

सं. सचिव /No. Secy/906/9/10

14.08.2019

The BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai – 400 023	The National Stock Exchange of India Limited Exchange Plaza, 5th Floor Bandra Kurla Complex Bandra (East), Mumbai-400051
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विषय: निवेशक प्रस्तुति: तिमाही परिणाम Q1-FY 2019-20 पर हाइलाइट्स
Sub: Investor Presentation: Highlights on Quarterly Results Q1-FY 2019-20

प्रिय महोदय/महोदया,
Dear Sir/Madam,

Pursuant to the provisions of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, the Investor Presentation on highlights of the Financial Results for the quarter ended 30th June, 2019 is enclosed herewith for the purpose of dissemination of information widely to the members.

धन्यवाद/Thanking you,

भवदीय/Very truly yours,



नरेंद्र कुमार/Narendra Kumar
अनुपालन अधिकारी/Compliance officer

संलग्नदक: यथोक्त/Encl: As above

सर्व शिक्षा अभियान



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हिन्दी देश की एकता की कड़ी है।





इंजीनियर्स
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS
INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

1st Quarter Results : FY 19-20

8th August 2019



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Quarterly Financial Performance

Q1 FY 19-20 Performance Summary - Standalone



Standalone

Rs Mn

TURNOVER	Q1 19-20**	Q1 18-19**	Q2 18-19**	Q3 18-19**	Q4 18-19**
Consultancy – Domestic	3024.0	2790.2	2889.5	2950.1	3066.4
Consultancy – Overseas	1421.5	433.0	434.4	475.1	456.0
Consultancy Total	4445.5	3223.2	3323.9	3425.2	3522.4
Turnkey	2903.5	2510.0	3490.2	2344.8	2603.6
Consultancy + Turnkey	7349.0	5733.2	6814.1	5770.0	6126.1
Other Income	582.9	521.9	614.3	518.6	596.0
Total Income	7931.9	6255.1	7428.4	6288.6	6722.1

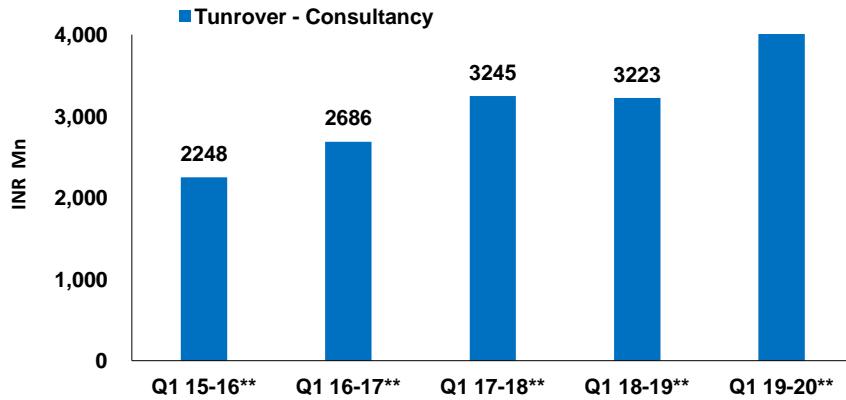
SEGMENT PROFIT	Q1 19-20**	Q1 18-19**	Q2 18-19**	Q3 18-19**	Q4 18-19**
Consultancy	1745.5	899.9	964.0	1018.7	1011.1
Turnkey	79.3	147.3	174.9	142.6	163.1
Total	1824.8	1047.2	1138.9	1161.3	1174.3

