

No. RITES/SECY/NSE

Date: February 06, 2020

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: Presentation on Un-Audited Financial Results (Consolidated and Standalone) for the quarter and nine months ended on December 31, 2019

Dear Sir/ Madam,

Please find enclosed herewith a copy of Presentation on Un-Audited Financial Results (Consolidated and Standalone) for the quarter and nine months ended on December 31, 2019.

Thanking You,

Yours faithfully,
For RITES Limited


(Ashish Srivastava)
Company Secretary & Compliance Officer
Membership No: 5325



RITES Limited



Investor Presentation

Financial Results: Q3'FY20 & 9M FY20

Date: 6th February 2020

Safe Harbor

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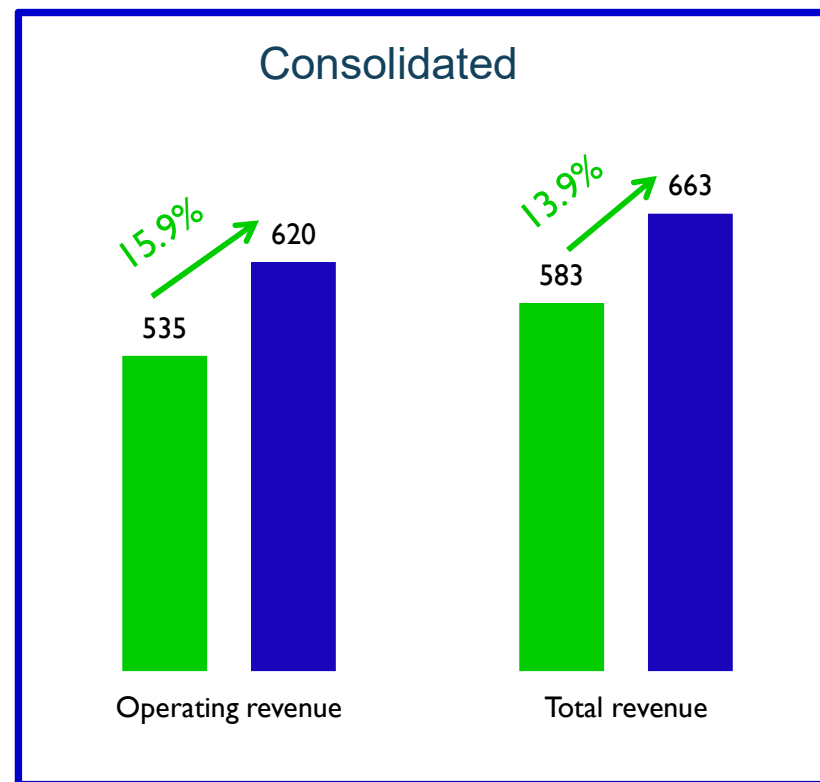
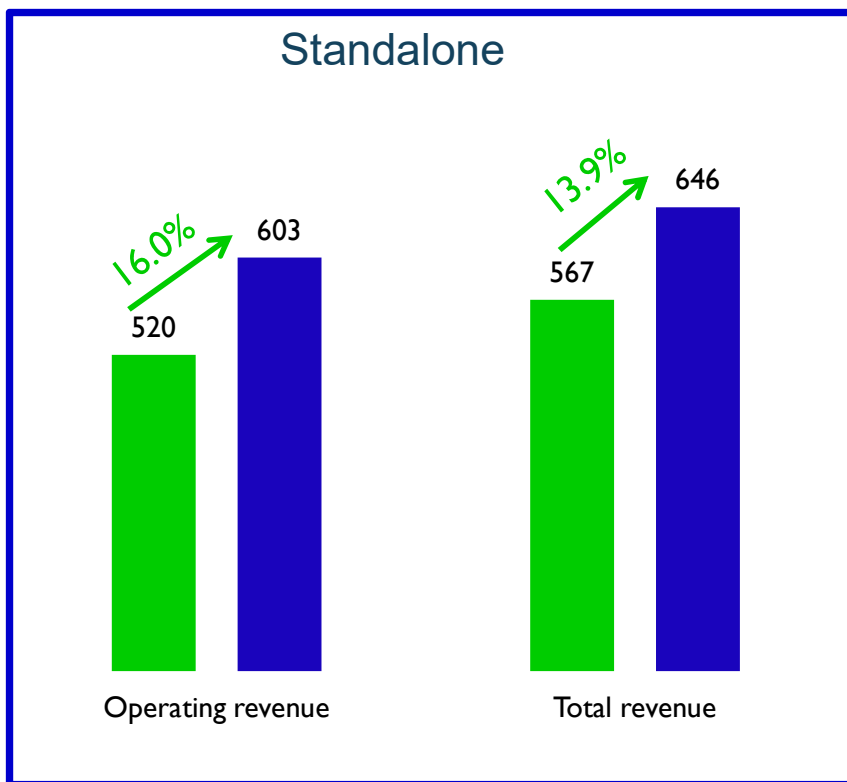




I. Financial Performance – Q3'FY20 & 9M'FY20

Q3FY20 – Growth Continues (YOY)

