

**इंजीनियर्स
इंडिया लिमिटेड**
(भारत सरकार का उपक्रम)
एक नवतन्त्र कम्पनी.

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

पंजीकृत कार्यालय : इंजीनियर्स इंडिया भवन, 1, भीकाएजी कामा प्लेस, नई दिल्ली-110 066 भारत
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कंपनी सचिवालय/ COMPANY SECRETARIAT

सं.सचिव/No. Secy/906/9/10

12.11.2021

The BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai – 400 023 Scrip Code-532178	The National Stock Exchange of India Limited Exchange Plaza, 5th Floor Bandra Kurla Complex Bandra (East), Mumbai-400051 Symbol-ENGINERSIN
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विषय: निवेशक प्रस्तुति: तिमाही परिणाम Q2-FY 2021-22 पर हाइलाइट्स

Sub: Investor Presentation: Highlights on Quarterly Results Q2-FY 2021-22

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 30th September, 2021 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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CIN : L74899DL1965GOI004352 Website : www.engineersindia.com
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इंडिया लिमिटेड (भारत सरकार का उपक्रम)

 ENGINEERS
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Investor Presentation

2nd Quarter Results : FY 21-22

11th November 2021



Page #

1

Quarterly Financial Performance

3

2

Quarterly Business Secured and Order Book

12

3

Annual Performance Summary

17



1

Quarterly Financial Performance

Q2 FY 21-22: Performance Summary - Standalone

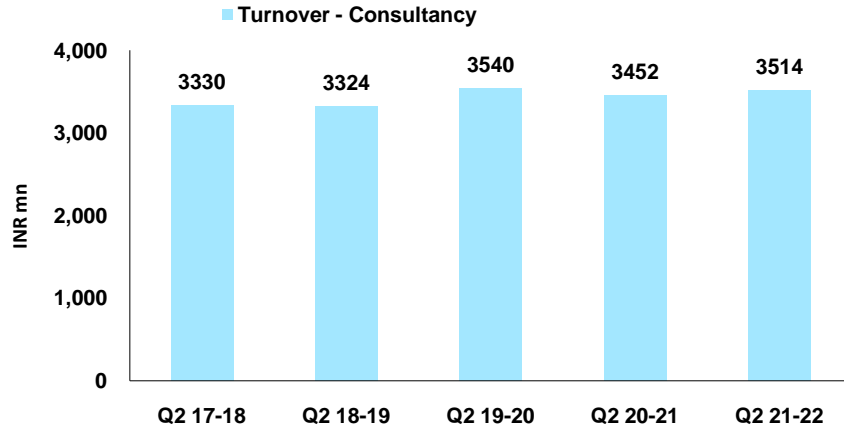


<i>Standalone</i>							<i>Rs Mn</i>
TURNOVER	Q2 21-22	Q1 21-22	Q1 20-21	Q2 20-21	Q3 20-21	Q4 20-21	
Consultancy – Domestic	2841.4	2795.6	2052.1	2580.2	2665.0	3095.3	
Consultancy – Overseas	672.9	861.9	699.1	872.2	917.8	951.5	
Consultancy Total	3514.3	3657.5	2751.2	3452.4	3582.8	4046.8	
Turnkey	2964.5	3691.4	1927.2	3381.7	4784.5	7120.3	
Consultancy + Turnkey	6478.8	7348.9	4678.4	6834.1	8367.3	11167.1	
Other Income	283.7	224.7	496.6	532.6	479.7	439.9	
Total Income	6762.5	7573.6	5175.0	7366.7	8847.0	11607.0	
SEGMENT PROFIT	Q2 21-22	Q1 21-22	Q1 20-21	Q2 20-21	Q3 20-21	Q4 20-21	
Consultancy	895.2	1100.2	392.5	933.5	909.9	1563.5	
Turnkey	74.5	116.4	29.7	62.7	65.1	400.5	
Total	969.7	1216.6	422.2	996.2	975.0	1964.0	

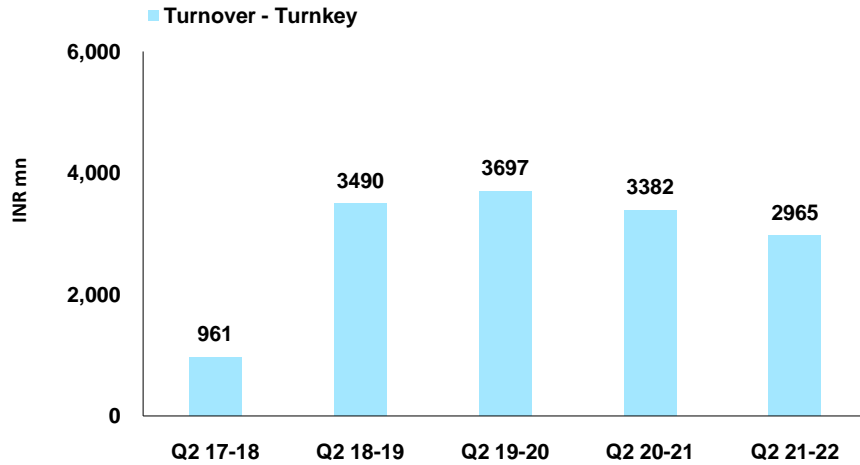
• Note: All figures are on standalone basis



