



Ramky Infrastructure Ltd.

Ramky Grandiose, 15th Floor
Sy.No. 136/2 & 4, Gachibowli

Hyderabad - 500 032

T: +91 40 2301 5000

F: +91 40 2301 5100

E: secr@ramky.com

www.ramkyinfrastructure.com

CIN: L74210TG1994PLC017356

June 25, 2024

To, Corporate Relations Department BSE Limited, Phiroze Jeejeebhoy Towers, Dalal Street, Fort, Mumbai - 400 001. Scrip Code: 533262	To, Listing Department National Stock Exchange of India Limited Exchange Plaza, Plot No. C/1, G Block, Bandra - Kurla Complex, Bandra (East), Mumbai 400 051 Scrip Symbol: RAMKY
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Sub: Intimation of Presentation at the Investors Meeting held on 25.06.2024

Ref: Under Regulation 30 of SEBI (LODR) 2015 read with intimation given on 19th June 2024

Dear Sirs,

In furtherance to the intimation given by the company on the 19th June 2024 we wish to inform you that the management of the Company has met the Institutional Investors today as scheduled and held discussion with them regarding the current operations and financial performance of the company over the years.

The content upon which discussions were held is largely available in public domain and is not an unpublished price sensitive information (UPSI).

In compliance of the SEBI (LODR) 2015 Regulations duly amended we hereby attach the presentation given to the Institutional Investors at the meeting concluded which is also placed on the website of the company.

Regards

For Ramky Infrastructure Limited

N. Kesava Datta
Company Secretary
M No: A61331



Encl: Presentation

Towards sustainable growth



INVESTOR/ANALYST MEETINGS PRESENTATION

25th JUNE 2024

RAMKY INFRASTRUCTURE LIMITED (RIL)

Water and Waste Water | Industrial | Buildings | Roads & Bridges
| Power |

Ramky Group Profile



**Inception in 1994 &
Operates in India and
Globally**



**Diversified Project
Portfolio**



**~ Turnover of INR 7,000
Crores in FY 24**



**Over 20,500 Employees
(Direct & Indirect)**



**Presence in Key Sectors
like Urban & Industrial
Infrastructure solutions,
Water, Waste
Management, Waste to
Energy, Real Estate,
Roads, Pharma & Life
Sciences, Consulting &
Advisory, etc.**









**Capabilities include
Asset Ownership,
Design, Engineering,
Financing, Procurement,
Construction, Operation
and Maintenance of all
Sector Projects in
Domestic and
International Markets**


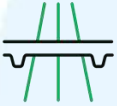



Ramky Infrastructure Limited (RIL) Profile

RIL part of Ramky Group, founded in 1994	Public Listed Company since 2010	~ Turnover of INR 2,033 Crores for FY 24	3 Decades of successful Design, Engineering, Financing & Project Execution & Operating Experience
Operates Pan India with Diversified Project Portfolio	One of the few Leading ISO Certified EPC Firms in India	1000+ Direct & over 10,000+ Indirect Employment	Presence in Sectors like Buildings, Water & Waste Water, Roads, Urban & Industrial Infrastructure solutions etc.

