



## **Key Highlights For Investors Q2/FY 24**

Integrated Urban Development and  
Infrastructure Consultants

# Disclaimer

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- 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.

# Growth momentum on Fast Lane

## Growth Trajectory

- The notable expansion of the country's infrastructure in recent years has led to a growing demand for our consultancy services.
- The higher single digit growth is reported in company revenue from operations in second quarter of current financial year as compared to corresponding period in last financial year.

## Deeply Integrated Services

- A Robust Blend of Integrated Advisory, Engineering, and Project Management Services Across Diverse Infrastructure Sectors to Meet Evolving Client Needs.
- The joint efforts of regional domain experts working alongside the REPL team result in the identification of prime project leads, project planning, and a proactive understanding of the socio-economic impact across India's diverse geographical regions.

## Building Block of Order book

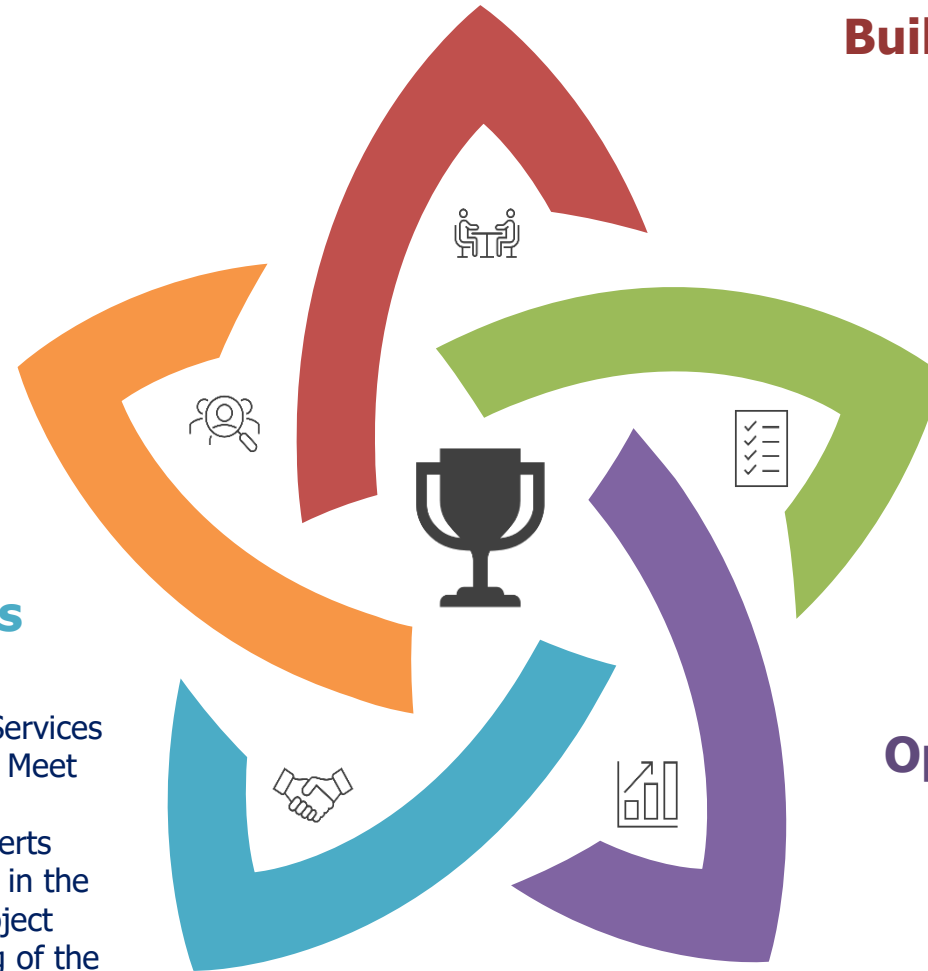
- Order Book as on date : INR 370+ crs
- Diversified and robust order book with multi-year revenue visibility.

## Revenue

- The company reported consolidated revenue from operation of ~ INR 20 crs in second quarter ended on 30<sup>th</sup> September 2023.

