



Key Highlights For Investors Q3/FY 24

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.

Growth momentum on Fast Lane

Expansion Pathway

- The significant development of the nation's infrastructure in the past few years has generated an increasing need for the consulting services we provide.
- The higher single digit growth is reported in company revenue from operations in third quarter of current financial year as compared to corresponding period in last financial year.

Comprehensively Interconnected Services

- A strong amalgamation of unified advisory, engineering, and project management services spanning diverse infrastructure sectors to address the evolving requirements of our clients.
- The collaborative endeavors of regional domain experts, collaborating closely with the REPL team, lead to the discovery of key project opportunities, meticulous project planning, and a proactive comprehension of the socio-economic impact across various geographic regions in India.



Competitive Advantage to Optimize Value Creation

- Highly skilled workforce for efficient operations
- Diversified and robust order book with multi-year revenue visibility.

Revenue

- The company reported consolidated revenue from operation of INR 24.89 Cr in third quarter ended on 31st December 2023.

Operating Margin %

- In Q3 FY24, the company demonstrated an improved operating margin of around ~26.0%, attained through skillful utilization of technology and strategic cost optimization initiatives.

Growth momentum on Fast Lane

Rudrabhishek Geo Engineering Private Limited

- Creation of New subsidiary
 - The firm focuses on solving foundation and earth structure problems, offering services such as geotechnical investigations, engineering analysis and design, subsurface exploration, and field and laboratory testing.
 - The opportunity accommodates the long-term goals for REPL to provide quality geotechnical testing and materials testing services throughout the country and gives us the opportunity for expansion. We have previously teamed with the Geo Engineering Private Limited on numerous projects, benefiting both firms. The association will bring additional personnel and equipment and a broad increase in capabilities to the firm.



Robust Order book (1/2)

GIS & Urban Planning

- 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. REPL will prepare a DDP for the CORR growth corridor for a width of 1 km on either side also Identification and delineation of the most suitable areas for implementation of the Land Pooling Area Development Scheme (LPADS)

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 (2/2)

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 by Rudrabhishek Architects and Designers Private Limited, a wholly owned subsidiary of REPL. Work order expected in Q4, 2024.

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

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.



Building Industry Voice

SIP Evaluation Committee

National MSME Council: CII

Real Estate Committee: FICCI

**Urban Development & Smart
Cities Council: CII**

**Executive Committee :FICCI
CMSME**

**Private Practitioners Committee:
ITPI**

**Real Estate & Housing Committee:
CII**

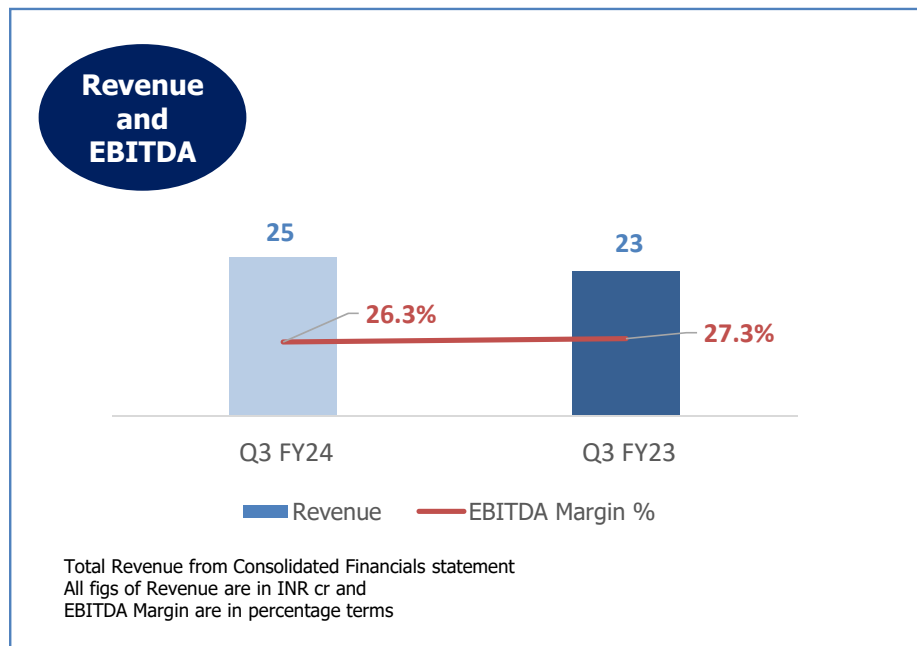
**Urban Transportation Committee:
FICCI**



