

ITES Limited



Investor Presentation

Financial Results: FY'19 & Q4'19

Date: 29th May 2019

Safe Harbor

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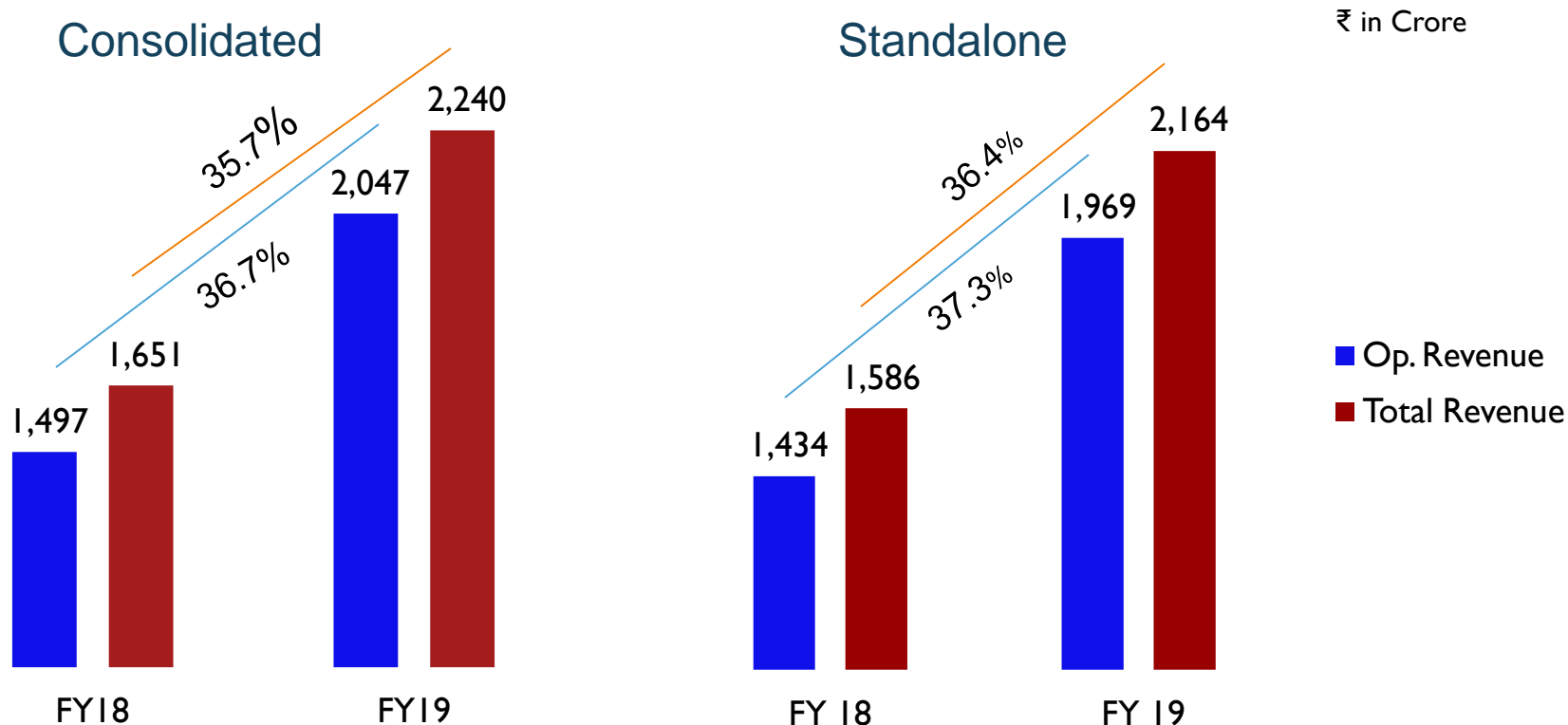
Financial Performance – FY19 & Q4'FY19

Round-up of a Successful Year

- # Highest ever revenue and profits
- # Listed in July 2018 with oversubscription of 67 times
- # MoU target with GOI achieved for excellent rating
- # Exports of state-of-art DMU sets & Locos to Sri Lanka
- # Delivered design & consultancy work for longest rail-cum-road bridge in India over River Brahmaputra
- # Added 56th locomotive to our leasing fleet
- # Delivered 2 new Integrated Check Post (ICPs) at Birganj in Nepal & Moreh in Manipur
- # PMC- Ahmedabad Metro- Phase 1- Operationalised
- # India Pride Award for excellence in performance & services in Mini Ratna Cat-1 (by Dainak Bhaskar)
- # EPCC Gold Trophy for best exports performance in Merchant export category from EEPCC



