



Investor Presentation

Financial Results: Q1'FY21

Date: 11th August 2020



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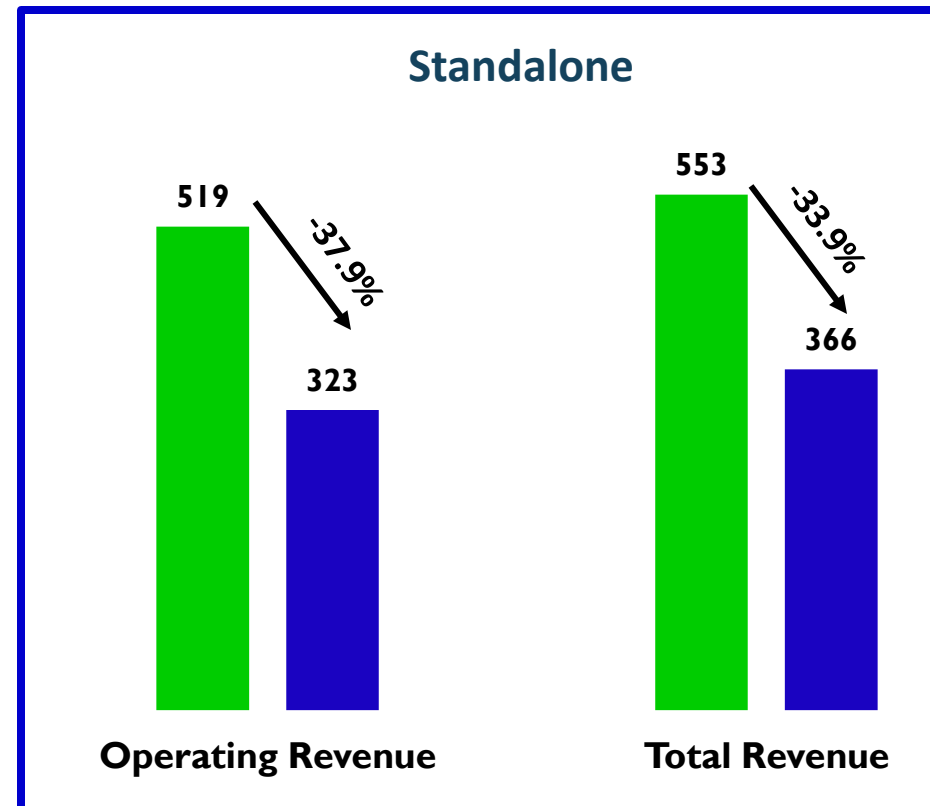
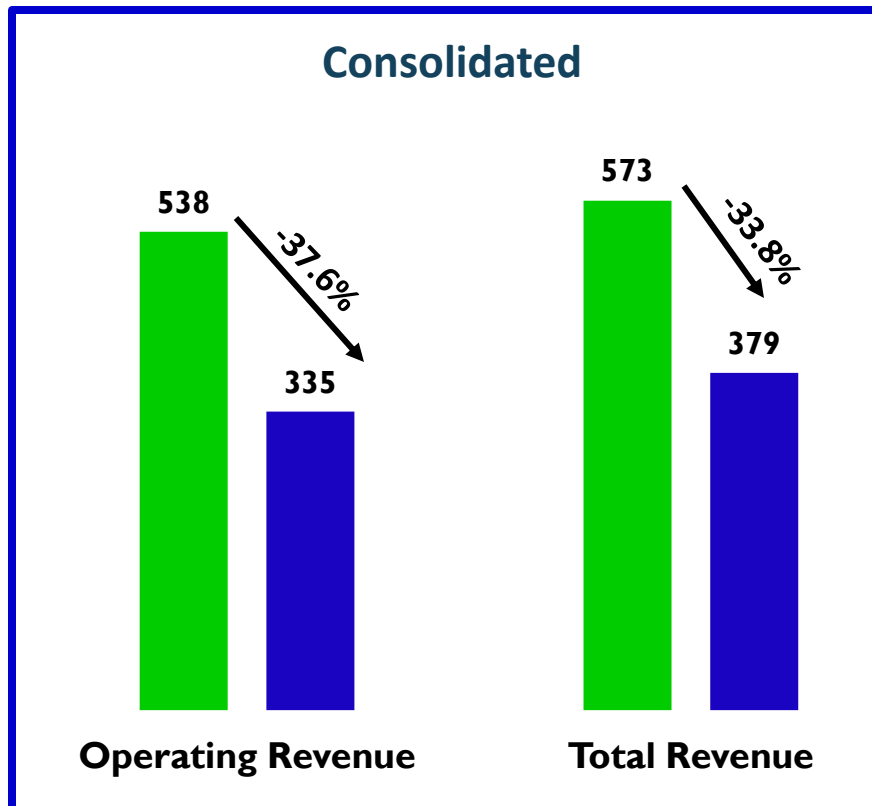


