



## **Key Highlights For Investors Q1/FY 25**

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

- 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 in first 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 sectors 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



## Building Block of Order book

- Diversified and robust order book with multi-year revenue visibility
- Strong order book with Government and Private enterprises

## Revenue

- The company reported consolidated revenue from operation of ~ INR 19 crs in first quarter ended on 30<sup>th</sup> June 2024

## Operating Margin %

- The company demonstrated better operating margin of ~28.0 % in Q1 FY 25 by effectively leveraging technology and other cost optimization initiatives.

# 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.

## Geotechnical Investigation

- Capital Land, Bangalore
  - Awarded project to carry out Piling and Soil retention work for ITPL, Bangalore
- PJB Engineers, Bangalore
  - Awarded project to carry out Piling work for Signature Park, Bangalore



# Robust Order book (2/2)

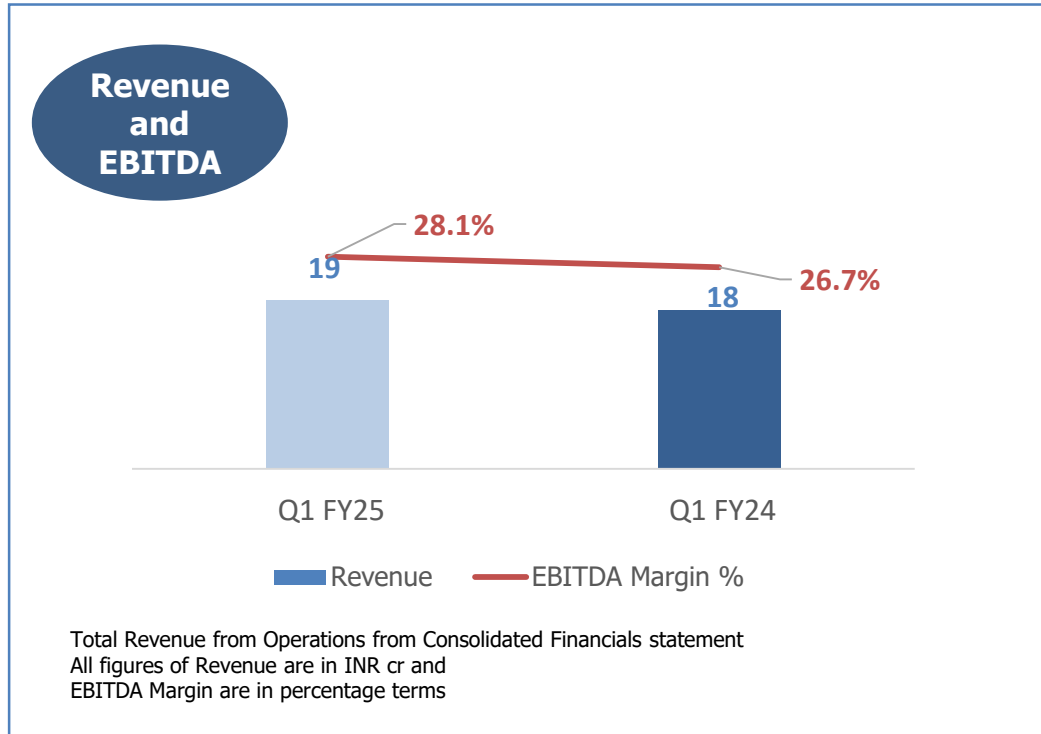
## PMC in Real Estate

- VPVW 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.
- Arete Residential Tower, Sohna, by International Land Developers
  - PMC for Arete's 8 high rise residential towers in Sohna being developed by International Land Developers Private Limited. REPL will provide program-level service management, construction logistics & interface management, cost management, and project management information system for the project.
- Uttar Pradesh State Construction and Development Corporation (UPSCDC)
  - REPL awarded project of providing consultancy services for the upgradation of the water supply, sewerage and drainage systems at Lala Lajpat Rai Memorial Medical College at Meerut.



