



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

No. RITES/SECY/NSE

Date: February 10, 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 nine months ended on 31<sup>st</sup> December, 2020**

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 31<sup>st</sup> December, 2020.

Thanking You,

Yours faithfully,  
For RITES Limited

(Ashish Srivastava)  
Company Secretary & Compliance Officer  
Membership No. - FCS 5325





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## Investor Presentation

Financial Results: Q3'FY21 & 9M'FY21

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Date: 10<sup>th</sup> February 2021



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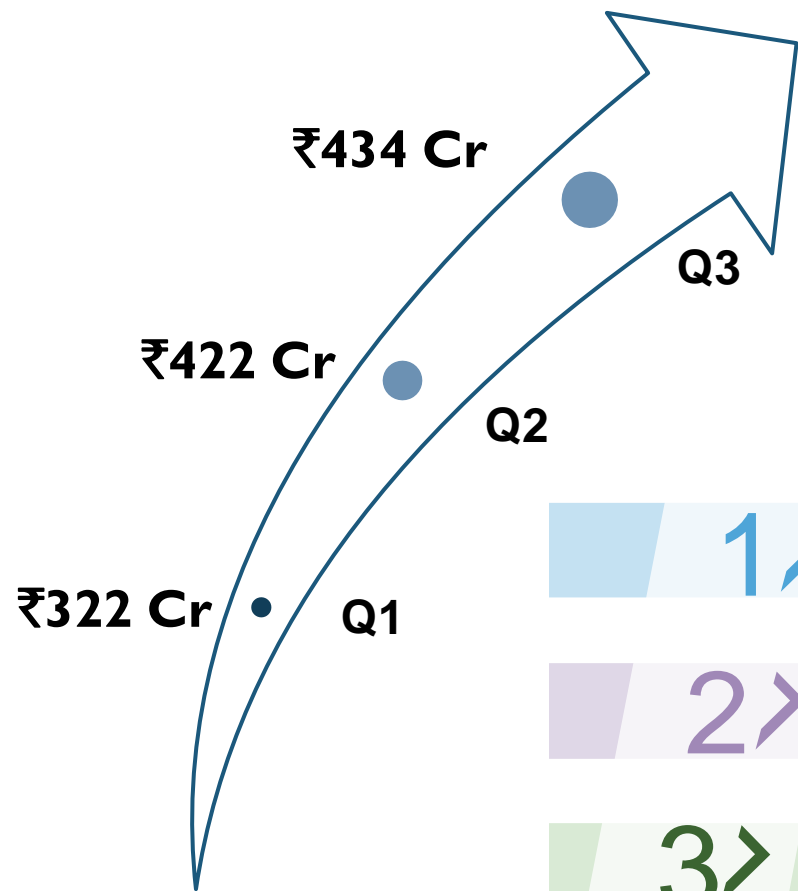
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## I. Financial Performance – Q3'FY21

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# On the road to Recovery



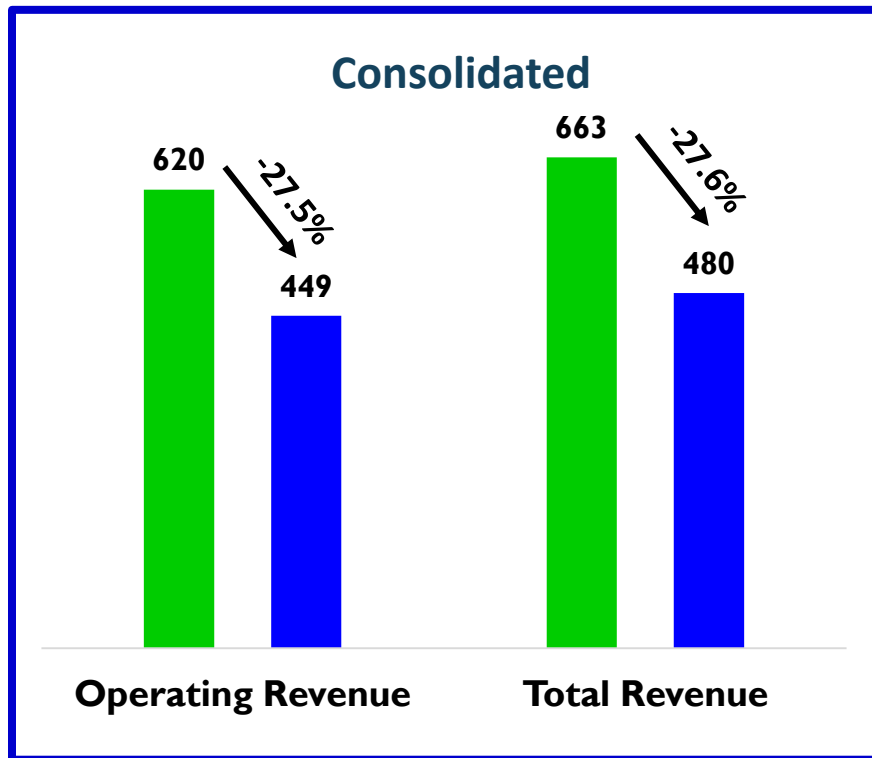
## Revenue from Operations on the Rise

- 1> Revenue momentum picking up with improved project execution
- 2> Foreign consultancy income rising steadily
- 3> Successful completion of buy back

