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इंजीनियर्स  
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS  
INDIA LIMITED  
(A Govt. of India Undertaking)

## Investor Presentation

### 2nd Quarter Results : FY 17-18

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25<sup>th</sup> Oct, 2017



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## Quarterly Financial Performance

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## Q2 FY 17-18 Performance Summary - Standalone



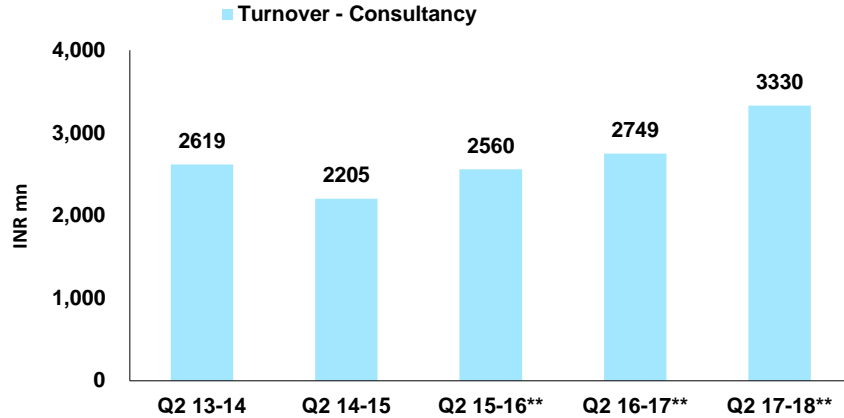
Standalone	Rs Mn						Q2 FY : 17-18
TURNOVER	Q2 17-18**	Q1 17-18**	Q1 16-17**	Q2 16-17**	Q3 16-17**	Q4 16-17**	
Consultancy – Domestic	2757.3	2708.9	1674.6	1981.3	2081.3	2907.5	
Consultancy - Overseas	573.0	535.9	1011.6	767.9	625.2	601.3	
Consultancy Total	3330.3	3244.8	2686.2	2749.2	2706.5	3508.8	
Turnkey	960.6	508.8	732.0	639.7	543.6	920.4	
Consultancy + Turnkey	4290.9	3753.6	3418.2	3388.9	3250.1	4429.2	
Other Income	466.5	456.2	545.9	561.0	558.6	571.1	
Total Income	4757.4	4209.8	3,964.1	3949.9	3808.7	5000.3	
SEGMENT PROFIT	Q2 17-18**	Q1 17-18**	Q1 16-17**	Q2 16-17**	Q3 16-17**	Q4 16-17**	
Consultancy	1057.4	909.2	627.7	862.5	797.0	1304.7	
Turnkey	486.2	38.7	271.0	284.7	154.6	325.2	
Total	1543.6	947.9	898.7	1147.3	951.6	1629.9	

