



राइट्स लिमिटेड
(भारत सरकार का प्रतिष्ठान)
RITES LIMITED
(Schedule 'A' Enterprise of Govt. of India)

No. RITES/SECY/NSE

Date: July 28, 2023

To: Listing Department, National Stock Exchange of India Limited 'Exchange Plaza', C-1, Block G, Bandra - Kurla Complex, Bandra (E), Mumbai - 400 051	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 Quarterly Financial Results for the quarter ended 30th June, 2023

Dear Sir/Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015, please find enclosed herewith Investor Presentation dated 28th July, 2023 on Financial Results for the quarter ended on 30th June, 2023.

You are requested to take the same on records.

Thanking You,

Yours faithfully,

For RITES Limited

Joshit Ranjan Sikidar
Company Secretary & Compliance Officer
Membership No.: A32442

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: Q1FY24

28th July, 2023

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Round-Up Q1FY24



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Q1FY24 at a Glance



- Order book as on 30.06.2023: ₹5702 cr.
- Secured more than 70+ orders worth Rs 300+ cr.

BoD declares 1st Interim dividend of ₹3.75 per share



Sustainability vertical signed contract with MoHUA; appointed 'Technical Support Unit' for solid waste & used water management works

- Completed railway sidings at Chhal & Korba, Chhattisgarh
- and IR workshop at Lumding, Assam



