

Date: 16/02/2022

**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 03rd quarter and nine months ended on 31st December 2021

This is for your information & records.

Thanking you

Yours faithfully

For RUDRABHISHEK ENTERPRISES LIMITED


VIKAS GUPTA
COMPANY SECRETARY & COMPLIANCE OFFICER

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Investor's Highlights Q3/9M 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

Growing Order Book with strong foundation as economy revives

Sustained Growth and Profitability

- The topline growth of ~24% in 9M ended on FY 22 (Apr-21-Dec21) as compared to corresponding period in FY 21(Apr-20- Dec20) with the dynamic business development approach

Strong Balance Sheet

- 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.



Building Block of Order book

- Diversified and robust order book with multi-year revenue visibility.
- Order Book as on date : INR 408 crs
- Quality delivery of consultancy assignments help us in keeping our clientele intact for repeat business

Revenue

- Better prospects of order pipeline with strong Q4 revenue visibility
- Tapering of certain project order have impacted Q3 FY 22.

Margin %

- Margin is function of effectively utilization of consultant, technology and various cost improvement initiatives
- Company's EBITDA Margin % is hovering in range of +25% to 27% in last 3 quarter of current fiscal year

Robust Order book (1/2)

Project Management Consultancy (PMC)-Real Estate

- Unitech Group Project
 - The Supreme Court appointed board of Unitech group appointed us for completing the assignments and guaranteeing timely delivery of houses to the homebuyers
 - Reconcile the progress done and complete the remaining work
 - Handing-over 3280 units ;Estimated construction cost approx. 1078 Cr
- Projects by UP-RERA in Gr. Noida
 - Empanel consultant by the UP-RERA; Appointed as third party consultant for 4 projects in Greater Noida (Jaypee Greens, Earthcon Construction, Newtech La Palacia, Unibera Developers)
 - Total 2237 units ; Estimated construction cost approx. 360 Cr

Education & Medical Infrastructure

- Diversified consultancy in thrust areas of Education and Medical Infrastructure
- Development of 93 Schools in Odisha under "Eklavya Model"
- Providing the consultancy for Govt. Medical College in Madanapalli, A.P. with 73 Acres having 500 bedded hospital facility

Technical consultants for development of tourism project

- The company is making an impactful inroads for providing the technical and infrastructure consultancy for tourism in Jammu region