• Note: All figures are on standalone basis

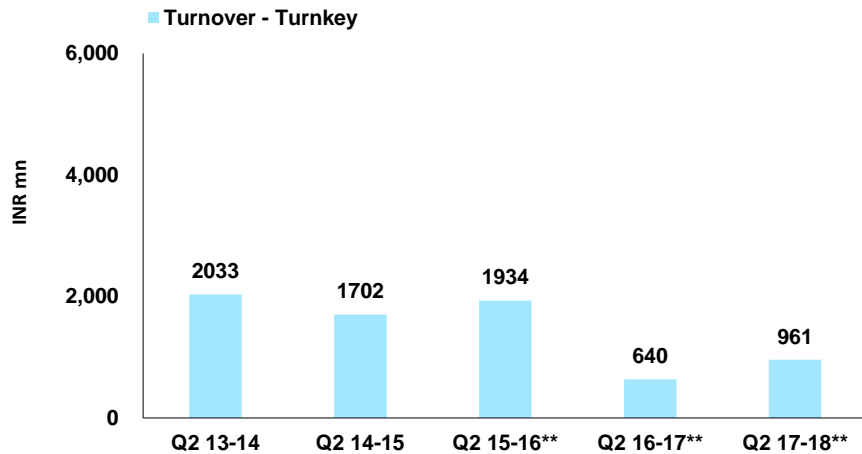
\*\*Figures as per IND AS



## Turnover - Consultancy



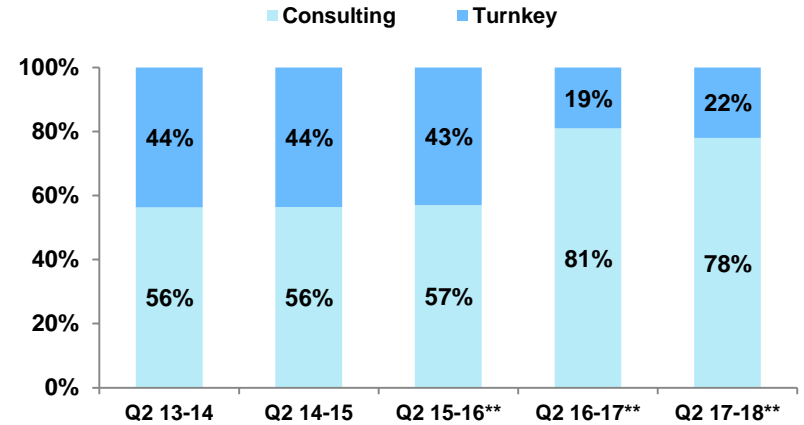
## Turnover - Turnkey



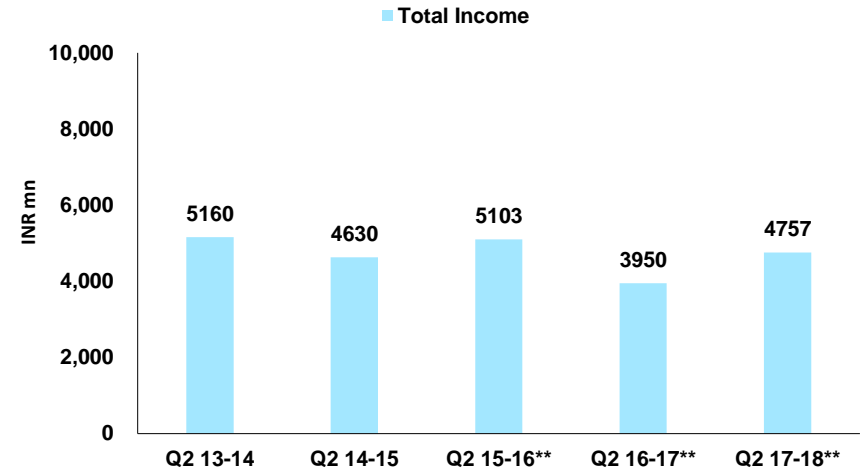
Note: All figures have been taken on standalone basis for EIL

\*\* Figures as per IND AS

## Turnover Mix (Consultancy Vs Turnkey)



## Total Income





<i>Rs Mn</i>			
TURNOVER	H1 17-18**	H1 16-17**	H2 16-17**
Consultancy – Domestic	5466.2	3655.8	4989.0
Consultancy – Overseas	1108.9	1779.5	1226.4
Consultancy Total	6575.1	5435.3	6215.4
Turnkey	1469.5	1371.7	1464.1
Consultancy + Turnkey	8044.6	6807.0	7679.5
Other Income	922.7	1106.9	1129.7
Total Income	8967.3	7913.9	8809.2
SEGMENT PROFIT	H1 17-18**	H1 16-17**	H2 16-17**
Consultancy	1966.6	1490.3	2101.7
Turnkey	524.9	555.7	479.8
Total	2491.5	2046.0	2581.5

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



	<i>Rs Mn</i>					
	Q2 17-18**	Q1 17-18**	Q4 16-17**	Q3 16-17**	Q2 16-17**	Q1 16-17**
PBT	1793.5	1213.4	1023.3	1308.1	1445.0	1225.4
PAT	1191.7	813.7	659.8	849.9	937.5	803.0
EPS#	1.81	1.21	0.98	1.26	1.39	1.19

