



May 30, 2022

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

RK Arora

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.rttn.in, **E-mail:** rel@rattanindia.com, **Phone:** 011 46611666

RIEL/2022/00039



RattanIndia
ENTERPRISES

Investor Presentation

May 30, 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 consolidated profit of Rs. 565 cr for Q4FY22**
- In line with its ESG philosophy, RattanIndia Enterprises (REL) has discontinued associate relationship with RattanIndia Power (RPL)
 - This has resulted in an income of Rs. 532 cr in REL's Consol financials
- Revenue generation in all the key businesses is in line with the business plan
 - Ecommerce business in Cocoblu has scaled up massively:
 - ✓ Achieved YTD revenue of Rs. 400 cr (adds to Consol revenue of REL): Q1FY23* – Rs. 389 cr; Q4FY22 – Rs. 11 cr
 - ✓ Pan India servicing: 19,000+ PIN Codes served
 - ✓ 499 top brands already signed up ... To go up to 600 by Q2FY23
 - ✓ 40 lakhs+ orders fulfilled
 - ✓ 15 lakhs+ unique items stocked and being sold
 - ✓ Achieved 4 star review ratings on Amazon marketplace
 - BankSe has disbursed 1,043 loans with total value of Rs. 25 cr+ till date
 - NeoSky has kick-started its revenue journey with the acquisition of 60% stake in Throttle Aerospace (TAS)
 - Revenue of Revolt for FY22: Rs. 160 cr (does not get added to REL consol financials since Revolt is an associate)

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

Enablers of India's digital economy



1.3
billion

**People onboarded on
Aadhaar stack**

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



760
million

**Smartphone
enabled Internet
Users**

Second largest internet connected population in the world



650
million

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**

Strong growth potential for domestic fintech players

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

Our business interests

RattanIndia Enterprises

Invested in the future



RattanIndia Power Limited

Residual equity holding - RattanIndia Power

19.81% shareholding



Note:

- 1. Through wholly owned subsidiary Neotec Enterprises
- 2. Acquired 60% stake in May 2022 thru NeoSky
- 3. Strategic investment approved by Shareholders
- 4. Current shareholding is 33%; another 10% to be acquired by investing Rs. 50 crore

Our governance

**50% of Board
is independent**

**Statutorily
audited by
Grant
Thornton**

**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

Spearheaded by expert professionals



Mr. Amit Jain – Chief Financial Officer

- Comes with nearly 2 decades of rich industry experience in Finance and Operations
- Previously associated with marquee institutions such as Global Infrastructure Partners, IDFC, EY, Shapoorji Pallonji, Macquarie Bank and Discovery Channel
- Fully versed in organization building and shaping growth
- Brings in deep understanding of industry dynamics, regulatory & compliance framework, and extensive business relationships



Mr. Rajesh Arora, Company Secretary, Compliance Officer and Legal Head

- 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 like Mahindra & Mahindra Limited, Britannia Industries Limited, Honda Motorcycle Limited, Eicher Group, NIIT Limited, Perot Systems and Technip KT India
- Deep expertise in Joint Ventures, Mergers & Acquisitions, Demergers, Strategy Planning, Secretarial and Legal Affairs



