

Date: 12/08/2021

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

Company Name: Rudrabhishek Enterprises Limited; Symbol: REPL

Subject: Investor update

Dear Sir/Mam,

Please find enclosed investor presentation of unaudited financial results for the quarter ended on 30th June 2021

This is for your information & records.

Thanking you

Yours faithfully

For RUDRABHISHEK ENTERPRISES LIMITED

Pravat Kumar Das
Pravat Kumar Das
Assistant Company Secretary
(Authorised Signatory)



Rudrabhishek Enterprises Limited
820, Antriksh Bhawan, 22, K.G. Marg,
Connaught Place, New Delhi-110001, India
Ph. No.: +91-11-41069500, 43509305



Investor's Highlights Q1 FY 22

Integrated Urban Development and
Infrastructure Consultants

Disclaimer

- This presentation contains certain forward looking 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 from those in such forward looking statements.
- 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, competition ,economic growth in India ,ability to attract and retain highly skilled professionals,
- Government policies and actions with respect to investments, fiscal deficits, regulations, etc interest and other fiscal costs generally prevailing in the economy.
- 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

Navigating uncertainty with unified team force



Building Blocks of Order Book-(1/2)

Urban Planning and Smart Cities

- Provide consultancy services for the vetting of draft vaze maps and attribute data collection for AMRUT City – Jammu
- Smart City for area based development of Moradabad and Itanagar

Jal Jeevan Mission and Sewerage System Design

- Water Supply and sanitation Scheme for various Towns of Uttarakhand Jal Sansthan

Industrial Development Corridor

- Consultancy Services for Preparation of GIS Based Master Plan for Development of Industrial Corridor at Gorakhpur Industrial Development Authority



Building Blocks of Order Book-(2/2)



PMAY-Urban Affordable Housing

- ▶ Preparation of Detailed Project Report (DPR) & Providing PMC Services for projects under Beneficiary Led Construction in under Pradhan Mantri Awas Yojana (Urban) in Uttar Pradesh for various identified clusters



Education Infrastructure

- ▶ Comprehensive Designing, Engineering Consultancy, Infrastructure Development, and the Master Plan for a 75 acres Medical College and Hospital in Madanpalle Andhra Pradesh

