

**इंजीनियर्स
इंडिया लिमिटेड**  **ENGINEERS
INDIA LIMITED**
(भारत सरकार का उपक्रम) (A Govt. of India Undertaking)
एक नवरात्रि कंपनी A Navratna Company

पंजीकृत कार्यालय : इंजीनियर्स इंडिया भवन, 1, भीकाएजी कामा प्लेस, नई दिल्ली-110 066 भारत
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कंपनी सचिवालय/ COMPANY SECRETARIAT

सं.सचिव/No. Secy/906/9/10

10.02.2022

The BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai – 400 023 Scrip Code-532178	The National Stock Exchange of India Limited Exchange Plaza, 5th Floor Bandra Kurla Complex Bandra (East), Mumbai-400051 Symbol-ENGINERSIN
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विषय: निवेशक प्रस्तुति: तिमाही परिणाम Q3-FY 2021-22 पर हाइलाइट्स

Sub: Investor Presentation: Highlights on Quarterly Results Q3-FY 2021-22

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 31st December, 2021 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

संलग्नक: यथोक्त/Encl: As above

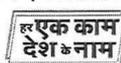
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इंजीनियर्स
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS
INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

3rd Quarter Results : FY 21-22

09 February, 2022



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1

Financial Performance – Q3 and 9 Monthly

Q3 FY 21-22 : Quarterly Performance Summary - Standalone



Rs Mn

TURNOVER	Q3 21-22	Q2 21-22	Q1 21-22	Q1 20-21	Q2 20-21	Q3 20-21	Q4 20-21
Consultancy – Domestic	3005.1	2841.4	2795.6	2052.1	2580.2	2665.0	3095.3
Consultancy – Overseas	607.3	672.9	861.9	699.1	872.2	917.8	951.5
Consultancy Total	3612.4	3514.3	3657.5	2751.2	3452.4	3582.8	4046.8
Turnkey	3203.3	2964.5	3691.4	1927.2	3381.7	4784.5	7120.3
Consultancy + Turnkey	6815.7	6478.8	7348.9	4678.4	6834.1	8367.3	11167.1
Other Income	381.9	283.7	224.7	496.6	532.6	479.7	439.9
Total Income	7197.6	6762.5	7573.6	5175.0	7366.7	8847.0	11607.0
SEGMENT PROFIT	Q3 21-22	Q2 21-22	Q1 21-22	Q1 20-21	Q2 20-21	Q3 20-21	Q4 20-21
Consultancy	860.6	895.2	1100.2	392.5	933.5	909.9	1563.5
Turnkey	68.4	74.5	116.4	29.7	62.7	65.1	400.5
Total	929.0	969.7	1216.6	422.2	996.2	975.0	1964.0

Note: All figures are on standalone basis

9M FY 21-22 : Nine Monthly Performance Summary - Standalone



Rs Mn

TURNOVER	9M 21-22	9M 20-21	9M 19-20
Consultancy – Domestic	8642.4	7297.2	8706.4
Consultancy - Overseas	2141.8	2489.2	2930.1
Consultancy Total	10784.2	9786.4	11636.5
Turnkey	9859.3	10093.4	11855.9
Consultancy + Turnkey	20643.5	19879.8	23492.4
Other Income	890.3	1508.9	1895.3
Total Income	21533.8	21388.7	25387.7

SEGMENT PROFIT	9M 21-22	9M 20-21	9M 19-20
Consultancy	2856.0	2235.9	3615.9
Turnkey	259.3	157.6	524.2
Total	3115.3	2393.5	4140.1

Note: All figures are on standalone basis



Rs Mn

	Q3 21-22	Q2 21-22	Q1 21-22	Q1 20-21	Q2 20-21	Q3 20-21	Q4 20-21
PBT	926.1	832.3	1216.6	653.2	1240.9	1175.5	436.1
PAT	680.4	594.7	906.1	480.8	926.8	882.0	305.4
EPS	1.21	1.06	1.61	0.76	1.47	1.39	0.54

Rs Mn

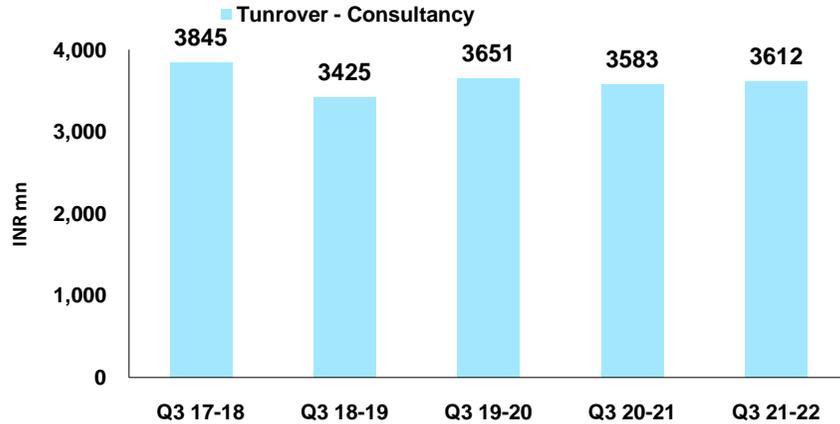
	9M 21-22	9M 20-21	9M 19-20
PBT	2975.0	3069.6	5032.9
PAT	2181.2	2289.6	3005.2
EPS	3.88	3.62	4.76

