



Key Highlights For Investors Q4/12M 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.

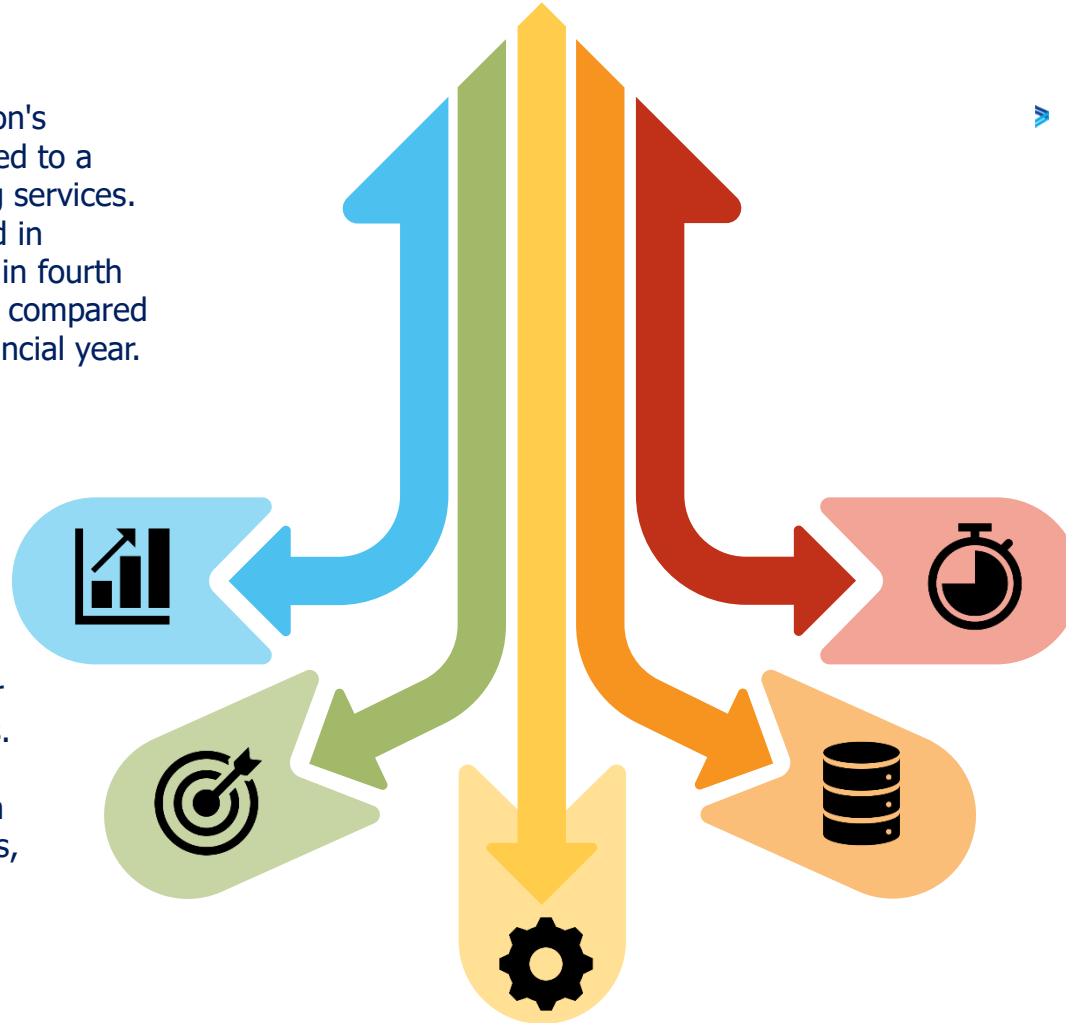
Successfully Navigating Growth Journey in evolving markets

Expansion Pathway

- The rapid development of the nation's infrastructure in recent years has led to a growing demand for our consulting services.
- The double digit growth is reported in company revenue from operations in fourth quarter of current financial year as compared to corresponding period in last financial year.

