

# **MITES Limited**



## **Investor Presentation**

Annual Results: FY 2017-18

**Date: 30<sup>th</sup> July 2018**

# Disclaimer

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## Cautionary statement regarding forward looking statements

This presentation may contain certain forward-looking statements relating to the Company's future business, developments and economic performance.

Such statements may be subject to a number of risks, uncertainties and other important factors, such as but not limited to (1) competitive pressures; (2) legislative and regulatory developments; (3) global, macroeconomic and political trends; (4) fluctuations in currency exchange rates and general Financial market conditions; (5) delay or inability in obtaining approvals from authorities; (6) technical developments; (7) litigation; (8) adverse publicity and news coverage, which could cause actual developments and results to differ materially from the statements made in this presentation.

RITES assumes no obligation to update or alter forward-looking statements whether as a result of new information, future events or otherwise

# Financial Summary (Consolidated)

₹ in Crore

Particulars	FY 17-18	FY 16-17	Increase/Decrease
Total Revenue <sup>1</sup>	1667	1561	6.8% ↑
Operating income <sup>1</sup>	1503	1351	11.2% ↑
EBITDA <sup>1</sup>	572	555	3.2% ↑
EBITDA (Adjusted) <sup>2</sup>	572	484	18.4% ↑
PAT <sup>1</sup>	363	337	7.8% ↑
PAT (Adjusted) <sup>2</sup>	363	280	29.0% ↑
Dividend Payout	148	146	1.4% ↑
Dividend Per Share (in ₹)	7.4	7.3	1.4% ↑
EPS	17.4	16.4	6.1% ↑
Cash in hand <sup>3</sup> (own fund)	1568	1314	19.3% ↑

<sup>1</sup>Highest ever

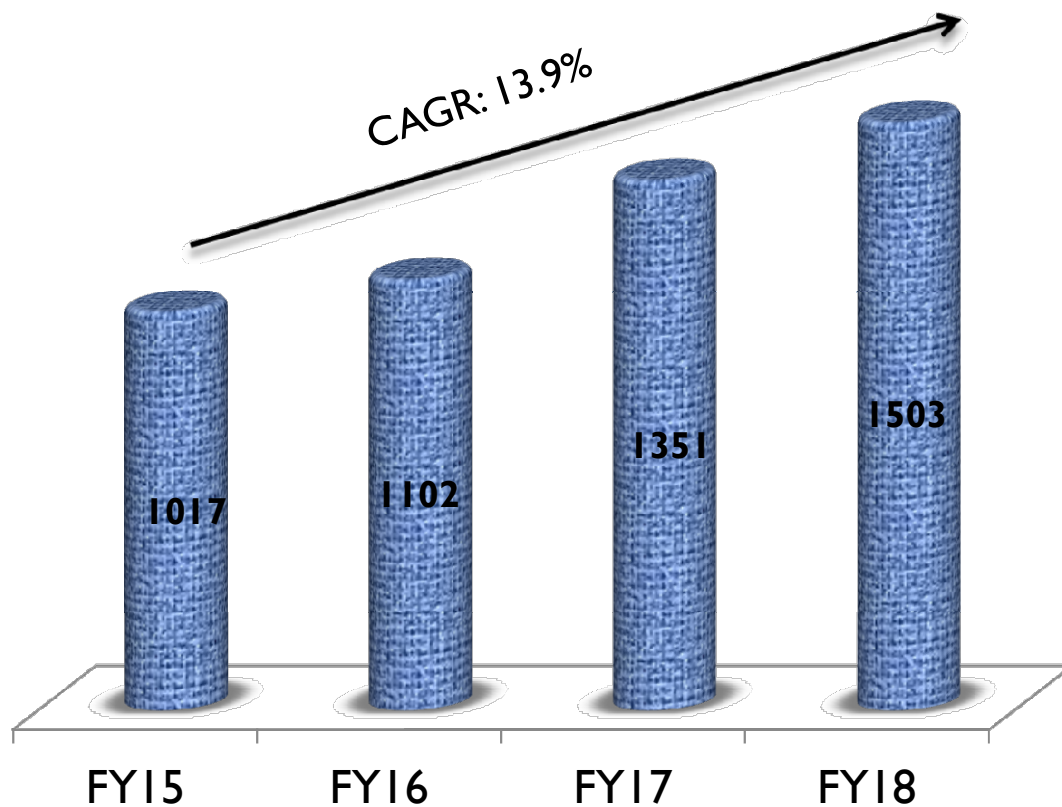
<sup>2</sup>Adjusted EBITDA and PAT of FY17 has been derived after deducting ₹ 71 crore and ₹ 57 crore respectively against the sale of non-current investment .

<sup>3</sup> Cash in hand includes cash & bank balances and investment into liquid plan of Mutual Funds & Tax Free Bonds.

