



# Investor's Highlights Q3/9M FY 23

Integrated Urban Development and  
Infrastructure Consultants



Rudrabhishek Enterprises Ltd. 9 Feb 2023, New Delhi

## Disclaimer

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- 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

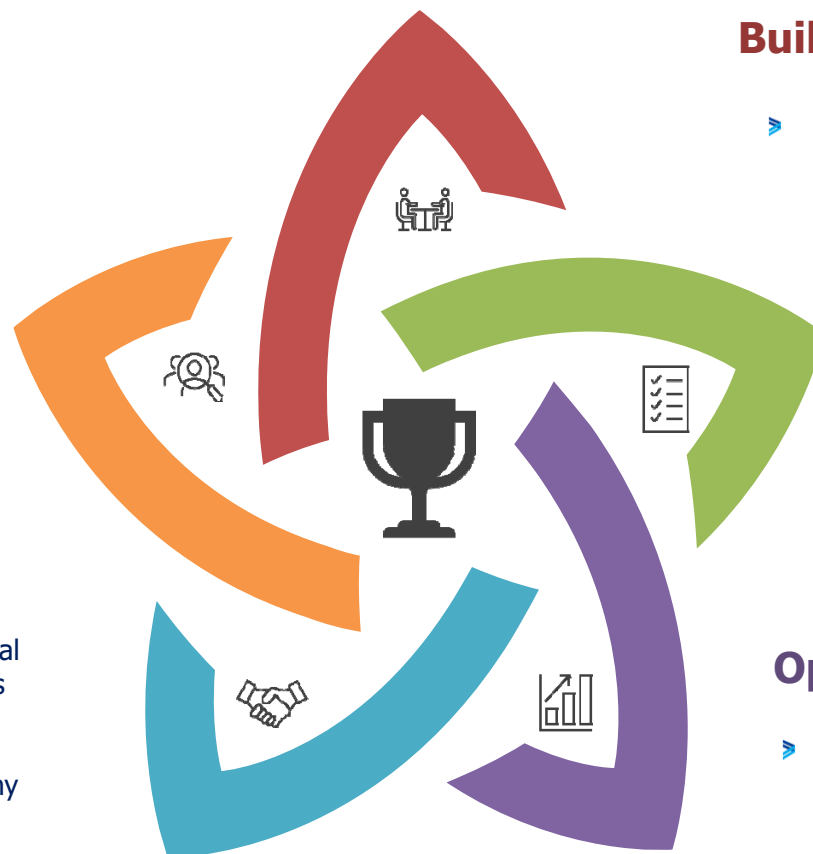
# Empower team to sustain growth momentum

## Growth Trajectory

- Infrastructure growth in the country has been impressive over the past few years which translates in increase in scale of consultancy work for the company.
- The higher single digit growth is reported in company revenue from operations FY 23 (9 months) compared to corresponding period FY 22 (9 Months)

## Geographical Presence

- Contribution and collaboration of regional domain experts with REPL team enables in identifying the best project leads, planning of project and anticipation of social-economic impact across geography in India



## Building Block of Order book

- Order Book as on date : INR 383 crs

## Revenue

- The company reported consolidated revenue from operation of ~ INR 23 crs in third quarter ended on 31<sup>st</sup> December 2022

## Operating Margin %

- The company demonstrated better operating margin of 27.0 % in Q3 FY 23 by effectively leveraging technology and other cost optimization initiatives.

## Robust Order book (1/2)

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### GIS based Urban Planning

- Prepare GIS based Master Plan 2041 for 19 ULB in Uttarkhand
  - Earmarked regions in consideration of environmental sustainability, Infrastructure and transport provision, Industrial development, effective land use management and spatial growth Management
- GIS Mapping in Greater Noida Master Plan 2041
  - Review of the existing plan along with situation analysis, vision planning, stakeholder's consultation, draft perspective plan, master plan, zonal development plans, zoning regulations and action plan

### Water Supply Scheme under Jal Jeevan Mission (JJM)

- Monitoring of JJM implementation program in 10 districts of Jammu Division
- DPR for Water Supply and Sewerage Schemes
  - AMRUT 2.0 for 20 ULBs in M.P.
  - 7 DPR for water supply schemes in Katwa Sub-Division, W.B.
- Supervision and Quality Control Consultant (SQC) in M.P.
  - Multi Village Schemes in Sagar & Vidisha districts.



