



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

No. RITES/SECY/NSE

Date: May 18, 2023

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: Investors Presentation

Dear Sir/ Madam,

Please find enclosed herewith Investor Presentation dated 18th May, 2023 on Financial Results for the quarter and year ended 31st March, 2023.

Kindly take the same on record.

Thanking You,

Yours faithfully,
For RITES Limited

**JOSHIT RANJAN
SIKIDAR**

Digitally signed by JOS HIT RANJAN SIKIDAR
DN: c=IN, postalCode=122018, st=HARYANA,
street=GURGAON, l=GURGAON, o=Personal,
serialNumber=a7341c8b3a94730d7515ba384a665f070656
67e10e81397c7fa15b95b3985d59,
pseudonym=a718b3fde7b949849aca05df78f92a25,
2.5.4.20=a110b559e78a30ec8b43e559afb6a6e3f0726845e
d796aed6dc03f71b385d03f,
email=JRSIKIDAR@GMAIL.COM, cn=JOSHIT RANJAN
SIKIDAR
Date: 2023.05.18 23:03:31 +05'30'

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

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: Q4FY23 & FY23

18th May, 2023

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Round-Up Q4FY23 & FY23



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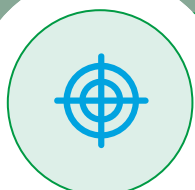
Q4FY23 at a Glance