Turnover - Consultancy

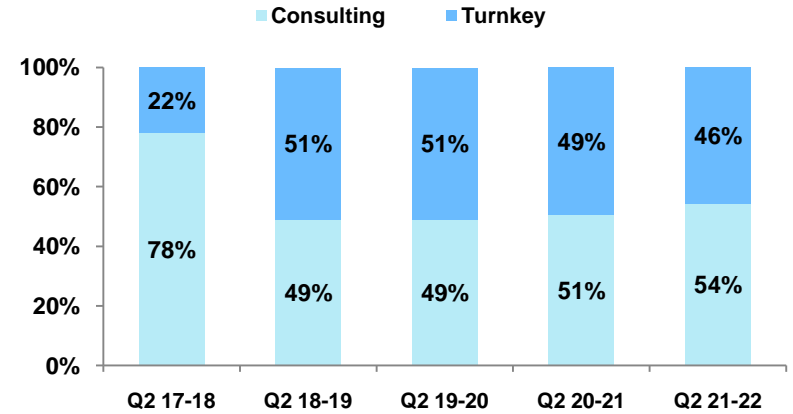


Turnover - Turnkey

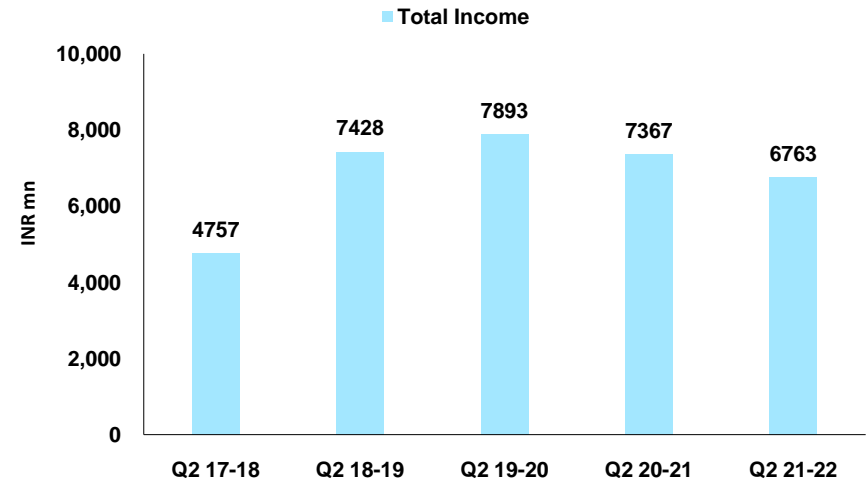


Note: All figures have been taken on standalone basis for EIL

Turnover Mix (Consultancy Vs Turnkey)



Total Income





Rs Mn

TURNOVER	H1 21-22	H1 20-21	H2 20-21
Consultancy – Domestic	5637.2	4632.2	5760.3
Consultancy – Overseas	1534.6	1571.4	1869.3
Consultancy Total	7171.8	6203.6	7629.6
Turnkey	6656.00	5308.9	11904.8
Consultancy + Turnkey	13827.8	11512.5	19534.4
Other Income	508.4	1029.1	919.6
Total Income	14336.2	12541.6	20454.0
SEGMENT PROFIT	H1 21-22	H1 20-21	H2 20-21
Consultancy	1995.4	1326.0	2473.4
Turnkey	190.8	92.5	465.6
Total	2186.2	1418.5	2939.0

- Note: All figures are on standalone basis



Rs Mn

	Q2 21-22	Q1 21-22	Q1 20-21	Q2 20-21	Q3 20-21	Q4 20-21
PBT	832.3	1216.6	653.2	1240.9	1175.5	436.1
PAT	594.7	906.1	480.8	926.8	882.0	305.4
EPS#	1.06	1.61	0.76	1.47	1.39	0.54

