

RITES Limited



Investor Presentation

Financial Results: Q1'FY20

Date: 13th August 2019

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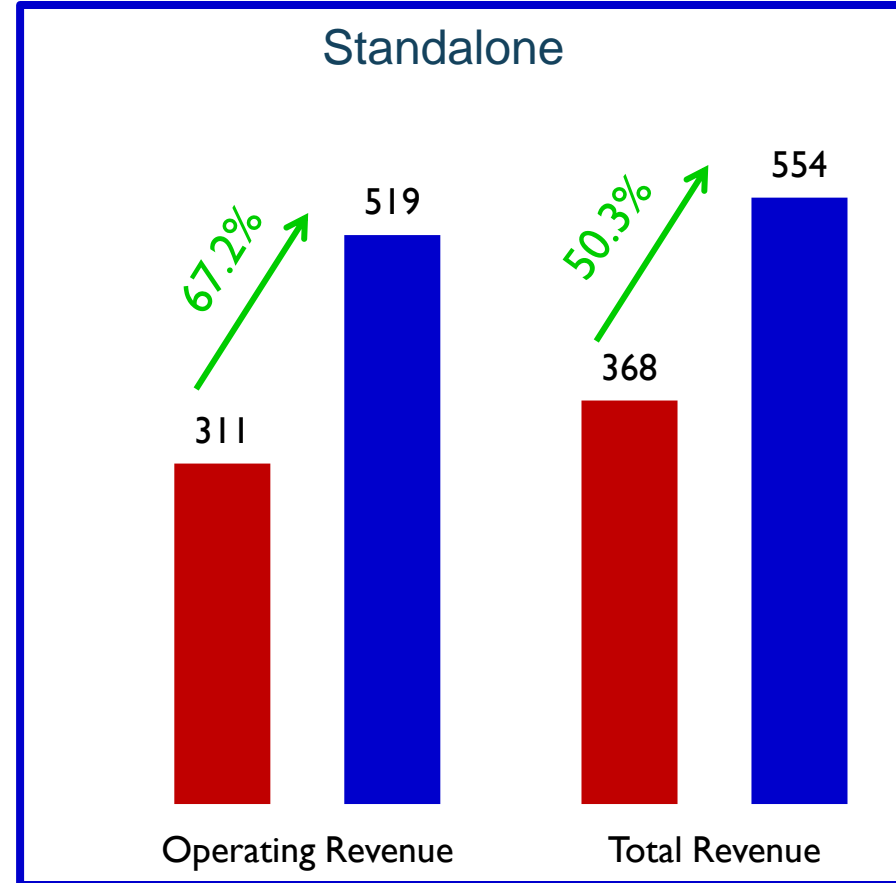
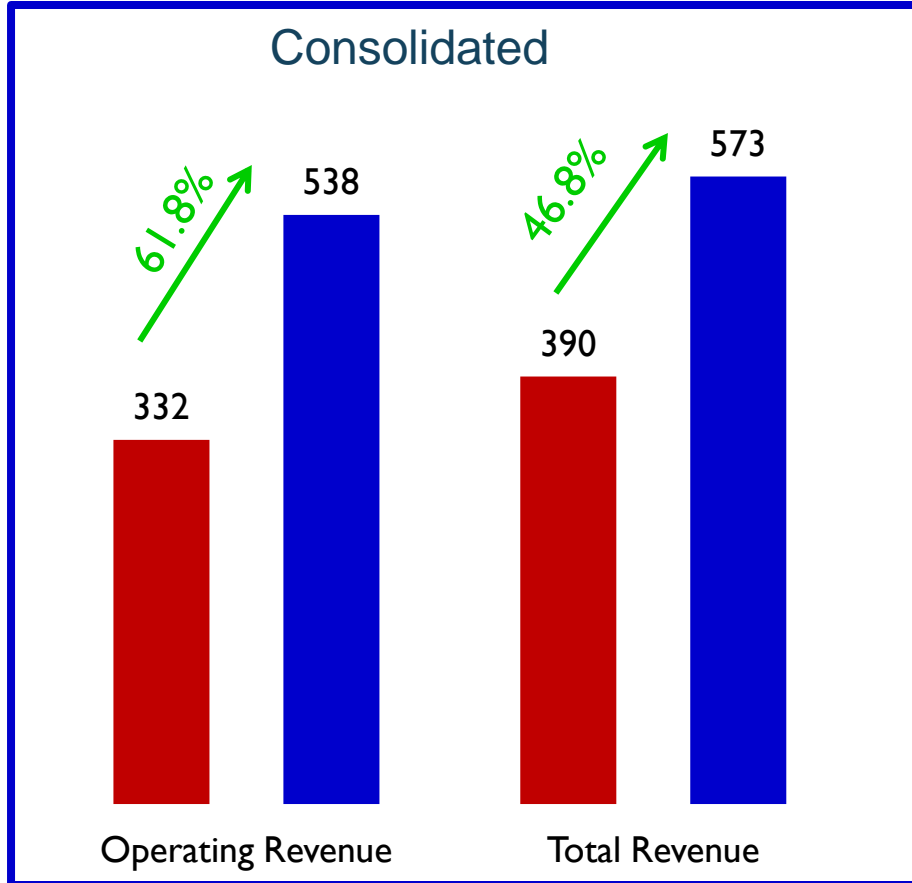