Signed MOUs with PFC, India & TransNamib, Namibia

Financial Performance Q1FY24

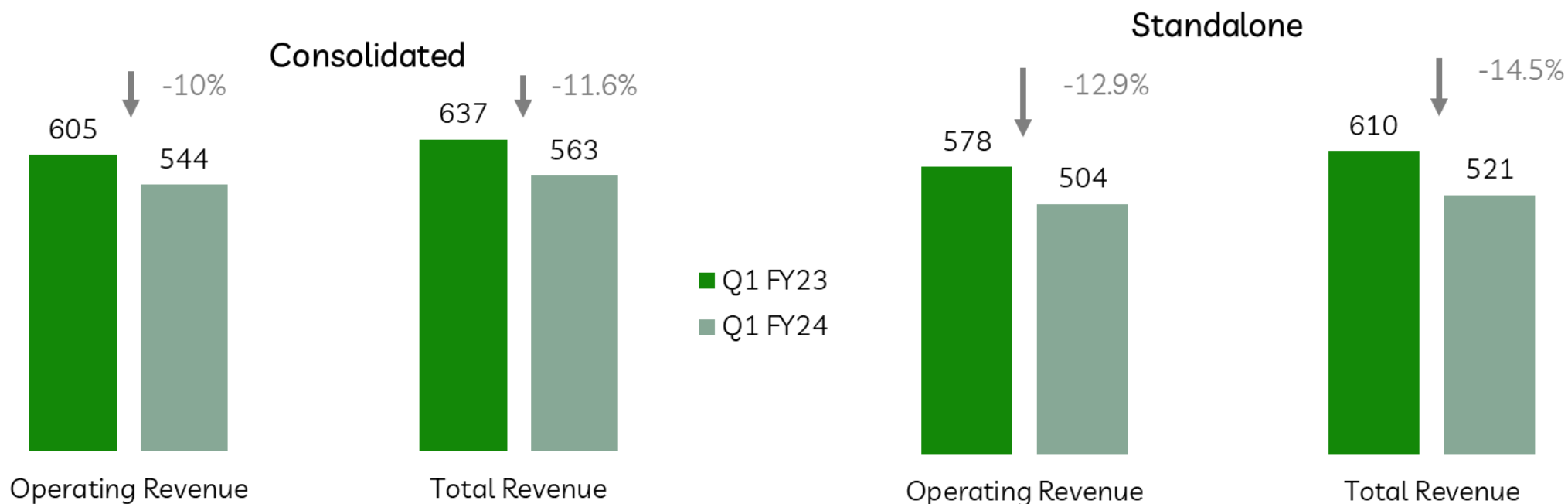


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Performance During Q1FY24

₹ in Crore

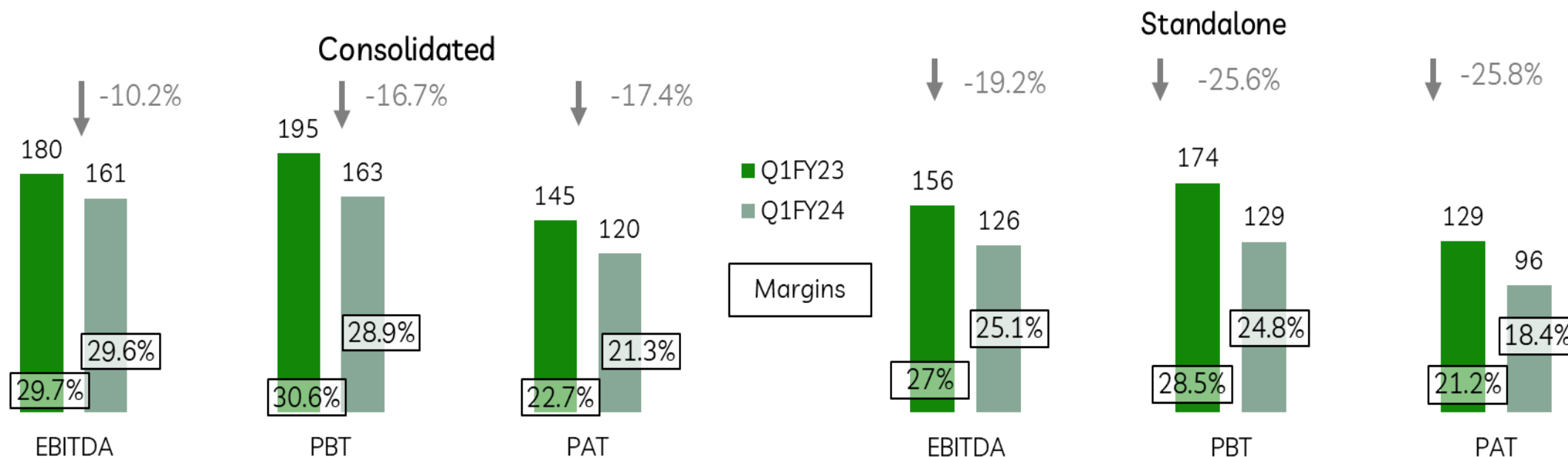


Decline in revenue is largely attributed to a fall in export earnings and decrease in Quality Assurance revenue

Better consolidated performance is due to enhanced growth in subsidiary REMCL's revenue

Profits for Q1FY24

₹ in Crore



Decline in profits can be attributed to decrease in revenue.

Profit margins remained range bound during the quarter.

