

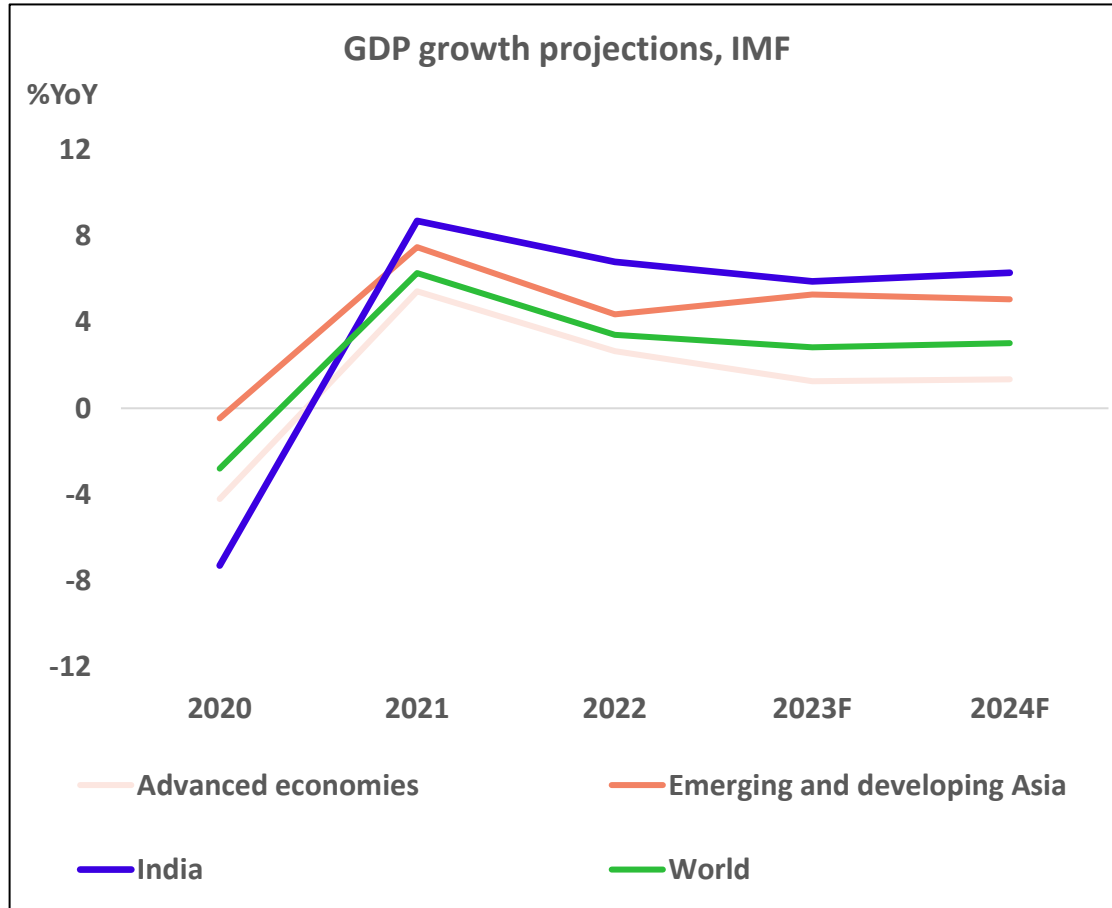


Investor Conference 2023



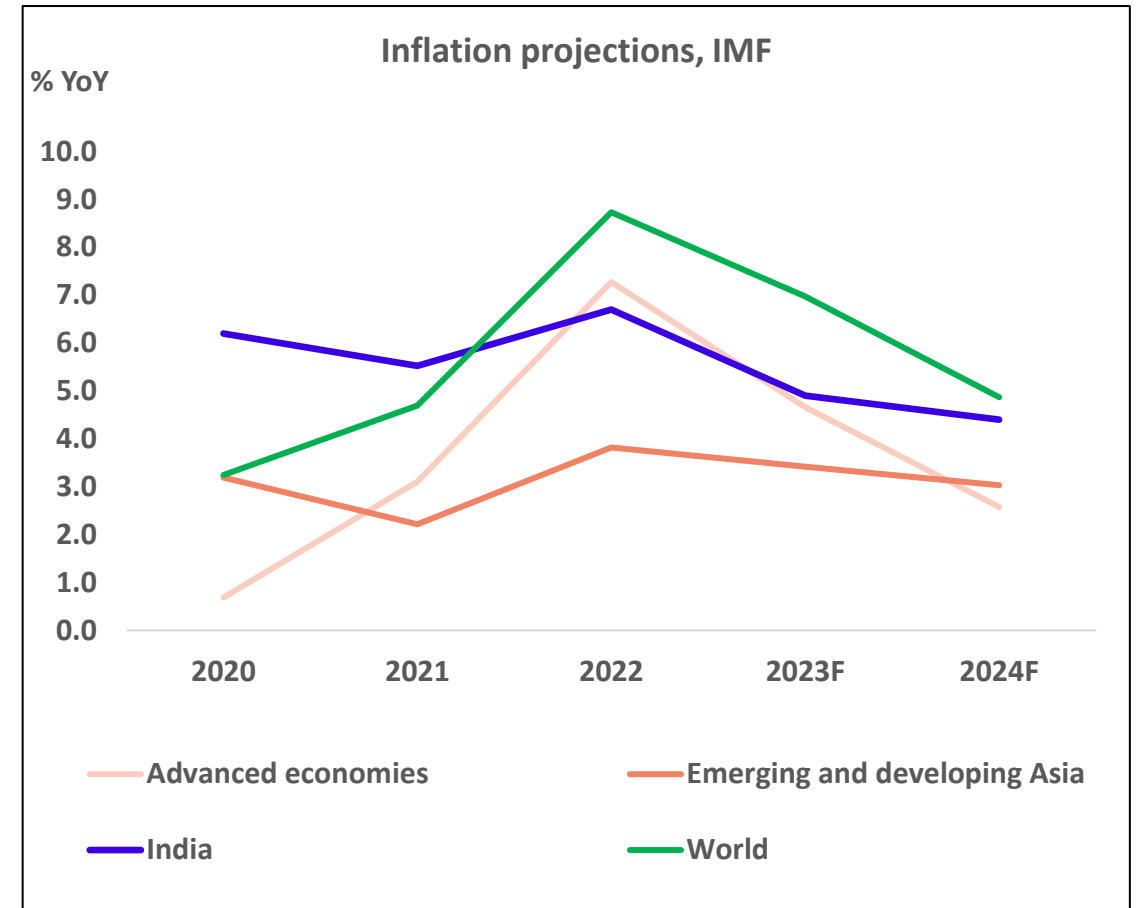
Global Economic Outlook – A Rocky Recovery Post Pandemic

Global growth – Feeble and Uneven



- Global growth expected to be lower at 2.8% in 2023 v/s 3.4% in 2022

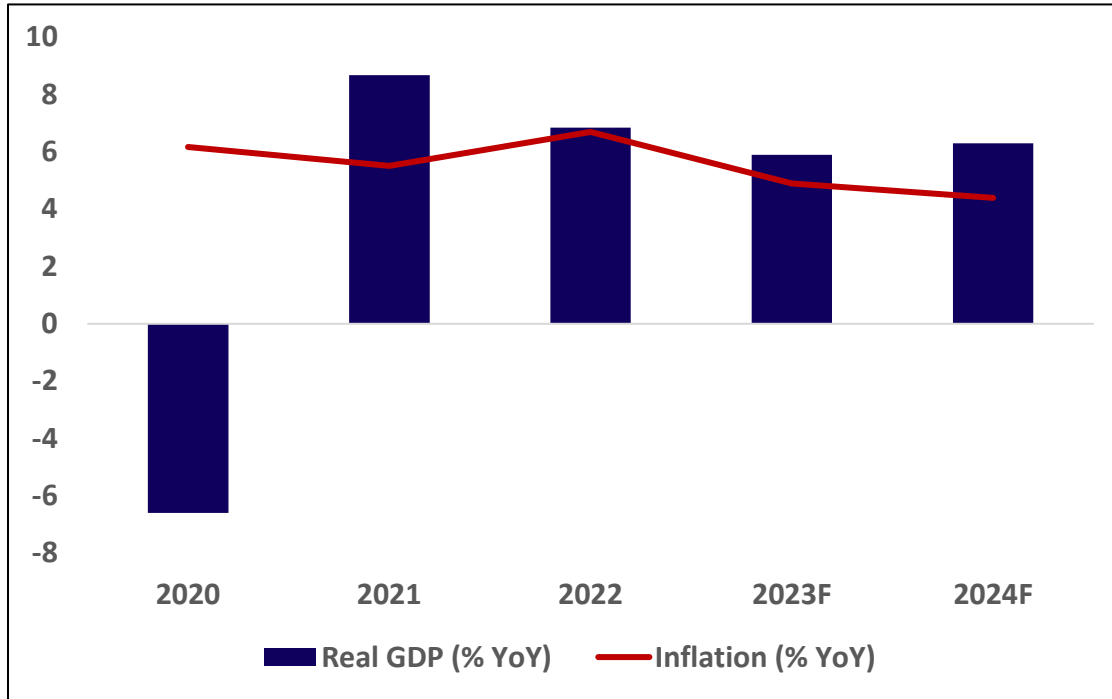
Inflation Still High but Falling



- Inflation seems to be coming under control as central bank have raised interest rates - expected to ease from 8.7% in 2022 to 7.0% in 2023 and 4.9% in 2024

India: Manoeuvring Through Turbulent Waters

India : To be the fastest growing economy in CY23 & CY24



- India has cemented its position as 5th largest economy
- Projected to be the fastest growing major economy in 2023 (5.9%) & 2024 (6.3%)

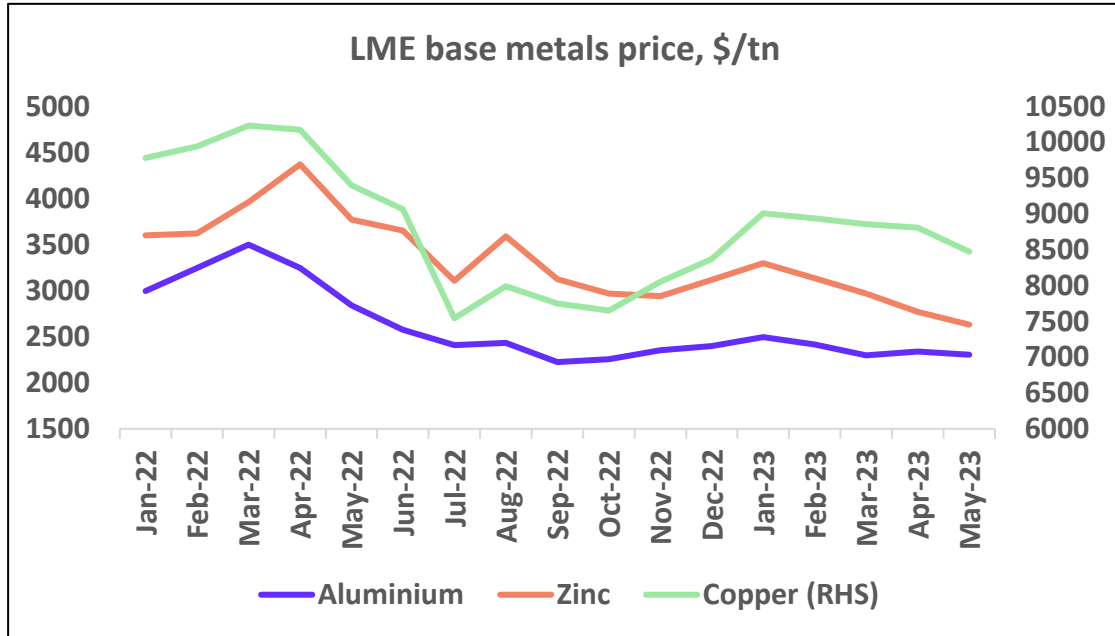
India's Macros offer stability

Indicator	Unit	FY22	FY23
India's Forex Reserves	USD\$ Bn	606.5	578.4
Manufacturing PMI	Index	54	56.4
GST Collection	INR Tn	14.8	18.1
Fiscal Deficit	% of GDP	6.7	6.4

- Indian Forex reserves remain largely under control
- Manufacturing PMI continues to show expansion
- Fiscal deficit is on track to remain around budget estimate of 6.4 % of GDP

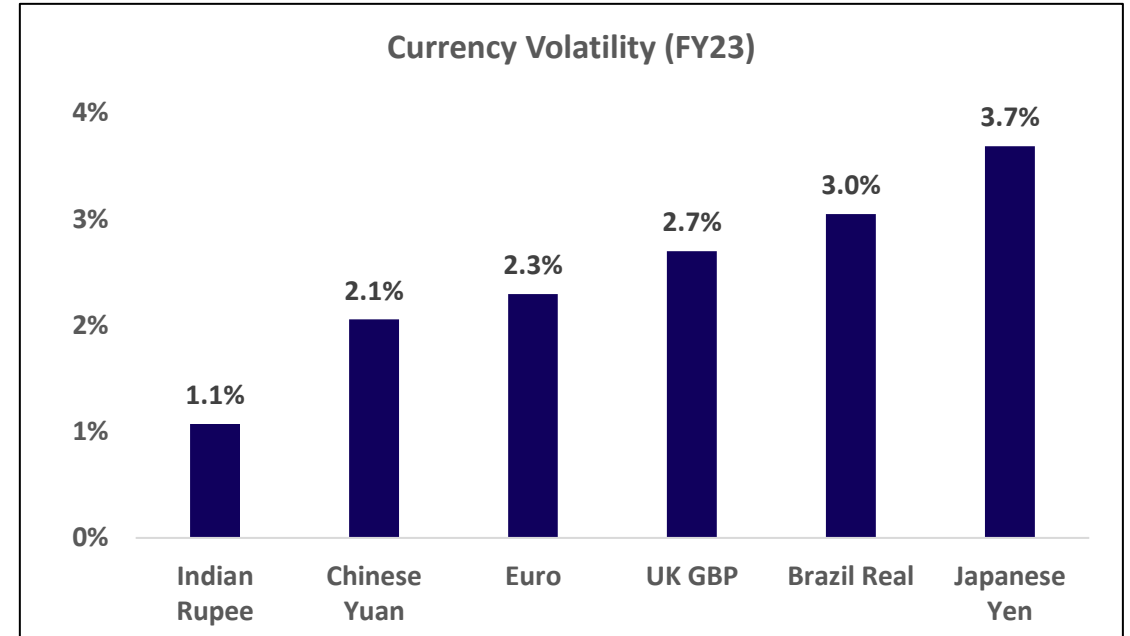
Commodity Prices Moderating

Commodities prices have corrected sharply



- Commodity shocks unwinding even as Ukraine conflict persists
- Base metal prices moderated by 15-30% in FY23
- Crude corrected by ~30% in FY23

