



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

**No. RITES/SECY/NSE**

**Date: October 31, 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
<b>Scrip Code- RITES</b>	<b>Scrip Code- 541556</b>

**Sub: Investors Presentation on Quarterly Financial Results for the 2<sup>nd</sup> quarter and half year ended on 30<sup>th</sup> September, 2023**

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 31<sup>st</sup> October, 2023 on Financial Results for the 2<sup>nd</sup> quarter and half year ended on 30<sup>th</sup> September, 2023.

Kindly take the same on record and acknowledge.

Thanking You,

Yours faithfully,  
For RITES Limited

**Nikhil Agarwal**  
**Company Secretary & Compliance Officer**  
**Membership No.: A42626**

**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: Q2FY24

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31<sup>st</sup> October, 2023

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# Content

Round-up of Q2FY24	4
Financial Performance	6
Segmental Performance	11
Employee Productivity	18
Order Book	20





# Round-Up Q2FY24



# Q2FY24 at a Glance

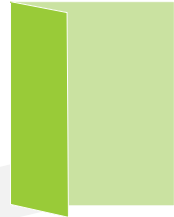
1.



### Select Deliveries

- Anuppur- Pendra road 3<sup>rd</sup> railway line
- MGR System connecting Talaipalli Coal Mine to NTPC Lara

2.



2<sup>nd</sup> Interim dividend of  
**₹4.50** per share

3.



- Order book : ₹5529cr
- Secured 70+ orders worth ₹329 cr

4.



