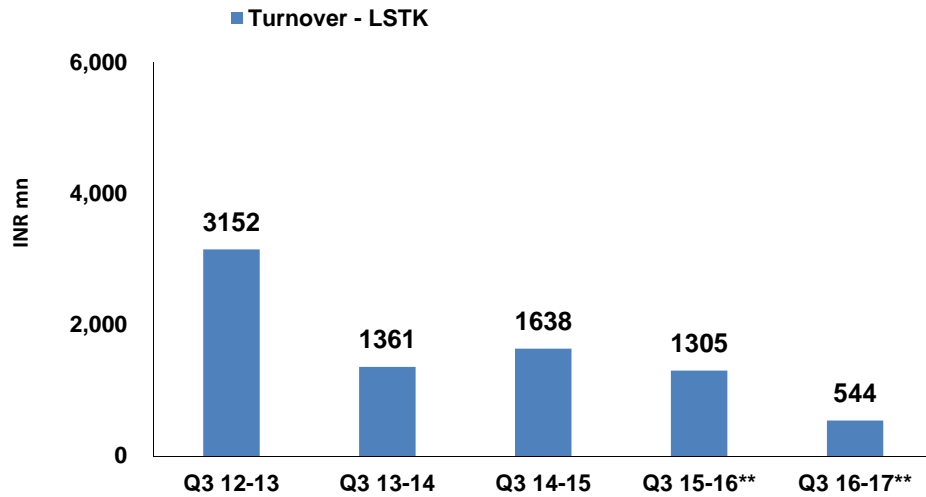
- Note: All figures are on standalone basis
- ** Figures as per IND AS
- # Post Allotment of Bonus Shares in Ratio of 1:1



Turnover - Consultancy

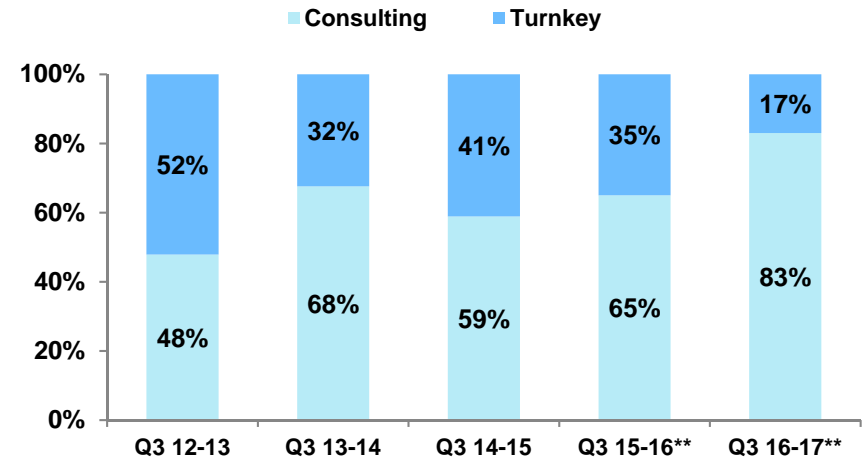


Turnover - Turnkey

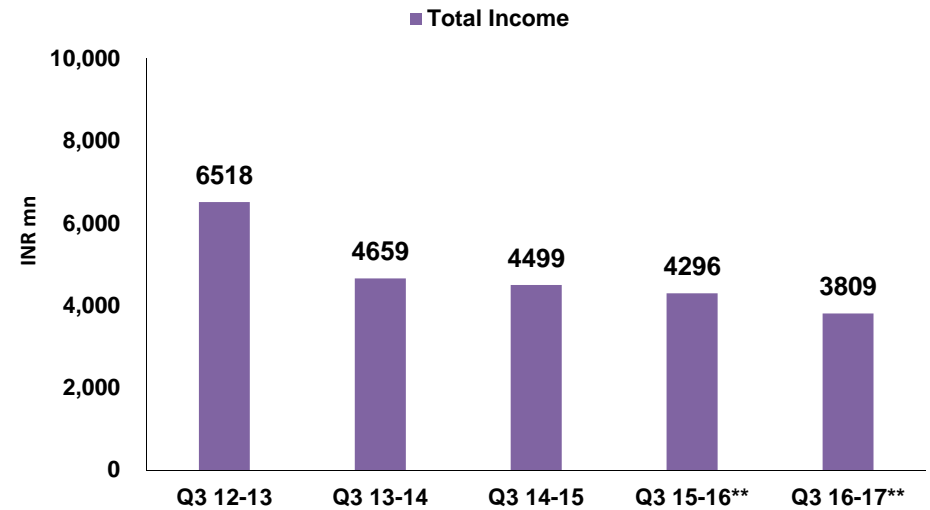


Note: All figures have been taken on standalone basis for EIL
 ** Figures as per IND AS

Turnover Mix (Consultancy Vs Turnkey)

