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# Investor Presentation

Financial Results: Q3FY22 & 9MFY22

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## Financial Performance Q3FY22





# Q3FY22 at Glance

1>

Consolidated Revenue up by 64.9%

2>

Consolidated Profits after Tax up by 36.6%

3>

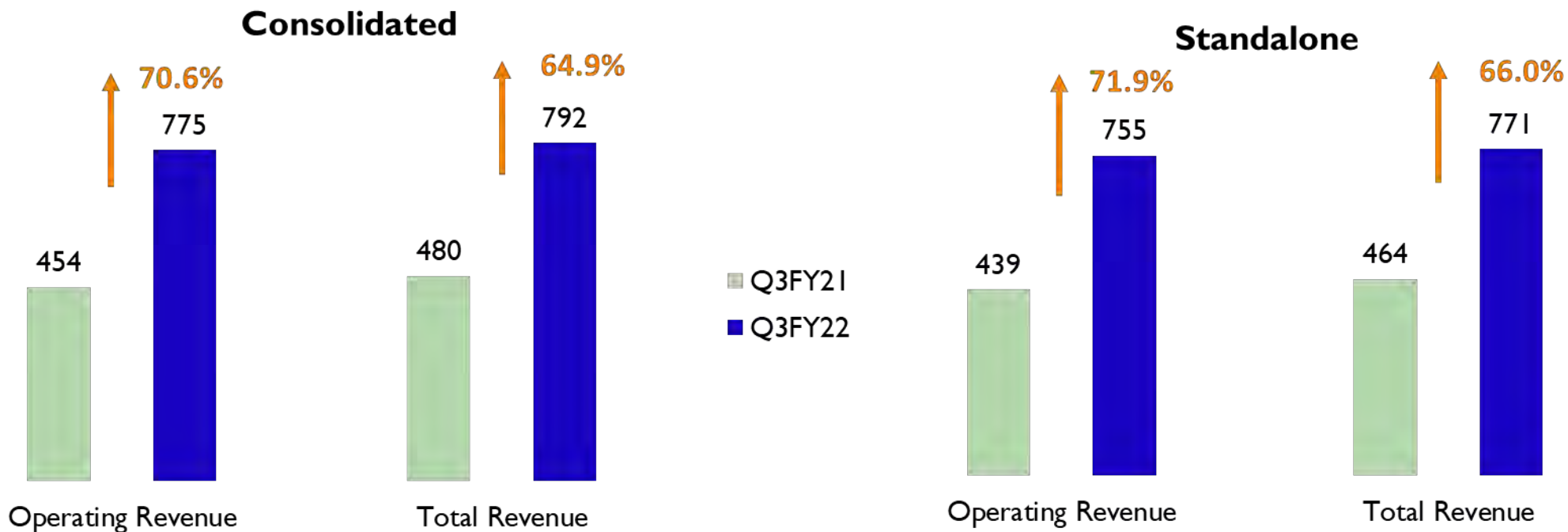
Order book stands at ₹ 5,131 crores as on 31<sup>st</sup> December 2021





