

**Date: 20<sup>th</sup> December 2021**

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: Investor Presentation.**

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

With reference to the above cited subject, Please find the attached presentation on the Unaudited Financial Results of the Company for the quarter and half year ended on 30<sup>th</sup> September 2021 which was declared by the Company on 13<sup>th</sup> November 2021.

This is for your information and record.

Thanking you,

Yours Sincerely,

For RAMINFO LIMITED



N. DHRUV RAJ  
Company Secretary  
ACS 64126



# Message from the Managing Director



I HOPE THAT YOU AND YOUR FAMILY ARE SAFE AND CONTINUE TO BE SO. WITH THE CLOSE OF YET ANOTHER SUCCESSFUL QUARTER, I TAKE THIS OPPORTUNITY TO CONNECT WITH YOU AND REPORT THE PROGRESS THAT YOUR COMPANY IS MAKING.

₹ **51.48** crore

Revenue for H1 FY 2022



*Dear Shareholders,*

I hope that you and your family are safe and continue to be so. With the close of yet another successful quarter, I take this opportunity to connect with you and report the progress that your Company is making.

The Indian economy, after a brief period of lull following the second wave of pandemic, has shifted gears and returned to a high growth phase. Business and consumer sentiments have been on the rise and have contributed to a broad-based growth. While the fears relating to the third wave is not yet over, rising vaccinations, better preparedness and falling COVID-19 caseloads give optimism that the worst maybe behind us. It is still important that we continue to take all precautionary measures and not let down our guard.

As you may be aware that in the past few years, we have strategically evolved from developing software to executing end-to-end projects as a system integrator. As such projects are usually high value, they help us grow both our top-line and bottom-line. More importantly, it is enabling us to have greater control over the project execution, and thus ensure first-rate delivery to surpass customer expectations. I strongly believe that this will contribute towards enhancing the reputation of brand 'Raminfo'. Our extensive experience and continuously growing capabilities led by a solid team positions us attractively in this space, especially at a time when digitalization is almost a necessity across industries as evident in rising technology spends.



Given the optimistic outlook, it was necessary that we strategically and selectively chose our play-field. Energy, healthcare, agri-logistics - under-penetrated areas in India where maximum digital transformations are happening - were the obvious choice. A specialized, dedicated mid-level and senior leadership has been formed around these verticals with a focused approach. This translated into several breakthrough order bookings, which I am confident will be delivered with topnotch execution by our team. The immeasurable benefit which we derive out of strengthening the verticals will create a stronger foundation and build a self-driven team.

### Performance review

Our efforts have already started bearing results and are reflected in the sustained sequential growth in top-line that we have witnessed in the past two quarters in FY 2022. For the second quarter (Q2) FY 2022, our total income grew 27.81% over Q2 FY 2021 to ₹ 28.61 Crore. The sequential growth over Q1 FY 2021 stood at 25.08%.

EBITDA grew 211.77% to ₹ 2.61 Crore and PAT by 181.93% to ₹ 1.94 Crore over Q2 FY 2021. For the first half year (H1) ended FY 2022, the revenue grew by 95.43% over H1 FY 2021 to ₹ 51.48 Crore. EBITDA and PAT for H1 FY 2022 were ₹ 5.17 Crore and ₹ 3.84 Crore respectively, a growth of 462.07% and 618.06% respectively over the same period in the previous year.

The growth in revenue and profitability were driven by additional revenues generated from energy and Health verticals. We are making a strong headway in the energy business having mastered the ability to deploy CCMS and Smart Energy-based solutions across various state governments. In the Health segment, we have built capabilities as an end-to-end facilitator which opened newer opportunities. This development is in line with our strategy of diversifying revenue streams and reducing dependence on the e-Governance business to de-risk ourselves.

In terms of execution, I am happy to report that we are progressing well with the various projects on hand in the areas of Energy Efficiency, Telemedicine and e-Governance in West Bengal, Andhra Pradesh, Rajasthan, Maharashtra, Jharkhand, and Chhattisgarh.

### Stakeholder value creation

For the past few years, the Company has been ardently working towards enhancing shareholder value as evident in its rising profitability. Currently, we are considering the options to our valued shareholders by declaring interim dividend balancing the business as growth capital. We believe this is an important step towards creating the value and ensuring long-term business sustainability and providing capital appreciation to stakeholders.



