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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

Bina Refinery

Panipat Naphtha Cracker Unit

Guru Gobind Singh Refinery, Bathinda

Delivering Excellence through People
Evolution & Key Milestones

- Wholly owned Government of India (GoI) company
- Commenced first international assignment
  - Entered Fertilizer sector
  - Non-ferrous metallurgical sector
- Expansion in Hydrocarbons value chain
  - Offshore
  - Pipelines
  - Onshore oil and gas
- Diversified into Infrastructure
- Commenced services in sub-surface crude storages
- Single largest consultancy order from Dangote, Nigeria
- Awarded the Navratna Status by GOI.
- Completed 50 years of service to the nation.

- Incorporated pursuant to a formation agreement between GoI and Bechtel
- Commenced work in the refineries segment
- Expansion to Petrochem with IPCL (now Reliance Industries Ltd)
- R&D centre in Gurgaon
- Listed on the BSE and NSE
- Accorded the Mini Ratna status
- Special interim dividend of 1000%
- Successful FPO of 3.36 Cr shares of Rs. 5 each
- Diversification into nuclear and solar Energy sector
- Entered into PSC with GoI for exploration (NELP IX)
- Overseas expansion in fertilizer

1965
1967
1969
1970-72
1975-78
1989
1997
2001
2006
2010
2011-13
2014-15
<table>
<thead>
<tr>
<th>Service Offering - From Concept to Commissioning</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Process Design</strong></td>
</tr>
<tr>
<td>- Pre-feasibility studies</td>
</tr>
<tr>
<td>- Technology and licensor selection</td>
</tr>
<tr>
<td>- Conceptual design &amp; feasibility</td>
</tr>
<tr>
<td>- Process design package</td>
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</tbody>
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<table>
<thead>
<tr>
<th><strong>Engineering</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>- Residual engineering and FEED</td>
</tr>
<tr>
<td>- Detailed engineering</td>
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<tr>
<td>- Engineering for procurement</td>
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<tr>
<td>- Engineering for construction</td>
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<table>
<thead>
<tr>
<th><strong>Procurement</strong></th>
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</thead>
<tbody>
<tr>
<td>- Supplier and contractor management</td>
</tr>
<tr>
<td>- Expediting and inspection</td>
</tr>
<tr>
<td>- Vendor development</td>
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</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Project Management</strong></th>
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</thead>
<tbody>
<tr>
<td>- Integrated project management services with focus on cost, quality and schedule</td>
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</tbody>
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<table>
<thead>
<tr>
<th><strong>Commissioning</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>- Pre-commissioning and commissioning assistance</td>
</tr>
<tr>
<td>- Safety audit</td>
</tr>
<tr>
<td>- Hazard and operability studies</td>
</tr>
<tr>
<td>- Risk analysis</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Construction Management</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>- Materials and warehouse management</td>
</tr>
<tr>
<td>- Quality assurance and health, safety &amp; environment</td>
</tr>
<tr>
<td>- Progress monitoring/ Scheduling</td>
</tr>
<tr>
<td>- Mechanical completion</td>
</tr>
<tr>
<td>- Site closure</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Specialized Services</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>- Environment engineering</td>
</tr>
<tr>
<td>- Heat and mass transfer</td>
</tr>
<tr>
<td>- Plant operations and safety management</td>
</tr>
<tr>
<td>- Specialist materials and maintenance services</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th><strong>Certification</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td>- Certification and re-certification services</td>
</tr>
<tr>
<td>- EIL subsidiary – Certification Engineers International Limited (CEIL)</td>
</tr>
<tr>
<td>- Third party inspection</td>
</tr>
</tbody>
</table>
# Service Offering - Modes of Contracts Managed

## Consultancy Contracts

<table>
<thead>
<tr>
<th>#</th>
<th>Service Offering</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Engineering, Procurement and Construction Management (EPCM)</td>
</tr>
<tr>
<td>2</td>
<td>Front-end Engineering &amp; Design (FEED)</td>
</tr>
<tr>
<td>3</td>
<td>Project Management Consultancy (PMC)</td>
</tr>
</tbody>
</table>

- **1. Engineering, Procurement and Construction Management (EPCM)**
  - Services related to process design, detailed engineering, procurement, construction supervision through coordination 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

<table>
<thead>
<tr>
<th>#</th>
<th>Service Offering</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>Lump-sum turnkey (“LSTK”)</td>
</tr>
<tr>
<td>2</td>
<td>Open book estimate (“OBE”)</td>
</tr>
</tbody>
</table>

- **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**
Comprehensive technology related offering

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

2. ...technology driven full range of services...

