

No. RITES/SECY/NSE**Date: January 28, 2025**

To Listing Department, National Stock Exchange of India Limited, Exchange Plaza, C-1, Block G, Bandra - Kurla Complex, Bandra (E), Mumbai – 400051	To Corporate Relationship Department, BSE Limited, Rotunda Building, P J Towers, Dalal Street, Fort, Mumbai - 400 001
Scrip Code- RITES	Scrip Code- 541556

Subject: Investors' Presentation on Financial Results for the 3rd quarter and nine months ended on December 31, 2024.

Dear Sir/ Madam,

Pursuant to Regulation 30 of the SEBI (Listing Obligations and Disclosure Requirements) Regulations, 2015, and amendments thereof, please find enclosed herewith Investor Presentation dated January 28, 2025 on Financial Results for the 3rd quarter and nine months ended on December 31, 2024.

Kindly take the same on record.

Thanking You,

Yours faithfully,
For RITES Limited

Ashok Mishra
Company Secretary & Compliance Officer
Membership No.: F6411

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: Q3FY25 & 9MFY25

28th January 2025

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Future Ready
Not just more of the same; but much more of the New!

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Round-Up Q3FY25

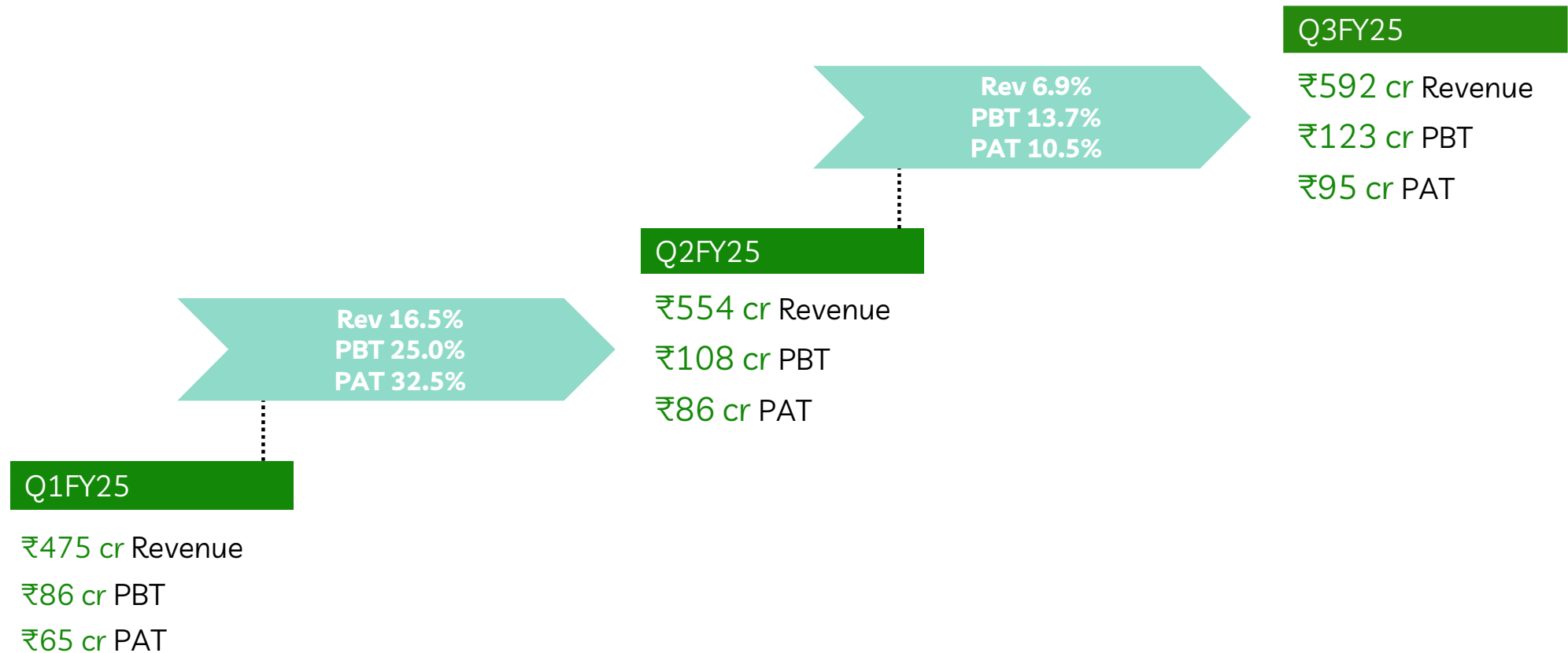
Q3FY25 at a Glance

- Celebrating 50 years excellence
- Received Certificate of Merit at the SAFA Best Presented Annual Report Awards
- Highest ever Order book : ₹7,978 Cr
- Highest ever order secured during a quarter - Secured 110+ orders* worth ₹ 1933 cr



- Signed MoU with NISE for QA service in renewable energy sector
- Signed MoU with SAIL for Rail Connectivity works
- BoD approved 3rd Interim Dividend of ₹ 1.90 Per share for Q3FY25
- Total interim Dividend till Q3FY25 amounts to ₹ 4.90 per share

