

Date: 29/06/2021

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,

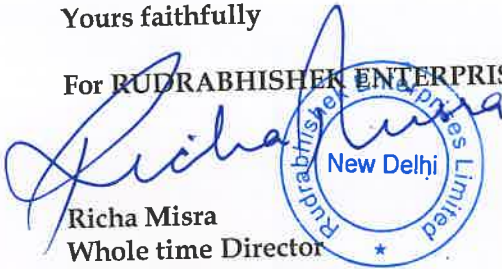
Please find enclosed investor presentation of financial results for the quarter and year ended on 31<sup>st</sup> March 2021

This is for your information & records.

Thanking you

Yours faithfully

For RUDRABHISHEK ENTERPRISES LIMITED

  
Richa Misra  
Whole time Director  
DIN: 00405282



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820, Antriksh Bhawan, 22, K.G. Marg,  
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# Investor's Highlights Q4 and FY21

Integrated Urban Development and  
Infrastructure Consultants

# Safe Harbour

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# Building on the Evolving curve of Q4 and FY21

## 01 Strong Order Inflow

- Awarded with many prestigious projects of large scale in various service domain as Highways, Metro Rails & Medical Colleges
- GIS Based on urban planning projects and ICT Solutions on our large scale projects
- Water Supply and Sewerage System Design

## 03 Sustainable Profitability

- Strong Combination of People, Process and Technology with strong order pipeline leads to significant improvement on operational efficiency, accelerating project completion which thereby leads to better profitability

## 05 EPS

- The company reported Earning Per Share (EPS) of Rs 7.72 in FY 2020-21.

## 02 Operating Profit Margin

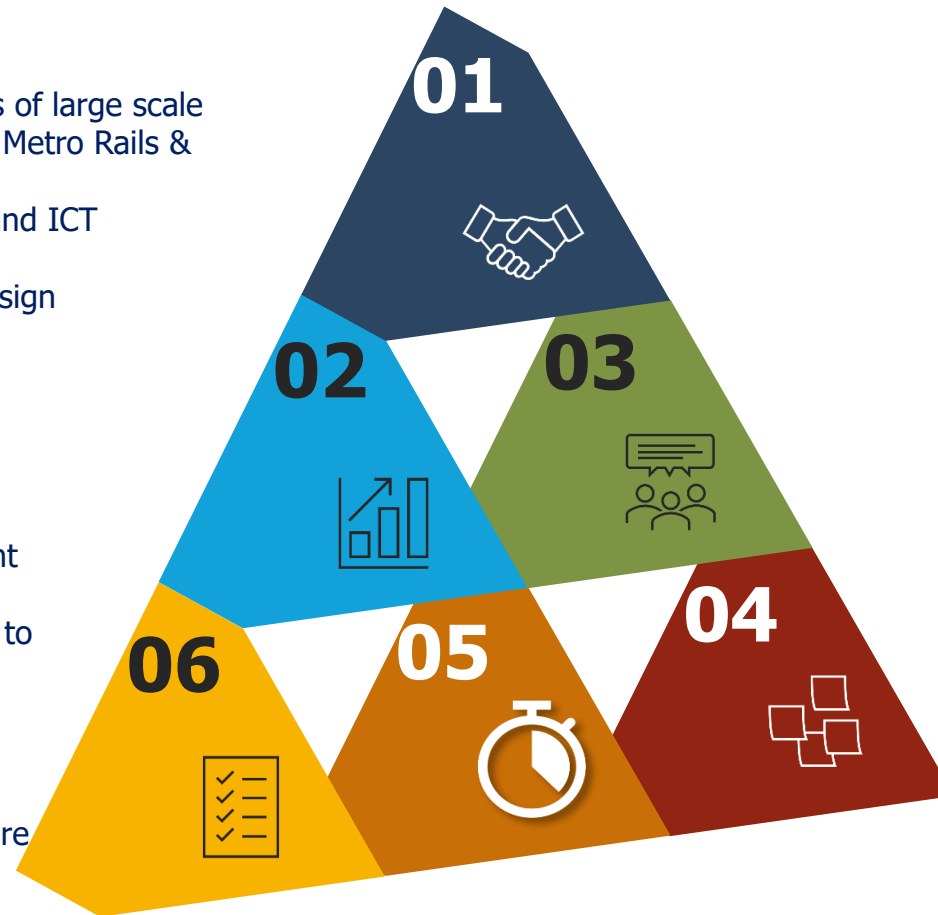
- Strong capabilities of executing the project with better operational efficiency enabled to achieve consolidated operating profit of INR 20.49 cr with 28% operating profit margin in FY 2020-21

## 04 Financial Position

- Company is virtually net debt free and has been focusing to remain debt free

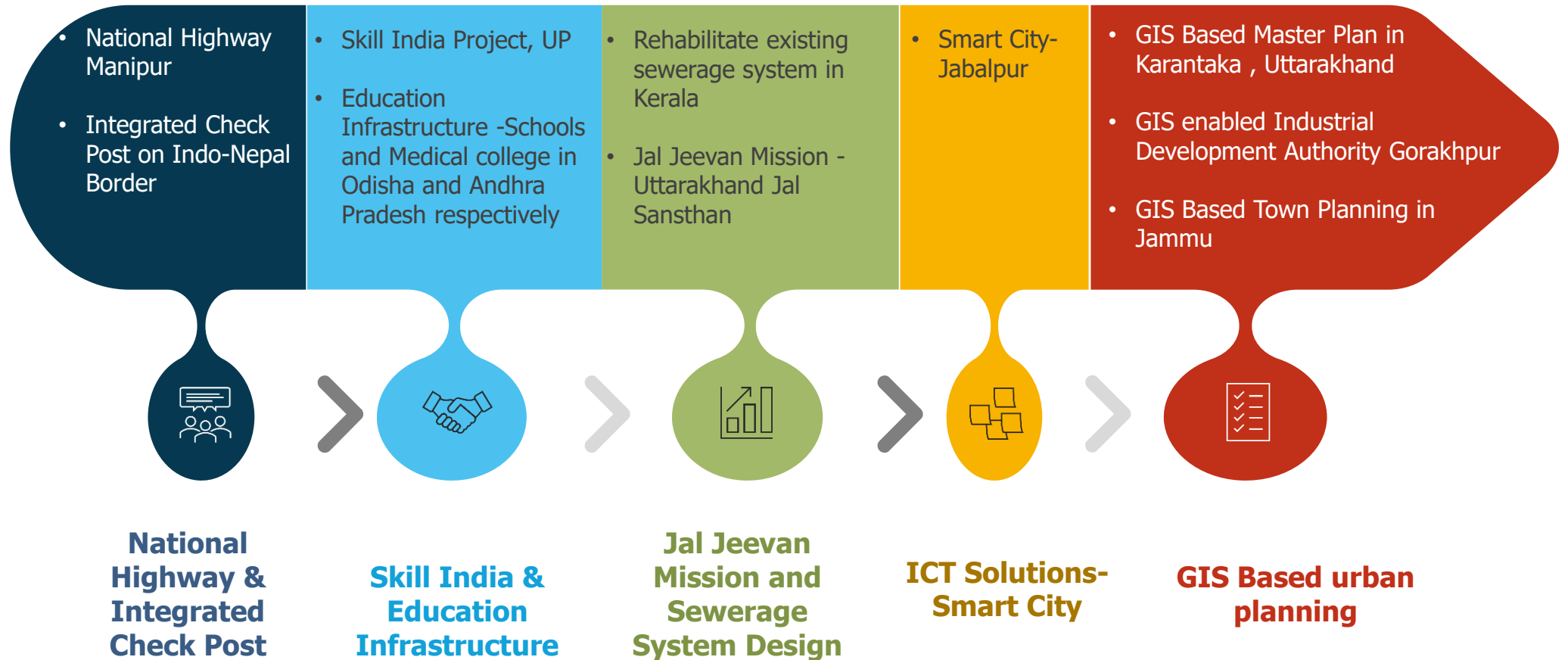
## 06 Market Cap

- Continuously able to maximize the value of our investors, which is also reflecting in the increasing market cap that has crossed INR 400 crores+ recently



