RAIN INDUSTRIES LIMITED

Earnings Presentation – Q2 CY18

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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.

Second Quarter Summary

Financial Highlights

Revenue	EBITDA	Net Profit	EPS
₹ 37.7 billion	₹ 6.9 billion	₹ 2.9 billion	₹ 8.8

Business Highlights

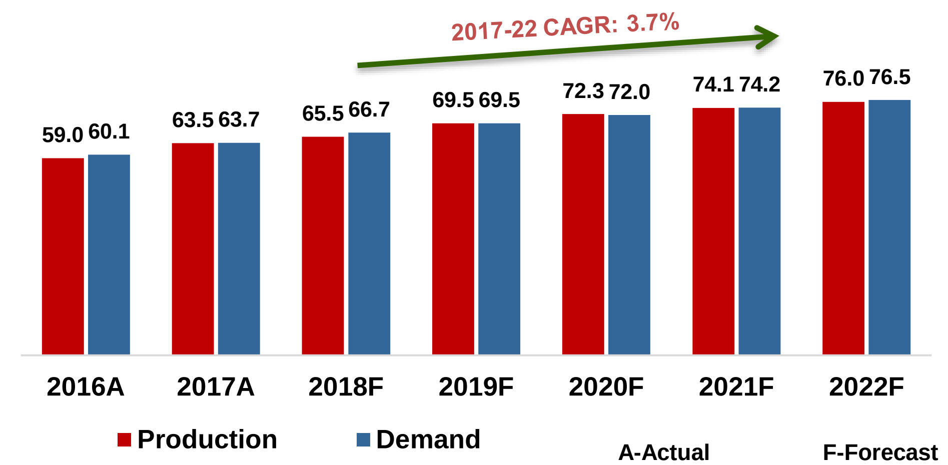
Best safety performance in RAIN history

Higher sales volumes and realizations

Turbulent market due to trade war on import tariff

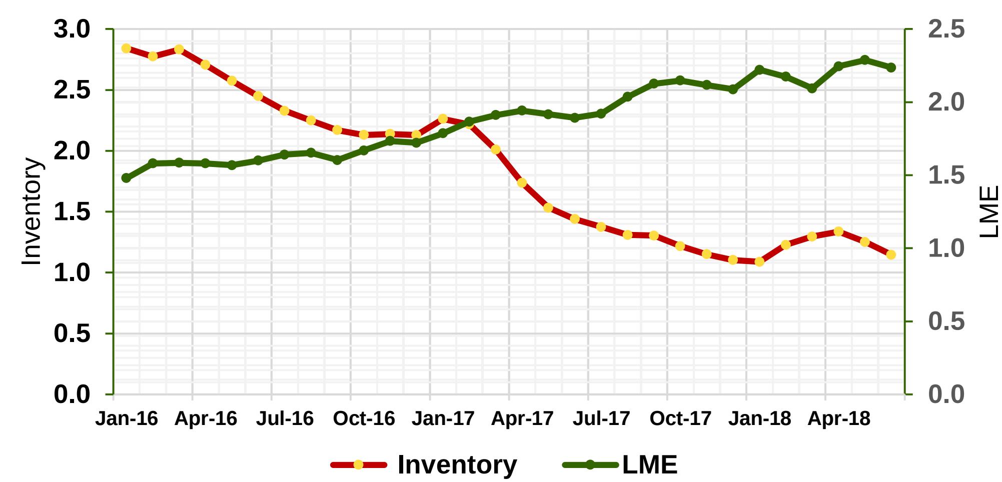
Key Market Factors

Aluminum: Production and Demand (Million MT)

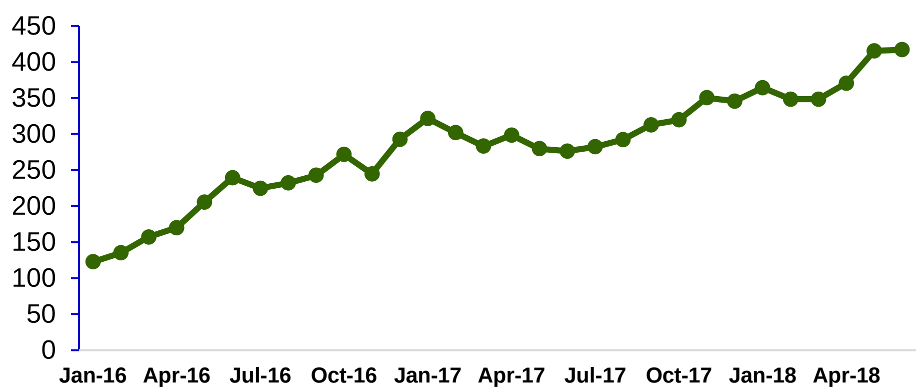


Aluminum: Inventory (Million MT) vis-à-vis LME (000 US$ per MT)