Another Year of Strong Performance



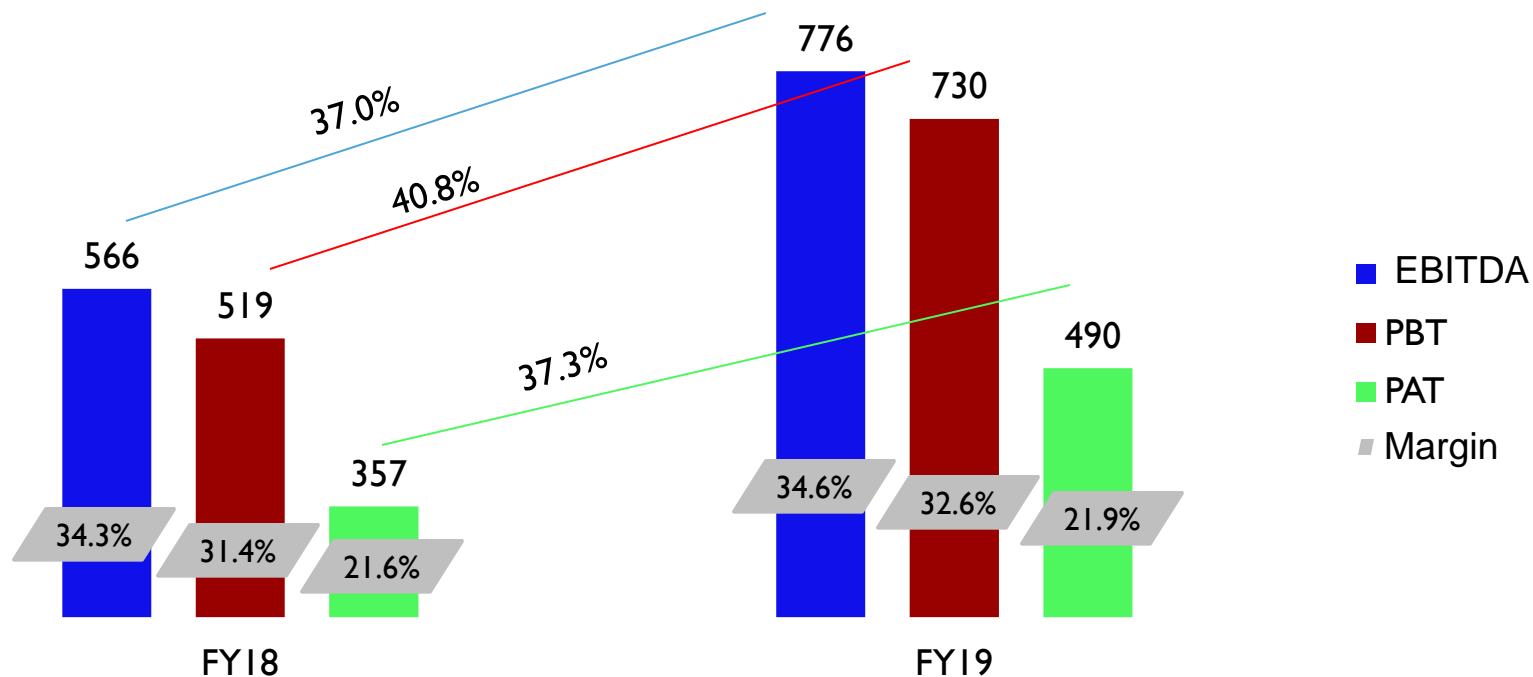
Achieved 37% growth in operating revenue as against targeted 22% on standalone basis

Growth can be attributed to increase in Consultancy, Leasing and Turnkey Construction Business

Profits with Improved Margins

(Consolidated)

₹ in Crore



Optimum Utilisation
of Human Resources

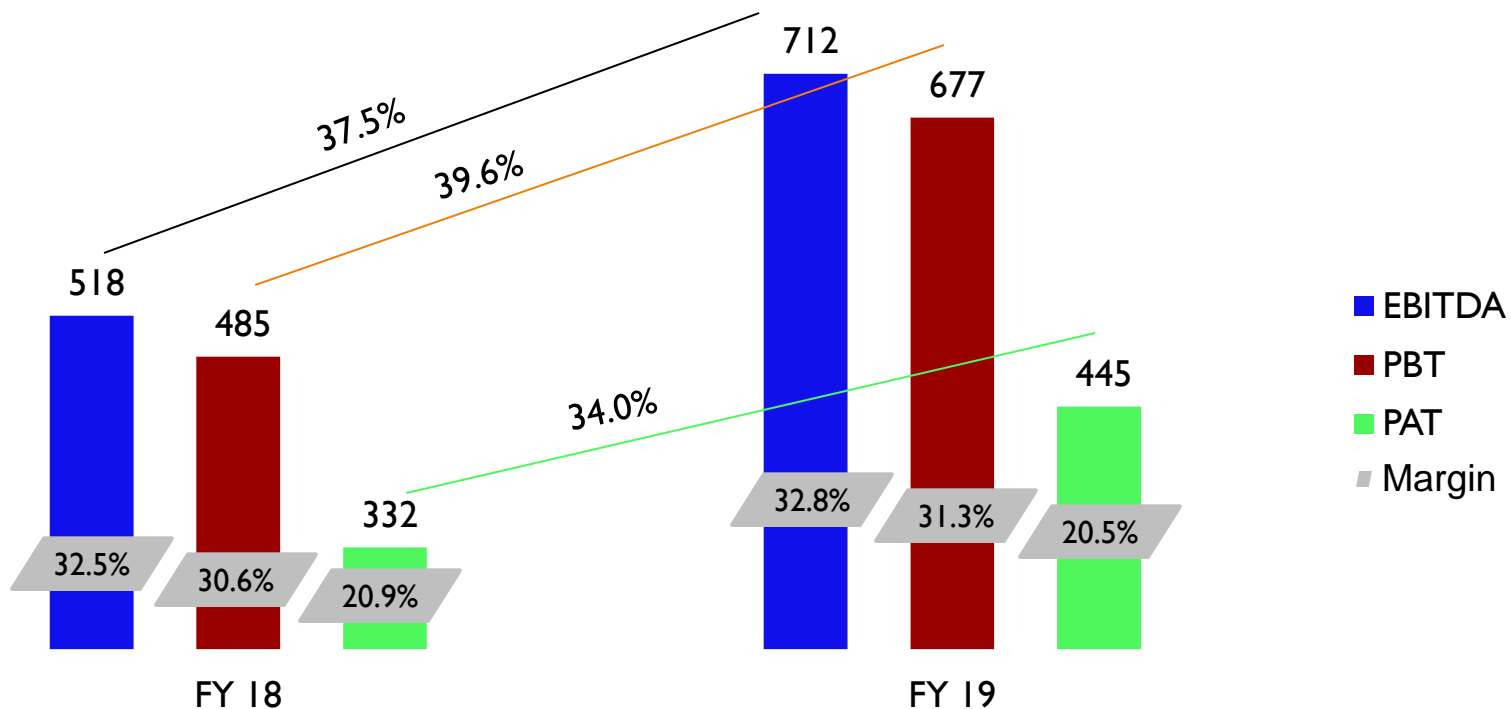
Expansion of
International Consultancy
Business

Improved Efficiency
from Subsidiary and JV
Operations

Profits with Improved Margins

(Standalone)

