



राइट्स लिमिटेड  
(भारत सरकार का प्रतिष्ठान)  
**RITES LIMITED**  
(Schedule 'A' Enterprise of Govt. of India)

No. RITES/SECY/NSE

Date: February 12<sup>th</sup>, 2019

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
<b>Scrip Code-</b> RITES	<b>Scrip Code-</b> 541556

**Sub: Investor Presentation on Un-Audited Financial Results for the Quarter and nine months ended on December 31, 2018**

Dear Sir/ Madam,

Pursuant to the provision 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 nine months ended on December 31, 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



कॉर्पोरेट कार्यालय: राइट्स भवन नं०. १, सेक्टर-२९, गुडगाँव-१२२ ००१ (भारत) Corporate Office: RITES Bhawan, No. 1, Sector-29, Gurgaon-122 001 (INDIA)

पंजीकृत कार्यालय: स्कोप मीनार, लक्ष्मी नगर, दिल्ली-११० ०९२. (भारत) Registered Office: SCOPE Minar, Laxmi Nagar, Delhi-110 092, (INDIA)

दूरभाष: (Tel.): (0124) 2571666, फॅक्स (Fax): (0124) 2571660, ई-मेल (E-mail) info@rites.com वेबसाइट (Website): www.rites.com

CIN : L74899DL1974GO1007227

# RITES Limited



## Investor Presentation

Financial Results: Q3'18-19

Date: 12<sup>th</sup> February 2019

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## I. Financial Performance – Q3' 18-19

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# Financial Summary Q3 18-19

₹ in Crore

Particulars	3 <sup>rd</sup> Quarter		Increase / Decrease	9 Month		Increase / Decrease
	18-19	17-18		18-19	17-18	
Total Revenue	562.43	394.41	+42.6% ↑	1402.33	1015	+38.2% ↑
Op. Revenue	511.35	359.64	+42.2% ↑	1254.65	890.33	+40.9% ↑
EBITDA	183.77	170.28	+7.9% ↑	496	386.76	+28.2% ↑
PBT	175.50	162.71	+7.9% ↑	472.27	363.72	+29.8% ↑
PAT	117.47	106.57	+10.2% ↑	312.83	254.25	+23.0% ↑
EPS (in ₹)	5.87	5.33	+10.2% ↑	15.64	12.71	+23.0% ↑

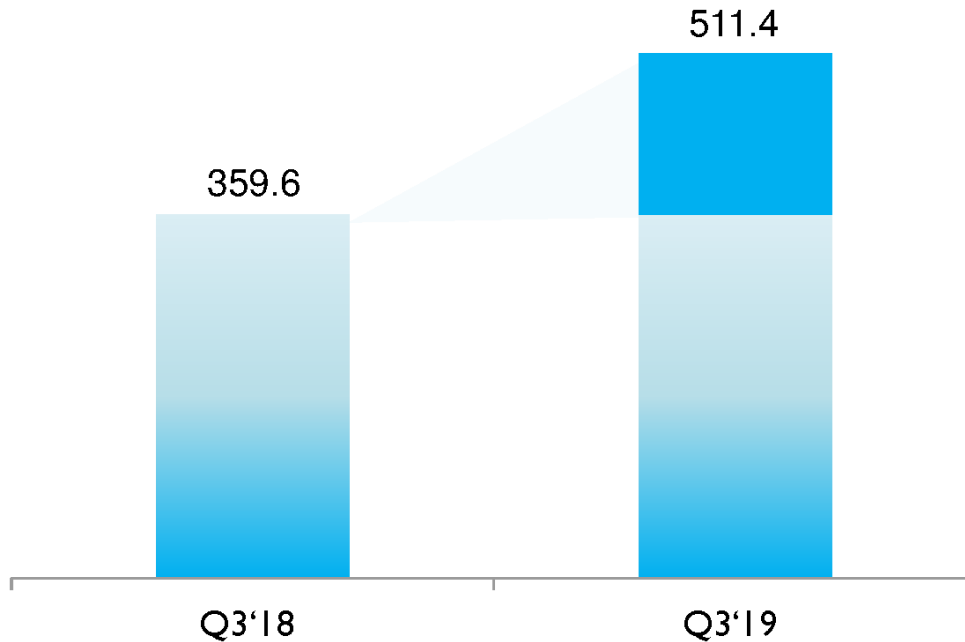
Financials in this presentation are standalone for the 3<sup>rd</sup> quarter and 9 month ending 31<sup>st</sup> Dec 2018

Auditors have done limited review of accounts

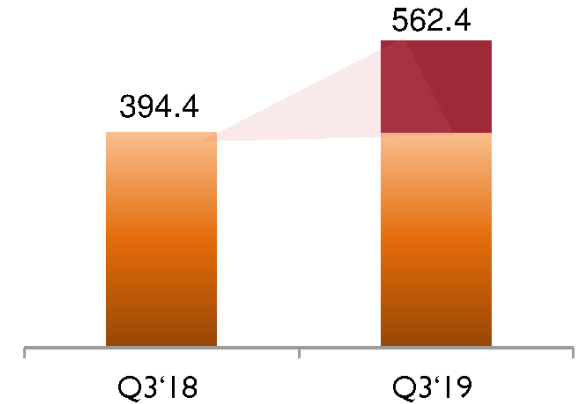
# Revenue for Q3 18-19 (Standalone)

