RAIN INDUSTRIES LIMITED

Earnings Presentation – Q2 CY20

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RAIN is a leading vertically integrated global producer of a diversified portfolio of products that are essential raw materials for staples of everyday life. We operate in three business segments: Carbon, Cement and Advanced Materials. Our Carbon business segment converts the by-products of oil refining and steel production into high-value carbon-based products that are critical raw materials for the aluminium, graphite, carbon black, wood preservation, titanium dioxide, refractory and several other global industries. Our Cement segment consists of two integrated cement plants that operate in the South Indian market, producing two primary grades of cement: ordinary portland cement ("OPC") and portland pozzolana cement ("PPC"). Our Advanced Materials business segment extends the value chain of our carbon processing through the downstream refining of a portion of this output into high-value chemical products that are critical raw materials for the specialty chemicals, coatings, construction, petroleum and several other global industries. We have longstanding relationships with most of our major customers, including several of the largest companies in the global aluminium, graphite and specialty chemicals industries, and with most of our major raw material suppliers, including several of the world's largest oil refiners and steel producers. Our scale and process sophistication provides us the flexibility to capitalize on market opportunities by selecting from a wide range of raw materials, adjusting the composition of our product mix and producing products that meet exacting customer specifications, including several specialty products. Our production facility locations and integrated global logistics network also strategically position us to capitalize on market opportunities by addressing raw material supply and product demand on a global basis in both established and emerging markets.

Forward-Looking Statement

This presentation contains forward-looking statements based on management's current expectations, estimates and projections. All statements that address expectations or projections about the future, including our statements addressing our expectations for segment volumes and earnings, the factors we expect to impact earnings in each segment, demand for our products, our expected uses of cash, and our expected tax rate, are forward looking statements. These statements are not guarantees of future performance and are subject to risks, uncertainties, and other factors, some of which are beyond our control and difficult to predict. If known or unknown risks materialize, or should underlying assumptions prove inaccurate, our actual results could differ materially from past results and from those expressed in the forward-looking statement. Important factors that could cause our results to differ materially from those expressed in the forward-looking statements include, but are not limited to lower than expected demand for our products; the loss of one or more of our important customers; our failure to develop new products or to keep pace with technological developments; patent rights of others; the timely commercialization of products under development (which may be disrupted or delayed by technical difficulties, market acceptance, competitors' new products, as well as difficulties in moving from the experimental stage to the production stage); changes in raw material costs; demand for our customers' products; competitors' reactions to market conditions; delays in the successful integration of structural changes, including acquisitions or joint ventures; the laws, regulations, policies and economic conditions, including inflation, interest and foreign currency exchange rates, of countries where we do business; and severe weather events that cause business interruptions, including plant and power outages or disruptions in supplier or customer operations.

COVID-19 Update

- TRIR of 0.21 through June
- Deemed an “essential business” in all locations, with no production interruptions across global footprint except in India, where calcination and energy operations were temporarily curtailed during late Q1 and early Q2
- Zero work-related COVID-19 cases driven by rigorous hygiene and social distancing practices, strict travel restrictions, etc.
- Office employees working from home offices to reduce risk of contaminating critical operations and production personnel

Performance during June’2020 Quarter

Financial Highlights

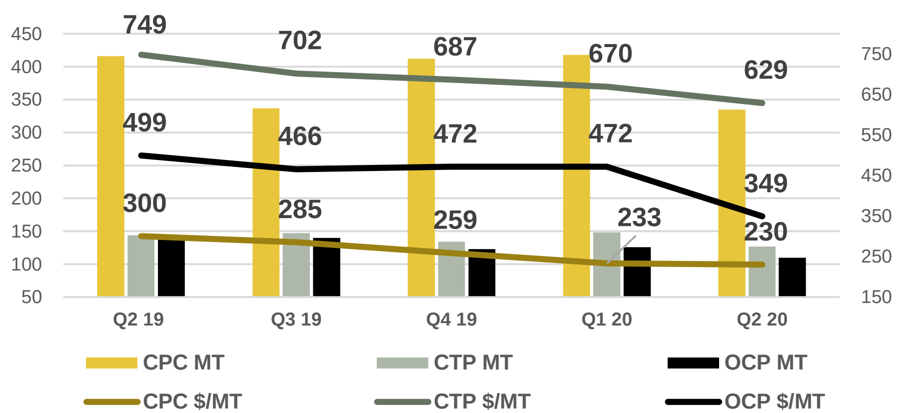
- Revenue from Operations was ₹ 23.61 billion and Adjusted EBITDA was ₹ 4.34 billion
- Adjusted Net Profit After Tax was ₹ 0.82 billion and Adjusted Earnings Per Share was ₹ 2.44
- Capital expenditure of US$ 96 million during the six-month period ended June 30, 2020 (includes $35 million for hydrogenated hydrocarbon resins production facility in Germany and $12 million for vertical-shaft calciner in India)