Deeply Integrated Services

- Strong mix of bundled services of Advisory, Engineering and PMC across various Infrastructure sector for growing requirements of clients.
- Collaboration between regional domain experts and the REPL team helps identify the best project leads, plan projects effectively, and anticipate the socio-economic impact across different regions in India.



Order Book

- Order Book as on date : INR 375+ crs . Our order book is both diversified and robust, providing us with a stable and secure foundation for future growth. This diversification spans across various sectors and industries, ensuring that we are not overly reliant on any single market. Additionally, the multi-year revenue visibility offered by these orders allows us to plan and allocate resources effectively, ensuring sustained financial health and the ability to capitalize on emerging opportunities

Revenue/Total Income

- The Total Income for FY 24 is INR 102.17 crore as compared to INR 92.33 crore in FY 23

Avenues of Growth

- Addition of 2 new subsidiaries to further enhance our scope of work and reach:
 - Rudrabhishek Architects and Designers Pvt Ltd
 - Rudrabhishek Geo Engineering Pvt Ltd.

Robust Order book (1/2)

Akkalkot Tirtha Kshetra Development

- Consultancy Services for Akkalkot Municipal Council
 - Consultancy Services for Preparation of DPRs, Bidding Documents and Technical Support in Bidding Process and Construction Phase
- Pilgrimage tourism growth for Solapur District
 - The plan will cover road development and street infrastructure, road repairs, terminal infrastructure development for vehicles and parking spaces.
 - Establishment of parks and gardens, development of a lake shore, creation of business centres/ guest houses for pilgrims.
 - Make path for growth of ancillary services like hospitality, guided tours, and handicrafts in communities surrounding religious sites.
 - Akkalkot is a holy place of Shri Swami Samarth Maharaj. Within the scope of Shri Swami Samarth Mandir mission, the designated city area spans 1023 acres, with 30% dedicated to Akkalkot Temple and its immediate surroundings.

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)

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)

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.



