

इंजीनियर्स  
इंडिया लिमिटेड  
(भारत सरकार का उपक्रम)  
एक नवयुग कम्पनी

ENGINEERS  
INDIA LIMITED  
(A Govt. of India Undertaking)  
A Navratna Company

पंजीकृत कार्यालय : इंजीनियर्स इंडिया भवन, 1, भीकाजी कामा प्लेस, नई दिल्ली-110 066 भारत  
Regd. Office : Engineers India Bhawan, 1, Bhikaji Cama Place, New Delhi-110 066 INDIA  
ईमेल/e-mail: [company.secretary@eil.co.in](mailto:company.secretary@eil.co.in), दूरभाष /Phone: 011-26762855/2580

कंपनी सचिवालय/ COMPANY SECRETARIAT

सं.सचिव/No. Secy/906/9/10

17.11.2020

<b>The BSE Limited</b> <b>Phiroze Jeejeebhoy Towers</b> <b>Dalal Street, Fort</b> <b>Mumbai - 400 023</b>	<b>The National Stock Exchange of India Limited</b> <b>Exchange Plaza, 5<sup>th</sup> Floor</b> <b>Bandra Kurla Complex</b> <b>Bandra (East), Mumbai-400051</b>
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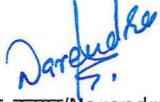
विषय: निवेशक प्रस्तुति: तिमाही/छमाही परिणाम Q2-FY 2020-21 पर हाइलाइट्स  
Sub: Investor Presentation: Highlights on Quarterly/Half Yearly Results Q2-FY 2020-21

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/half year ended 30<sup>th</sup> September, 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

संलग्नक: यथोक्त/Encl: As above



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## Investor Presentation

### 2nd Quarter Results : FY 20-21

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12th November 2020



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## Quarterly Financial Performance

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## Q2 FY 20-21: Performance Summary - Standalone

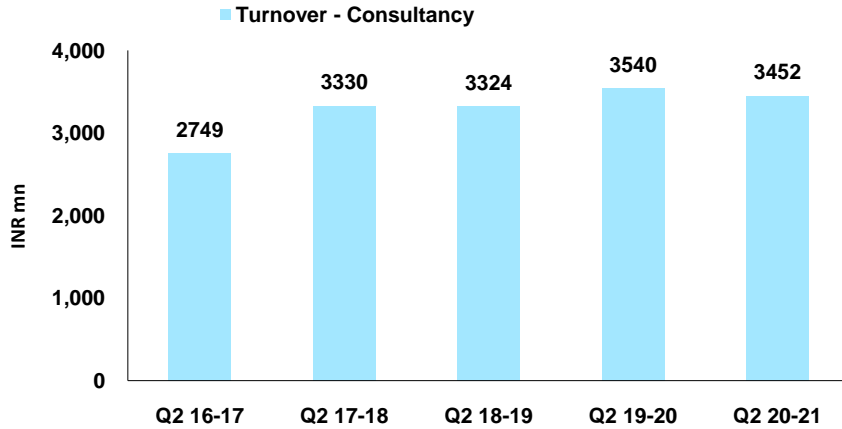


<i>Standalone</i>							<i>Rs Mn</i>
<b>TURNOVER</b>	<b>Q2 20-21</b>	<b>Q1 20-21</b>	<b>Q1 19-20</b>	<b>Q2 19-20</b>	<b>Q3 19-20</b>	<b>Q4 19-20</b>	
Consultancy – Domestic	2580.2	2052.1	3024.0	2898.1	2784.5	3331.5	
Consultancy – Overseas	872.2	699.1	1421.5	641.9	866.6	685.1	
Consultancy Total	3452.4	2751.2	4445.5	3540.0	3651.1	4016.6	
Turnkey	3381.7	1927.2	2903.5	3697.3	5255.1	4521.5	
Consultancy + Turnkey	6834.1	4678.4	7349.0	7237.3	8906.2	8538.1	
Other Income	532.6	496.6	582.9	655.3	657.0	685.1	
Total Income	7366.7	5175.0	7931.9	7892.6	9563.2	9223.2	
<b>SEGMENT PROFIT</b>	<b>Q2 20-21</b>	<b>Q1 20-21</b>	<b>Q1 19-20</b>	<b>Q2 19-20</b>	<b>Q3 19-20</b>	<b>Q4 19-20</b>	
Consultancy	933.5	392.5	1745.5	968.4	901.9	1373.4	
Turnkey	62.7	29.7	79.3	285.2	159.6	130.3	
Total	996.2	422.2	1824.8	1253.6	1061.5	1503.7	