₹ in Crore

## OPERATIONAL REVENUE



## TOTAL REVENUE



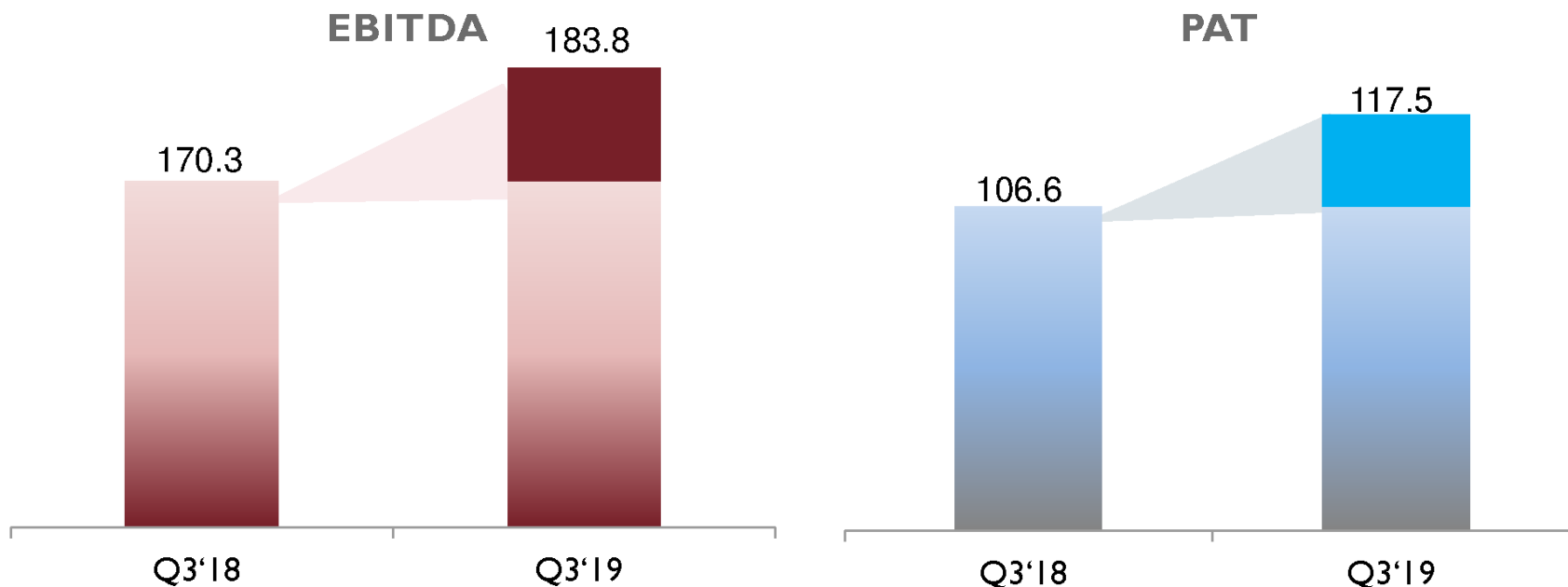
Operating Revenue has increased by 42% on account of increase in all four segments.

Consultancy which kept contributing more than half to operating revenue, has increased by 17%

Revenue from Turnkey Projects has shown substantial growth and its contribution to operating revenue has increased from 6.3% to 22.2%

# Strong Earnings Q3 18-19 (Standalone)

₹ in Crore



EBITDA have grown by 7.9% with healthy margin of 32.7%

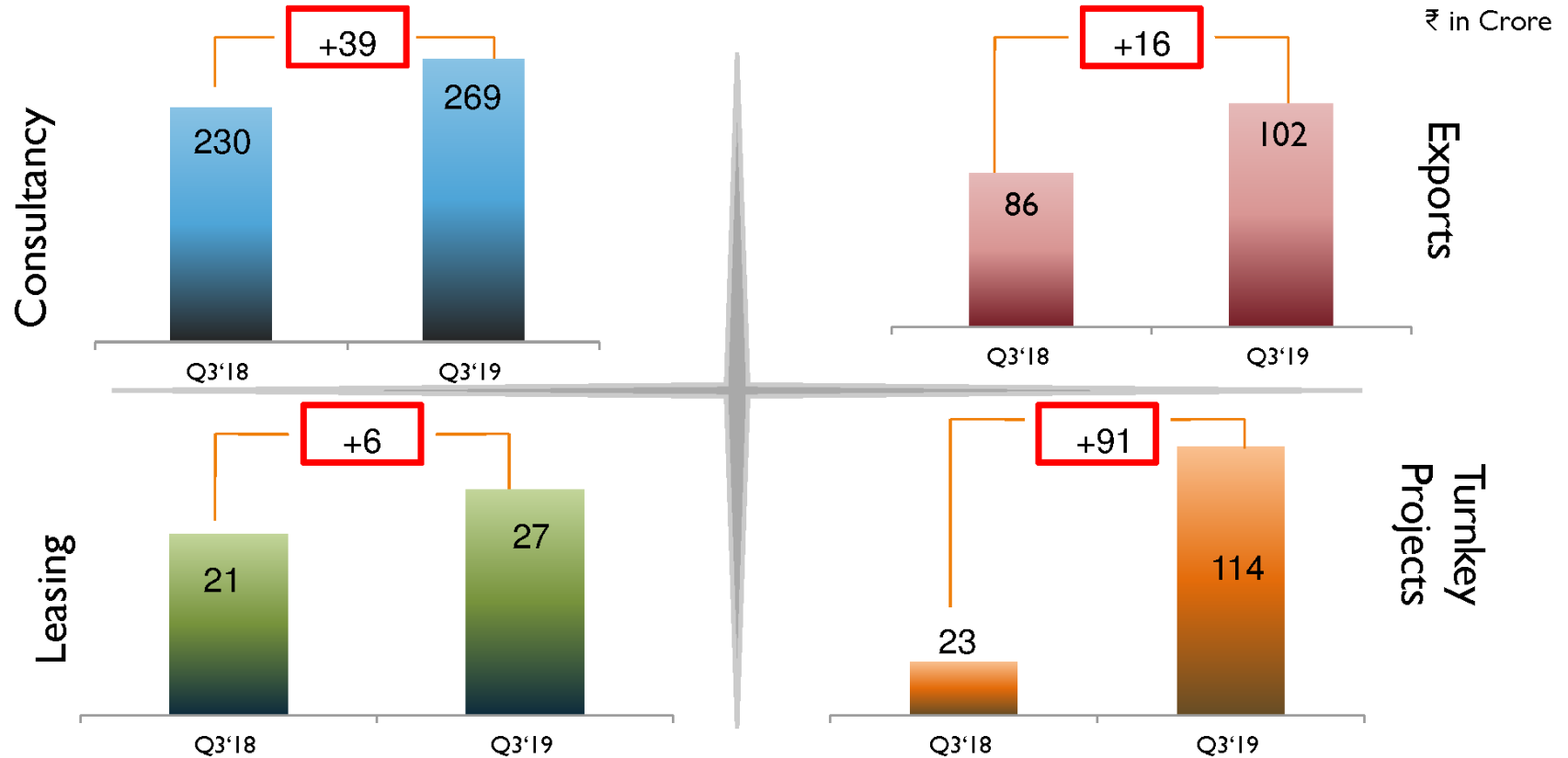
Profit after Tax has grown by 10.2% with healthy margin of 21%

Employee Benefit Expenses has increased on Q3'YoY basis due to:

- 1) Increase in performance pay, leave encashment & annual increase in salary.
- 2) Certain provisions were made towards some allowances of employees in HI of FY'18 which were reversed/adjusted in Q3 FY'18 as these became payable from November '17, having impact of about Rs 18 cr.



