



इंजीनियर्स
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS
INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

2nd Quarter Results : FY 18-19

13th Nov, 2018



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Quarterly Financial Performance

Q2 FY 18-19 Performance Summary - Standalone



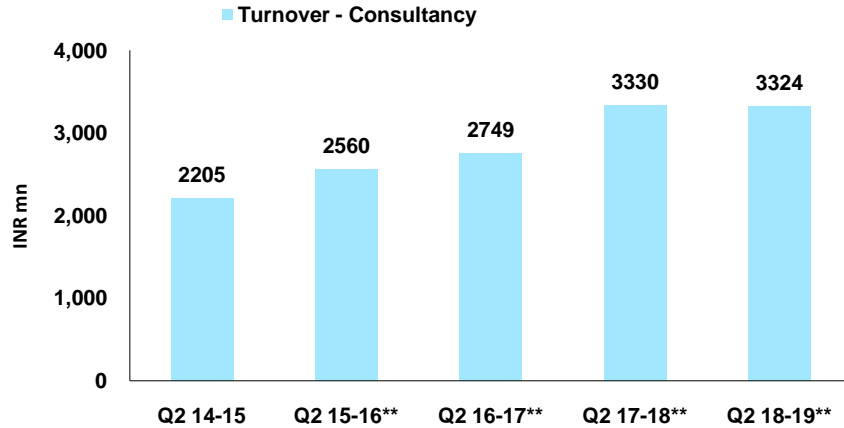
Standalone	Rs Mn					Q2 FY : 18-19
TURNOVER	Q2 18-19*	Q1 18-19**	Q1 17-18**	Q2 17-18**	Q3 17-18**	Q4 17-18**
Consultancy – Domestic	2889.5	2790.2	2708.9	2757.3	3216.0	2852.4
Consultancy - Overseas	434.4	433.0	535.9	573.0	629.2	520.3
Consultancy Total	3323.9	3223.2	3244.8	3330.3	3845.2	3372.7
Turnkey	3490.2	2510.0	508.8	960.6	888.9	1724.6
Consultancy + Turnkey	6814.1	5733.2	3753.6	4290.9	4734.1	5097.3
Other Income	614.3	521.9	456.2	466.5	393.0	479.0
Total Income	7428.4	6255.1	4209.8	4757.4	5127.1	5576.3
SEGMENT PROFIT	Q2 18-19**	Q1 18-19**	Q1 17-18**	Q2 17-18**	Q3 17-18**	Q4 17-18**
Consultancy	964.0	899.9	909.2	1057.4	1439.7	896.4
Turnkey	174.9	147.3	38.7	486.2	107.8	121.0
Total	1138.9	1047.2	947.9	1543.6	1547.5	1017.4