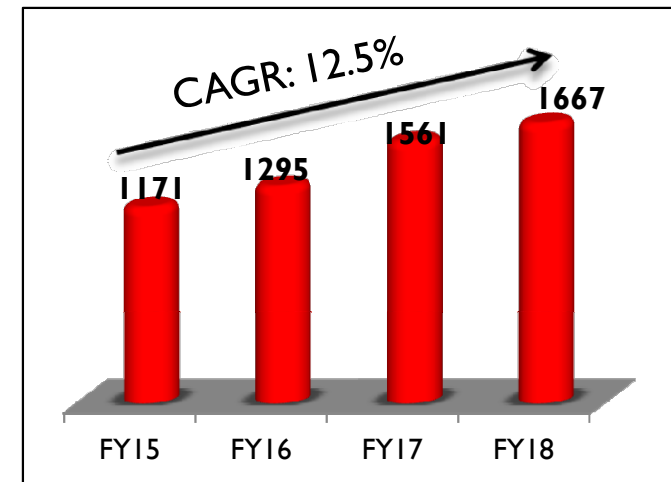
# Strong Revenue Growth (Consolidated)

₹ in Crore

## OPERATIONAL REVENUE



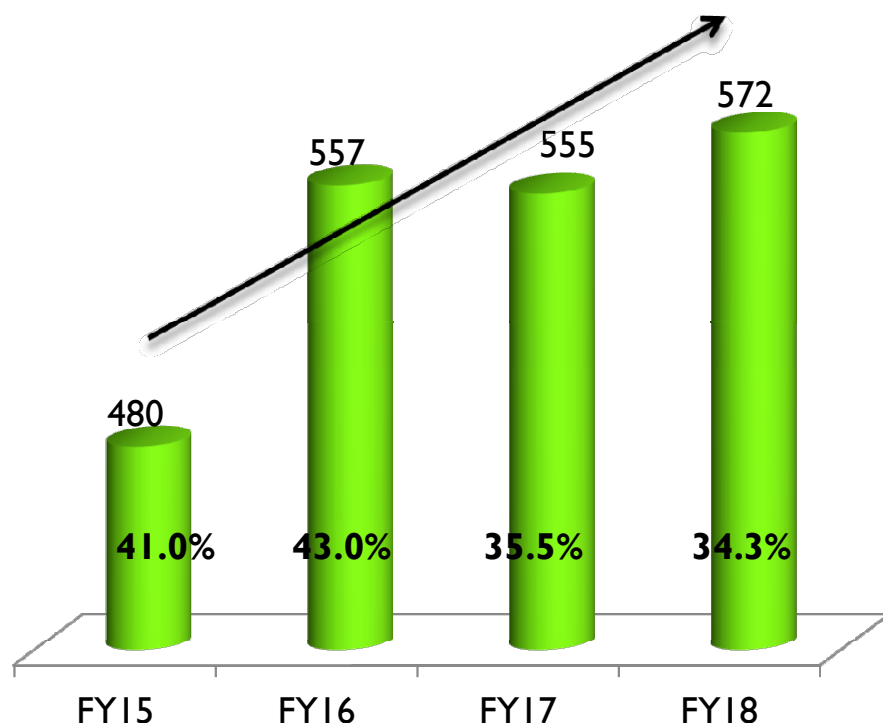
## TOTAL REVENUE



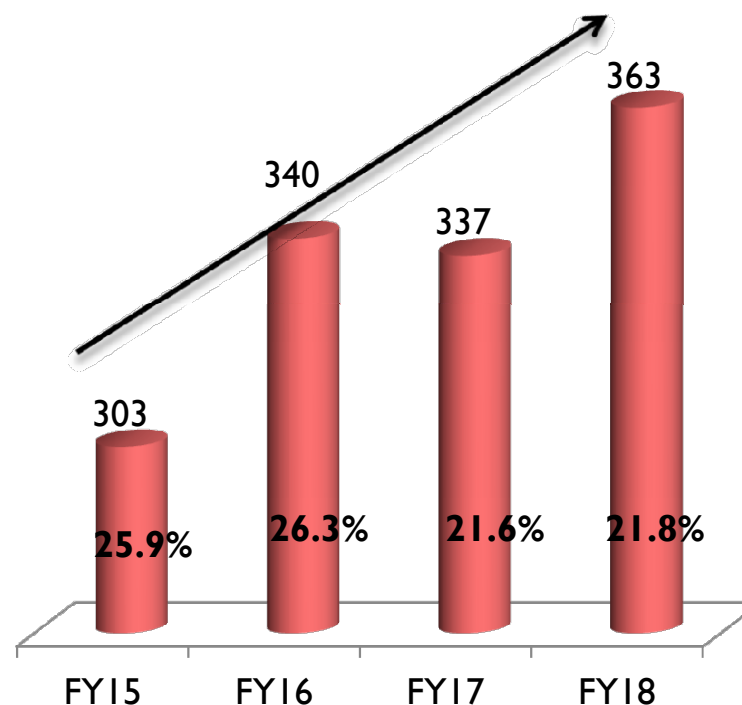
# Strong Earnings (Consolidated)