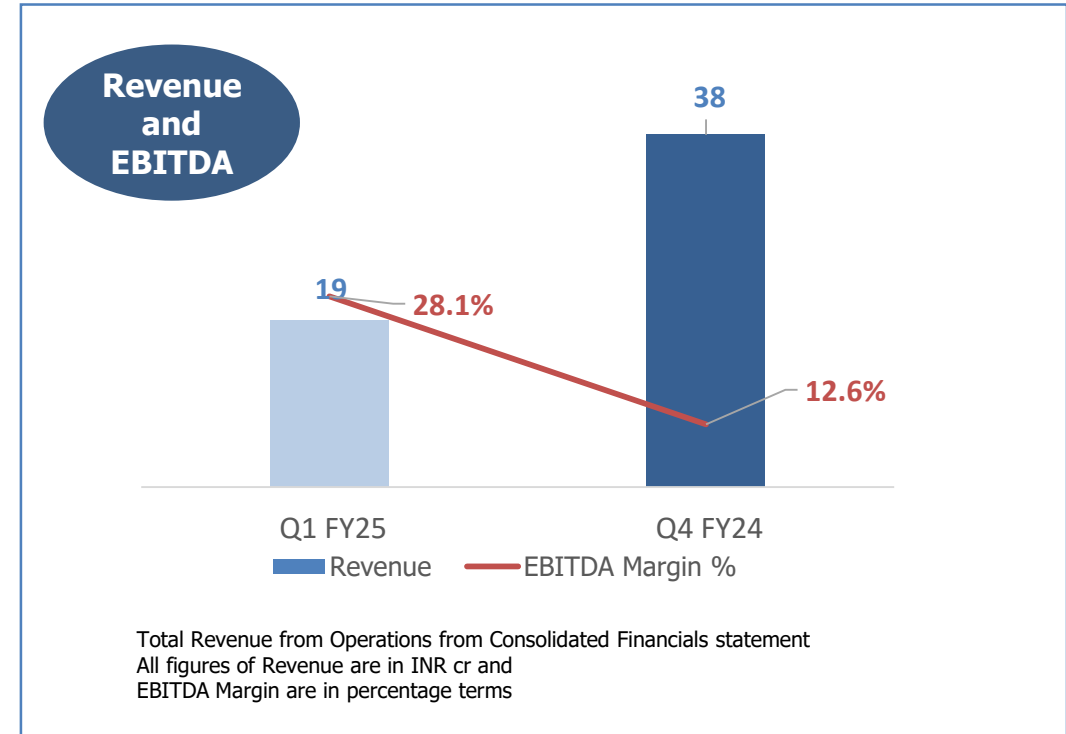
# Financial performance -Revenue and Operating Margin

### Q1 FY25 vis-a vis Q1 FY24



- Robust execution momentum and a substantial opening order book not only drive higher growth in the current financial quarter but also suggest strong revenue visibility for the entire fiscal year.