# Performance-Q3FY22

₹ in Crore

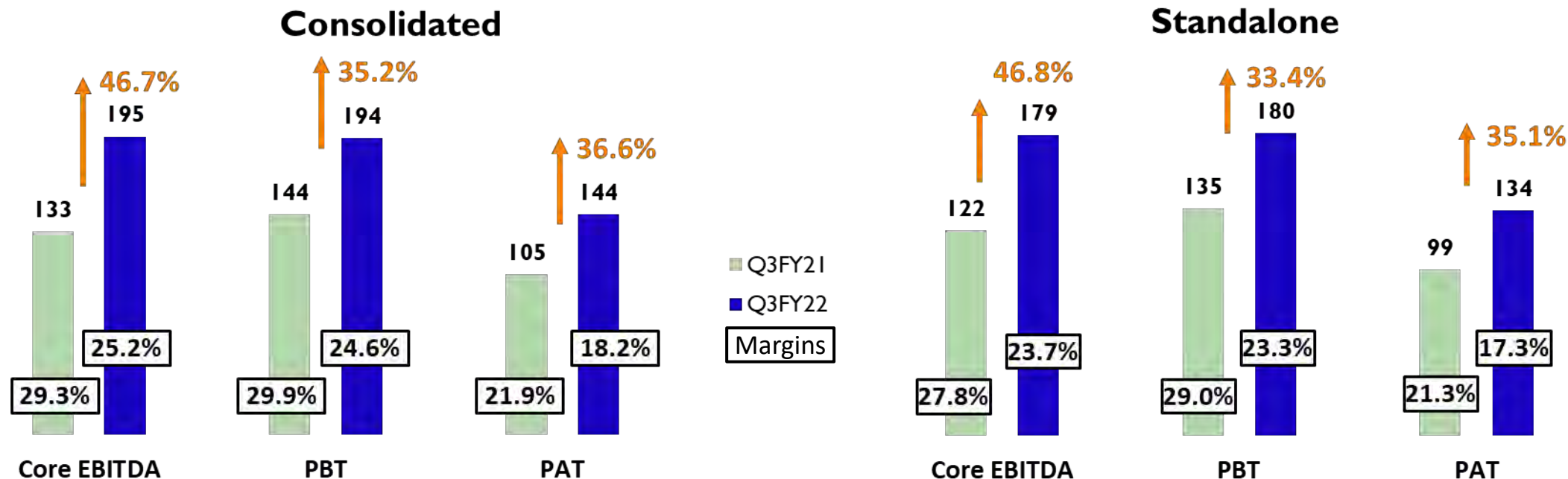


- Easing of covid restrictions led to growth across segments except turnkey
- Export is a major contributor towards growth



# Profits and Margins-Q3FY22

₹ in Crore



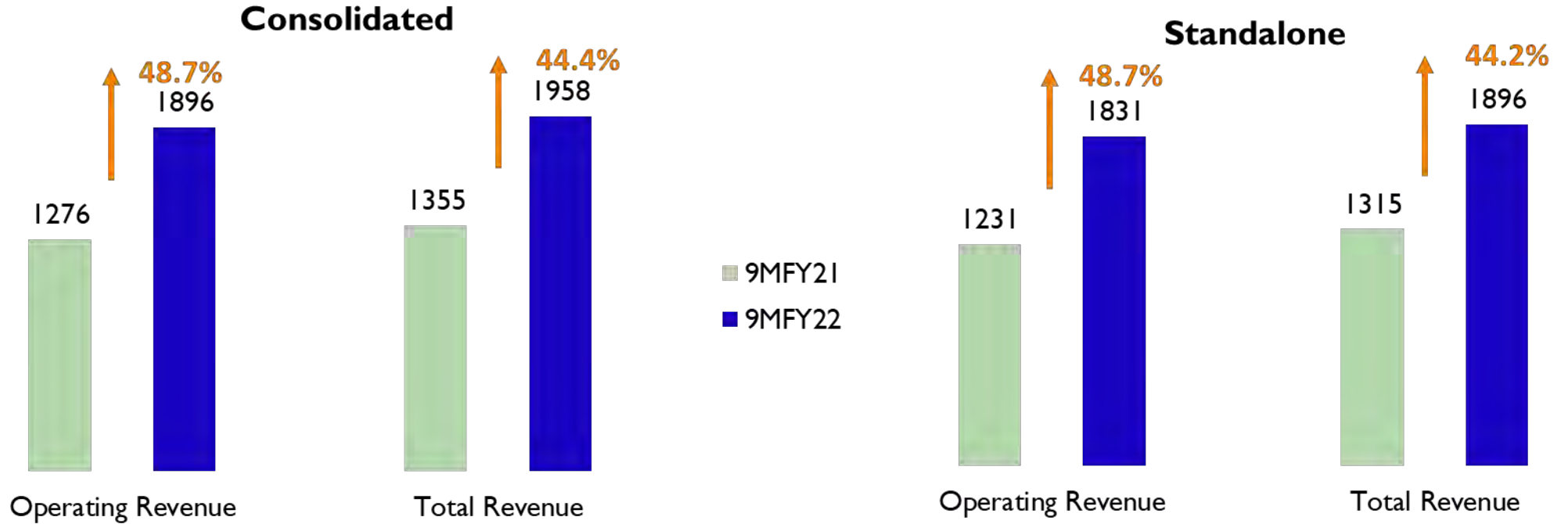
- Higher revenue led to higher profits
- Margins impacted primarily due to provision of ₹15.18 cr against damaged inventory, pending settlement of insurance claim, and higher other income during Q3FY21

