

# Engineers India Limited



Quarterly Highlights for Q3 (FY 11-12)

15th February, 2012

# Quarterly Results - Summary

(Values in INR Mn)

<u>Q3 / FY 11-12</u>	<u>3<sup>rd</sup> Quarter Ended *</u>			<u>Nine Monthly Ended *</u>		
	<u>31-Dec-11</u>	<u>31-Dec-10</u>	<u>% change</u>	<u>9M:11-12</u>	<u>9M: 10-11</u>	<u>% change</u>
<u>TOTAL TURNOVER</u>	7924.96	6770.99	17%	24735.15	18767.49	32%
<u>OPERATING PROFIT</u>	1794.29	1532.50	17%	5160.93	4392.22	18%
<u>OTHER INCOME</u>	444.34	327.09	36%	1401.67	965.43	45%
<u>PBT</u>	2238.62	1859.57	20%	6562.60	5357.62	22%
<u>PAT</u>	1512.60	1224.53	24%	4459.79	3569.52	25%
<u>EPS</u>	4.49	3.63	24%	13.24	10.59	25%

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



**Robust and consistent financial performance**



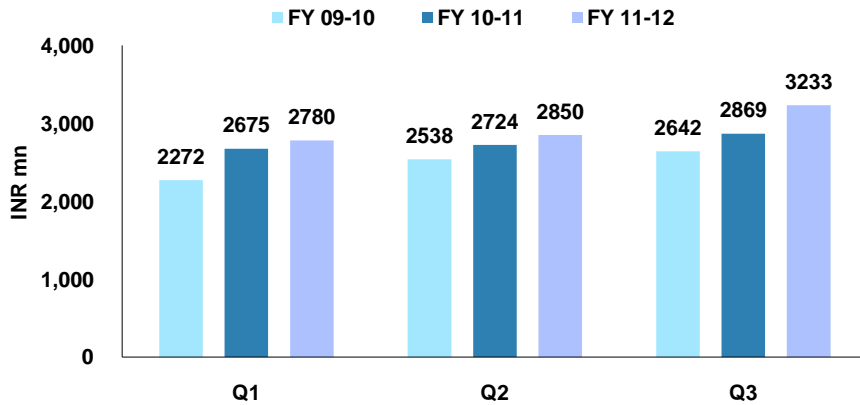
**Turnover and Profitability growth momentum continues for FY 11-12**



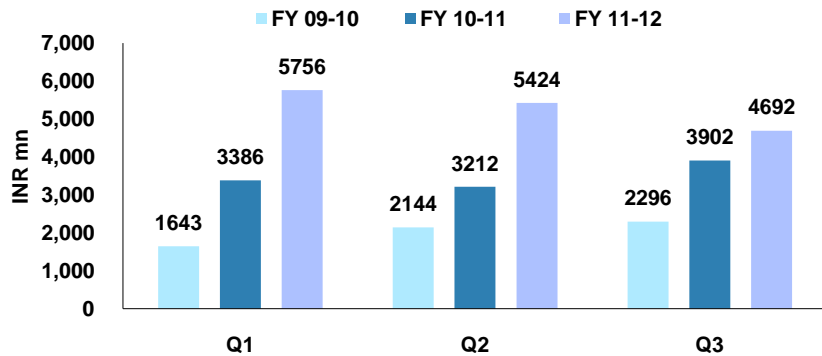
**Cash Balance of over INR 21 billion with no Debt**

