

MITES Limited



Investor Presentation

Financial Results: Q1'18-19

Date: 27th August 2018

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I. Financial Performance Summary – Q1' 18-19

Financial Summary Q1 18-19

₹ in Crore

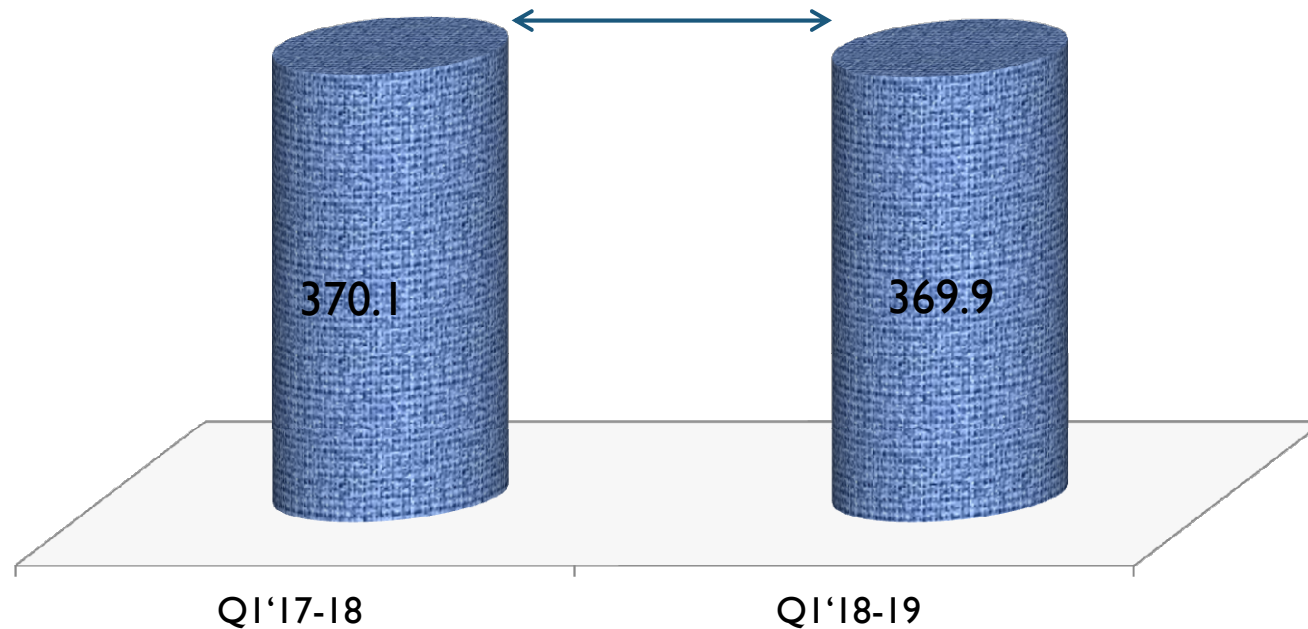
Particulars	Quarterly		Increase / Decrease
	Q1' 18-19	Q1' 17-18	
Total Revenue	369.9	370.1	Constant
EBITDA	130	119	+8.9%
PBT	123	112	+9.8%
PBT Margin	33.1%	30.2%	290bps
PAT	82	69	+18.8%
PAT Margin	22.2%	18.7%	350bps
EPS (in ₹)	4.10	3.46	+18.5%

Financials in this presentation are standalone financial for the 1st quarter ending 30th June 2018

Auditors have done limited review of Quarterly accounts

Revenue for Q1 18-19 (Standalone)

