

सं.सचिव/No. Secy/906/9/10

26.06.2020

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: निवेशकप्रस्तुति: वार्षिक परिणाम वित्तीय वर्ष 2019-20 पर हाइलाइट्स
Sub: Investor Presentation: Highlights on Annual Results 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/year ended 31st March, 2020 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

संलग्न क: यथोक्त/Incl: As above



इंजीनियर्स
इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS
INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation

Annual Results : FY 19-20

25th Jun 2020

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1

Overview of Engineers India Limited (“EIL”)

Company Background



- India's leading engineering consultancy & EPC company
- Over 7000 assignments executed for projects worth over USD 200 Bn
- More than Five decades of experience on landmark projects
- Significant track record across entire oil & gas value chain
- In-house and collaborative R&D (31 live patents)
- **International presence** : *Middle East, Africa, South Asia & Central Asia*
- Around 2,800 employees
- Zero debt company
- **Focused diversification:** *Infrastructure, Strategic crude oil storage, Water & Waste Water Management, Fertilizer, Non-ferrous Metallurgy, Ports and LNG*

Marquee Projects



*BPCL Refinery,
Kochi*



Bina Refinery



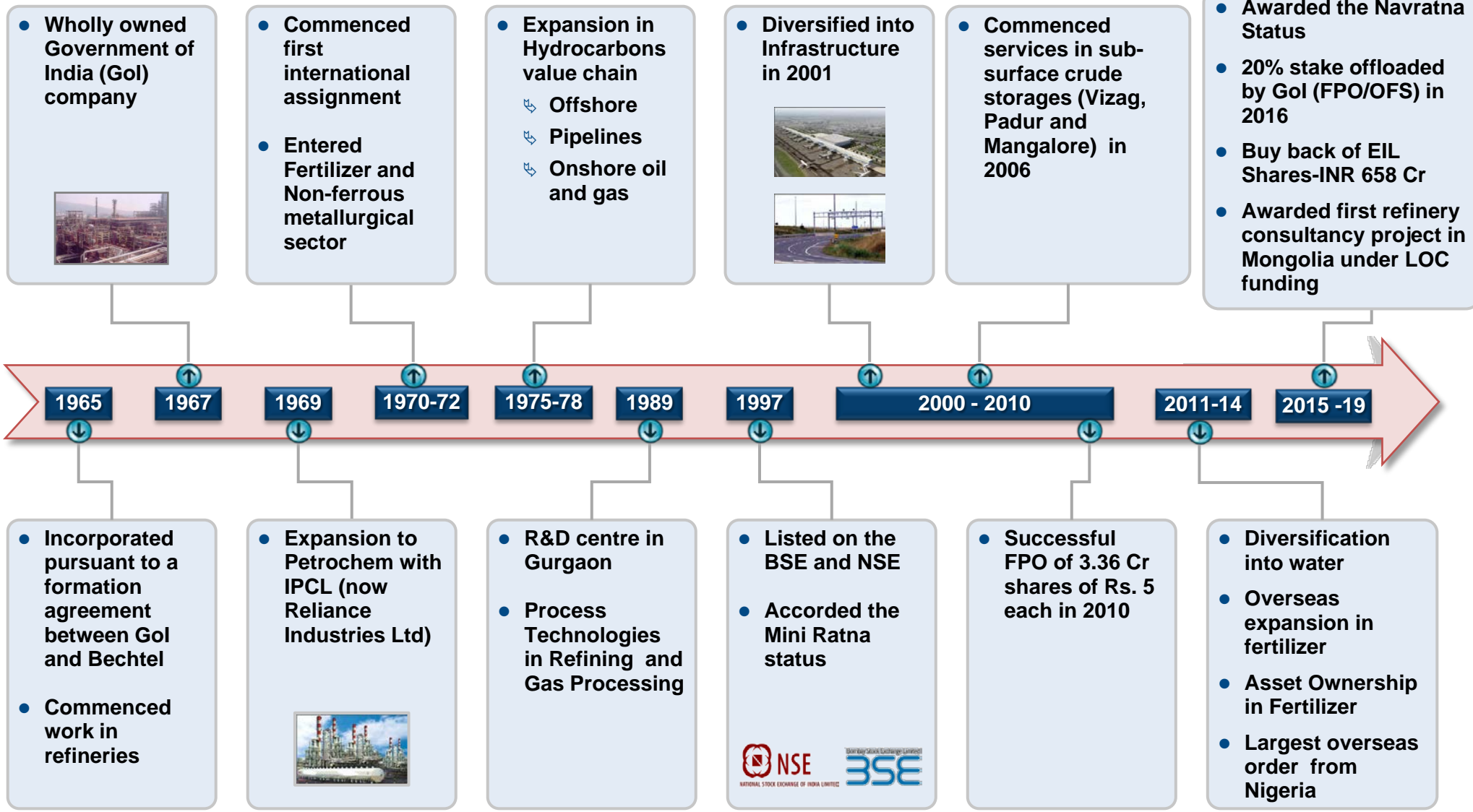
*Panipat Naphtha
Cracker Unit*

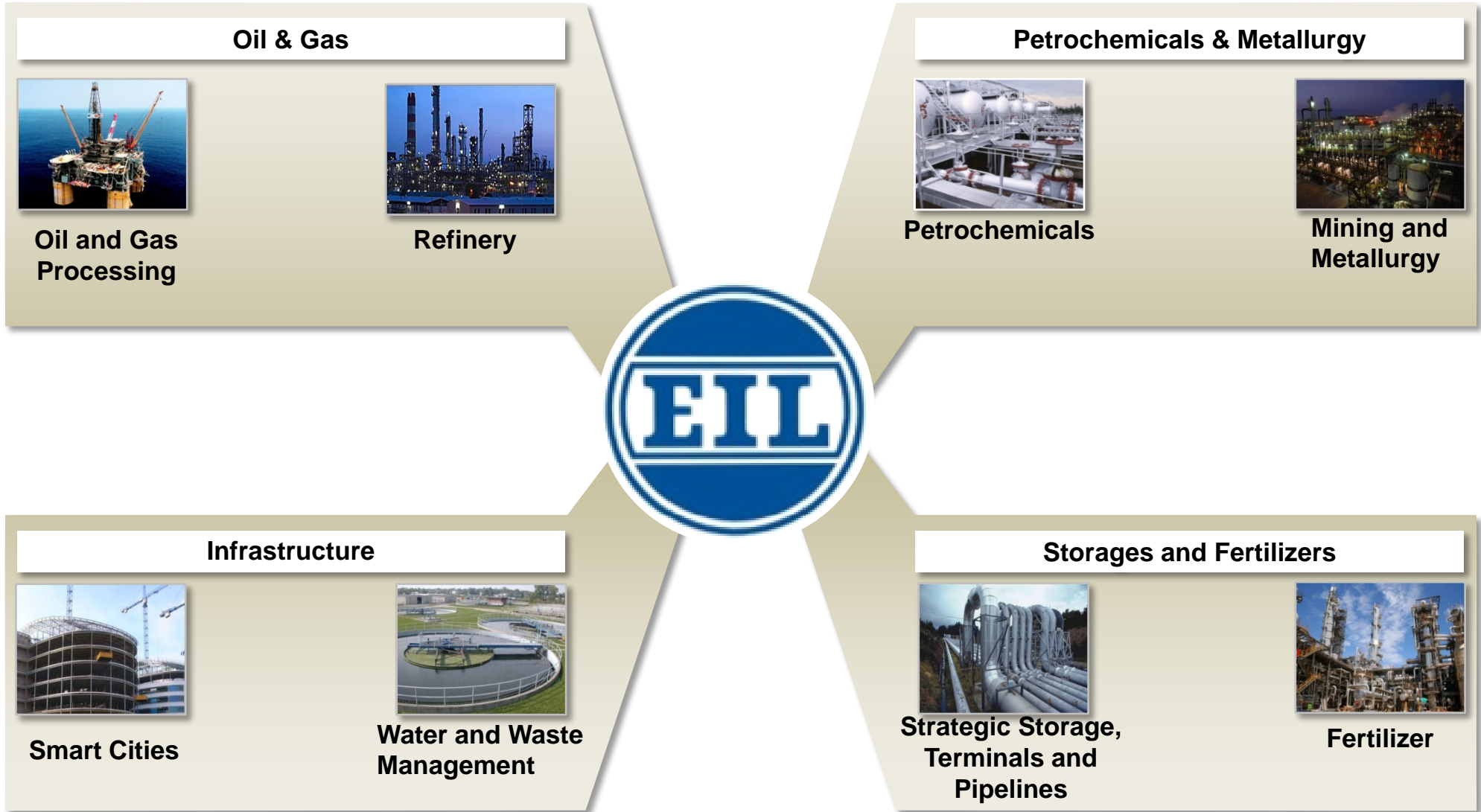


*Guru Gobind Singh
Refinery, Bathinda*

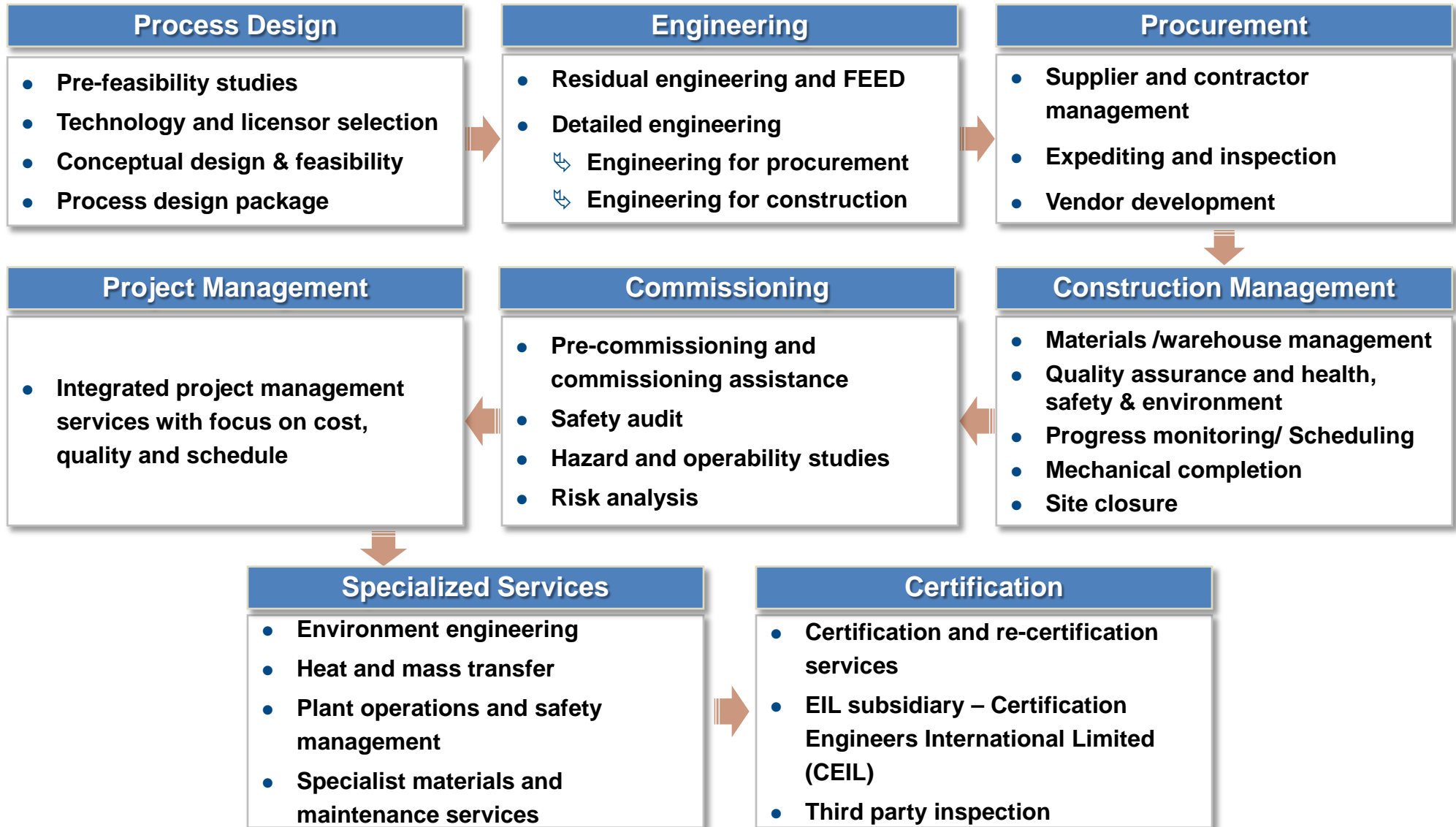


Evolution & Key Milestones – Over 5 decades





Service Offering - From Concept to Commissioning



Consultancy Contracts

<p>1</p> <p>EPCM</p>	<ul style="list-style-type: none">• Engineering, Procurement and Construction Management Services	<p>2</p> <p>FEED</p>	<ul style="list-style-type: none">• Front-end Engineering & Design for complete definition of scope for selection of EPC contractor
