इंजीनियर्स इंडिया लिमिटेड
(भारत सरकार का उपक्रम)

ENGINEERS INDIA LIMITED
(A Govt. of India Undertaking)

Investor Presentation
Annual Results : FY 13-14

23rd May 2014

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Overview of Engineers India Limited ("EIL")

Company Background

- One of India's leading engineering consultancy and EPC companies
- Nearly five decades of experience on landmark projects with global energy majors
- Significant track record across entire oil & gas value chain including 10 green-field refineries, 39 oil & gas processing plants, 40 offshore process platforms, 42 pipelines and 7 petrochemical complexes
- Focused diversification into other sectors:
  - Fertilizer and LNG
  - Non-ferrous metallurgy
  - Infrastructure
  - Strategic crude oil storage
  - Nuclear and solar energy
  - E&P
- Over 2,890 highly experienced professionals and technical workforce
- In-house and collaborative R&D support with 14 registered patents
- Expanding overseas presence in MENA and South East Asia
- Zero debt firm with track record of healthy earnings and consistent dividend payout

Marquee Projects

BPCL Refinery, Kochi

Bharat Petroleum

Bina Refinery

Panipat Naphtha Cracker Unit

इंडियनऑयल IndianOil

Guru Gobind Singh Refinery, Bathinda

HMEL

Evolution & Key Milestones

1965

- Incorporated pursuant to a formation agreement between GoI and Bechtel
- Commenced work in the refineries segment

1967

- Wholly owned Government of India (GoI) company

1969

- Expansion to Petrochem with IPCL (now Reliance Industries Ltd)

1970-72

- Commenced first international assignment
- Entered
  - Fertilizer sector
  - Non-ferrous metallurgical sector

1975-78

- Expansion in Hydrocarbons value chain
  - Offshore
  - Pipelines
  - Onshore oil and gas

1989

- R&D centre in Gurgaon

1997

- Listed on the BSE and NSE
- Accorded the Mini Ratna status

2001

- Diversified into Infrastructure

2006

- Commenced services in sub-surface crude storages

2010

- Special interim dividend of 1000%
- Successful FPO of 3.36 Cr shares of Rs. 5 each

2011

- Diversification into nuclear and solar Energy sector
- JV in Saudi Arabia

2012 -13

- Entered into PSC with GoI for exploration (NELP IX)
- Overseas expansion in fertilizer

Lines of Business

Oil & Gas

Oil and Gas Processing Offshore & Onshore

Refinery

Strategic Storage, Terminals and Pipelines

Chemicals & Metallurgy

Petrochemicals

Fertilizer

Mining and Metallurgy

Infrastructure

City Gas

Urban Development

Water and Waste Management

Power

Solar

Thermal

Nuclear

Service Offering - From Concept to Commissioning

Process Design

- Pre-feasibility studies
- Technology and licensor selection
- Conceptual design & feasibility
- Process design package

Engineering

- Residual engineering and FEED
- Detailed engineering
  - Engineering for procurement
  - Engineering for construction

Procurement

- Supplier and contractor management
- Expediting and inspection
- Vendor development

Construction Management

- Materials and warehouse management
- Quality assurance and health, safety & environment
- Progress monitoring/ Scheduling
- Mechanical completion
- Site closure

Commissioning

- Pre-commissioning and commissioning assistance
- Safety audit
- Hazard and operability studies
- Risk analysis

Project Management

- Integrated project management services with focus on cost, quality and schedule

Specialized Services

- Environment engineering
- Heat and mass transfer
- Plant operations and safety management
- Specialist materials and maintenance services

Certification

- Certification and re-certification services
- EIL subsidiary – Certification Engineers International Limited (CEIL)
- Third party inspection

Service Offering - Modes of Contracts Managed

Consultancy Contracts

1 Engineering, Procurement and Construction Management (EPCM)

- Services related to process design, detailed engineering, procurement, construction supervision through co-ordination of various suppliers and contractors and commissioning and pre-commissioning assistance

2 Front-end Engineering & Design (FEED)

- Upstream process design, residual basic design and front-end basic engineering for complete definition of scope for selection of EPC contractor

3 Project Management Consultancy (PMC)

- Comprehensive project management Services for the implementation of a project through EPC contractors

Turnkey Contracts

1 Lump-sum turnkey ("LSTK")

- Fixed price contracts for Engineering, Procurement And Construction (EPC)
- Single-point responsibility for completion of a project within the agreed schedule at the awarded turnkey price
- Changes in scope of work are defined by change orders agreed by both parties

2 Open book estimate ("OBE")

- Cost plus contracts contract with a provision for conversion to LSTK

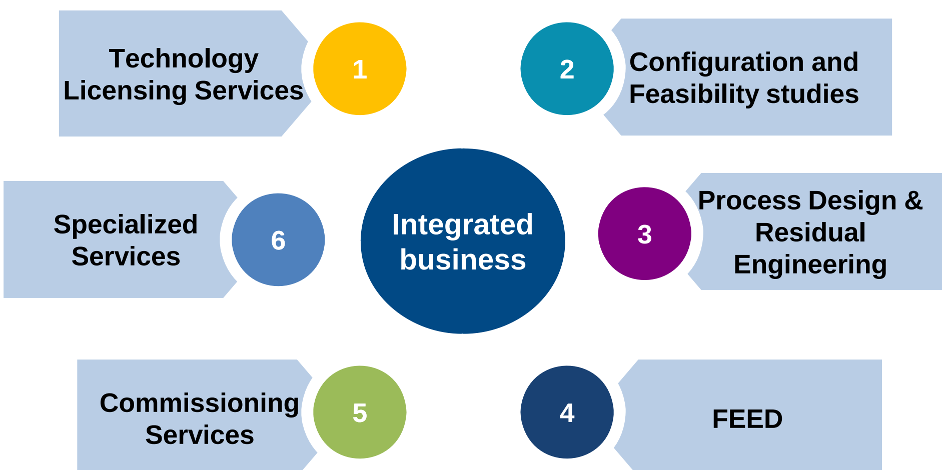
Wide spectrum of service offerings

Technology Driven Services

Comprehensive technology related offering

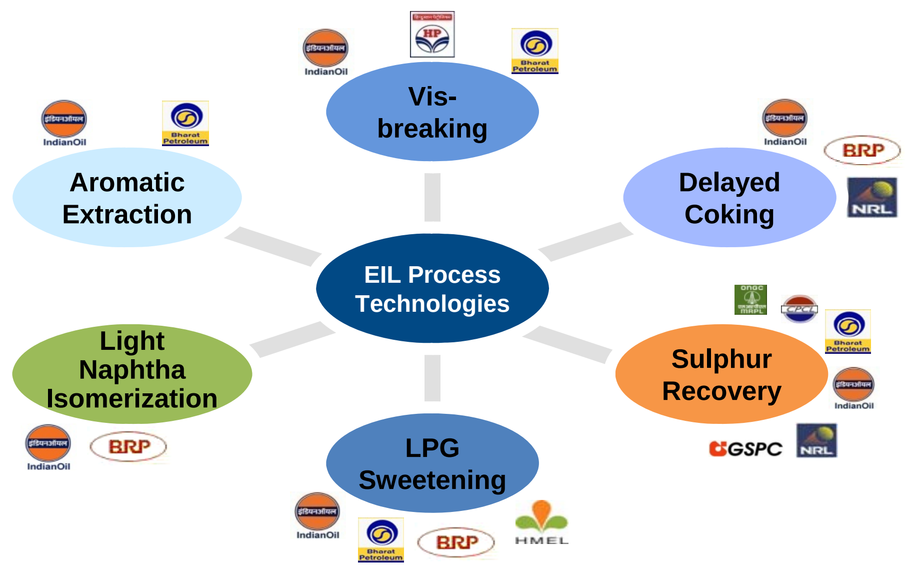
1. State of the art R&D centre at Gurgaon …

2. …technology driven full range of services…



Technology driven organisation

- EIL has developed over 30 process technologies for the oil and gas processing, refineries and petrochemical industries
- Currently holds 14 live patents and has 15 pending patent applications relating to various process technologies
- Comprehensive environment engineering services
- Comprehensive Hazop, Hazan, Risk and consequence analysis services



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Track record and Credentials

Extensive Track Record and Strong Client Relationships

Refinery Projects including 10 Green-field Projects

37 Oil & Gas Processing Projects

7 Petrochemical Complexes

42 Pipeline Projects

40 Offshore Process Platforms

13 Ports & Storage Terminals

8 Fertiliser Projects

29 Mining & Metal Projects

Infrastructure Projects

Power / Captive Power Projects

17 Turnkey Projects

Presence Across the Oil & Gas Value Chain

Offshore Oil & Gas

- Over 150 Well Platforms and 30 Process Platforms for ONGC*
- Offshore Platform Projects for the Deen Dayal Field Development Project of GSPC East Coast, India
- International Projects in Qatar, UAE
- Oil & Gas Exploration under NELP IX

Oil & Gas Transportation

- HBJ pipeline – India's largest Gas Pipeline Network
- Jamnagar-Loni LPG Pipeline of GAIL (one of the world's longest)
- Strategic Pipelines for HPCL, BPCL, BORL, IOCL , HMEL, TAKREER*, ADNOC*, NPCC*

Onshore Oil & Gas

- Gas Processing Complexes at Hazira and Uran and the C2/C3 and LPG recovery units
- Gas Processing Complex of GSPC at Kakinada, India
- International Projects in Algeria and UAE

Refineries

- Refinery projects aggregating over 150 MMTPA
- 10 Grass-root Refinery Projects in India
- Algiers and Skikda Refineries of SONATRACH, Algeria
- Services for refinery majors in MENA region like KNPC*, ORPC*, KPRL, BAPCO*

