

No. RITES/SECY/NSE

Date: June 16, 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
Scrip Code- RITES	Scrip Code- 541556

**Sub: Presentation on Audited Financial Results (Consolidated and Standalone)
for the year ended on 31st March, 2021**

Dear Sir/ Madam,

Please find enclosed herewith a copy of Presentation on Audited Financial Results (Consolidated and Standalone) for the year ended on 31st March, 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



Investor Presentation

Financial Results: FY21 & Q4FY21

Date: 16th June 2021

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For more details on financial results, please visit our website www.rites.com or click link below
[RITES | Financial Statements](#)



Round – Up Financial Year 2020-21



Round-up of Year - FY21



Focus on execution resulted in Q4FY21 operating revenue go up 12% and Profit by 2.4%

FY21 consolidated revenue stands at ₹2005 crore against ₹2735 crore in FY20 due to weak first 3 quarters

Order book as on 31st March 2021 stands at ₹6277 crore

Export of Cape Gauge rolling stock started to Mozambique;
remaining orders under manufacturing

Secured PMC work of Orbital Rail Network in Haryana

Secured one airport and two Integrated Check Posts works in Nepal

Completion of all electrification ongoing works of IR with RITES

Capacity enhancement work at Indian Railways Bikaner workshop completed

Completed four railways siding works for PSUs

Final Dividend of ₹4 per share in addition to interim dividends of ₹5 and ₹4 per share



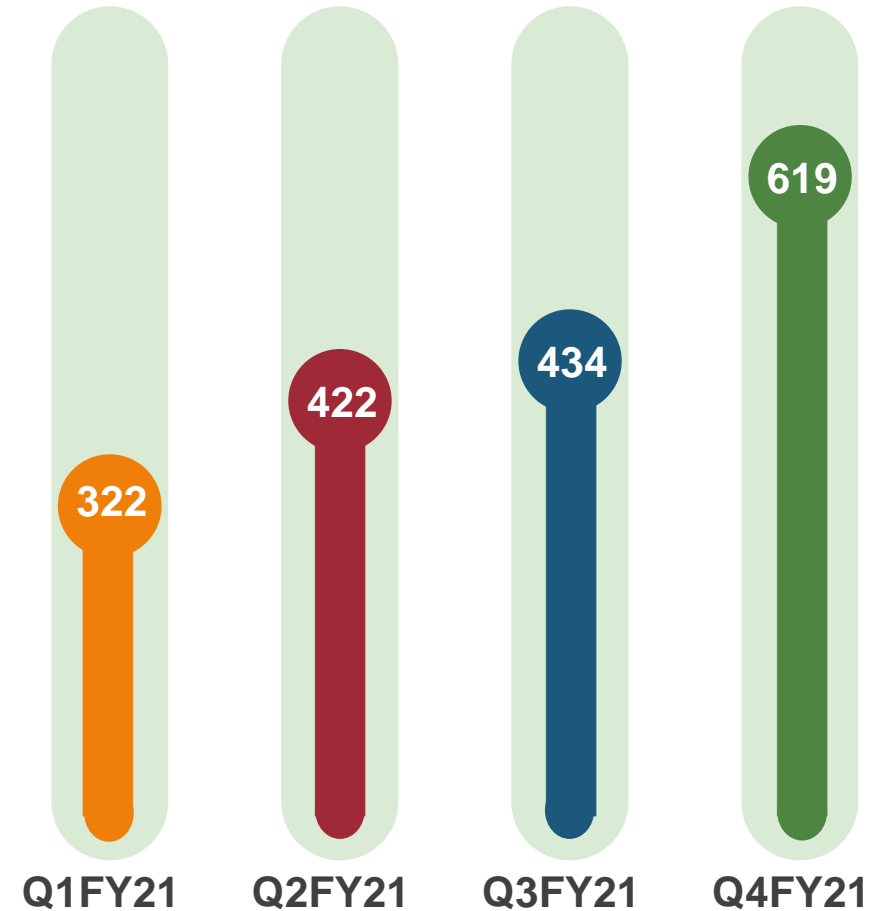
Financial Performance Q4FY21 and FY21



Emerging from Pandemic – Q4FY21

₹ in Crore

- Revenue crossed pre-covid levels in Q4FY21
- YoY quarterly operating revenue up by 12%
- QoQ operating revenue up by 42.7% in Q4FY21
- Cape Gauge Rolling Stock Exports to Mozambique begins