Emerged L1 for exports of rolling stock to Mozambique & Bangladesh

Q1FY24

₹521 cr Revenue  
₹129 cr PBT  
₹96 cr PAT

Q2FY24

₹601 cr Revenue  
₹149 cr PBT  
₹117 cr PAT

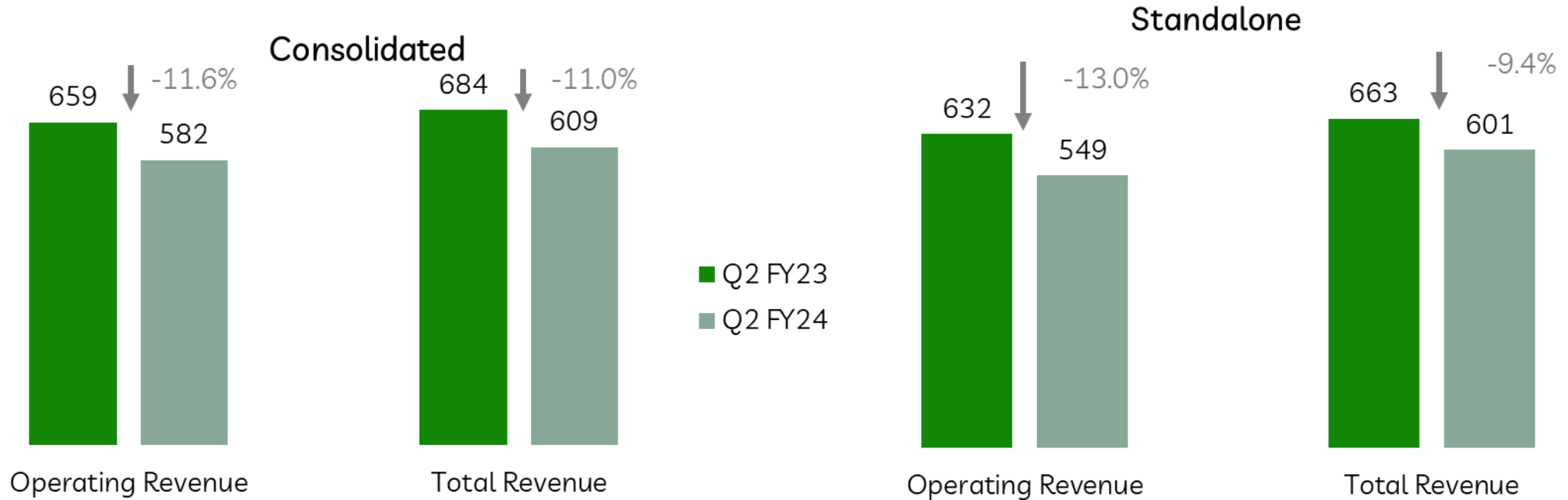


# Financial Performance Q2FY24



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# Performance During Q2FY24

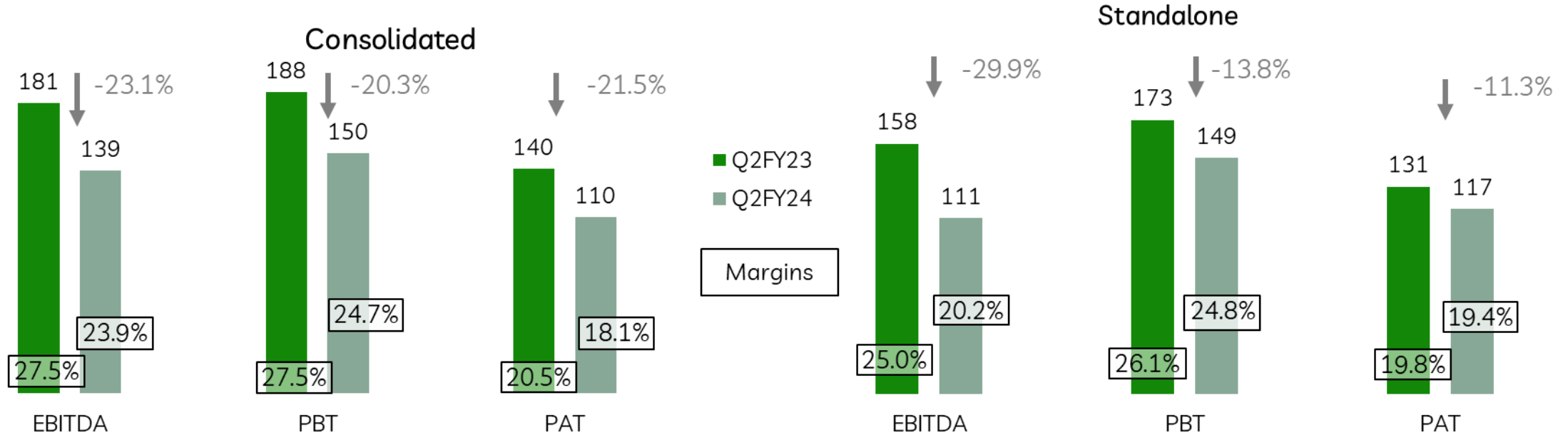


Decline in revenue is largely attributed to a fall in export earnings and decrease in Quality Assurance revenue

Consultancy revenue has shown growth over both the corresponding and sequential quarter



# Profits for Q2FY24



Decline in profits can be attributed to decrease in revenue mainly from exports & QA

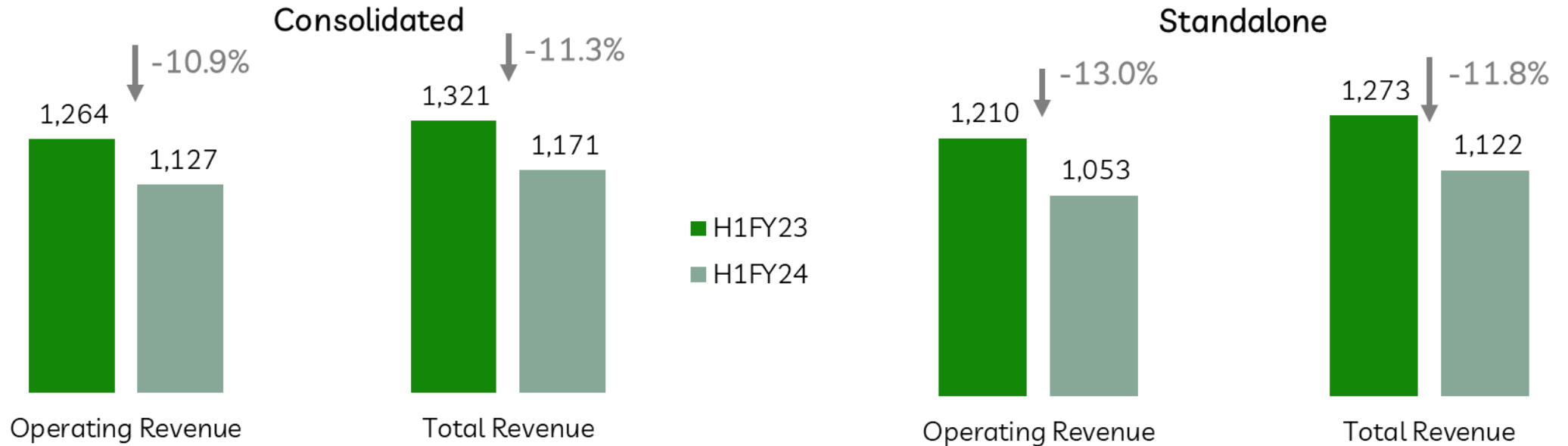
Profit margins moderated due to change in mix of revenue with exports being almost nil and higher turnkey revenue

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

# Performance During H1FY24

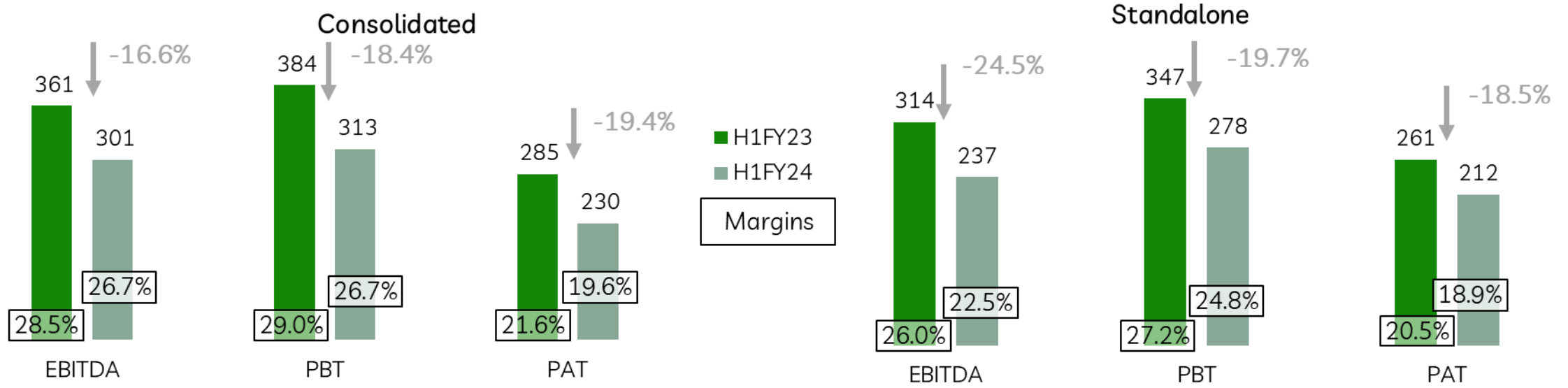


₹ in Crore



Decline in revenue on account of exports & Quality Assurance Business revenue

# Profits for H1FY24



Fall in profits mainly attributable to fall in revenue and change in segmental mix

