

# RITES Limited



## Investor Presentation

Financial Results: Q1'FY20

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

# Safe Harbor

---

*This presentation report is for distribution purpose only under such circumstances as may be permitted by applicable law.*

*This presentation is for information purposes only without regard to specific objectives, financial situations or needs of any particular persons and does not constitute an offer, solicitation, invitation to offer or advertisement with respect to the purchase or sale of any securities of RITES Limited in any jurisdiction and no part of it shall form the basis of, or be relied upon in connection with, any contract or commitment whatsoever. This presentation is not a complete description of the Company. No representation or warranty, either express or implied, is provided in relation to the accuracy, completeness or reliability of the information contained herein, except with respect to information concerning RITES's past performance, its subsidiaries and affiliates, nor is it intended to be a complete statement or summary of the future proposals, strategies and projections referred to in the report. RITES shall not be liable for any direct or indirect damages that may arise due to any act or omission on the part of the user due to any reliance placed or guidance taken from this presentation report.*

*This presentation may contain certain forward-looking statements relating to the Company's future business, developments and economic performance. Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general Financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, etc. which could cause actual developments and results to differ materially from the statements made in this presentation.*

*RITES reserves the right to alter, modify or otherwise change the presentation without notifying any person of such changes or revision. RITES assumes no obligation to update or keep current the information contained herein, whether as a result of new information, future events or otherwise.*



# Content

---

1	Financial Performance – Q1'20	4
2	Order Book	10
3	Outlook for FY 19-20	13





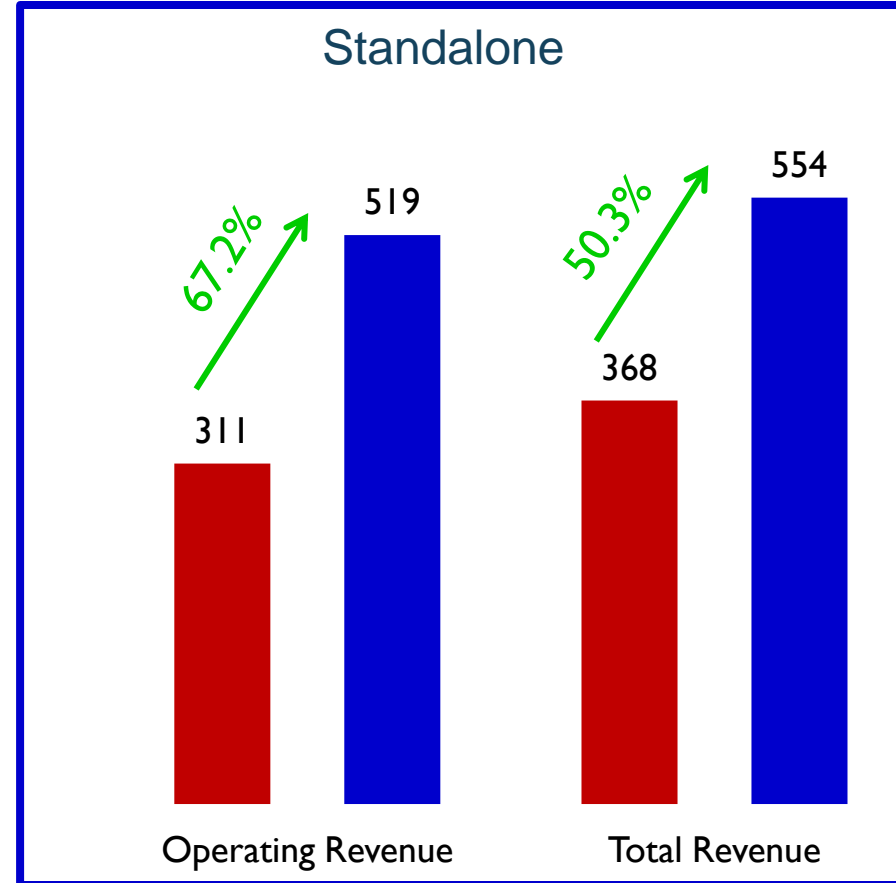
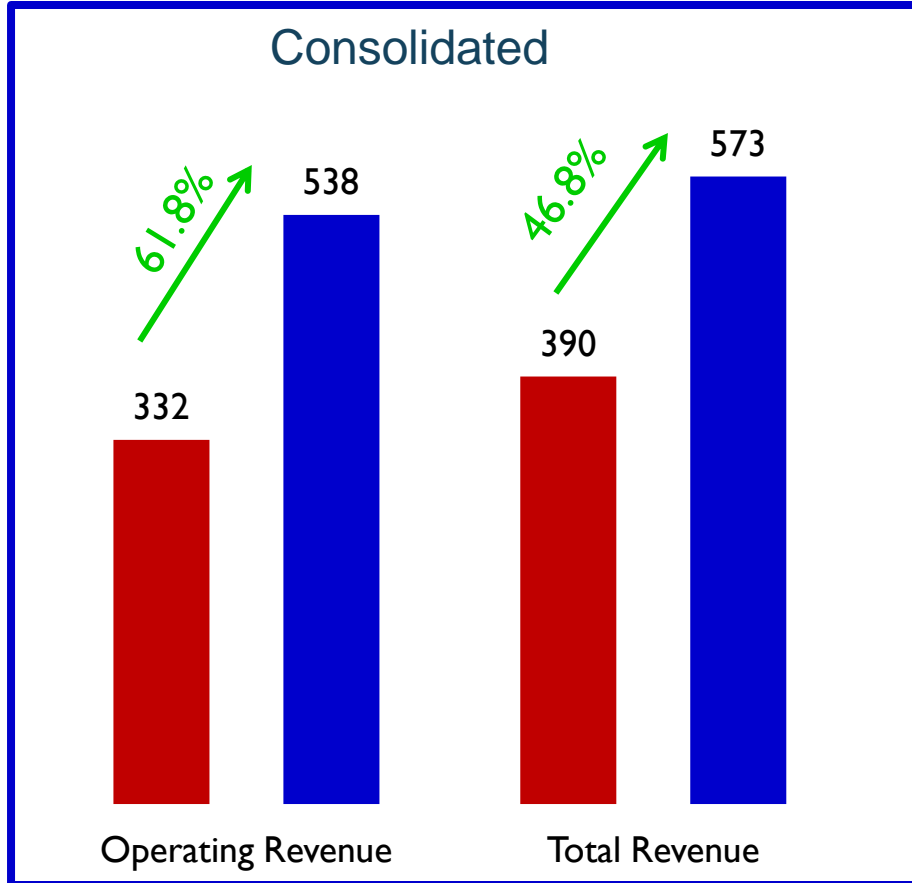
---