Sequential standalone revenue and profit up by 2.1% & 5.2% respectively



BoD recommends final dividend of ₹6 per share



Secured orders worth ₹775+ crore



Secured consultancy orders of ₹575+ crore



Dream Companies to Work For (Infra) award by Times Ascent

FY23 at a Glance



Standalone Profits up by 6.7%

92.8% of Dividend* Payout for FY23



Order book at ₹5870 cr; secured order worth ₹3080 crore during the year

Highest-ever consultancy revenue



Highest-ever foreign consultancy

**Includes ₹6 per share recommended by BOD as Final Dividend*

Financial Performance Q4FY23 & FY23

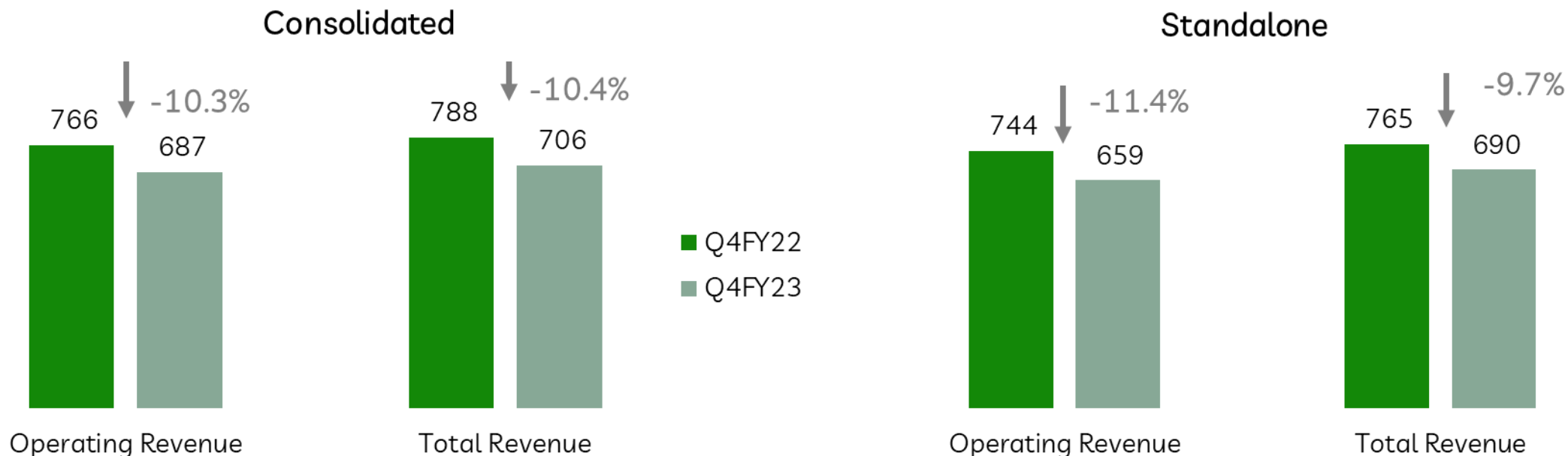


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Performance During Q4FY23

₹ in Crore



Q4 Vs Q3 FY23

↑ +1.4%

↑ +1.3%

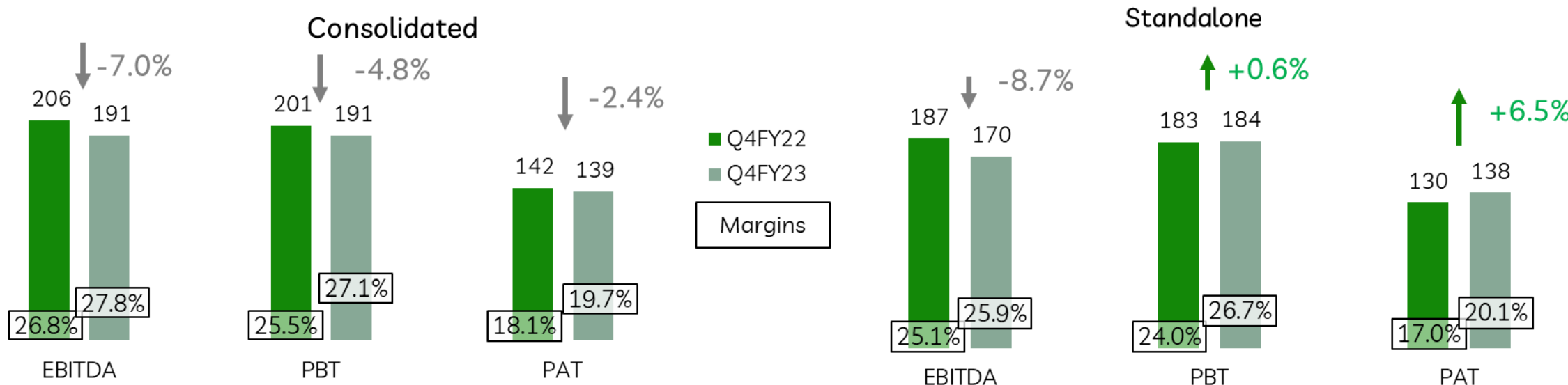
↑ +2.1%

Highest standalone consultancy revenue of ₹ 341 crore during a single quarter

Fall in revenue can be attributed to less exports during the quarter

Profits for Q4FY23

₹ in Crore



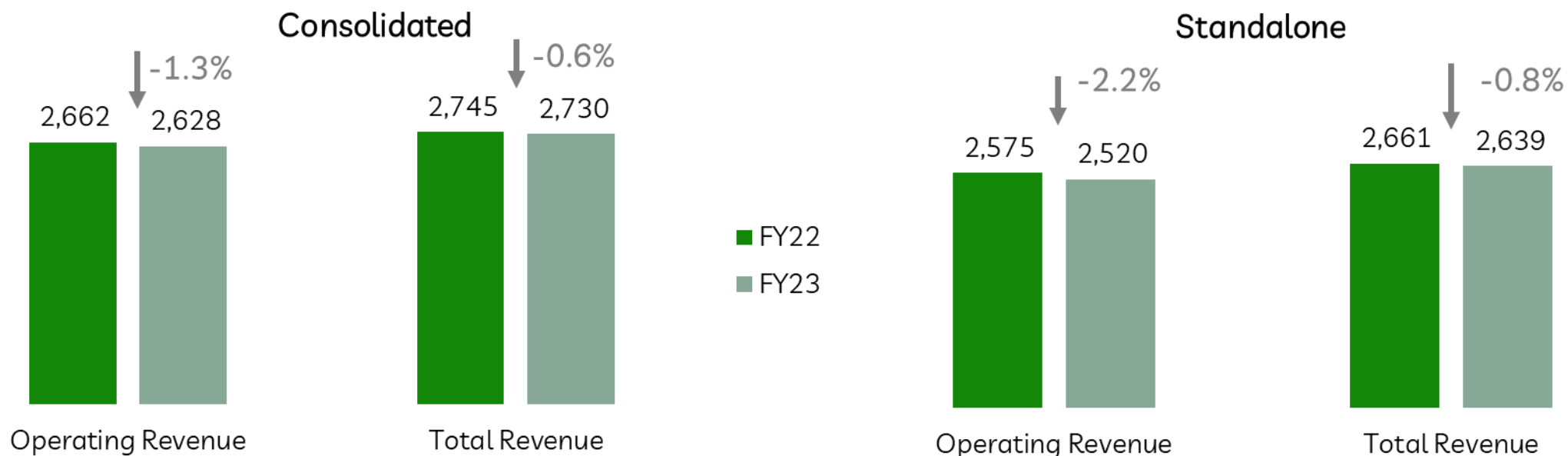
Profit margins remained range bound on account of increase in high margin consultancy business

Profit remained almost flat despite fall in exports revenue by ~78%

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

Performance During FY23

₹ in Crore

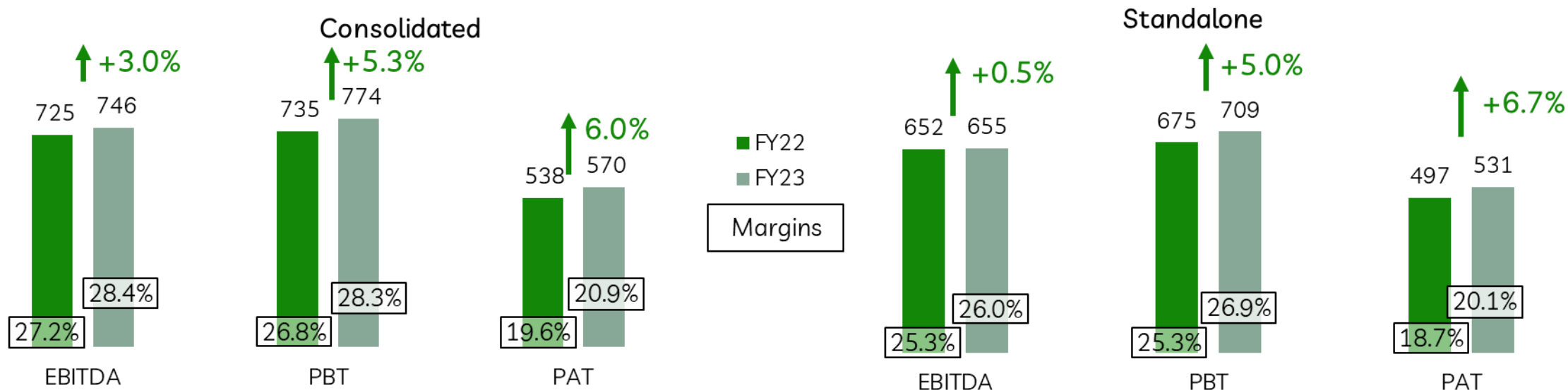


Growth in all segments except exports ensured almost flat revenue during the year despite ₹ 658 crore decrease in exports revenue

All standalone segments and REMC barring exports have provided highest revenue during a financial year

