

No. RITES/SECY/NSE

Date: July 31, 2024

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-</b> RITES	<b>Scrip Code-</b> 541556

**Sub: Investors Presentation on financial results for the quarter ended on 30<sup>th</sup> June, 2024**

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, and amendments thereof, please find enclosed herewith Investor Presentation dated July 31, 2024 on Financial Results for the quarter ended on 30<sup>th</sup> June, 2024.

Kindly take the same on record.

Thanking You,

Yours faithfully,  
For **RITES Limited**

**Ashok Mishra**  
Company Secretary & Compliance Officer  
Membership No.: F6411

**Transforming to GREEN**

कॉर्पोरेट कार्यालय: शिखर, प्लॉट नं. 1, सेक्टर-29, गुरुग्राम-122 001 (भारत), **Corporate Office:** Shikhar, Plot No.1, Sector-29, Gurugram-122 001 (INDIA)  
पंजीकृत कार्यालय: स्कोप मीनार, लक्ष्मी नगर, दिल्ली-110 092 (भारत), **Registered Office:** SCOPE Minar, Laxmi Nagar, Delhi- 110 092 (INDIA)  
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**CIN: L74899DL1974GOI007227**



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## Investor Presentation

### Financial Results: Q1FY25

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31<sup>st</sup> Jul 2024

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# Round-Up Q1FY25



# Q1FY25 at a Glance

- Celebrating 50 years excellence

- Order book : ₹6,355 Cr
- Secured 80+ orders\* worth ₹ 1,336 cr



- Signed agreement for supply of 200 BG passenger coaches to Bangladesh Railways
- RITES signs an MoU with DVC and UltraTech for railways sidings
- BoD declares Interim Dividend of ₹2.5 per share
- BoD recommends 1:1 Bonus share