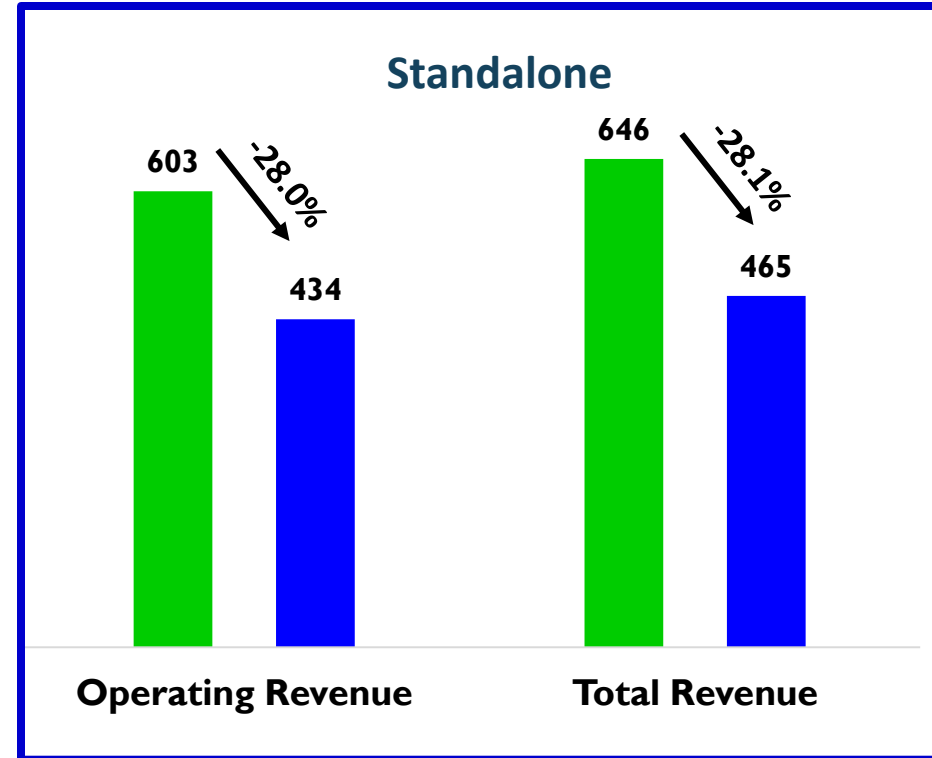


# Performance in Q3FY21

₹ in Crore



■ Q3FY20  
■ Q3FY21



Decrease in revenue is mainly due to

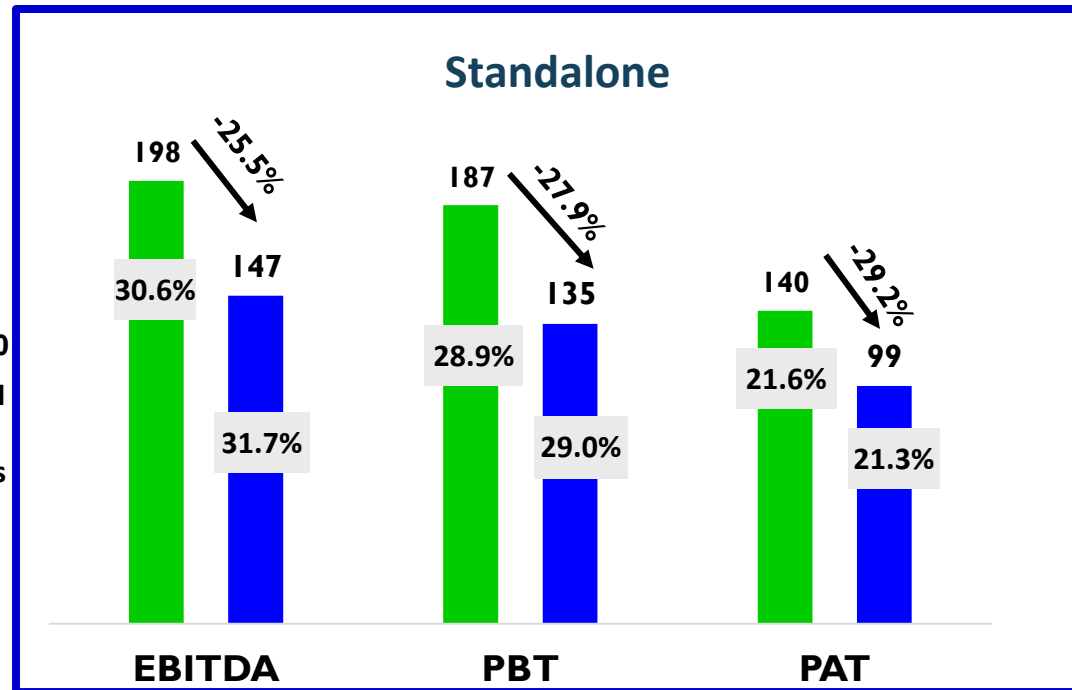
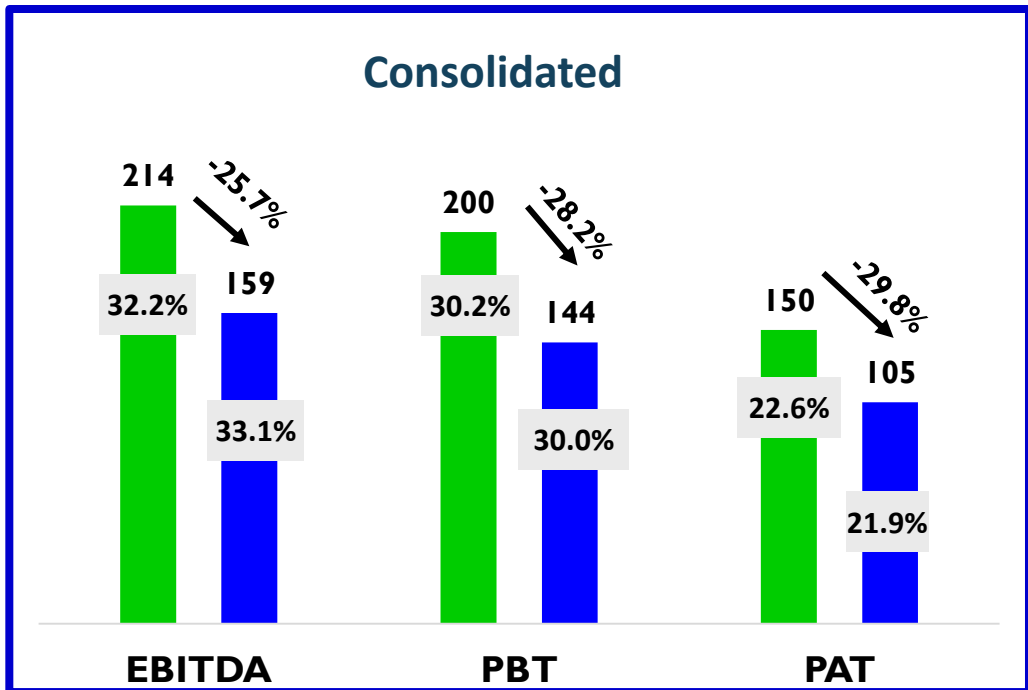
- Export deliveries not scheduled during this quarter (approx impact of ₹90 crore)
- Disruptions in supply chain and restrictions imposed due to pandemic

Export shipments are scheduled for Q4FY21



# Q3FY21 - Profits with Sustained Margins

₹ in Crore



Margins sustained despite reduction in revenue

Timely implementation of cost reduction measures helped in sustaining margins

Rationalisation of manpower resulted in reduction of manpower cost by 12.4% on YoY basis

