

No. RITES/SECY/NSE

Date: March 6, 2025

लिस्टिंग विभाग, नेशनल स्टॉक एक्सचेंज ऑफ इंडिया लिमिटेड, 'एक्सचेंज प्लाजा', सी-1, ब्लॉक जी, बांद्रा-कुर्ला कॉम्प्लेक्स, बांद्रा (पूर्व), मुंबई - 400051	कॉर्पोरेट संबंध विभाग, बीएसई लिमिटेड, रोटुंडा बिल्डिंग, पी जे टावर्स, दलाल स्ट्रीट, फोर्ट, मुंबई - 400001
Scrip Code- RITES	Scrip Code- 541556

**Subject: Investor Presentation of RITES Limited**

Dear Sir/ Madam,

In connection with our intimation dated 04.03.2025 regarding the Investor Meet, please find enclosed herewith the Investor Presentation for your kind information and record.

धन्यवाद/Thanking You

भवदीय/ Yours sincerely,

राइट्स लिमिटेड के लिए/ For RITES Limited

अशोक मिश्रा/ Ashok Mishra

कम्पनी सचिव व अनुपालन अधिकारी/ Company Secretary & Compliance Officer

एफ सी एस क्रमांक/ FCS No.: 6411

**Transforming to GREEN**



# INVESTOR PRESENTATION

*March 2025*

**Transforming to GREEN**

*Future Ready*  
Not just more of the same; but much more of the New!

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# About Us – Global Infrastructure Consultant



Listed Public sector enterprise with **Gol shareholding of 72.2%** with **50 year** proven track record



**Only Consultancy firm** in India offering services **across infrastructure sectors** under one roof



**Zero Debt** and Low Capex company with **90%+** dividend payout



Beyond borders: rich experience in **55+ countries**



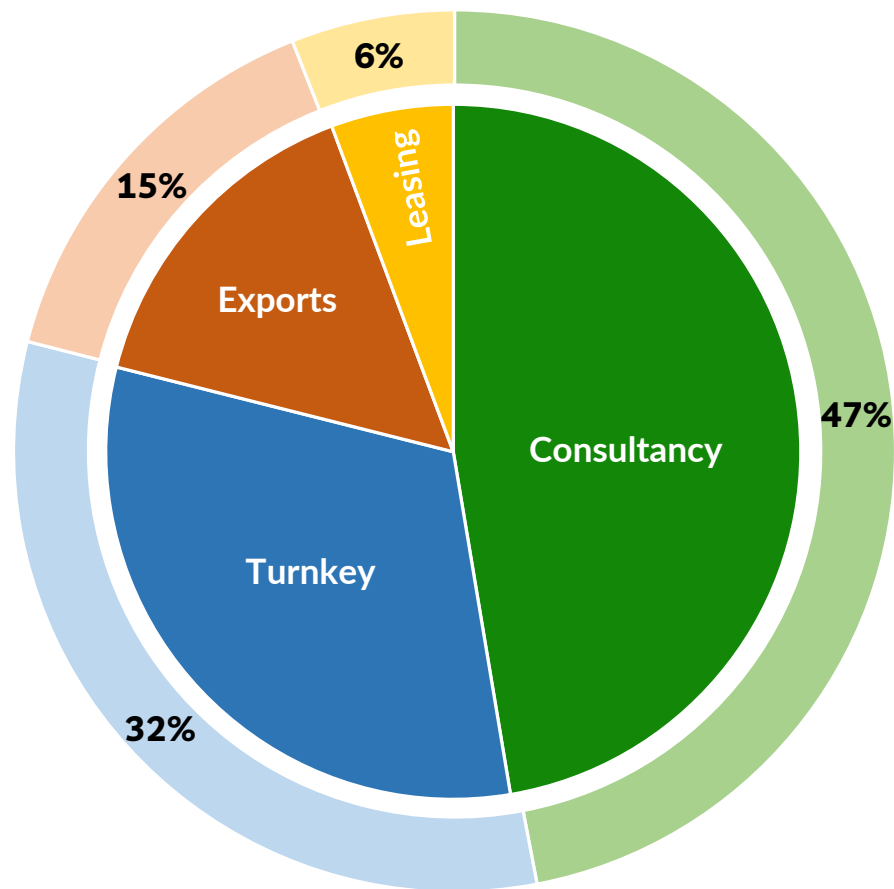
**700** ongoing projects including **strategic projects** for Govt.