Profits for FY23

₹ in Crore

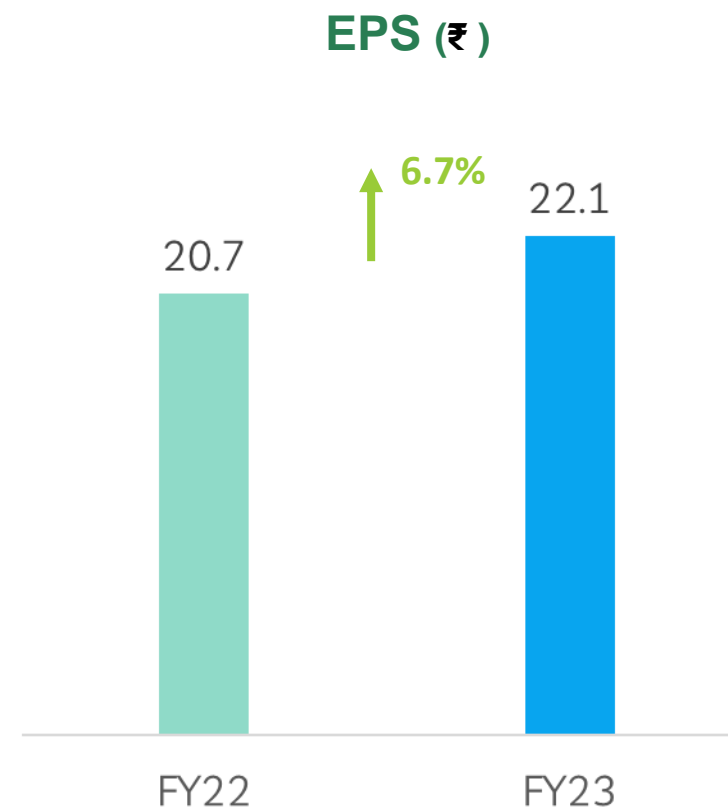
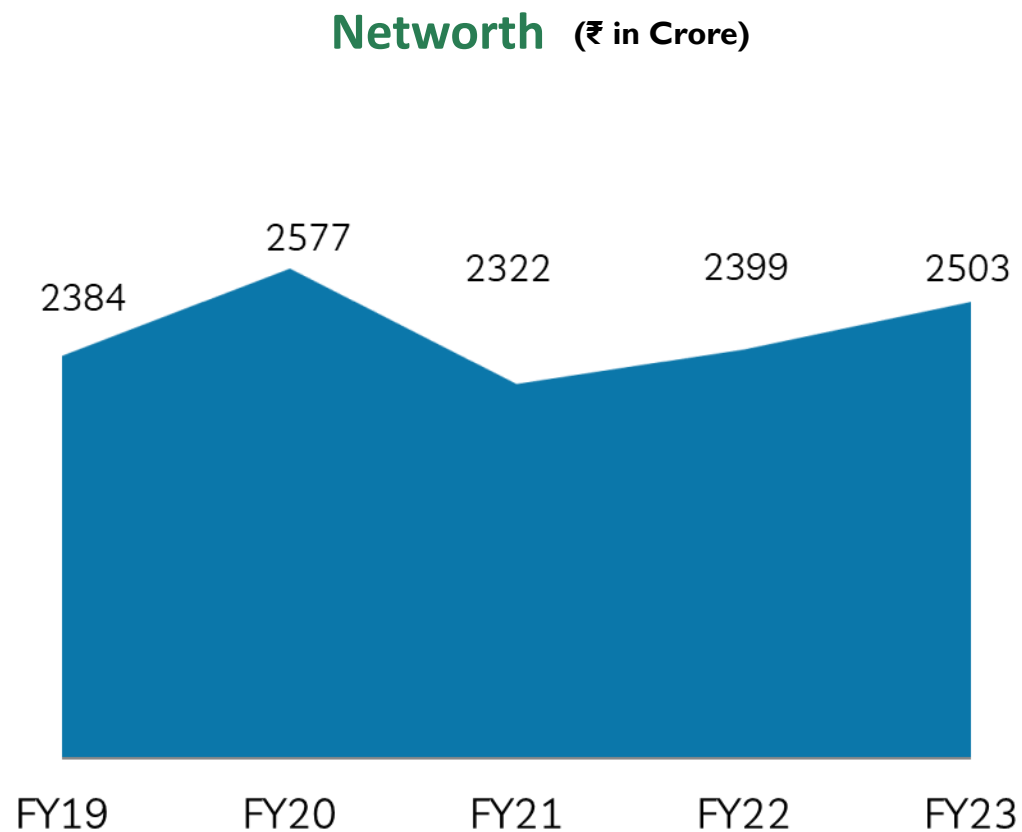


Increase in profits despite significant fall in exports is on account of growth in consultancy & turnkey business

Profit margins remained range bound

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

Value Generation for Investors (Standalone)

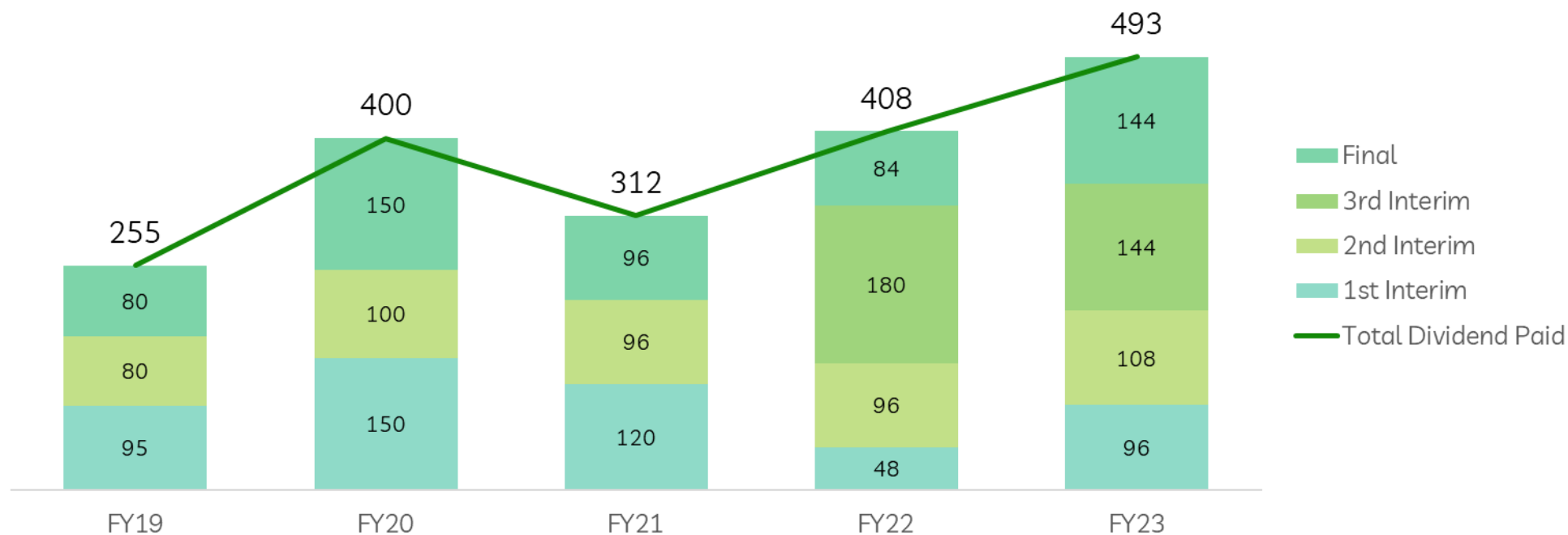


Decrease in Net worth in FY21 is due to return of ₹257 crore of surplus cash to shareholder through Buy Back