₹ in Crore

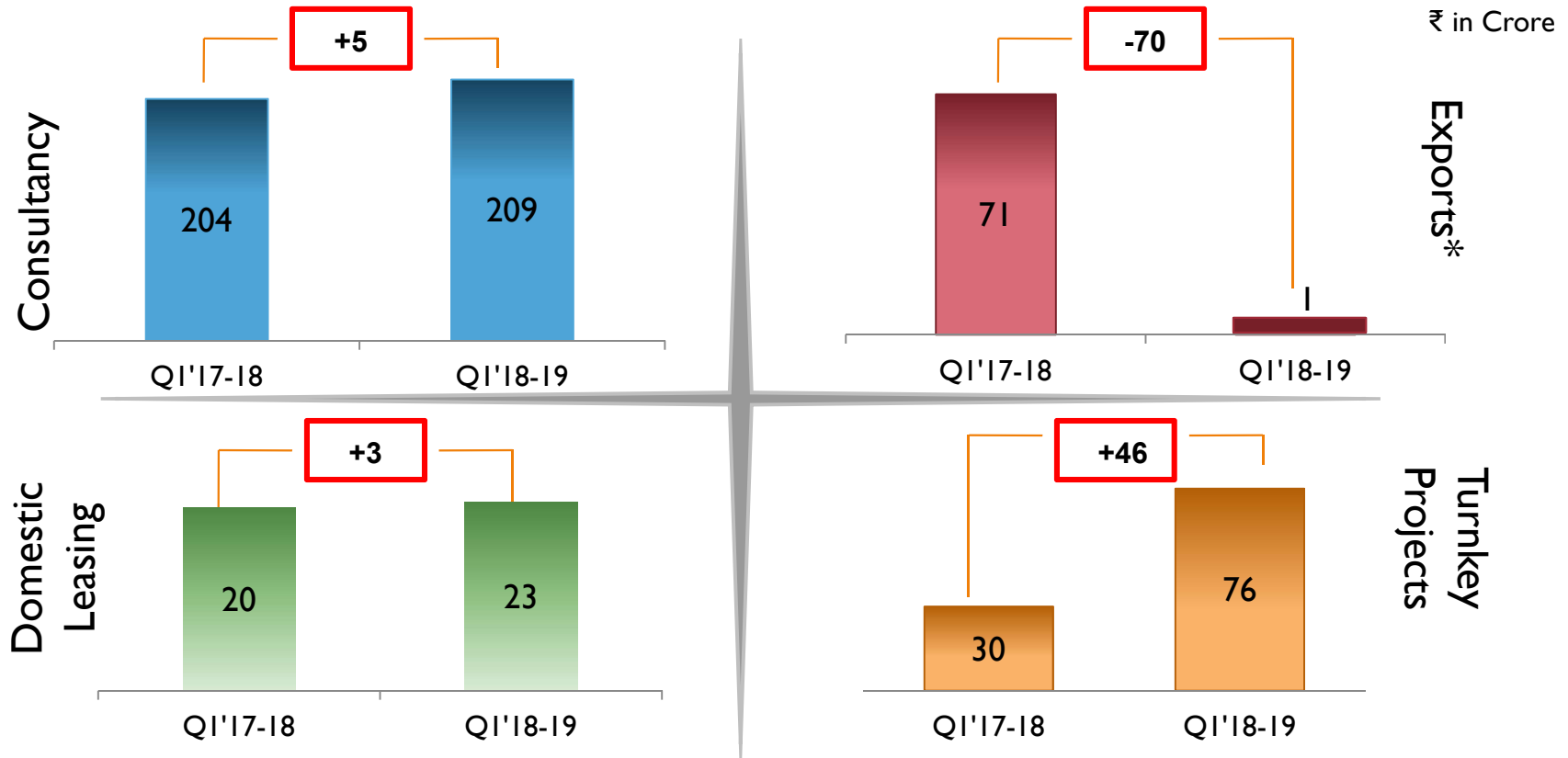


Total revenue has remained constant despite ₹70 crore decrease in Export revenue

Consultancy remains the prominent segment and has contributed 67.5% to operating revenue

Revenue from Turnkey Projects has shown substantial growth with increased margins

Segmental Revenue



*Low exports revenue in Q1'18-19 as part exports against export order of approx. ₹680 crore for supply of locomotive & DMU to Sri Lankan Railway, is to commence from Q3'18-19

