RAIN INDUSTRIES LIMITED

RIL/SEs/2025 August 6, 2025

The General Manager Department of Corporate Services BSE Limited Phiroze Jeejeebhoy Towers Dalal Street, Fort Mumbai-400 001	The Manager Listing Department National Stock Exchange of India Limited Bandra Kurla Complex Bandra East, Mumbai – 400 051

Dear Sir/ Madam,

Sub: Management Presentation on Un-Audited Financial Results of the Company (Standalone, Consolidated and Segment) for the second quarter and half year ended June 30, 2025 – Reg.
Ref : Scrip Code: 500339 (BSE) & Scrip code : RAIN (NSE)

With reference to the above stated subject, given below is the link to the Management Presentation on Un-Audited Financial Results of the Company (Standalone, Consolidated and Segment) for the second quarter and half year ended June 30, 2025:

Link for Audio – Management Presentation:

https://www.rain-industries.com/images/RIL-Management-presentation-Q2-2025.mp4

Please also find attached herewith the Transcript of Management Presentation on Un-Audited Financial Results of the Company (Standalone, Consolidated and Segment) for the second quarter and half year ended June 30, 2025.

This is for your kind information and record.

Thanking you,

Yours faithfully,
for Rain Industries Limited

VENKAT RAMANA REDDY SINGIDI
Digitally signed by VENKAT RAMANA REDDY SINGIDI
Date: 2025.08.06 21:55:57 +05'30'

S. Venkat Ramana Reddy
Company Secretary

RAIN Industries Limited

Management Commentary on Developments and Performance during the Second Quarter of 2025

Introduction by Sarang

Greetings to everyone. We welcome you all to today's management presentation hosted by RAIN Industries Limited. My name is Sarang Pani, and I serve as the General Manager of Corporate Reporting and Investor Relations here at RAIN Industries Limited.

Earlier today, we released our financial results for the second quarter and half-year ended June 30, 2025. These results are now available on our website for your reference.

In just a moment, we will walk you through the key performance highlights in RAIN Industries Limited for the second quarter of 2025. We will provide insights into our operational progress, market dynamics, and strategic initiatives that are shaping our path forward.

The speakers for today are:

Mr. Jagan Reddy Nellore – Managing Director of RAIN Industries Limited

Mr. Gerard Sweeney – President of RAIN Carbon Inc

Mr. T Srinivasa Rao – CFO of RAIN Industries Limited

Before we proceed, the management would like to note that during this management discussion, forward-looking statements may be discussed that include various subjects such as outcomes, trends, targets, and strategic directions. These statements rely on our current projections and are subject to risks and uncertainties that could cause actual results to vary materially from those suggested by these forward-looking statements. There are certain risk factors that could lead to results differing significantly from our predictions. The discussion today contains non-GAAP financial measures; the related non-GAAP reconciliations are provided in the accompanying slides.

Please turn to Slide 3 at this time, where Mr. Jagan Reddy will offer insight to the key developments in RAIN Group during the second quarter of 2025. Thank you, and now I hand it over to Mr. Jagan.

Slide 3 – Jagan Reddy Nellore:

Thank you Sarang and Greetings to All,

Let me begin by highlighting our safety performance, a cornerstone of our operational excellence. As of the end of the first half of 2025, we achieved an exceptional Total Recordable Incident Rate ("TRIR") of just 0.03 across all three of our business segments. This remarkable result is a testament to the unwavering commitment and diligence of our entire operations team, whose dedication to safety continues to set industry benchmarks.

We operate in highly complex industrial environments, where safety is not just a priority, it is a fundamental part of our culture. We consistently reinforce the importance of embedding safety into every aspect of our work, making it an integral part of our DNA.

During the second quarter, we recorded a single incident involving a contract employee at one of our facilities in Germany. The contractor did not adhere to the RAIN's prescribed safety procedures for the task at hand and was sprayed with hot water, resulting in a minor burn. While we regret any incident, we treat each one as an opportunity to gain experience and further strengthen our safety protocols and adherence to them by everyone.

What stands out, however, is the continued safety progress we have made over the years. As shown on this slide, our safety performance has steadily improved, reflecting our proactive approach, rigorous training, and the collective vigilance of our teams. We are proud of this trajectory and remain committed to driving even higher standards of safety across all our operations.

