



## Key Highlights For Investors Q3/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.
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- Past performance may not be indicative of future performance.
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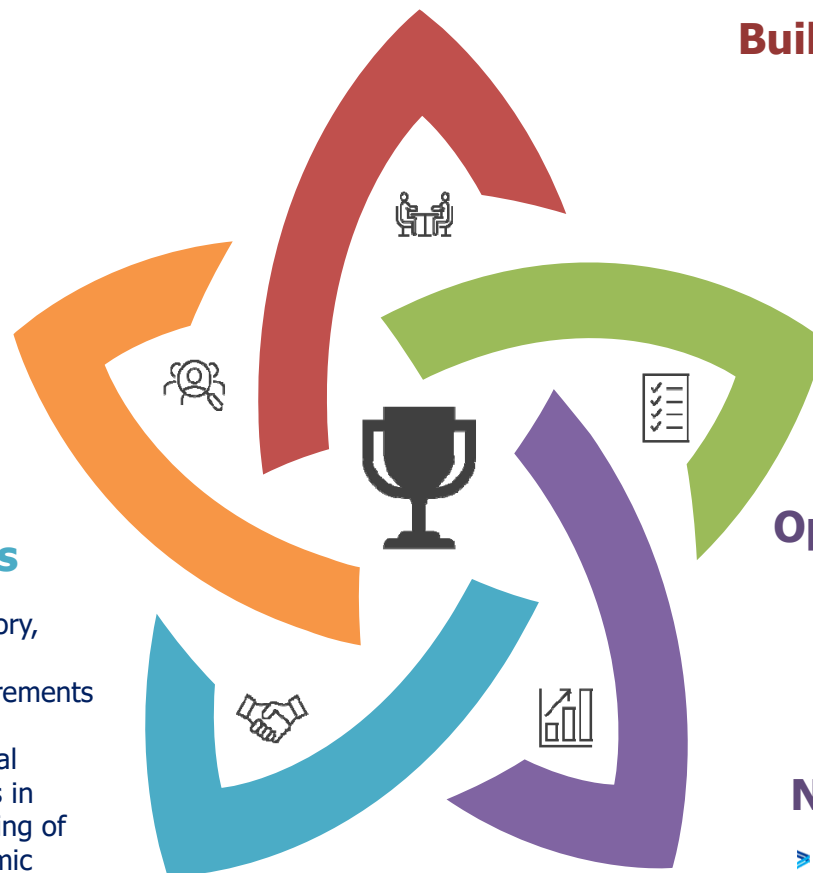
# Growth momentum on Fast Lane

## 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 Rs.71.28 Cr in 9 Months Ended on 31<sup>st</sup> Dec 2024

## Operating Margin %

- The company demonstrated better operating margin growth of ~1.5% in Q3 FY25 compared to Q3 FY 24 by effectively leveraging technology and other cost optimization initiatives.

## Net profit Margin %

- Net Profit Margin has increased by 1.5% in Q3FY25 compared to Q3FY24

## Robust Order book (1/4)

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### GIS - Based Electricity Utility Mapping under Revamped Distribution Sector Scheme (RDSS) at Ranchi Jharkhand

- **Jharkhand Bijli Vitran Nigam Limited (JBVNL)** has appointed REPL to execute a wide-range of GIS project. It involves consumer indexing, GIS-based asset mapping, creation/upgradation of GIS databases and applications. The project is spanning in five years i.e. two years of implementation and three years of Facility Management Services. It aims to integrate advanced GIS technology into JBVNL's operations
- The initiative is a part of the Revamped Distribution Sector Scheme (RDSS), launched by the Ministry of Power, Government of India, with a vision to enhance the quality, reliability and affordability of power supply to consumers.
- REPL will undertake a comprehensive turnkey approach for JBVNL, encompassing field surveys, mapping of electrical assets and consumer properties across various voltage levels, migrating existing data to a cloud platform, and deploying enterprise-grade GIS software. The project scope includes preparing a baseline data system for the distribution network and implementing solutions to facilitate improved meter reading, billing and energy audits. This will ultimately be modernizing and enhancing JBVNL's infrastructure and service delivery through smarter network management and streamlined technological integration.



