GPT Infraprojects Limited

Regd. Office : GPT Centre, JC - 25, Sector-III, Salt Lake, Kolkata-700 098, India CIN : L20103WB1980PLC032872
Tel : +91-33-4050-7000 Fax : +91-33-4050-7999 E-mail : info@gptgroup.co.in Visit us : www.gptgroup.co.in

GPTINFRA/CS/SE/2016-17/2005

February 09, 2017

The Department of Corporate Services,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street
Mumbai - 400 001

Scrip Code: 53371

National Stock Exchange (NSE) of India Limited
Exchange Plaza
Plot No. C/1, G Block
Bandra Kurla Complex
Bandra (E)
Mumbai - 400 051

Symbol: GPTINRA

Dear Sir,

Sub: Q3 and 9M FY17 earnings press release and presentation

We are forwarding you the earnings release for third quarter and nine months ended December 31, 2016 with the business update presentation.

This is for your information and record.

Thanking you,
Yours sincerely,

For **GPT Infraprojects Limited**

Indranil Mitra
Company Secretary
Membership No.: A20387

Encl. as above

For immediate release

GPT INFRAPROJECTS LIMITED

CIN: L20103WB1980PLC032872
Regd. Office: GPT Centre, JC-25, Sector III, Salt Lake
Kolkata - 700 098, West Bengal, India
Phone: +91 33 4050 7000, Email: info@gptgroup.co.in

GPT INFRA Reports Third Quarter and Nine Months FY17 Results

Revenue for 9M FY17 increases 11.9%
PAT after Minority rises 24.3%

Kolkata, February 09, 2017: GPT Infraprojects Limited (GPT) (BSE: 533761; NSE: GPTINFRA) reported consolidated revenue from operations of ₹3,641.1 million for nine months ended December 31, 2016. Operating profit or EBITDA for the period came in at ₹524.6 million.

Financial Highlights for the nine month period ended December 31, 2016:

- Consolidated Revenue from operations increased 11.9% to ₹3,641.1 million
- Consolidated EBITDA of ₹524.6 million with margin at 14.4%
- Net profit improved 24.3% to ₹111.3 million
- Bagged ₹6,394 million in orders for infrastructure and concrete sleeper so far in the fiscal

The rise in revenue and income for the quarter ended December 31, 2016, is on account of better business volumes in the infrastructure segment, relative drop in finance cost and other cost optimisation measures.

GPT has bagged new orders worth ₹6,394 million so far in the fiscal. This includes a contract worth ₹2,173 million from Rail Vikas Nigam Ltd for construction of major steel girder bridges in Mathura-Jhansi third line. GPT also won a ₹840 million from P.W (Roads) Directorate, Government of West Bengal for rehabilitation of landslide location in Darjeeling. Current consolidated order book stands at ₹18.6 billion.

Segment performance

Infrastructure:
Infrastructure segment reported revenue of ₹3,097.7 million for the nine month ended December 31, 2016, an year-on-year increase of 22.0%. The segment accounted for 85.4% of the net revenue from operations. Profit before interest and tax (PBIT) for the segment stood at ₹386.5 million.

The unexecuted order book currently stands at ₹14.7 billion (79% of the order book). The segment has received orders worth ₹5,992 million so far in FY17.

Sleeper:
Sleeper segment generated revenue of ₹530.2 million for the nine month period ended December 31, 2016, down 25.3% from last year third quarter. The segment contributed for 14.6% of the net revenue from operations. The segment's PBIT for the period came in at ₹93.4 million.

The segment reported new order intake of ₹402 million so far in the fiscal year and total unexecuted order stands at ₹3,883 million (21% of the order book).

GPT Chairman, Mr. Dwarika Prasad Tantia, said, "We are witnessing growth in the infrastructure segment, which is reflected in the revenue and profit figures. The sleeper segment should see notable surge in revenue in the fourth quarter with commencement of commercial production in the newly set up factories in Uttar Pradesh. Our underlying strengths in execution capabilities for both infrastructure and sleeper remain solid."

"As we stand in the finishing quarter, we remain focused on improving our working capital and cash flow to boost operational performance and finish the year on a satisfactory note. We are also encouraged by the 2017-18 Capex allocation of ₹1.31 trillion for Railways at the budget, which reiterates the government's push for railway development. This is an encouraging sign, particularly after the government's demonetization initiative, the near term impact of which on the business environment remains unascertained."

(₹ in million, except per share data)

Financial summary	Nine Months		*% Change*
	2017	2016	
Revenue from operations	3,641.1	3,253.0	*11.9%*
EBITDA	524.6	534.8	*-1.9%*
EBITDA Margin	14.4%	16.4%	
PAT after Minority	111.3	89.6	*24.3%*
PAT Margin	3.1%	2.8%	
Earnings per share (not annualised)	7.71	6.25	*23.4%*

About GPT Infraprojects Limited: GPT Infraprojects Limited, the flagship company of GPT Group, is a premier infrastructure company based out of Kolkata. GPT, incorporated in 1980, operates through two segments – Infrastructure and Sleepers. The company made inroads into the infrastructure segment in 2004 and is now an established Railway focused player. The company is engaged in the execution of civil and infrastructure projects, especially large bridges and ROBs for Railways. In Sleepers, the company manufactures and supplies concrete sleeper for Railways in India and Africa. GPT is the only Indian company which has presence in several countries for its concrete sleeper business viz. South Africa, Namibia, Bangladesh and Sri Lanka.

GPT has strong project execution capabilities, healthy financial base, and enviable growth prospects across all areas of operation. The company's sleeper manufacturing units are located at Panagarh (West Bengal, India), Ikari and Pahara (Uttar Pradesh, India), Ladysmith (KZN, South Africa), and Tsumeb (Namibia).

