



August 13, 2021

Scrip Code- 534597
BSE Limited
Phiroze Jeejeebhoy Towers,
Dalal Street,
MUMBAI - 400 001

RTNINDIA
National Stock Exchange of India Limited
Exchange Plaza, Bandra Kurla Complex
Bandra (East),
MUMBAI-400 051

Sub: Investors Presentation - RattanIndia Enterprises Limited (the "Company")

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**

A handwritten signature in blue ink, appearing to read "R.K. Agarwal", written over a horizontal line.

R.K. Agarwal
Company Secretary

Encl : as above



RattanIndia Enterprises Limited

(formerly RattanIndia Infrastructure Limited)

CIN: L74110DL2010PLC210263

Registered Office Address: H.No. 9, First Floor, Vill. Hauz Khas, New Delhi - 110016

Website: www.rattanindiaenterprises.com **E-mail:** rel@rattanindia.com **Phone:** 011 46611666



Investor Presentation – Q1 FY22

13 August, 2021

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This document contains certain forward-looking statements based on current expectations of RattanIndia Enterprises 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.

Investor Contact:

Name: Mohit Mittal
Email: rel@rattanindia.com

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Strategy

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*

RattanIndia Enterprises Ltd. (REL) will capitalize on businesses with cutting edge technologies which have the potential to transform the lives of billion plus Indians

New age sectors with large addressable markets and fast growth will be new business avenues for REL

Cleantech as the guiding principle

		 E-Mobility	 Fintech	 Digital commerce	 Information Technology	 eVTOL / Urban Air Mobility & Logistics
Market Size (USD Bn)	2020	5	50	30	190	8*
	2025	33	150	120	350	56**
		 REVOLT				 MATTERNET

eVTOL – electric vertical takeoff and landing

*Global market estimates
**2030

REL will focus on *ESG compliant* business opportunities

Investment Portfolio

Click the logo of companies to visit their websites



RattanIndia Power Limited

592 cr.

22.07% shareholding



150 cr.¹

43% shareholding



MATTERNET

Subject to shareholders
approval

Note: 1. Including 50 cr. to be invested against already allotted warrants



RattanIndia Power Overview

Superior all-round performance

- RattanIndia Power Ltd. (“RPL”) has a robust **net worth** of **Rs. 5016 Crore (standalone)** as on 30.06.2021
- RPL’s Amravati plant achieved record high **PLF** of **85.13%** in Q1FY22 with **98% Plant Availability**. Amravati plant is **ranked 1st in terms of PLF** amongst all power plants in Maharashtra in last 2 quarters
- The Central Laboratory at Amravati Plant has **received accreditation** from National Accreditation Board for Testing and Calibration Laboratories (NABL) for chemical testing
- With **long term arrangements for procurement** of coal and supply of power, the Company continues to demonstrate **sustained profits**

	Q1 FY-22	Q4 FY-21	Q3 FY-21	Q2 FY-21	Q1 FY-21	FY-21
EBITDA (Rs. Cr.)	297.98	272.52	259.36	226.84	229.49	988.22
PAT (Rs. Cr.)	87.10	63.03	33.44	0.27	(0.03)	96.71

- RPL continues to **timely service its debt obligations**, having paid ~Rs. 1400 cr. (including principal & interest) in last six quarters (Jan 2020 – Jun 2021), including Rs. 200 cr. as prepayment
- Credit Rating Agency - Acuite Ratings & Research Ltd. had assigned **Investment Grade** to Company:
 - Rating of (BBB-) to its Long-term debt with “Stable” outlook
 - Rating of A3 for its Short-term debt

Company has continued to show sustained performance in the first quarter of FY22

Amravati plant is a turnaround story post debt restructuring (1/2)

Financial Performance

Year	EBITDA (Rs. Cr)	PAT (Rs. Cr)
FY 2016	1,281 [#]	(107.71)
FY 2017	1,116 [#]	(320.71)
FY 2018	1,100 [#]	(418.38)
FY 2019	1,105 [#]	(2791.54)
FY 2020	3,480 [*]	1898.70*
FY 2021	988.22	96.71
Q1 FY 2022	297.98	87.10

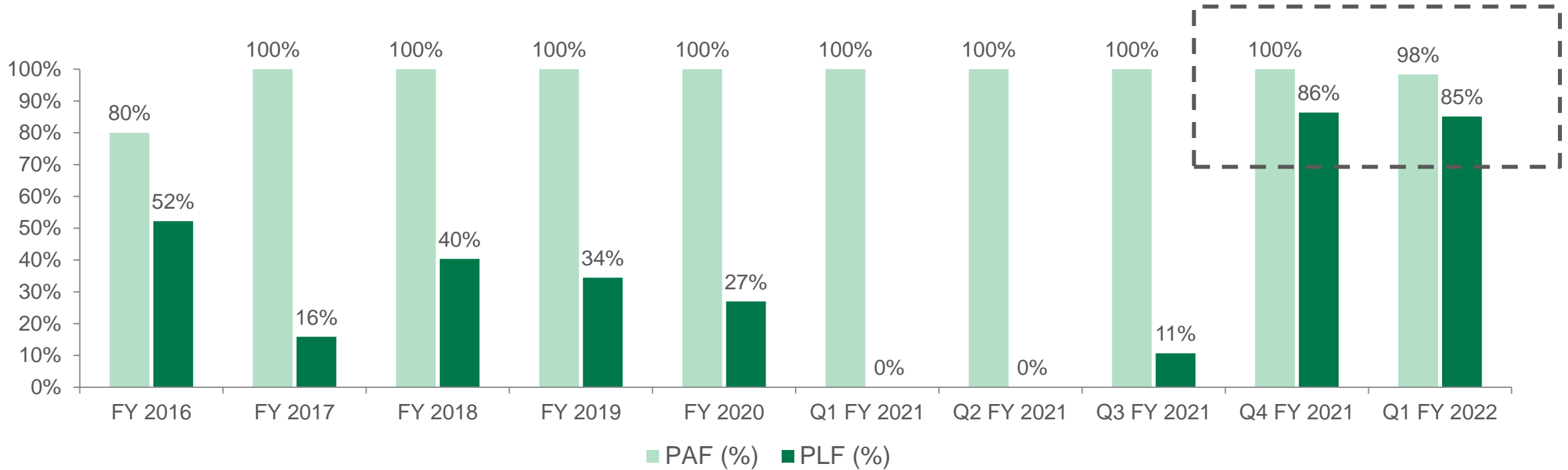
#as per IGAAP

** Includes impact of OTS*

RPL has posted a healthy EBITDA & PAT, backed by strong operational performance in Q1FY22