Businesses of the future

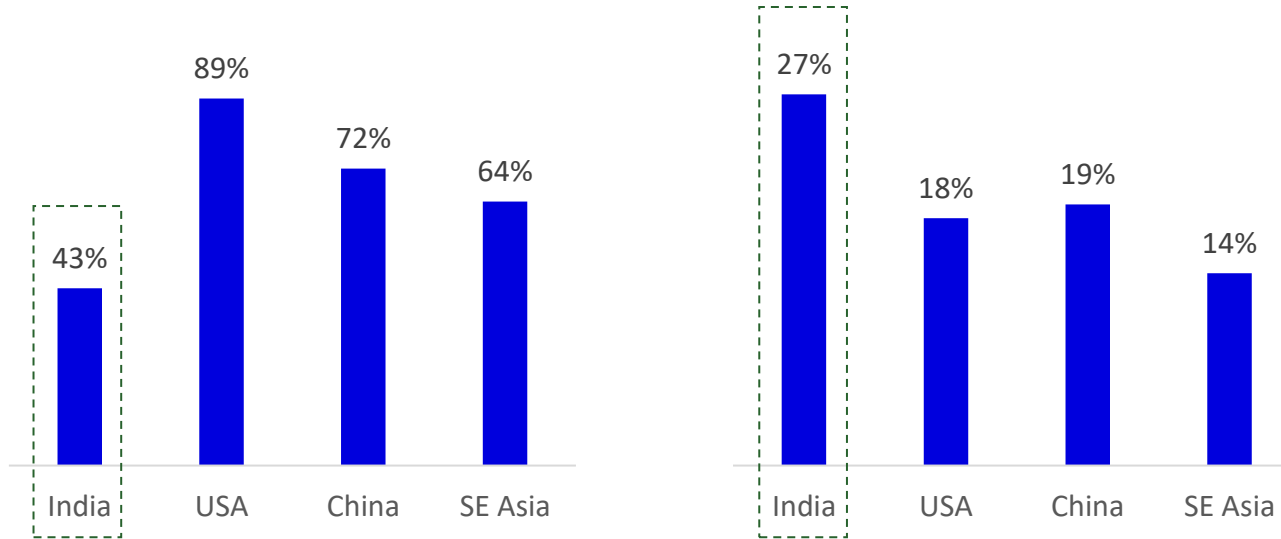
Smarter take on opportunities



cocoblu

Partners for success



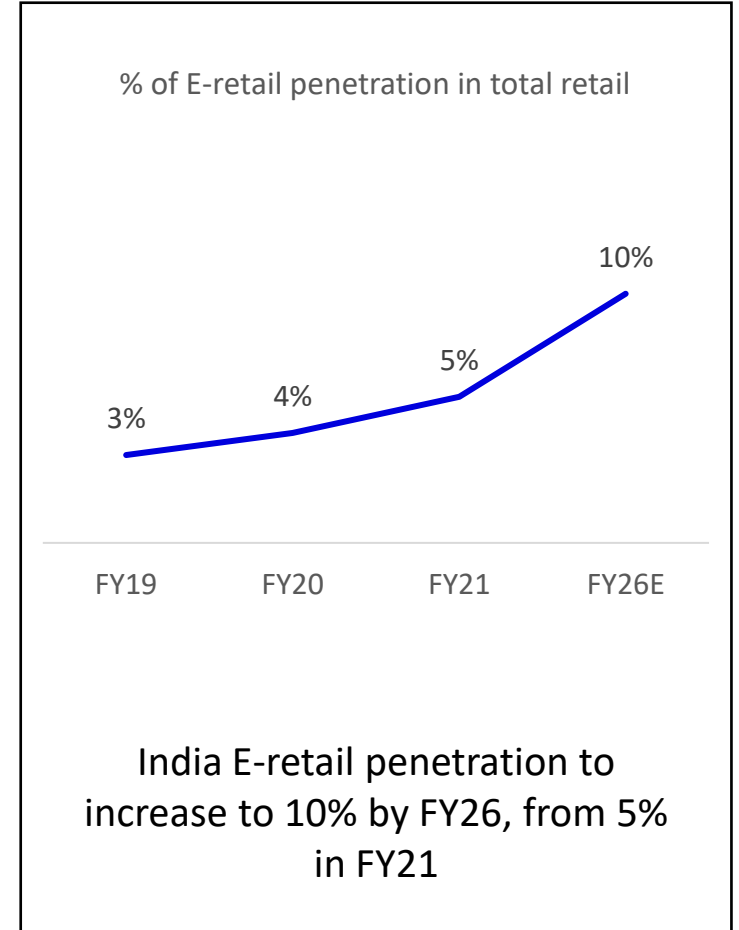
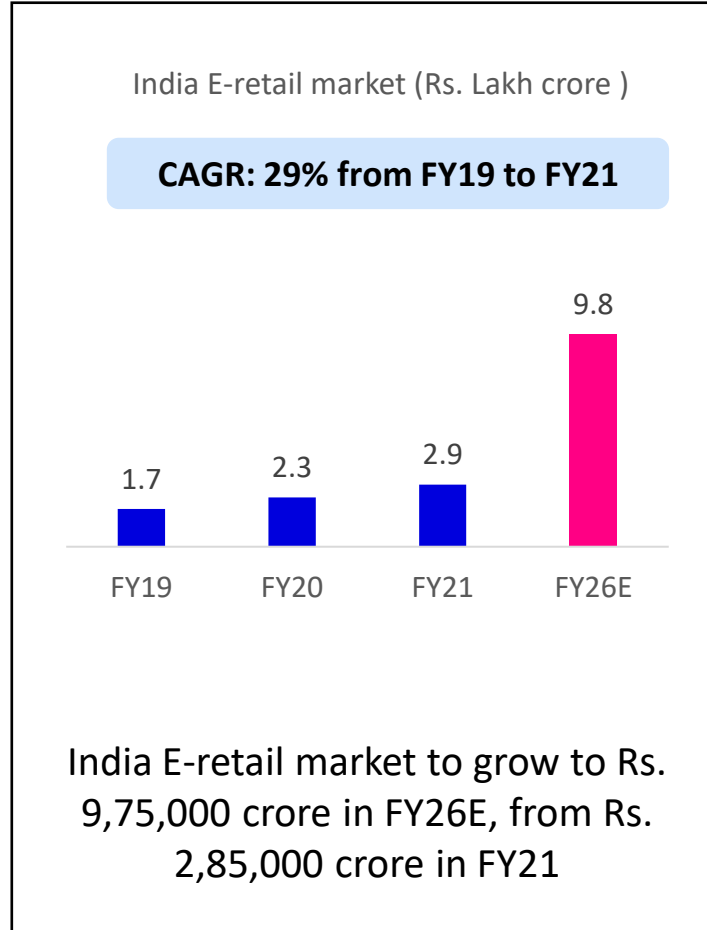


