





(Schedule 'A' Enterprise of Govt. of India)

Date: May 14, 2025

No. RITES/SECY/NSE

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

Sub: <u>Investors Presentation on financial results for the 4th quarter and year ended on 31st March, 2025</u>

Dear Sir/ Madam,

Pursuant to Regulation 30 of the Securities and Exchange Board of India (Listing Obligations and Disclosure Requirements) Regulations, 2015 and amendments thereof, please find enclosed herewith Investor Presentation dated May 14, 2025 on Financial Results for the 4th quarter and year ended on 31st March, 2025.

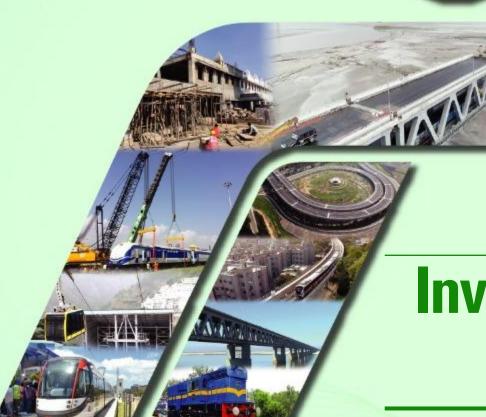
Kindly take the same on record.

Yours sincerely, For RITES Limited

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







Investor Presentation

Q4FY25 & FY25

14th May 2025

Innovation | **Execution** | **Transformation**

Future Ready

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

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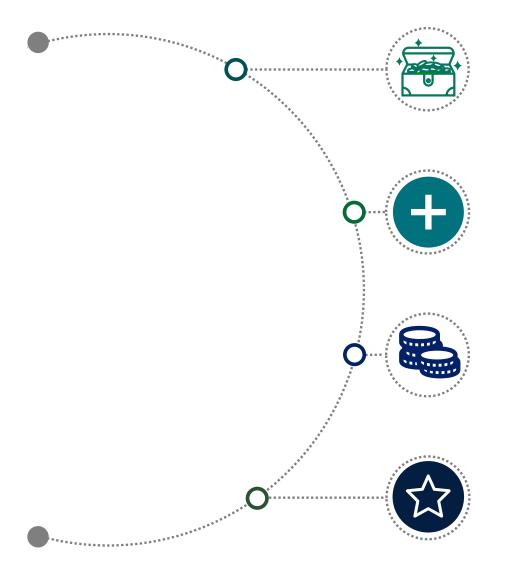
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FY25 at a Glance



Highest ever Order book

"Ended year with ₹8877 crore order Book

Highest ever Business secured

"Added ₹5000+ crore of new orders during the year

"Secured one exports order every quarter

"Sustained the trend of one order a day company

95.4% Dividend Payout Ration

"BoD Recommends Final Dividend of ₹2.65 per share in addition to ₹4.90 per share of interim dividends

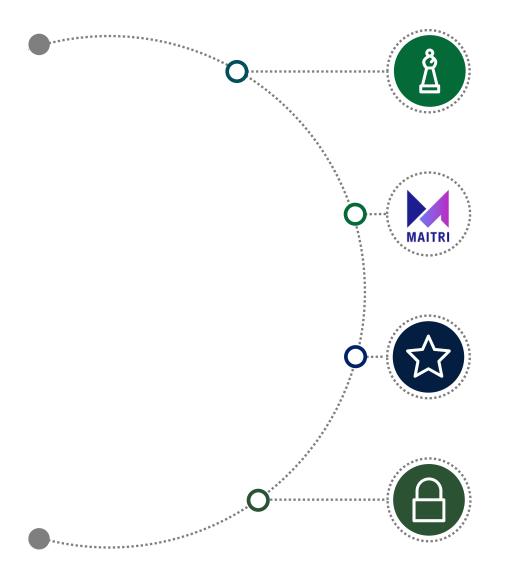
Awards & Recognitions

"RITES wins Gold at ICAI Awards

"REMC honoured with 'India Climate Samman Award 2025' in the India Net Zero Leadership Category



