

सं.सचिव/No. Secy/906/9/10

09.08.2024

<b>The BSE Limited</b> Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai – 400 023 Scrip Code-532178	<b>The National Stock Exchange of India Limited</b> Exchange Plaza, 5 <sup>th</sup> Floor Bandra Kurla Complex Bandra (East), Mumbai-400051 Symbol-ENGINEERSIN
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**विषय: निवेशक प्रस्तुति: तिमाही परिणाम Q1-FY 2024-25 परहाइलाइट्स**  
**Sub: Investor Presentation: Highlights on Quarterly Results Q1-FY 2024-25**

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 30<sup>th</sup> June, 2024 is enclosed herewith for the purpose of dissemination of information widely to the members.

धन्यवाद/Thanking you,

भवदीय/Very truly yours,

कर्त इंजीनियर्स इंडिया लिमिटेड  
For Engineers India Limited

नरेंद्र कुमार/Narendra Kumar  
अनुपालन अधिकारी/Compliance officer

संलग्नक: यथोक्त/Encl: As above

# Engineers India Limited



Net Zero  
by 2035<sup>+</sup>



## Investor Relations

1<sup>st</sup> Quarter Results : FY 24-25



*Delivering Excellence Through People*

August 09, 2024

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## Quarterly Financial Performance

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# Q1 FY24-25 Performance Summary - Standalone

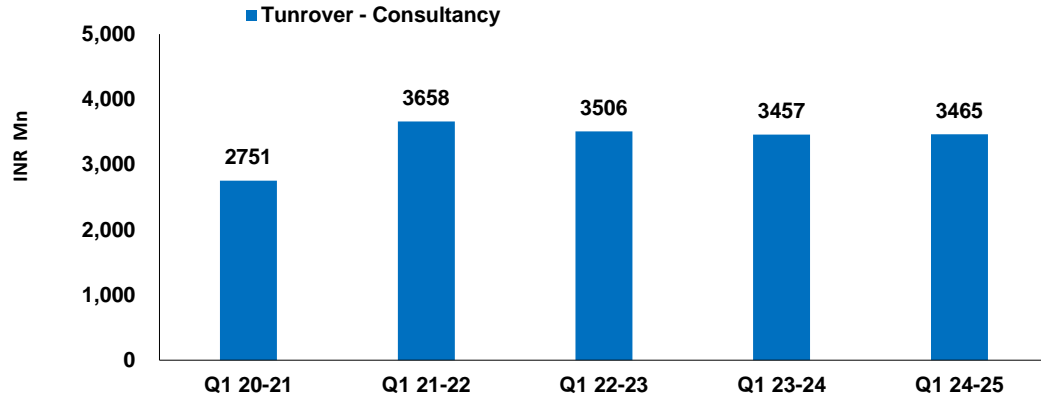


<i>Standalone</i>		<i>Rs Mn</i>				
<b>TURNOVER</b>	<b>Q1 24-25</b>	<b>Q1 23-24</b>	<b>Q2 23-24</b>	<b>Q3 23-24</b>	<b>Q4 23-24</b>	
Consultancy – Domestic	2617.89	2973.30	2877.95	2830.77	3052.56	
Consultancy – Overseas	847.53	483.39	733.06	759.85	831.98	
Consultancy Total	3465.42	3456.69	3611.01	3590.62	3884.54	
Turnkey	2640.81	4626.72	4161.20	4972.65	4018.20	
Consultancy + Turnkey	6106.23	8083.41	7772.21	8563.27	7902.74	
Other Income	376.96	926.17	466.25	292.37	561.21	
Total Income	6483.19	9009.58	8238.46	8855.64	8463.95	
<b>SEGMENT PROFIT</b>	<b>Q1 24-25</b>	<b>Q1 23-24</b>	<b>Q2 23-24</b>	<b>Q3 23-24</b>	<b>Q4 23-24</b>	
Consultancy	521.56	885.00	821.99	653.97	892.17	
Turnkey	211.69	94.56	492.45	236.88	200.32	
Total	733.25	979.56	1314.44	890.85	1092.49	

