



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

No. RITES/SECY/NSE

**Date: November 11, 2021**

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: Presentation on Un-Audited Financial Results (Consolidated and Standalone) for the quarter and half year ended on 30<sup>th</sup> September, 2021**


Dear Sir/ Madam,

Please find enclosed herewith a copy of Presentation on Un-Audited Financial Results (Consolidated and Standalone) for the quarter and half year ended on 30<sup>th</sup> September, 2021.

This is for your information and records.

Thanking you,

Yours faithfully,  
For RITES Limited

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



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# Investor Presentation

Financial Results: Q2FY22 & H1FY22

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For more details on financial results, please visit our website [www.rites.com](http://www.rites.com) or click link below

[RITES | Financial Statements](#)



Financial Performance Q2FY22



# Q2FY22 at Glance

1 >

Consolidated Revenue up by 57.9%

2 >

Consolidated Profits after Tax up by 31.8%

3 >

2<sup>nd</sup> Interim dividend of ₹4 per share

4 >

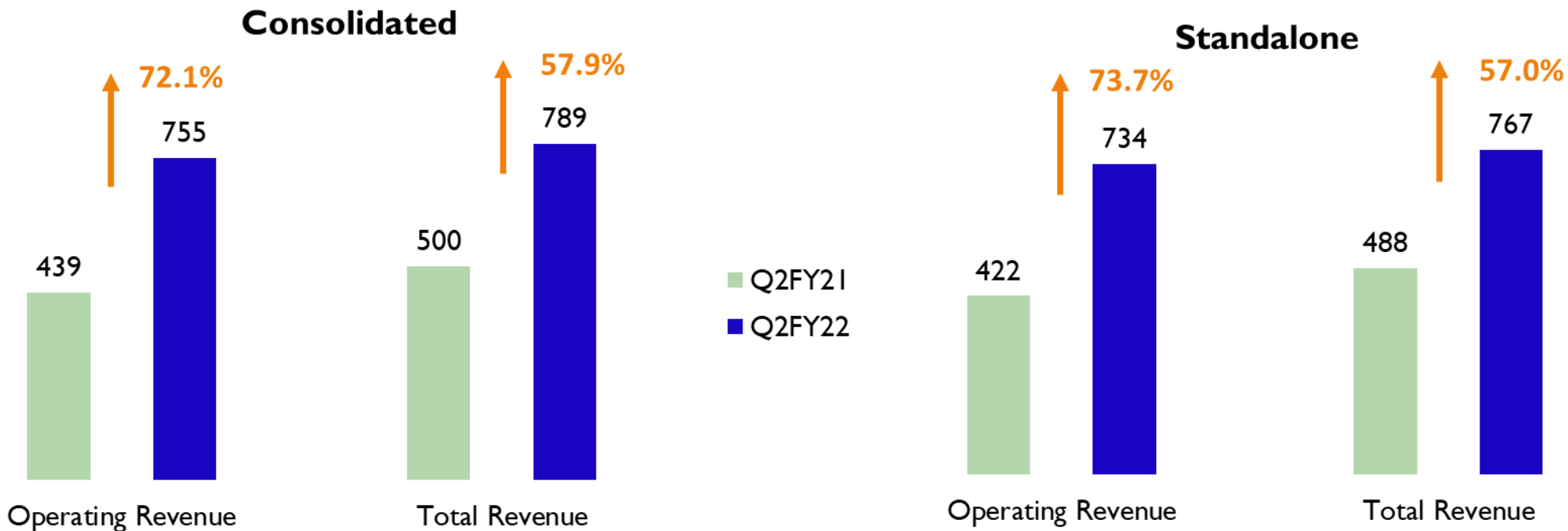
Order book stands at ₹ 6,435 crores as on 30<sup>th</sup> September 2021





