

November 10, 2022

Scrip Code- 534597

**RTNINDIA** 

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

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**

(formerly RattanIndia Infrastructure Limited) CIN: L74110DL2010PLC210263 Registered Office: 5th Floor, Tower-B, Worldmark 1, Aerocity, New Delhi -110037 Website: www.rattanindia.com, E-mail: <u>rel@rattanindia.com</u>, Phone: 011 46611666

## RattanIndia

# **Investor Presentation**

November 10, 2022

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 for Q2FY23 Rs. 1,281 cr (Revolt's revenue does not get added to REL Consol revenue) and Profit after tax of Rs. 102.8 cr
- Revenue generation in all businesses showing an upward trend

#### • Cocoblu:

- ✓ Ecommerce business has scaled up massively
- ✓ Achieved Q2 revenue of Rs. 1,174 cr
- ✓ Over 2 cr orders fulfilled in Q2
- ✓ 600+ top brands signed up
- ✓ 20 lakhs+ unique items stocked and being sold
- ✓ Ability to serve 100% PIN codes in the country
- ✓ Achieved 4 star review ratings on Amazon marketplace

#### $\circ$ BankSe:

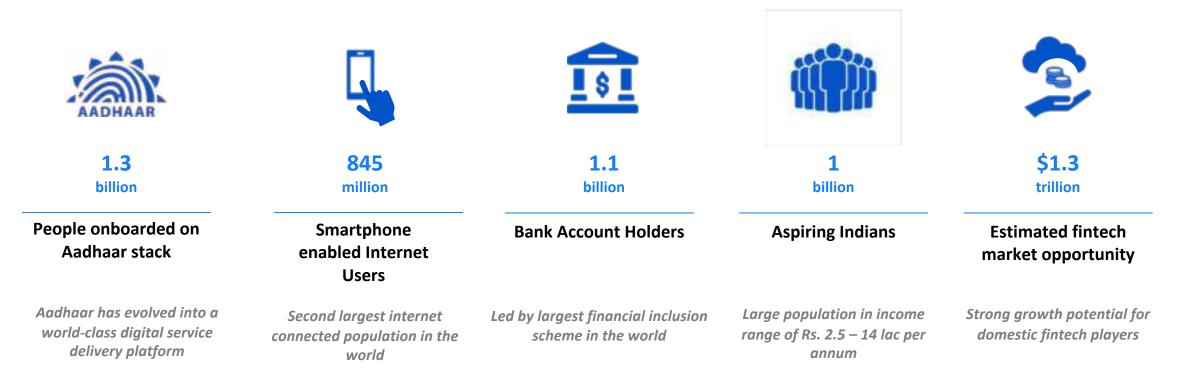
- ✓ Disbursed 4,000+ loans with value of Rs. 170+ cr till date
- ✓ Number of Credit Cards Issued till date 1,395
- ✓ More than 1.2 mn visitors on the portal

- NeoSky:
  - New drone 'Defender' launched adding to the existing four models
  - ✓ Qualified for government's PLI scheme
  - ✓ Acquired new clients Gujarat Police, Adani Real Estate, Karnataka Government, Drishya (Survey of India)
  - ✓ Throttle Aerospace (TAS), subsidiary of NeoSky is witnessing rapid growth post investment
- $\circ$  Revolt:
  - ✓ Revenue for H1FY23: Rs. 171 cr (does not get added to REL's Consol financials as Revolt is an associate as at 30 Sep 2022)
  - ✓ Total dealership count has reached 30 dealerships across India
  - ✓ On 6<sup>th</sup> October 2022, REL has signed definitive agreement to acquire 100% stake in Revolt
  - ✓ Deal on track to be completed within the current quarter. Revolt's revenue will be consolidated with REL post 100% acquisition



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

**Enablers of India's digital economy** 



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





#### **Our philosophy on business**

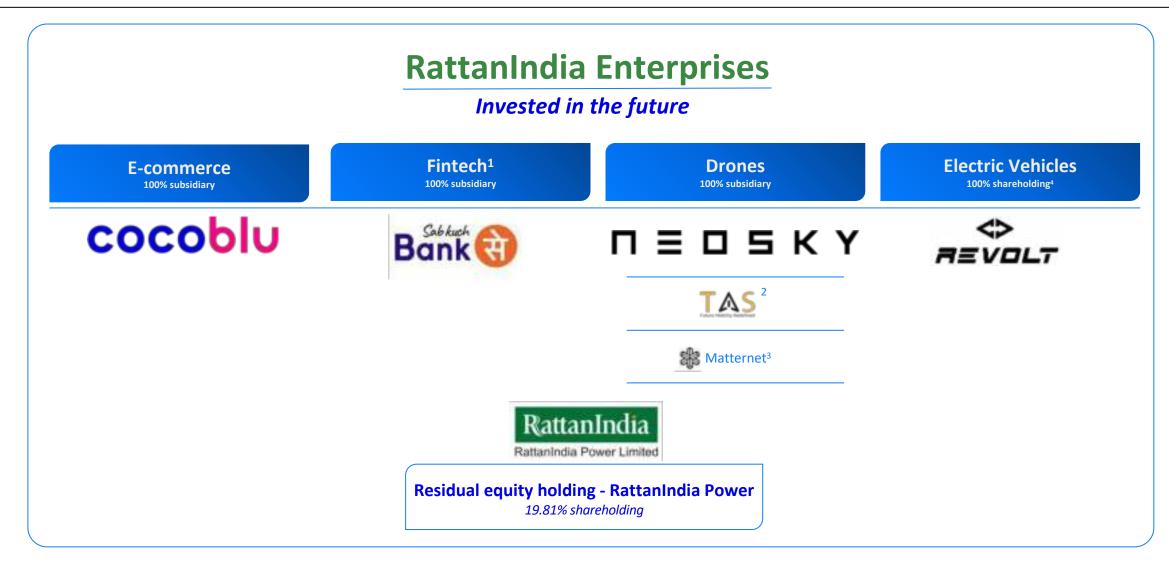
- New Age businesses
- ESG compliant
- Direct to consumer engagement
- Staying away from debt-heavy businesses
- Low capex
- Clean tech focus
- Rapid scalability
- Aiming to be amongst the leaders

**REL is a family of strategic growth platforms** 





#### **Our business interests**



#### Note:

RattanIndia

- 1. Through wholly owned subsidiary Neotec Enterprises
- 2. Acquired 60% stake in May 2022 through NeoSky 3. Strategic investment approved by Shareholders
- 4. REL has signed definitive agreement to increase its stake from 33% to 100% ... Deal on track to be completed
- within the current quarter