GPT Infraprojects Limited is listed on National Stock Exchange of India Limited and BSE Limited under Symbol: GPTINFRA, and Scrip Code: 533761, respectively. For more information about the company, please visit www.gptinfra.in

For further information, contact:
Neha Marwah
GPT Infraprojects Limited
Phone: +91 33 4050 7000
Email: nmarwah@gptgroup.co.in

GPT Infraprojects Limited

Corporate Presentation
February 2017

Safe Harbor

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Q3/9M FY17 Highlights

Snapshot of 9M FY17

12% ↑

Revenue
Rs 3,641 million

2% ↓

EBITDA
Rs 525 million

24% ↑

Profit After Tax
Rs 111 million

30bps ↑

PAT Margin
3.1%

1.26x ↓

Debt/Equity
From 1.43x in March '16

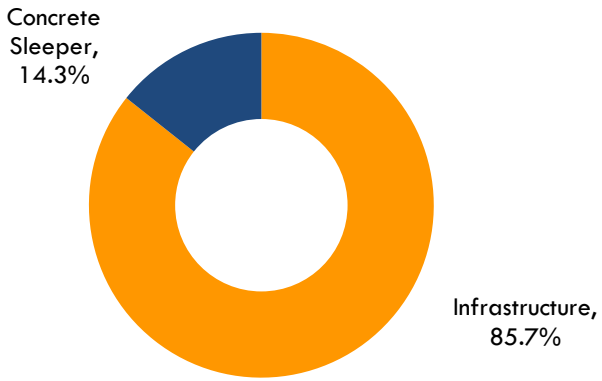
121 days ↓

Working Capital
From 152 days in March '16

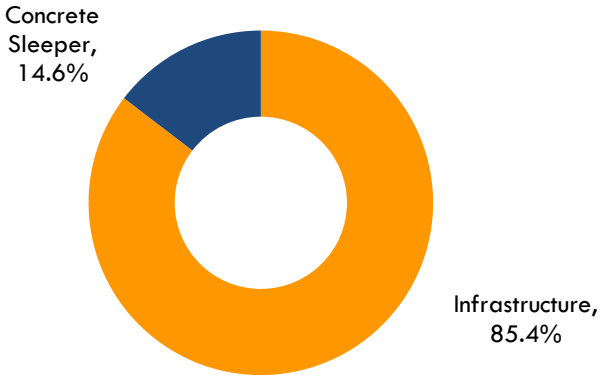
Consolidated financial highlights – Q3/9M FY17

Rs Million	Q3 '17	Q3 '16	YoY%	9M '17	9M '16	YoY%
Revenue	1,061.5	1,231.6	-13.8%	3,627.9	3,248.5	11.7%
Other Operating Income	9.0	1.3	583.1%	13.2	4.5	193.5%
Net Sales	**1,070.5**	**1,232.9**	**-13.2%**	**3,641.1**	**3,253.0**	**11.9%**
Operating expenses	917.2	1,024.5	-10.5%	3,116.5	2,718.2	14.7%
EBITDA	**153.3**	**208.5**	**-26.5%**	**524.6**	**534.8**	**-1.9%**
EBITDA margin	***14.3%***	***16.9%***		***14.4%***	***16.4%***	
Depreciation	44.6	56.5	-21.0%	140.1	162.2	-13.6%
Other Income	23.3	8.3	179.5%	42.4	41.8	1.4%
Interest	93.8	110.3	-15.0%	276.5	293.9	-5.9%
PBT	**38.1**	**50.0**	**-23.7%**	**150.5**	**120.5**	**24.8%**
Tax Expenses (Credits)	8.0	15.5	-48.6%	35.7	25.6	39.6%
PAT	**30.2**	**34.5**	**-12.5%**	**114.7**	**94.9**	**20.8%**
Minorities	0.0	-0.8		3.4	5.4	-36.4%
PAT after Minorities	**30.2**	**35.3**	**-14.5%**	**111.3**	**89.6**	**24.3%**
PAT Margin	***2.8%***	***2.9%***		***3.1%***	***2.8%***	

