





# **Investor's Highlights Q2 FY 23**

Integrated Urban Development and  
Infrastructure Consultants

## Disclaimer

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- This presentation contains certain forward looking statements concerning REPL's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements.
- The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition, economic growth in India, ability to attract and retain highly skilled professionals,
- Government policies and actions with respect to investments, fiscal deficits, regulations, etc interest and other fiscal costs generally prevailing in the economy.
- Past performance may not be indicative of future performance.
- The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company



# Cost Optimization and Enhancing Efficiency for better profitability

## Consistent Profitability

- Company is regularly demonstrating the consistent profitability.
- Company has positioning itself as a knowledge house for providing end to end solutions to diverse sets of clients in order to gain more of their wallet share.

## Collaborative work

- Dynamic team comprises of strong domain knowledge consultant to cater growing demand and requirements of clients

## Building Block of Order book

- Order Book as on date : INR 397+ crs

## Revenue

- The company reported revenue from operation of INR 17+crs in second quarter ended on 30<sup>th</sup> September 2022

## Operating Margin %

- The company demonstrated better margin % by taking various cost measure initiatives.



# Robust Order book (1/2)

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## GIS & Urban Planning

- City Development Plan, Meerut (U.P.)
  - City Development Plan (CDP) of Meerut for Meerut Development Authority
- GIS Mapping in Greater Noida Master Plan 2041
  - Review of the existing plan along with situation analysis, vision planning, stakeholder's consultation, draft perspective plan, master plan, zonal development plans, zoning regulations and action plan

## Water Supply Scheme under Jal Jeevan Mission

- DPR for Water Supply and Sewerage Schemes
  - AMRUT 2.0 for 20 ULBs in M.P.
  - 7 DPR for water supply schemes in Katwa Sub-Division, W.B.
- Monitoring of JJM implementation program in 10 districts of Jammu Division



## Robust Order book (2/2) ... Continue

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### PMAY-Urban Affordable Housing

- Providing the technical consultancy in Urban affordable housing
- Extensively involved on PMAY projects in multiple states of the country

### PMC in Real Estate

- Unitech, Gurugram
  - PMC of 23 projects including Nirvana Country-II, Uniworld Resorts & others. Consultancy in preconstruction stage includes verification of existing status, foreclosure of existing contracts, preparation of new DPR & tender documents.
- Projects by UP-RERA in Gr. Noida
  - Appointed as third-party consultant for projects in Greater Noida

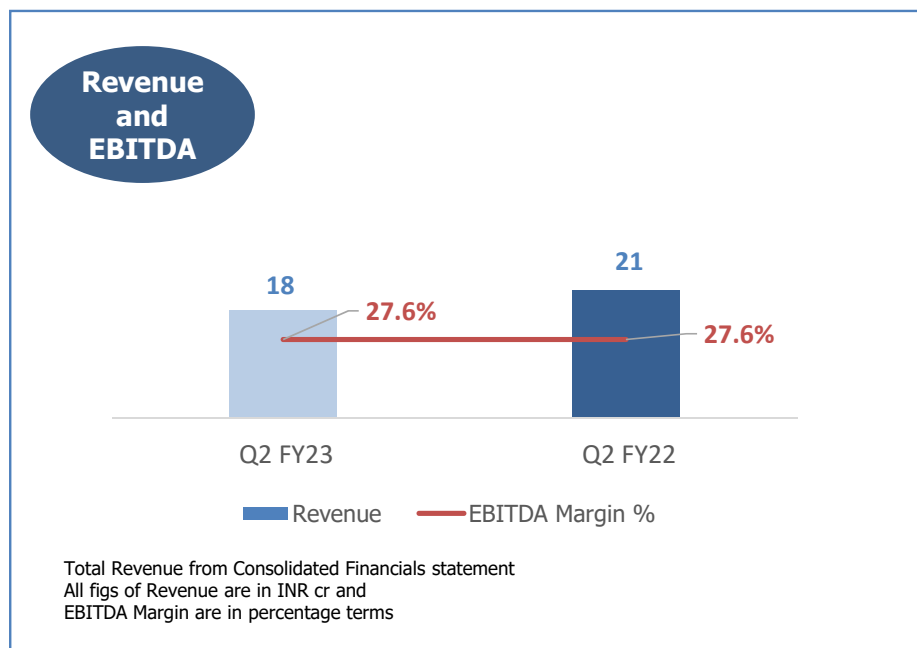
### Building Design

- U. N. Mehta Institute of Cardiology & Research -Gujarat
  - PMC for Modification/Renovation work of the old building (including existing Hospital Buildings) for Civil, Electrical, Mechanical works