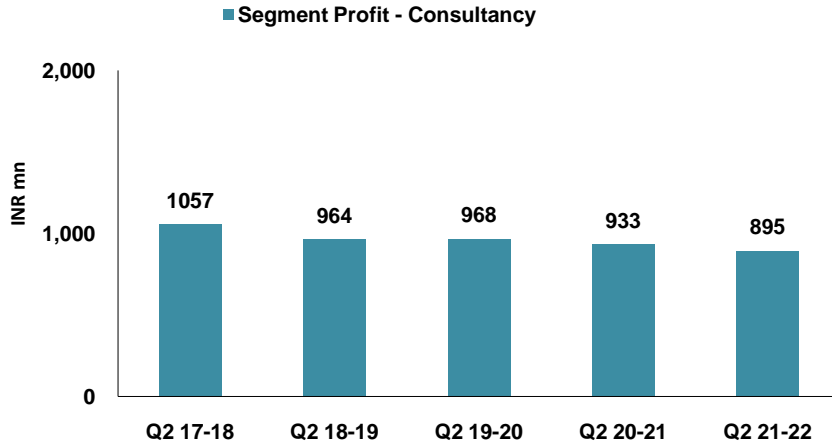
Rs Mn

	H1 21-22	H1 20-21	H2 20-21
PBT	2048.9	1894.0	1611.6
PAT	1500.8	1407.6	1187.4
EPS#	2.67	2.23	1.93

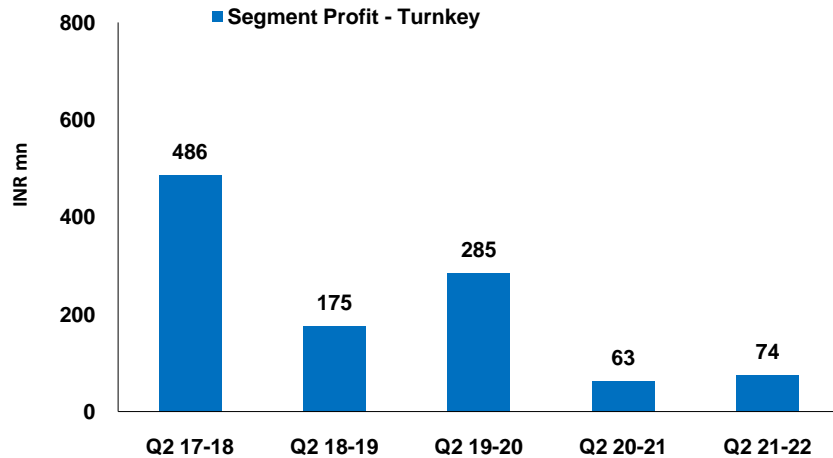
- Note: All figures are on standalone basis



