



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

No. RITES/SECY/NSE

Date: November 10, 2022

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: Press Release

Dear Sir/ Madam,

Please find enclosed herewith Investor Presentation on Financial Results of quarter and half year ended 30th September, 2022 dated 10th November, 2022.

Kindly take the same on record.

Thanking You,

Yours faithfully,
For RITES Limited

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: Q2FY23 & H1FY23

10th November, 2022

Safe Harbor


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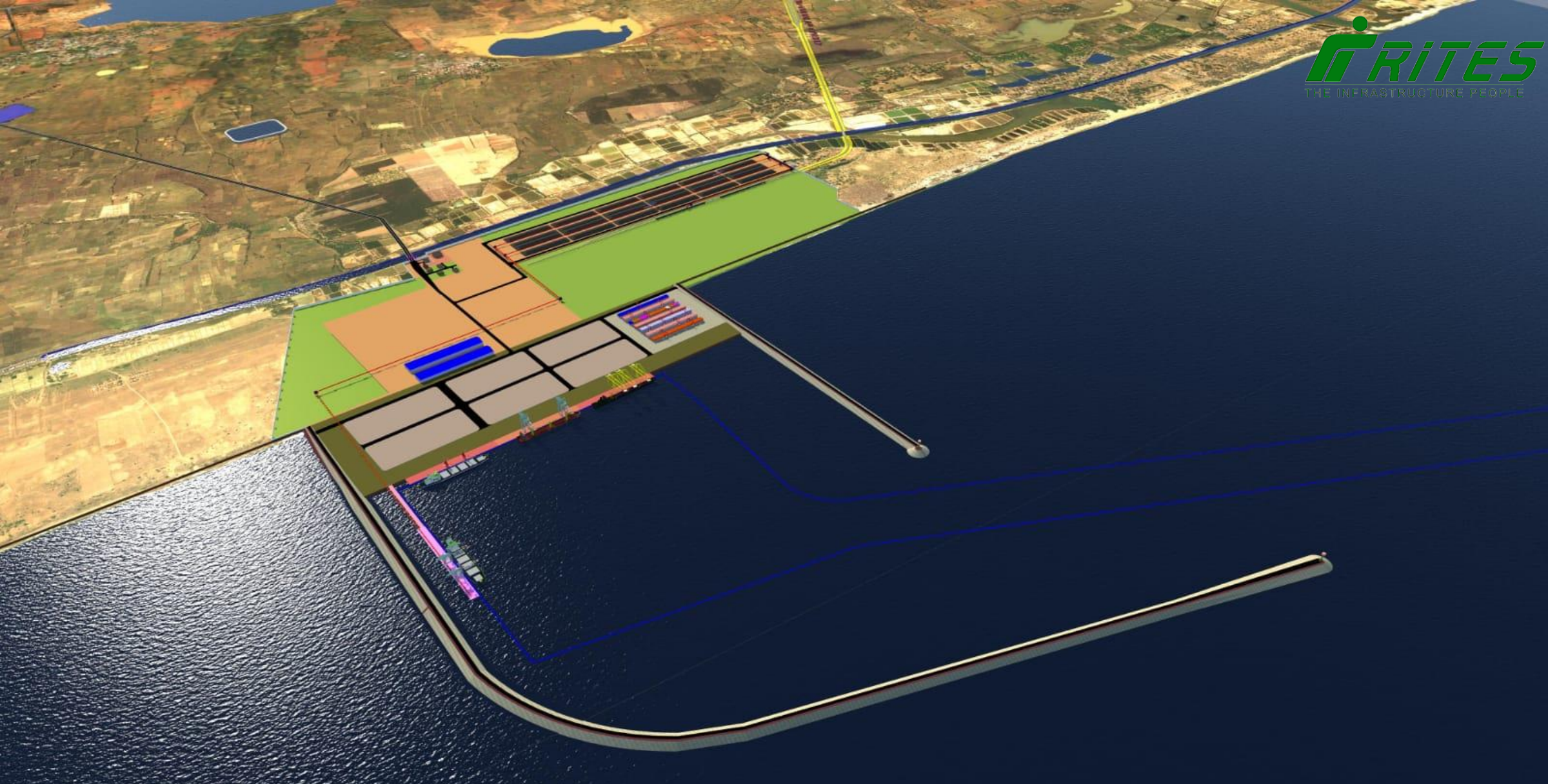
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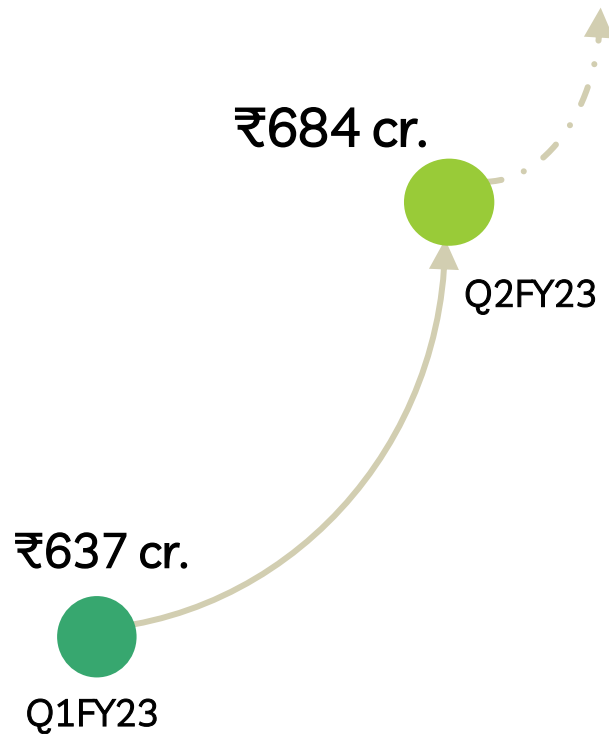
Content

