



## **Key Highlights For Investors Q4/12M FY 23**

Integrated Urban Development and  
Infrastructure Consultants

## Disclaimer

---

- This presentation contains certain 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.
- 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, market competition , overall economic prospects ,ability to attract and retain highly skilled professionals.
- Government policies and actions with respect to investments, fiscal deficits, relevant regulations, interest rates and other fiscal factors.
- 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.

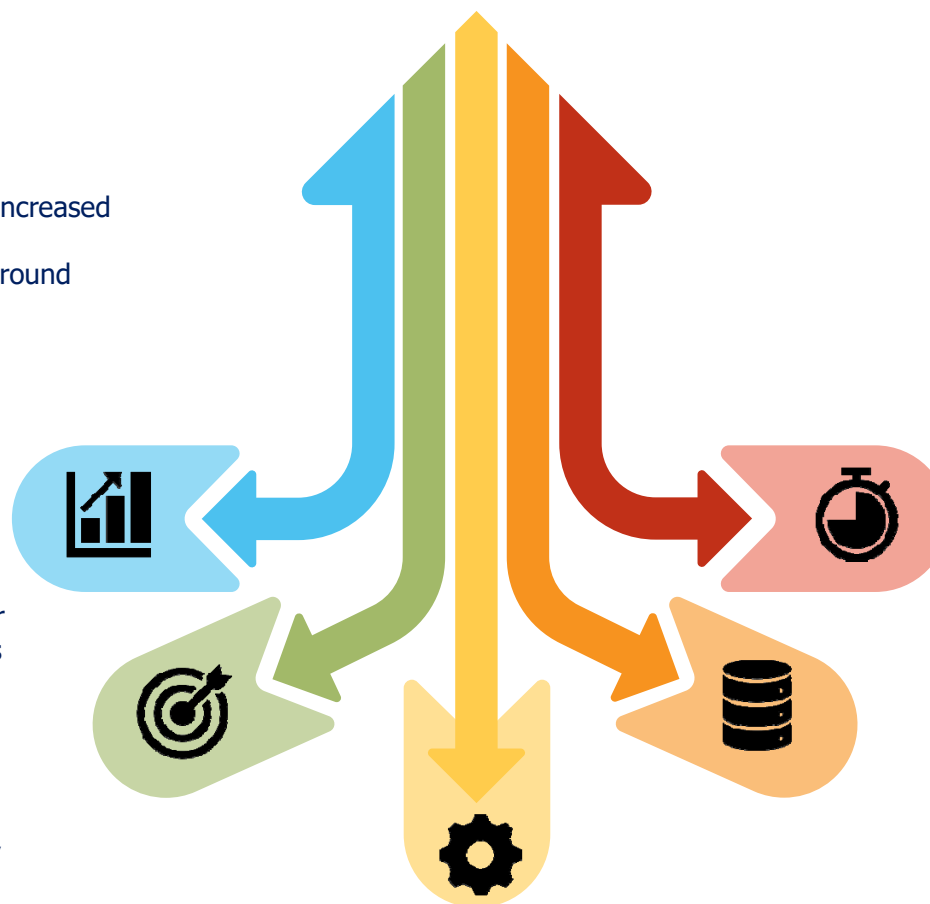
# Successfully Navigating Growth Journey in evolving markets

## Sustained Growth and Profitability

- The revenue from operations has increased by 16.0% in FY 23.
- Operating Profit Margin (%) was around 21%

## Deeply Integrated Services

- Strong mix of bundled services of Advisory, Engineering and PMC across various Infrastructure sector for growing requirements of clients
- 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



## Order Book

- Order Book as on date : INR 372+ crs
- Diversified and robust order book with multi-year revenue visibility

## Revenue/Total Income

- The Total Income for FY 23 is INR 92.33 crore as compared to INR 80.42 crore in FY 22

## Margins %

- Company reported a strong operating margin (%) of around 21% in spite of written off the long standing doubtful debts as a matter of cleaning up exercise undertaken.