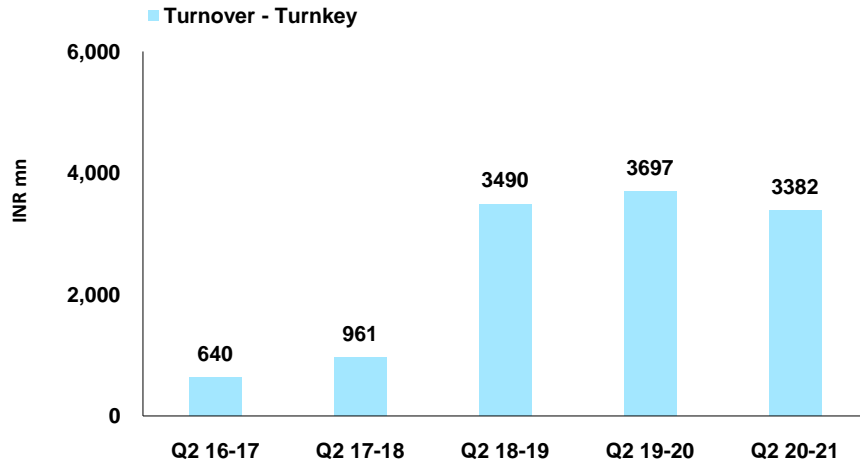
• Note: All figures are on standalone basis



## Turnover - Consultancy

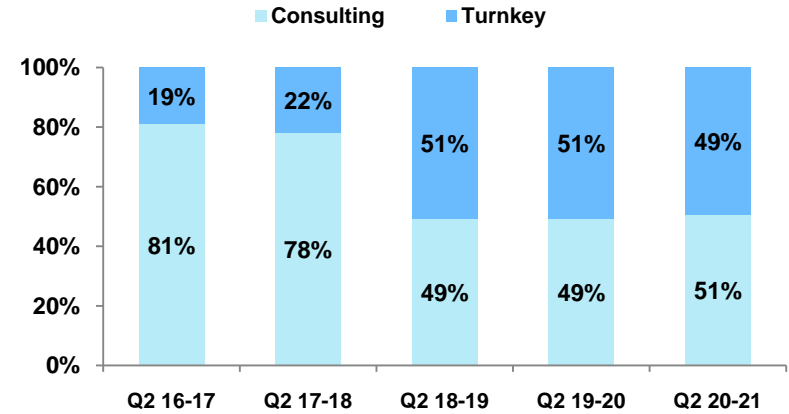


## Turnover - Turnkey

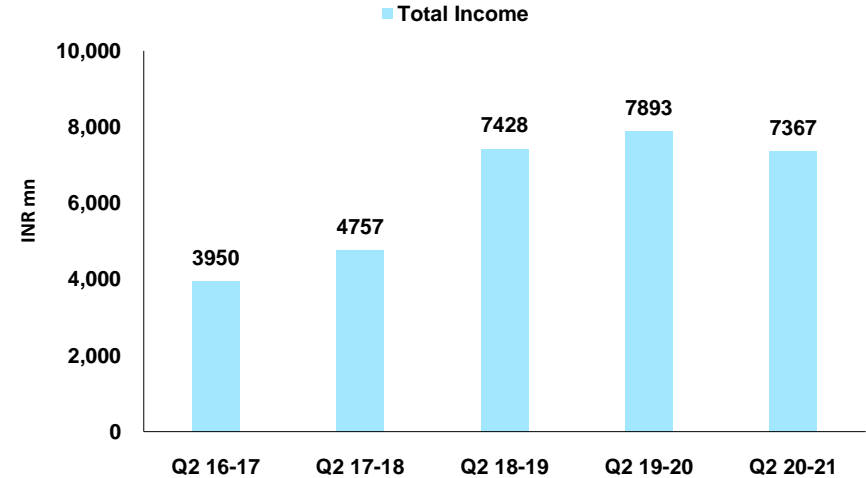


Note: All figures have been taken on standalone basis for EIL

## Turnover Mix (Consultancy Vs Turnkey)



## Total Income





*Rs Mn*

<b>TURNOVER</b>	<b>H1 20-21</b>	<b>H1 19-20</b>	<b>H2 19-20</b>
Consultancy – Domestic	4632.2	5922.5	6115.4
Consultancy – Overseas	1571.4	2063.0	1552.2
Consultancy Total	6203.6	7985.5	7667.6
Turnkey	5308.9	6600.7	9776.7
Consultancy + Turnkey	11512.5	14586.2	17444.3
Other Income	1029.1	1238.3	1342.0
Total Income	12541.6	15824.5	18786.3
<b>SEGMENT PROFIT</b>	<b>H1 20-21</b>	<b>H1 19-20</b>	<b>H2 19-20</b>
Consultancy	1326.0	2713.9	2275.3
Turnkey	92.5	364.6	289.9
Total	1418.5	3078.4	2565.2