# Segmental Revenue Q3 18-19

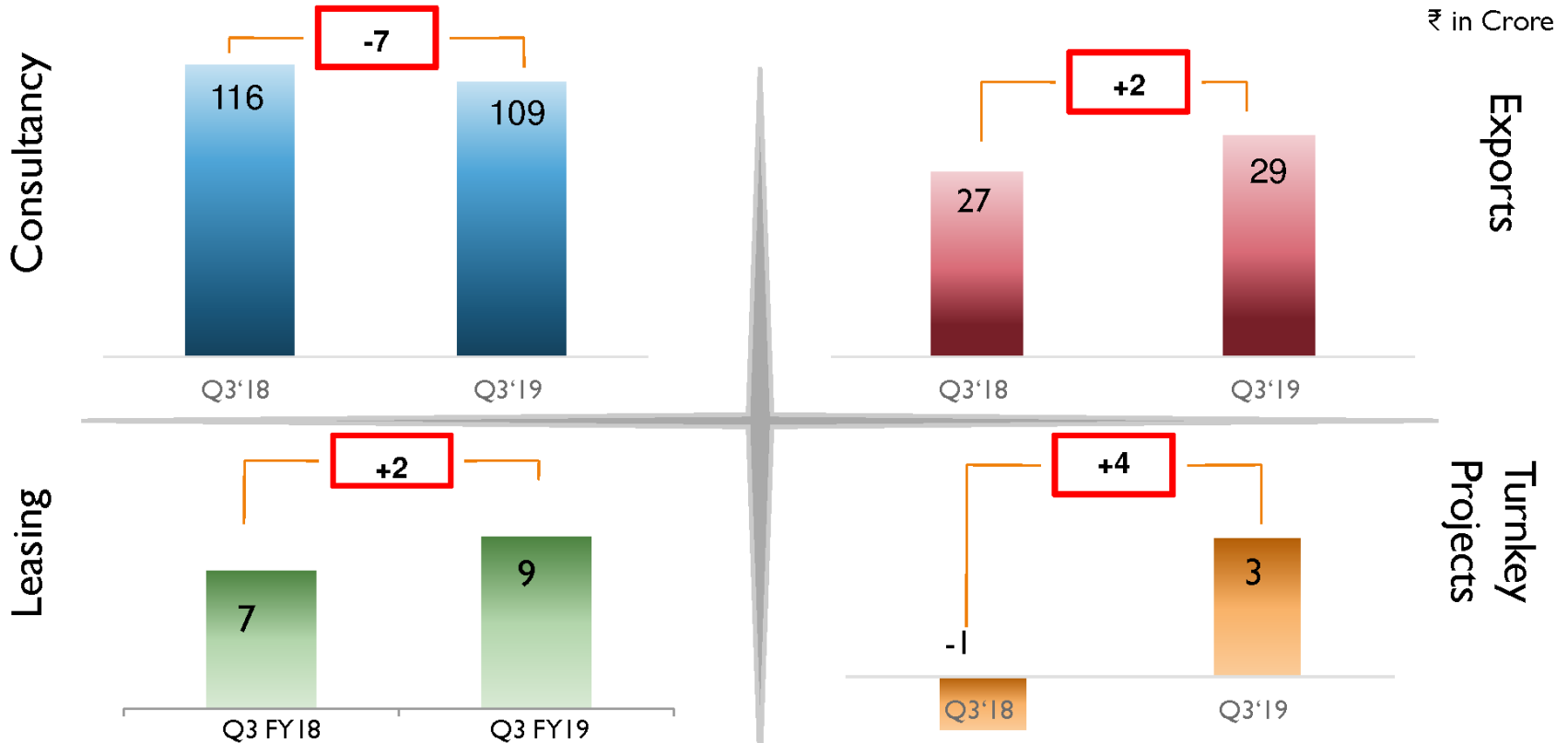


Consultancy revenue has increased by ₹39 Cr (17%) and Turnkey revenue increased by ₹91 cr (396%)

Revenue from leasing services has increase by ₹ 6 Cr (24.4%) and export revenue increased by ₹16 cr (18.8%)

One DMU set has exported to Sri Lanka and trial runs for the same has been successfully completed. Further, one locomotive to Sri Lanka has also been exported.

# Segmental Profits for Q3'19



Consultancy profits continue to provide the healthy margins of 40.6%.

Exports and Leasing profits has grown with a healthy operating margins of 28.4% and 33.2% respectively

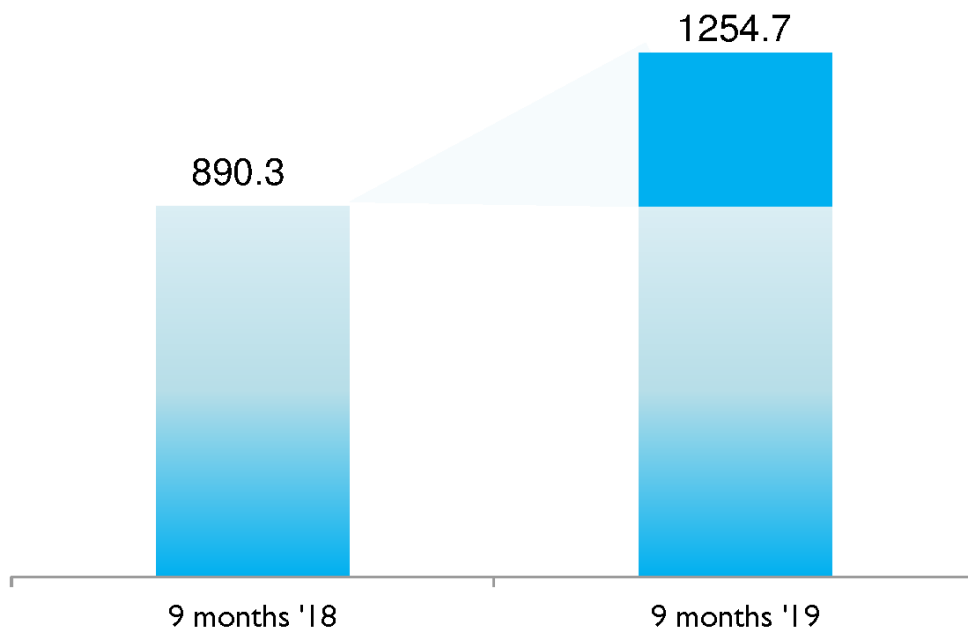
Turnkey profits and profit margins has shown a significant improvement YoY.

