RAIN INDUSTRIES LIMITED

Earnings Presentation – Q2 CY24

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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.

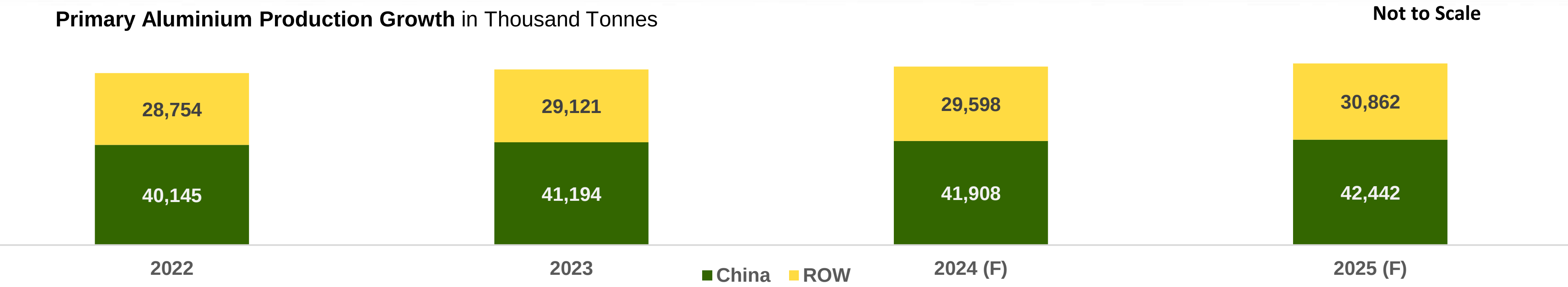
Key Highlights – Q2 2024

- Revenue from Operations was ₹40.94 billion
- Adjusted EBITDA was ₹4.90 billion
- Adjusted Net Profit After Tax was ₹0.07 billion
- Adjusted Earnings per share was ₹0.21
- Capital expenditure of US$ 35 million for the six-months period ended June 30, 2024
- Liquidity of US$ 432 million – including cash balance of US$ 206 million
- Carbon segment benefited with advancement of shipments into current quarter and recovery towards normalised margins
- Consecutive quarters of improved earnings, due to higher volumes in Advanced Materials segment and lower operating costs
- Cement segment performance declined due to lower realisations, lower volumes and higher operating costs

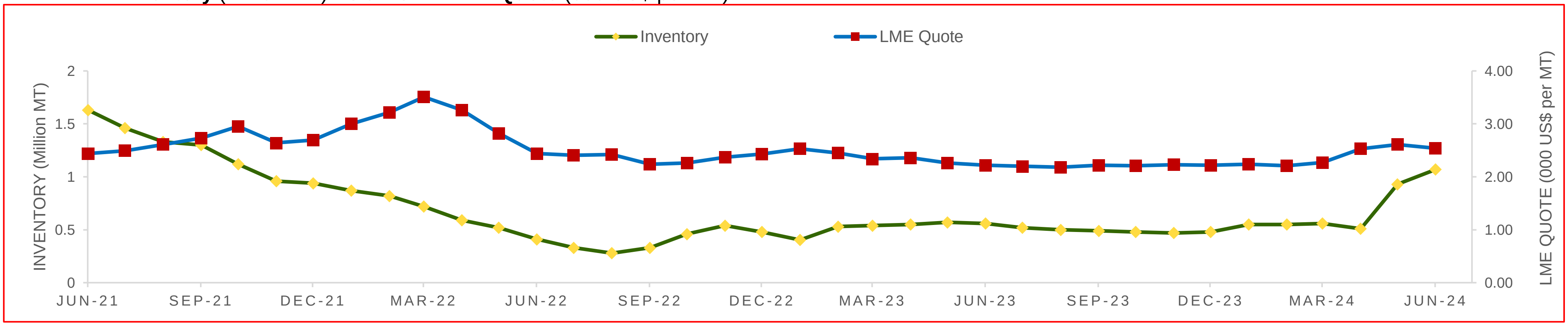
Achieved TRIR of 0.22 for H1 2024 in our Carbon and Advanced Materials Segments

