

सं.सचिव/No. Secy/906/9/10

05.02.2020

**The BSE Limited**  
**Phiroze Jeejeebhoy Towers**  
**Dalal Street, Fort**  
**Mumbai – 400 023**

**The National Stock Exchange of India Limited**  
**Exchange Plaza, 5<sup>th</sup> Floor**  
**Bandra Kurla Complex**  
**Bandra (East), Mumbai-400051**

**विषय: निवेशक प्रस्तुति: तिमाही परिणाम Q3-FY 2019-20 पर हाइलाइट्स**

**Sub: Investor Presentation: Highlights on Quarterly Results Q3-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 31<sup>st</sup> December, 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

संलग्नक: यथोक्त/Encl: As above

सर्व शिक्षा अभियान



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हिन्दी देश की एकता की कड़ी है।



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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 19-20

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5<sup>th</sup> February 2020



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## Financial Performance – Q3 and 9 Monthly

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## Q3 FY 19-20 : Quarterly Performance Summary - Standalone



Rs Mn

TURNOVER	Q3 19-20	Q2 19-20	Q1 19-20	Q1 18-19	Q2 18-19	Q3 18-19	Q4 18-19
Consultancy – Domestic	2784.5	2898.1	3024.0	2790.2	2889.5	2950.1	3066.4
Consultancy – Overseas	866.6	641.9	1421.5	433.0	434.4	475.1	456.0
Consultancy Total	3651.1	3540.0	4445.5	3223.2	3323.9	3425.2	3522.4
Turnkey	5255.1	3697.3	2903.5	2510.0	3490.2	2344.8	2603.6
Consultancy + Turnkey	8906.2	7237.3	7349.0	5733.2	6814.1	5770.0	6126.1
Other Income	657.0	655.3	582.9	521.9	614.3	518.6	596.0
Total Income	9563.2	7892.6	7931.9	6255.1	7428.4	6288.6	6722.1
SEGMENT PROFIT	Q3 19-20	Q2 19-20	Q1 19-20	Q1 18-19	Q2 18-19	Q3 18-19	Q4 18-19
Consultancy	901.9	968.4	1745.5	899.9	964.0	1018.7	1011.1
Turnkey	159.6	285.2	79.3	147.3	174.9	142.6	163.1
Total	1061.5	1253.6	1824.8	1047.2	1138.9	1161.3	1174.3

Note: All figures are on standalone basis

# 9M FY 19-20 : Nine Monthly Performance Summary - Standalone



Rs Mn

<b>TURNOVER</b>	<b>9M 19-20</b>	<b>9M 18-19</b>	<b>9M 17-18</b>
Consultancy – Domestic	8706.4	8629.8	8682.2
Consultancy - Overseas	2930.1	1342.5	1738.0
Consultancy Total	11636.5	9972.3	10420.2
Turnkey	11855.9	8345.0	2358.5
Consultancy + Turnkey	23492.4	18317.3	12778.7
Other Income	1895.3	1654.7	1315.7
Total Income	25387.7	19972.1	14094.4

<b>SEGMENT PROFIT</b>	<b>9M 19-20</b>	<b>9M 18-19</b>	<b>9M 17-18</b>
Consultancy	3615.9	2882.6	3406.3
Turnkey	524.2	464.7	632.7
Total	4140.1	3347.4	4039.0

Note: All figures are on standalone basis



*Rs Mn*

	<b>Q3 19-20</b>	Q2 19-20	Q1 19-20	Q1 18-19	Q2 18-19	Q3 18-19	Q4 18-19
PBT	1452.8	1663.1	1917.1	1328.3	1468.3	1411.4	1466.9
PAT	1086.7	677.5	1241.0	866.2	977.7	907.7	949.0
EPS	1.72	1.08	1.96	1.37	1.55	1.43	1.51

