

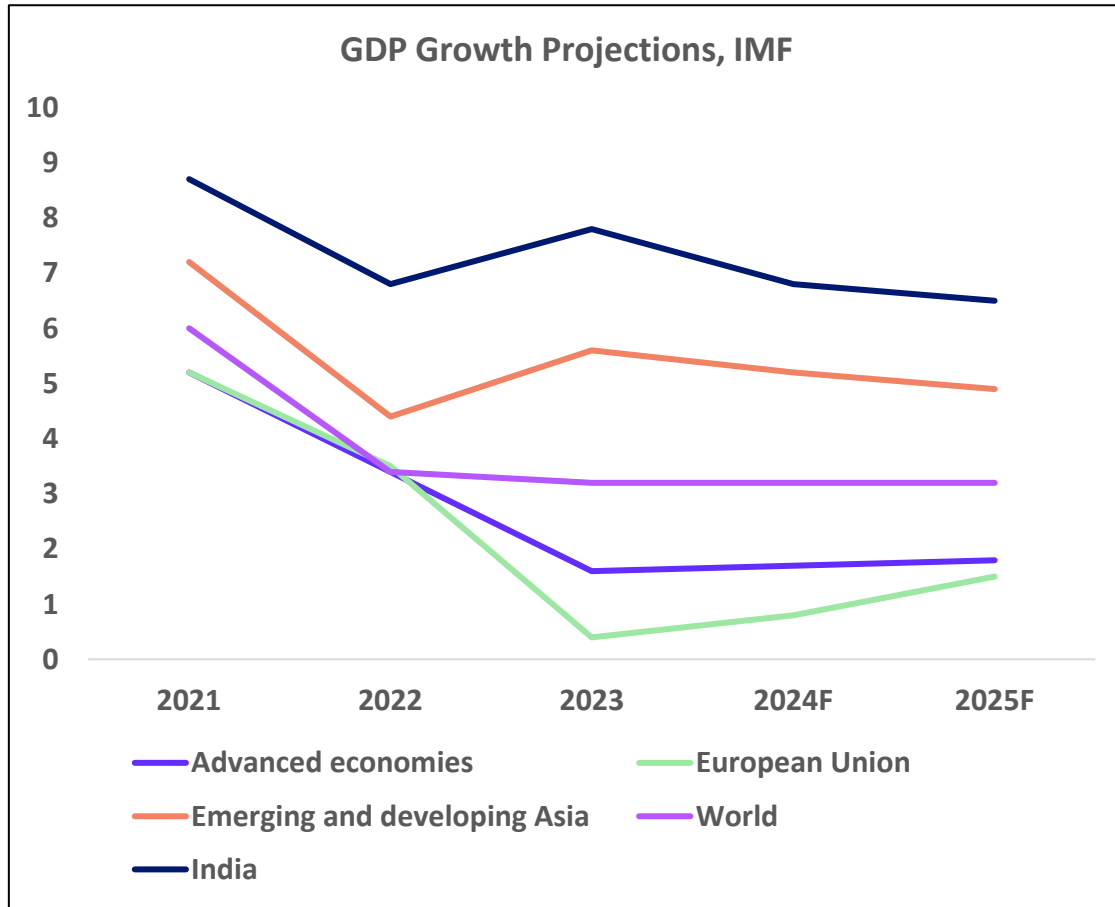


Investor Conference 2024



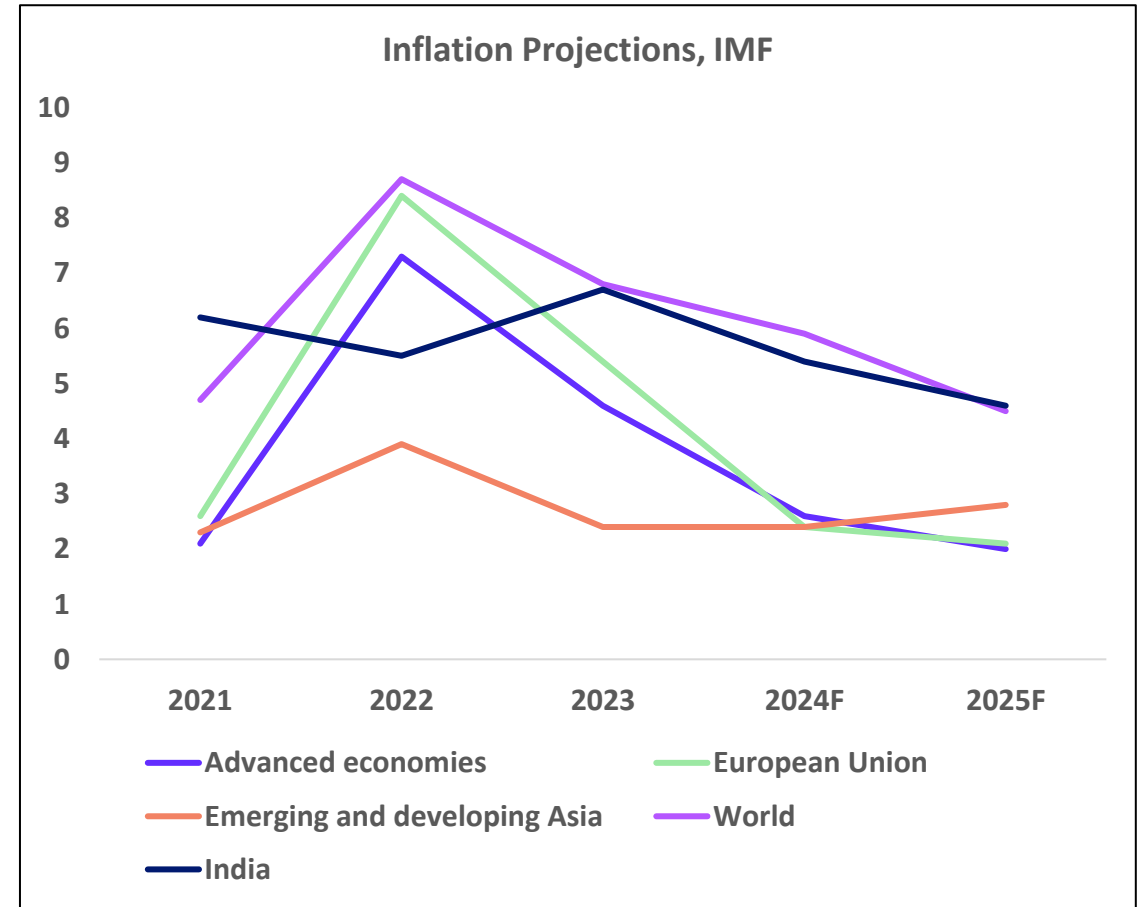
Global Economic Outlook – Steady Growth and Disinflation

Global growth – Stable but slow



- Global growth, estimated at 3.2 percent in 2023, is projected to continue at the same pace in 2024

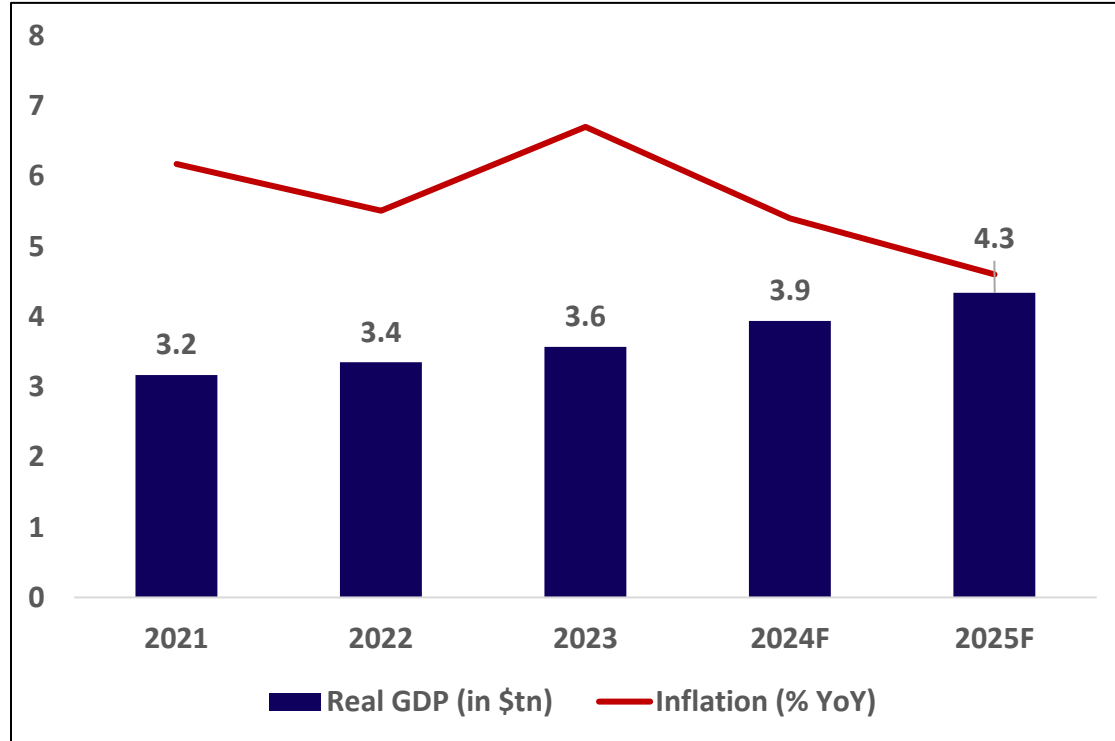
Inflation – Delivering a Smooth Landing



- Global inflation is expected to fall from an annual average of 6.8 percent in 2023 to 5.9 percent in 2024 and 4.5 percent in 2025

India Remains an Oasis of Growth and Macro stability

India : Ascent to the third place imminent



- India poised to become the world's third-largest economy, overtaking Germany, by 2027
- Inflation was 5.4% in FY24, the lowest in four years

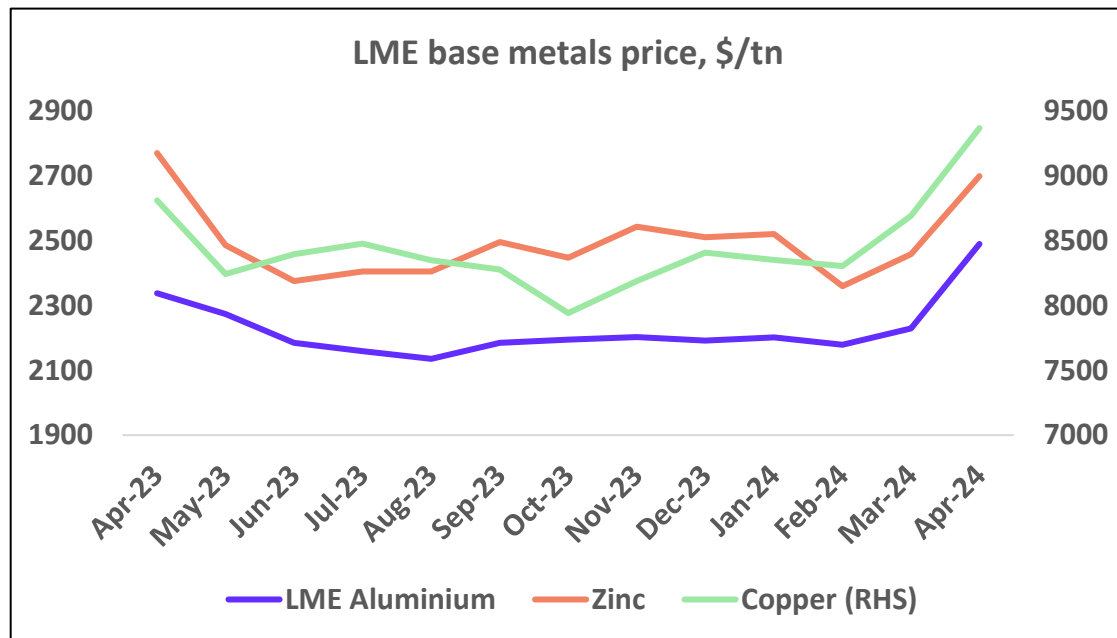
India's Macros offer stability

Indicator	Unit	FY24	
India's Forex Reserves	USD\$ Bn	645.6	↑
FII Flows	USD\$ Bn	25.1	↑
GST Collection	INR Tn	20.1	↑
Fiscal Deficit	% of GDP	5.8	↓

- Indian Forex reserves reached an all-time high of \$645 bn
- FY24 Fiscal deficit is estimated to be lower than the budget estimate at 5.8% of GDP

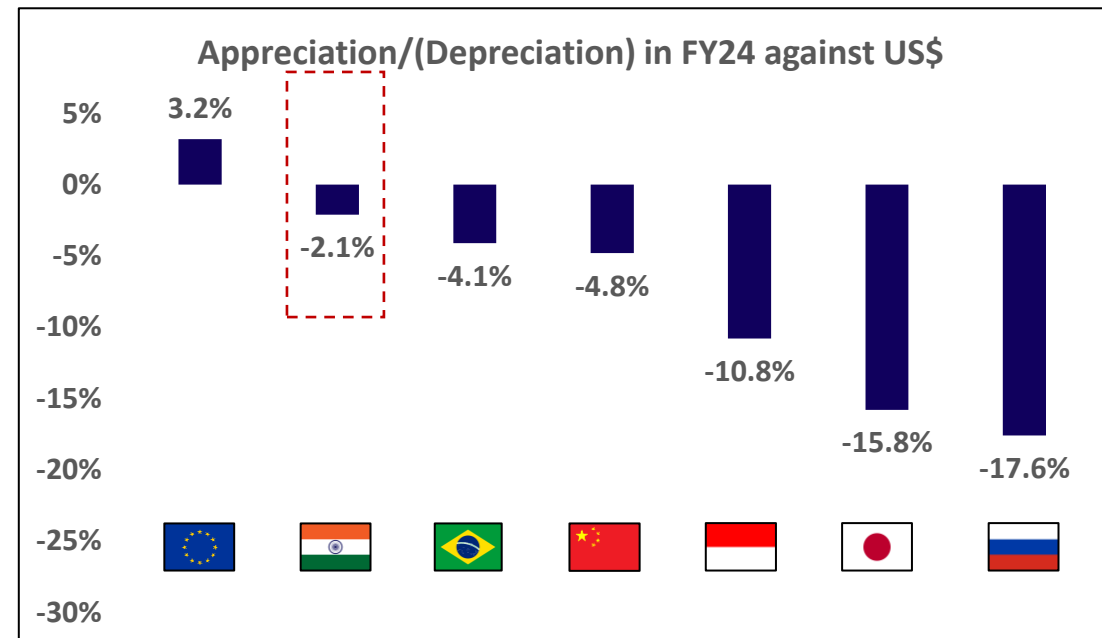
Commodity Prices Rising

Commodities prices on the upward trend



- Commodity prices have been on the rising trajectory from February 2024 on the back of demand uptick driven by anticipated interest rate cuts
- Crude may remain volatile, while base metal prices will likely stay elevated in FY25

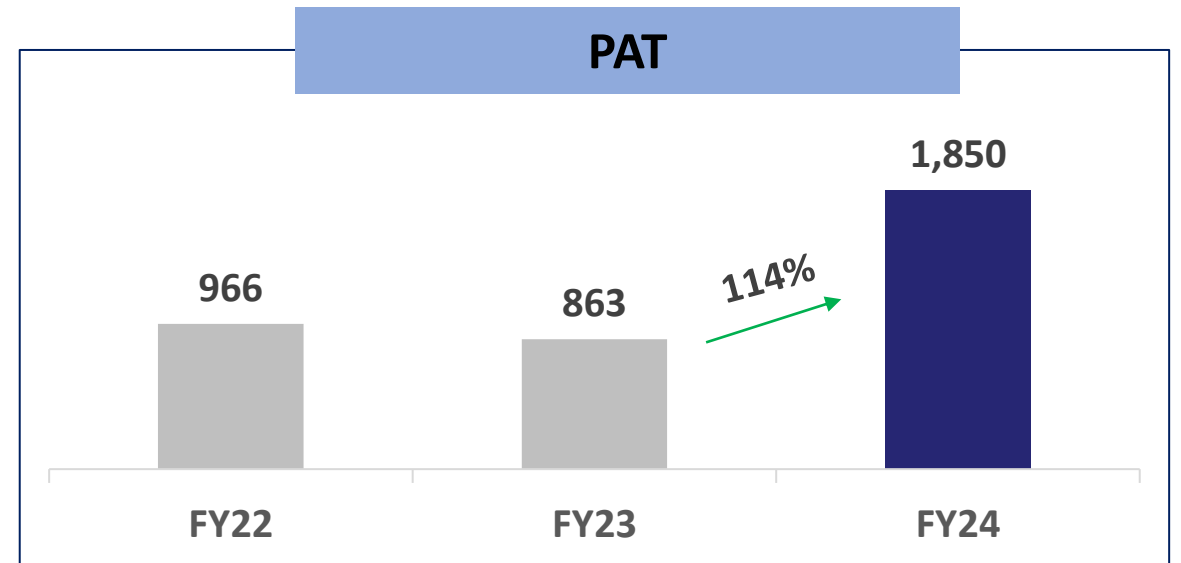
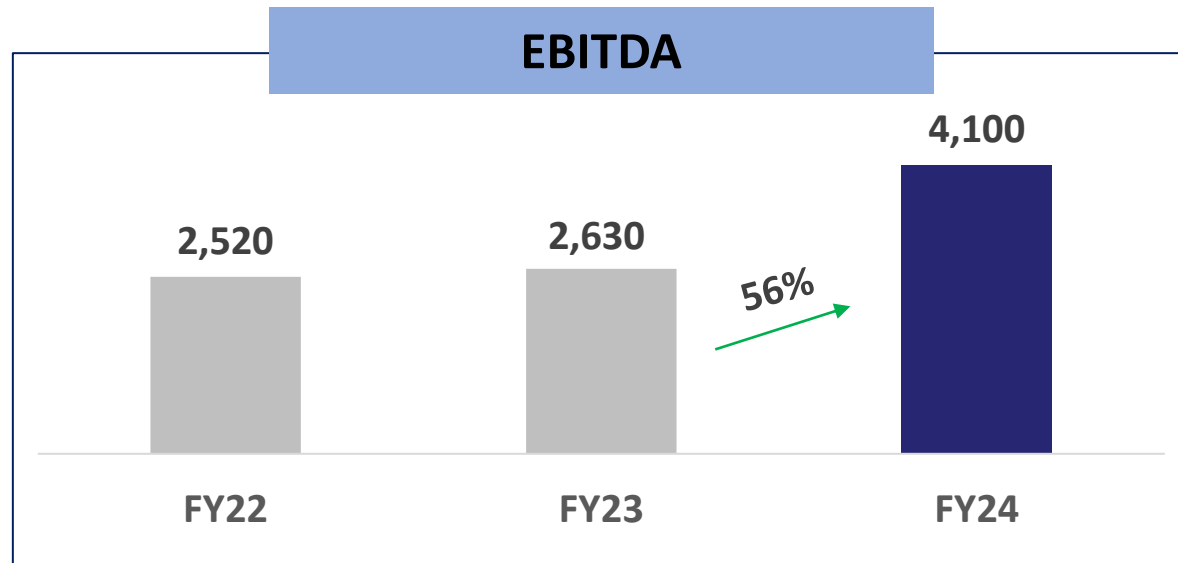
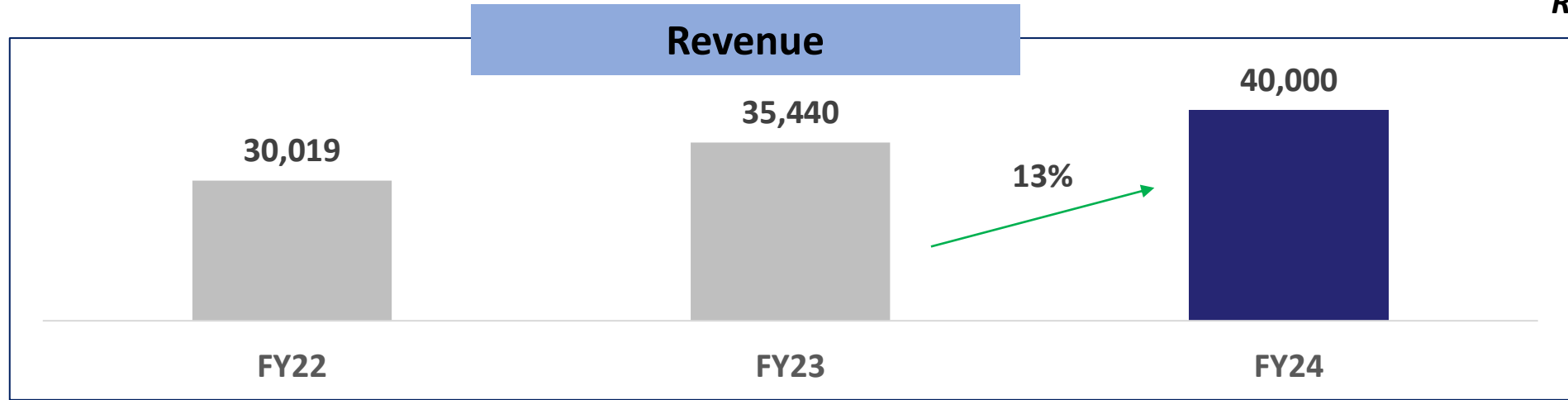
INR better managed than other currencies



