



Investor's Highlights Q2 FY 22

Integrated Urban Development and
Infrastructure Consultants

Disclaimer

- This presentation contains certain forward looking statements concerning REPL's future business prospects and business profitability, which are subject to a number of risks and uncertainties and the actual results could materially differ from those in such forward looking statements.
- The risks and uncertainties relating to these statements include, but are not limited to, risks and uncertainties regarding fluctuations in earnings, our ability to manage growth, competition ,economic growth in India ,ability to attract and retain highly skilled professionals,
- Government policies and actions with respect to investments, fiscal deficits, regulations, etc interest and other fiscal costs generally prevailing in the economy.
- Past performance may not be indicative of future performance.
- The company does not undertake to make any announcement in case any of these forward looking statements become materially incorrect in future or update any forward looking statements made from time to time by or on behalf of the company

Going strong on Growth, robust order book

Sustained Growth and Profitability

- Company is regularly demonstrating the sustained growth rate and profitability.
- Company has positioning itself as a knowledge house for providing end to end solutions to diverse sets of clients in order to gain more of their wallet share.

Resources - Liquidity and Leverage

- Company has a stable liquidity position
- Company is now virtually net debt free and has been focusing to remain debt free.
- We will keep this capital allocation strategy to enact for meeting our growth prospects.

Building Block of Order book

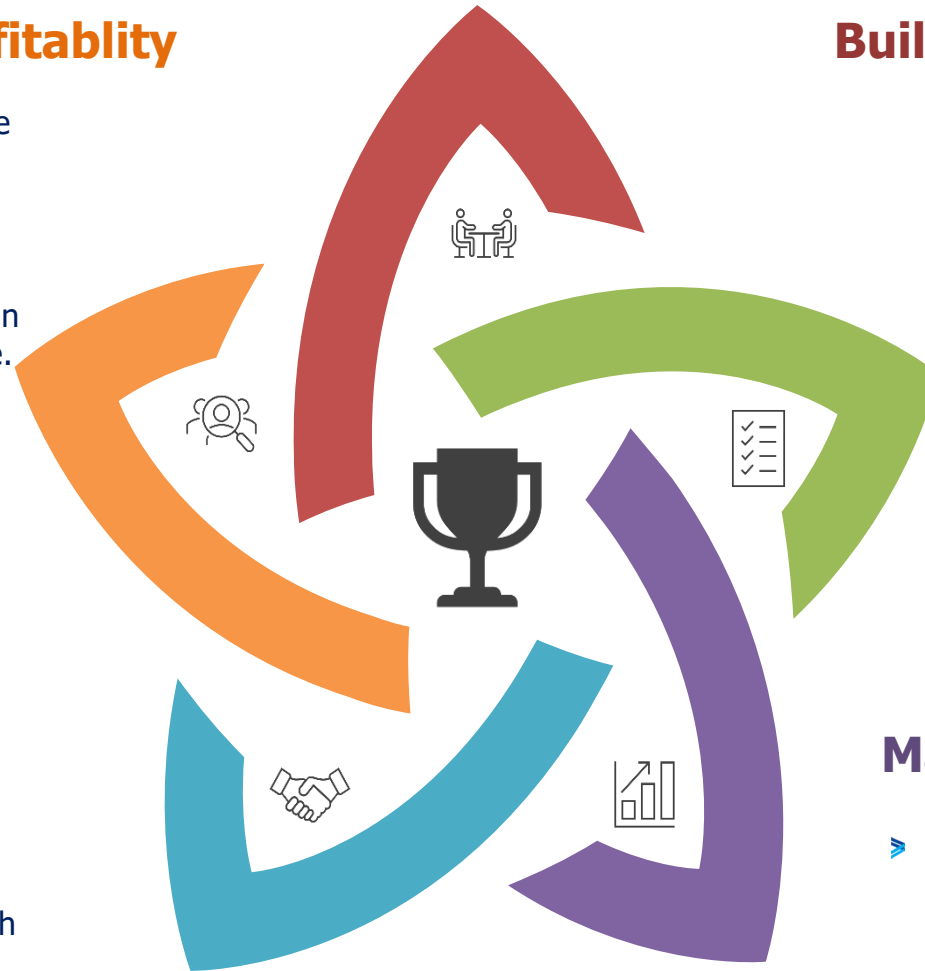
- With lower Covid Caseload, rising vaccination and business returning to normalcy the company has shown traction with sustained order inflow momentum
- Order Book as on date : INR 375+ crs