# Performance-Q2FY22

₹ in Crore

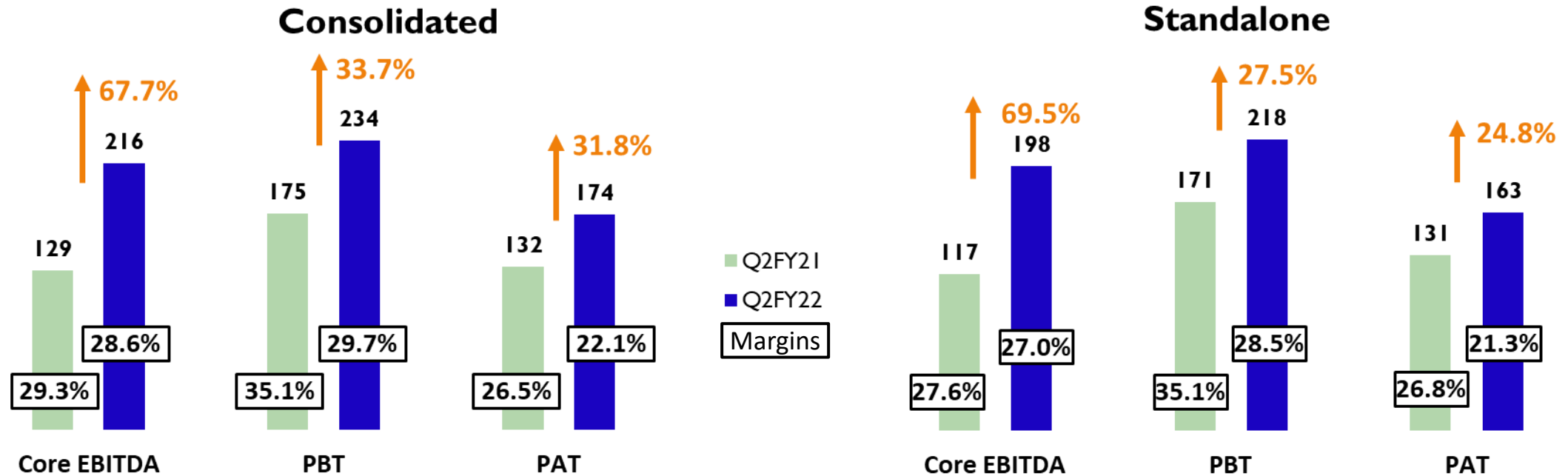


- Easing of covid restrictions led to growth across segments
- Turnkey revenue moderated as 1<sup>st</sup> phase of turnkey got substantially completed by FY21 and 2<sup>nd</sup> phase projects are at their initial stage



# Profits and Margins-Q2FY22

₹ in Crore



- Higher revenue led to higher profits
- Operating margins remained range bound
- PBT and PAT margins impacted due to higher other income during Q2FY21

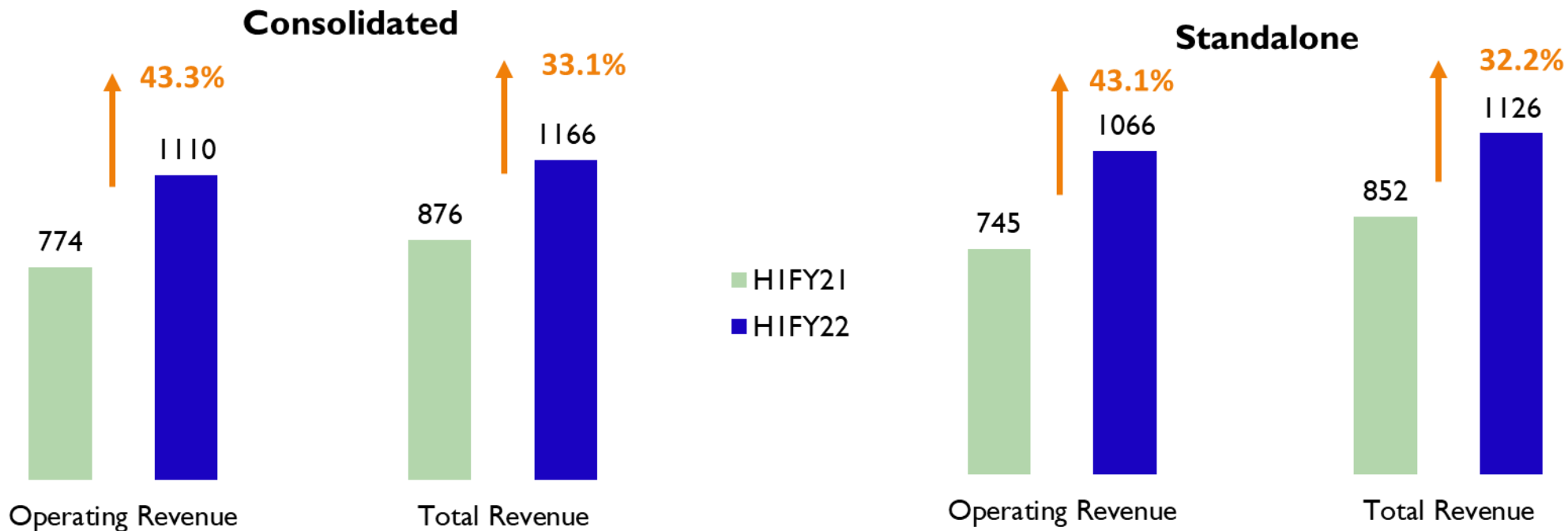
\*Core EBITDA = PBT + Interest + Depreciation + Amortization – Other Income