₹ in Crore



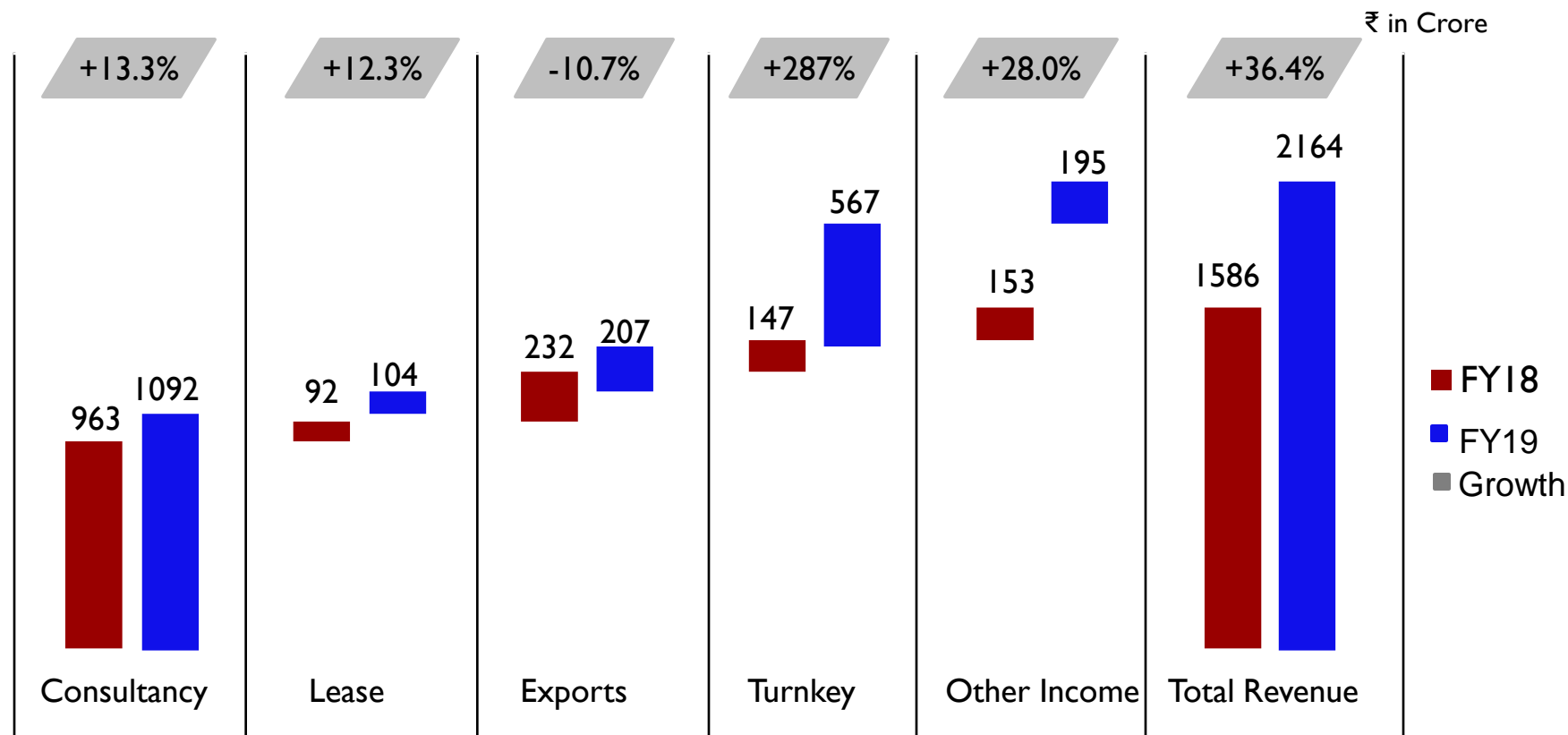
Focus on High Margin
Consultancy

Achieving Economy of
scale in Turnkey
Operations

High Margin in Leasing
& Export Business

Segmental Growth

(Standalone)



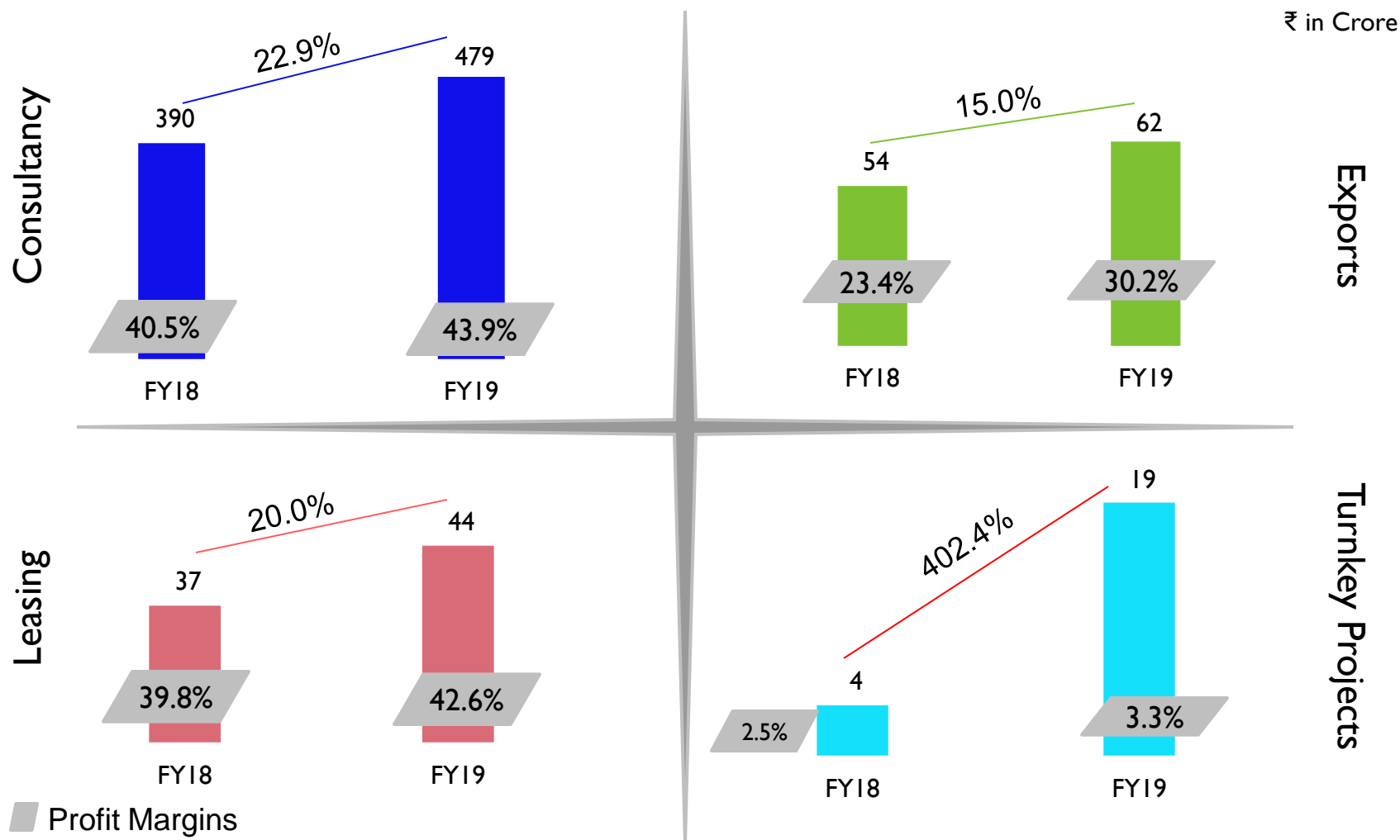
Consultancy contributes about half of operating revenue