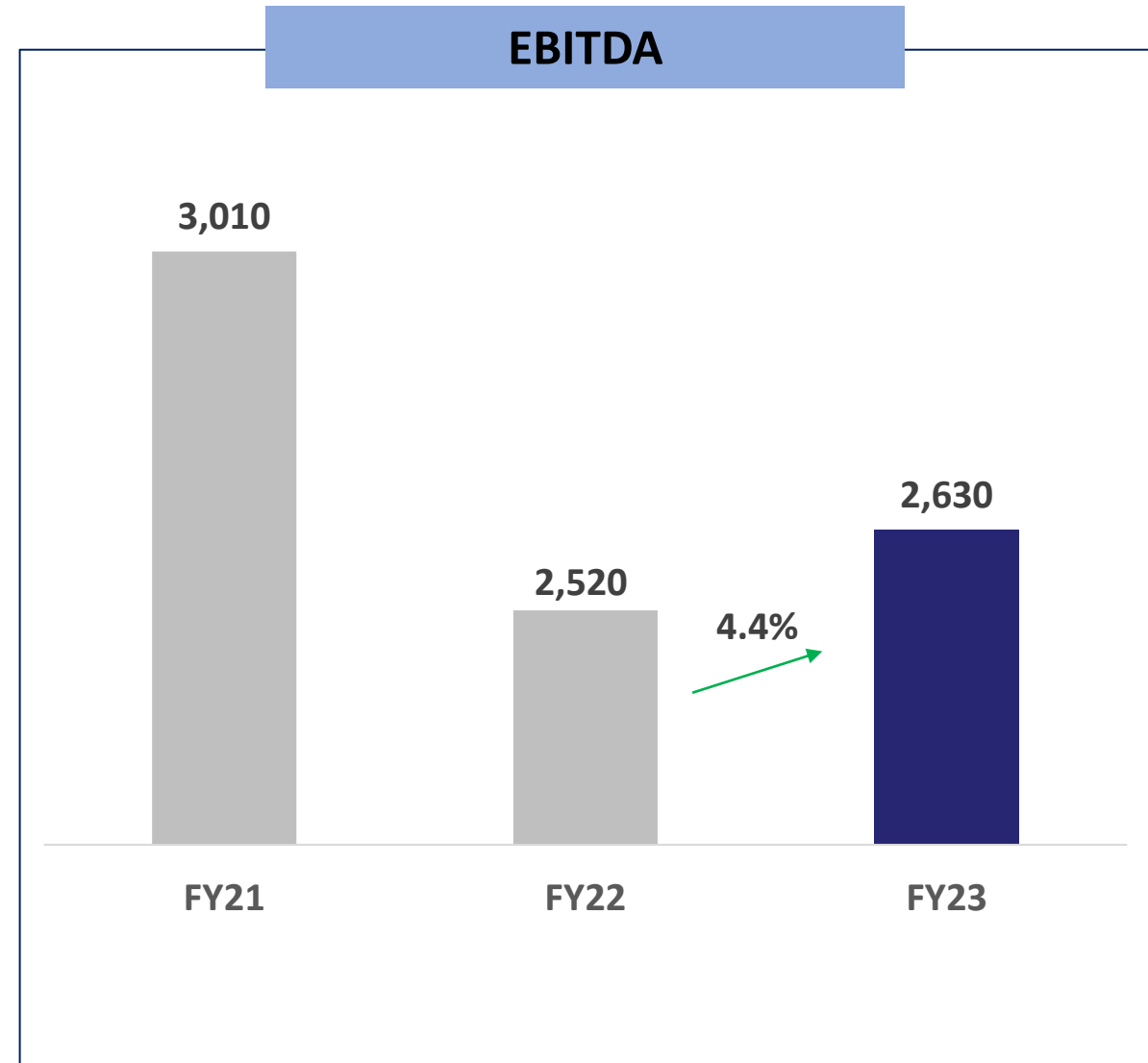
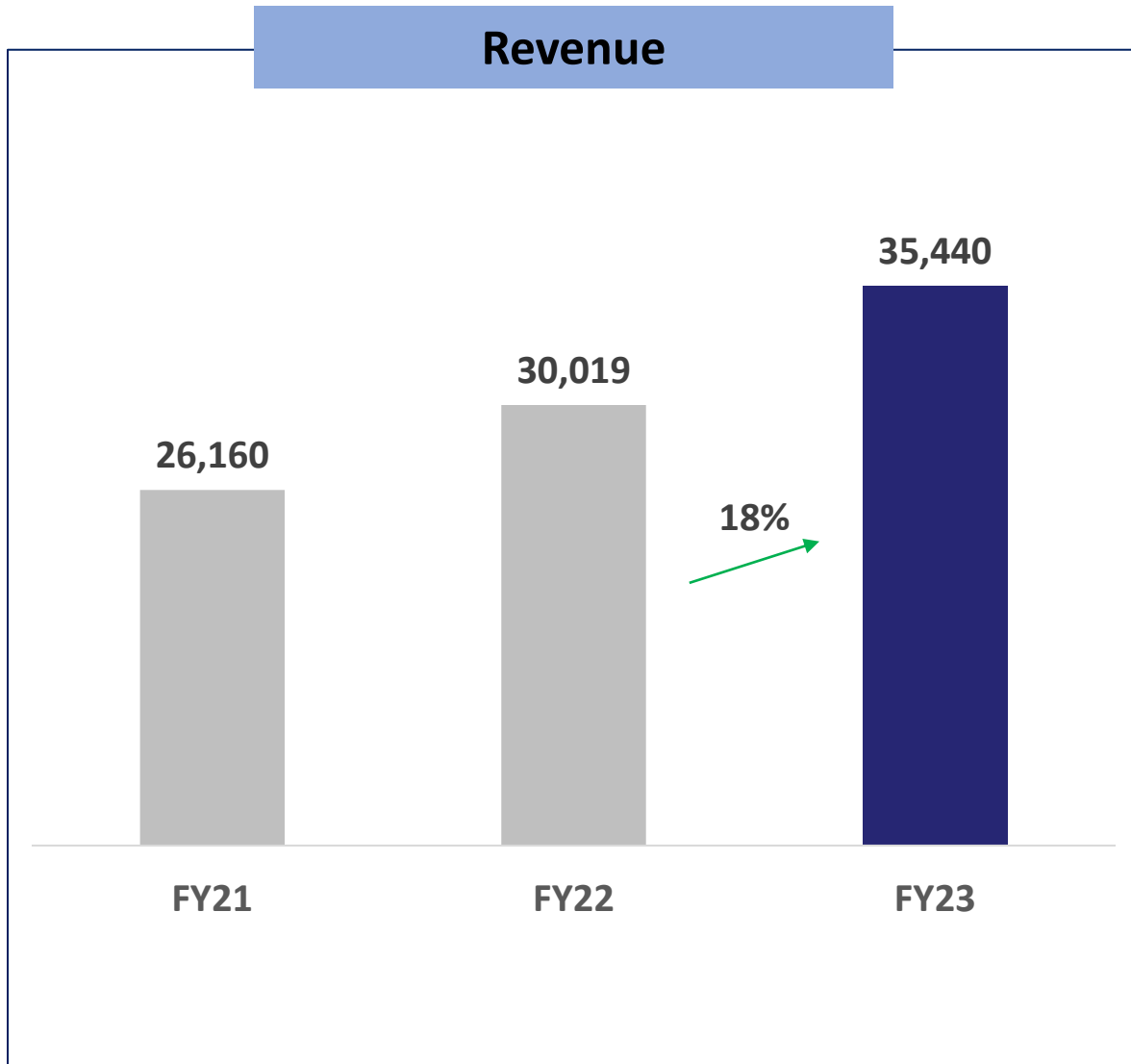
INR better managed than other currencies



- FY22-23 witnessed high currency volatility due to geopolitical factors
- INR managed reasonably well with proactive measures by RBI

RPG Group – Growth in Challenging Circumstances

Rs. In Crore



Group Market Cap Outperforming the Benchmarks



Company Highlights – KEC International



Transmission Line Project, Dubai



Viaduct and Road Over Bridge, Kochi

- **FY23 recorded highest order intake: >Rs. 22,000 cr, 30% YoY growth**
- **Robust revenue growth of 26% YoY in FY23; driven by Civil, T&D**
- **Oil and gas close to 500 crore revenue, well integrated**
- **SAE turning around, positive EBITDA in Q4. North America order book rising**
- **National Green Hydrogen mission approved; Solar, T&D, cabling investments likely**

Company Highlights – CEAT



World's First Tyre Brand to receive
'Lighthouse Certification'

- CEAT's Halol plant gets 'Lighthouse Certification' by WEF in Davos
- 21% revenue growth in FY23; at Rs. 11,300 crore
- FY23 EBITDA margin at 8.7%; up 79 bps
- Consolidated leadership in EV, with industry first EV platforms across 2W, PC/UV and truck/bus tyres

Company Highlights – Zensar Technologies

Zensar attains Salesforce Summit Partner status

Delivering exceptional customer experience with robust enterprise solutions and...

Learn more →



Zensar attains Salesforce Summit Partner

Zensar is now an AWS Advance Tier Partner

Empowering enterprises to take the lead with AWS Cloud

Read more →



Zensar is now an AWS Advance Tier Partner

- **Zensar FY23 revenue up 10.3% YoY; BFSI drives growth**
- **Significant EBITDA margin improvement of 600bps in H2FY23**
- **FY23 attrition improves by 8% YoY from 27.9% to 19.8%**
- **Current demand environment remains uncertain**

Company Highlights – RPG Life Sciences



- **FY23 revenue exceeded Rs. 500 crore; up 17% YoY**

- **EBITDA exceeds Rs. 100 crore; up 20% YoY**

- **Naprosyn: First Rs. 50 Cr+ brand for company**

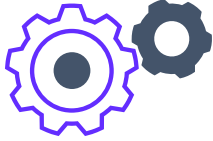
- **New Products Contribution up from 6% (FY19) to 28% (FY23)**

- **Strengthening presence in Rheumatology and Oncology, entering dermatology and high-end gastroenterology**





Focus Areas



**Emphasis on
Digital Transformation**



**Efficient Cost &
Liquidity Management**



**Capability
Driven M&As**



**Emphasis
on ESG**



**Strategy
Refresh**

Hello Happiness



Harnessing the Power of Digital



First tyre company globally to be WEF, industry 4.0 Lighthouse certified for “at scale” digital transformation



Leverage the digital tools developed at ZenLabs to deliver significant value to our clients



AI/ML tools to reduce response time and improve accuracy in tender responses.



Extensive doctor engagement
using industry first tool,
RPGServ



hello happiness



Group Strategy, Sustainability & CSR

Investor Conference 2023

Group strategy: Enabling Future Growth Engines



Riding on mega-trends



Significant value creation potential



Technology forward



Open to inorganic build route



Socially impactful

Creating Strong ESG Eco-System



ESG goals

- Well defined ESG goals and targets formulated
- CEAT- Reduce Carbon Footprint by 50% by 2030
- KEC- Reduce emissions intensity of manufacturing plants by 20% by FY'26
- Zensar- Achieve Net Zero GHG emissions by FY'40



Awards and recognitions

- KEC - India's Top 50 Most Sustainable Companies
- Zensar, CEAT and RPG Life Sciences - Conferred with Jamnalal Bajaj award for Fair Business Practices



Reporting framework

- KEC, CEAT and Zensar have adopted Integrated Reporting framework
- All listed companies to publish the BRSR report for FY23 except HML



ESG ranking

- CEAT tops amongst Tyre players
- KEC ranks high in Heavy Engineering categories
- Consistent improvement in rank for Zensar

RPG Foundation – Empowering Communities & addressing real needs since 2009

2009



Community Development
Initiatives



33,500+ beneficiaries

14,94,000+ individuals through
Fever clinics

2010



Functional English and 21st
century skill training



14,000+ teachers

2,00,000+ children impacted

9 learning rooms

2012



Employability Program for
Women and Youth



65,000+ beneficiaries

Training rural women

500 farmers trained

2018



Reviving historical,
cultural, & living heritage

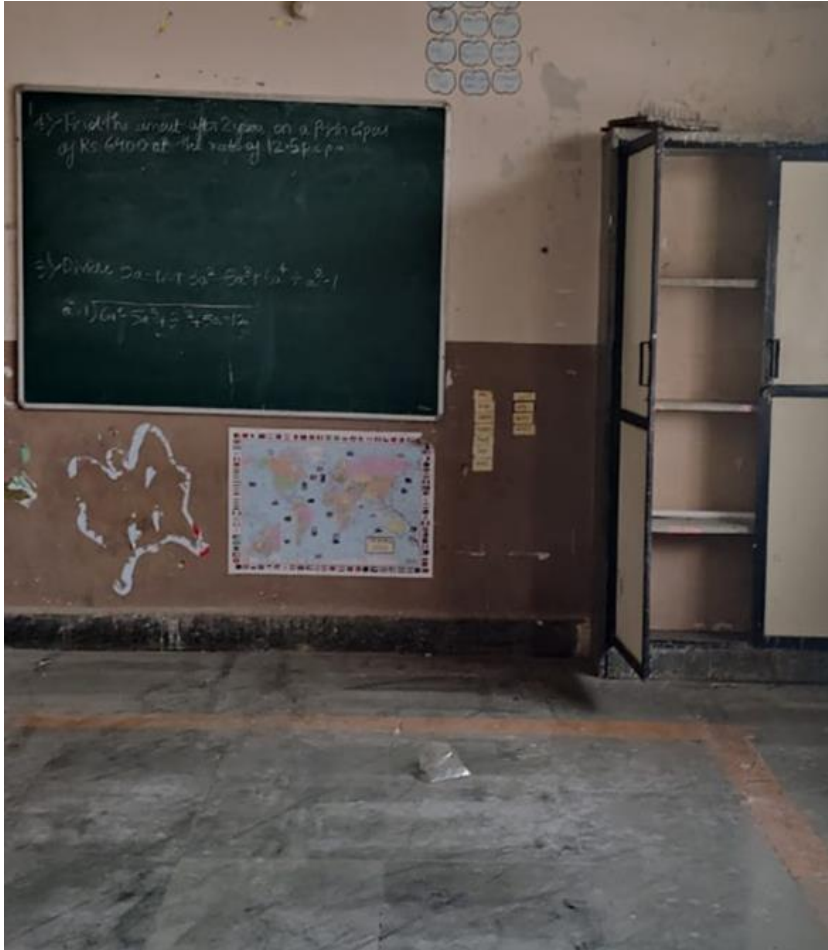


Signage management for UNESCO
World Heritage Site

Victorian Gothic

Art Deco Ensembles of Mumbai

Learning Rooms – Before/After



The Heritage Project

BEFORE



AFTER



Mural by Aravani art project, along Cleveland Jetty

BEFORE



AFTER



Art work at Maval Maratha by Artist: Parag Sonarghare



hello happiness

KEC International Limited

Investor Conference 2023
15 June 2023

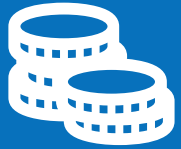


1

KEC Overview & Key Highlights

Elevated Viaduct at Kochi Metro Project

KEC at a Glance



\$ 2.1 Billion
Revenues



7+ Decades
Experience



110 Countries
Footprint



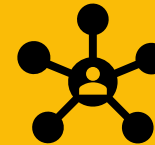
300+
Ongoing Projects



8
Manufacturing
Facilities



7,500+
Employees



35+
Nationalities



\$ 1.7 Billion
Market Cap

Building the World of Tomorrow



Transmission & Distribution



Civil



Urban Infra



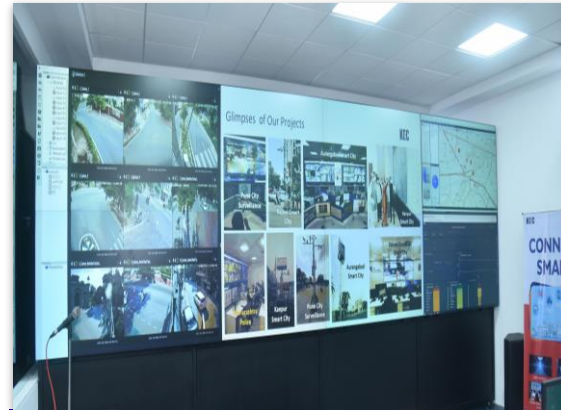
Railways



Cables



Solar



Smart Infra



Oil & Gas Pipelines

Diverse Portfolio of Offerings



Transmission lines



Substations



Underground Cabling



Solar Plant



Smart City



Overhead Electrification (OHE)



Track Laying



Signalling & Telecomm. (S&T)



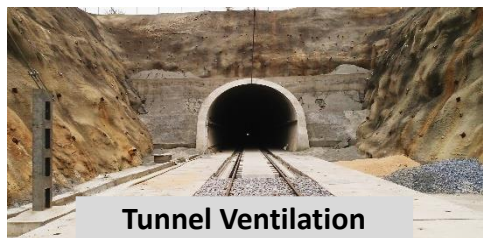
Railway bridges



Stations & Platforms



Metros - Tech



Tunnel Ventilation



Depot & Workshops



Speed Upgradation



TCAS - Kavach



Factories



Buildings



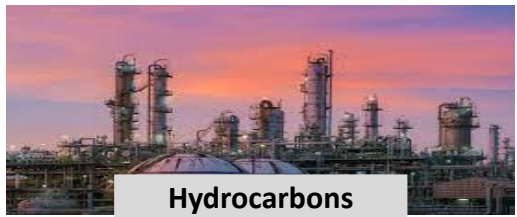
Metros - Viaduct & Stations



Water ETP/STP



Water Distribution



Hydrocarbons



Defence



Data Centres



Public Spaces - Airports



Oil & Gas Pipelines

Performance Snapshot FY23

Revenues



₹ 17,282 Cr

- Robust revenue growth of 26% YoY against the guidance of 15%/20% YoY
- Healthy growth in both T&D as well as Non T&D businesses



EBITDA



4.8%

- Margins of the last two quarters have improved sequentially by 70 bps from 4.4% to 5.1%
- SAE delivered positive EBITDA in Q4



Order Intake



₹ 22,378 Cr

- Highest ever order intake of Rs. 22,378 Cr, stellar growth of 30% against guidance of Rs. 18,000 to 20,000 Cr
- Led by T&D, Civil and Railways



NWC



118 Days

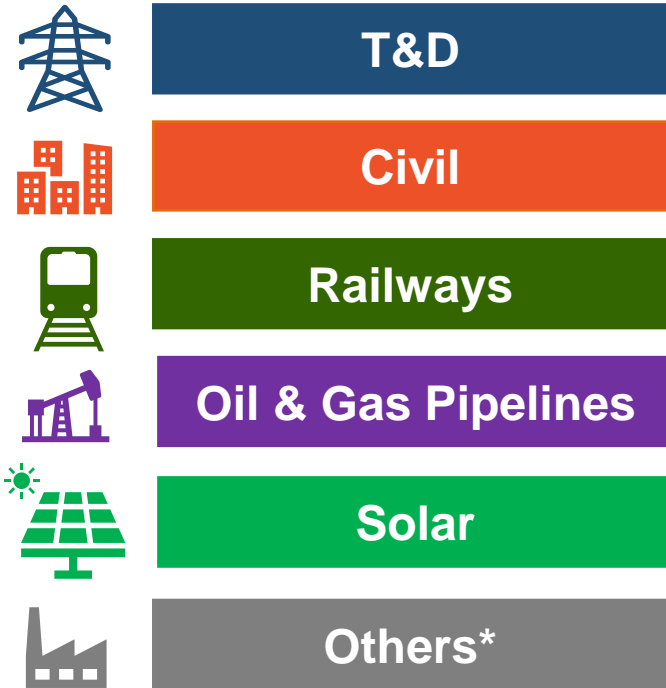
- Significant reduction in Net Working Capital by 19 days YoY
- Reduction in Net debt & acceptances by ~Rs. 1,100 Cr in last three quarters against guidance of Rs. 500 Cr



Diversified and Robust Order Book

Developed a well-diversified portfolio to de-risk and accelerate growth

(₹ crore)



