



**Ramky Infrastructure Ltd.**

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CIN: L74210TG1994PLC017356

September 05, 2024

To, Corporate Relations Department <b>BSE Limited,</b> Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001. Scrip Code: 533262	To, Listing Department <b>National Stock Exchange of India Limited</b> Exchange Plaza, Plot No. C/1, G Block, Bandra - Kurla Complex, Bandra (East), Mumbai 400 051 Scrip Symbol: RAMKY
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**Sub: Intimation of Presentation at the Investors Meeting held on 05.09.2024**

**Ref: Under Regulation 30 of SEBI (LODR) 2015 read with intimation given on 02<sup>nd</sup> September 2024**

Dear Sirs,

In furtherance to the intimation given by the company on the 02<sup>nd</sup> September 2024 we wish to inform you that the management of the Company has met the Analysts / Investors today as scheduled and held discussion with them regarding the current operations and financial performance of the company over the years.

The content upon which discussions were held is largely available in public domain and is not an unpublished price sensitive information (UPSI).

In compliance of the SEBI (LODR) 2015 Regulations duly amended, we hereby attach the presentation given to the Analysts / Investors aforementioned at the meeting which is also placed on the website of the company.

Regards

For Ramky Infrastructure Limited

N. Kesava Datta  
Company Secretary  
M No: A61331



Encl: Presentation



## INVESTOR/ANALYST MEETINGS PRESENTATION

05<sup>th</sup> September 2024

RAMKY INFRASTRUCTURE LIMITED (RIL)

Water and Waste Water | Industrial | Buildings | Roads & Bridges  
| Power |

## Ramky Group Profile



**Inception in 1994 &  
Operates in India and  
Globally**



**Diversified Project  
Portfolio**



**~ 1 Bn. USD Turnover in  
FY 23**



**Over 15,500+ Employees**



**Predominant  
Presence in Key  
Sectors like Buildings,  
Roads, Urban &  
Industrial  
Infrastructure  
solutions, Water,  
Solid & Liquid Waste  
Management, Waste  
to Energy, etc.**









**Capabilities include  
Design, Engineering,  
Financing, Procurement,  
Construction,  
Commissioning,  
Operation and  
Maintenance of all  
Sector Projects**






# Ramky Infrastructure Limited (RIL) Profile

<b>RIL part of Ramky Group, founded in 1994</b>	<b>Public Listed Company since 2010</b>	<b>~ 243 Mn. USD Turnover for FY 24</b>	<b>3 Decades of successful Design, Engineering, Financing &amp; Project Execution &amp; Operating Experience</b>
<b>Operates Pan India with Diversified Project Portfolio</b>	<b>One of the few Leading ISO Certified EPC Firms in India</b>	<b>1000+ Direct &amp; over 10,000+ Indirect Employment</b>	<b>Presence in Sectors like Buildings, Water &amp; Waste Water, Roads, Urban &amp; Industrial Infrastructure solutions etc.</b>