Revenue from Turnkey Projects has shown substantial growth

Consultancy and Leasing continued to show a sustainable growth

Segmental Profits and Margins

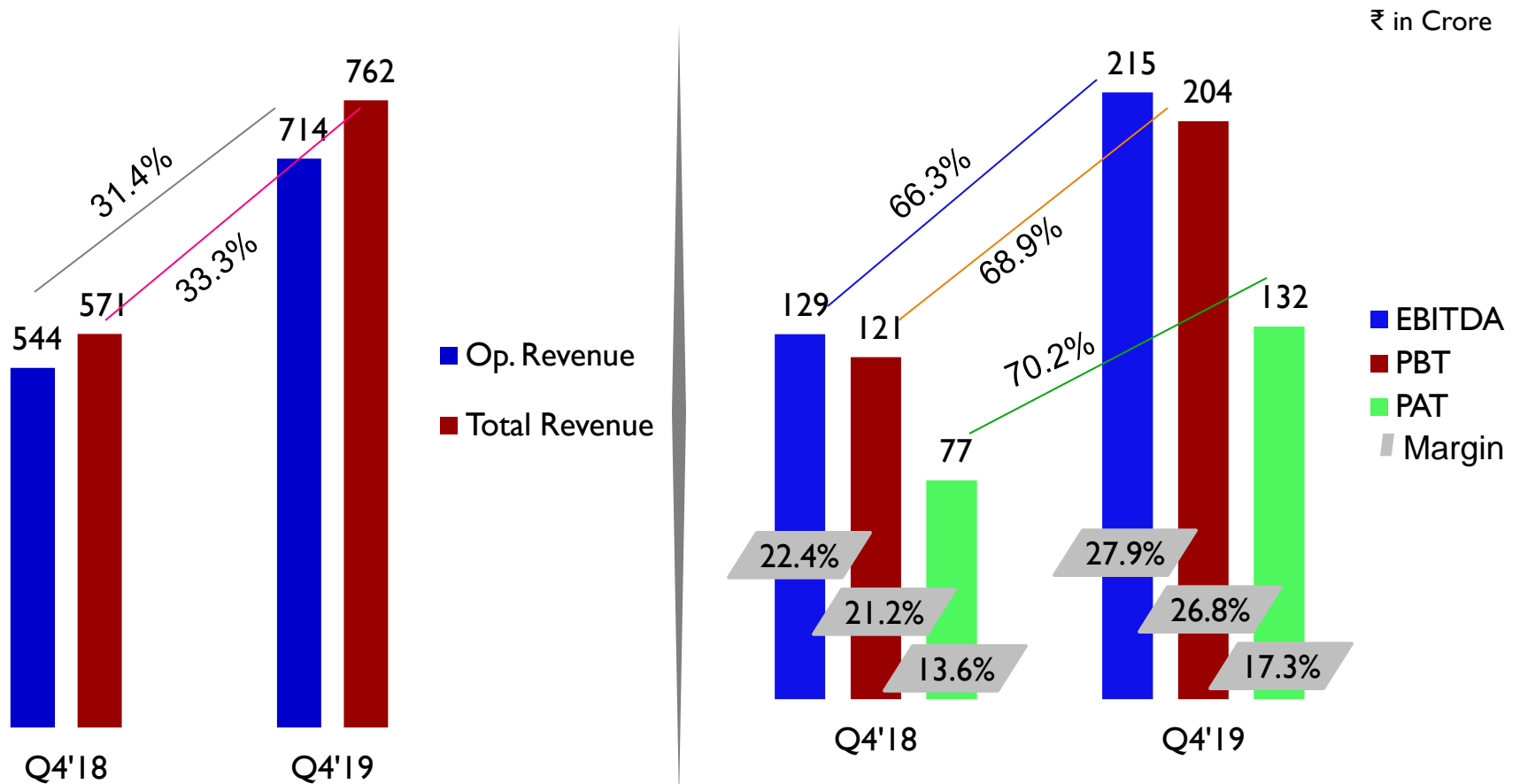
(Standalone- before un-allocable expenses)



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

Q4FY19 at a Glance

(Standalone)

