



Key Highlights For Investors Q2/FY 25

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

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 40 crs in Half Year ended on 30th Sep 2024

Operating Margin %

- The company demonstrated better operating margin of ~32.0 % in Q2 FY25 by effectively leveraging technology and other cost optimization initiatives.

Net profit Margin %

- Due to Building of new Business by the Name of REPL Geo Engineering, working capital was increases resulted in Increase in Finance Cost and Drop in Net Profit Margin % in Q2FY25 compared to Q2FY24

Robust Order book (1/3)

Akkalkot Tirtha Kshetra Development

- Consultancy Services for 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.

REPL Geo - Geotechnical Investigation

- Awarded project to carry out Piling and Soil retention work for ITPL, Bangalore
- Awarded Work for Execution of civil works of piling, IDT structure and Erection of MMS and Module for Renewable energy park at Khavda Kutch Gujrat for Adani Group



Robust Order book (2/3)

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.
- 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.

Upgradation of Water Infra

- 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.



Robust Order book (3/3)

GIS-Based Master plan for 10 ULBs of Tamil Nadu

- DTCP, Govt of Tamil Nadu
 - DTCP, Govt of Tamil Nadu has appointed REPL to prepare GIS-based Master Plans for 10 ULBs under AMRUT 2.0 Sub-Scheme.

Water Sector:

- Water Supply Scheme for Chamoli, Mayapur, Pipalkoti & Govind Gath in Uttarakhand
 - Topography survey of proposed site, soil testing (bearing capacity) of proposed site, water sample testing, and preparation of DPR.
- Water Treatment Plant at Joshimath, Uttarakhand
 - Consultancy for DPR preparation of WTP, including designing & estimation of 0.18 MLD WTP, soil testing of proposed site, water sample testing, and preparation of DPR, hydraulic design, and preparing structural design of WTP

Advisory

- Cost Consultancy for Orientbell Limited
- RERA Consultancy of Sports Complex project in Greater Noida for Ametek Buildtech India Pvt Ltd
- Audit & Assignment of leftover work at ILD Grand, Gurugram
- Advisory & Layout Design for Jayanti Agriland Pvt. Ltd



REPL Geo Engineering

- REPL Growth and Future Prospects :
 - REPL has Invested Working Capital, Time and Manpower in getting the Specialised in Geo technical Engineering Company Setup for attaining New Growth and avenues in business for future prospects.
 - Company in fully operational with core values and very high level of specialization in Geotechnical Engineering, which particularly rendering services in 'Specialized Foundations' and 'Specialized Construction'.
 - REPL GEO also possesses a wide range of equipment from simple hand-operated augers for investigation to truck mounted Hydraulic Rotary Drilling, with leading specialized team for –
 - Geo Technical Investigation
 - Grouting
 - Ground Anchors
 - Pile Foundations
 - Ground Improvements
 - Slope Protection
 - Consultancy in Foundations & Constructions



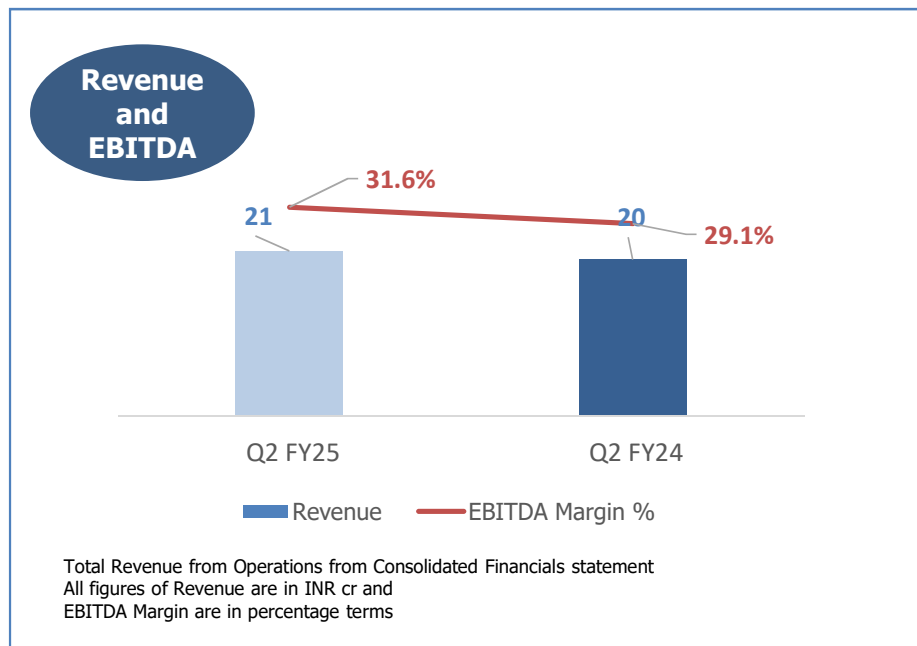
“ImpactR SM REIT”