Dividend Apportioned

₹ in Crore

Dividend Payout Ratio: 92.8%
for FY23 on 12 months PAT
(including final dividend for FY23)



₹ 144 crore (₹6 per share) of Final dividend for FY23 has been recommended and will be paid in FY24, subject to approval of shareholders

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

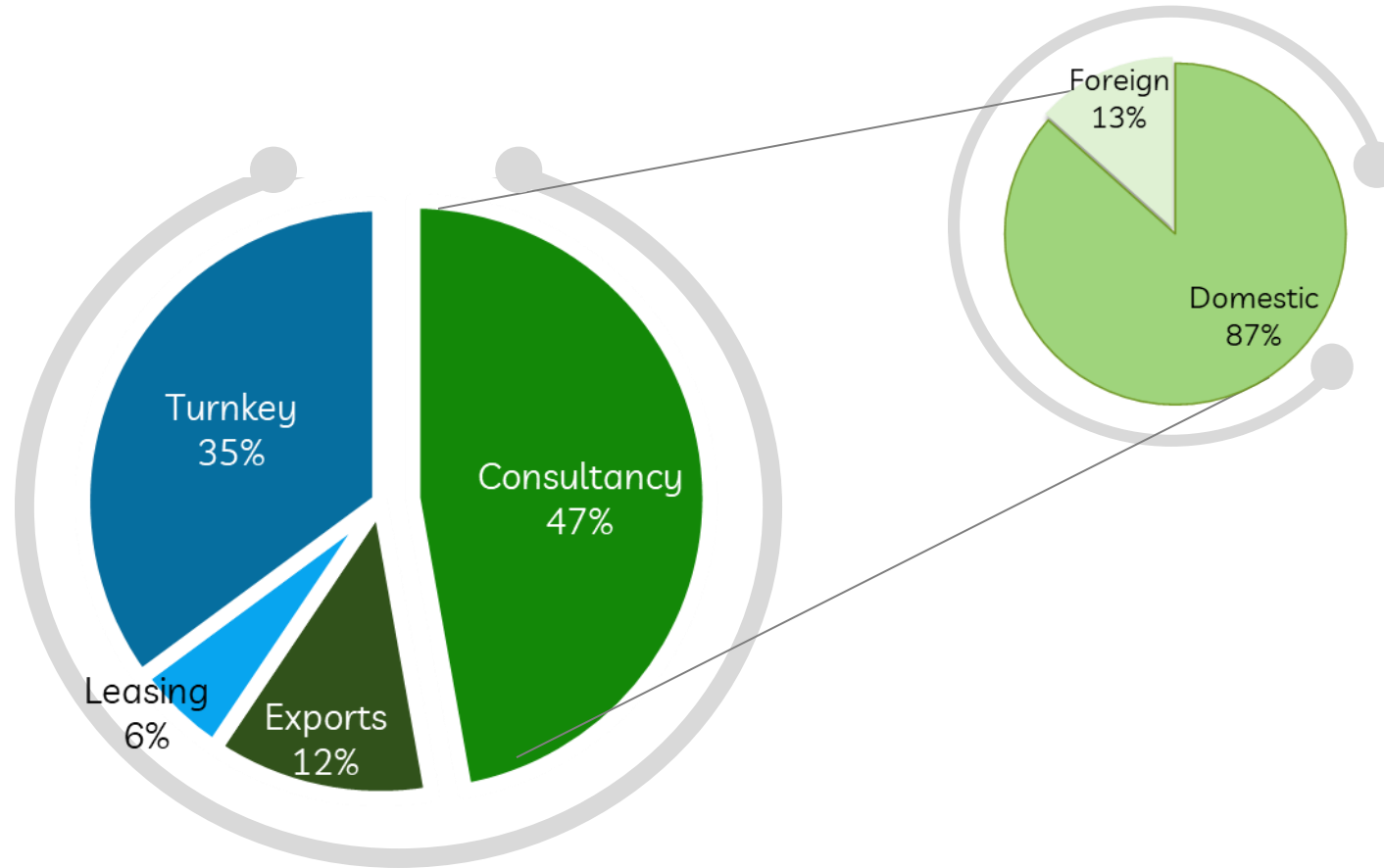
Segmental Performance Q4FY23 & FY23



[RITES Ltd.](#)