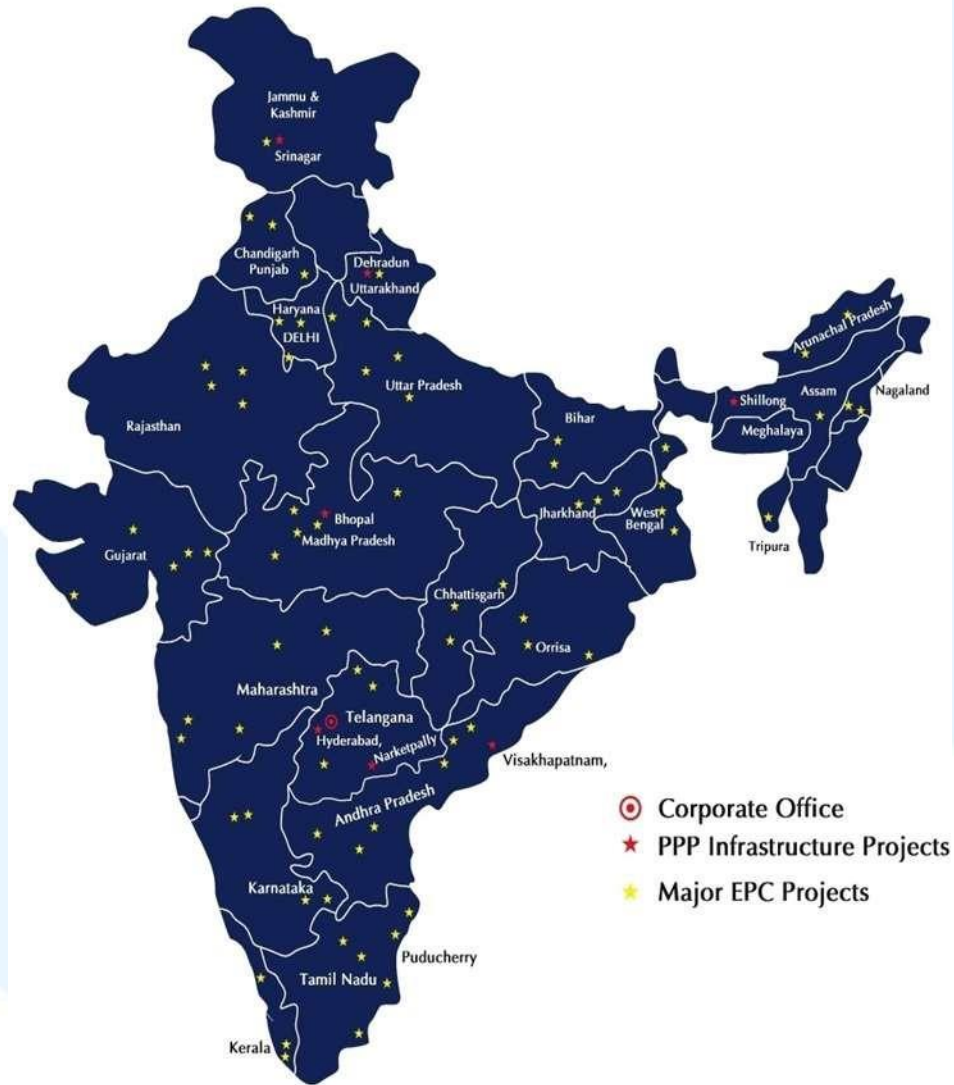
## Construction / EPC Business

<b>Water &amp; Waste Water</b>  Over 3,000 MLD	<b>Buildings</b>  Over 50 Million Sft.	<b>Roads &amp; Bridges</b>  Over 2850 Lane Kms	<b>Industrial</b>  Over 47 Projects	<b>Irrigation</b>  Over 20 Projects	<b>Power</b>  Over 1800 KV T&D
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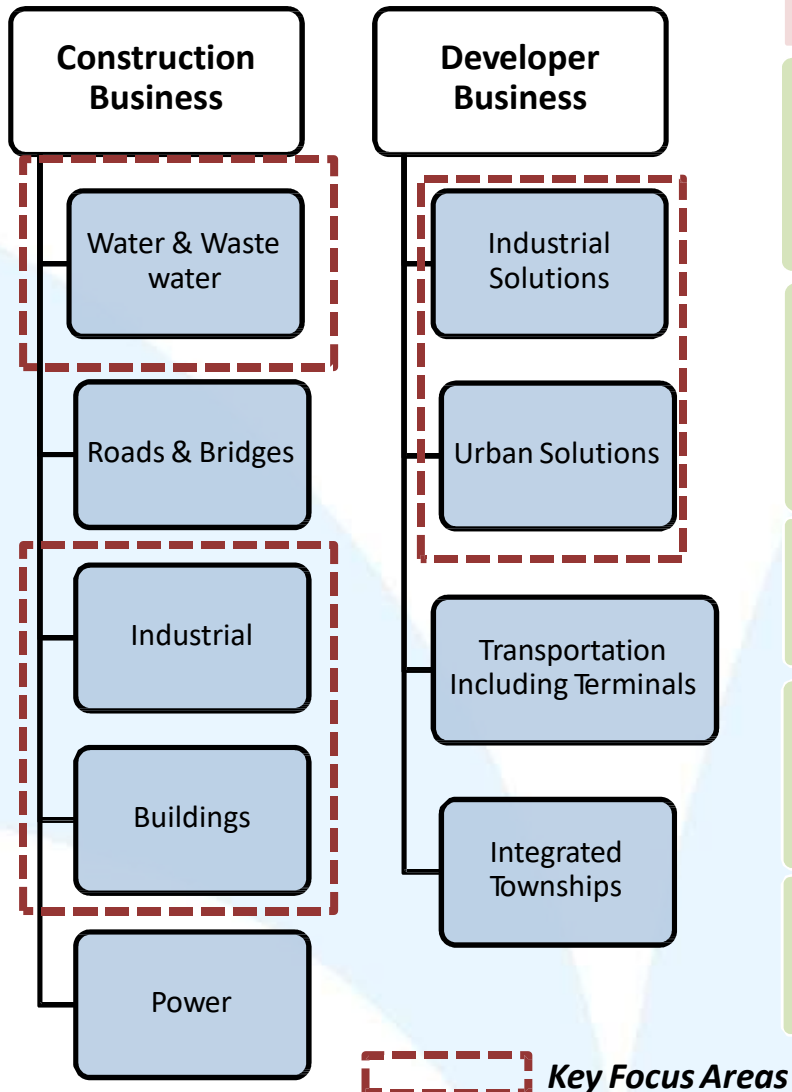
## Developer Business