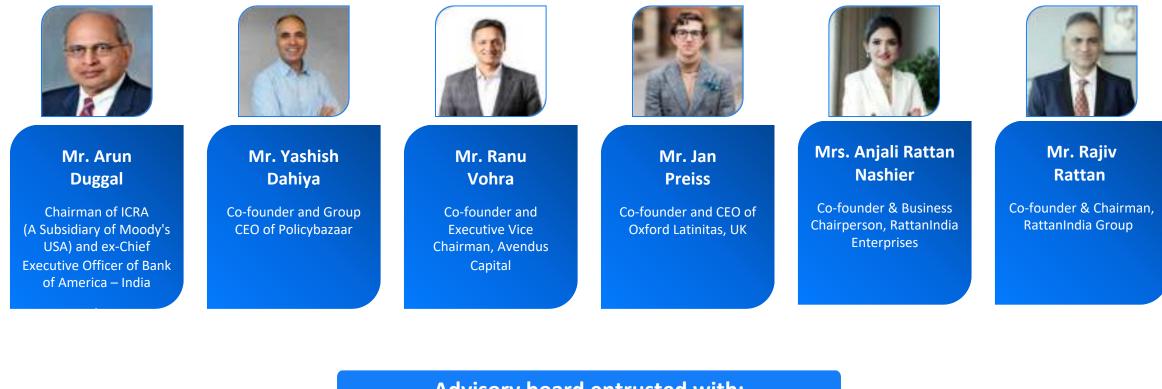
50% of Board is independent Statutorily audited by Walker Chandiok & Co LLP (GT) Governance committees headed by Independent Directors

Audit, Nomination and Renumeration, Corporate Social Responsibility (CSR) Stakeholders' Relationship Robust regulatory compliance Guided by qualified and competent Advisory Board



#### **Advisory Board of eminent professionals**

RattanIndia

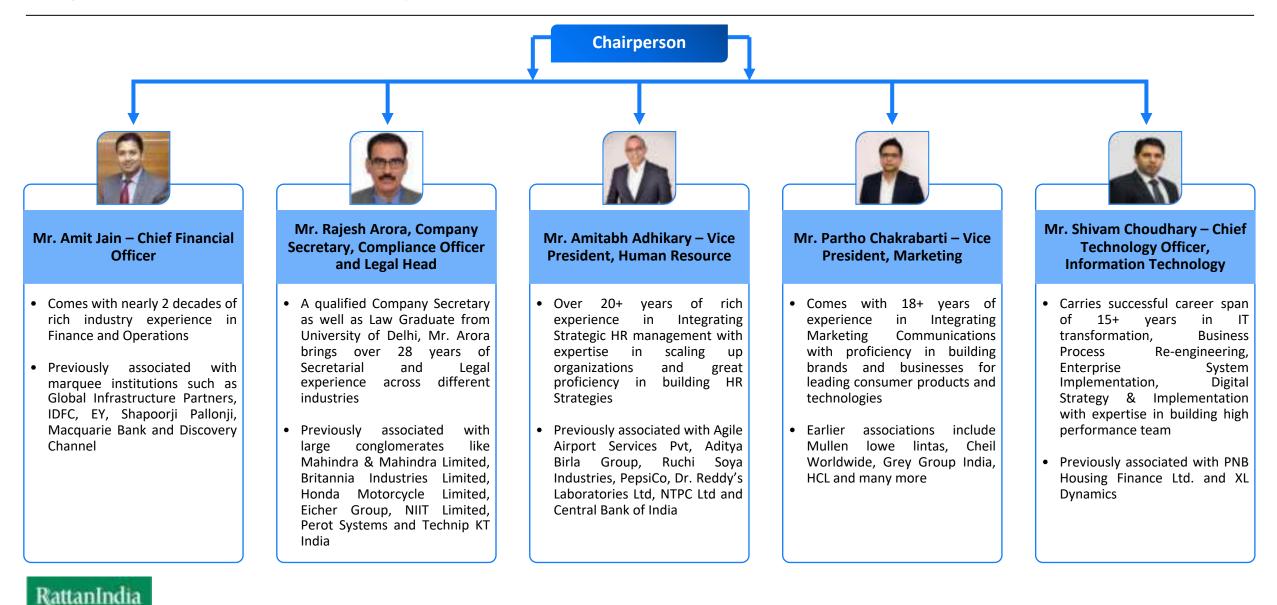


#### Advisory board entrusted with:

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



#### **Organisational structure – Corporate level**



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RattanIndia

## **Businesses of the future**

Smarter take on opportunities

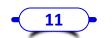




# cocoblu

#### **Partners for success**





#### **Opportunity of a lifetime**

cocoblu

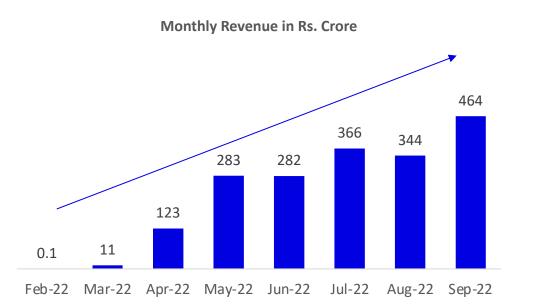
- India's retail industry is projected to grow at 9% over 2019-2030, from Rs. 62.3 lakh crore (\$779 bn) in 2019 to Rs. 112 lakh crore (\$1.4 tn) by 2026 and more than Rs. 144 lakh crore (\$1.8 tn) by 2030
- Online retail market in India is projected to reach Rs. 28 lakh crore (\$350 bn) by 2030 due to rising online shoppers in the country, thereby standing at ~20% of the overall retail industry
- Number of online shoppers in India are expected to reach ~50 crore in 2030 from 15 crore in 2020

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



#### Witnessing healthy scale-up in business

- Achieved average daily sales run rate of Rs 12.8 cr in Q2 vs. Rs 7.5 cr in Q1, marking a robust improvement of 1.7x
- Has tied up with 138 Amazon fulfilment centers that enables it to deliver across 100% of the PIN codes in the country
- Already served 19,000+ PIN Codes across India
- Over 2 cr orders fulfilled in Q2
- 600+ top brands signed up ... Offers best in class selection to customers
- Achieved 4-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 stocking **20 lakh+ unique items**

