



Raminfo Limited

Investor Update for the period ended
September 30, 2024

Who Are We?

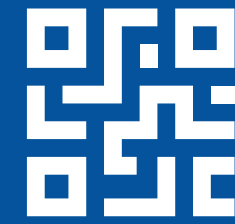


30 years

Rich experience partnering up with various State Governments for their digital transformation



Focus on eGovernance to digitally transform various processes within organizations



Keeping the pace with evolving technologies and provide New Age Services with High Growth

Raminfo is looking to successfully venture into various segments across:



E-Governance
Services



Fintech
Services



Health care



Smart Energy



Agri & logistics



Education & Skilling



Accreditations and Certifications

Highlights



9 States Presence

175+ Projects Delivered

300Mn Citizen Transactions Processed

150Mn Households Served

30 Years of Expertise

15+ Active Clients

75+ Banks Served

535Mn Tourist Transactions Processed

50,000 IoT devices Connected

1540 Project Resources



Financials Update

Standalone Financial Results

Rs. in Lakhs

| Particulars | Quarter ended (Un Audited) | | | Half year ended (Un Audited) | | Year ended (Audited) |
|--|-----------------------------|---------------|-----------------|------------------------------|-----------------|----------------------|
| | Sep 30, 2024 | Jun 30, 2024 | Sep 30, 2023 | Sept 30, 2024 | Sept 30, 2023 | Mar 31, 2024 |
| I. Income: | | | | | | |
| Revenue from operations | 400.47 | 798.43 | 1,893.24 | 1,198.90 | 3,632.75 | 8,208.51 |
| Other income | 93.37 | 99.88 | 49.83 | 193.25 | 174.76 | 286.12 |
| Total income | 493.84 | 898.31 | 1,943.06 | 1,392.15 | 3,807.51 | 8,494.64 |
| II. Expenses: | | | | | | |
| Purchases of stock-in-trade | 9.54 | 7.56 | 5.83 | 17.09 | 9.18 | 416.75 |
| Changes in inventories of stock-in-trade | - | - | - | - | - | - |
| Operating expenses | 230.64 | 544.58 | 1,224.54 | 775.22 | 2,476.96 | 5,330.19 |
| Employee benefits expense | 51.61 | 44.06 | 222.50 | 95.67 | 425.52 | 853.54 |
| Finance costs | 26.35 | 32.47 | 0.51 | 58.82 | 17.32 | 26.18 |
| Depreciation and amortisation expense | 91.17 | 88.78 | 52.75 | 179.96 | 104.32 | 236.00 |
| Other expenses | 60.70 | 77.53 | 36.09 | 138.23 | 139.01 | 599.75 |
| Total expense | 470.02 | 794.98 | 1,542.22 | 1,264.99 | 3,172.30 | 7,462.40 |
| III. Profit before tax | 23.82 | 103.34 | 400.84 | 127.16 | 635.21 | 1,032.23 |
| Profit Before Tax after adjustments | 23.82 | 103.34 | 400.84 | 127.16 | 635.21 | 1,032.23 |
| IV. Tax expenses | | | | | | |
| Current tax | 11.40 | 35.66 | 130.84 | 47.06 | 180.37 | 298.58 |
| MAT Credit (entitlement)/utilised/written off | - | | 43.23 | - | 78.92 | 78.92 |
| Deferred tax (Net) | (8.97) | (8.97) | 11.00 | (17.93) | 8.69 | 24.91 |
| Total tax expense | 2.44 | 26.69 | 185.07 | 29.13 | 267.98 | 402.41 |
| V. Net profit for the year after tax | 21.38 | 76.64 | 215.77 | 98.03 | 367.23 | 629.82 |