Revenue

- The consultancy business has increased amid the rising order book and faster execution capability

Margin %

- The company demonstrated better margin % by taking various cost measure initiatives and better leveraging technology for enhancing efficiency



Robust Order book (1/2)

Urban Planning and Smart Cities

- Smart City for area based development of Moradabad, Jabalpur, Vellore and Itanagar There is extensive applications of ICT on various project components

Technical consultants for development of tourism project

- Company is providing the technical consultancy for the development of tourism project in Jammu Region
- Company will be using the Planning ,architectural design and style various technological driven infrastructure expertise for enhancing tourism activities in Jammu region

Jal Jeevan Mission and Sewerage System Design

- Providing consultancy for Rural water supply across the various village of Chhattisgarh in align with Government ambitious project of Jal Jeevan Mission
- Water Supply and sanitation Scheme for various Towns of Uttarakhand Jal Sansthan



Robust Order book (2/2) ... Continue

PMAY-Urban Affordable Housing

- Providing the technical consultancy in Urban affordable housing
- Extensively involved on PMAY projects in multiple states of the country

Education & Medical Infrastructure

- Highly complex designing and technical consultancy for development of Medical college and education infrastructure in Andhra Pradesh, Odisha.

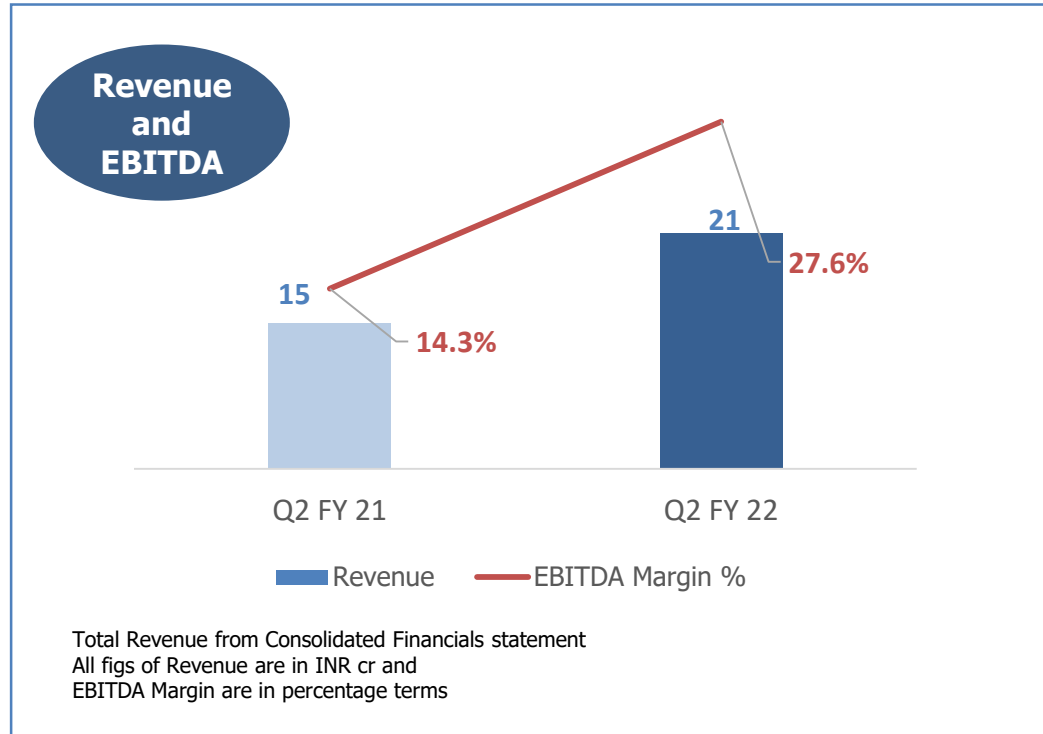
Metro Infrastructure & Industrial Development Corridor

- Enhancing Chennai Metro Rail infrastructure by effectively incorporating BIM consultancy
- Developing robust GIS based Master Plan for Development of Industrial Corridor at Gorakhpur Industrial Development Authority



