

**CIN: L72200TG1994PLC017598**

**Date: 02<sup>nd</sup> June 2022**

To  
Corporate Relationship Department  
BSE Limited  
1<sup>st</sup> Floor, Rotunda Building,  
P.J. Towers, Dalal Street,  
Mumbai- 400 001.

**Dear Sir's/ Madam,**

**Sub:** Intimation of Summary on the Financial Performance of Raminfo Limited for the quarter and year ended 31<sup>st</sup> March 2022.

**Scrip Code: 530951; Stock Symbol: RAMINFO**

With reference to the above cited subject, this is to inform with respect to the Summary over the Financial Performance of the Company for the Quarter and year ended on 31<sup>st</sup> March 2022.

This is for information and record.

Thanking you,

Yours Sincerely,

For **RAMINFO LIMITED**

**DHRUV RAJ** Digitally signed by  
DHRUV RAJ  
**NINGESETTY** NINGESETTY  
Date: 2022.06.02  
Y 16:48:12 +05'30'

**N. Dhruv Raj**  
**Company Secretary**  
ACS 64126



# Investor Presentation

## Q4 & FY22



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# Company Profile

- ❖ Raminfo Limited was founded in 1994 and is headquartered in Hyderabad, India.
- ❖ Raminfo is India's leading technology solution providers and a digital transformation partner of choice for Government and private organizations.
- ❖ The company has delivered several innovative and game-changing e-governance solutions that have revolutionized Citizen Services delivery.



RamInfo offer's end-to-end, innovative solution expertise across five business verticals:



**Government Solutions**



**Healthcare**



**Energy**



**Agri & Logistics**



**Fintech**

# Why RamInfo?

- ❖ 23 Active Clients
- ❖ 27+ years of providing diverse customer solutions across eGovernance solutions, healthcare services, fintech solutions, agriculture and logistics solutions, smart energy solutions, IoT services, and engineering services
- ❖ 8 States of Presence
- ❖ 150+ projects delivered
- ❖ Diversified team of 1,800 people with expertise in dedicated verticals
- ❖ Deep Multisectoral Expertise
- ❖ Continued initiative in upskilling and reskilling



- ❖ 150+ projects delivered
- ❖ USD 12 Billion projects delivered
- ❖ 535 million transactions processed
- ❖ 80 Million households served
- ❖ 150 Million citizen transactions processed
- ❖ 50000 IoT Devices
- ❖ 75 Banks served