Aluminium Market Update

Primary Aluminium Production Growth in Thousand Tonnes



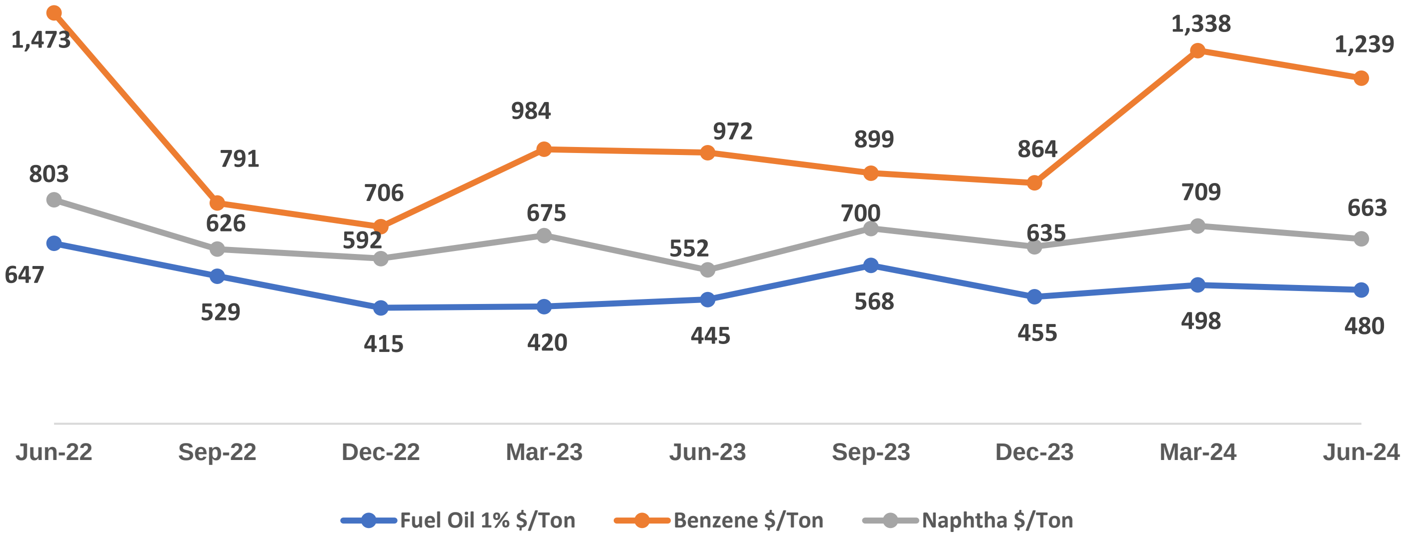
LME AL Inventory (Million MT) vis-à-vis **LME AL Quote** (000 US$ per MT)



- Aluminium 3-month LME seller's price trading around US$2,290 per Ton by end of July 2024
- Primary Aluminium production growing both in China and Rest of World. However, underlying macro conditions remain challenging due to weaker demand amid high interest rates

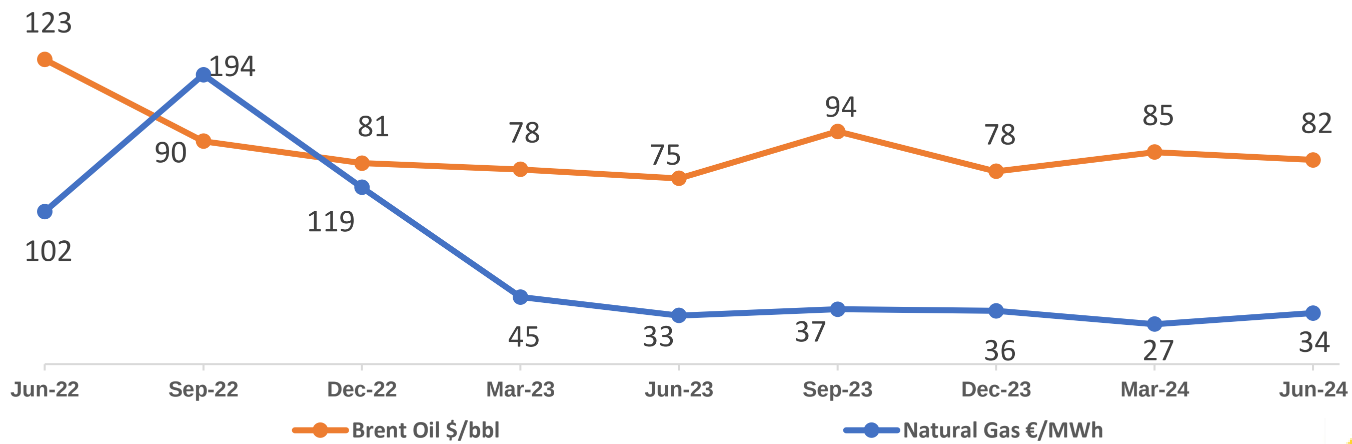
Price Trend of Key Products and European Natural Gas