- Background :
 - Small and Medium Real Estate Investment Trusts (SM REITs) are a new asset class that allows investors to access properties that generate rent.
- How It Work :
 - SM REITs invest in properties like office buildings, retail malls, hotels, and hospitals etc. Investors receive rental income quarterly and capital appreciation when the property is sold.
- How It is structured
 - SM REITs have a trustee who holds the assets in trust for the benefit of the unit holders. The trustee is responsible for ensuring that the assets are properly ring-fenced, bank accounts are segregated, and property documents are securely maintained.
- REPL Growth and Future Prospects :
 - In H1 FY25, REPL has Invested Time and Manpower in getting the SM REIT Setup for attaining New Growth and avenues in business for future prospects, by being the Investment Manager for this SM REIT.
 - SM REIT licence is one of a kind and REPL is the second Company in India to get the same.



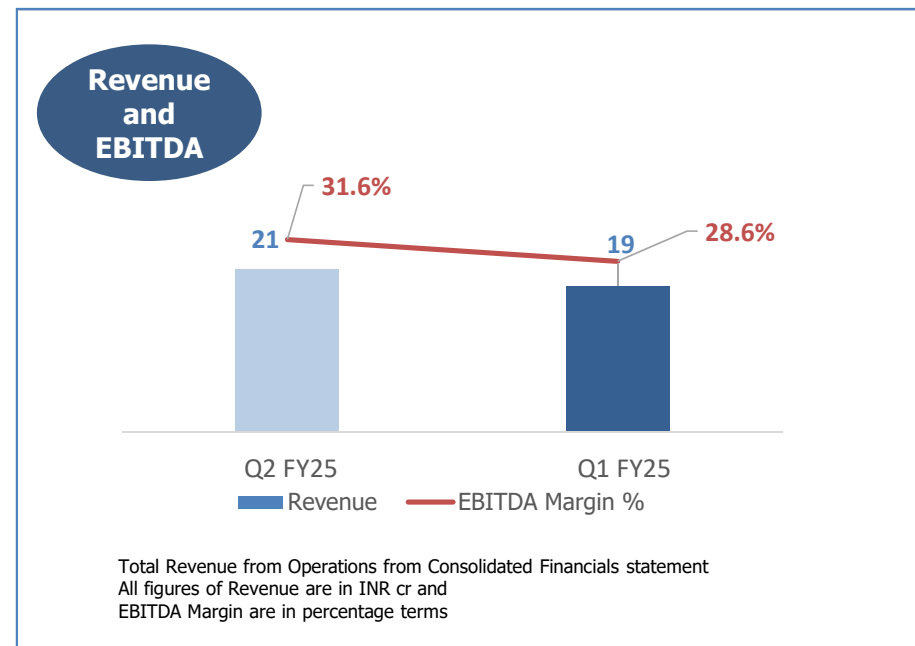
Financial performance -Revenue and Operating Margin

Q2 FY25 vis-a vis Q2 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.