I. Financial Performance – Q1'FY21



Performance in an unprecedented quarter

₹ in Crore



■ Q1FY20
■ Q1FY21

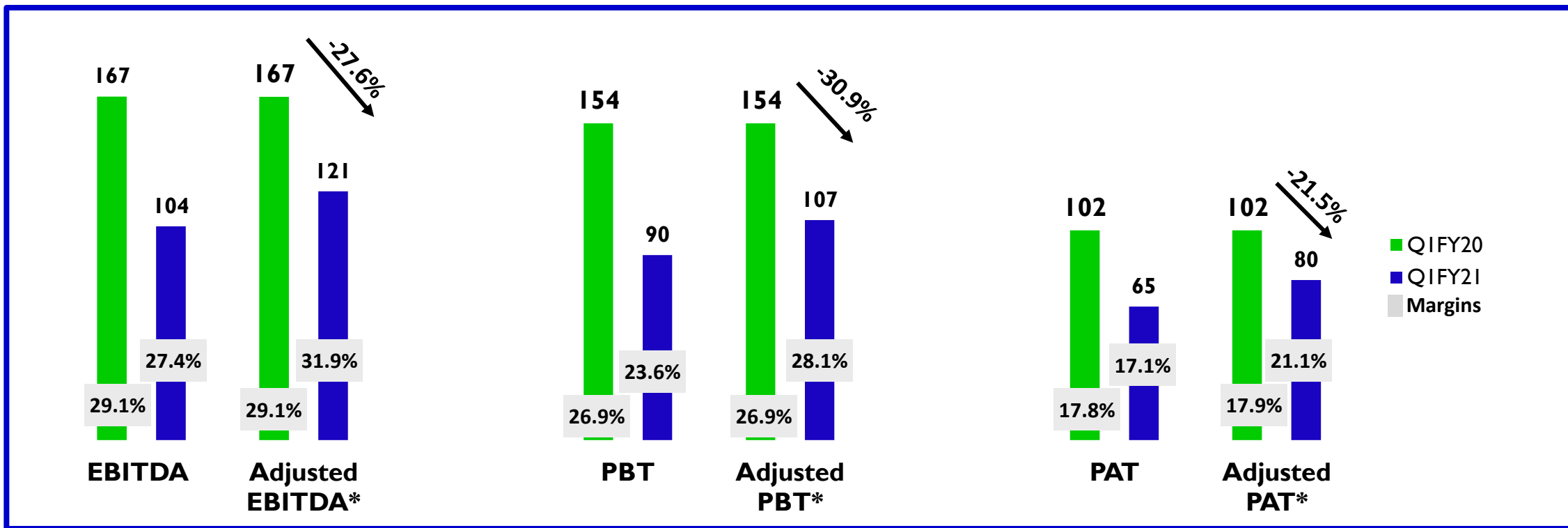
Decrease in revenue is mainly due to

- Less exports scheduled for Q1FY21 (approx impact of ₹128 crore)
- Disruptions in supply chain and restrictions imposed due to pandemic



Profits with Sustained Margins (Consolidated)

