Operator: Ladies and gentlemen, good day and welcome to Engineers India Ltd. Q2 FY27 Earnings Conference Call hosted by DAM Capital Advisors Limited. As a reminder, all participant lines will be in the listen-only mode, and there will be an opportunity to ask questions after the presentation concludes. Should you need assistance during the conference call, please signal an operator by pressing star and then zero on your touchtone phone. Please note that this conference is now being recorded. I now hand the conference over to Mr. Krishan Gopal Mundra from DAM Capital Advisors Limited. Thank you, and over to you, sir.

Krishan Gopal Mundra – DAM Capital Advisors: Thank you, operator, and a very good evening to all of you. Thank you for joining us, and welcome to the Engineers India Ltd. Q2 FY27 Earnings Conference Call. We have with us from the management team of Engineers India Ltd. Mr. Sanjay Jindal, who is the Director of Finance; Mr. Suvendu Padhi, who is the Company Secretary; and Mr. Vivek Midha, the Chief General Manager. With that, I would now like to hand over the conference to the management for their opening remarks, after which we will have a question-and-answer session. Thank you, and over to you, sir.

Management: Thank you, Mr. Krishan Gopal. Good afternoon, everybody, and a warm welcome to all the investors attending the investor call. We declared our financial results for the second quarter ended September 30, 2026, today. The company's order book position has reached its all-time high and stands at Rs.20,421 crore as of September 30, 2026, as compared to Rs.14,424 crore as of June 30, 2026.

Order inflow in EIL up to the second quarter of financial year 2026-27 stands at Rs.7,428 crore. On the standalone results, we have declared the results for the quarter and half year ended September 2026 on October 30, 2026.

Regarding the financial performance for the 3 months ended September 2026, the company has registered a turnover of Rs.802 crore vis-à-vis Rs.800 crore in the first quarter of financial year 2026-27. Turnover from the consultancy and engineering segment stood at Rs.594 crore, and from the turnkey segment at Rs.208 crore.

During the current quarter ended September 2026, the company recorded profit before tax of Rs.229 crore in comparison to Rs.145 crore during the first quarter of financial year 2026-27, showing an increase of around 58% in profit before tax. Profit after tax was Rs.180 crore in comparison to Rs.109 crore during the first quarter of 2026-27, showing an increase of 65% in PAT.

Notably, EPS for the quarter ended September 2026 stood at Rs.3.20 vis-à-vis Rs.1.93 in June 2026, against the face value of Rs.5 per share.

Operating margin during the second quarter of financial year 2026-27 stood at Rs.152 crore, that is, 19%, vis-à-vis Rs.108 crore, that is, 14%, during the first quarter of 2026-27. It means our operating margin has increased from 14% to 19% in the second quarter of the current year.

EBITDA, including other income of the company, during the second quarter of 2026 stood at around Rs.240 crore, that is, an EBITDA margin of 27%, in comparison to Rs.155 crore, with an EBITDA margin of 19%, during the first quarter of 2026-27. [hesitates] From the first quarter to the

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second quarter, our EBITDA margin has increased from 19% to 27%.

On the half-yearly front, up to September 30, 2026, the company recorded profit before tax of Rs.375 in comparison to Rs.243 crore, and profit after tax of Rs.288 crore against Rs.185 crore up to September 2025, showing an increase of 54% in profit before tax and around 56% increase in PAT.

Operating margin for the first half year of 2026-27 stood at around 16% in comparison to 9% in the first half year of 2025-26. EBITDA of the company for the first half year ended September 2026 stood at around Rs.395 crore, with an EBITDA margin of 23%, in comparison to Rs.265 crore, with an EBITDA margin of 14%, for the [cut off]

Management: [line issue] I will start again from the EBITDA. EBITDA, including other income of the company, for the first half year ended September 30, 2026, stood at around Rs.395 crore vis-à-vis Rs.265 crore for the first half year ended September 30, 2025. Our EBITDA margin has increased from 14% to 23% in the same period.

In the first half year of 2026-27, the company achieved a turnover of Rs.1,603 crore in comparison to Rs.1,758 crore in the first half year of 2025-26, with turnover from the consultancy and engineering segment amounting to Rs.1,093 crore and Rs.510 crore in the turnkey segment.

Notably, in the first half of 2026-27, our revenue mix changed from 47% in the consultancy segment and 53% in the turnkey segment in the first half year of financial year 2025-26 to 68% in the consultancy segment and 32% in the turnkey segment. The consultancy segment has a higher margin as compared to the turnkey segment.

The company is maintaining healthy earnings per share in the first half year of 2026-27. Earnings per share stood at Rs.5.13 per share for the first half year ended September 2026 in comparison to Rs.3.29 per share for the first half ended September 30, 2025. This is against the face value of Rs.5 per share.

On the consolidated front, the company earned a profit of Rs.197 crore for the quarter ended September 30, 2026, in comparison to a profit of [cut off]

Management: Rs.158 crore for the quarter ended as against June 2026. For the half year ended September 2026, the profit stood at Rs.355 crore in comparison to a profit of Rs.149 crore for the first half year ended September 30, 2025. Thank you, and over to Kishan Gopal.

Management: Hello?

Operator: Yes, sir, you are audible.