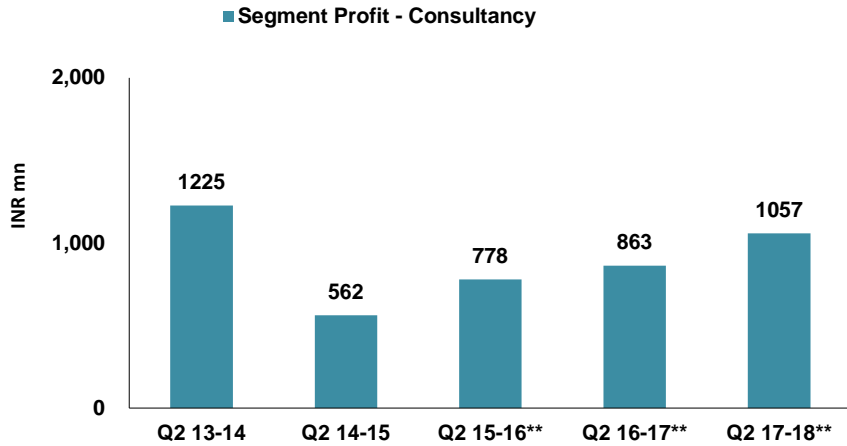
*Rs Mn*

	H1 17-18**	H1 16-17**	H2 16-17**
PBT	3006.9	2670.4	2331.4
PAT	2005.5	1740.6	1509.7
EPS#	3.02	2.58	2.24

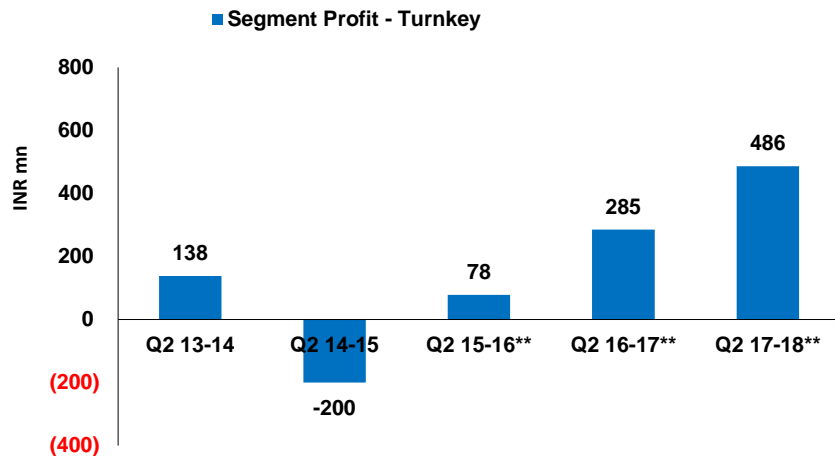
- Note: All figures are on standalone basis
- \*\* Figures as per IND AS
- # Post Allotment of Bonus Shares in Ratio of 1:1



