

# RAMINFO LIMITED

Q4 & FY18 PERFORMANCE HIGHLIGHTS

JUNE 2018

<b>Result Highlights</b>	<b>3</b>
<b>Operational Metrics</b>	<b>7</b>
<b>Financial Summary</b>	<b>10</b>
<b>New product offerings</b>	<b>14</b>
<b>Awards &amp; Accolades</b>	<b>17</b>
<b>Annexure</b>	<b>19</b>

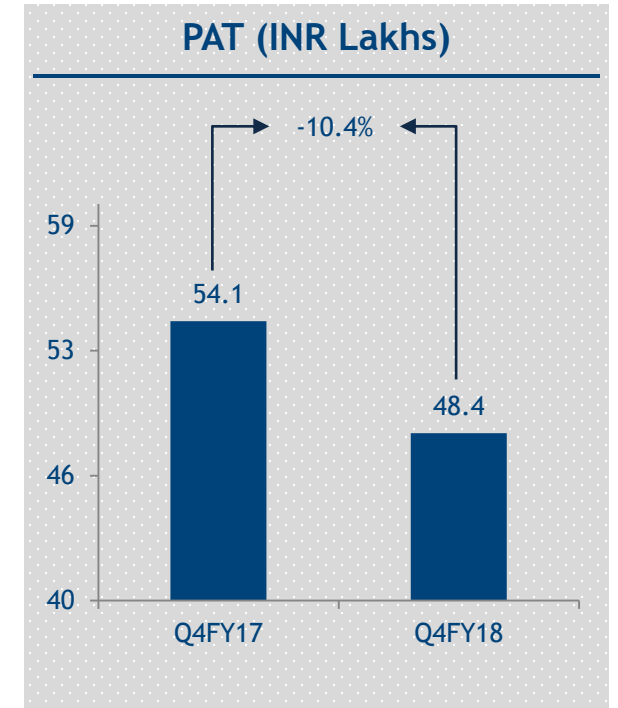
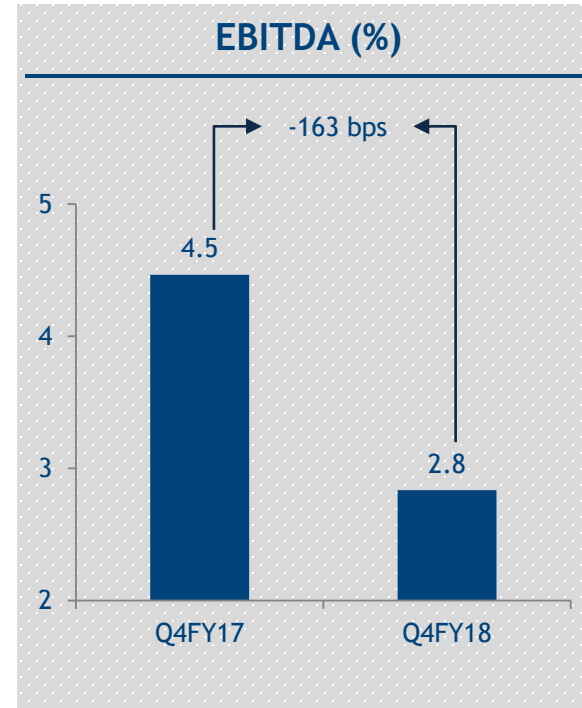
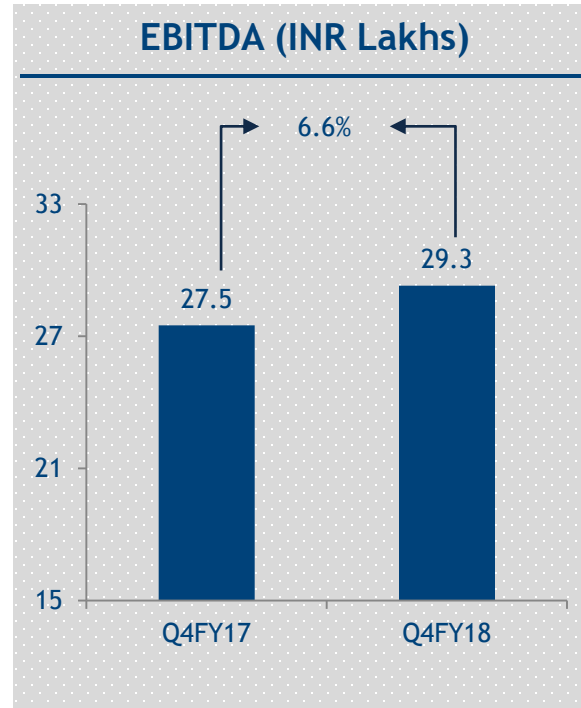
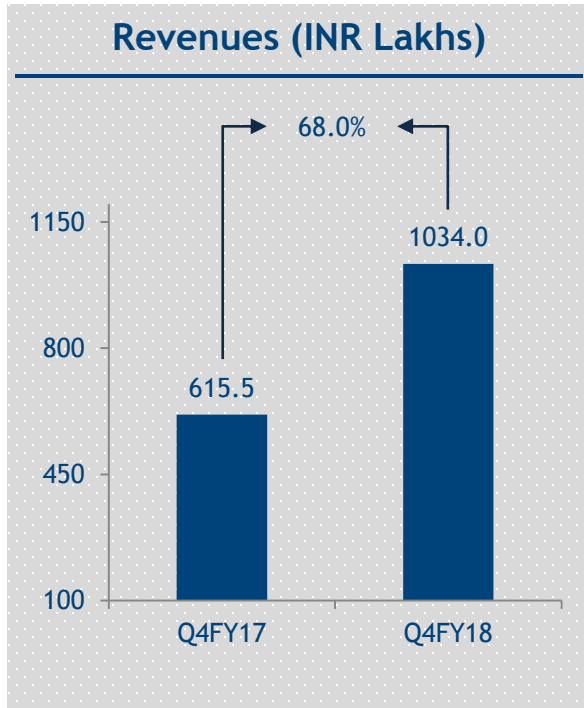
## Safe Harbour Statement