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



# Performance-9MFY22

₹ in Crore



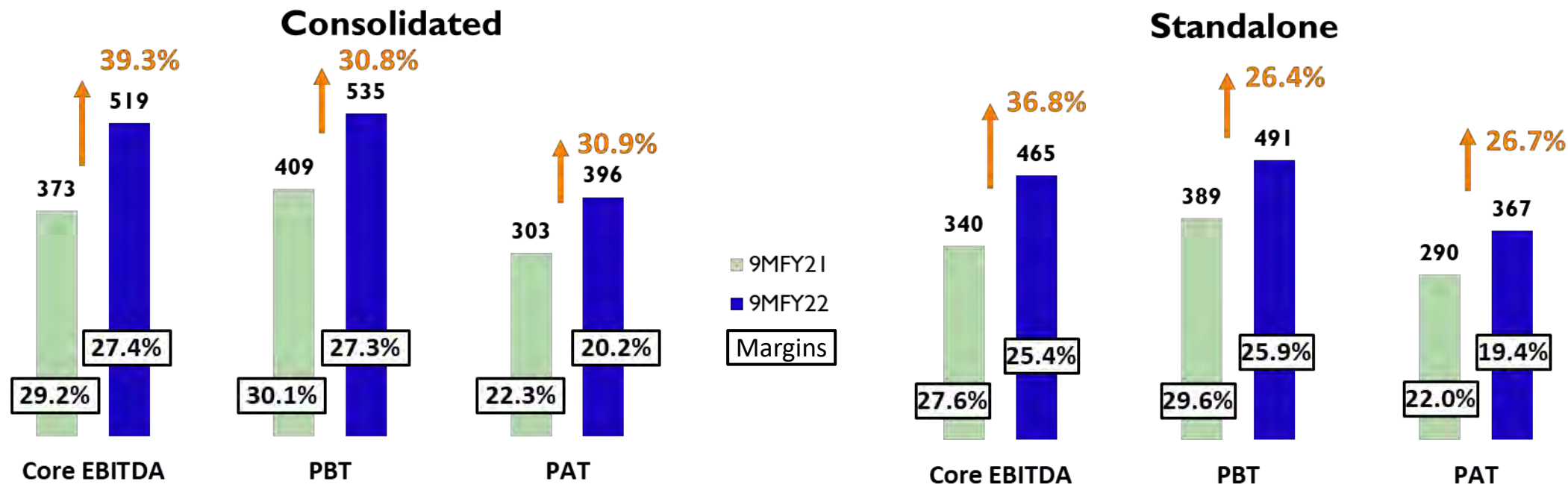
- Easing of covid restrictions has led to growth across all segments except turnkey
- Export is a major contributor to growth
- Turnkey revenue moderated as 1<sup>st</sup> phase of turnkey got substantially completed by FY21 and revenue is expected to pick up in subsequent quarters with progress of 2<sup>nd</sup> phase projects





