

Date: 16/02/2021

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

Company Symbol: REPL

Sub: Investors update

Dear Sir/Mam,

Please find enclosed investor Presentation of financial result for the quarter and nine months ended on 31st December 2020.

The above information is for your records only.

Thanking you

Yours faithfully

FOR RUDRABHISHEK ENTERPRISES LIMITED

RICHA MISRA

WHOLETIME DIRECTOR

DIN: 00405282

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

# Investors Update REPL Q3 Results (FY 2020-21)

Urban Development & Infrastructure Consultants



Rudrabhishek Enterprises Ltd.

15 February 2021, New Delhi

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# Financial Highlights Q3 Results (FY 2020-21)

### Chairman's Message







Commenting on the Q3 FY 2020-21 results-

Mr. Pradeep Misra, Chairman & MD (REPL), said: This year the entire spectrum of economic activities was disrupted by Covid-19 pandemic. In the initial two quarters

we had to absorb the heat in terms of the progress on the on-going projects. However after the gradual lifting of lock-down, we have been recovering on a much faster pace. The results of Q3 (FY-2020-21) speak loudly of the same.

On QoQ basis REPL's revenue has increased by 45%, EIDTA has increased by 43.5%, and PAT has seen an increase of 54.8% during the same period. Our PAT Margin has seen modest improvement of 137 bps, while basic EPS has increased substantially by the 53.5%. We have been continuously able to maximize the value of our investors, which is also reflecting in the increasing market cap that has crossed Rs. 300 crores mark.

This great pull-off has been possible due to faster execution of projects, including new consultancy assignments and our operating efficiency. The YoY figures are little subdued due to business coming to quasi-halt position in first two quarters. We are confident that by the end of the current financial year, we will get over with the consolidation activities and REPL will again be geared-up for its robust growth curve in coming year.

As explicitly spelt out in **Union Budget 2021, The government's focus has increased further on the Infrastructure Investment, as a means to faster recovery of economy and immediate employment generation**. This will directly benefit the REPL's business strategy and future plans. We are aiming for a disruptive growth pattern in our company's business in coming period.

In pervious quarter itself we were listed at **NSE main-board**. We are one of its kind company at NSE. We thank our investors, employees, associates, regulatory authorities, and all other stakeholders for continuous support and faith invested in REPL's growth story."

# **Recent Developments**



### Projects Awarded

Project	Client	Order Value
National Highways, Manipur	NHIDC	11.43 Cr.
Skill India Project, U.P	UPSDM	9.68 Cr.
GIS Based Master Plan in Karantaka	DTCP	1.29 Cr.
Rehabilitate existing sewerage system in Kerala	KWA	1.63 Cr.
GIS Based Master Plan in Gorakhpur, UP	GIDA	0.35 Cr.
Integrated Check Post on Indo-Nepal Border	LPAI	0.68 Cr.

# Standalone Financial Highlights (9 Months Ended : FY 2020-21)



Rs. Lakhs	Nine Month ended FY20	Nine Month ended FY19	9M - Vs - 9M
Revenue from Operations	4,008.26	4,765.09	-15.88%
Employee Cost	1,086.86	1,296.24	
Other Cost	2,054.52	2,608.47	
Total Expenditure	3,141.38	3,904.71	
EBITDA	866.88	860.39	0.75%
EBITDA Margin%	21.63%	18.06%	(357 bps)
Other Income	92.67	53.44	
Depreciation	85.84	86.29	
Interest	19.81	46.74	
Exceptional Item	4.83	376.46	
Profit Before Tax	858.73	1,157.25	
Tax	233.68	298.34	
PAT	625.05	858.91	-27.23%
PAT Margin	15.59%	18.03%	(243 bps)
Basic EPS (Rs.)	3.58	4.97	-27.97%