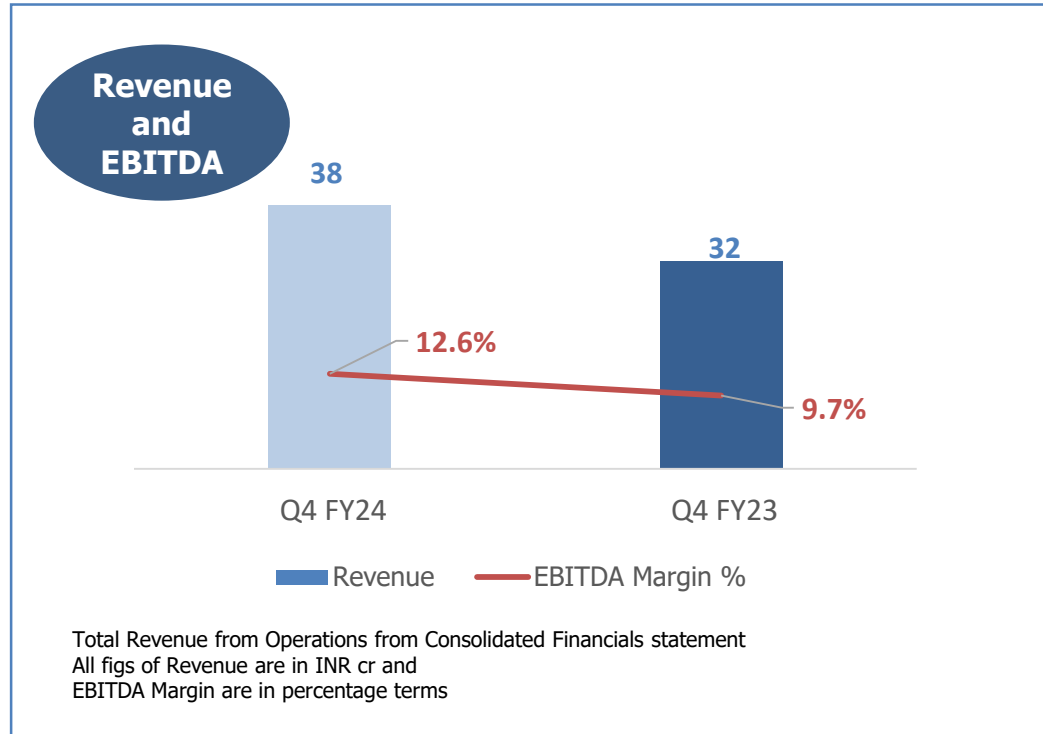
Building Industry Voice

- CMD REPL has been included as coopted member of FICCI – CMSME Executive Committee for the deliberation on MSME policies
- CMD-REPL included in CII National MSME Council
- CMD-REPL represented CII in RBI's meeting for MSME credit flow
- CMD REPL represented CII in SIP Evaluation Committee of MSME Ministry of GOI
- REPL sector expert included in Urban Development & Smart City Council of CII
- REPL sector expert has got representation in CII National Committee as member
- ED-REPL represented the company as panel speaker in CII's Real Estate Conclave
- ED-REPL represented the company as panel speaker in PHD-CCI's conference on Urban Mobility
- REPL Urban Sector head nominated as co-chairman of ITPI's Private Practitioner Committee



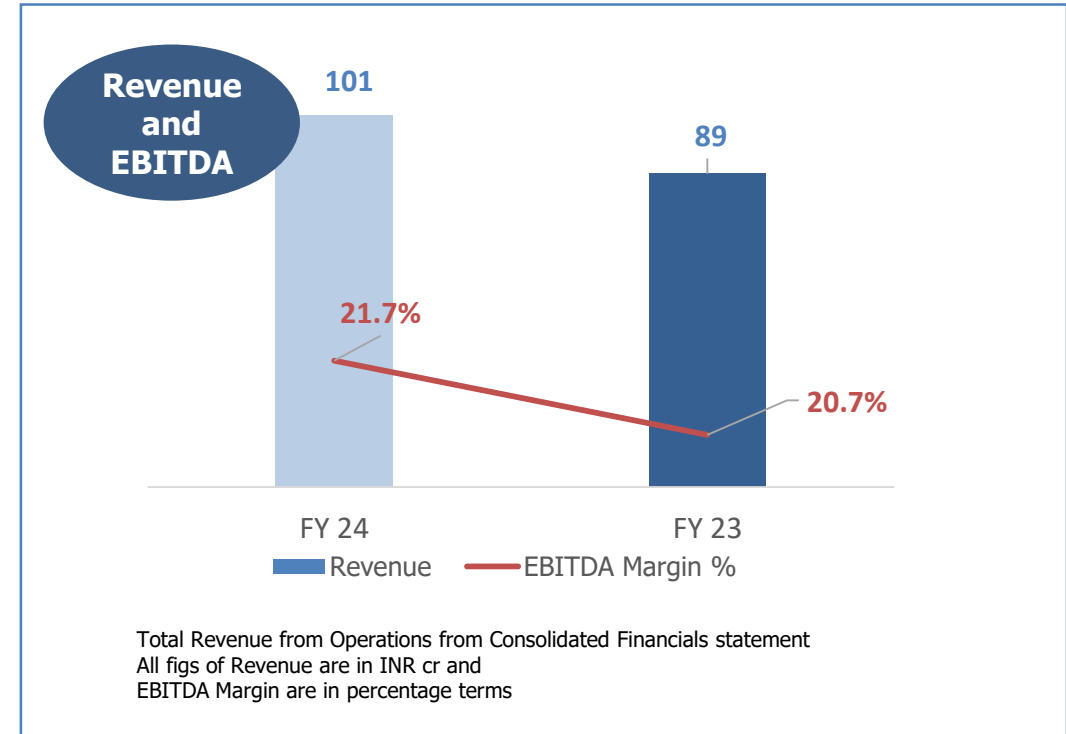
Financial performance -Revenue and Operating Margin

Q4 FY24 vis-a vis Q4 FY23



- Adhering faster execution of the various project in hand deliverables in last quarter of the FY 24 results in higher quarterly growth.
- Company posted quarterly growth of around 19% growth in Q4 FY 24 revenue from operation as compared to corresponding period in Q4 FY 23.

