

No. RITES/SECY/NSE

Date: November 13th, 2018

To: Listing Department, National Stock Exchange of India Limited, 'Exchange Plaza', C-1, Block G, Bandra - Kurla Complex, Bandra (E), Mumbai - 400051	To: Corporate Relationship Department, BSE Limited, Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai - 400 001
Scrip Code- RITES	Scrip Code- 541556

Sub: Investor Presentation on Un-Audited Financial Results for the Quarter and half year ended on September 30, 2018

Dear Sir/ Madam,

Pursuant to the provisions of Regulation 30 read with Part A of Schedule III of SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, we are enclosing herewith investor presentation of the Company on Un-Audited Financial Results for the quarter and half year ended on September 30, 2018.

Kindly take this information on record and acknowledge the same.

Thanking You,

Yours faithfully,
For RITES Limited



(Ashish Srivastava)
Company Secretary & Compliance Officer
Membership No. FCS- 5325



BITES Limited



Investor Presentation

Financial Results: Q2'18-19

Date: 13th November 2018

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I. Financial Performance – Q2' & HI 18-19

Financial Summary Q2 & H1 18-19

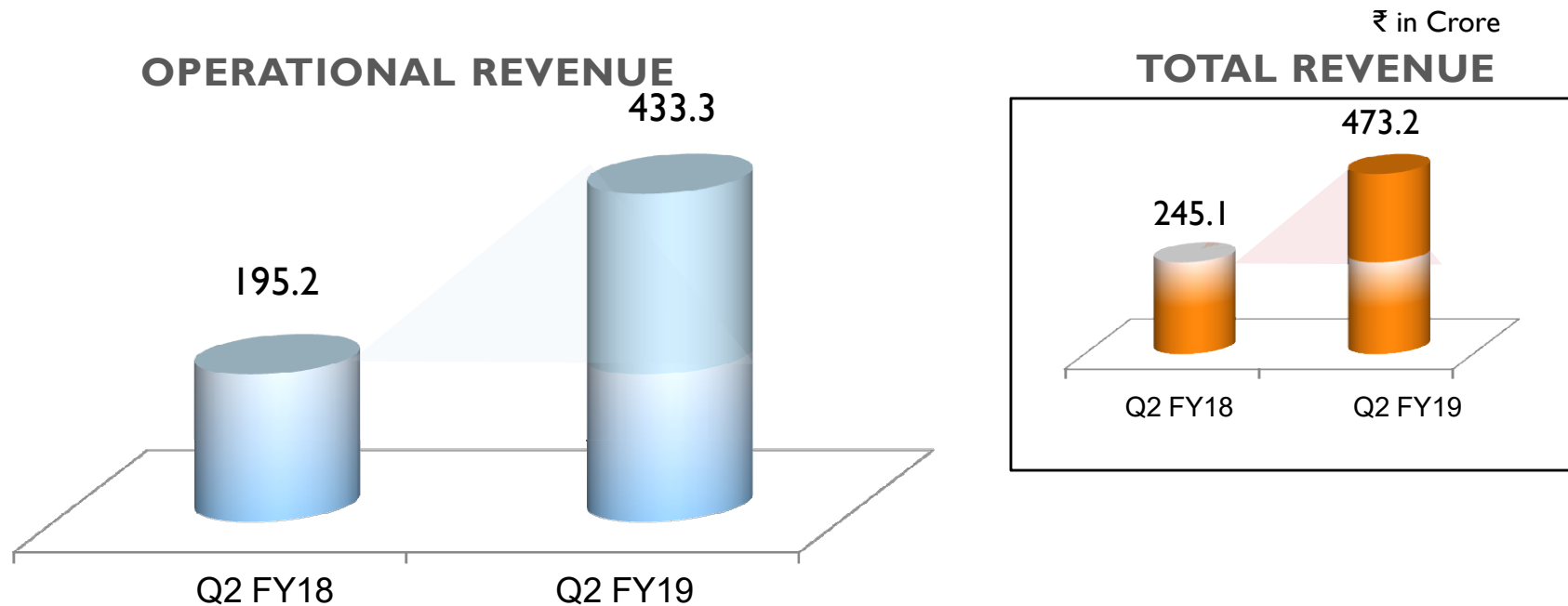
₹ in Crore

Particulars	Quarterly		Increase / Decrease	Half Yearly		Increase / Decrease
	Q2' 18-19	Q2' 17-18		HI' 18-19	HI' 17-18	
Total Revenue	473.23	245.13	+93.1%	839.90	615.26	+36.5%
Op. Revenue	433.26	195.20	+122.0%	743.30	525.64	+41.4%
EBITDA	182.15	91.70	+98.6%	312.22	211.15	+47.9%
PBT	174.21	84.02	+107.3%	296.76	195.68	+51.7%
PBT Margin	36.8%	34.3%	250bps	35.3%	31.8%	350bps
PAT	116.75	73.24	+59.4%	198.80	142.47	+39.5%
EPS (in ₹)	5.84	3.66	+59.6%	9.94	7.12	+39.6%

Financials in this presentation are standalone financial for the 2nd quarter and 1st Half year ending 30th Sept 2018

Auditors have done limited review of accounts

Revenue for Q2 18-19 (Standalone)