₹ in Crore



Sustained margins due to cost reduction measures, despite reduction in revenues

Employee cost, which is 41.3% of total cost in Q1FY21, was reduced by 9.5%

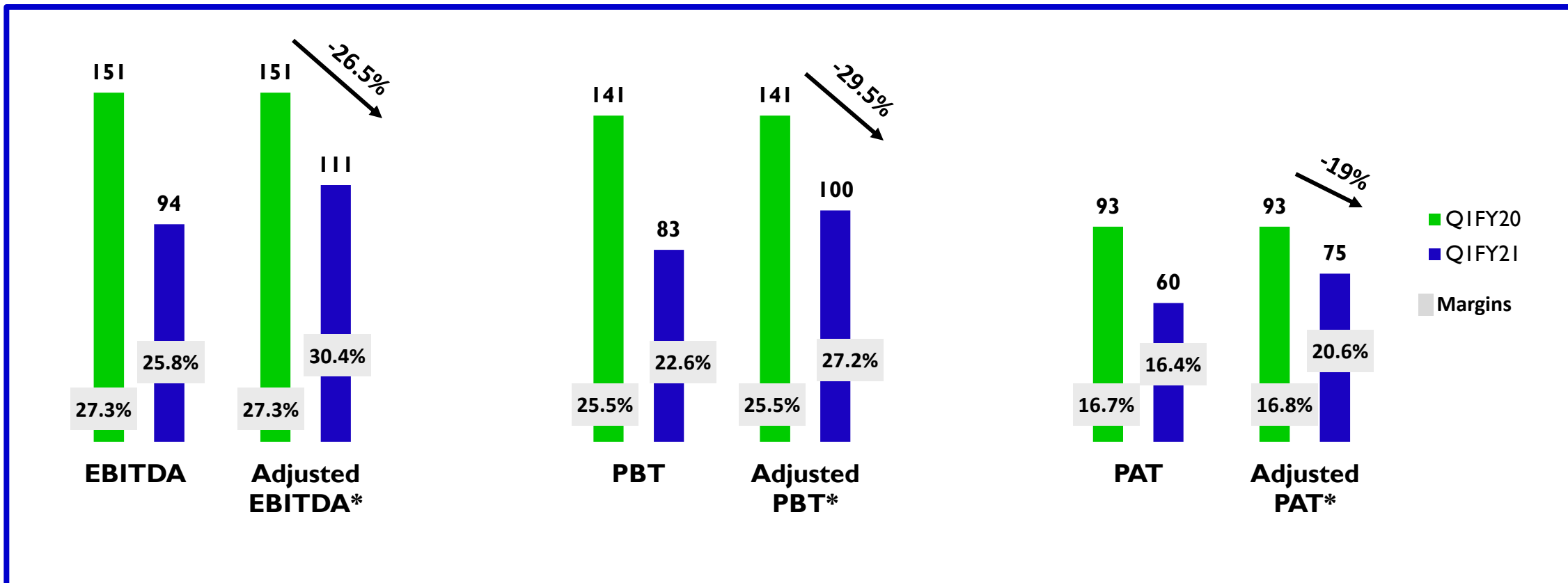
* For a better assessment, adjusted EBITDA and adjusted PBT are calculated after adding back CSR and donation expenditure of ₹ 17.15 crore for Q1FY21 and ₹ 0.32 crore for Q1FY20, similar calculations have been done for adjusted PAT after considering impact of taxes

**EBITDA = PBT + Interest + Depreciation + Amortization



Profits with Sustained Margins (Standalone)