- Note: All figures are on standalone basis



*Rs Mn*

	Q2 20-21	Q1 20-21	Q1 19-20	Q2 19-20	Q3 19-20	Q4 19-20
PBT	1240.9	653.2	1917.1	1663.1	1452.8	1722.1
PAT	926.8	480.8	1241.0	677.5	1086.7	1297.2
EPS#	1.47	0.76	1.96	1.08	1.72	2.05

*Rs Mn*

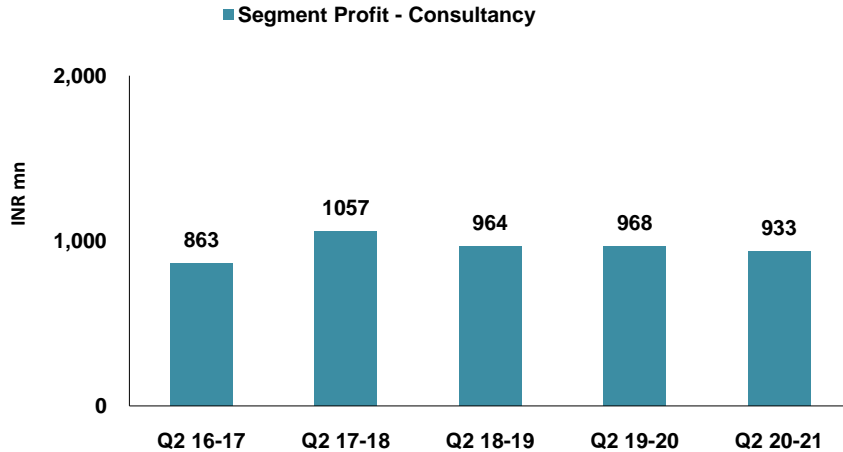
	H1 20-21	H1 19-20	H2 19-20
PBT	1894.0	3580.2	3174.9
PAT	1407.6	1918.5	2383.9
EPS#	2.23	3.04	3.77

