

No. RITES/SECY/NSE

Date: November 06, 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
Scrip Code- RITES	Scrip Code- 541556

Sub: Investors Presentation on financial results for the 2nd quarter and half year ended on 30th September, 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 November 06, 2024 on Financial Results for the 2nd quarter and half year ended on 30th September, 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)
दूरभाष (Tel.): (0124) 2571666, फ़ैक्स (Fax): (0124) 2571660, ई.मेल (E-mail) info@rites.com वेबसाइट (Website): www.rites.com

CIN: L74899DL1974GOI007227



Investor Presentation

Financial Results: Q2FY25 & H1FY25

6th November 2024

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

Round-up	4
Financial Performance	6
Segmental Performance	11
Employee Productivity	17
Order Book	19





Round-Up Q2FY25

Q2FY25 at a Glance

- **16.5%** growth* in revenue in Q2FY25 over Q1FY25
- Launch of **VISTAR** - an AI powered cutting edge solution for Rail Inspection
- Signed MoU with ***Etihad Rail***
- Signed MoU with **NBCC** and **HUDCO** to deliver comprehensive consultancy & project management services
- Signed MoU with **NHAI** for consultancy services for Highway, Bridges and Tunnels



- Order book : **₹6,581 Cr**
- Secured **90+** orders** worth **₹ 729 cr**
- **Bonus Share** issued in **1:1** ratio
- BoD recommends 2nd Interim Dividend of **₹ 1.75** Per share for Q2FY25

V - I - S - T - A - R
Visual Inspection System Through **ai** for Rails
an initiative in Artificial Intelligence by
राइट्स
इफ्रास्ट्रक्चर विशेषज्ञ
राइट्स लिमिटेड, मध्य क्षेत्र निरीक्षण कार्यालय, भिलाई

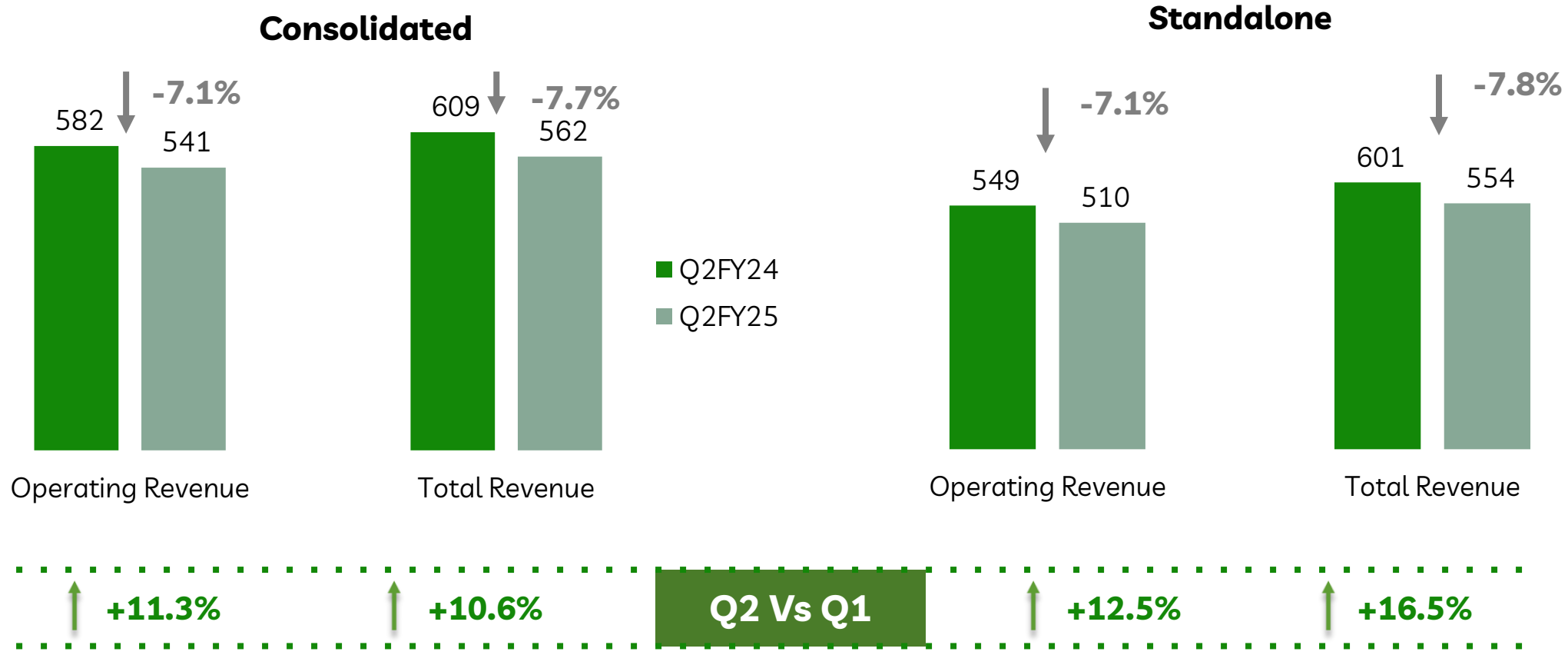
RITES
THE INFRASTRUCTURE PEOPLE
Welcome everyone at the launch of the pro
V - I - S - T - A - R
Quality
Visual Inspection System Through **ai** for Ra
Cardinal Support from:
Entire team of BSP, Bhilai