# Standalone Financial Highlights (9 Months, Ending 31<sup>ST</sup> Dec 2020: FY 2020-21)



YoY Results,

9<sup>th</sup> Months, ending 31<sup>st</sup> Dec 2020











Basic EPS Rs. 3.58

\* Standalone Numbers. Units in INR

# Standalone Financial Highlights (Q3: FY 2020-21)



Rs. Lakhs	Q3 FY20	Q3 FY19	Q-o-Q
Revenue from Operations	1,951.71	1,346.17	44.98%
Employee Cost	386.18	447.50	
Other Cost	975.45	487.58	
Total Expenditure	1,361.63	935.09	
EBITDA	590.09	411.09	43.54%
EBITDA Margin%	30.23%	30.54%	(31 bps)
Other Income	22.59	14.88	
Depreciation	29.05	27.92	
Interest	8.35	31.85	
Exceptional Item	1.61	-1.19	
Profit Before Tax	576.88	365.01	
Тах	153.95	91.78	
PAT	422.94	273.23	54.79%
PAT Margin	21.67%	20.30%	137 bps
Basic EPS (Rs.)	2.43	1.58	53.53%

# Standalone Financial Highlights (Q3: FY 2020-21)



QoQ Results, ending 31st Dec 2020



Revenue Rs. 19.52 Cr



EBITA Rs. 5.90 Cr



PAT Rs. 4.23 Cr





\* Standalone Numbers. Units in INR



## **Company Financials**



Past Records

#### **Revenue Growth Pattern**



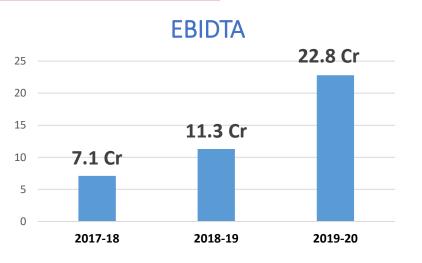
<sup>\*</sup> Consolidated Numbers. Units in INR

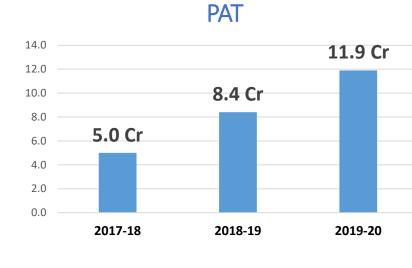
REPL Revenue has grown by 89% over last 2 years (45% annual Avg.)

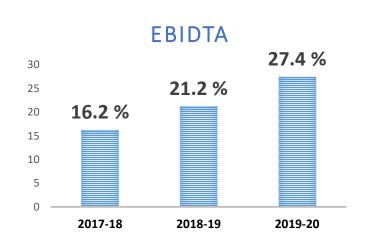
## **Company Financials**

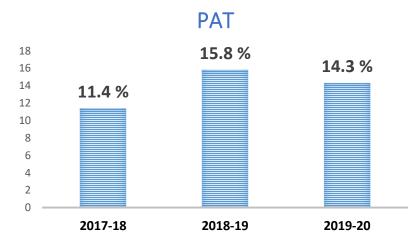


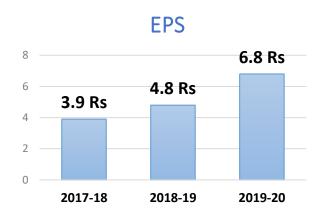
#### Past Records











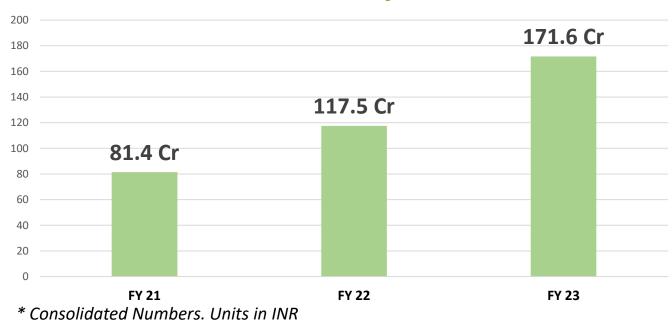
<sup>\*</sup> Consolidated Numbers. Units in INR

