

No. RITES/SECY/NSE

Date: May 28, 2024

To Listing Department, National Stock Exchange of India Limited, Exchange Plaza, C-1, Block G, Bandra - Kurla Complex, Bandra (E), Mumbai – 400051	To Corporate Relationship Department, BSE Limited, Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai - 400 001
Scrip Code- RITES	Scrip Code- 541556

Sub: Investors Presentation on financial results for the 4th quarter and year ended on 31st March, 2024

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 May 28, 2024 on Financial Results for the 4th quarter and year ended on 31st March, 2024.

Kindly take the same on record.

Thanking You,

Yours faithfully,
For **RITES Limited**

Ashok Mishra
Company Secretary & Compliance Officer
Membership No.: F6411

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: Q4FY24 & FY24

28st May 2024

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Content

Round-up	4
Financial Performance	7
Segmental Performance	14
Employee Productivity	20
Order Book	22



Round-Up Q4FY24 & FY24



Q4FY24 at a Glance

- Order book : ₹5,690cr
- Secured 100 orders* worth ₹ 940 cr
(More than one order a day during Quarter)
- New green terminal at Gwalior Airport
- Opening of railway siding at Jawaharpur Thermal Plant, Sardega Coalfield, Ghatampur Power Plant etc.



- Secured Quality Assurance work for procurements under PM Vishwakarma Scheme
- Secured work for DPR and PMC for 6.5 KM long Sadhna Pass Tunnel and Health Monitoring work for Rabindra Setu
- BoD recommend the Final Dividend of ₹5 per share
- Total interim dividend during FY 24 is ₹13 per share

*Including Extensions

FY24 at a Glance

- Upgraded as **Navratna CPSE**
- Opened branch office at Abu Dhabi
- Highest ever consolidated consultancy revenue of **₹ 1289 crore**
- Highest ever revenue of **₹ 138.1 crore** and **₹903 crore** from Leasing and Turnkey Segment respectively



- Secured **350+** orders* worth **₹ 2186 crore**
- Secured/emerged L1 in Exports order of **₹1200 + crore****

- Total dividend attributable to the year stands at **₹ 18 per share*****
- **95.2%** Dividend Payout **