Q4FY25 at a Glance



PAT up by 9% yoy

"EBITDA & PBT up by 11.6% & 10.8% respectively

Launch of MAITRI logo

"An IT platform for facilitating cross-border trade

Select Deliveries

"Highway between Kodanchery-Kakadampoyil

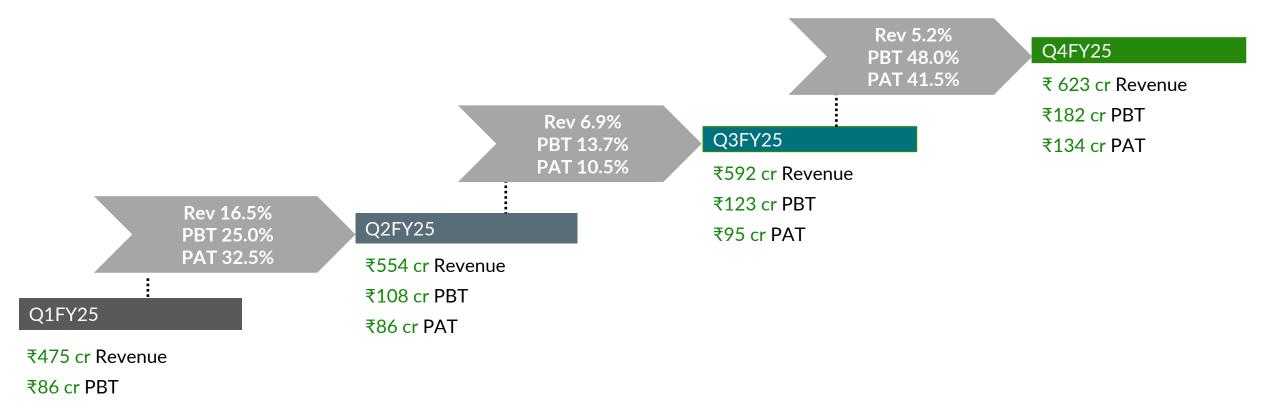
"Passenger ropeway at Rathnagiriswarar Temple