# Strong Order Awarded in FY 21

## Building Blocks of Strong Order Book



# Standalone Financial Highlights

Particulars (INR lacs)	Q4 FY21	Q4 FY20	FY 21	FY 20
<b>Revenue from Operations</b>	<b>3,006</b>	<b>2,848</b>	<b>7,015</b>	<b>7,613</b>
Employee Cost	399	449	1,486	1,745
Direct Operating Cost and other expenses	1,491	1,597	3,545	4,230
Total Expenditure	<b>1,890</b>	<b>2,045</b>	<b>5,031</b>	<b>5,975</b>
<b>EBITDA</b>	<b>1,116</b>	<b>802</b>	<b>1,983</b>	<b>1,638</b>
<b>EBITDA Margin%</b>	<b>37.1%</b>	<b>28.2%</b>	<b>28.3%</b>	<b>21.5%</b>
Other Income	7	16	99	70
Depreciation	98	34	184	121
Finance Cost	8	7	28	29
Exceptional Item	-	-	-	380
<b>Profit Before Tax</b>	<b>1,017</b>	<b>777</b>	<b>1,871</b>	<b>1,938</b>
Tax	261	265	495	563
<b>Profit After Tax (PAT)</b>	<b>755</b>	<b>512</b>	<b>1,376</b>	<b>1,375</b>
<b>PAT Margin</b>	<b>25.1%</b>	<b>17.9%</b>	<b>19.3%</b>	<b>17.9%</b>
<b>Basic EPS (Rs.)</b>	<b>4.36</b>	<b>2.95</b>	<b>7.93</b>	<b>7.93</b>

The Company is required to prepare its Standalone & Consolidated Financial Statements under Indian Accounting Standards prescribed u/s 133 of the Companies Act, 2013

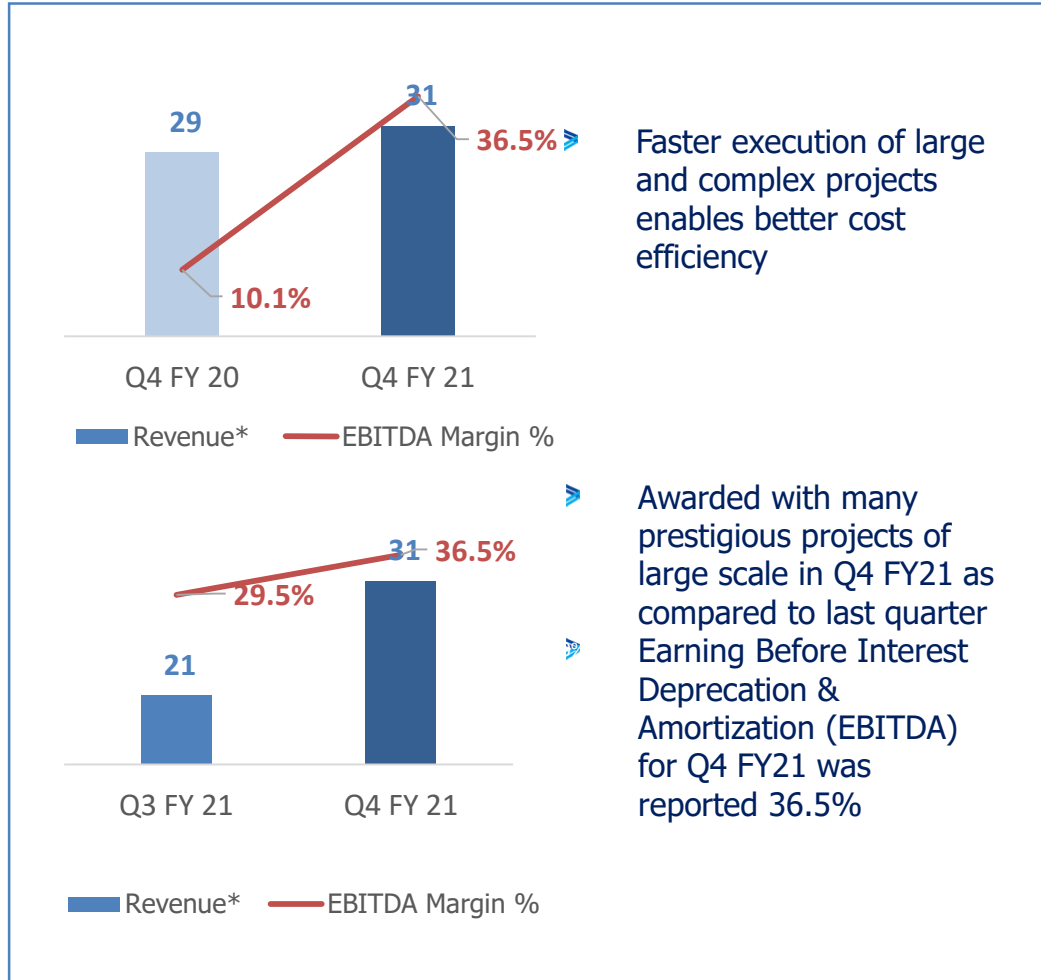
# Consolidated Financial Highlights

Particulars (INR lacs)	Q4 FY21	Q4 FY20	FY 21	FY 20
<b>Revenue from Operations</b>	<b>3,145</b>	<b>2,932</b>	<b>7,348</b>	<b>7,884</b>
Employee Cost	447	372	1,664	1,993
Direct Operating Cost and other expenses	1,550	2,263	3,635	4,976
Total Expenditure	<b>1,997</b>	<b>2,635</b>	<b>5,299</b>	<b>6,969</b>
<b>EBITDA</b>	<b>1,148</b>	<b>297</b>	<b>2,049</b>	<b>915</b>
<b><i>EBITDA Margin%</i></b>	<b><i>36.5%</i></b>	<b><i>10.1%</i></b>	<b><i>27.9%</i></b>	<b><i>11.6%</i></b>
Other Income	5	22	80	58
Depreciation	107	116	208	137
Finance cost	14	3	35	35
Exceptional Item	-	-	-	380
<b>Profit Before Tax</b>	<b>1,033</b>	<b>200</b>	<b>1,886</b>	<b>1,180</b>
Tax	271	165	508	568
<b>Profit for the period</b>	<b>762</b>	<b>36</b>	<b>1,378</b>	<b>612</b>
Share of Profit/(Loss) of Associates of foreign subsidiary (Net)	-32	2	-48	10
Non Controlling Interest	10	-	10	36
<b>Net Profit/(Loss) attributable to Equity Shareholder</b>	<b>740</b>	<b>37</b>	<b>1,340</b>	<b>658</b>
<b><i>Net Profit/(Loss) Margin% attributable to Equity Shareholder</i></b>	<b><i>23.5%</i></b>	<b><i>1.3%</i></b>	<b><i>18.0%</i></b>	<b><i>8.3%</i></b>
<b>Basic EPS (Rs.)</b>	<b>4.26</b>	<b>0.21</b>	<b>7.72</b>	<b>3.79</b>