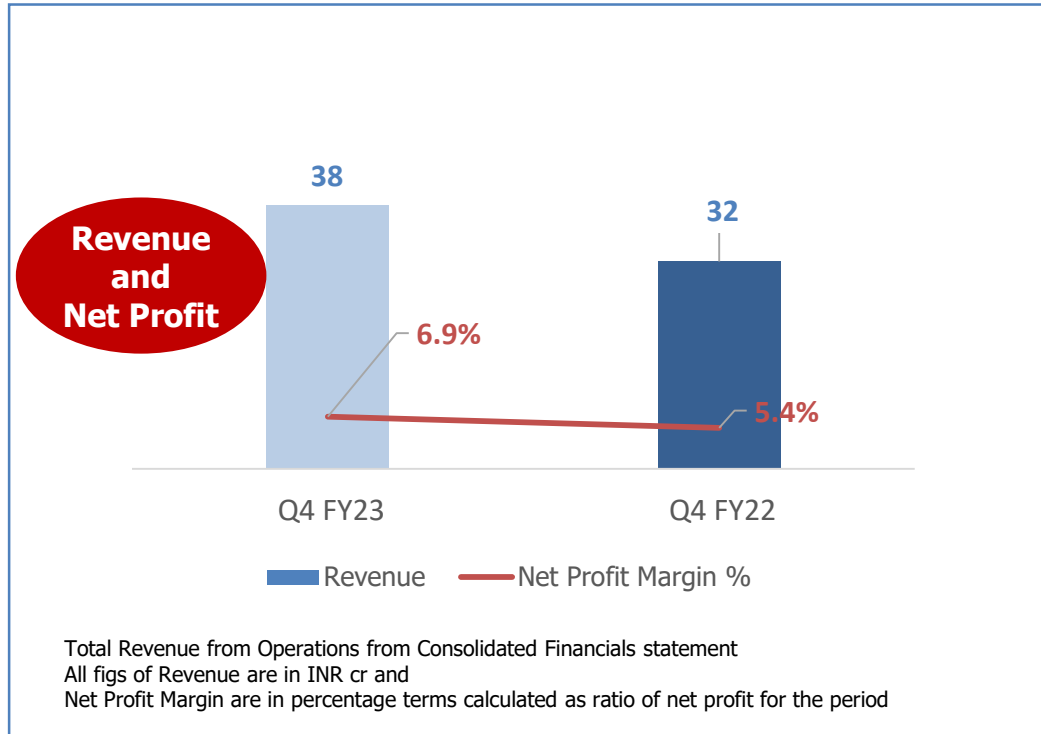
12M FY24 vis-a vis 12M FY23



- Company posted a revenue growth of around 13.5% in fiscal year FY 24 as compared to FY 23
- Strong Order Book, faster execution combine with deeply integrated Infrastructure consultancy services across various region of the country