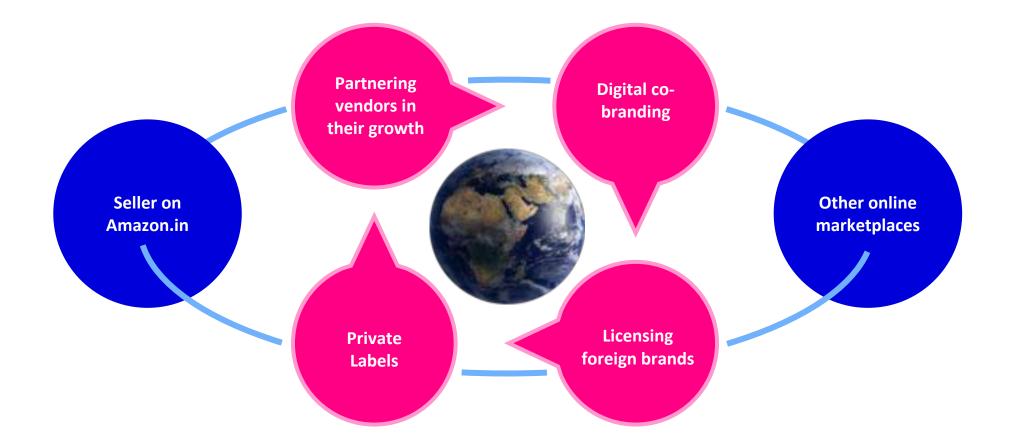


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	Monthly Revenue	Apr'22	May'22	Jun'22	Q1 FY23	Jul'22	Aug'22	Sep'22	Q2 FY23	H1 FY23
	in Rs. crore	123	283	282	688	366	344	464	1,174	1,862
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#### **Universe of possibilities – REL's e-commerce platform**





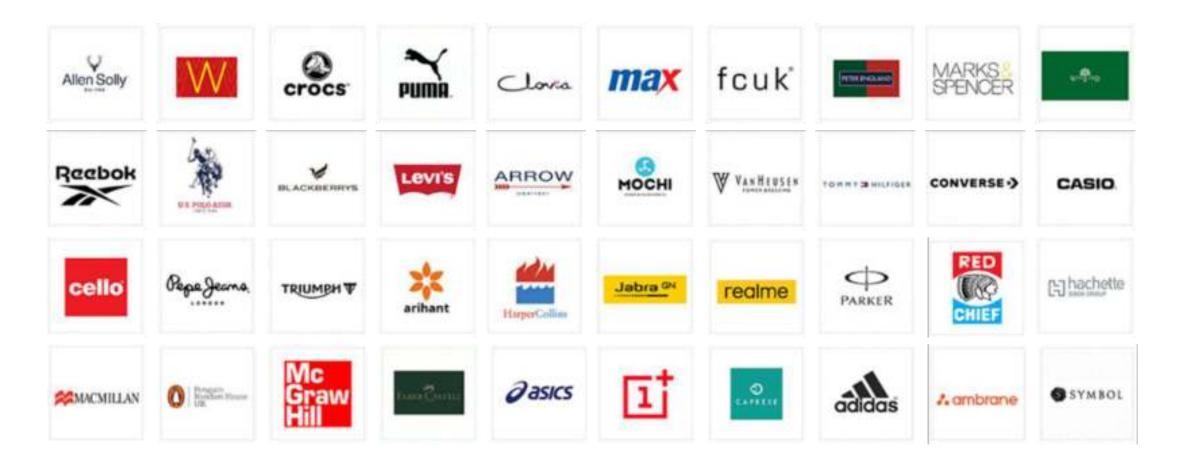
Capitalizing on full potential of e-commerce universe through multi-faceted foray





#### **Partner Brands**

cocoblu



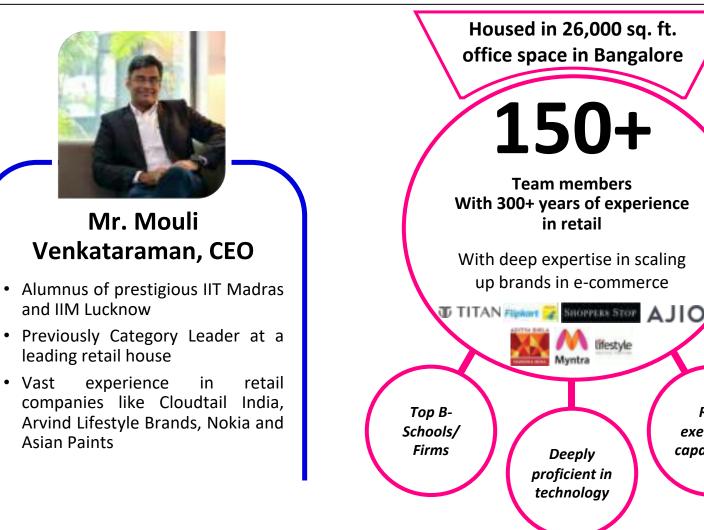
and many more.....





#### Led by expert retail professionals

### cocoblu

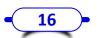




- Alumnus of prestigious IIM Bangalore and qualified Chartered Accountant from India as well as from England & Wales
- 18 years of experience having worked at organizations like Amazon, Bloomingdales (Al Tayer), Macmillan, Titan, Reliance, Goldman Sachs, and CMIE.
- Held various leadership and academic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