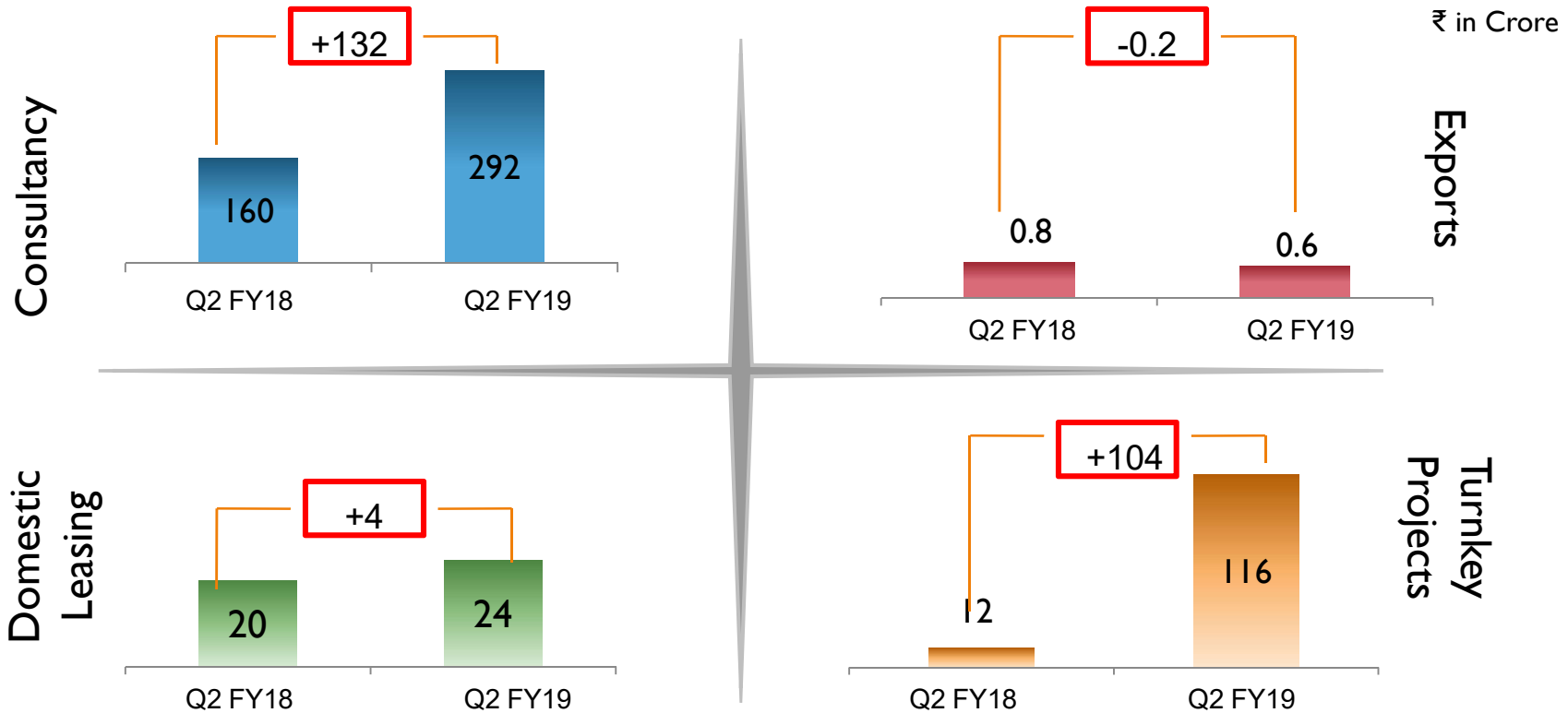


Operational Revenue has more than doubled (increased by 122%) on account of increase in consultancy fee and turnkey income

Consultancy which remains the prominent segment, has increased by 82.8% and contributed 67.4% to operating revenue

Revenue from Turnkey Projects has shown substantial growth and its contribution to operating revenue has increased from 5.9% to 26.8%

Segmental Revenue Q2 18-19



Consultancy revenue has increased by ₹132 crore (82.8%) and Turnkey revenue by ₹104 crore (867%)

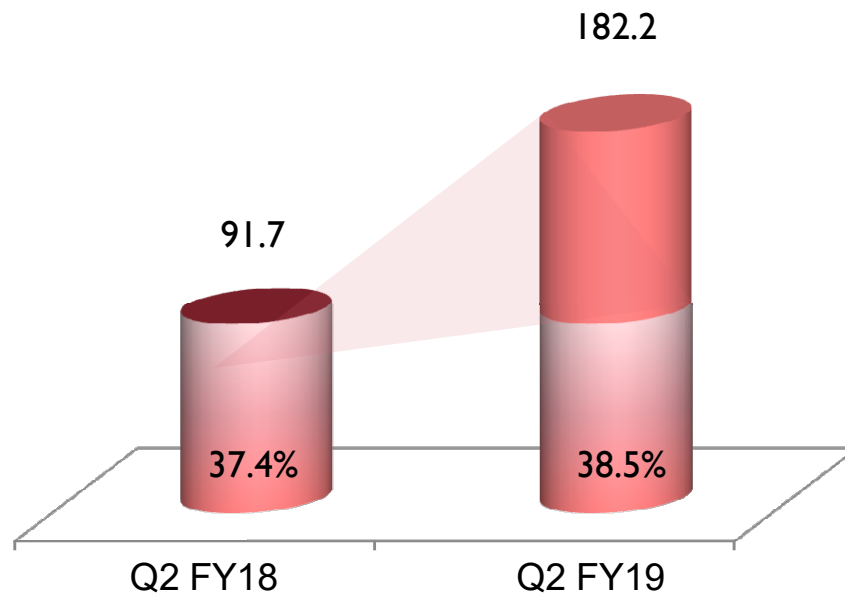
Revenue from domestic leasing has increase by 23%. Apart from domestic leasing, Q2'17-18 had Foreign leasing Revenue of ₹3.24 crore and on completion of leasing period in-service locomotive were sold

Low exports revenue in Q2 18-19 as part exports against export order of approx. ₹680 crore for supply of locomotive & DMU to Sri Lankan Railway, is to commence from Q3' 18-19

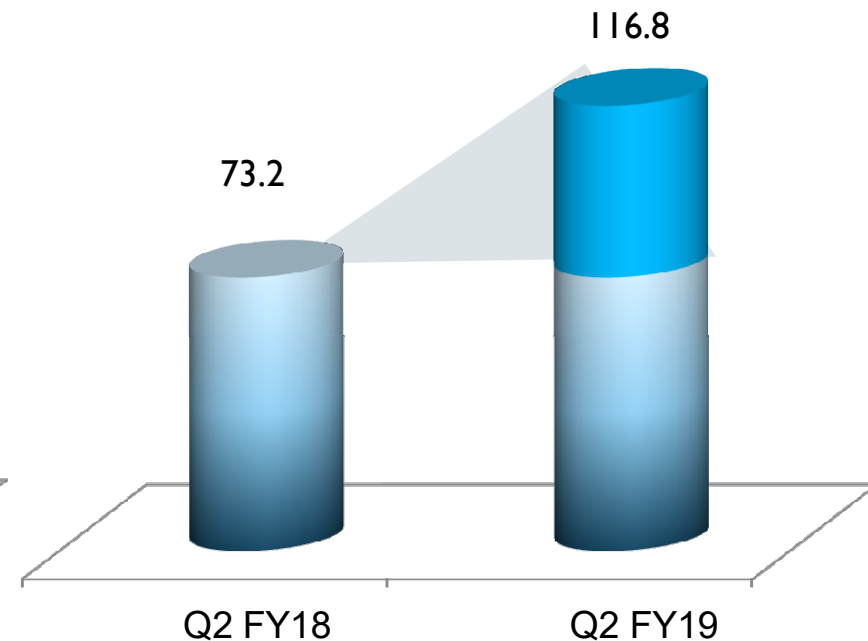
Strong Earnings Q2 18-19 (Standalone)