Current Internet penetration. **Huge penetration potential in India**

Retail ecommerce growth in 2021. **India: one of the fastest growing ecommerce market**

65%
Percentage of Indian population below 35 years of age

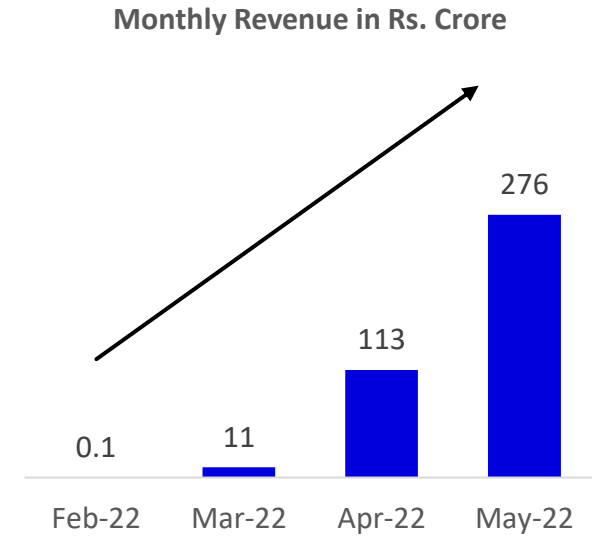
Tapping into explosive growth of internet usage in India to achieve premier position in retail ecommerce



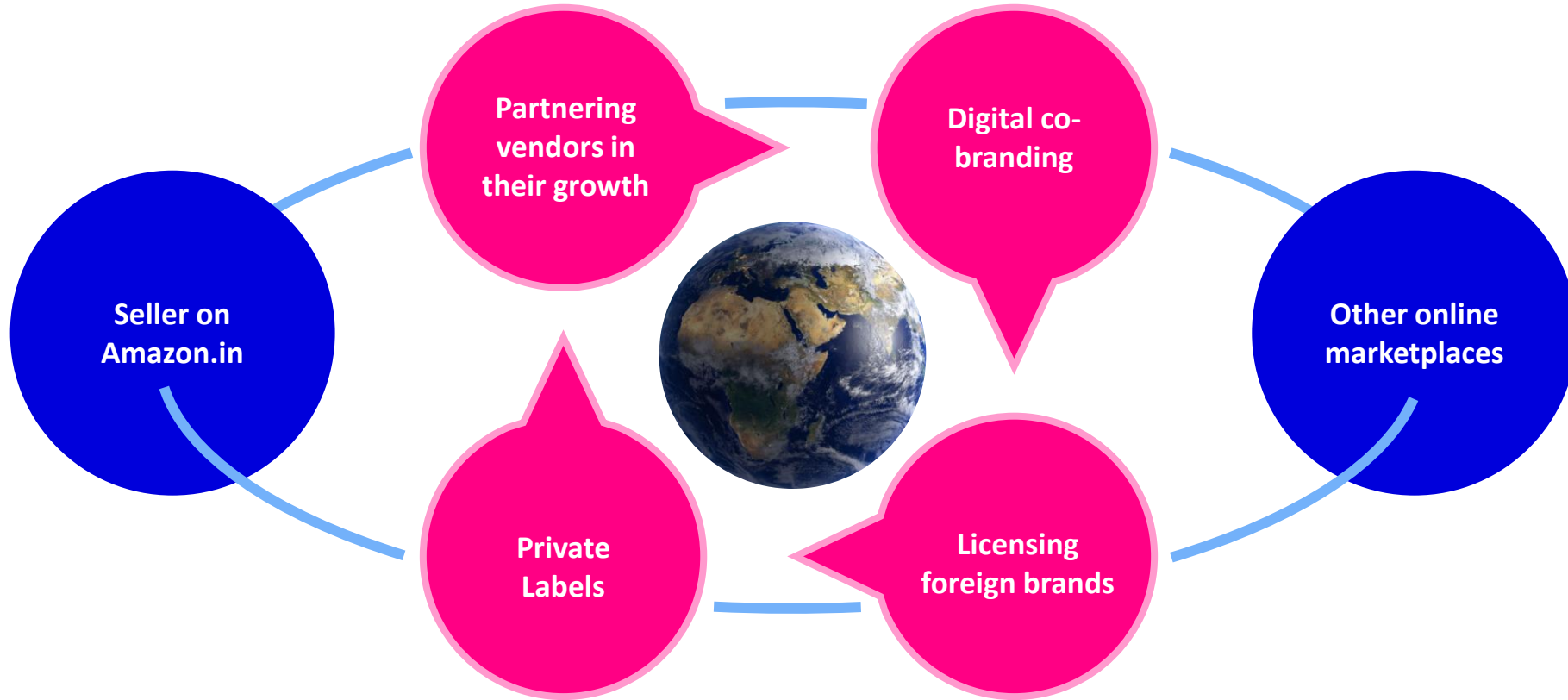
Significant growth in the E-retail market in the next 5-years will steer the momentum for Cocoblu

Strong progress achieved since the launch on 24th February 2022 ...