• Note: All figures are on standalone basis

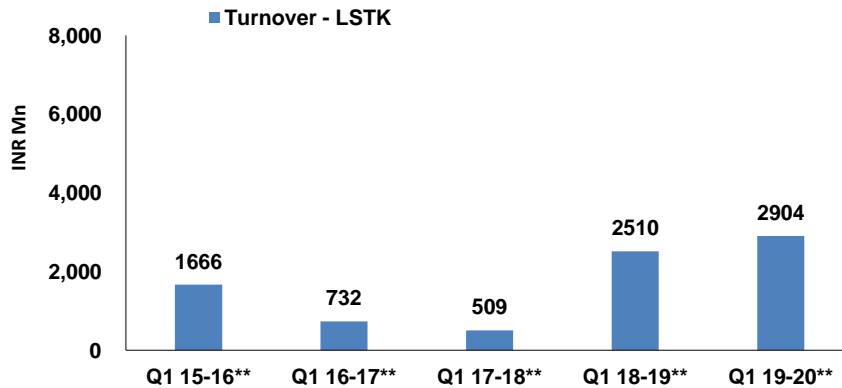
**Figures as per IND AS



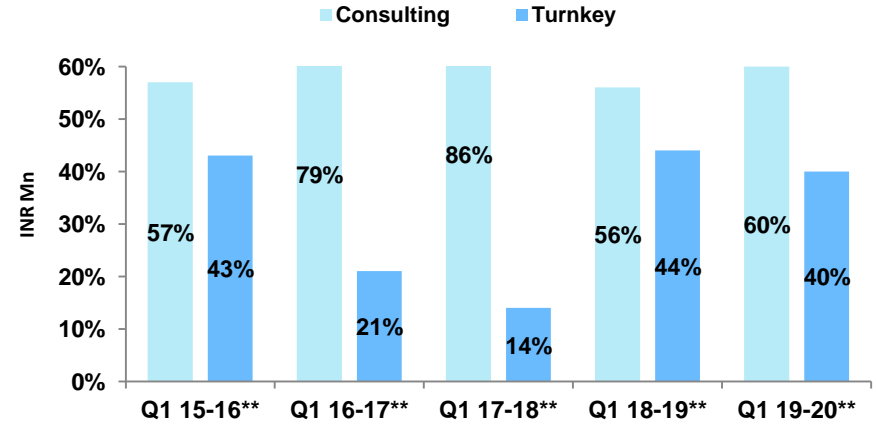
Turnover - Consultancy



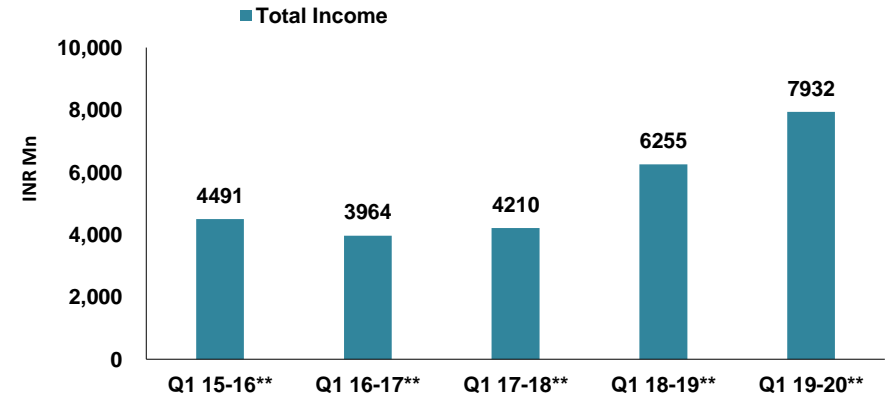
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



Total Income



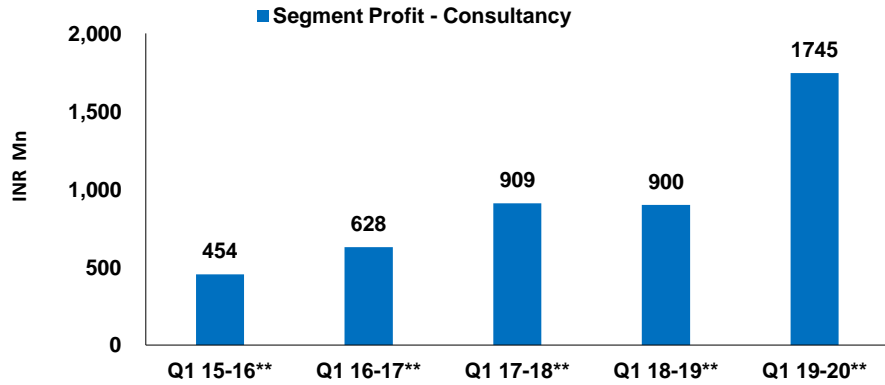
Note: All figures have been taken on standalone basis for EIL