# Profits and Margins-9MFY22

₹ in Crore



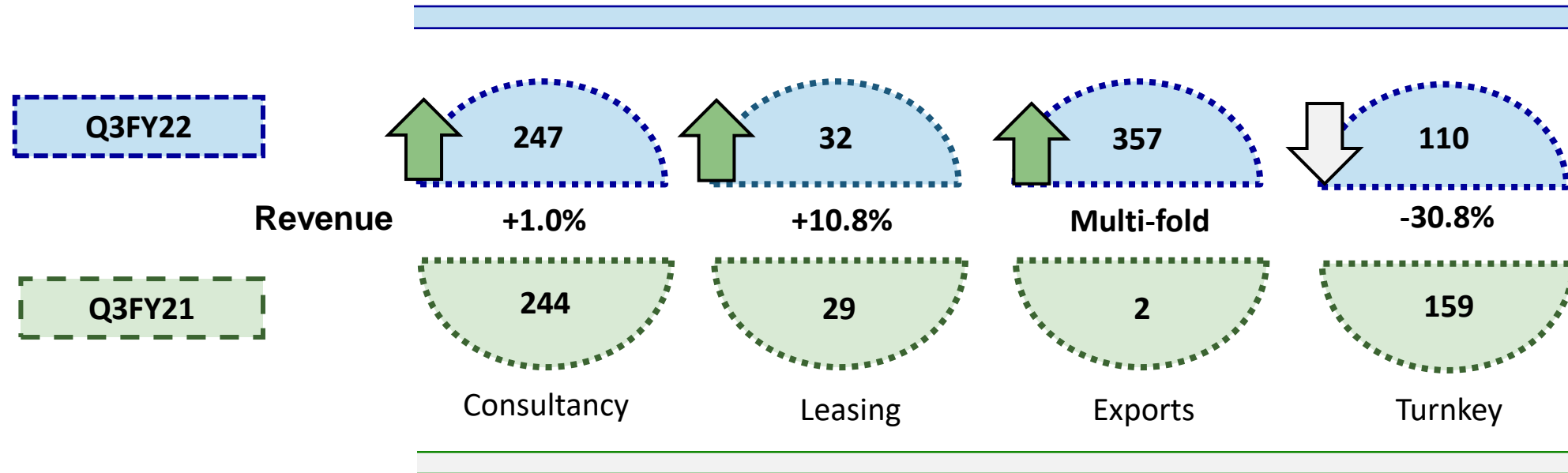
- Higher revenue led to higher profits
- Margins impacted primarily due to higher other income during Q9FY21 and provision of ₹15.18 cr against damaged inventory, pending settlement of insurance claim, in Q3FY22

