



February 04, 2025

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001

National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (East),
Mumbai-400 051

Scrip Code- 534597

RTNINDIA

Sub: Investors Presentation

Dear Sirs/Madam,

Please find attached herewith a copy of the Investors Presentation.

Please take the same on your records.

Thanking you,

Yours faithfully,
For **RattanIndia Enterprises Limited**

Rajesh Arora
Company Secretary

Encl : as above

RattanIndia Enterprises Limited

CIN: L74110DL2010PLC210263

Registered Office: 5th Floor, Tower-B, Worldmark 1, Aerocity, New Delhi -110037
Website: www.rattanindia.com, E-mail: rel@rattanindia.com, Phone: 011 46611666



RattanIndia
ENTERPRISES

Investor Presentation

Feb 4, 2025

Disclaimer

This document contains certain forward-looking statements based on current expectations of RattanIndia Enterprises (REL) management. Actual results may vary significantly from the forward-looking statements in this document due to various risks and uncertainties.

These risks and uncertainties include the effect of economic and political conditions in India, and outside India, volatility in interest rates and in securities markets, new regulations and government policies that might impact the business of RattanIndia Enterprises, the general state of the Indian economy and the management's ability to implement the company's strategy. RattanIndia Enterprises doesn't undertake any obligation to update these forward-looking statements.

This document does not constitute an offer or recommendation to buy or sell any securities of RattanIndia Enterprises or any of its subsidiaries or associate companies. This document also doesn't constitute an offer or recommendation to buy or sell any financial products offered by RattanIndia Enterprises.

RattanIndia Enterprises was featured in Fortune Magazine's list of the 500 largest companies in India in Dec '24

Moving up 25 spots to grab the 363rd place !!



Rank					
2024 ^	2023	Change	Company	Ownership	Industry
363	388	25	RattanIndia Enterprises	Rajiv Rattan	New Age Tech
364	302	-62	Solar Industries India	Satyanarayan Nuwal	Mining & Minerals
365	341	-24	KRBL	Anil Mittal	FMCG
366	367	1	City Union Bank	Diversified	Banks
367	360	-7	Oravel Stays	Ritesh Agarwal	Hospitality
368	393	25	Kirloskar Oil Engines	Kirloskar Group	Auto Ancillaries
369	337	-32	Great Eastern Shipping Company	K.M. Sheth	Logistics
370	381	11	Jubilant Foodworks	Jubilant Bhartia Group	FMCG

**IN 2024, REVOLT MOTORS LAUNCHED INDIA'S FIRST
ELECTRIC COMMUTER BIKE : RV1 & RV1+**



Key Quarterly Highlights

- ❖ 9MFY25 Revenue from Operations : Rs 5,774 Cr vs Rs 4,967 Cr in 9MFY24 (Increase of 16%) ; 9MFY25 PAT : Rs 439 Cr
- ❖ Q3FY25 Revenue : Rs 1,922 Cr vs Rs 1,880 Cr in Q3FY24
- ❖ Q3FY25 loss of Rs.170 Cr is primarily driven by unrealized notional loss of Rs 174 Cr (on MTM movement on investment in shares of RattanIndia Power Ltd)

cocoblu

- ❖ Q3 FY25 Revenue : Rs.1,866 Cr vs Rs 1,627 Cr in Q3 FY24
- ❖ Increase of 15% in Revenue over Q3 FY24
- ❖ ~3.7 Cr orders served in Q3 FY25 (~4.6 orders per second)
- ❖ >28 Cr orders serviced since inception in Mar'22
- ❖ Served more than 20,000 pin codes across the country
- ❖ 1,100+ active vendors in Q3 FY25 (Q3 FY24 : 1000+ vendors)
- ❖ Consistently achieved 4.7-star rating on Amazon platform
- ❖ ~60 lakhs unique items offered.

neobrand

- ❖ Launched four new brands : Akkord (Musical Instruments), Kaari (Ethic Premium Wear) ,Kalaanj (Ethnic Economy Wear) & Neomate (Stationery)
- ❖ Kaari (Ethnic Premium Wear), brand store @ amazon.in/kaari
- ❖ Kalaanj (Ethic Economy Wear), brand store @ amazon.in/kalaanj
- ❖ Akkord (Musical Instruments) , brand store @ amazon.in/akkord
- ❖ Neomate (Stationery), brand store @ amazon.in/neomate
- ❖ Fyltr (Western Clothing), brand store @ amazon.in/fyltr
- ❖ Inkd (denim), brand store @ amazon.in/inkd
- ❖ Pump'd (athleisure), brand store @ amazon.in/pumpd
- ❖ Revolt (merchandise), brand store @ amazon.in/revolt



REVOLT

- ❖ Sold 4,844 units in Q3FY25 vs 1,996 in Q3FY24, a ~143% increase YoY
- ❖ Revolt started its international foray with the first market in Sri Lanka with 12 new dealerships
- ❖ The number of dealer stores rose to 186, up from 108 in Q3 FY24, establishing a vast pan-India network across 163 cities and 24 states & UTs
- ❖ RV1 & RV1+ continues to secure massive bookings, post the launch held in Sept'24
- ❖ Revolt Motors showcased its electric motorcycles at the Bharat Mobility Expo.

NEOSKY

- ❖ A range of AI-ML solutions, including vehicle and crowd detection, were successfully demonstrated to the Honourable Chief Minister of Andhra Pradesh, Shri Chandrababu Naidu
- ❖ Successfully conducted high-altitude trials with the Indian Army at forward bases for its surveillance drones
- ❖ Deployed three drone labs for the Indian Army in the North-East
- ❖ NeoSky added DRDO as a client, supplying drones to BEL and other PSU customers.

wefin

- ❖ 45+ lender Partners comprising of Top Banks and NBFC's offering personal and two-wheeler loans
- ❖ Disbursed 36,441+ loans till date with a value of Rs 916+ Cr

Digital ecosystems will be key drivers in India's aspirations to be \$5 trillion economy

Enablers of India's digital economy



1.4
billion

People onboarded on
Aadhaar stack

Aadhaar has evolved into a world-class digital service delivery platform



86%

Estimated Smartphone
Penetration

Majority of the population will have a smartphone by 2028



2.2
billion

Bank Accounts

Led by largest financial inclusion scheme in the world



1
billion

Aspiring Indians

Large population in income range of Rs. 2.5 – 14 lac per annum



\$354
billion

Estimated fintech
market opportunity

Fintech industry is expected to grow at 42% CAGR from 2022 -28

REL will capitalize on businesses with cutting edge technologies which have the potential to transform the lives of billion plus Indians

Note:

1. <https://www.ibef.org/industry/banking-presentation>
2. <https://www.ibef.org/news/india-likely-to-have-900-million-active-internet-users-by-2025-report>
3. [Care Industry Report](#)

Our business interests



Invested in the future

E-commerce
100% subsidiary

Electric Vehicles
100% shareholding

Drones
100% subsidiary

Fintech
100% subsidiary

cocoblu

REVOLT

NEOSKY

wefin

neobrands

TAS¹
Future Mobility Redefined

Matternet²



Residual equity holding - RattanIndia Power
19.81% shareholding

Note:

1. NeoSky holds 60% stake in TAS
2. Strategic investment approved by Shareholders

Our governance

**50% of Board
is independent**

**Statutorily
audited by
Walker
Chandiok & Co
LLP (GT)**

**Governance
committees
headed by
Independent
Directors**

Audit, Nomination and Remuneration,
Corporate Social Responsibility (CSR)
Stakeholders' Relationship

**Robust
regulatory
compliance**

**Guided by
qualified and
competent
Advisory Board**

Our philosophy on business

- New Age businesses
- ESG compliant
- Direct to consumer engagement
- Staying away from debt-heavy businesses
- Low capex
- Clean tech focus
- Rapid scalability
- Aiming to be amongst the leaders

REL is a family of strategic growth platforms

Advisory Board of eminent professionals



**Mr. Arun
Duggal**

Chairman of ICRA
(A Subsidiary of Moody's
USA) and ex-Chief
Executive Officer of Bank
of America – India



**Mr. Yashish
Dahiya**

Co-founder and Group
CEO of Policybazaar



**Mr. Ranu
Vohra**

Co-founder and
Executive Vice
Chairman, Aventus
Capital



**Mr. Jan
Preiss**

Co-founder and CEO of
Oxford Latinitas, UK



**Mrs. Anjali Rattan
Nashier**

Co-founder & Co-
Chairperson, RattanIndia
Enterprises



**Mr. Rajiv
Rattan**

Co-founder & Chairman,
RattanIndia Enterprises

Advisory board entrusted with:

- Building investment strategy
- Reviewing investment proposals
- Monitoring performance of investee companies and subsidiaries
- Assisting the management with external relationships

A highly experienced management team



Mr. Jayant Khosla

Chief Executive Officer

- He has three decades of experience at diverse consumer businesses across emerging markets including South Asia, the Middle East, Africa, and Russia
- In his last stints, he was the CEO at VLCC (a global leader in beauty, skincare, and wellness) & CEO at the Landmark Group (a renowned retail player)



Mr. Ashok Kumar Sharma

Chief Financial Officer

- Rich experience of more than 30 years in Finance, Operations & Compliance in diverse verticals like Financials, Tax, Due-Diligences, FDI, SEBI, RBI Compliances, and many more.
- Has been associated with the group for more than 23 years



Mr. Rajesh Arora

Company Secretary

- A qualified Company Secretary as well as Law Graduate from University of Delhi, Mr. Arora brings over 28 years of Secretarial and Legal experience across different industries
- Previously associated with large conglomerates such as Britannia Industries, M&M Ltd etc



Mr. Davinder Dogra

Head – Investor Relations

- Over 24 years of experience in sectors like FMCG, Telecom & Retail Sector with expertise in partnering with business to achieve corporate goals
- Previously worked in renowned organisations like DLF, Future Group, Airtel, PepsiCo and Pernod Ricard



