



February 10, 2023

**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](http://www.rattanindia.com), E-mail: [rel@rattanindia.com](mailto:rel@rattanindia.com), Phone: 011 46611666



**RattanIndia**  
ENTERPRISES

# Investor Presentation

February 10, 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 for Q3FY23 - Rs. 1,157 cr** (As at Dec 31, 2022, Revolt's revenue is not getting added to REL consolidated revenue; Revolt revenues will start reflecting in REL consolidated financials from Q4FY23 onwards)
- **Consolidated EBITDA from Operations for the quarter stood at Rs. 32.5 cr**
- Revenue generation in all businesses showing healthy growth
  - **Cocoblu:**
    - ✓ Achieved Q3 revenue of Rs. 1,150 cr; PAT of Rs. 22.8 cr
    - ✓ Over 2.2 cr orders fulfilled in Q3
    - ✓ 670+ top brands signed up
    - ✓ 15 lakhs+ unique items stocked and being sold
    - ✓ Ability to serve 100% PIN codes in the country
    - ✓ Achieved 4.5 star review ratings on Amazon marketplace
  - **Revolt:**
    - ✓ On Jan 13, 2023, REL completed acquisition of 100% shareholding of Revolt. Going forward, Revolt's 100% revenue will be consolidated with REL
    - ✓ Revenue for 9MFY23: Rs. 194 cr (not added to REL's consolidated financials as Revolt is an associate as at 31 Dec 2022)
    - ✓ Total dealership count has reached 30 dealerships across India
  - **NeoSky:**
    - ✓ NeoSky starts drone service pilots – covering inspection, mapping and more
      - ✓ Expands delivery drone capabilities from under 10kg to over 20 kg, with the launch of 2 new drones for deliveries
      - ✓ Our Surveillance products are successfully deployed and used at the World's second highest and Asia's highest paragliding take-off point in Himachal Pradesh, India
      - ✓ NeoSky launches a new brand identity and website. A one stop-shop for all the drone related information
- **Wefin (earlier BankSe):**
  - ✓ REL subsidiary has received insurance broker license from IRDA for life and general insurance businesses
  - ✓ BankSe has been rebranded as Wefin to reflect larger scope of business with upcoming launch of insurance business
  - ✓ Disbursed 5,300+ loans with value of Rs. 220+ cr till date
  - ✓ Number of Credit Cards Issued till date – 2,480
  - ✓ More than 1.6 mn visitors on the portal
- Consolidated loss in REL is driven by **unrealized notional loss** of Rs. 42.5 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 at Dec 31, 2022 was Rs. 3.95 against Rs. 4.35 as at Sep 30, 2022); resulting in an unrealized loss of Rs. 42.5 cr
  - Daily fluctuating share price of RPL does not affect 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*



845  
million

Smartphone  
enabled 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 India<sup>1</sup>*

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

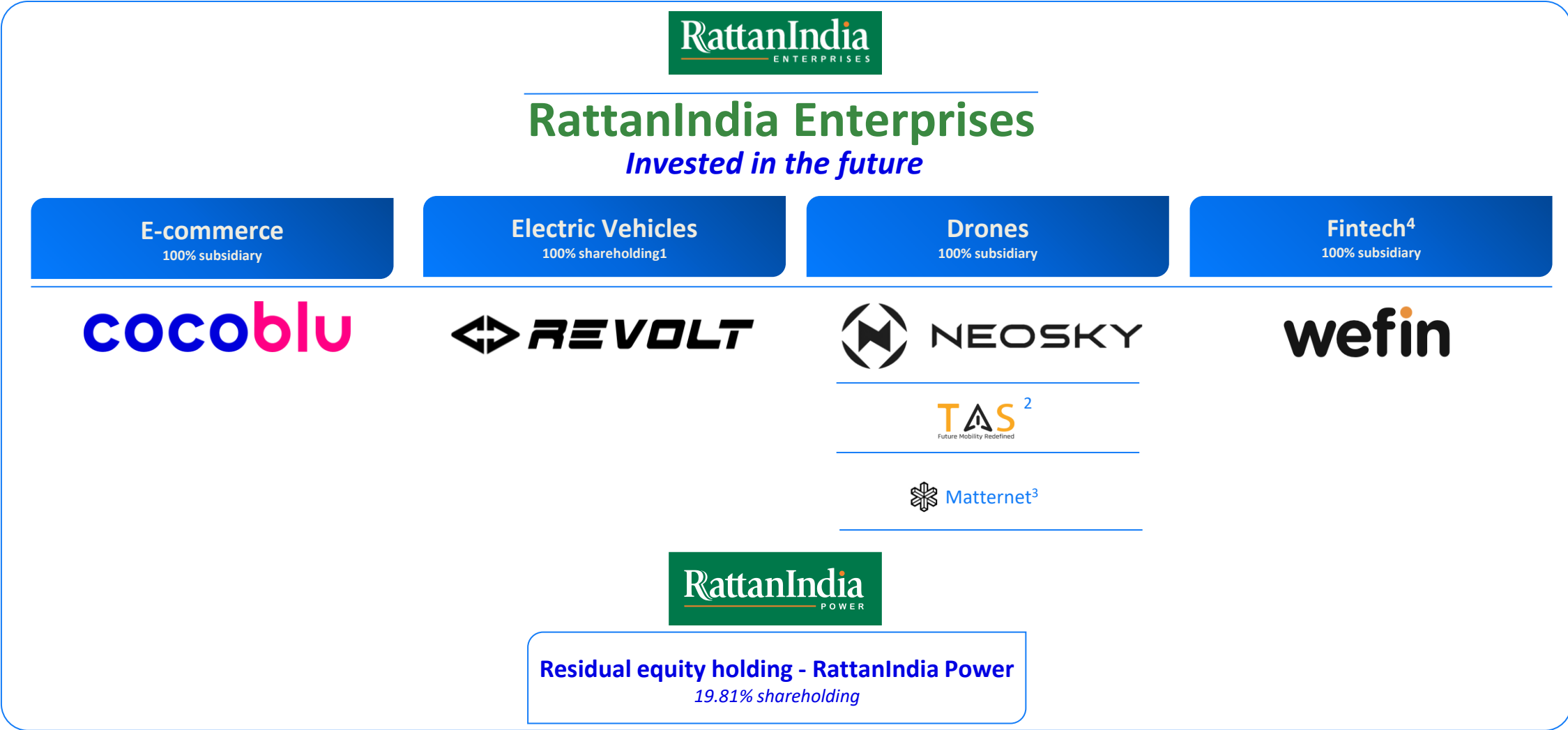
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- New Age businesses
- ESG compliant
- Direct to consumer engagement
- Staying away from debt-heavy businesses
- Low capex
- Clean tech focus
- Rapid scalability
- Aiming to be amongst the leaders

REL is a family of strategic growth platforms



# Our business interests



**Note:**

1. REL owns 100% stake in Revolt effective 13<sup>th</sup> January 2023
2. NeoSky holds 60% stake in TAS
3. Strategic investment approved by Shareholders
4. Through wholly owned subsidiary Neotec Enterprises. BankSe has recently been rebranded as Wefin

## Our governance

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**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



