

Press Release

RITES Q3FY24 Revenue ₹700 cr; PAT ₹129 cr Declares 3rd Interim Dividend of ₹4.75/share

Gurugram, February 1, 2024: RITES Ltd. (NSE: RITES, BSE: 541556), the leading Transport Infrastructure Consultancy and Engineering firm, today announced its standalone and consolidated financial results for the Quarter ended on December 31st, 2023.

The Takeaways

- 'One order a day': Secured 100+ orders worth ₹612 cr in Q3; Order book at ₹5496 cr
- Sequential standalone QoQ growth of 18.9% in Operating Revenue
- Project Consultancy (standalone) up by 20.9% on YoY basis

Q3FY24 Financials (Consolidated)

- Operating Revenue at ₹683 crore, sequential QoQ growth of 17.3%
- EBITDA ₹171 crore with Margins of 25.0%
- PAT at ₹129 crore, sequential QoQ growth of 16.9%

9MFY24 Financials (Consolidated)

- EBITDA at ₹471 crore with Margins at 26.0%
- PAT at ₹359 crore with Margins of 19.2%
- Interim Dividends totaling to ₹13/share, 96.3% Dividend Payout ratio

Commenting on the results, **Mr. Rahul Mithal, Chairman and Managing Director, RITES Limited**, said, *"The sequential progress is in line with the direction that we had strategized in the beginning of the FY, in having received an export order after a long gap, sustained growth in our project consultancy revenue and steady growth in our EBITDA."*

Financial Performance in Q3FY24

RITES operating revenue (consolidated), excluding other income, stands at ₹683 crore in Q3FY24 as against ₹677 crore in Q3FY23, up by 0.8%. Total revenue is ₹700 crore as against ₹703 crore in Q3FY23. EBITDA and PAT stand at ₹171 crore and ₹129 crore with margins of 25.0% and 18.4%, respectively.

Standalone

Operating revenue, excluding other income, stands at ₹653 crore in Q3FY24 against ₹651 crore in Q3FY23. Total standalone revenue is ₹678 crore against ₹676 crore in Q3FY23. Revenue remained flat as consultancy & turnkey made up for the fall in exports revenue. EBITDA and PAT, with respective margins of 22.1% and 17.5%, stand at ₹144 crore and ₹119 crore against ₹171 crore and ₹132 crore, respectively, in Q3FY23. Margins moderated due to change in segmental mix.

Financial Performance in 9MFY24

RITES operating revenue (consolidated), excluding other income, stands at ₹1810 crore in 9MFY24 as against ₹1941 crore in 9MFY23. Total revenue stands at ₹1871 crore as against ₹2024 crore in



9MFY23. Year-on-year, there is a decrease in revenue on account of a significant dip in revenue from the Export segment and Quality Assurance business. EBITDA and PAT stand at ₹471 crore and ₹359 crore against ₹555 crore and ₹432 crore, respectively, in 9MFY23. EBITDA and PAT margins at 26% and 19.2%, respectively, remained range-bound as the better-margin consultancy stream of revenue balanced out the low-margin turnkey revenue.

Segmental Performance

The Consultancy business continues to provide the highest revenue to the company and achieved the revenue of ₹302 crore with margins at 40.4%. It has shown a growth of 5.6% despite a fall in the Quality Assurance revenue. Turnkey and leasing segments have given the highest-ever quarterly revenue with leasing revenue standing at ₹37 crore with the margins of 40.2% and turnkey revenue at ₹256 crore. However, exports revenue stands at ₹58 crore during the quarter. With the signing of an agreement for the supply of 10 locomotives with CFM Mozambique and RITES emerging L1 in a tender for the supply of 200 locomotives to Bangladesh Railways, revenue from the export stream is expected to pick up in FY25.

Dividend

The Board of Directors has declared the third interim dividend of ₹4.75 per share amounting ₹114 crore. The record date for the purpose of payment of dividend is February 9, 2024.

Order Book

The company has secured more than 100 orders (including extension of works) worth more than ₹612 crore in Q3FY24, thereby achieving the target of being a one order a day company. The quarter ended with a healthy order book of ₹5496 crore.

Outlook

On the growth prospects, **Mr. Mithal** said, *“Having achieved the milestone of being a one order a day company, we will continue to aggressively grow across all sectors and effectively leverage the Capex push on infrastructure development, in our journey of being the ‘Go-To Infrastructure Consultancy Company’.”*



About RITES Limited:

RITES Limited, a Navratna Public Sector Enterprise, is a leading player in the transport consultancy and engineering sector in India, having diversified services and geographical reach. The company has an experience spanning 49 years and undertaken projects in over 55 countries in Asia, Africa, Latin America, South America, and Middle East region.

For more information, visit Investors column on RITES website www.rites.com or contact:

Mr. Animesh Lodiya

RITES Limited

Mobile: +91 96541 76514

E-mail: investors@rites.com

Ms. Kuhu Sharma

TLG India Pvt Ltd.

Mobile: +91 7999890021

E-mail: kuhu.sharma@msslgroup.com

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