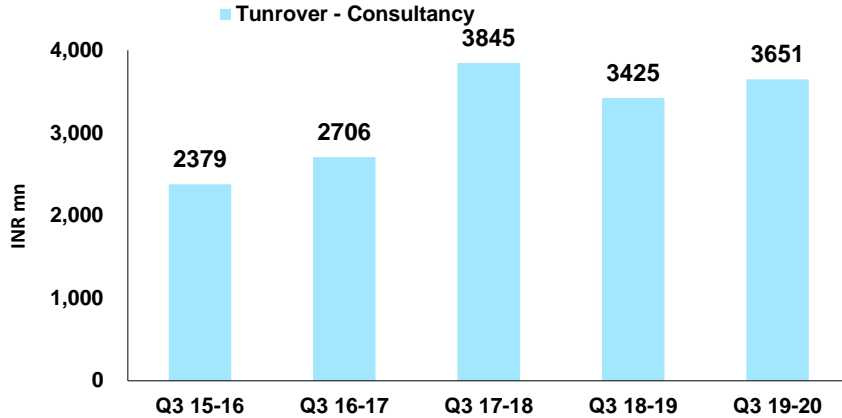
*Rs Mn*

	<b>9M 19-20</b>	9M 18-19	9M 17-18
PBT	5032.9	4208.1	4688.4
PAT	3005.2	2751.6	3089.6
EPS	4.76	4.35	4.73

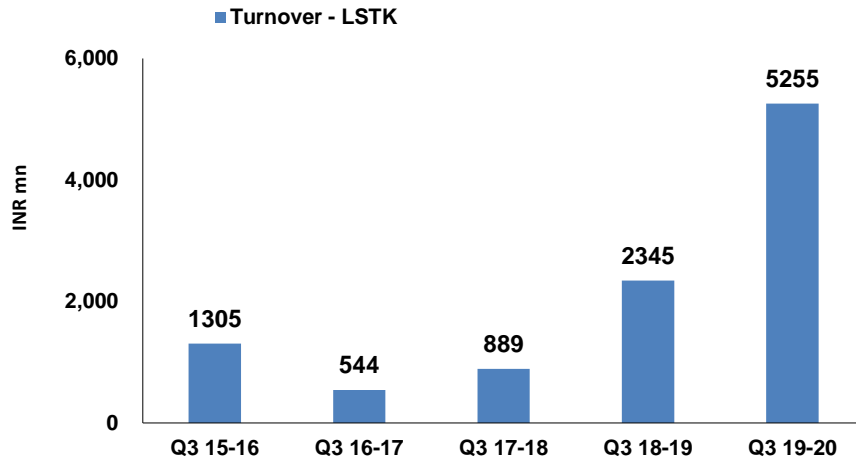
Note: All figures are on standalone basis