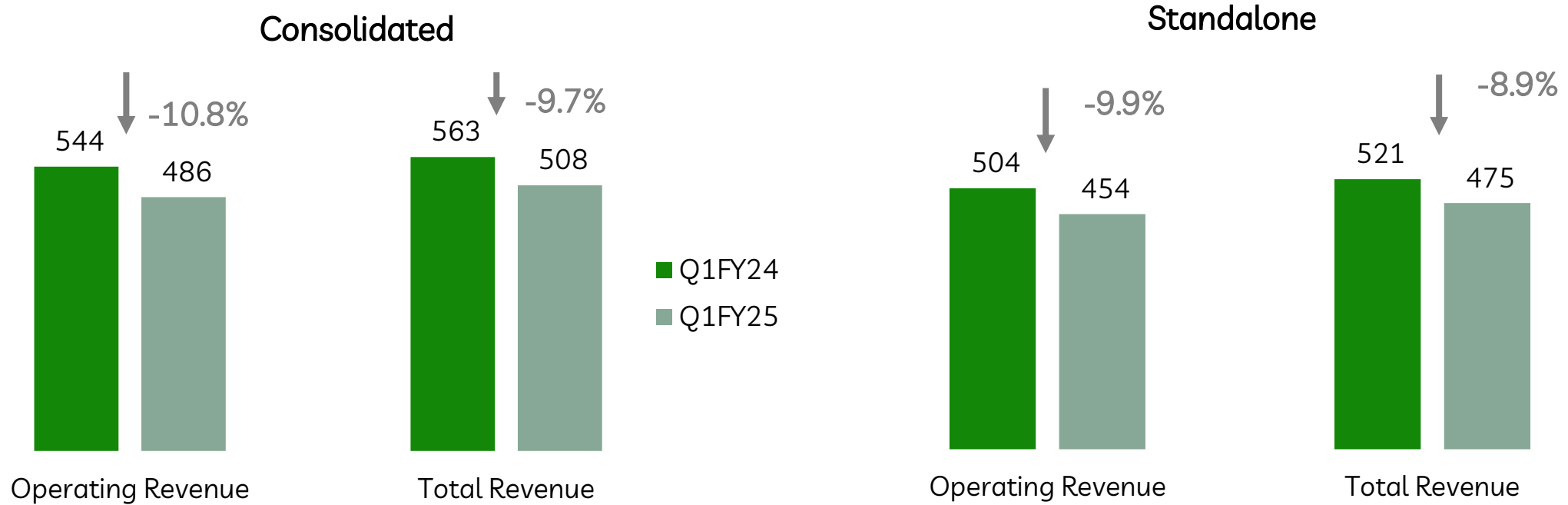


# Financial Performance



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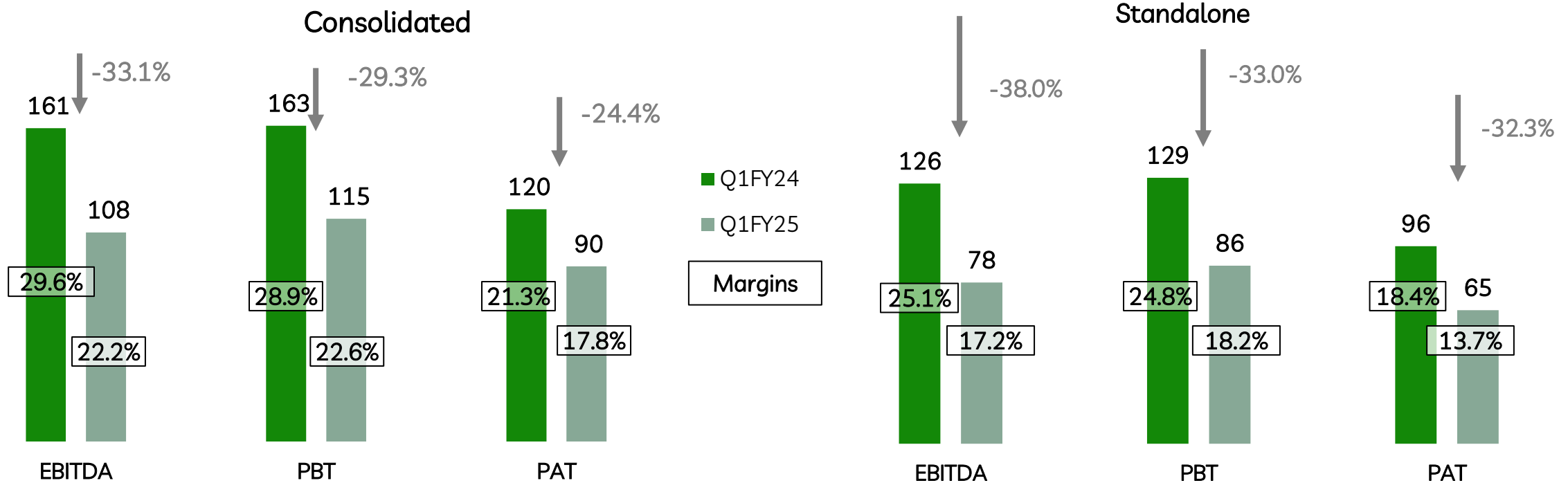
# Performance During Q1FY25



- Fall in revenue can be attributed to less QA, consultancy abroad and Exports during the quarter .
- Pick in Exports segment is expected from H2FY25 as supply of loco/coaches to Mozambique & Bangladesh will begin.