- 
- Round-up of Q2 & H1FY23 4
 - Financial Performance 6
 - Segmental Performance 17
 - Employee Productivity 24
 - Order Book 26



Round-Up Q2FY23 & H1FY23

Key Highlights



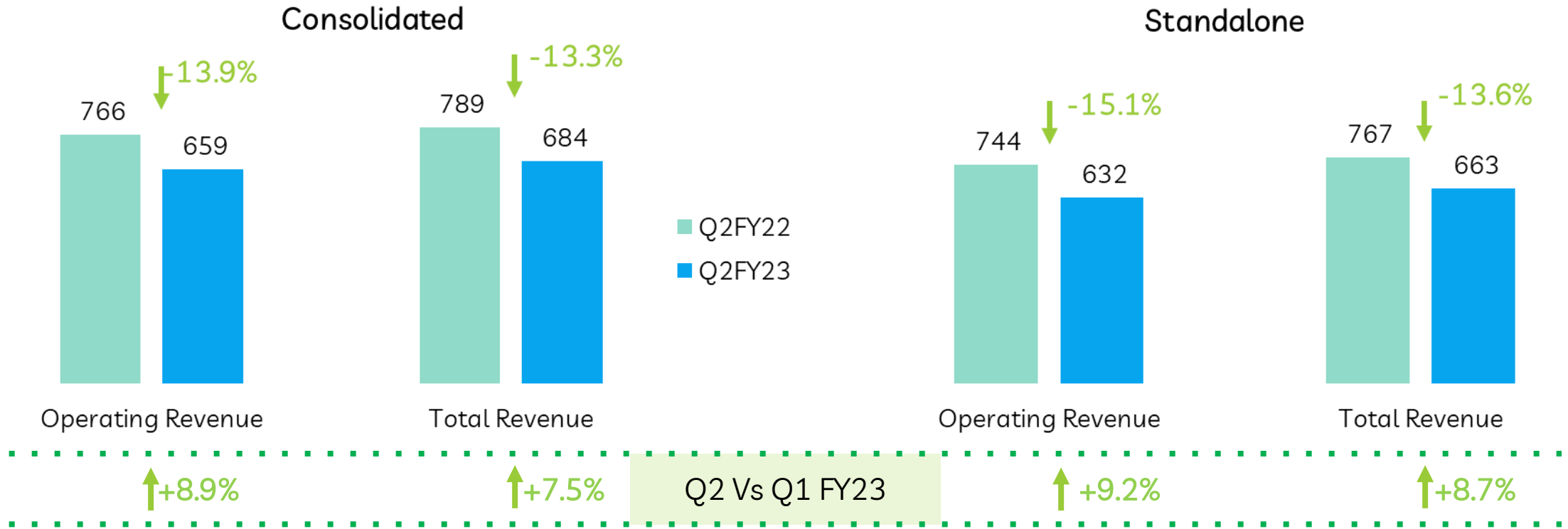
- 1> H1FY23 Consolidated Revenue & PAT up by 13.3% & 12.9%
- 2> 2nd Interim dividend of ₹4.5 per share
- 3> Order book stands at ₹5008 crore as on 30th September' 2022
- 4> Secured GC for Ahmedabad Metro ph-II & EPC work for Kollam Station
- 5> Received USD 11.4 Million against exports dues to SLR in November'2022



Financial Performance Q2FY23 & H1FY23

Performance During Q2FY23

₹ in Crore



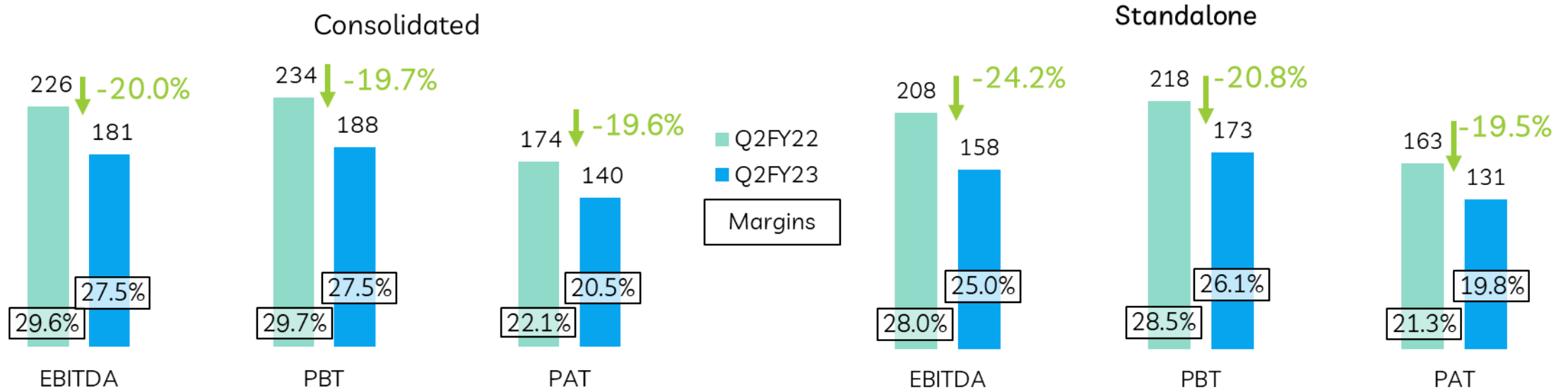
Consultancy, Leasing, turnkey and REMC has shown growth during the quarter