₹ in Crore



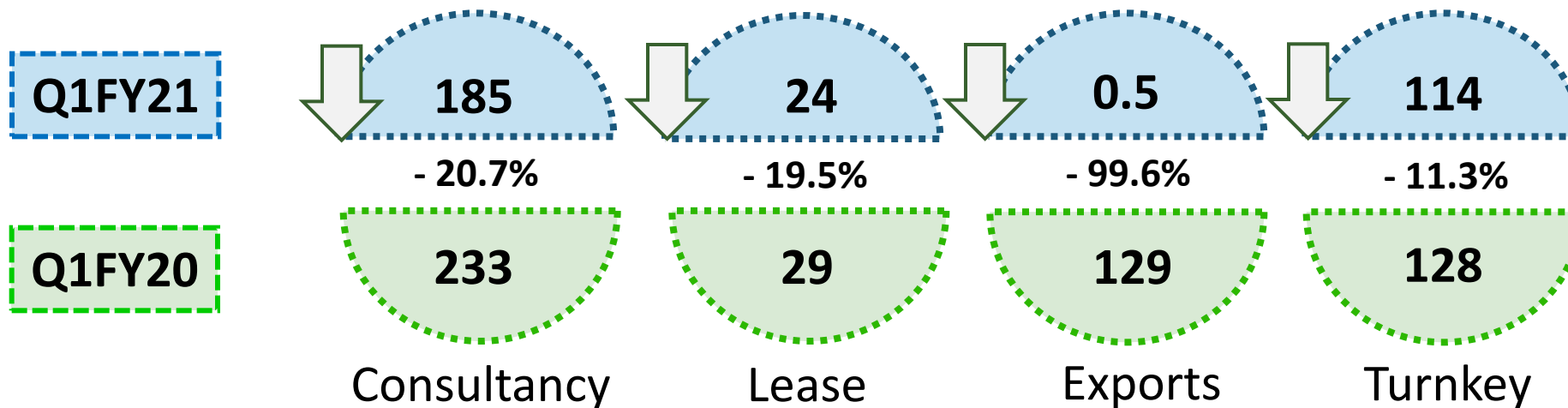
* For a better assessment, adjusted EBITDA and adjusted PBT are calculated after adding back CSR and donation expenditure of ₹ 16.92 crore for Q1FY21 and ₹ 0.32 crore for Q1FY20, similar calculations has been done for adjusted PAT after considering impact of taxes

**EBITDA = PBT + Interest + Depreciation + Amortization



Segmental Revenue (Standalone)

₹ in Crore



Consultancy and Turnkey Revenues were impacted due to lockdown, supply chain disruptions and travel restrictions

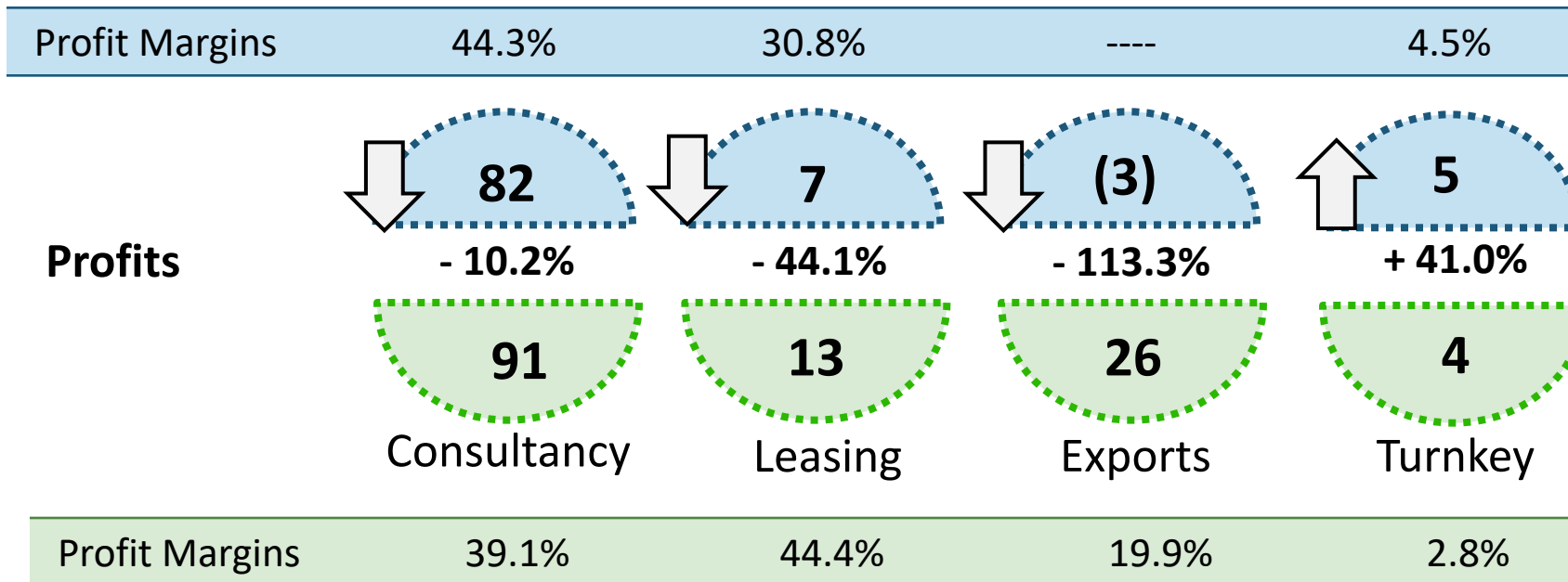
Less exports were scheduled for Q1FY21. Exports are scheduled for H2FY21