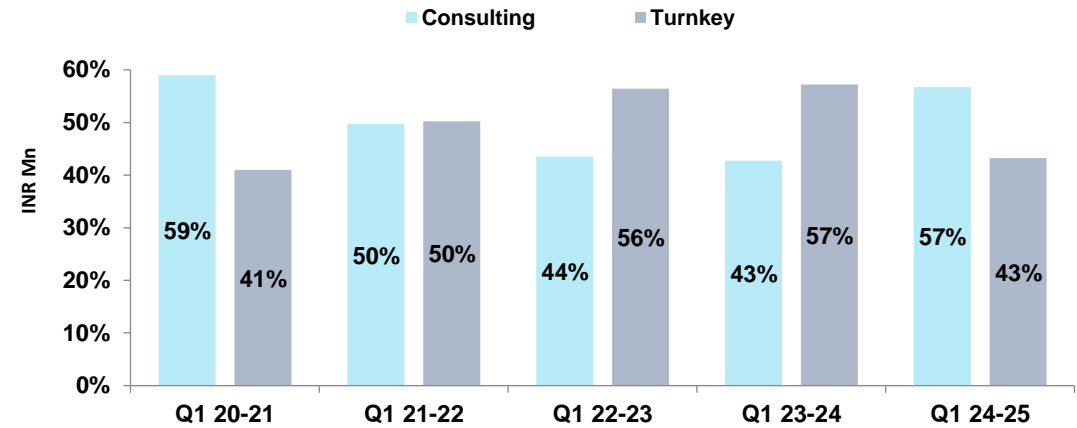
Note: All figures are on standalone basis

# Q1 FY24-25 Quarterly Performance - Standalone

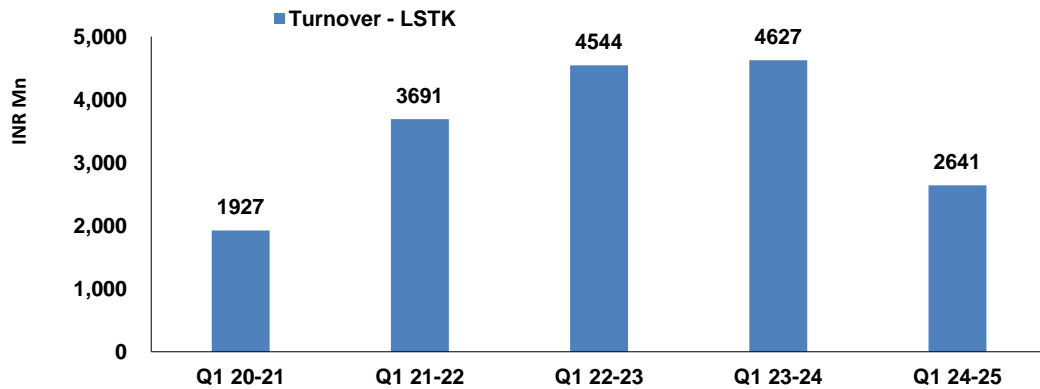
## Turnover - Consultancy



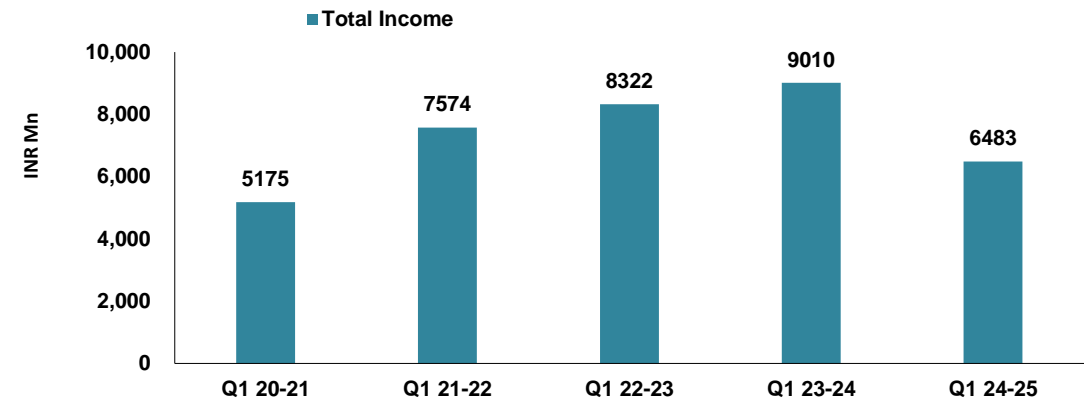
## Turnover Mix (Consultancy Vs Turnkey)