Less exports during the quarter led to decrease in revenue

Sequential standalone & consolidated revenue has shown a growth of 8.7% & 7.5% respectively.

Profits for Q2FY23

₹ in Crore



Margins remained range bound despite increase in low margin turnkey share in revenue

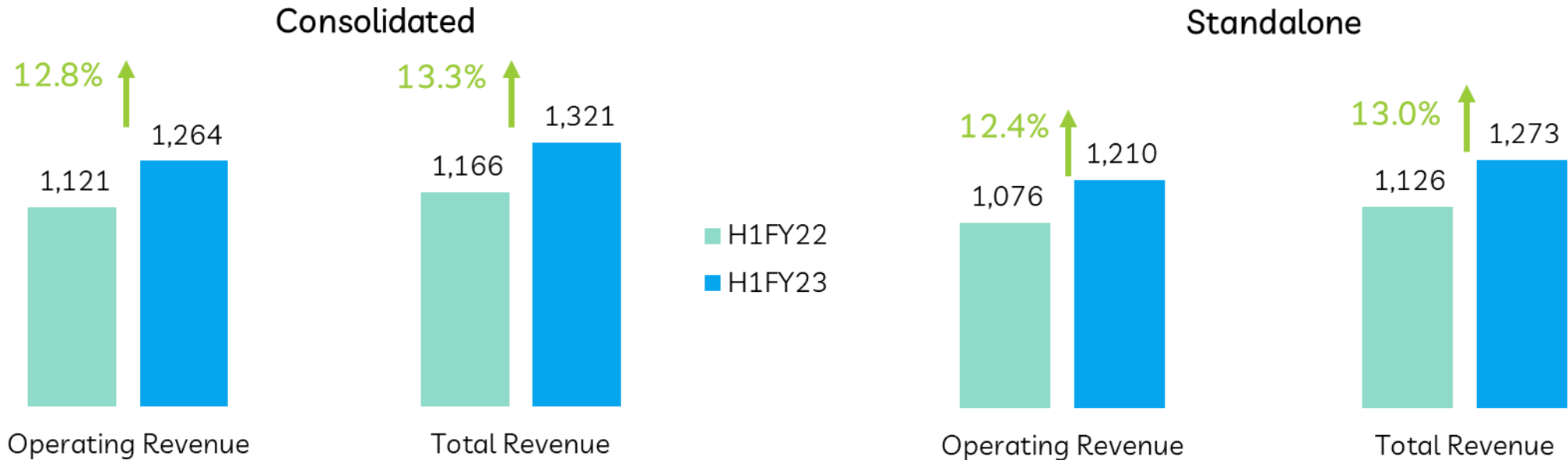
Less exports during the quarter led to decrease in profits

