

**No. RITES/SECY/NSE**

**Date: February 09, 2023**

<b>To:</b>  Listing Department, National Stock Exchange of India Limited 'Exchange Plaza', C-1, Block G, Bandra - Kurla Complex, Bandra (E), Mumbai - 400 051	<b>To:</b>  Corporate Relationship Department BSE Limited, Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai – 400 001
<b>Scrip Code- RITES</b>	<b>Scrip Code- 541556</b>

**Sub: Investors Presentation**

Dear Sir/ Madam,

Please find enclosed herewith Investor Presentation dated 09<sup>th</sup> February, 2023 on Financial Results for the quarter and nine months ended 31<sup>st</sup> December, 2022.

Kindly take the same on record.

Thanking You,

Yours faithfully,  
For RITES Limited

JOSHIT  
RANJAN  
SIKIDAR

Digitally signed by  
JOSHIT RANJAN  
SIKIDAR  
Date: 2023.02.09  
16:09:01 +05'30'

**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**



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**Investor Presentation**  
Financial Results: Q3FY23 &  
9MFY23

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9<sup>th</sup> February, 2023

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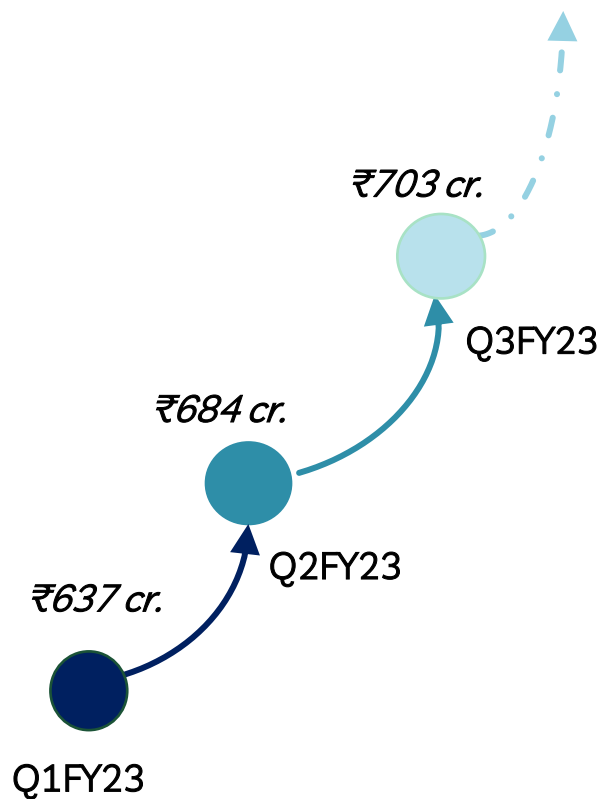
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Round-Up Q3FY23 & 9MFY23

# Key Highlights



1 >

9MFY23 Consolidated Revenue & Profits up by 3.4% & 9%

2 >

3<sup>rd</sup> Interim dividend of ₹6 per share

3 >

Order book stands at ₹5513 crore as on 31<sup>st</sup> December 2022

4 >

Secured EPC work for Bangalore Metro Depot

5 >

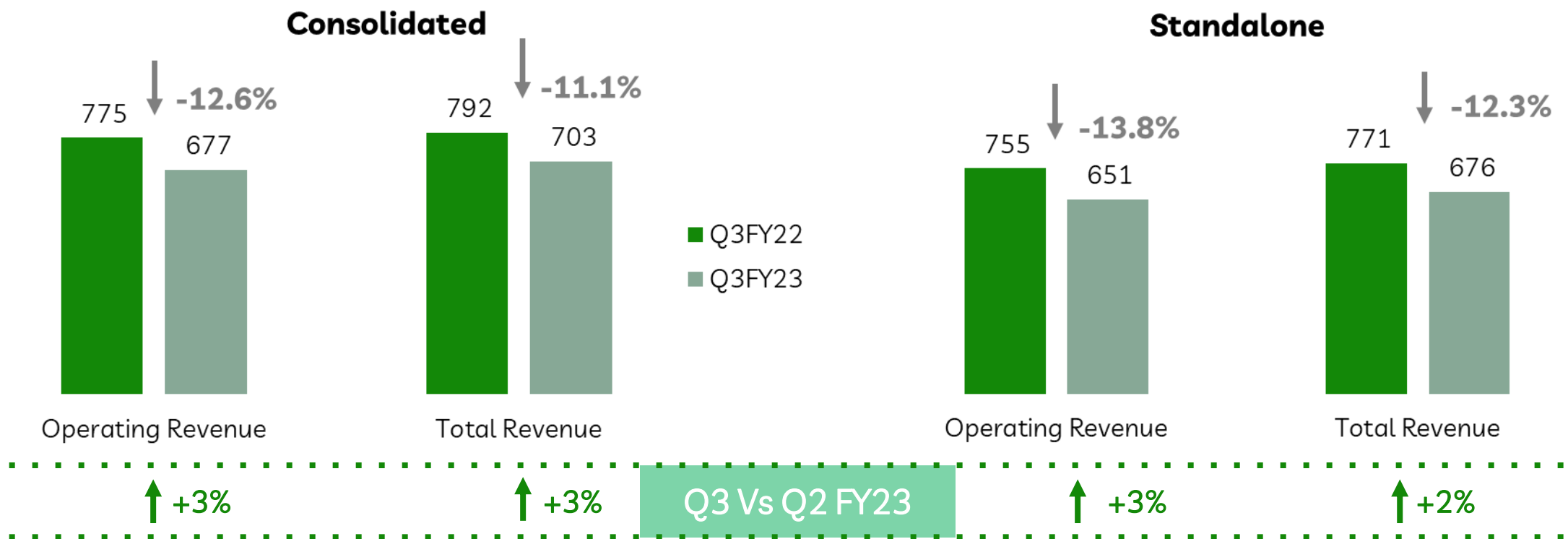
Gold Award (Infra & Construction category) from South Asian Federation of Accountants (SAFA)