## Turnover - Turnkey



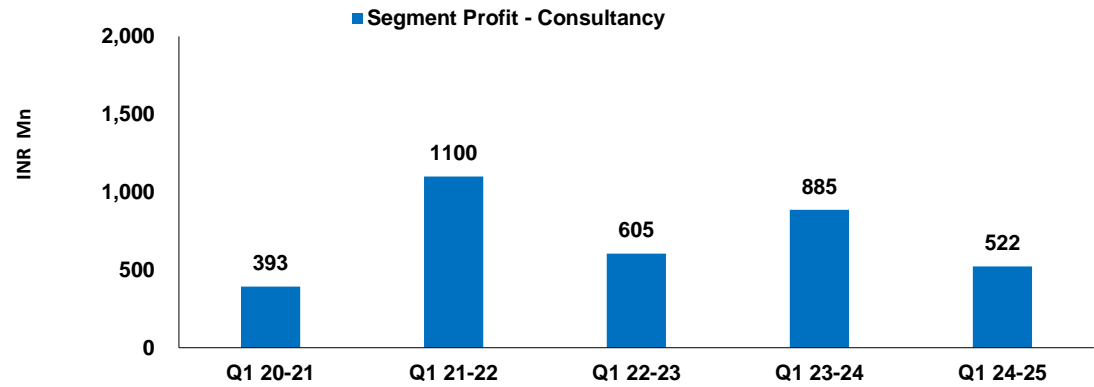
## Total Income



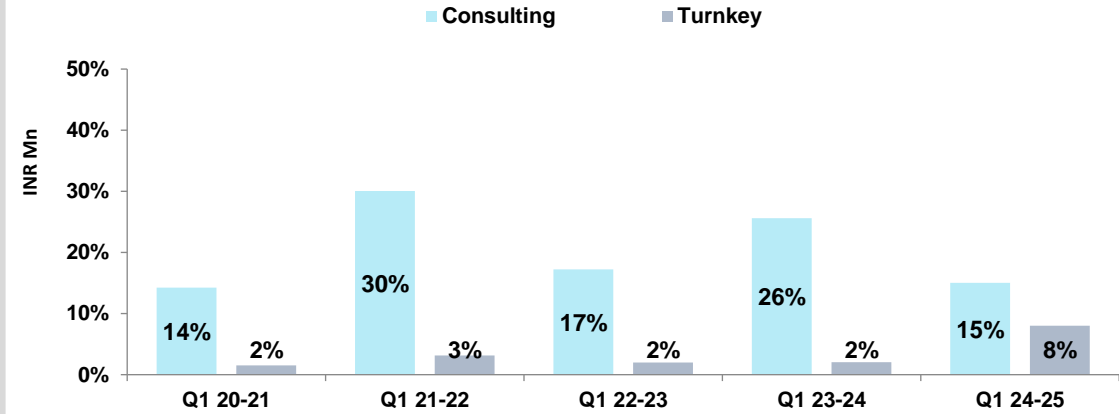
Note: All figures are on standalone basis