# Our Marquee Clientele

## Government & Public Sector

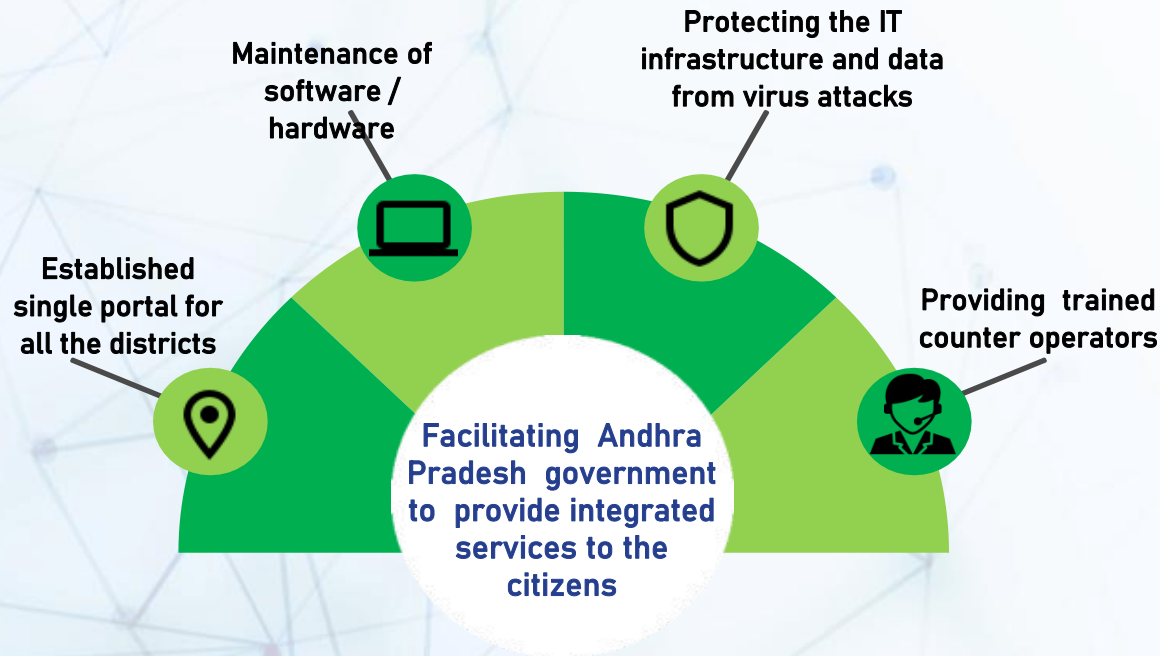


## Private Sector



# Key Projects Delivered (1/3)

## AP Citizen Services Project (Adhra Pradesh MeeSeva Uran Project)



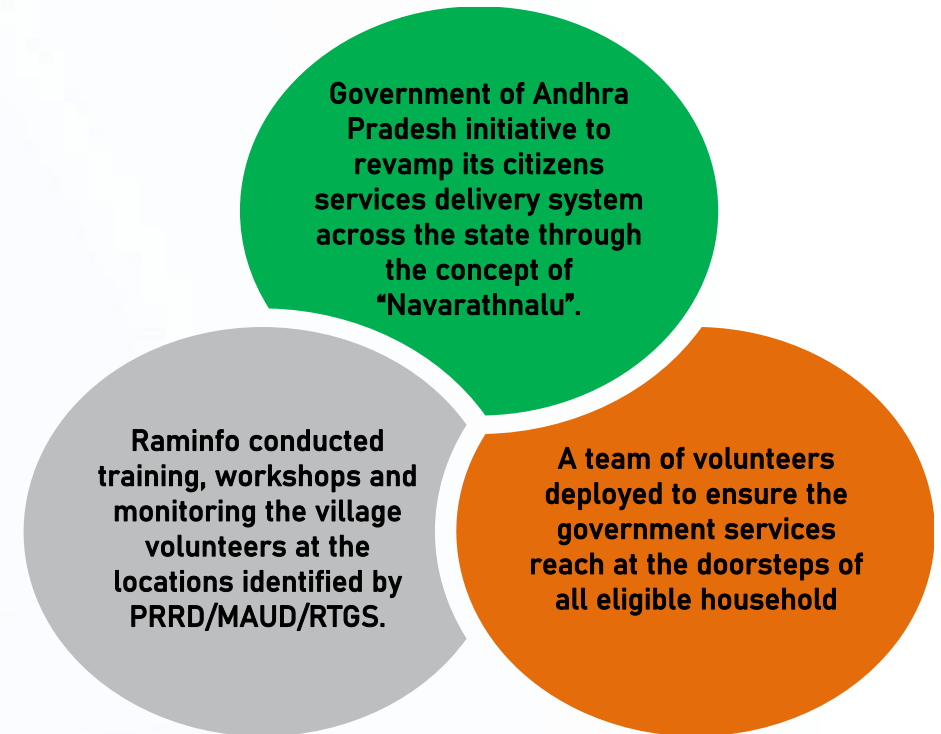
**422**  
Services Offered

**1600+**  
MeeSeva Centres

**3.75**  
Lakhs+  
Services offered

**500+**  
Counter operators deployed

## Andhra Pradesh Field Operating Agency (FOA) Project



**90,65,358**  
Total Households

**2,61,305**  
Total village volunteers

**1,061**  
Raminfo deployed manpower

# Key Projects Delivered (2/3)

## Portal for Joint Recruitment Board of Tripura (JRBT)

- Under Department of Employment Service and Manpower Planning (DESMP), Government of Tripura awarded Raminfo Ltd. the project to develop a portal for the applicants to apply online for recruitment for the post of Group C and Group D vacancies of Govt. of Tripura with the facility of online payment.
- The project covers online application, online payment, Acknowledgement Slip Generation, Payment Confirmation Slip Generation, Venue and Roll No. Allocation and Admit Card Generation for the candidates.
- SMS Gateway Integration, SMTP Integration, Payment Gateway Integration are part of the project.

**1,21,719**

**Total application for Group C Post**

**67,376**

**Total application for Group D Post**

**INR 2,83,13,499**

**Total amount collected online for Group C Post**

**INR 1,06,13,755**

**Total Amount collected for Group D Post**

## SSY (Samajik Suraksha Yojana Project)

- An initiative by the Labor Department of the Government of West Bengal.
- Raminfo was tasked with building, operating, migrate legacy data and maintaining the web portal for the entire West Bengal. Further, we enabled the generation of SSIN and issue of SMC (Samajik Mukti Card) to laborers, and the development of online modules of claim application, claim processing and claim release (disbursement).
- Through this project, the company facilitated the availability of provident fund, financial compensation in the event of death/physical/ mental disability, monetary assistance to the children of beneficiaries and health treatment facilities.

**1,30,00,000+**

**Total registered beneficiaries**

**59,38,620**

**Beneficiaries opted for PF**

**1,25,558**

**Total claims released**

**INR 120,31,07,289**

**Total amount disbursed**



# Key Projects Delivered (3/3)

## Telemedicine (Andhra Pradesh Telemedicine Sub Centres Facilities)

### Telemedicine facilities at sub-centres

Upgraded sub-centres in Kurnool, Prakasam, Guntur and Krishna (Zone-II) districts with:

- Multi-para monitor capable of conducting 7 tests
- Drug Vending Machine (DVM)
- Desktop/Laptops/ Tablets pre-loaded with Telemedicine IT solution
- Internet connectivity
- Medical Hub with Doctors

### Benefits

- Availability of Medical Officers in the underserved areas
- Access to quality healthcare and quality medication through DVM
- Electronic Medical Record (EMR)
- Teleconsultation

**84,484 Consultations provided**

## EESL (Energy Efficiency Services Limited) Smart Energy Solution Project

- Executed end-to-end LED street lighting solution in Andhra Pradesh and Energy Efficiency Services Limited in Chhattisgarh facilitating ~50% energy savings.
- Developed Centralized Control and Monitoring System for clients in Andhra Pradesh, Telangana, Chhattisgarh, Uttar Pradesh, Rajasthan and Gujarat. It allows real-time, remote monitoring and operation of streetlights facilitating ~45-55% energy savings.

**25,000+**  
Total installed  
Centralized  
Control and  
Monitoring  
System  
(CCMS)

**7.50 lakhs+**  
Total  
connected  
LED street  
lights at  
installed  
CCMS

**85 lakhs**  
units/day  
Energy  
savings



# Result Highlights

# FY22 Business Highlights

## New Projects

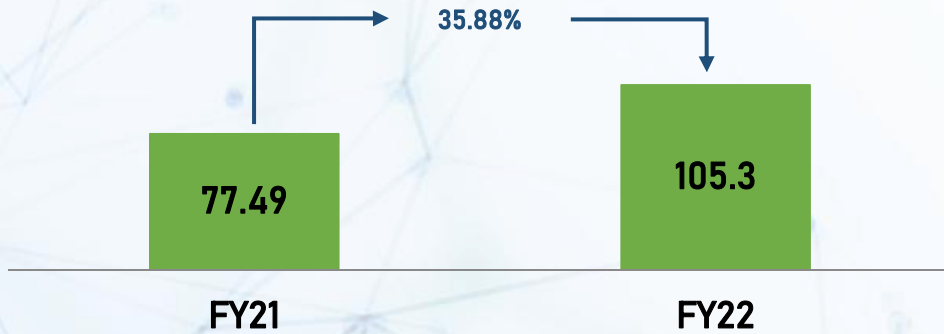
- ❖ **Telangana State Co-Operative Oilseeds Grower Federation Limited (TSOILFED):** With this agreement, Raminfo marked its entry into the Agri-Logistics Business segment. The Company's focus is to act as the "Digital Channel Partner" to provide the Digital Platforms and framework to promote/market the distribution of the products of TSOILFED under the brand name "Vijaya".
- ❖ **Rajasthan Knowledge Corporation Limited" (RKCL):** The focus here is to create and deliver digital content in advanced technologies such as Artificial Intelligence, Internet of Things, Augmented Reality Virtual Reality and more. This partnership enabled the company to foray with EduTech and deliver digital content.
- ❖ **Rajasthan Marudhara Gramin Bank:** Raminfo was appointed as Corporate Banking Correspondent (BC) by Rajasthan Marudhara Gramin Bank. This partnership will enable Raminfo to enhance its outlook towards the Fin-Tech vertical and deliver increased accessibility and speed across remotest areas at a reduced costs.