₹ in Crore

EBITDA & EBITDA MARGINS(%)



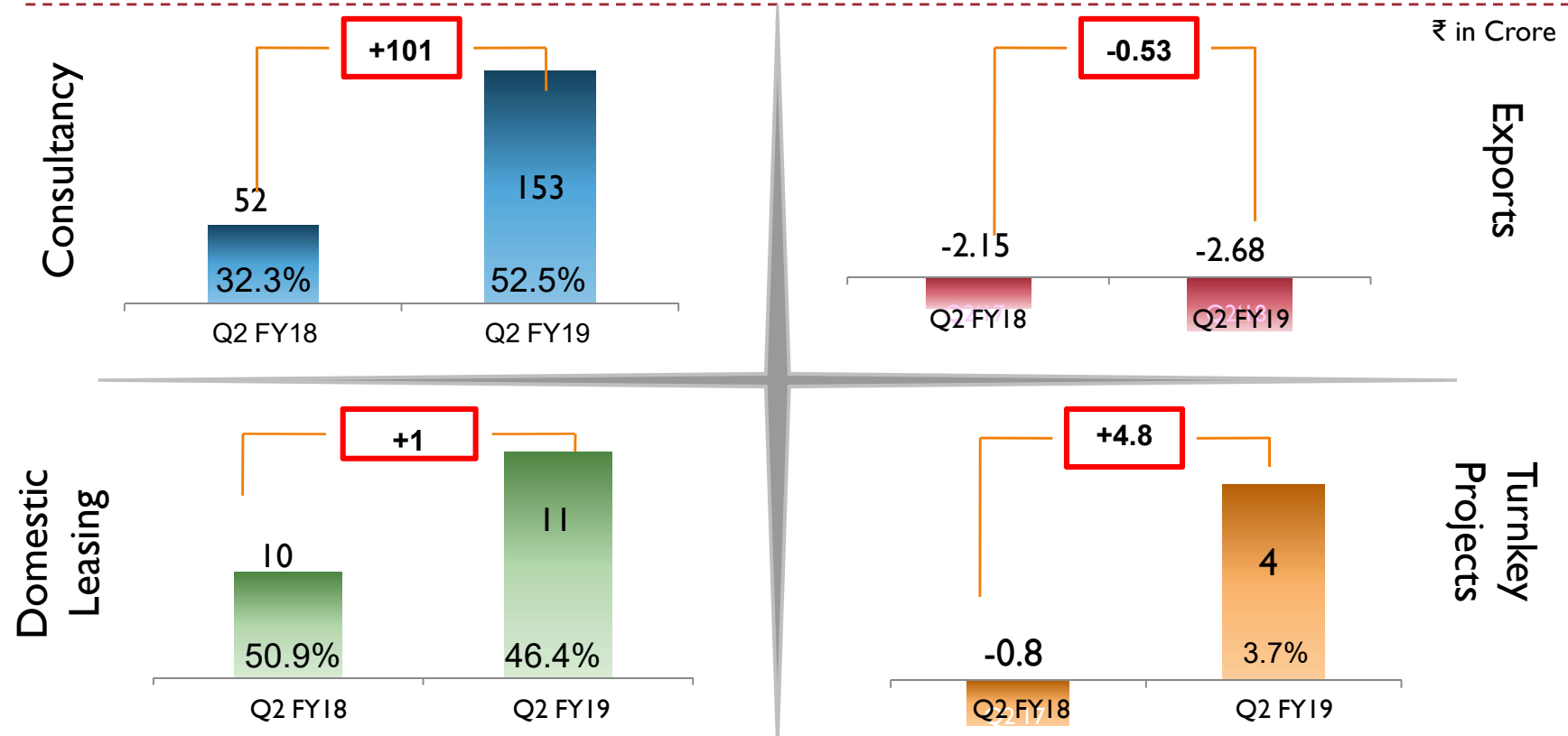
PROFIT AFTER TAX



EBITDA has nearly doubled and Profit after Tax has grown by 59%.

Despite stiff competition, YoY EBITDA margins has improved by 110bps in Q2' 18-19.

Segmental Profits and Margins Q2 18-19



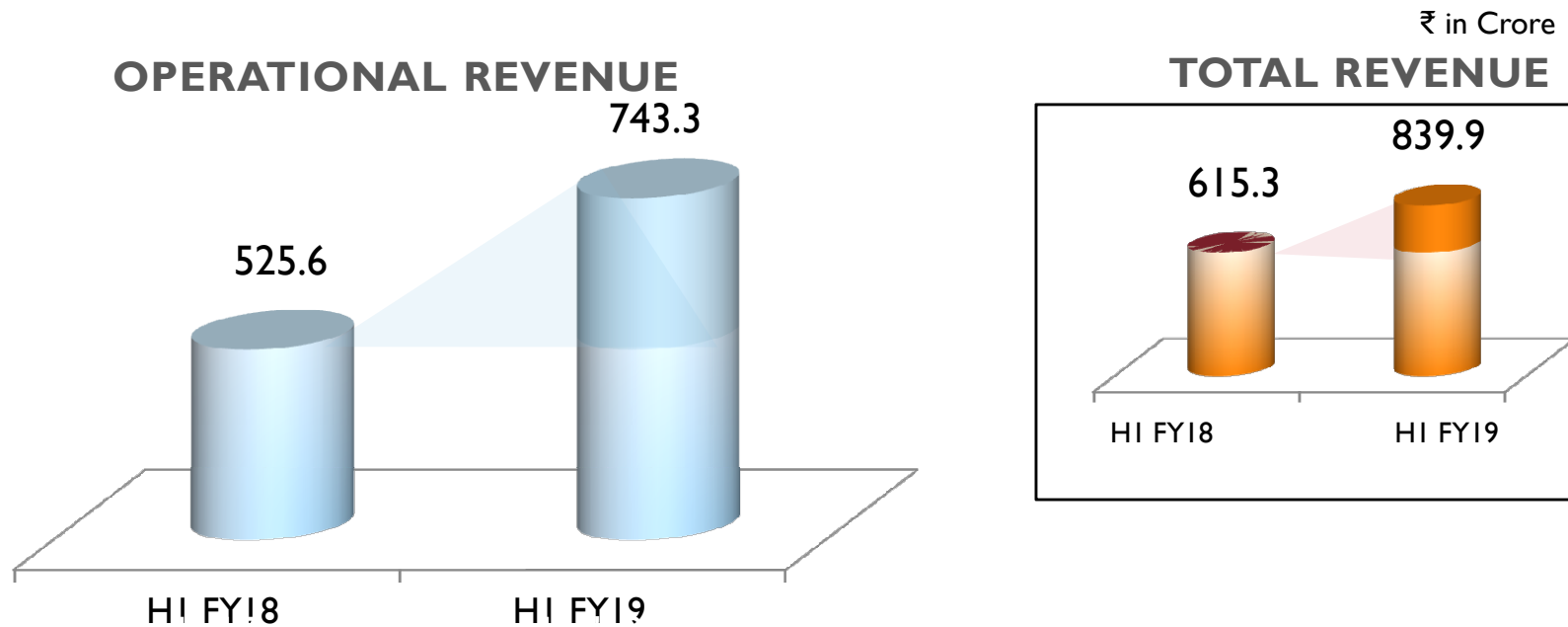
Profit & Profit Margins for Consultancy & Turnkey has grown in Q2'18-19YoY