The documents presented may contain forward-looking statements. These statements relate to future events or future financial performance. Any statements that are not statements of historical fact (including without limitation statements to the effect that the Company or its management "believes", "expects", "anticipates", "plans" (and similar expressions) should be considered forward looking statements. There are a number of important factors that could cause actual results to differ materially from those indicated by the forward looking statements. Raminfo disclaims any obligation to update any forward looking statement.

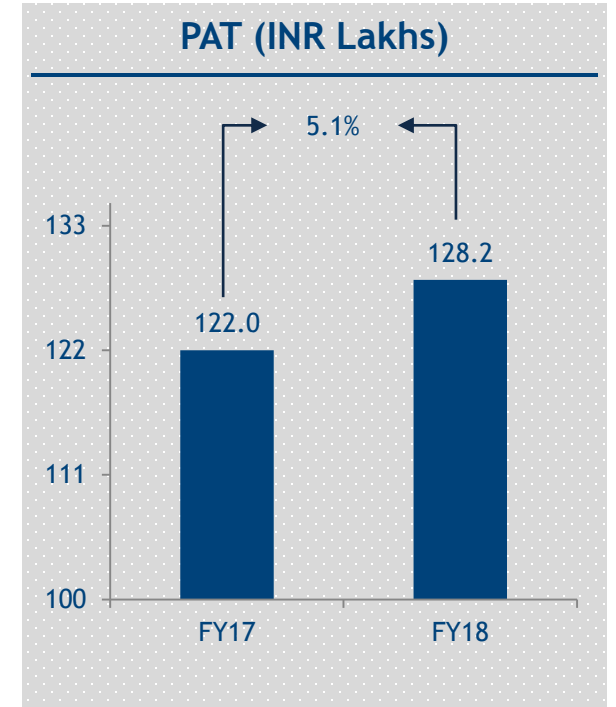
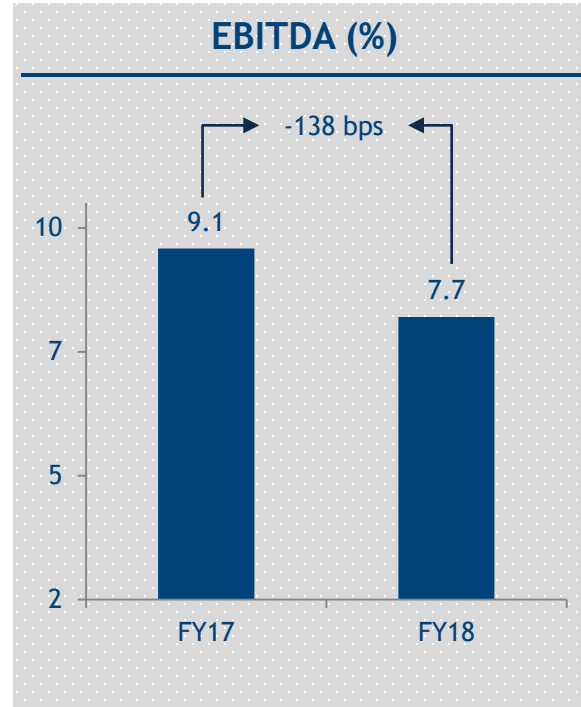
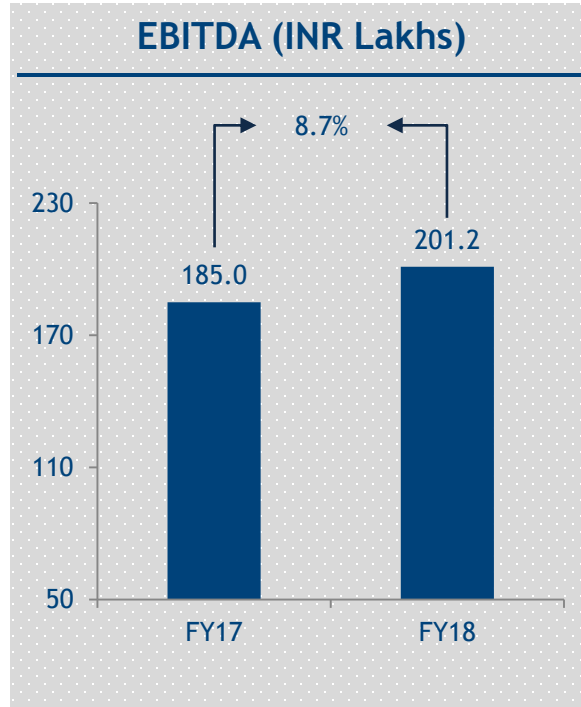
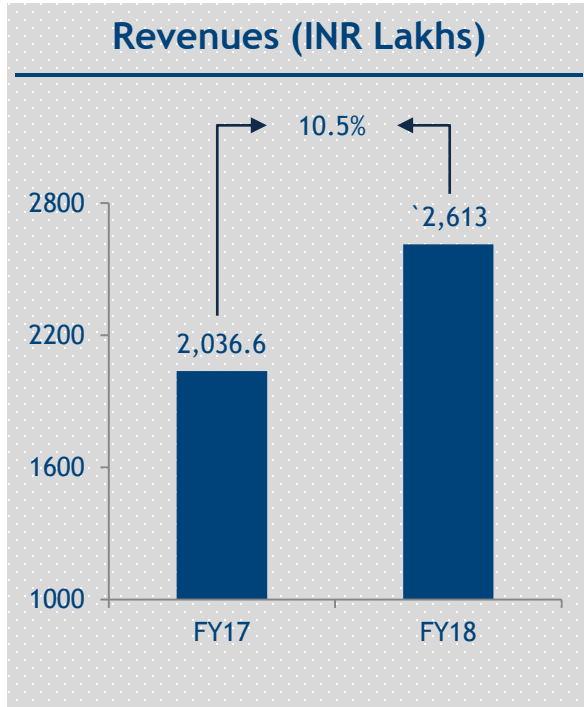