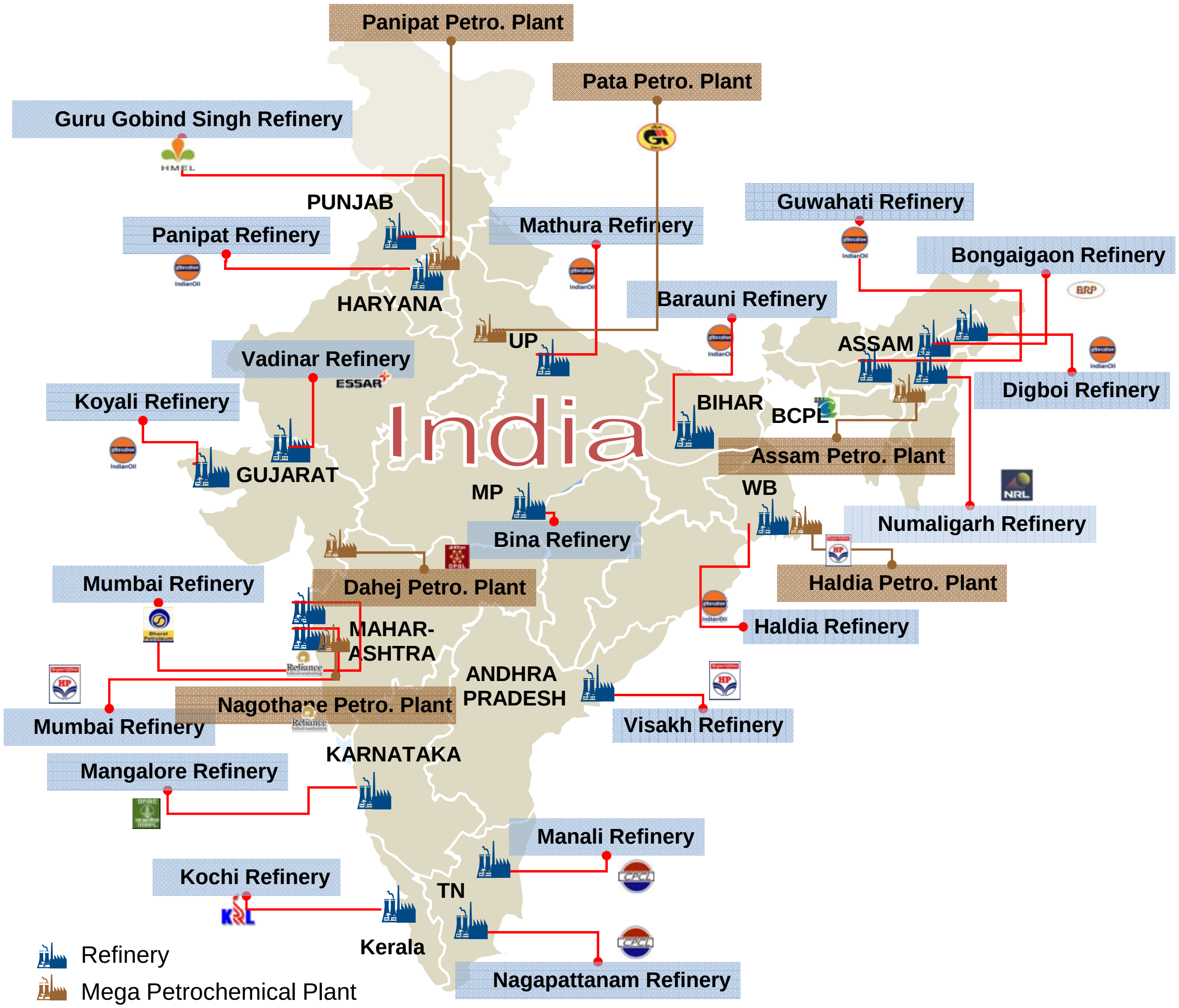
Storage, Ports & Terminals

- Storage of Crude Oil in Underground Caverns - security initiative for Strategic Crude Oil Storage as part of the Integrated Energy Policy of GoI
- LNG Terminals re-gasification and downstream infra facilities for Petronet LNG, RGPPL* , Shell and SONATRACH

** ONGC – Oil and Natural Gas Corporation Limited; TAKREER - Abu Dhabi Oil Refining Company; ADNOC - Abu Dhabi for Abu Dhabi National Oil Company; NPCC - National Petroleum Construction Company , Abu Dhabi; KNPC - Kuwait National Petroleum Corporation; ORPC - Oman Refineries and Petrochemicals Limited ; BAPCO - Bahrain Petroleum Company; RGPPL - Ratnagiri Gas and Power Private limited*

Nearly five decades of experience in the Hydrocarbon space with a presence across the entire value chain

Leadership Position in Refineries & Petrochemicals in India



Milestones

- 19 out of 22 Refineries in India have EIL Footprints
- Worked on a combined refining capacity of more than 150 MMTPA (3 million BPD) in India
- Engineered 10 grass-root refineries
- Involved in the establishment of 7 out of the 8 mega petrochemical complexes in India
- Currently executing two green field and one brown field expansion project
- Forayed into new areas such as underground caverns for storages

Diverse Portfolio of high growth sectors

Petrochemicals

- 7 out of the 8 mega Petrochemical Complexes in India
- Large petrochemical clients like GAIL, IOCL, IPCL* (now RIL), OPaL*, BCPL* and others
- Petrochemical projects in Middle East region for Kuwait Aromatics Company and BOROUGE

Fertilizers

- Fertilizer complexes at Phulpur, Bhatinda, Panipat, Bharuch
- Ammonia plants at Kalol, Taloja
- Ammonia Urea complex at Nigeria for Indorama
- ShahJalal fertilizer project at Bangladesh for BCIC
- Focus on Naphtha/ Gas based fertilizer plants

Mining & Metallurgy

- 29 large Non-ferrous Metallurgical Projects of Alumina, Aluminum, Copper, Zinc, Lead Titanium, Cadmium, Mica, Rock Phosphate, Graphite, Fluorspar, Limestone, and Lignite
- Large clients include NALCO*, INDAL*, HINDALCO, Sterlite, HZL*, NMDC*, HCL*, JSWAL*, GMDC*

Infrastructure

- Modernization and redevelopment of Delhi & Mumbai airports
- Interceptor sewers for abatement of pollution in river Yamuna for Delhi Jal Board
- Focus on water, waste management and urban development
- Development and operation of new city gas distribution projects

Power

- Thermal power plants for GAIL, OPGC* and Reliance Power (RPL)
- Nuclear power plants for NPCIL* and NFC*
- Solar thermal power project of RPL
- Thermal – Focus on consultancy services for balance of plant
- Nuclear - Target strategic engineering consultancy opportunities; pursue collaborations with technology providers

** IPCL - Indian Petrochemicals Corporation Limited; OPaL - ONGC Petro-additions Limited; BCPL - Brahmaputra Cracker and Polymer Limited; NALCO - National Aluminium Company Limited; INDAL - Indian Aluminium Company Limited; HZL - Hindustan Zinc Limited; NMDC - National Mineral Development Corporation Limited ; HCL - Hindustan Copper Limited; JSWAL - JSW Aluminum Limited; GMDC - Gujarat Mineral Development Corporation Limited; OPGC - Orissa Power Gas Company; NPCIL - Nuclear Power Corporation Limited; NFC - Nuclear Fuel Complex*

Establishing strong foothold across emerging sectors

Increased Focus in Overseas Geographies

Sector	Country	Client
Oil & gas processing	UAE	NPCC, ADCO
Oil & gas processing	Vietnam	Petro-vietnam
Pipelines	UAE	GASCO, TAKREER, NPCC, ADNOC

Sector	Country	Client
LNG	Algeria	Sonatrach
Petrochemicals	UAE	BOROUGE, EQUATE
Petrochemicals	Malaysia	M/s Vinyl Chloride (Malaysia) sdn. Bhd

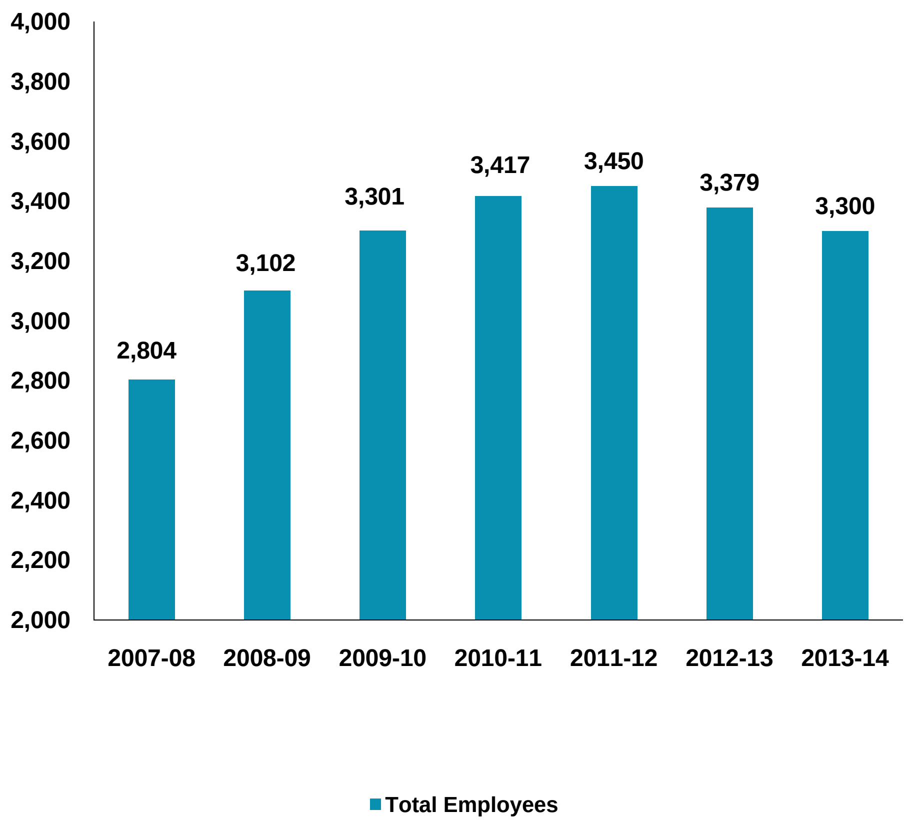
Sector	Country	Client
Refinery	Algeria	Sonatrach (Formerly NAFTEC)
Refinery	Oman	Sohar
Refinery	Kuwait	KNPC
Refinery	Indonesia	WIKA
Refinery	Kenya	KPRL

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

JV : "JABAL EILIOT" in Kingdom of Saudi Arabia
WOS: "EILAP" in Malaysia

Qualified and Motivated Employee Team

Growing manpower despite difficult market conditions



Focus to retain manpower and encourage loyalty

- ☑ Key personnel policies in place to recruit talented employees and facilitate integration into EIL, encourage skill development and enhance their professional excellence
- ☑ Focused leadership development program
- ☑ Attractive pay package
- ☑ Performance-linked variable pay structure
- ☑ Harmonious industrial relations
- ☑ 98% located in India, balance located overseas