Segmental Mix FY23

₹ in Crore



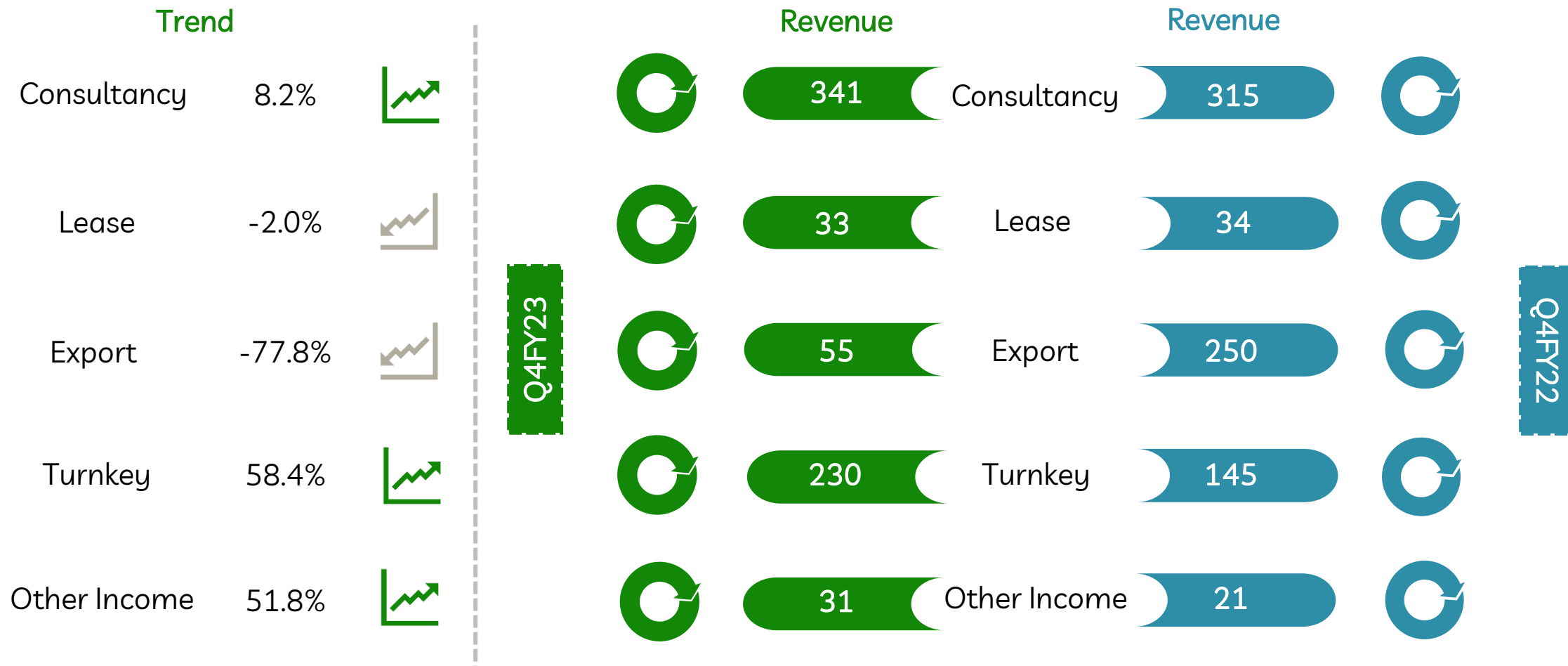
Highest ever consultancy revenue of ₹1189 crore, consultancy remained the highest revenue generating stream

Highest ever foreign consultancy revenue of ₹159 crore during the year

Foreign consultancy share in consultancy increased from 10% in FY22 to 13% in FY23

Segmental Revenue – Q4FY23 (Standalone)

₹ in Crore

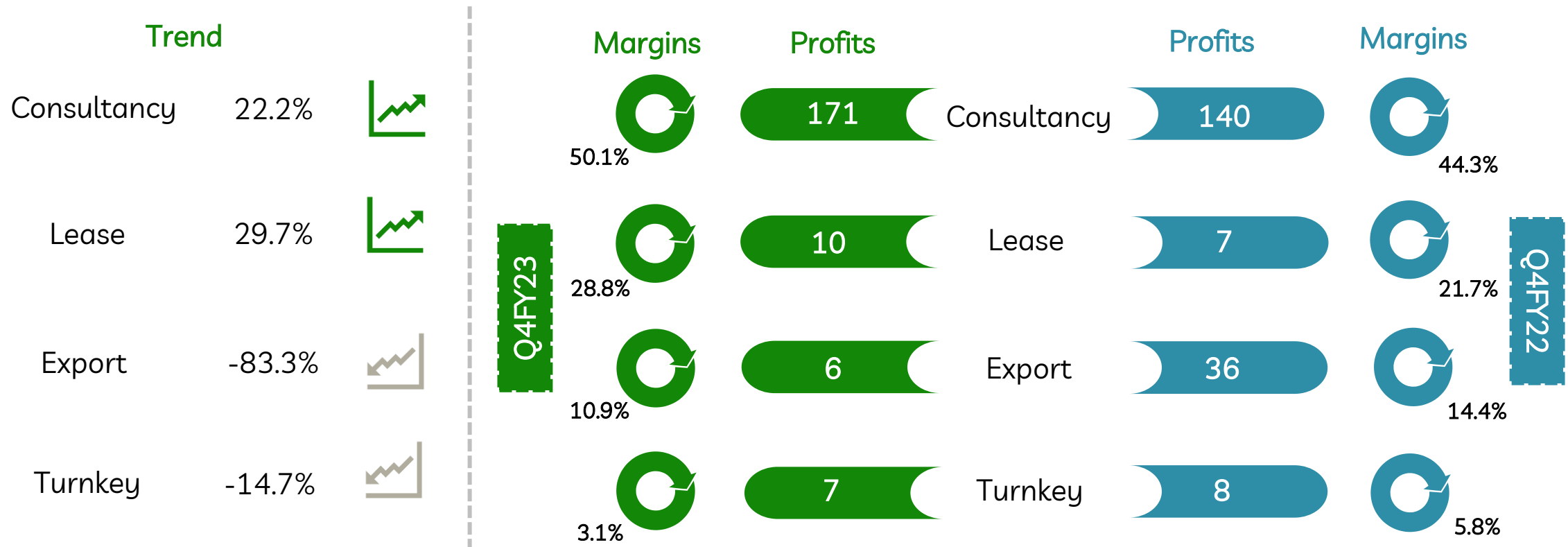


Higher execution on led to growth in consultancy and turnkey segment

Increase in Other Income is mainly attributable to increase in dividend by the subsidiary company

Segmental Profits – Q4FY23 (Standalone)