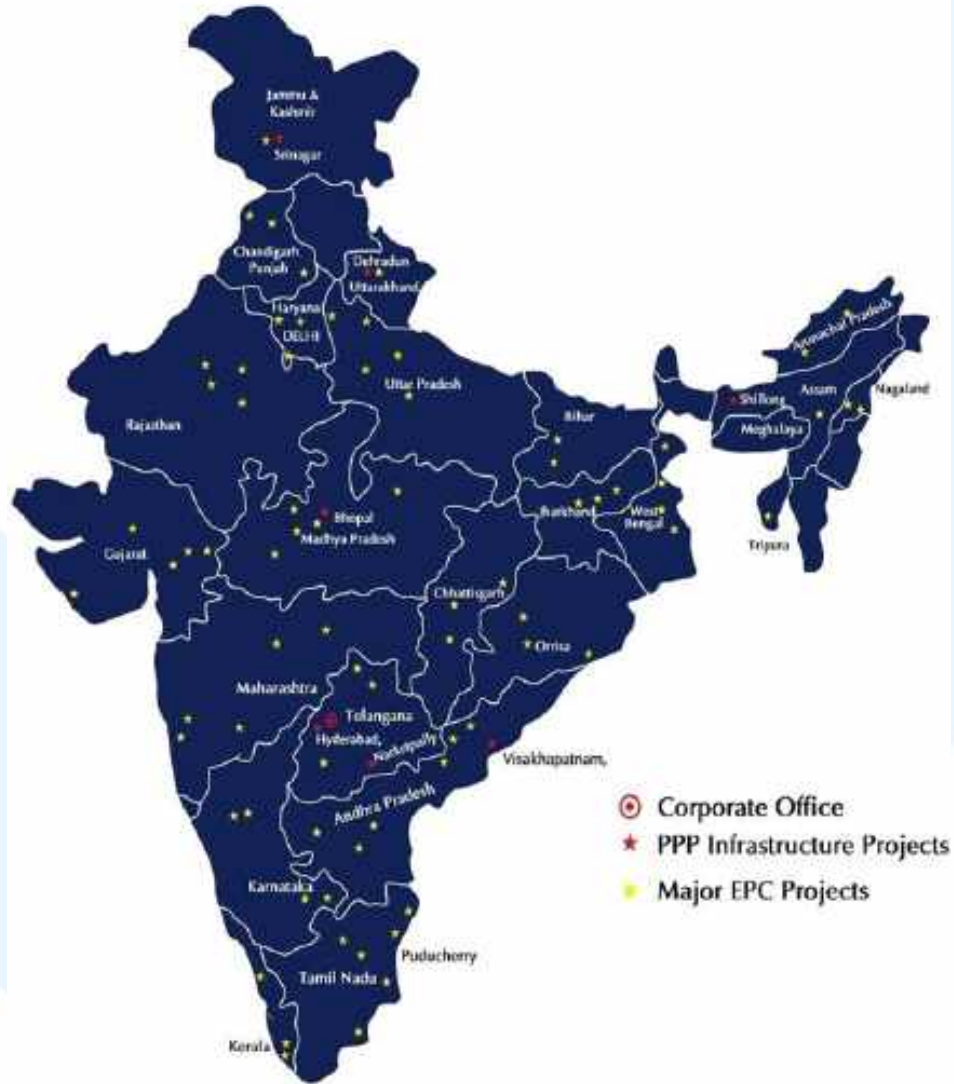
Construction / EPC Business

Water & Waste Water  Over 3,000 MLD	Buildings  Over 50 Million Sft.	Roads & Bridges  Over 2850 Lane Kms	Industrial  Over 47 Projects	Irrigation  Over 20 Projects	Power  Over 1800 KV T&D
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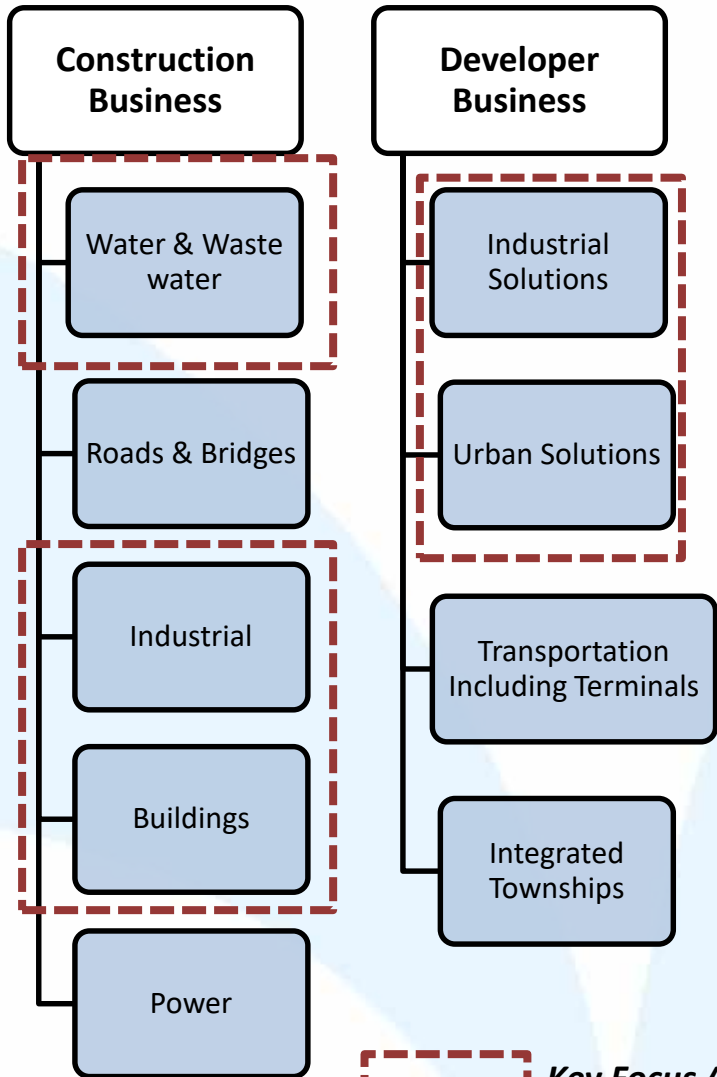
Developer Business