## Robust Order book (2/4)

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### 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

- 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



## Robust Order book (3/4)

### 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.

### 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 (4/4)

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## 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.

## 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.



# 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



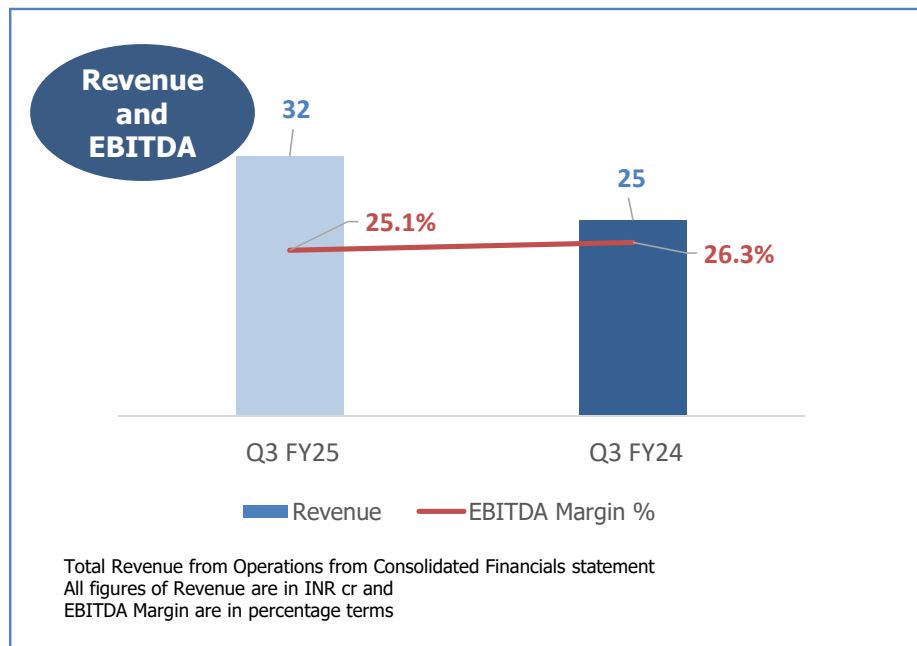
# “Impact-R SM REIT”

- 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.



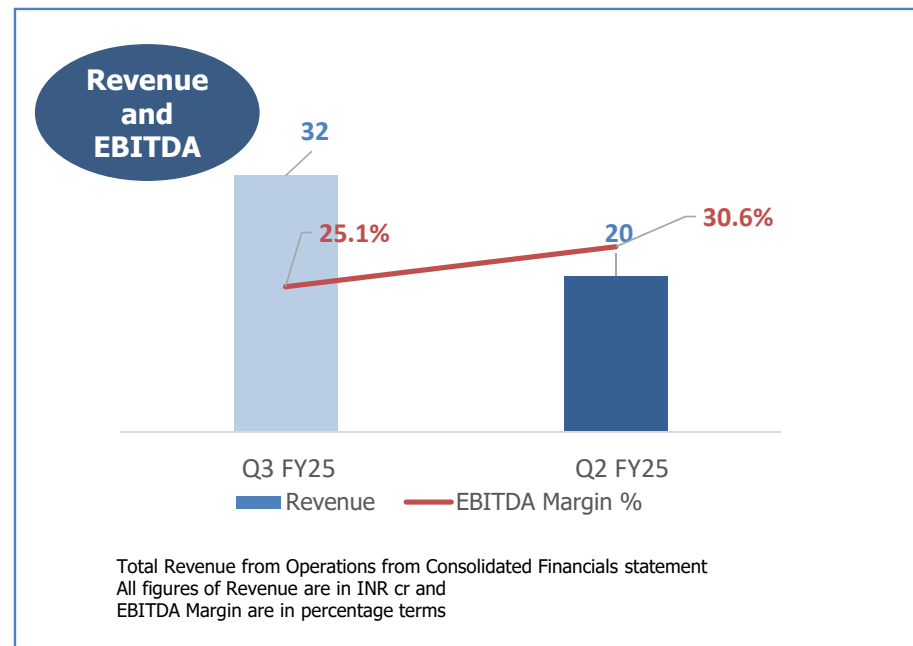
## Financial performance -Revenue and Operating Margin