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



Rich

execution

capabilities





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



#### **Vibrant retail credit industry**

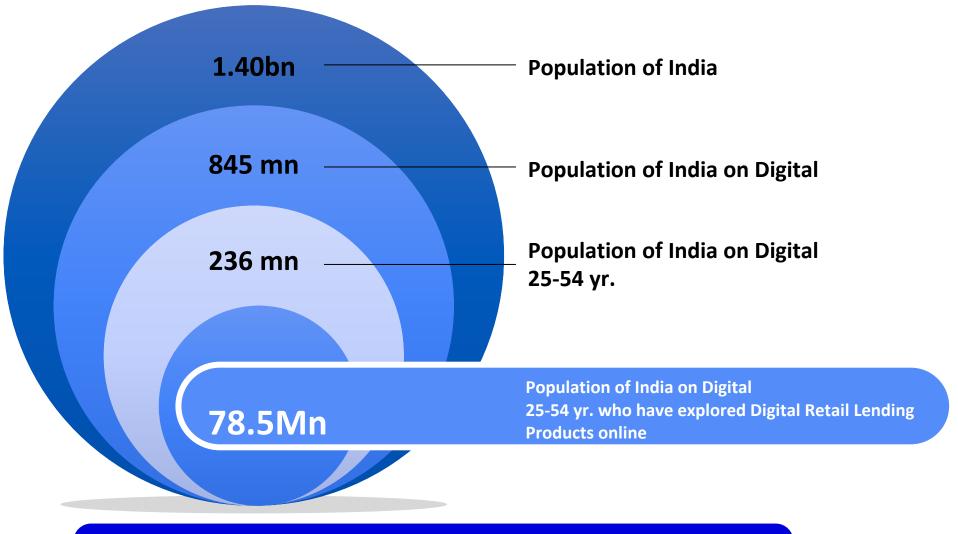


#### Market size: 3-year CAGR of: Growth of: USD 612 Billion 18% 1.7X (Retail credit industry in Dec 2020) 2017-20 2017-20 **INR 49 Lac Crore SEGMENTS** USD bn % Lac Cr. Personal Loan 82 13% 7 Increasing frequency of consumers checking Two Wheel Loan 10 2% 1 their credit scores 8% Auto Loan 50 4 **Commercial Vehicle Loan** 37 6% 3 Credit Card 22 4% 2 **3x** 2х **Business Loan** 19 3% 2 Home Loan 307 50% 25 Growth in number of Growth in number of Loan against Property 68 11% 5 consumers checking times a consumer their credit scores in checks their credit **Consumer Durable Loan** 5 1% 0 2020 vs 2018 scores in 2020 vs 2018 **Education Loan** 12 2% 1 Total 612 100% 49







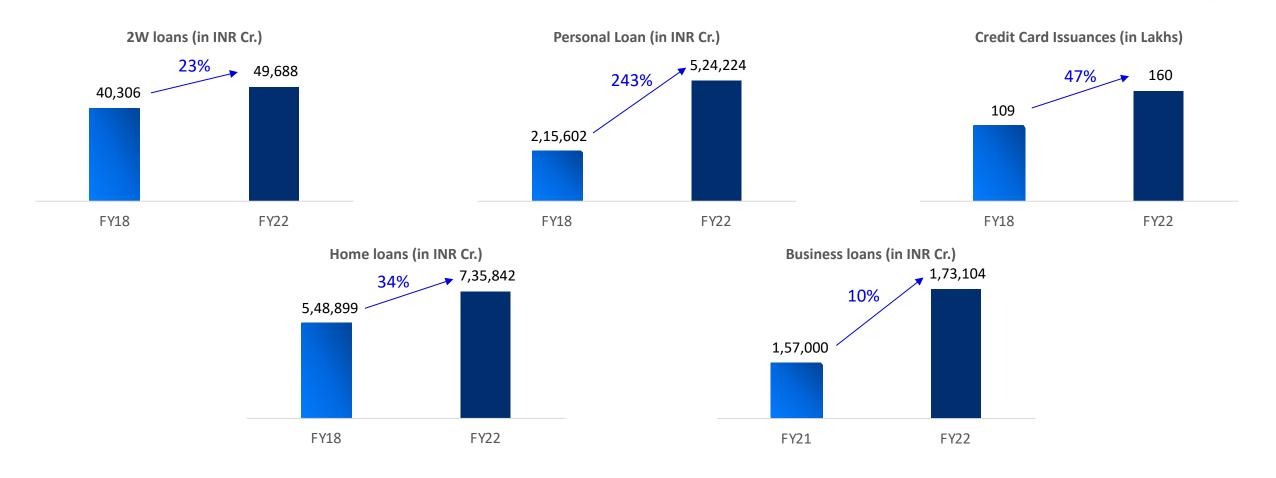


India uniquely poised to realise democratization in Financial Services



#### **Opportunity is ripe for digital first models**





#### **Continued traction in traditional segments of lending to underline growth for BankSe**







## 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:**

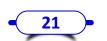
- Personal Loans
- Two-wheeler loans
- Credit Cards
- Bill discounting
- Housing Loans/ Loan Against Property
- Account Aggregator
- Free Credit Score Check

#### Next phase of products:

• Business Loans

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







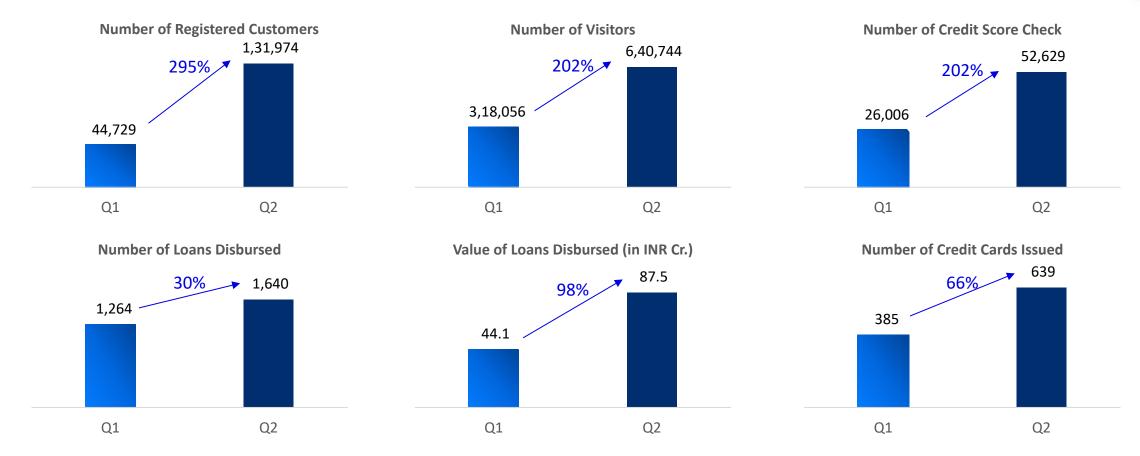
- No Capital at risk
- Progress at the speed of a click
- Built for sustained scale up
- Web aggregation at core





#### BankSe business achieved major traction in the last 6 months





- BankSe'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, FinTechs including HDFC, IDFC, Yes Bank, Bajaj Finance, SBI Cards, Incred, RBL Bank, Cars 24







