



May 29, 2023

BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001
Scrip Code- 534597

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

May 29, 2023

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.

Key Highlights ...

- Total income of REL in FY23: Rs. 4,138 Cr (Q4FY23: Rs. 1,109 Cr)
- Revenue generation in all businesses showing healthy growth
 - **Cocoblu:**
 - ✓ Achieved FY23 revenue of 4079 Cr and PAT of Rs. 47 Cr, Q4 Revenue of Rs. 1056 Cr
 - ✓ Over 2 cr orders fulfilled in Q4
 - ✓ 880+ active vendors in FY 23
 - ✓ 30+ lakhs unique items offered
 - ✓ 19,000+ PIN codes serviced which is 99% of total serviceable PINs
 - ✓ Achieved 4.5 star review ratings on Amazon marketplace with a total of 46,975 Ratings
 - **Neobrand:**
 - ✓ House of brands launched (D2C) across multiple fashion categories - casual wear, athleisure and denims
 - ✓ Own brand stores on Amazon, three brands launched:
 - Fyltr (smart casual wear), brand store @ www.amazon.in/fyltr
 - Pump'd (athleisure), brand store @ www.amazon.in/pumpd
 - Inkd (denim), brand store @ www.amazon.in/inkd
 - ✓ Neobrand has initiated a pilot program of selling apparel, shoes and handbags on Amazon.com to service US, Canada, Mexico.
 - **Revolt:**
 - ✓ REL acquired 100% stake in Jan 2023
 - ✓ Revamp of Revolt supply chain and increased factory capacity to 2X
 - ✓ Sharpened focus on customer centricity by improving services & spares
 - ✓ Expanding dealerships pan India and starting exports abroad
 - ✓ Brought sweeping upgrades in technical features in the bike
- **NeoSky:**
 - ✓ NeoSky received Drone pilot training license. First center to be launched in Bangalore, batches starting from June'23
 - ✓ Launched four new products: L40 (Cargo drone with a capacity of 40kg), TACT-XL (Surveillance drone with a 90-minute endurance)
 - ✓ TAS received Production Linked Incentive (PLI) from Government of India's (GOI), for the period FY21-22
- **Wefin (earlier BankSe):**
 - ✓ Insurance sales business kickstarted in REL subsidiary Neotec Insurance Brokers
 - ✓ Partnered with multiple insurance companies in the country
 - ✓ Disbursed 7,300+ loans in FY23 with value of Rs. 300+ Cr
 - ✓ Number of Credit Cards issued in FY23: 3,700+
 - ✓ More than 1.7 mn visitors on the portal
- Consolidated FY23 loss in REL is driven by **unrealized notional loss** of Rs. 255 Cr (Q4 Rs 106.40 Crore) on investment in RattanIndia Power Limited (RPL)
 - Shareholding in RPL is held as an investment in REL's books
 - For each reporting period, investment in RPL is valued at the closing market price (price of RPL share as on 31st Mar 2023 was Rs. 2.95 against Rs. 3.95 as on 31st Dec 2022); resulting in an unrealized loss of Rs. 106.40 cr
 - Daily fluctuating share price of RPL does not reflect the intrinsic value of REL's investment in RPL and hence the loss is notional

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



759
million

Internet Users

Second largest internet connected population in the world



1.1
billion

Bank Account Holders

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



\$1.3
trillion

Estimated fintech market opportunity

Compared to the world's developed nations, 40% of the world's total digital transactions happen in India¹

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

Note:

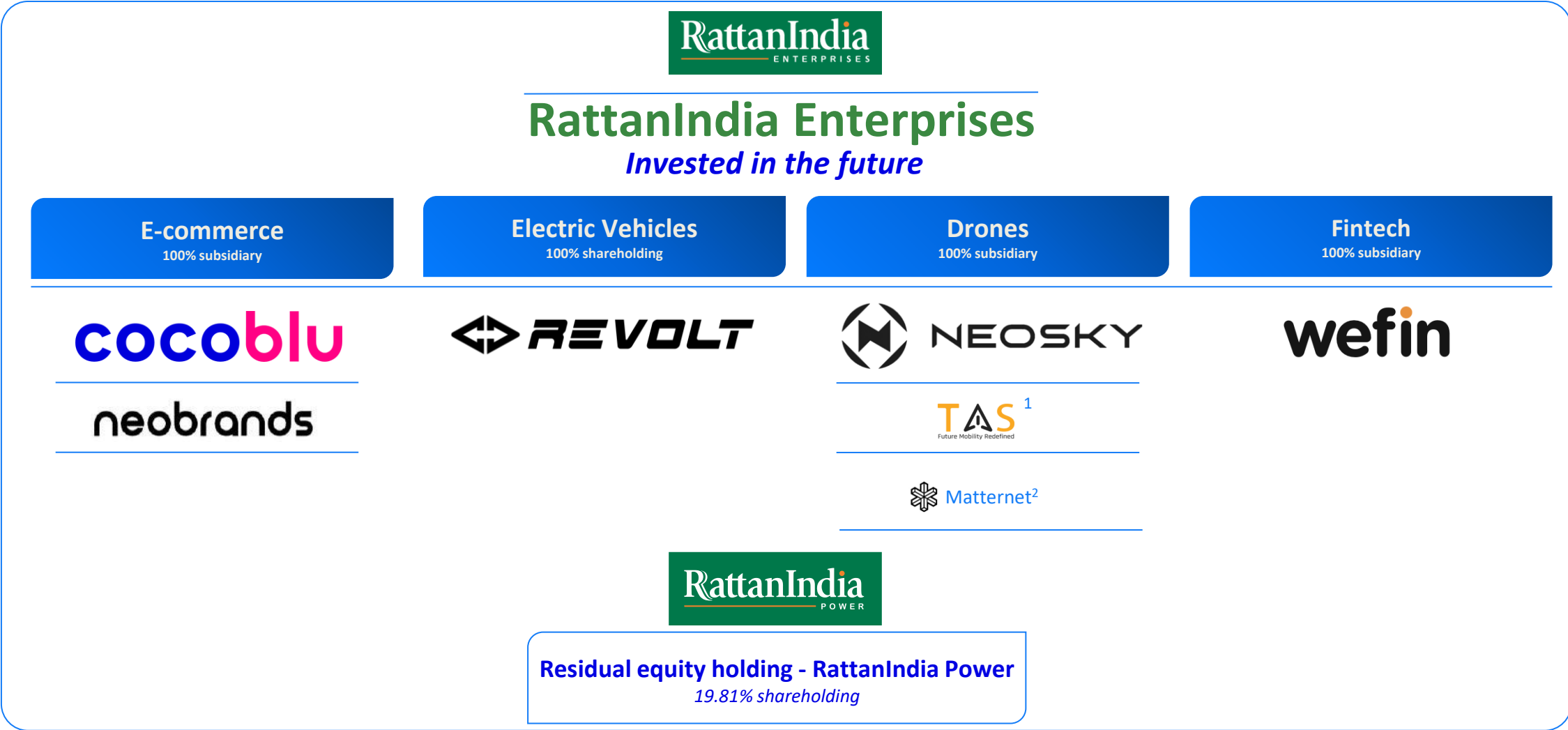
1. <https://www.ibef.org/industry/banking-presentation>
2. <https://www.ibef.org/news/india-likely-to-have-900-million-active-internet-users-by-2025-report>

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

Our business interests



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**

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 & Business
Chairperson, RattanIndia
Enterprises



**Mr. Rajiv
Rattan**

Co-founder & Chairman,
RattanIndia Group

Advisory board entrusted with:

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



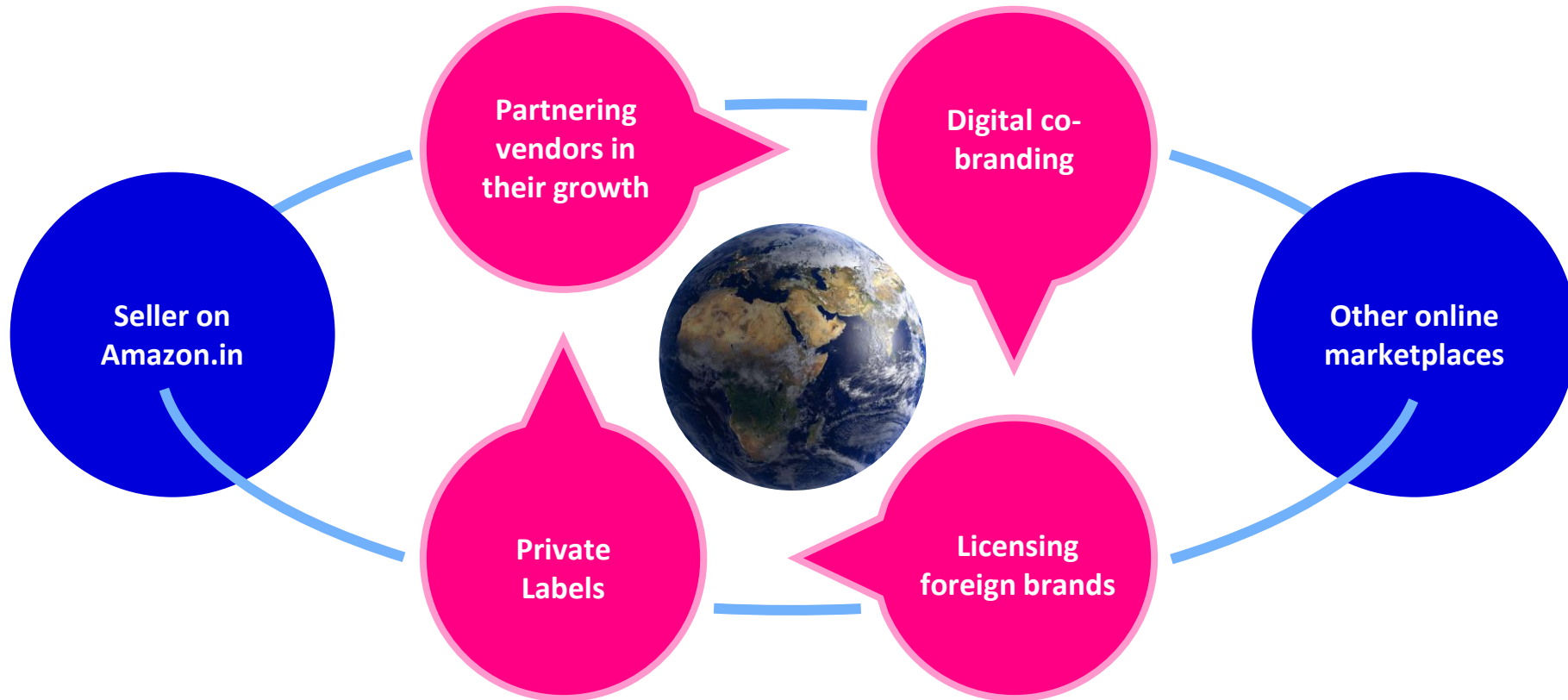
Businesses of the future

Smarter take on opportunities



E-commerce

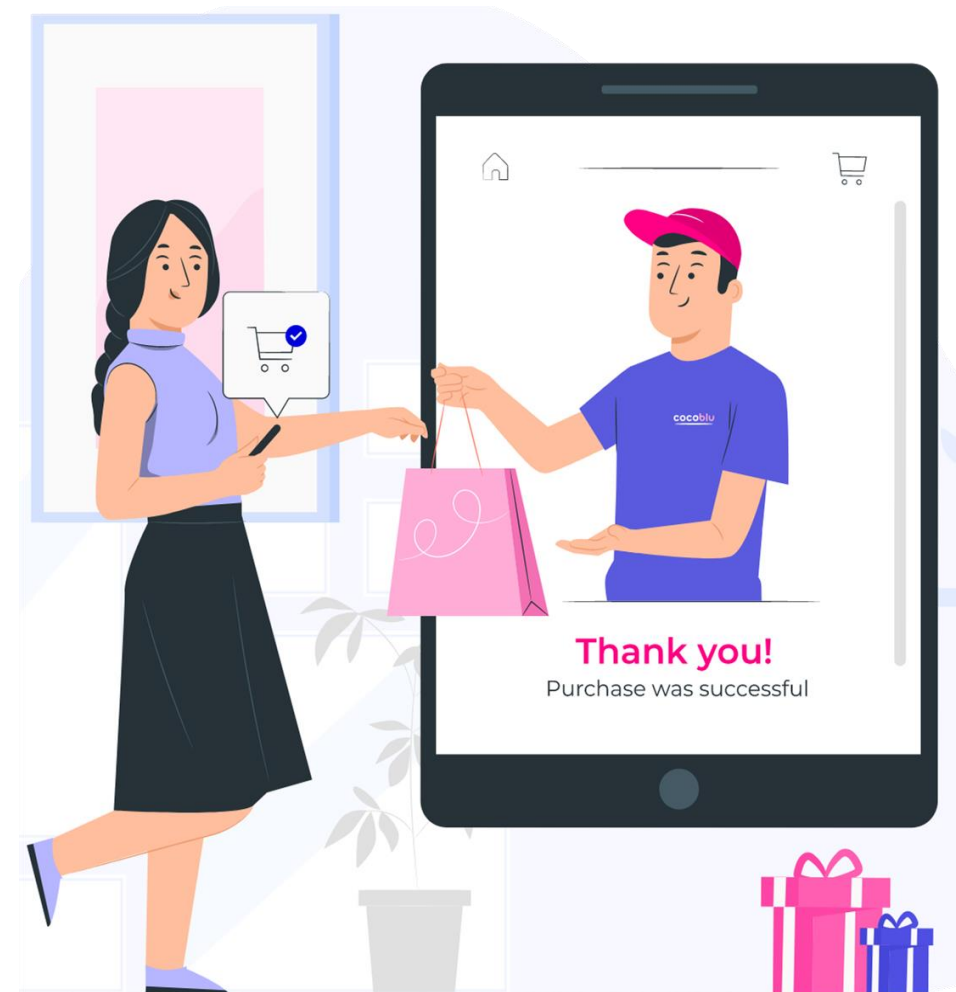




Capitalizing on full potential of e-commerce universe through multi-faceted foray

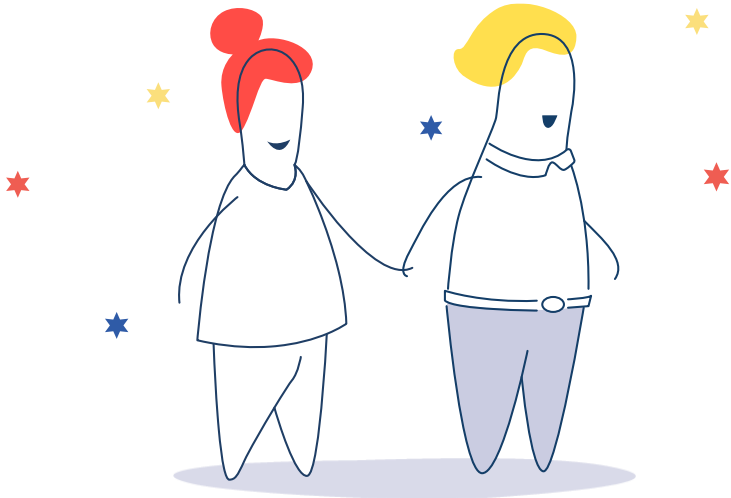
cocoblu

Partners for success



In FY23 we scaled up massively ...

For all walks of life



Shipped
1.5 cr shoes

Untangled entertainment



Shipped
1.5 cr wireless accessories

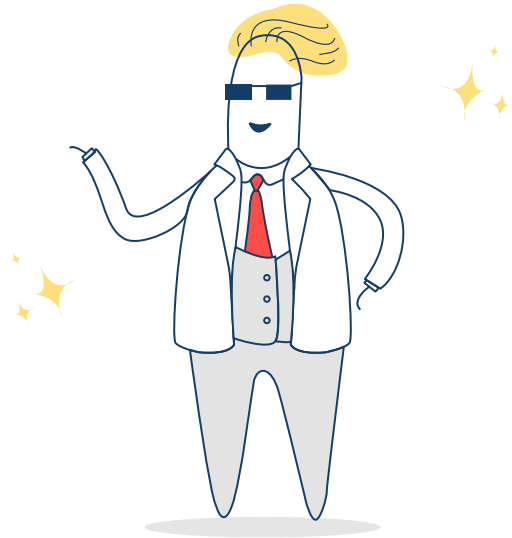
Books never go out of style



Shipped
2.1 cr books

In FY23 we scaled up massively ...