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

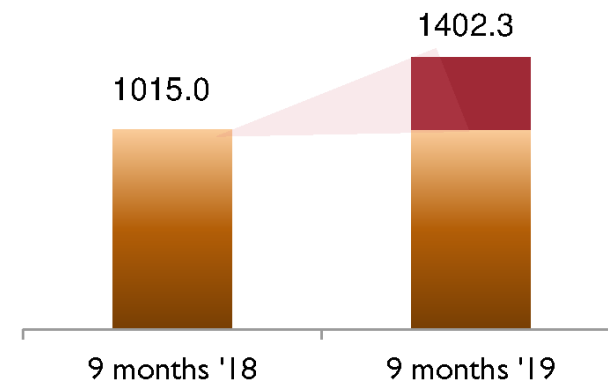
# Revenue for 9 months 18-19 (Standalone)

₹ in Crore

## OPERATIONAL REVENUE



## TOTAL REVENUE



Operational Revenue has increased by 40.9% on account of increase in consultancy, leasing & turnkey segments.

Consultancy which kept contributing more than half to operating revenue, has increased by 28.8%

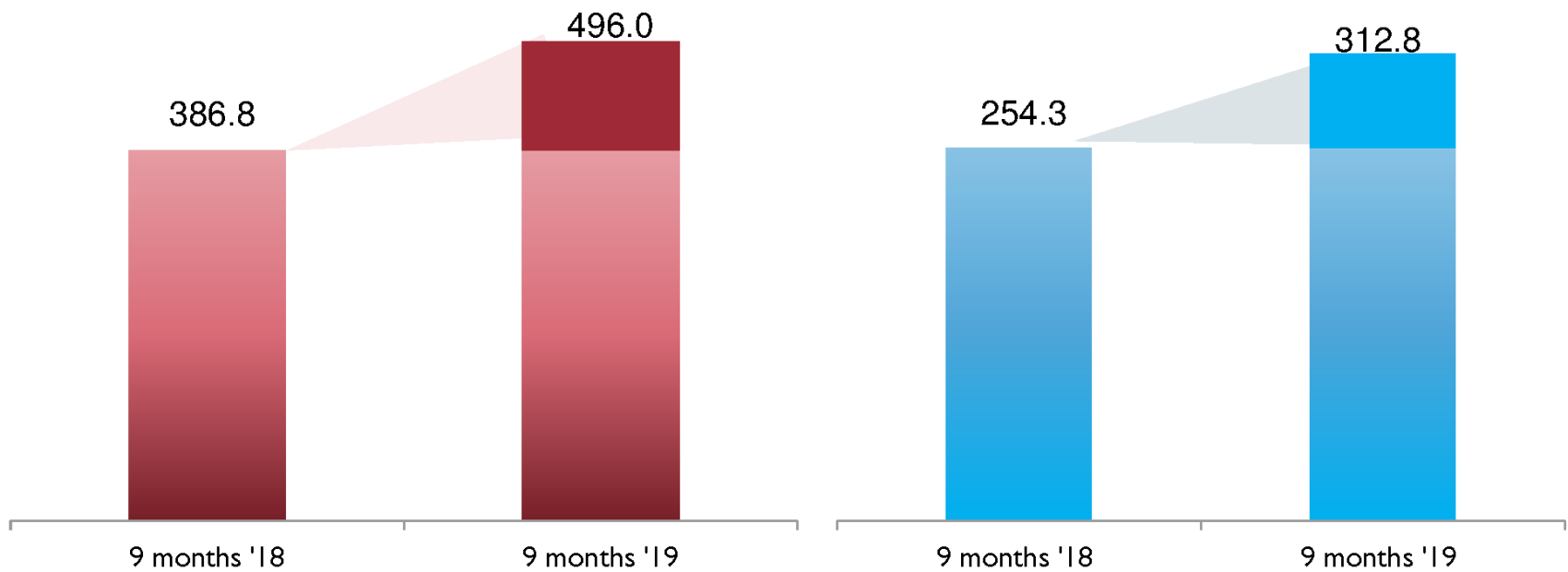
Revenue from Turnkey Projects has shown substantial growth and its contribution to operating revenue has increased from 7.2% to 24.4%