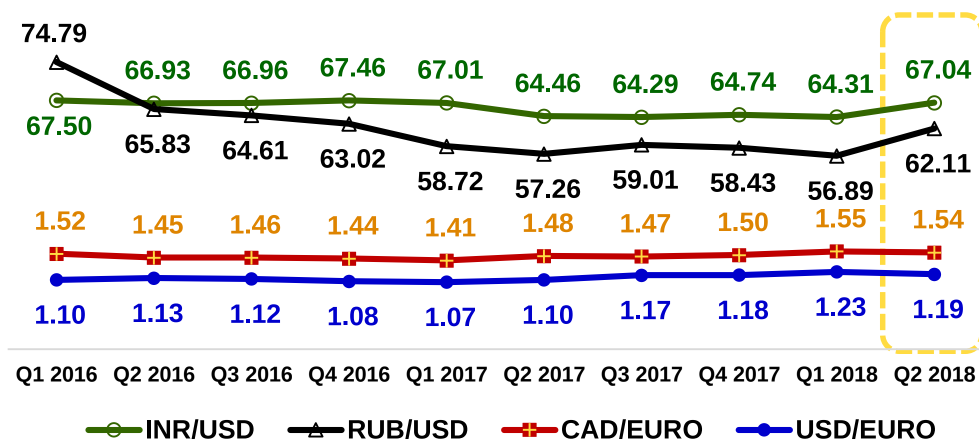
Not to scale



Fuel Oil (US$ per MT)



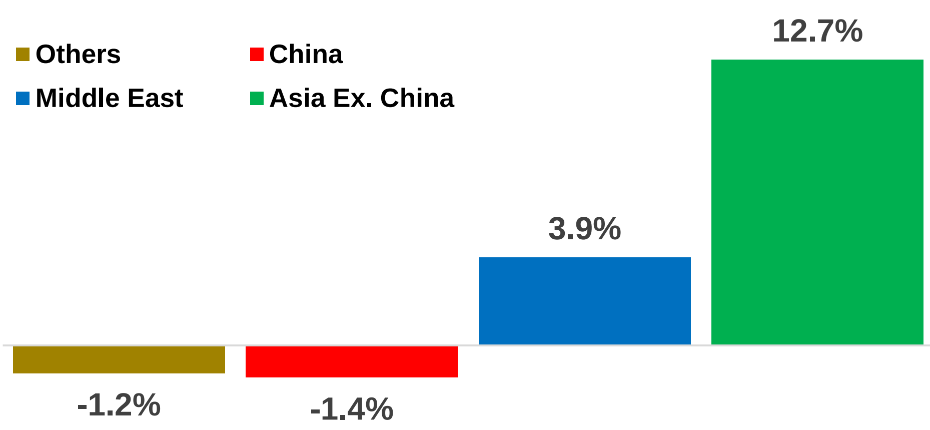
Foreign Exchange Movements



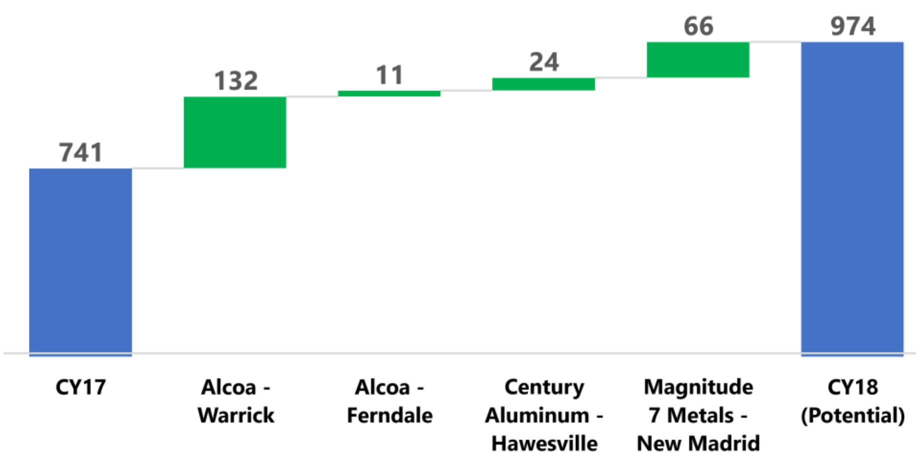
Primary aluminum production continues to grow, contributing to demand for Carbon products.