Working towards **Net Zero 2030** vision of Indian Railways through subsidiary REMC Ltd



Team of **2700+** with **more than 70%** of professionals

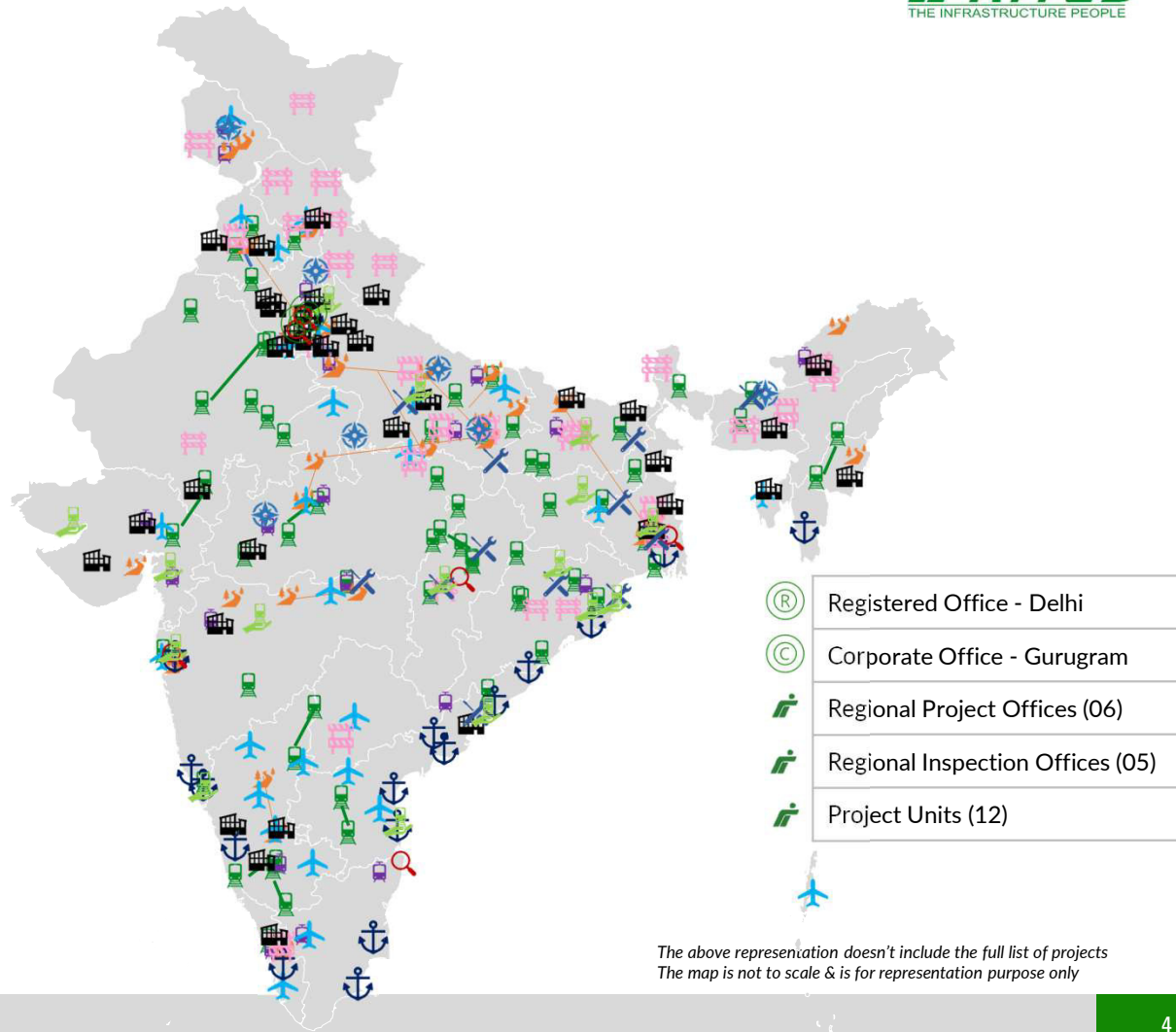


Average revenue over last three years revenue & 9MFY25

Diversified Business Portfolio

# Pan India Reach

	Rail Infra	WDFC & EDFC - PMC
	Metros	Mauritius metro - PMC
	Urban Planning	Ayodhya Pilgrimage Management Plan
	Ports & Waterways	Machilipatnam port - DPR & PMC
	Airports	Gwalior Airport - PMC
	Highways	Purvanchal Expressway - PMC & ETA
	Buildings	IIM Rohtak - PMC
	Bridges, Tunnels	Bogibeel Bridge and Pir Panjal Tunnel - Design & PMC
	Locomotive Leasing	90+ Locos at 35 sites
	O&M of Rolling Stock	30+ mini railways systems
	Quality Assurance	1 lakh inspections per year