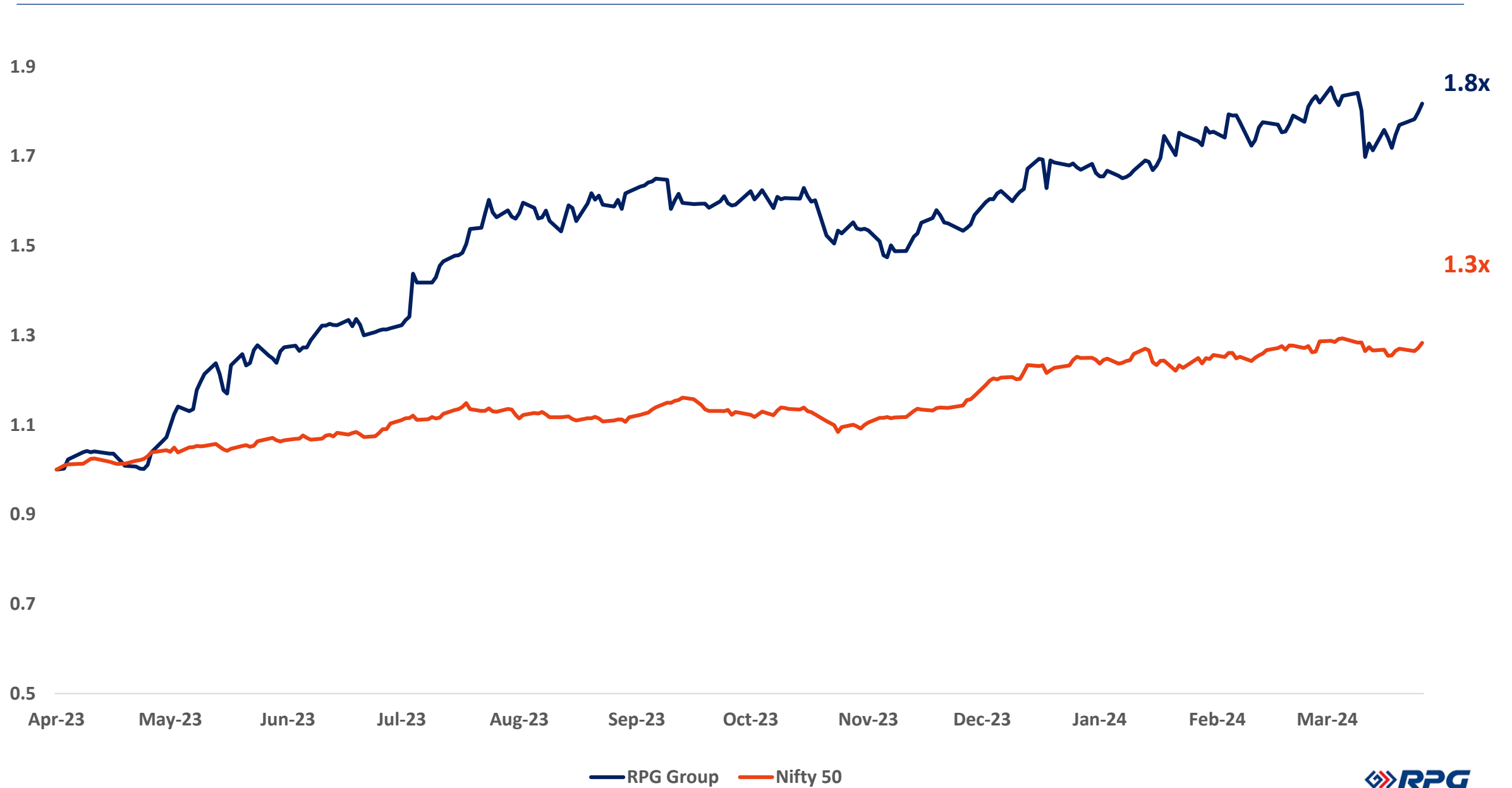
- INR has done reasonably well with proactive measures by RBI

RPG Group – Significant All-Round Growth

Rs. In Crore



Group Market Cap Outperforming the Benchmarks in FY24



Company Highlights – KEC International



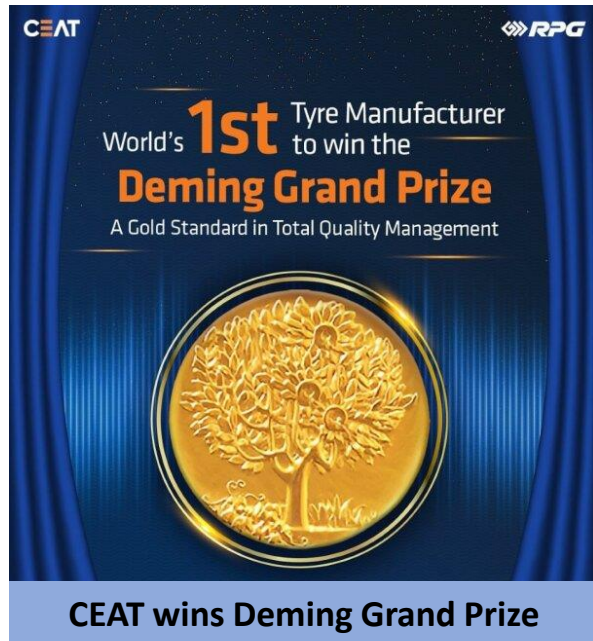
Cement Plant Project, Rajasthan



400 Kv Transmission Line, Oman

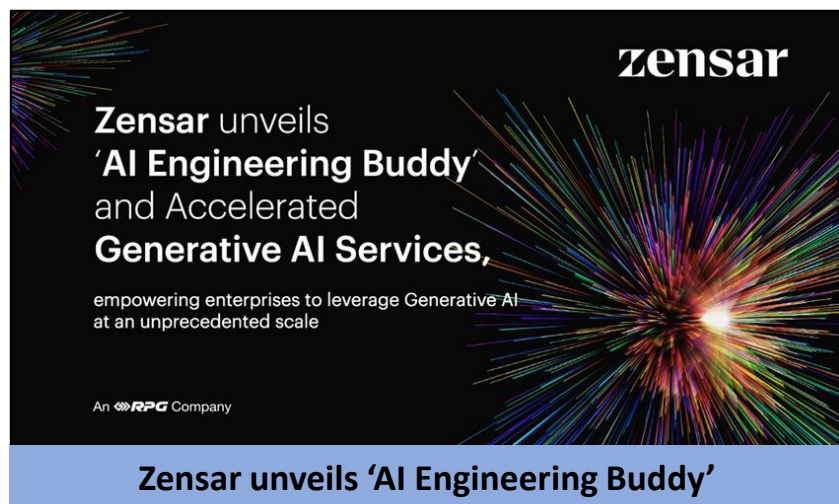
- Robust revenue growth of 15% in FY24; driven by Civil, T&D
- EBITDA of 46% YoY. PAT has doubled
- Significant improvement in ESG Ratings. Ranked No. 1 in India in the EPC sector
- T&D revenues surpass Rs. 10,000 cr
- Strong order book + L1 of Rs. 38,000 cr

Company Highlights – CEAT



- CEAT awarded Deming Grand Prize, a global first for tire companies
- 70% EBITDA growth and 240% PAT growth in FY24
- FY24 EBITDA margin at 13.9%; up 525 bps
- Double-digit ROCE, robust free cash flow of Rs. 857 cr in FY24
- Debt/EBITDA below 1x; capex funded internally

Company Highlights – Zensar Technologies



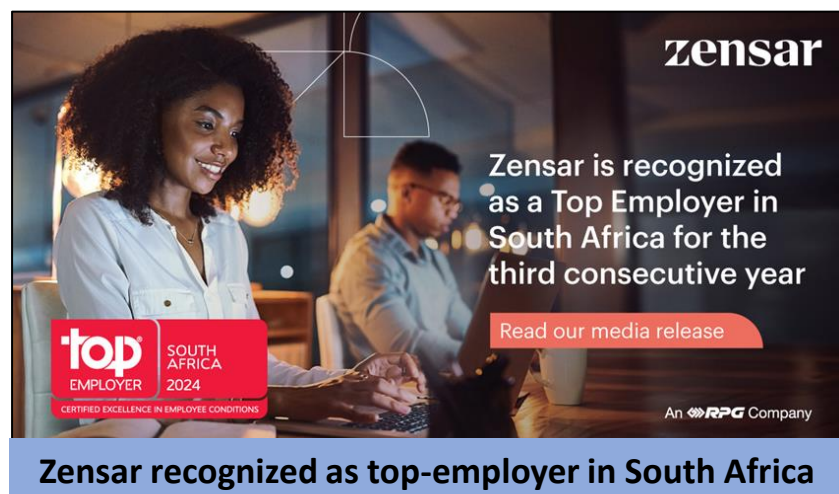
- **EBITDA and PAT margin improvement of more than 600 bps in FY24. EBITDA margin for the year at 17.8%**

- **Highest client satisfaction score of 70**

- **Significant order book growth of 22% YoY, reaching \$698M**

- **Attrition improves by 890 bps YoY from 19.8% to 10.9%**

- **Net Cash position of \$261.7M as at FY24 end**



Company Highlights – RPG Life Sciences



-
- **Continues to outperform with strong YoY growth of 14% in Revenue, 26% in EBITDA and 30% in PAT**
-

- **Healthy return ratios - ROCE 31%, ROE 23.4% for FY24**
-

- **Long term credit rating upgraded to A+**
-

- **New Products Contribution up from 6% in FY19 to 30% in FY24**
-





Focus Areas



Emphasis on Digital Transformation



Efficient Cost & Liquidity Management



Capability Driven M&As



Emphasis on ESG



Strategy Refresh

People Oriented Focus



Avant-garde Policies

- 24X7 Anti-Harassment Helpline
- Remote Work Policy
- LGBTQ+ & Partners Benefits
- Dialog365



A Culture of Diversity, Equity & Inclusion

- All encompassing diversity
- Equal Opportunity philosophy



Robust Talent & Development Processes

- CEO | CXO | Critical Roles Succession Planning
- Functional Academies
- 'RPG Talent First!'



RPG Happiness Framework

- Happiness adopted as a primary means of employee engagement.

Accelerating Digital Adoption: The RPG Way

A Robust Digital Strategy

- **RPGENius:** Deploying Gen AI and AI to enhance employee productivity and happiness
- **E-Luminati (Digital Academy):** Creating digital-savvy organization by enhancing digital capability
- 50+ digital use cases across 10 technologies; 2X RoI
- Deploying a common framework and tech standardization for digital transformation
- Three digital-first businesses – Taabi, TyresNMore and Asvata



Highlights of Key Use-Cases



- Roll out of Lighthouse (industry 4.0) projects across plants to improve cycle time, yield and energy efficiency
- Salesforce marketing cloud for salesforce and dealer productivity improvement



- AI Engineering buddy to improve software development efficiency



- Use of AI/ ML to reduce design and drafting time, foundation cost
- Tender summarization using NLP to cut down turnaround time



- RPGServ, industry-first doctor engagement platform through 90k+ doctor onboarding



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Group Strategy, Sustainability & CSR

Investor Conference 2024

Group strategy: Significant value creation potential

Identifying S-curves in core businesses

Focus on high growth segments in core business

Moving up the value chain

Premium products, turnkey solutions, specialized offerings etc.



Digital and technology adoption

Being at industry forefront in digital

Efficient capital allocation

Across core business, adjacencies, high growth opportunities and strategic M&A

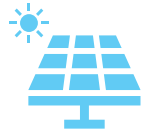
Sustainability : Focus on ESG across group

To be in the top quartile in every business we operate in

Time bound targets for ESG Initiatives



Emissions



Renewable



Water



Waste



Diversity

Long Term Vision

- CEAT: Reduce Carbon Footprint by 50% by FY30
- Zensar: Net Zero by 2040
- Target validation through SBTi

Value Chain Approach

- Raw Material procurement
- Manufacturing
- Logistics
- Product Usage
- End of Life disposal

External Ratings

- CEAT #1 among Indian tyre industry*
- KEC #1 among Indian E&C industry and in top quartile globally (80th percentile)*

* As per S&P Global ESG rating

RPG Foundation – Empowering Communities & Addressing Real Needs Since 2009



Functional English and 21st century skill training



5,000+ teachers

2,00,000+ children impacted

9 English Rooms

106 Scalable Model Box in **37** schools



Reviving historical, Cultural, & living heritage



Signage management for UNESCO World Heritage Site Art Deco Ensembles of Mumbai

1,00,000+ people reached

Transforming Community Spaces

Preserve and promote local biodiversity



Small Steps to Rebalance our Planet



210 Artificial Reefs installed

1 lakh trees adopted

5,879 Clean Cook Stoves

Urban forest & Parks

1,000 farmers trained in organic cotton



Employability Program for Women and Youth



65,000+ individuals trained

Training rural women



Community Development Initiatives



39,400+ beneficiaries

17,50,000+ individuals through Fever clinics





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KEC International Limited RPG Annual Investor Conference

7 June 2024

KEC – Building Icons of Happiness

7+
DECADES

FOOTPRINT IN
110+
COUNTRIES

300+
ONGOING
PROJECTS

\$2.4
BILLION
GLOBAL EPC
MAJOR

83
HAPPINESS
SCORE

7500+
EMPLOYEES

35+
NATIONALITIES



Transmission
& Distribution



Civil



Urban Infra



Railways



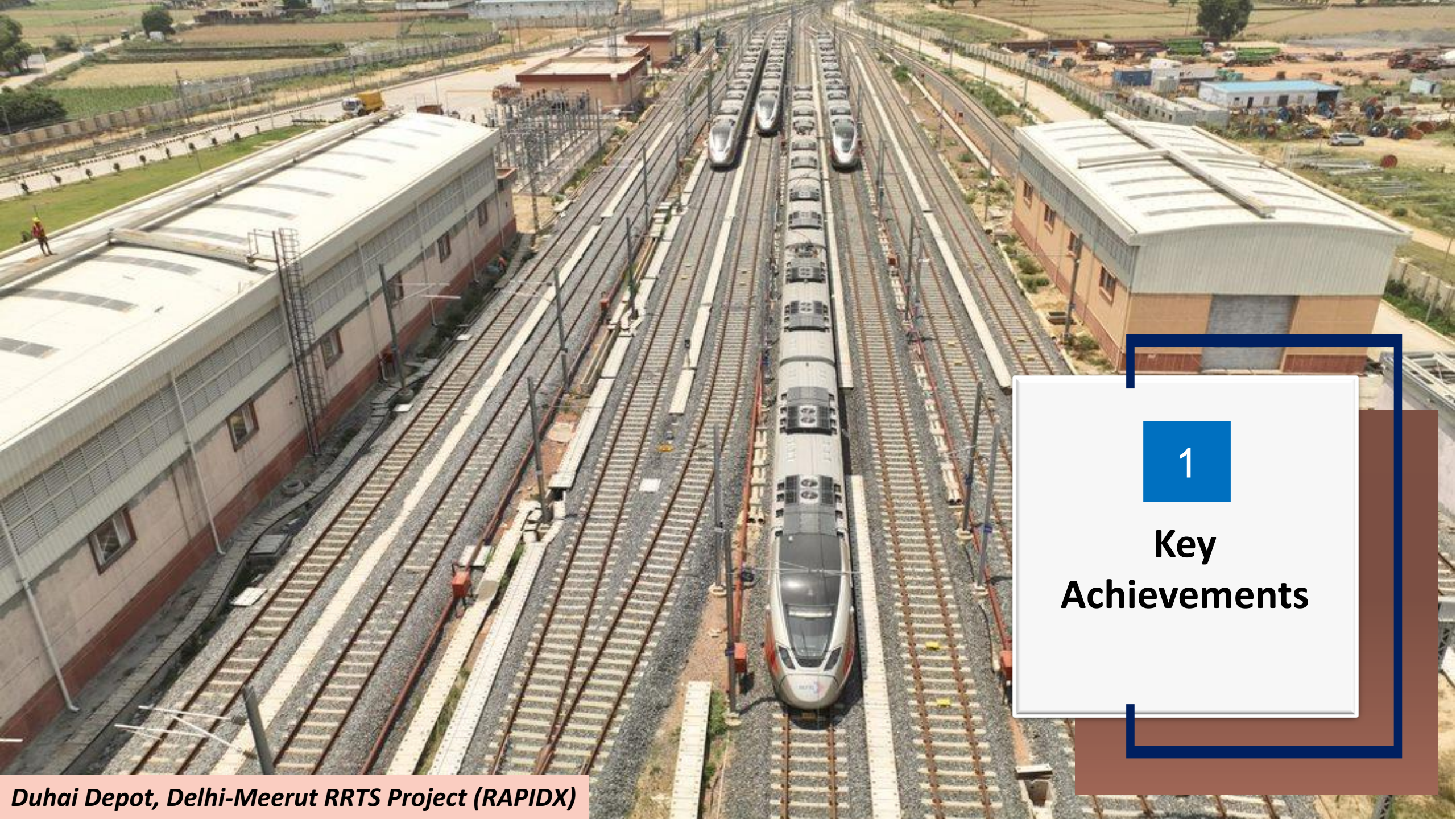
Oil & Gas



Renewables



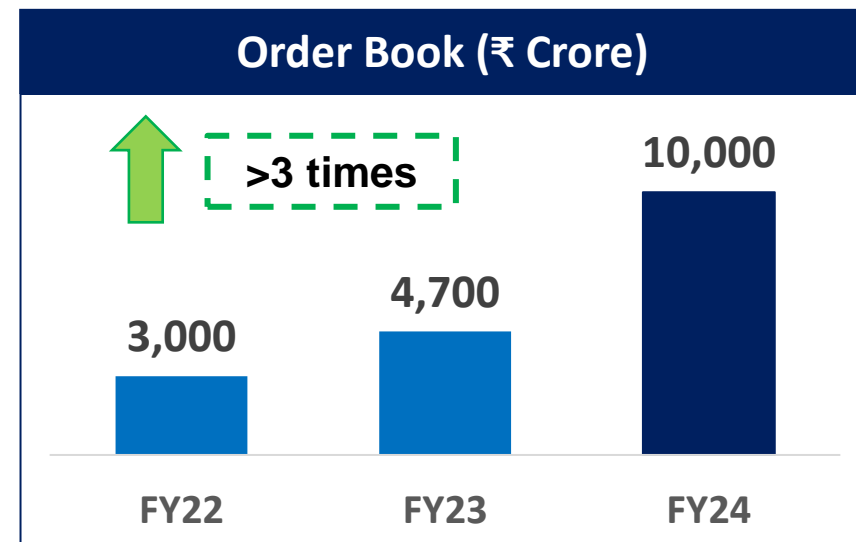
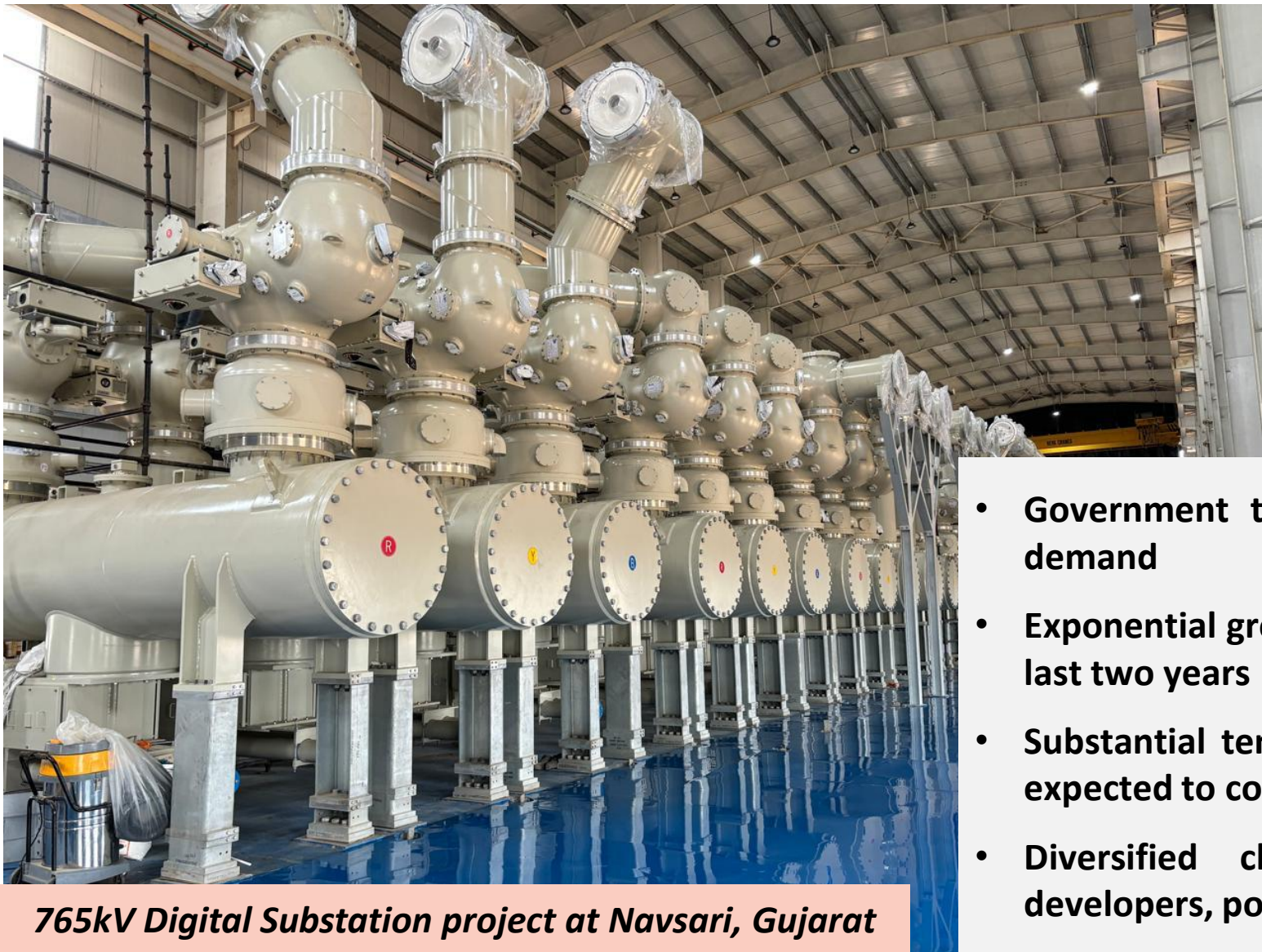
Cables



