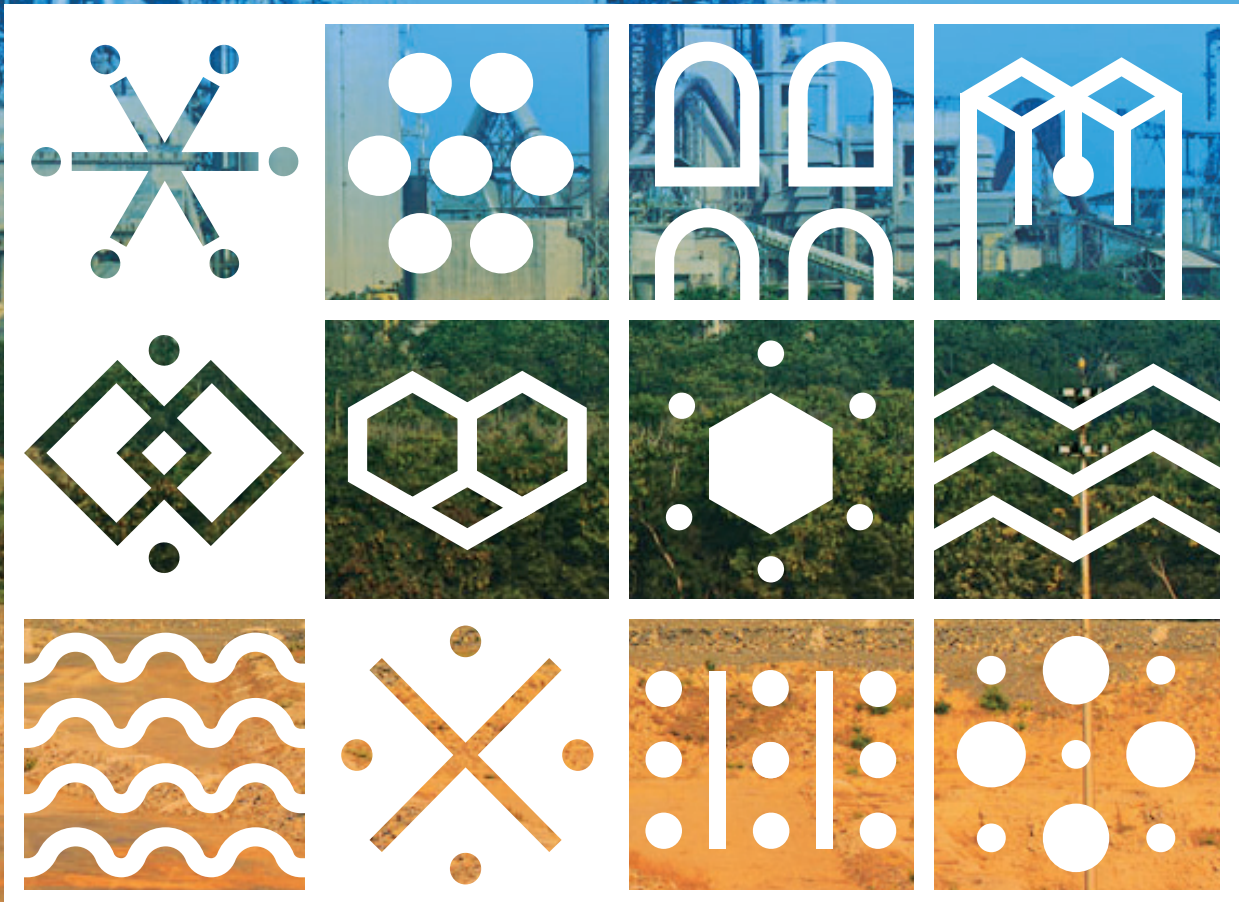


ACTING RESPONSIBLY.
ADVANCING SUSTAINABLY.





COVER EXPLANATION

Since our journey began at RAIN Industries Limited (RAIN), we have been steadily expanding the scale and scope of our business worldwide. We have constantly innovated and expanded capacities to build a better future for all our stakeholders – employees, customers, investors, vendors, communities and the environment. We are making materials for today and tomorrow, and the cover's iconography reflects our contributions for a sustainable world.