*Including Extensions

** includes the 10 Loco order from Mozambique & 200 coach order from Bangladesh

***Includes ₹__ per share recommended by BOD as Final Dividend

Financial Performance

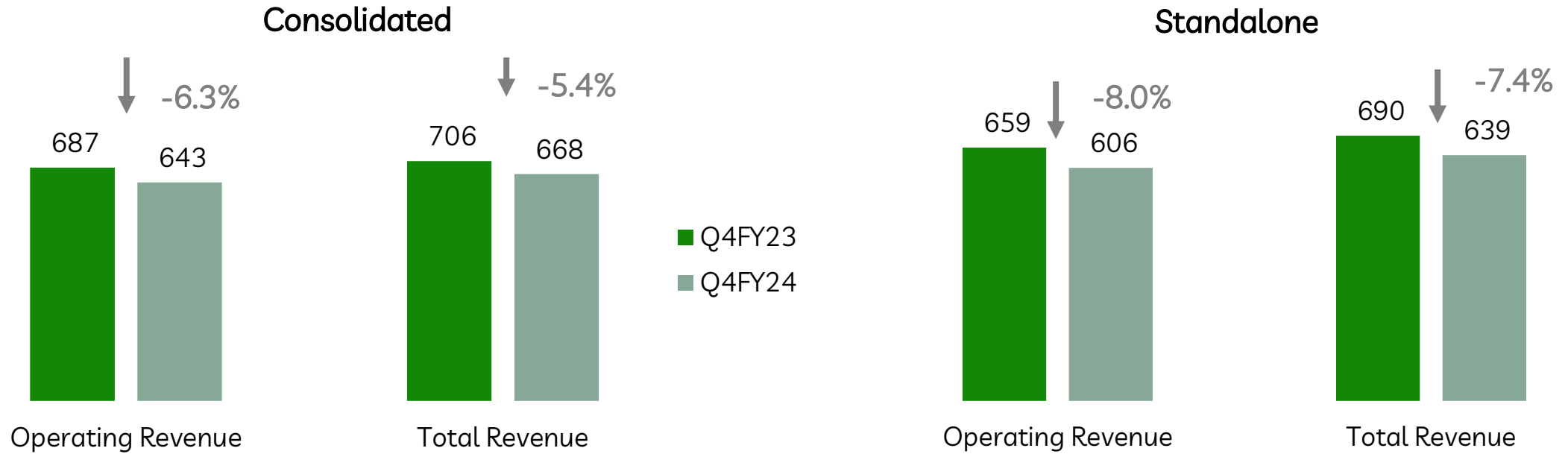


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Performance During Q4FY24

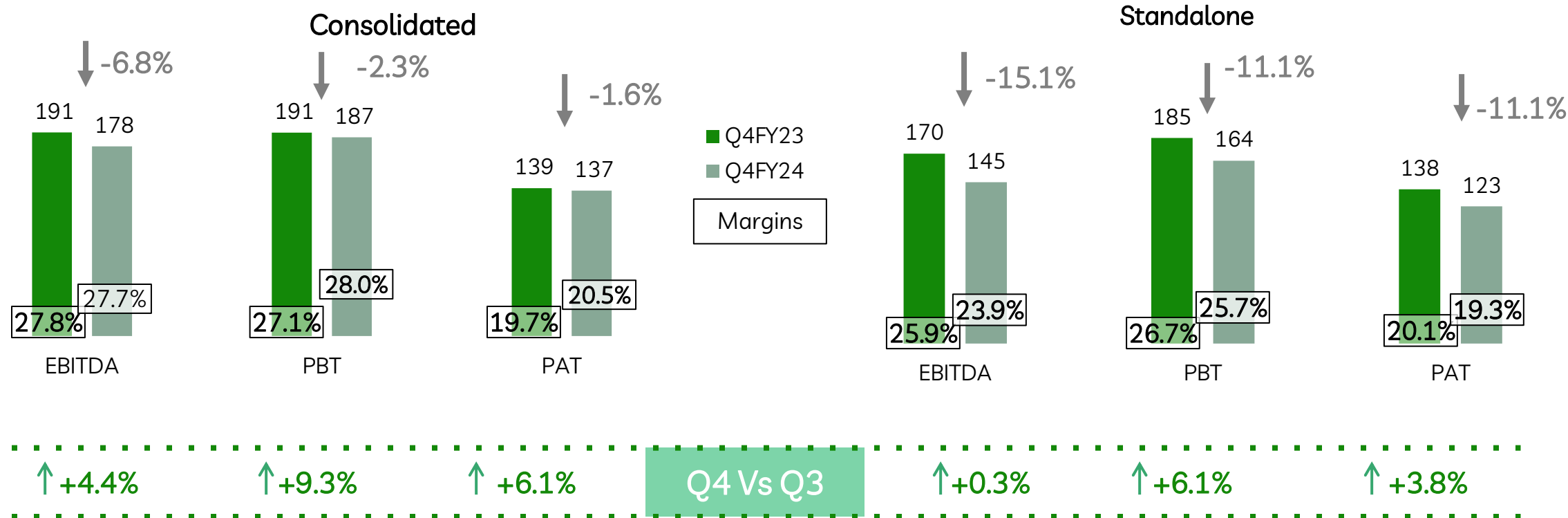


₹ in Crore



- Highest ever Leasing and Turnkey Revenue in a single quarter.
- Fall in revenue can be attributed to less QA and Exports during the quarter .
- Pick in Exports segment is expected from H2FY25 as supply of loco/coaches to Mozambique & Bangladesh will begin.

Profits for Q4FY24



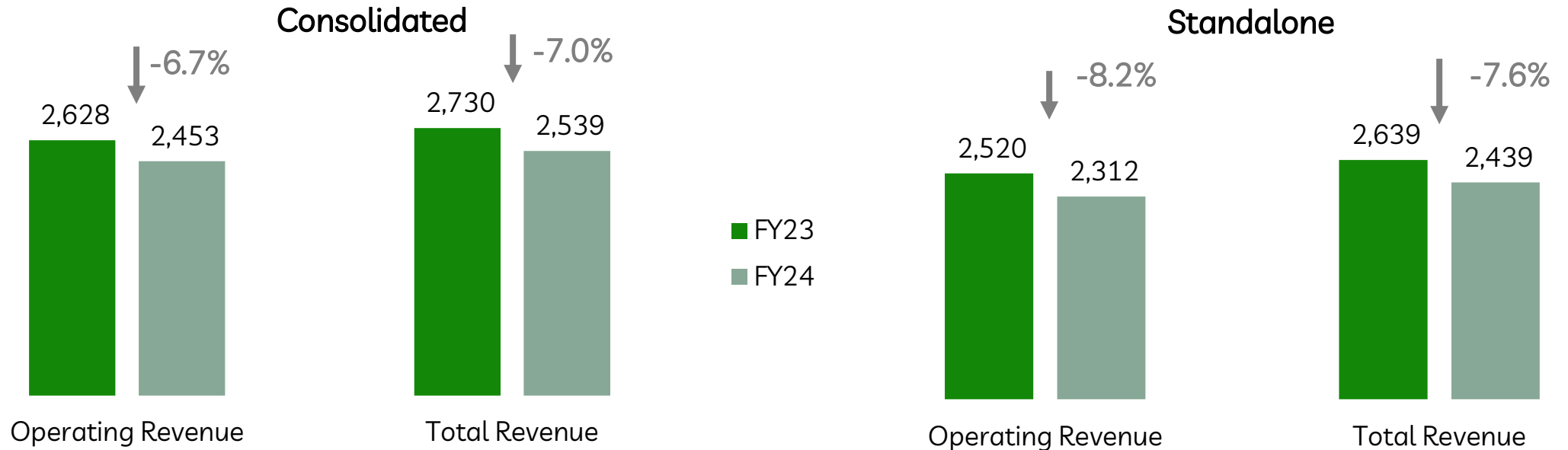
- Sustained profit margin on account better performance in all segments except Exports and QA.
- On account of better margin in Consultancy and Turnkey, QoQ Profits improved despite significant fall in Exports.