RattanIndia
ENTERPRISES

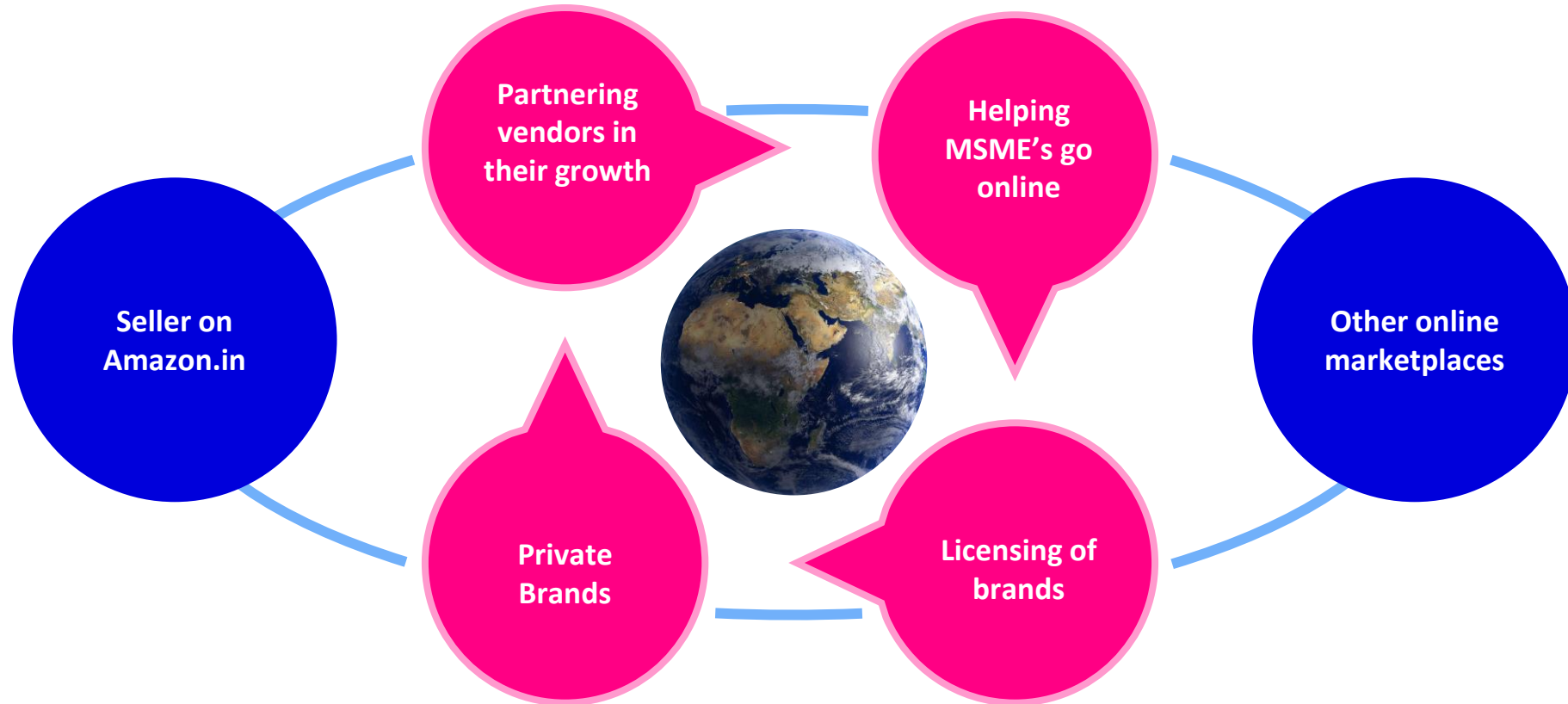
Businesses of the future

Smarter take on opportunities



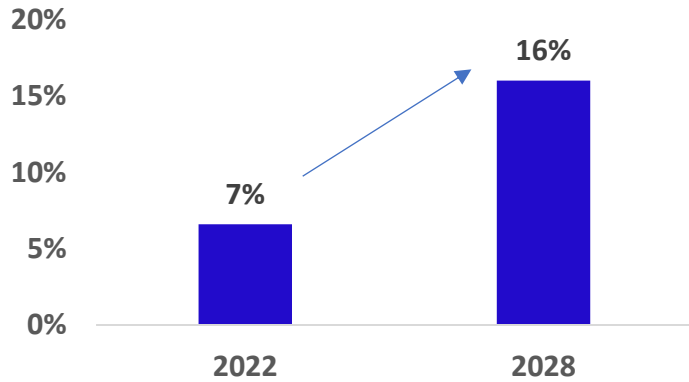
E-commerce



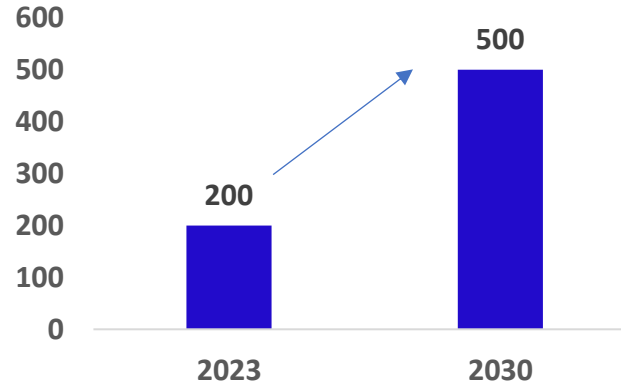


Capitalizing on full potential of e-commerce universe through multi-faceted foray
Drivers of growth: a) Robust IT infrastructure, b) Strong physical setup, c) 1100+ brands

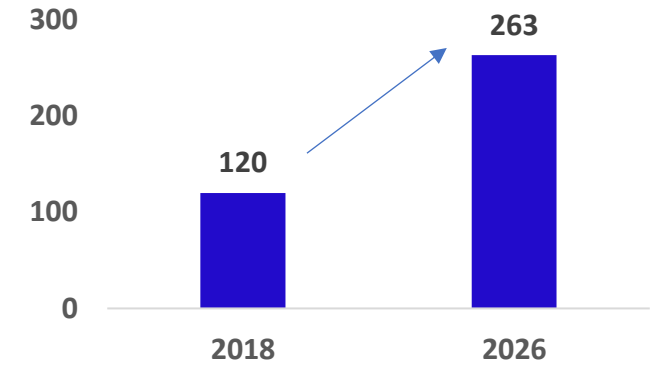
Opportunity of a lifetime



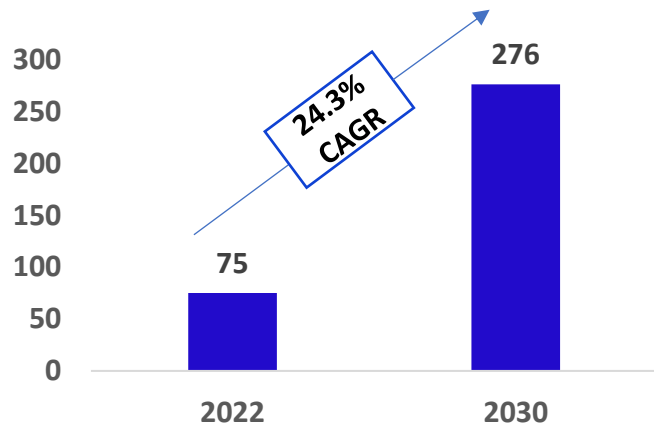
E-Commerce Market Penetration



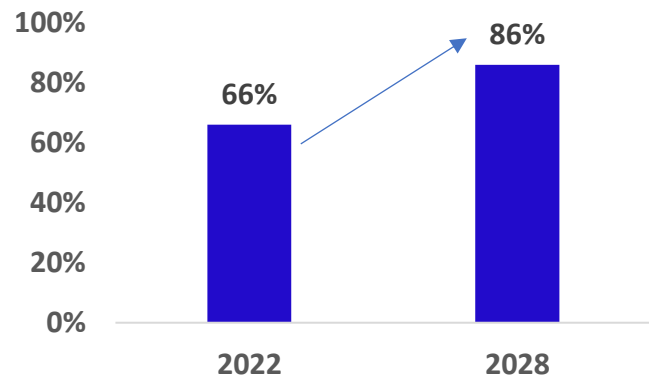
E-Commerce User Base (In millions)



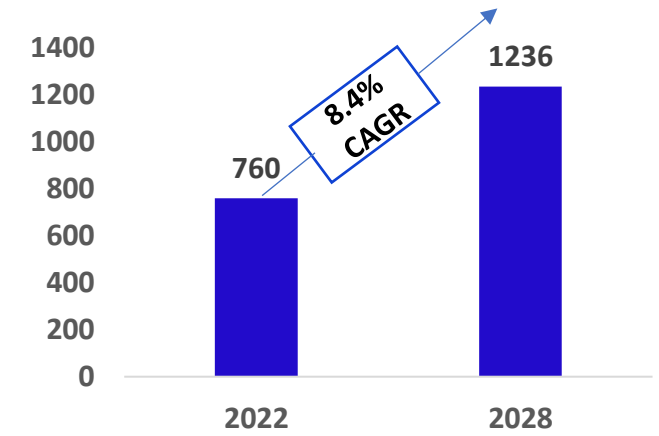
Online Shoppers (In millions)



E-Commerce Market Size (In \$Billions)



Smartphone Penetration



Indian Retail Market Size (In \$Billions)

You've got
the recipe,
**Cocoblu has
the ingredients.**



Company growth : Journey so far

Revenues



In Rs. Crore

9MFY25	9MFY24	Growth%
5,077	4,223	20%

In Rs. Crore

FY24	FY23	Growth%
5,506	4,079	35%

Over 20,000 pin codes served, covering >99% of the pin codes in the country

EBITDA



In Rs. Crore

9MFY25	9MFY24	Growth%
122	93	30%

In Rs. Crore

FY24	FY23	Growth%
149	93	60%

EBITDA positive since inception

Vendors



9MFY25	9MFY24	Growth%
1,100	1000	10%

FY24	FY23	Growth%
1,000	880	14%

Tie-ups with 172 Amazon fulfilment centres

Orders



In Crore

9MFY25	9MFY24	Growth%
9.8	8.2	20%

In Crore

FY24	FY23	Growth%
10.7	7.55	42%

>28 Cr orders served till date
~4.6 orders served per second

Ambition: To continue growing at a pace similar to that which we have demonstrated