CARBON

Calcined Petroleum Coke (CPC)

Coal Tar Pitch (CTP)

Other Carbon Products (OCP)

Energy



ADVANCED MATERIALS

Naphthalene Derivates

Petrochemical Intermediates

Engineered Products

Resins



CEMENT

Ordinary Portland Cement (OPC)

Portland Pozzolana Cement (PPC)

FINANCIAL PERFORMANCE IN 2019

₹ 122,873 million

Revenue

₹ 17,427 million

Operating Profit*

₹ 5,211 million

Profit After Tax*

₹ 15.49

Earnings Per Share*

*Adjusted with exceptional items

SUSTAINABILITY AND SAFETY PERFORMANCE IN 2019

513 kilo tonnes

Saved CO₂ Emissions (Management estimate)

0.29*/0.26*

Total Recordable Incident Rate (TRIR)/
Total Lost-Time Incident Rate (TLIR)

₹ 197 million

CSR and related expenditure

* For the Carbon and Advanced Materials business segments

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BOARD OF DIRECTORS

MR HL ZUTSHI

Chairman (Independent Director)

MR N RADHAKRISHNA REDDY

Managing Director

MR JAGAN MOHAN REDDY NELLORE

Vice Chairman

MR N SUJITH KUMAR REDDY

Director

MR VARUN BATRA

Independent Director

MR BRIAN JUDE MCNAMARA

Independent Director

MS NIRMALA REDDY

Independent Director

MS RADHIKA VIJAY HARIBHAKTI

Independent Director

CHIEF FINANCIAL OFFICER

MR T SRINIVASA RAO

COMPANY SECRETARY

MR S VENKAT RAMANA REDDY

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Website: www.rain-industries.com
CIN: L26942TG1974PLC001693

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IDBI Bank Limited
ICICI Bank Limited
Citibank, NA

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Fax: +91 40 23420814;
Phone: +91 40 67161566
Email: inward.ris@kfintech.com /
murthy.psrch@kfintech.com

ACTING RESPONSIBLY. ADVANCING SUSTAINABLY.

At RAIN Industries Limited (RAIN), safety, responsibility and sustainability are deeply embedded in everything we do. Our products, processes and the entire canvas of global operations are designed to create value for stakeholders with a long-term perspective.

We are continuously embedding occupational health and safety, process safety, environmental stewardship, and social and governance parameters in every aspect of our business.

Carbon Distillation and Advanced Materials Plant in Castrop-Rauxel, Germany



Our focus is to constantly improve business performance every year through a prudent decision-making process, which is guided by years of research and specialised competencies in the markets where we operate. Despite business uncertainties and challenges, we are continuously growing our market share and remain an industry leader.

WE EXTRACT VALUE FROM INDUSTRIAL BY-PRODUCTS

We transform by-products from other industries into value-added materials, which contributes to resource efficiency and carbon productivity. By extracting more value from these industrial by-products, we are upcycling.

WE CARE FOR OUR PEOPLE, COMMUNITIES AND ASSETS

The safety and welfare of our employees and the communities where we operate is of crucial importance to us. We have two CSR arms—the RÜTGERS Foundation and the Pragnya Priya Foundation—to bring a positive change in the society. Through the RÜTGERS Foundation in Europe, we support scientific endeavours such as research, working groups and project days for students of all age groups. The Pragnya Priya Foundation in India focuses its efforts on improving the lives of people living in underprivileged and rural communities by providing them with health and education facilities, undertaking rural development and protecting the environment. We continue to pursue excellence in safety to better protect our employees and promote an environment where safe behaviour is supported and valued.

WE ACT RESPONSIBLY FOR THE PLANET

Our state-of-the-art waste-heat recovery (WHR) power plants supply the surrounding communities with electricity, indirectly reducing some of the greenhouse gas emissions from the generation of electricity by thermal power plants (coal and natural gas). Our flue-gas desulphurisation (FGD) plants reduce sulphur dioxide (SO₂) emissions by up to 98%. We will continue to craft innovative, cost-effective solutions to reduce our environmental impact, helping us fulfil our responsibility towards the planet and society.

As a company committed to value creation, we will continue to work hard to live up to the expectations of our stakeholders. It is our endeavour to act responsibly for their wellbeing and advance sustainably while balancing profitability with environmental and societal commitments.

Our expanding universe

RAIN is a worldwide producer of a diversified portfolio of products that are critical raw materials for staples of everyday life. We are vertically integrated and operate in three business segments: Carbon, Advanced Materials and Cement.

Headquartered in Hyderabad, India, we have 18 strategically positioned manufacturing facilities in eight countries across Asia, North America and Europe. Our 2,700-plus employees are go-getters helping to drive growth and sustainability.

We have long-standing relationships with most of our major customers, including several bellwethers in the global aluminium, graphite and specialty chemicals industries, as well as with most of our major raw material suppliers, including several of the world's largest oil refiners and steel producers.

Our scale and process sophistication provide us the flexibility to capitalise on market opportunities by selecting from a wide range of raw materials, adjusting the composition of our product mix and manufacturing products that meet customers' stringent specifications.

Our production facility locations and integrated global logistics network also strategically position us to capitalise on market opportunities by addressing raw material supply and product demand across developed and emerging markets.