MoUs

"DP world, C-DAC & CWPRS-Pune

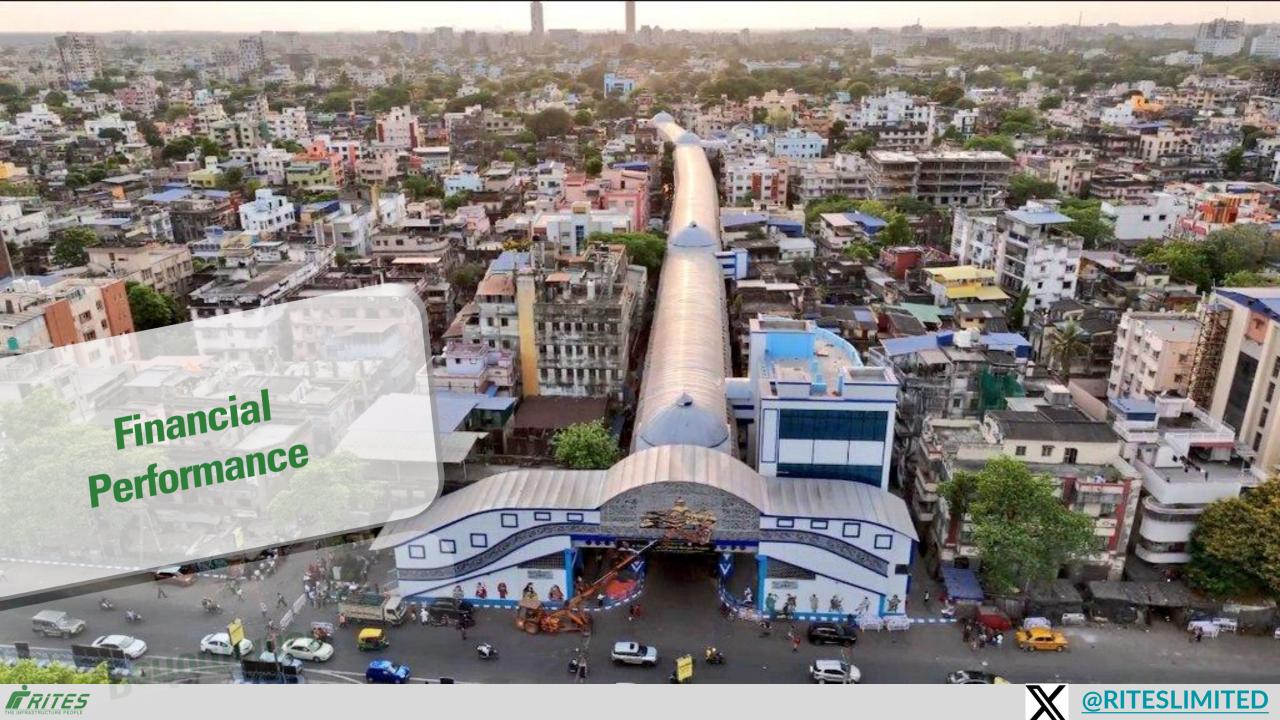


Q4FY25 at a Glance

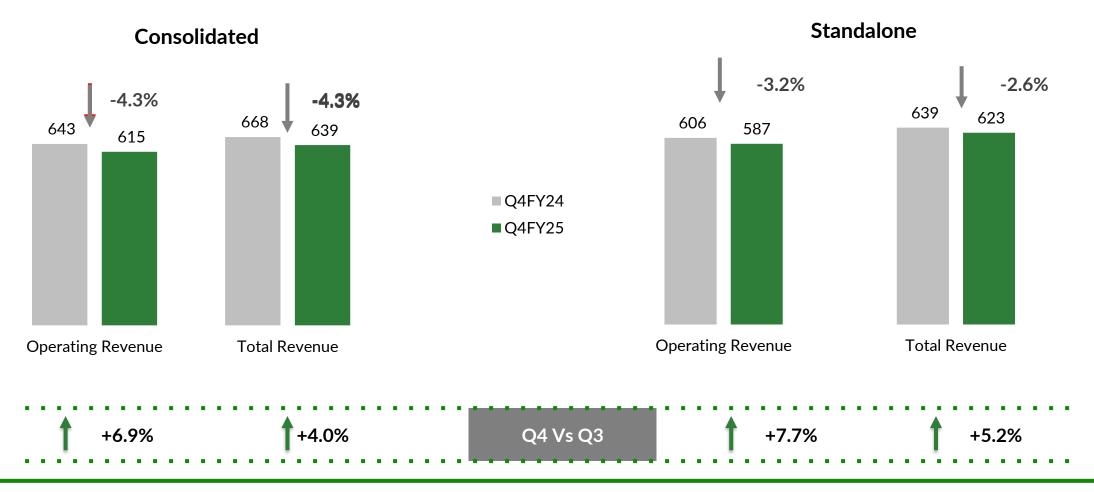




₹65 cr PAT



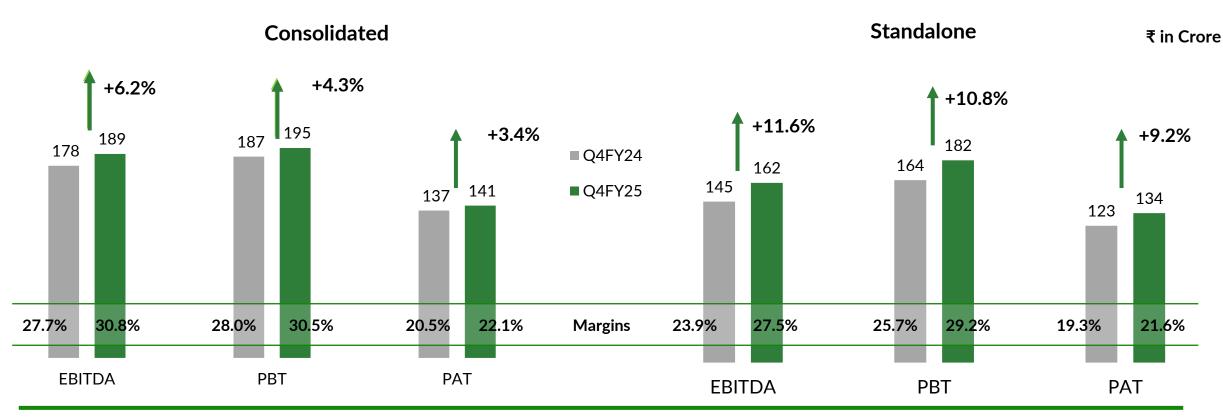
Performance During Q4FY25



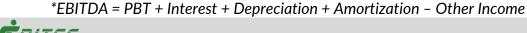
- Increase in consultancy revenue significantly reduced the impact of fall in turnkey revenue
- Pick up in exports is expected to start in Q1FY26.