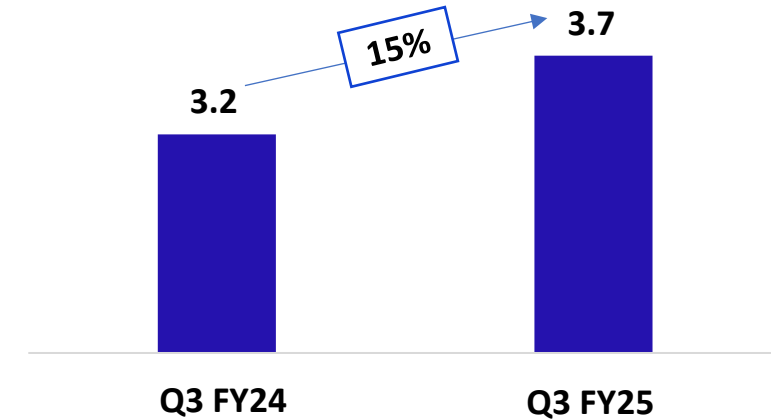
Cocoblu Retail has achieved the rare feat of reaching revenues of Rs 5,500+ Crores within only 2 years of operations, much faster than other new age businesses

	Cocoblu Retail	Brand #1	Brand #2	Brand #3
Revenues	Rs 5,506 Cr	Rs 6,386 Cr	Rs 7,079 Cr	Rs 7,098 Cr
Years of Operation*	2 years	12 years	15 years	10 years
Sector	E-Commerce	E-Commerce	Food Delivery	Online Supermarket

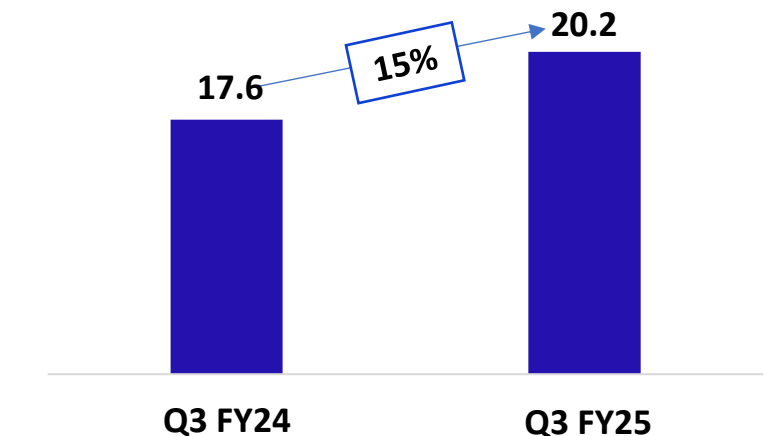
*Years of operation to reach Rs 5500+ cr revenues

Key Operational Metrics – Experiencing Strong Growth

- ❖ Q3 FY25 Revenue : Rs. 1,866 Cr vs Rs. 1,627 Cr in Q3 FY24 ↑ (Increase of 15%)
- ❖ Q3 FY25 Average daily sales run rate of Rs 20.2 Cr in vs. Rs 17.6 Cr in Q3 FY24 ↑ (Increase of 15%)
- ❖ ~3.7 Cr orders served in Q3 FY25 (~4.6 orders served every second)
- ❖ Serviced more than 28 Cr orders since inception
- ❖ Have tied up with ~172 Amazon fulfilment centres which enables to deliver across the country
- ❖ More than 20,000 pin codes served across the country
- ❖ 1,100+ active vendors in Q3 FY25 (Q3FY24 1000+ Vendors)
- ❖ Achieved 4.7-star review ratings on Amazon Platform (85k reviews)
- ❖ Robust processes built on best-of-breed tech tools help in managing the details of retail
- ❖ Big data and advanced ML algos keep Cocoblu on top of the complexity that comes with dealing with an assortment of ~60 lakh unique items



No. of Orders (In Crores)



Daily Sales Run Rate (In Rs. Crores)

Revenues	Q3 FY25	Q3 FY24	Growth%
in Rs. Crore	1,866	1,627	15%

Partner Brands



and many more.....



Mr. Mouli Venkataraman, CEO

- Alumnus of prestigious IIT Madras and IIM Lucknow
- Previously Category Leader at a leading retail house
- Vast experience in retail companies like Cloudtail India, Arvind Lifestyle Brands, Nokia and Asian Paints

Housed in 32,712 sq. ft. office space in Bangalore

255+

Team members
With 950+ years of experience in retail

With deep expertise in scaling up brands in e-commerce



AJIO

lifestyle



TITAN

Flipkart



SHOPPERS STOP

Top B-Schools/
Firms

Deeply
proficient in
technology

Rich
execution
capabilities



Mr. Archit Patwari, CFO

- A qualified Chartered Accountant and Company Secretary
- 15 years of rich experience having worked at organizations like Deloitte, Goldman Sachs, Cloudtail, Jumbotail
- In his last stint, he was heading the finance function for Jumbotail, leading a 50-member team

Strong team, IT and other infrastructure in place to support growth

neobrand

New Brands, New Beginnings





Ethnic (Premium)



Musical Instruments



Ethnic (Economy)



Stationery



Active Wear



Casual Clothing



Denim Wear



Biking Lifestyle Inspired
Official Merchandise

KAARI

Everyday Ethnic with Embroidery & Select Festive Drop

Price range : Rs 999-1899

Available exclusively on Amazon at the brand store : amazon.in/kaari







Available exclusively on Amazon
at the brand store :

amazon.in/akkord



kalaanj

Everyday Ethnic in all-over prints

Price ranges : Rs 499-699

Available exclusively on Amazon
at the brand store :

amazon.in/kalaanj







- ❖ Neomate offers innovative, premium-quality stationery at accessible prices.
- ❖ Product range includes workspace essentials and creative tools, designed to boost productivity, creativity, and organization
- ❖ Exclusively available on Amazon.in with prices starting from INR 160.
- ❖ Explore the collection: [Amazon.in/neomate](https://www.amazon.in/neomate)
- ❖ Offerings include desk organizers, high-performance markers, and more.



- ❖ Achieved the status of an “Amazon Top Brand” within a short span of time
- ❖ Lifestyle denim- wear brand with ~90 style colors
- ❖ For Men and Women
- ❖ Range of denim bottoms with a wide range of fits, denim jackets & shirts
- ❖ Priced between INR 599 to 999
- ❖ Available exclusively on amazon at amazon.in/inkd





Women's Denim Fits with Price Range: ₹649 – ₹999



Men's Denim Fits with Price Range: ₹649 – ₹999

About Our Brands - Fyltr

- ❖ Achieved the status of an “Amazon Top Brand” within a short span of time
- ❖ A Western wear brand offering a wide range of options in solid colours
- ❖ A range of T-shirts, Shirts, Tops, Shorts, Khakis, Winter Wear and more for both men and women with more than 220 style colors
- ❖ Colours and fits tailored to Indian consumers’ palette and body types
- ❖ Priced between INR 399 to 1699
- ❖ Available exclusively on amazon at the brand store amazon.in/fyltr

fyltr



Visit the FYLTR Store ★★★★☆ 96
FYLTR Women's Fashion Top with Short Sleeves & Elastic Waist



What do customers say? Does it shrink after wa

Home You More Cart Menu Rufus

Visit the FYLTR Store ★★★★☆ 179
FYLTR Men's Solid Rayon Casual Shirt with Resort Collar & Half Sleeves



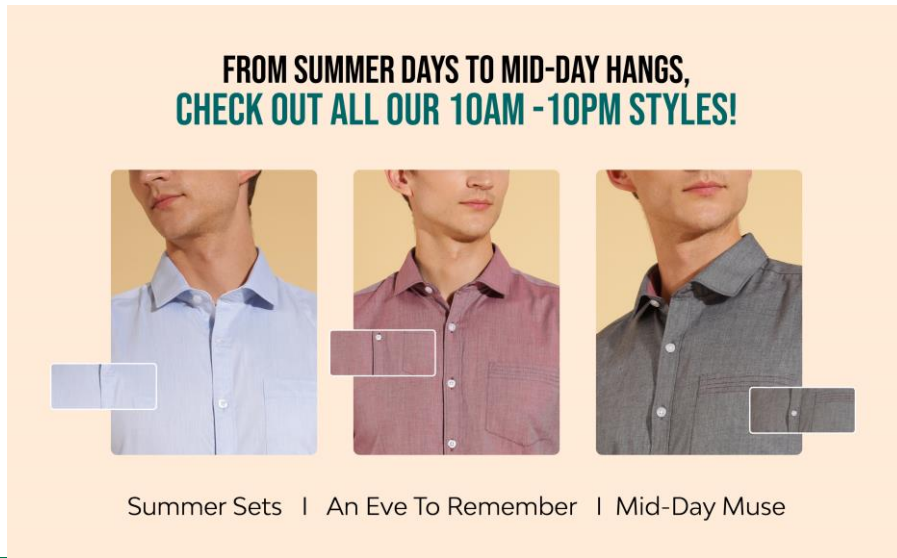
What do customers say? Does it shrink after wa