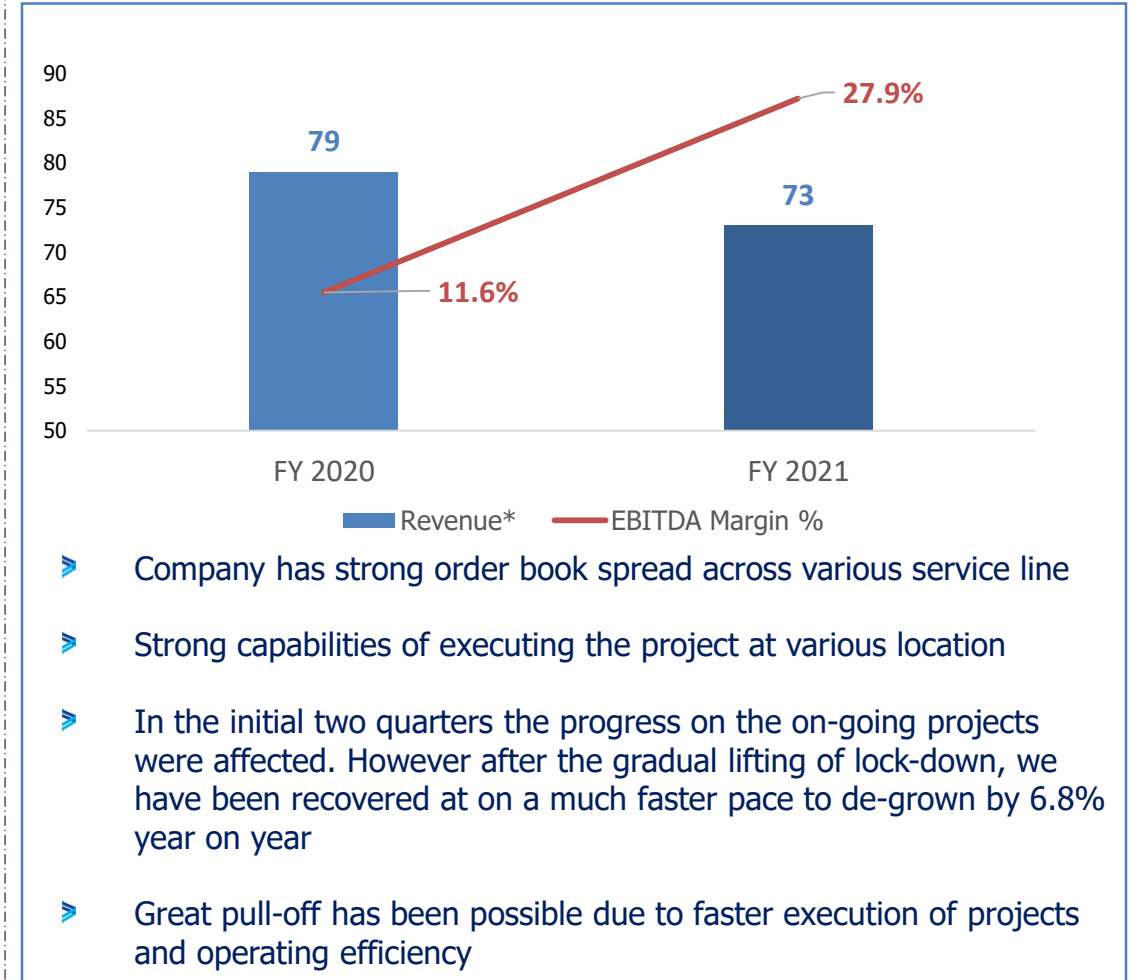
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# Strong Financial Track Record-Operating Margin

## Quarterly Highlights



## Yearly Highlights

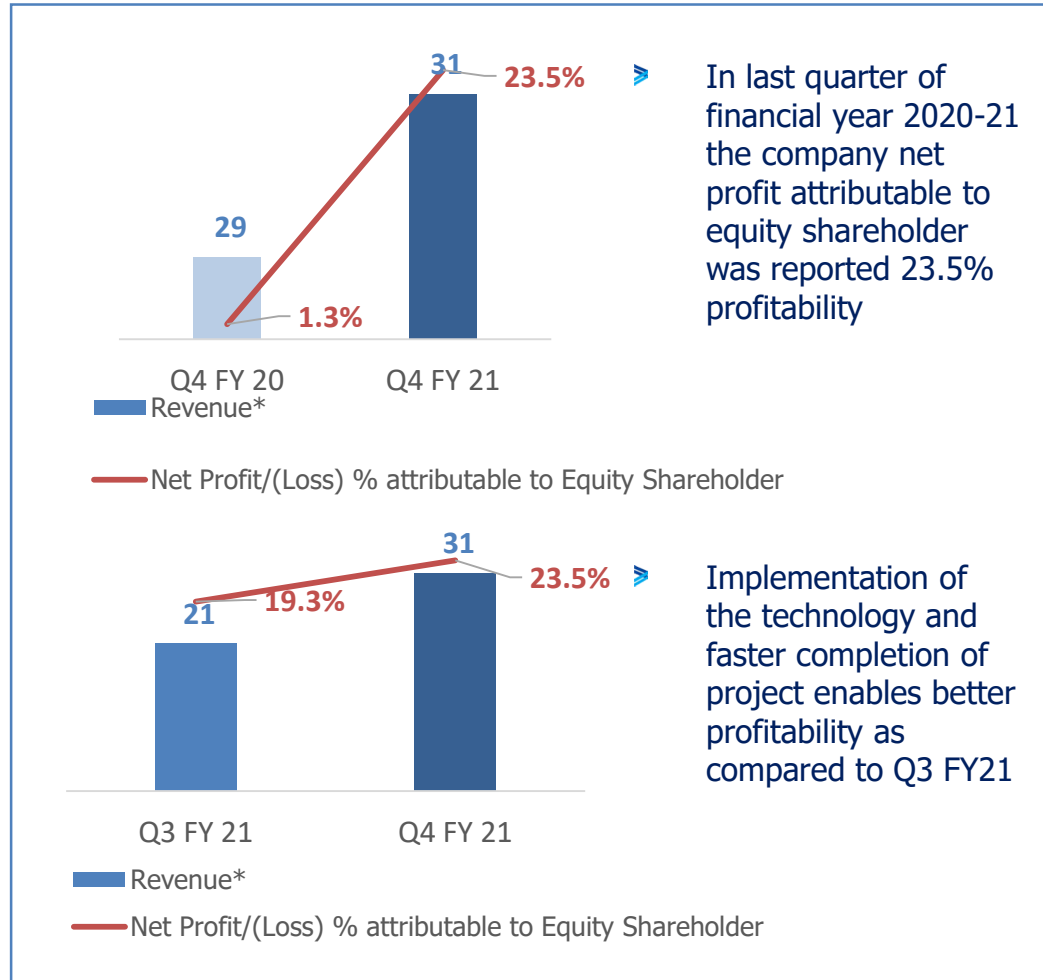


\*Revenue ;Revenue from Operation taken from Consolidated Financials statement  
 All figs of Revenue are in INR cr and EBITDA (Operating Profit) Margin are in percentage terms calculated on the basic of revenue from operations