Industrial Parks  Over 3500 Acres India's 1st and largest Sector Specific Industrial Park at Vizag, India	Transportation  Over 1300 Lane Kms SBEL – Only Highway which connects the Kashmir Valley to the rest of Country	Urban Infra Solutions  Over 500 MLD HMWSSB - One of the Largest STP's Development under HAM	Integrated Townships  Over 25 Million Sft Ramky Towers - One of the 1 st High Rise Township under PPP mode	Transport Terminals  ISBT Dehradun - India's 1st Inter State Bus Terminus Project on BOT basis
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Foot Prints - Pan India Presence



Key Business Areas



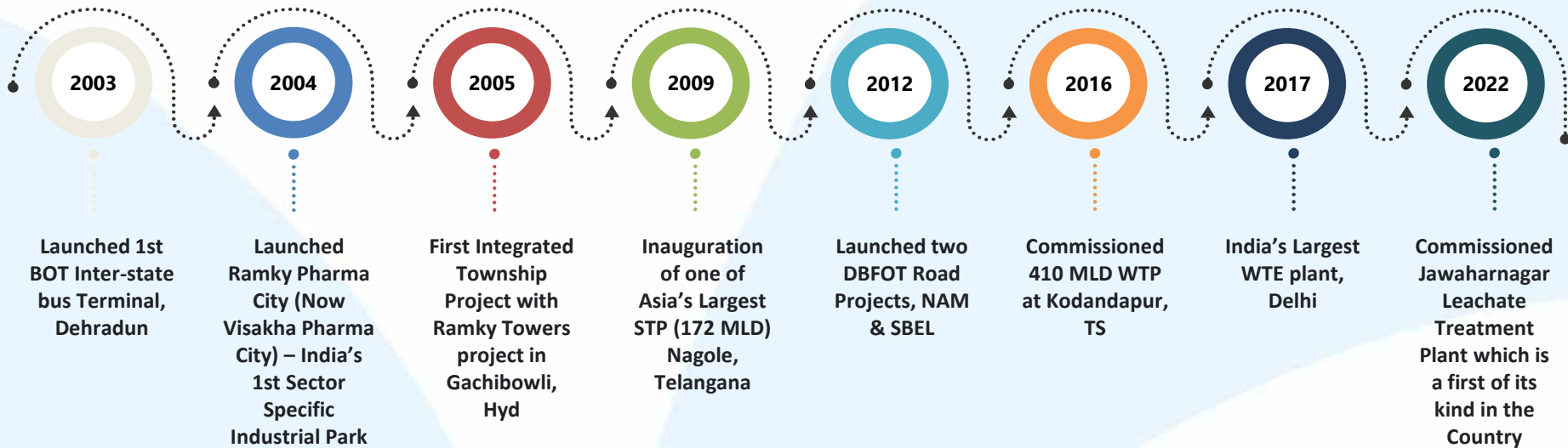
 **Key Focus Areas**

Key Business Verticals	
Industrial Solutions	<ul style="list-style-type: none"> Includes industrial parks, Industrial Infrastructure, SEZs and related works such as aluminium, textile, pharmaceuticals, power, petroleum.
Water & Waste Water	<ul style="list-style-type: none"> Include water treatment plants, water transmission and distribution systems, elevated and ground level service reservoirs, sewage treatment plants, common effluent treatment plants, tertiary treatment plants, underground drainage systems and lake restorations
Buildings	<ul style="list-style-type: none"> Includes Academic, commercial, residential, public, institutional and corporate buildings, mass housing, high rise, health care infrastructure, integrated townships and related infrastructure facilities such as hospitals, shopping malls, etc.
Roads & Bridges	<ul style="list-style-type: none"> Includes expressways, highways, bridges & flyovers, rural roads, terminals and dedicated service corridors
Power	<ul style="list-style-type: none"> Includes Power Generation electricity transmission networks, substations, feeder lines and High & Low tension distribution lines