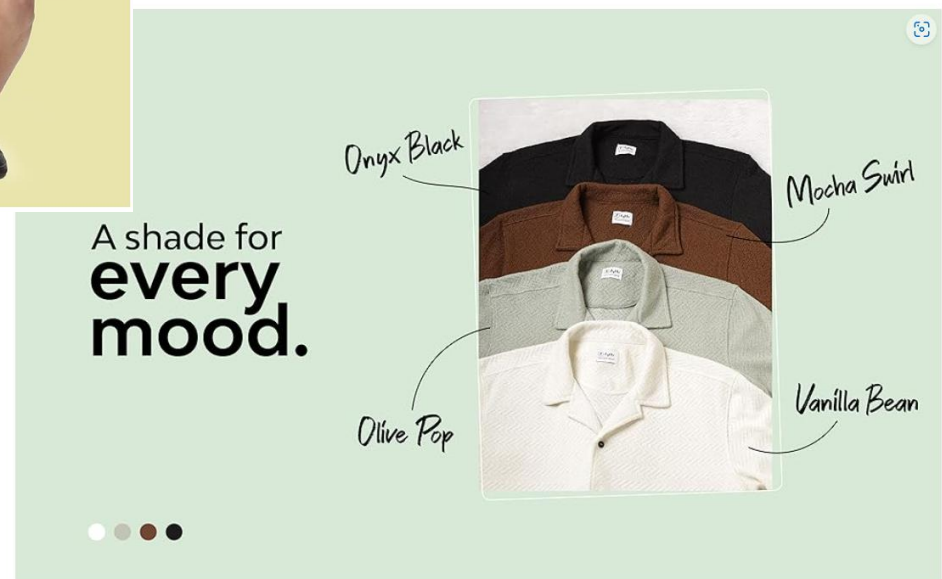
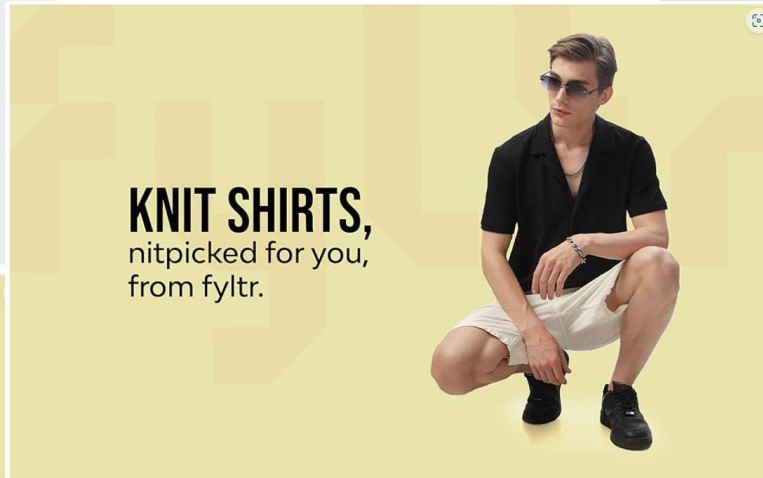
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From the manufacturer



What do customers say? Does it shrink after wa





About Our Brands – Pump'd

- ❖ Achieved the status of an “Amazon Top Brand” within a short span of time
- ❖ Active wear brand with over 50 style colors
- ❖ Tank tops, workout t-shirts, leggings, track pants, capris and more for men and women
- ❖ Made with new age fabrics that are both soft & lightweight
- ❖ Priced between INR 349 to 899
- ❖ Available exclusively on amazon at the brand store amazon.in/pumpd





Licensing – Range of Biking Lifestyle Inspired t-shirts





 **REVOLT**

INDIA'S NO. 1 ELECTRIC MOTORCYCLE

REVOLT MOTORS ENTERS SRILANKA WITH 12 NEW DEALERSHIPS



REVOLT







RV1

Price: Rs. 84,990

Battery: 2.2 kWh

Range: 100 kms



RV1+

Price: Rs. 99,990

Battery: 3.24 kWh

Range: 160 kms



RV400

Price: Rs. 1,36,950

Battery: 3.24 kWh

Range: 150 kms



RV400 BRZ

Price: Rs. 1,26,950

Battery: 3.24 kWh

Range: 150 kms

Strong Frame

250 Kg Payload Capacity – Highest in the segment

Superior Battery

2 options – 3.24 kwh & 2.2 kwh
Only bike to have Portable Battery feature
No charging infrastructure needed

Fast Charger Option

Fast charger option of charging 80% in 80 mins

LED Lights

RV1's round LED headlight improves visibility and adds a striking, stylish element to the overall design

Broader Tyres

Front Tyre: 90/80 R17
Rear Tyre :110/80 R17

Chain Drive System

O ring type Chain system for longer life, better lubrication and less maintenance

Disc Brakes

Dual Disc Brakes –
Unlike any other in the segment

Longest Seat

Ergonomically designed seat for better comfort and riding

Front Visor

Our bike's front visor is a striking styling element that enhances its modern look.

Storage Box

Built-in storage box so you can always carry your charger with you

LCD Display

6" LCD Display
More Stylish, more features, & Enhanced functionality

Reverse Mode

India's only premier bike which provides reverse mode option



RV1+ : In 4 fabulous colors



Black Midnight Blue



Titan Red Silver



Black Neon Green



Cosmic Black Red

RV1 : In 4 fabulous colors



Cosmic Black Red



Titan Red Silver



Black Midnight Blue



Black Neon Green



NEXT – GEN INTELLIGENCE

COMFORTABLE SEAT HEIGHT

FAST CHARGER : CHARGES 80% in 80 MINS

REVERSE MODE

ALL NEW CHARGER

BUILT IN COMPATABILITY TO ENJOY MUSIC

ENHANCED DISPLAY

LEG GUARD AND NEW CENTER STAND FOR ENHANCED SAFETY



Key technical features

Mobile touch-based operations: Start, Stop, Locate, Lock, Unlock, Hazard alert

Geofencing alerts

Historical ride data – past rides, kilometres, routes, battery usage etc.

High strength cradle frame

Centre of Gravity & Weight distribution/ strategically positioned battery pack

Voice command-based bike operations - start, stop, find my bike, hazard alert

Battery status on mobile app

Customized 4 Engine Sounds to suit your mood

USD (Upside Down) front forks suspension used only in premium bikes.

State of art Ergonomics and Adjustable riding positions

Entire remote key is now on mobile

Charging status on mobile app

Artificial Intelligence

Adjustable rear monoshock

Ground clearance of 215 mm highest in the segment

More than 650 million+ kms driven on Revolt RV400

RV400 BRZ : Key Features



Battery

Lithium Ion (removable)
NMC – Pouch (removable)
3.24 kwh

Price


Attractively priced at Rs.
1.27 lakhs (ex showroom)

Motor

4.1 KW (Peak)
85 kmph with max torque of 45Nm
3 modes (Eco, Normal, and Sports)

Charging time

0-80% in 3.5 hours
Detachable battery,
charging does not require
a docking station

 Range
150 kms



Rebel Red

Colors

-  Pacific Blue
(Matte Finish)
-  Cosmic Black
-  Rebel Red
-  Dark Silver

Revolt bikes : Total Cost of ownership



Cost Item	Revolt RV1	Revolt RV1 +	RV400	RV400 BRZ	Petrol Motorcycle
Price Ex. Showroom (Rs .)	₹ 84,990	₹ 99,990	₹ 1,36,950	₹ 1,26,950	₹ 75,000
Monthly Electricity/Fuel Expense (Rs.)	₹ 200	₹ 300	₹ 300	₹ 300	₹ 4,000
1 Year Electricity/Fuel Expense (Rs.)	₹ 2,400	₹ 3,600	₹ 3,600	₹ 3,600	₹ 48,000
5 Year Electricity/Fuel Expense (Rs.)	₹ 12,000	₹ 18,000	₹ 18,000	₹ 18,000	₹ 2,40,000
Total Cost of Ownership (5 Years)	₹ 96,990	₹ 1,17,990	₹ 1,54,950	₹ 1,44,950	₹ 3,15,000

With up to 70% lower Total Cost of ownership, Revolt motorcycles offer significant cost benefits compared to Petrol counterparts

