

Date: 11/08/2023

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

**Company Symbol: REPL**

**Sub: Investor Presentation First quarter ended on 30<sup>th</sup> June 2023**

Dear Sir/Mam,

Please find copy of Investor Presentation for first quarter ended FY 2023-24.

We request you to kindly take the same on record.

Thanking you

Yours faithfully

**For RUDRABHISHEK ENTERPRISES LIMITED**

**VIKAS  
GUPTA**

Digitally signed by VIKAS GUPTA  
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**VIKAS GUPTA  
COMPANY SECRETARY & COMPLIANCE OFFICER  
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## **Key Highlights For Investors Q1/FY 24**

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.



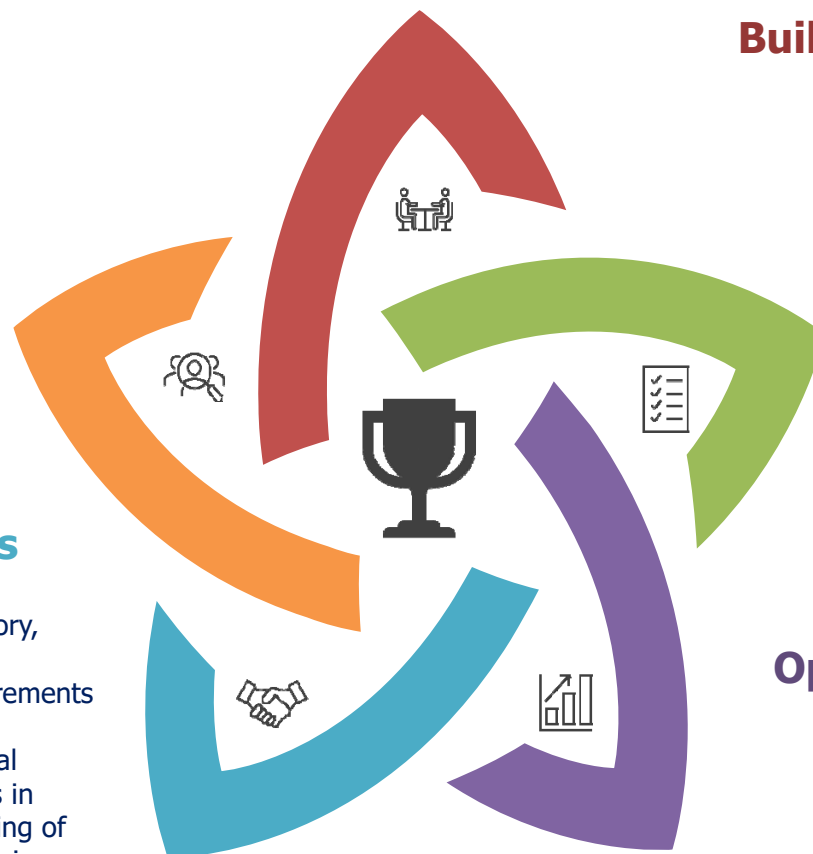
# Growth momentum on Fast Lane

## 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

- Order Book as on date : INR 370+ crs
- Diversified and robust order book with multi-year revenue visibility

## Revenue

- The company reported consolidated revenue from operation of ~ INR 18 crs in first quarter ended on 30<sup>th</sup> June 2023

## Operating Margin %

- The company demonstrated better operating margin of ~27.0 % in Q1 FY 24 by effectively leveraging technology and other cost optimization initiatives.