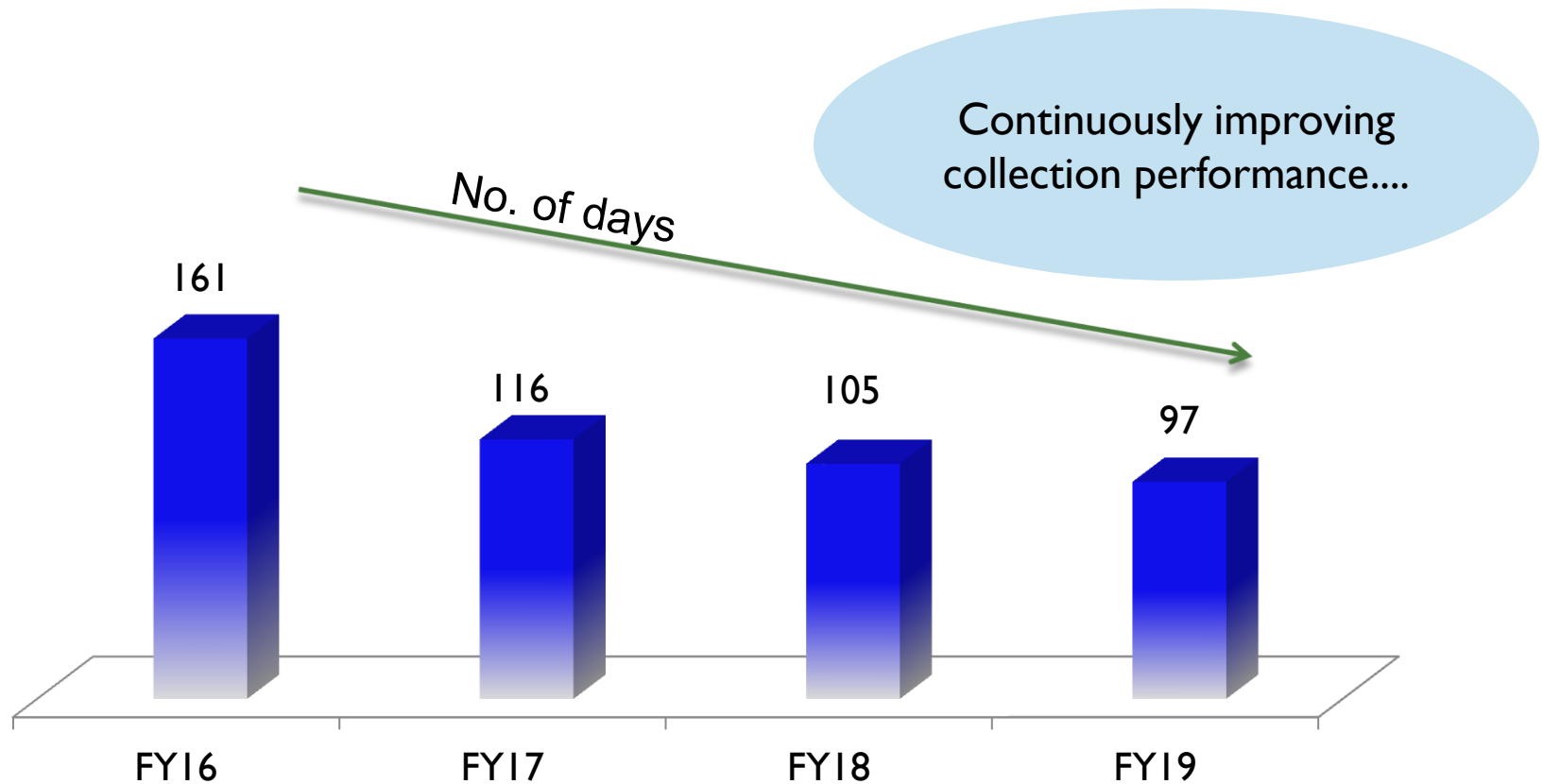


Profit Margins of all segments have improved.

Margin growth coming from consultancy followed by leasing, exports and turnkey .

Trade Receivable in Days

(Standalone)

