

Date : 25/05/2022

The Manager (Listing Department)
National Stock Exchange of India
Bandra-Kurla Complex
Bandra (East)
Mumbai-400015

Company Name: Rudrabhishek Enterprises Limited; Symbol: REPL

Subject: Investor update

Dear sir/Madam,

Please find enclosed investor presentation of financial results for Q4/12months FY 2022.

This is for your information and records.

Thanking You

Yours Faithfully,

For Rudrabhishek Enterprises Limited

VIKAS GUPTA
VIKAS GUPTA
COMPANY SECRETARY & COMPLIANCE MANGER

Digitally signed by VIKAS GUPTA
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Key Highlights For Investors Q4/12M FY 22

Integrated Urban Development and
Infrastructure Consultants

Disclaimer

- 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.

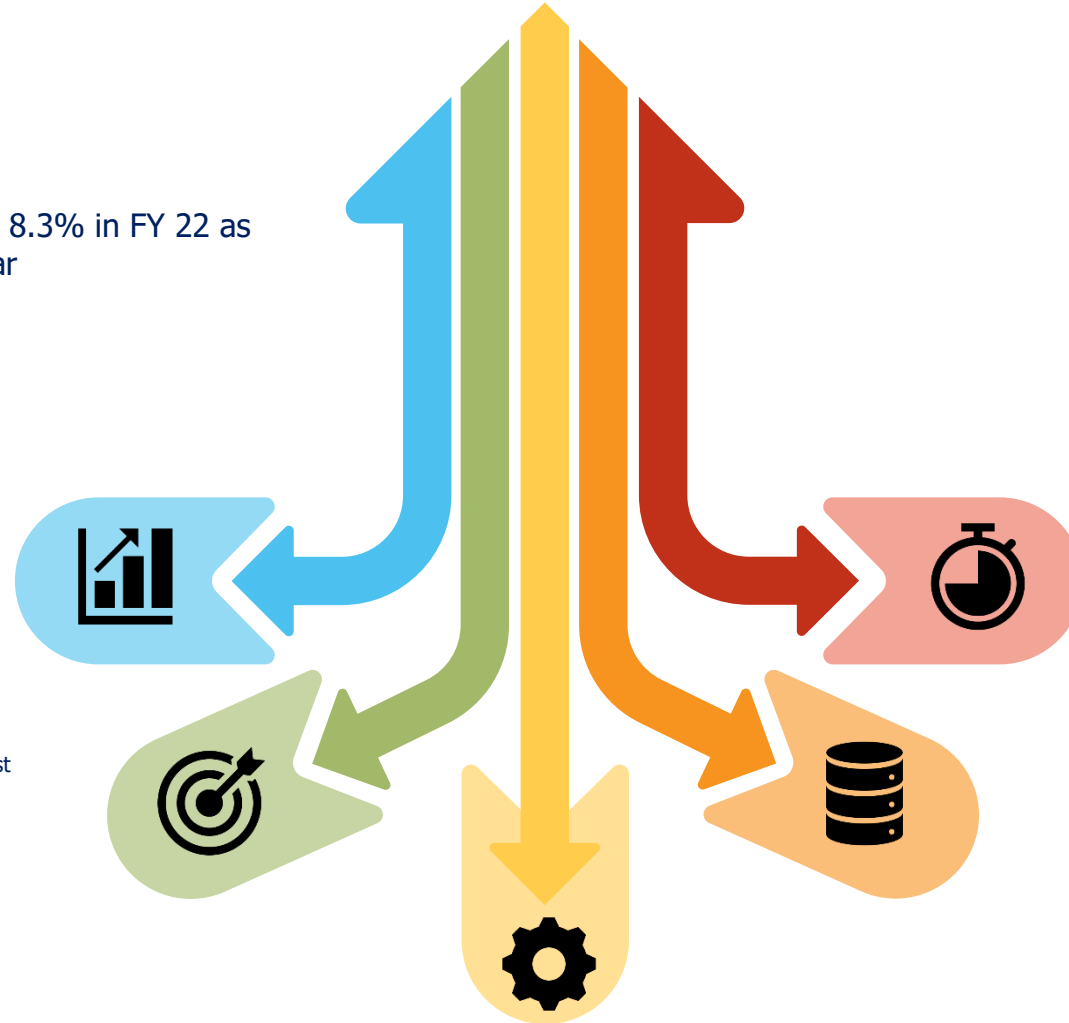
Consistent Performer in a Volatile Environment

Sustained Growth and Profitability

- The topline has been increased by 8.3% in FY 22 as compared to previous financial year

Strong Balance Sheet

- Reserves (Other Equity) as on 31st March 2022 is INR 75.38 crore which is consistently growing



Order Book

- Order Book as on date : INR 401 crs
- Diversified and robust order book with multi-year revenue visibility

Revenue/Total Income

- The Total Income for FY 22 is INR 80.42 crore as compared to INR 74.28 crore in FY 21

Margins %

- The company has written off the long standing doubtful debts as a matter of cleaning up exercise undertaken which resulted in a considerable shrinkage in EBITDA margins during the period.