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



# Segmental Analysis (Revenue – Q3FY22)

₹ in Crore

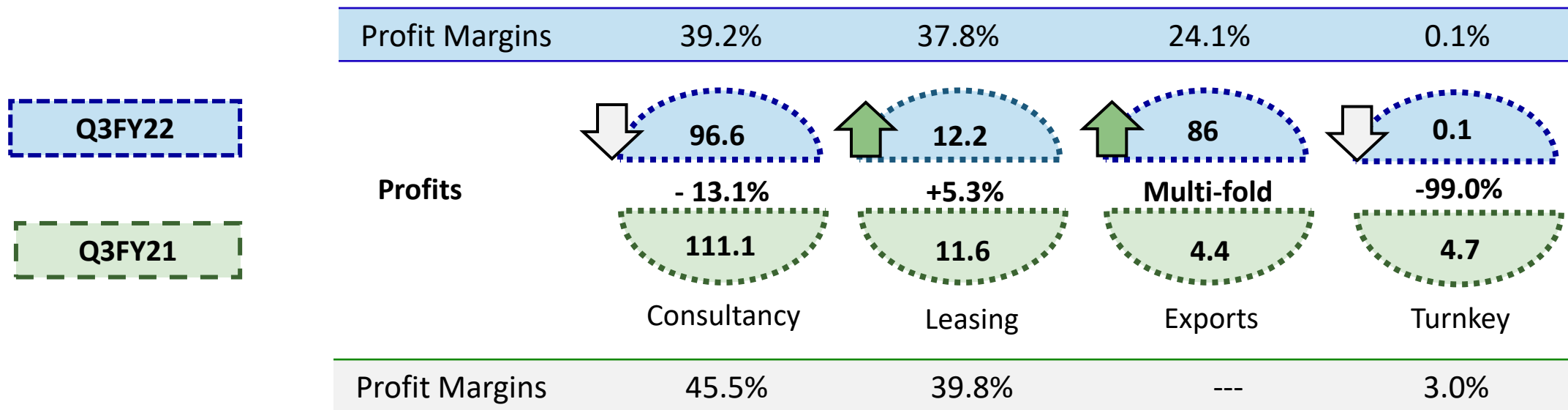


- Highest ever exports in a single quarter on account of exports to Sri Lanka and Mozambique
- Turnkey revenue impacted due to 1<sup>st</sup> phase of turnkey projects getting substantially completed; revenue from recently secured electrification and Road over Bridge projects expected to reflect in subsequent quarters.



# Segmental Analysis (Profits – Q3FY22)

₹ in Crore



- Consultancy, Exports and leasing margins remained range bound
- Turnkey revenue and profits expected to pick up in subsequent quarters with pace in electrification & RoB work projects

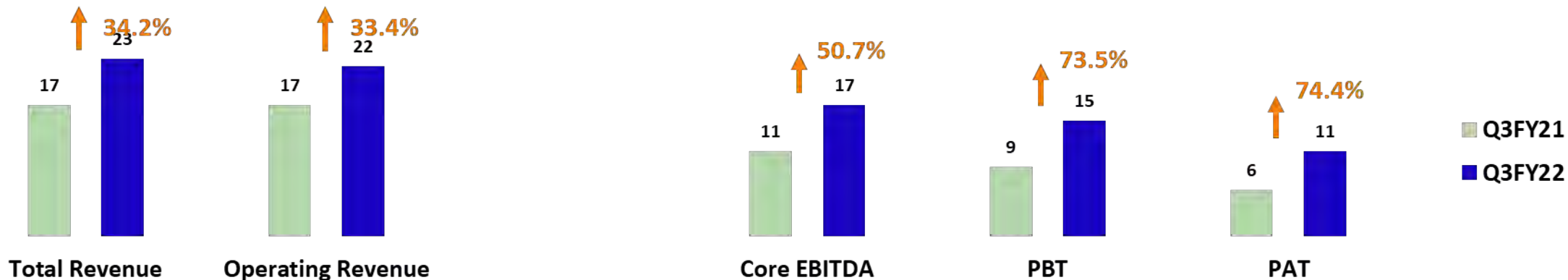
\*Profits and Profit Margins don't include un-allocable expenses & finance cost



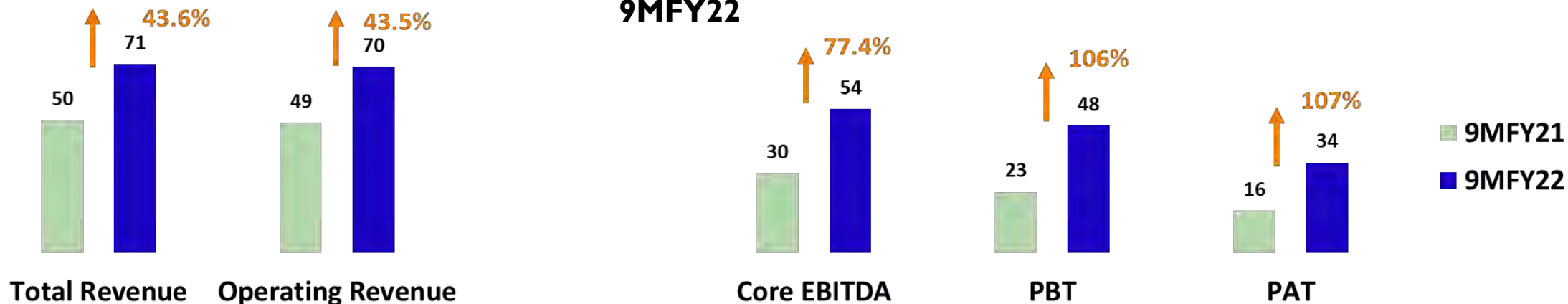
# REMC Ltd Performance – Q3FY22 & 9MFY22

₹ in Crore

## Q3FY22



## 9MFY22



- Revenue and profits continued to show growth over last year.
- Consultancy and Power Generation both has shown a growth during the quarter and 9 Month.