- Pan India servicing: 19,000+ PIN Codes served
- **499** top brands already signed up ... To go up to 600 by Q2FY23
- **40 lakhs+** orders fulfilled
- **15 lakhs+** unique items stocked and being sold
- Achieved 4 star review ratings on Amazon Platform

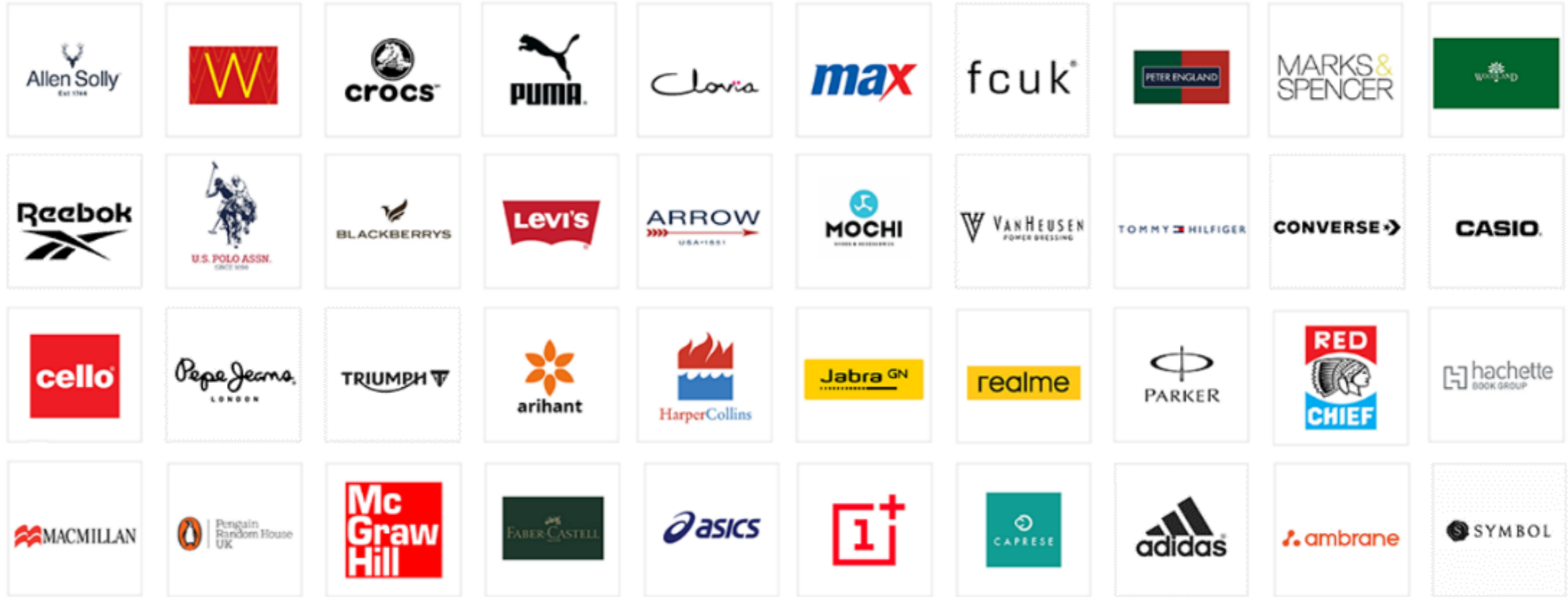


Monthly Revenue	Feb 2022	March 2022	April 2022	May 2022*	Total
in Rs. crore	0.1	11	113	276	400



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 Sara Futura Retail, Arvind Lifestyle Brands Limited, Nokia and Asian Paints