CMD-REPL was one of the panel speakers in 'Unlocking Growth Opportunities: Making Small Businesses Future Ready' during **CII's Global MSME Business Summit** held on 23rd Nov in Delhi

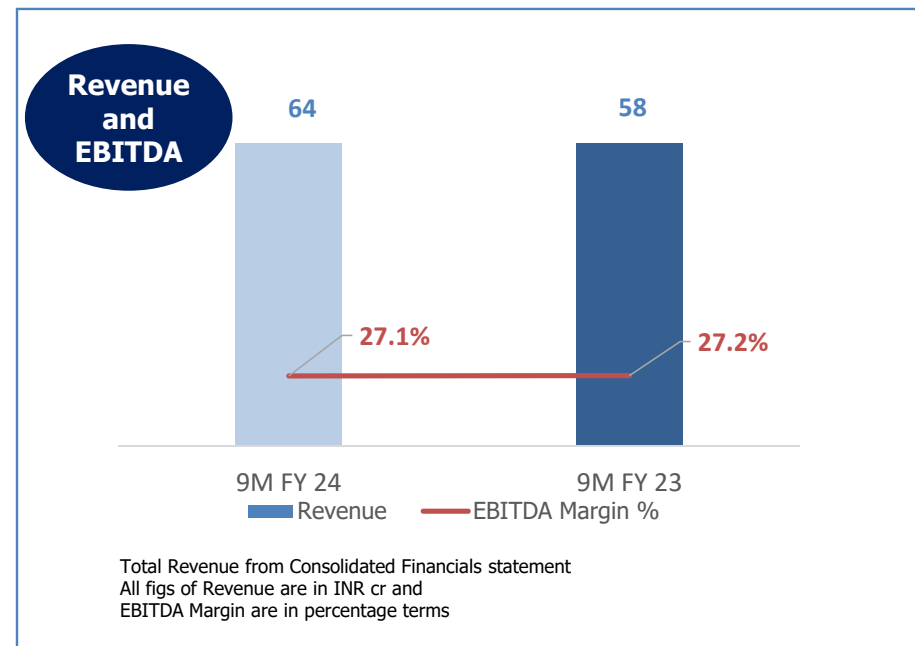
Financial performance -Revenue and Operating Margin

Q3 FY24 vis-a vis Q3 FY23



- In quarter ended December (Q3 FY 24) , the Company reported revenue of INR 25 crs translating growth of ~10% compared to corresponding quarter (Q3 FY 23) last year

