

No. RITES/SECY/NSE

Date: November 13<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- RITES</b>	<b>Scrip Code- 541556</b>

**Sub: Press Release**

Dear Sir/ Madam,

Please find attached herewith a copy of press release dated November 13<sup>th</sup>, 2019 issued by the Company in connection with the Un-Audited Financial Results for the quarter and half year ended on September 30<sup>th</sup>, 2019 which were approved by the Board of Directors of the Company in its meeting held today.

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

## RITES Limited

Corporate office: RITES Bhawan, No.1, Sector 29, Gurugram (Haryana) - 122001

Registered Office: SCOPE Minar, Laxmi Nagar, Delhi – 110092

CIN: L74899DL1974GOI007227

### Press Release

#### **RITES Q2FY20 Revenue up by 85.8%, PAT up by 112%**

**Gurugram, 13<sup>th</sup> November 2019:** RITES Ltd. (NSE: RITES, BSE: 541556), the leading Transport Infrastructure Consultancy and Engineering firm, reported its standalone and consolidated financial results for the Quarter and Half Year ended on 30<sup>th</sup> September, 2019.

#### **Highlights for Q2FY20 Standalone Financials**

- Total Revenue up by 88.2% to ₹ 874 crore
- Operating Revenue up by 70.8% to ₹ 726 crore
- Profit Before Tax up by 91.6% to ₹ 317 crore
- Operating Profit up by 34.2% to ₹ 170 crore
- Profit After Tax up by 115% to ₹ 233 crore
- EPS at ₹ 9.31 as compared to previous period ₹ 4.33

#### **Highlights for Q2FY20 Consolidated Financials**

- Total Revenue up by 85.8% to ₹ 888 crore
- Operating Revenue up by 68.5% to ₹ 746 crore
- Profit Before Tax up by 88.5% to ₹ 326 crore
- Operating Profit up by 33.5% to ₹ 184 crore
- Profit After Tax up by 112% to ₹ 237 crore
- EPS at ₹ 9.3 as compared to previous period ₹ 4.31

Commenting on the results, **Mr. Rajeev Mehrotra, Chairman and Managing Director, RITES Limited** said, *“I am glad to share that RITES has reported its highest ever quarterly and half yearly performance driven by growth in exports, turnkey works and leasing, besides consultancy continue to be the key segment. Our focus on exports has been productive and we are seeing steady upward momentum from clients.”*

#### **Revenue and Profit Growth for Q2FY20**

##### *Standalone*

RITES total standalone revenue has gone up by 88.2% to ₹ 874 crore. Similarly, the operational revenue, excluding other income, has increased by 70.8% and reached ₹ 726 crore in Q2FY20. EBITDA and PAT have gone up by 88.1% and 115% to ₹ 328 crore and ₹ 233 crore respectively over Q2FY19. Operating Profits, excluding other income, has shown a growth of 34.2% over Q2FY19. EBITDA and PAT margin stand at 37.5% and 26.6% respectively.

##### *Consolidated*

RITES total consolidated revenue has gone up by 85.8% to ₹ 888 crore. Similarly, the operational revenue, excluding other income, has also shown a substantial growth of 68.5% and reached ₹ 746 crore in Q2FY20. Consolidated EBITDA and PAT have gone up by 84.0% and 112.0% to ₹ 339 crore and ₹ 237 crore respectively over Q2FY19. Operating Profits,

excluding other income, has shown a growth of 33.5% over Q2FY19. EBITDA and PAT margin stand at 38.2% and 26.7% respectively.

### **Performance of standalone segments**

Consultancy business has provided revenue of ₹ 255 crore against ₹ 284 crore in Q2FY19. The lower revenue is largely due to prolonged monsoon affecting project management consultancy fee and some projects not reaching their billing stages. The consultancy business has been able to register gross profit margin of 44.5%.

Leasing business has shown a growth of 23.8% over Q2FY19 with revenue of ₹ 30 crore as against revenue of ₹ 24 crore. The growth in leasing business has come with the sustained profits margins of 42.3%. The company has initiated process for acquiring 10 more locomotives for leasing business, which will take the number of locomotives to 70.

Exports revenue during the Q2FY20 stands at ₹ 262 crore against Q2FY19 exports of ₹ 1 crore. The supply of 6 DEMUs have been completed by the end of the 2<sup>nd</sup> quarter. The exports gross profit margin has been 26.1% during the quarter. The company has decided to develop a prototype cape gauge passenger coaches.

The revenue from turnkey construction projects has also increased by 53.7% over Q2FY19 and stands at ₹ 179 crore.

Other income has increased from ₹ 39 crore to ₹ 148 crore showing a growth of 278% in Q2FY20 over Q2FY19. This income includes receipt of final settlement amount of ₹ 91 crore from a foreign client during Q2FY20.

### **Performance of H1FY20**

RITES total standalone revenue has gone up by 71.0% to ₹ 1423 crore in H1FY20. Similarly, the operational revenue, excluding other income, has increased by 69.3% and reached ₹ 1245 crore in H1FY20. EBITDA and PAT have gone up by 57.6% and 72.0% to ₹ 479 crore and ₹ 325 crore respectively over Q2FY19.

Further commenting on performance, Mr. Mehrotra said “Through the first half of FY20, RITES has provided a good mix of growth & profitability. These results are an indicator that we are on track to achieve our performance guidance for FY20.”

### **About RITES Limited:**

RITES Limited is a Miniratna (Category – I) Schedule ‘A’ Public Sector Enterprise and a leading player in the transport consultancy and engineering sector in India, having diversified services and geographical reach. Company has an experience spanning 45 years and has undertaken projects in over 55 countries including Asia, Africa, Latin America, South America and Middle East regions. RITES Limited is the only export arm of Indian Railways for providing rolling stock overseas (other than Thailand, Malaysia and Indonesia).

### **For more information contact:**

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Mr. Animesh Lodiya  
RITES Limited  
Telephone: +91-9654176514  
E-mail: [animesh.lodiya@rites.com](mailto:animesh.lodiya@rites.com)

Mr. Kamal Kumar  
Concept Public Relations  
Telephone: +011 66471300  
Mobile: +91 935022025  
E-mail: [kamal@conceptpr.com](mailto:kamal@conceptpr.com)

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