

Date: September 4, 2018

To: Listing Department, National Stock Exchange of India Limited, 'Exchange Plaza', C-1, Block G, Bandra - Kurla Complex, Bandra (E), Mumbai - 400 051 Scrip Code- RITES	To: Corporate Relationship Department, BSE Limited, Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai - 400 001 Scrip Code- 541556
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Dear Sir/ Madam,

Sub: Investor/analyst-corporate meetings

This is with reference to our letter dated 31st August, 2018 regarding company's participation in '**Investor/analyst-corporate meetings**', on 4th September and 5th September, 2018 in Mumbai.

In this regard, investor presentation has been uploaded on company's website i.e www.rites.com and the same is attached herewith. The link for investor presentation is as under:

<http://ritesltd.com/upload/misc/Balancesheet/Investor-Presentation-corporate.pdf>

This is for your information and record.

Thanking You,

Yours faithfully
For RITES Limited


Ashish Srivastava
Company Secretary & Compliance Officer
FCS: 5325



BITES Limited



Investor Presentation

Business Profile

September 2018

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Company Overview

Company Overview

A Miniratna (Category-I) Schedule 'A' Public Sector Enterprise

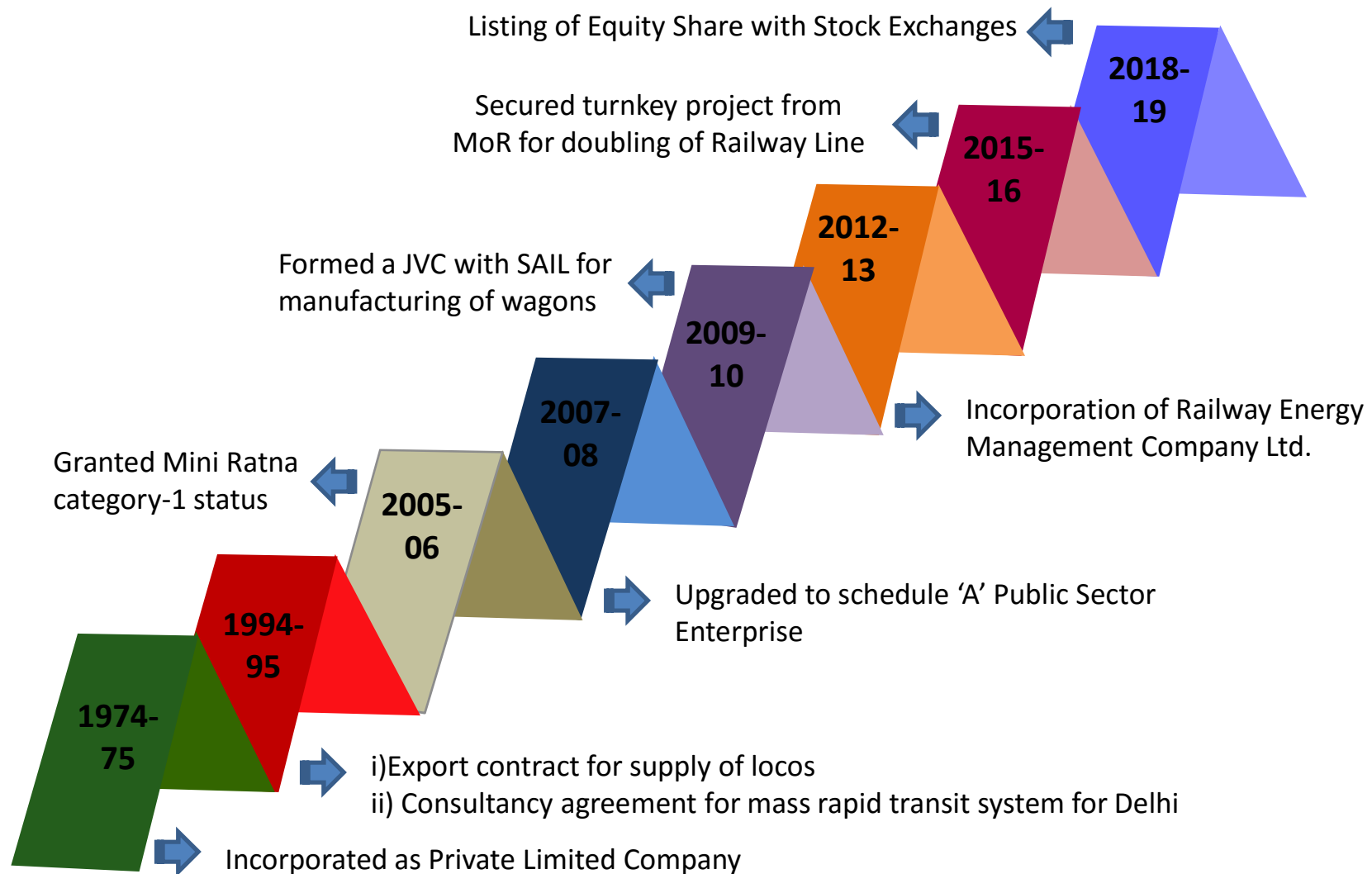
A leading player in the transport consultancy and engineering sector in India

Export arm of Indian Railways for Locomotive, Rolling Stock, equipment and spares

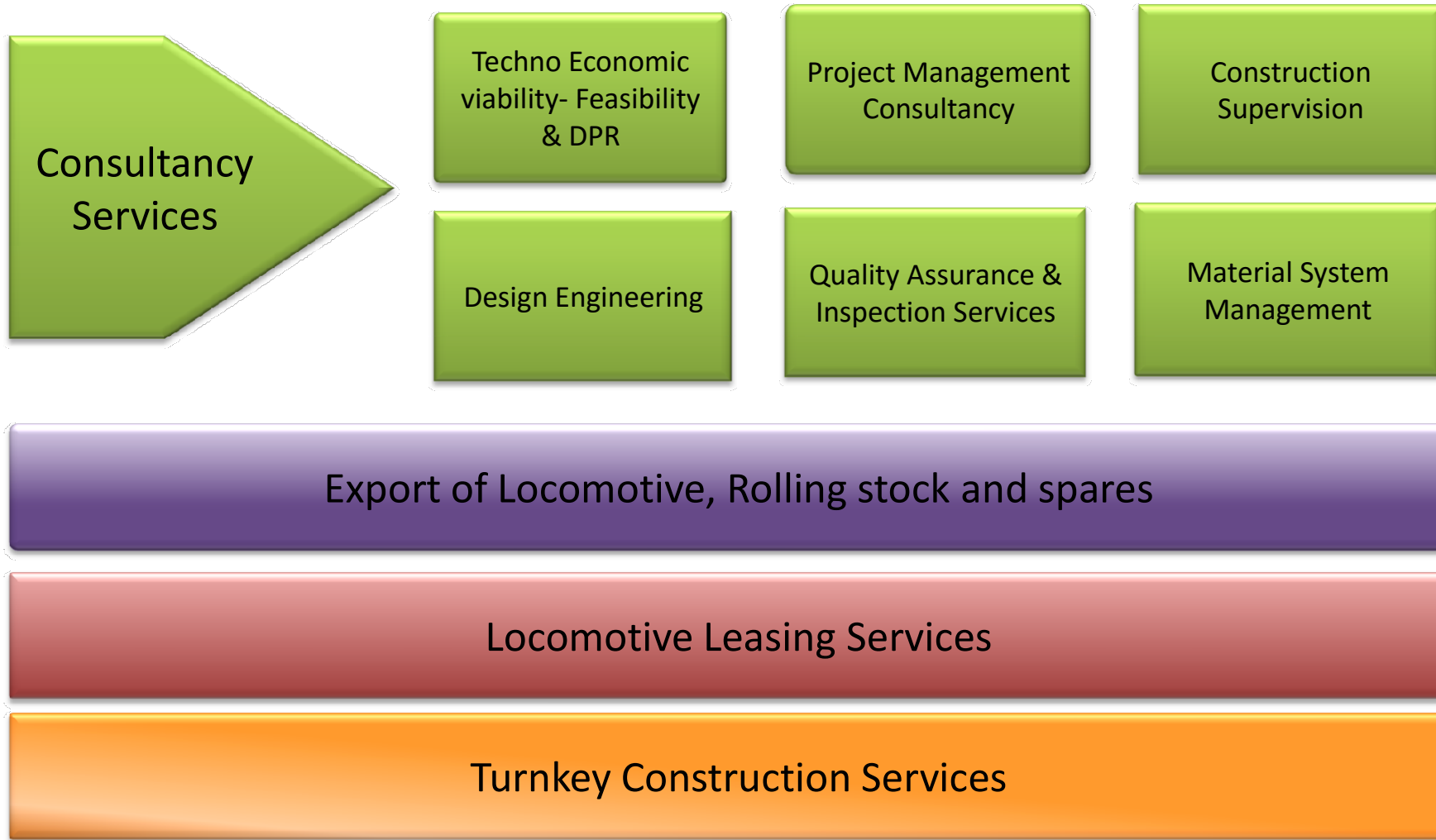
Consistently dividend paying company during the last five years