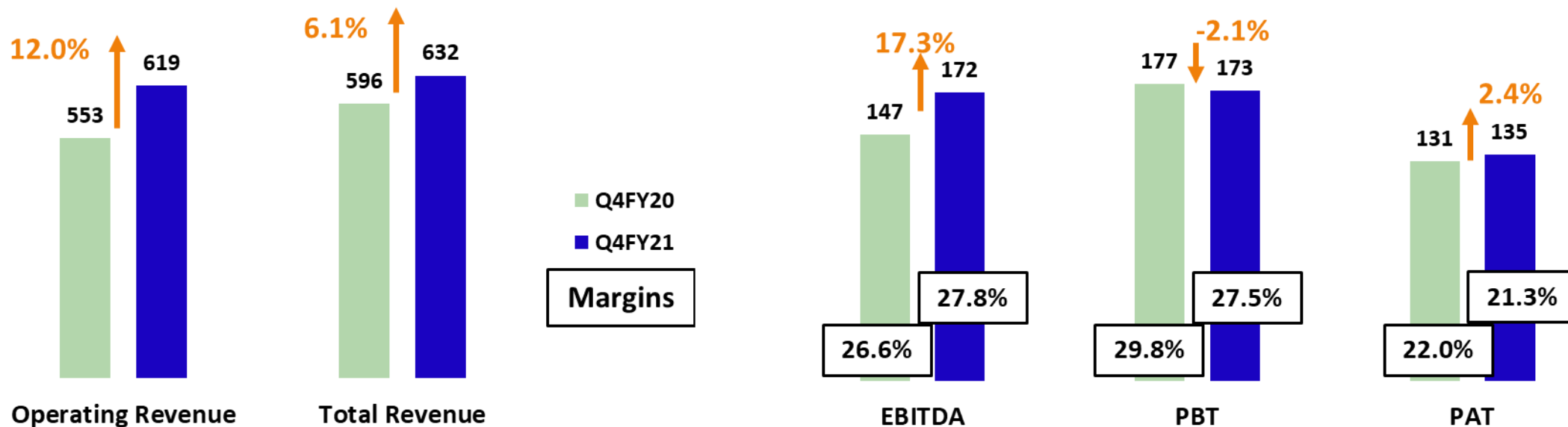


Standalone operating revenue



Q4FY21 at a Glance (Standalone)

₹ in Crore



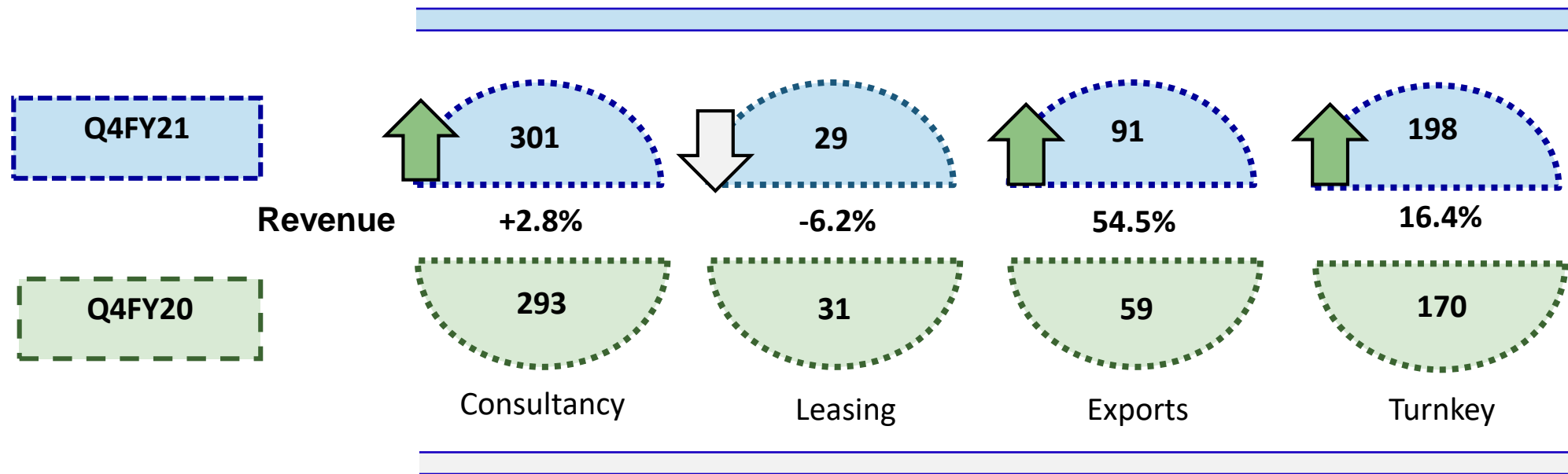
- Revenues gaining traction; reaching pre-covid levels with growth in consultancy, exports and turnkey
- Slight decrease in PBT due to lesser other income
- Operational margins sustained on account of better margins in exports, leasing and turnkey

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



Segmental Analysis (Revenue - Q4FY21)

