



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

No. RITES/SECY/NSE

Date: February 02, 2024

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: REVISED INVESTORS PRESENTATION ON FINANCIAL RESULTS FOR THE QUARTER AND NINE MONTHS ENDED ON 31ST DECEMBER, 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 Revised Investor Presentation dated February 01, 2024 on Financial Results for the quarter and nine months ended on 31st December, 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



Investor Presentation

Financial Results: Q3FY24

1st February 2024

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Round-Up Q3FY24



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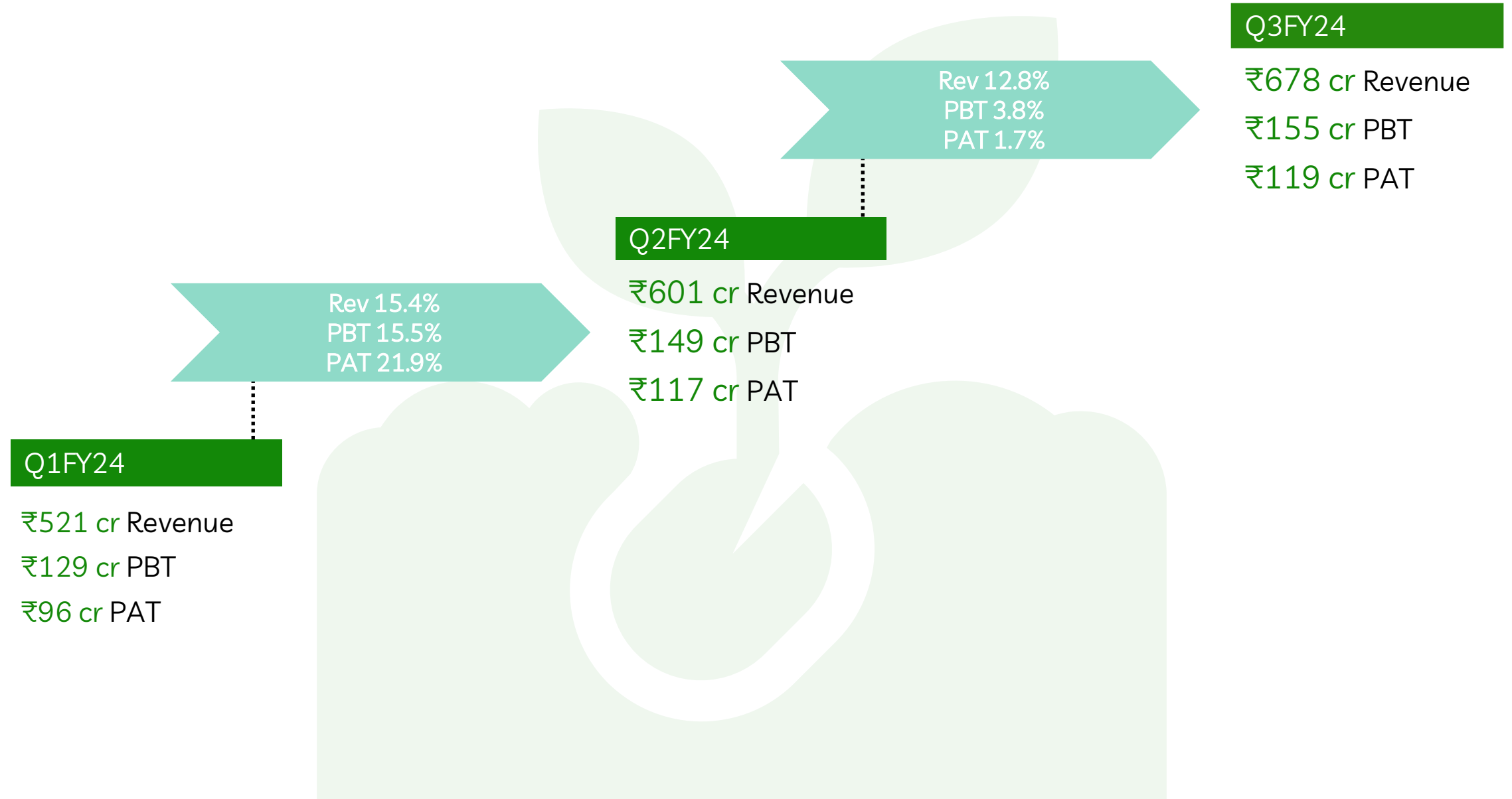
Q3FY24 at a Glance

- Order book : ₹5496cr
- Secured 100+ orders worth +₹612 cr
(More than one order a day during Quarter)
- Redevelopment of Ayodhya Dham Jn. Railway Station
- Launch of Mumbai's longest Rail Over Bridge at Vidyavihar Station



- Signed a contract agreement for supply of rolling stock to Mozambique
- Secured an order to develop OIL Township in Duliagan, Assam, as a Mini Smart City.
- 3rd Interim dividend of ₹ 4.75 per share
- Total interim dividend during FY 24 is ₹13 per share