Note: All figures are on standalone basis

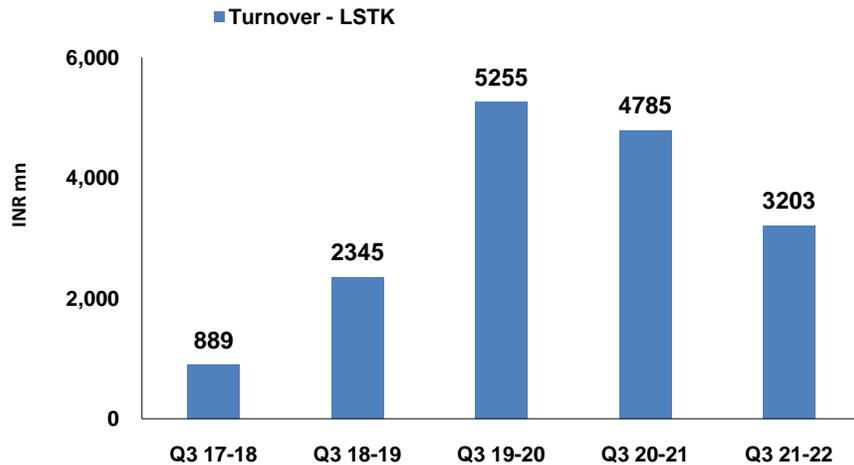
Q3 FY 21-22 : Quarterly Performance - Standalone



Turnover - Consultancy

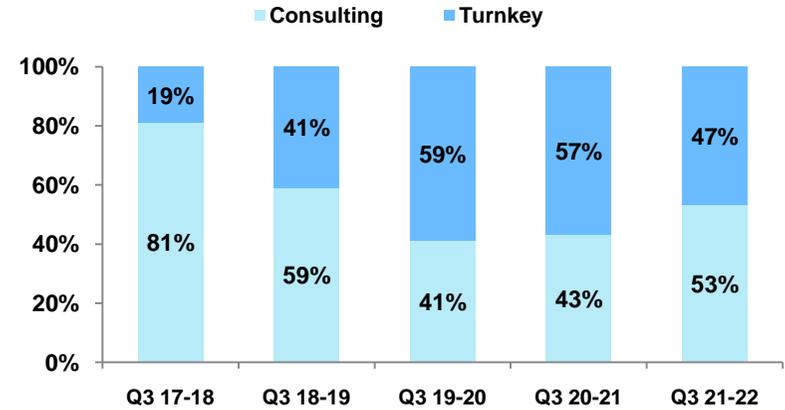


Turnover – Turnkey

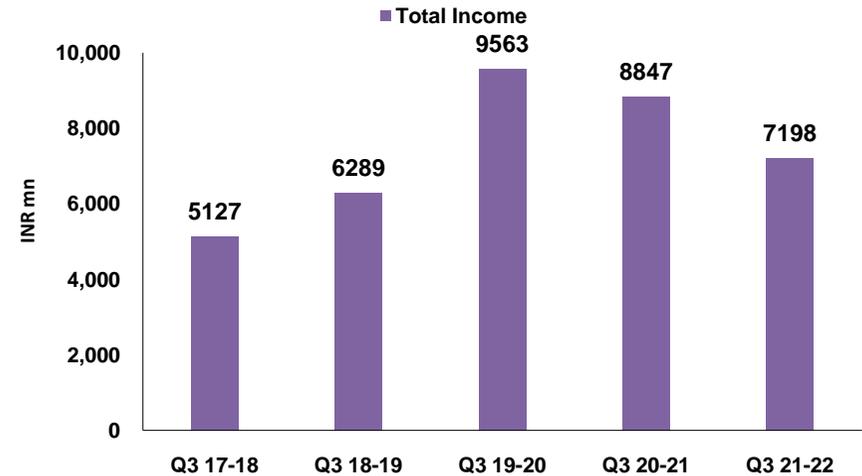


Note: All figures are on standalone basis

Turnover Mix (Consultancy Vs Turnkey)