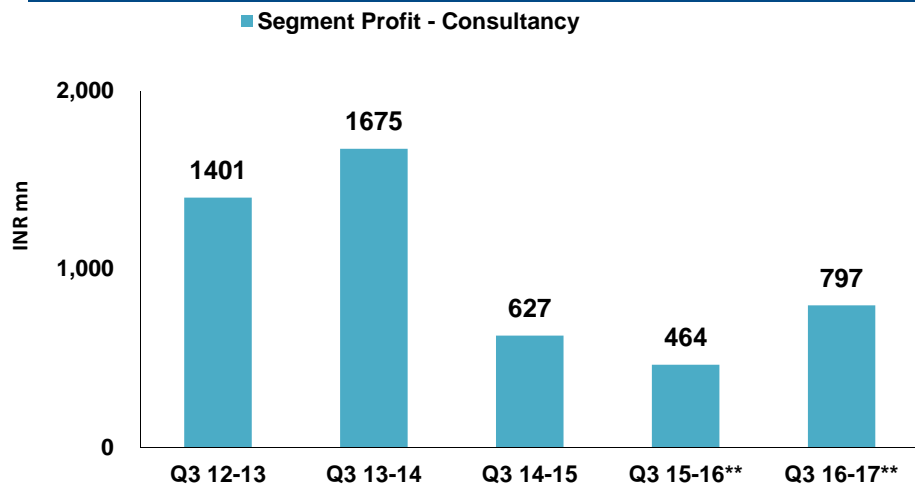


Total Income

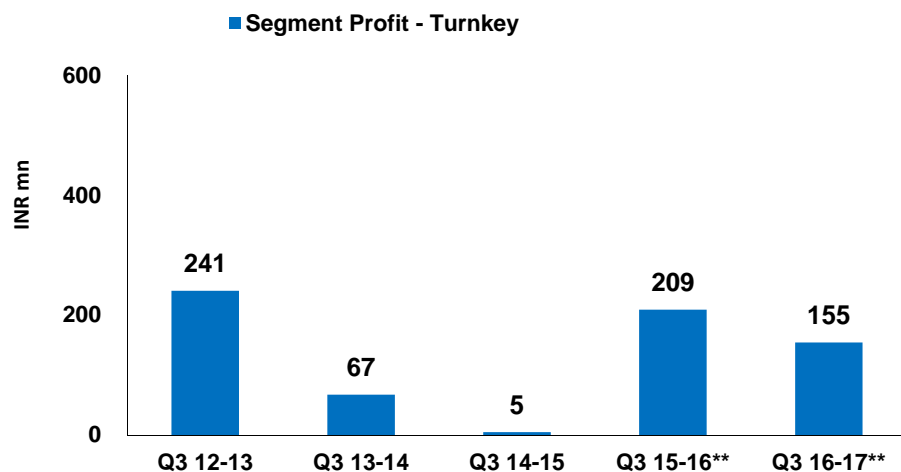




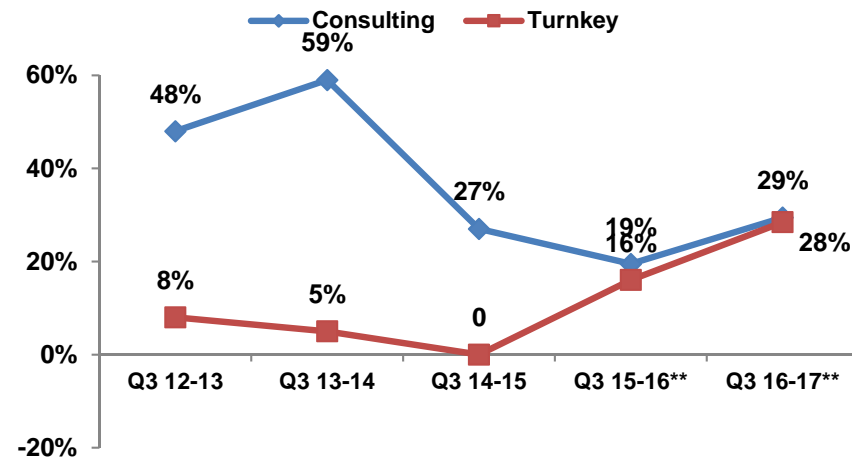
Segment Profit - Consultancy



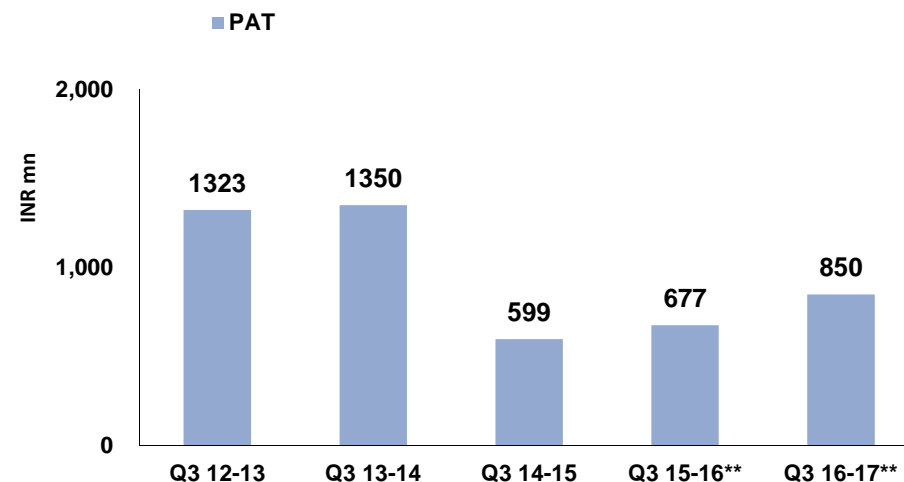
Segment Profit - Turnkey



Segment Profit %



PAT



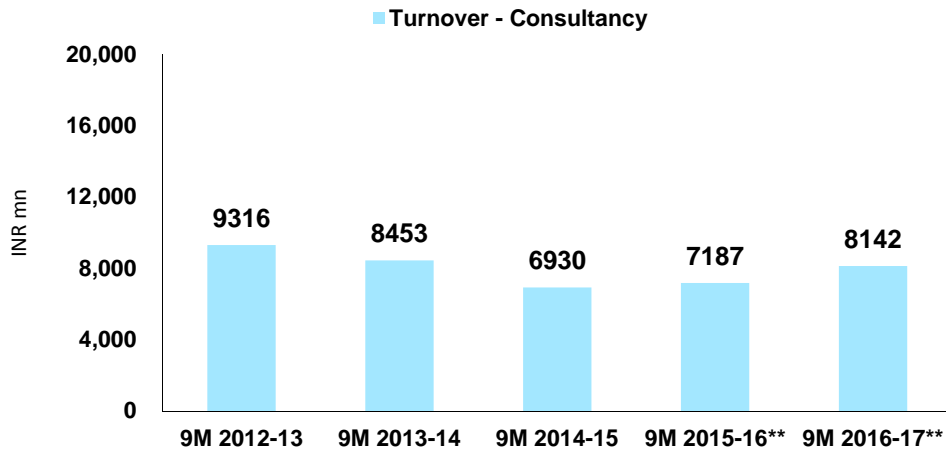
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** Figures as per IND AS