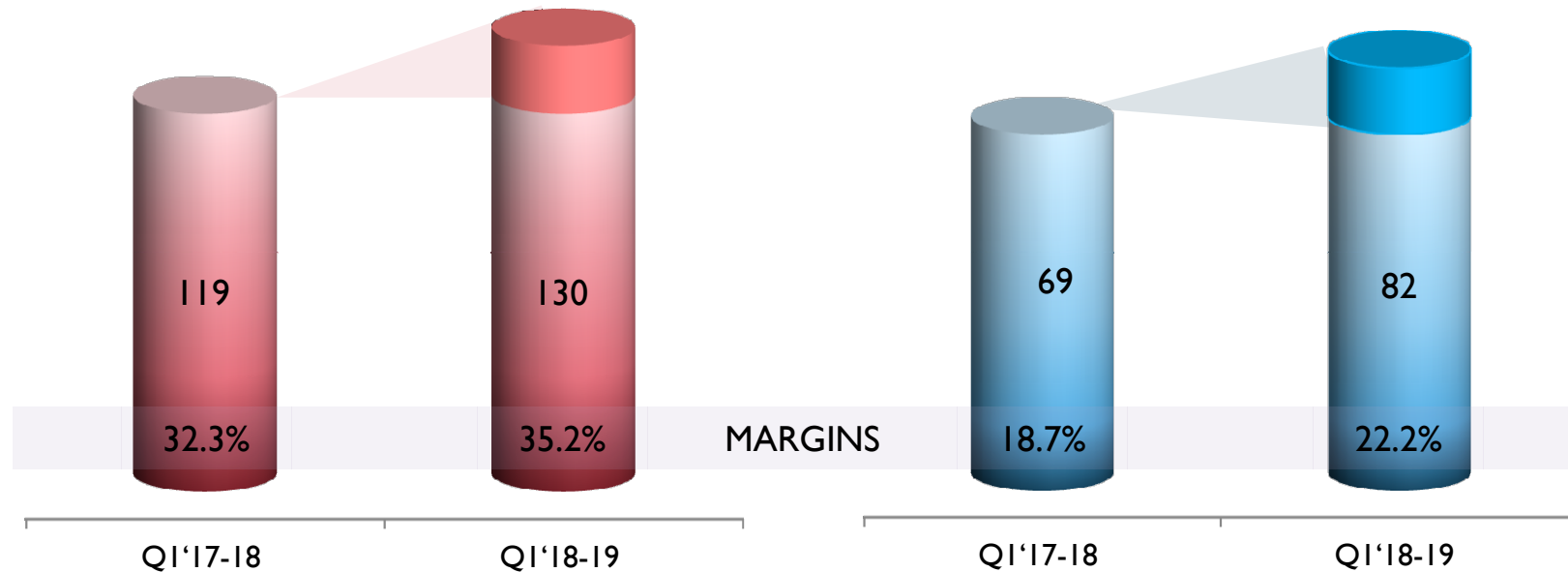
Apart from domestic leasing, Q1'17-18 had Foreign leasing Revenue of ₹5.3 crore and on completion of leasing period in-service locomotive were sold hence no foreign leasing income in Q1'18

Strong Earnings (Standalone)

₹ in Crore

EBITDA & EBITDA MARGINS(%)