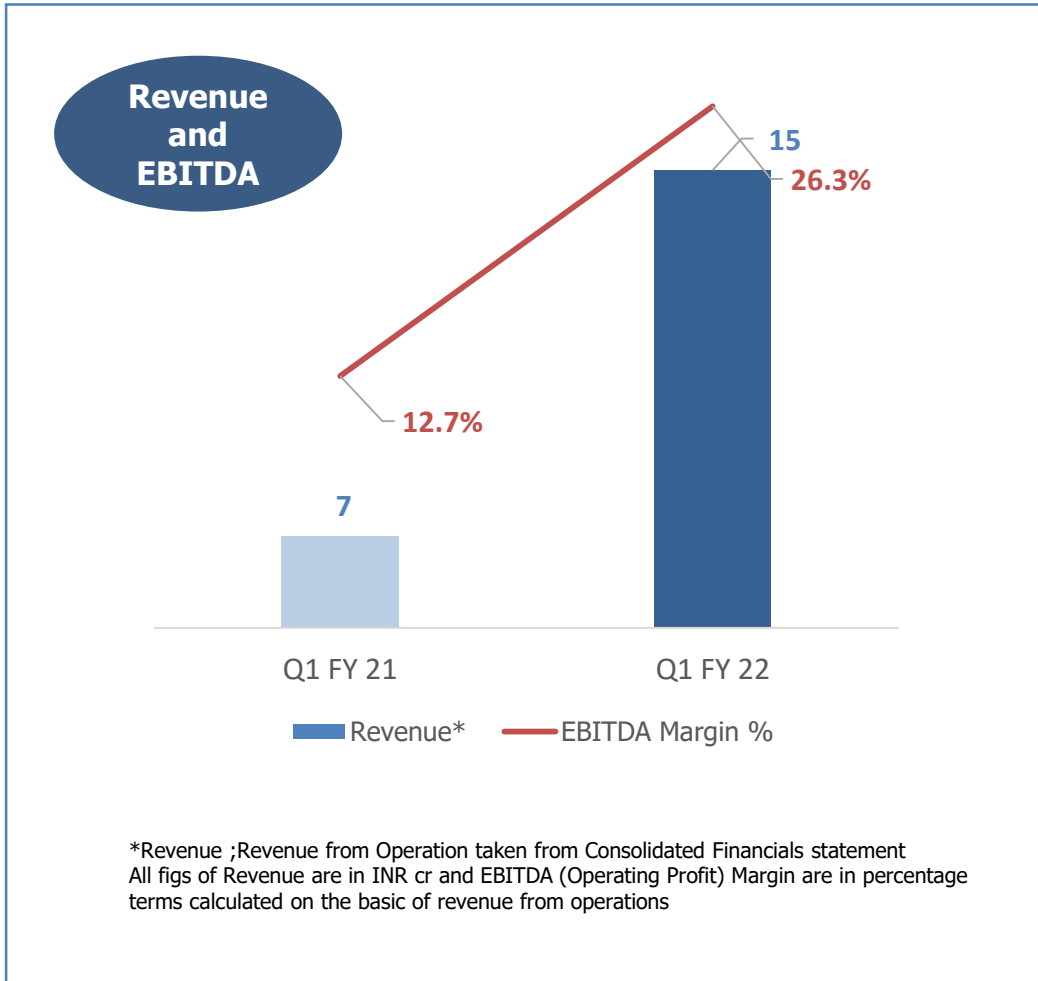


Metro Infrastructure

- ▶ BIM Consultancy for Chennai Metro Rail

Quarterly financial performance-Revenue and Operating Margin

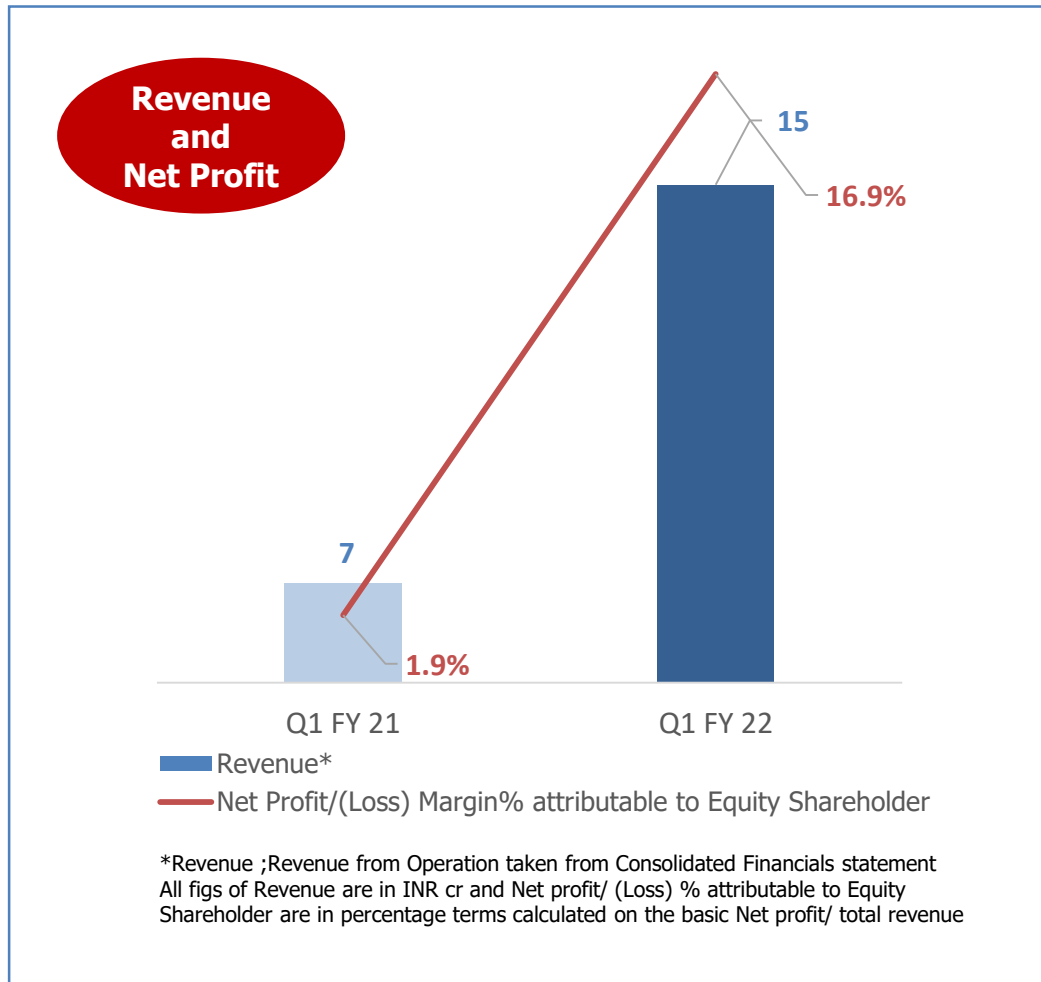
Q1 FY22 vis-a vis Q1 FY21



- Infrastructure and urban development consultancy revenue grown in midst of the second wave of pandemic. The company reported around 130%+ growth in first quarter of financial year as compare to similar quarter in last financial year.