Financial Performance Q3FY23 & 9MFY23

# Performance During Q3FY23

₹ in Crore



Less exports scheduled during the quarter led to decrease in revenue

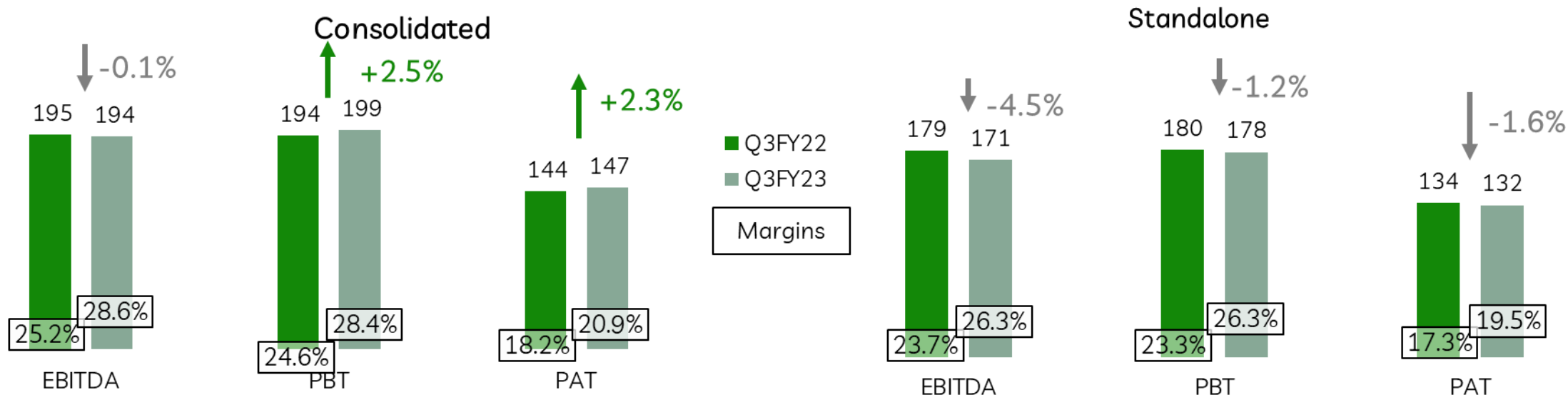
Consultancy, turnkey and REMC has continued showing growth during the quarter

Revenue continue to grow sequentially



# Profits for Q3FY23

₹ in Crore



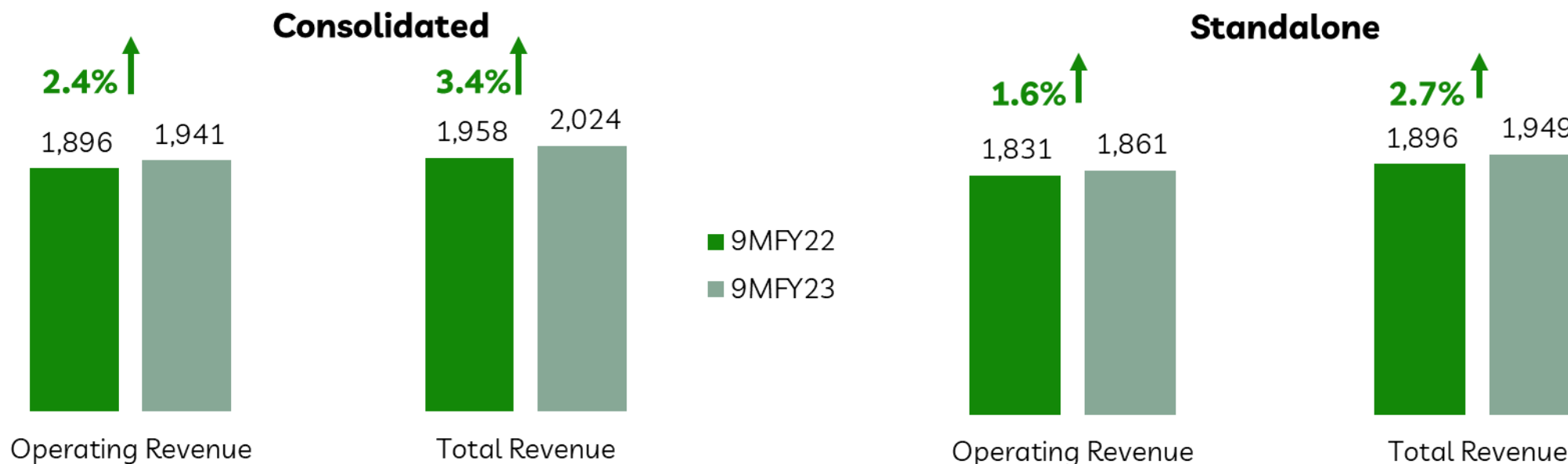
Profit margins remained range bound as high margin consultancy balanced for low margin turnkey segment