Segment Profit - Consultancy

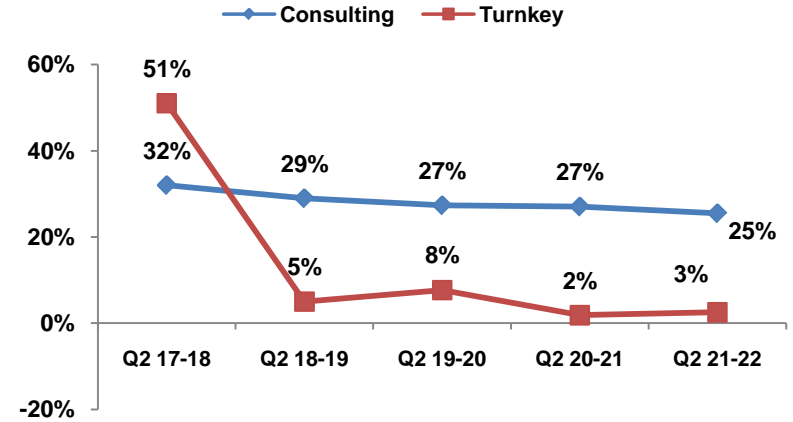


Segment Profit - Turnkey

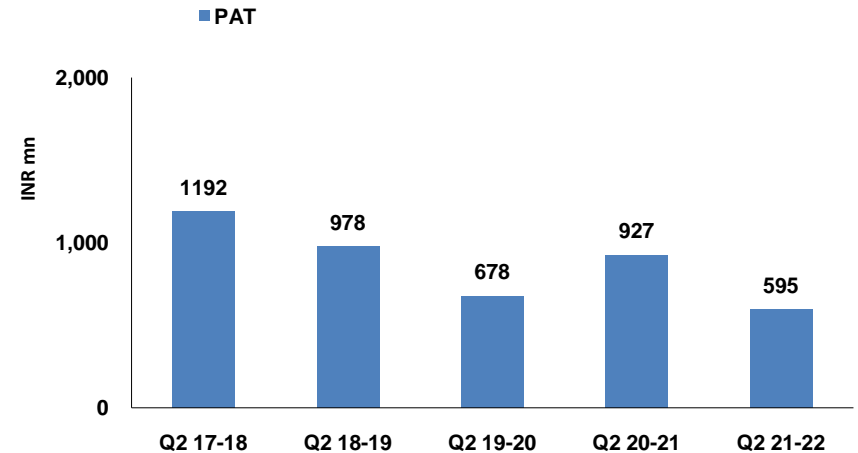


Note: All figures have been taken on a standalone for EIL

Segment Profit %

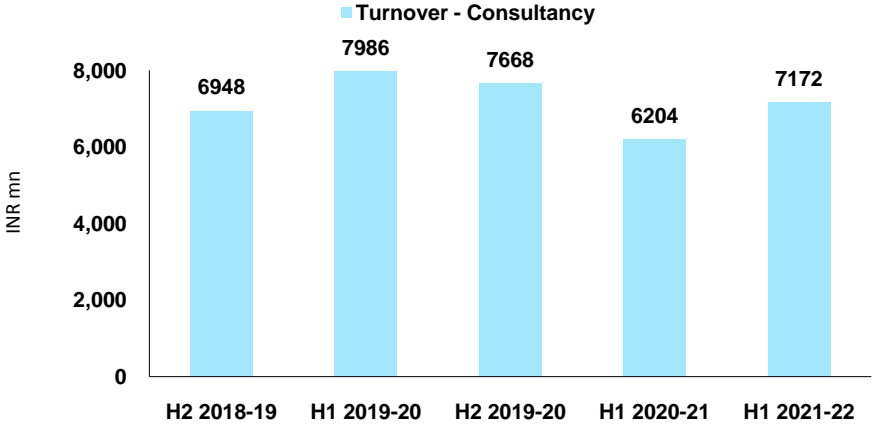


PAT

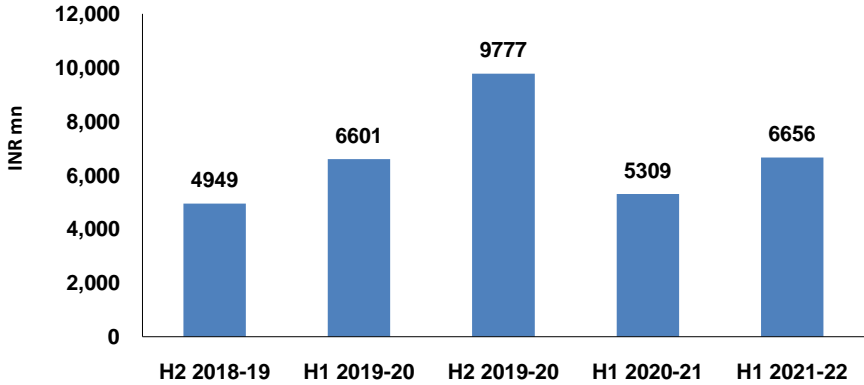




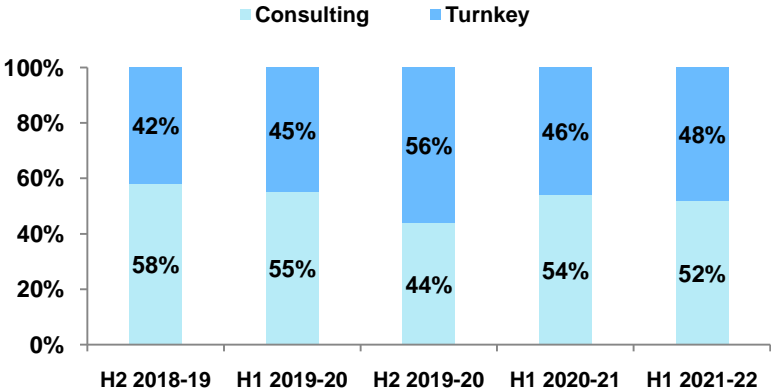
Turnover - Consultancy



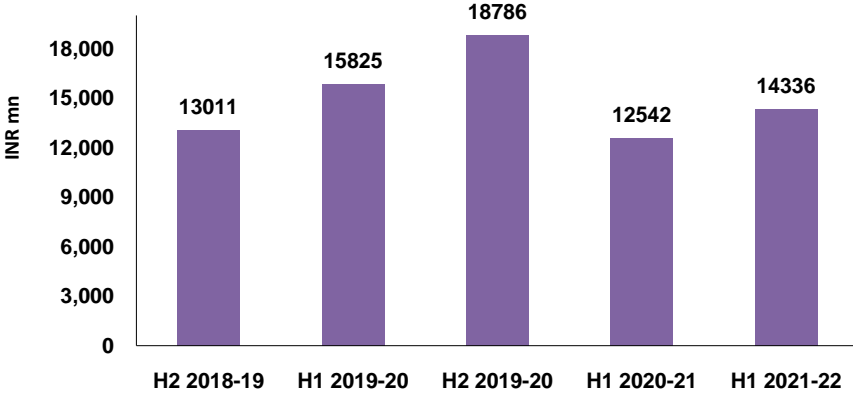
Turnover - Turnkey



Turnover Mix (Consultancy Vs Turnkey)