- The strong growth is attributed to effective order in hand with faster execution capabilities.
- Company ordering momentum is at aggressive stage of tendering in comparison with complete lockdown in corresponding quarter of the last financial year.
- Strong and robust order pipeline having order book of INR 360cr+
- Large & complex consultancy order book for urban development provides multi-year revenue visibility

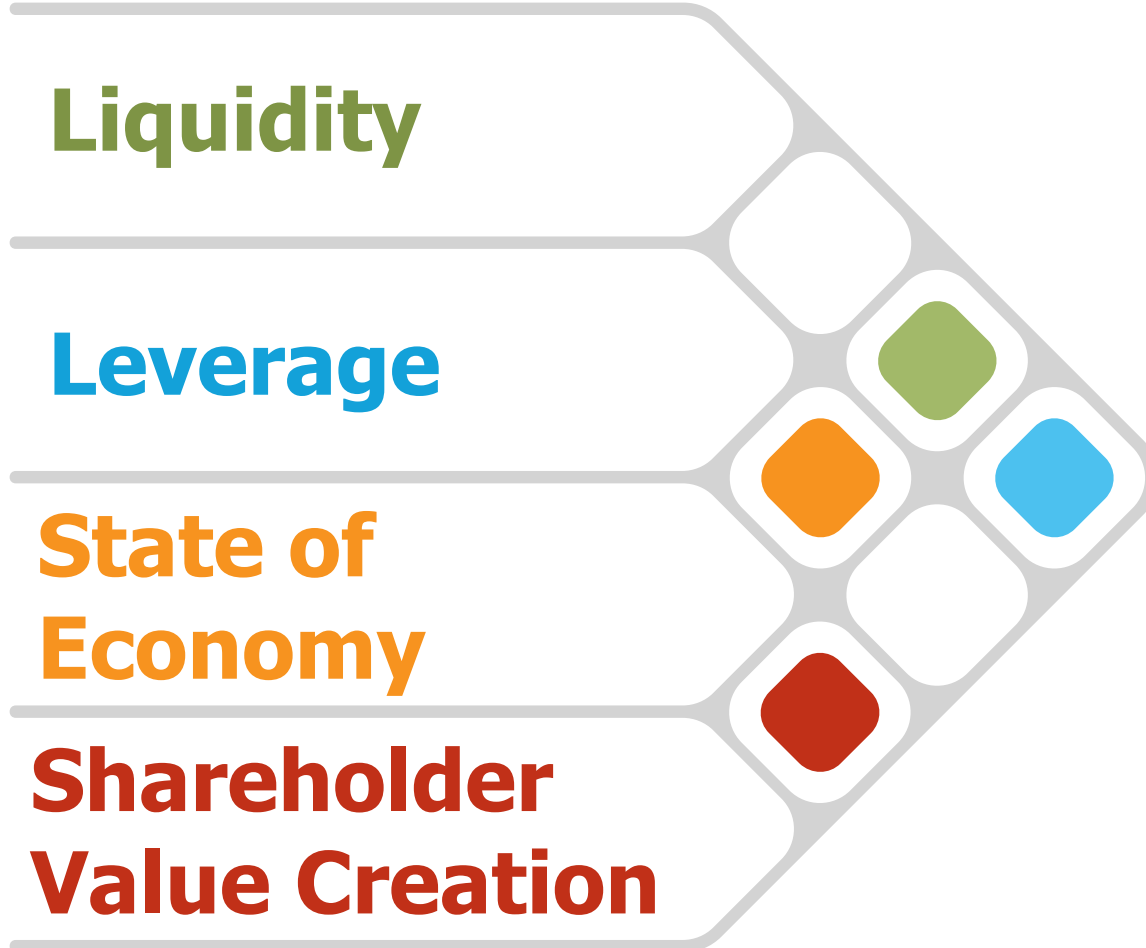
Quarterly financial performance-Revenue and Net Profit Margin