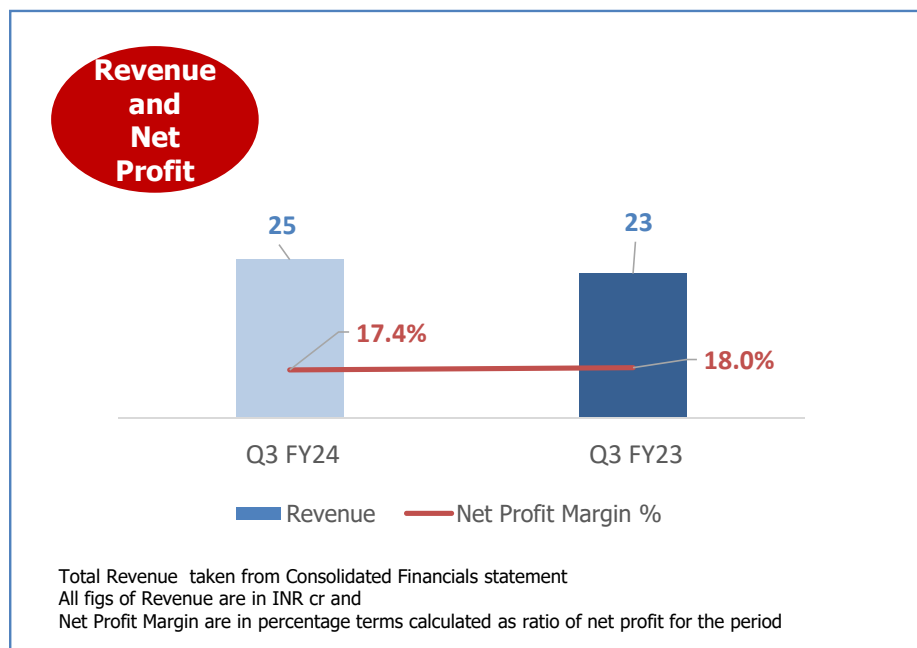
9M FY24 vis-a vis 9M FY23



- Order book comprises 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.

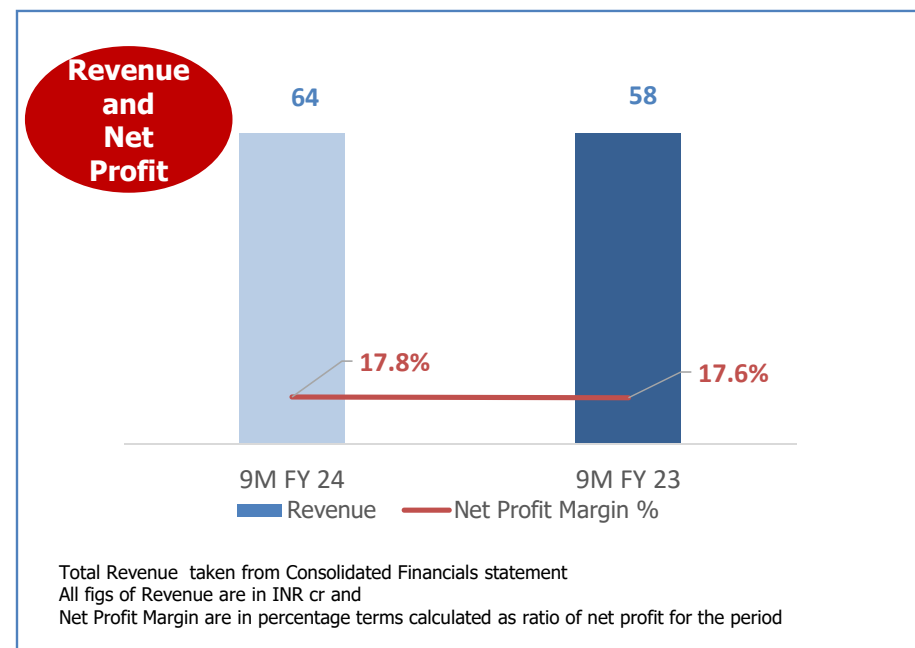
Financial performance -Revenue and Net Profit Margin

Q3 FY24 vis-a vis Q3 FY23



- Providing consultancy services (feasibility study, planning, designing, DPR & PMC) in a range of Urban Development, Infrastructure, and Real Estate projects.
- In Q3 FY 24 ,Company posted a quarterly net profit margin of 17.4%

9M FY24 vis-a vis 9M FY23



- Successful deliveries include GIS Based Master Plans, Smart City, Hi-tech City, Hospitals, Hotels, Water and Sewerage schemes, City Development Plans, Transit Oriented Development (TOD), Industrial Development Plan, Corridor Development Plan, Tourism sites, City Sanitation Plans, and Stalled Real estate projects. Our focus lies on quality, cost optimization & timely delivery.