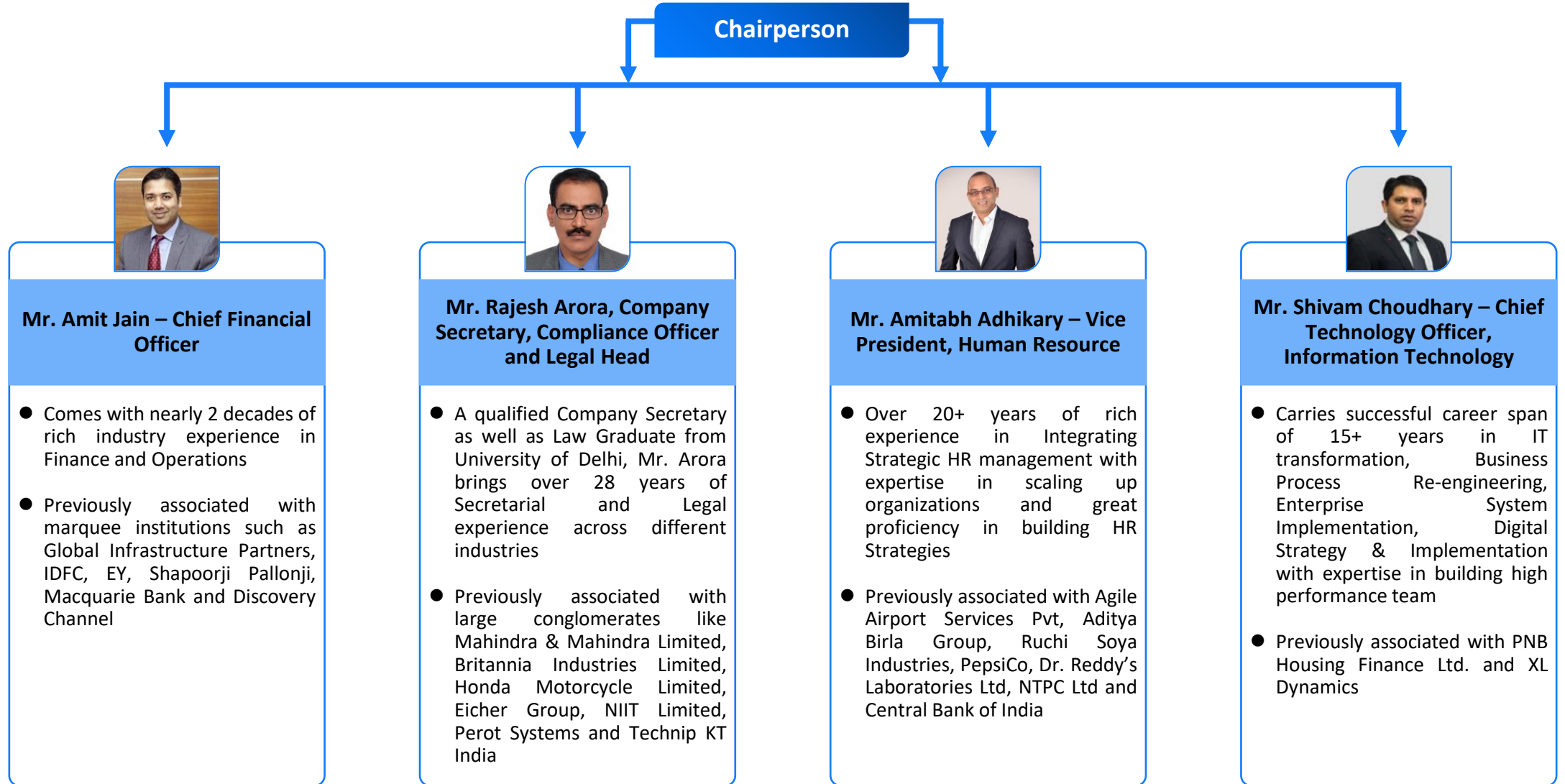
**Mr. Rajiv  
Rattan**

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

# Organizational structure – Corporate level





**RattanIndia**  
ENTERPRISES

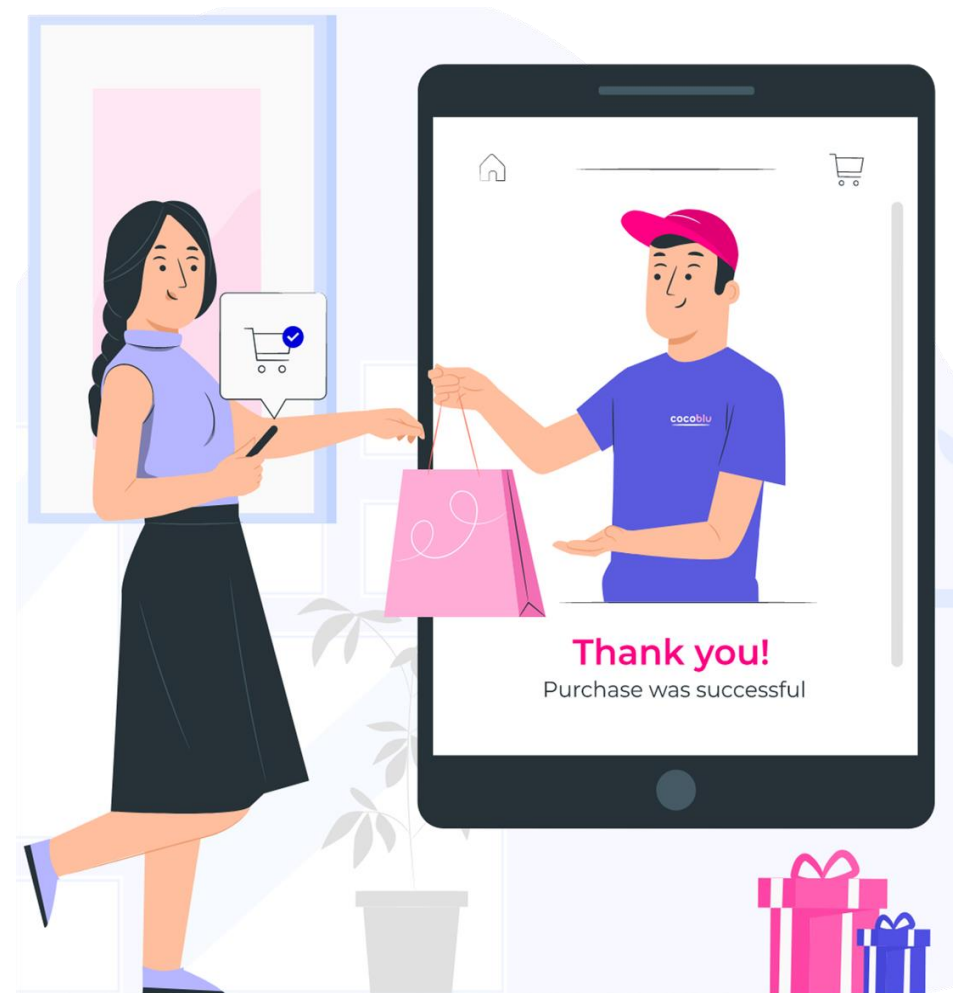
# Businesses of the future

Smarter take on opportunities



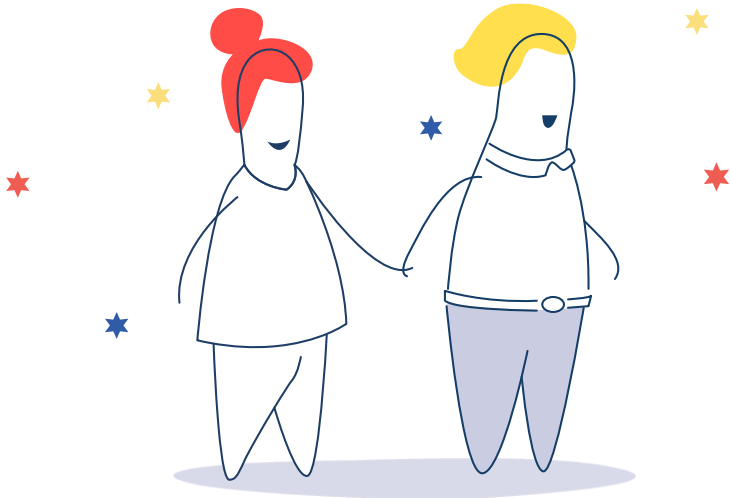
# cocoblu

Partners for success





For all walks of life



Shipped close to  
**1.1 cr shoes\***

Untangled entertainment



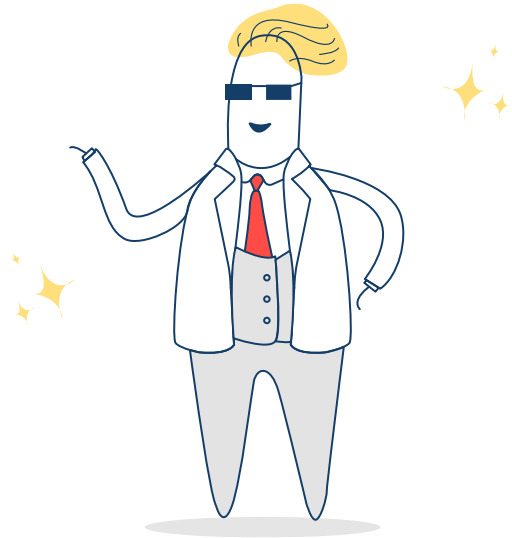
Delivered close to  
**1 cr wireless accessories\***