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

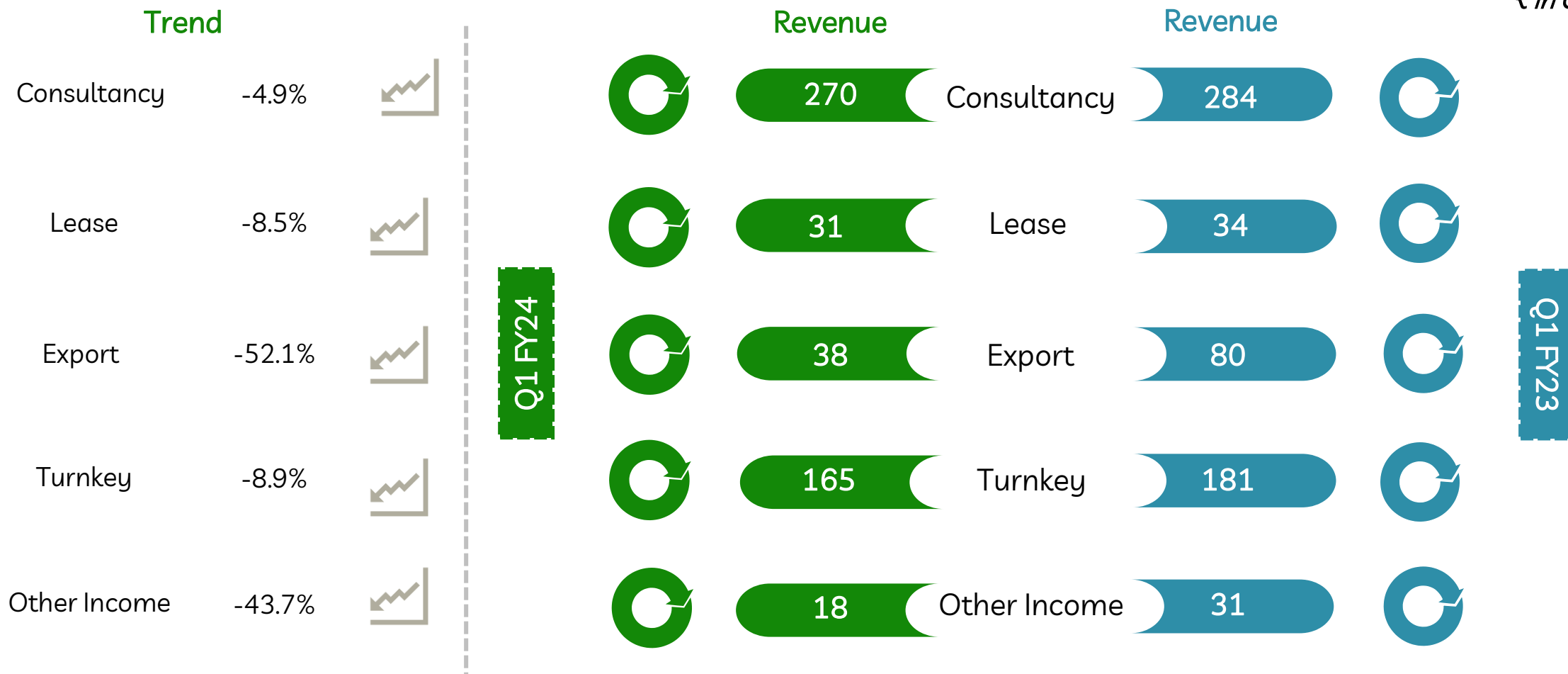
Segmental Performance Q1FY24



[RITES Ltd.](#)

Segmental Revenue – Q1FY24 (Standalone)