Order Book Mar'23

~14,300

~10,100

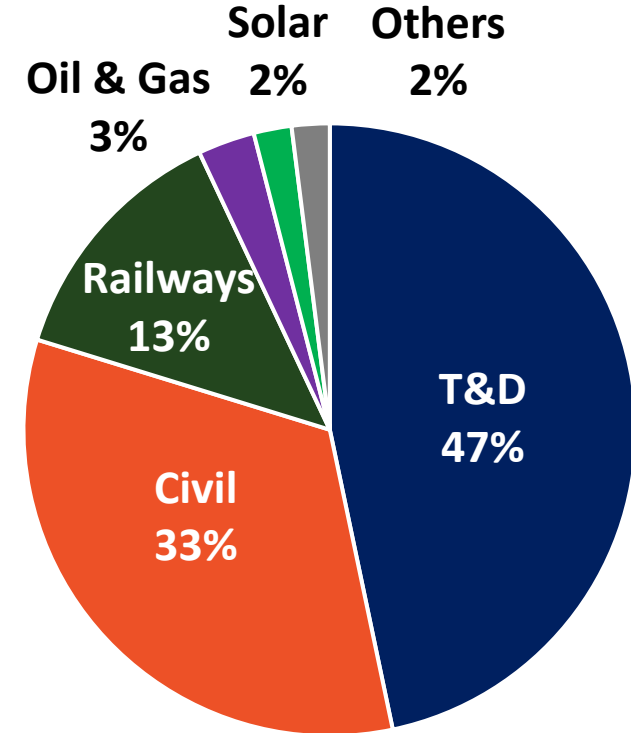
~4,050

~850

~750

~500

30,500 +



*Others include Cables & Smart Infra

Domestic : 69%

International : 31%

Current Order Book & L1 of over Rs. 34,000 Cr
Order Book to Revenue Ratio of 1.8 times



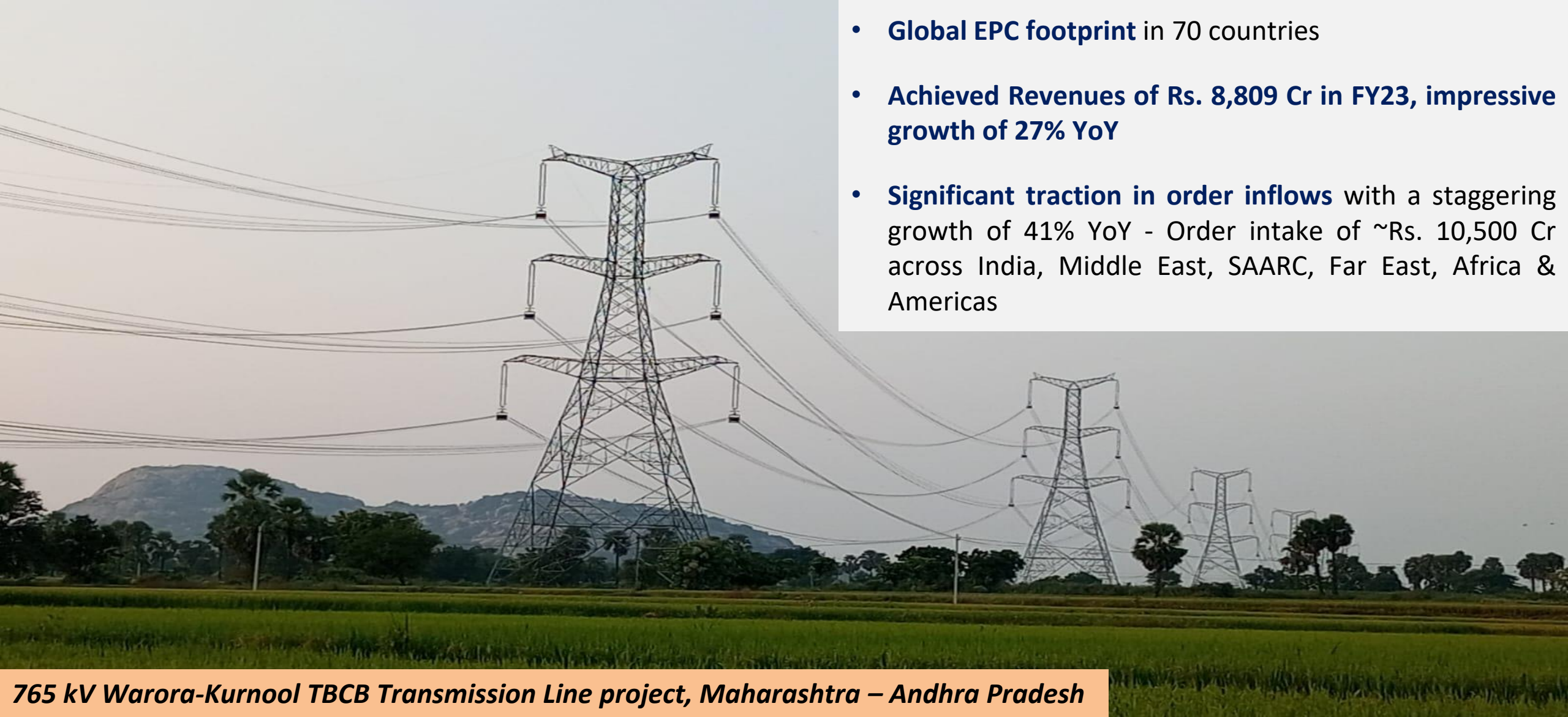
2

Business Highlights

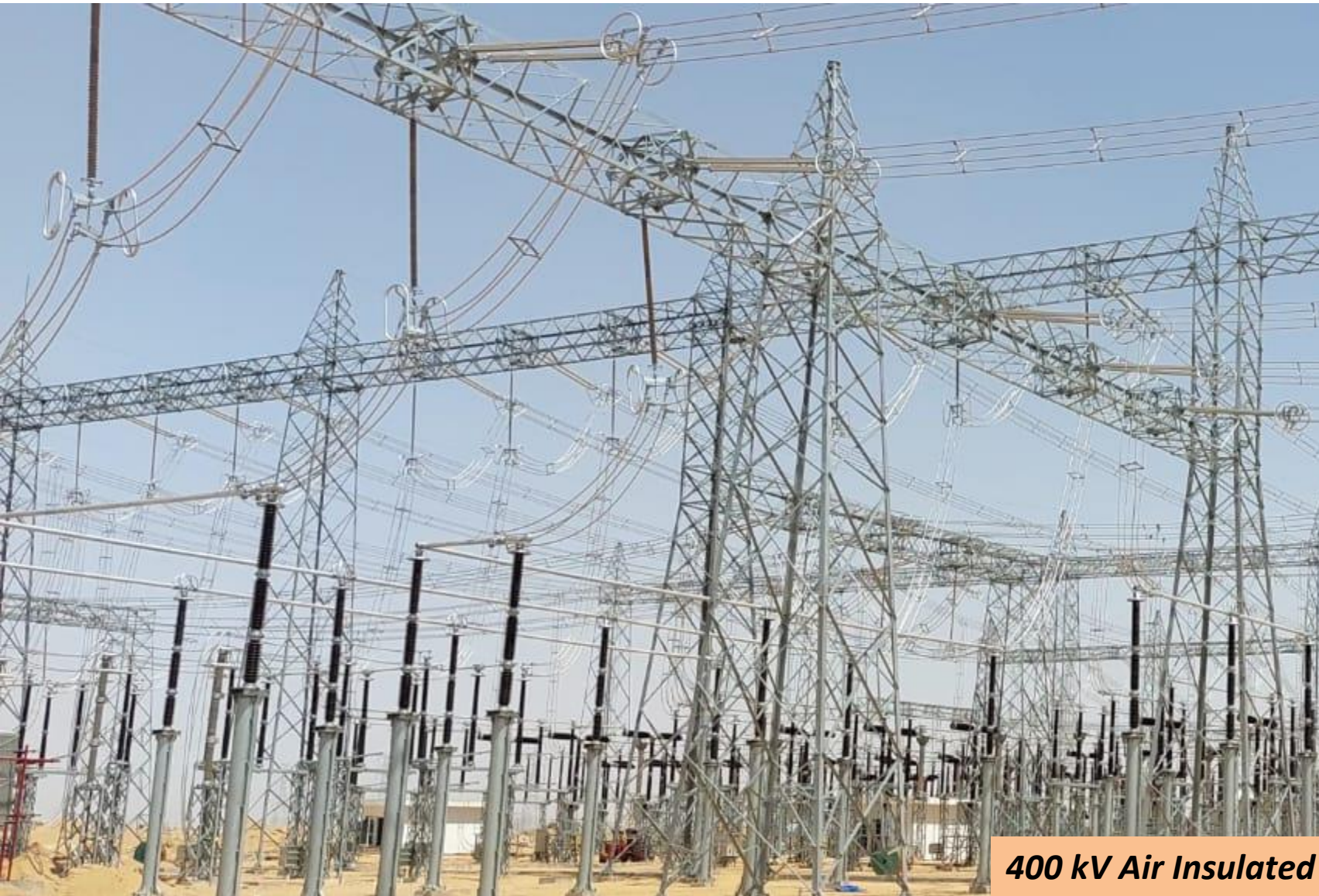
Railway line doubling & composite works, Kharagpur, West Bengal

Transmission & Distribution – Powering the Globe

- **Global EPC footprint** in 70 countries
- **Achieved Revenues of Rs. 8,809 Cr in FY23, impressive growth of 27% YoY**
- **Significant traction in order inflows** with a staggering growth of 41% YoY - Order intake of ~Rs. 10,500 Cr across India, Middle East, SAARC, Far East, Africa & Americas



765 kV Warora-Kurnool TBCB Transmission Line project, Maharashtra – Andhra Pradesh



- Secured orders of over Rs. 4,000 Cr, a robust growth of 2.8 times YoY – 70% of these orders are for transmitting renewable energy
- Forayed into emerging areas of Digital Gas Insulated substations and HVDC terminal stations
- Expanded customer base to include power producers and refineries, beyond the existing Power Grid (PGCIL), state utilities and private developers

400 kV Air Insulated Substation at Bikaner, Rajasthan (TBCB)

International T&D

- **Consolidated leadership position in Middle East** by re-entering Kuwait and securing large interconnection orders
- **Witnessing a significant traction in Tower supply orders** which stand at over Rs. 2,000 crore across the Middle East, North and South Americas
- **Reinforced presence in the international cabling solutions segment** with orders in SAARC and the Middle East



132kV Gas Insulated Substation at Abu Dhabi, UAE

SAE Towers

STRUCTURES



Tower

Solar



Substation

HARDWARE



POLES



TOWER DESIGN & TESTING



- Achieved Revenues of Rs. 1,324 Cr in FY23 – Growth of 50%
- Significant losses in EPC projects impacted margins; all EPC projects have been completed in Q3 FY23
- Delivered positive EBITDA in Q4 FY23; Refinancing of local currency borrowings on track
- Confident of delivering profitable growth in SAE over the next few quarters
- Secured record orders of over Rs. 1,500 Cr across Americas; order book & L1 expanded to ~Rs. 1,600 Cr
 - Orders for supply of towers, hardware & poles and engineering & testing of towers (No EPC orders)

Civil – Exponential Growth Trajectory last 5 years

12x Revenue Growth

FY18 – Rs. 268 Cr
FY23 – ~Rs. 3,300 Cr



Metros – Viaduct, Stations & Depots

32x Capability Built

FY18 – 110 people
Current – 3,500+ people



Residential & Commercial Buildings

70+ Projects Ongoing

40+ projects delivered successfully



Factories

25x Order Book Growth

FY18 – ~Rs. 400 Cr
Current – ~Rs. 10,000 Cr



Defence



Water



Hydrocarbons



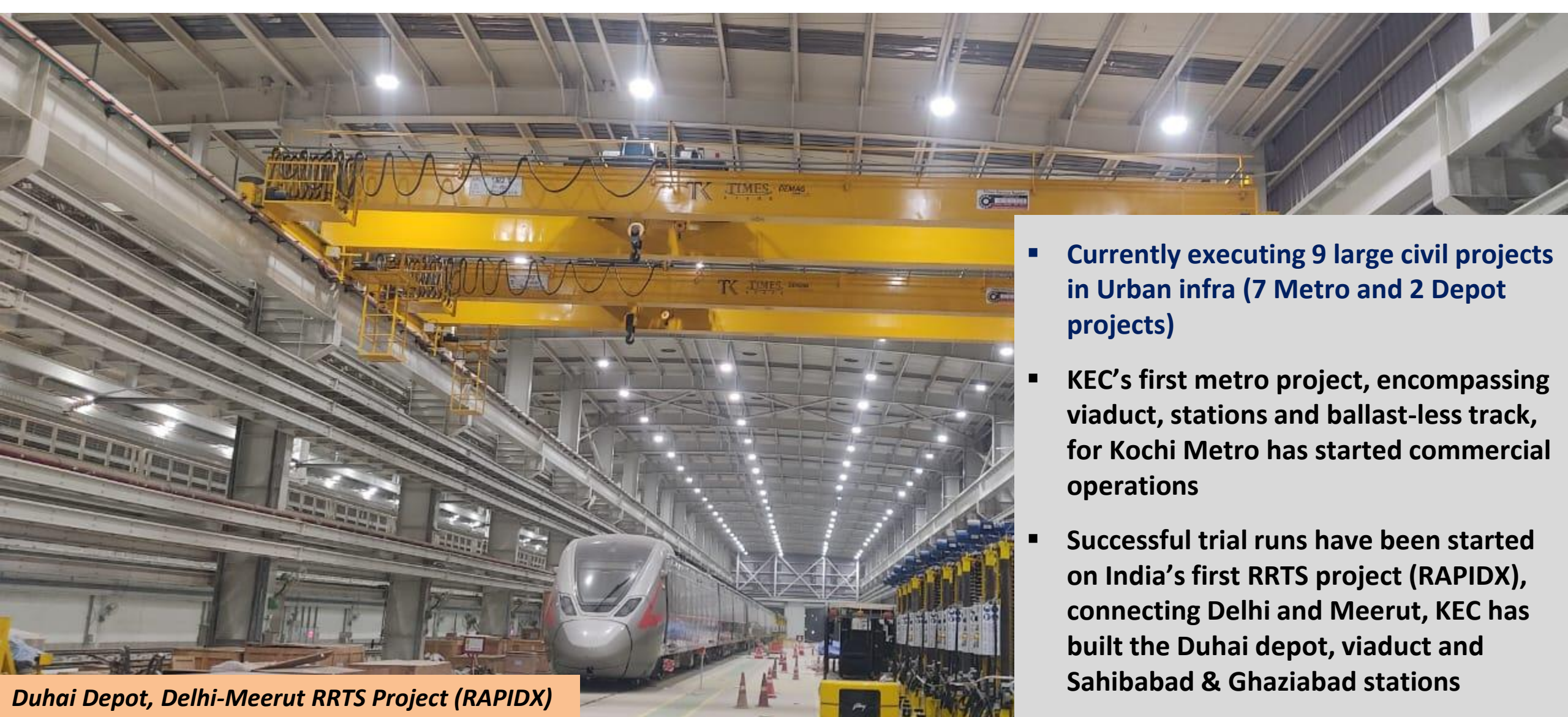
Airports & Hospitals



Data Centres

**Some of the pictures are used for representative purpose only*

Urban Infra



- Currently executing 9 large civil projects in Urban infra (7 Metro and 2 Depot projects)
- KEC's first metro project, encompassing viaduct, stations and ballast-less track, for Kochi Metro has started commercial operations
- Successful trial runs have been started on India's first RRTS project (RAPIDX), connecting Delhi and Meerut, KEC has built the Duhai depot, viaduct and Sahibabad & Ghaziabad stations

Duhai Depot, Delhi-Meerut RRTS Project (RAPIDX)

Water



Water Treatment Plant

- Secured single largest order in history of KEC - Rs. 2,060 Cr.
- Order book of over Rs. 4,000 Cr comprising - intake well, water treatment plants, pumping stations, reservoirs and cross-country water pipelines
- Will provide water supply to ~7,00,000 households across various villages under the Jal Jeevan Mission



Water Intake System at Bheden, Odisha

Buildings and Factories



Residential Project at Pune, Maharashtra

- Strengthened foothold in Residential buildings with multiple orders
- Forayed into Commercial buildings
- Industrial - Very strong presence in Metals & Mining sector; expanded presence beyond Cement and Auto with orders in Paints, Pharma, Logistic Parks, etc.
- Strong Order book in excess of Rs. 2,500 Cr comprising of projects from marquee clients

Data Centres



Data Centre Project at Hyderabad, Telangana

- **Currently executing 4 Data centre projects PAN India for Govt. and Private clients**
- **Integrated value proposition for clients including Civil Infra, MEP (Mechanical, Electrical, Plumbing), Substation, Cables and Solar**
- **Significant opportunities in pipeline for large scale projects**

Railways – Expected to Pick up

- Achieved Revenues of Rs. 3,701 Cr for the year
- Leadership in OHE - Successfully executed ~24% of India's railway electrification in FY23, highest in the industry
- Order intake subdued at ~Rs. 2,900 Cr, growth of 15% vis-à-vis last year
- Tender pipeline expected to improve with the increase in the capital allocation in the finance budget
- Bidding in international opportunities, expect to secure orders this year



Third Line between Mathura, Uttar Pradesh & Dholpur, Rajasthan

Railways – Diversification in Emerging Areas

Diversification journey continues in emerging areas of speed and technology

Conventional:

- Forayed in new areas of Train Collision Avoidance System (TCAS) under 'KAVACH' and Automatic Block Signalling (ABS)
- Strengthened foothold in speed upgradation with orders under 'Mission Raftaar'

Metros:

- Expanded presence in the tech-enabled areas of metros with five systems projects for Overhead Electrification (OHE) and Ballast-less track (BLT)
- Currently executing 12 projects for metro system packages including OHE, Power supply, Third rail, BLT, etc.