Market Factors

Primary Aluminum Production Growth H1 CY18 vs H1 CY17



US Primary Production IN CY17 in Thousand Tons



Industry Updates:

- LME price realigned to bearish pattern after reversal of rally unleashed by US sanctions. Higher premiums benefited US smelters.
- ALCOA restarted 2 of its 3 curtailed plotlines in Warrick, USA. Century restarted 1 of its 3 curtailed plotlines in Hawesville, USA.
- Early restarts or ramp-ups of other curtailed capacities delayed due to skilled labor availability issues and technical constraints.
- Disruptions in bauxite mining in Brazil, US sanctions and levy of tariff on imports by US resulted in lower aluminum production during Q2.
- Targeting the aluminium supply deficit in ROW, Chinese aluminum producers lobbying for removal of export tax in China.
- Softer market conditions limited price increase of GPC and CPC in Q2 and expected to continue in near future.
- To control pollution, the Hon'ble Supreme Court of India has ordered ban on import and use of pet coke as fuel on July 26, 2018.

MARPOL Update

MARPOL 2020

- New MARPOL (International Convention for the Prevention of Pollution from Ships) limits on sulfur content in marine fuels starting in 2020. This additional crude demand would contribute to crude market tightening in 2020-21.

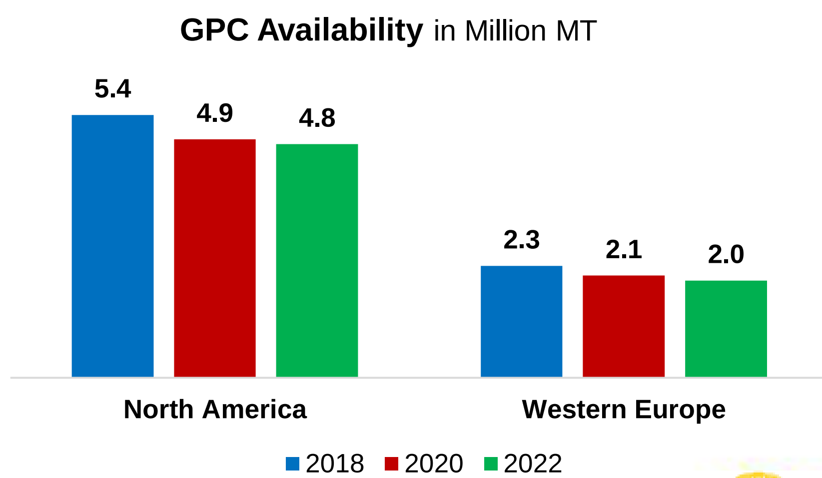
- In 2020, global sulfur limits for marine bunker fuel will be lowered from the current 3.5% to 0.5%, affecting fuel demand from the shipping industry.

- There is a high degree of uncertainty over the level of compliance from shipping companies, and if they do switch, which alternative fuels they will use. They could continue using high-sulfur grades and install scrubbers, which remove the sulfur from exhaust gases.

Impact of MARPOL on GPC availability

- The enactment of MARPOL will put existing quantities and qualities of calcinable green petroleum coke ("GPC") production at risk of decreasing.

- As per the recent industry estimates, upon the enactment of MARPOL, over 900KMT of calcinable GPC supply is expected to be at the risk of disappearing from global marketplace. This includes approximately 600KMT in North America and 300KMT in Western Europe.



Ongoing Capital Expansion

Vertical shaft technology-based calcination plant, Vishakhapatnam, Andhra Pradesh, India

- All of the requisite permissions are obtained, and detailed engineering, land acquisition, site clearance work and contractor selection is done. Foundation work is underway. The project is in line with the revised schedule for completion during Q3 CY19.