## **Financial Projections**



Consistent Growth





Presently, work order

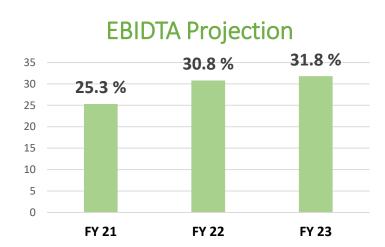
Worth Rs. 370 + Cr in hand

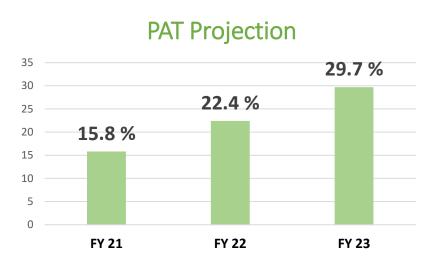
Keeping the Current Year steady, followed by robust growth

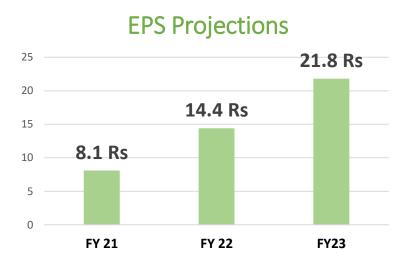
## **Financial Projections**



Consistent Growth







<sup>\*</sup> Consolidated Numbers. Units in INR





Company Overview

## REPL Group



Overview

End-to-End Consultancy in

# Infrastructure & Urban Development

28+ Years Legacy

**In-house Experts** 

**Diversified Services** 

Govt. & Pvt. Clientele

ISO 9001: 2015 Certified

**Pan India Presence** 

**Technology Driven** 

30+ Empanelment

### **Integrated Services**



We Integrate a range of services to deliver "end-to-end solutions"

Plan - Design - Deliver



### **Diversified Consultancy Sectors**





(ABD & Pan City Solutions)



(Regional Plan, Development Plan, Master Plan & Zonal Plan)



(Water Supply, Roads & Highways & Sanitation)





(Residential, Commercial, Group Housing & Integrated Township Projects)



(Malls & Office Complexes)



& Heathcare

(Hotels & Hospitals)



(Schools, Institutes & Universities)



(Sports Stadium & Amphitheatre)



(Developer, Investor & RWAs)



#### Infrastructure

- Smart Cities: Ongoing PMC works in 7 Smart Cities
  - > Varanasi, Indore, Dehradun, Kanpur, Moradabad, Itanagar & Jabalpur
- Metro Rail: Providing BIM based consultancy on Chennai Metro Phase II
- National Highways: Working on NH 31 & NH 102C, in Manipur.
- **Entering New Segments**, including Tourism, Airports, Docks, Railways, Health Infra, IT Infra etc.







240 + Infrastructure projects overall of REPL



### Water Supply

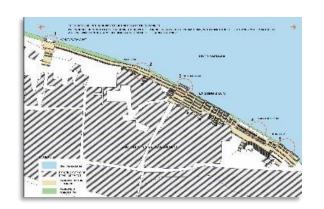
- > Jal Jeevan Mission (JJM): extensively involved in GOI's flagship project
  - Multiple Projects with central and state governments for strengthening, upgrading and renewing water supply systems

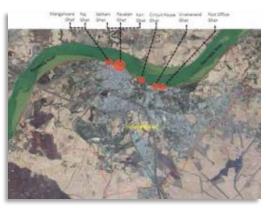


Water Supply Systems I Sewerage Systems I Solid Waste Management I City Sanitation River Front Development I Rainwater Harvesting I









### Urban Planning

- Preparing Regional, Zonal & Redevelopment plans
- > Industrial Area Development in various locations
- City Development & City Sanitation plans
- Street Vending Plans
- Feasibility studies for different projects
- OBPAS (Online Building Plan Approval Systems)