## Operating Margin %

- In Q2 FY24, the company showcased an enhanced operating margin of approximately ~29.0%, achieved through adept utilization of technology and strategic cost optimization measures.



# Robust Order book (1/3)

## GIS & Urban Planning

- GIS-based Comprehensive Development Plan / Master Plan, Odisha
  - Digital Base Map Validation Field survey, Data Collection and Updating of Digital base map
  - Preparation of CDP/Master Plan includes: Land Use Plan, Housing Plan, Traffic & Transportation Plan, Water Resources Development & Drainage Plan, Environment Management Plan, Solid Waste Management Plan, Social Infrastructure, Zoning Regulation, Utility Services Plan, Economic Plan, Disaster Management Plan, Slum Development Plan
- Chennai Metropolitan Development Authority
  - Consultancy for Detailed Development Plan for the Chennai Outer Ring Road Growth Corridor for relieving the congestion within the city and catalyzing the even dispersal of urban growth

## Ministry of Housing & Urban Affairs

- Preparation of Function Plan on Education and Skill Development with reference to National Capital Region Regional Plan 2041.





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

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

- Monitoring of JJM implementation program in 10 districts of Jammu Division
- DRP for Water Supply Scheme, Badrinath Dham
  - Study of existing Water Supply Services Water Demand & Source Investigation
  - Topographical Survey includes Hydraulic Engineering Design
  - Provision of automatic running system with PLC based SCADA system to be designed
- Rural Water Supply & Sanitation Department, Odisha
  - 6 blocks in Bhubaneswar 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.



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

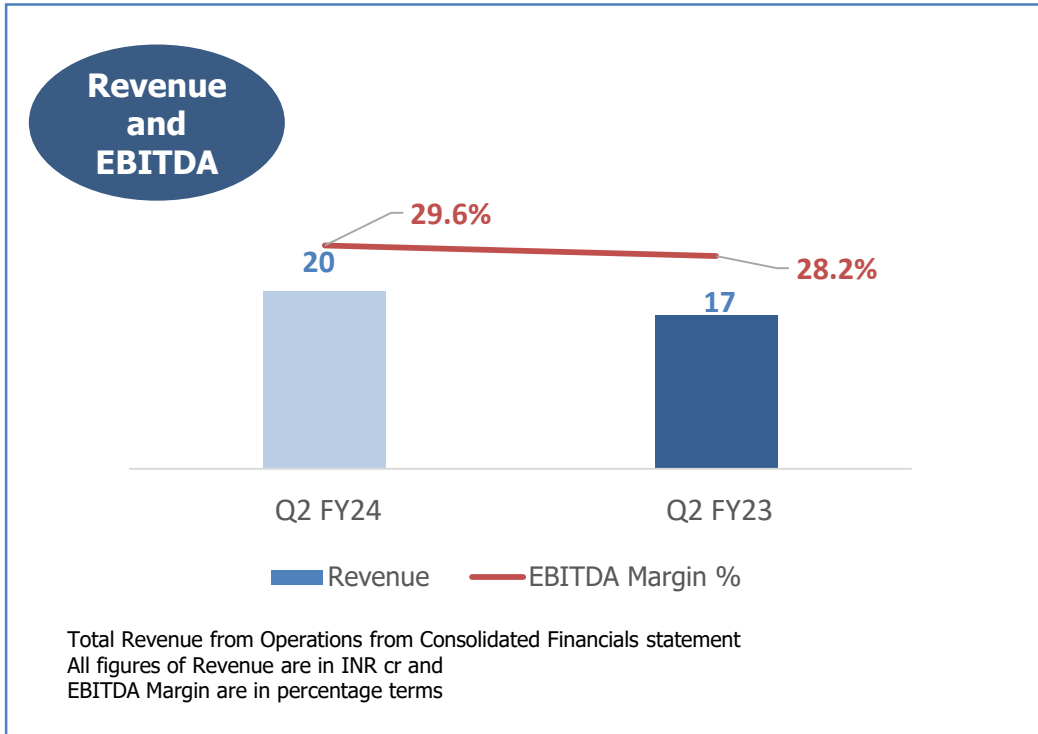
## PMC in Real Estate

- VPVV Techno Construction Private Limited
  - MoU signed for a Project Management Consultancy assignment to a tune of INR 240 Cr for a project in the state of Tamil Nadu.