Hydrogenated hydrocarbon resins (HHCR) plant, Castrop-Rauxel, Germany

- Site clearance work has commenced and has exceeded the planned time due to excess debris found underground at this 100-year-old site. Project is inline with the revised schedule for completion during Q3 CY19. Major contracts for equipment and contractors are concluded.

Debottlenecking of petro tar distillation facilities in Belgium, Germany and Russia

- With an intent to leverage its raw material mix, the Company initiated debottlenecking of its petro tar distillation facilities in Belgium, Germany and Russia in CY17. The project is in line with the scheduled execution plan. The Company expects to complete debottlenecking in Q4 CY18.

4.1 MW waste heat recovery (WHR) power plant, Nalgonda cement plant, Telangana, India

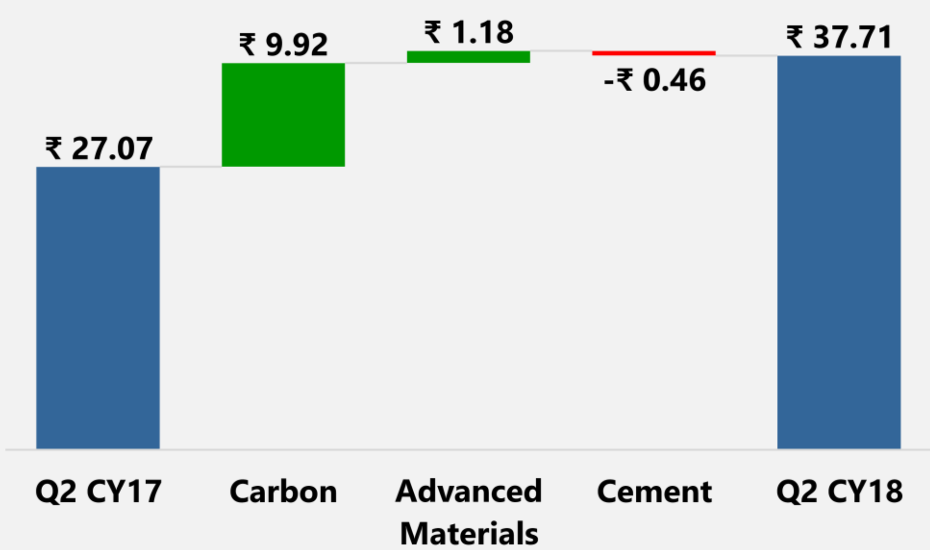
- After the successful commissioning and operation of a 7MW WHR plant at its Kurnool cement facility, RAIN started commissioning of another 4.1MW WHR power plant at its Nalgonda cement plant in CY17. Detailed engineering and EPC contracts are executed and civil construction including superstructure work is in progress. It is estimated to commence operations in January 2019.

Upgradation of cement facility, Kurnool District, Andhra Pradesh, India

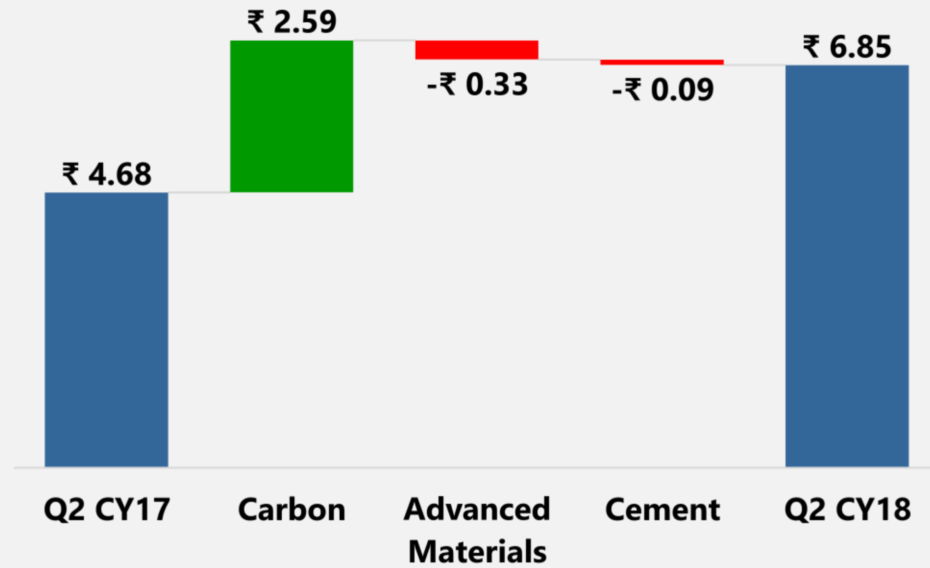
- The Company is undertaking technology upgradation of its existing cement grinding plant in Kurnool, Andhra Pradesh, India. With this technology upgradation, the existing cement grinding capacity will increase from 2.03 million tons p.a. to 2.79 million tons p.a. This technology upgradation will enhance the production efficiency through savings in power consumption. The total estimated CAPEX for this project is ₹ 419.0 million. The project is scheduled for completion by the end of Q2 CY19.