Segmental revenue break-up: Q3FY17

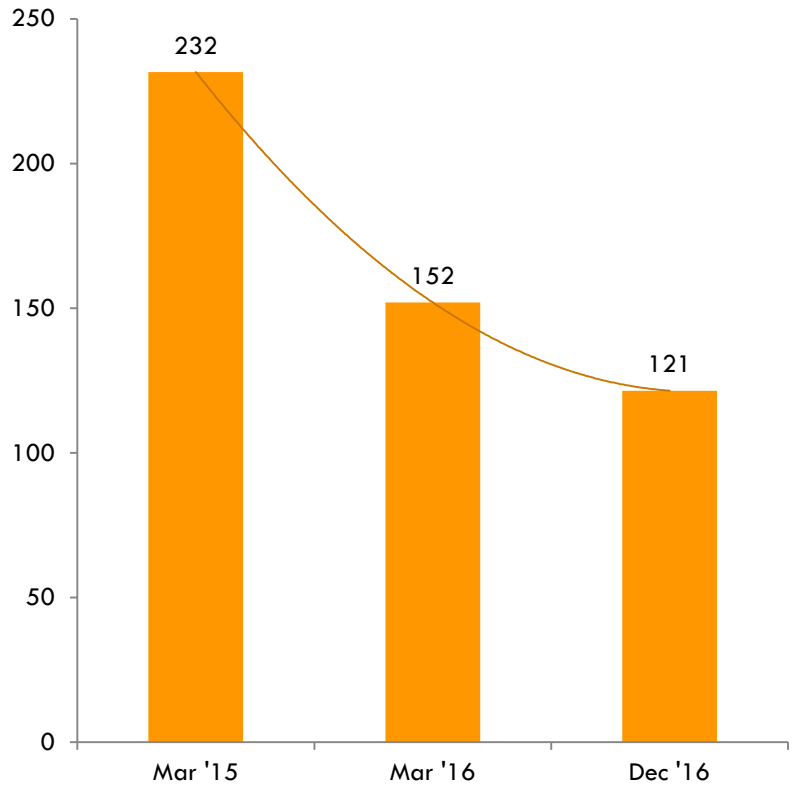


Segmental revenue break-up: 9MFY17



Reduction of 111 days in working capital over last 18 months

Improvement in Working Capital Days



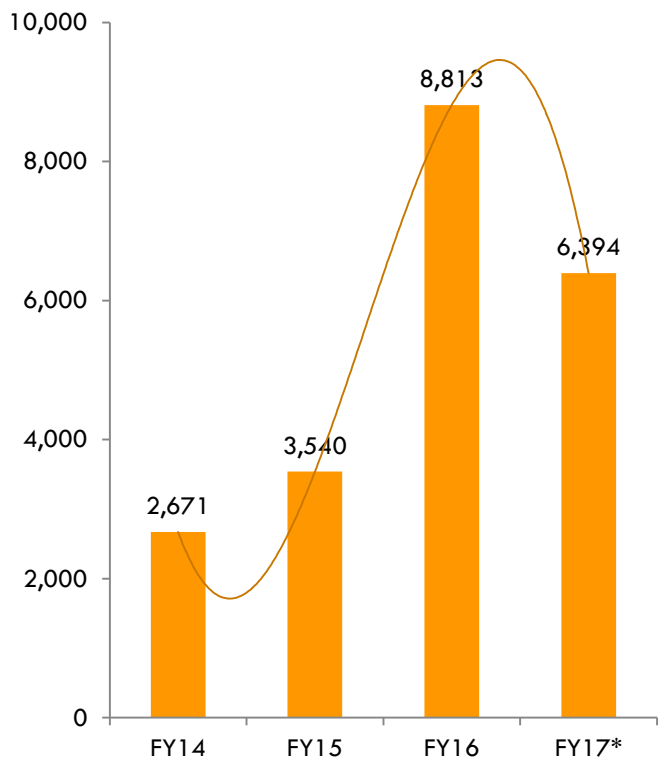
Working Capital	Mar '15	Mar '16	Dec'16
Debtor Days	81	60	51
Other Current Assets	192	151	122
Inventory	81	53	50
Creditors	115	94	81
Interest Free Mob Advance	7	17	20
Net Working Capital Days	**232**	**152**	**121**

- ☑ Better and faster payments from clients
- ☑ Consistent follow-up to reduce certification time for the project
- ☑ Higher order execution

~Rs 6,394 million of orders received in FY17 till date…

Segment	Project	Client	Value (Rs Mn)
Infrastructure – Steel Bridge	Construction of steel girder bridges in Mathura-Jhansi third line	Rail Vikas Nigam Ltd	2,173
Infrastructure – Steel Bridge	Residual work for earthwork and construction major bridge	Eastern Railway	325.3
Infrastructure – Road Bridges	Sambalpur-Bamur execution of major bridge	East Coast Railway	333.8
Infrastructure – Steel Bridge	Construction of New Yamuna bridge, including RUB	Northern Railway	993.7
Concrete Sleeper	Manufacture and supply of PSC sleeper	Indian Railways	305.3
Infrastructure – Road Bridges	Rehabilitation of landside location at Tindharia, Darjeeling	P.W (Roads) Directorate	839.9
Infrastructure – Steel Bridge	Construction of major bridges over Subarnarekha and Kharkai rivers	Rail Vikas Nigam Ltd	733.6
Infrastructure	Misc. orders in infrastructure		592.2
Concrete Sleeper	Misc. orders in concrete sleeper		96.9
Total			**6,393.8**

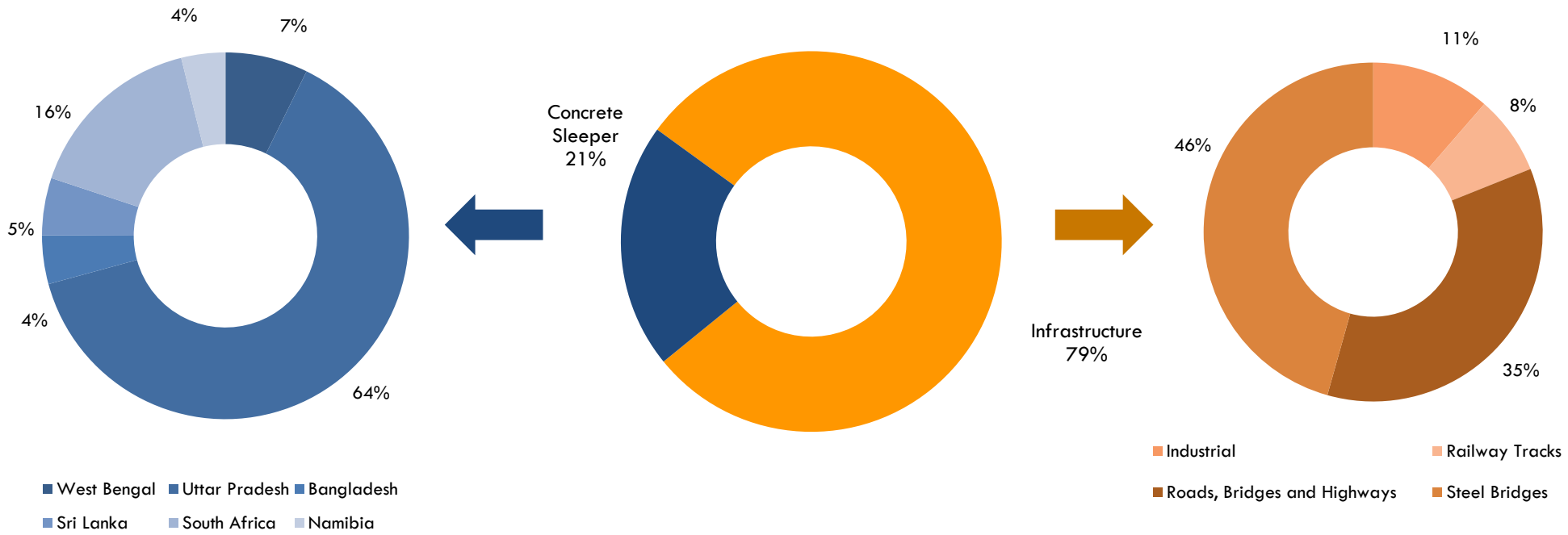
Order Inflow (Rs Mn)