₹ in Crore

## EBITDA & EBITDA MARGINS(%)



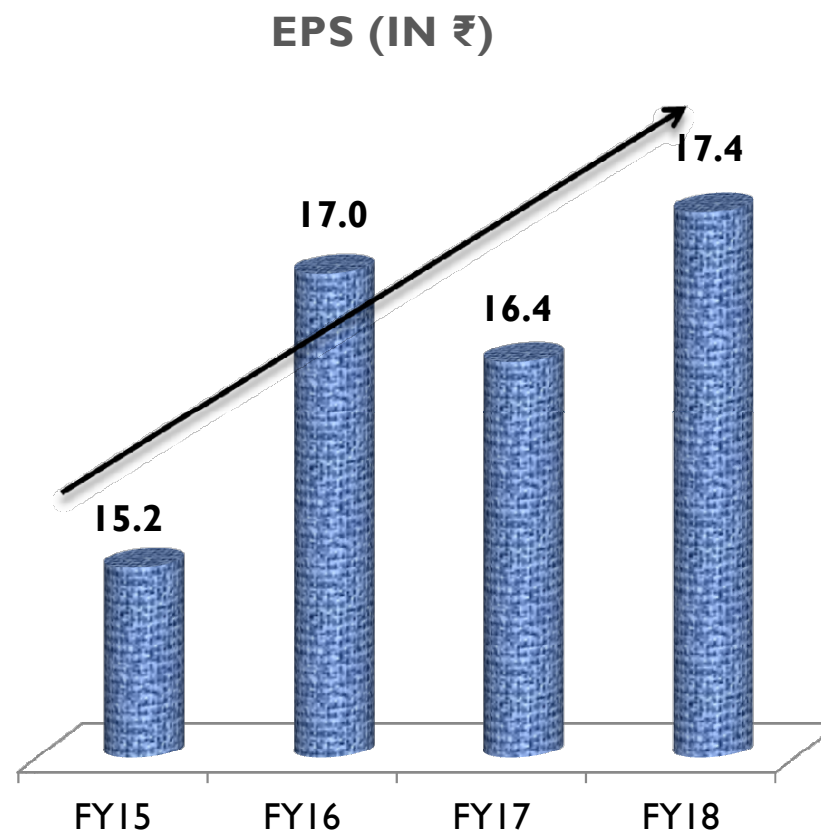
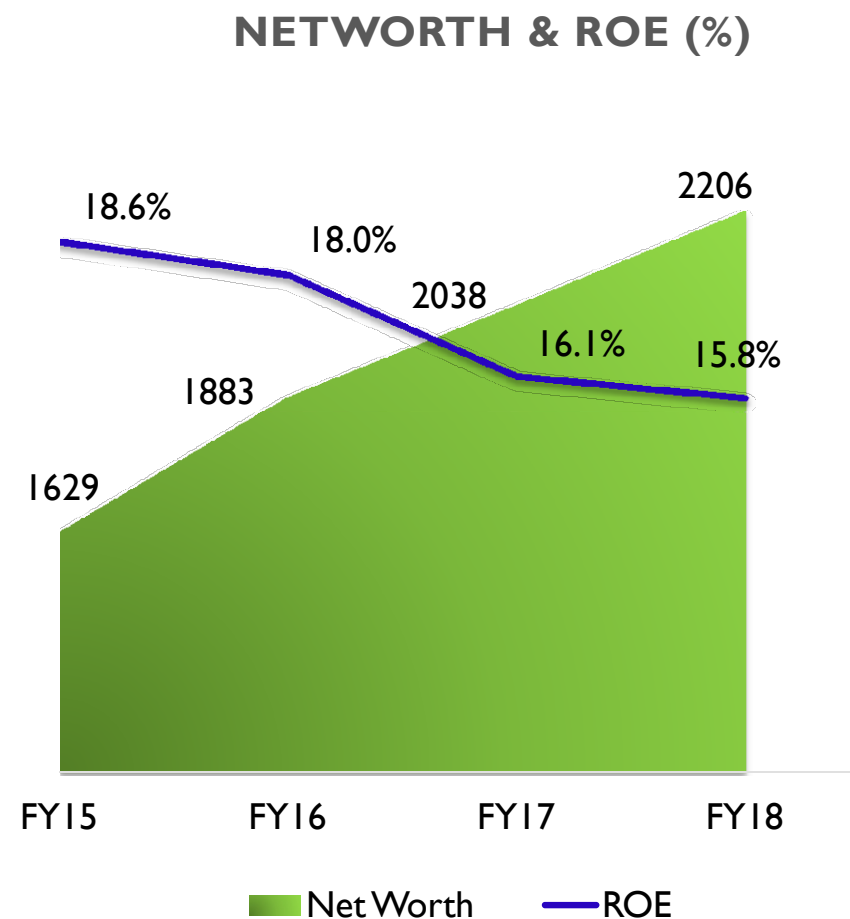
## PAT & PAT MARGINS (%)



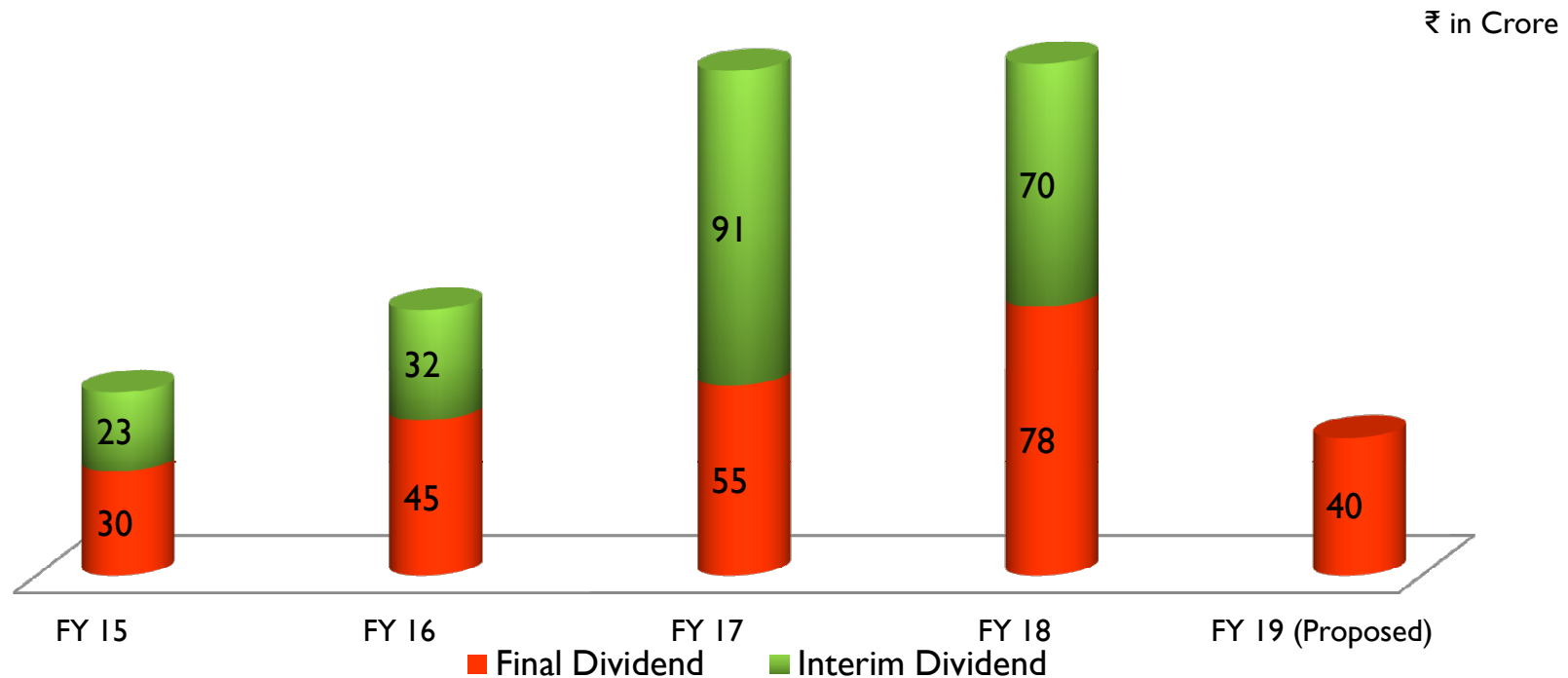
Amount indicated for FY18 is after absorbing the impact of full year pay revision