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

Urban Planning and Smart Cities

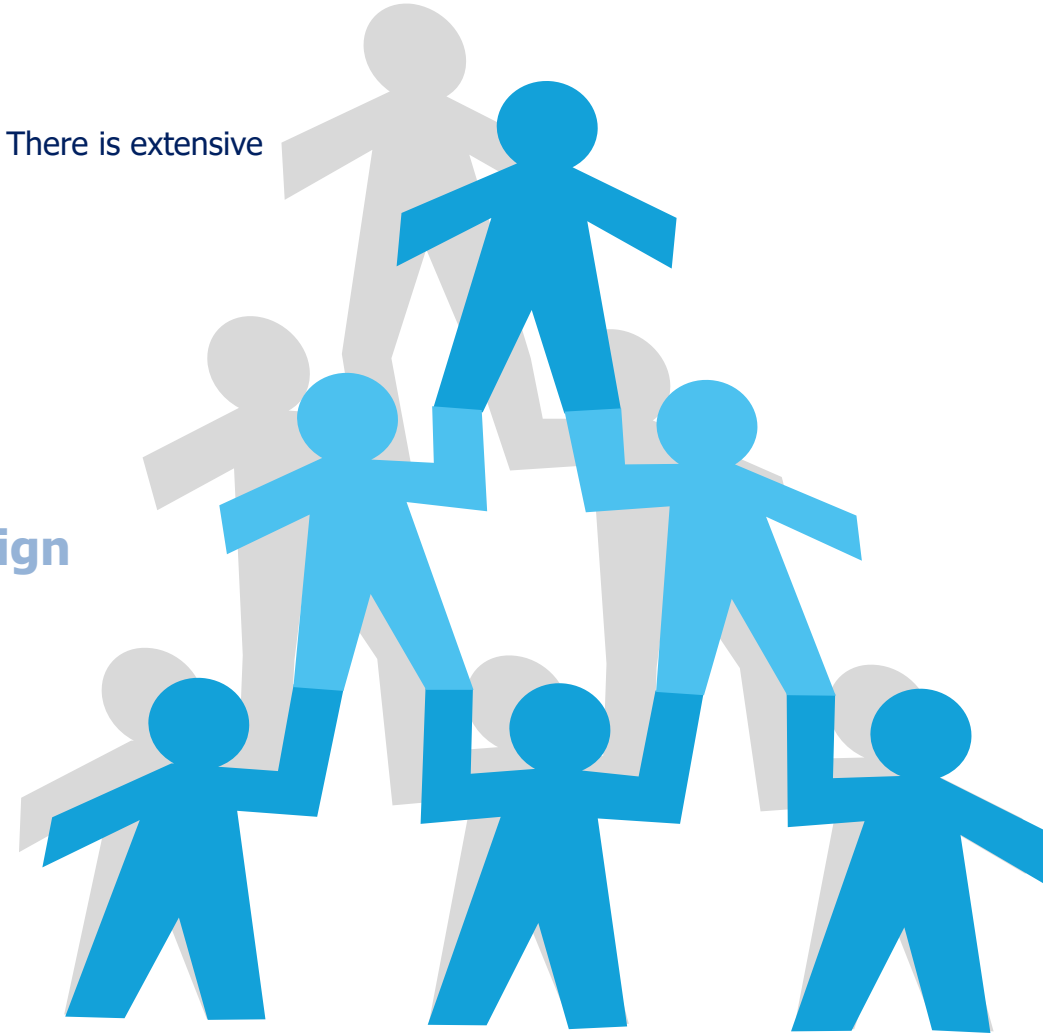
- Vision Document of Integrated Infrastructure Plan for Meerut, UP
- Smart City for area based development of Madurai, Vellore and Itanagar. There is extensive applications of ICT on various project components

PMAY-Urban Affordable Housing

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

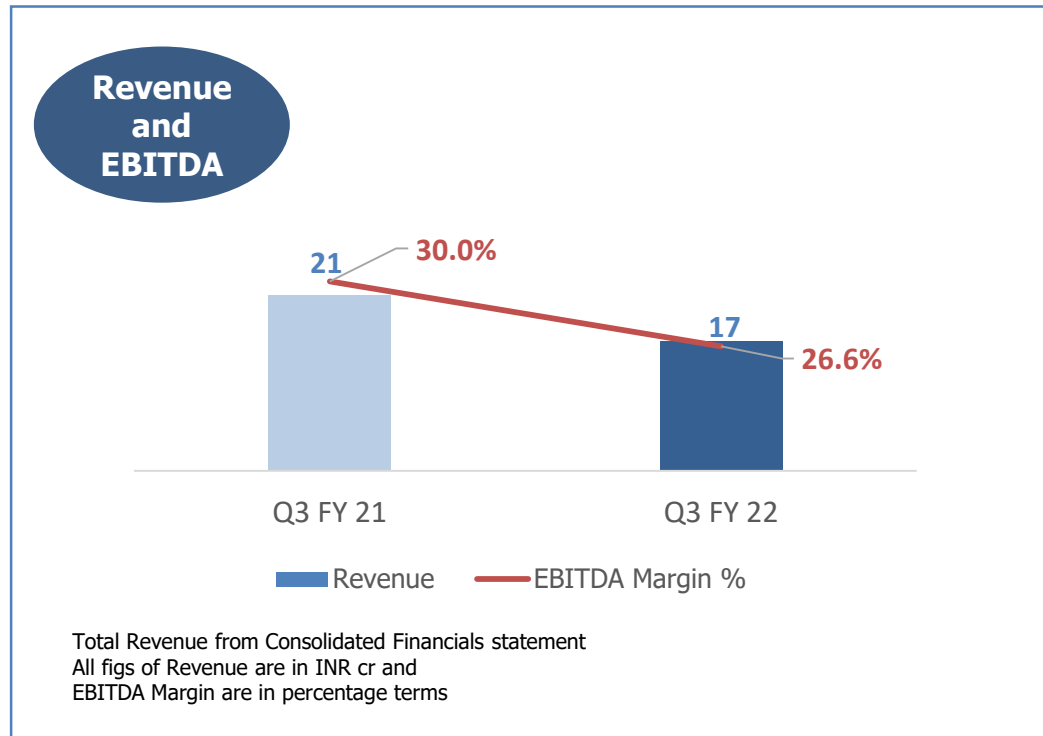
Jal Jeevan Mission and Sewerage System Design

