



No. RITES/SECY/NSE

Date: May 25, 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: Investor Presentation regarding Audited Financial Results of Quarter and Year ended on 31st March, 2022

Dear Sir/ Madam,

Please find enclosed herewith Investor Presentation regarding Audited Financial Results of Quarter and Year ended on 31st March, 2022.

You are requested to take this information on record.

Thanking you,

Yours faithfully,
For RITES Limited


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



Investor Presentation

Financial Results: Q4FY22 & FY22

24th May 2022

Safe Harbor

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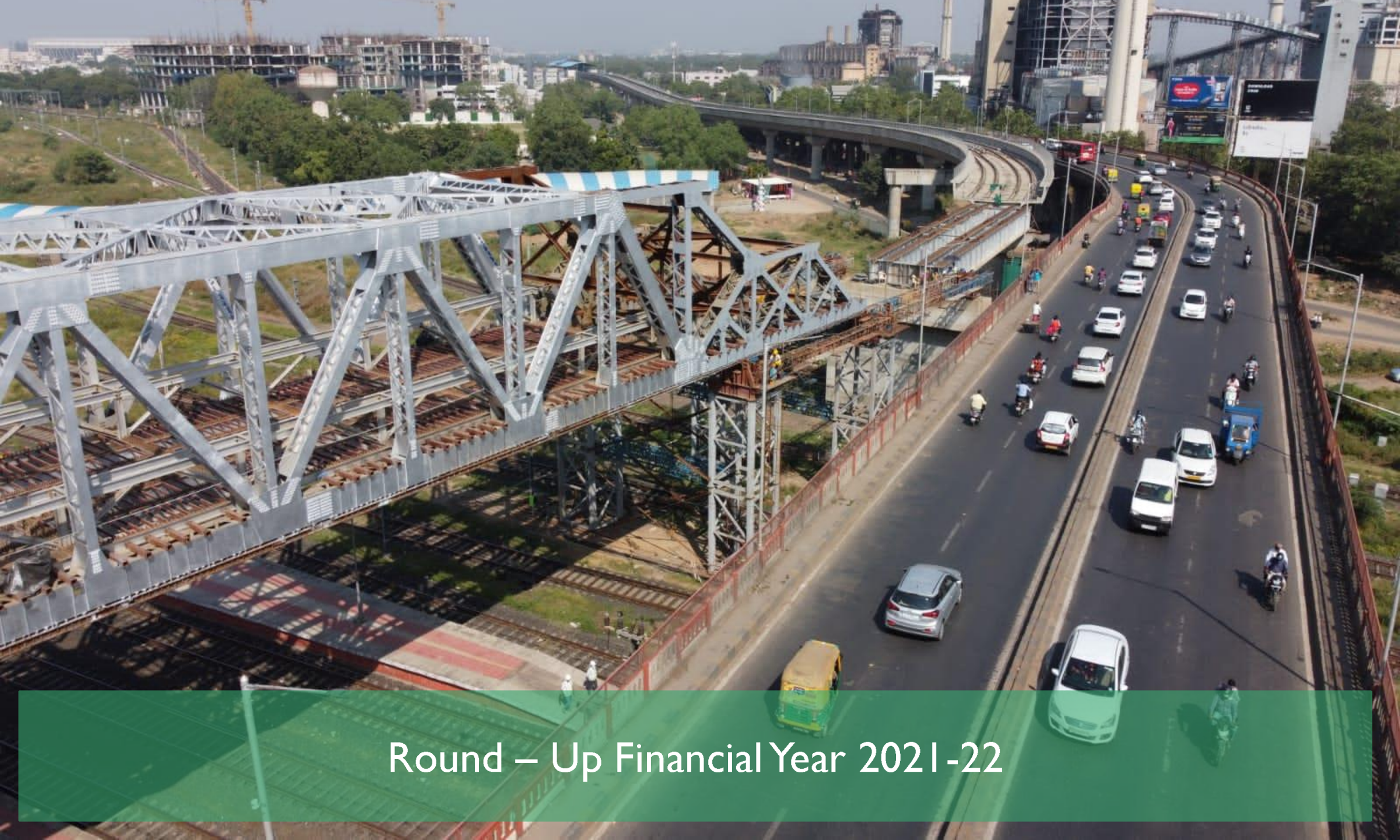
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Content

- Round-up of FY22 4
- Financial Performance 6
- Order Book 19



Round – Up Financial Year 2021-22

Snapshot FY22



Revenue up: Highest-ever operating turnover of Rs. 2575 crore

Enhancing Exports: Achieved Rs. 1000 crore of Exports, including services

New Orders: Order book at Rs. 4939 crore with new orders of more than Rs. 1700 crore

Project Updates: Secured Railway consultancy work in Bangladesh and extension works for Mauritius Metro