Q1 FY22 vis-a vis Q1 FY21



- The economy is rebounding faster from the second wave than from the first. The trend is consolidated with stepped up government spending. Investment in infrastructure will help revive economy and creating job opportunity.
- Policy initiatives of "Make in India", "Self-Reliant India" drives indigenization order inflows in medium to long term for the company
- Faster and effective execution of the consultancy project by leveraging technology enables the better margins.
- Better cost optimization measures for reducing the overheads taken showing concluding results in the sustainable profitability
- Rapid and accelerated adoption of digitization in various phase of infrastructure and urban development –Pre-feasibility, Designing and Detailed engineering ,Project management consultancy. This enable to expand the scale and save resources.

Capitalizing on Economic recovery



Liquidity

- Company has a stable liquidity position
- Preserved cash in a seasonally weak quarter and uncertain environment

Leverage

- Company is now virtually net debt free and has been focusing to remain debt free.
- We will keep this capital allocation strategy to enact for meeting our growth prospects.

Economy Outlook improves

- Gradual recovery in economic activities is expected to accelerate the topline growth in the coming quarters which may help the company achieving better full year estimated revenue

Shareholder Value Creation

- Company is enhancing value creation for shareholder in perfectly aligned with Government priority focused area of Infrastructure and Urban development , company core consultancy domain which is consistently delivering the rapid growth with sustainable profitable growth.