Experience spanning 44 years and have undertaken projects in over 55 countries

RITES Journey



Key Services & Product Offerings



Key Subsidiary and JV



- Railway Energy Management Company Ltd. was incorporated on August 16, 2013 to carry out business relating to:
 - augmenting capacity in all activities relating to energy efficiency and power generation;
 - Undertaking any kind of projects for power generation in the field of renewable energy resources,
 - Sale of power generated.
- It has commissioned a wind power project of capacity 26 MW and has also concluded power procurement contracts for approximately 1,175 MW across various states in India.
- National High Speed Rail Corporation Limited has mandated REMCL to undertake techno – economic viability studies and related surveys of power sourcing arrangements.



- SAIL-RITES Bengal Wagon Industry Pvt. Ltd. was incorporated on December 13, 2010
- Involved in the business of
 - Trading, selling, import, export, manufacturing of railway wagons including high end specialized wagons, wagon prototypes, fabricated components/parts of railway vehicles.
 - Its ancillary units including to repair, manufacturing items of locomotives, machineries, equipments and other related components.

Recent Accolades



Dun & Bradstreet PSU Award 2017

- Industrial Development & Technical Consultancy Services



Export Awards from EEPIC India, Northern Region

- Excellence in Exports in Engineering Services, large enterprises



EEPIC Gold Trophy

- Best export performance for the year 2015-16



Rajbhasha Gaurav Purushkar

- Pratham for 2016- 17



Governance Now PSU Award 2016

- Business diversification



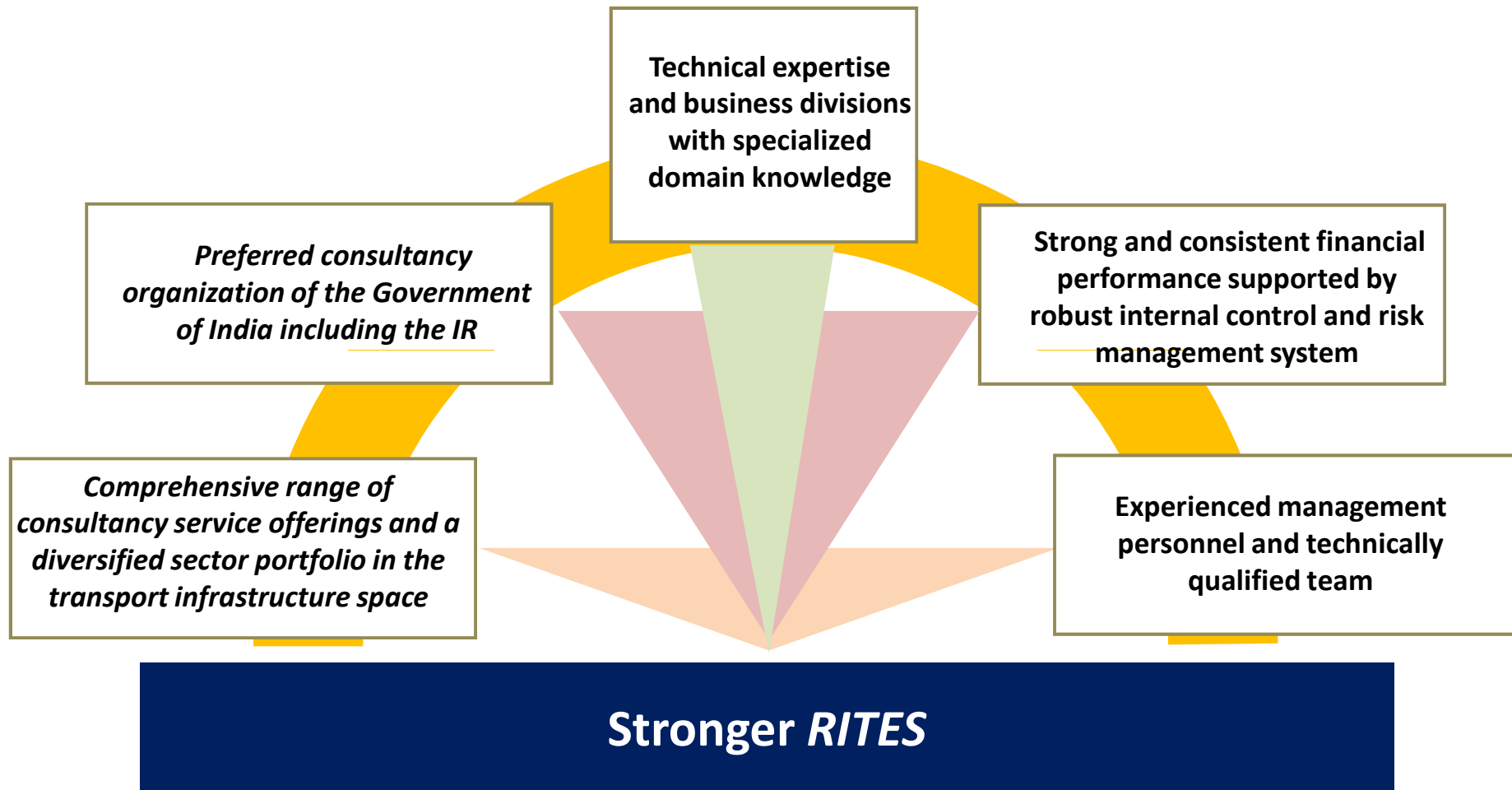
India Pride Awards from Dainik Bhaskar

- Excellence in performance and services

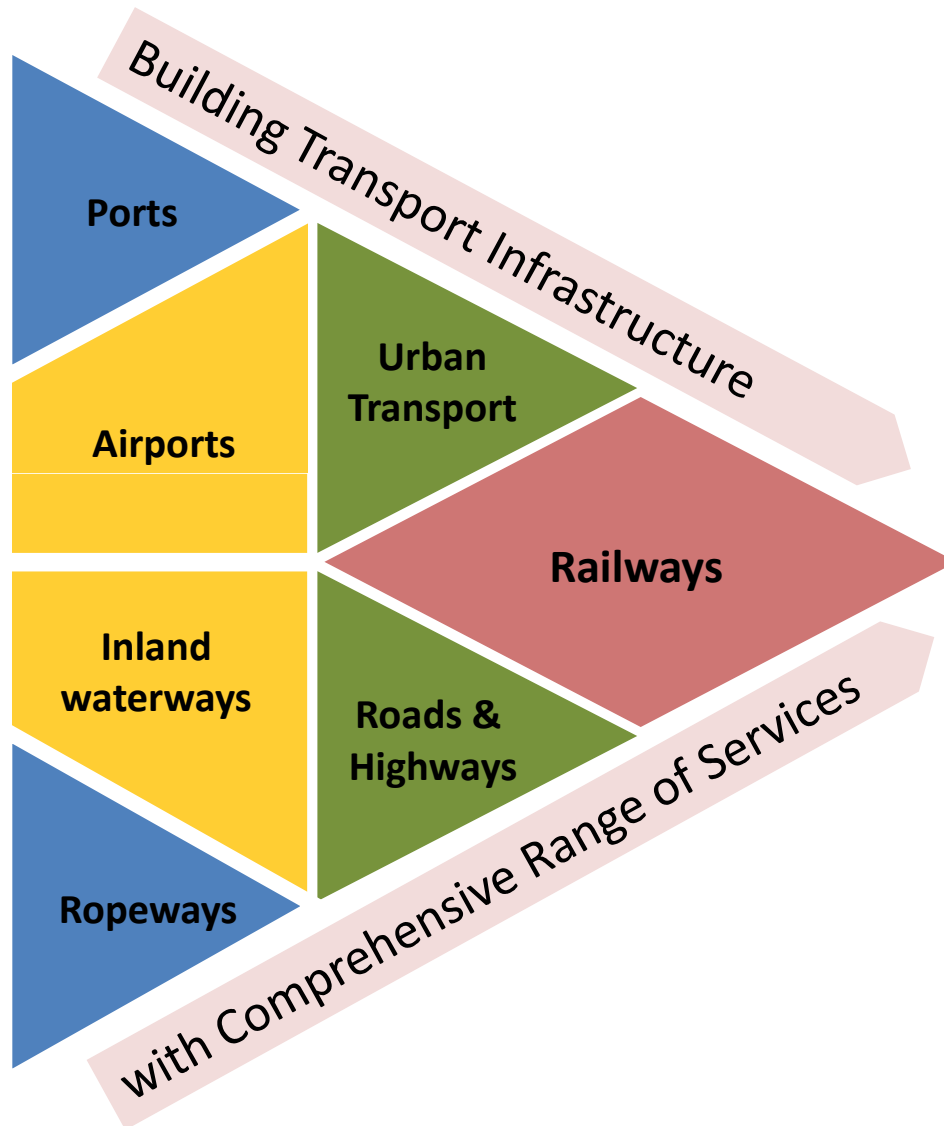


Competitive Strengths

Strengths

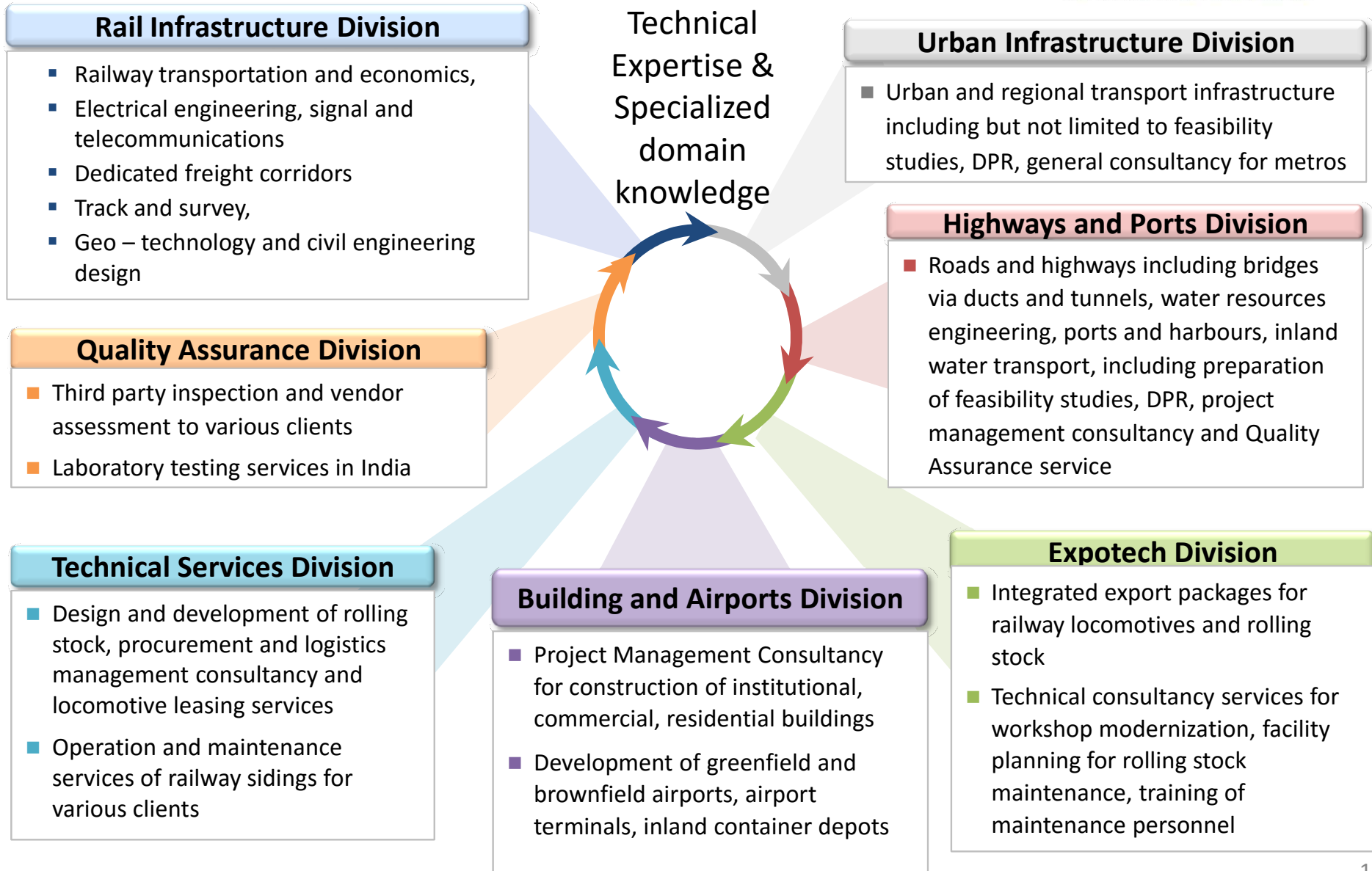


Comprehensive Range of Services



- ✓ **Conducting techno-economic feasibility and Preparing detailed project report**
- ✓ **Design engineering activities**
- ✓ **Procurement assistance**
- ✓ **Project management activities**
- ✓ **Quality assurance**
- ✓ **Training and construction supervision**
- ✓ **Transaction advisory**
- ✓ **Commissioning support including operations and management**