		<p>3</p> <p>PMC</p>	<ul style="list-style-type: none">• Project Management Consultancy Services for managing EPC contractors

Turnkey Contracts

<p>1</p> <p>LSTK</p>	<ul style="list-style-type: none">• Fixed price Lump Sum Turnkey Contracts also referred to as EPC contracts
<p>2</p> <p>OBE</p>	<ul style="list-style-type: none">• Open book estimate - Also known as Cost plus contracts

Asset Ownership

<p>1</p> <p>JVC</p>	<ul style="list-style-type: none">• Acquisition of Assets through Equity Participation.
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- R&D Center at **Gurugram**
- Developed more than 35 process technologies
- **31 live Patents, 27 pending patent applications**
- Technology collaboration with IOCL/Indian Institute of Petroleum
- **>60% of process technologies in refineries already indigenized**
- Tremendous technology absorption capacity has been successfully demonstrated
- **100% Engineering indigenization in high tech domain of oil & gas achieved**
- Facilitate increase in developing indigenous capabilities





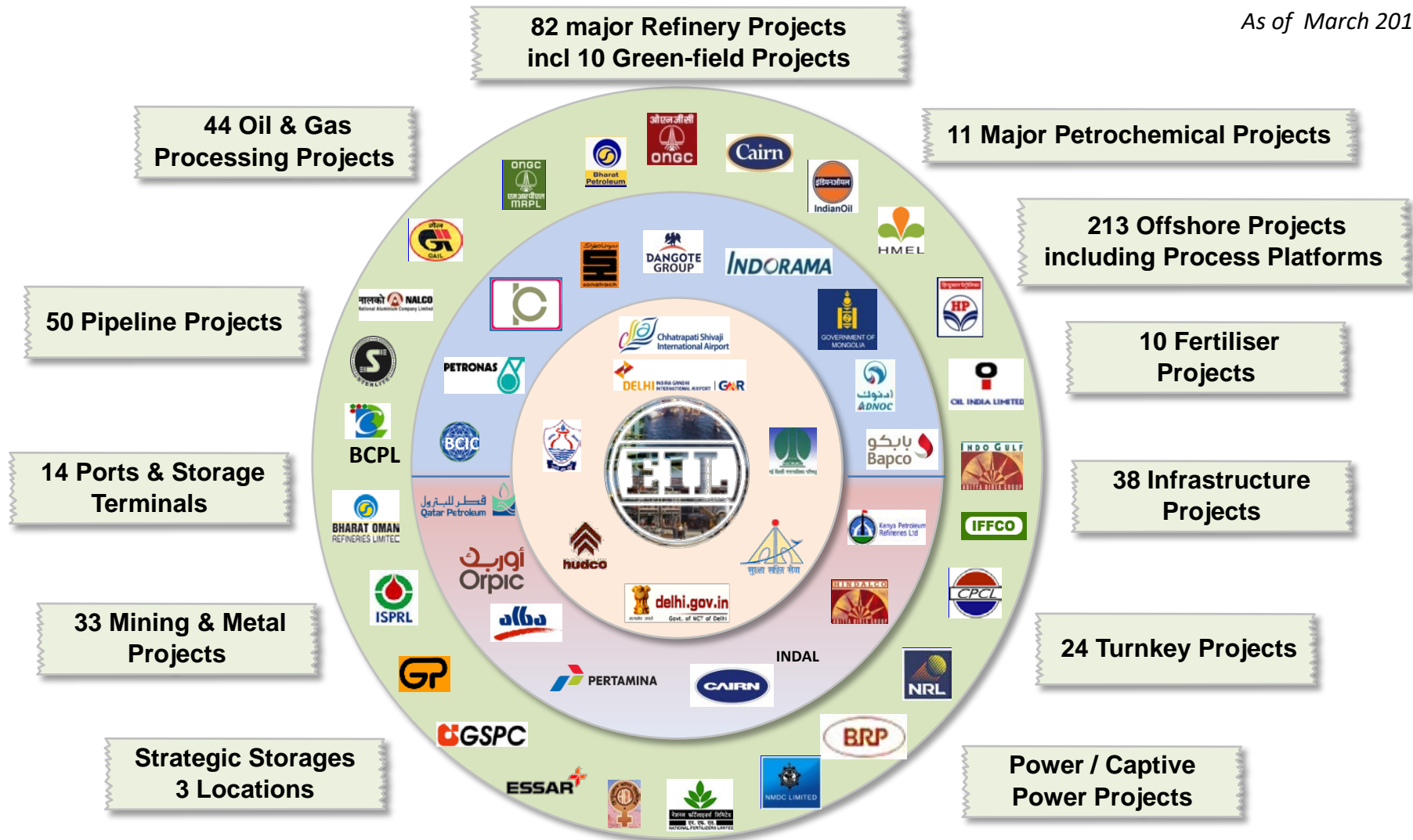
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Track record and Credentials

Strong Track Record with diverse client base



As of March 2019



Leadership Position in Refineries & Petrochemicals in India

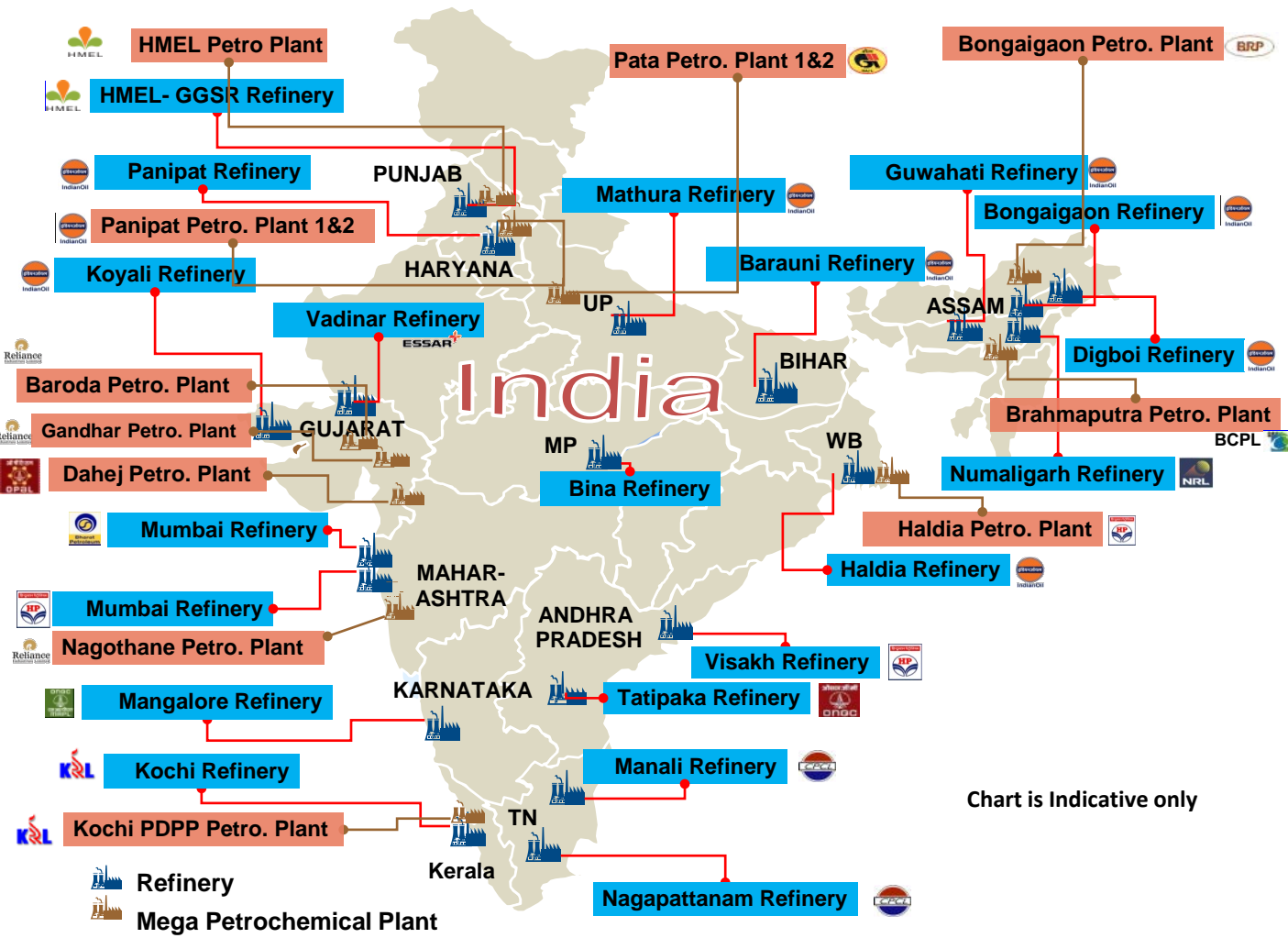


Chart is Indicative only

Milestones

- 20 out of 23 Refineries in India have EIL Footprints
- Installed 10 out of the 11 mega petrochemical complexes in India.
- Built combined refining capacity of more than 150 MMTPA (3 million BPD) in India
- Engineered 10 grass-root refineries.
- Forayed into new areas such as underground caverns for storages
- Work in progress on Rajasthan Refinery, West Coast and HMEL Cracker.