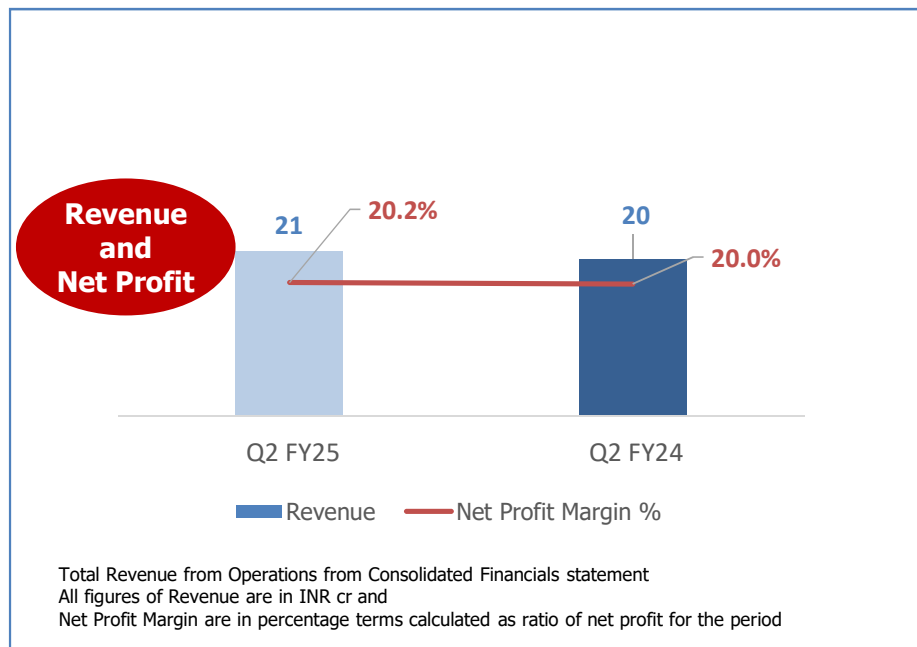
Q2 FY25 vis-a vis Q1 FY25



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

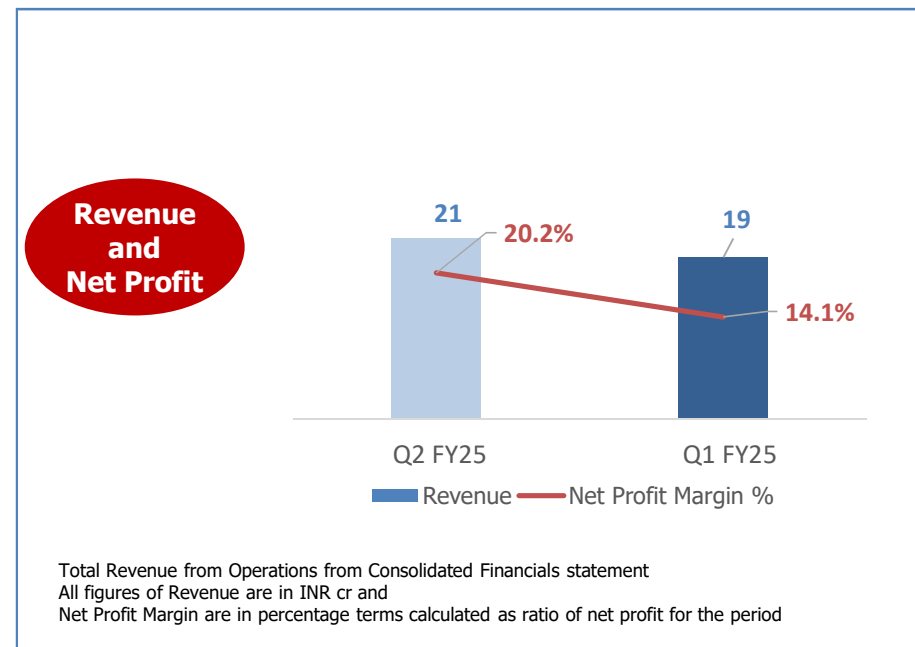
Financial performance -Revenue and Net Profit Margin

Q2 FY25 vis-a vis Q2 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 practising for nourishing, encouraging employees by various initiatives including ESOP to key employees