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

105
 Team members
 With 300+ years of experience in retail
 With deep expertise in scaling up brands in e-commerce

*Top B-Schools/
Firms*

Deeply proficient in technology

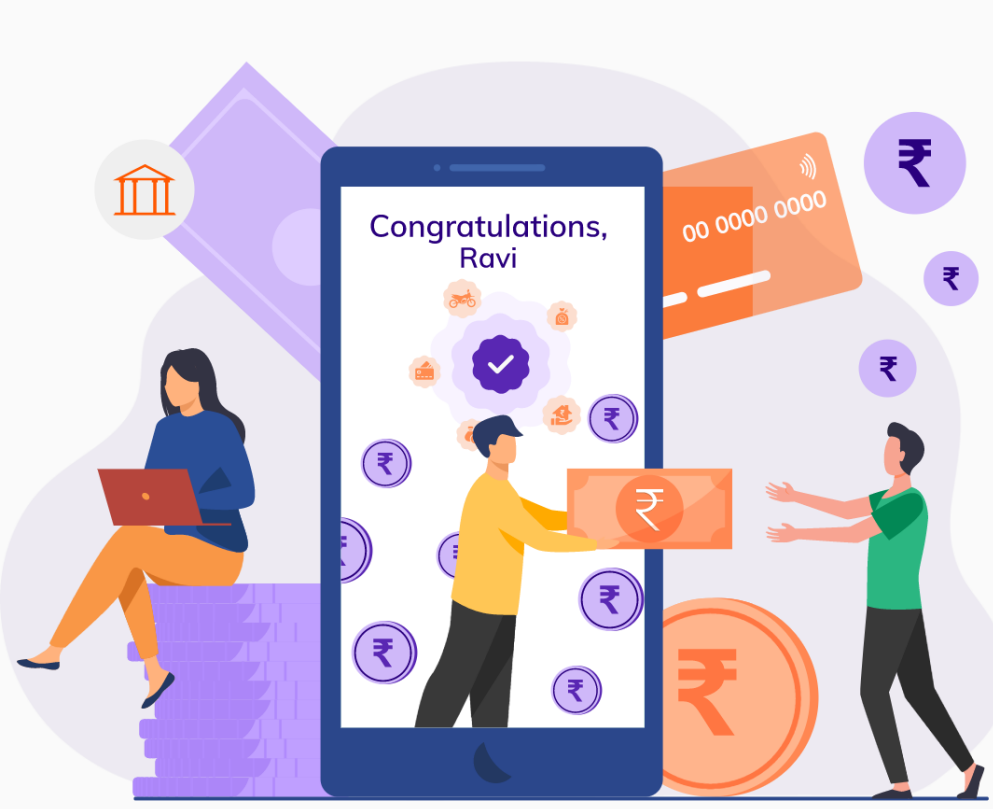
Rich execution capabilities



Mr. Soumik Bhusan, CFO

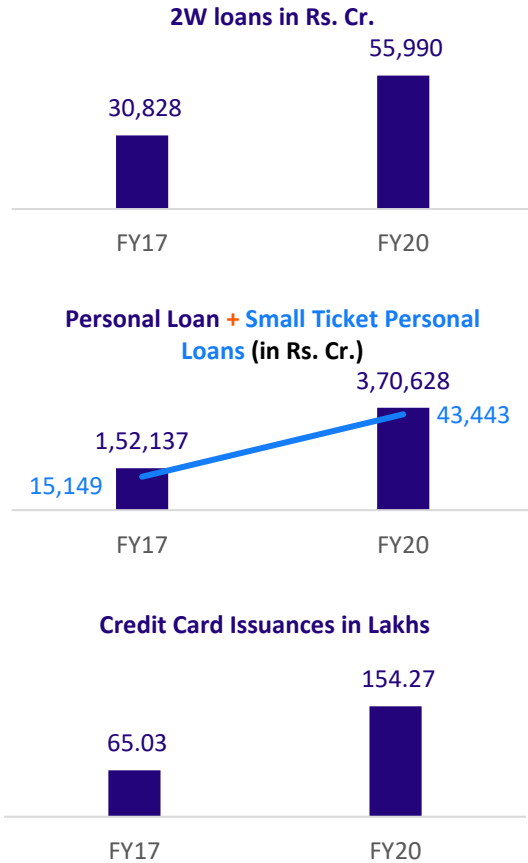
- Alumnus of prestigious IIM Bangalore and qualified Chartered Accountant from India as well as from England & Wales
- 18 years of experience having worked at organizations like Amazon, Bloomingdales (Al Tayer), Macmillan, Titan, Reliance, Goldman Sachs, and CMIE.
- Held various leadership and academic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

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

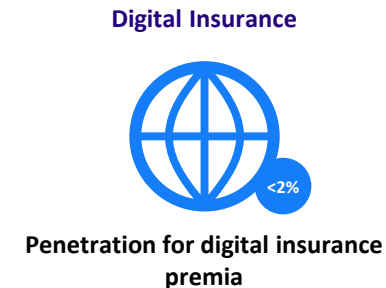
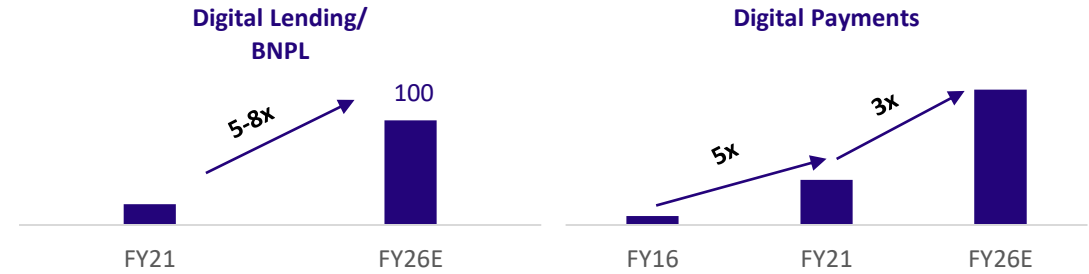