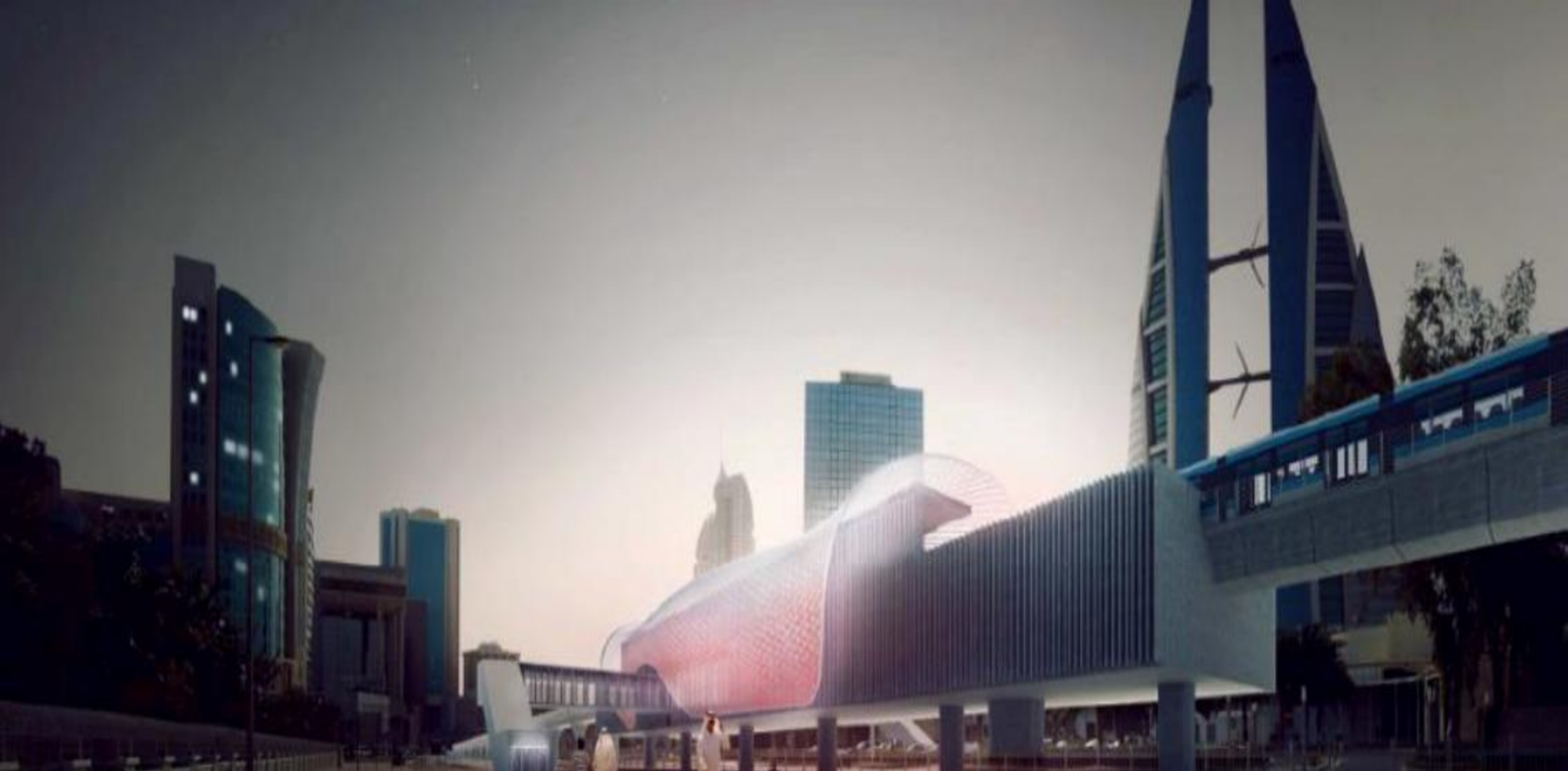
Expanding footprints: Secured its first contracts (metro work) in Bahrain and Nigeria (Road & Helipad work)

