

RITES Limited

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Press Release

Date: June 30, 2020

RITES FY20 Revenue up by 22.1%, PAT up by 29.3% **Final dividend of ₹ 6 per share**

Gurugram, 30th June, 2020: RITES Ltd. (NSE: RITES, BSE: 541556), the leading Transport Infrastructure Consultancy and Engineering firm, announced its standalone and consolidated financial results for the Quarter and Year ended on 31st March, 2020.

Highlights for FY20 Standalone Financials

- Total Revenue **up by 23.1%** to ₹ 2665 crore, highest ever
- Achieved growth of **21.9%** against targeted growth of 17% in operating revenue
- Exports increased **by 161.6%** to ₹ 541 crore
- Profit After Tax **up by 34.1%** to ₹ 596 crore, highest ever
- Final Dividend of ₹ 6 per share recommended by Board of Directors
- Highest ever annual dividend of ₹ 400 crore (₹ 16 per share)

Highlights for FY20 Consolidated Financials

- Total Revenue **up by 22.1%** to ₹ 2735 crore, highest ever
- Profit After Tax **up by 29.3%** to ₹ 633 crore, highest ever
- Order Book as on 31.03.2020 stands at ₹ 6223 crore
- EPS at ₹ 24.64 as compared to last year's ₹ 18.78 **up by 31.2%**

Highlights for Q4 FY20 Standalone Financials

- Total Revenue stands at ₹ 596 crore as against ₹ 765 crore in Q4FY19
- Profit After Tax stands at ₹ 131 crore as against ₹ 133 crore in Q4FY19
- Margins maintained across segments

Highlights for Q4 FY20 Consolidated Financials

- Total Revenue stands at ₹ 614 crore as against ₹ 789 crore in Q4FY19
- Profit After Tax stands at ₹ 144 crore as against ₹ 150 crore in Q4FY19
- EPS at ₹ 5.56 as compared to last year's ₹ 5.81

Revenue and Profit Growth

Consolidated

RITES total consolidated revenue has gone up by 22.1% to ₹ 2735 crore. Similarly, the operating revenue, excluding other income, increased by 20.9% and reached ₹ 2474 crore. Consolidated EBITDA and PAT have gone up by 19.6% and 29.3% to ₹ 929 crore and ₹ 633 crore, respectively, over FY19. This significant growth came with sustained EBITDA and PAT margins which stand at 34% and 23.2% respectively. These margins are the result of strategic focus on order execution and increased human resource productivity.

Standalone

RITES total standalone revenue has gone up by 23.1% to ₹ 2665 crore. Similarly, the operating revenue, excluding other income, increased by 21.9% and reached ₹ 2401 crore in FY20. EBITDA and PAT have gone up by 21.6% and 34.1% to ₹ 867 crore and ₹ 596 crore, respectively, over FY19. Consultancy and leasing helped to maintain profit margins and EBITDA and PAT margin stand at 32.5% and 22.4%, respectively during the year. Key performance was in Exports which saw a jump of 161.6%. Consultancy revenue remained almost flat because of various reasons including disruption in March'20 and certain foreign projects suffered due to lockdown in those countries. Other than exports, leasing and turnkey also saw high growth of 16.5% and 18.7% respectively.

Q4FY20 (standalone)

Q4FY20 total revenue stands at ₹ 596 crore as against ₹ 765 crore in Q4FY19. Revenue moderated during the quarter due to lockdown and major exports shipments were already completed till Q3FY20. Similarly, the operating revenue, excluding other income, stands at ₹ 553 crore in FY20. EBITDA and PAT margin stand at 31.9% and 22%, respectively which remained intact on better margins from consultancy.

Performance of our Subsidiary and JV

Revenue from our subsidiary REMCL has remained almost flat amounting to ₹ 81 crore against ₹ 83 crore in the previous financial year. PBT has shown a slight growth of 0.6% with ₹ 50 crore against ₹ 49 crore in FY19. Revenue from this subsidiary got impacted in Q4FY20 due to low demand from railways during lockdown and maintenance work for wind mills.

Our wagon manufacturing Joint Venture, SRBWPL, has achieved a profit of ₹ 16 crore with revenue of ₹ 265 crore during FY20. The wagon manufacturing joint venture has produced and rehabilitated 1066 wagons during the last financial year.

Commenting on the results, **Mr. Rajeev Mehrotra, Chairman and Managing Director, RITES Limited**, said, “Notwithstanding the challenging business environment, I am pleased to share that our company has demonstrated sustained growth momentum across the segments during FY20 and again surpassed the revenue and profitability targets. Rolling stock exports remained our strategic growth area duly supported with Govt of India’s Make in India program. We achieved a major success by securing an export order of ₹ 706 crore from Mozambique for cape gauge locomotives and coaches. We plan to develop products for standard gauge countries too.”

Dividend

After declaring 2 interim dividends of ₹ 150 crore (₹ 6 per share) and ₹ 100 crore (₹ 4 per share) for FY20, Board of Directors have recommended a final dividend of ₹ 150 crore (₹ 6 per share) for FY20 which is 60% of paid-up capital. This dividend will take the dividend payout of the company to 67% for the FY20 based on the PAT of FY20 and it will make it the highest ever annual dividend declared by the company.

Growth Outlook for FY21

Commenting on the outlook, Mr. Mehrotra said, “The Company has successfully surpassed the guidance for FY20. Some uncertainties have emerged in recent times due to Covid-19, which may impact the business operations in FY21 but sufficient order book, diversified business segments and opportunities in infrastructure sector at domestic level as well as abroad are expected to help in quick recovery and future business growth.”

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. The company has an experience spanning 46 years and undertaken projects in over 55 countries in Asia, Africa, Latin America, South America and Middle East region. RITES Limited is the only export arm of Indian Railways for providing rolling stock overseas (other than Thailand, Malaysia and Indonesia).

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