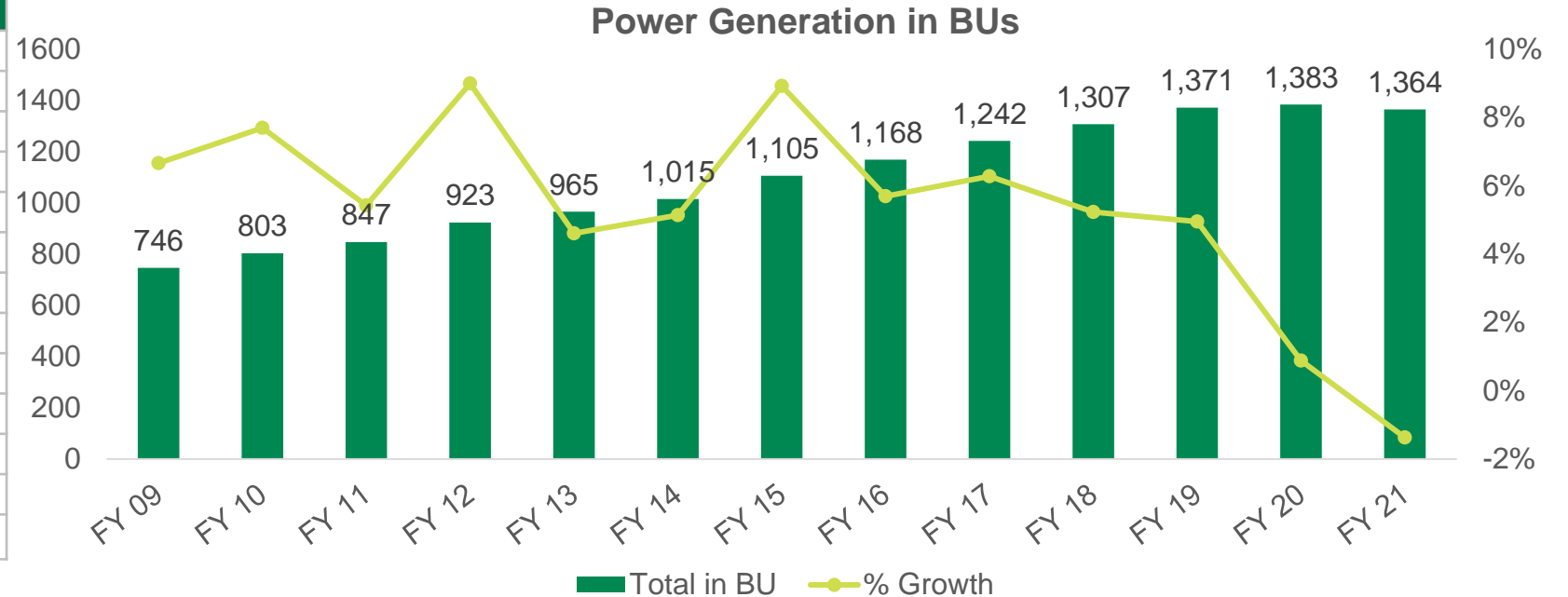
Amravati plant is a turnaround story post debt restructuring (2/2)

- Amravati Plant has commenced operations from Dec'20 after a long hiatus
- Pursuant to MERC Order dated 30 Dec 2020, competitiveness of the plant has improved significantly w.e.f. 01 Jan 2021, as the **plant now falls well within 3rd quartile of the Merit Order stack** ensuring **high PLF** and **efficient operations** in future
- Plant has clocked highest PLF amongst all plants in Maharashtra in last 2 quarters



India has experienced robust power generation growth in last decade

Generation Country - (BUs)		
All India	Total	% Growth
FY 10	803	7.69%
FY 11	847	5.42%
FY 12	923	8.99%
FY 13	965	4.61%
FY 14	1,015	5.14%
FY 15	1,105	8.92%
FY 16	1,168	5.69%
FY 17	1,242	6.28%
FY 18	1,307	5.23%
FY 19	1,371	4.95%
FY 20	1,383	0.88%
FY 21	1,364	(1.37%)
FY 22 till Jul	481	



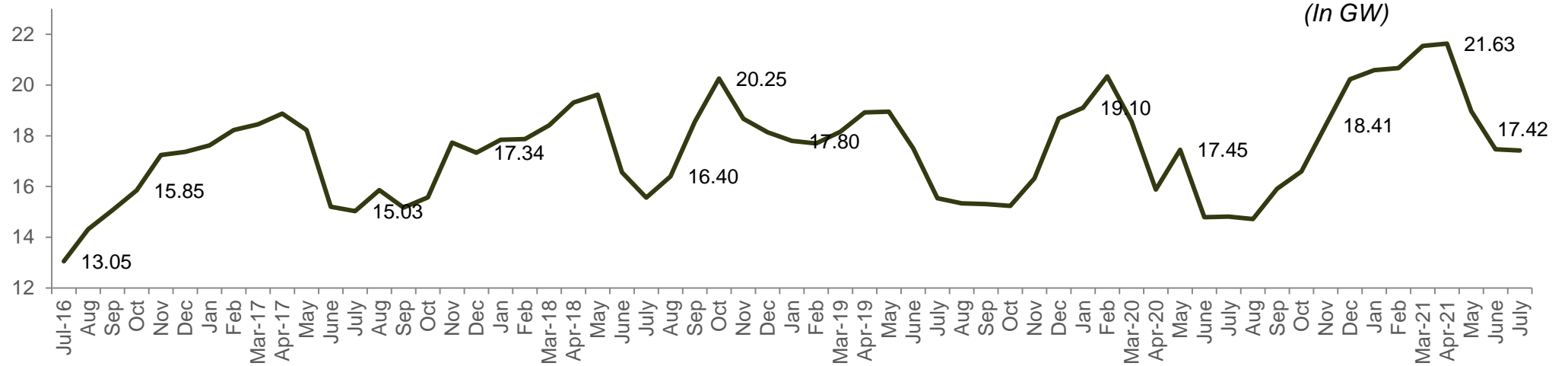
Source: CEA, MSLDC

- The country has observed **robust generation growth – CAGR of above 5% for last 13 years**; however, growth rate dipped in FY21 on account of Covid-19 induced impact on the economy.
- The demand has almost retraced its path and has been showing **significant growth recently in Q1 FY 2022**.
- All India **electricity consumption increased by 17% in Q1FY22** (vs. Q1FY21), setting **new highs in terms of peak demand**, clearly indicating revival of economic & business activity.
- In Q1FY22, all India generation was 367 billion units (BUs), of which 43 BUs (i.e., only ~12%) was from Renewable Energy Sources (RES). Further, the total installed capacity of RES of 97 GW is about 25% of the total installed capacity of 384 GW. Thermal coal-based power plants will continue to be the backbone of the electricity generation in the country.

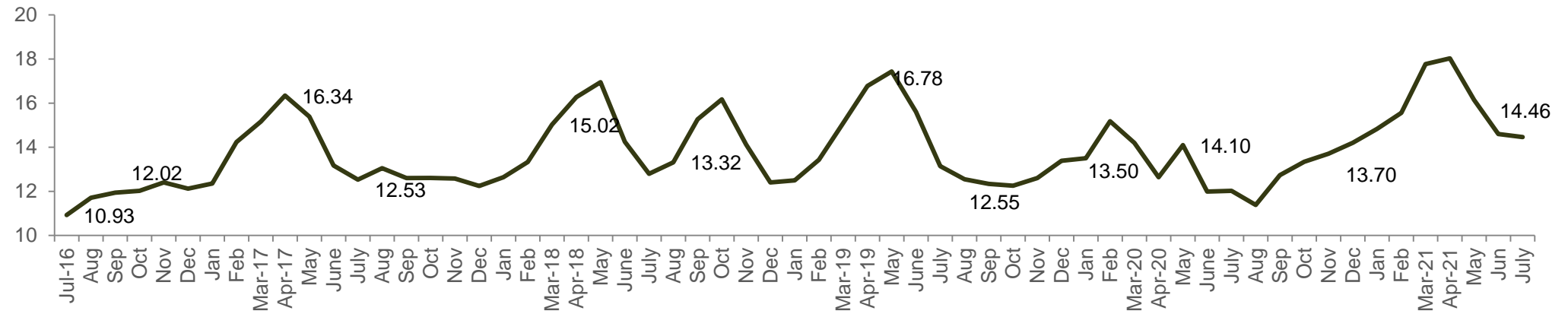
Demand trend of MSEDCL

Source: CEA, MSLDC

Maximum Demand



Minimum Demand



Power Demand of MSEDCL dropped in Q1 of FY -22 due to seasonality but was still at its highest over the last five years during Q1 of respective years