Profits for Q4FY25

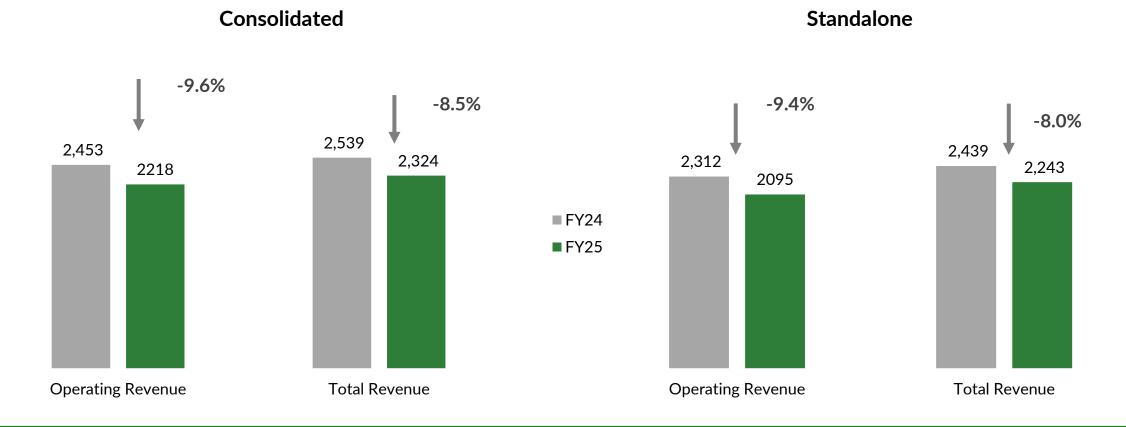


- Profits increase on account of better execution mainly in consultancy segment
- Higher margins can be attribute to
 - change in segmental mix
 - realization of deferred fee for which cost has already been incurred.





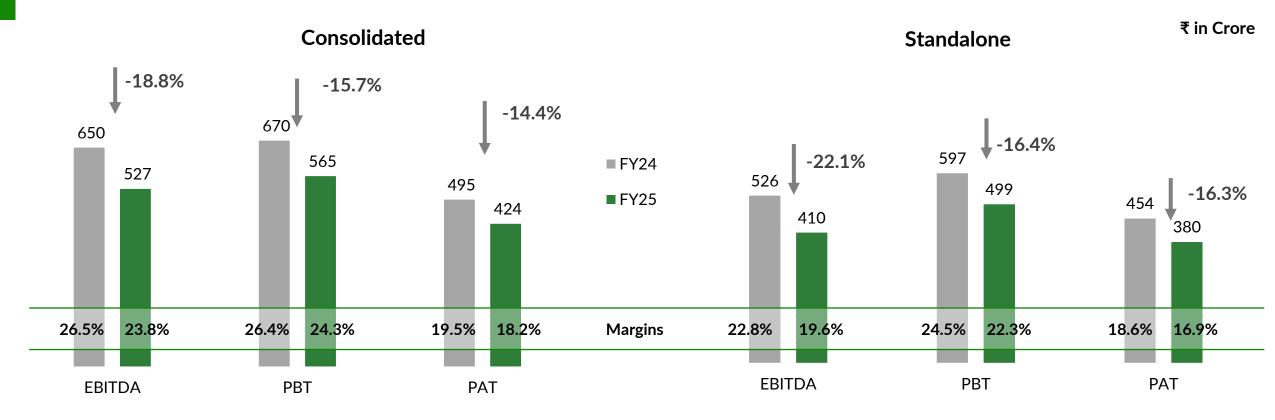
Performance During FY25



- Decline in revenue on account of Exports & Turnkey projects execution
- Pick up in Exports and Turnkey execution is expected during FY26