Business Highlights

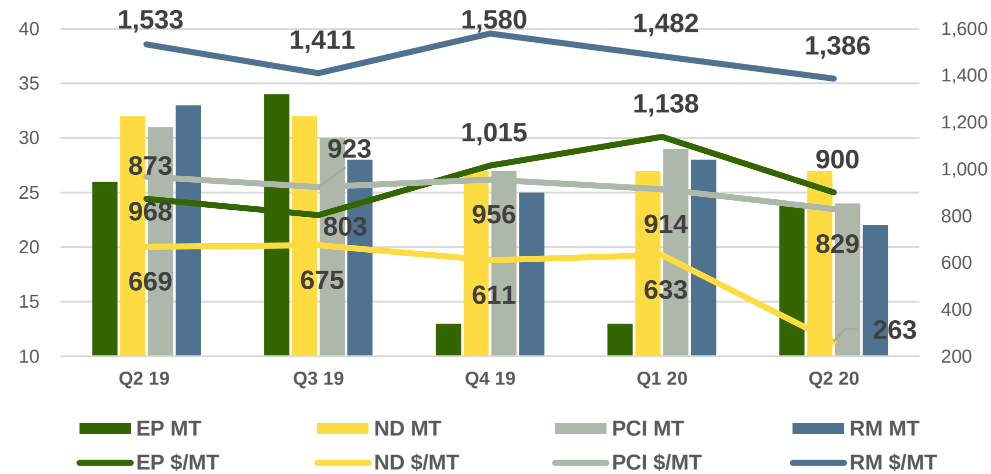
- After minimal first-quarter COVID impact, cascading effect of global slowdown impaired portions of operations in Q2, offset in part by resumption of auto manufacturing and continued aluminum production
- Carbon volumes down 17% compared to Q1 2020
- Advanced Materials volumes flat and EBITDA increased 4% compared to Q1 2020
- Cement volumes down by 30% due to shutdown of plants in April and May

Product and Market Update

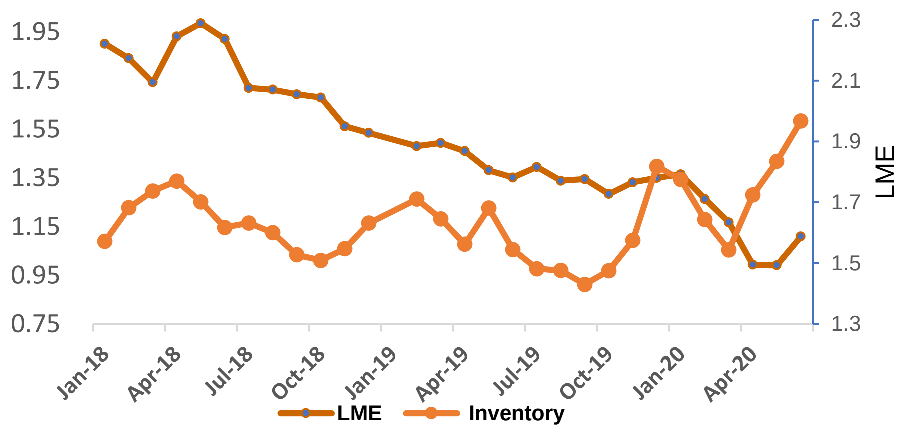
Carbon volumes (MT 000) and Revenue ($/MT)