• Note: All figures are on standalone basis

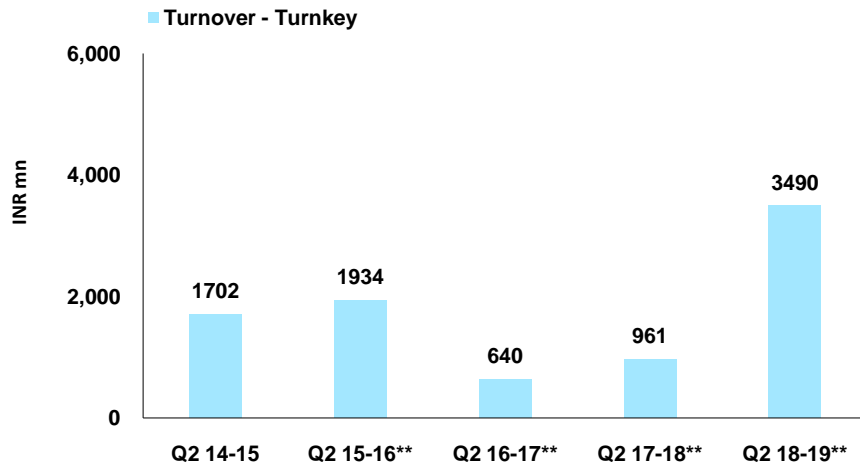
**Figures as per IND AS



Turnover - Consultancy



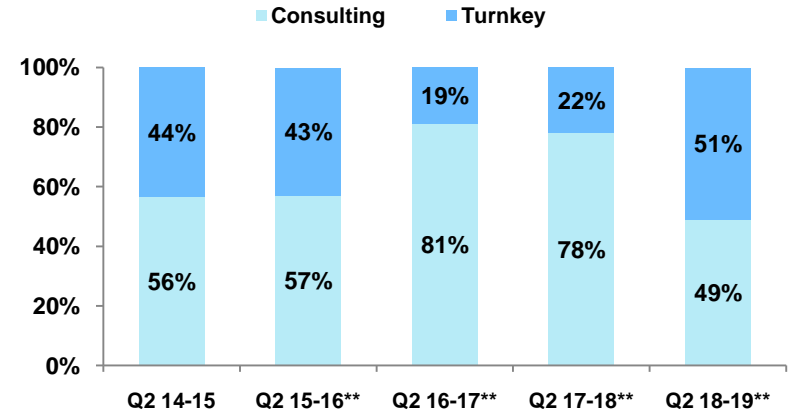
Turnover - Turnkey



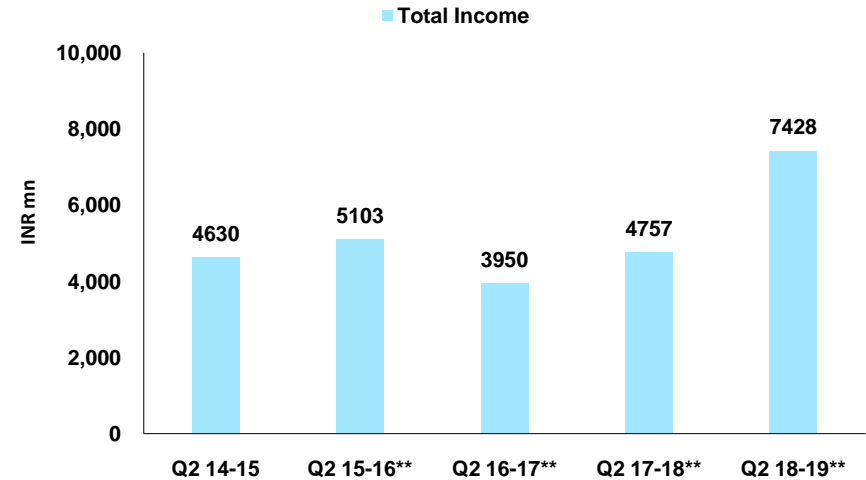
Note: All figures have been taken on standalone basis for EIL

** Figures as per IND AS

Turnover Mix (Consultancy Vs Turnkey)



Total Income





<i>Rs Mn</i>			
TURNOVER	H1 18-19**	H1 17-18**	H2 17-18**
Consultancy – Domestic	5679.7	5466.2	6068.3
Consultancy – Overseas	867.4	1108.9	1149.5
Consultancy Total	6547.1	6575.1	7217.8
Turnkey	6000.2	1469.5	2613.4
Consultancy + Turnkey	12547.3	8044.6	9831.2
Other Income	1136.2	922.7	872.0
Total Income	13683.5	8967.3	10703.2
SEGMENT PROFIT	H1 18-19**	H1 17-18**	H2 17-18**
Consultancy	1863.9	1966.6	2336.1
Turnkey	322.1	524.9	228.7
Total	2186.0	2491.5	2564.8

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



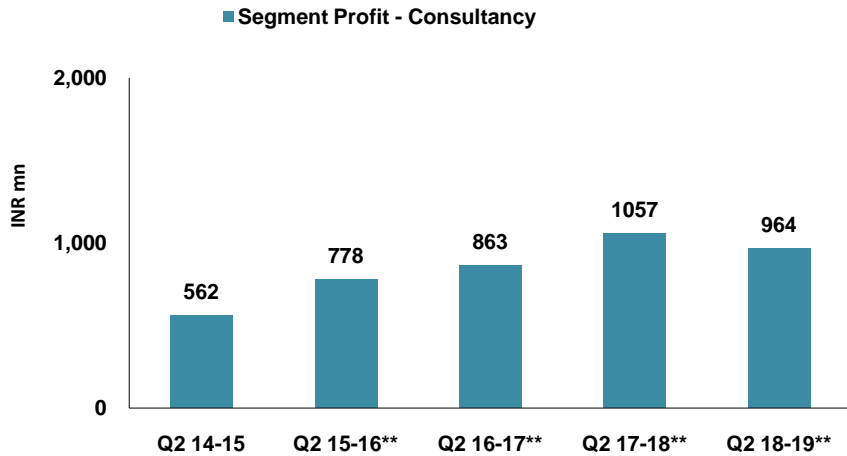
	<i>Rs Mn</i>					
	Q2 18-19**	Q1 18-19**	Q4 17-18**	Q3 17-18**	Q2 17-18**	Q1 17-18**
PBT	1468.3	1328.3	992.6	1681.5	1793.5	1213.4
PAT	977.7	866.2	689.2	1084.0	1191.7	813.7
EPS#	1.55	1.37	1.10	1.71	1.81	1.21