## Clients added in last 12 Months

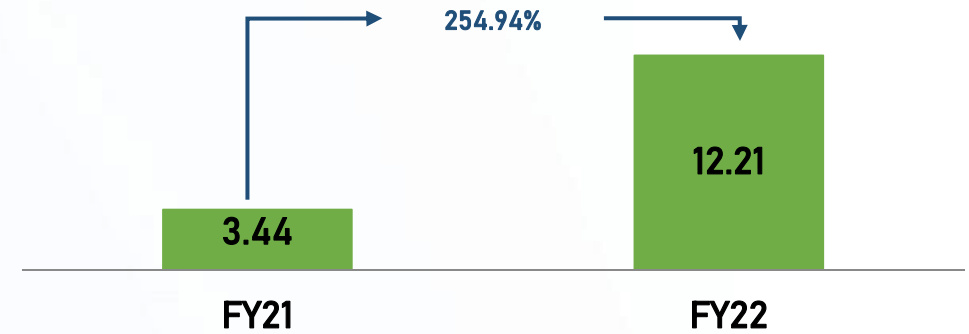


# FY22 Financial Highlights

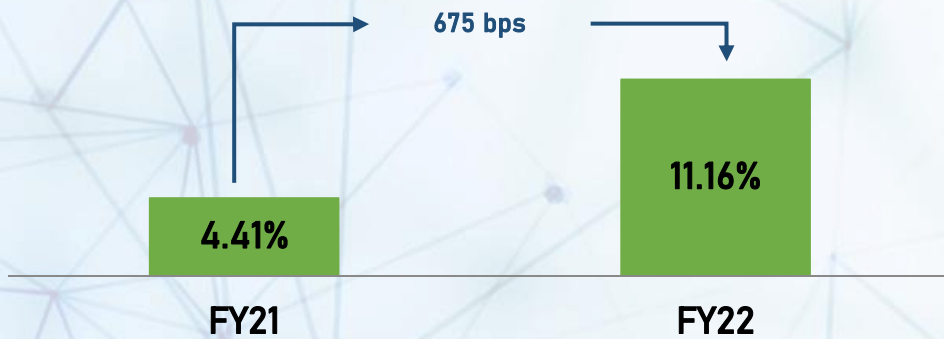
### Revenue from Operations (INR Cr.)



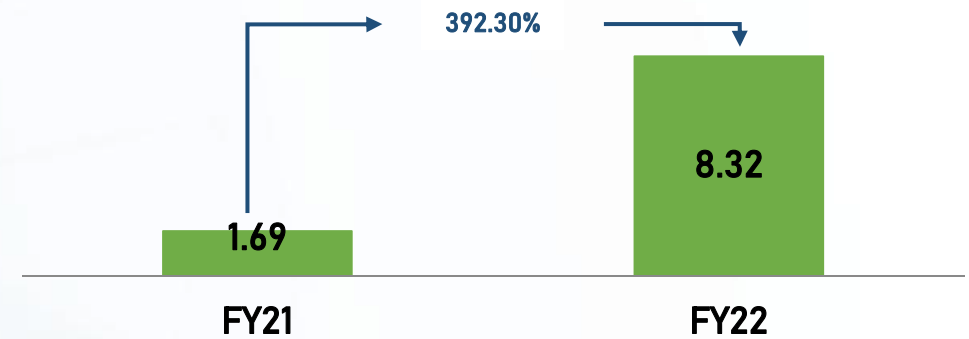
### EBITDA (INR Cr.)



### EBITDA Margins



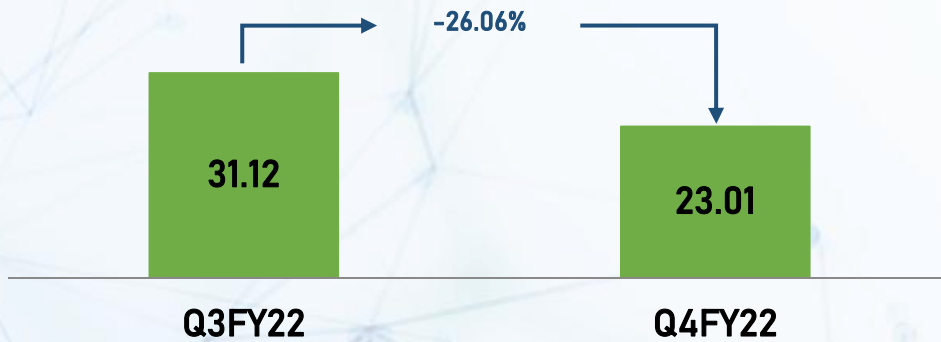
### PAT (INR Cr.)