# Robust Order book (1/3)

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## GIS & Urban Planning

- GIS-based Comprehensive Development Plan / Master Plan, Odisha
  - Digital Base Map Validation Field survey, Data Collection and Updating of Digital base map
  - Preparation of CDP/Master Plan includes: Land Use Plan, Housing Plan, Traffic & Transportation Plan, Water Resources Development & Drainage Plan, Environment Management Plan, Solid Waste Management Plan, Social Infrastructure, Zoning Regulation, Utility Services Plan, Economic Plan, Disaster Management Plan, Slum Development Plan
- 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

## PMAY-Urban Affordable Housing

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



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

### Water Supply Scheme under Jal Jeevan Mission (JJM)

- Monitoring of JJM implementation program in 10 districts of Jammu Division
- DPR for Water Supply Scheme, Badrinath Dham
  - Study of existing Water Supply Services Water Demand & Source Investigation
  - Topographical Survey includes Hydraulic Engineering Design
  - Provision of automatic running system with PLC based SCADA system to be designed
- Rural Water Supply & Sanitation Department, Odisha
  - 6 blocks in Bhubaneswar circle and 7 blocks in Balasore circle, where execution of mega rural piped water supply projects
  - Authority's Engineer in supervising the construction, operation and maintenance of Piped Water Network Systems which include reviewing of the Drawings and Documents, inspection and monitoring of Construction Works

### Technology Enabler BIM

- As a BIM Consultant, REPL is scrutinizing, managing and ensuring the proper BIM delivery for the civil, architectural, structural, MEP, VAC, etc. Works covering the alignment, stations, tunnels, viaduct & depot works for the entire section of Chennai Metro Rail Project Phase II with 126 stations in 118Km.



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

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### PMC for Ashray Yojana in Mumbai

- MCGM has implemented the 'Ashray Yojana'
  - MCGM is redeveloping the conservancy staff quarters on a total of 37 designated site locations spread over Mumbai City & Suburbs, clubbed into 11 Group
  - Detailed design, validation, proof checking, construction supervision, safety assurance, quality assurance, quality control, and quality audit including architectural services for obtaining construction related approval

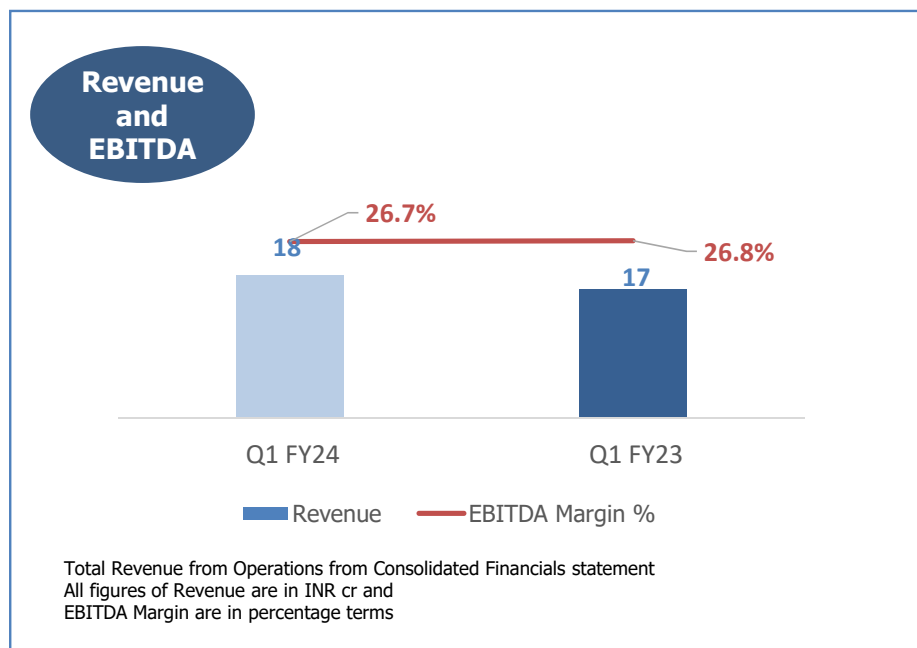
### PMC in Real Estate

- Sarvottam Industrial Real Estate Private Limited
  - Layout modification, service design and phase wise development of 1660 acre's Megapolis Hi-Tech Township in Gautam Buddh Nagar