Robust Order book (1/3)

Infrastructure

- DPR for Water Supply and Sewerage Schemes
 - 20 ULB's in M.P. under AMRUT 2.0,
 - 5 Towns of Uttarakhand ; Sewerage System & Waste Water Management for Mandsaur City, MP
- TPI/PMC
 - Water supply scheme in 17 districts of Chhattisgarh
 - Madia & Madikheda multi-village water supply schemes of MP Jal Nigam

GIS & Urban Planning

- Vetting of GIS Base Maps, Jammu
 - Vetting of draft based maps and attribute data collection for Jammu under AMRUT. The work includes accurate common digital geo-referenced base maps and land use maps using GIS. Project will enable authorities to make more informed strategic decisions.
- GIS 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

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. In post construction phase, activities include completion of design & drawing, monitoring, execution, quality & material checking, billing, MIS etc. Total 3200+ units

PMAY-Urban Affordable Housing

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

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

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.

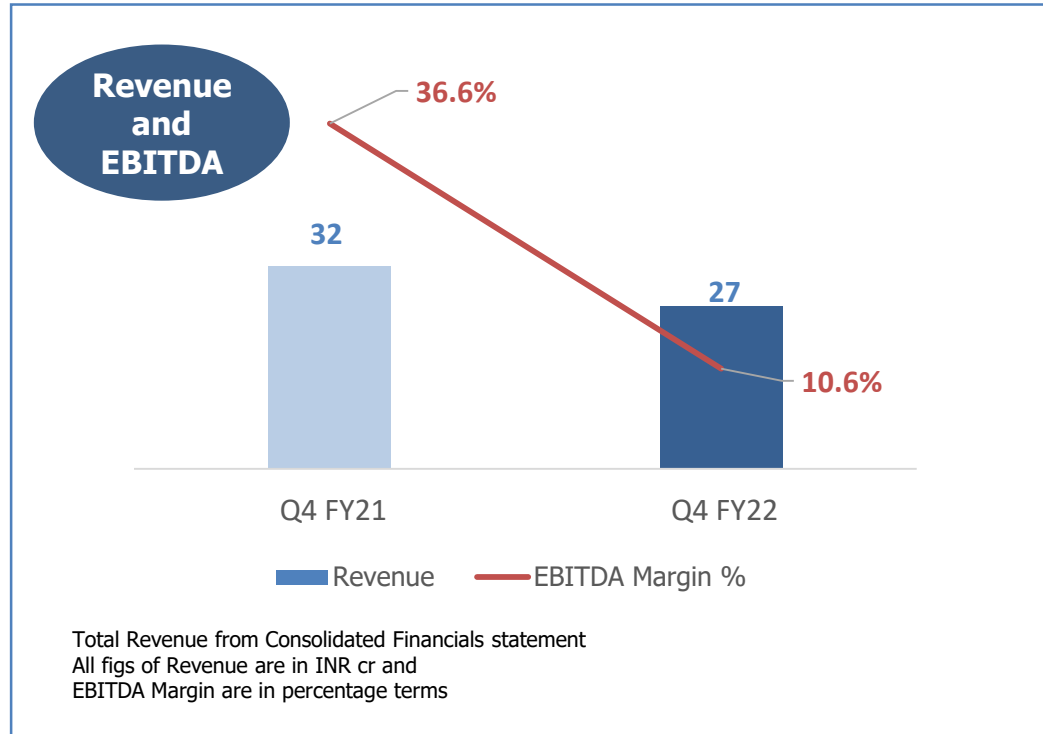
Building Design

- Medical College at Madanapalle, A.P.
 - It is a 500 bedded hospital spread across 75 acres in Chittoor, A.P. facilities like hostel, residential & guest house are part of the project