India's premier, all-digital, one-stop financial solution provider

Driving opportunity in a digital first ecosystem



- Witnessed strong growth in the lending ecosystem over the past few years
- The typical industry practice does not permit real-time feature benefit analysis by prospective customers, rather limiting scope to single or few favored entities
- 54% of new credit cards issued in FY21 were to borrowers below 35 years



Rapid acceleration of traditional lending models through technology

India uniquely poised to realise democratization in FinServ

BankSe - One stop solution for every financial need

Marketplace for anything one needs from a financial institution

- Access via App/ Website
- Real-time Personalized Offers
- Free Credit Score Check
- Check real time banking transactions with 10 top banks through Account Aggregator network
- Banks, NBFCs and FinTech's
- Existing lending relationships – 26 ... To grow up to 100 by year-end

Current products available:

- Personal Loans
- Two-wheeler loans
- Credit Cards
- Bill discounting

Next phase of products:

- Business Loans
- BNPL

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

- **26** leading banks and NBFCs integrated with BankSe
- **BankSe provides two-wheeler loans for 34 manufacturers having 1,444 models**
- **24,008** downloads of BankSe App
- **1,043** loans disbursed
- **Rs. 25+ Cr** Disbursals
- **51,000+** Registered Customers
- Integrated with Account Aggregator Network ... Real time banking transactions with 10 banks already live
- BankSe's Ad was released on 14 Feb 2022 ... 5 lakhs+ numbers of views ([LINK](#))

Strengths of BankSe's business model

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

BankSe Vs. Traditional Approach

BankSe'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

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

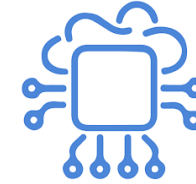


Intelligent Sourcing

Cutting edge analytics platform for targeted sourcing



Direct API
connectivity with Banks, and NBFCs



Deep Tech Integration
with India Stack – Aadhaar, NPCI, e-Sign and Sahamati



Algorithm based real time decisioning engine



Account Aggregator
Real time, and consent-based data sourcing from financial institutions



Secured and Robust Cloud Platform
Salesforce, AWS, Heroku



Partners for success



and many more.....

Led by industry veteran



Mr. Amitav Panigrahi, CEO

- Is a veteran banker, previously associated in renowned organizations like Citibank, HSBC, ICICI and Yes Bank
- Brings deep knowledge of financial products and digital solutions in the sector
- Expertise in setting and scaling up of businesses and digital transformations

Supported by 64 employees with 400+ years of experience in reputed Banks, NBFCs, fintechs including HDFC, IDFC, Yes Bank, Bajaj Finance, SBI Cards, Incred, RBL Bank, Cars 24

NEOSKY

Sky-high opportunity



- Government of India wants to make the country #1 drone hub by 2030
- Import ban is aiding local industry
- Offers clean tech with zero pollution
- Numerous use cases where efficiency is enhanced
- ~Rs. 30,000 crore – Expected market for drone services industry in the next 3 years*

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

*Source: [Article by BusinessToday.in](#)

- **Liberalised drone regulations**

- New Drone Rules 2021 will give impetus to the drone industry
- Initiatives like Kisan Drone and Drone Shakti to promote usage of drone across various applications

- **Production Linked Incentive (PLI) scheme**

- Incentives of Rs. 120 crore to be given in the next 3 years for drones and drone components; will lead to significant investments
- Incentive for the manufacturers to be as high as 20% of the value addition

- **Import ban**

- Import of drones either in completely built up (CBU), completely knocked down (CKD) /semi knocked down (SKD) forms has been banned; will lend boost to domestic manufacturing of drones

NeoSky is aiming to be the leader ...

- NeoSky has a strategic vision to be the market leader in drone sector in India
- The company will also target global markets for its drone products and services
- Will invest in best intellectual capital and technology available in the drone sector and will scout for this not only in India but globally
- NeoSky is investing in R&D to develop new designs and technologies and will mass produce such drones
- Indigenously developed products will be available in market by early 2023 and will fill the gap created by the ban on import of the drones in CBU,SKD,CKD form
- 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 is a global leader in drone deliveries having done more than 15,000 commercial flights in over five countries
- NeoSky has also acquired a majority stake in India's leading drone company Throttle Aerospace Systems Private Limited (TAS) in May'22