**Figures as per IND AS.

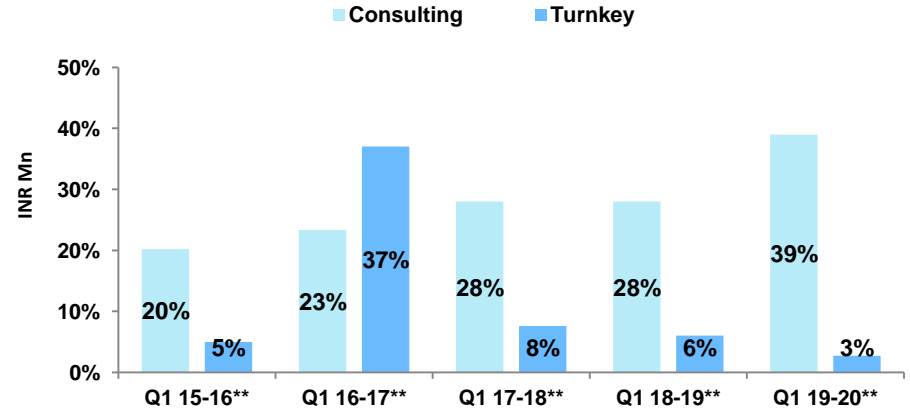


Q1 FY 19-20 Quarterly Performance - Standalone

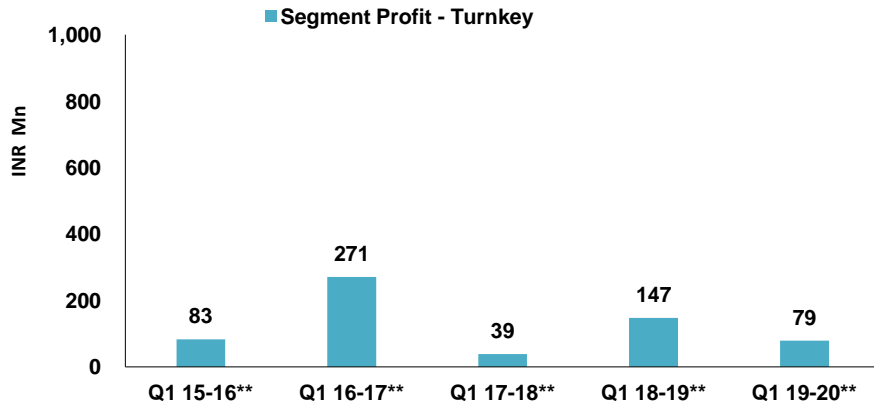
Segment Profit - Consultancy



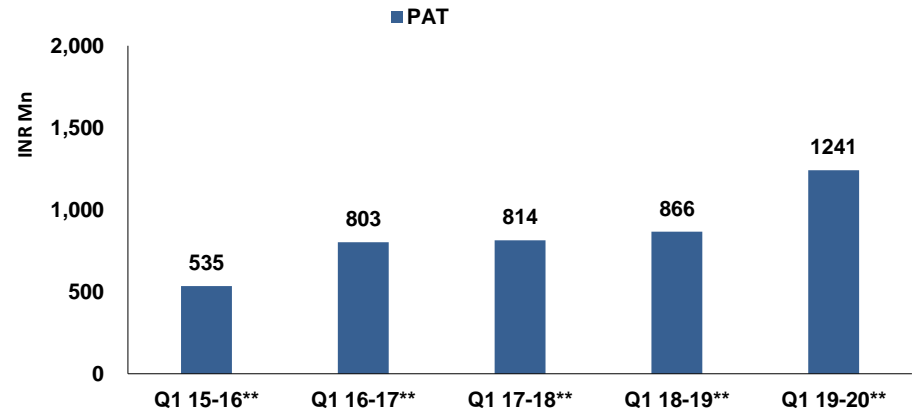
Segment Profit %



Segment Profit - Turnkey