Leasing business affected due to stalled works at certain sites, ports etc. during lockdown



Segmental Analysis

₹ in Crore



Despite reduction in revenue, Consultancy and Turnkey segments have been able to maintain margins

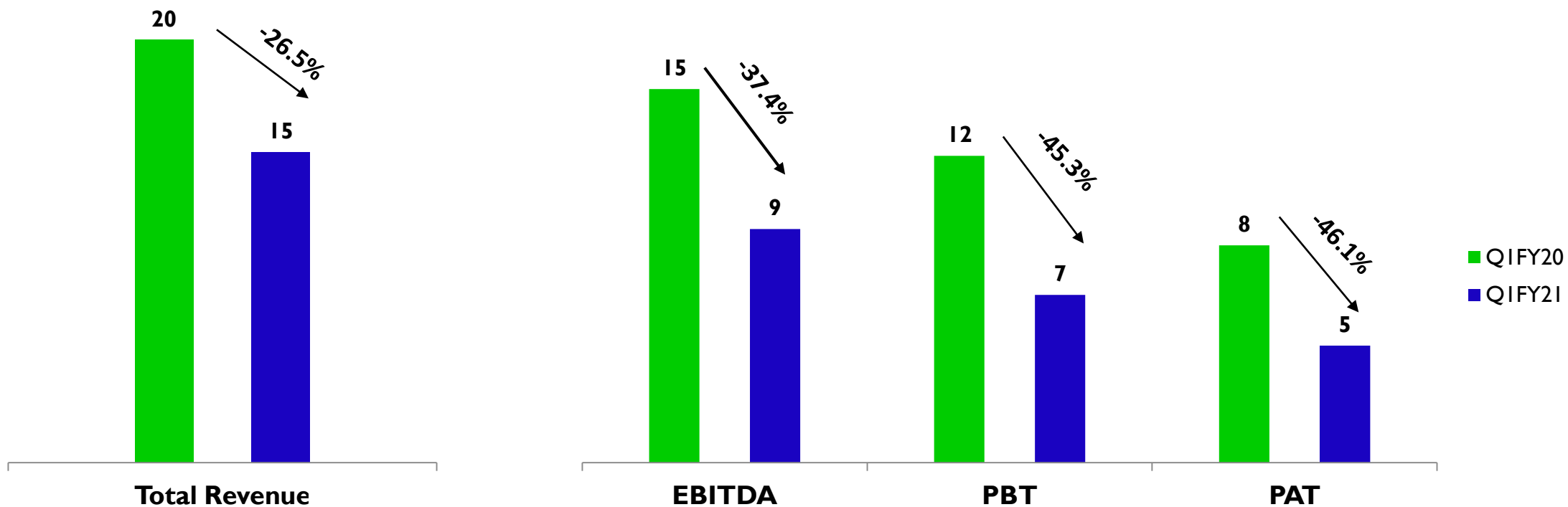
Leasing margins got impacted due to depreciation on locomotives