Materials for today and tomorrow



CARBON

Our Carbon business segment converts the by-products of oil refining and a liquid by-product derived from the conversion of coal into metallurgical coke used for pig iron and steel production into high-value carbon-based products that are critical raw materials for the aluminium, graphite, carbon black, wood preservation, titanium dioxide, refractory and other global industries. We are the world's largest producer of coal tar pitch (CTP) and second-largest producer of calcined petroleum coke (CPC).

ADVANCED MATERIALS

Our Advanced Materials business segment extends the value chain of our carbon processing through downstream refining of a portion of this output into high-value advanced material products that are critical raw materials for the specialty chemicals, coatings, construction, petroleum and other global industries.

CEMENT

Our Cement segment consists of two integrated cement plants that operate in the South Indian market and is self-sufficient in limestone, the critical raw material required for cement production.

Building scale

2.1 MTPA

CALCINATION

1.3 MTPA

COAL TAR DISTILLATION

0.7 MTPA

ADVANCED MATERIALS

4.0 MTPA

CEMENT

Nurturing excellence

10

CARBON PLANTS

2

CARBON & ADVANCED
MATERIALS PLANTS

3

ADVANCED MATERIALS
PLANTS

3

CEMENT PLANTS

Growing sustainably

5

WHR POWER
PLANTS

~116 MW 4

WHR POWER
GENERATION CAPACITY

WHR STEAM
PLANTS

~59 MW 4

WHR STEAM
GENERATION CAPACITY

FLUE-GAS
DESULPHURISATION
PLANTS

KEY PRODUCTS

CALCINED PETROLEUM COKE (CPC)
COAL TAR PITCH (CTP)
OTHER CARBON PRODUCTS (OCP)
ENERGY

Refer
Page 32
for additional
information

KEY PRODUCTS

RESINS
NAPHTHALENE DERIVATES
PETROCHEMICAL INTERMEDIATES
ENGINEERED PRODUCTS

Refer
Page 35
for additional
information

KEY PRODUCTS

ORDINARY PORTLAND CEMENT (OPC)
PORTLAND POZZOLANA CEMENT (PPC)

Refer
Page 38
for additional
information

Looking back with pride

Our remarkable journey, since our evolution from a regional cement producer into one of the world's largest suppliers of carbon-based materials, began at a very modest scale in 1998 in Visakhapatnam, India. Today, we operate across three continents, supported by our industry-leading production capacities and integrated teams.



RAIN Calcining Limited begins operations in Visakhapatnam, India, with a production capacity of 0.3 million tonnes per annum (MTPA) of CPC

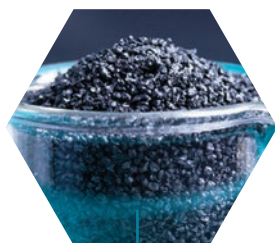


RAIN Calcining Limited merges with RAIN Commodities Limited

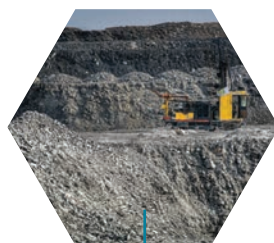
RAIN Calcining Limited acquires CII Carbon LLC, the world's second-largest CPC producer, giving rise to RAIN CII Carbon LLC



RAIN CII Carbon LLC installs fifth energy-producing WHR facility in the USA and adds FGD system



RAIN Calcining Limited doubles its production capacity to become the fifth-largest global CPC producer



RAIN Cements Limited executes a brownfield expansion to produce 1.5 MTPA of cement at its plant in Kurnool, India



RAIN acquires RÜTGERS, the world's second-largest coal tar distiller at that time

1998

2005

2007

2008

2012

2013



RAIN completes brownfield expansion of its phthalic anhydride project in Zelzate, Belgium



RAIN completes greenfield coal tar distillation facility with a 0.3 MTPA capacity in Cherepovets, Russia, through a joint venture with PAO Severstal



RAIN breaks ground on a vertical-shaft calciner in Andhra Pradesh Special Economic Zone in India and on a hydrogenated hydrocarbon resins (HHCR) production facility at its Castrop-Rauxel site in Germany

RAIN sets up a CPC blending facility with a capacity to blend up to 1 MTPA of CPC in Visakhapatnam, India

RAIN installs a 6.4 MW WHR plant at cement plant in Kurnool, India

RAIN commissions a third CARBORES® reactor with 17,000 TPA capacity in Castrop-Rauxel, Germany



RAIN commissions FGD system in Chalmette, Louisiana, USA



RAIN completes de-bottlenecking of distillation plant in Hamilton, Canada, increasing production capacity from 240,000 TPA to 263,000 TPA