# Performance-H1FY22

₹ in Crore

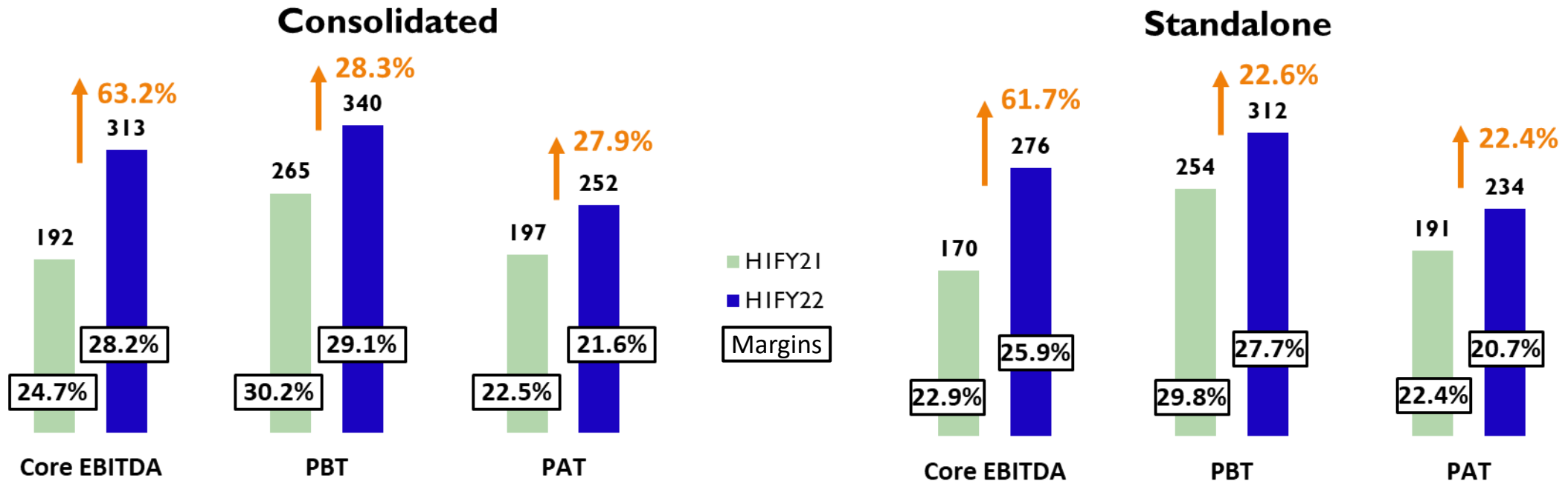


- Easing of covid restrictions has led to growth across all segments except turnkey
- Turnkey revenue moderated as 1<sup>st</sup> phase of turnkey got substantially completed by FY21 and revenue is expected to pick up in subsequent quarters with progress of 2<sup>nd</sup> phase projects