Not to Scale



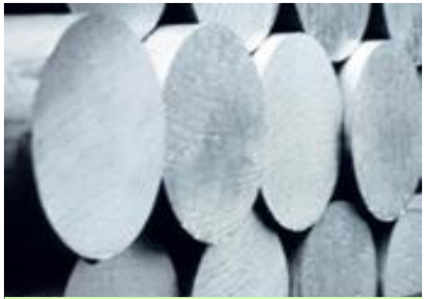
Prices have fallen compared to Q1 2024 however higher than Q2 2023

Stabilised Gas prices in Europe since mid CY 2023



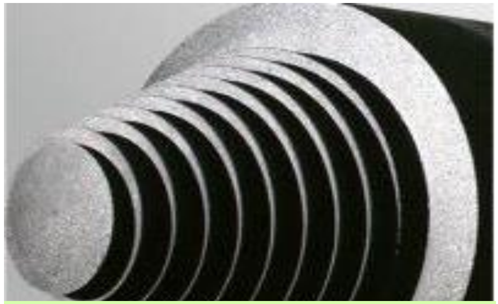
Revenue by End Industry – LTM June 2024

Markets We Serve


Aluminium


Automotive


Chemicals and Advanced Materials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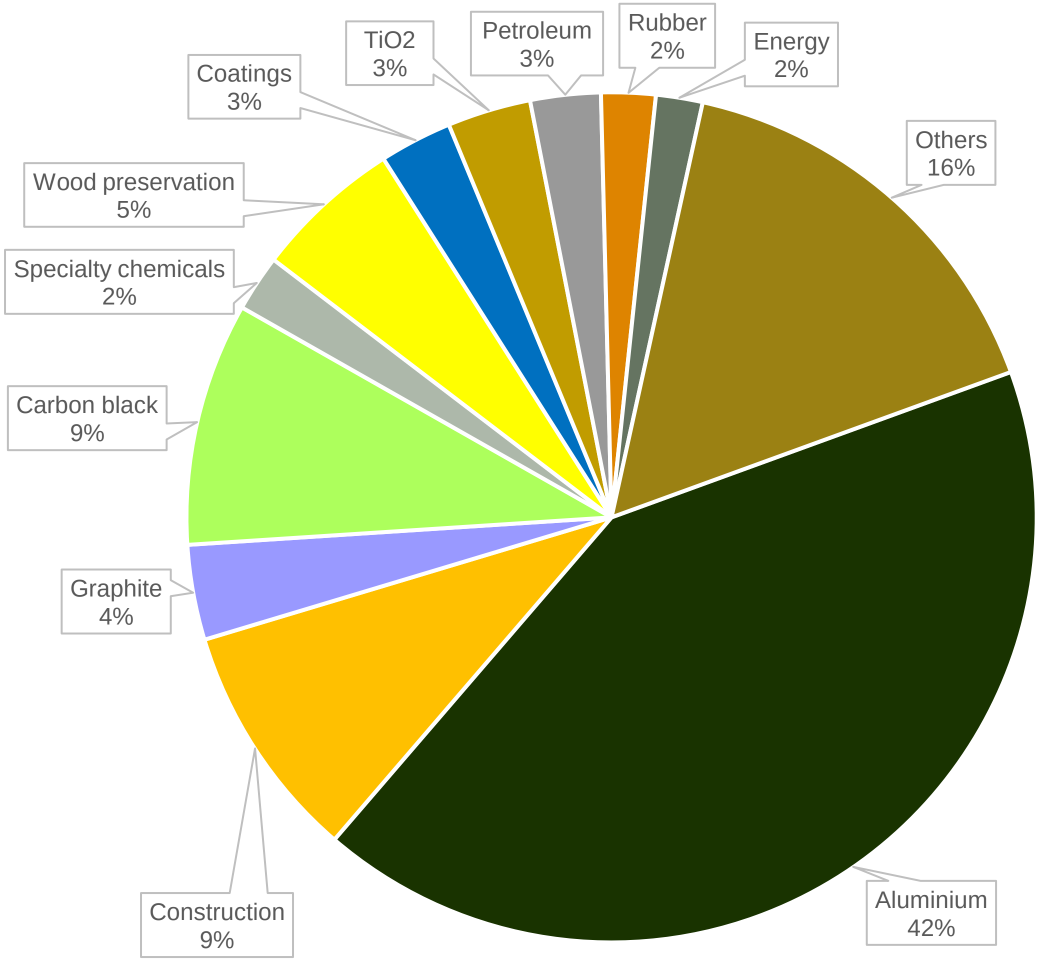
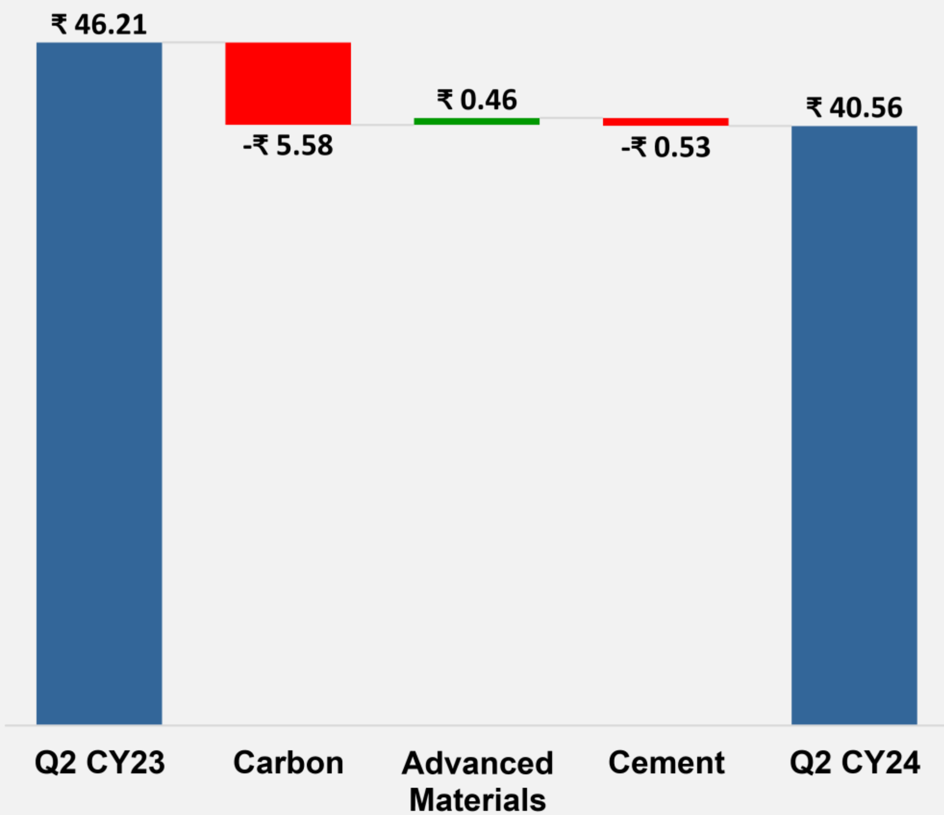


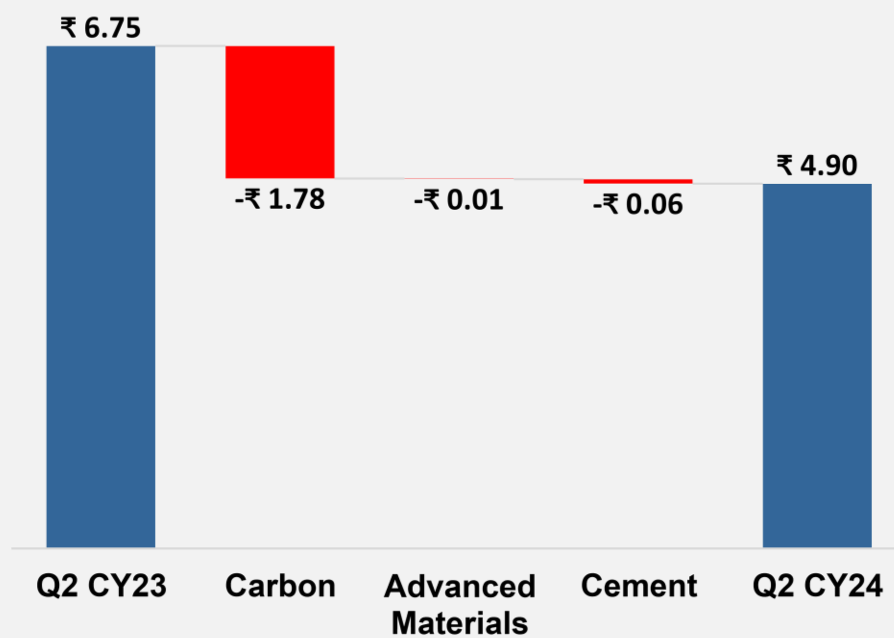
Aluminium continued to be major end-customer industry