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

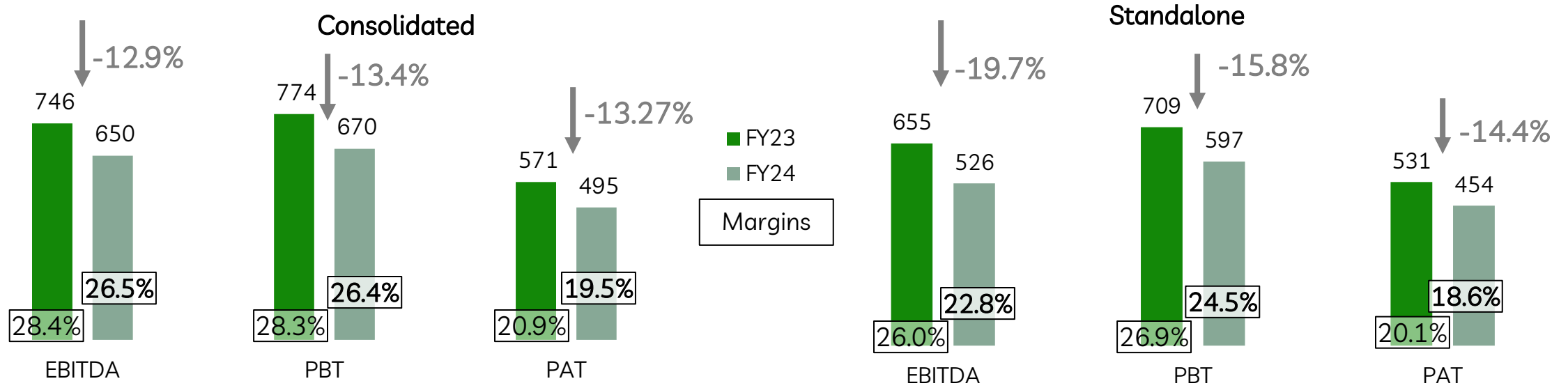
Performance During FY24



₹ in Crore



- Highest ever consolidated consultancy revenue during the year despite 21% fall in revenue from quality assurance business (part of consultancy segment)
- Fall in revenue is attributable to 66% fall in Export Revenue.



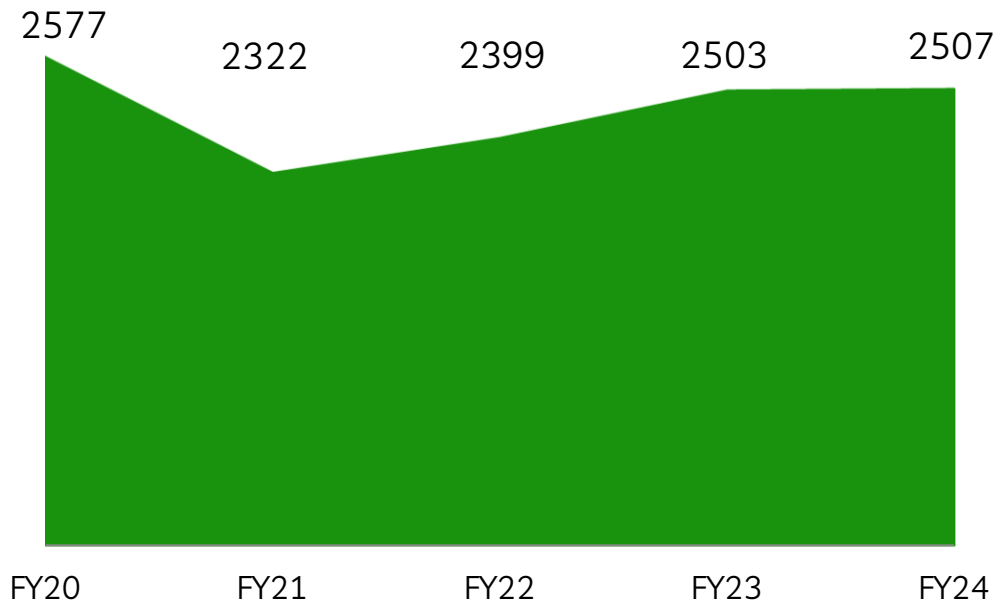
Decrease in profits and moderation in margins are due to significant fall in Export and QA Business

Profits improved on QoQ basis in last 3 quarters due to better performance of consultancy segment and REMC.

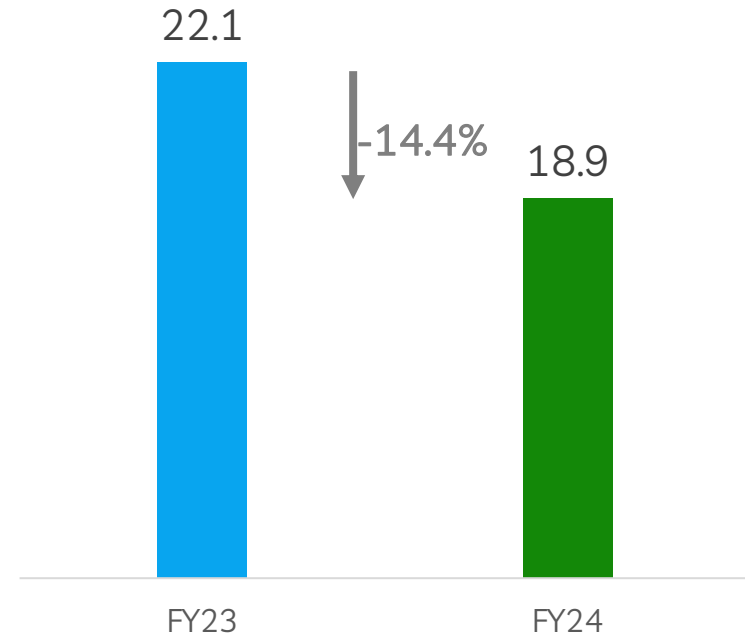
*EBITDA = PBT + Interest + Depreciation + Amortization – Other Income

Value Generation for Investors (Standalone)

Net worth (₹ in Crore)