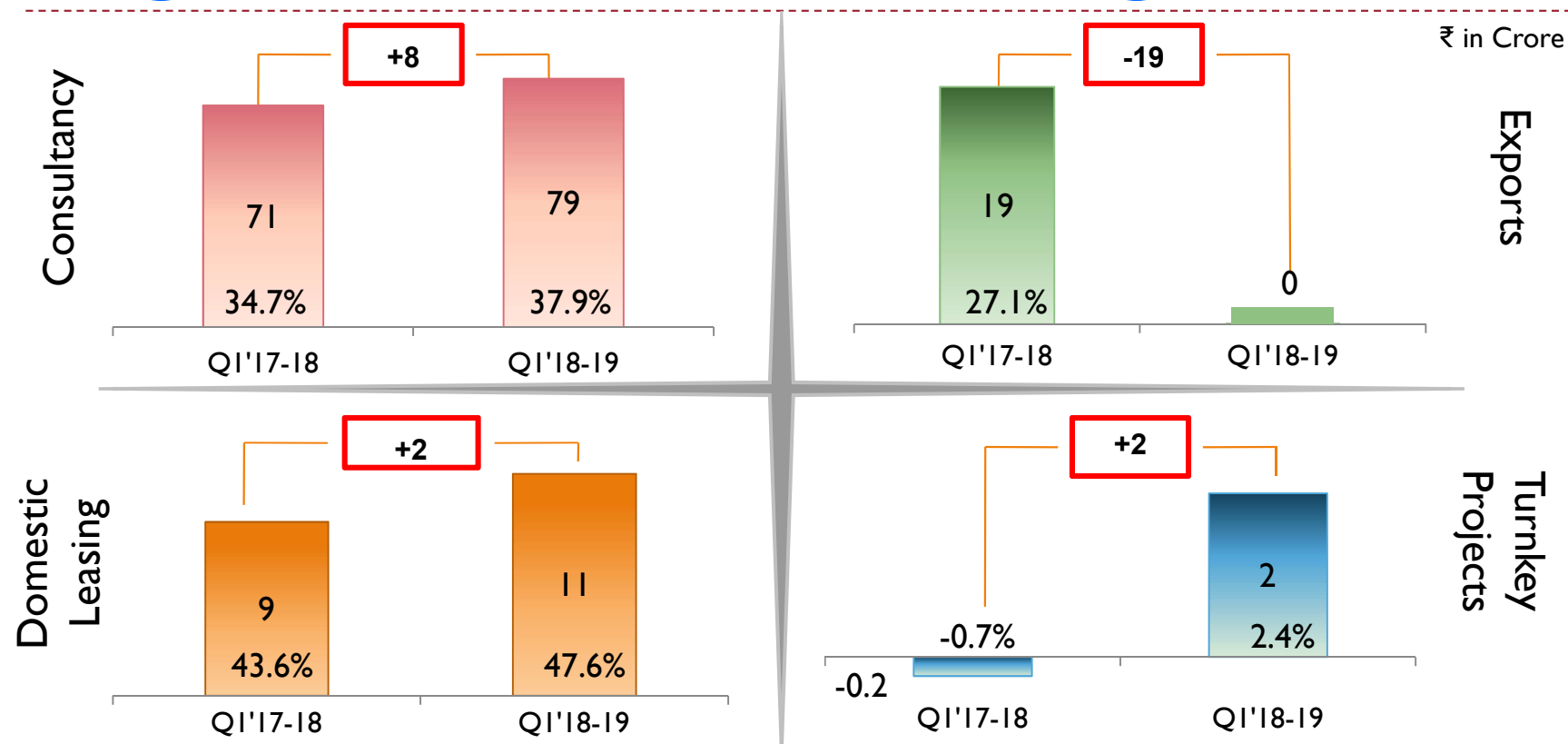
PAT & PAT MARGINS(%)



EBITDA and Profit after Tax has continued to grow.

Despite stiff competition, EBITDA margins are better in Q1' 18-19 as against Q1'17-18.

Segmental Profits and Margins



Profit & Profit Margins for Consultancy, Domestic Leasing & Turnkey has grown in Q1'18-19 over Q1'17-18

Exports profits has declined by 19 crore due to ₹70 crore decrease in Export revenue

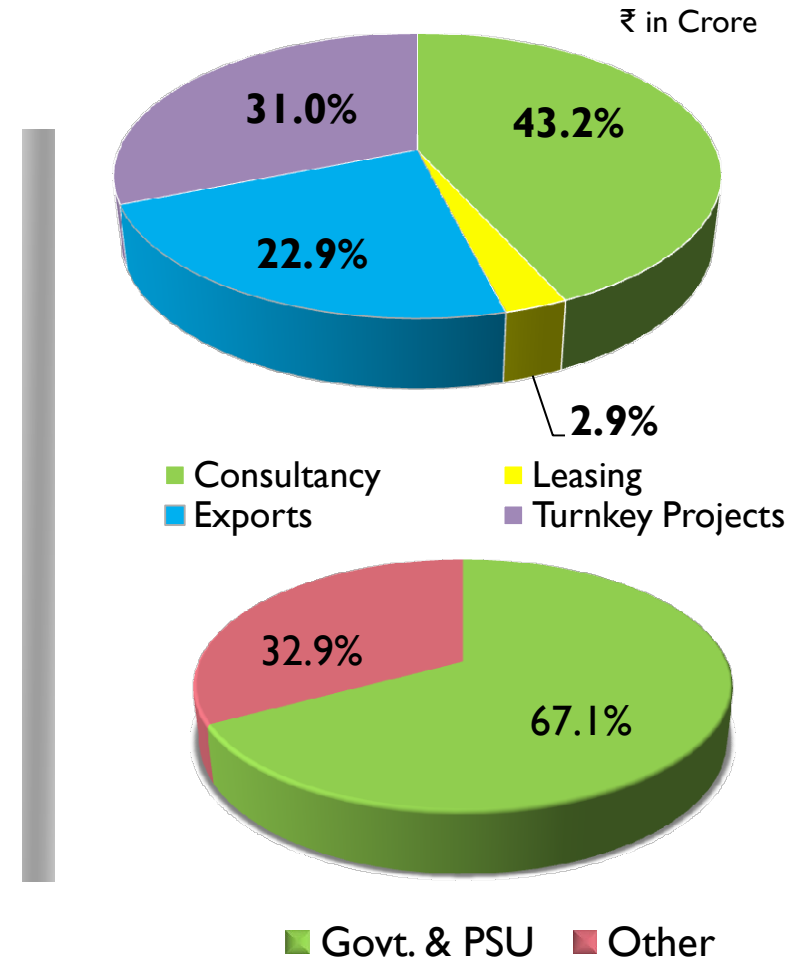
In addition to domestic leasing, Q1'17-18 had Foreign Leasing Segmental Profit of ₹3.7 crore