- Note: All figures are on standalone basis

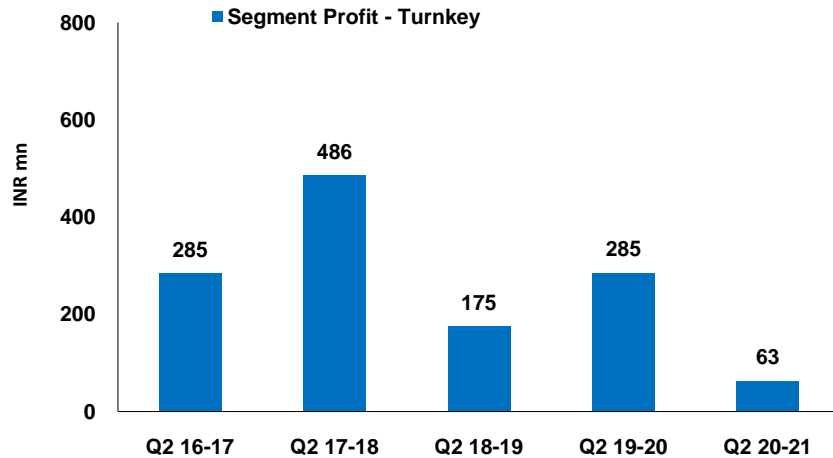




## Segment Profit - Consultancy

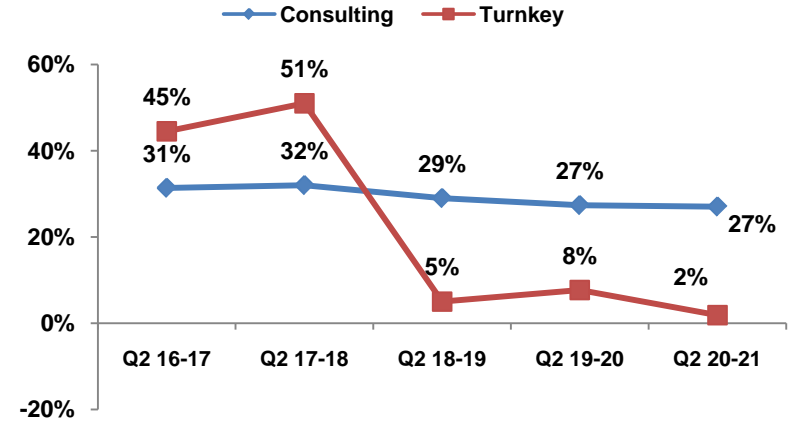


## Segment Profit - Turnkey

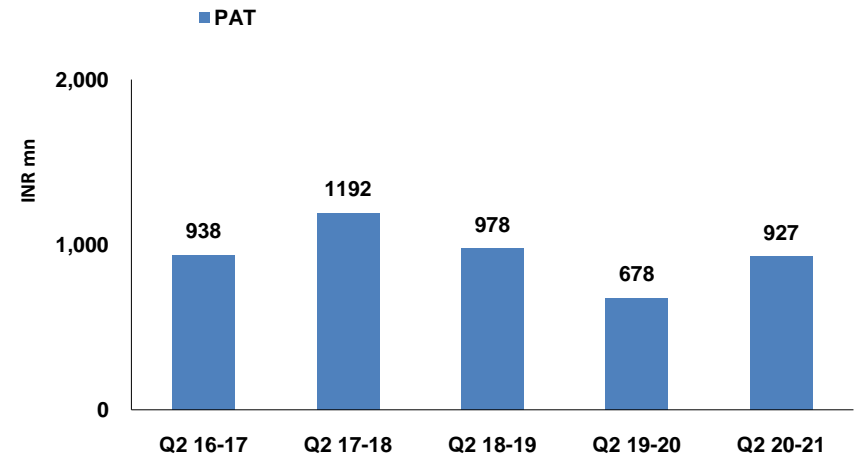


Note: All figures have been taken on a standalone for EIL