Employee centric HR policies reflected in lower attrition over years

EIL's HR initiatives and brand have enabled it to hire and retain skilled talent pool

Experienced Board and Leadership Team: Executive Directors

	**Ashok K. Purwaha** *Chairman & Managing Director*	• More than 36 years of experience in the hydrocarbon sector • Served with ONGC (more than 8 years) and with GAIL India Limited for over 24 years, last position held was as Director (Business Development) on board of GAIL • Led Mahanagar Gas Limited, Mumbai (a JV of GAIL India Limited and BG Group, UK) as MD for 5 years
	**Ram Singh** *Director (Finance)*	• 32 years of experience in finance and cost accounting • Held positions with SAIL, BPCL, Petroleum Planning and Analysis Cell of MoP&NG, and the Oil Coordination Committee • Conferred with Business Today Best CFO of a PSU (Mid size) Award-2013 and India CFO Award for Excellence in Risk Management by IMA India
	**Deepak Moudgil** *Director (Projects)*	• Over 38 years of experience in construction and projects • Successfully led EIL's diversification into infrastructure sector • He has worked in various departments of EIL, including construction, administration, marketing and projects
	**Sanjay Gupta** *Director (Commercial)*	• 33 years of experience in implementation of mega projects in refineries, pipelines and petrochemicals • Successfully implemented LSTK Project for PFCCU Project at MRPL • He has been entrusted the task of leadership for formulation of the strategy group responsible for EPC initiatives as well as business growth initiatives within the Company in the past couple of years
	**Veena Swarup** *Director (HR)*	• 30 years of experience in Human Resource management in the petroleum and natural gas sector • Prior to joining the Company, Ms. Swarup was with ONGC since 1983, where she headed the Performance Management and Benchmarking Group, which steers the performance contracts and service level agreements between board level and unit chiefs • Headed the SAP-HR Project for ONGC
	**Ajay N Deshpande** *Director (Technical)*	• 33 years of experience in EIL spanning Oil & Gas, Refining & Petrochemicals segments • He has co-authored a total of four patent applications on behalf of the research and development of the Company • Currently responsible for functioning of Divisions in the Technical Directorate of EIL

Experienced Board and Leadership Team: Non-Executive Directors

Dr. Archana Saharya Mathur
Nominee Director

- Government director nominated by MoPNG
- Joined the Indian Economic Service in 1982
- During 30 years in the government service, served in various economic ministries of the Government of India

Aditya Jain
Independent Director

- Chairman and editorial director of IMA India, a business information company established in 1994
- Advisor to several MNCs on India strategy
- Successfully handled assignments in public policy, entry strategy planning, location audits, competitor analysis, scenario planning and JVs

Bijoy Chatterjee
Independent Director

- Served as Secretary/Additional Chief Secretary/Principal Secretary of several departments in the Government of West Bengal
- Served as Joint Secretary, Cabinet Secretariat, Government of India and supervised work relating to the departments of personnel and training, agriculture, feed and public distribution, consumer affairs, environment and forests, finance, commerce, industry, law and chemicals & fertilizers
- Served as the managing director of the WBPDCL and as chairman of the WBTDCL

Dr. J. P. Gupta
Independent Director

- Published/presented over 120 research papers and authored/edited 4 books
- Received awards from the Institution of Chemical Engineers (U.K.) and the Indian Institute of Chemical Engineers
- Currently serving as an ex-offico Member of the Board of Governors , Rajiv Gandhi Institute of Petroleum Technology, Rae Bareli

Dr. R. K. Shevgaonkar
Independent Director

- Worked as Vice Chancellor of University of Pune and presently holding the post of Director of IIT Delhi
- He has been a visiting professor at University of Lincoln, USA; ETH, 153 Zurich, Switzerland; and ISEP Paris, France
- Has published more than 150 papers in international journals and conferences

Experienced Board and Leadership Team: Non-Executive Directors

Dr. Christy Leon Fernandez
Independent Director

- 39 years of work experience in the Indian administrative sector, including ten years in positions of a joint secretary and above in the Government of India and Government of Gujarat
- Handled the administrative divisions in the central ministries, dealing with several maharatna, navratna and mini ratna companies such as IOCL, HPCL, BPCL, MMTC, EPCGC, ITDC, GSFCL, etc

Mr. Dhani Ram Meena
Independent Director

- 32 years of experience and has been associated with the legal service in the Ministry of Law and Justice (Department of Legal Affairs)
- Served as the union law secretary, monitoring the functioning of the department of legal affairs and functioned as an arbitrator and appellate authority and disposed of more than 200 cases as the law secretary

Dr. Vizia Saradhi Vakkalanka Venkateshwar
Independent Director

- Over 37 years of experience
- Previously worked with Hindustan Petroleum Corporation Limited and held various positions of responsibilities in the organization
- Presently is a senior advisor to the University of Petroleum and Energy Studies, Uttarakhand

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

Awards and Accolades (2010-13)

PMI Award-2012
- Guru Gobind Singh Refinery project, Bathinda of HPCL-Mittal Energy Limited (HMEL)

PMI Award-2010
- Bina Refinery project of Bharat Oman Refineries (BORL)

Best Project under 4th CIDC Vishwakarma Awards
- Euro-IV Upgradation project of Chennai Petroleum Corporation Limited (CPCL)

Business Standard Star PSU of the year 2010 Award
- Shri A K Purwaha, C&MD, EIL received the award from Hon’ble Prime Minister of India, Dr. Manmohan Singh

Petrotech-2012 Special Technical Award in Greening of Oil and Gas Business Category
- India's first Indigenous Diesel Hydro-treating (DHDT) Technology unit jointly developed with IOCL and implemented in Bongaigaon Refinery

Petrotech-2012 Special Technical Award in Project Management Category
- Guru Gobind Singh Refinery Project, Bathinda of HMEL

Commendation Certificate of SCOPE Meritorious Award in Specialized Fields
- R&D, Technology Development and Innovation for 2011-12

Golden Peacock Award 2013
- Golden Peacock award for sustainability

Golden Peacock Award 2012
- Special Commendation for the Golden Peacock Occupational Health & Safety Award

ICC PSE Excellence Award 2013
- For R&D, Technology Development & Innovation




Awards and Accolades (2010-13)

BT Star PSU Excellence Award 2012

- Excellence in Human Resource Management

IPE CSR Award

- Best practices in Corporate Social Responsibility in 2012-13

Performance Excellence Award from Indian Institution of Industrial Engineering (IIIE)

- Financial and Operational Strength for the year 2010-11

SCOPE Excellence Award 2009-10

- Excellence and outstanding contribution to the Public Sector Management in Miniratna category

ICAI Award-2012 for Excellence in Cost Management Practices

- ICAI Award-2012 for Excellence in Cost Management Practices - 1st prize in the category of Public - Service Sector – Large

12th ICSI National Award 2012

- Excellence in Corporate Governance

SKOCH Order of Merit Award

- Innovative Technology on ‘Oxyenrich Process for Capacity Enhancement & Trouble Free Operation of Claus Sulphur Plant’

FICCI Chemical and Petrochemical Awards 2013

- Process Innovator of the Year in Petrochemicals for ‘Food Grade Hexane (FGH)’ Technology jointly developed by EIL & IOCL and Best Contribution to Academia for ‘Wet Air Oxidation (WAO)’ Technology jointly developed by EIL & IIT Roorkee.

Indian Chamber of Commerce PSE Excellence Award 2011

- R&D, Technology Development & Innovation







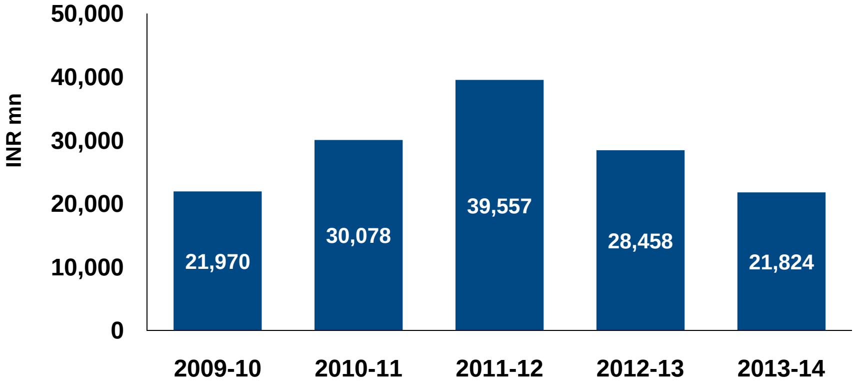
3

Financials and Order Book Overview

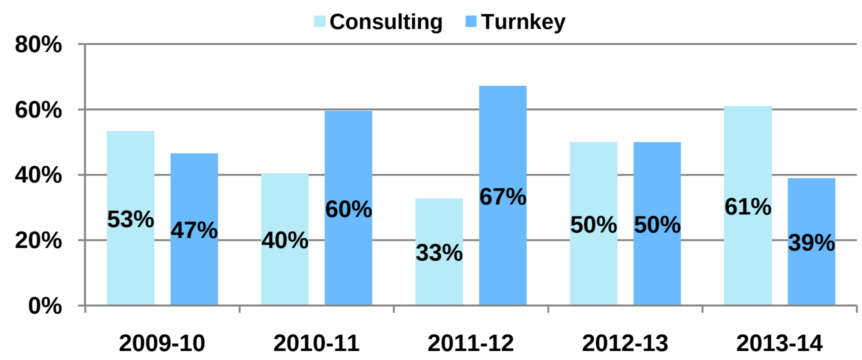
इंजीनियर्स इंडिया लिमिटेड (भारत सरकार का उपक्रम) ENGINEERS INDIA LIMITED (A Govt. of India Undertaking)