Consolidated Performance – Q2 CY18

(₹ in Billions)



Revenue (excluding other operating income)



Adjusted EBITDA

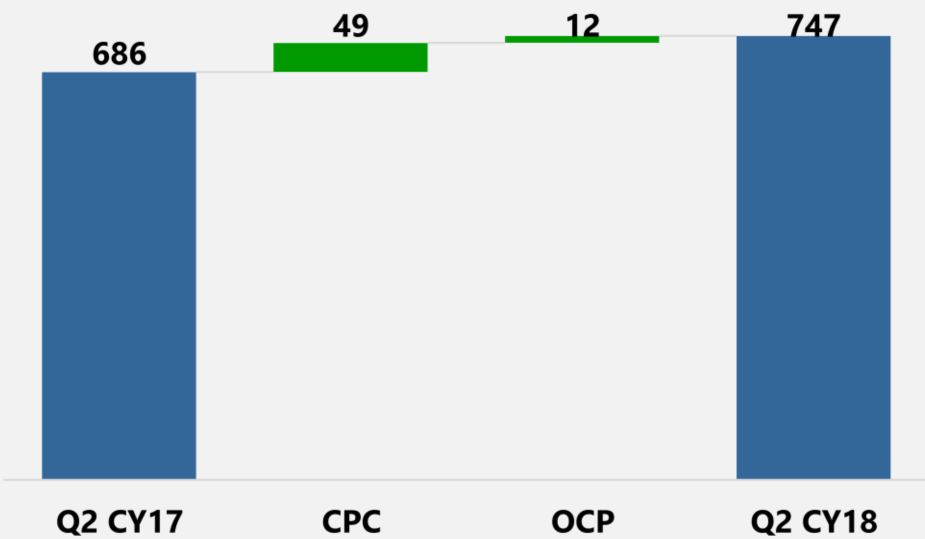
Highlights in Q2 CY18

- Consolidated revenue increased due to the increase in sales volumes and realizations including the favorable impact from depreciation of Indian Rupee against the Euro and the US Dollar.
- Although the markets are challenging, the margins are being maintained due to cost optimisation and improved capacity utilisations.
- The adjusted EBITDA increased by approximately 46.5% in Q2 CY18 compared to Q2 CY17

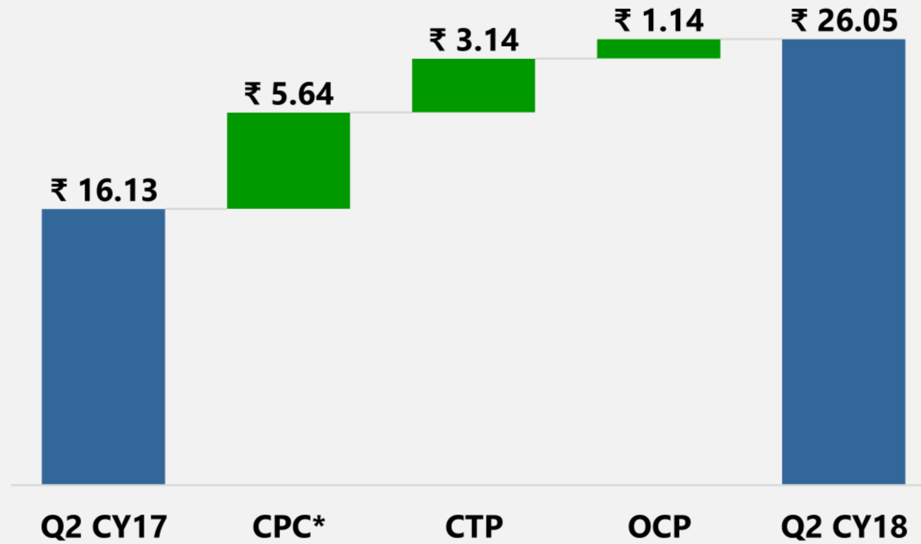
Note: Charts Not to scale

Carbon Business Performance – Q2 CY18

(₹ in Billions)