	<i>Rs Mn</i>		
	H1 18-19**	H1 17-18**	H2 17-18**
PBT	2796.7	3006.9	2674.1
PAT	1843.9	2005.5	1773.2
EPS#	2.92	3.02	2.81

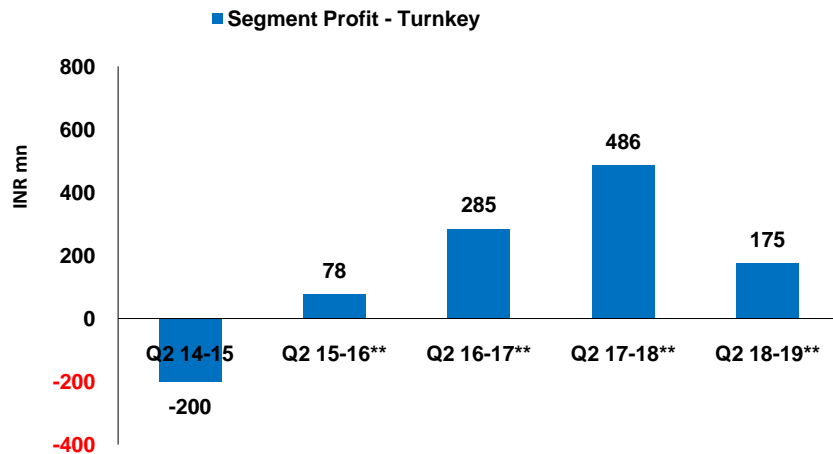
- Note: All figures are on standalone basis
- ** Figures as per IND AS
- # Post Allotment of Bonus Shares in Ratio of 1:1