Apparently apparels are
always a hit



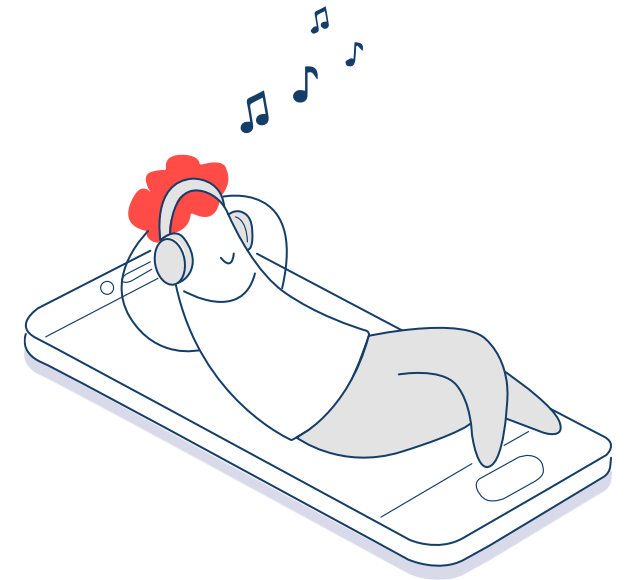
Shipped
3.03 cr apparels

Work. Work. Work.



Shipped
89 lacs office stationery

Music on everyone's mind



Shipped
**9.5 lacs musical
instruments**

- India currently has the 4th largest retail market in the world. India has the third-highest number of e-retail shoppers (only behind China, the US)
- Indian retail market is projected to reach approximately Rs. 160 lakh crore (\$2 tn) by 2032 from Rs. 71 lakh crore (\$836 bn) in 2021
- Online retail market in India is projected to reach Rs. 28 lakh crore (\$350 bn) by 2030 due to rising online shoppers in the country, growing at a CAGR of 23%
- Number of online shoppers in India are expected to reach ~50 crore in 2030 from 19 crore in 2021
- India today has 759 million internet users and is expected to touch 900 million users by 2025

Significant growth in the E-retail market in the next 5-years will steer the momentum for Cocoblu

Source: [IBEF Invest India](#)

[Data on India retail industry as per Kearney Research and Bain & Co., published on ibef.org](#)

[Retail industry in India, investindia.gov.in](#)

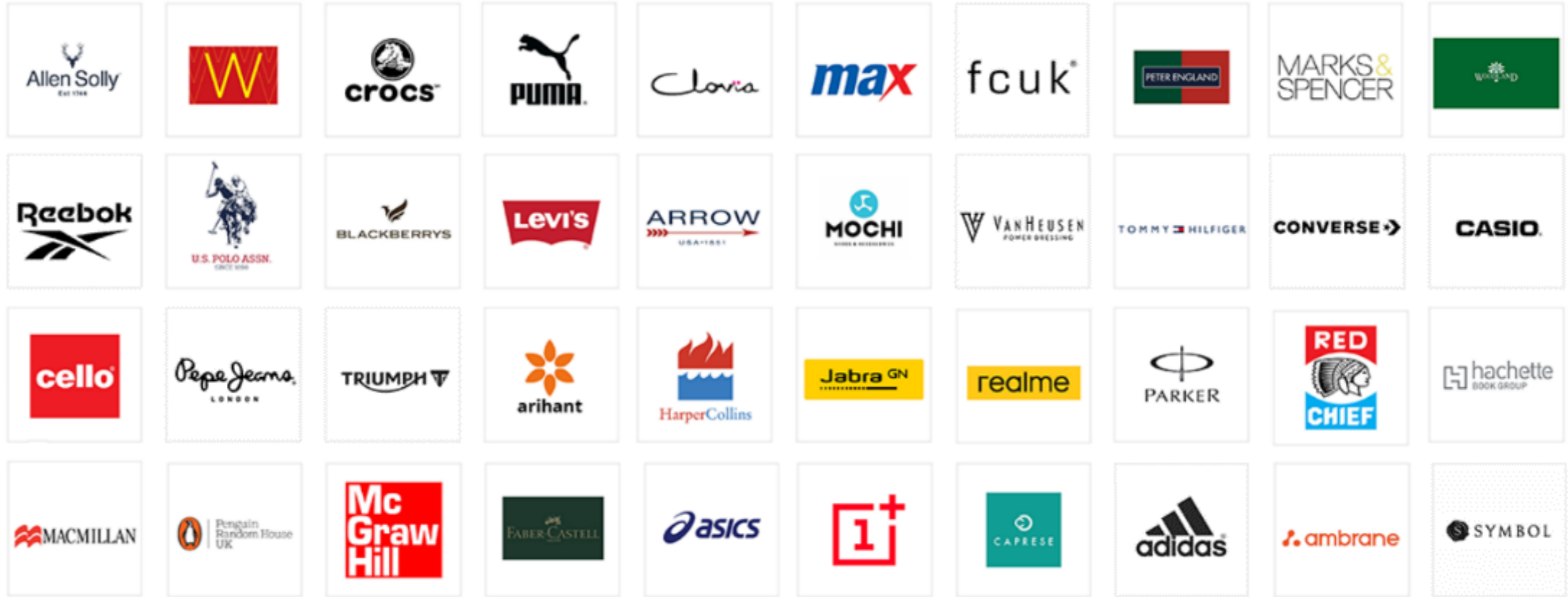
[Live mint](#)

[How India Shops Online 2022 | Bain & Company](#)

<https://www.indianretailer.com/article/whats-hot/retail-trends/india-retail-and-e-commerce-trends-2022.8176>

- Achieved FY23 revenue of 4079 Cr and PAT of Rs. 47 Cr, Q4 Revenue of Rs. 1056 Cr
- EBITDA for FY 23 of Rs 93 Cr
- Has tied up with ~136 Amazon Fulfilment Centers that enables it to deliver across ~100% of the PIN codes in the country
- Served ~19,000 PIN Codes across India
- **880+** top brands signed up, offering best in class selection to customers
- **Achieved 4.5 star review ratings** on Amazon Platform
- Robust processes built on best-of-breed tech tools help in managing the details of retail, which in turn drive customer experience
- Big data and advanced ML algos keep Cocoblu on top of the complexity that comes with total selection of **30+ lakh unique items**

Partner Brands



and many more.....



Mr. Mouli Venkataraman, CEO

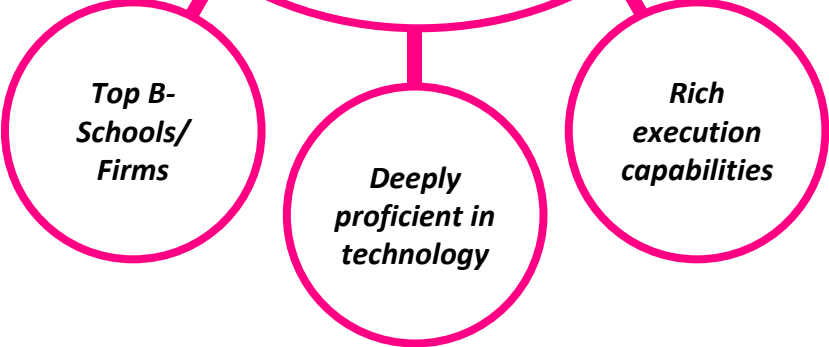
- Alumnus of prestigious IIT Madras and IIM Lucknow
- Previously Category Leader at a leading retail house
- Vast experience in retail companies like Cloudtail India, Arvind Lifestyle Brands, Nokia and Asian Paints