- Consultancy for AMRUT 2.0 in 20 ULBs of Madhya Pradesh
- Detail Project Reports (DPRs) including conditional assessment of existing infrastructure, survey & investigation, designing, drawing, estimates, bid documents etc for 20 ULBs including Municipal Corporation, Municipal Council and Nagar Parishad of Madhya Pradesh under Jal Jeevan Mission (Urban)



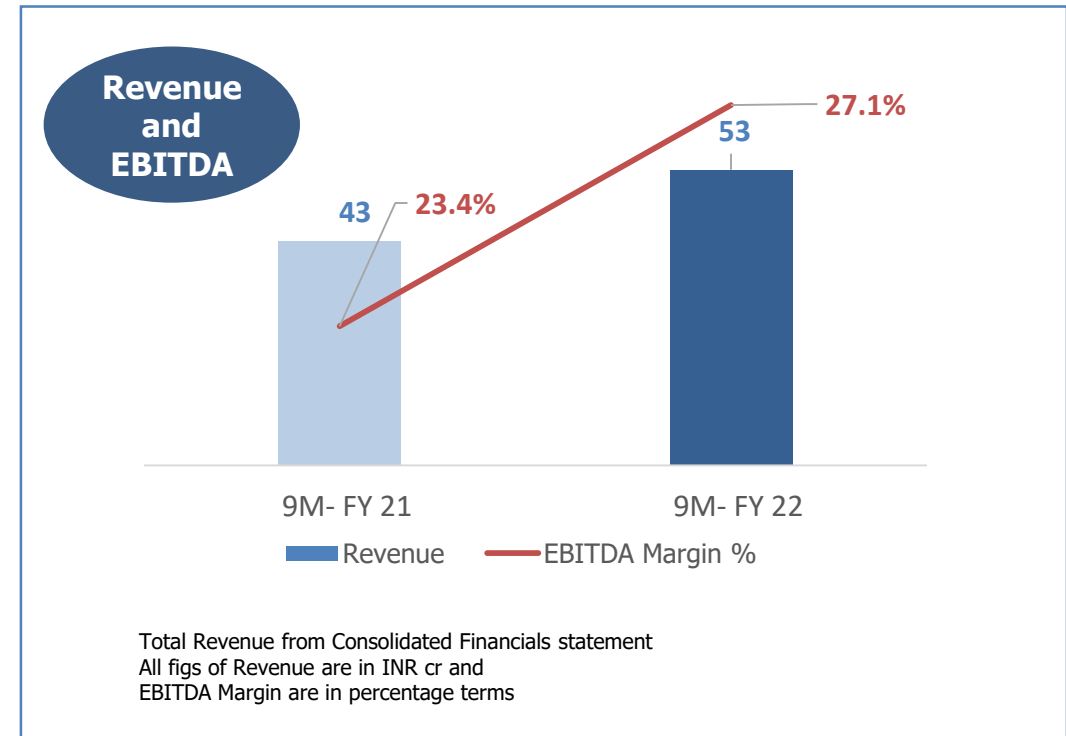
Financial performance -Revenue and Operating Margin

Q3 FY21 vis-a vis Q3 FY22



- The onset of third wave of Covid-19, slight delay in execution intensity had adversely impacted the quarter ended on Dec 21
- Tapering of certain project order have impacted Q3 FY 22.