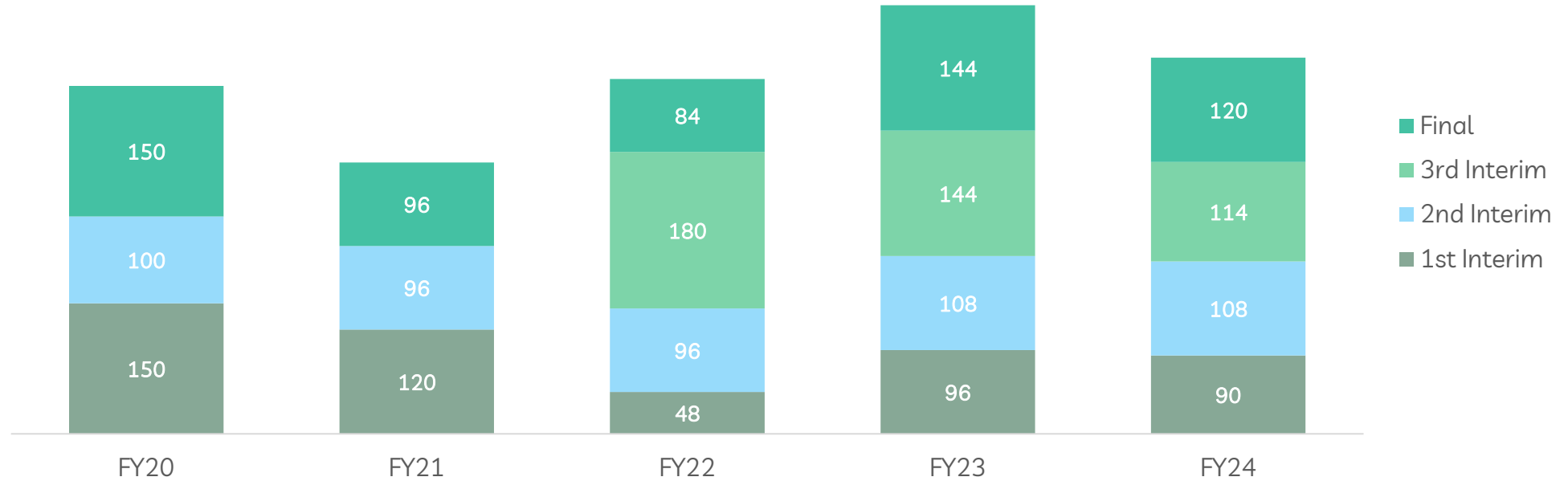


EPS (₹)



Decrease in Net worth in FY21 is due to return of ₹257 crore of surplus cash to shareholder through Buy Back

Dividend Apportioned



Dividend Payout of 95.2% for FY24 on 12 months PAT

₹ 120 crore (₹5 per share) of Final dividend for FY24 has been recommended and will be paid in FY25, subject to approval of shareholders.

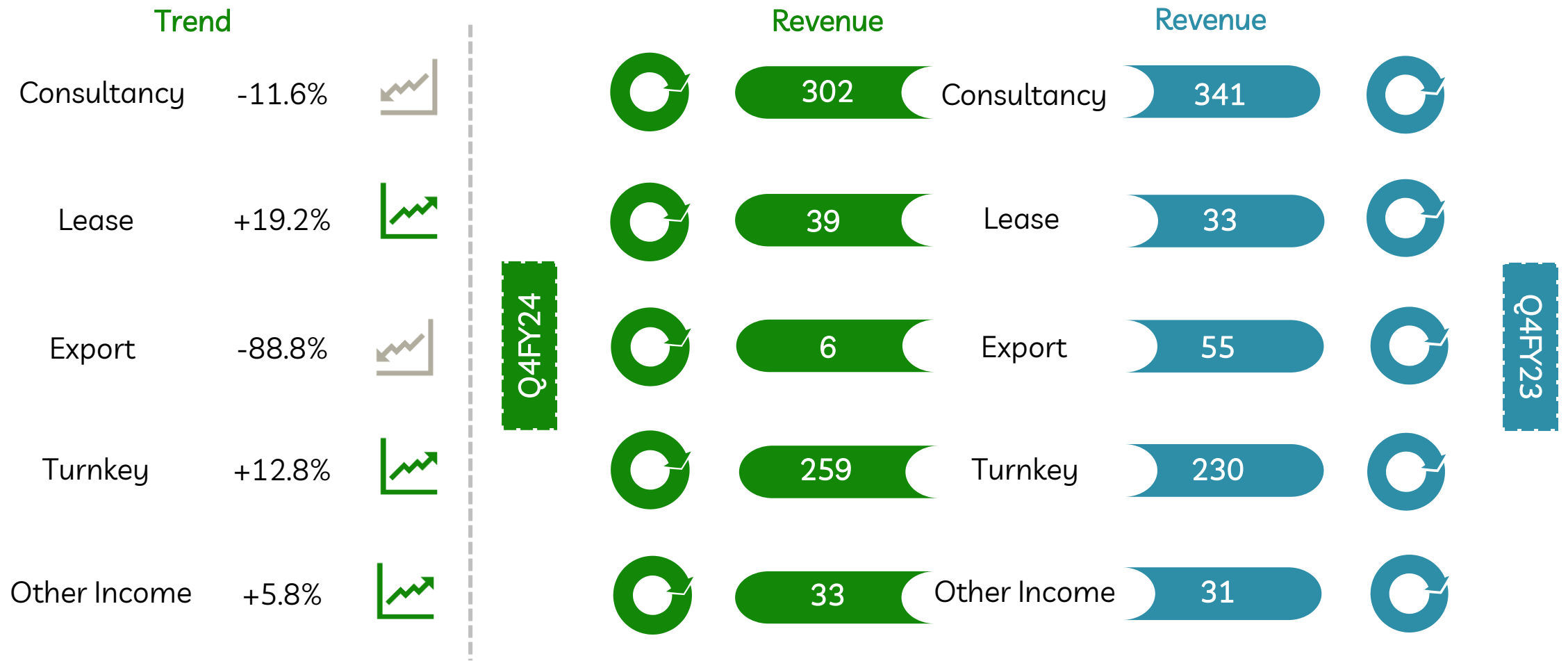
* The above numbers are based on dividends declared for relevant years and not on the year of payment basis

Segmental Performance



[RITES Ltd.](#)

