

Date: 10/08/2022

The Manager (Listing Department)  
National Stock Exchange of India Limited  
Bandra- Kurla Complex  
Bandra (East)  
Mumbai - 400 015

Company Symbol: REPL

Sub: Investor Presentation for first quarter for FY 2022-23

Dear Sir/Mam,

Please find copy of Investor Presentation for first quarter for FY 2022-23.

We request you to kindly take the same on record.

Thanking you

Yours faithfully

For RUDRABHISHEK ENTERPRISES LIMITED

**VIKAS  
GUPTA**

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## **Key Highlights For Investors Q1 FY 23**

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.

## In ocean of high turbulence and Uncertainty ,Order book is safe harbour

### Consitent Performer

- The company consistently maintained strong growth in revenue and profitability

### Profitability

- The consolidated net profit has grown by double digit as compared to corresponding period in last financial year



### Revenue From Operation

- The consolidated revenue from operation for first quarter of fiscal year has grown by 9.8% compared to corresponding period in last financial year

### Order Book

- Order Book as on date : INR 409 crs ; having multi year revenue visibility

### Operating Margins

- The company has taken lot of cost saving initiative to compact rising input cost which there by enables sustained operating margins

## Strong Order book (1/3)

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### Water Supply Scheme under Jal Jeevan Mission

- DPR for Water Supply and Sewerage Schemes
  - AMRUT 2.0 for 20 ULBs in M.P.
  - 7 DPR for water supply schemes in Katwa Sub-Division, W.B.
- Monitoring of JJM implementation program in 10 districts of Jammu Division

### GIS & Urban Planning

- City Development Plan, Meerut (U.P.)
  - City Development Plan (CDP) of Meerut for Meerut Development Authority
- G IS Mapping in Greater Noida Master Plan 2041
  - Review of the existing plan along with situation analysis, vision planning, stakeholder's consultation, draft perspective plan, master plan, zonal development plans, zoning regulations and action plan



## Robust Order book (2/3) ... Continue

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### PMC in Real Estate

- Unitech, Gurugram
  - PMC of 23 projects including Nirvana Country-II, Uniworld Resorts & others. Consultancy in preconstruction stage includes verification of existing status, foreclosure of existing contracts, preparation of new DPR & tender documents.
- Projects by UP-RERA in Gr. Noida
  - Appointed as third-party consultant for projects in Greater Noida

### PMAY-Urban Affordable Housing

- Providing multi-state urban affordable housing consultancy
- Company is align with flagship programs of GOI in PMAY-Urban

### BharatNet

- BharatNet project in 17 states and UTs for third party audit of last mile connectivity



## Robust Order book (3/3) ... Continue

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### Smart Cities

- Vellore, Madurai
  - Project Management & Development Consultancy for Smart Cities on ABD (Area Based Development).
  - Design, develop, implement and manage the entire project with various components viz. integrated command control center, water supply system, intelligent traffic management, roads & junction improvement, smart security, heritage conservation, governance, ICT solutions etc

### TPI/PMC

- Ladakh
  - Road, Bridge and Building works in Ladakh.
  - 10 districts in Jammu Province for approx. 1837 schemes.