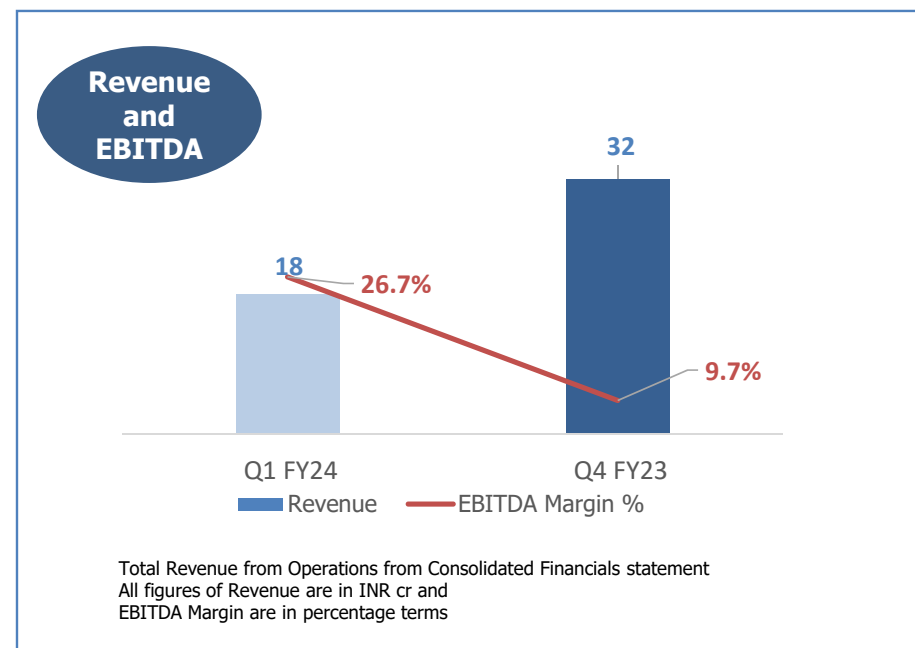
# Financial performance -Revenue and Operating Margin

## Q1 FY24 vis-a vis Q1 FY23



- Strong execution momentum and large opening order book translates not only into higher growth in current quarter of financial year but also indicates healthy revenue visibility for current financial year

## Q1 FY24 vis-a vis Q4 FY23

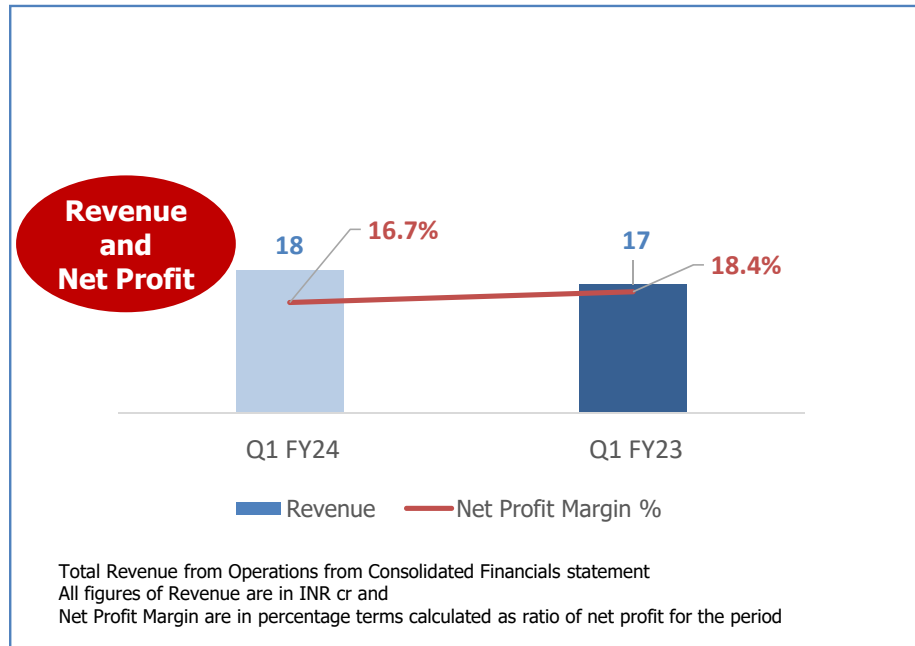


- Company posted a revenue growth of around 10% in first quarter of current financial year
- Strong Order Book, faster execution combine with deeply integrated Infrastructure consultancy services across various regions of the country