## I. Financial Performance – Q1'FY20

---

# Strong Performance

₹ in Crore



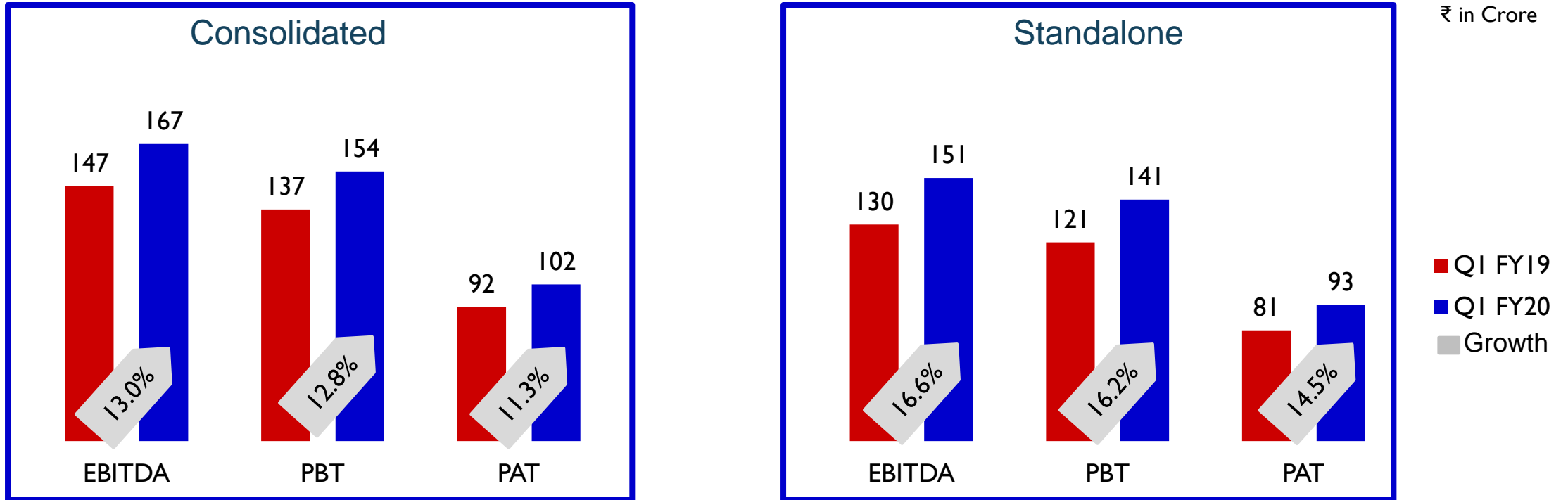
■ Q1 FY19  
■ Q1 FY20

Achieved substantially higher revenue over the Q1FY19

Growth can be attributed to substantial increase in Exports & Turnkey and consistently growing Consultancy & Leasing



# Profits with Sustained Margins



Consolidated and Standalone Operational Profits up by 51.3% and 67.3% respectively

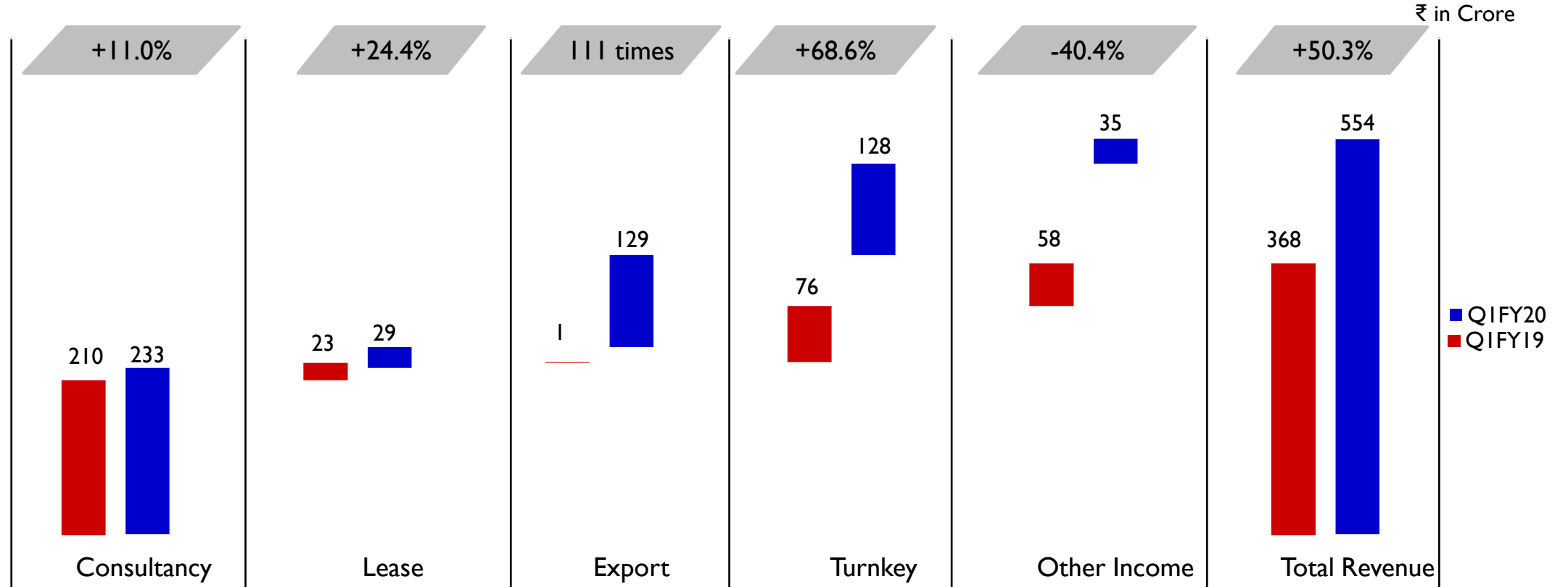
Adjusted EBITDA, PBT & PAT growth after adjusting provision/liability reversal of ₹ 25 crore during the Q1 FY19:  
For Consolidated: 36.2%, 38.2% and 35.3% respectively and for Standalone: 44.5%, 46.4% and 43.4% respectively

Consolidated EBITDA, PBT and PAT Margins of 29.1%, 26.9% and 17.8% respectively. Impact of provision/liabilities reversal of ₹25 crore during Q1 FY19, which had impact of 640 bps on EBITDA & PBT and 420 bps on PAT in Q1 FY19, has to be kept in view while comparing.