Standalone Financial Highlights

Particulars (INR lacs)	Q3 FY24	Q3 FY23	Q2 FY24	9M-FY 24	9M-FY 23
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Revenue from Operations	2,366	2,188	1,791	5,890	5,412
Other Income	34	17	32	110	60
Total Income	2,400	2,205	1,823	6,000	5,472
Employee Cost	504	449	474	1,417	1,384
Direct Operating Cost and other expenses	1,265	1,151	810	2,925	2,574
Total Expenditure	1,769	1,600	1,284	4,342	3,958
EBITDA	631	605	539	1,658	1,514
EBITDA Margin%	26.3%	27.4%	29.6%	27.6%	27.7%
Depreciation	27	36	15	76	109
Finance Cost	63	32	32	133	93
Exceptional Item	-	-	-	-	-
Profit Before Tax	540	537	492	1,449	1,313
Tax	123	138	122	356	337
Profit After Tax (PAT)	418	399	370	1093	975
PAT Margin	17.4%	18.1%	20.3%	18.2%	17.8%
Other Comprehensive Income/(Loss)	(6)	2	(12)	(18)	8
Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)	412	401	358	1075	983

Consolidated Financial Highlights

Particulars (INR lacs)	Q3 FY24	Q3 FY23	Q2 FY24	9M-FY 24	9M-FY 23
	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)	(Unaudited)
Revenue from Operations	2,452	2,299	1,993	6,284	5,723
Other Income	37	19	32	114	63
Total Income	2,489	2,318	2,025	6,398	5,786
Employee Cost	549	499	517	1,551	1,539
Direct Operating Cost and other expenses	1,286	1,187	931	3,113	2,671
Total Expenditure	1,835	1,686	1,448	4,664	4,210
EBITDA	654	632	577	1,734	1,575
EBITDA Margin%	26.3%	27.3%	28.5%	27.1%	27.2%
Depreciation	28	37	17	81	113
Finance cost	64	32	36	138	93
Exceptional Item	-	-	-	-	-
Profit Before Tax	562	562	524	1,515	1,370
Tax	128	144	132	374	353
Profit for the period	434	418	392	1,141	1,017
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-	-
Net Profit for the period	434	418	391	1,141	1,017
Net Profit Margin% for the period	17.4%	18.0%	19.3%	17.8%	17.6%
Other Comprehensive Income/(Loss)	(6)	5	(12)	(17.8)	14
Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)	428	422	380	1,123	1,031

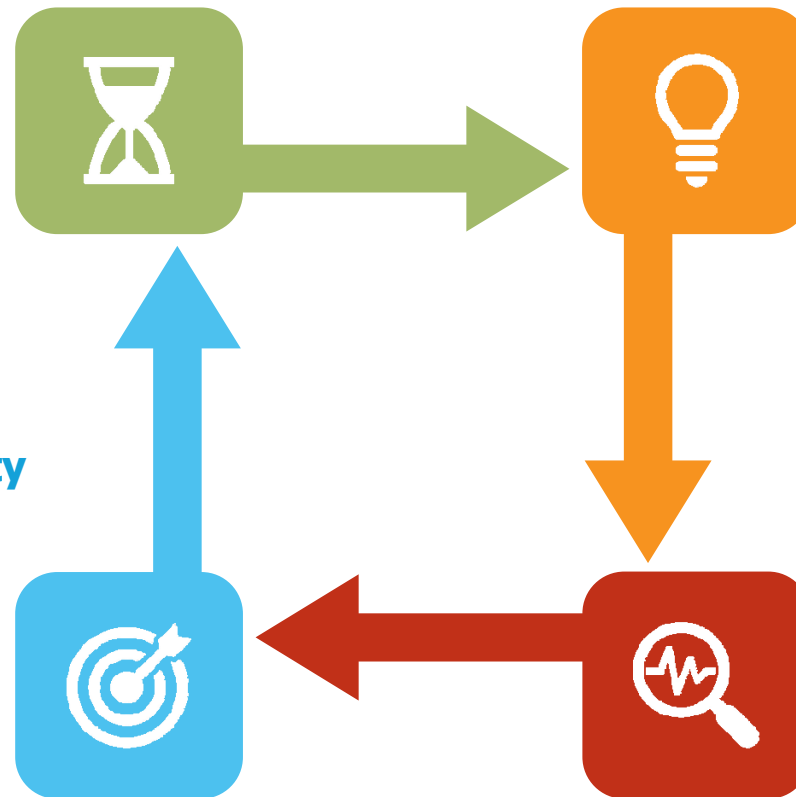
REPL Positioned itself in alignment with growing economy