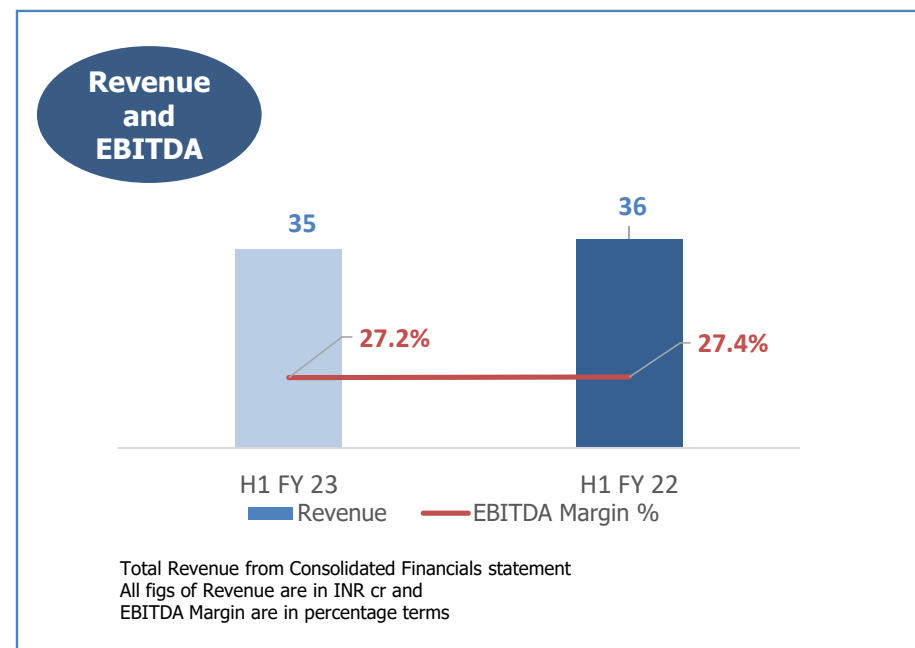
# Financial performance -Revenue and Operating Margin

## Q2 FY23 vis-a vis Q2 FY22



- In quarter ended September (Q2 FY 23) , the Company reported a stable revenue of INR 18 crs. The long gestation contract having higher value is on last phase of close out stages which required both business development and execution team for creating value enhancement for our clients.

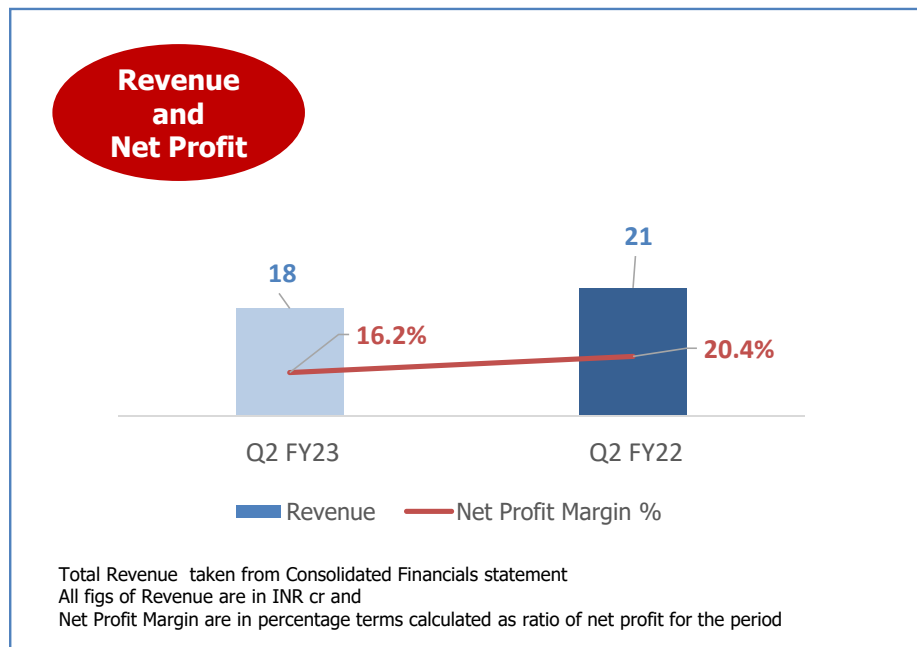
## H1 FY23 vis-a vis H1 FY22



- Company has order book of around INR 397+ cr comprising of diverse large & complex consultancy for urban development which translates for multi-year revenue visibility
- Operating Profit margin are stronger on better leverage of technology and faster execution efficiency.