# Segmental Revenue

(Standalone)



Consultancy remains the major contributor in revenue with a growth of 11% over Q1FY20

Turnkey Projects show substantial growth as the pace of execution continued

Export has shown substantial increase with help of continued exports of DMU and Locomotives to Sri Lanka

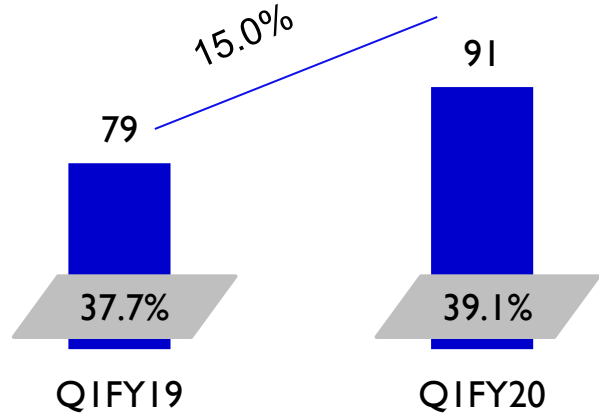


# Segmental Profits and Margins

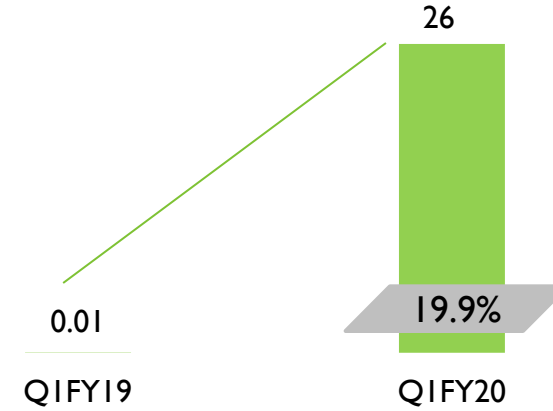
(Standalone- before un-allocable expenses)