Standalone Balance Sheet

Rs. in Lakhs

| Particulars | As at Sep 30, 2024 (UnAudited) | As at Mar 31, 2024 (Audited) | Particulars | As at Sep 30, 2024 (UnAudited) | As at Mar 31, 2024 (Audited) |
|---|--------------------------------------|------------------------------------|---|--------------------------------------|------------------------------------|
| ASSETS | | | EQUITY AND LIABILITIES | | |
| 1. NON-CURRENT ASSETS | | | 1. EQUITY: | | |
| (a) Property, Plant and Equipment | 2,576.05 | 2,639.50 | (a) Equity Share Capital | 754.25 | 754.25 |
| (b) Other Intangible Assets | 16.99 | 20.84 | (b) Other Equity | 4,298.24 | 4,200.21 |
| (c) Financial Assets | | | (c) Warrants | 1,204.44 | 1,204.44 |
| (i) Investments | 114.08 | 114.08 | Total equity (A) | 6,256.92 | 6,158.90 |
| (ii) Others Financial Assets | 524.43 | 247.20 | 2. LIABILITIES: | | |
| (d) Deferred tax Assets (Net) | 96.41 | 78.48 | Non-Current Liabilities | | |
| (e) Other non current Assets | - | - | (a) Financial Liabilities | | |
| Total Non-Current Assets (A) | 3,327.97 | 3,100.09 | Borrowings | 1,018.46 | 1,042.33 |
| | | | (b) Provisions | 28.38 | 62.64 |
| 2. CURRENT ASSETS | | | Total non-current liabilities (B) | 1,046.84 | 1,104.97 |
| (a) Inventories | 417.60 | 417.60 | 3. CURRENT LIABILITIES | | |
| (b) Financial Assets | | | (a) Financial Liabilities | | |
| (i) Trade Receivables | 4,691.46 | 4,719.82 | (i) Borrowings | 47.41 | 44.72 |
| (ii) Cash and Cash Equivalents | 1,678.04 | 2,441.20 | (ii) Trade Payables | | |
| (iii) Bank balances other than (ii) above | 1,601.20 | 2,314.32 | - Dues to Micro and Small Enterprises | | - |
| (iv) Loans and Advances | 247.46 | 199.67 | - Dues to other than MSME | 4,171.32 | 5,220.58 |
| (v) Others Financial Assets | 124.46 | 116.05 | (iii) Others Financial Liabilities | 1,348.97 | 1,438.24 |
| (c) Current Tax Assets (Net) | 495.50 | 502.40 | (b) Other Current Liabilities | 11.43 | 53.83 |
| (d) Other Current Assets | 301.04 | 213.84 | (c) Provisions | 1.82 | 3.74 |
| Total Current Assets (B) | 9,556.74 | 10,924.90 | Total current liabilities (C) | 5,580.94 | 6,761.13 |
| | | | Total liabilities (D=B+C) | 6,627.79 | 7,866.09 |
| Total Assets (A+B) | 12,884.71 | 14,024.99 | Total Equity and Liabilities (A+D) | 12,884.71 | 14,024.99 |

Consolidated Financial Results

Rs. in Lakhs

| Particulars | Quarter ended (Un Audited) | | | Half year ended (Un Audited) | | Year ended (Audited) |
|---|-----------------------------|---------------|-----------------|------------------------------|-----------------|----------------------|
| | Sep 30, 2024 | Jun 30, 2024 | Sep 30, 2023 | Sept 30, 2024 | Sept 30, 2023 | Mar 31, 2024 |
| I. Income: | | | | | | |
| Revenue from operations | 400.47 | 798.43 | 1,893.24 | 1,198.90 | 3,632.75 | 8,208.51 |
| Other income | 93.37 | 99.88 | 51.77 | 193.25 | 176.71 | 288.07 |
| Total income | 493.84 | 898.31 | 1,945.01 | 1,392.15 | 3,809.46 | 8,496.58 |
| II. Expenses: | | | | | | |
| Purchases of stock-in-trade | 9.54 | 7.56 | 5.83 | 17.09 | 9.18 | 466.64 |
| Operating expenses | 208.96 | 521.70 | 1,224.54 | 730.66 | 2,476.96 | 5,265.62 |
| Employee benefits expense | 58.55 | 61.04 | 225.55 | 119.59 | 431.59 | 895.52 |
| Finance costs | 26.36 | 32.50 | 0.52 | 58.86 | 5.89 | 26.20 |
| Depreciation and amortisation expense | 92.33 | 90.98 | 57.03 | 183.31 | 112.88 | 246.89 |
| Other expenses | 74.72 | 78.66 | 41.50 | 153.38 | 156.17 | 553.58 |
| Total expense | 470.45 | 792.44 | 1,554.96 | 1,262.90 | 3,192.67 | 7,454.45 |
| III. Profit before tax | 23.39 | 105.87 | 390.05 | 129.26 | 616.79 | 1,042.14 |
| Add: Share of AOP Profit / (Loss) | (0.03) | (0.03) | (0.08) | (0.05) | (0.16) | (0.03) |
| Add: Share of MODREN MVUS Profit / (Loss) | (0.04) | (0.04) | - | (0.09) | - | (0.04) |
| Add: Prior period adjustments net | | | | | | |
| Profit before tax after adjustments | 23.32 | 105.80 | 389.97 | 129.12 | 616.63 | 1,042.07 |
| IV. Tax expenses | | | | | | |
| Current tax | 10.19 | 36.87 | 130.84 | 47.06 | 180.37 | 300.43 |
| MAT credit (entitlement)/utilised/Written off | - | - | 43.23 | - | 78.92 | 78.92 |
| Deferred tax (Net) | (0.98) | (16.95) | 11.00 | (17.93) | 8.69 | 24.91 |
| Total tax expense | 9.21 | 19.92 | 185.07 | 29.13 | 267.98 | 404.26 |
| V. Net profit for the year after tax | 14.10 | 85.88 | 204.90 | 99.99 | 348.65 | 637.80 |