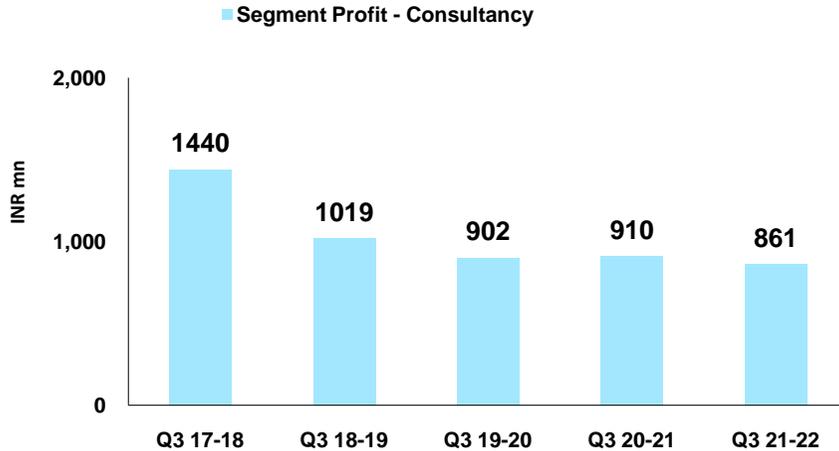


Total Income

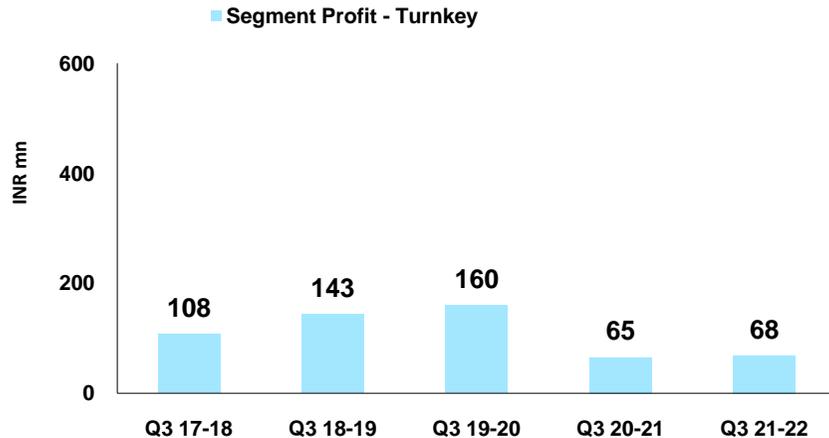




Segment Profit - Consultancy

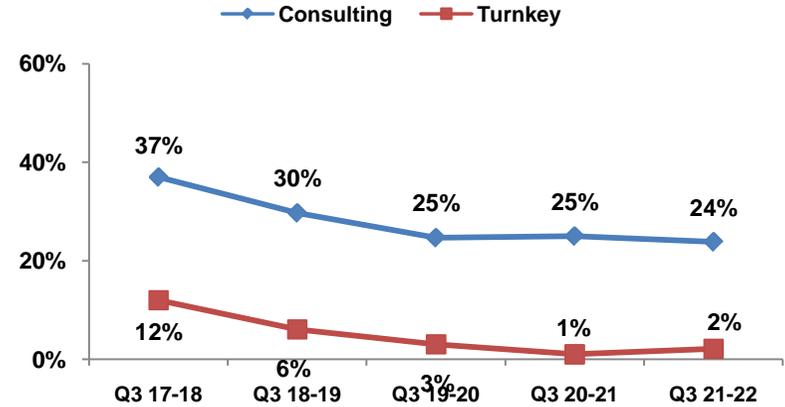


Segment Profit - Turnkey

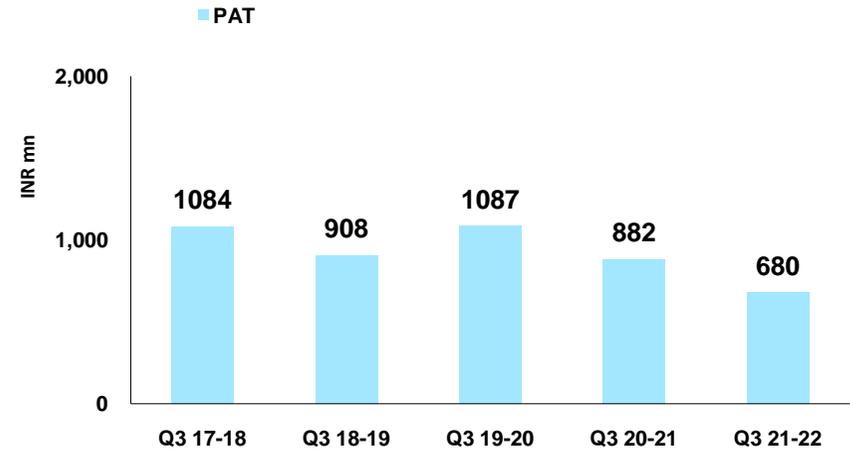


Note: All figures are on standalone basis

Segment Profit %

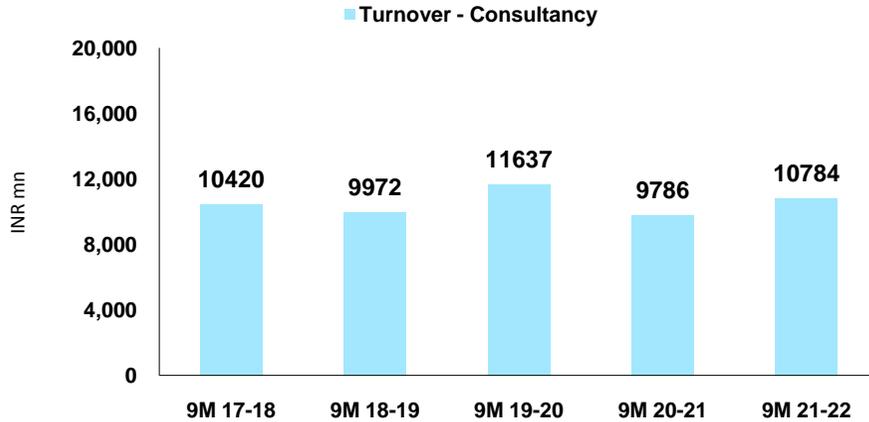


PAT

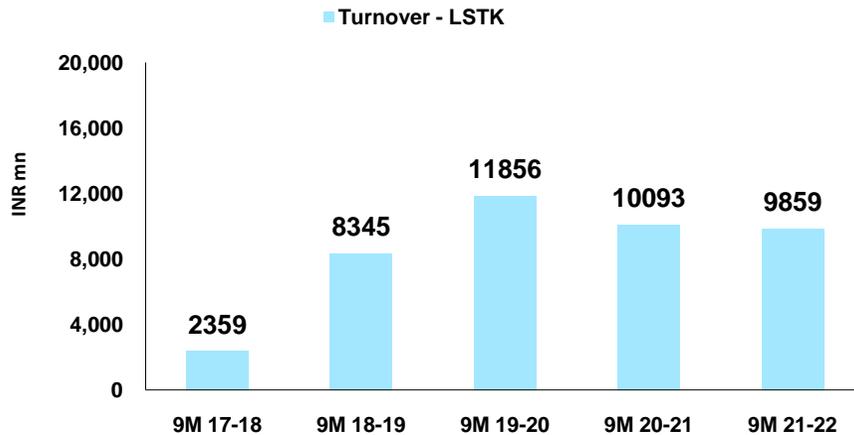