Consolidated Revenue and EBITDA Q2-2024

(₹ in Billions)



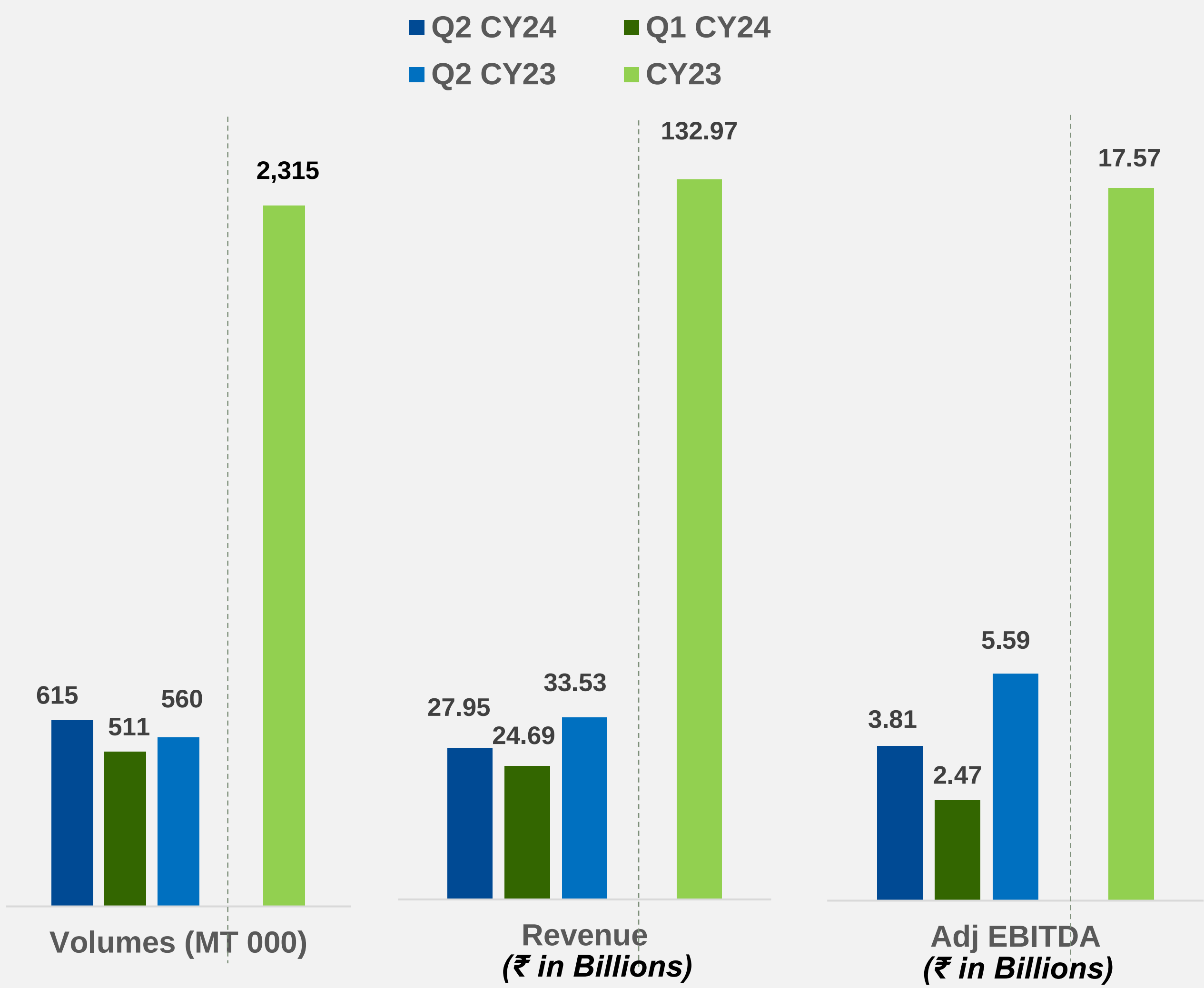
Revenue (excluding other operating income)