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

Performance During H1FY23



₹ in Crore

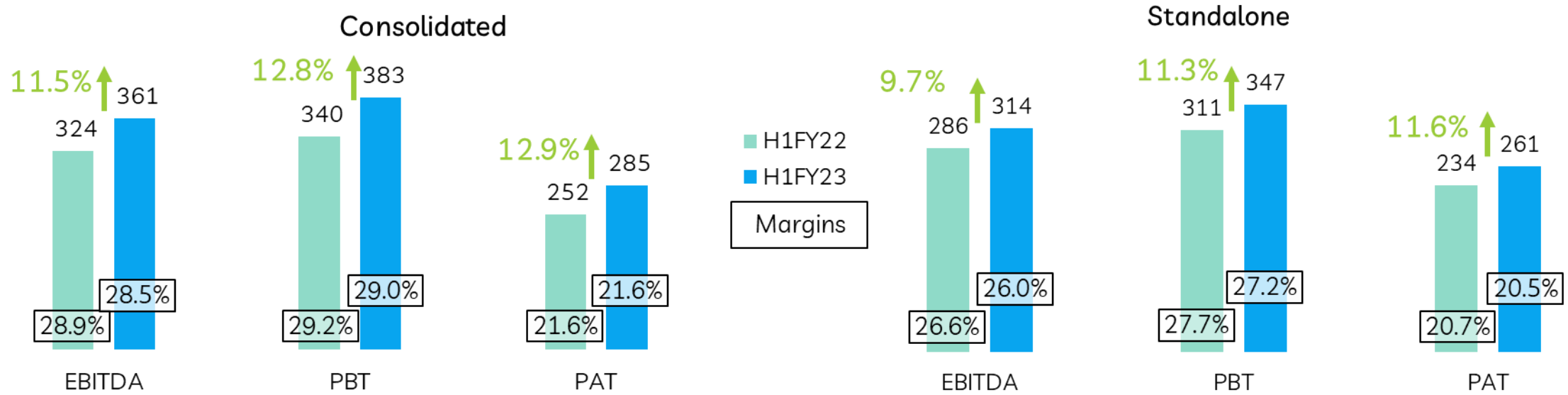


All segments except exports led to growth during the Half year

Consultancy, Leasing, Turnkey and REMC has shown growth

Profits for H1FY23

₹ in Crore



Increase in profits on account of increase in consultancy and turnkey

Margins remained range bound

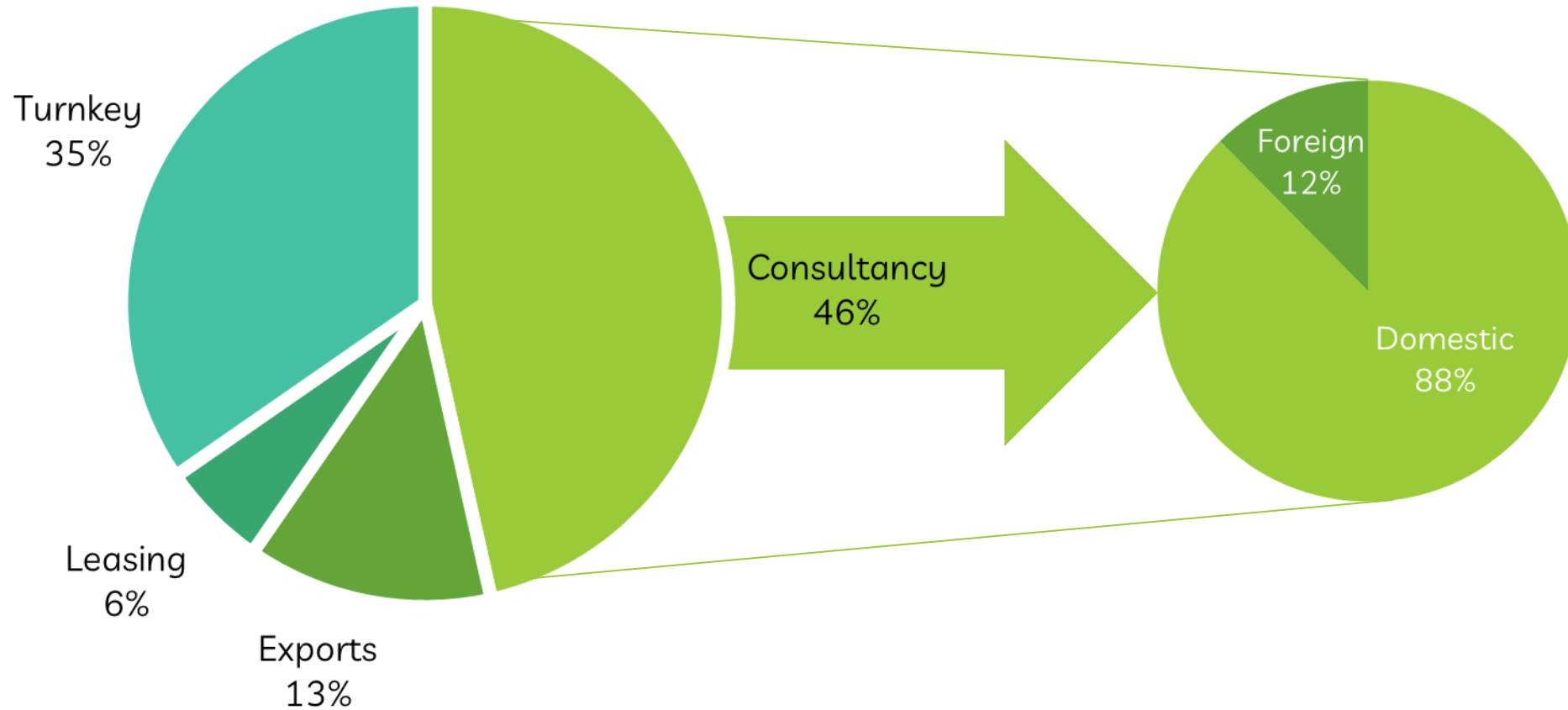
*EBITDA = PBT + Interest + Depreciation + Amortization – Other Income