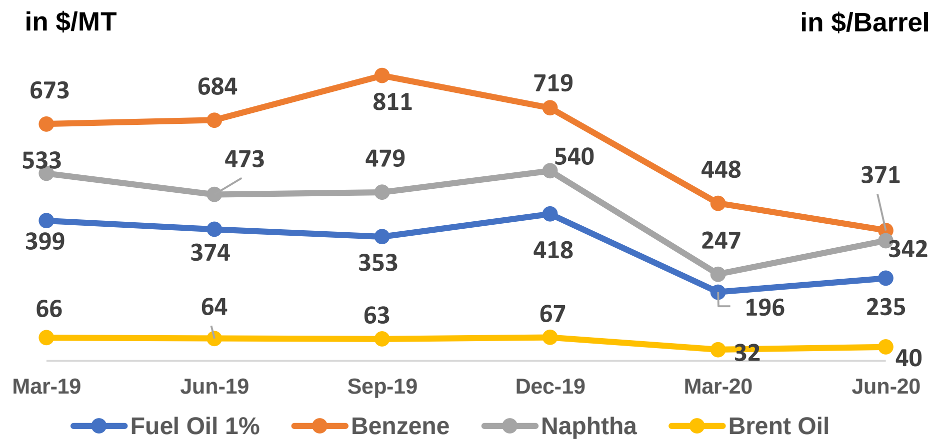
Advanced Materials Volumes (MT 000) and Revenue ($/MT)



LME AL Inventory (Million MT) vis-à-vis LME AL Quote (000 US$ per MT)



Key Market Quotations Impact in Advanced Materials Business



World aluminium production rose by 1.24% in H1 2020. However, demand has fallen resulting in increased inventories.

Ongoing Capital Expansions

Hydrogenated Hydrocarbon Resins (HHCR) Plant, Germany

- Commercial operations commenced May 18, 2020, and quality of resins produced is within expectations
- Approximately 100 samples of advanced resins undergoing quality testing by customers, with first commercial sale anticipated in Q3 2020

Vertical-Shaft Calcination Plant, India

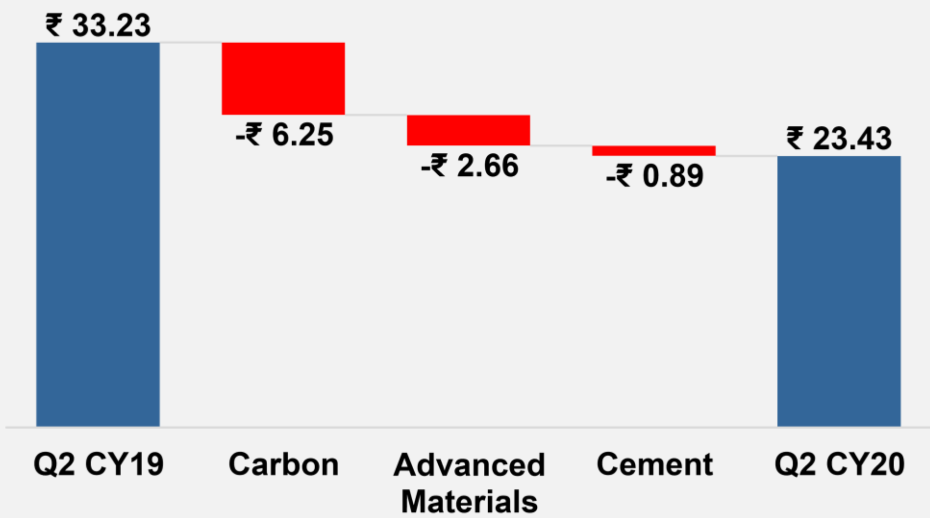
- Operations delayed until Q3 2020 due to COVID-19 impact and soft demand
- Company is working to ensure adequate, cost-effective supply of feedstock from domestic sources
- Once operational, new calciner will support national vision of "**Atmanirbhar Bharat Abhiyan"** for a self-sufficient India