The Revolt RV1 advantage : TCO & Monthly Running Cost

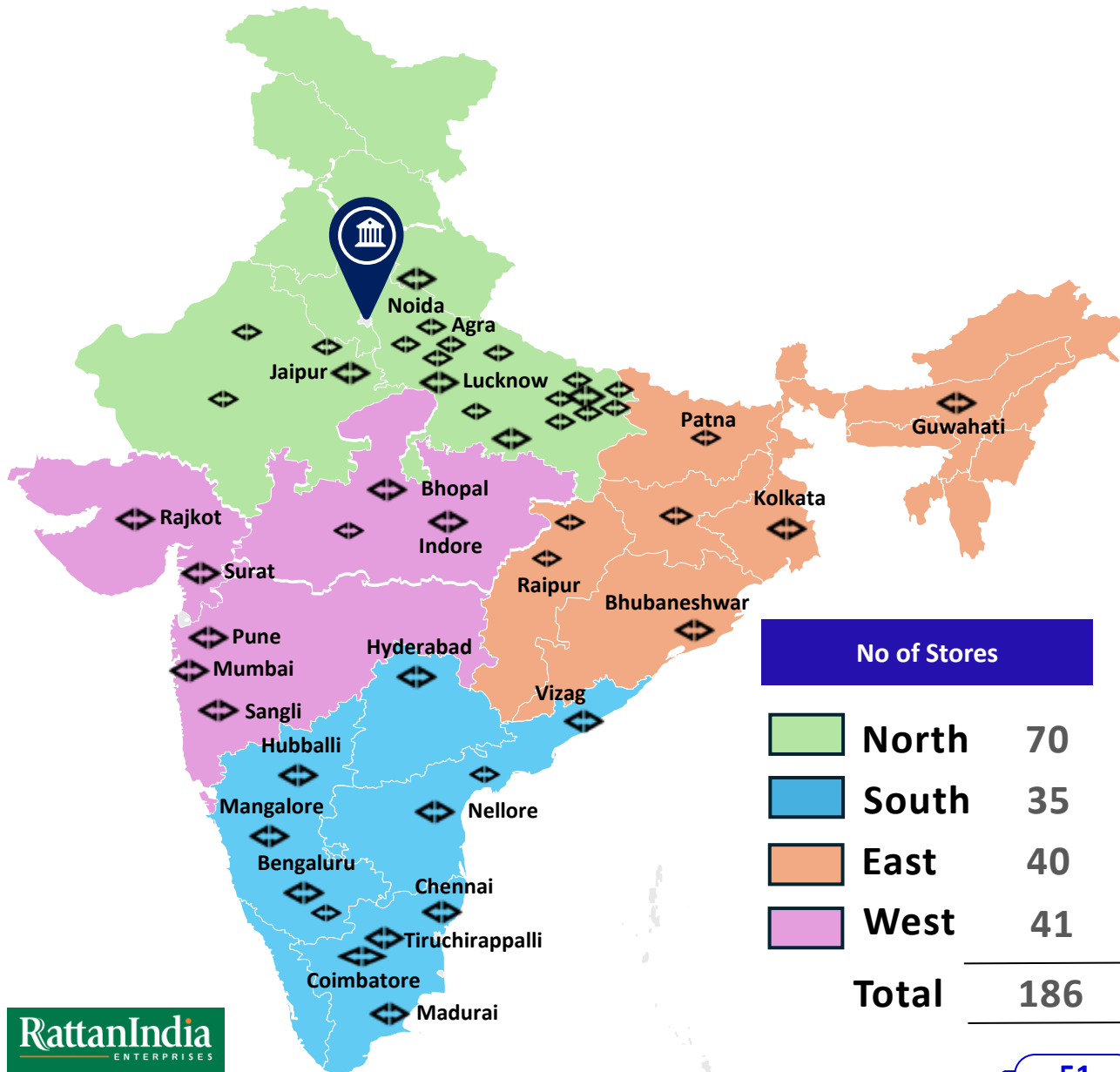


RV1 is 70% cheaper than a Petrol Bike over a 5-year period

Cost Item	Revolt RV1	Petrol Motorcycle
Price Ex. Showroom (Rs .)	₹ 84,990	₹ 75,000
Monthly Electricity/Fuel Expense (Rs.)	₹ 200	₹ 4,000
1 Year Electricity/Fuel Expense (Rs.)	₹ 2,400	₹ 48,000
5 Year Electricity/Fuel Expense (Rs.)	₹ 12,000	₹ 2,40,000
Total Cost of Ownership (5 Years)	₹ 96,990	₹ 3,15,000

Running Cost for RV1 is 50% less than Petrol Bikes

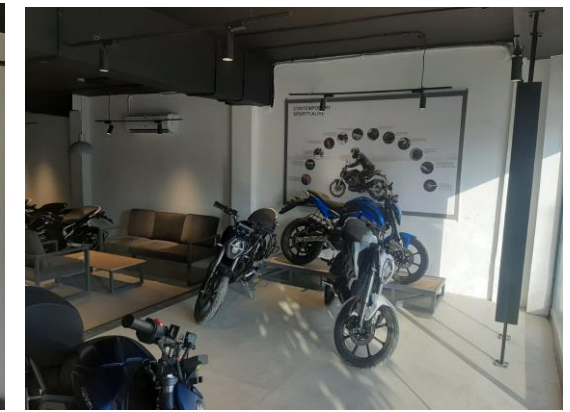
Cost Item	Revolt RV1	Petrol Motorcycle
EMI	₹ 3,000	₹ 2,800
Running Cost (Rs.)	₹ 200	₹ 4,000
Monthly Cost	₹ 3,200	₹ 6,800



- ❖ The number of dealer stores is now 186, **increasing by 78 dealerships YoY**
- ❖ Reach has now expanded to 163 cities, with presence in 24 states & UTs across the country
- ❖ With the growing demand for electric vehicles across the country, there is potential to add 5 times more dealerships that can cater to the needs of the ever-expanding customer base

Targeting multifold increase in dealerships by Mar'26

Revolt's Company owned, Company operated experience hubs



Karol Bagh, New Delhi

Location

Revolt targets a substantial growth in COCO stores for an unparalleled customer experience

Gujranwala Town, New Delhi

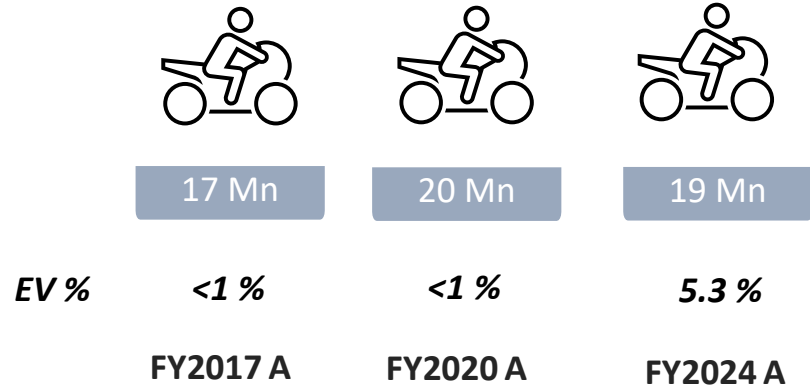
Location

- ❖ Revolt Motors, India's top electric motorcycle company, announced on August 1, 2024, that it has received official approval for the Government of India's EV subsidy schemes from the Ministry of Heavy Industries
- ❖ **All past issues related to FAME II subsidies stand fully resolved**
- ❖ Revolt Motors, as a responsible corporate citizen, had earlier proactively paid back the previously availed subsidies in August 2023 under the FAME-II subsidy regime
- ❖ Revolt Motors is eligible for the current ongoing Electric Mobility Promotion Scheme (EMPS) 2024 subsidy for electric two wheelers but also the subsequent FAME III subsidy scheme
- ❖ **As part of current EMPS 2024 subsidy scheme Revolt Motors is eligible for Rs. 10,000 per motorcycle as subsidy from Govt. of India**

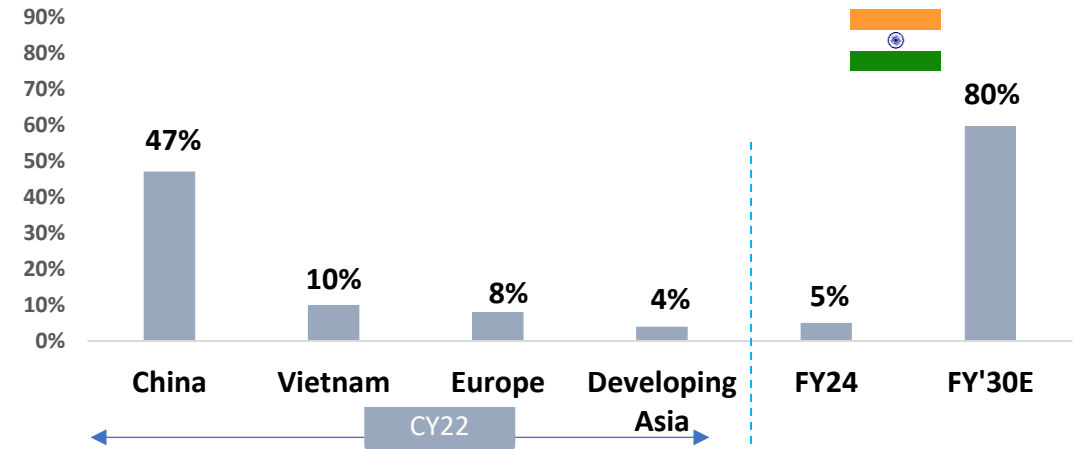


Revolt Motors joins a select group of manufacturers dedicated to driving the nation towards a greener and more energy-efficient future

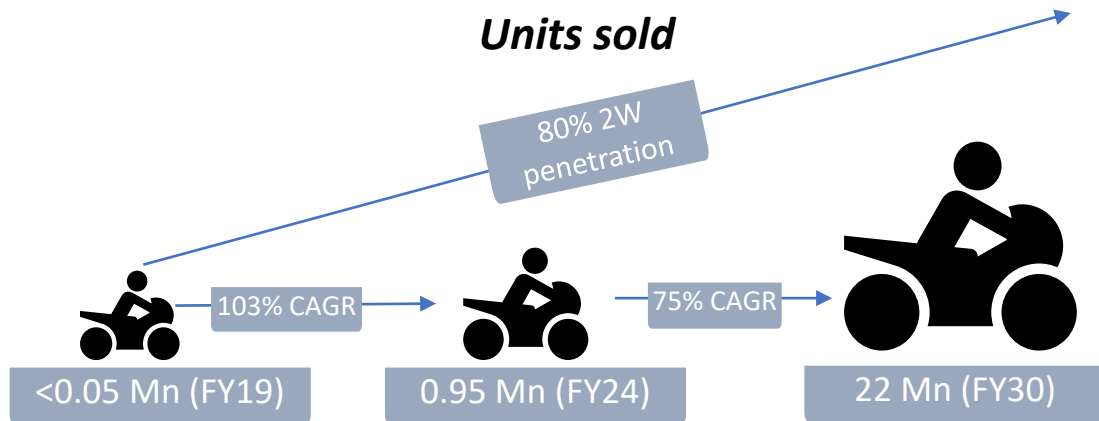
Unit 2W Sales – Historical Volumes



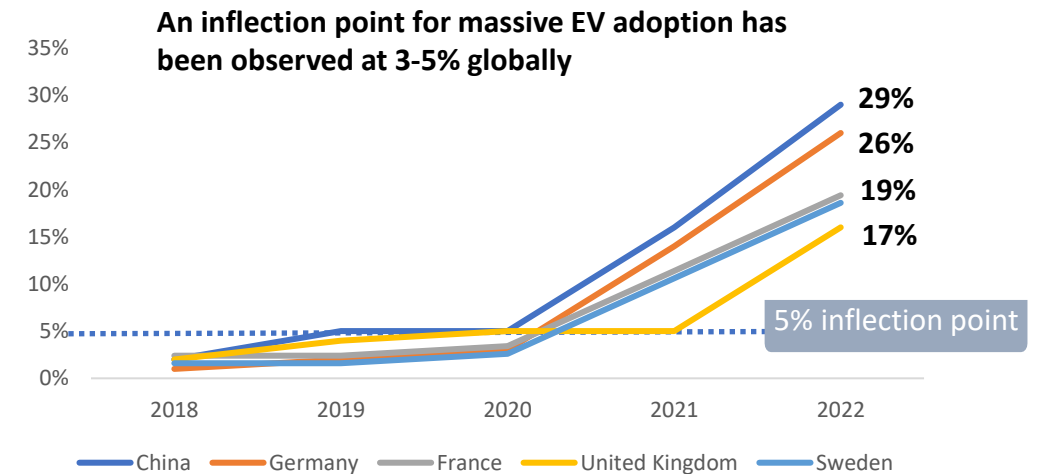
Global EV 2W Penetration – India is lagging behind