1

Key Achievements

Resurgence in India T&D

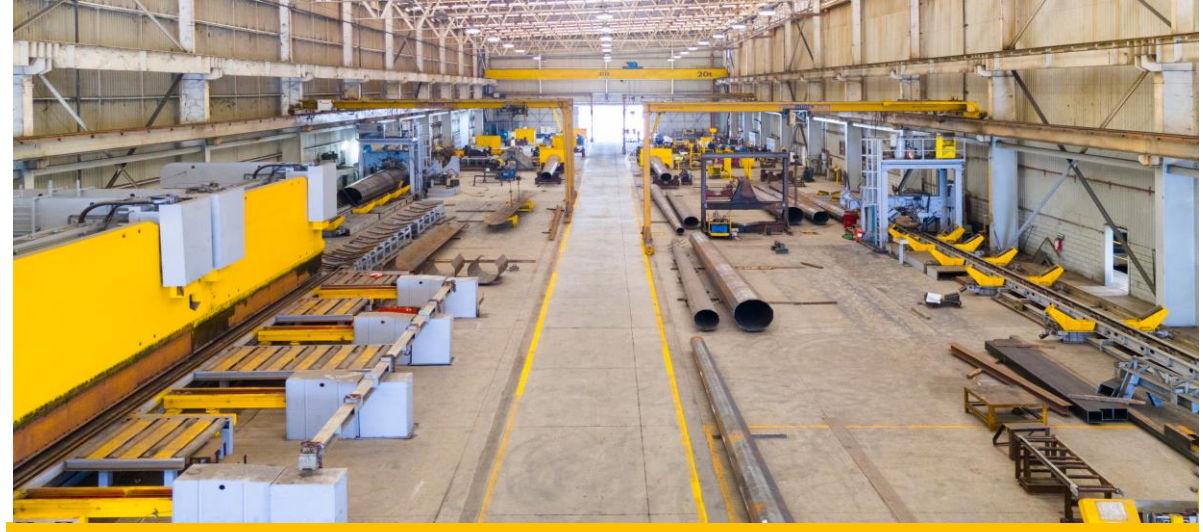


- Government thrust on renewables and increase in power demand
- Exponential growth in order book of more than three times in last two years
- Substantial tender pipeline of over Rs. 25,000 Crores and is expected to continuously grow in next 3-4 years
- Diversified clientele – PGCIL, state utilities, private developers, power producers and refineries

SAE Towers - Successful Turnaround



Brazil - Tower/ Hardware Manufacturing



Mexico - Tower/ Poles Manufacturing

- **Delivered positive PBT across all the four quarters**
- **Substantial reduction in Interest cost – Average cost of borrowing reduced to 11% p.a. from 20% p.a. last year**
- **Largest auction in Brazil – Well positioned for securing orders for supply of towers and hardware with some of the Auction winners**
- **Uptick in tendering activities in US and Mexico**
- **Strong order book & L1 of ~Rs. 3,000 Cr**
 - Supply of towers, hardware & poles and engineering & testing of towers (No EPC orders)
 - Breakthrough in the US market with the successful supply of hardware products from Brazil

Increase in Business from Products (Non-EPC)

TOWERS



HARDWARE



POLES



CABLES



- **Significant increase in the share of products (Towers, Hardware, Poles, Cables) from third parties - Share in order intake increased to 21%, up from 15% last year**
 - Secured significant orders of over Rs. 2,000 crore across key markets such as Middle East, North America, South America, Africa, Europe and Australia – Largest order from US and maiden order from Europe
 - Increased tower manufacturing capacity at our Dubai facility will be operational in Q1 FY25

Establishing Manufacturing facility for HTLS Conductors

- ✓ Establishing fully integrated manufacturing line for Aluminium conductors - already secured orders for supply of power transmission conductors (ACSR and AL-59) from government utility/ private TCB developer
- ✓ Expected to be commissioned in Q3



ACSR



AAAC



AL-59

- This strategic move will contribute significantly to the revenues and margins of the cable business
- Will reduce dependence on Conductor OEMs - Enable timely execution of T&D projects

Expanded Product Portfolio - Backward Integration



Formwork



**Cuplock &
Scaffolding**



**Fencing/
Protective Screen**



**Cable
Tray**



**Telecom
Towers**

- Developed various new products in our factories such as Formwork, Cuplock & Scaffolding, Fencing & Protective screen, Cable Trays and Telecom towers; Supplying to Civil, Railways, T&D and Urban Infra businesses
- Secured maiden order for supply of Telecom towers during the year

International Expansion – Railways and Oil & Gas



- Railways and Oil & Gas Pipeline businesses have commenced execution on their International orders, reflecting our growing footprint and capabilities
- Continue to bid for select opportunities in Civil as well

Breakthrough in New Segments



Hospitals



Commercial Buildings



FMCG



Logistics Park



HVDC Converter Stations



Automatic Block Signaling

Substantial Improvement in ESG Ratings

Environment

- Increased Solar footprint across factories to ~25%
- Achieved benchmark initiatives such as water positivity



Social

- Increase in Happiness Quotient to 83% from 81%
- Launched revamped Rewards & Recognition program – RACE (Recognise & Celebrate Excellence)



Governance

- Diversified and independent board of 12 members
- Enhanced Governance – Adopted 10+ new policies across the company in the last two years



- ✓ Significant improvement in ESG Ratings by both S&P Global DJSI & Morningstar Sustainalytics
- ✓ Ranked 1 in India amongst the Engineering & Construction sector by both the Global agencies
 - ✓ Globally we are in Top Quartile in our industry (80th Percentile)

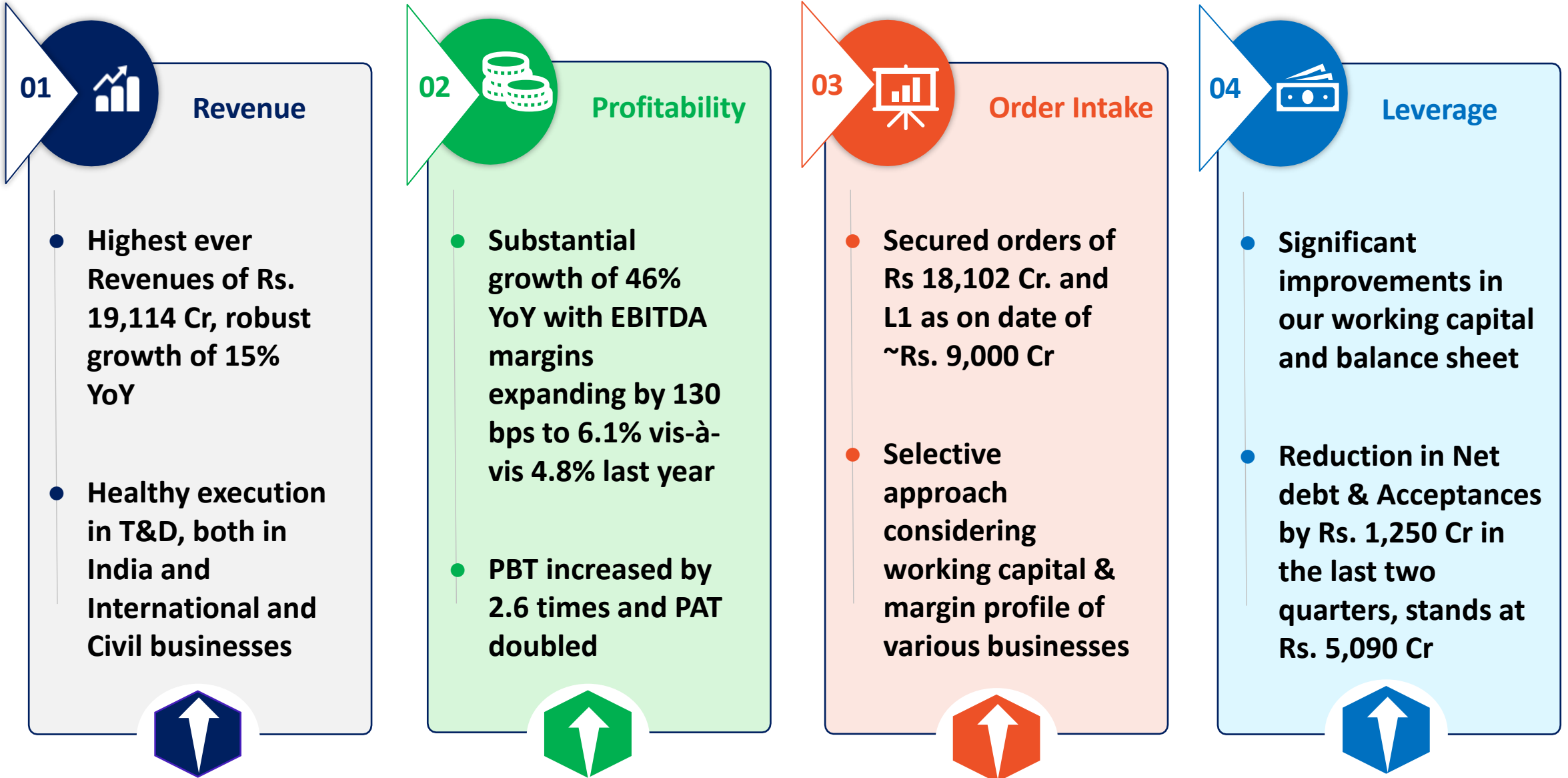
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Financial Performance

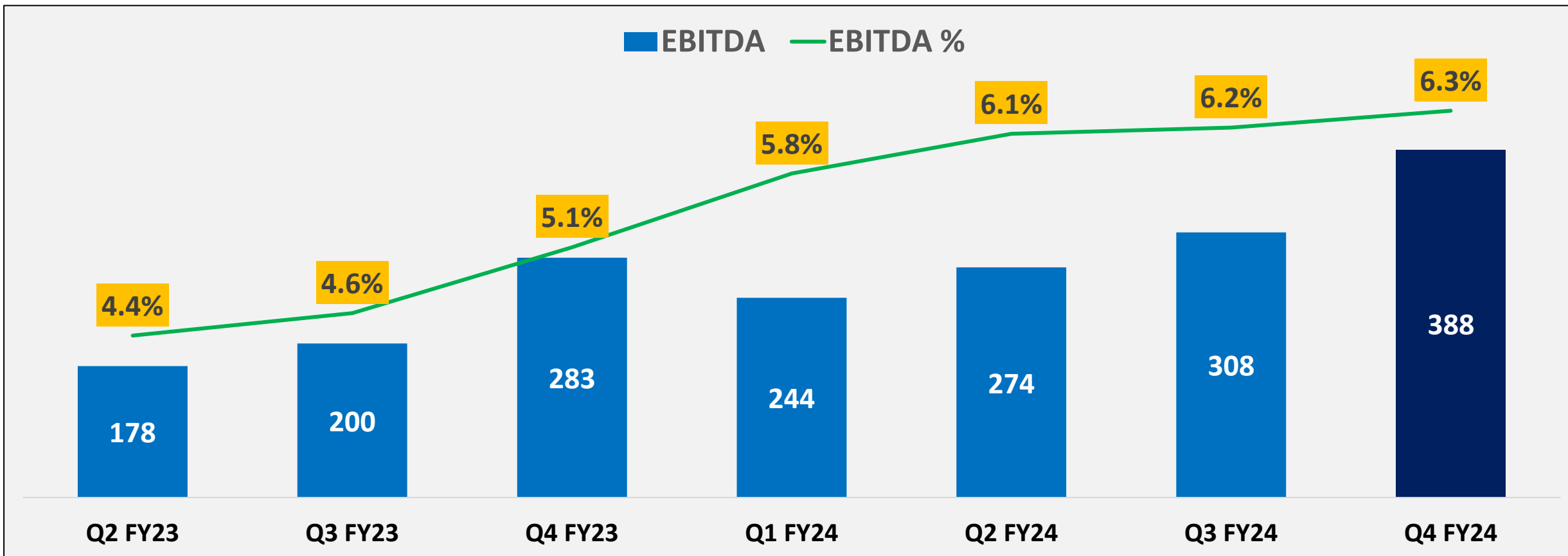
Substation project at Saudi Arabia



Performance Snapshot FY24



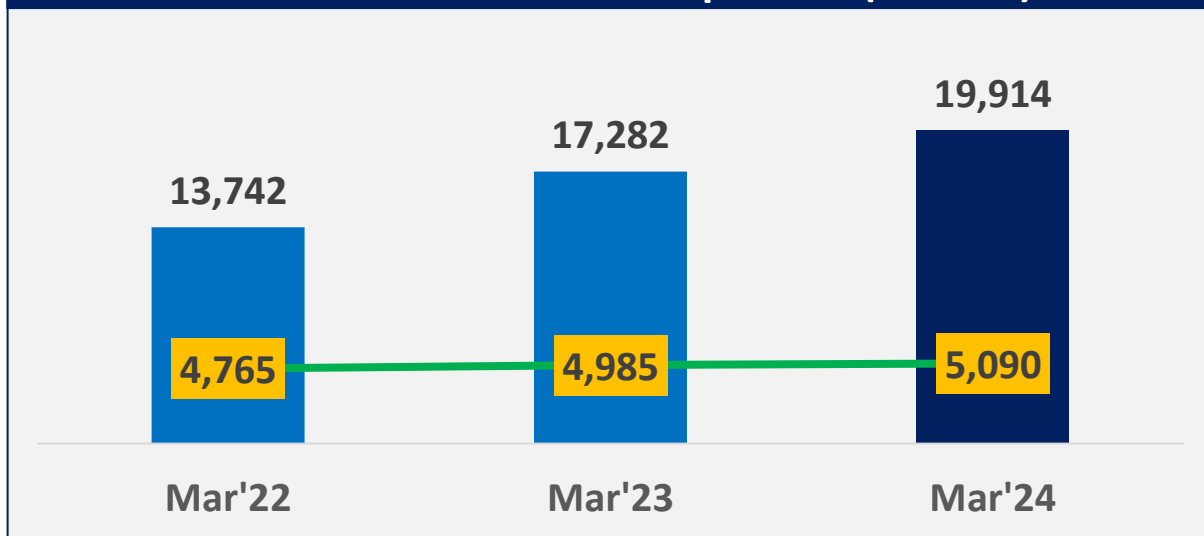
Improving Trajectory of Margins



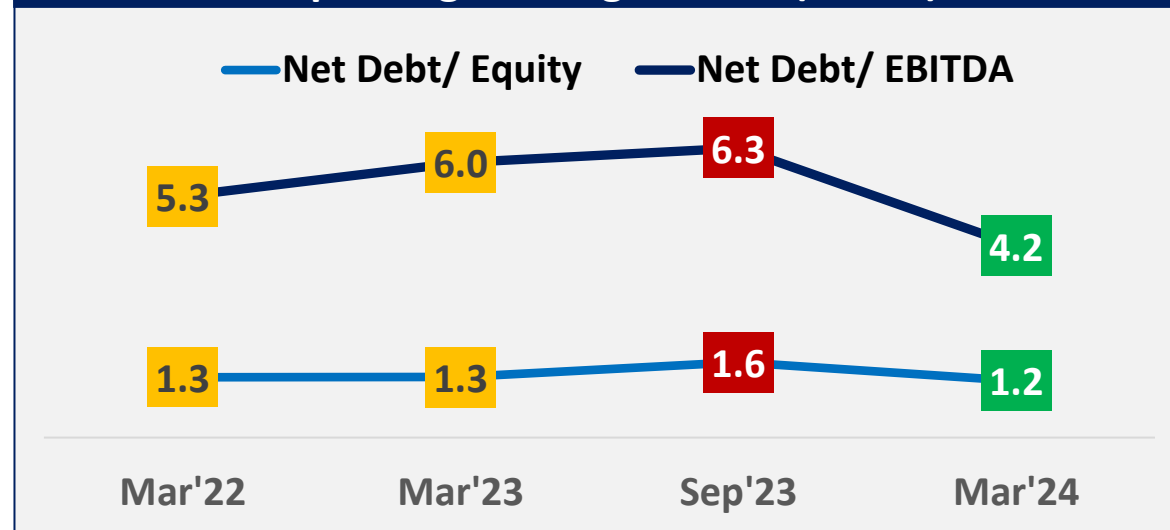
- EBITDA Margins continue to show an improvement over the last six quarters
- EBITDA Margins for Q4 have increased by 120 basis points YoY from 5.1% in Q4 FY23 to 6.3% in Q4 FY24
- EBITDA Margins expected to improve consistently over the next few quarters

Strengthening Balance Sheet

Revenue vs Net Debt Comparison (₹ Crore)