Business Divisions



Functional Directors



Mr. Rajeev Mehrotra
Chairman & Managing Director
Experience - 34 years



Mr. Ajay Kumar Gaur
Director- Finance
Experience - 33 years



Mr. Mukesh Rathore
Director - Technical
Experience - 36 years

*Mr. Arbind Kumar, Director (Projects) has superannuated on 31.08.2018

Govt. Nominee & Independent Directors



Mr. Bhupendra Kumar Agarwal
Govt. Nominee Director



Mr. A.P. Dwivedi
Govt. Nominee Director



Mr. Satish Sareen
Independent Director



Dr. Pramod Kumar Anand
Independent Director



Dr. Vidya Rajiv Yeravdekar
Independent Director



Mr. Anil Kumar Goel
Independent Director

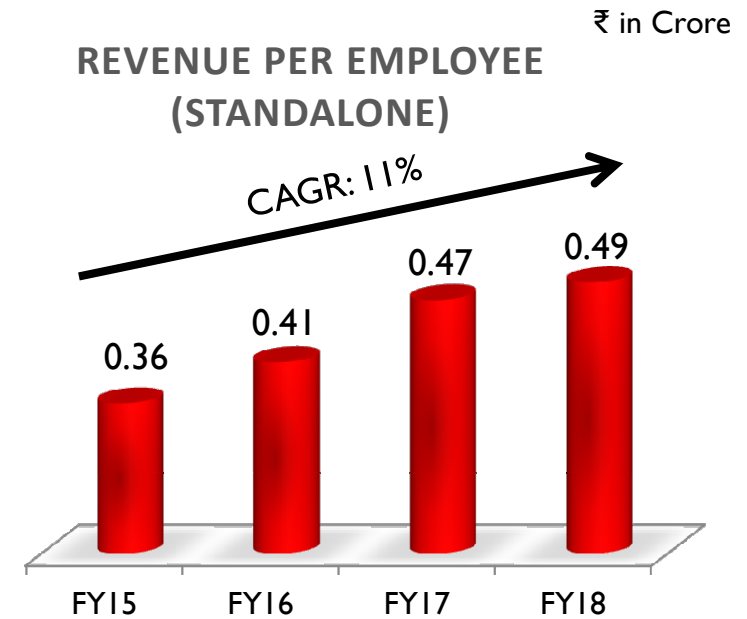
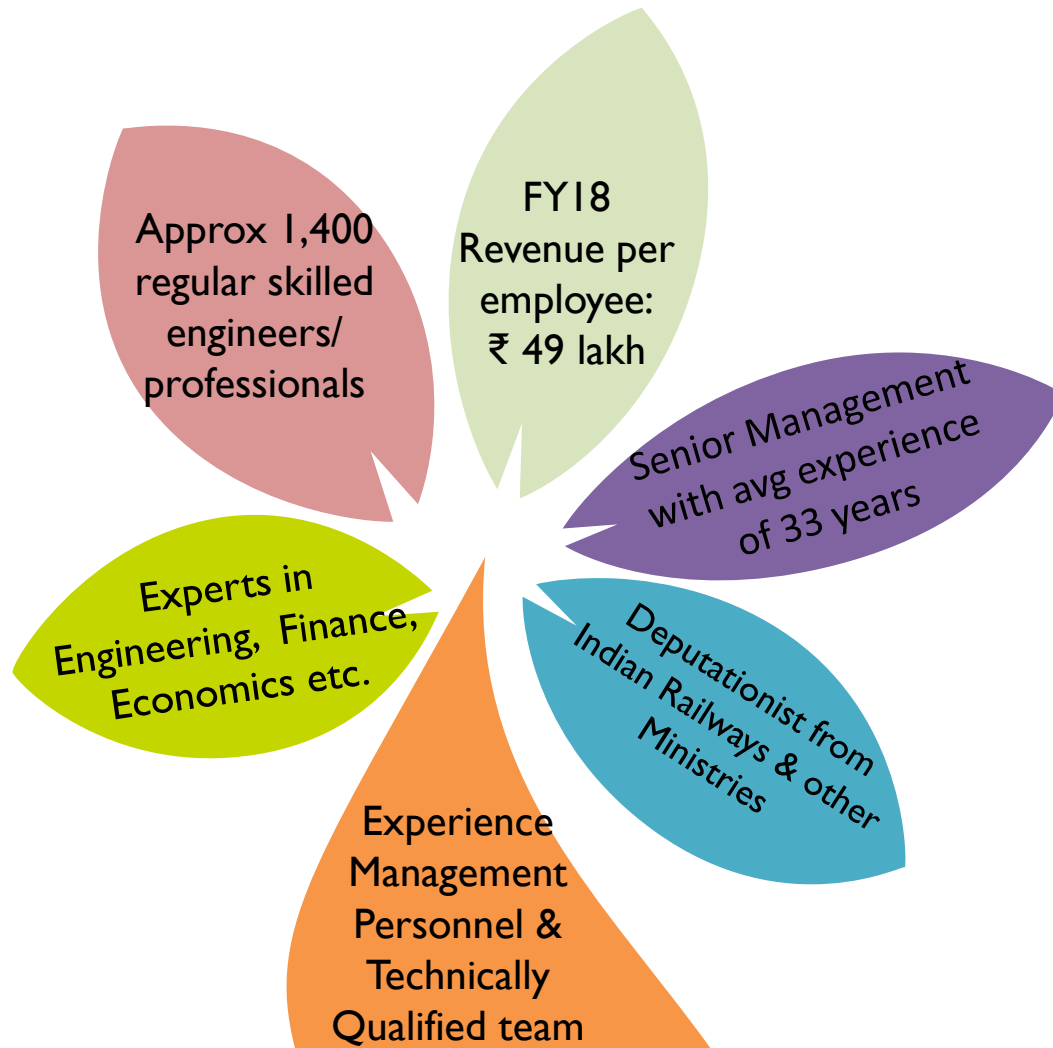


Dr. Rajendra N. Goyal
Independent Director



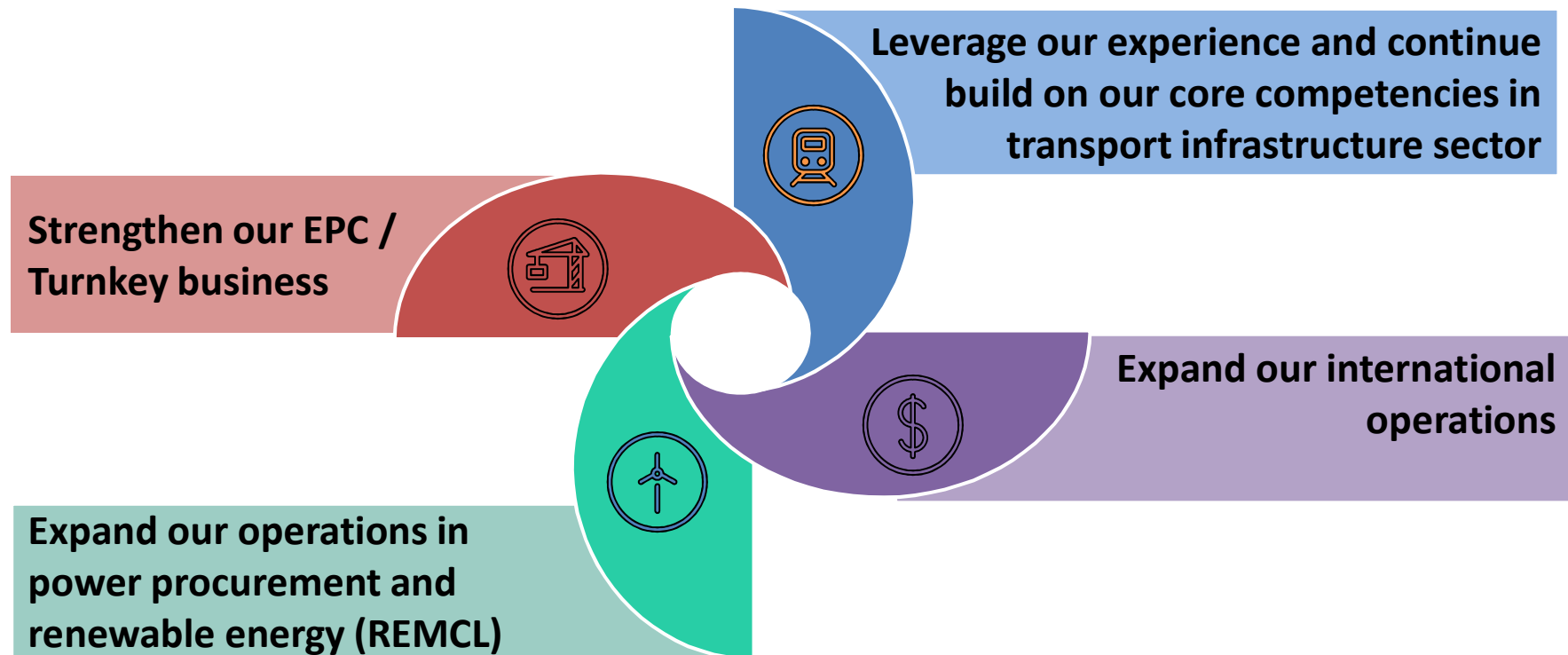
Ms. Geethakumary
Independent Director

Employee Productivity



Status	Employees as on 30.06.2018
Regular	2,090
Deputation	159
Contract	1,151
Total	3,400