Q3FY25 at a Glance

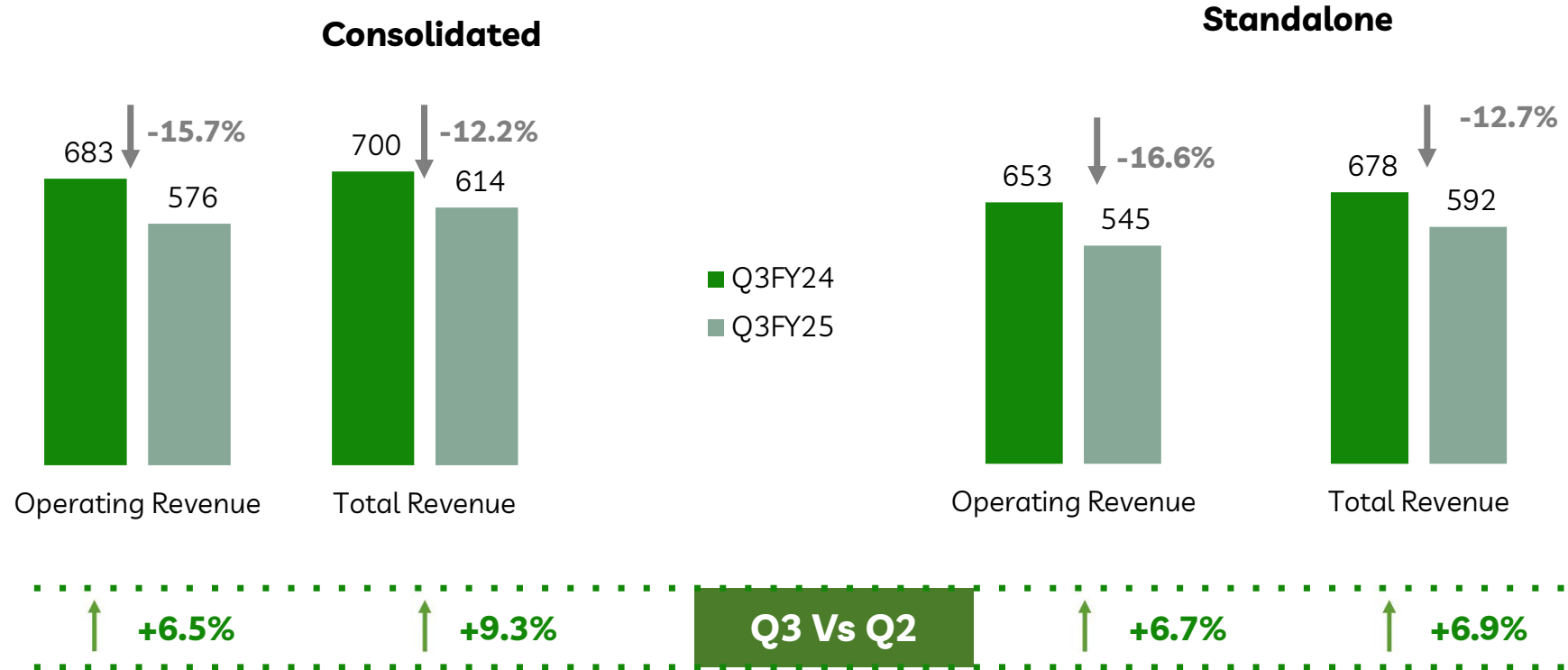


Financial Performance



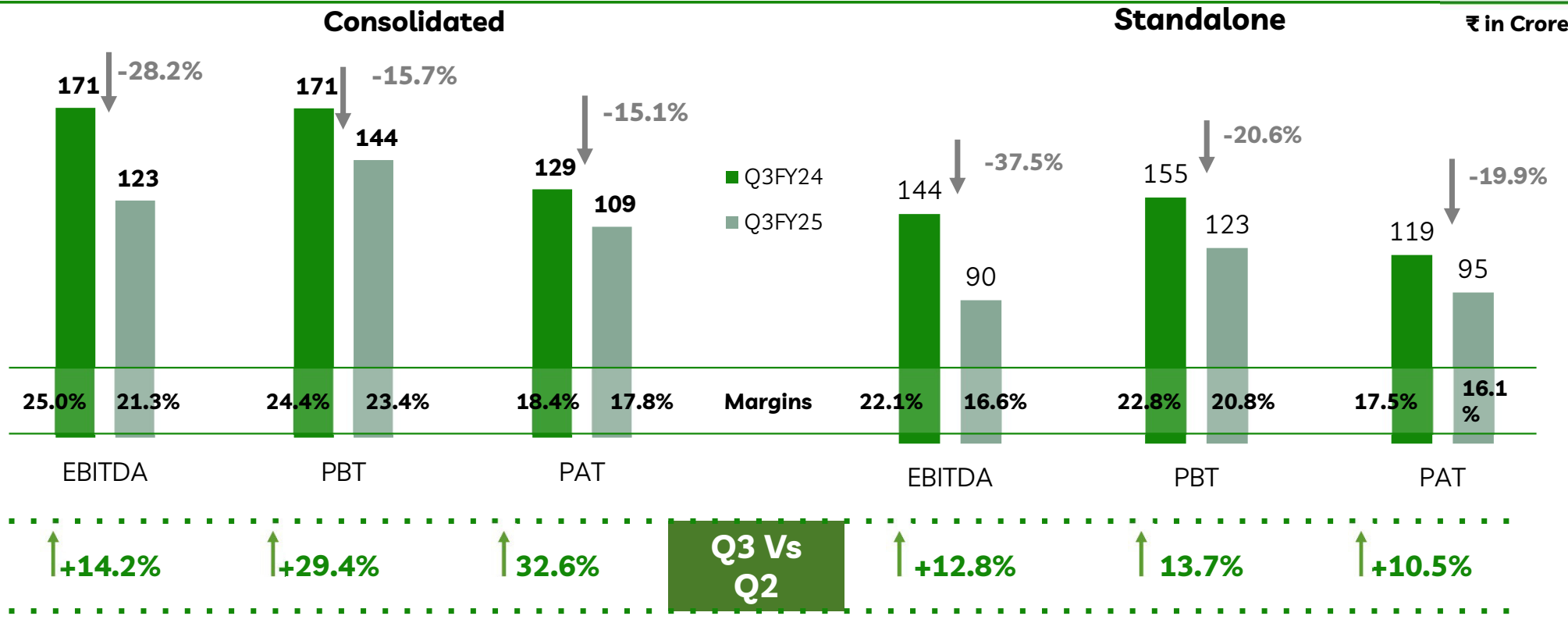
[@RITESLIMITED](https://twitter.com/RITESLIMITED)