<b>Industrial Parks</b>  Over 3500 Acres  India's 1st and largest Sector Specific Industrial Park at Vizag, India	<b>Transportation</b>  Over 1300 Lane Kms  SBEL – Only Highway which connects the Kashmir Valley to the rest of Country	<b>Environmental Infrastructure</b>  Over 500 MLD  HMWSSB - One of the Largest STP's Development under HAM	<b>Integrated Townships</b>  Over 25 Million Sft  Ramky Towers - One of the 1 <sup>st</sup> High Rise Township under PPP mode	<b>Transport Terminals</b>  ISBT  Dehradun - India's 1st Inter State Bus Terminus Project on BOT basis
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## Foot Prints - Pan India Presence



## Key Business Areas



### Key Business Verticals

#### Buildings

- Includes Academic, commercial, residential, public, institutional and corporate buildings, mass housing, high rise, health care infrastructure, integrated townships and related infrastructure facilities such as hospitals, shopping malls, etc.

#### Water & Waste Water

- Include water treatment plants, water transmission and distribution systems, elevated and ground level service reservoirs, sewage treatment plants, common effluent treatment plants, tertiary treatment plants, underground drainage systems and lake restorations

#### Roads & Bridges

- Includes expressways, highways, bridges & flyovers, rural roads, terminals and dedicated service corridors

#### Industrial Solutions

- Includes industrial parks, Industrial Infrastructure, SEZs and related works such as aluminium, textile, pharmaceuticals, power, petroleum.

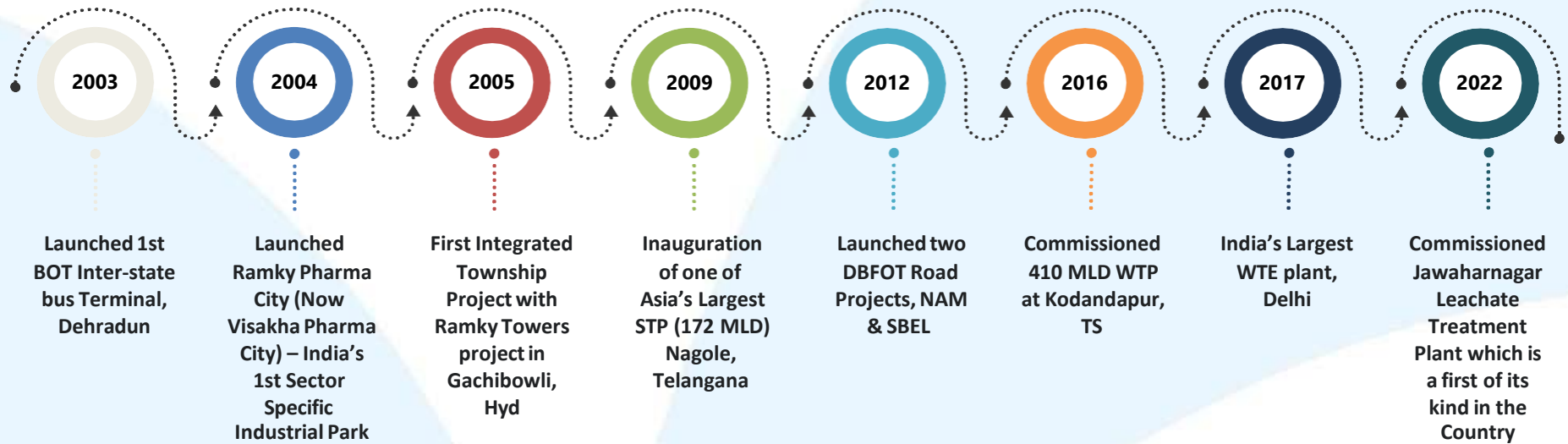
#### Power

- Includes Power Generation electricity transmission networks, substations, feeder lines and High & Low tension distribution lines