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

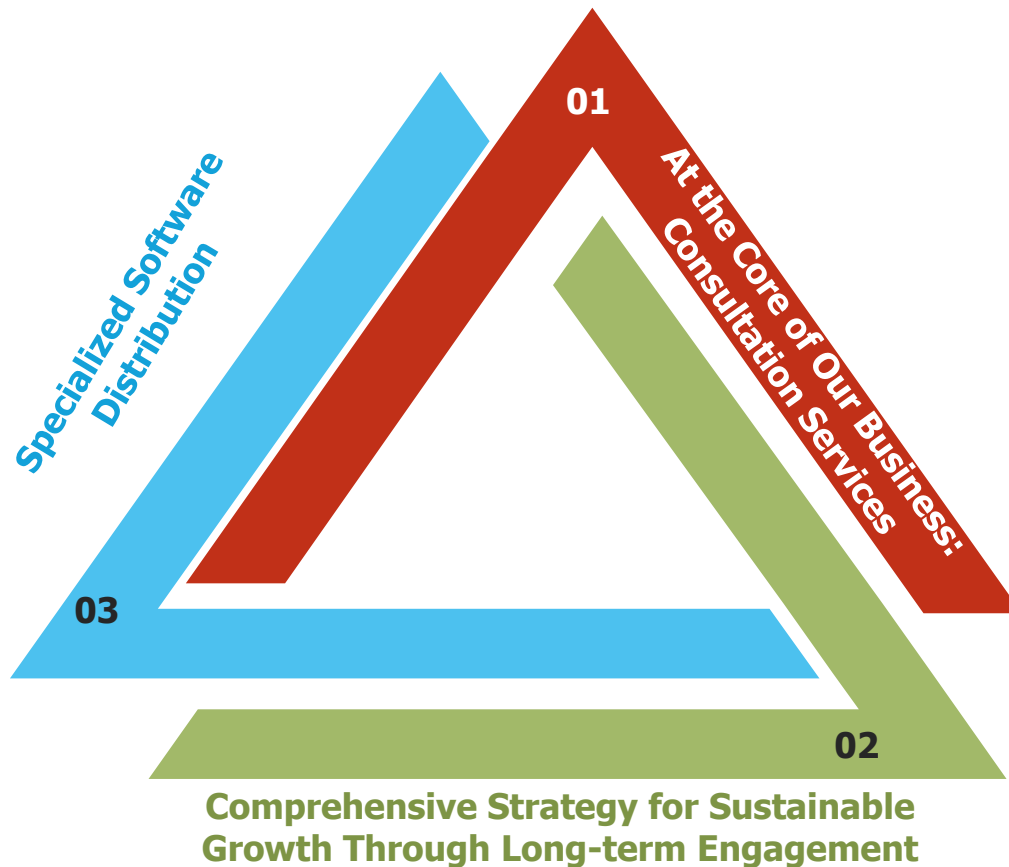
Operational Control

- 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



At the Core of Our Business: Consultation Services

01

- The persistent dedication is to elevate core services and expand offerings annually by incorporating new projects and clients, fortifying its portfolio. This is evident through the inclusion of projects in diverse states pan India.

Comprehensive Strategy for Sustainable Growth Through Long-term Engagement

02

- REPL has created JV 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.

Specialized Software Distribution

03

- 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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