Management: Yes, okay. Now can we start the question-and-answer session?

Operator: Certainly, sir. Thank you very much. We will now begin the question-and-answer session. Anyone who wishes to ask a question may press star and one on their touchtone telephone. If you wish to remove yourself from the question queue, you may press star and two. Participants are requested to use handsets while asking a question. Ladies and gentlemen, we will wait for a moment while the question queue assembles.

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The first question comes from the line of Mohit Kumar from ICICI Securities. Please go ahead.

Mohit Kumar – ICICI Securities: Good afternoon, sir, and congratulations on a very good set of numbers. My first question is, was there any one-off in the consultancy segment? The margins are 30% compared to our usual run rate of 23-24%.

Management: Yes, you are right, sir. For the second quarter, this is around 30%.

Mohit Kumar – ICICI Securities: Rs.30 crore, so you have just Rs.30 crore for...

Management: 30%, 30%.

Mohit Kumar – ICICI Securities: No, 30%. Sir, was there any one-off, or did you book everything for the past period in this quarter? Is that the reason why the consultancy income is very high, or is everything as usual?

Management: No, sir. This time, we have changed the business mix. In the last first half year, our consultancy segment was 47% and execution was 47%. This time, turnover from the consultancy segment is 68%, and from the LSTK segment it is 32%. Since margins in the consultancy segment are higher, profit is also higher. As such, there is no one-time item.

Mohit Kumar – ICICI Securities: Is it safe to expect that most of the 30% is sustainable going forward? Given that the mix has changed, is that the number one should look at going forward?

Management: Definitely, we will maintain our 24-25% segment profit in the consultancy segment on an overall, yearly basis.

Mohit Kumar – ICICI Securities: Understood. My second question is, of course, the presentation has not been uploaded as of now. Is it possible to give us the breakup of order inflow for the quarter between the two segments?

Management: It has been uploaded, but I will tell you the figure. Our order inflow for the current first half is Rs.7,428 crore, out of which Rs.5,762 crore is from the consultancy segment and the balance of Rs.1,666 crore is from the LSTK segment.

Mohit Kumar – ICICI Securities: Understood, sir. My third question is, given the fact that you have already achieved around Rs.7,400 crore in order inflow, and as I remember correctly, we had guided for Rs.8,000 crore of order inflow, would you like to revise the target and...

Management: Definitely, sir, we will cross this figure of Rs.8,000 crore.

Mohit Kumar – ICICI Securities: Will you revise the guidance? Revision of guidance?

Management: No, we are putting all of our efforts into crossing the figure of Rs.8,000 crore.

Mohit Kumar – ICICI Securities: Okay, understood.

Management: I hope next time we will revise the guidance on the call. Definitely.

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Mohit Kumar – ICICI Securities: My last question, sir, is how is the pipeline developing in the Middle East? Are you seeing some recovery? I think things are stabilizing now. Are you hopeful that you will be able to book some order inflow in this financial year?

Management: Well, sir, I think Kishan Gopal...

Kishan Gopal: I am just responding to this. Gentlemen, you know that the situation is not all right in the Middle East. The situation is still ongoing. So, we will have to be hopeful on this. We are doing business a little better, and we are progressing and bidding for various jobs. In Saudi, we are still waiting because the situation is not good there. The attacks are still ongoing. So, let us hope for this. However, we have recovered this from the Africa side. Let us see how it goes, because the situation is not normal in the Middle East at this point in time. We will have to wait for some more months.

Mohit Kumar – ICICI Securities: Understood, sir. Thank you, and all the best.

Operator: Thank you. The next question comes from the line of Sanchita Sood from Robo Capital. Please go ahead.

Sanchita Sood – Robo Capital: Thank you for the opportunity. Sir, my first question is, what kind of revenue growth can we see for this financial year and FY28 as well? Also, could you give us some guidance on what kind of EBITDA margins we will achieve in these 2 years?

Management: Taking into consideration the current order book, we have already indicated that we will be giving revenue of around Rs.4,200 crore during the current financial year. Going forward, taking the order book into consideration, we are definitely expecting further growth of around 10% on the revenue side.

Sanchita Sood – Robo Capital: Understood. Sir, my second question is, what kind of order inflows can we see in the second half of this year and next year?

Management: Mr. Kishan Gopal, would you...

Kishan Gopal: I am just responding to this. We have already secured Rs.7,400 crore, as you have seen, in this quarter. In fact, certain additional orders have been received. As of today, we stand at Rs.8,100 crore. As of today, we stand at Rs.8,100 crore. Let us hope that we will achieve some more tenders out there. We are working towards it. Let us see how it goes. We still have 6 months to go.

Sanchita Sood – Robo Capital: All right, understood. Thank you. That is all from my end.

Operator: Thank you. A reminder for all participants: in order to ask a question, you may press star and one on your touchtone telephone. A reminder for all participants that in order to ask a question, you may press star and one on your touchtone telephone. The next question comes from the line of Deep Sanghavi from Dalal & Broacha Stock Broking Private Limited. Please go ahead.

Deep Sanghavi – Dalal & Broacha Stock Broking Private Limited: Thank you for the question, and congratulations on a great set of numbers. My first question is that you have guided for Rs.4,200 crore of revenue for FY27, with a 55–45 split.