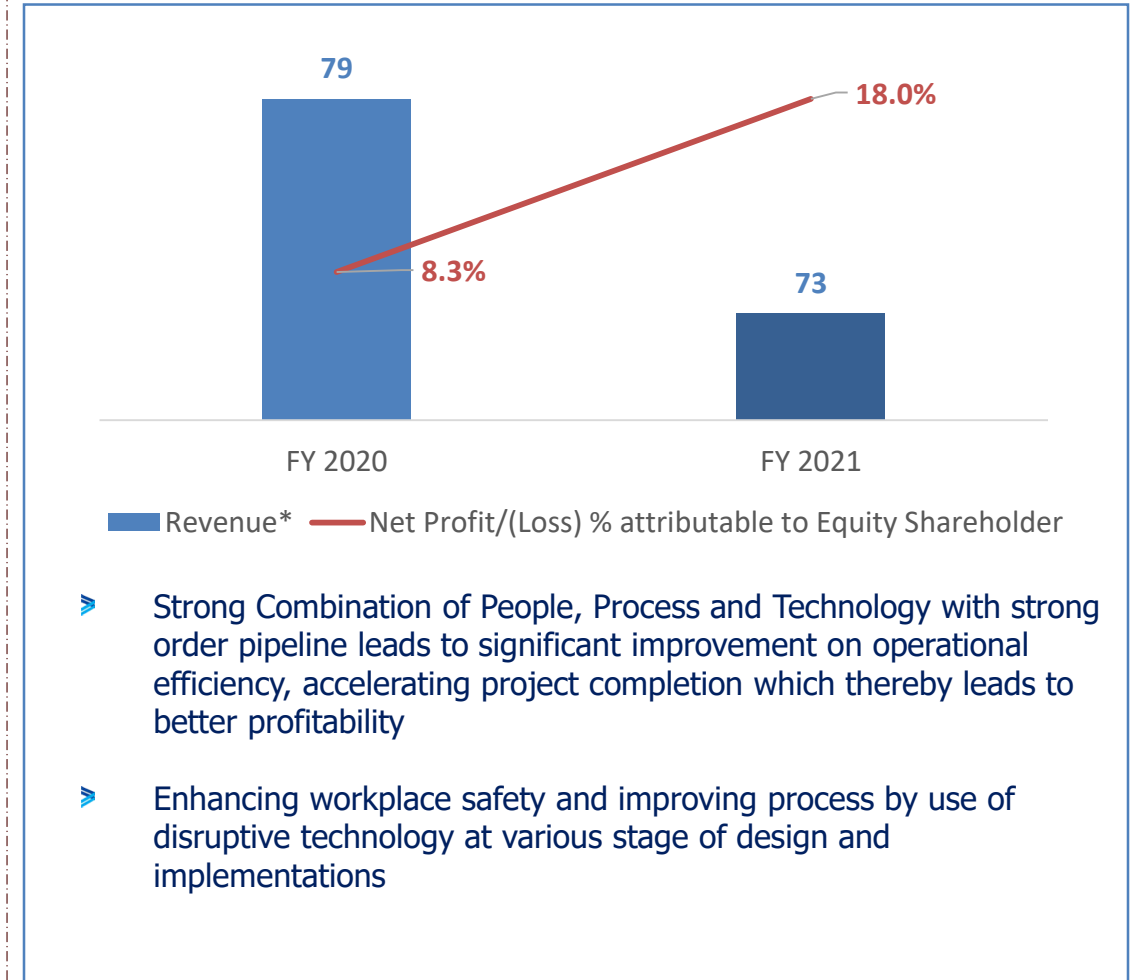


# Track record of Sustainable Profitability

## Quarterly Highlights



## Yearly Highlights

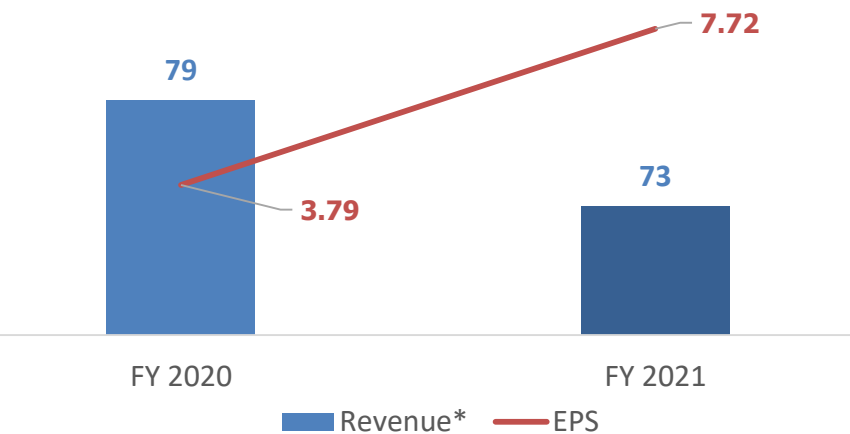


# Financial position, Shareholder value creation and Market Cap

## Prudent capital allocation

- Company has been performing decently well since recent past, In last 3 financial years company has increased its revenue from ₹53 cr in FY 2018-19 to ₹74 cr in FY 2020-21 and in the same period company net profit attributable to equity shareholders has increased from ₹8.18 cr to ₹13.40 cr.
- 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.

## Consistent Value creation



- The intrinsic growth prospect of REPL's business, as a result of which we have been able to provide growing trend in EPS as compared to last financial year
- REPL will again be geared-up for its robust growth curve in coming year.

## Increasing Market Cap

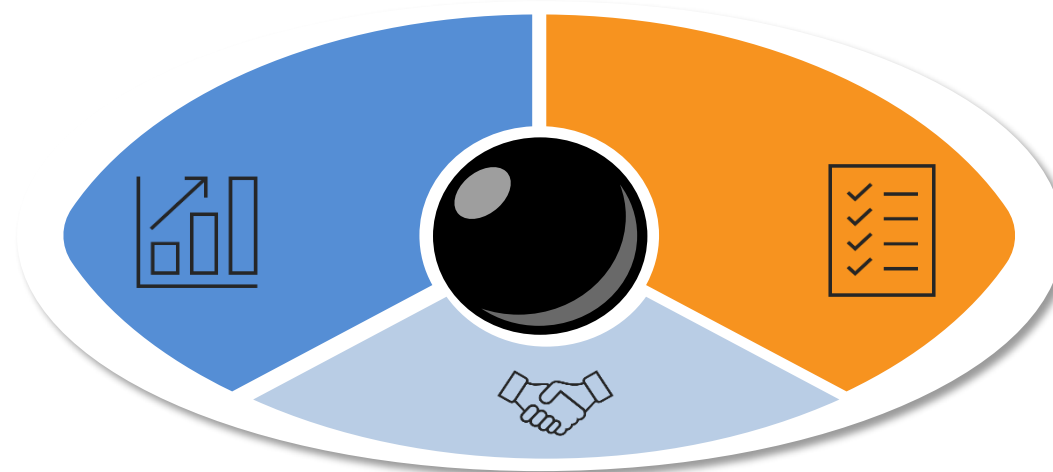
- In last financial year we are were listed at NSE main-board.
- We are one of its kind company at NSE
- Continuously able to maximize the value of our investors, which is also reflecting in the increasing market cap that has crossed INR 400 crores+ recently

\*Revenue ;Revenue from Operation taken from Consolidated Financials statement  
All figs of Revenue are in INR cr

# Large and Growing Industry Size

## National Infrastructure Pipeline

- According to National Infrastructure Pipeline (NIP), the overall project in FY 2020 for the infrastructure sector project under implementation has been INR 42.7 lakh cr to touch an INR 100 lakh cr in FY 2025
- Considering the consultancy service value which is generally - 3% of project value will translate overall market size of around INR 3 lakh cr in FY 2025 from present INR 1.28 lakh cr
- The industry overall CAGR would be +24%. Currently we are only a small fraction of the overall market size



## Affordable housing and Urbanization

- Center's assistance for this mission stands at Rs. 1.66 Lakh Crores
- As per the UN estimates, India was 34% urbanized in 2018, which will reach to 50% by 2046. This rapid urbanization is set to keep pushing the housing demands

## Bright Spot of Development

- Huge Demand of infrastructure and urban development consultant providing comprehensive end to end solutions in complex and large scale projects

# Government Policy and Focused Area

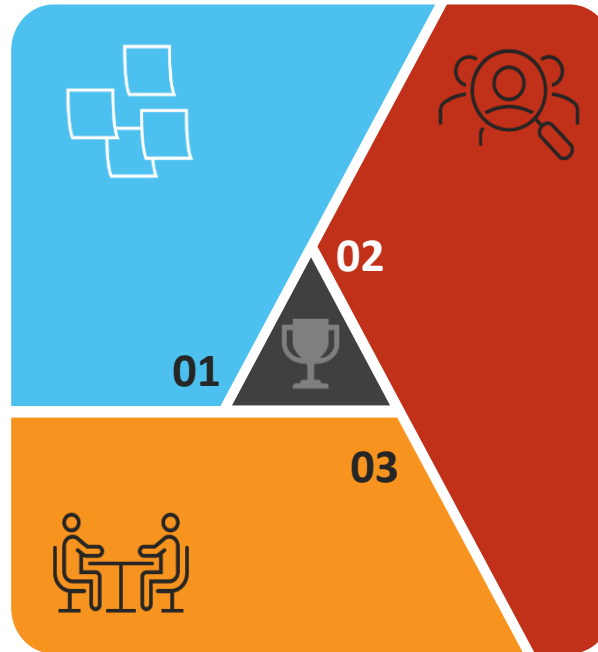
## 01 Indian Infrastructure Landscape

### Budgetary announcement for FY 2021-'22

Particulars (Lac Cr)	Budgeted
Railways	1.1
Roads & Highway	1.18
Water Supply & Sanitation	0.6

## 03 Structured Infrastructure Financing

- DFI (Development Financial Institution) is constituted with Rs. 20,000 Crores initial allocation
- NITI Aayog and Quality Council of India launched NPMPF (National Program and Project Management Policy Framework) to bring radical reforms in infrastructure development