# Value Generation for Investors(Consolidated)

₹ in Crore



# Dividend Payout



- ₹ 40 crore (₹ 2 per share) of Final dividend for the FY 2017-18 has been recommended which will be paid in FY 2018-19
- For distribution of Dividend Company follow the “Guidelines on Capital Restructuring of Central Public Sector Enterprises” i.e minimum dividend of 30% of profit after tax or 5% of the net-worth, whichever is higher,
- Dividend paid during the financial year i.e. interim dividend for that particular financial year and final dividend for previous

# Latest Earnings' Highlights (Standalone)

₹ in Crore

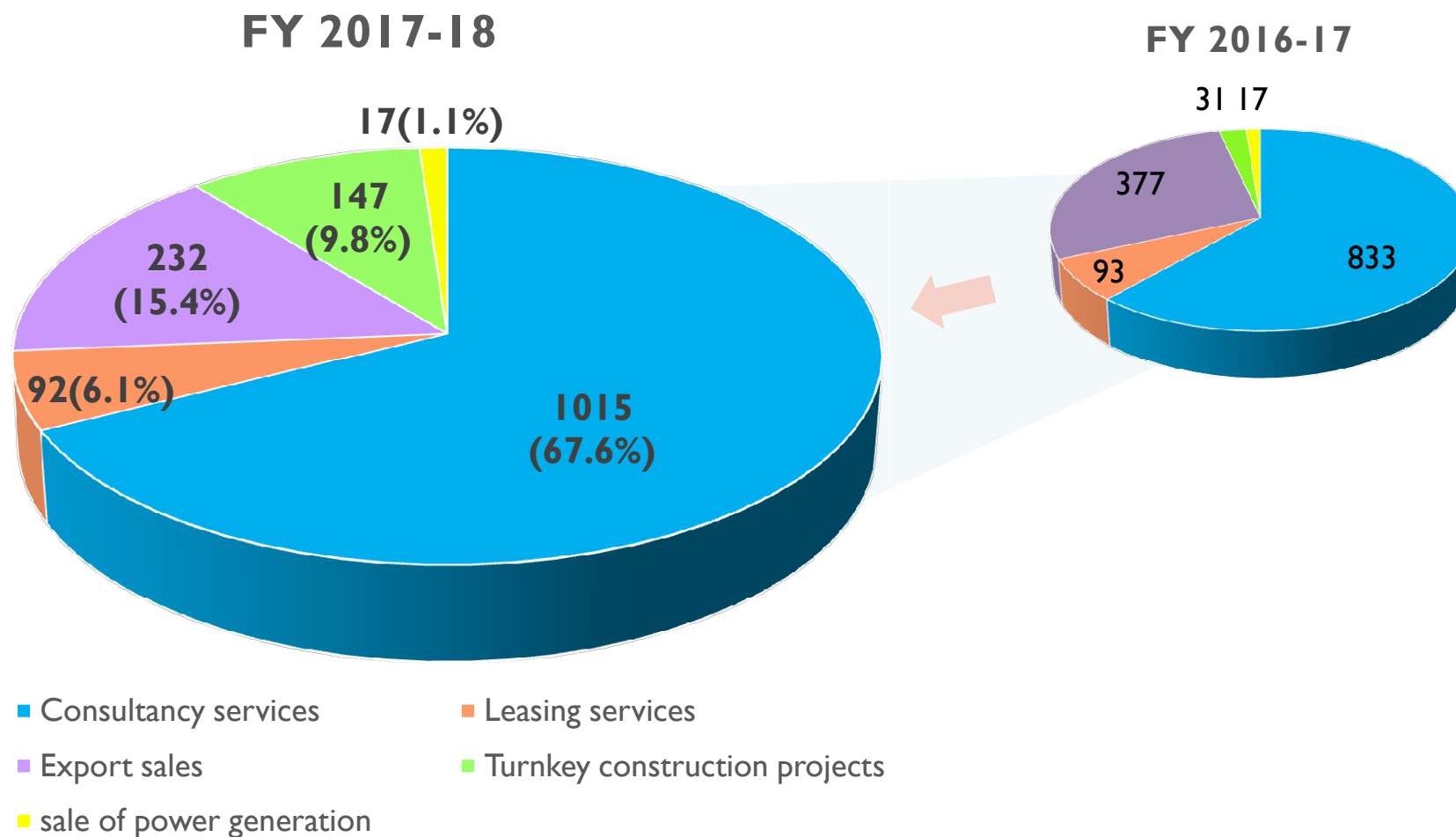
	Yearly			Quarterly (Unaudited)		
	FY 18	FY17	YoY	4Q18	4Q17	YoY
Total Revenue	1603	1507	6.4%	588	437	34.6%
Operating Revenue	1439	1299	10.8%	549	419	31.1%
Gross Profit	493	488	1.1%	130	61	114.0%
Gross Margin	30.8%	32.4%	(4.9%)	22.1%	13.9%	59.0%
Net Income	337	331	7.8%	83	47	74.6%
Net Margin	21.0%	22.0%	(4.5%)	14.1%	10.8%	30.6%
EPS (in ₹)	16.84	16.55	1.8%	4.14	2.37	74.6%