# Third Quarter Performance

## Turnover - Consultancy

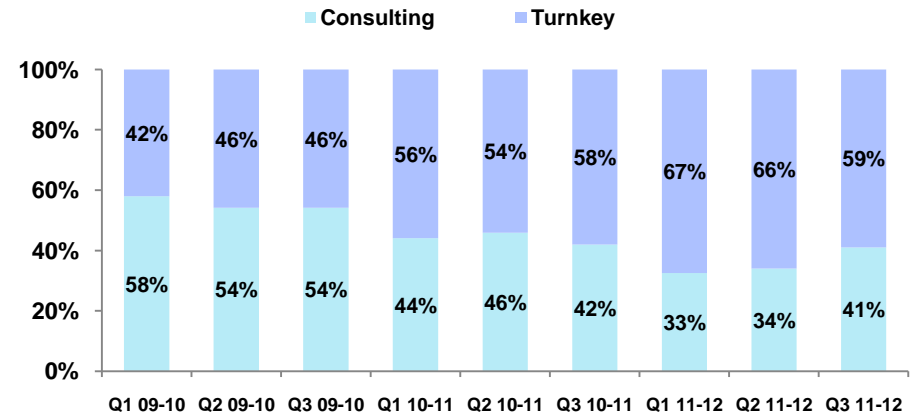


## Turnover - Turnkey

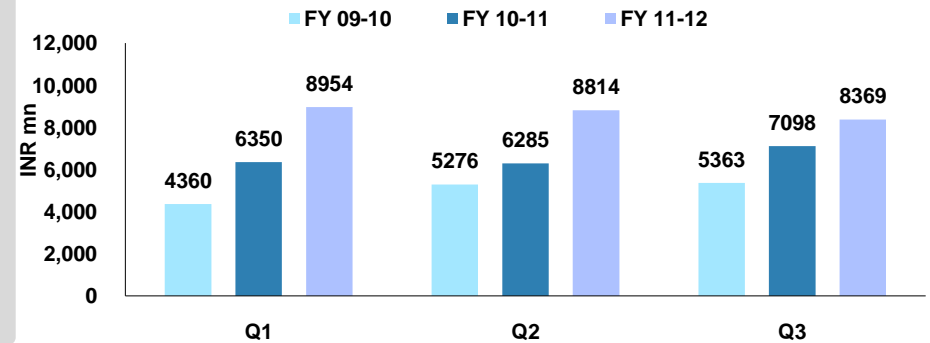


Note: All figures have been taken on standalone basis for EIL

## Turnover Mix (Consultancy Vs Turnkey)



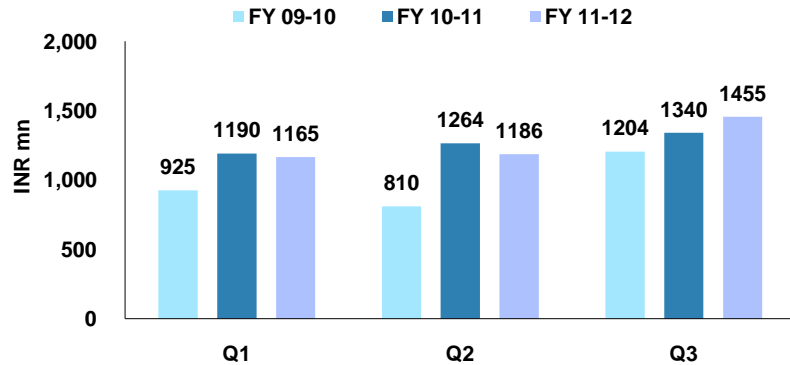
## Total Income



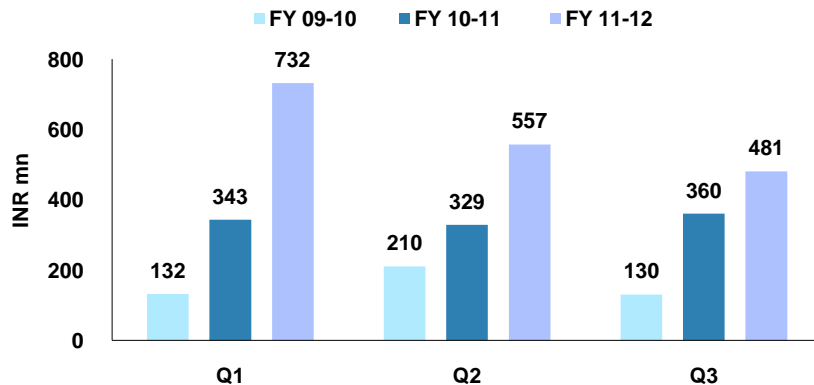
Quarter to Quarter growth sustained