The collaborations: MoU with SMEC, IITs, Tata Steel & BEML

Picking up: Export of coaches and DEMUs to CFM Mozambique started

Execution: Completed supplies of 160 coaches and 2 DEMUs to Sri Lanka

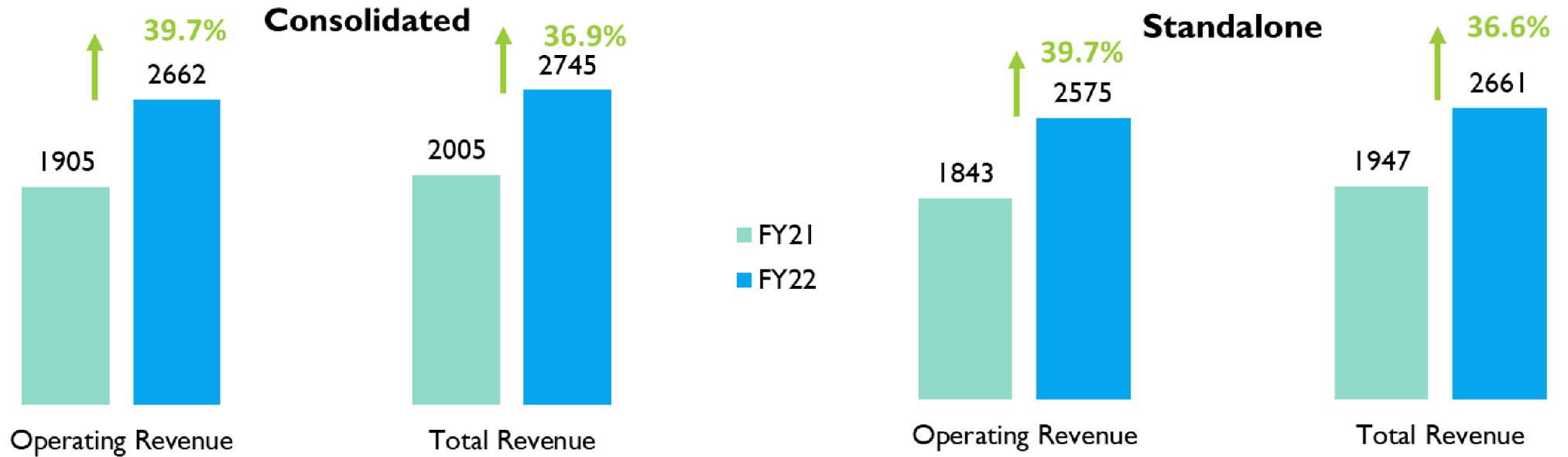
Dividend: Rs. 17 per share for the year



Financial Performance Q4FY22 and FY22

Performance During FY22

₹ in Crore

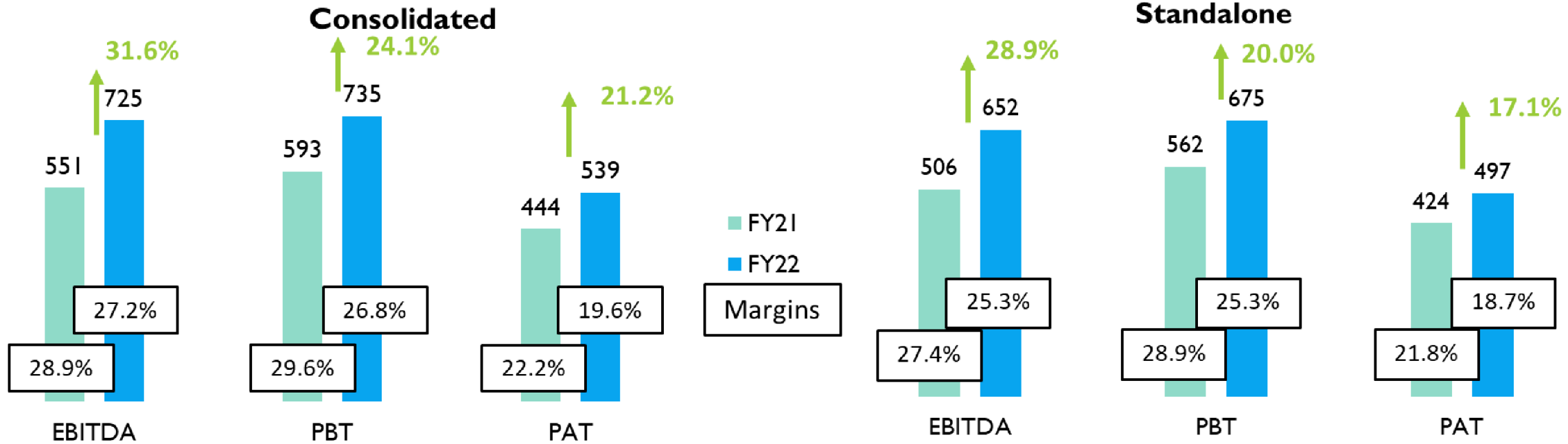


Consultancy, Leasing and Energy Management reached the Pre-Covid levels

Achieved highest-ever exports revenue during FY22

Profits for FY22

₹ in Crore



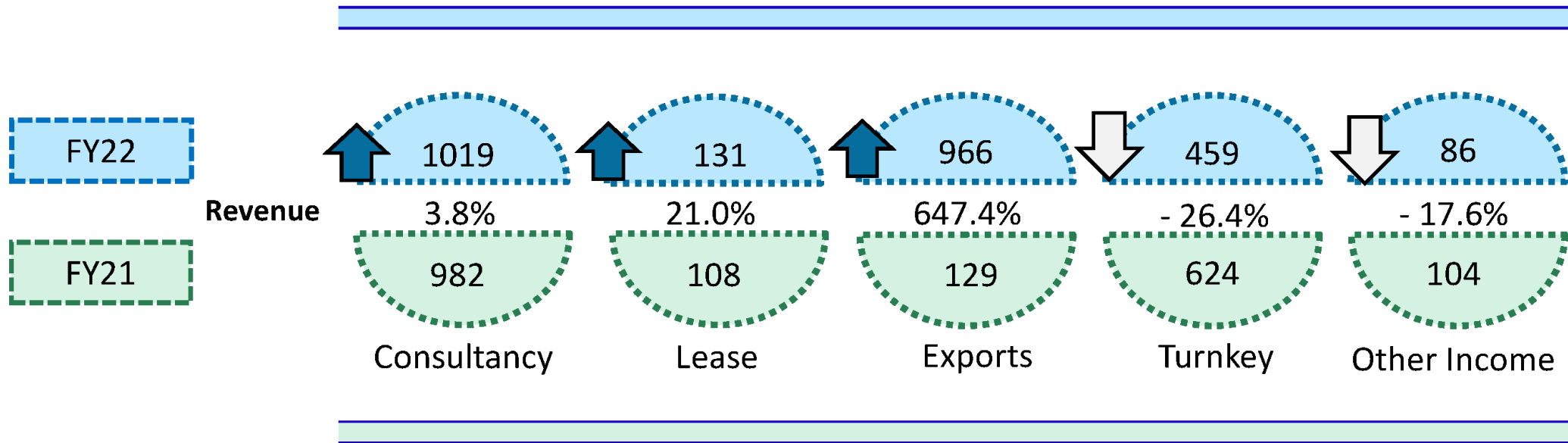
Profits increased on account of increase in revenue in all segments except turnkey

EBITDA and PBT margins remained range bound

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

Segmental Growth (Standalone)