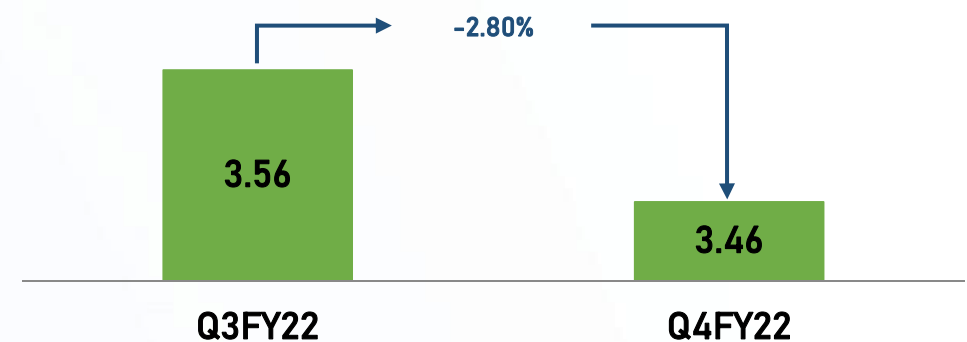


# Q4FY22 Financial Highlights

### Revenue from Operations (INR Cr.)



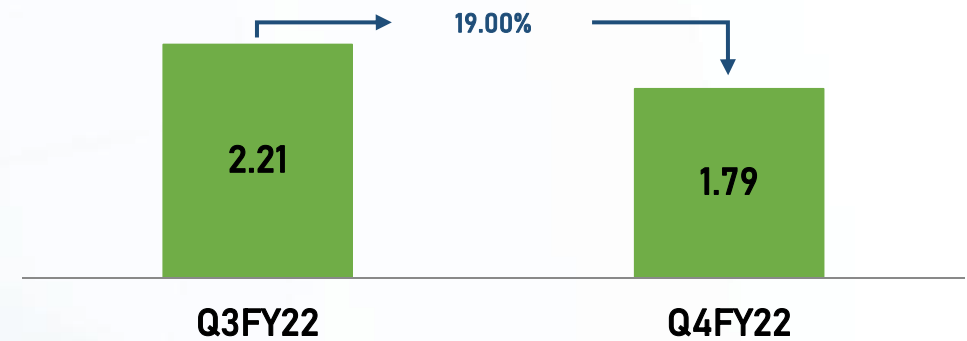
### EBITDA (INR Cr.)