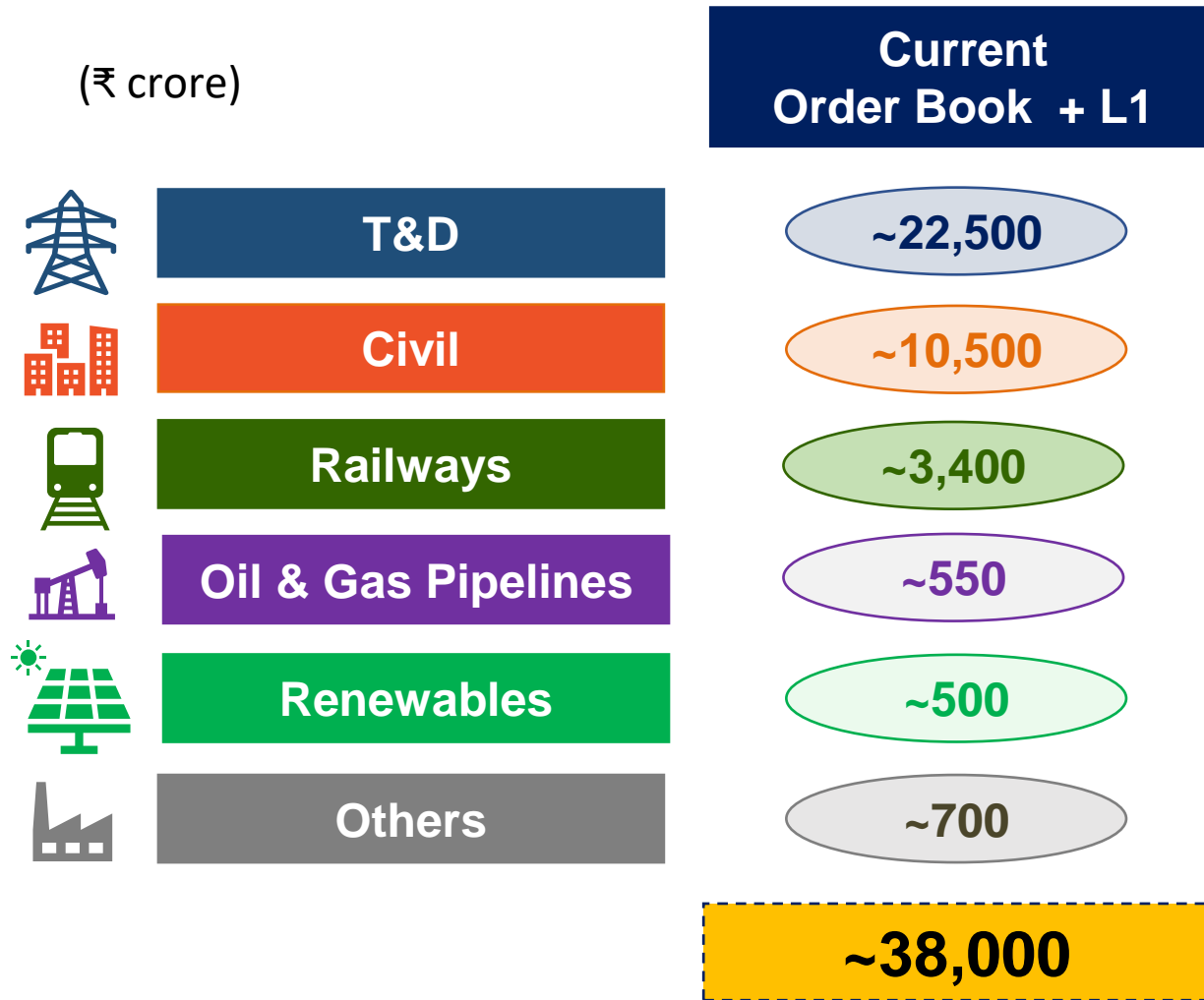


Improving Leverage Ratios (Times)

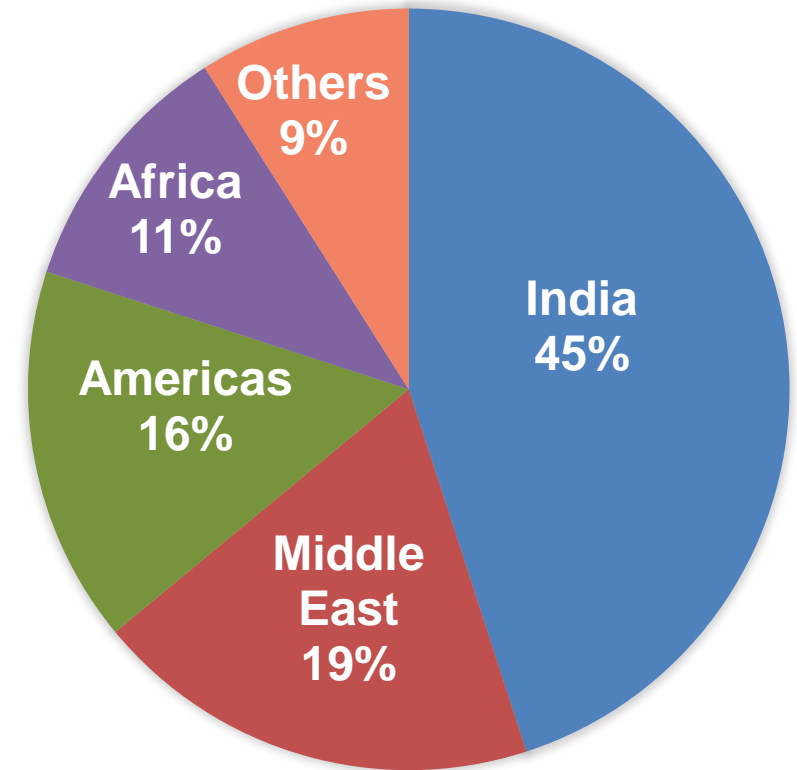


- In the last two years, Revenue has grown by ~1.4 times, however Net Debt level has been maintained at similar level
- Significant Improvement in Leverage Ratios over last few quarters:
 - Net Debt to EBITDA has improved to 4.2 times in Mar'24 from peak level of 6.3 times in Sep'23
 - Net Debt to Equity has improved to 1.2 times in Mar'24 from peak level of 1.6 times in Sep'23
- We expect the Leverage ratios to improve further with our targeted Revenue/ Profitability growth in FY25 with Debt remaining at the current levels

Diversified and Robust Order Book



T&D – Geographical Split



**Current Order Book & L1 of ~Rs. 38,000 Cr
Order Book to Revenue Ratio of 1.9 times**



3

Business Highlights

Industrial project at Chennai, Tamil Nadu

Transmission & Distribution – Towering Results



KEC received an award for executing 'Maximum Circuit Kilometer Addition Transmission Line' for FY24 from PGCIL

- Achieved a milestone Revenue of Rs. 10,456 Cr, remarkable growth of 21% YoY
- Strong order inflows of ~Rs. 11,000 Cr across India, Middle East, Americas, SAARC, Africa, East Asia Pacific and CIS
- Record Order Book & L1 of ~Rs. 22,500 Cr to drive sustainable growth
- Overall tender pipeline in T&D is in excess of Rs. 60,000 Cr

Civil – Growth Story Continues



- Delivered an impressive performance for the year with a robust growth of 32% YoY with Revenues of Rs. 4,370 Cr
- Secured order inflows of over Rs. 4,000 Cr. spanning diverse sectors such as FMCG, metals & mining, cement, residential & commercial buildings, public spaces, data centre segments etc.
- Robust and diversified order book of ~Rs. 10,500 Cr

Residential Project in Bangalore, Karnataka

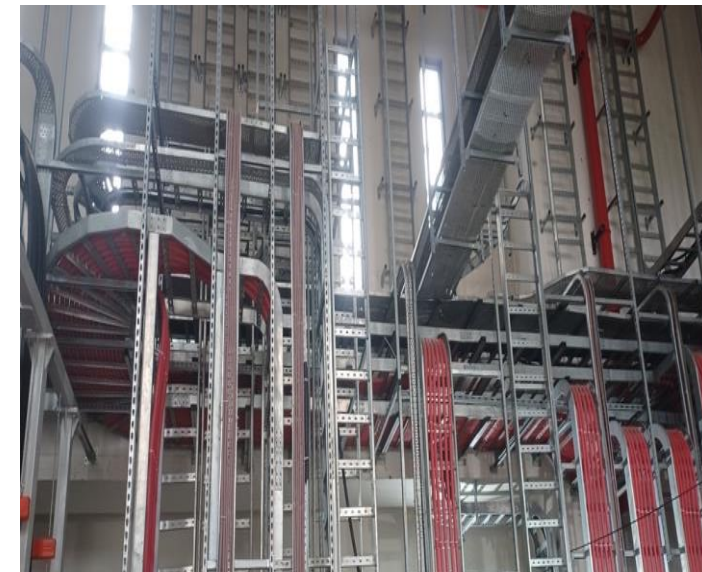
Urban Infra – Driving Urban Happiness



Delhi Metro, DMRC Project



Track works, Mumbai Metro



*Cabling & Ancillary works,
Kolkata Metro*

- KEC is executing 20+ projects in Urban Infra across Delhi, Chennai, Kochi, Mumbai, Kolkata, Patna, Indore and Bangalore, spanning 55 kms of viaduct, 60 stations, 2 depots, 30 kms of track laying, 40 kms of electrification, etc.
- Hon'ble PM, Shri Narendra Modi, inaugurated:
 - The Priority Section, between Sahibabad to Duhai, of India's first RRTS, now renamed as RAPIDX project
 - The Kochi Metro Phase 1B, including a 1.16 km viaduct and Thripunithura Station, built by KEC. Incidentally, the ballastless track works for Kochi Metro was also executed by us
- Trial run of Bhopal Metro Rail was inaugurated by the Chief Minister of Madhya Pradesh, the Bhopal depot built by KEC

Railways – Muted Performance

- Achieved Revenue of Rs. 3,115 Cr. for the year, degrowth of 17%
- Commenced execution for the maiden International project in Bangladesh
- TCAS (Train Collision Avoidance) projects under KAVACH have been commissioned partly
- Margins impacted due to delay in execution on account of various factors - Availability of blocks, design issues, etc.
- Selective approach in order intake considering the increased competition, customer and margin profile/ working capital - Order intake & L1 subdued at ~Rs. 1,500 Cr
- Focus on fast-tracking project closures, releasing working capital & pursuing select opportunities in India as well as International



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



KAVACH System



Railway line for Port Connectivity project in Dhamra, Odisha

Oil & Gas Pipelines – Widening Market



- Revenues of Rs. 626 Cr with a growth of 30% YoY
- Forayed into the international market by bagging maiden order in Africa
- Widening Portfolio:
 - Secured two orders in the composite station works
 - Slurry pipelines for iron ore as well as water pipelines
 - Bid for Oil & Gas storage tanks
- Sustained focus on enhancing pre-qualifications to expand the size of addressable market

Pneumatic Testing at Kochi Salem Pipeline Project

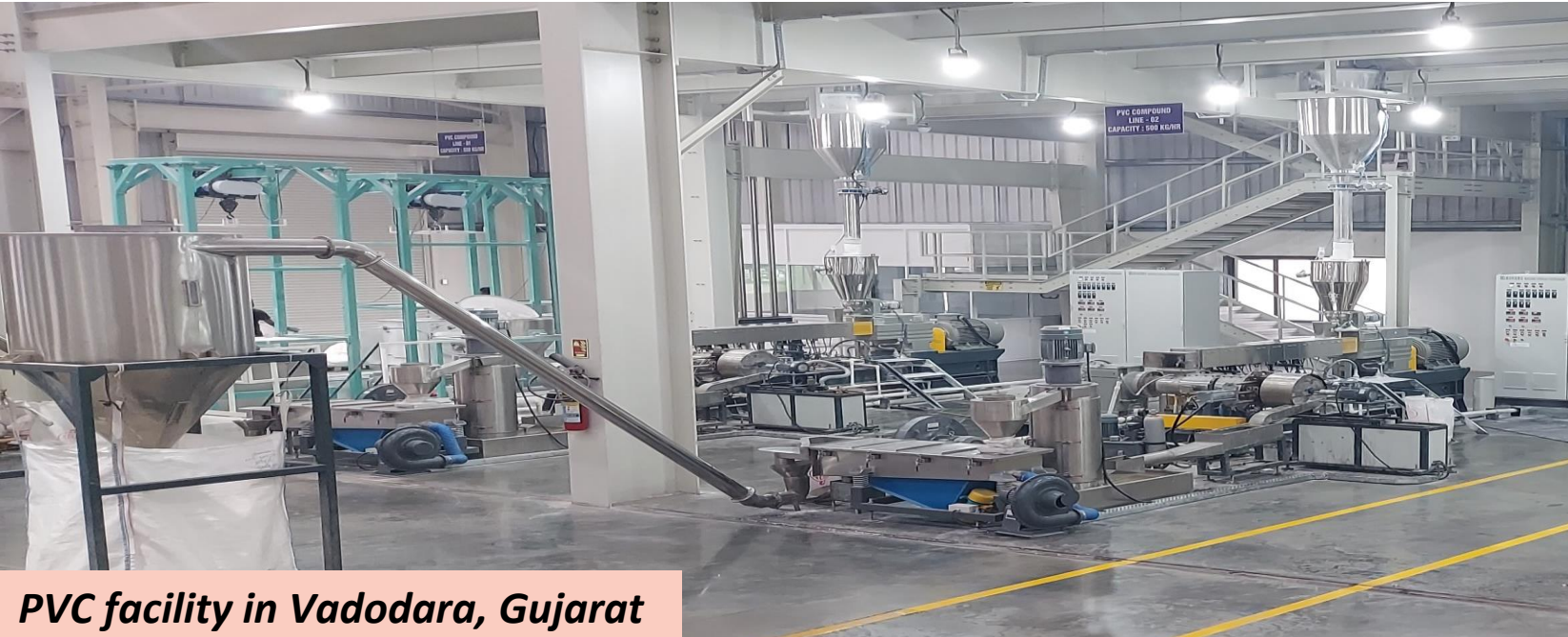
Renewables – Building Capabilities



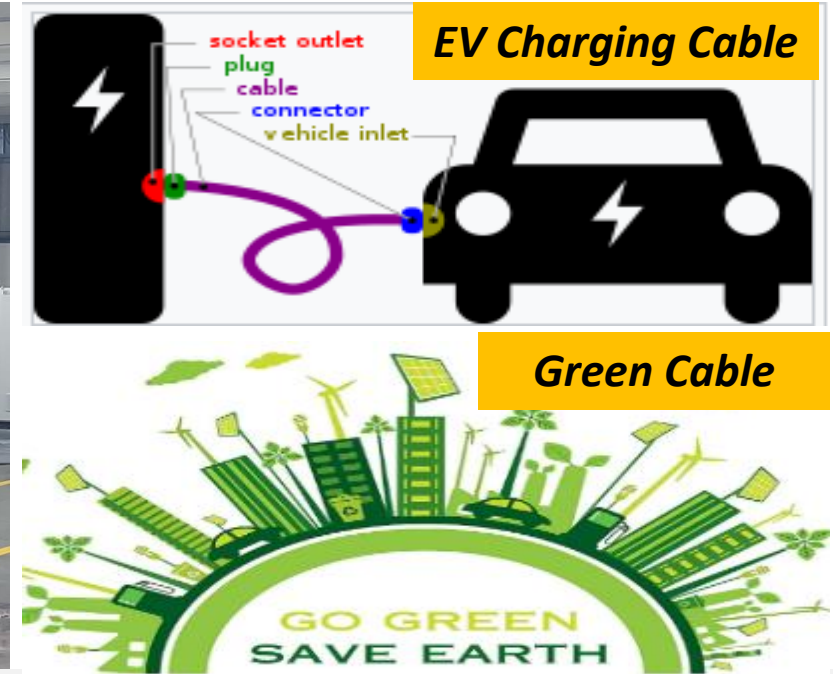
600 MWp Solar project in Karnataka

- Executing KEC's largest solar project of 600 MWp in Karnataka; one of the largest tracker-based project in India
- Secured an order for setting up solar projects from a leading auto-ancillary company in India
- Bidding for select renewable opportunities in line with sustained commitment of the government to promote renewable energy
- Building significant capabilities across Solar, Wind and Green Hydrogen
- Business expected to scale up significantly going forward

Cables – Record Performance



PVC facility in Vadodara, Gujarat



- Delivered an impressive performance with highest ever Revenues, Order Intake and Profitability
- Executed a large transformation program for profitability improvement with a global management consultant
- Strengthening Backward Integration - Commissioned PVC compounding plant at Vadodara to improve profitability
- Establishing fully integrated manufacturing line for Aluminium conductors - already secured orders for supply of power transmission conductors (ACSR and AL-59) from government utility/ private TCB developer
- New Products Developed such as EV Charging Cables, Green Cables (ROHS & REACH complied), Copper Silver Contact Wires, Hybrid Cables, etc.



4

**Way
Forward**

Data Centre Project at Hyderabad, Telangana

Primary Growth Drivers



India T&D

- Sustained focus of the Govt. on renewable energy, integration and grid interconnection/strengthening schemes
- Focus on technology enabled power quality improvement - Emerging opportunities for High voltage substations, digital substations, STATCOM and HVDC



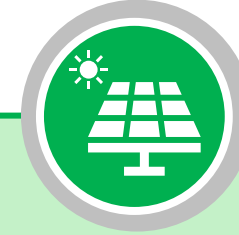
Intl. T&D

- GCC capex momentum continues especially in Saudi Arabia and UAE
- Uptick in tower supply - Americas & Australia
- Large value interconnection projects expected in Africa
- Green shoots visible in CIS market
- Bangladesh expected to improve



Civil

- Real estate boom: Substantial opportunities across residential and commercial
- Increasing allocation for Jal Jeevan Mission (Rural as well as Urban) of Government for water supply
- PLI scheme, China+1 Strategy driving industrial opportunities



Renewables

- India's ambition to achieve 500 GW of renewable energy capacity by 2030
- Market becoming more conducive for EPC players
- Substantial opportunities in Solar, Wind and Green Hydrogen

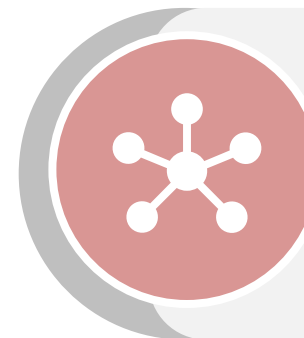
Key Focus Areas



**Capital
Efficiency**



**Profitability
Improvement**



**Adjacent
Growth**



**Execution
Excellence**



**Risk
Management**



**Capability
Development**

- ✓ Record Order Book and L1 Position of ~Rs. 38,000 Cr (Including ~Rs. 22,500 Cr from T&D)
- ✓ Tenders under Evaluation & Tenders in Pipeline of over Rs. 130,000 Cr
- ✓ Confident of Delivering Profitable Growth in the coming quarters



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RPG Annual Investor Conference 2024

June 07, 2024

CEAT

— CRAFTED —
FOR THE CURIOUS

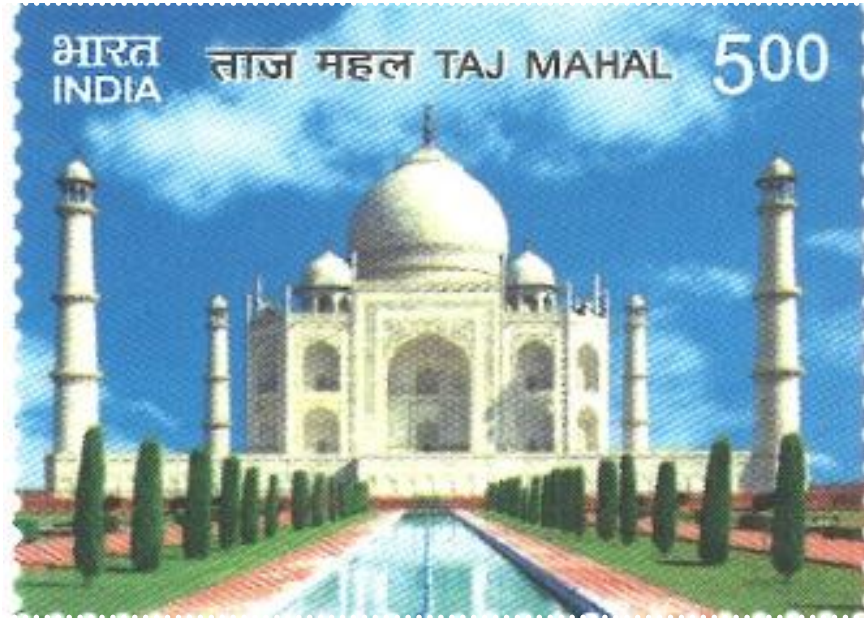


CEAT Tyres: Completes a Century in the Industry



Postage Stamp Unveiled on Centenary of CEAT

100
YEARS OF
CEAT



Overview



Rs. 11,943 cr

Revenue (FY24)



~16.0%

3 Years Revenue CAGR



14.0%

EBITDA (FY24)



3x

PAT (YoY)