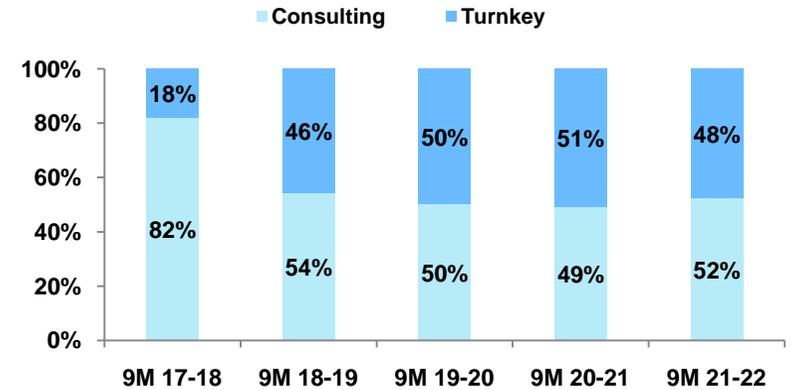
Turnover - Consultancy



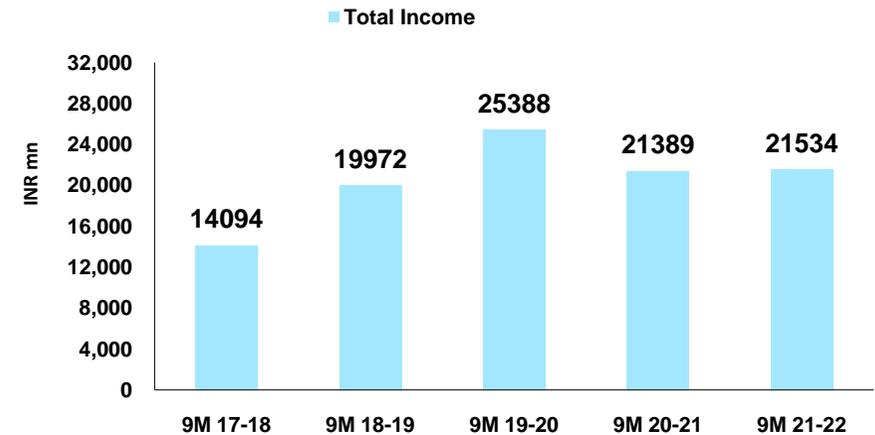
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



Total Income

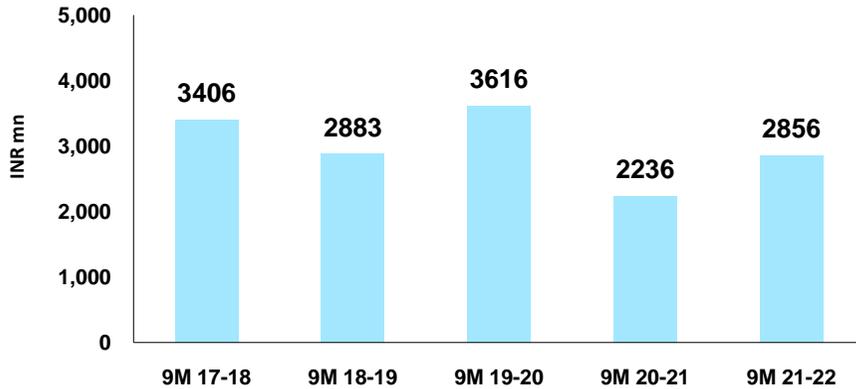


Note: All figures are on standalone basis

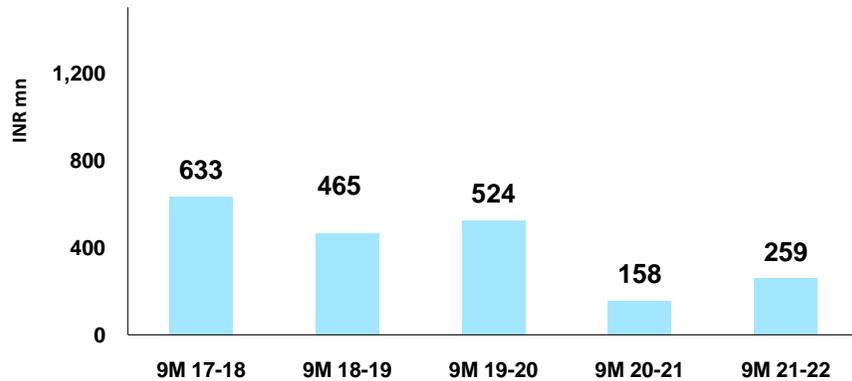
9M FY 21-22: Nine Monthly Performance - Standalone