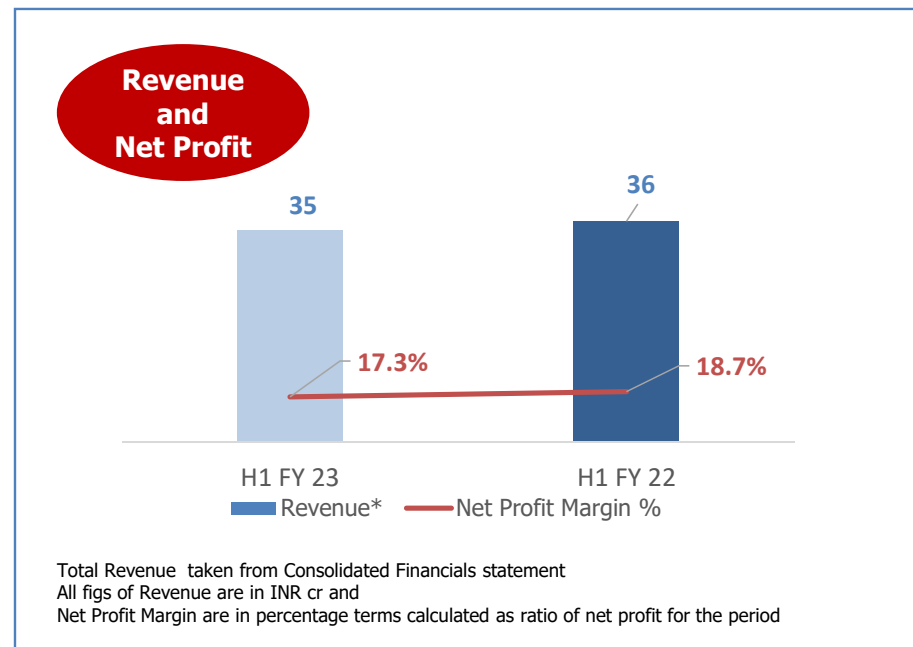
# Financial performance -Revenue and Net Profit Margin

## Q2 FY23 vis-a vis Q2 FY22



- Companies enables various multiple technology –GIS, BIM, and ICT at various stage of the consultancy to achieve scalable and efficient methods for solutions.
- In Q2 FY 22 ,Company posted a quarterly net profit margin of 16.2%

## H1 FY23 vis-a vis H1 FY22



- The stronger trend emerging for the company is to having large talent pool , effectively managing talent and project execution translates for good growth momentum with sustained margin



## Standalone Financial Highlights

Particulars (INR lacs)	Q2 FY23	Q2 FY22	Q1 FY23	H1-FY 23	H1-FY 22
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
<b>Revenue from Operations</b>	<b>1,644</b>	<b>1,941</b>	<b>1,580</b>	<b>3,224</b>	<b>3,408</b>
Other Income	21	47	23	43	62
<b>Total Income</b>	<b>1,664</b>	<b>1,988</b>	<b>1,603</b>	<b>3,267</b>	<b>3,470</b>
Employee Cost	460	365	476	935	738
Direct Operating Cost and other expenses	736	1,224	687	1,422	1,925
Total Expenditure	<b>1,196</b>	<b>1,589</b>	<b>1,162</b>	<b>2,358</b>	<b>2,663</b>
<b>EBITDA</b>	<b>469</b>	<b>399</b>	<b>440</b>	<b>909</b>	<b>807</b>
<b>EBITDA Margin%</b>	<b>28.2%</b>	<b>20.1%</b>	<b>27.5%</b>	<b>27.8%</b>	<b>23.3%</b>
Depreciation	47	36	26	73	74
Finance Cost	34	11	26	60	20
Exceptional Item	-	-	-	-	-
<b>Profit Before Tax</b>	<b>387</b>	<b>352</b>	<b>388</b>	<b>776</b>	<b>714</b>
Tax	113	100	87	200	197
<b>Profit After Tax (PAT)</b>	<b>275</b>	<b>252</b>	<b>301</b>	<b>576</b>	<b>517</b>
<b>PAT Margin</b>	<b>16.5%</b>	<b>12.7%</b>	<b>18.8%</b>	<b>17.6%</b>	<b>14.9%</b>
Other Comprehensive Income	3	8	3	6	12
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>278</b>	<b>260</b>	<b>304</b>	<b>582</b>	<b>529</b>