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Management: Rs.4,200-4,300 crore.

Deep Sanghavi - Dalal & Broacha Stock Broking Private Limited: Correct. So, that comes with a 55-45 split, right? Consultancy and turnkey, on an approximate basis. That comes to almost Rs.1,900 crore of revenue from turnkey. In the first 2 quarters...

Management: This time, the consultancy segment is higher and the LSTK segment is lower because most of the big-ticket projects in the LSTK segment are already over, and new projects have been started. It will take some time to get full revenue from this LSTK segment. So, in the current year, we expect that the consultancy segment will be higher. It will be more than 60% on an overall basis.

Deep Sanghavi - Dalal & Broacha Stock Broking Private Limited: More than 60%, did you say?

Management: Around 60%.

Deep Sanghavi - Dalal & Broacha Stock Broking Private Limited: Okay. As a follow-up to that question, why are the margins at 4.3% for turnkey? Is there any reason for that?

Management: No, it is always...

Deep Sanghavi - Dalal & Broacha Stock Broking Private Limited: Because it is generally in the range of 6% to 7%, right? That is why I am asking.

Management: 6-7% is normal, but generally, in new projects, cost progress is not there. Therefore, profits are a little lower, at 4-5%, but as the project gains momentum, the profits will also pick up.

Deep Sanghavi - Dalal & Broacha Stock Broking Private Limited: Right. You had said that there are a lot of turnkey projects that will have faster execution in the second half. Is that still the case? Are you expecting execution to ramp up in the second half?

Management: Definitely, our execution in the LSTK segment should ramp up because in the first half it is 32% from the LSTK segment, and we are expecting it to be at least around 40% from the LSTK segment.

Deep Sanghavi - Dalal & Broacha Stock Broking Private Limited: The second question would be on the nuclear segment. Hypothetically taking a Rs.10,000 crore nuclear project, a significant portion of capex would be towards the nuclear reactor and the main nuclear island, right? Currently, we have opportunities in BOP and environmental studies, if I am not wrong. Could you give us a broad sense of how much of the project cost would be addressable to EIL, such as BOP and environmental studies?

Management: Kishan Gopal, would you...

Kishan Gopal: I am just responding to this. On the nuclear side, we know that a lot of opportunities are coming, but all of them are in the initial stages. They are in the study phases. Some of them are in the environmental impact assessment study phase, and some of them are in the initial stages of tendering. This stage will take some time before the tenders come because in many of the projects the location is still being finalized.

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We are working towards it. It will be a good number; it will be a significant amount, but it will not be in this financial year. It will take some time, probably a year or so. In the next financial year, we can see some good orders from this segment because we are also establishing our own systems in-house. We have created verticals to handle all these activities and are strengthening our manpower with the relevant training and experience.

We are making them ready for all these jobs, and we are bidding for some other segments also.

Deep Sanghavi – Dalal & Broacha Stock Broking Private Limited: But, sir, how much would it be, say, for the total project...

Kishan Gopal: We cannot tell the figures. No, it is very difficult to tell the figures at this point in time. It depends on what kind of job is going to come and how much work we are going to get. It could be a detailed engineering assignment or a smaller assignment. If we get a bigger assignment, the value would be higher, so it is very difficult to tell at this point in time.

Deep Sanghavi – Dalal & Broacha Stock Broking Private Limited: I wanted to understand whether EIL will only do BOP and environmental studies, or whether there will be a larger scope for the...

Kishan Gopal: No, we will be doing detailed engineering also. We are going to provide detailed engineering services, which include balance of plant, engineering consultancy, and something related to construction supervision also. It would involve engineering and supervision, and owners' engineer services. That is what we can say.

Deep Sanghavi – Dalal & Broacha Stock Broking Private Limited: Right. The last question would be, are there any change orders or provision write-backs you are expecting for this fiscal year or the next fiscal year?

Management: Definitely, we have a lot of change orders that we are negotiating with our clients, and it is expected that all the change orders will be settled in this financial year.

Deep Sanghavi – Dalal & Broacha Stock Broking Private Limited: Thank you. I will join the queue again.

Operator: Thank you. The next question comes from the line of Pratik Duggar from Intellectus. Please go ahead.

Pratik Duggar – Intellectus: Hello, am I audible?

Operator: Yes, sir, you are audible.

Pratik Duggar – Intellectus: Thank you for the opportunity, and congratulations to the management on a good set of numbers. I wanted to ask about the consultancy division. If you look at the specific margins for the consultancy division, they have come in at around 30%. Another participant also asked this question. Is this a normal margin that we can expect going forward, or was there a one-off this time?

Management: First of all, in this quarter there was no one-time payment or one-time settlement. On a half-yearly basis, it is 27.7%. On an overall basis, we are expecting it to settle around 25%. We are

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sure that we will maintain the figure of 25% in the consultancy sector. Project revenues are always certain. On the conservative side, we are ensuring that we will maintain our traditional margin of 25%. However, in this quarter it is 30% without any one-time item.

Pratik Duggar – Intellectus: Regarding the specifics of the depository orders that we had received, I think last fiscal year the depository order execution had begun along with the Dangote order execution. FY27 is when Dangote should ramp up and depository orders should peak. Our overseas consultancy order would also accelerate again in FY27. Would these specific orders add to the margin, and is the guidance of 25% that you are giving on the lower side? Are you saying that 25% is what one should expect and that there is no upside to that?