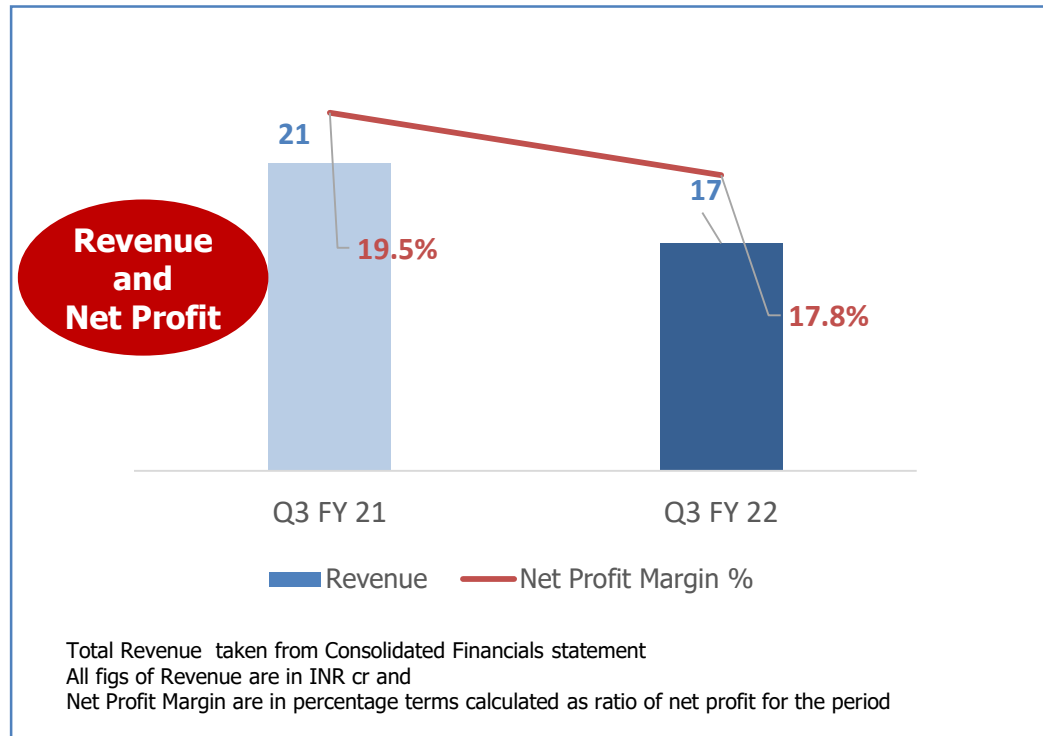
9M FY21 vis-a vis 9M FY22



- Company has order book of INR 408 cr
- Company revenue surge by ~24% in 9 months ended on Dec 21 (April 21-Dec 21) vis-a vis corresponding 9 months of last year Dec 20 (April 20-Dec 20)