Profits for FY25

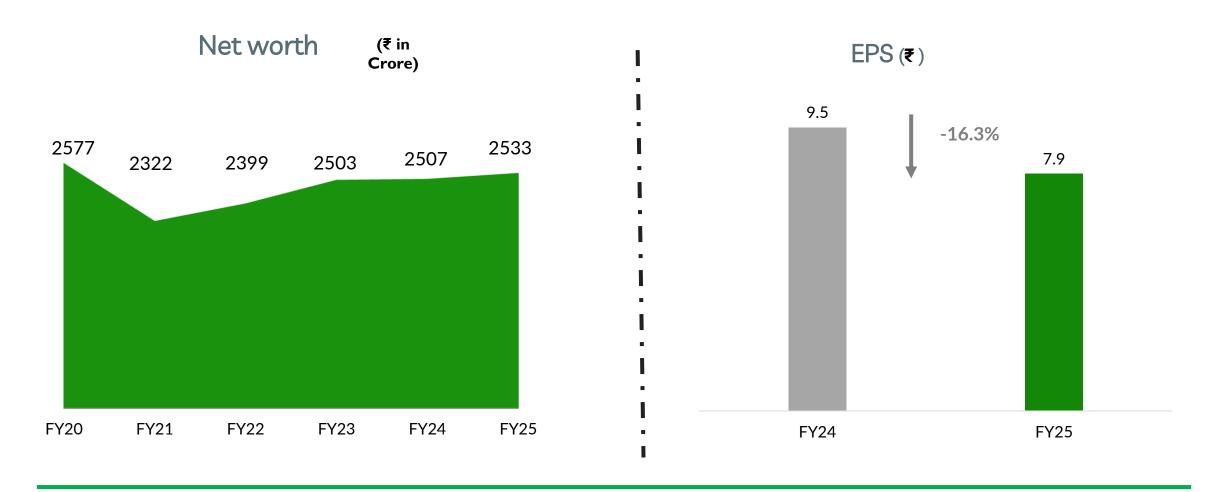


- Profits dip on account for lesser revenue and competitive pressure across segments
- Margins impacted due to fall in high margin QA, international consultancy & exports

^{*}EBITDA = PBT + Interest + Depreciation + Amortization - Other Income



Value Generation for Investors (Standalone)



Decrease in Net worth in FY21 is due to return of ₹257 crore of surplus cash to shareholder through Buy Back



Dividend Apportioned



Dividend Payout of 95.4% for FY25 on 12 months PAT (including recommended final dividend for FY25)

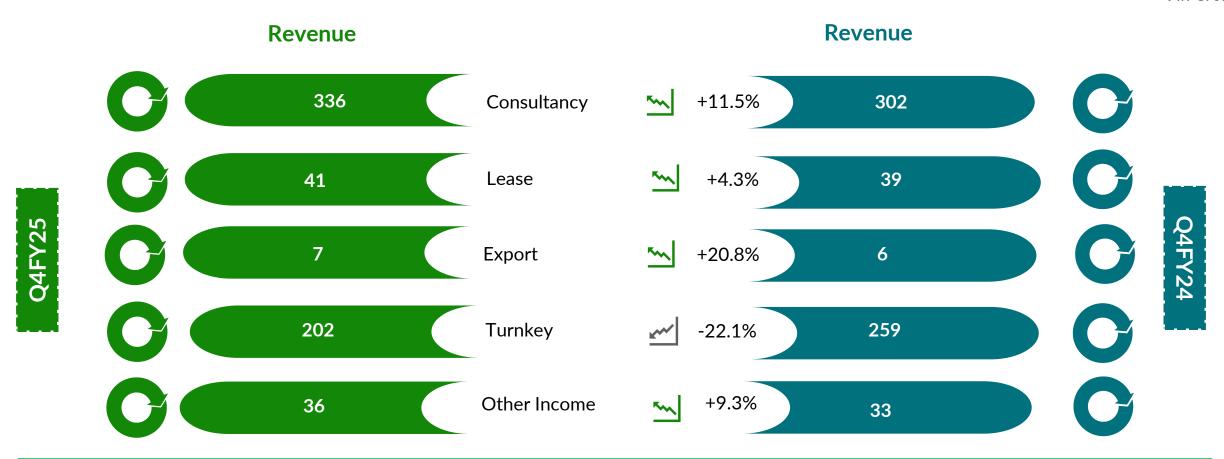
₹127 crore (₹2.65 per share) of Final dividend for FY25 has been recommended and will be paid in FY26, subject to approval of shareholders.





RITES Ltd.