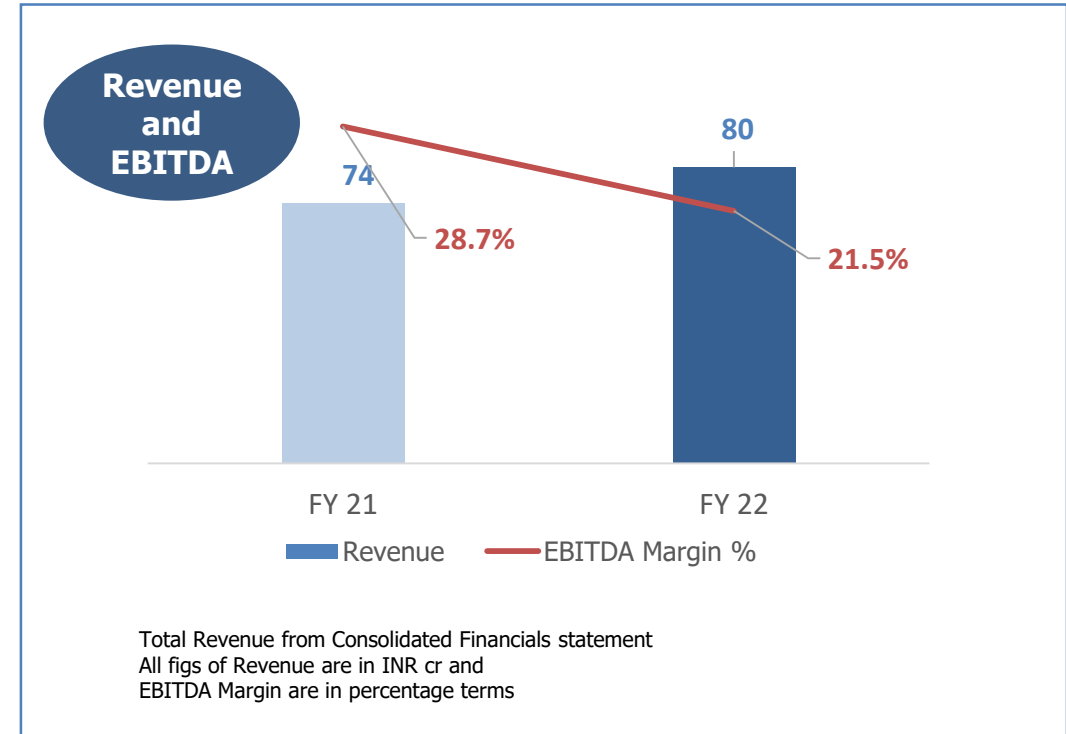
Financial performance -Revenue and Operating Margin

Q4 FY21 vis-a vis Q4 FY22



- The revenue in Q4 FY 22 was largely got impacted by the steep increase in prices of commodities mainly – cement and steel, certain major contracts were halted by the contractors.
- The PMC activities, being the integral part of the project also could not be driven resulting in the loss of revenue coupled with the drop in margins during this period