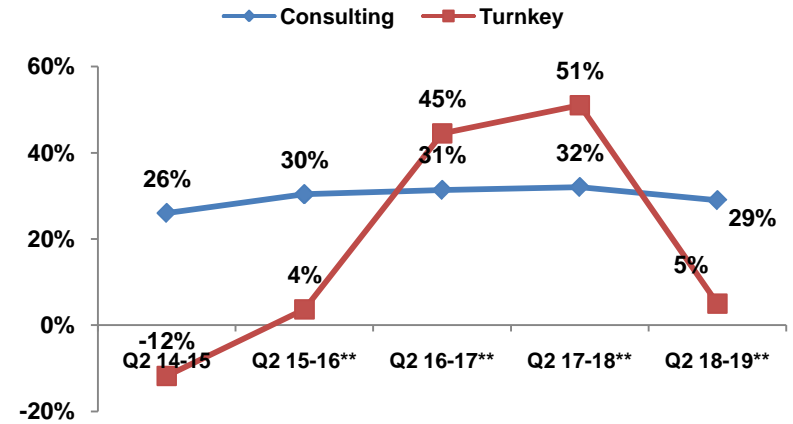
Segment Profit - Consultancy



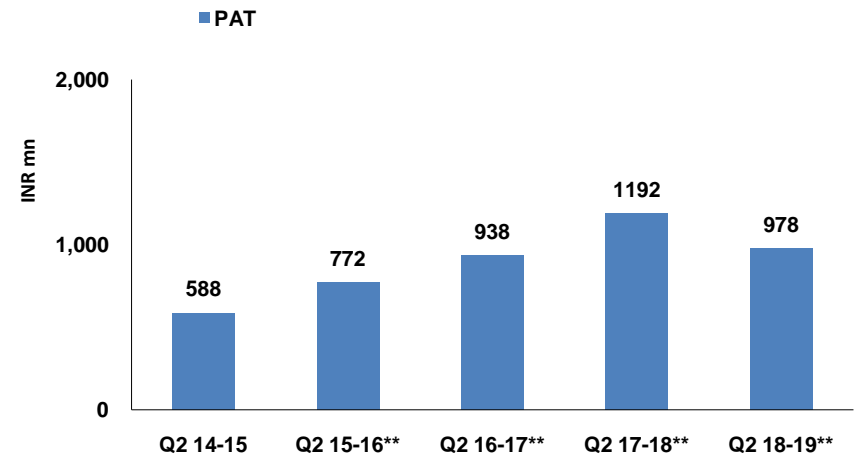
Segment Profit - Turnkey



Segment Profit %



PAT

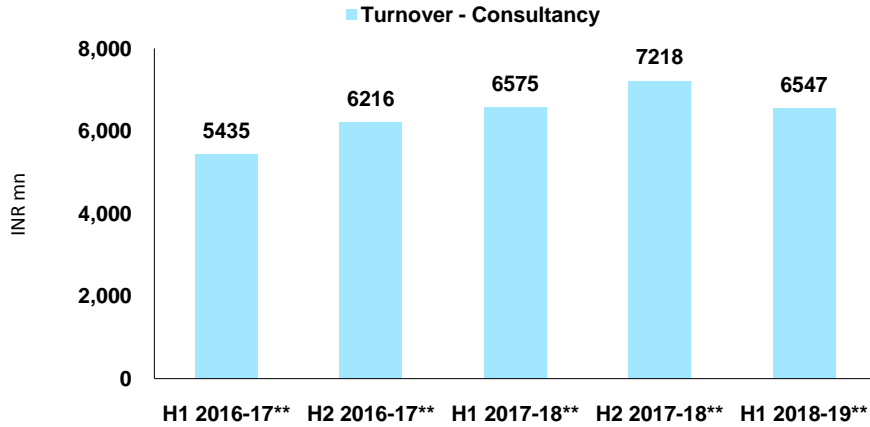


Note: All figures have been taken on a standalone for EIL

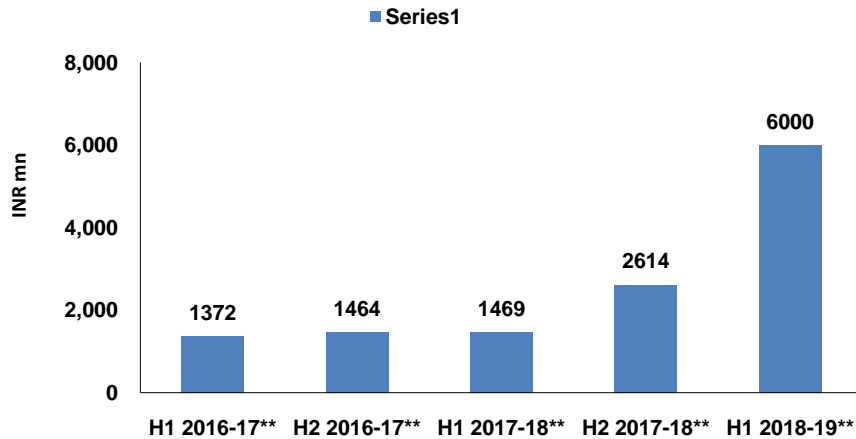
** Figures as per IND AS



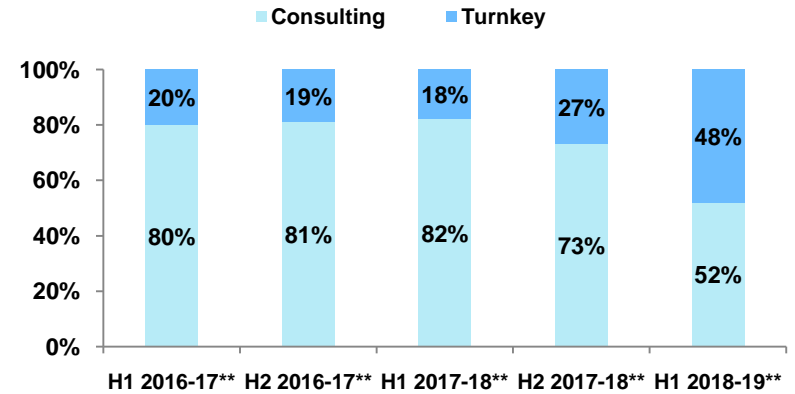
Turnover - Consultancy



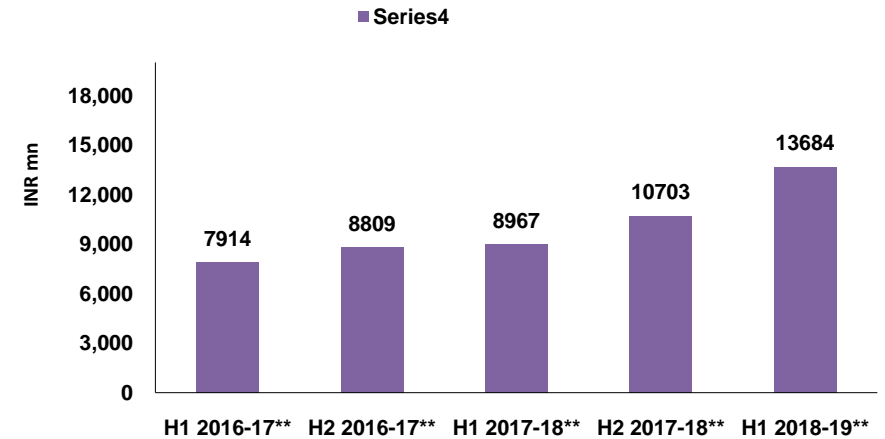
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