Housed in 26,000 sq. ft. office space in Bangalore

200+

Team members
With 375+ years of experience in retail

With deep expertise in scaling up brands in e-commerce



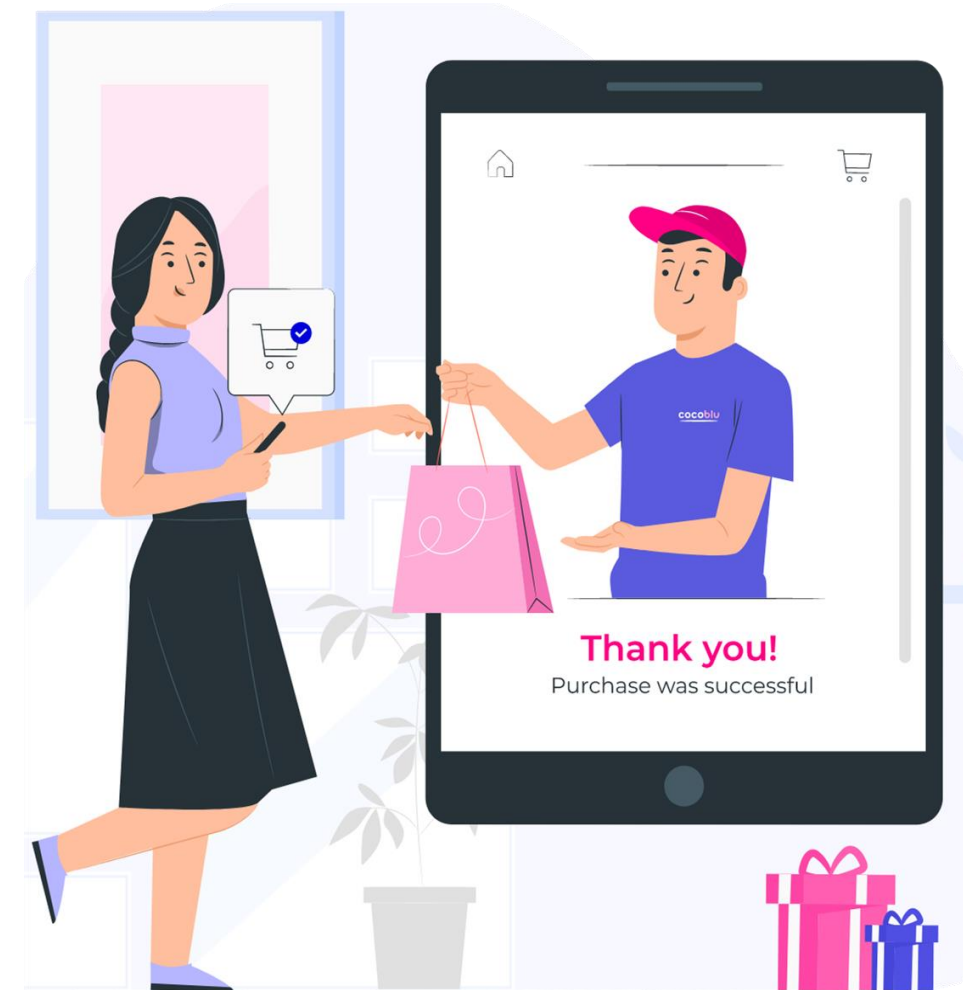
Mr. Soumik Bhusan, CFO

- Alumnus of prestigious IIM Bangalore and qualified Chartered Accountant from India as well as from England & Wales
- 18 years of experience having worked at organizations like Amazon, Bloomingdales (Al Tayer), Macmillan, Titan, Reliance, Goldman Sachs, and CMIE.
- Held various leadership and academic positions

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

neobrand

New Brands, New Beginning





Athleisure / Active Wear Brand



Casual Clothing Brand



Denim Wear



- A denim- wear brand with a total of ~90 styles
- For both Men and Women
- A range of denim bottoms with a wide range of fits , denim jackets and shirts
- Priced attractively from INR 699 to 999
- Available exclusively on Amazon at the brand store [amazon.in/inkd](https://www.amazon.in/inkd)



- An active wear brand with a wide range of 150 styles
- A range for both men and women with tanks, tees, leggings, capris, Joggers and more
- New age fabrics that are both soft and light, with added features like quick drying
- Priced between INR 300 to INR 950
- Available exclusively on Amazon at the brand store amazon.in/pumpd



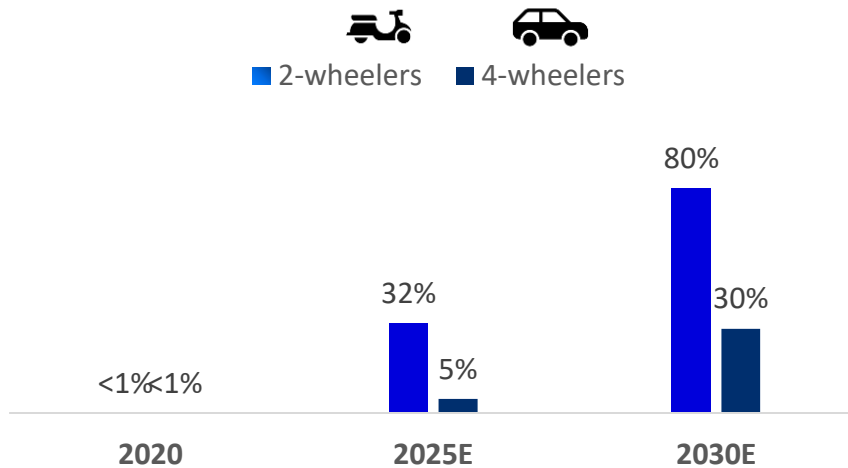
- A casual brand offering a wide range of options in solid colours
- A range of T-shirts, Shirts, Tops, Shorts, Khakis and more for both men and women with more than 220 styles
- Colours and fits tailored to Indian consumers' palette and body types
- Attractively priced from INR 499 to 999
- Available exclusively on Amazon at the brand store amazon.in/fyltr





India's no. 1 electric motorcycle company

India's EV penetration



EV sales in India recorded Y-o-Y 155% growth as of FY2023 to reach 11.7 lakhs units

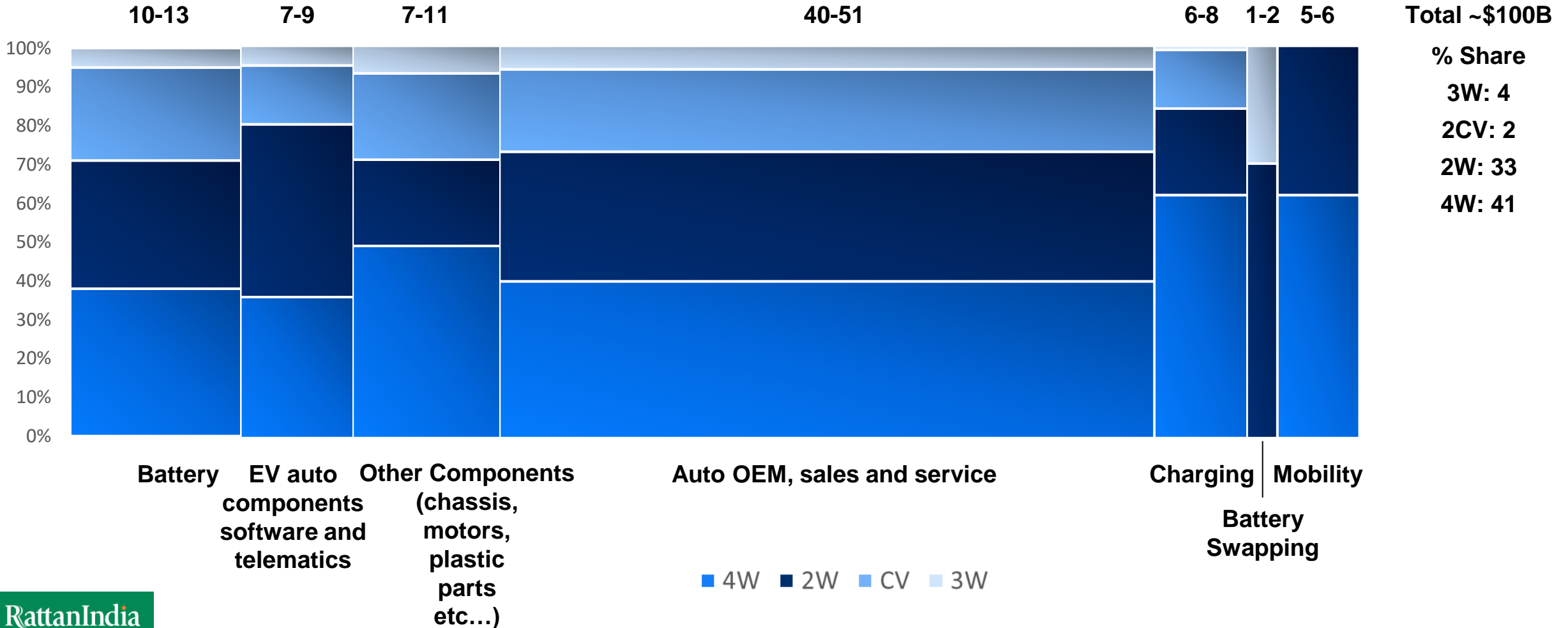
- Electric two-wheeler sales in India reached to 7,20,733 units (Y-o-Y 185%) in FY2023.
- Indian EV market, valued at \$3 billion in 2022, is expected to grow to \$114 billion by 2029, at a CAGR of 67%

India tracking tremendous scale up in electric two-wheeler sales during this decade

The e-mobility value chain revenue pool is estimated to reach up to \$100 billion in FY30



EV revenue pools along e-mobility value chain (2030, \$B)



- 2023 expected to be a defining year for the Indian electric vehicle industry, with policy shifts and increased investment driving growth
- Faster Adoption and Manufacturing of Electric Vehicles (FAME) programme (provides financial incentives to EV manufacturers and buyers) and the National Electric Mobility Mission Plan aim to achieve 30% electric mobility by 2030
- In the Union Budget 2023, import duty has been reduced to nil in respect of import of specified capital goods and machinery required for the manufacture of lithium-ion cells for batteries used in electric vehicles. This will help in reducing the cost of batteries in the near future

Continued positive Government support to the industry as well as end users to elevate the EV traction in India