Business Transformation & Growth



Business Sectors foray



Ramky Infrastructure Limited Key Landmark Completed Projects



**2 MLD Leachate Treatment Plant,
Hyderabad, TS**



4 MLD CETP, Pantnagar, UK



410 MLD WTP, Nalgonda, TS



172 MLD STP, Hyderabad, TS



Visakha Pharmacity, Vizag, AP



KDA Signature Greens, UP



SBEL, J&K



ORR, Hyderabad



**2x600 TPD WTE Power Plant at
Hyderabad, TS**



24 MW WTE Plant, Delhi



500 Mcft Gravity Dam, KA



IIFT Campus, Kolkata, WB

Key Highlights of RIL Standalone Financial Performance FY 24

RIL achieves strong 75% YoY PAT growth in Quarter 4, Full year PAT grows at 68%

Q4 Revenue
at **Rs. 549**
crores, Up
24% YoY

Q4 EBIDTA
at **Rs. 140**
crores, Up
34% YoY

Q4 PAT at
Rs. 84
crores, Up
75% YoY

12 M
Revenues at
Rs. 2,033
crores, Up
38% YoY

12 M ROCE
Up **18% YoY**

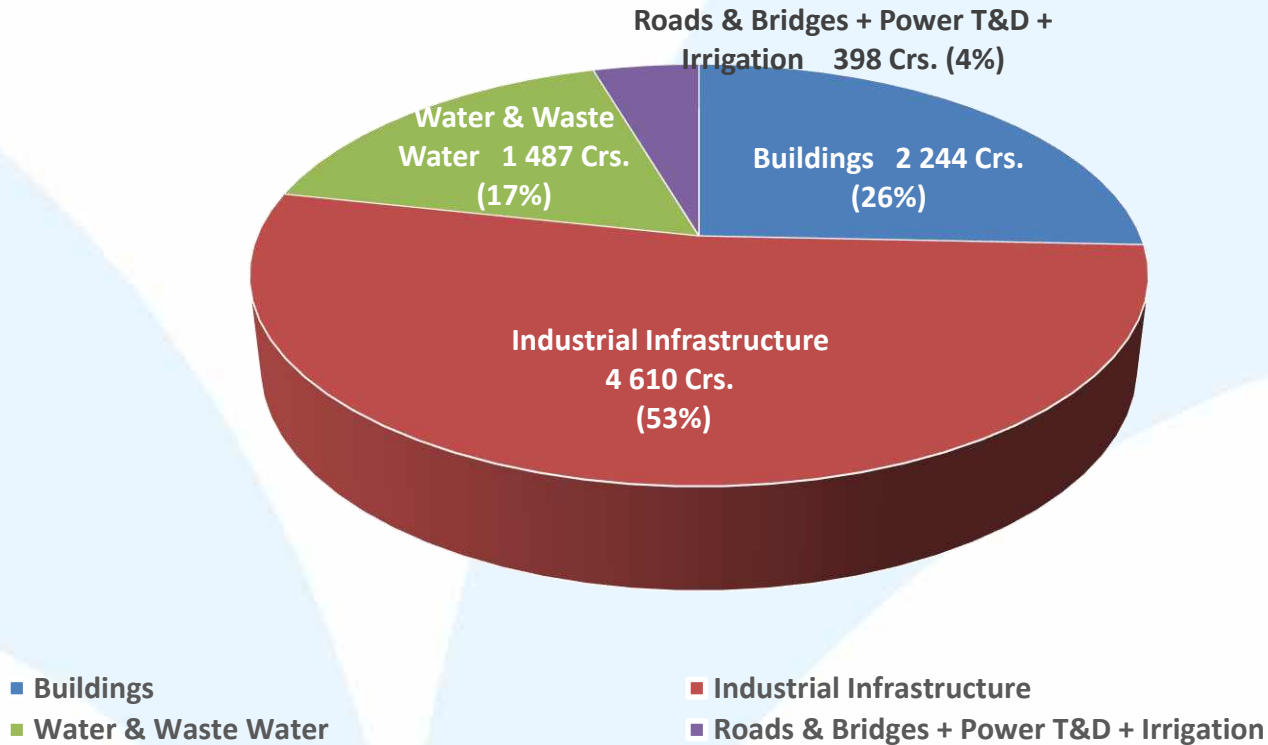
12 M ROE
Up **23% YoY**

12 M PAT at
Rs. 360
crores, Up
68% YoY

Key Highlights of RIL Standalone Financial Performance FY 24

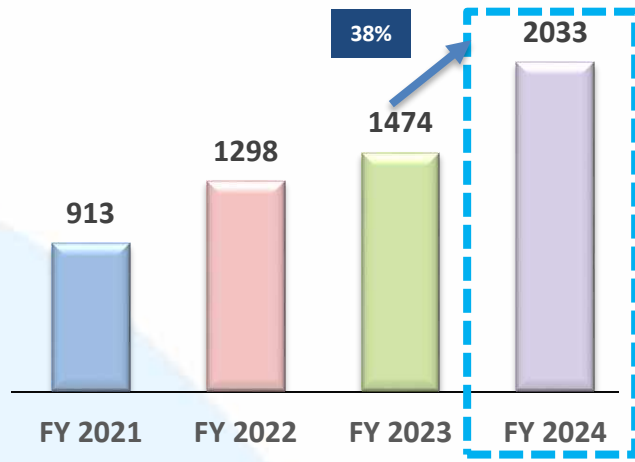
Order Book position :

Currently stands at Rs. 8,740 Crs. Business mix is at 60:40 between CAPEX and OPEX respectively, providing long term and steady revenue flows over the next 3 to 15 years.

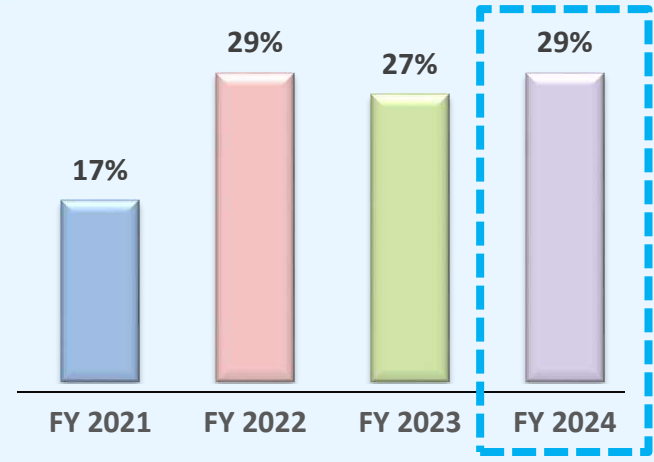


Standalone Financial Performance Data

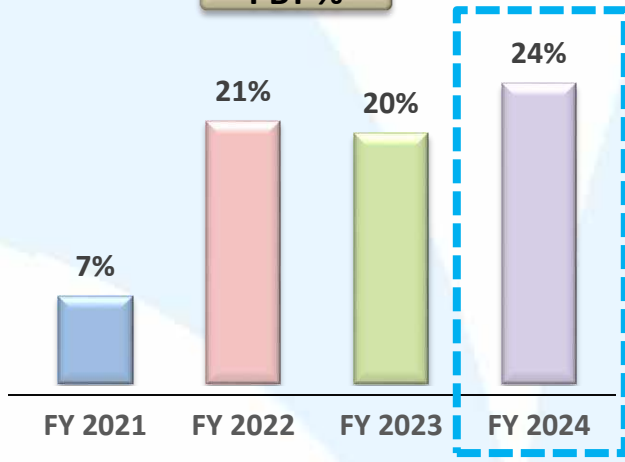
Revenue Crs.