Management: No, definitely there is an upside because [cut off]

Management: We have received a lot of overseas orders that are under execution, but basically it depends on the progress of the projects. The 25% is the minimum figure I have given on the conservative side because we are sitting on the half-year results, and on a half-year basis it is around 28%. I am saying that we will definitely maintain our traditional figure of 25%, and definitely this time this figure will be higher than 25%, but I cannot commit exactly that it will be 30%.

Pratik Duggar – Intellectus: If I extend my view to the first half of FY28, when Dangote would be peaking and we would also have a higher revenue run rate, do we see a meaningful inflection in the company's bottom line by H1 FY28?

Management: Definitely, our bottom line will be healthier, and more and more healthy in the coming years. We have an order book of more than Rs.20,000 crore, and we will generate more and more revenue. Our bottom line will be healthier in the coming years.

Pratik Duggar – Intellectus: The depository orders that we have, what should be the margins specifically on the depository orders? Could you explain why we categorize this differently? Why do we not treat it as a consultancy order only?

Management: In the depository segment, unlike the consultancy segment, the plant and machinery cost and material cost are included in the top line. It is just like the LSTK business. That is why, in the depository segment, the profit margin is around 7%.

Pratik Duggar – Intellectus: Once the depository starts tapering off in H1 FY28, would margins become better for that period because the lower-margin segment is declining and Dangote would be peaking at that time?

Management: We are maintaining a balance between the consultancy segment and the depository segment. In the consultancy segment, we are targeting approximately 60-65%, with the balance coming from the LSTK segment. It is a balancing act. We are not leaving the LSTK business completely.

Pratik Duggar – Intellectus: Thank you, sir. That is all from my end, and congratulations once again.

Management: Thank you.

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Operator: Thank you. The next question comes from the line of Amit Anwani from PL Capital. Please go ahead.

Amit Anwani – PL Capital: Thank you. First of all, congratulations on the very good numbers.

Management: Thank you, sir.

Amit Anwani – PL Capital: My first question is regarding the order pipeline. This year, we have done a very commendable job. We are already at the level of the guidance that was given, and we will easily surpass it. There was a major contribution from overseas consultancy, especially from the Dangote orders that we won.

I wanted to understand the order pipeline outside India, geographically. Are we looking for more large, lumpy orders in the pipeline over the next 12 to 18 months? Second, what should one look for in terms of order guidance for next year? Are we going to continue this run rate of Rs.8,000 crore plus next year and the year after that?

Management: Mr. Vivek Mittal will answer. Yes.

Vivek Mittal: Amit, this is Vivek. Yes, we are bidding for a number of projects, and you have seen that something comes up in between. It is very difficult to tell you which order is going to come, but we are bidding for a number of projects all across the world and in various territories, including India. We are hopeful that we will be able to get more business out of it.

As already told you on the call, we have already reached Rs.5,100 crore. Next year, naturally, it would remain at least at Rs.5,100 crore. We will definitely achieve that because we have been consistently maintaining almost the same range. If everything goes well, the political situation remains the same, the basic market remains the same, and capex is invested, then we will continue to grow and improve our business prospects.

Amit Anwani – PL Capital: In the Middle East, we were in some long-term agreement with Aramco and were expecting some orders. Is there any update on that, and what is the Middle East order pipeline?

Vivek Mittal: As you know, the situation in the Middle East is widely reported and published. The situation is not stable there. We have not received the major orders that we anticipated, but we are bidding for various contracts there. If something comes up, we will update you towards the end of this financial year or early next quarter. By then, hopefully, things should stabilize or the war should stop. As of now, there are a lot of issues in Saudi.

Amit Anwani – PL Capital: Lastly, regarding guidance for next year, we said 10% plus, but I think the order wins are very strong. Is this again conservative guidance for the next financial year? I think we can...

Vivek Mittal: Right now, it is 10%, but we are going to improve that. We are going to improve it, perhaps. It depends on the situation over the next couple of months.

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Amit Anwani – PL Capital: The expectation is that consultancy will still continue to be higher than turnkey?

Management: Last question on the...

Vivek Mittal: Yes. As we always say, it is somewhere around 60-65%, and the 60-40 ratio remains. It always remains in that range. Sometimes, when we get a big-ticket order, the consultancy portion becomes higher, and sometimes we get LSTK orders. But it is always in that range. Sometimes it is 60%, and sometimes it is 50%. It will definitely remain in that range.

Amit Anwani – PL Capital: Lastly, regarding other income, this other income number was higher this quarter at Rs.65 crore. What contributed to that?

Management: In this other income, there is a dividend from NRL to the extent of Rs.21 crore, and another dividend of Rs.11 crore from CIL. The balance is regular income, including income on our surplus funds, rental income, and some other miscellaneous income.

Amit Anwani – PL Capital: Understood. And how much...

Management: Basically, there is an increase on account of the dividend from CIL and NRL.

Amit Anwani – PL Capital: Will that continue, or how is the dividend looking for the full year?

Management: We are receiving dividends on a continuous basis from NRL and CIL.