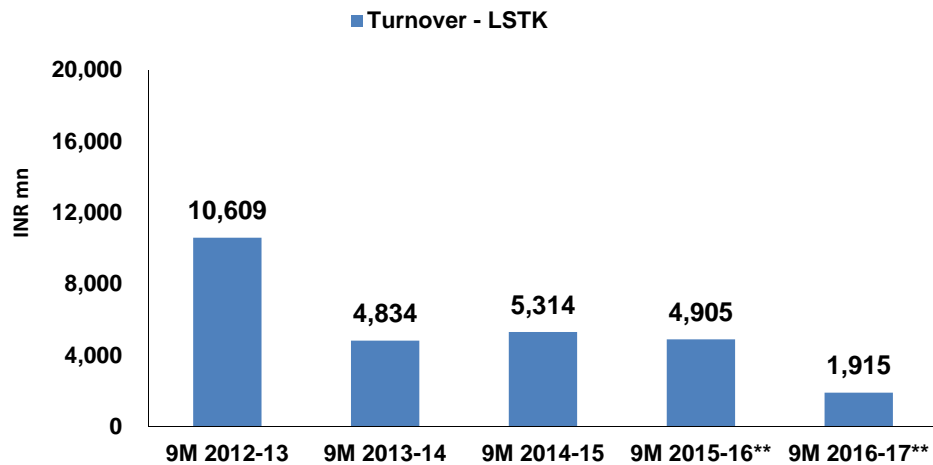
9M FY 16-17 : Nine Monthly Performance - Standalone



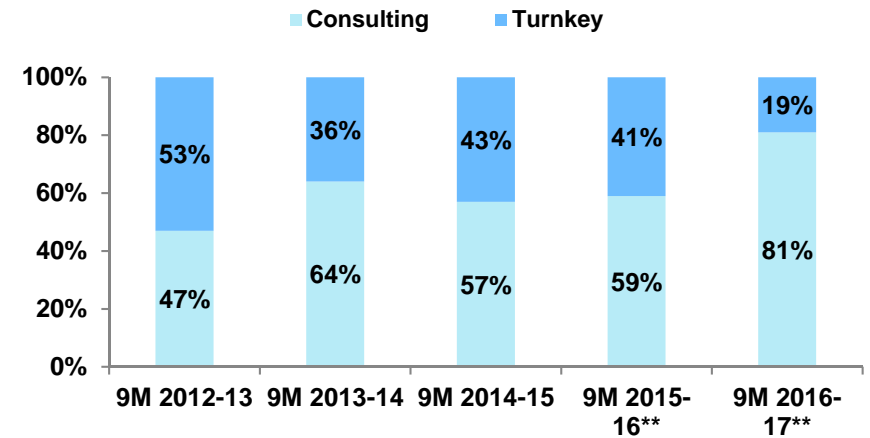
Turnover - Consultancy



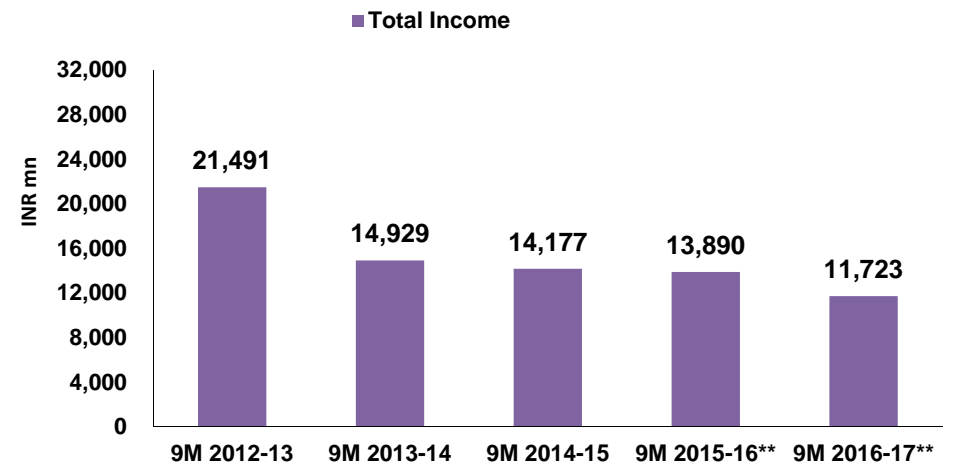
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



Total Income



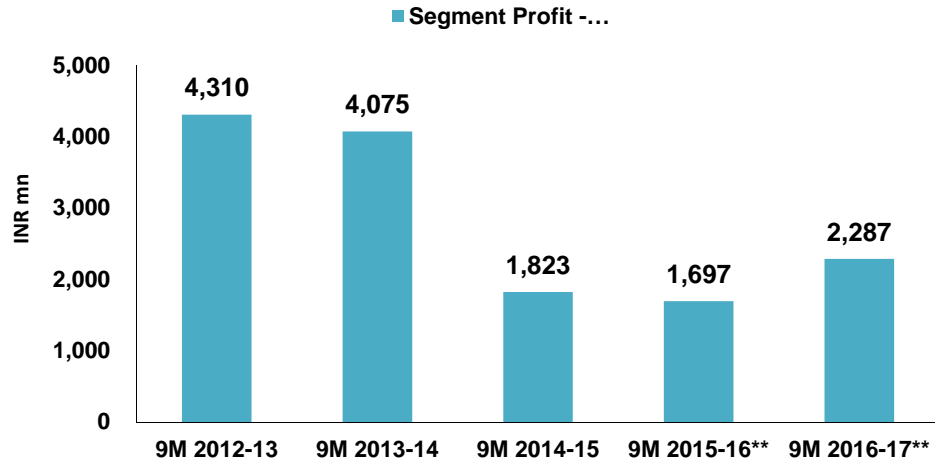
Note: All figures have been taken on standalone basis for EIL