140 + Urban Planning projects overall of REPL





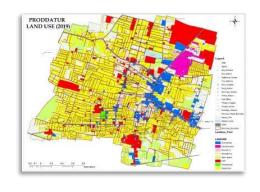


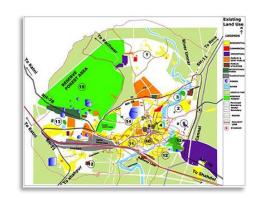




#### GIS

- GIS (Geographical Information System) is fast evolving technology that helps in storage, analysis, display and management of complex voluminous data
- Beyond urban planning, the application of GIS is fast increasing in the Land Management & planning, design & execution of housing complex, townships, SEZs & FTWZs (Free Trade & Warehousing Zones).
- REPL has been donning multiple projects on GIS based master planning over past two decades.
- Now the company is expanding its applications in other sectors, including Digitization of Land Records, Industrial Corridors and Construction Planning







#### Real Estate / Housing

- PMAY projects
  - Across 6 states. Covering 210 towns
  - Beneficiary identification & mapping, DPR, PMC



- PMC & EPC services to construction industry
- Varied Real Estate projects: Integrated townships; Hi-tech Cities; Affordable Housing
- Hospitality & Recreation: Hotels, Hospitals, Clubs, Stadiums
- **Education Institutions:** Schools & Medical Colleges
- RERA Consultancy to real estate developers. Empanelled with UP-RERA





#### Skill India

- Partnering with GOI on DDU-GKY
- REPL Bagged SOP based Skill India project in UP
  - Monitoring of skill development activity over 36 months
  - > Training Center cum Hostel opened in Gr. Noida









#### ICT

- ICT (Information & Communication Technology) is speedily being integral component of all modern infrastructure, city planning and smart governance
- REPL is extensively applying ICT solutions in all its smart city projects
  - Integral Command & Control System
  - Intelligent Traffic Management
  - Smart Mobility & Smart Parking
  - > ICT enabled Solid Waste Management
  - Sensor based Environment Management System
  - E-Governance / Electrical SCADA Systems/ Smart Health System etc.
- The company is now targeting the independent ICT projects in various sectors





#### Tech & Software

- Application of BIM (Building Information Modelling) on construction projects
- Graphisoft (Hungary): tie-up for sole distribution of Archicad in North & East India
- Team Systems (Italy): tie-up for distribution of Project Management Software
- CogniznR: Technical Training Institute for architects & engineers
- CRM: providing services in setting-up & running CRM systems