Financial Performance

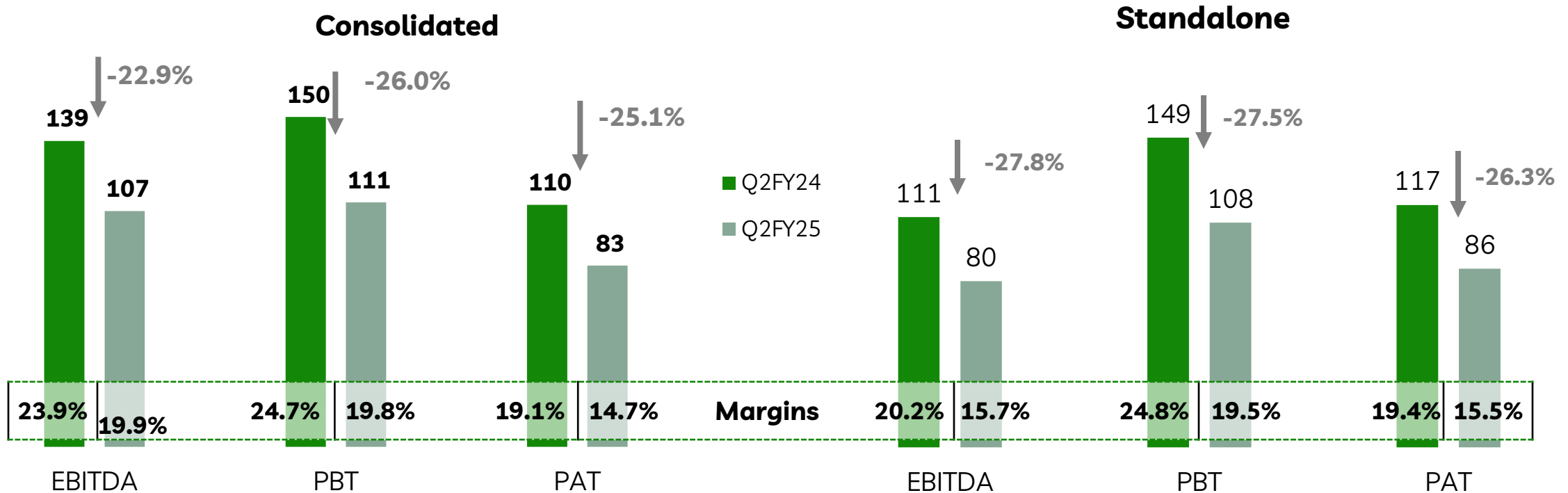
 [@RITESLIMITED](https://twitter.com/RITESLIMITED)

Performance During Q2FY25



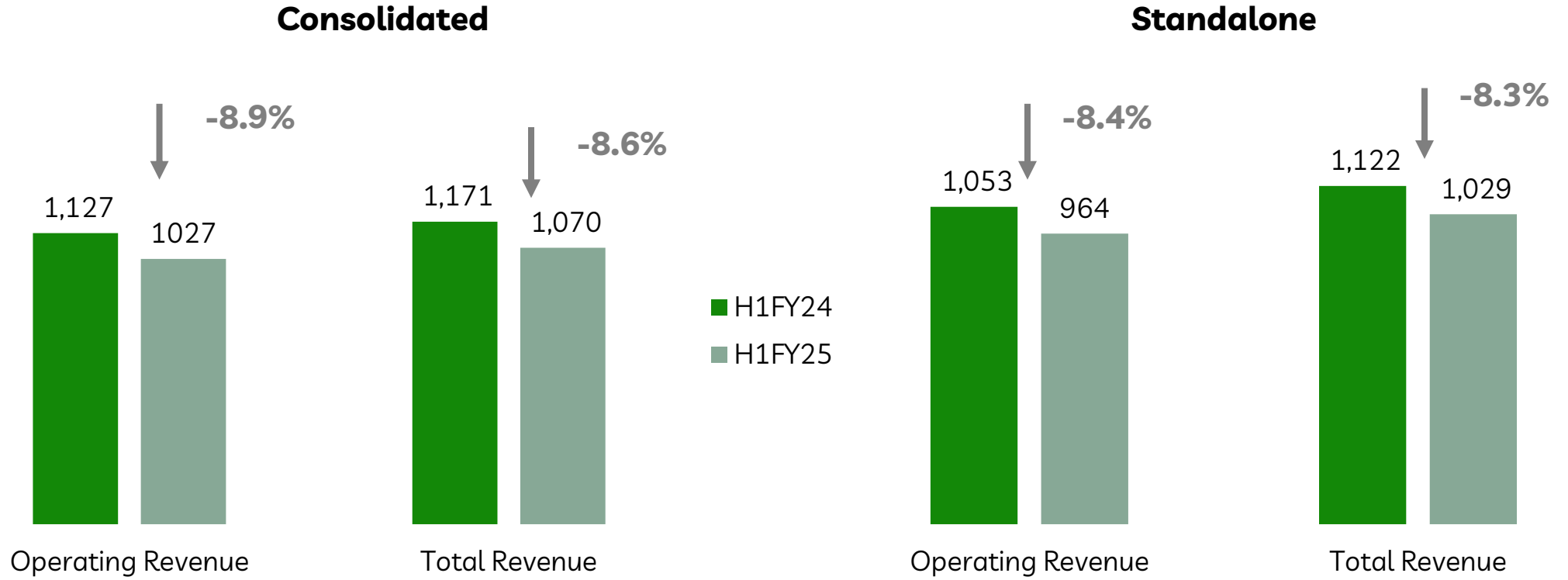
- Fall in revenue can be attributed to less QA revenue and impact on turnkey execution due to heavy monsoon
- Pick up in exports segment is delayed due to geopolitical reasons and supply of locomotives is expected to start from end of FY25