0.4x

Debt to equity



300%

Dividend



CEAT Vision - FY26

**Leadership in 2W
Domestic Market**



**Leadership in PC/UV
Domestic Market**



**>25%
International Business**



Charting a Course for Sustained Growth

FY11

8%

#4

Leading in 2W ¹



FY24

33%

#1

Leadership in PC/UV ¹



16%

#3

International business ²



Rs 0.6k Cr

Rs 2.2k Cr

1. Replacement market share as per industry reports, internal estimates

2. Estimated Revenue from international business

Rank

CEAT is Future Ready

International



Electrification



Driving Digital



Premiumization





1 International Business

Run rate of ~2.2 mn PC/UV tyres,
PC/UV SKUs 2.5x since FY19



4 SEASONDRIVE + RANKED 14TH
Autobild Test



TBR grew by 15%



Targeting TBR launch in US
Q2 FY25



Europe, Canada & expanding in US



875+ Off Highway SKUs
~84% coverage in agri segments



Supplier to All EV OEMs in India

Mahindra XUV 400



MG ZS EV



Citroen E-C3



MG Comet EV



Punch EV



Share of Business

4W

~20%

Ola S1 Pro



Ampere Primus



Joy EV



Yo Byke



Oben E Bike



BattRE



2W

~25%

Tata Starbus EV



Tata Ace EV



Altigreen



Euler



Switch Mobility IEV4

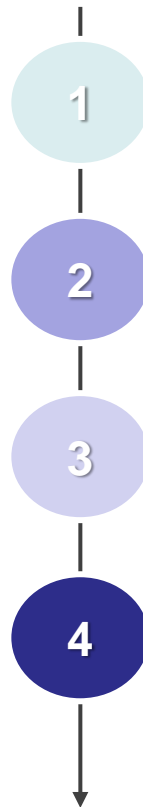
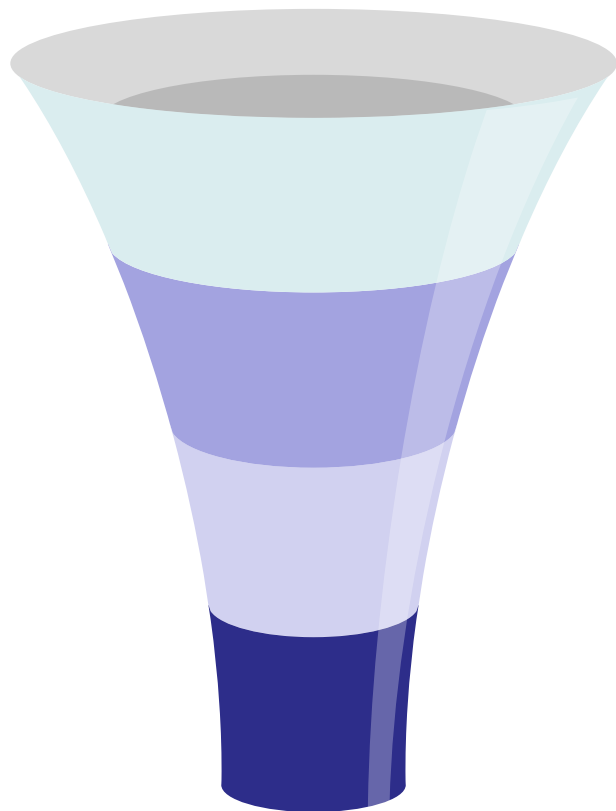


3W

~20%

3 Driving Digital

-  **Generative AI**
-  **Advanced Analytics**
-  **Robotics (RPA)**



1 Procurement

- “WeConnect” Portal for RM Suppliers
- Advanced Algorithm based demand forecasting
- Supply-Chain Cockpit for KPIs

2 Lighthouse Industry 4.0

- Digitization of operator touch-points
- Automated storage and retrieval
- IOT based dynamic warmup

3 Channel Partner

- In-house Business Platform for Dealers
- CEAT Assist App
- Integrated Fleet Management

4 Customers

- D2C Online Sales
- Customer Analytics
- E2E traceability



‘Digital Champions’ at CII’s Cost Congress



‘Smart Manufacturing Automotive Company’ at CNBC-TV18 Zetwerk Smart Manufacturing Summit 2024



~9% of PV/UV replacement sales from D2C channels

Crafted for Curious: Identify the Destination?



Tyre Range Covers 95% of Super Premium Cars in Replacement Market

BMW X3



Mercedes V Class



Mercedes E Class



BMW X5



Audi A4



Audi Q7



Skoda Kodiaq



Volkswagen Tiguan



Skoda Kushaq



Title sponsorship of overland pioneers, Wander Beyond Boundaries (WBB)

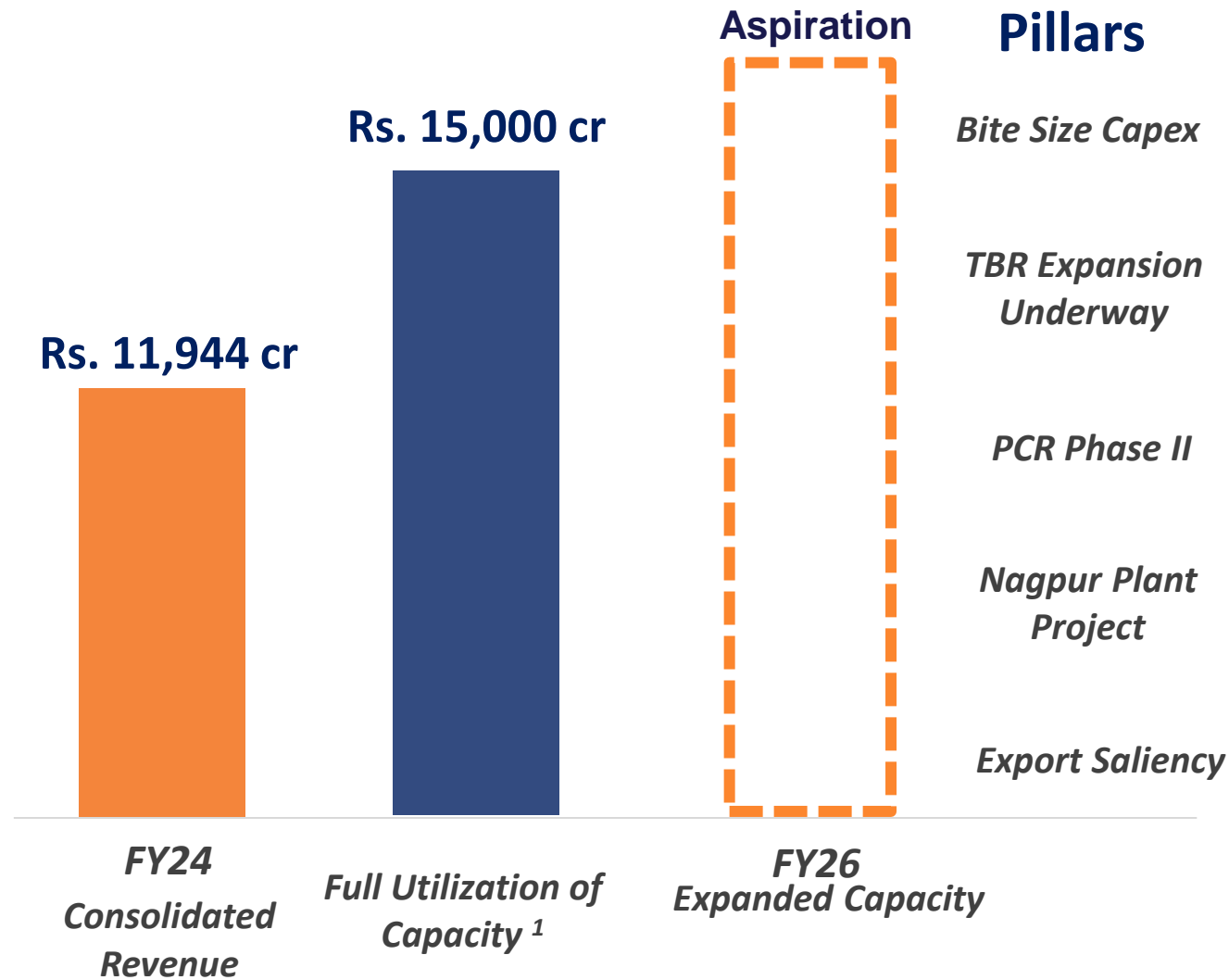
22k Kms Mumbai-Siberia



Official Racing Partner of KTM RC CUP

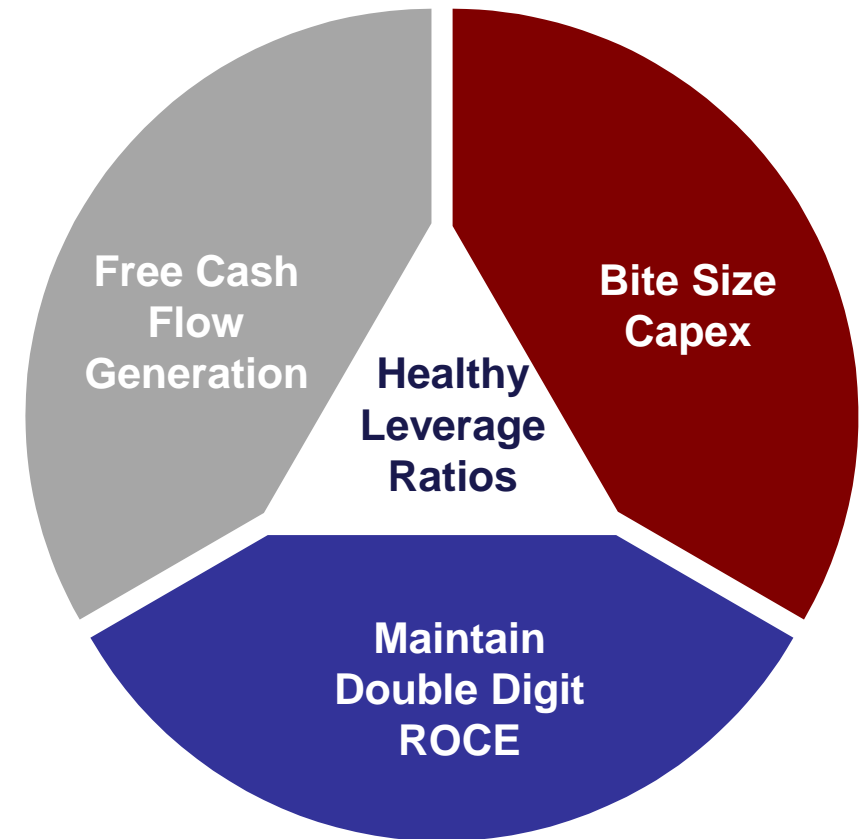


Geared for Growth



1. Potential revenue at current capacity

Our Approach



Environmental, Social, and Governance

Sustainability Vision 2030: Reduce carbon footprint by 50%



~41% plant power through renewable sources



~14% reduction in manufacturing tCO₂e per MT of production



33 BEE 5-star rated products



~5% reduction in water consumption per MT of production

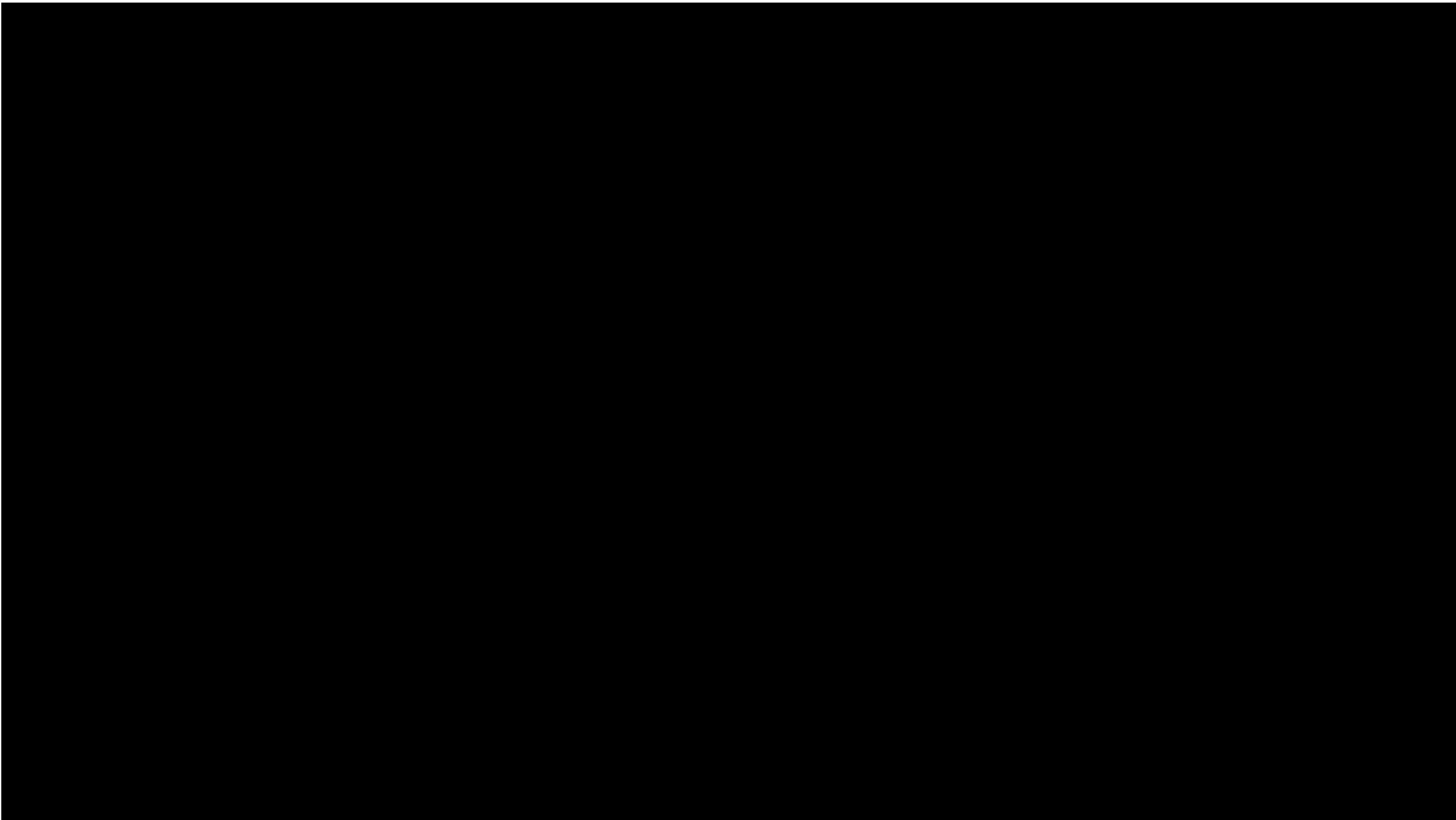


~28% usage of sustainable material in Tyres



~15% Gender Diversity Ratio

Note: As on Mar'24



zensar

Zensar Technologies Ltd.

June 7, 2024



Annual Investor Conference

Zensar Today

Zensar stands out as a premier technology consulting and services company, embracing an *experience-led everything* philosophy. We are creators, thinkers, and problem solvers passionate about designing digital experiences that we engineer into scale-ready solutions to deliver superior engagement for high-growth companies.



10,300+
Employees



30+
Locations worldwide



145
Global clients



\$592 Mn
FY24 revenue

Industry trend



Worldwide IT Spending to Grow 8% in 2024/25. Spending on data center systems to see a notable jump



Focus on unified experience continues to rise; As per Gartner, tech driven customer experience is the No.1 priority for 50% of companies



SaaS remains the largest segment of the cloud market in end-user spending, projected to grow 20% in 2024



Data analytics estimated to grow at a CAGR of 15.8% by 2028. Generative AI creating buzz across apps, IT ops and CX spends



Global ad spend to rise to rise 8.2% to reach \$1trn

Source: Gartner, business market insights

Imperatives

Experience led engineering continues to grow

Strengthening digital cloud and data engineering

Launch of marketing services

Expand talent pool, transform skills at scale

Invest in strategic partnerships to drive growth

Our services help solve complex problems

Experience services

Seamless delivery of strategy, design, prototype, and production of customer experience (CX) platforms and products.

Advanced engineering services

Cloud-native, full-stack, generative-AI focused advanced engineering services to address business-critical digital needs.

Data engineering and analytics

Expert services addressing the full gamut of cloud-based big data needs for customers, advanced analytics, and AI/ML services.

Enterprise SaaS

Full-lifecycle services addressing application management needs of larger organizations.

Cloud, infrastructure and security

Services that provide an interconnected foundation for digital transformation and help enterprises design, create, and maintain their infrastructure.



Across four primary industries



Banking, financial services and insurance



Manufacturing and consumer services



Healthcare and life sciences



Hitech
(Technology, media, and telecom)

In three regions



North America



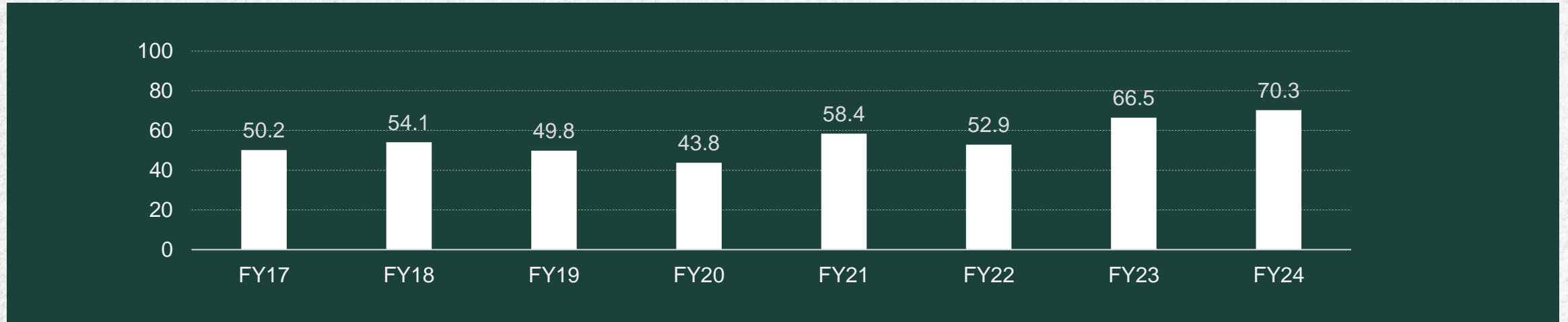
Europe



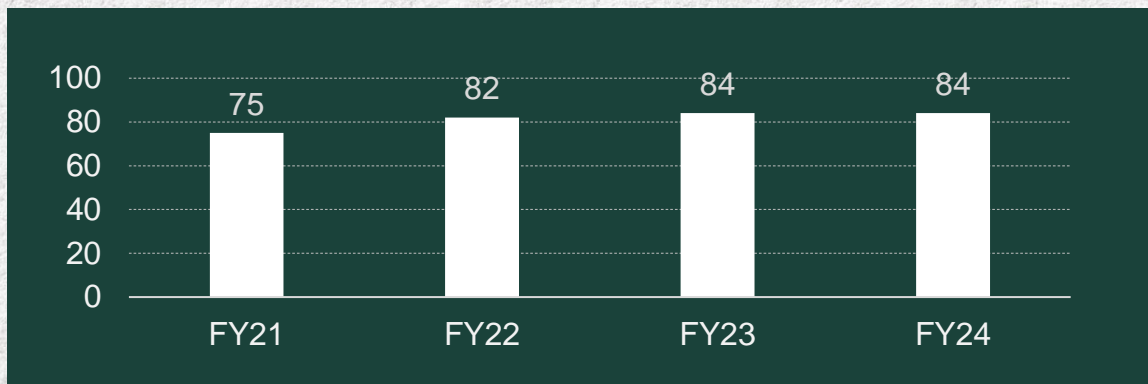
Africa

Strong focus on Client Centricity and Employee Happiness

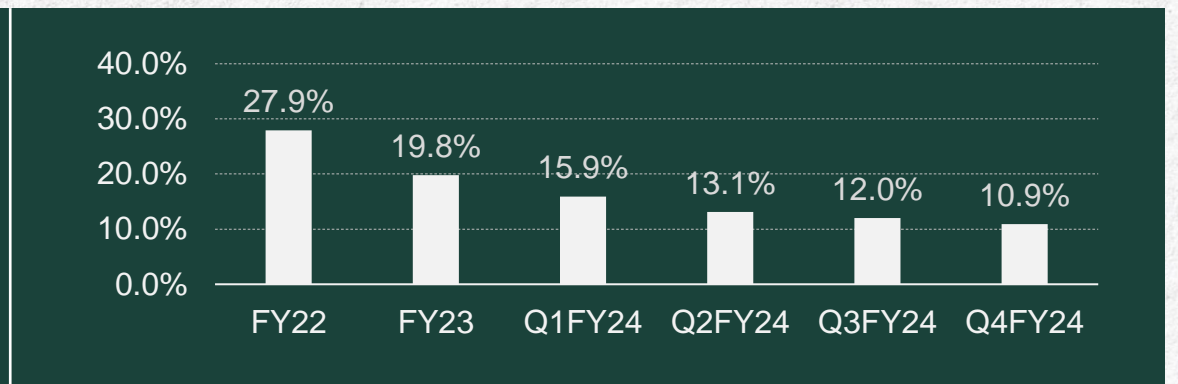
Customer experience index



Happiness index

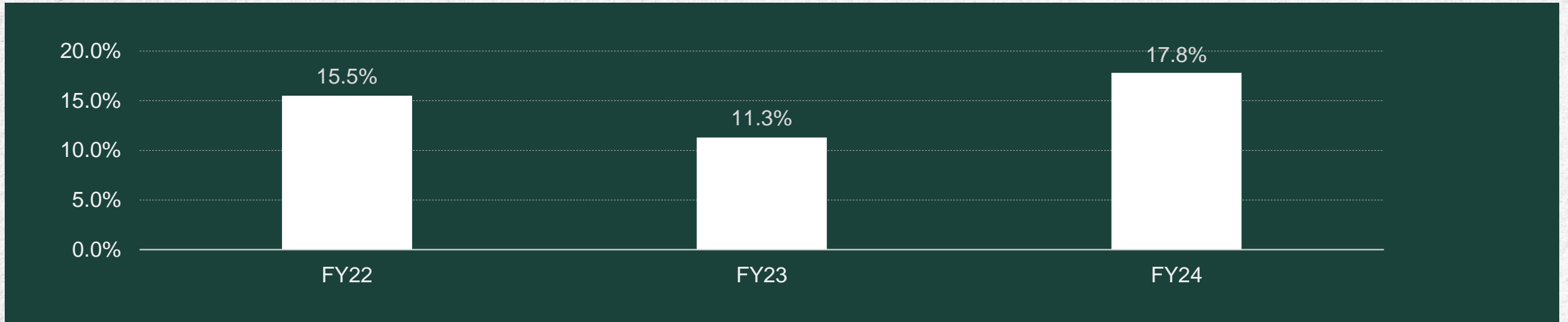


Attrition (LTM %)