Indian Electric Two-Wheeler Market (Projected)

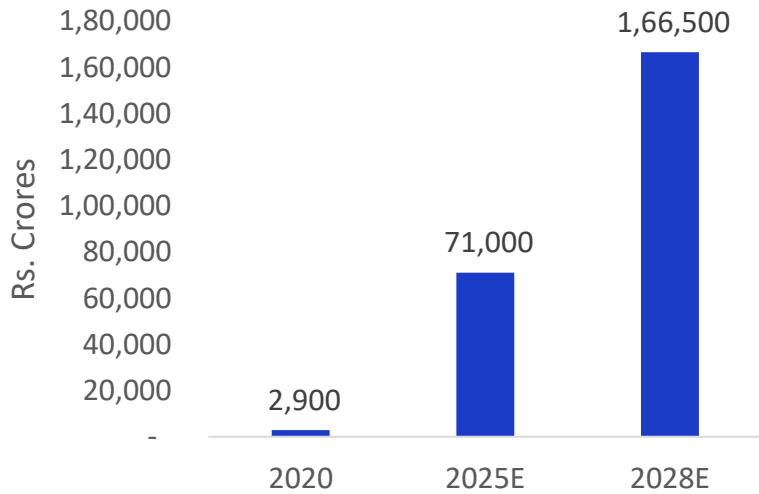


Mature Market trends of rapid adoption





Sky-High Opportunity



Market Size :
Drone market is projected to be Rs. 1.66 Lakh Cr by FY2028.

Global Hub:
Govt. aims to create India a global hub by 2030 for not only drone manufacturing, but also drone service sector.

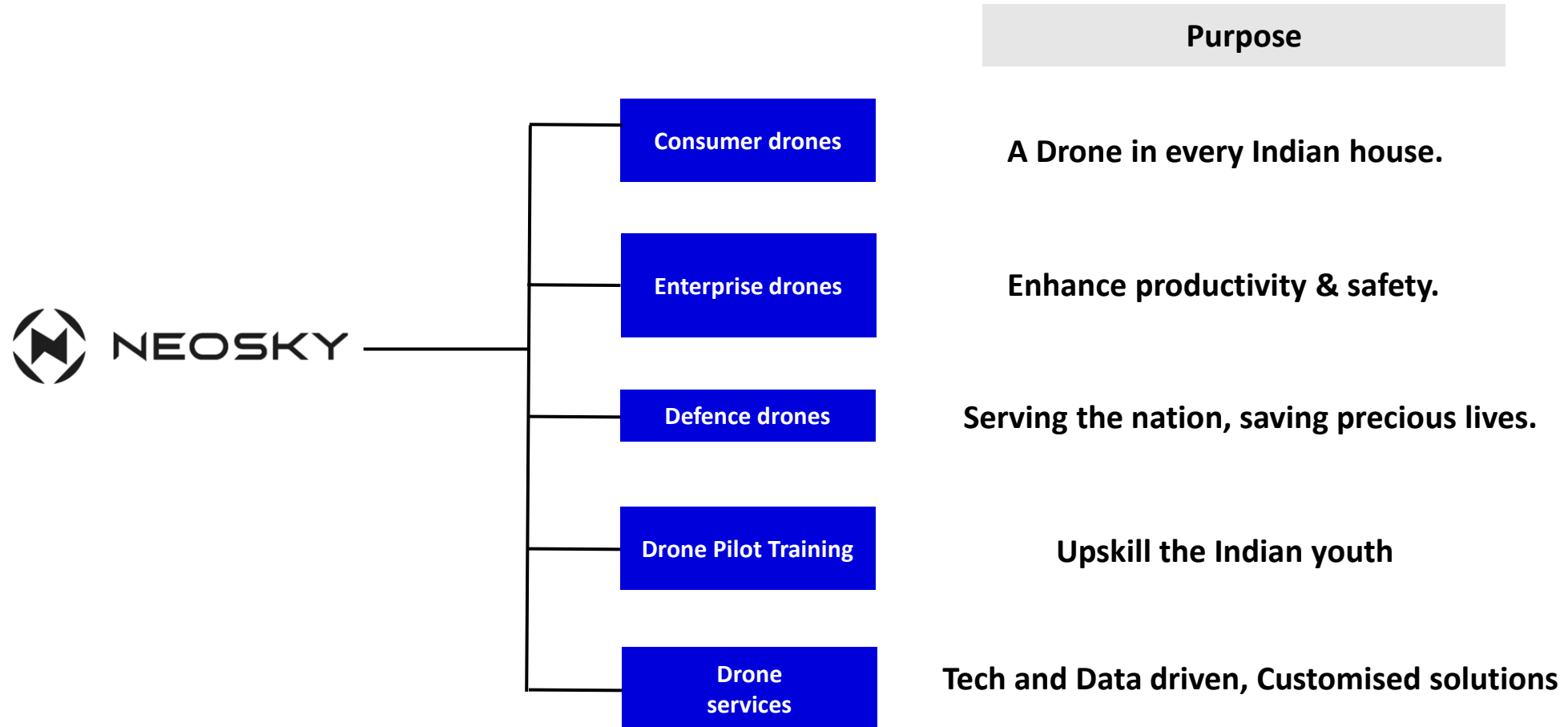
Exports:
Drone Market (including exports) is projected to be Rs 1,94,000 crores by FY 2028.

Preference:
Drones from China pose data related security concerns. Hence sourcing from alternative countries is expected to increase

Revenue Projection:
Civil aviation ministry expects the industry to achieve Rs 120-150 billion turnover cumulatively by 2026.

Non Defence Applications:
Drone applications in non-defence sectors is on the rise due to govt. initiatives

Drone Market Growth



NeoSky's vision is to provide full 360-degree drone solutions to customers with Drones as a Product (DAAP - drone hardware), Drone As a Service (DAAS – drone service solutions) and Software as a service (SAAS – drone software)

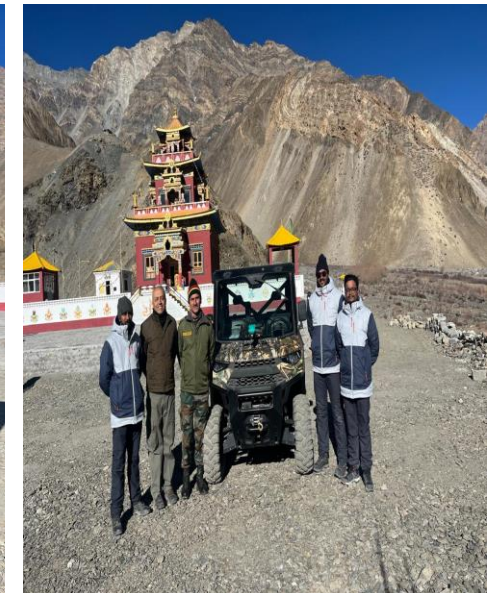
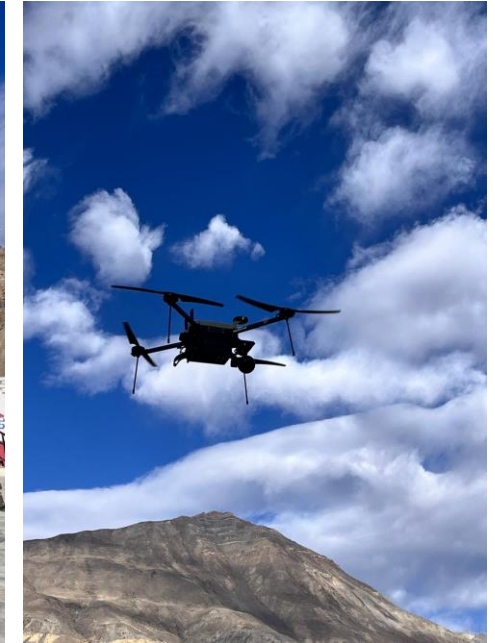
Honorable CM of AP flying NeoSky Drones

- ❖ NeoSky had the exclusive opportunity to meet with the **Honourable Chief Minister (HCM) of Andhra Pradesh, Shri N. Chandrababu Naidu**
- ❖ NeoSky showcased its Surveillance drones with precision landing and wireless charging drone solution to the HCM
- ❖ A range of AI – ML solutions like Vehicle detection and Crowd detection were also successfully demonstrated
- ❖ A Cargo drone was also on display along with a range of other drones from NeoSky
- ❖ HCM personally flew our surveillance drone with great ease



NeoSky drones flying high at 3700 mts for the Indian Army

- ❖ NeoSky has successfully conducted high-altitude trials with the Indian Army at forward bases for its surveillance drones
- ❖ **The surveillance drones were operated from an altitude of 3,700 meters above MSL and an AGL of 500 meters**
- ❖ The drones have completed multiple missions, including traveling up to 10 km one way and 20 km round trip
- ❖ This serves as a testament to the fact that these drones are ready for deployment with the Armed and Paramilitary Forces