Q2 FY25 vis-a vis Q1 FY25



- 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)	Q2 FY25	Q2 FY24	Q1 FY25	H1-FY 25	H1-FY 24	12M-FY 24
	(Unaudited)	(Unaudited)	(Audited)	(Audited)	(Audited)	(Audited)
Revenue from Operations	1,820	1,791	1,805	3,625	3,524	9,199
Other Income	31	32	20	51	77	151
Total Income	1,851	1,823	1,825	3,676	3,600	9,350
Employee Cost	368	474	470	837	913	1,869
Direct Operating Cost and other expenses	891	810	836	1,727	1,660	5,403
Total Expenditure	1,259	1,283	1,306	2,564	2,573	7,272
EBITDA	592	540	519	1,112	1,028	2,078
EBITDA Margin%	32.0%	29.6%	28.4%	30.3%	28.5%	22.2%
Depreciation	28	15	26	54	49	108
Finance Cost	55	32	46	101	70	199
Exceptional Item	-	-	-	-	-	-
Profit Before Tax	509	492	447	957	909	1,771
Tax	122	122	196	317	233	459
Profit After Tax (PAT)	387	370	251	640	676	1,312
PAT Margin	20.9%	20.3%	13.8%	17.4%	18.8%	14.0%
Other Comprehensive Income	-7	-12	-4	-12	-12	-17
Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)	380	358	247	628	664	1,295

Consolidated Financial Highlights

Particulars (INR lacs)	Q2 FY25	Q2 FY24	Q1 FY25	H1 FY25	H1 FY24	12M-FY 24
	(Unaudited)	(Unaudited)	(Audited)	(Audited)	(Audited)	(Audited)
Revenue from Operations	2,024	1,993	1,913	3,938	3,832	10,058
Other Income	30	32	22	52	77	159
Total Income	2,054	2,025	1,935	3,989	3,909	10,217
Employee Cost	422	517	519	941	1,002	2,044
Direct Operating Cost and other expenses	983	918	863	1,846	1,827	5,958
Total Expenditure	1,405	1,435	1,382	2,787	2,829	8,002
EBITDA	649	589	553	1,202	1,080	2,215
EBITDA Margin%	31.6%	29.1%	28.6%	30.1%	27.6%	21.7%
Depreciation	52	17	34	85	53	118
Finance cost	57	36	48	105	74	202
Exceptional Item	-	-	-	-	-	-
Profit Before Tax	540	536	472	1,012	953	1,895
Tax	126	132	198	324	246	490
Profit for the period	414	404	274	688	707	1,405
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-	-	-
Net Profit for the period	414	404	274	688	707	1,405
Net Profit Margin% for the period	20.2%	20.0%	14.1%	17.2%	18.1%	13.8%
Other Comprehensive Income	-7	-12	7	-	-12	-16
Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)	407	393	281	688	696	1,389

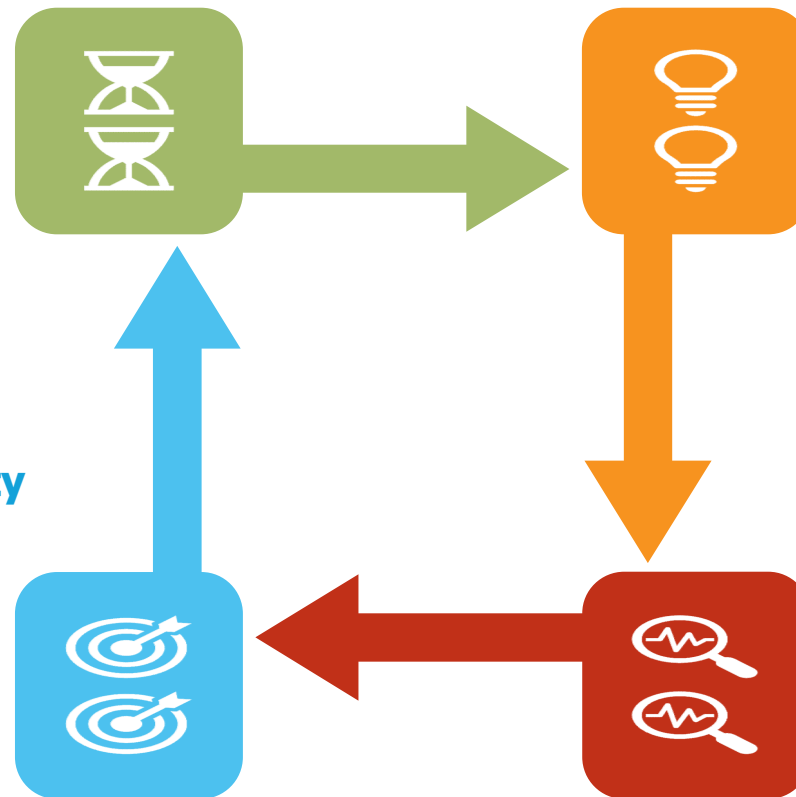
REPL Positioned itself in alignment with growing economy