Performance During Q3FY25



- Fall in revenue can be attributed to less Exports, Turnkey and QA revenue
- Pick up in exports segment is delayed due to geopolitical reasons

Profits for Q3FY25

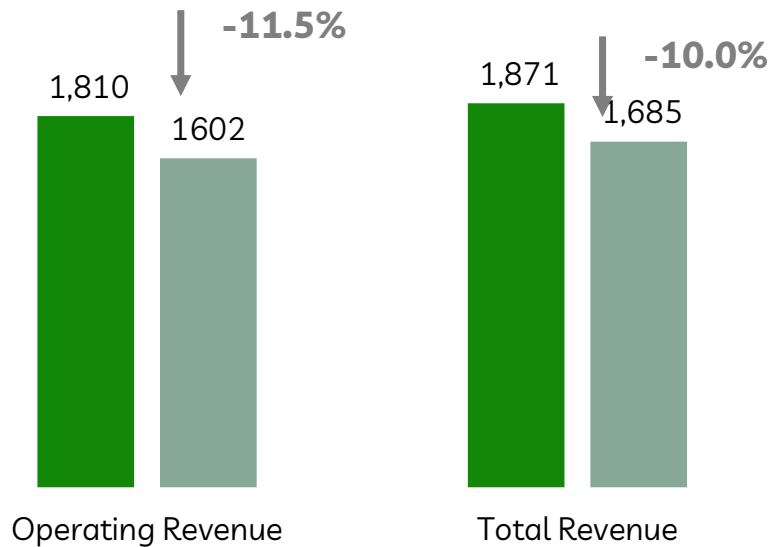


- Moderated profits on account for lesser revenue from exports and Quality Assurance
- With the growth in revenue, profits has also shown growth on QoQ basis

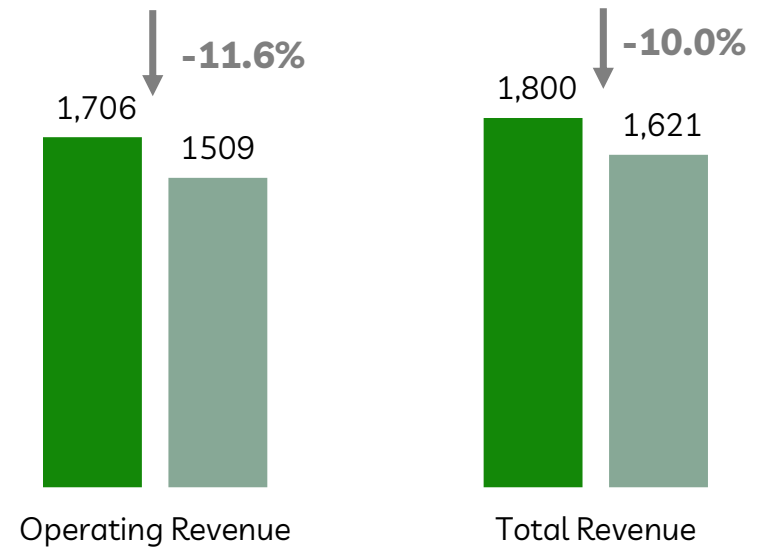
*EBITDA = PBT + Interest + Depreciation + Amortization – Other Income