Amit Anwani – PL Capital: Lastly, sir, how is the situation at Ramagundam? I can see that the numbers there have also improved. An outlook there would be helpful. Thank you.

Management: Definitely, Ramagundam is doing better. In this quarter, we recorded a profit of Rs.20 crore, and in the first quarter it was Rs.42 crore. The total profit up to this period, the half year, is Rs.63 crore. We are expecting more and more good news from RFCL.

Amit Anwani – PL Capital: Understood, sir. Thank you very much.

Operator: Thank you. The next question comes from the line of T. Jha, an individual investor. Please go ahead.

T. Jha – Individual Investor: Thank you. First of all, these are extraordinary numbers. [laughs] I would like to understand the domestic possibilities, particularly in coal gasification, green hydrogen, your 2G refinery, and any other crude storage. Could you throw some light on each of these for the current year?

Management: Yes.

T. Jha – Individual Investor: This year, at this time.

Vivek Mittal: With respect to coal gasification, after the Government of India's initiative involving additional Rs.8,400 crore of VGF funding, studies are underway. We are bidding for a couple of projects, including major projects. Let us see how it develops. We are bidding for various studies,

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and we are also carrying out some of the studies, such as one assignment we are carrying out for NTPC.

That is the current situation. Let us see towards the end of this year whether the studies are completed and awarded, after which they proceed to financial closure and implementation. That is the current situation regarding coal gasification.

Regarding hydrogen, there is not much that we have at this point in time. We are still looking for good opportunities. Regarding biorefinery also, there is no major or significant work at this point in time. However, we are implementing one CBG plant for ourselves. We are implementing it with our own investment and are also considering another CBG plant. We are investing on our own in line with the government guidelines. That is one opportunity available to us.

T. Jha – Individual Investor: What about crude storage?

Vivek Mittal: You know that ISPRL is considering investing in more strategic storage facilities across locations such as MP, Bina, and 2 or 3 other locations. Those will be opportunities available for us to execute because most of ISPRL's strategic storage projects have been executed by us, and we are very good at strategic storage.

Those opportunities will be available. Other storage facilities are part of major projects. Whenever a major project comes, crude storage and the terminal always form part of it. As far as strategic storage is concerned, the ISPRL projects that are currently in the pipeline have been published, and we will be bidding for them. Definitely.

T. Jha – Individual Investor: Outstanding. On a broad basis, for the domestic order book for the remaining part of the year, or during the next financial year, what is the expected order book that you expect domestically?

T. Jha – Individual Investor: From all these segments, if you have any idea, management would have some idea.

Vivek Mittal: I can talk about business intake at this point in time. We are at around Rs.5,100 crore, and we are going to add something more. Next year, we are going to maintain it at this level. The overall order book is around Rs.20,000 crore, wherein almost 60% is from overseas, and the balance of around 40% is from the domestic market. Typically, we can have 40–50% from the domestic market if we maintain that position.

Management: Also, in the order book, 75% is from the consultancy segment.

Vivek Mittal: Yes, this is beneficial for EIL because we have higher margins in the consultancy segment.

Management: Naturally.

T. Jha – Individual Investor: Absolutely. An extraordinary achievement. All the best. Thank you.

Management: Thank you.

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Operator: Thank you. The next question comes from the line of {? Akshay Koliwad ?} from {? BBPMLS ?}. Please go ahead.

{? Akshay Koliwad ?} – {? BBPMLS ?}: Thank you for taking my question. I hope I am audible to you. My first question is on the Rs.4,200 crore Dangote order. Given the ongoing court case in Nigeria around the proposed refinery project, is there any impact on the project timeline or EIL's scope of work? Has the work commenced on EIL's mandate? Is there any execution risk on the order at this stage?

Vivek Mittal: Please do not go by the news. Work is already underway. We are working on the engineering side of it. That is the contractor's and owner's responsibility, and he is managing it and will handle all the legal issues. As of now, we have not been advised of any such issue, but we are working on this, and the engineering work is underway on that part.

{? Akshay Koliwad ?} – {? BBPMLS ?}: Thank you. On a broad basis, what would be the approximate split between consultancy and turnkey in order inflow until FY28? Should we expect turnkey order inflow to remain around Rs.3,000 crore next year as well?

Vivek Mittal: Typically, this year around 25–30% is from LSTK and the rest is from consultancy. This order book and other order inflow are consultancy-heavy, but typically it remains at a 60–40 ratio, with 60% consultancy and 40% LSTK. Generally, it remains like this.

{? Akshay Koliwad ?} – {? BBPMLS ?}: What about turnkey order inflow? Will it remain around Rs.3,000 crore?

Vivek Mittal: No, look, if your total is Rs.8,000 crore, then you can presume that around 30–40% will come from that.

{? Akshay Koliwad ?} – {? BBPMLS ?}: Okay. My next question is on operating margin. You had previously guided for an EBITDA margin of around 15–16%. Are we confident of maintaining it at the same level?

Management: Yes, we are confident of maintaining our EBITDA margin because we are getting more and more consultancy business, and margins are protected there.

{? Akshay Koliwad ?} – {? BBPMLS ?}: Okay, sir. Just one last question.