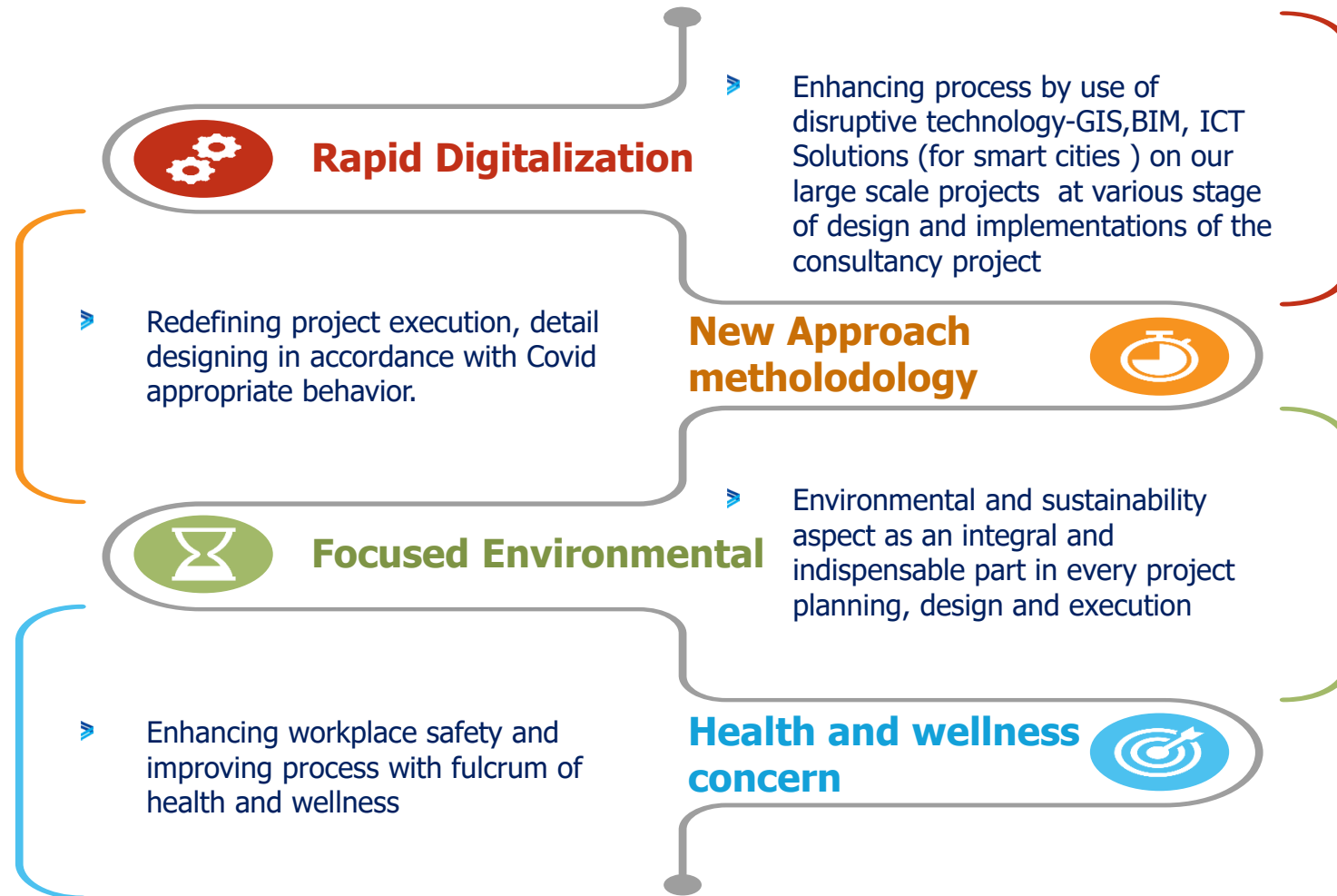
Standalone Financial Highlights

| Particulars (INR lacs) | Q1 FY22 (Unaudited) | Q1 FY21 (Management Certified) | Q4 FY21 (Audited) |
|---|------------------------|-----------------------------------|----------------------|
| Revenue from Operations | 1,466 | 643 | 3,006 |
| Employee Cost | 373 | 258 | 399 |
| Direct Operating Cost and other expenses | 701 | 283 | 1,491 |
| Total Expenditure | 1,074 | 542 | 1,890 |
| EBITDA | 392 | 101 | 1,116 |
| <i>EBITDA Margin%</i> | <i>26.8%</i> | <i>15.7%</i> | <i>37.1%</i> |
| Other Income | 16 | 21 | 7 |
| Depreciation | 38 | 26 | 98 |
| Finance Cost | 9 | 6 | 8 |
| Exceptional Item | - | - | - |
| Profit Before Tax | 361 | 91 | 1,017 |
| Tax | 97 | 30 | 262 |
| Profit After Tax (PAT) | 264 | 61 | 755 |
| <i>PAT Margin</i> | <i>17.8%</i> | <i>9.2%</i> | <i>25.1%</i> |
| Other Comprehensive Income | 4 | -2 | 13 |
| Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period) | 269 | 59 | 768 |