Q3FY24 at a Glance

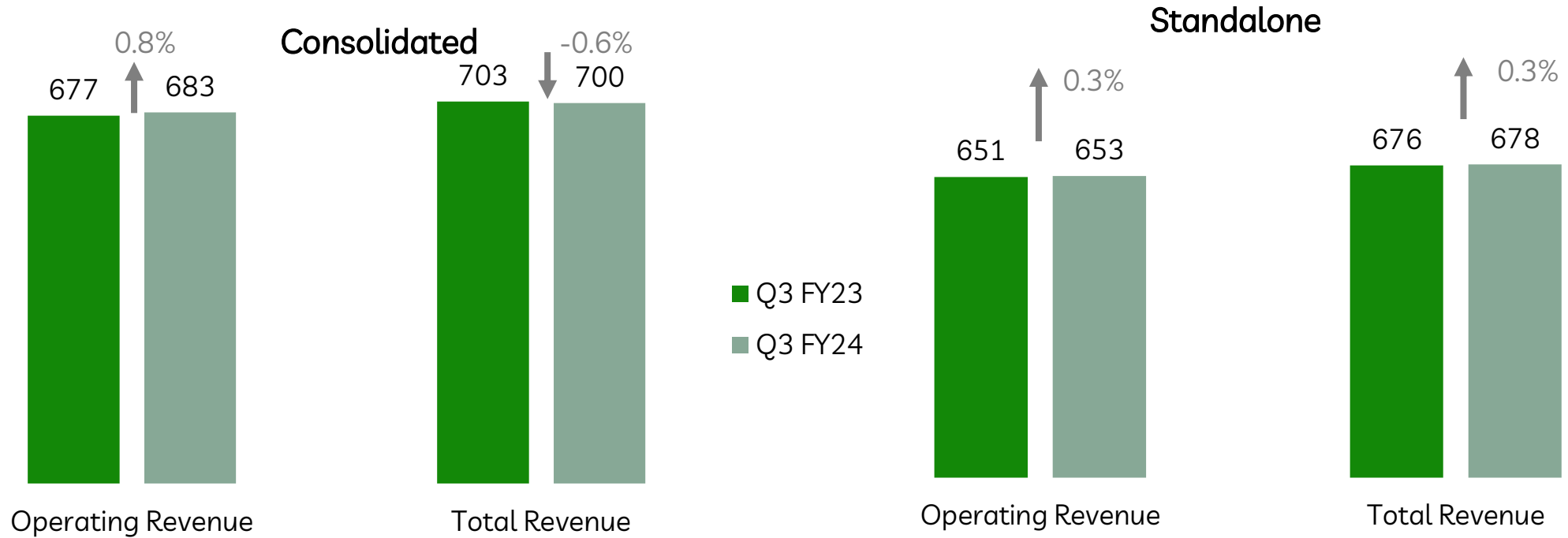


Financial Performance Q3FY24



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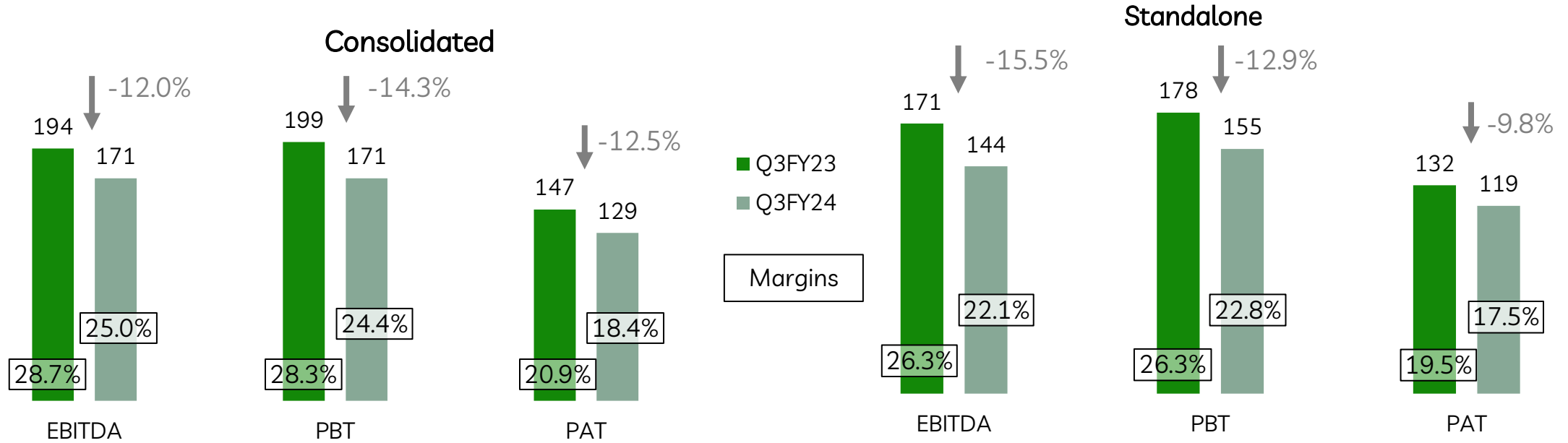
Performance During Q3FY24



Revenue remain flat despite fall in Export Revenue

All segments except exports have shown sequential and corresponding quarter growth