Thrust on Margin expansion

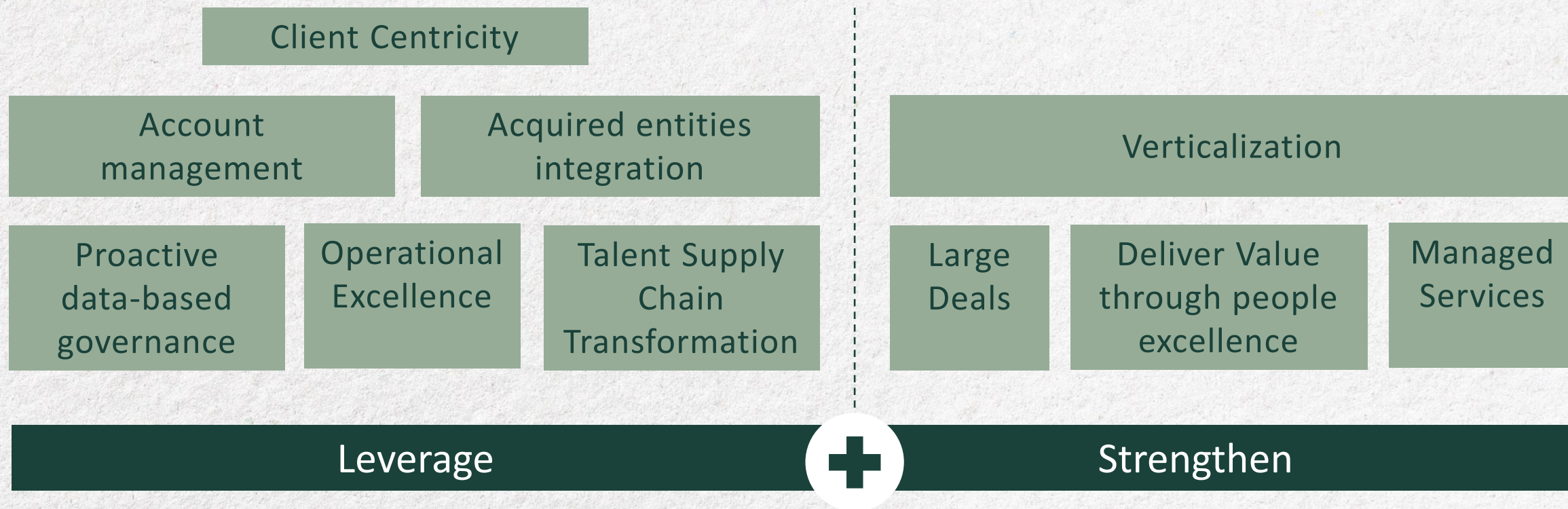
EBITDA as % of revenue



Key improvement levers

- 1 Manage service mix
- 2 Improve commercials
- 3 Pyramid optimization
- 4 Improve utilization
- 5 Rationalize support costs
- 6 Optimize cost of talent acquisition

Execution and current priorities

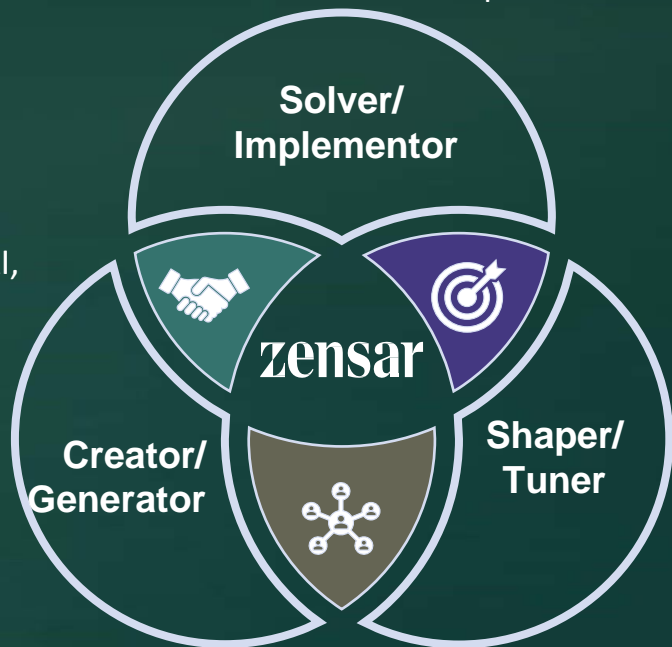


Zensar - GenAI's Eco-system Orchestrator

Augment, Automate, Accelerate across SDLC : Ensuring Consistent and Assured Software Quality

Our SGOs

Leverage the generator/fine tuned models to solve customer problems



Alliances & Partnerships

Partnership with OpenAI, Microsoft, AWS help Zensar in utilizing the LLMs

ZenLabs

Fine tune the models to build industry specific solutions

Key Gen AI client engagements

Revolutionizing Application Development with Zensar Multi Agent GenAI capabilities

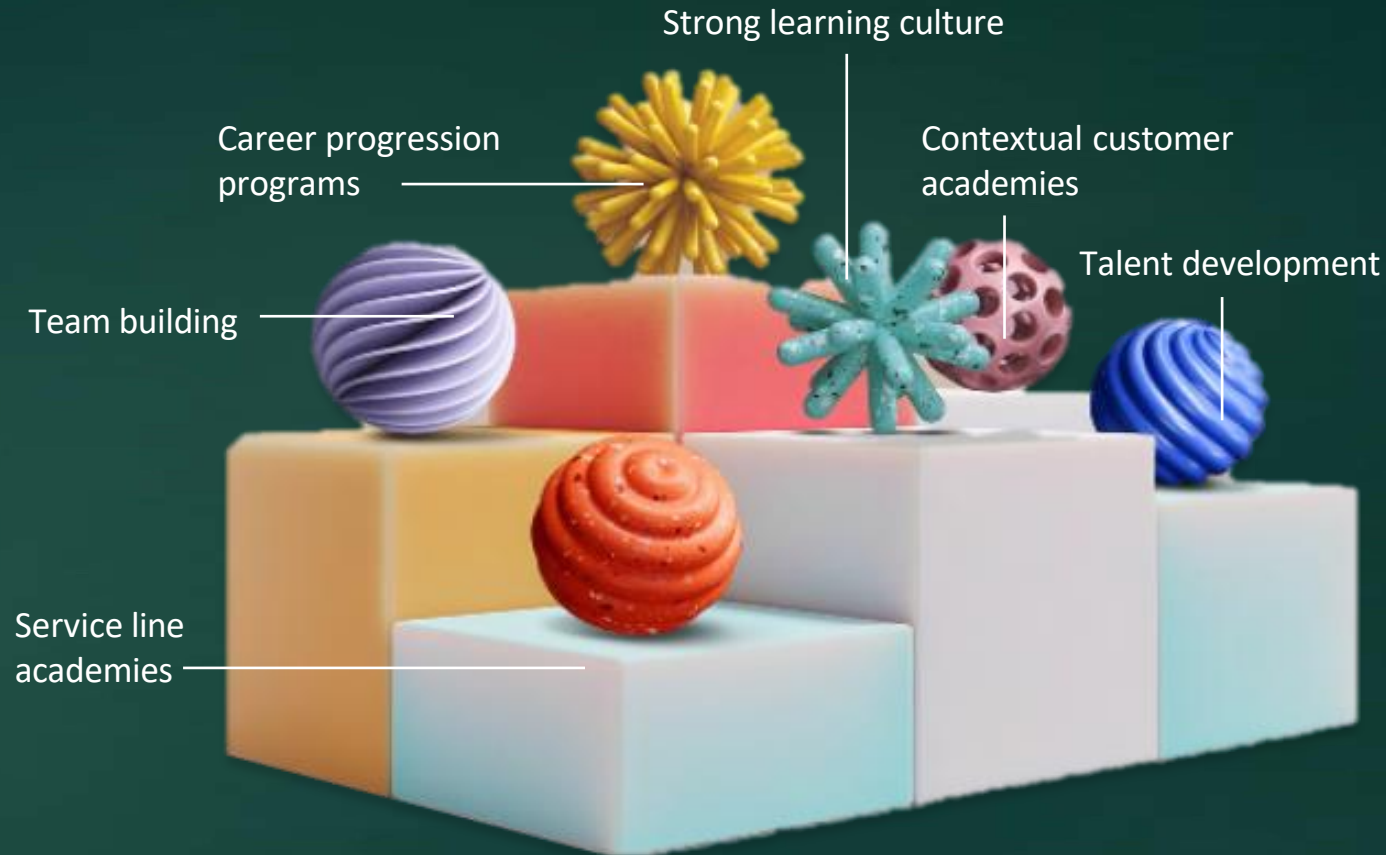
A digital twin with the power of GenAI for Supply chain and inventory management

Responsible GenAI-BOT, guiding developers in secure GenAI development on-prem and on GCP

IEX Dual GenAI Agent Tools for Energy Trading and IOT

Nurture talent to fuel growth and unlock opportunities

Talent transformation program



Engagement initiatives

Guild and Communities

- Fostering delivery excellence and customer delight, celebrating individual and community brilliance, and engaging a hybrid workforce

Zensar Learning Academy

- Training and upskilling current and future employees in new and emerging technologies and tools

Fresh Graduate Plan

- Driving experiential training, left-shift learning and engagement, and mentorship for fresh graduates

Key Financials (FY24)

30+
Global locations

Offices in India, USA, UK,
Europe, and Africa

\$591.3 Mn

1.0% YoY ↑

Services Revenue

Serving clients across

3 regions	4 verticals
North America	BFSI ,
UK and EU	MCS
Africa	HLS, TMT

31.8%

410 bps YoY ↑

Gross margin

17.8%

640 bps YoY ↑

EBITDA margin

13.6%

690 bps YoY ↑

Net profit margin

\$261.7 Mn

\$60.2 Mn YoY ↑

Net cash

10,300+

Employees worldwide

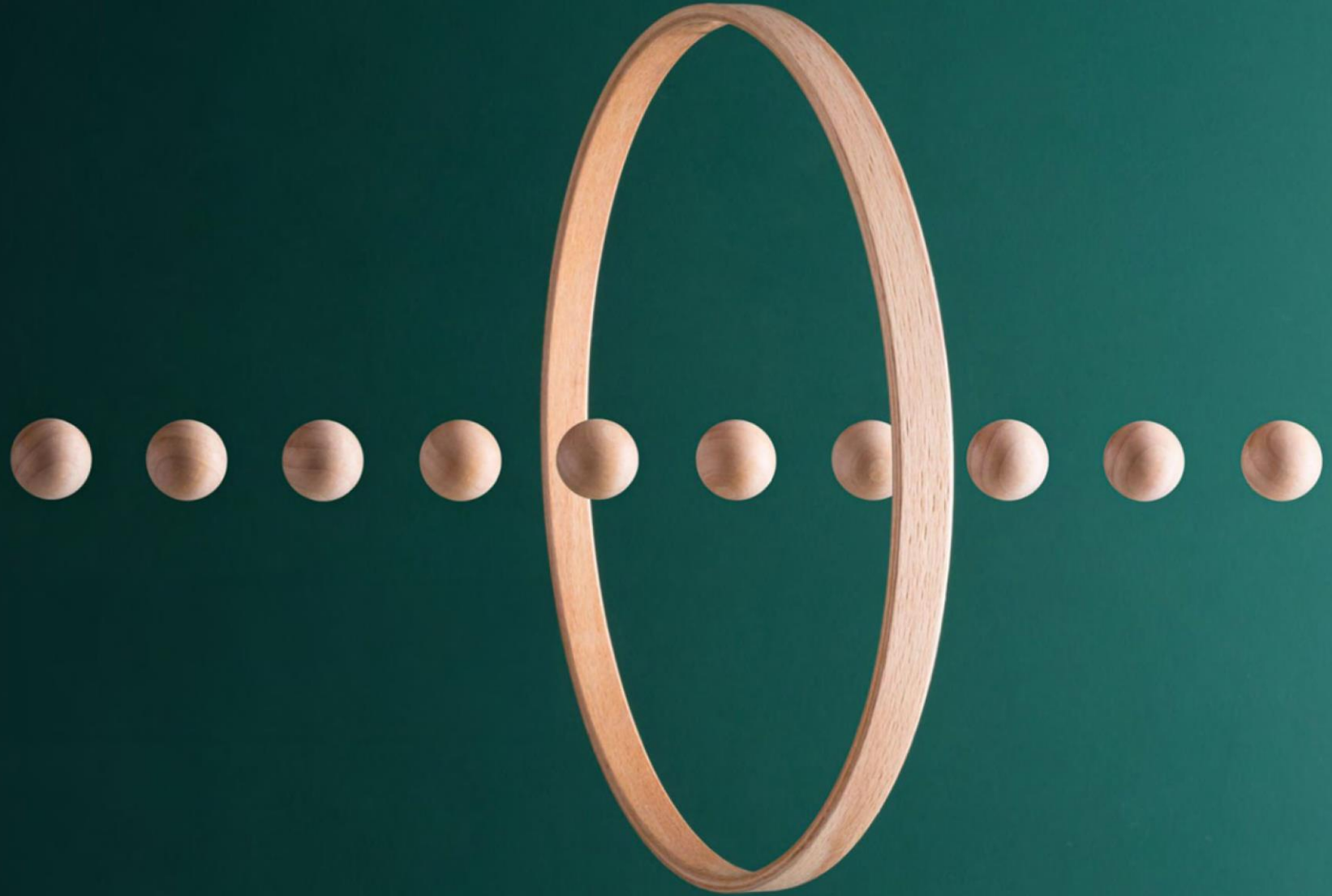
2,740

Gross employees added
in FY24

30.1%

Women employees

Thank you



zensar
An  RPG Company



hello happiness

Annual Investor Conference 2024

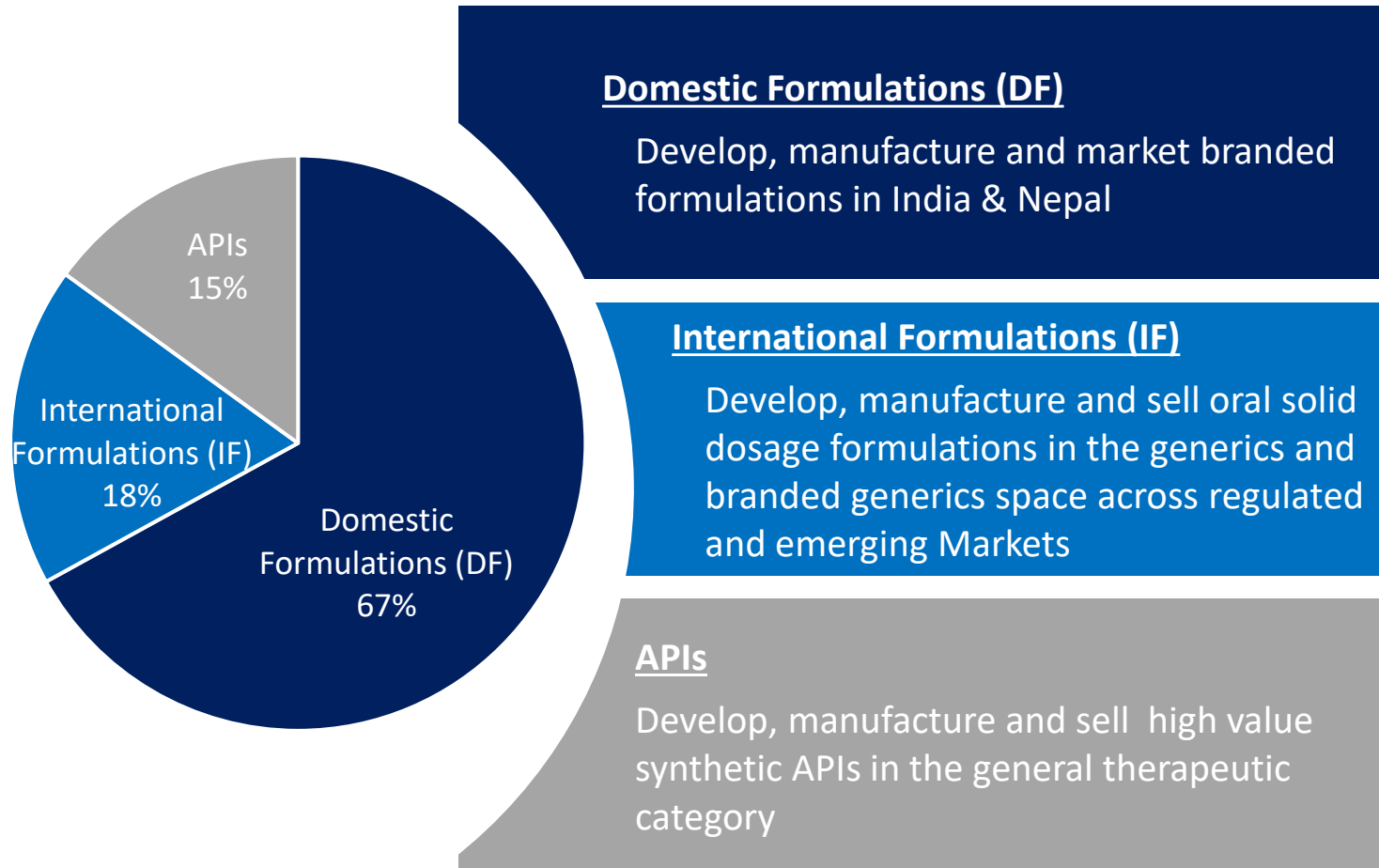
RPG Life Sciences

June 7, 2024



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 2023-24 delivers A Strong All-Round Performance

↑ Sales Growth	↑ EBITDA Growth	↑ Margin	ROCE	ROE	EPS
14%	26%	+ 229 bps	31.0%	23.4%	Rs. 53.0