I. Financial Performance – Q1'FY20

Strong Performance

₹ in Crore



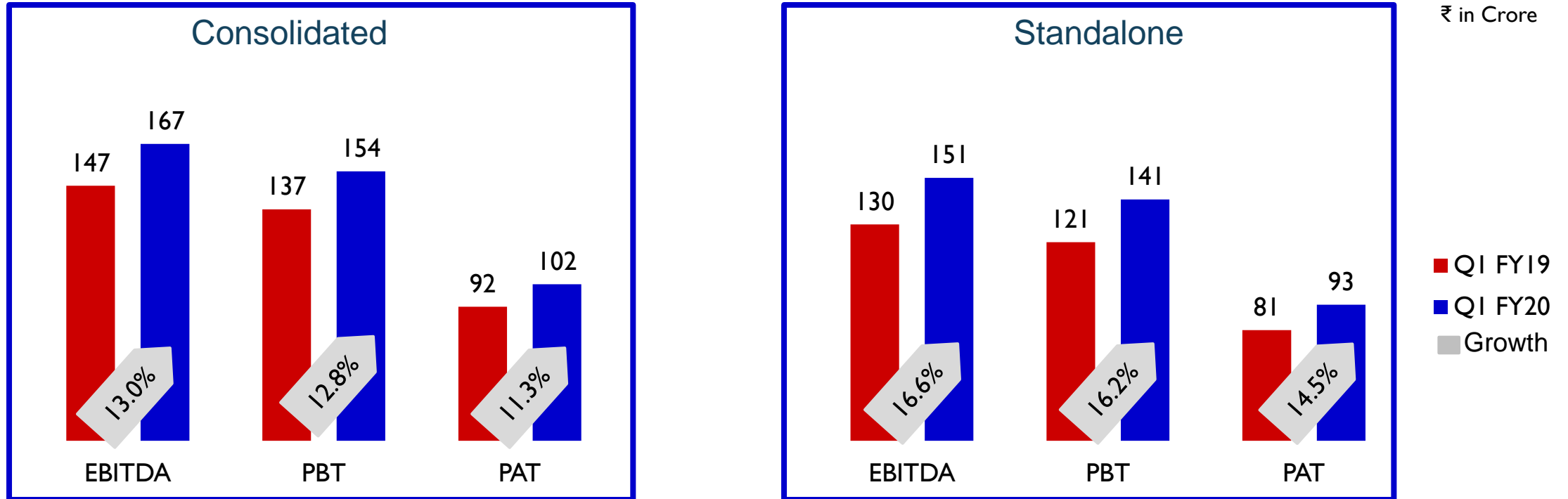
■ Q1 FY19
■ Q1 FY20

Achieved substantially higher revenue over the Q1FY19

Growth can be attributed to substantial increase in Exports & Turnkey and consistently growing Consultancy & Leasing