**WE ARE MAKING A STRONG HEADWAY IN THE ENERGY BUSINESS HAVING MASTERED THE ABILITY TO DEPLOY CCMS AND SMART ENERGY-BASED SOLUTIONS ACROSS VARIOUS STATE GOVERNMENTS.**

### Reinforcing the human capital

As we operate in the knowledge industry, our people remain the most critical link to our growth aspirations. We have charted a road-map towards future by imparting training to them in emerging technologies, leadership and management, critical thinking and decision making as well as various soft skills. We are planning to augment current team by hiring senior and mid-level team members to strengthen our workforce.

### Strong governance

Management stability and strength, as well as bench-marked governance practices are invaluable to any organization, especially in difficult times. I am fortunate to have beside me eminent and knowledgeable board members who with their experience and guidance are helping Raminfo take key decisions for long-term value creation. Together, we are imbibing the best corporate governance practices that will ensure protection of interests of all stakeholders.

This quarter we have added M. Tejeswar Reddy, a graduate from BITS Pilani to our Board under the category of Non-Executive and Non-Independent. His technical competence in data analytics, data science and other aspects of emerging information technology sector further strengthens our leadership team.

### Closing thoughts

The risks relating to the pandemic continues to loom. Our teams are continually evaluating the situation and we are taking necessary actions when required. We recognize the important role that our Company will play in the coming times as the nation looks to digitalize. We are appropriately responding and taking necessary decisions to make a significant impact.

I am grateful to the shareholders for their continued support in these challenging times. The coming years are going to be exciting, and I seek your continued support.

Warm regards,  
**L Srinath Reddy**  
Managing Director

## Q2 and H1 FY 2022 – Investor Communication

Raminfo delivers solid performance and positions for a sustainable future

### Performance highlights Q2 FY 2022 (consolidated)

Total income at Rs. 2,860.86 lakhs, up by 27.81% Y-o-Y

EBITDA at Rs. 266.27 lakhs, up by 204% Y-o-Y

PAT at Rs. 203.59 lakhs, up by 185.42% Y-o-Y

### Performance highlights H1 FY 2022 (consolidated)

Total income at Rs. 5,148.17 lakhs, up by 86.72% Y-o-Y

EBITDA at Rs. 518.6 lakhs, up by 436.88% Y-o-Y

PAT at Rs. 392.99 lakhs, up by 591.76% Y-o-Y

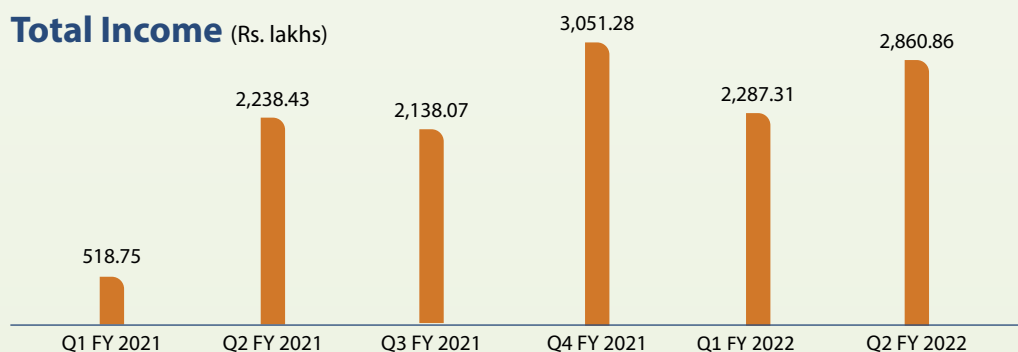
Raminfo, one of India's leading technology solution providers, delivered a solid performance in the second quarter of FY 2022. The period saw the Indian economy sustaining the strong growth momentum achieved in Q1 FY 2022 when it grew by 20.1%. The nation's push towards digitalization - which was further accelerated by the COVID-19 pandemic - has triggered a surge in technology spends by companies.

Raminfo with its new approach of undertaking end-to-end projects as a system integrator and having targeted focus on healthcare, energy and agriculture and logistics sectors registered growth in business for the second straight quarter in FY 2022.

