

# Generating long-term value

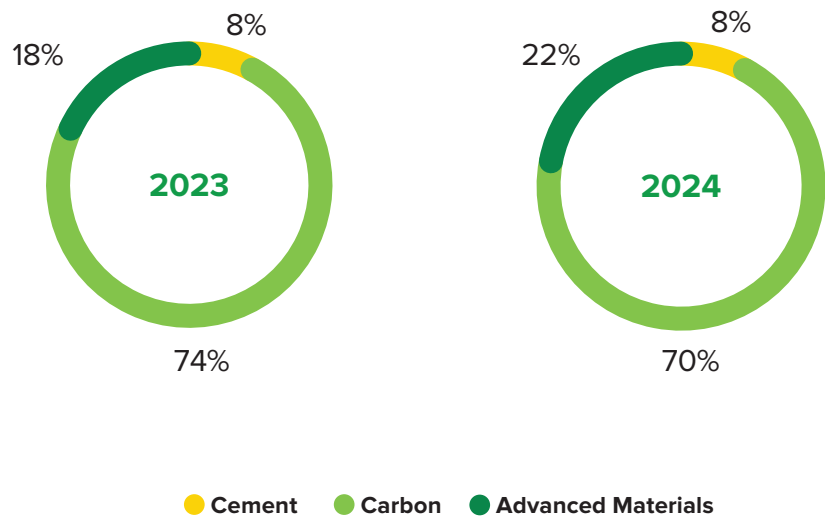


Our diversified business model, commitment to innovation, financial strength and consistent shareholder returns make RAIN a compelling investment opportunity. Our Company’s resilience and adaptability in a dynamic market environment position us well for sustained growth and value creation.

## Diversified and strong business profile

**RAIN operates across three primary segments:** Carbon, Advanced Materials and Cement. This diversification mitigates risks associated with market volatility in any single industry. The Carbon segment, which includes calcined petroleum coke (CPC) and coal tar pitch (CTP), is a leading supplier to the aluminium industry, contributing approximately 82% to our Company's consolidated EBITDA.

### Revenue by segment



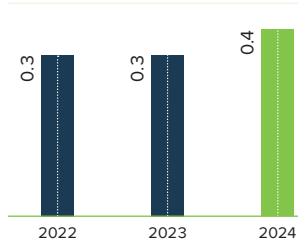
Diversified revenue streams help mitigate risks. Our Carbon segment contributes significantly to EBITDA, while our Advanced Materials and Cement segments add stability to RAIN's business.

## Innovation is the hallmark of our success

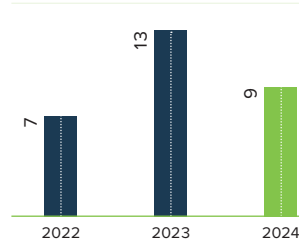
Our commitment to innovation is evident in the continuous development of advanced materials and sustainable technologies. Our Company invests significantly in research and development to enhance product performance and environmental sustainability, ensuring a competitive edge in the market.

### R&D investment

(in % of revenue)



### Products launched



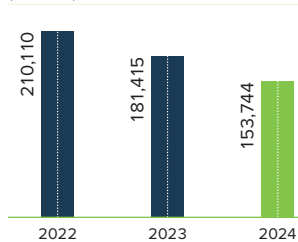
With consistent investment in R&D, RAIN continues to lead the industry in product development and environmental innovation, focusing on sustainable solutions.

## Business resilience and adaptability

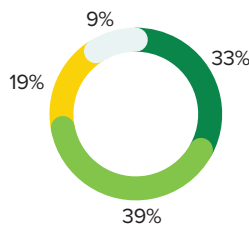
RAIN has demonstrated resilience through market cycles, effectively managing fluctuations in demand and pricing. Our Company's strategic diversification across sectors and geographies enables us to adapt to changing market conditions, maintaining stability and growth.