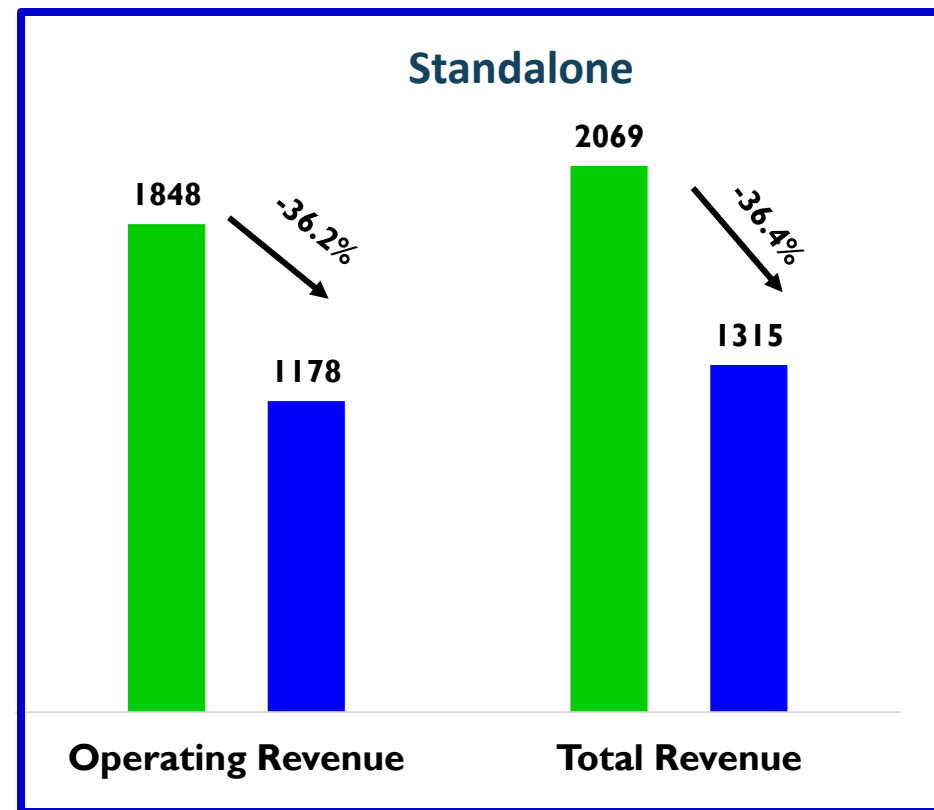
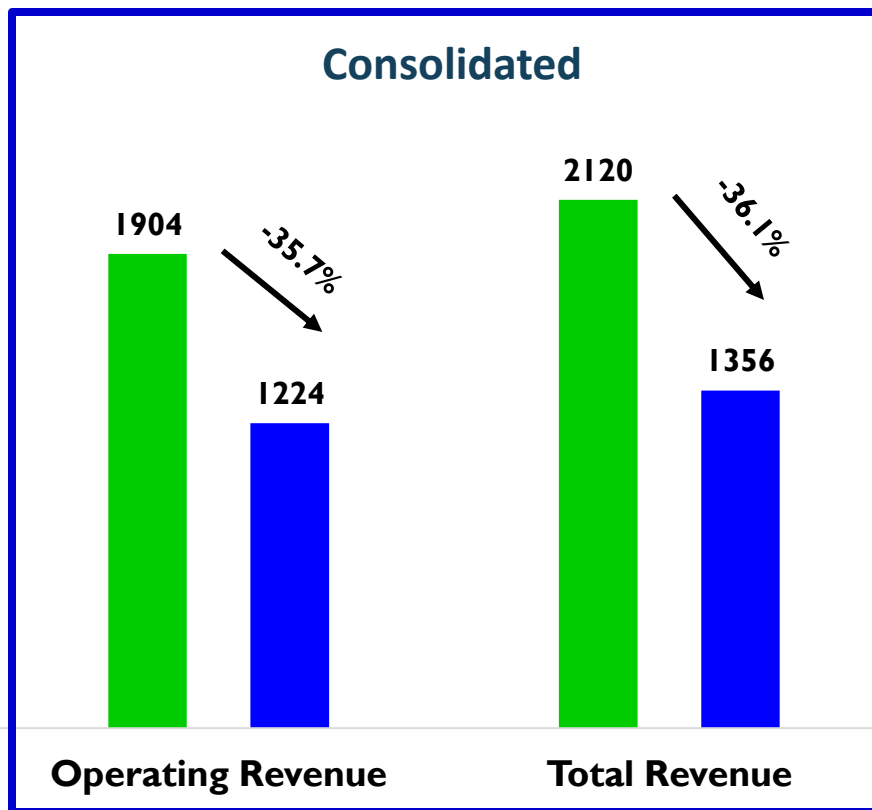
\*EBITDA = PBT + Interest + Depreciation + Amortization