# Result Highlights

# Quarterly financial highlights



# FY18 Financial Highlights

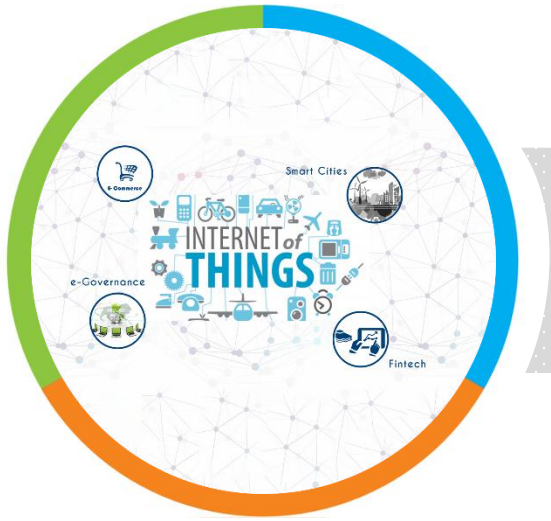




- Revenues witnessed increased 67% YoY to INR 1,034 Lakhs on account higher revenues from IOT/Engineering services.
- EBITDA was higher by 6.6% YoY with lower development expenses.
- PBT for Q4FY18 increased to INR 15.1 Lakhs vs INR 7.95 in the Q4FY17 due to higher other income and lower interest cost and
- Profit after taxes was lower at INR 48.4 Lakhs due to increase in taxes for the quarter.



- **Digital India:** Connecting GP with Fiber to deliver digital services to citizens like Citizen Services, health, education and improve interaction with govt. The Company is looking to secure at least 2 projects in Fiber Grid and IMS services.
- **Smart Cities & Governance:** Smart city and smart infra mission of India is opening up avenues for eGovernance companies to expand their offering of citizen engagement, ERPs, analytics and IoT based solutions.
- **Healthcare:** The need for Point of care is increasing in India thereby usage of digital tools is growing. Ram Info Ltd (RIL) has developed product to augment tracking of growth parameters of children and woman with partners to increase product offering in public health care.
- **Fintech:** Rolling out of banking services and digital payment infrastructure. Raminfo performed with leading fintech partners to roll out the service in specific geographies.
- **IOT:** Market size of Indian IOT sector is 1.5 Billion. Managed IOT services are expected to see faster growth at a compound annual rate of 23.5%. Raminfo us working on IOT Solution for health care sector. We expect to see first order in FY 2018-19. The Company is focusing on product development in specific areas and IOT managed services in Industrial/ Smart cities areas.
- **Analytics:** Analytics/ Data Science/ Big Data industry in India is estimated to be \$2.0 Billion annually in revenue growing at a healthy rate of 23.08% CAGR. Raminfo is building capacity in this year and has already bagged INR 9 Cr. order from one of the 'Navratna PSU'. We expect to bag 3-4 projects of similar size year on year for next 5 years.



# Operational Metrics



# Operational Metrics - Quarterly



Vertical-wise Revenues (INR Lakhs)	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
E-Gov	358.9	226.4	274.8	278.3	308.9	294.4	299.1	325.5
Fintech	20.0	48.3	84.2	138.4	61.8	45.5	44.7	34.6
Exports	139.9	268.5	-	198.9	-	-	-	-
Data Analytics	-	-	-	-	3.3	103.3	380.2	25.2
IOT/Engineering Services	-	-	2.2	-	-	21.1	16.4	648.6
<b>Total Segmental Revenues</b>	<b>518.7</b>	<b>543.1</b>	<b>361.1</b>	<b>615.5</b>	<b>374.0</b>	<b>464.3</b>	<b>740.4</b>	<b>1,034.0</b>