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

- Agriculture
- Mining
- Survey
- Surveillance
- Asset Management

Consumer

- Aerial Photography
- FPV racing

Pilot Academy

- Drone Pilot

Delivery

- Medical
- Cargo
- Passenger

Defence

- Security
- Surveillance
- All Weather
- Anti Drone
- Heavy Lifters

- **Rationale for acquisition:**

- Founded by a team of technology experts in 2016 led by Mr. Nagendran Kandasamy, an ex-Boeing, aeronautical industry veteran
- First drone manufacturer in the country to be approved by Directorate General Civil Aviation (DGCA) and Ministry of Defence (MoD) for manufacture of civil and military grade drones
- Given its comprehensive business learnings, in-house development-manufacturing-servicing capabilities, its pioneering foray and dedicated enterprise relationship, TAS today stands out across both drone deliveries and UTM
- With in-house software development capabilities and key competencies ensuring lower cost of operations, the business places in the top quadrant of utility for customers

- **156** number of drones sold till date

- **100+** Hours of BVLOS (Beyond Visual Line of Sight) experiment completed

- **80+** No. of clients till date including private and government owned organizations

- **450+** Packages successfully delivered on the experimental basis (BVLOS – deliveries)



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

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



Panasonic



SONY

SAMSUNG



Sony Ericsson

RattanIndia

RattanIndia Power Limited

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



Superlative Performance

- RPL has **posted highest ever total revenue of Rs. 3,613 Cr (66% increase in FY 22 vs FY 21)**
- **PAT of Rs. 348 Cr vs Rs. 97 Cr (increase of 260% in FY 22 vs FY 21)**; and on quarterly basis company has clocked **PAT of Rs. 137 Cr in Q4 FY 22 vis-a-vis Rs. 63 cr in Q4 FY 21 (increase of 118%)**
- The Company continues to demonstrate superlative financial performance

	FY 22	FY 21	Q4 FY 22	Q4 FY 21
EBITDA (Rs. Cr)	1,160.73	988.23	333.99	272.52
PAT (Rs. Cr)	348.13	96.71	137.29	63.03

- Amravati Plant is **amongst the top ranked plants in Maharashtra** having achieved 75% PLF and 86% Availability during FY22, amidst acute coal shortages faced across the country
- In FY22, Amravati Plant **successfully received and unloaded highest ever railway rakes (1,415 nos. i.e. daily average of ~4 rakes)**
- Company continues to timely service its debt obligations, having paid ~Rs. 2,368 Cr (principal and interest) since Jan 2020 till date, **including Rs. 650 Cr as prepayment**
- Secured External Term Debt principal o/s stands reduced to Rs. 1,599 Cr as on date against Networth of Rs. 5,277 Cr as on 31 March 2022

Brief update on 1350 MW Sinnar, Nasik Power Plant

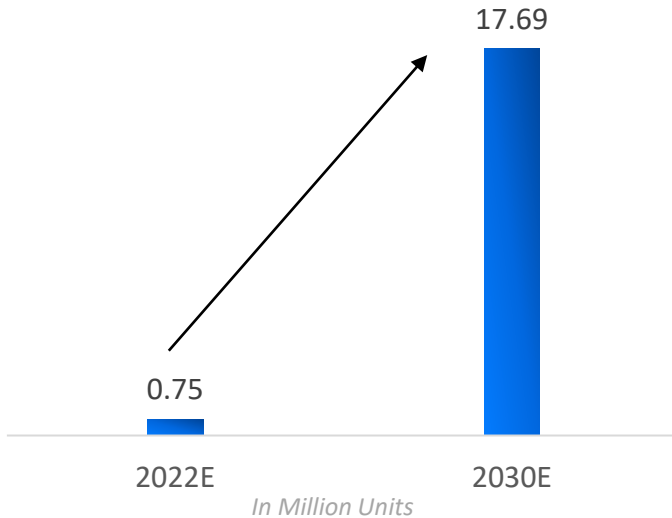
- Government of India has issued directions, on May 2nd, 2022, to revive already commissioned but non- operational power plants in the country to tide over power crisis in the country
- Accordingly, **Sinnar Thermal Power Limited (STPL)**, a subsidiary of RPL, is in active discussions with all the stakeholders 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 requirements
- STPL is working towards ensuring the commencement of operations of 2 out of 5 units of the plant at the earliest



