



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

No. RITES/SECY/NSE

Date: 12.08.2021

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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Sub: Investor Presentation on Un Audited Financial Results (Consolidated and Standalone) for the quarter ended on 30th June, 2021

Dear Sir/ Madam,

Please find enclosed herewith a copy of Presentation on Un Audited Financial Results (Consolidated and Standalone) for the quarter ended on 30th June 2021.

This is for your information and records.

Thanking You,

Yours faithfully,
For RITES Limited

Joshit Ranjan Sikidar
Company Secretary & Compliance Officer
Membership No. : A32442



Investor Presentation

Financial Results: Q1FY22

Date: 12th August 2021

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Financial Performance Q1FY22



Q1FY22 at Glance

1 >

Consolidated Operating revenue up by 5.7%

2 >

Consolidated Profits after Tax up by 19.8%

3 >

Interim dividend of ₹ 2 per share

4 >

Highest ever Order book of ₹6925 crore as on 30th June 2021

5 >

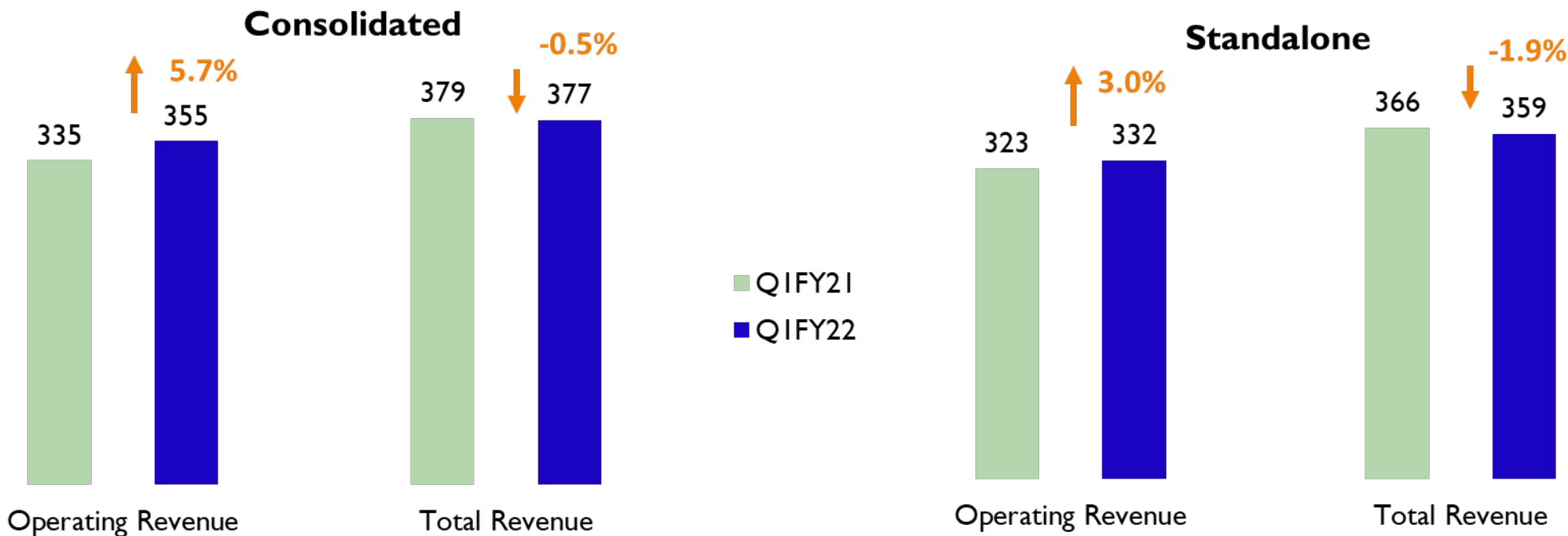
Order Inflow improved; Covid 2nd wave disruptions impacted revenue





Performance-Q1FY22

₹ in Crore



- Growth registered in operating revenue; softer growth is due to:

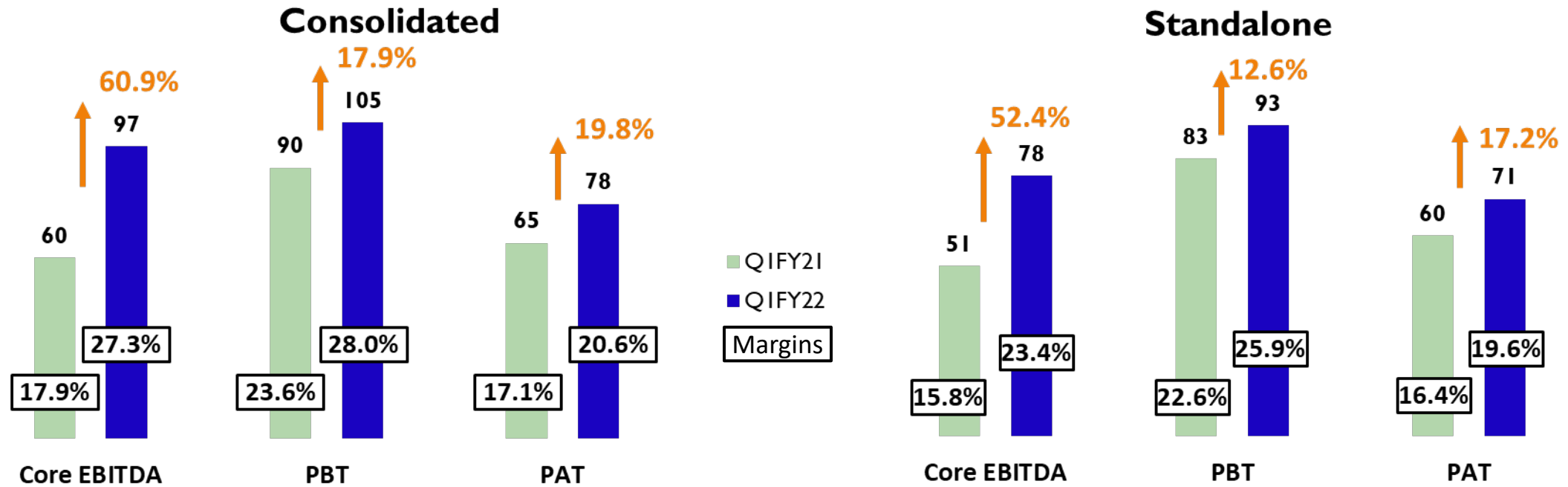
- Disruption caused by 2nd wave of Covid.
- Exports shifted to Q2FY22
- 1st phase of turnkey projects getting substantially completed.

- Slight decrease in total revenue is on account of decrease in interest income and reversal of provision in Q1FY21.



Profits and Margins-Q1FY22

₹ in Crore



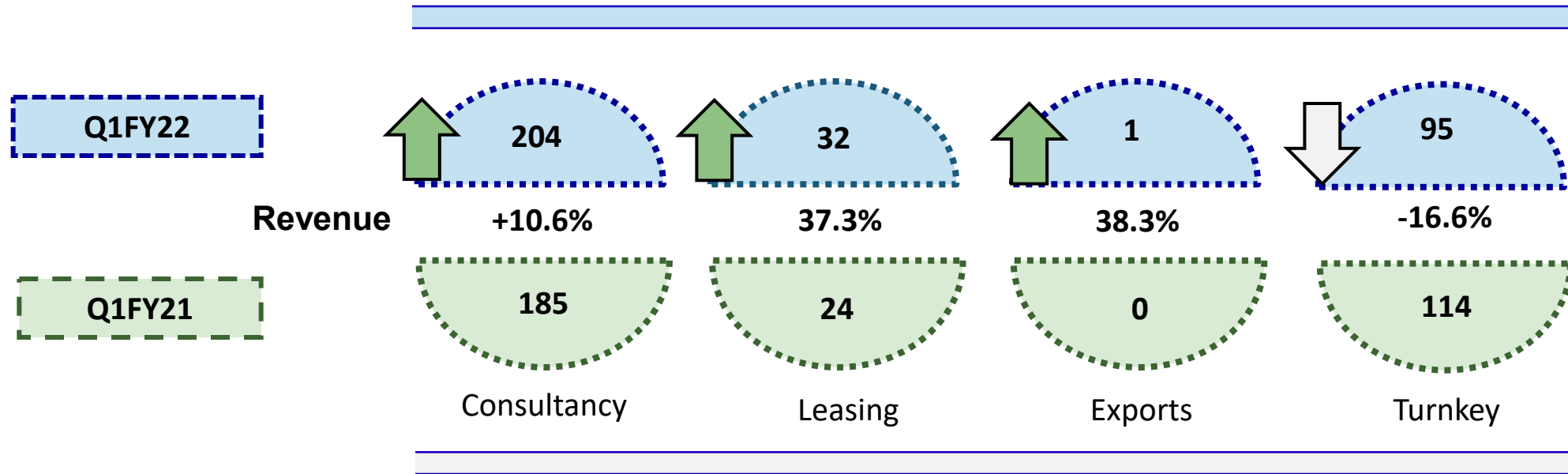
- Profits and Margins improved over Q1FY21
- Disruptions caused by 2nd wave of covid, softened profits in all segments except leasing