Speed upgradation project, Vadodara-Godhra (Part of Bombay Delhi section)



Overhead Electrification, Delhi Metro



Ballastless track works, Kochi Metro

Oil & Gas Pipelines – Scaling up



- Delivered commendable performance post integration of KEC Spur Infrastructure - Revenues of Rs. 483 Cr., strong growth of 2.7 times vis-à-vis last year
- Order intake ~Rs 500 Cr - Entry in composite station works which help to augment pipeline laying capacity
- Strong order book & L1 of over Rs. 1,000 crore (Both Government and private)

Station Piping Works at Sultanpur Jhajjar Pipeline Project

Solar – Enabling Green Portfolio

- Refocusing on the Solar business in line with the Government's renewed thrust on Solar & Wind power
- Green Hydrogen and associated renewable energy capacity addition of about 125 GW in the country by 2030
- Secured a mega solar project of 500 MW in Karnataka; one of the largest tracker-based project in India



150 MW Solar PV project in Bhadla, Rajasthan



20 MW Solar Carport project, Haryana

Cables – Gaining Momentum



- Achieved highest ever Revenues, Order Intake and Profitability in FY23
- Significantly positive cash flows – ROCE >100%
- Strategic partner to Railways and T&D businesses
- Strengthening Backward Integration - Commissioned PVC compounding plant at Vadodara to improve profitability
- Sustained focus on New Product Development – 10 New Products developed during FY23
- Launched a large transformation program for profitability improvement with a global management consultant



3

**Environmental,
Social and
Governance
(ESG)**

Solar rooftop installed at Dubai plant

Our ESG Journey



FY 2021

- ✓ Developed ESG & Sustainability strategy in consultation with a reputed consultant
- ✓ Developed long-term vision and goals with targets as part of our sustainability roadmap till FY26
- ✓ Published Integrated Annual Report with goals & targets

FY 2022

- ✓ Several ESG initiatives deployed
- ✓ Governance structure established for timely reviews by the Steering committee and ExCom & COE
- ✓ Engagement initiated with rating agencies - Improvement in ESG rating by S&P Global DJSI
- ✓ Ranked in the Top 50 most sustainable companies in India by Business World

FY 2023

- ✓ All the goals and targets are on track
- ✓ Widened the scope of CSR committee to cover ESG & Sustainability and renamed as 'Sustainability and CSR committee'
- ✓ Issued Sustainability & ESG Policy
- ✓ Board level review of performance on sustainability goals targets & strategy
- ✓ Improvement in ESG rating by S&P Global DJSI and Morningstar Sustainalytics

Key Initiatives



Environment

- **Installation of solar rooftop** at Dubai plant in addition to existing rooftop at Nagpur and Jaipur
- **Induction furnaces installed** at all 4 transmission manufacturing plants
- Reduction in Acid Neutralisation sludge by **installation of an acid recovery plant**
- **Installation of Sewage Treatment Plant** at labor colony for the treatment of sewage water
- **Solar panels** installed at project sites



Acid Recovery Plant



Induction furnace at plants



Solar panel installed at project sites



Social

- Action planning workshops across businesses to increase **Happiness Quotient**
- Dedicated focus on **Diversity & Inclusion** with regular interactions of 10-member Diversity & Inclusion committee
- **Enhanced focus on safety training** by leveraging modern technologies such as Virtual and Augmented reality
- **CSR initiatives** directed towards Education, Employability, Heritage Conservation & Community Development



Women Employees at Shop floor



Safety training - virtual reality



Pehlay Akshar Initiative



4

**Way
Forward**

Industrial project at Tiruvallur, Tamil Nadu

Exciting Times...



Economic Outlook

- Government's thrust on Infrastructure continues – Large investments in water
- Enhanced GCC capex backed by elevated oil prices
- Uptick in private capex and real estate
- National Green Hydrogen mission - Consequential investments in Solar, Wind, T&D and Cabling expected



Business Outlook

- Revival in outlook of SAE Towers
- Civil will continue to be largest growth driver
- Significant uptick in Domestic T&D
- Increase in competitive intensity in Railways
- Large opportunities in international for non-T&D businesses
- Tenders under Evaluation & Tenders in Pipeline of over Rs. 100,000 Cr



How are we placed?

- Margins improved sequentially 4.4% to 5.1% in last two quarters - Confident of further improvement in the quarters to come
 - SAE loss making EPC projects completed; Q4 EBITDA positive
 - Legacy projects will be largely completed by H1 FY24
 - Execution of new projects with current commodity prices gaining momentum
- Revenue visibility for next 7 to 8 quarters – Order Book and L1 Position of over Rs. 34,000 Cr

Key Risks



Increasing Interest costs

Volatile Commodity prices

Global Recession

Geopolitical Instability

Looking Ahead...



Profitable Growth through focused Business & Geographical Diversification



Strengthening Balance Sheet through Sustained Cash Flow Generation



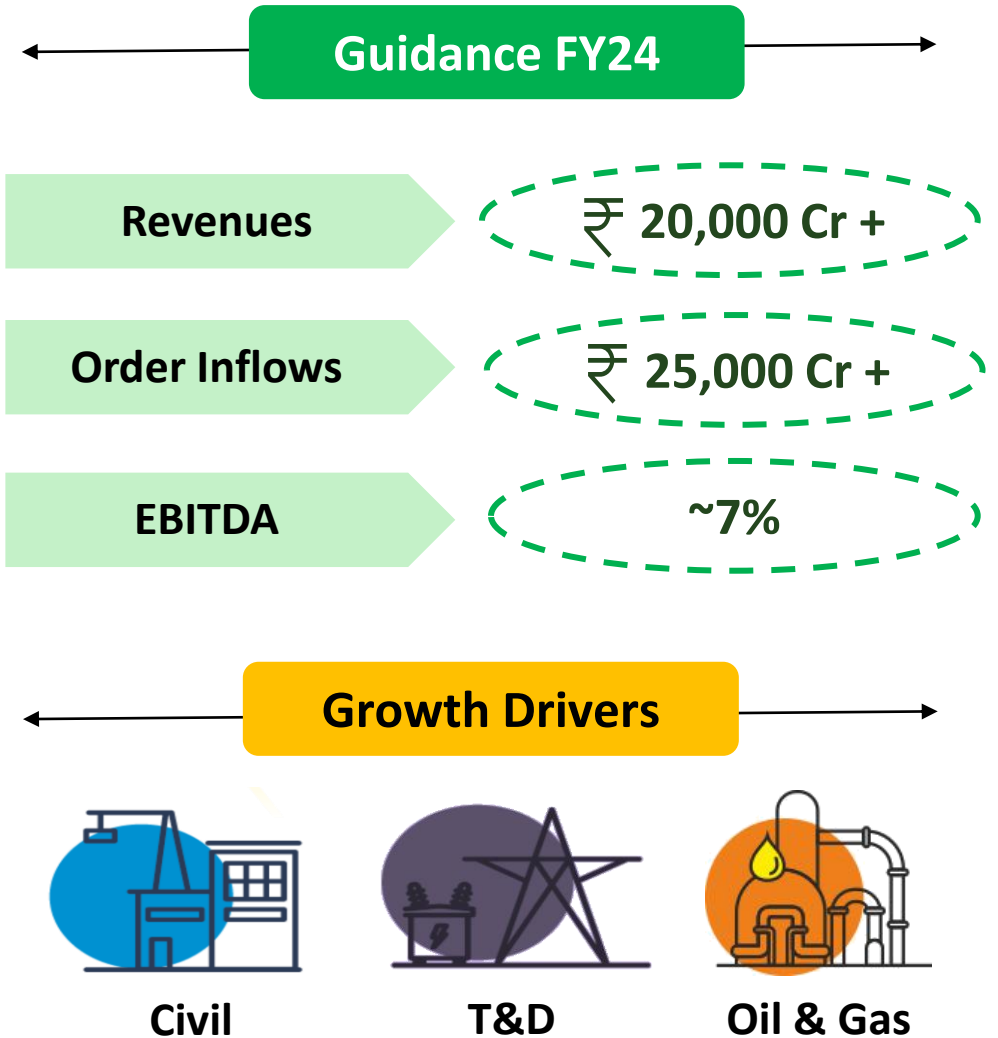
Embedding industry leading practices - ESG



Building a World Class Engineering Organisation



Sustainable Value Creation for all Stakeholders





hello happiness

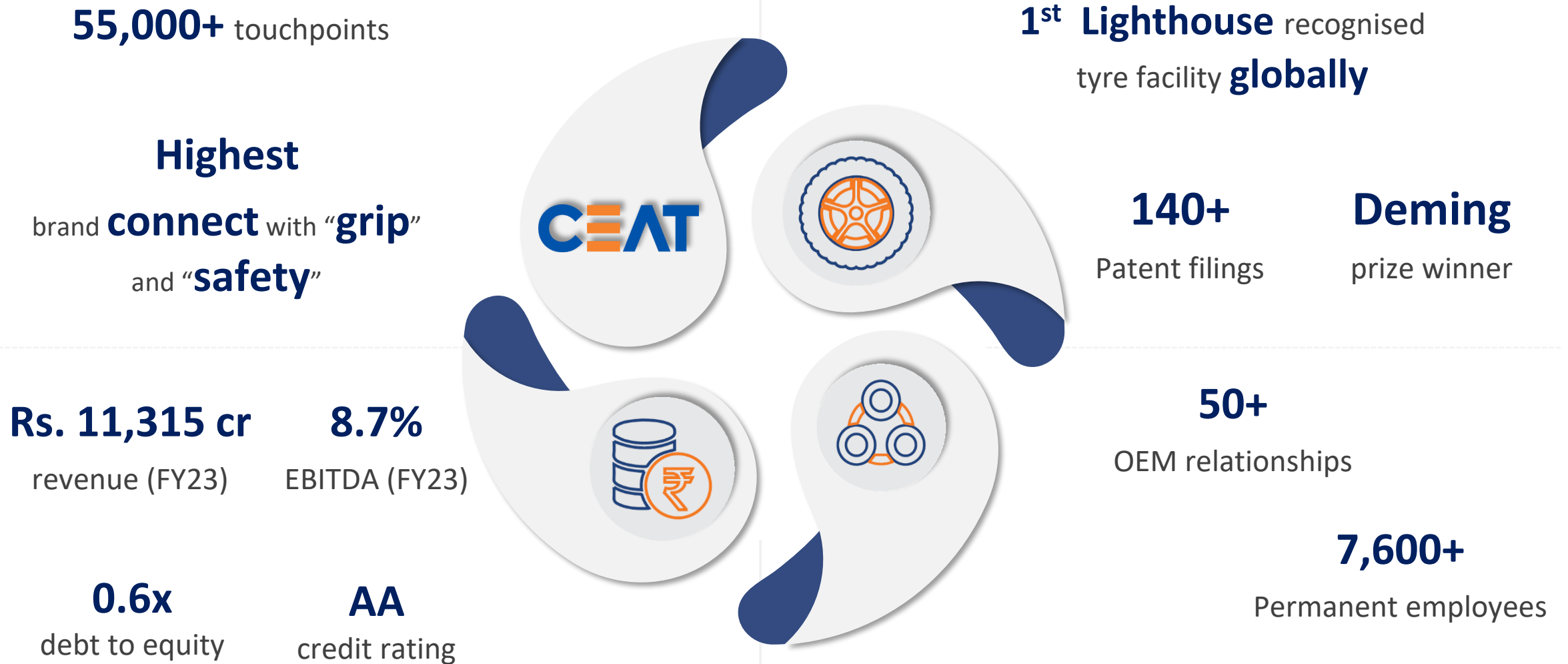
Investor Conference 2023

June 15, 2023



**MAKING MOBILITY
SAFER & SMARTER.
EVERYDAY.**

Overview



CEAT Vision - FY26

Leadership in 2W



Leadership in PC/UV



Rs. 4,000 cr International Business

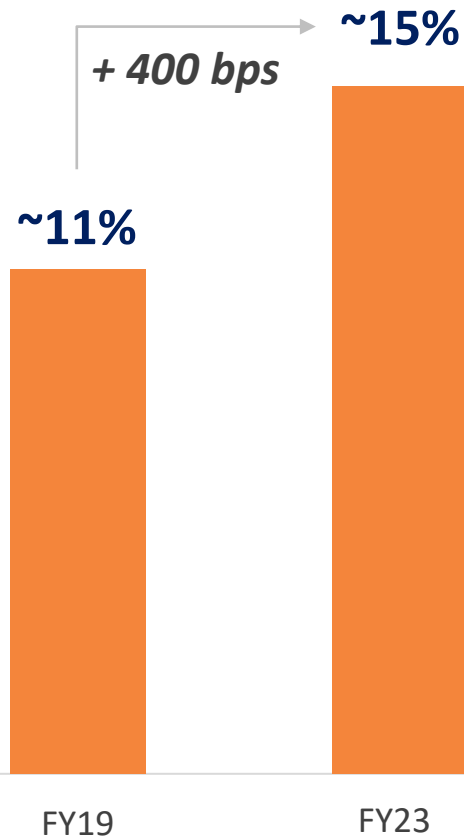


On Course, Despite Two Challenging Years

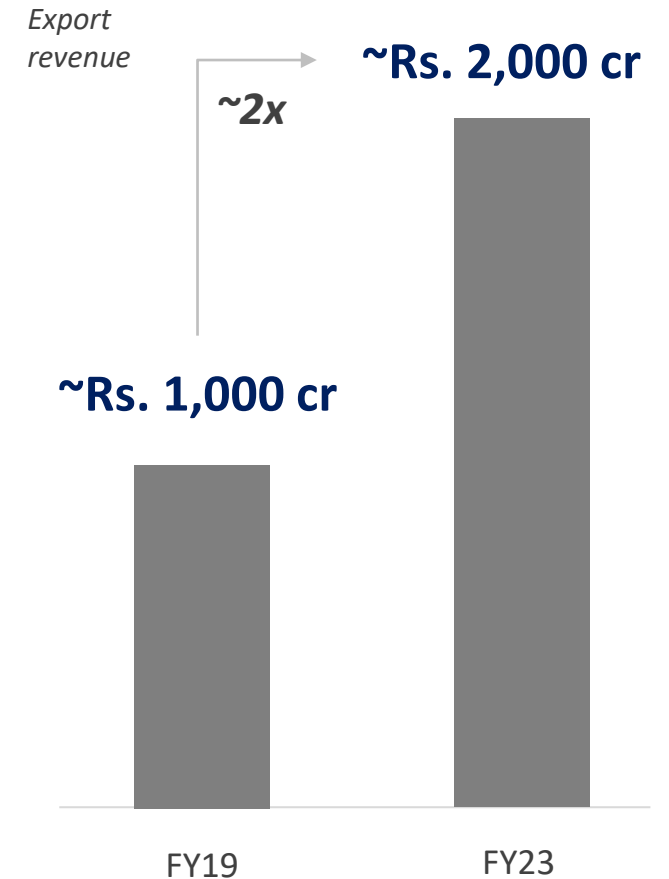
Leading in 2W ¹



Gaining in PC/UV ¹

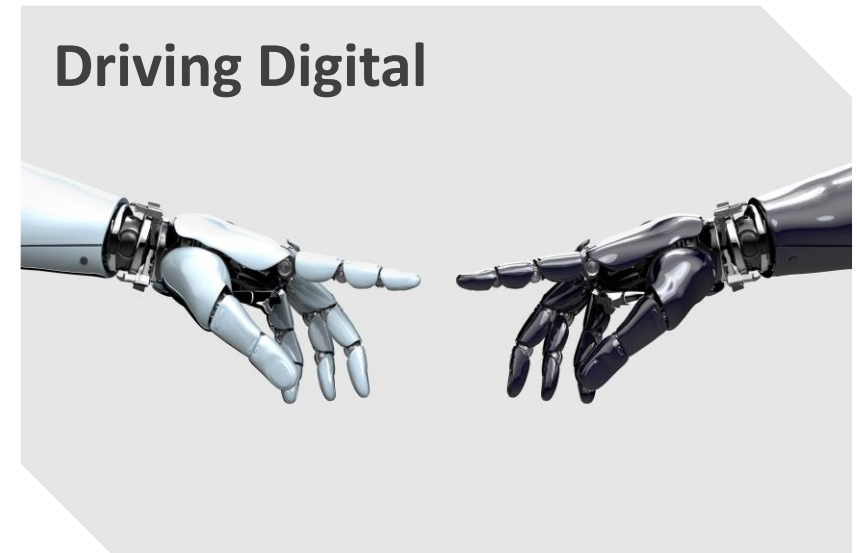
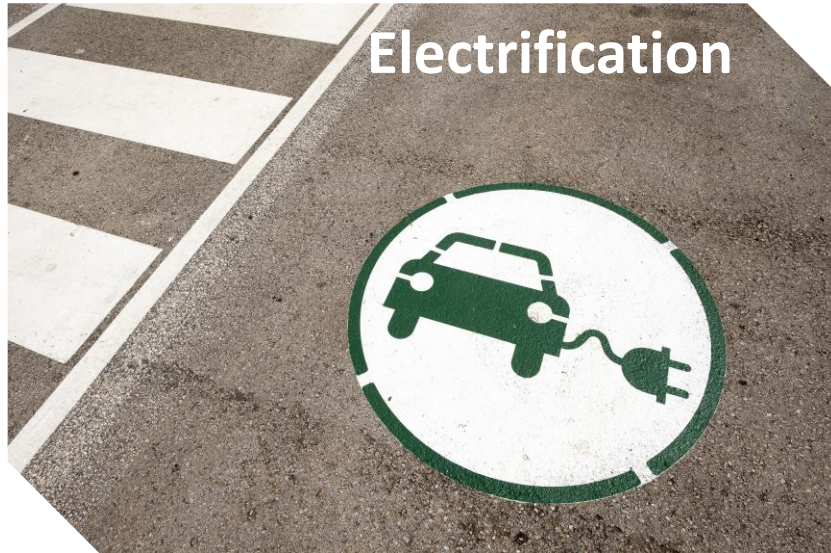