₹ in Crore

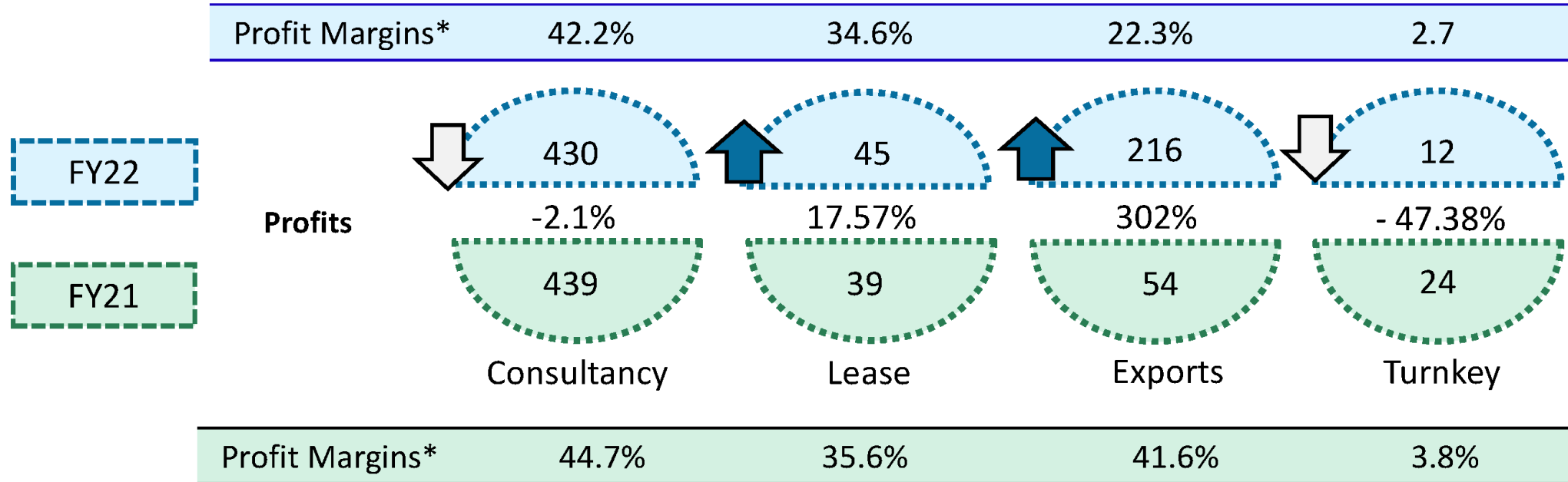


Segmental revenue reached pre-covid levels

Highest ever revenue in Exports and Domestic Leasing

Segmental Growth (Standalone)

₹ in Crore



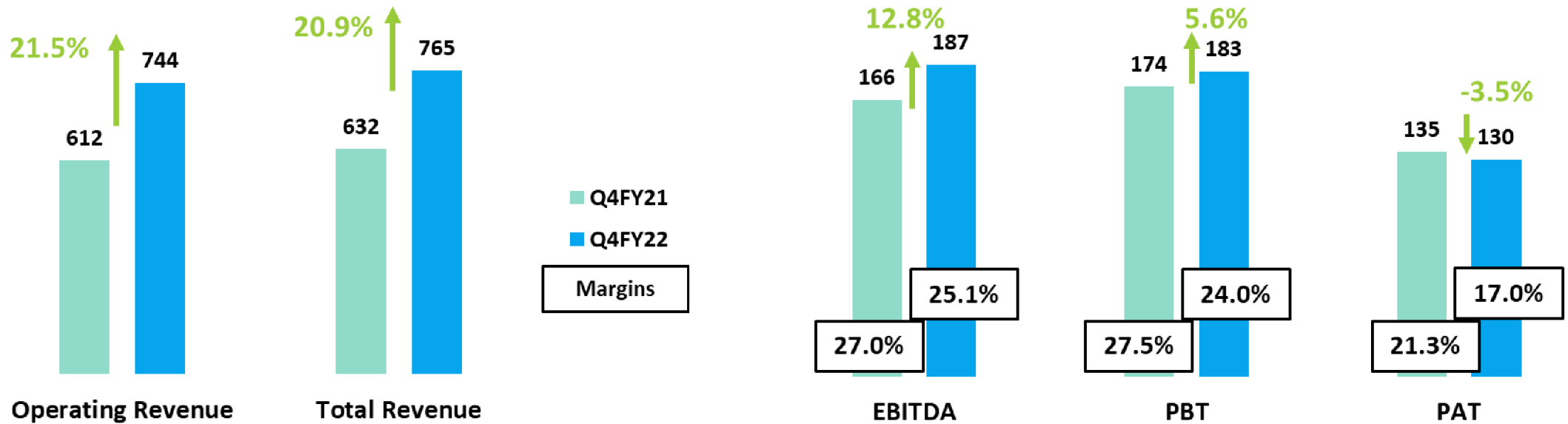
Higher revenue in foreign consultancy, exports and leasing led to higher overall profits

Profit margins remained range bound

*Profit Margins don't include un-allocable expenses & finance cost

Q4FY22 at a Glance (Standalone)

₹ in Crore



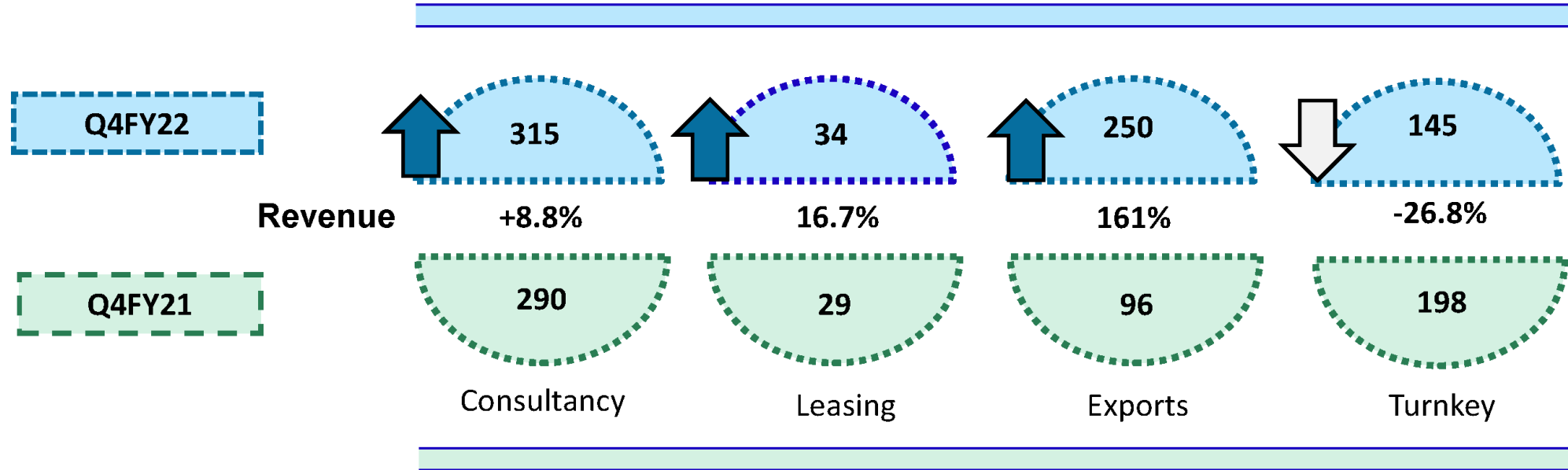
Revenue up on account of strong performance by all segments