Total Income

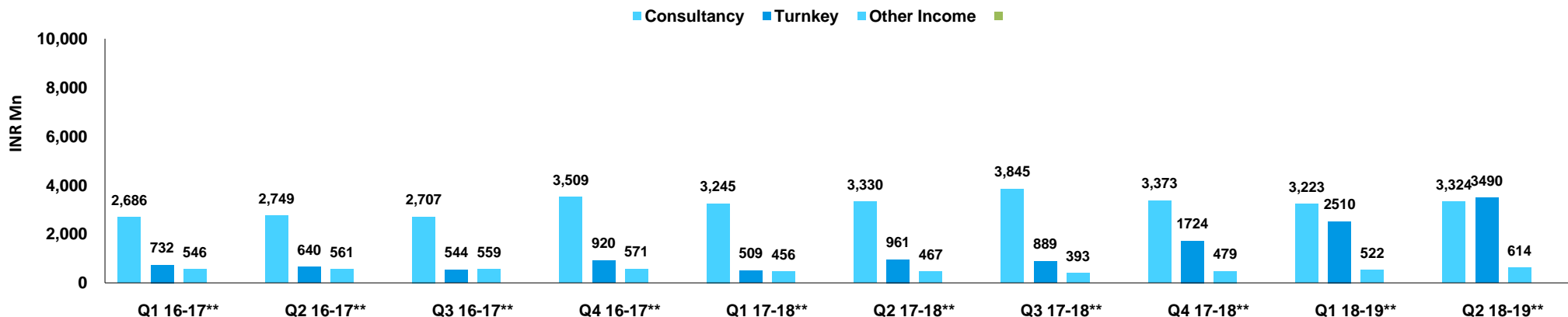


Note: All figures have been taken on standalone basis for EIL
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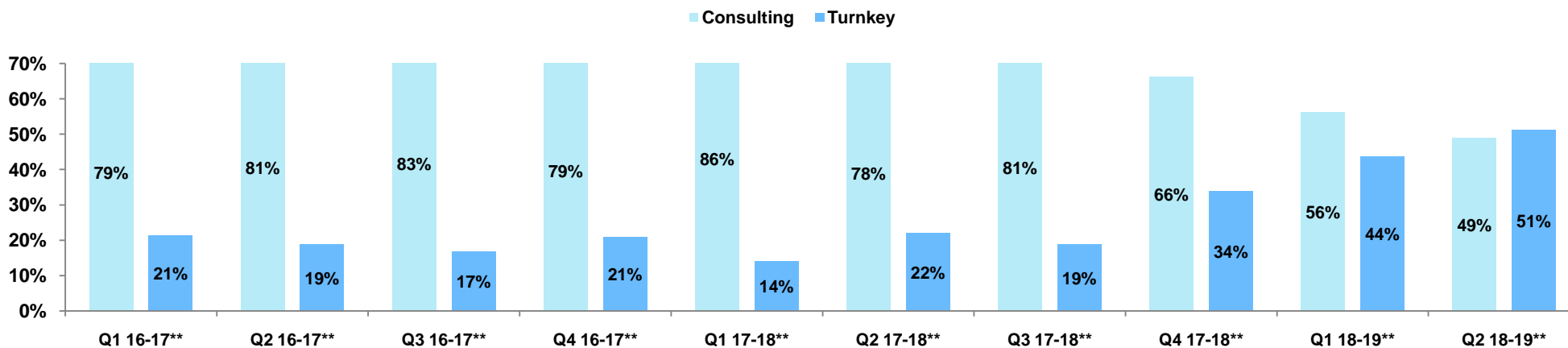
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)