Profits for Q3FY24

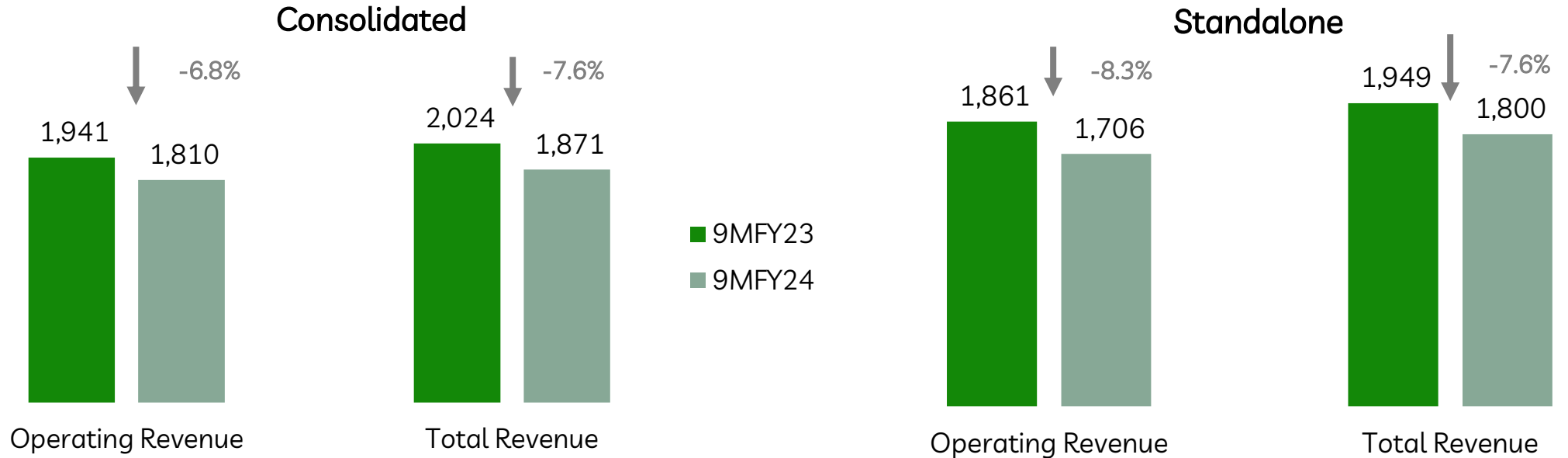


Decline in profits can be attributed to decrease in revenue mainly from exports & QA and competitive business environment in consultancy

Margins moderated on account of change in mix of revenue

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

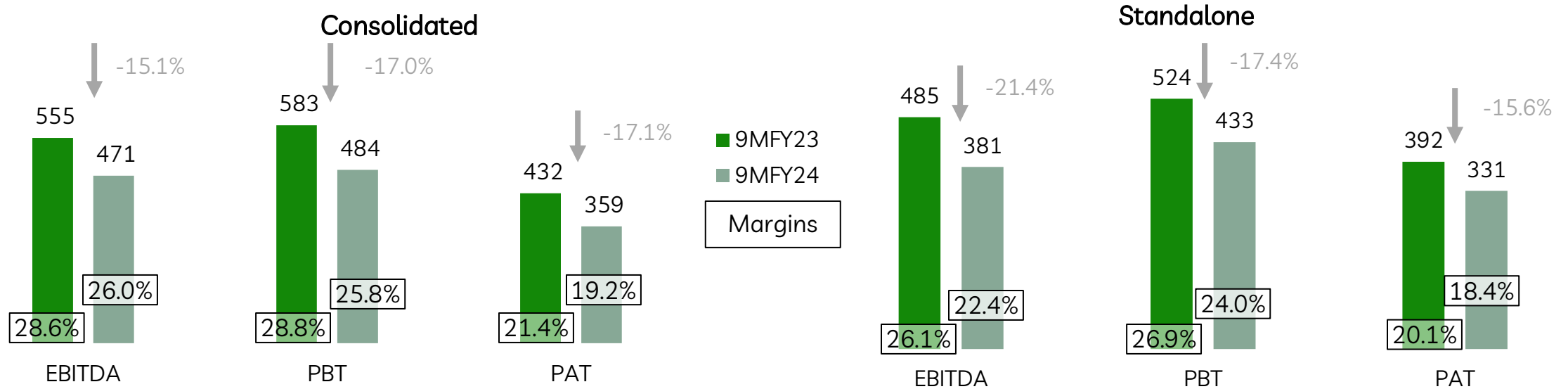
Performance During 9MFY24



Domestic consultancy (including QA) has shown a growth of 7.5%.