{? Akshay Koliwad ?} – {? BBPMLS ?}: Any update on IOCL Paradip Phase 2 and IOCL BPCL Andhra?

Management: IOCL Paradip Phase 2 is still to be decided by the government and by the client because I think they are looking for the land. As soon as they sort out the land, the second phase will start. We will have to wait depending on them. Regarding the AP Refinery, it is still in the DFR preparation and study phase. Let us see. Towards the end of this year, some tender or something will come up with the final implementation plan for this.

{? Akshay Koliwad ?} – {? BBPMLS ?}: Thank you, that is it from my side.

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Operator: Thank you. The next question comes from the line of Shubham Borade from ICICI Securities Private Limited. Please go ahead.

Shubham Borade – ICICI Securities: Thank you for the opportunity, and congratulations on a very good set of numbers. My question is about the project execution progress for the Dangote order that we received in January 2026.

Management: Dangote's progress is good, and a lot of ordering is being done by the client. Our teams are also working, and active engineering is underway at this point in time. Teams are deployed there for the engineering activities. Work is progressing at full speed.

Shubham Borade – ICICI Securities: Can you provide a percentage figure, if possible?

Management: I do not have the percentage of progress at this point in time. We will have to see because it was awarded sometime in January of this financial year. I do not have the exact percentage progress at this point.

Shubham Borade – ICICI Securities: Sure, sir. Thank you.

Management: [long pause] Hello? [pause] Hello?

Operator: The participant line seems to be disconnected. The next question comes from the line of Anubhav Mukherjee from Prescient Capital. Please go ahead.

Anubhav Mukherjee – Prescient Capital: Hello.

Management: Yes, please.

Anubhav Mukherjee – Prescient Capital: Thank you for the opportunity, and congratulations on the very strong results. I joined a little later, so this might have been covered. If I look at the consultancy segment EBIT margins, they were above 30% this quarter. Was there any one-off or any benefit from project closures?

Management: Our segment profit from the consultancy segment is 30%, and it does not include any one-time item. It is all from regular operations.

Anubhav Mukherjee – Prescient Capital: Typically, when we work on larger projects such as the Dangote project, are the margins better for that and does it move our consultancy segment margin higher?

Management: Definitely. With the Dangote project, our margins will move upward, but currently the Dangote project is still gaining momentum. So, definitely, in the coming second half and in the next year, the full impact will be reflected on the profit side.

Anubhav Mukherjee – Prescient Capital: Will it be possible to share how much of the Rs.20,000 crore consultancy order book will be executed over the next 2 or 3 years?

Management: Out of Rs.20,000 crore, 75% is from the consultancy segment, and around 55% is from the overseas business. These projects will be delivered over 3 to 4 years.

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Anubhav Mukherjee – Prescient Capital: Understood. I will get back into the queue. Those are all the questions from my side.

Operator: Thank you. The next question comes from the line of Sanya Jain from CARE PMS. Please go ahead.

Sanya Jain – CARE PMS: Thank you for the opportunity, and congratulations on the good set of numbers. I wanted a quick clarification. The recent Dangote project that we received for Rs.4,000 crore is a greenfield project. Will this project still have an execution period of 3 to 4 years?

Management: Yes, ma'am. [off-mic discussion] Regarding Dangote, right? [/off-mic discussion] The Dangote project will run for 4 to 5 years.

Sanya Jain – CARE PMS: Understood. I wanted to know more about the competitive analysis. In both the domestic and export markets, what can we assume is our strike rate in different sectors?

Management: Ma'am, can you repeat the question? I missed it. Could you please repeat the question?

Sanya Jain – CARE PMS: I wanted to understand more about the competitive intensity in the industry. What would be our strike rate in both the domestic and export markets?

Management: It is very difficult to say what our strike rate is. We are the leaders, and we have won against many companies in competition. We have won all the major jobs in competition. Internationally also, there are a number of brands available. It all depends. It is very difficult to tell you in percentage terms how much business we receive. Our target is to win each and every job for which we bid.

Sanya Jain – CARE PMS: Right. And [trails off]

Management: Abroad.

Sanya Jain – CARE PMS: Understood. I wanted to understand whether there is any update on the CPSE Pay Commission revision. Do we expect any further increase in labor costs in FY27 or FY28?

Management: At present, there is no commission for pay revision. Whenever it comes, we will definitely take care of it.

Sanya Jain – CARE PMS: Do we expect it to come by FY28 or later?

Management: We cannot say right now. At present, there is no commission for that, so we cannot say when it will come. It is up to the government.

Sanya Jain – CARE PMS: Thank you.

Operator: Thank you. The next question comes from the line of Mayur Parkeria from Scribebox Wealth Managers Private Limited. Please go ahead.

Mayur Parkeria – Scribebox Wealth Managers: Hello. Am I audible?

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Management: Yes, sir.

Mayur Parkeria – Scribebox Wealth Managers: Thank you for taking my question. I joined the call a little late because I still thought it was at 4:30. I received late intimation about the revised timing. I apologize if there is any duplication.

I am trying to understand the company in more detail. Assuming that the global geopolitical situation settles down tomorrow, from the perspective of our core capabilities in refineries and gas value chains, do you believe that the opportunities for us would increase after this, remain the same, or have declined compared with what they were in the last 4 or 5 months?