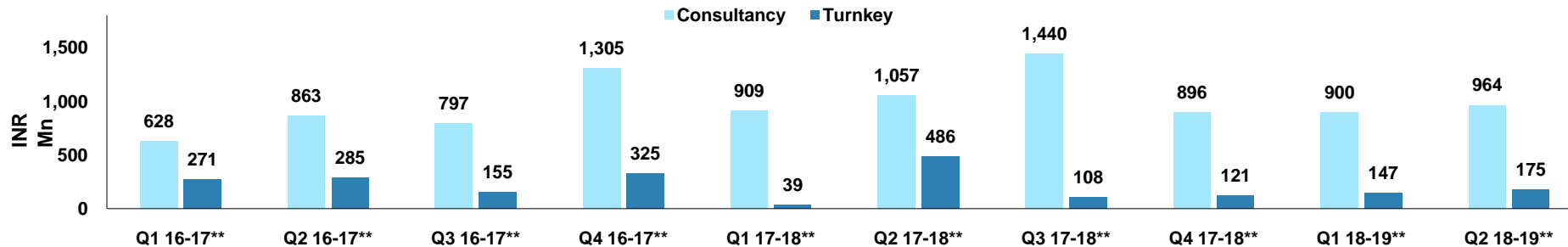
Note: All figures have been taken on a standalone for EIL

** Figures as per IND AS

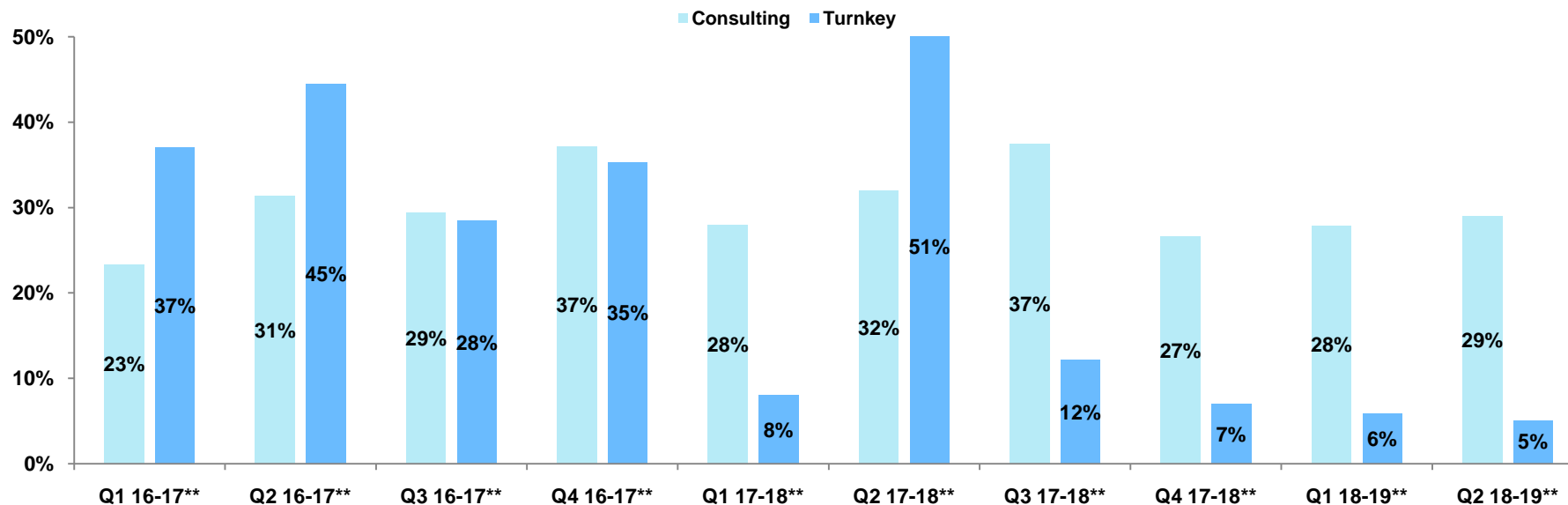
Quarterly Performance Track Record – Standalone