# Operational Metrics - Annually



Vertical-wise Revenues (INR Lakhs)	FY14	FY15	FY16	FY17	FY18
E-Gov	692.1	669.9	1628.1	1138.3	1229.0
Fintech	94.9	81.5	58.7	288.9	183.9
Exports	219.0	181.2	378.2	607.2	65.8
Data Analytics	1.7	335.1	204.1	0.0	447.8
IOT/Engineering Services	0.0	19.4	0.0	2.2	686.1
<b>Total Segmental Revenues</b>	<b>1007.6</b>	<b>1287.1</b>	<b>2269.2</b>	<b>2036.6</b>	<b>2612.7</b>



# Financial Summary

# Profit & Loss statement - Quarterly



Particulars (INR Lakhs)	Q1FY17	Q2FY17	Q3FY17	Q4FY17	Q1FY18	Q2FY18	Q3FY18	Q4FY18
Income from Operations	518.7	543.1	361.2	615.5	374.0	464.3	740.4	1,034.0
Other Income	3.6	3.2	6.0	8.3	0.5	10.1	34.4	23.7
<b>Total Income</b>	<b>522.4</b>	<b>546.3</b>	<b>367.2</b>	<b>623.8</b>	<b>374.6</b>	<b>474.3</b>	<b>774.8</b>	<b>1,057.6</b>
Operating Expenses	502.2	470.1	312.6	588.0	339.6	422.5	713.4	1,004.7
<b>EBITDA</b>	<b>20.2</b>	<b>76.2</b>	<b>54.6</b>	<b>35.7</b>	<b>35.0</b>	<b>51.8</b>	<b>61.4</b>	<b>53.0</b>
<b>Margin %</b>	<b>3.9</b>	<b>14.0</b>	<b>15.1</b>	<b>5.8</b>	<b>9.4</b>	<b>11.2</b>	<b>8.3</b>	<b>5.1</b>
Depreciation	8.5	30.1	5.4	17.3	13.0	13.0	13.0	31.5
<b>EBIT</b>	<b>11.7</b>	<b>46.1</b>	<b>49.2</b>	<b>18.4</b>	<b>22.0</b>	<b>38.8</b>	<b>48.4</b>	<b>21.5</b>
<b>Margin %</b>	<b>2.3</b>	<b>8.5</b>	<b>13.6</b>	<b>3.0</b>	<b>5.9</b>	<b>8.4</b>	<b>6.5</b>	<b>2.1</b>
Financial Charges	4.6	3.0	14.6	10.5	1.4	12.7	5.5	6.4
<b>PBT</b>	<b>7.1</b>	<b>43.1</b>	<b>34.6</b>	<b>7.9</b>	<b>20.6</b>	<b>26.2</b>	<b>43.0</b>	<b>15.1</b>
<b>Margin %</b>	<b>1.4</b>	<b>7.9</b>	<b>9.6</b>	<b>1.3</b>	<b>5.5</b>	<b>5.6</b>	<b>5.8</b>	<b>1.5</b>
Tax	-	11.5	5.8	-46.1	0.2	2.3	7.3	-33.3
<b>PAT (after minority interest)</b>	<b>7.1</b>	<b>31.6</b>	<b>28.8</b>	<b>54.1</b>	<b>20.3</b>	<b>23.8</b>	<b>35.6</b>	<b>48.4</b>
<b>Margin %</b>	<b>1.4</b>	<b>5.8</b>	<b>8.0</b>	<b>8.8</b>	<b>5.4</b>	<b>5.1</b>	<b>4.8</b>	<b>4.7</b>
<b>EPS</b>	<b>112.9</b>	<b>503.1</b>	<b>458.7</b>	<b>861.2</b>	<b>323.9</b>	<b>379.4</b>	<b>567.0</b>	<b>771.3</b>