The above representation doesn't include the full list of projects  
The map is not to scale & is for representation purpose only

# RITES Videsh - 55+ Countries



## Recent projects

	Indonesia	Port
	Myanmar	Port
	Guyana	Highway
	Ghana	Railways
	Nigeria	Highway
	Bahrain	Metro
	Mozambique	Export of RS
	Mauritius	Metro, Airport & Jetty
	Sri Lanka	QA for Railways Imports
	Nepal	Airport & ICP
	Bangladesh	Highway, Railways & Multi Modal Hub
	Botswana	Highway

Foreign Earnings/Year ~ US\$ 66 Million\*

Projects over the years			
Asia	Africa	America	Middle East
90+	100+	10	25+

The map is not to scale & is for representational purpose only

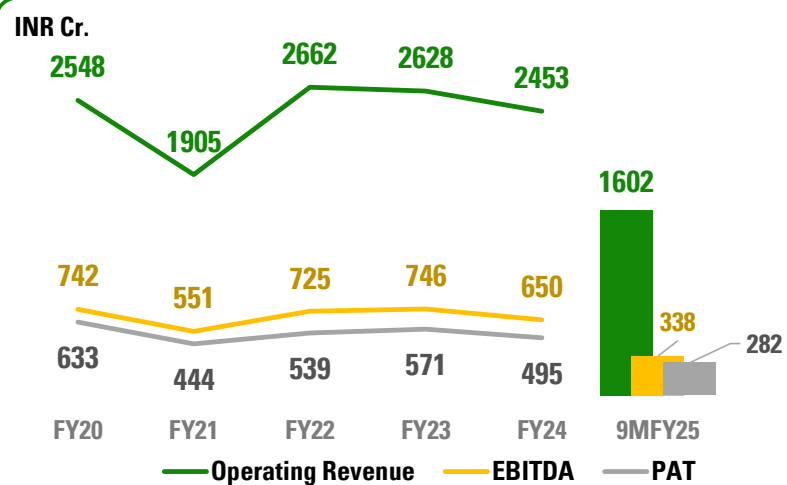
\* Average of 13 years



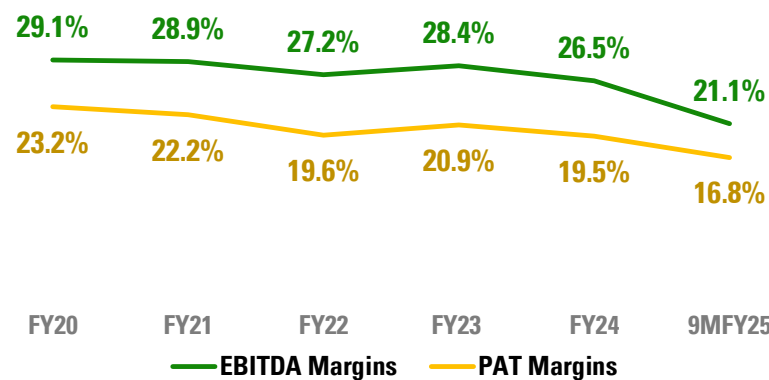
# Strong Financials



## Revenue & Profits



## EBITDA & PAT Margins



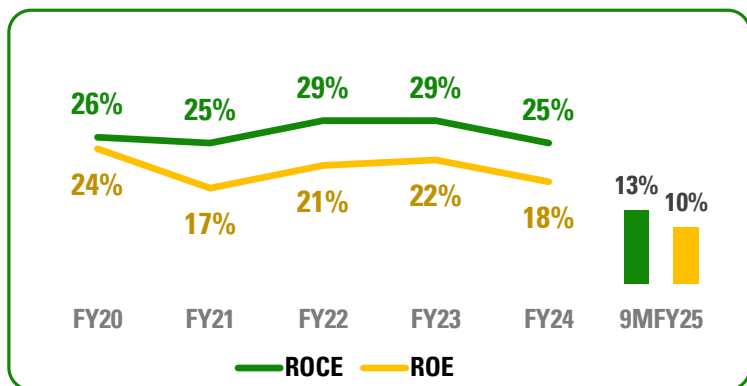
- No significant addition in export order due to change in priorities of Rolling Stock importing countries for period of three years
- Quality Assurance business from Indian Railways moved from nomination to competitive bidding