PAT

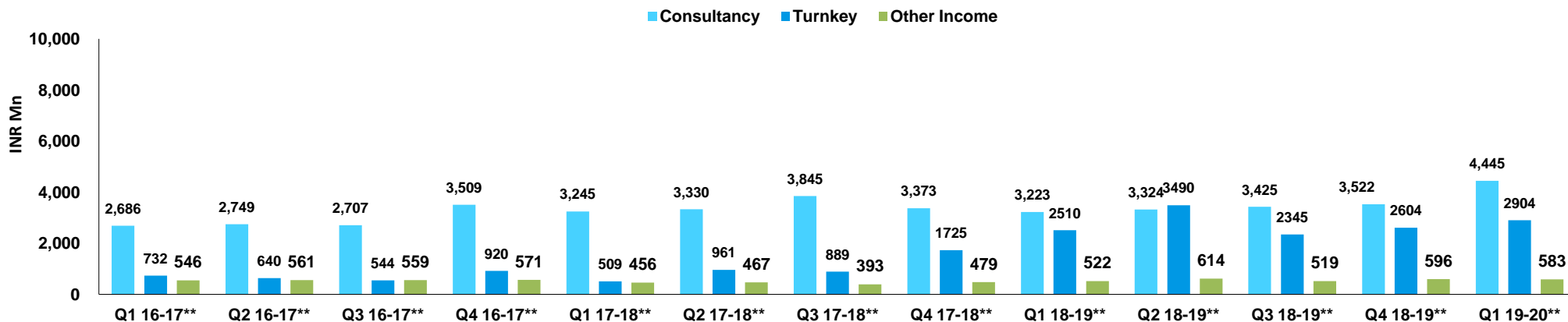


Note: All figures have been taken on a standalone for EIL
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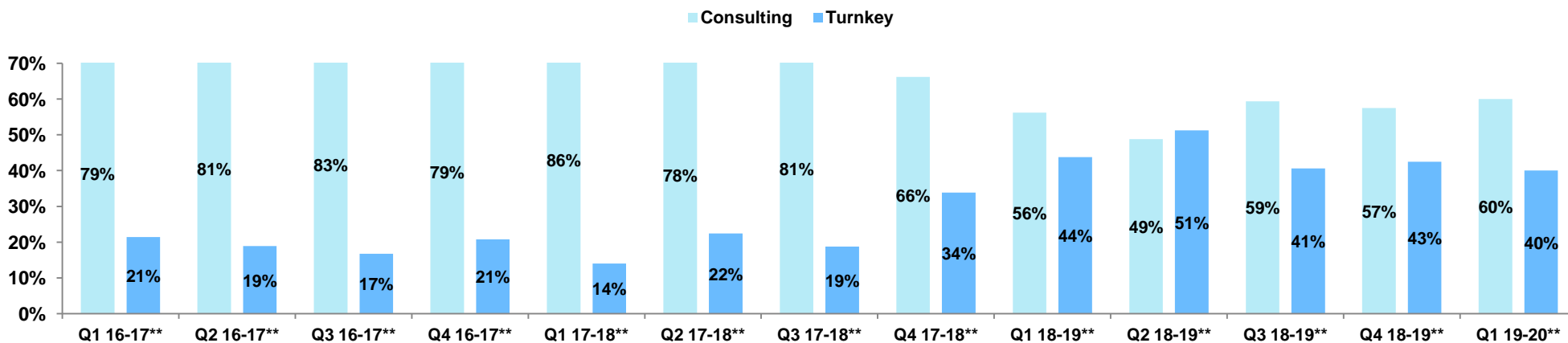
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)