# Segmental Revenue(Consolidated)

₹ in Crore



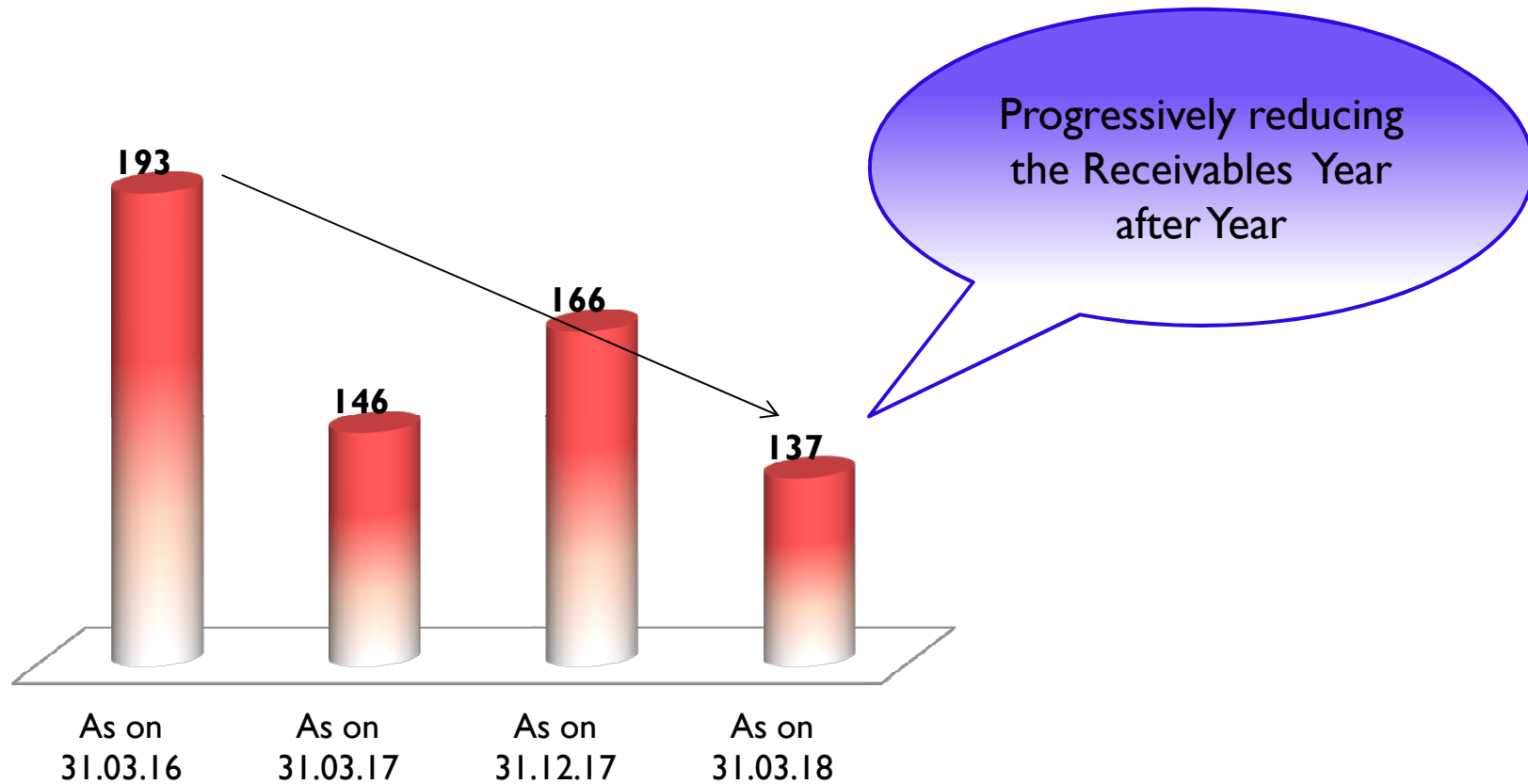
# Segmental Earning

₹ in Crore

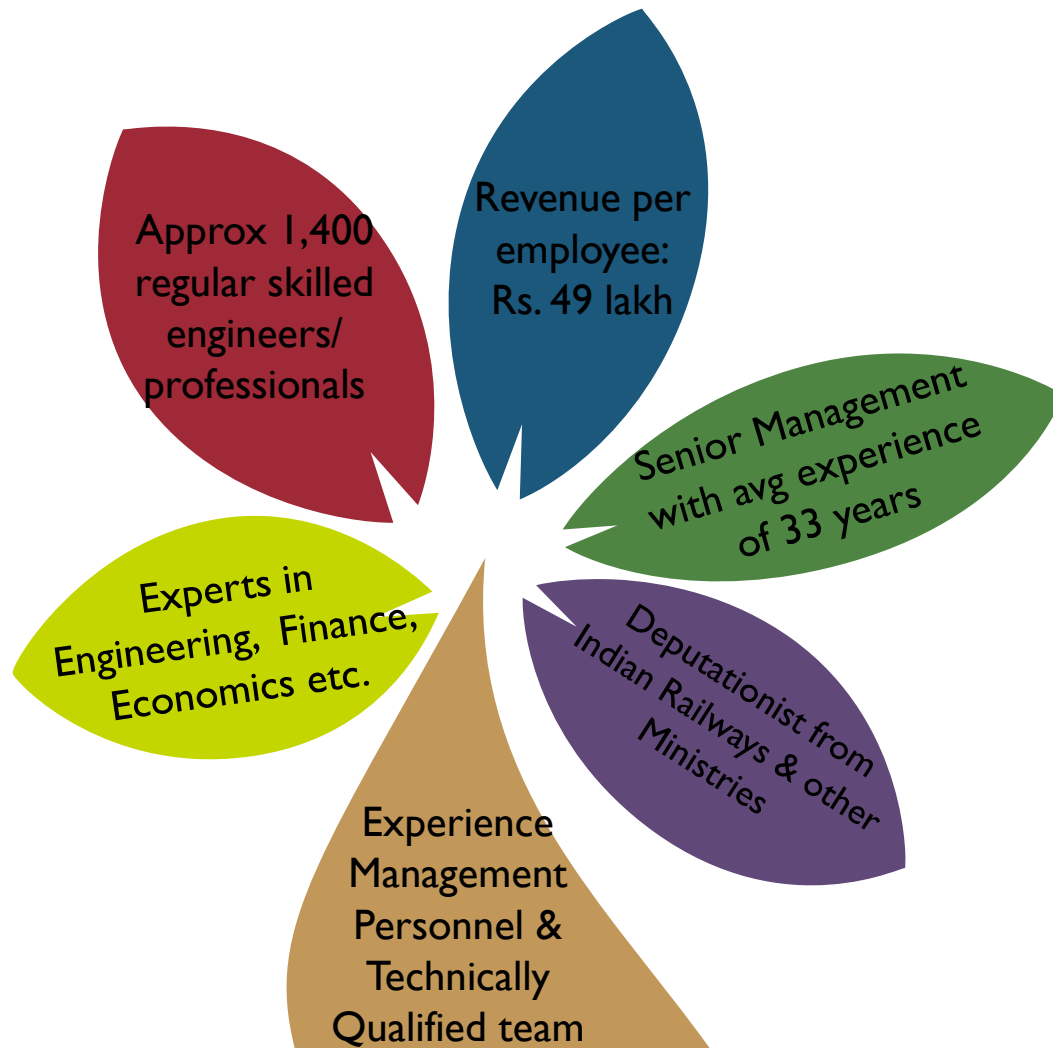
		FY 18	FY 17	% Change
Consultancy	Revenue	972	799	22%
	Expense	584	525	11%
	Contribution (%)	388 (39.89%)	274 (34.30%)	42%
Exports	Revenue	232	377	-39%
	Expense	180	312	-42%
	Contribution	52(22.28%)	66(17.40%)	-21%
Leasing	Revenue	92	93	-1%
	Expense	56	56	-2%
	Contribution	37 (39.82%)	37 (39.48%)	0%
Turnkey Construction Projects	Revenue	147	31	369%
	Expense	143	38	275%
	Contribution	4 (2.54%)	-7 (-21.78%)	-155%
Power Business (REMCL - SUBSI)	Revenue	60	51	18%
	Expense	19	22	-13%
	Contribution	41(68.28%)	29(56.93%)	42%