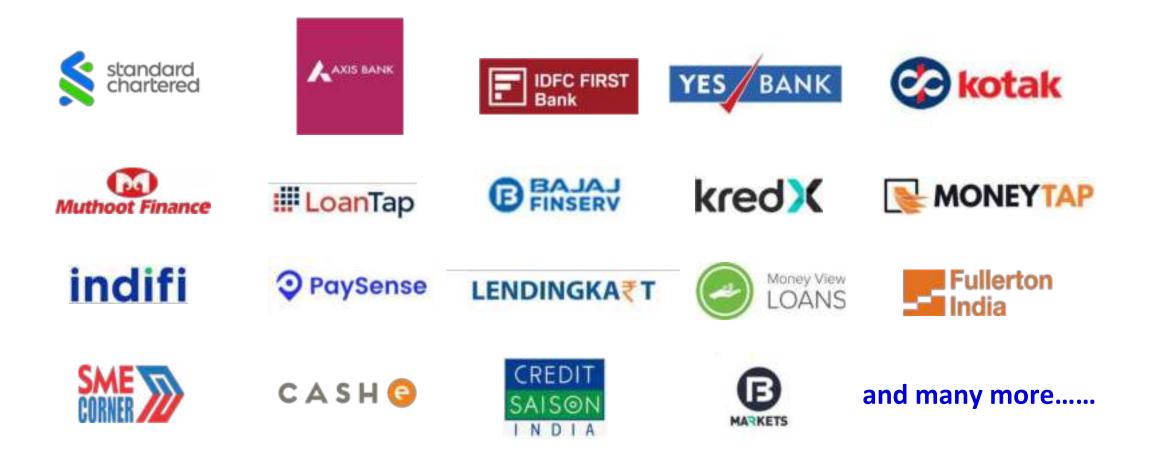
BankSe's approach	Traditional approach			
Paperless authentication and on-boarding	Multi-tier burdensome paperwork			
Instant approval status	Prolonged, opaque, outdated processes			
Live comparison across suitable options	Preferred partner typically gets pushed			
Tailor made products with accent on convenience	One-size fits all approach. No scope for personalized innovation			

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















## Π Ξ Ο 5 K Y Sky-high opportunity

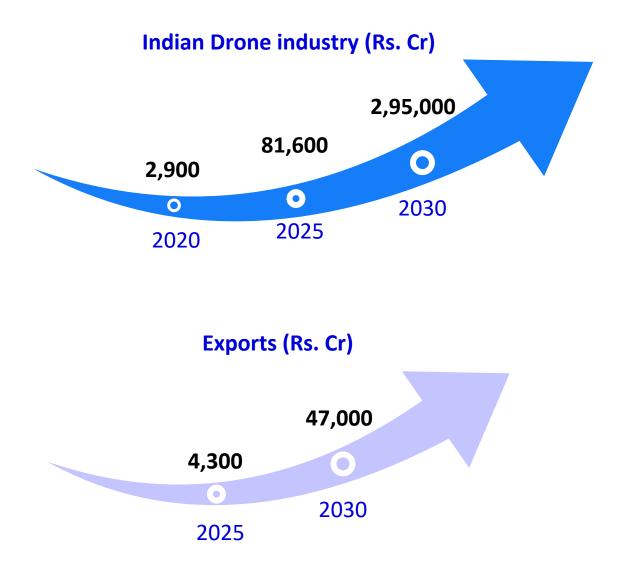


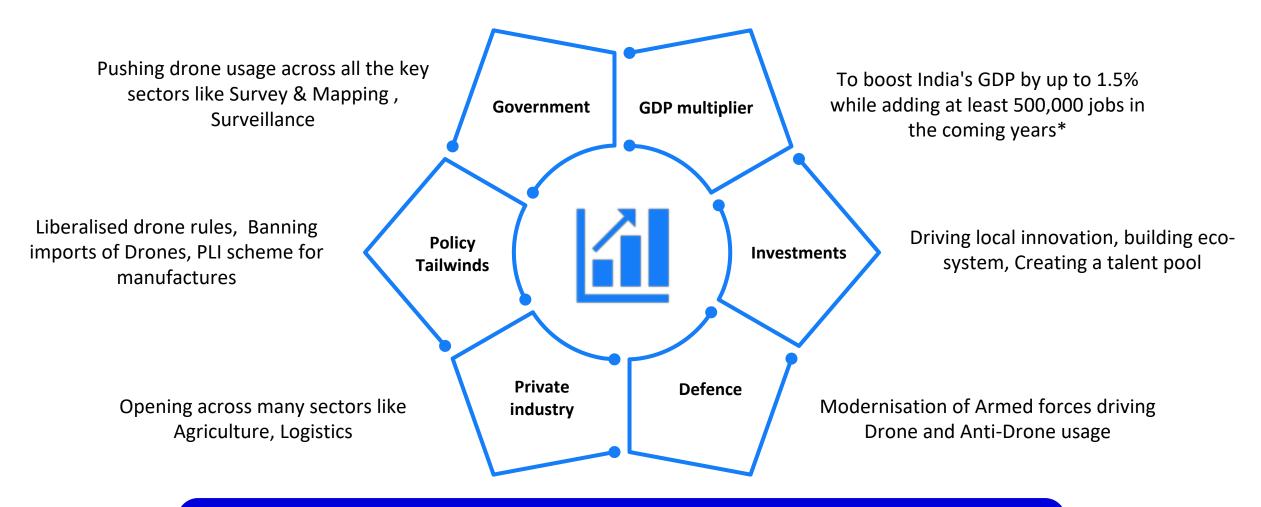


#### **Sunrise industry**

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- 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
- Industry is likely to grow at a CAGR of 35% from the year 2025 to 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



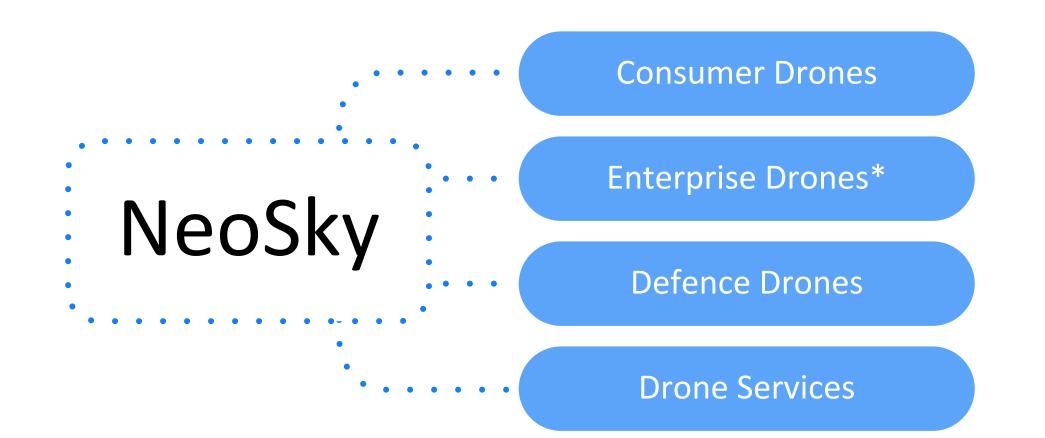


Visionary policy to drive industry scale-up; players with first mover advantage to benefit the most