Segment Wise Operating Profit



Segment Wise Profit %



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

** Figures as per IND AS



2

Quarterly Business Secured and Order Book

Q2 FY 18-19 Business Secured and Order Book – Standalone



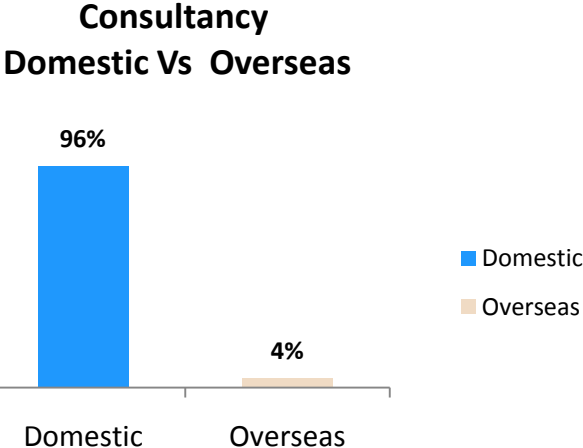
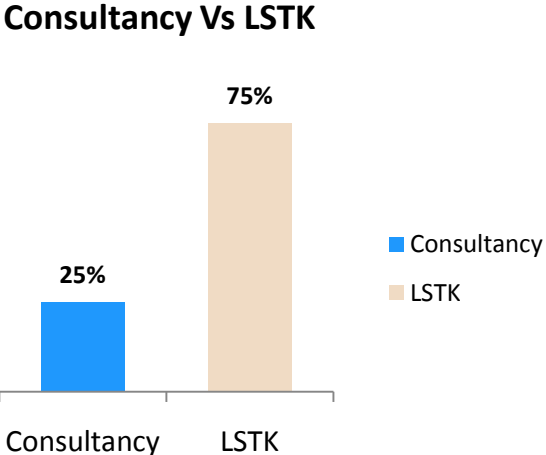
Rs Mn

Business Secured	H1 18-19	Q2 18-19	Q1 18-19	Q1 17-18	Q2 17-18	Q3 17-18	Q4 17-18
Consultancy (domestic)	13,475	13,116	359	788	10,953	1,086	746
Consultancy (overseas)	558	85	473	150	2,723	74	89
Consultancy Total	14,033	13,201	832	938	13,675	1,161	835
Turnkey	42,922	42,922	0	2,447	2,350	0	0
Total Business secured	56,955	56,123	832	3,385	16,025	1,161	835

Rs Mn

Order Book (Cumulative)	H1 17-18	Q1 18 -19	As on March 18	As on March 17	As on March 16	As on March 15
Consultancy	48,940	38,610	41,739	40,208	30,100	24,543
Turnkey	65,700	33,680	36,992	37,411	7,786	11,866
Total Order Book	114,640	72,290	78,731	77,619	37,887	36,409
Consultancy %	43%	53%	53%	52%	79%	67%
Turnkey %	57%	47%	47%	48%	21%	33%

Note : Data on unconsolidated basis

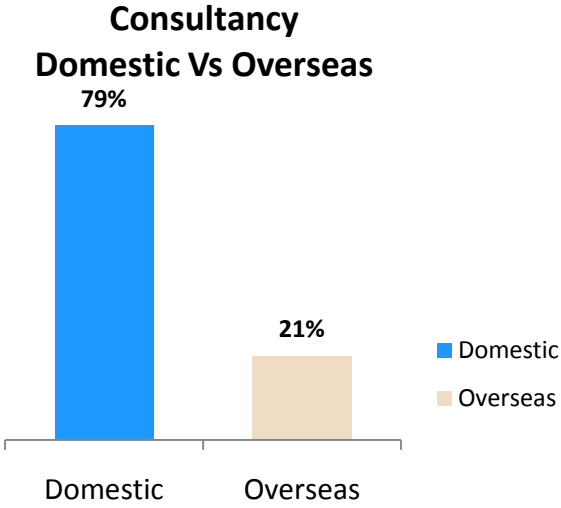
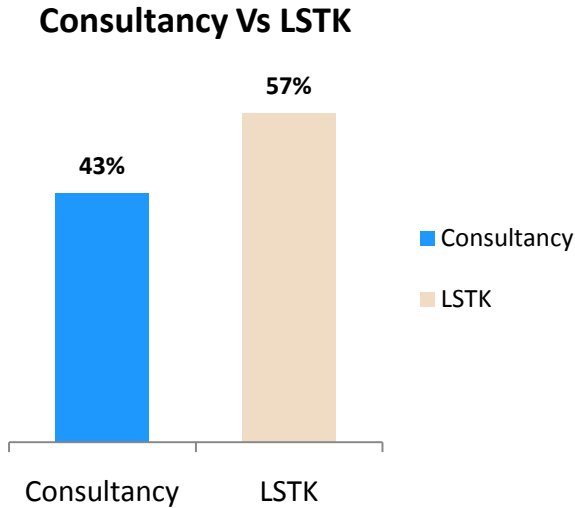