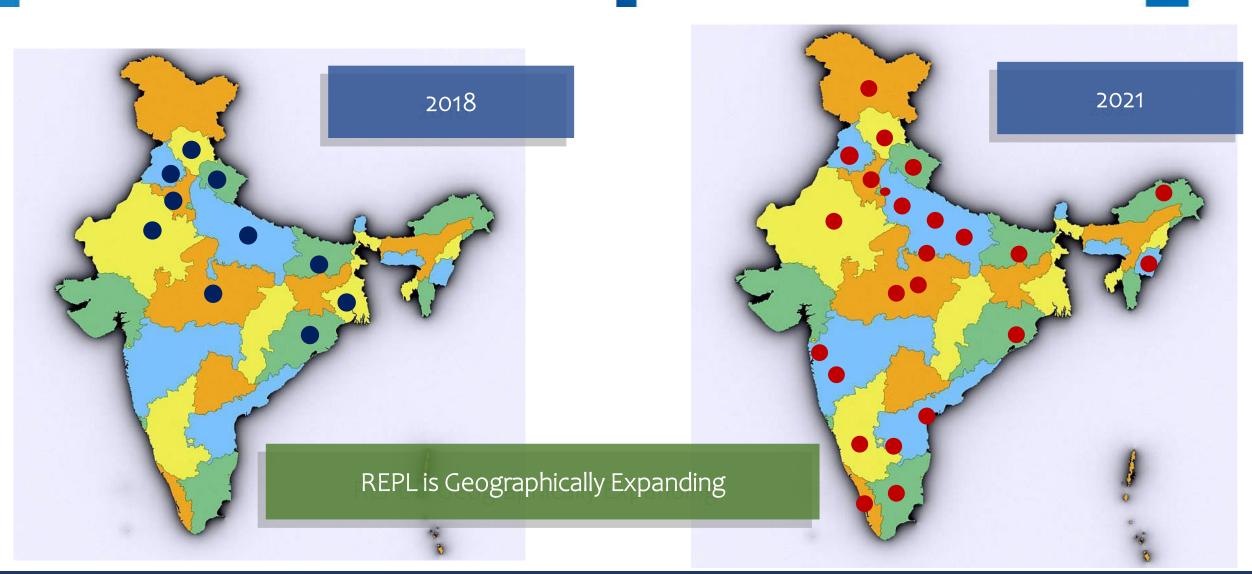






# **Projects Across Locations**





## **Industry Associations**



#### Top Management of REPL: Members in various Industry Chambers

Chambers	Committee	REPL Representative
CII	National Committee on Real Estate & Housing	Mr. Pradeep Misra CMD, REPL
FICCI	Real Estate Committee	Mr. Pradeep Misra CMD, REPL
CII	Northern Regional Committee on Infrastructure	Mr. Pradeep Misra CMD, REPL
CII	National Committee on Urban Dev. & Smart Cities	Dr. Harish Sharma ED-Infra & SC Operations, REPL
CII	Delhi panel on Infrastructure Development	Mr. Prabhakar Kumar AVP & HOD, REPL
FICCI	Urban Transformation Committee	Mr. Prabhakar Kumar AVP & HOD, REPL
NASSCOM	Special Interest Group, SME North Council	Ms. Soumya Das Director, RIPL
NAREDCO	Governing Council	Mr. Pradeep Misra CMD, REPL









### **REPL In Media**





#### Jabalpur Smart City ropes in REPL as consultant

REPL will support Jabalpur Smart City in overall management of Smart City project, including project planning, budgeting, supervising, managing, monitoring & evaluating, reporting and coordination

Mohd Uialey . FTGovernment . June 09, 2020, 11:01 IST



Delhi-based infrastructure consultancy firm Rudrabhishek Enterprises

#### THE ECONOMIC TIMES

#### Cities May Take a Year More to Become Smart

completion deadlines slip by up

"Some may even get delayed by months, depending on the work of one year." said Pradeep Mis- is a provision of 'force

New Delhi: About 20 smart ister Narendra Modi's constit city projects will likely see their uency, is being reviewed closely and the central government

left. The average delay would be delay, if within the cont on its economy

ra, CMD, REPL (Rudrabhishek the state government c > Home to 10 of the world's most polluted cities, India's poor air quality is affecting worker productivity and

#### Outlook



### **BW SMARTCITIES**

terprises Ltd. (REPL), a Delhi-based public limited infrastru has been awarded the Project Development and Manager ibalpur Smart City Limited (JSCL).

**SMART CITIES** - Futuristic and Sustainable Development

#### mitted to any exten | N BUSINESS

## Why India's poor air quality is taking a toll

ndia's expanding middle class, increased urbanisation and industrial activity, urban planners

#### REPL bags 2 projects in AP, Odisha

of a new medical college in Andhra Pradesh and 93 schools Odisha.

New Delhi, Sep 22 (PTI) Infrastructure consultant Rudrabhishek Enterprises Ltd (REPL) has bagged two projects for the develop

"The Odisha Mineral Bearing Areas Development Corporation (OMBADC) has appointed REPL to provide consultancy and pro-Detailed Project Report (DPR) for development of education infrastructure for 93 schools in Sundargarh district," the company sa

#### **Business Standard**

**REPL Announces Annual** pointed as Consultant for Jab: Results, Net Profit Jumps 41.41 percent YoY

> New Delhi [India], July 16 (ANI/NewsVoir): The leading infrastructure consultancy firm Rudrabhishek Enterprises Limited (REPL) announced its annual results for the Financial Year 2019-20, which shows YoY increase in consolidated revenue from operations





#### **♦FINANCIAL EXPRESS**

ts. Net Profit Jumps 41.41

#### REPL bags orders for making GIS-based master plans in Karnataka, UP

The leading infrastructure consultancy firm announced its annual results for the Financia in consolidated revenue from operations by company increased by 59 23% and the EPS

In UP, the company will be engaged in the prepa sectoral plan for development of industrial corrid 5,500 acres in Gorakhpur.