## Turnover - Consultancy

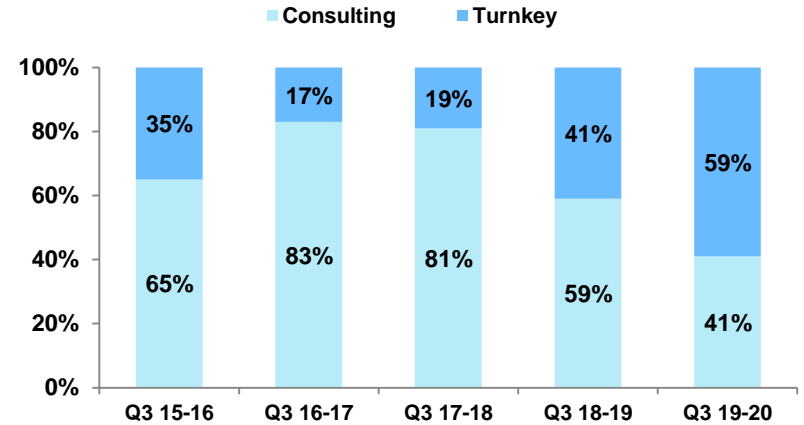


## Turnover – Turnkey

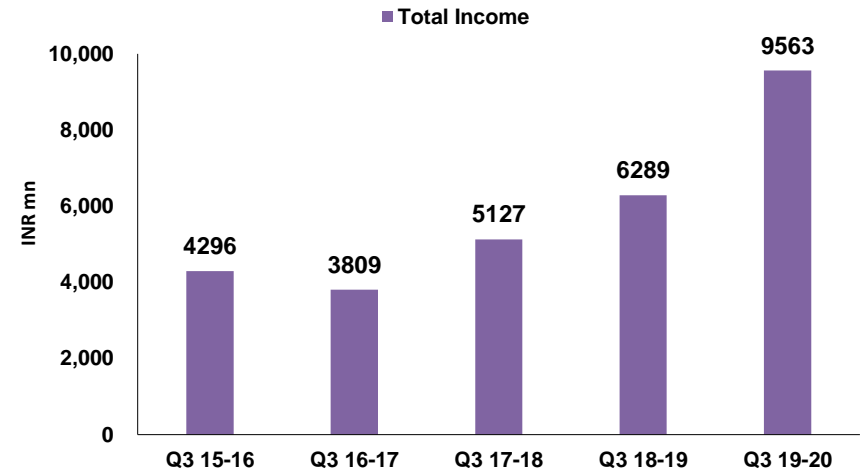


Note: All figures are on standalone basis

## Turnover Mix (Consultancy Vs Turnkey)



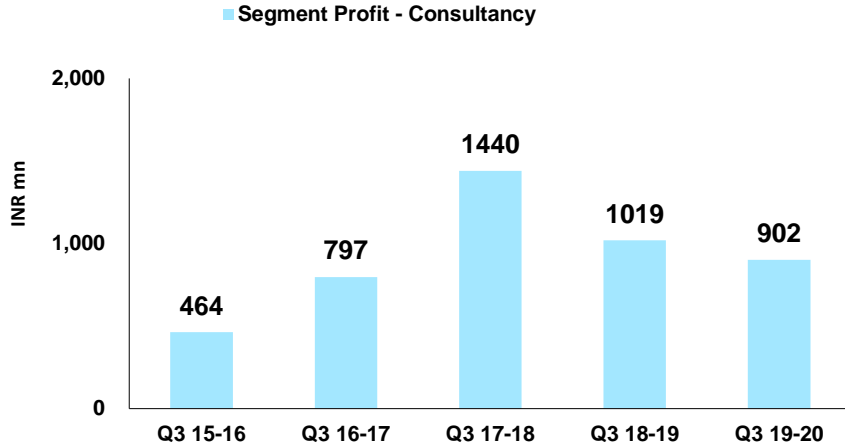
## Total Income



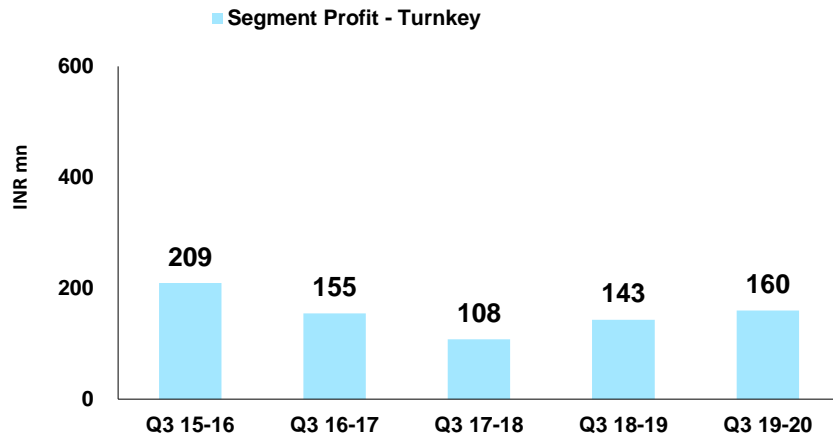




## Segment Profit - Consultancy

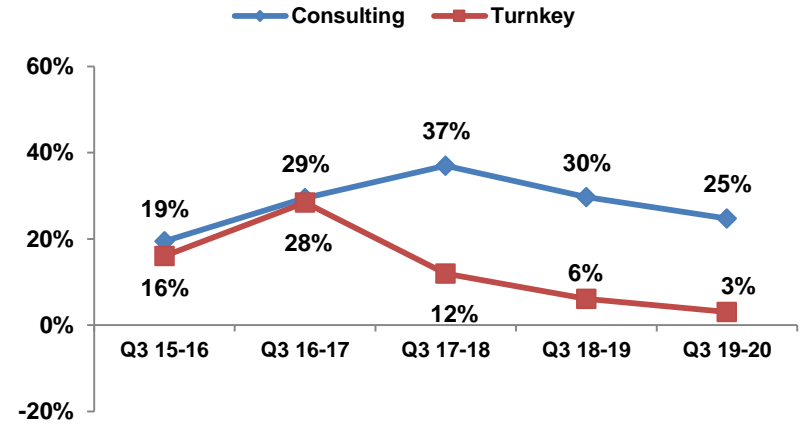


## Segment Profit - Turnkey

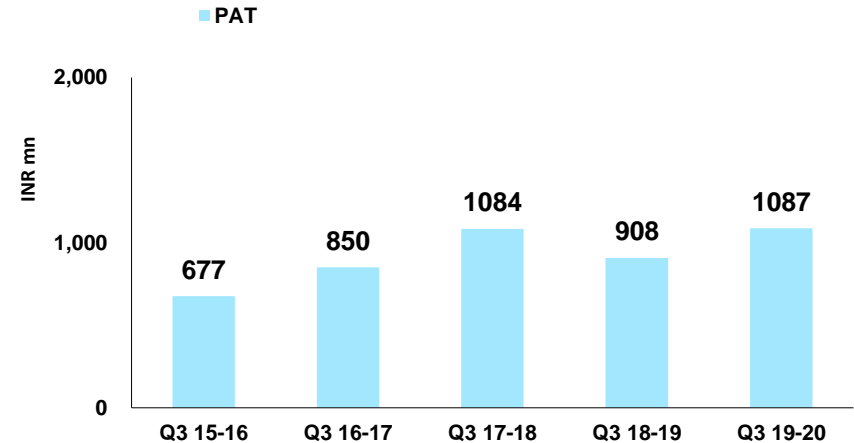


Note: All figures are on standalone basis