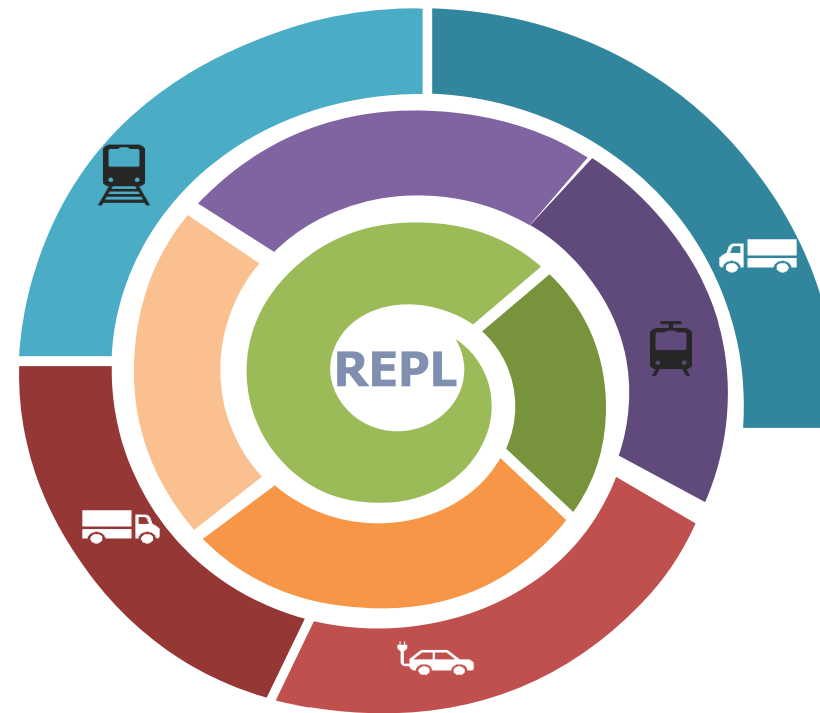
## 02 Urban Development & Housing

- The growth driver in housing sector shall remain the mega flagship program of PMAY (Pradhan Mantri Awas Yojna)
- Center's assistance for this mission stands at Rs. 1.66 Lakh Crores. As per the estimates of Finance Ministry, this will attract a massive investment to the tune of Rs. 6.42 Lakh Crores
- Government has extended tax holiday for 'affordable housing' by one more year. Many private builder are also shifting their focus to this segment in all major centers

# Overview of Diverse & Integrated Services (1/7)

## A Infrastructure

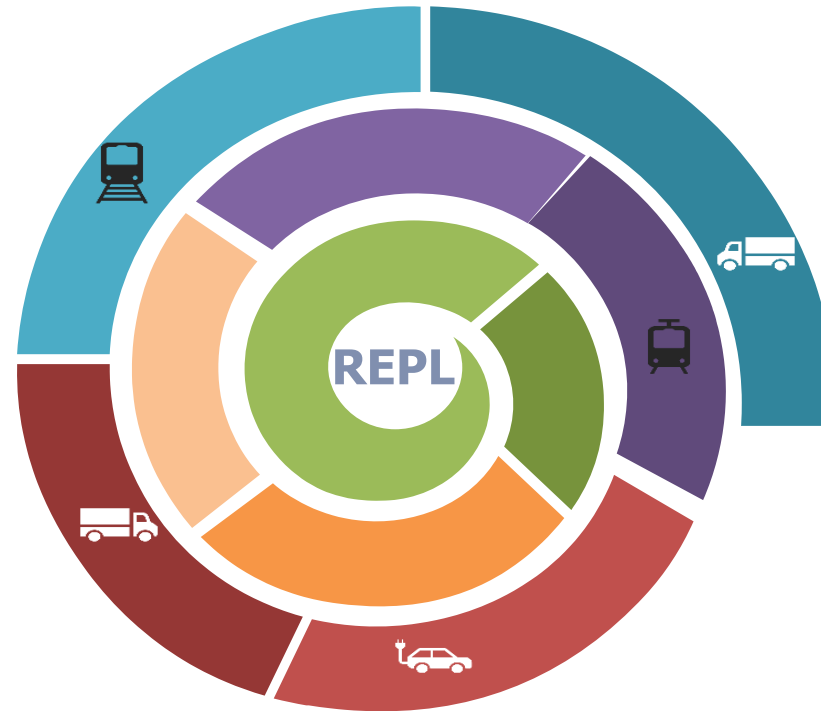
- Smart Cities: Ongoing PMC works in Smart Cities
- Varanasi, Indore, Dehradun, Kanpur, Moradabad, Itanagar & Jabalpur
- Metro Rail: Providing BIM based consultancy on Chennai Metro Phase II
- National Highways: Working on NH 31 & NH 102C, in Manipur
- Entering New Segments, including Tourism, Airports,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



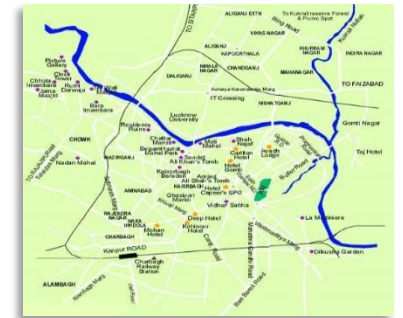
# Overview of Diverse & Integrated Services (2/7)

## **B** Infrastructure 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
- Rehabilitation of the Existing Sewerage System and Providing Sewerage/Septage Management System for Uncovered Areas



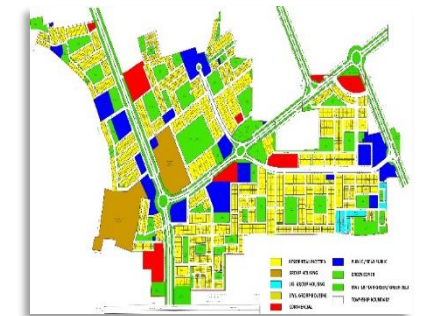
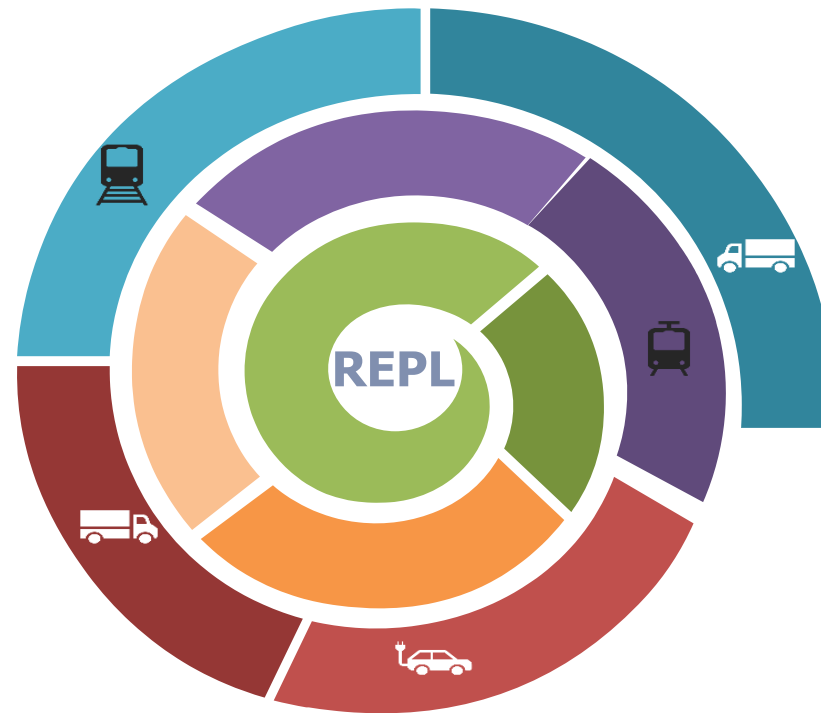
**Har Ghar Jal  
Jal Jeevan Mission**