Books never go out of style



Shipped approximately  
**1.5 cr books\***

Apparently apparels are  
always a hit



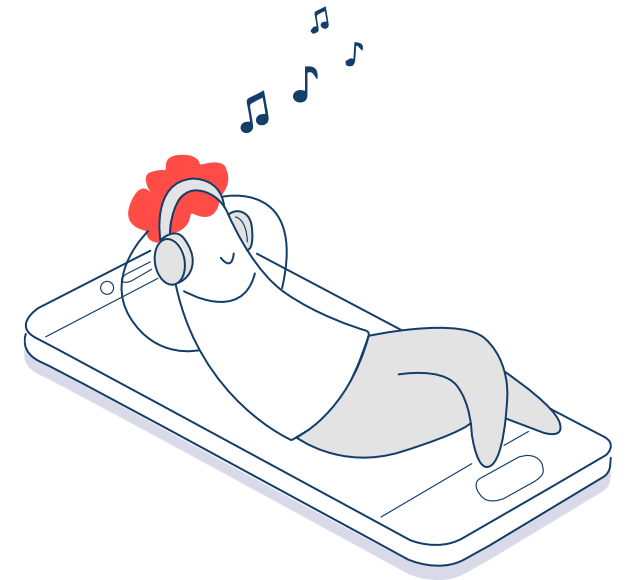
Delivered  
**2.2 cr apparels\***

Work. Work. Work.



Shipped  
**62L office stationery\***

Music on everyone's mind



Delivered nearly  
**7L 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. 55 lakh crore (\$690 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 15 crore in 2020
- India today has 692 million internet users and is expected to touch 900 million users by 2025

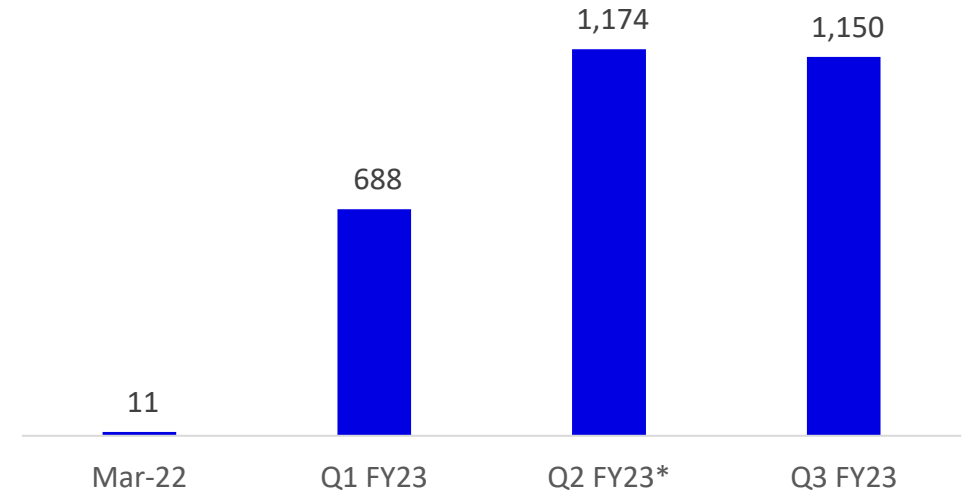
Significant growth in the E-retail market in the next 5-years will steer the momentum for Cocoblu



# Witnessing healthy scale-up in business

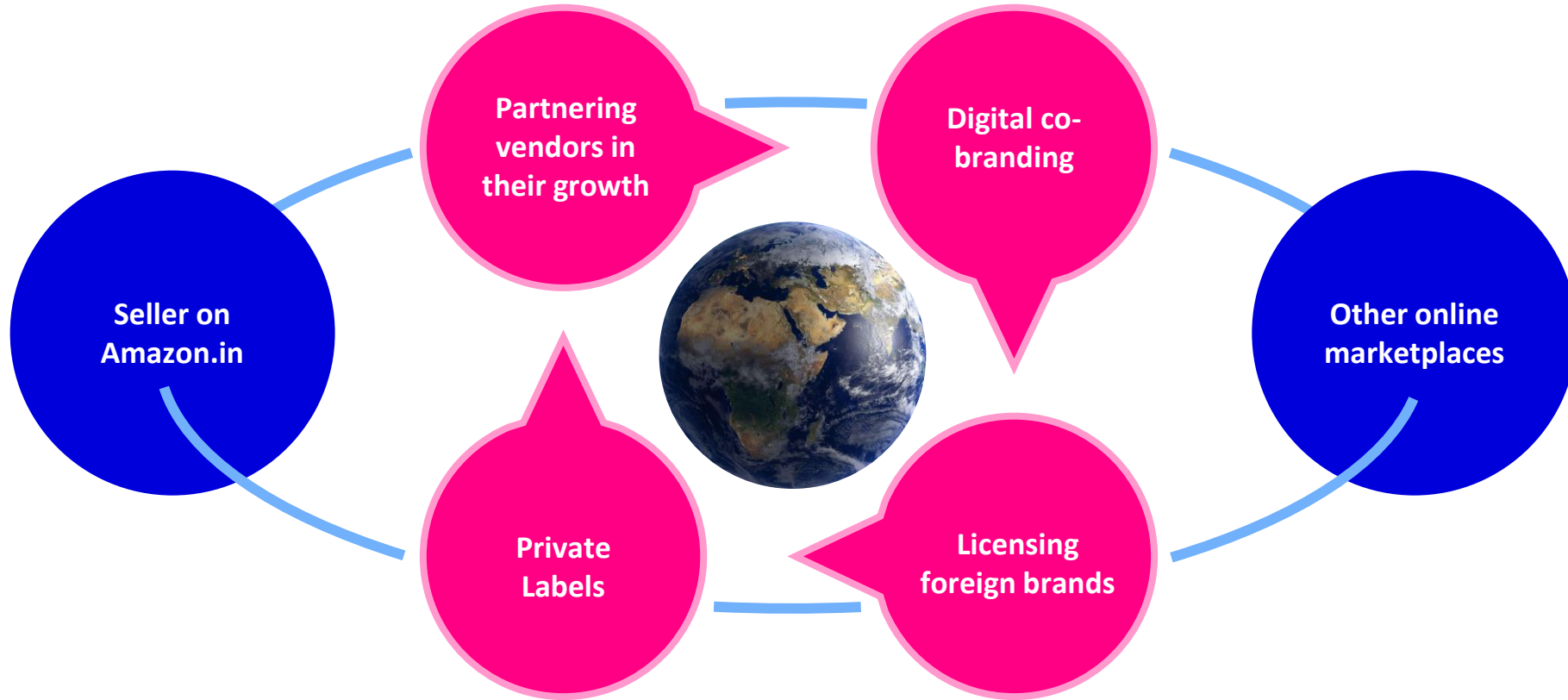
- Achieved total revenue of Rs. 3,012 cr for the 9 months ended Dec 31, 2022
- Has tied up with ~138 Amazon Fulfilment Centers that enables it to deliver across 100% of the PIN codes in the country
- Served 19,045 PIN Codes out of 19,101 PIN Codes across India (99.7%)
- **670+** top brands signed up ... offers 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 stocking **~15 lakh+ unique items**