\*Source: WEF

 $\Pi \equiv \Box \subseteq K Y$ 



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 softwares)



\*Enterprise segment includes Surveillance, Land mapping, Logistics, Agriculture and Infrastructure



#### NeoSky is aiming to be the leader ...

RattanIndia

- NeoSky has a strategic vision to be a market leader in drone sector in India across all key segments Consumer Drone, Enterprise & Defence Drone and Drone Services
- Indigenously developed products will be available for consumer market by early 2023 and will fill the gap created by the ban on import of the drones in CBU, SKD, CKD form
- Drone Services is a vast space covering multiple categories like Survey & Mapping, Surveillance, Agriculture, Infrastructure amongst others
- The opportunity in Drones is not just in India, but across the globe. This includes both drone products and services
- The company is investing in best intellectual capital and technology available in the drone sector and will scout for this not only in India but globally
- The company is looking at technology options from reputed international institutions and had earlier announced a strategic investment in Silicon Valley, US, based drone systems company Matternet
  - o Matternet is a global leader in drone deliveries having done more than 15,000 commercial flights in over five countries
  - o Matternet is the world's first logistics drone to get approval from FAA, USA (Federal Aviation Administration)
- The company has also acquired a majority stake in India's leading drone company Throttle Aerospace Systems (TAS) in May'22

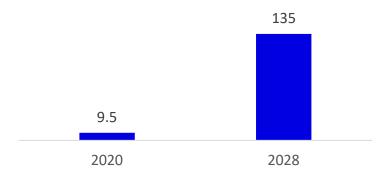
NeoSky aims to achieve leadership by building products & services for all the key segments of this industry

#### The Drone Services opportunity

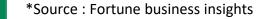
- Global Drone Service business is estimated to grow from \$ 9.5 Bn in 2021 to 135 Bn by 2028 growing at a CAGR of 46%\*
- Drone is getting used across multiple segments of the Drone industry Land survey, Infrastructure inspection, Surveillance, Logistics, Agriculture, Disaster management etc
- NeoSky aims to be an end-end Drone solutions player combining technology and execution for its clients

<ul> <li>Infrastructure</li> <li>Inspection</li> <li>Cracks, Micro cracks analysis</li> </ul>	Survey & Mapping <ul> <li>Mapping Urban &amp; <ul> <li>Rural households, Agriland</li> </ul> </li> </ul>	Surveillance Crowd management Target tracking Odd-behavior tracking	<ul> <li>Logistics &amp; Agriculture</li> <li>Payload – Transfer of items</li> <li>RFID / Bar code</li> </ul>	NeoSky. End-End		
<ul> <li>3D mapping</li> <li>Safety survey</li> <li>Volumetric analysis</li> <li>Temperature &amp; Leakage monitoring</li> </ul>	<ul> <li>Mapping with 3.5 cm accuracy</li> <li>Creating GIS codes</li> <li>Geotagging</li> </ul>	<ul> <li>Name plate tracking</li> <li>Traffic management</li> <li>Patrolling</li> </ul>	tracking <ul> <li>WH Management</li> <li>Corp analytics</li> <li>Spraying</li> <li>Seed dropping</li> </ul>	Drone Solutions		
<ul> <li>Mine blasting</li> </ul>			<ul> <li>Fraud insurance claims</li> </ul>	Drone service eco-system		

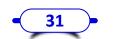
#### **Global Industry size (USD bn)**



Service



RattanIndia



#### TAS is seeing a massive growth after NeoSky's investment

- TAS launched two new products after investments from NeoSky, REL: Nimble (entry level surveillance) and Defender (Anti-Drone)
- TAS is seeing a massive growth in both leads and the orders per lead. This is applicable even for existing product portfolio
- TAS is now a taskforce member of DGCA (Director General of Civil Aviation), CII (Confederation of Indian industry) and SAE (Society of Automotive engineers) on topics like Drones, BVLOS and EVTOL to recommend policy frameworks within India
- TAS qualified for the PLI (Production linked Incentive) scheme on 6th July, 2022. It is now eligible for an incentive support of 20% on the value-addition made by the company
- TAS has recently won bids and acquired new clients namely Gujarat Police, Adani Real Estate, Karnataka Govt. (Shimoga Smart City), Drishya (Survey Of India), Siddhartha logistics, TVS group, Syngenta (Agriculture)

- TAS received an approval to operate their website on '.aero'. This is a very rare privilege given to an Indian drone company
- '.aero' is created in the year 2002 and operated by SITA, USA. TAS is one amongst a handful of Indian drone companies recognized by Droneii, Germany in their annual 'The Drone market environment map, 2022'
- The above recognitions validate the presence of TAS in the Indian drone industry

Rattanindia Enterprise's drone subsidiary receives approval for aero domain

Capital Market .

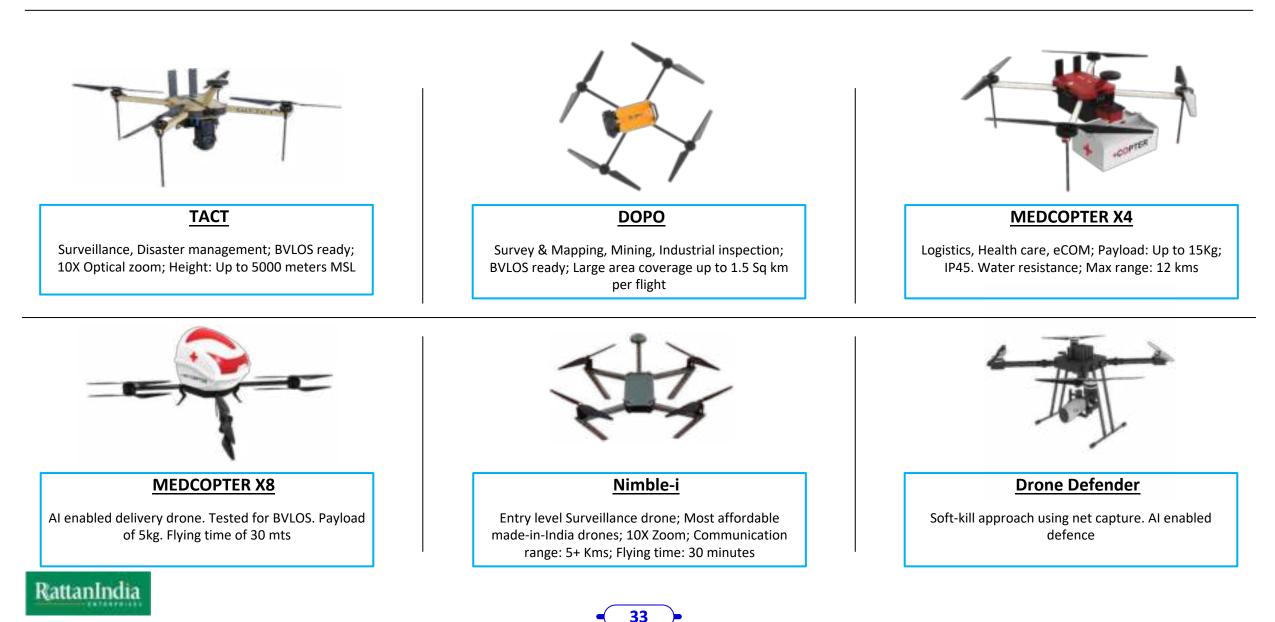
Case tophened on August 2. Shall shall 197