Segmental Performance Q2FY23 & H1FY23

Segmental Mix H1FY23

₹ in Crore



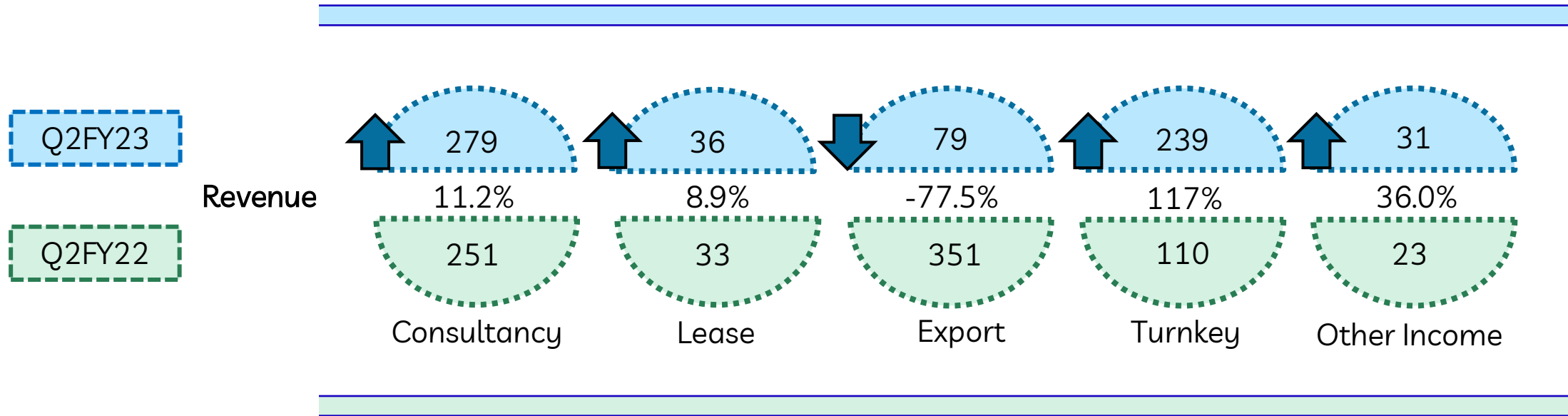
Consultancy remained the highest revenue and profit earning segment

Steadily increasing share of Foreign consultancy

Segmental Growth – Q2FY23 (Standalone)



₹ in Crore



Consultancy, lease, turnkey has shown growth on account of higher execution during the quarter

Exports has shown a dip as less exports were scheduled for this quarter

Turnkey has shown significant growth on account of kicking off phase 2 of turnkey works

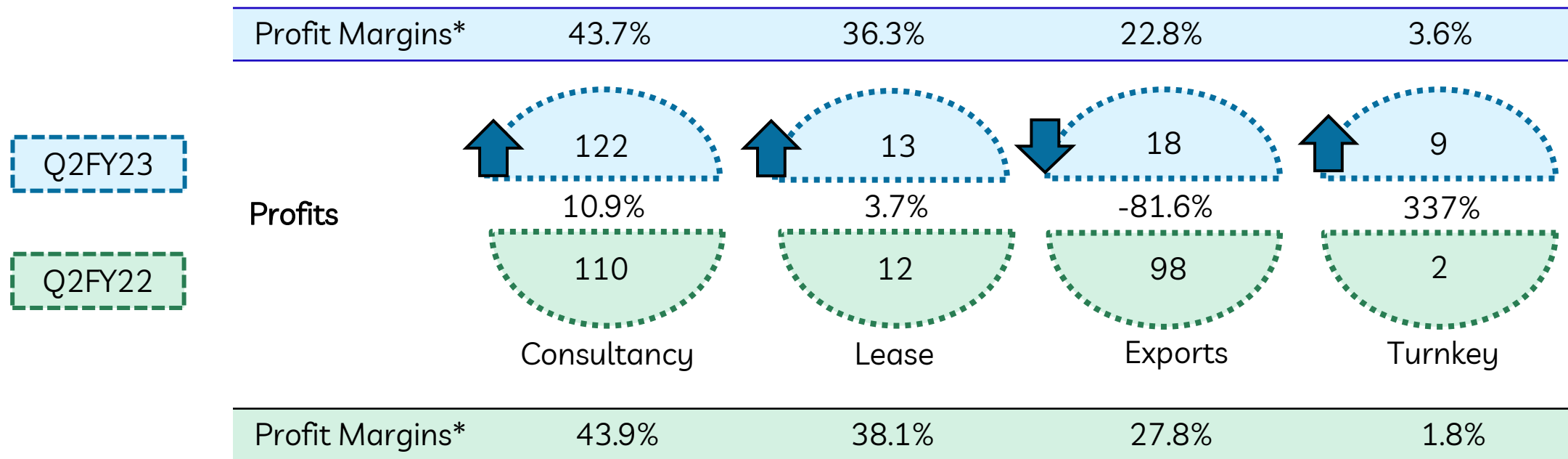
Sequential decrease in Foreign consultancy is on account of some projects not reaching their billing stages

Increase in Other Income is mainly attributable to increase in exchange variations earnings & dividend from REMC

Segmental Growth – Q2FY23 (Standalone)



₹ in Crore



Margins in all segments remained range bound

Exports profit and margins has shown a dip as less exports were scheduled for this quarter