Revenue trends in Rs. Crore



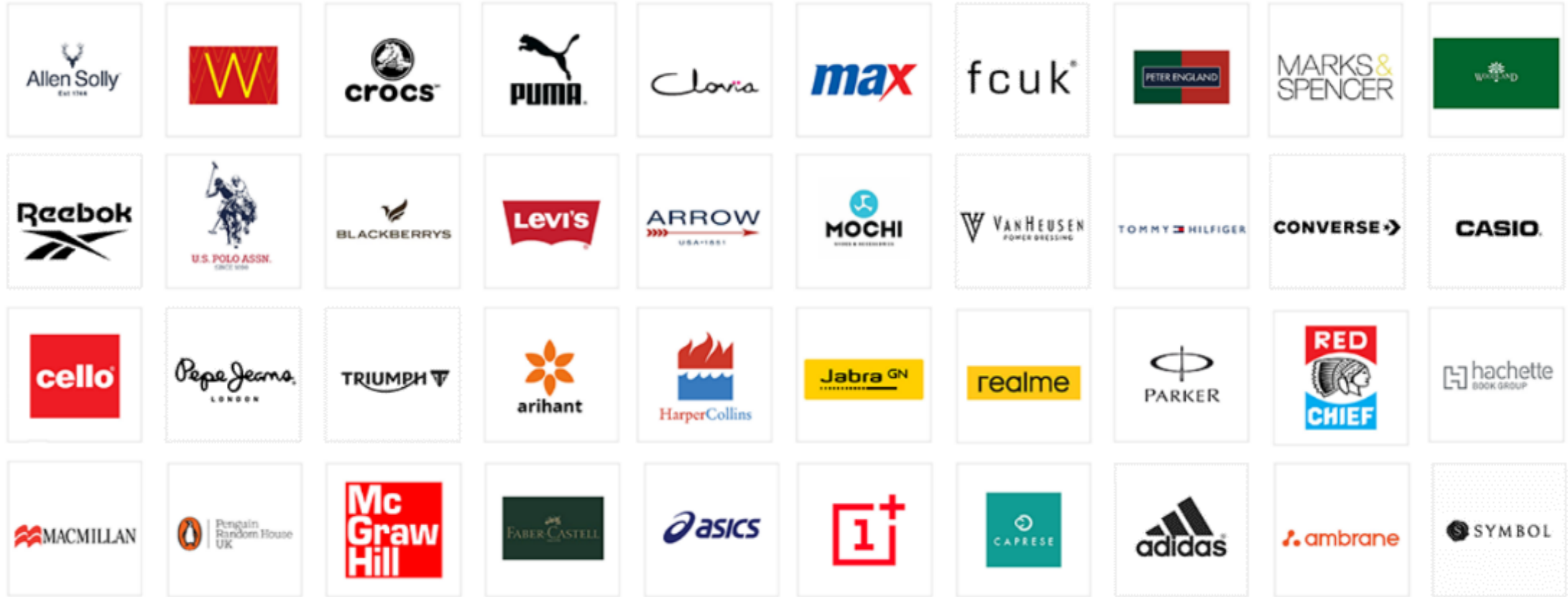
\*Q2 FY23 revenues are higher due to multiple Sale events including pre-Diwali Sale

Revenue	Q1 FY23	Q2 FY23	Q3 FY23	9MFY23
Rs. crores	688	1,174	1,150	3,012



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

# Partner Brands



and many more.....



**Mr. Mouli Venkataraman, CEO**

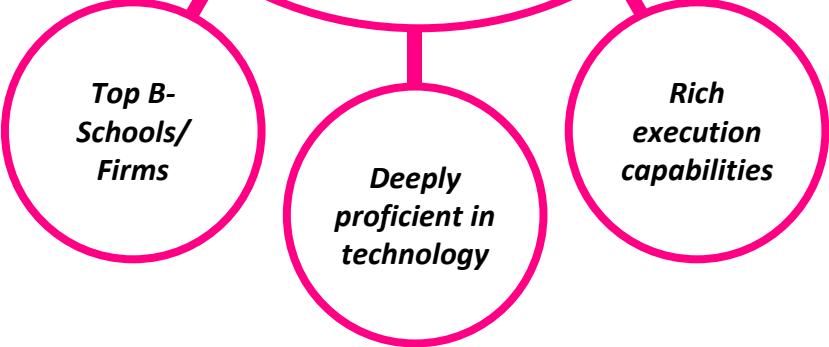
- Alumnus of prestigious IIT Madras and IIM Lucknow
- Previously Category Leader at a leading retail house
- Vast experience in retail companies like Cloudtail India, Arvind Lifestyle Brands, Nokia and Asian Paints

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

**150+**

Team members  
With 325+ years of experience in retail

With deep expertise in scaling up brands in e-commerce



**Mr. Soumik Bhusan, CFO**

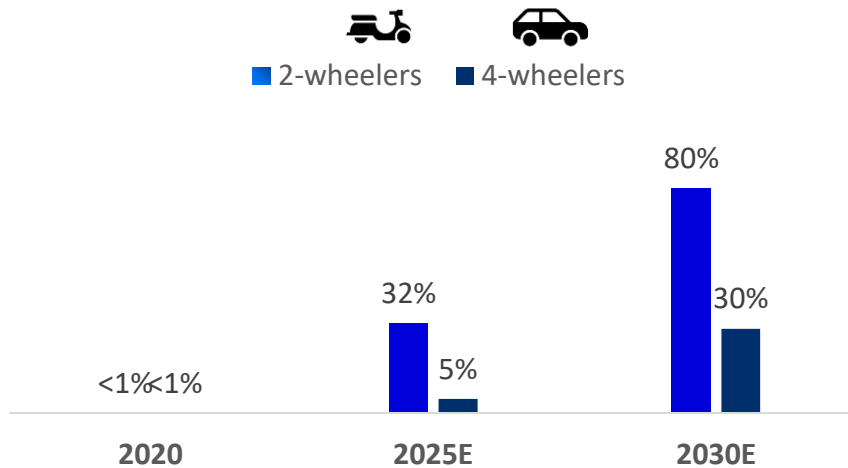
- Alumnus of prestigious IIM Bangalore and qualified Chartered Accountant from India as well as from England & Wales
- 18 years of experience having worked at organizations like Amazon, Bloomingdales (Al Tayer), Macmillan, Titan, Reliance, Goldman Sachs, and CMIE.
- Held various leadership and academic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