Profit margins remained range bound

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



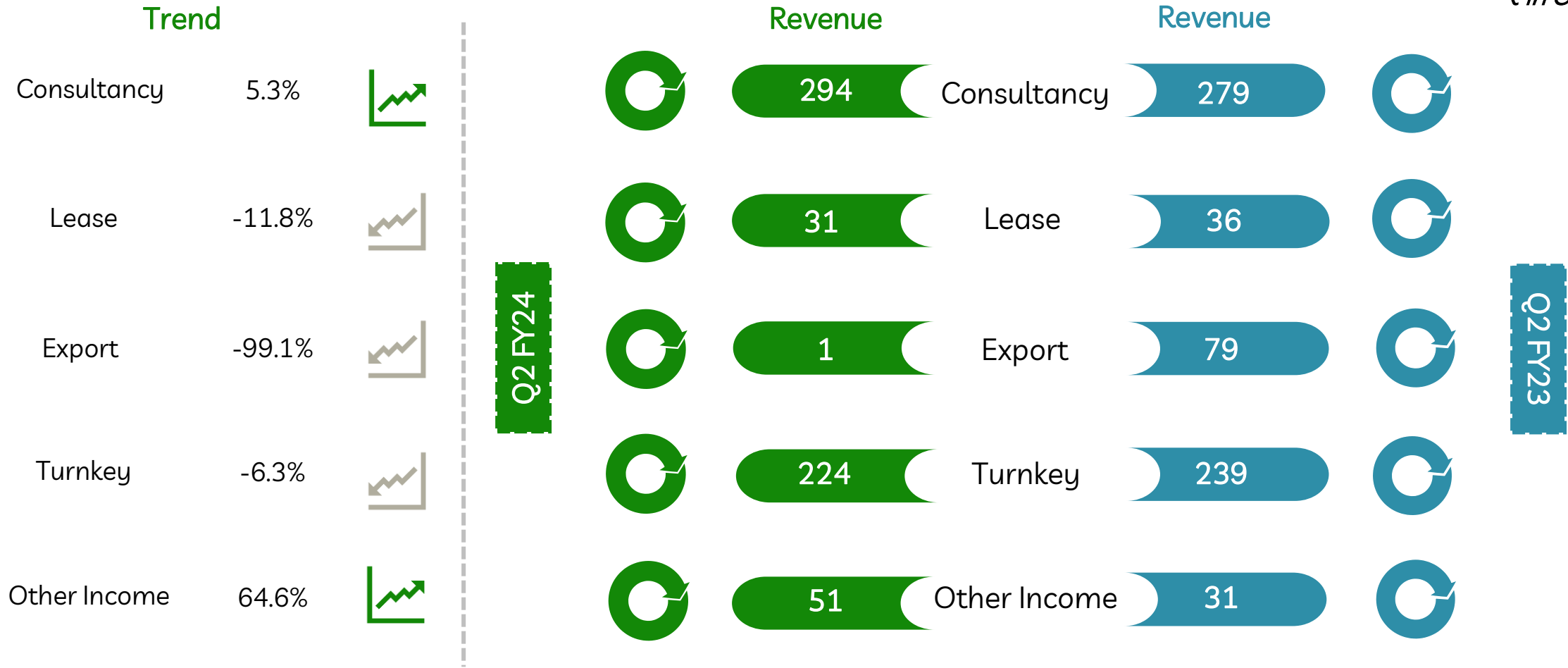
# Segmental Performance Q2FY24



[RITES Ltd.](#)