Performance During 9MFY25

Consolidated



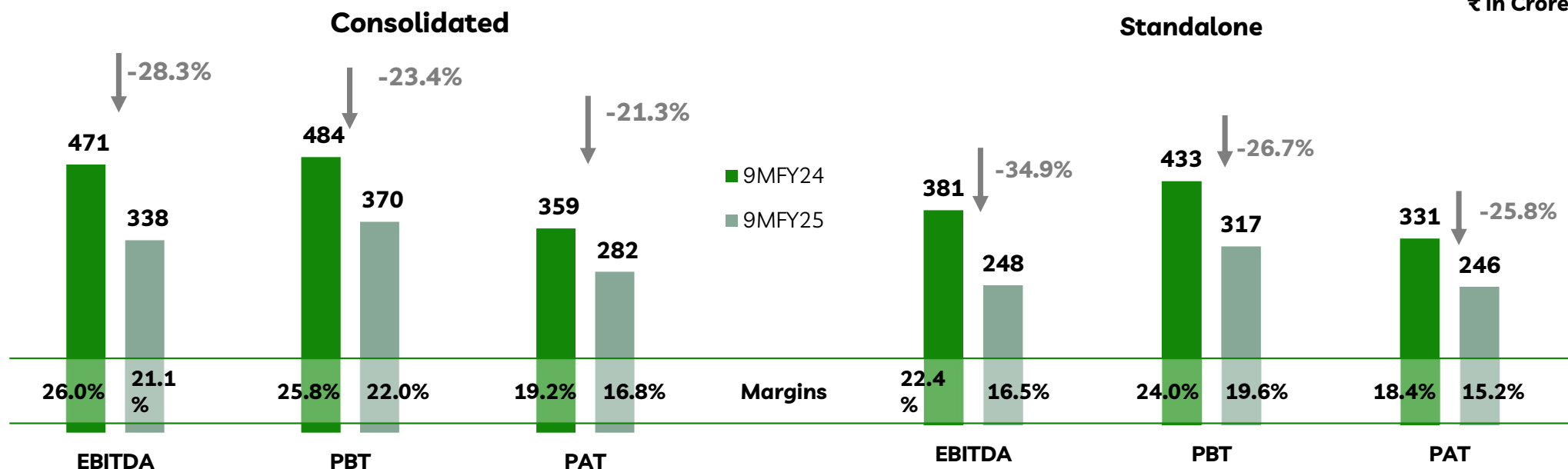
Standalone



- Decline in revenue on account of Consultancy Abroad, Exports & Quality Assurance Business

Profits for 9MFY25

₹ in Crore



- Profits dip on account for lesser revenue and moderation in consultancy margins
- Margins impacted due to fall in high margin QA, consultancy abroad & exports revenue

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



Segmental Performance



RITES Ltd.

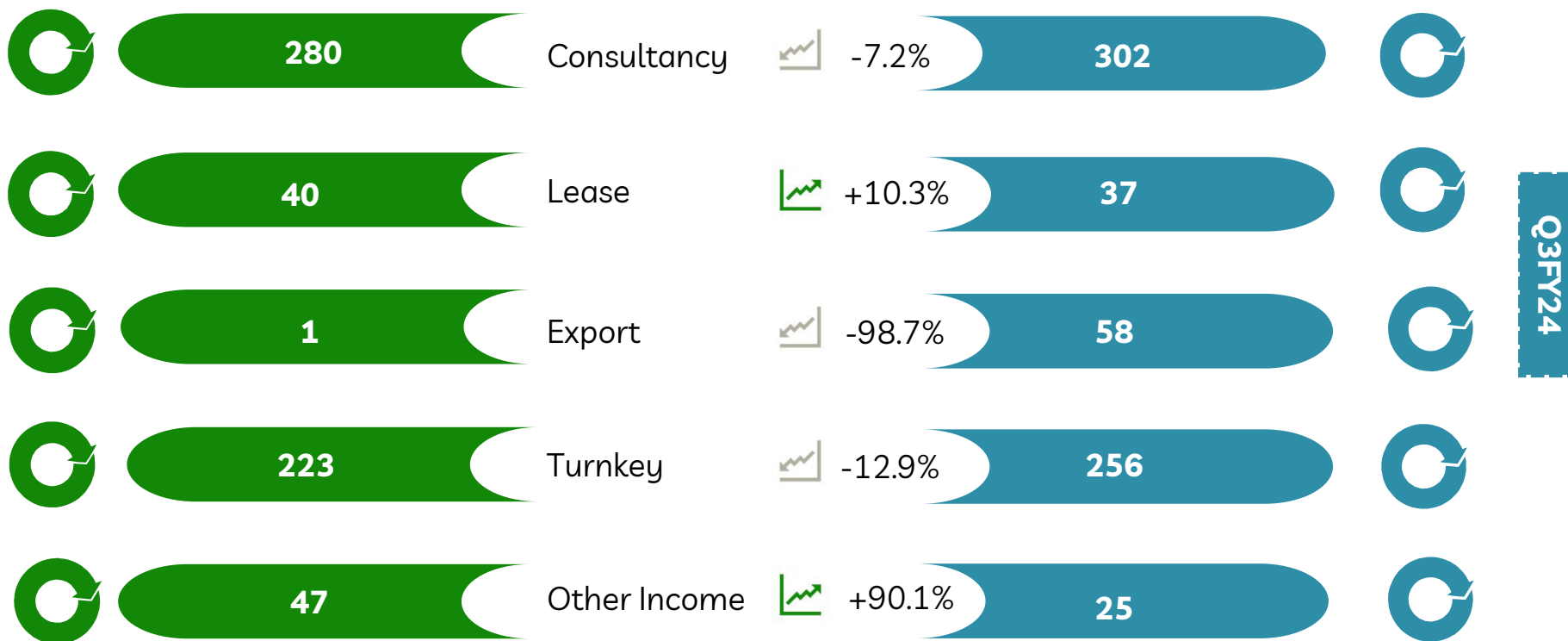
Segmental Revenue – Q3FY25 (Standalone)