₹ in Crore

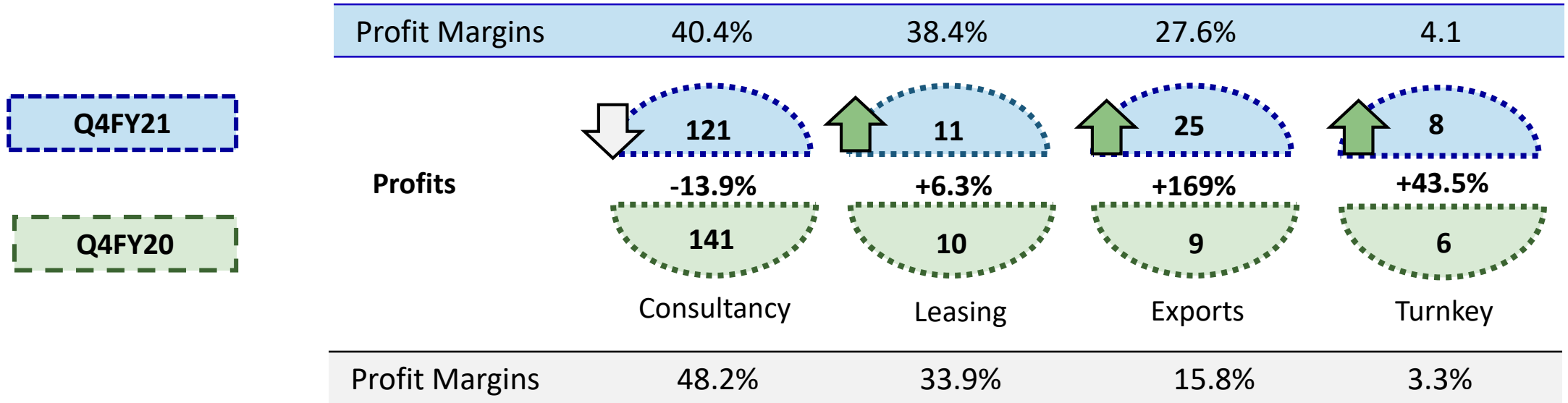


- Growth in Consultancy, Exports and Turnkey, execution reaching towards the pre-covid levels
- Revenue spills over to FY22 for exports and turnkey
- Less procurement by clients impacted the Quality Assurance business



Segmental Analysis (Profits - Q4FY21)

₹ in Crore



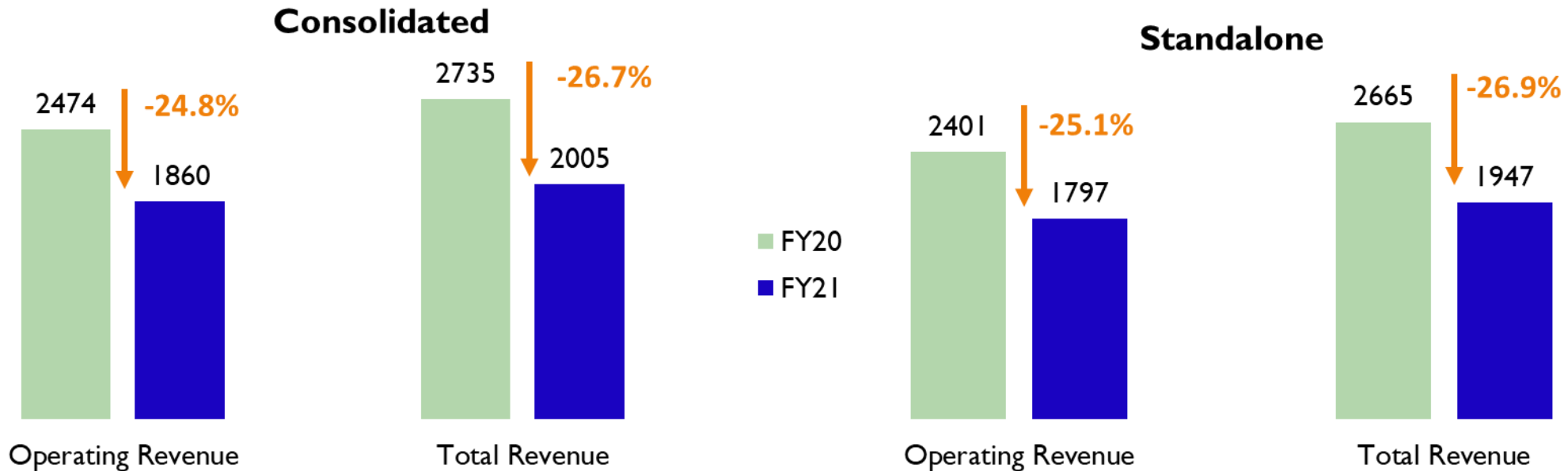
Overall Margins sustained due to execution pick up with easing of restrictions and effective cost control measures
 Decrease in consultancy margins due to less quality assurance income & certain projects milestone were not reached