# Strong Earnings 9 months 18-19 (Standalone)

₹ in Crore

### EBITDA & EBITDA MARGINS(%)

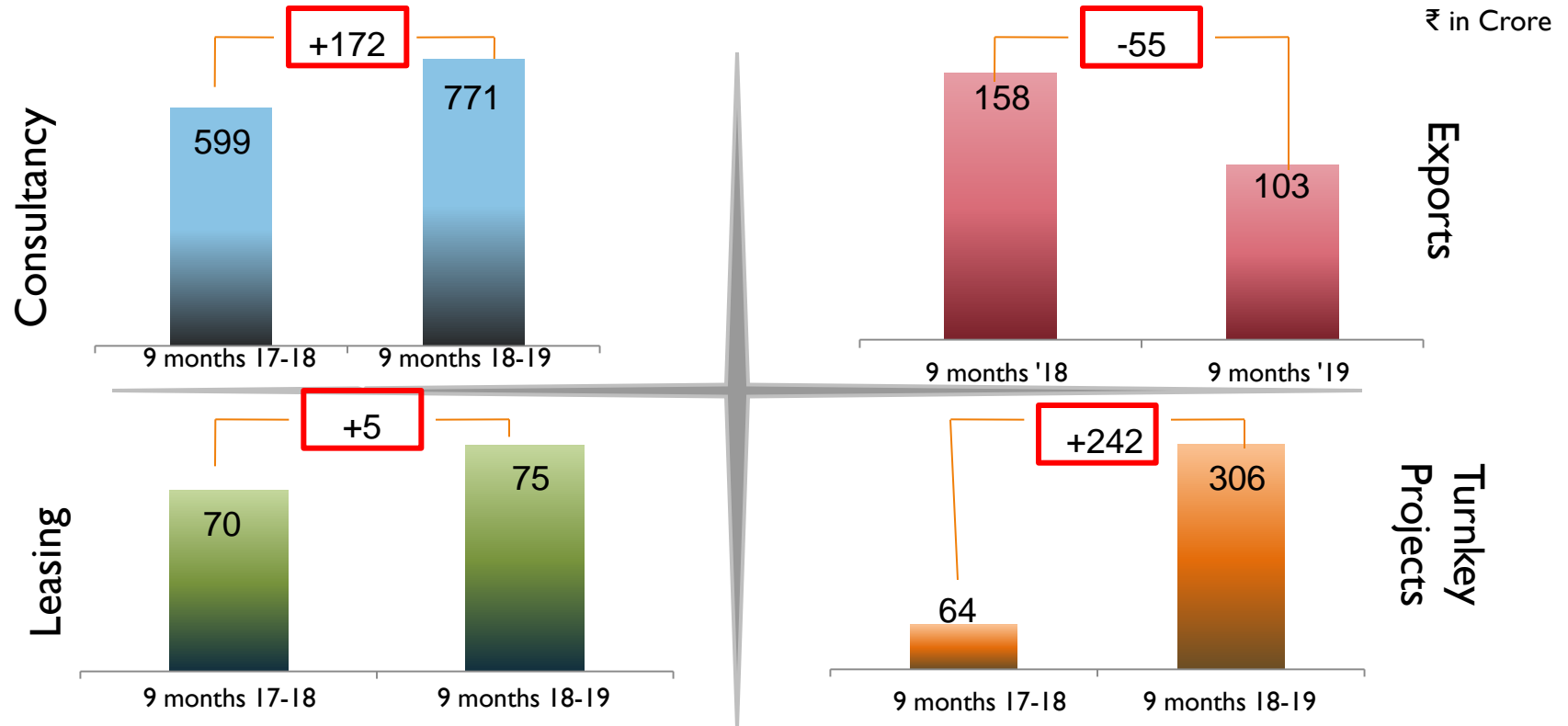
### PAT & PAT MARGINS(%)



EBITDA have grown by 28.2% with healthy margin of 35.4%

Profit after Tax has grown by 23% with healthy margin of 22.3%

# Segmental Revenue 9 months 18-19

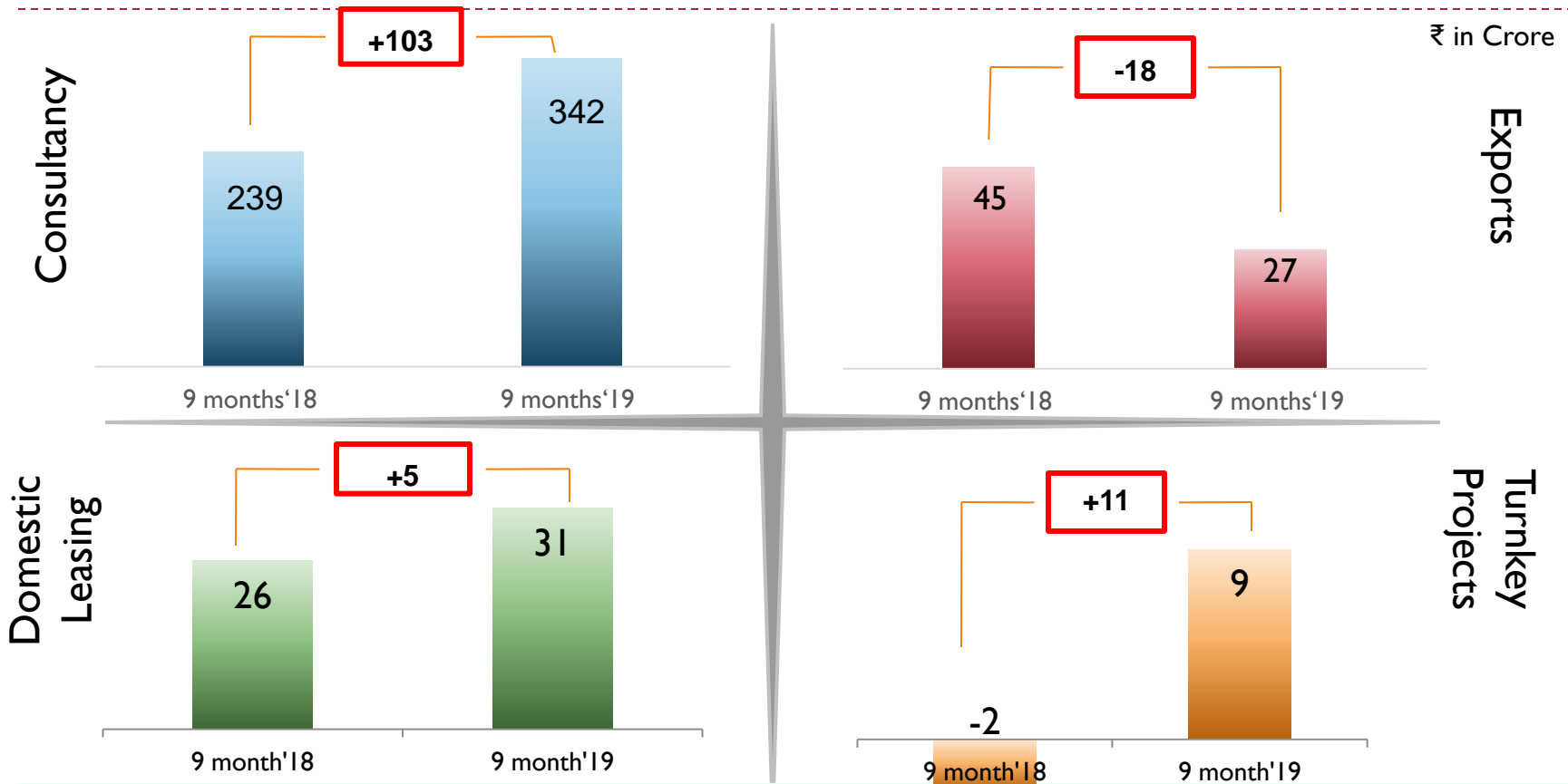


Consultancy revenue has increased by ₹172 Cr (28.8%) and Turnkey revenue increased by ₹242 cr (378%)

Revenue from leasing services has increase by ₹ 5 Cr (6.6%).