Revenue

Revenue

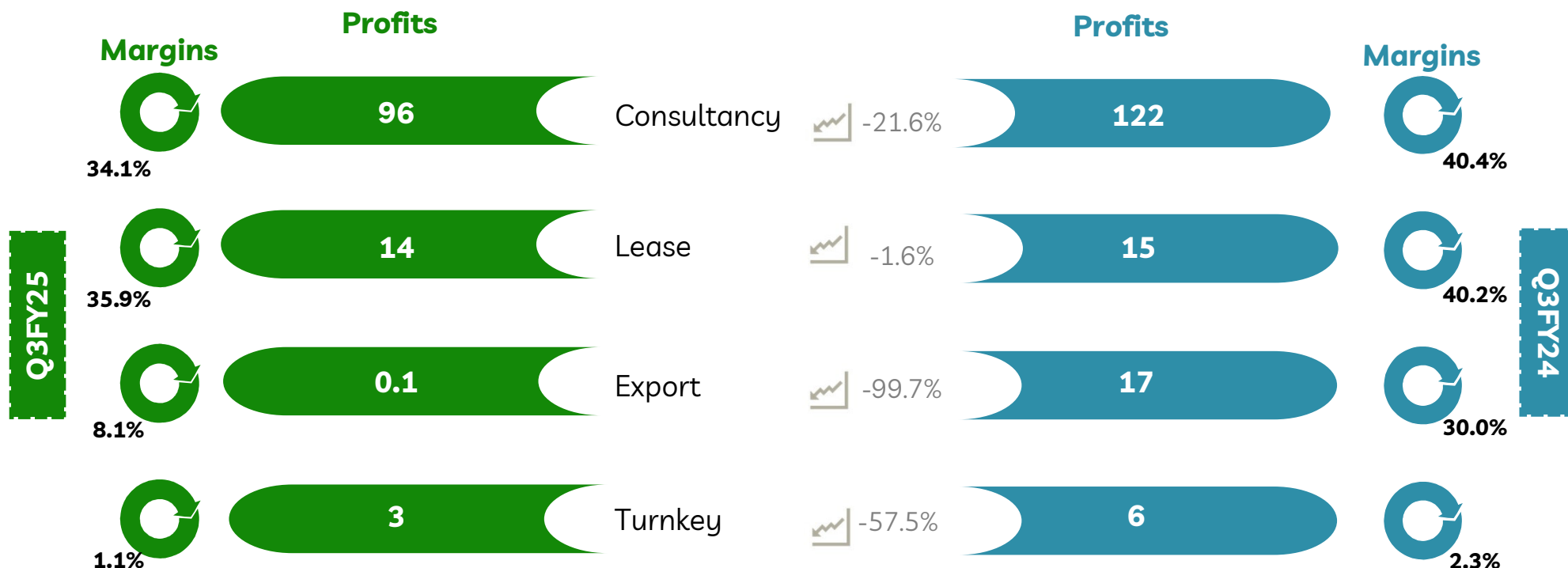
₹ in Crore

Q3FY25



- Fall in consultancy revenue on account of fall in QA
- Fall in turnkey revenue is on account new turnkey projects are at design stage and old projects are at closure
- Increase in other income is attributable to receipt of insurance claim of ₹18.5 crore

Segmental Profits – Q3FY25 (Standalone)



- Fall in consultancy margins are on account of fall in QA revenue and increasing competition
- Only exports of spares impacted exports profits and margins
- Margins in other segments remained on expected lines

*Doesn't include unallocable expenses of ₹ 30 crore in Q3FY25

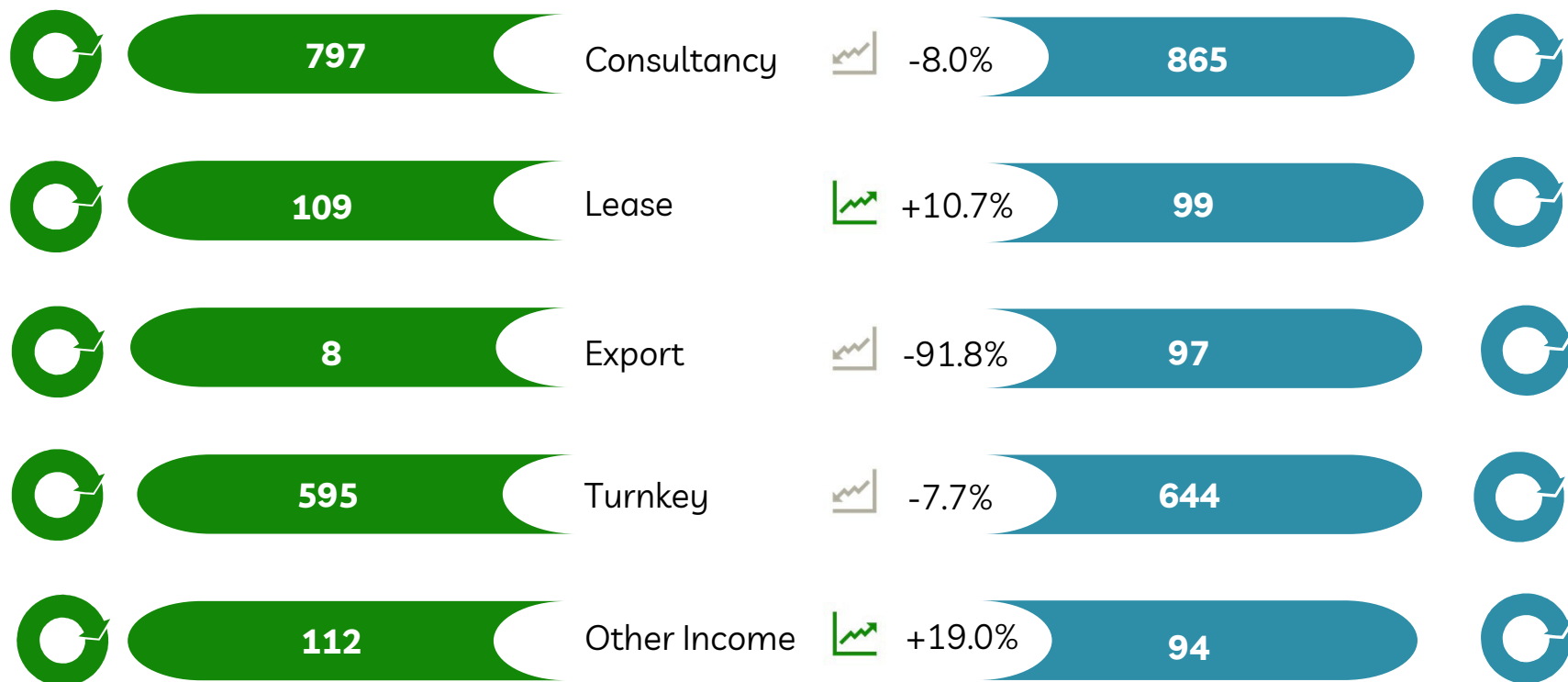
Segmental Revenue – 9MFY25 (Standalone)