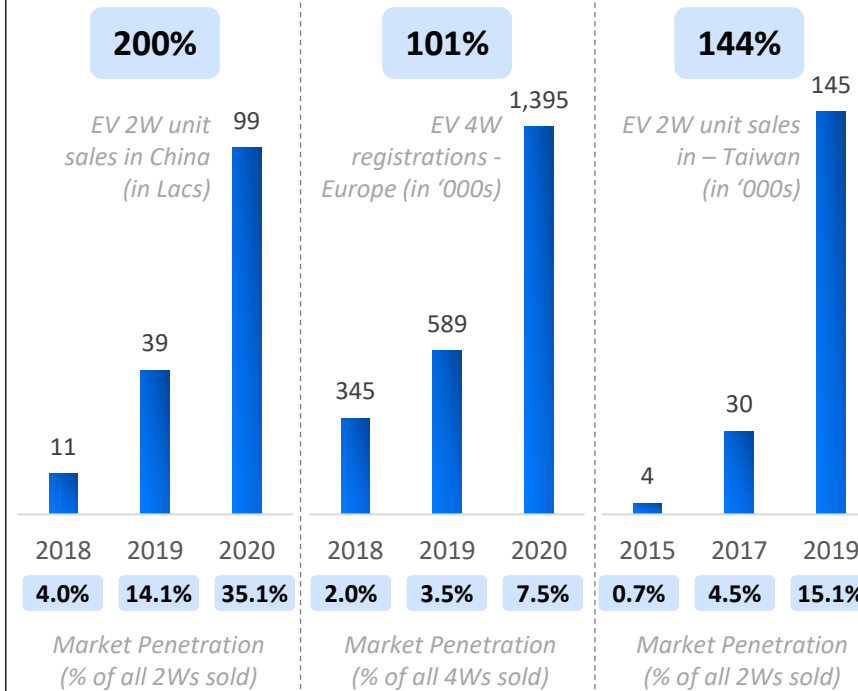
Established foundation for India's no.1 electric motorcycle company

Rapid scale up of Electric Two Wheelers expected in India*

CAGR: 48% from 2022E to 2030E



EV sales have grown rapidly around the world
Global EV Trends



India has adopted new technologies at a much faster rate than major economies

- 362x** Fastest growth in number of demat accounts
- 160x** Fastest growth in mobile subscriptions
- 70x** Fastest growth digital payment transactions
- 345x** Fastest growth in smart phones sold in India

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
 - Several State Government policies and incentives to stimulate 2W EV demand in India
 - Initiatives around building charging infrastructure across the country to eliminate charging-related difficulties
 - Various tax benefits have been provided for buyers
- **Robust PLI scheme that will drive localisation and reduce the cost of manufacturing**
 - National Programme on Advanced Chemistry Cell (ACC) with an outlay of Rs. 181 bn to incentivize setting up of manufacturing facilities in the country for 50-Gigawatt Hour of ACC and 5 GWh of "Niche" ACC. Total investment of Rs. 450bn is envisaged under this scheme
 - Productivity Linked Incentive (PLI) scheme for Automobile and Auto Components with an outlay of Rs. 259bn to incentivise manufacturing of high technology automobiles and automotive components in India

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

First mover – India's no. 1 electric motorcycle company



- **Multi-model approach**

- Increasing level of 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 1.4 million data points processed on AI engine from more than 60 million+ kms driven on Revolt bikes

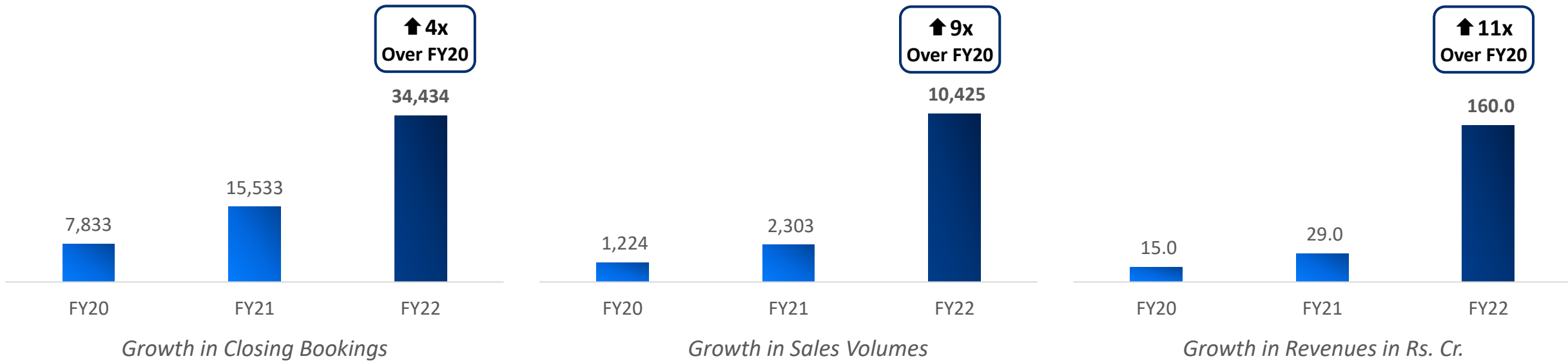


Natural transition from ICE motorcycles which account for > 60% share of 2Ws

Electric motorcycles are built sturdier for superior riding proposition

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

Revving up the performance



Quicker inflection to profitability anchored by rapid acceleration in sales

Electrifying India, a city at a time

REL to validate



HQ and Factory
Manesar, NCR



Store icon = Stores

*Ahmedabad, Pune and Chennai have 2 stores
**Delhi has 3 dealership stores

- Presence in 19 cities with 25 stores
- New cities in the pipeline

Investor connect

Siddharth Rangnekar / Nishid Solanki
CDR India

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



Thank You