₹ in Crore



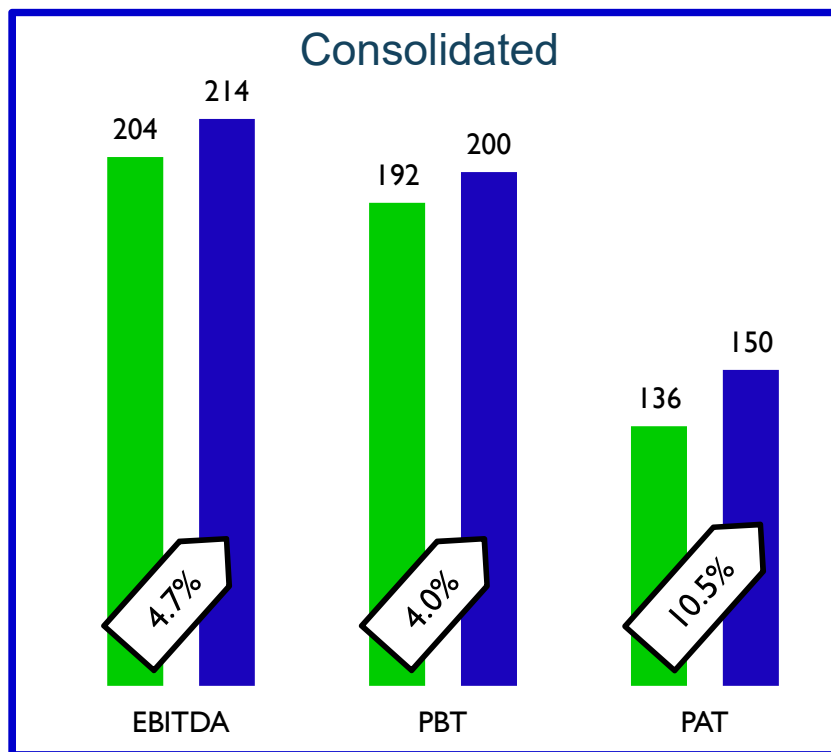
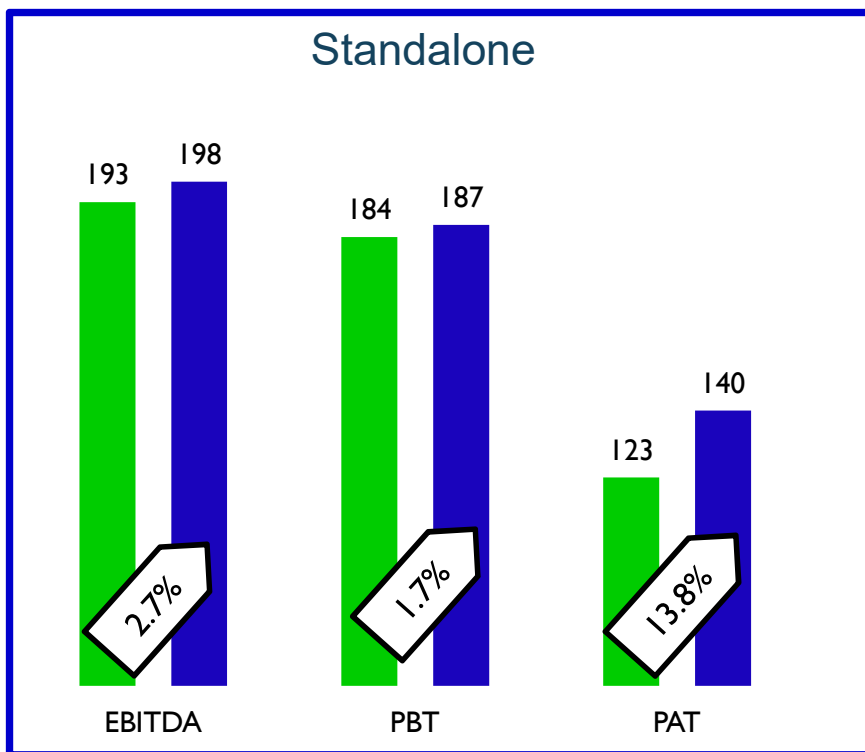
■ Q3FY19
■ Q3FY20

Growth in consultancy, leasing, turnkey and power business led to 15.9% growth in operating revenue.

Statutory Auditors have carried out limited review of financials for Q3 FY20 and 9M FY20



Profitability Q3FY20 (YOY)



₹ in Crore

■ Q3FY19
■ Q3FY20
□ %Growth

Consolidated EBITDA, PBT and PAT Margins of 32.2%, 30.2% and 22.6% respectively

Standalone EBITDA, PBT and PAT Margins of 30.6%, 28.9% and 21.6% respectively

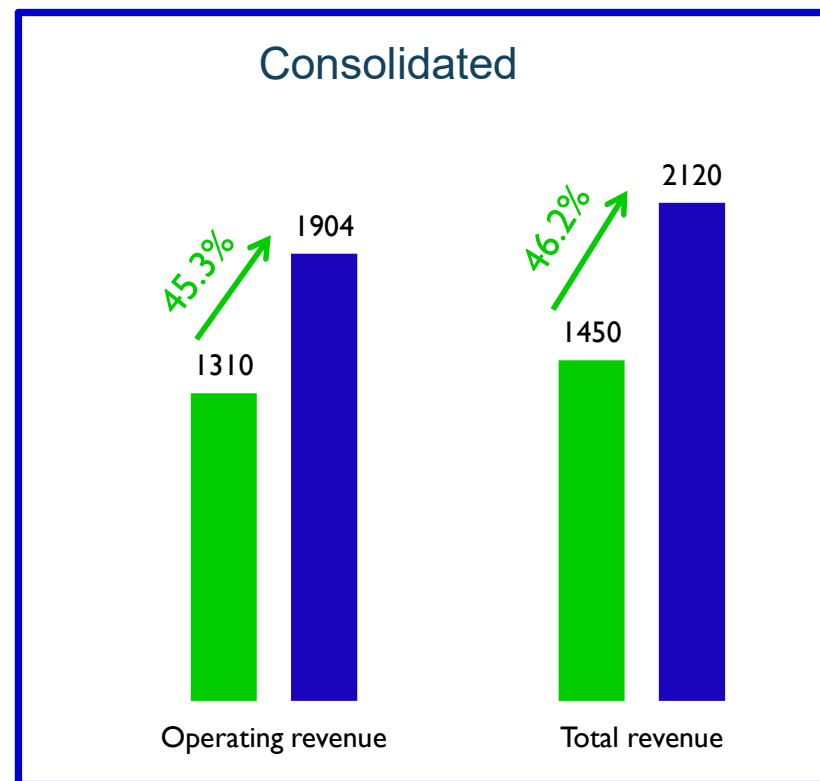
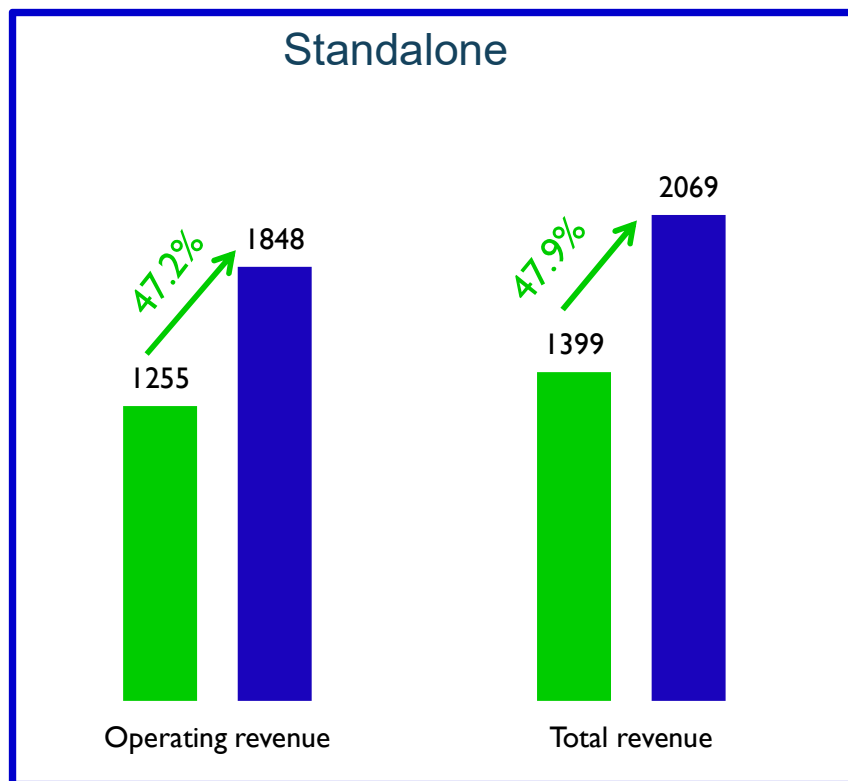
Consolidated and Standalone Operating Profit up by 8.1% and 5.3% respectively