Standalone Quarterly Financial Results

Statement of Standalone Unaudited Financial Results for the Quarter Ended 30 June 2021

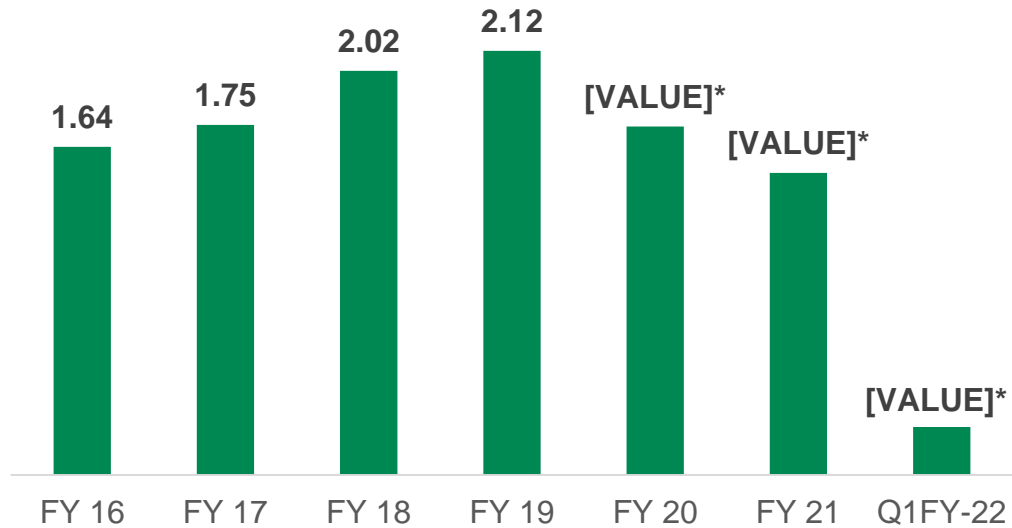
Particulars	Quarter Ended		
	30.06.2021 (Unaudited)	31.03.2021 (Audited)	30.06.2020 (Unaudited)
1 Revenue from operations	874.36	862.13	195.74
2 Other income	83.74	369.93	78.38
Total income	958.10	1,232.06	274.12
3 Expenses			
(a) Cost of fuel, power and water consumed	613.93	618.99	8.98
(b) Employee benefits expense	12.59	6.15	10.21
(c) Finance costs	154.49	154.10	171.51
(d) Depreciation and amortization expenses	56.39	55.39	58.01
(e) Other expenses	33.60	334.40	25.44
Total expenses	871.00	1,169.03	274.15
4 Profit/ (Loss) before exceptional items and tax (1+2-3)	87.10	63.03	(0.03)
5 Less: Exceptional items	-	-	-
6 Profit before tax (4-5)	87.10	63.03	(0.03)
7 Tax expenses			
(a) Current tax	-	-	-
(b) Deferred tax	-	-	-
Total tax expenses	-	-	-
8 Profit / (Loss) for the period (6-7)	87.10	63.03	(0.03)
9 Other comprehensive income			
Items that will not be reclassified to profit or loss	-	(0.41)	0.04
Income tax relating to items that will not be reclassified to profit or loss	-	-	-
Other comprehensive income (net of tax)	-	(0.41)	0.04
10 Total comprehensive income for the period (8+9)	87.10	62.62	0.01
11 Paid-up equity share capital (Face Value of Rs.10 per Equity Share)	5370.11	5,370.11	4939.78
12 Earnings Per Share (EPS) (Face Value of Rs. 10 per Equity Share)			
<i>EPS for the quarter ended are not annualized</i>			
Basic (Rs.)	0.16	0.12	(0.00)
Diluted (Rs.)	0.16	0.12	(0.00)



Revolt Overview

India is largest two-wheeler (2W) market in the world ripe for transformation

India Petrol 2W unit sales (in Crores)

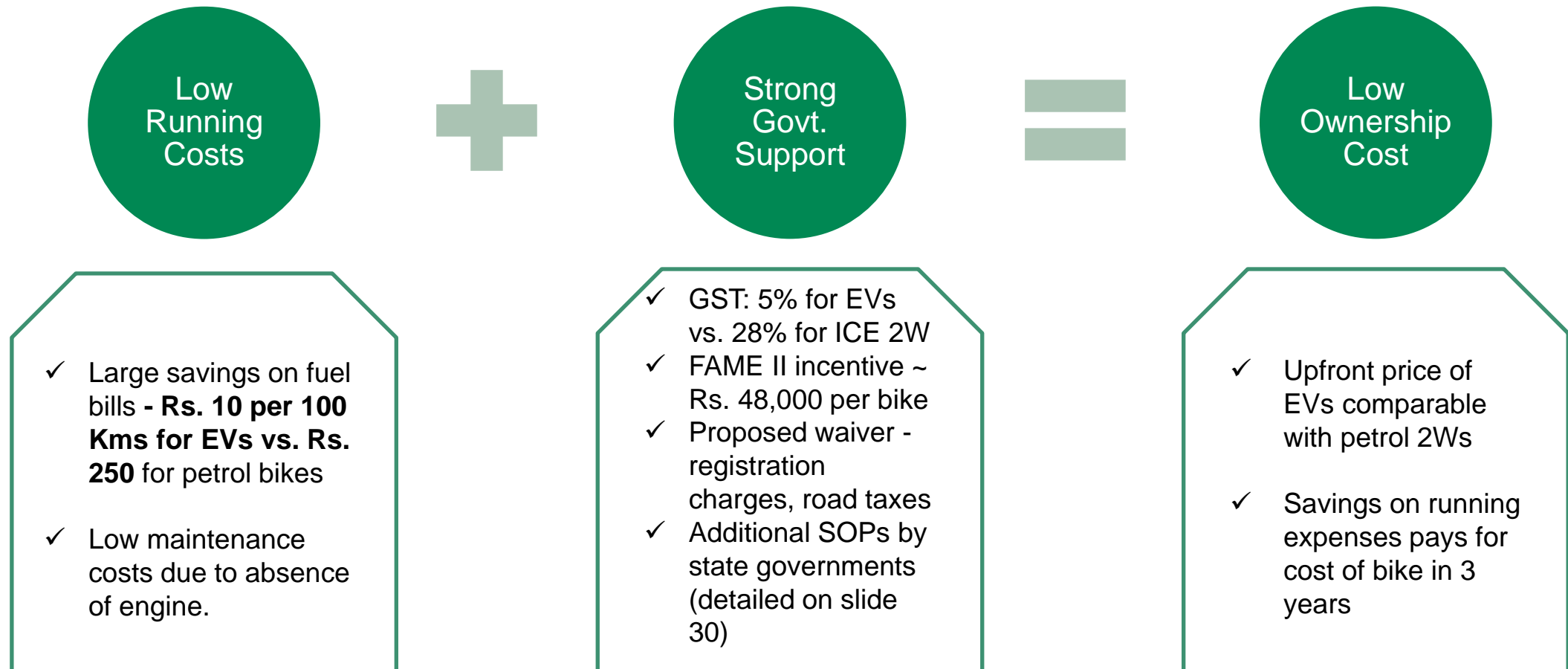


- India is one of the largest two-wheeler market, worth over 2 crore vehicles worth ~ Rs. 1.3 lac crore sold annually
- India is world's largest market of bikes with 1.3 crore bikes sold worth Rs. 1 lac crores sold in 2019*
- Two-wheeler market in India is still grappling with Bharat VI emission norms while world is moving towards green EVs

India - world's largest two-wheeler market – ready to be transformed by EV technology