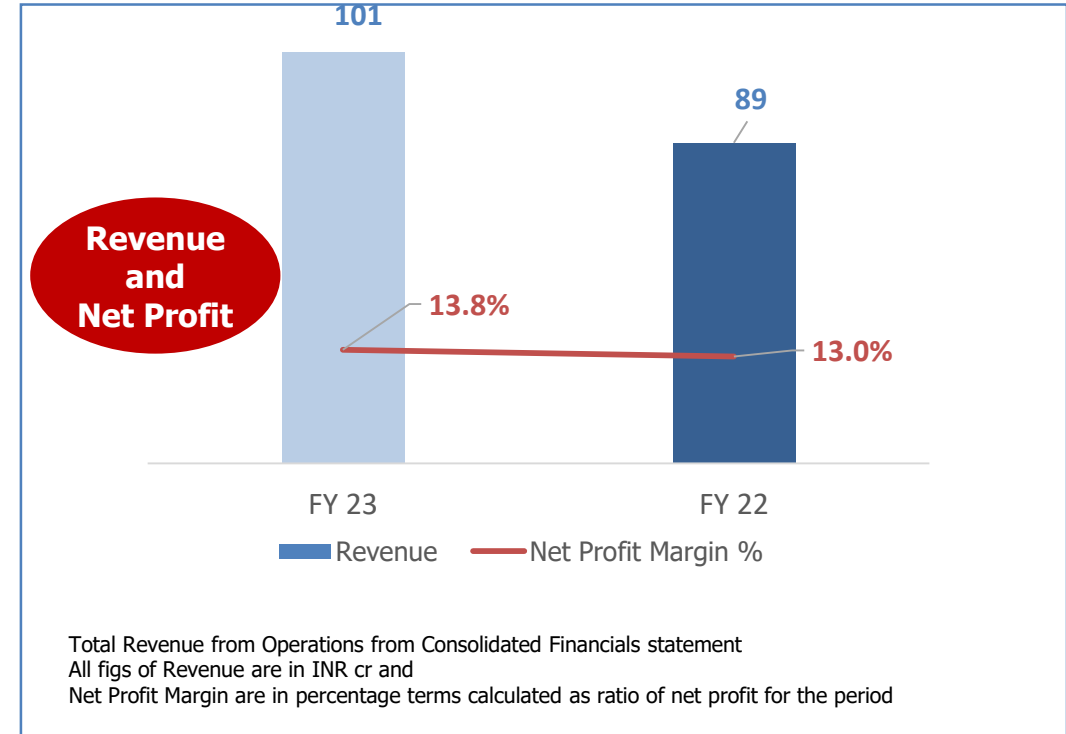
Financial performance -Revenue and Net Profit Margin

Q4 FY24 vis-a vis Q4 FY23



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

12M FY24 vis-a vis 12M FY23



- Company registered a growth of >5% in Profit Before Tax in fiscal year ended on FY 24 as compared to FY 23.
- Company has a robust order book indicating FY 25 will close on a positive note in sync with consistent growth trajectory.

Standalone Financial Highlights

Particulars (INR lacs)	Q4 FY24	Q3 FY24	Q4 FY23	12M-FY 24	12M-FY 23
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
Revenue from Operations	3,309	2,366	3,051	9,199	8,462
Other Income	41	34	274	151	334
Total Income	3,350	2,400	3,324	9,350	8,796
Employee Cost	452	504	402	1,869	1,786
Direct Operating Cost and other expenses	2,479	1,265	2,586	5,404	5,160
Total Expenditure	2,930	1,769	2,989	7,272	6,946
EBITDA	420	631	336	2,078	1,850
EBITDA Margin%	12.5%	26.3%	10.1%	22.2%	21.0%
Depreciation	32	27	38	108	147
Finance Cost	65	63	45	199	138
Exceptional Item	-	-	-	-	-
Profit Before Tax	322	540	252	1,771	1,565
Tax	103	123	62	459	399
Profit After Tax (PAT)	218	418	191	1,312	1,166
PAT Margin	6.5%	17.4%	5.7%	14.0%	13.3%
Other Comprehensive Income	1	-6	-9	-17	-1
Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)	220	412	182	1,295	1,165

Consolidated Financial Highlights

Particulars (INR lacs)	Q4 FY24	Q3 FY24	Q4 FY23	12M-FY 24	12M-FY 23
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
Revenue from Operations	3,774	2,452	3,173	10,058	8,895
Other Income	45	37	275	159	338
Total Income	3,820	2,489	3,448	10,217	9,233
Employee Cost	493	549	453	2,044	1,993
Direct Operating Cost and other expenses	2,846	1,286	2,661	5,959	5,332
Total Expenditure	3,338	1,835	3,114	8,002	7,325
EBITDA	481	654	333	2,215	1,909
EBITDA Margin%	12.6%	26.3%	9.7%	21.7%	20.7%
Depreciation	36	28	41	118	154
Finance cost	64	64	46	202	139
Exceptional Item	-	-	-	-	-
Profit Before Tax	381	562	246	1,896	1,616
Tax	117	128	61	490	414
Profit for the period	264	434	185	1,405	1,202
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-	-
Net Profit for the period	264	434	185	1,405	1,202
Net Profit Margin% for the period	6.9%	17.4%	5.4%	13.8%	13.0%
Other Comprehensive Income	2	-6	-10	-16	4
Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)	266	428	175	1,389	1,206