Profits with Sustained Margins



Consolidated and Standalone Operational Profits up by 51.3% and 67.3% respectively

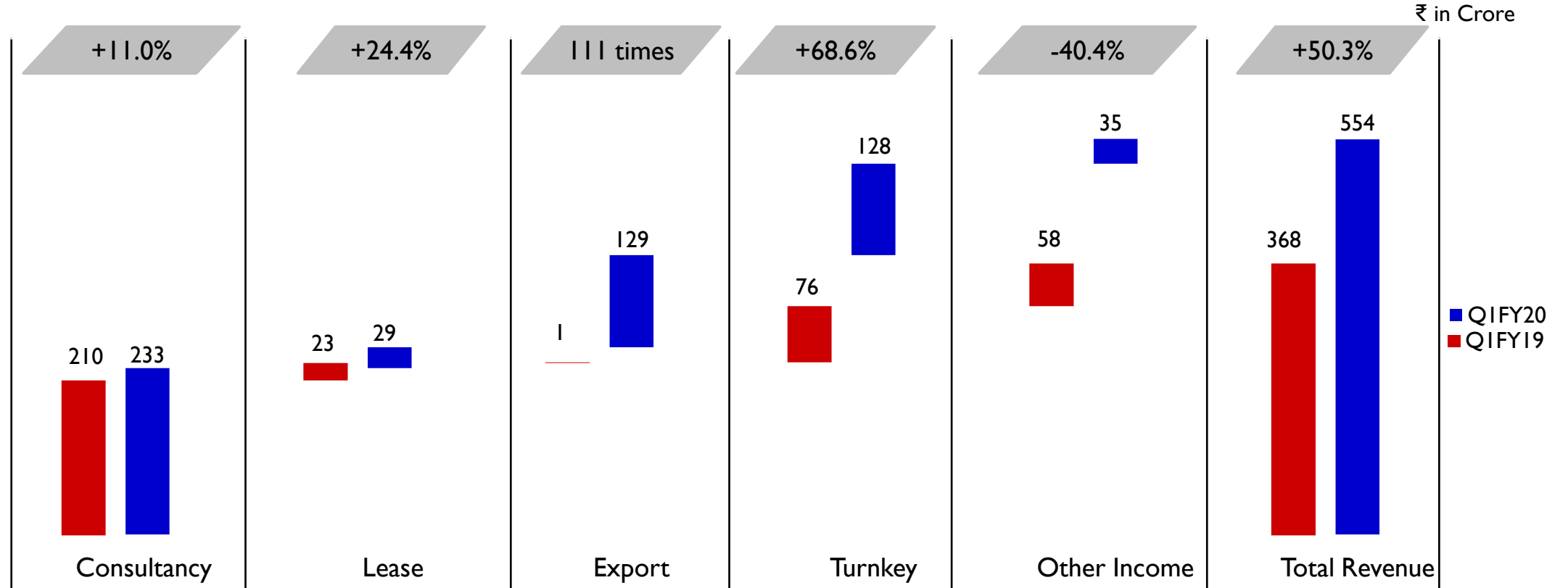
Adjusted EBITDA, PBT & PAT growth after adjusting provision/liability reversal of ₹ 25 crore during the Q1 FY19:
For Consolidated: 36.2%, 38.2% and 35.3% respectively and for Standalone: 44.5%, 46.4% and 43.4% respectively

Consolidated EBITDA, PBT and PAT Margins of 29.1%, 26.9% and 17.8% respectively. Impact of provision/liabilities reversal of ₹25 crore during Q1 FY19, which had impact of 640 bps on EBITDA & PBT and 420 bps on PAT in Q1 FY19, has to be kept in view while comparing.