# Profits and Margins-H1FY22

₹ in Crore



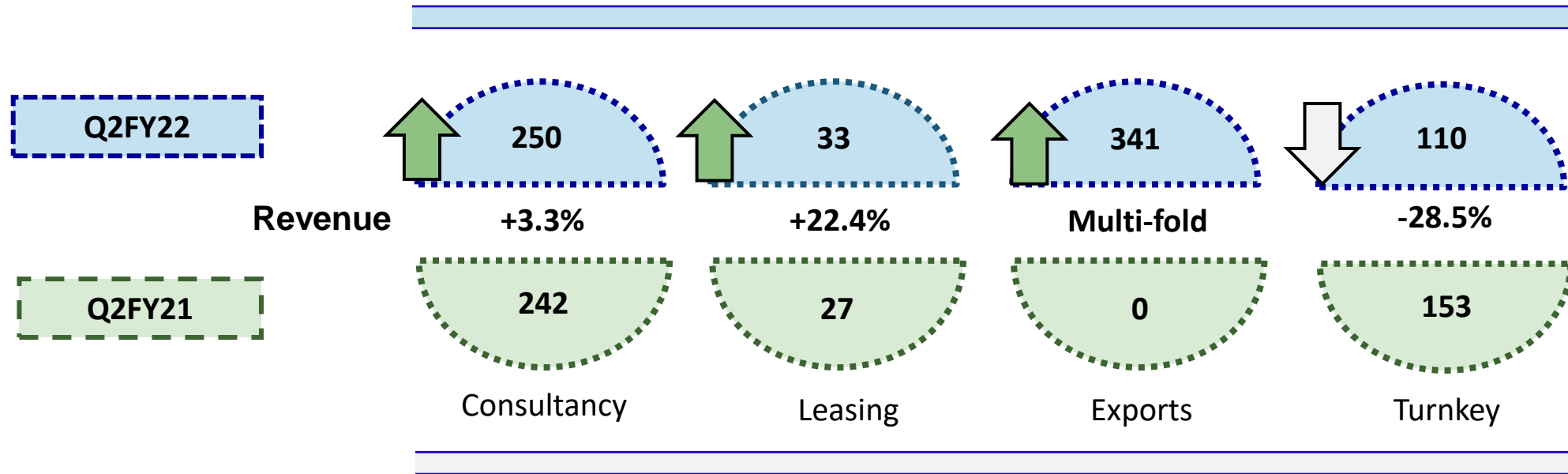
- Operational profit margins improved due to
  - Change in business mix
  - Better performance by leasing, exports and REMCL
- PBT and PAT margins slightly impacted due to higher other income during H1FY21