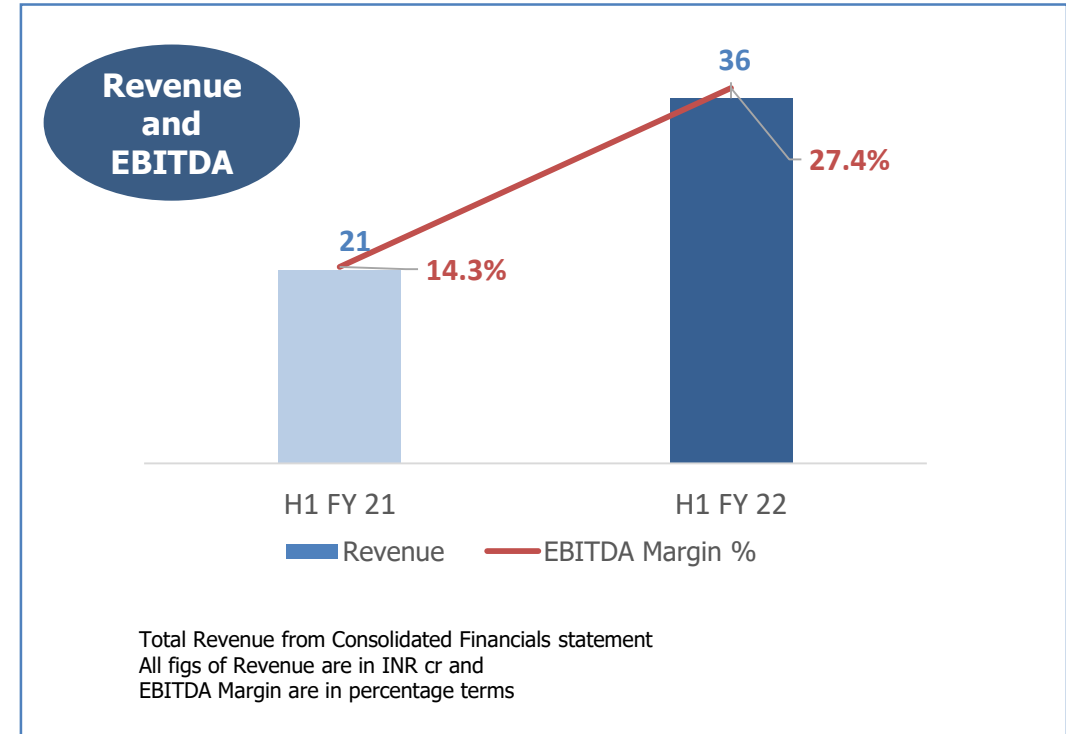
Financial performance -Revenue and Operating Margin

Q2 FY21 vis-a vis Q2 FY22



- The company reported a strong growth in revenue for quarter ended on September. The company grew by around 41% as compared to the last year quarter ended on September.
- In current fiscal year company is witnessing Quarter on Quarter growth of ~31% (Q2 FY22 vis-a vis Q1 FY 22)