Slight decrease in PAT is on account of change in tax outflow on account of recent clarifications

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

Segmental Analysis (Revenue - Q4FY22)

₹ in Crore

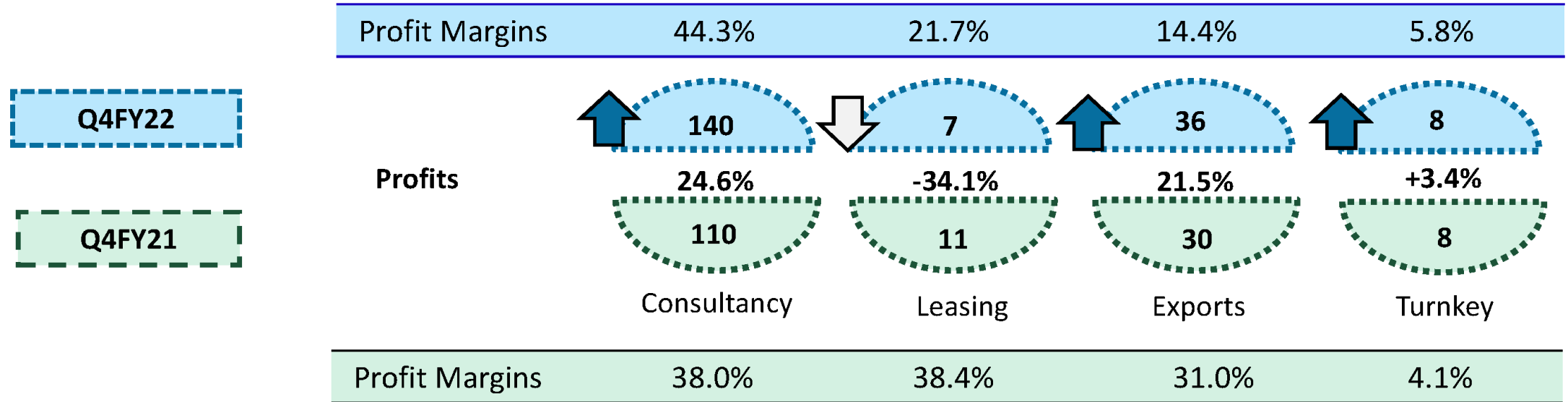


Consultancy, Leasing and Exports has shown strong growth

Most of the 1st phase of turnkey works completed, 2nd phase has started picking up during Q4FY22

Segmental Analysis (Profits - Q4FY22)

₹ in Crore



Consultancy growth on account of foreign and QA business

Leasing profits moderated on account of overhauling of Locomotives leading to increased technical life

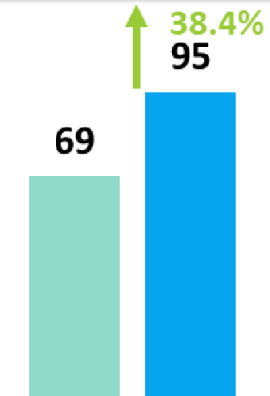
Exports profits moderated on account of adjustment of escalation demand by manufactures