## Segment Profit %

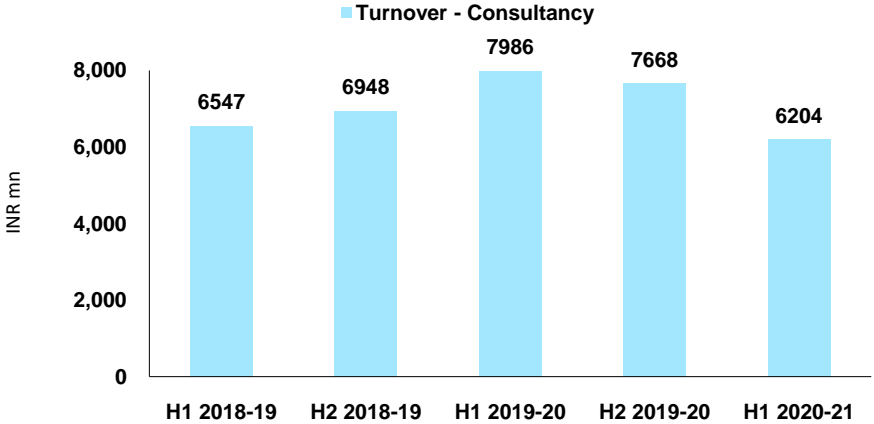


## PAT

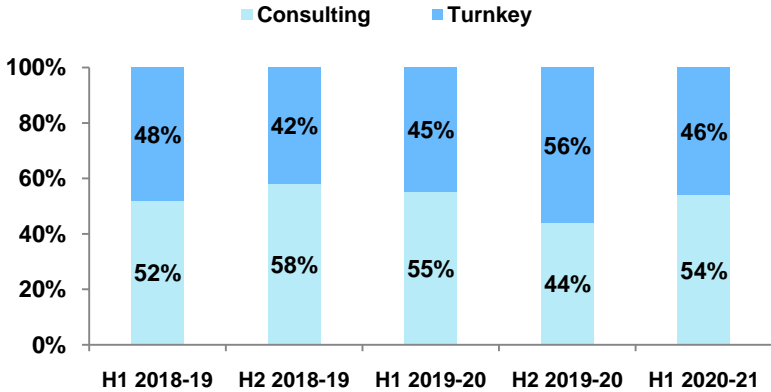




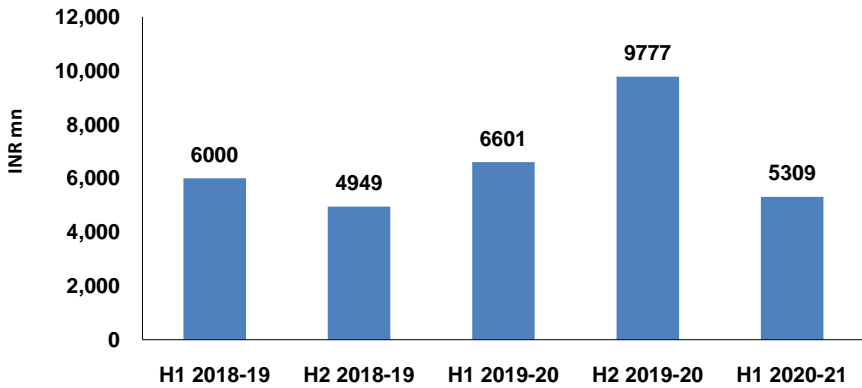
## Turnover - Consultancy



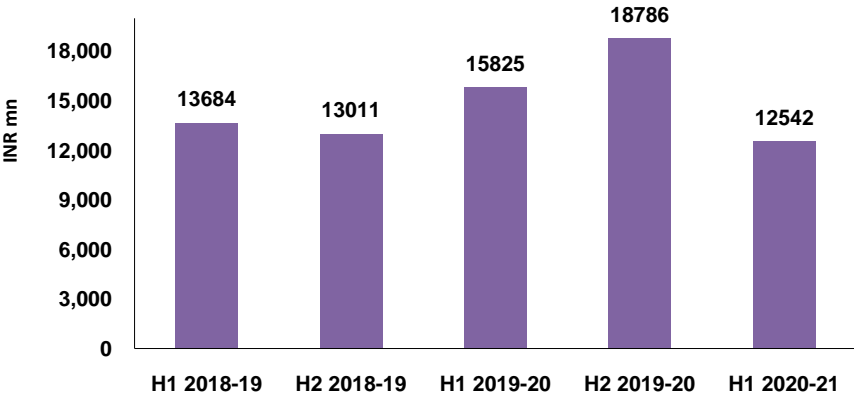
## Turnover Mix (Consultancy Vs Turnkey)