# Overview of Diverse & Integrated Services (3/7)

## C Urban Planning

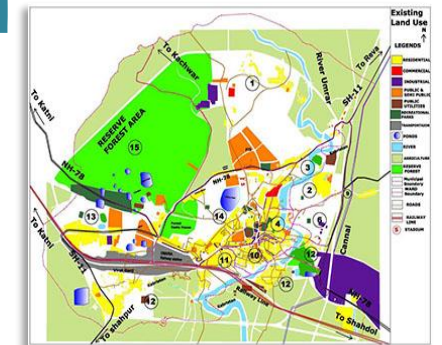
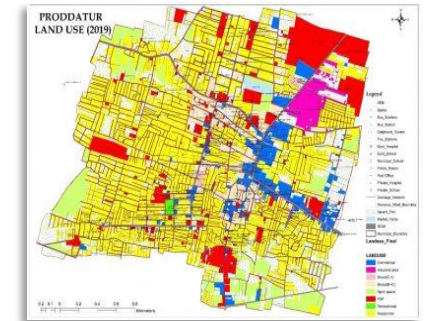
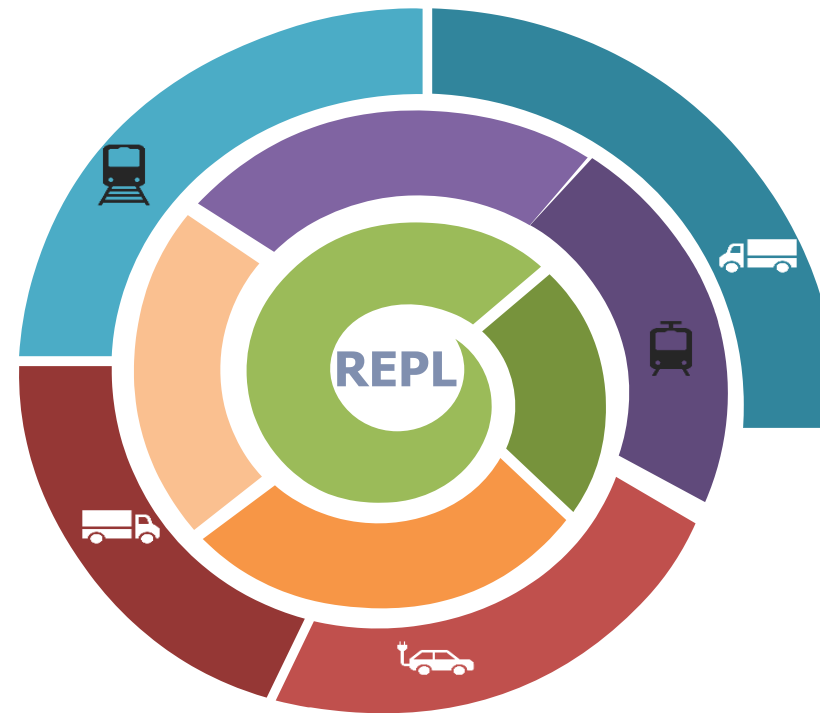
- Preparing Regional, Zonal & Redevelopment plans
- Industrial Area Development in various locations
- City Development & City Sanitation plans
- Street Vending Plans
- Feasibility studies for different projects
- OBPAS (Online Building Plan Approval Systems)



# Overview of Diverse & Integrated Services (4/7)

## D Geographical Information System

- 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 doing 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



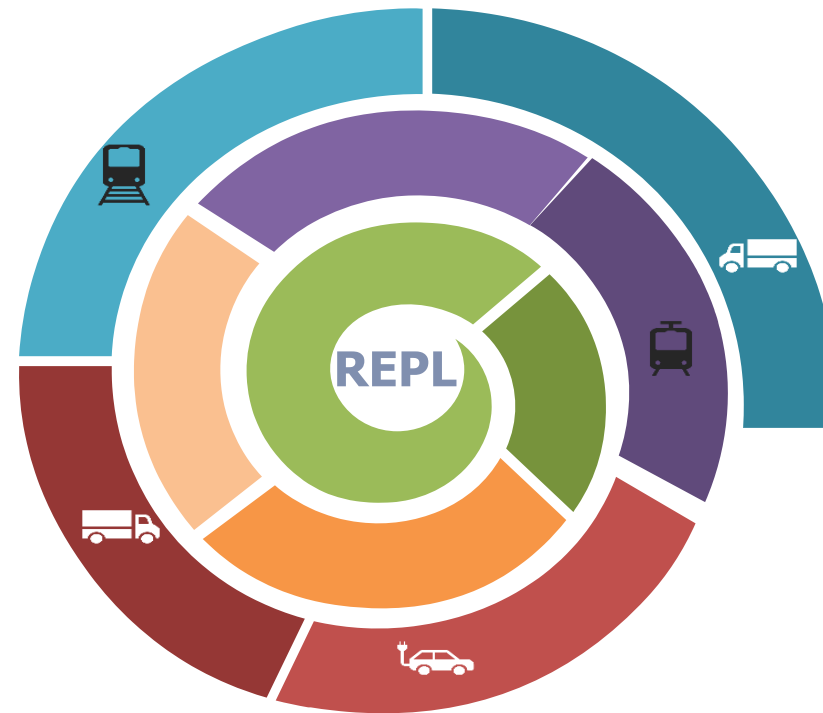


# Overview of Diverse & Integrated Services (5/7)

E

## Information & Communication Technology

- 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



# Overview of Diverse & Integrated Services (6/7)

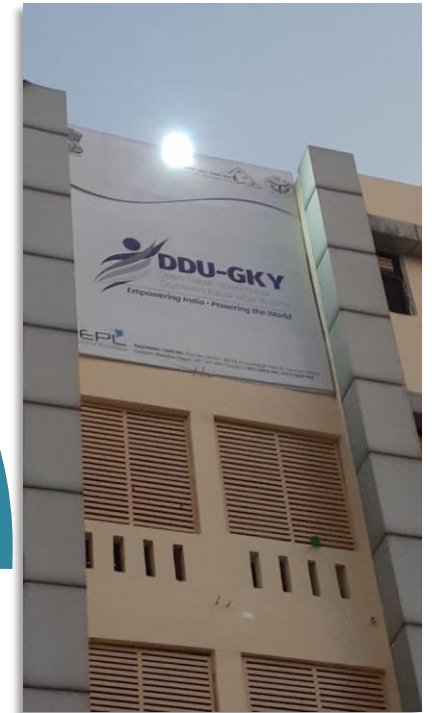
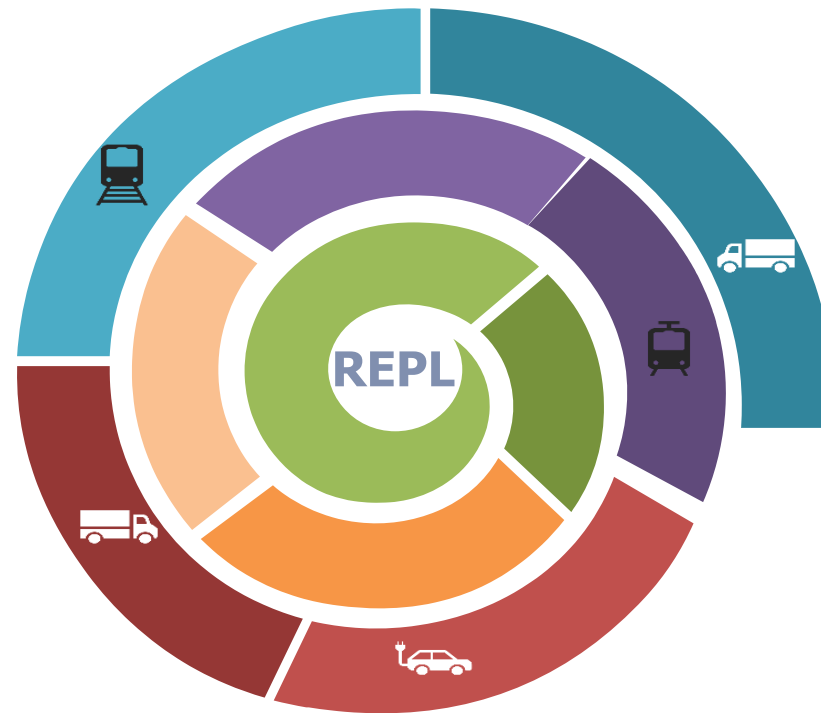
F

## Skill India & Education Infrastructure

- Partnering with GOI on DDU-GKY
- Education Infrastructure -Schools and Medical College in various locations of the country
- 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