# Profits for Q1FY25



- Moderated profits on account for lesser revenue without corresponding change in cost
- Margins impacted due to change in revenue mix, fall in exports & lesser margins in consultancy

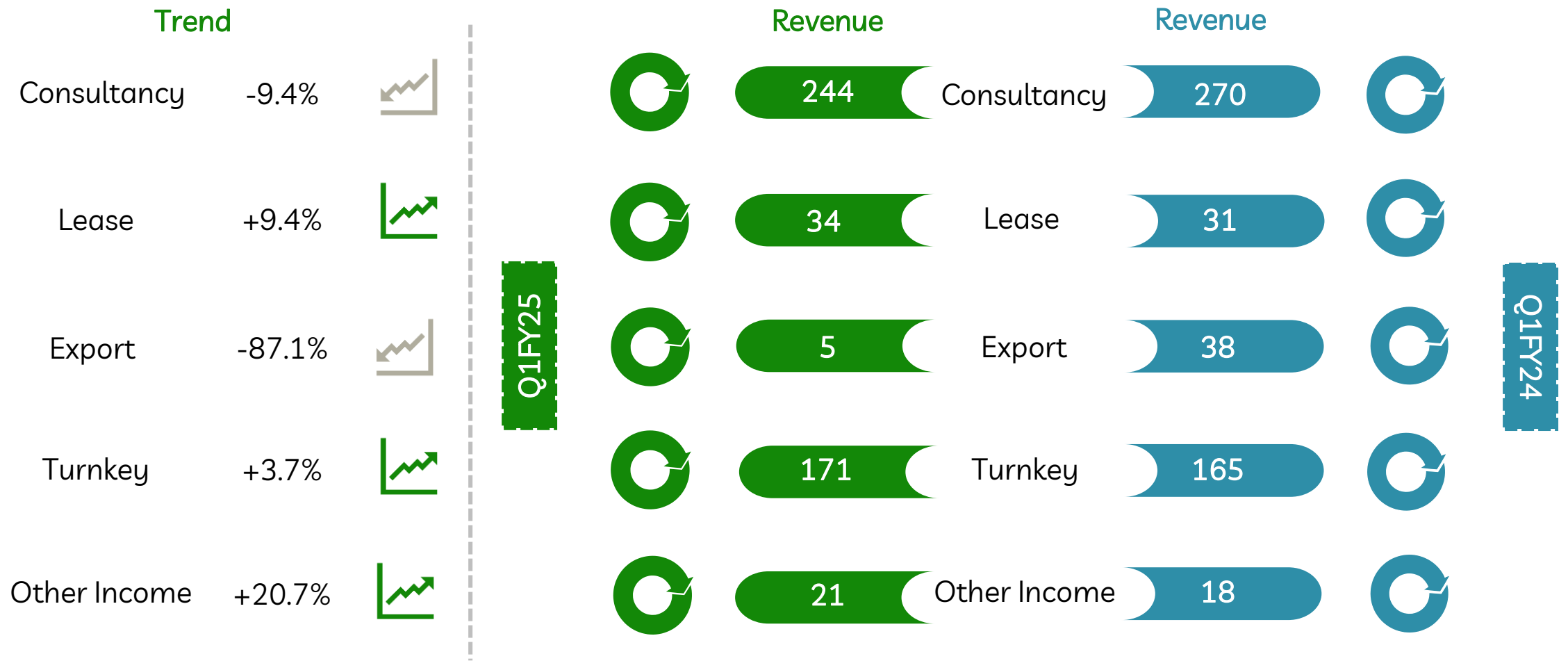
\*EBITDA = PBT + Interest + Depreciation + Amortization – Other Income

# Segmental Performance



[RITES Ltd.](#)