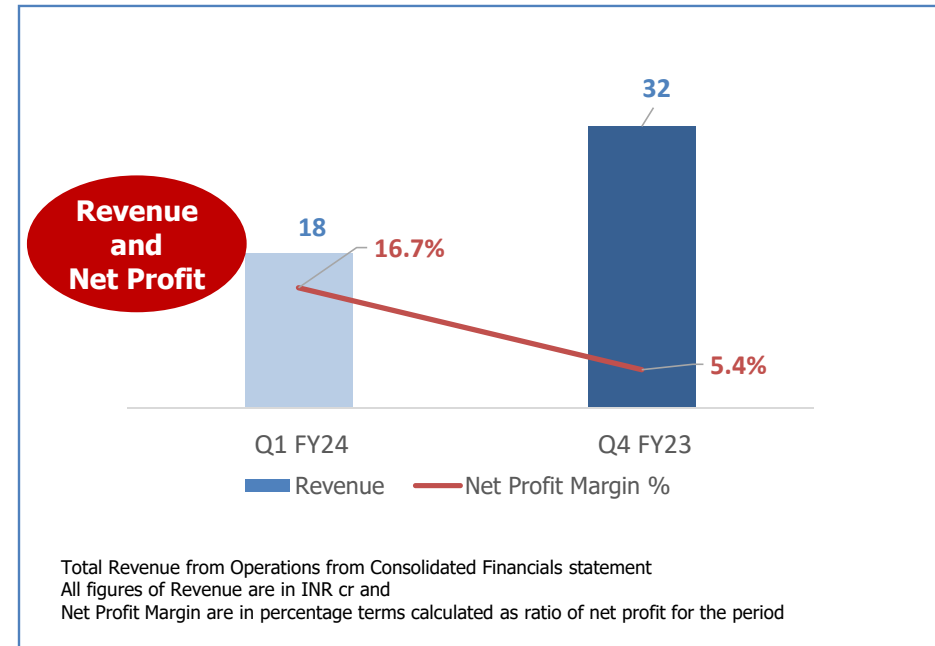
# Financial performance -Revenue and Net Profit Margin

Q1 FY24 vis-a vis Q1 FY23



- 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

Q1 FY24 vis-a vis Q4 FY23



- Company has a robust order book indicating strong FY 24 on a positive note in sync with consistent growth trajectory.

## Standalone Financial Highlights

Particulars (INR lacs)	Q1 FY24	Q1 FY23	Q4 FY23	12M-FY 23
	(Unaudited)	(Unaudited)	(Audited)	(Audited)
<b>Revenue from Operations</b>	<b>1,733</b>	<b>1,580</b>	<b>3,051</b>	<b>8,462</b>
Other Income	44	23	274	334
<b>Total Income</b>	<b>1,777</b>	<b>1,603</b>	<b>3,324</b>	<b>8,796</b>
Employee Cost	439	476	402	1,786
Direct Operating Cost and other expenses	850	687	2,586	5,160
Total Expenditure	<b>1,289</b>	<b>1,162</b>	<b>2,989</b>	<b>6,946</b>
<b>EBITDA</b>	<b>488</b>	<b>440</b>	<b>336</b>	<b>1,850</b>
<b><i>EBITDA Margin%</i></b>	<b><i>27.4%</i></b>	<b><i>27.5%</i></b>	<b><i>10.1%</i></b>	<b><i>21.0%</i></b>
Depreciation	33	26	38	147
Finance Cost	38	26	45	138
Exceptional Item	-	-	-	-
<b>Profit Before Tax</b>	<b>417</b>	<b>388</b>	<b>252</b>	<b>1,565</b>
Tax	111	87	62	399
<b>Profit After Tax (PAT)</b>	<b>306</b>	<b>301</b>	<b>191</b>	<b>1,166</b>
<b><i>PAT Margin</i></b>	<b><i>17.2%</i></b>	<b><i>18.8%</i></b>	<b><i>5.7%</i></b>	<b><i>13.3%</i></b>
Other Comprehensive Income	-0	3	-9	-1
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>305</b>	<b>304</b>	<b>182</b>	<b>1,165</b>