Adjusted EBITDA

Note: Charts not to scale

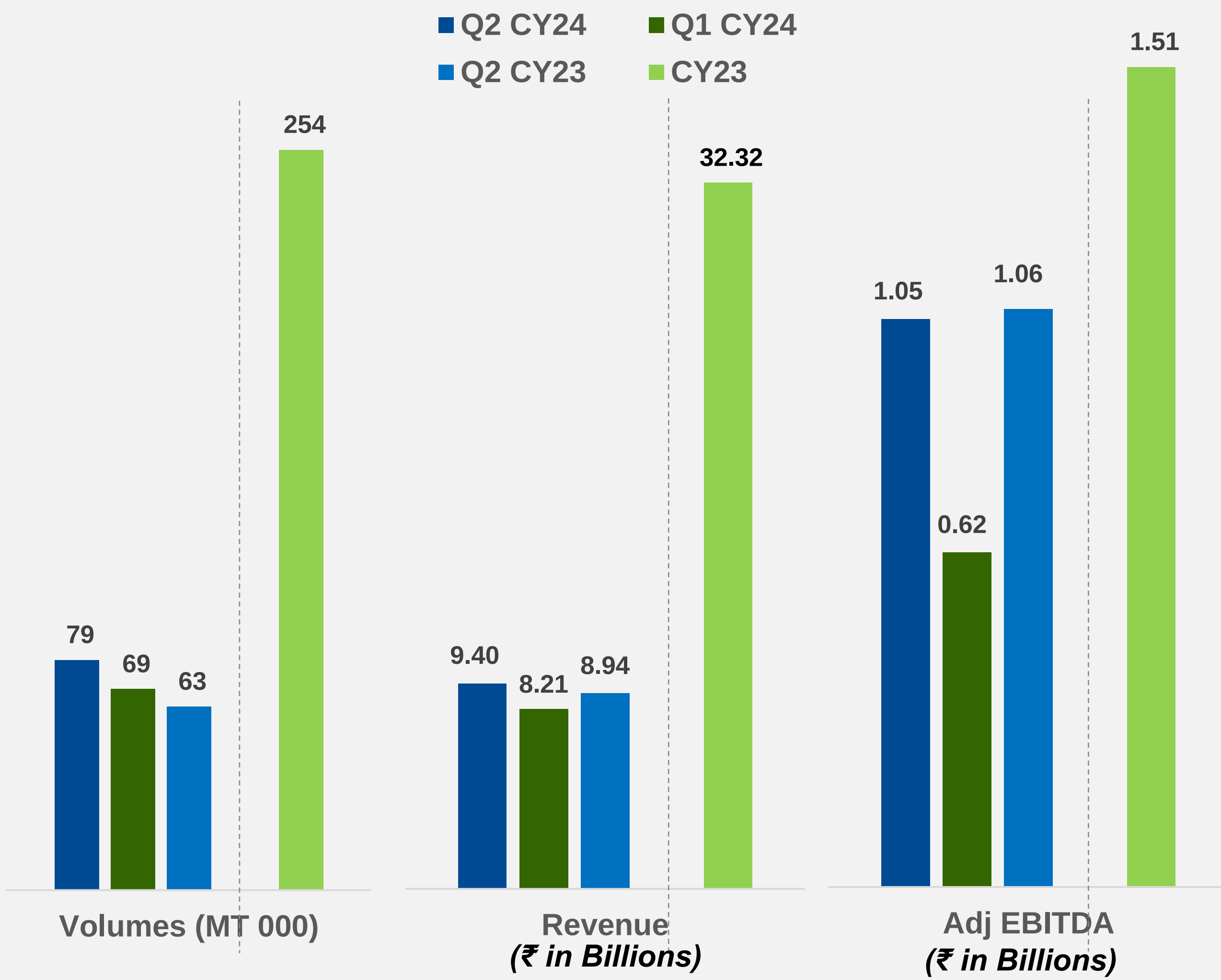
Carbon: Revenue and EBITDA



Q2 2024 Vs Q2 2023

- Revenue decrease driven by
  - Reduced average realisations across all major products due to declining market quotations and raw material prices
  - Higher volumes from calcination business and advancement of shipments into current quarter
- EBITDA decrease compared to prior year due to
  - Delay in cost resets of raw-materials against falling finished product prices
- However, Volumes, Revenue and EBITDA have improved compared to Q1 2024