Ramping up international business

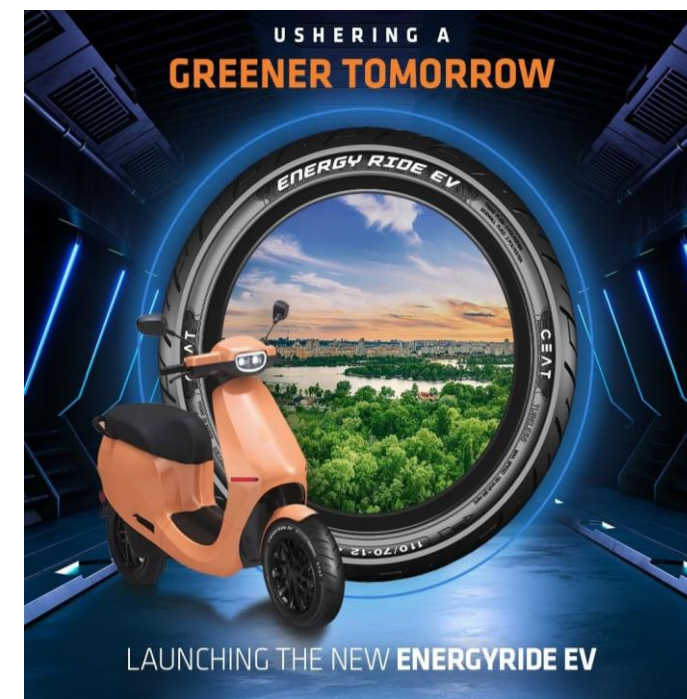


1. Replacement market share as per internal estimates

CEAT is Future Ready



Industry First EV Platforms



Association with leading EVs across categories

Mahindra XUV 400



MG ZS EV



Citroen E-C3



Ola S1



Chetak EV



MG Comet EV



Tiago EV



Ather 450 X



Vida 1



Tata Starbus EV



Tata Ace EV



~40% share of business in EV 2W OEMs

18% contribution from International Business¹

~1.5x v/s FY19

Revenue from focus geographies¹

>2x v/s FY19

**Presence in 25 countries in Europe
and 14 countries in Latin America**



Strong base in Europe, expanding in US

Extensive Product Rollout

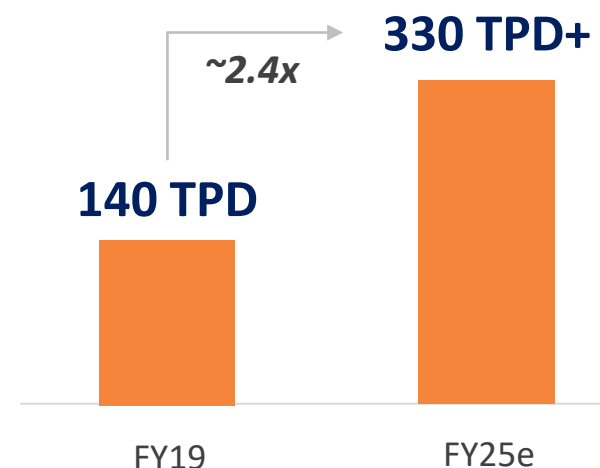


750+ Off Highway SKUs

~1.7x since FY19

~80% coverage in global agricultural segments

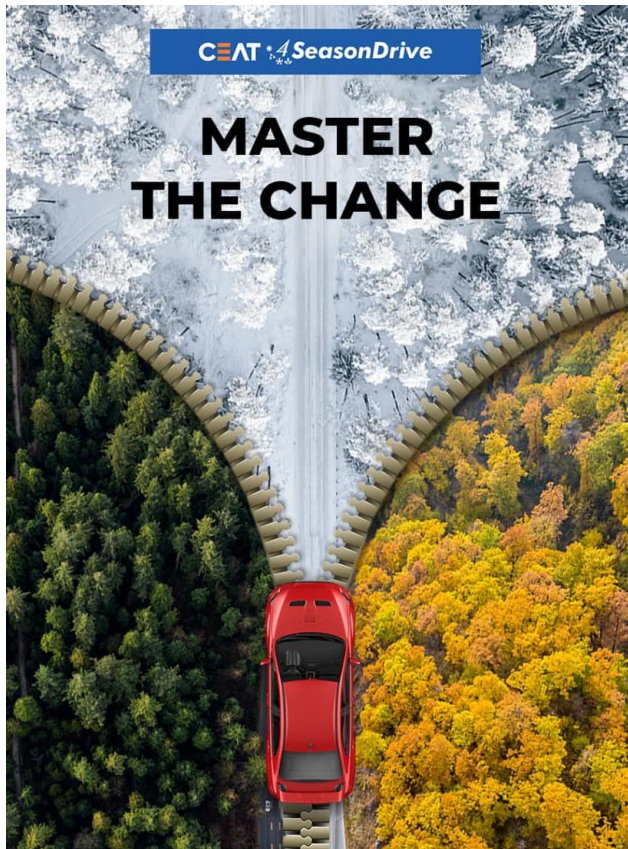
Ramping up capacities



Prestigious OEM entries



Run rate of ~2mn PC/UV tyres per annum,
PC/UV SKUs ~1.5x since FY19



.. Targeting PC/UV and TBR
launch in US by end FY24

Developing 200+ SKUs

Dedicated platforms

*Successfully tested TBR under
private label*



Premiumising product range



Contribution from premium ranges >2x in last 4 years

PC/UV



~9%

FY19

~28%

FY23

2W



~13%

FY19

~23%

FY23

Association with prime media properties



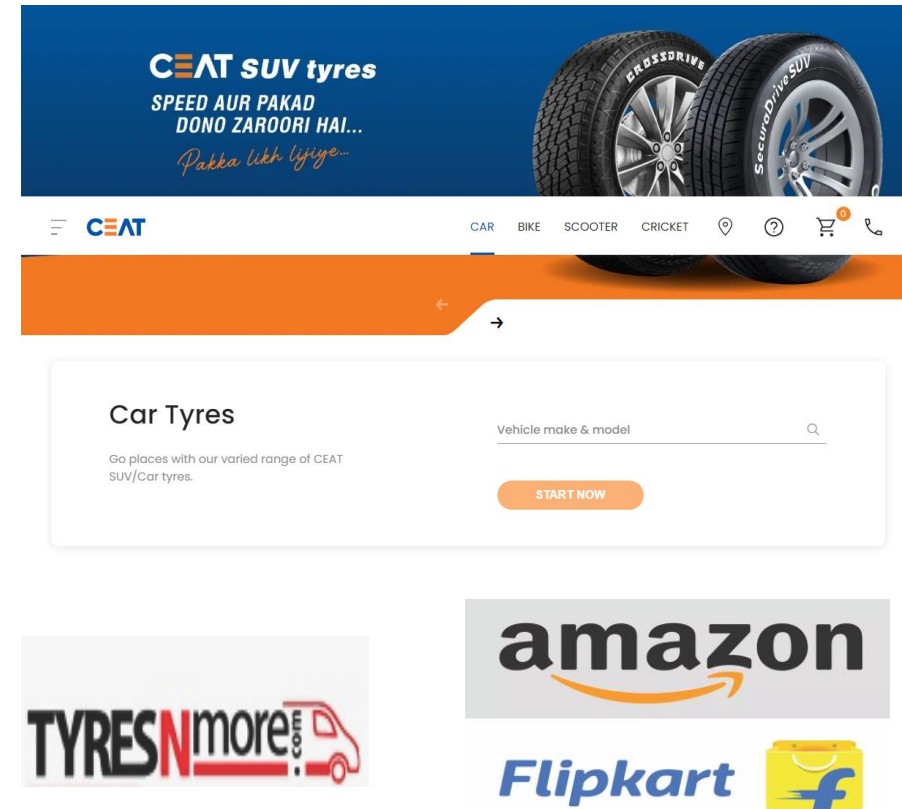
.. and influencer programmes



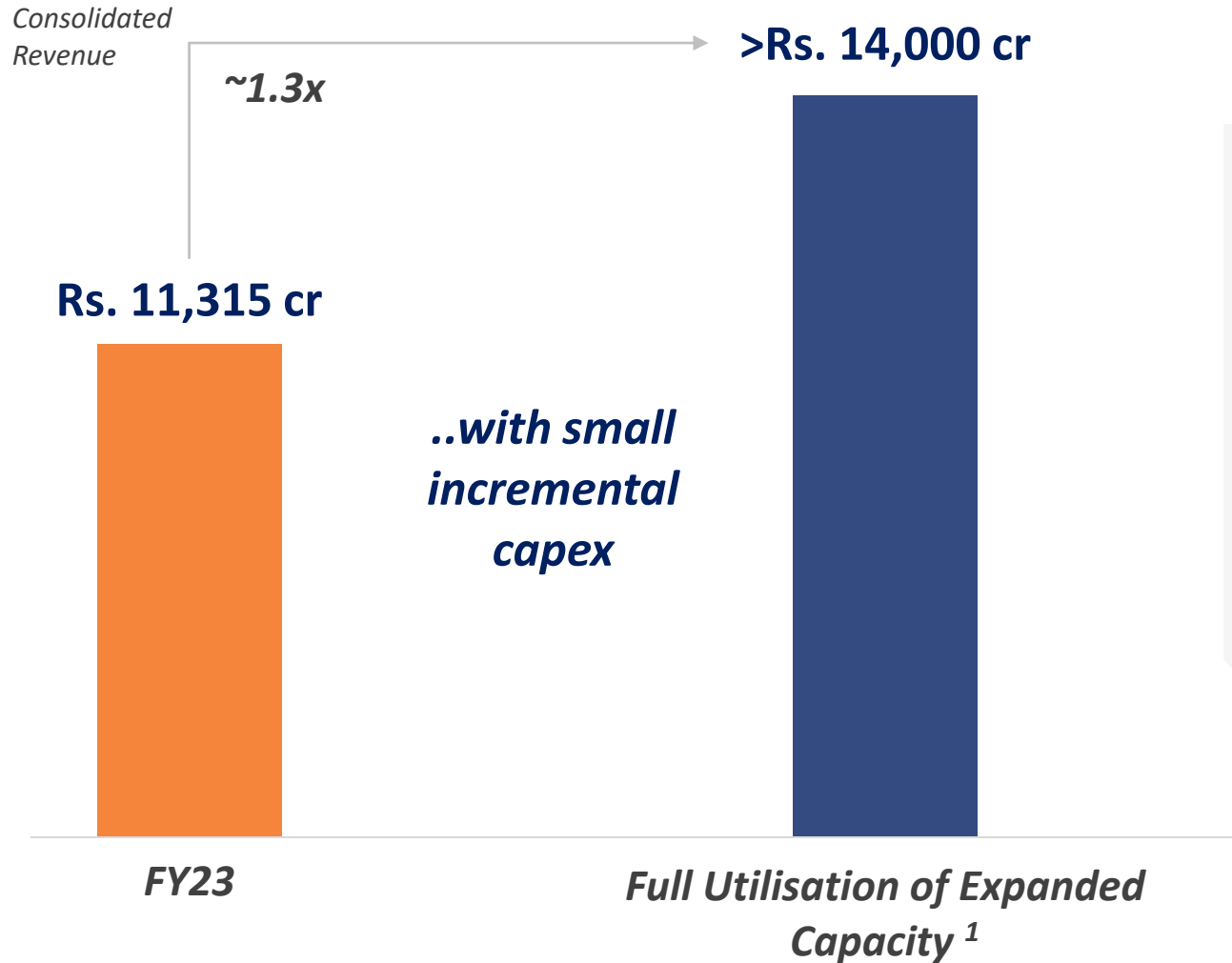
World Economic Forum Lighthouse Recognition for Industry 4.0



~6% of PV/UV replacement sales from D2C channels



Geared for Growth



Way Forward

Benefits from operating leverage

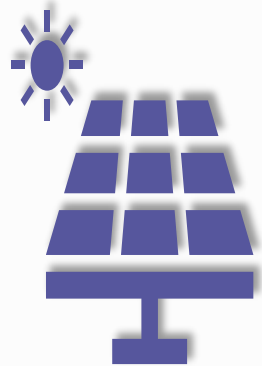
Bite-sized capex

RoCE improvement

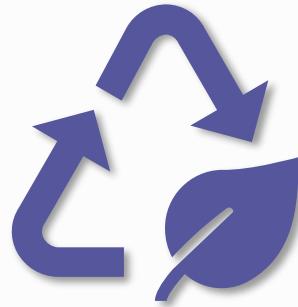
1. Potential revenue at current realizations

Key Sustainability Achievements for FY23

Sustainability Vision 2030: Reduce carbon footprint by 50%



***~33% plant power
through renewable
sources***



***~10% reduction in
overall tCO₂e per MT
of production ^{1, 2}***



***37 BEE 5-star and 23
BEE 4-star rated
products***



***~17% reduction in
water consumption per
MT of production ¹***

1. YoY FY23 / achievement during FY23 as applicable
2. Scope 1, 2 and select scope 3



**MAKING MOBILITY
SAFER & SMARTER
EVERYDAY**





hello happiness



JUNE
15, 2023

Zensar Technologies Ltd.

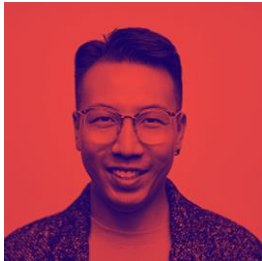


Investor Conference 2023

Zensar today

We are a technology consulting and services company. More than 145 leading enterprises depend on our expertise to be more disruptive, agile, and competitive.

We focus on conceptualizing, designing, engineering, marketing, and managing digital products and experiences for high-growth companies looking to disrupt through innovation and velocity.