Anhydrous Carbon Pellets (ACP) Plants, India and USA

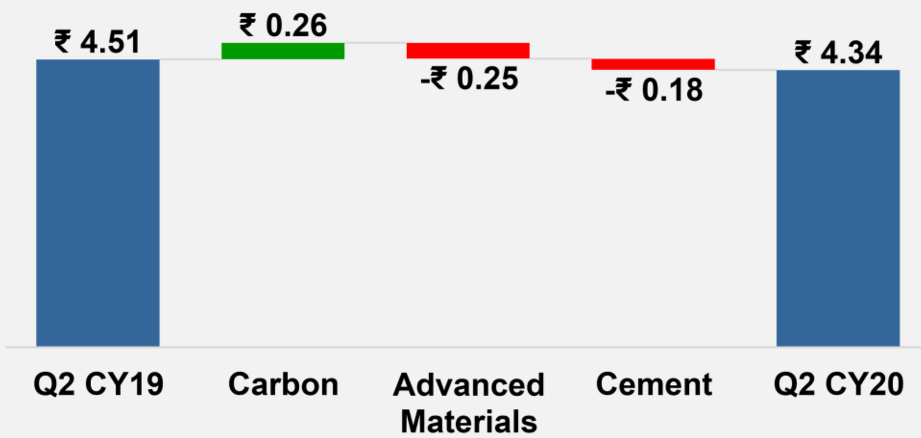
- ACP plant construction in both countries on hold to minimise potential for coronavirus exposure at existing operations
- COVID-permitting, construction expected to resume in 2020 to enable commercial ACP production in Q1 2021
- ACP undergoing independent lab testing to demonstrate unique, engineered properties that differentiate it from green petroleum coke

Consolidated Performance – Q2 CY20

(₹ in Billions)



Revenue (excluding other operating income)



Adjusted EBITDA

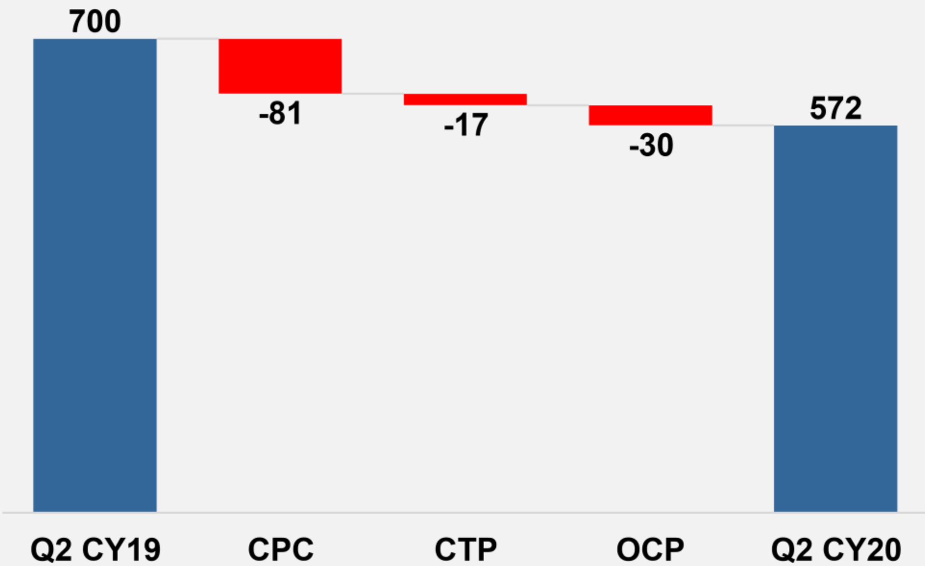
Highlights in Q2 CY20

- Despite fall in Carbon segment EBITDA margins due to lower volumes and realisations, EBITDA for the quarter improved as a result of appreciation of USD and EURO against INR
- Advanced Materials segment severely impacted due to decrease in commodity prices and lower demand as a result of temporary shutdowns of customer facilities on account of COVID-19
- Cement segment performance impacted due to lower volumes resulting from COVID-19

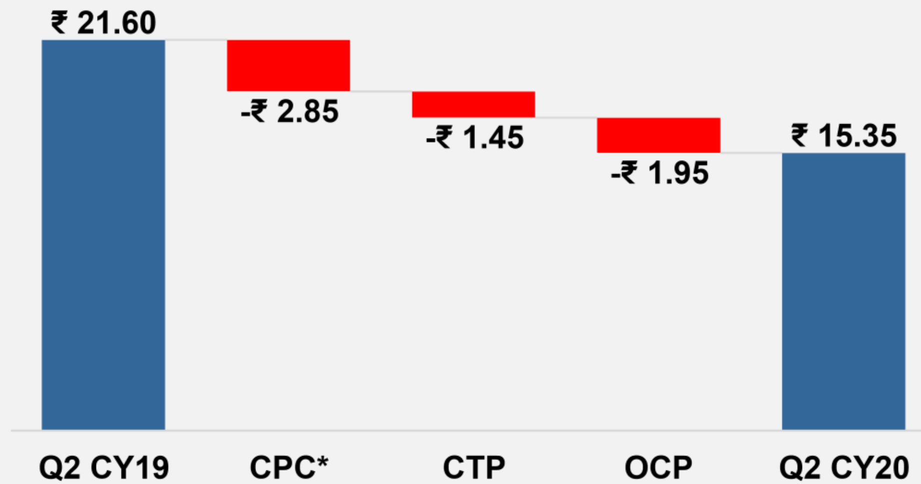
Note: Charts not to scale

Carbon Business Performance – Q2 CY20

(₹ in Billions)