* Figures aberration due to COVID-19 pandemic

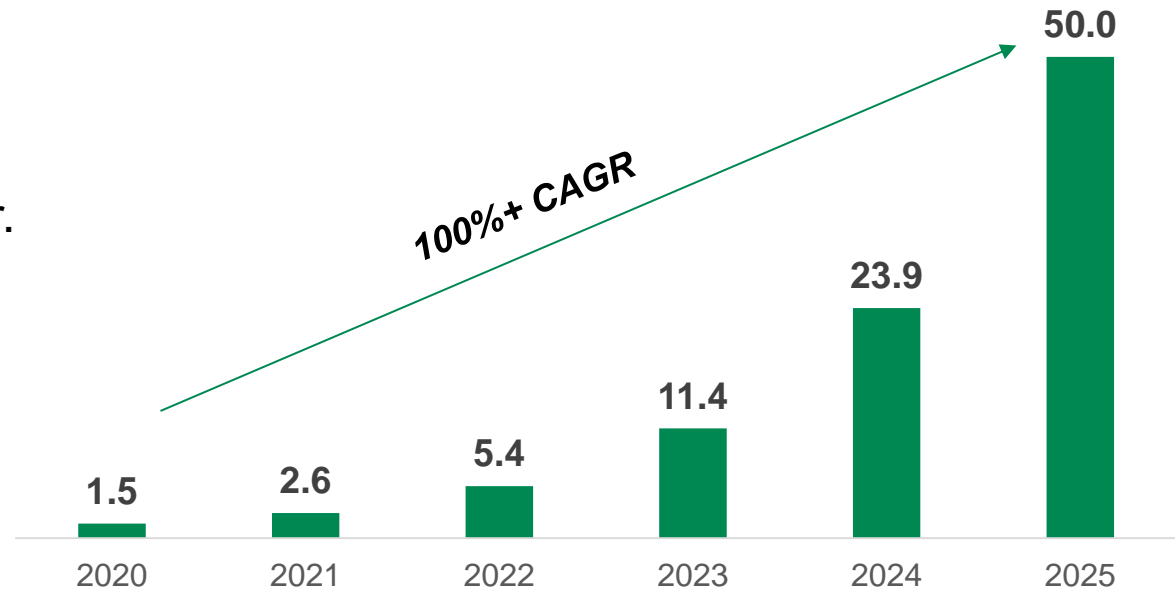
Compelling Value Proposition driving EV 2W adoption



2W auto space rapidly shifting towards EV vehicles for its unbeatable value proposition

Rapid scale up of EV two wheelers expected in India

McKinsey's EV 2W Annual Sales Projections
(in Lac units)

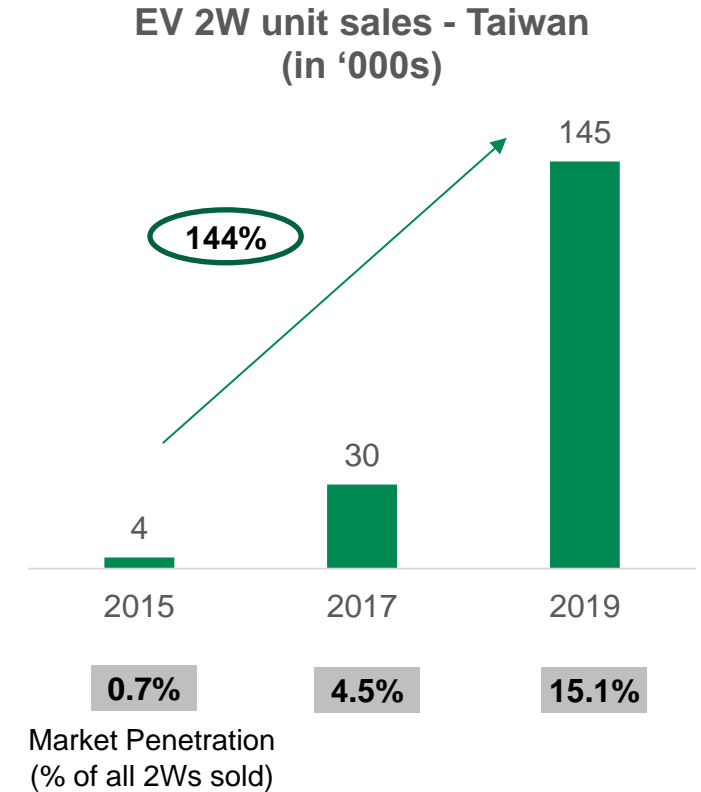
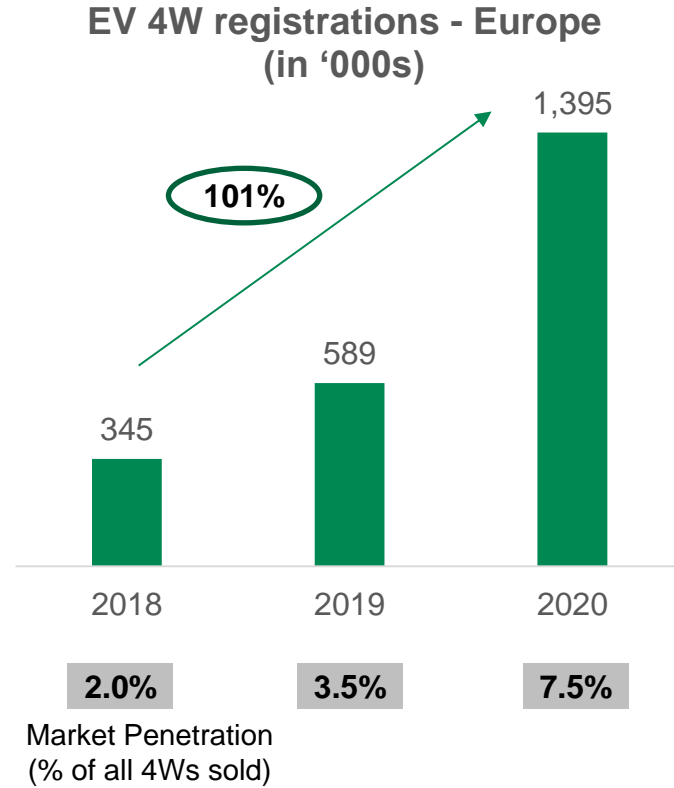
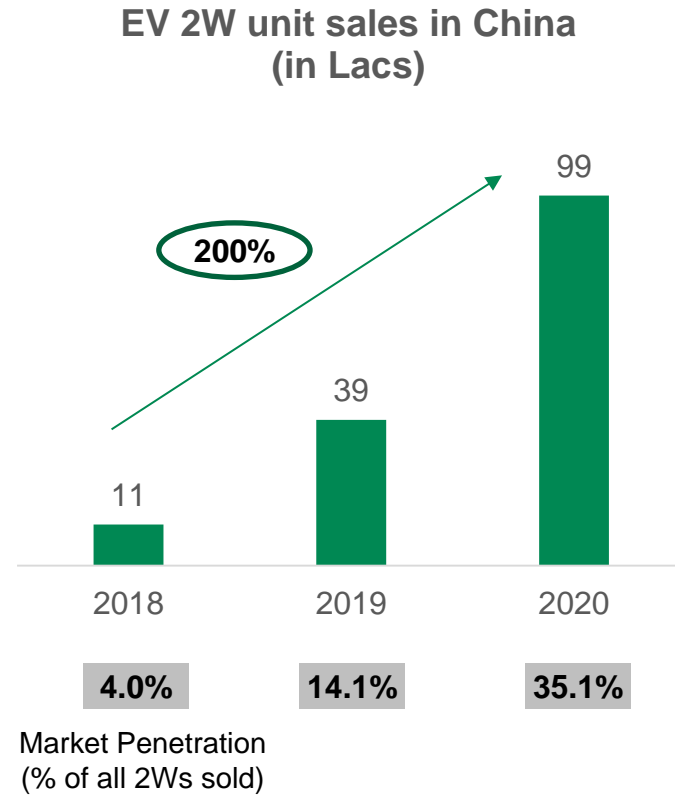


EV 2W market expected to be Rs. 50,000 Cr. by 2025 with annual sales of 50 lac units

India is expected to become second largest E2W market globally in this decade

EV sales have grown rapidly around the world

Global EV trends



High growth being witnessed in EVs globally

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

India has exhibited....