Continuous added value: Globally

Serving clients across
3 markets

US
UK and EU
Africa

3 verticals

HTM
BFSI
Consumer services

604.2M

USD revenue FY23
10.3% YoY CC
increase

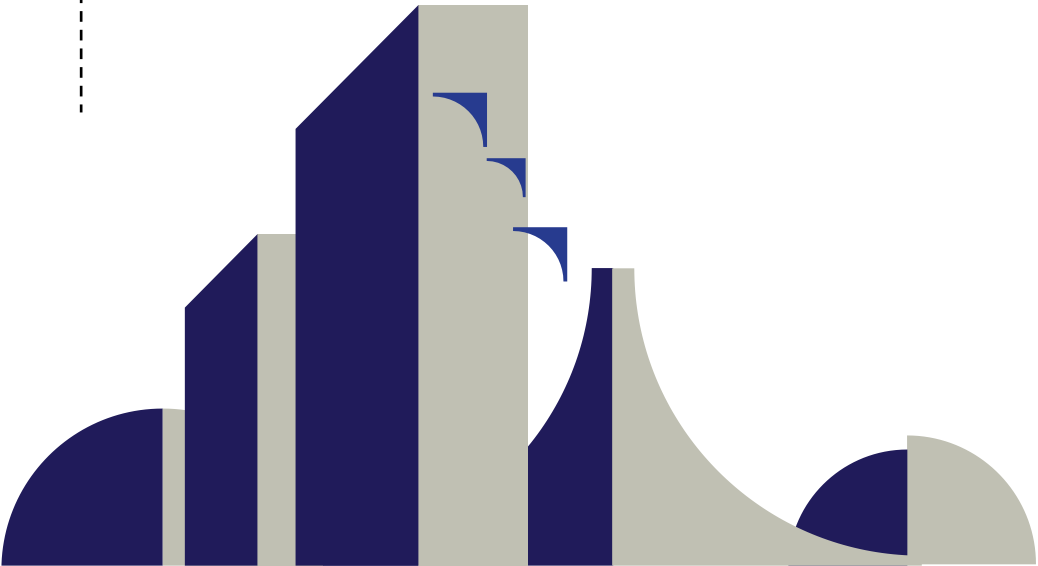
30+

Global locations
Offices located in India, US, UK,
Europe, and Africa

10,500+

Headcount across
the globe

Part of the
USD 4.7 billion RPG
Enterprises Group

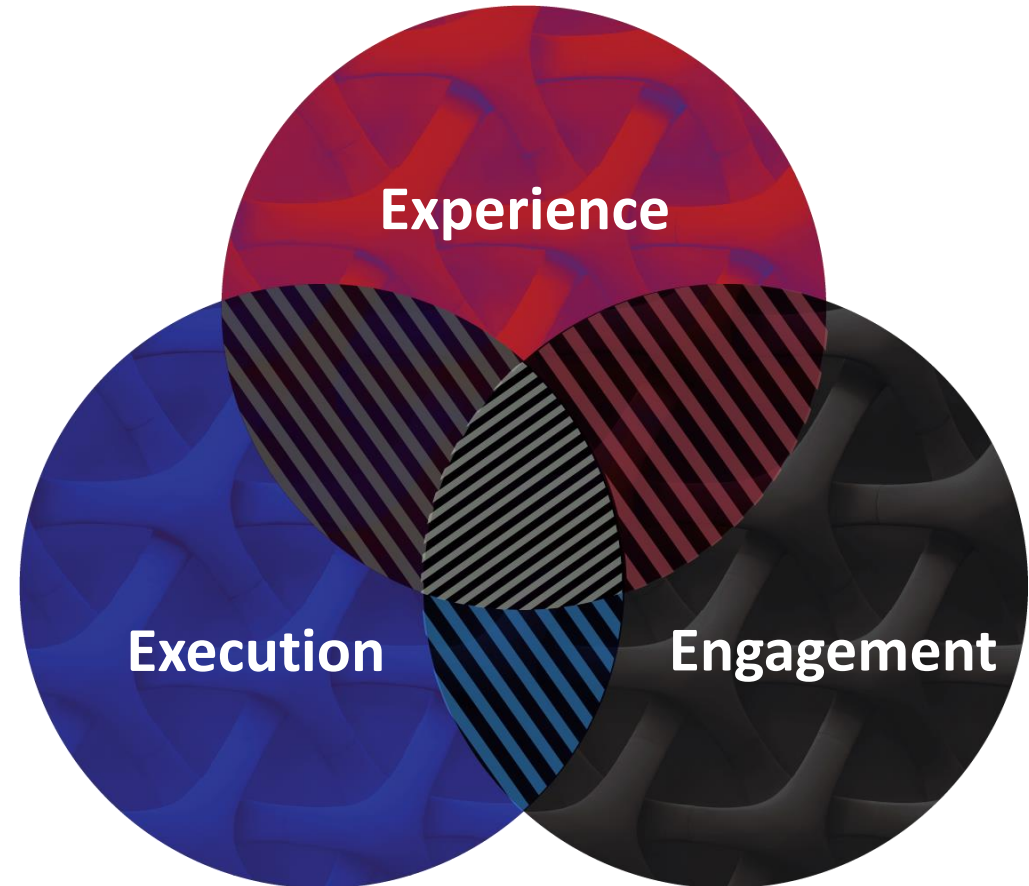




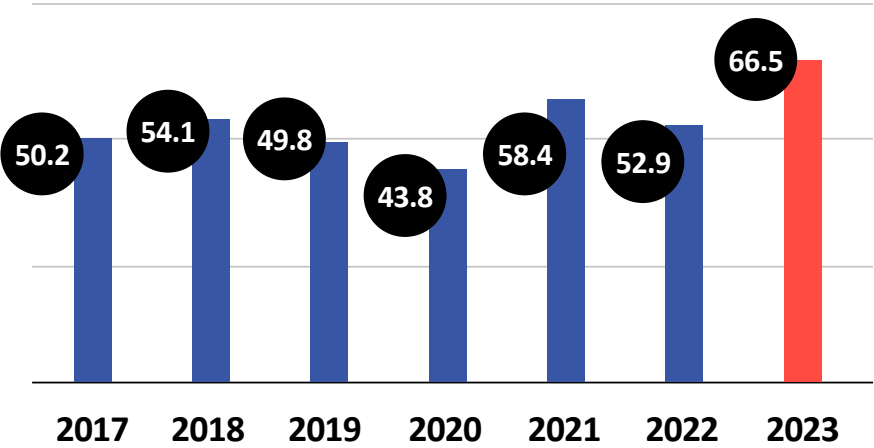
Our Strategy

What's unique about Zensar?

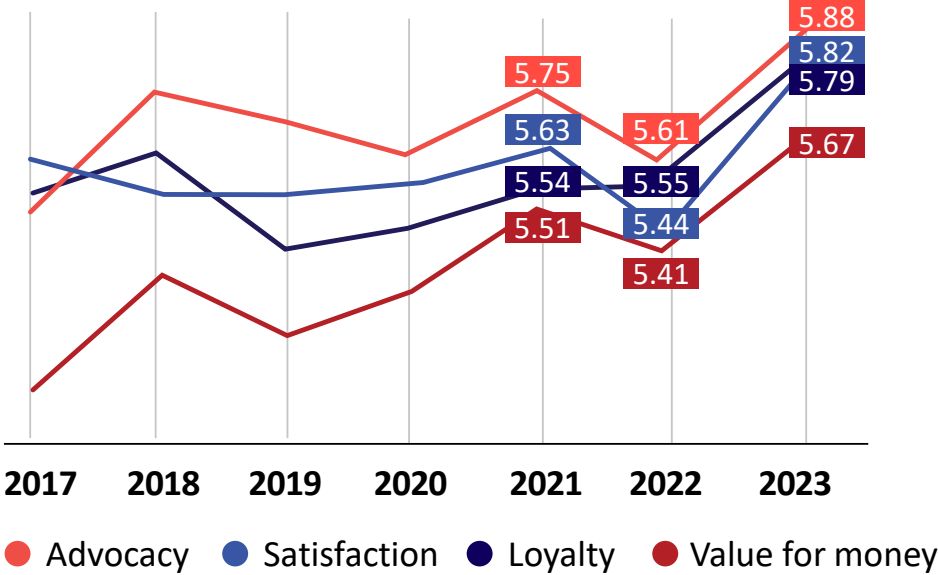
We **design** digital **experiences** that we **engineer** into scale-ready cloud-native products that integrate with evolving **IT landscapes** and deliver superior client **engagement**. This full lifecycle capability from design to engineering to IT to engagement is what makes us unique



Customer experience index



Key outcome measures

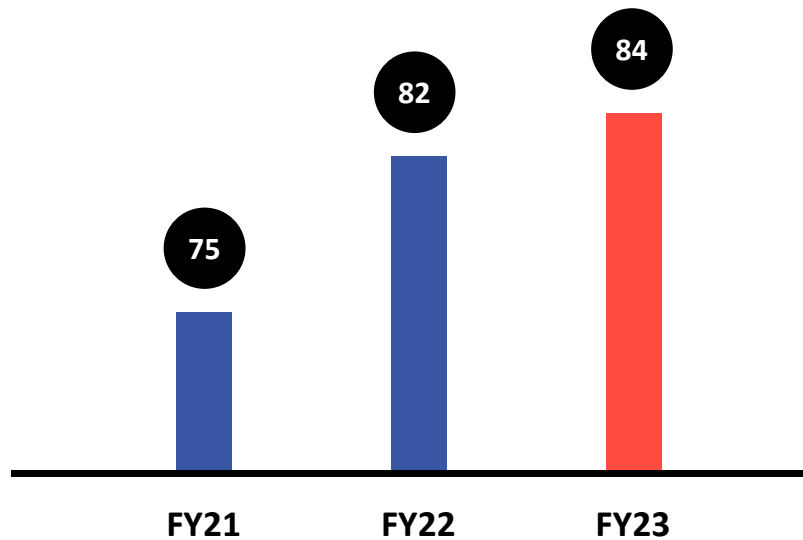


Score on scale of 0 to 7

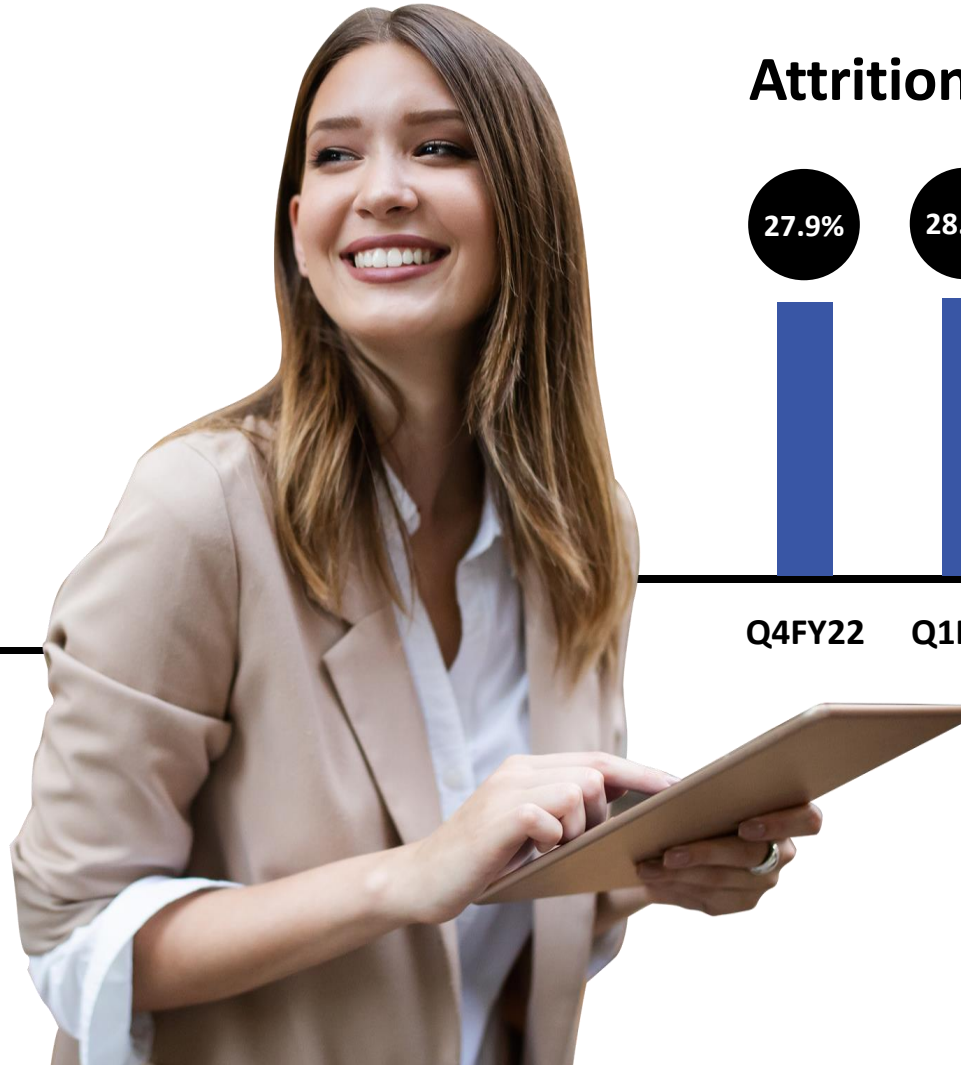
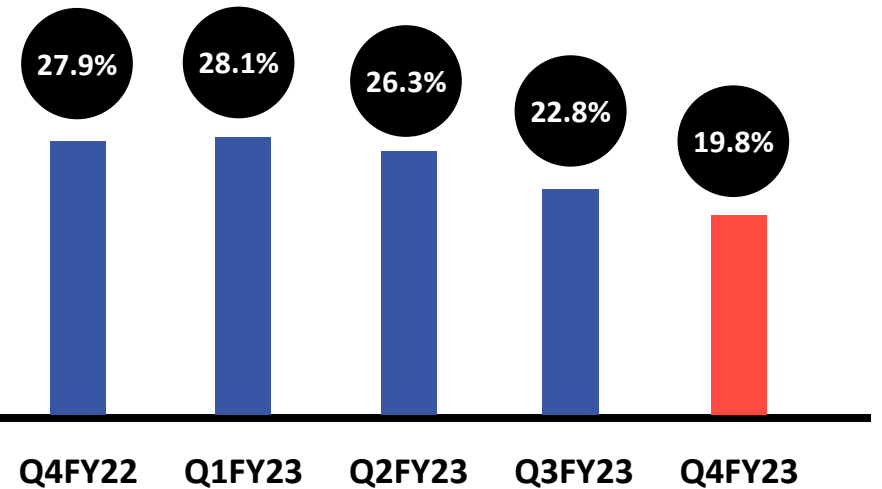


...delivered by happy employees ...

Happiness index

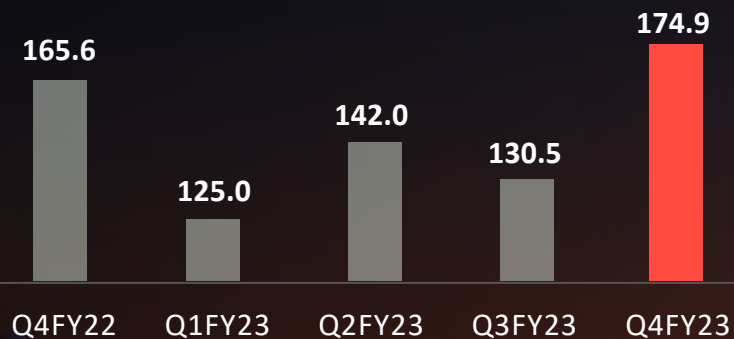


Attrition (LTM %)

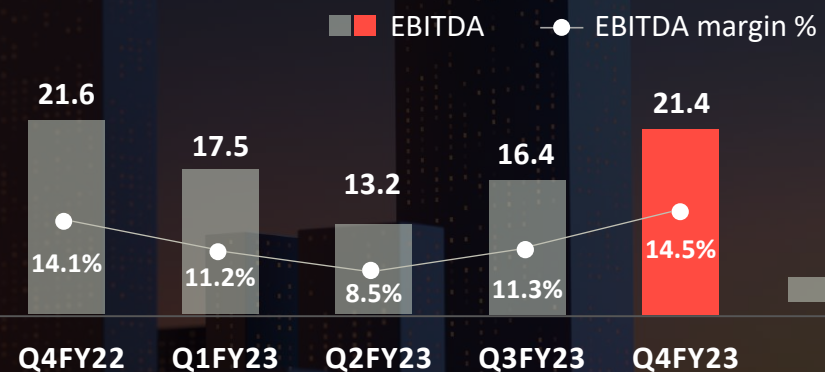


...to achieve positive results

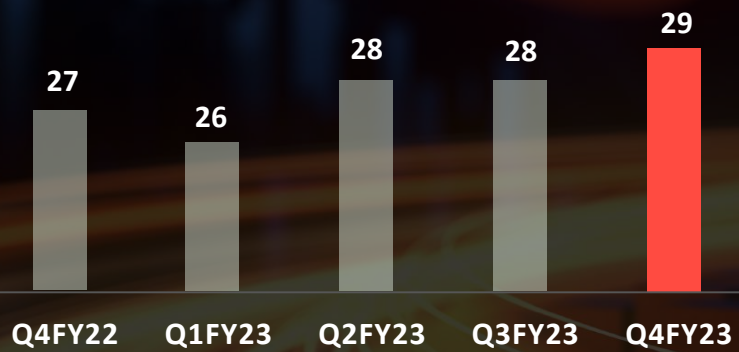
Order book (in \$M)



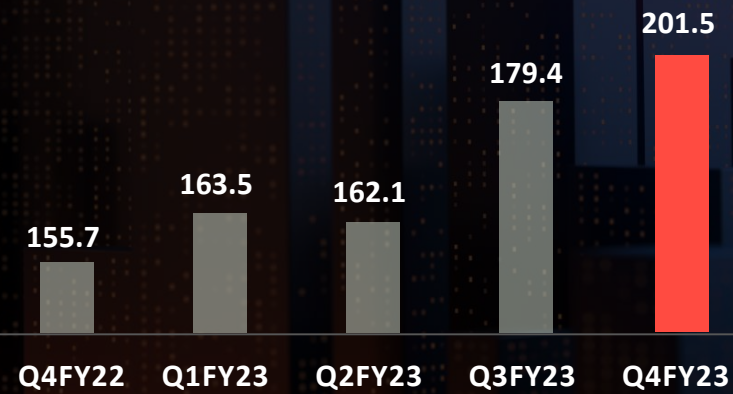
EBITDA (in \$M)



5M + clients (In nos.)

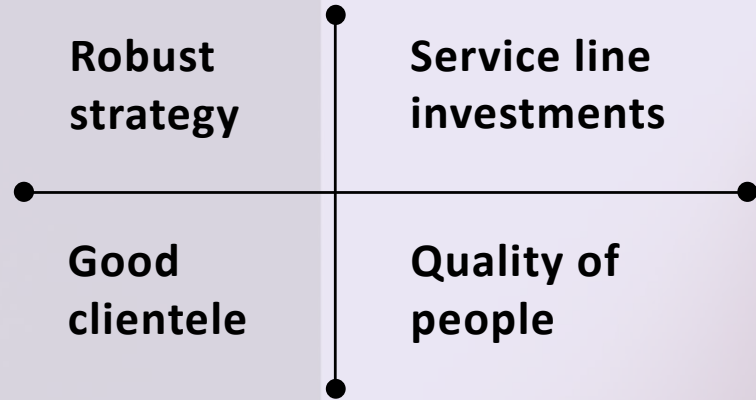


Cash Position (in \$M)



Strategy execution and current priorities

Leverage



Strengthen

Client Centricity

Account management

Acquired entities integration

Proactive data-based governance

Operational excellence

Talent Supply Chain Transformation

1

Strategic partner of choice for our clients

2

Focus on new age business through experience led engineering

3

Dedicated function to strengthen alliances and foster growth

4

Focus on right incentivization

5

Focused delivery through execution excellence

6

Strengthen TA and TSC functions

Some green shoots over the last one year

60+

recognitions from
leading analysts

1Bn

ZAR company in
South Africa Strong
local brand

First satellite
office

for Bengaluru
Inaugurated

New learning
Academy

unveiled in Pune



Foolproof won CRO Agency of the Year



Won Gold at the Brandon Hall
Excellence Award for learning and
development



Zensar and Foolproof won BIMA (British
Interactive Media Association) Silver
Award for Best Digital Transformation



Zensar added to '2022 Exemplars of
Inclusion' in the Most Inclusive
Companies Index by Avtar & Seramount



ESG goals and commitments



Environment

Carbon Emissions

Net-zero GHG emissions by FY40
(Scope 1 and 2)

Energy Consumption

50% reduction in Energy
Performance Index by FY30

Waste and Water Mgmt.