Slide 4 – Jagan Reddy Nellore:

Moving on to this quarter's financial highlights on slide 4, We concluded the second quarter of 2025 with encouraging financial results, reporting revenue of ₹44.01 billion and EBITDA of ₹6.17 billion. This marks a notable improvement over our first quarter's performance and surpasses the results achieved in the same period last year. After several challenging quarters, I am pleased to share that we have returned to profitability, posting a Net Profit After Tax of ₹0.50 billion and Earnings Per Share (EPS) of ₹1.47.

This turnaround is a testament to the resilience, strategic discipline, and unwavering commitment of our teams across all functions. Over the past two years, we have navigated a rapidly evolving business landscape, implemented key operational efficiencies, and remained focused on delivering consistent value to our customers and stakeholders.

In the first half of 2025, we made targeted capital investments totaling $28 million US dollars, which included essential maintenance capex. These investments reflect our continued commitment to strengthening our operational backbone and laying the groundwork for sustainable, long-term growth.

We closed the quarter with a strong liquidity position of $339 million US Dollars and no term debt maturities until October 2028. A key milestone during this period was the repayment of our $44 million US dollars Senior Secured Notes due in April 2025, which we successfully repaid in March, which underscores our disciplined approach to financial management and our focus on maintaining a healthy balance sheet.

We remain vigilant about the cost of capital. Our focus continues to be on identifying the right opportunity to refinance our high-cost debt. We will act decisively when market conditions are favorable, ensuring that any refinancing aligns with our broader objective of optimizing capital efficiency and enhancing shareholder value.

As we entered 2025, our primary focus was and remains on restoring normalized operating margins to stabilize overall performance. The second quarter represents a meaningful step in that direction. While we have not yet fully achieved our margin targets, our trajectory is promising. The first half results are aligned with our budget expectations, which gives us confidence as we move into the second half of the year and beyond.

However, we remain vigilant. The global markets are volatile, and businesses across sectors are operating conservatively in response to ongoing geopolitical conflicts, trade barriers, inflationary pressures, and macroeconomic headwinds. These fluid factors continue to exert pressure on volumes and margins. We are closely monitoring these dynamics and remain agile in our approach to mitigate risks and protect margins.

Slide 5 – Jagan Reddy Nellore:

Turning to slide 5 on segment wise performance compared to first quarter of 2025.

Across our Carbon segment, we recorded a volume increase of approximately 67,000 metric tons or an 11% increase. This growth was primarily driven by stronger performance in our CPC business, partially offset by reduced volumes in the Distillation business. Revenue rose by 17%, largely attributable to the volume increase, though pricing also contributed, supported by a surge in Chinese CPC prices during the first quarter.

This price surge in China created a favorable window for us to increase volumes from our calcination plants in India. The timing was ideal, as both facilities were operating at elevated capacity levels throughout the quarter. Notably, we also delivered the first cargo of US produced CPC to India since the lifting of the import ban.

These developments collectively helped normalize EBITDA earnings within this part of our Carbon segment for the quarter. While we are encouraged by this performance, we remain focused on ensuring its sustainability. Our goal is not just to achieve strong quarterly results, but to build a foundation for consistent, long-term earnings.

However, we must acknowledge that the Chinese CPC price surge early in the second quarter, which helped to boost our earnings, began to contract at the end of second quarter. This volatility underscores the importance of securing high-quality raw materials at competitive prices, a challenge we continue to navigate, especially as we ramp up CPC production in India, considering the growing demand for Green Petroleum Coke (or GPC) from the Battery Anode Material industry.

On the Distillation side of the Carbon segment, we experienced softer volumes during the quarter. This was largely due to uncertainty surrounding tariffs, which prompted customers to reassess their supply chains and delay orders. Additionally, volatility in oil prices, closely tied to the pricing of commodity products like carbon black oil, added further pressure.

Chinese Coal Tar Pitch prices remained subdued, hovering in the 550 to 600 US dollars per metric ton range throughout the quarter. Combined with a weaker US dollar, this created additional pricing headwinds for our other products in carbon segment.

Looking ahead, several variables across our operations still need to stabilize before we can confidently project sustained earnings. We are monitoring these closely and adjusting our strategies accordingly.

While these challenges are real, we view them as temporary disruptions rather than long-term structural issues. Our teams are actively engaged with customers, monitoring market signals, and exploring ways to enhance our value proposition in both the Calcination and Distillation segments.

Moving to our Advanced Materials segment, volume growth during the quarter was primarily driven by seasonal products, which traditionally see stronger demand in the second and third quarters of the year. This seasonal uplift contributed meaningfully to both revenue and EBITDA performance.