# Profit & Loss statement - Annually

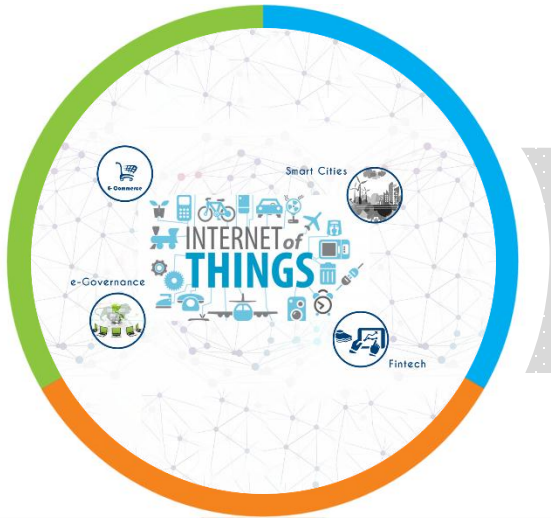


Particulars (INR Lakhs)	FY14	FY15	FY16	FY17	FY18
Income from Operations	1,007.6	1,287.1	2,269.2	2,036.6	2,612.7
Other Income	8.4	6.0	22.7	23.0	68.6
<b>Total Income</b>	<b>1,016.1</b>	<b>1,293.1</b>	<b>2,291.9</b>	<b>2,059.6</b>	<b>2,681.3</b>
Operating Expenses	897.8	1,123.5	2,130.8	1,874.6	2,480.1
<b>EBITDA</b>	<b>118.3</b>	<b>169.6</b>	<b>161.1</b>	<b>185.0</b>	<b>201.2</b>
<b>Margin %</b>	<b>11.7</b>	<b>13.2</b>	<b>7.1</b>	<b>9.1</b>	<b>7.7</b>
Depreciation	33.6	49.7	31.1	61.2	70.5
<b>EBIT</b>	<b>84.7</b>	<b>119.9</b>	<b>130.0</b>	<b>123.8</b>	<b>130.7</b>
<b>Margin %</b>	<b>8.4</b>	<b>9.3</b>	<b>5.7</b>	<b>6.1</b>	<b>5.0</b>
Financial Charges	11.5	3.8	32.0	32.7	25.9
<b>PBT</b>	<b>73.2</b>	<b>116.1</b>	<b>98.0</b>	<b>91.1</b>	<b>104.8</b>
<b>Margin %</b>	<b>7.3</b>	<b>9.0</b>	<b>4.3</b>	<b>4.5</b>	<b>4.0</b>
Tax	0.0	0.0	1.8	-30.9	-23.4
<b>PAT (after minority interest)</b>	<b>73.2</b>	<b>116.1</b>	<b>96.2</b>	<b>122.0</b>	<b>128.2</b>
<b>Margin %</b>	<b>7.3</b>	<b>9.0</b>	<b>4.2</b>	<b>6.0</b>	<b>4.9</b>
<b>EPS (Rs. / Share)</b>	<b>1.17</b>	<b>1.85</b>	<b>1.53</b>	<b>1.94</b>	<b>2.04</b>

# Balance sheet & Key Ratios



Particulars (INR Lakhs)	FY14	FY15	FY16	FY17	FY18
Share capital	628.1	628.1	628.1	628.1	628.1
Reserves and Surplus	-10.1	106.0	202.2	320.8	441.6
Non-current liabilities	27.0	23.3	184.1	192.6	26.5
Current liabilities	289.8	440.5	852.0	974.6	2,253.9
<b>Total Equity and Liabilities</b>	<b>934.8</b>	<b>1,197.8</b>	<b>1,866.3</b>	<b>2,116.1</b>	<b>3,350.1</b>
Non-current assets	121.3	183.4	222.0	713.7	409.3
Current assets	813.5	1,014.4	1,644.3	1,402.4	2,940.9
<b>Total Assets</b>	<b>934.8</b>	<b>1,197.8</b>	<b>1,866.3</b>	<b>2,116.1</b>	<b>3,350.1</b>
Key Ratios	FY14	FY15	FY16	FY17	FY18
RoCE (%)	3.1%	10.1%	5.4%	3.1%	3.2%
RoE (%)	11.7%	18.5%	15.3%	19.4%	20.4%
Net debt to equity (x)	0.5	0.7	1.6	1.9	3.6
Interest coverage (x)	7.4	31.6	4.1	3.8	5.0
Receivables days	138.6	141.7	88.9	160.4	149.2
Payable days	118.2	78.0	89.9	112.5	138.5