# Segmental Revenue – Q1FY25 (Standalone)

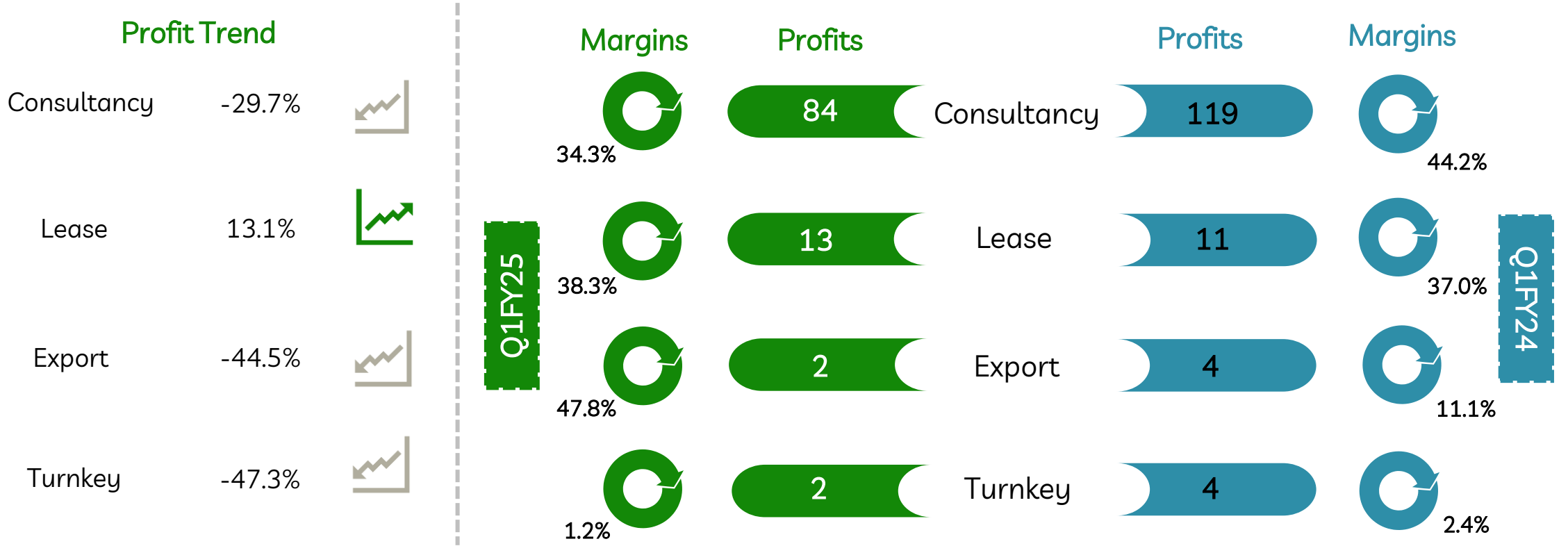


Fall in consultancy revenue on account of fall in QA and consultancy abroad.

Exports revenue fall on account of only supply of spares during the quarter



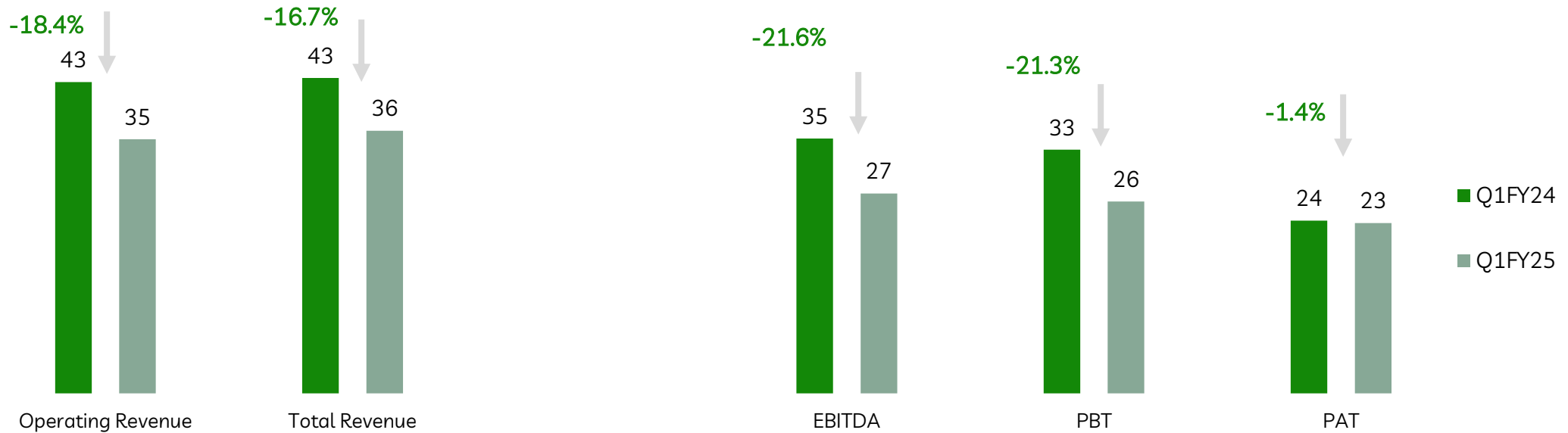
# Segmental Profits – Q1FY25 (Standalone)