By FY25 for owned premises:

- Water positive
- Zero water discharge
- Zero waste to landfills



Social

Happiness

Increase Happiness Index Score to 82
or more by FY25

Diversity and Inclusion

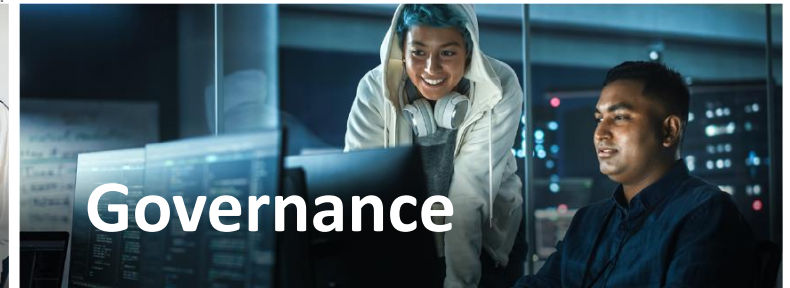
Creating a gender-diverse workplace
with 35% women associates by FY27

Corporate Social Responsibility

Reach 225,000 lives through community
development initiatives by FY30

Human Resources Development

Achieve 80 average hours of training per
associate by FY30



Governance

Governance and Compliance

- Code of conduct training compliance @ 100%
- Strong ombudsman process

Procurement and Supplier Diversity

Assess all suppliers based on sustainable
procurement criteria by FY30

Data Security and Privacy

Commitment to data privacy compliance

zensar

Think Velocity





hello happiness

Investor Conference 2023

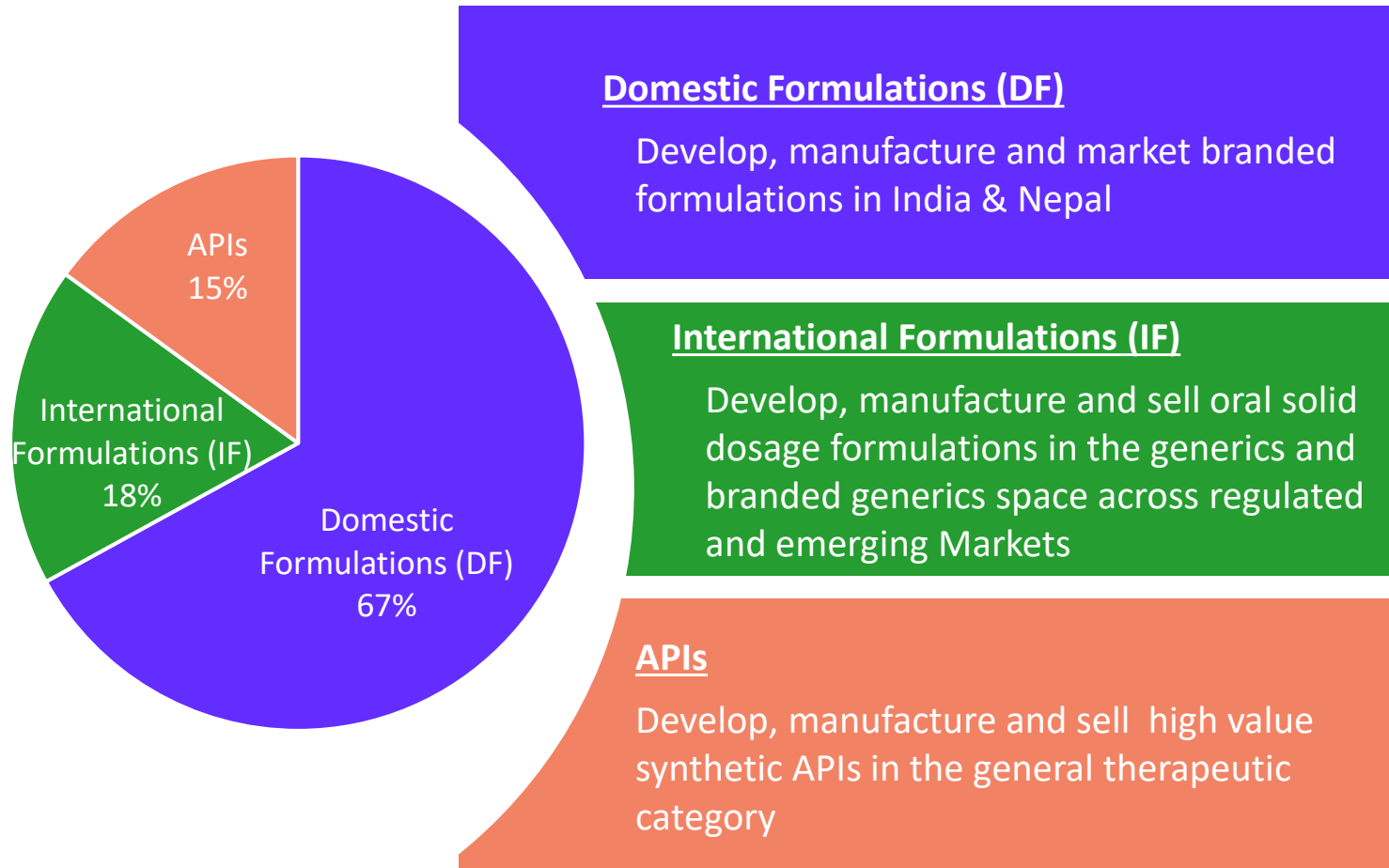
RPG Life Sciences

June 15, 2023



RPG Life Sciences: An Integrated Pharmaceutical Company

RPG Life Sciences is an integrated research based pharmaceutical company operating in the domestic and international markets in the branded formulations, global generics and synthetic APIs space.



Leader in Immunosuppressants



9 Therapies represented by High Equity Brands



50+ Markets Presence



3 Manufacturing Facilities



1200+ Employees

FY 2022-23: A Milestone Year



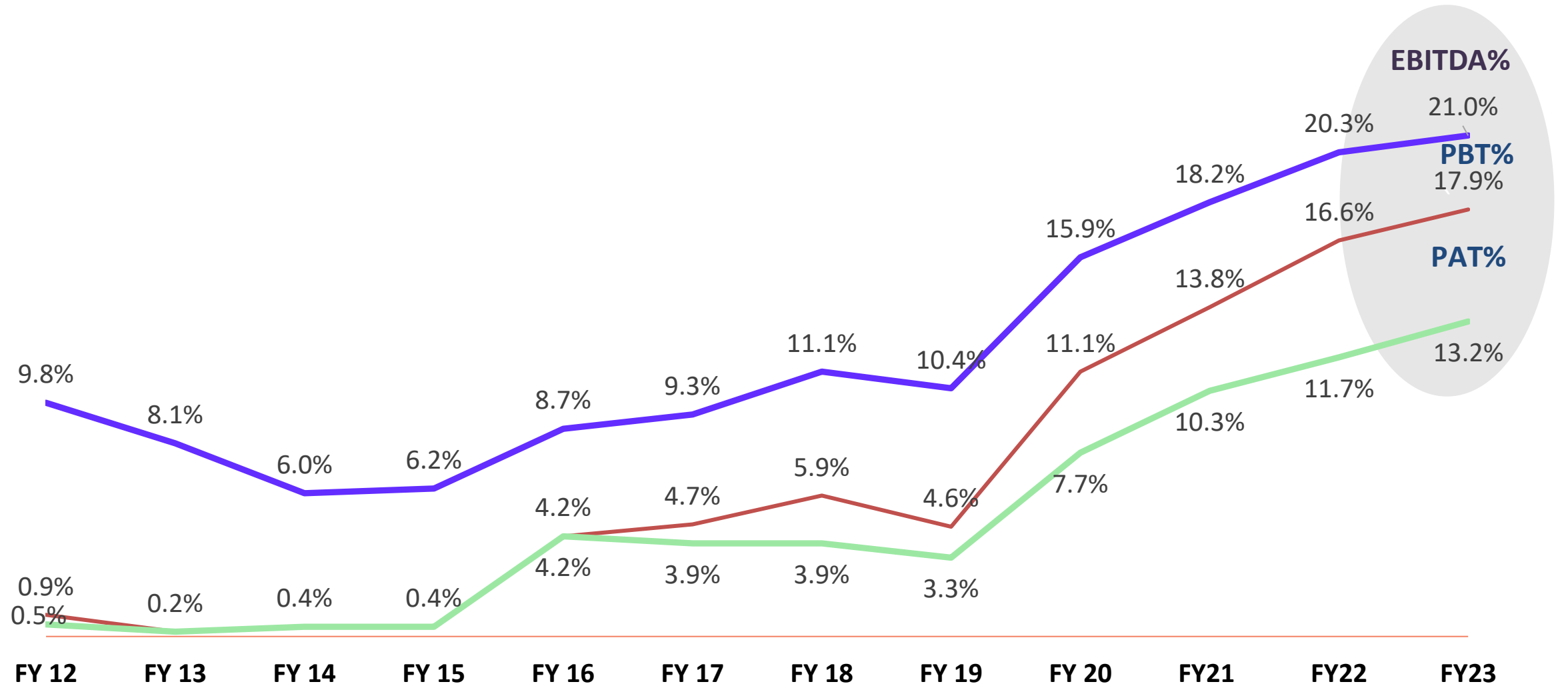
Consistently outperforming the IPM market– 20.0%* vs 7.9%**growth

Naprosyn: First 50 Cr+ Brand for the company

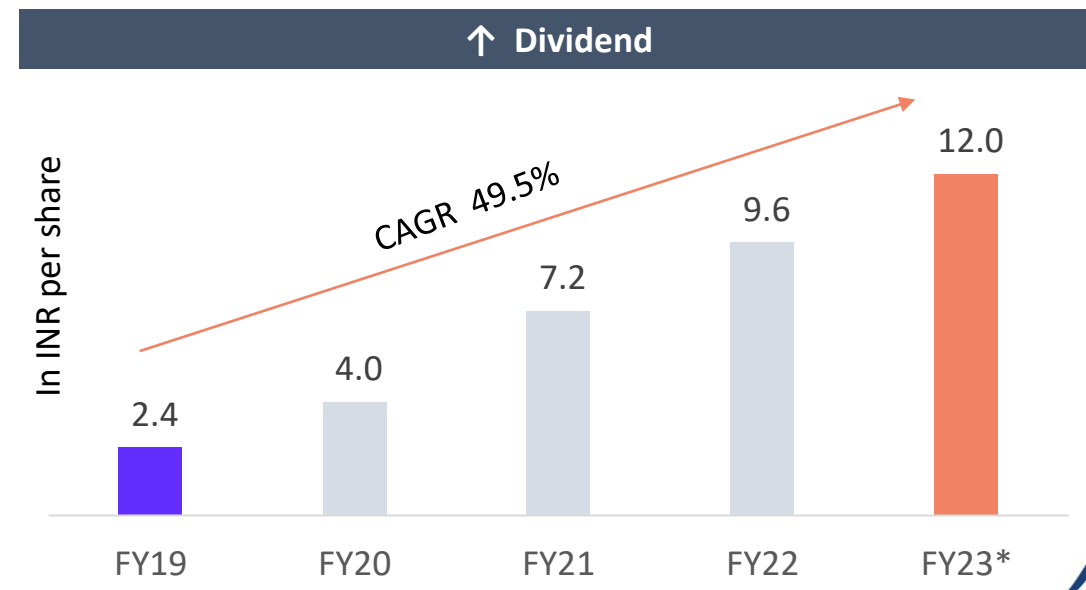
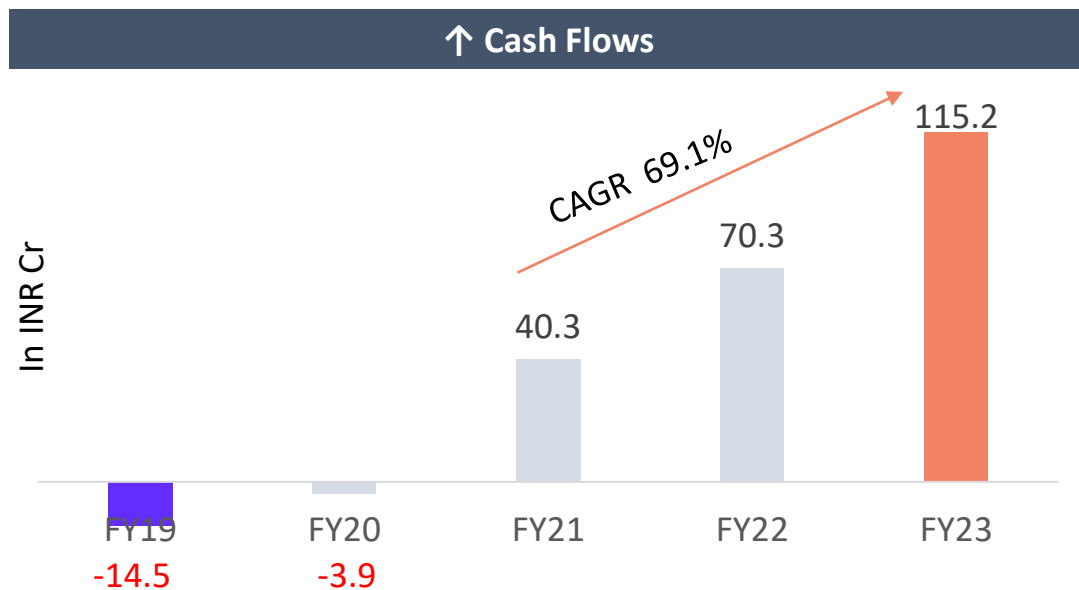
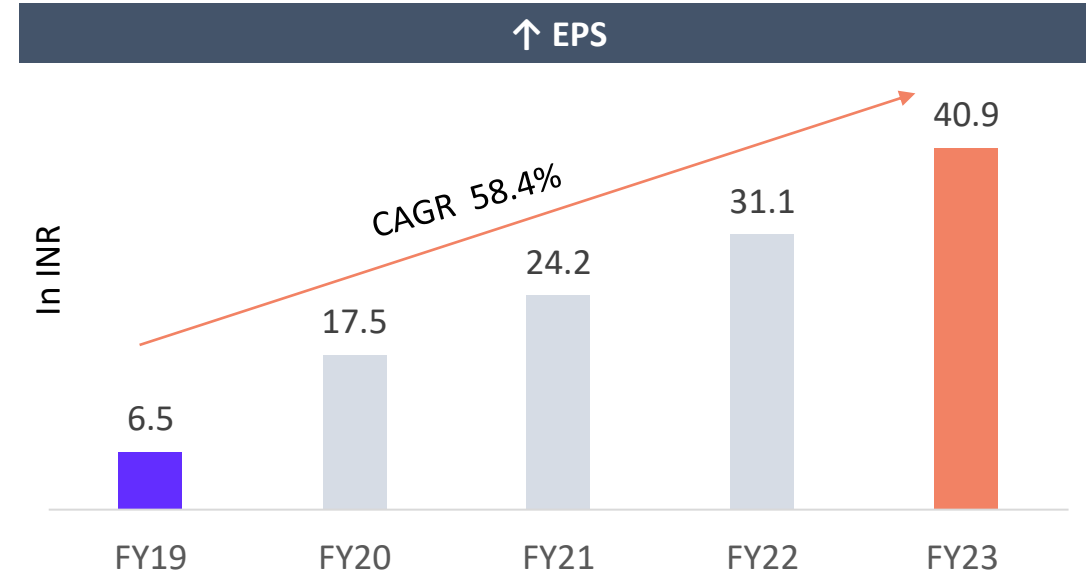
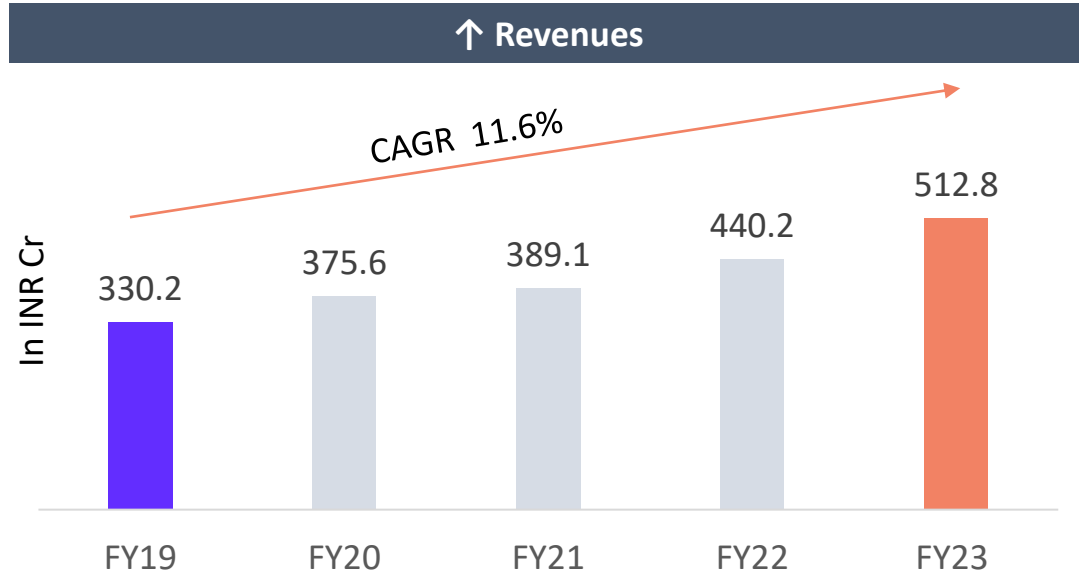
New products and therapies contributed 28%