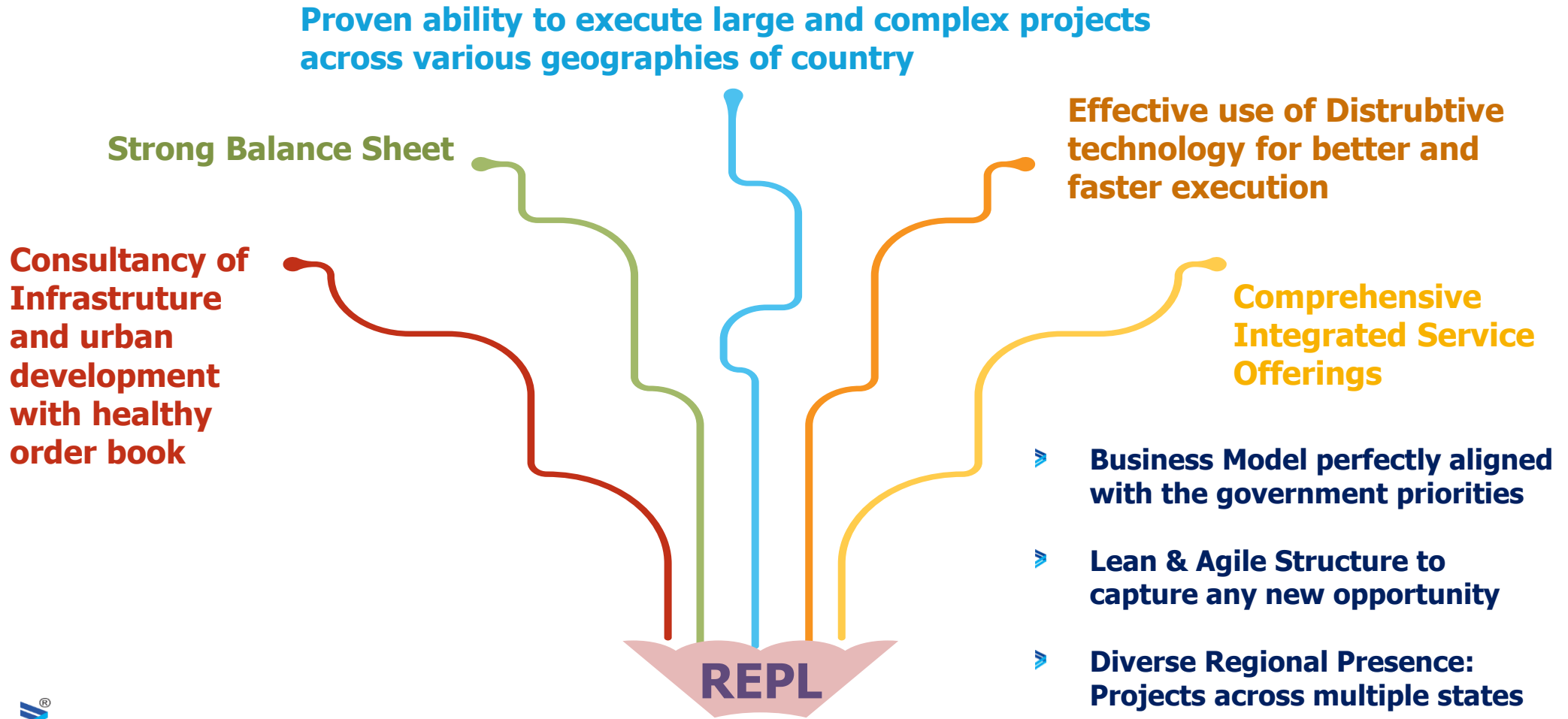
Consolidated Financial Highlights

| Particulars (INR lacs) | Q1 FY22 (Unaudited) | Q1 FY21 (Management Certified) | Q4 FY21 (Audited) |
|---|------------------------|-----------------------------------|----------------------|
| Revenue from Operations | 1,529 | 665 | 3,145 |
| Employee Cost | 420 | 294 | 447 |
| Direct Operating Cost and other expenses | 707 | 286 | 1,550 |
| Total Expenditure | 1,127 | 580 | 1,997 |
| EBITDA | 402 | 84 | 1,148 |
| EBITDA Margin% | 26.3% | 12.7% | 36.5% |
| Other Income | 17 | 13 | 5 |
| Depreciation | 40 | 30 | 107 |
| Finance cost | 11 | 7 | 14 |
| Exceptional Item | - | - | - |
| Profit Before Tax | 369 | 61 | 1,033 |
| Tax | 100 | 30 | 271 |
| Profit for the period | 269 | 31 | 761 |
| Share of Profit/(Loss) of Associates of foreign subsidiary (Net) | -14 | -17 | -32 |
| Other Comprehensive Income | 5 | -2 | 55 |
| Non Controlling Interest | -2 | -1 | -10 |
| Net Profit/(Loss) attributable to Equity Shareholder | 262 | 13 | 794 |
| Net Profit/(Loss) Margin% attributable to Equity Shareholder | 16.9% | 1.9% | 25.2% |

Sensing a New Shift by adoptive approach