Profits for Q2FY25



- Moderated profits on account for lesser revenue from Quality Assurance without change in cost
- Standalone PAT has also shown a growth of **32.5%** on QoQ basis

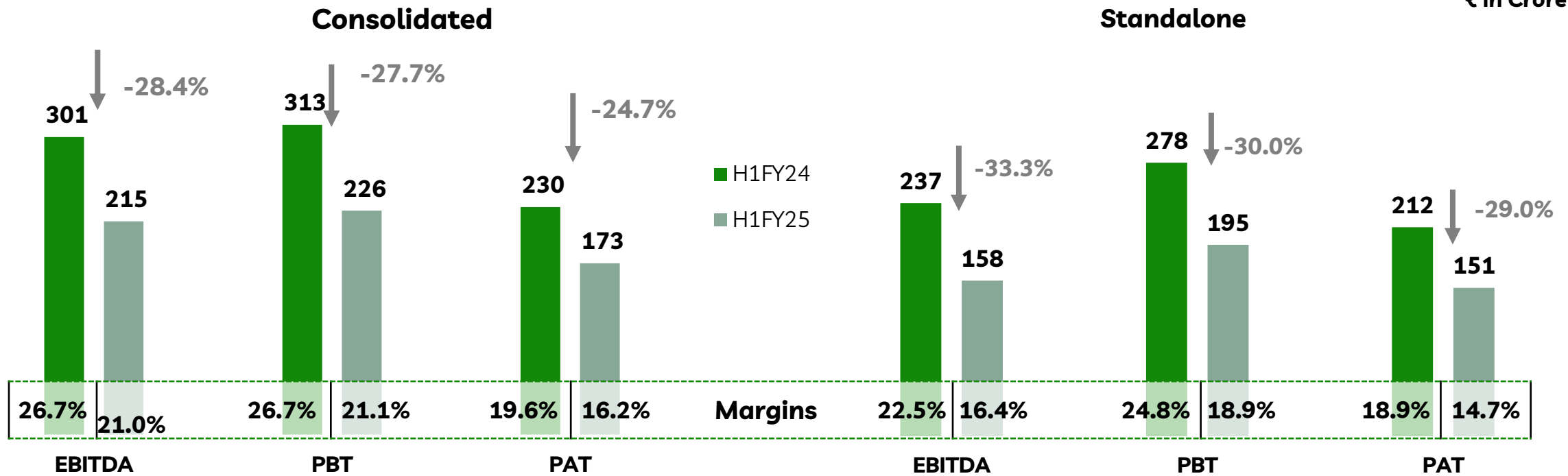
Performance During H1FY25



- Decline in revenue on account of Consultancy Abroad, Exports & Quality Assurance Business