₹ in Crore

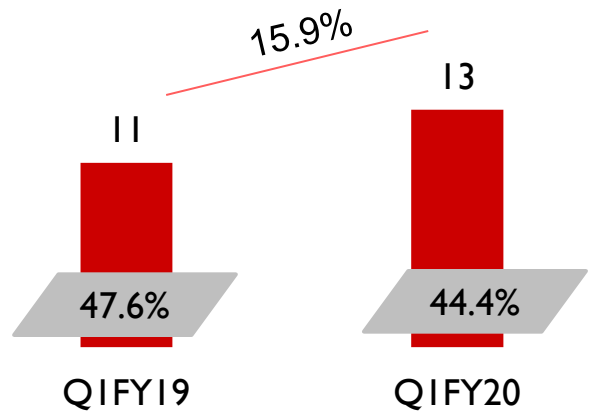
Consultancy



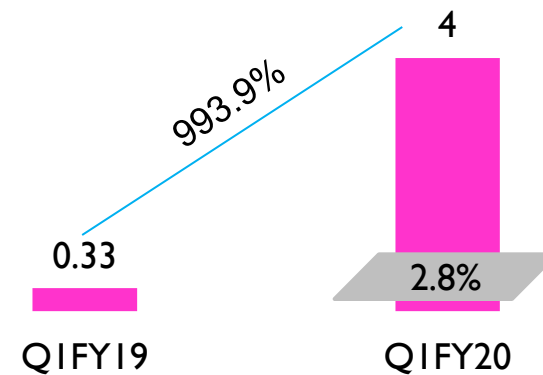
Exports



Leasing



Turnkey Projects



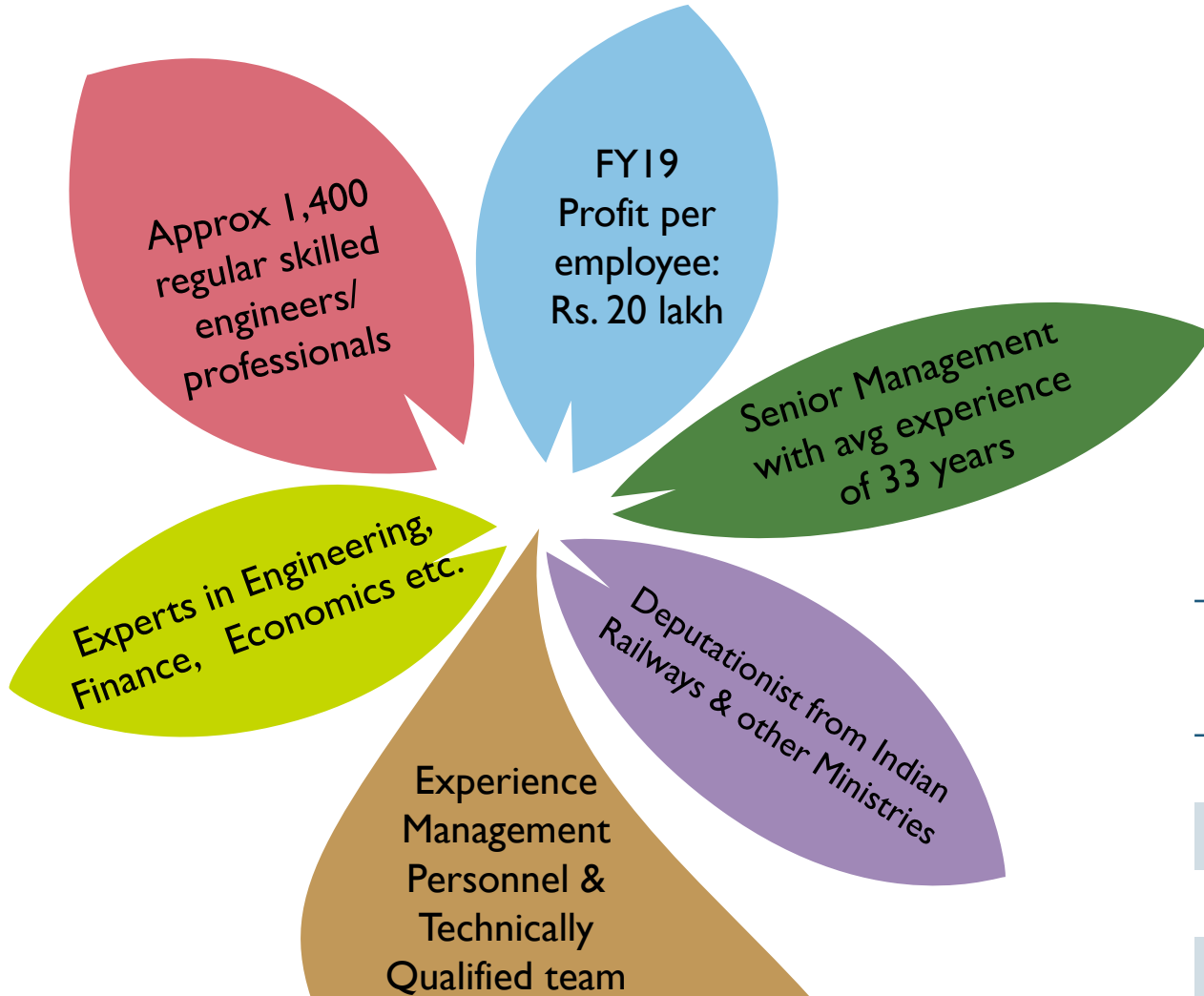
■ Profit Margins

\* Above Segmental Profits and Profit Margins do not include un-allocable expenses.