# Third Quarter Performance

## Segment Profit - Consultancy

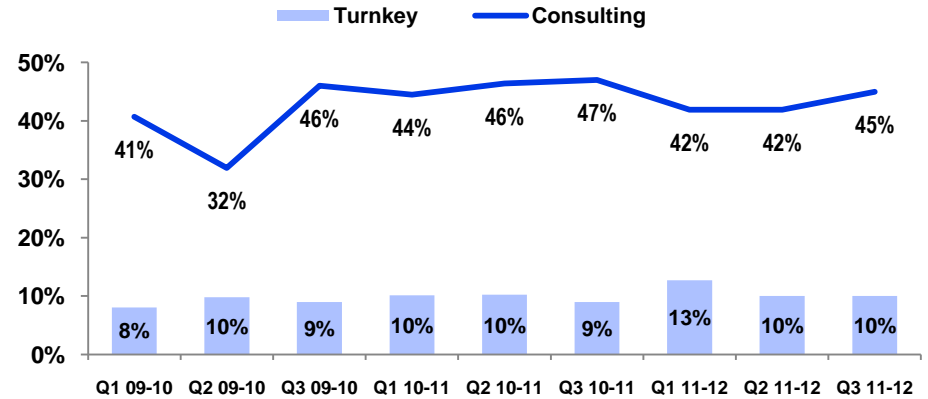


## Segment Profit - Turnkey

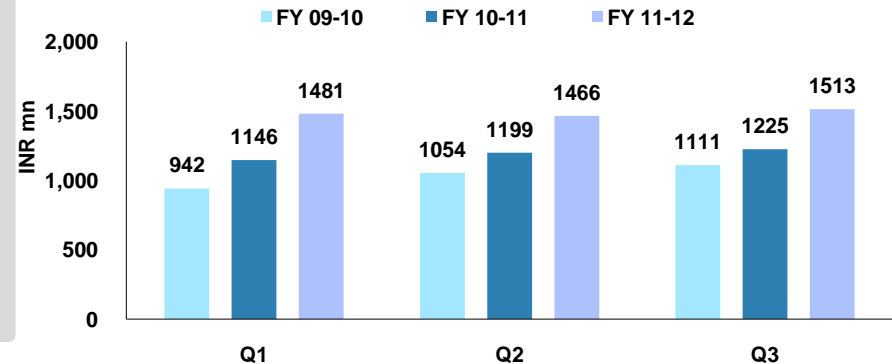


Note: All figures have been taken on a standalone for EIL

## Segment Profit %



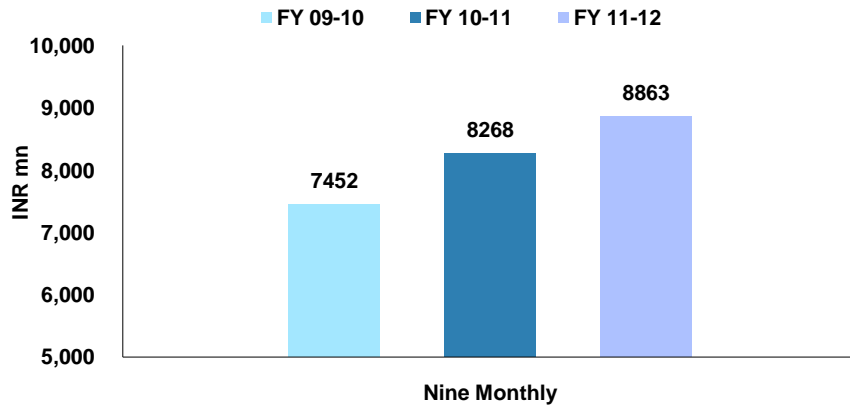
## PAT



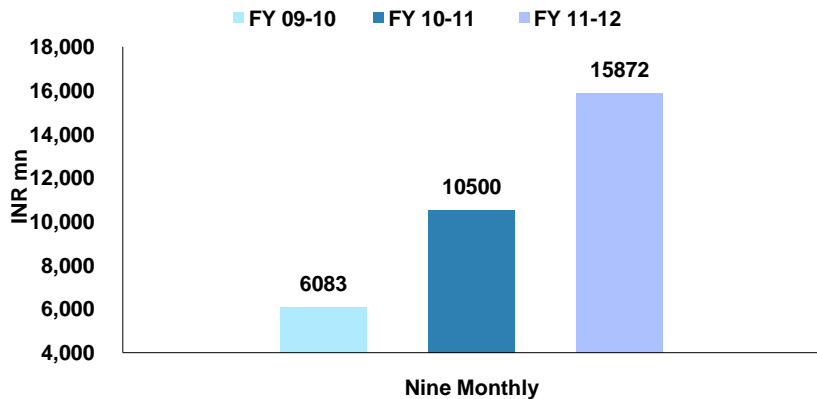
Endeavour to improve the margins with internal efficiencies from effective resource utilization and turnkey project management