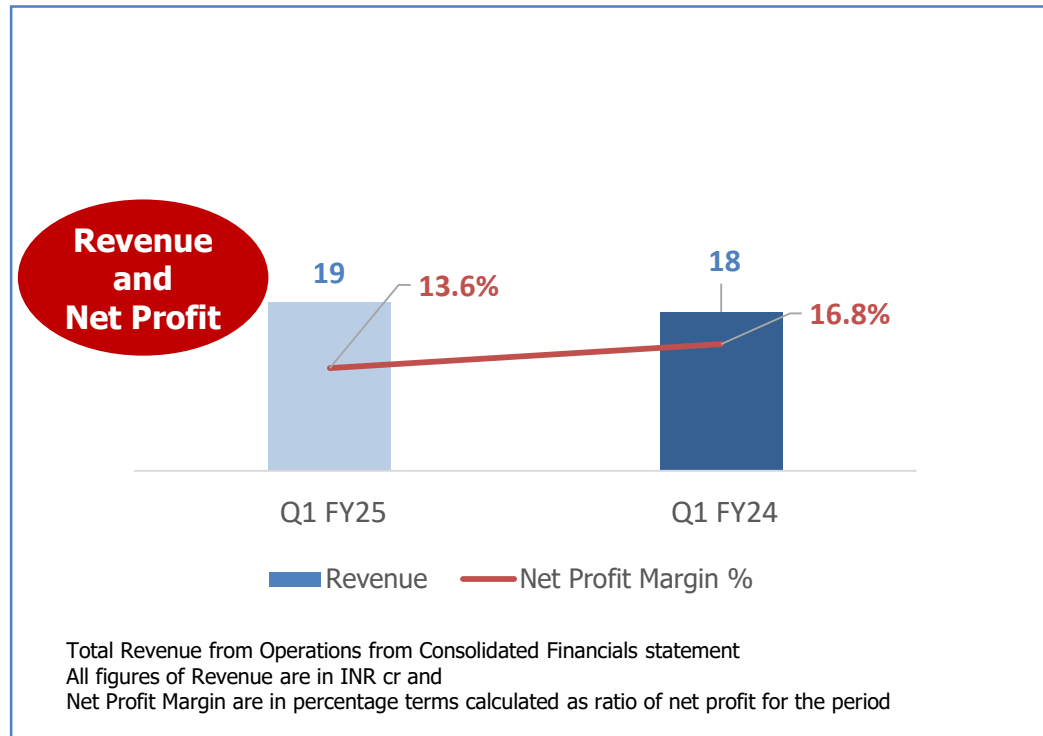
### Q1 FY25 vis-a vis Q4 FY24



- Company posted a revenue growth of around 10% in first quarter of current financial year.
- Strong Order Book, faster execution combine with deeply integrated Infrastructure consultancy services across various regions of the country.

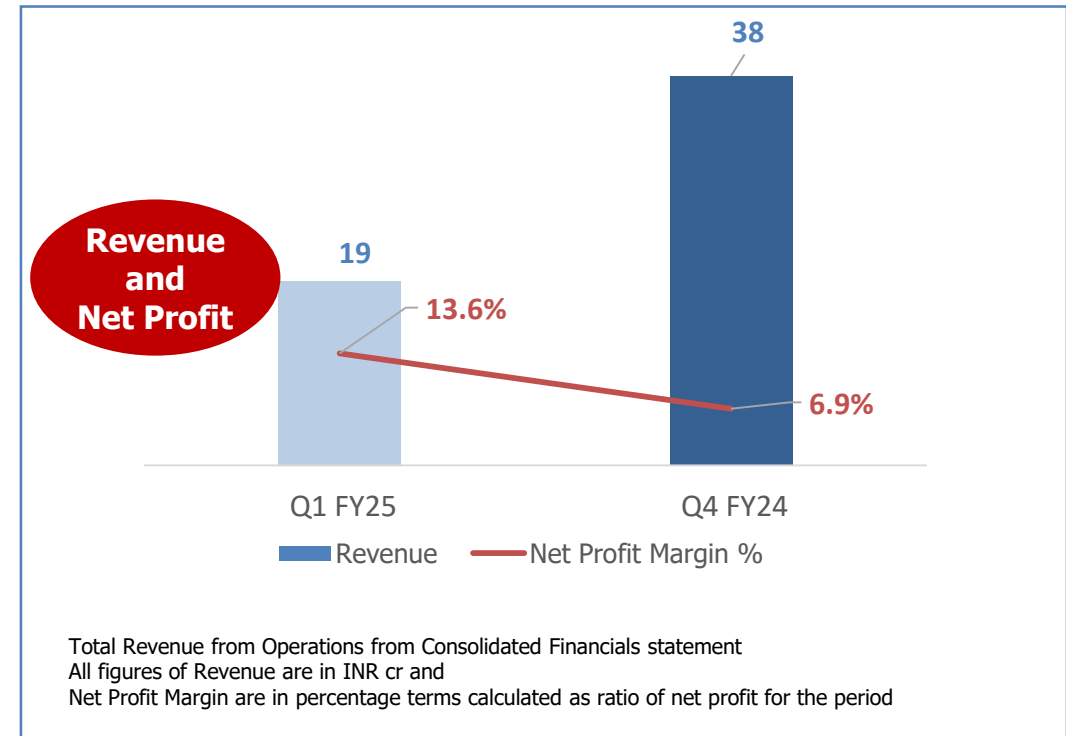
# Financial performance -Revenue and Net Profit Margin