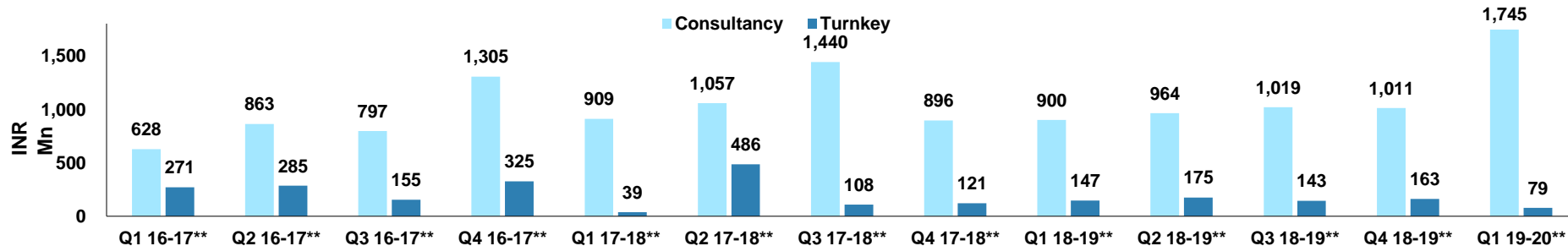
Note: All figures have been taken on a standalone for EIL

** Figures as per IND AS

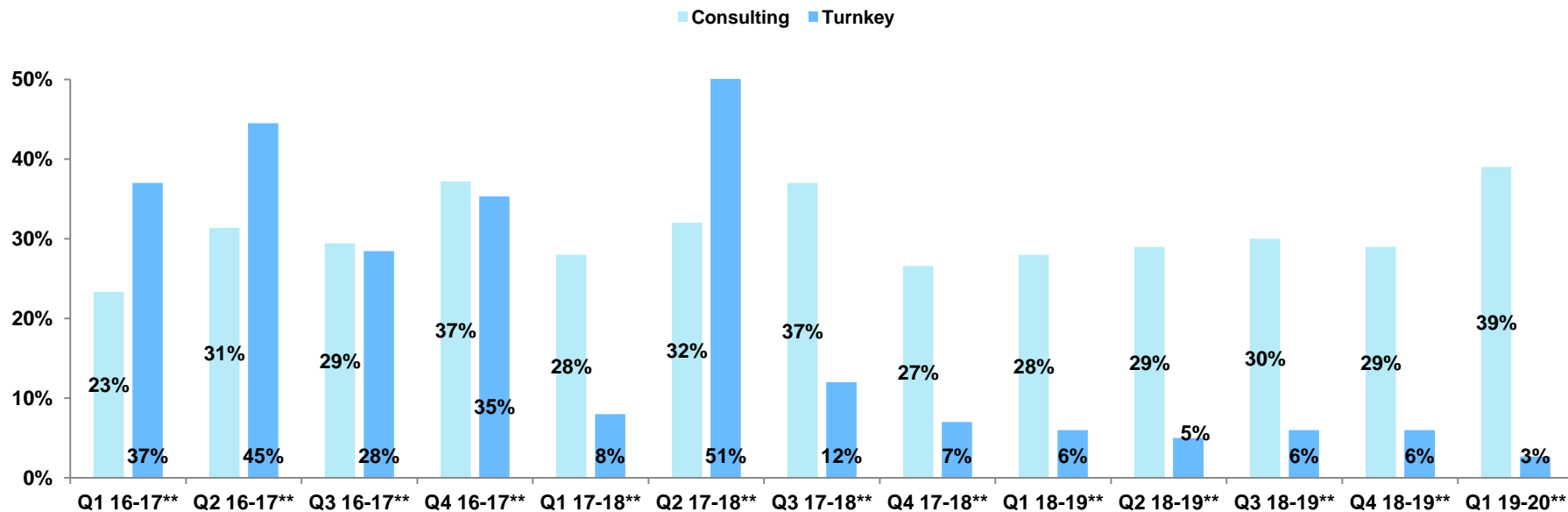
Quarterly Performance Track Record – Standalone