## Consolidated Financial Highlights

Particulars (INR lacs)	Q1 FY24	Q1 FY23	Q4 FY23	12M-FY 23
	(Unaudited)	(Unaudited)	(Audited)	(Audited)
<b>Revenue from Operations</b>	<b>1,839</b>	<b>1,679</b>	<b>3,173</b>	<b>8,895</b>
Other Income	45	24	275	338
<b>Total Income</b>	<b>1,884</b>	<b>1,703</b>	<b>3,448</b>	<b>9,233</b>
Employee Cost	484	531	453	1,993
Direct Operating Cost and other expenses	896	715	2,661	5,332
<b>Total Expenditure</b>	<b>1,381</b>	<b>1,246</b>	<b>3,114</b>	<b>7,325</b>
<b>EBITDA</b>	<b>503</b>	<b>457</b>	<b>333</b>	<b>1,909</b>
<b>EBITDA Margin%</b>	<b>26.7%</b>	<b>26.8%</b>	<b>9.7%</b>	<b>20.7%</b>
Depreciation	35	27	41	154
Finance cost	38	26	46	139
Exceptional Item	-	-	-	-
<b>Profit Before Tax</b>	<b>430</b>	<b>403</b>	<b>246</b>	<b>1,616</b>
Tax	114	91	61	414
<b>Profit for the period</b>	<b>315</b>	<b>312</b>	<b>185</b>	<b>1,202</b>
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-
<b>Net Profit for the period</b>	<b>315</b>	<b>312</b>	<b>185</b>	<b>1,202</b>
<b>Net Profit Margin% for the period</b>	<b>16.7%</b>	<b>18.4%</b>	<b>5.4%</b>	<b>13.0%</b>
Other Comprehensive Income	0	5	-10	4
<b>Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)</b>	<b>316</b>	<b>317</b>	<b>175</b>	<b>1,206</b>

The company have issued and allotted on 14 July'2023 7,80,000 fully convertible warrants (520000 no. of warrants to Promoter group and 260000 no. of warrants in Public category) to be convertible at an option of warrant holders in one or more tranches within 18 month from its allotment date into equivalent number of fully paid equity shares of face value of Rs 10 of each for cash at an issue price of Rs. 225/- per warrant.

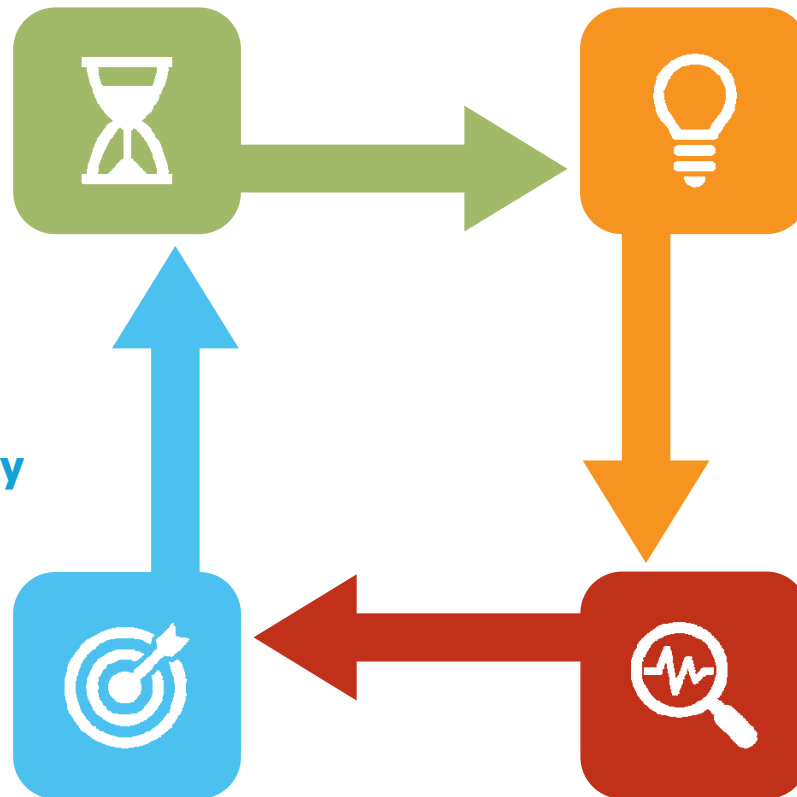
# REPL Positioned itself in alignment with growing economy