Unallocable Expense		155	93	

# Trade Receivable Days(Standalone)

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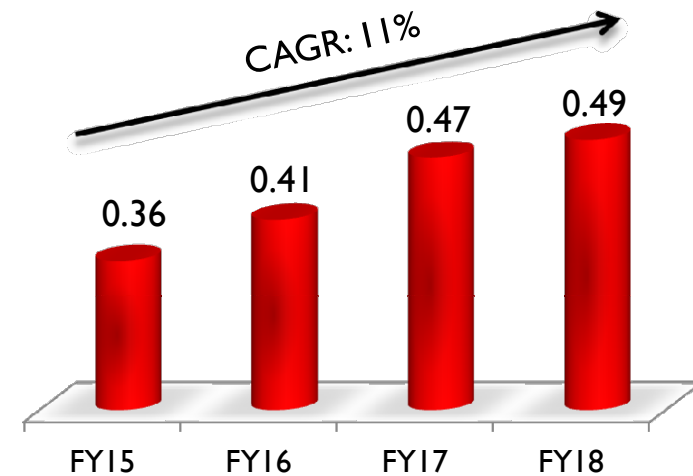


# Employee Productivity



₹ in Crore

## REVENUE PER EMPLOYEE (STANDALONE)



Status	Avg. Number of Employees (2017-18)
Regular	2,094
Deputation	161
Contract	1012
Total	3,267

# REMCL Highlights (Subsidiary of RITES)

- Successfully awarded 120MW of Solar Roof Projects.
- Mandate has been given by IR for 323MW of Solar Roof projects and 450MW of Solar Ground Mounted projects.

**Green Energy**



- Tied up 1995MW power with power producers for IR.
- 1160MW of Power procured for IR in FY 18.