Growth Strategies



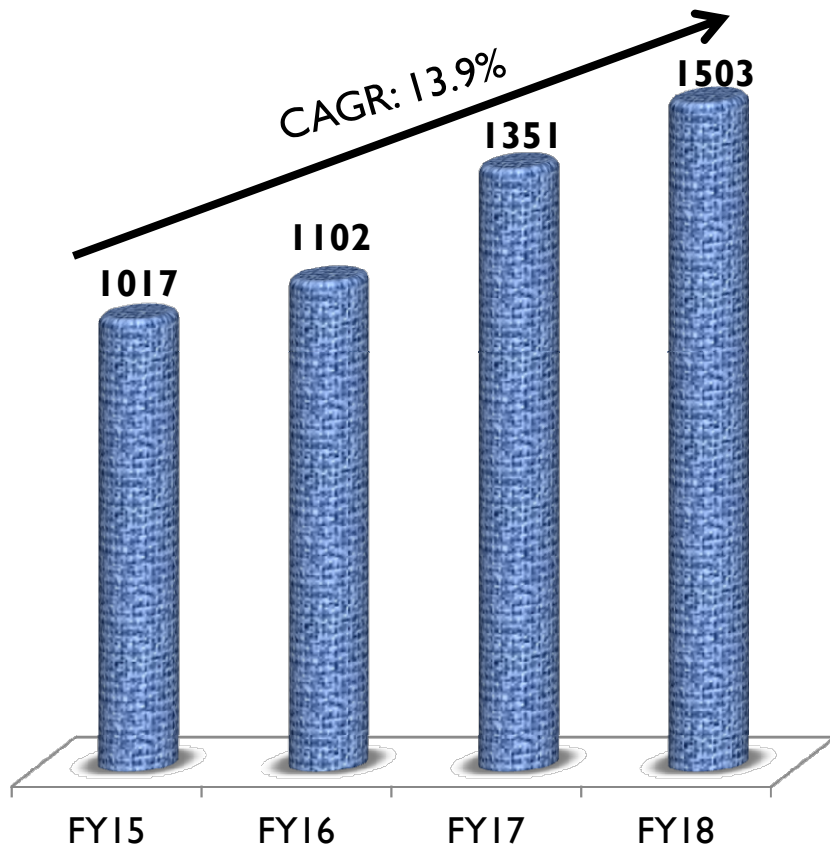


Financial Performance Summary

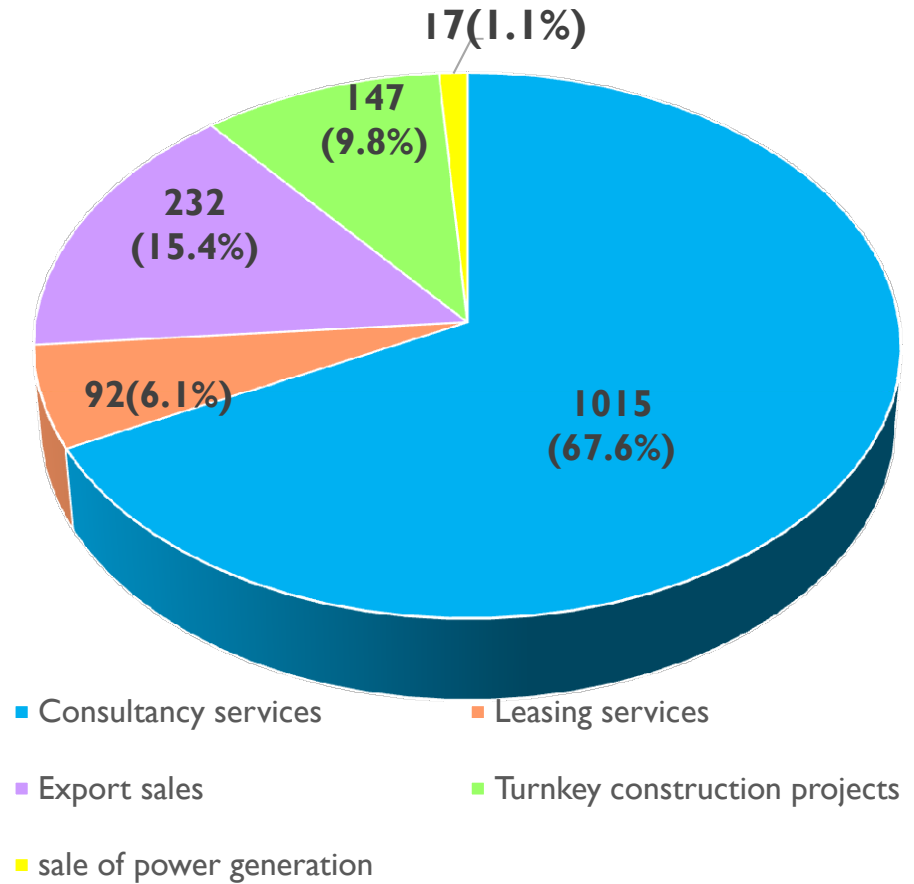
Strong Revenue Growth(Consolidated)

₹ in Crore

OPERATIONAL REVENUE



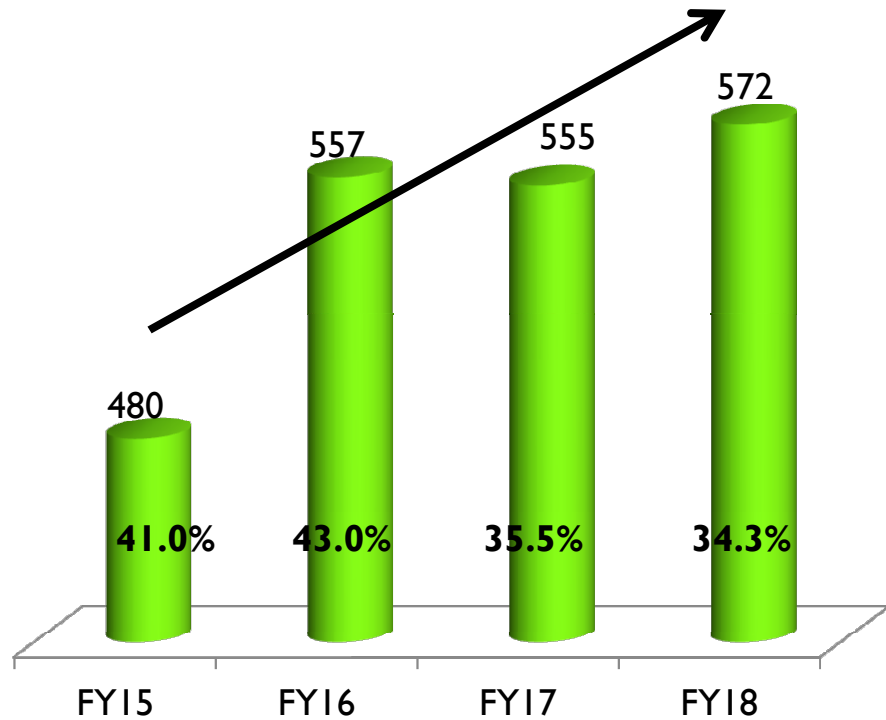
SEGMENTAL REVENUE



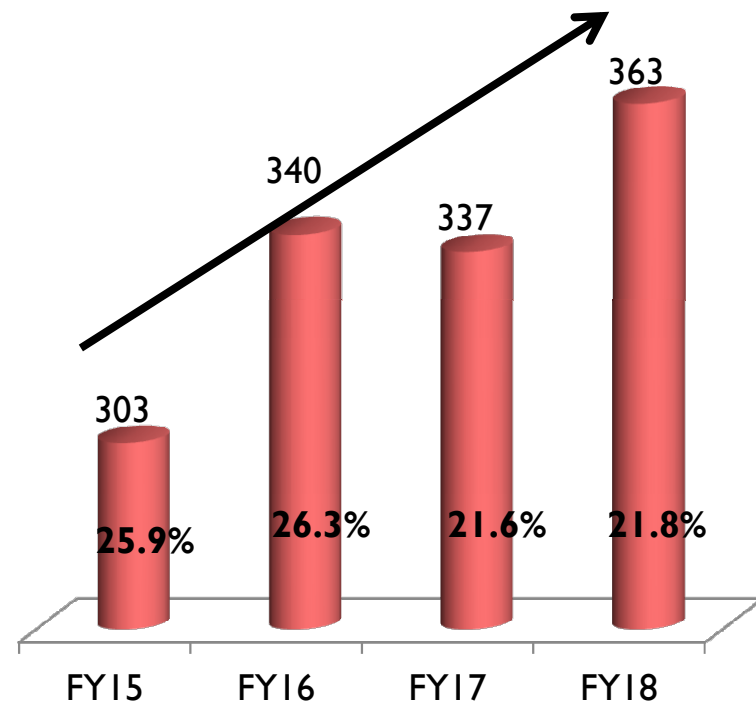
Strong Earnings (Consolidated)

₹ in Crore

EBITDA & EBITDA MARGINS(%)



PAT & PAT MARGINS (%)