Technology Driven 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

EIL Process Technologies

- Vis-breaking
- Aromatic Extraction
- Delayed Coking
- LPG Sweetening
- Sulphur Recovery
- Light Naphtha Isomerization

Technology Licensing Services

Configuration and Feasibility studies

Integrated business

Process Design & Residual Engineering

FEED

Commissioning Services

Specialized Services

Delivering Excellence through People
Track record and Credentials
Extensive Track Record and Strong Client Relationships

Refinery Projects including Green-field Projects

Petrochemical Complexes

Oil & Gas Processing Projects

Offshore Process Platforms

Pipelines

Ports & Storage Terminals

Fertiliser Projects

Mining & Metal Projects

Infrastructure Projects

Power / Captive Power Projects

Turnkey Projects
### Presence Across the Oil & Gas Value Chain

<table>
<thead>
<tr>
<th>Offshore Oil &amp; Gas</th>
<th>Oil &amp; Gas Transportation</th>
<th>Onshore Oil &amp; Gas</th>
<th>Refineries</th>
<th>Storage, Ports &amp; Terminals</th>
</tr>
</thead>
<tbody>
<tr>
<td>Over 150 Well Platforms and 30 Process Platforms for ONGC*</td>
<td>HBJ pipeline – India’s largest Gas Pipeline Network</td>
<td>Gas Processing Complexes at Hazira and Uran and the C2/C3 and LPG recovery units</td>
<td>Refinery projects aggregating over 150 MMTPA</td>
<td>Storage of Crude Oil in Underground Caverns - security initiative for Strategic Crude Oil Storage as part of the Integrated Energy Policy of GoI</td>
</tr>
<tr>
<td>Offshore Platform Projects for the Deen Dayal Field Development Project of GSPC East Coast, India</td>
<td>Jamnagar-Loni LPG Pipeline of GAIL (one of the world’s longest)</td>
<td>Gas Processing Complex of GSPC at Kakinada, India</td>
<td>10 Grass-root Refinery Projects in India</td>
<td>LNG Terminals re-gasification and downstream infra facilities for Petronet LNG, RGPPL* Shell and SONATRACH</td>
</tr>
<tr>
<td>International Projects in Qatar, UAE</td>
<td>Strategic Pipelines for HPCL, BPCL, BORL, IOCL, HMLE, TAKREER*, ADNOC*, NPCC*</td>
<td>International Projects in Algeria and UAE</td>
<td>Algiers and Skikda Refineries of SONATRACH, Algeria</td>
<td></td>
</tr>
<tr>
<td>Oil &amp; Gas Exploration under NELP IX</td>
<td></td>
<td></td>
<td>Services for refinery majors in MENA region like KNPC*, ORPC*, KPRL, BAPCO*</td>
<td></td>
</tr>
</tbody>
</table>

* 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 - Ratnapiri Gas and Power Private limited

**Five decades of experience in the Hydrocarbon space with a presence across the entire value chain**
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 10 out of the 11 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**
- 10 out of the 11 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

---


**Establishing strong foothold across emerging sectors**
Increased Focus in Overseas Geographies

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

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

---

### Sector | Country | Client
--- | --- | ---
**Refinery** | Algeria | Sonatrach (Formerly NAFTEC)
| Oman | Sohar
| Kuwait | KNPC
| Indonesia | WIKA
| Nigeria | Dangote

### Sector | Country | Client
--- | --- | ---
**Fertilizers** | Nigeria | Indo Rama, Brass Fertilizer
| Bangladesh | BCIC
| Malaysia | Petronas Fertilizer (Kedah) Sdn. Bhd.
| Bahrain | ALBA

---

**JV**: “JABAL EILIO” in Kingdom of Saudi Arabia
**WOS**: “EILAP” in Malaysia

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Delivering Excellence through People
Qualified and Motivated Employee Team