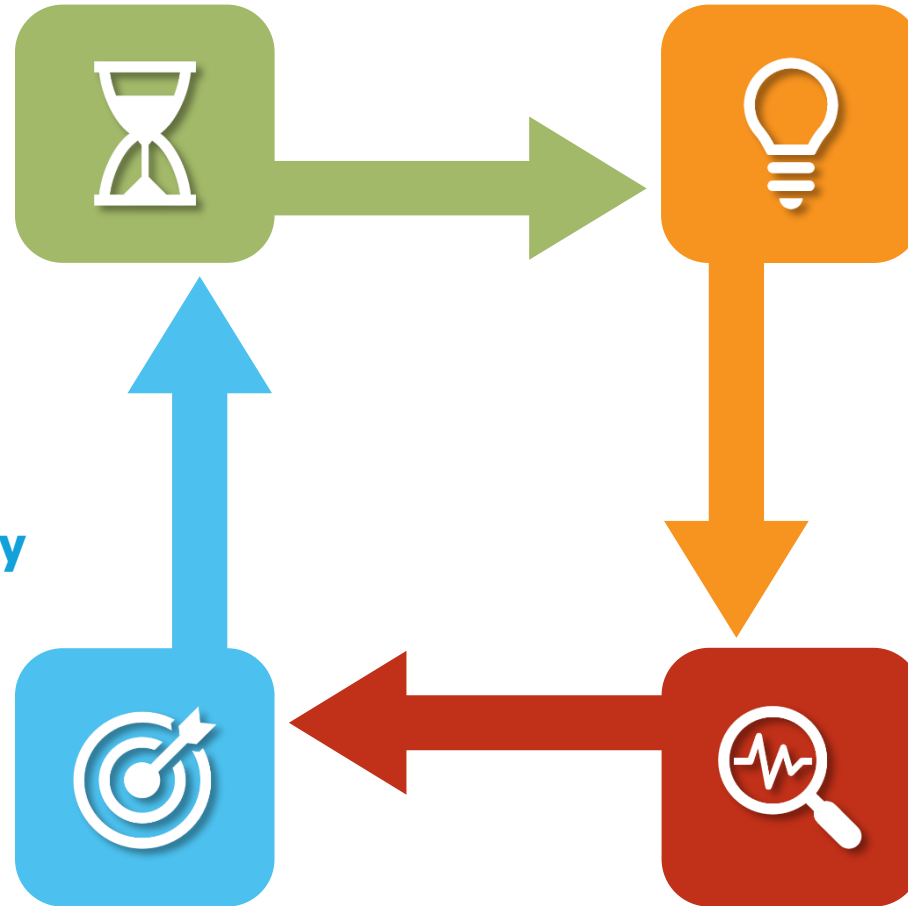
REPL Positioned itself in alignment with growing economy

Infrastructure a thrust sector

- Economic activity in India has remained robust. The interim Union Budget for 2024-25 has increased the capital expenditure allocation by 11.1%, reaching Rs 11.11 lakh crore. This boost in capital expenditure and infrastructure investment bodes well for our industry in the medium term)
- 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

- Multi-year revenue visibility provides a clear forecast of our financial inflows over the coming years, enhancing our ability to plan and allocate resources efficiently. This long-term financial clarity allows us to make informed strategic decisions and invest confidently in growth opportunities.