## Consolidated Financial Highlights

Particulars (INR lacs)	Q2 FY23	Q2 FY22	Q1 FY23	H1-FY 23	H1-FY 22
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
<b>Revenue from Operations</b>	<b>1,745</b>	<b>2,011</b>	<b>1,679</b>	<b>3,424</b>	<b>3,541</b>
Other Income	20	52	24	43	69
<b>Total Income</b>	<b>1,765</b>	<b>2,063</b>	<b>1,703</b>	<b>3,467</b>	<b>3,609</b>
Employee Cost	510	428	531	1,040	848
Direct Operating Cost and other expenses	768	1,065	715	1,483	1,772
Total Expenditure	<b>1,278</b>	<b>1,493</b>	<b>1,246</b>	<b>2,524</b>	<b>2,620</b>
<b>EBITDA</b>	<b>487</b>	<b>569</b>	<b>457</b>	<b>944</b>	<b>989</b>
<b>EBITDA Margin%</b>	<b>27.6%</b>	<b>27.6%</b>	<b>26.8%</b>	<b>27.2%</b>	<b>27.4%</b>
Depreciation	48	37	27	76	77
Finance cost	34	11	26	60	21
Exceptional Item	-	-	-	-	-
<b>Profit Before Tax</b>	<b>404</b>	<b>522</b>	<b>403</b>	<b>808</b>	<b>890</b>
Tax	118	101	91	209	201
<b>Profit for the period</b>	<b>286</b>	<b>420</b>	<b>312</b>	<b>599</b>	<b>690</b>
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-	-14
<b>Net Profit for the period</b>	<b>286</b>	<b>420</b>	<b>312</b>	<b>599</b>	<b>676</b>
<b>Net Profit Margin% for the period</b>	<b>16.2%</b>	<b>20.4%</b>	<b>18.4%</b>	<b>17.3%</b>	<b>18.7%</b>
Other Comprehensive Income	4	48	5	9	53
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>291</b>	<b>469</b>	<b>317</b>	<b>608</b>	<b>729</b>

# REPL Positioned itself in alignment with growing economy

## Infrastructure a thrust sector

- The Government is spending heavily in Infrastructure for growth of the Indian economy and create employment.
- REPL has been associated with most of the large scale flagship programs such as PMAY, AMRUT, Smart City Mission, JJM, Skill India etc.

## Comprehensive Integrated Service Offerings

- The company is having robust order book and geared up for getting bigger share of urban consultancy and infrastructure development
- REPL has been developing its scale and capability
- Strong Balance sheet



## Technology Leverage

- It is acting as defining milestone. We will use technology to become competitive.
- The use of distributive technology - GIS, BIM, and ICT at various stage of the consultancy to achieve scalable

## Geographical Presence

- Company has diverse regional presence across pan India
- Projects across multiple states
- Large talent pool of the consultant for providing critical technical efficiency at various location of the country

# Business alignment for capturing larger wallet share of consultancy

## Core and Existing Service Consultancy

- At various points in time, the company have adapt to different shift in business models to realign with new business opportunities.
- Every time we have broken the challenge to emerge stronger and better. Every time we are resilient and adapt to business disruption.

## Structured Approach to expand consultancy service domain

- Our Strategy to re-invent, create and co-create has been crafted on the growing infrastructure and urban aspiration.
- Company has adapted holistic approach to collaborate with right partner with the enhancing credentials in Infrastructure Consulting Phase for the group

## Specialized Software Distribution

- Our wholly-owned subsidiary company RIPL (Rudrabhishek Infosystem Pvt. Ltd.) is aggressively setting up its network for the distribution of advance software solutions of leading MNC firms. These are used in AEC (Architectural, Engineering & Construction) and Mechanical sectors



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**THANK YOU**

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