Management: Mayur, the opportunities would naturally increase for us. When the market is unstable, project capex investment does not come, and when capex investment stabilizes, the opportunities become stagnant. As soon as the market opens and more projects come, we will have more opportunities for bidding, and more market tenders will be issued. So, it is definitely going to increase for us with this kind of experience, because we have [trails off]

Mayur Parkeria – Scribebox Wealth Managers: One more [crosstalk]

Management: [overlap] ...international footprints. Yes, tell me.

Mayur Parkeria – Scribebox Wealth Managers: Sorry, sir, sorry to interrupt. Please finish; I will still [trails off]

Management: No, that is fine. I have concluded my answer. You can go ahead, please.

Mayur Parkeria – Scribebox Wealth Managers: Is it primarily because of the disruption, with orders and tenders not being issued, or is it also because the current war situation has disrupted a lot of refining capacity? To that extent, could there be a meaningful jump in opportunities over the next year once the war situation settles down? For a player like us with global capabilities and relationships, could the potential be much greater? Is that also a factor, or is it simply that current tenders are not being issued?

Management: It is like this: opportunities would be declining in some places and increasing in others. The market has an impact here. Business in Africa has increased because an alternative market and alternative opportunities have been created for other manufacturers and producers. They are setting up projects around the world, so an opportunity has been created elsewhere.

In some other places, opportunities have declined because in the Middle East no major capex is coming, or it will probably take some time for the situation to stabilize. That is how it is, but it is a temporary phase. We hope that everything goes well, and then opportunities will emerge. We will also participate everywhere.

Everyone is currently focused on obtaining crude and managing their internal resources. Later, when everything is fine, projects and capex investment will come. In India, we have not seen any major impact yet. If projects have to come, they are coming. There is no visible impact on projects from this situation.

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Mayur Parkeria – Scribebox Wealth Managers: In the earlier discussion, did you mention that we were looking at around Rs.8,000 crore of annual order inflow? In one of the answers, you mentioned Rs.8,000 crore. I was trying to understand whether that was the number... [cut off]

Management: [overlap] We had always said that we would be in the range of Rs.7,800–7,400 crore and would try to match last year's order inflow. We are meeting that this year as well, and we have already crossed or almost reached that order inflow projection. We are hopeful that it will be higher.

Mayur Parkeria – Scribebox Wealth Managers: Would it be fair to say that despite so much disruption, we are in a position to achieve this outlook? Our current revenue flow from the order book is much lower. We have already reached an order book of Rs.20,000 crore and are achieving annual inflows of Rs.8,000 crore.

In a normal situation, once this settles down, would it be fair to say that this number could theoretically, or based on our best estimate, increase materially? Is that a fair way to look at it, or should one assume that our target will remain in the region of Rs.8,000 crore to Rs.10,000 crore? Is that how one should look at it?

Management: We will always be optimistic about achieving a higher number. We will always be optimistic. However, to stabilize ourselves at this point in time, the projection we have given is how we look at it. We are always trying to improve on that, and we are definitely going to increase the existing target by 10%, 15%, or 20% if everything goes well. Our objective would be to get as much as we can.

Mayur Parkeria – Scribebox Wealth Managers: My last question is regarding the last couple of years. We have currently started a new cycle over the last 2 or 3 years, and we have seen good execution in the order books that have started. Before that, there was a very long lull period.

Over the medium term, could you provide some qualitative comments on the capabilities we have developed in other segments, which help us diversify and open up newer opportunities over the next 2 or 3 years? Based on the capability enhancements we have made, are there any specific things you could highlight as potential opportunities over the next 2 or 3 years?

Management: Definitely. One has to continuously grow. The earlier lull period you are referring to was because some market assignments were not available. The market was stagnant, and there were not many projects. Every company goes through that kind of phase from time to time. That was the earlier phase.

We have also started diversifying. You have seen the diversification we have undertaken. We have not been dependent only on hydrocarbons. We are now present across 2 sectors. We are in infrastructure. We are in ferrous and non-ferrous. We are now in strategic storage. We are entering fertilizers. You have seen all these new segments that we have added.

Today, infrastructure contributes around 20–25% of our order inflow. At one point, it was around 40%. Hydrocarbons are definitely my core market, but I have also diversified into these segments.

We have also entered fertilizers. You are seeing that we have received a lot of fertilizer projects in the Middle East, and we are executing various projects in India as well.

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We are also upgrading ourselves. At the same time, we are improving the training of our people. Right now, we are focusing on new segments such as biofuels. Opportunities have emerged in the market with respect to biofuels. We are training our people and making them ready.

It is a process of continuous upgradation, depending on the opportunities available in the market. Every company has to improve itself and improve the productivity of its employees. We are working on all these factors, and that has given us results. Hopefully, things should be better now.

Mayur Parkeria – Scribebox Wealth Managers: Okay, sir. I will come back into the queue. Thank you very much, and I wish you all the best. It was a great margin performance.

Management: Sure, okay.

Operator: Thank you. The next question comes from the line of Anubhav Mukherjee from Prescient Capital. Please go ahead.