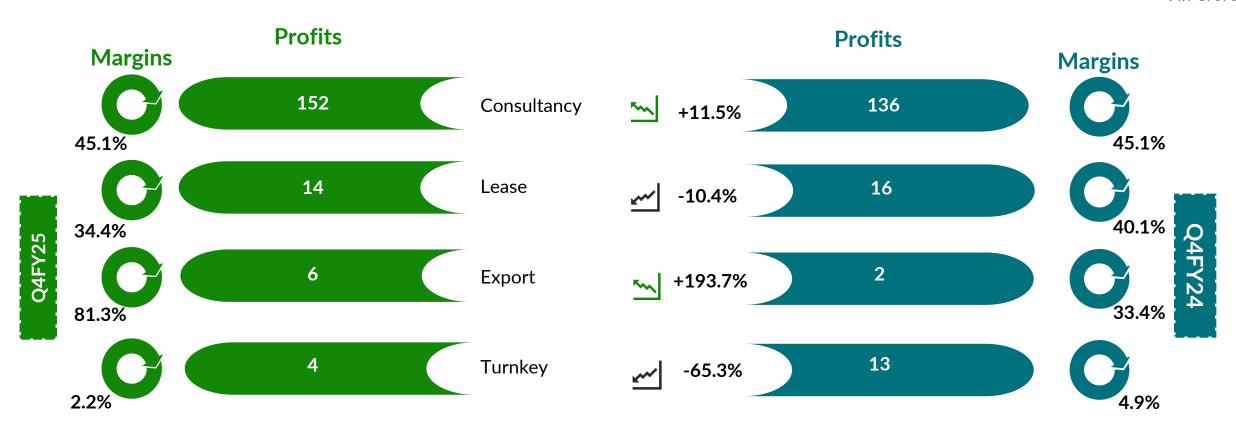
Segmental Revenue — Q4FY25 (Standalone)



- Better execution and fee realization led to increase in consultancy revenue
- Leasing income increase on account of increase in loco fleet to 88 locomotives
- Fall in turnkey revenue is on account new turnkey projects are at design stage and old projects are at closure



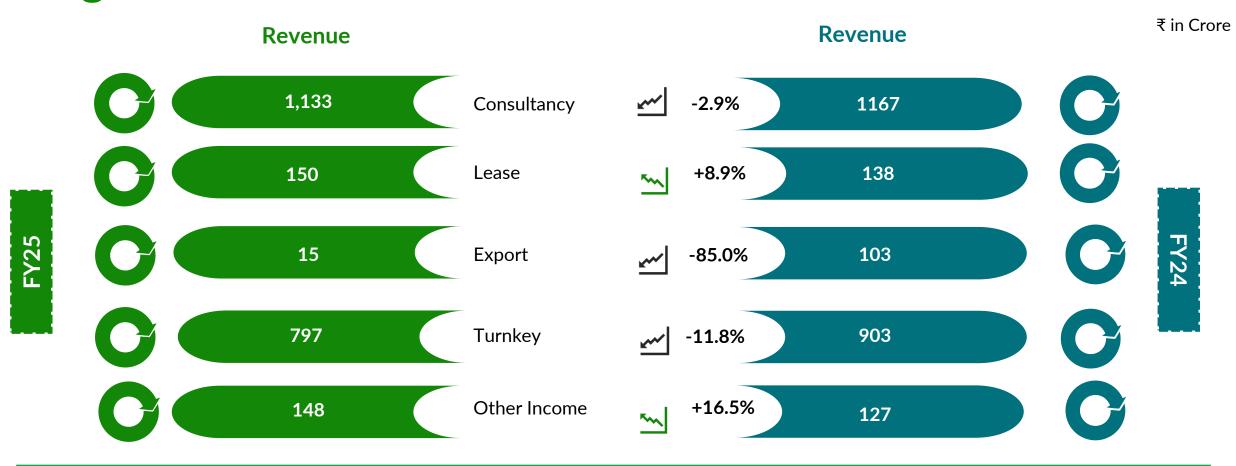
Segmental Profits — Q4FY25 (Standalone)



- Consultancy margins remained high on account of realization of deferred fee for which cost has already been incurred in certain projects
- Margins in turnkey and leasing remained range bound