# Performance in 9MFY21

₹ in Crore



■ 9MFY20  
■ 9MFY21

Decrease in revenue is mainly due to

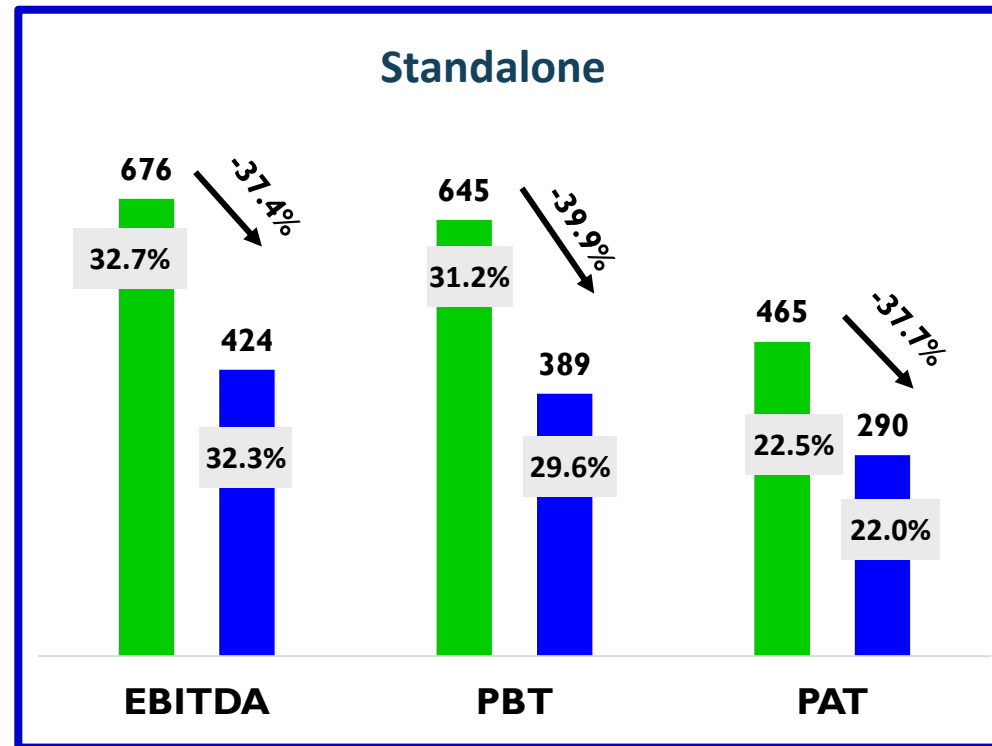
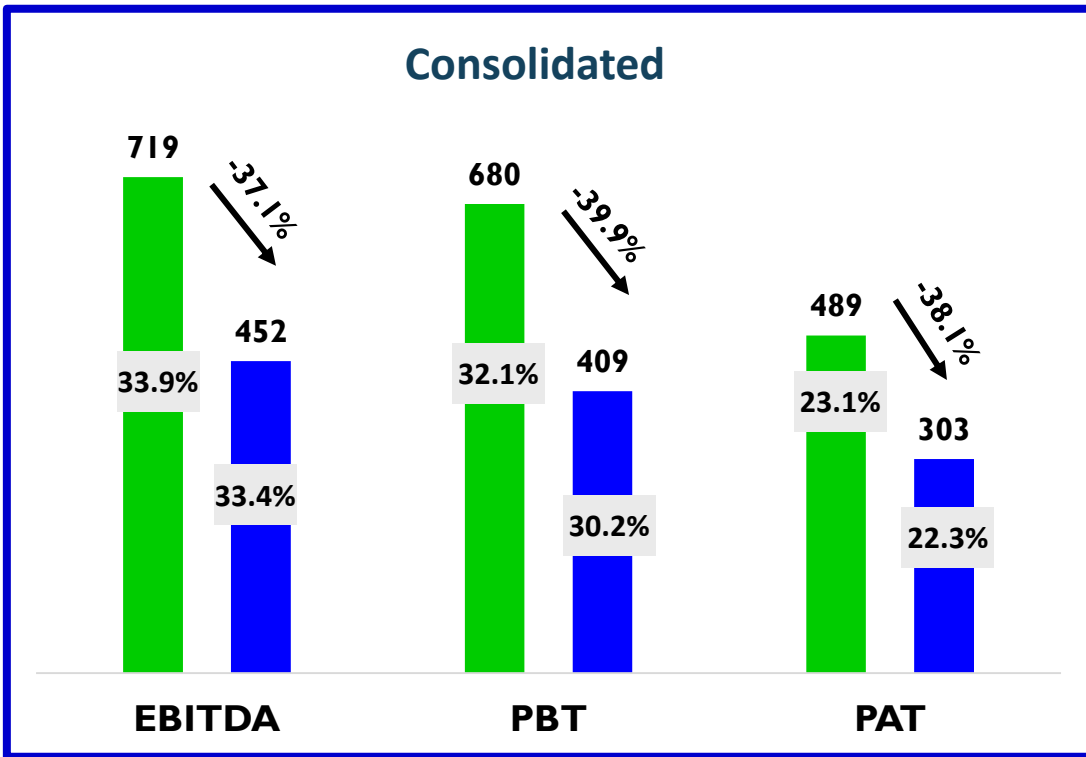
- Export deliveries not scheduled for 9MFY21 (approx impact of ₹482 crore)
- Disruptions in supply chain and restrictions imposed due to pandemic
- Receipt of final settlement amount ₹91 crore from a foreign client during 9MFY20