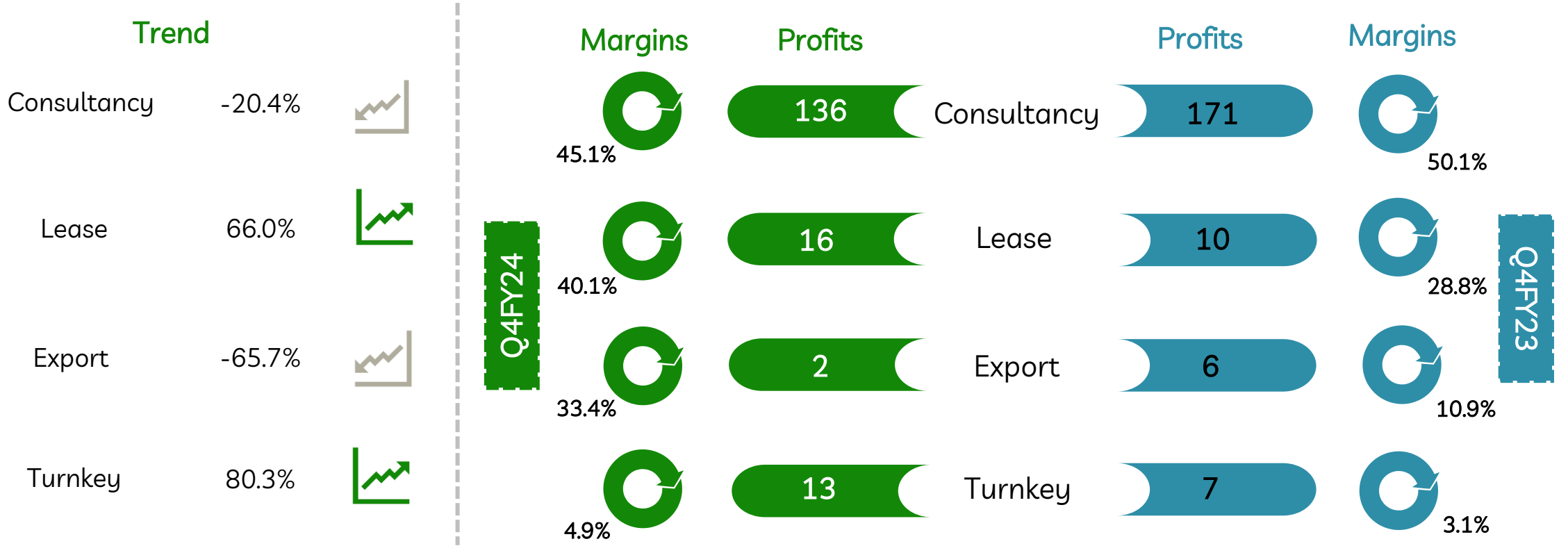
Segmental Revenue – Q4FY24 (Standalone)



Fall in consultancy revenue on account of fall in QA and consultancy abroad.

Highest ever revenue from Leasing and Turnkey segment in a quarter.

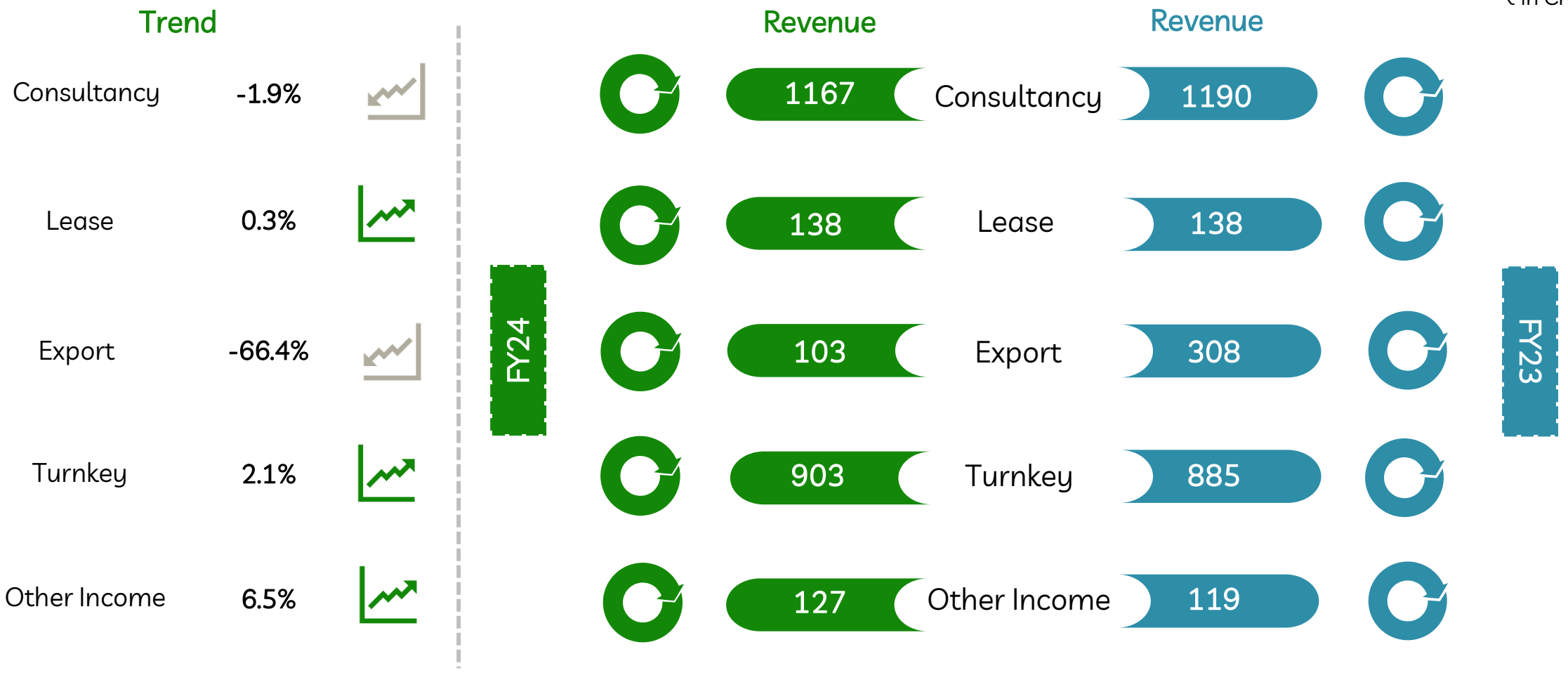
Segmental Profits – Q4FY24 (Standalone)