Steady manpower despite difficult market conditions

<table>
<thead>
<tr>
<th>Year</th>
<th>Total Employees</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009-10</td>
<td>3,301</td>
</tr>
<tr>
<td>2010-11</td>
<td>3,417</td>
</tr>
<tr>
<td>2011-12</td>
<td>3,450</td>
</tr>
<tr>
<td>2012-13</td>
<td>3,379</td>
</tr>
<tr>
<td>2013-14</td>
<td>3,300</td>
</tr>
<tr>
<td>2014-15</td>
<td>3,166</td>
</tr>
</tbody>
</table>

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.
<table>
<thead>
<tr>
<th>Name</th>
<th>Experience/Achievements</th>
</tr>
</thead>
</table>
| Ashok K. Purwaha     | - More than 37 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            | - 33 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                                                                 |
| Sanjay Gupta         | - 34 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         | - 31 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. |
| Ajay N Deshpande     | - 34 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                                                                 |
| Ashwani Soni         | - 34 years of diversified experience in execution of Refineries, Petrochemicals, Onshore & Offshore Terminals, Captive Power Plants, Onshore & Offshore Pipelines and Non-Ferrous Metallurgy projects  
- He is a member of the Committee for preparation of Standards related to Hydrocarbon Pipelines of Oil Industry Safety Directorate (OISD) and Bureau of Indian Standards (BIS) |
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

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

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-officio Member of the Board of Governors, Rajiv Gandhi Institute of Petroleum Technology, Rae Bareli

EIL’s Board of Directors comprise of qualified & reputed individuals with long-standing experience across industry verticals
## Awards and Accolades (2014-15)

**Navratna Award-2015**
- ‘Navratna Trophy’ to EIL. Shri A K Purwaha, C&MD received the Trophy from the Hon’ble President of India, Shri Pranab Mukherjee

**India Today PSU’s award 2014**
- India Today PSUs Award 2014 in the category of “Best Global Presence” to EIL.

**PSE Excellence Award**
- PSE Excellence Award 2014 for Human Resource Management of Indian Chamber of Commerce (ICC) and Department of Public Enterprises (Govt. of India).

**Outstanding Contribution to Oil & Gas industry**
- Award for “Outstanding Contribution in Oil & Gas (EPC Category)” for PFCC Unit of MRPL Phase III Refinery Project by EPC World Media Pvt. Ltd.

**Vishwakarma Awards**
- 7th CIDC Vishwakarma Award for ‘Construction Health, Safety & Environment’ for GAIL PC - II Expansion Project, Pata

**FICCI Chemical & Petrochemical Award 2014**
- FICCI Chemical and Petrochemical Award 2014 in the categories of “Process Innovator of the Year-Petrochemicals” and “Sustainability Award for Best Green Process-Petrochemicals”
Financials and Order Book Overview
Financial and Operating Track Record - Consolidated

**Total Income (INR mn)**

- 2010-11: 29,978
- 2011-12: 39,410
- 2012-13: 27,912
- 2013-14: 20,785
- 2014-15: 20,144

**Revenue Segmentation**

- Consulting
  - 2010-11: 11,528
  - 2011-12: 12,319
  - 2012-13: 12,573
  - 2013-14: 11,320
  - 2014-15: 9,762

- Turnkey Projects
  - 2010-11: 16,953
  - 2011-12: 24,915
  - 2012-13: 12,717
  - 2013-14: 7,145
  - 2014-15: 7,650

**Consultancy & Engineering Revenue (INR mn)**

- 2010-11: 11,528
- 2011-12: 12,319
- 2012-13: 12,573
- 2013-14: 11,320
- 2014-15: 9,762

**Lump sum Turnkey Projects Revenue (INR mn)**

- 2010-11: 16,953
- 2011-12: 24,915
- 2012-13: 12,717
- 2013-14: 7,145
- 2014-15: 7,650

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

Regrouping of expenses and income of previous years has been done to make the figures comparable with current year results.
Financial and Operating Track Record - Consolidated