*Core EBITDA = PBT + Interest + Depreciation + Amortization – Other Income



Segmental Analysis (Revenue – Q1FY22)

₹ in Crore

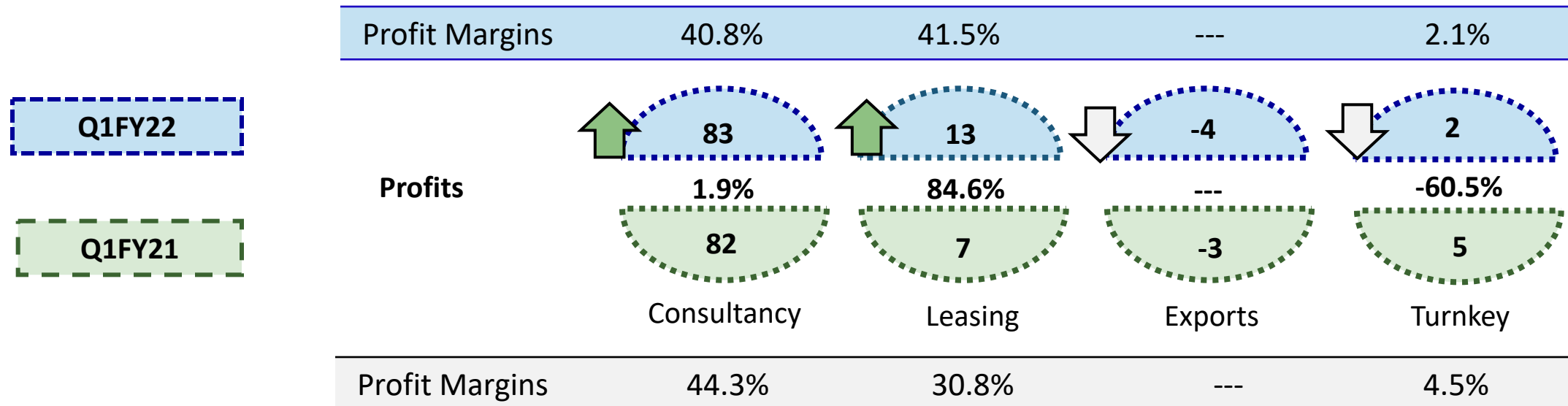


- Growth in Consultancy and Leasing
 - Leasing revenue showing growth over pre-covid level
 - Consultancy revenue from foreign projects has started showing growth
 - Domestic consultancy impacted due to disruptions caused by 2nd wave of Covid & less procurement impacting Quality Assurance business
- Export revenue spill over to Q2FY22; 30 coaches which were at port as on 30th June 21, has been shipped in Q2FY22
- Turnkey revenue impacted due to covid disruptions and 1st phase of turnkey projects getting substantially completed; revenue from recently secured electrification and new line projects to reflect in coming quarters.



Segmental Analysis (Profits – Q1FY22)

₹ in Crore



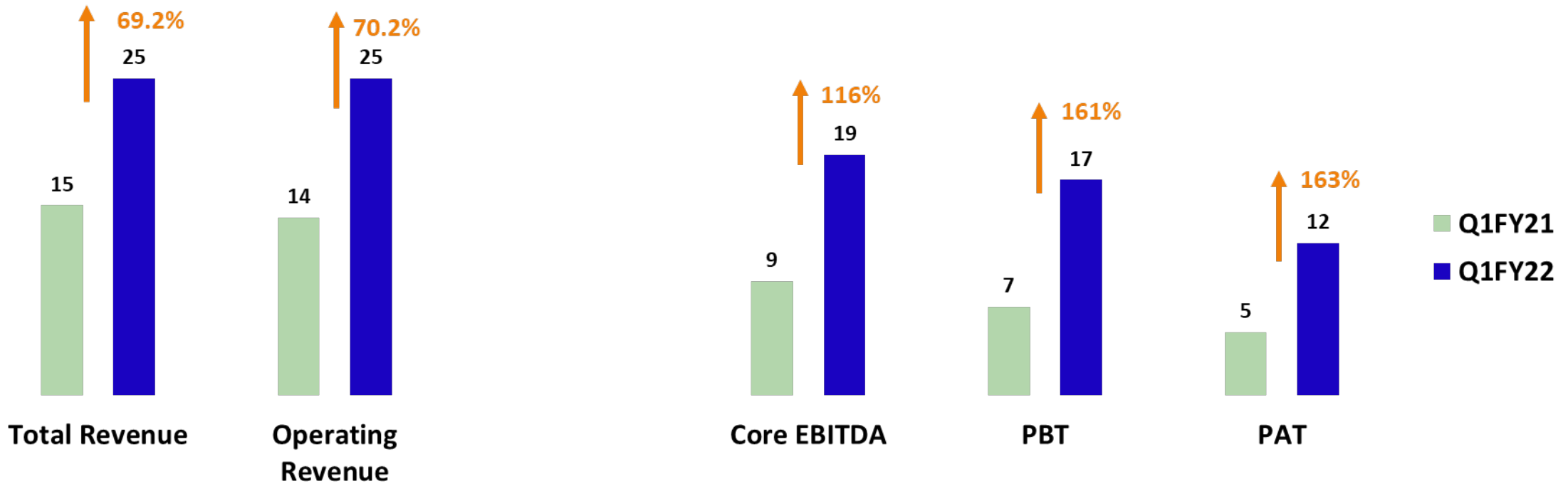
- Overall Margins maintained
 - Leasing margins improved as business improving over pre-covid levels
- Consultancy margins rationalised due to covid disruptions and less Quality Assurance revenue
- Turnkey margins impacted due covid disruption and 1st phase of turnkey projects getting substantially completed