# Segmental Revenue – Q2FY24 (Standalone)

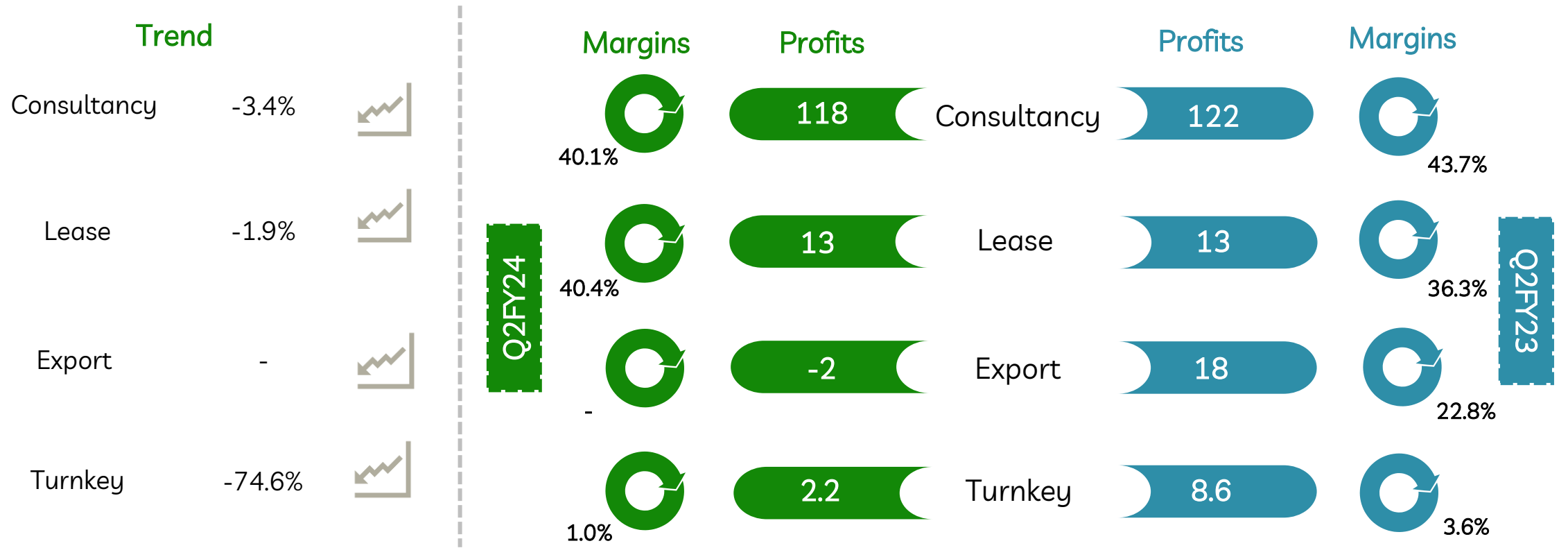
₹ in Crore



Higher execution in project consultancy led to increase in Consultancy revenue despite decrease in quality assurance  
 Higher other income is primarily attributed to dividend (final - FY23 & 1<sup>st</sup> interim - FY24) of ₹ 26.77 cr by REMCL



# Segmental Profits – Q2FY24 (Standalone)



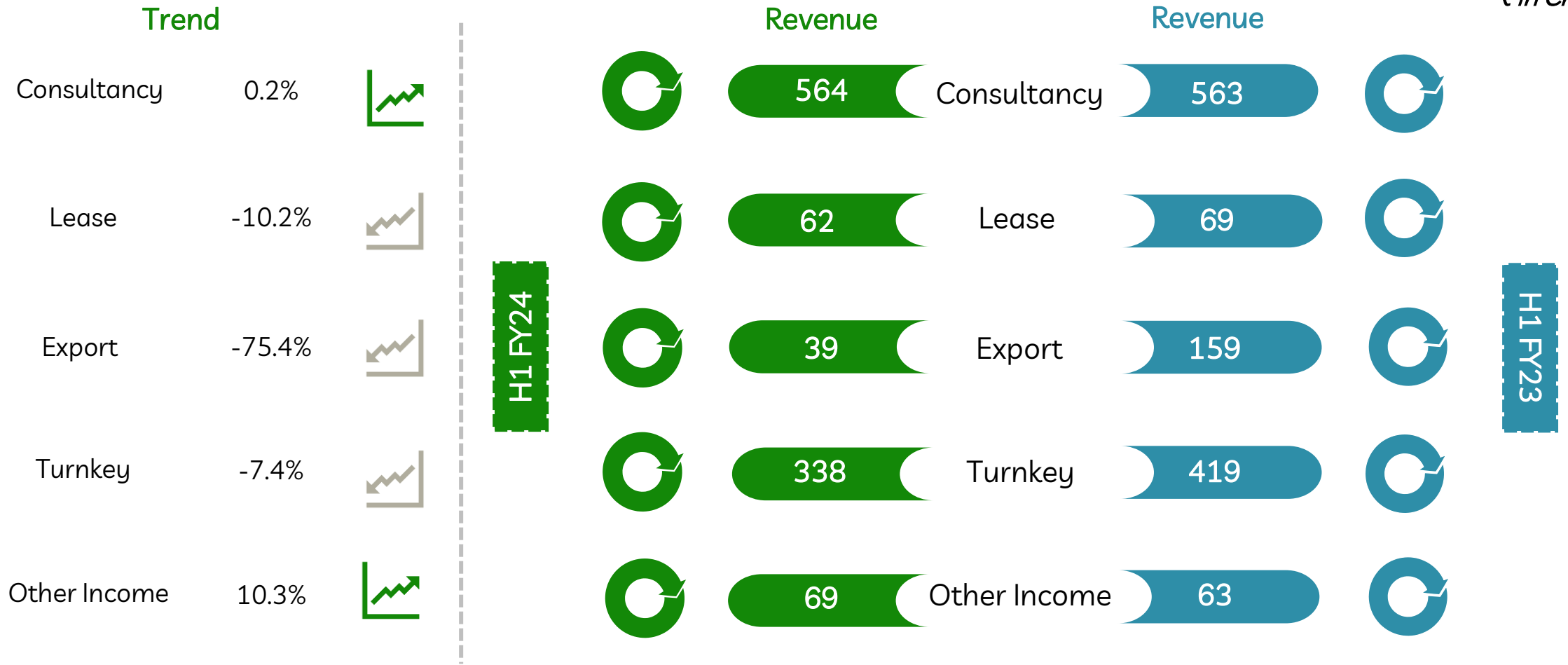
Margins remained range bound in consultancy and leasing

BD efforts and manpower expenses led to negative profits from the exports segment