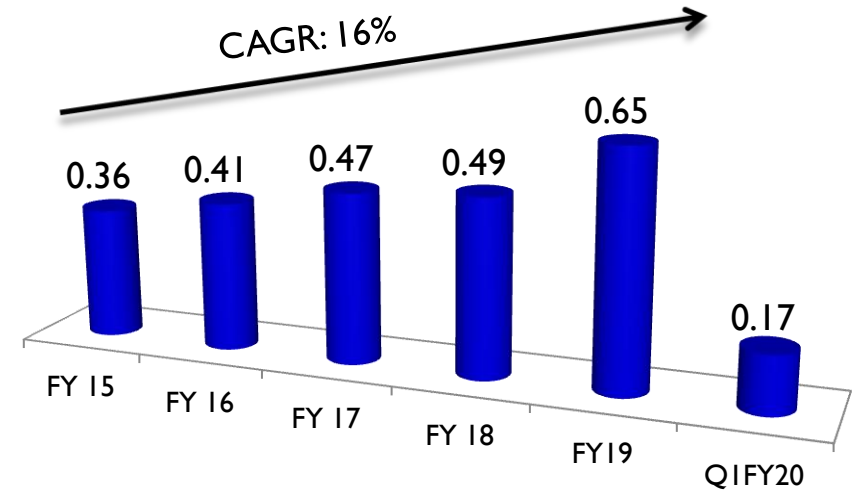


# Employee Productivity



## REVENUE PER EMPLOYEE (STANDALONE)

₹ in Crore



Status	No. of Employees As on 30.06.2018	No. of Employees As on 30.06.2019
Regular	2090	1986
Deputation	159	166
Contract	1151	1161
<b>Total</b>	<b>3400</b>	<b>3313</b>



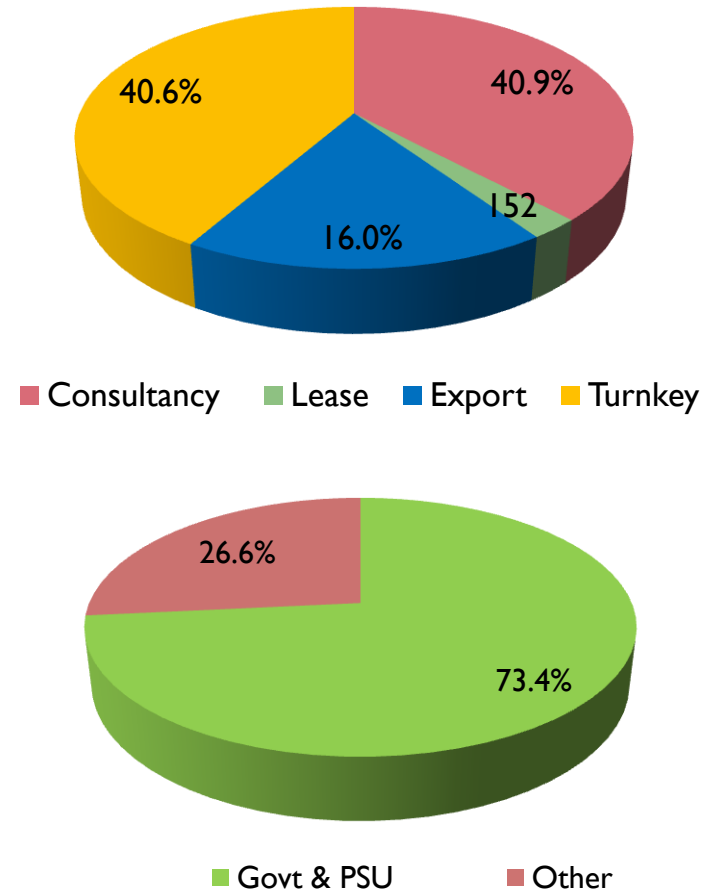


---

## 2. Order Book

---

# 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 Q1FY20

₹ in Crore

Secured more than 90 projects/contracts including enhanced scope during Q1FY20

	Project Scope	Amount	Client	Expected Completion
Exports	Supply of 2 sets of DMU Coaches	156.8	Sri Lanka Railways	2021
	PMC Buxar TPP	38.17	SJVNL	2023
Consultancy	Detailed engineering & PMC for Railway siding	22.17	THDC India Ltd, Utter Pradesh	2023
	PMC for Railway Siding & Marshalling Yard	19.30	TSPGCL, Tilangana	2021
	PMC for Ghatampur TPP	9.63	Neyveli Utter Pradesh Power Ltd	2021
	Operations & Maintance of 12 Locomotives	9.36	NTPC	2020
Turnkey	Feasibility & DPR for Coimbatore MRTS	7.17	Chennai Metro Rail Ltd	2020
	Construction of Adminstrative Building	40.32	State Forest Department, Orissa	2020
	Conversion of old Broad Gauge Coaches to auto carriers Coaches	37.61	South Eastern Railway	2020
Leasing	Leasing of Locomotive at Mormugao Port	17.23	Mormugao Port Trust	2026