## Segment Profit %

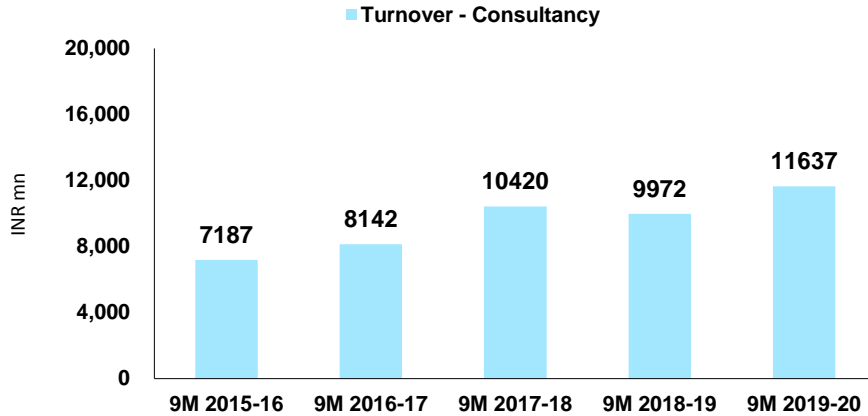


## PAT

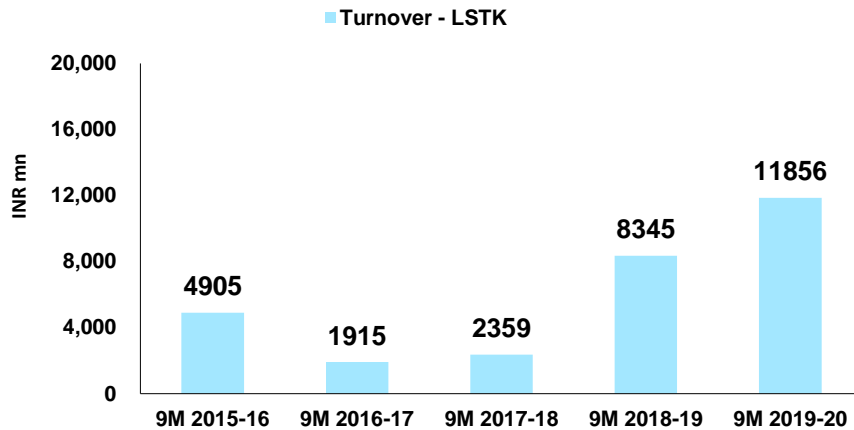




## Turnover - Consultancy

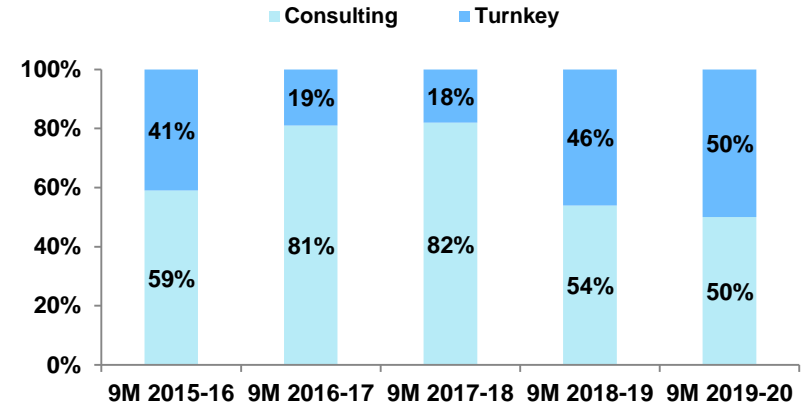


## Turnover - Turnkey

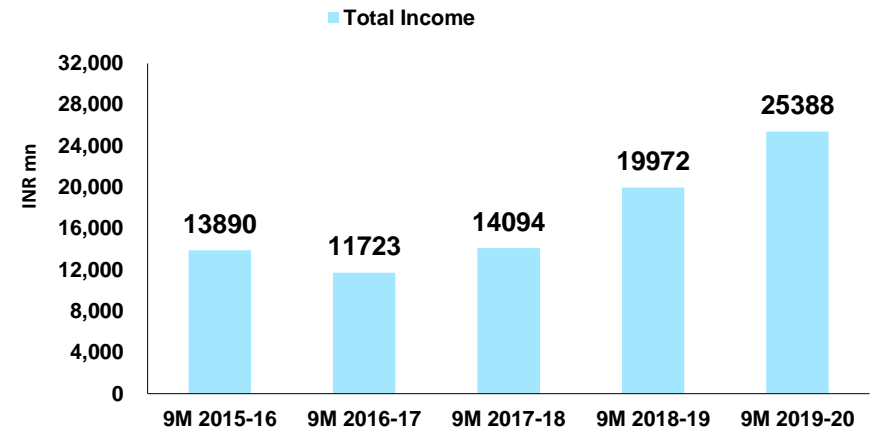


Note: All figures are on standalone basis

## Turnover Mix (Consultancy Vs Turnkey)



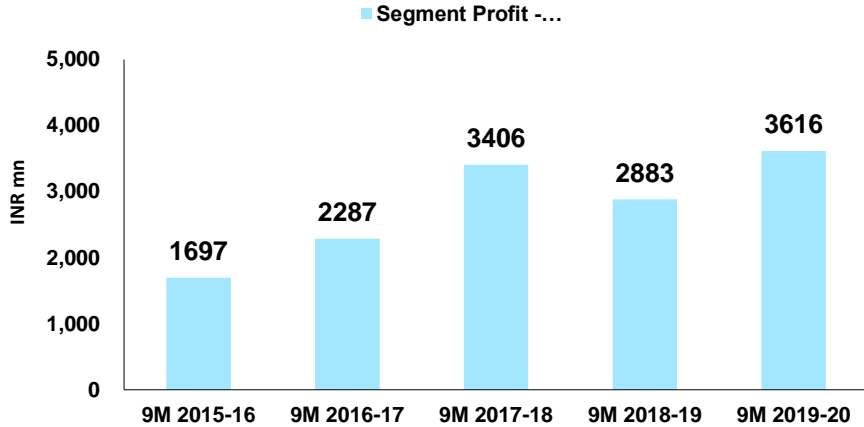
## Total Income



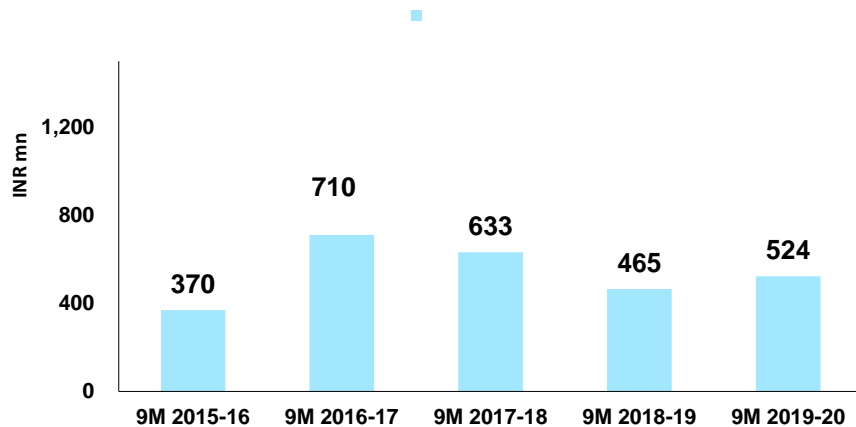
# 9M FY 19-20 : Nine Monthly Performance - Standalone



