Delivering Excellence through People
Overview

- Established in 1965
- One of India’s leading Consultancy and EPC Companies in Hydrocarbons and Petrochemicals
- Focused diversification into other emerging sectors:
  - Fertilizer and LNG
  - Non-Ferrous Metallurgy
  - Infrastructure
  - Strategic Crude Oil Storage
  - Nuclear, Thermal and Solar energy
  - E&P
- Providing services from concept to commissioning covering Project Implementation Services, Turnkey Contracts & Specialist Services
- In-house and collaborative R&D support with 17 registered patents
- Overseas presence in Middle East, Africa and South East Asia
- Zero debt firm with track record of healthy earnings and dividend payout
- Competent and dedicated team of professionals adept at project implementation through deployment of state-of-the-art technologies
- Large multi-disciplinary engineering work force with over 5.6 million manhours available in Project Management & Engineering offices along with 9600 manmonths of construction management services annually

Recent Milestone Projects

<table>
<thead>
<tr>
<th>Segment</th>
<th>Project</th>
<th>Client</th>
</tr>
</thead>
<tbody>
<tr>
<td>Refineries</td>
<td>Dangote Refinery and Petrochemical Project at Lekki Free Trade Zone, Nigeria</td>
<td>Dangote Oil Refining Company</td>
</tr>
<tr>
<td>Refineries</td>
<td>Integrated Refinery Expansion Project at Kochi Refinery</td>
<td>Bharat Petroleum Corporation Ltd.</td>
</tr>
<tr>
<td>Refineries</td>
<td>Execution of BS-VI Projects</td>
<td>Indian Oil Corporation Ltd.</td>
</tr>
<tr>
<td>Petrochemicals</td>
<td>Petrochemical Complex-II at Vijaipur &amp; Pata</td>
<td>GAIL (India) Ltd.</td>
</tr>
<tr>
<td>Petrochemicals</td>
<td>Dual feed Petrochemical Complex at Dahej</td>
<td>ONGC Petro-additions Ltd.</td>
</tr>
<tr>
<td>Pipelines</td>
<td>36”-18” Dia., 1300 km Dabhol - Bangalore Gas Pipeline Project</td>
<td>GAIL (India) Ltd.</td>
</tr>
<tr>
<td>Oil &amp; Gas Processing</td>
<td>Deen Dayal Field Development Project &amp; Onshore Gas Terminal at Kakinada</td>
<td>Gujarat State Petroleum Corporation Ltd.</td>
</tr>
<tr>
<td>Strategic Storages</td>
<td>Strategic Crude Oil Storage in underground rock caverns at Vizag, Mangalore and Padur</td>
<td>Indian Strategic Petroleum Reserves Ltd. (ISPL)</td>
</tr>
<tr>
<td>Infrastructure</td>
<td>Entry Level Activities for Namami Gange Project</td>
<td>National Mission for Clean Ganga (NMCG)</td>
</tr>
</tbody>
</table>
EIL has to its credit more than 5000 assignments including over 400 major projects successfully completed and operating smoothly, in many cases at more than rated capacity, creating an array of satisfied clients. EIL has secured many repeat businesses from clients which is a sign of client’s satisfaction, confidence and trust reposed in the Company. EIL has earned the reputation of being a veritable treasure of technical knowledge, skills and professional competence. In the course of setting up various projects, EIL has worked with a large number of process licensors and engineering/contracting companies worldwide and is well versed with the engineering codes and practices followed internationally.

AREAS OF OPERATION

PETROLEUM REFINING

EIL has carved a niche as one of the leading engineering consultancy service providers to the refinery sector in India. EIL’s footprints are there in 19 out of 22 Refineries set up in India including 10 greenfield refineries, Diesel Hydro-desulphurisation projects and Fuel Specification Upgradation Projects. In addition, EIL has executed a large number of revamp/modernization projects for most of the Refining companies in India. Barring the process design of a few licensed units, EIL executes complete petroleum refinery projects on its own. In addition to the main fuel refinery units, EIL also has technologies for lube refinery complexes.

PETROCHEMICALS & CHEMICALS

EIL has been involved in the establishment of 10 mega petrochemical complexes in India. EIL has provided engineering consultancy services for various processes including Gas based/Naphtha based cracker complexes (comprising gas sweetening, C2 / C3 recovery, Ethylene production and high end products including HDPE, LLDPE, PVC, VCM and EO/EG) and Aromatic plants comprising Naphtha splitters, pre-treaters/reformers, Benzene-Toluene extraction units, pyrolysis gasoline hydrogenation units, Xylene fractionation and isomerization units including overall integration and optimization of such complexes.