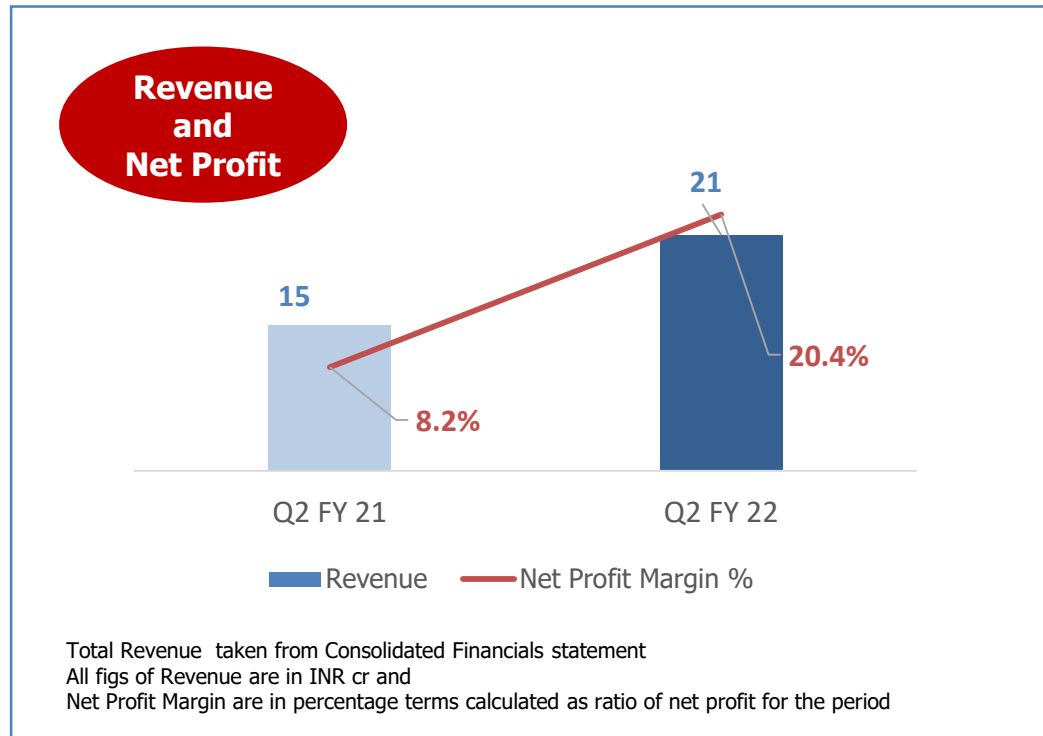
H1 FY21 vis-a vis H1 FY22



- Company has order book of around INR 375+ cr comprises of diverse large & complex consultancy for urban development which translates for multi-year revenue visibility
- Operating Profit margin are stronger on better leverage of technology and faster execution efficiency.

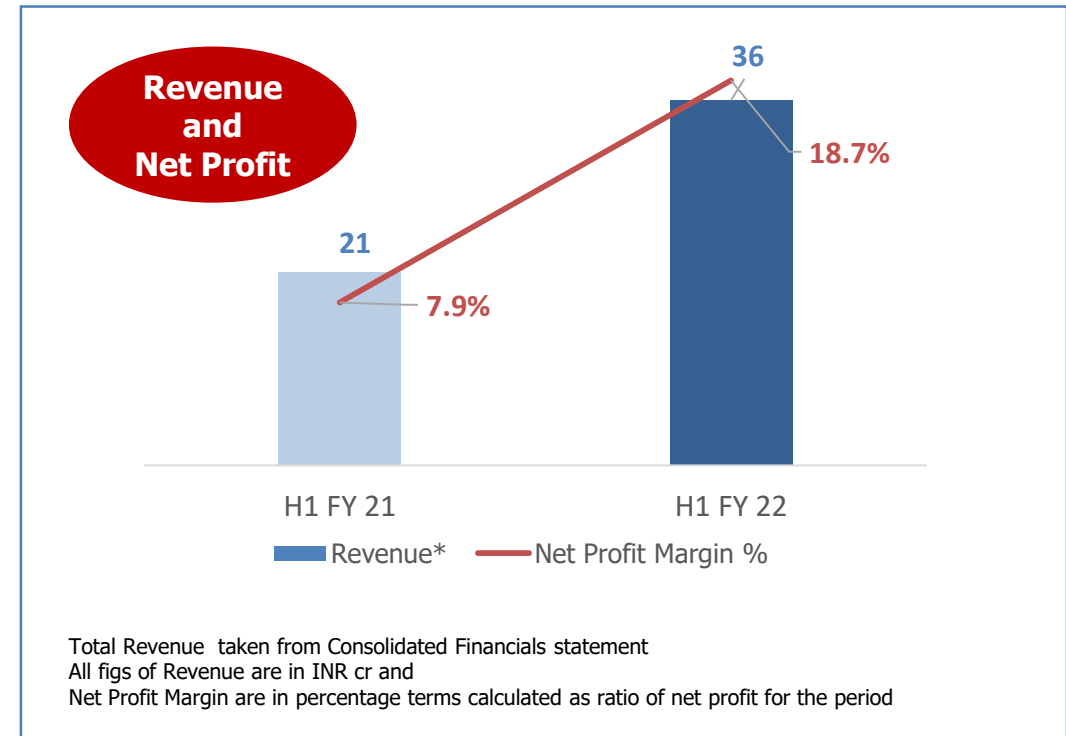
Financial performance -Revenue and Net Profit Margin

Q2 FY21 vis-a vis Q2 FY22



- Companies enables various multiple technology –GIS, BIM, and ICT at various stage of the consultancy to achieve scalable and efficient methods for solutions.
- In Q2 FY 22 ,Company posted a quarterly net profit margin of 20.4%

H1 FY21 vis-a vis H1 FY22



- The stronger trend emerging for the company is to having large talent pool , effectively managing talent and project execution translates for good growth momentum with sustained margin