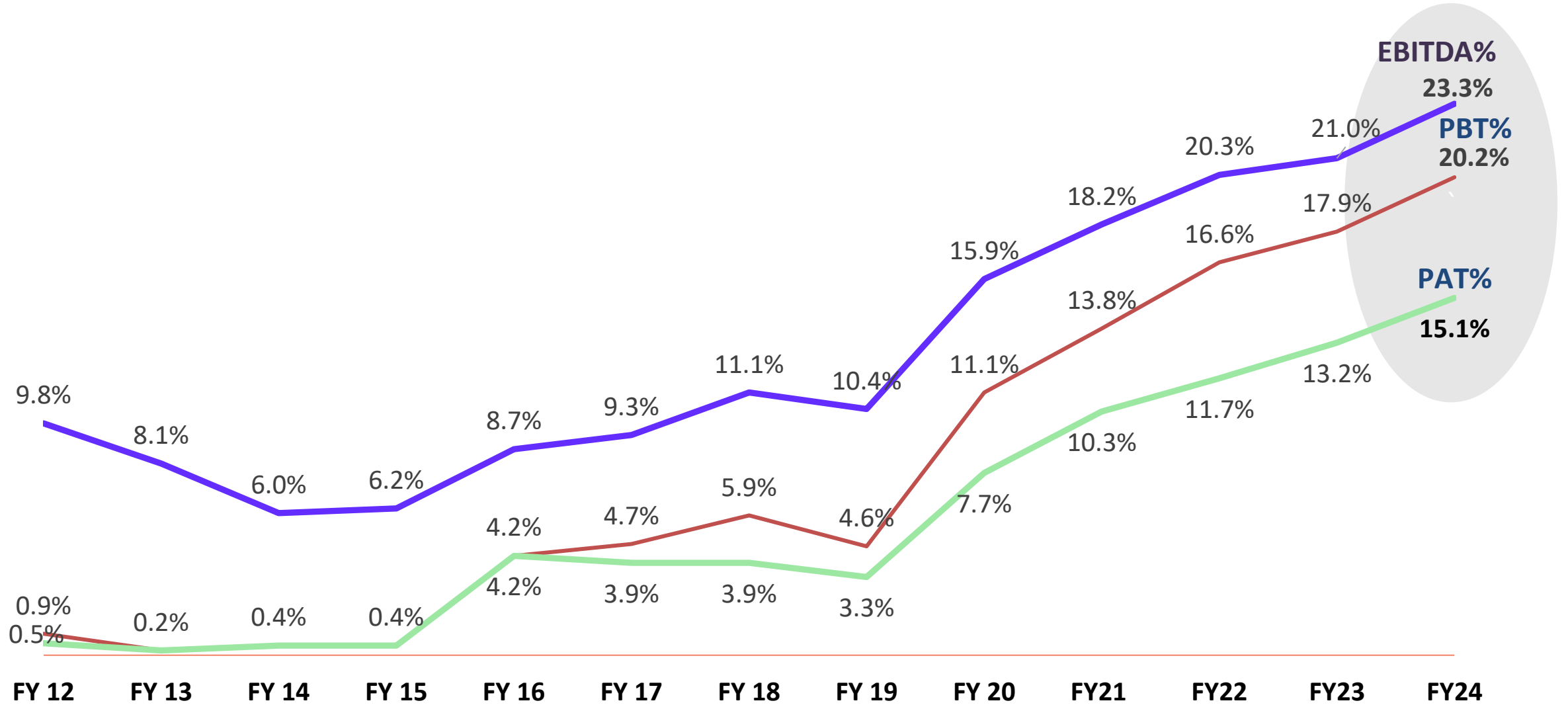
New Products Contribution**	↑ Volume Growth	Market Evolution	↑ Market Rank	↑ Market Capitalization
~30%	13.0%*	110%	+5	+118%

7th Fastest growing Company in the Top 75 Companies of IPM*

* IQVIA TSA MAT Mar '24

** Launched onwards FY19

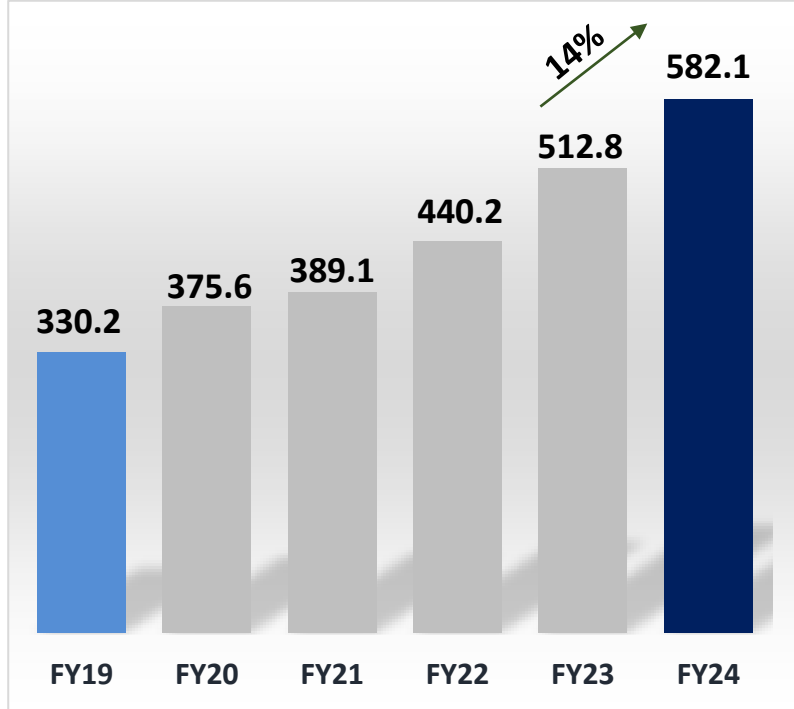
Profit Margins: A Trajectory of y-o-y expansion continues un-interrupted



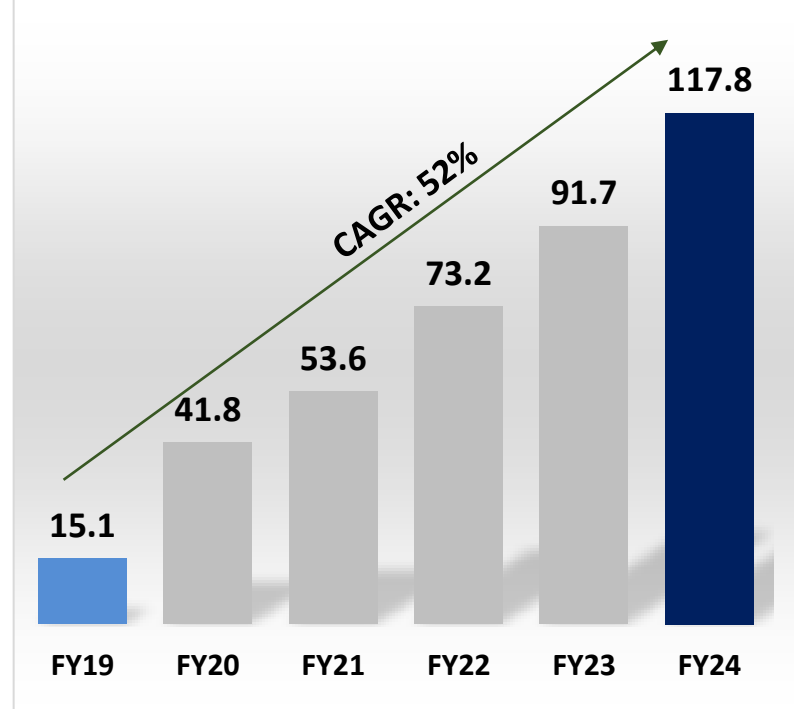
Revenues, Profit, Cashflows: A strong y-o-y upward Trajectory continues un-abated

Rs Crores

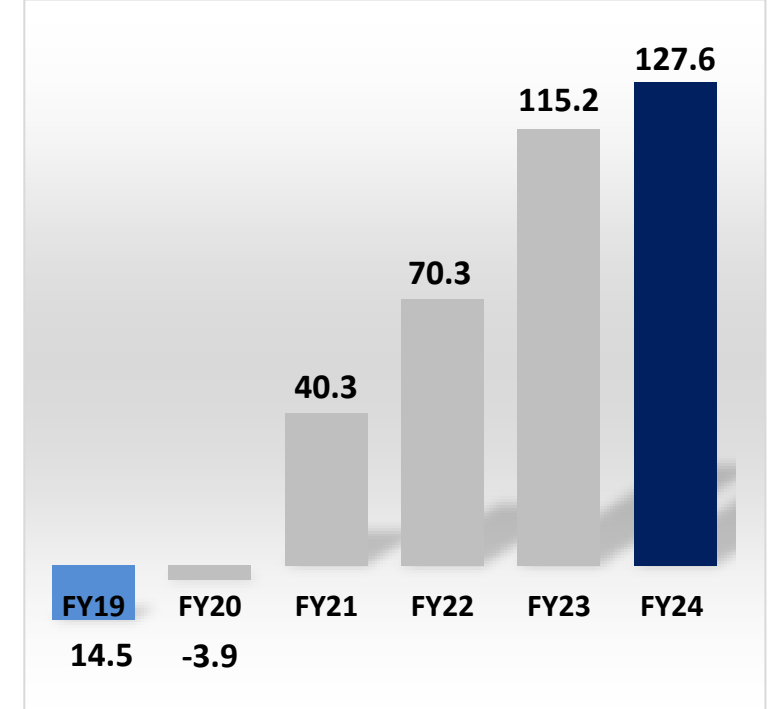
Revenue Up by 14% vs LY



PBT up by 29% vs LY

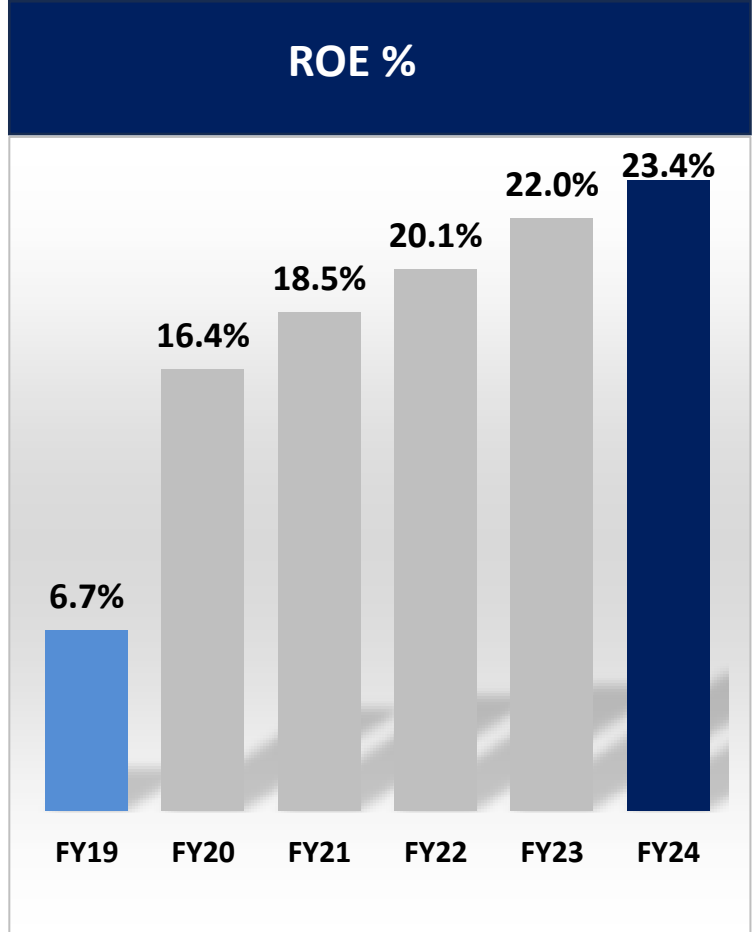
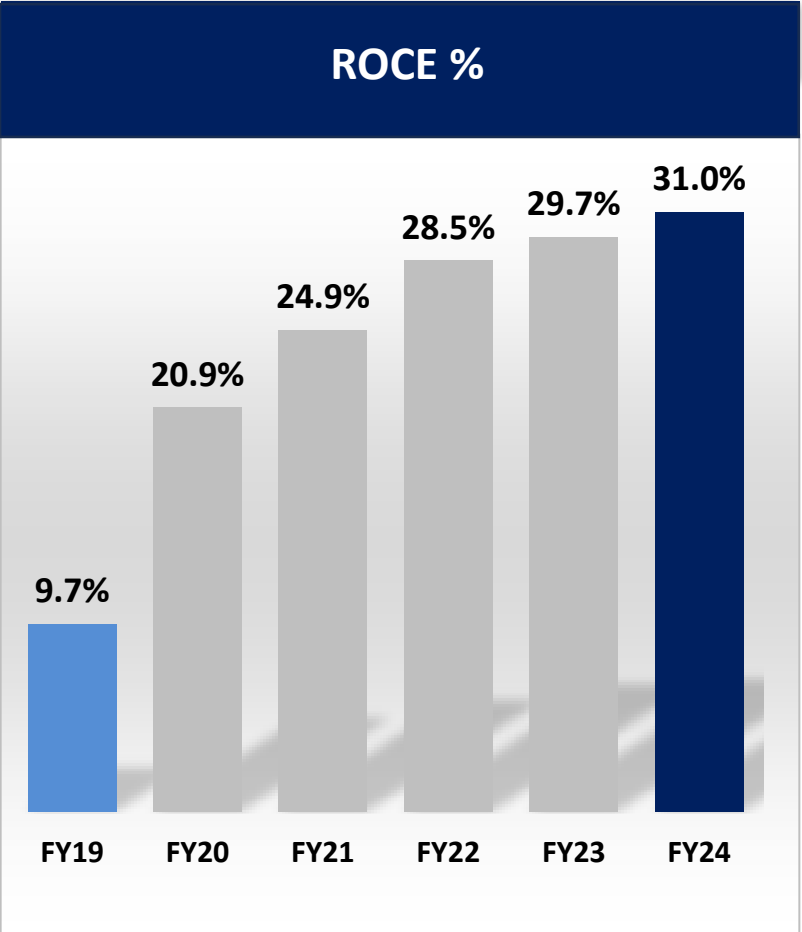
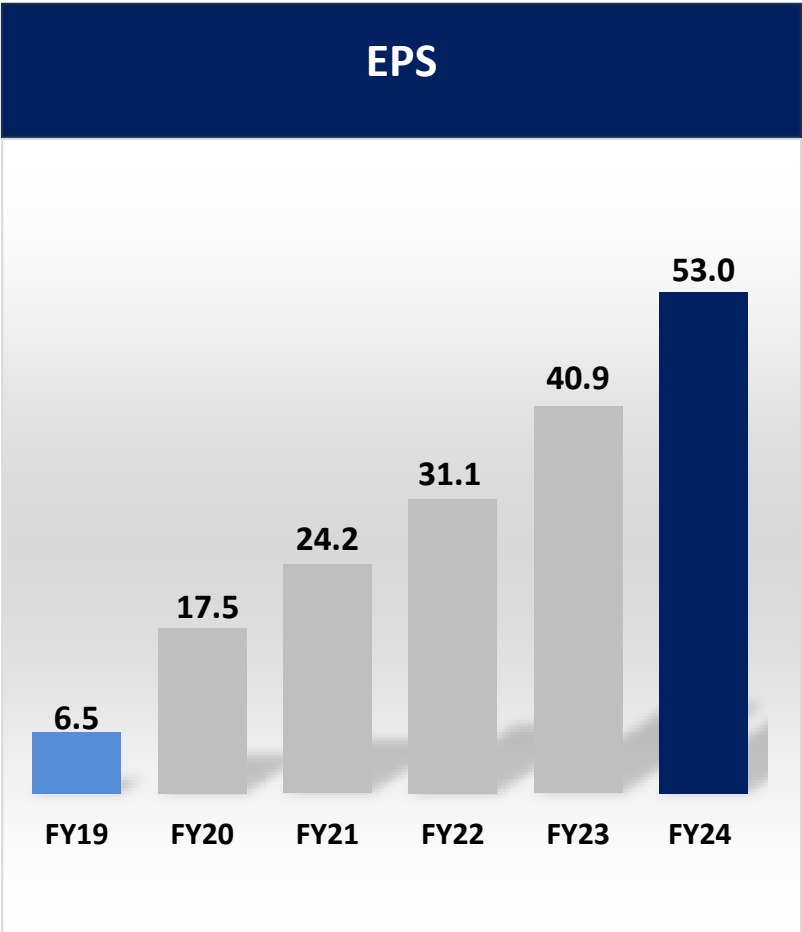


Good cashflow generation



**PBT ~8X
vs FY19**

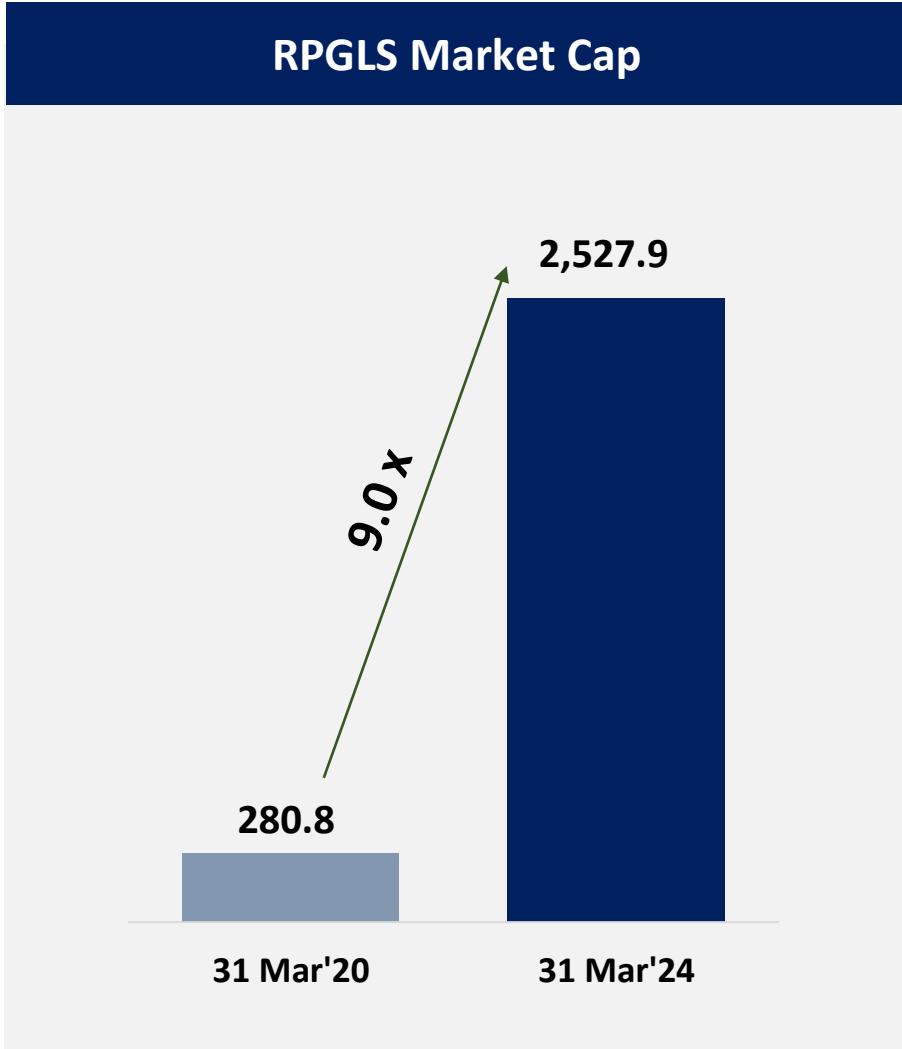
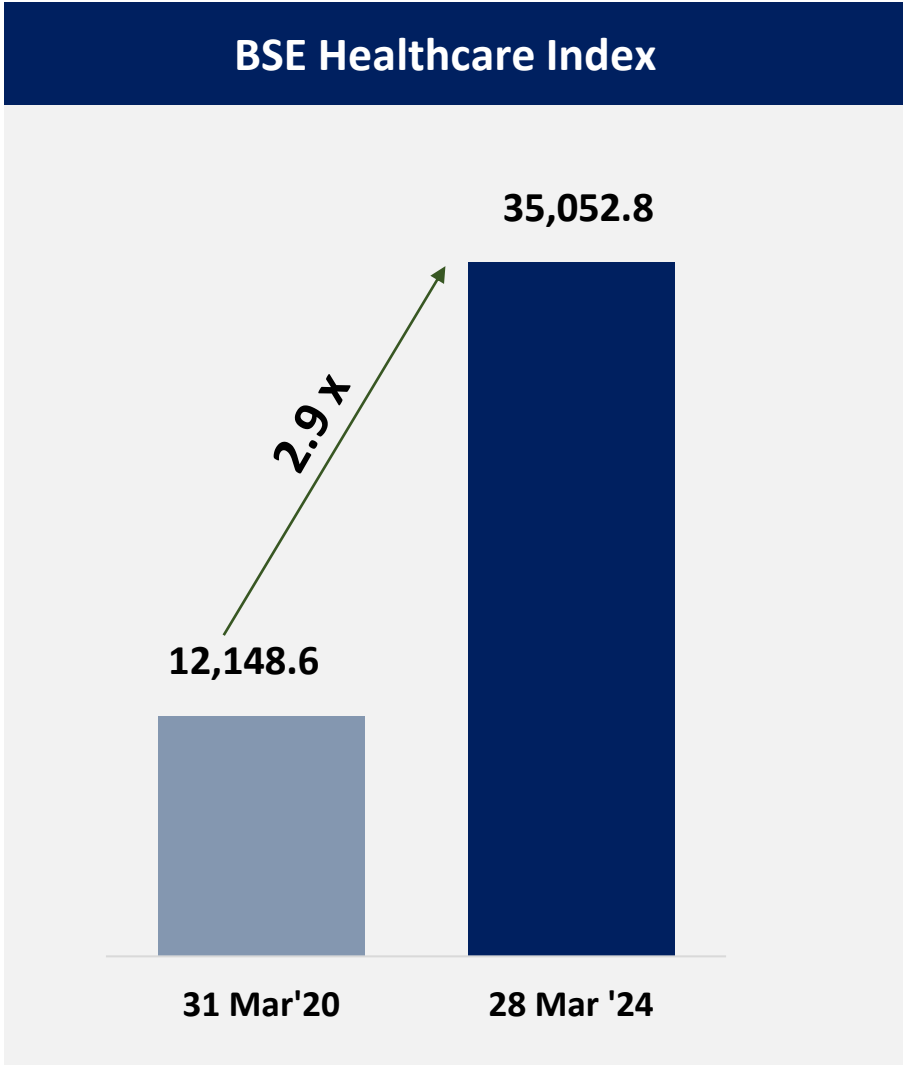
Key Financial Ratios: A Trajectory of y-o-y uptrend continues un-abated



ROCE = (PBT + Finance Cost) / Capital Employed;

ROE = PAT / Total Equity (i.e. post tax)

Consistent Operating Performance reflecting in Market Cap leapfrogging ~9X...