#### **TAS Product Portfolio**

#### $\Pi \equiv \Box \subseteq K Y$



#### **TAS new product : Defender, the Anti-Drone**

#### $\Pi \equiv \Box \equiv K Y$

- Key used-cases : Anti-Drone
- Positioning : Lock, Track and Neutralise rogue drones
- Defender takes a 'Soft kill' approach. It neutralises rogue drone through a 'Net' (Non-lethal)
- Powered by Artificial intelligence (AI) for real-time decision making
- Works in autonomous, semi-autonomous or manual modes
- Max speed of 25 meters / sec or ~95 kms per hour
- Flying time : 45 minutes
- Max range : 20 kms
- Indigenously designed, developed and manufactured in India
- Customer deliveries to start in a few months





#### **TAS new product: Defender formally launched**

#### $\Pi \equiv \Box \subseteq K Y$

- 'Defender' is unveiled by the honorable minster, Gen V. K. Singh, MOS, Civil aviation, Government of India
- Unveiling happened at the Air force auditorium, Subroto park, Delhi during the 'Unmanned aerial systems India, 2022' in the presence of many key participants & key decision makers from Army, Air force, Navy, MHA (Ministry of Home Affairs) and others
- Defender generated a lot of excitement with armed forces and MHA during the event
- 'Defender' also got showcased during the Police expo, 29<sup>th</sup> to 30<sup>th</sup> Sep'22. Paramilitary and State police attended the event. The event generated product enquires for 'Defender'
- TAS has license to make drones for 'Ministry of Defence'. Defender will help the company penetrate deep into the defence space





#### **Dream team of infinite possibilities**

## $\Pi \equiv \Box \subseteq K Y$



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





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# Several recruitments underway to grow the dream team

Expect 50+ strong team from reputed institutes by Q2 FY23 to significantly drive business







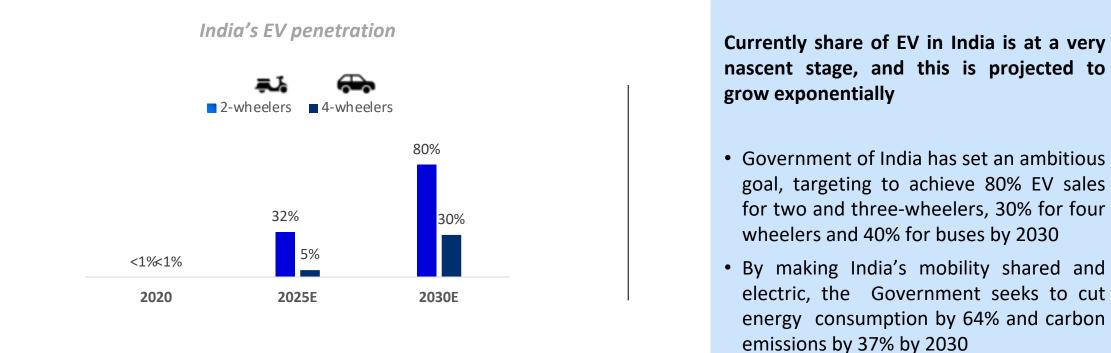
### <> REVOLT

Established foundation for India's no. 1 electric motorcycle company



RattanIndia





**Source:** Report by Deloitte on Electric Vehicle and Mobility–POV



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



- Lucrative subsidies from Centre & State Governments and waiver of Road tax
  - Faster Adoption and Manufacturing of Electric Vehicles in India II (FAME II) scheme announced in March 2019 with an outlay of Rs. 100 bn to incentivize demand for EVs by providing upfront subsidies and creating EV charging infrastructure up till March 2024
  - o Several State Government policies and incentives to stimulate 2W EV demand in India
  - o Initiatives around building charging infrastructure across the country to eliminate charging-related difficulties
  - o Various tax benefits have been provided for buyers

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



#### • Multi-model approach

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



RE



### India's most advanced AI enabled, nextgen electric motorcycle





More than 9.13 million data points captured and processed on AI engine from more than 140 million+ kms driven on Revolt bikes





#### The Revolt advantage





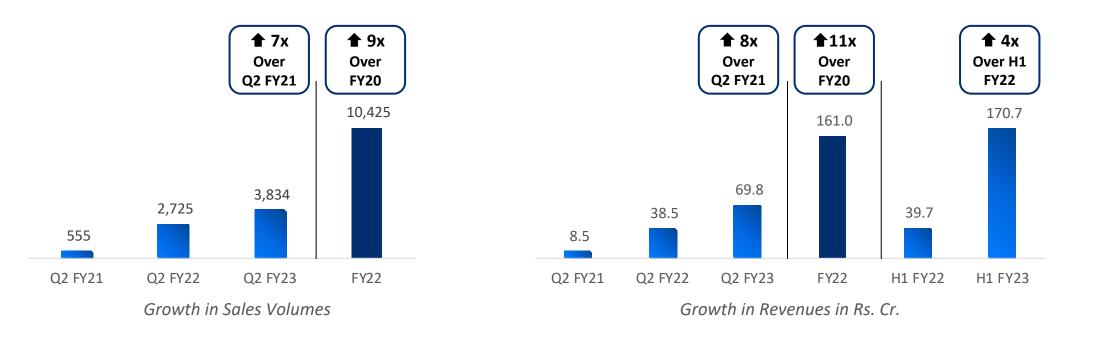
Natural transition from ICE motorcycles which account for > 60% share of 2Ws Electric motorcycles are built sturdier for superior riding proposition