** Figures as per IND AS

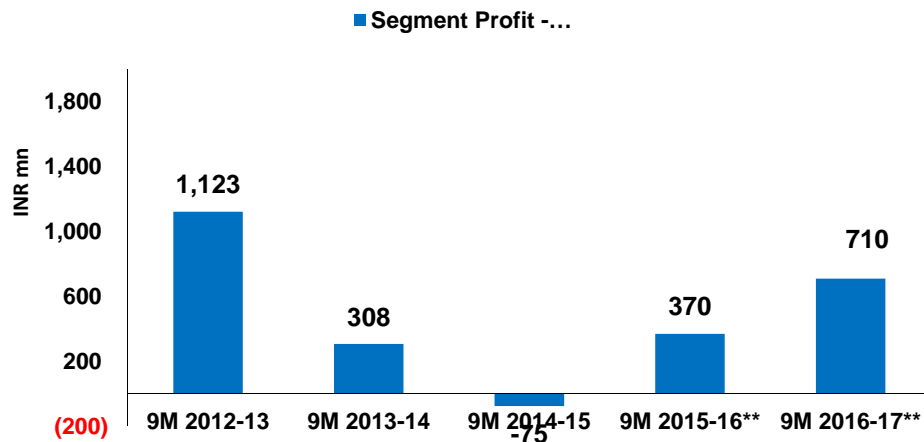
9M FY 16-17 : Nine Monthly Performance - Standalone



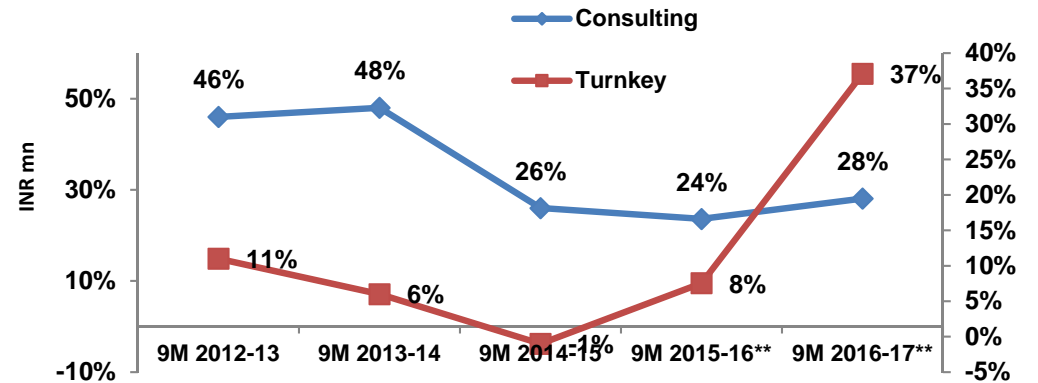
Segment Profit - Consultancy



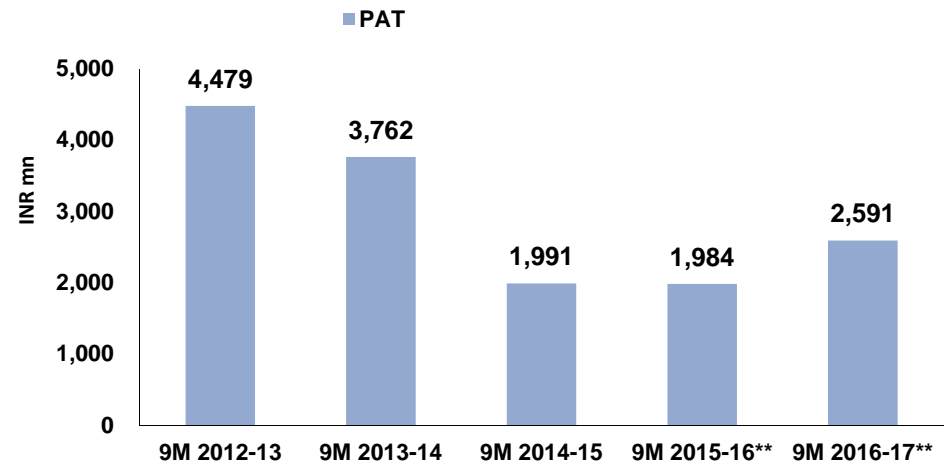
Segment Profit - Turnkey



Segment Profit %



PAT



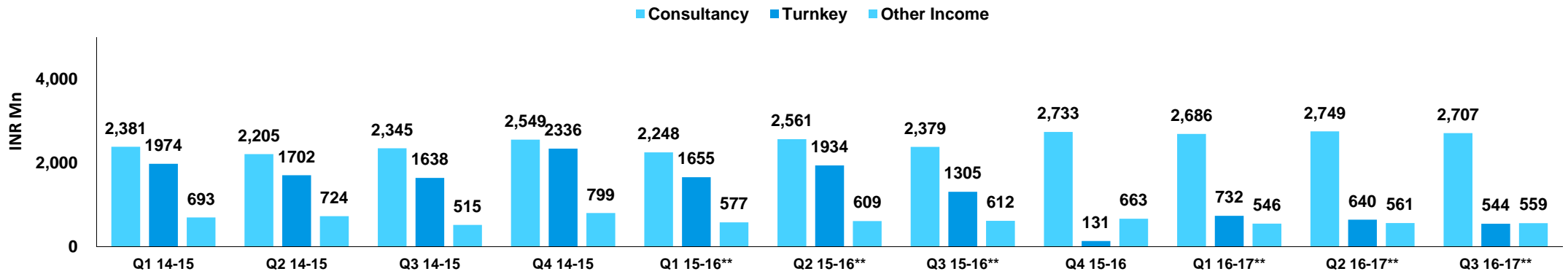
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** Figures as per IND AS