Financial and Operating Track Record - Consolidated

Total Income (INR mn)*

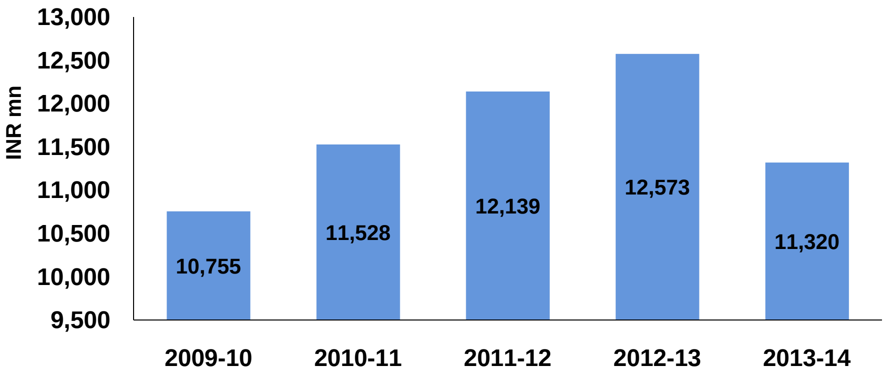


Revenue Segmentation**

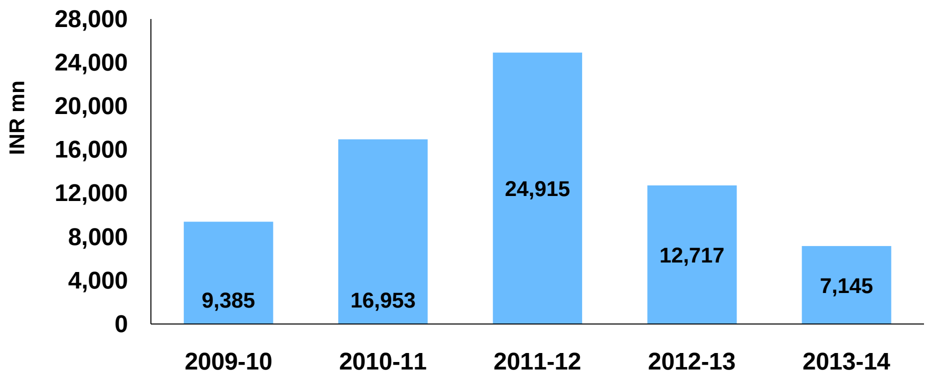


*** Revenue does not include Other Income*

Consultancy & Engineering Revenue (INR mn)*



Lumpsum Turnkey Projects Revenue (INR mn)*

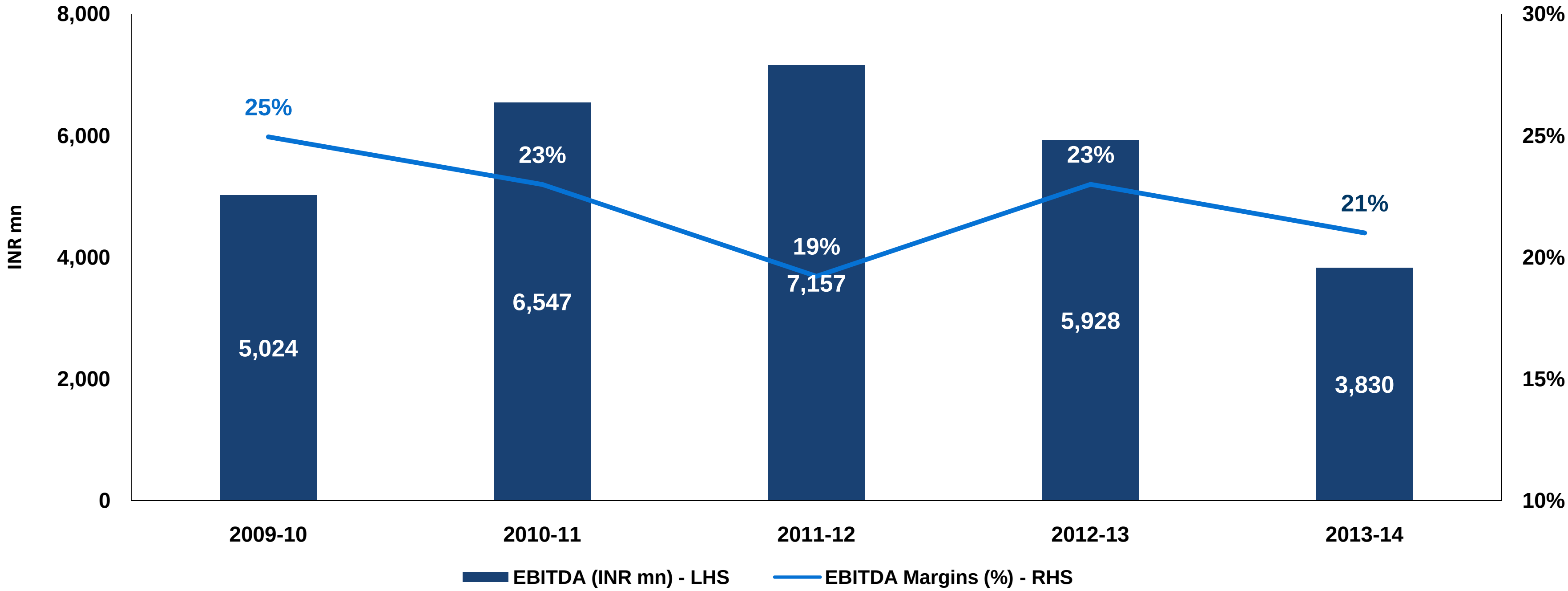


* Note: All figures have been taken on a consolidated basis

Revenue fall mainly attributed to slowdown in LSTK segment

Financial and Operating Track Record - Consolidated

Robust EBITDA Performance (INR mn)***



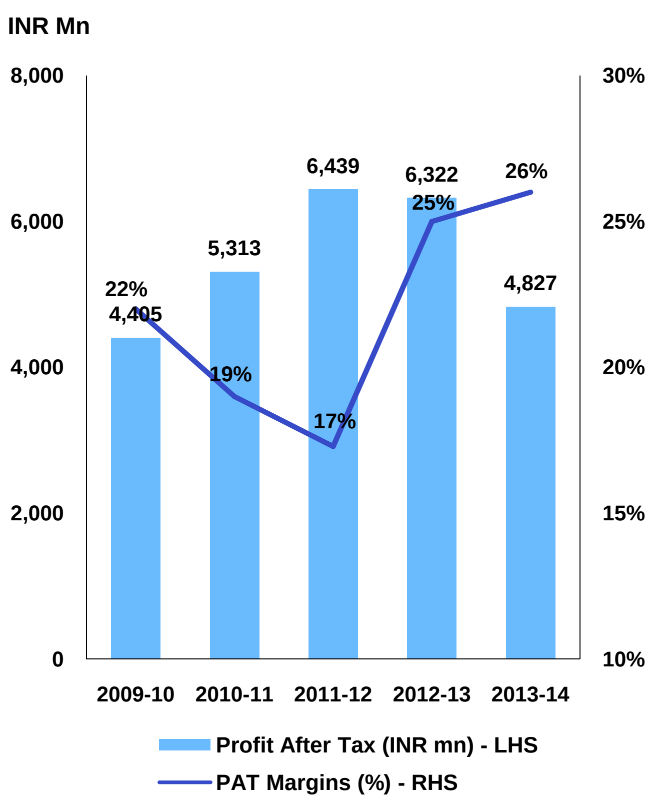
* Note: All figures have been taken on a consolidated basis

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

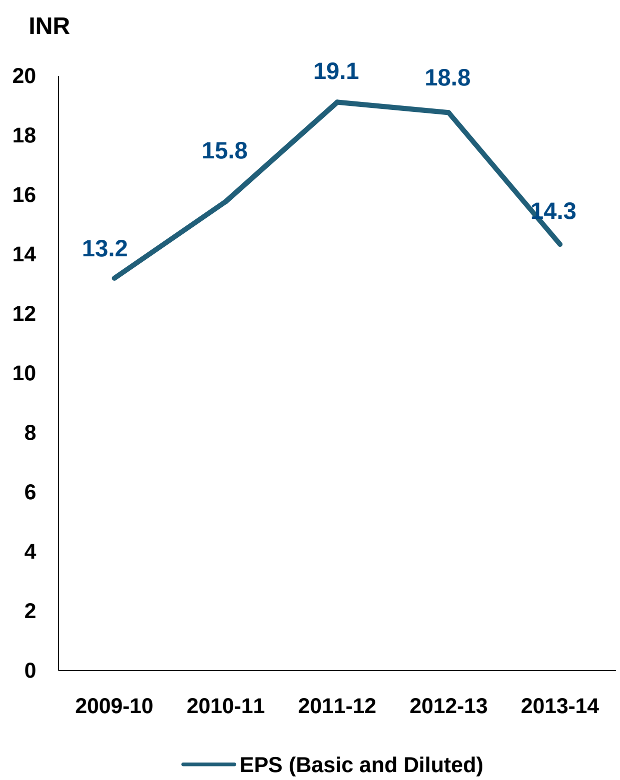
Fall in EBIDTA majorly on account of LSTK segment. EBIDTA mix sustained due to change in mix in favor of Consultancy

Financial and Operating Track Record - Consolidated

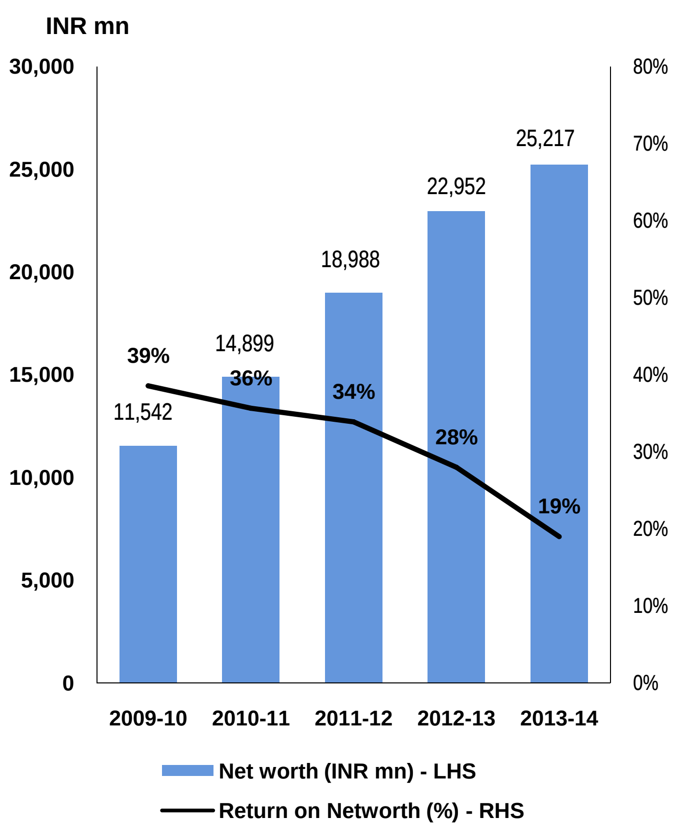
Profitability (INR mn)*



Earnings per Share – EPS (INR)*



Return on Net Worth (%)

