

# RITES Limited



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## Investor Presentation

Financial Results: Q2'FY20 & HI'FY20

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Date: 13<sup>th</sup> November 2019

# Safe Harbor

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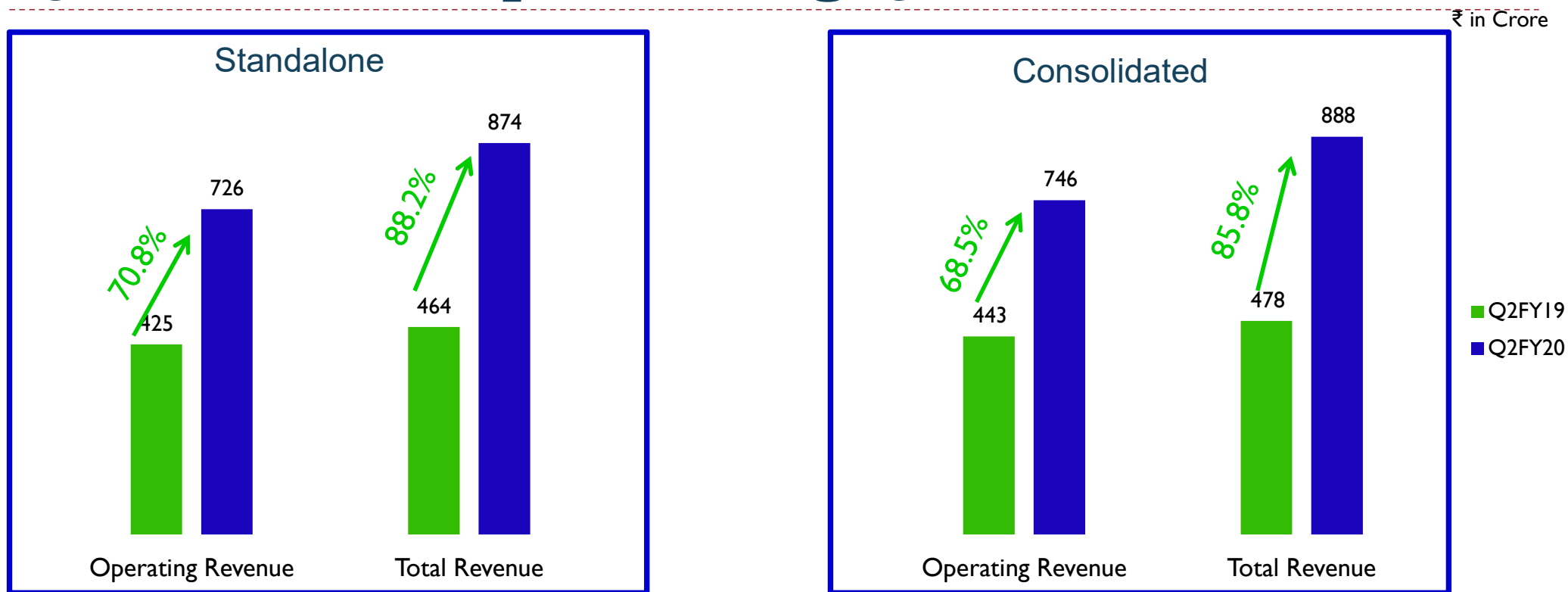


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## I. Financial Performance – Q2'FY20 & H1'FY20

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# Q2FY20 – Best performing Quarter