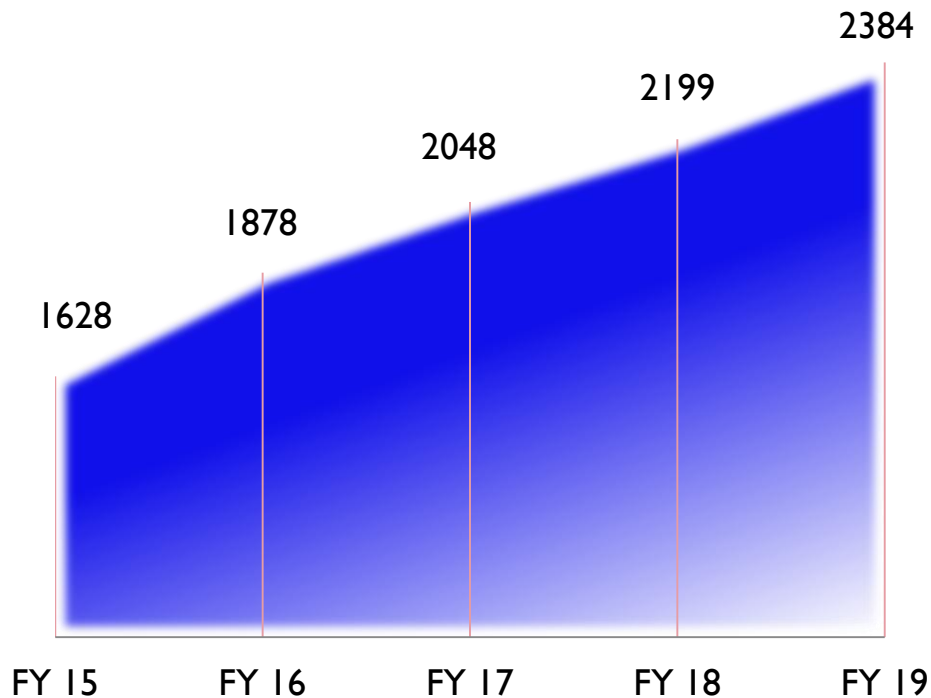


* Debtor days are net of provisions

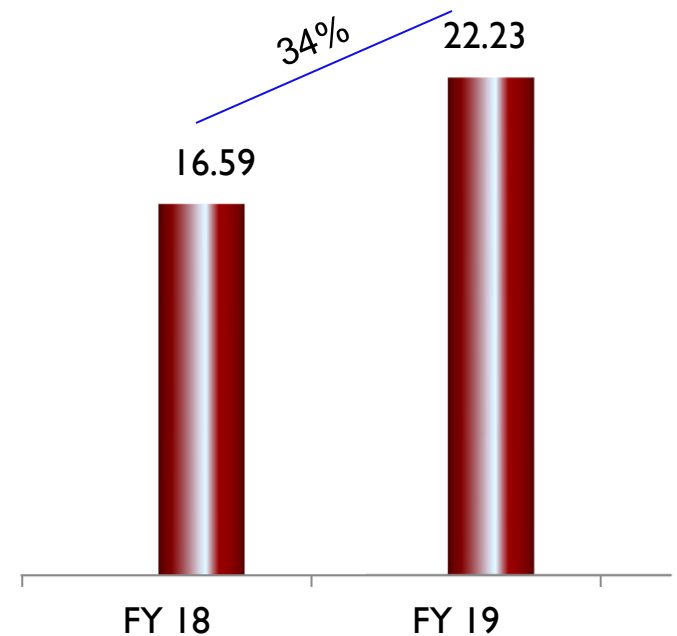
Value Generation for Investors

(Standalone)

Networth (₹ in Crore)



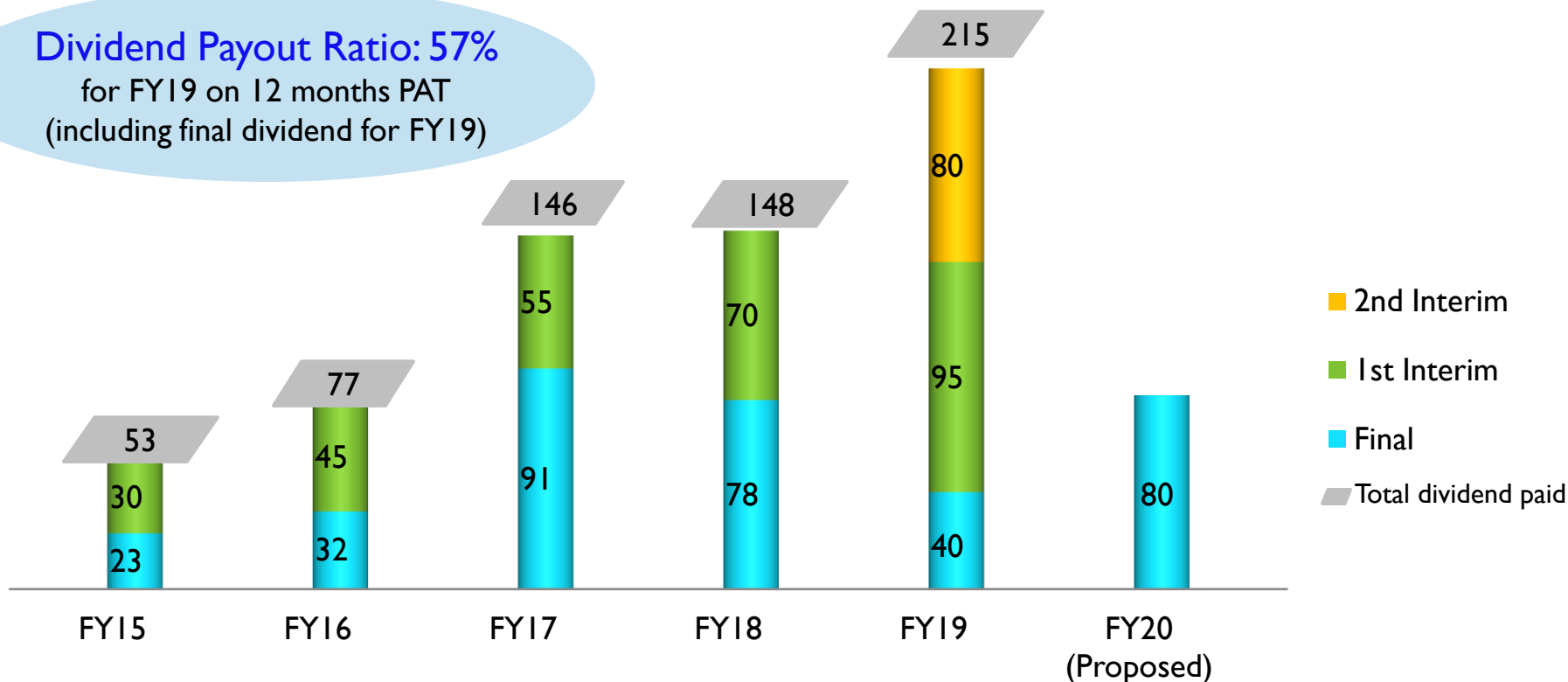
EPS (₹)