₹ in Crore



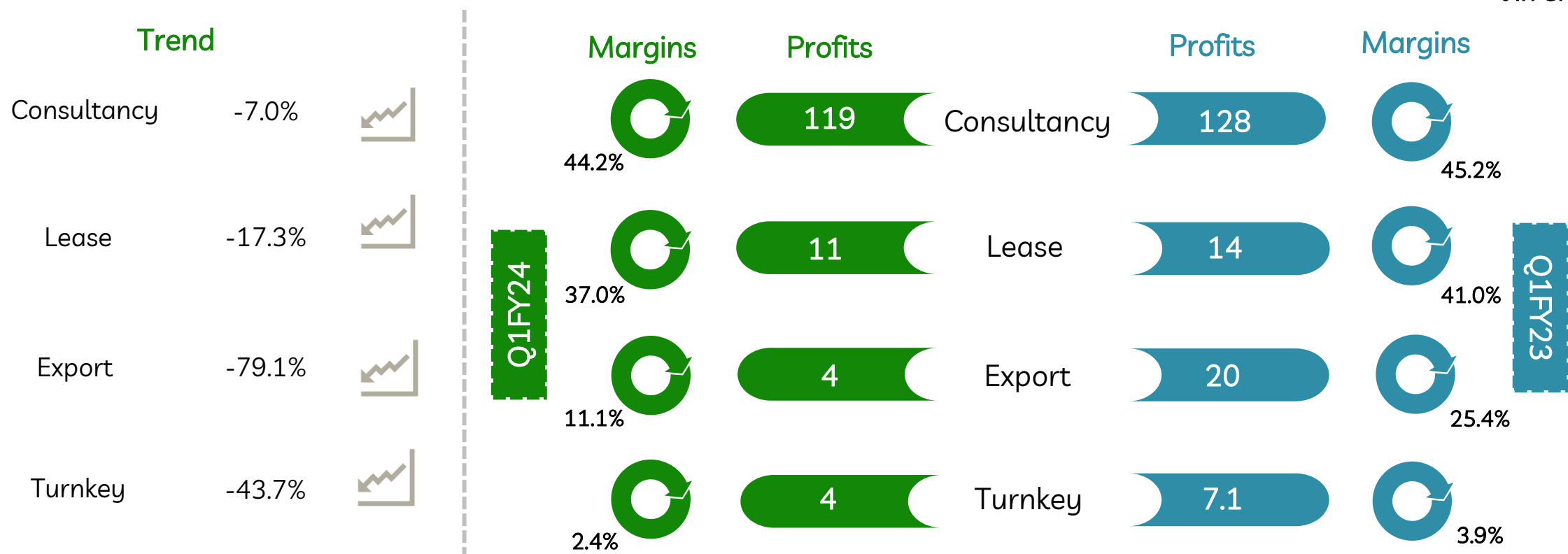
Consultancy decrease is mainly on account of decrease in quality assurance revenue.

Turnkey revenue impacted as bad weather affects smooth execution in certain regions

Decrease in other income is attributed to exchange gain of ₹ 17 crore during corresponding quarter of last year

Segmental Profits – Q1FY24 (Standalone)

₹ in Crore

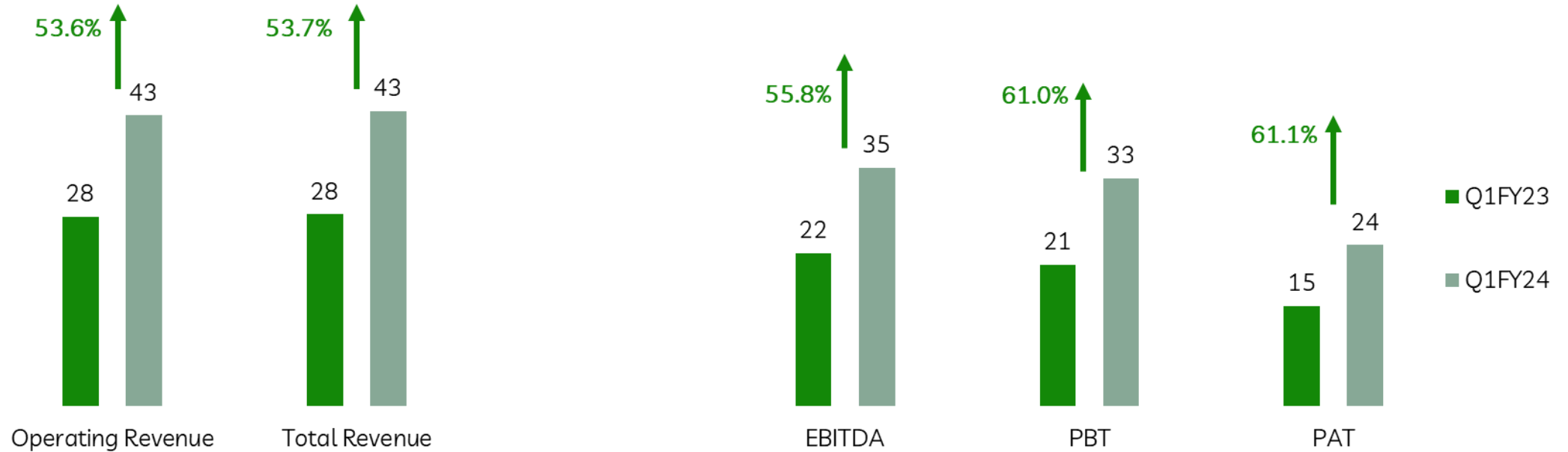


Margins remained range bound in consultancy, leasing and turnkey segment

Export margins moderated due to mix of the rolling stock exported and lesser exports during the quarter