*Till date

…Leading to healthy order book of Rs 18.6 billion

Order Book Breakup



Business Overview

GPT Infra - Railway focused infrastructure company

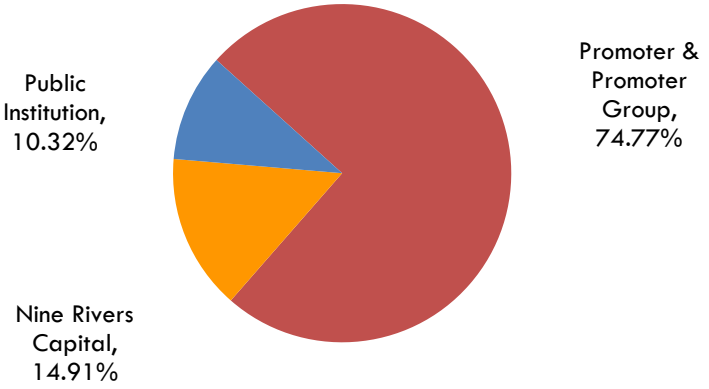
Company overview

- Incorporated in 1980, **GPT Infraprojects Limited** is a fast-growing civil construction and manufacturing company based out of Kolkata
- Employee strength of more than **1,000 including 119 engineers**
- GPT's businesses are divided into two segments:
  - » **Infrastructure:** Involved in civil infrastructure projects for Railways, Roads, Airports, and Urban Infrastructure
  - » **Concrete Sleepers:** Involved in manufacture of concrete sleepers for railways systems in India and abroad
- For FY 2016, GPT recorded revenues from operation of **Rs 5,028 mn**
- GPT has orders under execution of more than **Rs 18.6 bn**
- GPT's statutory auditor is **S R Baltiboi & Co., Member firm of Ernst & Young**

Financial highlights

FY16 Revenue	Rs **5,028** mn
FY16 EBITDA	Rs **680** mn
FY16 PAT	Rs **128** mn
Current Order Book	Rs **18.6** bn

Shareholding pattern as on December 31, 2016



Key milestones

2010

PE investment by Nine Rivers Capital

Entered into partnership with Namibian Government for setting sleeper plant in Namibia

2011

Shares listed on BSE Limited

Received Certificate of Excellence in from IES

2014

Production capacity at Ladysmith doubled

2015

Bagged order worth Rs 2,465 mn from GMR Infrastructure

2016

Shares listed on NSE

Awarded Best Infrastructure Brand from The Economic Times

1980

Incorporated

1999

First foreign venture with Bangladesh Railways

2004

Entry into infrastructure activities

2006

Won a concrete sleeper order from Mozambique

2009

Commercial production begins in South Africa

Emerging India Award from CNBC, ICICI Bank, & CRISIL

Experienced management with strong industry background

Dwarika Prasad Tantia

Chairman

- 45 years experience in the infrastructure sector
- Leads the Company's growth initiatives
- Responsible for the Company's entry in the sleeper business and its international foray
- Hony. Consul of Ghana in Kolkata

Shree Gopal Tantia

Managing Director

- 35 years experience in infrastructure
- Possesses strong project execution capabilities and manages the company's diversified customer relationship

Atul Tantia

Executive Director

- Graduated Magna Cum Laude from Wharton School in Finance and Systems Engineering
- Leads the company's manufacturing operations, manages relationship with banks and financial institutions

Vaibhav Tantia

Director & COO

- Graduated Summa Cum Laude from Wharton School in Finance and Civil Engineering
- Overlooks the EPC business including project management, business development, and new ventures

Arun Kumar Dokania

Chief Financial Officer

- B. Com, FCA with over 35 years experience in the infrastructure industry
- Seasoned finance professional responsible for finance, accounts, banking and legal matters

Business Segments

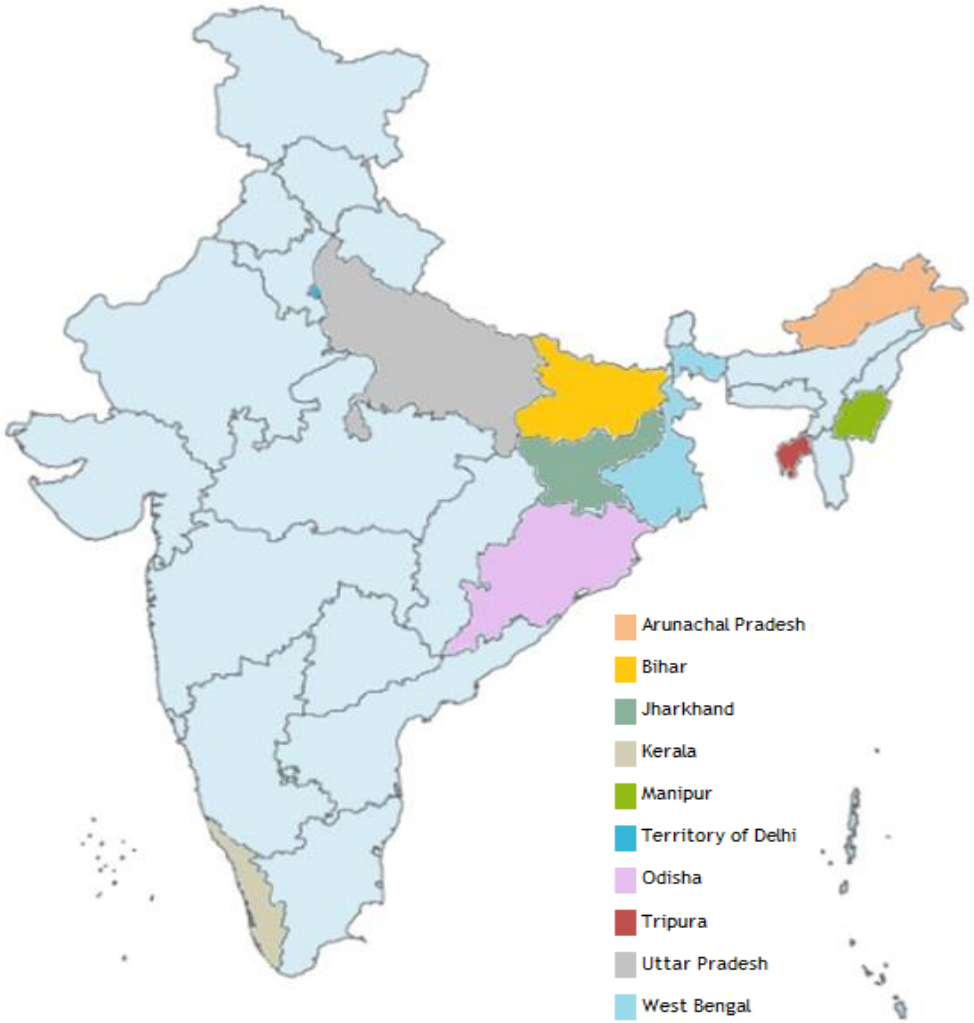
- Infrastructure Segment
- Concrete Sleeper Segment