Total Income

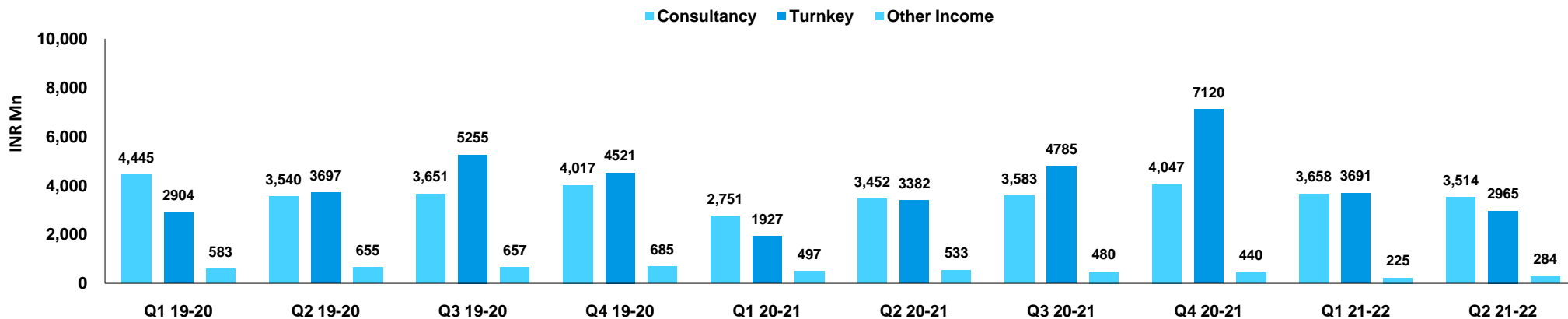


Note: All figures have been taken on standalone basis for EIL

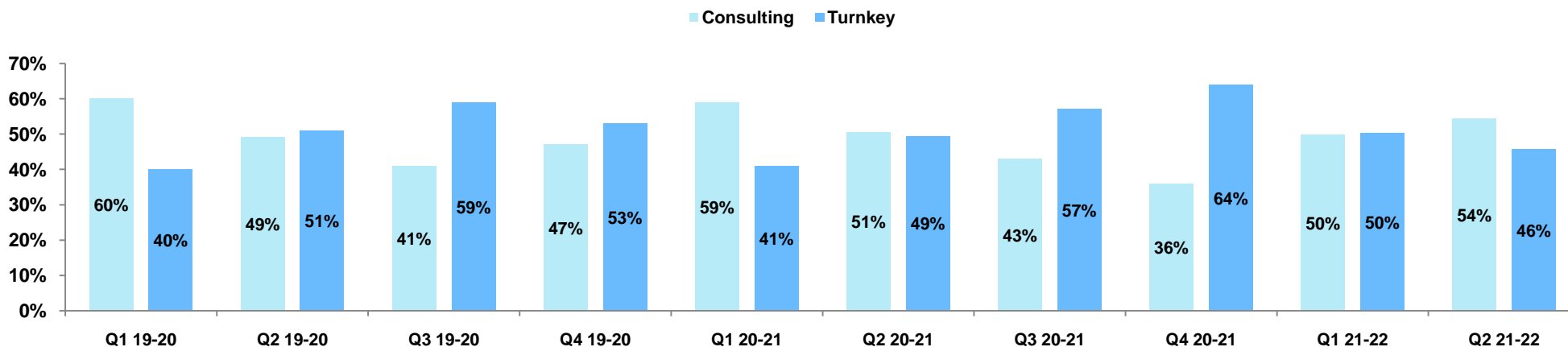
Quarterly Performance Track Record - Standalone



Total Income



Revenue Mix (Consultancy Vs Turnkey)