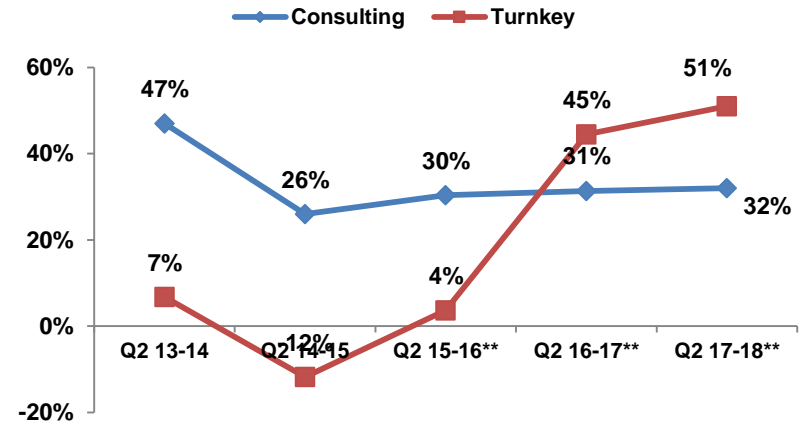
## Segment Profit - Consultancy



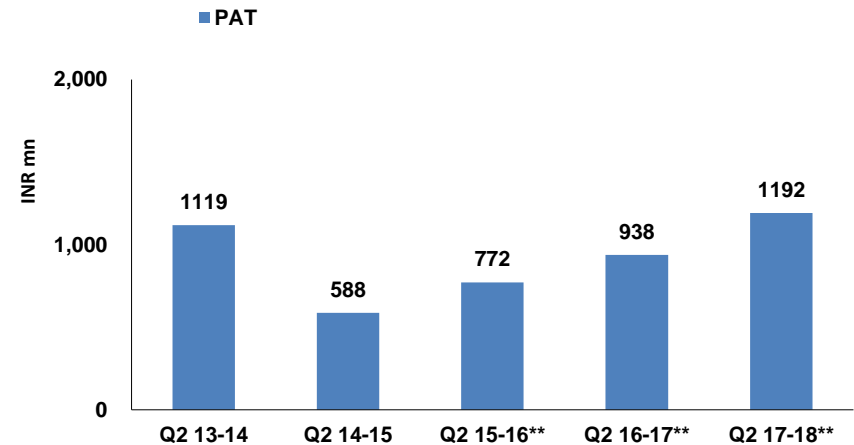
## Segment Profit - Turnkey



## Segment Profit %



## PAT



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

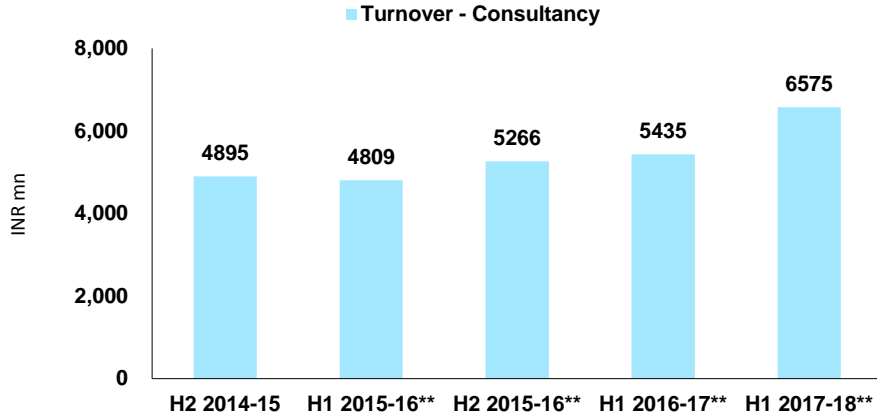
\*\* Figures as per IND AS



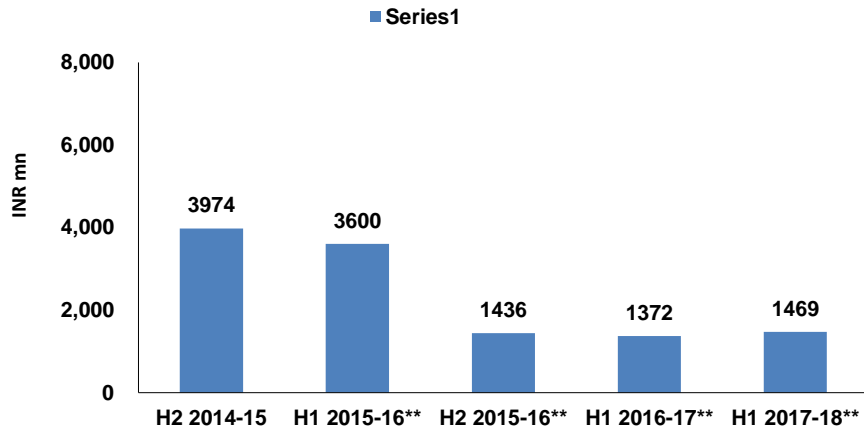


# H1 FY 17-18 : Half Yearly Performance - Standalone

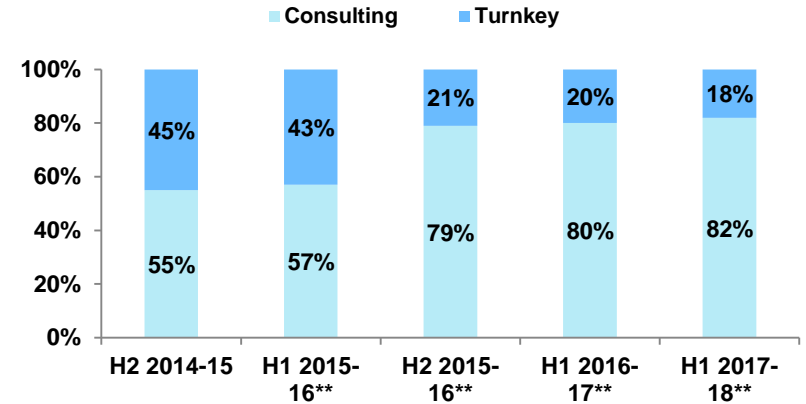
## Turnover - Consultancy



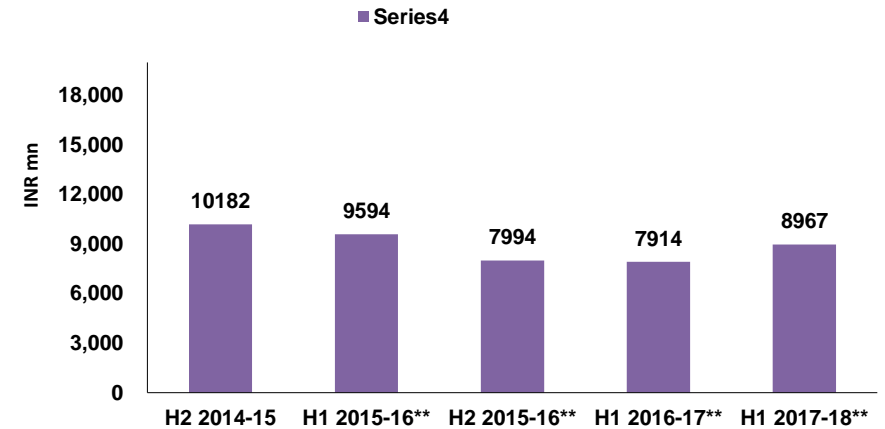