Fall in revenue can be attributed to fall in exports revenue by ₹155 crore

Profits for 9MFY24



Fall in profits mainly attributable to fall in exports revenue

Margins moderated on account of change in segmental contribution in revenue

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

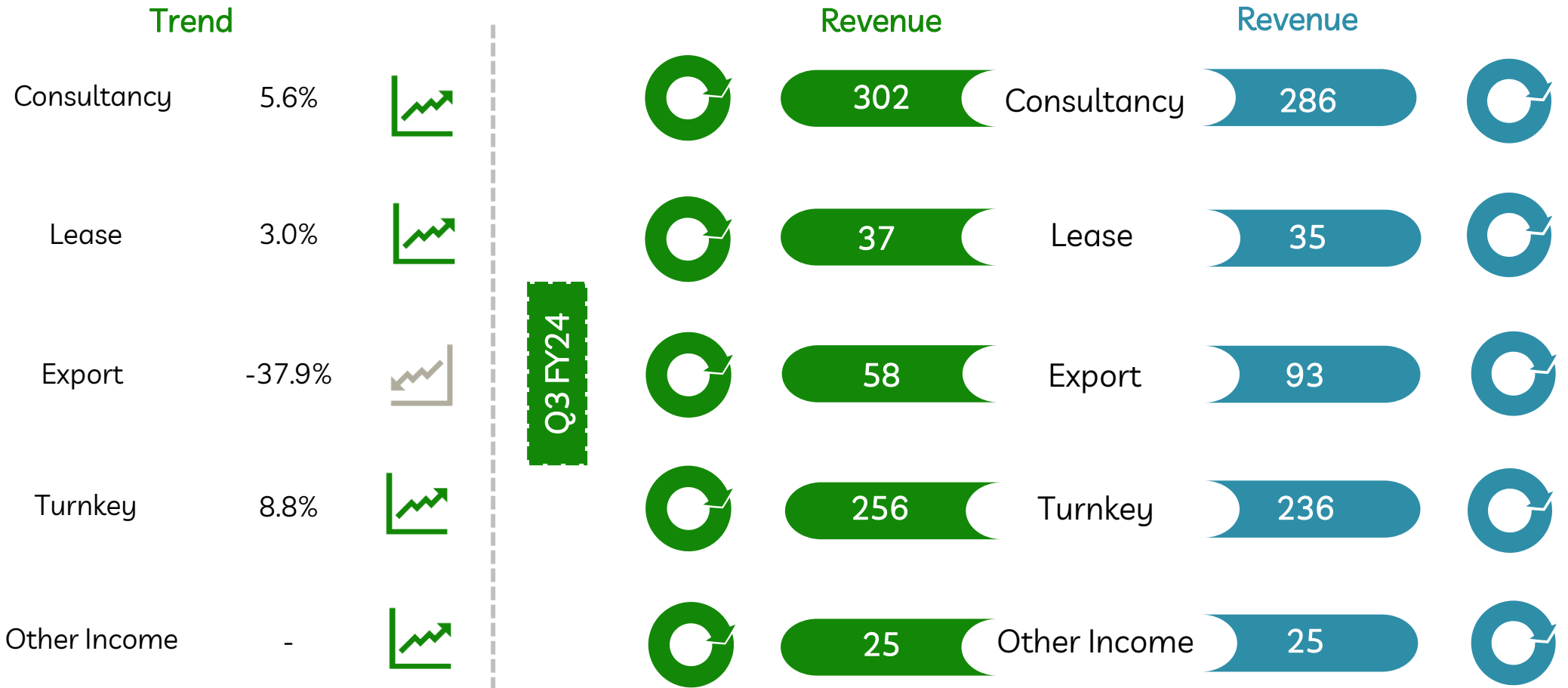
Segmental Performance Q3FY24



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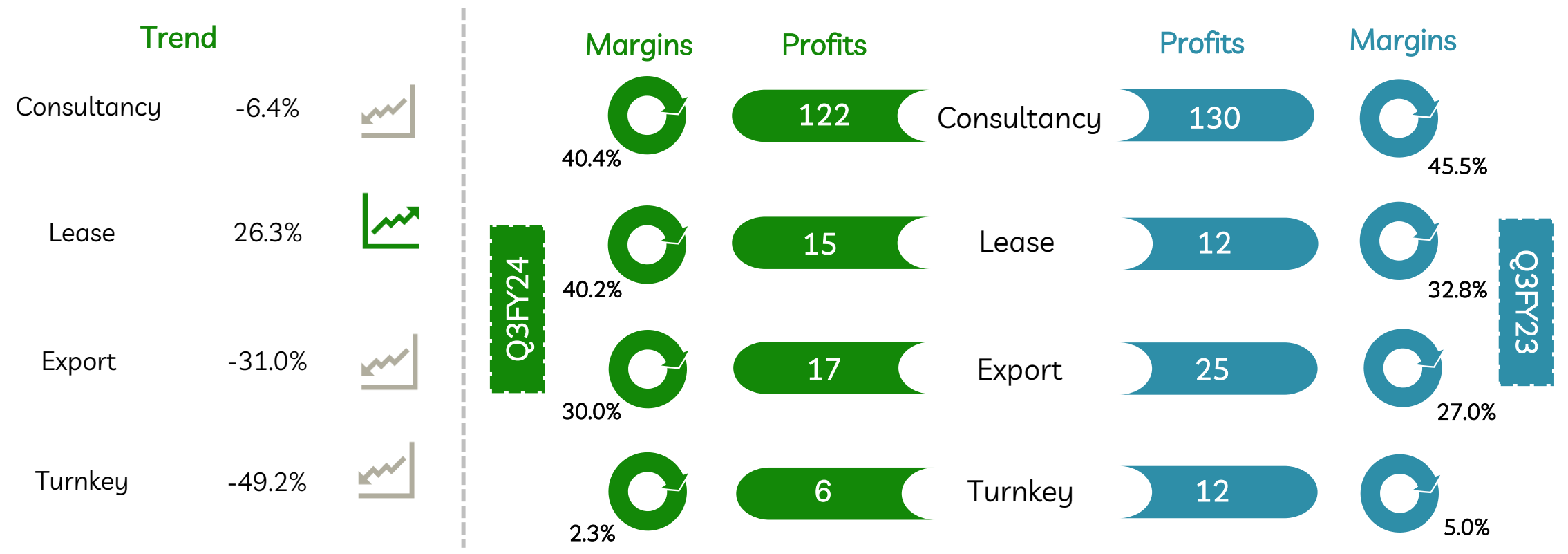
20 Ultra 5G

Segmental Revenue – Q3FY24 (Standalone)



Higher execution in project consultancy led to increase in Consultancy revenue despite decrease in quality assurance
 Highest ever turnkey and lease revenue in a quarter

Segmental Profits – Q3FY24 (Standalone)