₹ in Crore

Revenue

Revenue

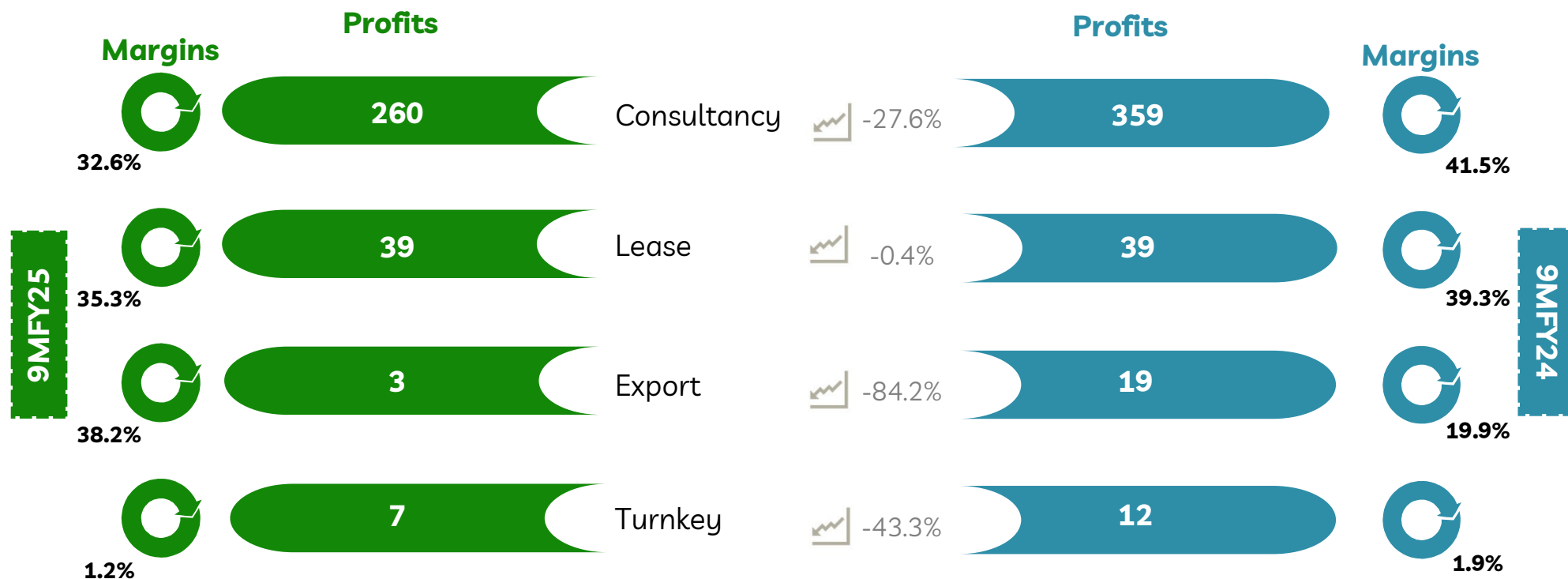
9MFY25



9MFY24

- Fall in consultancy revenue on account of significant fall in QA and consultancy abroad.
- Exports revenue fall on account of only supply of spares during the 9 months
- With induction of locomotives, revenue in leasing has started showing uptick

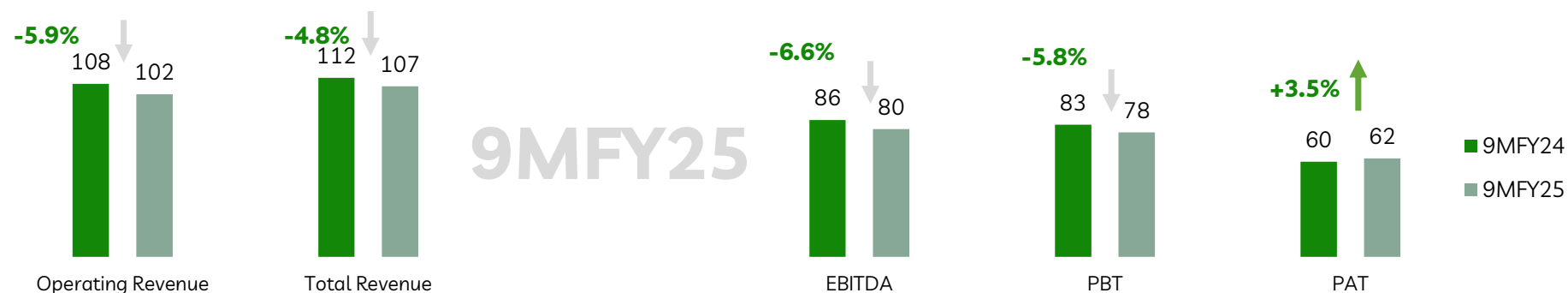
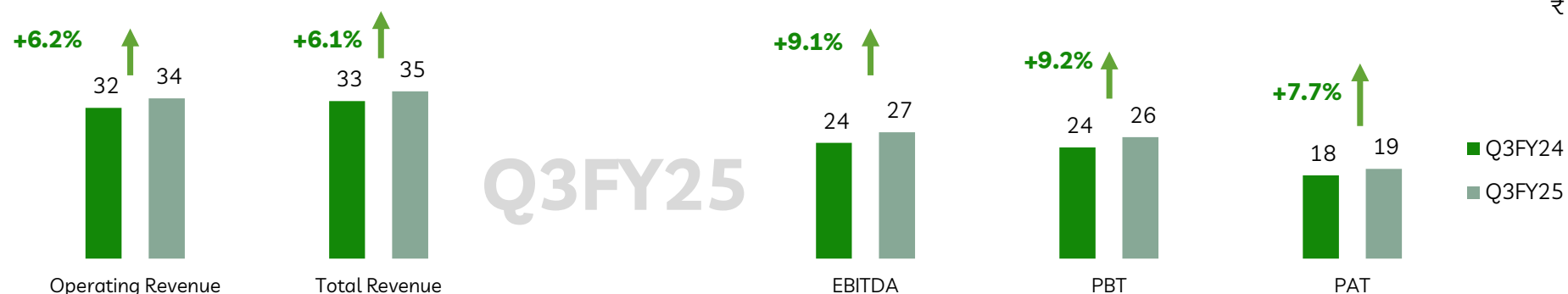
Segmental Profits – 9MFY25 (Standalone)