### Q3 FY25 vis-a vis Q3 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.
- The temporal spike in Direct operating cost has weighed against in the quarter

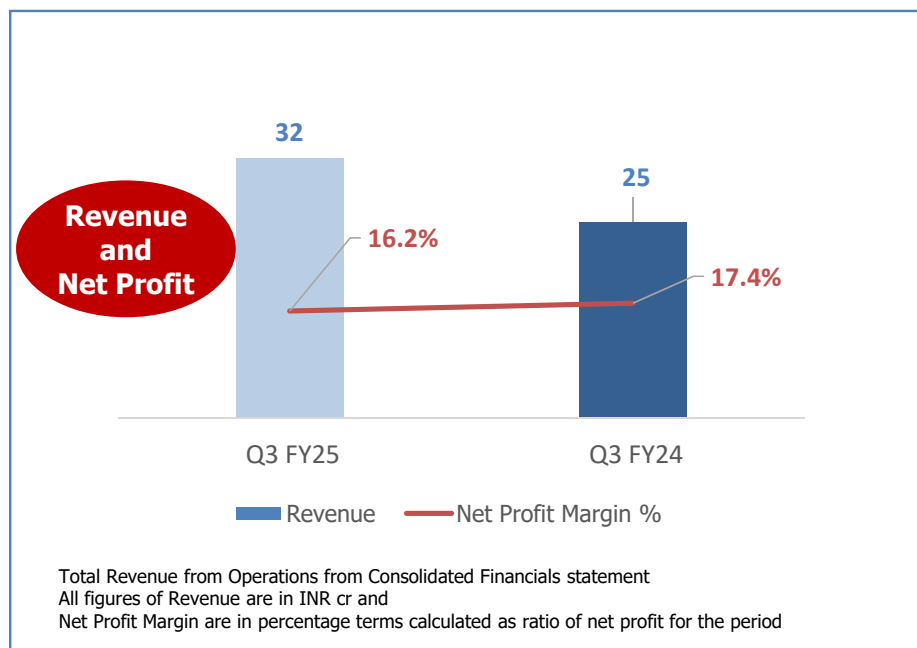
### Q3 FY25 vis-a vis Q2 FY25



- Company posted a revenue growth of around 58% in third quarter of current financial year with respect to second quarter.
- Strong Order Book, faster execution combine with deeply integrated Infrastructure consultancy services across various regions of the country.