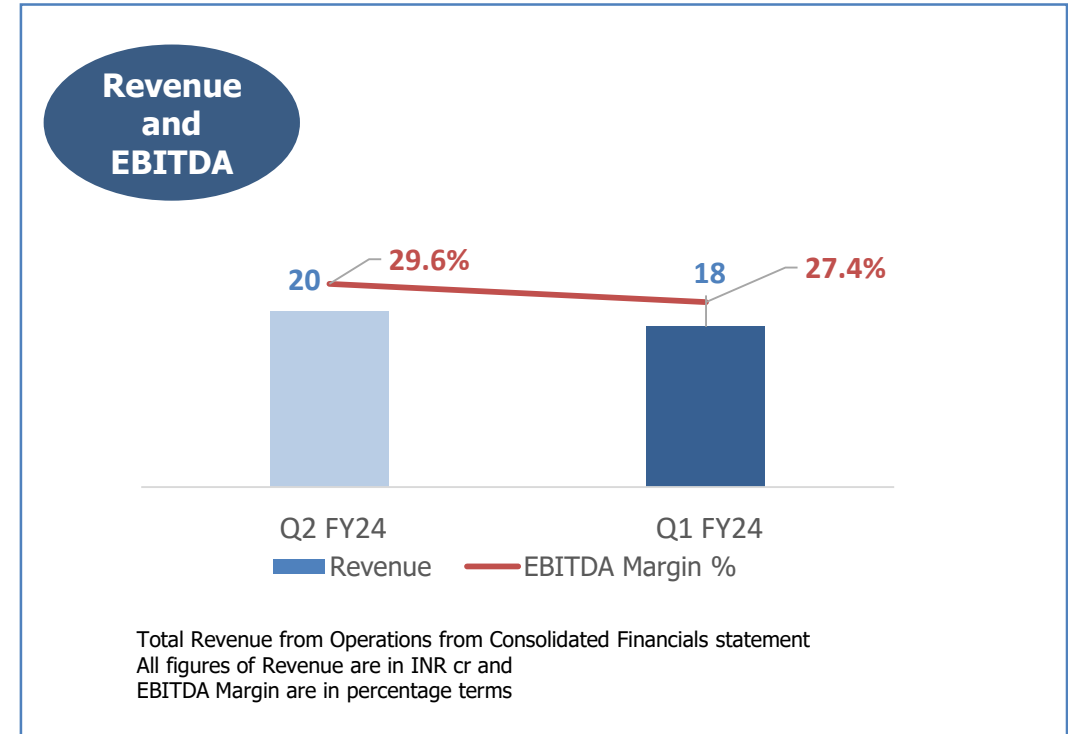
# Financial Performance -Revenue and Operating Margin

## Q2 FY24 vis-a vis Q2 FY23



- The robust execution pace and substantial initial order backlog not only drive growth for the current quarter but also ensure a promising revenue outlook for the fiscal year.