# Q1 FY24-25 Quarterly Performance - Standalone

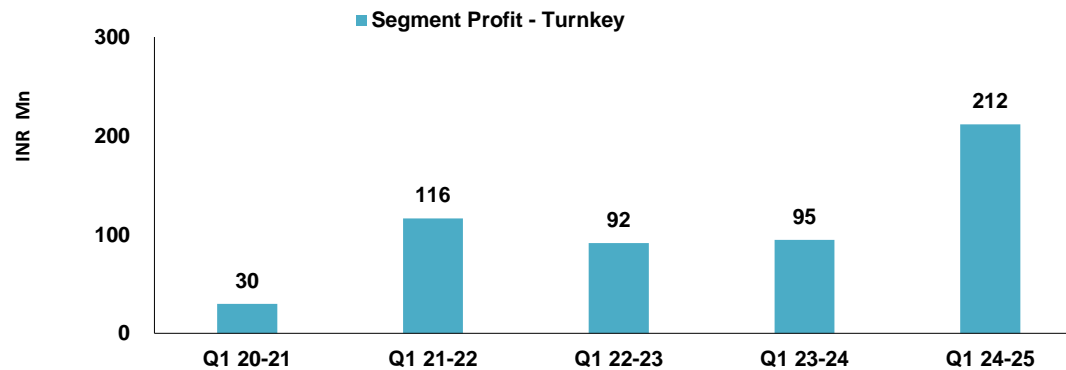
## Segment Profit - Consultancy



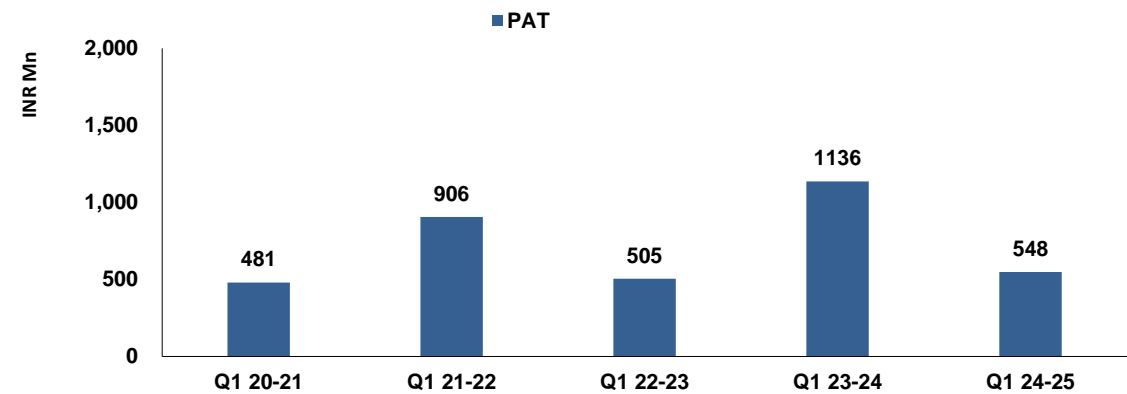
## Segment Profit %



## Segment Profit - Turnkey



## PAT

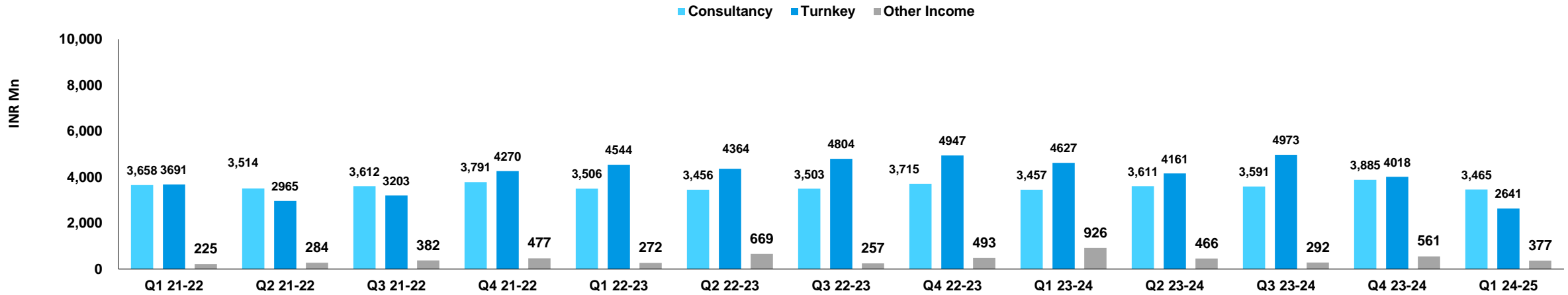


Note: All figures are on standalone basis

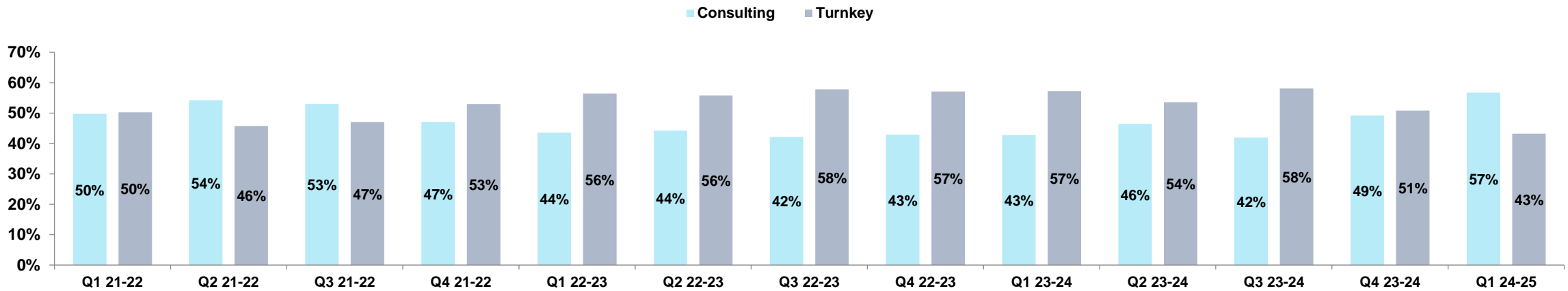
# Quarterly Performance Track Record - Standalone