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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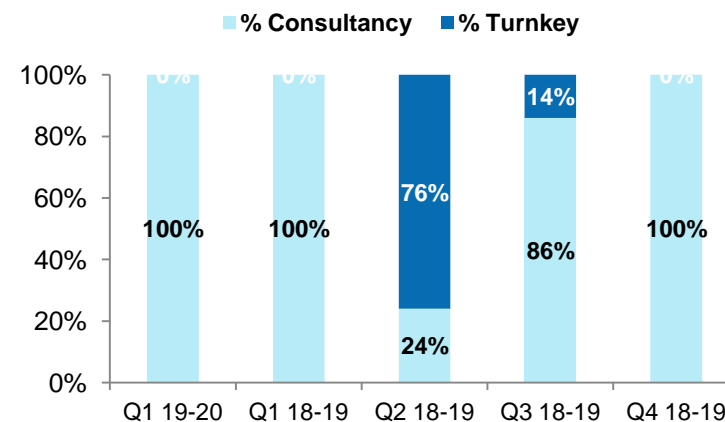
Quarterly Business Secured and Order Book

Quarterly Business Secured and Order Book – Standalone



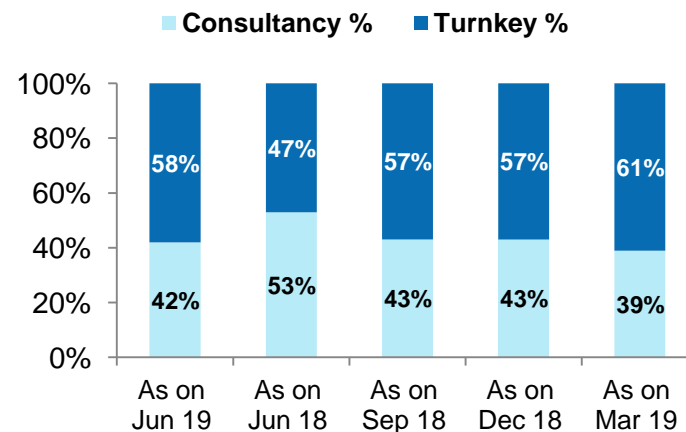
Rs Mn

Business Secured	Q1 19-20	Q1 18-19	Q2 18-19	Q3 18-19	Q4 18-19
Consultancy (domestic)	1,951	359	13,116	487	980
Consultancy (overseas)	7,485	473	85	291	62
Consultancy Total	9,436	832	13,201	778	1,042
Turnkey	0	0	42,922	130	0
Total Business secured	9,436	832	56,123	908	1,042



Rs Mn

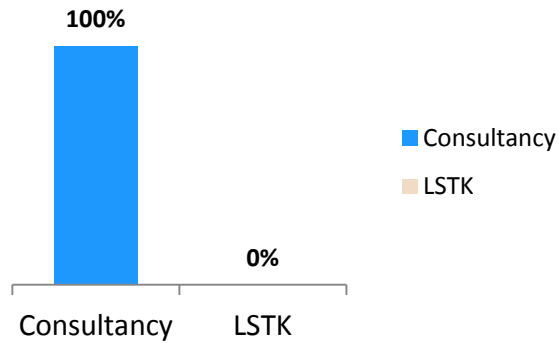
Order Book	As on Jun 19	As on Jun 18	As on Sep 18	As on Dec 18	As on Mar 19
Consultancy	48,320	38,610	48,940	46,170	43,124
Turnkey	65,970	33,680	65,700	61,700	68,763
Total Order Book	114,290	72,290	114,640	107,870	1,11,887
Consultancy %	42%	53%	43%	43%	39%
Turnkey %	58%	47%	57%	57%	61%