*Profit Margins don't include un-allocable expenses & finance cost

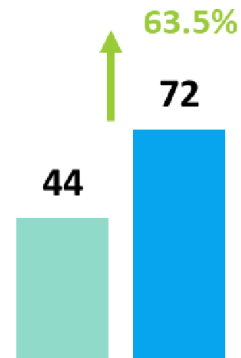
REMC Ltd Performance

₹ in Crore

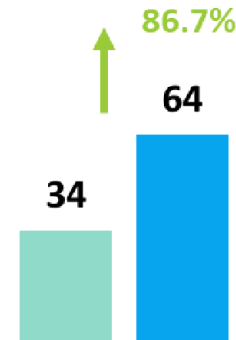
Financial Year



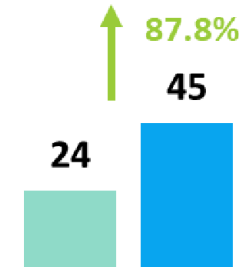
Total Revenue



EBITDA



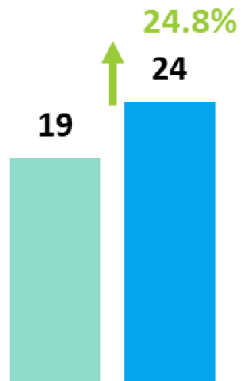
PBT



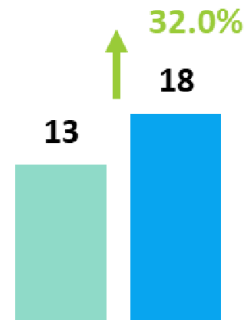
PAT

FY21
FY22

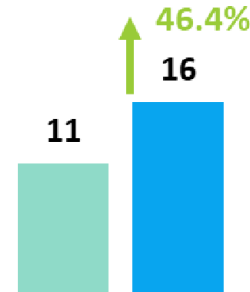
4th Quarter



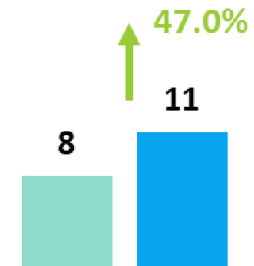
Total Revenue



EBITDA



PBT



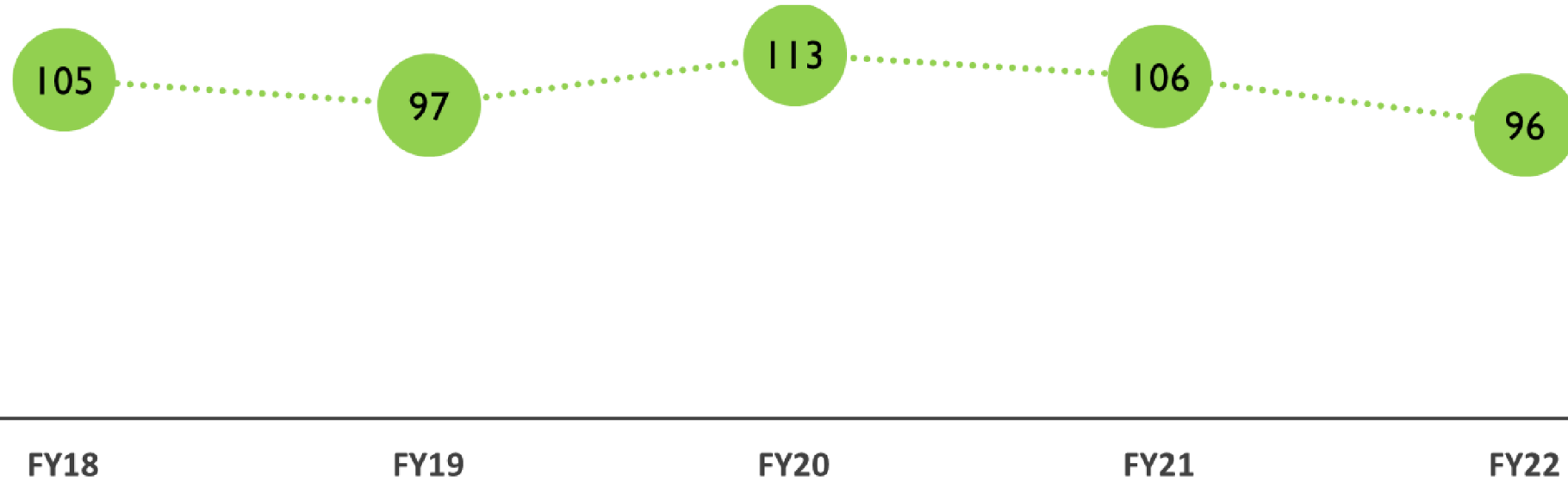
PAT

Q4FY21
Q4FY22

- Highest ever revenue and profits
- Healthy yearly performance on account of both wind generation and energy management activities

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

Trade Receivable in Days (Standalone)



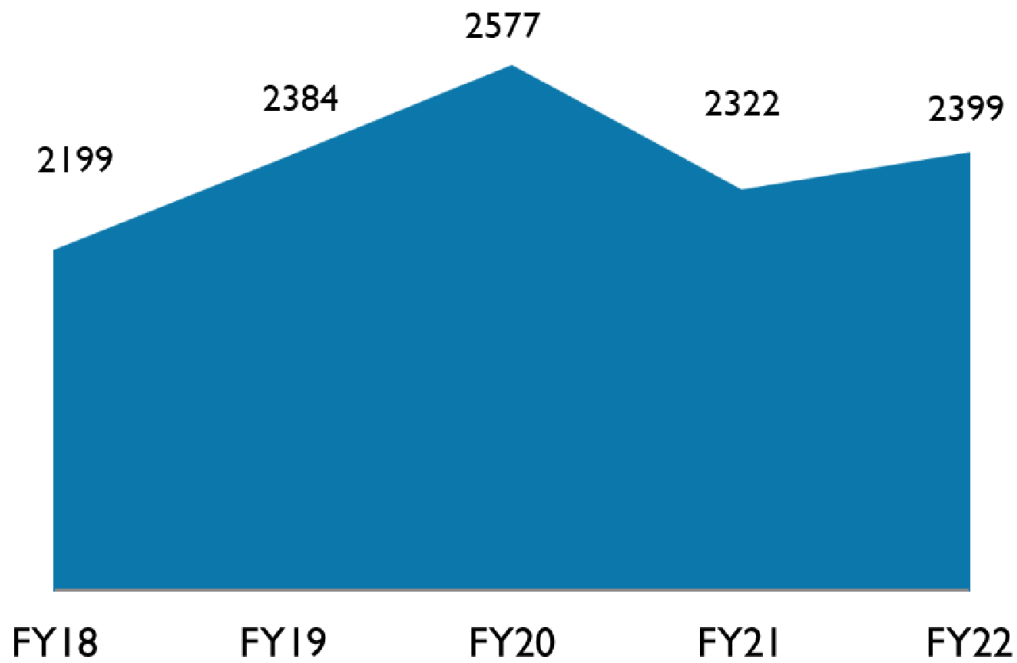
- Debtor days improved over last year and remained within the guided range

* Debtor days are net of provisions

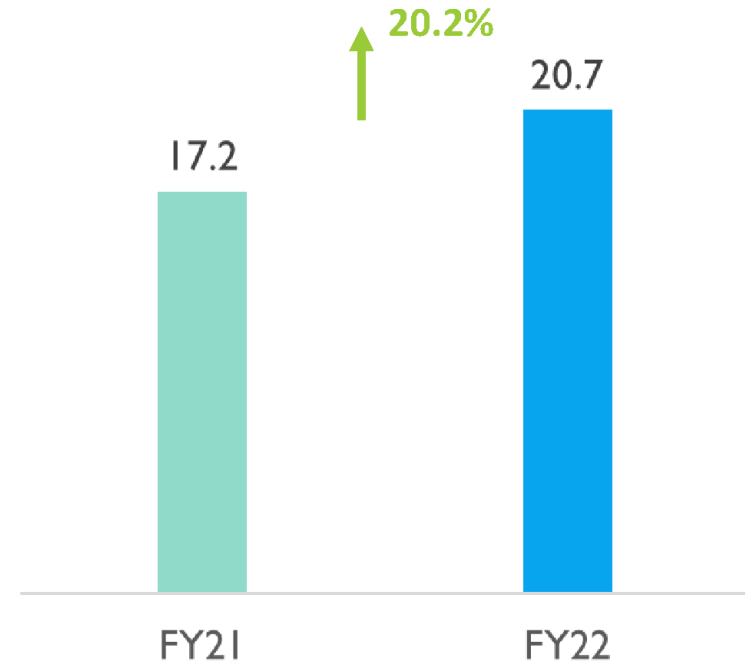
Value Generation for Investors (Standalone)