## Total Income



## Revenue Mix (Consultancy Vs Turnkey)



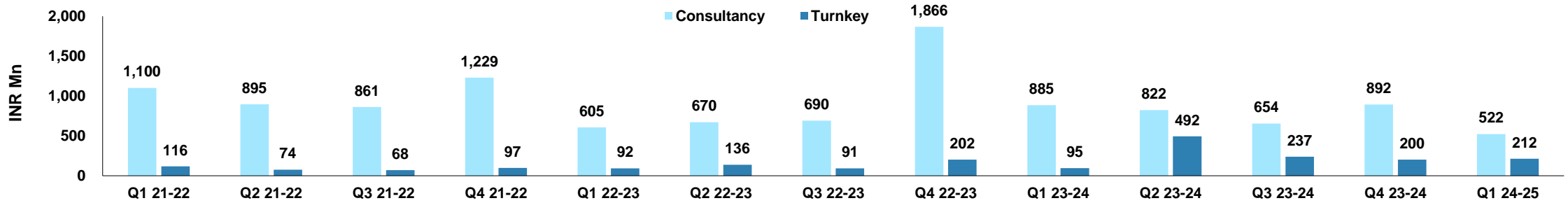
Note: All figures are on standalone basis

*Delivering Excellence Through People*

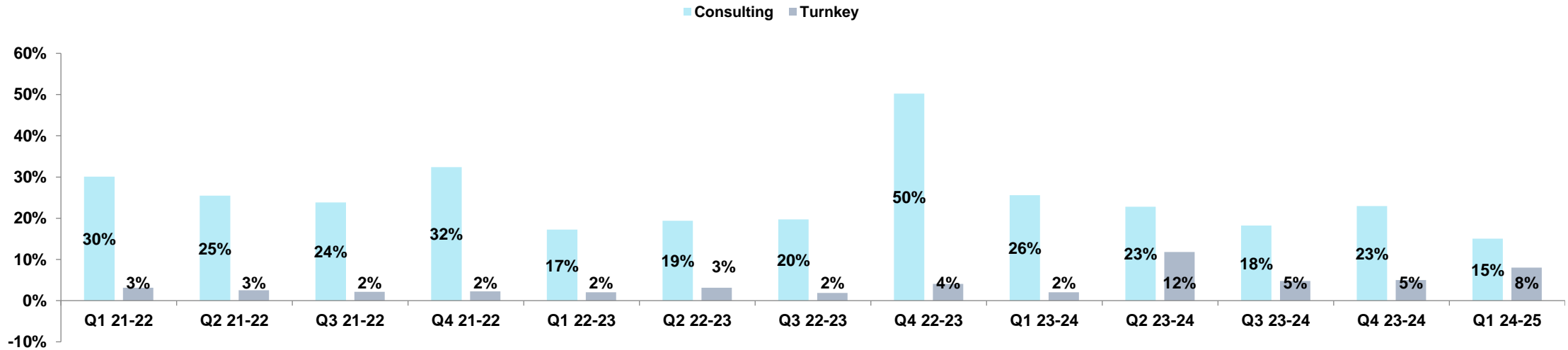


# Quarterly Performance Track Record – Standalone

## Segment Wise Operating Profit



## Segment Wise Profit %



Note: All figures are on standalone basis



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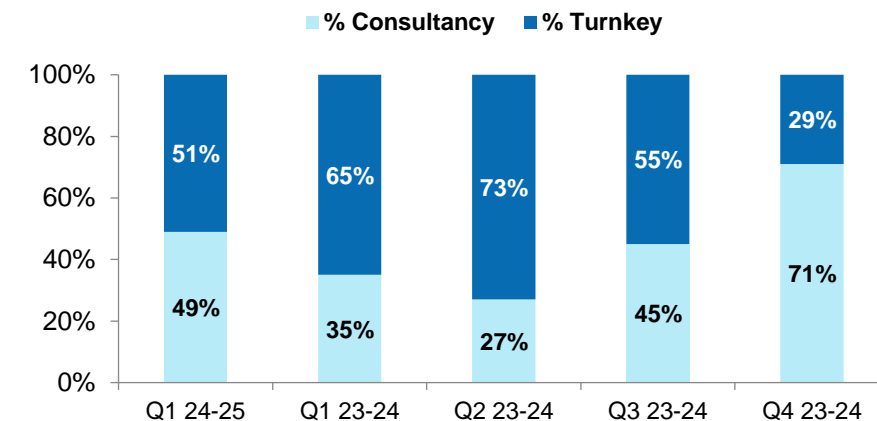
## Quarterly Business Secured and Order Book

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# Quarterly Business Secured and Order Book – Standalone