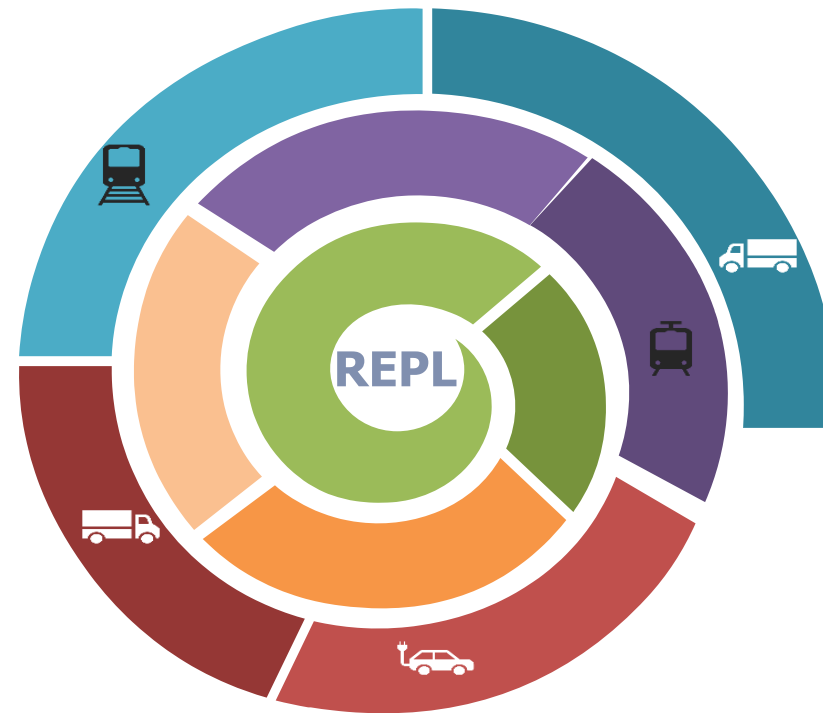
**Skill India  
Training**



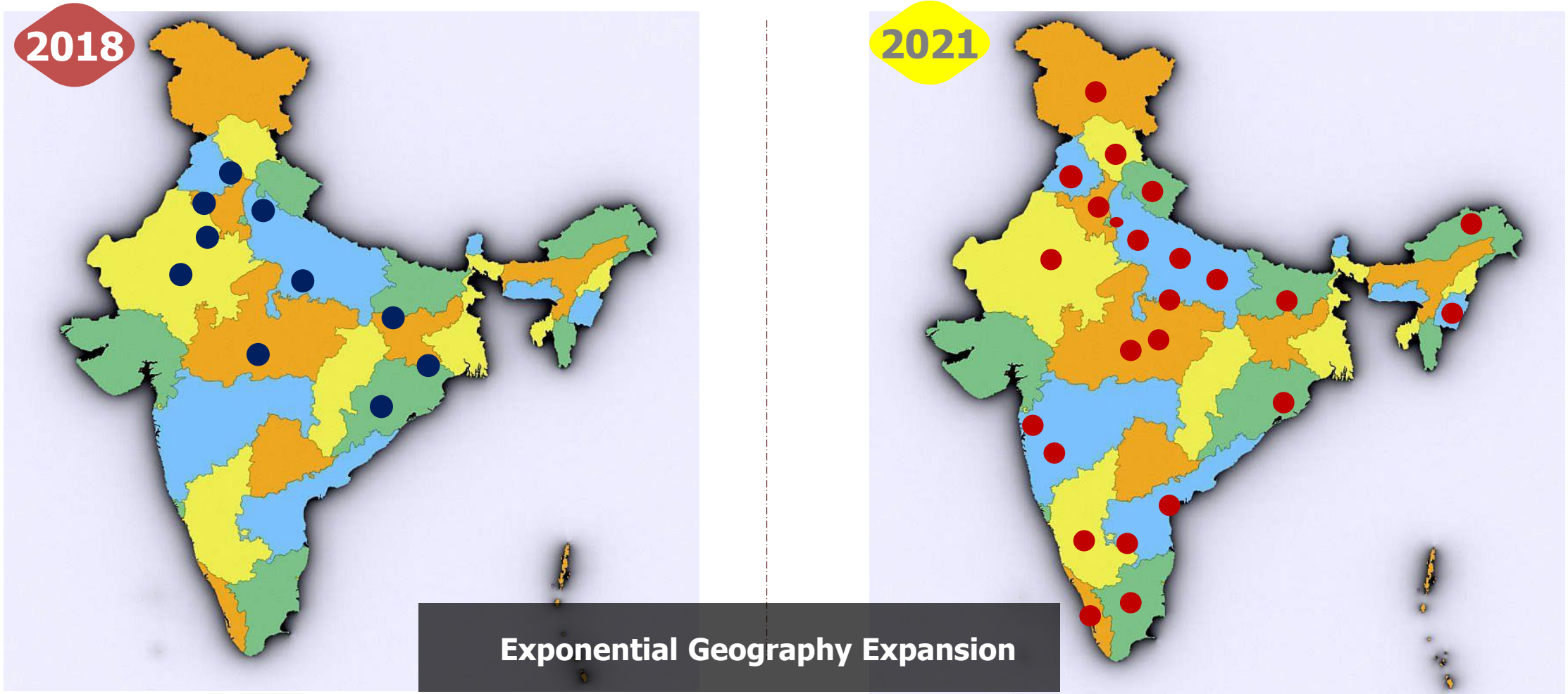
# Overview of Diverse & Integrated Services (7/7)

## **G** Real Estate / Housing

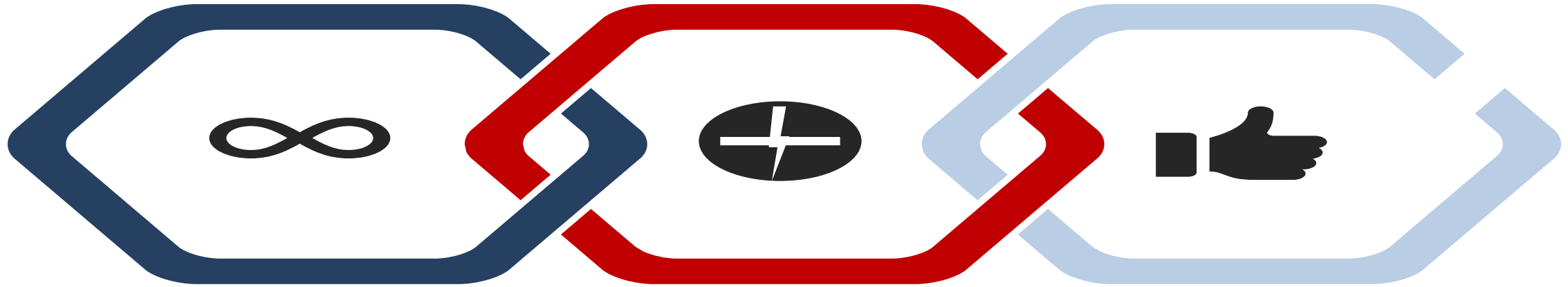
- PMAY projects
  - Across 6 states. Covering 210 towns
  - Beneficiary identification & mapping, DPR, PMC
- Design Services : Architecture, Interior, Structural Engineering & MEP
- PMC & EPC services to construction industry
- Varied Real Estate projects: Integrated townships; Hi-tech Cities; Affordable Housing
- Hospitality & Recreation: Hotels, Hospitals, Clubs, Stadiums
- RERA Consultancy to real estate developers. Empanelled with UP-RERA



# Project Delivery across India



# Our Business Strategy



## Energize the Core and Existing Service Consultancy

- Operate in the consultancy space, with broader focus on infrastructure and urban development
- Bright spot as most of the growth opportunity within infrastructure sector in India is immense in coming years
- Integration of disruptive technology at various stage of designing, implementation of project

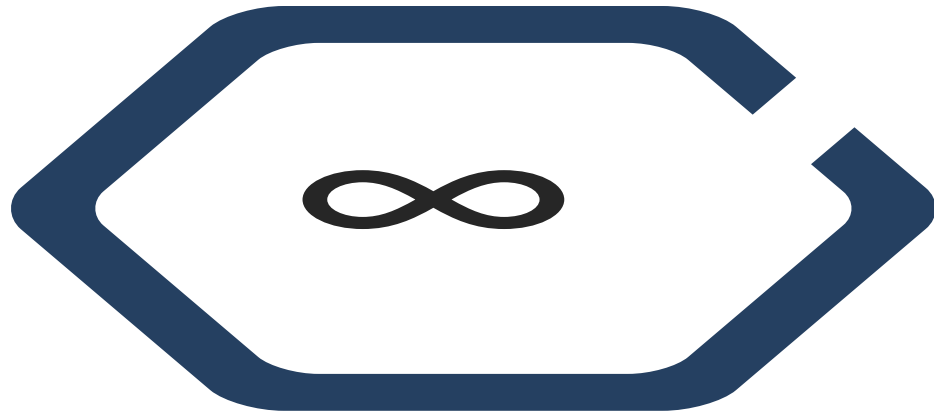
## Structured Approach to expand consultancy service domain

- Structured Approach for new business domains which could be extension of our existing consultancy services
- New associations and partnership can be explored

## Data Analytics for Urban Development

- Data is new oil with systematic use in the real estate and infrastructure business has to be harnessed properly
- Over three decades of operation in various large and complex project at various location gives incredible data repository that can be systematically analyzed for business intelligence in all current and future engagement