## Business Transformation in RIL Growth Path of Success



## New Business & Sectors in RIL Growth Path of Success





## Ramky Infrastructure Limited Key Landmark Completed Projects



**24 MW Waste to Energy Plant, Delhi**



**2x600 TPD WTE Power Plant at Hyderabad, TS**



**172 MLD STP, Hyderabad, TS**



**410 MLD WTP, Nalgonda, TS**



**4 MLD CETP, Pantnagar, UK**



**2 MLD Leachate Treatment Plant, Hyderabad, TS**



**Visakha Pharmacy, Vizag, AP**



**Ramky Towers, Hyderabad, TS**



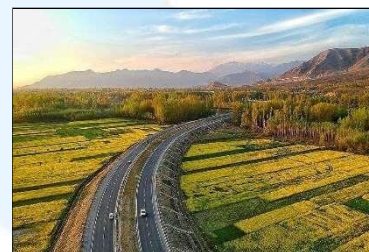
**500 Mcft Gravity Dam, Karnataka**



**STPs of 480.50 MLD, Hyderabad, TS**



**ORR, India  
8 Lane, 12.63 Kms  
O&M - 12.5 Years**



**SBEL, India  
4 Lane, 61.19 Kms  
O&M - 17 Years**



**NAM, India  
4 Lane, 212.50 Kms  
O&M - 14.5 Years**



**Barhi-Hazaribagh, India  
4 Lane, 41.28 Kms  
O&M - 4 Years**



**Masania-Rengapali, India  
2 Lane, 60.46 Kms  
O&M - 4 Years**

## Key Highlights of RIL Financial Performance FY 24

RIL achieves strong 75% YoY PAT growth in Quarter 4, Full year PAT grows at 68%

Q4 Revenue  
at **Rs. 549**  
crores, Up  
**24% YoY**

Q4 EBIDTA  
at **Rs. 140**  
crores, Up  
**34% YoY**

Q4 PAT at  
**Rs. 84**  
crores, Up  
**75% YoY**

**12 M**  
Revenues at **Rs.**  
**2,033**  
crores, Up  
**38% YoY**

**12 M ROCE**  
Up **15% YoY**

**12 M ROE**  
Up **63% YoY**

**12 M PAT at**  
**Rs. 360**  
crores, Up  
**68% YoY**

### Order Book position :

As on Mar'24 it stands at Rs. 8,740 Crs. Business mix is at 60:40 between CAPEX and OPEX respectively, providing long term and steady revenue flows over the next 3 to 15 years.

## Key Highlights of RIL Financial Performance Q1 FY 25

**Q1 Revenue  
at Rs. 550  
crores, Up  
13% YoY**

**Q1 EBIDTA  
at Rs. 141  
crores, Up  
17% YoY**

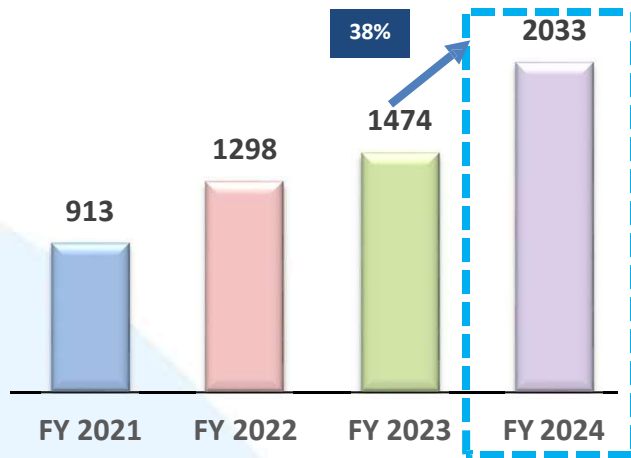
**Q1 PAT  
at Rs. 86  
crores, Up  
19% YoY**

### **Order Book position :**

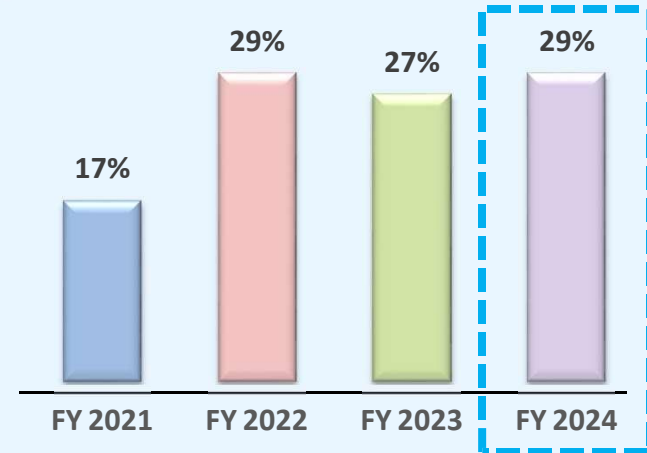
**Currently stands at Rs. 8505 Crs. Business mix is at 60:40 between CAPEX and OPEX respectively providing long term and steady revenue flows over the next 3 to 15 years.**