Excluding exports, the YoY fall in operating revenue is 14%



# 9MFY21 – Profits with Sustained Margins

₹ in Crore



■ 9MFY20  
■ 9MFY21  
■ Margins

Margins sustained despite reduction in revenue

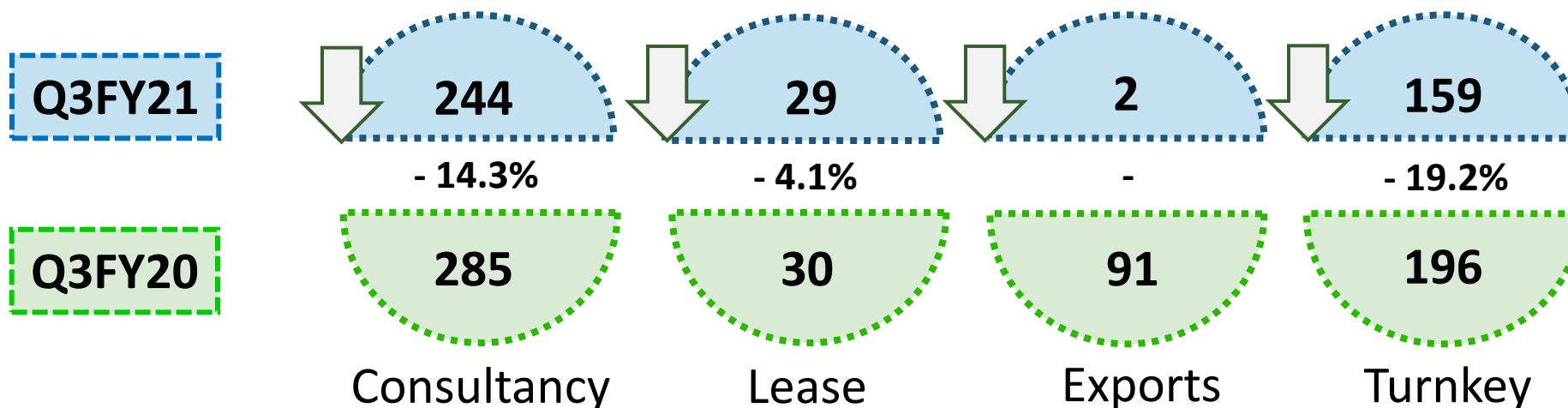
Timely implementation of cost reduction measures helped in sustaining margins

Employee cost was reduced by 9.6% on YoY basis



# Segmental Revenue (Standalone)

₹ in Crore



Consultancy and turnkey business affected due to slow progress at sites for various reasons

No exports were scheduled for Q3FY21; Export shipments are scheduled for Q4FY21

Locomotive leasing income has almost recovered to pre-covid levels



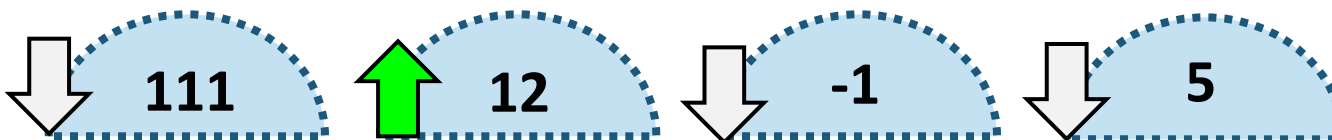
# Segmental Profitability

₹ in Crore

Profit Margins	45.5%	39.8%	---	3.0%
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Q3FY21

Gross Profits



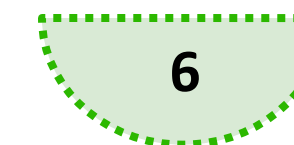
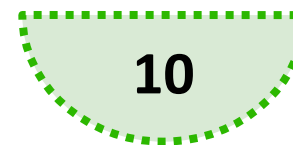
-16.2%

+12.3%

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-22.3%

Q3FY20



Consultancy

Leasing

Exports

Turnkey

Profit Margins	46.5%	34.0%	21.3%	3.1%
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Margins sustained in all segments except exports which are scheduled for Q4FY21