* Above Segmental Profits and Profit Margins does not include un-allocable expenses



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.

Major Projects Secured during Q1'18-19

₹ in Crore

Secured 90 new projects including extension to ongoing projects during Q1' 18-19

Few Newly Secured Projects					
		Project Scope	Amount	Client	Expected Completion
Consultancy		General Consultancy for Pune Metro Rail Project	41.87	Maharashtra Metro Rail Corp. Ltd	2020
		Project Management consultancy for Passenger Terminal at Srinagar Airport	24.55	Airport Authority of India	2022
		Design Loan Consultancy charges for 1000 freight container wagon (BLC) for CONCOR	16.97	Container Corporation	2020
Leasing		Consultancy services for Rail connectivity to Multimodal Terminals at Haldia and Sahibga	16.16	Inland Waterway Authority of India	2020
		Leasing of Locomotives	19.11	Tata Steel, Kalinganagar	2021

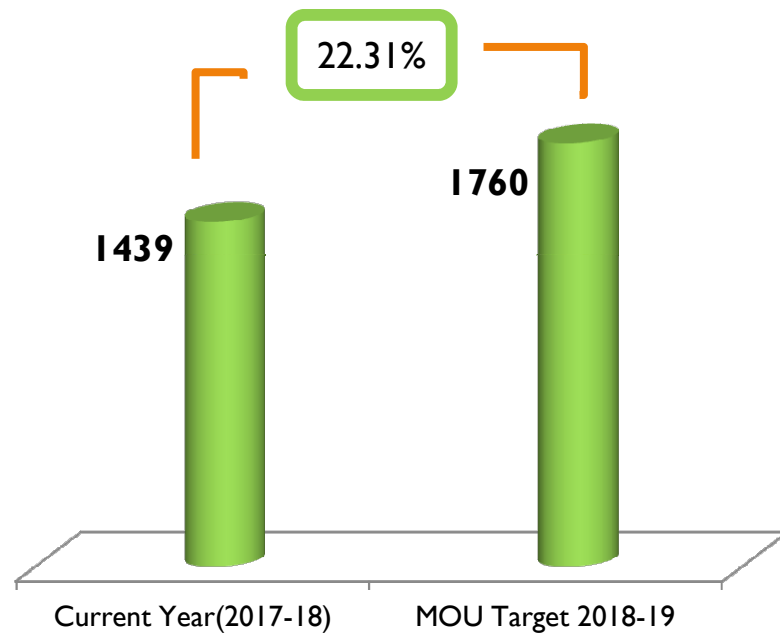


3. Outlook for FY18-19

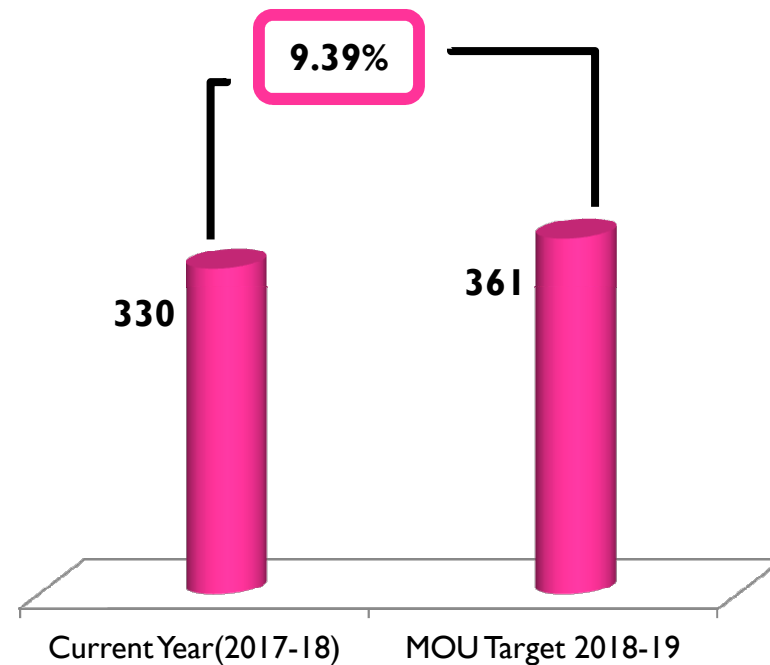
Outlook for FY18-19 (Standalone)

₹ in Crore

OPERATING REVENUE



OPERATING PROFIT



*Outlook for FY 18-19 is based on the MOU Target of 2018-19 for excellent rating

**Operating Revenue and Operating Profits does not include other income.



4. Annual Financial Performance Summary FY17-18

Financial Summary (Consolidated)

₹ in Crore

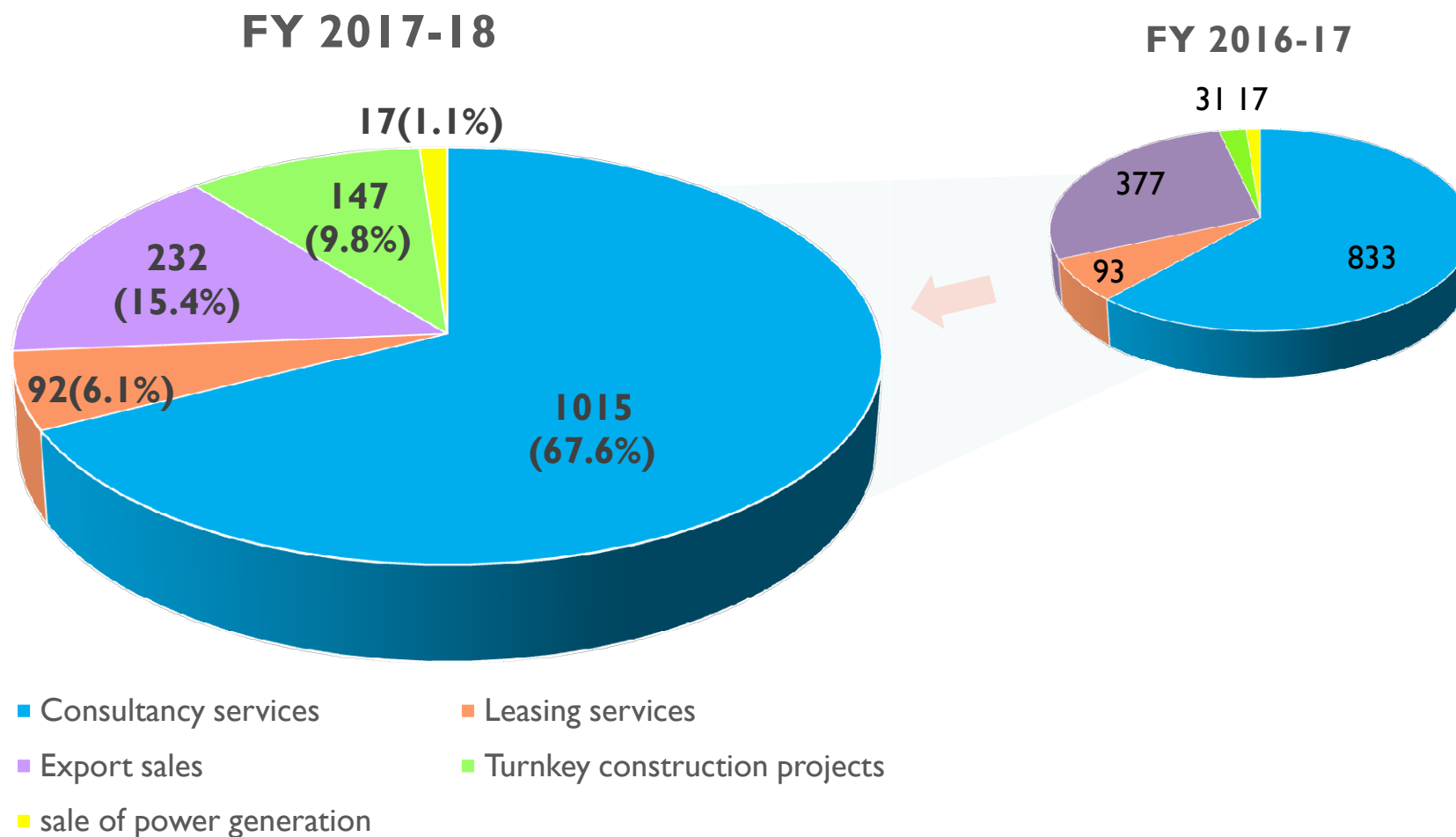
Particulars	FY 17-18	FY 16-17	Increase/Decrease
Total Revenue ¹	1667	1561	6.8% ↑
Operating Revenue ¹	1503	1351	11.2% ↑
EBITDA ¹	572	555	3.2% ↑
PAT ¹	363	337	7.8% ↑
Dividend Payout	148	146	1.4% ↑
Dividend Per Share (in ₹)	7.4	7.3	1.4% ↑
EPS ((in ₹)	17.4	16.4	6.1% ↑
Cash in hand ² (own fund)	1568	1314	19.3% ↑