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



Performance During FY21

₹ in Crore

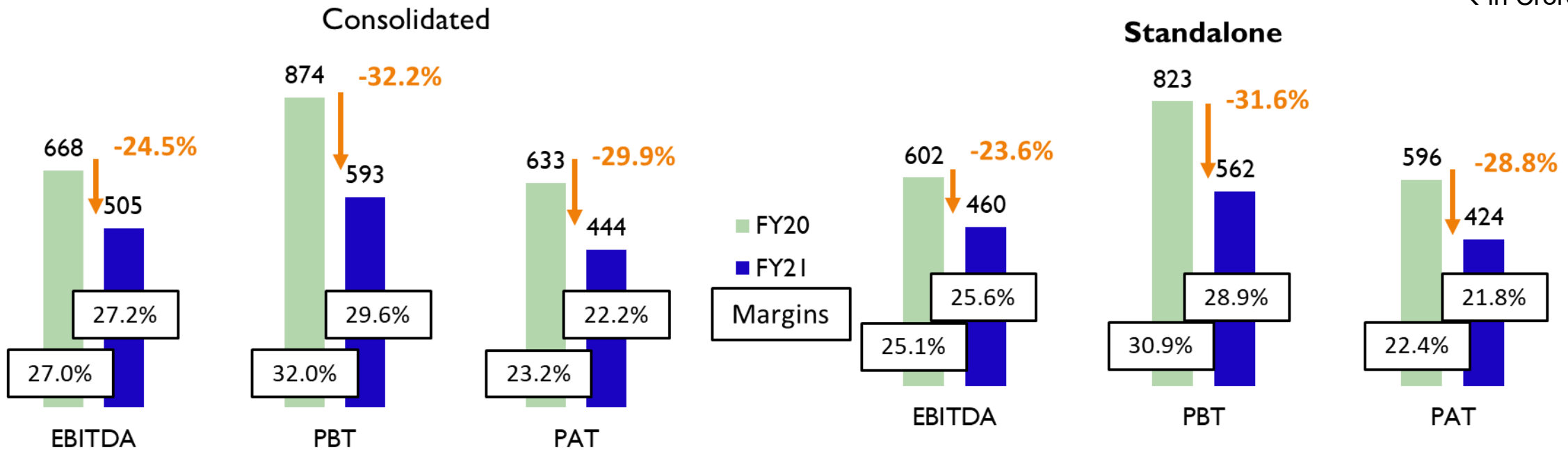


- Decrease in operating revenue is mainly due to
 - Decrease in Export by Rs. 448 crore, **excluding exports, the decrease in standalone operating revenue is 8.4%**
 - Disruptions in supply chain and restrictions imposed due to pandemic
- 30 coaches at port ready for shipment on 31st March due to non-availability of ship in FOB export contract
- Consolidated other income decrease by 44.1% mainly due to one time settlement of Rs. 91 crore during FY20



Profits with Sustained Margins

₹ in Crore



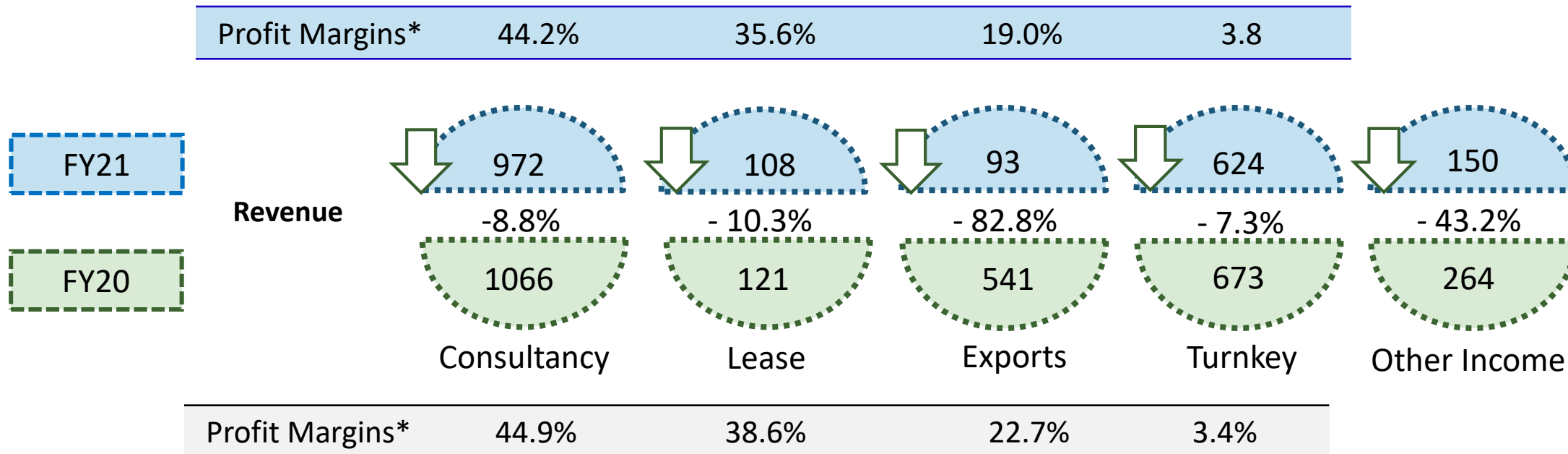
- Operational margins sustained despite decrease in revenue with the help of cost reduction measures
- Decrease in profits is mainly attributable to less revenue due to pandemic-induced restrictions & supply chain disruptions and Rs. 114 crore decrease in other income.

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



Segmental Growth (Standalone)

₹ in Crore



- Margins sustained in consultancy and turnkey due to timely cost-control measures
- Export margins moderated due to lower exports
- Leasing margins moderated due to reduced requirements of Locos in H1 and depreciation on locos

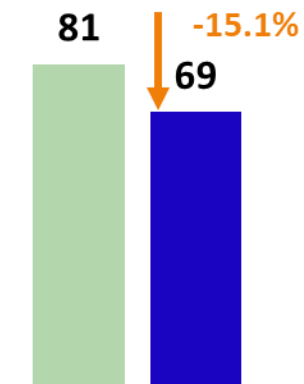
*Profit Margins don't include un-allocable expenses & finance cost