## Q1 FY25 vis-a vis Q1 FY24



- Salary hikes and resource augmentation across businesses drives staff cost for current quarter as compared to last quarter of financial year
- Company have continuously practicing for nourishing, encouraging employees by various initiatives including ESOP to key employees

## Q1 FY25 vis-a vis Q4 FY24



- With a solid order book, the company is poised for a strong FY 25, aligning with its steady growth trajectory.
- Country wide presence and order execution, makes the company mitigate any adverse risk.

# Standalone Financial Highlights

Particulars (INR lacs)	Q1 FY25	Q1 FY24	Q4 FY24	12M-FY 24
	(Unaudited)	(Unaudited)	(Audited)	(Audited)
<b>Revenue from Operations</b>	<b>1,805</b>	<b>1,733</b>	<b>3,309</b>	<b>9,199</b>
Other Income	20	44	41	151
<b>Total Income</b>	<b>1,825</b>	<b>1,777</b>	<b>3,350</b>	<b>9,350</b>
Employee Cost	470	439	452	1,869
Direct Operating Cost and other expenses	836	850	2,479	5,403
Total Expenditure	<b>1,306</b>	<b>1,289</b>	<b>2,931</b>	<b>7,272</b>
<b>EBITDA</b>	<b>519</b>	<b>488</b>	<b>419</b>	<b>2,078</b>
<b>EBITDA Margin%</b>	<b>28.4%</b>	<b>27.5%</b>	<b>12.5%</b>	<b>22.2%</b>
Depreciation	26	33	32	108
Finance Cost	46	38	65	199
Exceptional Item	-	-	-	-
<b>Profit Before Tax</b>	<b>447</b>	<b>417</b>	<b>322</b>	<b>1,771</b>
Tax	196	111	103	459
<b>Profit After Tax (PAT)</b>	<b>251</b>	<b>306</b>	<b>219</b>	<b>1,312</b>
<b>PAT Margin</b>	<b>13.8%</b>	<b>17.2%</b>	<b>6.5%</b>	<b>14.0%</b>
Other Comprehensive Income	-4	-1	1	-17
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>247</b>	<b>305</b>	<b>220</b>	<b>1,295</b>

# Consolidated Financial Highlights

Particulars (INR lacs)	Q1 FY25	Q1 FY24	Q4 FY24	12M-FY 24
	(Unaudited)	(Unaudited)	(Audited)	(Audited)
<b>Revenue from Operations</b>	<b>1,913</b>	<b>1,839</b>	<b>3,774</b>	<b>10,058</b>
Other Income	22	45	46	159
<b>Total Income</b>	<b>1,935</b>	<b>1,884</b>	<b>3,820</b>	<b>10,217</b>
Employee Cost	519	484	493	2,044
Direct Operating Cost and other expenses	872	897	2,846	5,958
<b>Total Expenditure</b>	<b>1,391</b>	<b>1,381</b>	<b>3,339</b>	<b>8,002</b>
<b>EBITDA</b>	<b>544</b>	<b>503</b>	<b>481</b>	<b>2,215</b>
<b>EBITDA Margin%</b>	<b>28.1%</b>	<b>26.7%</b>	<b>12.6%</b>	<b>21.7%</b>
Depreciation	34	35	36	118
Finance cost	48	38	64	202
Exceptional Item	-	-	-	-
<b>Profit Before Tax</b>	<b>462</b>	<b>430</b>	<b>381</b>	<b>1,895</b>
Tax	198	114	117	490
<b>Profit for the period</b>	<b>264</b>	<b>316</b>	<b>264</b>	<b>1,405</b>
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-
<b>Net Profit for the period</b>	<b>264</b>	<b>316</b>	<b>264</b>	<b>1,405</b>
<b>Net Profit Margin% for the period</b>	<b>13.6%</b>	<b>16.8%</b>	<b>6.9%</b>	<b>13.8%</b>
Other Comprehensive Income	7	-	2	-16
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>271</b>	<b>316</b>	<b>266</b>	<b>1,389</b>