Domestic leasing has grown and sustained good margins

Exports don't have regular pattern. Rolling stock is under production process and there is no export during Q2

* Above Segmental Profits and Profit Margins does not include un-allocable expenses

Revenue for H1 18-19 (Standalone)

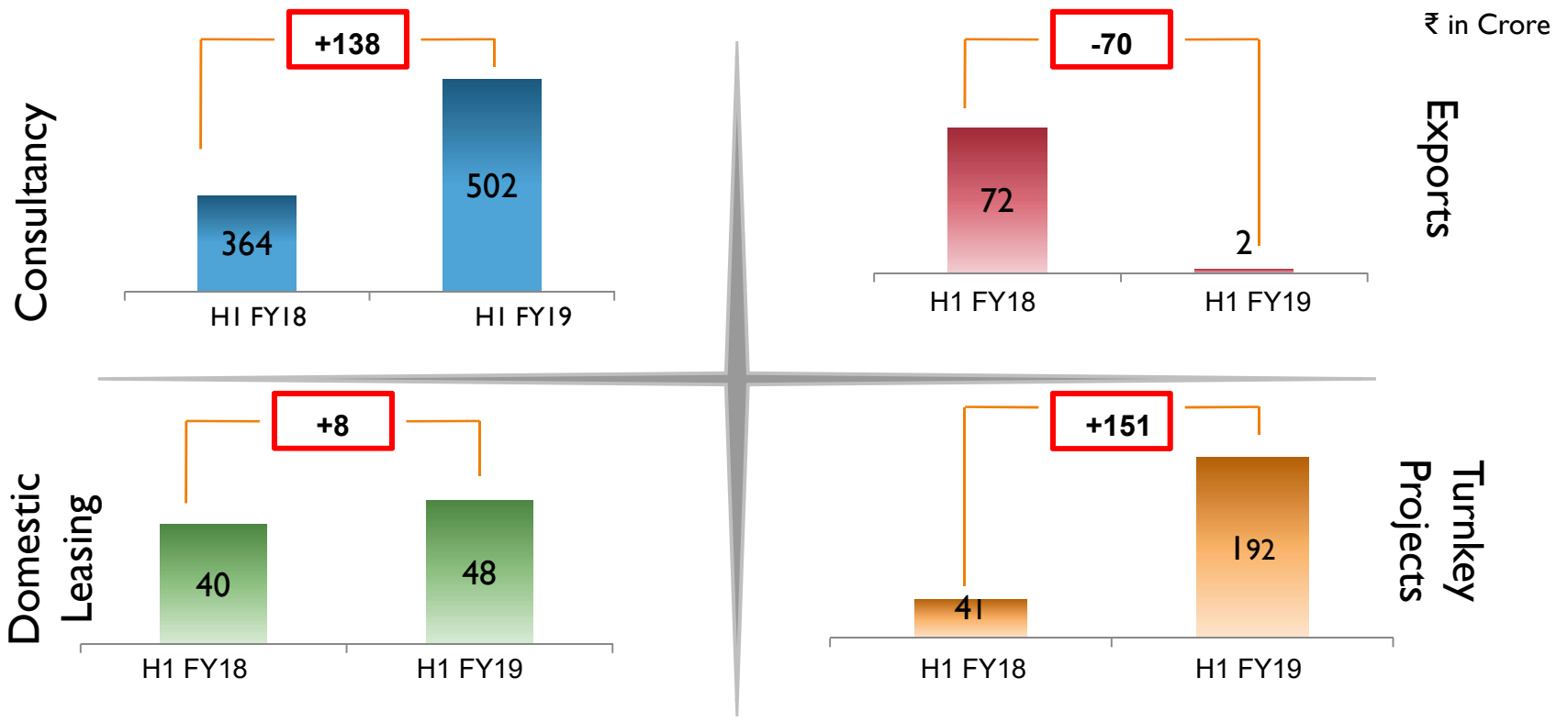


Operational Revenue has increased by 41.4% on account of increase in consultancy fee and turnkey income

Consultancy remains the prominent segment and has contributed 67.5% to operating revenue

Revenue from Turnkey Projects has shown substantial growth and its contribution to operating revenue has increased from 7.8% to 25.8%

Segmental Revenue H1 18-19



Consultancy revenue has increased by ₹138 crore (37.8%) and Turnkey revenue by ₹151 crore (368%)

Revenue from domestic leasing has increase by 20%. Apart from domestic leasing, HI'17-18 had Foreign leasing Revenue of ₹8.54 crore and on completion of leasing period in-service locomotive were sold