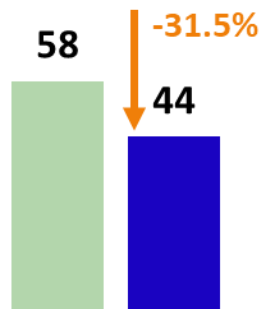
REMC Ltd Performance

₹ in Crore

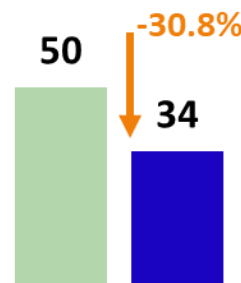
Financial Year



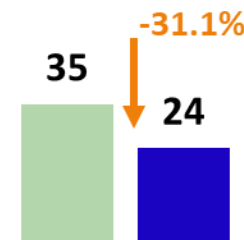
Total Revenue



EBITDA



PBT

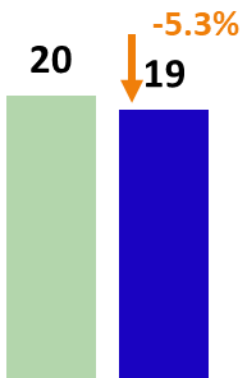


PAT

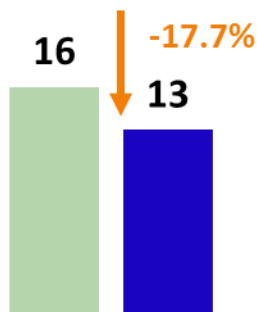
FY20

FY21

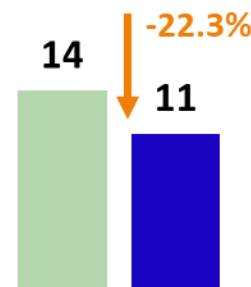
4th Quarter



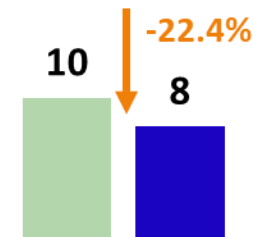
Total Revenue



EBITDA



PBT



PAT

Q4FY20

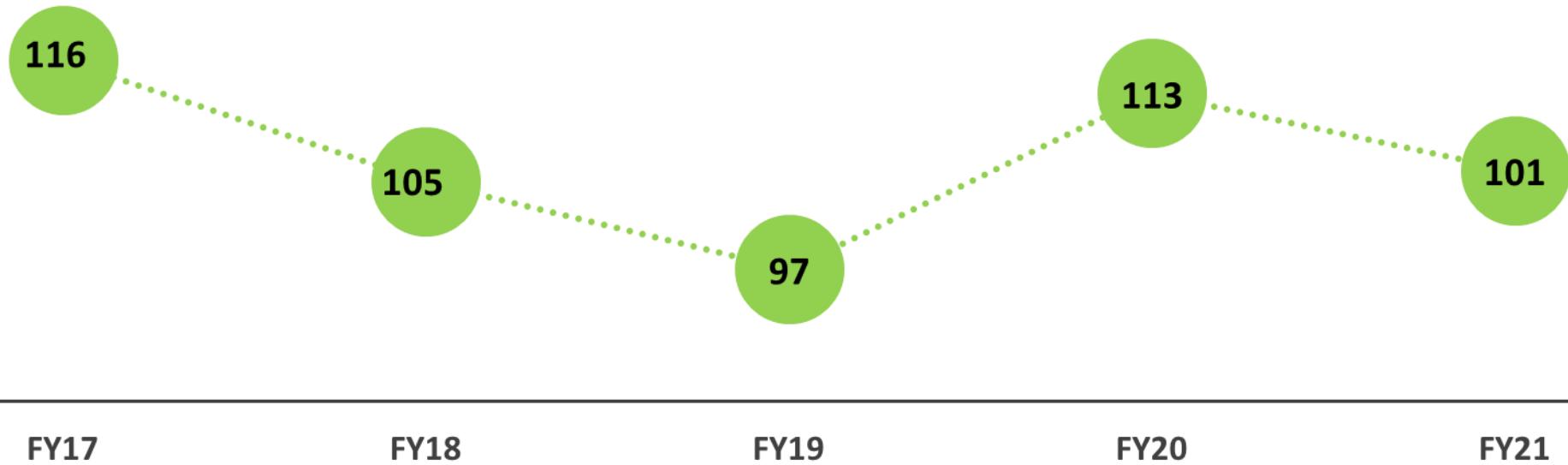
Q4FY21

- Consultancy revenue impacted due to less traction power requirement during lockdown
- Power generation quarterly revenue up by 86% to ₹ 3.2 Cr and yearly revenue up by 46.9% to ₹ 16.5 Cr

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



Trade Receivable in Days (Standalone)