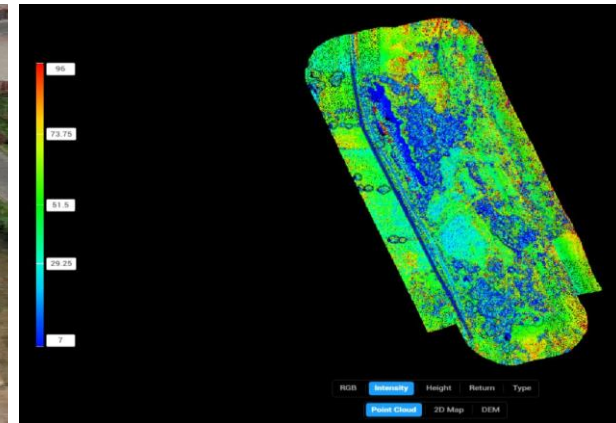


- ❖ NeoSky has successfully developed a drone capable of firing for the armed forces
- ❖ NeoSky has deployed many AI-ML (Artificial Intelligence & Machine learning) solutions for law & Order. This includes :
 - Crowd detection
 - Vehicle detection
 - NPR (Number Plate Recognition)
 - Fire & Smoke detection



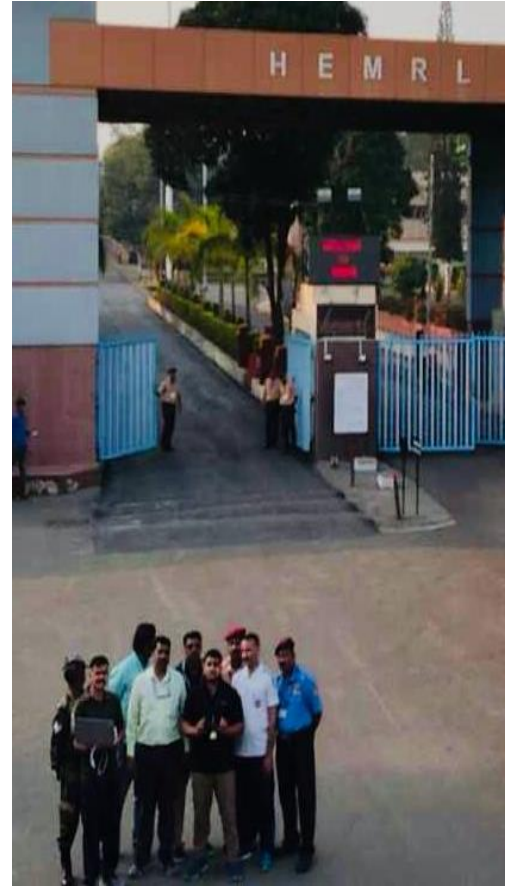
NeoSky Waste management drone solutions

- ❖ NeoSky has developed drone solutions for waste management.
- ❖ The NeoSky team recently showcased these solutions to the Honourable Chief Minister of Andhra Pradesh in Kadapa.



NeoSky drones deployed at DRDO

- ❖ NeoSky added DRDO as one of its client
- ❖ Drones have already been supplied to BEL & other key PSU customers
- ❖ The drones deployed at DRDO are used for Surveillance purposes



Deployed three drone labs for the Indian Army in the North-East

- ❖ NeoSky has successfully deployed Drone labs for the army units
- ❖ Deployment done across multiple units in the northeast
- ❖ NeoSky has also signed an MoU with the Rotary club for drone training
- ❖ These initiatives are part of our drone training – from Armed forces to rural self-help groups to schools & colleges



NeoSky in action



Clockwise: Ganja plantation tracking, Drone deployment at IIT-Kanpur, NeoSky drones flying high at the Howrah bridge – Kolkata, Drone & Anti-Drone PoC to SSG (Special Security group), with the Honorable Minister Shri Priyank Kharge Ji, with the Brazilian ambassador to India, Drone city mapping project, AI-ML solutions . Last one – forward base tour with Army



TACT

- ❖ Surveillance, Disaster management
- ❖ Endurance of up to 60 minutes
- ❖ Live transmission is 9 kilometres
- ❖ Cruise speed of 24 meters / second
- ❖ Autonomous solutions
 - ❖ Wireless charger
- ❖ Customisable payloads (Camera, Sensors) up to 2kg



Nimble-i

- ❖ Surveillance, Private security
- ❖ Light weight. Under 1.8 kgs
- ❖ Endurance of up to 35 minutes
- ❖ Live transmission is 3 kilometres
- ❖ Day , Night / Thermal payloads available
- ❖ Single person operations



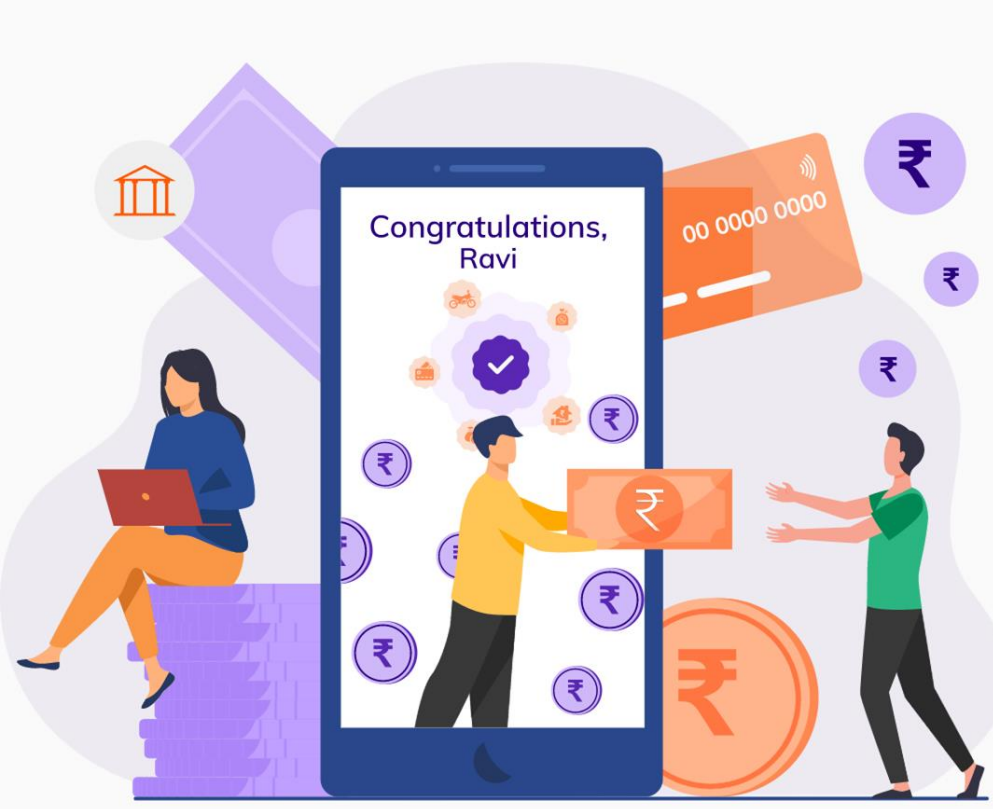
DOPO

- ❖ DGCA-Type Certified.
- ❖ Survey, Mapping, Inspection, Disaster management.
- ❖ 4.7kgs. Endurance up to 49mts.
- ❖ Mapping 1.5 Sq kms in a single flight.
- ❖ Temperature up to 50* C. 32,000mAh battery.
 - ❖ ADTi camera.



L20, L15, L10, L07

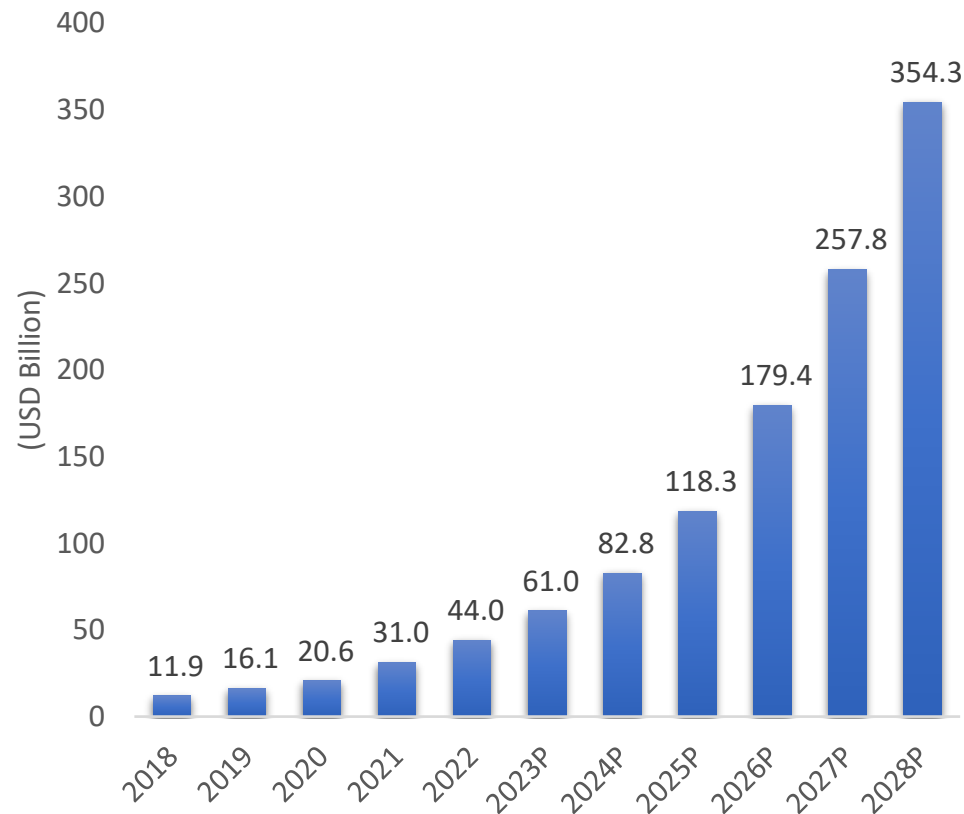
- ❖ Cargo delivery
- ❖ Payload of up to 20 kgs
- ❖ Endurance up to 30 minutes.
- ❖ Max launch altitude 3500 meters above MSL
 - ❖ Live transmission of 15 kilometre Autonomous-mode option
- ❖ In-built fail-safe features
 - ❖ Pre-flight checks