Dividend

₹ in Crore

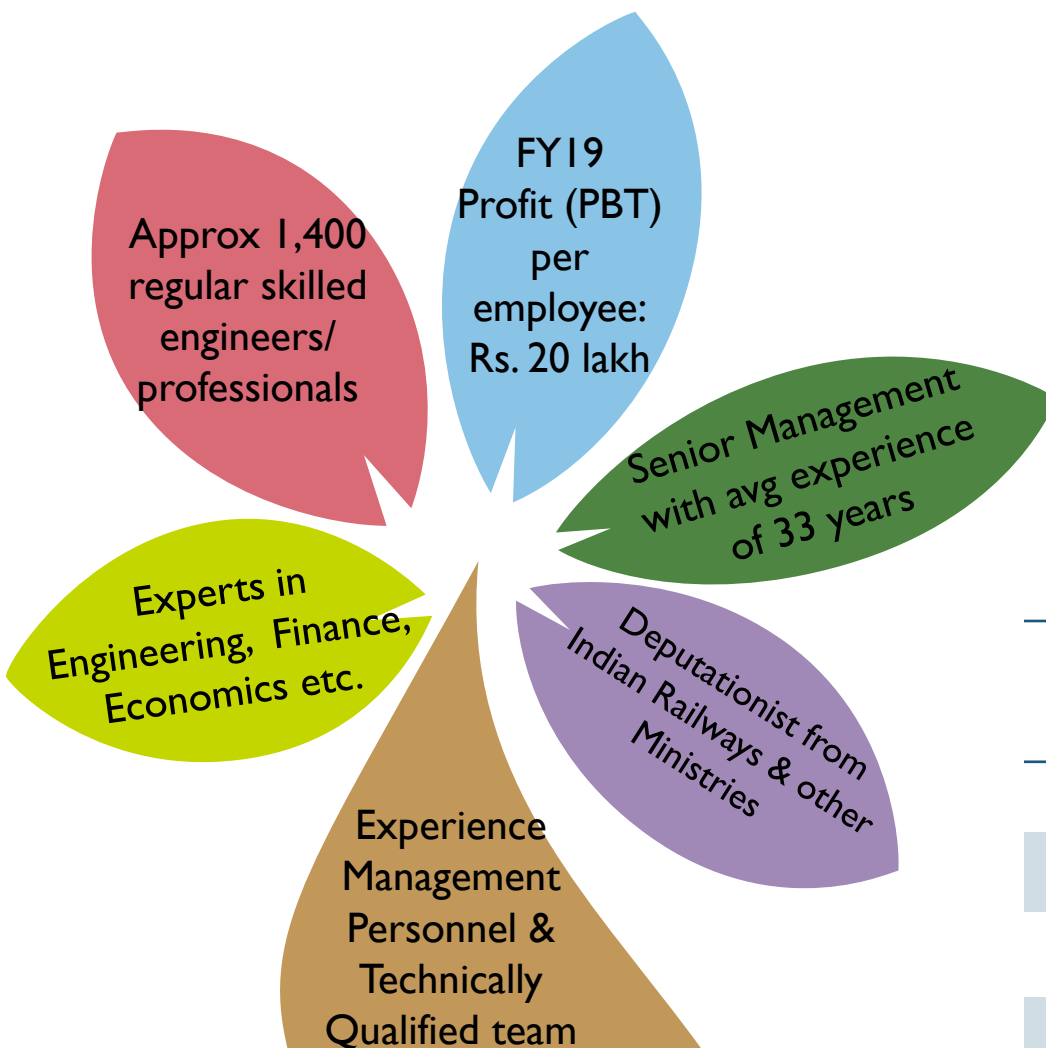
Dividend Payout Ratio: 57%
for FY19 on 12 months PAT
(including final dividend for FY19)



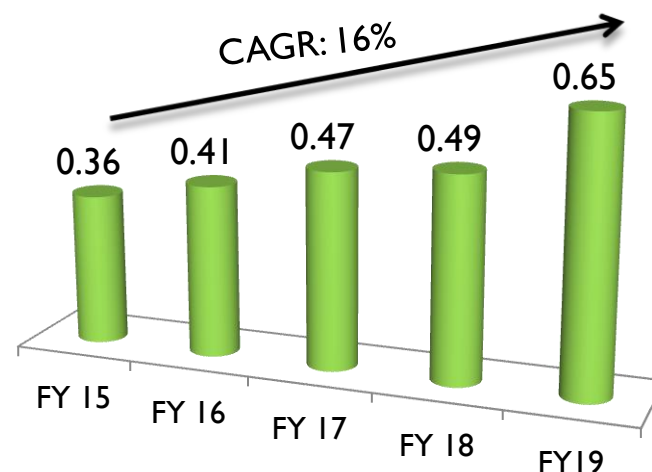
₹80 crore (₹4 per share) of Final dividend for FY 19 has been recommended, subject to approval of shareholders which has been shown under FY 20 as the same will be paid in that year

*Dividend paid during financial year i.e. interim dividend for that particular financial year & final dividend for previous year.

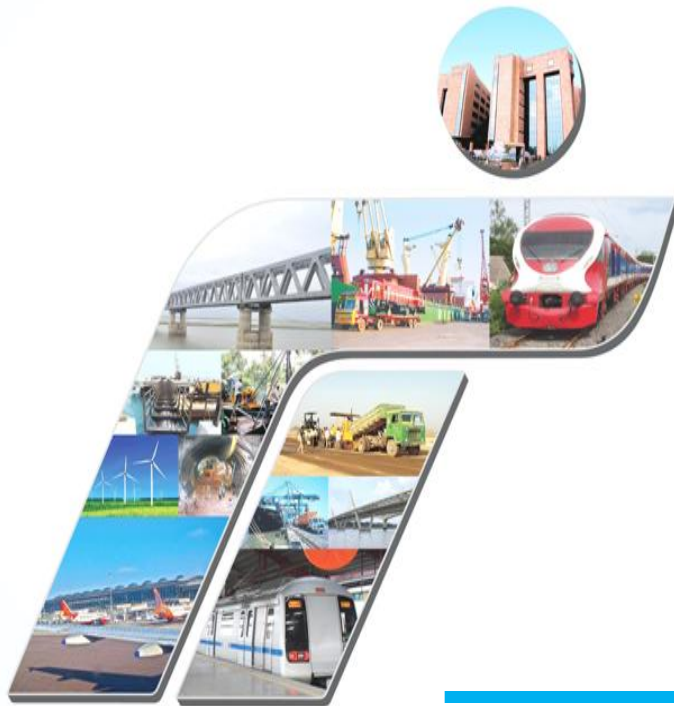
Employee Productivity



REVENUE PER EMPLOYEE (STANDALONE) ₹ in Crore



Status	No. of Employees	
	31.03.2018	31.03.2019
Regular	2064	2005
Deputation	152	173
Contract	1133	1142
Total	3349	3320



2. Order Book

Order Book -up by 27% over last year

(Standalone)



Consultancy

₹2317 Cr



Exports

₹1086 Cr



Leasing

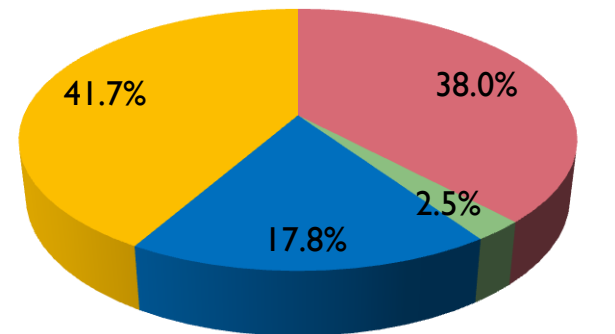
₹152 Cr



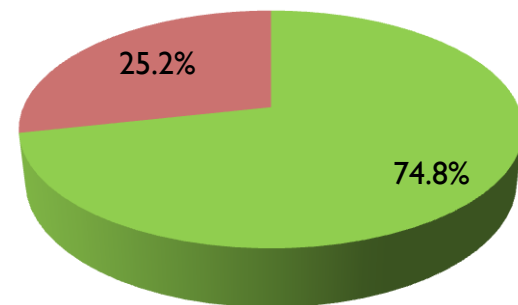
Turnkey

₹2542 Cr

Total Order book as on 31.03.19
₹ 6097 Crore



■ Consultancy ■ Lease ■ Export ■ Turnkey



■ Govt & PSU ■ Other

*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 Q4'18-19

₹ in Crore

MITES secured more than 300 projects/contracts including enhanced scope during FY19.