Profits for H1FY25

₹ in Crore



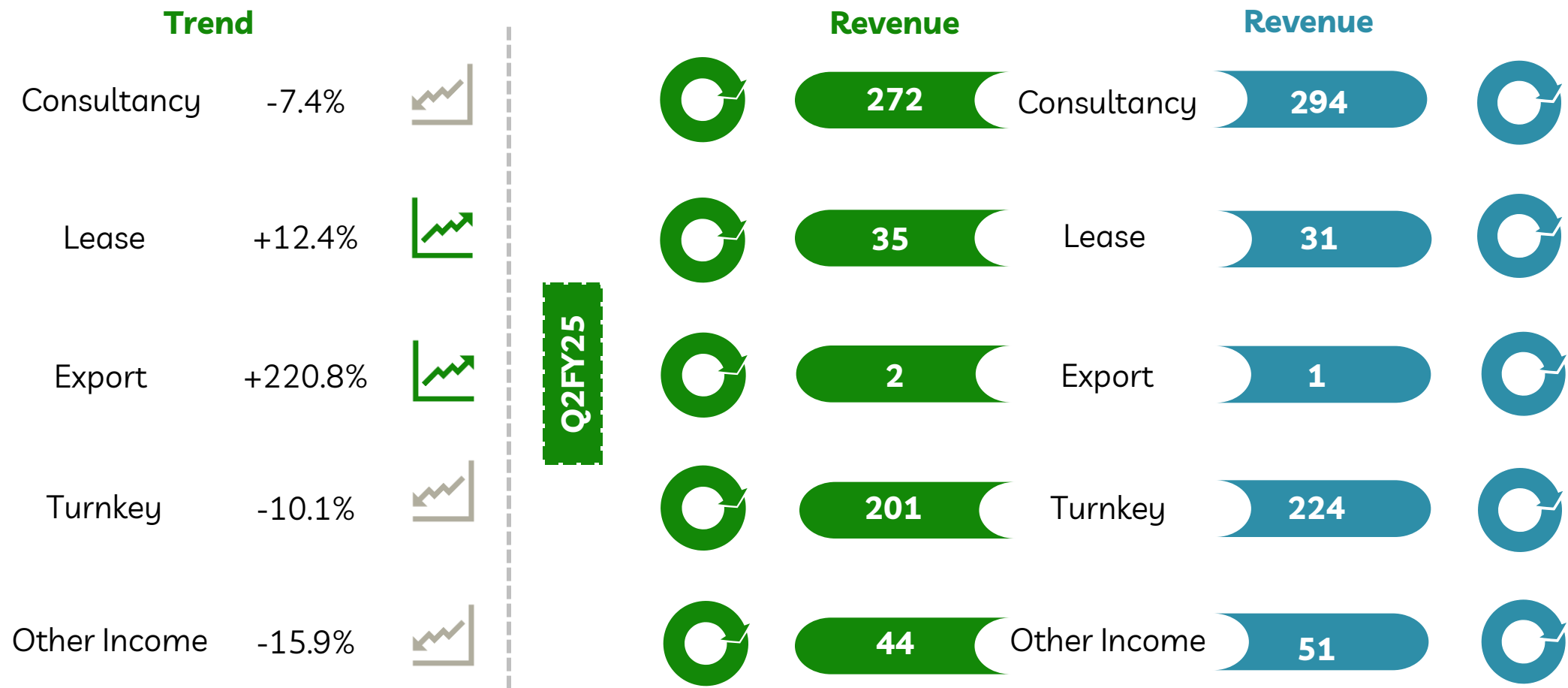
- Profits dip on account for lesser revenue and moderation in margins
- Margins impacted due to fall in high margin QA, consultancy abroad & exports revenue

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



Segmental Performance

Segmental Revenue – Q2FY25 (Standalone)

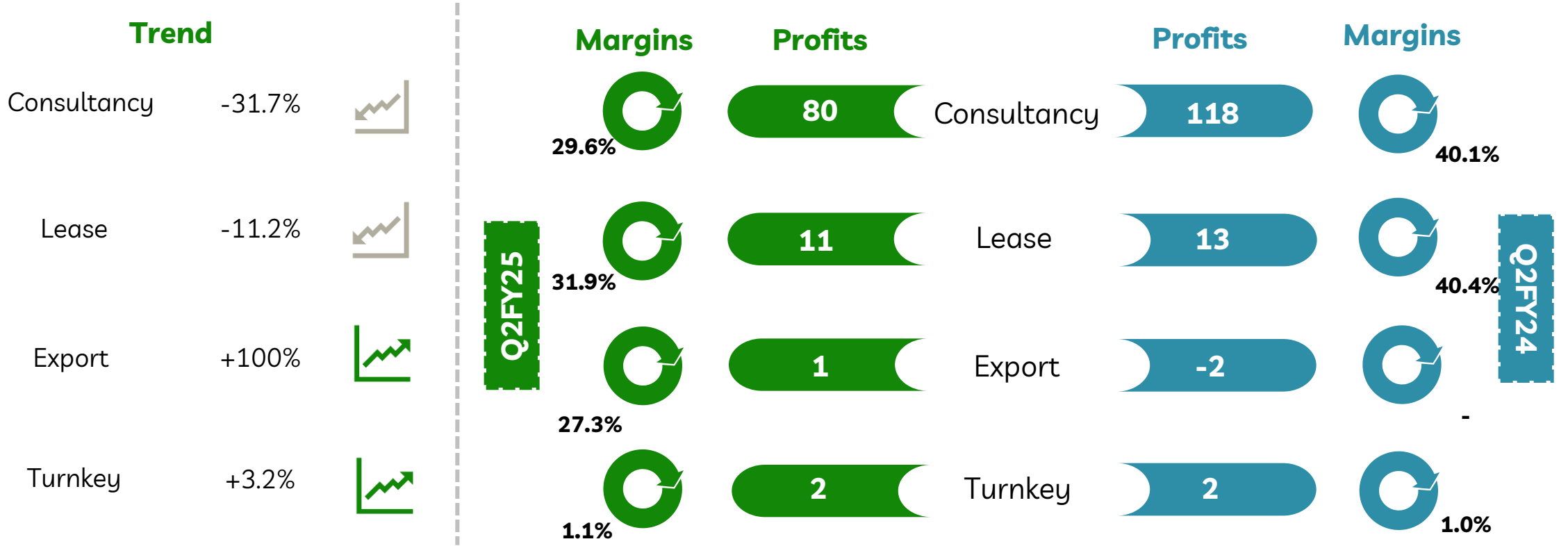


Fall in consultancy revenue on account of fall in QA

Fall in turnkey revenue is attributable to lesser execution due to heavy monsoon

Lesser other income is attributable to lesser dividend from REMC and exchange variation.