### Revenue

(₹ in Mn)



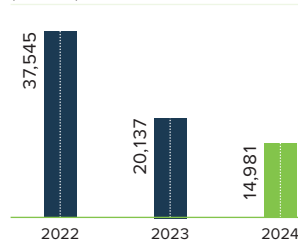
### Geographical revenue diversification



- North America
- Europe
- APAC
- Others

### EBITDA

(₹ in Mn)



RAIN's geographical and sectoral diversification strengthens the ability to navigate market fluctuations, ensuring long-term growth and stability in the Carbon, Advanced Materials and Cement segments.

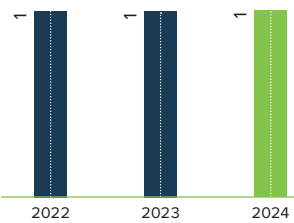
# INVESTMENT VALUE PROPOSITION

## Consistent shareholder returns

RAIN has a history of delivering consistent returns to shareholders, reflecting robust financial performance and commitment to value creation. In 2024, our Company paid a total dividend of ₹1 per share, maintaining a track record of rewarding investors.

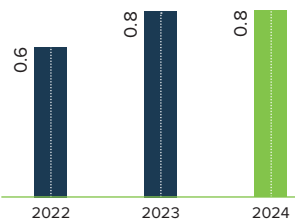
Total dividend paid

(₹ per Share)



Dividend yield

(%)

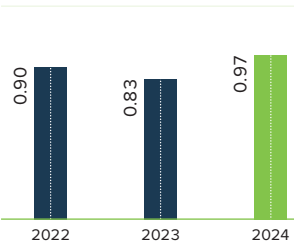


Our Company’s consistent dividend payout and attractive yield reflect a healthy financial position and commitment to delivering value to our shareholders.

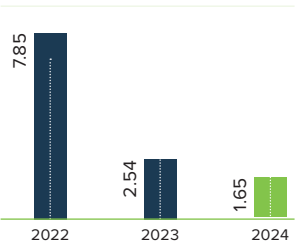
## Financial strength and stability

RAIN maintains a robust financial position with an optimal capital structure. We balance debt and equity to support growth initiatives while managing financial risks. Our Company’s debt-to-equity ratio has improved, indicating prudent financial management.

Debt-to-equity ratio

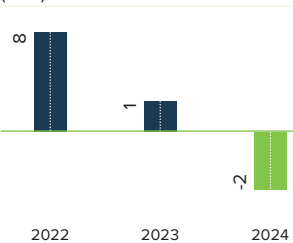


Interest coverage ratio



Return on assets

(RoA) %



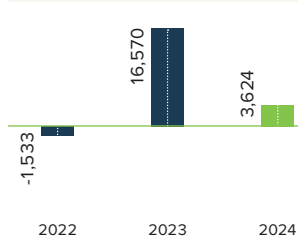
RAIN’s optimal capital structure and improved debt-to-equity ratio highlight our financial prudence and ability to support future growth.

## Efficient cash flow management

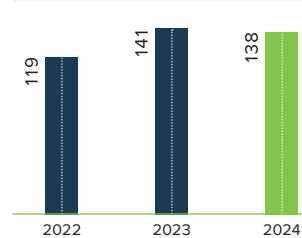
RAIN exhibits efficient cash flow management, ensuring liquidity to meet operational needs and strategic investments. Our Company's ability to generate consistent cash flows supports dividend payouts and reinvestment strategies, contributing to long-term shareholder value.

### Free cash flow

(₹ in Mn)

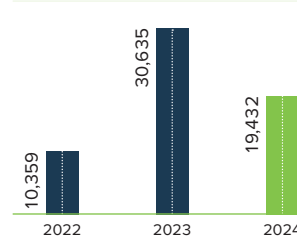


### Cash conversion cycle (days)



### Operating cash flow

(₹ in Mn)



**RAIN's ability to generate healthy free cash flow ensures a stable foundation for reinvestment and supports the realisation of our operational and strategic goals.**



RAIN office in Covington, US