# Nine Monthly Performance

## Turnover - Consultancy

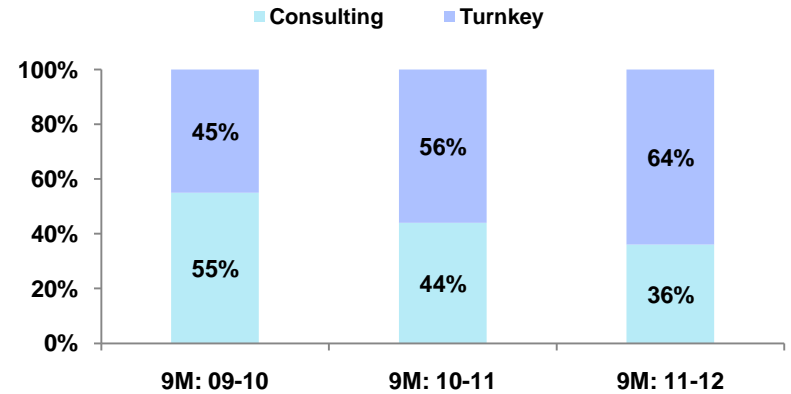


## Turnover - Turnkey

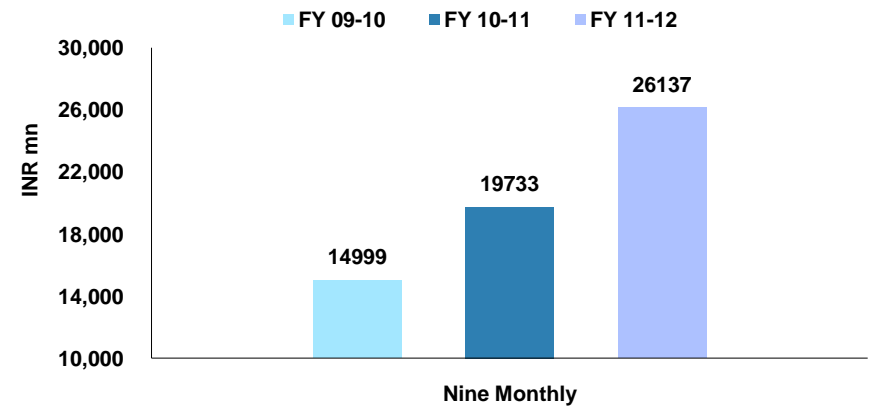


Note: All figures have been taken on standalone basis for EIL

## Turnover Mix (Consultancy Vs Turnkey)



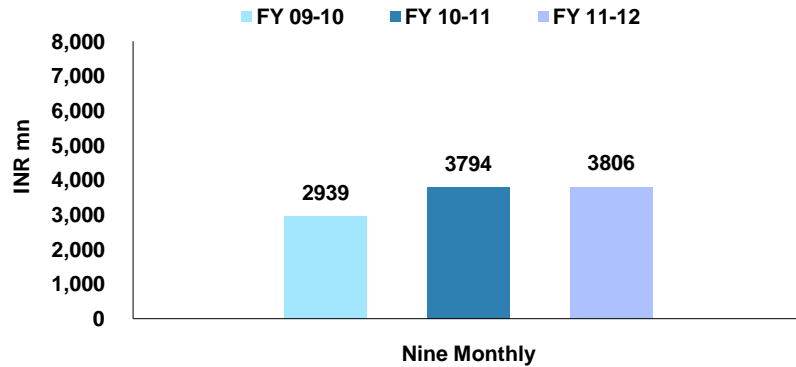