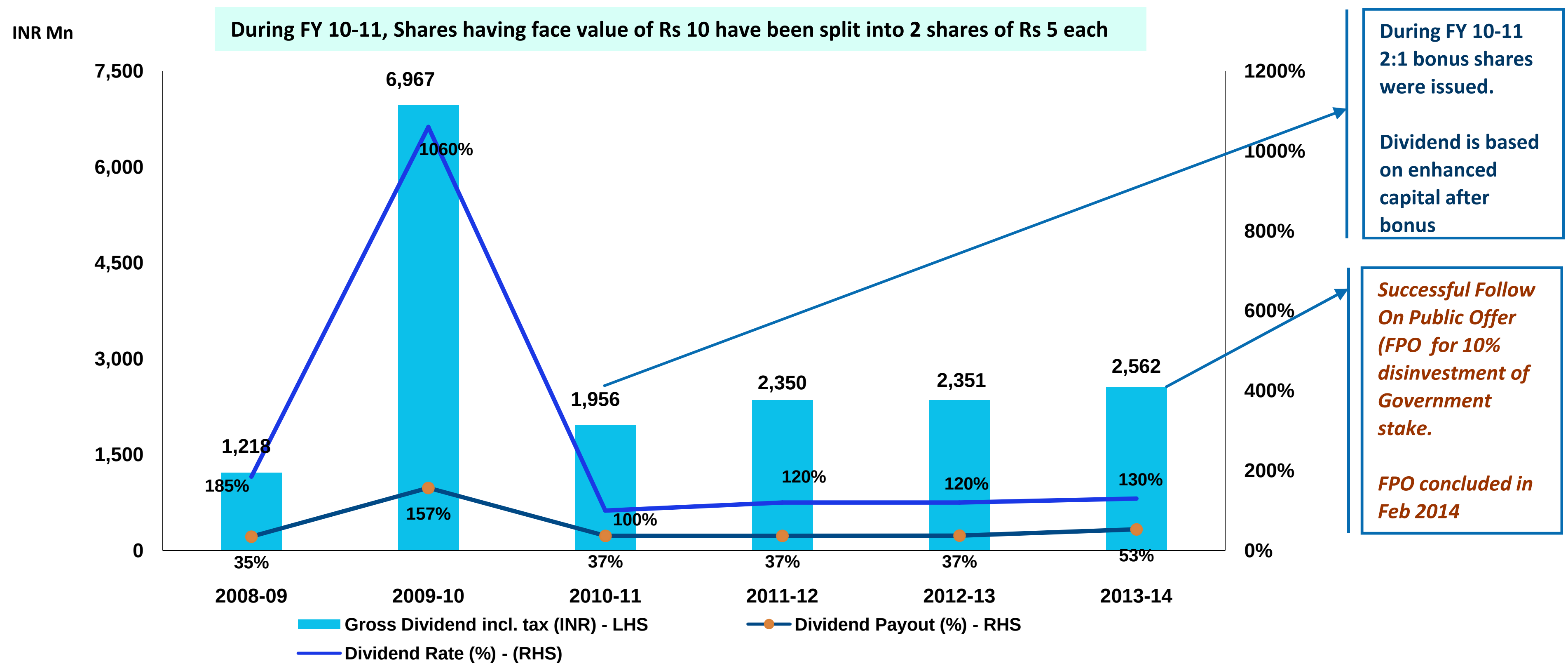


* Note: All figures have been taken on a consolidated basis

- PAT Margins have improved even when overall PAT has fallen.
- Overall growth in Net worth . Reduction in Net worth % due to fall in Profits

Financial and Operating Track Record - Consolidated

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):

Consistent Dividend Track Record

Annual Performance Summary – Standalone

Standalone

Rs Mn

TURNOVER	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
Consultancy	11,091	12,342	12,073	11,279	10,553	8,246	6,214
Turnkey	7,145	12,717	24,914	16,953	9,385	7,079	1,163
Consultancy + Turnkey	18,236	25,060	36,987	28,233	19,938	15,325	7,378
Other Income	3,360	3,164	2,321	1,604	1,837	2,215	1,356
Total Income	21,596	28,224	39,308	29,836	21,775	17,540	8,733

SEGMENT PROFITS	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
Consultancy	3,880	5,271	5,108	4,866	4,242	2,999	2,078
Turnkey	403	1,105	2,452	1,956	920	310	144
Consultancy %	35%	43%	42%	43%	40%	36%	33%
Turnkey %	6%	9%	10%	12%	10%	4%	12%

PAT	2013-14	2012-13	2011-12	2010-11	2009-10	2008-09	2007-08
PAT	4798	6919	6363	5226	4356	3445	1946
PAT %	26%	28%	17%	19%	22%	22%	26%

Quarterly Performance Summary - Standalone

Standalone

Rs Mn **FY : 13-14**

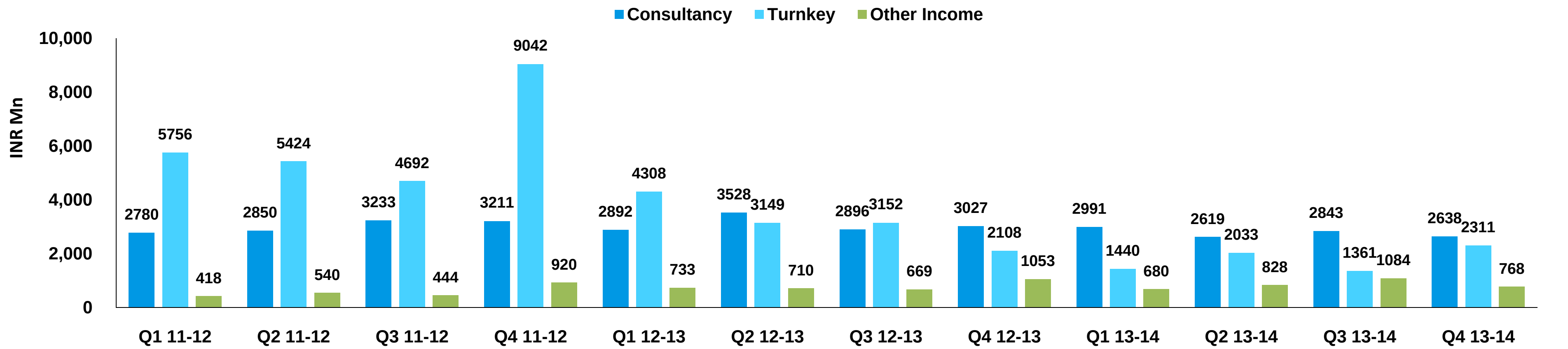
TURNOVER	Q1	Q2	Q3	Q4	H1	H2	9M	Annual
Consultancy – Domestic	2,650.5	2,300.0	2,469.7	2,270.6	4,950.4	4,740.3	7,420.2	9,690.7
Consultancy - Overseas	341.0	319.0	373.0	367.0	660.0	740.0	1,033.0	1,400.0
Consultancy Total	2,991.5	2,619.0	2,842.7	2,637.6	5,610.4	5,480.3	8,453.2	11,090.7
Turnkey	1,440.4	2,032.8	1,361.2	2,310.7	3,473.2	3,672.0	4,834.4	7,145.1
Consultancy + Turnkey	4,431.9	4,651.8	4,204.0	4,948.3	9,083.6	9,152.2	13,287.6	18,235.9
Other Income	680.3	828.2	1,083.6	767.9	1,508.5	1,851.5	2,592.1	3,360.0
Total Income	5,112.2	5,479.9	5,287.6	5,716.2	10,592.1	11,003.8	15,879.7	21,595.9

SEGMENT PROFIT	Q1	Q2	Q3	Q4	H1	H2	9M	Annual
Consultancy	1,172.5	904.8	1,046.2	757.0	2,077.3	1,803.2	3,123.5	3,880.5
Turnkey	103.0	137.9	67.4	95.0	240.9	162.4	308.3	403.3
Total	1,275.5	1,042.8	1,113.6	852.0	2,318.2	1,965.5	3,431.8	4,283.8

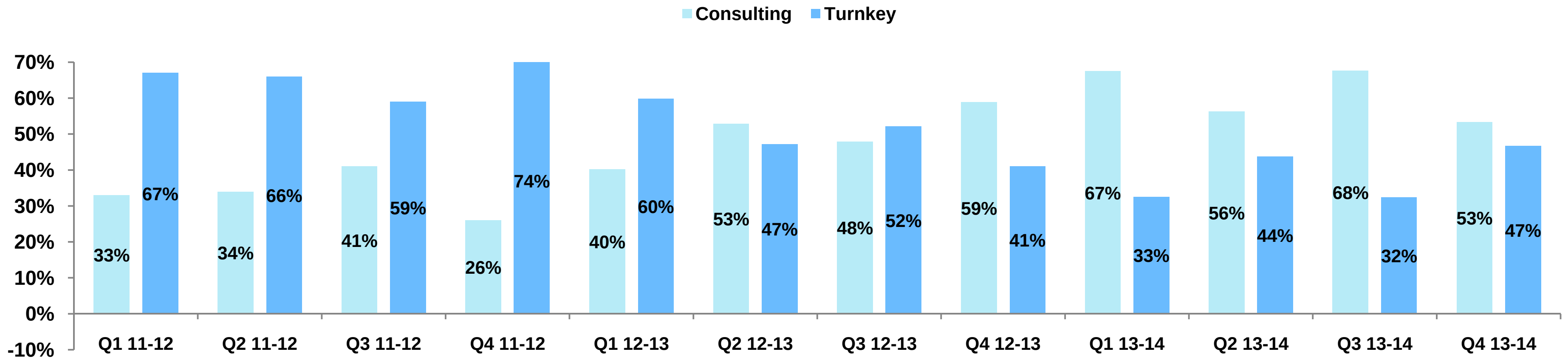
* Note: All figures are on standalone basis and rounded off to nearest digit