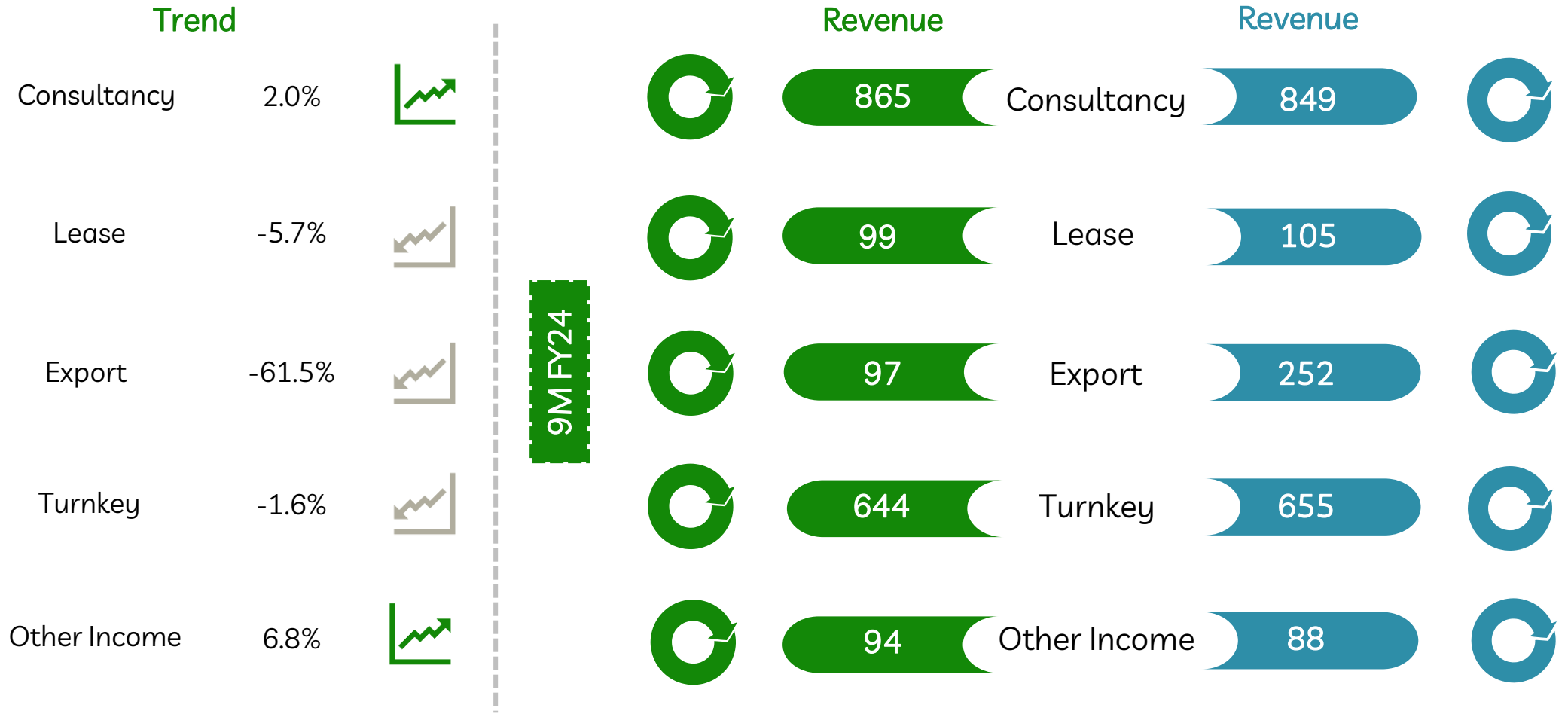


Margins remained range bound in all segments

Fall in segmental profits of consultancy is on account of fall in QA revenue

Segmental Revenue – 9MFY24 (Standalone)

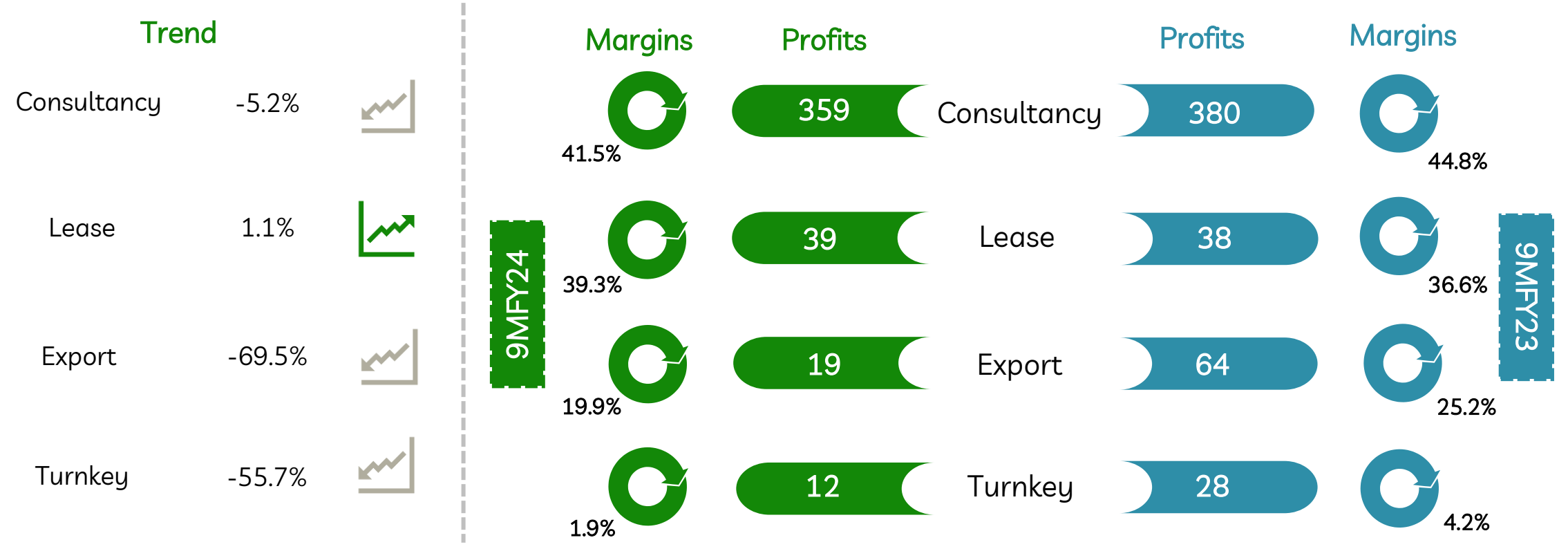
₹ in Crore



Highest ever 9 month revenue in consultancy despite fall in revenue from QA stream

Revenue from leasing services has started picking from this quarter and Exports revenue to pick from next year

Segmental Profits – 9MFY24 (Standalone)