Consolidated Balance Sheet

Rs. in Lakhs

| Particulars | As at Sep 30, 2024 (UnAudited) | As at Mar 31, 2024 (Audited) | Particulars | As at Sep 30, 2024 (UnAudited) | As at Mar 31, 2024 (Audited) |
|---|--------------------------------------|------------------------------------|---|--------------------------------------|------------------------------------|
| ASSETS | | | EQUITY AND LIABILITIES | | |
| 1. Non-Current Assets | | | 1. EQUITY: | | |
| (a) Property, Plant and Equipment | 2,582.43 | 2,649.23 | (a) Equity Share Capital | 754.25 | 754.25 |
| (b) Other Intangible assets | 16.99 | 20.84 | (b) Other Equity | 4,260.65 | 4,160.67 |
| (c) Financial Assets | | | (c) Warrants | 1,204.44 | 1,204.44 |
| (i) Investments | 112.99 | 113.04 | Total equity (A) | 6,219.34 | 6,119.36 |
| (ii) Others Financial Assets | 524.43 | 247.20 | 2. LIABILITIES: | | |
| (d) Deferred tax assets (Net) | 96.41 | 78.48 | Non-Current Liabilities | | |
| (e) Other non current Assets | - | - | (a) Financial Liabilities | | |
| Total Non-Current Assets (A) | 3,333.26 | 3,108.78 | Borrowings | 1,018.46 | 1,042.33 |
| | | | (b) Provisions | 28.38 | 62.64 |
| 2. Current Assets | | | Total non-current liabilities (B) | 1,046.84 | 1,104.97 |
| (a) Inventories | 417.60 | 417.60 | 3. CURRENT LIABILITIES | | |
| (b) Financial Assets | | | (a) Financial Liabilities | | |
| (i) Trade receivables | 4,700.36 | 4,706.99 | (i) Borrowings | 47.41 | 44.72 |
| (ii) Cash and Cash Equivalents | 1,695.36 | 2,455.83 | (ii) Trade Payables | | |
| (iii) Bank balances other than (ii) above | 1,601.20 | 2,314.32 | - Dues to Micro and Small Enterprises | - | - |
| (iv) Loans | 227.37 | 199.67 | - Dues to other than MSME | 4,171.97 | 5,208.91 |
| (v) Others Financial assets | 124.46 | 116.05 | (iii) Others Financial Liabilities | 1,388.35 | 1,493.30 |
| (c) Current Tax Assets (Net) | 500.10 | 503.71 | (b) Other Current Liabilities | 25.01 | 61.78 |
| (d) Other Current Assets | 301.04 | 213.84 | (c) Provisions | 1.82 | 3.74 |
| Total Current Assets (B) | 9,567.48 | 10,928.01 | Total current liabilities (C) | 5,634.56 | 6,812.47 |
| | | | Total liabilities (D=B+C) | 6,681.40 | 7,917.43 |
| Total Assets (A+B) | 12,900.74 | 14,036.79 | Total Equity and Liabilities (A+D) | 12,900.74 | 14,036.79 |

Financial Highlights –September 30, 2024

- **Sales Stabilization:** Degrowth % arrested during the quarter.
- **Gross Margin:** Improved to **40%**, the highest in the last 5 quarters, driven by focus on high-margin business.
- **Cash Margin:** Achieved **22.8%**, also the highest in the last 5 quarters

Key Factors Influencing Performance

- **Project Completion Impact:** During the reporting period we witnessed the successful completion of several key projects. However, the pipeline for new projects remained constrained due to limited inquiries and tenders from government agencies, attributed to the General Elections in Q1.

With the elections now concluded, fresh inquiries and tenders have resumed, and we anticipate these opportunities to fructify in the coming quarters, strengthening our project pipeline.

- **Election-Related Delays:** Recent state and central elections caused documentation and certification disruptions, delaying revenue recognition for certain projects during the reporting period.
- **Strategic Shift -Raminfo 2.0 :** Focus on high-value projects to enhance cash flow and strengthen collection efficiency, ensuring financial sustainability.

Aspirations

Raminfo 1.0

30+ years experience of providing eGovernance solutions majorly for the Government and more than 175+ Projects delivered

Capability Maturity Model Integration (CMMi) Level 3 certified and ISO 2000-1:2018, ISO 9001:2015 and ISO27001: 2013 certified company

Diversified and with expertise team in dedicated verticals.

Current presence in 9 states across the country



Deep
Multisectoral
Expertise



Technology



Human Capital



Geographical
Expansion

Raminfo 2.0

Leverage the relationship and trust built with the government to procure new contracts in sectors like Energy, Healthcare, Agri-Logistics, education & skill development and IT-ITES

Diversifying into cutting edge technologies like GenAI, ML, Cyber Security and Cloud Services

Continued initiative in upskilling and reskilling, lean team structure and agile and performance driven culture

Geographical expansion from current 9 states to 15 states in next 2 years and be present in 5 international countries



Certain statements in this release regarding Raminfo Limited's future prospects are forward-looking and reflect assumptions about strategies, objectives, and anticipated outcomes. These involve risks and uncertainties, including economic, political, regulatory, and market conditions, which could cause actual results to differ materially. Forward-looking statements speak as of the release date, and the company is under no obligation to update them based on new developments. No warranty is provided regarding the accuracy or completeness of the information for future events or decisions.



Thank
you !



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