Strategic Initiatives enabling Performance

1	Comprehensive Life Cycle Management of Legacy products	Naprosyn crosses Rs. 73 Cr in FY24 - on its way to become first 100 crore Brand
2	New Product Launches across segments	New Products contribute ~30% to Domestic Formulation Sales
3	Foray into New Therapies	The New Rheumatology Franchise grows to contribute >10% to Specialty business
4	Multiple Initiatives Expanding Prescriber & Patient base	Multiple engagement initiatives driving SoV, depth and breadth of Rx support
5	Revenue/Cost Optimization projects driving top & bottom-line	Diligent execution of > 10 Projects driving Revenues and Costs optimisation
6	Digitalisation & Innovation agenda impacting key areas	A Roadmap of >10 Initiatives to drive Topline, reduce Costs and increase Compliances
7	Factories, R&D, Regulatory Gearing Up to support Frontend	Capex of ~ INR 140 crores to modernise plants and R&D infrastructure
8	All round Performance Recognition	Multiple Awards/Recognitions – Best Patent, Best CSR, Best Brand, Best Company, Best Values-in-action; Amongst Top 500 Value creators of India
9	Happiness Initiatives driving Happy Performance driven Culture	Happiness Score 86% Ranked #2 amongst RPG group companies

ESG Progress Update FY24

Environment Goals



Carbon Emission

27% reduction in FY24



Energy Efficiency

26% reduction in FY24



Waste Management

Hazardous Waste
Reduction by 49% in FY24



Water Management

16% reduction in water
consumption FY24

Social Goals



Diversity & Inclusion

Roadmap to reach 10% -
reached ~6% (FY24)



Tree Plantation

1.5x increase over FY23



Employee Well-being

Co-morbidity
Screening/Control 100%
Factory employees

Governance Goals



Data Integrity

Digitalization across Plants



Cybersecurity

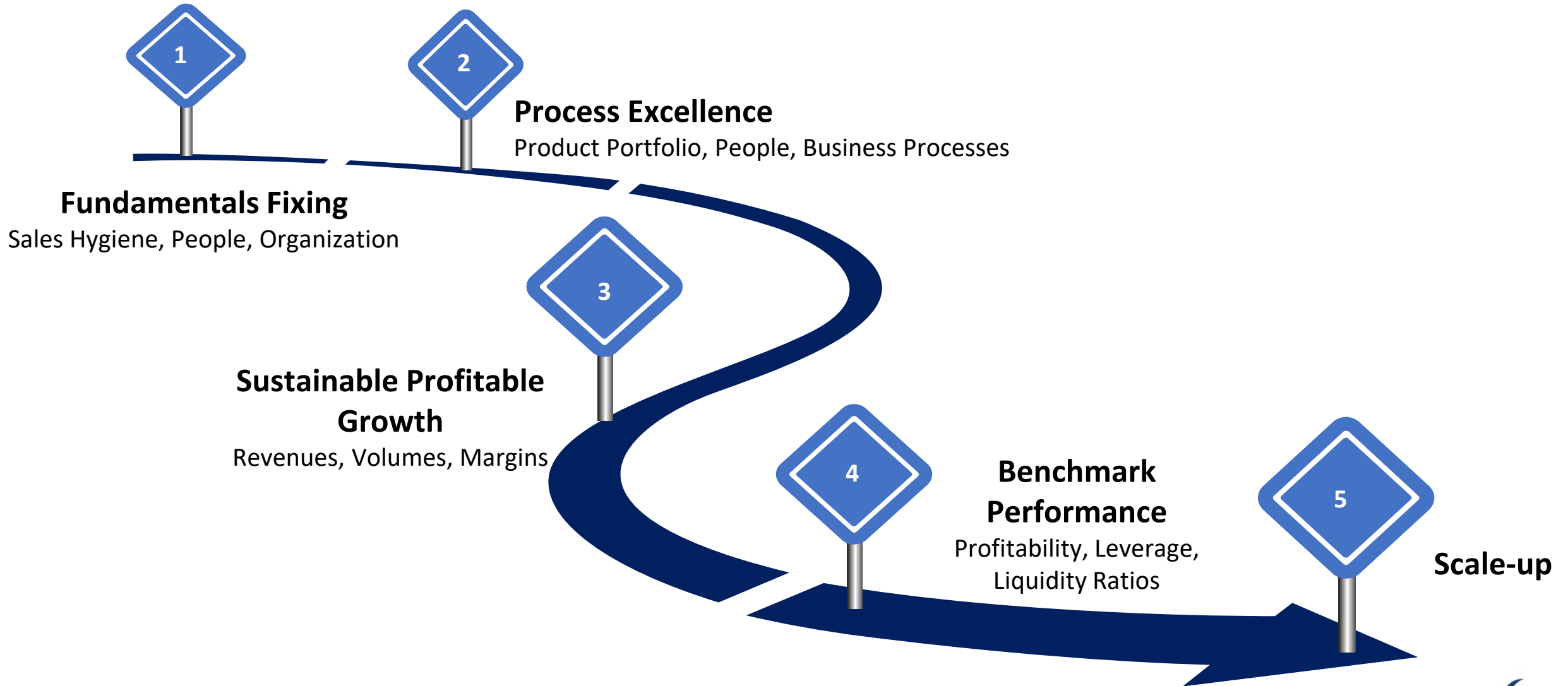
IT assets security through
EDR tool



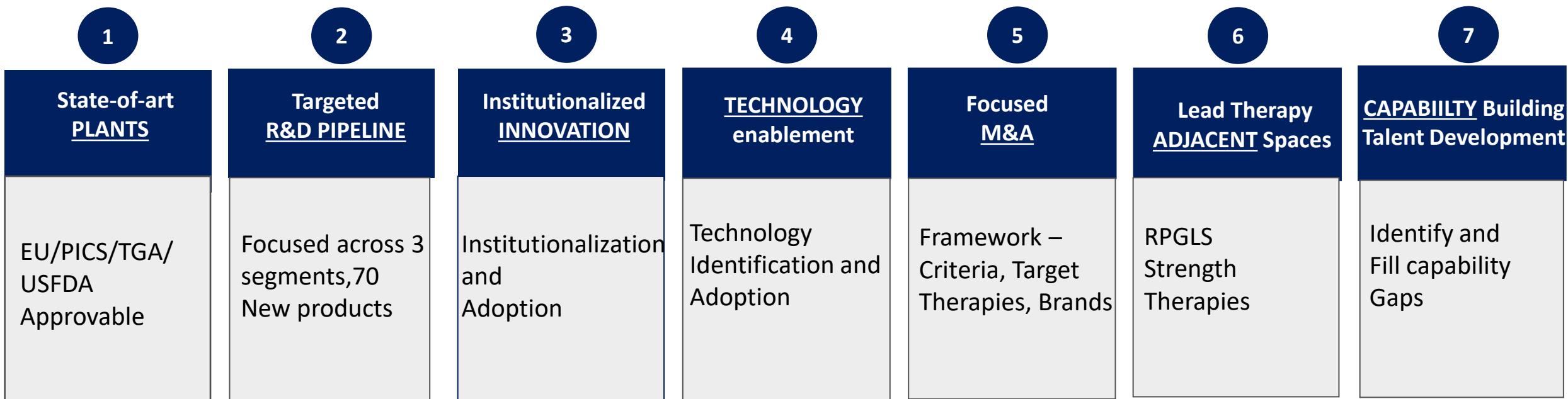
Industry Best Practices

In Marketing, Sales,
Quality, Procurement etc.

Summarizing – The Journey of RPG Life Sciences so far...



7 Strategic Pillars of Action





Investor Conference

Group Finance
June 2024



Financial Snapshot – Delivering profitable growth

KEC

CEAT

zensar

RPG LIFE SCIENCES

Revenue

YoY 15%



YoY 6%



YoY 1%



YoY 14%



PAT

YoY 97%



YoY 248%



YoY 103%



YoY 30%



ROCE (%)

10.6%

15.2%

15.7%

22.0%

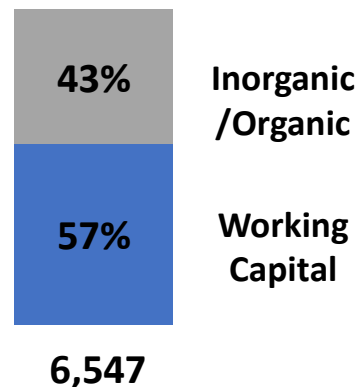
* ROCE = NOPAT/Capital Employed

Robust liquidity management

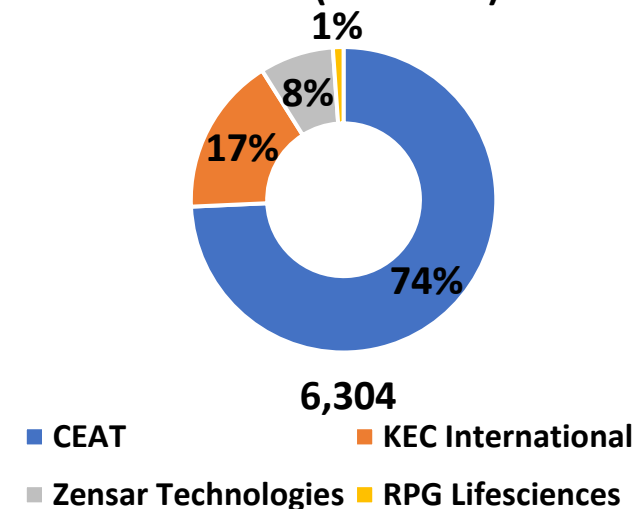
Internal accruals led investments.....



Incremental Capital Employed (FY19 - 24)



Incremental Gross Asset Creation (FY19 - 24) in Rs crore



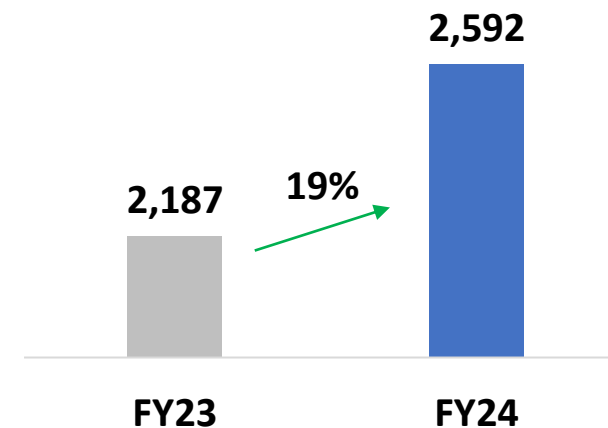
..... even while keeping net debt in control



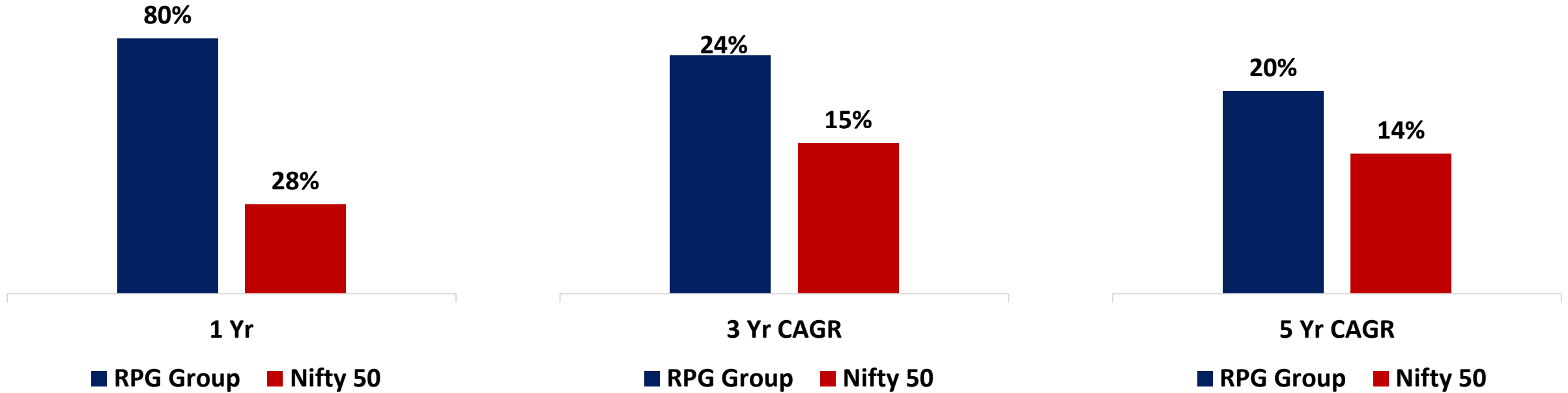
D/E (FY24)

KEC	1.2x
CEAT	0.4x
zensar	-0.6x
RPG LIFE SCIENCES	-0.3x

Cash & Cash Equivalents

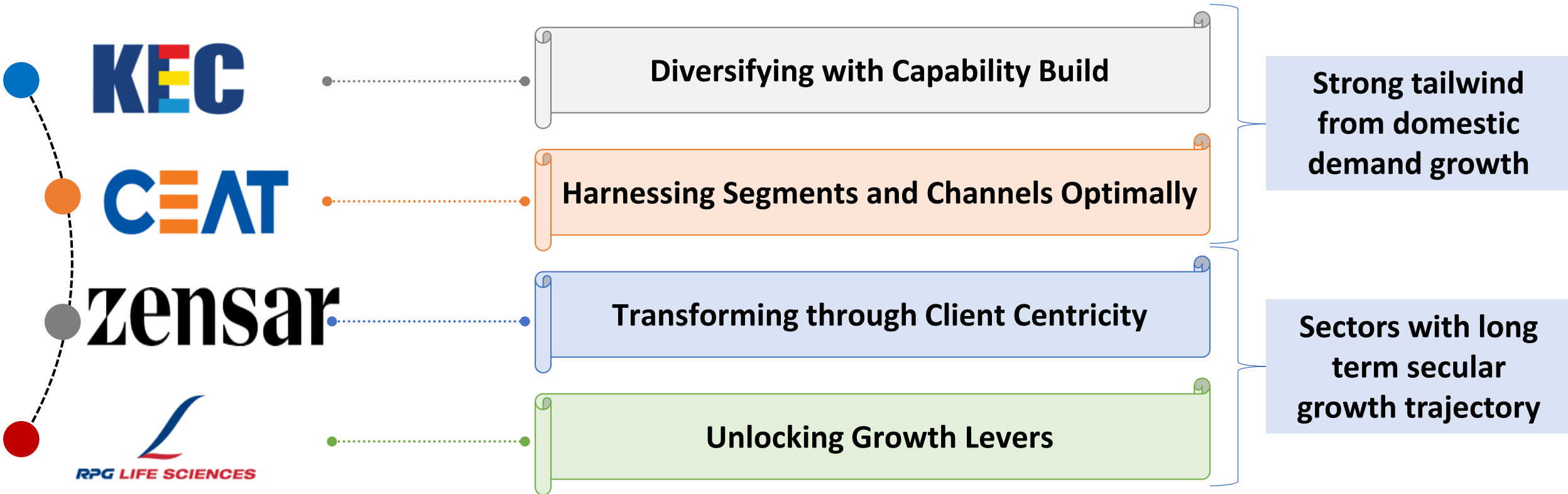


Outperforming broader index



Consistently Creating Value

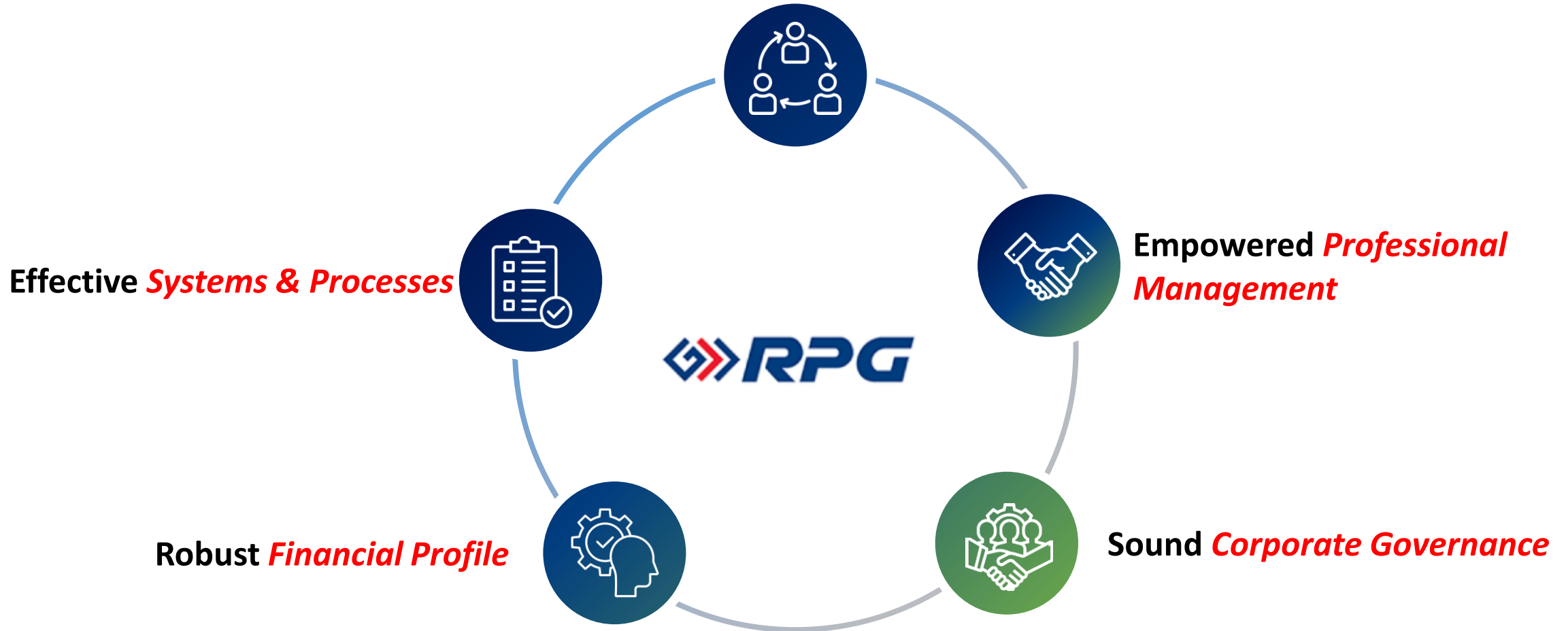
Presence across growth sectors



 **Securing trends to exploit opportunities**

Well placed to deliver through

Diversified Conglomerate across *Growth Sectors*



..... Sustainable Value Creation



hello happiness