## Total Income



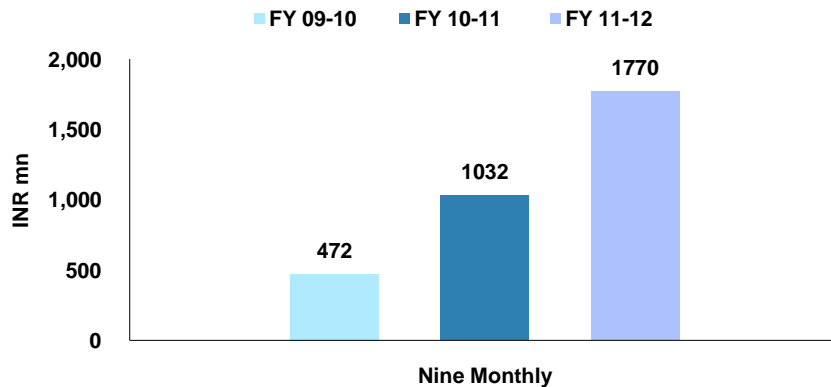
Quarter to Quarter growth sustained

# Nine Monthly Performance

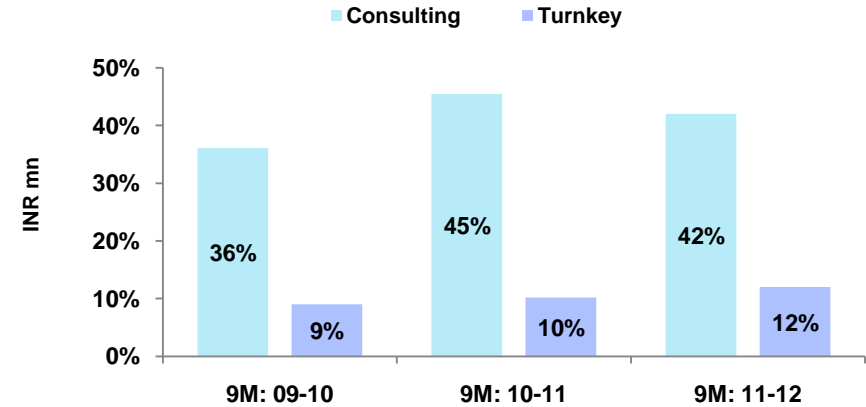
## Segment Profit - Consultancy



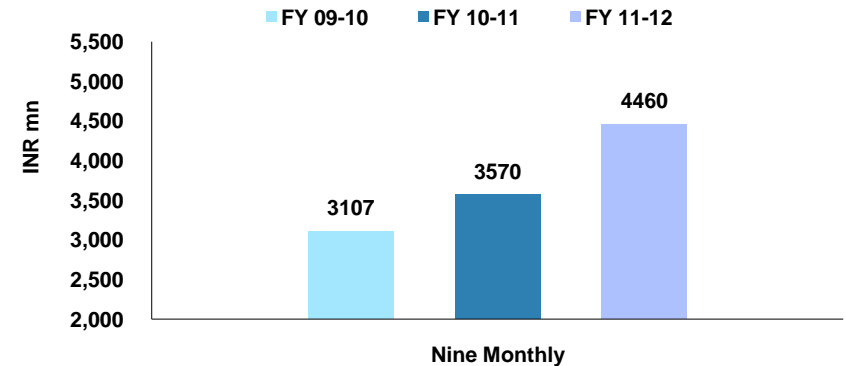