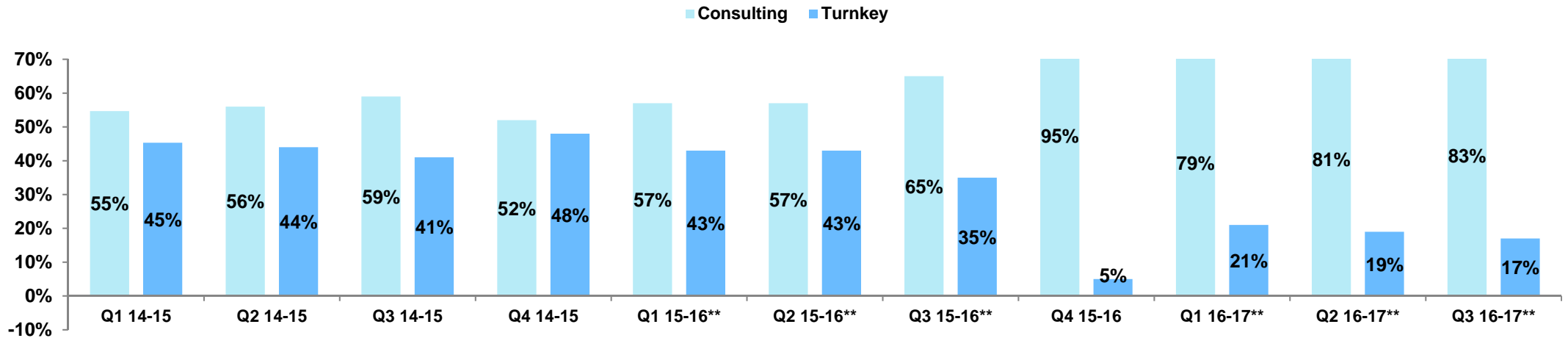
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)

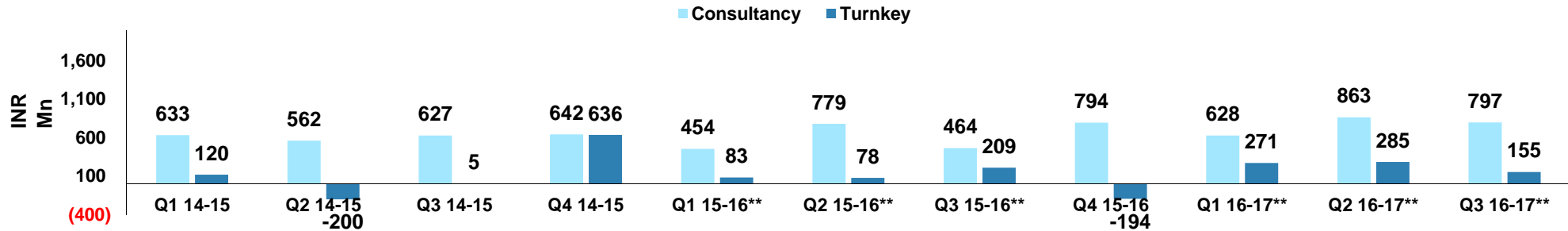


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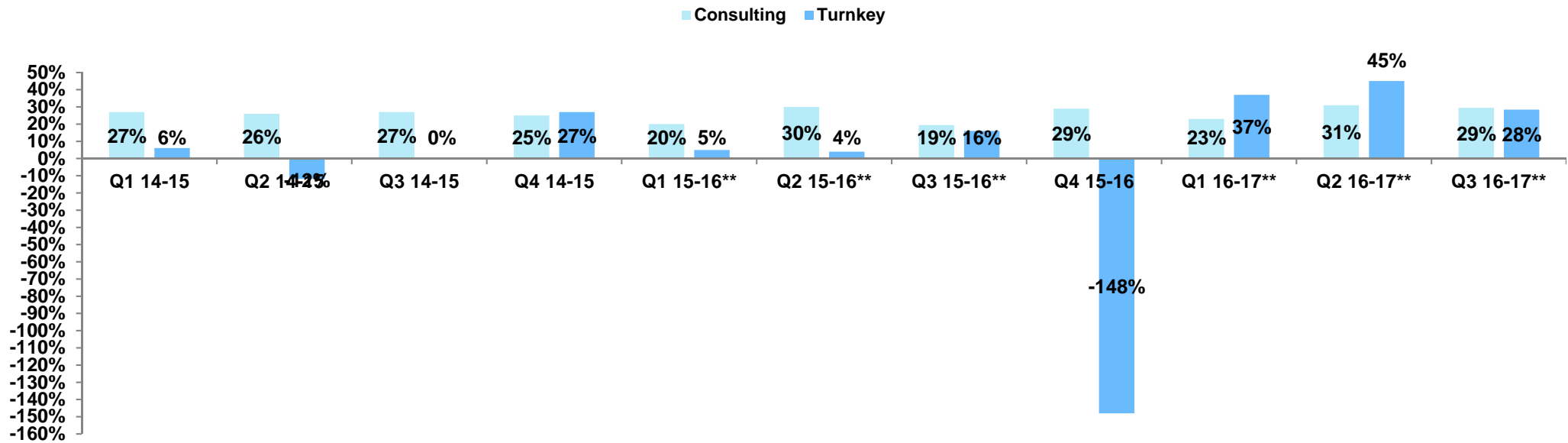
** Figures as per IND AS