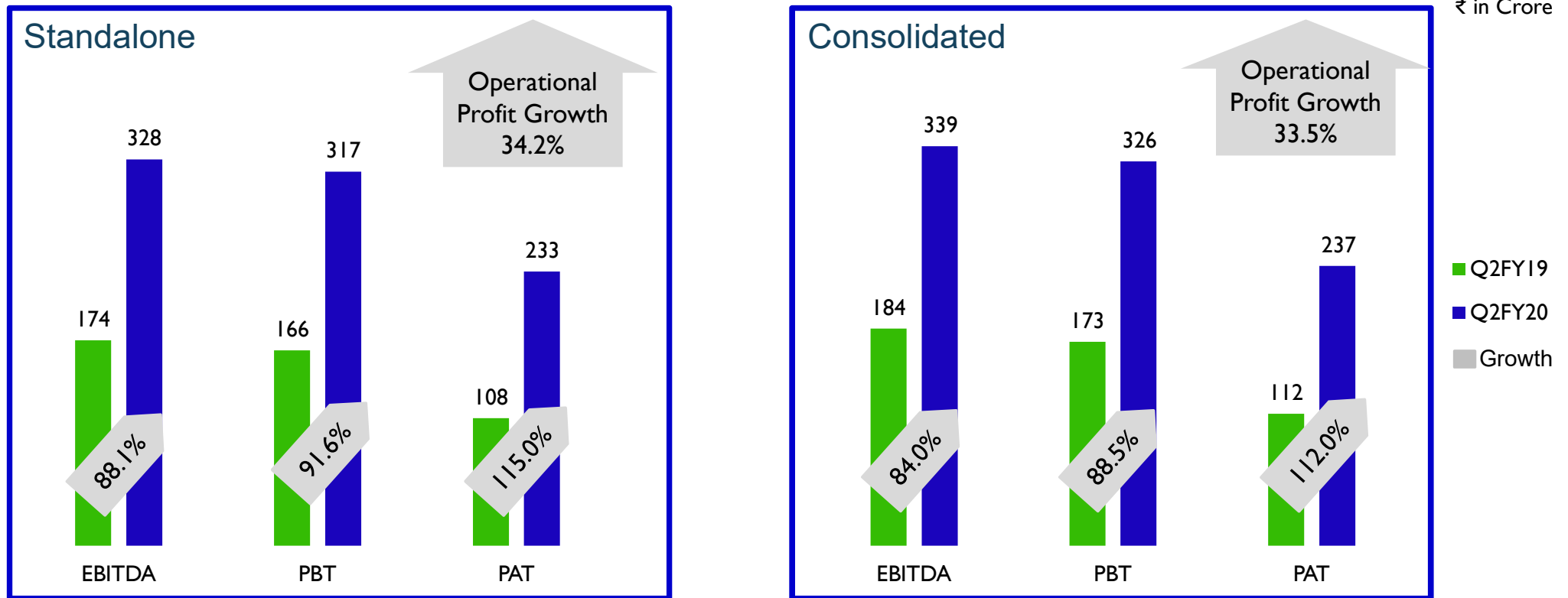
Achieved ~70% growth in operating revenue due to multifold increase in exports over the Q2FY19

Total revenue has increased more than 85%, including one-time receipt of ₹91 crore from final settlement of old dues from a client

Statutory Auditors have carried out limited review of financials for Q2FY20 and H1FY20



# Highest Profits with Sustained Margins Q2FY20



Consolidated EBITDA, PBT and PAT Margins of 38.2%, 36.7% and 26.7% respectively

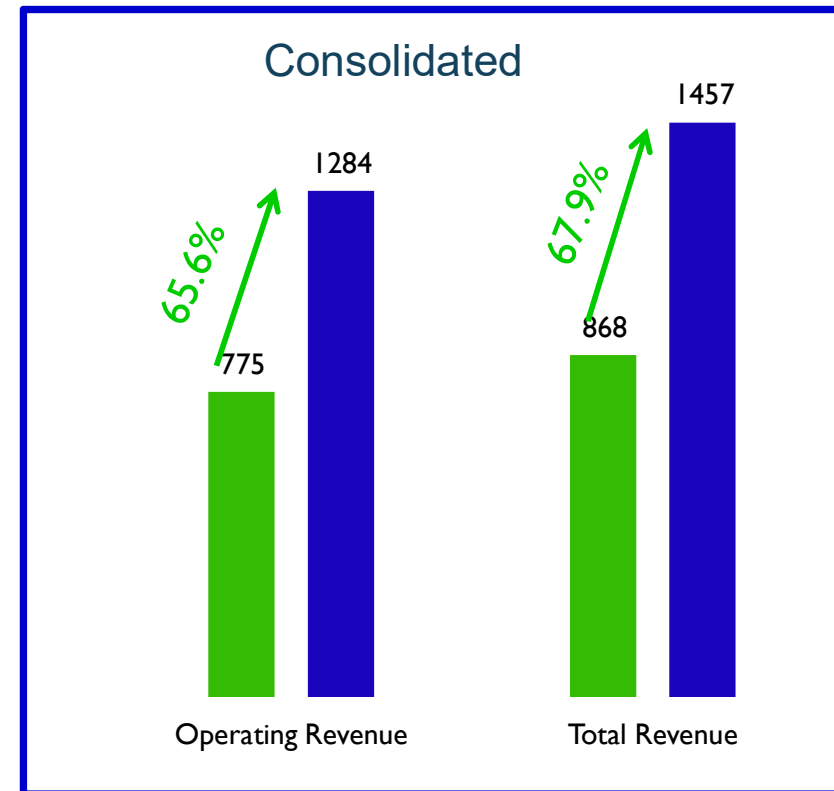
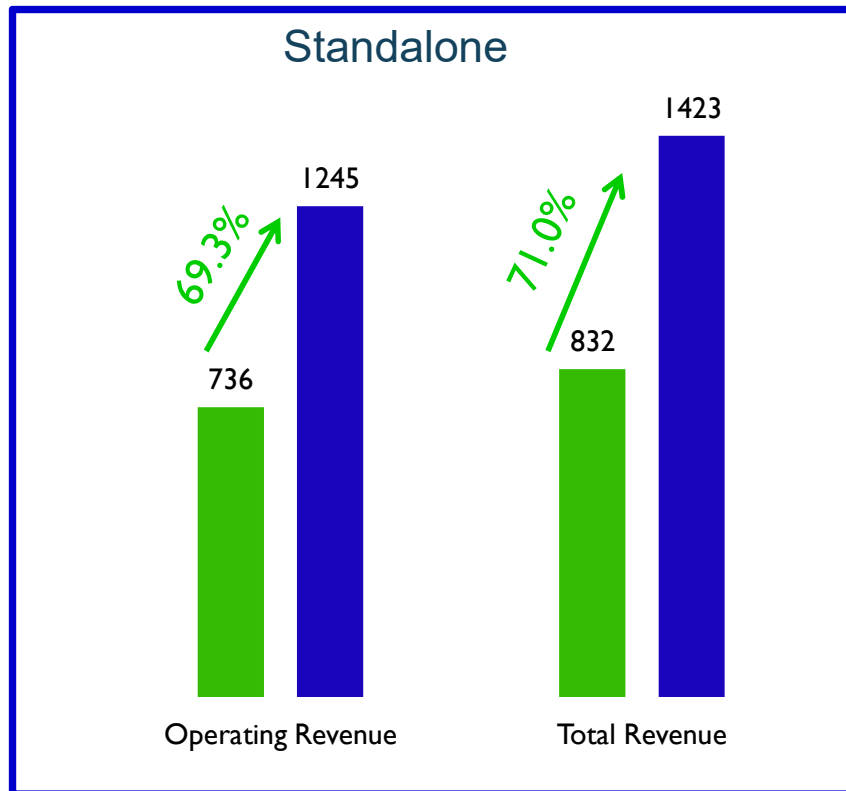
Standalone EBITDA, PBT and PAT Margins of 37.5%, 36.3% and 26.6% respectively