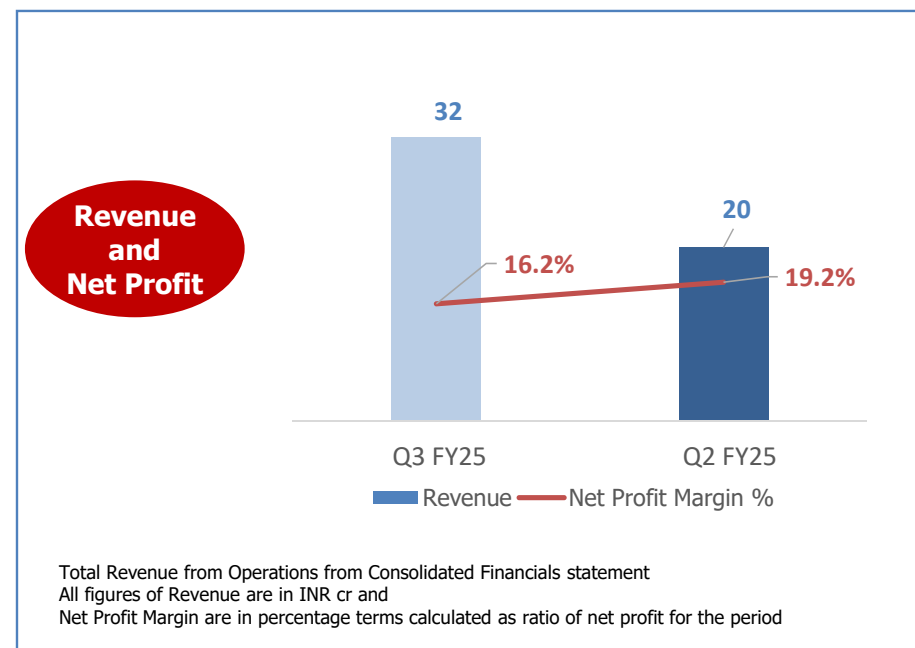
# Financial performance -Revenue and Net Profit Margin

### Q3 FY25 vis-a vis Q3 FY24



- Company have continuously practising for nourishing, encouraging employees by various initiatives including ESOP to key employees
- One time incidence of tax due to deferred tax differentials have weighted against.

### Q3 FY25 vis-a vis Q2 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)	Q3 FY25	Q3 FY24	Q2 FY25	9M-FY 25	9M-FY 24	12M-FY 24
	(Unaudited)	(Unaudited)	(Audited)	(Audited)	(Audited)	(Audited)
<b>Revenue from Operations</b>	<b>2,759</b>	<b>2,366</b>	<b>1,820</b>	<b>6,383</b>	<b>5,890</b>	<b>9,199</b>
Other Income	32	34	31	83	110	151
<b>Total Income</b>	<b>2,790</b>	<b>2,400</b>	<b>1,850</b>	<b>6,466</b>	<b>6,000</b>	<b>9,350</b>
Employee Cost	407	504	368	1,244	1,417	1,869
Direct Operating Cost and other expenses	1,637	1,265	891	3,365	2,925	5,403
Total Expenditure	<b>2,044</b>	<b>1,769</b>	<b>1,259</b>	<b>4,609</b>	<b>4,342</b>	<b>7,272</b>
<b>EBITDA</b>	<b>746</b>	<b>631</b>	<b>592</b>	<b>1,857</b>	<b>1,658</b>	<b>2,078</b>
<b>EBITDA Margin%</b>	<b>26.7%</b>	<b>26.3%</b>	<b>28.4%</b>	<b>28.7%</b>	<b>27.6%</b>	<b>22.2%</b>
Depreciation	28	27	28	82	76	108
Finance Cost	53	63	55	154	133	199
Exceptional Item	-	-	-	-	-	-
<b>Profit Before Tax</b>	<b>664</b>	<b>540</b>	<b>508</b>	<b>1,620</b>	<b>1,449</b>	<b>1,771</b>
Tax	171	123	121	488	356	459
<b>Profit After Tax (PAT)</b>	<b>493</b>	<b>418</b>	<b>387</b>	<b>1,131</b>	<b>1,093</b>	<b>1,312</b>
<b>PAT Margin</b>	<b>17.7%</b>	<b>17.4%</b>	<b>13.8%</b>	<b>17.5%</b>	<b>18.2%</b>	<b>14.0%</b>
Other Comprehensive Income	-6	-6	-7	-17	-18	-17
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>487</b>	<b>412</b>	<b>380</b>	<b>1,114</b>	<b>1,075</b>	<b>1,295</b>