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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Business Secured and Order Book

Q3 & 9M FY 16-17 : Business Secured and Order Book – Standalone



Rs Mn

Business Secured	9M 16-17	Q3 16-17	Q2 16-17	Q1 16-17	Q1 15-16	Q2 15-16	Q3 15-16	Q4 15-16
Consultancy (domestic)	10,530	2,097	1,398	7,035	2,737	977	1,953	4,231
Consultancy (overseas)	2,053	612	102	1,339	2,187	318	18	1,337
Consultancy Total	12,583	2,709	1,500	8,374	4,924	1,295	1,971	5,568
Turnkey	12,660	0	0	12,660	0	0	0	2,200
Total Business secured	25,243	2,709	1,500	21,034	4,924	1,295	1,971	7,768

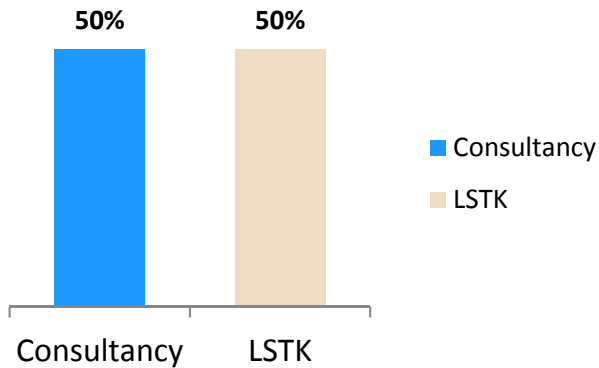
Rs Mn

Order Book (Cumulative)	Q3 & 9M 16-17	Q2 & H1 16-17	Q1 16 - 17	FY 15-16	FY 14-15	FY 13-14	FY 12-13	FY 11-12
Consultancy	33220	32500	35,750	30,100	24,543	15,717	21,012	20,062
Turnkey	17940	18460	18,920	7,786	11,866	13,391	12,163	25,421
Total Order Book	51160	50960	54,670	37,887	36,409	29,108	33,175	45,483
Consultancy %	65%	64%	65%	79%	67%	54%	63%	44%
Turnkey %	35%	36%	35%	21%	33%	46%	37%	56%