## Turnover - Turnkey



## Turnover Mix (Consultancy Vs Turnkey)



## Total Income

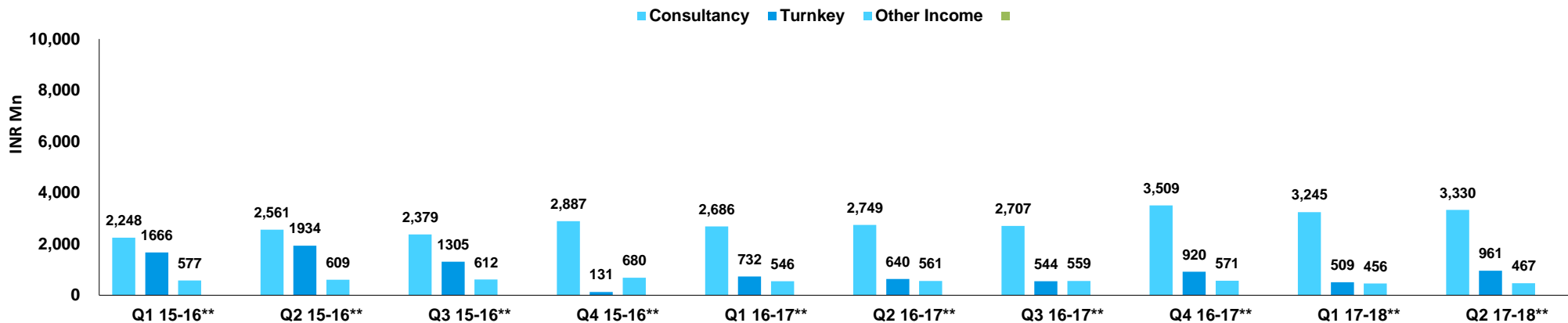


Note: All figures have been taken on standalone basis for EIL

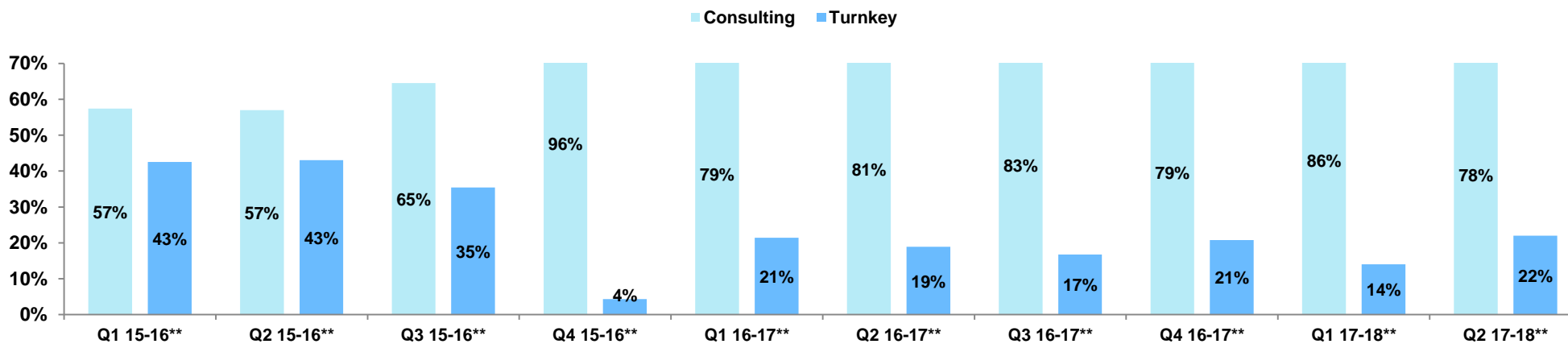
\*\* Figures as per IND AS



## Total Income



## Revenue Mix (Consultancy Vs Turnkey)



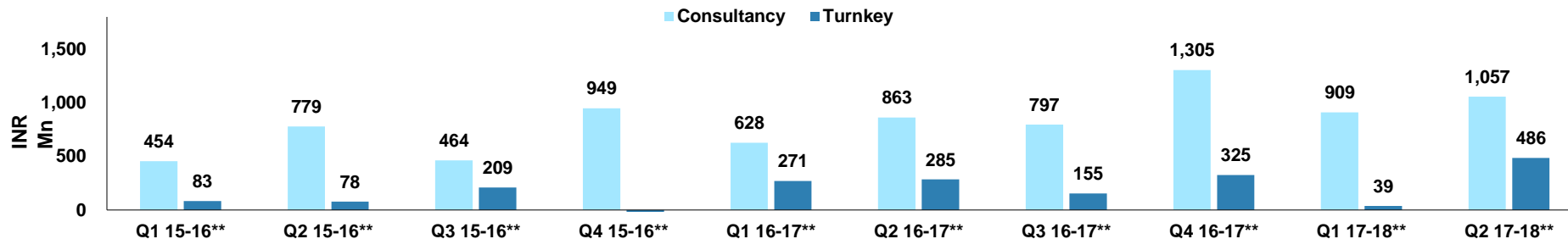
Note: All figures have been taken on a standalone for EIL

\*\* Figures as per IND AS

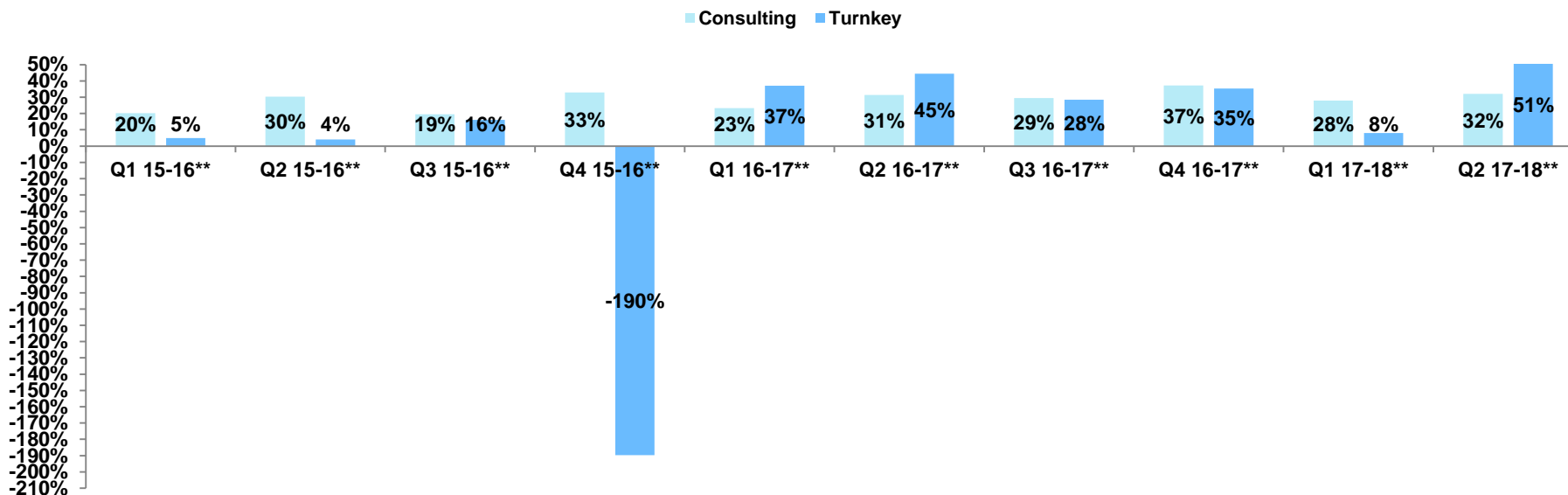
# Quarterly Performance Track Record – Standalone



## 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

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## Q2 FY 17-18 Business Secured and Order Book – Standalone



Rs Mn

Business Secured	H1 17-18	Q2 17-18	Q1 17-18	Q1 16-17	Q2 16-17	Q3 16-17	Q4 16-17
Consultancy (domestic)	11,853	11,012	841	7,035	1,398	2,097	9,789
Consultancy (overseas)	2,872	2,722	150	1,339	102	612	591
Consultancy Total	14,725	13,734	991	8,374	1,500	2,709	10,380
Turnkey	4,797	2,350	2,447	12,660	0	0	21,458
Total Business secured	19,522	16,084	3,438	21,034	1,500	2,709	31,838