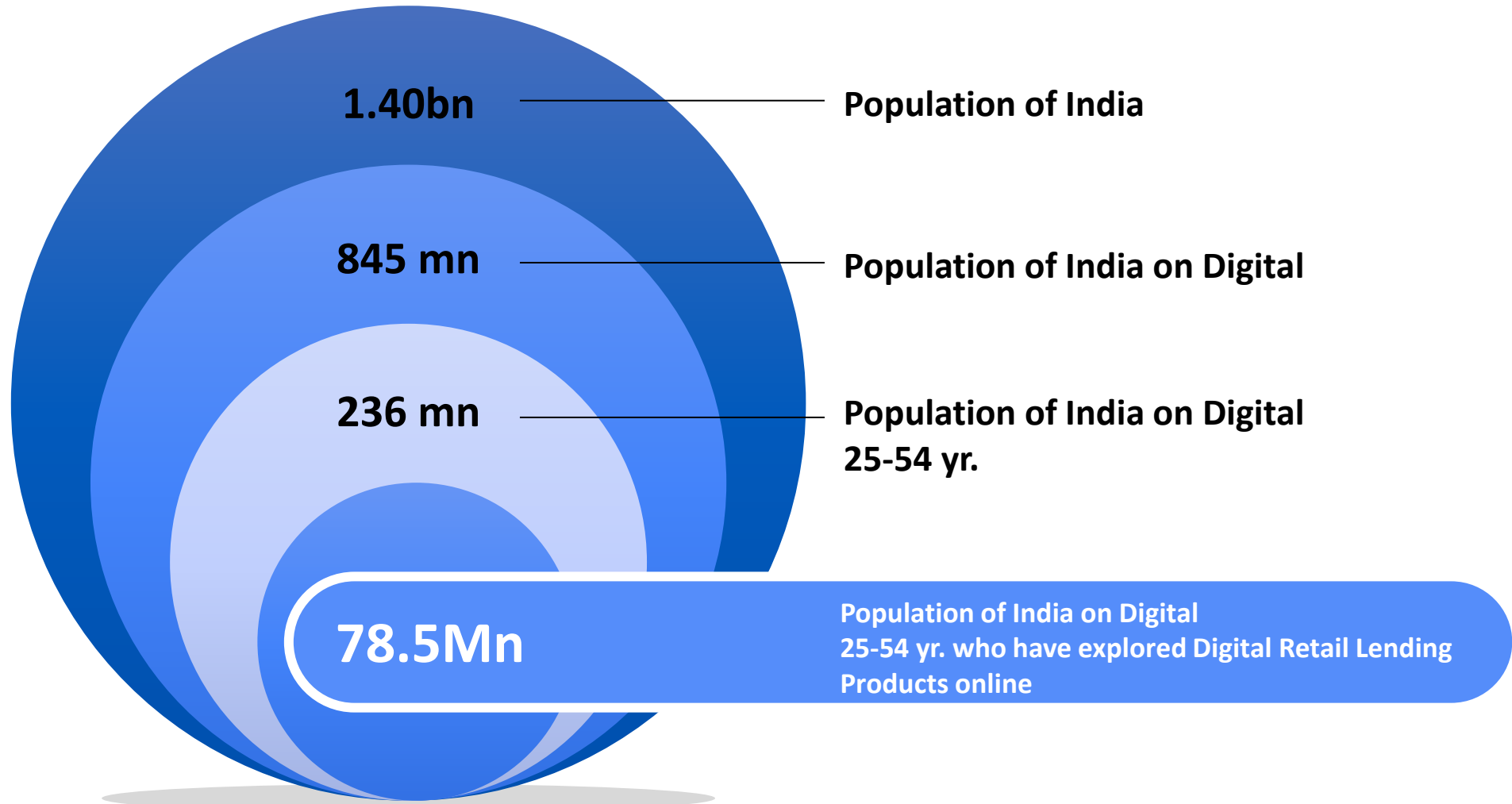
India's premier, all-digital, one-stop financial solution provider

Fintech Market opportunity

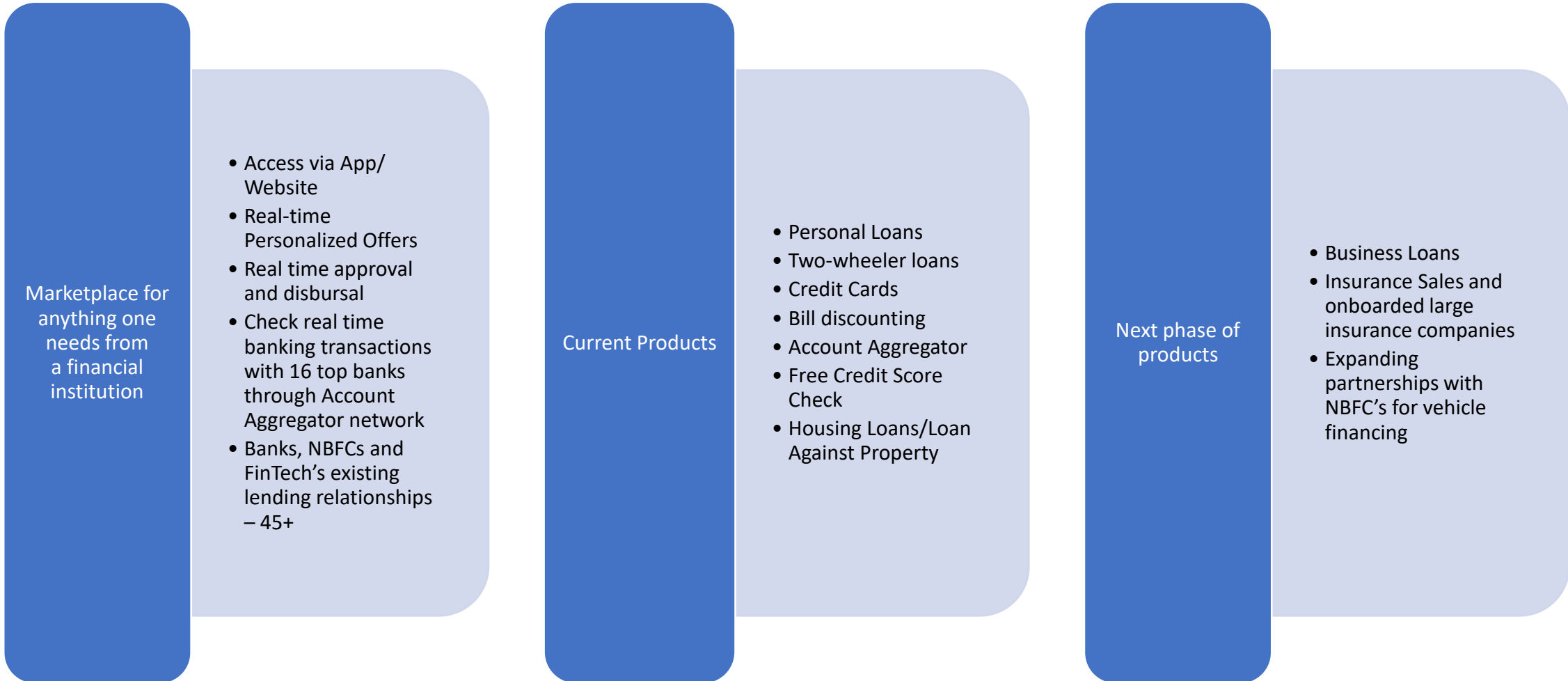
- ❖ The fintech industry is expected to grow at a 42% CAGR from 2022 -28, crossing USD 350 billion
- ❖ India’s fintech industry has significant market potential due to low penetration of financial services in remote areas, rise in digital adoption and government initiatives
- ❖ The retail credit market for new to-credit customers has crossed 550 USD billion and is expected to continue growing in the coming years driven by financial inclusion initiatives, quick credit approvals and customised loan products
- ❖ This growth is supported by an increased in availability of smartphones and internet connectivity, which has expanded access to digital platforms, making it easier for consumers to avail themselves of digital credit services
- ❖ In CY2022, digital retail credit crossed 250 USD billion indicating CAGR of 46.2% over CY2018. The total addressable market for digital retail credit is substantial and continues to expand



Fintech Market Growth



India uniquely poised to realize democratization in Financial Services



Wefin will identify up-selling and cross selling opportunities for a wide customer base and create financial ecosystem opportunities with enhanced customer experience

- ❖ 45+ relationships with banks, NBFCs and Fintech integrated with Wefin
- ❖ Registered Customers : 4,43,678+
- ❖ Number of Loans Disbursed till date: 36,441+
- ❖ Loan Disbursal Value till date: Rs. 916 crores+
- ❖ Integrated with Account Aggregator Network 7385 Real time banking transactions with 16 banks already live

Strengths of Wefin's business model

- **No Capital at risk**
- **Progress at the speed of a click**
- **Built for sustained scale up**
- **Web aggregation at core**



and many more.....



Residual equity in historical business





Fully functional,
Amravati asset
running
profitably

Robust
operational
metrics

Current position
in MOD stack
ensures high PLF

Assured raw
material linkages
offer insurance
against
fluctuations

- ❖ The company continues to demonstrate strong financial performance
- ❖ The company reported a PAT of Rs. 92 crore for 9MFY25, compared to Rs. 66 crore in 9MFY24 ; **increase of 38%**
- ❖ The company has reported a total income of Rs. 2,640 crore in 9MFY25 ,compared to Rs. 2,730 crore in 9MFY24
- ❖ Amravati Plant **remains amongst the best performing plants in Maharashtra** having achieved 74% PLF and 78% Availability in 9MFY25
- ❖ **During last quarter, Acuite Rating has upgraded Long term rating as BBB- / stable from BB+ on NCD issued by the Company**
- ❖ In FY24, Amravati plant achieved following record milestones since commissioning in March2015
 - ❖ Highest ever PLF of 82.29 %
 - ❖ Received and unloaded the highest-ever number of coal rakes: 1,645 (an average of 4.5 rakes per day)

Investor connect

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ENTERPRISES

Thank You