Infrastructure consultancy firm Rudrabhishek En

received orders for preparing GIS-based master

# Planning for sma

## **Business Standard**



#### Architects of the future

ed with studio exercises, field visits, and a gamut of cts, urban planning is fast emerging as a lucrative career

#### गोरखप्र । दिल्ली स्थित दसरी सहायक सेवाएं मिलेंगी। परियोजना की विस्तृत

**SPUR REAL ESTATE** 

uspicious time for buying a Developers bat on the estive mood for a robus



to deliver results by This has led to an in-the demand of urban role of urban planners rned with the welfare e, control of the use of



कंसलटेंसी फर्म रुद्राभिषेक वास्तुकला, संस्कृति, कला और स्थानीय संस्कृति को

#### **Govt. Clients**

















उत्तराखंड आवास एवं नगर विकास प्राधिकरण Uttarakhand Housing & Urban Development Authority







Pune Metropolitan Region Development Authority (PMRDA)







Town and Country Planning Department U.P.

Under the Department Of Housing & Urban Planning, Government of Uttar Pradesh (India)

**Indicative List** 

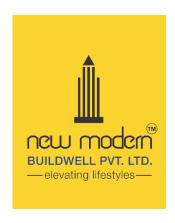
### **Private Clients**



















#### **Infrastructure Sector**



#### Govt. Focus

- ▶ Union Budget of 2021-22 has laid utmost emphasis on Infrastructure Investment
- **Developmental Financial Institution** with Rs 20,000 crore, as national bank for financing infra & development projects
- Rural infra development fund increased to Rs 40,000 crore
- National Highways: Plan to complete 11,000 km this year
- Jal Jeevan Mission (JJM): outlay of Rs 2.87 lakh crore over 5 years
- Urban Swachh Bharat Mission 2.0 with outlay Rs 1,41,678 crore over 5 years
- **Smart City**: already planned project investment of Rs. 5 Lakh Crores
- Multiple projects in Metro-line, Ports, Aviation, Tourism & Rail Infra

## **Fund Allocation in Budget**



Govt. Focus

Segment	Budget Allocation (Rs.)
Housing and Urban Affairs	54,581 Cr
Railways	1,10,055 Cr
Road Transport and Highways	1,18,101 Cr
Rural Development	1,33,690 Cr
Port Infrastructure	2,000 Cr
Drinking Water & Snaitation	60,030 Cr

All Components under Infrastructure Sectors have received massive budgetary allocations, with an intent of continued focus for next 5 years.



### **Fund Allocation in Budget**



#### Govt. Focus

#### Health Infrastructure

- Under PM Atmanirbhar Swasth Bharat Yojna, plan to strengthen heath infrastructure of the country
- Govt. Plans to Spend Rs. 64,140 Cr over next five years
- Rural & Urban Health centers will be built/strengthened

#### Drinking Water Supply & Sanitation

Allocation has been tripled to Rs. 60,030 Cr.