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



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

## India's EV penetration



### EV sales in India recorded 210% growth as of 2022

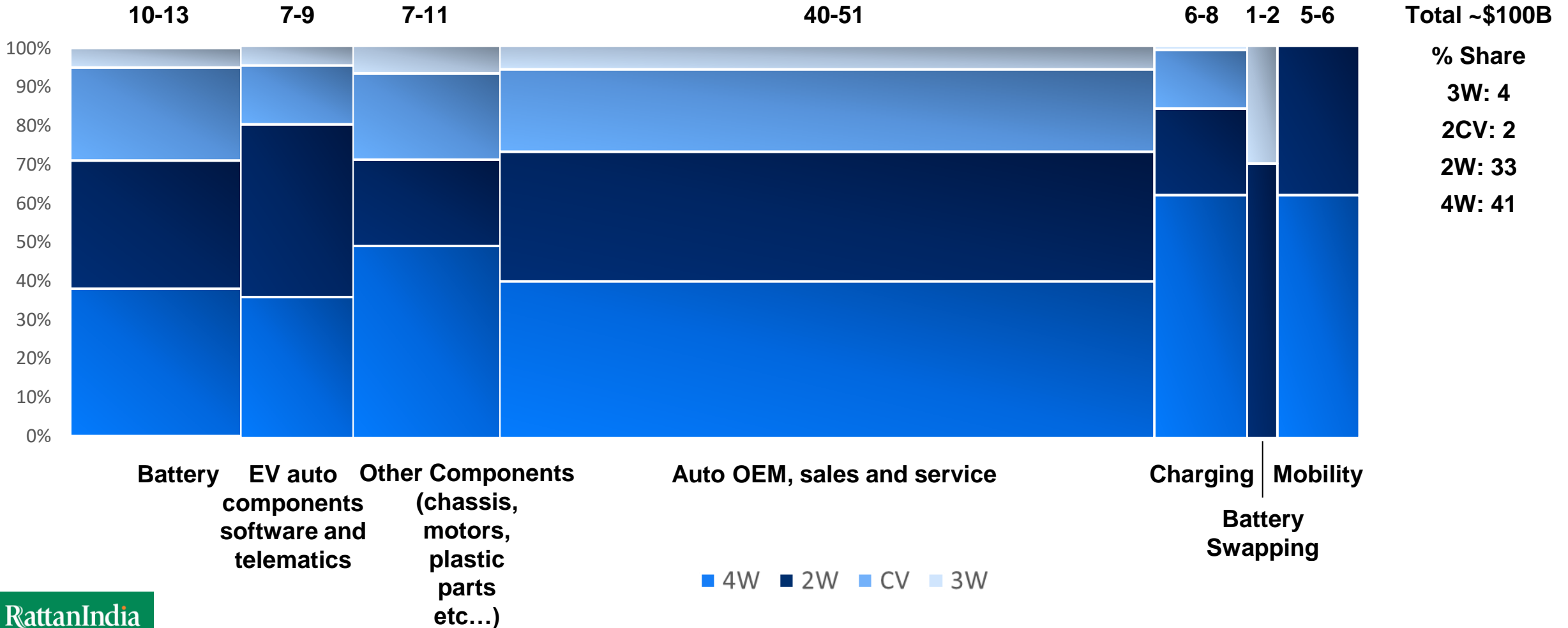
- Electric two-wheeler sales in India wheel-up 305% in CY2022 to race past 600,000 units
- Indian EV market, valued at \$3 billion in 2022, is expected to grow to \$114 billion by 2029, at a CAGR of 67%

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 180 million+ kms driven on Revolt bikes

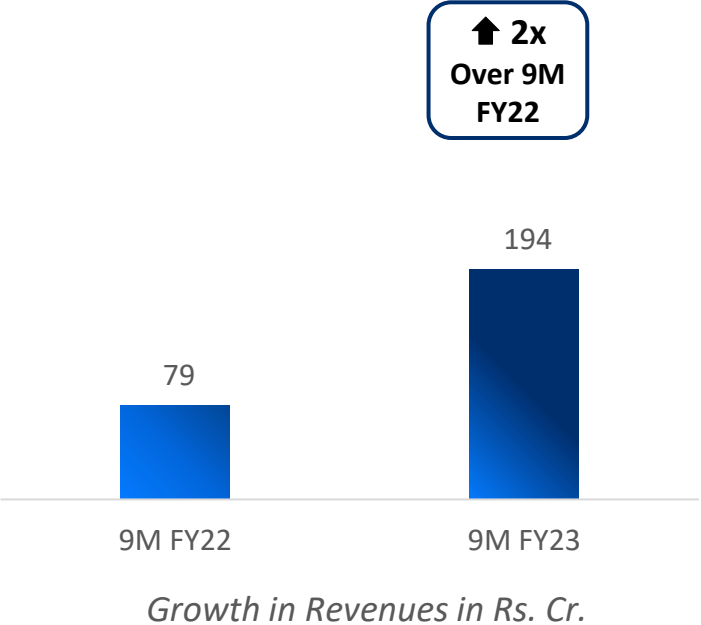
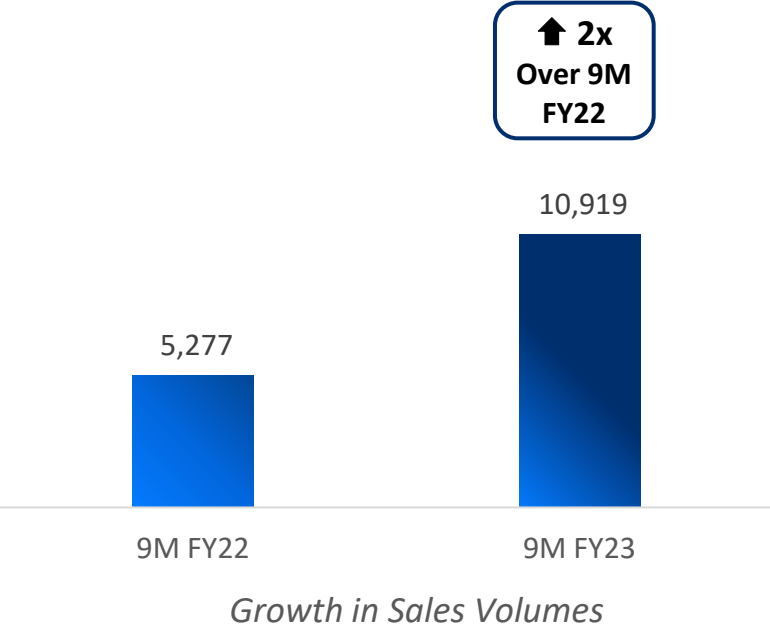




Natural transition from ICE motorcycles which account for > 60% share of 2Ws

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 26 cities with 30 stores
- New cities in the pipeline