## Standalone Financial Performance Data

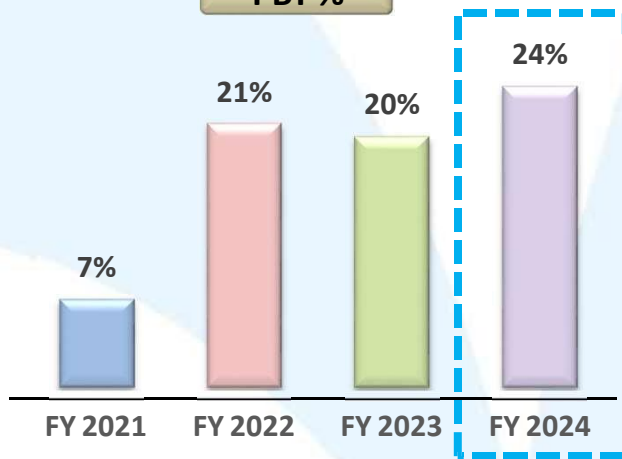
**Revenue Crs.**



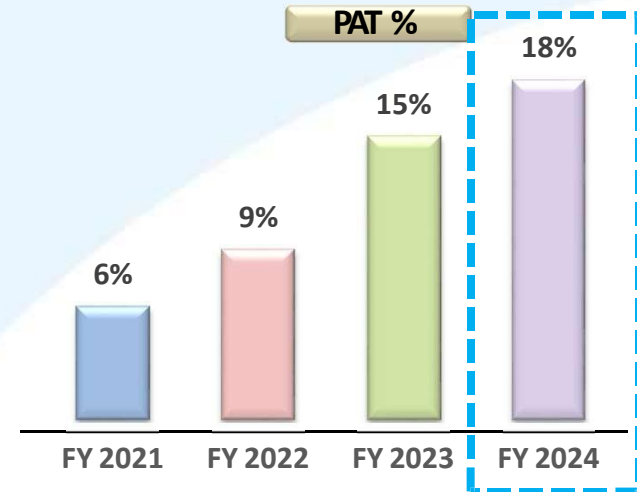
**EBITA %**



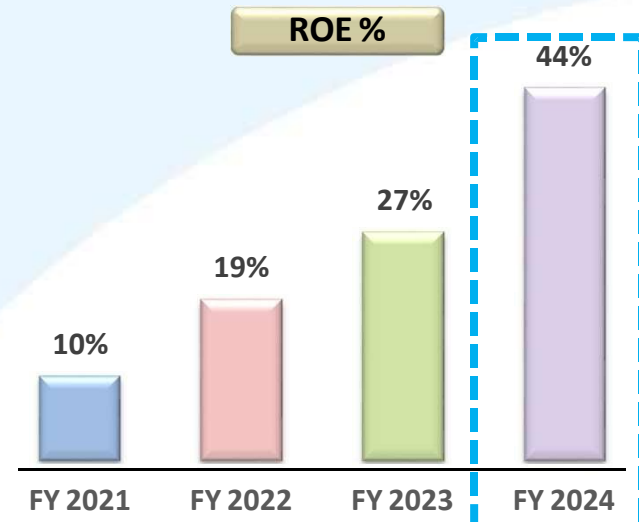
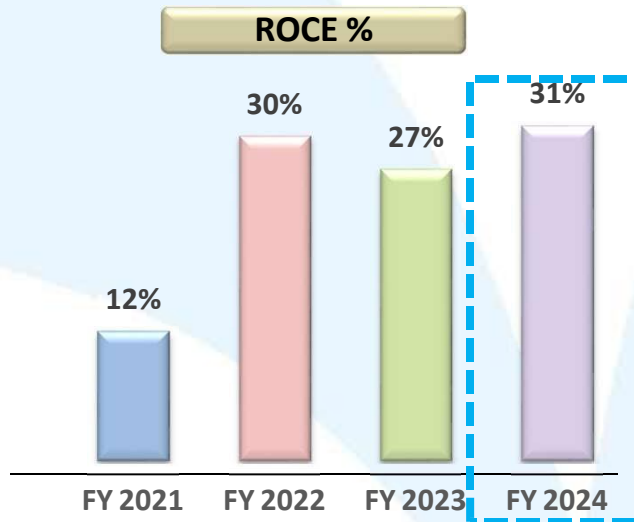
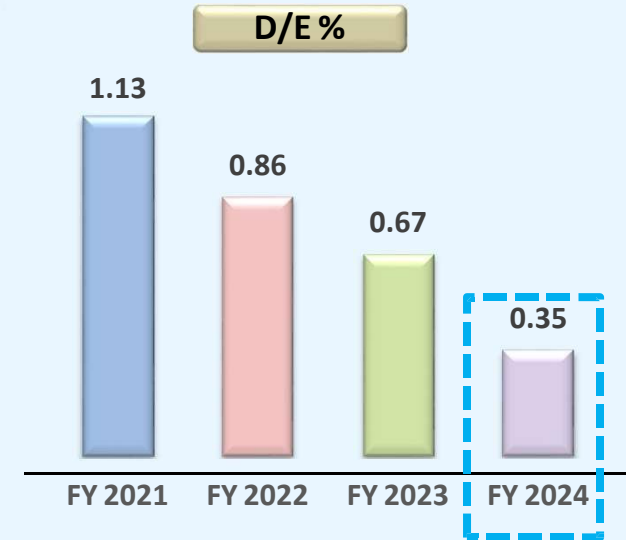
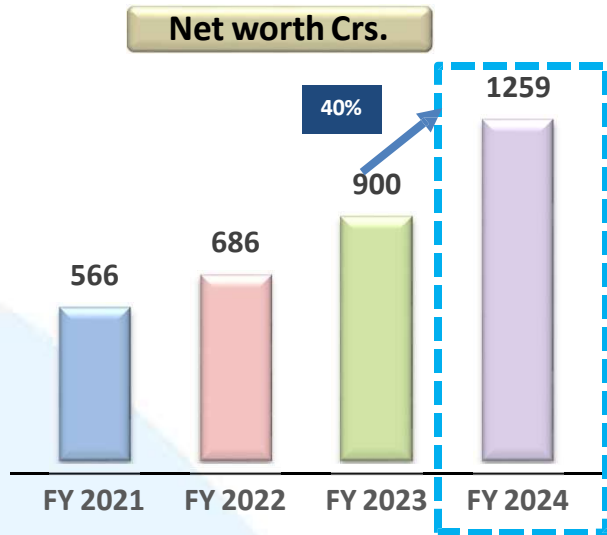
**PBT %**