¹Highest ever

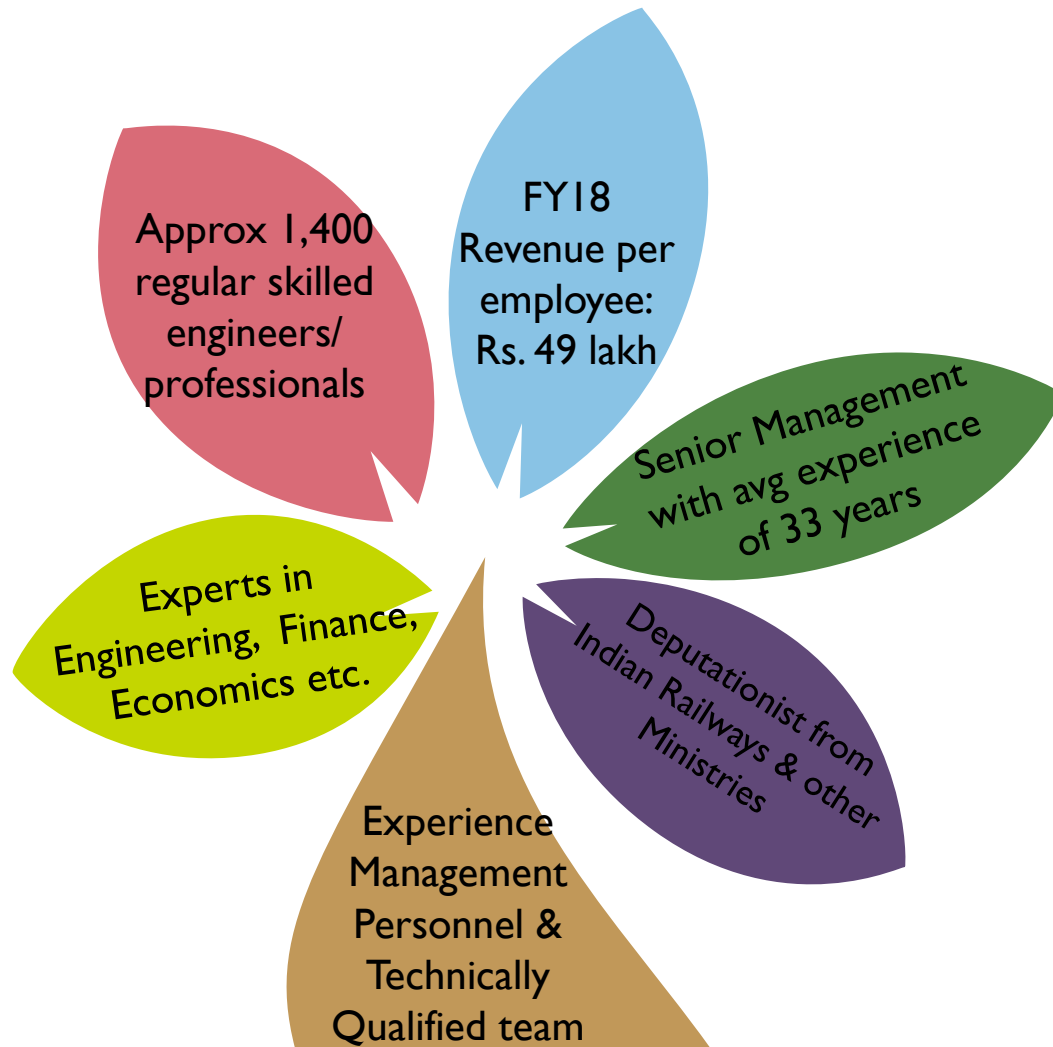
²Cash in hand includes cash & bank balances and investment into liquid plan of Mutual Funds & Tax Free Bonds.