# Robust Order book (1/3)

---

## GIS & Urban Planning

- 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
- GIS Based Development/ Master Plan(s) 2041 for 18 ULBS of Uttarakhand
  - Preparation of GIS based master plan give more emphasis on approach of environment sensitive and disaster management planning through technological interventions

## PMAY-Urban Affordable Housing

- Providing multi-state urban affordable housing consultancy
- Company is aligned with flagship programs of GOI in PMAY-Urban



## Robust Order book (2/3) ... Continue

---

### PMC for Ashray Yojana in Mumbai

- MCGM has implemented the 'Ashray Yojana'
  - MCGM is redeveloping the conservancy staff quarters on a total of 37 designated site locations spread over Mumbai City & Suburbs, clubbed into 11 Group
  - Detailed design, validation, proof checking, construction supervision, safety assurance, quality assurance, quality control, and quality audit including architectural services for obtaining construction related approval

### PMC in Real Estate

- 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. In post construction phase, activities include completion of design & drawing, monitoring, execution, quality & material checking, billing, MIS etc. Total 3200+ units



## Robust Order book (3/3) ... Continue

### 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.
- Authority's Engineer for implementation of JJM projects in Odisha
  - 6 blocks in Bhubaneshwar circle and 7 blocks in Balasore circle, where execution of mega rural piped water supply projects
  - Authority's Engineer in supervising the construction, operation and maintenance of Piped Water Network Systems which include reviewing of the Drawings and Documents, inspection and monitoring of Construction Works

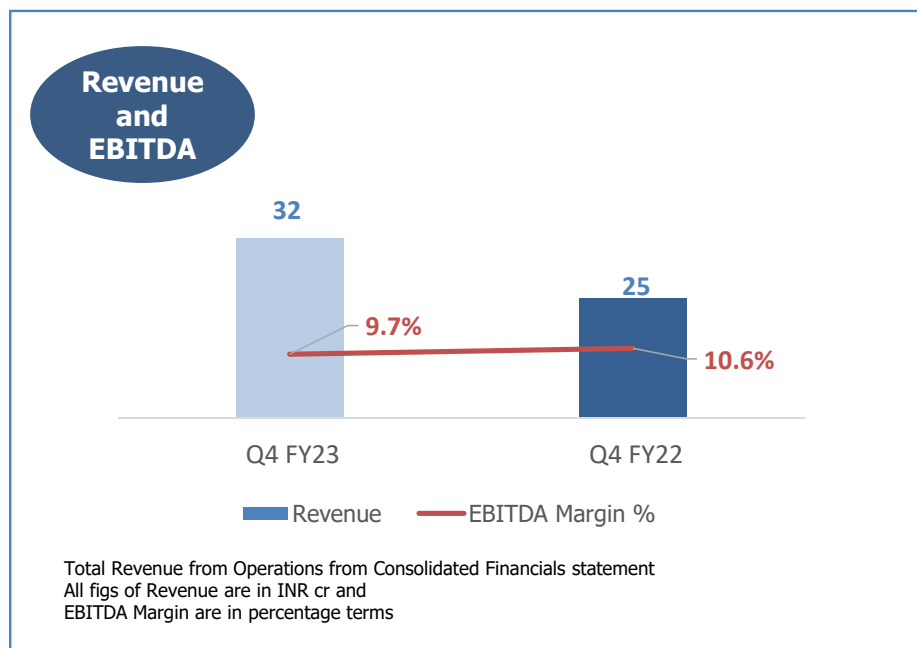
### Technology Enabler BIM

- As a BIM Consultant, REPL is scrutinizing, managing and ensuring the proper BIM delivery for the civil, architectural, structural, MEP, VAC, etc. Works covering the alignment, stations, tunnels, viaduct & depot works for the entire section of Chennai Metro Rail Project Phase II with 126 stations in 118Km.