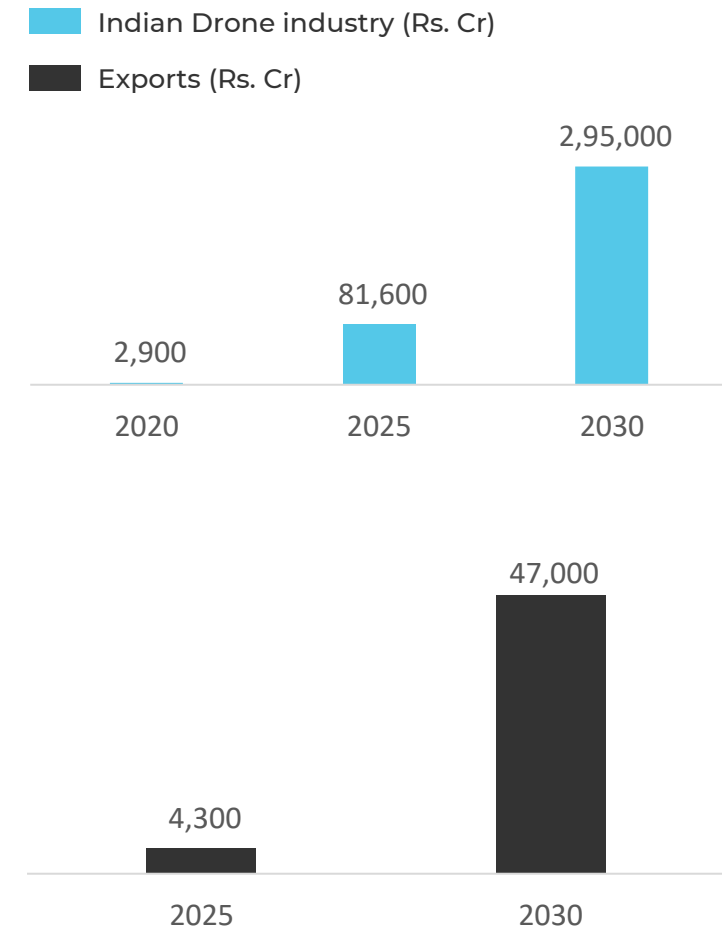
Stores

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





- 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

## Investments

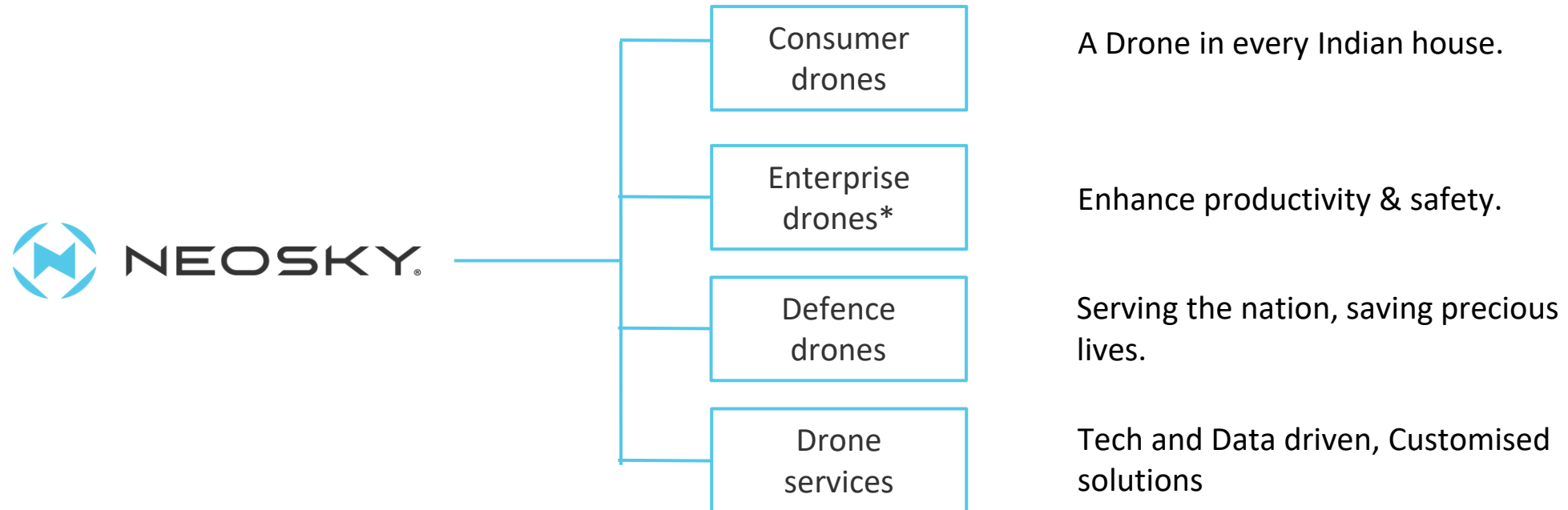
Driving local innovation, building eco-system, Creating a talent pool

**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

## Purpose



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 is aiming to be the leader ...

- NeoSky has a strategic vision to be a market leader in drone sector in India across all key segments – Consumer, Enterprise & Defence drones and Drone services. Company is making progress across each of these segments
- NeoSky through its subsidiary Throttle Aerospace Systems (TAS) launched new products in the last two quarters. These drones are in the Anti-drone, surveillance and delivery categories
- Drone services is a vast space covering multiple categories like Survey & Mapping, Surveillance, Agriculture, Infrastructure amongst others. NeoSky started pilot project on drone services from the last quarter



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



- 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 the 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
  - Matternet received FAA production certificate for its M2 drone
  - Matternet operates World's longest urban drone delivery route in Zurich, Switzerland

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

# NeoSky kick-starts drone service pilots

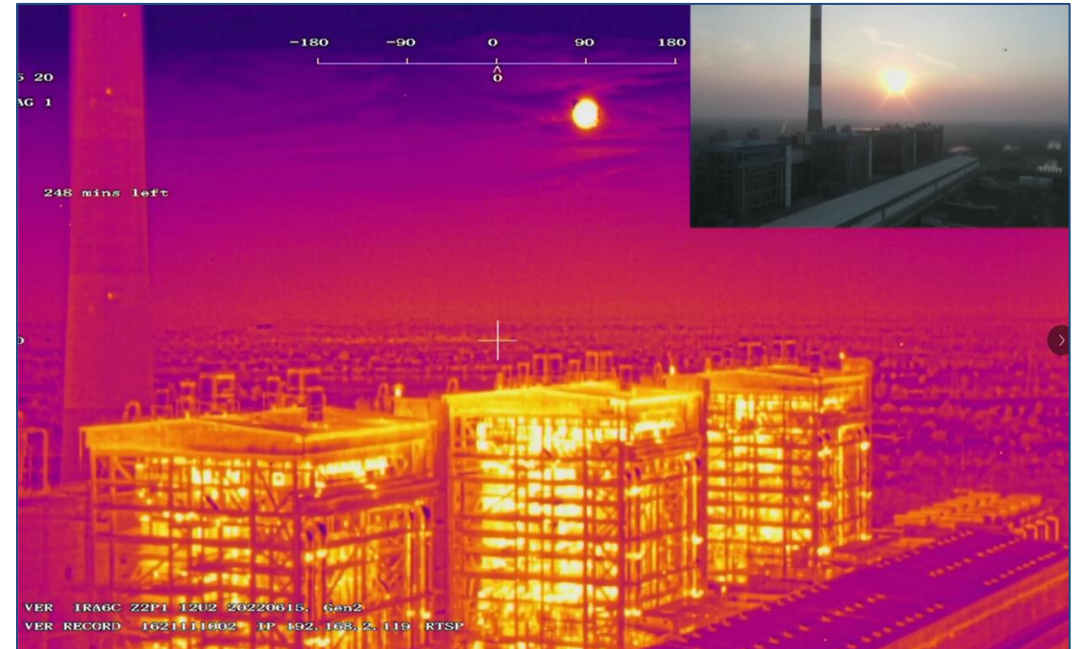


NeoSky drone services started pilot projects. These projects includes:

- Land mapping of '000's of acres
- 3D mapping of the infrastructure assets
- Stockpile measurement
- Power transmission inspection
- Railway line inspection
- Thermal inspection to check the health of the infrastructure asset and more

NeoSky drone services capability includes logistics, agriculture, surveillance, mapping and infrastructure inspection

Looking forward to scaling up more projects in Q4 FY'23



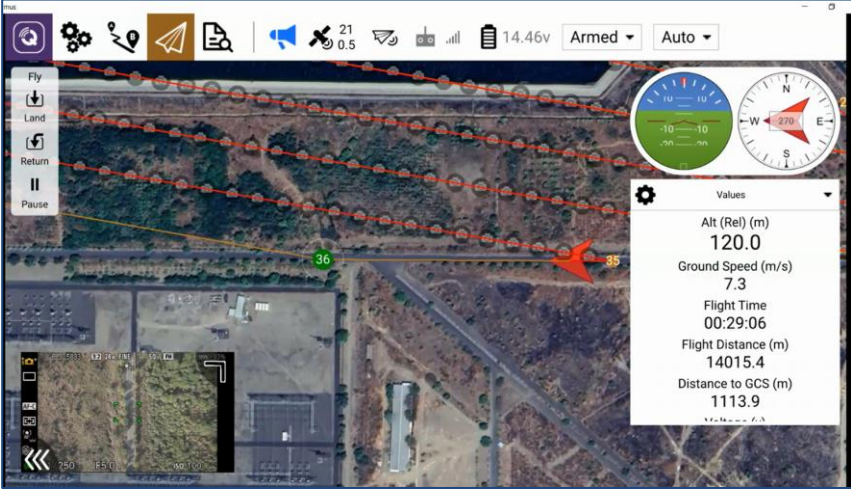
Thermal imaging to track the health of the assets for identifying issues like leakages



# NeoSky kick-starts drone service pilots



NeoSky team working on the pilot project



Survey & Mapping dashboard to track real time flight performance



## Throttle Aerospace Systems (TAS) scales up delivery drones



- The Drone delivery global market is estimated to be \$32 bn by the year 2031\* growing at a CAGR of over 40% YoY
- It is very important to have a portfolio of strong products to support this growth
- We had two delivery drones Medcopter X4 and X8 capable of a maximum payload of 2kg and 10kg respectively. These drones are tested for BVLOS
- We have significantly enhanced our capacities in the last quarter, by introducing new logistics drones L15 and L20. L15 can carry up to 15kg load and L20 can carry up to 20kg load
- The payload capacity can be further enhanced basis the requirements of our clients
- These enhancements can be via Hardware (increased payload), Software & AI to manage this platform
- We are future ready in this segment and will support & lead the delivery drones segment in India