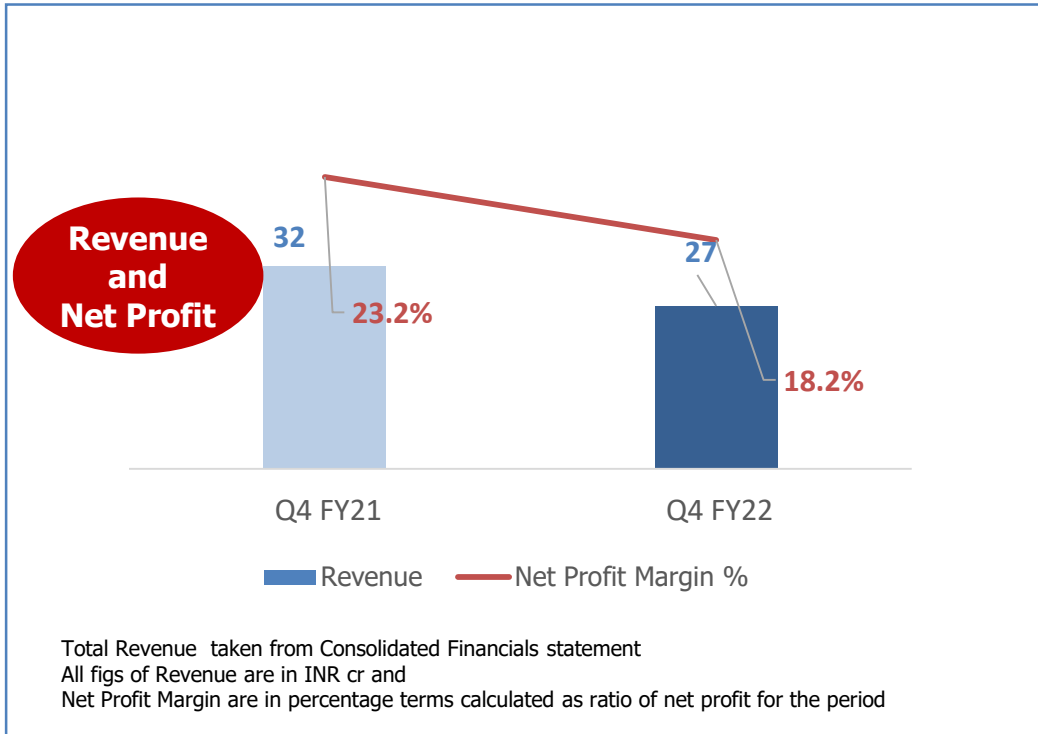
12M FY21 vis-a vis 12M FY22



- Despite the increase in revenue during the FY 22 there is drop in operating margins mainly on account of i) the fact of contracts halted , as explained and ii) bad debts written off

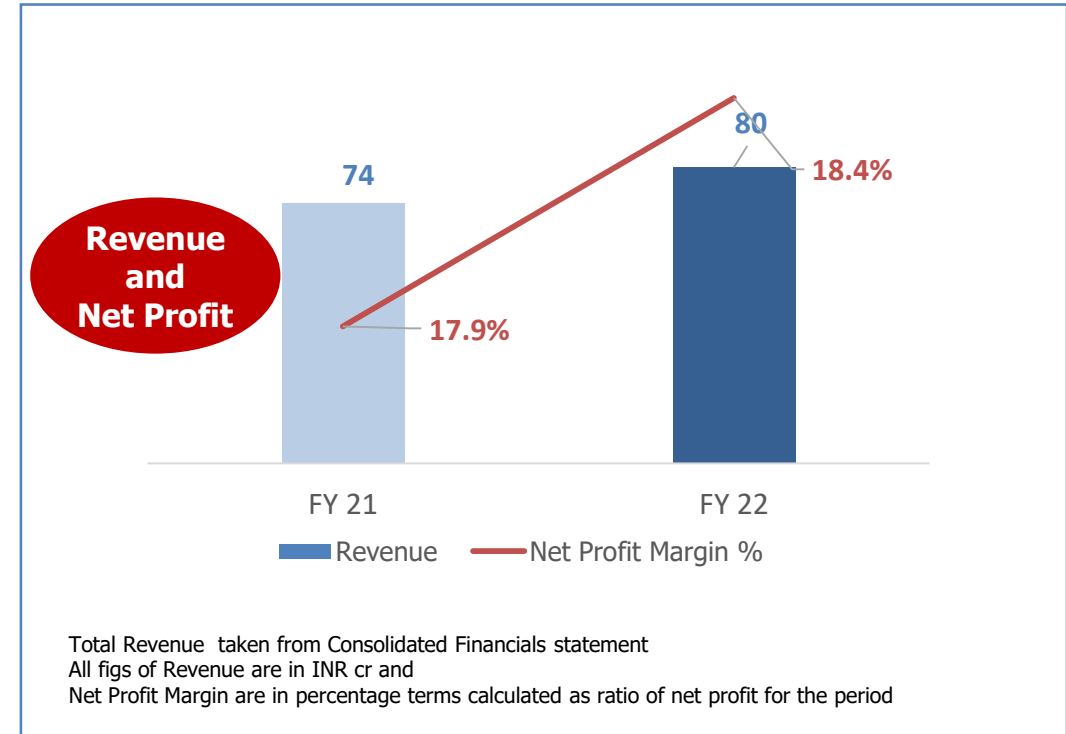
Financial performance -Revenue and Net Profit Margin

Q4 FY21 vis-a vis Q4 FY22



- Quarter on Quarter increase or decrease in revenue depends on various factors largely seasonal in nature apart from certain external and economic factors as explained in previous slide.

12M FY21 vis-a vis 12M FY22



- Company has a robust order book indicating to close the current financial year on a positive note in sync with consistent growth trajectory.