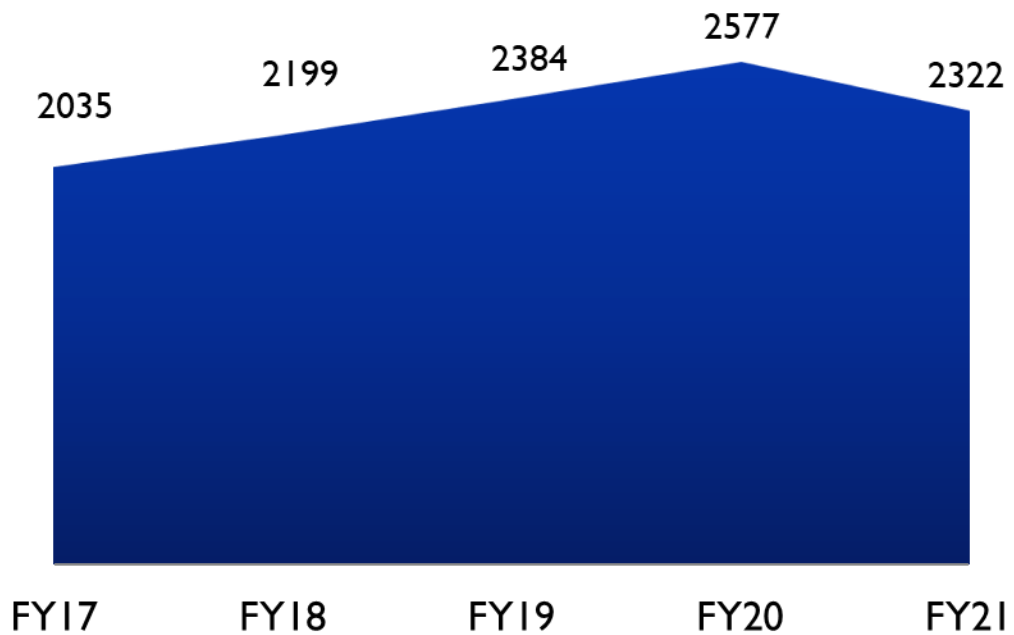
- Debtor days improved over last year and remained within the guided range

* Debtor days are net of provisions

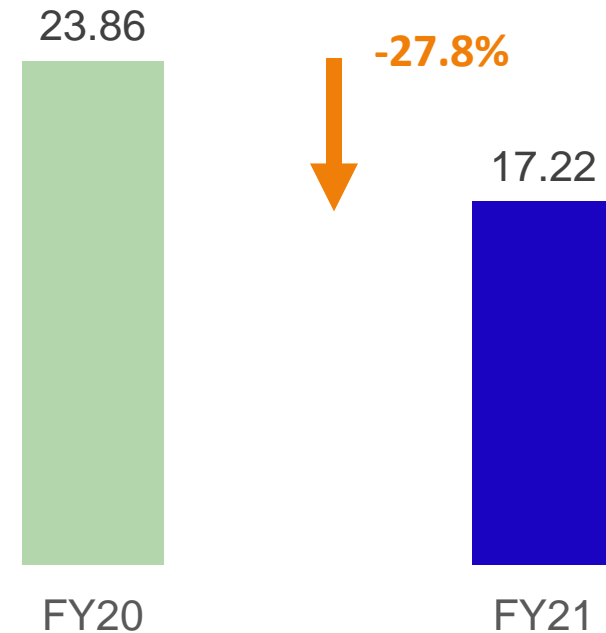


Value Generation for Investors (Standalone)

Networth (₹ in Crore)



EPS (₹)



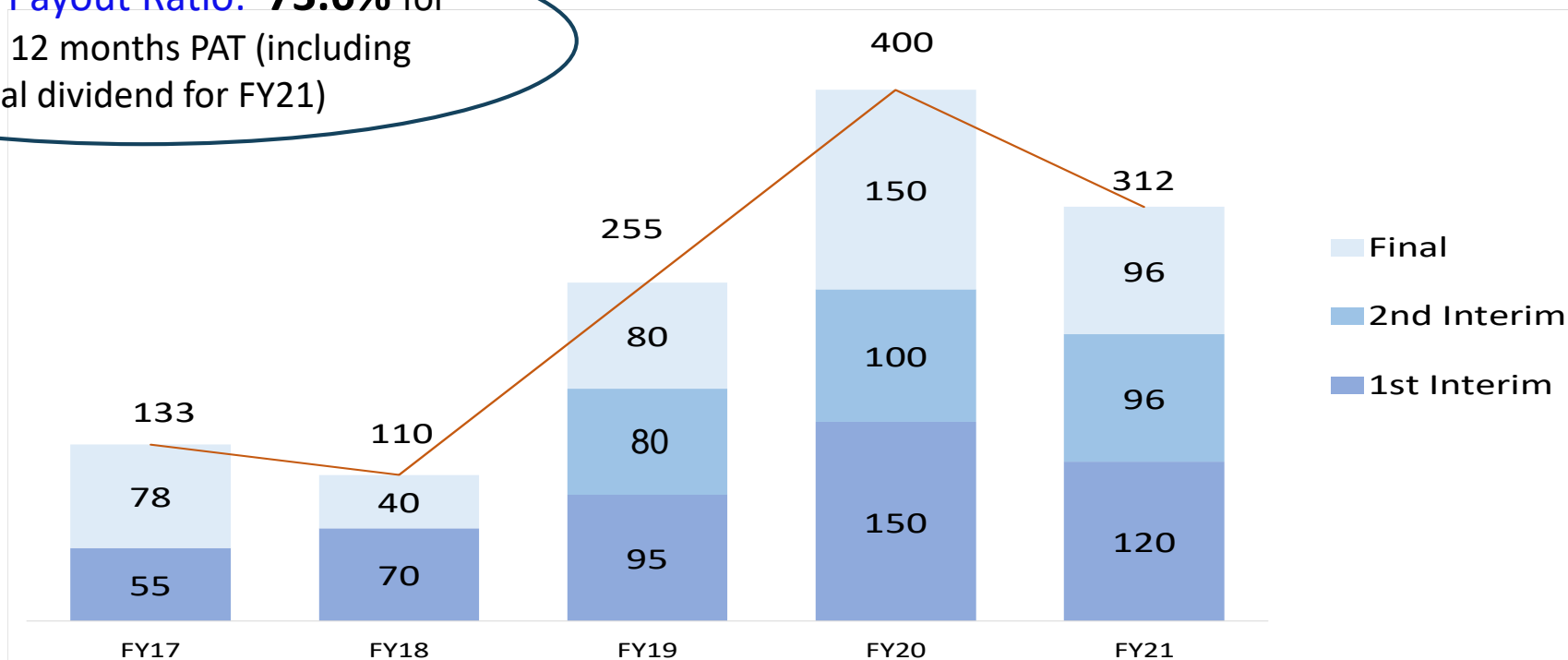
- Decrease in Net worth is due to return of ₹257 crore of surplus cash to shareholder through Buy Back and ₹60 crore of taxes thereon