Beyond volume gains, we also placed strategic emphasis on our specialty products with higher margins. Our targeted sales efforts in these products helped enhance profitability and reflect our ongoing commitment to value-driven growth rather than volume alone.

On a broader operational level, energy costs in Europe remained relatively stable throughout the winter months, supported by milder-than-expected weather conditions. This provided some relief to our cost base and helped maintain operational efficiency.

However, the broader demand recovery across industrial sectors in Europe remains uncertain. Many industries are still waiting for clearer signals of resurgence, the market sentiment and geopolitical situation in 2025 continue to be cautious. While we acknowledge these uncertainties, we remain focused on navigating the evolving landscape with agility and discipline.

We are actively monitoring market developments and maintaining close engagement with our customers to ensure we are well-positioned to respond to shifts in demand. Our strategy remains centered on balancing short-term performance with long-term resilience, and we are confident that the steps we are taking today will support sustainable growth in the quarters ahead.

Coming to the Cement segment, in South India where our cement plants are located, cement volumes remained steady compared to the previous quarter. While we did not see a meaningful rise in volumes, we were able to increase the selling prices by about 13% by re-aligning the volumes across different markets, which contributed positively to margin improvement for the quarter. This price movement was largely driven by demand dynamics in the region, highlighting the strength of the market's pricing environment.

As we look ahead to the second half of the year, our focus will be on enhancing cost efficiencies across the board. Key initiatives include reducing power and fuel costs by leveraging our strategic relationships with global refineries and logistical expertise to source pet coke and other cement fuels more competitively. Additionally, we are working to lower outward freight costs by continuing to concentrate on our distribution efforts in key cement markets located closer to our production facilities. These steps are part of a broader strategy to strengthen RAIN's operational resilience and improve profitability, even in a relatively flat volume environment.

On a macro level, the outlook for the cement industry in India remains encouraging. Continued government emphasis on infrastructure development and housing projects is expected to drive sector-wide growth. While we remain cautiously optimistic, we are confident that our proactive approach to cost management and market alignment will position us well to capture emerging opportunities.

Slide 6 – Jagan Reddy Nellore:

Turning to Slide 6, I would like to take a moment to highlight some of the strategic initiatives we are investing in today at RAIN. While these efforts are not yet materially reflected in our bottom line, they are laying the groundwork for our medium to long-term growth, particularly in the emerging battery materials space in North America and Europe.

Our Research and Development (or R&D) team continues to make meaningful strides in developing advanced materials tailored to several types of next-generation energy storage solutions. These innovations are essential to ensuring we remain aligned with the global shift towards cleaner and more sustainable technologies. Our team's work is now being accelerated by the commissioning of our new R&D Demonstration Plant in Canada, which is operational and scheduled for official launch by the end of third quarter 2025. This facility represents a key milestone, supported in part by government funding and working in collaboration with leading graphite and battery anode producers.

Thanks to these efforts, our specialty coatings product is currently the only non-Asian produced specialty coating material being purchased by Asian markets. While volumes remain modest for now, we are gaining critical market insights, forging customer relationships, and building technical credibility that we believe will position us strongly as global demand increases.

Another promising area of research currently underway is our exploration into the use of biocarbon materials in our traditional Calcined Petroleum Coke (or CPC) and Coal Tar Pitch (or CTP) product applications. This is a rapidly growing field, driven by industrial carbon users' increasing interest in reducing CO_2 emissions. Biocarbon production is accelerating worldwide, and we are actively assessing how these renewable alternatives can be seamlessly integrated into our product portfolio. Our aim is to not only meet evolving environmental standards but also to lead the way in offering innovative, low-carbon solutions to our customers.

Importantly, our existing plant locations in North America provide a strategic advantage in this endeavor. The proximity to key raw materials required for biocarbon production enables us to evaluate these options efficiently and cost-effectively. This geographic benefit strengthens our ability to pilot and potentially scale up the use of biocarbon in our operations, aligning with our broader sustainability goals.

We recognize that these initiatives may not yet move the needle in our current financials. However, they reflect the disciplined, forward-looking steps we are taking to diversify our portfolio, expand our technological capabilities, and secure future growth in markets that align with our core strengths.

Turning to our core business, we continue to take deliberate actions to reinforce its foundation and expand its reach. We are entering a new region and broadening our customer base for our pitch products by installing a pitch melting and blending unit in India. This facility will target the graphite, battery, and aluminium markets in India and surrounding region, enabling us to better serve existing customers and markets and attract new ones.