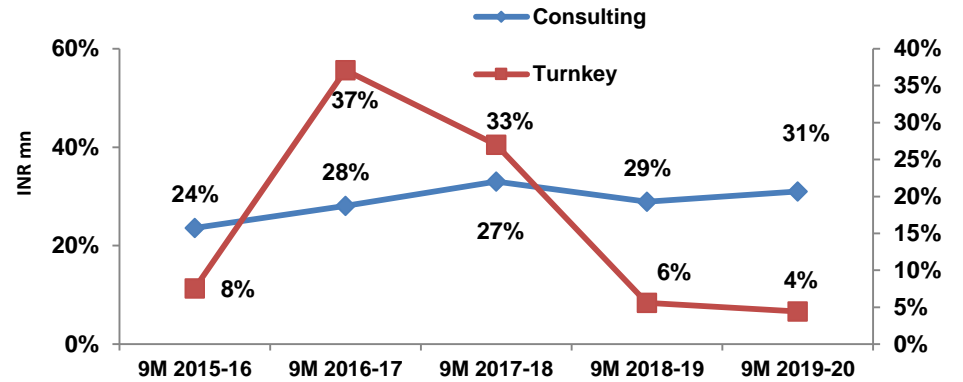
## Segment Profit - Consultancy



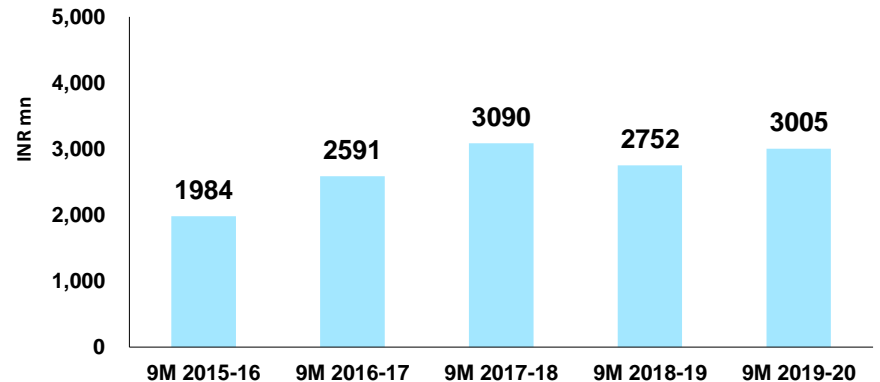
## Segment Profit - Turnkey



## Segment Profit %



## PAT

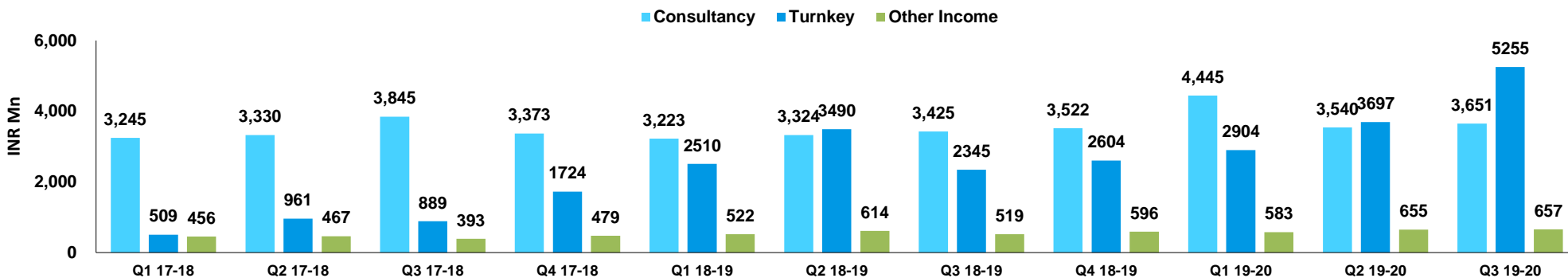


Note: All figures are on standalone basis

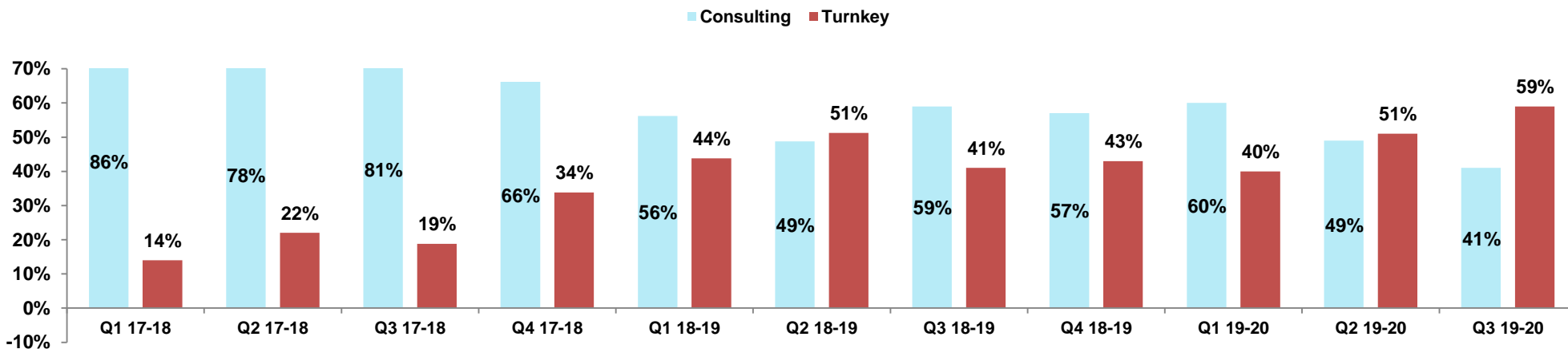
# Quarterly Performance Track Record - Standalone