**Power Trading**



- Saving of ₹ 3000 crore to Indian Railway in their energy bill by sourcing power through open source.
- Part of mission 4IK which will help reduce energy bills.

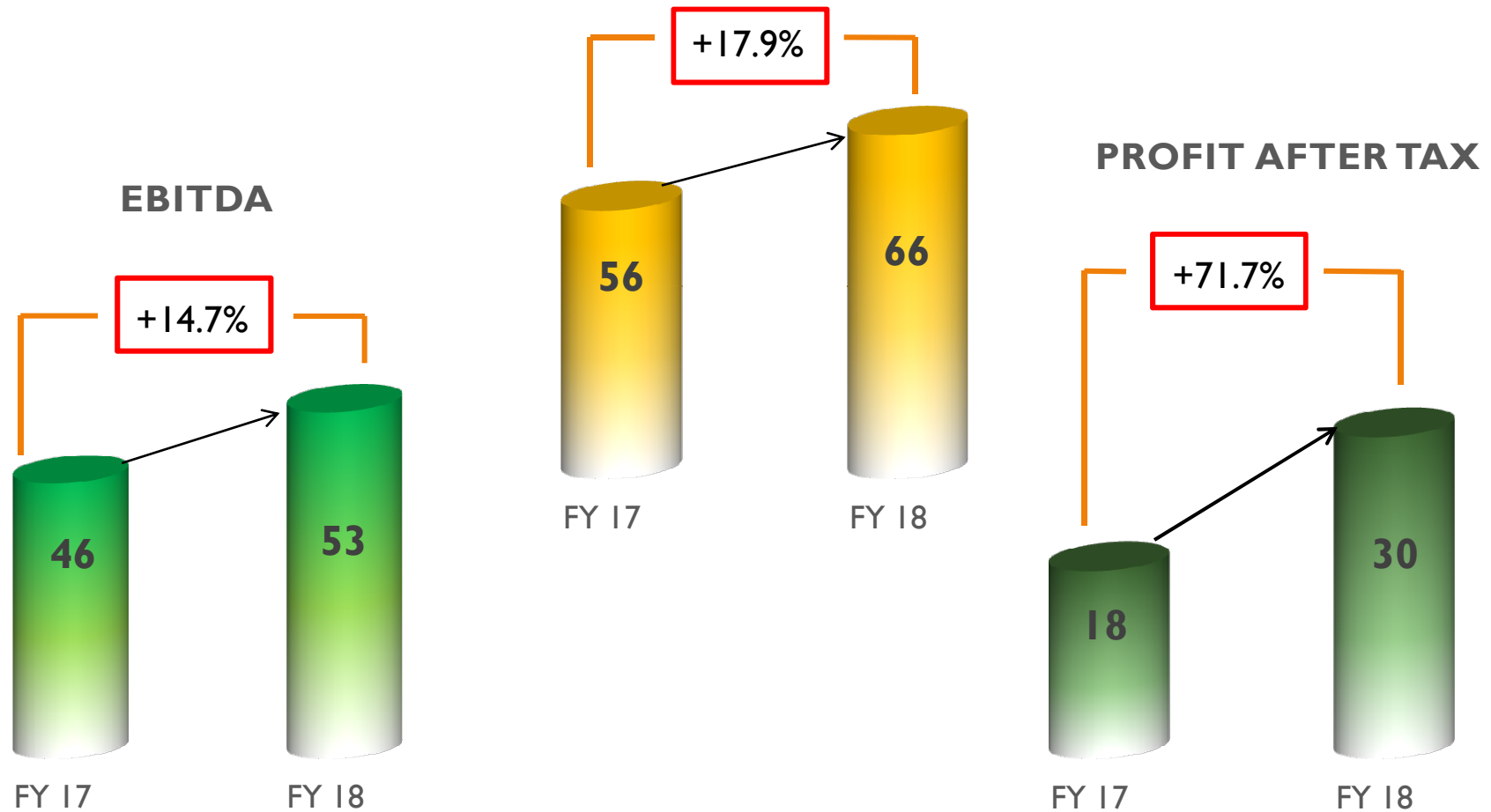
**₹3000  
Crore  
Saving**



# REMCL Growth (Subsidiary of RITES)

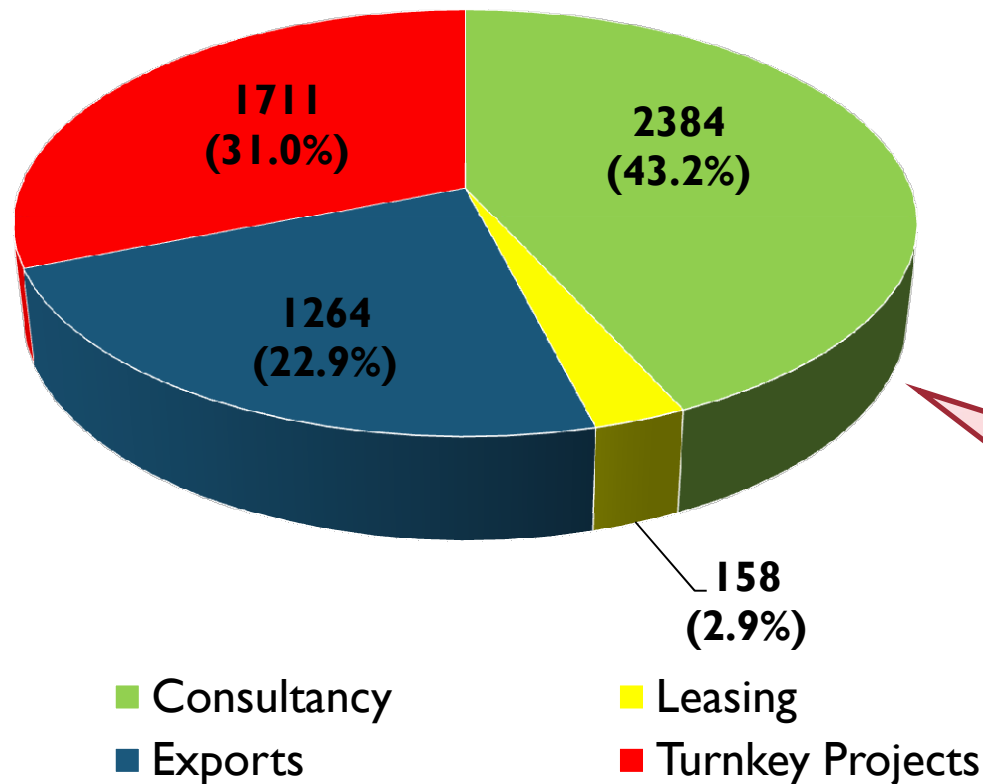
₹ in Crore

## OPERATING REVENUE



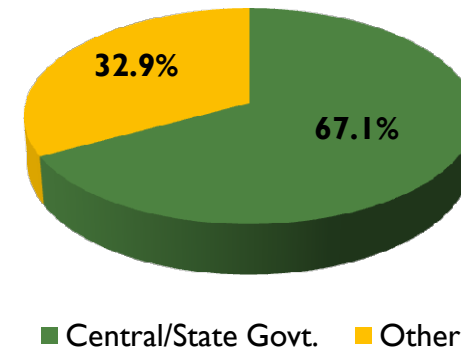
# Order Book Composition(Standalone)

## ORDER BOOK COMPOSITION AS OF 30<sup>TH</sup> JULY,2018



₹ in Crore