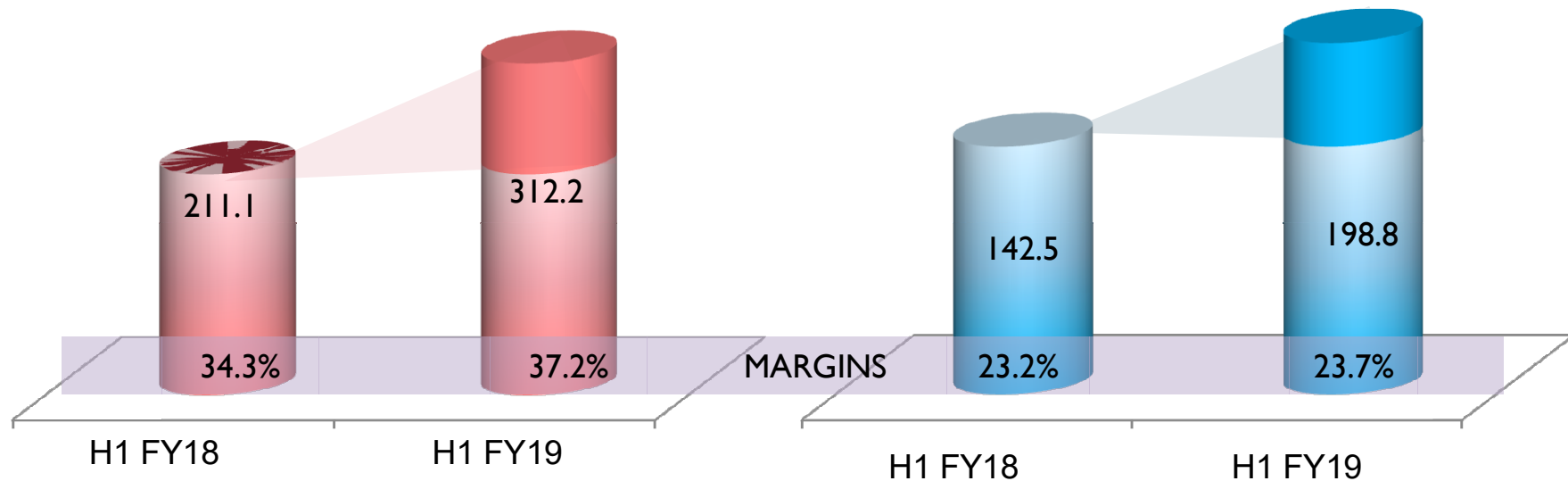
Low exports revenue in Q2 18-19 as part exports against export order of approx. ₹680 crore for supply of locomotive & DMU to Sri Lankan Railway, is to commence from Q3' 18-19

Strong Earnings H1 18-19 (Standalone)

₹ in Crore

EBITDA & EBITDA MARGINS(%)

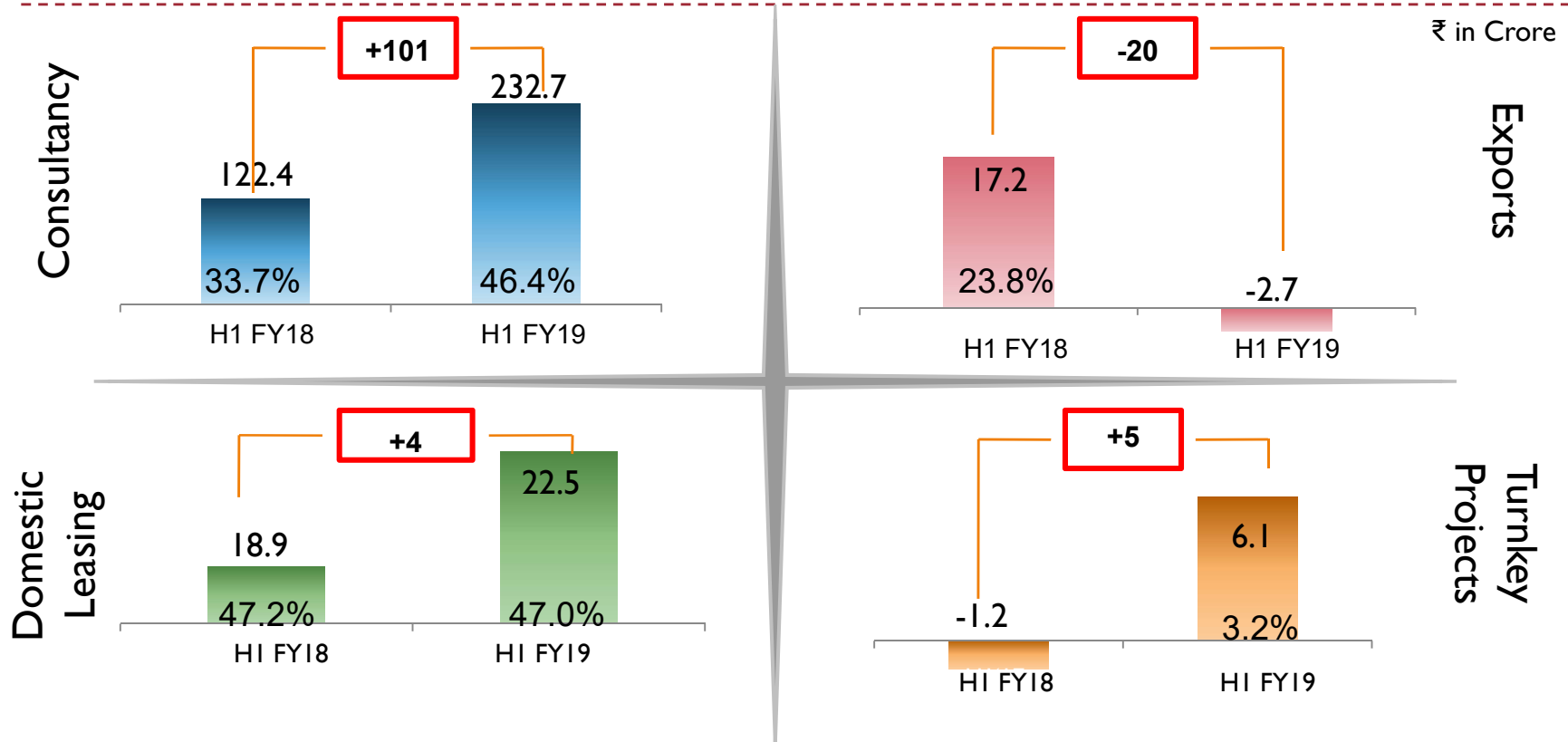
PAT & PAT MARGINS(%)



EBITDA and Profit after Tax has grown by 47.9% and 39.5% in HI'18-19 YoY

Despite stiff competition, EBITDA and Profit after Tax margins are better in HI' 18-19 as against HI'17-18.