Share price crossed INR 1,000 first time ever

Margins: A Trajectory of y-o-y expansion continues

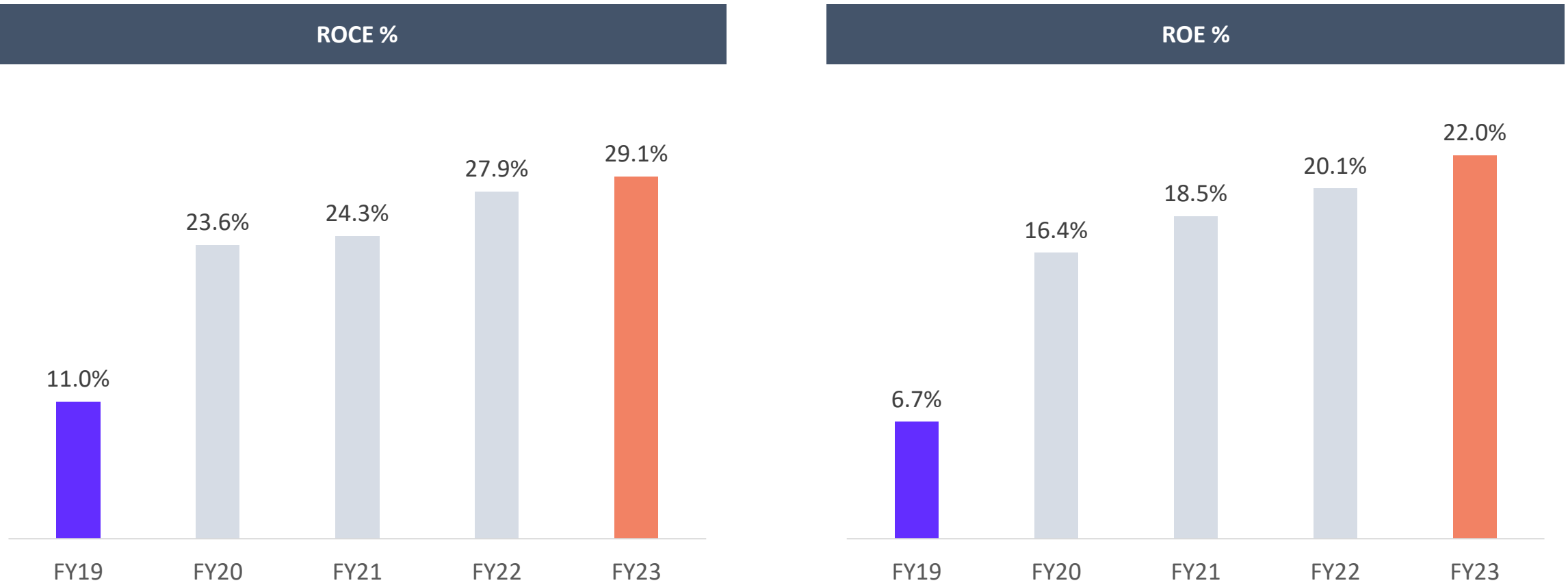


Key Financial Metrics : A Trajectory of Strong y-o-y Growth



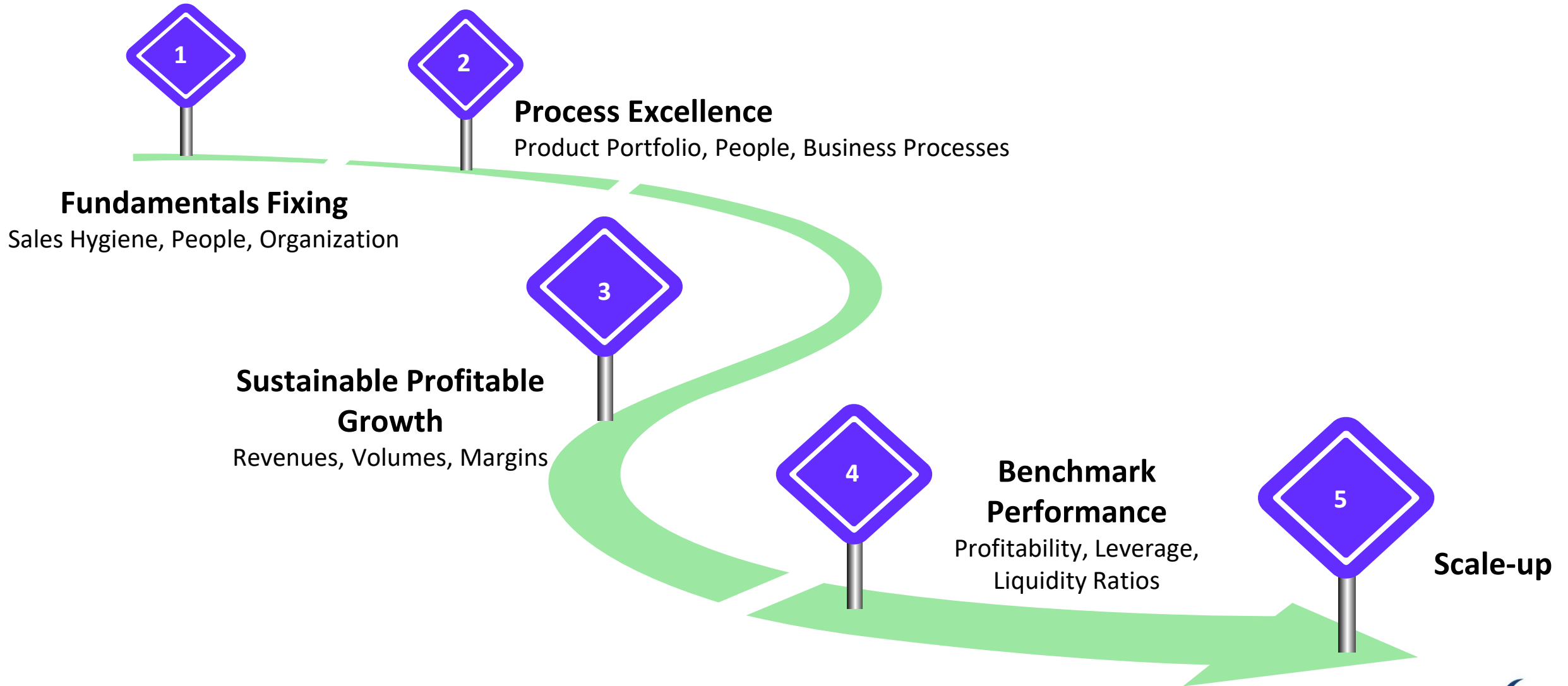
* Approved by Board

Key Ratios (ROCE, ROE) : A Trajectory of y-o-y uptrend



Company continues to remain Debt-free

Journey of RPG Life Sciences



ESG Progress Update FY23

Environment Goals



Carbon Emission

10% reduction in FY23



Energy Consumption

8% reduction in FY23



Waste Management

Hazardous Waste
Reduction by 15% in FY23



Water Management

7% reduction in water
consumption FY23

Social Goals



Diversity & Inclusion

50% increase in gender
diversity in FY23



Product Responsibility

Strict Quality Vigil



Employee Well-being

Co-morbidity control
through a 40-point
checklist

Governance Goals



Data Integrity

Digitalization across Plants



Cybersecurity

IT assets security through
EDR tool

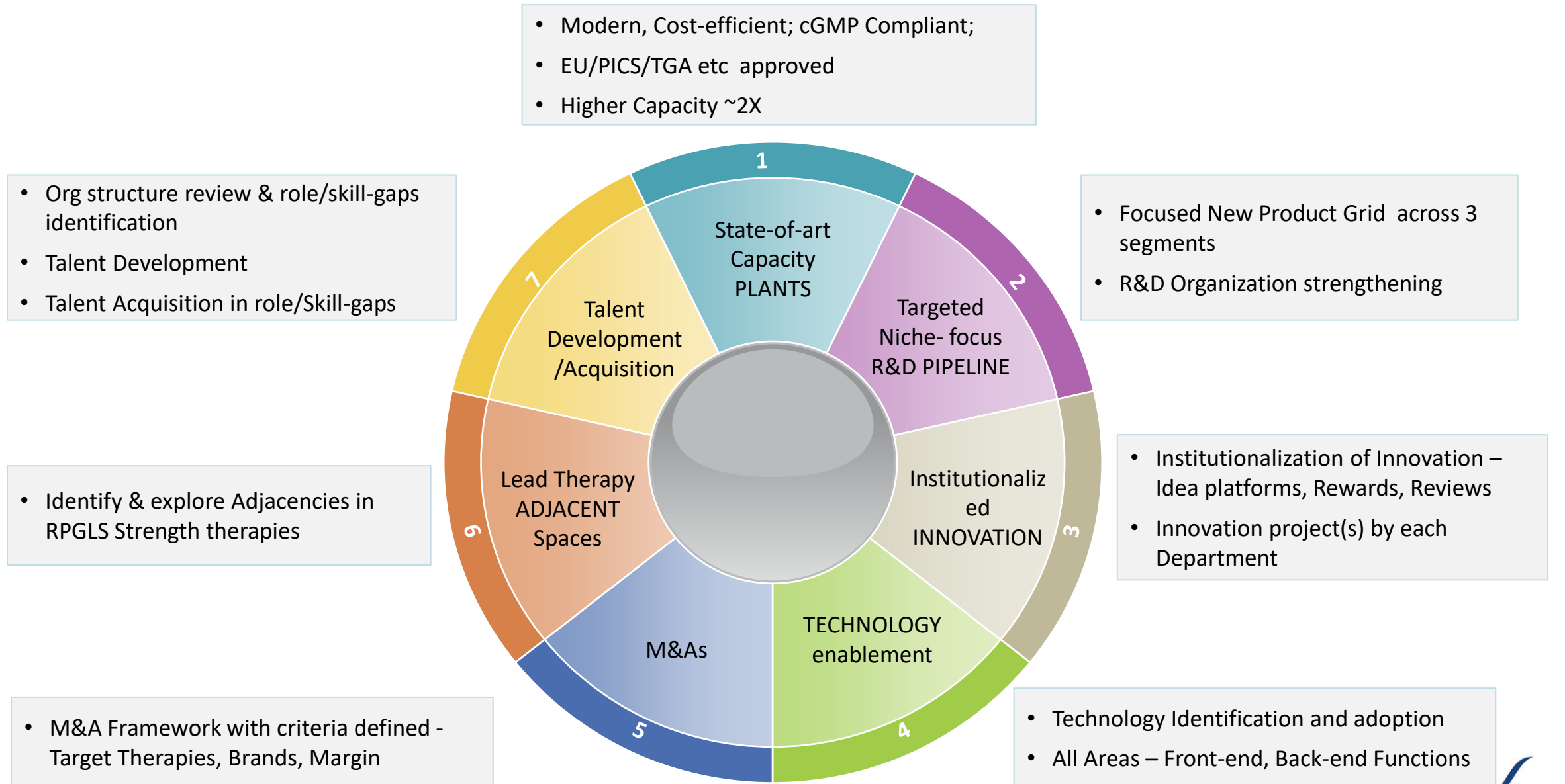


Industry Best Practices

In Marketing, Sales,
Quality, Procurement etc.

The Journey Ahead: Benchmark Performance to Scale-up

7 Pillars identified









hello happiness

Group Finance

Investor Conference 2023

RPG Group : A Diversified conglomerate

Presence Across Key Growth Sectors

	<u>FY23</u> <u>(Rs. Cr)</u>	<u>YoY</u> <u>(%)</u>
	17,282	25.7%
	11,315	20.8%
	4,848	14.2%
	513	16.5%



Strong revenue growth across entities

EBITDA Margins

<u>FY23</u> <u>(%)</u>	<u>Q4FY23</u> <u>(%)</u>
4.8%	5.1%
8.7%	13.1%
11.3%	14.5%
20.0%	13.4%



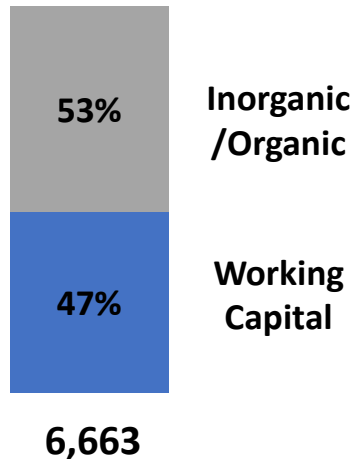
Focused efforts to improve margins

RPG Group : Resilience through Prudent Financial Management

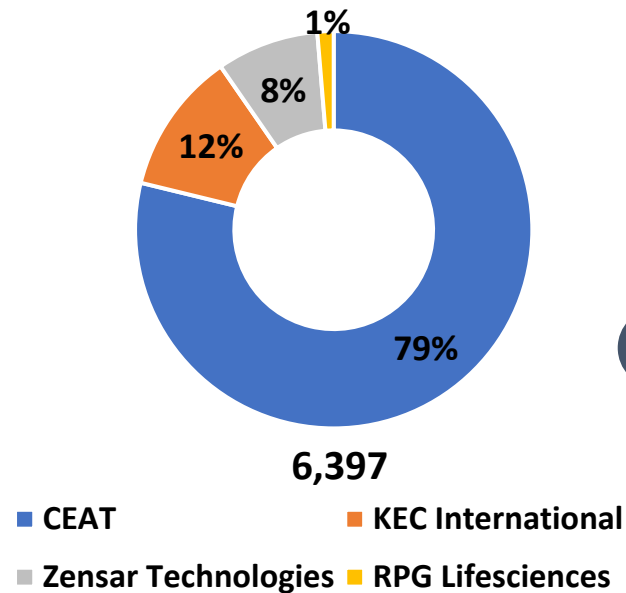
Growth Oriented Capital Allocation

in Rs crore

Incremental Capital
Employed (FY18 - 23)



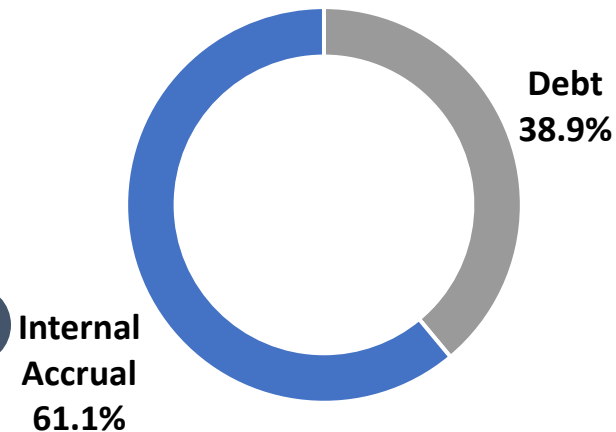
Incremental Gross Asset
Creation (FY18 - 23)



- CEAT and RPGLS invested large portion of cash accruals in organic growth
- KEC and Zensar enhanced capabilities through acquisitions

De-levered Approach to Funding Growth

Funding Split (FY18 - 23)



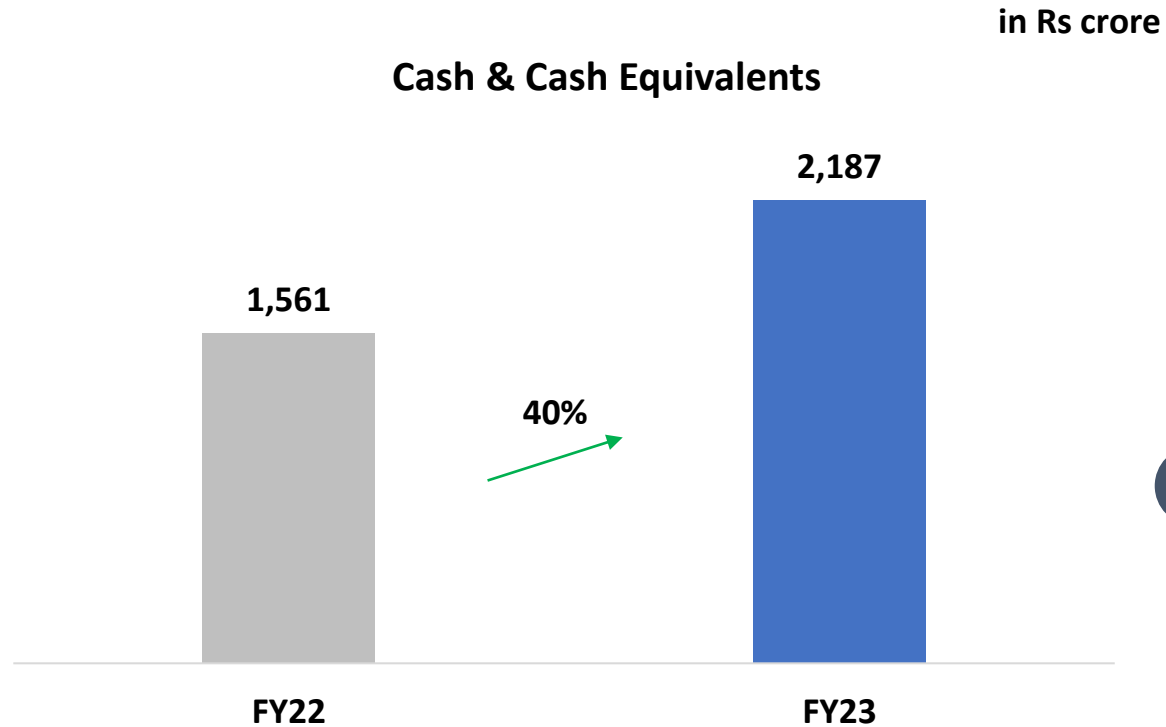
D/E (FY23)

KEC	0.8x
CEAT	0.6x
zensar	-0.4x
RPG LIFE SCIENCES	-0.4x

- Significant portion of growth funded from internal accruals
- Leverage ratios have remained at low level





RPG Group : Resilience through Prudent Financial Management (contd.)

Improving Liquidity Position



- Healthy liquidity across companies
- 2 of the companies with negative net debt

Efficient NWC management

	NWC Days*	Change (FY22-23)
	118	19 ↓
	6	6 ↓
	56	8 ↓
	48	10 ↓

- Consistent focus on improving the working capital management

* NWC = Inventory + Receivables – payables + contract assets - contract liabilities+ unbilled revenue

RPG Group : Building Trust, Creating Value



Quality with Quantity

- ✓ Growth, Profitability and Returns



Sound governance ethos

- ✓ Sustainability led, Ethical work culture



Constantly investing in building & strengthening

- ✓ People, Processes & Practices



hello happiness