- Moderation in consultancy margins are on account of fall in QA revenue and increasing competition
- Margins in in other segments remained range bound

*Doesn't include unallocable expenses of ₹ 98 crore in 9MFY25

REMC Ltd Performance



Quarterly increase in revenue and operational profits is on account of increase in Revenue from Consultancy activities.

Fall in YoY 9M revenue is on account of one-off additional consultancy revenue for RTC tender during Q1FY24

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

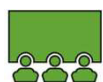
A photograph of a white and yellow electric locomotive pulling a train at a station. The train is on tracks that recede into the distance. People are standing on the platform to the left. The background shows green hills under a blue sky with clouds. The image is framed by a green geometric shape on the right side.

Employee Productivity



[@ritesltdindia](https://www.instagram.com/ritesltdindia)

Employee Productivity



Senior Management with an avg. experience of 30+ years



Experts in Engineering, Science, Finance, Economics etc.



1,800+ skilled engineers/professionals



Low attrition rate of just 1.99%* in FY24



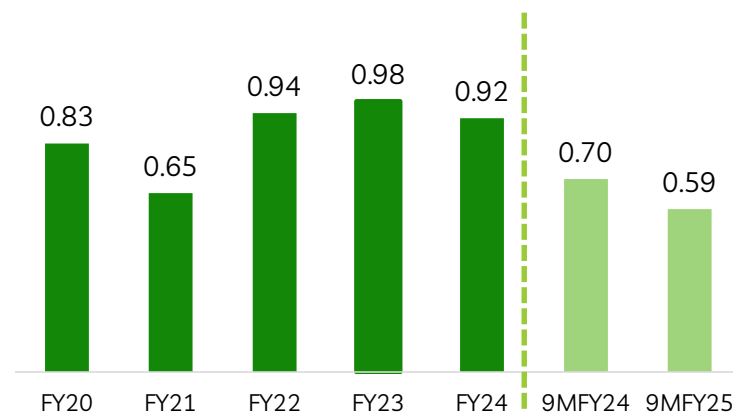
Mix of Regular, Deputation, Contract, Advisor, Consultant & Young Professionals

Status	No. of Employees		
	31.12.2024	30.09.2024	31.12.2023
Regular	1757	1763	1764
Deputation	39	41	57
Contract	905	938	863
Total	2701	2742	2684

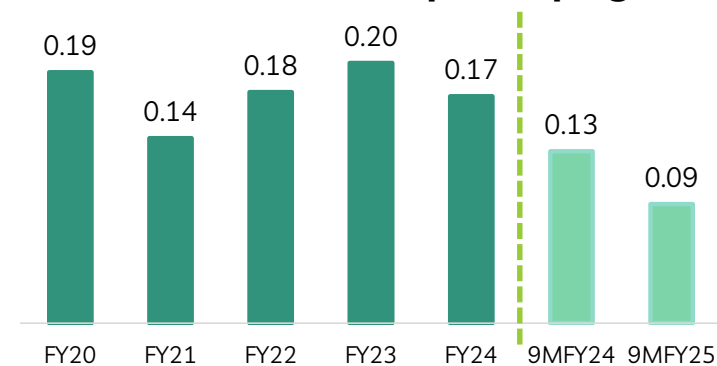
* For regular employees

Revenue per Employee

₹ in Crore



Profit after Tax per Employee

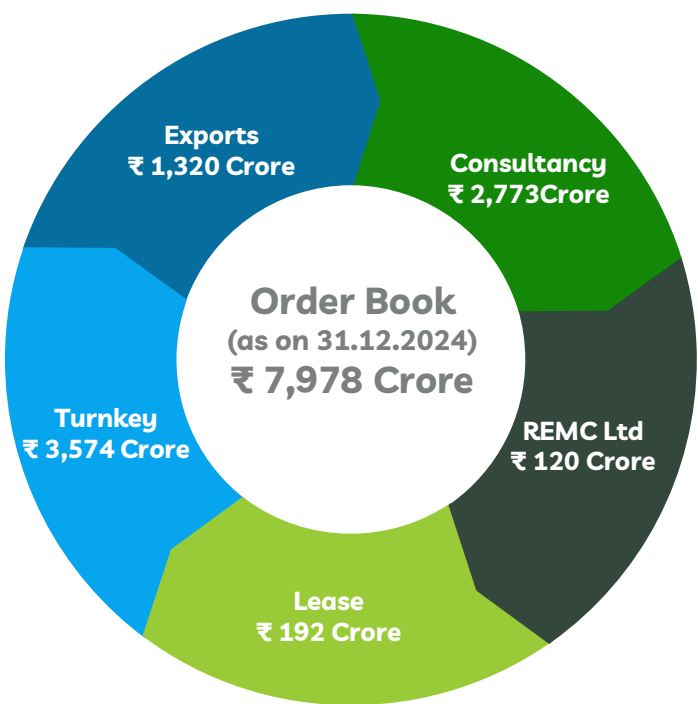


*Revenue and Profit per employee is on standalone basis, based on the average (quarterly) number of employees