Select Overseas Projects across various segments

Sector	Country	Client
Refinery	Nigeria	Dangote
Refinery	Bangladesh	ERL
Refinery	Algeria	Sonatrach
Refinery	Kenya	KPRL
Refinery	Angola	Sonangol
Refinery	Oman	Sohar

* Recently EIL has completed DFR for Mongol Refinery

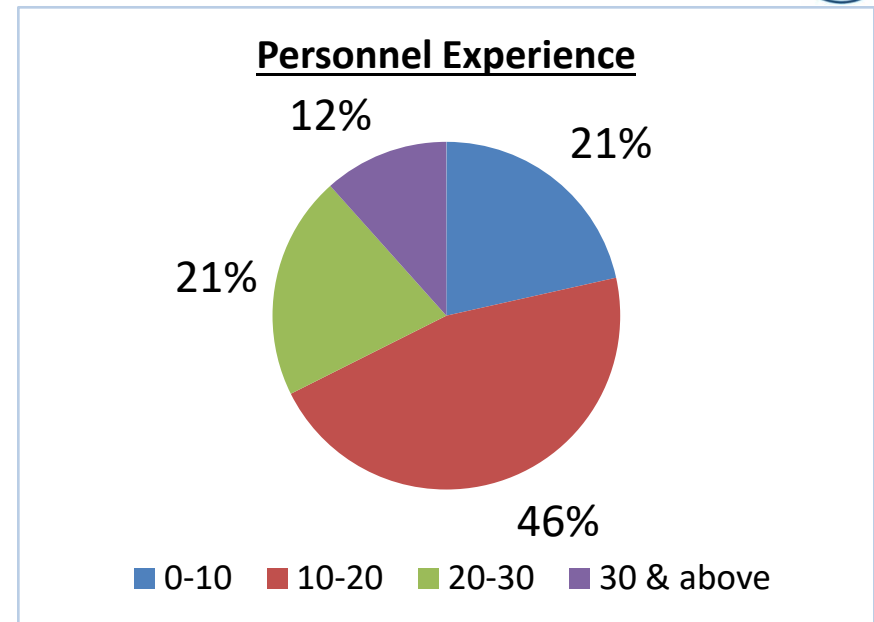
Sector	Country	Client
Oil & gas	UAE	NPCC, ADCO
Pipelines	UAE	GASCO
Pipelines	UAE	NPCC, ADCO

Sector	Country	Client
Fertilizers	Nigeria	Indo Rama
Fertilizers	Indonesia	PAU Fertilizer
Fertilizers	Bangladesh	BCIC
Fertilizers	Malaysia	Petronas Fertilizer (Kedah) Sdn. Bhd.
Non Ferrous	Bahrain	ALBA

Sector	Country	Client
LNG	Algeria	Sonatrach
Petrochemicals	UAE	BOROUGE
Petrochemicals	Oman	Orpic
Petrochemicals	Iran	NPC

Qualification	Count
Graduates in Engineering	1982
Post Graduates in Engineering	268
Doctorates in Engineering	14
Total Personnel with Engineering Qualification (Technical Manpower)	2264
Other Professionals (MBA/MCA/CA/ICWA/CS)	145

Role	Count
Project Management and Control	389
Engineering and Technology	1231
Construction	643
Commercial and Procurement	252
Company Mgmt, HR and Finance	291
Total	2806



- 4.5 Million Man-hours are available annually in EIL offices.
- 1.5 Million Man-hours are available annually at various construction sites.
- Average Age 40 years.
- Average Attrition Rate < 1 % per year (Past 3 FYs)
- Approx 12% are Female employees. Out of these 71% are Technical.

As on 31st March 2020

Experienced Leadership: Executive Directors (as on 31st Mar 2020)



Mr. J.C. Nakra
Chairman & Managing Director

- He has varied experience of about 36 years in the fields of Projects, Construction & Marketing
- He has served in Marketing and Project Divisions. He has steered the Marketing initiatives of EIL for business development in India and abroad and has also led Project Management teams for implementation of major projects



Mr. R.K. Sabharwal
Director (Commercial)

- More than 33 years of rich experience. Well conversant with various aspects of international trade, EXIM procedures, taxation, legal aspects etc. and has proven competence in systems development.
- He has been involved in finalizing e-enabling strategies including e-procurement, development of suitable commercial procedures, finalization of detailed contractual terms for domestic and global commerce.



Mr. L.K. Vijh
Director (Technical)

- Over 36 years of wide spectrum of experience in areas of process design, technology development and its commercialization, plant operation & process safety and other specialist design and engineering services across the entire hydrocarbon value chain



Mr. Sunil Bhatia
Director (Finance)

- He has varied experience of over 32 years in a wide array of domains including Projects, Finance, Manufacturing & Marketing.
- He joined NFL in 1986 and worked in various capacities in the Finance Department. Thereafter, he served in various capacities at the NFL's Corporate Office and was made Finance Head in August 2013. Subsequently, in August, 2015, he was posted as CFO at Ramagundam Fertilizers and Chemicals Limited (RFCL)



Mr. S K Handa
Director (Project)

- More than 35 years of experience in the field of Process Design, Technology Development & its commercialisation, Engineering Services & Business Development
- He has been associated with many green field & brown field projects across entire hydrocarbon value chain in midstream & downstream sectors.



Mr. Ashok K Kalra
Director (HR)

- More than 33 years of rich experience. He has been associated with HR directorate since 2007 after working for more than 21 years in Projects / Construction for Refineries, Petrochemicals, Pipelines, Infrastructure, etc.
- He has experience in all facets of HR functions which involved Formulating HR Vision, Mission & Objectives, Organization Restructuring, Institutionalising Leadership Development Programme, Implementing Rajbhasha Policy, Transforming HR as a Strategic Partner in the company's operations, digitization of HR Processes & Policies, Corporate Planning, Corporate Branding and CSR.

Mr. B N Reddy
Govt Nominee



- Mr. B N Reddy has been appointed as a Government Nominee Director on the Board effective May 27th '2019. He is an IFS Officer and has served in various Indian Missions in Indonesia, Lao-PDR, New York, Malaysia, Geneva, Nigeria. He has also served in MEA in the Administration Division and subsequently as the Director/Joint Secretary to the External Affairs Minister of India. He has presently assumed charge as Joint Secretary(I/C) in the Ministry of Petroleum and Natural Gas.

Mr. Sunil Kumar
Govt Nominee



- Shri Sunil Kumar is a Government Nominee Director of our Company, He is an IRAS Officer (1995 batch) and is presently posted as Joint Secretary (Refineries), Ministry of Petroleum & Natural Gas, New Delhi since May, 2019. He is Bachelor of Technology (Petroleum Energy) from IIT(ISM), Dhanbad, Financial Management from NIFM, Faridabad, Masters in Business Administration from BI, School of Management, Oslo, Norway, Executive European MBA from ESCP-EAP, Paris, France, Masters Diploma in Public Administration from IIPA, New Delhi and Logistic Simulation and Planning from Beijing Jiaotong University, Beijing, China. As Joint Secretary (Refineries), he is looking after the matters related to Refineries, Auto Fuel Policy, Petrochemicals, Import/export of crude oil and other petroleum products; Bio Fuels, Renewable Energy and Conservation, Integrated Energy Policy; Climatic Change & National Clean Energy Policy, Before joining MoP&NG, he has worked with Indian Railways in various capacity including Director Finance Expenditure in Railway Board and Chief Project Manager of Accounting Reform Project of Indian Railways.

Mr. Rajesh Kr Gogna
Non-official



- Mr. Rajesh Kumar Gogna is a Non-official Independent Director of our company. He has been practicing as an advocate since 1988. He is presently working as a Central Government Standing Counsel at the Delhi High Court. He has worked as Amicus Curiae in the Supreme Court of India and as Member of Executive Council of University of Delhi. He has also worked as Member of Court of University of Delhi. He is working as Secretary General of Human Rights Defense International.

Mr. Chaman Kumar
Non-official



- Mr. Chaman Kumar is a Non-official Independent Director of Engineers India Limited . He is a retired officer of Indian Administrative Service. Holds Master's degree in Physics from Kanpur University and Diploma in Forestry & Allied Services from National Forest Academy, Dehradun. He joined Indian Forest Service on 1st April, 1975 and served as Assistant Conservator of Forests in Andhra Pradesh from April 1977 to July 1978. Thereafter, he joined Indian Administrative Service in July, 1978.

Mr. M. Arulmurugan
Non-official



- Mr. M. Arulmurugan is a Non-Official Independent Director of Engineers India Limited since July 17, 2019. Registered Professional Engineer in Structural Engineering and Seismic Expert. Fellow in Institution of Valuer, Registered Valuer under Income Tax Act, Wealth Tax Act & Gift Tax Act category, valuer under O/O of the Custodian Ministry of Finance, Valuer for Major Banks and for Public Sector Undertakings. Member American Society of Civil Engineers, Indian society of Earthquake Technology, Indian Concrete Institute, Fellow in Association of Consulting Civil Engineers(I). Completed Various RCC structures with seismic resistant technology including structures for Tsunami affected people in Tamilnadu. Social Activist, Instrumental in retaining separate regional reservation quota for Professional students from backward areas. Honorary president in Welfare Associations, Guest Lecturer for NOT Architecture dept, President Registered Engineer Association.