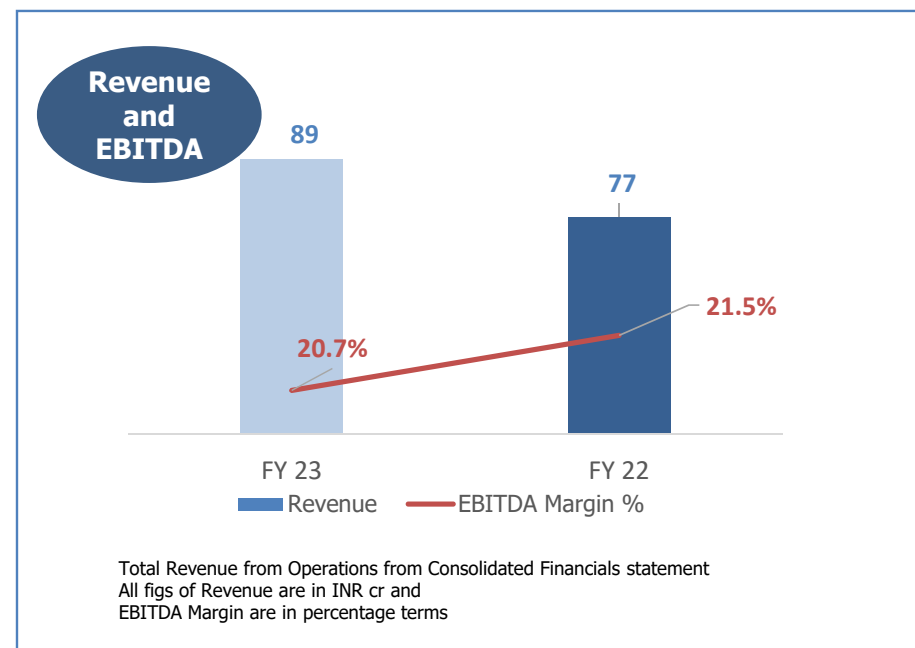
# Financial performance -Revenue and Operating Margin

## Q4 FY23 vis-a vis Q4 FY22



- Adhering faster execution of the various project in hand deliverables in last quarter of the FY 23 results in higher quarterly growth.
- Company posted quarterly growth of around 29% growth in Q4 FY 23 revenue from operation as compared to corresponding period in Q4 FY 22.

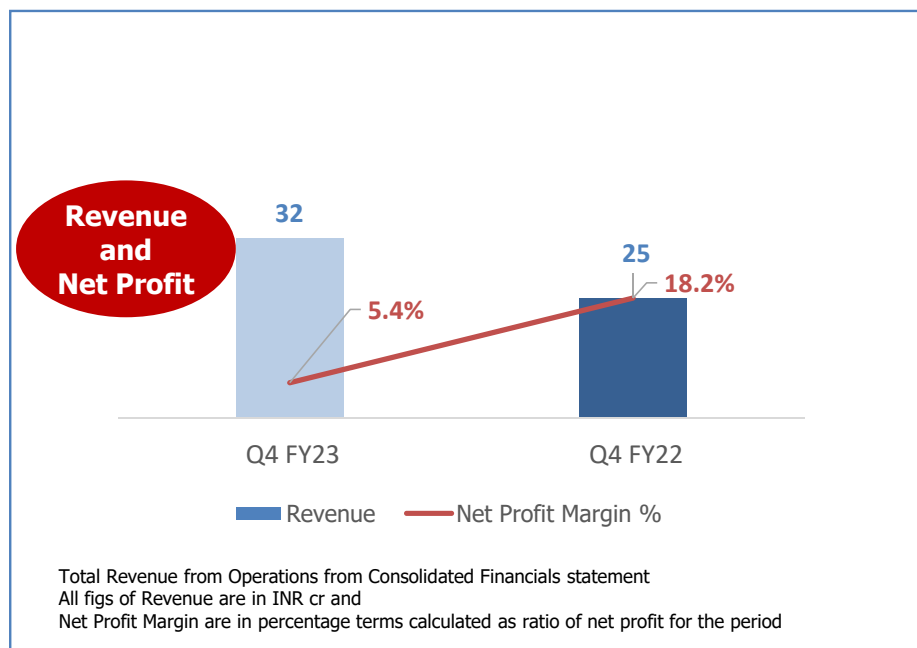
## 12M FY23 vis-a vis 12M FY22



- Company posted a revenue growth of around 16% in fiscal year FY 23 as compared to FY 22
- Strong Order Book, faster execution combine with deeply integrated Infrastructure consultancy services across various region of the country