## Consolidated Financial Highlights

Particulars (INR lacs)	Q3 FY25	Q3 FY24	Q2 FY25	9M- FY25	9M-FY24	12M-FY 24
	(Unaudited)	(Unaudited)	(Audited)	(Unaudited)	(Unaudited)	(Audited)
<b>Revenue from Operations</b>	<b>3,191</b>	<b>2,452</b>	<b>2,024</b>	<b>7,128</b>	<b>6,284</b>	<b>10,058</b>
Other Income	32	37	30	84	114	159
<b>Total Income</b>	<b>3,223</b>	<b>2,489</b>	<b>2,054</b>	<b>7,212</b>	<b>6,398</b>	<b>10,217</b>
Employee Cost	475	549	422	1,416	1,551	2,044
Direct Operating Cost and other expenses	1,940	1,286	1,004	3,817	3,113	5,958
<b>Total Expenditure</b>	<b>2,415</b>	<b>1,835</b>	<b>1,426</b>	<b>5,232</b>	<b>4,664</b>	<b>8,002</b>
<b>EBITDA</b>	<b>808</b>	<b>654</b>	<b>629</b>	<b>1,980</b>	<b>1,734</b>	<b>2,215</b>
<b>EBITDA Margin%</b>	<b>25.1%</b>	<b>26.3%</b>	<b>30.6%</b>	<b>27.5%</b>	<b>27.1%</b>	<b>21.7%</b>
Depreciation	45	28	52	130	81	118
Finance cost	56	64	57	161	138	202
Exceptional Item	-	-	-	-	-	-
<b>Profit Before Tax</b>	<b>707</b>	<b>562</b>	<b>520</b>	<b>1,689</b>	<b>1,515</b>	<b>1,895</b>
Tax	185	128	126	509	374	490
<b>Profit for the period</b>	<b>523</b>	<b>434</b>	<b>394</b>	<b>1,180</b>	<b>1,141</b>	<b>1,405</b>
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-	-	-
<b>Net Profit for the period</b>	<b>523</b>	<b>434</b>	<b>394</b>	<b>1,180</b>	<b>1,141</b>	<b>1,405</b>
<b>Net Profit Margin% for the period</b>	<b>16.2%</b>	<b>17.4%</b>	<b>19.2%</b>	<b>16.4%</b>	<b>17.8%</b>	<b>13.8%</b>
Other Comprehensive Income	-6	-6	-7	-6	-18	-16
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>517</b>	<b>428</b>	<b>386</b>	<b>1,175</b>	<b>1,123</b>	<b>1,389</b>

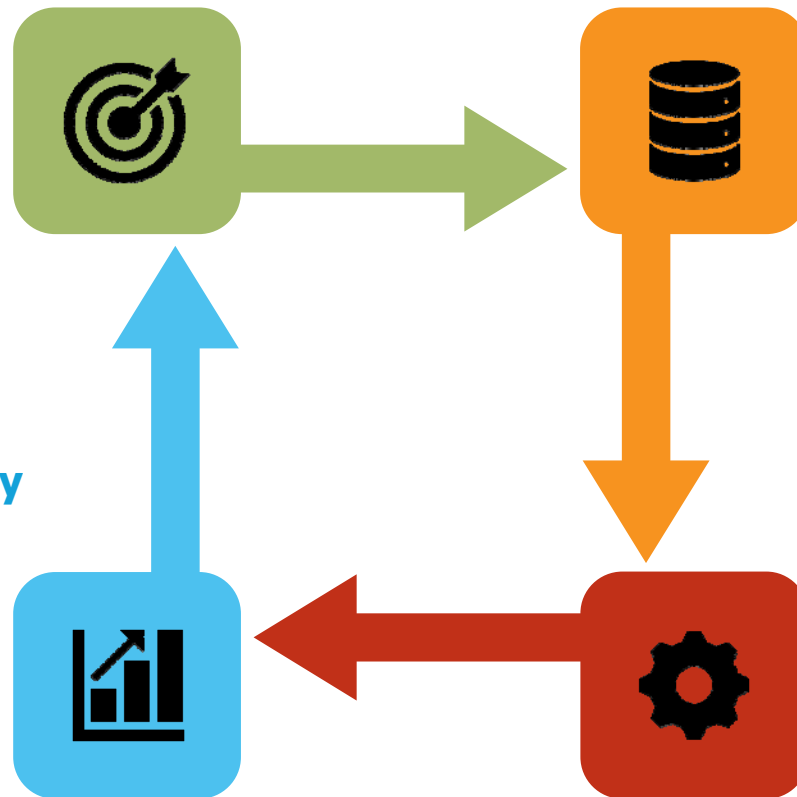
# REPL Positioned itself in alignment with growing economy

