

## Chairman's Message



### *Dear Stakeholders,*

I am pleased to announce that our Company had an eventful and exciting year. We have continued to strive and deliver towards cementing our position as leading turn-key consultants across all types of urban planning and infrastructure development projects. Over the years, we have developed our service offerings to encompass a range of custom end-to-end services for the infrastructure and related sectors, while maintaining top quality standards.

Our Company got listed on the Emerge platform of the National Stock Exchange (NSE – SME) in July 2018. In a highly fragmented industry, our successful listing not only enhances our credibility and visibility, but also opens up scope for a larger market-base. Consequently, we won orders from the government of Andhra Pradesh, Uttarakhand, Moradabad and PMC work under PMAY for Meerut, Moradabad & Chitrakoot cluster comprising 128 towns in U.P. as well as from major corporate clients. This adds to a robust order book that we foresee for the next year.

During the FY2019, our Company reported revenue of Rs. 52.5 cr, up 23.3% year-on-year. This was mainly due to a higher number of projects executed. Our EBITDA grew to Rs. 10.4 cr during this year, and 81.3% growth year-on-year. EBITDA margin stood at 19.83%, vis-à-vis 13.48% in the previous financial year. Improvement in EBITDA margin can be ascribed to faster execution and delivery of projects, combined with improved operational efficiencies. Correspondingly, we reported PAT at Rs. 8.5 cr, and PAT margin of 16.11%, compared with Rs. 5.0 cr and 11.86% respectively in FY2018. This was mainly due to better utilization of funds resulting in lower finance costs.

The Indian infrastructure industry has been witnessing significant tailwinds over the recent years, supported by government policies and funding, for example for housing projects. Going ahead, investments into this sector are projected to increase, driven by rising urbanization and development across the country. At REPL, we continually strategize to position our Company optimally, to be able to capitalize on these opportunities. In line with this, we have been investing in improving our visibility, to complement our diverse service offerings. The government's 'Smart City Mission' is one of many examples where we have been able to add value across a range of services. Such projects would not only enhance our brand recognition in the market, but also boost margins.

Looking forward, we shall continue to build on our three-pronged strategy of: expanding in the domestic market; promoting our brand across markets; and moving up the value chain by increasing our value-based business.

The success of our Company is largely based on our pool of skilled and talented in-house staff, technocrats and consultants. We continue to invest in developing our human capital, to drive innovation and growth. They enable us to offer innovative and cost-efficient solutions, thereby distinguishing us in the industry. I would like to thank every member of the REPL family for their untiring efforts in driving our Company forward. I would also like to thank our valued stakeholders, whose support encourages us to set and achieve higher benchmarks every year.

Best Wishes  
**Pradeep Misra**  
Chairman & Managing Director