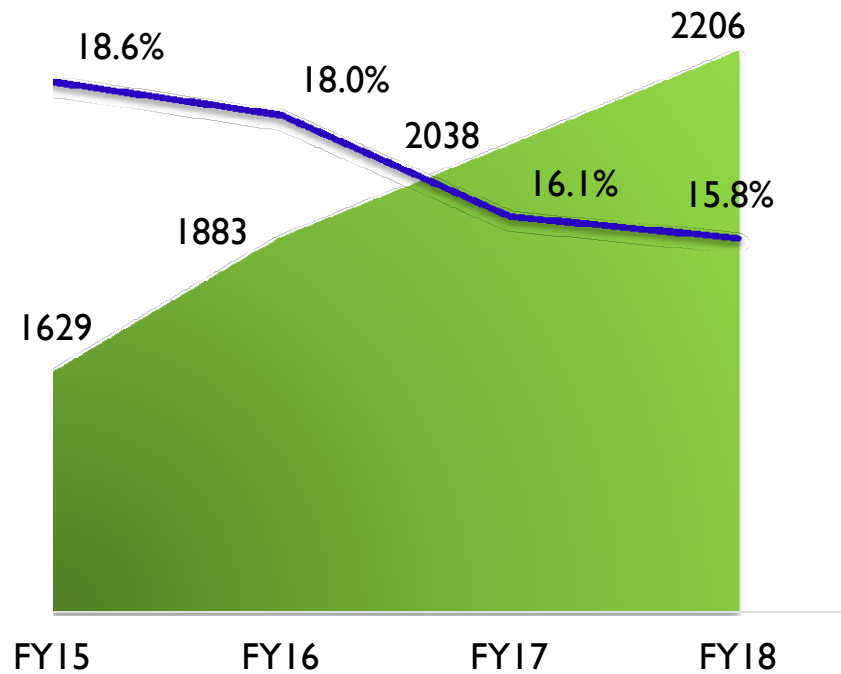
Amount indicated for FY18 is after absorbing the impact of full year pay revision

Value Generation (Consolidated)

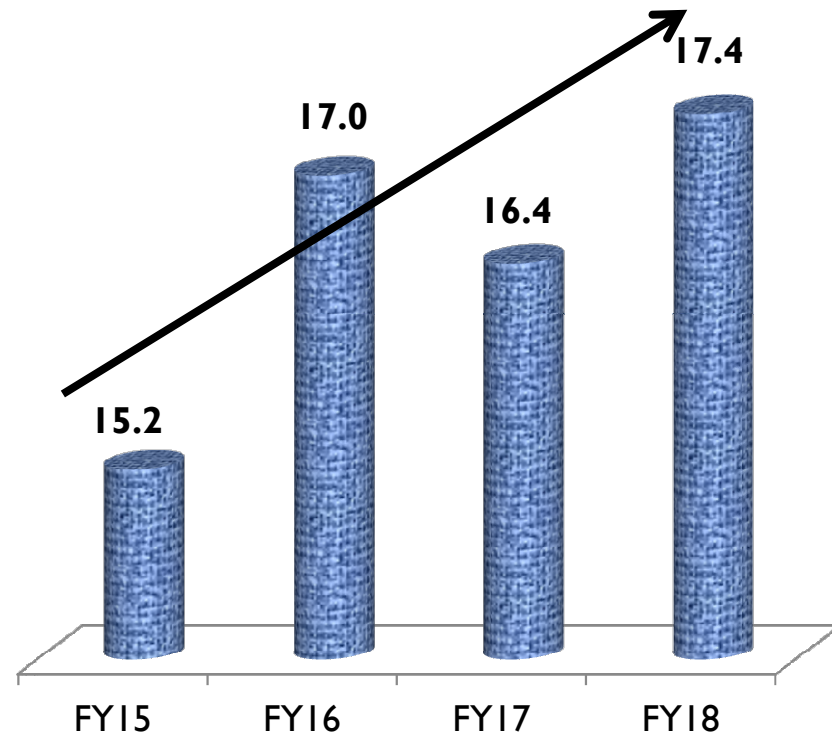


₹ in Crore

NETWORTH & ROE (%)



EPS (IN ₹)



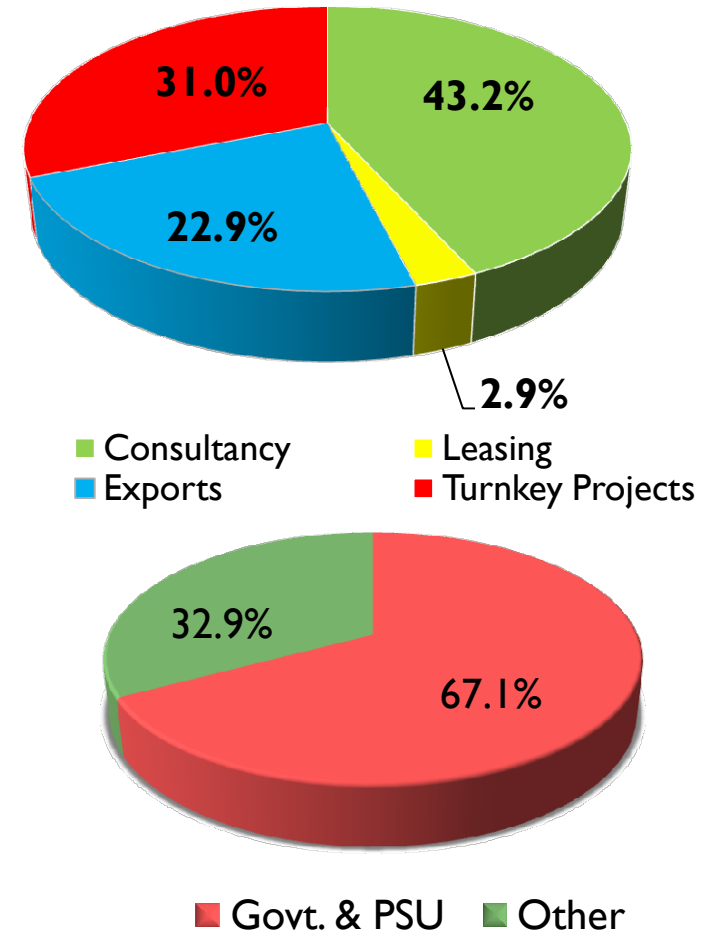
Cash in hand as on 31.03.2018 stands at ₹ 1568 crore

Strong Order Book

₹ in Crore



Total Order book as on 30.07.18
₹ 5517 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.

Few Major Domestic Projects

Consultancy

- General engineering and design consultancy services for the Nagpur Metro Project, the Pune Metro Project and the Ahmedabad Metro Project
- Safety audit for sections of National Highways of aggregate length approximating 1,238 kilometres in eight states in India
- Design of the Rail-cum-Road Bogibeel Bridge, a fully welded and composite structure each span 125 meters, length approx. 4,940 meters near Dibrugarh, Assam, India
- Project Management Consultancy for Passenger Terminal at Srinagar Airport

Turnkey

- Doubling of railway line from Gooty to Dharmavaram for the South Central Railway in India on EPC basis
- Railway electrification works for the Ringas – Jaipur – Sawaimadhopur section for the North Western Railways and Vijaypur-Maksi section for West Central Railways