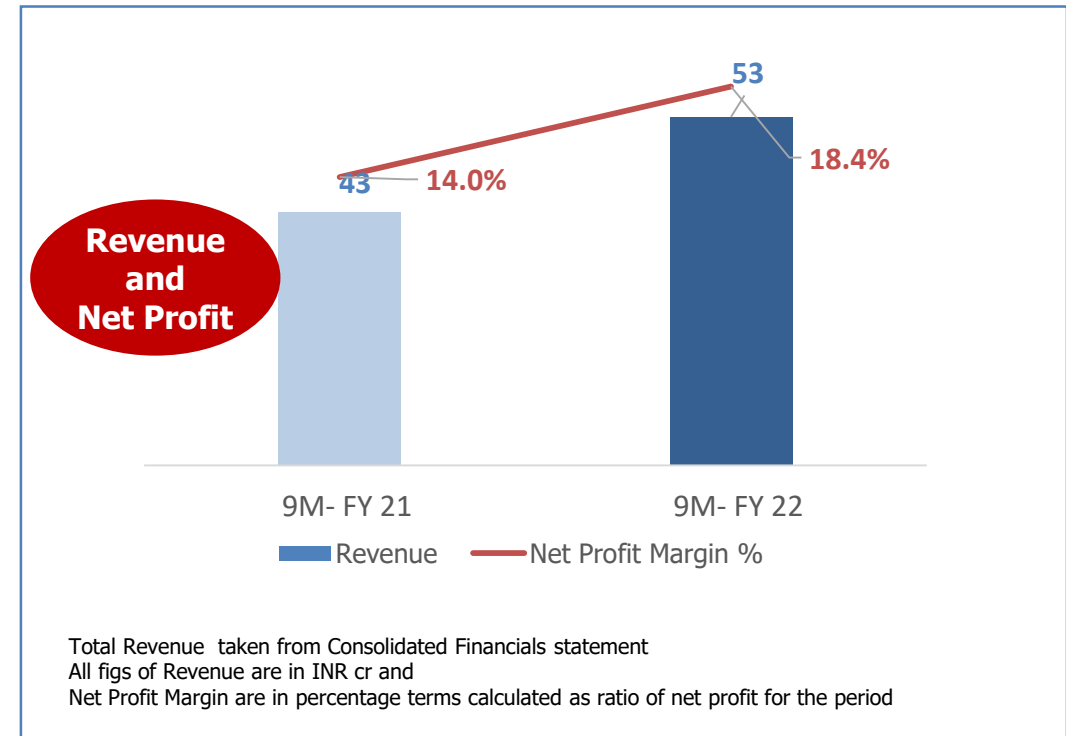
Financial performance -Revenue and Net Profit Margin

Q3 FY21 vis-a vis Q3 FY22



- Margin variance is an impact of disruption of Covid-19 third wave and tapering of certain project order

9M FY21 vis-a vis 9M FY22



- Company has a robust order book indicating to close the current financial year on strong note.
- Infrastructure sector' as sheet-anchor position for the country's overall macro-economic growth, not only in the coming year, but the years to come

Standalone Financial Highlights

Particulars (INR lacs)	Q3 FY22 (Unaudited)	Q3 FY21 (Unaudited)	Q2 FY22 (Unaudited)	9M- FY 22 (Unaudited)	9M- FY 21 (Unaudited)
Revenue from Operations	1,561	1,952	1,941	4,969	4,008
Other Income	100	23	47	163	93
Total Income	1,661	1,974	1,988	5,131	4,101
Employee Cost	411	386	365	1,150	1,087
Direct Operating Cost and other expenses	787	975	1,224	2,711	2,055
Total Expenditure	1,198	1,362	1,589	3,861	3,141
EBITDA	464	613	399	1,271	960
EBITDA Margin%	27.9%	31.0%	20.1%	24.8%	23.4%
Depreciation	16	29	36	90	86
Finance Cost	14	8	11	33	20
Exceptional Item	-	-	-	-	-
Profit Before Tax	434	575	352	1,148	854
Tax	121	154	100	318	234
Profit After Tax (PAT)	313	421	252	830	620
PAT Margin	18.8%	21.3%	12.7%	16.2%	15.1%
Other Comprehensive Income	6	2	8	18	5
Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)	319	423	260	848	625