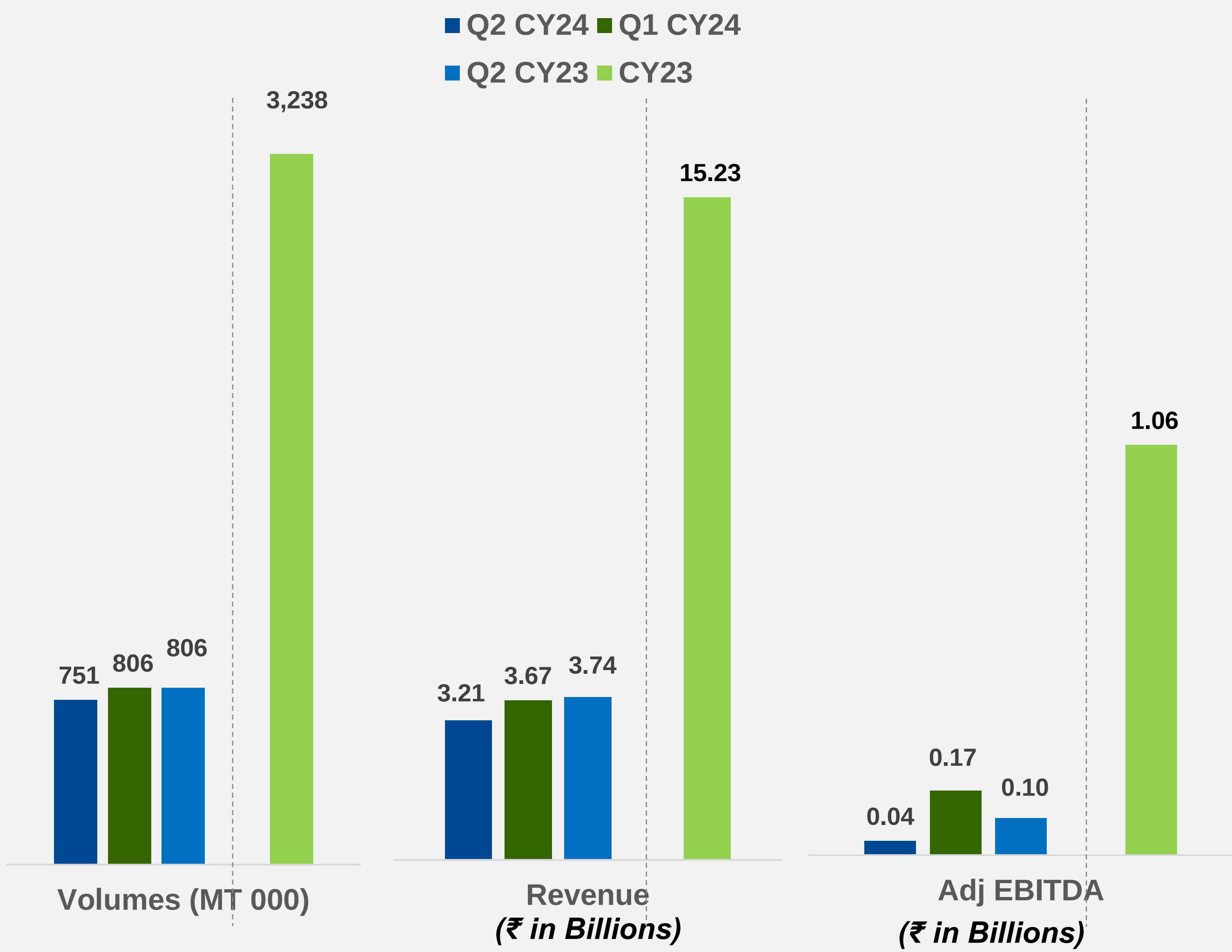
Advanced Materials: Revenue and EBITDA



Q2 2024 Vs Q2 2023

- Revenue increase driven by
  - increase in volumes driven by seasonal sales and HHCR sales due to Red Sea crisis impacting Asian supplies
  - Offset by lower average prices driven by fall in commodity prices
- EBITDA marginally declined compared to prior year due to
  - Decline in realisations
  - Offset by increased volumes
- However, Volumes, Revenue and EBITDA have improved compared to Q1 2024