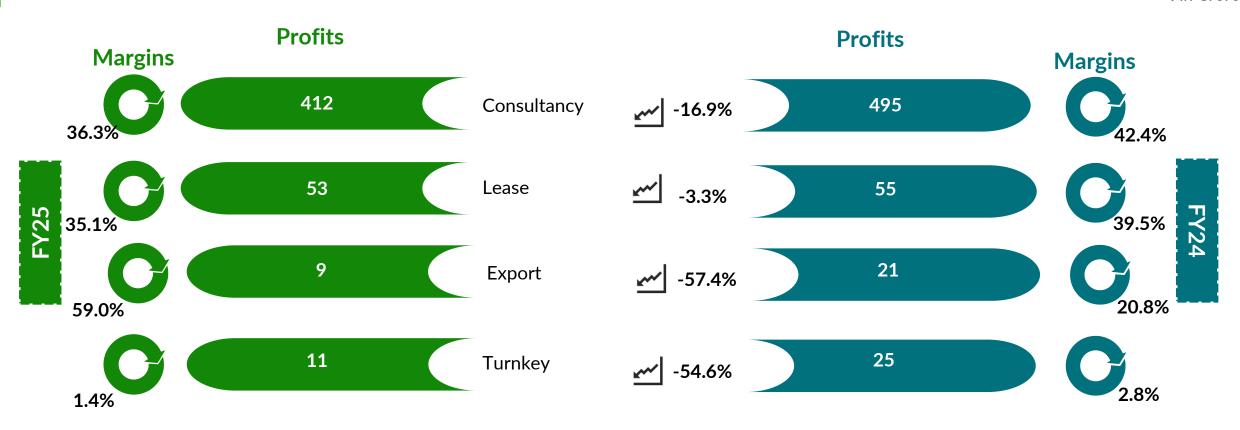
Segmental Revenue — FY25 (Standalone)



- Increase in domestic consultancy partially offset the fall in QA and consultancy abroad revenue
- Exports revenue fall on account of only supply of spares during the FY
- Fall in turnkey revenue is on account new turnkey projects are at design stage and old projects are at closure.



Segmental Profits — FY25 (Standalone)

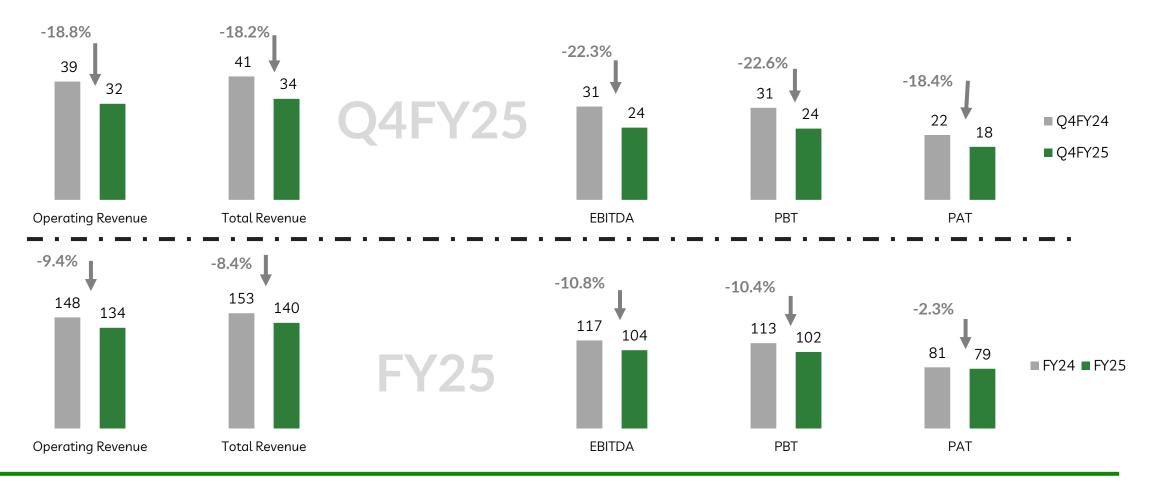


- Moderation in consultancy margins are on account of changing competitive scenario in the market
- Margins in other segments remained range bound and on expected line



REMC Ltd Performance

₹ in Crore



Fall in yearly and quarterly revenue is on account of

- one-off additional consultancy revenue for RTC tenders during Q1FY24 & Q4FY24.
- fall in revenue from power generation

^{*}EBITDA = PBT + Interest + Depreciation + Amortization - Other Income









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 3.1%* in FY25



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

Status	No. of Employees			
Status	31.03.2025	31.12.2024	31.03.2024	
Regular	1755	1757	1809	
Deputation	38	39	54	
Contract	921	905	865	
Total	2714	2701	2728	