Segmental Revenue

(Standalone)



Consultancy remains the major contributor in revenue with a growth of 11% over Q1FY20

Turnkey Projects show substantial growth as the pace of execution continued

Export has shown substantial increase with help of continued exports of DMU and Locomotives to Sri Lanka

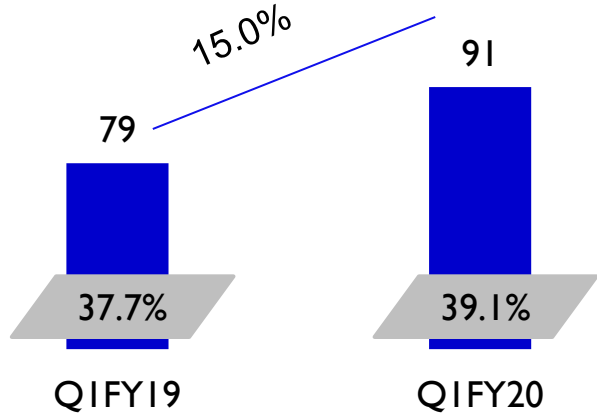


Segmental Profits and Margins

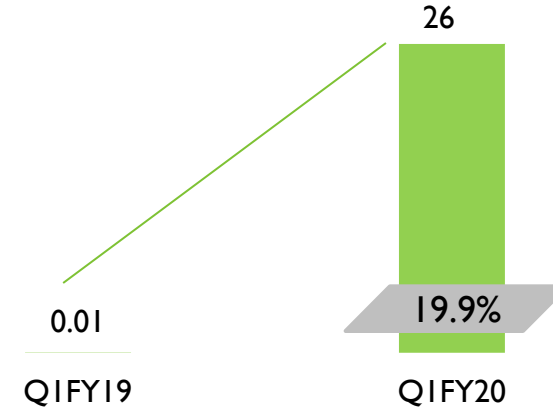
(Standalone- before un-allocable expenses)

