

Shubh Nivesh



Execution set to pick-up; order pipeline remains robust...

About the stock: Engineers India (EIL), established in 1965, is an Indian public sector Navratna company, primarily present into two segments - Engineering Consultancy and LSTK (Lump Sum Turnkey). EIL's business operations span the hydrocarbon value chain as well as diversified areas of Metallurgy, Infrastructure, Bio Fuels & Green Hydrogen. The company is also present in international markets such as Middle East, Africa, South Asia & Central Asia

- In FY24, Turnkey and consultancy segments contributed 55% & 45% to total revenues. Order backlog as of Sept-2024 stood at ₹ 11155 crore (3.7x TTM revenue), of which ~58% is contributed by consultancy contract

Investment Rationale:

- Well positioned to benefit from robust capex in hydrocarbons/energy transition; widening footprints into high potential markets:** We believe that Engineers India is well positioned to benefit from the large pipeline of refinery & petrochemical capex in India. The company remains focused on expanding its share of green energy business by engaging in projects across segments like green hydrogen, ammonia, biofuels, coal gasification etc. With already having strong geographical presence in domestic markets, company continues to widen its footprint in high potential international markets also like Middle-East, Africa, South-East Asia and South America for key consultancy projects. Company remains focused on increasing its share of high-growth green energy business (8-10% of revenue at present) and international business (~15% of revenue in H1FY25)
- Healthy order book position with robust pipeline; Execution set to pick-up:** Company's order inflows remained strong at ~₹ 5140 crore during H1FY25 which is 100%+ growth on YoY basis. Company expects total order intake of ₹ 8000-8500 crore in FY25E (vs ₹ 3406 crore in FY24). Order book at ~₹ 12800 crore as of Oct-24 end (4.3x TTM revenue), provides strong revenue visibility for the coming period. After a muted H1FY25 (revenue declined ~19% YoY), we expect significant recovery in revenues during 2HFY25E, led by substantial pick-up execution. The management has maintained its revenue guidance of ~₹ 3500 crore for FY25E, which implies ~8% YoY for the full year and ~30% YoY revenue growth in 2HFY25E. Margins are also expected to improve on account of execution pick-up in margin accretive consultancy segment (where EBIT margins stand at 20-25% vs 5-6% in turnkey segment)

Rating and Target Price

- Company's financial performance is expected to improve significantly from 2HFY25E onwards, led by pick-up in execution of healthy order backlog in both the segments (consultancy & turnkey). Order inflows remain robust from domestic and export markets
- Valuation at 17.5x/14.3 P/E on FY26E/FY27E basis looks attractive considering the strong growth ahead for the company and multiple industry tailwinds. We recommend BUY on Engineers India with target price of ₹ 240 per share (based on 22x FY26E EPS)

Key Financial Summary

| (Rs crore) | FY21 | FY22 | FY23 | FY24 | 3 year CAGR (FY21-24) | FY25E | FY26E | FY27E | 2 year CAGR (FY24-27E) |
|-------------------|-------|-------|-------|-------|-----------------------|-------|-------|-------|------------------------|
| Revenue | 3,144 | 2,913 | 3,330 | 3,281 | 1.4 | 3,484 | 4,198 | 4,995 | 15.0 |
| EBITDA | 350 | 344 | 308 | 297 | (5.3) | 319 | 462 | 592 | 25.9 |
| EBITDA Margin (%) | 11.1 | 11.8 | 9.3 | 9.1 | | 9.1 | 11.0 | 11.9 | |
| Net Profit | 249 | 140 | 346 | 445 | 21.4 | 467 | 605 | 736 | 18.3 |
| EPS (Rs) | 4.4 | 2.5 | 6.2 | 7.9 | | 8.3 | 10.8 | 13.1 | |
| P/E (x) | 42.5 | 75.7 | 30.5 | 23.7 | | 22.6 | 17.5 | 14.3 | |
| EV/EBITDA (x) | 25.1 | 25.8 | 29.7 | 30.2 | | 26.2 | 16.6 | 11.5 | |
| RoCE (%) | 22.8 | 22.2 | 23.8 | 23.0 | | 17.9 | 20.5 | 21.0 | |
| RoE (%) | 20.7 | 7.9 | 17.7 | 19.7 | | 18.5 | 20.8 | 21.9 | |