Segment Profit - Consultancy

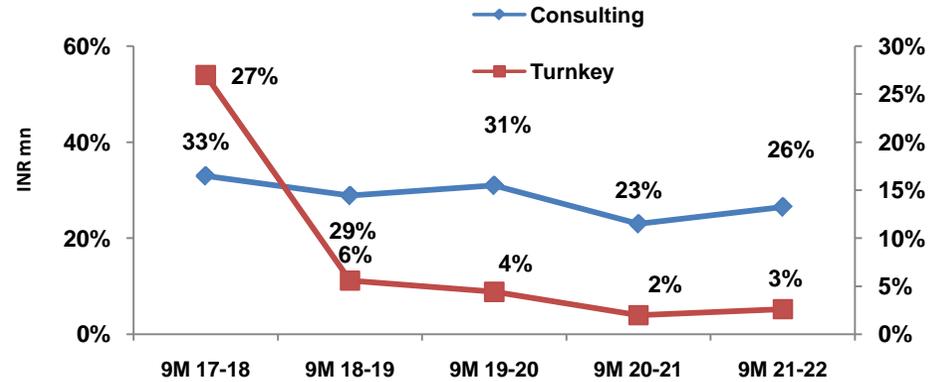


Segment Profit - Turnkey

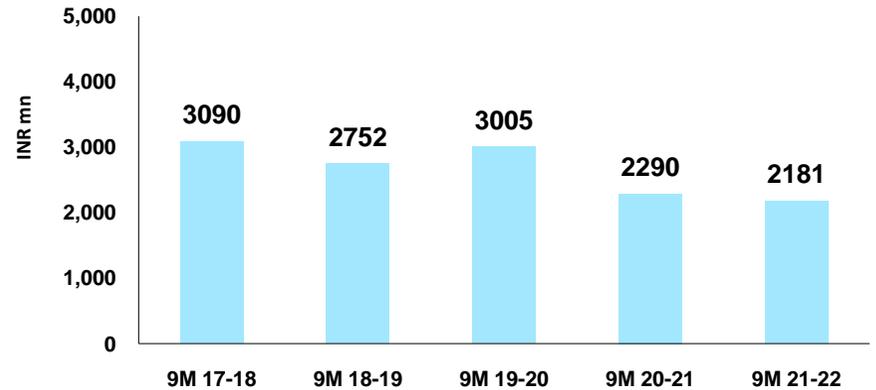


Note: All figures are on standalone basis

Segment Profit %



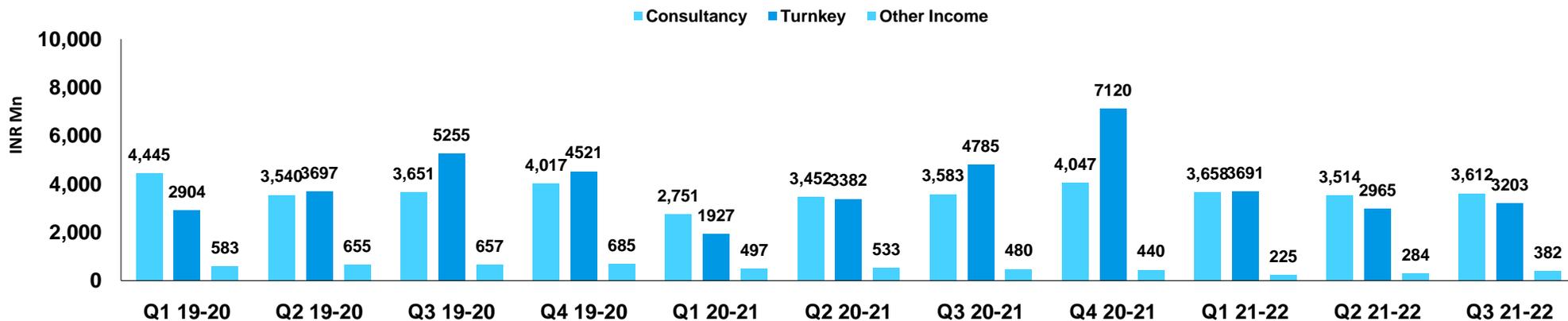
PAT



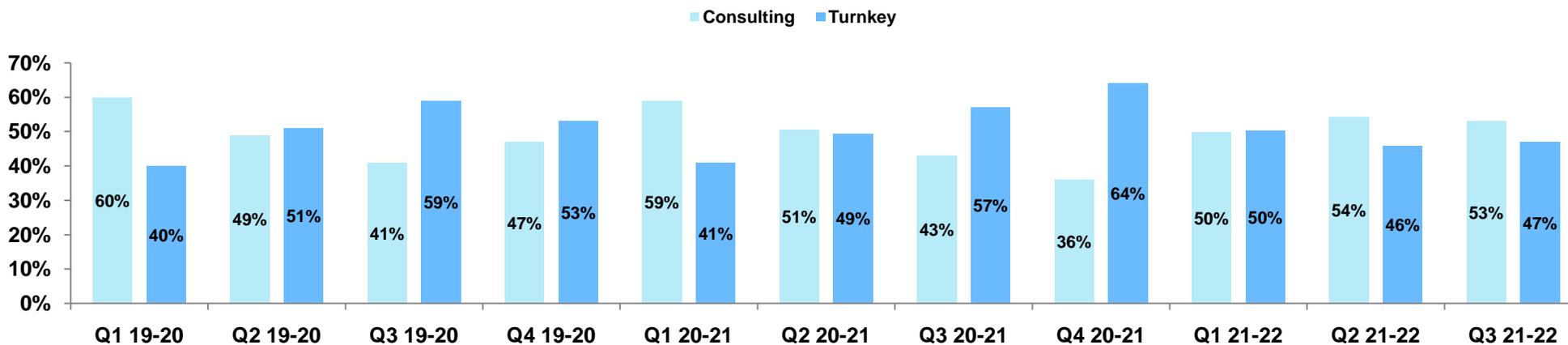
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)