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

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### PMAY-Urban Affordable Housing

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

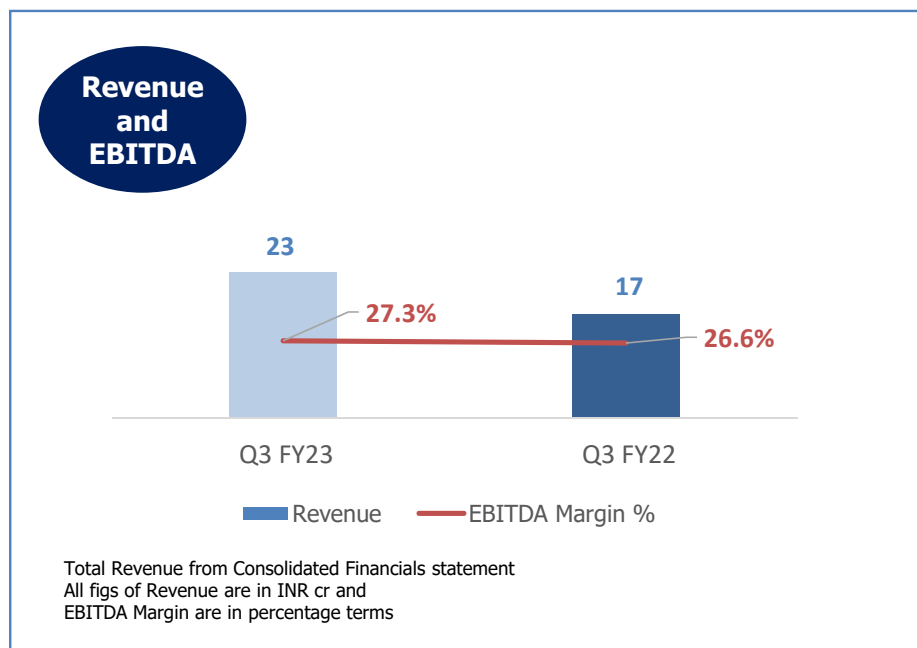
### PMC in Real Estate and Building Design

- Unitech, Gurugram
  - PMC of 23 projects including Nirvana Country-II, Uniworld Resorts & others. Consultancy in preconstruction stage includes verification of existing status, foreclosure of existing contracts, preparation of new DPR & tender documents.
- Projects by UP-RERA in Gr. Noida
  - Appointed as third-party consultant for projects in Greater Noida
- U. N. Mehta Institute of Cardiology & Research -Gujarat
  - PMC for Modification/Renovation work of the old building (including existing Hospital Buildings) for Civil, Electrical, Mechanical works



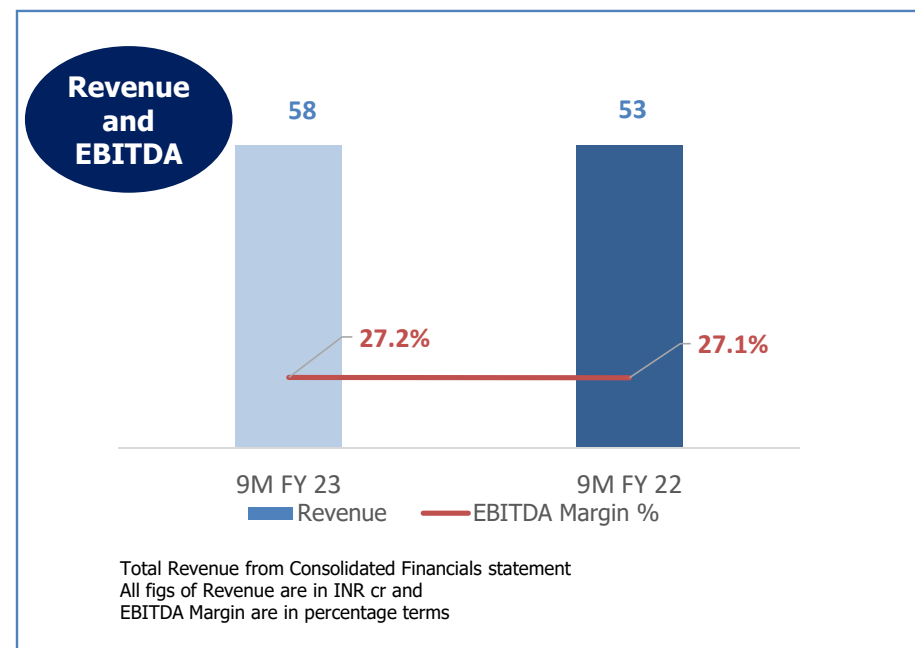
# Financial performance -Revenue and Operating Margin

## Q3 FY23 vis-a vis Q3 FY22



- In quarter ended December (Q3 FY 23) , the Company reported revenue of INR 23 crs translating growth of 36% compared to corresponding quarter (Q3 FY 22) last year