₹ in Crore

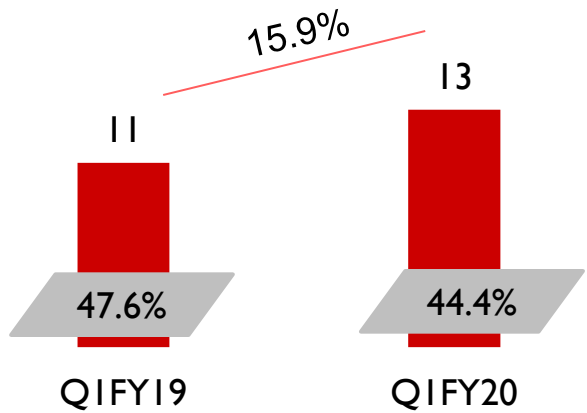
Consultancy



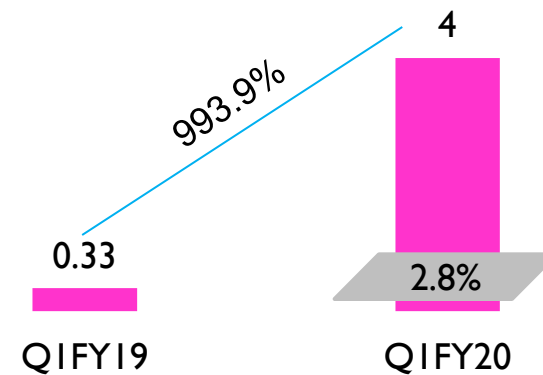
Exports



Leasing



Turnkey Projects

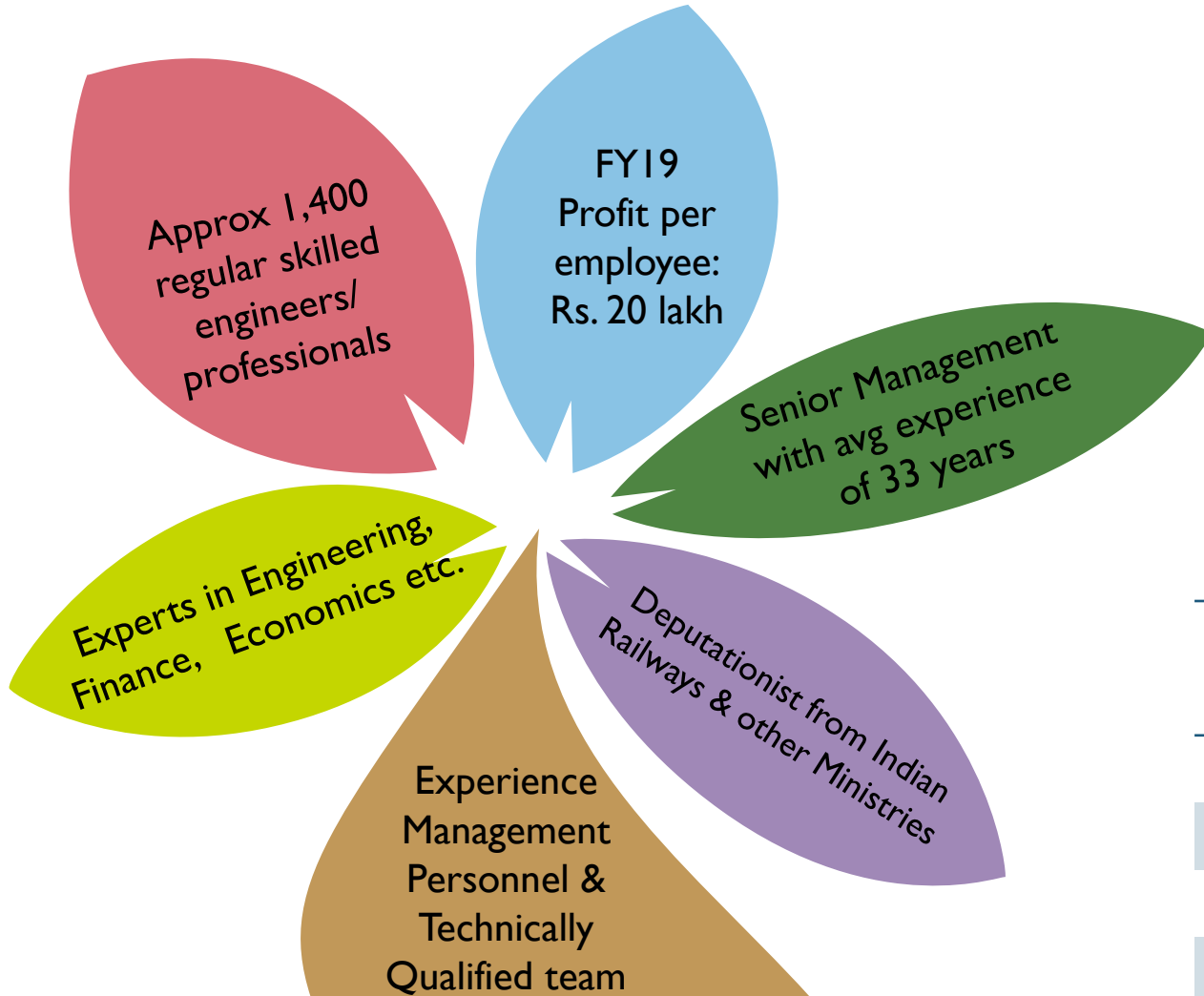


Profit Margins

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

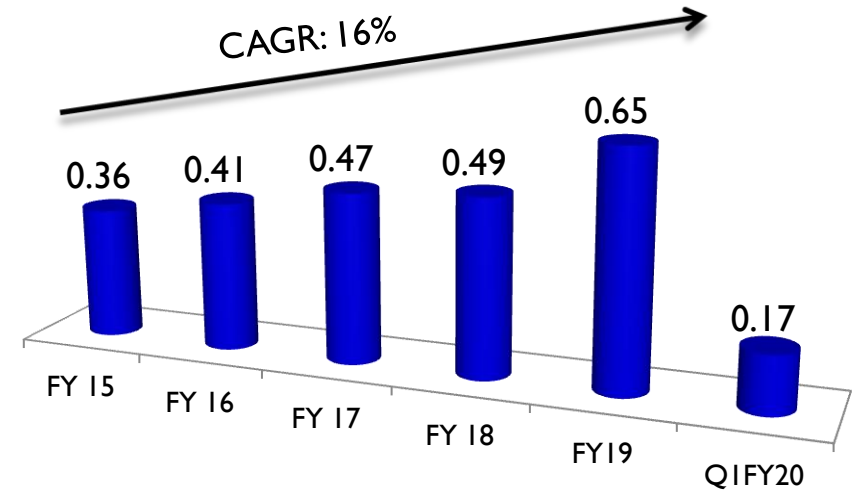


Employee Productivity



REVENUE PER EMPLOYEE (STANDALONE)