Networth (₹ in Crore)



EPS (₹)

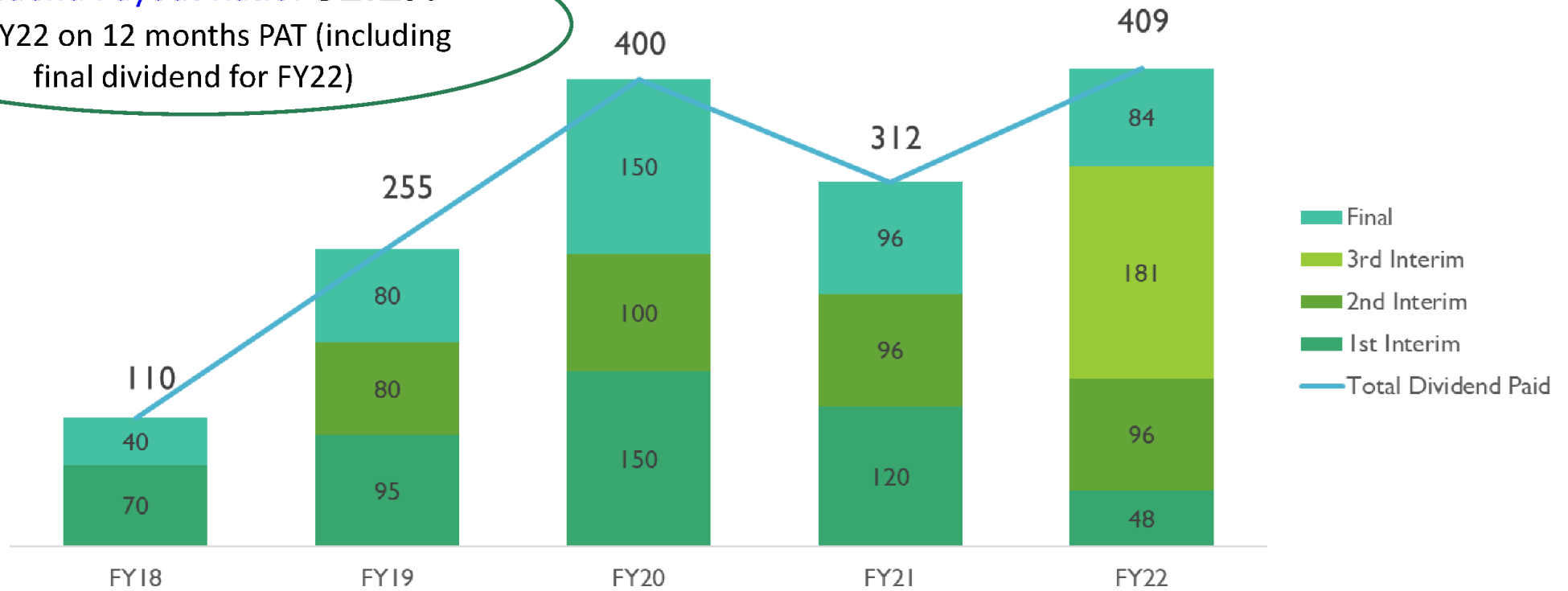


Decrease in Net worth in FY21 is due to return of ₹257 crore of surplus cash to shareholder through Buy Back

Dividend Apportioned

₹ in Crore

Dividend Payout Ratio: 82.2%
for FY22 on 12 months PAT (including final dividend for FY22)



₹ 84 crore (₹ 3.5 per share) of Final dividend for FY22 has been recommended and will be paid in FY23, subject to approval of shareholders