Corporate tax rate cut also led to higher PAT growth.



# H1FY20-Best performing Half Year

₹ in Crore



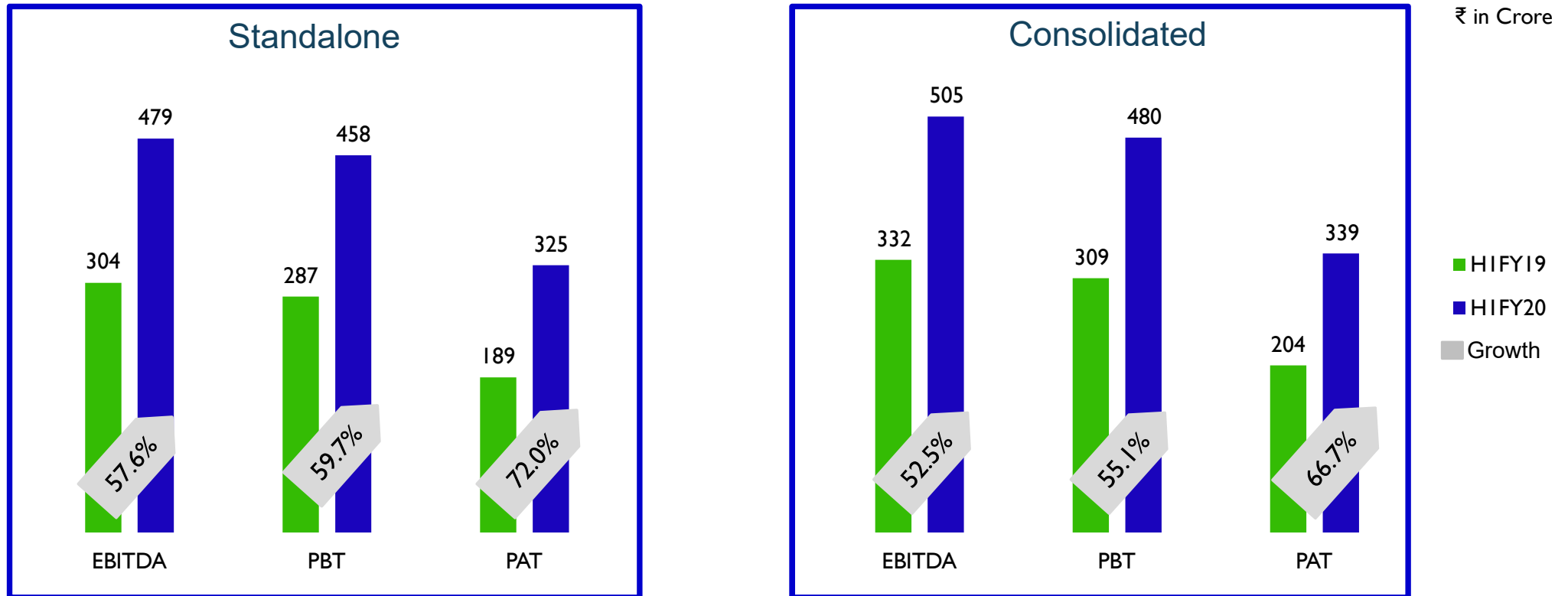
■ H1FY19  
■ H1FY20

Achieved substantially higher revenue over the H1FY19 on account of increased revenue in both Q1 & Q2FY20

Operational Growth can be attributed to substantial increase in Exports, Leasing and Turnkey with consultancy remaining key segment



# Highest Profits with Sustained Margins H1FY20



Consolidated and Standalone Operational Profits up by 41.6% and 47.2% respectively

Consolidated EBITDA, PBT and PAT Margins of 34.7%, 32.9% and 23.3% respectively.