₹ in Crore



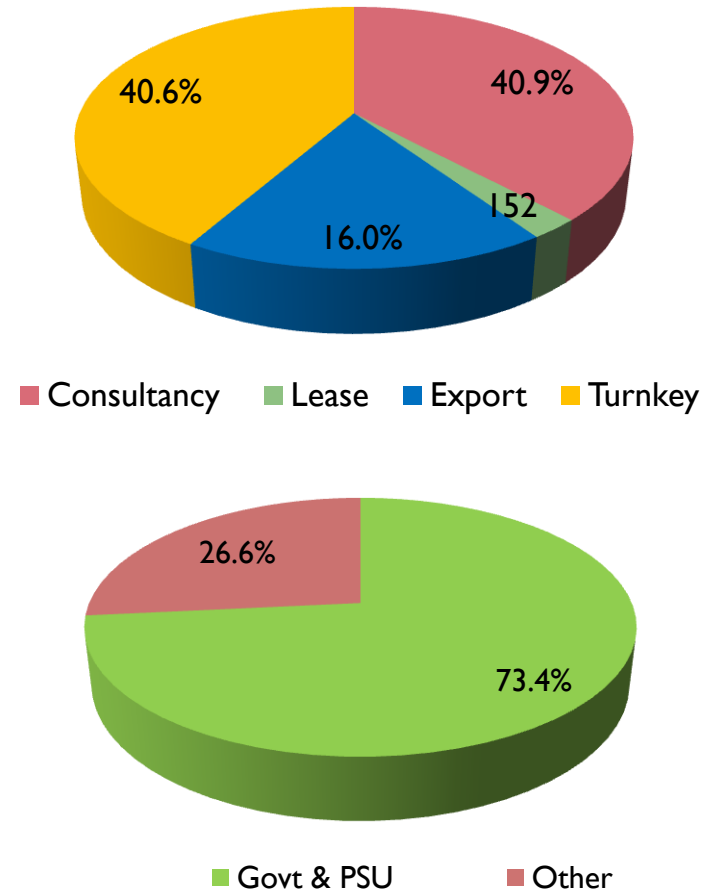
Status	No. of Employees As on 30.06.2018	No. of Employees As on 30.06.2019
Regular	2090	1986
Deputation	159	166
Contract	1151	1161
Total	3400	3313





2. Order Book

Order Book (Standalone)



*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 Q1FY20

₹ in Crore

Secured more than 90 projects/contracts including enhanced scope during Q1FY20

	Project Scope	Amount	Client	Expected Completion
Exports	Supply of 2 DMU Coaches	156.8	Sri Lanka Railways	2021
	PMC Buxar TPP	38.17	SJVNL	2023
Consultancy	Detailed engineering & PMC for Railway siding	22.17	THDC India Ltd, Utter Pradesh	2023
	PMC for Railway Siding & Marshalling Yard	19.30	TSPGCL, Tilangana	2021
	PMC for Ghatampur TPP	9.63	Neyveli Utter Pradesh Power Ltd	2021
	Operations & Maintance of 12 Locomotives	9.36	NTPC	2020
Turnkey	Feasibility & DPR for Coimbatore MRTS	7.17	Chennai Metro Rail Ltd	2020
	Construction of Adminstrative Building	40.32	State Forest Department, Orissa	2020
	Conversion of old Broad Gauge Coaches to auto carriers Coaches	37.61	South Eastern Railway	2020
Leasing	Leasing of Locomotive at Mormugao Port	17.23	Mormugao Port Trust	2026