Profit decrease on account of fall in exports revenue by ~75%

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

# Performance During 9MFY23

₹ in Crore

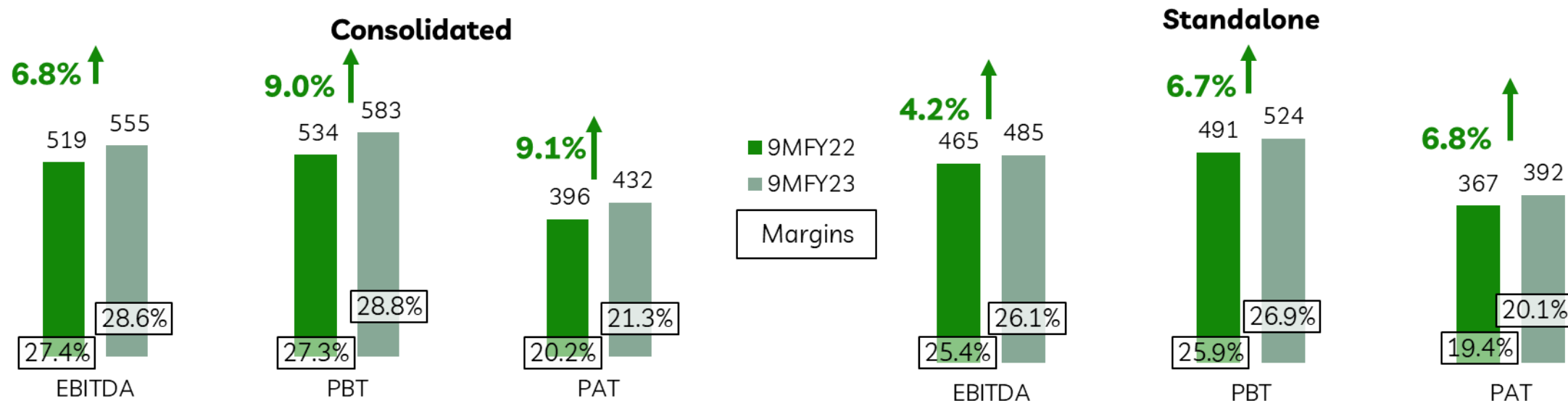


All segments except exports led to growth during Nine months

Despite decrease of ₹463 crore in exports revenue, growth in Consultancy, Leasing, Turnkey and REMC has ensured growth in revenues

# Profits for 9MFY23

₹ in Crore



Increase in profits on account of increase in consultancy and turnkey despite significant fall in exports  
 Profit margins remained range bound as high margin consultancy balanced for low margin turnkey segment

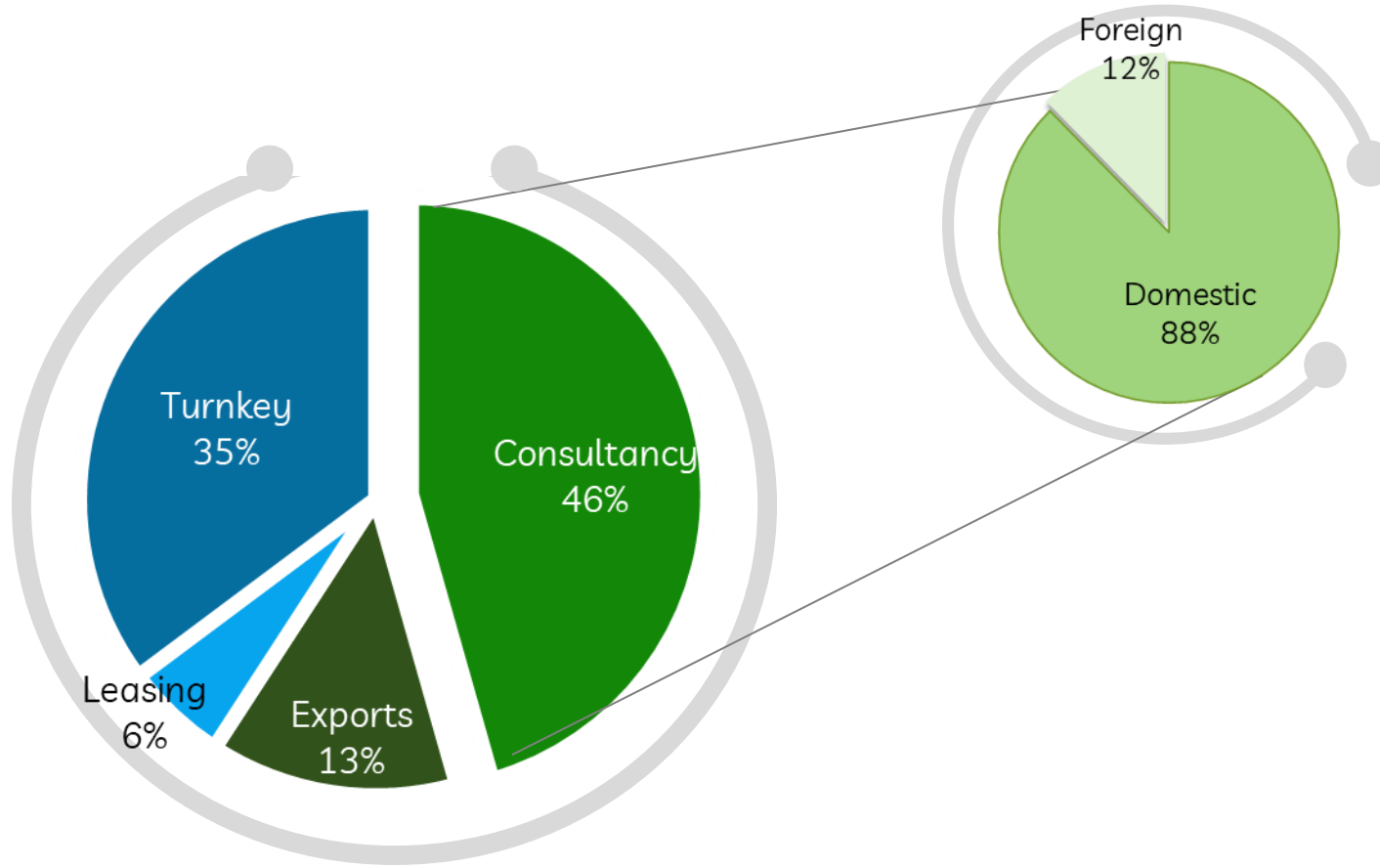
\*EBITDA = PBT + Interest + Depreciation + Amortization – Other Income