Leasing

- Wet leasing of 5 nos. of WDS-6 Locomotives for Dhamra Port Company Limited

Few Major Foreign Projects

Consultancy

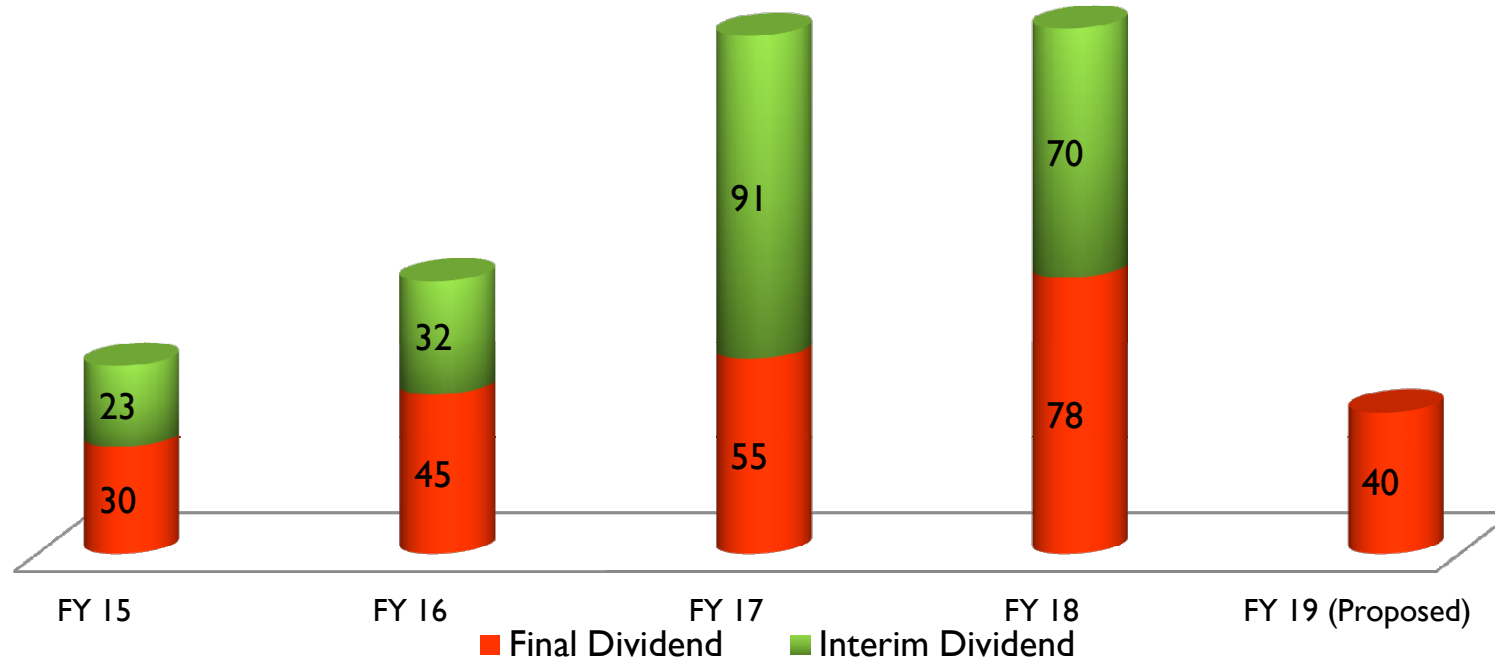
- Construction supervision consultancy for the Metro Express Project and preparation of detailed project report for Trident Port in Mauritius
- Conduct of design consultancy services for construction of cargo complex, parallel taxi way and modification of old terminals in Paro International Airport, Bhutan
- Project Management Consultancy for East Bank - East Coast road linkage project in Guyana (South America)
- Feasibility Study and Preparation of Detailed Project Report for new standard gauge railway line in Gabon
- Design Consultancy services for cargo complex, parallel taxi way and modification of old terminals in Paro International Airport, Bhutan

Exports

- Supply of 160 Broad Gauge passenger air conditioned and non air conditioned coaches
- Supply of 6 sets broad gauge diesel electric multiple units and 10 broad gauge diesel electric locomotives to Sri Lanka Railways

Dividend Payout

₹ in Crore



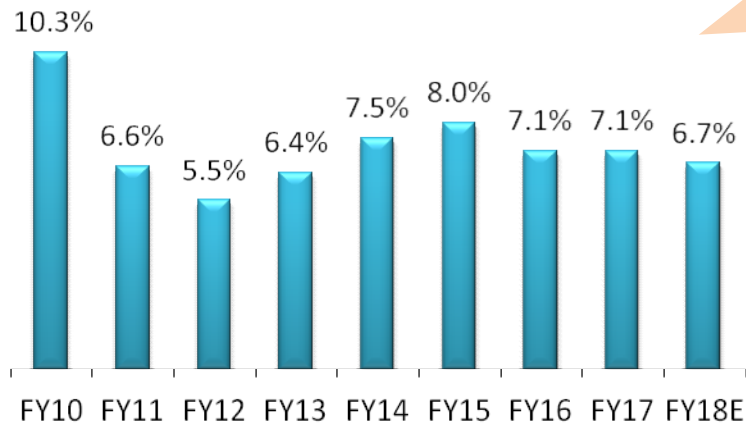
- ₹ 40 crore (₹ 2 per share) of Final dividend for the FY 2017-18 has been recommended which will be paid in FY 2018-19
- For distribution of Dividend Company follow the “Guidelines on Capital Restructuring of Central Public Sector Enterprises” i.e minimum dividend of 30% of profit after tax or 5% of the net-worth, whichever is higher,
- Dividend paid during the financial year i.e. interim dividend for that particular financial year and final dividend for previous year
- The Dividend mentioned above doesn’t include the Dividend Distribution Tax



Industry Analysis

India's Growing Infrastructure

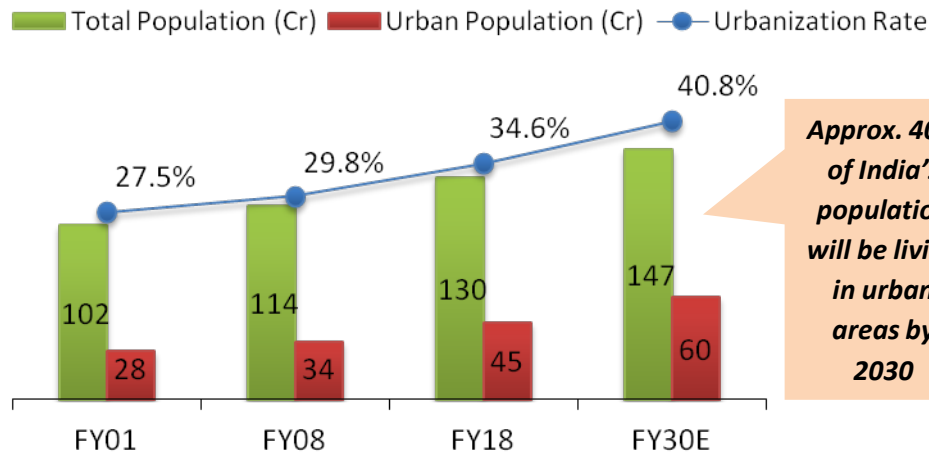
India's GDP Growth Rate (%)



One of the Fastest growing major economy

- Rs. 5.97 lakh crore for infrastructure in budget 2018-19
- Transport infrastructure sector is expected to grow average 5.9% annually through 2021
- To create a world class infrastructure with several initiatives like Bharatmala project, Electrification of railway tracks, focus on metro and high-speed trains, Sagarmala programme etc.

Urbanization in India



Approx. 40% of India's population will be living in urban areas by 2030

Infrastructure investments across Sectors (INR TN)

Sector	X Plan	XI Plan	XII Plan
Electricity (incl. NCE)	3.4	8.2	13.2
Roads & Bridges	1.3	4.5	8.0
Telecom	1.0	3.9	4.4
Railways (incl. MRTS)	1.0	2.4	4.9
Irrigation	1.1	2.4	4.0
Water supply & Sanitation	0.6	1.2	1.9
Ports	0.2	0.4	0.7
Airports	0.1	0.4	0.3

Indian Railways Sector



Double infrastructure investment in Railways from Rs. 3.8 lakh crore in 2013-17 to Rs. 8 lakh crore in 2018-22E



Modernization of its signaling system with an estimated investment of Rs 9,000 crore.



As per union Budget 2018-19, construction target of 1000 km of new railway lines



Achieve electrification of 90% of India's Railways Network by FY21 vs 48% currently

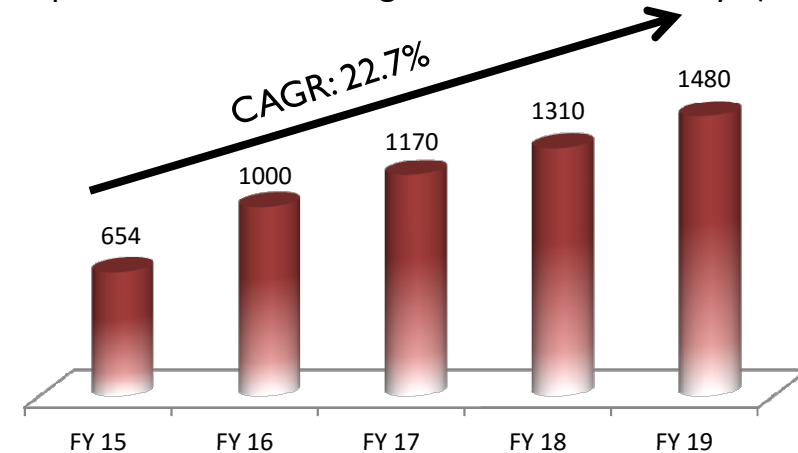


10% of the power from renewable sources by FY20; scale upto 1.2GW by FY20 to comply RPO and strengthen efforts to reduce carbon footprints



On YoY basis, budgetary spending increase in April-June 2018 quarter was the sharpest for railways i.e. 133%

Capital Investments budgeted in Indian Railways (Rs. Bn)