**PAT %**

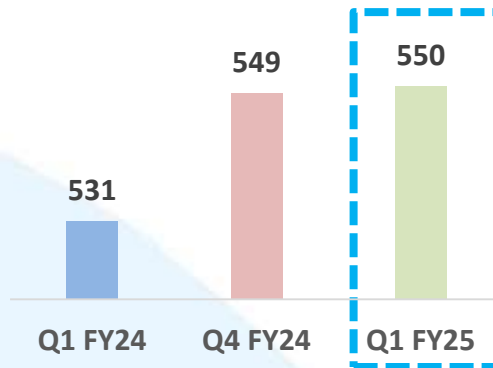


## Standalone Financial Performance Data

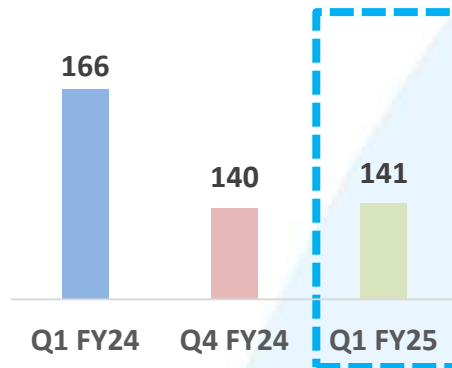


## Standalone Quarterly Financial Performance Data

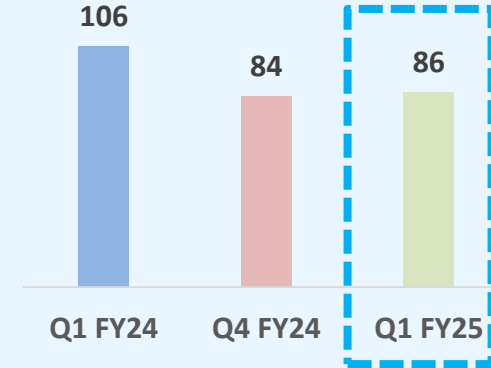
**Revenue Crs.**



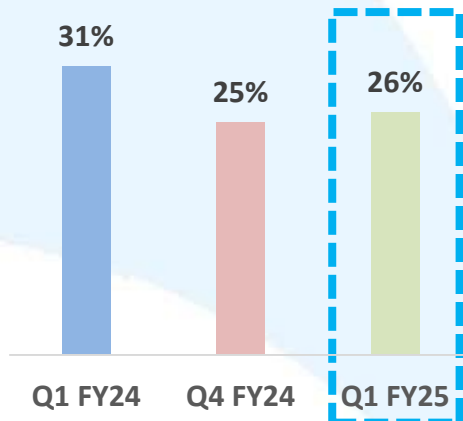
**EBITDA Crs.**



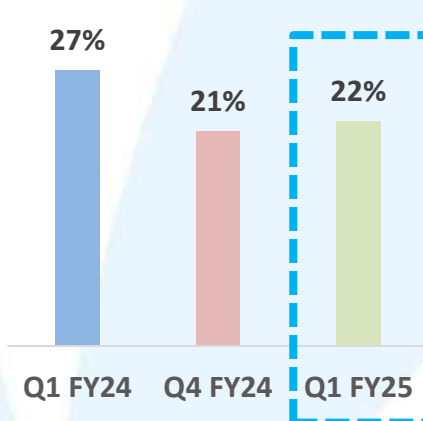
**PAT Crs.**



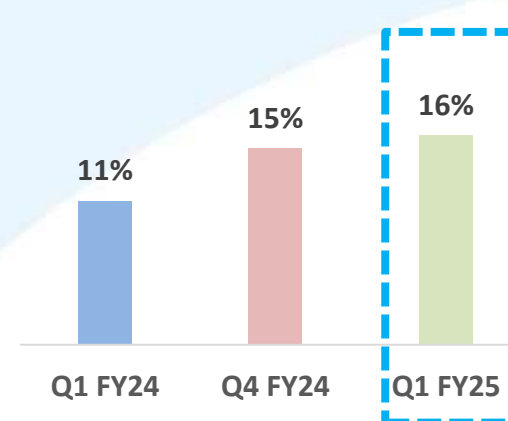
**EBITDA %**



**PBT %**

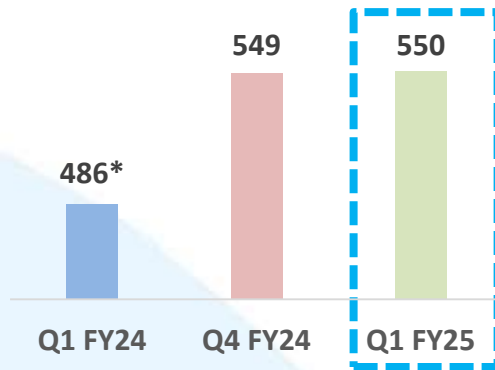


**PAT %**

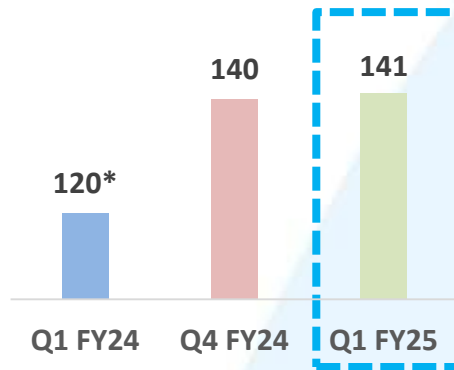


## Standalone Quarterly Financial Performance Data- Reconciliation Explanation

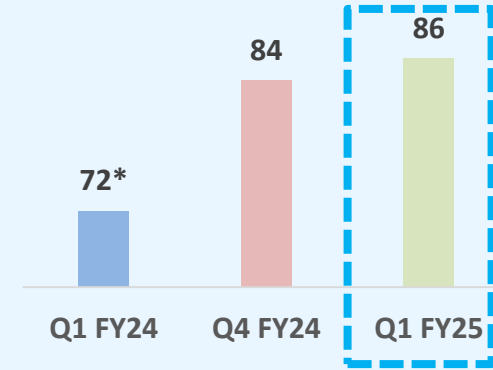
**Revenue Crs.**



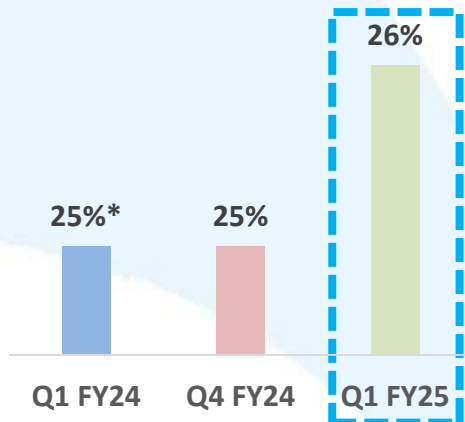
**EBITDA Crs.**



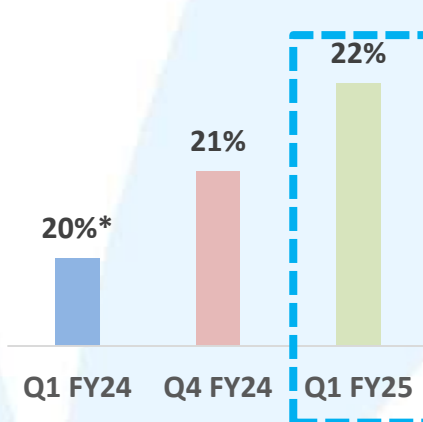
**PAT Crs.**



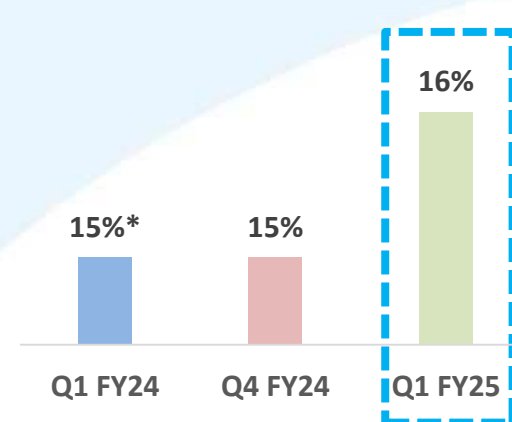
**EBITDA %**



**PBT %**



**PAT %**

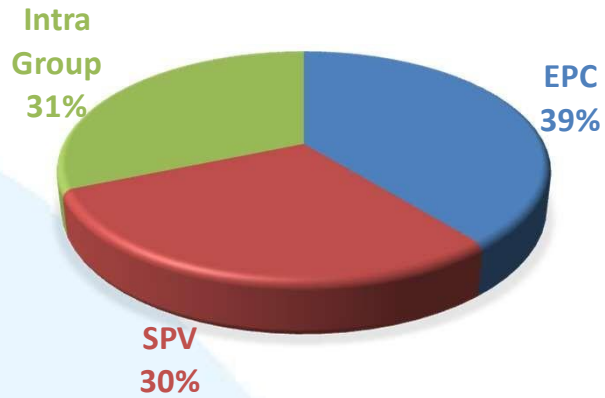


\* - Post Adjustments of Prior Period Revenues

## Segmental Revenue break up

*in INR Crores*

**FY 23**



EPC	577
SPV	435
Intra Group	462