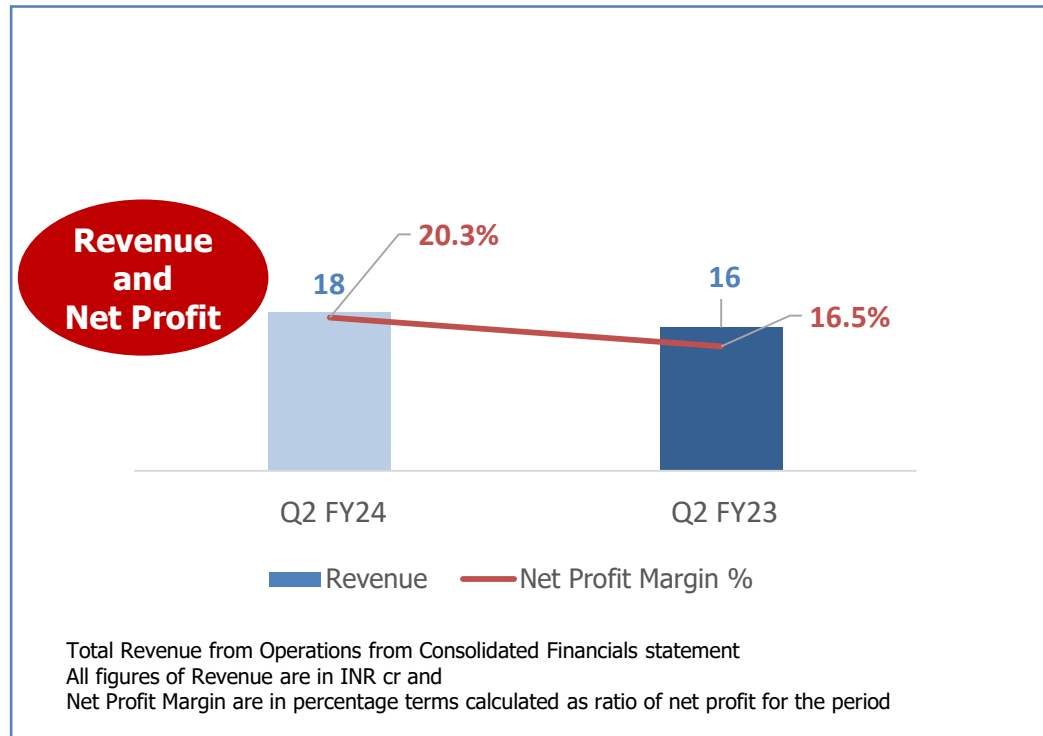
## Q2 FY24 vis-a vis Q1 FY24



- The company achieved approximately a 10% increase in revenue during the second quarter of the current fiscal year.
- A solid order backlog, expedited project execution, and seamlessly integrated infrastructure consultancy services spanning multiple regions within the nation.

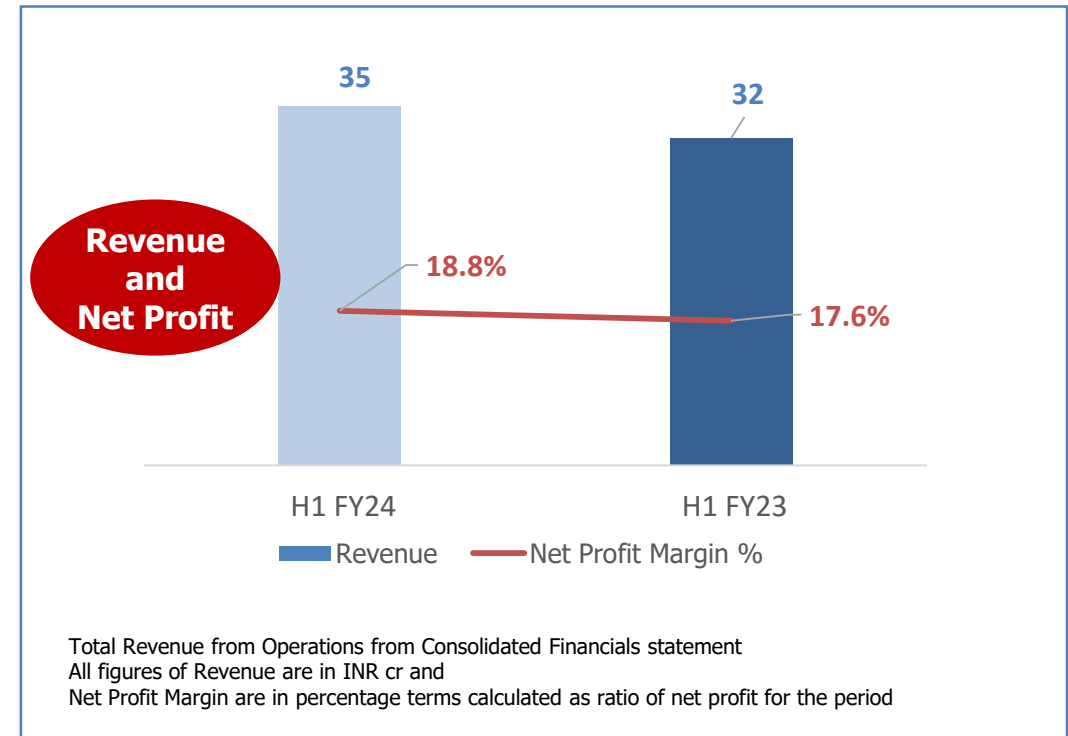
# Financial performance -Revenue and Net Profit Margin