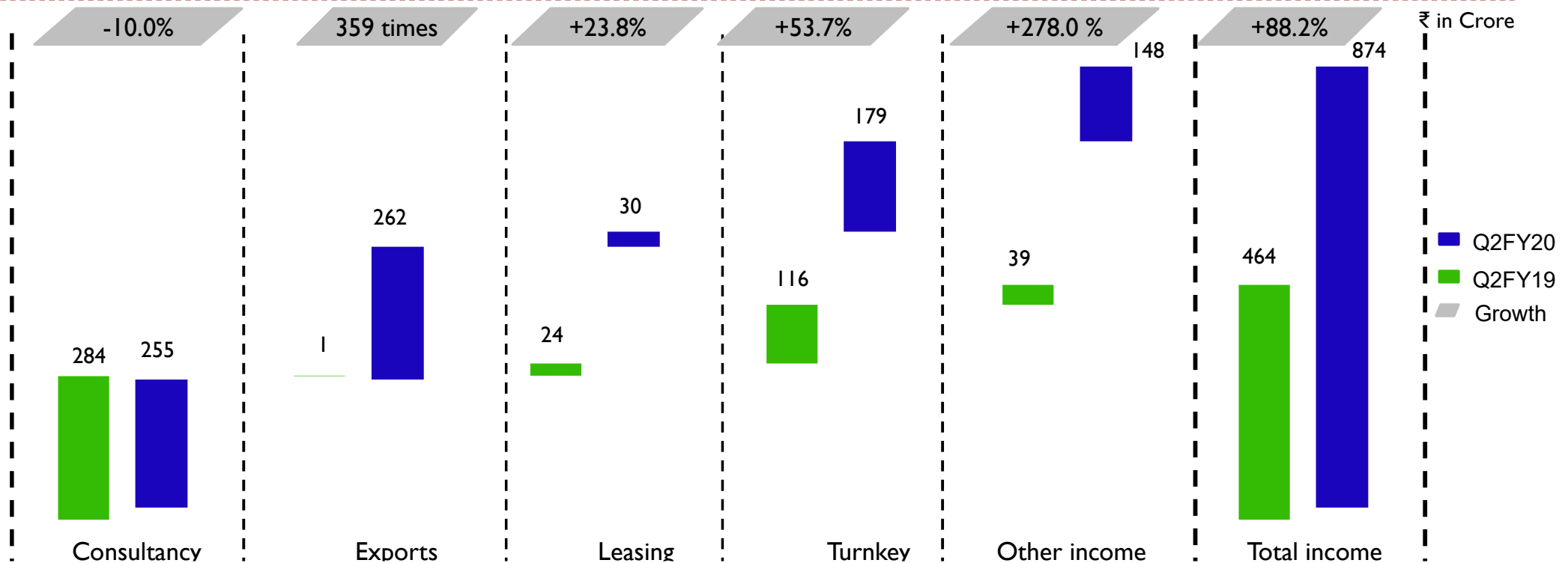
Corporate tax rate cut also led to higher PAT growth (impact of 5-6% on effective tax rates)





# Segmental Revenue Q2FY20

(Standalone)



Exports have shown substantial increase due to continued exports of DEMUs and Locomotives to Sri Lanka