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



# Segmental Analysis (Revenue – Q2FY22)

₹ in Crore

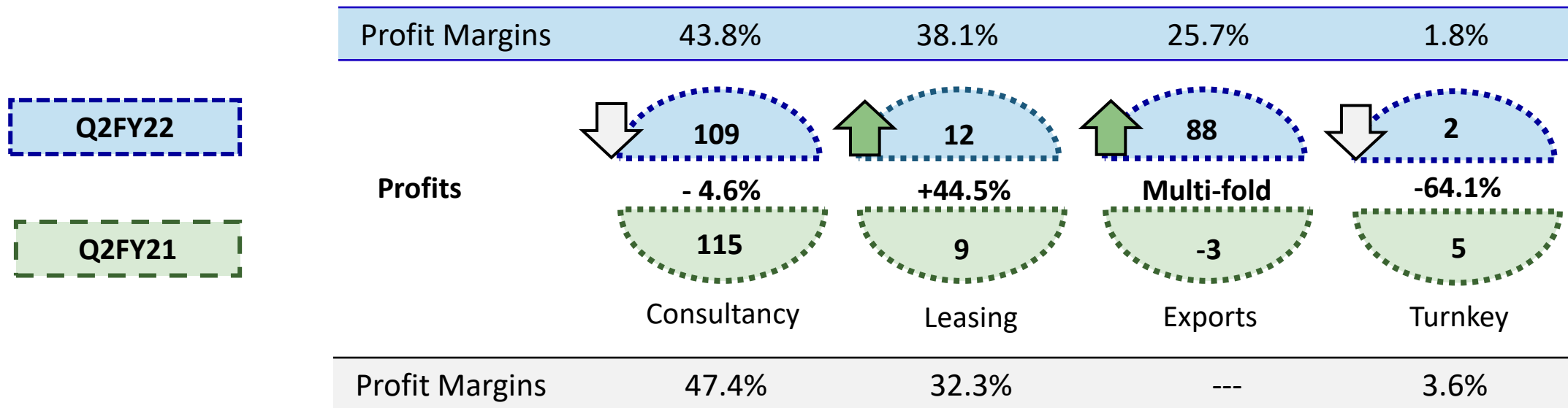


- Growth in Consultancy, Leasing & Exports
  - Leasing revenue continued to show growth over pre-covid level
  - Consultancy revenue started reaching pre-covid level
  - Exports revenue shown a significant growth with exports to Sri Lanka and Mozambique
- Turnkey revenue impacted due to 1<sup>st</sup> phase of turnkey projects getting substantially completed; revenue from recently secured electrification and Road over Bridge projects expected to reflect in subsequent quarters.



# Segmental Analysis (Profits – Q2FY22)

₹ in Crore



- Margins in consultancy, leasing and exports remained range bound

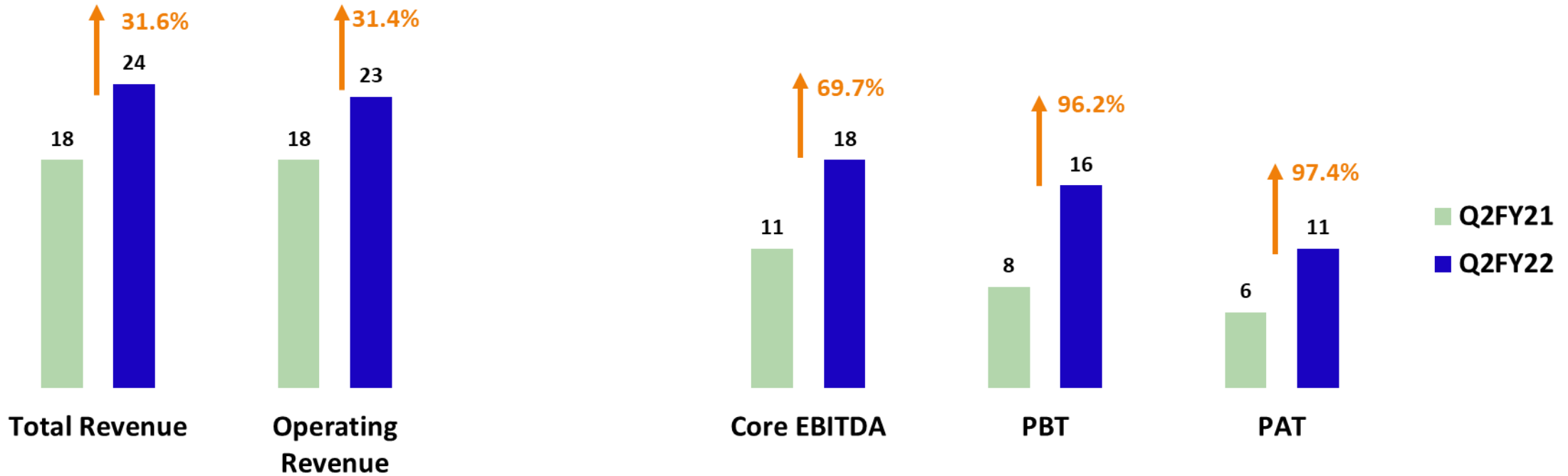
- Turnkey revenue and profits expected to pick up in subsequent quarters and may lead to better margins

\*Profits and Profit Margins don't include un-allocable expenses & finance cost



# REMC Ltd Performance – Q2FY22

₹ in Crore



- Revenue and profits continued to show growth over last year.

- Consultancy and Power Generation has shown a growth of 33% and 27% respectively.