Segmental Performance Q3FY23 & 9MFY23

# Segmental Mix 9MFY23

₹ in Crore

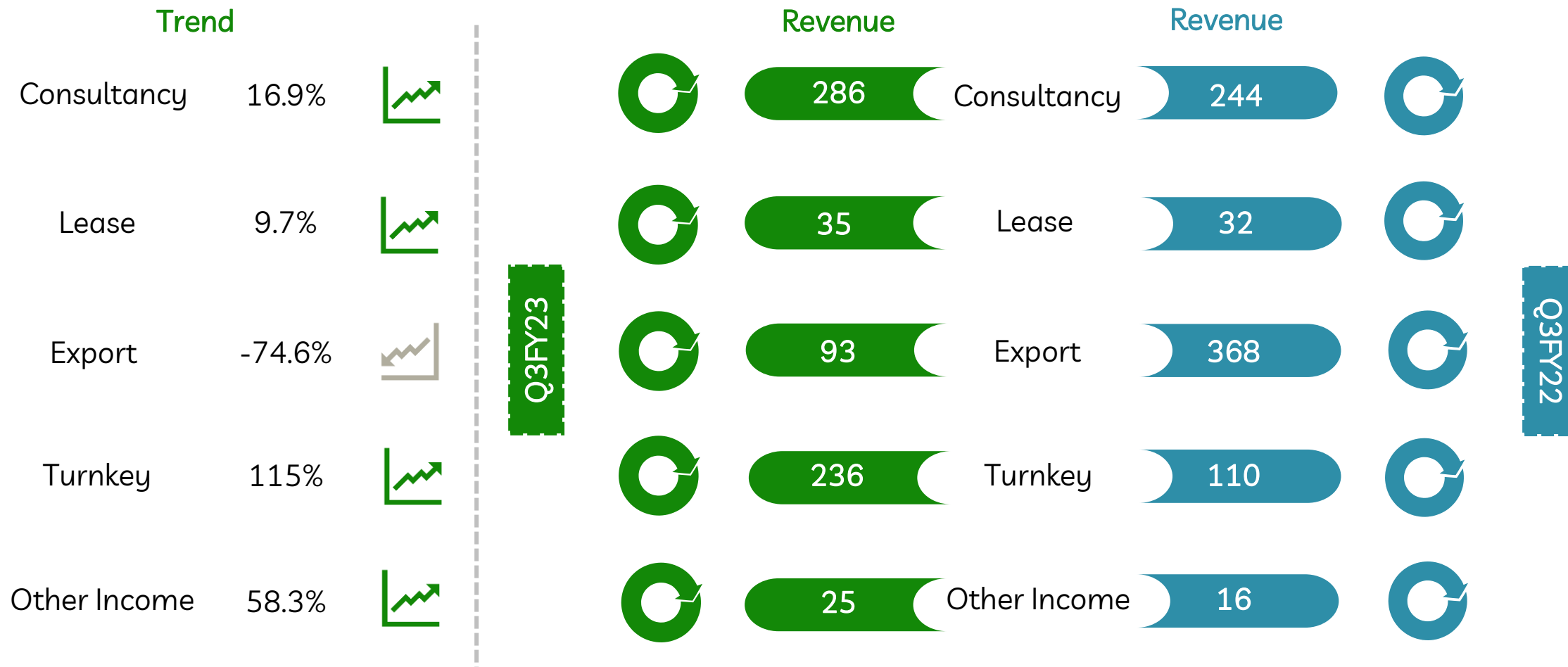


Consultancy remained the highest revenue and profit earning segment

Steadily increasing share of Foreign consultancy from 10% in 9MFY22 to 12% in 9MFY23