*EBITDA= Profit before tax+ Depreciation+ Finance Cost; Operating Profit = PBT – Other Income



Revenue 9M FY20

₹ in Crore



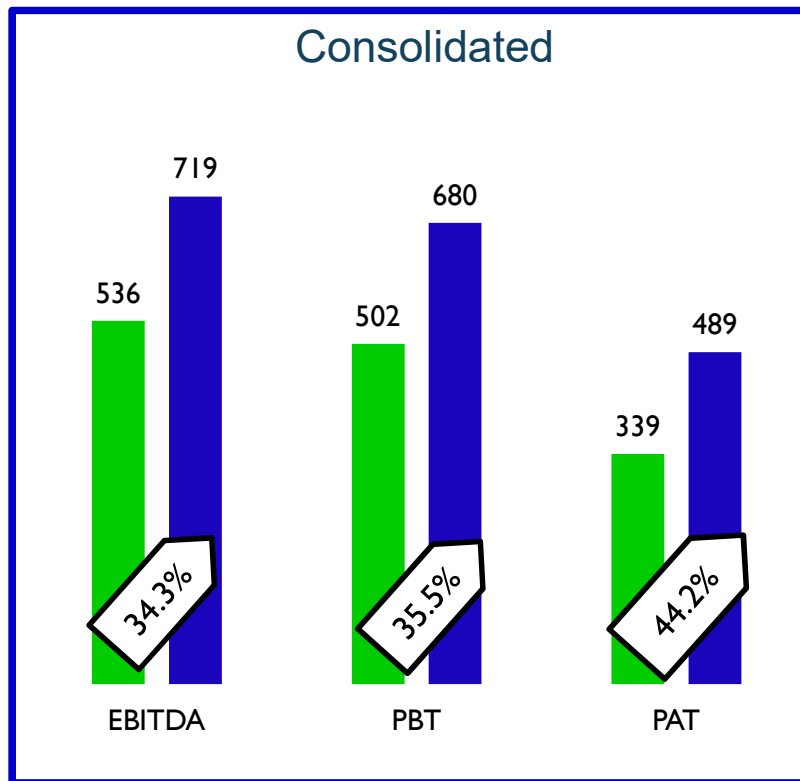
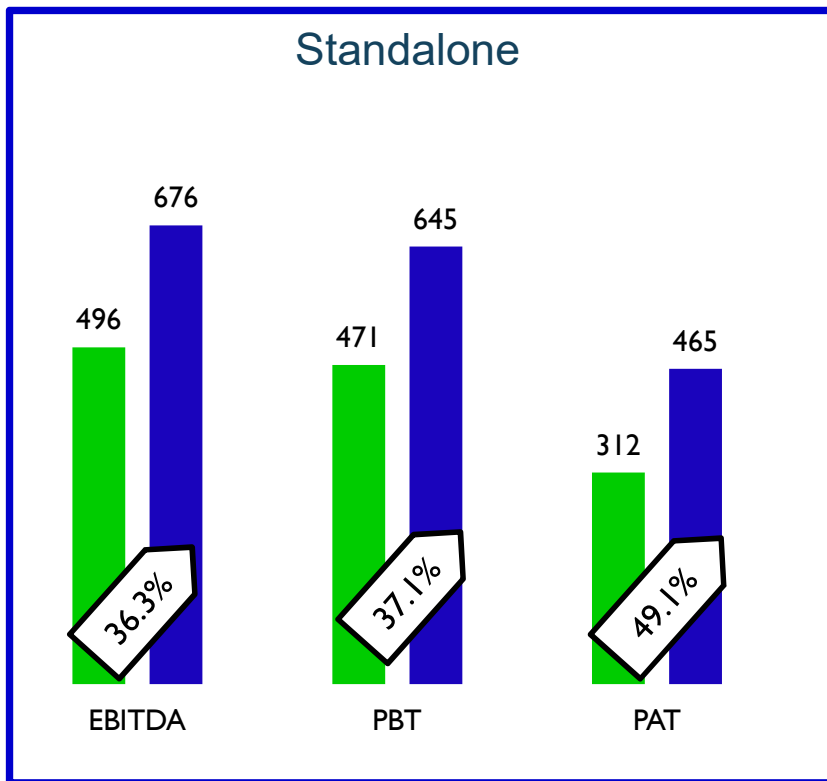
■ 9MFY19
■ 9MFY20

Achieved substantially higher revenue over 9MFY19 on account of increased revenue in all three quarters

Operational Growth can be attributed to substantial increase in Exports, Leasing and Turnkey with consultancy remaining key segment



Profitability 9M FY20



₹ in Crore

■ 9 M FY19
■ 9M FY20
 %Growth

Consolidated and Standalone Operating Profit up by 28.2% and 29.7% respectively

Consolidated EBITDA, PBT and PAT Margins of 33.9%, 32.1% and 23.1% respectively.