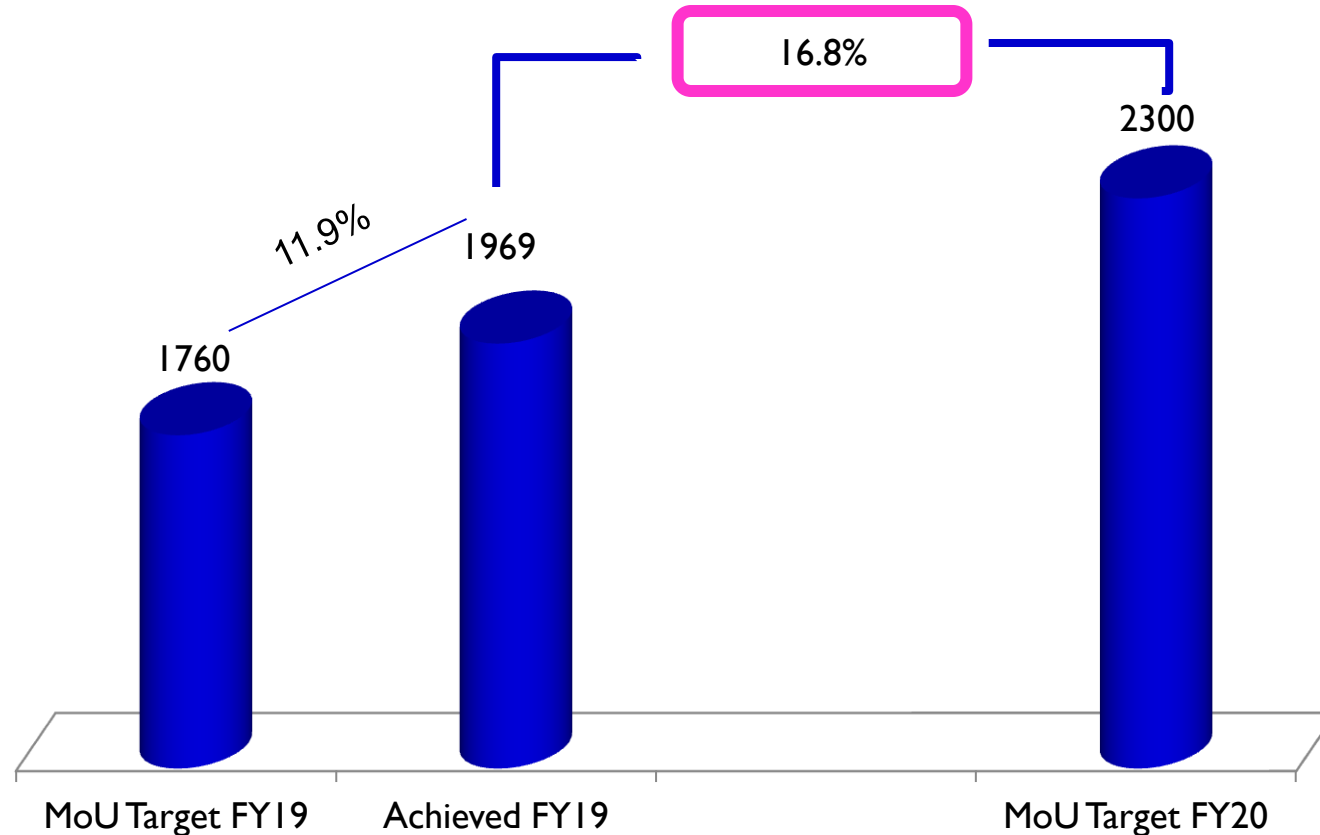
3. Outlook for FYI 9-20

MOU Target for FY19-20

(Standalone)

OPERATING REVENUE
(excluding other income)

₹ in Crore



Operating Profit Margin
Target is 23.20% of
Operating Revenue

MOU is signed every year with Ministry of Railways based on which the performance of the company is evaluated on financial and other parameters.





Thank You