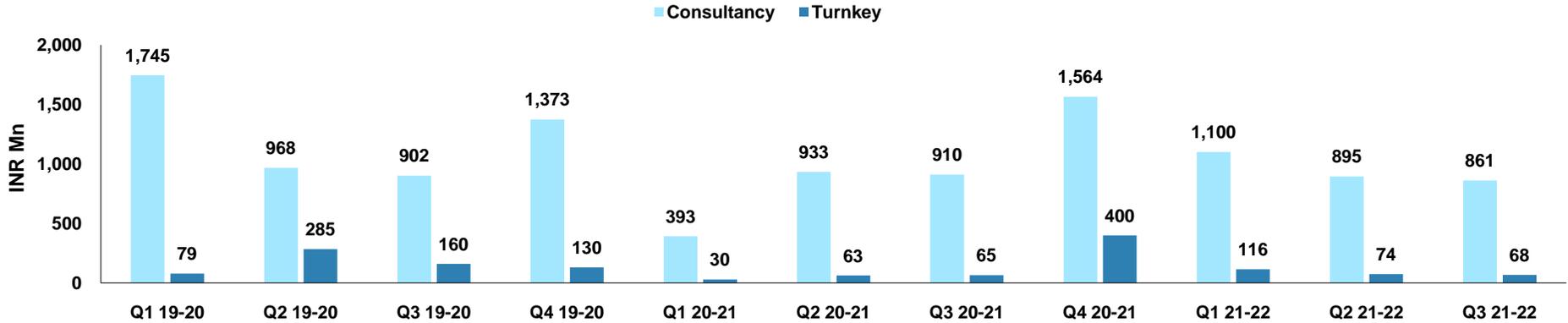


Note: All figures have been taken on a standalone for EIL

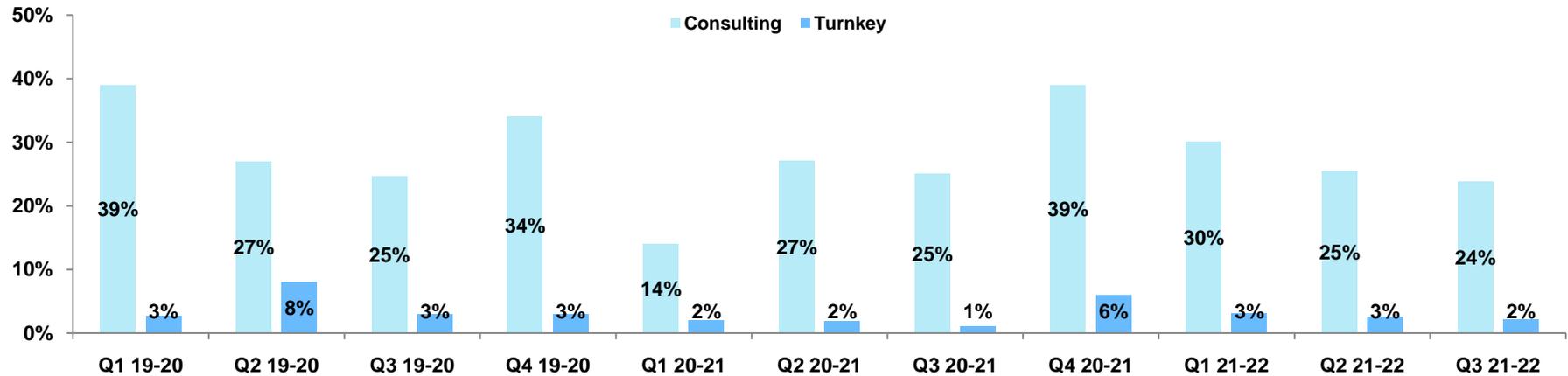
Quarterly Performance Track Record – Standalone



Segment Wise Operating Profit



Segment Wise Profit %



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



2

Business Secured and Order Book

Q3 & 9M FY 21-22 : Business Secured and Order Book – Standalone



Rs Mn

Business Secured	9M 21-22	Q3 21-22	Q2 21-22	Q1 21-22	Q1 20-21	Q2 20-21	Q3 20-21	Q4 20-21
Consultancy (domestic)	14,775	422	11,624	2,729	644	5,030	1,827	7,050
Consultancy (overseas)	287	142	48	97	36	910	59	6
Consultancy Total	15,062	564	11,672	2,826	680	5,940	1,886	7,056
Turnkey	0	0	0	0	130	0	0	0
Total Business secured	15,062	564	11,672	2,826	810	5,940	1,886	7,056

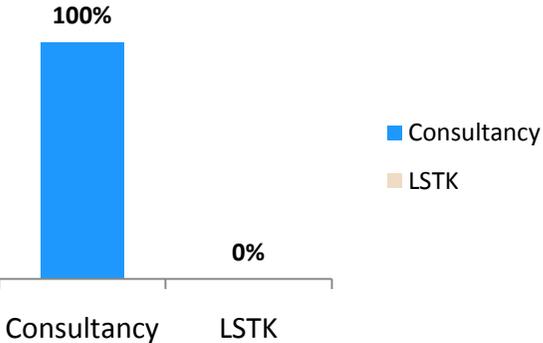
Rs Mn

Order Book (Cumulative)	As on Dec 21	As on Sep 21	As on Jun 21	As on Jun 20	As on Sep 20	As on Dec 20	As on Mar 21
Consultancy	50,383	52,980	44,984	42,314	44,304	42,357	45,816
Turnkey	31,738	27,312	30,320	48,854	45,476	40,615	34,003
Total Order Book	82,121	80,292	75,304	91,168	89,780	82,972	79,819
Consultancy %	61%	66%	60%	46%	49%	51%	57%
Turnkey %	39%	34%	40%	54%	51%	49%	43%