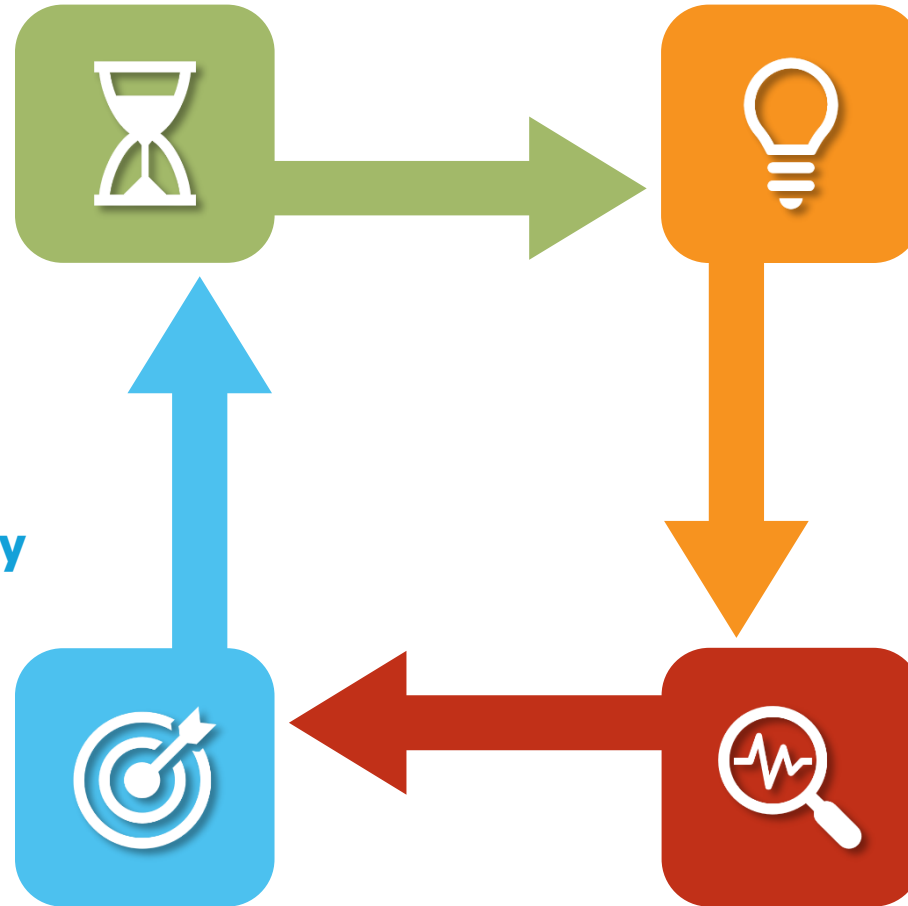
# REPL Positioned itself in alignment with growing economy

## Infrastructure a thrust sector

- Economic activity in India has remained robust. The 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.