# Segmental Revenue - Q3FY23 (Standalone)

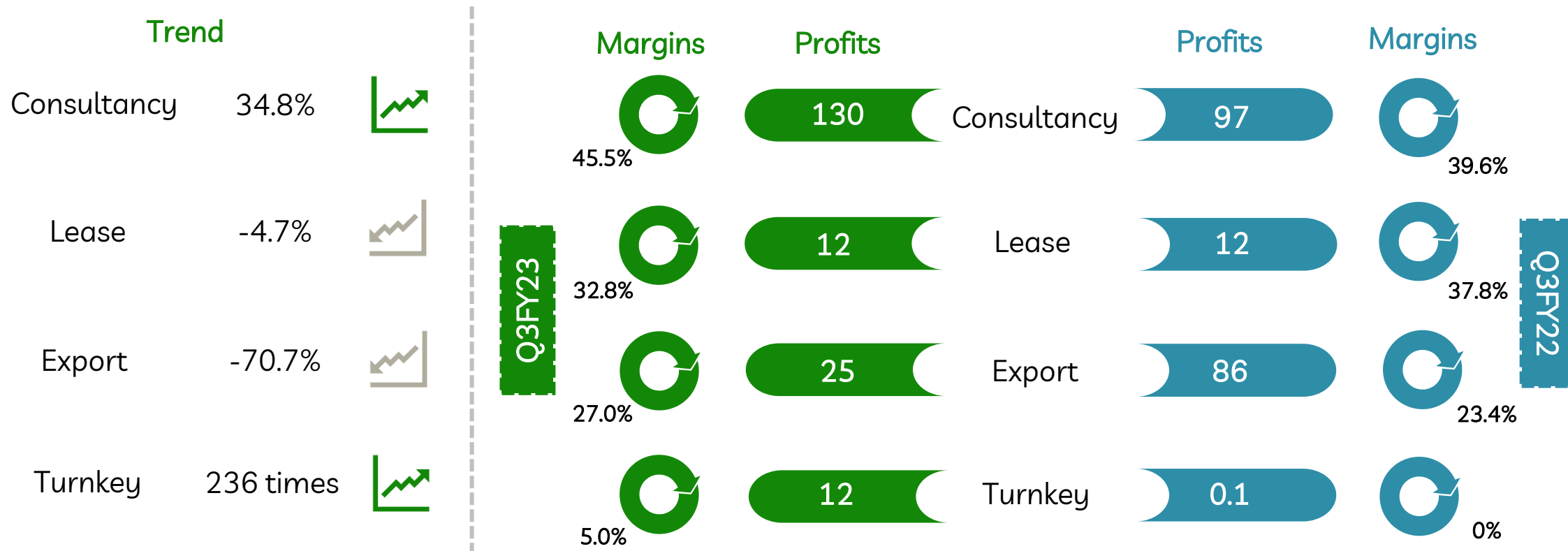
₹ in Crore



Consultancy, lease, turnkey has shown growth on account of higher execution during the quarter  
 Increase in Other Income is mainly attributable to increase in exchange variations

# Segmental Profits - Q3FY23 (Standalone)

₹ in Crore



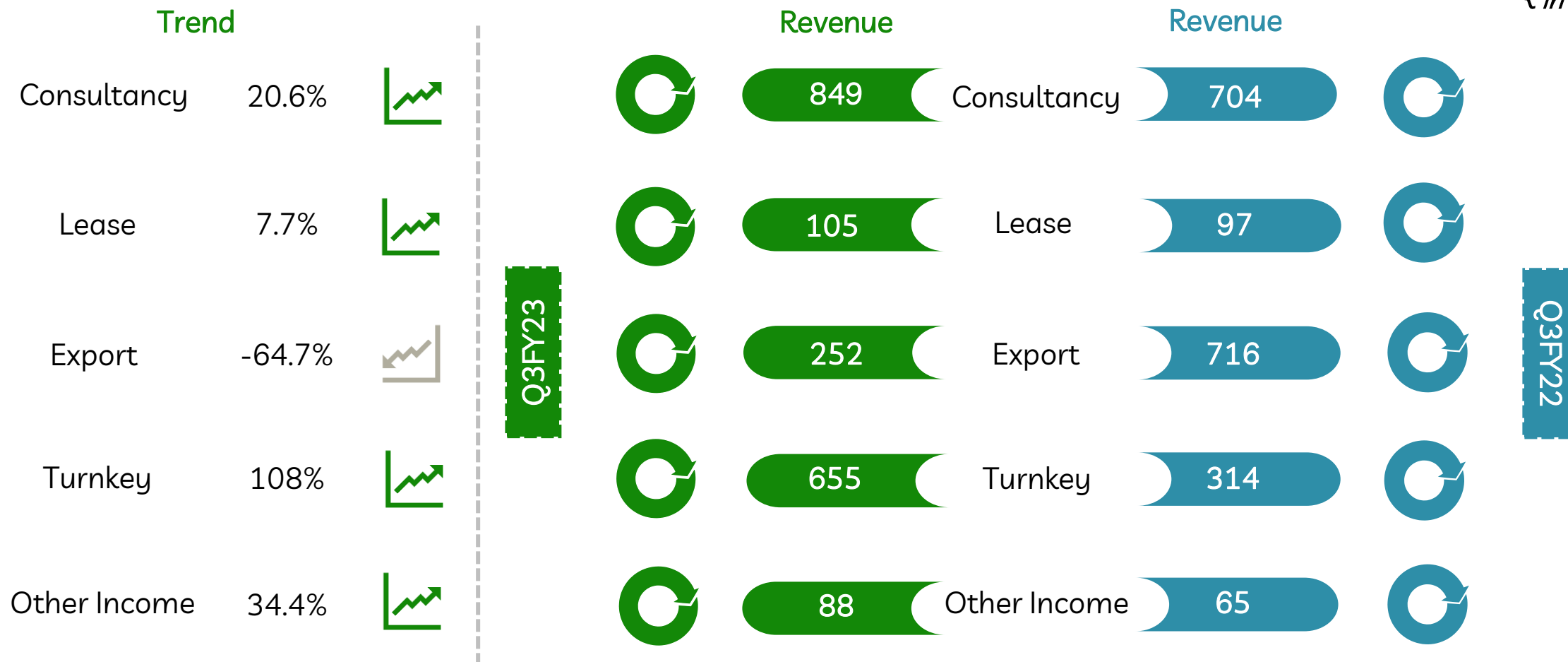
Margin remained range bound in all segments