REMC Ltd Performance-Q1FY24

₹ in Crore



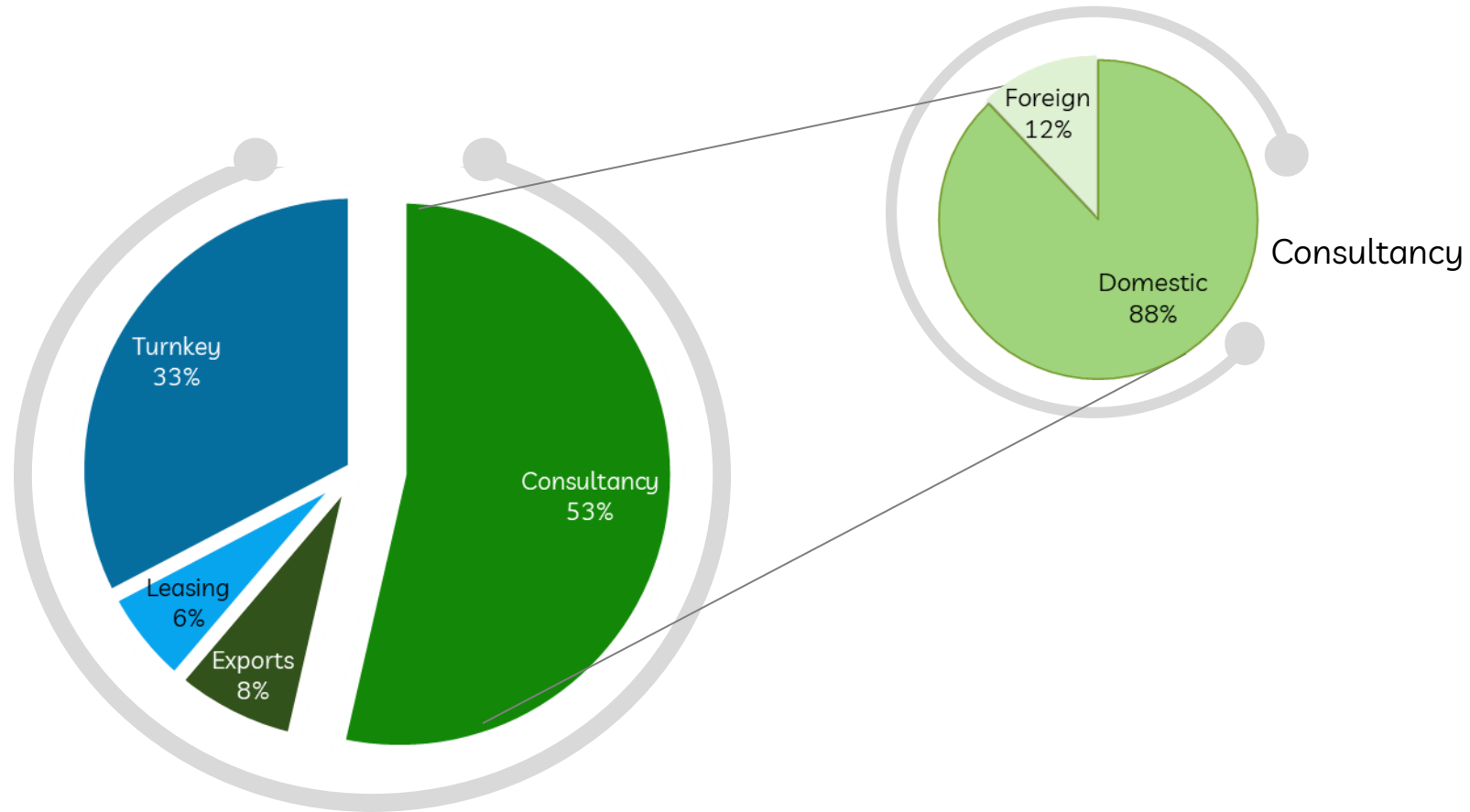
Highest ever quarterly revenue by the Company