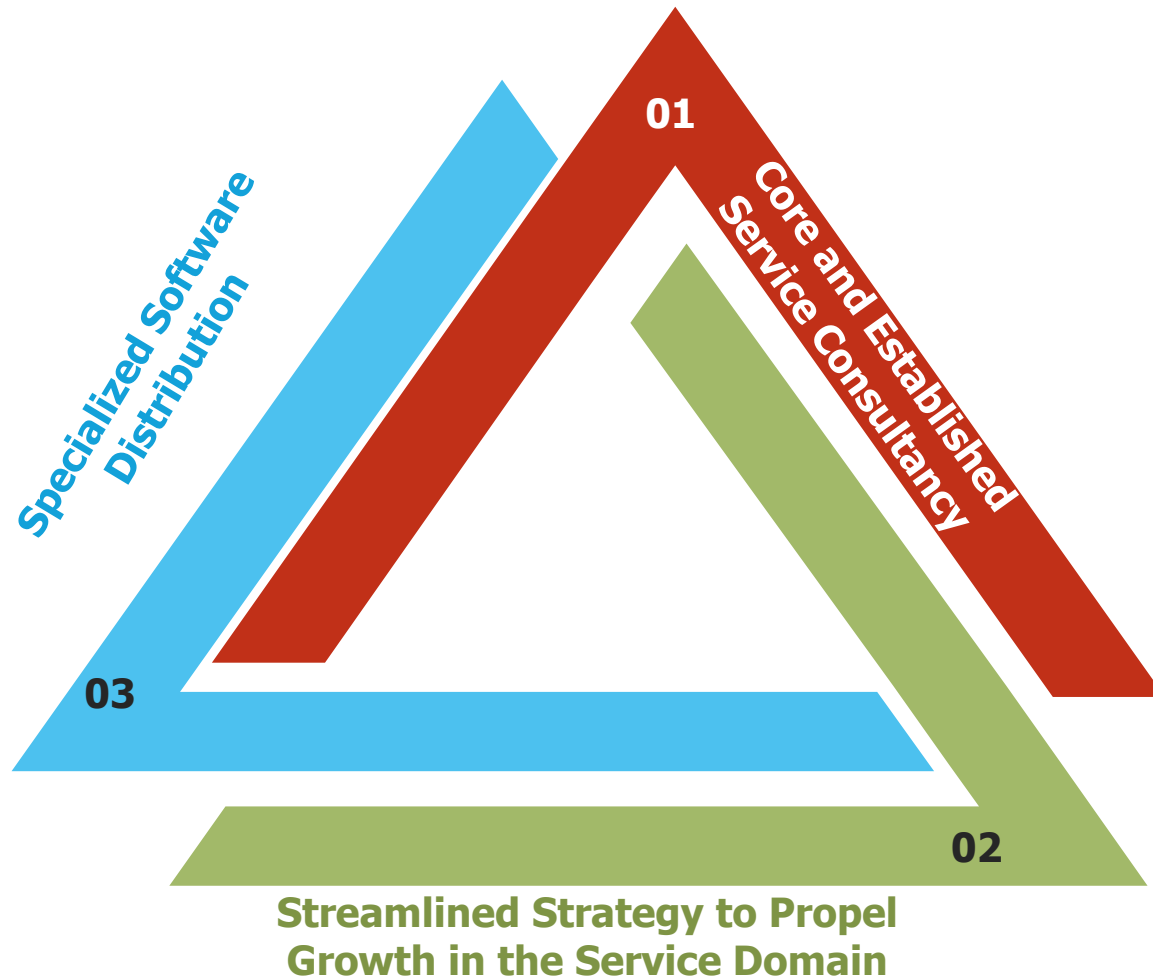
Explore Growth Opportunity

- Continuously explores growth opportunities by forming strategic Joint Ventures (JVs)
- The use of distributive technology - GIS, BIM, and ICT at various stage of the consultancy to achieve scalability.
- Capitalise on Opportunity of huge Infrastructure development in Country

Geographical Presence

- Company has diverse regional presence across pan India
- Government policies, including focus on affordable housing, smart city projects, and tax deductions on housing loans
- 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 Established Service Consultancy

- Active participation in large scale development initiatives by Government – PMAY – “Housing for All”, PM Gatishakti Master Plan, Jal Jeevan Mission with significant outlay of Rs. 2 Trillion.
- 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 Strategy to Propel Growth in the 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)

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THANK YOU

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