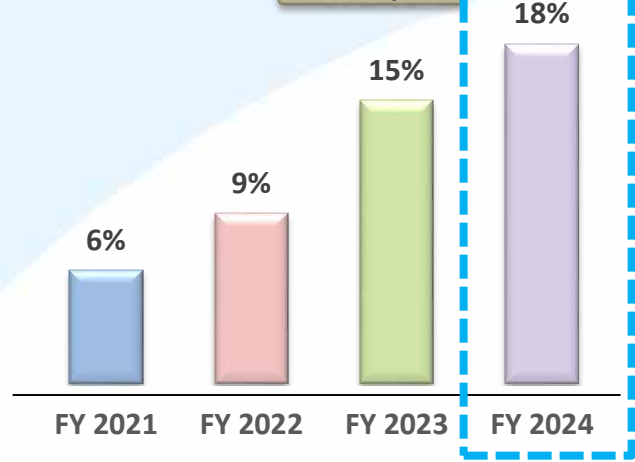
EBITA %



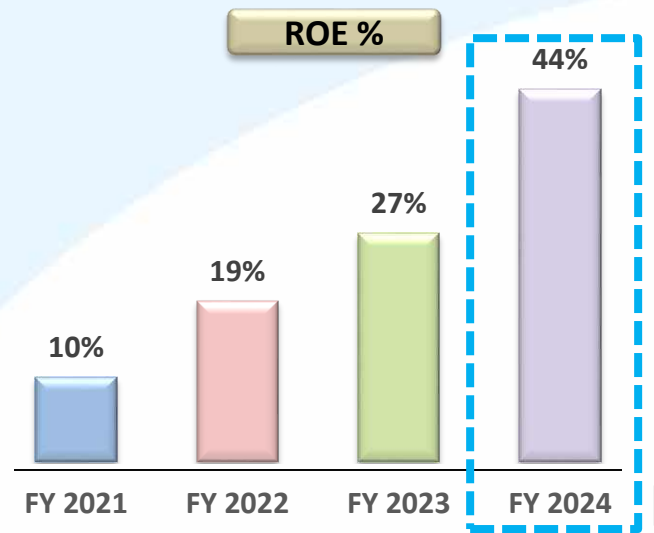
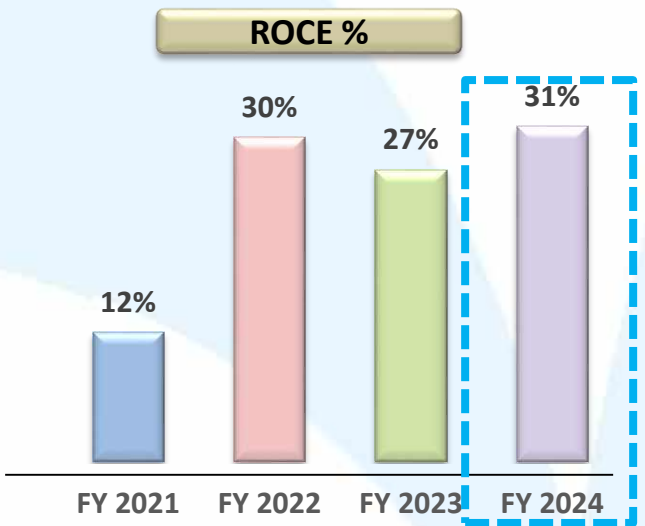
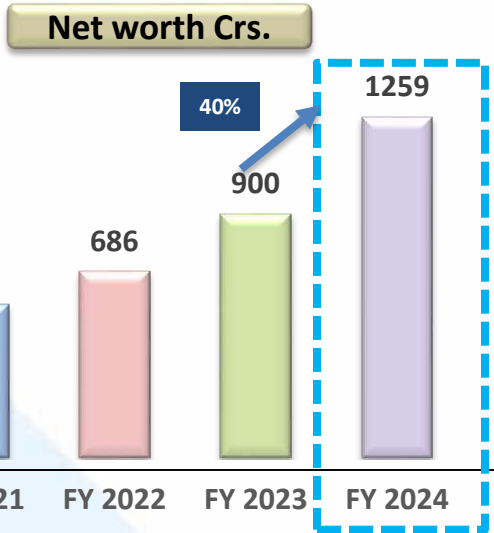
PBT %