Additionally, the recent restart of our CPC blending operations in India will allow us to deliver a superior product that meets the evolving specifications of our customers,

Now, I will hand over the presentation to Gerry who will provide further updates on the industry and our business on Slide 7…

Gerry….

Slide 7 – Gerard Sweeney:

Thank you, Jagan. Hello, everyone. It is a pleasure to speak with you again.

The outlook for the global aluminum industry remains resilient and promising, even in the face of headwinds such as the recent imposition of U.S. tariffs. Despite the tariff rate doubling to 50 percent, the London Metal Exchange (or LME) price has held firm, consistently trading above

US$2,600 per ton. This price stability reflects a combination of favorable global factors, including sustained expectations of rising demand.

Moreover, LME inventories remain persistently low, further supporting strong pricing dynamics. Industry analysts and publications are forecasting continued momentum, with aluminum prices projected to increase further during 2026. This reinforces our confidence in the long-term fundamentals of the sector and the strategic importance of our positioning within it.

Looking ahead, smelting expansions in India and Indonesia, which are well-located relative to RAIN's operations, are driving the start-up of new capacity in 2025. Further, several additional smelter projects across various regions outside China are scheduled to come online in 2026 including capacity restarts in the United States, reinforcing industry growth potential.

Overall, the aluminum sector appears well-positioned for continued expansion, supported by stable pricing, favorable natural gas costs, and a resurgence in demand. Importantly, with the recent relief on import restrictions in India, our additional CPC production capacity and global blending strategy will enable us to continue to meet growing Carbon market needs while enhancing our global competitiveness.

Looking ahead, the global economic outlook appears to be gradually improving. However, persistent concerns surrounding tariffs and ongoing geopolitical tensions continue to temper overall optimism. We are navigating an increasingly unpredictable world, yet the prevailing sentiment is cautiously optimistic, a welcome shift from the uncertainty that has characterized recent years.

As of today, tariffs have not had a material impact on our business. Encouragingly, global trade conflicts seem to be showing signs of resolution rather than escalation. This trend, while still fragile, offers a measure of reassurance. In this environment, our strategic focus remains firmly on enhancing efficiency, strengthening competitiveness, and building resilience across all markets we operate in.

We are also closely monitoring the recent tariff measures imposed by the United States on Indian exports, effective August 6th. While the full implications are yet to unfold, we are proactively assessing potential impacts on our business and preparing appropriate responses to safeguard our interests.

Slide 8 – Gerry:

Referring to slide 8, which highlights key commodity price trends and our business performance during the second quarter of 2025, most prices remained relatively stable, with Benzene being the notable exception. After a prolonged downward trend throughout 2024, Benzene prices rebounded in the first quarter but then retreated in the second quarter.

Natural Gas prices in Europe reached an 18-month high during the fourth quarter of 2024, largely driven by seasonal winter demand and supply curtailments throughout the year. However, as we moved into the first quarter of 2025, these pressures eased, and Natural Gas prices then continued to decline throughout the second quarter.

With that, I will now turn the presentation to Srinivas, who will take you through the consolidated financial performance of RAIN on Slide 9.

Srinivas, over to you.

Slide 9 – Srinivasa Rao:

Thank you, Gerry, and Hello everyone.

Turning to Slide 9, Consolidated net revenue was 43.35 billion Rupees during the second quarter, an increase of 2.79 billion Rupees compared to the second quarter of 2024. The increase was primarily due to an increase of 3.96 billion Rupees in the Carbon segment and an increase of 0.05 billion Rupees in the Cement segment, which was offset by a 1.22 billion Rupees decrease in the Advanced Materials segment.

Consolidated, adjusted EBITDA for the second quarter was 6.17 billion Rupees, reflecting an increase of 1.27 billion Rupees compared to the second quarter of 2024. This increase was driven by a 1.34 billion Rupees increase in the Carbon segment and a 0.21 billion Rupees increase in the Cement segment, partially offset by a 0.28 billion Rupees decrease in the Advanced Materials segment.

Slide 10 – Srinivasa Rao:

Moving to Slide 10, Carbon segment reported revenue of 31.91 billion Rupees during current quarter, an increase of 3.96 billion Rupees or 14.2% compared to the second quarter of 2024.