Supply of DMU & Loco to Sri lanka Railways is under process; supply of further lots is expected to take place in Q4 FY19 and onwards.

# Segmental Profits for 9 months'19



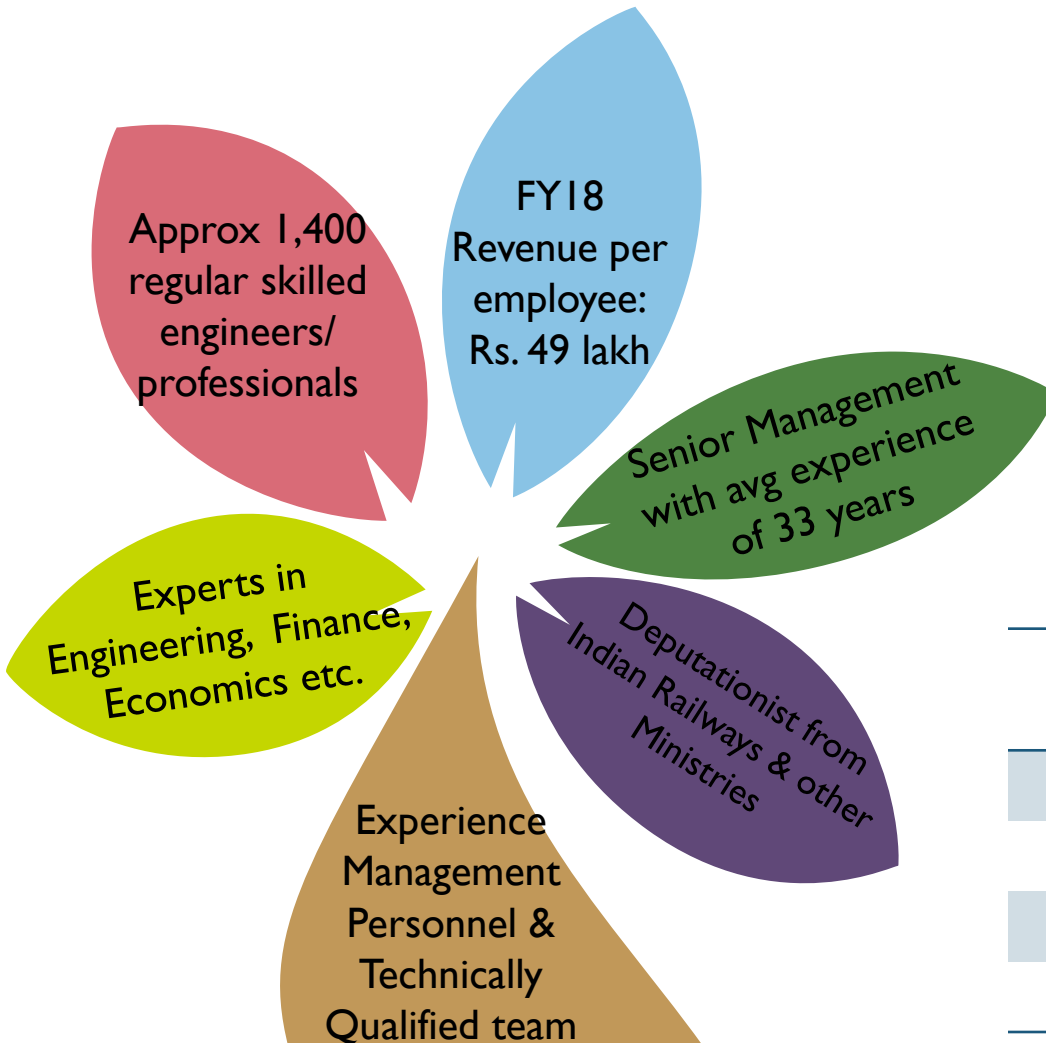
Consultancy & Exports profits grow with healthy margins of 44.4% & 26.2 % respectively.

Turnkey profits and profit margins has shown a significant improvement YoY.

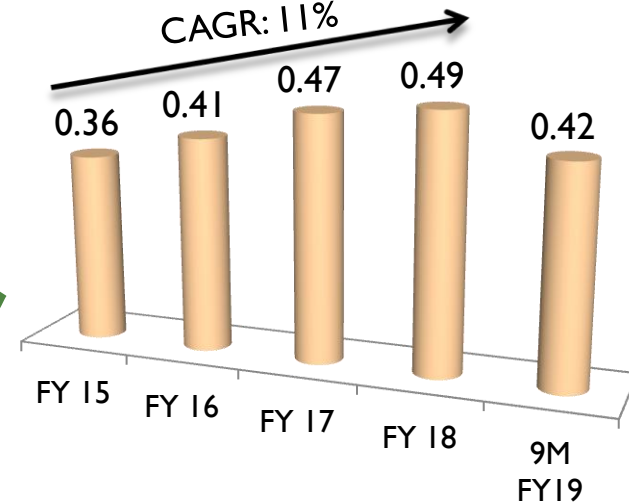
Domestic Leasing profits continue to grow with Margins of 42.1%. 9 M'18 had ₹ 5.97 cr from foreign leasing.