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



Employee Productivity



# Employee Productivity

₹ in Crore



Continuous rationalization of manpower to improve productivity



Senior Management with an avg. experience of 30+ years

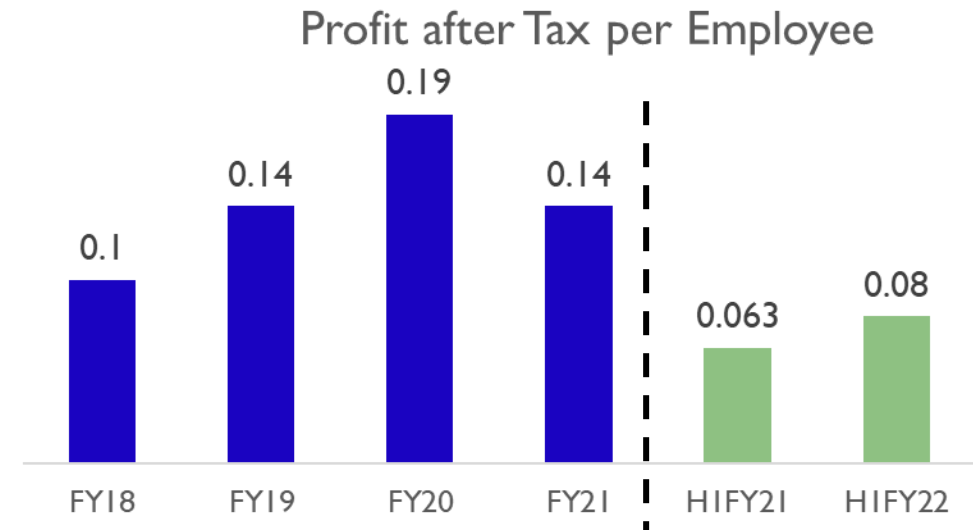
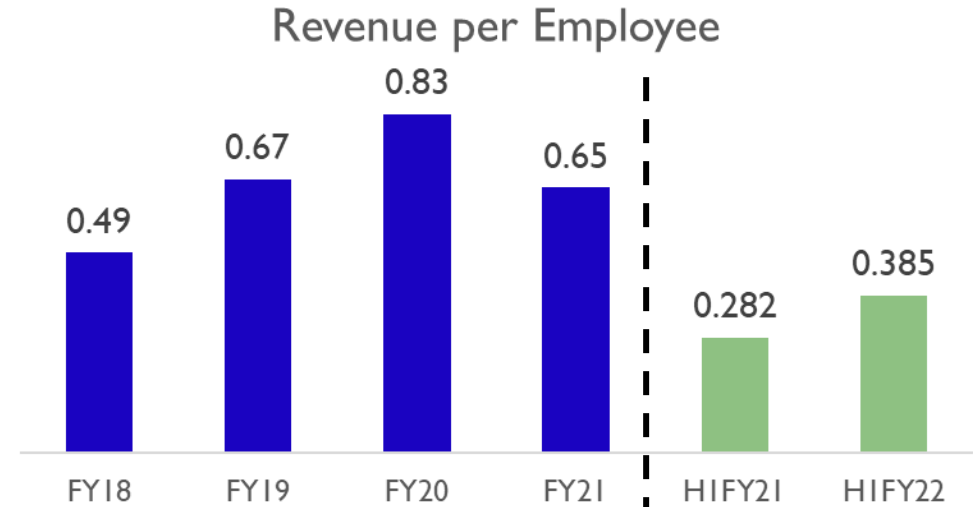


Experts in Engineering, Science, Finance, Economics etc. with a mix of regular, deputationists and contract employees



Approx 1,400 regular skilled engineers/professionals

Status	No. of Employees	
	30.09.2020	30.09.2021
Regular	1943	1893
Deputation	139	134
Contract	940	898
<b>Total</b>	<b>3022</b>	<b>2925</b>