### Performance review (consolidated)

	Q2 FY 2022	Q2 FY 2021	Change %	H1 FY 2022	H1 FY 2021	Change %
Total income	2,860.86	2,238.43	27.81%	5,148.17	2,757.18	86.72
EBITDA	266.27	87.58	204.01%	518.60	96.60	436.88
EBITDA (%)	9.31	3.91	137.87%	10.07	3.50	187.53
PBT	238.12	60.68	292.42%	463.12	46.21	902.21
PAT	203.59	71.33	185.42%	392.99	56.81	591.72
EPS (Rs. per share)	3.07	1.06	188.53%	5.89	0.85	595.64

### Total Income (Rs. lakhs)

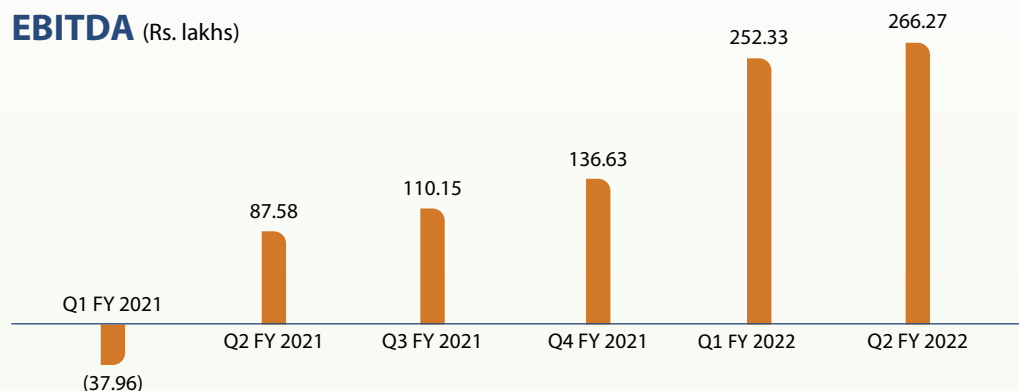


Total income was up 27.81% at Rs. 2,860.86 lakhs in Q2 FY 2022 as compared to Rs. 2,238.43 lakhs in Q2 FY 2021. Total income includes revenue from operations of Rs. 2,830.70 lakhs and other income of Rs. 30.16 lakhs.

In the energy vertical, we mastered deployment of smart energy-based solutions across various state governments and the segment emerged one of the key contributors to the revenue. In the Logistics segment, we have strengthened our position as vertical-based end-to-end project facilitator.

Total income for H1 FY 2022 increased 86.72% from Rs. 2,757.18 lakhs in H1 FY 2021 to Rs. 5,148.17 lakhs.

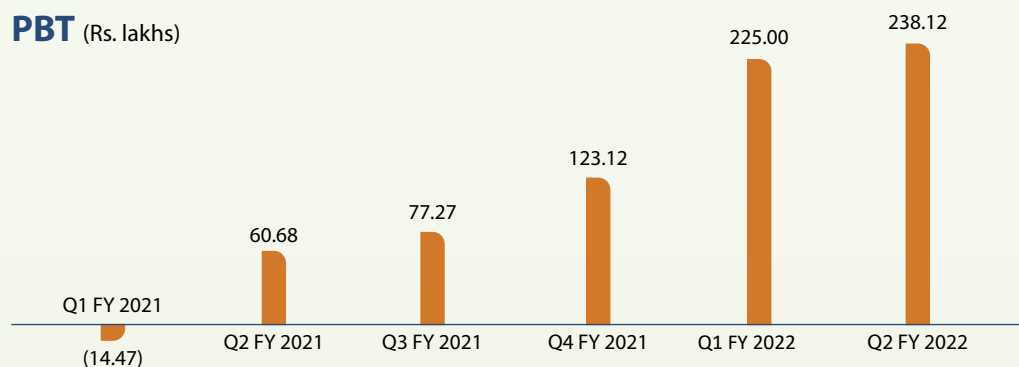
## EBITDA (Rs. lakhs)