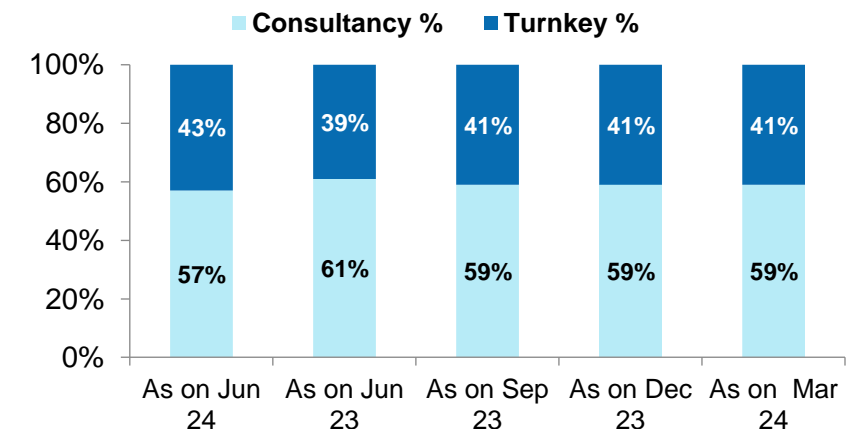
Rs Mn

Business Secured	Q1 24-25	Q1 23-24	Q2 23-24	Q3 23-24	Q4 23-24
Consultancy (domestic)	10,023	1,452	2,836	1,858	1,818
Consultancy (overseas)	1,700	2,987	251	1,013	734
Consultancy Total	11,723	4,439	3,087	2,871	2,552
Turnkey	12,068	8,213	8,355	3,500	1,045
Total Business secured	23,791	12,652	11,442	6,371	3,597



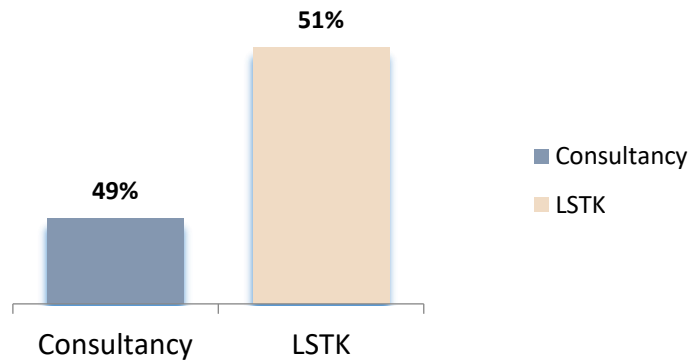
Rs Mn

Order Book	As on Jun 24	As on Jun 23	As on Sep 23	As on Dec 23	As on Mar 24
Consultancy	55,223	49,792	48,531	47,513	46,367
Turnkey	41,358	31,233	33,352	32,393	31,868
Total Order Book	96,581	81,025	81,883	79,906	78,235
Consultancy %	57%	61%	59%	59%	59%
Turnkey %	43%	39%	41%	41%	41%