- **Multi-model approach**

- Achieved 100% localization
- AI enabled data analytics
- Establishing state-by-state distribution
- State of the art manufacturing –being further expanded
- No special charging infra required
- New age/ Digital approach to customer engagement
- Highly responsive customer service



India's most advanced AI enabled, nextgen electric motorcycle



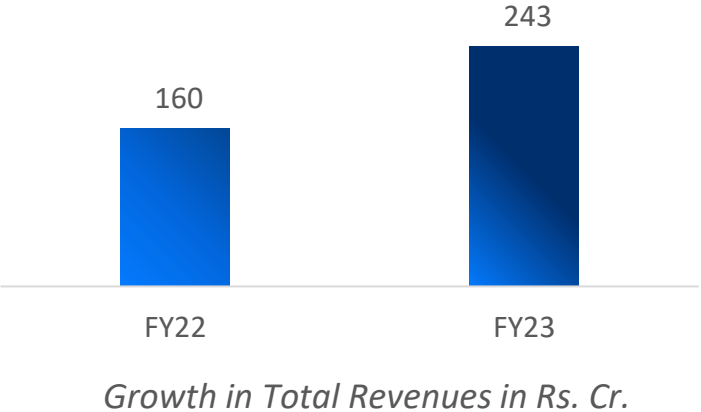
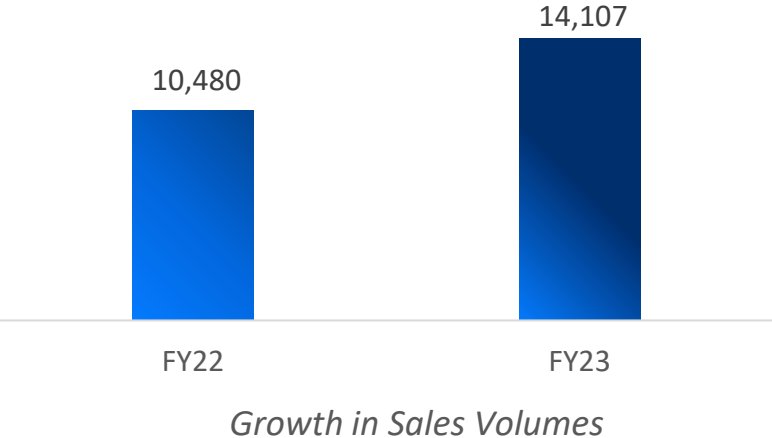
More than 12.1 million data points captured and processed on AI engine from more than 230 million+ kms driven on Revolt bikes



Natural transition from ICE motorcycles which account for > 60% share of 2Ws

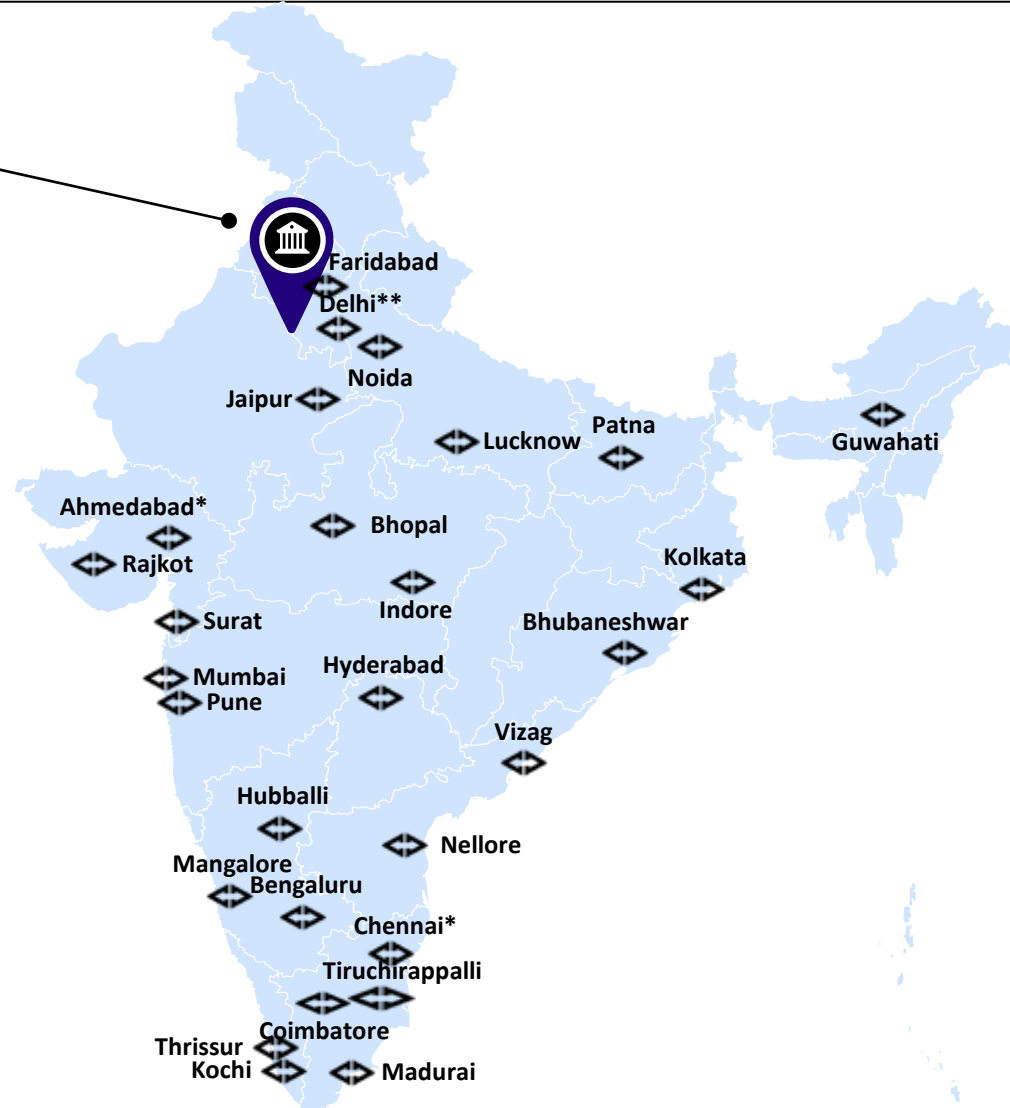
Electric motorcycles are built sturdier for superior riding proposition

Electric motorcycles have long term cost advantages in comparison to ICE 2Ws



Quicker inflection to profitability anchored by rapid acceleration in sales

HQ and Factory
Manesar, NCR



- Presence in 28 cities with 32 stores
- New cities in the pipeline

Stores

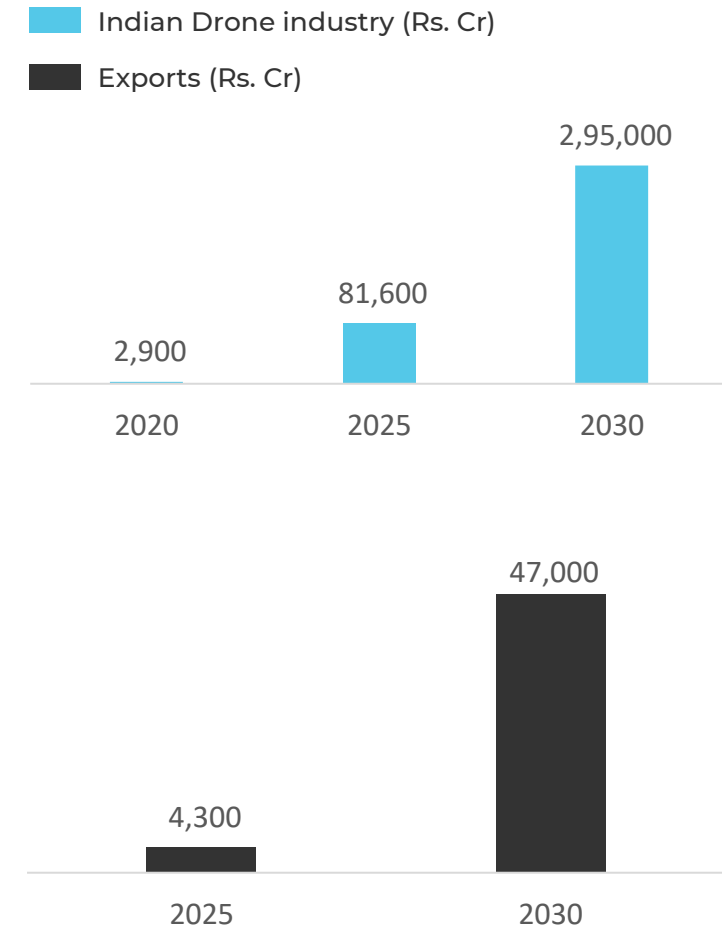
*Ahmedabad and Chennai have 2 stores
**Delhi has 3 stores