## Total Income



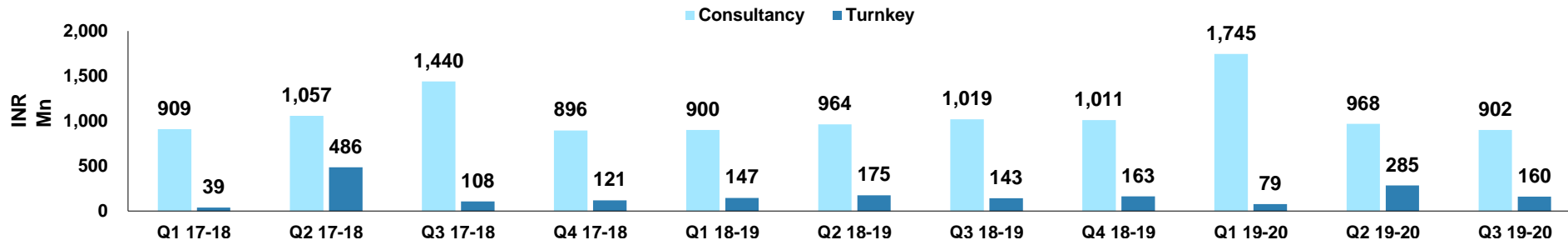
## Revenue Mix (Consultancy Vs Turnkey)



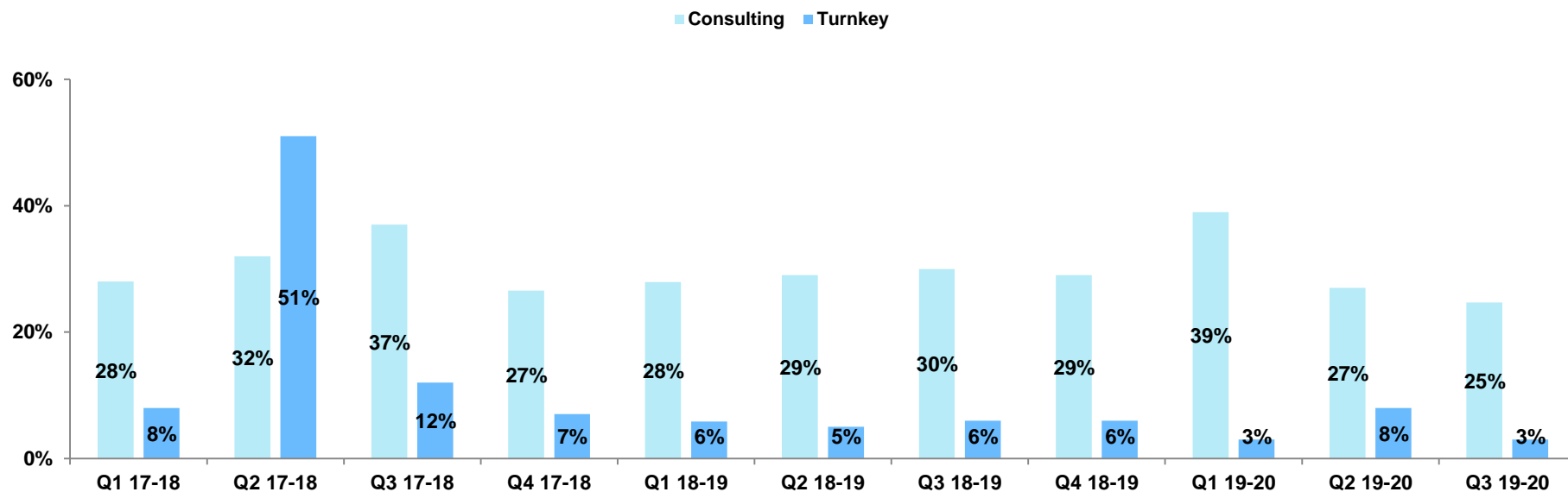
Note: All figures are on standalone basis



## Segment Wise Operating Profit



## Segment Wise Profit %



Note: All figures are on standalone



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## Business Secured and Order Book

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## Q3 & 9M FY 19-20 : Business Secured and Order Book – Standalone



Rs Mn

Business Secured	9M 19-20	Q3 19-20	Q2 19-20	Q1 19-20	Q1 18-19	Q2 18-19	Q3 18-19	Q4 18-19
Consultancy (domestic)	6,735	3,278	1,506	1,951	359	13,116	487	980
Consultancy (overseas)	7,975	329	161	7,485	473	85	291	62
Consultancy Total	14,710	3,607	1,667	9,436	832	13,201	778	1,042
Turnkey	0	0	0	0	0	42,922	130	0
Total Business secured	14,710	3,607	1,667	9,436	832	56,123	908	1,042

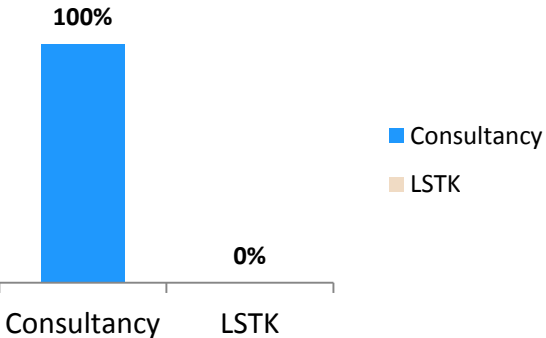
Rs Mn

Order Book (Cumulative)	9M 19-20	H1 19-20	Q1 19 -20	As on March 19	As on March 18	As on March 17	As on March 16
Consultancy	46,030	46,770	48,320	43,124	41,739	40,208	30,100
Turnkey	55,610	60,820	65,970	68,763	36,992	37,411	7,786
Total Order Book	101,640	107,590	114,290	1,11,887	78,731	77,619	37,887
Consultancy %	45%	43%	42%	39%	53%	52%	79%
Turnkey %	55%	57%	58%	61%	47%	48%	21%