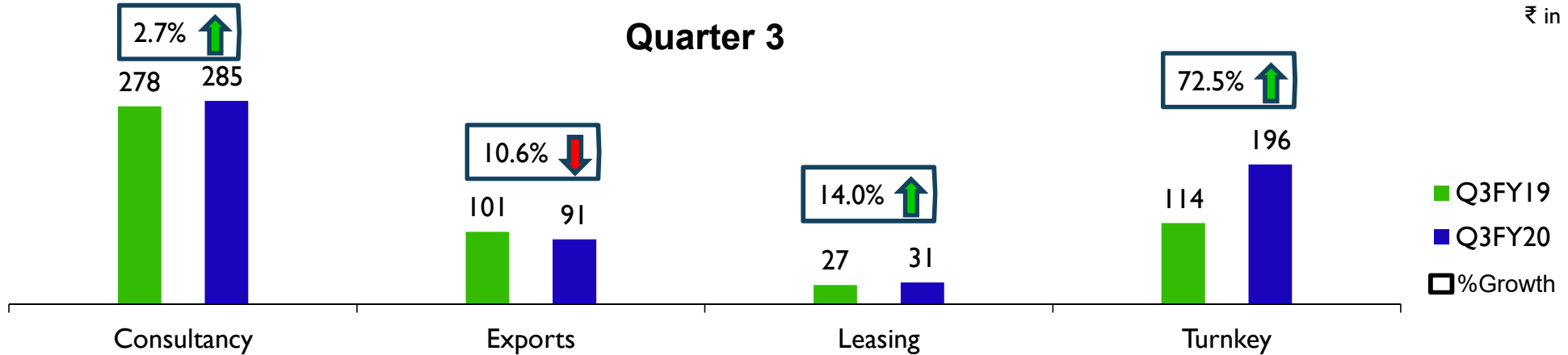
*EBITDA= Profit before tax+ Depreciation+ Finance Cost; Operating Profit = PBT – Other Income



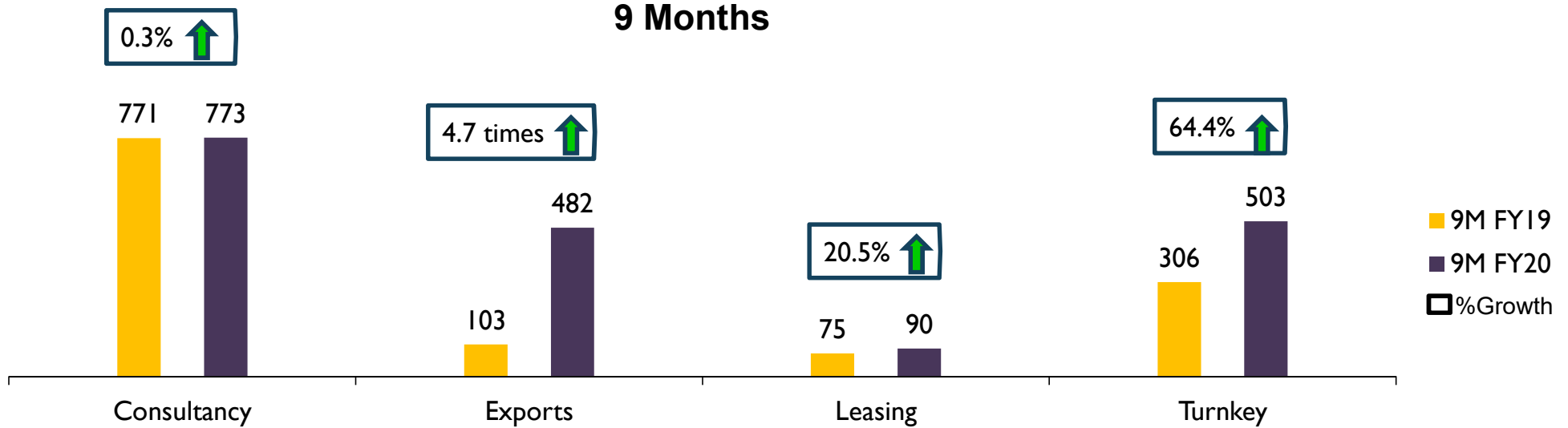
Segmental Revenue (Standalone)