*Profit Margins don't include un-allocable expenses of ₹51.39 crore which includes CSR and Donation of ₹16.92 crore



REMCL Performance

₹ in Crore



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

Power generation through wind mill continued and resulted in growth of 51.7% over Q1FY20



Employee Productivity



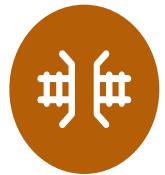
Continuous rationalization of manpower to improve productivity



FY20 Profit before Tax per employee stands at Rs. 27 lakh (Rs. 20 Lakh in FY19)



Senior Management with an avg. experience of 33+ years



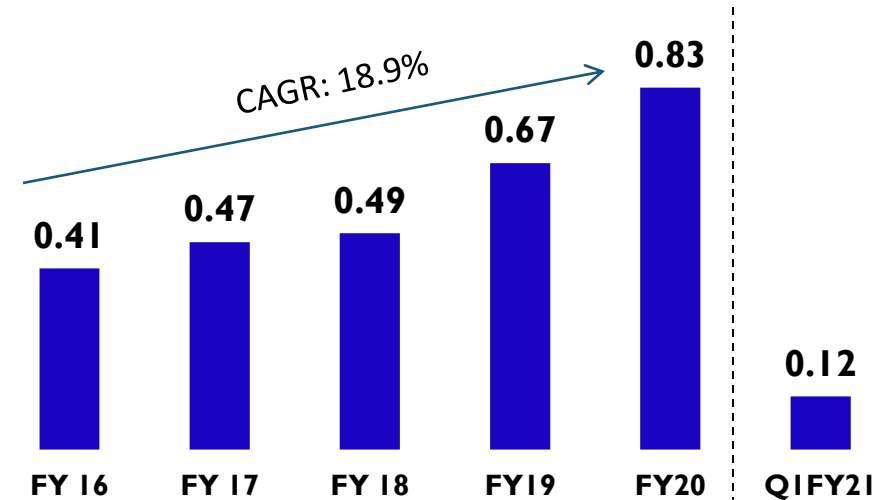
Experts in Engineering, Science, Finance, Economics etc. with a mix of regular, deputationists and contract employees



Approx 1,500 regular skilled engineers/ professionals

₹ in Crore

REVENUE PER EMPLOYEE (STANDALONE)