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





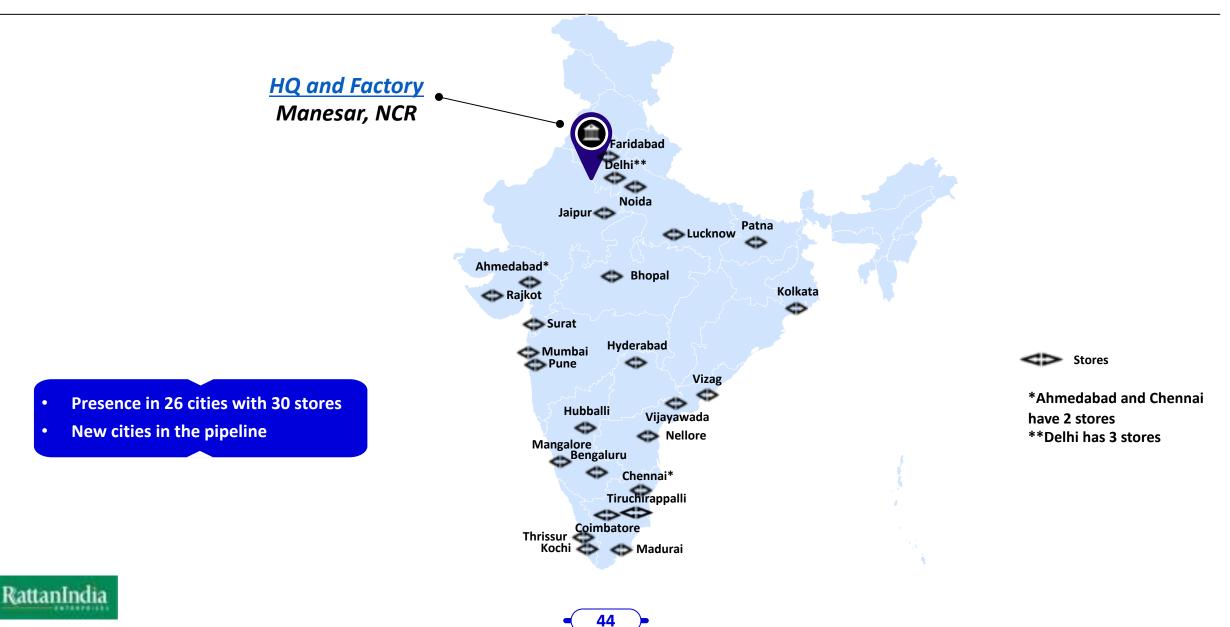


Quicker inflection to profitability anchored by rapid acceleration in sales





#### Electrifying India, a city at a time







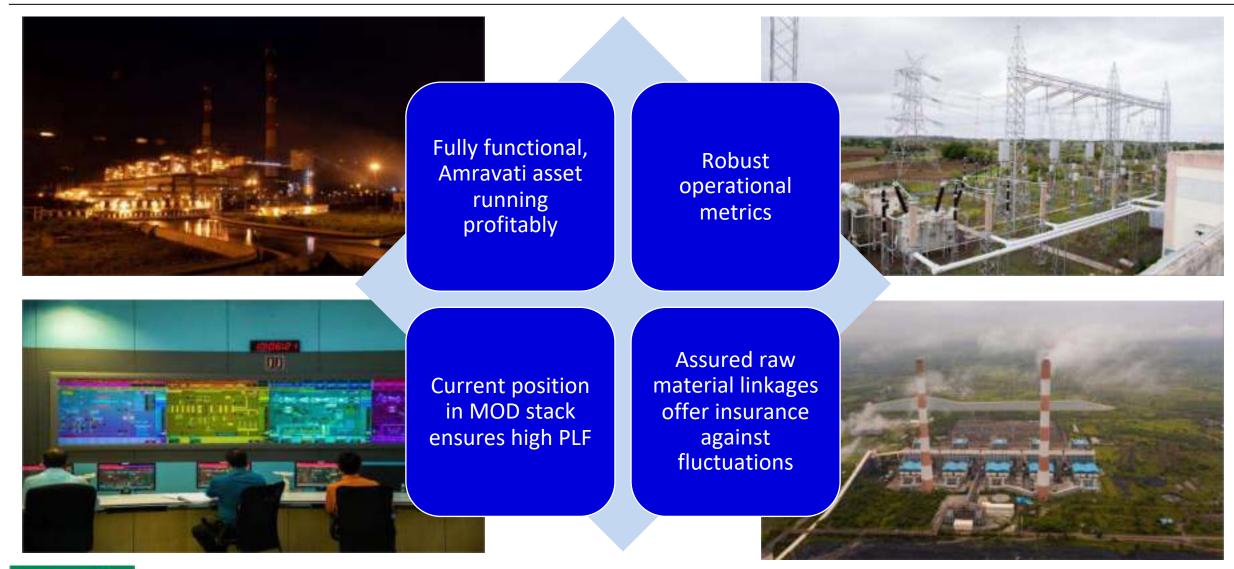
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## **Residual equity in historical business**



#### **Best-in-class operations**











- RPL has posted a **17% increase** in PAT in H1 FY'23 vs H1 FY'22
- The Company continues to demonstrate strong financial performance

Standalone	Q2 FY23	Q1 FY23	H1 FY23	H1 FY22
EBITDA (Rs. Cr)	207	297	503	528
PAT (Rs. Cr)	11	114	125	106

- Amravati Plant remains amongst the best performing plants in Maharashtra having achieved 70% PLF and 74% availability during H1 FY23 despite facing coal shortages due to external constraints
- Company continues to service its debt obligations on time, having paid ~Rs. 2,689 Cr (principal and interest) since Jan 2020 till date, including Rs. 650 Cr as prepayment
- The secured external term debt principal o/s stands reduced to Rs 1,349 Cr as on date against equity of Rs 5,400 Cr as on 30 September 2022
- Credit Rating Agency Acuite Ratings & Research Ltd. had assigned Investment Grade rating to the Company:
  - Rating of (BBB-) to its Long Term debt & Rating of A3 for its Short Term debt





#### Brief update on 1350 MW Sinnar, Nasik Power Plant

- Government of India has issued directions on May 2<sup>nd</sup> 2022, to revive already commissioned but non-operational power plants in the country to tide over power crisis in the country
- Accordingly, **Sinnar Thermal Power Limited (STPL)**, a subsidiary of RPL, is in active discussions with all the stakeholders of the Project, including the Lenders, for an overall resolution of Power Plant
- Lenders have indicated to support the project operations by way of providing working capital
- STPL is working towards ensuring the commencement of operations of 2 out of 5 units of the plant at the earliest



#### **Investor connect**

Siddharth Rangnekar / Nishid Solanki CDR India

Email: siddharth@cdr-india.com / nishid@cdr-india.com



# Thank You