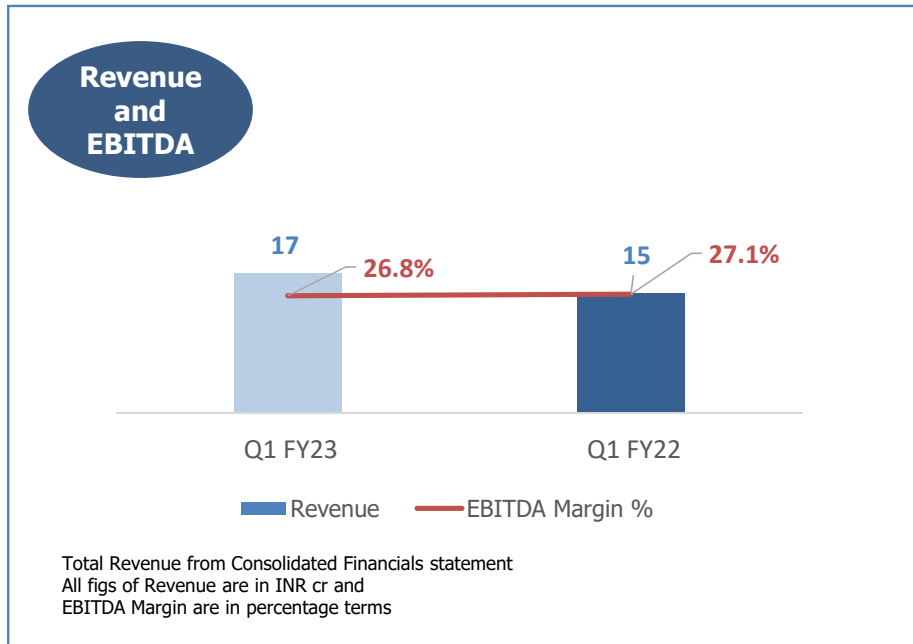
### Building Design

- U. N. Mehta Institute of Cardiology & Research -Gujarat
  - PMC for Modification/Renovation work of the old building (including existing Hospital Buildings) for Civil, Electrical, Mechanical works



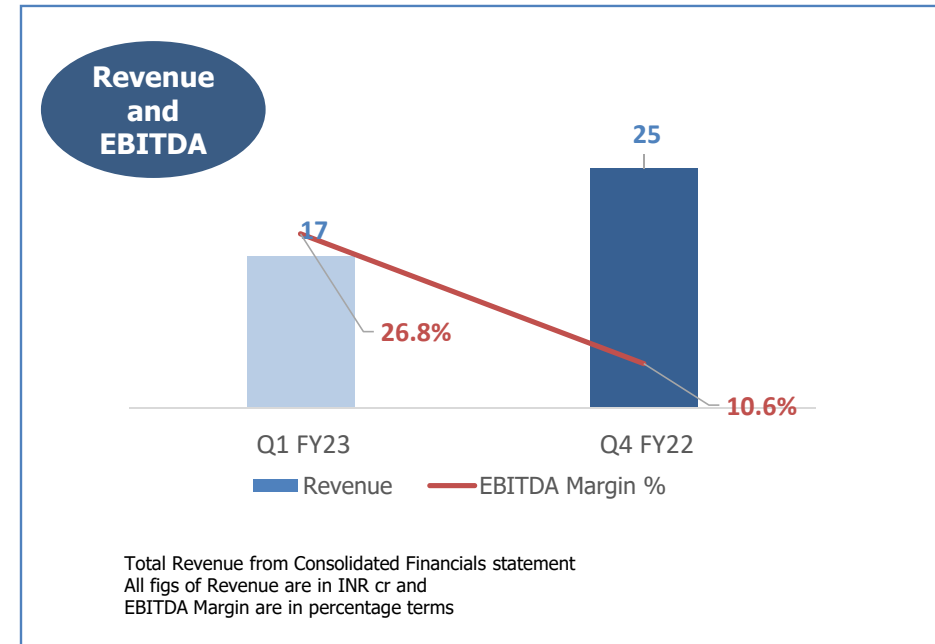
## Financial performance -Revenue and Operating Margin

### Q1 FY23 vis-a vis Q1 FY22



- The total income has grown in double digit as compared to corresponding quarter in last financial year. In Q1 FY 23 ,the revenue from operations was INR 17 crs.

### Q1 FY23 vis-a vis Q4 FY22

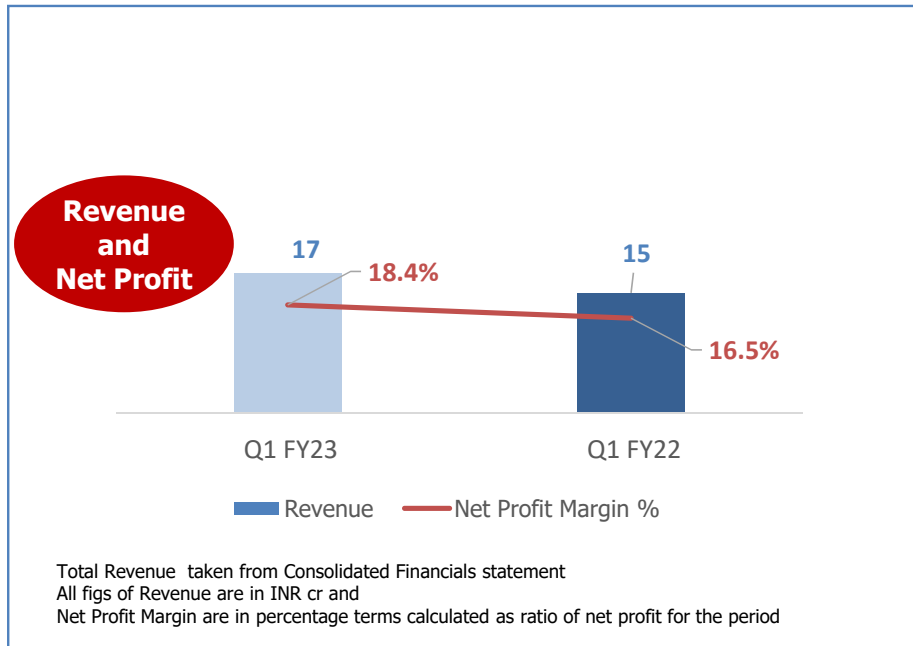


- The company maintains a strong operating margins on faster execution of project and cost saving initiative