Segmental Profits and Margins H1 18-19



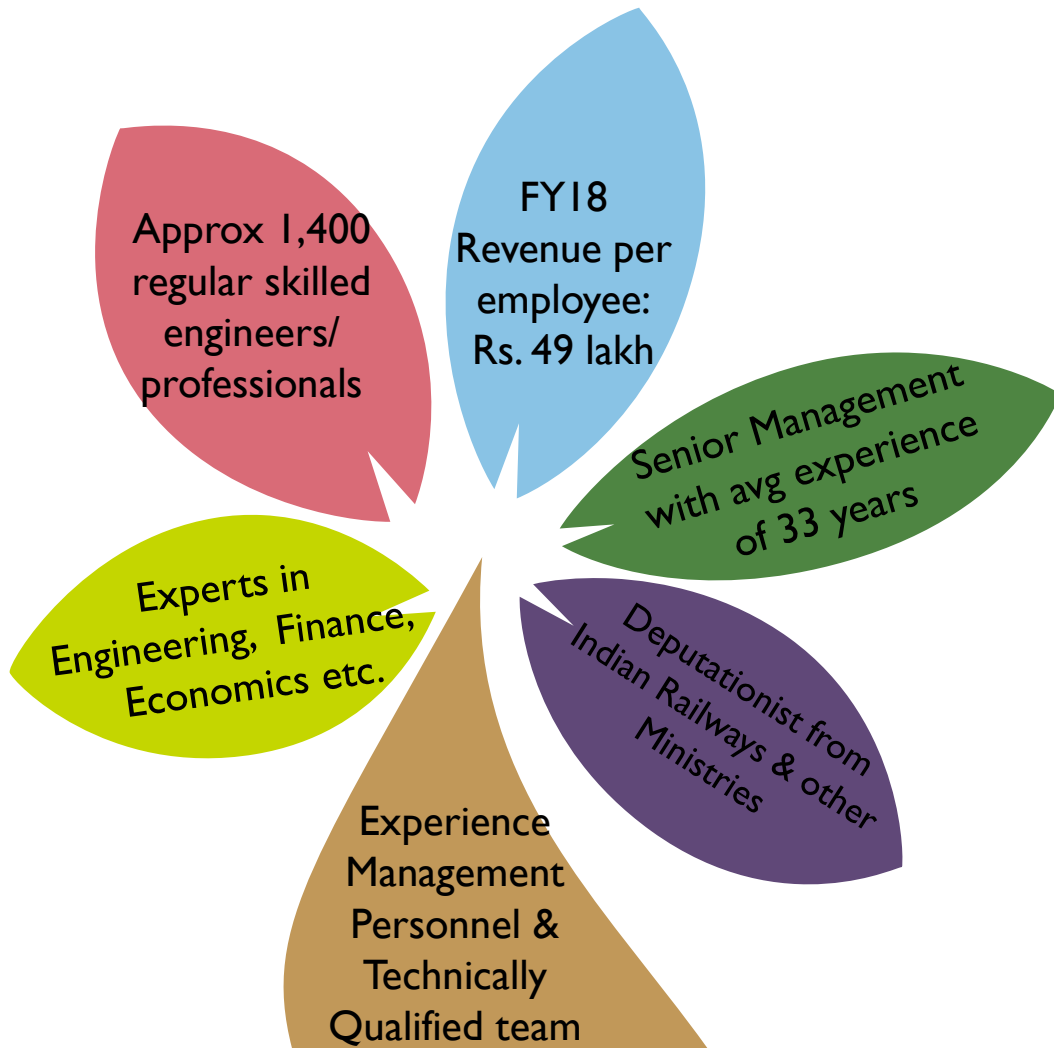
Profit & Profit Margins for Consultancy & Turnkey has grown in H1'18-19 over H1' 17-18

Exports don't have regular pattern. Rolling stock is under production process and there is no export during H1

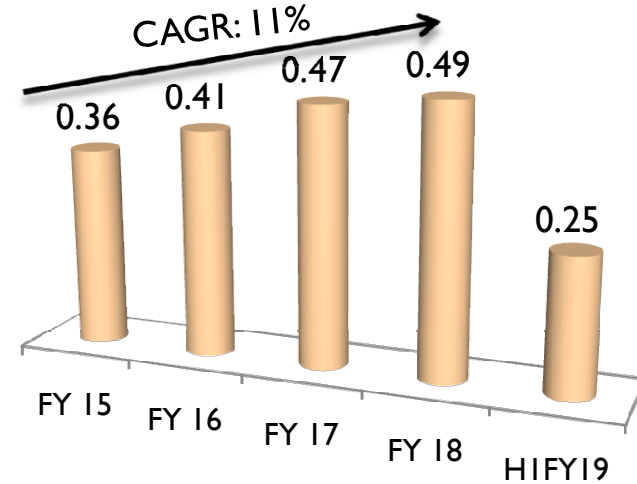
Domestic leasing has grown and sustained good margins

* Above Segmental Profits and Profit Margins does not include un-allocable expenses

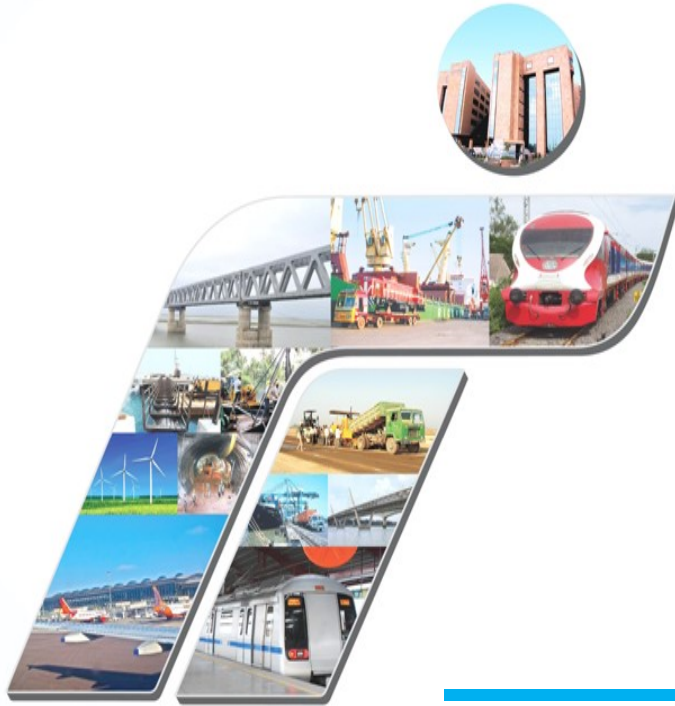
Employee Productivity



₹ in Crore
REVENUE PER EMPLOYEE (STANDALONE)



Status	Employees as on 30.09.2018
Regular	2,054
Deputation	164
Contract	1,140
Total	3,358