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

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

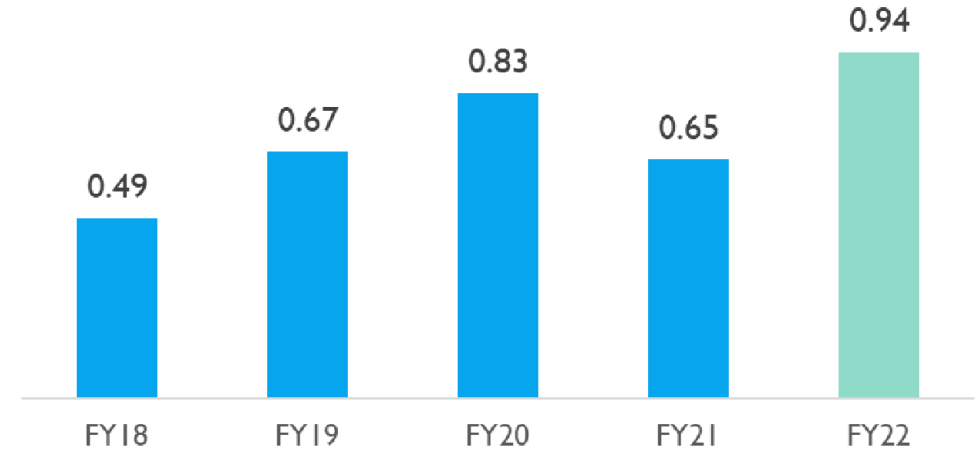


Approx 1,400 regular skilled engineers/professionals

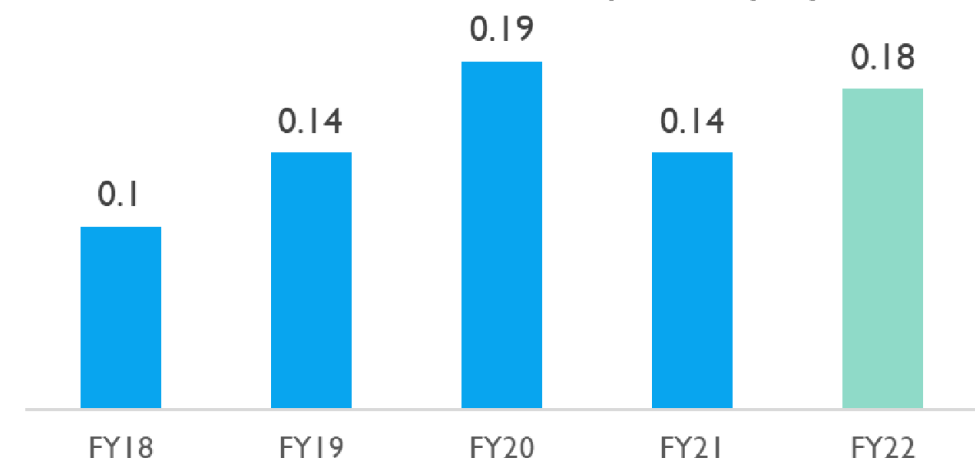
Status	No. of Employees	
	31.03.2022	31.03.2021
Regular	1845	1919
Deputation	120	132
Contract	870	919
Total	2835	2970

₹ in Crore

Revenue per Employee



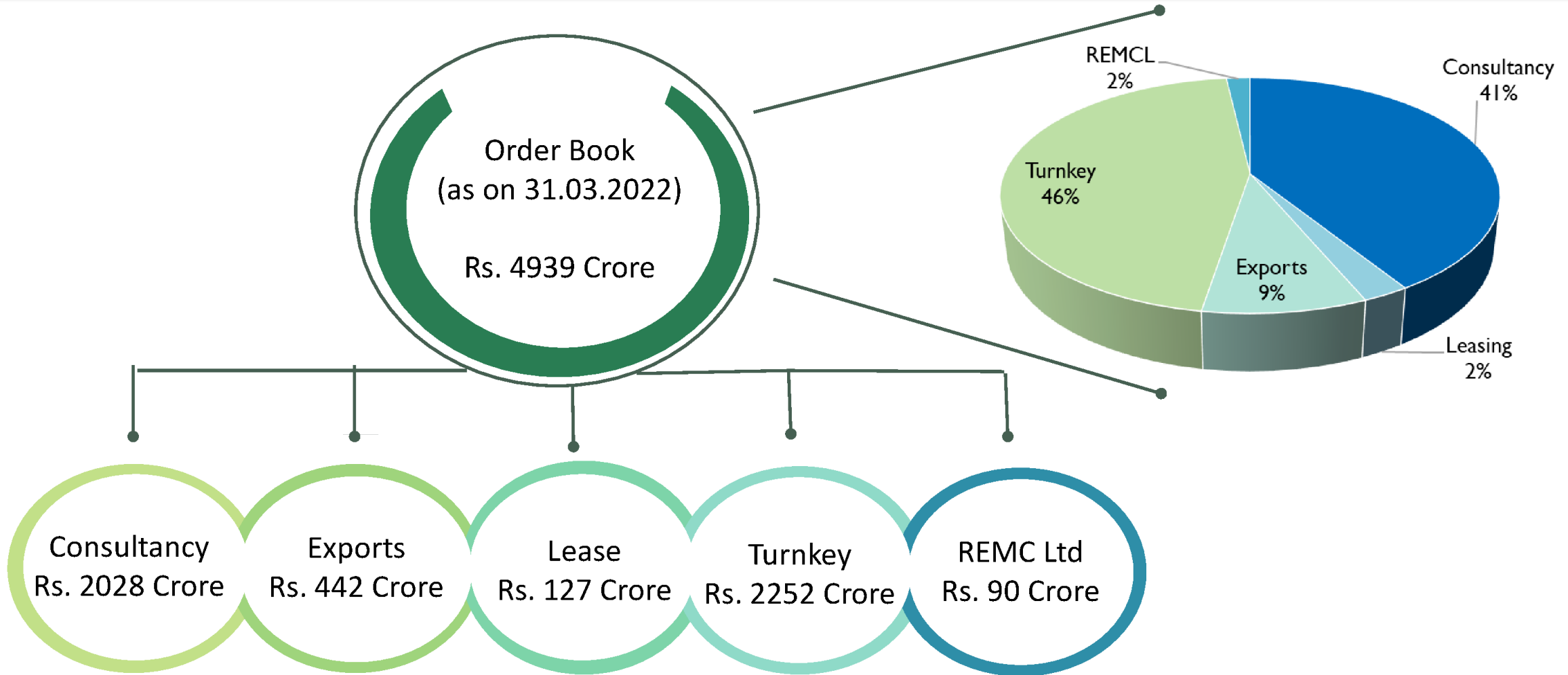
Profit after Tax per Employee





Order Book

Order Book



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

Major Projects Secured - Q4FY22



₹ in Crore

RITES secured more than 150 projects/contracts of more than ₹1700 crore during FY22.

	Project Scope	Amount	Client	Expected Completion Year
Consultancy	PMC for Central University Ph-I	15	Central University, AP	2024
	Operation & Maintance of Rolling Stock	14	Kolkata Port Trust	2027
	DPR for 4-Lane of Kharagpur-Moregram Road	8	NHAI	2022
	PMC for Retractable OHE at Kusmunda Stage III	6	South-Eastern Coal Field	2024
	PMC for Siding at Korba Coalfields	5	South-Eastern Coal Field	2023
	Final Location Survey for broad gauge line from Rangpo to Gantok	5	Indian Railways	2022



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