\*Source: Allied market research

# Throttle Aerospace Systems (TAS) spreading wings



Our products are being used not just in the plains but also in the hilly terrains of India. TALV\_TACT is a military grade surveillance drone and currently being used for tracking & keeps an eye at the World's second highest and Asia's highest paragliding take-off point in Himachal Pradesh, India

Our team worked closely with Karnataka CCT (Centre for Counter Terrorism) to train Karnataka police on the drones across multiple locations like Bangalore, Mysuru, Belgaum & Kalabugi. This helps in driving familiarity & acceptability of our drones within the police forces



## TACT

Surveillance, Disaster management; BVLOS ready; 10X Optical zoom; Height: Up to 5000 meters MSL



## DOPO

Survey & Mapping, Mining, Industrial inspection; BVLOS ready; Large area coverage up to 1.5 Sq km per flight



## L20

Drone delivery. Payload of 20 + kgs.  
Endurance of 40+ minutes. BVLOS ready



## MEDCOPTER X8

AI enabled delivery drone. Tested for BVLOS.  
Payload of 5kg. Flying time of 30 mts



## Nimble-i

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Entry level Surveillance drone; Most affordable made-in-India drones; 10X Zoom; Communication range: 5+ Kms; Flying time: 30 minutes



## Drone Defender

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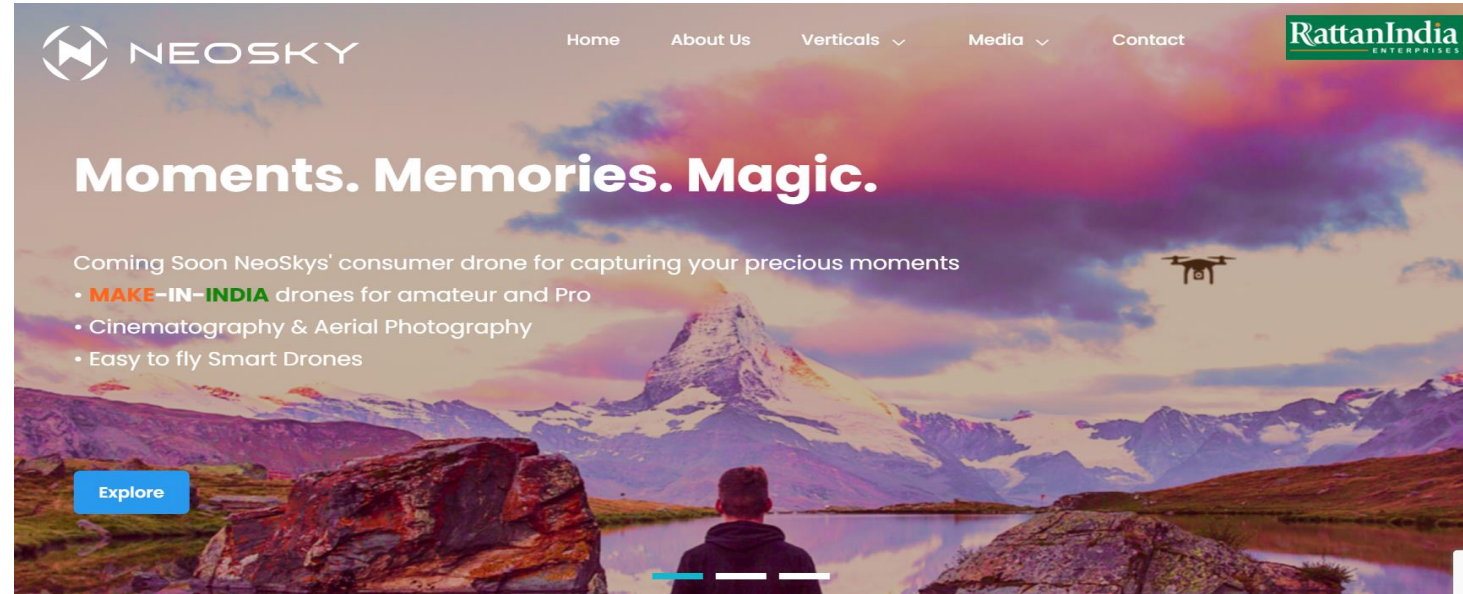
Soft-kill approach using net capture.  
AI enabled defence



# NeoSky launches new brand identity and website



- One can find all the latest information about NeoSky from the newly launched website [www.neosky.co.in](http://www.neosky.co.in)
- The new website is visually-driven. Educates customers & consumers on the drone ecosystem, our business verticals and many more
- NeoSky also unveils a new brand identity







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

# 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

Several recruitments underway to grow the dream team. Expect 70+ strong team from reputed institutes by Q4 FY23 to significantly drive business



SONY

SAMSUNG

Panasonic



Sony Ericsson





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

Market size:  
**INR 174 Lakh Crore<sup>1</sup>**  
*(Lending market in India in Mar 2022)*

Growth of:  
**11.1%\***  
2021-22

Credit Demand Growth:  
**40%<sup>2</sup>**  
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
<b>Total</b>	<b>100%</b>	<b>85</b>

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

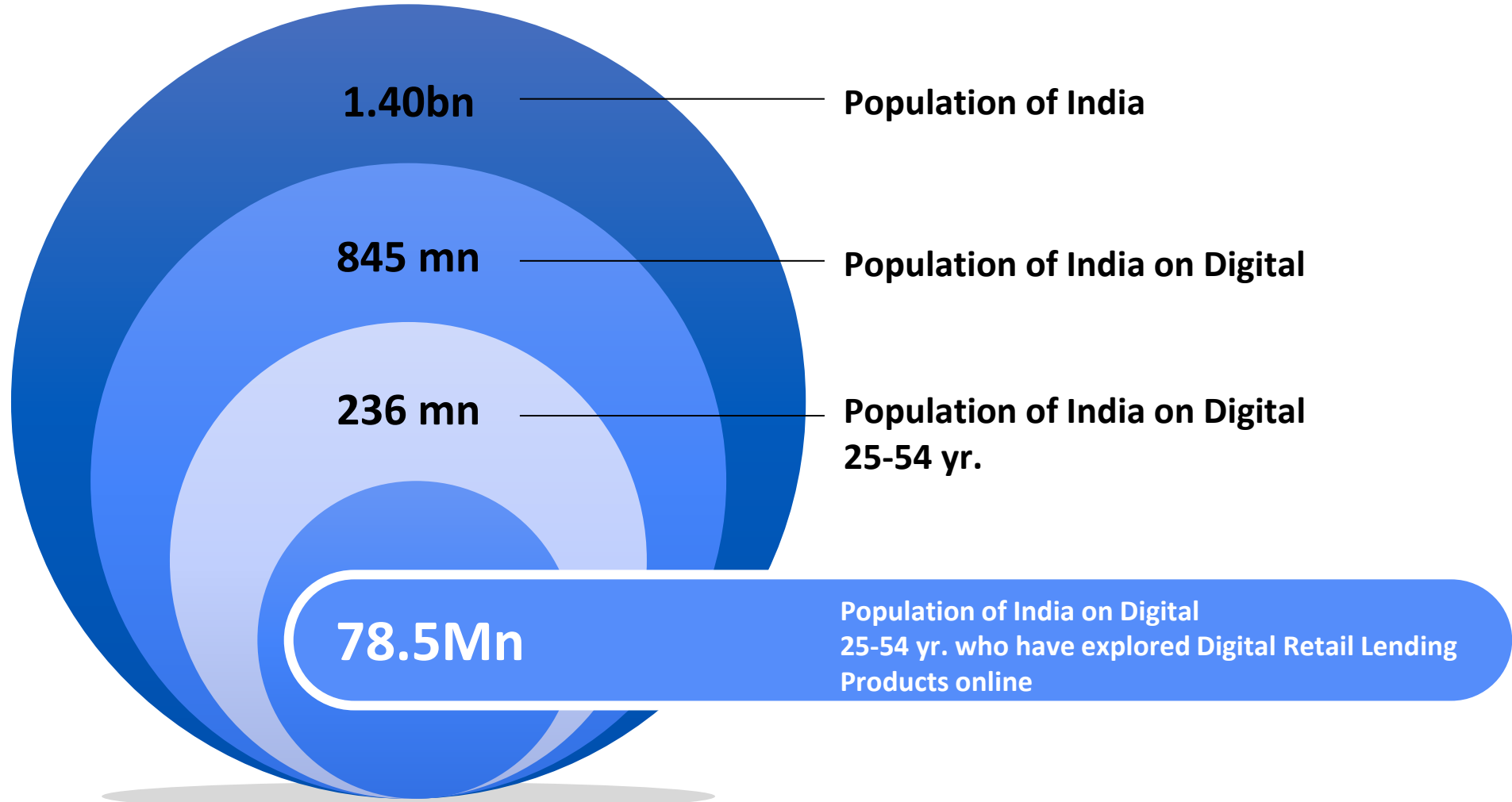
Increasing frequency of consumers checking their credit scores