Infrastructure segment

Overview

- Commenced infrastructure projects in 2004
- Executes civil infrastructure projects **mainly in railways and roads bridges and industrial infrastructure** for government sector clients
- Core expertise in infrastructure works includes:
  - Construction of **riverine bridges** on deep well or pile foundations
  - Structural steel fabrication and launching of **large span steel superstructures** over perennial rivers or in running traffic conditions
  - Undertaking **turnkey rail & road infrastructure** works
- Current unexecuted order book spread across states including West Bengal, Uttar Pradesh, Bihar, Kerala, Delhi and Manipur
  - West Bengal accounts for nearly 30% of the total order book
  - Uttar Pradesh accounts for more than one-third of the total order book

Wide geographical footprint



Infrastructure: Strong execution capabilities across verticals

Steel Bridges

Expertise

- Construction of mega bridges with steel superstructure across challenging terrains

Projects:

- Rail-cum-road bridge over River Ganga at Patna
- 4-Lane Cable Stayed Road Over Bridge over Barddhaman Railway station, WB

Roads, Bridges and Highways

Expertise

- Construction of bridges, elevated metro, concrete pavements for airports

Projects:

- Construction of segmental bridge at Bolerbazar, WB
- Work on road bridges under Tripura PWD on turnkey basis

Railway Tracks

Expertise

- Gauge conversion of railway track including earthwork, blanketing and track linking

Project:

- Earthwork in filling on Railway embankment and approached of level crossing, in Ahmedpur – Katwa section, WB

Industrial

Expertise

- Constructing of railway sidings, merry-go-round railways, roads, etc., in industrial layouts

Projects:

- Construction of jetty and raw water pump station at Bagbazar, WB
- Civil Works, converter transformer foundations for +/- 800KV HVDC Project in Agra

Infrastructure: Expertise in bridge construction

Among India's largest Steel Bridge makers

100+
Number of bridges delivered to demanding customers

35,000+
Aggregate length of bridges delivered (in metre)

78,000+
Quantum of steel bridges constructed (in MT)

Key projects executed

Project	Client
Rail-cum-road bridge across River Ganga at Patna	IRCON
Construction of major bridges & roads, including survey, geotechnical investigation & design	Tripura PWD
Earthwork, blanketing, major & minor bridges for Ahmedpur-Katwa Gauge Conversion	Eastern Railway
Cable-stayed Bridge across Barddhaman Railway Yard	Rail Vikas Nigam Ltd
Steel Superstructure for 1.8 km long Railway Bridge across Kosi	East Central Railway
Gauge Conversion, embankment, major & minor bridges, track linking of Barddhaman to Balgona (26 km)	Eastern Railway

Rivers bridged

Rivers Bridged	Client
Ganga	Double decker rail-cum-road bridge at Patna
Yamuna	Railway bridge at Kalpi, Uttar Pradesh
Mahanadi	Railway bridge at Naraj, Odisha
Kosi	Railway bridge near Saraigarh, Bihar
Chambal	Railway bridge near Etawah, Uttar Pradesh
Bhagirathi	Railway bridge at Murshidabad, West Bengal

Infrastructure: Executed landmark bridge construction projects

1 Barddhaman Cable-Stayed Road over Bridge

- **Challenge:** Construction of an unconventional structure over electrified tracks on busy routes
- **What GPT Did:** Implemented fail-safe construction practices over busy and operational railway network and completed the project ahead to schedule. **One of few Indian companies with expertise of construction of cable-stayed bridges**

2 Rail-cum-Road Ganga Bridge at Patna

- **Challenge:** A 4.6 km long rail-cum-road bridge; fabricating & launching 40,000 MT of structural steel
- **What GPT Did:** Adopted innovative construction techniques to handle massive volumes of steel fabrication & launching work. **Successfully constructed the longest steel bridge in India**

3 Boler Bazar Road Bridge

- **Challenge:** The bridge was located in the remote interiors of Sunderban Delta. For construction of the main river foundations, 9 metre diameter wells were proposed in 15 metre deep waters
- **What GPT Did:** Overcame Nature's complexities by adopting **innovative construction engineering of** "floating caissons" and an effective approach to project management

Concrete sleeper segment

Overview

- **Among the pioneers:** Among India's first concrete sleeper manufacturers with production commencing in 1982
- **Diversified products:** Manufacture concrete sleepers for mainline, curves, bridges, level crossings, points & crossing
- **Capacity:** Manufacturing capacity of 2 million sleepers a year across 3 facilities in India, and 1 in Namibia and South Africa each
- **Experience:** Manufactured more than 15 Million concrete sleepers for Indian Railways, IRCON, RITES, SAIL, NTPC, Tata Steel, DVC, etc.
- **Global presence:** Presence in Namibia and South Africa. Engaged in exports to Bangladesh and Sri Lanka

Capabilities covering entire value chain

Concrete Sleeper: Strong domestic presence and international footprint

Manufacturing Locations in India

Facility set up for World Bank funded Eastern DFC project

Panagarh
(West Bengal)

Installed capacity:
480,000 sleepers pa

Year of commissioning:
1982

Ikari
(Uttar Pradesh)

Installed capacity:
400,000 sleepers pa

Trial production started in September, 2016

Pahara
(Uttar Pradesh)

Installed capacity:
400,000 sleepers pa

Trial production started in November, 2016

Manufacturing Locations in Africa

Ladysmith
(South Africa)