Growth on account of increased energy management activities and fee from Round the Clock (RTC) contracts

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

Segmental Mix Q1FY24

₹ in Crore



Consultancy remained the highest revenue generating stream

Employee Productivity



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

Employee Productivity



Continuous rationalization of manpower to improve 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



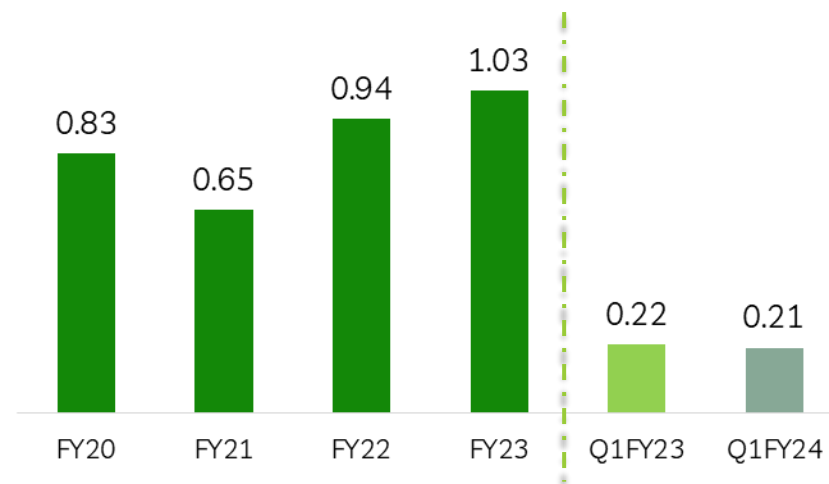
1,600+ regular skilled engineers/ professionals

Status	No. of Employees		
	30.06.2023	31.03.2023	30.06.2022
Regular	1695	1710	1810
Deputation	64	76	103
Contract	760	777	842
Total	2519	2562	2755

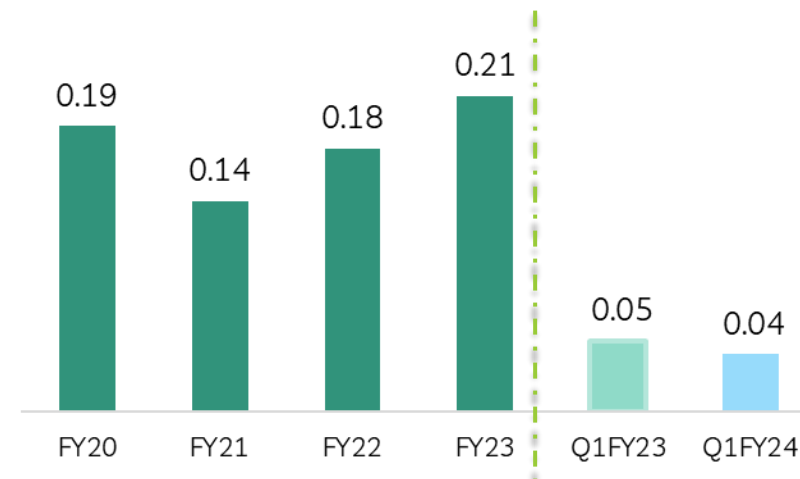
*Revenue and Profit per employee is on standalone basis