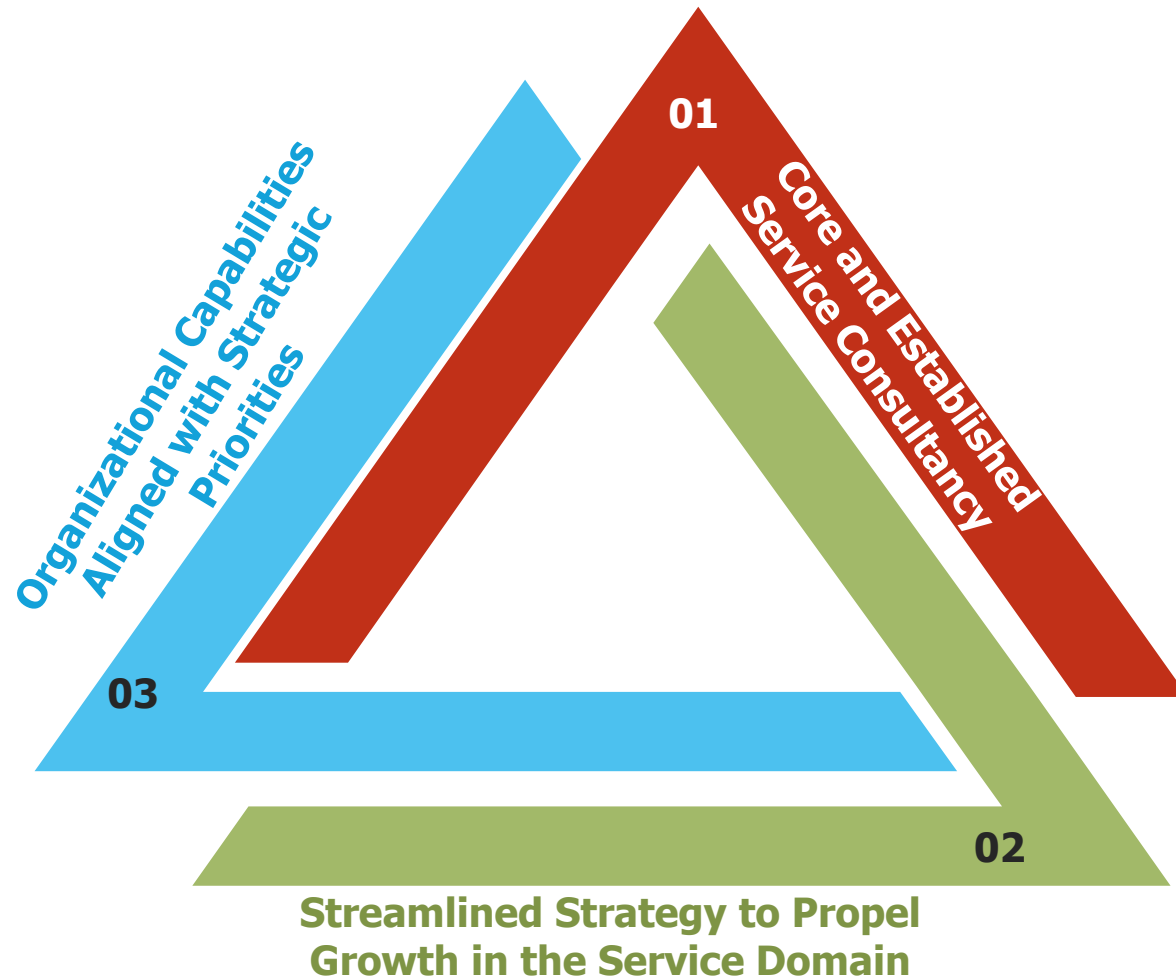
## Explore Growth Opportunity

- 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

# Strategic Alignment to Maximize Consultancy Revenue Share



## 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 Organizational Capabilities aligned with Strategic Priorities

- Promoter with more than 2 decades of experience
- Experienced senior management with technical know-how and strong customer and market understanding
- Long standing and deep relationship with clients. Strong orderbook, multi year contract
- Consistent delivery of profitable growth with high focus on operational excellence

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**THANK YOU**

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