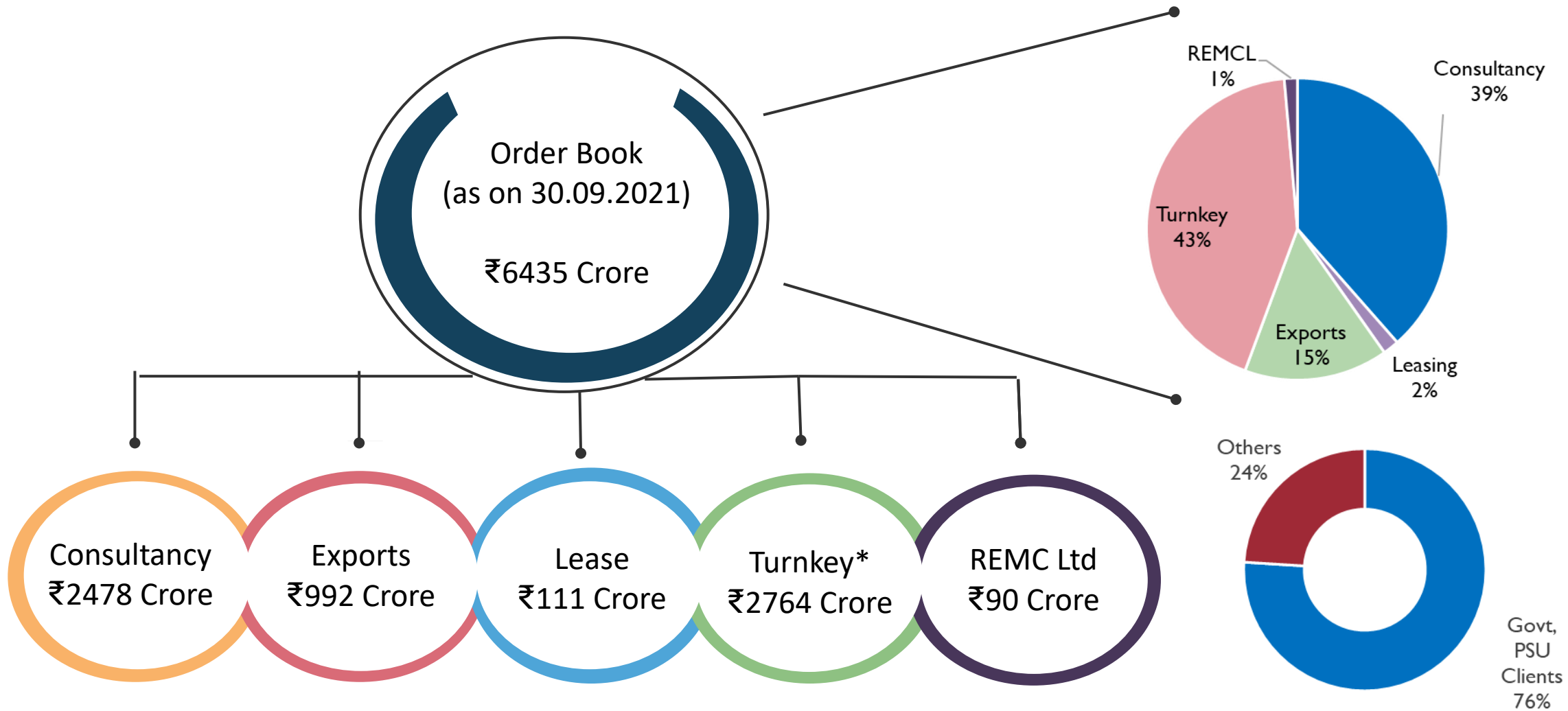


# Order Book





# Order Book



\* Turnkey order book does not include approx ₹4000 crore of New Railway Line projects secured in Q2FY22, which are in process of finalisation of modalities

# Order book also includes US Dollar denominated projects and converted to INR at the time of award of the contract

^ REMC Ltd's order book is annualised based on the last quarter's procurement contracts and wind power generation and estimations



# Major Projects Secured during Q2FY22

₹ in Crore

RITES secured about 50 projects/contracts including enhanced scope during Q2FY22.

	Project Scope	Amount	Client	Expected Completion
Consultancy	DPR & PMC for dual gauge conversion of railway line between Bogra and Sirjganj	62.9	Bangladesh Railways	2025
	Higher schedule repair of Locomotives for SAIL Bhilai plant	24.7	Steel Authority of India Ltd	2022
	Detailed Project Report for 2 laning of road from Meluri, Nagaland to Singhat, Manipur	19.1	National Highway & Infrastructure Development Corp Ltd	2022
	Project Management Consultancy for railway siding at Dipka OC extension	12.2	South Eastern Coalfield Ltd	2023
	PMC for Ropeway at Shilong Peak, Meghalaya	5.9	Meghalaya Infrastructure Development & Finance Corp.	2024



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# Thank You

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