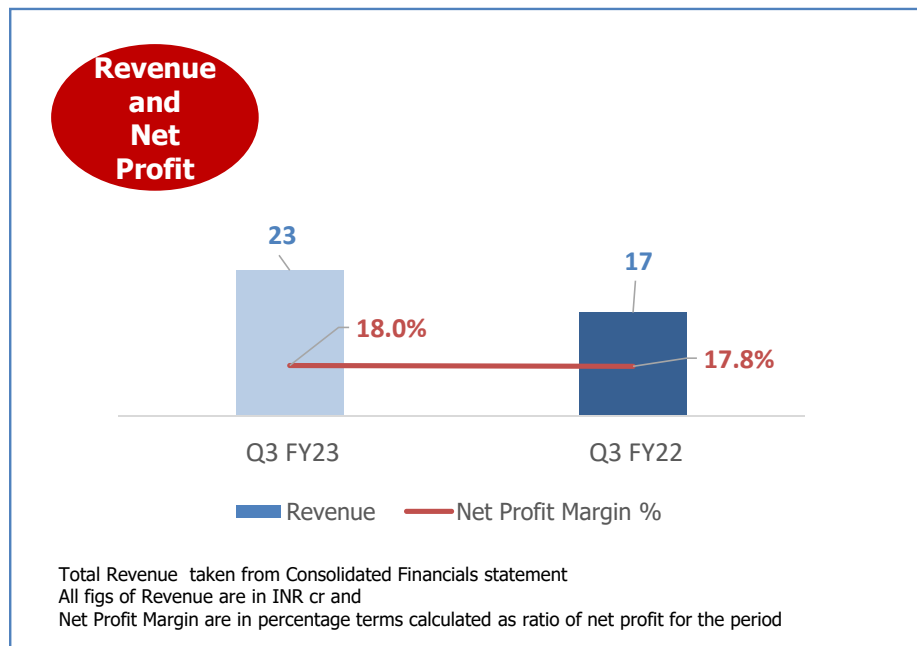
## 9M FY23 vis-a vis 9M FY22



- Company has order book of around INR 383 cr comprising of diverse large & complex consultancy for urban development which translates for multi-year revenue visibility
- Company maintains a sustainable and stable operating margins from last few years.

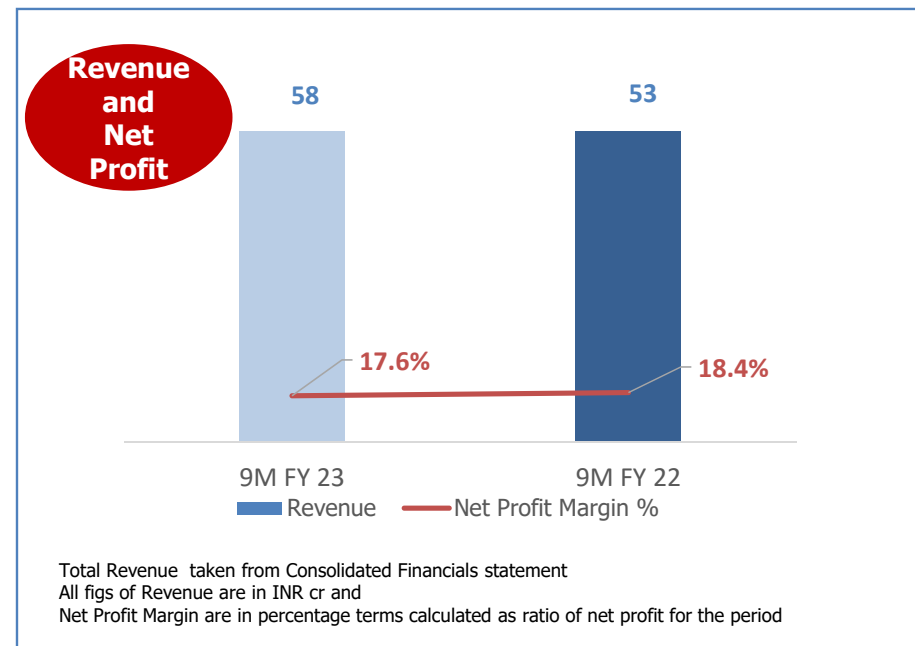
# Financial performance -Revenue and Net Profit Margin

## Q3 FY23 vis-a vis Q3 FY22



- Enable various technologies such as IOT,GIS,GPS and remote sensing, BIM etc implementation at various project lifecycle enables in optimizing resources, reducing wastage and adhering to project deadlines.
- In Q3 FY 22 ,Company posted a quarterly net profit margin of 18%