### EBITDA Margins

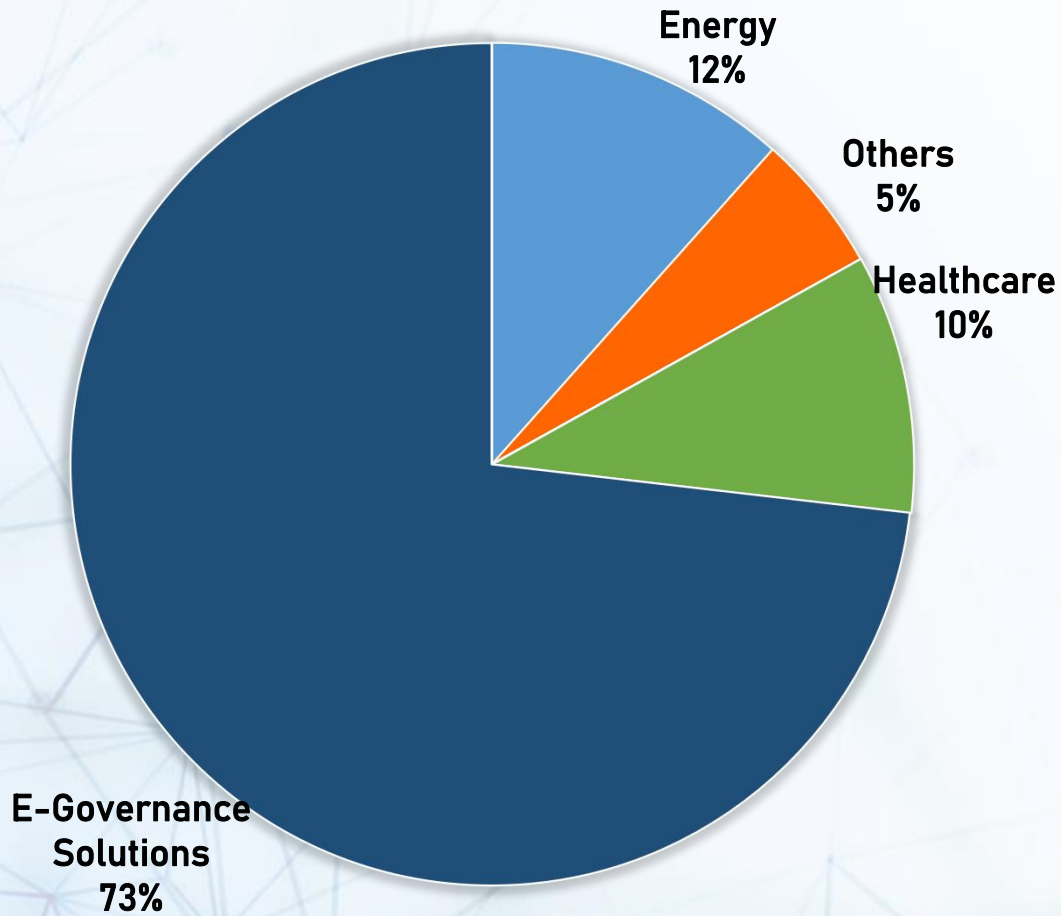


### PAT (INR Cr.)

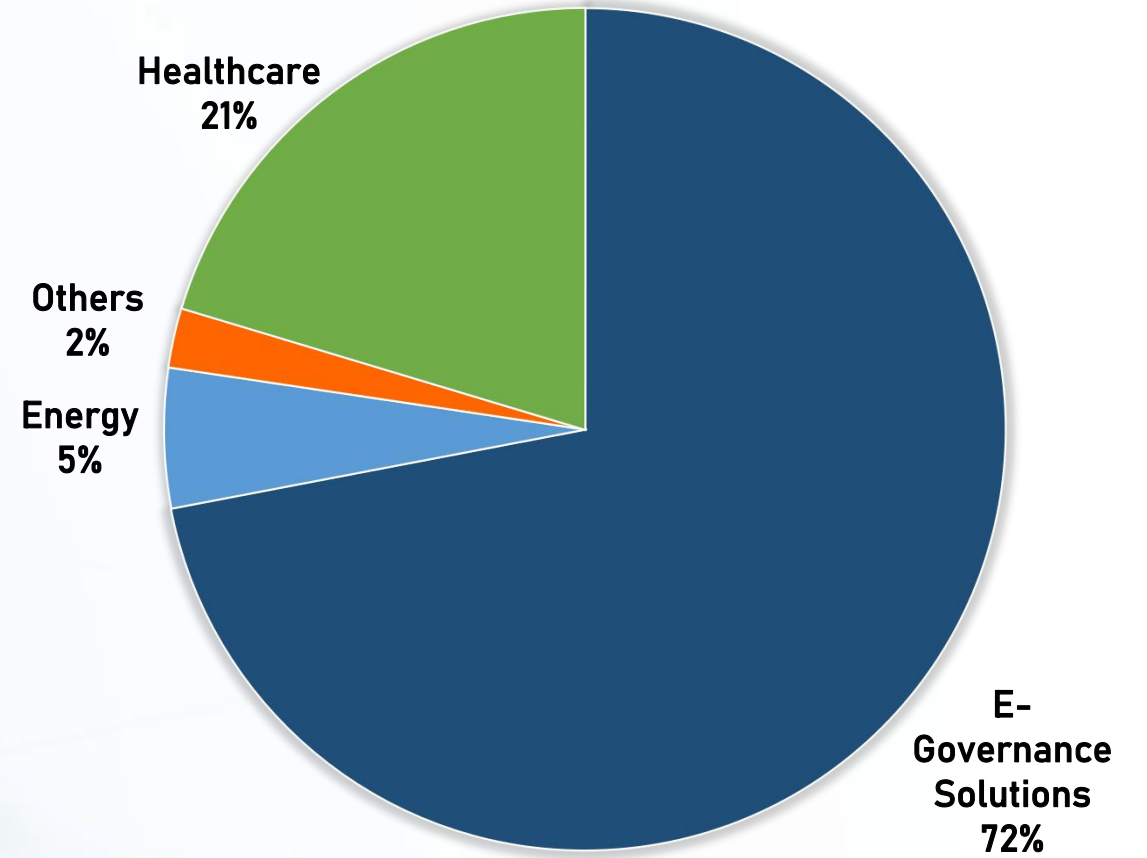


# Revenue Breakup

### FY22 REVENUE BREAKUP



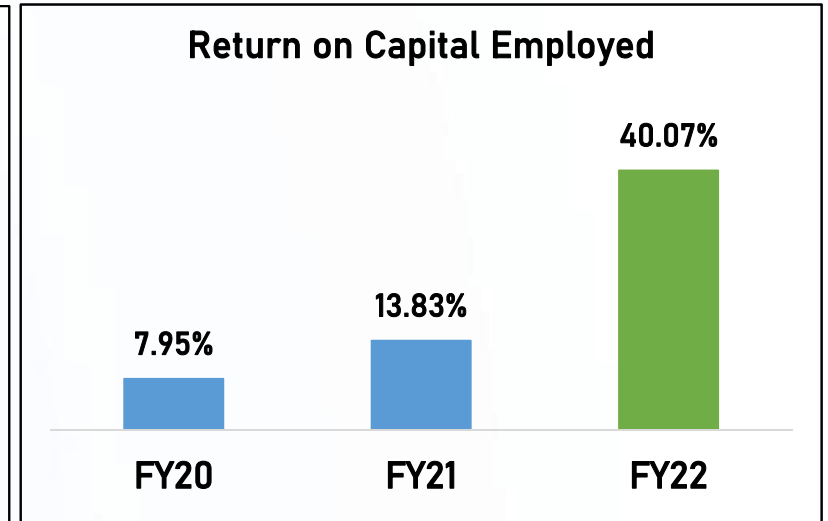
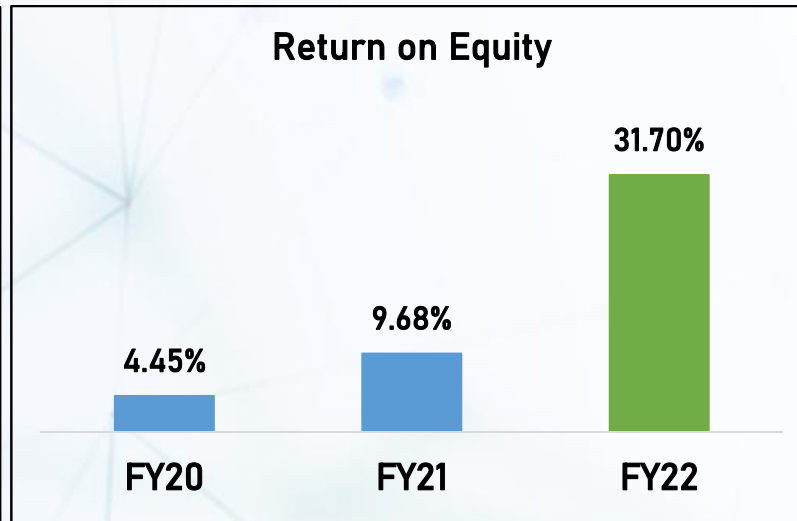
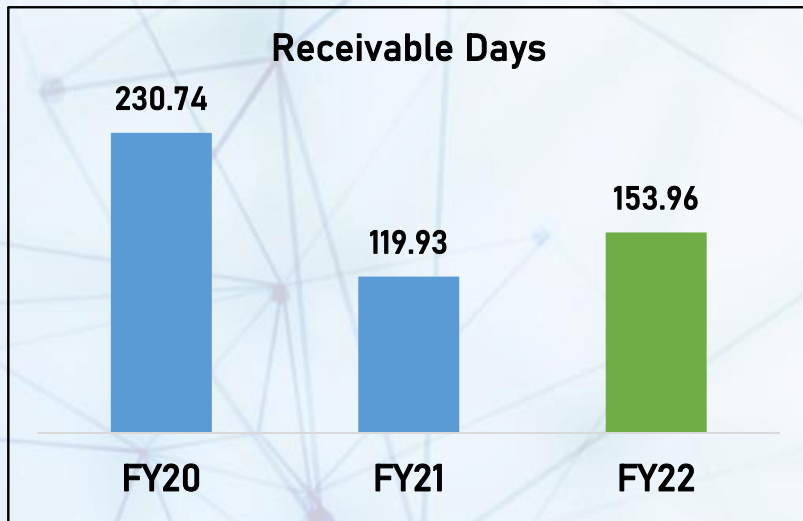
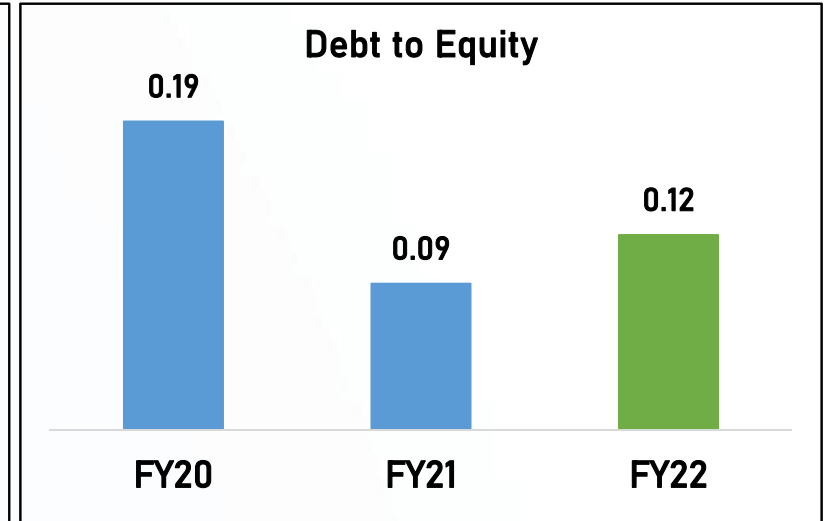
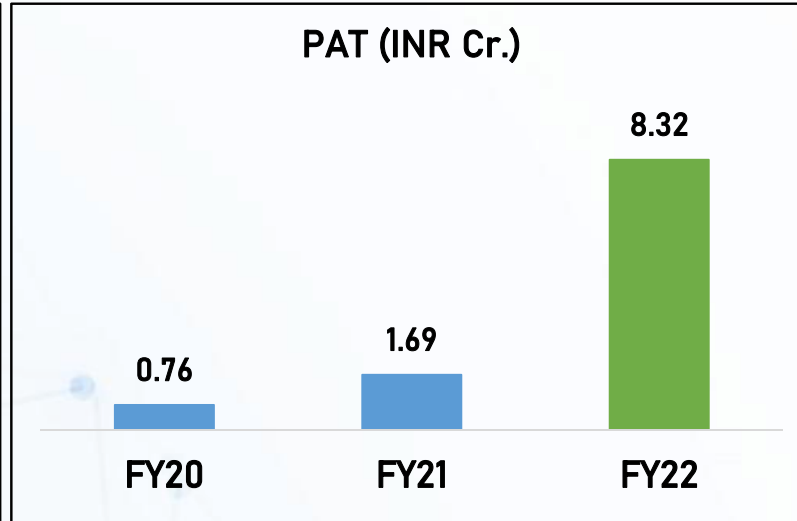
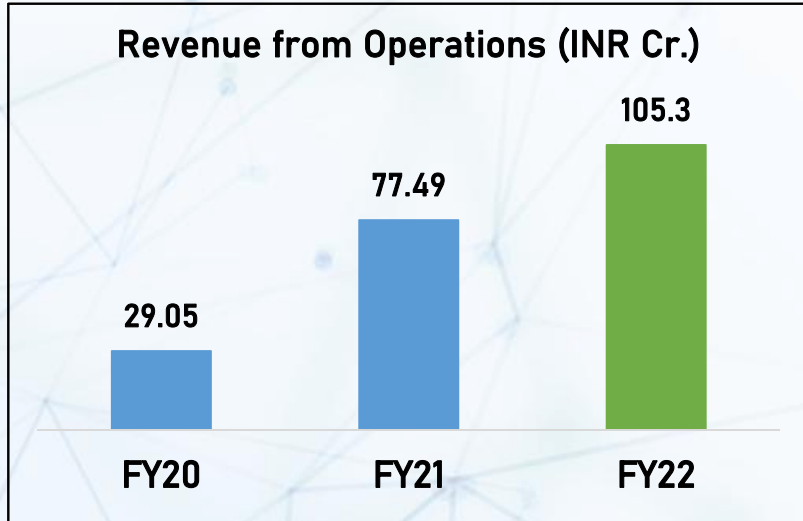
### Q4FY22 REVENUE BREAKUP





# Financials

# Financial Summary





# Consolidated Income Statement

Particulars (INR In Cr.)	FY19	FY20	FY21	FY22
<b>Revenue from Operations</b>	32.89	29.05	77.49	105.30
Other operating Income	0	0	0	0
<b>Total Revenue from Operations</b>	32.89	29.05	77.49	105.3
Changes in inventories of finished goods and Work in progress	0.34	-0.83	-0.38	-0.18
Cost Material Consumed	8.57	7.23	8.16	2.83
Employee Benefit Expenses	3.02	6.47	4.43	7.05
Development & Maintenance	14.96	11.66	58.22	78.98
Other Expenses	4.25	3.32	5.59	5.59
<b>EBITDA</b>	2.62	2.43	3.44	12.21
<b>EBITDA Margin (%)</b>	7.97%	8.36%	4.44%	11.60%
Other Income	0.86	1.23	1.97	1.17
Depreciation	0.59	1.18	0.77	1.41
Finance Cost	0.57	0.55	0.19	0.45
<b>Profit before Tax</b>	1.46	0.71	2.47	10.35
Prior period adjustments net			0.00	
Tax	-0.313	-0.05	0.78	2.03
<b>Profit after Tax</b>	1.77	0.76	1.69	8.32
<b>PAT Margin (%)</b>	5.39%	2.62%	2.18%	7.90%
<b>Earning per Share</b>	2.82	1.14	2.67	12.44