## Turnover - Turnkey



## Total Income

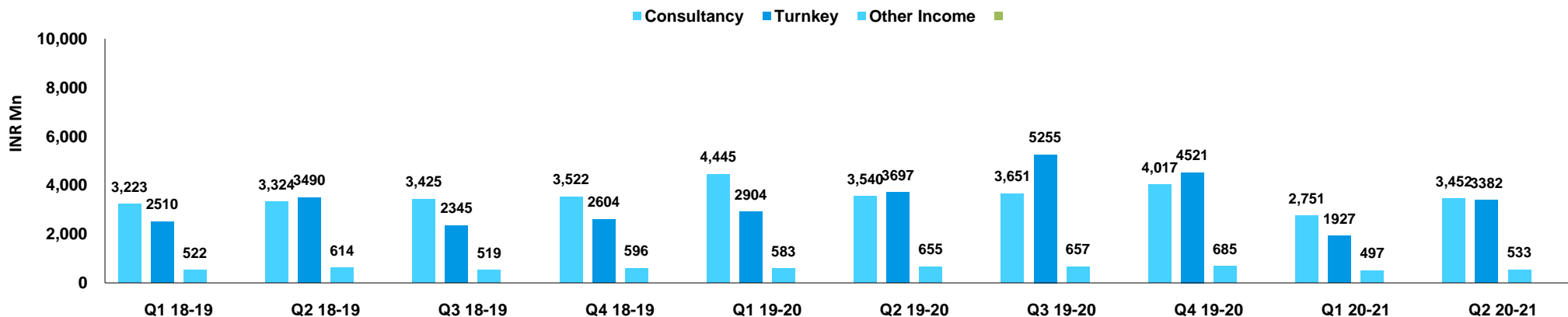


Note: All figures have been taken on standalone basis for EIL

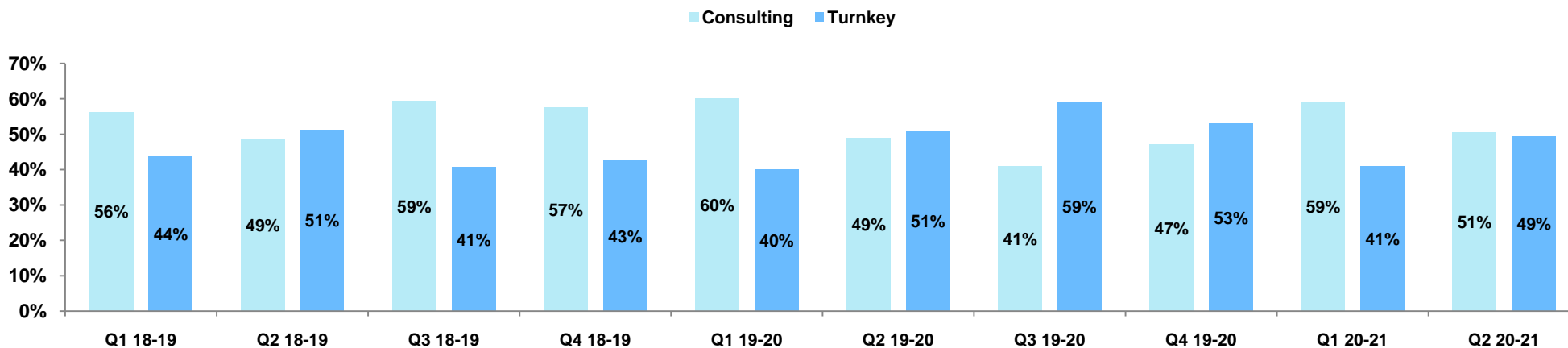
# Quarterly Performance Track Record - Standalone



## Total Income



## Revenue Mix (Consultancy Vs Turnkey)

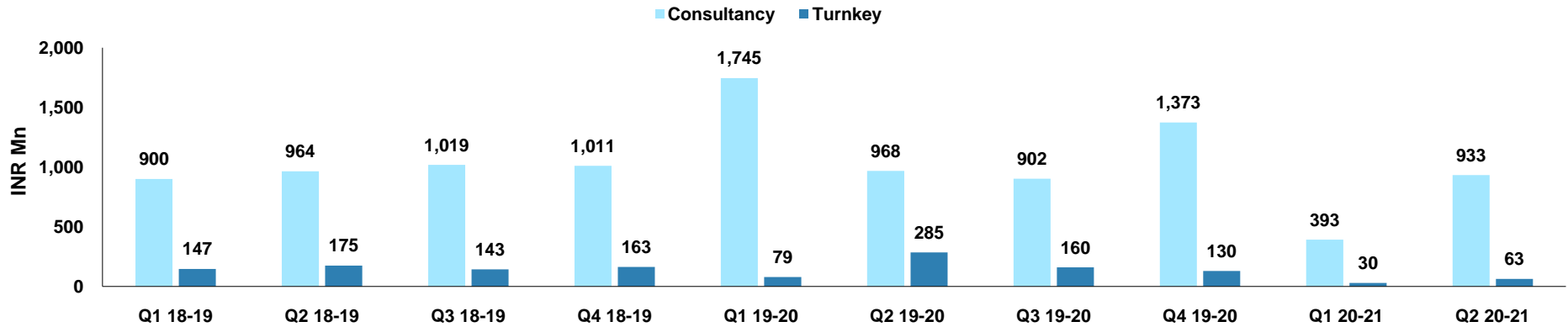


Note: All figures have been taken on a standalone for EIL

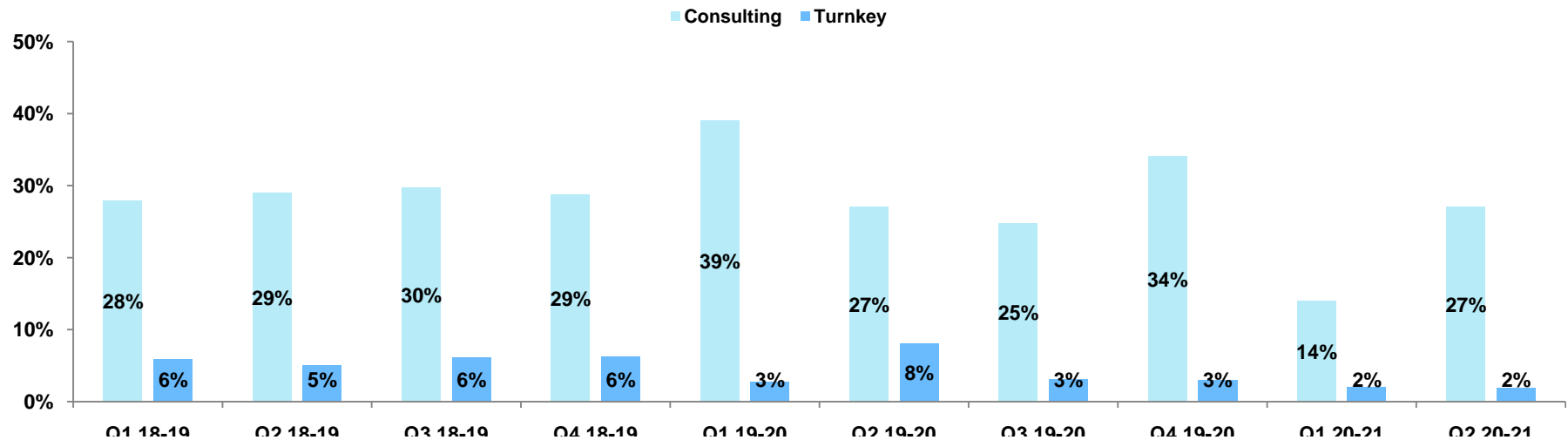
# Quarterly Performance Track Record – Standalone