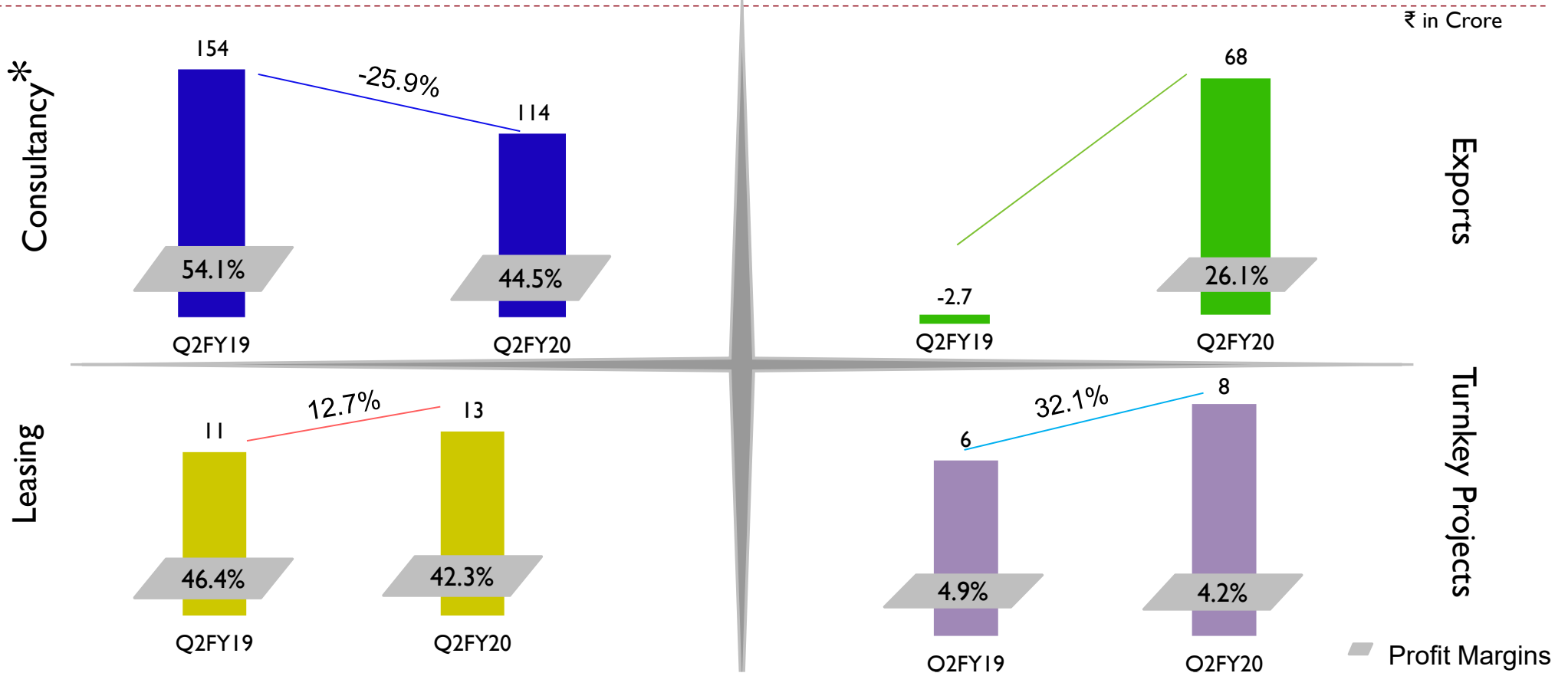
Leasing and Turnkey have continued its growth & achieved new peaks during Q2FY20

Consultancy revenue is lower largely due to prolonged monsoon affecting project management consultancy fee and some projects not reaching their billing stages



# Segmental Profits and Margins Q2 FY20

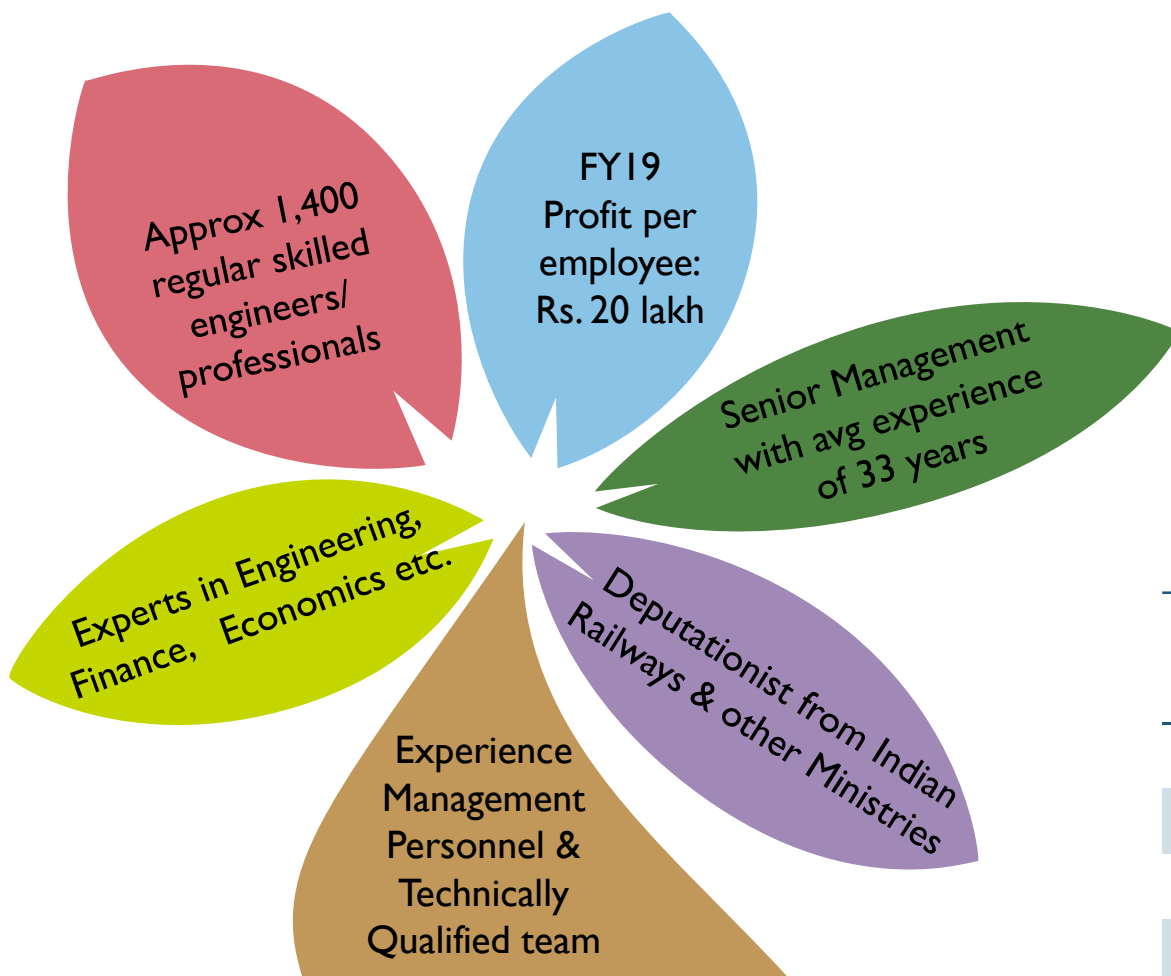
(Standalone- before un-allocable expenses)