Consolidated Financial Highlights

Particulars (INR lacs)	Q3 FY22 (Unaudited)	Q3 FY21 (Unaudited)	Q2 FY22 (Unaudited)	9M- FY 22 (Unaudited)	9M- FY 21 (Unaudited)
Revenue from Operations	1,672	2,113	2,011	5,213	4,204
Other Income	33	17	52	102	74
Total Income	1,705	2,130	2,063	5,314	4,278
Employee Cost	416	443	428	1,264	1,217
Direct Operating Cost and other expenses	836	1,047	1,065	2,609	2,061
Total Expenditure	1,252	1,490	1,493	3,872	3,278
EBITDA	454	640	569	1,442	1,000
EBITDA Margin%	26.6%	30.0%	27.6%	27.1%	23.4%
Depreciation	18	34	37	95	101
Finance cost	13	33	11	34	45
Exceptional Item	-	-	-	-	-
Profit Before Tax	422	573	522	1,313	853
Tax	118	157	101	319	237
Profit for the period	304	415	420	994	616
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-	-	-14	-16
Net Profit for the period	304	415	420	980	600
Net Profit Margin% for the period	17.8%	19.5%	20.4%	18.4%	14.0%
Other Comprehensive Income	8	1	48	61	5
Total comprehensive income (comprising profit after tax and other comprehensive income after tax for the period)	312	417	469	1,041	605

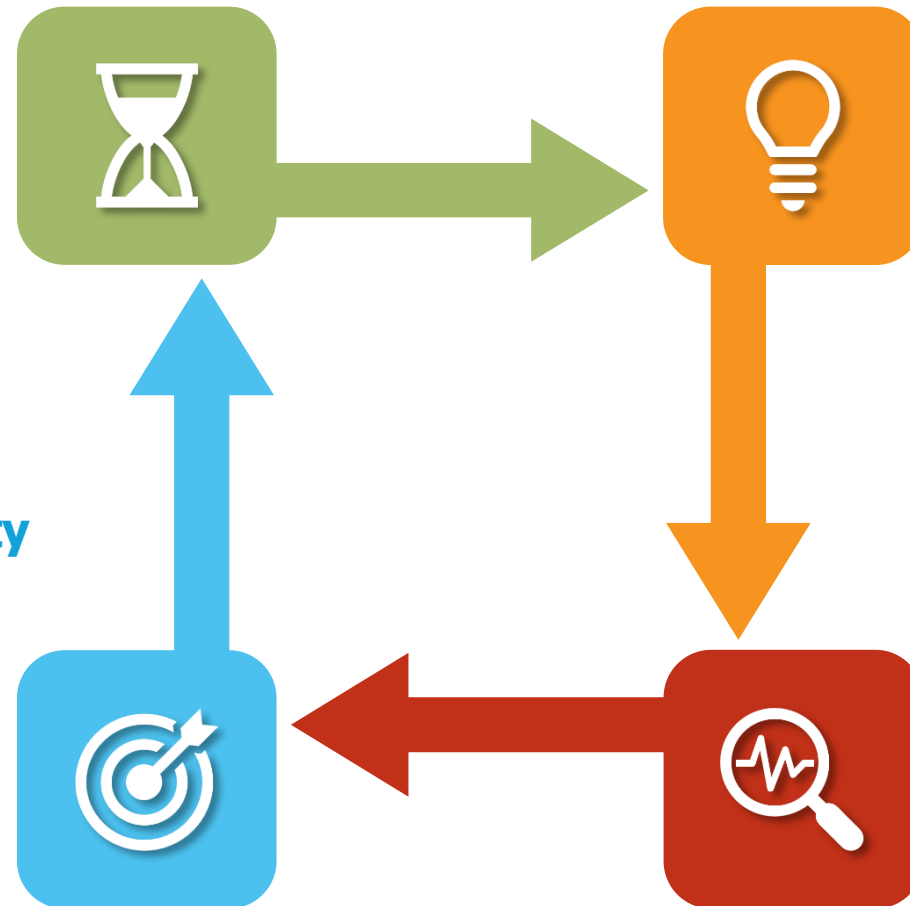
REPL Positioned itself in alignment with growing economy

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 which act as building block of sustained revenue growth prospects.