Source: Company, ICICI Direct Research



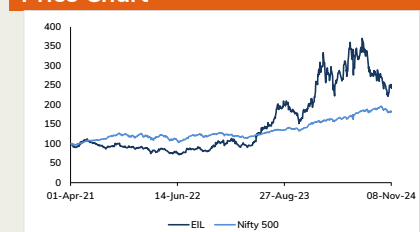
Particulars

| Particular | Amount |
|----------------------------------|-----------|
| Market Capitalisation (Rs Crore) | 10,566 |
| FY24 Debt (Rs Crore) | 0 |
| FY24 Cash (Rs Crore) | 1,219 |
| EV (Rs Crore) | 9,348 |
| 52 Week H/L (Rs) | 304 / 139 |
| Equity Capital (Rs Crore) | 281.0 |
| Face Value | 5 |

Shareholding pattern

| | Dec-23 | Mar-24 | Jun-24 | Sep-24 |
|----------|--------|--------|--------|--------|
| Promoter | 51.3 | 51.3 | 51.3 | 51.3 |
| FII | 7.6 | 7.0 | 7.3 | 7.3 |
| DII | 15.5 | 13.6 | 13.9 | 11.0 |
| Others | 25.6 | 28.1 | 27.5 | 30.4 |

Price Chart



Key risks

- slowdown in domestic & global capex
- Delays in execution
- shortage of skilled labour

Research Analyst

Chirag Shah
shah.chirag@icicisecurities.com

Vijay Goel
vijay.goel@icicisecurities.com

RATING RATIONALE

ICICI Direct endeavours to provide objective opinions and recommendations. ICICI Direct assigns ratings to its stocks according to their notional target price vs. current market price and then categorizes them as Buy, Hold, Reduce and Sell. The performance horizon is two years unless specified and the notional target price is defined as the analysts' valuation for a stock

Buy: >15%

Hold: -5% to 15%;

Reduce: -15% to -5%;

Sell: <-15%



Pankaj Pandey

Head – Research

pankaj.pandey@icicisecurities.com

ICICI Direct Research Desk,
ICICI Securities Limited,
Third Floor, Brillanto House,
Road No 13, MIDC,
Andheri (East)
Mumbai – 400 093
research@icicidirect.com

ANALYST CERTIFICATION

I/We, Chirag Shah, PGDBM, Vijay Goel, PGDBM, Research Analysts Research Analysts, authors and the names subscribed to this report, hereby certify that all of the views expressed in this research report accurately reflect our views about the subject issuer(s) or securities. We also certify that no part of our compensation was, is, or will be directly or indirectly related to the specific recommendation(s) or view(s) in this report. It is also confirmed that above mentioned Analysts of this report have not received any compensation from the companies mentioned in the report in the preceding twelve months and do not serve as an officer, director or employee of the companies mentioned in the report.

Terms & conditions and other disclosures:

ICICI Securities Limited (ICICI Securities) is a full-service, integrated investment banking and is, inter alia, engaged in the business of stock brokering and distribution of financial products.

ICICI Securities is Sebi registered stock broker, merchant banker, investment adviser, portfolio manager and Research Analyst. ICICI Securities is registered with Insurance Regulatory Development Authority of India Limited (IRDAI) as a composite corporate agent and with PFRDA as a Point of Presence. ICICI Securities Limited Research Analyst SEBI Registration Number – INH000000990. ICICI Securities Limited SEBI Registration is INZ000183631 for stock broker. Registered Office Address: ICICI Venture House, Appasaheb Marathe Marg, Prabhadevi, Mumbai - 400 025. CIN: L67120MH1995PLC086241, Tel: (91 22) 6807 7100. ICICI Securities is a subsidiary of ICICI Bank which is India's largest private sector bank and has its various subsidiaries engaged in businesses of housing finance, asset management, life insurance, general insurance, venture capital fund management, etc. ("associates"), the details in respect of which are available on www.icicibank.com.

Investments in securities market are subject to market risks. Read all the related documents carefully before investing.

Registration granted by Sebi and certification from NISM in no way guarantee performance of the intermediary or provide any assurance of returns to investors. None of the research recommendations promise or guarantee any assured, minimum or risk-free return to the investors.

Name of the Compliance officer (Research Analyst): Mr. Atul Agrawal

Contact number: 022-40701000 E-mail Address: complianceofficer@icicisecurities.com

For any queries or grievances: Mr. Prabodh Avadhoot Email address: headservicequality@icicidirect.com Contact Number: 18601231122

ICICI Securities is one of the leading merchant bankers/ underwriters of securities and participate in virtually all securities trading markets in India. We and our associates might have investment banking and other business relationship with a significant percentage of companies covered by our Investment Research Department. ICICI Securities and its analysts, persons reporting to analysts and their relatives are generally prohibited from maintaining a financial interest in the securities or derivatives of any companies that the analysts cover.