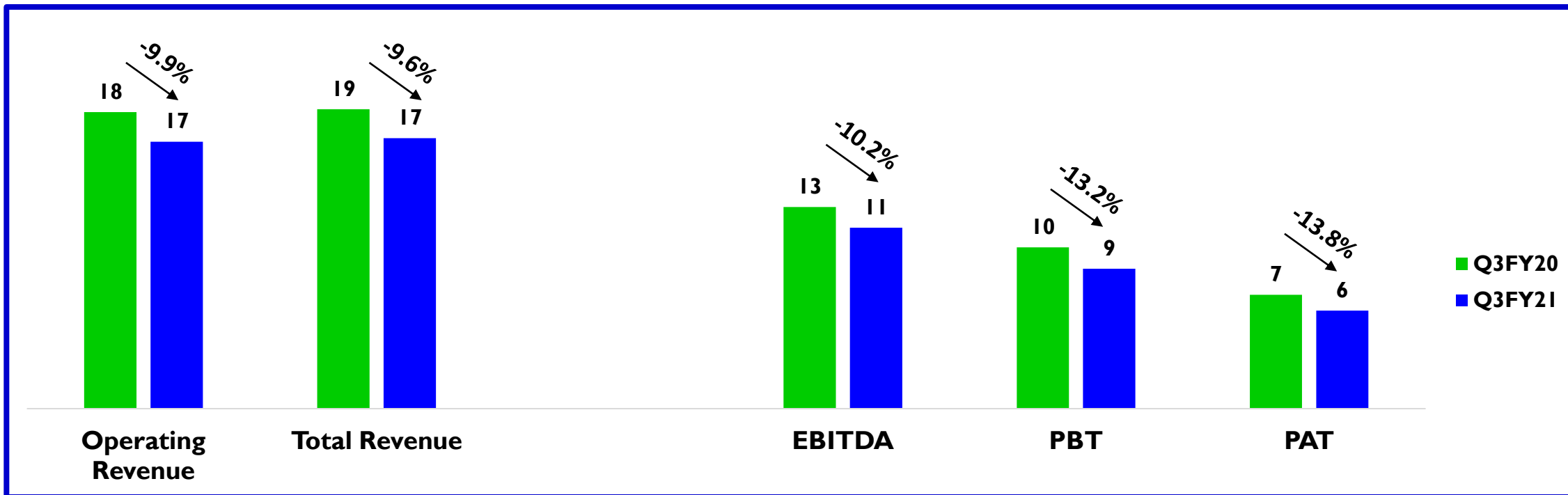
Cost control measures helped in sustaining consultancy & turnkey margins

\*Gross profits does not include Rs. 22 crore of unallocable expenses



# REMC Ltd Performance in Q3FY21

₹ in Crore



Consultancy revenue got impacted due to less traction power requirement by Railways

Power generation through wind mill shown a growth of 39.7% over 9MFY20



# Employee Productivity

₹ in Crore



Continuous rationalization of manpower to improve productivity



Senior Management with an avg. experience of 33+ years

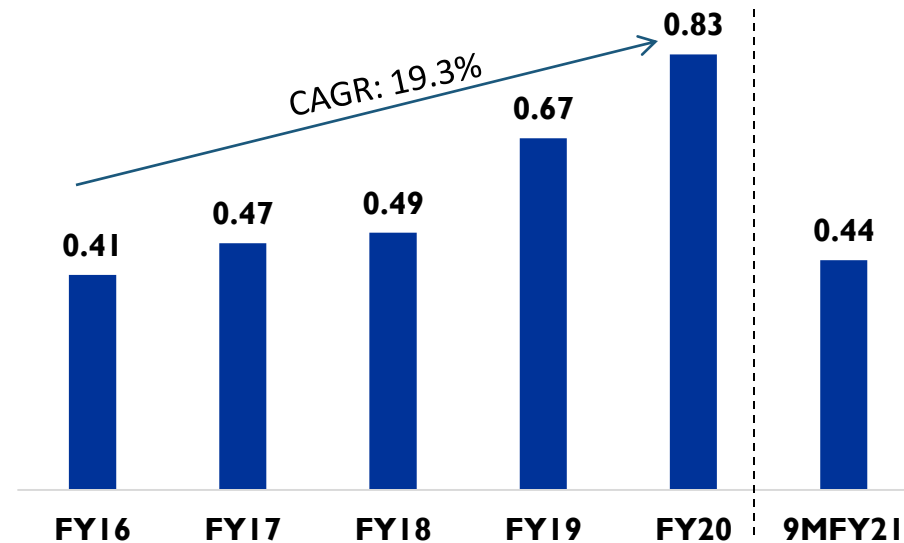


Experts in Engineering, Science, Finance, Economics etc. with a mix of regular, deputationists and contract employees



Approx 1,400 regular skilled engineers/professionals

## REVENUE PER EMPLOYEE (STANDALONE)



Status	No. of Employees	
	31.12.2019	31.12.2020
Regular	1985	1939
Deputation	171	134
Contract	1130	932
Total	3286	3005