Margins remained range bound in all segments

Higher execution and better utilization led to better margins in turnkey and leasing segments respectively

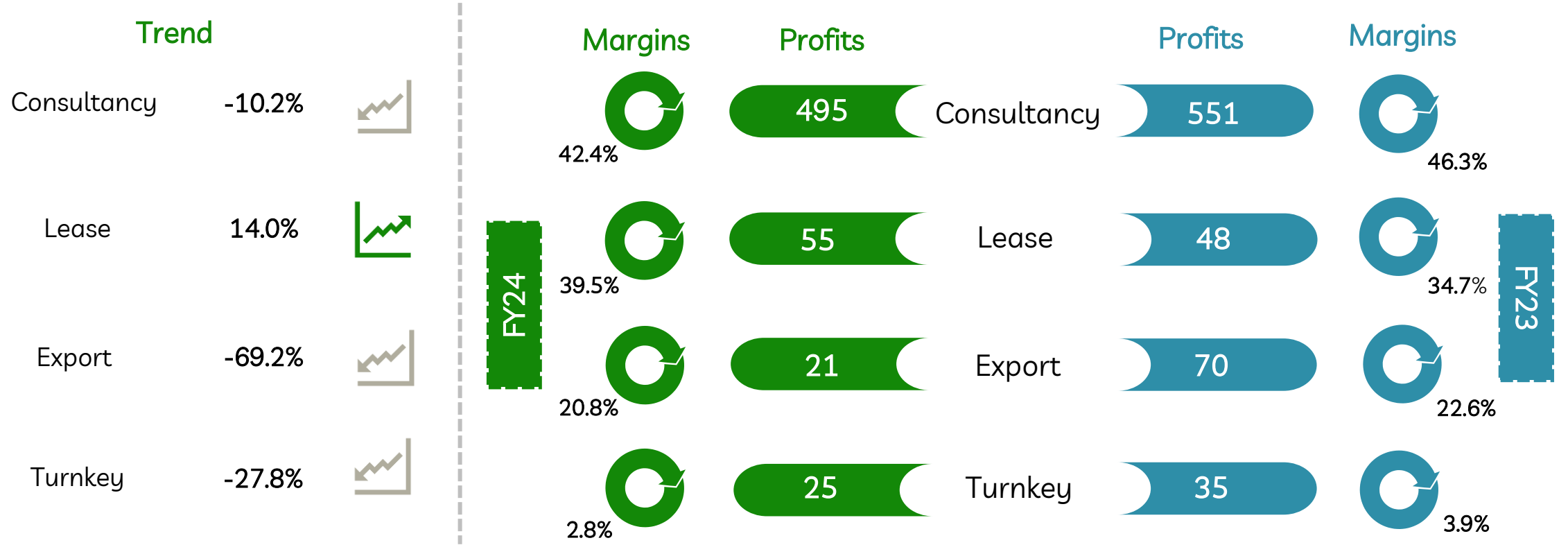
Segmental Revenue – FY24 (Standalone)



Highest ever domestic consultancy and turnkey revenue.

Exports revenue to pick up from H2FY25, Quality Assurance revenue expected to slightly moderate during FY25.

Segmental Profits – FY24 (Standalone)

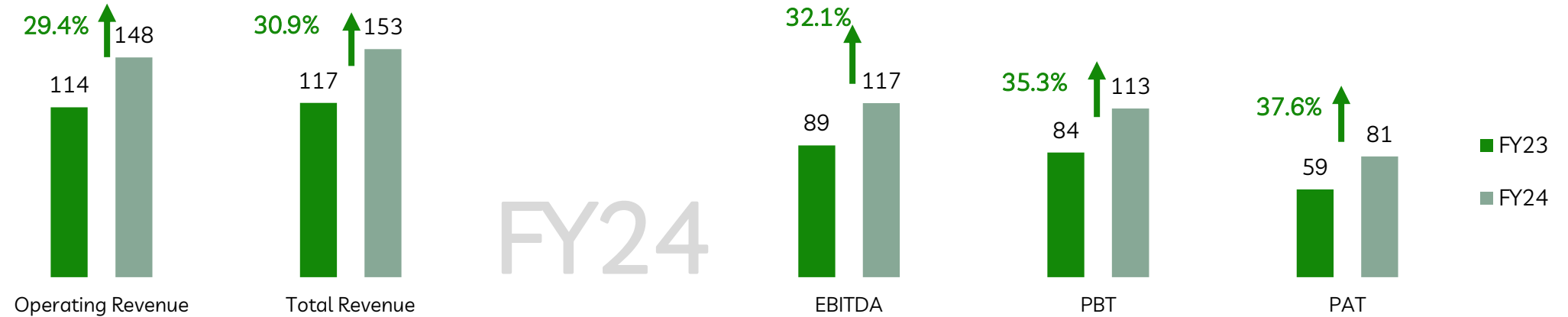
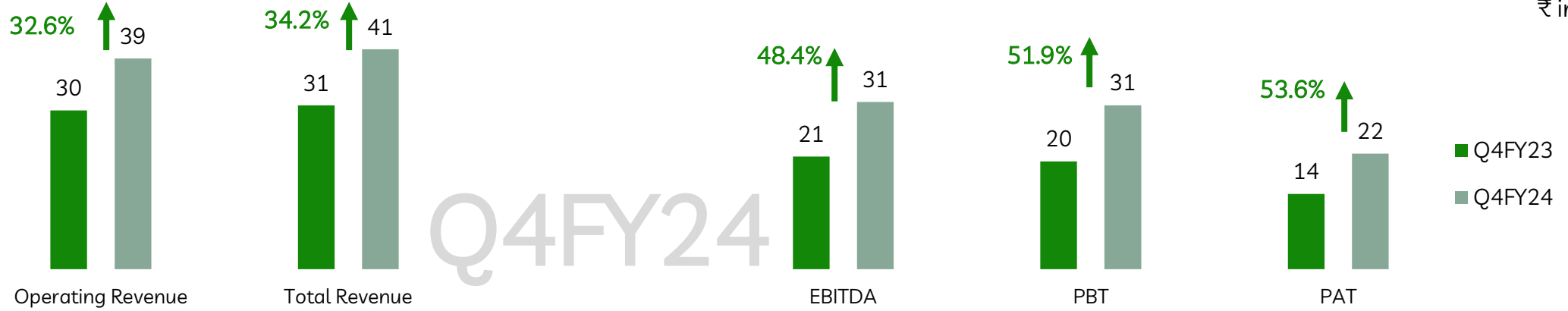