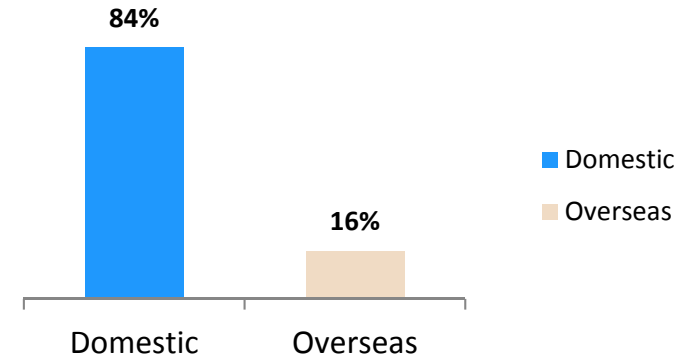
Note : Data on unconsolidated basis



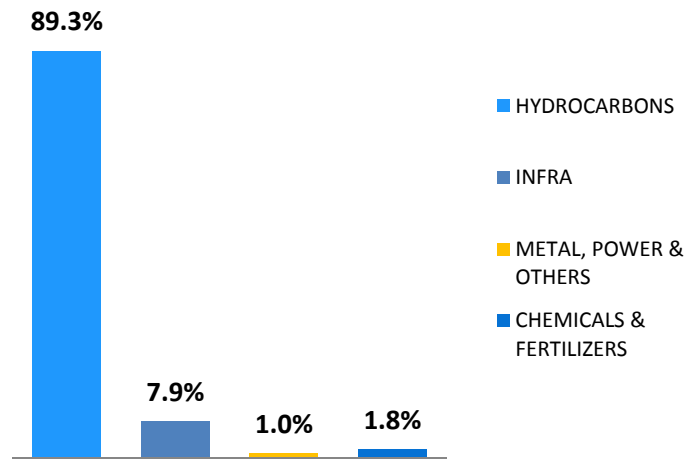
Consultancy Vs LSTK



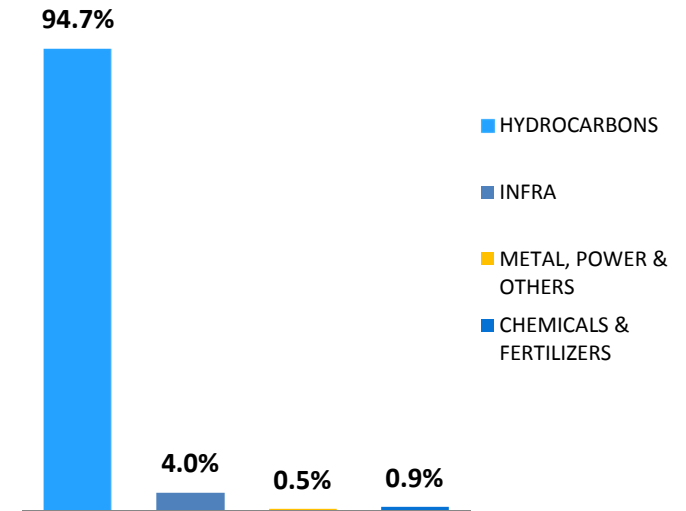
Consultancy Domestic Vs Overseas



Consultancy Segmental Break up



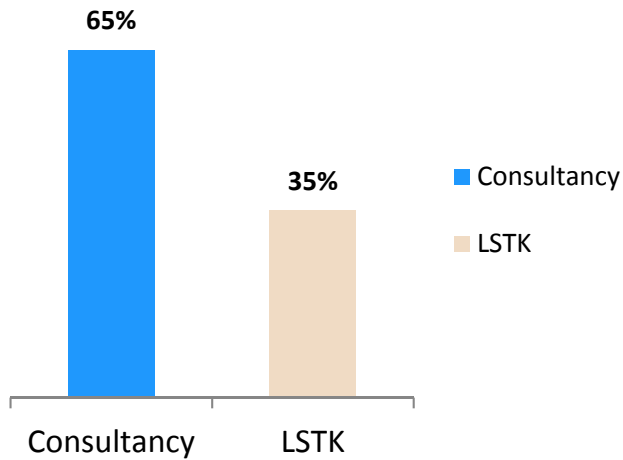
Total Orders Segmental Break up



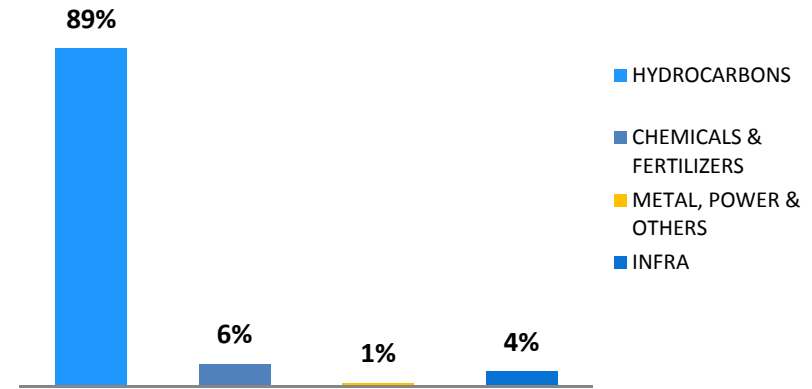
Note : Data on unconsolidated basis



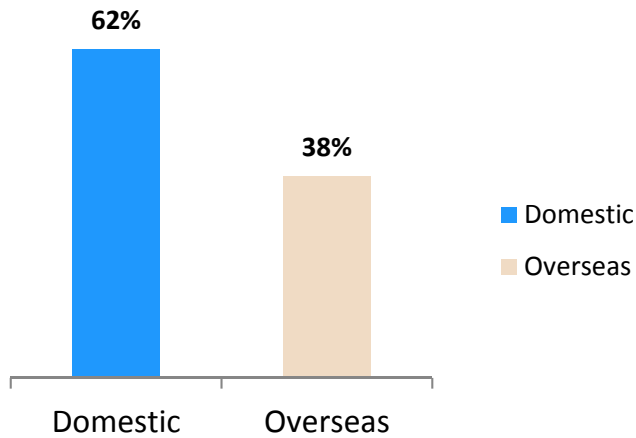
Consultancy Vs LSTK



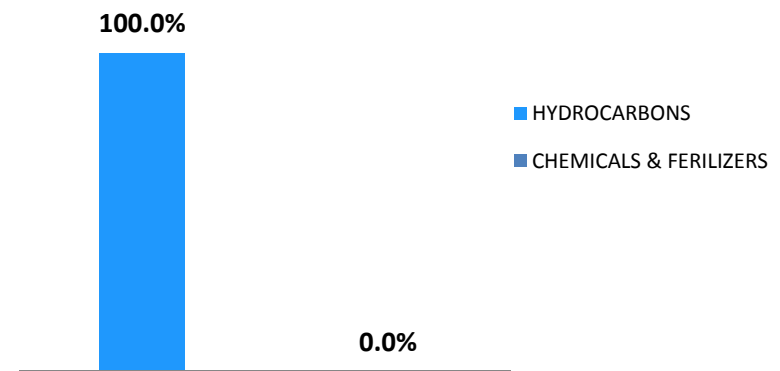
Consultancy Segmental Break up



Consultancy Domestic Vs Overseas







LSTK Segmental Break up



Note : Data on unconsolidated basis

Q3 FY 16-17

Domestic						
	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date	
CONSULTANCY		EPCM Services for BS-VI Fuel Quality Project	HPCL-Mittal Energy Limited	880	Q3, FY16 -17	Q1, FY19-20
		EPCM services for enhancement of Pumping capacity of Barauni -Bongaigaon sector in Naharkatiya-Barauni crude oil pipeline upgradation project (Phase-II)	Oil India Limited	350	Q3, FY16 -17	Q1, FY 20-21
		PMC services for 36"x357 Km Vijaipur-Auraiya Pipeline	GAIL (India) Limited	292	Q3, FY16 -17	Q3, FY18-19
Overseas						
		Basic and Detailed Engineering for East West Offshore Gas Gathering Station (EWOGGS) Project	First Exploration & Petroleum Development Company	450	Q3, FY16 -17	Q1, FY18-19

Q2 FY 16-17

CONSULTANCY	Domestic					
		Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
		PMC/ EPCM services for Mumbai refinery expansion project (MREP)	Hindustan Petroleum Corporation Limited)	745	Q2, FY16 -17	Q2 FY19-20
		Consultancy Services for Licensor Selection and Preperation of DFR for HMEL Petrochemical Complex at Bhatinda	HPCL-Mittal Energy Limited	140	Q2, FY16 -17	Q3, FY16-17
		PMC for Dahej Expansion Phase-IIIB1 Project at Dahej LNG Terminal for Regas Facilities	Petronet LNG Limited	132	Q2, FY16 -17	Q3, FY19-20
	Energy Efficiency Improvement Study of 15 PSU Refineries	Centre for High Technology	129	Q2, FY16 -17	Q2, FY17-18	