Fall in consultancy margins are on account of fall in revenue in QA and consultancy abroad and competitive pressure as a whole in the segment

High exports margins on account of spares supply & script sales

## Q1FY25



Fall in revenue and profits is on account of one-off additional consultancy revenue for RTC tender during Q1FY24

Growth in energy management activities continued

# Employee Productivity



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# Employee Productivity



Dream Companies to Work For' Award under the 'Infrastructure' category by Times Ascent at the World HRD Congress-2023.



Senior Management with an avg. experience of 30+ years



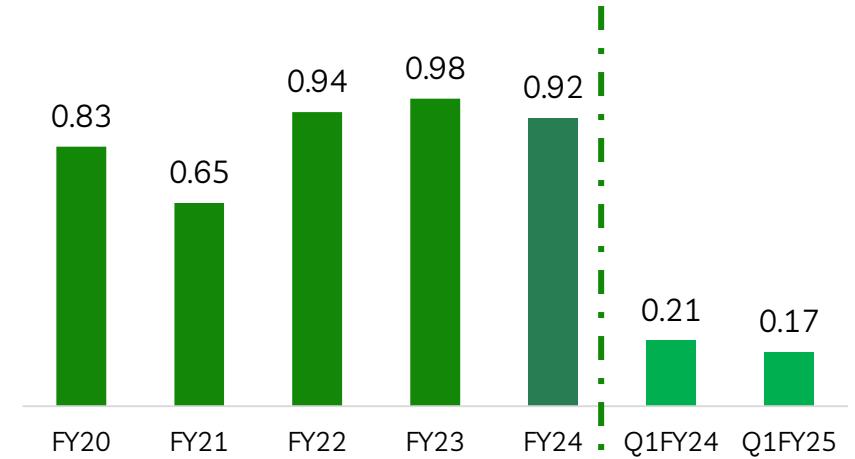
Experts in Engineering, Science, Finance, Economics etc. with a mix of regular, deputationists and contract employees



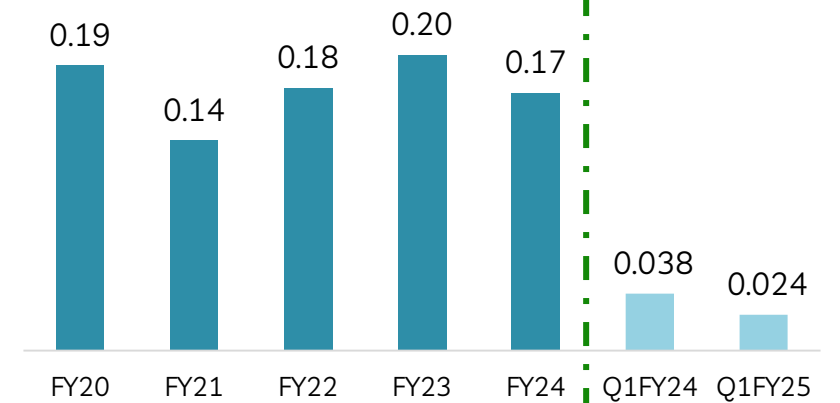
1,800+ regular skilled engineers/ professionals