Sky-High Opportunity



- India aims to be a global drone hub by the year 2030
- Indian drone industry is expected to grow from Rs. 2,900 Cr in 2020 to Rs. 81,600 Cr in 2025 and Rs. 295,000 Cr by 2030
- Drone exports are expected to grow from Rs. 4,300 Cr in the year 2025 to Rs. 47,000 Cr by 2030. Exports as a % of the industry is likely to see a massive jump from just 5% in 2025 to ~20% in 2030
- Component indigenization is happening at a rapid pace. By the year 2030, 60% of all the components are likely to be sourced within India



Key Growth Levers of Drone Industry

Government & Industry

Pushing drone usage across all the key sectors like Survey & Mapping, Surveillance, Inspection, Logistics & Agriculture

Skill Development

India needs around 100,000 drone pilots in the next few years. Pradhan Mantri Kaushal Vikas Yojana 4.0 includes drones (Budget FY23-24)

GDP Multiplier

To boost India's GDP by up to 1.5% while adding at least 500,000 jobs in the coming years*

Policy Tailwinds

Liberalised drone rules, Banning imports of Drones, PLI scheme for manufactures, Drone shakti

Investments

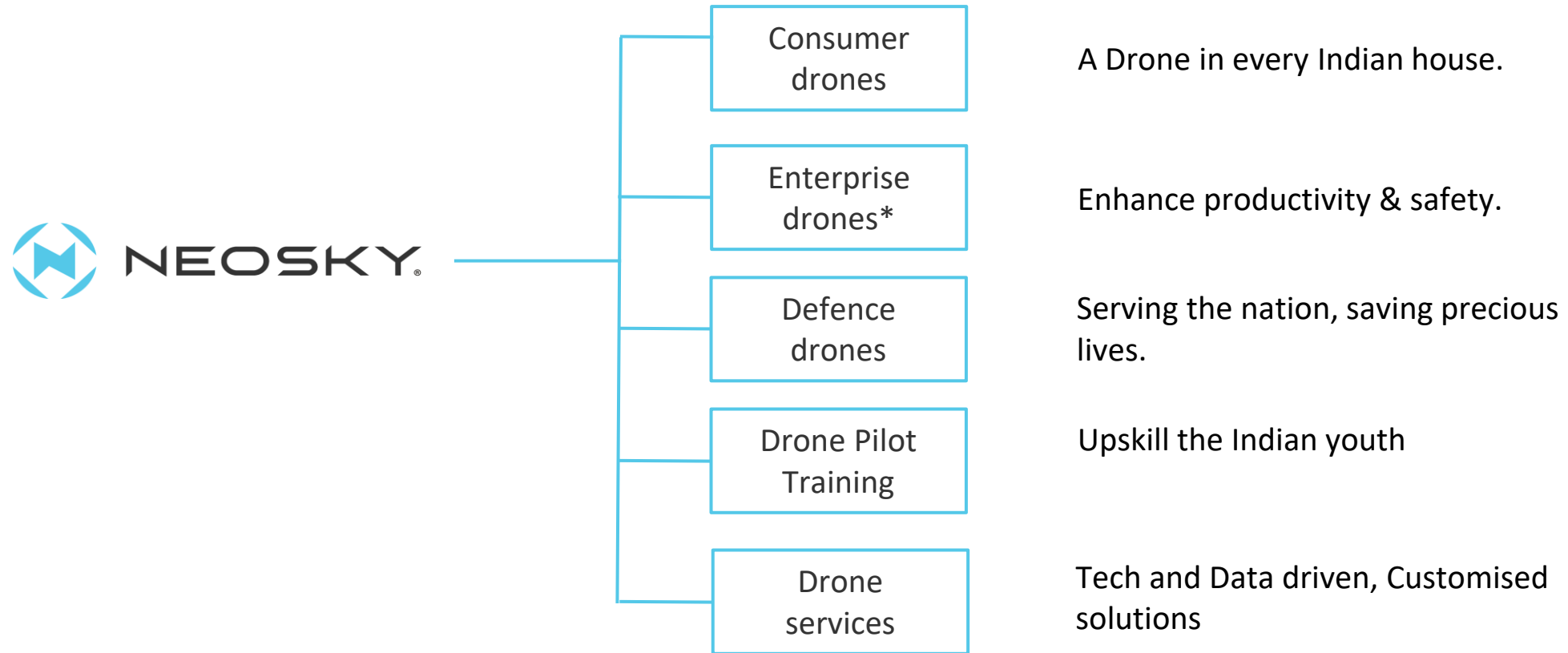
Driving local innovation, building eco-system, Creating a talent pool

Visionary policy to help industry scale-up; players with first mover advantage to benefit the most

Defence

Modernisation of Armed forces driving Drone and Anti-Drone usage. Demand for Surveillance, Cargo drones & more !

NeoSky aims to be a full-line drone player



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)

NeoSky received Drone Remote Pilot Training Organization (RPTO) license



- DGCA approved NeoSky's RPTO license, the first center is starting in Bangalore
- Mission: To upskill the Indian youth. This fits in very well with the REL's vision of "Transforming lives of a billion plus aspiring Indians". RPTO will provide trained & qualified pilots across NeoSky
- Strong Infrastructure, People with a special focus on sharing practical experience
- NeoSky will offer both Standardized and Customized courses. We will look at Tailor-made batches focused on Veterans, Agriculture, Mapping etc.



Laboratory



Flying zone



L-40

- Launched L-40 with a payload capacity of up to 40kg
- L-Series now has three products and four variant, doubled our capacity from 20kg to 40kg in this quarter. Medium altitude (L-40, L-20 and L-15) and High altitude (L-15)
- Targeted industries: Defence, eCommerce, Healthcare & Paramilitary

- TACT-XL takes endurance to new heights. Best-in-class 90 + minutes flying time, a landmark in the 'Rotary craft' category
- A big enhancement from the current product of TALV-TACT
- Targeted industries: Defence, Paramilitary, Police & Security establishment



TACT-XL



- DOPO completed Stage-I of the 'type certification', Final certification process is on-going
- DOPO, best-in-class within the rotorcraft category
- Targeted industries: Mapping, Inspection, Mining & Precision agriculture



TACT

Surveillance, Disaster management. Endurance of up to 60 minutes. Live transmission is 15 kilometres. Cruise speed of 24 meters / second. Customisable payloads (Camera, Sensors) up to 2kg



TACT

Affordable surveillance. 4K Camera with 25 fps & 6X Zoom. Endurance of up to 35 minutes. Communication range of 5+ kilometers. On-board AI features. High precision GPS



L20 & L15

Cargo delivery. Payload of up to 20 kgs. Endurance up to 45 minutes. Max launch altitude 5500meters above MSL. Live transmission of 15 kilometres. Autonomous-mode option. In-built fail-safe features. Pre-flight checks.



Defender

Defence. Anti-drone with a soft-kill approach. Lock-Track-Neutralise rogue drones. Endurance of up to 45 minutes. Communication range of 20 kilometers. IP45 resistance. Max speed 26 meters / second. Operating temperature -5*C to +55*C



Demonstration of our drones to Defence, Police, Commercial, Agri and other clients

- Throttle Aerospace Systems (TAS) is one of select few companies that has qualified for Government of India (GOI) Production Linked Incentive (PLI) scheme in July'2022, for the period of three-year period starting FY21-22
- GOI released FY21-22 PLI incentives to the drone companies in March'23 and TAS is one of the select few who received this incentive
- GOI has earmarked Rs. 120 Cr for Drone PLI for drone and component manufacturers , over a period of 3 years. These numbers are likely to go up significantly
- A 20% incentive is given on the Value-addition done by the drone manufactures
- This is a great initiative to support & drive 'Make in India' innovation, R&D and manufacturing



Mr. Sarath Chandra Gudlavalleti,

CEO

- Alumnus of prestigious XLRI, Jamshedpur
- Previously senior leadership positions in Quikr
- Vast experience in technology and retail in companies like Microsoft, Nokia and Coco-Cola



Peeyush Kumar, Business Head,

CONSUMER DRONES

- Industry veteran with 27 + years experience at leadership positions in International & Indian market
- Part of IIT-Kanpur & IIM-C. Has deep knowledge in imaging, consumer electronics, telecom & drones
- Worked with Sony, Samsung, Panasonic, Sony Ericsson, Pixella & Philips



Niraj Kr Sahay, Chief Innovation Officer, Consumer Drones

- Industry veteran with 25 + years experience in Technology, design & innovation, IIT-Kharagpur & IIM-B
- Deep knowledge in defence automotive aerospace & UTM
- Worked with Infosys, Wipro, DRDO, and Avianco



Nagendran Kandasamy,
Chief Executive Officer, TAS

- Aeronautical expert with international and Indian market experience of 15 yrs
- Deep knowledge in aircraft structure and UAV. Alumni of Hindustan college of Engineering
- Worked with HAL, Boeing, Cades, Zodiac Aerospace and projects like LCA Tejas, Boeing 787, & A320



Shashi Kr R,
Chief Technical Officer, TAS

- An IOT, Web application and computer vision champion. 16+ years of experience in development of web application, embedded systems, IOT device software and database management
- Worked with Oracle and ANZ Grindlays



Wing Commander
Somasundaram (RETD)

- Indian Airforce (IAF) veteran for 30 + years . Got trained at IAI, Israel on Drones. Established state-of-art maintenance facility for drones at IAF. Was part of the team which was tasked to do RCA on security lapses at an IAF base.
- Launched a drone start-up which created Perimeter intrusion detection solution, Agri drones and a Tethering drone.