Higher execution and cost optimization in consultancy and turnkey led to better profits and margins

Leasing margins moderated on account of higher schedule of some locomotives

# Segmental Revenue – 9M FY23 (Standalone)

₹ in Crore



Higher execution led to growth in consultancy, turnkey and leasing

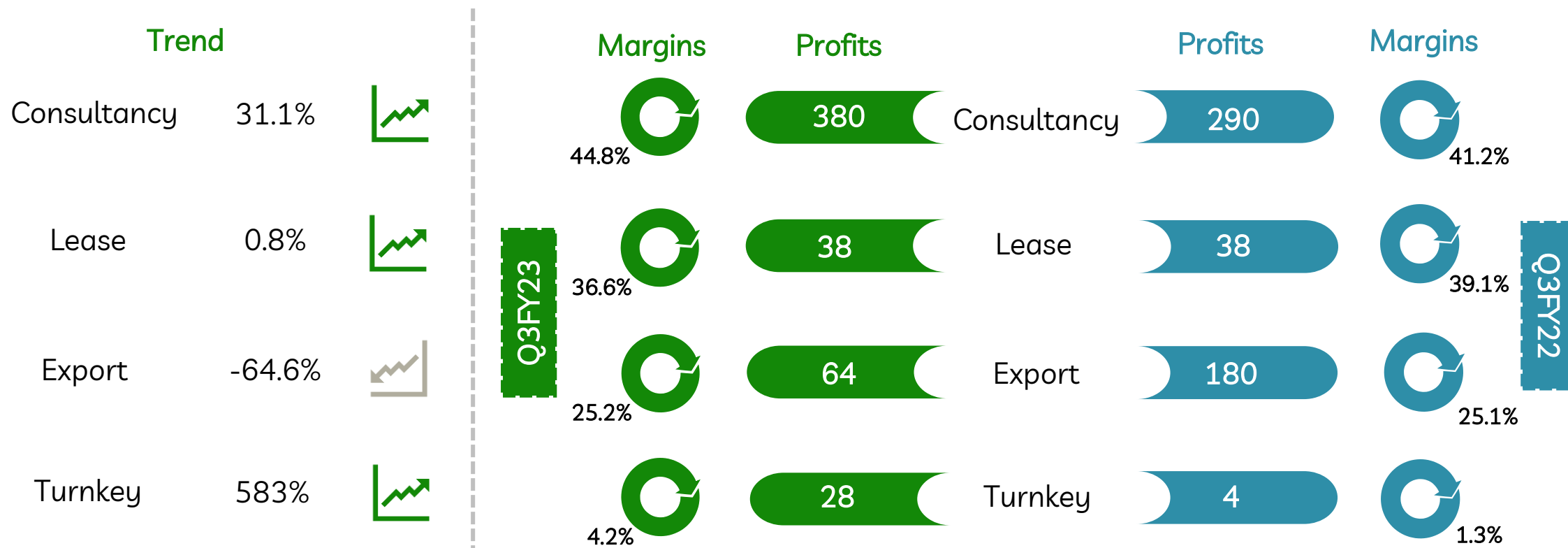
Exports revenue decrease due to less exports scheduled for the 9 months and higher base in FY22

Increase in other income is mainly on account of exchange variation



# Segmental Profits – 9MFY23 (Standalone)

₹ in Crore



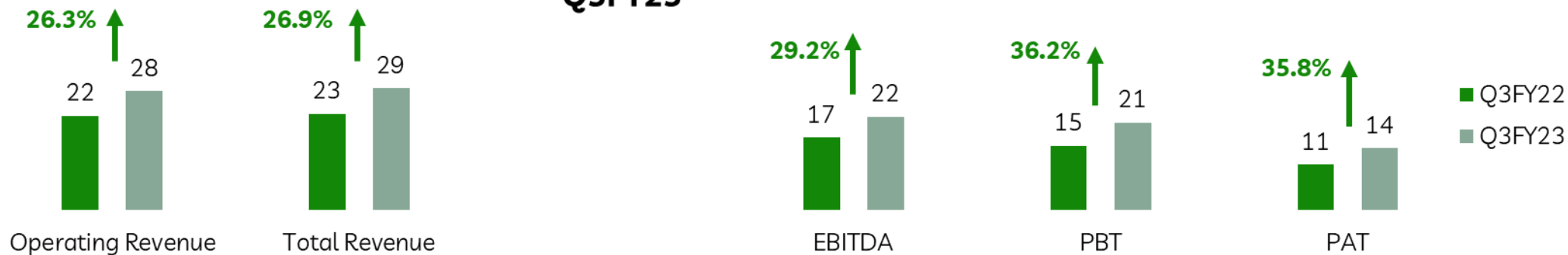
Margins remained range bound over the 9 months period