EIL's Board of Directors comprise of qualified & reputed individuals with long-standing experience across industry verticals

Awards and Accolades (2019-20)



- **Dun & Bradstreet Corporate Awards 2019 in Best Growth Performance** - Engineering Projects/ Capital Goods category on May 29, 2019.
- **CII 3rd National Energy Efficiency Circle Competition** - First prize in the “Energy Efficient Technology Provider and Impact created” category on June 20, 2019
- **Downstream India Excellence Award 2019** - Special Commendation in the category ‘R&D Company of the Year’ on July 17, 2019
- **Industry Excellence Award 2019 by the Institution of Engineers (India) on November 5, 2019**
- **FIPI Oil & Gas Industry Awards 2019 in ‘Young Achiever of the year - Female’** category to Ms. Seema Gurnani, Manager (Projects) on December 02, 2019
- **Shri Sunil Bhatia, Director (Finance) received the Top Rankers Excellence Award for Finance Leadership 2020 on January 17, 2020**
- **Forum of Women in Public Sector (WIPS) Best Women Employee (Executive)** - Second Prize for the year 2019 to Ms. Shalini Verma, GM (Electrical) was received on February 11-12, 2020
- **Governance Now 7th PSU Awards in three categories** - Research and Innovation, Strategic Investment and HR Excellence on February 19, 2020
- **Shri J.C. Nakra, Chairman & Managing Director received the Governance Now 7th PSU Leadership Award on February 19, 2020**



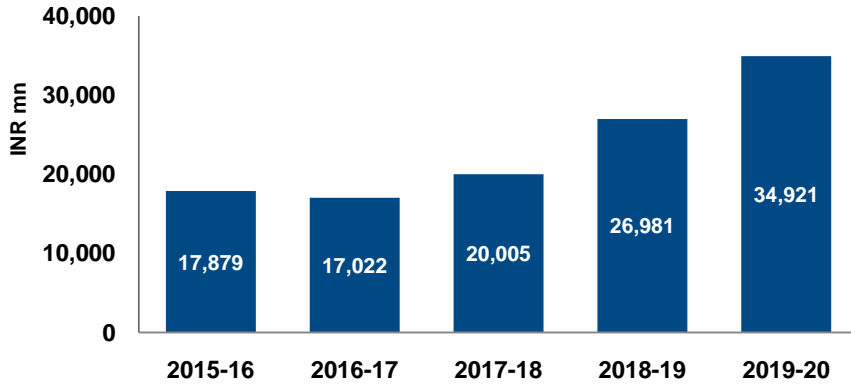
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Financials and Order Book Overview

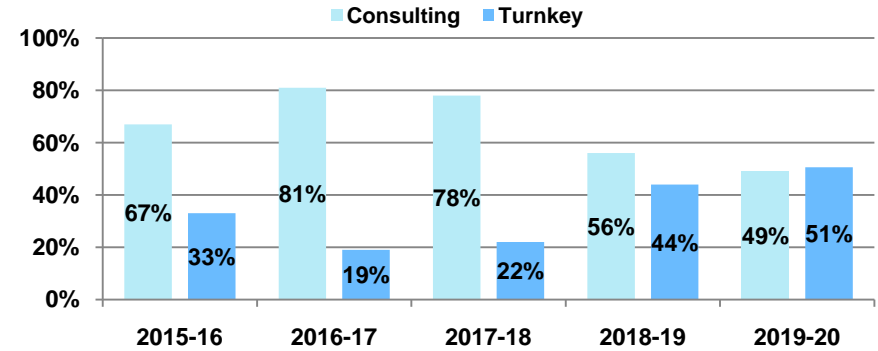
Financial and Operating Track Record - Consolidated



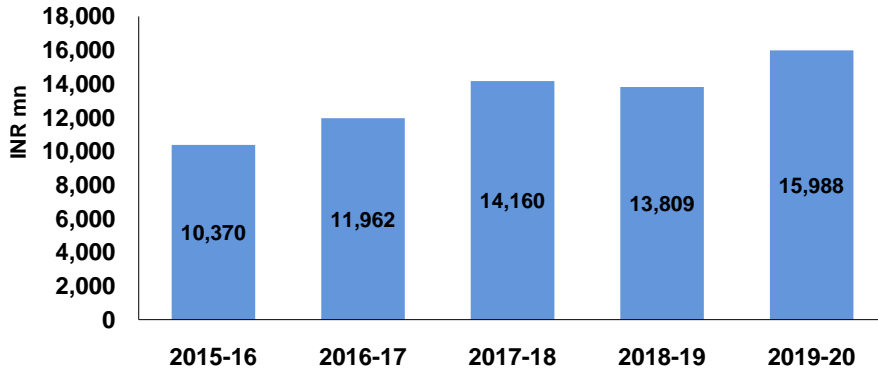
Total Income (INR mn)*



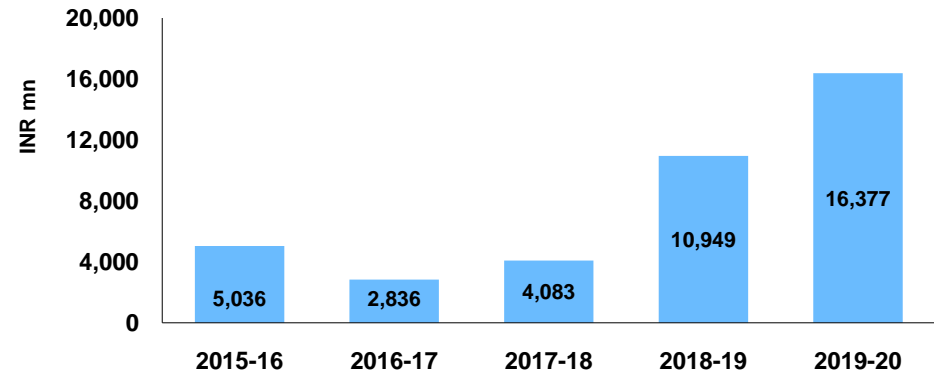
Revenue Segmentation*



Consultancy & Engineering Revenue (INR mn)*



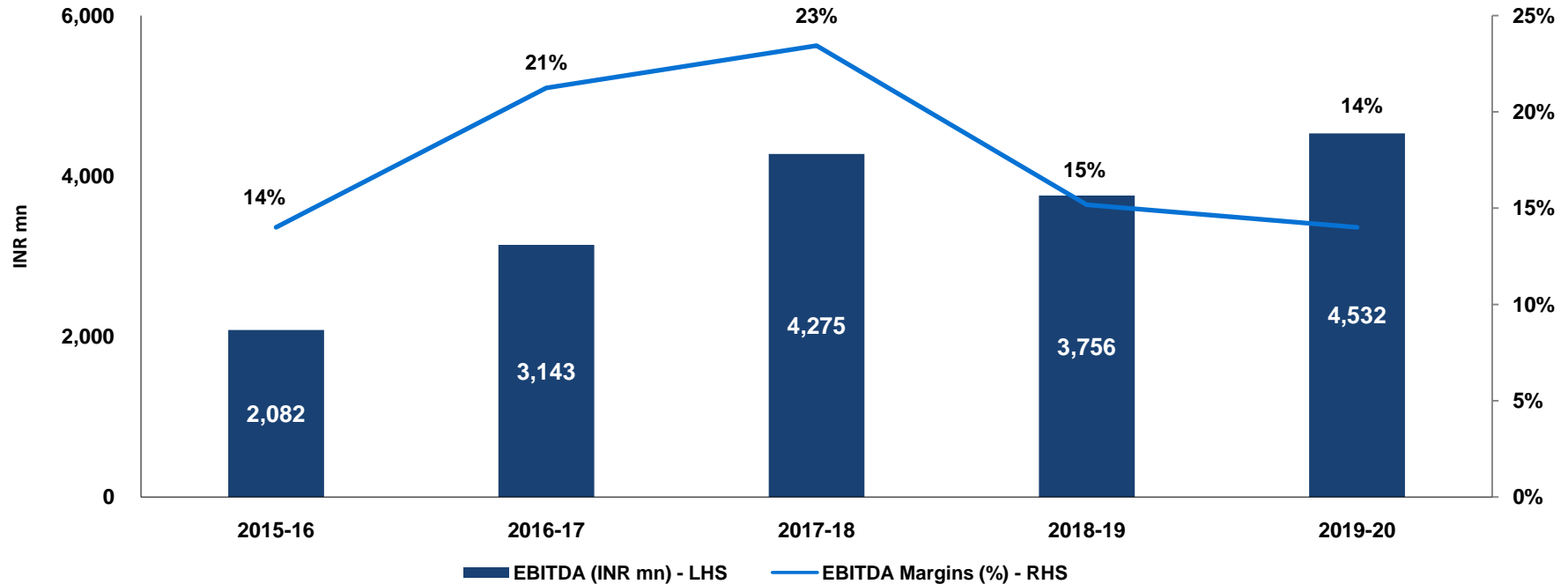
Turnkey Projects Revenue (INR mn)*



** Revenue does not include Other Income

• Note: All figures have been taken on a consolidated basis

EBITDA## Performance (INR mn)*



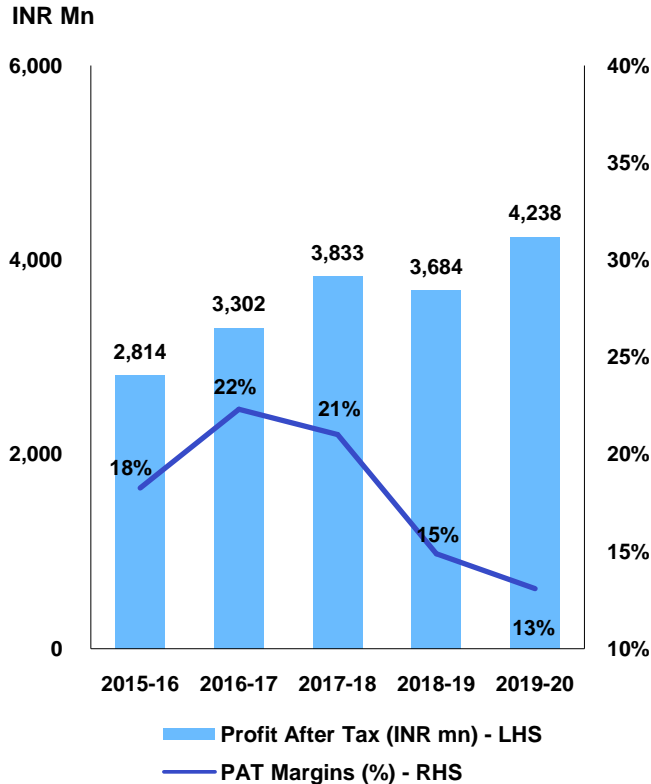
* Note: All figures have been taken on a consolidated basis

EBITDA: Earnings Before Interest, Tax, Depreciation and Amortization (does not include Other Income)

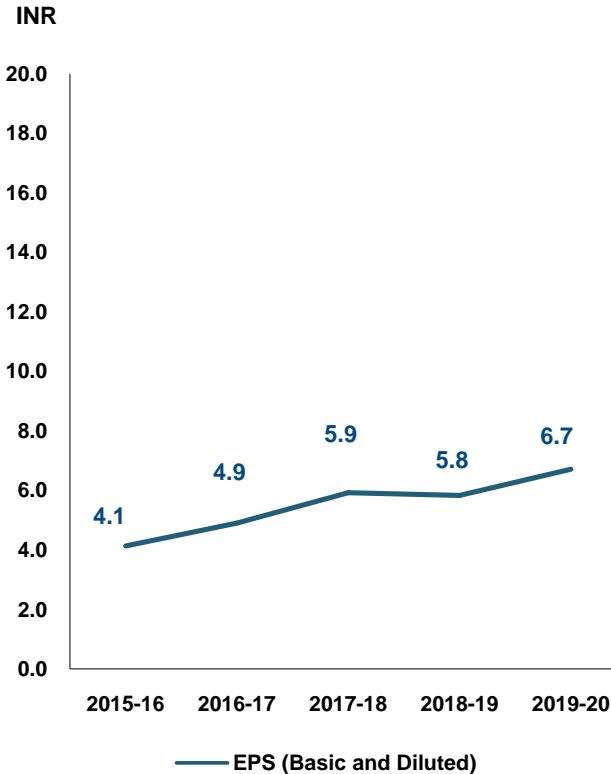
Financial and Operating Track Record - Consolidated