₹ in Crore

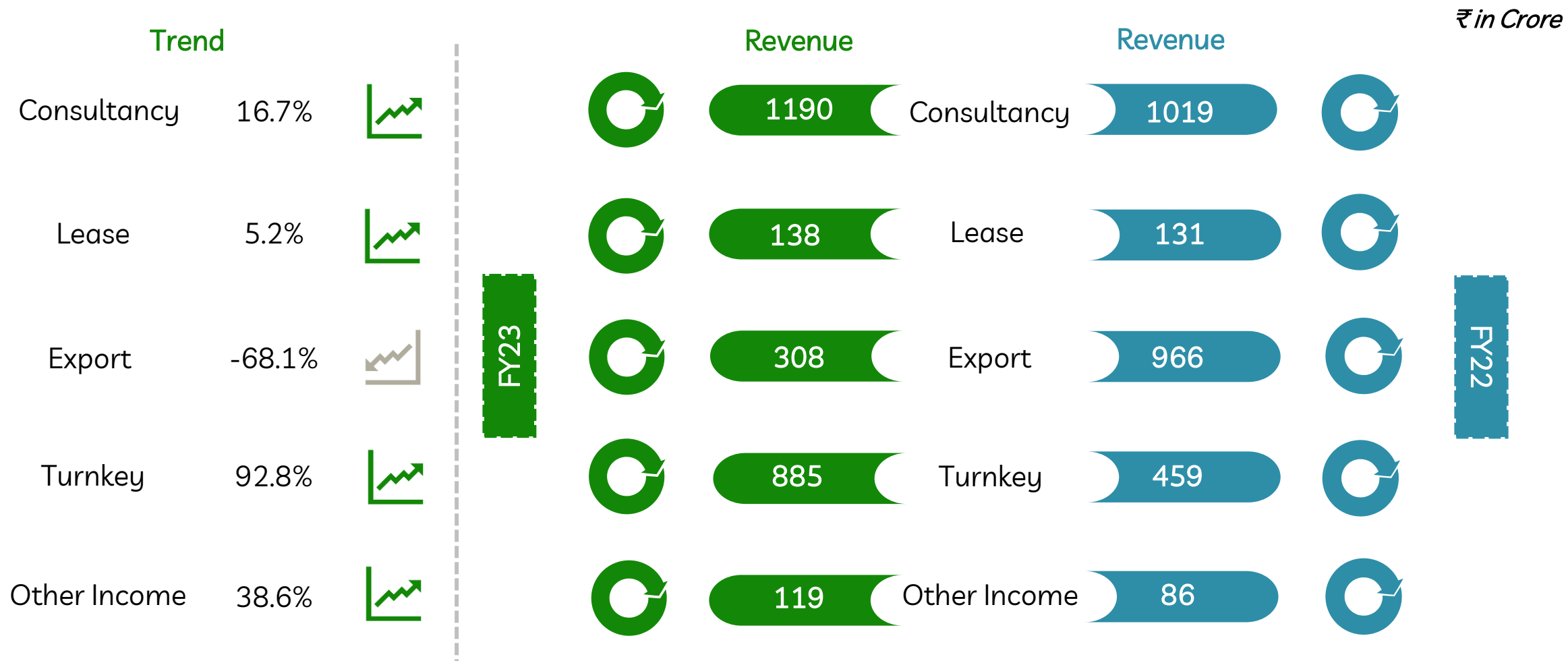


Margins remained range bound in leasing and turnkey segment

Higher execution, especially in foreign consultancy & quality assurance, led to better profit & margins in consultancy

Export margins moderated due to aggressive BD activities and lesser exports during the quarter

Segmental Revenue – FY23 (Standalone)



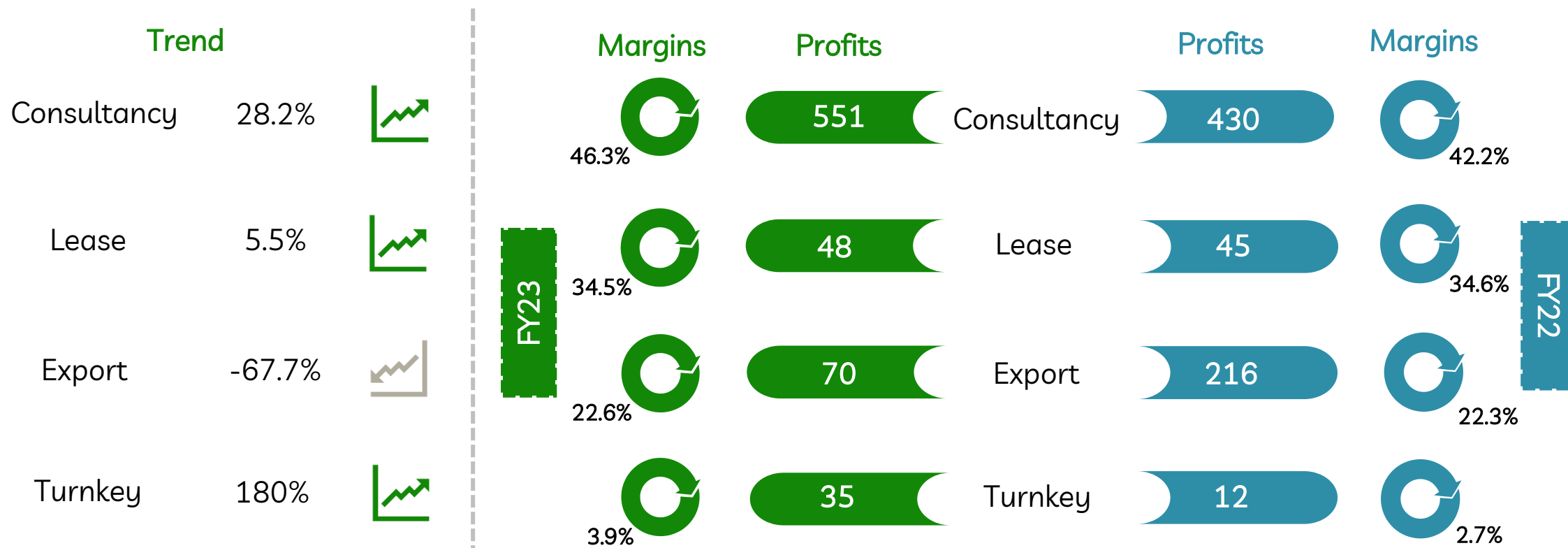
Highest-ever revenue from consultancy, turnkey and leasing

Decrease in exports revenue due to less exports scheduled for the year and higher base of FY22

Increase in other income is mainly on account of exchange variations and dividend from subsidiary

Segmental Profits – FY23 (Standalone)