Anubhav Mukherjee – Prescient Capital: Sorry, sir, I also joined at 4:30 because the meeting was showing 4:30 on the calendar. If you could share some of the large domestic consultancy orders that you are expecting over the next year or so, and take us through them if they have not already been covered, that would be very helpful.

Management: You are already aware that a BPCL refinery is coming, so we will be targeting that. Paradip is in the pipeline, and there will be a Phase 2 concept. There are various minor revamp projects for BPCL and other refineries.

There is also an opportunity in strategic storage, which we are targeting. We are working in the non-ferrous segment and targeting opportunities there because some companies are considering setting up units and smelters.

We are working across all these segments. There is a lot of investment in infrastructure, so we are also working towards that. We recently received a data center project on a DB basis for one of the clients, Power Grid. These opportunities are available, and we are trying to secure and are receiving assignments as well. We are working towards them. There are several kinds of projects.

Anubhav Mukherjee – Prescient Capital: For overseas consulting projects, how do the margins compare with domestic projects? Are they typically higher-margin projects or in line with domestic consulting projects?

Management: Consultancy margins generally remain the same. We do not overcharge anywhere, and as a rule, they remain the same segment-wise. They are almost the same, although in some cases we do better.

Anubhav Mukherjee – Prescient Capital: Thank you.

Operator: Thank you. The next question comes from the line of Darshan Shah from Multi-Act PMS. Please go ahead.

Darshan Shah – Multi-Act PMS: Hello. Am I audible?

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Operator: Yes, sir.

Darshan Shah – Multi-Act PMS: Based on the Rs.8,100 crore of order inflow that we have received to date, including incremental order inflow of around Rs.670 crore, what would be the split between consultancy and turnkey? Would it be largely from the consultancy segment?

Management: Yes, it is typically more consultancy-oriented.

Darshan Shah – Multi-Act PMS: One more question on the credit terms. For the international consultancy segment, what are our credit terms, specifically for Africa?

Management: What do you mean by credit terms? What different credit terms do you mean? Payment terms?

Darshan Shah – Multi-Act PMS: Yes, in terms of payment terms.

Management: Payment terms are fine. They are always progress-linked, with respect to both the overall engineering progress and the project progress. They are always linked.

Darshan Shah – Multi-Act PMS: I wanted to understand whether there is a letter of credit.

Management: No, it is not necessarily required to have a letter of credit for that.

Darshan Shah – Multi-Act PMS: Okay.

Management: Most of the clients in the Middle East and elsewhere are known to us. They have never defaulted on payments.

Darshan Shah – Multi-Act PMS: I am specifically asking about Africa.

Management: In Africa, we have been working with this client for a long time. We know their stability, and before entering into any agreement, we also conduct our due diligence. We always check their paying capability. We do not work with unknown clients. We verify their credentials.

Darshan Shah – Multi-Act PMS: Thank you. Okay.

Operator: Thank you. The next question comes from the line of Deep Sanghavi from {? DPIL and Broca Stock Broking Private Limited ?}. Please go ahead.

Deep Sanghavi – Dalal & Broacha Stock Broking Private Limited: Thanks for taking my question again. My question is regarding the Rs.8,100 crore of order inflows to date. How much of this would be from the Middle East?

Management: Out of Rs.8,100 crore, the Middle East portion would be somewhat limited, around Rs.500 crore or so, or Rs.500-600 crore.

Deep Sanghavi – Dalal & Broacha Stock Broking Private Limited: We have not received any orders in Q2, right? I think in Q1 also it was in the same range.

Management: We have received smaller orders, definitely.

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Deep Sanghavi – Dalal & Broacha Stock Broking Private Limited: A follow-up to that: an earlier comment was that, over a 2- to 3-year period, there is almost a billion dollars of opportunity in the Middle East regarding strategic storage projects and other pipeline projects. Are we bidding for these projects? Is there any project for which we will definitely bid?

Management: Definitely. There are a lot of opportunities available, provided the market stabilizes. We are bidding for a number of tenders for various EPC contractors. Hopefully, results will come, because these are long-gestation bidding cycles. They will come in due course, and we will let you know. The opportunities are there, provided everything stabilizes.

Deep Sanghavi – Dalal & Broacha Stock Broking Private Limited: I know many people have asked this before, but if you could guide us in a broad range, that would be fine. We generally target Rs.8,000 crore per year of order inflows. Could you guide us for the next fiscal year, FY28? Thank you.

Management: In the next financial year, it will be at least a minimum of Rs.8,100 crore, or Rs.8,000 crore or more.

Deep Sanghavi – Dalal & Broacha Stock Broking Private Limited: Okay. Thank you very much, sir. Again, a great set of numbers.

Management: Thank you very much.

Operator: Thank you. Ladies and gentlemen, we will take this as the last question for today. I now hand over to the management for closing comments. Over to you, sir.

Management: Thank you very much.

Management: Thank you very much.

Management: Thank you so much.

Management: Yes, and we hope we could meet the expectations of our investors.

Management: Thank you, everyone. Goodbye.

Operator: Thank you. On behalf of Engineers India Ltd. and DAM Capital Advisors Limited, that concludes this conference. Thank you for joining us, and you may now disconnect your lines.

Note: {? ... ?} indicates a figure or name where audio clarity was insufficient for confident transcription. Verify against the source audio or the company's published filings.

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