## Segment Wise Operating Profit



## Segment Wise Profit %



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



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## Quarterly Business Secured and Order Book

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## Q2 FY 20-21: Business Secured and Order Book – Standalone



*Rs Mn*

Business Secured	H1 20-21	Q2 20-21	Q1 20-21	Q1 19-20	Q2 19-20	Q3 19-20	Q4 19-20
Consultancy (domestic)	5,674	5,030	644	1,951	1,506	3,278	1,384
Consultancy (overseas)	946	910	36	7,485	161	329	78
Consultancy Total	6,620	5,940	680	9,436	1,667	3,607	1,462
Turnkey	130	0	130	0	0	0	0
Total Business secured	6,750	5,940	810	9,436	1,667	3,607	1,462

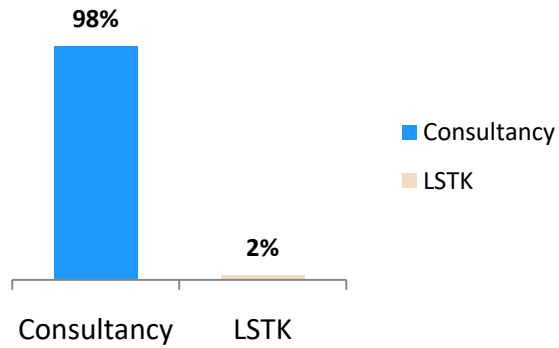
*Rs Mn*

Order Book (Cumulative)	As on Sept. 20	As on June 20	As on March 20	As on March 19	As on March 18	As on March 17
Consultancy	44304	42,314	44,561	43,124	41,739	40,208
Turnkey	45476	48,854	50,993	68,763	36,992	37,411
Total Order Book	89780	91,168	95,554	1,11,887	78,731	77,619
Consultancy %	49%	46%	47%	39%	53%	52%
Turnkey %	51%	54%	53%	61%	47%	48%