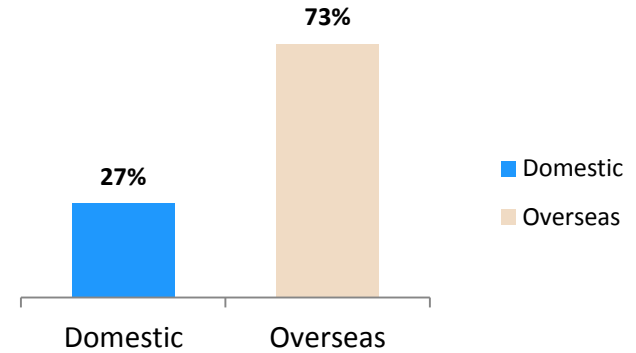
Note : Data on unconsolidated basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas

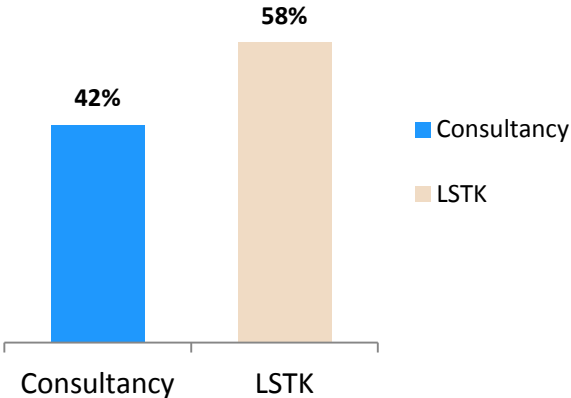


Most of the orders have been secured in the Hydrocarbon sector

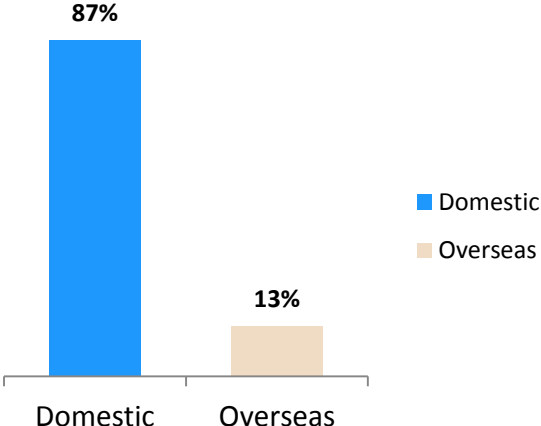
Note : Data on unconsolidated basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



Note : Data on unconsolidated basis

Quarterly Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	Overall Project Management and EPCM Services (Phase 1 – FEL2) for Capacity Expansion of Panipat Refinery from 15MMTPA to 25MMTPA (P-25 Project)	Indian Oil Corporation Limited (IOCL)	307.351	Apr 2019	Sep 2019
Consultancy	PMC Services (Phase 1 - FEED) for Petro Resid Fluid Catalytic Cracker Unit along with Sulphur Recovery Unit, Associated Facilities including U&O at Mumbai Refinery and Polypropylene Unit along with Associated Facilities including U&O at Rasayani	Bharat Petroleum Corporation Limited (BPCL)	560.547	May 2019	Jun 2020
Consultancy	Project Management Consultancy (PMC) Services for Chhara LNG Terminal at Village Chhara, District Gir Somnath of Gujarat	HPCL Shapoorji Energy Private Limited (HSEPL)	764.316	May 2019	Nov 2022
Consultancy	Consultancy Services for Design, Engineering and Technical Studies, Supervision & Assistance for Crude Handling Facilities Project in Gulf of Kutch off Vadinar, Gujarat	Indian Oil Corporation Limited (IOCL)	205.022	Jun 2019	Aug 2022
Overseas					
Consultancy	FEED for Hail Oil Field Water Injection Project (WIP)	Abu Dhabi Oil Company Limited (ADOC) - Japan	163.508	Apr 2019	Jan 2020
Consultancy	Project Management Consultancy (PMC) Services for Construction of a Crude Oil Refinery Plant in Mongolia	Mongol Refinery State Owned LLC	5141.645	May 2019	May 2024
Consultancy	PMC & EPCM Services for Dangote Refinery Project (Additional Change Order)	Dangote Oil Refining Company Limited	2150.000	Jun 2019	Oct 2020