EBITDA** Performance (INR mn)*

<table>
<thead>
<tr>
<th>Year</th>
<th>EBITDA (INR mn)</th>
<th>EBITDA Margins (%)</th>
</tr>
</thead>
<tbody>
<tr>
<td>2010-11</td>
<td>6,647</td>
<td>23%</td>
</tr>
<tr>
<td>2011-12</td>
<td>7,304</td>
<td>20%</td>
</tr>
<tr>
<td>2012-13</td>
<td>6,474</td>
<td>26%</td>
</tr>
<tr>
<td>2013-14</td>
<td>4,869</td>
<td>26%</td>
</tr>
<tr>
<td>2014-15</td>
<td>2,243</td>
<td>13%</td>
</tr>
</tbody>
</table>

* Note: All figures have been taken on a consolidated basis
** EBITDA: Earnings Before Interest, Tax, Depreciation and Amortization (does not include Other Income)

Regrouping of expenses and income of previous years has been done to make the figures comparable with current year results.
Financial and Operating Track Record - Consolidated

Profitability (INR mn)*

Earnings per Share – EPS (INR)*

Return on Net Worth (%)

Overall growth in Net worth. Reduction in Net worth % due to fall in Profits

* Note: All figures have been taken on a consolidated basis
## Financial and Operating Track Record - Consolidated

### Dividend Distribution (INR mn)*

<table>
<thead>
<tr>
<th>Year</th>
<th>Gross Dividend incl. tax (INR) - LHS</th>
<th>Dividend Rate (%) - RHS</th>
<th>Dividend Payout (%) - RHS</th>
</tr>
</thead>
<tbody>
<tr>
<td>2009-10</td>
<td>6,967</td>
<td>1060%</td>
<td>100%</td>
</tr>
<tr>
<td>2010-11</td>
<td>1,956</td>
<td>120%</td>
<td>120%</td>
</tr>
<tr>
<td>2011-12</td>
<td>2,356</td>
<td>120%</td>
<td>120%</td>
</tr>
<tr>
<td>2012-13</td>
<td>2,351</td>
<td>130%</td>
<td>130%</td>
</tr>
<tr>
<td>2013-14</td>
<td>2,562</td>
<td>53%</td>
<td>53%</td>
</tr>
<tr>
<td>2014-15</td>
<td>2,024</td>
<td>65%</td>
<td>65%</td>
</tr>
</tbody>
</table>

Consistent Dividend Track Record

* 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):

During FY 10-11, Shares having face value of Rs 10 have been split into 2 shares of Rs 5 each

During 2009-10 to 2014-15,
- Dividend has been paid at a rate of more than 100%
- Dividend Rate has been consistent

### Additional Notes
- Dividend Payout calculated as a percentage of Profit After Tax (PAT)
## Annual Performance Summary – Standalone

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<tbody>
<tr>
<td><strong>TURNOVER</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Consultancy</td>
<td>9,480</td>
<td>11,091</td>
<td>12,342</td>
<td>12,073</td>
<td>11,279</td>
<td>10,553</td>
<td>8,246</td>
</tr>
<tr>
<td>Turnkey</td>
<td>7,650</td>
<td>7,145</td>
<td>12,717</td>
<td>24,914</td>
<td>16,953</td>
<td>9,385</td>
<td>7,079</td>
</tr>
<tr>
<td>Consultancy + Turnkey</td>
<td>17,130</td>
<td>18,236</td>
<td>25,060</td>
<td>36,987</td>
<td>28,233</td>
<td>19,938</td>
<td>15,325</td>
</tr>
<tr>
<td>Other Income</td>
<td>2,731</td>
<td>2,321</td>
<td>2,618</td>
<td>2,175</td>
<td>1,504</td>
<td>1,824</td>
<td>2,148</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td>19,861</td>
<td>20,557</td>
<td>27,678</td>
<td>39,161</td>
<td>29,737</td>
<td>21,762</td>
<td>17,473</td>
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</tbody>
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</thead>
<tbody>
<tr>
<td><strong>SEGMENT PROFITS</strong></td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Consultancy</td>
<td>2279</td>
<td>4,920</td>
<td>5,646</td>
<td>5,255</td>
<td>4,965</td>
<td>4,255</td>
<td>3,067</td>
</tr>
<tr>
<td>Turnkey</td>
<td>560</td>
<td>403</td>
<td>1,275</td>
<td>2,452</td>
<td>1,958</td>
<td>920</td>
<td>310</td>
</tr>
<tr>
<td>Consultancy %</td>
<td>24%</td>
<td>44%</td>
<td>46%</td>
<td>44%</td>
<td>44%</td>
<td>40%</td>
<td>37%</td>
</tr>
<tr>
<td>Turnkey %</td>
<td>7%</td>
<td>6%</td>
<td>10%</td>
<td>10%</td>
<td>12%</td>
<td>10%</td>
<td>4%</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
<th></th>
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<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>PAT</strong></td>
<td></td>
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<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>PAT</td>
<td>3,080</td>
<td>4,798</td>
<td>6,286</td>
<td>6,363</td>
<td>5,225</td>
<td>4,356</td>
<td>3,445</td>
</tr>
<tr>
<td>PAT %</td>
<td>18%</td>
<td>26%</td>
<td>25%</td>
<td>17%</td>
<td>19%</td>
<td>22%</td>
<td>22%</td>
</tr>
</tbody>
</table>