## 9M FY23 vis-a vis 9M 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)	Q3 FY23	Q3 FY22	Q2 FY23	9M-FY 23	9M-FY 22
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
<b>Revenue from Operations</b>	<b>2,188</b>	<b>1,561</b>	<b>1,644</b>	<b>5,412</b>	<b>4,969</b>
Other Income	17	100	21	60	163
<b>Total Income</b>	<b>2,205</b>	<b>1,661</b>	<b>1,664</b>	<b>5,472</b>	<b>5,131</b>
Employee Cost	449	411	460	1,384	1,150
Direct Operating Cost and other expenses	1,151	787	736	2,574	2,711
Total Expenditure	<b>1,600</b>	<b>1,198</b>	<b>1,196</b>	<b>3,958</b>	<b>3,861</b>
<b>EBITDA</b>	<b>605</b>	<b>464</b>	<b>469</b>	<b>1,514</b>	<b>1,271</b>
<b>EBITDA Margin%</b>	<b>27.4%</b>	<b>27.9%</b>	<b>28.2%</b>	<b>27.7%</b>	<b>24.8%</b>
Depreciation	36	16	47	109	90
Finance Cost	32	14	34	93	33
Exceptional Item	-	-	-	-	-
<b>Profit Before Tax</b>	<b>537</b>	<b>434</b>	<b>387</b>	<b>1,313</b>	<b>1,148</b>
Tax	138	121	113	337	318
<b>Profit After Tax (PAT)</b>	<b>399</b>	<b>313</b>	<b>275</b>	<b>975</b>	<b>830</b>
<b>PAT Margin</b>	<b>18.1%</b>	<b>18.8%</b>	<b>16.5%</b>	<b>17.8%</b>	<b>16.2%</b>
Other Comprehensive Income	2	6	3	8	18
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>401</b>	<b>319</b>	<b>278</b>	<b>983</b>	<b>848</b>



## Consolidated Financial Highlights

Particulars (INR lacs)	Q3 FY23	Q3 FY22	Q2 FY23	9M-FY 23	9M-FY 22
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
<b>Revenue from Operations</b>	<b>2,299</b>	<b>1,672</b>	<b>1,745</b>	<b>5,723</b>	<b>5,213</b>
Other Income	19	33	20	63	102
<b>Total Income</b>	<b>2,318</b>	<b>1,705</b>	<b>1,765</b>	<b>5,786</b>	<b>5,314</b>
Employee Cost	499	416	510	1,539	1,264
Direct Operating Cost and other expenses	1,187	836	768	2,671	2,609
<b>Total Expenditure</b>	<b>1,686</b>	<b>1,252</b>	<b>1,278</b>	<b>4,210</b>	<b>3,872</b>
<b>EBITDA</b>	<b>632</b>	<b>454</b>	<b>487</b>	<b>1,575</b>	<b>1,442</b>
<b>EBITDA Margin%</b>	<b>27.3%</b>	<b>26.6%</b>	<b>27.6%</b>	<b>27.2%</b>	<b>27.1%</b>
Depreciation	37	18	48	113	95
Finance cost	32	13	34	93	34
Exceptional Item	-	-	-	-	-
<b>Profit Before Tax</b>	<b>562</b>	<b>422</b>	<b>404</b>	<b>1,370</b>	<b>1,313</b>
Tax	145	118	118	353	319
<b>Profit for the period</b>	<b>418</b>	<b>304</b>	<b>286</b>	<b>1,017</b>	<b>994</b>
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-	-14
<b>Net Profit for the period</b>	<b>418</b>	<b>304</b>	<b>286</b>	<b>1,017</b>	<b>980</b>
<b>Net Profit Margin% for the period</b>	<b>18.0%</b>	<b>17.8%</b>	<b>16.2%</b>	<b>17.6%</b>	<b>18.4%</b>
Other Comprehensive Income	5	8	4	14	61
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>422</b>	<b>312</b>	<b>291</b>	<b>1,031</b>	<b>1,041</b>

# REPL Positioned itself in alignment with growing economy

## Infrastructure a thrust sector

- The Government is spending heavily in Infrastructure for growth of the Indian economy and create employment.
- REPL has been associated with most of the large scale flagship programs such as PMAY, AMRUT, Smart City Mission, JJM, Skill India etc.

## Comprehensive Integrated Service Offerings

- The company is having robust order book and geared up for getting bigger share of urban consultancy and infrastructure development
- REPL has been developing its scale and capability



## 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

## Core and Existing Service Consultancy

- At various points in time, the company have adapted different shifts 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.



## 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

## Specialized Software Distribution

- Our wholly-owned subsidiary company RIPL (Rudrabhishek Infosystem Pvt. Ltd.) is digital transformation partner for the architecture-engineering-construction (AEC) Industry
- Recently, company has partnered for distribution of **Fusion Hub Cloud ERP** with advance capabilities in AI and providing real time updates ; **CGS Labs** (Advanced specialized Roads, Railways and River engineering software)

**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