# Consolidated Balance Sheet

Particulars (INR Cr.)	FY20	FY21	FY22
<b>EQUITY</b>			
a). Equity Share Capital	6.71	6.71	6.71
b). Other Equity	8.76	11.81	19.67
c). Money Received Against Share Warrants	1.71	-	-
<b>LIABILITIES</b>			
<b>Non-Current Liabilities</b>			
a). Financial Liabilities			
i). Borrowings	0.00	0.52	0.33
b). Provisions	0.21	0.18	0.24
Other Non-Current Liabilities	-	-	-
<b>Current Liabilities</b>			
a). Financial Liabilities			
i). Borrowings	3.32	1.20	2.85
ii). Security Deposits	3.03	-	-
iii) Total o/s dues of Micro & small enterprises	-	0.19	0.20
iv). Total o/s dues of Creditors	8.80	22.34	51.79
v). Other Financial Liabilities	-	19.87	15.05
b). Other Current Liabilities	6.87	0.77	0.42
c). Provisions	2.96	0.33	0.06
<b>GRANT TOTAL - EQUITY &amp; LIABILITIES</b>	<b>42.37</b>	<b>63.93</b>	<b>97.33</b>

Particulars (INR Cr.)	FY20	FY21	FY22
<b>Non-Current Assets</b>			
a). Property, Plant & Equipment	3.54	2.62	7.25
b). Capital Work in Progress	2.68	-	-
c). Intangible Assets	0.01	-	-
d). Financial Assets			
i). Investments	0.01	-	1.13
ii). Loans	-	-	-
iii). Other Financial Assets	1.55	0.55	0.14
iv). Deferred Tax Assets (Net)	0.95	2.05	3.11
<b>Current Assets</b>			
a). Inventories	0.83	0.45	0.63
b). Financial Assets			
i). Trade Recievables	18.37	25.46	44.42
ii). Cash & Cash Equivalents	0.09	10.79	18.82
iii). Other Bank Balances	-	10.65	7.61
iv). Loans	2.23	2.43	2.84
v). Other Financial Assets	9.03	1.22	1.53
c). Other Current Assets	3.08	7.73	9.84
<b>GRANT TOTAL - ASSETS</b>	<b>42.37</b>	<b>63.93</b>	<b>97.33</b>



# Road Ahead

# Road Map

## Vision

To be a Rs. 1,000 crores valued Enterprise by 2025.



## Mission

Creating economic value for all stakeholders by delivering superior solutions through continuous innovation and collaboration.

## Strategies

- ❖ Diversify into high margin non government and export business in cutting edge technologies like AI, ML, Cyber Security and Cloud Services
- ❖ Continuous focus on reducing dependence on eGovernance
- ❖ Geographical expansion from current seven states to 15 states in next 2 years
- ❖ Build international partnerships with niche technologies
- ❖ Be present in at least 5 international countries locations
- ❖ Explore inorganic opportunities in Deep Tech, Energy and Health verticals



# Emerging Opportunities (1/2)

Digital technologies such as IoT, Artificial Intelligence, 5G, Augmented Reality, etc. are penetrating every sphere of life and disrupting the way government services are delivered to citizens and the way businesses operate. Raminfo is constantly evolving from being a software developer to systems integrator capable of delivering end-to-end solutions to customers to lead in this new era.

## Opportunity

**India is the fastest-growing healthcare market and world's largest drug manufacturer**

**Accelerated healthcare spending due to COVID-19 and demand for infrastructure and remote health monitoring**



**Healthcare**

## Our Focus Area

**Digital services – remote health monitoring, healthcare analytics, health cards, and telemedicine services along with Health ATM**

**Partnered niche health tech companies**

**Live information feed through IoT-based platform**

**Developing new solutions**

**Digital therapeutics**

**Workflow tools for better patient management**

**Clinical decision support tools**

**Virtual visits for psychiatric counselling**

**Virtual care solutions fully integrated with Electronic Healthcare Records (EHRs)**

# Emerging Opportunities (2/2)

## Opportunity

Precision agriculture and demand for automation

Drive to reduce waste with better supply chain management

Technology solutions to facilitate commodity business



**Agri & Logistics**

## Our Focus Area

Developing holistic solutions right from sowing to post harvest to market

Providing complete portfolio of services for logistics needs

Digital transformation solution for commodity markets

Digitalising agri input supply chain

AI-powered IoT platform for farm prediction

## Opportunity

India plans to replace the existing 250 million traditional electricity meters with smart meters to enable a two-way flow of electricity and information. ` 27,000 Crore Losses to electricity distribution companies in FY 2018-19 due to inefficient billing by traditional meters

Renewable energy share to increase from 25 to 60% by 2030

Demand for smart street lighting solutions and continued services



**Energy**

## Our Focus Area

Centralized street lighting monitoring

Smart, automated metering systems. Smart Meters will have technological, operational; financial, customer & security benefits

Solar energy solutions

Smart city solutions: Smart lighting, intelligent traffic management, improved water and waste management and law enforcement

## Board of Directors



**L. Srinath Reddy**  
Managing Director



**V. Anil Kumar Ambati**  
Executive Director



**Anamolou Akhila**  
Independent Director



**Bhanu Kiran Reddy Bonthu**  
Independent Director

## Leadership Team



**V Maheswara Rao**  
Chief Financial Officer



**N Dhruv Raj**  
Company Secretary and Legal



**Subhro Chakraborty**  
Projects Head (East)



**Bupinder Singh Negi**  
Projects Head (North)

# Key Managerial Personnel



**L. Srinath Reddy**  
Managing Director

**MBA from Indian School of Business (ISB)**

**Mr. Srinath Reddy is highly accomplished tech professional having 22 years' experience in Enterprise building, M & A, Organization restructuring and business process re-engineering. He has worked with McKinsey & Co., global management consulting entity for +10 years, as Executive VP – Operations & Strategy at Bodh Tree Consulting Limited. He was associated with Sri Vidya Arogya charitable trust to fund education and health initiatives. He holds MBA from Indian School of Business (ISB). His focus is on Strategic Initiatives in the space of Health, ITES & Engineering Services.**