₹ in Crore

Revenue per Employee



Profit after Tax per Employee



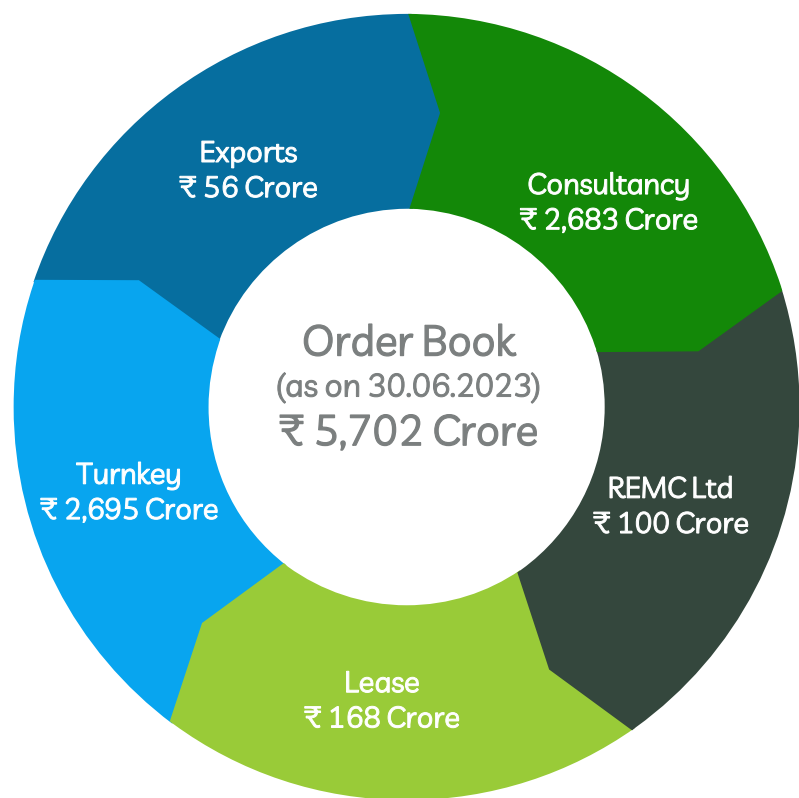
Order Book



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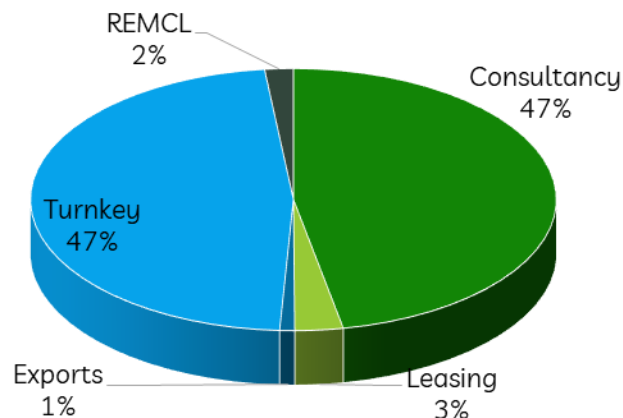
Order Book