Quarterly Performance Track Record - Standalone

Total Income



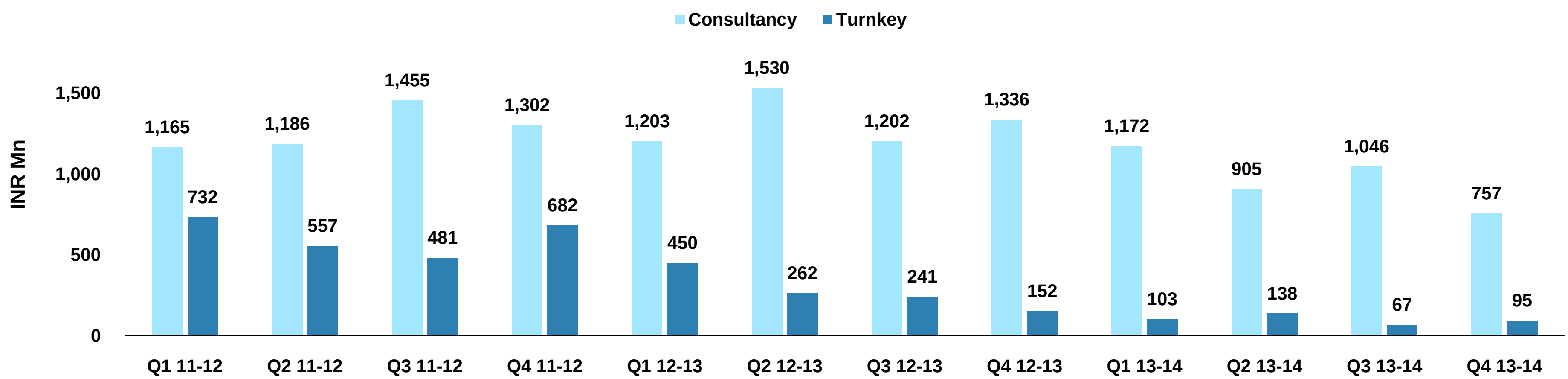
Revenue Mix (Consultancy Vs Turnkey)



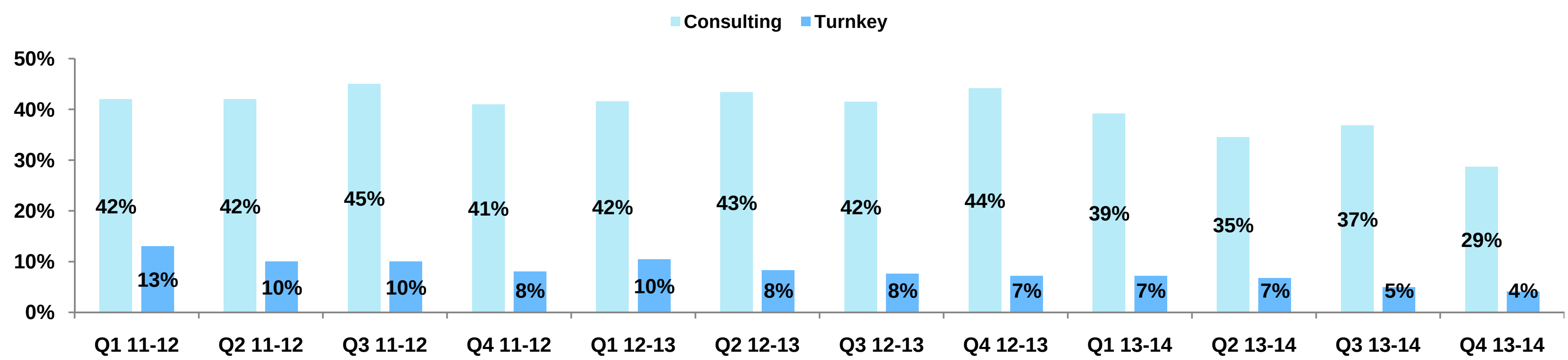
Note: All figures have been taken on a standalone for EIL

Quarterly Performance Track Record – Standalone

Segment Wise Operating Profit



Segment Wise Profit %

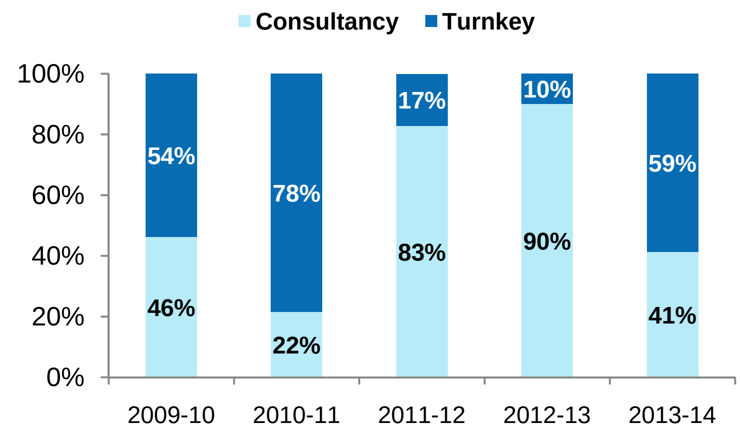


Note: All figures have been taken on a standalone for EIL

Business Secured and Order Book – Standalone

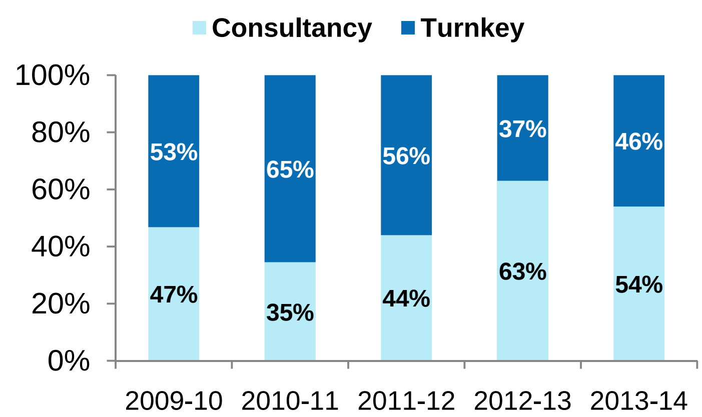
Rs Mn

Business Secured	FY 13-14	FY 12-13	FY 11-12	FY 10-11	FY 09-10
Consultancy (domestic)	4,073	11,573	5,072	8,364	6,337
Consultancy (overseas)*	696	1,386	1,217	362	706
Consultancy Total	4,768	12,959	6,289	8,726	7,043
Turnkey	6,779	1,425	1,297	31,821	8,175
Total Business secured	11,547	14,384	7,586	40,547	15,218



Rs Mn

Order Book	March 14	March 13	March 12	March 11	March 10
Consultancy *	15,717	21,012	20,062	25,840	29,158
Turnkey	13,391	12,163	25,421	49,003	33,210
Total Order Book	29,108	33,175	45,483	74,843	62,368
Consultancy %	54%	63%	44%	35%	47%
Turnkey %	46%	37%	56%	65%	53%



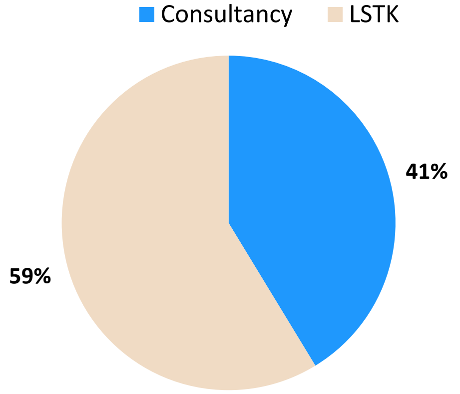
Note : Data on unconsolidated basis

*** Does not include US$ 139 Mn contract initialed with M/s Dangote Group for 20 Million Tone Refinery in Nigeria**

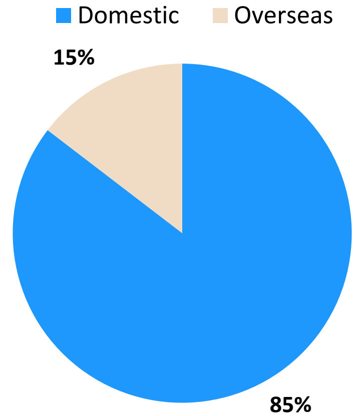
Orders Secured Break up - Standalone

FY : 13-14

Consultancy Vs LSTK



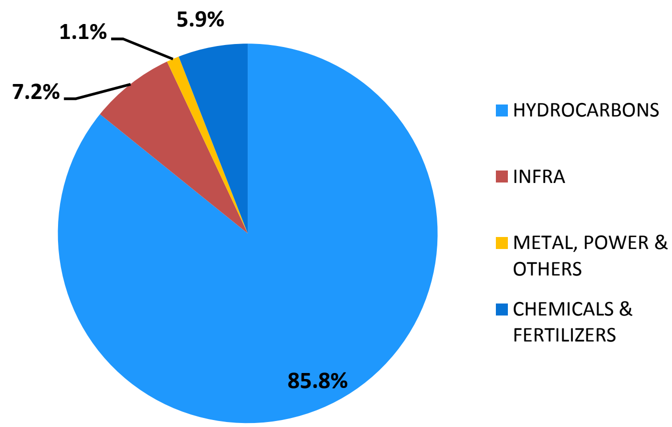
Domestic Vs Overseas



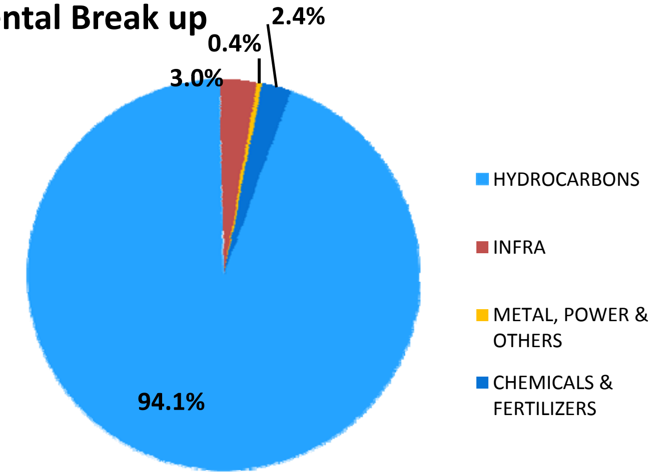
Note :