Q1 FY : 16-17

Domestic					
	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
	Execution of BS VI Projects at CPCL Manali Refinery on OBE Method	CPCL	12450	Q1, FY16 -17	Q2, FY 20 -21
	EPCM Services for BS-VI Projects for Panipat Refinery of IOCL	IOCL	1637	Q1, FY16 -17	Q4, FY 19 -20
	EPCM Services for BS-VI Project for Haldia Refinery of IOCL	IOCL	1589	Q1, FY16 -17	Q4, FY 19 -20
	EPCM Services for BS-VI Project for Gujarat Refinery of IOCL	IOCL	1249	Q1, FY16 -17	Q4, FY 19 -20
	Entry Level Activities for Namami Gange Project	National Mission for Clean Ganga	800	Q1, FY16 -17	Q1, FY 18 -19
	EPCM Services for BS-VI Project for Bongaigaon Refinery of IOCL	IOCL	446	Q1, FY16 -17	Q3, FY 19 -20
	EPCM Services for BS-VI Project of Mathura Refinery of IOCL	IOCL	348	Q1, FY16 -17	Q3, FY 19 -20
Overseas					
	PMC Services for Unit-2 for Eastern Refinery Limited – (Bangladesh Petroleum Corporation) in Bangladesh	BPC	1165.3	Q1, FY16 -17	Q1, FY19 -20

TURN KEY

CONSULTANCY



3

Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10
Consultancy	9,923	9,480	11,091	12,342	12,073	11,279	10,553
Turnkey	5,036	7,650	7,145	12,717	24,914	16,953	9,385
Consultancy + Turnkey	14,959	17,130	18,236	25,060	36,987	28,233	19,938
Other Income	2,569	2,731	2,321	2618	2175	1504	1824
Total Income	17528	19,861	20,557	27678	39161	29737	21762

SEGMENT PROFITS	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10
Consultancy	2278	2465	4,920	5,646	5,255	4,965	4,255
Turnkey	122	560	403	1,275	2,452	1,958	920
Consultancy %	23%	26%	44%	46%	44%	44%	40%
Turnkey %	2%	7%	6%	10%	10%	12%	10%

PAT	2015-16	2014-15	2013-14	2012-13	2011-12	2010-11	2009-10
PAT	2583	3080	4798	6286	6363	5225	4356
PAT %	17%	18%	26%	25%	17%	19%	22%

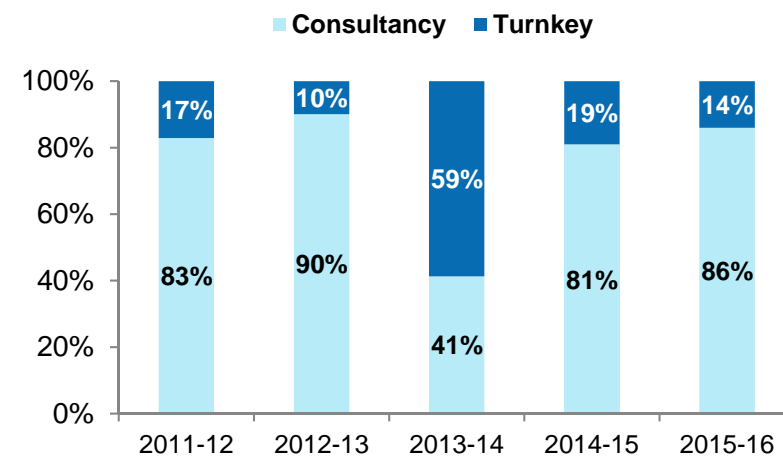
* Note: All figures are on standalone basis and rounded off to nearest digit

Business Secured and Order Book – Standalone



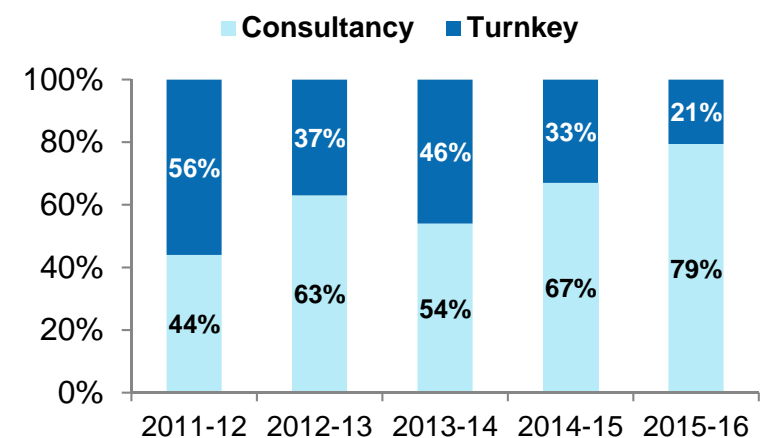
Rs Mn

Business Secured	FY 15-16	FY 14-15	FY 13-14	FY 12-13	FY 11-12
Consultancy (domestic)	9,900	6,103	4,073	11,573	5,072
Consultancy (overseas)	3,860	12,533	696	1,386	1,217
Consultancy Total	13,760	18,636	4,768	12,959	6,289
Turnkey	2,200	4,420	6,779	1,425	1,297
Total Business secured	15,960	23,057	11,547	14,384	7,586



Rs Mn

Order Book	March 16	March 15	March 14	March 13	March 12
Consultancy	30,100	24,543	15,717	21,012	20,062
Turnkey	7,786	11,866	13,391	12,163	25,421
Total Order Book	37,887	36,409	29,108	33,175	45,483
Consultancy %	79%	67%	54%	63%	44%
Turnkey %	21%	33%	46%	37%	56%



Note : Data on unconsolidated basis

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