Order Book
as on 30.06.2023

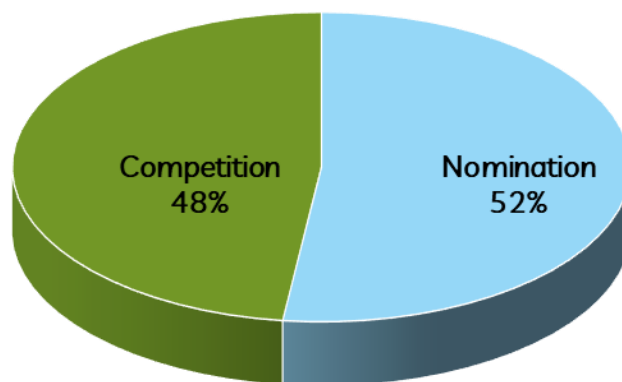


Order Book Split
as on 30.06.2023

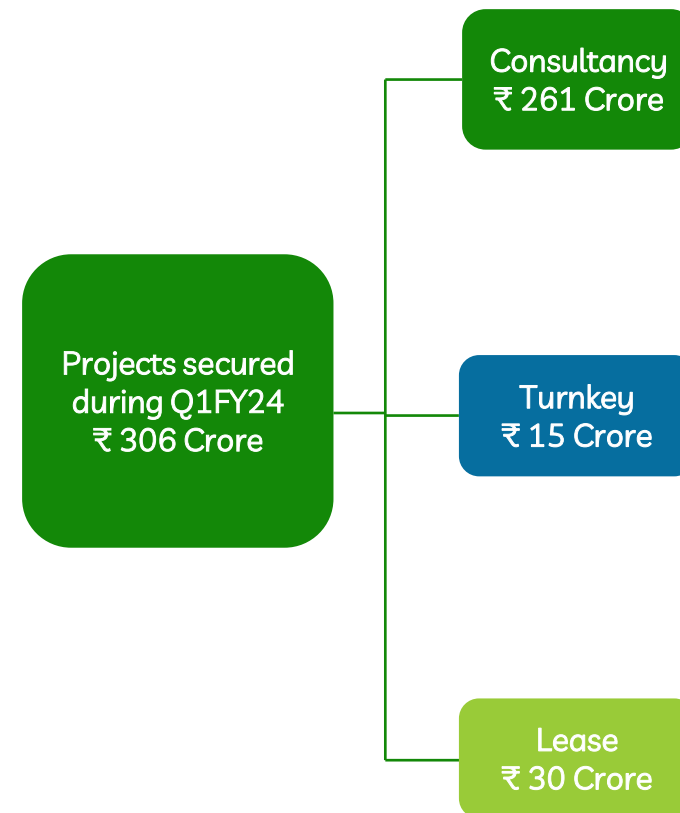
Segment Break-up



Nomination vs Competition



Projects Secured Split
(New & extensions)
(During Q1FY24)



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

Major Projects Secured – Q1FY24

₹ in Crore

RITES secured more than 70 projects/contracts including extensions of ₹306 crore during Q1FY24.

	Project Scope	Amount	Client	Expected Completion Year
Consultancy	General Consultancy for Airport Exp. Metro Line Hyderabad	29.6	Hyderabad Airport Metro Ltd	2026
	Project management consultancy for railway siding Danaea-Kedla	26.5	Central Coalfield Ltd	2026
	SAIL Bokaro Loco Maint 2023-25	22.4	SAIL	2025
	O&M services at NTPC at Vindhyanagar, Simhadri & Korba (4 no.) (MPA)	21.0	NTPC	2024
	Ropeway Consultancy PKG- 1& 2 (Prayagraj)	9.7	National Highway Logistic Management Ltd	2023
	O& M services at NTPC Tanda	9.7	NTPC	2024
	Project management consultancy for railway siding at NUPPL-Jharkhand	8.3	Neyveli Uttar Pradesh Power Ltd	2025
	Comprehensive mobility plan for Kolkata, West Bengal	6.9	Govt. Of West Bengal	2026
Turnkey	Locomotive maintenance for RINL	6.5	Rashtriya Ispat Nigam Limited	2025
	Final location survey for Elevated Semi-high Speed Railways from Delhi to Jaipur	6.1	Northern Railways	2023
	POH of carriage repair shop Jodhpur NWR (extn.)	9.3	Indian Railways	2023
Leasing	2 locomotive on lease to Tata Steel, Joda plant	8.9	Tata Steel	2025
	Tata Steel-Kalinga (5th loco lease)	6.1	Tata Steel	2026



Future Ready

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

Get in touch : info@rites.com

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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.