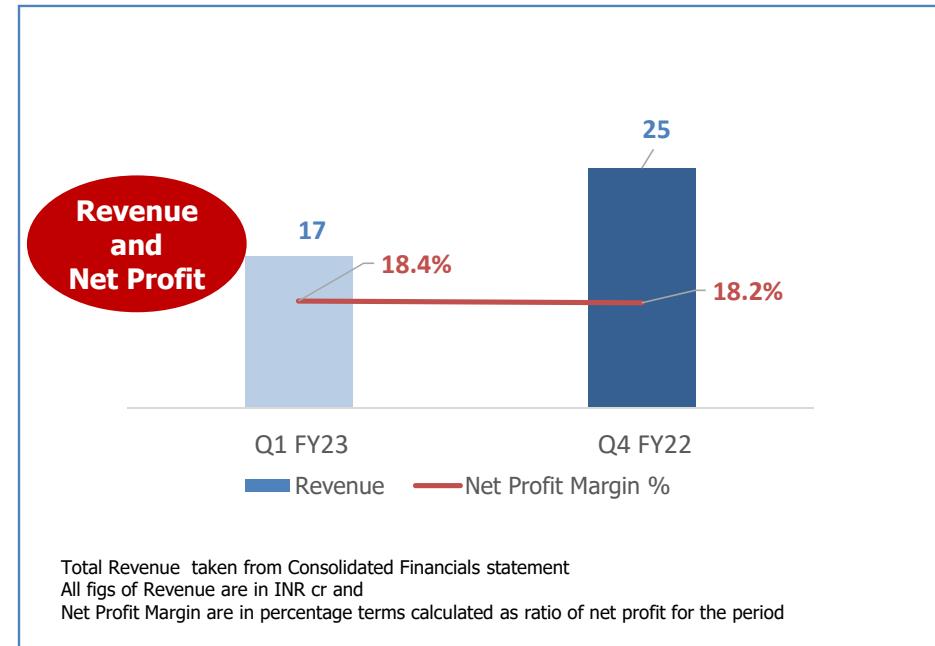
## Financial performance -Revenue and Net Profit Margin

### Q1 FY23 vis-a vis Q1 FY22



- The company maintains a profitability in higher teens ; Faster execution, technology enabler achieves to deliver profitability

### Q1 FY23 vis-a vis Q4 FY22



- Company has a robust order book initiative a quarter on strong footing which in sync with growth trajectory.

## Standalone Financial Highlights

| Particulars (INR lacs)  | Q1 FY23<br>(Unaudited) | Q4 FY22<br>(Audited) | Q1 FY22<br>(Unaudited) | FY 22<br>(Audited) |
|---|------------------------|----------------------|------------------------|--------------------|
| <b>Revenue from Operations</b>  | <b>1,580</b>           | <b>2,326</b>         | <b>1,466</b>           | <b>7,294</b>       |
| Other Income  | 23                     | 208                  | 16                     | 371                |
| <b>Total Income</b>   | <b>1,603</b>           | <b>2,534</b>         | <b>1,482</b>           | <b>7,665</b>       |
| Employee Cost   | 476                    | 431                  | 373                    | 1,581              |
| Direct Operating Cost and other expenses  | 687                    | 1,918                | 701                    | 4,629              |
| Total Expenditure   | <b>1,162</b>           | <b>2,349</b>         | <b>1,074</b>           | <b>6,210</b>       |
| <b>EBITDA</b>   | <b>440</b>             | <b>185</b>           | <b>408</b>             | <b>1,455</b>       |
| <b>EBITDA Margin%</b>   | <b>27.5%</b>           | <b>7.3%</b>          | <b>27.5%</b>           | <b>19.0%</b>       |
| Depreciation  | 26                     | 41                   | 38                     | 130                |
| Finance Cost  | 26                     | 17                   | 9                      | 50                 |
| Exceptional Item  | -                      | -                    | -                      | -                  |
| <b>Profit Before Tax</b>  | <b>388</b>             | <b>127</b>           | <b>361</b>             | <b>1,275</b>       |
| Tax   | 87                     | -299                 | 97                     | 19                 |
| <b>Profit After Tax (PAT)</b>   | <b>301</b>             | <b>427</b>           | <b>265</b>             | <b>1,257</b>       |
| <b>PAT Margin</b>   | <b>18.8%</b>           | <b>16.8%</b>         | <b>17.9%</b>           | <b>16.4%</b>       |
| Other Comprehensive Income  | 3                      | -8                   | 4                      | 10                 |
| <b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b> | <b>304</b>             | <b>419</b>           | <b>269</b>             | <b>1,267</b>       |