How REPL is currently Positioned



Navigating Business strategy for evolving uncertainty...

Energize the Core and Existing Service Consultancy

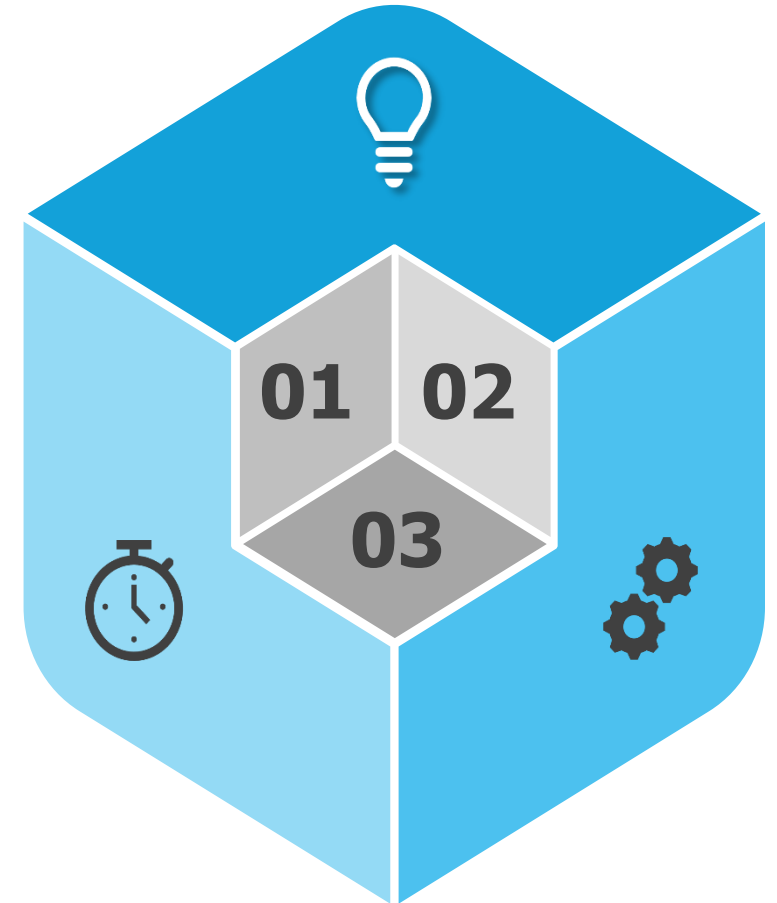
- Operate in the consultancy domain with clear focus on infrastructure and urban development as most of the growth opportunity within infrastructure sector in India is immense in coming years.
- Pivotal Government Focused area-SMART CITIES, PMAY, AMRUT, NULM, Skill India etc

Structured Approach to expand consultancy service domain

- Structured associations and partnership is in exploration phase in a holistic way, which will bring incremental business volumes
- Expansion of consultancy services domain enables Natural risk mitigation strategy for the group

Data Analytics for Urban Development

- Fuelled by data. Data into actionable insights
- Company over the years have three decades have data repository that can be systematically analyzed for product development which will translate into parallel revenue stream.



For Further Information, Please Contact

Mr. Vikas Gupta
Company Secretary
vikasguptacs@repl.global

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