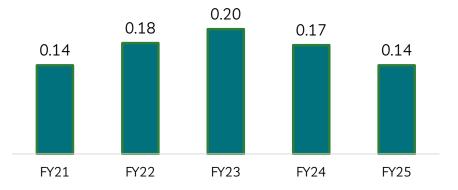
^{*} For regular employees

Revenue per Employee





Profit after Tax per Employee

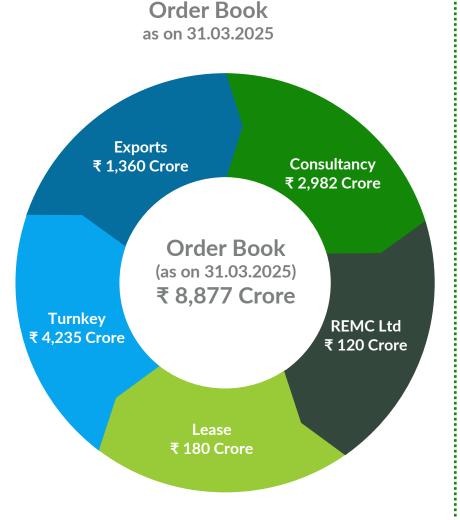


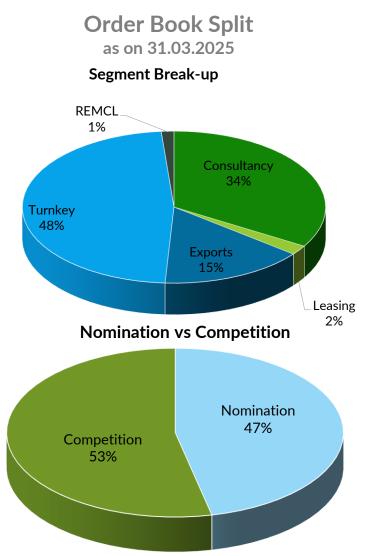
^{*}Revenue and Profit per employee is on standalone basis, based on the average (quarterly) number of employees

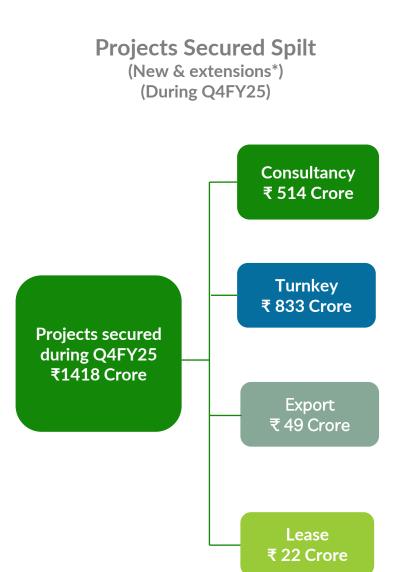




Order Book







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



₹ in Crore

Major Projects Secured – Q4FY25

Secured 150+ projects/contracts including extensions of ₹1,418 crore during the quarter

		Project Scope	Amount	Client	Expected Completion Year
Turnkey Exports Consultancy	Comprehensive Operation & Maintenance of NUPPL/GTPP Railway Siding	120	Neyveli Uttar Pradesh Power Ltd	2030	
	R3Y/ R6Y Repair of WDS6 Locomotives (43 Nos.) for a period of 3 years	70	Steel Authority of India Ltd.	2028	
	Feasibility study and Detailed project report HYD-BENGLURU & HYD-CHENNAI HSR	28	South Central Railway	2025	
	Studies including development of PoC of MAITRI and providing the technical inputs for Development of Proof of Concept i.e. Phase - I	18	Jawaharlal Nehru Port Authority and Deendayal Port Authority	2025	
	Supply and commissioning of overhauled in-service Cape Gauge ALCO Diesel Electric Locomotives	47	Ntokoto Rail Holdings Pty.Ltd.	2026	
	Construction and commissioning of Railway Siding at Machhakata coal Mine and New Patrapara South coal Mine	467	NLC India Limited	2028	
	Construction of Workmen Housing Complex (BQ Area) at OIL, Duliajan	157	OIL India Limited,	2028	
	Railway Sidings at NRL, Panchgram Terminal, 3rd Railway Spur at Rangapani (SMT) & at OIL, Duliajan	156	Numaligarh Refinery Limited (NRL)	2027	









Future Ready

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

Get in touch: info@rites.com

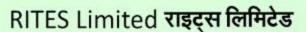
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