LSTK orders are entirely from Domestic Segment

Consulting Segmental Break up



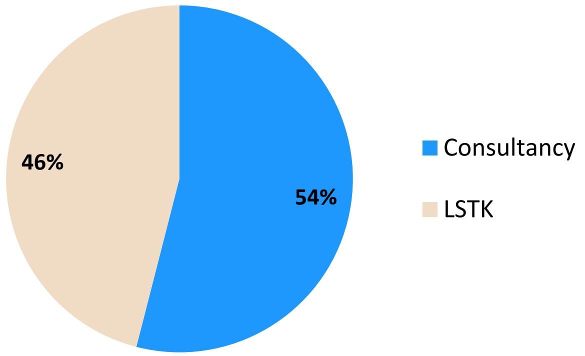
Total Orders Segmental Break up



Note : Data on unconsolidated basis

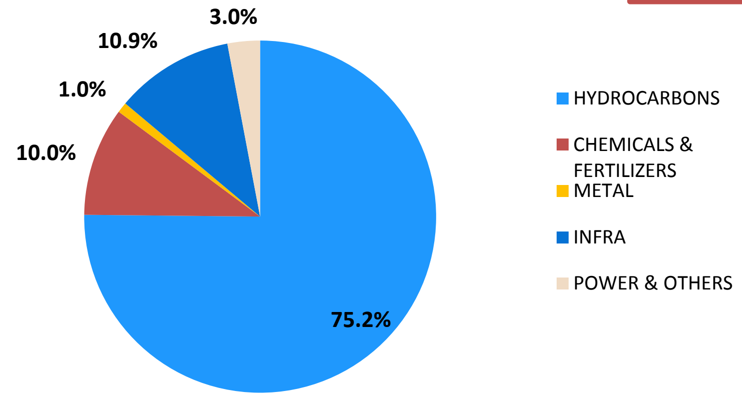
Order Book Break up - Standalone

OBP: Consultancy Vs LSTK

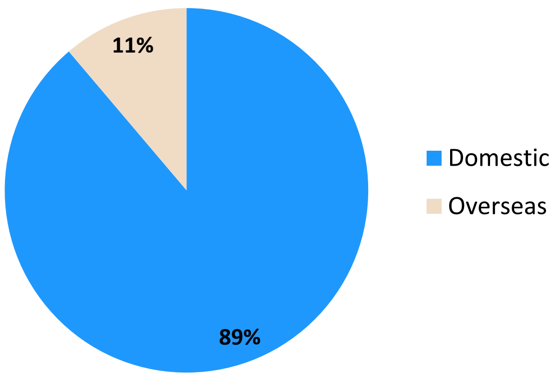


OBP: Consulting Break up

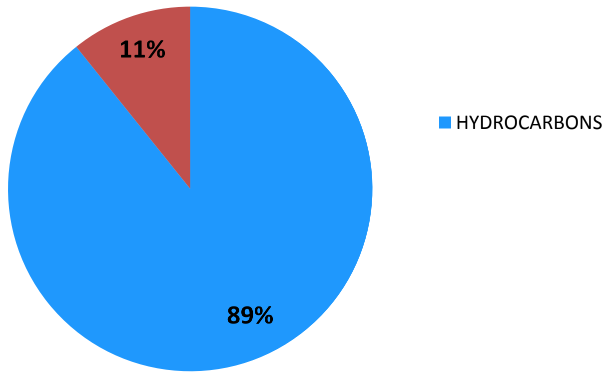
FY : 13-14



OBP: Domestic Vs Overseas



OBP: LSTK Break up



Note : Data on unconsolidated basis

Salient Orders Secured during the year - Standalone

		Project scope	Client	Contract Value (Rs. Million)	Award Date	Completion Date
	Domestic					
TUURNKEY		Coker Block of Resid Upgradation Project	CPCL	6700	Q2,FY13-14	Q4,FY15-16
CONSULTANCY		Consultancy Services for Revamping of Unmanned Platform Phase-II	ONGC	585	Q1, FY3-14	Q2,FY17-18
CONSULTANCY		PMC services for Kochi-Coimbatore-Erode-Salem LPG Pipeline Project	BPCL	500	Q4, FY 13-14	Q3,FY15-16
CONSULTANCY		Coke Chamber Replacement and Allied Modernization in Coker-A at Barauni Refinery	IOCL	445	Q3, FY 13-14	Q3,FY16-17
CONSULTANCY		PMC services for Irugur Devangonthi Pipeline Project	BPCL	230	Q4, FY 13-14	Q3,FY15-16
CONSULTANCY		PMC for Dahej Expansion-Phase IIIA	PETRONET	200	Q4, FY13-14	Q3,FY16-17
CONSULTANCY		Consultancy Services for Housing Projects undertaken by Gujarat Housing Board - PART 1	Gujarat Housing Board	148	Q3, FY 13-14	Q3,FY15-16
	Overseas					
CONSULTANCY	PANCA AMARA UTAMA	PMC for 1.900 TPD Ammonia plant at Central Sulawesi, Indonesia	Panca Amara Utama, Indonesia	235.06	Q2, FY13-14	Q4,FY 15-16
CONSULTANCY		PMC for EPC of Upgrade and Replacement of Substation Project Phase-1 (Substation 6 and U)	ADGAS	194.50	Q2,FY13-14	Q1, FY 16-17
CONSULTANCY		Adv FEED Studies for Kuzey Marmara Fixed Offshore Platforms & Pipelines and Offshore Engineering & Consultancy Services	TPAO	109.049	Q3,FY 13-14	Q2,FY14-15

US$ 139 Million Consultancy contract initialed with M/s Dangote Group for 20 Million Tone Refinery in Nigeria

Select Ongoing Projects – Standalone

Refinery	• 6 MMTPA Integrated Refinery Expansion Project (IREP) at Kochi of Bharat Petroleum Corporation Ltd (BPCL) • Wax unit of Numaligarh Refineries Ltd (NRL) • Refinery expansion & up-gradation project for Mangalore Refinery and Petrochemicals Ltd (MRPL) • 6 MMTPA capacity CDU-4 Project at Mumbai Refinery for BPCL • Rehabilitation and adaptation of Algiers refinery refinery of SONATRACH
Pipelines	• Kochi-Coimbatore-Erode-Salem LPG Pipeline and Irugur Devangonthi Pipeline Projects of BPCL • Mallavaram-Bhopal-Bhilwara-Vijaipur Pipeline Project (MBBVPL) for Gujarat State Petroleum Corporation (GSPL) & Gujarat India Transco Ltd. (GITL) • Upgrading pump stations/ terminals of Naharkatiya-Barauni Crude Oil Pipeline for Oil India Limited • Dabhol-Bangalore gas pipeline of total 1200 KMs project for GAIL (India) Ltd • Mehsana-Bhatinda Pipeline Project of total 1600 KMs for GSPL
Terminal & Storages	• Dahej LNG Expansion (Phase IIIA) for Petronet LNG • Strategic Crude Oil Facilities in Rock Caverns for the Indian Strategic Petroleum Reserves Limited at Mangalore, Vishakhapatnam and Padur • Development of port facilities for Ratnagiri Gas and Power Pvt Ltd for GAIL (India) Ltd
Offshore/ Onshore Oil & Gas	• Revamp of Unmannned Platforms (Ph II) for ONGC • Offshore platform projects for Gujarat State Petroleum Corporation (GSPC) • Western Onshore Redevelopment Project for Mehsana, Ankleshwar and Ahmedabad Assets of ONGC • Habshan Acid Gas Flare Recovery Project for Abu Dhabi Gas Industries Ltd. • Revamp of BPA/BPB platforms for ONGC

Select Ongoing Projects – Standalone

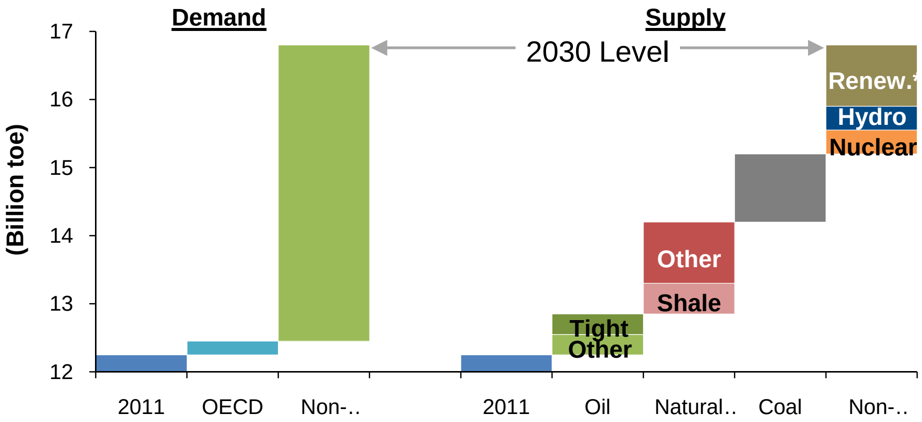
Petrochemicals & Fertilizers	• Dahej Petrochemical Complex for ONGC Petro-additions Ltd (OPaL) • Assam Gas Cracker Complex at Lepetkata for BCPL • Petrochemical expansion project at GAIL Vijaipur and GAIL Pata plants • Facility to produce fertilizer products in Port Harcourt, River State, Nigeria • ShahJalal fertilizer project for BCIC, Bangladesh • Ammonia Plant in Indonesia for Panca Amara Utama (PAU)
Mining and Metallurgy	• Second phase expansion of Bauxite Mines, Alumina Refinery for NALCO, Bhubaneswar • Mahan Aluminum Smelter project, Madhya Pradesh for HINDALCO • Aditya Aluminum Smelter project, Odisha for HINDALCO • Fourth Stream Upgradation Project for Bauxite Mines and Alumina Refinery, Orissa for NALCO
Infrastructure	• Canal, Pipeline and Pumping station works of Sardar Sarovar Narmada Nigam Limited (SSNNL) • Data Centre of UIDAI at Delhi and Bengaluru for Unique Identification Authority of India (UIADI) • Interceptor Sewer Project for the abatement of pollution in River Yamuna for Delhi Jal Board (DJB) • Rajiv Gandhi Institute of Petroleum technology (RGIPT) at Rai Bareli and Sibsagar
Power	• *Nuclear:* Nuclear Fuel Complex at Rawatbhata, Kota • *Captive:* Captive Power Plant for Paradip refinery of IOCL
Turnkey Projects	• Coker Block for Resid Upgradation Project of CPCL, Chennai • Butene-1 Project at Panipat Naphtha Cracker Complex for IOCL • Onshore Gas Processing Complex at Kakinada for GSPC • Pipeline and South Jetty Facilities for IOCL Paradip Refinery • PFCC, SRU and Polypropylene Projects of Phase III refinery project at Mangalore for MRPL