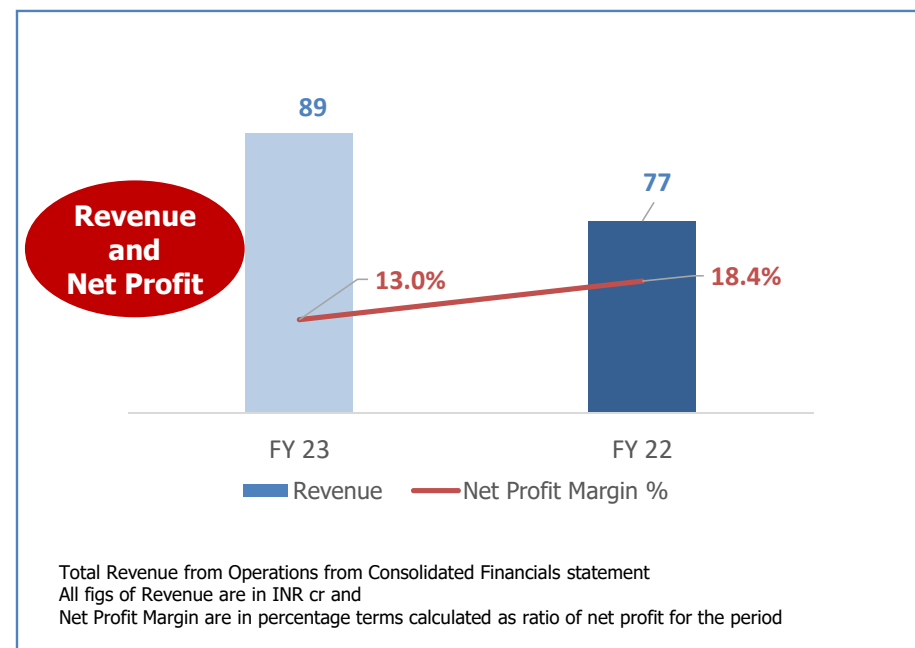
# Financial performance -Revenue and Net Profit Margin

## Q4 FY23 vis-a vis Q4 FY22



- The demand for the quality talent comprises of employee, domain knowledge consultant increases cost for attraction, retention and re-skilling
- Company have continuously practising for nourishing, encouraging employees by various initiatives including ESOP to key employees

## 12M FY23 vis-a vis 12M FY22



- The drop in profitability margin % in current FY 23 attributes to few incidence (Tax Adjustment of Refund, deferred tax) recognized in last financial year( FY 22). Moreover, Company registered a growth of 5% in Profit Before Tax in fiscal year ended on FY 23 as compared to FY 22.
- Company has a robust order book indicating to close FY 23 on a positive note in sync with consistent growth trajectory.



## Standalone Financial Highlights

Particulars (INR lacs)	Q4 FY23	Q3 FY23	Q4 FY22	12M-FY 23	12M-FY 22
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
<b>Revenue from Operations</b>	<b>3,051</b>	<b>2,188</b>	<b>2,326</b>	<b>8,462</b>	<b>7,294</b>
Other Income	274	17	208	334	371
<b>Total Income</b>	<b>3,324</b>	<b>2,205</b>	<b>2,534</b>	<b>8,796</b>	<b>7,665</b>
Employee Cost	402	449	431	1,786	1,581
Direct Operating Cost and other expenses	2,586	1,151	1,918	5,160	4,629
Total Expenditure	<b>2,989</b>	<b>1,600</b>	<b>2,349</b>	<b>6,946</b>	<b>6,210</b>
<b>EBITDA</b>	<b>336</b>	<b>605</b>	<b>185</b>	<b>1,850</b>	<b>1,455</b>
<b>EBITDA Margin%</b>	<b>10.1%</b>	<b>27.4%</b>	<b>7.3%</b>	<b>21.0%</b>	<b>19.0%</b>
Depreciation	38	36	41	147	130
Finance Cost	45	32	17	138	50
Exceptional Item	-	-	-	-	-
<b>Profit Before Tax</b>	<b>252</b>	<b>537</b>	<b>127</b>	<b>1,565</b>	<b>1,275</b>
Tax	62	138	-299	399	19
<b>Profit After Tax (PAT)</b>	<b>191</b>	<b>399</b>	<b>427</b>	<b>1,166</b>	<b>1,257</b>
<b>PAT Margin</b>	<b>5.7%</b>	<b>18.1%</b>	<b>16.8%</b>	<b>13.3%</b>	<b>16.4%</b>
Other Comprehensive Income	-9	2	-8	-1	10
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>182</b>	<b>401</b>	<b>419</b>	<b>1,165</b>	<b>1,267</b>