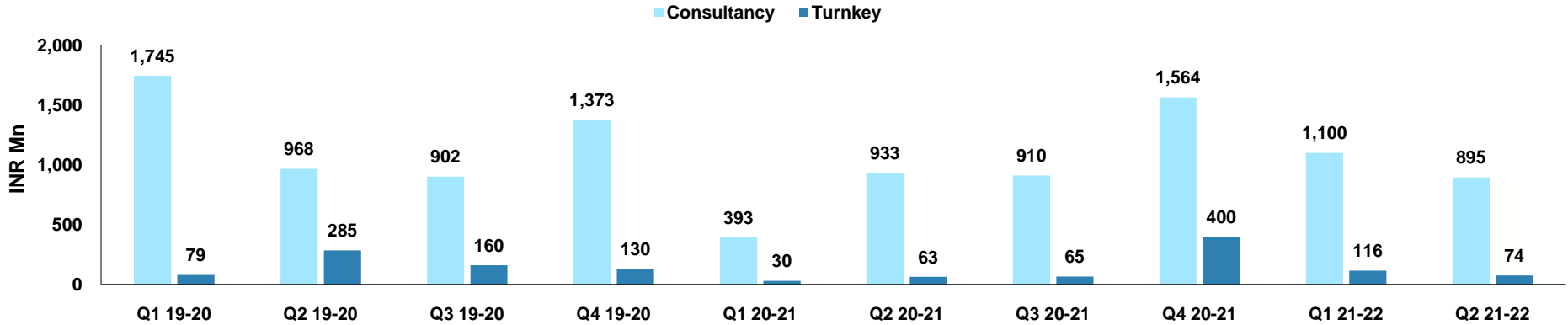


Note: All figures have been taken on a standalone for EIL

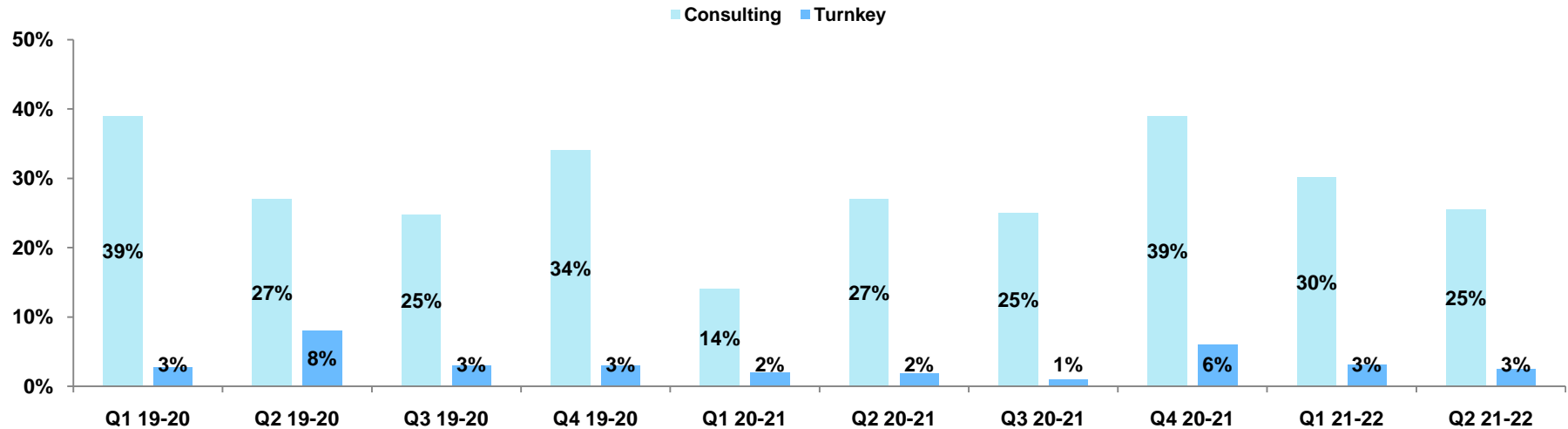
Quarterly Performance Track Record – Standalone



Segment Wise Operating Profit



Segment Wise Profit %



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



2

Quarterly Business Secured and Order Book

Q2 FY 21-22: Business Secured and Order Book – Standalone



Rs Mn

Business Secured	H1 21-22	Q2 21-22	Q1 21-22	Q1 20-21	Q2 20-21	Q3 20-21	Q4 20-21
Consultancy (domestic)	14,353	11,624	2,729	644	5,030	1,827	7,050
Consultancy (overseas)	145	48	97	36	910	59	6
Consultancy Total	14,498	11,672	2,826	680	5,940	1,886	7,056
Turnkey	0	0	0	130	0	0	0
Total Business secured	14,498	11,672	2,826	810	5,940	1,886	7,056

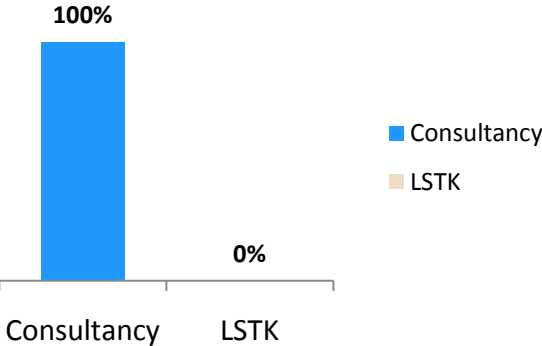
Rs Mn

Order Book (Cumulative)	As on Sep 21	As on Jun 21	As on Jun 20	As on Sep 20	As on Dec 20	As on Mar 21
Consultancy	52,980	44,984	42,314	44,304	42,357	45,816
Turnkey	27,312	30,320	48,854	45,476	40,615	34,003
Total Order Book	80,292	75,304	91,168	89,780	82,972	79,819
Consultancy %	66%	60%	46%	49%	51%	57%
Turnkey %	34%	40%	54%	51%	49%	43%