## 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

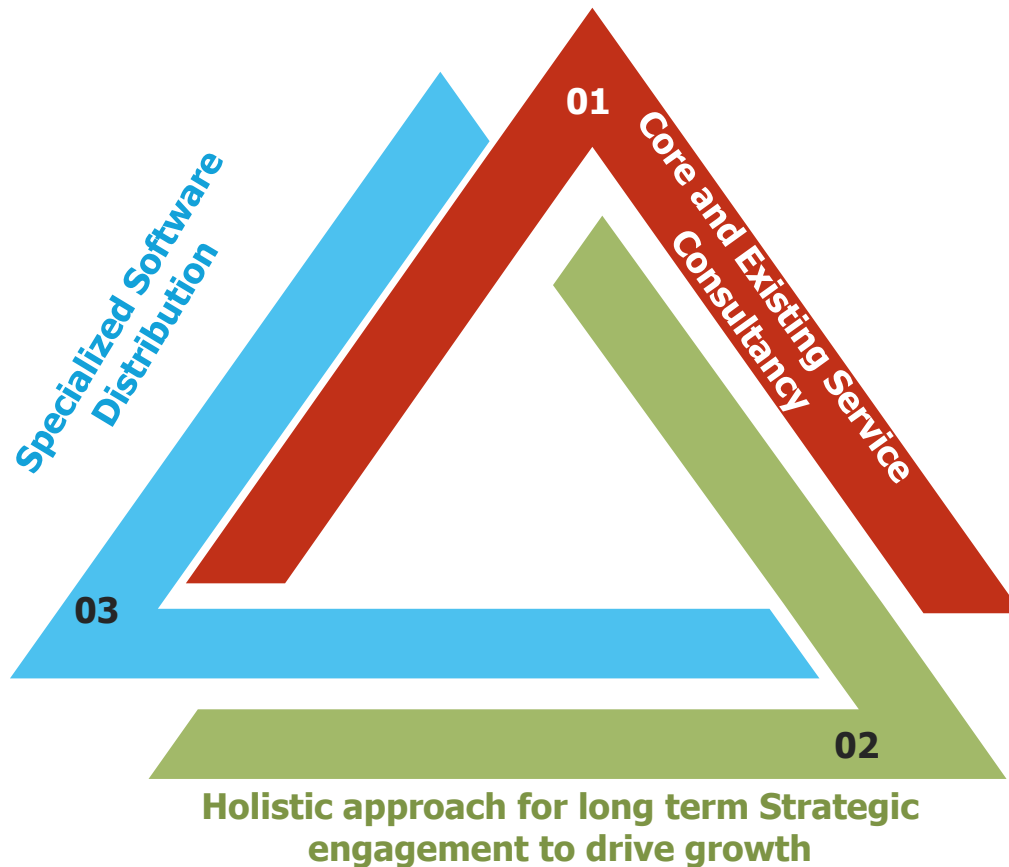
## ESOP

- Grant of ESOPS for talent retention in sync with company growth trajectory

## Geographical Presence

- Company has diverse regional presence across pan India
- Projects across multiple states
- Large talent pool of the consultants for providing critical technical efficiency at various locations of the country

# 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 Holistic approach for long term Strategic engagement to drive growth

- REPL has signed an MoU with Bengaluru based firm GEO Engineering Company Pvt. Ltd. (GECPL) for entry into a highly specialized deep foundation and Soil Stabilization segment. This is a very significant strategic alliance that will trigger a disruptive growth opportunity for both the companies

## 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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