362x

Fastest growth in number of demat accounts

From 1998-2010



160x

Fastest growth in mobile subscriptions

From 2000-09



70x

Fastest growth digital payment transactions

From 2014-20



345x

Fastest growth in smart phones sold in India

From 2009-21

... pointing to faster adoption of electric vehicles in India than rest of the world

EV 2Ws offer large export market for EV OEMs from India

Sales – Indian 2Ws in FY 2019 (in Mn units)

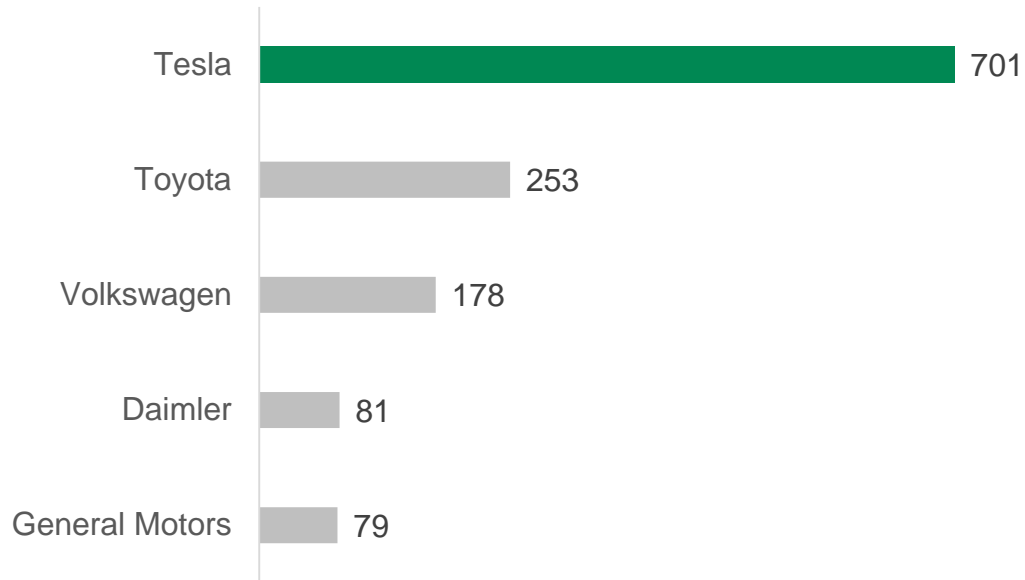


- India is the largest 2W exporter globally with ~3.2 Mn 2Ws exported in 2019
- Huge opportunity for EV exports originating out from India

E2W leader from India has the potential capture significant market share in exports as well

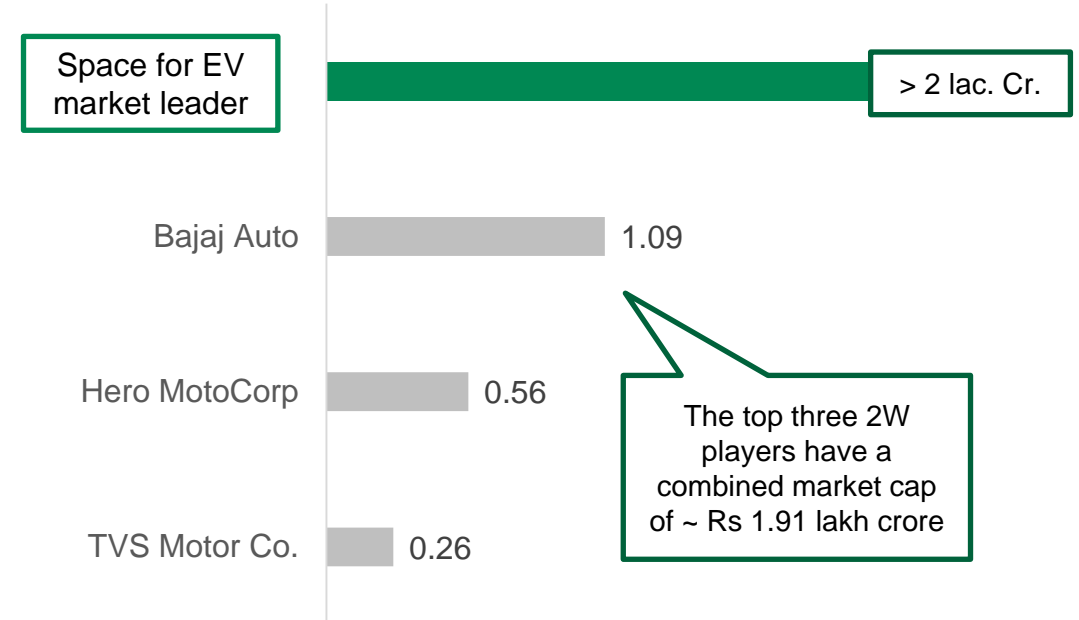
EV market leaders get superior market valuations

Top automobile companies globally by market cap as on 12th August, 2021 (in \$ Bn)



Tesla market cap is 1.2X of combined market cap of next top 4 auto companies

Market caps of leading 2W players (as on 12th August, 2021) in Rs Lac Crores



Revolt is the market leader in EV motorcycles in India

Revolt – India's most advanced AI enabled next-gen EV bike



- **Vehicle Control Unit** with edge processing capabilities at heart of Revolt. On the go bike customization of motor controller and battery management system
- **Multiple sensors** on the bike communicate with cloud-based AI engine to optimize driving experience. More than **35 data points captured in each data packet** in real time
- Owner **mobile app to operate the bike** with vehicle and battery diagnostics, geo-fencing, sound customizations, battery status, battery swap locations, ride details etc.

More than 450 million data points processed on AI engine from more than 2.4 crore kms driven on Revolt bikes

Revolt is favourably positioned to capture a large market share

RV300



Equivalent to 125 CC
Range: 160 Km Range
Top Speed: 65 Km/hr
Battery: 2.7 KWH, full charge in 4 hrs

RV400



Equivalent to 150 CC
Range: 150 Km Range
Top Speed: 85 Km/hr
Battery: 3.2KWH, full charge in 4 hrs

Revolt competes in ~50% of the 2W market segment with the current set of models

Revolt – Production update

- Deep focus of the Company to expand production capacities to meet surplus demand
- Production capacity ramp up in progress with 100% “Make in India” products
- Production in full swing since 2nd July 2021
- Key components procurement has been streamlined



With increased production, Revolt is geared up to serve more customers

Revolt – Deliveries started in full swing

- **Experiencing great demand from customers** – since investing in Revolt in April 2021, fresh booking have been opened **twice with all bikes being sold out** within a short span of time
- In July 2021, Revolt launched **“VOLT – Vehicle OnLine Tracking system”** for bike buyers – to give them complete visibility on delivery of bikes. VOLT helps buyers track status of their bikes from booking to production stages till delivery of their bikes
- **Fresh deliveries restarted in July 2021**
- In September 2021, Revolt plans to roll out a new feature called **‘Swipe to Start’** for existing and new buyers of RV400, which would allow a **user to switch on/off their** AI-enabled motorcycle **without a key** using their phone.