Installed capacity:
500,000 sleepers pa

Year of commissioning:
2009

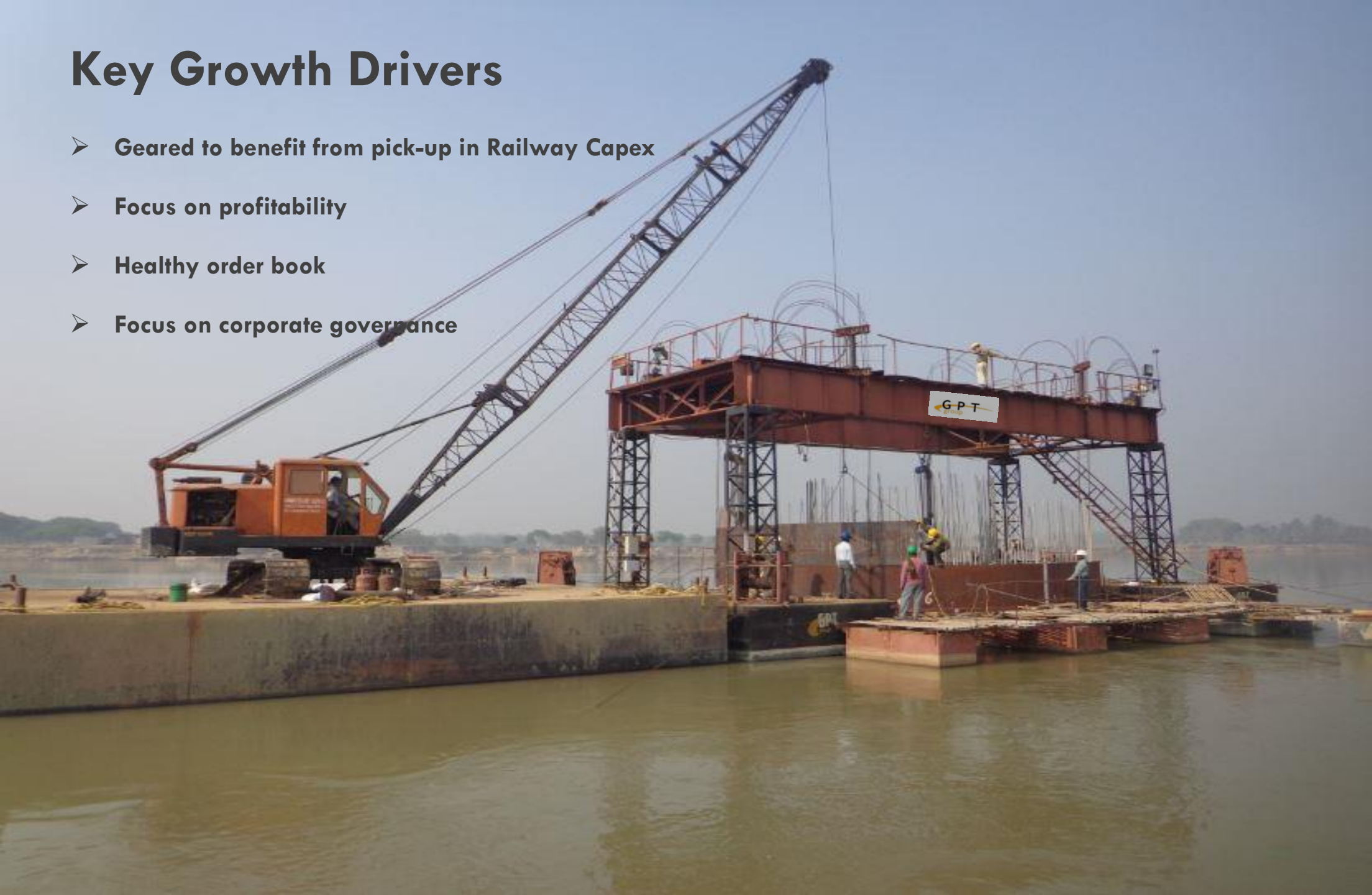
Tsumeb
(Namibia)

Installed capacity:
200,000 sleepers pa

Year of commissioning:
2010

Key Growth Drivers

- Geared to benefit from pick-up in Railway Capex
- Focus on profitability
- Healthy order book
- Focus on corporate governance



Well geared to benefit from pick-up in Railway Capex

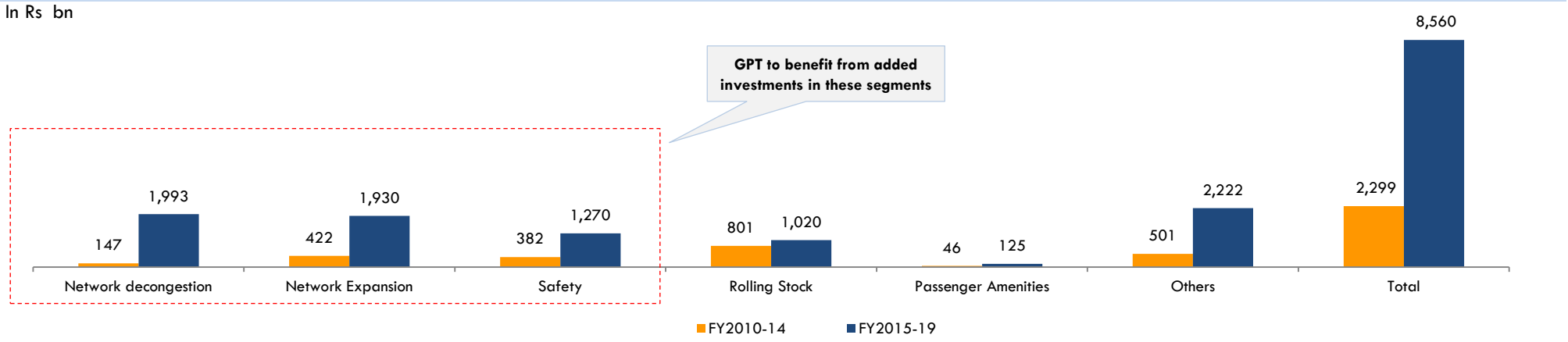
Bridge construction/EPC Opportunities

- Investment of **Rs 500+ bn under Setu Bharatam project** to construct 208 ROBs by 2019 and rebuild 1,500 British-era bridges
- Railway has sanctioned 1,592 RUBs / ROBs to convert unmanned rail crossings and proposes to use **Rs 400+ bn for level crossing safety work**
- Rehabilitation of old operational steel girder bridges, and increased spending on doubling, tripling and new lines
- Decongestion of railway network by increasing track by 20%