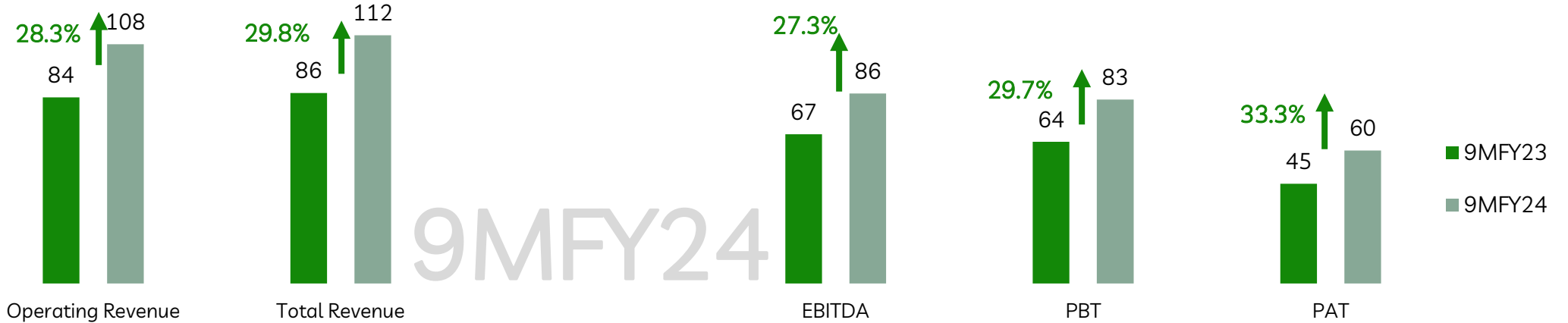
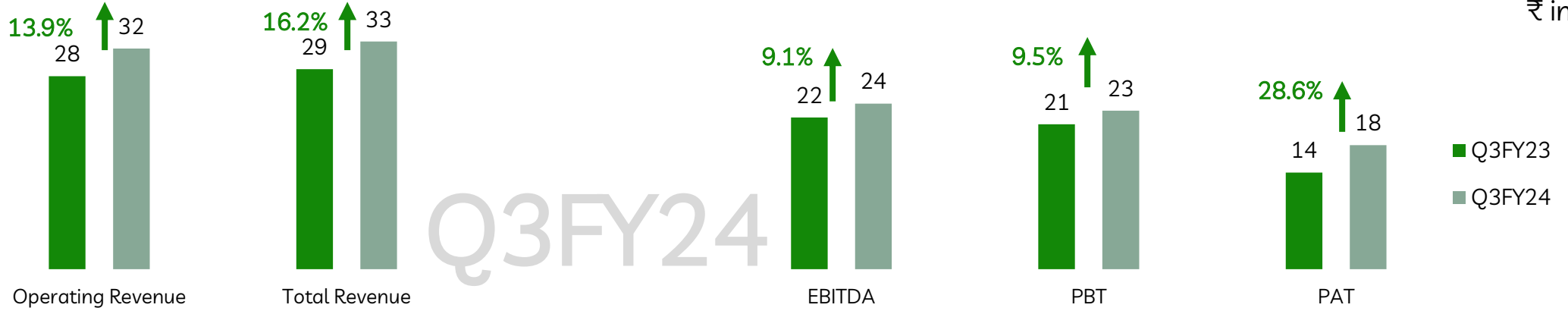


Margins remained range bound in all segments

Profitability impacted mainly on account of lesser exports

REMC Ltd Performance

₹ in Crore



Highest ever 9-month revenue and profits for REMC Ltd

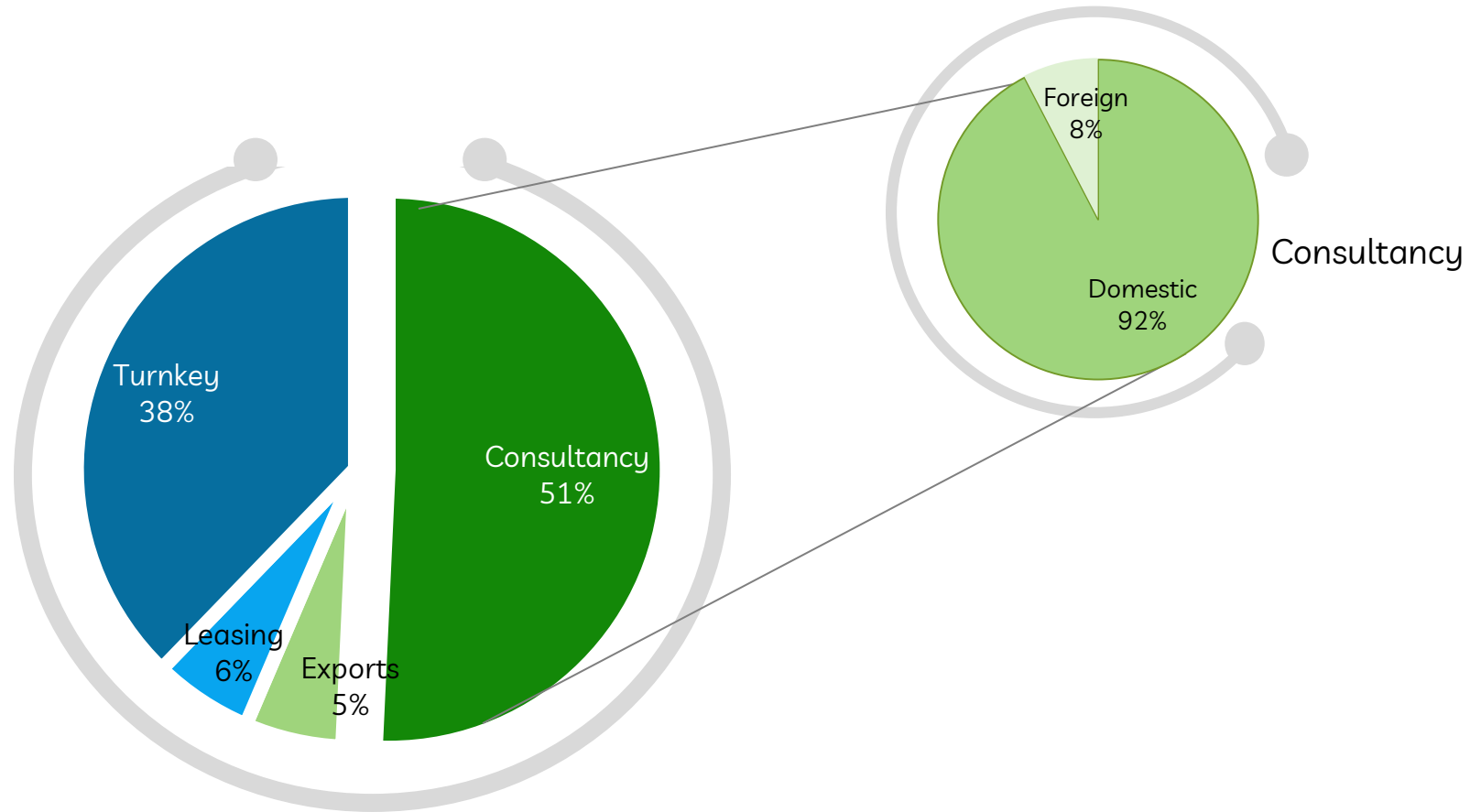
Growth in revenue and profits are on account of increased in energy management activities