Rising Revolvers



Timely delivery of bikes adding to customer satisfaction

Revolt – focused on future scale up



- New bike model launches in pipeline
- Expanding pan India footprint from current 6 cities to 35 cities
- State of the art contactless online sales system
- Developing in-house cutting-edge battery technology & expanding the IP repository
- Revolt has saved ~11 lac kg of CO2 emissions till date, equivalent to planting 18,000 trees

Revolt expects to scale up its market leadership position in EV bikes segment

Central Government is focused on supporting EV demand

On June 11, 2021, **revised FAME-II** incentives announced

- Incentive per bike increased from ₹10,000 per KWH to ₹15,000 per KWH; Incentive cap increased from 20% to 40% of vehicle cost
- Effective FAME-II subsidy for **RV400 buyer is ₹48,000**

Exemption to EVs given from paying a **fee for the issue or renewal** of registration certificates and assignment of new registration mark

First-time buyers can take a loan and get tax benefits of up to Rs 1.5 lakh under Section 80EEB of the Income Tax Act

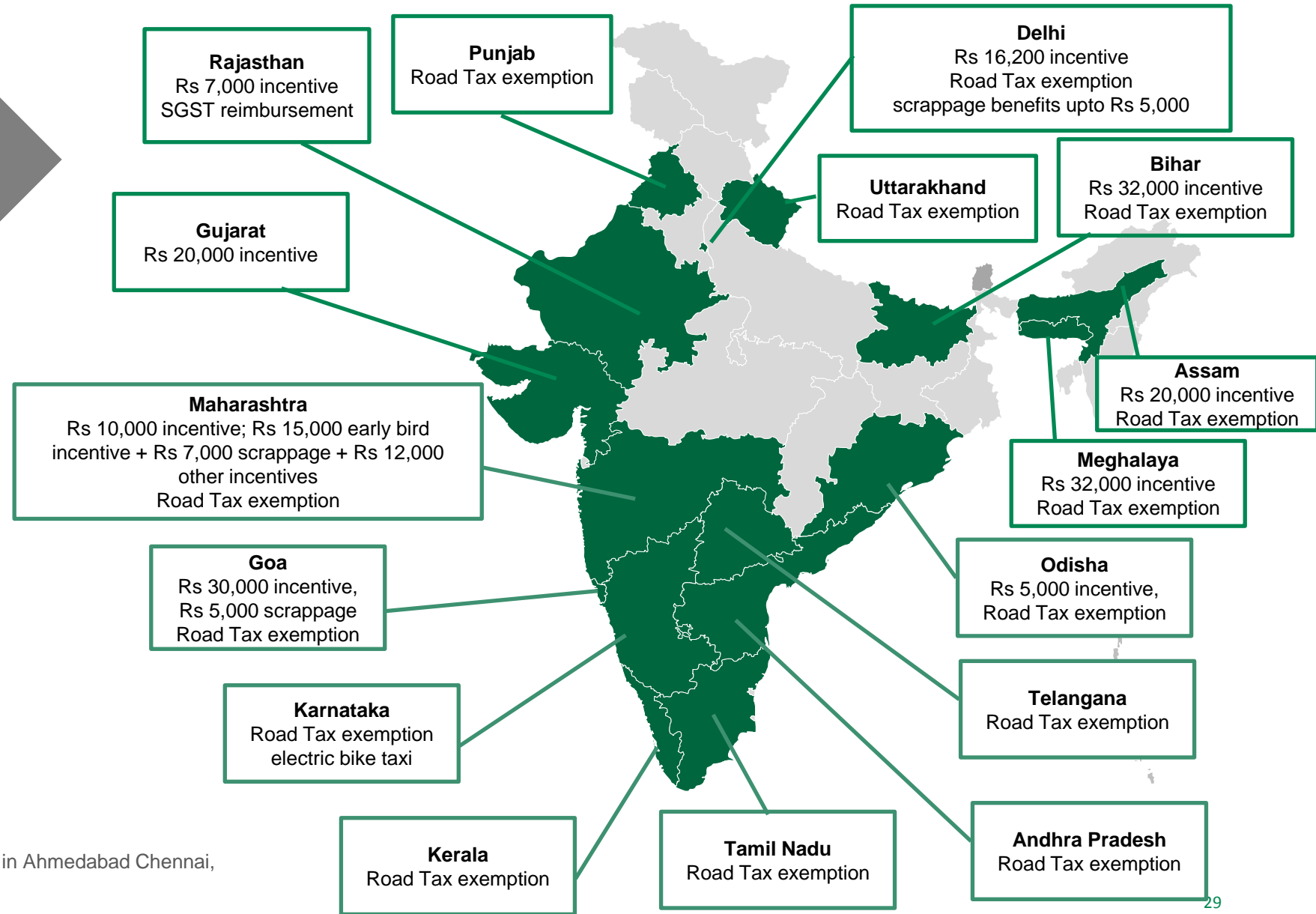
Lower GST of 5% on EVs

RV400 buyers can avail *Rs 48,000 incentive* under FAME II

State governments continue to announce initiatives to promote EVs

State-level incentives given directly to RV400 buyers (in addition to the Central Government)*

Many states are in the process of framing / updating their electric vehicle policy to support demand generation for EVs



*Note: Revolt dealerships operational in Ahmedabad Chennai, Delhi, Hyderabad, Mumbai and Pune



Matternet Overview

Matternet – Global leader in Unmanned Aerial Vehicles (UAV) technology

Solution Overview

- Best-in-class **emission-free** technology for **on-demand, autonomous aerial delivery** in **urban** environment
- Provides drone as a service (DAAS) in the field of healthcare and logistics
- Fully autonomous with remote monitoring from central control rooms

Operational Markets

- **Commercially deployed** in US and Switzerland (13,000+ flights)
- **No. 1 company** in terms of **revenues garnered** till date by a UAV company in US and Switzerland
- **Approved by government aviation regulators** (equivalent to DGCA in India):
 - Switzerland - Federal Office of Civil Aviation (FOCA)
 - US - Federal Aviation Administration (FAA) approved Matternet to fly as a Part 135 commercial cargo airline together with UPS



Click the images for a video on product demonstration



Click the images for a video on product demonstration

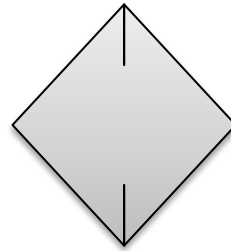
Matternet drone deliveries are approved by government aviation regulators and have been successfully commercialized in developed markets

Matternet – Ideated by a visionary founder & supported by notable investors



Andreas Raptopoulos (Founder & CEO)

- ▶ Conceptualized Matternet in 2011
- ▶ A global thought leader in the UAV industry
- ▶ Member of the World Economic Forum's Global Drones and Aerial Mobility Council



Select Matternet Investors:

- Boeing
 - McKesson Ventures
 - Mercedes-Benz
 - Sony
- ...to name a few

...RattanIndia is the only Indian company to join marquee strategic investors spread across continents

Matternet – Experienced and globally recognized leadership team



ANDREAS RAPTOPOULOS, FOUNDER & CEO

Award-winning inventor and entrepreneur with strong drone, systems design & engineering expertise. Lead inventor in 13 patents

BS & MS in Aeronautics Engineering & Royal College of Art graduate in Design Engineering

Industry-recognized leader. Speaker at Google Solve for X (2012); TED Global (2013). World Economic Forum Tech Pioneer and member of Drone Advisory Council