# New Product Offerings



## Integration with point of care & other technologies



Commodity linkages to the beneficiary for maintaining adequate health status by intake of right nutrition.



Solar Power backup for M.A.R.S where centers have limited/no power connectivity



MUAC tape for measuring acute malnutrition



Oximeter to capture health indicators such as Blood Pressure, Pulse rate, body temperature etc.



TouchHb integration with needle free anemia testing tool developed by biosense.



# New Product offering - Wallet One



**Mr. L. Srinath Reddy**  
Managing Director



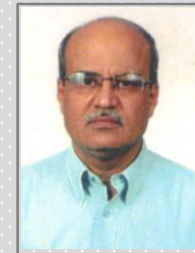
Mr. L. Srinath Reddy, Managing Director of the Company has 22 years of rich experience in Enterprise building, Mergers & Acquisitions, Global organizational restructuring and transformation/change management. He has worked with McKinsey & Company, a premier global management consulting company for 10+ years in USA. Worked as Center Head - Hyderabad Offshore Delivery Center. . He holds an MBA from Indian School of Business (ISB).

**Mr. Anil Kumar Ambati**  
Whole-time Director

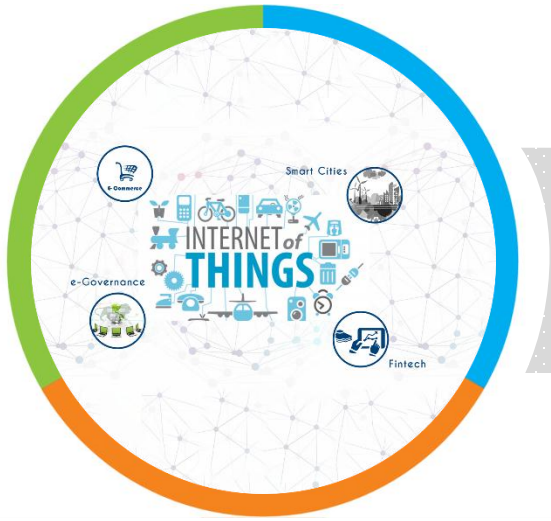


Mr. V. Anil Kumar Ambati, Whole-time Director of the Company, holds a MBA from Indian School of Business(ISB). He has been the Vice President working with Tata Group - Telecom Vertical in the retails Business. He has a wide exposure in the field of Electronics and Telecommunications, and has distinguished record in handling various profiles like Operations, Retail and Service functions nationally.

**Mr. P.S.Raman**  
Non-executive Director



Mr. P.S.Raman, Non-executive Director of the Company, is a Commerce graduate and a Chartered Accountant. he participated in regional policy decisions, automation of finance, administration procedures,, hardware/software marketing and customer support services etc. he is one of the core promoters of RAMINFO and is as Director of the Company monitoring the Corporate Governance practices and advising the new executive team on Business Strategy and growth