\*Consultancy revenue is lower largely due to prolonged monsoon affecting project management consultancy fee and some projects not reaching their billing stages

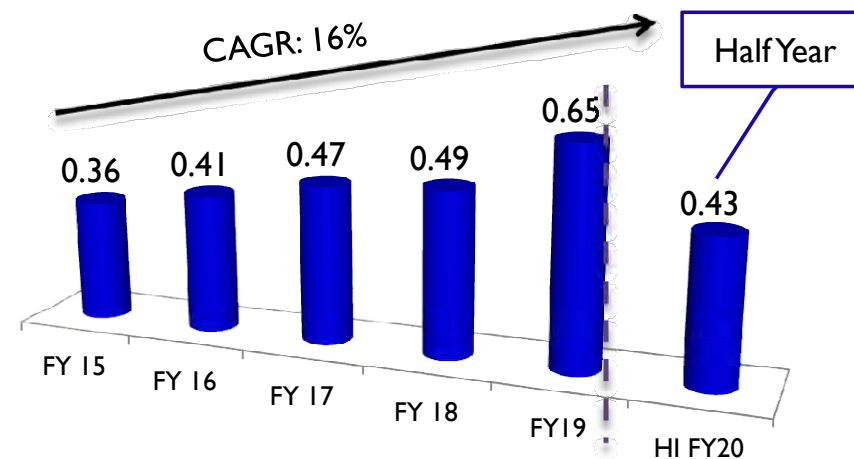


# Employee Productivity



## REVENUE PER EMPLOYEE (STANDALONE)

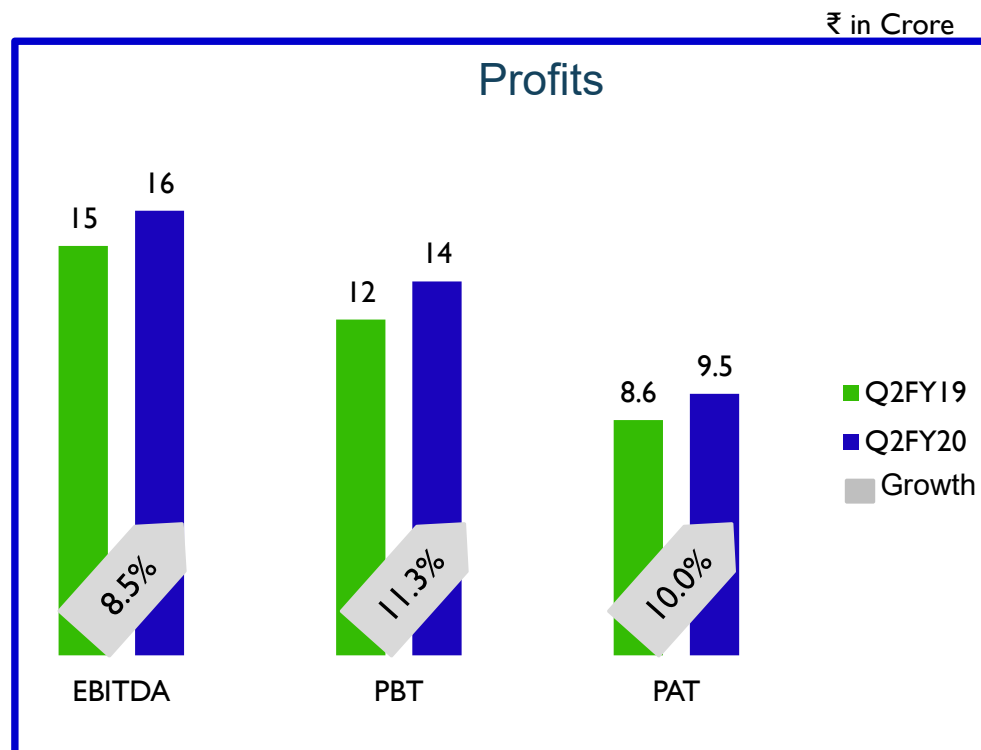
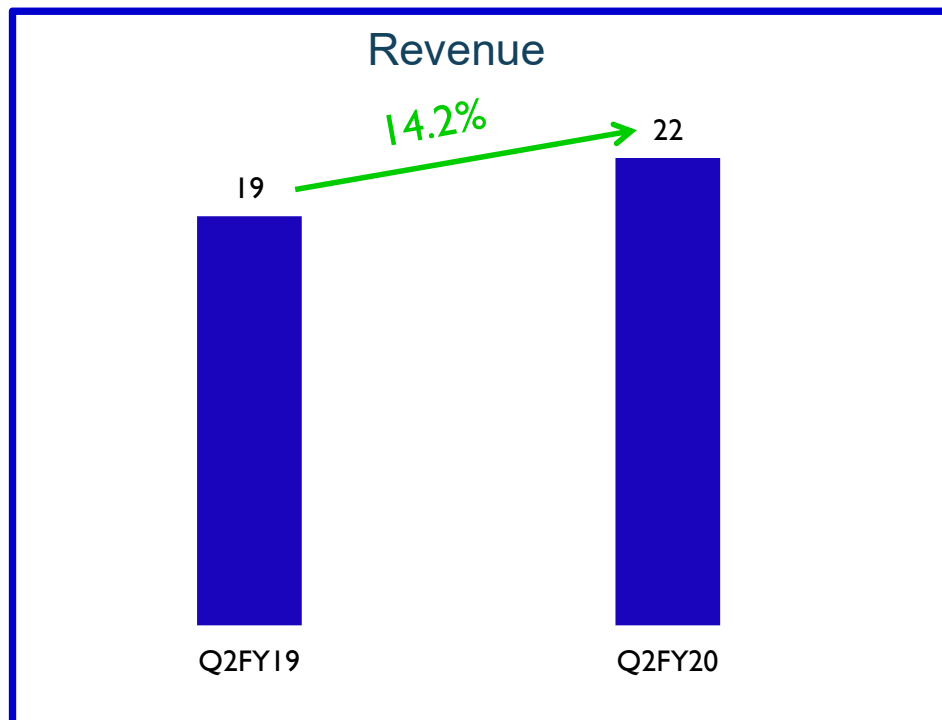
₹ in Crore



Status	No. of Employees As on 30.09.2018	No. of Employees As on 30.09.2019