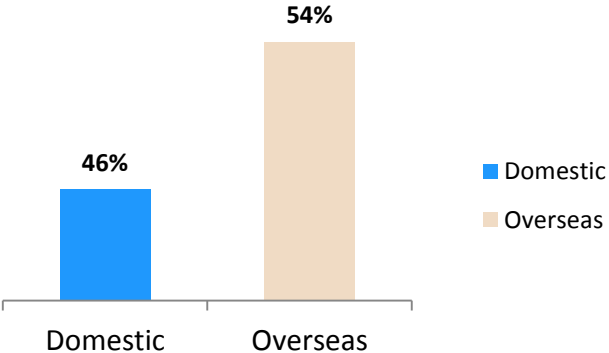
Note : Data on unconsolidated basis



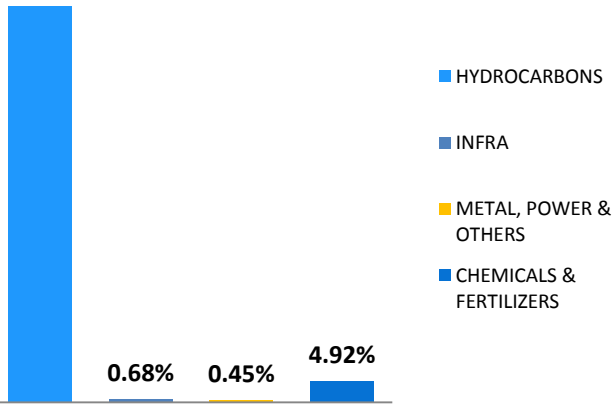
Consultancy Vs LSTK



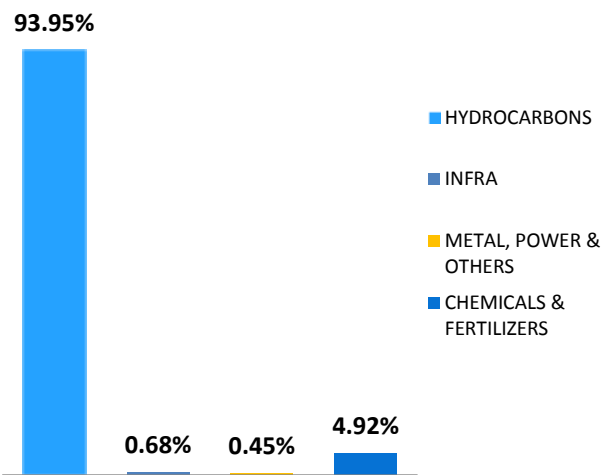
Consultancy Domestic Vs Overseas



Consultancy Segmental Break up



Total Orders Segmental Break up

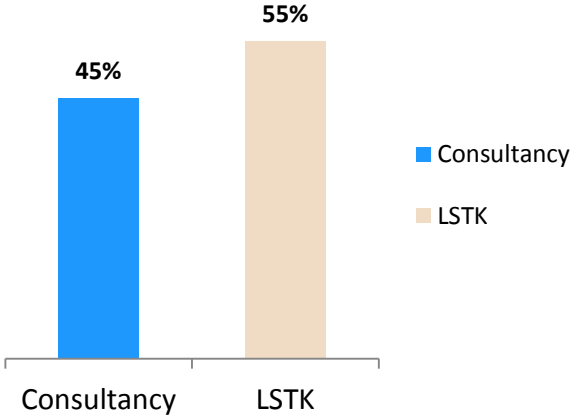


Note : Data on unconsolidated basis

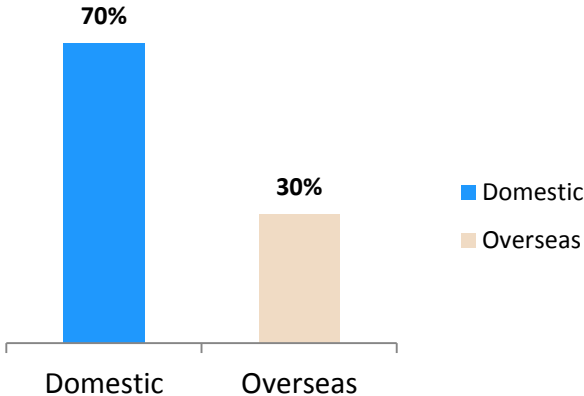




Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



Note : Data on unconsolidated basis

## Q3 FY 19-20 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>Domestic</b>					
Consultancy	EPCM Services For Inter-Connecting Pipe Rack In Phase-III Complex (Earlier on Go-Ahead Basis, now formally awarded)	Mangalore Refinery and Petrochemicals Limited (MRPL)	99.70	Aug 2019 (Considered in Oct 2019)	Apr 2020
Consultancy	EPCM Services for Crude Oil Terminal (COT) at Paradip, Paradip Numaligarh Crude Oil Pipeline (PNCPL) and NRL Siliguri Product Pipeline (NSPPL)	Numaligarh Refinery Limited (NRL)	1857.59	Aug 2019	Jul 2023
Consultancy	Project Management Consultancy Services for LPG Cavern at Mangalore	Hindustan Petroleum Corporation Limited (HPCL)	883.39	Oct 2019	Oct 2024
Consultancy	Consultancy Services for Delayed Coker Unit & allied facilities under Distillate Yield Improvement (Additional Change Order)	Indian Oil Corporation Limited (IOCL)	51.49	Apr 2014 (Considered in Oct 2019)	Jun 2018
Consultancy	EPCM Services for Western Gateway Project Early Production facilities (Additional Change Order)	Western Concessions Pvt. Ltd. (Formerly known as H-Energy Gateway Pvt. Ltd.)	55.40	Oct 2019	Mar 2020
Consultancy	PMC Services for Construction of Data Centre, Office Complex & Residential Complex (Additional Change Order)	Unique Identification Authority of India (UIDAI)	94.94	Apr 2019 (Considered in Dec 2019)	Aug 2021
<b>Overseas</b>					
Consultancy	FEED for Power Supply Re-arrangement of 11 KV Distribution Network FED from SS-0 by constructing new 132/33/11KV substation at Ruwais Refinery East	ADNOC Refining, UAE	54.60	Nov 2019	Sep 2020
Consultancy	FEED for Automatic Overfilling Protection (AOP) and Flammable Gas Detectors for HC Tanks in ADNOC Refining Locations	ADNOC Refining, UAE	206.16	Dec 2019	Mar 2021