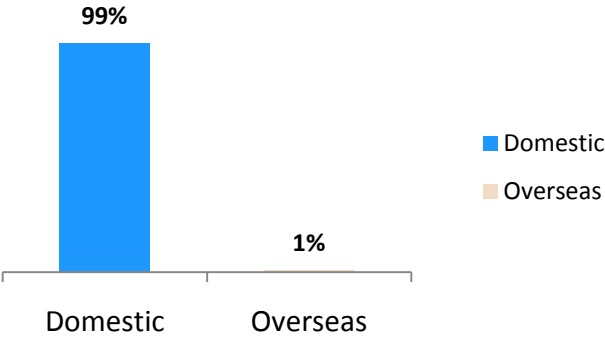
Note : Data on unconsolidated basis



Consultancy Vs LSTK



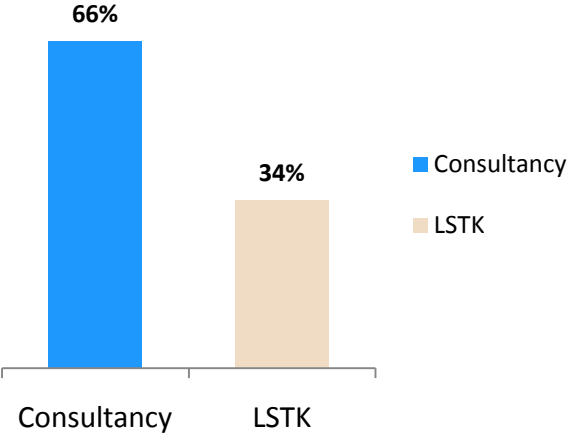
Consultancy Domestic Vs Overseas



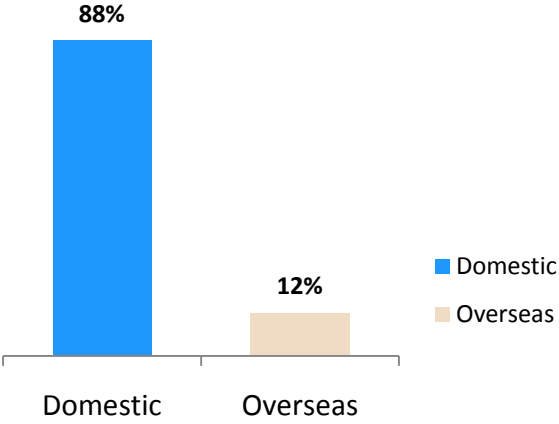
Note : Data on unconsolidated basis



Consultancy Vs LSTK



Consultancy Domestic Vs Overseas



Note : Data on unconsolidated basis

Q2 FY 21-22 : Salient Orders Secured



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	PMC Services for De-Bottlenecking and Augmentation of Cryogenic Facilities of BPCL LPG Import Terminal at Uran	Bharat Petroleum Corporation Limited (BPCL)	654	Jul 2021	Apr 2024
Consultancy	Supply of License, BDEP, Catalyst, Proprietary Equipment and other related Services for LPG Treating Unit (LPGTU-1&2) of Numaligarh Refinery Expansion Project	Numaligarh Refinery Limited (NRL)	129	Jul 2021	Dec 2026
Consultancy	Project Management Consultancy Services (EPCM) for proposed Krishnapatnam-Hyderabad Multiproduct Pipeline (Part-B Detailed Engineering)	Bharat Petroleum Corporation Limited (BPCL)	193	Sep 2021	May 2023
Consultancy	PMC / EPCM Consultancy Services for CPCL'S 9 MMTPA Cauvery Basin Refinery (CBR) Project at Nagapattinam, Tamilnadu, India • EPCM 1 with MPMC Services • EPCM 3	Chennai Petroleum Corporation Limited (CPCL)	7404 (EPCM 1) 2986 (EPCM 3)	Sep 2021	Jul 2025
Overseas					
Consultancy	Various small assignments under call off contracts	ADNOC Offshore	22	Sep 2021	2021-22
Consultancy	FEED for Replacement of Waste Water Treatment Plant Absorption Chiller	Bahrain Petroleum Company (BAPCO)	12	Sep 2021	Jan 2022



Service Type	Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
Domestic					
Consultancy	EPCM Services for Bio-Refinery Project at Numaligarh (Change Order)	Assam Bio Refinery Private Limited (ABRPL)	490	Change Order considered in May 2021	June 2022
Consultancy	EPCM for Upgradation of Facilities of Numaligarh-Siliguri Product Pipeline (NSPL) for transportation of additional products (from existing 1.72 MMTPA to 5.5 MMTPA due to NREP)	Oil India Limited (OIL)	562	June 2021	August 2024
Consultancy	Licensing and EPCM Consultancy Services for Delayed Coker Unit (DCU) Revamp of Numaligarh Refinery Expansion Project	Numaligarh Refinery Limited (NRL)	1,110	June 2021	August 2024
Consultancy	Consultancy Services for Guru Gobind Singh Polymer Addition Project, Bathinda (Change Order)	HPCL-Mittal Energy Limited (HMEL)	385	June 2021	December 2021
Overseas					
Consultancy	Various small assignments under call off contracts	ADNOC Offshore	97	May 2021 / June 2021	2021-22