PAOLO RESMINI, VP SW ENGINEERING

15+ years of consumer and enterprise cloud systems development

3,000+ hour professional pilot and flight instructor

Member of JARUS WG7 expert regulatory group

Former VP Engineering at ed-tech startup Rafter

BS in Computer Science at Stanford University



WAYNE MILLER, VP HW ENGINEERING & MFG

25+ years of experience in product development and mass production; helped design and ship multiple Apple computers, incl. G4 Desktop Tower, G4 Cube, iMac 2nd gen; led product development at Solyndra and GreenVolts; led HW Eng & Mfg at Bossanova robotics

MS in Mechanical Engineering at Northeastern University



JIM O'SULLIVAN, HEAD OF REGULATORY STRATEGY

Responsible for regulatory strategy for the US leading UAS Integration Pilot Program and FAA certification efforts, crafting on-vehicle and ground-based sensors to best meet regulatory requirements

FAA-licensed Commercial and Remote Pilot

Formerly with Northrup Grumman, Cisco, and Sun Microsystems



JON MICHAELI, HEAD OF BUSINESS DEVELOPMENT

20+ years is business development with 10+ years in healthcare
1st US employee of Medisafe, led US business and partnerships

Head of US Business Development at Zipline

MBA UCLA, BA Tufts



ANDREW SCHULTZ, CFO

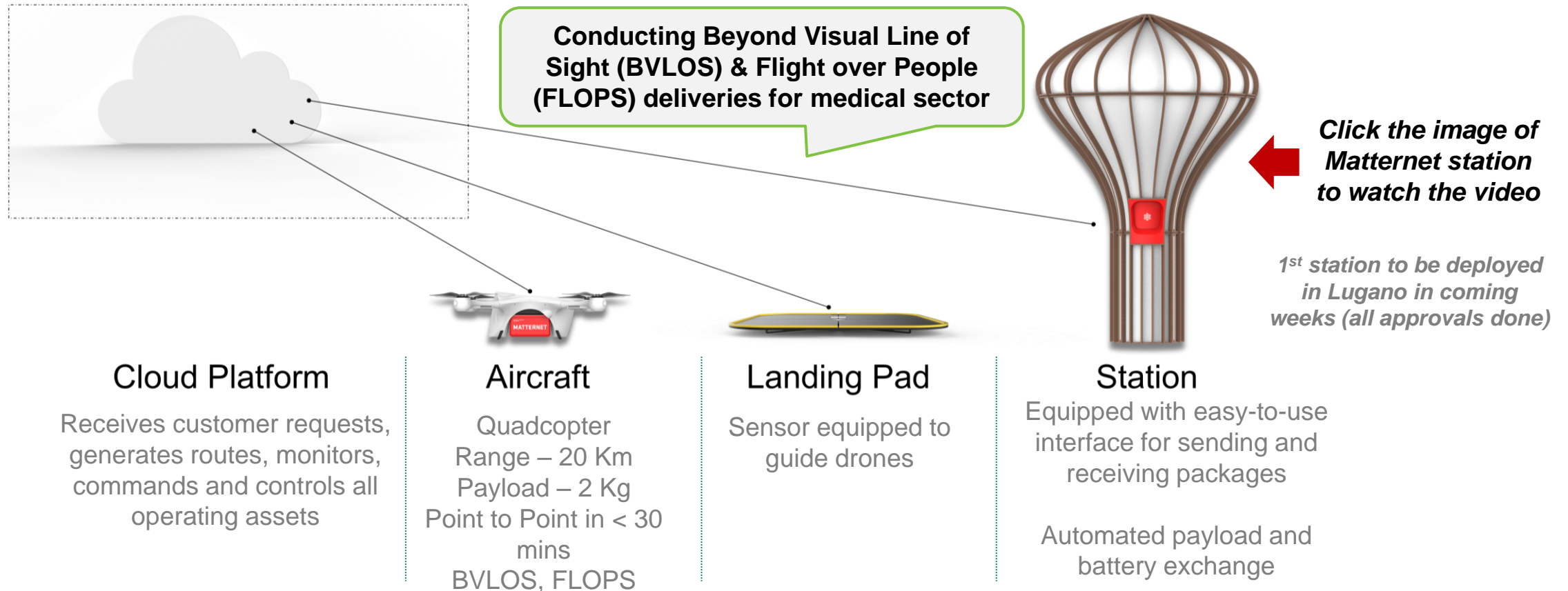
Global experienced finance executive with over 25 years of expertise across network technologies, strategic finance, and software businesses

Formerly at Heroic Ventures (LP), Telstra, CSL Hong Kong, Orange, Hutchison

BS & MS in Business/Managerial Economics University of South Africa

Matternet M2 Drone – Technical capabilities and use cases

Optimized for urban deliveries: safety, precision, small footprint, low noise, automation



Globally, 80% of e-commerce parcels are under 2kgs, making M2 drone suitable for large no. of use cases

Matternet – Regulatory Approvals, Key Clients and Partners (Operational)

Switzerland

- 1st B2B healthcare operations with Swiss Post since 2017
- **Approvals** – BVLOS, Over cities
- **Routes** –
 - Ente Ospedaliero Cantonale Civico Campus to Ente Ospedaliero Cantonale Italiano Campus
 - The University Hospital of Zurich to the Virology Laboratories of the University of Zurich
- **DAAS usage** – Blood and virology samples from labs

US

- 1st B2B hospital operations & 1st B2C pharmacy operations with UPS Forward since March 2019
- **Approvals** – 1st Full Part 135 Certification (UPS); Type Certification in progress
- **Routes** –
 - WakeMed Flagship Campus (E-Tower to Surgery Center)
 - CVS Store to New Covenant United Methodist Church and Elan Buena Vista Retirement Community
 - WakeForest Baptist Health main campus to Miller Infusion Center & Piedmont Plaza
- **DAAS usage** – Blood samples, prescription medications and health essentials, specialty infusion medicines



Matternet – Regulatory Approvals, Key Clients and Partners (Planned)

Japan

- Drone delivery partnership with Japan Airlines (JAL)
- **Approvals** - BVLOS route over dense urban area in Tokyo (yet to be approved)
- **Route** – St. Luke’s International hospital with Mediceo’s East Tokyo distribution center
- **DAAS usage** – Prescription pharmaceuticals, medical supplies, blood units

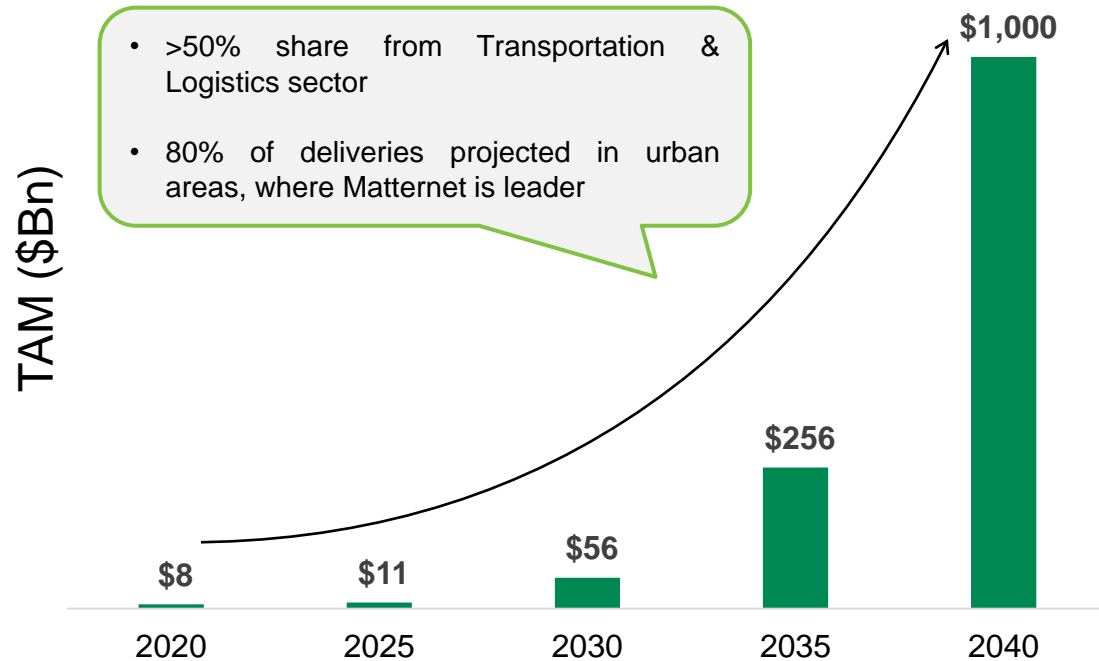
Germany

- 1st successful PoC in Nov 2020 and commercial operations to start in 2021
- **Approvals** - Urban BVLOS drone network in Berlin
- **Key Clients** – Labor Berlin (Europe’s largest hospital laboratory)
- **DAAS usage** - Medical laboratories sample transport