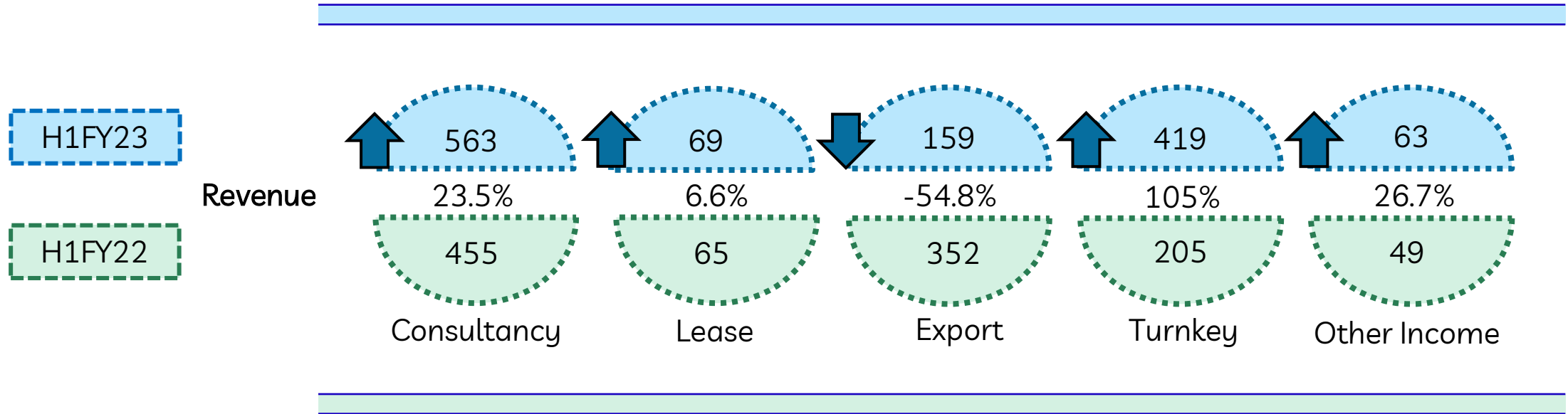
Turnkey profits & margins has shown significant growth on account of kicking off phase 2 of turnkey works

*Profit Margins don't include un-allocable expenses

Segmental Growth – H1FY23 (Standalone)



₹ in Crore



Consultancy, lease, turnkey has shown growth on account of higher execution during the quarter

Exports revenue decrease due to less exports scheduled for the H1

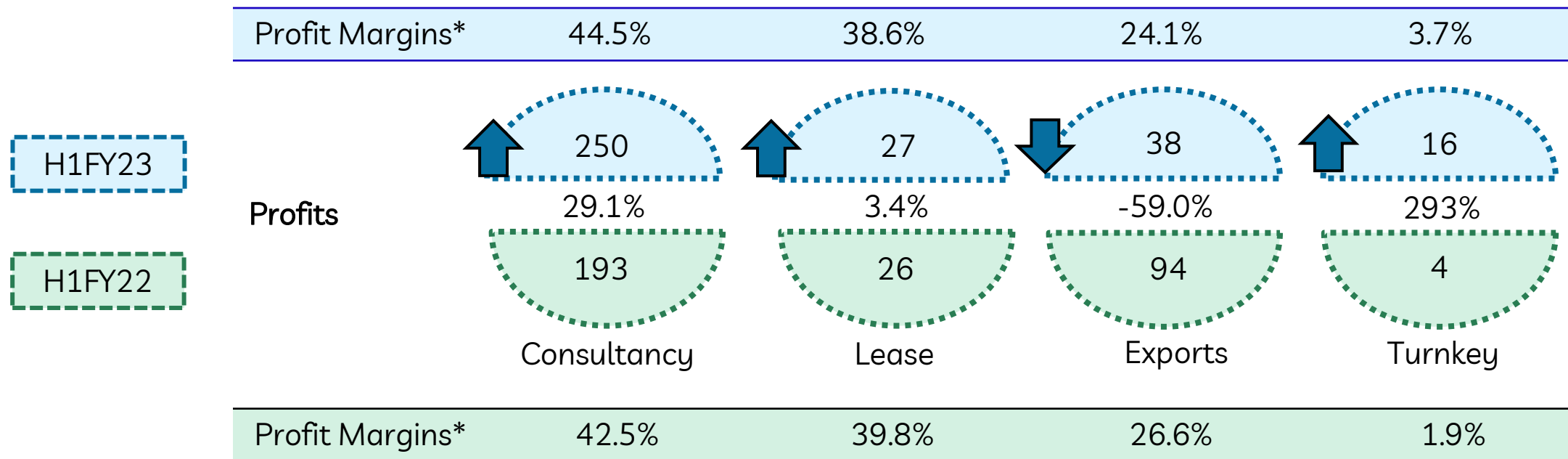
Focus on foreign consultancy revenue has led to higher growth in consultancy

Increase in other income can be mainly attributed to increase in exchange variations earnings

Segmental Growth – H1FY23 (Standalone)