Sales Volumes (tons in thousands)



Revenue (excluding other operating income)

Highlights in Q2 CY18

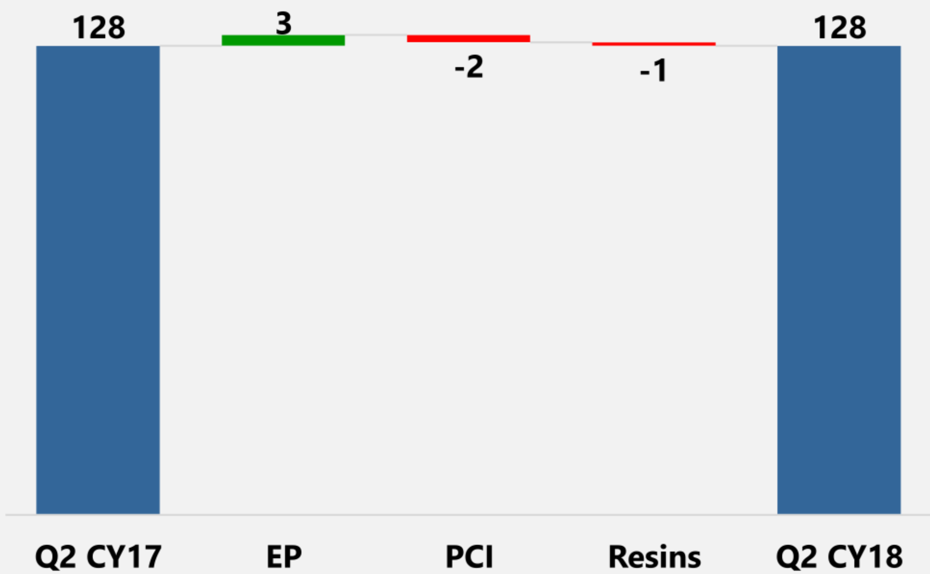
- Carbon revenue increased due to increased volumes of CPC and OCP in addition to the improved realizations across all carbon products including the favorable impact from depreciation of Indian Rupee against the Euro and the US Dollar.
- Adjusted EBITDA from Carbon business in Q2 CY18 is ₹5.5 billion as against ₹2.9 billion in Q2 CY17.

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

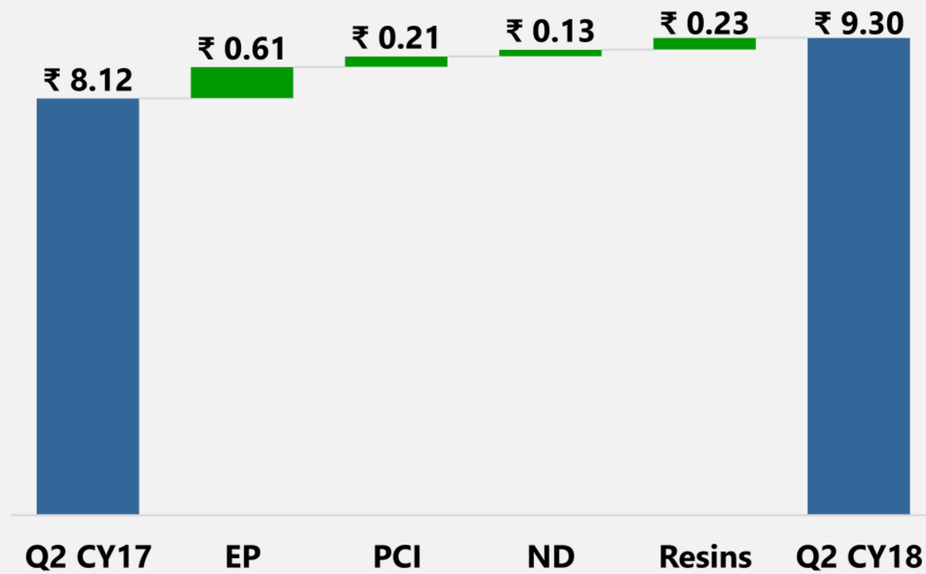
Note: Charts Not to scale

Advanced Materials Business Performance – Q2 CY18

(₹ in Billions)