## Q2 FY 19-20 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>Domestic</b>					
Consultancy	EPCM Consultancy Services for 60 KTA Poly Propylene Unit at Pata	GAIL India Ltd	640.60	Jul 2019	Jan 2023
Consultancy	Primary Project Management Consultancy (PPMC) Services for Balance Jobs of Dabhol LNG Terminal of M/s. Konkan LNG Pvt. Ltd. (Earlier on Go-Ahead Basis, now formally awarded)	GAIL India Ltd	242.89	Jul 2019	Feb 2022
Consultancy	Know how, BDEP and Detailed Engg. of Coke Drum & Heater for Revamp of Coker -B Unit at Barauni Refinery (Earlier on Go-Ahead Basis, now formally awarded)	Indian Oil Corporation Limited (IOCL)	142.50	Jul 2019	Jul 2020
Consultancy	EPCM-II Services for BS-VI MS Block Project (MSBP) at BPCL Kochi Refinery (Additional Change Order )	Bharat Petroleum Corporation Limited (BPCL)	124.98	Jul 2019	Dec 2020
Consultancy	PMC Services for Augmentation of LHC Storage Facility at GAIL, Vijaipur (Earlier on Go-Ahead Basis, now formally awarded)	GAIL India Ltd	64.94	Aug2019	Nov 2020
<b>Overseas</b>					
Consultancy	Engineering Services for Instrument Air Network Upgrade Project and Oily Water Treatment Plant Upgrade Project	ADNOC Offshore	95.30	Aug 2019	Feb 2020
Consultancy	PMC & EPCM Services for Dangote Refinery Project (Additional Change Order )	Dangote Oil Refining Company Limited	55.92	Aug 2019	Oct 2020



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>Domestic</b>					
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
<b>Overseas</b>					
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

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# Annual Performance Summary – Standalone



Rs Mn

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

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

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

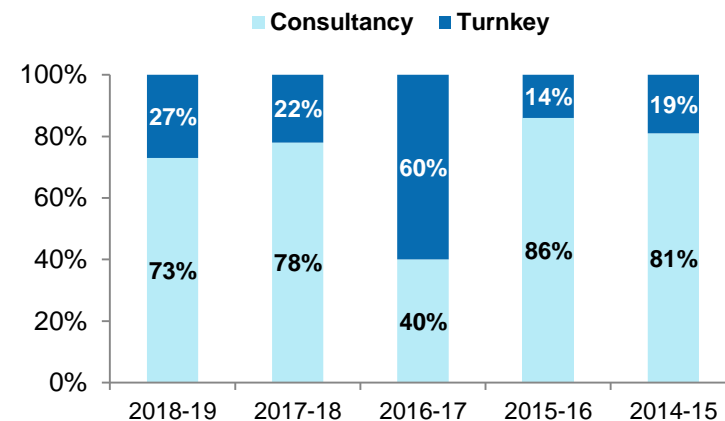
- Note: All figures are on standalone basis and rounded off to nearest digit
- \*\* Figures as per IND AS

# Annual Business Secured and Order Book – Standalone



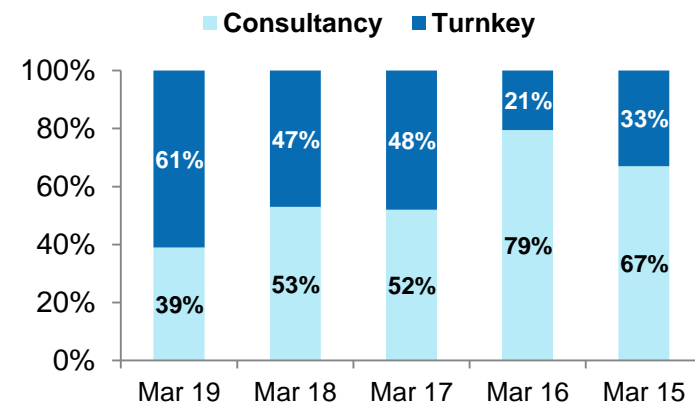
Rs Mn

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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