₹ in Crore



Margins in all segments remained range bound

Exports' profit has shown a dip, however margins were maintained

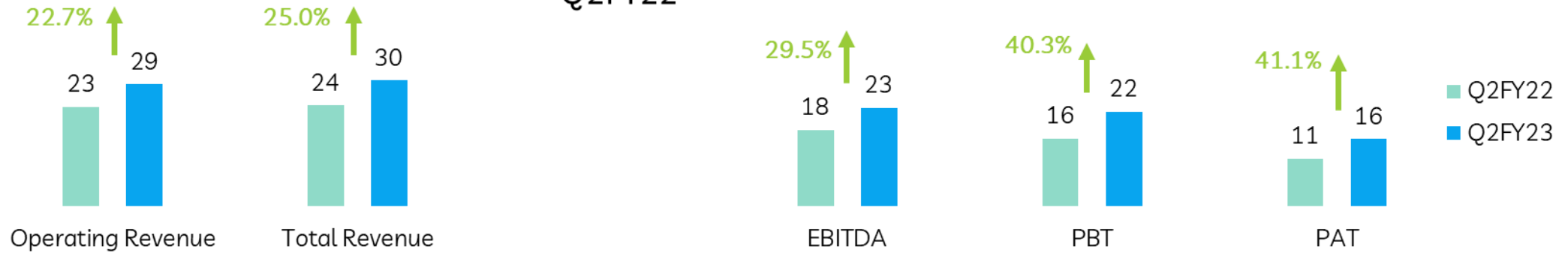
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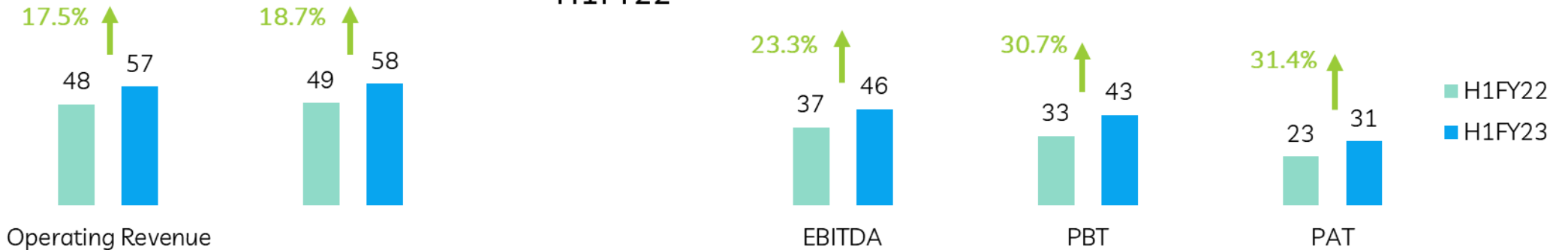
REMC Ltd Performance-Q2FY23

₹ in Crore

Q2FY22



H1FY22



Healthy performance on account of energy management activities in both quarter of H1FY23

Profit margins remained healthy during the period

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

निकास
EXIT

No Smoking Area



Smoking Here is an offence
BY OR



अभिकल्प
CENTRAL DESIGN OFFICE

Employee Productivity

Employee Productivity

₹ in Crore



Continuous rationalization of manpower to improve productivity



Senior Management with an avg. experience of 30+ years



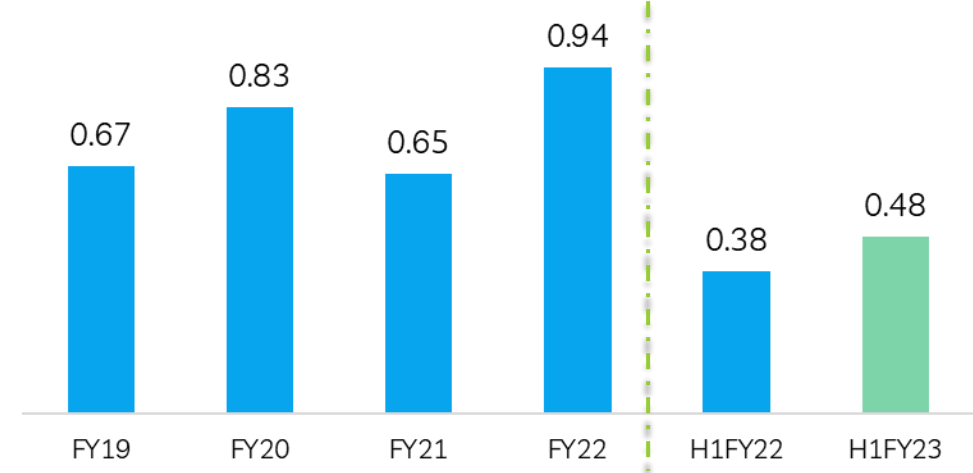
Experts in Engineering, Science, Finance, Economics etc. with a mix of regular, deputationists and contract employees



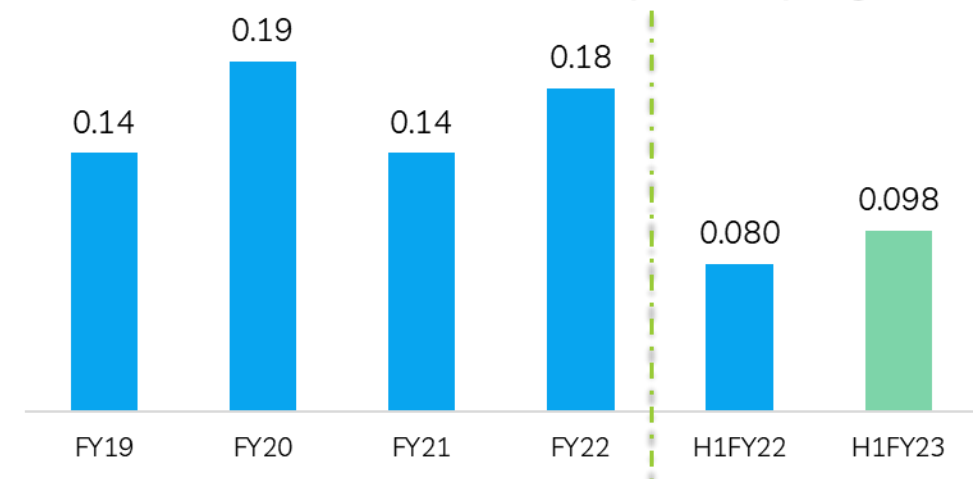
Approx 1,400 regular skilled engineers/professionals