## Consolidated Financial Highlights

| Particulars (INR lacs)  | Q1 FY23<br>(Unaudited) | Q4 FY22<br>(Audited) | Q1 FY22<br>(Unaudited) | FY 22<br>(Audited) |
|---|------------------------|----------------------|------------------------|--------------------|
| <b>Revenue from Operations</b>  | <b>1,679</b>           | <b>2,455</b>         | <b>1,529</b>           | <b>7,668</b>       |
| Other Income  | 24                     | 272                  | 17                     | 374                |
| <b>Total Income</b>   | <b>1,703</b>           | <b>2,727</b>         | <b>1,546</b>           | <b>8,042</b>       |
| Employee Cost   | 531                    | 554                  | 420                    | 1,818              |
| Direct Operating Cost and other expenses  | 715                    | 1,885                | 707                    | 4,494              |
| Total Expenditure   | <b>1,246</b>           | <b>2,439</b>         | <b>1,127</b>           | <b>6,312</b>       |
| <b>EBITDA</b>   | <b>457</b>             | <b>288</b>           | <b>419</b>             | <b>1,730</b>       |
| <b>EBITDA Margin%</b>   | <b>26.8%</b>           | <b>10.6%</b>         | <b>27.1%</b>           | <b>21.5%</b>       |
| Depreciation  | 27                     | 45                   | 40                     | 140                |
| Finance cost  | 26                     | 17                   | 11                     | 52                 |
| Exceptional Item  | -                      | -                    | -                      | -                  |
| <b>Profit Before Tax</b>  | <b>403</b>             | <b>226</b>           | <b>369</b>             | <b>1,539</b>       |
| Tax   | 91                     | -270                 | 99                     | 49                 |
| <b>Profit for the period</b>  | <b>312</b>             | <b>496</b>           | <b>269</b>             | <b>1,490</b>       |
| Share of Profit/(Loss) of Associates of foreign subsidiary (Net)  | -                      | -                    | -14                    | -14                |
| <b>Net Profit for the period</b>  | <b>312</b>             | <b>496</b>           | <b>256</b>             | <b>1,476</b>       |
| <b>Net Profit Margin% for the period</b>  | <b>18.4%</b>           | <b>18.2%</b>         | <b>16.5%</b>           | <b>18.4%</b>       |
| Other Comprehensive Income  | 5                      | 6                    | 5                      | 66                 |
| <b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b> | <b>317</b>             | <b>501</b>           | <b>260</b>             | <b>1,542</b>       |