Turnkey margins moderated as revenue commensurate with resource deployment could not be achieved

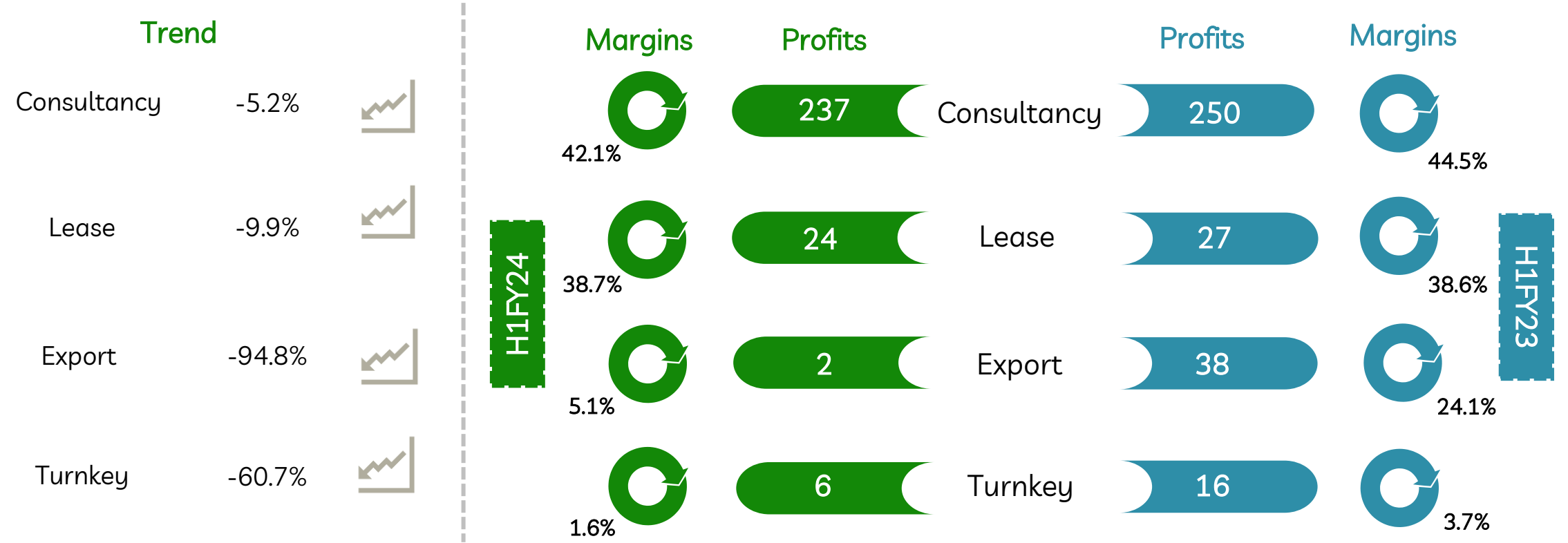


# Segmental Revenue – H1FY24 (Standalone)



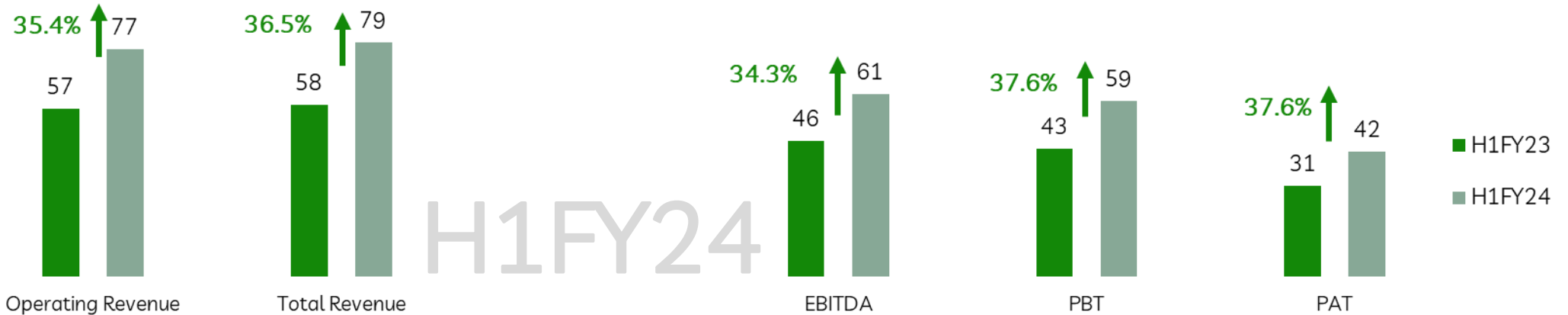
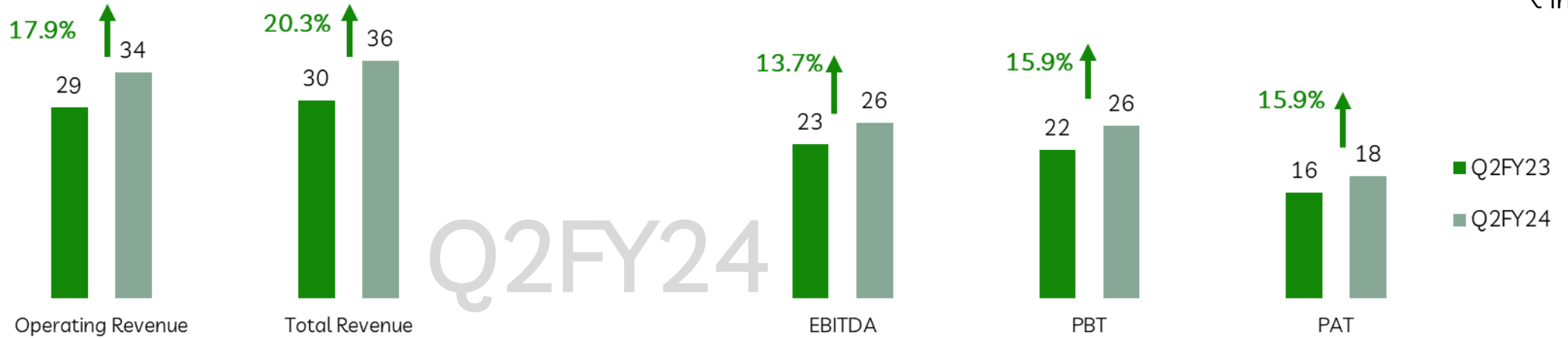
Consultancy revenue maintained despite decrease in quality assurance revenue, due to higher project Consultancy  
 After moderation in leasing revenue during H1FY24, revenue is expected to be back on growth trajectory in H2FY24  
 Higher other income is attributed to dividend of ₹ 26.77 crore by REMCL