**V. Anil Kumar Ambati**  
Executive Director

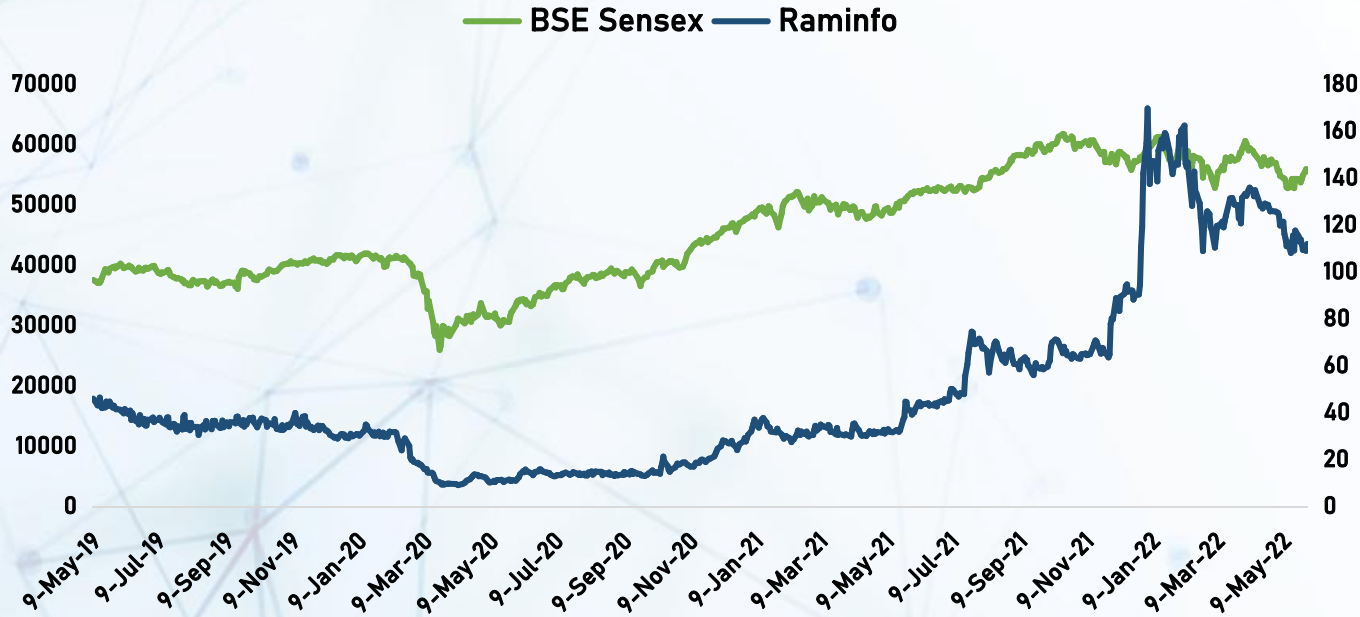
**MBA from ISB (Indian School of Business)**

**Mr. Anil Ambati holds Executive MBA from Indian School of Business (ISB), He has spent close to 2 decades with Tata Group, working in multiple roles in Tata Teleservices at the National level. Headed Sales, Service, Retail Operations Verticals and led large teams. Prior to Tata Teleservices, he worked in marquee organisations like Asian Paints, MRF, Titan and handled Operations roles across geographies. In his current assignment, he is driving business in Energy, Health, Agritech Sectors at Raminfo. He is a Result Oriented Leader handling complex Business Models and achieving Business Objectives. His strength lies in building Start-Ups in such Sectors. He is also passionate about Social Enterprise and supports many NGOs. He is also a Fitness Freak and is passionate about Cycling & Running.**

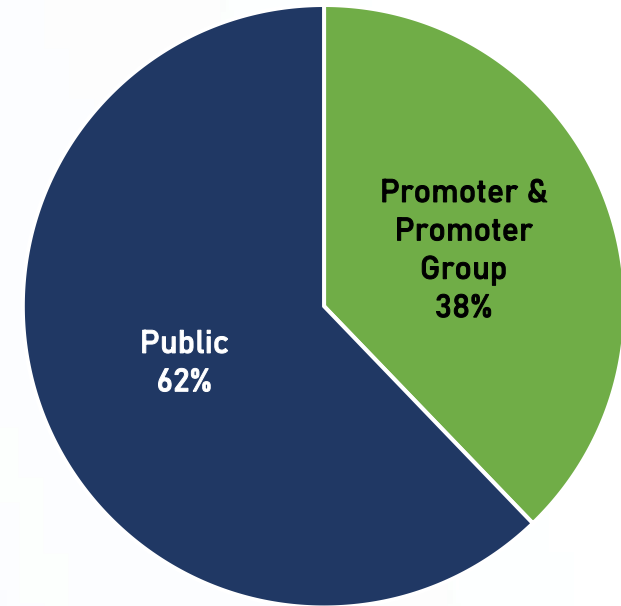


# Stock Information

Stock Price Chart (INR, As on 31<sup>st</sup> May, 2022)



Shareholding Pattern (As on 31<sup>st</sup> March, 2022)



## Stock Information (As on 31<sup>st</sup> May, 2022)

Market Cap (INR) – 76.4 Cr.

Shares outstanding – 67 lakhs

## Stock Codes

BSE : 530951

BLOOMBERG: RMINF:IN



# Disclaimer

The contents of this presentation are for informational purposes only and for the reader's personal non-commercial use. The contents are intended but not guaranteed to be correct complete or absolutely, accurate. This presentation also contains forward-looking statements based on the currently held beliefs and assumptions of the Management of the Company, which are expressed in good faith and in their opinion are reasonable.

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# RAMINFO

Ideate • Collaborate • Deliver

**Raminfo Limited 3-225/SH/401, 4th Floor, Sterling Heights, Mahindra Mind Space, Kavuri Hills, GB PET Phase 2, Hyderabad-500033**