# Energize the Core and Existing Service Consultancy



## Energize the Core and Existing Service Consultancy

- Operate in the consultancy space, with broader focus on infrastructure and urban development
- Bright spot as most of the growth opportunity within infrastructure sector in India is immense in coming years
- Integration of disruptive technology at various stage of designing, implementation of project

## 01. Project Diversified yet Integrated Services

- The range of our consultancy services cover the projects from ideation stage to detail designing, to implementation and handing over this includes –Viability Analysis, Infrastructure Services, Urban Planning, Geographic Information Systems (GIS), Building Design, Building Information Modelling (BIM), Structural Engineering Designing, Services Design (MEP) and, Project Management Consultancy
- Core strength lies in integrating these services in seamless manners and providing solutions for large and complex project across various sectors

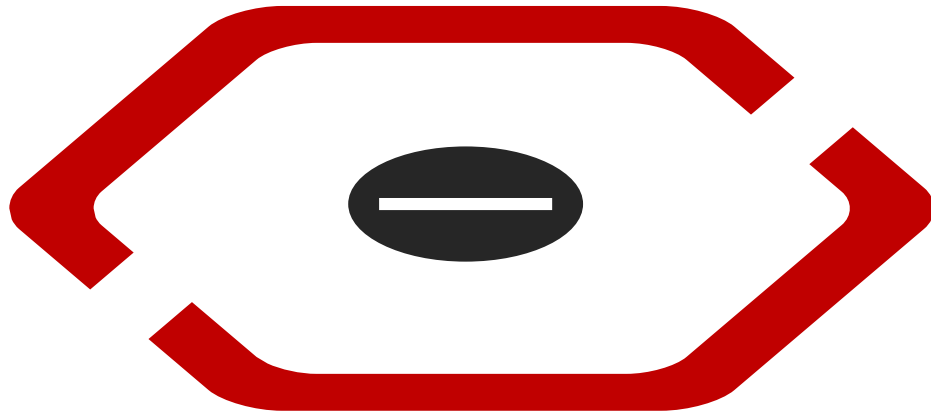
## 02. Pivotal Government Focused area

- Business model is directly related to nation building mission.
- Currently we have 30+ Empanelment and trusted consultant for the major flagship schemes of GOI - SMART CITIES, PMAY, AMRUT, NULM, Skill India etc

## 03. Process & System Technology

- ICT Solutions on our large scale projects such as Smart Cities
- Application of GIS in various urban planning projects
- By the integration of GIS in BIM, a layer of geospatial context gets mixed with BIM model which can provide insights about flood-prone areas and give designers accurate information to influence the structure design of the building, orientation and even construction materials.

# Structured Approach to expand consultancy service domain



## Structured Approach to expand consultancy service domain

- Structured Approach for new business domains which could be extension of our existing consultancy services
- New associations and partnership can be explored for the same. This will bring us incremental business volumes

## 01. New Business Domain

- Structure approach to new business domains which could be extension of our existing consultancy services
- New associations and partnership can be explored in a holistic way, which will bring incremental business volumes
- One of the reasons for our continuous growth has been addition of new consultancy sectors in every phase of growth

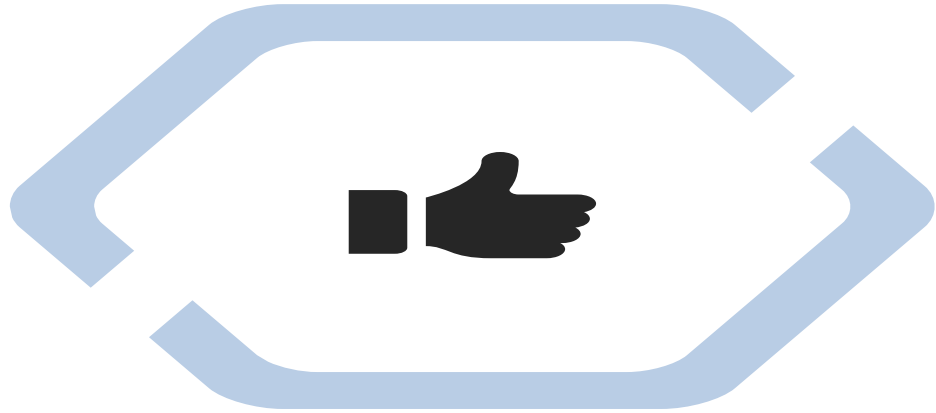
## 02. Risk Diversification

- The trademark approach of REPL has been to keep adding new skill sets and expertise in extension of our consultancy services areas to leverage various large services offering which act as a Natural risk mitigation strategy for the group

## 03. Proven Track record

- Entering into the new services domain with strong partnership/association helps in reducing the uncertainty of business track record and time lag

# Data Analytics for Urban Development



## Data Analytics for Urban Development

- Data is new oil with systematic use in the real estate and infrastructure business has to be harnessed properly
- Over three decades of operation in various large and complex project at various location gives incredible data repository that can be systematically analyzed for business intelligence in all future assignments.

## 01. Fuelled by data. Data into actionable insights

- Around three decades of our core consultancy experience has a huge data repository. This large and complex voluminous data can be designed and developed by leveraging Artificial Intelligence (Machine learning, Computer vision, Natural Language Processing, Natural Language Understanding, and Conversational AI), Industrial IoT, Cloud computing, and Geospatial technologies.
- Building a robust software integrated with an ERP system that will throw useful analytical output for future projects, based on the data gathered through three decades of experiences

## 02. Operational Efficiency

- Integrated software solutions which will deployed at scale enabling significant improvement on operational efficiency, accelerating project completion, enhancing workplace safety and improving quality
- Developing unique and customized artificial intelligence solutions in Infrastructure Space will be unique differentiator among consultant.

## 03. Parallel Revenue Stream

- Extending the use of software for the other companies enabling them to use their own historic data meaningfully
- In addition to increasing the profitability of the projects, this has a huge scope of generating a parallel revenue stream



# Comprehensive Solutions with Focused Environmental Concerns

## Present Scenario

- The current pandemic is again bringing the prominence of environmental sustainability aspect at the center of all large scale infrastructure and urban planning projects.
- Globally people have learnt it hard way that a small imbalance in the environment can radically disrupt our lives and bring the economic growth to complete halt



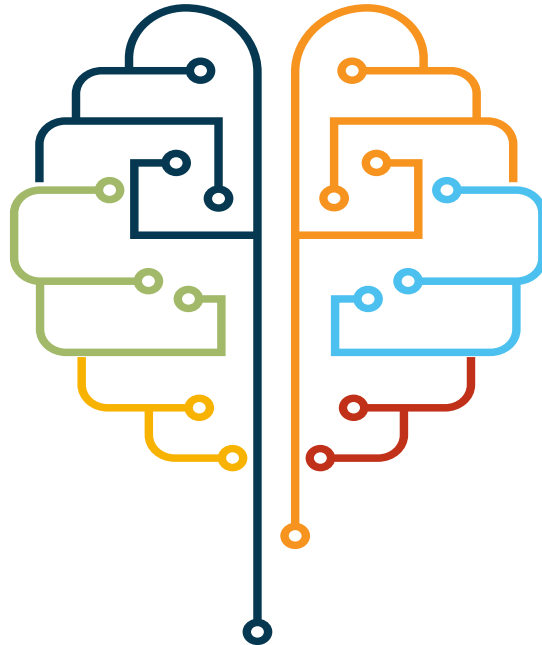
## Build Responsibly and Use sensibly

- Environmental and sustainability aspect as an integral and indispensable part in every project planning, design and execution
- The sufficient scope of green areas & water bodies; usage of local construction materials and regional flora in landscaping; use of renewable resources such as solar energy; harnessing the rainwater; recycle of waste water; solid waste treatment and similar other components.

# REPL Value Proposition

## Consultancy Services Industry in Infrastructure and Urban development

- Infrastructure and Urban development is priority focused area for the Government
- Massive allocations to Infrastructure Sector in the Budgetary announcement for FY 2021-'22 with an intent of continued focus for next five years
- Large and Complex project with long gestation period with consistent cash flow at various milestone
- Atma Nirbhar Bharat' & 'Make in India' focused company



## REPL Value Proposition

- Business Model perfectly aligned with the government priorities
- Lean & Agile Structure to capture any new opportunity
- Integrated Service Offerings outdoing competition in segment
- 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

# Thank You!

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**For Further Information, Please Contact**

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