Regular	2054	1976
Deputation	164	169
Contract	1140	1158
<b>Total</b>	<b>3358</b>	<b>3303</b>



# REMCL Performance



Consulting revenue continued to show growth

Sustained EBITDA, PBT and PAT margins of 72.6%, 61% and 42.7% respectively



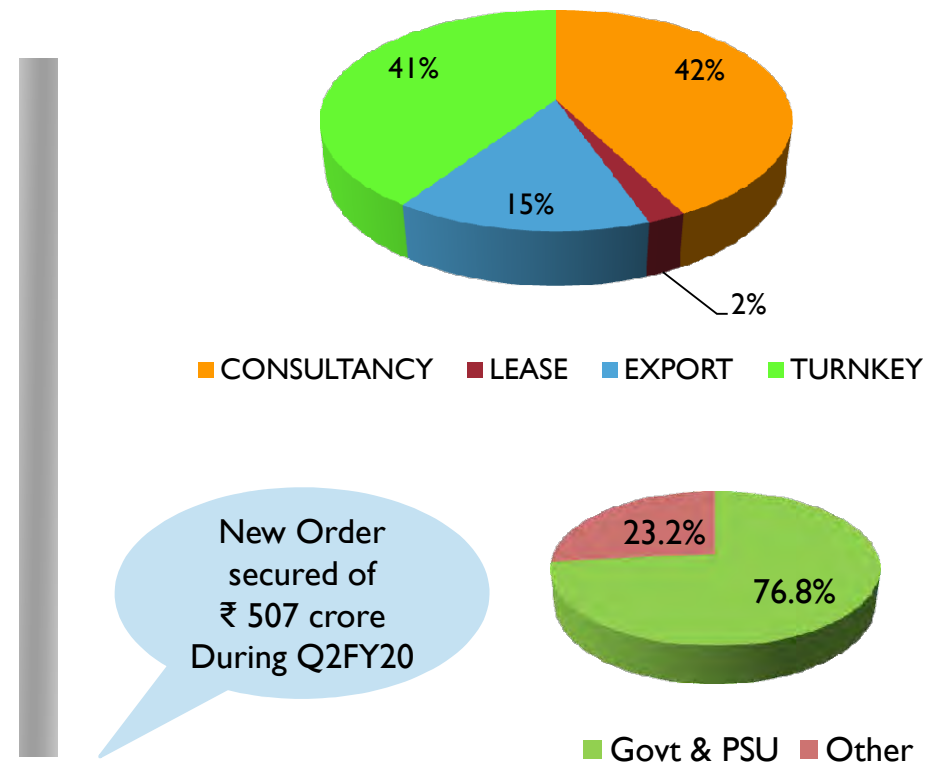


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## 2. Order Book

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# Order Book (Standalone)