Margins remained range bound in all segments

Leasing segment earned the highest ever profits

Profitability impacted mainly on account of Consultancy-abroad, lesser Exports and Quality Assurance business.

REMC Ltd Performance



Highest ever quarterly and yearly 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

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



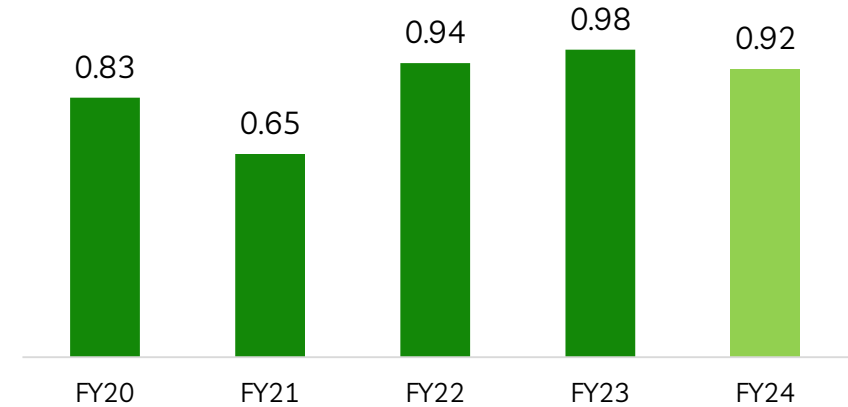
1,800+ regular skilled engineers/ professionals

Status	No. of Employees		
	31.03.2024	31.12.2023	31.03.2023
Regular	1809	1764	1710
Deputation	54	57	75
Contract	865	863	777
Total	2728	2684	2562

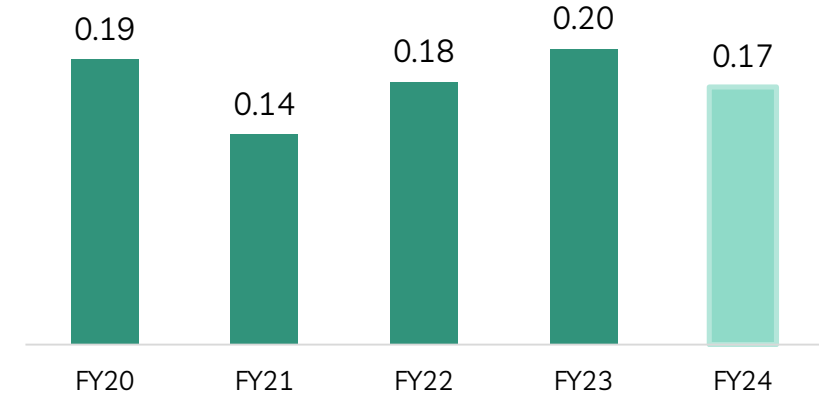
* 'Dream Companies to Work For' Award under the 'Infrastructure' category by Times Ascent at the World HRD Congress-2023.