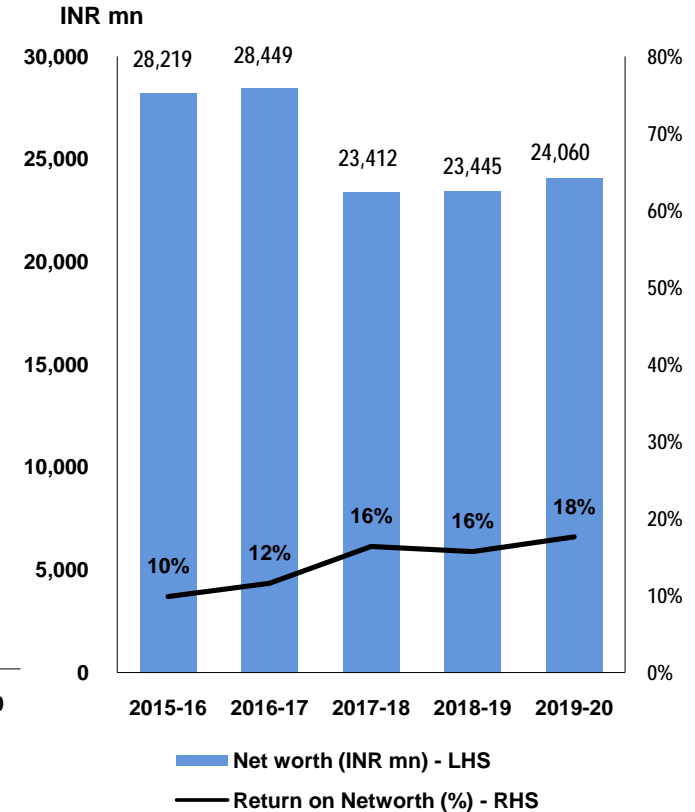
Profitability (INR mn)*



Earnings per Share – EPS (INR)*

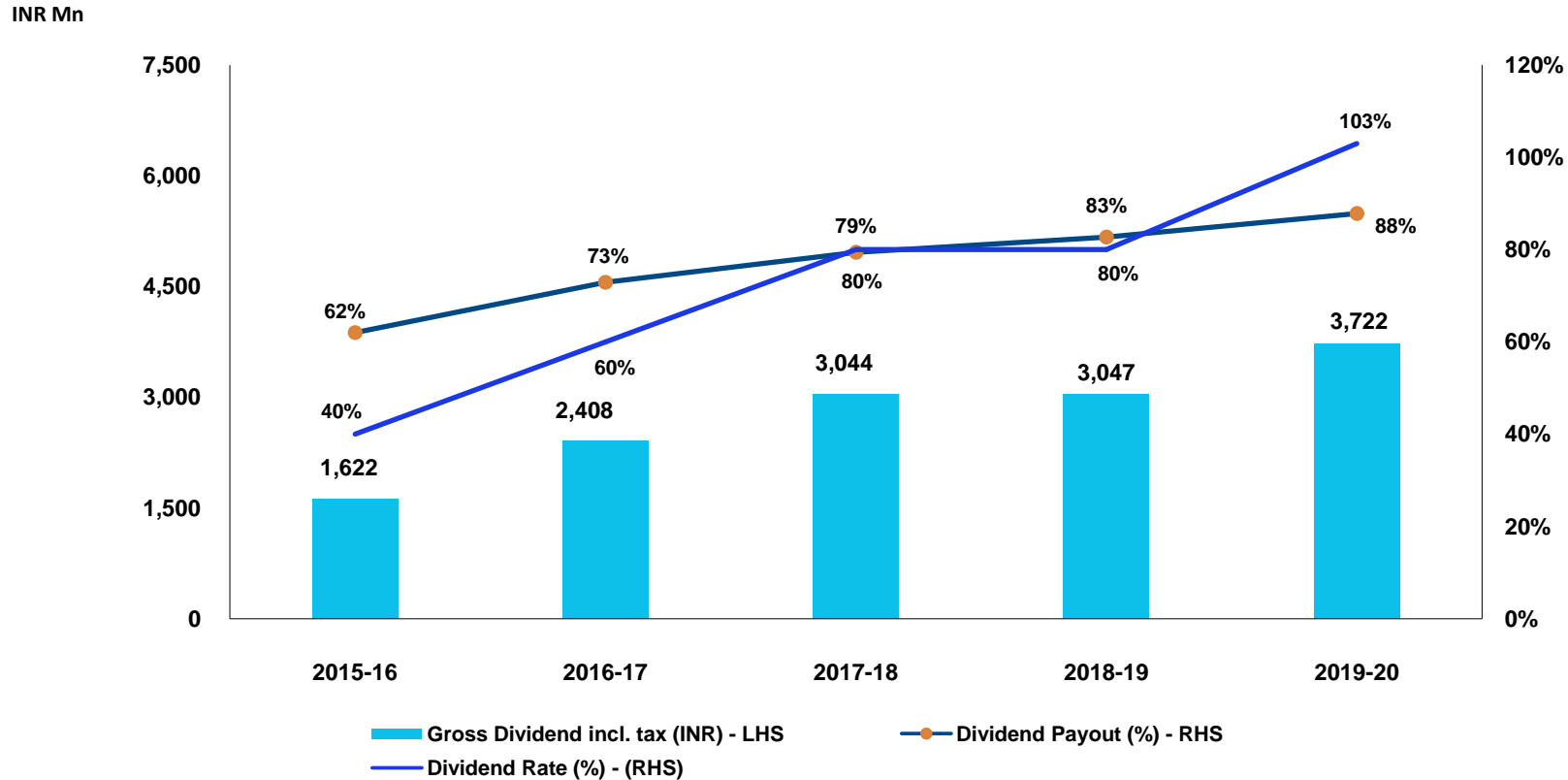


Return on Net Worth (%)



- Note: All figures have been taken on a consolidated basis
- EPS Based on new number of shares after Bonus Issue of 1:1

Dividend Distribution (INR mn)*



* Note: All figures have been taken on a consolidated basis
 Dividend Payout calculated as a percentage of Profit After Tax (PAT)
 Dividend Rate calculated using net dividend (excluding dividend tax):
 Dividend Rate- Based on New Number of Shares after Bonus issue 1 :1



Consistent Dividend Track Record

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2019-20**	2018-19**	2017-18**	2016-17**	2015-16**	2014-15
Consultancy	15,653	13,494	13,793	11,650	10,074	9,480
Turnkey	16,377	10,949	4,083	2,836	5,036	7,650
Consultancy + Turnkey	32,030	24,443	17,876	14,486	15,110	17,130
Other Income	2,580	2,251	1,795	2,237	2,478	2,731
Total Income	34,611	26,694	19,671	16,723	17,588	19,861

SEGMENT PROFITS	2019-20**	2018-19**	2017-18**	2016-17**	2015-16**	2014-15
Consultancy	4826	3894	4,303	3,592	2,646	2,465
Turnkey	655	628	754	1036	122	560
Consultancy %	31%	29%	31%	31%	26%	26%
Turnkey %	4%	6%	19%	37%	2%	7%

PAT	2019-20**	2018-19**	2017-18**	2016-17**	2015-16**	2014-15
PAT	4302	3701	3779	3250	2762	3080
PAT %	13%	15%	21%	22%	18%	18%

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

Quarterly Performance Summary – Standalone 2019-20



Rs Mn

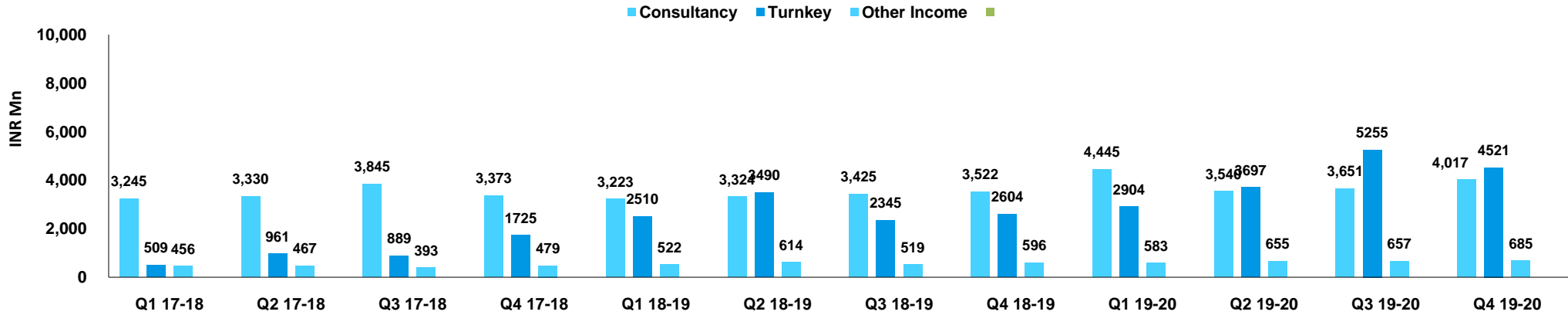
TURNOVER	Q1	Q2	Q3	Q4	H1	H2	9M	Annual
Consultancy – Domestic	3024.0	2898.1	2784.5	3331.5	5922.5	6115.4	8706.4	12037.9
Consultancy - Overseas	1421.5	641.9	866.6	685.1	2063.0	1552.2	2930.1	3615.2
Consultancy Total	4445.5	3540.0	3651.1	4016.6	7985.5	7667.6	11636.5	15653.1
Turnkey	2903.5	3697.3	5255.1	4521.5	6600.7	9776.7	11855.9	16377.4
Consultancy + Turnkey	7349.0	7237.3	8906.2	8538.1	14586.2	17444.3	23492.4	32030.5
Other Income	582.9	655.3	657.0	685.1	1238.3	1342.0	1895.3	2580.3
Total Income	7931.9	7892.6	9563.2	9223.2	15824.5	18786.3	25387.7	34610.8
SEGMENT PROFIT	Q1	Q2	Q3	Q4	H1	H2	9M	Annual
Consultancy	1745.5	968.4	901.9	1373.4	2713.9	2275.3	3615.8	4989.2
Turnkey	79.3	285.2	159.6	130.3	364.6	289.9	524.1	654.5
Total	1824.8	1253.6	1061.5	1503.7	3078.4	2565.2	4139.9	5643.7