Cement: Revenue and EBITDA



Q2 2024 Vs Q2 2023

- Revenue decrease driven by
  - Fall in realisations
  - Lower volumes

- EBITDA declined due to
  - Lower realisations
  - Higher operating costs

Debt Summary

US$ in Millions	Jun 2024	Dec 2023
USD-denominated Senior Secured Notes (due in April 2025)	50	50
USD-denominated Senior Secured Notes (due in September 2029)	449	450
Euro-denominated Senior Secured Term Loan (due by October 2028) *	332	380
Senior Bank Debt and Other debt	22	22
Gross Term Debt	**853**	**902**
Add: Working Capital Debt	117	102
Less: Deferred Finance Cost	17	21
Total Debt	**953**	**983**
Less: Cash and Cash Equivalents	206	268
Net Debt #	**747**	**715**
LTM Adjusted EBITDA	177	244

* Debt of €310.3 million and €343.5 million converted at USD/EURO rates of 1.07 and 1.11 as at Jun.30, 2024 and Dec. 31, 2023 respectively.

Does not include Lease liabilities amounting to US$68 million and US$63 million for Jun.30, 2024 and Dec. 31, 2023 respectively.

Cash Inflows / Outflows during H1 2024

- Operating cash flows includes net working capital release of ₹1.43 billion (compared to inflows of ₹6.87 billion in H1 2023) due to general decline in prices.
- Capital expenditure of ₹2.92 billion (US$35 million) during the six months period.
- Net cash used in financing activities of ₹9.49 billion primarily related to the payment of interest & dividend along with repayment of long-term debt.

(₹ in millions)

Particulars	H1 2024	H1 2023
Operating Activities	7,044	17,048
Investing Activities	(821)	(5,868)
Financing Activities	(9,487)	(7,787)

Outlook

- Margins pressure to continue in second half of 2024; likely to improve from first half of 2025
- CAQM order granting relief from pet coke import restrictions partially implemented with the DTA Plant receiving a higher allocation compared to prior years.
- Received permissions for importation of GPC for SEZ Plant. Import of CPC is still under evaluation and expect to receive pending permission in H2 2024.
- With increased spend on infrastructure by the Government of India and by the State Government of Andhra Pradesh, cement demand is expected to increase.
- Management is implementing significant and sustainable cost–saving measures across all geographies.

Thank You

Appendix

Summary of Consolidated Statement of Profit and Loss

₹ in Millions

Particulars	Q2 2024	Q1 2024	Q2 2023	CY 2023
Net Revenue	40,558	36,570	46,206	180,518
Other Operating Income	384	132	65	897
Revenue from Operations	**40,942**	**36,702**	**46,271**	**181,415**
Reported EBITDA	**4,011**	**3,466**	**6,499**	**17,374**
Adjusted EBITDA	**4,903**	**3,258**	**6,750**	**20,137**
Adjusted EBITDA Margin	*12.0%*	*8.9%*	*14.6%*	*11.1%*
Profit / (Loss) Before Tax	**(22)**	**(339)**	**3,135**	**(4,824)**
Tax Expense, net	427	826	1,069	3,138
Non-controlling Interest	330	294	409	1,417
Reported Profit / (Loss) After Tax	**(779)**	**(1,459)**	**1,657**	**(9,379)**
Adjusted Profit / (Loss) After Tax	**70**	**(1,617)**	**1,908**	**1,526**
Adjusted Earnings / (Loss) Per Share (in ₹)*	0.21	(4.81)	5.67	4.54

Quarterly Earnings Per Share is not annualized.

Reconciliation of EBITDA and PAT

₹ in Millions

Particulars	Q2-2024	
	EBITDA	PAT
A. Reported	**4,011**	**(779)**
B. Adjustments/Exceptional items:		
• Provision for severance payments in Germany	716	716
• Expenses towards non-recurring items	309	309
• Foreign exchange loss/(gain) on inter-company debt note	(133)	(133)
• Tax impact on above adjustments	-	(43)
C. Adjusted (A + B)	**4,903**	**70**

RAIN – Key Business Strengths

- Three business segments (Carbon, Advanced Materials and Cement)
- Global presence with 2.4 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, 0.4 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 advantageous freight and logistics network
- Facilities with overall 187 MW co-generated steam and power capacity and renewable solar power
- Experienced international management team
- Strategy shift from low-margin products to favourable product mix

RAIN Group continues to grow on its core competencies.