## Q2 FY24 vis-a vis Q2 FY23



- The company's stellar financial performance reflects its adept management and strategic decisions, demonstrating resilience and prosperity in today's dynamic business landscape.

## H1 FY24 vis-a vis H1 FY23



- The company's robust order book for FY 24 signals a promising future, providing a solid foundation for sustained growth and operational success in the market.



# Standalone Financial Highlights

Particulars (INR lacs)	Q2 FY24	Q2 FY23	Q1 FY24	H1-FY 24	H1-FY 23
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
<b>Revenue from Operations</b>	<b>1,791</b>	<b>1,644</b>	<b>1,733</b>	<b>3,524</b>	<b>3,224</b>
Other Income	32	21	44	77	43
<b>Total Income</b>	<b>1,823</b>	<b>1,664</b>	<b>1,777</b>	<b>3,600</b>	<b>3,267</b>
Employee Cost	474	460	439	913	935
Direct Operating Cost and other expenses	810	736	850	1,660	1,422
Total Expenditure	<b>1,283</b>	<b>1,196</b>	<b>1,289</b>	<b>2,573</b>	<b>2,358</b>
<b>EBITDA</b>	<b>540</b>	<b>469</b>	<b>488</b>	<b>1,028</b>	<b>909</b>
<b>EBITDA Margin%</b>	<b>29.6%</b>	<b>28.2%</b>	<b>27.4%</b>	<b>28.5%</b>	<b>27.8%</b>
Depreciation	15	47	33	49	73
Finance Cost	32	34	38	70	60
Exceptional Item	-	-	-	-	-
<b>Profit Before Tax</b>	<b>492</b>	<b>387</b>	<b>417</b>	<b>909</b>	<b>776</b>
Tax	122	113	111	233	200
<b>Profit After Tax (PAT)</b>	<b>370</b>	<b>275</b>	<b>306</b>	<b>676</b>	<b>576</b>
<b>PAT Margin</b>	<b>20.3%</b>	<b>16.5%</b>	<b>17.2%</b>	<b>18.8%</b>	<b>17.6%</b>
Other Comprehensive Income	-12	3	-0	-12	6
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>358</b>	<b>278</b>	<b>305</b>	<b>664</b>	<b>582</b>

# Consolidated Financial Highlights

Particulars (INR lacs)	Q2 FY24	Q2 FY23	Q1 FY24	H1-FY 24	H1-FY 23
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
<b>Revenue from Operations</b>	<b>1,993</b>	<b>1,745</b>	<b>1,839</b>	<b>3,832</b>	<b>3,424</b>
Other Income	32	20	45	77	43
<b>Total Income</b>	<b>2,025</b>	<b>1,765</b>	<b>1,884</b>	<b>3,909</b>	<b>3,467</b>
Employee Cost	517	510	484	1,002	1,040
Direct Operating Cost and other expenses	931	768	896	1,827	1,484
Total Expenditure	<b>1,448</b>	<b>1,278</b>	<b>1,381</b>	<b>2,829</b>	<b>2,524</b>
<b>EBITDA</b>	<b>577</b>	<b>487</b>	<b>503</b>	<b>1,080</b>	<b>944</b>
<b>EBITDA Margin%</b>	<b>28.5%</b>	<b>27.6%</b>	<b>26.7%</b>	<b>27.6%</b>	<b>27.2%</b>
Depreciation	17	48	35	53	76
Finance cost	36	34	38	74	60
Exceptional Item	-	-	-	-	-
<b>Profit Before Tax</b>	<b>523</b>	<b>404</b>	<b>430</b>	<b>953</b>	<b>808</b>
Tax	132	118	114	246	209
<b>Profit for the period</b>	<b>392</b>	<b>286</b>	<b>315</b>	<b>707</b>	<b>599</b>
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-	-
<b>Net Profit for the period</b>	<b>392</b>	<b>286</b>	<b>315</b>	<b>707</b>	<b>599</b>
<b>Net Profit Margin% for the period</b>	<b>19.3%</b>	<b>16.2%</b>	<b>16.7%</b>	<b>18.1%</b>	<b>17.3%</b>
Other Comprehensive Income	-12	4	0	-12	9
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>380</b>	<b>291</b>	<b>316</b>	<b>696</b>	<b>608</b>