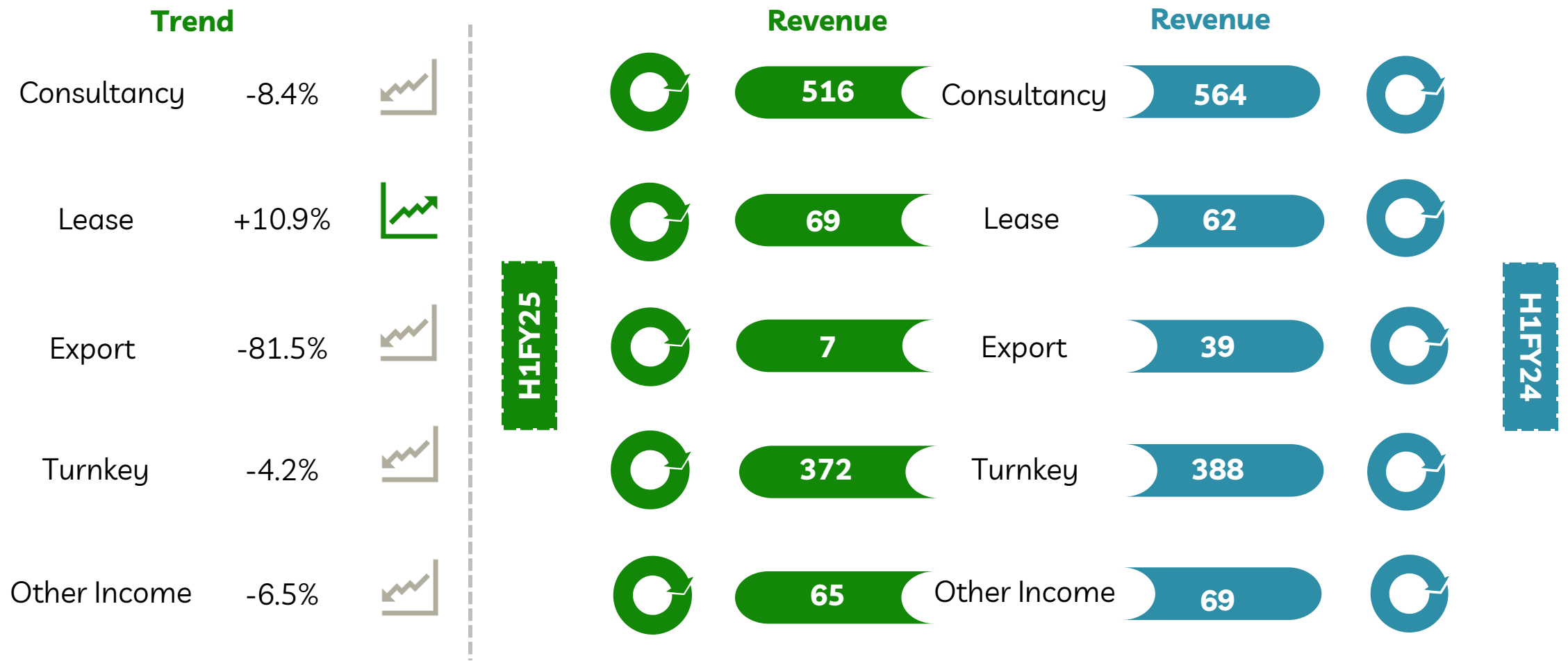
Segmental Profits – Q2FY25 (Standalone)



Fall in consultancy margins are on account of fall in QA and moderation in consultancy margins