## ORDER BOOK GOVT./PSU VS OTHERS

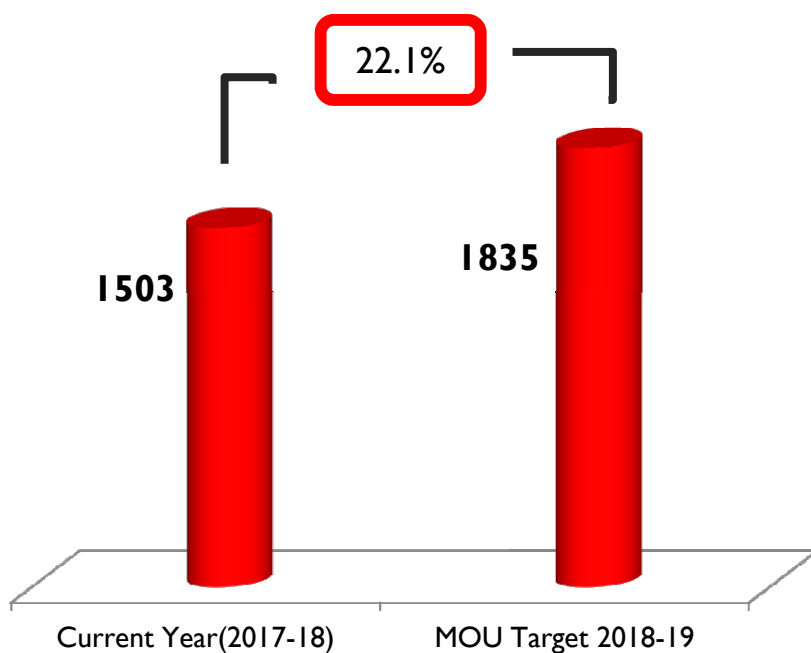


**Total order book:**  
**₹ 5517 crore**  
**₹ 699 crore added to**  
**orders book since**  
**1<sup>st</sup> April,2018**

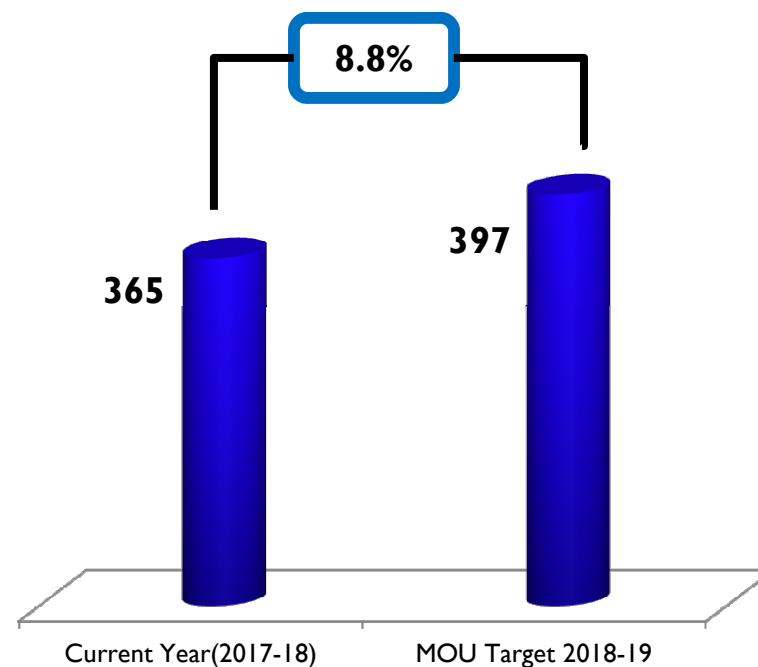
# Outlook for FY18-19(Consolidated)

₹ in Crore

## OPERATING REVENUE



## OPERATING PROFIT



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

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





**Thank You**