₹ in Crore

Quarter 3

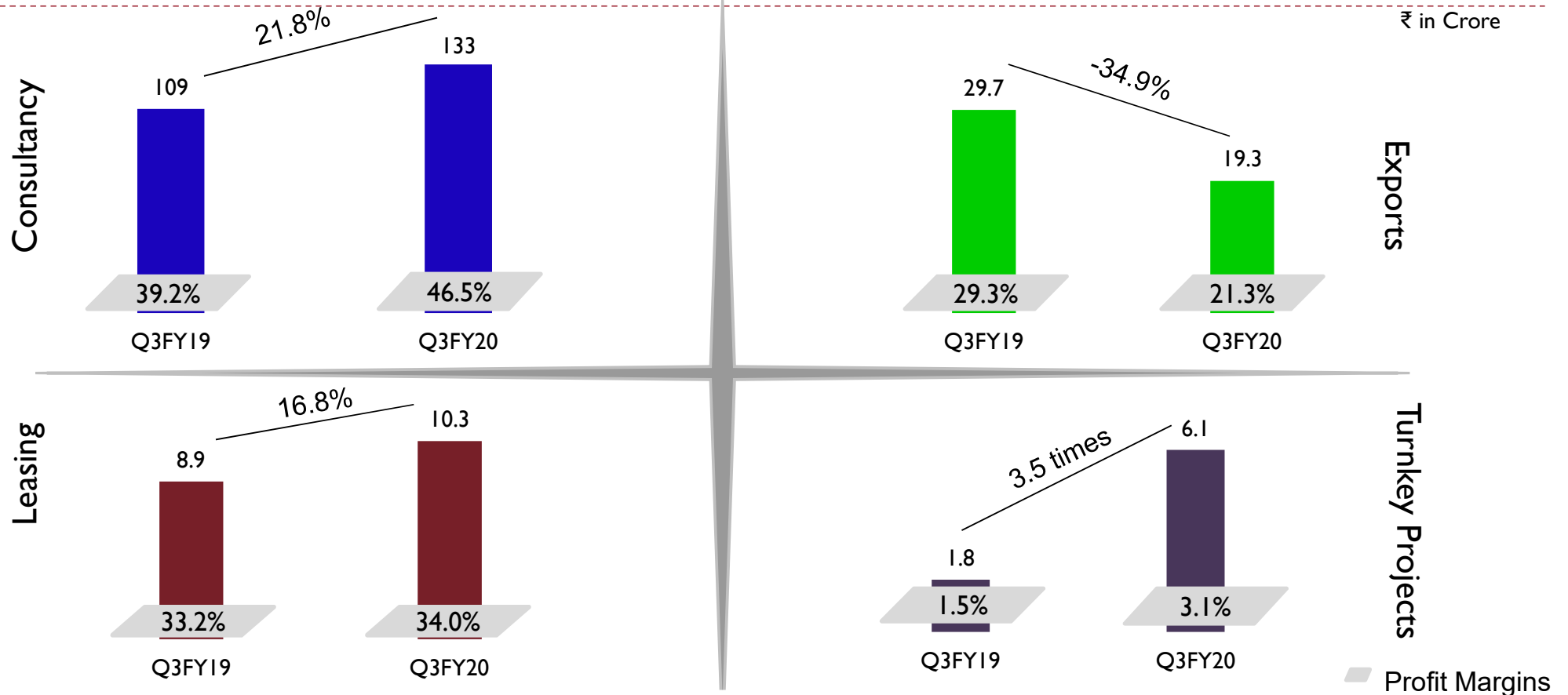


9 Months



Segmental Profits and Margins Q3 FY20 (YOY)

(Standalone- before un-allocable expenses)



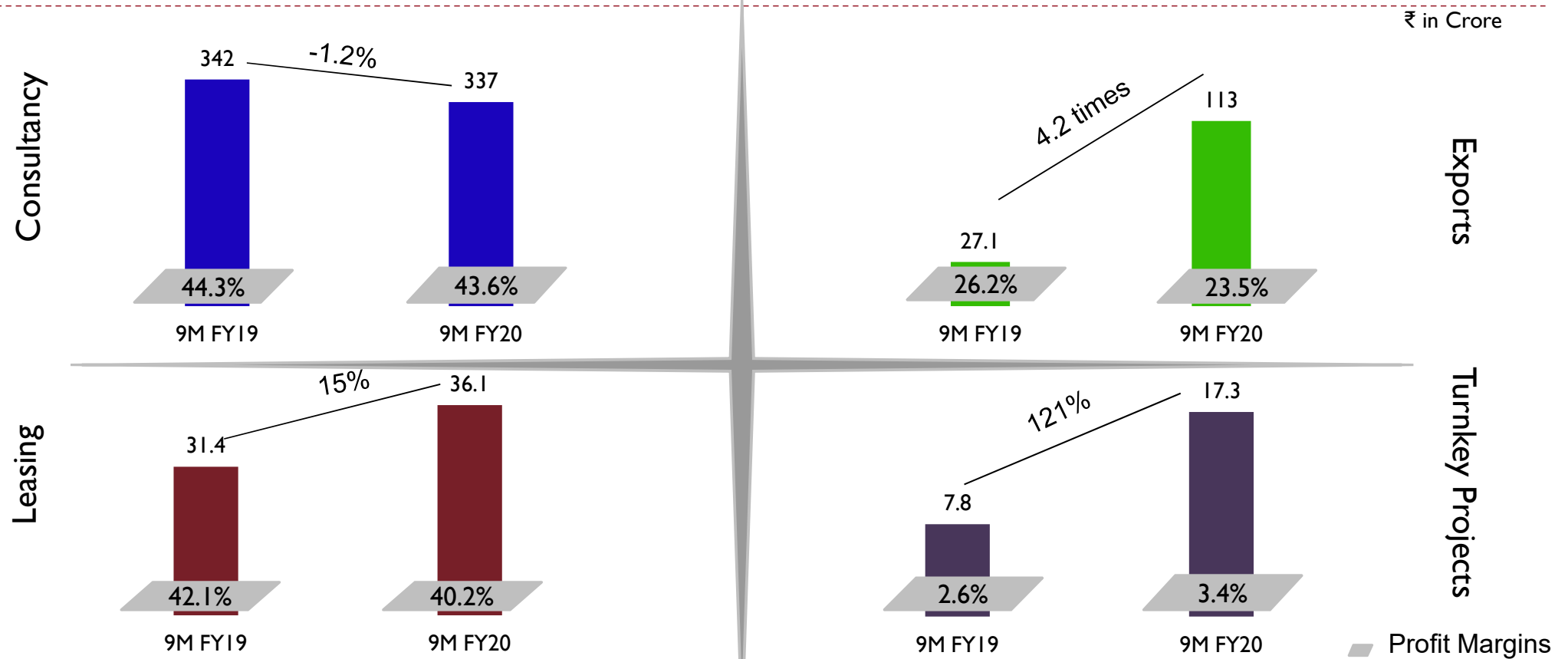
Consultancy, Leasing and Turnkey Projects with sustained margins have led to operating profit growth.

Remaining two locomotives out of ten locomotives of 1st contact from Sri Lankan Railways will be shipped during Q4FY20.



Segmental Profits and Margins 9M FY20

(Standalone- before un-allocable expenses)



Exports, Leasing and Turnkey projects has shown substantial increase in revenue and profits.