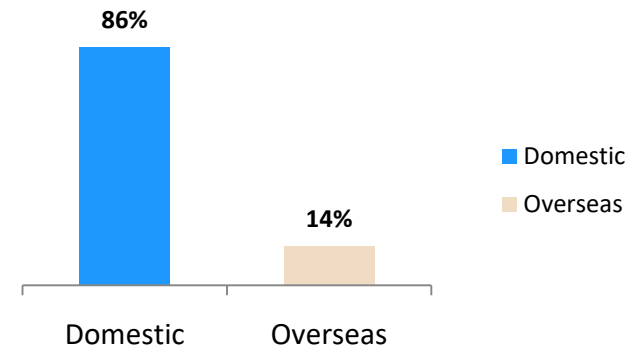
*Note : Data on unconsolidated basis*



### Consultancy Vs LSTK



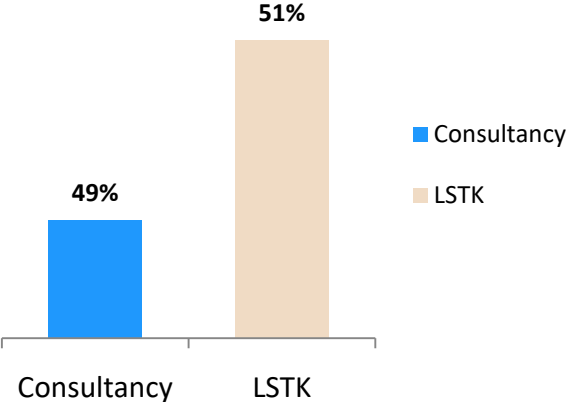
### Consultancy Domestic Vs Overseas



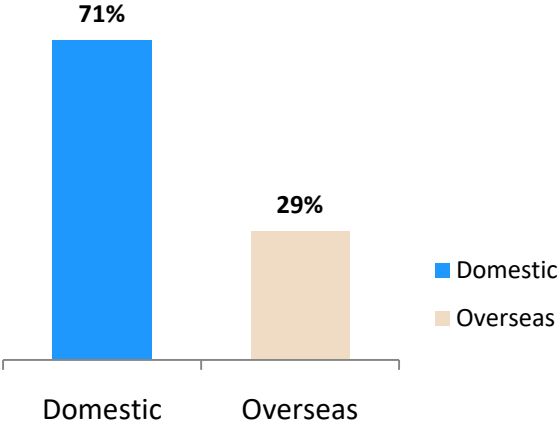
Note : Data on unconsolidated basis



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
<b>Domestic</b>					
Consultancy	EPCM Consultancy Services for 500 KTA PDH-PP Project (Rate Reimbursable)	GAIL India Ltd.	4485	Sept 2020	Sept 2024
Consultancy	Owner's Engineer Services for 6.0 MMTPA Mechanized Production and Evacuation Facilities at Kurmitar Iron Ore Mines	Odisha Mining Corporation	219	Sept 2020	Sept 2023
Consultancy	(PMC) for Construction of New Domestic Terminal Building and associated works at Leh Airport, J&K (Change Order)	Airports Authority of India	105	June 2020 (Change Order settled in Sept 2020)	Sept 2021
<b>Overseas</b>					
Consultancy	Project Management Consultancy Services for "Installation of ERL Unit-2" (Contract Amendment No. 1 – Change Order)	Bangladesh Petroleum Corporation (BPC)	867	Change Order settled in Aug 2020	June 2024



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
<b>Domestic</b>					
Consultancy	Project Management Consultancy Services for Dhamra-Haldia Pipeline Project	GAIL India Ltd.	317	May 2020	Nov 2022
Consultancy	Detailed Engineering Consultancy and Construction Supervision for Setting Up Nuclear Fuel Complex (Change Order)	Department of Atomic Energy, Nuclear Fuel Complex-Kota	291	June 2020 (Change Order award date)	Mar 2021
Turnkey	Coker block of Resid Up-gradation Project (Change Order)	Chennai Petroleum Corporation Limited (CPCL)	129	Change Order settled in June 2020	Project already completed
<b>Overseas</b>					
Consultancy	Various small assignments under call off contracts	ADNOC Offshore	36	Apr 2020	2020-2021



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## Annual Performance Summary

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# 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	4,826	3,894	4,303	3,592	2,646	2,465
Turnkey	655	628	754	1,036	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	4,302	3,701	3,779	3,250	2,762	3,080
PAT %	13%	15%	21%	22%	18%	18%

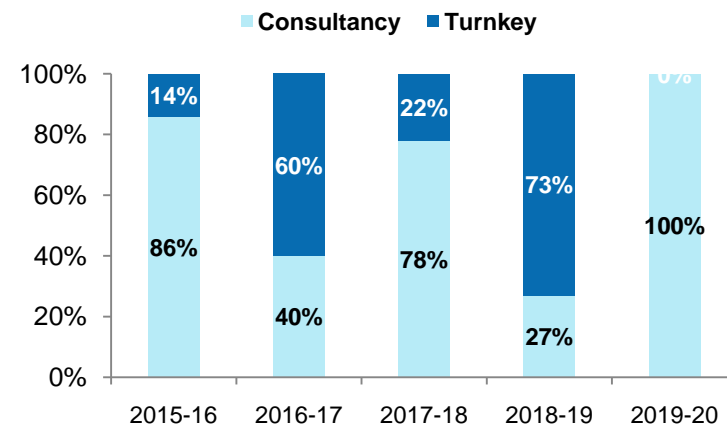
- Note: All figures are on standalone basis and rounded off to nearest digit
- \*\* Figures as per IND AS

# Annual Business Secured and Order Book – Standalone



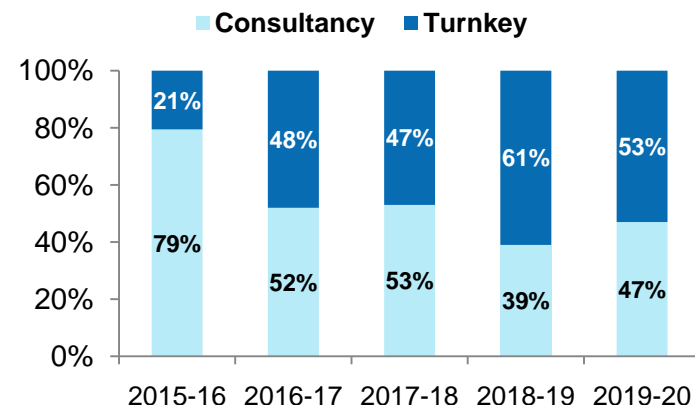
Rs Mn

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



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