₹ in Crore



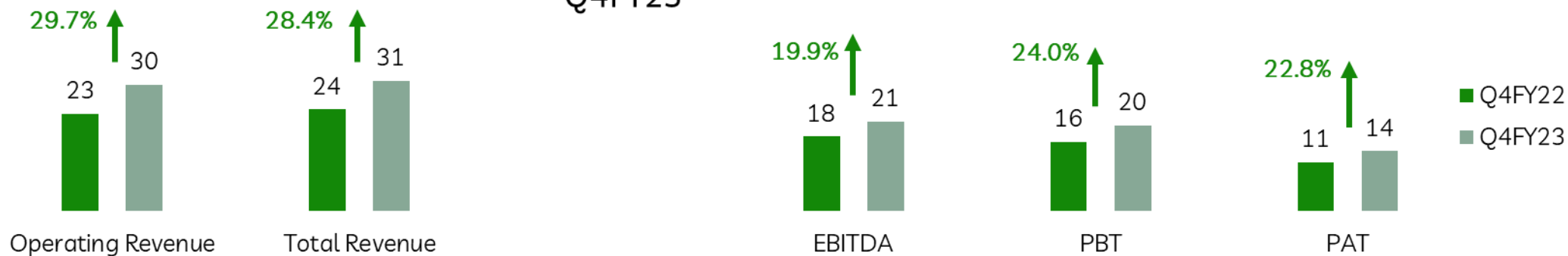
Margins remained range bound over the year

Higher consultancy and turnkey revenue led to higher profits and better margins

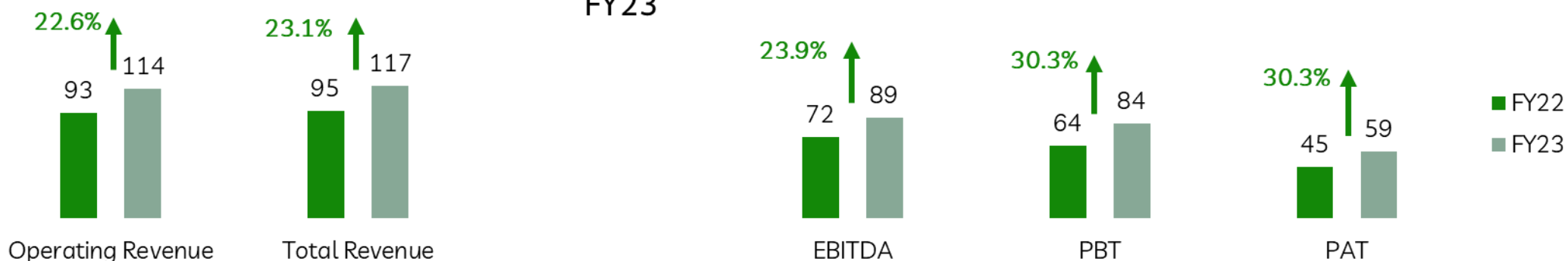
REMC Ltd Performance-Q4 & FY23

₹ in Crore

Q4FY23



FY23



Highest – ever revenue in a financial year

Growth on account of increased energy management activities in FY23

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

Employee Productivity



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Employee Productivity



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



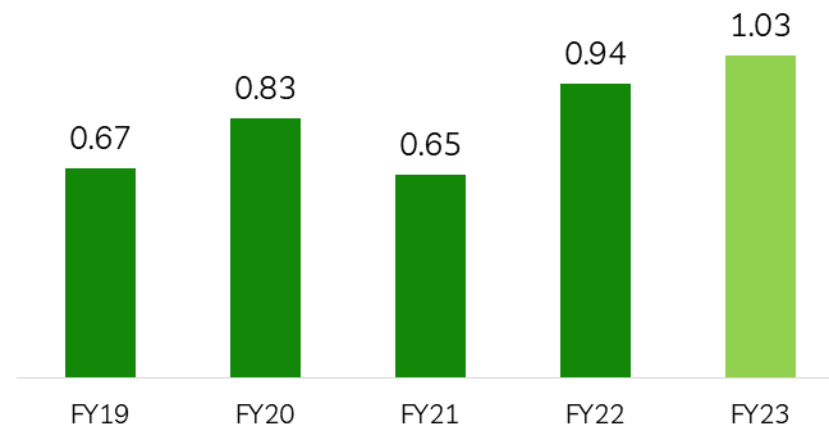
1,400+ regular skilled engineers/ professionals

Status	No. of Employees		
	31.03.2023	31.12.2022	31.03.2022
Regular	1710	1739	1845
Deputation	76	86	120
Contract	777	791	870
Total	2562	2616	2835

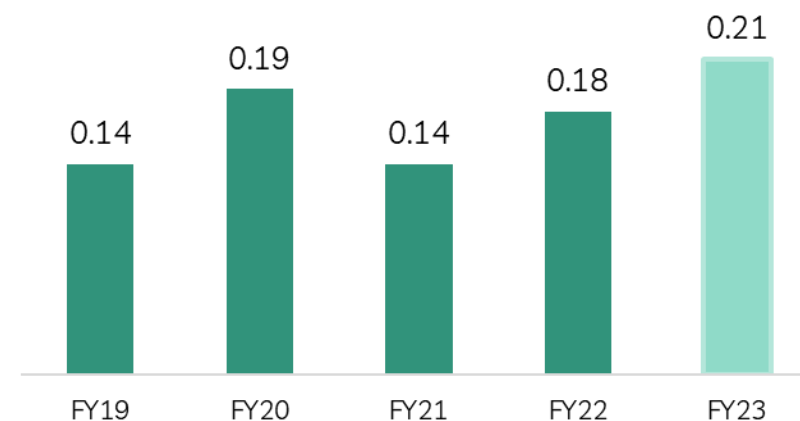
*Revenue and Profit per employee is on standalone basis