Standalone Financial Highlights

Particulars (INR lacs)	Q4 FY22	Q4 FY21	Q3 FY22	FY 22	FY 21
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
Revenue from Operations	2,326	3,006	1,561	7,294	7,015
Other Income	208	7	100	371	99
Total Income	2,534	3,013	1,661	7,665	7,114
Employee Cost	431	399	411	1,581	1,486
Direct Operating Cost and other expenses	1,918	1,491	787	4,629	3,545
Total Expenditure	2,349	1,890	1,198	6,210	5,031
EBITDA	185	1,123	464	1,455	2,083
EBITDA Margin%	7.3%	37.3%	27.9%	19.0%	29.3%
Depreciation	41	98	16	130	184
Finance Cost	17	8	14	50	28
Exceptional Item	-	-	-	-	-
Profit Before Tax	127	1,017	434	1,275	1,871
Tax	-299	261	121	19	495
Profit After Tax (PAT)	427	755	313	1,257	1,376
PAT Margin	16.8%	25.1%	18.8%	16.4%	19.3%

Consolidated Financial Highlights

Particulars (INR lacs)	Q4 FY22	Q4 FY21	Q3 FY22	FY 22	FY 21
	(Audited)	(Unaudited)	(Audited)	(Audited)	(Audited)
Revenue from Operations	2,455	3,145	1,672	7,668	7,348
Other Income	272	5	33	374	80
Total Income	2,727	3,150	1,705	8,042	7,428
Employee Cost	554	447	416	1,818	1,664
Direct Operating Cost and other expenses	1,885	1,550	836	4,494	3,635
Total Expenditure	2,439	1,997	1,252	6,312	5,299
EBITDA	288	1,154	454	1,730	2,129
EBITDA Margin%	10.6%	36.6%	26.6%	21.5%	28.7%
Depreciation	45	107	18	140	208
Finance cost	17	14	13	52	35
Exceptional Item	-	-	-	-	-
Profit Before Tax	226	1,033	422	1,539	1,886
Tax	-270	271	118	49	508
Profit for the period	496	762	304	1,490	1,378
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-	-32	-	-14	-48
Net Profit for the period	496	730	304	1,476	1,330
Net Profit Margin% for the period	18.2%	23.2%	17.8%	18.4%	17.9%

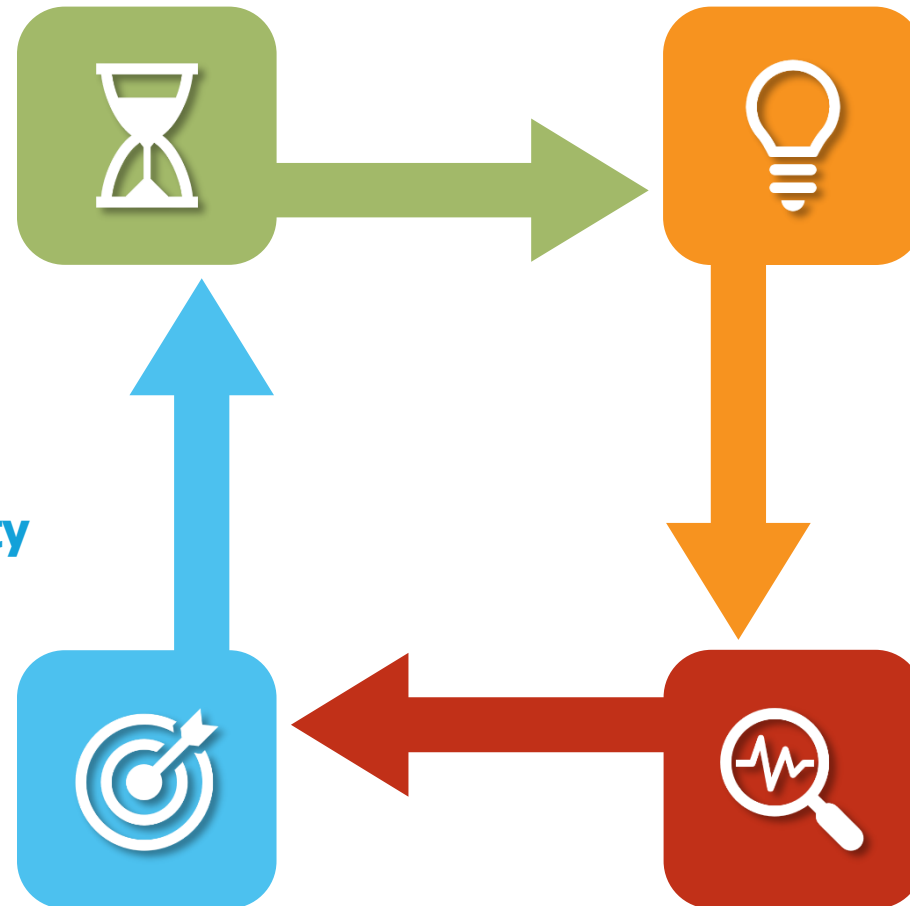
REPL Positioned itself in alignment with growing economy

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.