### **Fund Allocation in Budget**



Govt. Focus

- **PMAY**: Focus on Pradhan Mantri Awas Yojna continues
  - Envision to provide pucca house to all by 2022
  - Center's assistance for the mission stands at Rs. 1.66 Lakh Crores
  - Total Investment estimated to be Rs. 6.42 lakh crores
    - In pre-budget special package additional Rs. 18,000 Crore announced for PMAY (U)
  - > Tax holiday for affordable housing extended for one more year

All-weather housing units with Water, Kitchen, Electricity and Toilet

Adequate physical and social infrastructure

PMAY (U)
Features

Women empowerment

PMAY (U)
Features

Better quality of life for Urban Poor



Growth in Real Estate sector will be driven by Affordable Housing

#### **SECTOR: Govt. Initiatives**



#### Plans & Policies

- Rural Infrastructure: estimated total capital expenditure of Rs. 7.7 lakh crore between 2020 and 2025
  - PMAY-Gramin, PMGSY (Pradhan Mantri Gram Sadak Yojna), JJM (Jal Jeevan Mission), DDU-GKY (Deendayal Upadhyay Garmin Kaushalya Yojna) etc.
- Skill India (DDU-GKY)
  - Govt. to provide market-relevant skills to over 40 Cr youth by 2022

For Government, Investment in Infrastructure is main driver of Growth & Employment

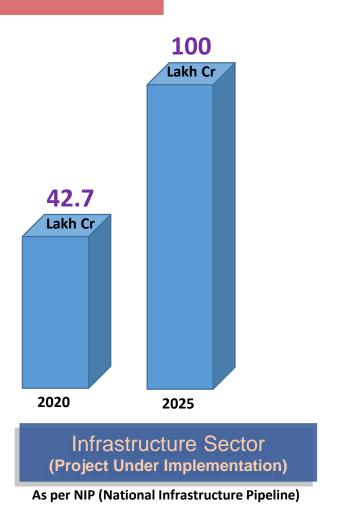
**REPL Consultancy Business perfectly aligned with Govt.'s Plans & Policies** 



### **Market Size / Growth Potential**

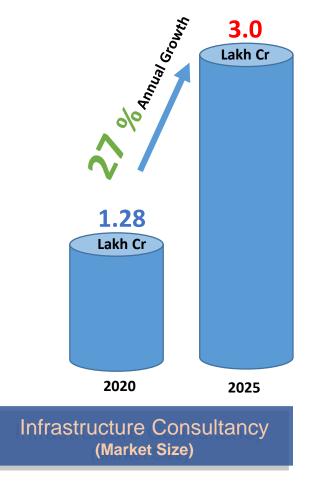


#### Infrastructure



Considering the Consultancy value as 3% of total Project Value.

Growth potential in Infra Sector much higher than most others.



<sup>\*</sup> Sources: Economic Survey; Union Budget and other govt. reports in public domain

### **Market Size**



### Real Estate / Housing

- **Construction Sector** (including housing) accounts for 8.2 % of GDP. It is expected to become 13 % of GDP by 2025
- ▶ **Rapid Urbanization:** as per UN estimates, India was 34% urbanized in 2018, which will reach to 50% by 2046. Housing demand is set to keep increasing
- **Govt. Policies:** various measures to propel Real Estate growth
  - REIT (Real Estate Investment Trust); relaxation in ECB (External Commercial Borrowing); Setting up AIF (Alternate Investment Fund) etc.
- Real Estate Market Size was calculated at Rs. 12000 Crores in 2019, which is estimated to become Rs. 65000 crores in 2040.
  - Market to grow by 21% annually.

\* Sources: IBEF; Knight Frank and other Industry Reports

### **Advantage REPL**



#### Competitive Adv.

- Business Model perfectly aligned with the government priorities
- Lean & Agile Structure to capture any new opportunity
- Integrated Service Offerings outdoing competition in segment
- Broad Govt. & Pvt. Clientele to absorb any intermediary shocks
- Large projects of longer gestation periods to ensure steady cash-flow
- Application of Technology to service clients at optimal cost-time matrix
- **Sound Financials:** Consistent growth in revenue & profitability
- Diverse Regional Presence: Projects across multiple states

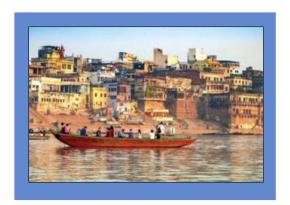




### Flagship Projects

# Flagship Projects Smart Cities





Varanasi Smart City, U.P.