Status	No. of Employees		
	30.06.2024	31.03.2024	30.06.2023
Regular	1790	1809	1695
Deputation	42	54	64
Contract	914	865	760
<b>Total</b>	<b>2752</b>	<b>2728</b>	<b>2519</b>

## Revenue per Employee



## Profit after Tax per Employee



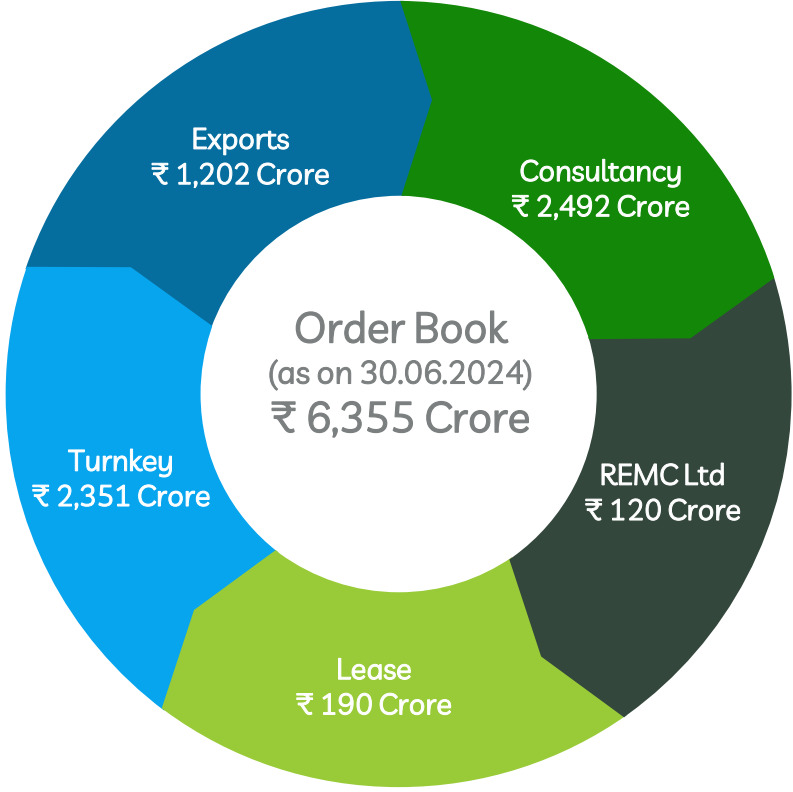
\*Revenue and Profit per employee is on standalone basis, based on the average (quarterly) number of employees