<b>Total</b>	<b>1474</b>

**FY 24**



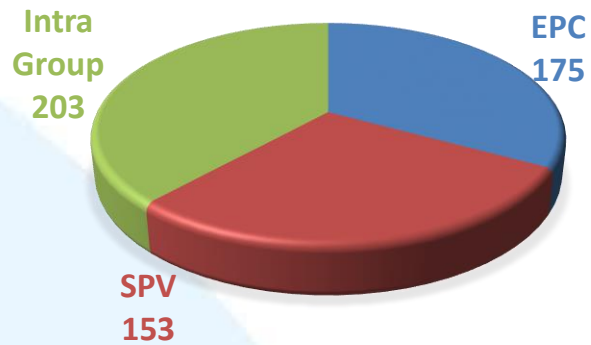
EPC	619
SPV	607
Intra Group	808
<b>Total</b>	<b>2034</b>



## Quarterly Segmental Revenue break up

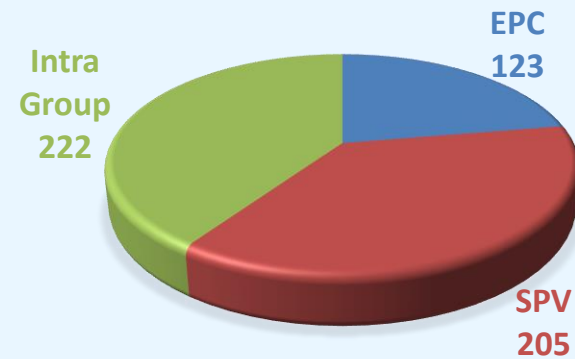
*in INR Crores*

### Q1 FY 24



EPC	175
SPV	153
Intra Group	203
<b>Total</b>	<b>531</b>

### Q1 FY 25



EPC	123
SPV	205
Intra Group	222
<b>Total</b>	<b>550</b>

## RIL Competitive Advantage



**Strong Revenue  
Growth**



**Positive Cash Flow  
Management**



**Improved  
Profitability**



**Growth Potential**



**Effective Debt  
Management**



**Risk Mitigation**



**Equity Growth**



**Nil Term Debt  
Company**

## **RIL's Few Emerging Business Opportunities**

### **Engineering, Procurement & Construction**

- Pumped Storage structures
- Brownfield Industrial Infra Solutions
- Stations Redevelopment
- Data Centres
- Iconic Buildings etc.

### **Developer**

- Urban Infra Solutions
- Sector specific Industrial Parks
- Leachate Treatment plants
- Industrial & Environmental Infrastructure like CETPs
- Multi Modal Logistics Parks
- Smart Metering etc.

### **Operation & Maintenance**

- Long Term Operation & Maintenance of Roads and Water & Waste Water Projects etc.

## Few Accolades / Certificates Received

15th CIDC Vishwakarma Awards 2024



Achievement Award for **Best Professionally Managed Company**



**Best Construction Project** for the Leachate Treatment Plant, Jawahar Nagar



**Best HSE Implementation** for Ramky One Symphony



**Outstanding CSR Activities** for Ramky Foundation



FICCI 2024



**FICCI Smart Urban Innovation Awards** under the **Sustainable Cities** category for the Leachate Treatment Plant, Jawahar Nagar.

## **CSR @ Ramky Infrastructure Limited**



***Education***



***Health & Sanitation***



***Covid Relief Package***



***Women Empowerment***



***Natural Resource Management***



***Skill Development***



***Entrepreneurship Development Programme***



***National Water Award 2022***

Towards sustainable growth...



**INDIA**

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THANK YOU