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

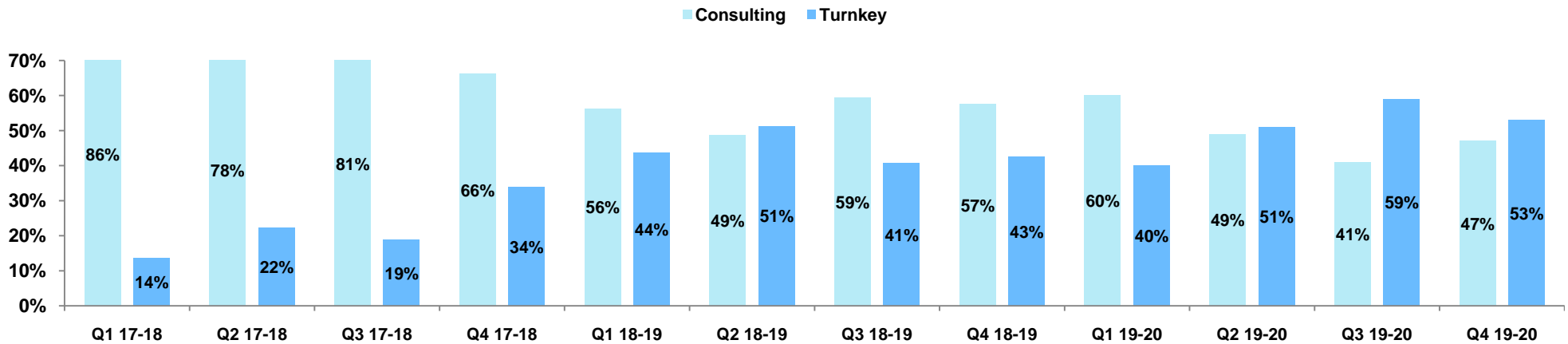
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)

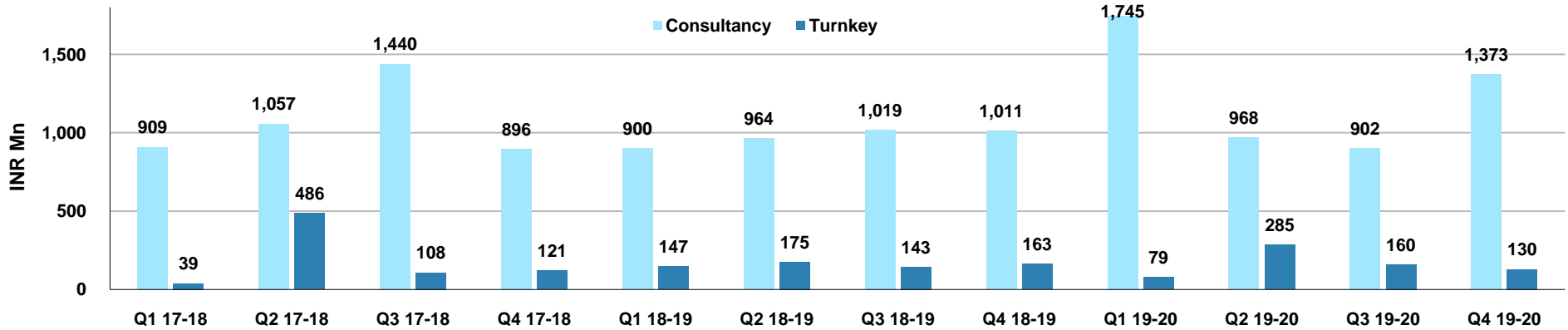


Note: All figures have been taken on a standalone for EIL

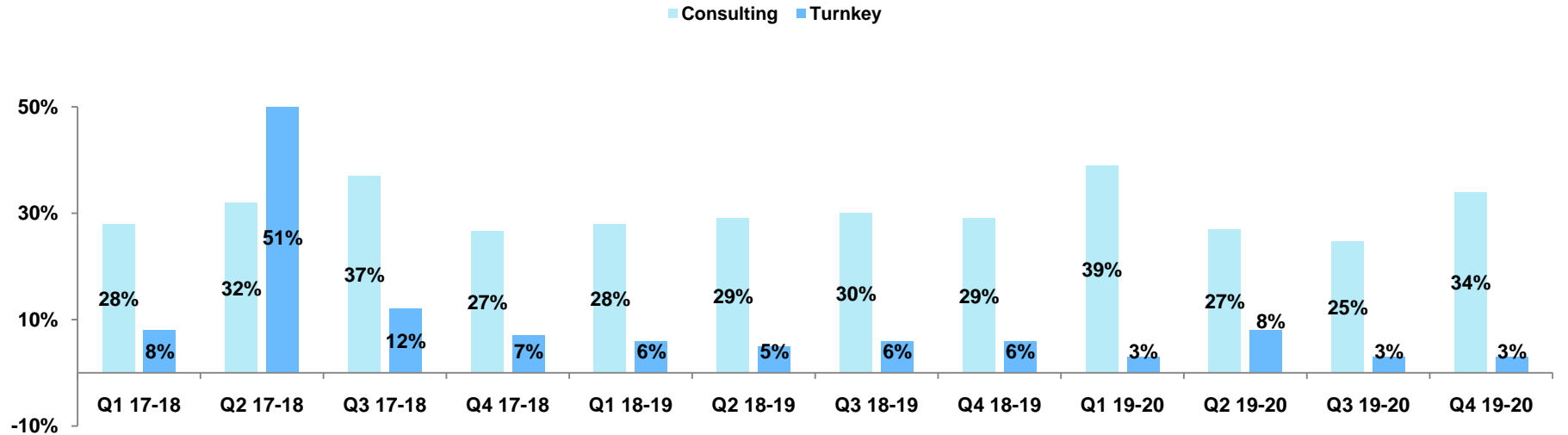
Quarterly Performance Track Record – Standalone



Segment Wise Operating Profit



Segment Wise Profit %



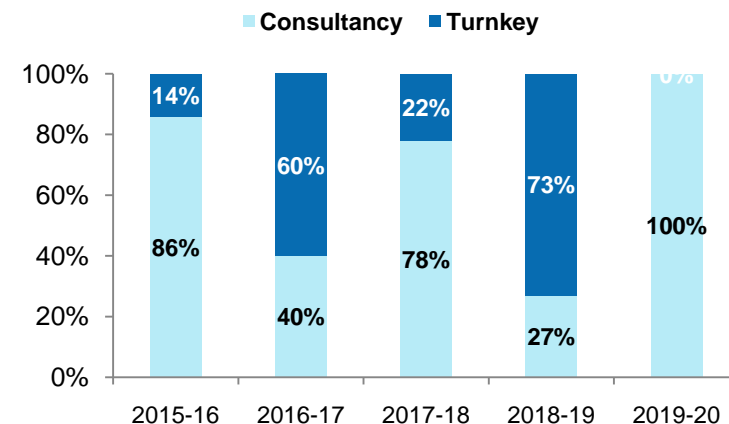
Note: All figures have been taken on a standalone for EIL

Business Secured and Order Book – Standalone



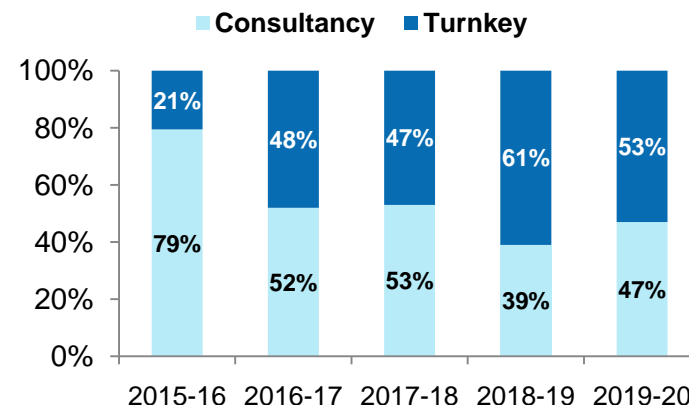
Rs Mn

Business Secured	FY 19-20	FY 18-19	FY 17-18	FY 16-17	FY 15-16
Consultancy (domestic)	8,119	14,942	13,572	20,319	9,900
Consultancy (overseas)	8,053	911	3,036	2,644	3,860
Consultancy Total	16,172	15,853	16,608	22,963	13,760
Turnkey	0	43,052	4,797	34,118	2,200
Total Business secured	16,172	58,905	21,405	57,081	15,960



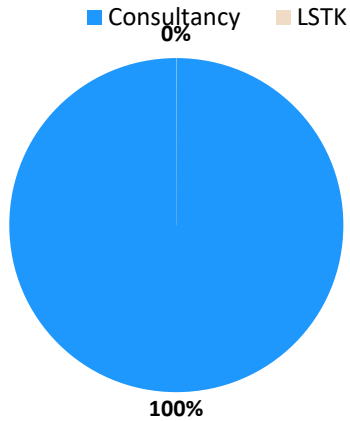
Rs Mn

Order Book	March 20	March 19	March 18	March 17	March 16
Consultancy	44,561	43,124	41,739	40,208	30,100
Turnkey	50,993	68,763	36,992	37,411	7,786
Total Order Book	95,554	1,11,887	78,731	77,619	37,887
Consultancy %	47%	39%	53%	52%	79%
Turnkey %	53%	61%	47%	48%	21%