## Consolidated Financial Highlights

Particulars (INR lacs)	Q4 FY23	Q3 FY23	Q4 FY22	12M-FY 23	12M-FY 22
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
<b>Revenue from Operations</b>	<b>3,173</b>	<b>2,299</b>	<b>2,455</b>	<b>8,895</b>	<b>7,668</b>
Other Income	275	19	272	338	374
<b>Total Income</b>	<b>3,448</b>	<b>2,318</b>	<b>2,727</b>	<b>9,233</b>	<b>8,042</b>
Employee Cost	453	499	554	1,993	1,818
Direct Operating Cost and other expenses	2,661	1,187	1,885	5,332	4,494
<b>Total Expenditure</b>	<b>3,114</b>	<b>1,686</b>	<b>2,439</b>	<b>7,325</b>	<b>6,312</b>
<b>EBITDA</b>	<b>333</b>	<b>632</b>	<b>288</b>	<b>1,909</b>	<b>1,730</b>
<b>EBITDA Margin%</b>	<b>9.7%</b>	<b>27.3%</b>	<b>10.6%</b>	<b>20.7%</b>	<b>21.5%</b>
Depreciation	41	37	45	154	140
Finance cost	46	32	17	139	52
Exceptional Item	-	-	-	-	-
<b>Profit Before Tax</b>	<b>246</b>	<b>562</b>	<b>226</b>	<b>1,616</b>	<b>1,539</b>
Tax	61	145	-270	414	49
<b>Profit for the period</b>	<b>185</b>	<b>418</b>	<b>496</b>	<b>1,202</b>	<b>1,490</b>
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-	-14
<b>Net Profit for the period</b>	<b>185</b>	<b>418</b>	<b>496</b>	<b>1,202</b>	<b>1,476</b>
<b>Net Profit Margin% for the period</b>	<b>5.4%</b>	<b>18.0%</b>	<b>18.2%</b>	<b>13.0%</b>	<b>18.4%</b>
Other Comprehensive Income	-10	5	6	4	66
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>175</b>	<b>422</b>	<b>501</b>	<b>1,206</b>	<b>1,542</b>

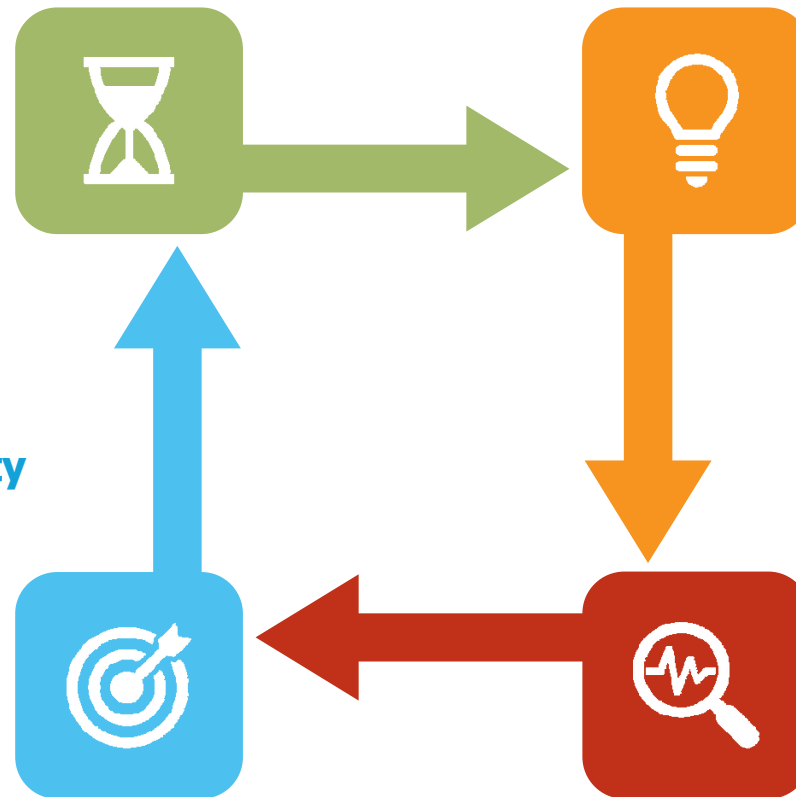
# REPL Positioned itself in alignment with growing economy