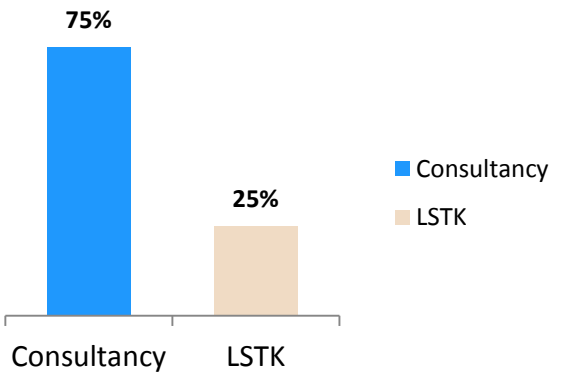
Rs Mn

Order Book (Cumulative)	H1 17-18	Q1 17 -18	FY 16-17	FY 15-16	FY 14-15	FY 13-14
Consultancy	48,100	37,690	40,208	30,100	24,543	15,717
Turnkey	40,710	39,290	37,411	7,786	11,866	13,391
Total Order Book	88,810	76,980	77,619	37,887	36,409	29,108
Consultancy %	54%	49%	52%	79%	67%	54%
Turnkey %	46%	51%	48%	21%	33%	46%

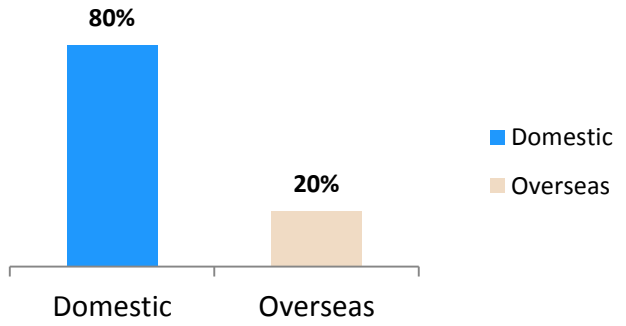
Note : Data on unconsolidated basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



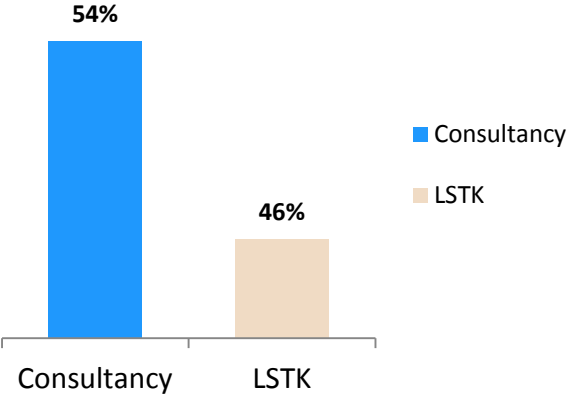
Most of the orders have been secured in the Hydrocarbon sector

Note : Data on unconsolidated basis

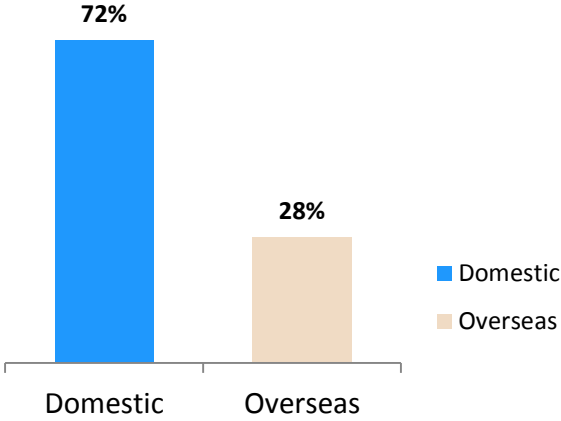


Q2 FY : 17-18

Consultancy Vs LSTK







Consultancy Domestic Vs Overseas







Note : Data on unconsolidated basis

**Q2 FY 17-18**

Domestic					
	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>TURNKEY</b>					
	SRU Revamping at ONGC Hazira plant	Oil and Natural Gas Corporation (ONGC)	2,350	Q2, FY17 -18	Q2 FY20-21
<b>CONSULTANCY</b>					
	Consultancy Services for Guru Gobind Singh Polymer Addition Project	HPCL-Mittal Energy Limited	10,150	Q2, FY17 -18	Q4 FY19-20
	Project Management Consultancy Services for Installation of New Kero Hydro Desulfurization Unit at BORL, Bina	Bharat Oman Refinery Limited	259	Q2, FY17 -18	Q4 FY19-20
<b>Overseas</b>					
<b>CONSULTANCY</b>					
	Variation order no. 3 for PMC & EPCM Services for Dangote Refinery Project	Dangote Oil Refining Company Limited	2,541	Q3, FY16 -17	Q3, FY 17-18