## Infrastructure a thrust sector

- Economic activity in India has remained robust. The Union Budget for 2025-26 has increased the capital expenditure allocation, reaching Rs 11.21 lakh crore equivalent to 3.1% of the country's GDP. 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.



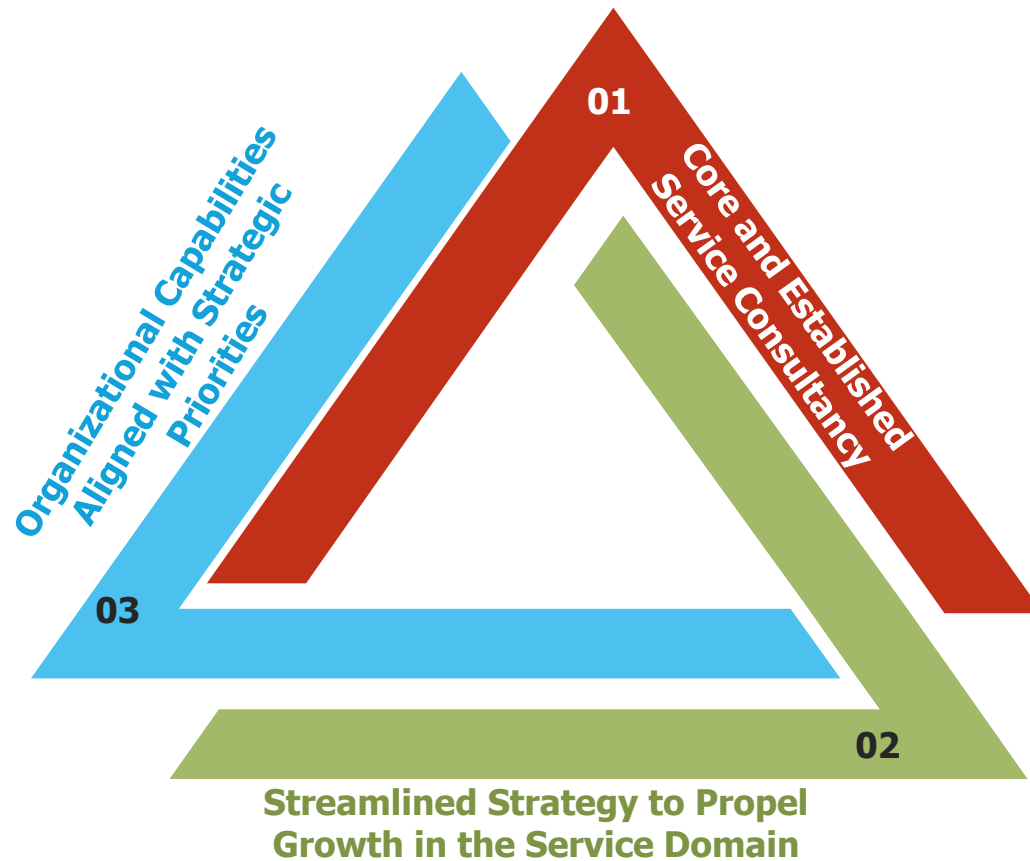
## Explore Growth Opportunity

- 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.
- Capitalize 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 order book, multi year contract
- Consistent delivery of profitable growth with high focus on operational excellence

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**THANK YOU**

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