PAT %

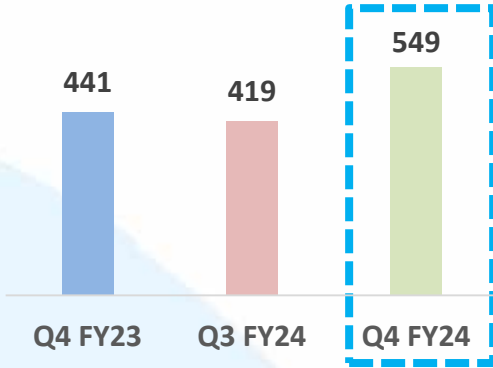


Standalone Financial Performance Data

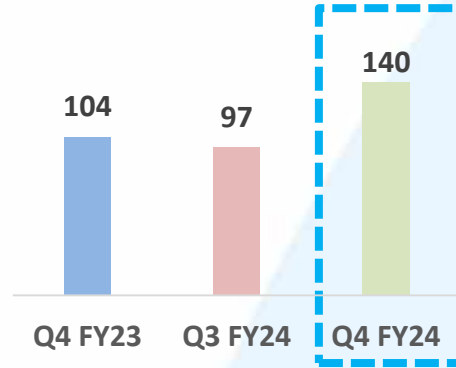


Standalone Quarterly Financial Performance Data

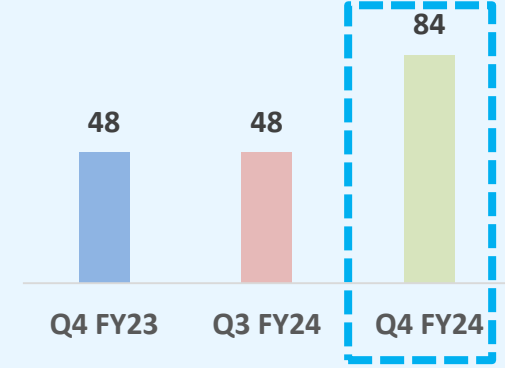
Revenue Crs.



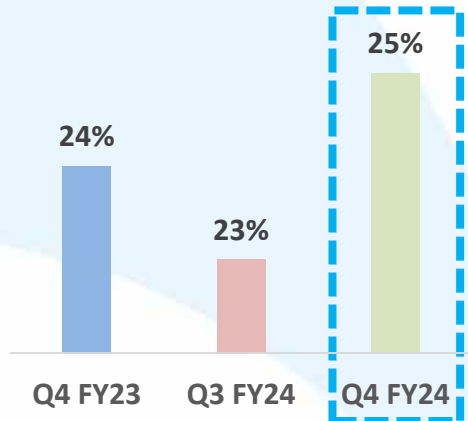
EBITDA Crs.



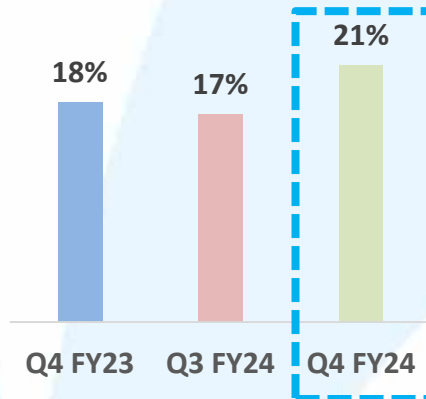
PAT Crs.