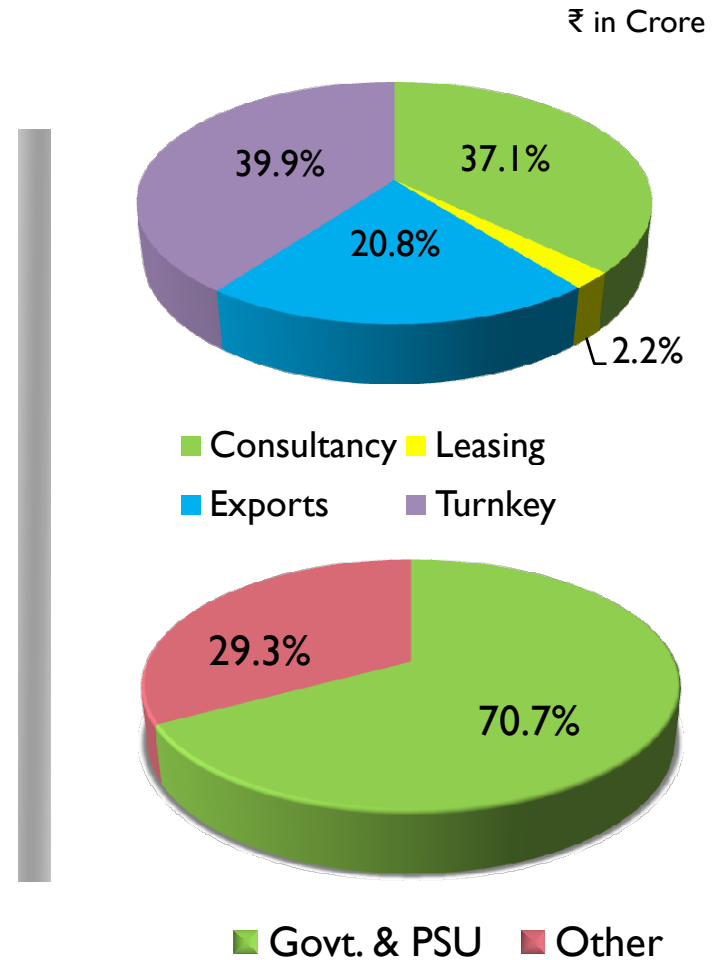


2. Order Book

Order Book



Total Order book as on 30.09.18
₹ 6183 Crore



*order book also includes US Dollar denominated projects and conversion to INR of such projects has been done at the time of award of the contract.

Major Projects Secured during Q2'18-19

₹ in Crore

	Project Scope	Amount	Client	Expected Completion
Exports	Supply of 160 AC and Non-AC coaches	587.45	Srilanka Railways	2021
	Detailed Project Report cum Project Management Consultancy of 373 RCC Bridges in West Bengal	28.63	Irrigation & Waterway Department, Govt. of West Bengal	2021
Consultancy	Maintenance of Jharsuguda-Barpali-Sardega Railway Line	19.29	South Eastern Railways	2019
	Project Management Consultancy for construction of Rail Infra for Coal Evacuation arrangement	14.55	NLC India Limited	2022
Turnkey	Dalmianagar – Setting up of Wagon Periodic Overhauling Workshop (additional work)	435.85	East Central Railway	2021
	Doubling of Dharmavaram Penukunda Rail Lines (additional work)	294.67	South Western Railway	2021
	Lumding – Provision of Diesel Electric Multiple unit/Main Line Electrical Multiple Unit Shed	79.93	North East Frontier Railway	2021
Leasing	Wet leasing of 6 Locomotives to Bhilai Steel Plant	19.46	Steel Authority of India Ltd.	2020

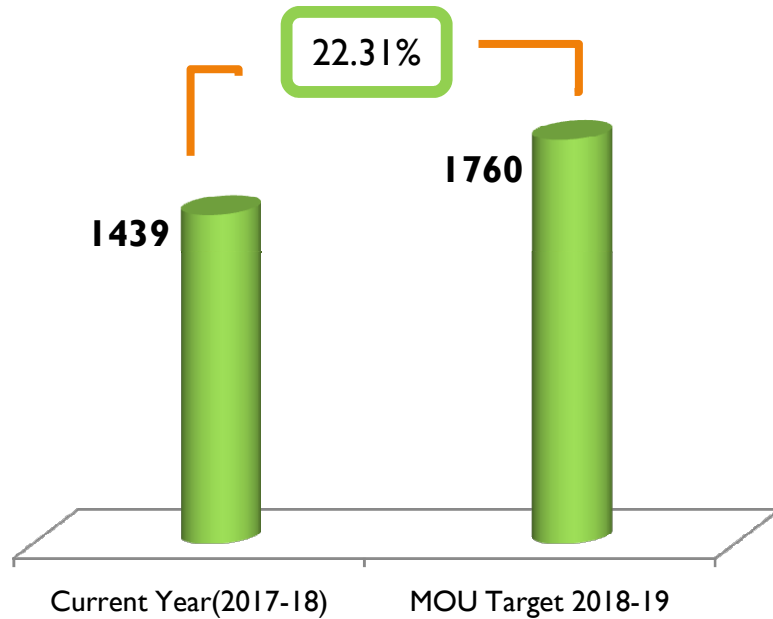


3. Outlook for FY18-19

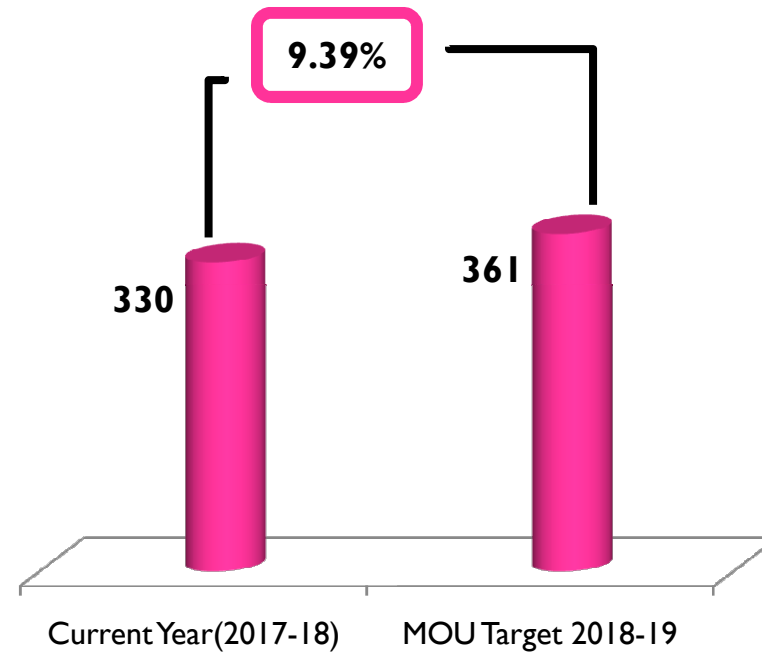
Outlook for FY18-19 (Standalone)