# Segmental Profits – H1FY24 (Standalone)



Margins remained range bound in consultancy and leasing

Export margins falls due to lesser exports during H1



Highest ever Half year revenue by REMC Ltd

Growth on account of increased in energy management activities

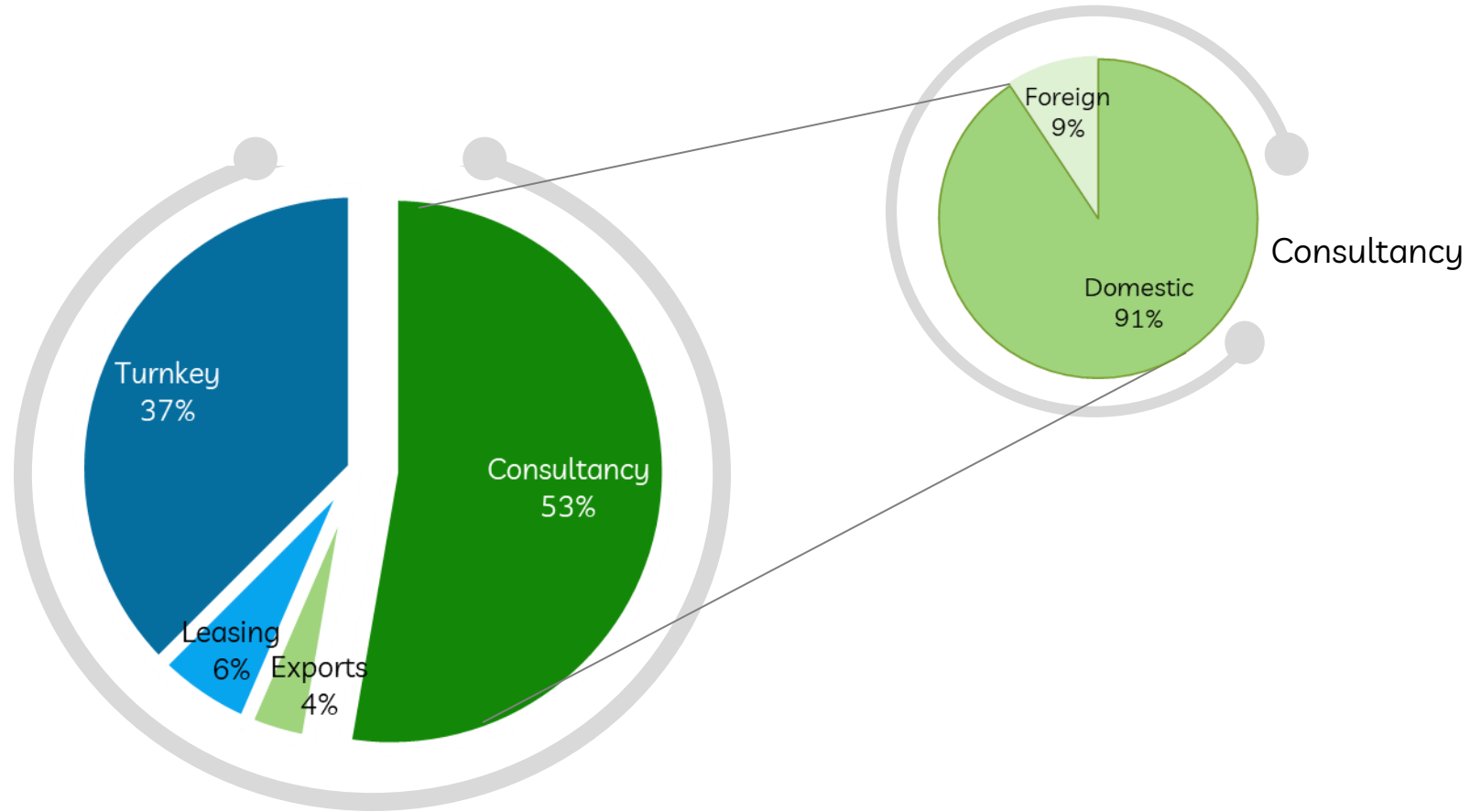
\*EBITDA = PBT + Interest + Depreciation + Amortization – Other Income