## Infrastructure a thrust sector

- Infrastructure sector' as sheet-anchor position for the country's overall macro-economic growth with long term focus of 'amrit kaal' (the 25-year-long lead-up to India@100)
- REPL has been associated with most of the large scale flagship programs such as PMAY, AMRUT, Smart City Mission, JJM, Skill India etc.

## Multi-year Revenue Visibility

- The company has a robust and diversified order book reflecting a sustained and consistent growth trajectory.



## Enabling Technology

- The use of distributive technology - GIS, BIM, and ICT at various stage of the consultancy to achieve scalability

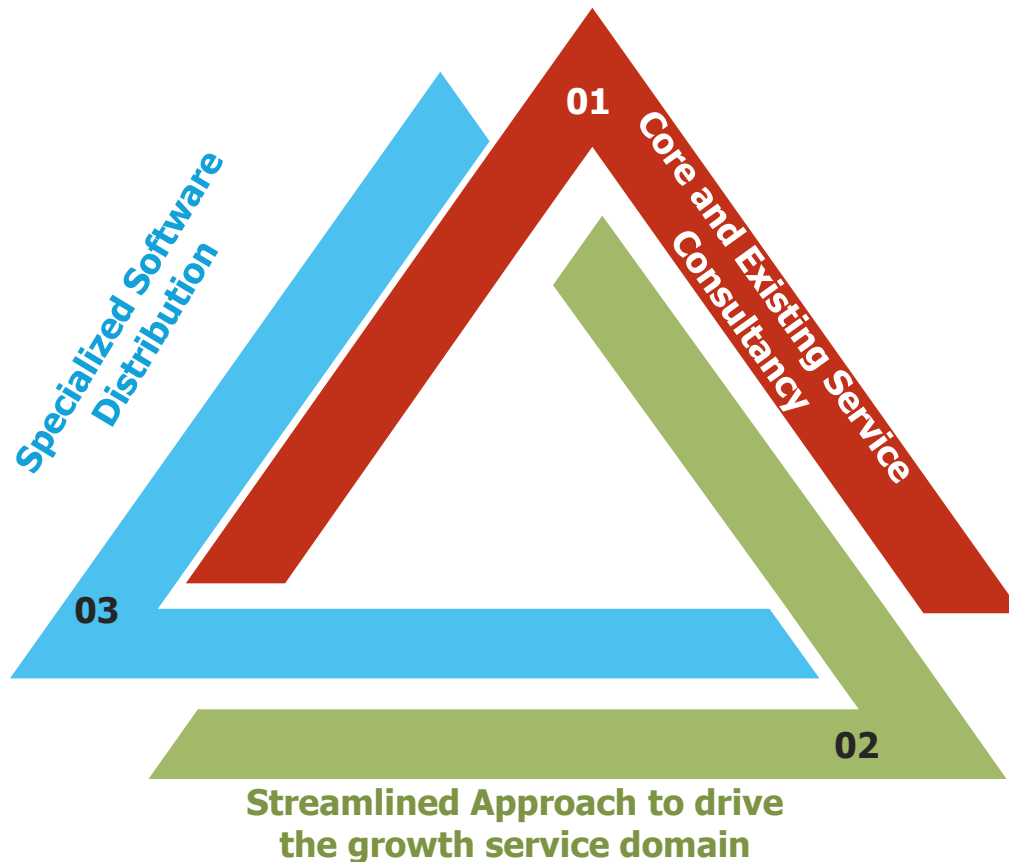
## ESOP

- Grant of ESOPS for talent retention in sync with company growth trajectory

## 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 Core and Existing Service Consultancy

- There is a continued focus on expanding core and existing services/offerings year on year by adding new projects and new clients to its credentials

## 02 Streamlined Approach to drive the growth service domain

- For expanding in the new consultancy areas, company is exploring the strategic options of either acquiring new companies in the domain or increasing penetration through new business divisions.

## 03 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