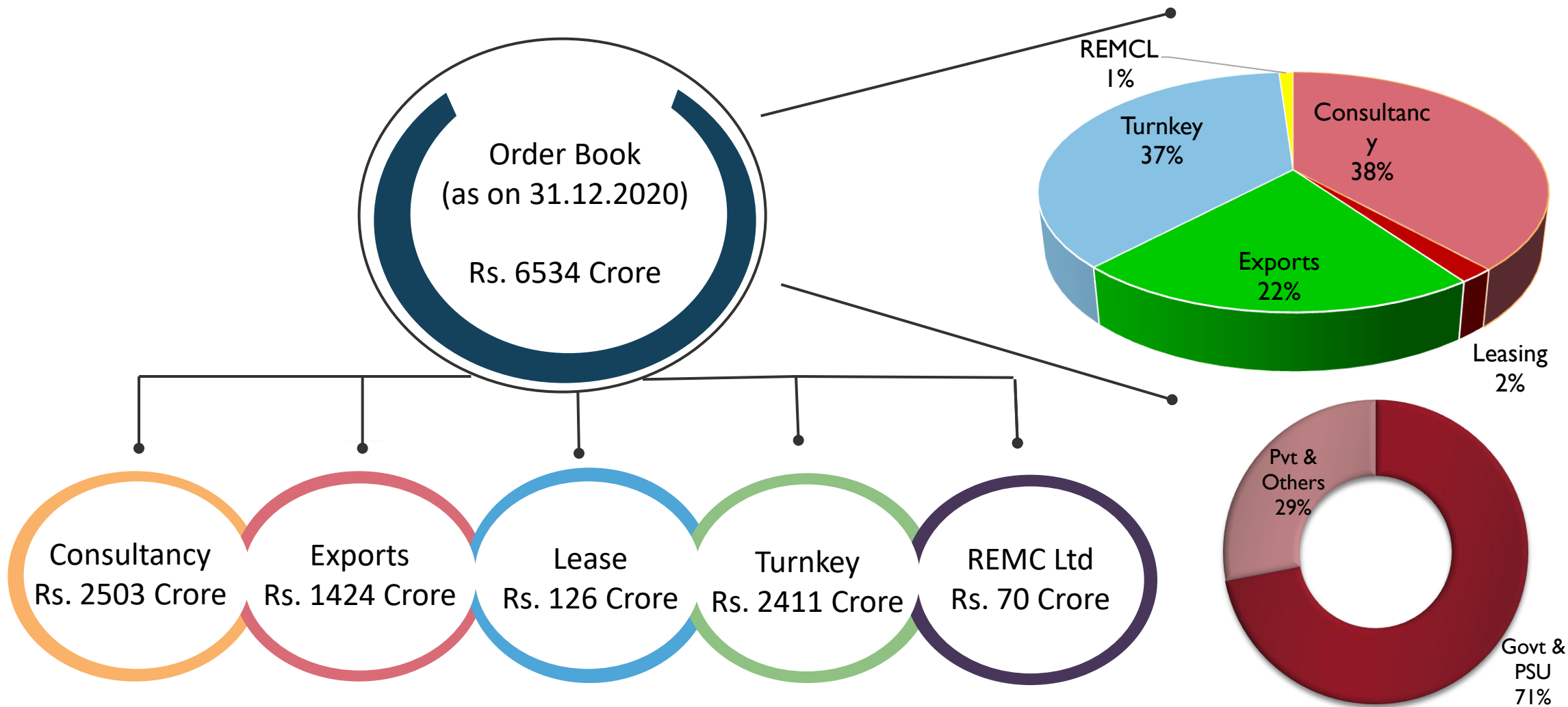
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## 2. Order Book

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# 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 after considering Covid-19 Impact





# Major Projects Secured during Q3FY21

₹ in Crore

**RITES secured more than 60 projects/contracts including enhanced scope during Q3FY21.**

Consultancy

Project Scope	Amount	Client	Expected Completion
Project Management Agency for Planning, Design & Construction of Various Buildings	54.20	Indian Institute of Technology, Delhi	2025
Project Management Consultancy for Feeder line Gevra Area	22.79	South Eastern CoalFields	2022
Final Alignment design including Aerial LiDar Survey for Delhi-Ahmedabad High Speed Rail Corridor	14.55	National High Speed Rail Corporation Ltd	2021
Project Management Consultancy for New Railways Siding, Laxman Project, Gevra	12.43	South Eastern CoalFields	2022
EPMC for construction of residential Complex	3.70	Oil India Limited	2023
FSR & DPR for Ashoka Railways Siding CCL	3.60	Central CoalFields	2021
Detailed Design Consultancy Services for power supply and distribution services to Surat Metro Phase-I	5.82	Gujarat Metro Rail Corporation Ltd	2022



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### 3. Outlook for FY20-21

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# Business Outlook

- 01** Impact on earnings and profits of 9MFY21 due to Covid
- 02** Adequate order book for execution for 2-3 years
- 03** Pick-up in tendering activities and focus on mega domestic & international projects and exports
- 04** Pandemic resurgence in many countries is a cause of concern
- 05** National Rail Plan & National Infrastructure Pipeline to provide definitive direction



- 01** Execution improving; Export shipments scheduled for Q4FY21
- 02** Focus on execution while maintaining margins
- 03** Order inflow picked up, further consolidation in order book expected
- 04** General business environment improving specially in India
- 05** Positive long-term business outlook



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**Thank You**

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