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Regrouping of expenses and income of previous years has been done to make the figures comparable with current year results.
## Quarterly Performance Summary - Standalone

### Turnover

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>H1</th>
<th>H2</th>
<th>9M</th>
<th>Annual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consultancy – Domestic</td>
<td>1,984.3</td>
<td>1,682.8</td>
<td>1,823.2</td>
<td>1,813.8</td>
<td>3667.0</td>
<td>3637.0</td>
<td>5,490.2</td>
<td>7,304.0</td>
</tr>
<tr>
<td>Consultancy - Overseas</td>
<td>396.4</td>
<td>521.7</td>
<td>522.0</td>
<td>735.6</td>
<td>918.1</td>
<td>1,257.6</td>
<td>1,440.1</td>
<td>2,175.7</td>
</tr>
<tr>
<td>Consultancy Total</td>
<td>2,380.7</td>
<td>2,204.5</td>
<td>2,345.2</td>
<td>2,549.4</td>
<td>4,585.1</td>
<td>4,894.6</td>
<td>6,930.3</td>
<td>9,479.7</td>
</tr>
<tr>
<td>Turnkey</td>
<td>1,974.3</td>
<td>1,701.9</td>
<td>1,638.2</td>
<td>2,336.0</td>
<td>3,676.2</td>
<td>3,974.2</td>
<td>5,314.3</td>
<td>7,650.3</td>
</tr>
<tr>
<td>Consultancy + Turnkey</td>
<td>4,354.9</td>
<td>3,906.4</td>
<td>3,983.3</td>
<td>4,885.4</td>
<td>8,261.3</td>
<td>8,868.8</td>
<td>12,244.6</td>
<td>17,130.1</td>
</tr>
<tr>
<td>Other Income</td>
<td>692.9</td>
<td>723.8</td>
<td>515.4</td>
<td>799.1</td>
<td>1,416.6</td>
<td>1,314.4</td>
<td>1,932.0</td>
<td>2,731.1</td>
</tr>
<tr>
<td>Total Income</td>
<td>5,047.8</td>
<td>4,630.2</td>
<td>4,498.7</td>
<td>5,684.5</td>
<td>9,677.9</td>
<td>10,183.2</td>
<td>14,176.6</td>
<td>19,861.1</td>
</tr>
</tbody>
</table>

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

### Segment Profit

<table>
<thead>
<tr>
<th>Segment</th>
<th>Q1</th>
<th>Q2</th>
<th>Q3</th>
<th>Q4</th>
<th>H1</th>
<th>H2</th>
<th>9M</th>
<th>Annual</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consultancy</td>
<td>579.6</td>
<td>527.0</td>
<td>573.7</td>
<td>598.8</td>
<td>1106.6</td>
<td>1172.5</td>
<td>1680.3</td>
<td>2279.1</td>
</tr>
<tr>
<td>Turnkey</td>
<td>120.0</td>
<td>(200.3)</td>
<td>5.0</td>
<td>635.5</td>
<td>(80.3)</td>
<td>640.5</td>
<td>(75.3)</td>
<td>560.2</td>
</tr>
<tr>
<td>Total</td>
<td>699.6</td>
<td>326.7</td>
<td>578.7</td>
<td>1234.3</td>
<td>1026.3</td>
<td>1813.0</td>
<td>1605.0</td>
<td>2839.3</td>
</tr>
</tbody>
</table>