Dedicated Freight Corridor	A wholly owned SPV constructing freight corridors in Eastern and Western zone envisaging investments of INR 814.6bn
Capacity augmentation on the saturated trunk routes	Doubling/3rd line/quadrupling have been sanctioned on around 18,000km of such routes at a cost of INR1.6 lakh crore by 2022
Gauge Conversion	Route network of Indian Railways (about 65,000km) comprises 5,734km of Meter gauge and Narrow gauge which are planned to be in Broad Gauge
High Speed Rail	High speed rail corridor (508km) between Mumbai-Ahmedabad has been sanctioned at a cost of INR 1080bn with financial and technical assistance of Japan
Electrification	50% of the BG route is electrified. The Railways has prepared INR300bn plan to electrify the complete rail network by FY22

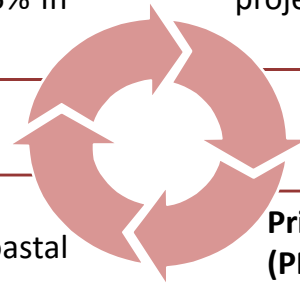
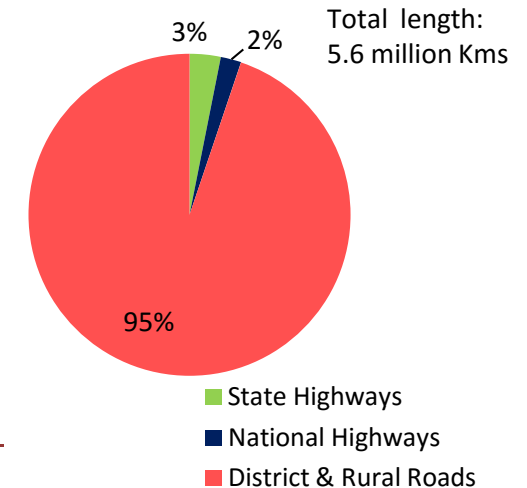
Road and Highways Sector

- Increase in Budgetary spending in Q1 by 58.5%
- GoI to invest INR 7,00,000 crore for road projects in next 5 years
- Rs. 1.21 lakh crore has been provided for road sector in Union Budget 18-19
- Plans to invest Rs 1.45 lakh crore in road infrastructure in North-East region between 2018-2020.
- MoRTH, to award 20,000 kms of road construction projects higher by 25% in 2017-18

National Highway Development program (NHDP)

- Upgrade, Rehabilitate and widen Major highway
- Plans to increase the length of National Highways from 122,432 km to 200,000 kms
- 20% growth in NH Construction in FY17-18, to 9,829 kms from 8,231 kms
- Target to complete 300 highways projects by March 2019

Road Infrastructure



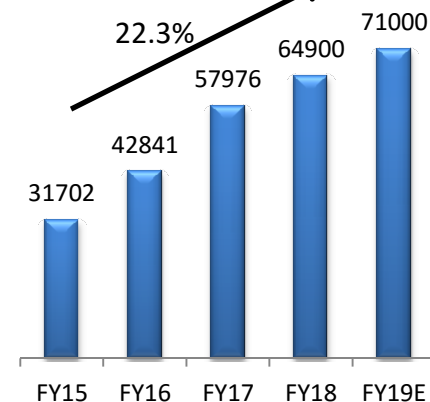
Bharat Mala Scheme

- State Road along border & Coastal Areas – 7000 km
- Backward areas, religious & tourist places – 7000 km
- Setubharatam Pariyojana – around 1700 bridges
- District Headquarters connectivity – 9000 km

Prime Minister's Gram Sadak Yojana (PMGSY)

- Road connectivity to 85 per cent of the 178,184 eligible rural habitations
- All villages in the country to have road connectivity by 2019
- GoI will spend around Rs 1 lakh crore during FY18-20

Budgetary Outlay for Highways (in crore)



Urban Transport Sector



Currently, in India, 10 cities have metro system with a total length of 425 km



Government of India has allocated Rs. 14250 crore for metro projects in Budget 2018-19



The government has recently given in-principle approval for six Metro projects i.e. Delhi (phase-IV), Indore, Bhopal, Kanpur, Agra and Meerut



New policy stipulated a shift from the present 'Financial Internal Rate of Return of 8%' to 'Economic Internal Rate of Return of 14%' for approving metro projects, in line with global practices

Smart Cities

- The present government has ambitious plans to develop 100 smart cities in the next 5 years
- Out of the 731 smart city projects worth INR463,660mn sanctioned so far, implementation has started in only 49 smart city projects and 24 smart city projects have been completed as of January 2017 as per the urban development ministry website

Undergoing key Metro Projects

Name of the Metro	Kilometer
Delhi Metro Phase IV	103.93
Delhi & NCR	21.10
Vijayawada	26.03
Visakhapatnam	42.55
Bhopal	27.87
Indore	31.55
Kochi Metro Phase II	11.20
Patna	27.88
Guwahati	61
Varanasi	29.24
Thiruvananthapuram & Kozhikode	35.12
Chennai Phase II	107.50
Kanpur	50
Agra	30
Meerut	35
Total	710

Airports and Ports



Outlook for Investments in Airport Infrastructure

- India is set to become 3rd largest aviation market by 2020.
- India's aviation industry is expected to witness Rs 1 lakh crore of investments in the next five years
- Government of India has given 'in-principle' approval to 19 airports out of which 7 are going to be developed on a PPP basis
- Over 30 airport development projects are under progress across various regions in Northeast India. AAI plans to develop Guwahati as an inter-regional hub and Agartala, Imphal and Dibrugarh as intra-regional hub
- UDAN scheme has been introduced to enhance regional connectivity and 43 cities are expected to be mainstreamed on India's flight connectivity grid

Outlook for Investments in Port Infrastructure

- ✓ In Q1 FY19 traffic increased 3.91% year on year to 174.02 million tonnes
- ✓ In FY 18, major ports in India handled 679.36 million tones of cargo traffic, implying a CAGR of 2.73 per cent during FY 08-18
- ✓ Ports in India handle around 95 per cent of international trade volume of the country.
- ✓ India has 12 major ports. Under the National Perspective Plan for Sagarmala, six new mega ports will be developed in the country
- ✓ Major ports has capacity of 1,452MT at the end of FY18. The Maritime Agenda 2010 – 20 has a 2020 target of 3,130MT of port capacity

Integrated Check Post

- Under phase-I of development of ICPs, Land post authority of India has already made 5 ICPs operational and 2 ICPs at Moreh and Dawki are under development
- In Phase-II, Gol has given its nod to develop 13 more integrated check posts at various border location i.e. 1 at Bhutan border, 5 at Nepal border, 7 at Bangladesh border. Cost are expected to be Rs. 5000 crore
- Further Gol is planning to set 19 ICPs along the border of Bangladesh, 7 in West Bengal, 3 in Assam, 3 in Meghalaya and 7 in Tripura

Disclaimer

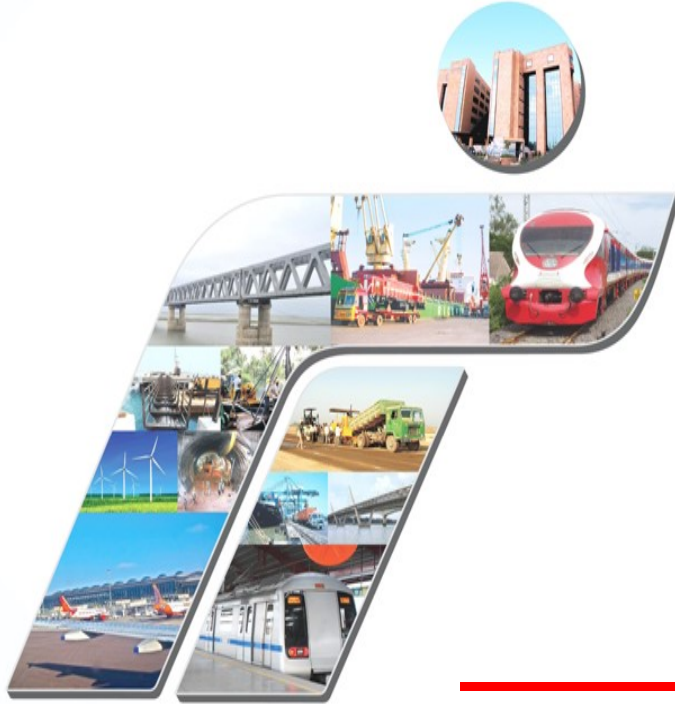


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Thank You