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

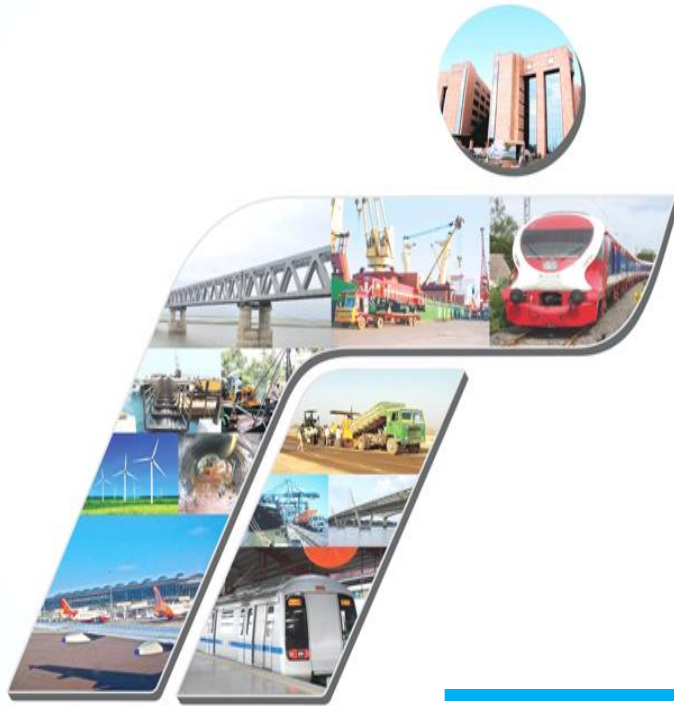
# Employee Productivity



REVENUE PER EMPLOYEE (STANDALONE) ₹ in Crore



Status	Employees as on 31.12.2018
Regular	2027
Deputation	164
Contract	1154
<b>Total</b>	<b>3345</b>



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## 2. Order Book

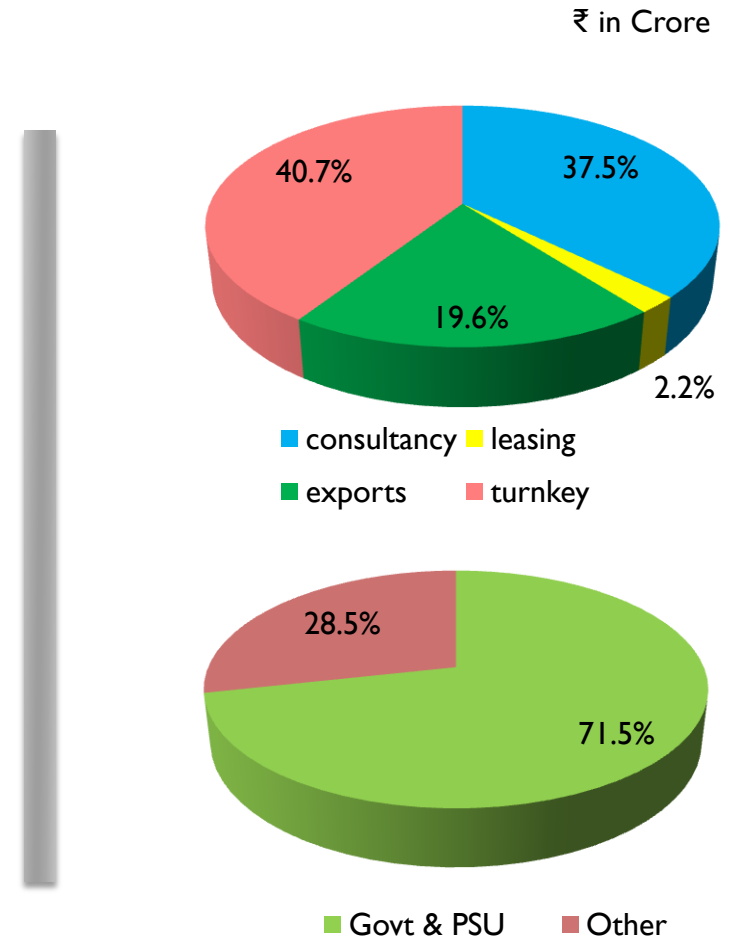
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# Order Book



**Total Order book as on 31.12.18**  
**₹ 6054 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 Q3'18-19

₹ in Crore

	Project Scope	Amount	Client	Expected Completion
Turnkey	Bogibeel Bridge- Structural Health Monitoring Systems Services	58.37	North East Frontier Railways	2019
	Execution RE Project Ringas-JP-SWM (extension)	42.58	North West Railways	2020
Consultancy	Project Management Consultancy for Project Trident	25.15	Govt. of Mauritius	2022
	Detailed Project Report for Lot-8/Pkg-2 under Bhartmala	14.55	NHAI	2019
	Detailed Engineering and Project Supervision for Development of IR Goods Shed at Kanpur	14.49	Container Corporation of India Ltd.	2021
	Project Management Consultancy for Railway Siding	6.20	NALCO	2020
Leasing	Wet leasing of 2 Locomotives	9.42	Kanti Bijlee Utpan Nigam Ltd	2020

Total of 67 projects including extensions were added in this quarter.



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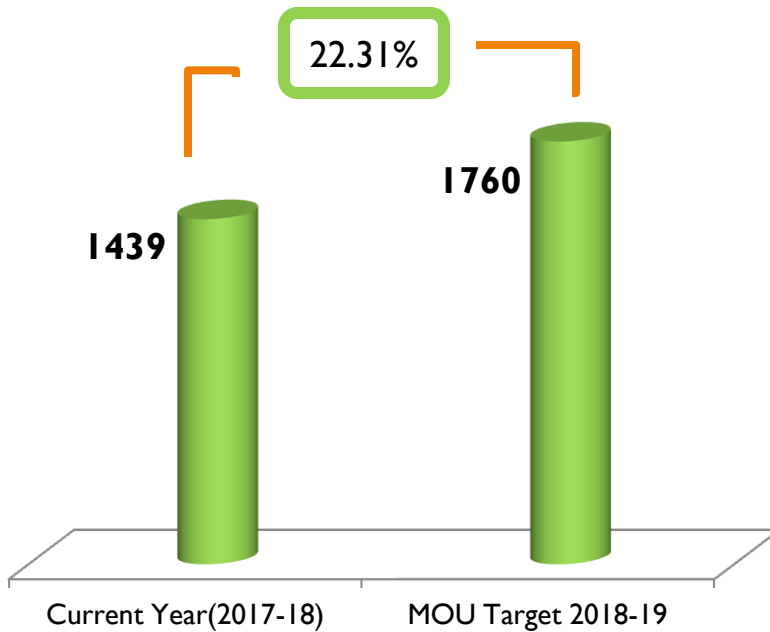
### 3. Outlook for FY18-19