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

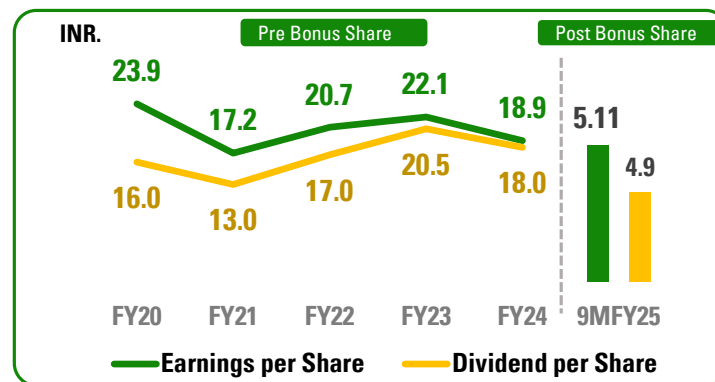
\*consolidated financials

# Value Creation

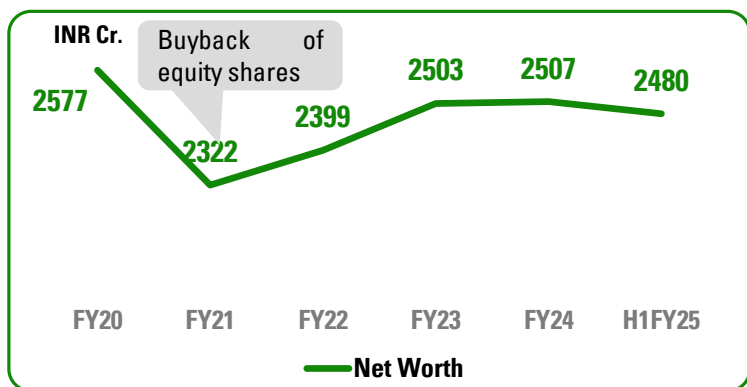
## Returns



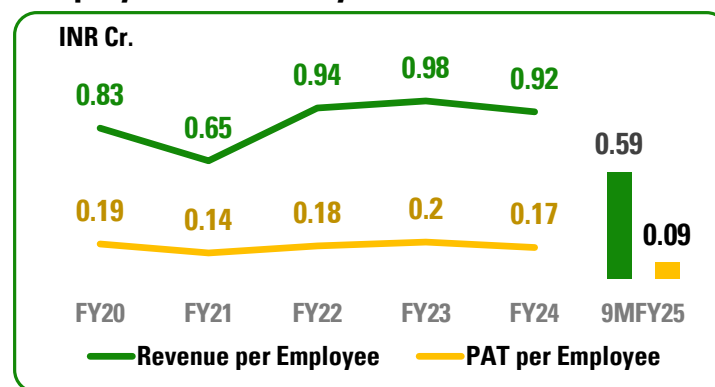
## Shareholders Wealth



## Net Worth



## Employee Productivity

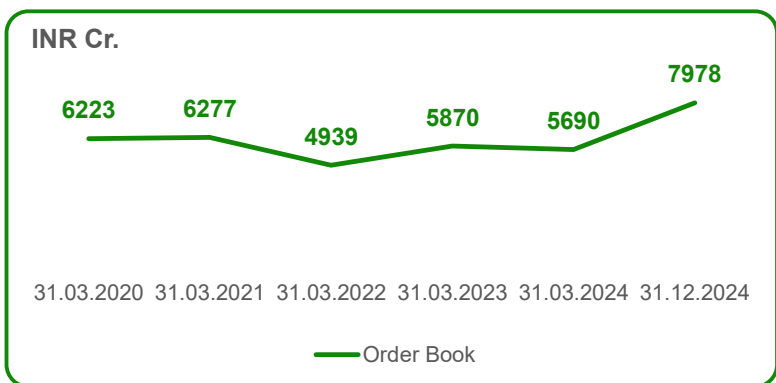


\*ROE = PAT/Avg. Net Worth & ROCE = EBIT/(Net worth - Notional assets)



# Order Book

## Strong Order Book



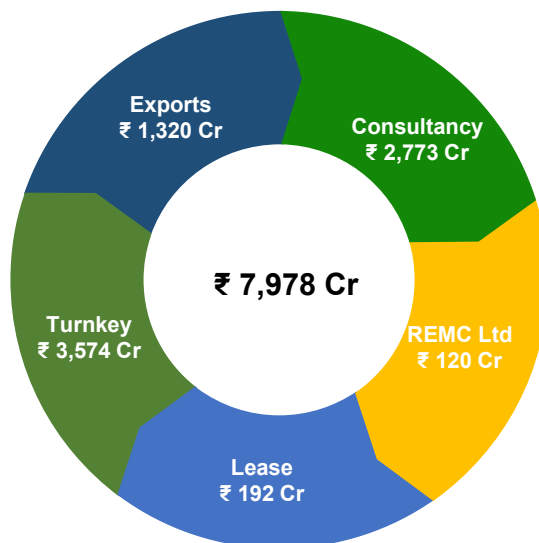
One order a day company<sup>#</sup>



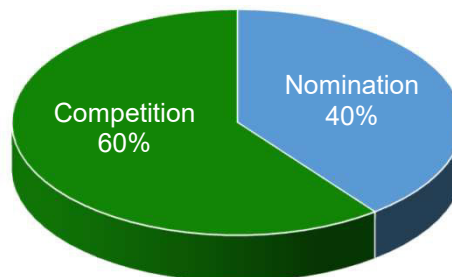
Highest ever Order Book as on 31.12.2024