Most of the orders have been secured in the Hydrocarbon sector

Note : Data on unconsolidated basis







Q2 FY : 18-19



Note : Data on unconsolidated basis



Q2 FY 18-19

Domestic					
	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
TURNKEY					
	Execution of Residual Utilities and Offsites for Rajasthan Refinery Project on Open Book Estimate(OBE) Basis	HPCL Rajasthan Refinery Limited (HRRL)	42920	Q2, FY18 -19	Q3 FY22-23
CONSULTANCY					
	PMC Services for Execution of Rajasthan Refinery Project (RRP)	HPCL Rajasthan Refinery Limited (HRRL)	11822	Q2, FY18 -19	Q4 FY23-24
ABRPL	EPCM Services for Bio-Refinery Project at Numaligarh	Assam Bio-Refinery Pvt Ltd (ABRPL)	440	Q2, FY18 -19	Q4 FY20-21
Overseas					
CONSULTANCY					
	PMC Services for Hail- Full Field Development –FFD	ADOC, Japan	40.5	Q2, FY18 -19	Q1 FY19-20
	Quantitative Risk Analysis for Suhar Refinery New Crude Oil Tank and Single Buoy Mooring	ORPIC, Oman	34.8	Q2, FY18 -19	Q1 FY18-19



3

Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12
Consultancy	13,793	11,650	10,074	9,480	11,091	12,342	12,073
Turnkey	4,083	2,836	5,036	7,650	7,145	12,717	24,914
Consultancy + Turnkey	17,876	14,486	15,110	17,130	18,236	25,060	36,987
Other Income	1795	2,237	2,478	2,731	2,321	2,618	2,175
Total Income	19671	16,723	17,588	19,861	20,557	27,678	39,161

SEGMENT PROFITS	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12
Consultancy	4303	3592	2,646	2,465	4,920	5,646	5,255
Turnkey	754	1036	122	560	403	1,275	2,452
Consultancy %	31%	31%	26%	26%	44%	46%	44%
Turnkey %	18%	37%	2%	7%	6%	10%	10%

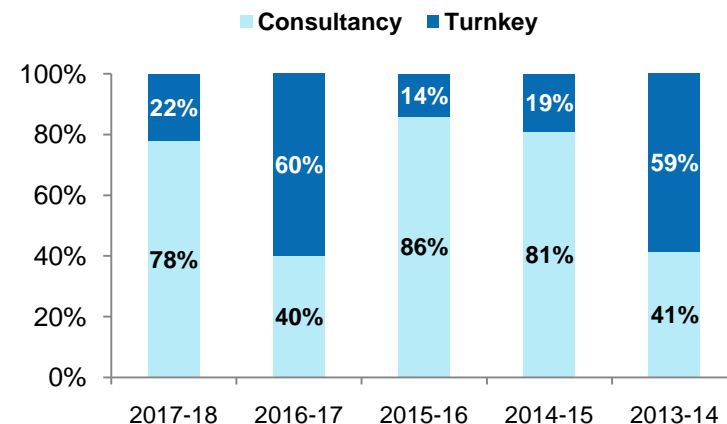
PAT	2017-18**	2016-17**	2015-16**	2014-15	2013-14	2012-13	2011-12
PAT	3779	3250	2762	3080	4798	6286	6363
PAT %	21%	22%	18%	18%	26%	25%	17%

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



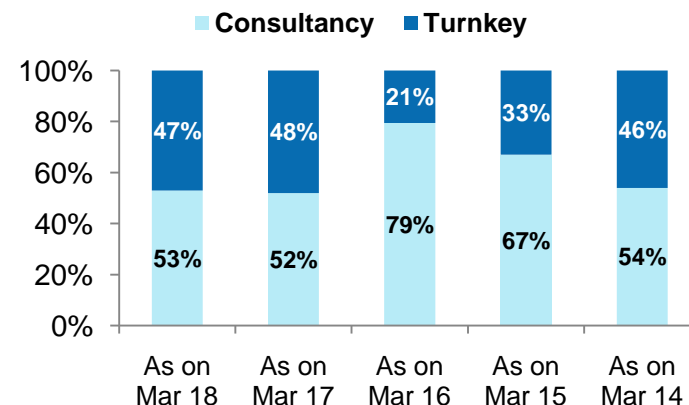
Rs Mn

Business Secured	FY 17-18	FY 16-17	FY 15-16	FY 14-15	FY 13-14
Consultancy (domestic)	13,572	20,319	9,900	6,103	4,073
Consultancy (overseas)	3,036	2,644	3,860	12,533	696
Consultancy Total	16,608	22,963	13,760	18,636	4,768
Turnkey	4,797	34,118	2,200	4,420	6,779
Total Business secured	21,405	57,081	15,960	23,057	11,547



Rs Mn

Order Book	As on March 18	As on March 17	As on March 16	As on March 15	As on March 14
Consultancy	41,739	40,208	30,100	24,543	15,717
Turnkey	36,992	37,411	7,786	11,866	13,391
Total Order Book	78,731	77,619	37,887	36,409	29,108
Consultancy %	53%	52%	79%	67%	54%
Turnkey %	47%	48%	21%	33%	46%





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