* Regrouping of expenses and income of previous years has been done to make the figures comparable with current year results.
Quarterly Performance Track Record - Standalone

**Total Income**

- Consultancy
- Turnkey
- Other Income

**Revenue Mix (Consultancy Vs Turnkey)**

- Consulting
- Turnkey

Note: All figures have been taken on a standalone for EIL
Quarterly Performance Track Record – Standalone

Segment Wise Operating Profit

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Consultancy</th>
<th>Turnkey</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 12-13</td>
<td>1,281</td>
<td>540</td>
</tr>
<tr>
<td>Q2 12-13</td>
<td>1,629</td>
<td>342</td>
</tr>
<tr>
<td>Q3 12-13</td>
<td>1,401</td>
<td>241</td>
</tr>
<tr>
<td>Q4 12-13</td>
<td>1,336</td>
<td>152</td>
</tr>
<tr>
<td>Q1 13-14</td>
<td>1,174</td>
<td>103</td>
</tr>
<tr>
<td>Q2 13-14</td>
<td>1,225</td>
<td>138</td>
</tr>
<tr>
<td>Q3 13-14</td>
<td>1,675</td>
<td>67</td>
</tr>
<tr>
<td>Q4 13-14</td>
<td>845</td>
<td>95</td>
</tr>
<tr>
<td>Q1 14-15</td>
<td>580</td>
<td>120</td>
</tr>
<tr>
<td>Q2 14-15</td>
<td>527</td>
<td>574</td>
</tr>
<tr>
<td>Q3 14-15</td>
<td>599</td>
<td>636</td>
</tr>
<tr>
<td>Q4 14-15</td>
<td>615</td>
<td>600</td>
</tr>
</tbody>
</table>

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

Segment Wise Profit %

<table>
<thead>
<tr>
<th>Quarter</th>
<th>Consulting</th>
<th>Turnkey</th>
</tr>
</thead>
<tbody>
<tr>
<td>Q1 12-13</td>
<td>44%</td>
<td>40%</td>
</tr>
<tr>
<td>Q2 12-13</td>
<td>46%</td>
<td>42%</td>
</tr>
<tr>
<td>Q3 12-13</td>
<td>48%</td>
<td>45%</td>
</tr>
<tr>
<td>Q4 12-13</td>
<td>44%</td>
<td>42%</td>
</tr>
<tr>
<td>Q1 13-14</td>
<td>39%</td>
<td>37%</td>
</tr>
<tr>
<td>Q2 13-14</td>
<td>47%</td>
<td>45%</td>
</tr>
<tr>
<td>Q3 13-14</td>
<td>59%</td>
<td>55%</td>
</tr>
<tr>
<td>Q4 13-14</td>
<td>32%</td>
<td>29%</td>
</tr>
<tr>
<td>Q1 14-15</td>
<td>24%</td>
<td>21%</td>
</tr>
<tr>
<td>Q2 14-15</td>
<td>24%</td>
<td>21%</td>
</tr>
<tr>
<td>Q3 14-15</td>
<td>24%</td>
<td>21%</td>
</tr>
<tr>
<td>Q4 14-15</td>
<td>23%</td>
<td>21%</td>
</tr>
</tbody>
</table>

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

Delivering Excellence through People
### Business Secured and Order Book – Standalone

#### Rs Mn

<table>
<thead>
<tr>
<th>Business Secured</th>
<th>FY 14-15</th>
<th>FY 13-14</th>
<th>FY 12-13</th>
<th>FY 11-12</th>
<th>FY 10-11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consultancy (domestic)</td>
<td>6,103</td>
<td>4,073</td>
<td>11,573</td>
<td>5,072</td>
<td>8,364</td>
</tr>
<tr>
<td>Consultancy (overseas)</td>
<td>12,533</td>
<td>696</td>
<td>1,386</td>
<td>1,217</td>
<td>362</td>
</tr>
<tr>
<td>Consultancy Total</td>
<td>18,636</td>
<td>4,768</td>
<td>12,959</td>
<td>6,289</td>
<td>8,726</td>
</tr>
<tr>
<td>Turnkey</td>
<td>4,420</td>
<td>6,779</td>
<td>1,425</td>
<td>1,297</td>
<td>31,821</td>
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<tr>
<td>Total Business secured</td>
<td>23,057</td>
<td>11,547</td>
<td>14,384</td>
<td>7,586</td>
<td>40,547</td>
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</table>