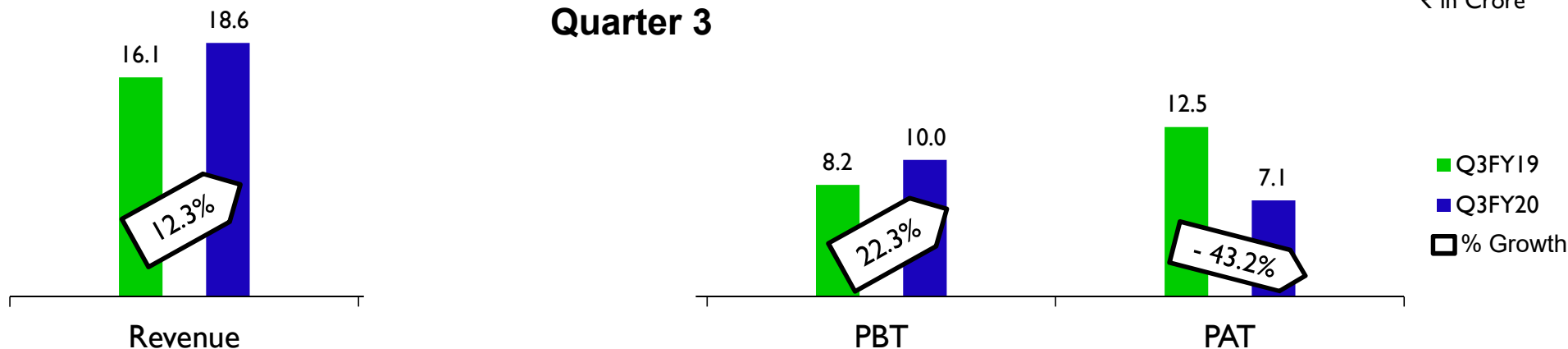
Consultancy revenue is lower largely due to prolonged monsoon affecting project management consultancy fee during Q2FY20 and some projects not reaching their billing stages



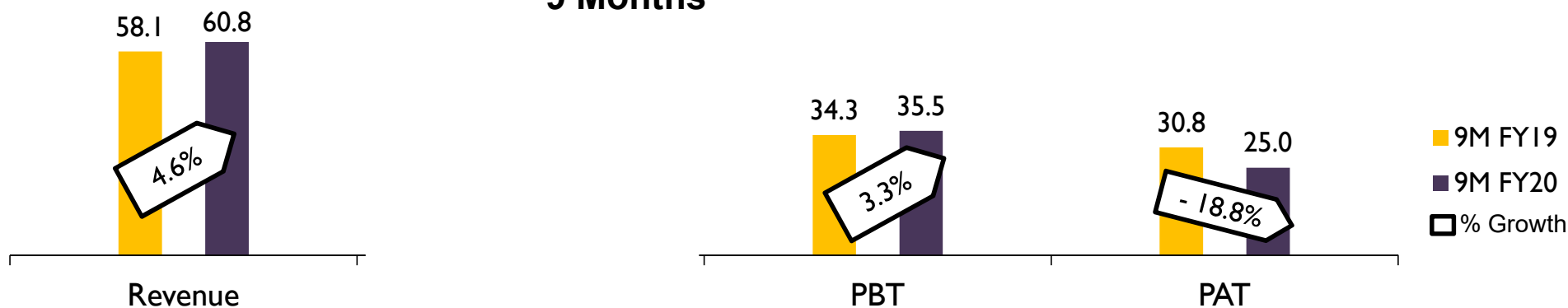
REMCL Performance

₹ in Crore

Quarter 3



9 Months



Sustained Q3FY20, PBT and PAT margins of 53.9% and 38% respectively

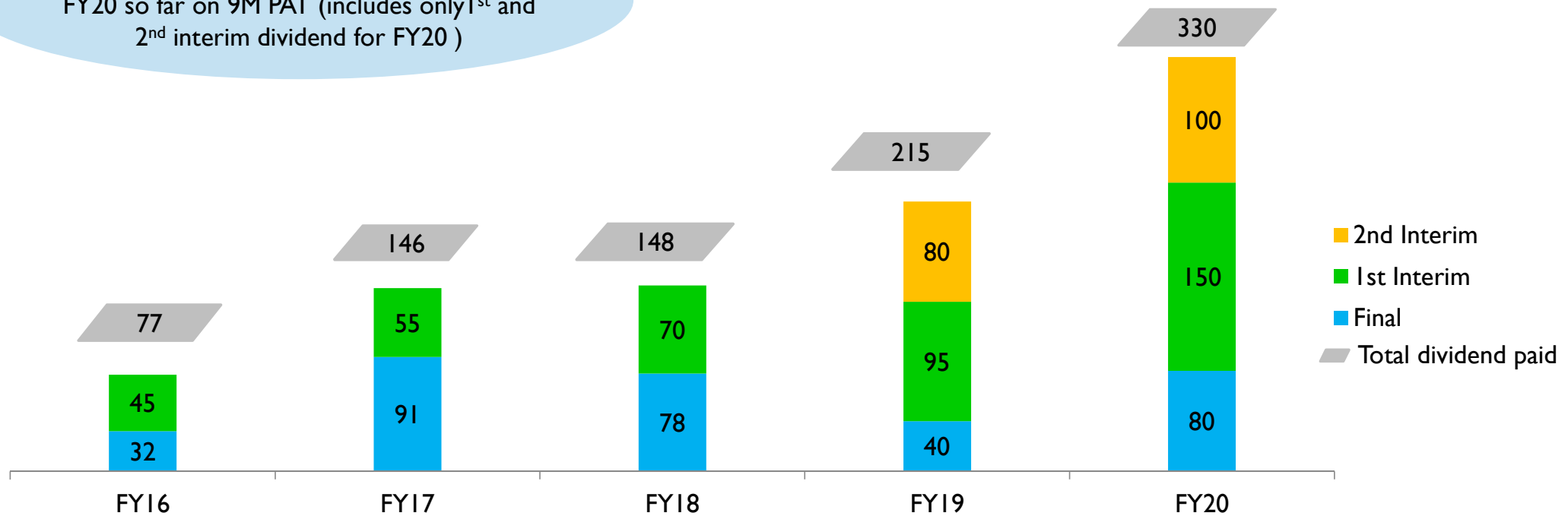
Decrease in PAT can be attributed to one time tax benefit received in FY19 on account of investment in Wind Mill Plant