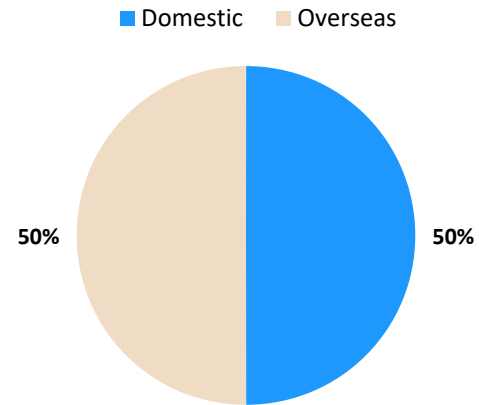


Note : Data on unconsolidated basis

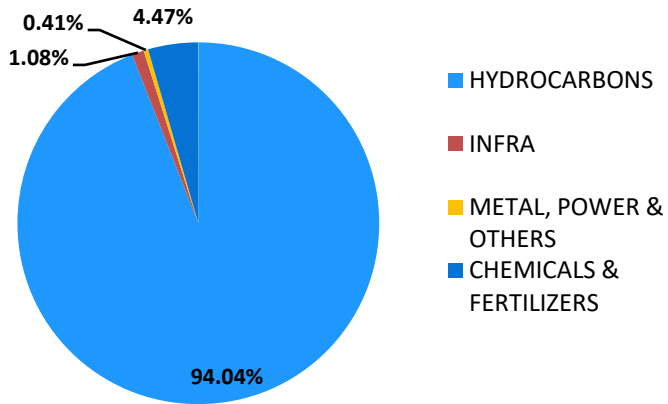
Consultancy Vs LSTK



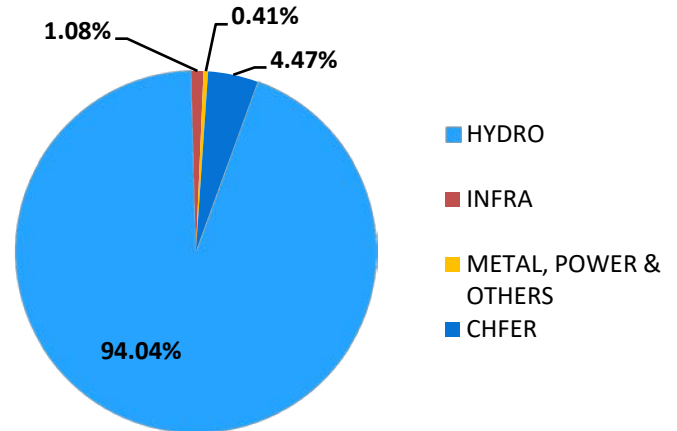
Consultancy Domestic Vs Overseas



Consulting Segmental Break up



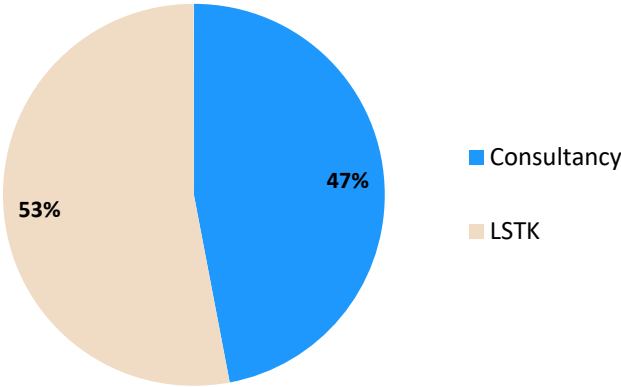
Total Orders Segmental Break up



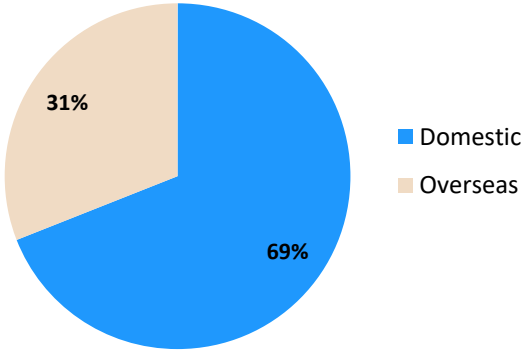
Note : Data on unconsolidated basis



OBP: Consultancy Vs LSTK



OBP: Domestic Vs Overseas



Note : Data on unconsolidated basis



4

Orders in Hand and Outlook

Project	Client	Project Location
Refinery Projects		
Panipat Refinery Expansion (15 to 25 MMTPA)	IOCL	Panipat
PRFCC, PP and SRU Project	BPCL	Rasayani & Mumbai
BS VI Project	IOCL	Panipat, Gujarat, Haldia, Bongaigaon
BS-VI Project	CPCL	Chennai
BS-VI Project	MRPL	Mangalore
Visakh Refinery Modernization Project	HPCL	Visakhapatnam
Rajasthan Refinery Project	HPCL	Rajasthan
Mumbai Refinery Expansion Project	HPCL	Mumbai
MS Block Project	BPCL	Kochi
Bio Refinery Project	Assam Bio Refinery Pvt Ltd	Numaligarh

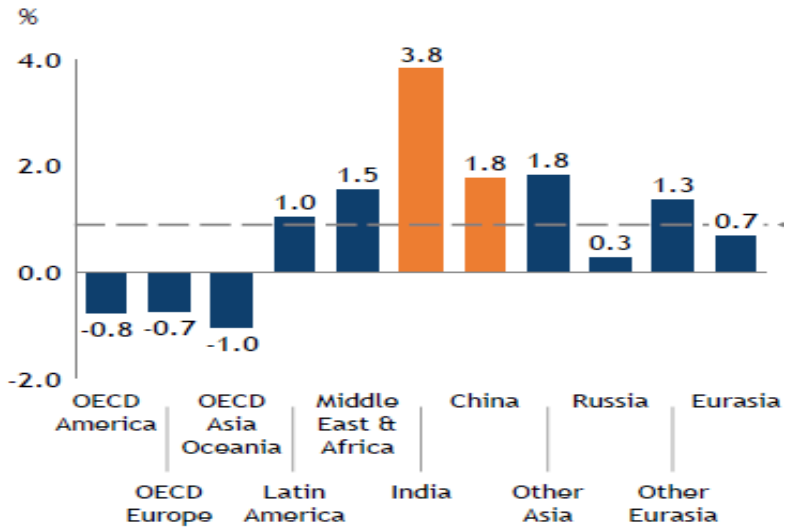
Project	Client	Project Location
Petrochemical Project		
PP Unit	GAIL	Pata
Propylene Derivative Petrochemical Project	BPCL	Kochi
Guru Gobind Singh Polymer Addition Project	HMEL	Bhatinda
Methanol & Formalin Plant	APL	Namrup, Assam
Fertilizer Project		
Revival of Ramagundam Fertilizer Complex	RFCL	Ramagundam
Pipeline Projects		
Dobhi-Durgapur-Haldia Pipeline Project	GAIL	Dobhi-Durgapur-Haldia
Vijaipur Auraiya Pipeline Project	GAIL	Vijaipur Auraiya
Kochi-Salem LPG Pipeline Project	KSPPL	Kochi

Project	Client	Project Location
Infrastructure Projects		
Condition Assessment & Feasibility Study, Entry Level Activities Under Namami Gange Programme, NMCG	NMCG	UP & Bihar
Laying of Interceptor Sewers for Yamuna at Delhi (DJB)	DJB	Delhi
Atal Mission For Rejuvenation And Urban Transformation (AMRUT)	Govt. of Odisha	Different locations across Odisha
Construction of UIDAI Data Centre Complex at Manesar and Bengaluru and Office Building at Delhi	UIDAI	Different locations across India
Overseas Projects		
Eastern Refinery Limited Unit –II Project	BPC	Bangladesh
Dangote Refinery & Petrochemical Project	DORC	Nigeria
PMC Services for Crude Oil Refinery in Mongolia	Mongol Refinery	Mongolia

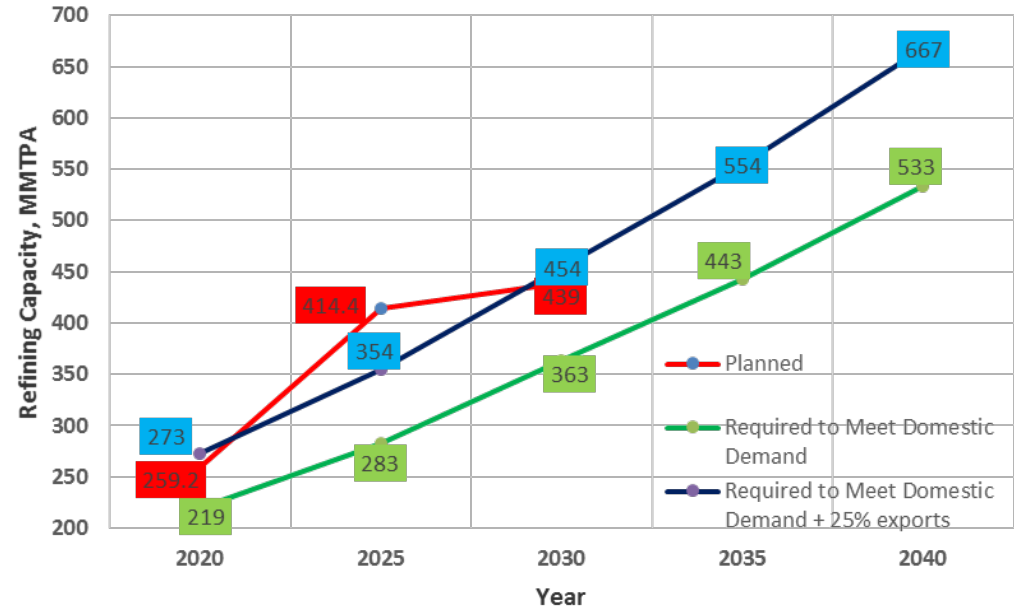
Global OIL Outlook & Refining Capacity Outlook India



China and India to drive global oil demand (2015-2040)

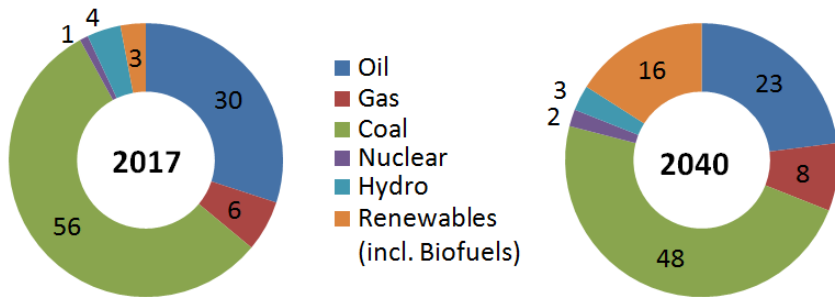


Indian Refining Capacity-Outlook



Source: OPEC/IEA

Energy Mix (%) : India



Source: BP Outlook 2019

India to exhibit strong growth in APAC Region

Robust POL Demand driving Indian refining capacity (249 MMT) to projected 533 MMT by 2040

NG and Renewable share in Energy Mix to Rise to 15% by 2030

India's Chemical industry: Unleashing the next wave of growth



A consistent value creator with a positive outlook.

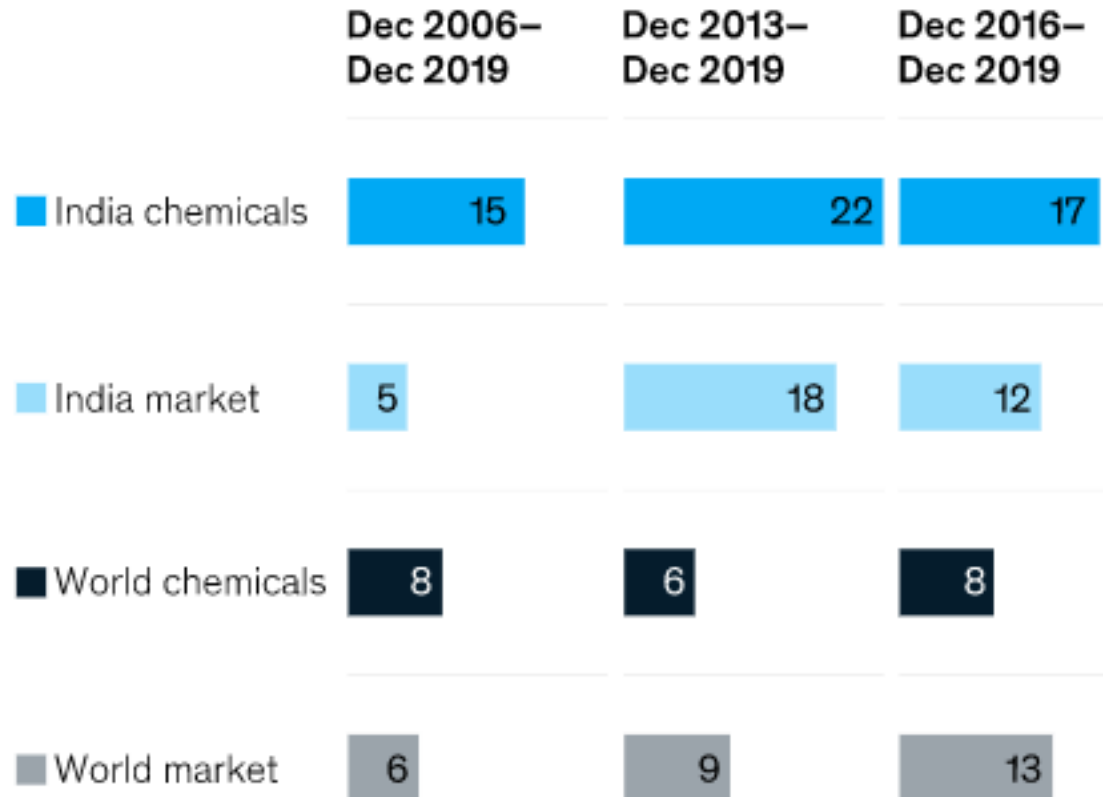
Uncertainty for the world, possibilities for India

Several global oil and gas majors are turning their sights on downstream chemical opportunities.