Segmental Revenue(Consolidated)

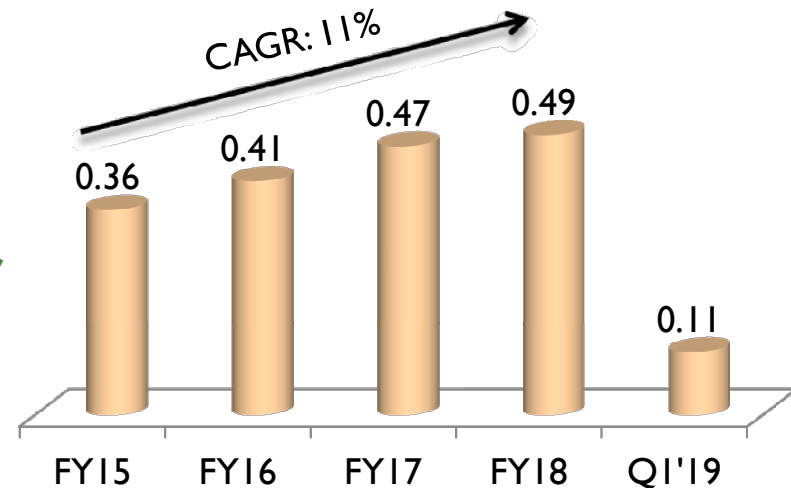
₹ in Crore



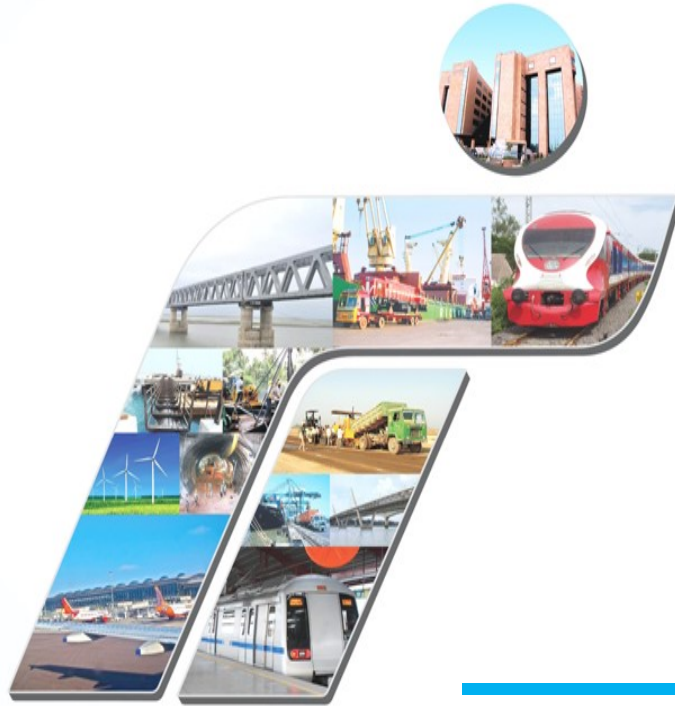
Employee Productivity



₹ in Crore
REVENUE PER EMPLOYEE (STANDALONE)



Status	Employees as on 30.06.2018
Regular	2,090
Deputation	159
Contract	1,151
Total	3,400



Thank You