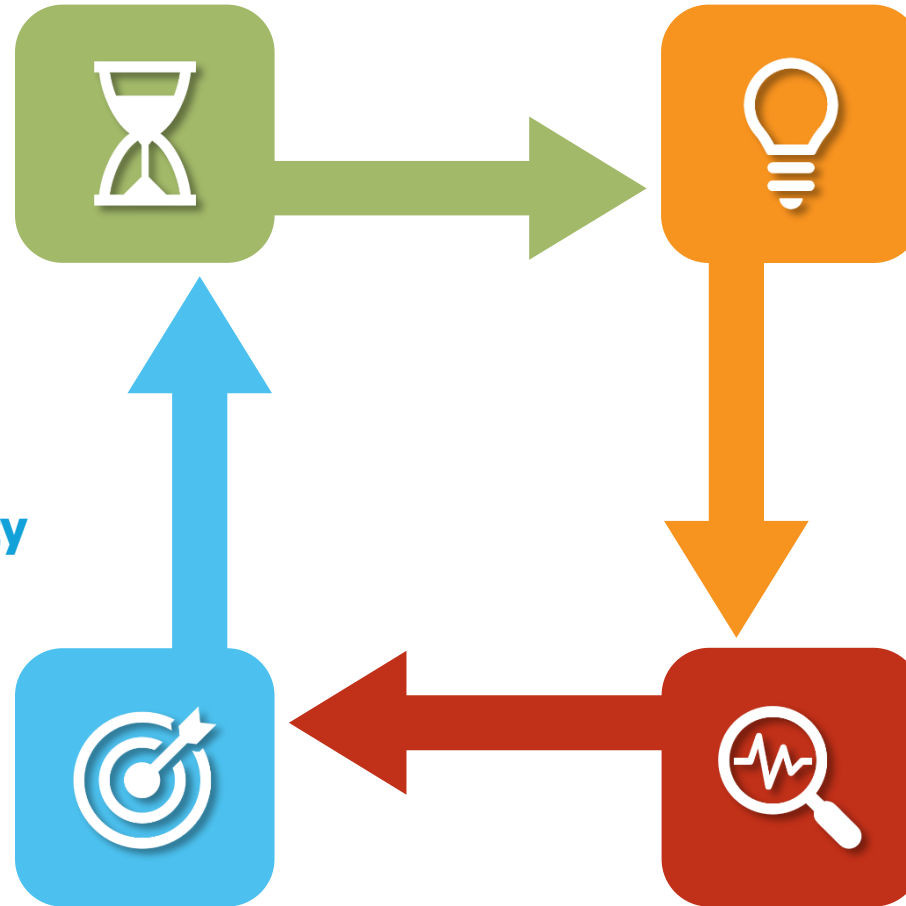
# REPL Positioned itself in alignment with growing economy

## 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 firm maintains a sturdy and varied order backlog, indicative of a continuous and steady path of expansion.