₹ in Crore

Revenue per Employee



Profit after Tax per Employee



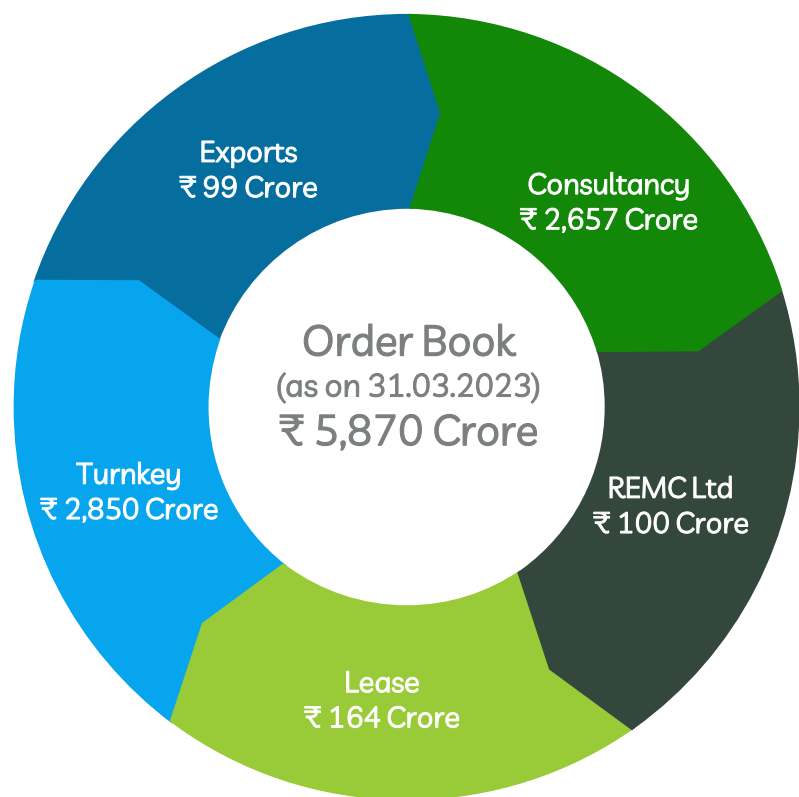
Order Book



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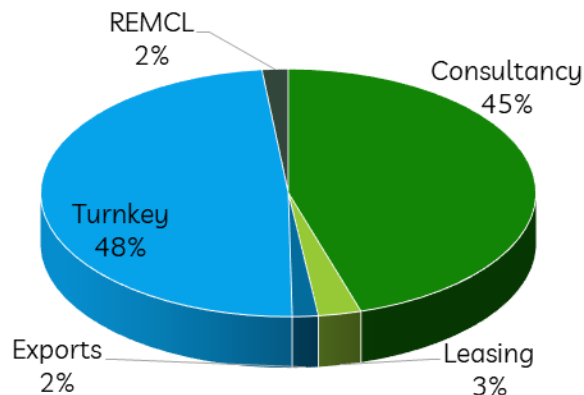
Order Book

Order Book
(as on 31.03.2023)
₹ 5,870 Crore

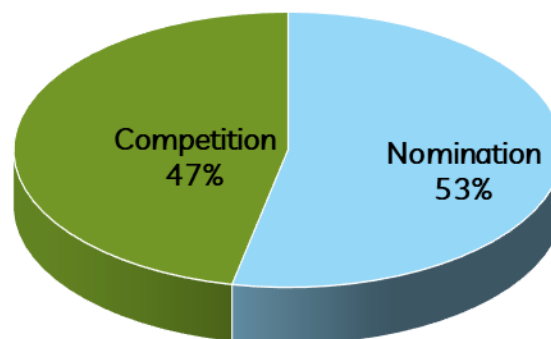


Order Book Split
as on 31.03.2023

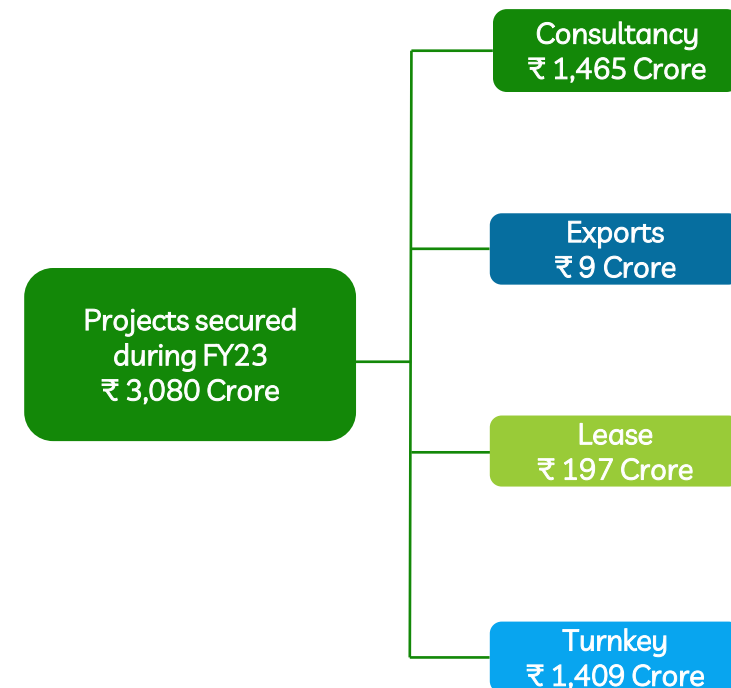
Segment Break-up



Nomination vs Competition



Project Secured
(during FY23)
₹ 3,080 Crore



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

** Project secured doesn't include the quality assurance orders as those are estimated based revenue generation

Major Projects Secured – Q4FY23

₹ in Crore

RITES secured more than 70 projects/contracts including extensions of more than ₹775 crore during Q4FY23.

	Project Scope	Amount	Client	Expected Completion Year
Consultancy	Third Party Inspection for works under Jal Jeevan Mission	147.95	Rajasthan Govt.	2025
	Project Management Consultancy for non transport projects	84.63	KIIFB Kerala	2025
	Assam Health System Strengthening project	62.73	Assam Health Infrastructure Dev. & Management Society	2028
	O&M at MGR Railway System DSTPP NTPC	31.91	NTPC	2025
	PMC for Railway Siding – Amrapali – Phase – II	28.05	Central Coalfield Ltd	2026
	PMC for KDH Railway Siding	13.08	Central Coalfield Ltd	2026
	Tata Steel-Meramadli (Traffic Opns)23-25	11.50	Tata Steel	2025
	PMC - Railway Siding for Silo Loading at Pelma	10.38	South Eastern Coalfield Ltd	2026
Turnkey	Signalling & Telecommunication work of Dhaulpur- Gwalior section	76.08	Indian Railways	2024
	ROH Freight Maintenance Maneswar - Extension	65.63	Indian Railways	2023
	Development of Coaching Depot at Kotegan	40.27	Indian Railways	2024
Leasing	Multi Loco leasing at Vishakhapatnam port	8.40	VSKP Port Trust	2025



Future Ready

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

Get in touch : info@rites.com

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Thank You