Margins in turnkey and lease remain range bound

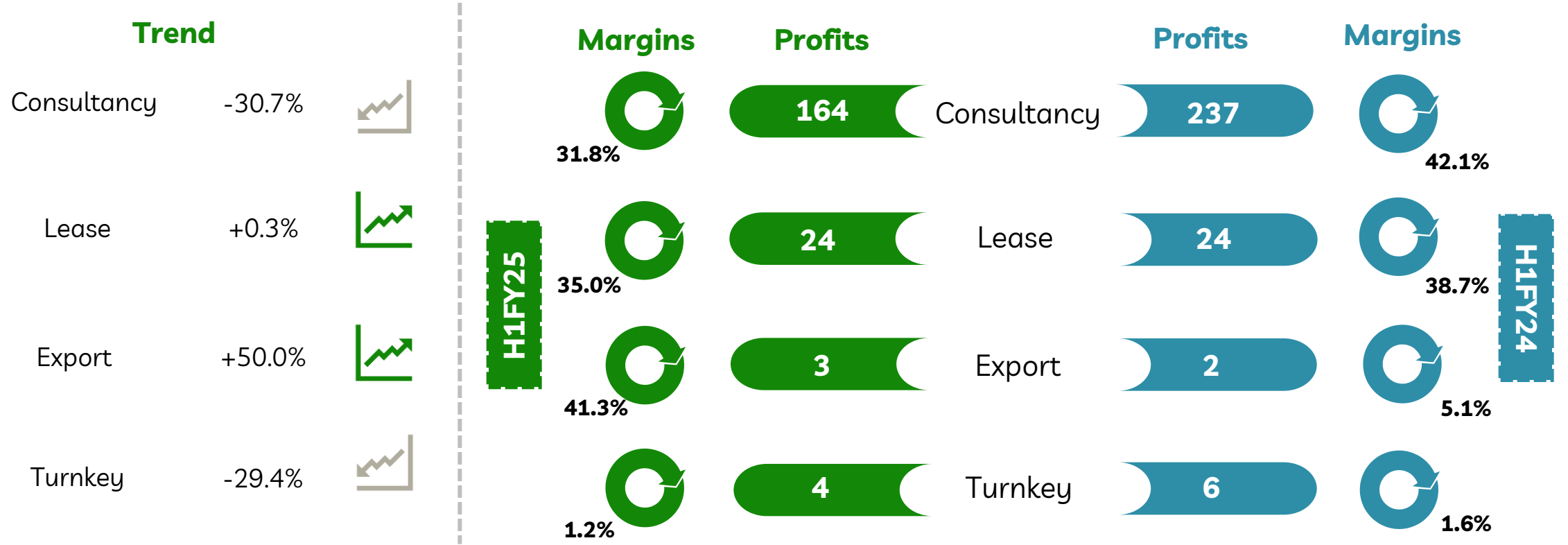
Segmental Revenue – H1FY25 (Standalone)



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

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

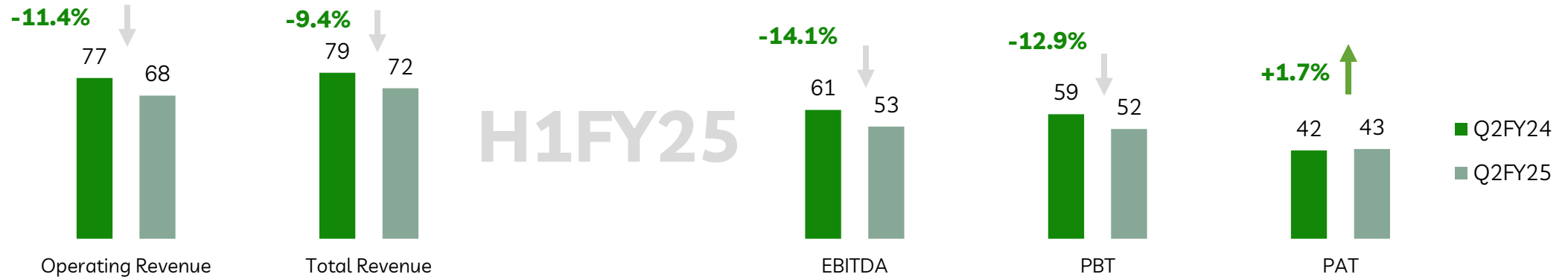
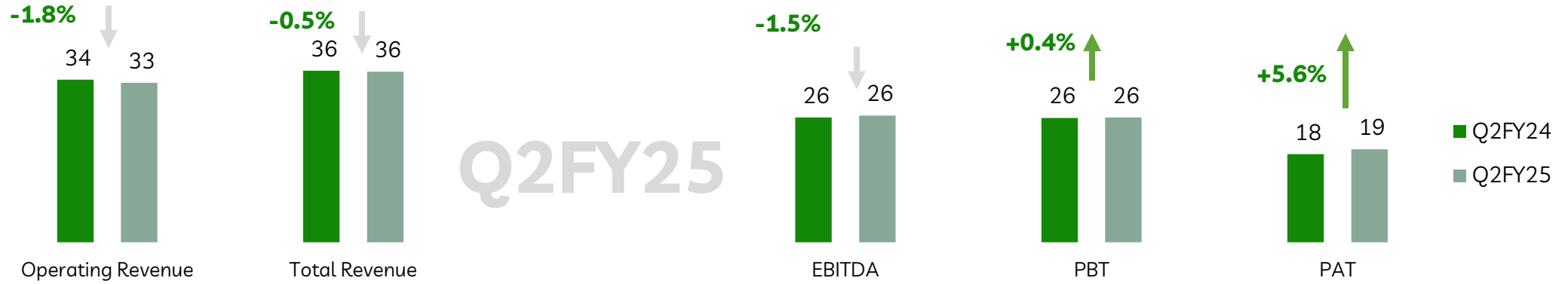
Segmental Profits – H1FY25 (Standalone)



Fall in consultancy margins are on account of fall in QA and moderation in consultancy margins

Margins in turnkey and lease remain range bound

REMC Ltd Performance



Fall in revenue and operational profits is on account of decrease in power generation activities due to lower wind velocity.