## Enabling Technology

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

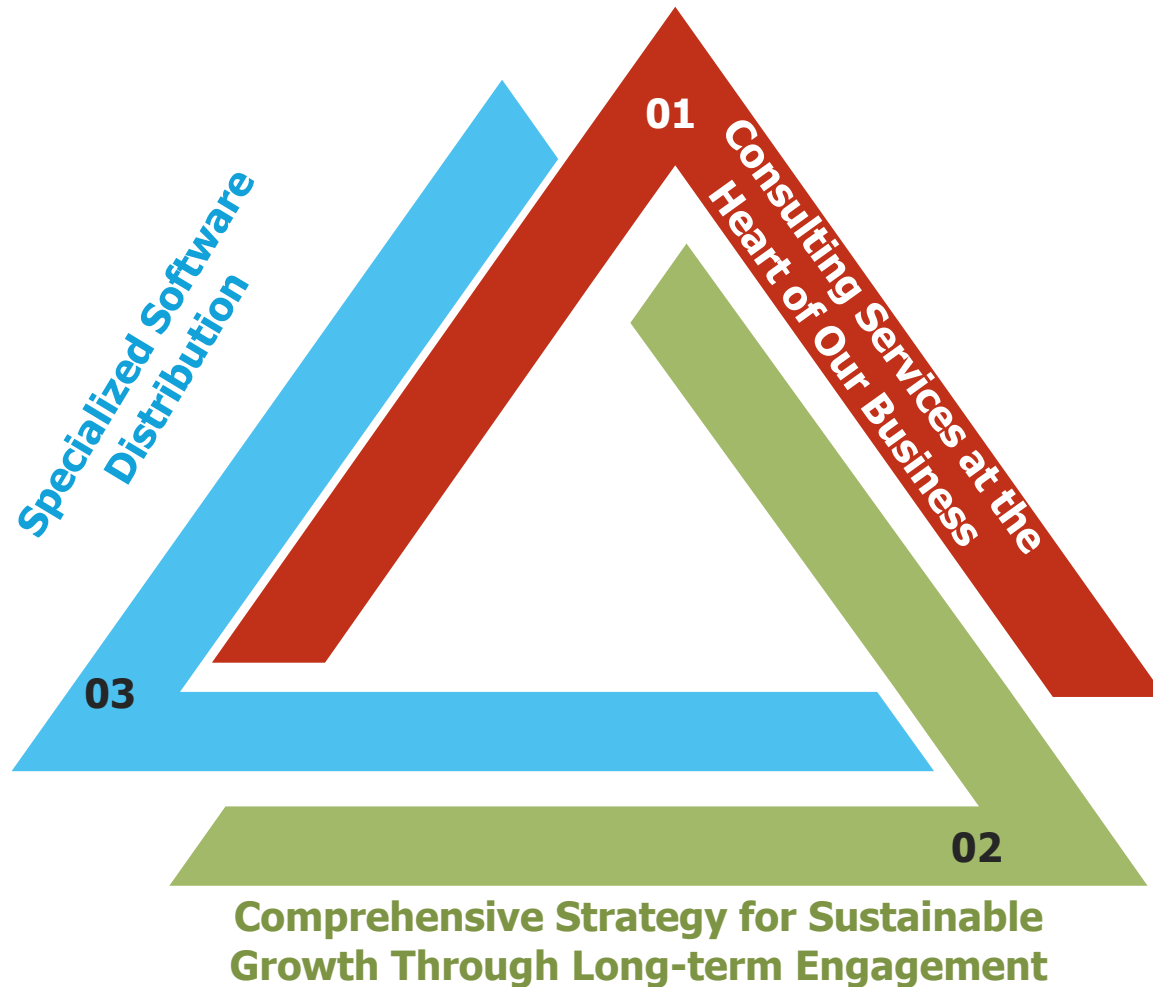
## Operational Control

- Informed decision making based on meaningful metrics, robust SOP & reports.

## Geographical Presence

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

# Strategic Alignment to Secure a Bigger Share of the Consultancy Market



01

## **Consulting Services at the Heart of Our Business**

- The ongoing commitment is to enhance core services and offerings each year through the addition of new projects and clients, strengthening its portfolio. Visible through adding projects in various states.

02

## **Comprehensive Strategy for Sustainable Growth Through Long-term Engagement**

- REPL has signed an MoU with Bengaluru based firm GEO Engineering Company Pvt. Ltd. (GECPL) for entry into a highly specialized deep foundation and Soil Stabilization segment. This cumulative expertise will get a larger pie of infrastructure projects.

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)

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**THANK YOU**

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