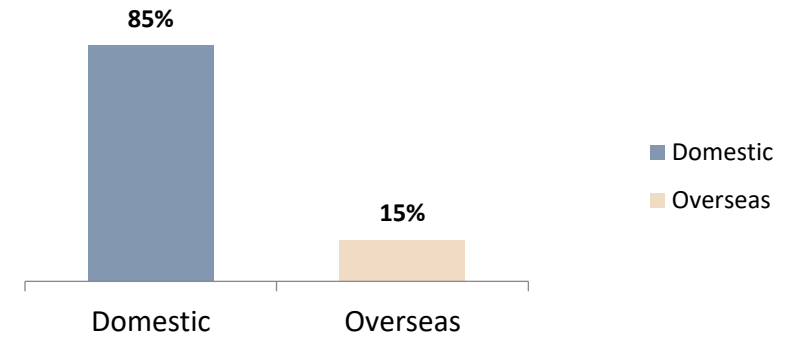


# Quarterly Business Secured Break up – Standalone

### Consultancy Vs LSTK



### Consultancy Domestic Vs Overseas

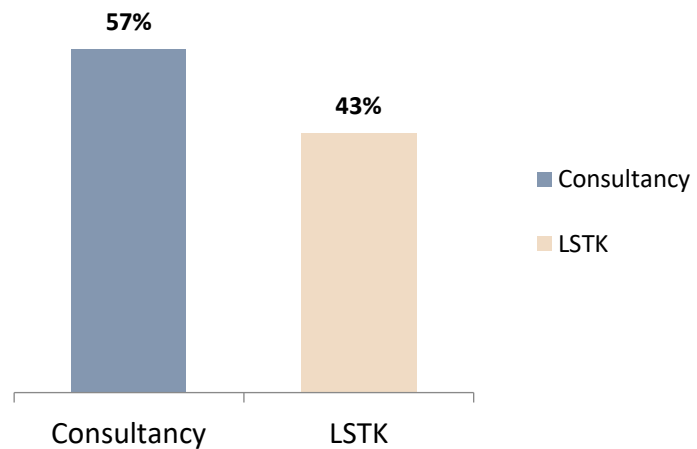


*Most of the orders have been secured in the Hydrocarbon sector*

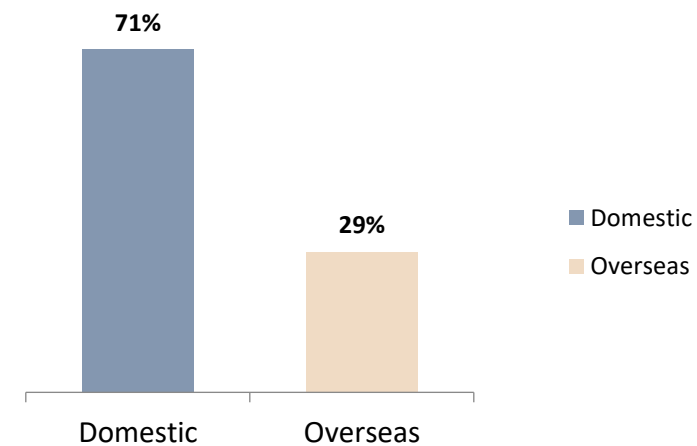
*Note : Data on standalone basis*

# Quarterly Order Book Break up – Standalone

### Consultancy Vs LSTK



### Consultancy Domestic Vs Overseas



Note : Data on standalone basis

# Q1 FY24-25 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>Domestic</b>					
LSTK-OBE	Execution of TNT Plant at HEF, Khadki on Open Book Estimate (OBE) Basis	Munitions India Limited (MIL)	4182	April 2024	January 2027
LSTK-OBE	Convention Centre at Advanced Training Institute (ATI) - ONGC, Goa	ATI-ONGC (erstwhile IPSHEM)	4755	April 2024	October 2025
Consultancy	PMC and EPCM Services for Polypropylene (PP) Unit and Revamp of PFCC Project at BPCL Kochi Refinery	Bharat Petroleum Corporation Limited (BPCL)	1453	April 2024	December 2027
LSTK-OBE	Construction of Yatri Niwas Complexes at Baltal Camp, Nunwan camp, Bijbehara and Sidra in J&K	Oil and Natural Gas Corporation (ONGC)	2942	May 2024	November 2025
Consultancy	Refinery Performance Improvement Program (RPIP) at Indian Oil Corporation Limited, Haldia Refinery	Indian Oil Corporation Limited (IOCL)	644	June 2024	July 2027
Consultancy	750 KTA PDH and 500 KTA PP Plant with Ethane and Propane storage and handling facility at Dahej Petrochemicals Complex	Petronet LNG Limited	7150	June 2024	January 2028
<b>Overseas</b>					
Consultancy	PMC Services for FEED Phase ((Ph-1) & Preparation of U&O BDEP for: <ul style="list-style-type: none"> <li>Ethane Cracker (EC) and Polyethylene (PE) Units</li> <li>PDH and PP Units</li> </ul>	ODUM Energy FZE, Nigeria (Separate Contracts)	717	April 2024	December to February 2025
Consultancy	<ul style="list-style-type: none"> <li>Ghasha Concession Projects - Mishrif Oil Development Project</li> <li>Pre-FEED and FEED for valorization Project excess Ethylene from RFCC (Refining Group)</li> <li>COO - CED.FWA.T20 - PMRs/FCs Zirku pkg-6, ZR Sarb pkg 3, Operator Shelter, Blasting &amp; painting Yard</li> </ul>	ADNOC Group Companies, UAE (Separate Contracts)	1610	May 2024	September 2024
				May 2024	May 2025
				June 2024	May 2025



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## Annual Performance Summary

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# Annual Performance Summary – Standalone



Rs Mn

<b>TURNOVER</b>	<b>2023-24</b>	<b>2022-23</b>	<b>2021-22</b>	<b>2020-21</b>	<b>2019-20</b>
Consultancy	<b>14,543</b>	14,179	14,575	13,833	15,653
Turnkey	<b>17,779</b>	18,659	14,129	17,214	16,377
Consultancy + Turnkey	<b>32,322</b>	32,838	28,704	31,047	32,030
Other Income	<b>2,246</b>	1,691	1,367	1,949	2,580
Total Income	<b>34,568</b>	34,529	30,071	32,996	34,611

<b>SEGMENT PROFITS</b>	<b>2023-24</b>	<b>2022-23</b>	<b>2021-22</b>	<b>2020-21</b>	<b>2019-20</b>
Consultancy	<b>3,253</b>	3830	4,085	3,799	4,989
Turnkey	<b>1,024</b>	521	356	558	655
Consultancy %	<b>22%</b>	27%	28%	27%	32%
Turnkey %	<b>6%</b>	3%	3%	3%	4%