Standalone Financial Highlights

Particulars (INR lacs)	Q2 FY22 (Unaudited)	Q2 FY21 (Management Certified)	Q1 FY22 (Unaudited)	H1- FY 22 (Unaudited)	H1- FY 21 (Management Certified)
Revenue from Operations	1,941	1,414	1,466	3,408	2,057
Other Income	47	46	16	62	68
Total Income	1,988	1,460	1,482	3,470	2,124
Employee Cost	365	298	373	738	557
Direct Operating Cost and other expenses	1,224	989	701	1,925	1,272
Total Expenditure	1,589	1,287	1,074	2,663	1,829
EBITDA	399	173	408	807	296
EBITDA Margin%	20.1%	11.9%	27.5%	23.3%	13.9%
Depreciation	36	32	38	74	58
Finance Cost	11	5	9	20	11
Exceptional Item	-	-	-	-	-
Profit Before Tax	352	137	361	714	227
Tax	100	30	97	197	59
Profit After Tax (PAT)	252	107	265	517	168
PAT Margin	12.7%	7.3%	17.9%	14.9%	7.9%

Consolidated Financial Highlights

Particulars (INR lacs)	Q2 FY22	Q2 FY21	Q1 FY22	H1- FY 22	H1- FY 21
	(Unaudited)	(Management Certified)	(Unaudited)	(Unaudited)	(Management Certified)
Revenue from Operations	2,011	1,426	1,529	3,541	2,091
Other Income	52	42	17	69	55
Total Income	2,063	1,468	1,546	3,609	2,146
Employee Cost	428	297	420	848	591
Direct Operating Cost and other expenses	1,065	960	707	1,772	1,247
Total Expenditure	1,493	1,258	1,127	2,620	1,838
EBITDA	569	210	419	989	308
EBITDA Margin%	27.6%	14.3%	27.1%	27.4%	14.3%
Depreciation	37	36	40	77	66
Finance cost	11	6	11	21	13
Exceptional Item	-	-	-	-	-
Profit Before Tax	522	168	369	890	229
Tax	101	29	99	201	59
Profit for the period	420	139	269	690	170
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-18	-14	-14	0
Net Profit for the period	420	121	256	676	170
Net Profit Margin% for the period	20.4%	8.2%	16.5%	18.7%	7.9%

REPL Positioned itself in alignment with growing economy

Government Infrastructure spending

- World Bank pegs FY 22 growth at 8.3%. It says pace of vaccinations to determine economic prospects.
- The Government is spending heavily in Infrastructure for growth of the Indian economy and create employment.
- Studies by the Reserve Bank of India (RBI) and the National Institute of Public Finance and Policy (NIPFP) have estimated the multiplier to be 2.5-3.5 times for the economy

Comprehensive Integrated Service Offerings

- The company is having robust order book and geared up for getting bigger share of urban consultancy and infrastructure development by recovery in India economy
- REPL has been developing its scale and capability
- Strong Balance sheet



Technology Leverage

- It is acting as defining milestone. We will use technology to become competitive.
- The use of distributive technology - GIS, BIM, and ICT at various stage of the consultancy to achieve scalable

Geographical Presence

- Company has diverse regional presence across pan India
- Projects across multiple states
- Large talent pool of the consultant for providing critical technical efficiency at various location of the country

Business alignment for capturing larger wallet share of consultancy

01 Energize the Core and Existing Service Consultancy

- At various points in time, the company have adapt to different shift in business models to realign with new business opportunities.
- Every time we have broken the challenge to emerge stronger and better. Every time we are resilient and adapt to business disruption.
- Current Quarter gone by company has expanded it consultancy service for tourism development.
- Company will be providing technical consultancy for tourism development in Jammu and Kashmir



02 Structured Approach to expand consultancy service domain

- Our Strategy to re-invent, create and co-create has been crafted on the growing infrastructure and urban aspiration.
- Company has adapted holistic approach to collaborate with right partner with the enhancing credentials in Infrastructure Consulting Phase for the group

03 Data Analytics for Urban Development

- Company is focusing heavily in developing the product for urban development which will translate into unique revenue stream.

For Further Information, Please Contact

Mr. Vikas Gupta
Company Secretary
vikasguptacs@repl.global

Mr. Manoj Kumar
CFO
manoj.kumar@repl.global

THANK YOU

Rudrabhishek Enterprises Limited (REPL)

820, Antriksh Bhawan, 22 KG Marg,
Connaught Place, New Delhi – 110001
CIN : L74899DL1992PLC050142
Ph. – 011-4106 9500, 4350 9305