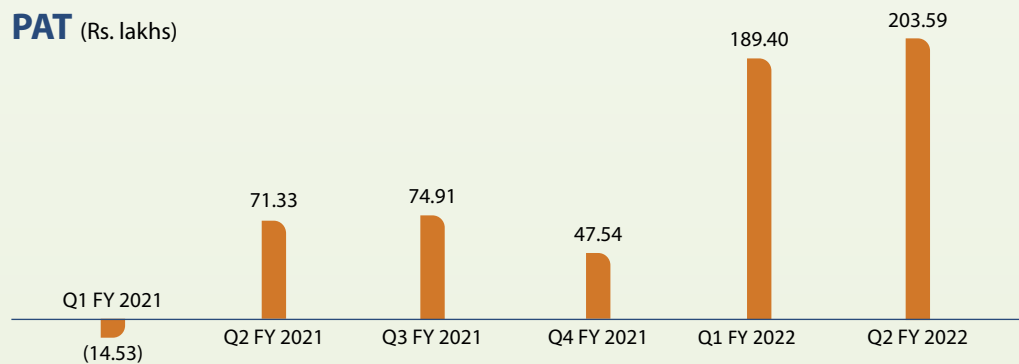
EBITDA was up 204.01% at Rs. 266.27 lakhs in Q2 FY 2022 as compared to Rs. 87.58 lakhs in Q2 FY 2021. EBITDA margin was 9.31% compared to 3.91% in the same quarter of the last corresponding year. The increase was led by the Company's focused approach on cutting down unprofitable areas and optimizing costs during the procurement stage. Restructuring to a leaner model and sustained efforts to enhance operational efficiency with higher manpower productivity contributed to a better operational performance.

EBITDA for H1 FY 2022 increased 436.88% from Rs. 96.60 lakhs in H1 FY 2021 to Rs. 518.60 lakhs.

## PBT (Rs. lakhs)



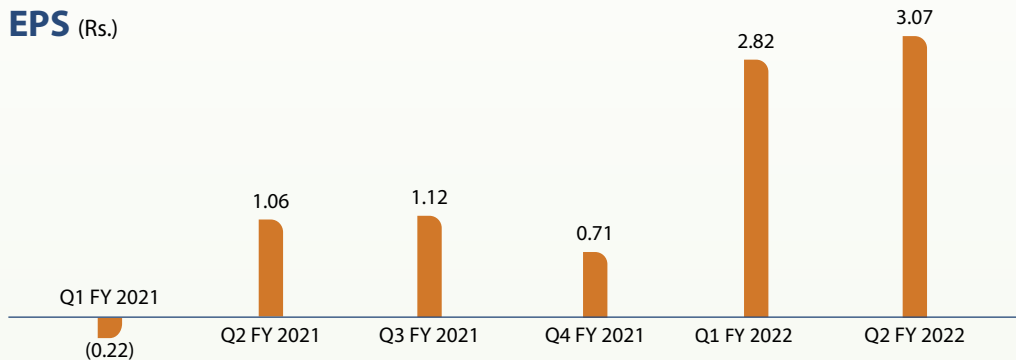
## PAT (Rs. lakhs)



PAT for Q2 FY 2022 increased 185.42% to Rs. 203.59 lakhs as compared to Rs. 71.33 lakhs in Q2 FY 2021. PAT margin was at 7.12% compared to 3.19% in the same quarter of the corresponding year.

PAT for H1 FY 2022 increased 591.76% from Rs. 56.81 lakhs in H1 FY 2021 to Rs. 392.99 lakhs. Robust revenue growth and operational performance along with better control over below-the-line-expenses led to the Company attaining new benchmarks in half-yearly profitability. The higher growth is also due to the low base effect as in the quarter one of previous years the Company faced a loss.

**EPS (Rs.)**



EPS for Q2 FY 2022 was Rs. 3.07 as compared to Rs. 1.06 in Q2 FY 2021. EPS for H1 FY 2022 was Rs. 5.89 as against Rs. 0.85 in the H1 FY 2021.

**Outlook**

Given our proven track-record of delivering diverse technology solutions across multiple sectors, especially for government undertakings, the Company is well-positioned to capitalize on the immense opportunities that the industry has to offer.

Our strong focus in the areas of energy, healthcare, agri and logistics bode well for the growth as these sectors are expected to witness significant investments relating to technology upgradation. In the energy sector, the Government targets to enhance the share of renewables to 30% by 2030 from 25.2% in July 2021 and replace ~250 million traditional meters with smart meters. In the healthcare segment, there is a huge opportunity for telehealth care which further accelerated due to the pandemic. The agri and logistics segment is set to benefit from the country's rising population, increasing spending of food and dining out and inefficiency in supply chain which is leading to a demand supply gap.

Our focus in the coming quarters will be on building competencies, reinforcing our team's capabilities in these new verticals and targeting geographical expansion.