---

### 3. Outlook for FYI 9-20

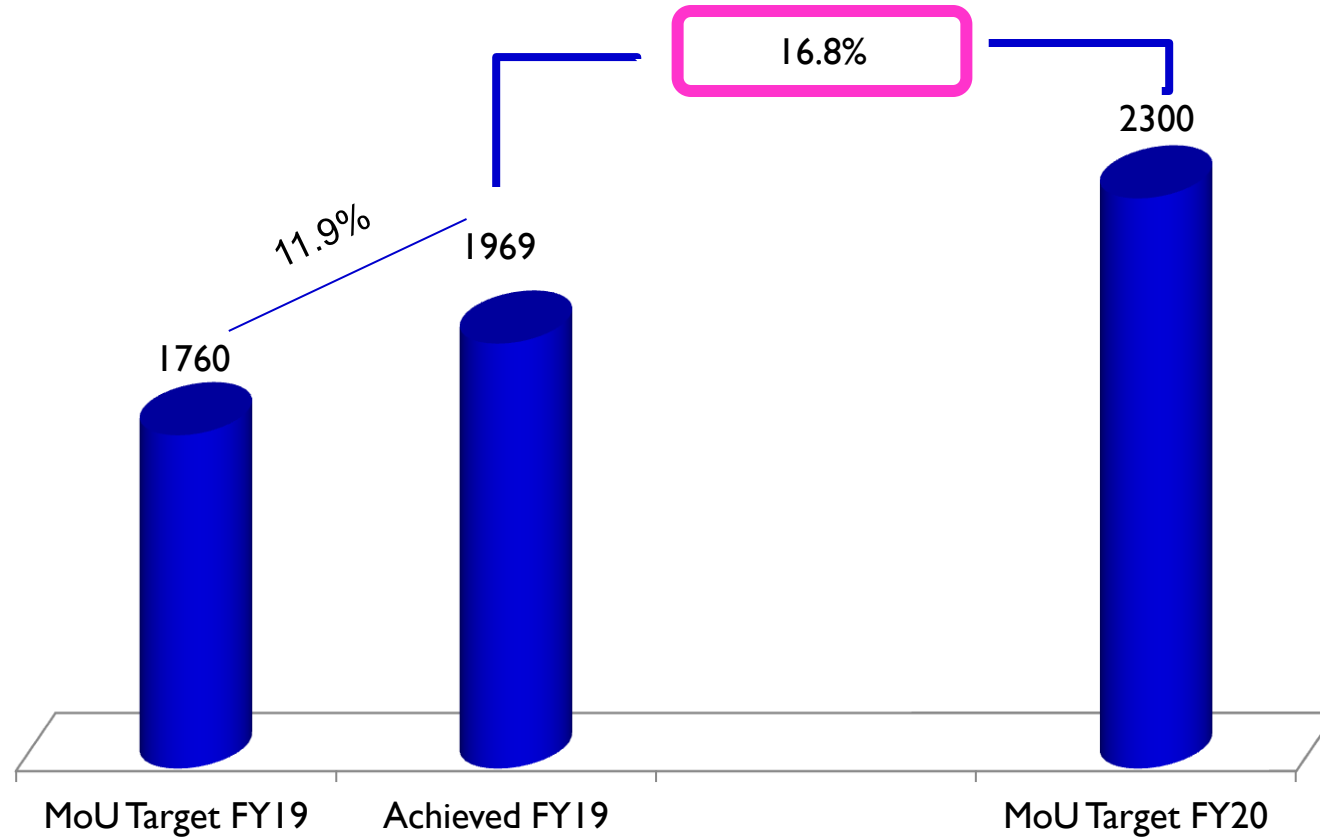
---

# MOU Target for FY19-20

(Standalone)

OPERATING REVENUE  
(excluding other income)

₹ in Crore



Operating Profit Margin  
Target is 23.20% of  
Operating Revenue

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





---

**Thank You**

---