Volumes (metric tons in thousands)



**Includes Energy Revenue*

Revenue (excluding other operating income)

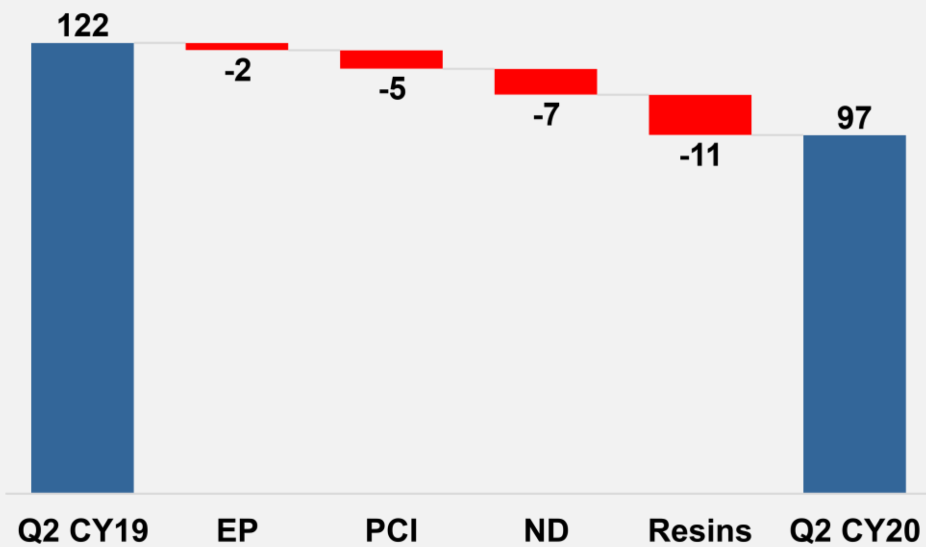
Highlights in Q2 CY20

- CPC revenue decreased primarily on account of price decreases due to price pressure across all the regions, coupled with lower volumes as result of sluggish demand and timing of shipments
- Pitch revenue decrease driven by lower prices due to reduced demand from aluminium and graphite industries
- Adjusted EBITDA increased by ₹257 million due to appreciation of USD and EURO against INR

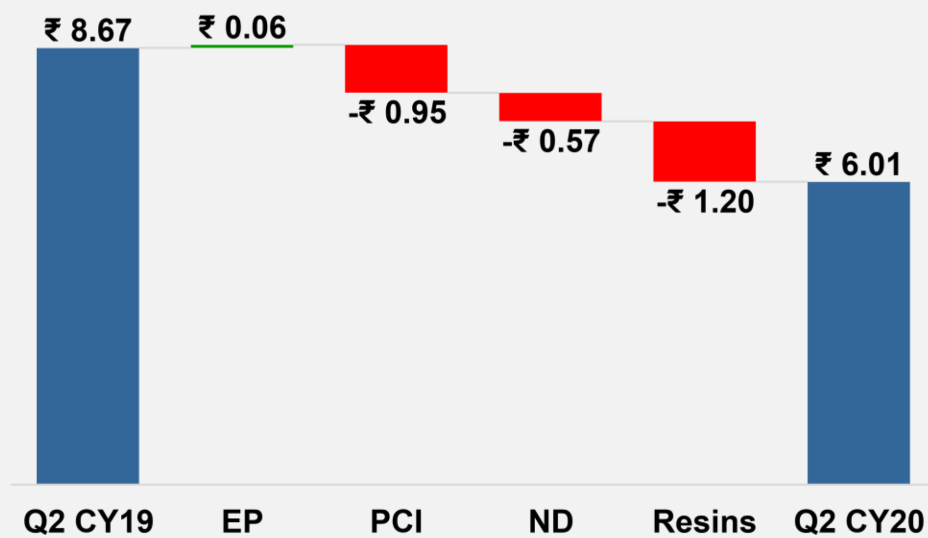
CPC – Calcined Petroleum Coke; CTP – Coal Tar Pitch; OCP – Other Carbon Products