Dividend Paid

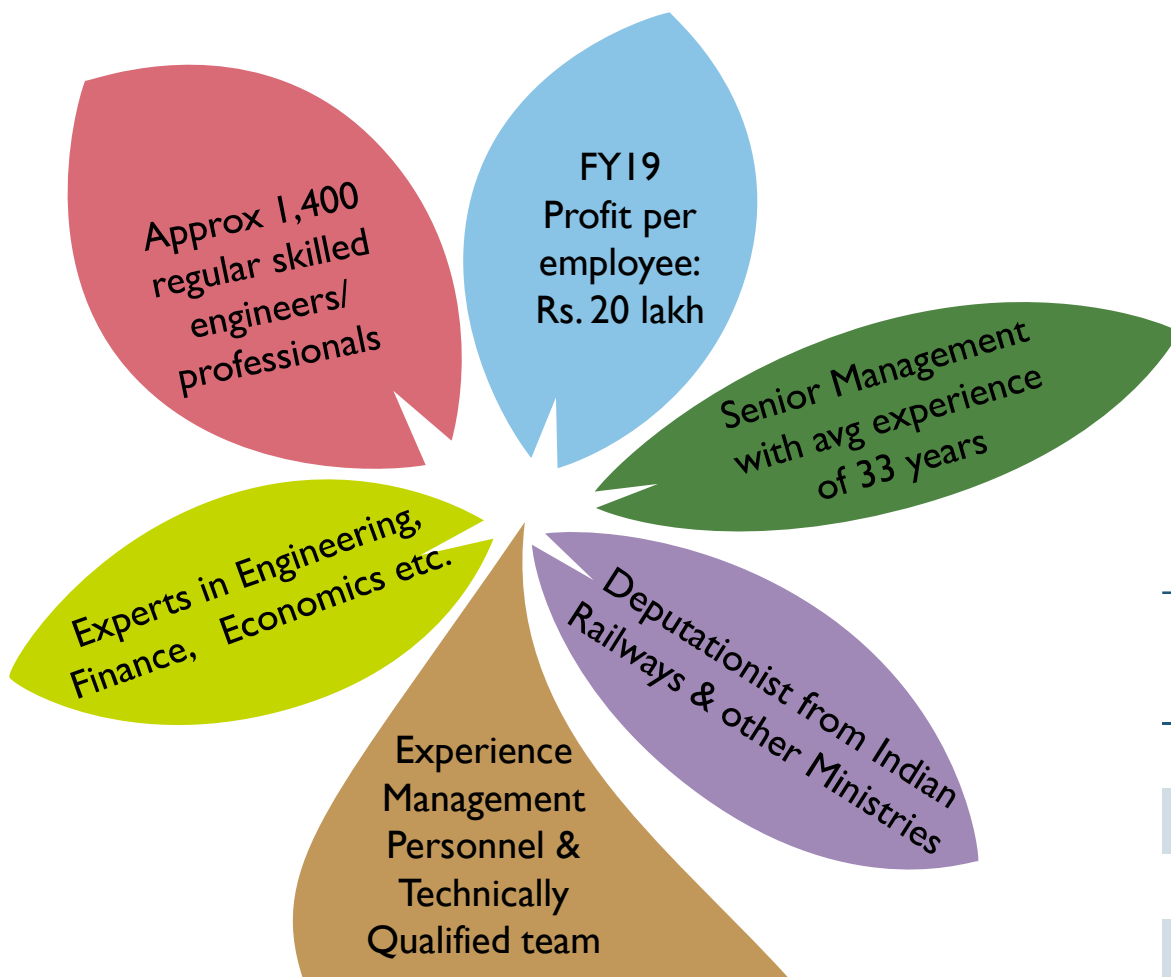
₹ in Crore

Dividend Payout Ratio: 54% for FY20 so far on 9M PAT (includes only 1st and 2nd interim dividend for FY20)



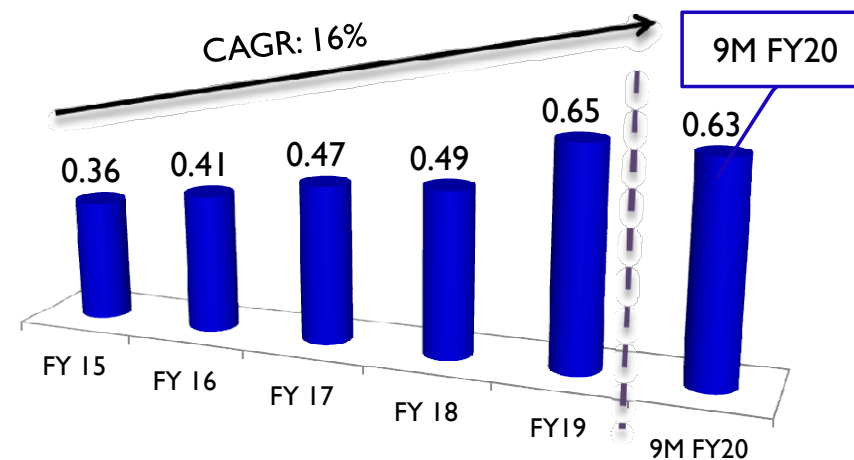
*Dividend paid during financial year i.e. interim dividend for that particular financial year & final dividend for previous year.

Employee Productivity



REVENUE PER EMPLOYEE (STANDALONE)

₹ in Crore



Status	No. of Employees As on 31.12.2018	No. of Employees As on 31.12.2019
Regular	2027	1985
Deputation	164	171
Contract	1154	1130
Total	3345	3286