Dream Team of Infinite possibilities

Setting up world class R&D centre for design, development & manufacturing of indigenous drones

Setting up, Sales, Marketing and Distribution capabilities

Combined experience of leadership team is more than 100 years with background from Product Design, Aeronautics, Embedded Systems, AI & ML, Computer Vision, Marketing & SaaS, P&L, Entrepreneurship

Several recruitments underway to grow the dream team. Current strength of 70+ strong team members from reputed institutes



SONY

SAMSUNG



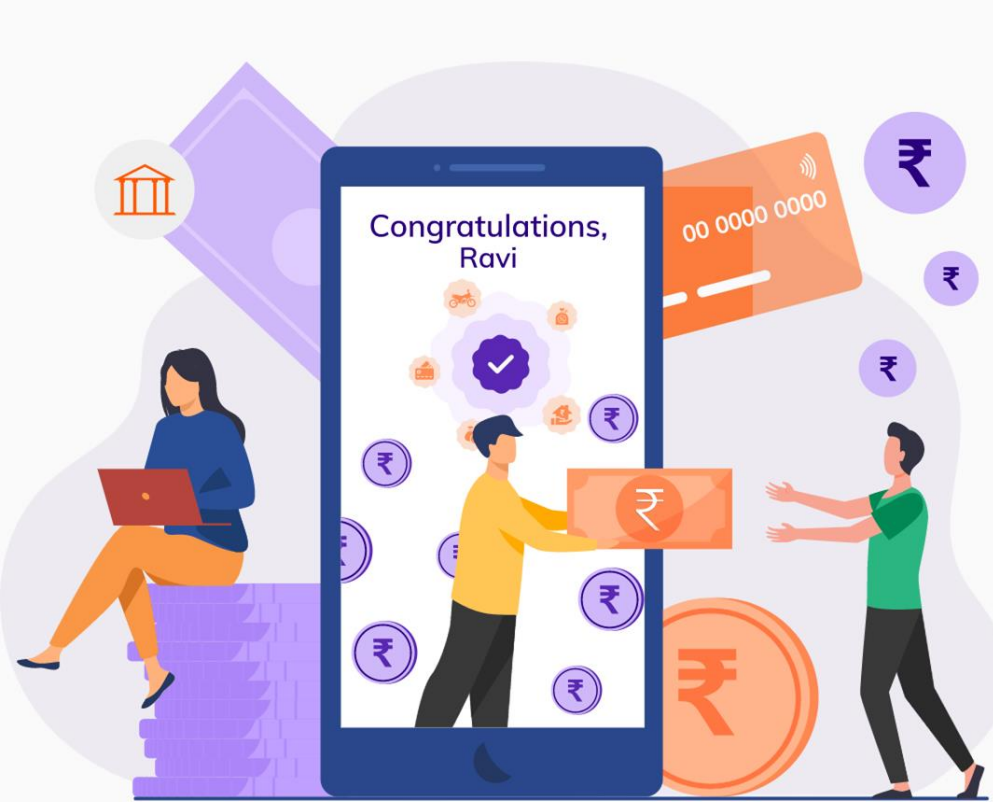
Panasonic



NOKIA

Quikr
Aasaan hai badalna





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

Market size:
INR 174 Lakh Crore¹
(Lending market in India in Mar 2022)

Growth of:
11.1%*
2021-22

Credit Demand Growth:
40%²
2021-22

RETAIL MARKET SEGMENTS	%	INR in Lakh Cr.
Home Loans	30%	25
Agri Loans	9%	8
Personal Loans	9%	8
Business Loans	7%	6
Auto Loan	6%	5
Gold Loan	5%	5
Credit Cards	2%	2
Two-wheeler Loans	1%	1
Consumer Durable Loans	0.4%	0.3
Others	30%	25
Total	100%	85

Retail lending in FY22 stood at Rs. 85 Lakh Cr., representing 48.9% of the overall market size of INR 174 Lakh Cr

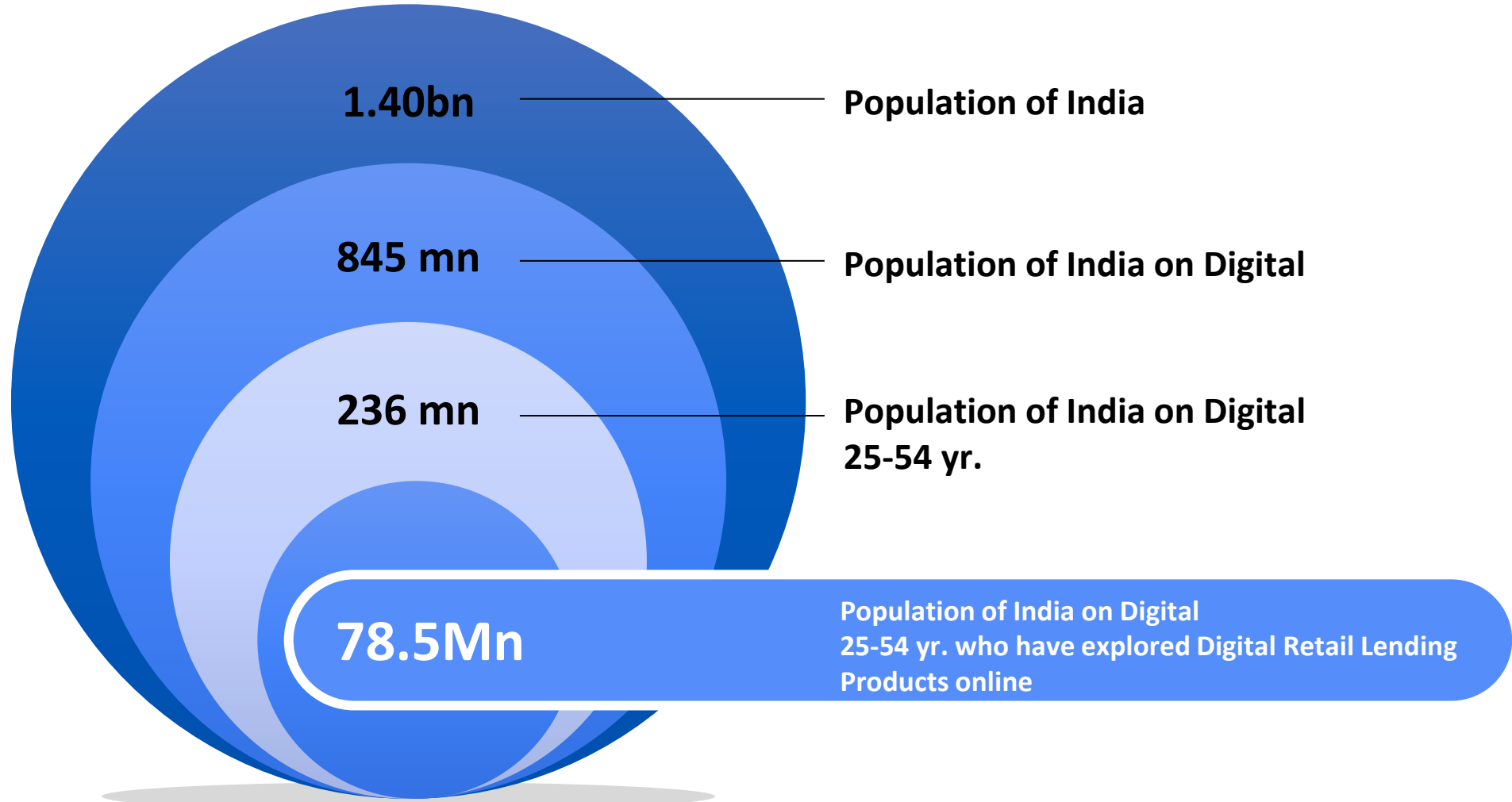
Increasing frequency of consumers checking their credit scores