#### Rs Mn

<table>
<thead>
<tr>
<th>Order Book</th>
<th>March 15</th>
<th>March 14</th>
<th>March 13</th>
<th>March 12</th>
<th>March 11</th>
</tr>
</thead>
<tbody>
<tr>
<td>Consultancy</td>
<td>24,543</td>
<td>15,717</td>
<td>21,012</td>
<td>20,062</td>
<td>25,840</td>
</tr>
<tr>
<td>Turnkey</td>
<td>11,866</td>
<td>13,391</td>
<td>12,163</td>
<td>25,421</td>
<td>49,003</td>
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<tr>
<td>Total Order Book</td>
<td>36,409</td>
<td>29,108</td>
<td>33,175</td>
<td>45,483</td>
<td>74,843</td>
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<tr>
<td>Consultancy %</td>
<td>67%</td>
<td>54%</td>
<td>63%</td>
<td>44%</td>
<td>35%</td>
</tr>
<tr>
<td>Turnkey %</td>
<td>33%</td>
<td>46%</td>
<td>37%</td>
<td>56%</td>
<td>65%</td>
</tr>
</tbody>
</table>

Note: Data on unconsolidated basis
Notes:
- Data on unconsolidated basis
- Consultancy orders are entirely from Domestic Segment
- LSTK orders are entirely from Domestic Segment

Orders Secured Break up - Standalone

Consultancy Vs LSTK
- Consultancy: 19%
- LSTK: 81%

Domestic Vs Overseas
- Domestic: 67%
- Overseas: 33%

Consulting Segmental Break up
- HYDROCARBONS: 31.45%
- INFRA: 0.19%
- METAL, POWER & OTHERS: 0.48%
- CHEMICALS & FERTILIZERS: 67.88%

Total Orders Segmental Break up
- HYDRO: 25.42%
- INFRA: 0.16%
- METAL, POWER & OTHERS: 0.39%
- CHFER: 74.04%

FY: 14-15
Order Book Break up - Standalone

**OBP: Consultancy Vs LSTK**
- Consultancy: 67%
- LSTK: 33%

**OBP: Domestic Vs Overseas**
- Domestic: 66%
- Overseas: 34%

**OBP: Consulting Break up**
- 66.8%
- 25.8%
- 5.3%
- 0.3%

**Note:** Data on unconsolidated basis

**HYDROCARBONS**
- 67%
- 33%

**Chemicals & Fertilizers**
- 25.8%

**Metal**

**INFRA**

**Power & Others**

FY: 14-15
Global Energy Demand to Grow By 4Bn toe over next 2 Decades

Investments planned in Energy and Hydrocarbons

Sustained Focus on Hydrocarbon Sector in India

<table>
<thead>
<tr>
<th>Sector</th>
<th>Total 12th Plan Outlay (INR Bn)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exploration &amp; Production</td>
<td>2,837</td>
</tr>
<tr>
<td>Refinery &amp; Marketing</td>
<td>1,056</td>
</tr>
<tr>
<td>Petro-Chemical</td>
<td>173</td>
</tr>
<tr>
<td>Total</td>
<td>4,066</td>
</tr>
</tbody>
</table>

Twelfth plan target

- Expansion of existing refineries by 50.6 MMTPA
- Commissioning of 30 MMTPA of new grassroots refineries

Capacity to reach 50 MMTPA by 2016-17 from 13.60 MMTPA presently

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

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.

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

Investments planned in Energy and Hydrocarbons

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Emphasis on conversion of present naphtha/fuel and oil based plants to use of natural gas as feed stock.
**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

- Maintain leadership
- Expand international operations
- Selectively diversify
- Focus on technology and alliances
- Strategic relationships

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

- 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

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

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

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

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

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