3

Annual Performance Summary

Annual Performance Summary – Standalone



Rs Mn

TURNOVER	2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
Consultancy	13,833	15,653	13,494	13,793	11,650	10,074
Turnkey	17,214	16,377	10,949	4,083	2,836	5,036
Consultancy + Turnkey	31,047	32,030	24,443	17,876	14,486	15,110
Other Income	1,949	2,580	2,251	1,795	2,237	2,478
Total Income	32,996	34,611	26,694	19,671	16,723	17,588

SEGMENT PROFITS	2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
Consultancy	3,799	4,989	3,894	4,303	3,592	2,646
Turnkey	558	655	628	754	1036	122
Consultancy %	27%	32%	29%	31%	31%	26%
Turnkey %	3%	4%	6%	19%	37%	2%

PAT	2020-21	2019-20	2018-19	2017-18	2016-17	2015-16
PAT	2,595	4,302	3,701	3,779	3,250	2,762
PAT %	8%	13%	15%	21%	22%	18%

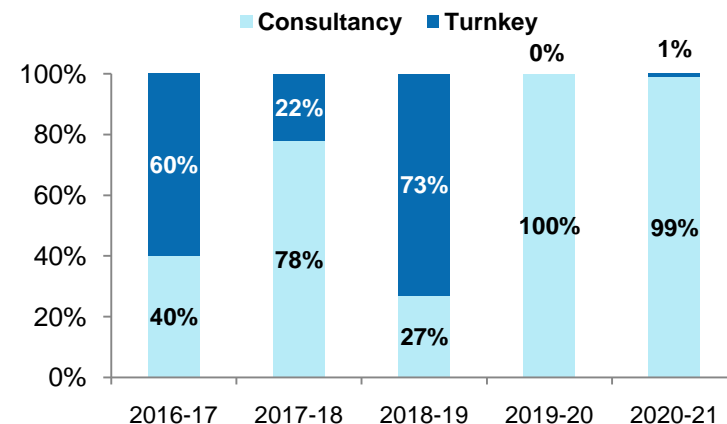
Note: All figures are on standalone basis and rounded off to nearest digit

Business Secured and Order Book – Standalone



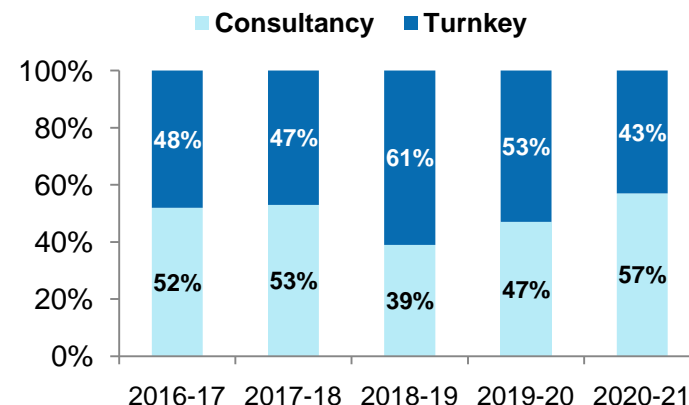
Rs Mn

Business Secured	FY 20-21	FY 19-20	FY 18-19	FY 17-18	FY 16-17
Consultancy (domestic)	14,550	8,119	14,942	13,572	20,319
Consultancy (overseas)	1,011	8,053	911	3,036	2,644
Consultancy Total	15,562	16,172	15,853	16,608	22,963
Turnkey	130	0	43,052	4,797	34,118
Total Business secured	15,692	16,172	58,905	21,405	57,081



Rs Mn

Order Book	March 21	March 20	March 19	March 18	March 17
Consultancy	45,816	44,561	43,124	41,739	40,208
Turnkey	34,003	50,993	68,763	36,992	37,411
Total Order Book	79,819	95,554	1,11,887	78,731	77,619
Consultancy %	57%	47%	39%	53%	52%
Turnkey %	43%	53%	61%	47%	48%



Note : Data on unconsolidated basis

Capital Investments – as on Q2 FY 21-22



Description	Investment 1	Investment 2		Investment 3
Name	Ramagundam Fertilizer Project	NELP IX : Two Upstream Assets		Minority stake in Numaligarh Refinery Ltd.
		(CB-ONN-2010 / 8)	CB-ONN-2010 / 11	
Implementing agency	M/s Ramagundam Fertiliser & Chemical Ltd.	M/s Bharat Petro Resources Ltd. (BPRL)	M/s GAIL India Ltd.	-
JV Partners / Shareholding	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%
State	Telengana	Gujarat	Gujarat	Assam
Size / Capacity / Area	<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)
Approximate project cost/ investment at start	Rs. 6120 Crores	Rs. 300 Crores / USD 50 Million (During Bidding Stage)		-
Total Equity Investment Committed by EIL	Rs. 491 Crores	Rs. 100 Crores		Rs 700 crores (approx)



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