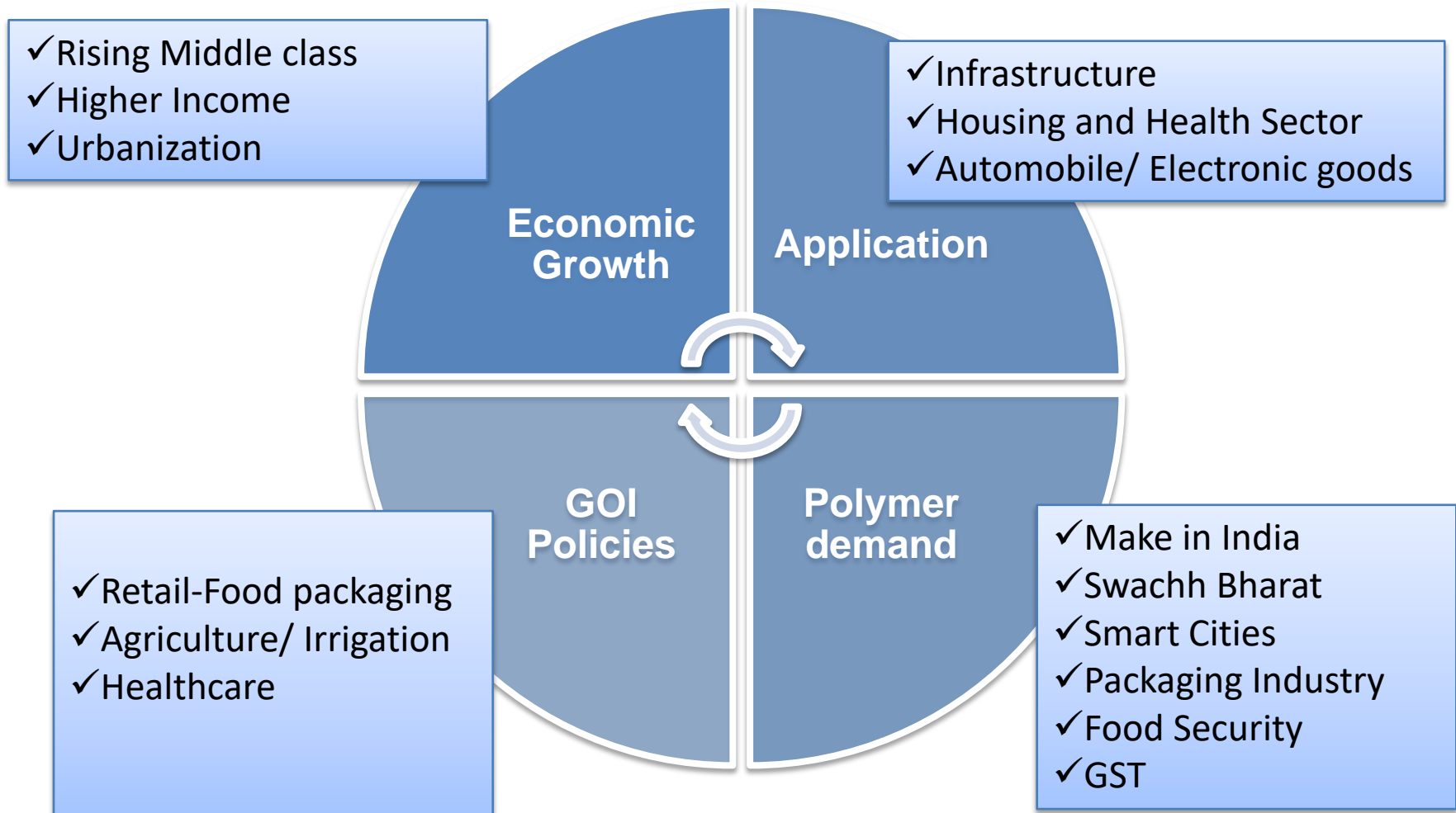
This may increase the focus on petrochemicals in India.

Higher investment in the sector could ease feedstock challenges and boost self-sufficiency.

TRS compound annual growth rate, %



Source: McKinsey, Feb 2020



URBAN INFRASTRUCTURE

- India has a requirement of investment worth Rs 50 trillion (US\$ 777.73 billion) in infrastructure by 2022 to have sustainable development in the country.
- India is witnessing significant interest from international investors in the infrastructure space.
- Educational Sector: New IITs, IIM
- Health Care Sector: New AIIMS & Similar Hospitals

Data Centers

- Planned Investment is expected to reach approx \$4 billion by 2024, growing at CAGR of 9% during 2018-2024.
- Digitization of records & adoption in Banking, Financial & Insurance sector. Push from Central Govt

Water & Waste Water Management

- Projected Investment Potential of about Rs 2,00,00 Cr by 2022
- Existing WWTP's, ETP's need refurbishment in Tier II & Tier III

Alternative Fuels

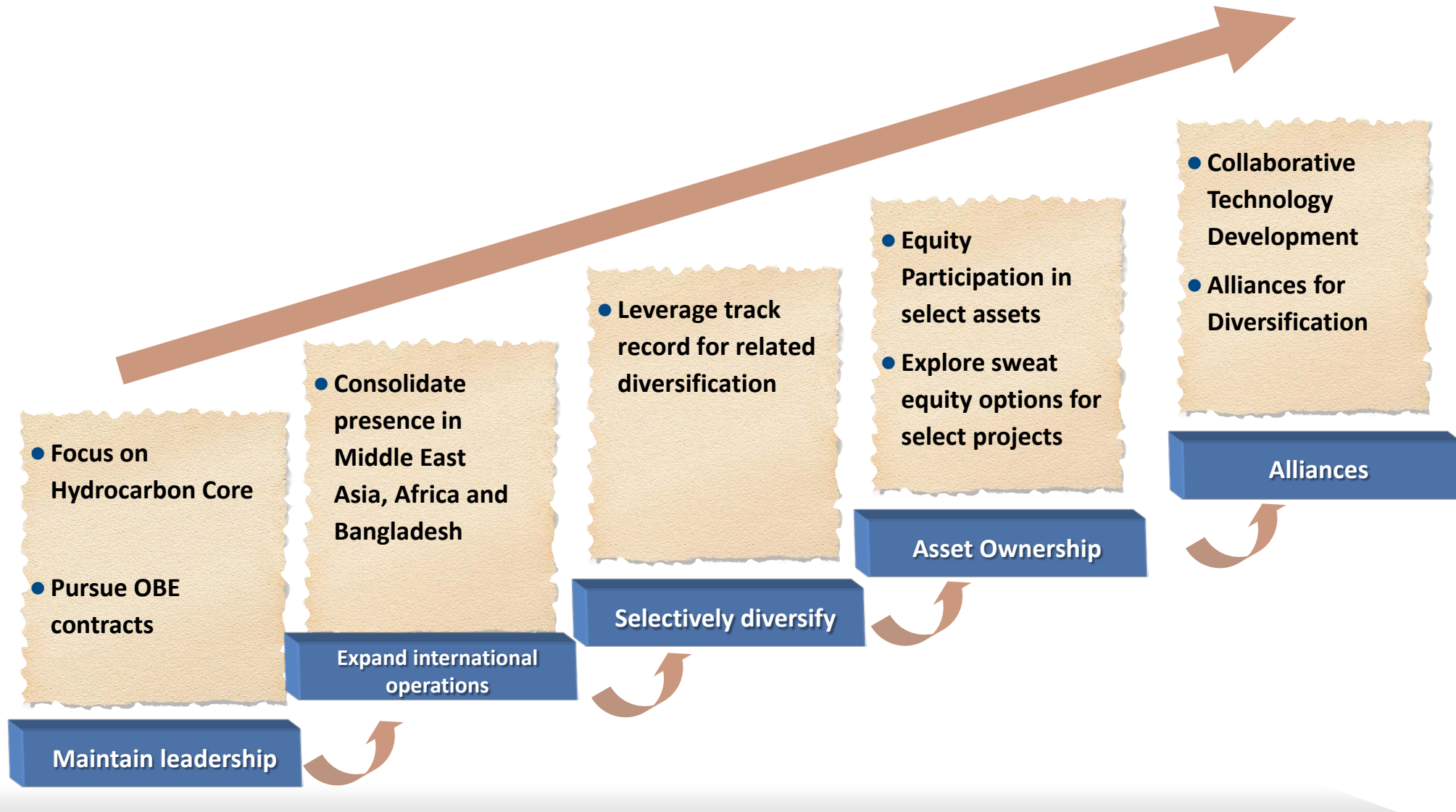
- New Bio Fuel Policy Announced by Gol
- GOI mandate to implement E5/E10/E20 by 2022
- Ethanol Plants under implementation
- Drop in Transport Fuels -Plants in Planning Stage
- EIL has engaged with the technology providers for its venture in to the Ethanol and Bio Fuels sector.

Airports

- The national capital - Delhi - with 66 million passengers in FY 2018 is now the seventh largest airport in Asia. The fourth runway and fourth terminal will get commissioned in 3-4 years.
- Second airports are being planned for Mumbai, Goa, Vizag and Pune.

Defence

- Modernization of Defence Installations
- To pursue "Make In India" initiative in NICHE explosive manufacturing process



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A conceptual image featuring a realistic globe of Earth centered in the frame. Two human hands are positioned above and below the globe, palms facing each other as if gently holding or supporting it. The background is a gradient of teal and blue, overlaid with a faint, light-colored grid pattern. A horizontal white bar with a slight gradient is positioned across the middle of the image, containing the text "THANK YOU" in white, uppercase, sans-serif font.

THANK YOU