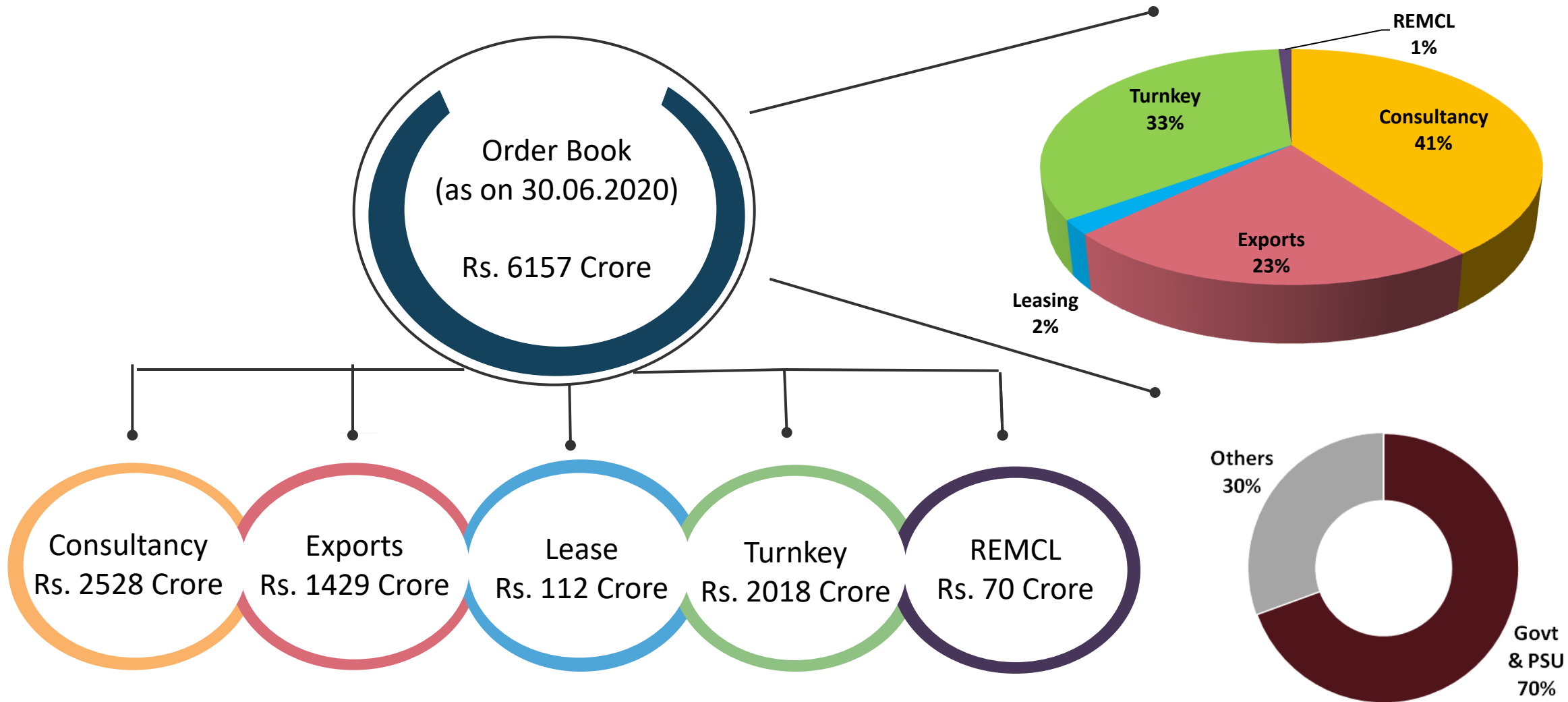
Status	No. of Employees	
	30.06.2019	30.06.2020
Regular	1986	1942
Deputation	166	146
Contract	1161	1006
Total	3312	3094



2. 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 after considering Covid-19 Impact



Major Projects Secured during Q1FY21

₹ in Crore

RITES secured more than 60 projects/contracts including enhanced scope during Q1FY21.

Signed 5 year MOU with Coal India for providing Rail Infrastructure services

	Project Scope	Amount	Client	Expected Completion
Consultancy	DPR for 3 Highway Tunnels in Ladakh & Himachal Pardesh	54.57	National Highways & Infrastructure Development Corporation Ltd	FY23
	PMC for construction of railway siding & marshalling yard	29.12	Telangana State Power Generation Corporation Limited	FY23
	Technical Review of Transport (Road & Bridges) Infra	24.86	Kerala infrastructure & Investment Fund Board	FY22
	Modification of S&T work at Sarla station	7.84	East Coast Railways	FY22
	Renovation of existing Railway siding	5.36	Bharat Coking Coal Limited	FY22
	Onboard monitoring of Rolling Stock	4.85	DFCCL	FY23
	FSR & DPR for development of additional Rail Infrastrcture at AMRAPALI	4.82	Central Coalfield Limited	FY21



3. Outlook for FY20-21



Pandemic Impact & Business Outlook

- 01** May impact the earnings and profits for H1FY21
- 02** Adequate order book for execution for 2-3 years
- 03** Certain order inflows shifted by few quarters
- 04** Strategic focus on international projects, exports and domestic mega projects including NIP
- 05** Strong financial health



- 01** Business environment may improve in H2FY21
- 02** Focus on execution of orders while maintaining margins
- 03** Order inflow continued; Contract discussions and finalisations through VC
- 04** Focus on building order book
- 05** Moderate revenue growth expected for FY21 with positive long-term business outlook



Thank You