**3x**

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

**2x**

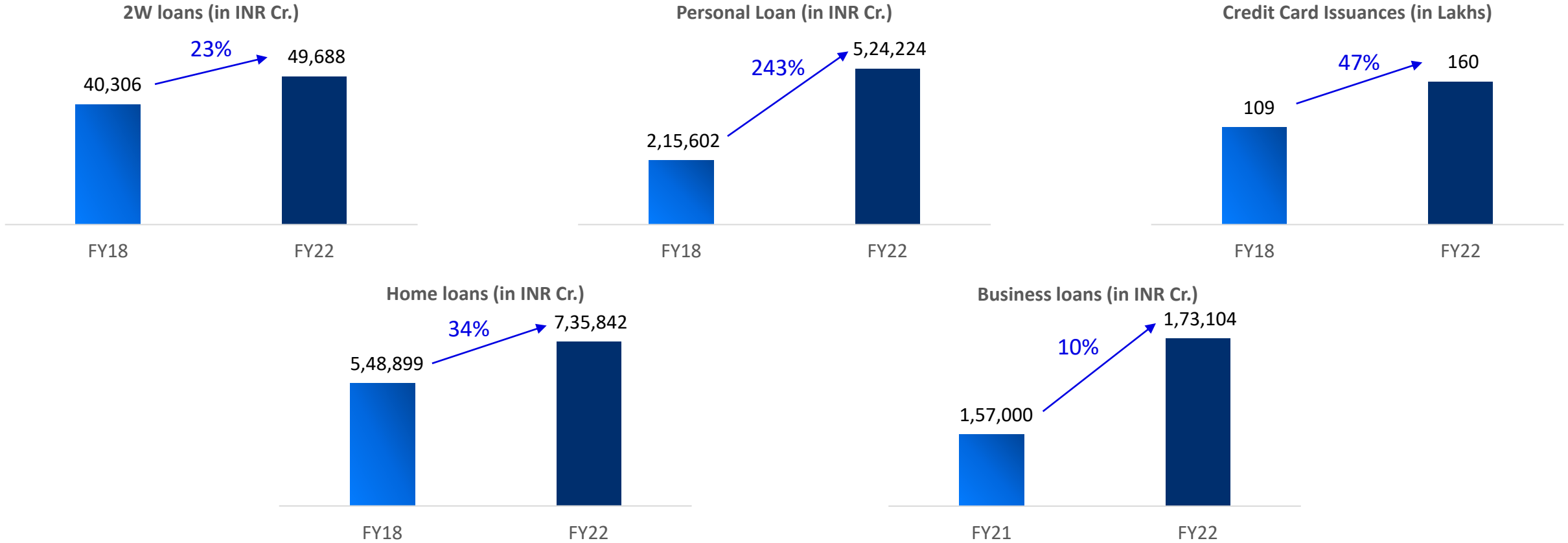
Growth in number of times a consumer checks their credit scores in 2020 vs 2018



**India uniquely poised to realize democratization in Financial Services**



# Opportunity is ripe for digital first models



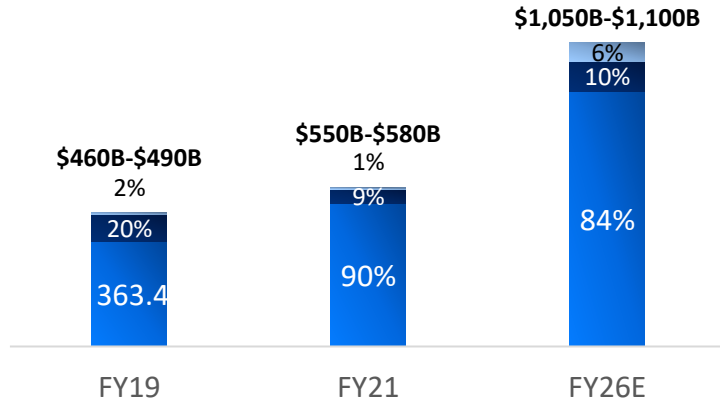
Continued traction in traditional segments of lending to underline growth for Wefin

# Opportunity is ripe for digital first models

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

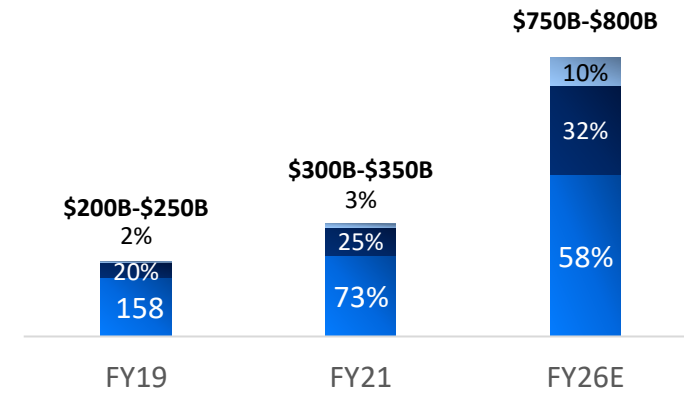
Consumer credit - split by lender type (\$B)

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 till date: 5,300+
- Number of Credit Cards Issued till date: 2,480+
- Loan Disbursal Value till date: Rs. 220+ crore
- Number of Visitors till date 1.6 mn
- Registered Customers till date: 310k
- Number of credit score checks till date: 163k
- 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



# Strong Performance



- The Company continues to demonstrate strong financial performance
- Company has clocked **EBITDA of Rs. 293 Cr for Q3 FY23 & Rs. 796 Cr for 9M FY23**

Standalone	Q3 FY23	9M FY23
EBITDA (Rs. Cr)	293	796
PAT (Rs. Cr)	97	222

- Amravati Plant remains **amongst the best performing plants in Maharashtra** having achieved 74% PLF and 78% availability till December 2022 despite facing coal shortages due to external constraints
- Company continues to timely service its debt obligations, having paid ~Rs. 2,855 Cr (principal and interest) since Jan 2020, **including Rs. 662 Cr as prepayment**
- The outstanding secured external term debt principal **stands reduced at Rs 1,223 Cr** as on date against standalone Networth of Rs. 5,400 Cr as on 30 September 2022
- 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 Q4 FY23

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

- STPL is working closely with the Government, various departments and lenders to work out a potential resolution plan
- Accordingly, **Sinnar Thermal Power Limited (STPL)**, a subsidiary of RPL, is in active discussions with all the stakeholders of the Project, including the agencies appointment by state government and lenders, to work out a detailed business plan and operationalizing strategy
- Lenders have indicated to support the project operations
- STPL is working towards ensuring the commencement of operations of 2 out of 5 units of the plant in the 1st phase

## Investor connect

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**Thank You**