PIPPINES

EIL has an impressive record of implementing pipeline projects in varied terrains. It has to its credit implementation of 46 Pipeline Projects for transportation of crude oil, petroleum products (single as well as multi-product) gases, LPG, two phase fluids and slurries. It provides a range of services including conceptual scheme, feasibility study, on-site investigation and route survey, cathodic protection and telemetry, telecommunication and telesupervisory control for pipeline projects in addition to project services such as design and engineering, procurement, construction supervision and project management.

OFFSHORE OIL & GAS

EIL has wide capabilities for providing a full range of services for offshore projects such as process and gas compression platforms, well head platforms, water injection platforms, trunk & submarine pipelines etc. EIL has worked extensively with ONGC in developing offshore oil and gas projects in Mumbai High and other offshore fields including South Bassein, Heera, Neelam, Panna, Mukta and Ratna offshore fields on the west coast of India and in the Ravva offshore fields on the east coast of India.

ONSHORE OIL & GAS

EIL has developed experience and engineering capabilities for all facets of onshore oil & gas processing projects such as Crude Gathering Stations, Multistage Separation, Crude Desalting/Dehydration and Heavy Oil / Sour Oil Processing, Gas Collection Systems, Compressor Stations, Dewpoint Depression and Cryogenic Natural Gas Liquids Recovery such as LPG and Ethane/Propane Recovery.

STORAGES & TERMINALS

EIL undertakes the construction of various kinds of tanks, terminals and other storage facilities for oil and gas companies that require large storage tanks and terminals in the course of exploration, production, storage and transportation of oil and gas and derivative products. It has provided consultancy services on various coastal engineering projects, including geo-technical engineering, layout preparation for ports and shipyards and materials handling.

The Company has also provided engineering consultancy services for the Govt. of India’s energy security initiative in Strategic Crude Storages and has developed particular expertise for providing storage of crude oil in unlined underground rock caverns.
EIL provides the complete array of services for fertilizer projects with feedstock such as gas, naphtha and fuel oil. EIL has worked with all renowned licensors/contractors of ammonia, urea and phosphatic fertilizer technologies. The

Company's fertilizer initiative has got a significant impetus with the formation of a JV Company with National Fertilizers Limited and Fertilizers Corporation of India for revival of Ramagundam Fertilizer plant in Telangana. In this sector, EIL has also achieved considerable success in overseas markets, with the Company currently providing services for 4 major fertilizer plants in Indonesia, Nigeria and Bangladesh.

**EPC CONTRACTING**

EIL undertakes EPC contracts wherein it takes single point responsibility for managing all elements of project execution viz. basic & detailed engineering, procurement, plant erection, construction and commissioning. EIL’s EPC contracts generally fall into two broad categories: Lump sum Turnkey (LSTK) contracts and Open Book Estimate (OBE) contracts. EIL offers EPC services on its own as well as in association with other established equipment manufacturers and construction companies in India and internationally.

**OVERSEAS OPERATIONS**

EIL is continuously expanding its international operations to establish a global execution platform. The Company is seeking to identify markets where it can provide cost and operational advantages to the clients and distinguish itself from other competitors. EIL is particularly focused on regions where it has previously implemented projects, such as in the Middle East, Africa and South East Asia to capitalize on its local experience, established contacts with local clients and suppliers and familiarity with local working conditions.

**RESEARCH & DEVELOPMENT**

EIL is a technology driven organization which believes that continuous innovation and investment in technology is imperative for maintaining its leadership position in the hydrocarbon sector. The Company has to its credit more than 30 process technologies which include Visbreaker Technology for Petroleum residual fractions, Delayed Coking Technology, Diesel Hydro Treating, Food Grade Hexane, Light Naphtha Isomerization and Wax Deoiling Technology, among others. EIL currently holds 17 patents and has 18 pending patent applications relating to various process technologies and hardware developed by the Company.

EIL’s state-of-the-art R&D Centre at Gurgaon is pursuing technology development both in-house and in collaboration with oil & gas PSUs and premier research institutions. As part of technology development programs, EIL is setting up separate pilot facilities to perform experimental activities under gasification, gas clean up, slurry bubble column reactor for hydrodynamics study [of Fischer Tropsch process] and preparation of process package for complete CTL plant.