Note: Charts not to scale

Advanced Materials Business Performance – Q2 CY20 (₹ in Billions)



Volumes (metric tons in thousands)



Revenue (excluding other operating income)

Highlights in Q2 CY20

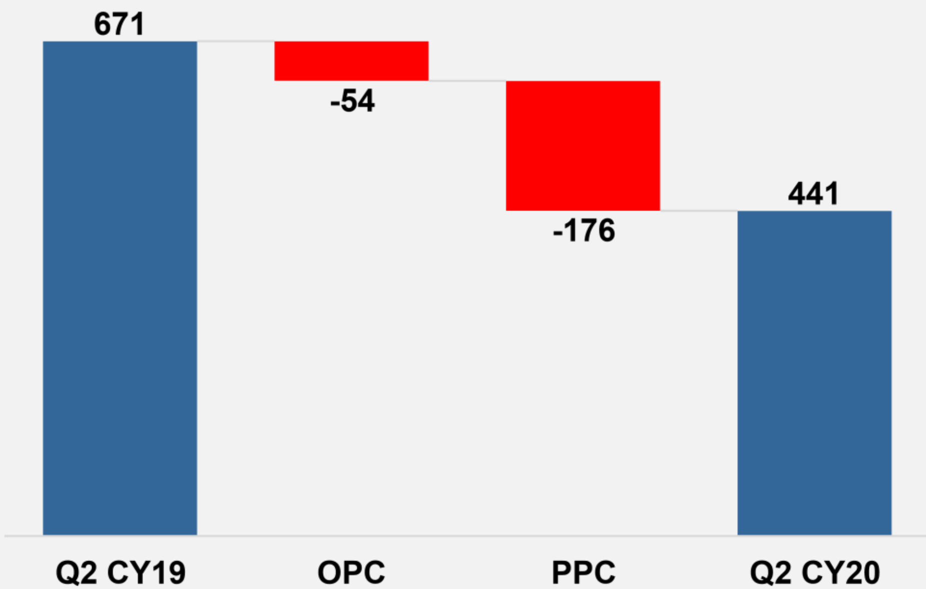
- Revenue decrease primarily driven by lower prices due to fall in related commodity prices and sluggish demand; decrease was further driven by lower volumes due to the closure of our unprofitable Uithoorn facility
- Adjusted EBITDA decreased by approximately ₹246 million as a result of margin pressure and lower volumes due to temporary shutdown of customer facilities and significant drop in demand by automotive, rubber and adhesives industries in response to COVID impact

EP – Engineered Products; PCI – Petrochemical Intermediates; ND – Naphthalene Derivates

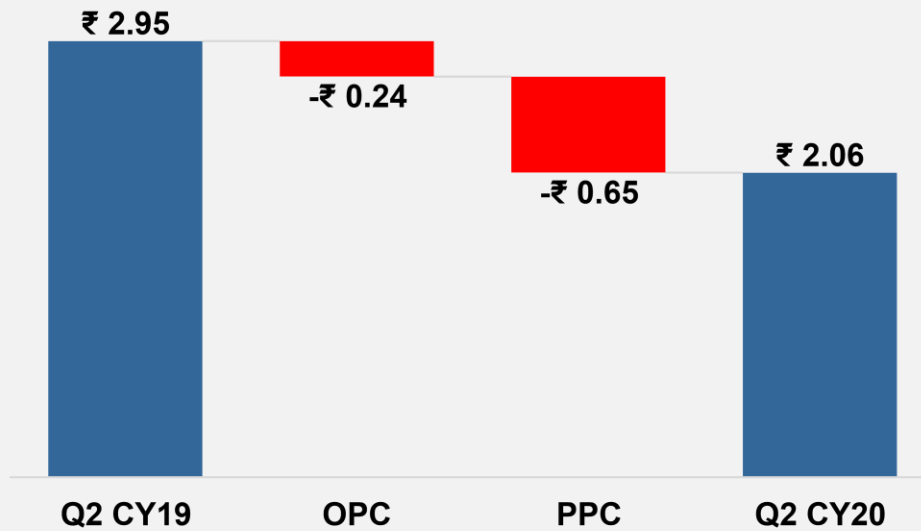
Note: Charts not to scale

Cement Performance – Q2 CY20

(₹ in Billions)