## Segment Profit - Turnkey



## Segment Profit %



## PAT

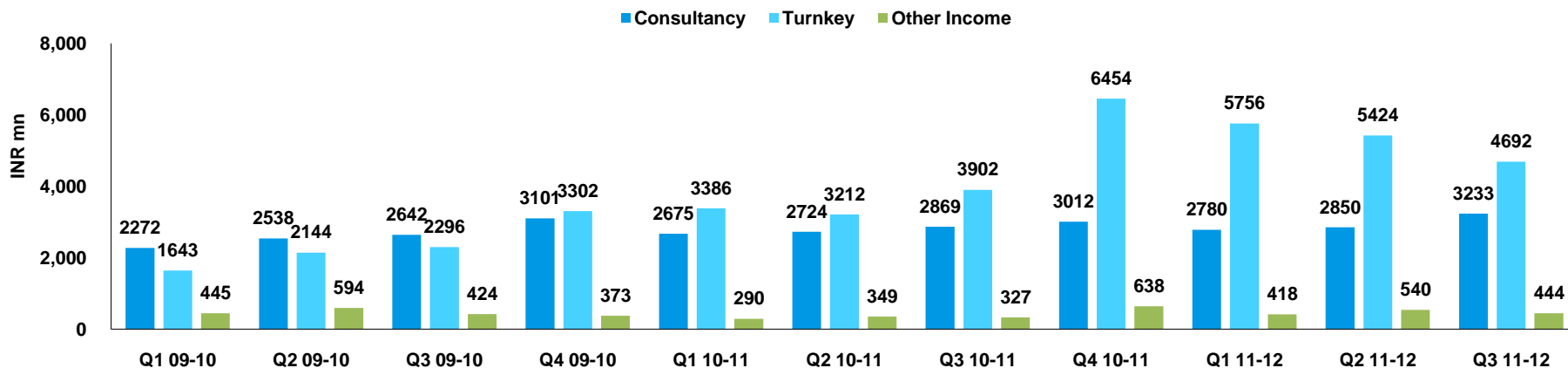


Endeavour to improve the margins with internal efficiencies from effective resource utilization and turnkey project management

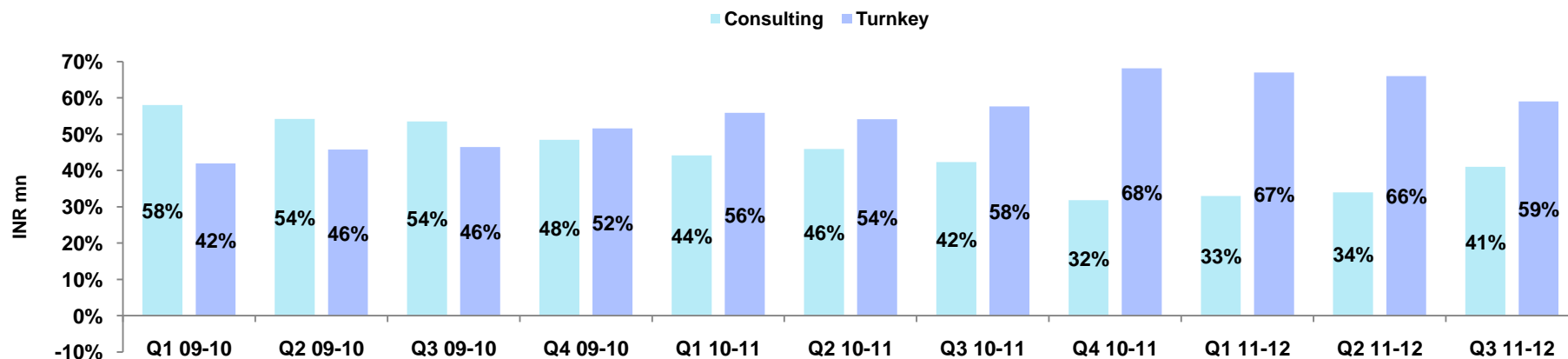
Note: All figures have been taken on a standalone for EIL