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





Employee Productivity





# 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

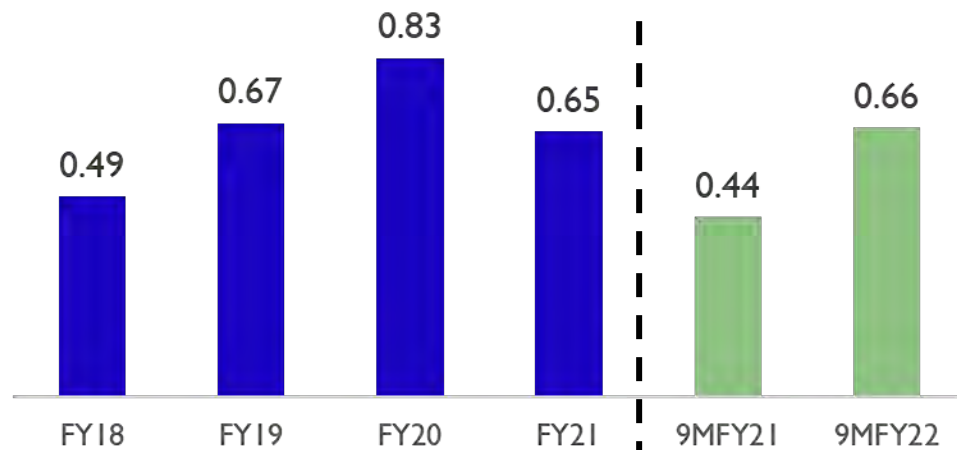


Approx 1,400 regular skilled engineers/professionals

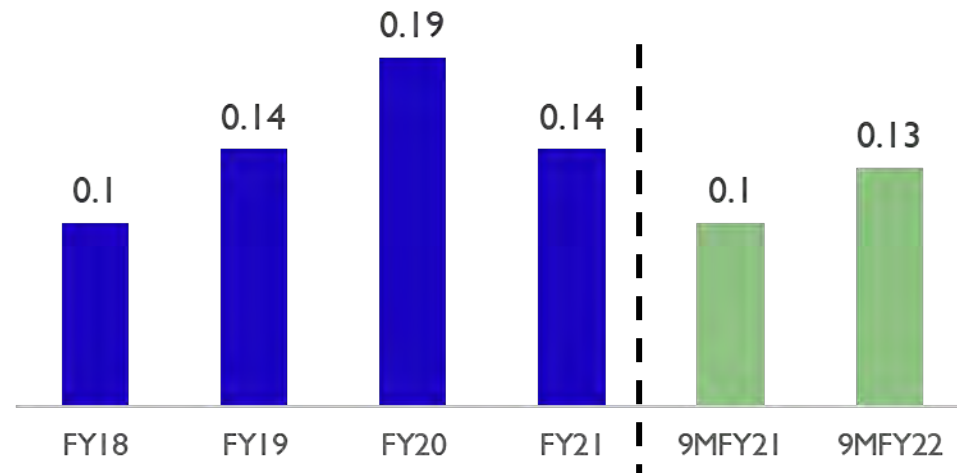
Status	No. of Employees	
	31.12.2020	31.12.2021
Regular	1939	1878
Deputation	134	127
Contract	932	887
<b>Total</b>	<b>3005</b>	<b>2892</b>