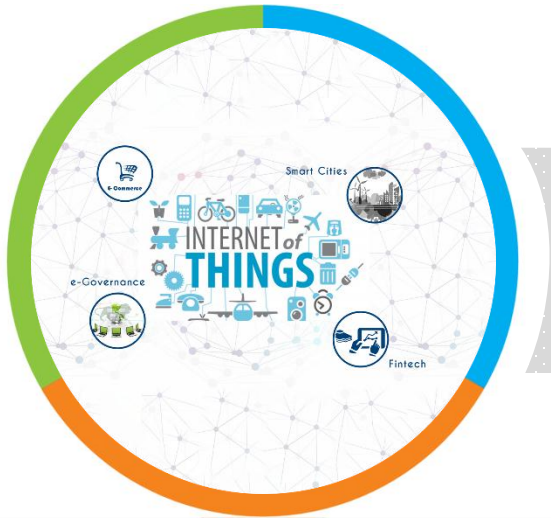


# Awards & Accolades



- Raminfo has been ranked 372 among 1000 High Growth Companies - Asia Pacific 2018 - Financial Times
- Raminfo's e-Seva has been awarded Prime Minister's Award for Excellence in Public Administration, 2008



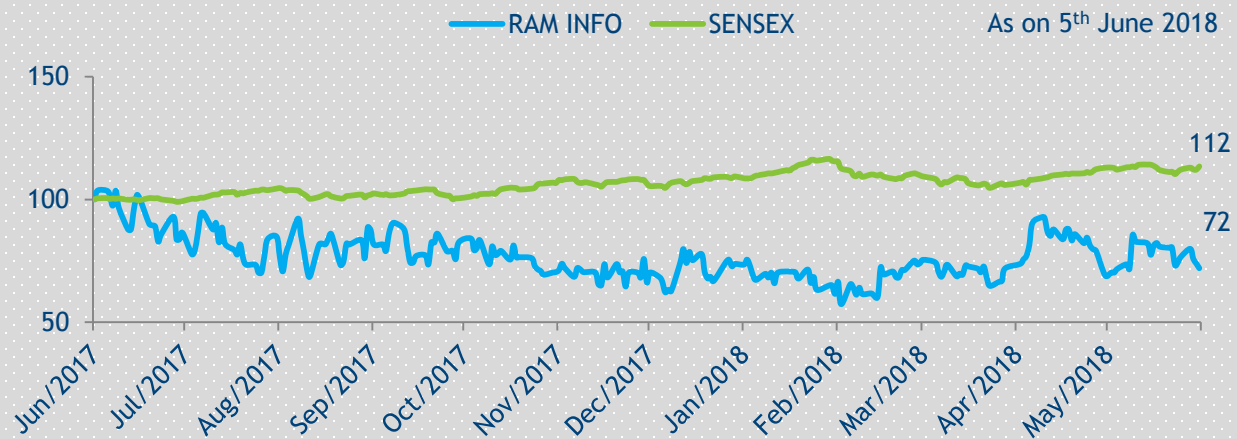


# Annexure





## Stock price chart (INR)



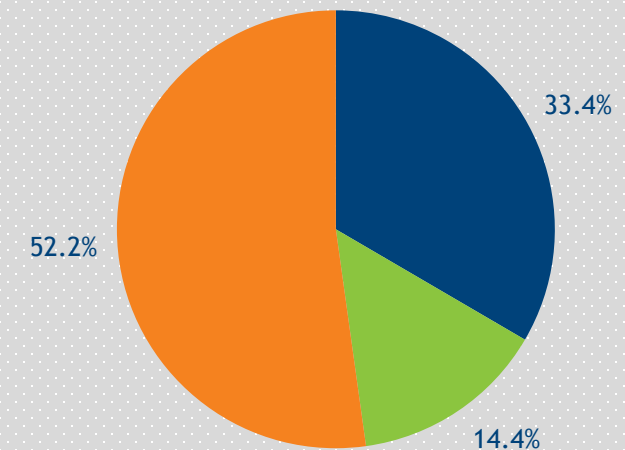
### Stock information (As on 5<sup>th</sup> June 2018)

- Market cap (INR) - 2,562.5 lakhs
- Shares outstanding - 62.8 lakhs

### Stock codes

- BSE: 530951
- BLOOMBERG: RMINF:IN

## Shareholding Pattern



■ Promoters      ■ Retail      ■ Others

(As on 31<sup>st</sup> March 2018)



## Contact information

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## Corporate office

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**THANK YOU**