Fall in YoY H1 revenue and profits is on account of one-off additional consultancy revenue for RTC tender during Q1FY24

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

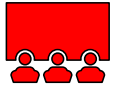


Employee Productivity



[@ritesltdindia](https://www.instagram.com/ritesltdindia)

Employee Productivity



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+ skilled engineers/ professionals

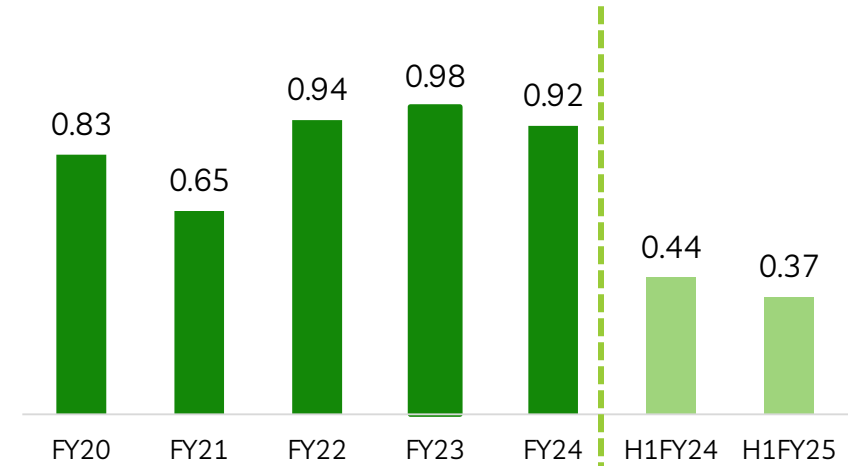


Low attrition rate* of **1.99%** in FY24

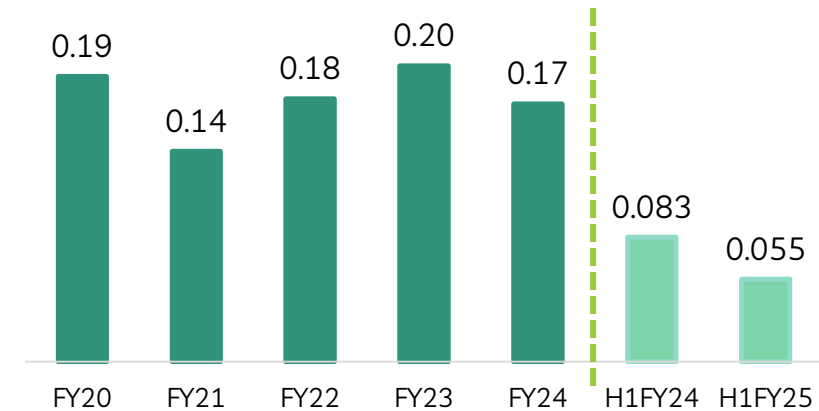
Status	No. of Employees		
	30.09.2024	30.06.2024	30.09.2023
Regular	1763	1790	1706
Deputation	41	42	60
Contract	938	914	799
Total	2742	2752	2565

* For regular employees

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



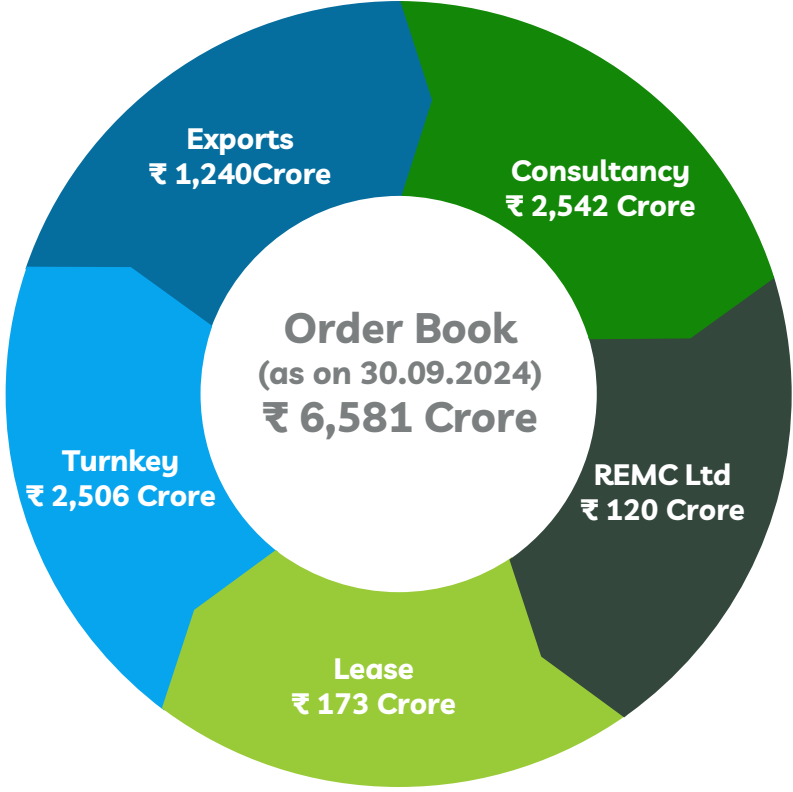
Order Book



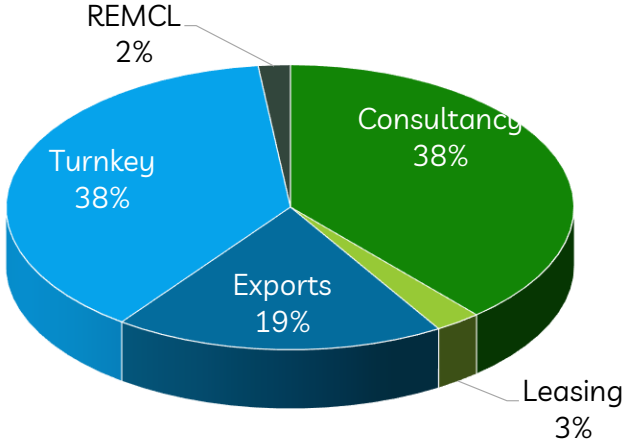
[@RITESLtd](#)