₹ in Crore

OPERATING REVENUE



OPERATING PROFIT



Outlook for FY 18-19 is based on the MOU Target of 2018-19 for excellent rating



4. Annual Financial Performance Summary FY17-18

Financial Summary (Consolidated)

₹ in Crore

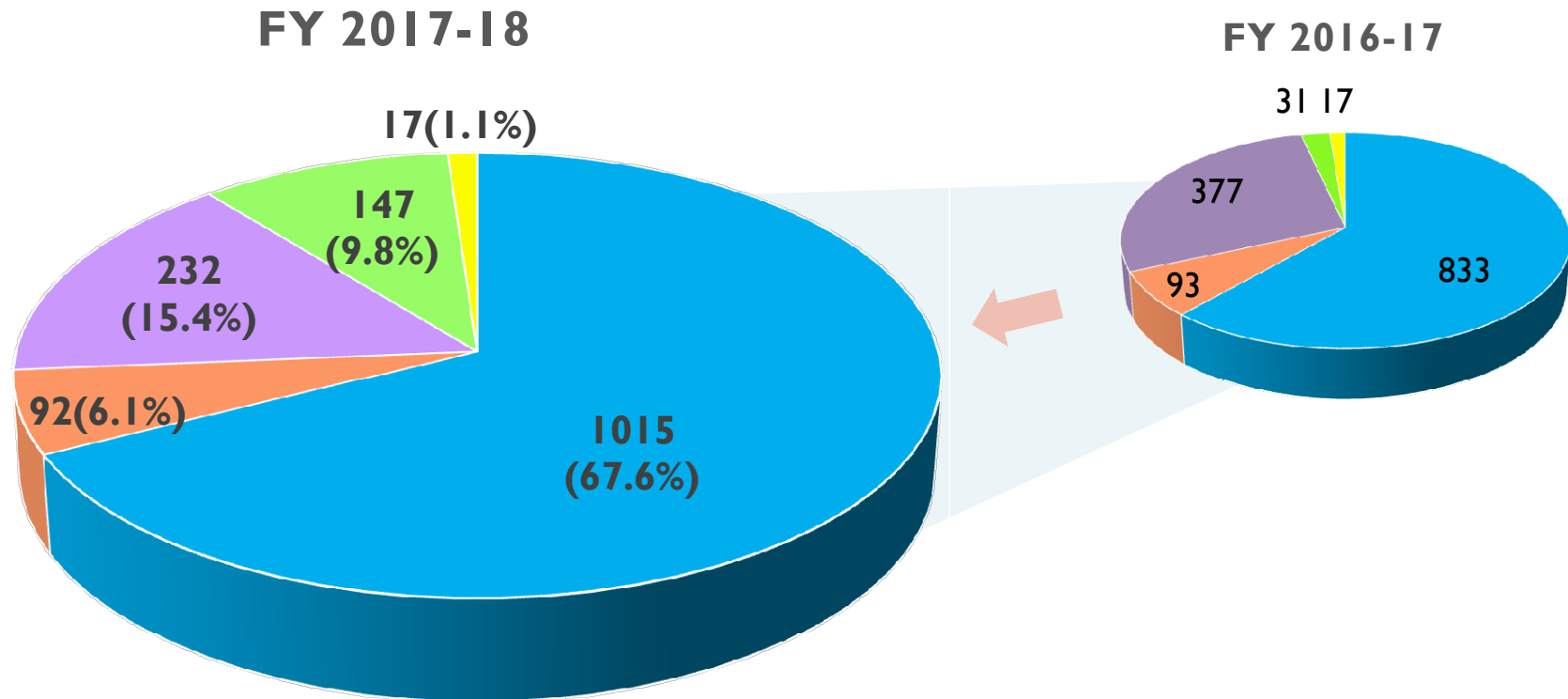
Particulars	FY 17-18	FY 16-17	Increase/Decrease
Total Revenue ¹	1667	1561	6.8% ↑
Operating Revenue ¹	1503	1351	11.2% ↑
EBITDA ¹	572	555	3.2% ↑
PAT ¹	363	337	7.8% ↑
Dividend Payout	148	146	1.4% ↑
Dividend Per Share (in₹)	7.4	7.3	1.4% ↑
EPS ((in₹)	17.4	16.4	6.1% ↑
Cash in hand ² (own fund)	1568	1314	19.3% ↑

¹Highest ever

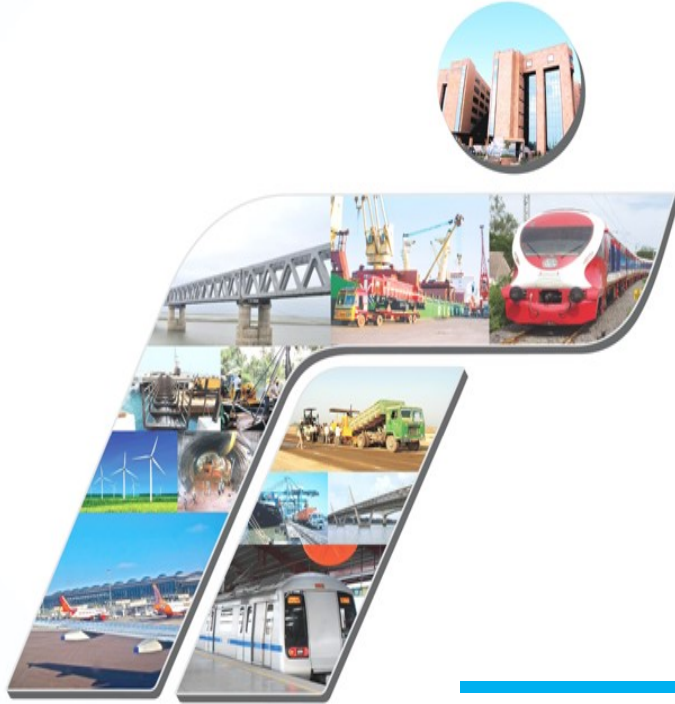
²Cash in hand includes cash & bank balances and investment into liquid plan of Mutual Funds & Tax Free Bonds.

Segmental Revenue(Consolidated)

₹ in Crore



- Consultancy services
- Leasing services
- Export sales
- Turnkey construction projects
- sale of power generation



Thank You