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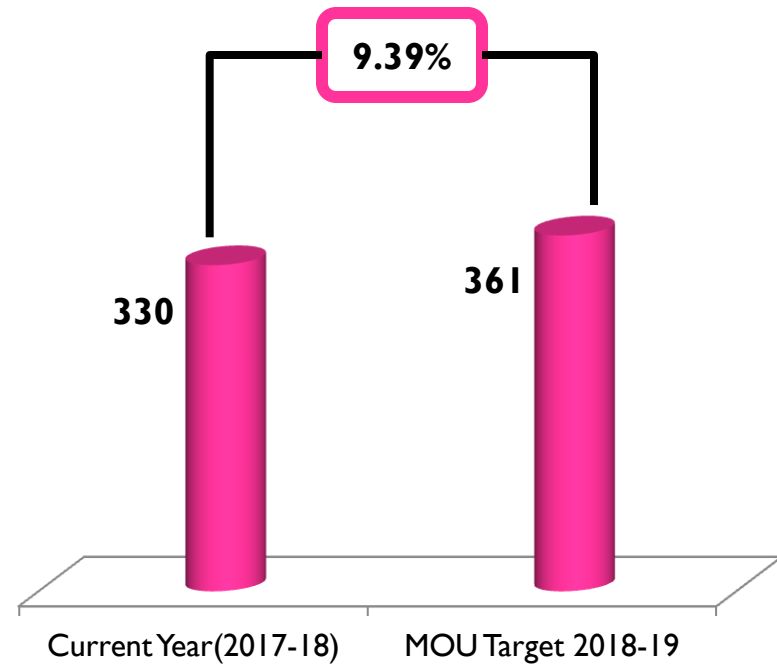
# Outlook for FY18-19 (Standalone)

₹ in Crore

## OPERATING REVENUE



## OPERATING PROFIT



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



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## 4. Annual Financial Performance Summary FY17-18

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# Financial Summary (Consolidated)

₹ in Crore

Particulars	FY 17-18	FY 16-17	Increase/Decrease	
Total Revenue <sup>1</sup>	1667	1561	6.8%	↑
Operating Revenue <sup>1</sup>	1503	1351	11.2%	↑
EBITDA <sup>1</sup>	572	555	3.2%	↑
PAT <sup>1</sup>	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 <sup>2</sup> (own fund)	1568	1314	19.3%	↑

<sup>1</sup>Highest ever

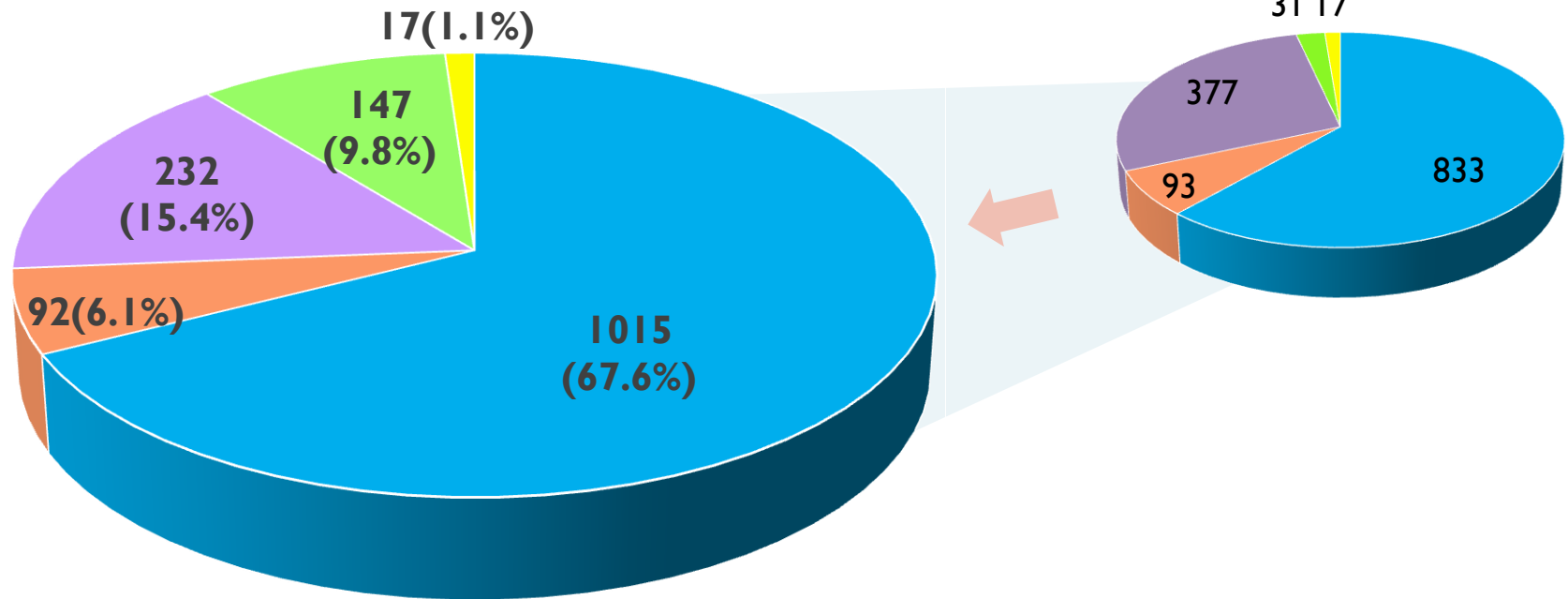
<sup>2</sup>Cash in hand includes cash & bank balances and investment into liquid plan of Mutual Funds & Tax Free Bonds.

# Segmental Revenue(Consolidated)

₹ in Crore

**FY 2017-18**

**FY 2016-17**



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



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**Thank You**

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