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

Segmental Mix 9MFY24



₹ in Crore



Consultancy remained the highest revenue generating stream

Exports share is expected to increase from FY25

Employee Productivity



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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



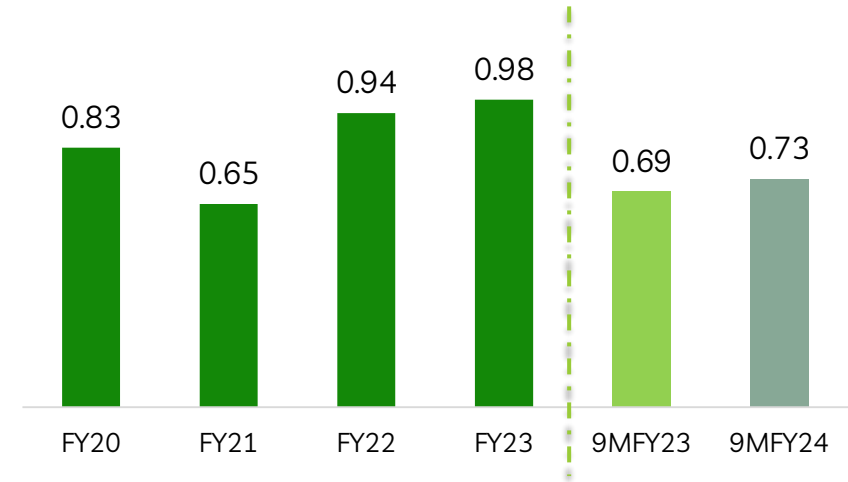
1,600+ regular skilled engineers/ professionals

Status	No. of Employees		
	31.12.2023	30.09.2023	31.12.2022
Regular	1764	1706	1739
Deputation	57	60	86
Contract	863	799	791
Total	2684	2565	2616

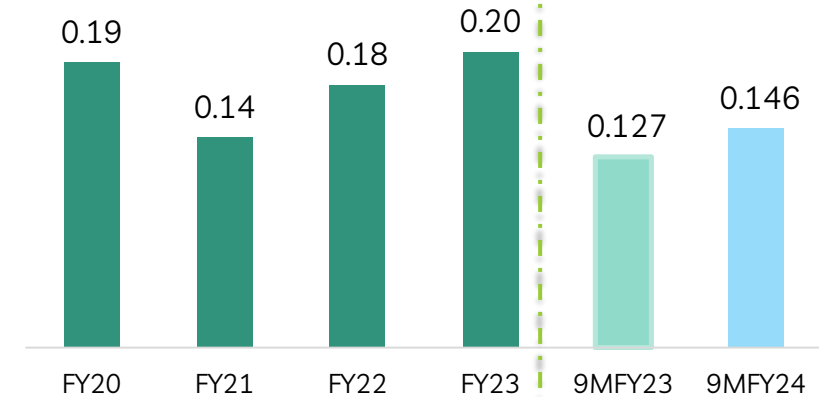
* 'Dream Companies to Work For' Award under the 'Infrastructure' category by Times Ascent at the World HRD Congress-2023.