Higher turnkey revenue led to higher profits and better margins

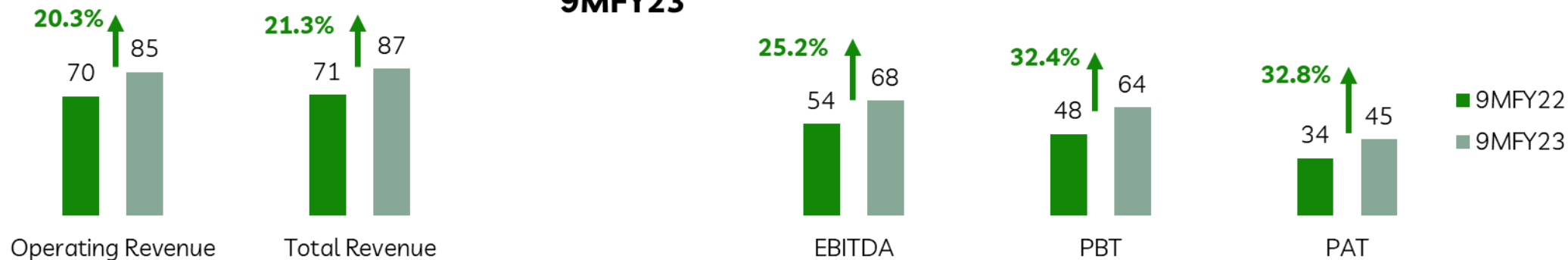
# REMC Ltd Performance-Q3 & 9M FY23

₹ in Crore

## Q3FY23



## 9MFY23



Growth on account of Healthy performance on account of energy management activities in 9MFY23

Seasonal impact on wind power generation

Healthy growth in profit with sustained profit margins

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



Employee Productivity

# 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

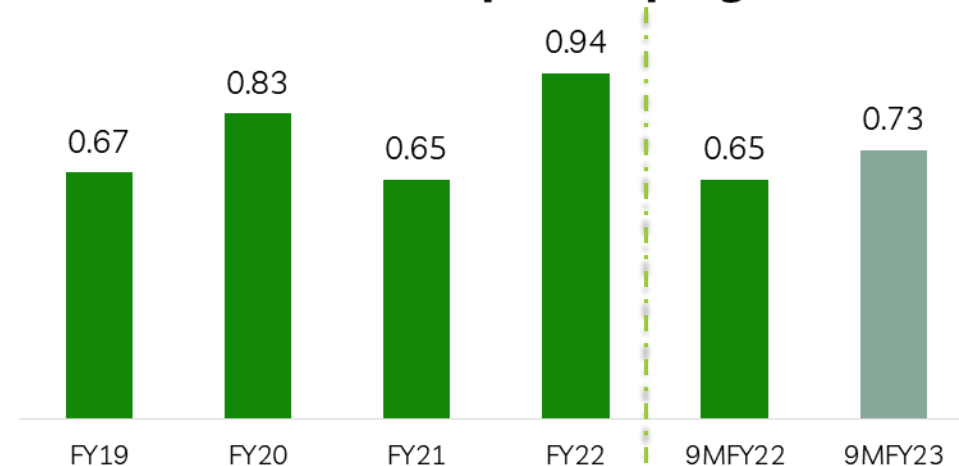


Approx 1,400 regular skilled engineers/professionals

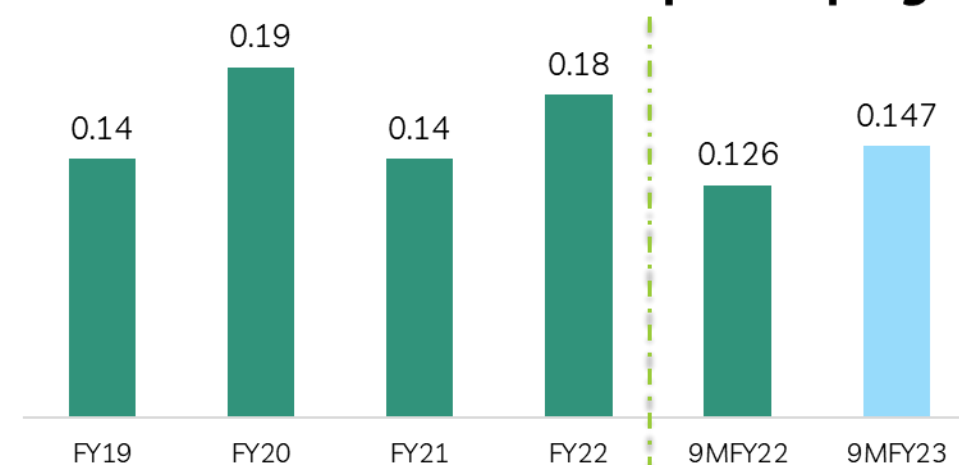
Status	No. of Employees		
	31.12.2022	30.09.2022	31.12.2021
Regular	1739	1760	1878
Deputation	86	87	127
Contract	791	809	887
<b>Total</b>	<b>2616</b>	<b>2656</b>	<b>2892</b>