Dividend AppORTIONED*

₹ in Crore

Dividend Payout Ratio: **73.6%** for FY21 on 12 months PAT (including final dividend for FY21)



- ₹ 96.12 crore (₹ 4 per share) of Final dividend for FY21 has been recommended and will be paid in FY22, subject to approval of shareholders

* The above numbers are based on dividends declared for relevant years and not on the year of payment basis



Employee Productivity

₹ in Crore



Continuous rationalization of manpower to improve productivity



FY21 Profit before Tax per employee stands at Rs. 19 lakh (Rs. 27 Lakh in FY20)



Senior Management with an avg. experience of 33+ years

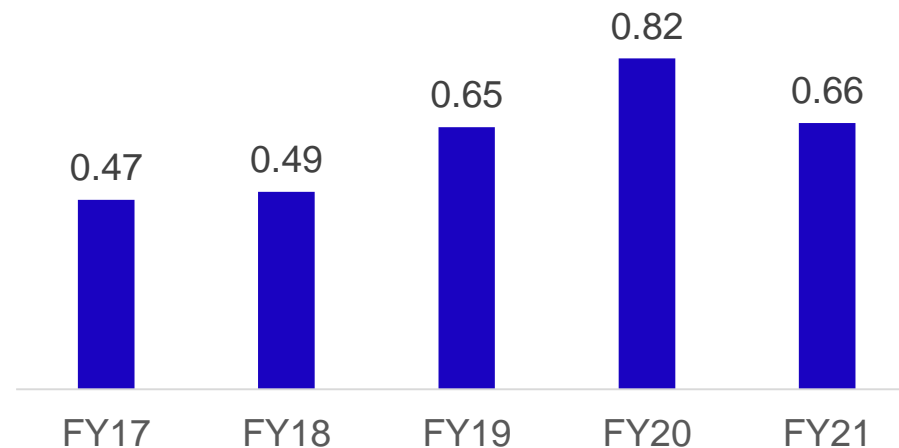


Experts in Engineering, Science, Finance, Economics etc. with a mix of regular, deputationists and contract employees



Approx 1,400 regular skilled engineers/professionals

REVENUE PER EMPLOYEE
(STANDALONE)