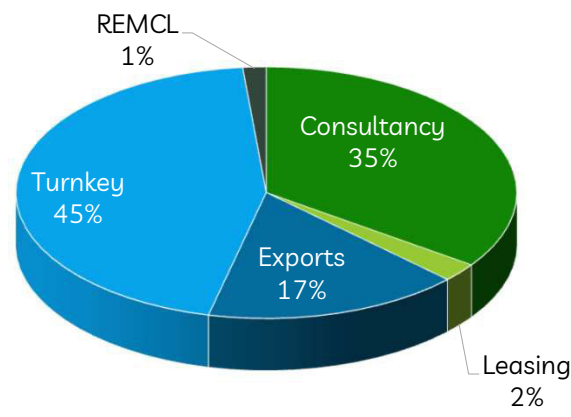
Order Book

Order Book

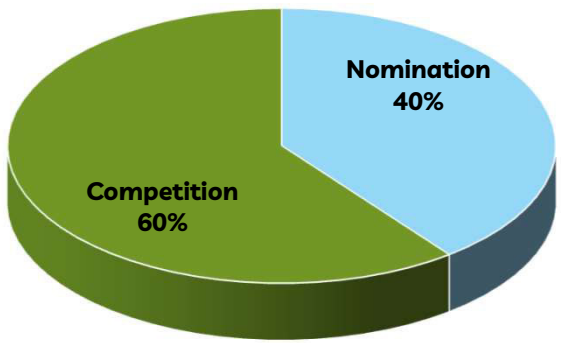
Order Book
as on 31.12.2024



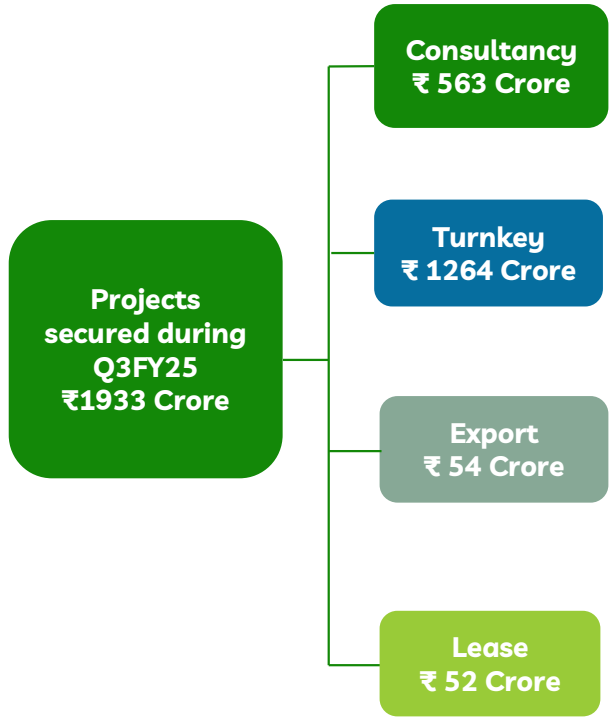
Order Book Split
as on 31.12.2024
Segment Break-up



Nomination vs Competition



Projects Secured Split
(New & extensions*)
(During Q3FY25)



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

Major Projects Secured – Q3FY25

Secured **110+** projects/contracts including extensions of **₹1,933** during the quarter

	Project Scope	Amount	Client	Expected Completion Year
Consultancy	Consultancy Services for Preparation of Detailed Project Report (DPR) and Construction Supervision of all Infrastructure works	123	Meerut Development Authority	2029
	Consultancy Service of Palmyra to Moleson Creek road project	83	Republic of Guyana	2029
	Consultancy for supervision of Civil work for road, bridge, flyovers in various districts	59	U.P. State Bridge Corporation Limited	2027
	Consultancy Services for Authority's Engineer for Supervision of Hybrid Annuity Scheme-II in the State of Maharashtra on EPC Basis.	24	MSIDC	2032
	Consultancy for Evaluation & assessment of Tourism	20	OTDC, Orissa	2025
Exports	Preparation of Techno Economic Feasibility of Vishakhapatnam port	17	Visakhapatnam Port Authority	2025
	MGR Rolling Stock of NTPC Farakka	16	NTPC	2026
	Supply & commission of 3100 HP in-service Loco	46	Ntokoto Rail Holding Pvt. Ltd.	2026
Leasing	PVUNL Loco lease 2024-25	21	PVUNL	2026
Turnkey	Construction of Railways PFT's at Dharampura and Susheel Nagar in Ballari District under CEPMIZ (Converted to turnkey)	454	KMERC	2026
	Electrification of Lumding – Badarpur Section (Ext)	243	IR	2026
	Project Implementation Services for the Construction of Integrated Check Post	298	Gol	2029
	Project Management Consultancy of Phase II Campus of IIM Raipur (Chhattisgarh)	148	IIM Raipur	2027



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Get in touch : info@rites.com

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