# Segmental Mix H1FY24



₹ in Crore



Consultancy remained the highest revenue generating stream

Foreign consultancy pie moderated due to certain projects not attaining its revenue stage

# Employee Productivity



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

# Employee Productivity



Awarded “**Dream Company to Work for – 2022**”



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



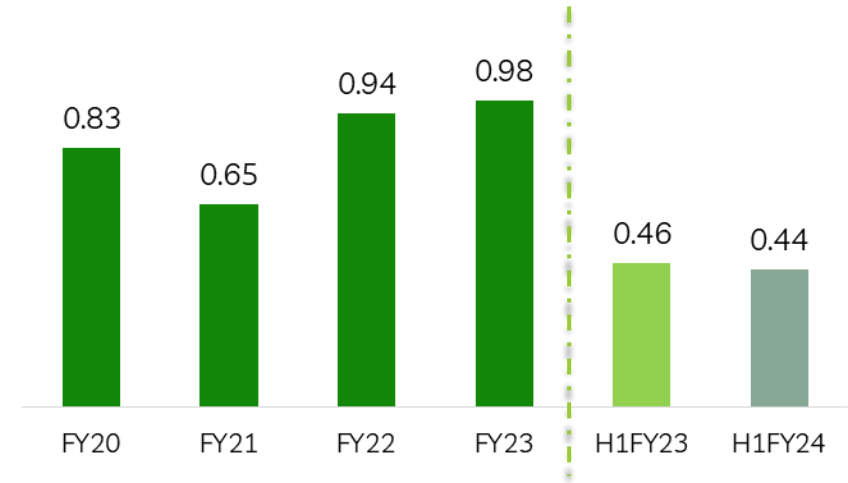
1,600+ regular skilled engineers/ professionals

Status	No. of Employees		
	30.09.2023	30.06.2023	30.09.2022
Regular	1706	1695	1760
Deputation	60	64	87
Contract	799	760	809
<b>Total</b>	<b>2565</b>	<b>2519</b>	<b>2656</b>

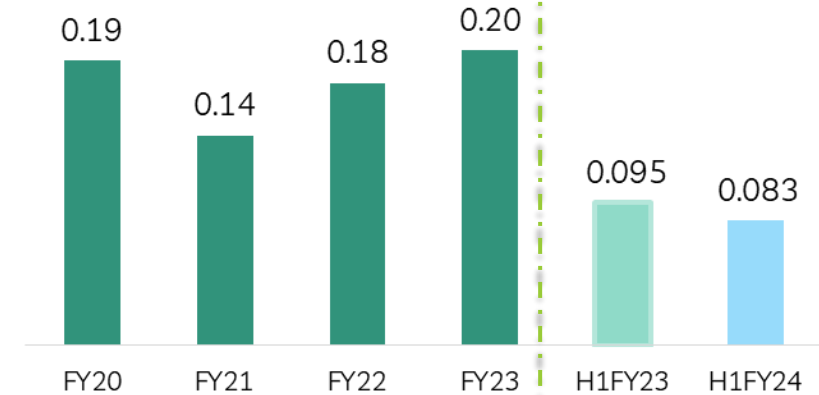
\* 'Dream Companies to Work For' Award under the 'Infrastructure' category by Times Ascent at the World HRD Congress-2023.