Order Book

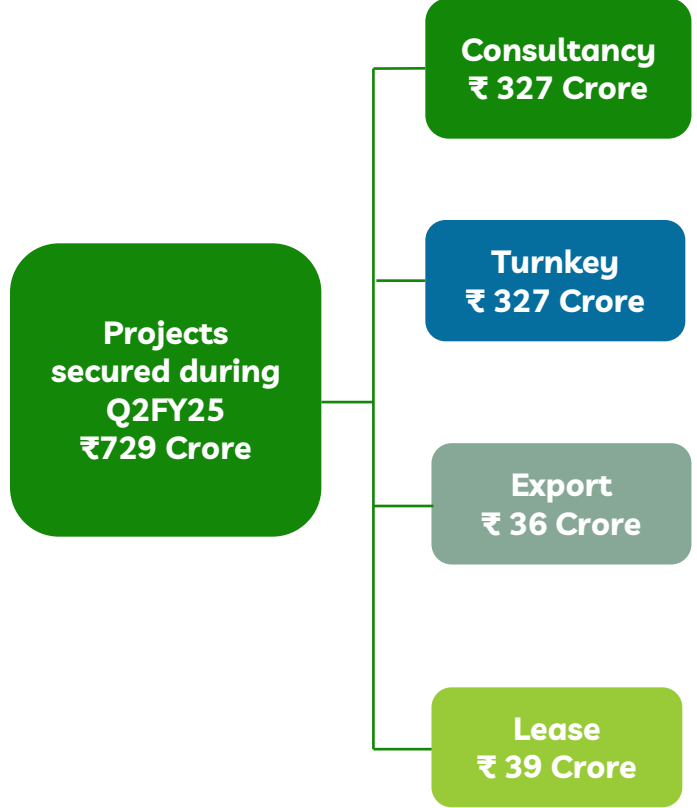
Order Book
as on 30.09.2024



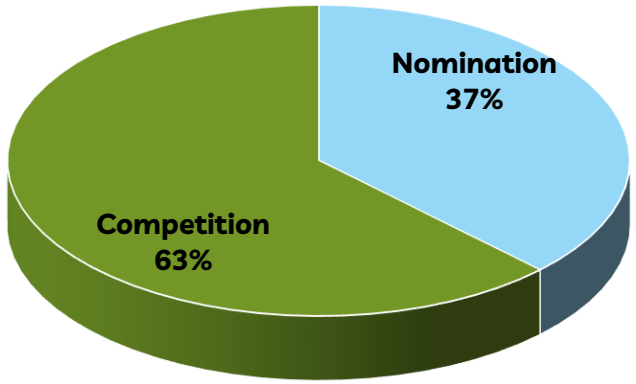
Order Book Split
as on 30.09.2024
Segment Break-up



Projects Secured Split
(New & extensions*)
(During Q2FY25)



Nomination vs Competition



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

Major Projects Secured – Q2FY25

Secured **91** projects/contracts including extensions of **₹729** during the quarter

	Project Scope	Amount	Client	Expected Completion Year
Consultancy	Railway Operation & Maintenance Services	100	Dhamra Port	2029
	TPM & QC for 47 roads across Assam	43	PWRD, Assam	2026
	Third Party Inspection for procurement against projects of electrification, track, S&T, civil work	10	KEC	2027
	Consultancy for detailed Architectural Planning, preparation of bid document and Bid Process Management for Multi-Modal Integration Plan(MMIP) around 7 Stations in Gujarat	8	NHSRCL	2025
	Consultancy for structural health check-up & preparation of rehabilitation scheme (north-south corridor)	7	Kolkata Metro	2025
Exports	Technical Inspection, GT and Hydrology Bridges & Tunnel –USBRL	7	Northern Railways	2026
	Supply & Commissioning of CG Locomotives	36	Tsiko Africa Logistics (Pty) Limited	2025
Leasing	Leasing of 7 locomotives	26	GSECL	2026
	Leasing of 2 locomotives	8	NSPCL	2026
Turnkey	Const. of Med. College/Hospital Amravati	320	Medical Education & Ayush, Maharashtra	2032



Future Ready

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

Get in touch : info@rites.com

Stay Updated :



RITES Limited राइट्स लिमिटेड

Corporate Office: Shikhar, 1, Sector-29, Gurugram-122 001

Tel: (0124)-2571666 E-mail: info@rites.com

Website: www.rites.com.