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Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2018-19**	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13
Consultancy	13,494	13,793	11,650	10,074	9,480	11,091	12,342
Turnkey	10,949	4,083	2,836	5,036	7,650	7,145	12,717
Consultancy + Turnkey	24,443	17,876	14,486	15,110	17,130	18,236	25,060
Other Income	2,251	1,795	2,237	2,478	2,731	2,321	2,618
Total Income	26,694	19,671	16,723	17,588	19,861	20,557	27,678

SEGMENT PROFITS	2018-19**	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13
Consultancy	3894	4,303	3592	2,646	2465	4,920	5,646
Turnkey	628	754	1036	122	560	403	1,275
Consultancy %	29%	31%	31%	26%	26%	44%	46%
Turnkey %	6%	19%	37%	2%	7%	6%	10%

PAT	2018-19**	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13
PAT	3701	3,779	3250	2762	3080	4798	6286
PAT %	15%	21%	22%	18%	18%	26%	25%

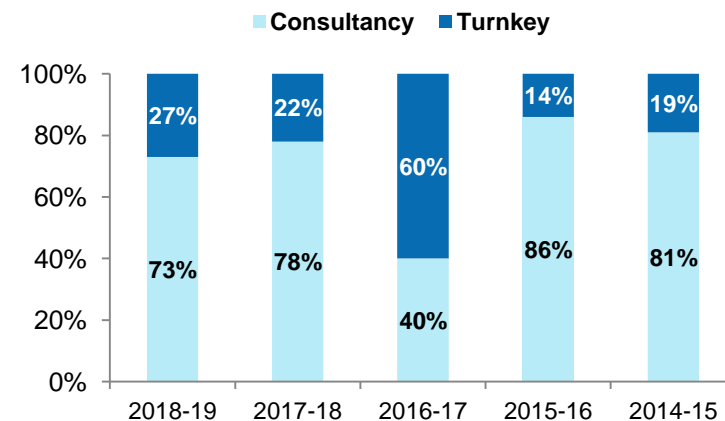
- Note: All figures are on standalone basis and rounded off to nearest digit
- ** Figures as per IND AS

Annual Business Secured and Order Book – Standalone



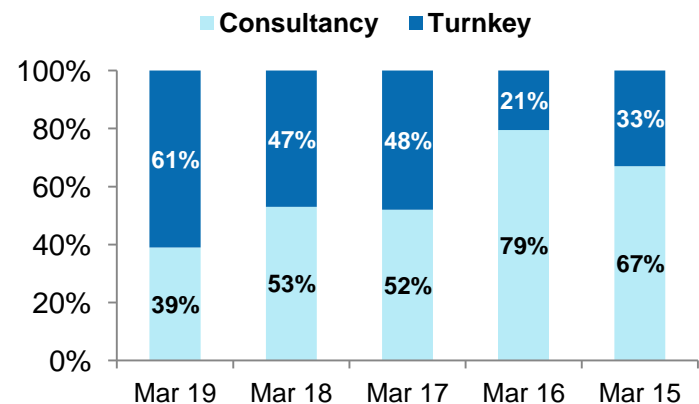
Rs Mn

Business Secured	FY 18-19	FY 17-18	FY 16-17	FY 15-16	FY 14-15
Consultancy (domestic)	14,942	13,572	20,319	9,900	6,103
Consultancy (overseas)	911	3,036	2,644	3,860	12,533
Consultancy Total	15,853	16,608	22,963	13,760	18,636
Turnkey	43,052	4,797	34,118	2,200	4,420
Total Business secured	58,905	21,405	57,081	15,960	23,057



Rs Mn

Order Book	March 19	March 18	March 17	March 16	March 15
Consultancy	43,124	41,739	40,208	30,100	24,543
Turnkey	68,763	36,992	37,411	7,786	11,866
Total Order Book	1,11,887	78,731	77,619	37,887	36,409
Consultancy %	39%	53%	52%	79%	67%
Turnkey %	61%	47%	48%	21%	33%



Note : Data on unconsolidated basis



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