\*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 Q2FY20

₹ in Crore

Secured more than 80 projects/contracts including enhanced scope during Q2FY20

	Project Scope	Amount	Client	Expected Completion
Consultancy	Project Management Consultant cum External Technical Auditor for Const. Purvanchal Expressway	22.97	Uttar Pradesh Expressways Industrial Development Authority	2022
	Operation & Maintenance of Locos	12.89	NTPC-Farakka	2021
	Operation & Maintenance of Locos	12.79	NTPC- Kahalgaon	2021
	Pre-Feasibility Study of Semi-High Speed Road for Agra-Lucknow-Gazipur-Varanasi Route	12.78	Uttar Pradesh Expressways Industrial Development Authority	2020
Lease	Leasing of 3 locomotives	13.32	Visakhapatnam Port Trust	2021
Turnkey	Installation of Online monitoring system of rolling stock	56.31	DFCCL	2020
	Feasibility Study & Field location survey of HSR-Vapi & Virar	9.15	National High speed Railways	2020





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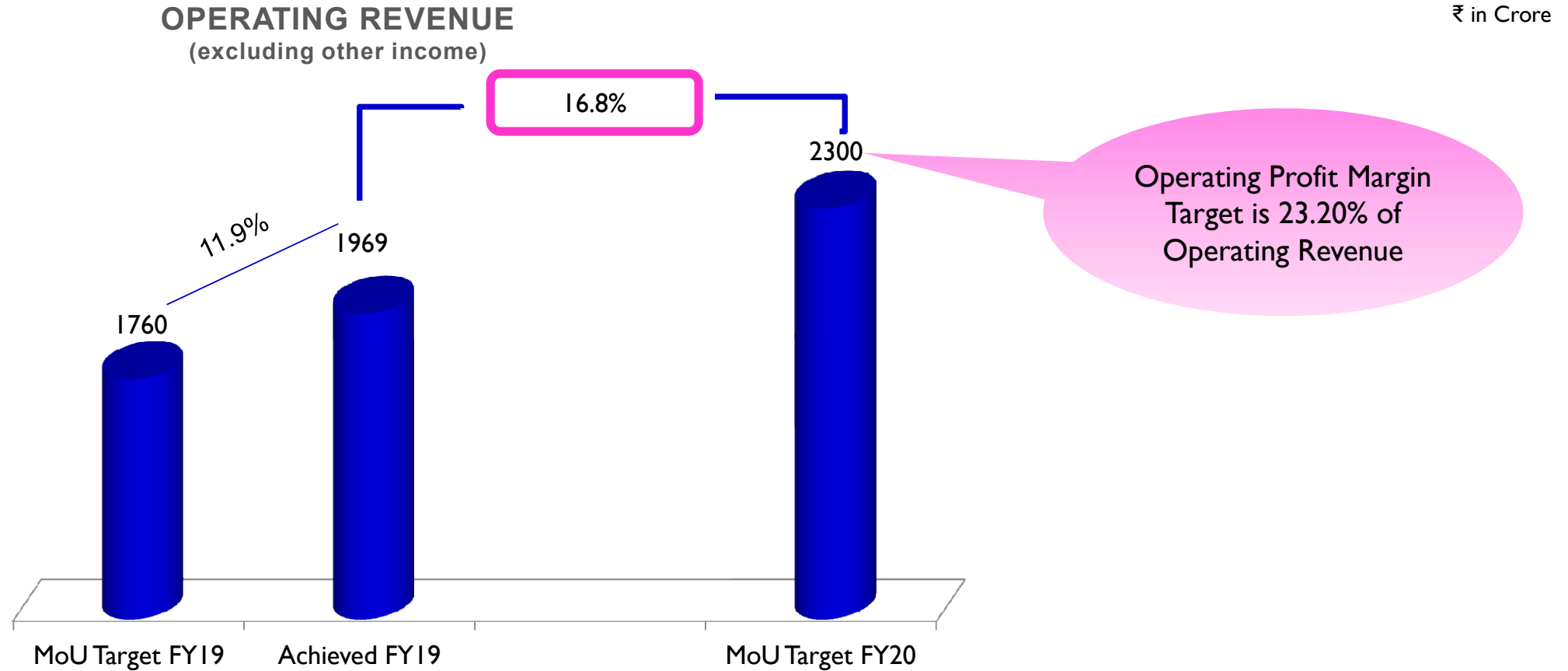
### 3. Outlook for FY19-20

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# MOU Target for FY19-20

(Standalone)



MOU is signed every year with Ministry of Railways based on which the performance of the company is evaluated on financial and other parameters.





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**Thank You**

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