₹ in Crore

## Revenue per Employee



## Profit after Tax per Employee

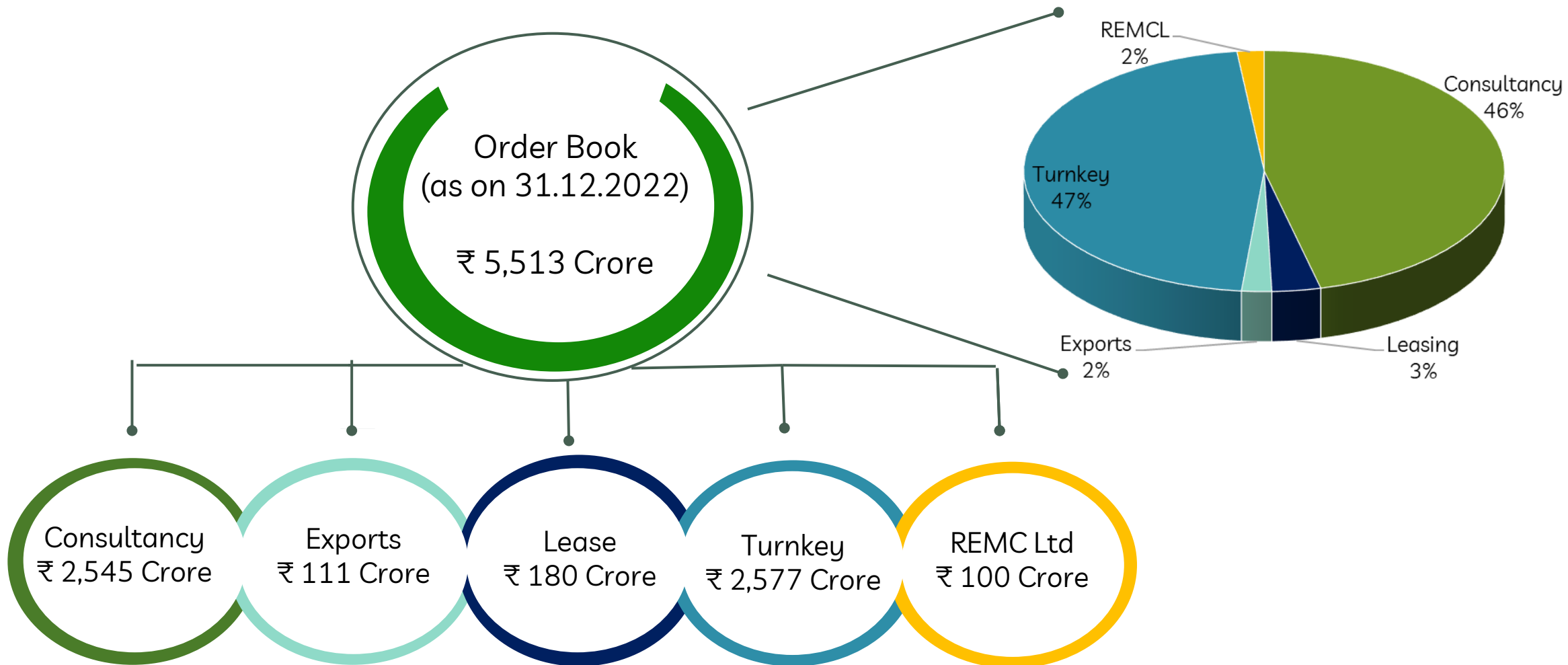


\*Revenue and Profit per employee is on standalone basis



Order Book

# Order Book



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

\*\* PMC work for complete planning, design, execution / construction of Buildings and other services for various buildings at IIT Delhi for a fee of Rs. 54 crore, has now been changed to turnkey mode with a total value of Rs. 682.80 crore.

# Major Projects Secured – Q3FY23

₹ in Crore

RITES secured more than 65 projects/contracts including extensions of more than ₹1220 crore during Q3FY23.

	Project Scope	Amount	Client	Expected Completion Year
Turnkey	PMC for IIT Delhi (Under EPC Mode)	683	IIT Delhi	2025
	Metro depot - Chellaghatta – Reach 2, Bangalore	255	Bangalore Metro Rail Corp.	2024
Consultancy	Operation & Maintenance for rolling stock at NTPC-Rihand	22	NTPC	2025
	PMC for Ashoka railways siding	21	Central Coalfield Ltd	2025
	PMC for railways siding at Talchar	18	Talchar Fertilizer Ltd	2024
	PMC for Magadh railway siding PH-II	14	Central Coalfield Ltd	2025
	DPR for Tunnels (9.06 km long) Abu Road-Taranga Hill	10	Indian Railways	2023
Leasing	2 locomotives to SAIL Bolani	14	SAIL	2025
	2 locomotive lease to NTPC-Kanti	10	NTPC	2025

\*\* Project secured value include change in value of IIT Delhi planning, design, execution / construction of Buildings work from PMC to Turnkey



# 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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Thank You