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.



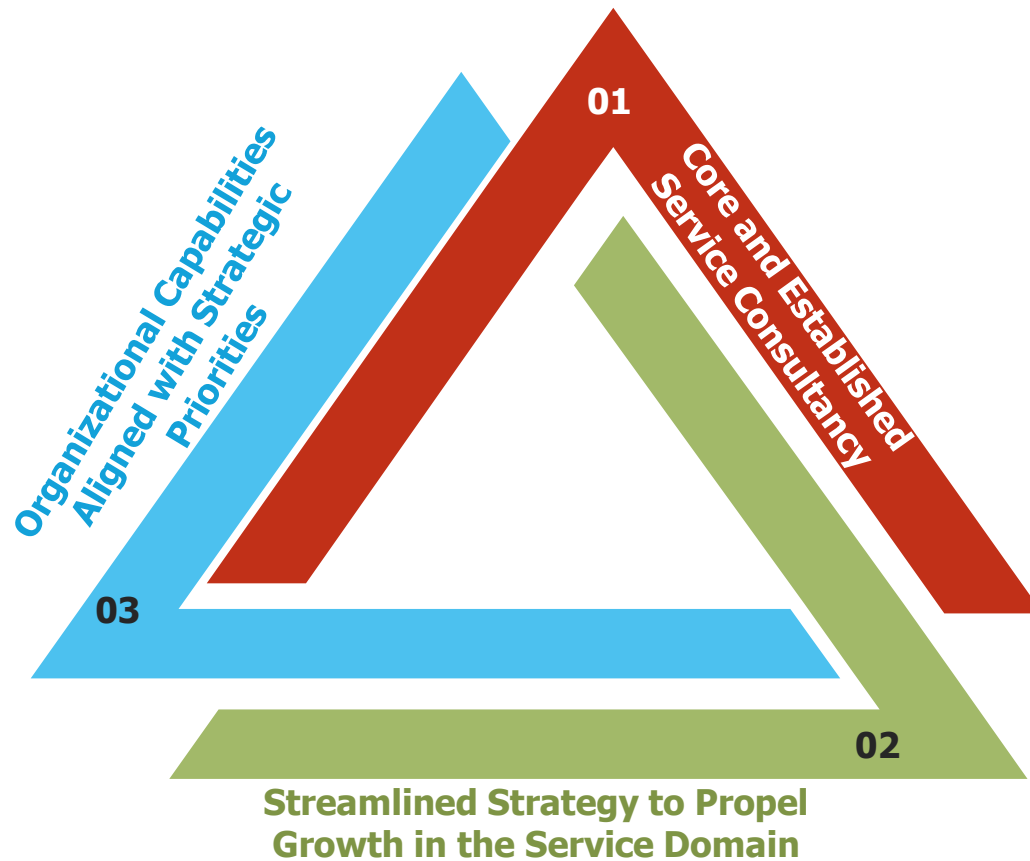
Explore Growth Opportunity

- 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

For Further Information, Please Contact

Mr. Rahas Panda
Company Secretary
rahas.panda@replurbanplanners.com

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