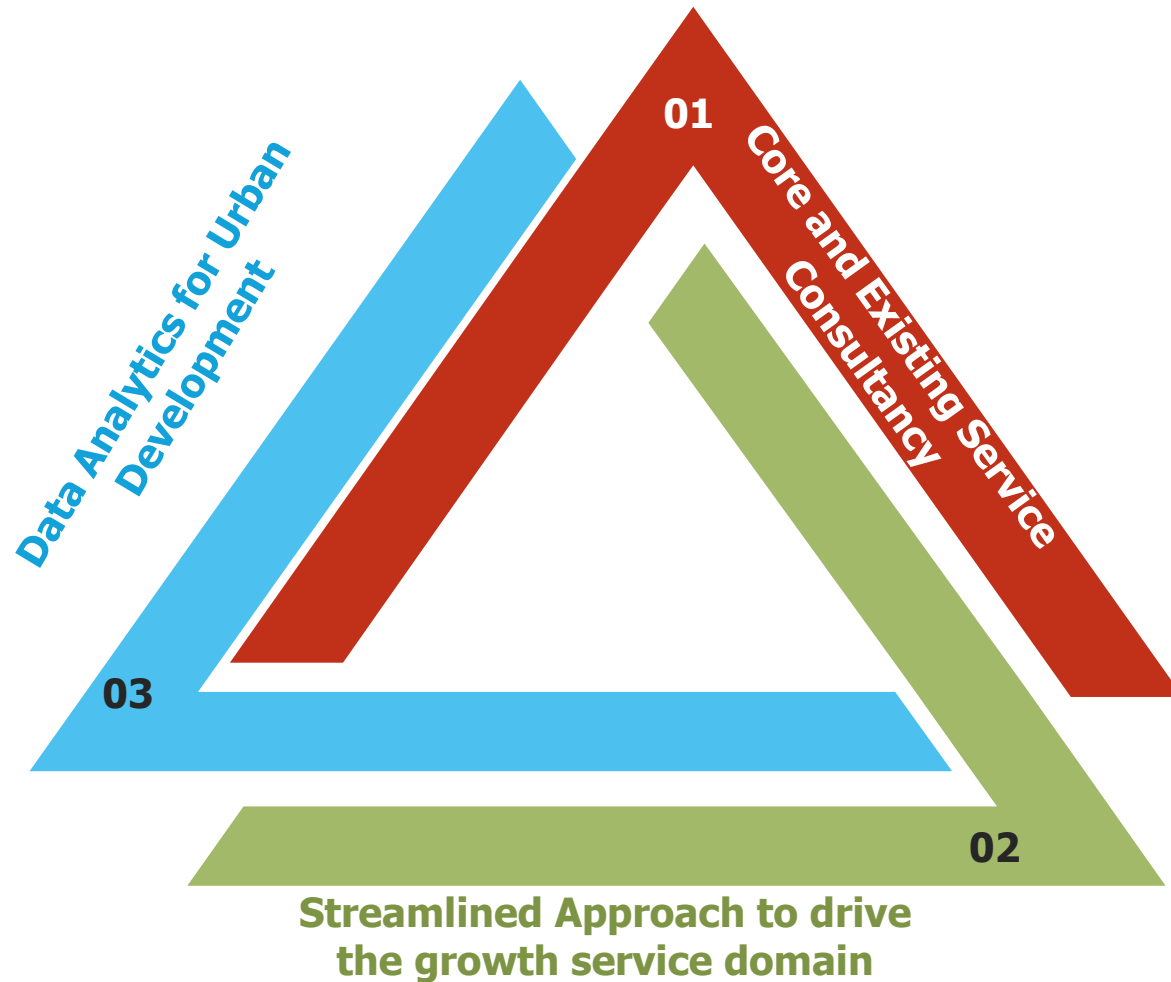
Enabling Technology

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

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

- 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 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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