3x

Growth in number of consumers checking their credit scores in 2020 vs 2018

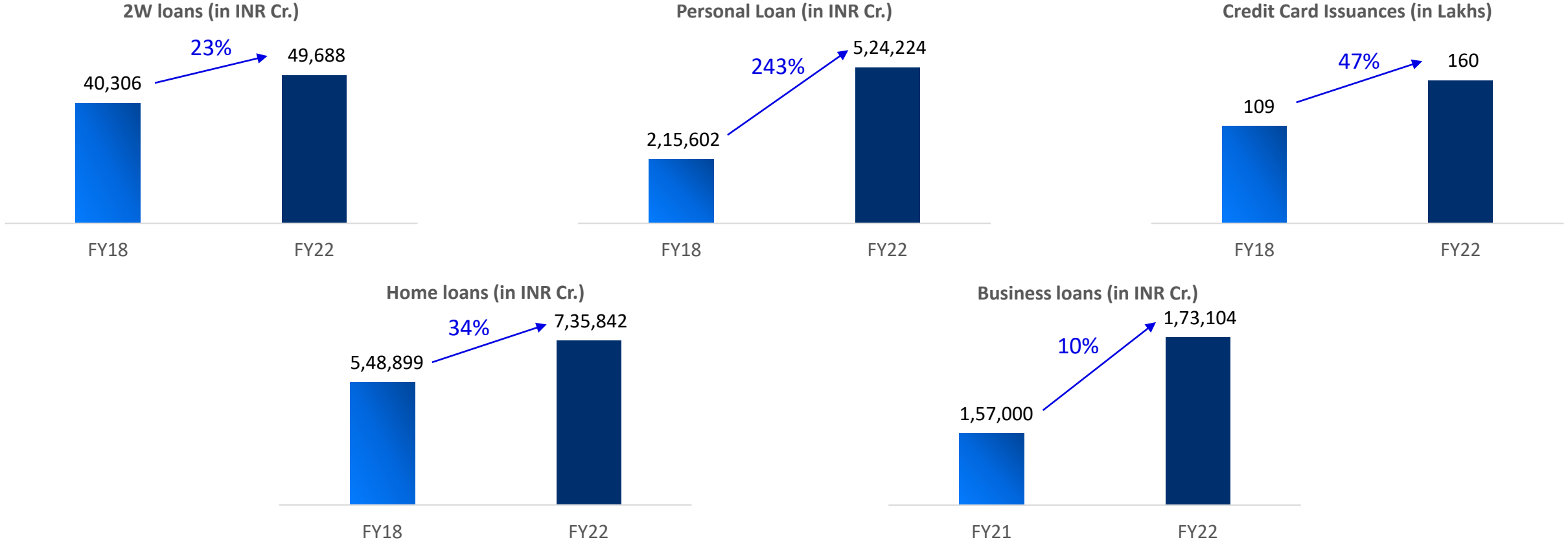
2x

Growth in number of times a consumer checks their credit scores in 2020 vs 2018



India uniquely poised to realize democratization in Financial Services

Opportunity is ripe for digital first models



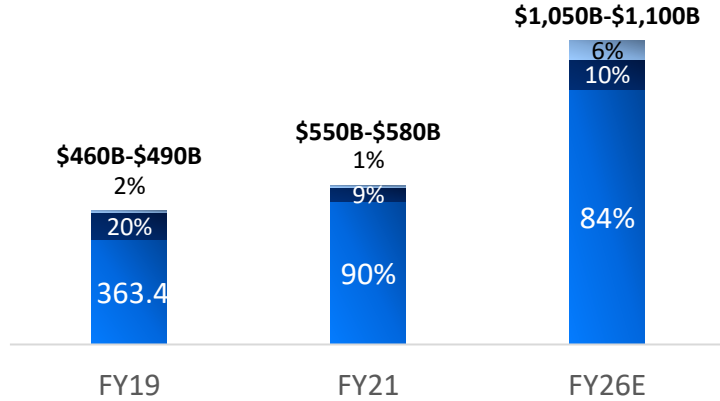
Continued traction in traditional segments of lending to underline growth for Wefin

Opportunity is ripe for digital first models

Consumer credit to grow at approximately 13% CAGR, partially contributed by growth in Fintech

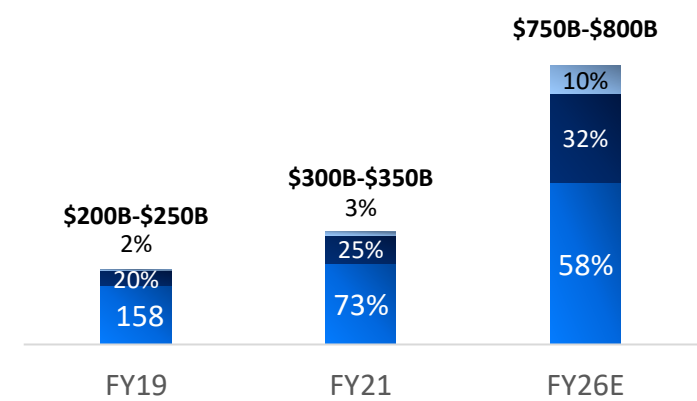
Consumer credit - split by lender type (\$B)

Consumer credit growth by lender type CAGR 21-26E	
Fintech Players	~50-60%
Traditional NBFCs*	~15-20%
Banks	~11-14%



NBFCs* & Fintechs^ to play role in increasing share of formal credit across MSME segments

MSME credit - split by lender type (\$B)



MSME credit growth by lender type CAGR 21-26E	
Fintech Players	~50-60%
Traditional NBFCs*	~20-25%
Banks	~10-12%

■ Banks ■ Traditional NBFCs* ■ Fintech players

*Non-Banking Financial company

^Fintech NBFC lenders such as Lendingkart

Marketplace for anything one needs from a financial institution

- Access via App/ Website
- Real-time Personalized Offers
- Real time approval and disbursal
- Free Credit Score Check
- Check real time banking transactions with 13 top banks through Account Aggregator network
- Banks, NBFCs and FinTech's
- Existing lending relationships – 30+

Current products available:

- Personal Loans
- Two-wheeler loans
- Credit Cards
- Bill discounting
- Account Aggregator
- Free Credit Score Check
- Housing Loans/Loan Against Property

Next phase of products:

- Business Loans

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

- **30+** relationships with banks, NBFCs and Fintech integrated with Wefin
- Wefin provides two-wheeler loans for 34 OEMs having 1,444 models
- Number of Loans Disbursed in FY23: 7,300+
- Number of Credit Cards Issued in FY23: 3,700+
- Loan Disbursal Value in FY23: Rs. 300+ Crore
- Number of Visitors till date 1.7 mn
- Registered Customers till date 354k
- Number of credit score checks till date 186k
- Integrated with Account Aggregator Network ... Real time banking transactions with 13 banks already live
- Wefin's Ad was released on 14 Feb, 2022 ... 5.08 lakhs+ numbers of views ([LINK](#))
- Business is well supported by 80+ employees with 500+ years of experience in reputed Banks, NBFCs, FinTech's including HDFC, IDFC, Yes Bank, Bajaj Finance, SBI Cards, Incred, RBL Bank, Cars 24

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**

Wefin's approach

Paperless authentication and on-boarding

Instant approval status

Live comparison across suitable options

Tailor made products with accent on convenience

Traditional approach

Multi-tier burdensome paperwork

Prolonged, opaque, outdated processes

Preferred partner typically gets pushed

One-size fits all approach. No scope for personalized innovation

Wefin to redefine the banking experience with limited touchpoints and zero physical presence



and many more.....

Residual equity in historical business



Best-in-class operations



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 and for FY 23 has posted:
 - **Total income of Rs 3581 Cr**
 - **PBT of Rs 353 Cr**
 - **EBITDA of Rs 1108 Cr**
- In FY 23 , Amravati plant achieved following record milestones since commissioning in March 2015:
 - **Highest ever PLF of 77%**
 - Received and unloaded **highest ever coal rakes (1487 nos. i.e. daily average of 4.1 rakes)**
- Company continues to timely service its debt obligations, having paid Rs. 3116 Cr (principal and interest) since Jan 2020, **including Rs. 733 Cr as prepayment**
- The outstanding secured external term debt **stands reduced at Rs 1213 Cr** (including accrued interest) against standalone Networth of Rs 5608 Cr as on 31 March 2023
- Company is in the process of re-financing its secured debt with one of the leading domestic private sector bank. Transaction is expected to close in Q1 FY 24.

Investor connect

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Thank You