Status	No. of Employees		
	30.09.2022	30.06.2022	30.09.2021
Regular	1760	1810	1893
Deputation	87	103	134
Contract	809	842	898
Total	2656	2755	2925

Revenue per Employee



Profit after Tax per Employee

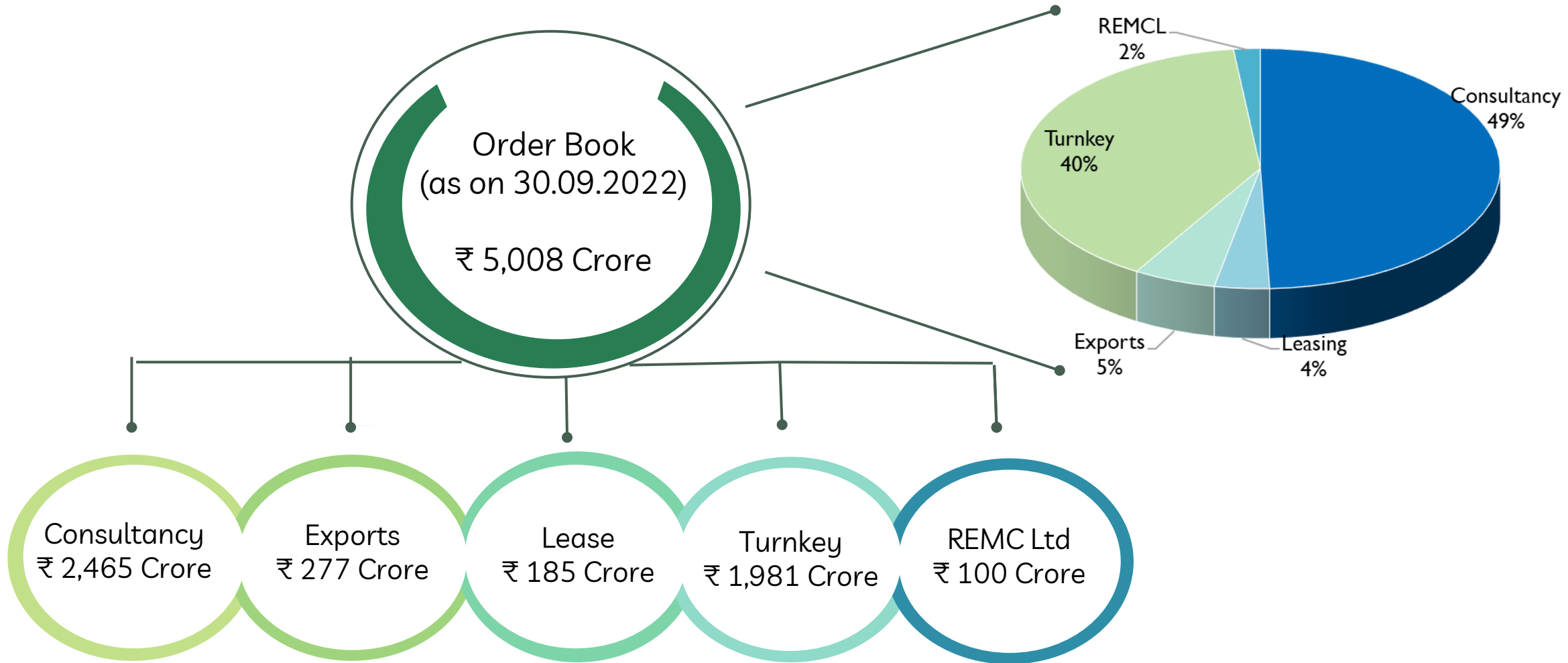


*Revenue and Profit per employee is on standalone basis



Order Book

Order Book



* Order book doesn't include the recently secured EPC order from BMRCL of ₹ 250

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

Major Projects Secured – Q2FY23

₹ in Crore

RITES secured more than 70 projects/contracts including extensions of more than ₹440 crore during Q2FY23.

	Project Scope	Amount	Client	Expected Completion Year
Turnkey	EPC- Redevelopment Kollam Railway Station	164	Indian Railways	2025
	General Engineering Consultant for Ahmedabad Metro Rail Project, Phase-II	42	Gujarat Metro Rail Corporation (GMRC) Limited	2025
Consultancy	Operation & Maintenance of Rolling Stock	19	NTPC	2024
	Detailed Design Engineering consultancy for yard remodelling work at Kalyan station	8	Central Railways	2023
	RTRS Track Alignment & Maintenance	6	TBRL	2025
Leasing	Lease of Locomotive	6	RCFL	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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