## Revenue per Employee

₹ in Crore



## Profit after Tax per Employee



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



# Order Book

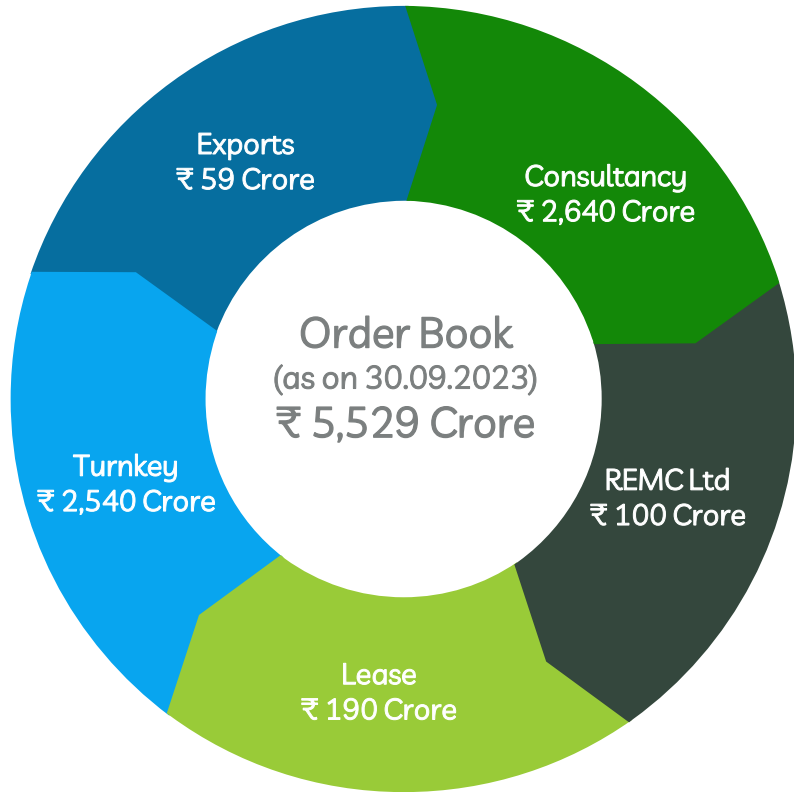


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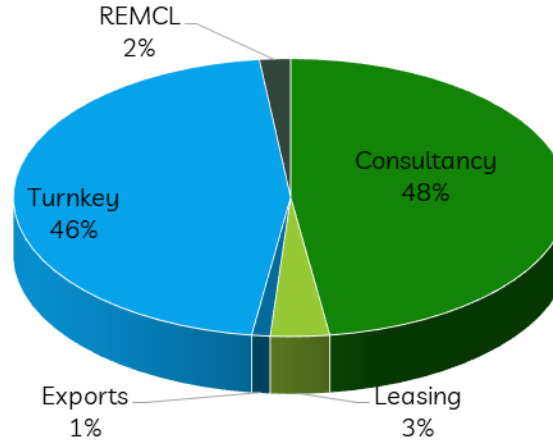
# Order Book

Order Book  
as on 30.09.2023

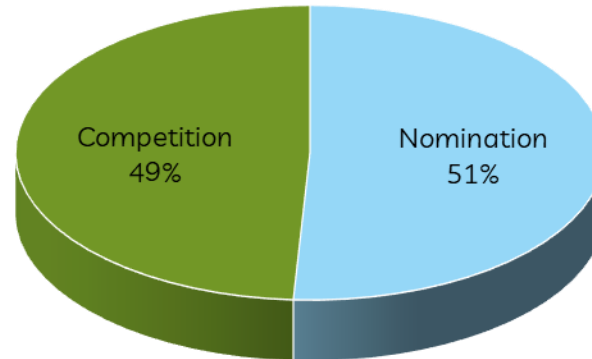


Order Book Split  
as on 30.09.2023

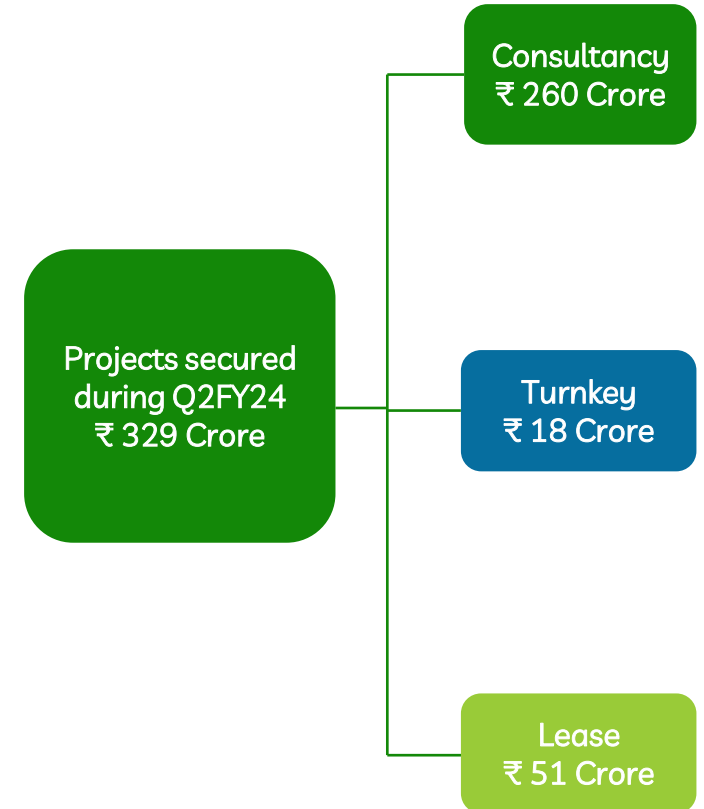
Segment Break-up



Nomination vs Competition



Projects Secured Split  
(New & extensions)  
(During Q2FY24)



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

\*\* Execution of REMC business is not considered in the project secured

# Major Projects Secured – Q2FY24

Secured more than 70 projects/contracts including extensions during the quarter

	Project Scope	Amount	Client	Expected Completion Year
Consultancy	Extension of Western Dedicated Freight Corridor work	58.9	DFCCL	2024
	PMC for Ropeways in Ranchi	16.6	Govt. of Jharkhand	2027
	Final Location Survey (FLS) for New Railway Line & doubling of Tracks	11.7	Eastern Railways	2025
	Development of Railway Siding for NHPC-Pasighat	9.4	NHPC	2028
	PMC for Singling & Telecommunication work at WS, RM & PM Yard	8.4	SAIL	2026
	PMC for KK1 Railway Siding Railway Siding near KKOCP, Telangana	8.0	SCCL	2024
	FLS for elevated Semi-High Speed Rail from Ahmedabad to Dholera	7.7	Western Railways	2023
Turnkey	FLS & DPR of Semi-High Speed Rail from Chennai to Bengaluru	6.5	Southern Railways	2023
	AAR & DPR for MRTS in Chandigarh Tri-city	6.0	Administration of UT of Chandigarh	2024
Leasing	Construction of Student Residence at IIM Shilong (Extn.)	17.7	IIM Shilong	2024
	Leasing of 5 locomotive to SAIL Bokaro	22.6	SAIL	2025
	Leasing of 3 locomotives at NTPC Talcher (Kaniha)	8.6	NTPC	2024



# 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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