Sales Volumes (tons in thousands)



Revenue (excluding other operating income)

Highlights in Q2 CY18

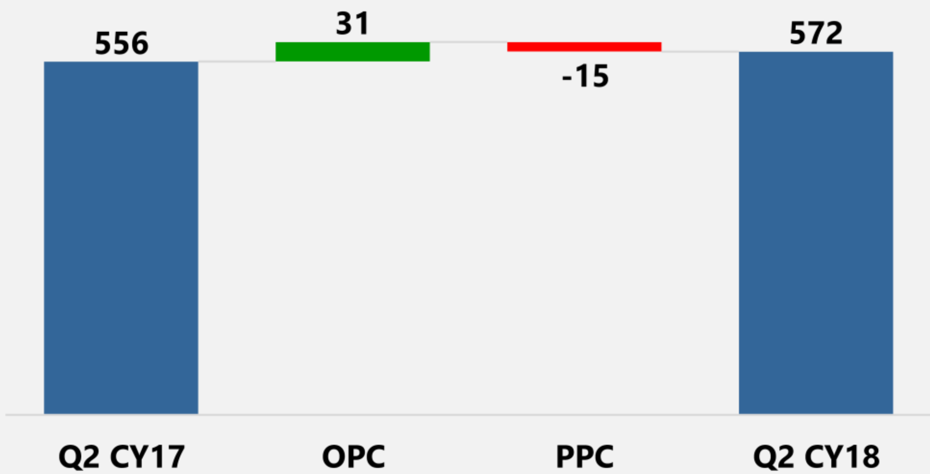
- Majority portion of increase in revenue led by appreciation of the Euro and US Dollar against Indian Rupee. The increased quotations from Engineered Products offset with decreased volumes in Petro Chemical Intermediates.
- Adjusted EBITDA from Advanced Materials business in Q2 CY18 is ₹1.2 billion as against ₹1.5 billion in Q2 CY17.
- Performance of Advanced Materials business impacted due to higher raw material quotations.

EP – Engineered Products; PCI – Petro Chemicals Intermediates; ND – Naphthalene Derivates

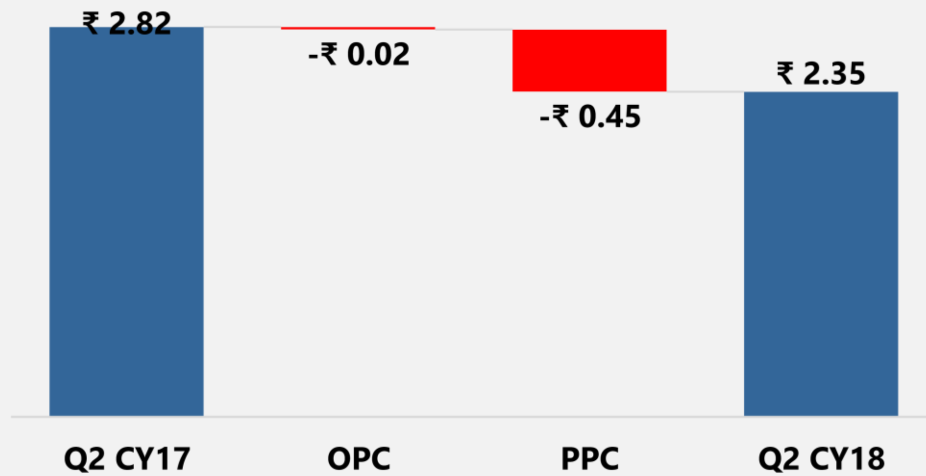
Note: Charts Not to scale

Cement Performance – Q2 CY18

(₹ in Billions)



Sales Volumes (tons in thousands)



Revenue (excluding other operating income)

Highlights in Q2 CY18

- Revenue from Cement business decreased by approximately 16.4% mainly due to decrease in realisations by approximately 18.8% in Q2 CY18 compared to Q2 CY17, partly offset with approximately 2.9% increase in volumes.
- Adjusted EBITDA from Cement business in Q2 CY18 is ₹0.1 billion as against ₹0.2 billion in Q2 CY17.
- Performance of Cement business impacted due to higher operating cost and lower cement clinker ratio.