<b>PAT</b>	<b>2023-24</b>	<b>2022-23</b>	<b>2021-22</b>	<b>2020-21</b>	<b>2019-20</b>
PAT	<b>3,570</b>	3422	3,444	2,595	4,302
PAT %	<b>11%</b>	10%	12%	8%	13%

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

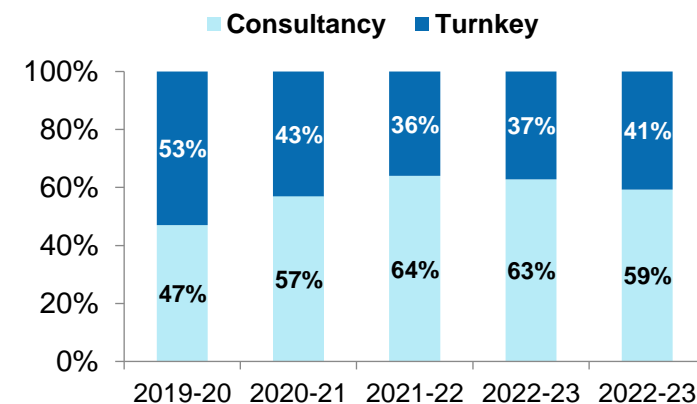
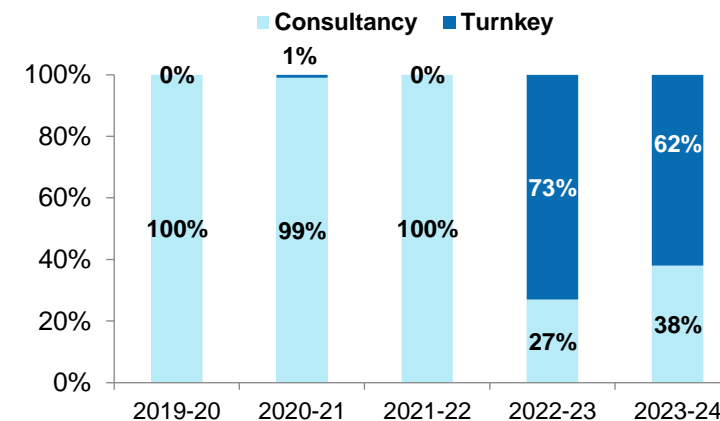


# Business Secured and Order Book – Standalone

Rs Mn

Business Secured	FY 23-24	FY 22-23	FY 21-22	FY 20-21	FY 19-20
Consultancy (domestic)	7,964	6,477	16,515	14,550	8,119
Consultancy (overseas)	4,985	6,138	356	1,011	8,053
Consultancy Total	12,949	12,615	16,871	15,562	16,172
Turnkey	21,113	34,463	0	130	0
Total Business secured	34,062	47,078	16,871	15,692	16,172

Order Book	March 24	March 23	March 22	March 21	March 20
Consultancy	46,367	48,296	48,983	45,816	44,561
Turnkey	31,868	28,650	27,566	34,003	50,993
Total Order Book	78,235	76,946	76,549	79,819	95,554
Consultancy %	59%	63%	64%	57%	47%
Turnkey %	41%	37%	36%	43%	53%



# Capital Investments – as on Q1 FY 24-25



Description	Investment 1	Investment 2		Investment 3	Investment 4
<b>Name</b>	Ramagundam Fertilizer Project	NELP IX : Two Upstream Assets (CB-ONN-2010 / 8)      CB-ONN-2010 / 11		Minority stake in Numaligarh Refinery Ltd.	LLC-BEO (Bharat Energy Office)
<b>Implementing agency</b>	M/s Ramagundam Fertiliser & Chemical Ltd.	M/s Bharat Petro Resources Ltd. (BPRL)	M/s GAIL India Ltd.	-	-
<b>JV Partners / Share-holding</b>	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%	Equal participation of 20% by OIL, OVL, GAIL, IOCL & EIL
<b>State / Country</b>	Telangana	Gujarat	Gujarat	Assam	Moscow, Russia
<b>Size / Capacity / Area</b>	<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)	-
<b>Approximate project cost/ investment at start</b>	Rs. 6388 Crore	Rs. 300 Crore / USD 50 Million ( During Bidding Stage)		-	USD 500,000/-
<b>Total Equity Investment by EIL</b>	Rs. 491 Crores	-		Rs 769.16 crores*	USD 100,000/-

\*Rs. 69.16 Crore invested in NRL in FY 2023-24 against Rights issue of 1,25,73,627 partly paid equity shares.

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