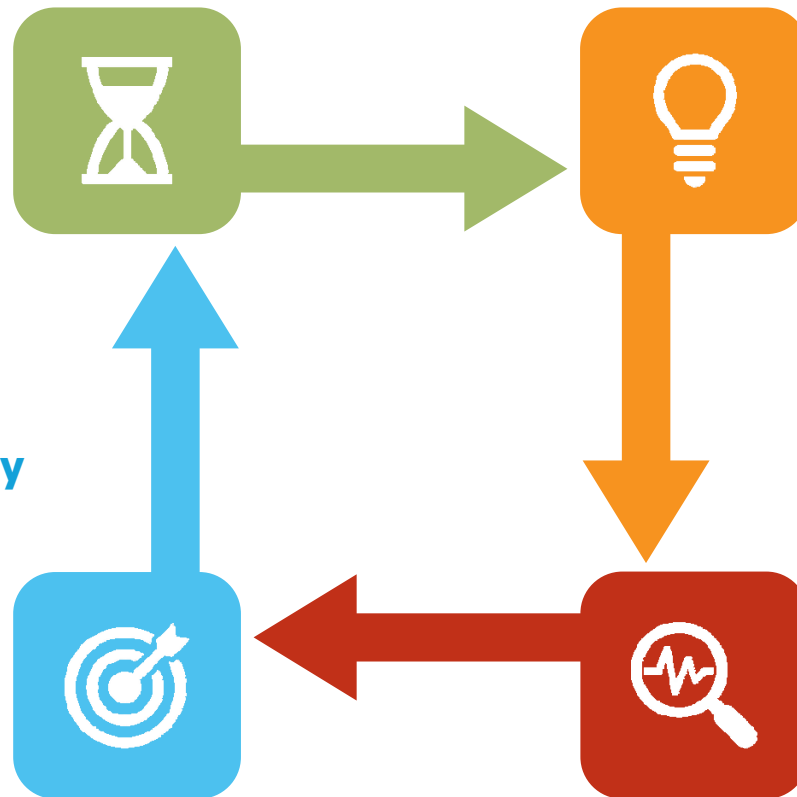
# Structure approach for creating value

## 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 company has a robust and diversified order book reflecting a sustained and consistent growth trajectory.



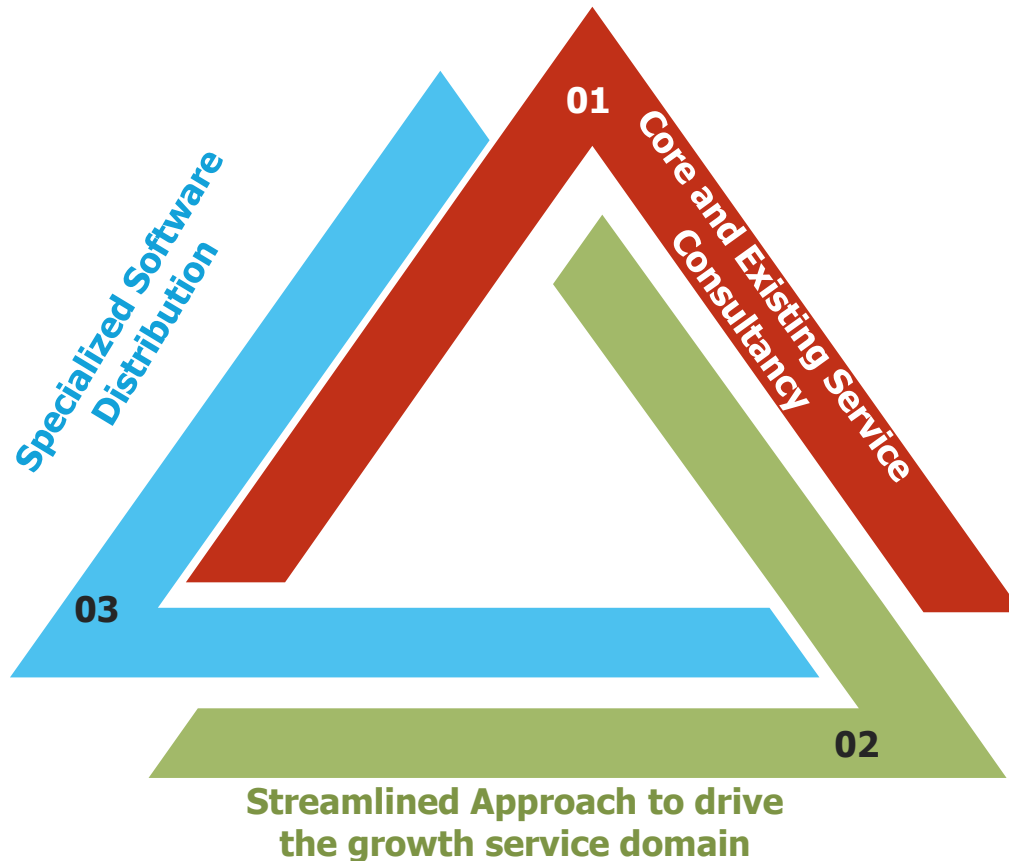
## Enabling Technology

- The use of distributive technology - GIS, BIM, and ICT at various stage of the consultancy to achieve scalability

## Regional Diversification

- Company has diverse regional presence across North to South; and East to West.
- Strengthening regional presence is one of our focus areas
- Creating senior-level nodal points in South, West & East to operate in close coordination with the headquarter in North-New Delhi

## Business alignment for capturing larger wallet share of consultancy



### 01 Core and Existing Service Consultancy

- 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 Approach to drive the growth 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 aggressively setting up its network for the distribution of advance software solutions of leading MNC firms. These are used in AEC (Architectural, Engineering & Construction) and Mechanical sectors.

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**THANK YOU**

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