OPC – Ordinary Portland Cement;   PPC – Portland Pozzolana Cement

Note: Charts Not to scale

Consolidated Debt Position

US$ in Millions	Jun.'18	Dec.'17
Senior Secured Notes		
- 8.25% USD Bonds (due in 2021)	-	247
- 8.50% Euro Bonds (due in 2021)	-	242
- 7.25% USD Bonds (due in 2025)	550	550
Euro Term Loan B	454	-
Other Term Debt	66	69
Gross Term Debt	**1,070**	**1,108**
Add: Working Capital	56	50
Gross Debt	**1,126**	**1,158**
Less: Cash and Cash Equivalents	101	147
Less: Deferred Finance Cost	18	12
Net Debt	**1,007**	**999**
LTM Adjusted EBITDA	416	349

Highlights in Q2 CY18

- Cash balance of $101 million and unutilised working capital facilities of $ 150 million.
- Although net working capital increased by $ 33 million, increase in working capital loan is only $ 6 million.

₹ / $ in Millions	Jun.'18	Dec.'17
Inventories (₹)	25,460	19,985
Trade Receivables (₹)	16,570	16,873
Trade Payables (₹)	(12,604)	(11,512)
Net Working Capital (₹)	**29,426**	**25,346**
Net Working Capital ($)	**429**	**396**

The Raw Materials We Produce
Make Products You Rely On Possible

Today's automobiles are highly reliant on our Carbon and Advanced Materials-based products.

Calcined petroleum coke
for anodes used in electrolytic
process to produce aluminum

CARBORES®
for refractory
bricks
in metallurgy

PETRORES® resins
for lithium-ion
battery coatings

NOVARES® resins
for hot melt adhesives
for interior fittings

Coal tar pitch
which acts as a binder for the CPC used
to create anodes for aluminum production

Special pitch
for graphite electrodes in lithium-ion batteries

Carbon black oil
for automotive coatings

Titanium dioxide
used as a filler in automotive
paints and plastics

Acetophenone
for stabilization of plastics

Naphthalene
for dyes used
to color plastic parts

Cresolic mixtures/naphthalene
for flat screens

Cresol mixtures
for insulation of
copper wires in motors

NOVARES® resins
improve the grip of tires
in wet conditions and
reduce
rolling resistance

Carbon black oil
for carbon black, which
improves the mechanical
properties of tires

RAIN – Key Business Strengths

- Three business verticals (Carbon, Cement and Advanced Materials)
- Global presence with 2.1 million tons p.a. calcination capacity, 1.0 million tons p.a. CPC blending capacity, 1.35 million tons p.a. coal tar distillation capacity, 0.65 million tons advanced materials capacity and 4.0 million tons p.a. cement capacity
- Transforming by-products of oil and steel industries into high-value carbon 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 logistic network
- Facilities with overall 125 MW co-generated energy
- Refinancing at lower interest rate
- International management team
- Strategy shift from low margin products to favourable product mix

RAIN Group continues to grow on its core competencies.

Appendix

Summary of Statement of Operations

₹ in Millions

Particulars	Q2 2018	Q1 CY18	Q2 2017	CY 2017
Net Revenue	37,706	32,911	27,071	113,919
Other Operating Income	327	151	95	552
Revenue from Operations	**38,033**	**33,062**	**27,166**	**114,471**
Adjusted EBITDA	**6,852**	**6,621**	**4,678**	**22,702**
Adjusted EBITDA Margin	*18.0%*	*20.0%*	*17.2%*	*19.8%*
Profit before share of profit of associates, exceptional items and tax	**4,584**	**4,060**	**2,375**	**12,633**
Less: Exceptional Items	-	-	-	1,803
Add: Share of Profit of Associates	-	-	-	9
Profit Before Tax	**4,584**	**4,060**	**2,375**	**10,839**
Tax Expense, including Exceptional Tax Benefit in Q4 CY17	1,546	1,403	819	2,918
Non-controlling Interest	90	145	41	285
Net Profit	**2,948**	**2,512**	**1,515**	**7,636**
Adjusted Net Profit	**2,948**	**2,512**	**1,515**	**7,977**
Adjusted Earnings Per Share in (₹)*	8.8	7.5	4.5	23.7

Quarterly EPS is not annualized.

Thank You