During this quarter, the increase in volumes was primarily driven by CPC attributed to higher capacity utilization of Indian calcination plants following the relief from import restrictions which was partially offset with reduction in CTP and other Carbon products. As mentioned earlier, the increase in CPC prices was on account of surge in Chinese CPC prices.

Further, revenue increased due to an appreciation of Euro and US Dollar against the Indian Rupee by 8.1% and 2.6%, respectively.

The Adjusted EBITDA for the Carbon segment increased by 1.34 billion Rupees or 35.2% compared to the second quarter of the previous year. This was primarily driven by increased volumes and margins due to re-setting of CPC prices coupled with appreciation of Euro and US Dollar against the Indian Rupee by about 8.1 percent and 2.6 percent, respectively.

Slide 11 – Srinivasa Rao:

Moving on to slide 11, Advanced Materials segment revenue was 8.18 billion Rupees, a decrease of 1.22 billion Rupees or 13% compared to the second quarter of 2024.

During the current quarter, the decrease in volumes was primarily driven by lower demand for our seasonal products resulting from unfavorable weather conditions in North America. This decrease in revenue was partially offset due to the appreciation of the Euro against the Indian Rupee by about 8.1 percent.

Adjusted EBITDA decreased by 0.28 billion Rupees compared to the second quarter of 2024, due to lower volumes and coupled with increase in natural gas prices, offset by the appreciation of the Euro against the Indian Rupee.

Slide 12 – Srinivasa Rao:

Moving on to slide 12, we can look at our Cement segment, which experienced a 1.6 percent increase in revenue in the second quarter of 2025 compared to the same period in 2024, attributable to an increase in realisations. The Adjusted EBITDA for our Cement segment increased to 249 million Rupees during second quarter of 2025 compared to 37 million Rupees for the same period in 2024, due to improved realisations and lower operational costs.

Slide 13 – Srinivasa Rao:

Moving on to the next slide on debt, slide 13.

The second quarter concluded with a gross debt of 1,044 million US dollars, which includes working capital debt of 225 million US dollars.

Our net debt stood at 853 million US dollars, and, with an LTM EBITDA of 203 million US dollars, our net debt to EBITDA ratio was 4.2x.

Coming to the cash flows, as discussed during last quarter, our working capital requirements increased significantly, due to (a) higher raw material imports needed to meet both CPC plants requirement in India and (b) timing of the completion of the Indian financial year, by when import quotas for one of our CPC plants in India must be utilized, and lastly (c) due to increased prices of raw materials.

We are seeing the partial release of the same during this quarter and expect to normalize by the end of the year.

Investing activities outflow of 559 million Rupees represents 2.45 billion Rupees spent on the maintenance capital expenditure offset by 1.86 billion Rupees net maturities of term deposits and interest received on deposits. Financing activities inflow of 462 million Rupees represents additional borrowings made during the first half of 2025, net of long-term debt repayments and interest expense.

I will now pass over the presentation to Mr. Jagan for his Closing Remarks.

Closing Remarks – Jagan Reddy Nellore:

Thank you, Srinivas.

After a prolonged period of underperformance driven by global market headwinds, we are beginning to see signs of recovery. We have made meaningful progress in improving our performance, and the second quarter marks a step forward in terms of earnings. While we recognize that market conditions remain volatile and not yet stable enough to sustain this level of performance in the near term, we are encouraged by the momentum we have built.

As we have consistently communicated over the past year, our focus remains on driving sustained earnings improvement throughout 2025. Our current efforts are centered on achieving normalized earnings, supported by disciplined execution and strategic investments.

We are still in the midst of transformational changes within our Carbon Calcination business, as outlined in our first-quarter update. A key priority continues to be securing reliable sources of raw materials like GPC, especially as demand intensifies due to growing competition from battery anode manufacturers. This remains a critical area for us, and we are actively working to strengthen our supply chain and ensure long-term access to quality raw materials.

Elsewhere in the carbon segment, our Distillation operations have remained focused on operational cost savings to offset reduced volumes.

I am pleased to report that these efforts are going in the right direction so far, and we anticipate continued efficiency gains until the market dynamics shift.

Despite the evolving and sometimes unpredictable market landscape, we believe we are strategically positioned to navigate challenges and capitalize on emerging opportunities. Our cautious optimism for the near term is balanced by a strong conviction in the long-term fundamentals of our business and the strategic direction we are pursuing.

We sincerely appreciate your continued support to RAIN Industries Limited. We look forward to sharing further updates and progress in our upcoming quarterly presentation.