Global drone market is expected to grow at 27% CAGR; to be USD 1 trillion by 2040

Global Total Addressable Market (TAM)



Source: Morgan Stanley: eVTOL / Urban Air Mobility TAM Update, May 6, 2021.
AlphaWise

India Market Opportunity

- Incredible precision of Matternet's drone technology relevant for India due to presence of large, dense urban agglomerations
 - Road based time consuming, unreliable healthcare and e-commerce deliveries can be facilitated from air via drone
- Government of India liberalized the drone rules and released draft rules on 15 July 2021
 - Improves ease of doing business for drone sector
 - Envisages setting up of drone corridors for cargo deliveries

Drones have the potential to transform the logistics ecosystem globally



Philosophy

As a conscious responsible corporate citizen, REL future investments would continue to be guided by cleantech philosophy

NDTV

22 Of The World's 30 Most Polluted Cities Are In India: Report

Twenty-two of the world's 30 most polluted cities are in India, with Delhi being ranked as the most polluted capital city globally, ...

HT Hindustan Times

Home / India News / India recorded highest air pollution exposure globally in 2019: Report

INDIA NEWS

India recorded highest air pollution exposure globally in 2019: Report

The State of Global Air 2020, released Wednesday, said India has been recording an increase in PM 2.5 pollution since 2010 contrary to Centre's claims that annual air pollution levels are reducing in the country

Hindustan Times, New Delhi | By Jayashree Nandi

Home / Explained / In IPCC report, message for India: Need to agree on net-zero emissions target

In IPCC report, message for India: Need to agree on net-zero emissions target

India, the third largest emitter in the world, has been holding out against the target, arguing that it was already doing much more than it was required to do and that any further burden would jeopardise its efforts to pull its millions out of poverty.

AIR

Concentration of air pollutants significantly increasing over India: IPCC

Just effective decarbonisation policies not enough to bring SO2, NO2, O3 and NH3 to safe levels; clean energy and waste management would be needed

By Rajat Ghai
Published: Monday 09 August 2021

NEXT NEWS

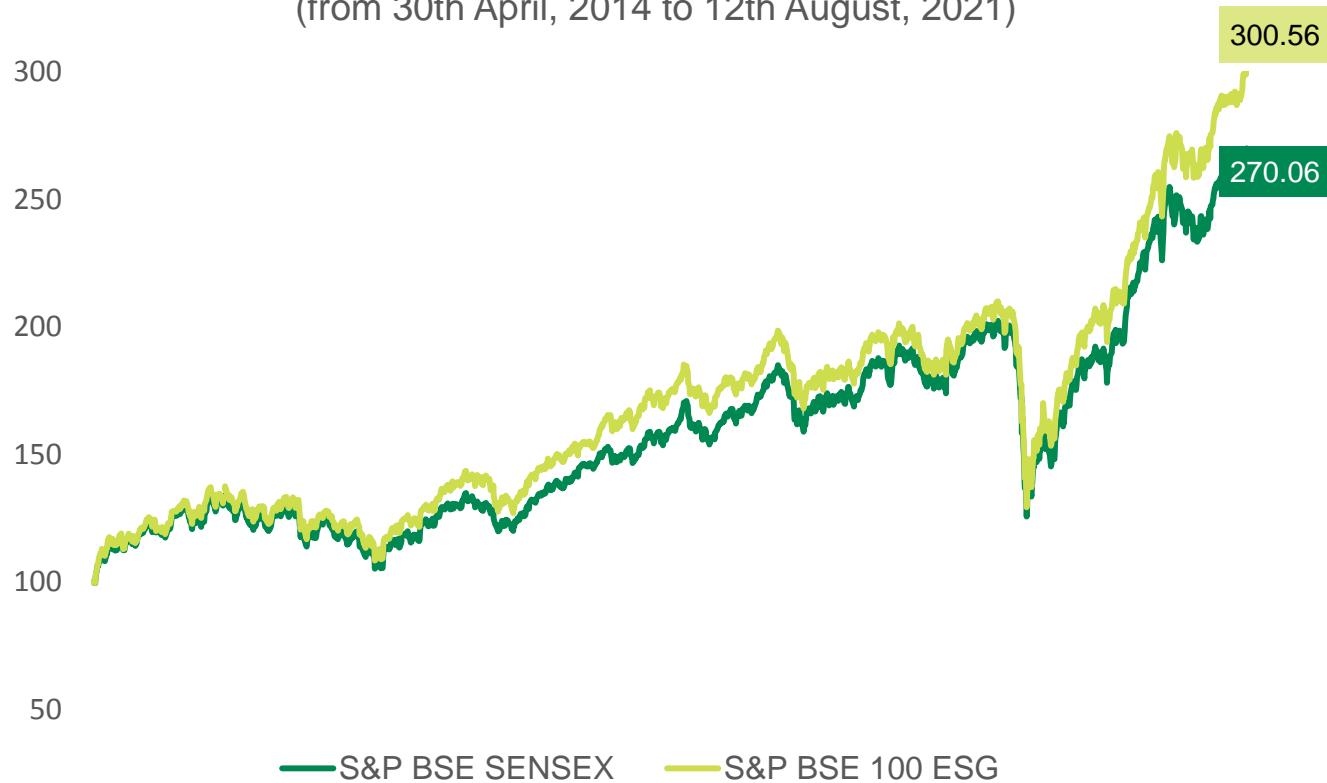
Sustainable pollution free technologies is the need of the hour

Revolt and Matternet are not only cutting-edge tech solutions for mobility and logistics, but are run on emission-free technology

REL would continue to support cleantech bring a positive impact on the environment

REL's investments in Revolt and Matternet are in line with ESG (Environment, Social & Governance) investment philosophy

BSE 100 ESG has outperformed the BSE SENSEX index
over the years
(from 30th April, 2014 to 12th August, 2021)



- Global money invested in ESG assets now exceeds \$100 trillion highlighting change in investment practices around the world
- Energy self-sufficiency is a strategic goal for India, and the government would be looking to curb imports; encouraging shift towards EVs
- **Investments in Revolt & Matternet in line with United Nation's Sustainable Development Goals – “Affordable and Clean Energy”, “Sustainable Cities and Communities” and “Climate Action”**

Firms following ESG practices build long term business models ensuring superior returns

Top notch Corporate Governance

- Independent Directors constitute 50% of the Board
- Statutory Audit performed by Grant Thornton
- Audit Committee, Nomination and Remuneration Committee, Corporate Social Responsibility (CSR) Committee and Stakeholders' Relationship Committee headed by Independent Directors
- Proactive on all disclosures to Stock Exchanges



THANK YOU