*Profits and Profit Margins don't include un-allocable expenses & finance cost



REMC Ltd Performance – Q1FY22

₹ in Crore



- Revenue and profits reached pre-covid levels

- Consultancy and Power Generation has shown a growth of 81% and 50% respectively.

*EBITDA = PBT + Interest + Depreciation + Amortization – Other Income



Employee Productivity

₹ in Crore



Continuous rationalization of manpower to improve productivity



FY21 Profit before Tax per employee stands at ₹19 lakh (₹27 Lakh in FY20)



Senior Management with an avg. experience of 30+ years

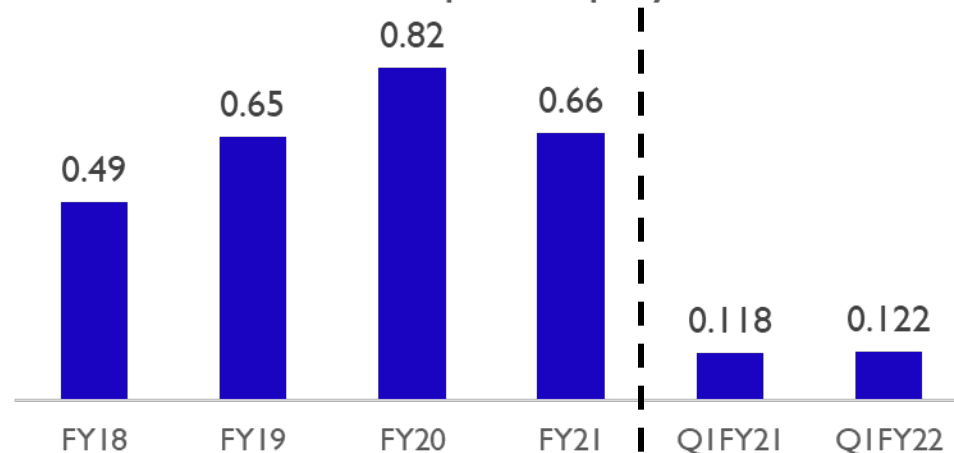


Experts in Engineering, Science, Finance, Economics etc. with a mix of regular, deputationists and contract employees