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

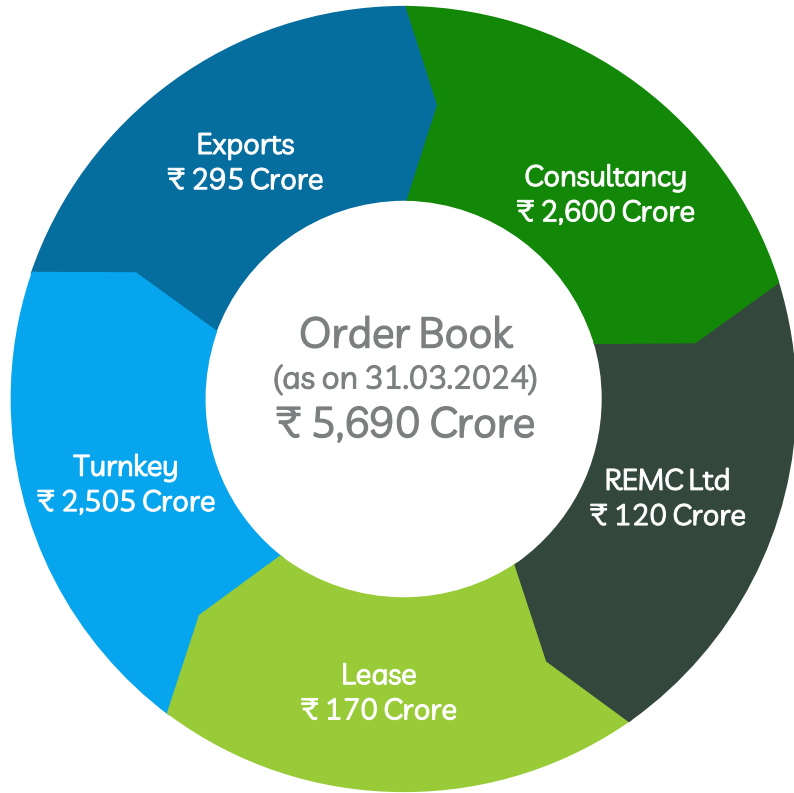
Order Book



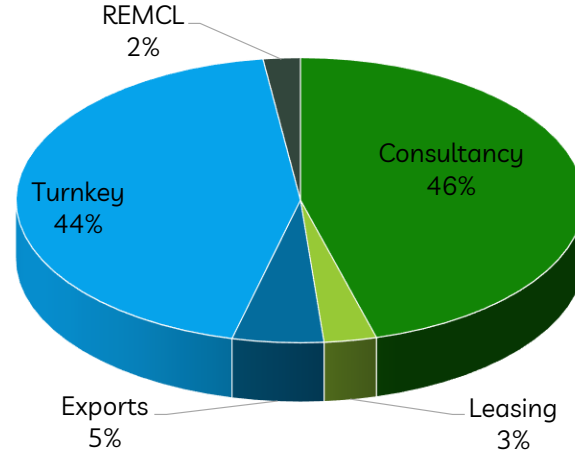
@RITESLtd

Order Book

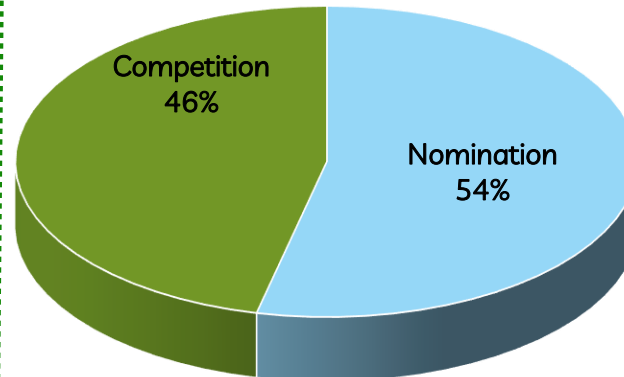
Order Book
as on 31.03.2024



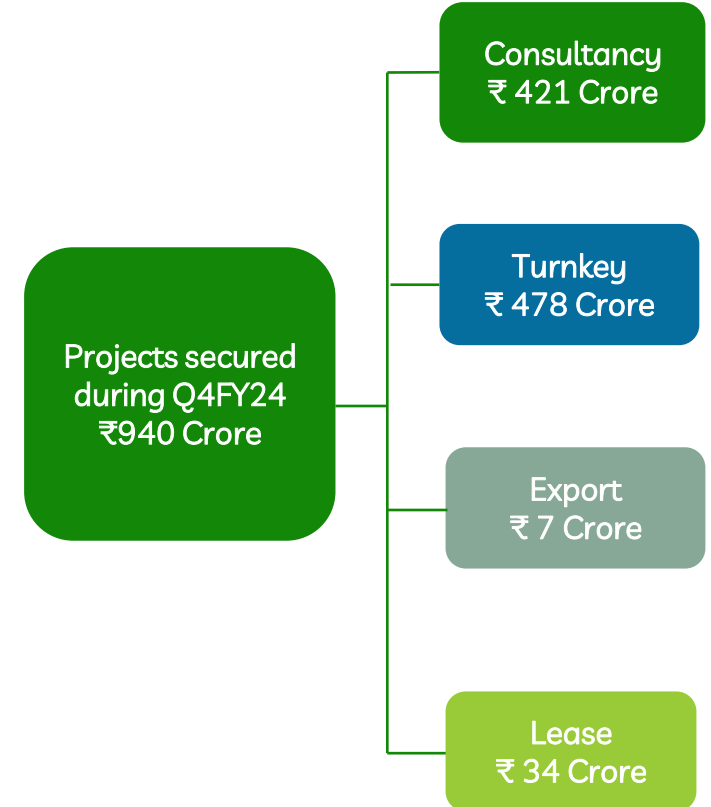
Order Book Split
as on 31.03.2024
Segment Break-up



Nomination vs Competition



Projects Secured Split
(New & extensions)
(During Q4FY24)



*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 – Q4FY24

Secured 100 projects/contracts including extensions during the quarter

	Project Scope	Amount	Client	Expected Completion Year
Consultancy	Quality assurance agency for PM Vishwakarma scheme	67.5	National Small Industries Corporation Limited	2026
	Project Management consultancy (PMC) for Track renewal at Rihand	20.0	NTPC	2026
	Consultancy service for aggregation of DPR and Bid process management for road projects in Maharashtra	16.2	Maharashtra State Industrial Development Cooperation	2025
	PMC woks for railway siding at Baihatola at Chhattisgarh	14.3	Southeastern coalfield	2026
	Detail design and engineering service for rail infra at Jamshedpur	12.8	TATA Steel	2026
	PMC and DPR Technical Consultancy for Sadhana pass tunnel	11.9	Ministry of road, transport and highway	2029
	Health monitoring of Rabindra Setu (Howrah Bridge)	11.0	Shyama Prasad Mukherjee Trust	2026
Leasing	Detailed feasibility for logistic infra	10.8	Steel Authority of India Limited	2024
	Infrastructure development at IIT Bhubaneshwar	414.0	IIT Bhubaneshwar	2026
	Redevelopment of Mini train-SGNP Mumbai	42.6	Maharashtra	2025
	Leasing of 6 Locomotive	11.4	SAIL	2024



Future Ready

Not just more of the same; but much more of the New!

Get in touch : info@rites.com

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