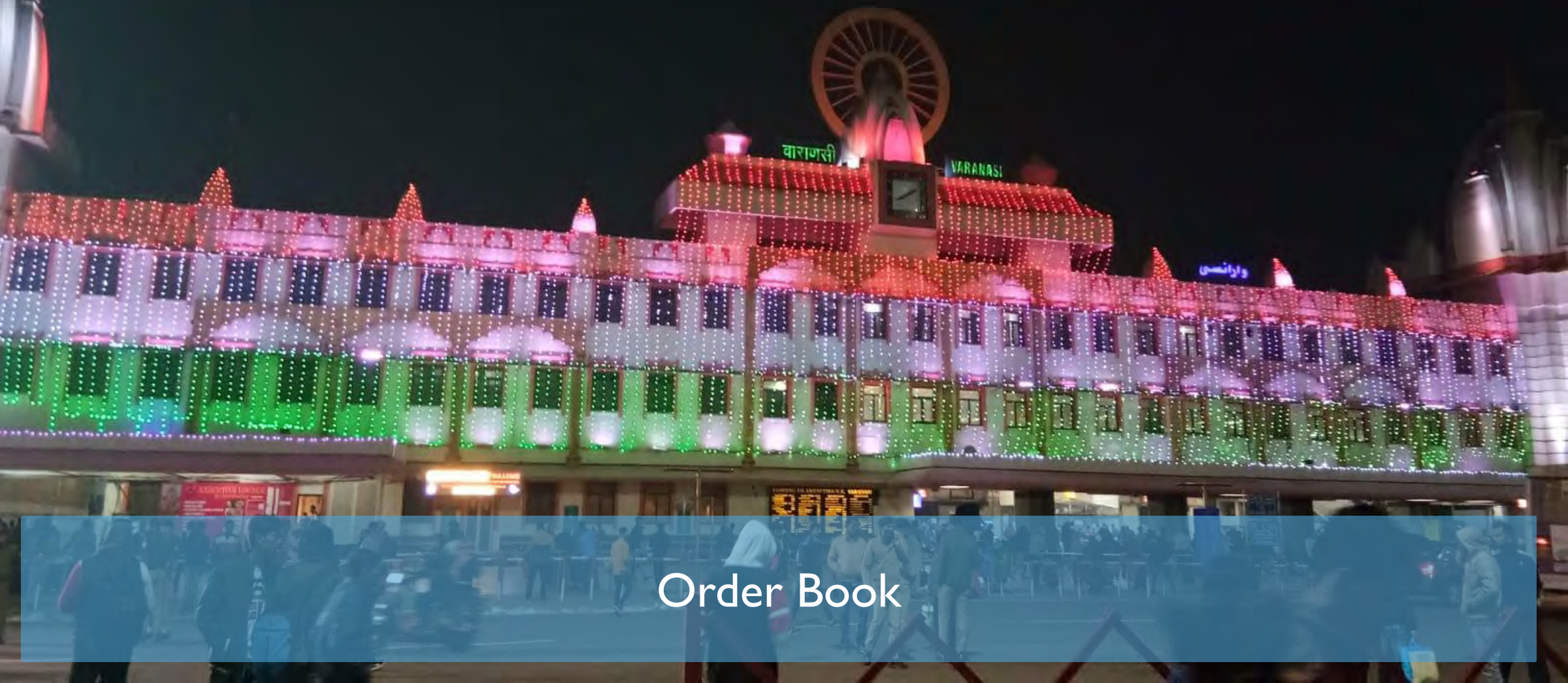
₹ in Crore

### Revenue per Employee



### Profit after Tax per Employee

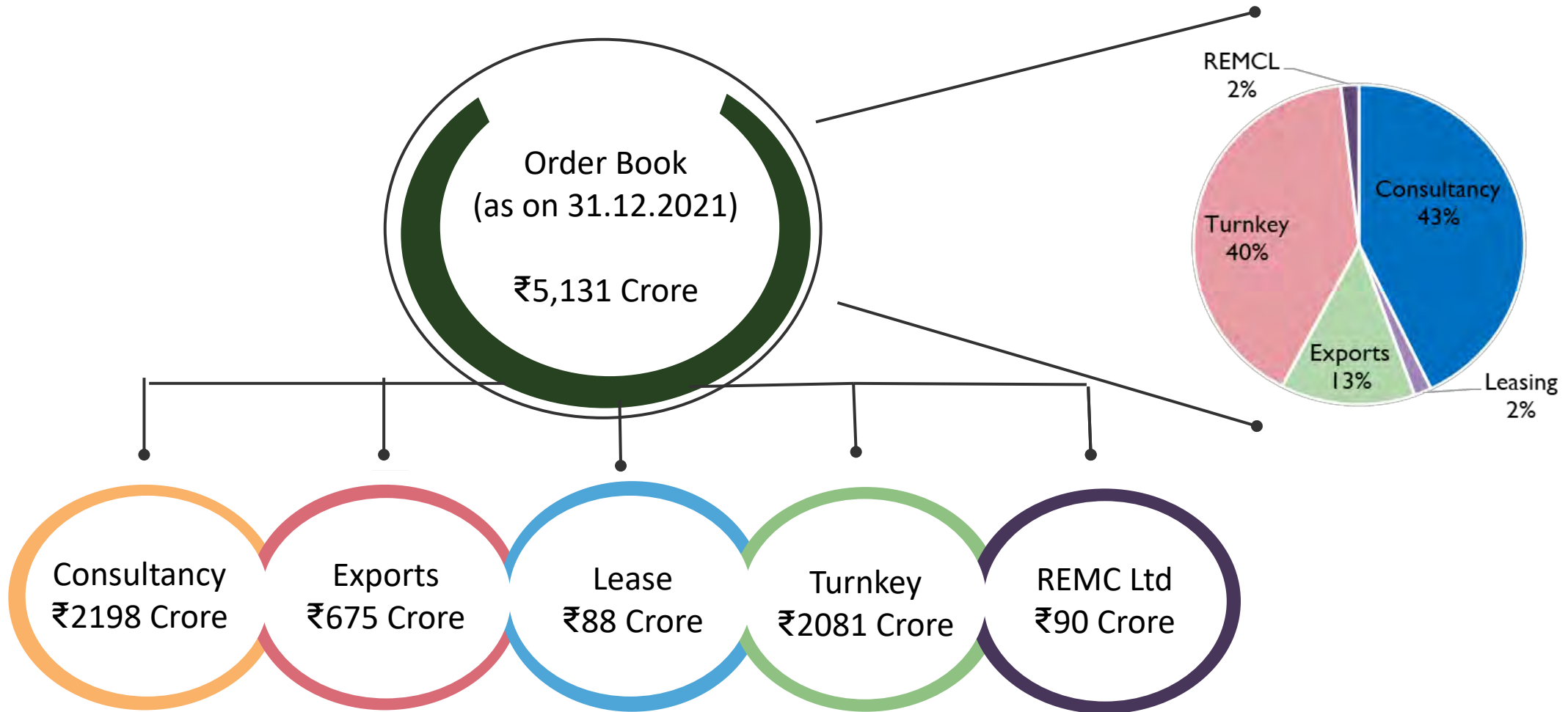




Order Book



# Order Book



\* Certain turnkey orders of around ₹ 700 crore and consultancy order of around ₹ 200 crore has not been considered on account of the non-starter projects and some reduction in scope of the projects.

# Order book also includes US Dollar denominated projects and converted to INR at the time of award of the contract

^ REMC Ltd's order book is annualised based on the last quarter's procurement contracts and wind power generation and estimations



# Major Projects Secured during Q3FY22

₹ in Crore

	Project Scope	Amount	Client	Expected Completion Year
Consultancy	O&M of rolling stock at NTPC Talchar	22	NTPC	2023
	PMC for Bangalore metro phase 2A & 2B	21	Bangalore Metro	2025
	PMC- Sardega Siding Mahalaxmi Area MCL	12	Mahanadi Coalfield Ltd	2023
	Independent Engineer for Triuvananthpuram Airport	11	Airport Authority of India	2025
	DPR Link Road, Indorama Complex	2.3	Indorama, Nigeria	2022
	Consultancy Services for Bahrain Metro	1.4	Bahrain Metro	2023
Lease	Lease of Locomotive to SAIL-BARSUA MINES	6	SAIL	2022





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**Thank You**

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