Approx 1,400 regular skilled engineers/professionals

Revenue per Employee



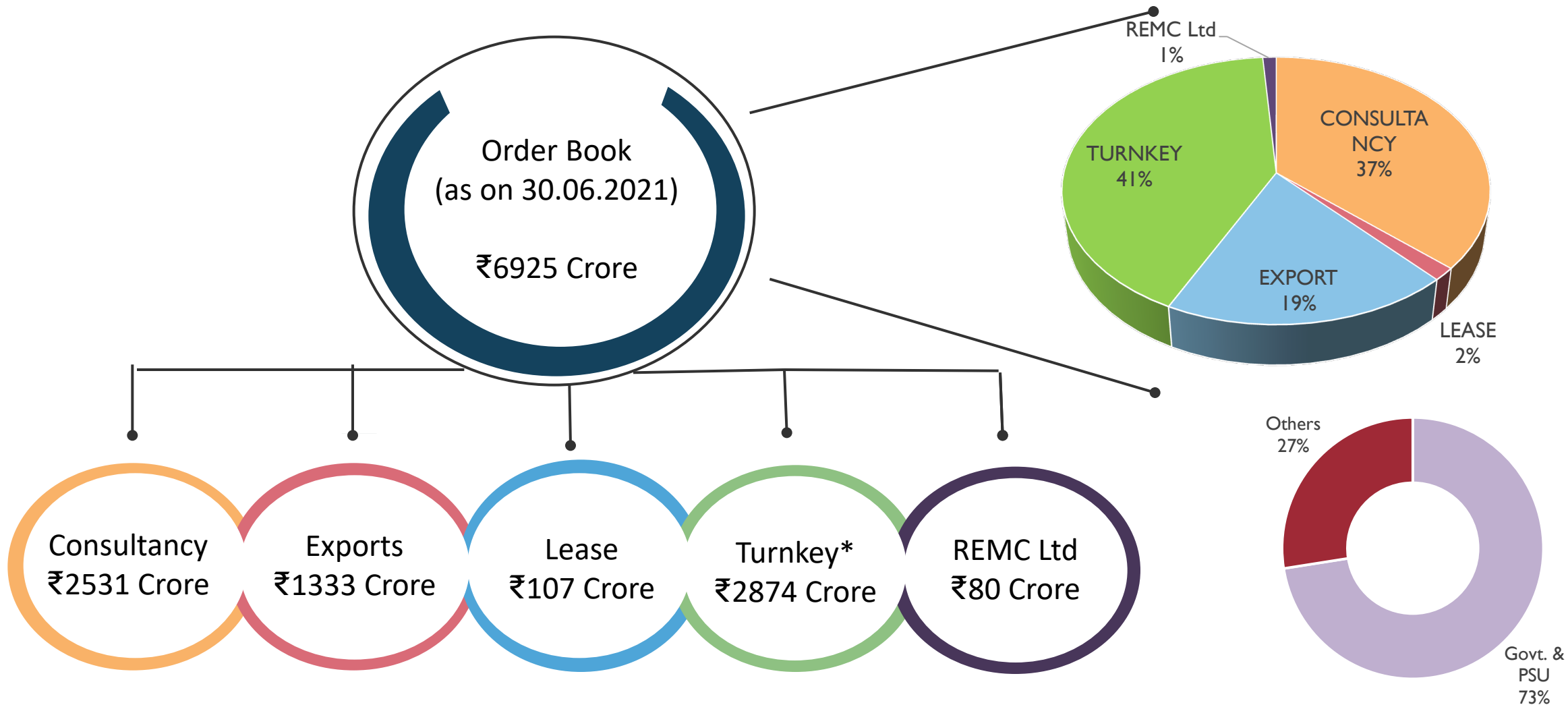
Status	No. of Employees	
	30.06.2020	30.06.2021
Regular	1942	1909
Deputation	146	120
Contract	1006	914
Total	3094	2943



Order Book



Order Book



* Does not include ₹4027 crore of New Railway Line projects which were secured in Q2FY22.

Order book also includes US Dollar denominated projects and converted to INR at the time of award of the contract

^ REMC Ltd's order book is annualised based on the last quarter's procurement contracts and wind power generation



Major Projects Secured during Q1FY22

₹ in Crore

RITES secured about 45 projects/contracts including enhanced scope worth around ₹1000 crore during Q1FY22.

	Project Scope	Amount	Client	Expected Completion
Turnkey	Railways Electrification work of Mysore-Hassan-Mangalore	461.2	Ministry of Railways, Gol	2023
	Railways Electrification work of Lumding - Badarpur	288.4	Ministry of Railways, Gol	2023
Consultancy	Construction of Dual Gauge Railway Line from Bogura to Shahid M. Mansur Ali station, Sirajganj	63.0	Bangladesh Railways	2025
	Project Management consultancy for Light Rail Transit System – work Extension	45.0	Metro Express Ltd, Mauritius	2022
	Project Management consultancy for Construction of Integrated Check Post at Bhairawaha, Nepal	9.4	Ministry of External Affairs, Gol	2025
	Consultancy Service preliminary activities of new line between Solapur-Tuljapur-Osmanabad	8.2	Central Railways	2022



Outlook FY2021-22



Business Outlook

- 01** Q1FY22 impacted due to 2nd wave of Covid
- 02** Adequate order book for execution for 2-3 years
- 03** Pick-up in tendering activities of Infrastructure projects
- 04** Pandemic resurgence is a cause of concern
- 05** National Rail Plan & National Infrastructure Pipeline to provide definitive direction



- 01** Exports revenue spill over to Q2FY22 and further
- 02** Focus on execution while maintaining margins
- 03** Order inflow picked up, further consolidation in order book expected
- 04** Business activities attaining pre-covid level after 2nd wave
- 05** Strategic focus on international projects, exports and domestic mega projects



Thank You

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