DFCC Opportunities

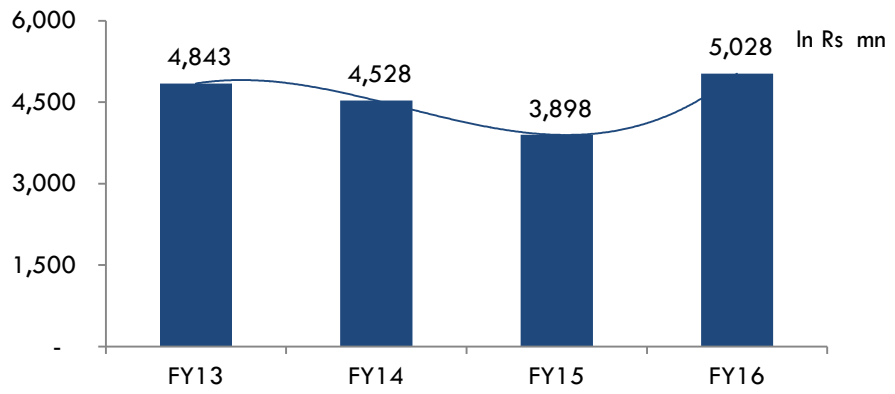
- 3,200 km eastern and western dedicated freight corridors by 2022 - ~11mn sleepers opportunity
- Railway has approved 3 new freight corridors, entailing **construction of 5,769 km rail tracks**, an opportunity of 20 mn sleepers i.e. Rs 35bn opportunity
- EDFC to include construction of **104 bridges, 368 ROBs, RUBs and 21 flyovers**; also includes reconstructing nine existing ROBs and extending ten existing RUBs
- WDFC to include **262 bridges, 33 flyovers, 505 ROBs and 200 RUBs**; also includes the reconstruction of 24 existing ROBs and lengthening ten existing RUBs

Indian Railways aims 4x increase in investment over the next 5 years

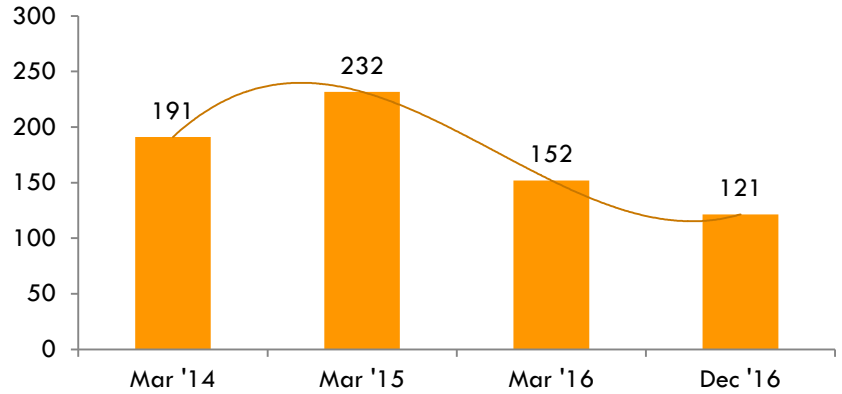


Strong growth with focus on improving profitability

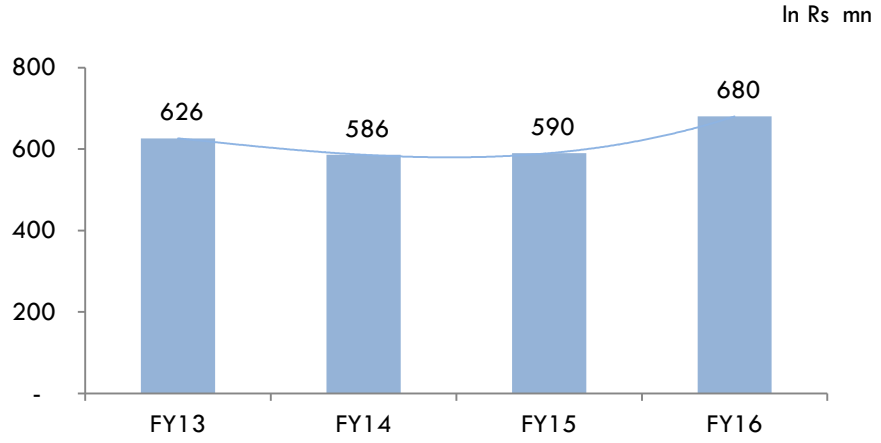
Uptick in Revenue from Operation with increased IR Investment