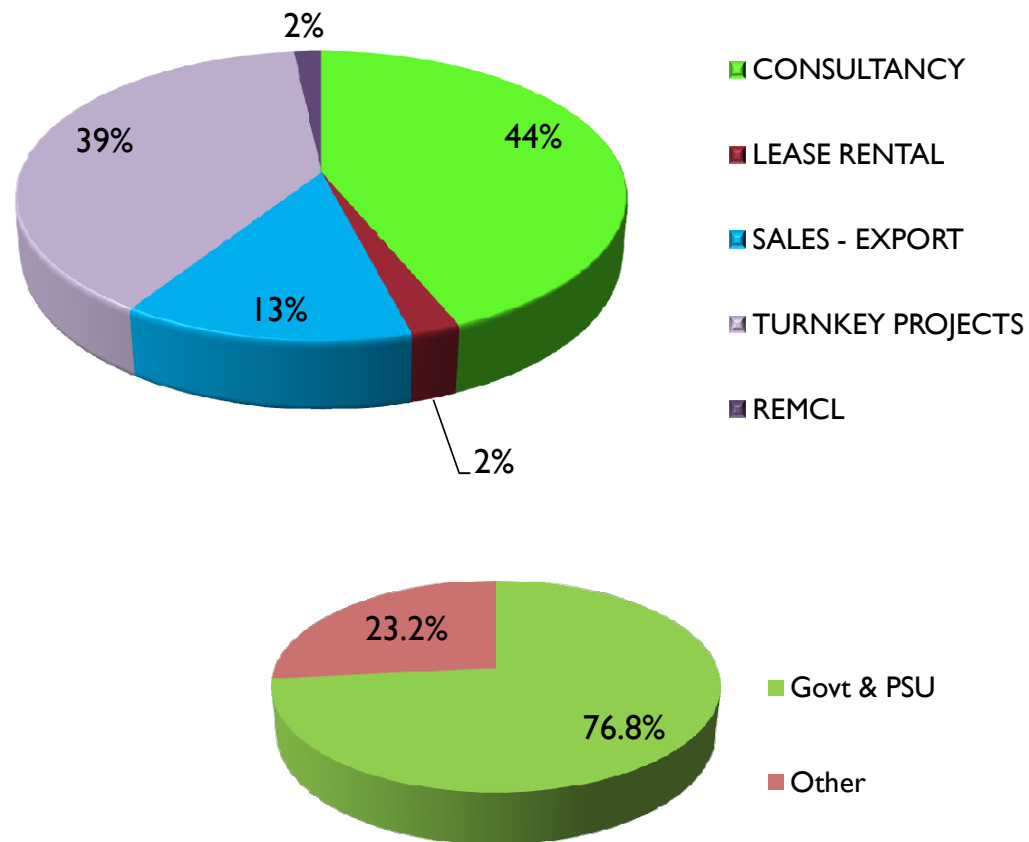


2. Order Book

Order Book



Total Order book as on 31.12.19
₹ 5782 Crore



*order book also includes US Dollar denominated projects and conversion to INR of such projects has been done at the time of award of the contract.

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



Major Projects Secured during Q3FY20

₹ in Crore

Secured more than 80 projects/contracts including enhanced scope during Q3FY20

	Project Scope	Amount	Client	Expected Completion
Consultancy	PMC services for improvement of 4 lane National Highway	54.50	Ministry of Road Transport & Bridges, Bangladesh	2025
	Operations and Maintenance of Rolling Stock	18.64	NTPC Talcher (Kaniha)	2021
	PMC work Y curve siding development	17.67	Mahanadi Coalfield Ltd.	2021
	Design Consultancy– Mogra Kampa – Barojaguli – 6 lane extra dosed cable stayed bridge	11.40	West Bengal Highway Development Corporation Ltd.	2021
	PMC Work at Lakhanpur-Washari siding	9.21	Mahanadi Coalfield Ltd.	2021
	PMC for Construction of ICP at Nepalgunj	7.79	Indian Land Port Authority	2023
Lease	Leasing of locomotive at SAIL RMD Mines Bolani	13.75	Steel Authority India Limited	2020

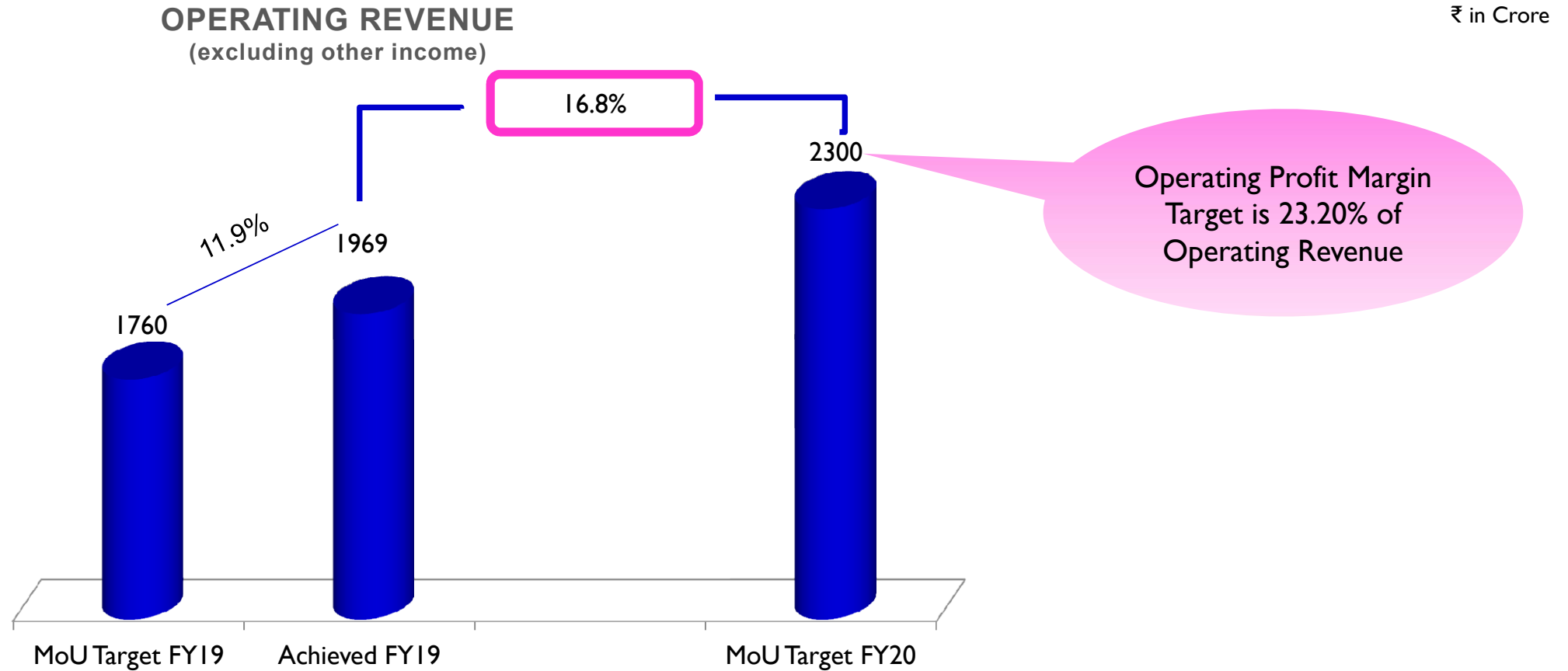




3. Outlook for FY19-20

MOU Target for FY19-20

(Standalone)



MOU is signed every year with Ministry of Railways based on which the performance of the company is evaluated on financial and other parameters.





Thank You