# Financial and Operating Track Record – Quarterly Basis

## Total Income



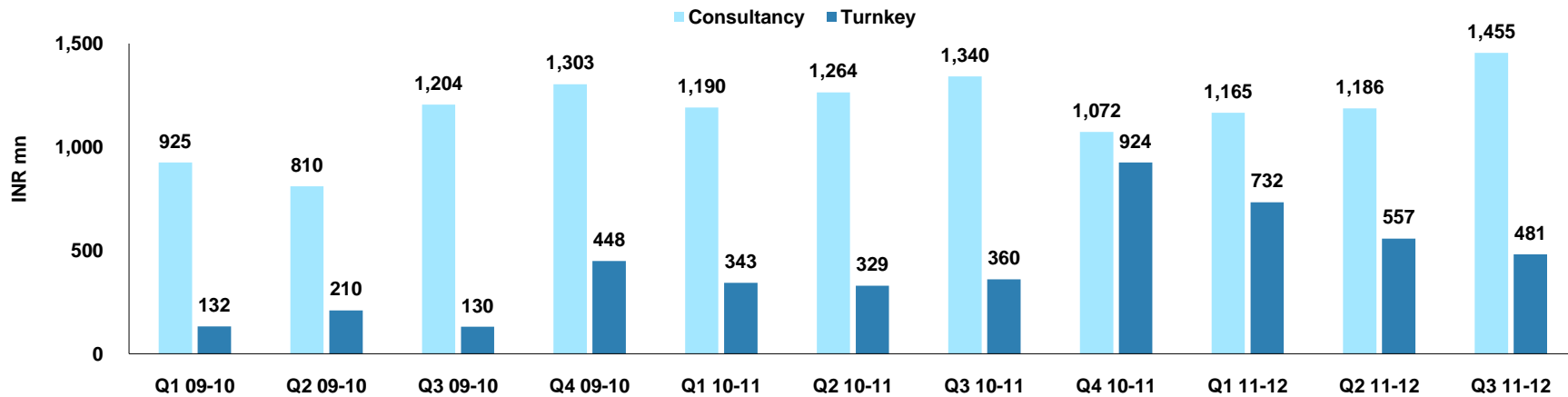
## Revenue Mix (Consultancy Vs Turnkey)



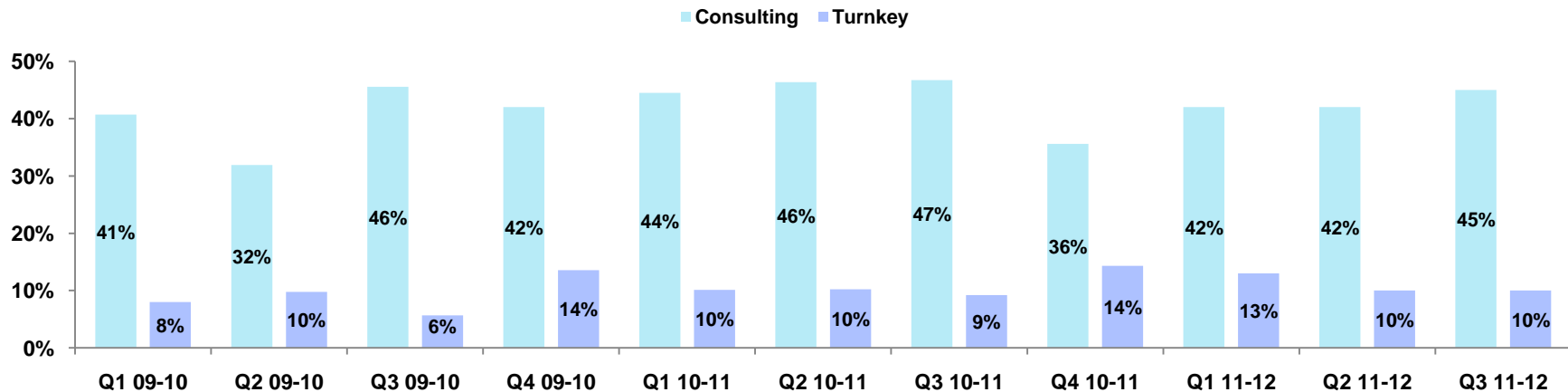
Note: All figures have been taken on a standalone for EIL

# Financial and Operating Track Record – Quarterly Basis

## Segment Wise EBIDTA



## EBIDTA Mix (Consultancy Vs Turnkey)



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

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A pair of hands, one above and one below, gently cradles a realistic globe of the Earth. The background is a gradient of blue and teal, with a faint world map overlay. A white horizontal band across the center contains the text "THANK YOU" in bold, white, sans-serif capital letters.

**THANK YOU**