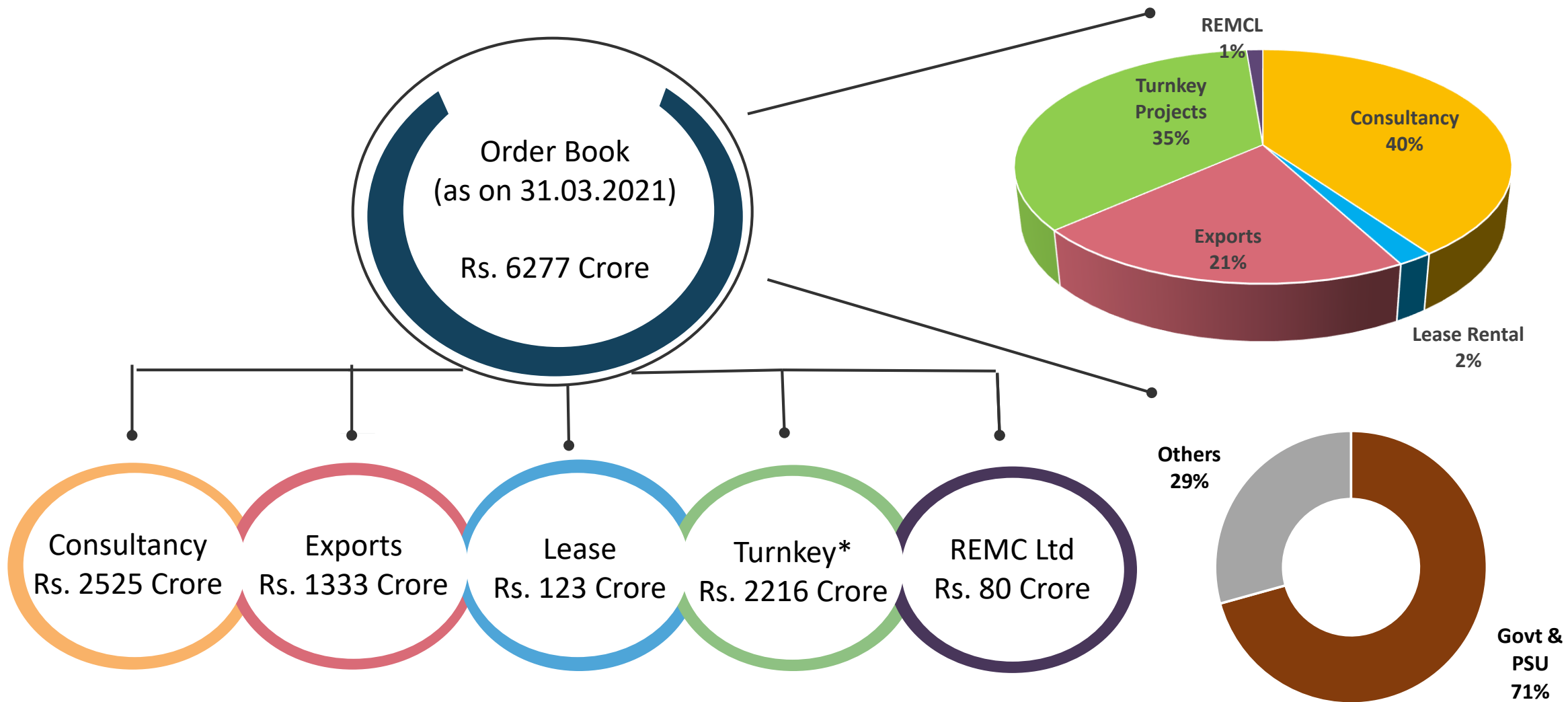
Status	No. of Employees	
	31.03.2020	31.03.2021
Regular	1970	1919
Deputation	161	132
Contract	1105	919
Total	3236	2970



Order Book



Order Book



* 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 orders book is annualised based on the last quarter's procurement contracts and wind power generation and keeping in mind the Covid Impact
* Does not include Rs. 1700 crore of electrification projects where RITES has emerged L1.



Major Projects Secured during Q4FY21

₹ in Crore

RITES secured more than 250 projects/contracts including enhanced scope during FY21.

	Project Scope	Amount	Client	Expected Completion
Turnkey	Establishment & Maintenance of Continuously Operating Reference Station Network for Mumbai-Ahmedabad High Speed Rail	67.11	National High Speed Rail Corporation	2027
	Replacement of Mechanical Signal (Signaling Works)	67.25	Northern Railways	2022
Consultancy	Project Management Consultancy for KIIFB projects in transport sector	61.25	Kerala Infrastructure Investment Fund Board	2024
	General Consultancy for Haryana Orbital Rail Corridor	38.65	Haryana Rail Infrastructure Development Corp. Ltd.	2027
	Project Management Consultancy for doubling between Yeshwanthpur-Channasandra & Baiyappanahalli-Hosur	13.77	K-RIDE	2023
	Technical services for reconstruction of Vivekananda road flyover, Kolkata	10.25	Kolkata Metropolitan Development Authority	2021
Leasing	Leasing of 3 locomotives	13.75	Steel Authority of India Ltd	2023



Outlook FY2021-22



Covid-19 Response



Vaccination Drive & Reimbursement of Covid-related expenses

Free vaccination for employees & their dependents; reimbursement of Covid-related expenses

Isolation Facility for Asymptomatic & Mildly Covid-19 positive

Isolation facility equipped with 1st-line medical assistance has been set up for employees who are asymptomatic or mildly Covid+. Also, they can get e-consultation with empanelled doctors

Distribution of PPE Kits & Masks and Weekly Intensive sanitisation

Distributing face masks, face shields and PPE kits among the employees. And roped in CWC to conduct weekly intensive sanitisation of RITES offices across the country

Essential services

Continuously providing services to clients associated with essential sectors while taking extra precautions such as proper hygiene, sanitisation and social distancing at workplace

Social Media Outreach

RITES is using its social media handles to generate awareness among the public and bust myths and misinformation



Business Outlook

- 01** Impact on earnings and profits of FY21 due to Covid
- 02** Adequate order book for execution for 2-3 years
- 03** Pick-up in tendering activities of Infrastructure projects
- 04** Pandemic resurgence in many countries is a cause of concern
- 05** National Rail Plan & National Infrastructure Pipeline to provide definitive direction



- 01** Exports and Turnkey revenue spill over to FY22
- 02** Focus on execution while maintaining margins
- 03** Order inflow picked up, further consolidation in order book expected
- 04** 2nd Wave in India impacted business but now tempering down
- 05** Strategic focus on international projects, exports and domestic mega projects



Thank You

For more details on financial results, please visit our website www.rites.com or click link below
[RITES | Financial Statements](#)