RAIN refinances debt, resulting in reduction of interest cost, optimised mix of floating versus fixed-debt and currency mix between US Dollar and Euro



RAIN commissions 4.1 MW WHR plant at the cement plant in Suryapet, India

RAIN launches anhydrous carbon pellets (ACP), a new proprietary material that will address the shortage of anode-grade green petroleum coke

RAIN Empress, a new double-hulled vessel in Europe, completes its first commercial delivery of NOVARES® hydrocarbon resins

2014

2015

2016

2017

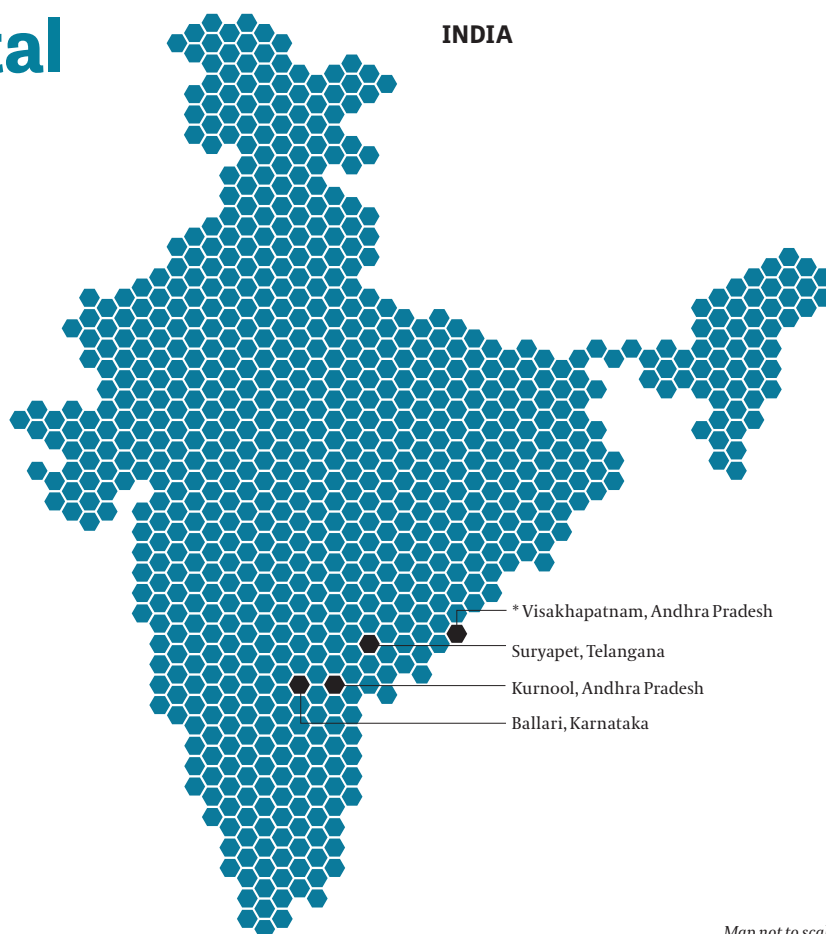
2018

2019

OUR PRESENCE

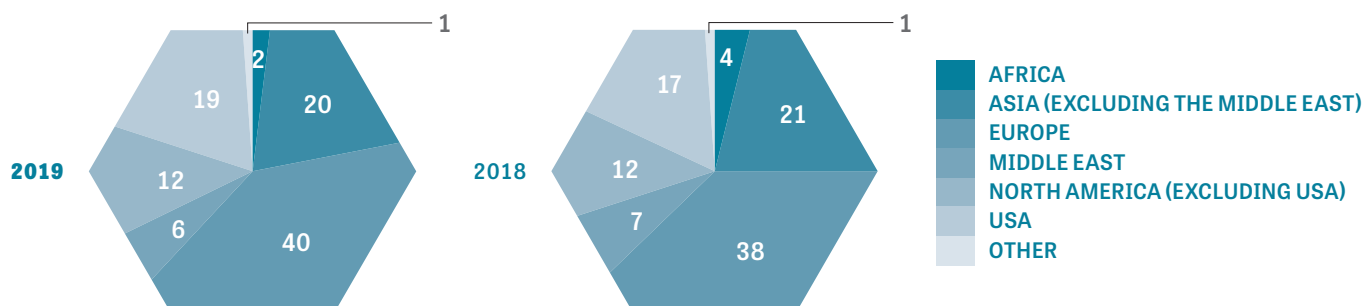
Transcontinental spectrum of operations

Our extensive network of 18 production facilities is the foundation of our global operations. They are strategically located close to raw material supplies and close to markets to meet the on-time demands of customers and to capitalise on emerging opportunities across the globe.



Map not to scale

REVENUE BY GEOGRAPHY (%) *



* By location of customers