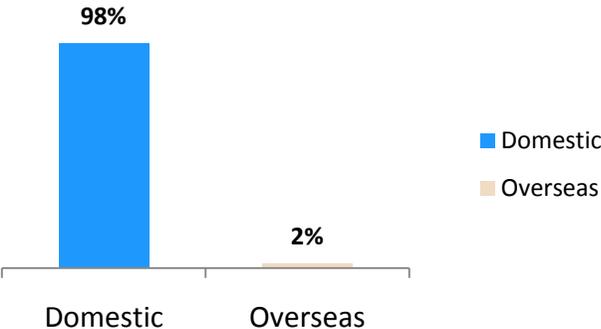
Note : Data on unconsolidated basis



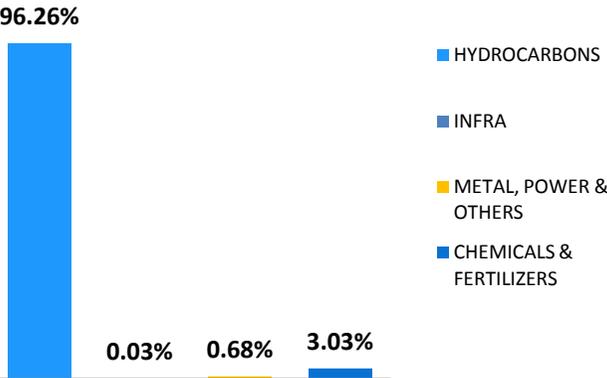
Consultancy Vs LSTK



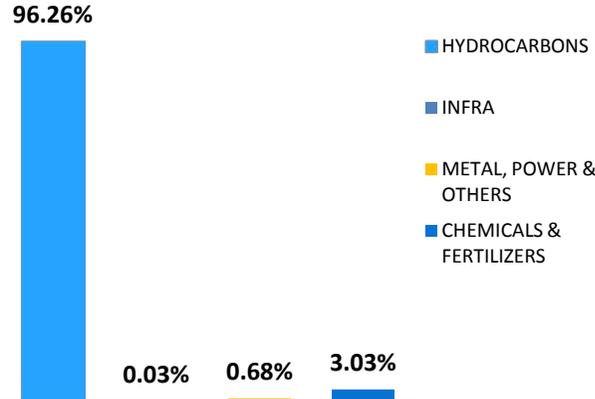
Consultancy Domestic Vs Overseas



Consultancy Segmental Break up



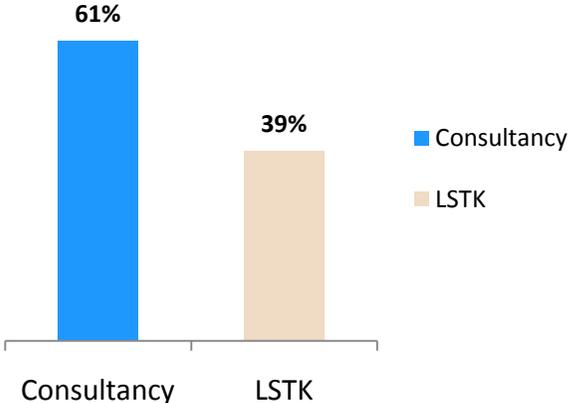
Total Orders Segmental Break up



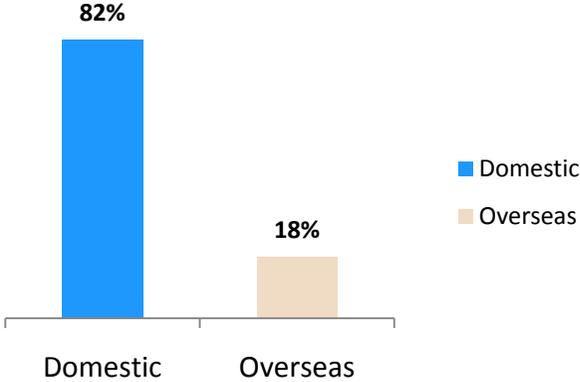
Note : Data on unconsolidated basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



Note : Data on unconsolidated basis



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	Project Management Consultant for Two LNG Storage tanks at Dahej LNG terminal (Gujarat)	Petronet LNG Ltd (PLL)	275	Oct 2021	June 2025
Overseas					
Consultancy	FEED Engineering related to Debottlenecking the existing produced Water Treatment Plant Capacity from 200 MBD TO 300 MBD For 1 MMBD Phase-1 Project	ADNOC Offshore	67	Oct 2021	Mar 2022
Consultancy	Various engineering services assignments under empanelment agreement with Client (4 nos)	ADNOC Offshore	62	Nov 2021	Oct 2023

Q2 FY 21-22 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	PMC Services for De-Bottlenecking and Augmentation of Cryogenic Facilities of BPCL LPG Import Terminal at Uran	Bharat Petroleum Corporation Limited (BPCL)	654	Jul 2021	Apr 2024
Consultancy	Supply of License, BDEP, Catalyst, Proprietary Equipment and other related Services for LPG Treating Unit (LPGTU-1&2) of Numaligarh Refinery Expansion Project	Numaligarh Refinery Limited (NRL)	129	Jul 2021	Dec 2026
Consultancy	Project Management Consultancy Services (EPCM) for proposed Krishnapatnam-Hyderabad Multiproduct Pipeline (Part-B Detailed Engineering)	Bharat Petroleum Corporation Limited (BPCL)	193	Sep 2021	May 2023
Consultancy	PMC / EPCM Consultancy Services for CPCL'S 9 MMTPA Cauvery Basin Refinery (CBR) Project at Nagapattinam, Tamilnadu, India • EPCM 1 with MPMC Services • EPCM 3	Chennai Petroleum Corporation Limited (CPCL)	7404 (EPCM 1) 2986 (EPCM 3)	Sep 2021	Jul 2025
Overseas					
Consultancy	Various small assignments under call off contracts	ADNOC Offshore	22	Sep 2021	2021-22
Consultancy	FEED for Replacement of Waste Water Treatment Plant Absorption Chiller	Bahrain Petroleum Company (BAPCO)	12	Sep 2021	Jan 2022



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	EPCM Services for Bio-Refinery Project at Numaligarh (Change Order)	Assam Bio Refinery Private Limited (ABRPL)	490	Change Order considered in May 2021	June 2022
Consultancy	EPCM for Upgradation of Facilities of Numaligarh-Siliguri Product Pipeline (NSPL) for transportation of additional products (from existing 1.72 MMTPA to 5.5 MMTPA due to NREP)	Oil India Limited (OIL)	562	June 2021	August 2024
Consultancy	Licensing and EPCM Consultancy Services for Delayed Coker Unit (DCU) Revamp of Numaligarh Refinery Expansion Project	Numaligarh Refinery Limited (NRL)	1,110	June 2021	August 2024
Consultancy	Consultancy Services for Guru Gobind Singh Polymer Addition Project, Bathinda (Change Order)	HPCL-Mittal Energy Limited (HMEL)	385	June 2021	December 2021
Overseas					
Consultancy	Various small assignments under call off contracts	ADNOC Offshore	97	May 2021 / June 2021	2021-22