**Q1 FY : 17-18**

	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>TURNKEY</b>					
	Implementation of Slug Catcher Project at Uran	ONGC	2,447	Q1, FY17 -18	Q2, FY 20 -21
<b>CONSULTANCY</b>					
	Consultancy for Third Party Assessment for Establishment of Bhamashah State Data Centre (BSDC), at Jaipur	Department of Information Technology (Government of Rajasthan)	219	Q1, FY17 -18	Q1, FY 18 -19
	EIA Study (including RRA) and Licensor Selection & Preliminary Project Activities for Standalone Petrochemical Complex in Andhra Pradesh	GAIL (India) Limited	155	Q1, FY17 -18	Q1, FY 18 -19
	Consultancy Services for Retrofitting of HRD-DCW Package of Alumina Refinery at Damanjodi, Odisha	NALCO	105	Q1, FY17 -18	Q2, FY 21 -22



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## Annual Performance Summary

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# Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12	2010-11
Consultancy	11,650	10,074	9,480	11,091	12,342	12,073	11,279
Turnkey	2,836	5,036	7,650	7,145	12,717	24,914	16,953
Consultancy + Turnkey	14,486	15,110	17,130	18,236	25,060	36,987	28,233
Other Income	2,237	2,478	2,731	2,321	2,618	2,175	1,504
Total Income	16,723	17,588	19,861	20,557	27,678	39,161	29,737

SEGMENT PROFITS	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12	2010-11
Consultancy	3592	2,646	2,465	4,920	5,646	5,255	4,965
Turnkey	1036	122	560	403	1,275	2,452	1,958
Consultancy %	31%	26%	26%	44%	46%	44%	44%
Turnkey %	37%	2%	7%	6%	10%	10%	12%

PAT	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12	2010-11
PAT	3250	2762	3080	4798	6286	6363	5225
PAT %	22%	18%	18%	26%	25%	17%	19%

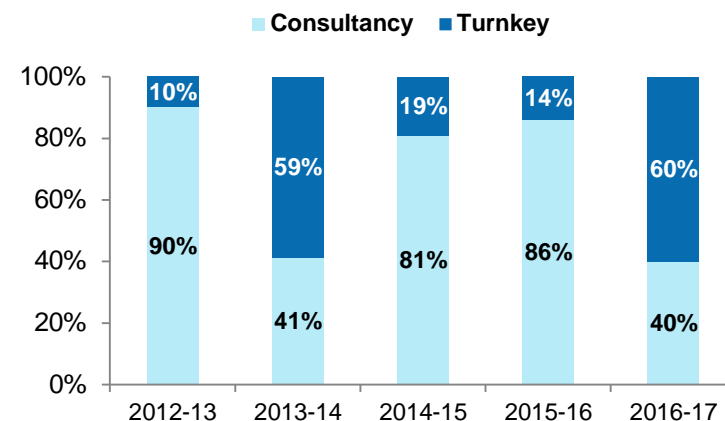
- Note: All figures are on standalone basis and rounded off to nearest digit
- \*\* Figures as per IND AS

# Business Secured and Order Book – Standalone



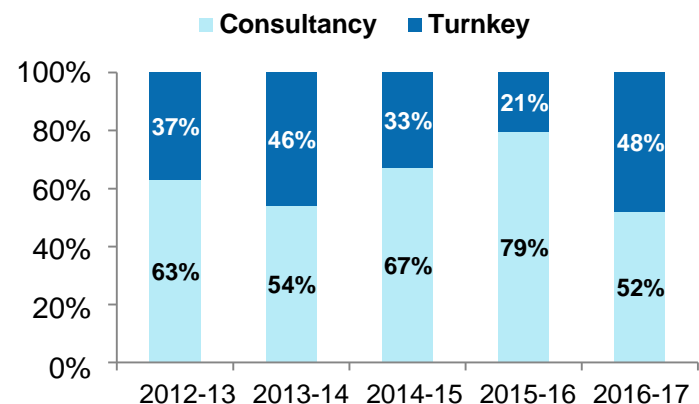
Rs Mn

Business Secured	FY 16-17	FY 15-16	FY 14-15	FY 13-14	FY 12-13
Consultancy (domestic)	20,319	9,900	6,103	4,073	11,573
Consultancy (overseas)	2,644	3,860	12,533	696	1,386
Consultancy Total	22,963	13,760	18,636	4,768	12,959
Turnkey	34,118	2,200	4,420	6,779	1,425
Total Business secured	57,081	15,960	23,057	11,547	14,384



Rs Mn

Order Book	March 17	March 16	March 15	March 14	March 13
Consultancy	40,208	30,100	24,543	15,717	21,012
Turnkey	37,411	7,786	11,866	13,391	12,163
Total Order Book	77,619	37,887	36,409	29,108	33,175
Consultancy %	52%	79%	67%	54%	63%
Turnkey %	48%	21%	33%	46%	37%



Note : Data on unconsolidated basis



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