<sup>#</sup>REMCL's orders book is annualised based on the last quarter's procurement contracts and wind power generation

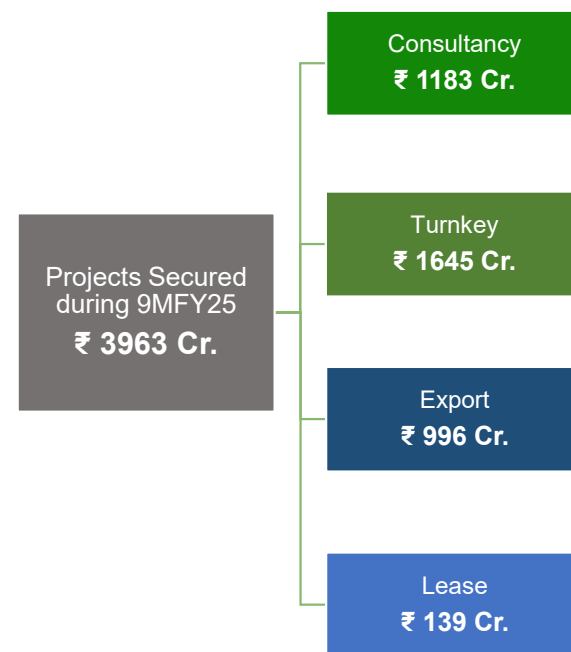
## Order Book Split as on 31.12.2024



## Nomination vs Competition



## Order Secured 9MFY25



<sup>#</sup>Secured more orders than the Calander days during the 9MFY25

# Opportunities & Challenges

## OPPORTUNITIES

### Domestic

- ❖ ₹143 L Cr\*. of Integrated transport in pipeline
- ❖ Infrastructure requirement for making Livable & climate responsive cities
- ❖ Development of Industrial corridors
- ❖ Focus on IR modernisation/ High speed rail/ Dedicated freight corridors/ Station development/ Railway Safety
- ❖ Upcoming mega infrastructure projects in areas of ports, metro rails, expressways, etc.
- ❖ Demand shift from projects to integrated solutions
- ❖ Emerging Sectors with Business potential focus – Defence Infra, Critical Asset Health, Sustainability etc.
- ❖ PM GatiShakti – National Master Plan for Multi-modal Connectivity

### International

- ❖ Cross country economic corridors
- ❖ Focus on consultancy opportunities for hinterland connectivity to ports
- ❖ Requirement of new Infra and infra upgrade in Africa and Latin America
- ❖ Multilateral Funding Agencies – Increasing commitments in South Asia, Africa & Latin America

## Challenges

### Major Impediments

- ❖ Policy changes:
  - Nomination to Competitive mode
  - Cost plus to EPC
- ❖ Aggressive bidding by new entrants leading to cutthroat competition pressurising market share & margins
- ❖ Shift of Govt. from grants & LoC sanctions for transport infrastructure projects to health & liveability
- ❖ Lack of suitable financing arrangements from India for foreign projects

\*Source: CRISIL

# Way Forward

Steps:

SCALE

REACH

Focus

## IMMEDIATE STEPS

- Business from MoUs & Client Diversification
- Providing consultancy services to State Government/ State Authority

- 1/4<sup>th</sup> of business coming from overseas
- Targeting non-LOC orders/ new geographies
- Eyeing projects on Cross-Country Corridors

- Key areas of focus Technology, Sustainability, Green Mobility, Program Management Consultancy.
- Abhikalp – Design & Engineering Hub

## STRATEGIC STEPS

- Consultancy and exports making 3/4<sup>th</sup> of the Business
- Business from Pvt. Clients
- RITES Sustainability

- Exports revenue to be non-sinusoidal

- IT in every Sphere
- Making Organisation Agile
- Training: cutting edge skills in sync with the evolving ecosystem



# Future Ready

Not just more of the same; but much more of the New!

Get in touch : [info@rites.com](mailto:info@rites.com)

Stay Updated :

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