3

Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
Consultancy	13,833	15,653	13,494	13,793	11,650	10,074
Turnkey	17,214	16,377	10,949	4,083	2,836	5,036
Consultancy + Turnkey	31,047	32,030	24,443	17,876	14,486	15,110
Other Income	1,949	2,580	2,251	1,795	2,237	2,478
Total Income	32,996	34,611	26,694	19,671	16,723	17,588

SEGMENT PROFITS	2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
Consultancy	3,799	4,989	3,894	4,303	3,592	2,646
Turnkey	558	655	628	754	1036	122
Consultancy %	27%	32%	29%	31%	31%	26%
Turnkey %	3%	4%	6%	19%	37%	2%

PAT	2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
PAT	2,595	4,302	3,701	3,779	3,250	2,762
PAT %	8%	13%	15%	21%	22%	18%

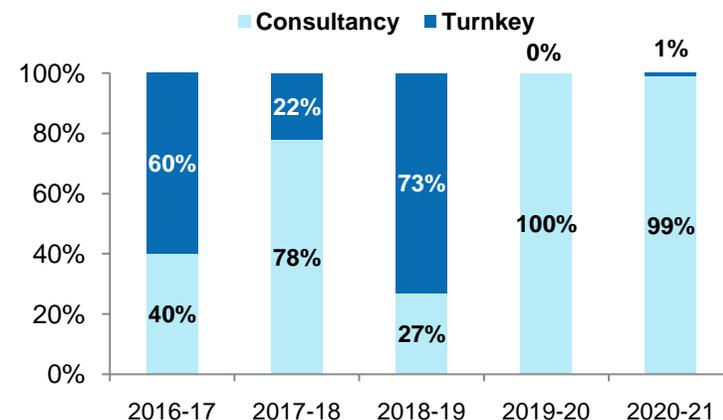
Note: All figures are on standalone basis and rounded off to nearest digit

Business Secured and Order Book – Standalone



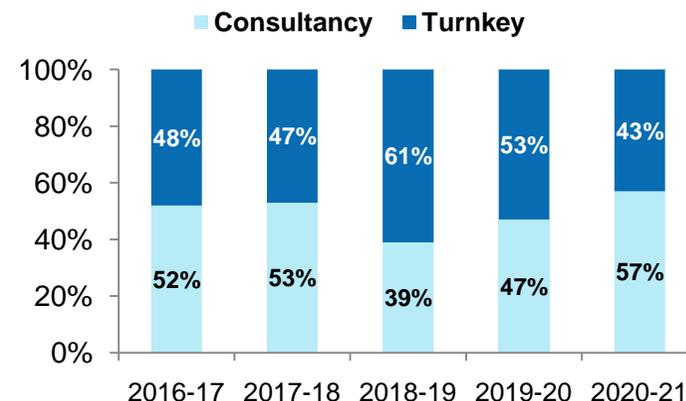
Rs Mn

Business Secured	FY 20-21	FY 19-20	FY 18-19	FY 17-18	FY 16-17
Consultancy (domestic)	14,550	8,119	14,942	13,572	20,319
Consultancy (overseas)	1,011	8,053	911	3,036	2,644
Consultancy Total	15,562	16,172	15,853	16,608	22,963
Turnkey	130	0	43,052	4,797	34,118
Total Business secured	15,692	16,172	58,905	21,405	57,081



Rs Mn

Order Book	March 21	March 20	March 19	March 18	March 17
Consultancy	45,816	44,561	43,124	41,739	40,208
Turnkey	34,003	50,993	68,763	36,992	37,411
Total Order Book	79,819	95,554	1,11,887	78,731	77,619
Consultancy %	57%	47%	39%	53%	52%
Turnkey %	43%	53%	61%	47%	48%



Note : Data on unconsolidated basis

Capital Investments – as on Q3 FY 21-22



Description	Investment 1	Investment 2		Investment 3
Name	Ramagundam Fertilizer Project	NELP IX : Two Upstream Assets		Minority stake in Numaligarh Refinery Ltd.
		(CB-ONN-2010 / 8)	CB-ONN-2010 / 11	
Implementing agency	M/s Ramagundam Fertiliser & Chemical Ltd.	M/s Bharat Petro Resources Ltd. (BPRL)	M/s GAIL India Ltd.	-
JV Partners / Shareholding	NFL - 26%; EIL - 26%; FCIL - 11%; GAIL- 14.3%; Telangana Govt - 11%; HTAS Consortium- 11.7%	BPRL – 25%, GAIL – 25%, EIL – 20%, BFIL – 20%, MIEL – 10%	BPRL – 25%, GAIL – 25%, EIL – 20%, BFIL – 15%, MIEL – 15%	EIL stake 4.37%
State	Telangana	Gujarat	Gujarat	Assam
Size / Capacity / Area	<u>Urea:</u> 3850 MTPD <u>Ammonia:</u> 2200 MTPD	Exploration Acreage 42 Sq. Km.	Exploration Acreage 131 Sq. Km.	3 MMTPA Refinery (Currently undergoing expansion to 9 MMTPA)
Approximate project cost/ investment at start	Rs. 6388 Crore	Rs. 300 Crore / USD 50 Million (During Bidding Stage)		-
Total Equity Investment Committed by EIL	Rs. 491 Crores	Rs. 100 Crores		Rs 700 crores (approx)



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