4

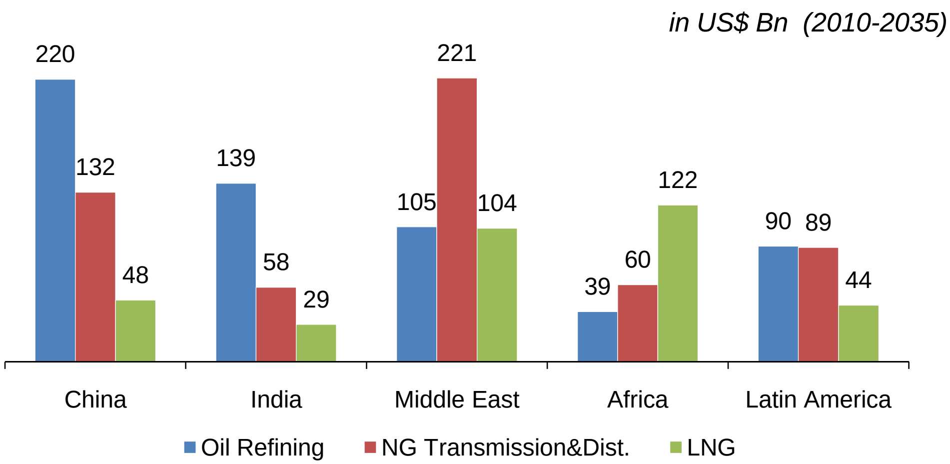
Business Outlook and Strategy

Investments planned in Energy and Hydrocarbons

Global Energy Demand to Grow By 4Bn toe over next 2 Decades



Investments of US$ 224 Bn expected in Indian Oil & Gas Space



Source: BP Energy Outlook 2030 - Jan 2013, World Energy Outlook, 2010 and 2011

Sustained Focus on Hydrocarbon Sector in India

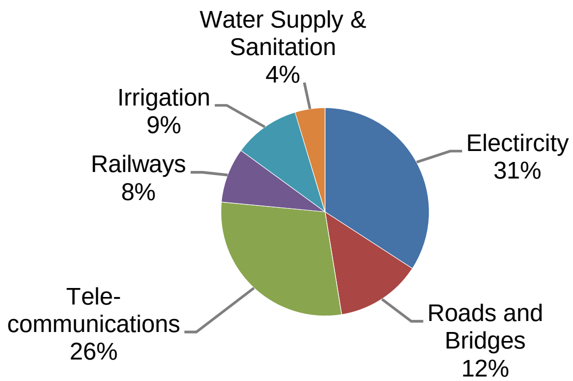
Sector	Total 12th Plan Outlay (INR Bn)
Exploration & Production	2,837
Refinery & Marketing	1,056
Petro-Chemical	173
Total	**4,066**

Refineries	Twelfth plan target • Expansion of existing refineries by 50.6 MMTPA • Commissioning of 30 MMTPA of new grassroot refineries
LNG re-gasification	• Capacity to reach 50 MMTPA by 2016-17 from 13.60 MMTPA presently
Petro-chemicals	• Ethylene capacity estimated to increase from 3.867 MMT in 2011-12 to 7.087 MMT in 2016-17 • Propylene capacity estimated to increase from 4.117 MMT in 2011-12 to 4.987 MMT in 2016-17
Fertilizers	• Gas based urea capacity to increase from 24 MMTPA at present to 32 MMTPA by 2016-17. • Emphasis on conversion of present naphtha/fuel and oil based plants to use of natural gas as feed stock.

Source: 12th Five Year Plan , Planning Commission

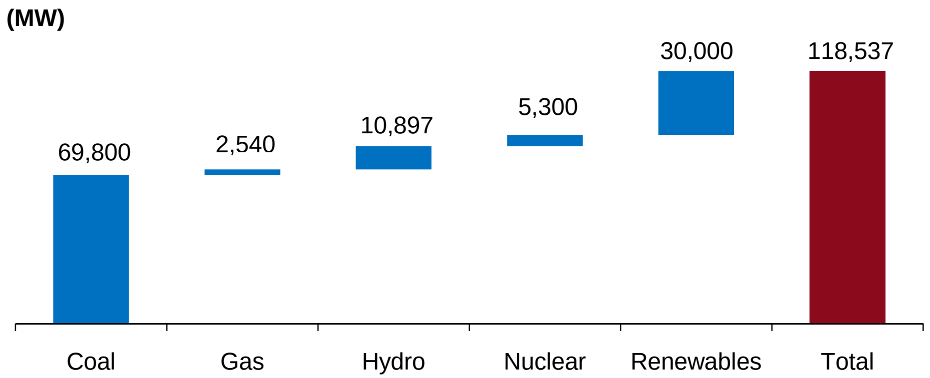
Potential opportunities in Infrastructure and Non Ferrous Metallurgy

Planned Infrastructure Expenditure (segment wise break up)



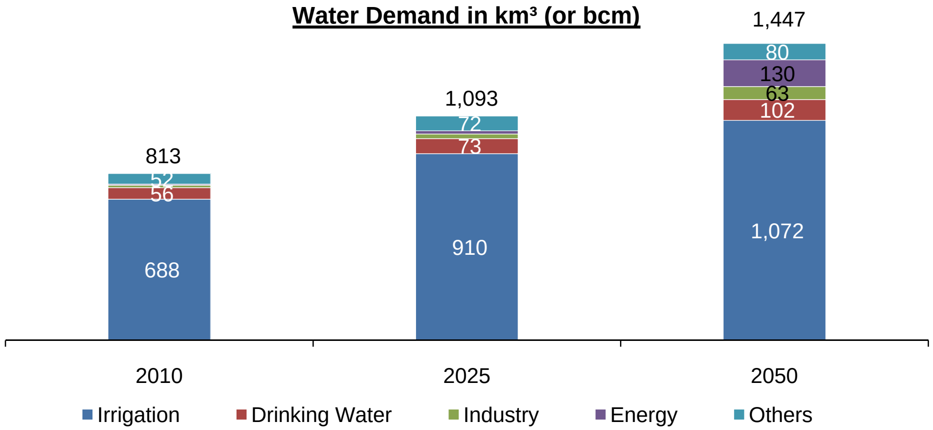
- Approx $ 1 trillion projected investment in infrastructure in 12th Five year plan

Power Capacity Addition During 12th Five Year Plan



- Renewables include 15,000 MW wind, 10,000 MW solar, 2,100 MW small hydro and the balance primarily from bio mass

Water Requirement For Various Sectors



Non-Ferrous Metallurgy

- 3.0 MMTPA of Aluminum and 8.7 MMTPA of Alumina capacity addition envisaged in 12th Five year plan
- Copper demand is projected to grow 8% till 2015-16 is projected at GDP
- HCL, Birla, Sterlite have indicated expansion plans of production capacities in the coming five years to meet the concentrate by producing 1.34 million tonnes at the end of 2015-16

Source: 12th Five Year Plan , Planning Commission

Strategy for Future Growth

Road map to become a world class globally competitive EPC and total solutions company

Maintain leadership
- Focus on core strengths - design, engineering and construction
- Pursue EPC contracts
- Bid for large scale projects
- Selectively form alliances with key equipment manufacturers

Expand international operations
- Strengthen presence in Middle East, North Africa and South East Asia – creation of engineering hub
- Formulate entry strategy for Latin America and South Asia

Selectively diversify
- Leverage track record for related diversification
- Target specific project segments and industries where EIL has a competitive advantage

Focus on technology and alliances
- Technology and knowledge development
- Strategic alliances for diversification
- JVs and consortium for EPC and overseas
- Long term relationships / MOUs with clients

Strategic relationships
- Establish alliances and share risks with strategic partners with complementary resources, skills and strategies
- Develop relationships/ JVs with other EPC players for bidding in large projects

5

Details of Follow on Public Offer of EIL

इंजीनियर्स इंडिया लिमिटेड (भारत सरकार का उपक्रम)

ENGINEERS INDIA LIMITED (A Govt. of India Undertaking)

Offer Summary

Price Band offered / Final Issue Price	Rs. 145 to Rs.150 per share / Rs 150 per share
Retail and Employee Discount	Rs. 6 per share
Offer Size	Rs. 4,813 Million to Rs. 4,981 Million
Dilution	10%
Public Offer aggregating to	33,693,660 equity shares of Rs. 5 each through an Offer For Sale by The President of India, acting through the Ministry of Petroleum and Natural Gas, Government of India
Consisting of:	
Employee Reservation	500,000 Equity Shares
Net Offer to Public:	33,193,660 Equity Shares
Of Which:	
QIB Portion	Not more than 16,596,830 Equity Shares (50%)
Non-Institutional Portion	Not less than 4,979,049 Equity Shares (15%)
Retail Portion	Not less than 11,617,781 Equity Shares (35%)
Issue Opening date	Thursday, February 6, 2014
Issue Closing date	Wednesday, February 12, 2014
Book Running Lead Managers	ICICI Securities, IDFC, kotak Investment Banking
Listing	Bombay Stock Exchange Limited BSE The edge is efficiency; NSE National Stock Exchange
Registrar to the Offer	KARVY Computershare

Note: Above numbers are considering full subscription in the respective buckets

FPO Subscription details

Category	No. of shares offered/reserved	Bid received (No. of Shares)	No of Times Subscribed
Qualified Institutional Buyers (QIBs)	16,596,830	65,281,500	3.93
Non Institutional Investors (HNI)	4,979,049	1,136,800	0.23
Retail Individual Investors (RIIs)	11,617,781	~28,812,000	2.48
Employee	500,000	110,200	0.22
Overall	33,693,660	95,117,900	2.83

QIB Bidding Break up	Total Shares applied for	% of Total
Foreign Institutional Investors(FIIs)	1,38,93,000	21%
Domestic Financial Institutions(Banks/ Financial Institutions(FIs)/ Insurance Companies)	4,68,78,600	72%
Mutual funds	45,09,900	7%
Others	-	0%
Grand Total	6,52,81,500	100%

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