Volumes (metric tons in thousands)



Revenue (excluding other operating income)

Highlights in Q2 CY20

- Revenue from Cement business decreased by 30.2% due to lower volumes on account of COVID-19
- Adjusted EBITDA from Cement business in Q2 of 2020 decreased by ₹176 million due to decline in volumes

OPC – Ordinary Portland Cement; PPC – Portland Pozzolana Cement

Note: Charts not to scale

Consolidated Debt Position

US$ in Millions	Jun 2020	Dec 2019
7.25% USD-denominated Senior Secured Notes (due in April 2025)	550	550
Euro-denominated Senior Secured Term Loan B (due in January 2025)	437	437
Other Term Debt	52	57
Finance Lease Liability	75	16
Gross Term Debt	**1,114**	**1,060**
Add: Working Capital and other Debt	87	55
Less: Deferred Finance Cost	13	14
Total Debt	**1,188**	**1,101**
Less: Cash and Cash Equivalents	196	**173**
Net Debt	**992**	**928**
LTM Adjusted EBITDA	265	248

Highlights in H1 2020

- Capital expenditure of ₹7.11 billion (~US$ 96 million) during H1 2020 includes ₹3.48 billion (US$ 47 million) spent on our two major projects – a hydrogenated hydrocarbon resins production facility in Germany and a vertical-shaft calciner (under construction) in India – as well as expenditure for other projects.
- Net cash used in financing activities of ₹(0.96) billion during H1 2020 includes ₹2.06 billion of net inflows in respect of proceeds from borrowings and ₹0.66 billion of net outflows for lease payments. Balance outflow of ₹2.36 billion is toward interest payments.

INR in Millions	H1 2020	H1 2019
Operating Activities	10,072	9,269
Investing Activities	(8,700)	(4,873)
Financing Activities	(955)	(3,889)

Appendix

Summary of Statement of Operations

₹ in Millions

Particulars	Q2 2020	Q1 2020	Q2 2019	CY 2019
Net Revenue	23,427	28,816	33,231	122,873
Other Operating Income	182	160	185	735
Revenue from Operations	**23,609**	**28,976**	**33,416**	**123,608**
Adjusted EBITDA	**4,344**	**5,579**	**4,509**	**17,427**
Adjusted EBITDA Margin	*18.4%*	*19.3%*	*13.5%*	*14.1%*
Profit Before Tax	**659**	**1,614**	**2,027**	**5,907**
Tax Expense, net	315	475	559	1,283
Non-controlling Interest	78	74	211	710
Net Profit After Tax	**266**	**1,065**	**1,257**	**3,914**
Adjusted Net Profit After Tax	**821**	**2,044**	**1,413**	**5,211**
Adjusted Earnings Per Share (in ₹)*	2.44	6.08	4.20	15.49

Quarterly EPS is not annualized.

Reconciliation of EBITDA and PAT for Q2 CY20

₹ in Millions

Particulars	EBITDA	PAT
A. Reported	**3,704**	**266**
B. Adjustments:		
• Inventory Adjustments due to extraordinary fall in commodity prices	450	383
• Expenses towards strategic projects and other non-recurring items	346	311
• Reversal of reorganisation costs accruals	(156)	(139)
C. Adjusted (A + B)	**4,344**	**821**

RAIN – Key Business Strengths

- Three business segments (Carbon, Advanced Materials and Cement)
- Global presence with 2.1 million tonnes p.a. calcination capacity, 1.0 million tonnes p.a. CPC blending capacity, 1.3 million tonnes p.a. coal tar distillation capacity, 0.7 million tonnes p.a. advanced materials capacity and 4.0 million tonnes p.a. cement capacity
- Transforming by-products of oil and steel industries into high-value carbon-based materials essential to numerous manufacturing applications and end products
- Long-standing relationships with raw material suppliers and end customers
- Leading R&D function drives continuous innovation
- Diversified geographical footprint with advantaged freight and logistics network
- Facilities with overall 175 MW co-generated steam and power capacity
- Refinanced at lower interest rate during January 2018
- Experienced international management team
- Strategy shift from low-margin products to favourable product mix

RAIN Group continues to grow on its core competencies.

Thank You