# Order Book

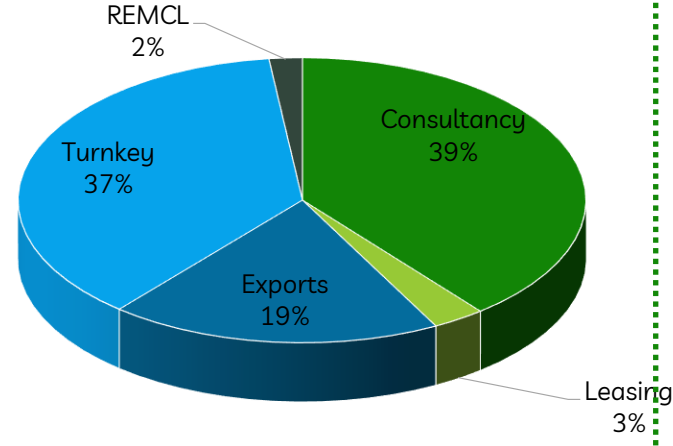


# Order Book

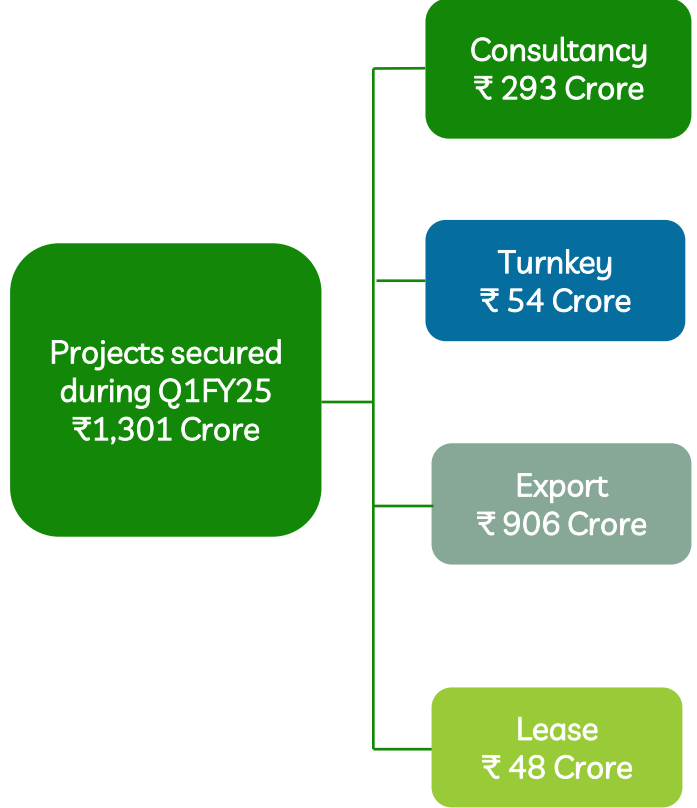
Order Book  
as on 30.06.2024



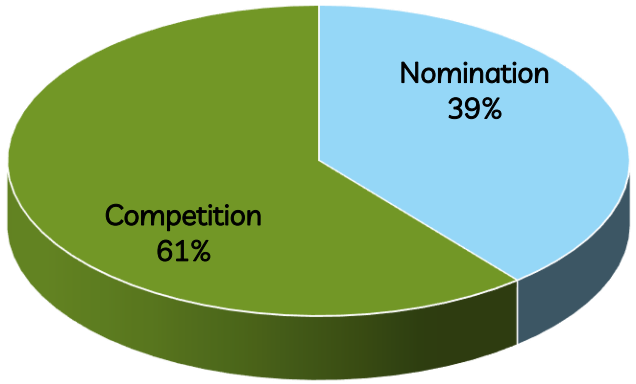
Order Book Split  
as on 30.06.2024  
Segment Break-up



Projects Secured Split  
(New & extensions)  
(During Q1FY25)



Nomination vs Competition



\*\*REMCL's orders book is annualised based on the last quarter's procurement contracts and wind power generation



# Major Projects Secured – Q1FY25

Secured **80+** projects/contracts including extensions of **₹1336** during the quarter

	Project Scope	Amount	Client	Expected Completion Year
Consultancy	Project Management Consultancy services for Construction of Railways PFT's at Dharampura and Susheel Nagar in Ballari District under CEPMIZ	27	KMERC	2026
	Independent Safety Assessor (ISA) for rolling stock under procurement by IR	11	Indian Railways	2027
	PMC for Private Railway siding from Tentuloi station at Naini, Angul(Dist), Odisha State.	11	SCCL	2026
Leasing	Project Supervision Service Agency for Taranga Hill – Abu Road section	9	North Western Railways	2027
	Preparation of Detailed Project Report (DPR) & project supervision for construction of Eastern Breakwater (EBW) and Jetty	8	DGNP	2031
Export	Independent Engineer Services for Supervision of Development and Operations of Multi Modal Logistics Park at Indore	7	NHLML	2026
	Loco hiring cum operation at TSK	40	Tata Steel	2027
Turnkey	Supply of 200 Nos. of Broad Gauge Coaches	906	Bangladesh Railways	2029
	Turnkey-Redevelopment of Ayodhya Rly Stn (Extn)	51	Northen Railways	2025



# Future Ready

Not just more of the same; but much more of the New!

Get in touch : [info@rites.com](mailto:info@rites.com)

Stay Updated :



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