Recommendation in reports based on technical and derivative analysis centre on studying charts of a stock's price movement, outstanding positions, trading volume etc as opposed to focusing on a company's fundamentals and, as such, may not match with the recommendation in fundamental reports. Investors may visit icicidirect.com to view the Fundamental and Technical Research Reports.

Our proprietary trading and investment businesses may make investment decisions that are inconsistent with the recommendations expressed herein.

ICICI Securities Limited has two independent equity research groups: Institutional Research and Retail Research. This report has been prepared by the Retail Research. The views and opinions expressed in this document may or may not match or may be contrary with the views, estimates, rating, and target price of the Institutional Research.

The information and opinions in this report have been prepared by ICICI Securities and are subject to change without any notice. The report and information contained herein is strictly confidential and meant solely for the selected recipient and may not be altered in any way, transmitted to, copied or distributed, in part or in whole, to any other person or to the media or reproduced in any form, without prior written consent of ICICI Securities. While we would endeavour to update the information herein on a reasonable basis, ICICI Securities is under no obligation to update or keep the information current. Also, there may be regulatory, compliance or other reasons that may prevent ICICI Securities from doing so. Non-rated securities indicate that rating on a particular security has been suspended temporarily and such suspension is in compliance with applicable regulations and/or ICICI Securities policies, in circumstances where ICICI Securities might be acting in an advisory capacity to this company, or in certain other circumstances.

This report is based on information obtained from public sources and sources believed to be reliable, but no independent verification has been made nor is its accuracy or completeness guaranteed. This report and information herein is solely for informational purpose and shall not be used or considered as an offer document or solicitation of offer to buy or sell or subscribe for securities or other financial instruments. Though disseminated to all the customers simultaneously, not all customers may receive this report at the same time. ICICI Securities will not treat recipients as customers by virtue of their receiving this report. Nothing in this report constitutes investment, legal, accounting and tax advice or a representation that any investment or strategy is suitable or appropriate to your specific circumstances. The securities discussed and opinions expressed in this report may not be suitable for all investors, who must make their own investment decisions, based on their own investment objectives, financial positions and needs of specific recipient. This may not be taken in substitution for the exercise of independent judgment by any recipient. The recipient should independently evaluate the investment risks. The value and return on investment may vary because of changes in interest rates, foreign exchange rates or any other reason. ICICI Securities accepts no liabilities whatsoever for any loss or damage of any kind arising out of the use of this report. Past performance is not necessarily a guide to future performance. Investors are advised to see Risk Disclosure Document to understand the risks associated before investing in the securities markets. Actual results may differ materially from those set forth in projections. Forward-looking statements are not predictions and may be subject to change without notice.

ICICI Securities or its associates might have managed or co-managed public offering of securities for the subject company or might have been mandated by the subject company for any other assignment in the past twelve months.

ICICI Securities or its associates might have received any compensation from the companies mentioned in the report during the period preceding twelve months from the date of this report for services in respect of managing or co-managing public offerings, corporate finance, investment banking or merchant banking, brokerage services or other advisory service in a merger or specific transaction.

ICICI Securities or its associates might have received any compensation for products or services other than investment banking or merchant banking or brokerage services from the companies mentioned in the report in the past twelve months.

ICICI Securities encourages independence in research report preparation and strives to minimize conflict in preparation of research report. ICICI Securities or its associates or its analysts did not receive any compensation or other benefits from the companies mentioned in the report or third party in connection with preparation of the research report. Accordingly, neither ICICI Securities nor Research Analysts and their relatives have any material conflict of interest at the time of publication of this report.

Compensation of our Research Analysts is not based on any specific merchant banking, investment banking or brokerage service transactions.

ICICI Securities or its subsidiaries collectively or Research Analysts or their relatives do not own 1% or more of the equity securities of the Company mentioned in the report as of the last day of the month preceding the publication of the research report.

Since associates of ICICI Securities and ICICI Securities as a entity are engaged in various financial service businesses, they might have financial interests or actual/beneficial ownership of one percent or more or other material conflict of interest various companies including the subject company/companies mentioned in this report.

ICICI Securities may have issued other reports that are inconsistent with and reach different conclusion from the information presented in this report.