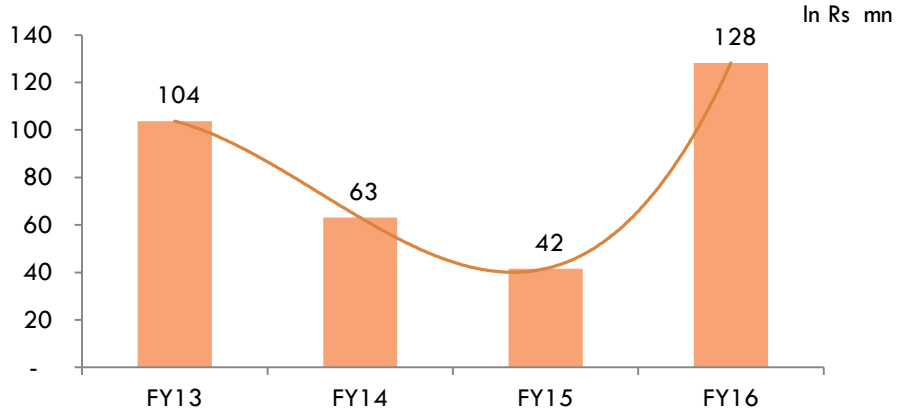
Improvement in Working Capital Days



Healthy EBITDA with consistent margin

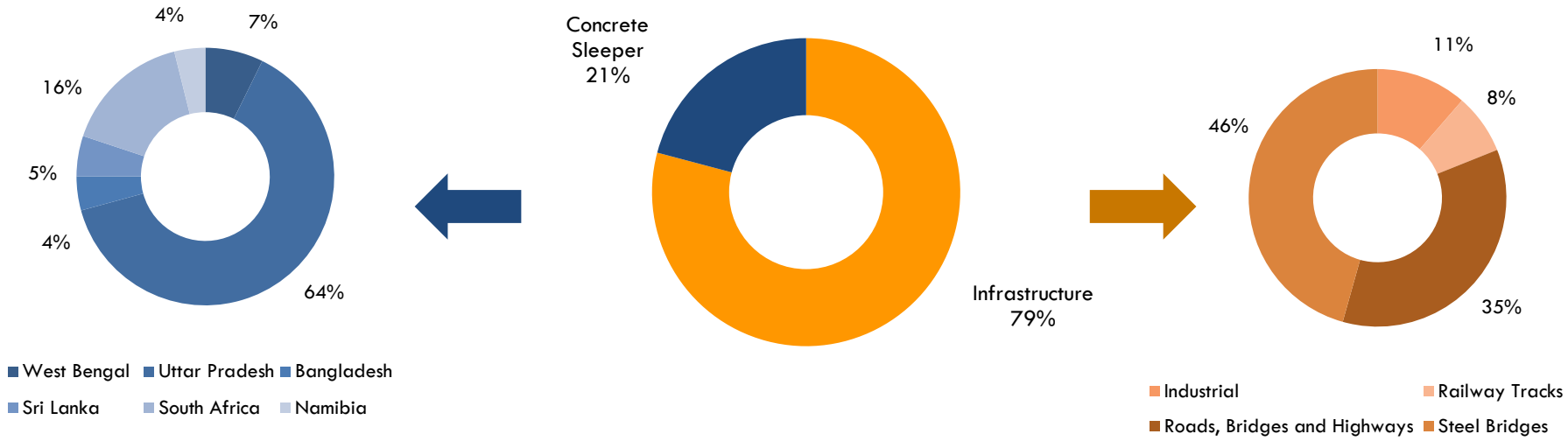


Profit After Tax



Healthy order book across segments assures revenue visibility

Order Book – Rs 18.6 bn



Key Orders under Execution

Project	Client	Value (Rs mn)
Monoblock sleeper supply under package 201 & 202 in UP	GMR Infrastructure	2,465
Construction of steel girder bridges in Mathura-Jhansi third line	RVNL	2,173
Approach bridge for Burdwan ROB	RVNL	1,143
ROB Flyover between Sankrail and Santragachi Stations	South Eastern Railway	1,133
Construction of New Yamuna bridge, including RUB, P. Way work on Delhi-Delhi Shahdara section	Northern Railway	994
Rehabilitation of landside location and drainage improvement at Tindharia in Darjeeling	P.W. (Roads) Directorate, Government of West Bengal	840

Focus on corporate governance

Board of Directors

Nitindra Nath Som

Independent Director

- Bachelor's degree in Civil Engineering
- Was Head of Civil Engineering, Jadavpur University, Kolkata

Sunil Patwari

Independent Director

- ACA, MBA-Finance(IIM)
- Wide experience in the area of business management, accounts, taxation and finance

Viswa Nath Purohit

Independent Director

- Fellow Member of the Institute of Chartered Accounts of India
- Has LLB and FICA qualification
- 55 years of experience in Accounts, Finance and Taxation

Mamta Binani

Independent Director

- President of The Institute of Company Secretaries of India
- 15 years of experience in corporate consultation & advisory

Shankar Jyoti Deb

Independent Director

- Bachelors in Science and B.E. in Civil Engineering from I.I.T.
- Completed programme in Finance Management from IIM
- Wide experience in designing, engineering and implementation of civil projects

Kunal Kumthekar

Nominee Director

- Bachelor's degree in Engineering
- Rich experience in financial markets and was associated with JM Financial

Statutory Auditor

S R Baltiboi & Co. - Member firm of Ernst & Young

EY Building a better working world

Marquee Private Equity Investor

Nine Rivers Capital - Funding in Jan 2010

Annual Financial Highlights

Consolidated financial highlights

Rs Million	FY14	FY15	FY16	9M '17
Revenue	4,520.3	3,883.1	5,020.9	3,627.9
Other Operating Income	8.1	15.1	6.8	13.2
Net Sales	**4,528.4**	**3,898.3**	**5,027.7**	**3,641.1**
Operating expenses	3,942.4	3,308.5	4,347.4	3,116.5
EBITDA	**585.9**	**589.8**	**680.3**	**524.6**
EBITDA margin	***12.9%***	***15.1%***	***13.5%***	***14.4%***
Depreciation	201.6	197.6	190.6	140.1
Other Income	71.9	72.9	96.3	42.4
Interest	378.8	406.5	386.1	276.5
PBT	**77.4**	**58.5**	**199.9**	**150.5**
Tax Expenses (Credits)	14.3	16.9	71.7	35.7
PAT	**63.1**	**41.6**	**128.2**	**114.7**
Minorities	12.7	0.6	5.3	3.4
PAT after Minorities	**50.4**	**41.0**	**122.9**	**111.3**
PAT Margin	***1.1%***	***1.1%***	***2.4%***	***3.1%***

Consolidated Balance Sheet

Rs Million	Sep '16	Mar '16
Share Capital	145	143
Reserves	1,649	1,522
Shareholders' Funds	**1,795**	**1,665**
Secured Loans	25	40
Trade payables	81	74
Deferred Tax Liabilities	52	76
Other liabilities	174	135
Long Term Provisions	21	18
Total Non-Current Liabilities	**353**	**343**
Trade Payables	1,041	1,221
Other Current Liabilities	748	720
Short Term Borrowings	2,186	2,206
Total Current Liabilities	**3,974**	**4,147**
Minority Interest	48	42
Total Liabilities	**6,170**	**6,197**

Rs Million	Sep '16	Mar '16
Fixed Assets incl. CWIP	1,275	1,168
Long Term Loans & Advances	523	428
Other Non Current Assets	415	336
Total Non-Current Assets	**2,213**	**1,932**
Inventories	705	727
Sundry Debtors	737	827
Cash and Bank	238	308
Short term Loans and Advances	391	334
Other Current Assets	1,886	2,069
Total Current Assets	**3,957**	**4,264**
Total Assets	**6,170**	**6,197**

Contact Us

GPT Infraprojects Limited

Atul Tantia
atul@gptgroup.co.in

Neha Marwah
nmarwah@gptgroup.co.in

Stellar IR Advisors Pvt. Ltd. (Investor Relations)

Gaurang Vasani
vgaurang@stellar-ir.com

Pooja Dokania
dpooja@stellar-ir.com

GPT Infraprojects Limited

CIN: L20103WB1980PLC032872

GPT Centre
JC-25, Sector-III, Salt Lake City
Kolkata-700046, West Bengal

+91 33 4050 7000

www.gptinfra.in