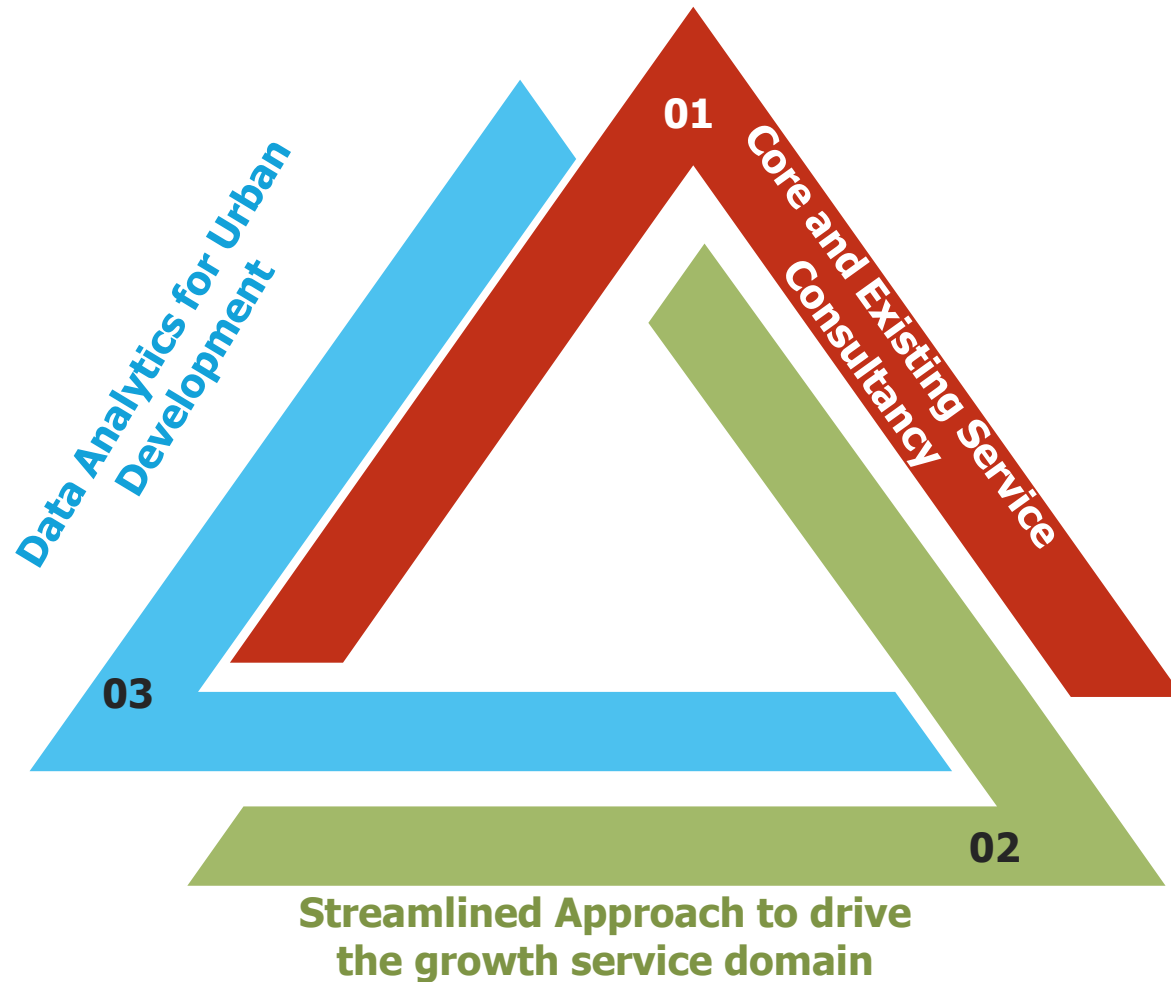
Enabling Technology

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

Geographical Presence

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

Business alignment for capturing larger wallet share of consultancy



01 Core and Existing Service Consultancy

- Company is expanding core and existing service year on year by adding new projects and new clients to its credentials
- In Current quarters, the company will be providing PMC on more than 25 Real Estate projects (UNITECH, Jaypee Greens etc.) for completion of stuck-up construction works.

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 within the organization

03 Data Analytics for Urban Development

- As long term parallel revenue generating stream, the company is investing in development of data-analytics tool that will provide solutions to urban development, real estate and construction sectors.

For Further Information, Please Contact

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THANK YOU

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