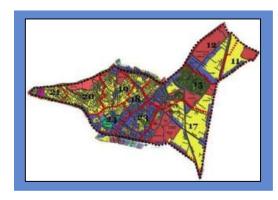
Moradabad Smart City, U.P



**Kanpur Smart City, U.P.** 



Indore Smart City, M.P.



**Dehradun Smart City, UK** 



Itanagar Smart City, A.P.

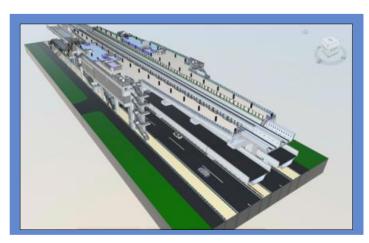


Jabalpur Smart City, M.P.

### Flagship Projects

#### Infrastructure





Chnenai Metro Rail, Phase 2



**ICP at Indo-Nepal Border** 



**Riverfront Devopment, Indore** 



Roads & Junction Improvement, Dehradun



National Highways, Manipur



Roads & Junction Improvement, Kanpur

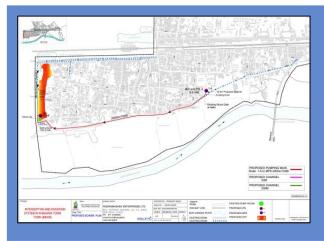
### **Flagship Projects**

### Water Infrastructure





Sewerage Scheme, Lucknow



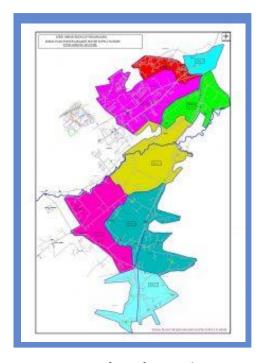
Interception & Diversion with STP in 5 towns, Bihar



**River Pollution Abatement, Narmada** 



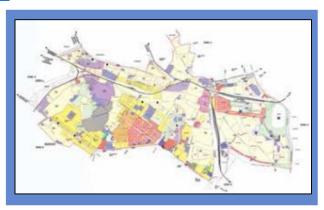
**Water Supply Scheme in Bundelkhand Region, U.P.** 



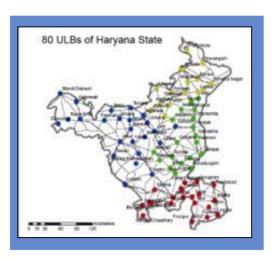
**Water Supply Scheme in UK** 

## Flagship Projects Planning & GIS

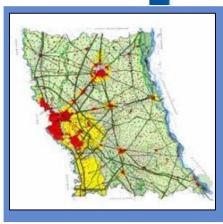




Redevelopment Plan of Delhi – 2021



Street Vending Plans – Haryana, U.P. (Jhansi), Punjab (Bathinda), Assam



U.P. Sub-regional Plan 2021 for NCR



DPR & PMC for 128 towns of U. P. under PMAY



HFAPoA- UP, Bihar, MP, Rajasthan, HP, Maharastra



Online Building Plan Approval System (OBPAS) for 61 Towns in U.P.

### Flagship Projects Sports & Education Infrastructure





Dr Sampurnanand Sports Stadium, Varanasi



Squash Court & Multi-Purpose Hall at Green Park
Stadium, Kanpur



Palika Stadium, Kanpur



Medical College at Madanapalli, Andhra Pradesh



Machodari School, Varanasi



Development of 93 Schools, Sundargarh, Odisha

## Flagship Projects Real Estate





**Golf View Apartments, Lucknow** 



**Navyug Smart Mini City, Allahabad** 



**NMBPL Tower, Lucknow** 



**Velocity Mall, Lucknow** 



**U.S. Corporate Tower, Mumbai** 



**Hotel Clark Inn, Lucknow** 



Tulsiani Easy In Homes, Sohna



For Further Information, Please Contact

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Thank You!