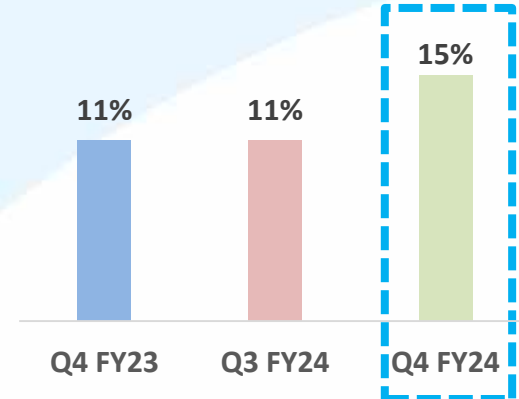
EBITDA %



PBT %



PAT %



Consolidated Financial Performance Data

All values in Crores

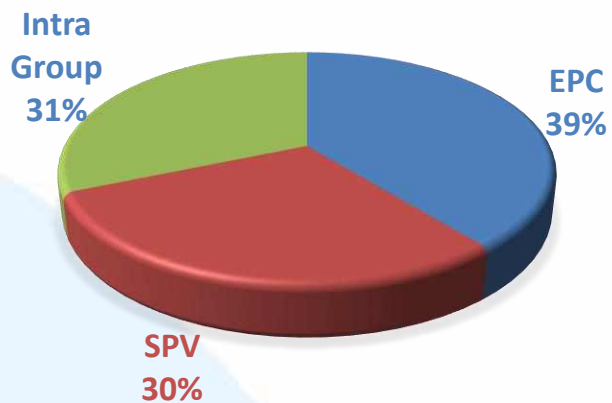
Key Parameter	Q4 FY 24	Q3 FY 24	Q4 FY 23	FY 24	FY 23	YoY Growth
Revenue	581	441	576	2161	1705	27%
EBITDA	138	117	120	670	499	34%
EBITDA %	24%	26%	21%	31%	29%	
PBT before exceptional items	97	59	19	463	95	387%
PBT%	17%	13%	3%	21%	6%	-
Exceptional Items*	-	-	1294*	-	1294	-
PBT after Exceptional Items	97	59	1314	463	1389	-
PBT%	17%	13%	228%	21%	81%	-
PAT	57	38	1078	321	1153	-
PAT %	10%	9%	187%	15%	68%	-
EPS	8.29	5.27	155.65	44.48	164.83	-

* Gain on extinguishment of borrowings under OTS in SBEL

Segmental Revenue break up

in INR Crores

FY 23



EPC	577
SPV	435
Intra Group	462
Total	1474

FY 24



EPC	619
SPV	607
Intra Group	808
Total	2033

RIL Competitive Advantage



Strong Revenue Growth



Positive Cash Flow Management



Improved Profitability



Growth Potential



Effective Debt Management



Risk Mitigation



Equity Growth



Nil Term Debt Company



Technology & Innovation

RIL's Few Emerging Business Opportunities

Engineering, Procurement & Construction

- Pumped Storage structures
- Brownfield Industrial Infra Solutions
- Stations Redevelopment
- Data Centres
- Iconic Buildings etc.

Developer

- Urban Infra Solutions
- Sector specific Industrial Parks
- Leachate Treatment plants
- Industrial & Environmental Infrastructure like CETPs
- Multi Modal Logistics Parks
- Smart Metering etc.

Operation & Maintenance

- Long Term Operation & Maintenance of Roads and Water & Waste Water Projects etc.

Few Accolades / Certificates Received

15th CIDC Vishwakarma Awards 2024



Achievement Award for **Best Professionally Managed Company**



Best Construction Project for the Leachate Treatment Plant, Jawahar Nagar



Best HSE Implementation for Ramky One Symphony



Outstanding CSR Activities for Ramky Foundation



FICCI 2024



FICCI Smart Urban Innovation Awards under the **Sustainable Cities** category for the Leachate Treatment Plant, Jawahar Nagar.

CSR @ Ramky Infrastructure Limited



Education



Health & Sanitation



Awareness Programs



***Women
Empowerment***



***Natural Resource
Management***



Skill Development



***Entrepreneurship
Development
Programme***



***National Water
Award 2022***

Towards sustainable growth...



THANK YOU

INDIA

Ramky Infrastructure Limited

Ramky Chambers, 8th Floor, Sy. No. 136/2 & 4,

Cachibovli, Hyderabad - 500 032, Telangana, India.

T: +91 40 2301 5000

E: info@ramky.com