	Project Scope	Amount	Client	Expected Completion
Consultancy	PMC to IRSDC under Station Development Program	81.2	IRSDC	2021
	Third Party Quality Audit services for 13 AIIMS	32.40	Ministry of Health & Family Welfare	2022
	Project Management Consultancy for Setting up Railways Network	50.07	Jawaharpur Vidyut Utpadan Nigam Ltd	2022
	Detailed Project Report & Project Management Consultancy for Railway Infra	16.54	Tata Steel	2022
	Operation & Maintenance of 9 Locos	10.67	SAIL	2021
Turnkey	Modernisation of Jodhpur Workshop	53.03	North Western Railway	2022
	Shifting of existing Railway Infrastructure & Other utilities (change of work from consultancy to turnkey)	526.02	National High Speed Rail Corporation Ltd	2020
Leasing	Wet leasing of 2 Locomotives	14.08	CONCOR	2020

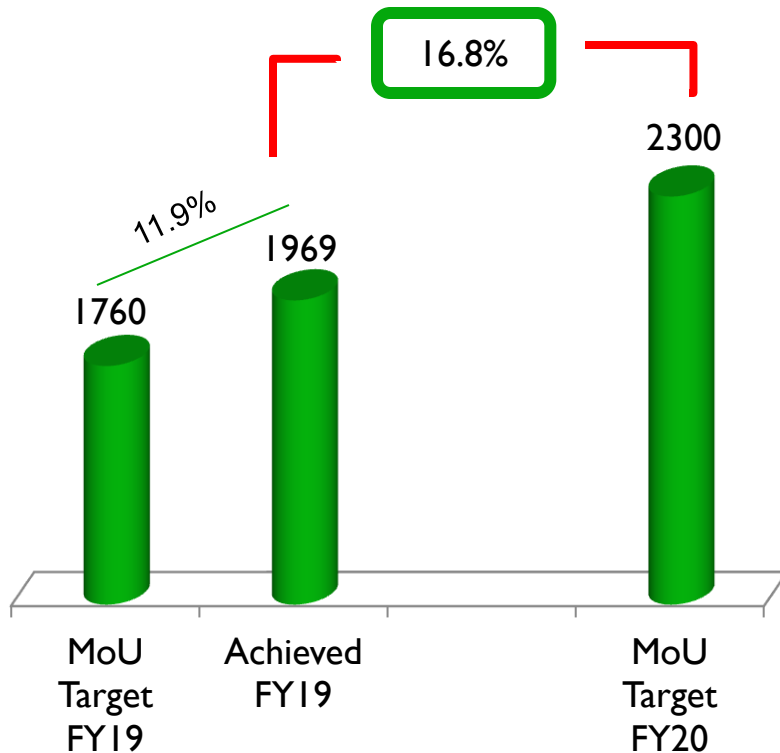


3. Outlook for FYI 9-20

MOU Target for FY19-20

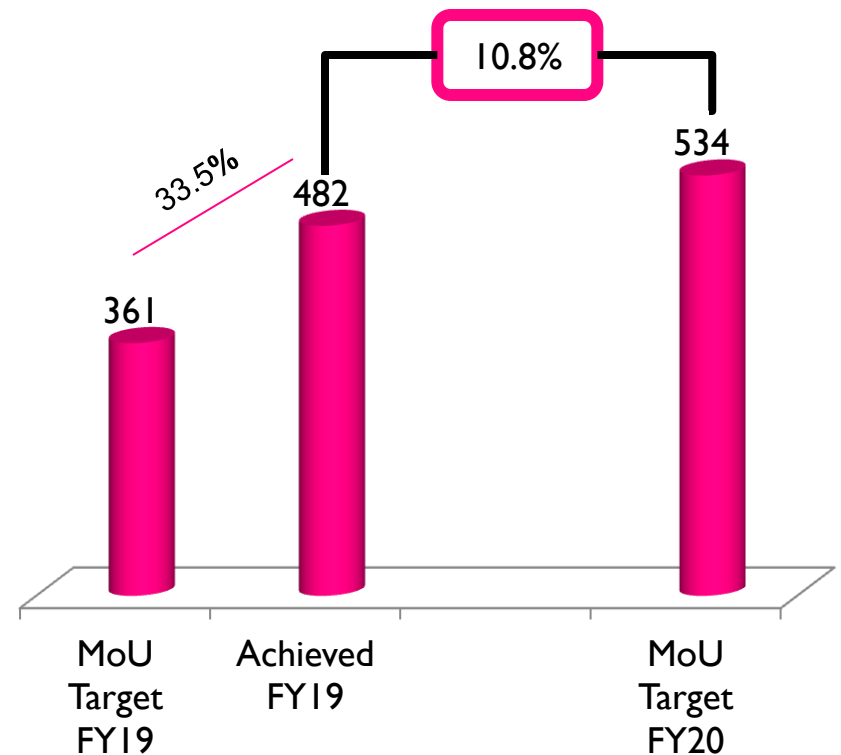
(Standalone)

OPERATING REVENUE (excluding other income)



OPERATING PROFIT (excluding other income)

₹ in Crore



MOU is signed every year with Ministry of Railways based on which the performance of the company is evaluated on financial and other parameters.



Thank You