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

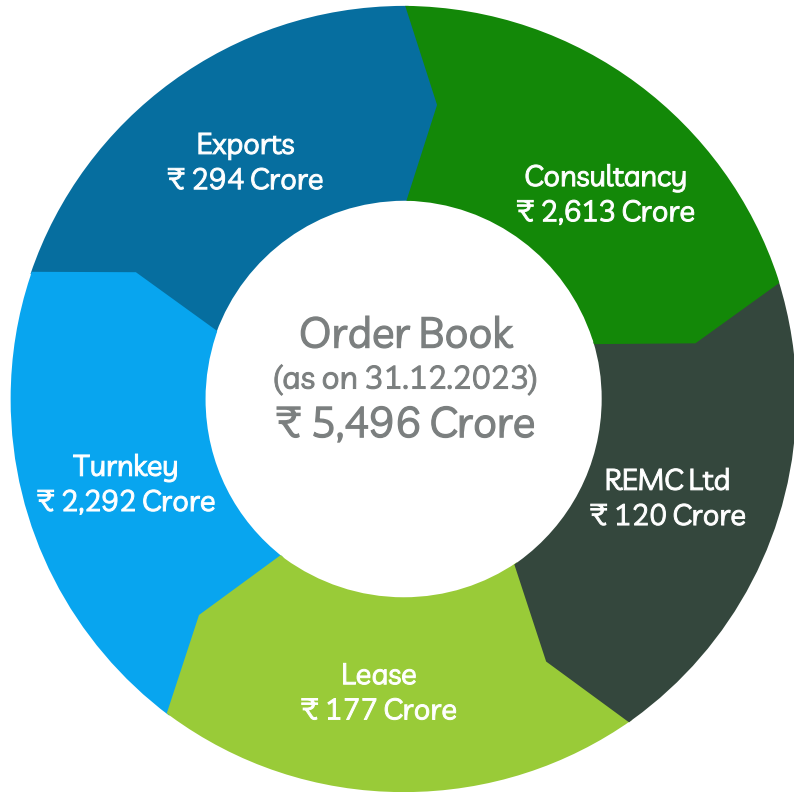


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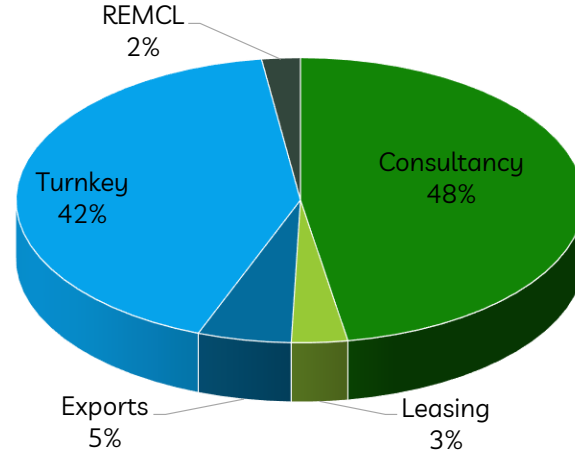


Order Book

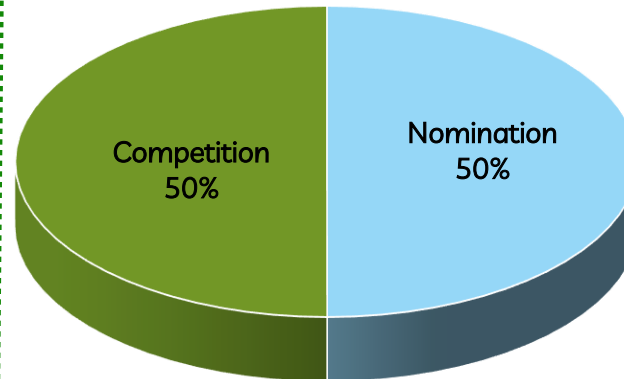
Order Book
as on 31.12.2023



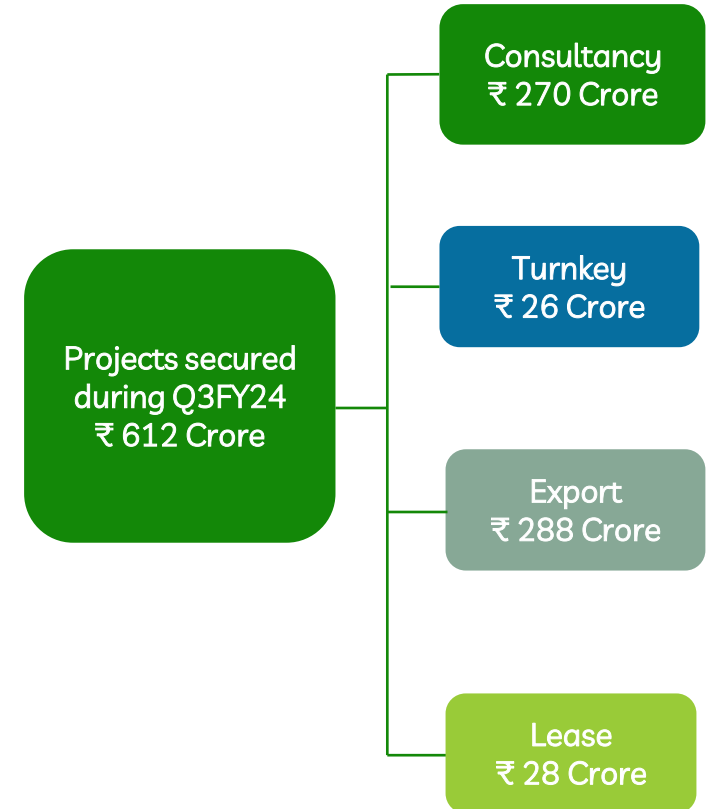
Order Book Split
as on 31.12.2023
Segment Break-up



Nomination vs Competition



Projects Secured Split
(New & extensions)
(During Q3FY24)



*The order book doesn't include the approx. 900 crore Bangladesh 200 coach tender where RITES has emerged L1
 **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 – Q3FY24

Secured more than 100 projects/contracts including extensions during the quarter

	Project Scope	Amount	Client	Expected Completion Year
Exports	Supply of 10 Locos to CFM, Mozambique	286.2	CFM Mozambique	2025
	Project Management consultancy for New line and Doubling	22.3	Western Railways	2027
Consultancy	DPR, PMC of Railway Siding at North Dhadu, Jharkhand	17.0	NLC India	2026
	Vendor Verification Services (QA services) for GeM	14.4	Govt. e-marketplace	2026
	DPR of 2 laning of highway from Nagaland to Manipur (Extn)	14.3	NHAI	2024
	Technical Consultancy for ROB/Subway/LCR (GSU-ROB-7)	6.3	Indian Railways	2024
	Detailed Project Report for 7 tunnels Dungarpur Ratlam Section	6.0	North Western Railways	2024
Turnkey	Quality Management, Inspection & Testing at ICF, Chennai	5.3	ICF Chennai	2024
	Construction of Student Residence at IIM Shilong (Extn.)	26.2	IIM Shilong	2024
Leasing	Leasing of 1 locomotive Barsu mines	5.8	SAIL	2025
	Leasing of 1 Locomotive at Dalli	5.4	SAIL	2025



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.

